

# Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Entire CMLS Area

**- 21.4%**

Change in  
New Listings

**+ 0.6%**

Change in  
Closed Sales

**+ 4.7%**

Change in  
Median Sales Price

### December

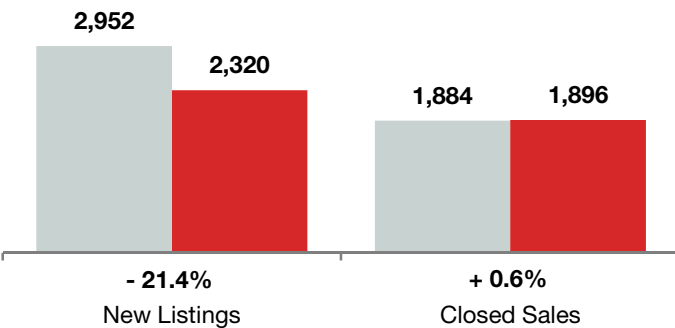
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	2,952	2,320	- 21.4%	56,365	45,582	- 19.1%
Closed Sales	1,884	1,896	+ 0.6%	22,393	22,942	+ 2.5%
Median Sales Price*	\$147,990	\$155,000	+ 4.7%	\$155,000	\$152,500	- 1.6%
Average Sales Price*	\$194,146	\$190,564	- 1.8%	\$207,709	\$200,351	- 3.5%
Percent of Original List Price Received*	88.7%	90.0%	+ 1.4%	90.0%	89.4%	- 0.6%
List to Close	150	152	+ 1.4%	145	152	+ 5.4%
Inventory of Homes for Sale	23,316	17,581	- 24.6%	--	--	--
Months Supply of Inventory	12.5	9.1	- 27.0%	--	--	--

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

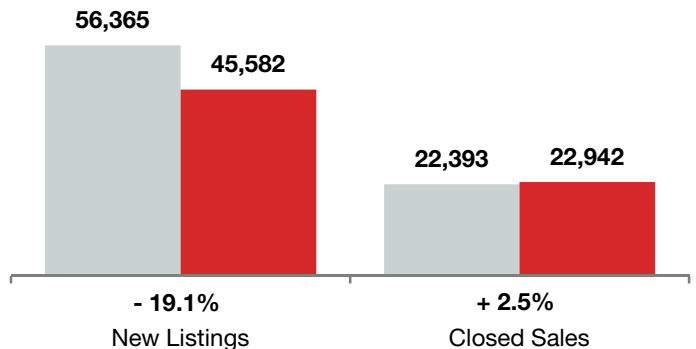
### December

2010 2011



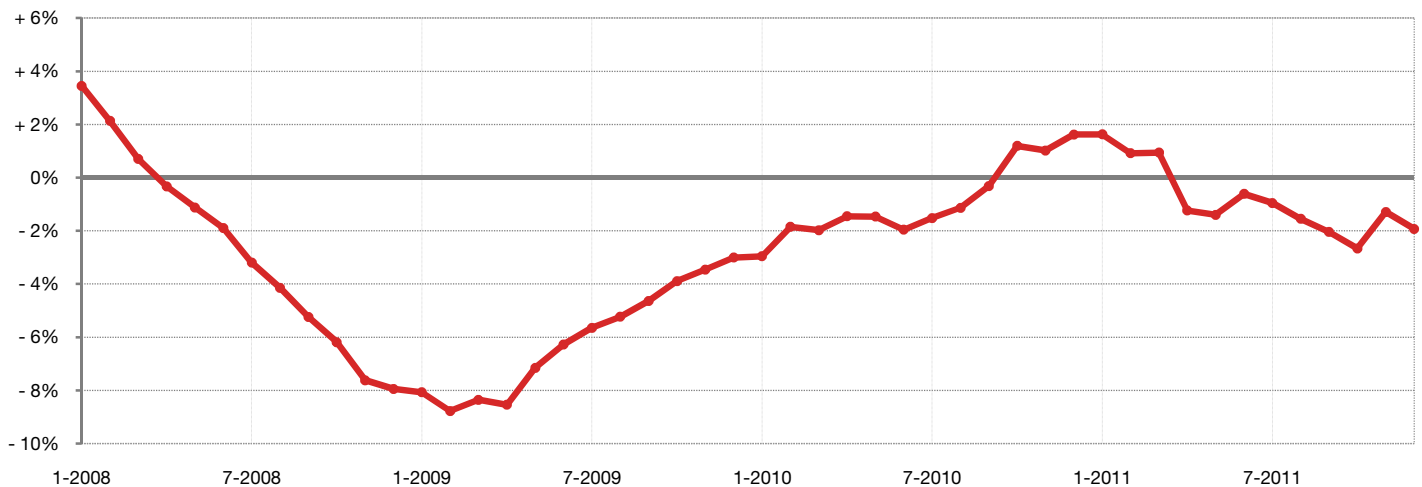
### Year to Date

2010 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CMLS Area



\*\* Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from Carolina Multiple Listing Services, Inc. Current as of September 6, 2011. | Powered by 10K Research and Marketing.

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## Cabarrus County

**- 12.8%**

Change in  
New Listings

**- 4.1%**

Change in  
Closed Sales

**- 3.3%**

Change in  
Median Sales Price

### December

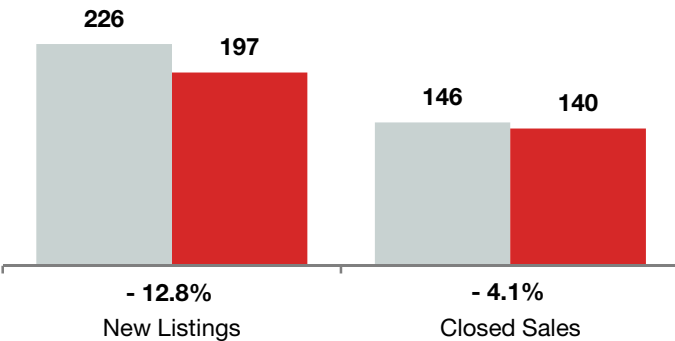
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	226	197	- 12.8%	4,116	3,391	- 17.6%
Closed Sales	146	140	- 4.1%	1,715	1,710	- 0.3%
Median Sales Price*	\$150,000	\$145,000	- 3.3%	\$150,000	\$151,200	+ 0.8%
Average Sales Price*	\$188,162	\$168,640	- 10.4%	\$179,430	\$175,550	- 2.2%
Percent of Original List Price Received*	91.0%	91.2%	+ 0.3%	90.4%	90.3%	- 0.2%
List to Close	151	131	- 13.4%	149	150	+ 0.2%
Inventory of Homes for Sale	1,731	1,343	- 22.4%	--	--	--
Months Supply of Inventory	12.0	9.5	- 21.4%	--	--	--

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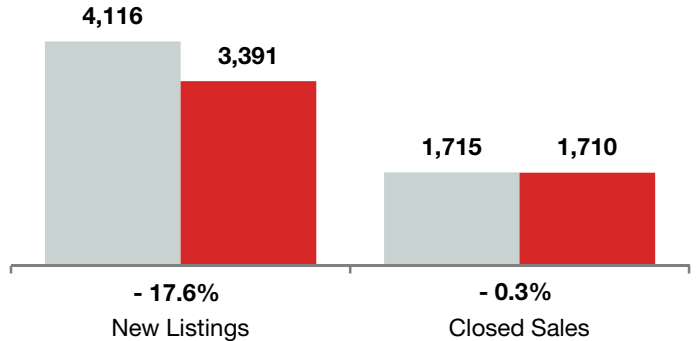
### December

■ 2010 ■ 2011

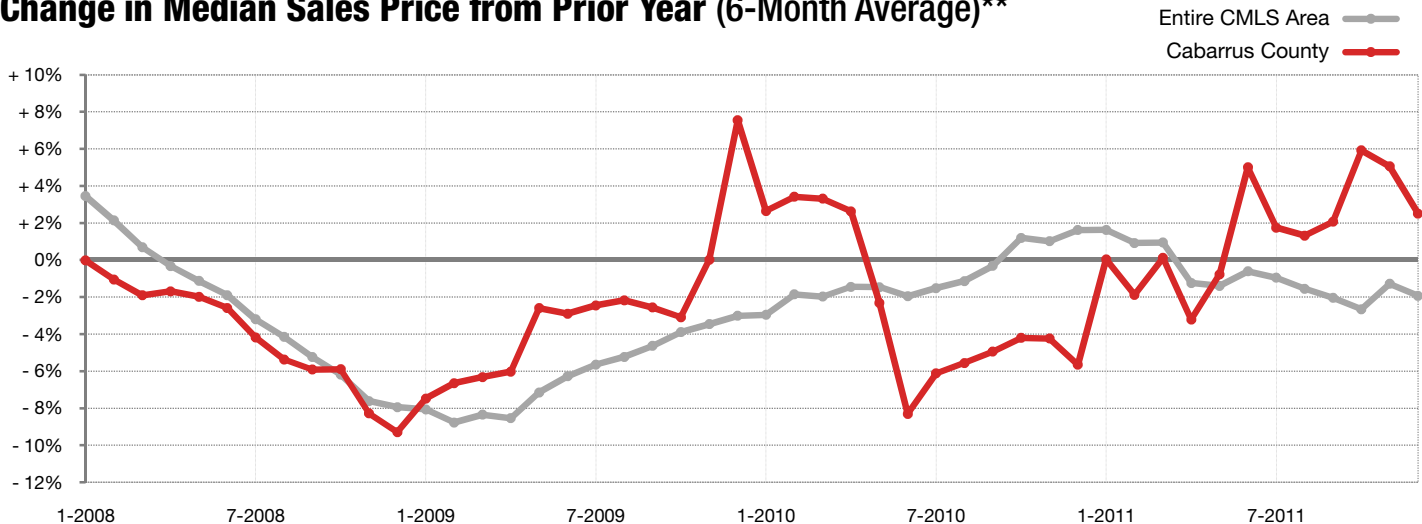


### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



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Charlotte Regional Realtor® Association

## Gaston County

**- 26.8%**

Change in  
New Listings

**+ 2.3%**

Change in  
Closed Sales

**- 6.8%**

Change in  
Median Sales Price

### December

### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	205	150	- 26.8%	3,777	3,094	- 18.1%
Closed Sales	129	132	+ 2.3%	1,691	1,549	- 8.4%
Median Sales Price*	\$119,000	\$110,950	- 6.8%	\$111,000	\$105,250	- 5.2%
Average Sales Price*	\$143,160	\$132,338	- 7.6%	\$129,117	\$125,792	- 2.6%
Percent of Original List Price Received*	89.7%	88.3%	- 1.5%	89.6%	88.1%	- 1.7%
List to Close	139	153	+ 9.9%	141	156	+ 11.0%
Inventory of Homes for Sale	1,600	1,320	- 17.5%	--	--	--
Months Supply of Inventory	11.3	10.3	- 9.1%	--	--	--

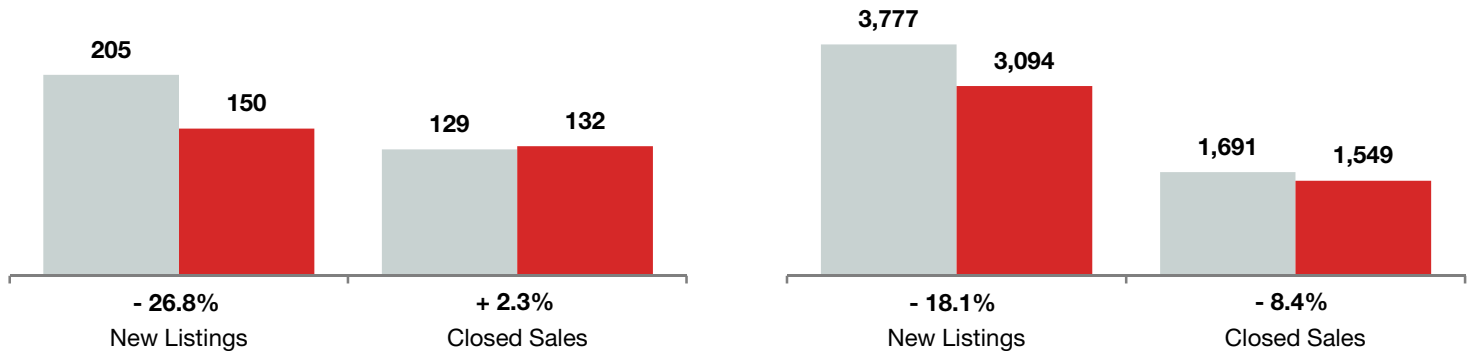
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### December

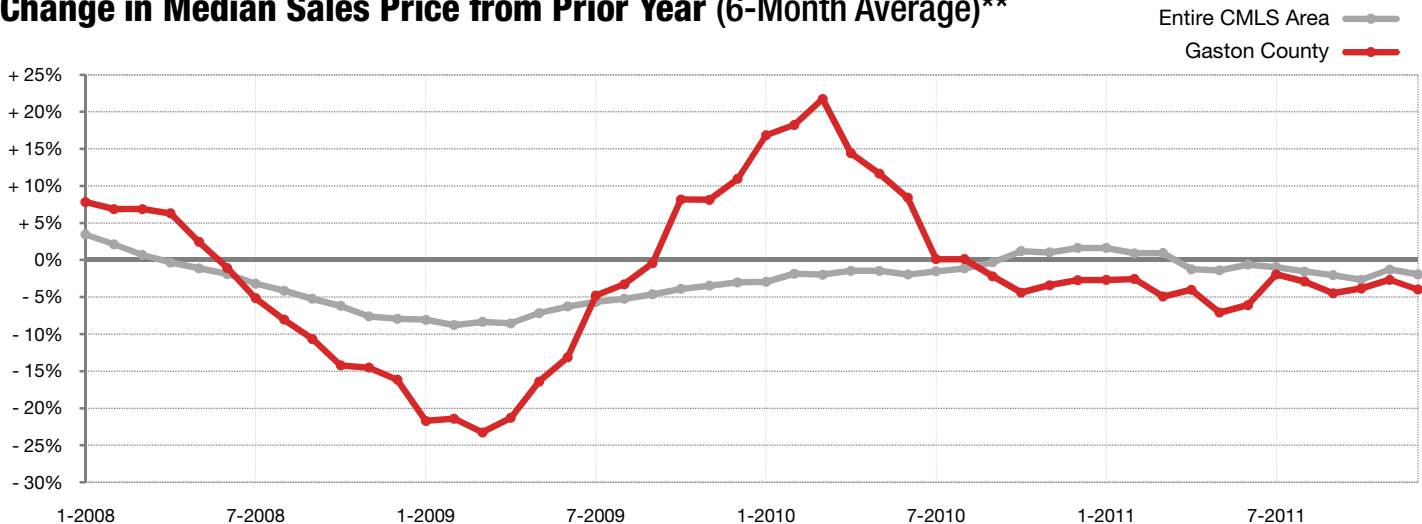
■ 2010 ■ 2011

### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



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## Iredell County

**- 20.6%**

Change in  
New Listings

**- 6.0%**

Change in  
Closed Sales

**- 4.6%**

Change in  
Median Sales Price

### December

### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	194	154	- 20.6%	3,861	3,164	- 18.1%
Closed Sales	133	125	- 6.0%	1,523	1,541	+ 1.2%
Median Sales Price*	\$160,198	\$152,888	- 4.6%	\$161,448	\$165,000	+ 2.2%
Average Sales Price*	\$227,326	\$235,290	+ 3.5%	\$250,171	\$237,341	- 5.1%
Percent of Original List Price Received*	89.4%	89.3%	- 0.1%	89.5%	88.2%	- 1.4%
List to Close	158	169	+ 6.8%	155	165	+ 6.7%
Inventory of Homes for Sale	1,789	1,334	- 25.4%	--	--	--
Months Supply of Inventory	13.9	10.2	- 27.0%	--	--	--

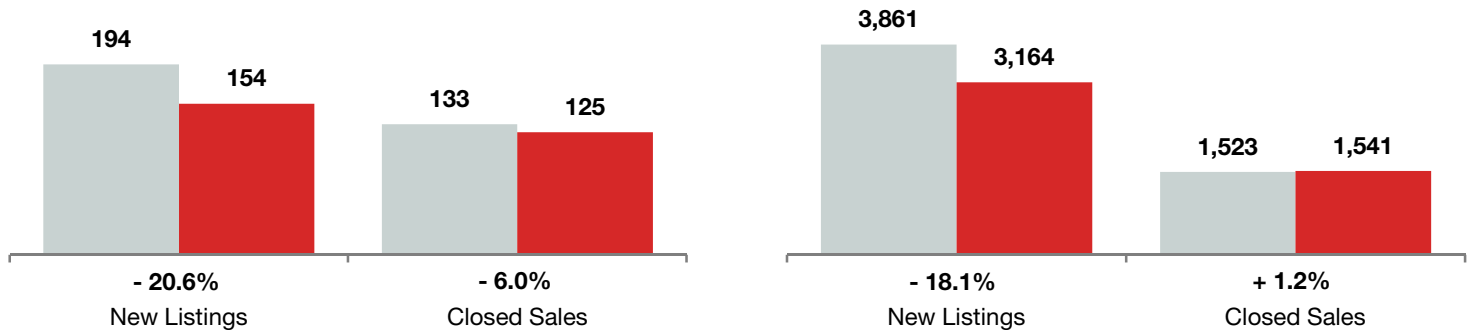
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### December

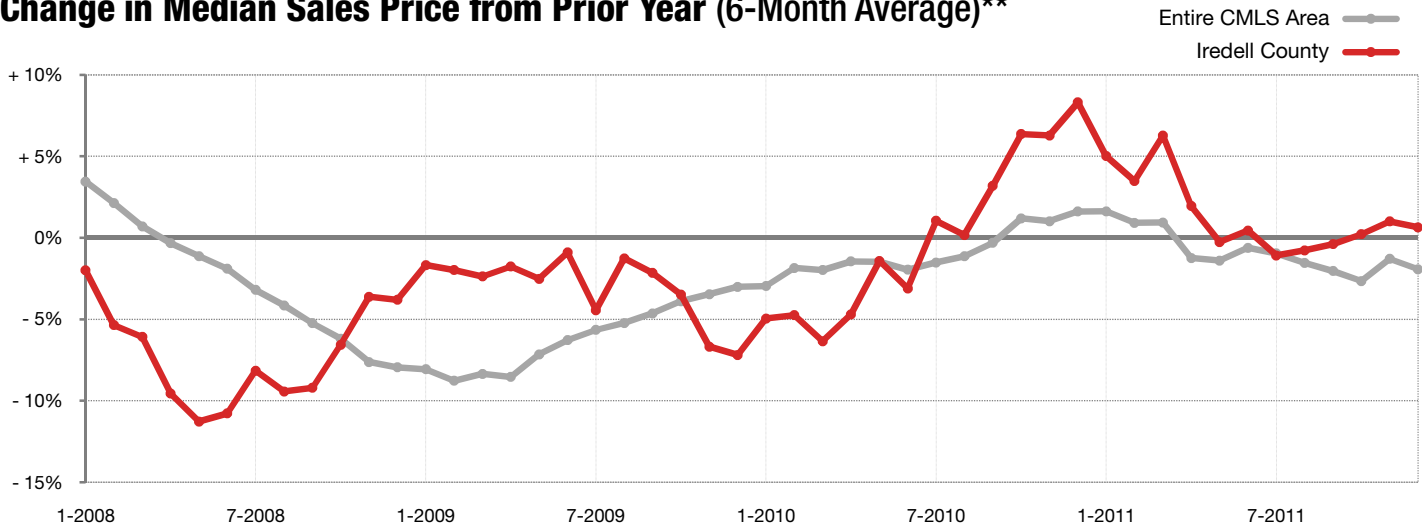
■ 2010 ■ 2011

### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



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Charlotte Regional Realtor® Association

## Lincoln County

**- 14.1%**

Change in  
New Listings

**- 10.9%**

Change in  
Closed Sales

**- 2.7%**

Change in  
Median Sales Price

### December

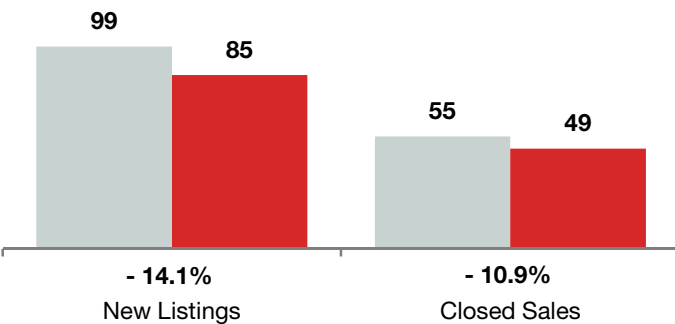
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	99	85	- 14.1%	1,638	1,437	- 12.3%
Closed Sales	55	49	- 10.9%	601	634	+ 5.5%
Median Sales Price*	\$158,000	\$153,750	- 2.7%	\$151,500	\$140,400	- 7.3%
Average Sales Price*	\$198,704	\$162,416	- 18.3%	\$205,575	\$188,852	- 8.1%
Percent of Original List Price Received*	83.0%	90.3%	+ 8.9%	88.2%	89.0%	+ 1.0%
List to Close	155	180	+ 15.8%	151	157	+ 4.4%
Inventory of Homes for Sale	751	618	- 17.7%	--	--	--
Months Supply of Inventory	15.1	11.4	- 24.7%	--	--	--

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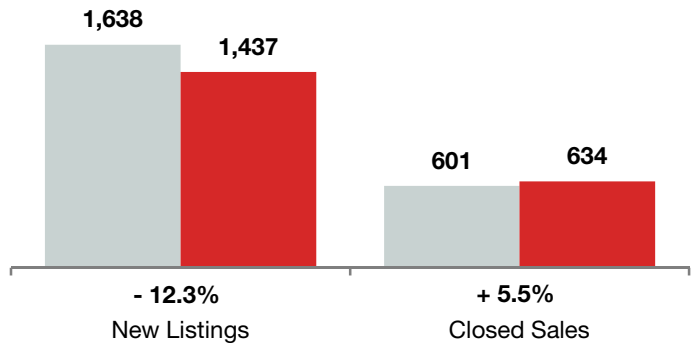
### December

2010 2011

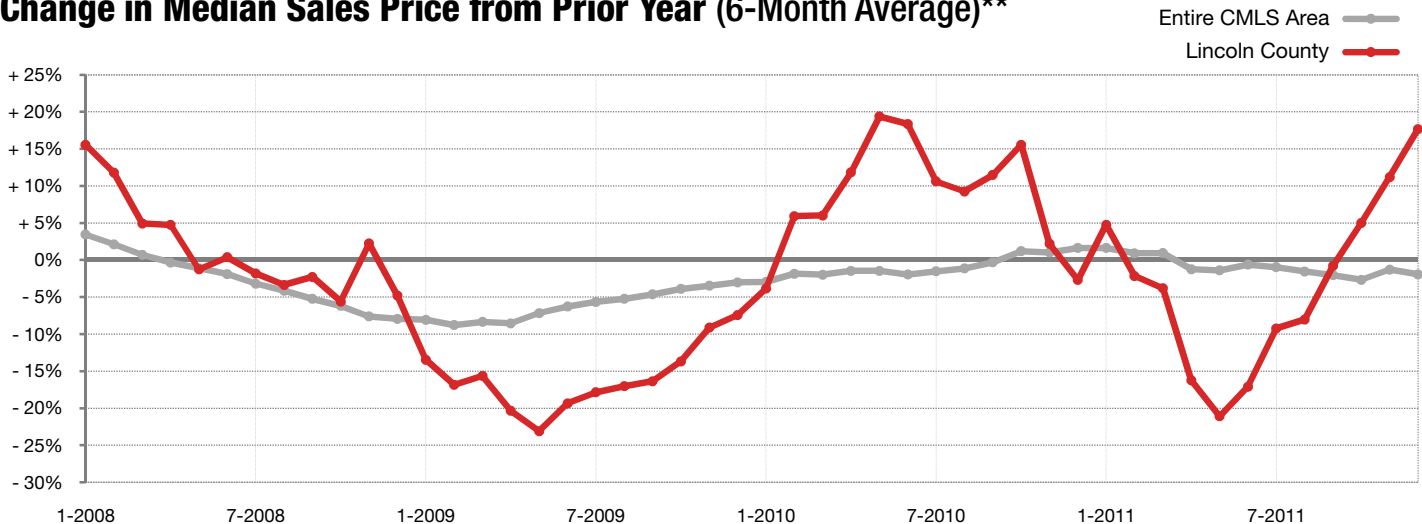


### Year to Date

2010 2011



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## Union County

**- 17.3%**

Change in  
New Listings

**+ 12.3%**

Change in  
Closed Sales

**+ 6.9%**

Change in  
Median Sales Price

### December

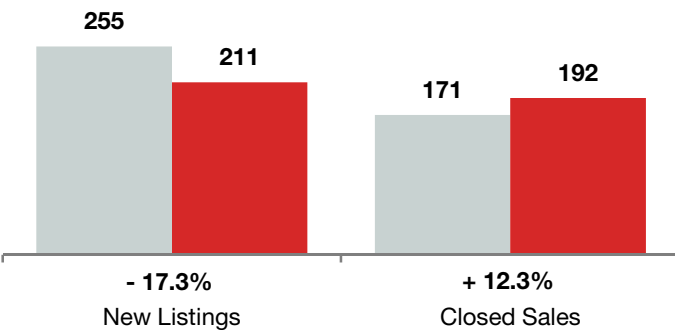
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	255	211	- 17.3%	5,389	4,271	- 20.7%
Closed Sales	171	192	+ 12.3%	2,090	2,220	+ 6.2%
Median Sales Price*	\$179,900	\$192,338	+ 6.9%	\$195,000	\$185,000	- 5.1%
Average Sales Price*	\$236,434	\$260,759	+ 10.3%	\$259,954	\$247,306	- 4.9%
Percent of Original List Price Received*	89.3%	91.6%	+ 2.5%	90.5%	90.5%	- 0.0%
List to Close	168	149	- 11.5%	151	156	+ 3.4%
Inventory of Homes for Sale	2,148	1,605	- 25.3%	--	--	--
Months Supply of Inventory	12.1	8.5	- 29.6%	--	--	--

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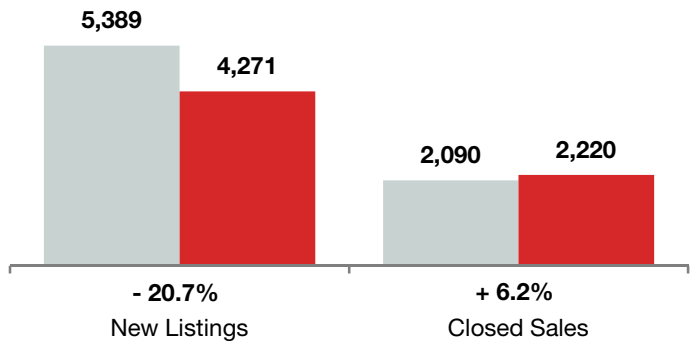
### December

■ 2010 ■ 2011

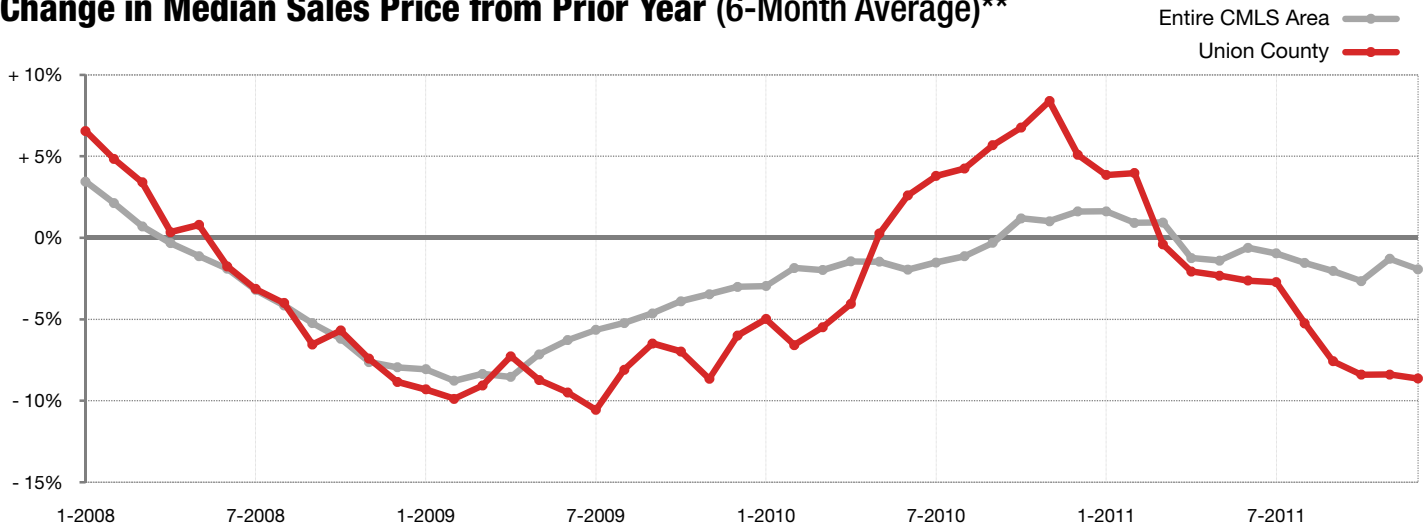


### Year to Date

■ 2010 ■ 2011



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## York County, SC

**+ 19.0%**

Change in  
New Listings

**+ 13.0%**

Change in  
Closed Sales

**+ 6.5%**

Change in  
Median Sales Price

### December

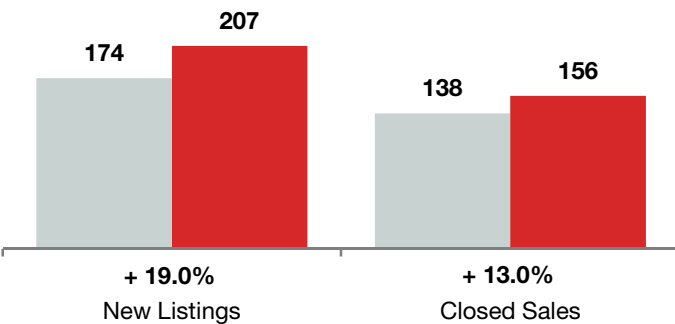
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	174	207	+ 19.0%	4,231	3,667	- 13.3%
Closed Sales	138	156	+ 13.0%	1,694	1,818	+ 7.3%
Median Sales Price*	\$170,873	\$182,000	+ 6.5%	\$180,000	\$179,900	- 0.1%
Average Sales Price*	\$191,963	\$207,592	+ 8.1%	\$215,721	\$209,040	- 3.1%
Percent of Original List Price Received*	91.7%	92.3%	+ 0.6%	92.3%	91.1%	- 1.3%
List to Close	163	166	+ 1.7%	152	164	+ 7.5%
Inventory of Homes for Sale	1,802	1,439	- 20.1%	--	--	--
Months Supply of Inventory	12.8	9.3	- 27.0%	--	--	--

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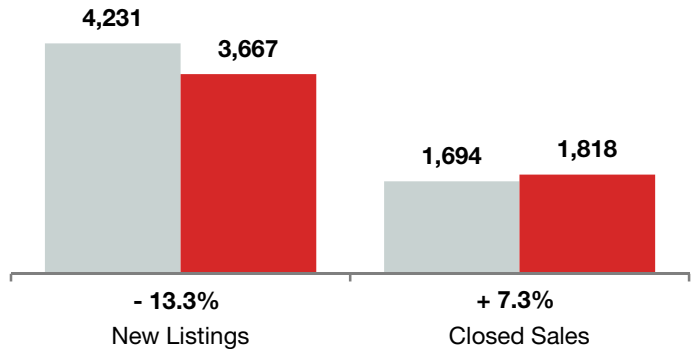
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2010 2011

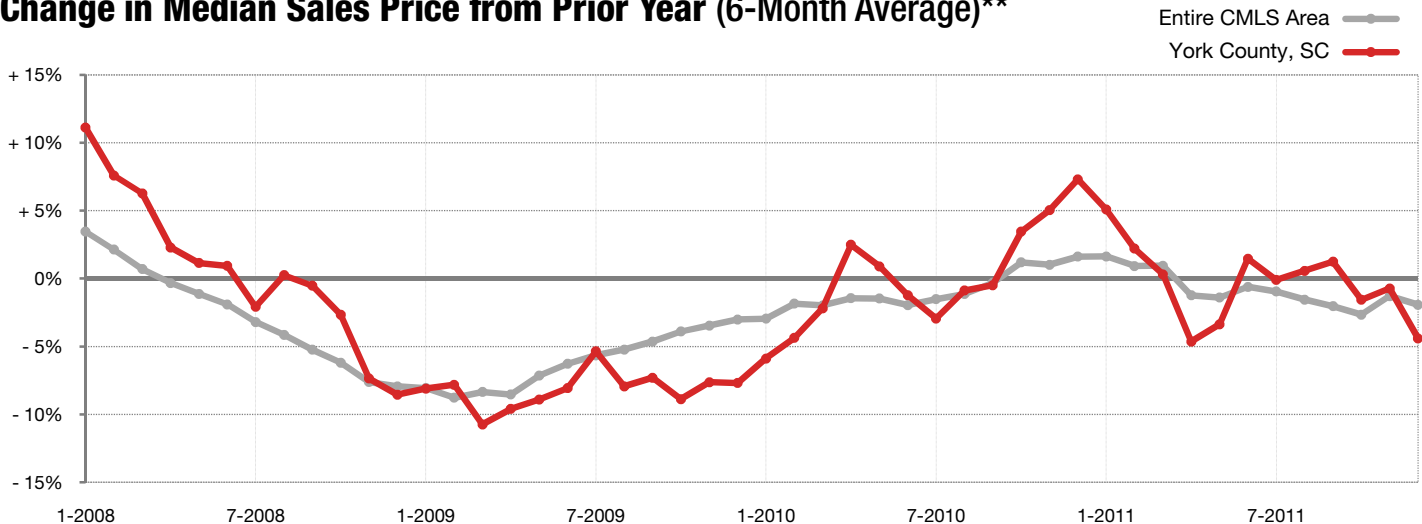


### Year to Date

2010 2011



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## Mecklenburg County

**- 27.0%**

Change in  
New Listings

**- 0.3%**

Change in  
Closed Sales

**+ 8.4%**

Change in  
Median Sales Price

### December

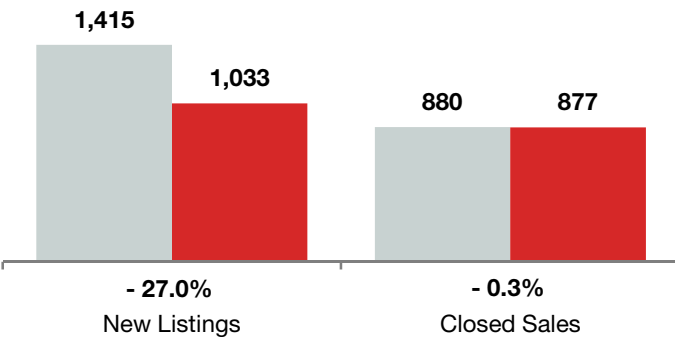
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	1,415	1,033	- 27.0%	26,460	20,475	- 22.6%
Closed Sales	880	877	- 0.3%	10,339	10,687	+ 3.4%
Median Sales Price*	\$144,900	\$157,000	+ 8.4%	\$160,000	\$156,990	- 1.9%
Average Sales Price*	\$199,891	\$192,937	- 3.5%	\$221,542	\$212,016	- 4.3%
Percent of Original List Price Received*	88.2%	90.2%	+ 2.3%	90.2%	89.8%	- 0.5%
List to Close	138	146	+ 6.0%	137	144	+ 5.3%
Inventory of Homes for Sale	9,839	6,871	- 30.2%	--	--	--
Months Supply of Inventory	11.4	7.6	- 32.9%	--	--	--

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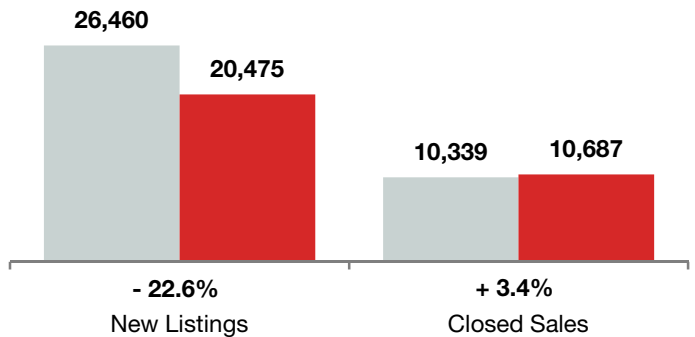
### December

2010 2011

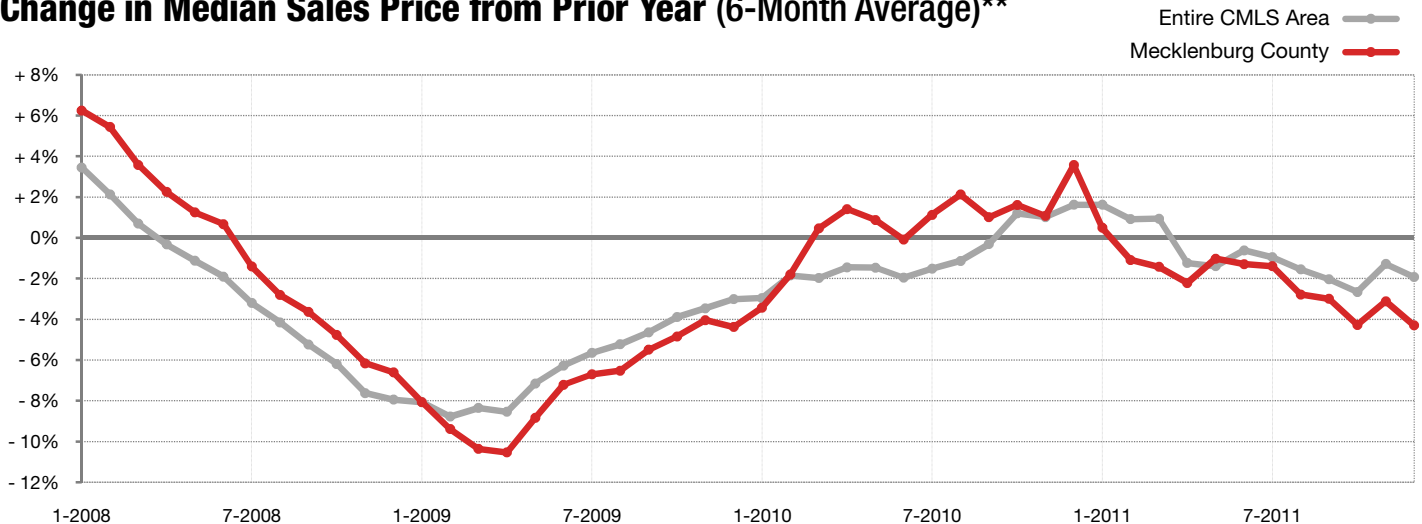


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2010 2011



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## Mecklenburg - (N) Area 01

**- 34.0%**

Change in  
New Listings

**+ 0.6%**

Change in  
Closed Sales

**+ 7.4%**

Change in  
Median Sales Price

### December

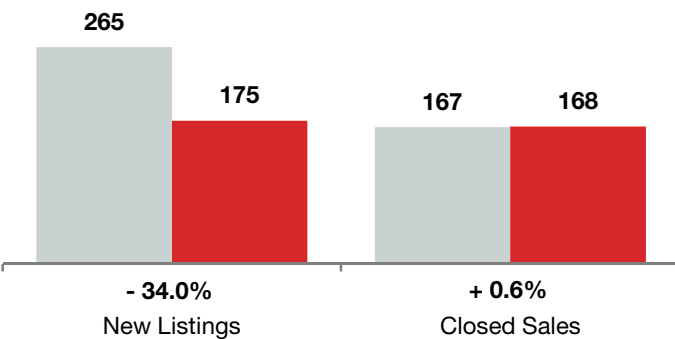
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	265	175	- 34.0%	4,457	3,437	- 22.9%
Closed Sales	167	168	+ 0.6%	1,846	1,820	- 1.4%
Median Sales Price*	\$135,000	\$145,000	+ 7.4%	\$152,869	\$146,000	- 4.5%
Average Sales Price*	\$157,552	\$174,554	+ 10.8%	\$182,590	\$175,352	- 4.0%
Percent of Original List Price Received*	88.1%	91.7%	+ 4.2%	91.5%	90.8%	- 0.7%
List to Close	132	151	+ 13.8%	137	147	+ 7.4%
Inventory of Homes for Sale	1,672	1,142	- 31.7%	--	--	--
Months Supply of Inventory	10.9	7.4	- 32.2%	--	--	--

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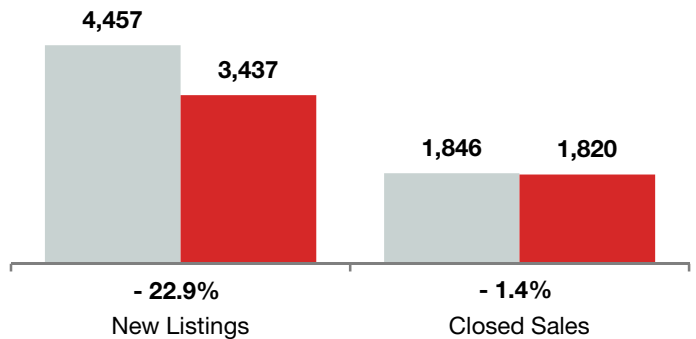
### December

■ 2010 ■ 2011

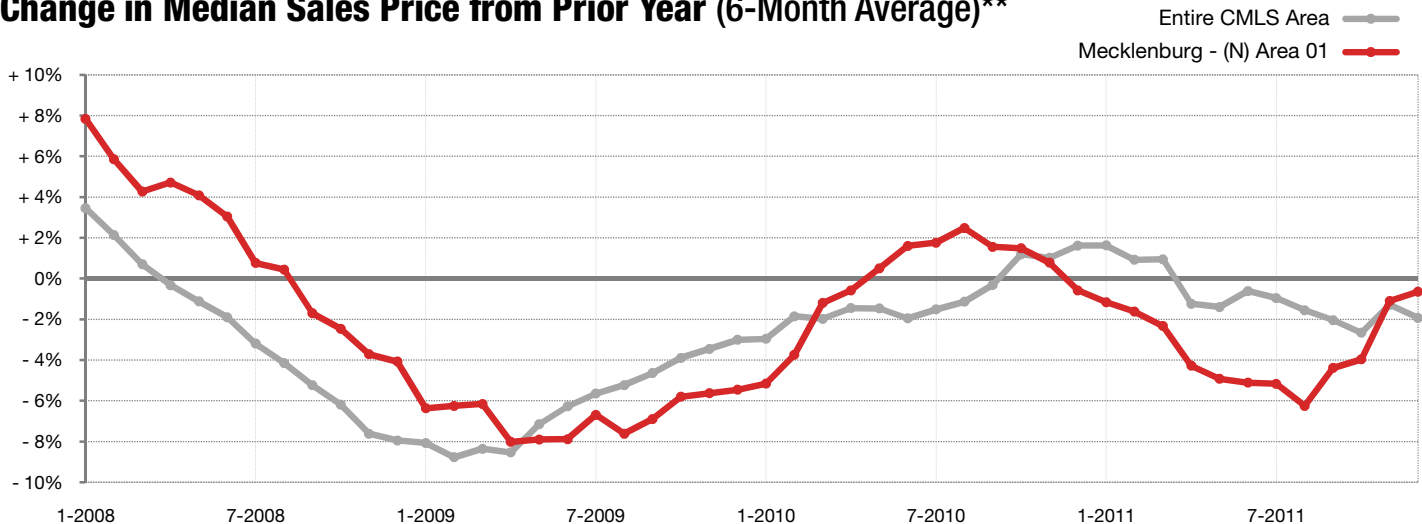


### Year to Date

■ 2010 ■ 2011



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## Mecklenburg - (E) Area 02

**- 37.9%**

Change in  
New Listings

**- 16.3%**

Change in  
Closed Sales

**- 18.3%**

Change in  
Median Sales Price

### December

### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	206	128	- 37.9%	3,305	2,453	- 25.8%
Closed Sales	123	103	- 16.3%	1,268	1,280	+ 0.9%
Median Sales Price*	\$101,000	<b>\$82,500</b>	- 18.3%	\$110,000	<b>\$95,000</b>	- 13.6%
Average Sales Price*	\$112,730	<b>\$107,757</b>	- 4.4%	\$122,733	<b>\$109,408</b>	- 10.9%
Percent of Original List Price Received*	87.0%	<b>88.6%</b>	+ 1.9%	89.3%	<b>88.8%</b>	- 0.5%
List to Close	120	132	+ 10.3%	122	136	+ 11.7%
Inventory of Homes for Sale	1,200	820	- 31.7%	--	--	--
Months Supply of Inventory	11.2	7.6	- 32.6%	--	--	--

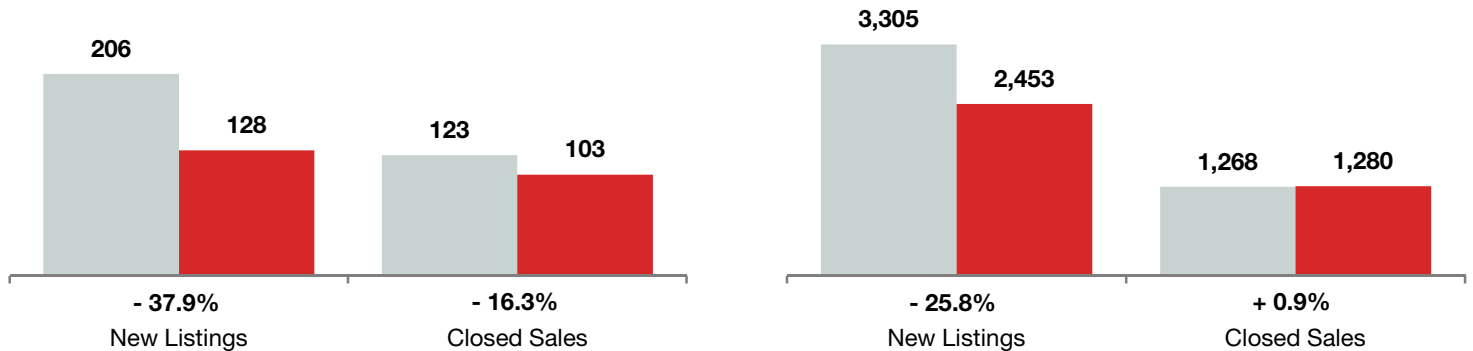
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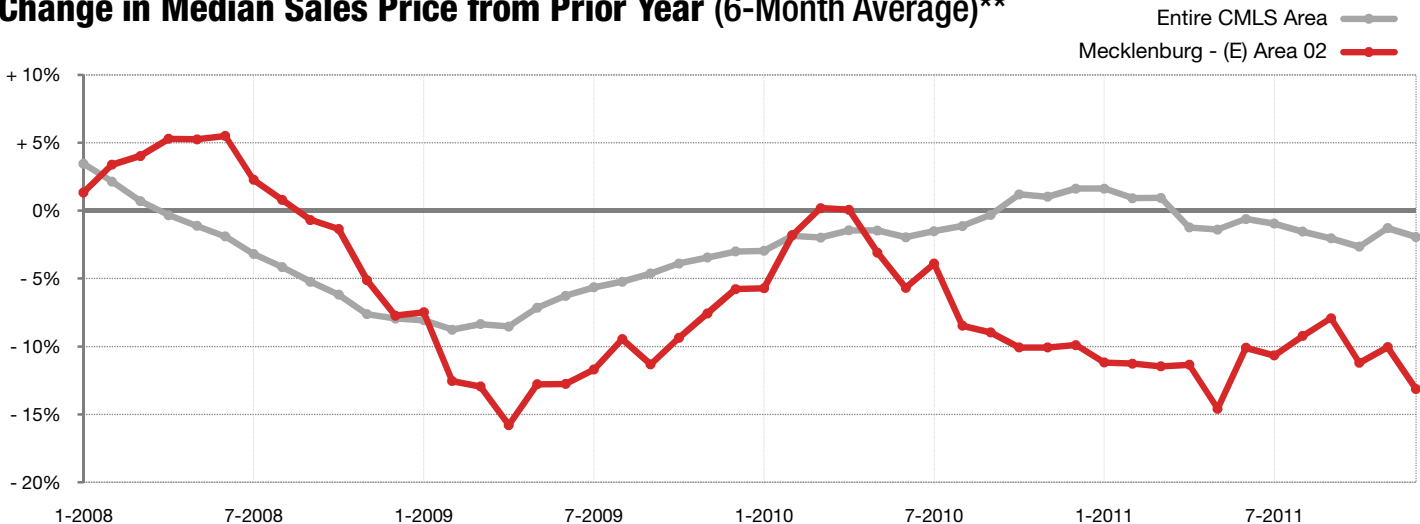
■ 2010 ■ 2011

### Year to Date

■ 2010 ■ 2011



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## Mecklenburg - (SE) Area 03

**- 17.9%**

Change in  
New Listings

**- 11.1%**

Change in  
Closed Sales

**+ 43.7%**

Change in  
Median Sales Price

### December

### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	117	96	- 17.9%	1,980	1,551	- 21.7%
Closed Sales	63	56	- 11.1%	760	770	+ 1.3%
Median Sales Price*	\$81,360	\$116,950	+ 43.7%	\$120,000	\$106,200	- 11.5%
Average Sales Price*	\$105,445	\$137,225	+ 30.1%	\$143,283	\$126,542	- 11.7%
Percent of Original List Price Received*	87.8%	89.8%	+ 2.3%	89.4%	88.1%	- 1.5%
List to Close	118	176	+ 50.1%	131	140	+ 6.4%
Inventory of Homes for Sale	763	542	- 29.0%	--	--	--
Months Supply of Inventory	11.8	8.3	- 30.3%	--	--	--

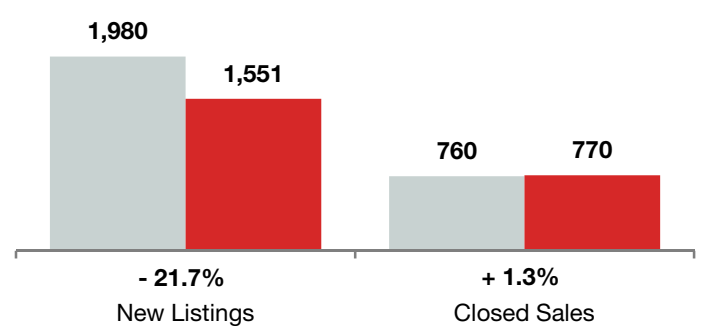
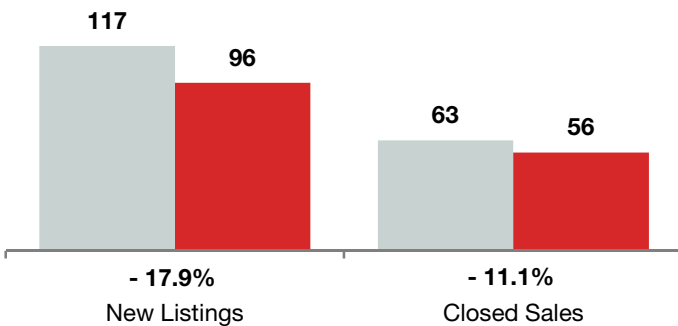
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

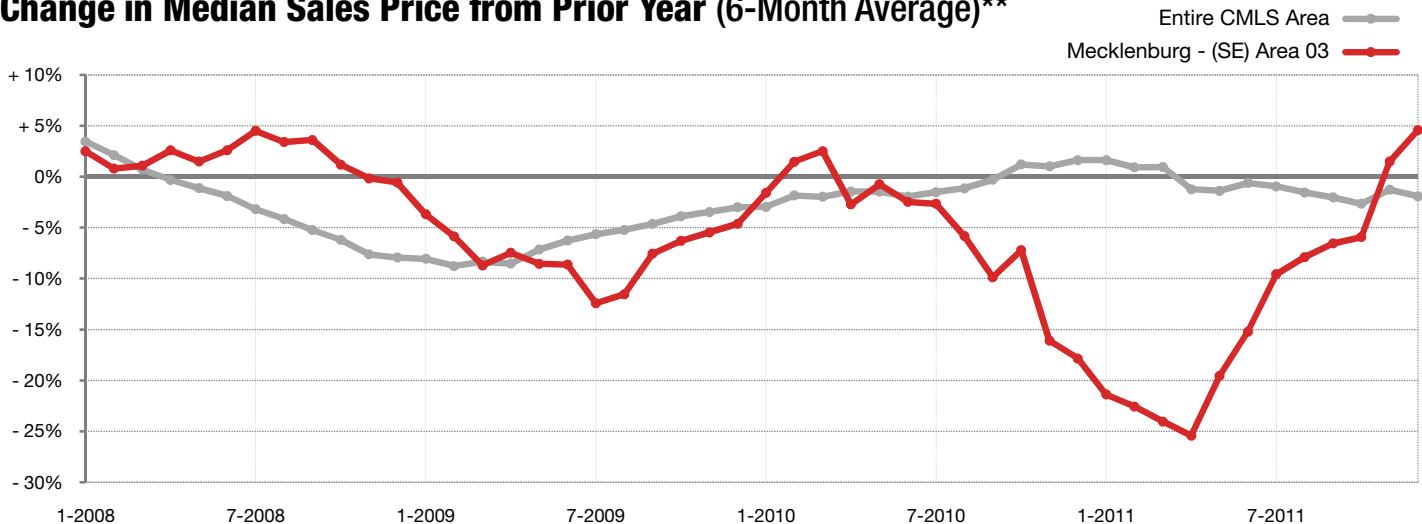
■ 2010 ■ 2011

### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



\*\* Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from Carolina Multiple Listing Services, Inc. Current as of September 6, 2011. | Powered by 10K Research and Marketing.

# Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Mecklenburg - (SSE) Area 04

**- 31.5%**

Change in  
New Listings

**+ 13.5%**

Change in  
Closed Sales

**+ 19.3%**

Change in  
Median Sales Price

### December

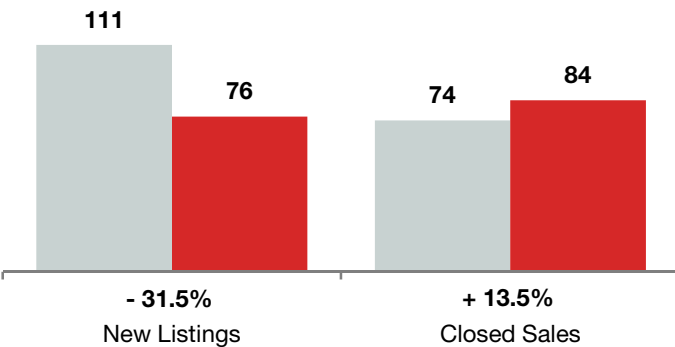
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	111	76	- 31.5%	2,723	2,081	- 23.6%
Closed Sales	74	84	+ 13.5%	904	1,021	+ 12.9%
Median Sales Price*	\$189,000	\$225,450	+ 19.3%	\$240,000	\$250,000	+ 4.2%
Average Sales Price*	\$268,852	\$268,147	- 0.3%	\$302,057	\$298,599	- 1.1%
Percent of Original List Price Received*	87.3%	88.7%	+ 1.7%	89.6%	89.6%	- 0.1%
List to Close	140	135	- 3.8%	140	149	+ 6.9%
Inventory of Homes for Sale	977	678	- 30.6%	--	--	--
Months Supply of Inventory	12.8	7.9	- 38.1%	--	--	--

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

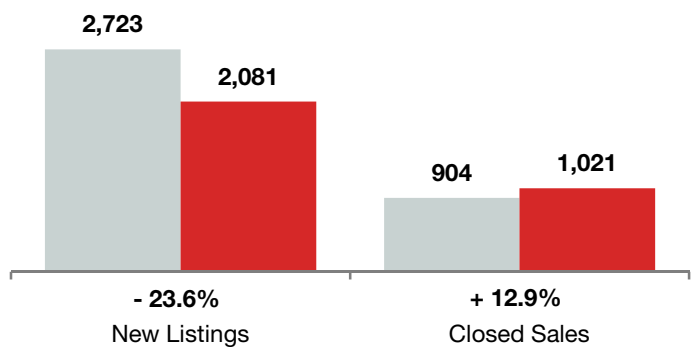
### December

2010 2011

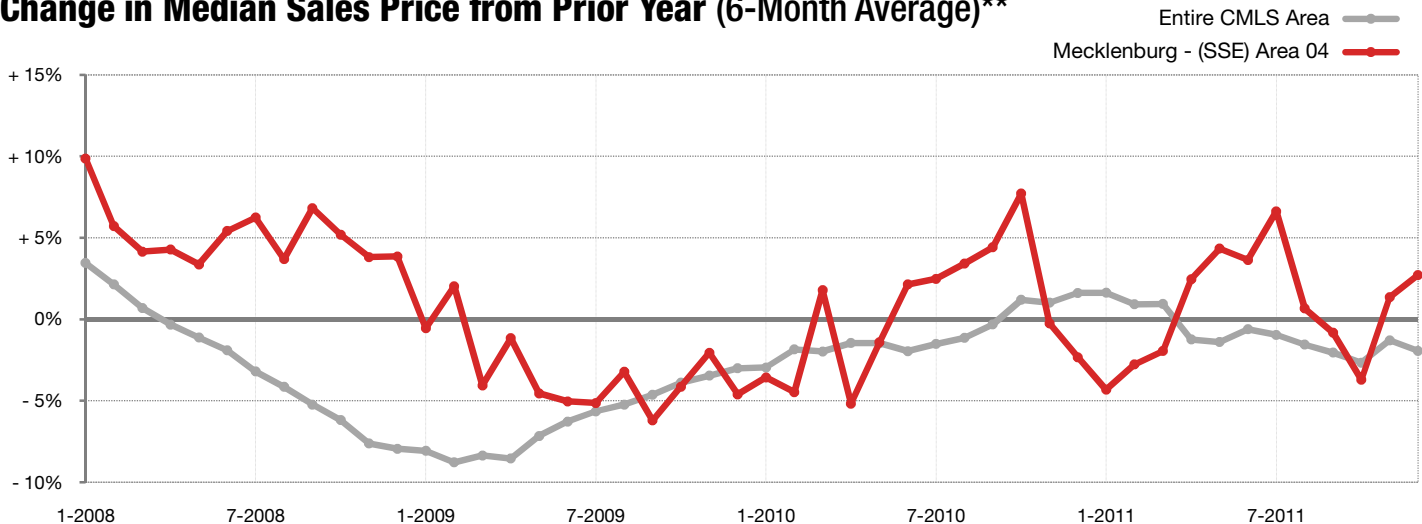


### Year to Date

2010 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



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# Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Mecklenburg - (S) Area 05

**- 17.7%**

Change in  
New Listings

**+ 4.1%**

Change in  
Closed Sales

**- 2.7%**

Change in  
Median Sales Price

### December

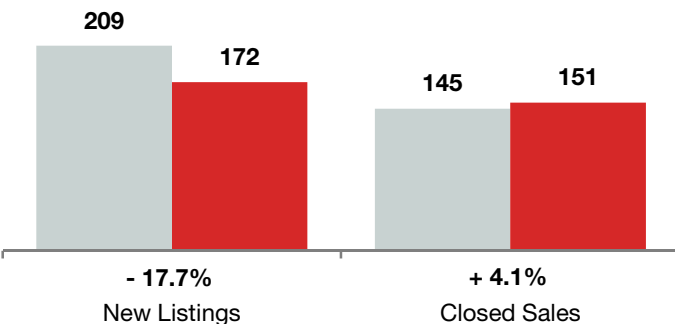
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	209	172	- 17.7%	4,744	3,905	- 17.7%
Closed Sales	145	151	+ 4.1%	1,920	1,990	+ 3.6%
Median Sales Price*	\$263,000	<b>\$256,000</b>	- 2.7%	\$275,866	<b>\$270,000</b>	- 2.1%
Average Sales Price*	\$336,187	<b>\$283,812</b>	- 15.6%	\$377,985	<b>\$352,692</b>	- 6.7%
Percent of Original List Price Received*	88.9%	<b>91.3%</b>	+ 2.6%	89.9%	<b>90.7%</b>	+ 0.9%
List to Close	158	151	- 4.5%	150	143	- 4.6%
Inventory of Homes for Sale	1,733	<b>1,281</b>	- 26.1%	--	--	--
Months Supply of Inventory	10.8	<b>7.8</b>	- 27.8%	--	--	--

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

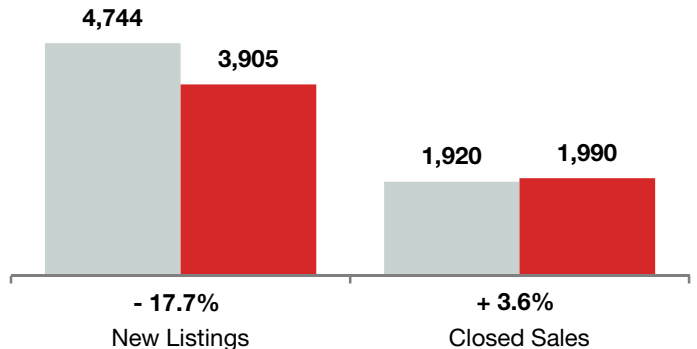
### December

■ 2010 ■ 2011

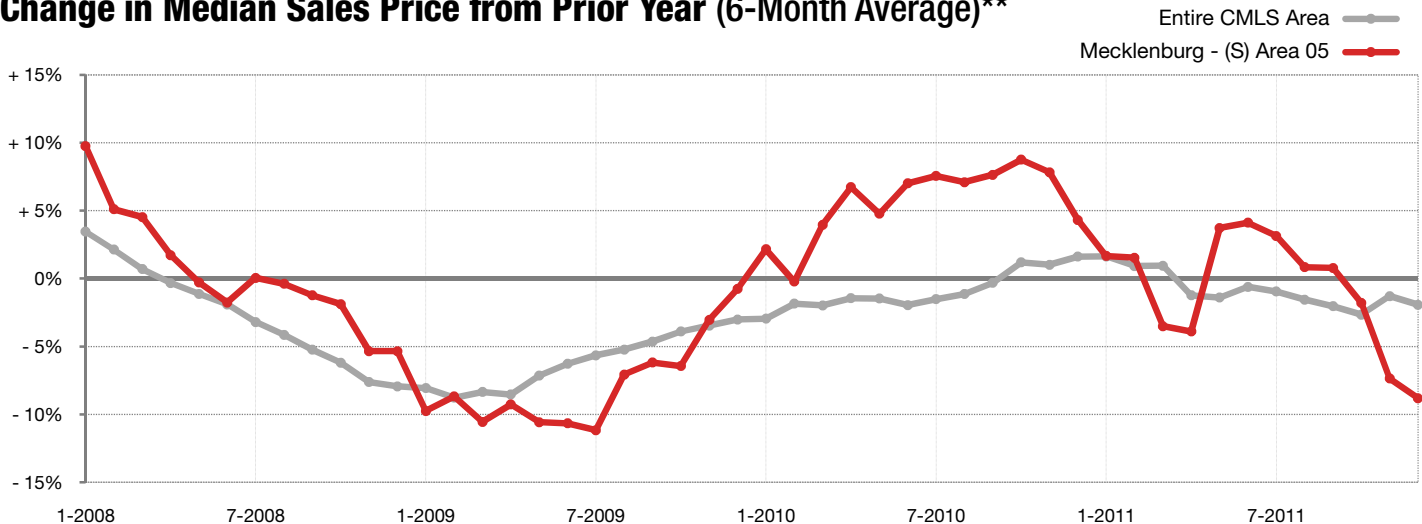


### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



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# Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Mecklenburg - (SSW) Area 06

**- 33.3%**

Change in  
New Listings

**+ 81.8%**

Change in  
Closed Sales

**- 11.1%**

Change in  
Median Sales Price

### December

### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	117	78	- 33.3%	2,018	1,565	- 22.4%
Closed Sales	44	80	+ 81.8%	677	841	+ 24.2%
Median Sales Price*	\$192,500	\$171,100	- 11.1%	\$176,000	\$180,000	+ 2.3%
Average Sales Price*	\$214,970	\$198,903	- 7.5%	\$205,997	\$204,285	- 0.8%
Percent of Original List Price Received*	89.4%	89.0%	- 0.4%	90.1%	91.0%	+ 1.0%
List to Close	157	143	- 8.9%	141	144	+ 2.1%
Inventory of Homes for Sale	718	475	- 33.8%	--	--	--
Months Supply of Inventory	12.1	7.2	- 40.6%	--	--	--

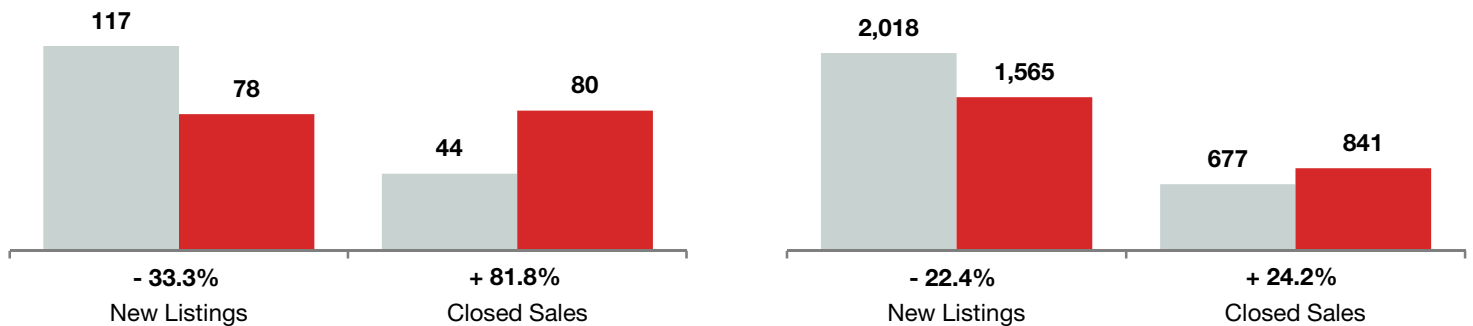
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

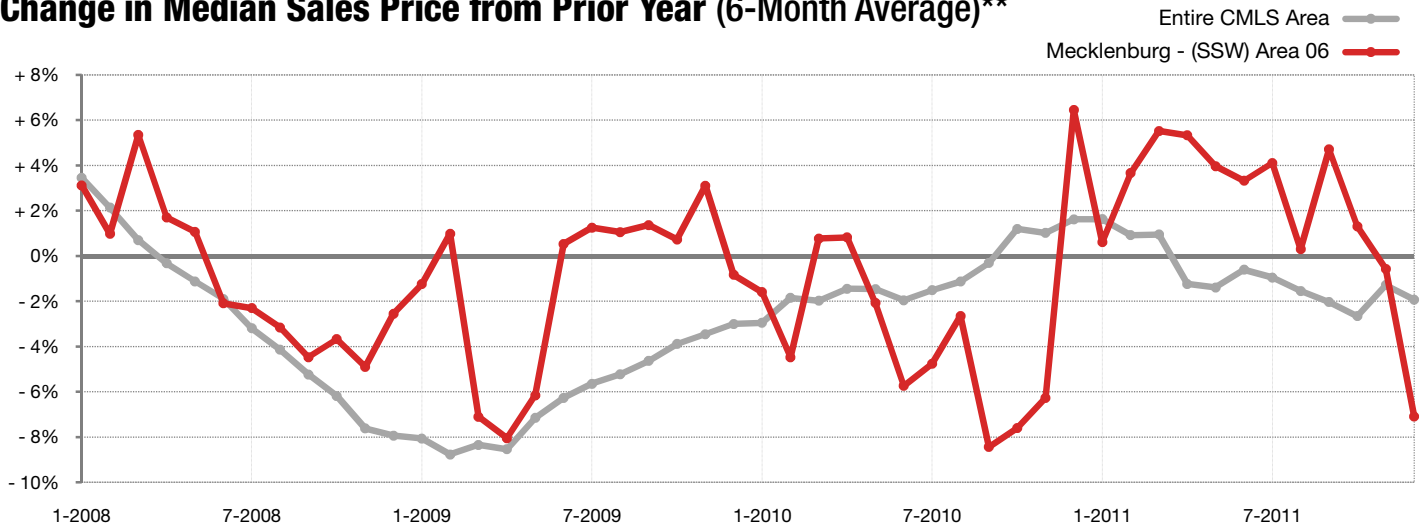
■ 2010 ■ 2011

### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



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# Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Mecklenburg - (SW) Area 07

**- 13.3%**

Change in  
New Listings

**- 13.9%**

Change in  
Closed Sales

**+ 15.5%**

Change in  
Median Sales Price

### December

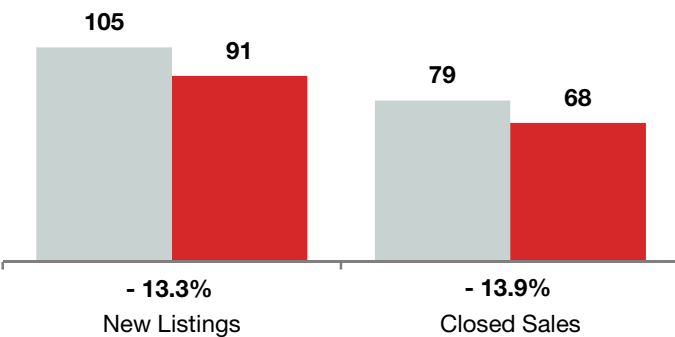
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	105	91	- 13.3%	1,758	1,361	- 22.6%
Closed Sales	79	68	- 13.9%	714	819	+ 14.7%
Median Sales Price*	\$134,210	\$155,000	+ 15.5%	\$140,000	\$130,000	- 7.1%
Average Sales Price*	\$136,219	\$155,789	+ 14.4%	\$140,050	\$135,954	- 2.9%
Percent of Original List Price Received*	90.9%	93.0%	+ 2.3%	91.7%	90.3%	- 1.6%
List to Close	116	120	+ 3.3%	122	140	+ 15.1%
Inventory of Homes for Sale	662	411	- 37.9%	--	--	--
Months Supply of Inventory	11.3	5.7	- 49.5%	--	--	--

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

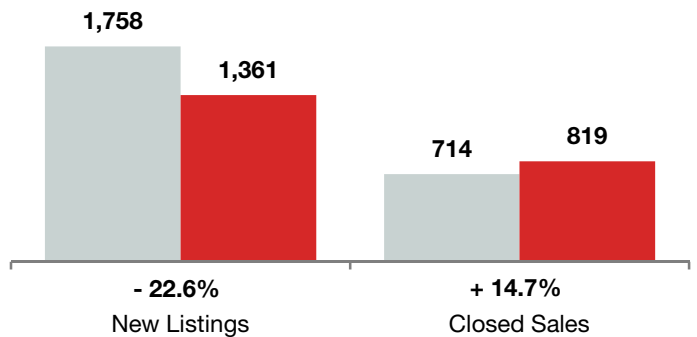
### December

■ 2010 ■ 2011

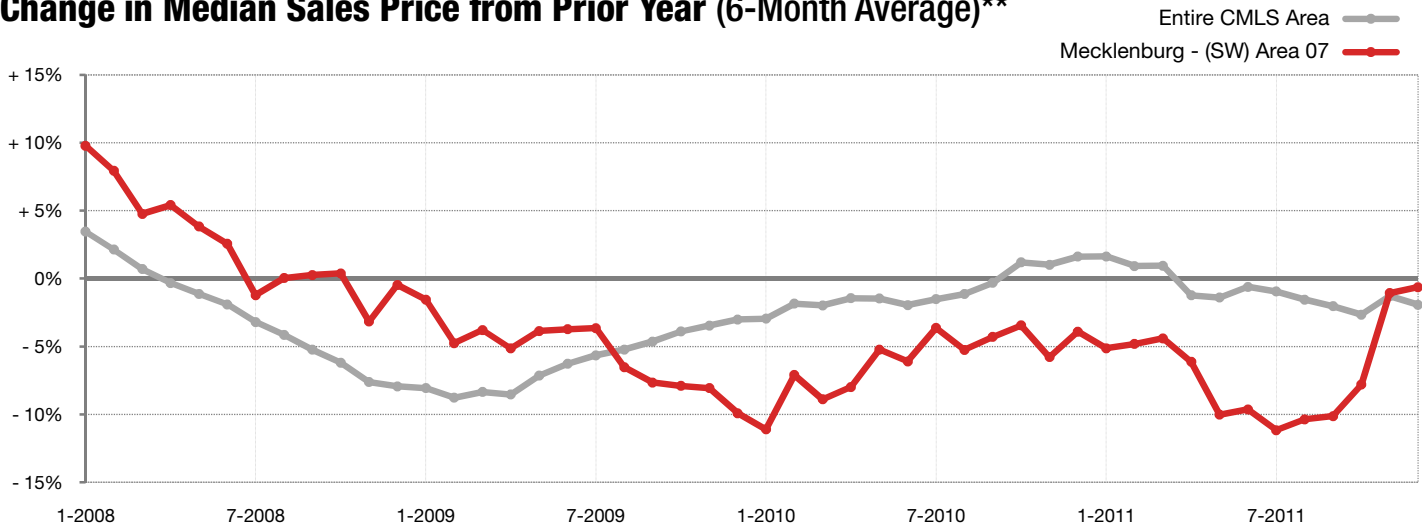


### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



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# Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Mecklenburg - (W) Area 08

**- 33.8%**

Change in  
New Listings

**- 18.0%**

Change in  
Closed Sales

**- 13.8%**

Change in  
Median Sales Price

### December

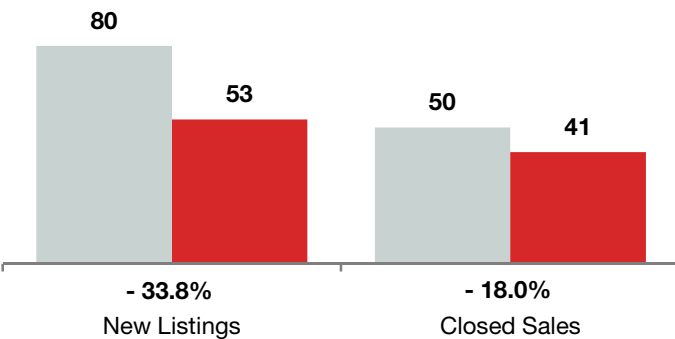
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	80	53	- 33.8%	1,361	981	- 27.9%
Closed Sales	50	41	- 18.0%	620	543	- 12.4%
Median Sales Price*	\$52,800	<b>\$45,500</b>	- 13.8%	\$75,000	<b>\$54,000</b>	- 28.0%
Average Sales Price*	\$68,776	<b>\$63,752</b>	- 7.3%	\$80,625	<b>\$69,110</b>	- 14.3%
Percent of Original List Price Received*	85.8%	<b>86.9%</b>	+ 1.4%	87.9%	<b>86.1%</b>	- 2.1%
List to Close	143	119	- 16.7%	118	134	+ 14.2%
Inventory of Homes for Sale	503	358	- 28.8%	--	--	--
Months Supply of Inventory	9.9	7.8	- 21.5%	--	--	--

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

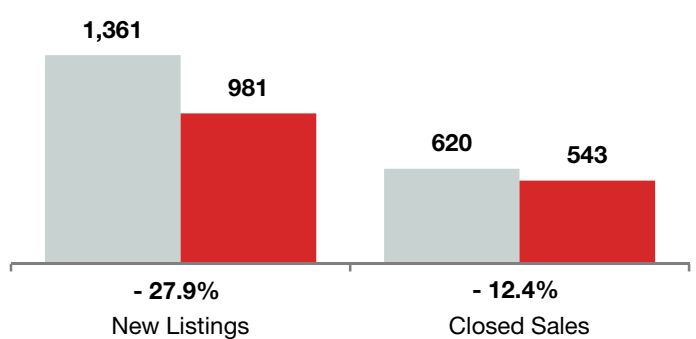
### December

■ 2010 ■ 2011

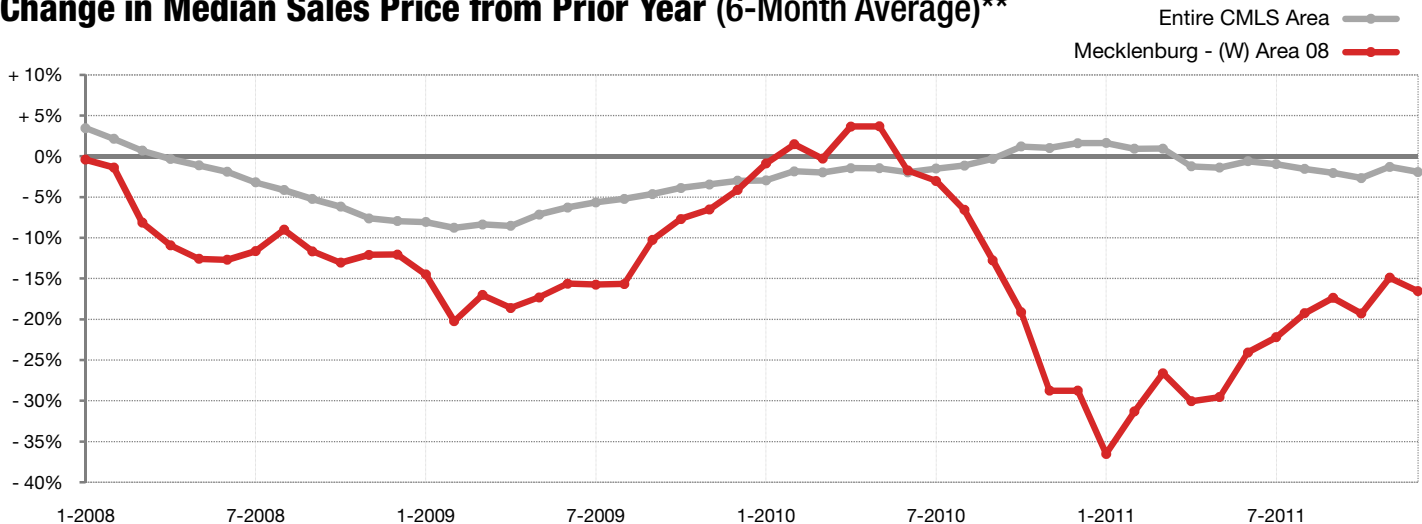


### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



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# Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Mecklenburg - (NW) Area 09

**- 21.8%**

Change in  
New Listings

**- 2.9%**

Change in  
Closed Sales

**+ 24.1%**

Change in  
Median Sales Price

### December

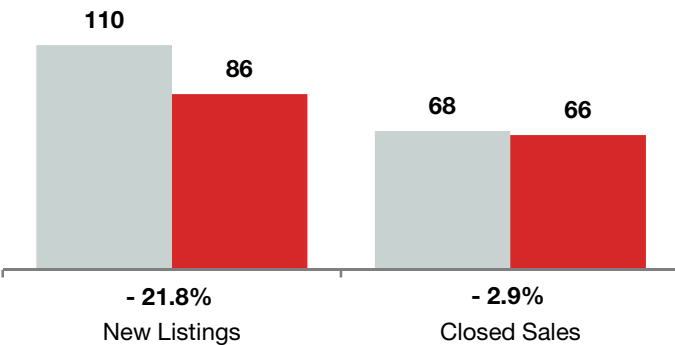
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	110	86	- 21.8%	2,067	1,509	- 27.0%
Closed Sales	68	66	- 2.9%	907	844	- 6.9%
Median Sales Price*	\$115,875	\$143,750	+ 24.1%	\$129,900	\$128,000	- 1.5%
Average Sales Price*	\$137,007	\$162,080	+ 18.3%	\$154,652	\$150,122	- 2.9%
Percent of Original List Price Received*	88.3%	90.0%	+ 1.9%	91.7%	89.3%	- 2.6%
List to Close	131	129	- 1.3%	129	141	+ 9.1%
Inventory of Homes for Sale	752	474	- 37.0%	--	--	--
Months Supply of Inventory	10.0	6.6	- 34.3%	--	--	--

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

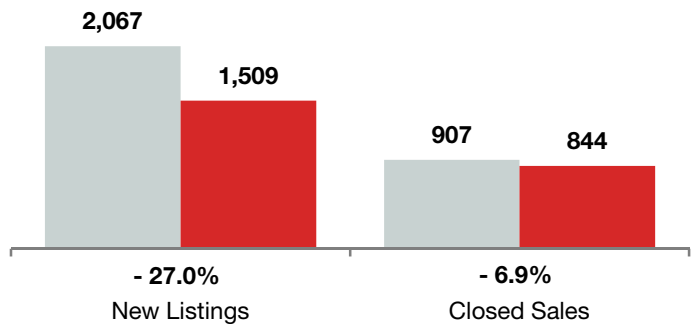
### December

■ 2010 ■ 2011

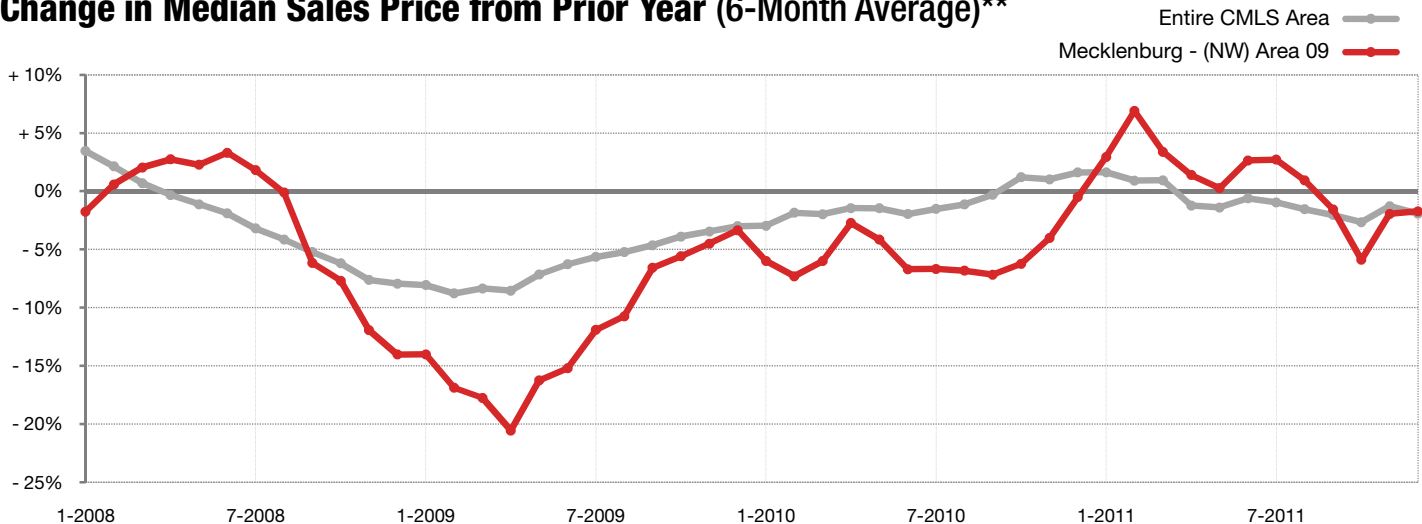


### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



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# Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Lake Norman / Area 13

**- 19.9%**

Change in  
New Listings

**- 18.3%**

Change in  
Closed Sales

**- 20.4%**

Change in  
Median Sales Price

### December

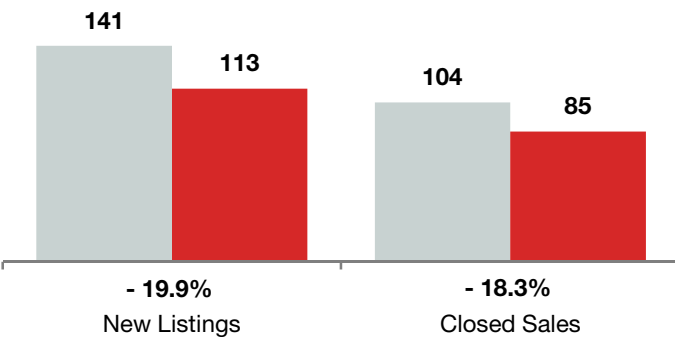
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	141	113	- 19.9%	3,140	2,569	- 18.2%
Closed Sales	104	85	- 18.3%	1,077	1,097	+ 1.9%
Median Sales Price*	\$342,500	<b>\$272,500</b>	- 20.4%	\$325,000	<b>\$320,000</b>	- 1.5%
Average Sales Price*	\$416,162	<b>\$381,075</b>	- 8.4%	\$437,903	<b>\$419,125</b>	- 4.3%
Percent of Original List Price Received*	88.0%	<b>88.5%</b>	+ 0.5%	88.9%	<b>88.7%</b>	- 0.2%
List to Close	172	190	+ 10.6%	166	175	+ 5.2%
Inventory of Homes for Sale	1,405	1,062	- 24.4%	--	--	--
Months Supply of Inventory	15.7	11.5	- 26.7%	--	--	--

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

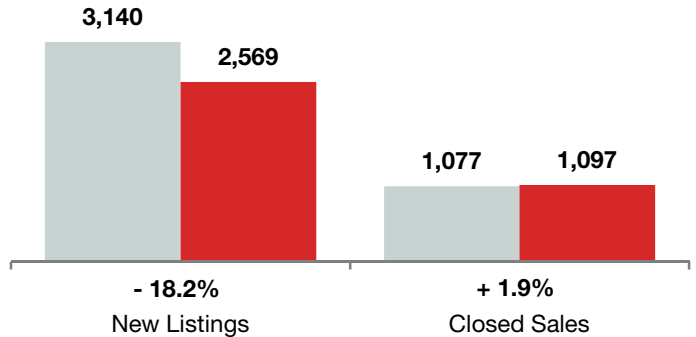
### December

2010 2011

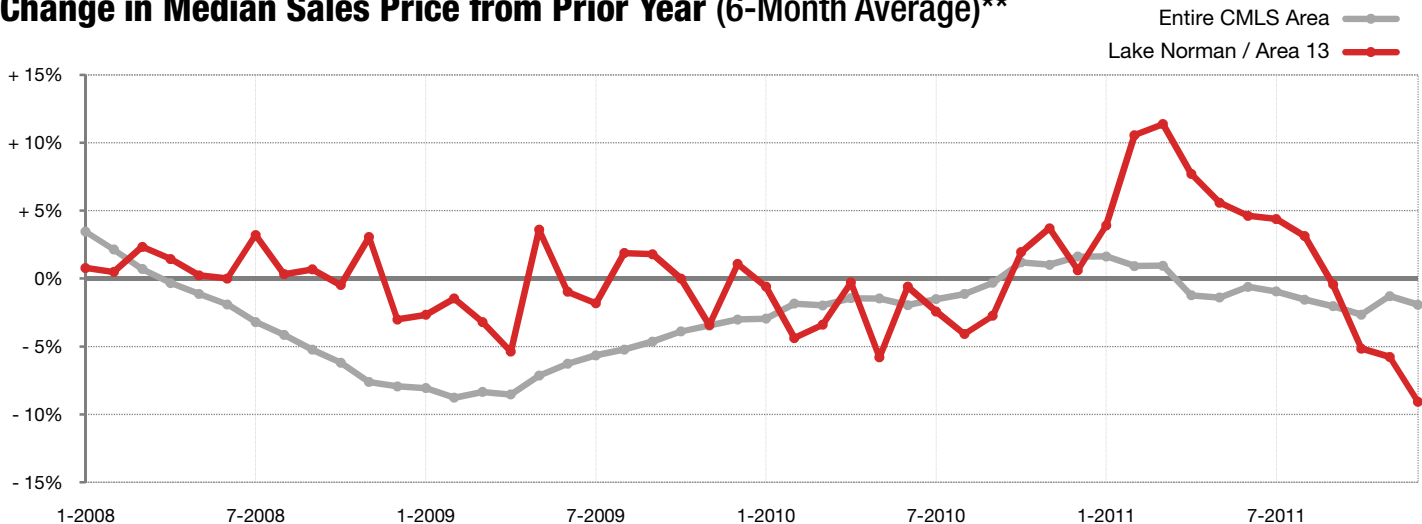


### Year to Date

2010 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



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# Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Lake Wylie / Area 15

**+ 39.4%**

**- 27.3%**

**- 21.4%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### December

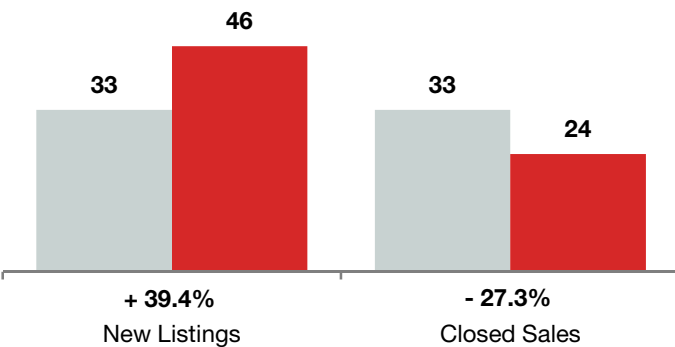
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	33	46	+ 39.4%	1,143	891	- 22.0%
Closed Sales	33	24	- 27.3%	376	360	- 4.3%
Median Sales Price*	\$285,171	\$224,250	- 21.4%	\$308,731	\$273,500	- 11.4%
Average Sales Price*	\$301,612	\$304,769	+ 1.0%	\$358,286	\$314,999	- 12.1%
Percent of Original List Price Received*	86.6%	89.1%	+ 2.9%	87.4%	88.4%	+ 1.0%
List to Close	192	212	+ 10.3%	181	181	- 0.1%
Inventory of Homes for Sale	507	392	- 22.7%	--	--	--
Months Supply of Inventory	16.4	12.6	- 23.3%	--	--	--

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

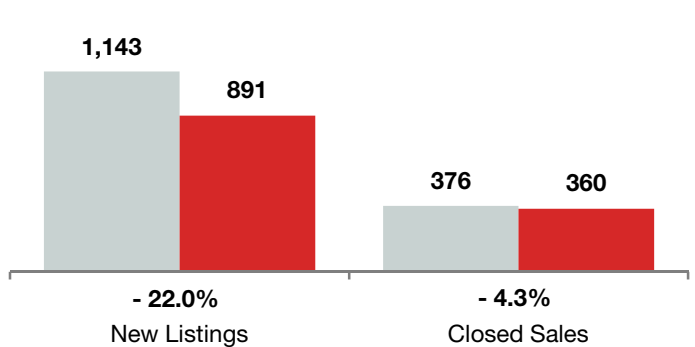
### December

2010 2011

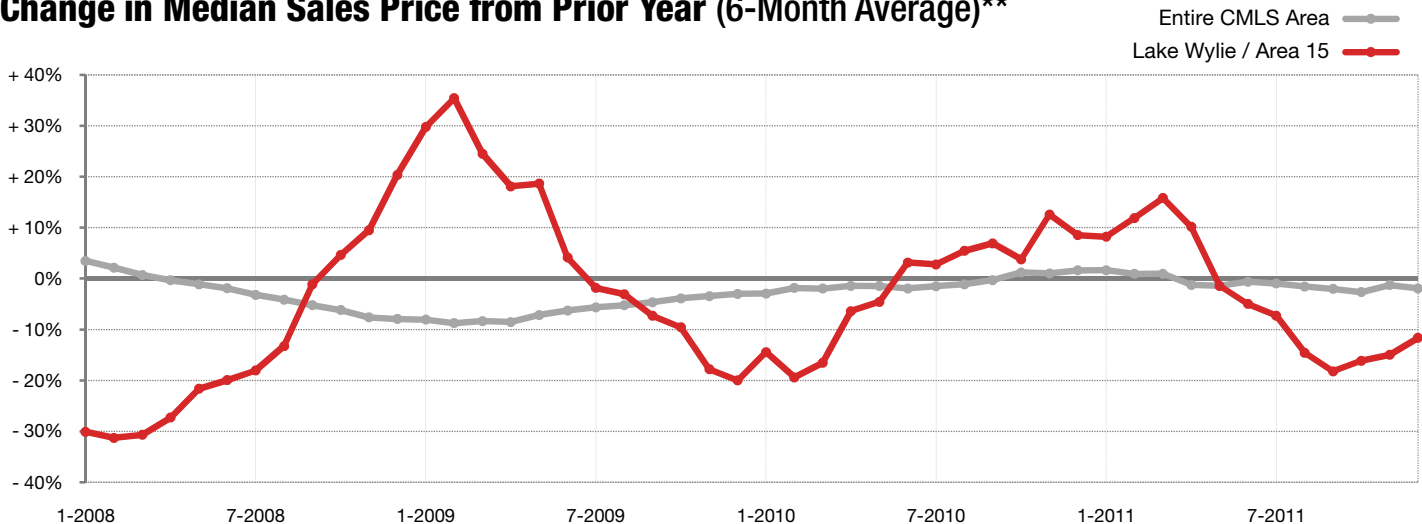


### Year to Date

2010 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



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# Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Uptown / Area 99

**- 26.7%**

Change in  
New Listings

**+ 63.6%**

Change in  
Closed Sales

**- 5.1%**

Change in  
Median Sales Price

### December

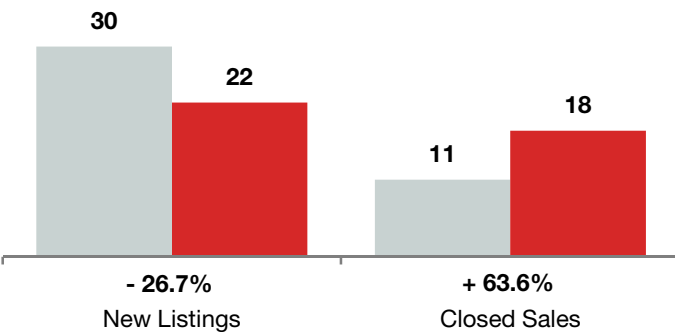
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	30	22	- 26.7%	543	373	- 31.3%
Closed Sales	11	18	+ 63.6%	145	183	+ 26.2%
Median Sales Price*	\$220,000	\$208,750	- 5.1%	\$219,000	\$200,000	- 8.7%
Average Sales Price*	\$513,492	\$220,494	- 57.1%	\$274,100	\$255,623	- 6.7%
Percent of Original List Price Received*	88.0%	89.3%	+ 1.5%	89.1%	89.7%	+ 0.7%
List to Close	183	181	- 1.2%	152	155	+ 2.0%
Inventory of Homes for Sale	233	155	- 33.5%	--	--	--
Months Supply of Inventory	19.7	9.9	- 49.5%	--	--	--

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

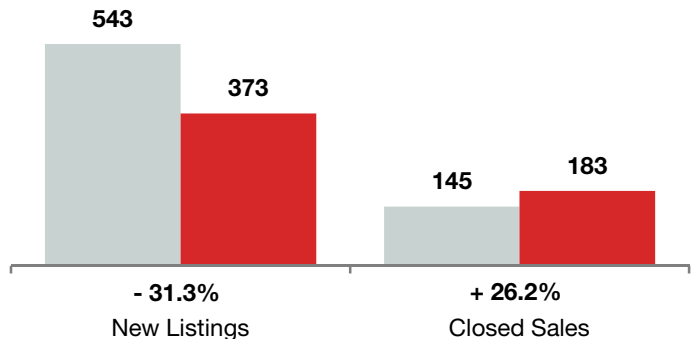
### December

2010 2011

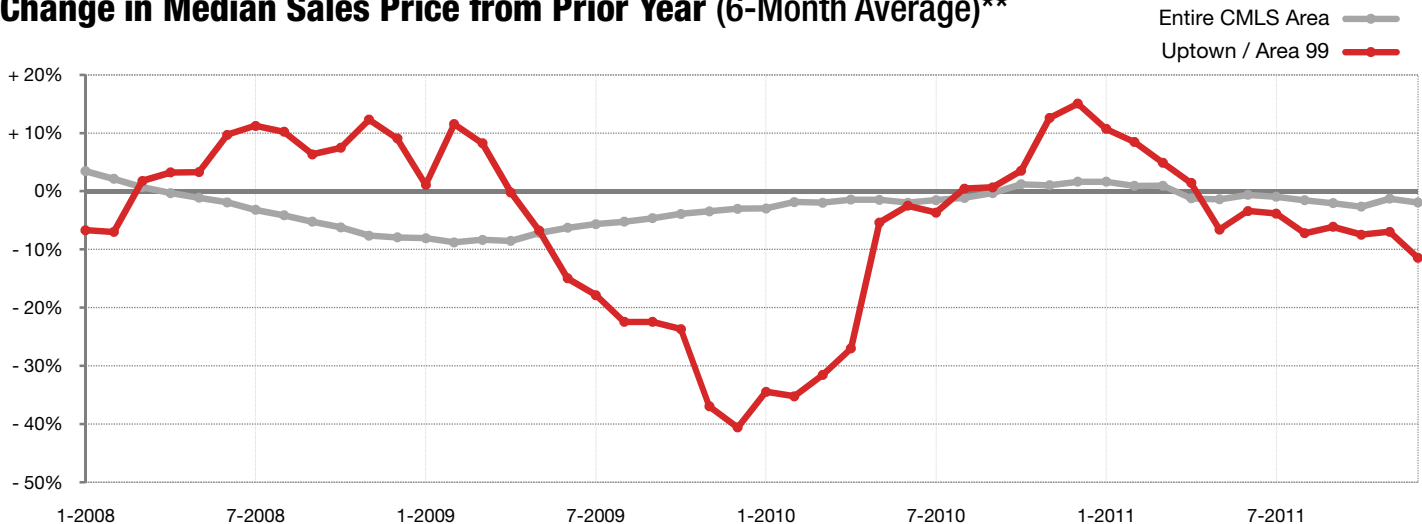


### Year to Date

2010 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



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# Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Charlotte-Gastonia-Rock Hill MSA

**- 20.7%**

Change in  
New Listings

**+ 2.4%**

Change in  
Closed Sales

**+ 5.6%**

Change in  
Median Sales Price

### December

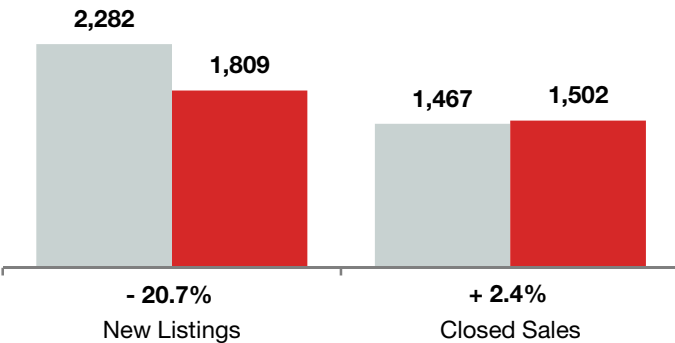
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	2,282	1,809	- 20.7%	44,156	35,093	- 20.5%
Closed Sales	1,467	1,502	+ 2.4%	17,599	18,062	+ 2.6%
Median Sales Price*	\$149,999	\$158,428	+ 5.6%	\$158,919	\$155,000	- 2.5%
Average Sales Price*	\$197,009	\$195,100	- 1.0%	\$212,098	\$204,590	- 3.5%
Percent of Original List Price Received*	89.0%	90.4%	+ 1.6%	90.4%	89.9%	- 0.6%
List to Close	145	148	+ 2.0%	142	149	+ 5.4%
Inventory of Homes for Sale	17,254	12,706	- 26.4%	--	--	--
Months Supply of Inventory	11.7	8.4	- 28.6%	--	--	--

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

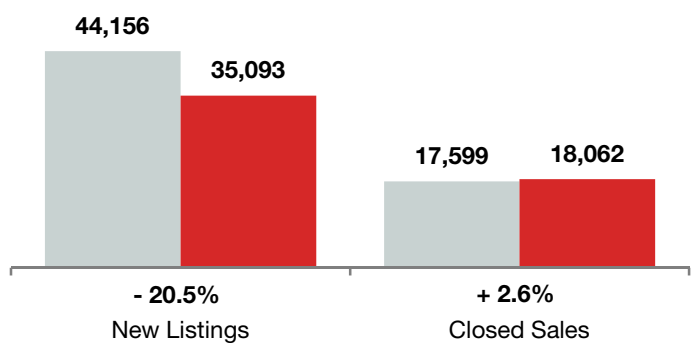
### December

■ 2010 ■ 2011

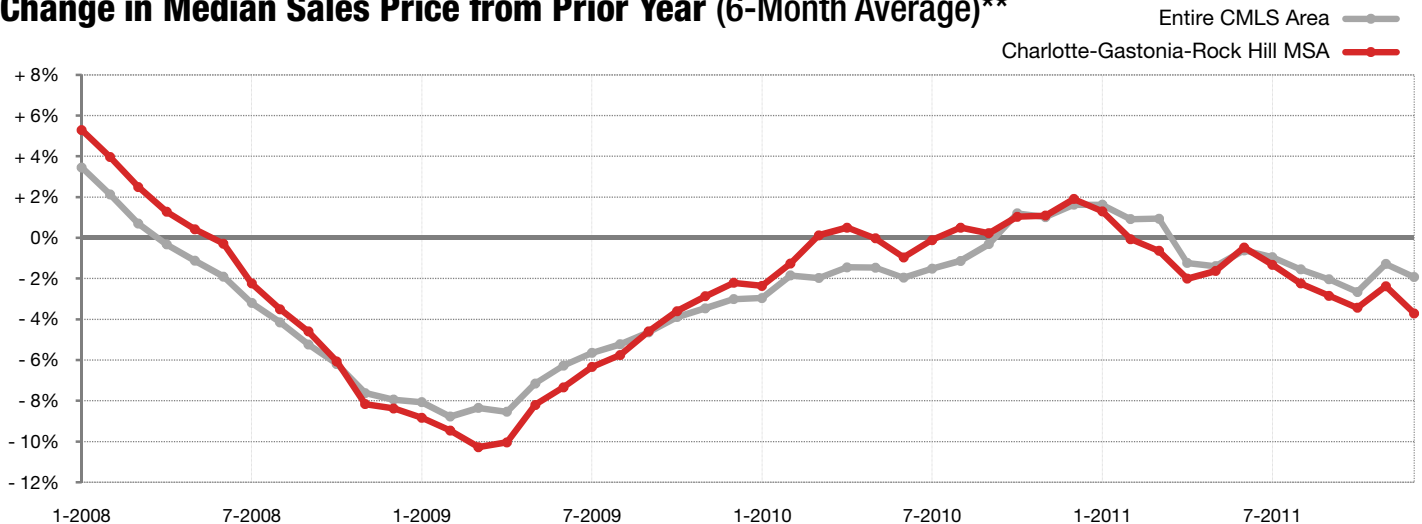


### Year to Date

■ 2010 ■ 2011



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



\*\* Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from Carolina Multiple Listing Services, Inc. Current as of September 6, 2011. | Powered by 10K Research and Marketing.