

# Local Market Update – July 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Entire CMLS Area

**- 27.1%**

Change in  
New Listings

**+ 9.7%**

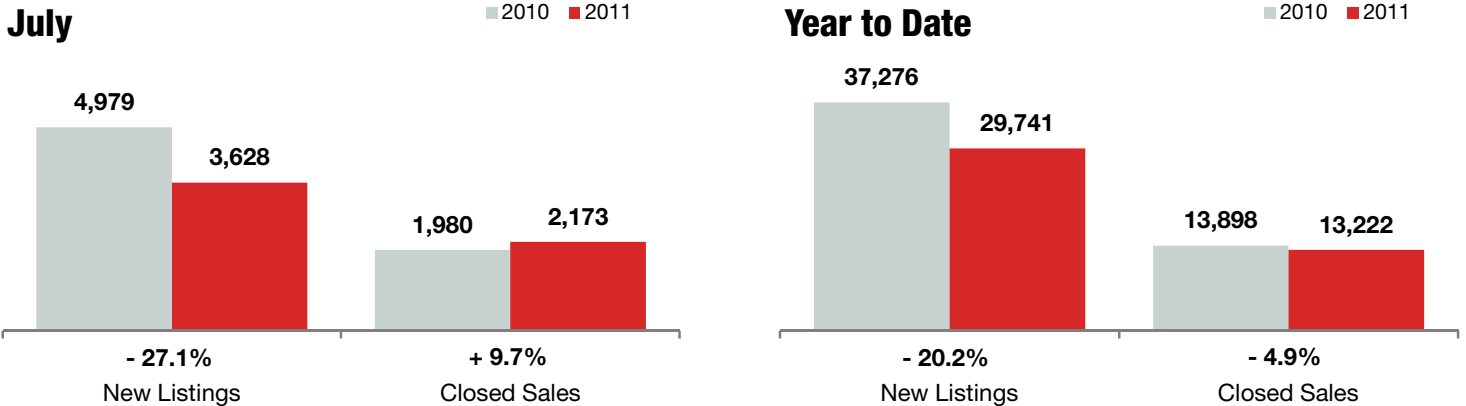
Change in  
Closed Sales

**+ 2.8%**

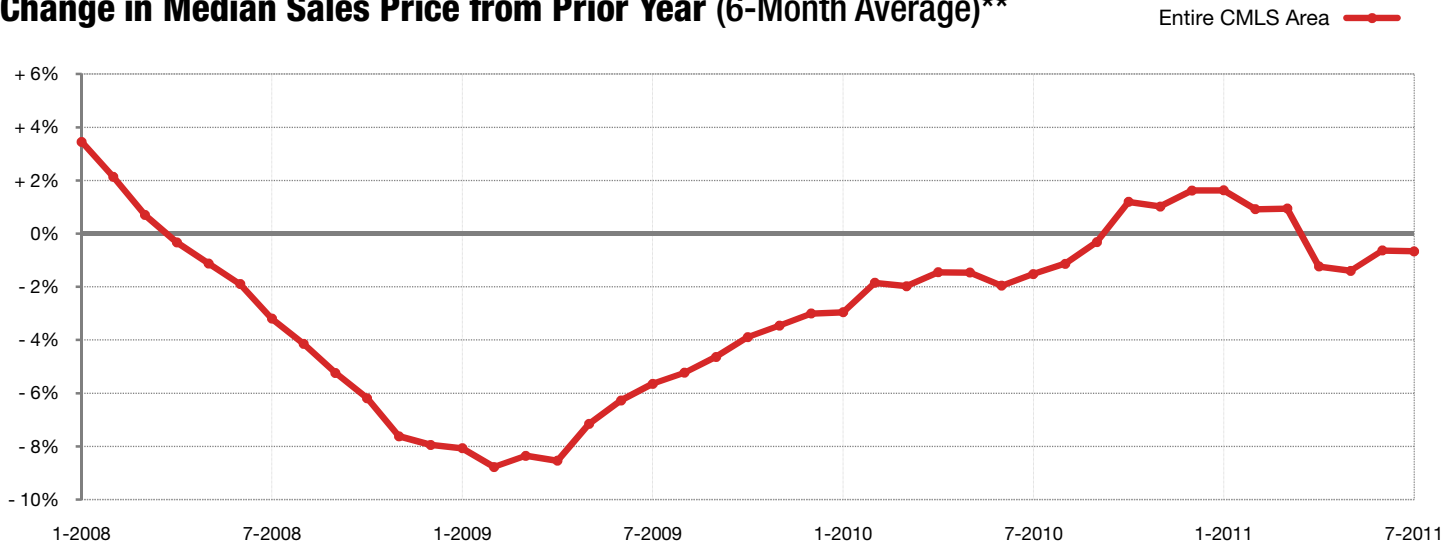
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	4,979	<b>3,628</b>	- 27.1%	37,276	<b>29,741</b>	- 20.2%
Closed Sales	1,980	<b>2,173</b>	+ 9.7%	13,898	<b>13,222</b>	- 4.9%
Median Sales Price*	\$159,000	<b>\$163,500</b>	+ 2.8%	\$153,000	<b>\$152,000</b>	- 0.7%
Average Sales Price*	\$216,528	<b>\$213,354</b>	- 1.5%	\$206,701	<b>\$203,153</b>	- 1.7%
Percent of Original List Price Received*	90.3%	<b>89.7%</b>	- 0.7%	90.6%	<b>89.0%</b>	- 1.8%
List to Close	144	<b>150</b>	+ 4.5%	143	<b>153</b>	+ 6.7%
Inventory of Homes for Sale	27,528	<b>21,730</b>	- 21.1%	--	--	--
Months Supply of Inventory	13.5	<b>12.0</b>	- 11.5%	--	--	--

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



## 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 August 5, 2011. | Powered by 10K Research and Marketing.

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## Cabarrus County

**- 30.6%**

Change in  
New Listings

**+ 19.4%**

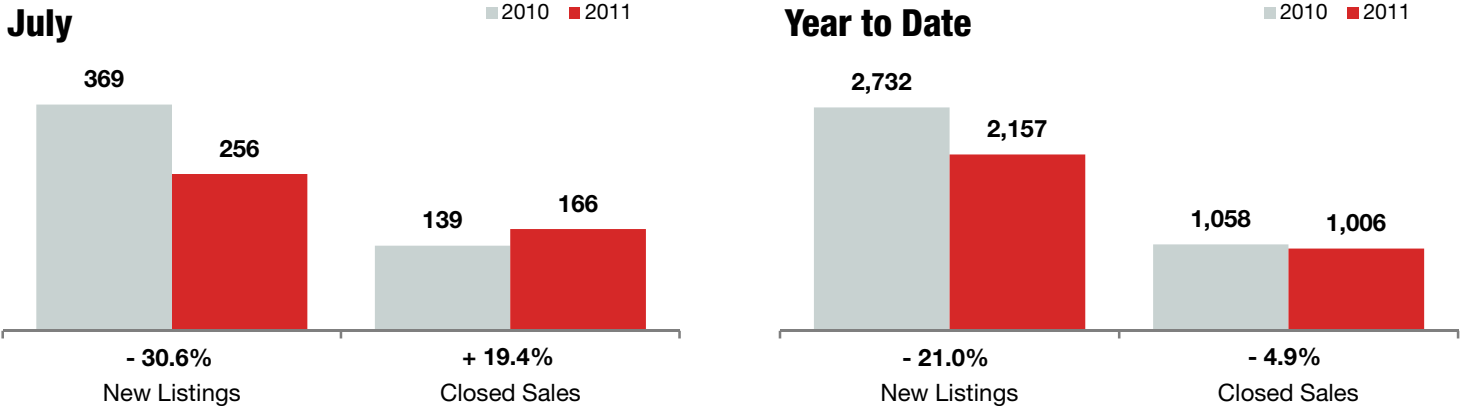
Change in  
Closed Sales

**+ 17.1%**

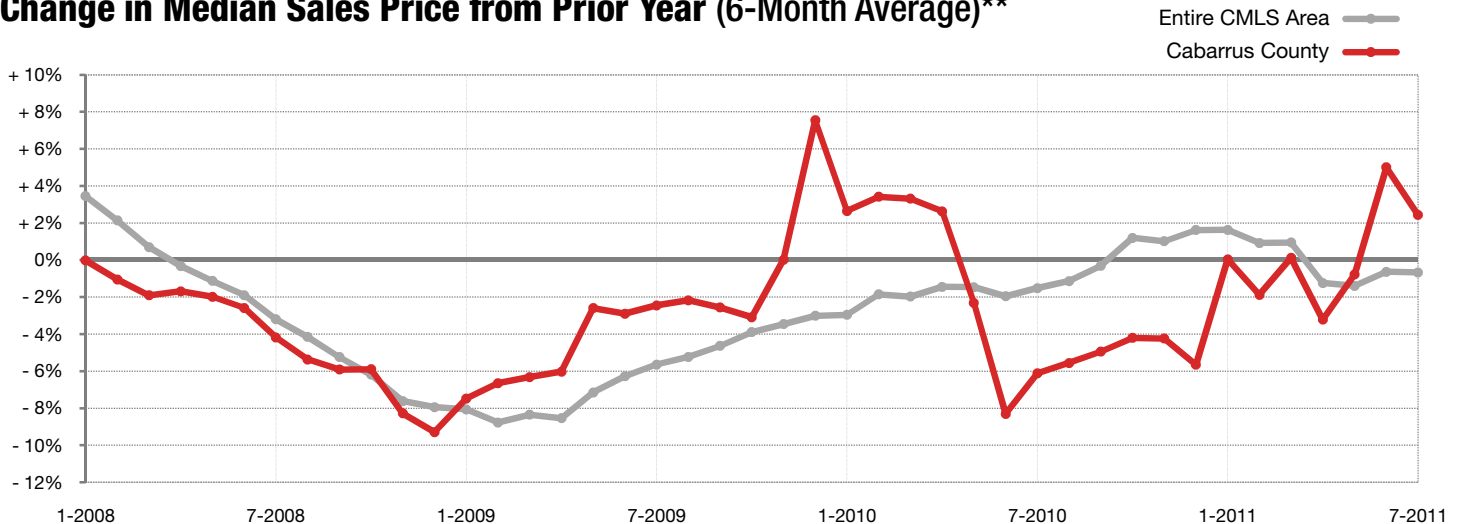
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	369	256	- 30.6%	2,732	2,157	- 21.0%
Closed Sales	139	166	+ 19.4%	1,058	1,006	- 4.9%
Median Sales Price*	\$137,500	\$161,000	+ 17.1%	\$149,000	\$150,064	+ 0.7%
Average Sales Price*	\$162,172	\$182,870	+ 12.8%	\$176,155	\$174,305	- 1.1%
Percent of Original List Price Received*	91.4%	90.8%	- 0.6%	90.7%	89.8%	- 1.0%
List to Close	150	141	- 6.1%	144	154	+ 7.4%
Inventory of Homes for Sale	2,023	1,562	- 22.8%	--	--	--
Months Supply of Inventory	13.5	11.3	- 16.3%	--	--	--

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## Gaston County

**- 28.5%**

Change in  
New Listings

**+ 3.5%**

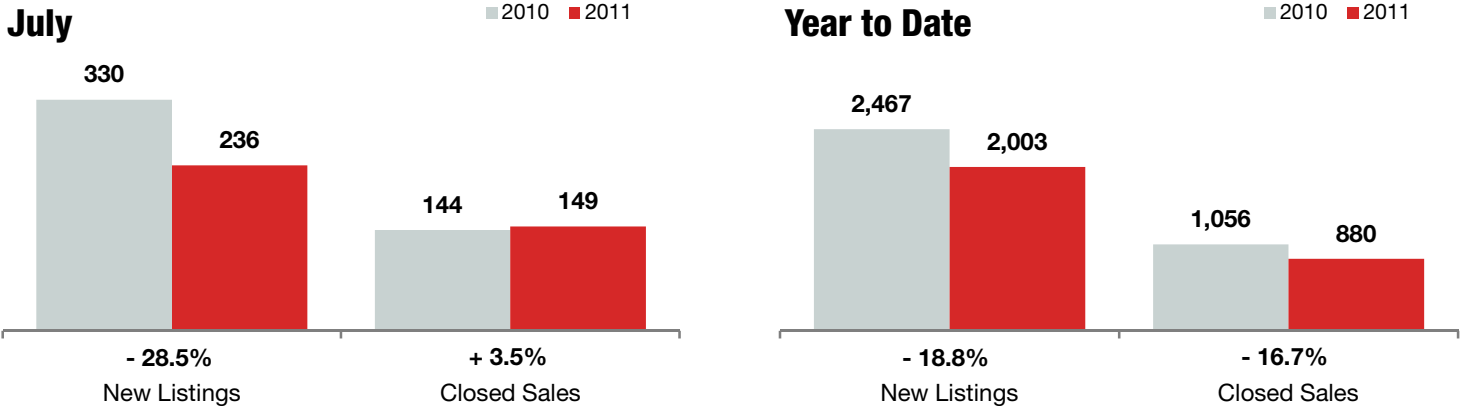
Change in  
Closed Sales

**+ 1.0%**

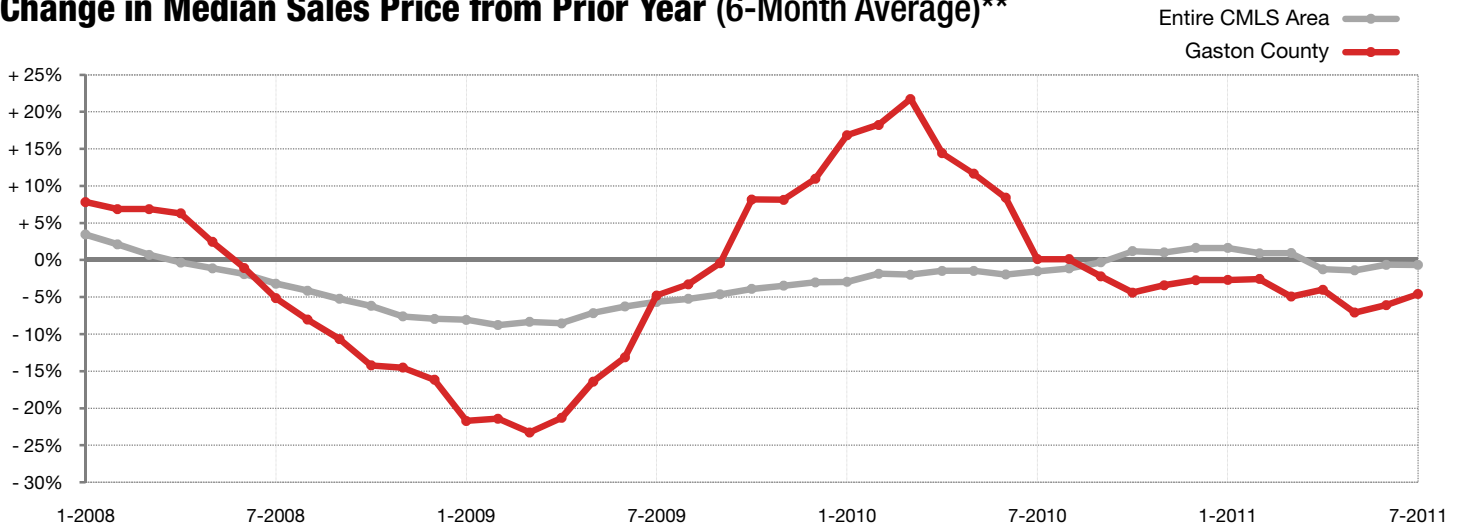
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	330	236	- 28.5%	2,467	2,003	- 18.8%
Closed Sales	144	149	+ 3.5%	1,056	880	- 16.7%
Median Sales Price*	\$109,450	\$110,500	+ 1.0%	\$111,000	\$105,000	- 5.4%
Average Sales Price*	\$156,058	\$127,225	- 18.5%	\$128,636	\$125,334	- 2.6%
Percent of Original List Price Received*	88.6%	88.2%	- 0.5%	90.1%	88.0%	- 2.4%
List to Close	145	158	+ 8.6%	140	154	+ 9.8%
Inventory of Homes for Sale	1,870	1,566	- 16.3%	--	--	--
Months Supply of Inventory	12.3	12.5	+ 1.3%	--	--	--

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



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## Iredell County

**- 39.9%**

Change in  
New Listings

**+ 2.2%**

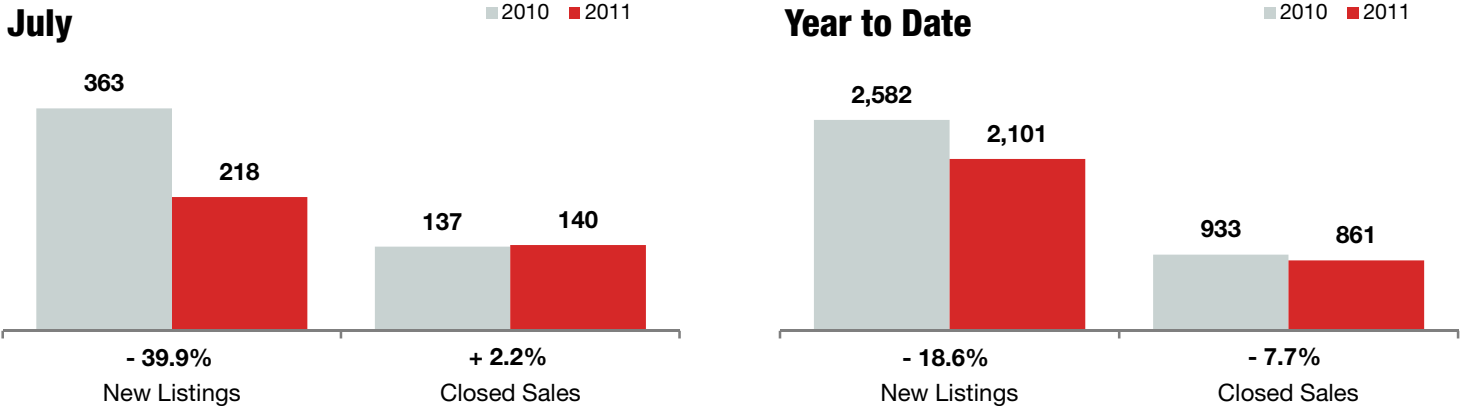
Change in  
Closed Sales

**+ 2.9%**

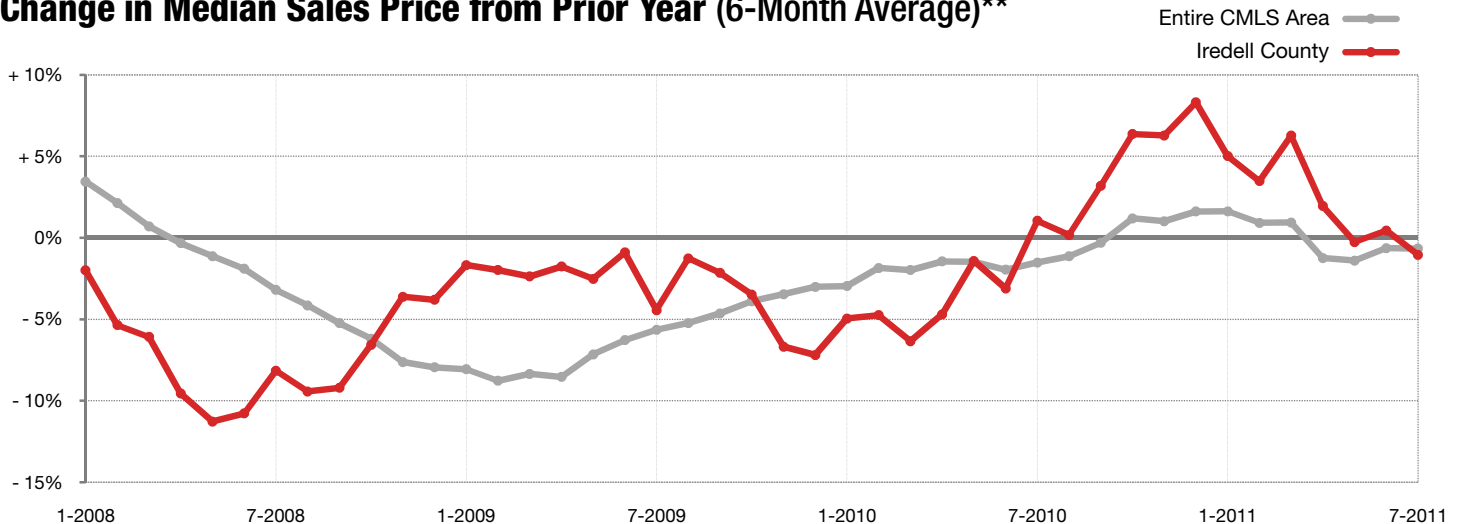
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	363	218	- 39.9%	2,582	2,101	- 18.6%
Closed Sales	137	140	+ 2.2%	933	861	- 7.7%
Median Sales Price*	\$175,000	\$180,000	+ 2.9%	\$157,950	\$158,475	+ 0.3%
Average Sales Price*	\$253,826	\$249,909	- 1.5%	\$248,340	\$230,623	- 7.1%
Percent of Original List Price Received*	91.2%	89.8%	- 1.6%	89.7%	87.9%	- 2.0%
List to Close	155	149	- 3.5%	156	162	+ 3.5%
Inventory of Homes for Sale	2,135	1,721	- 19.4%	--	--	--
Months Supply of Inventory	16.0	13.9	- 12.6%	--	--	--

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## Lincoln County

**- 27.1%**

Change in  
New Listings

**+ 28.6%**

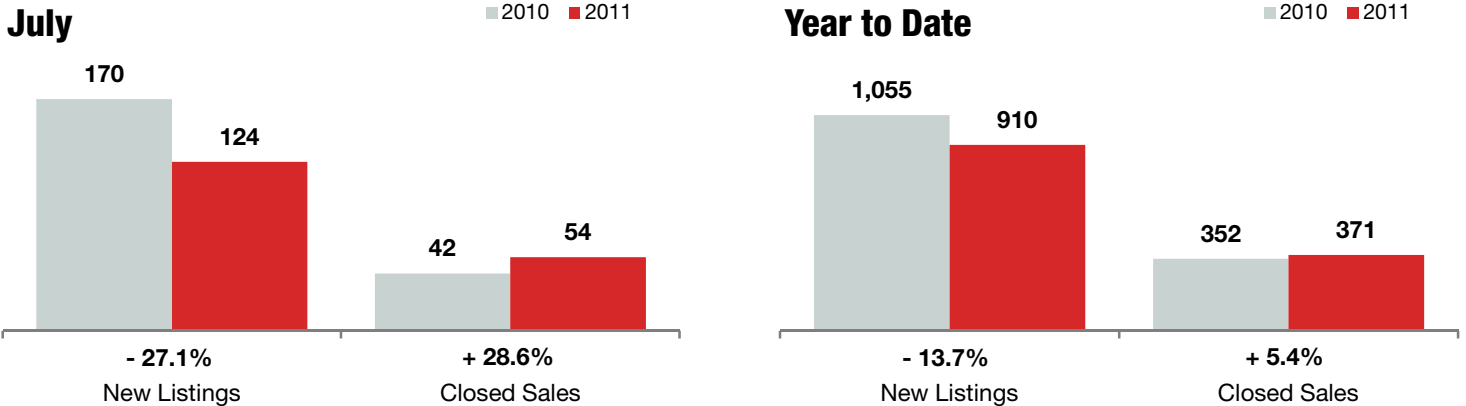
Change in  
Closed Sales

**- 9.2%**

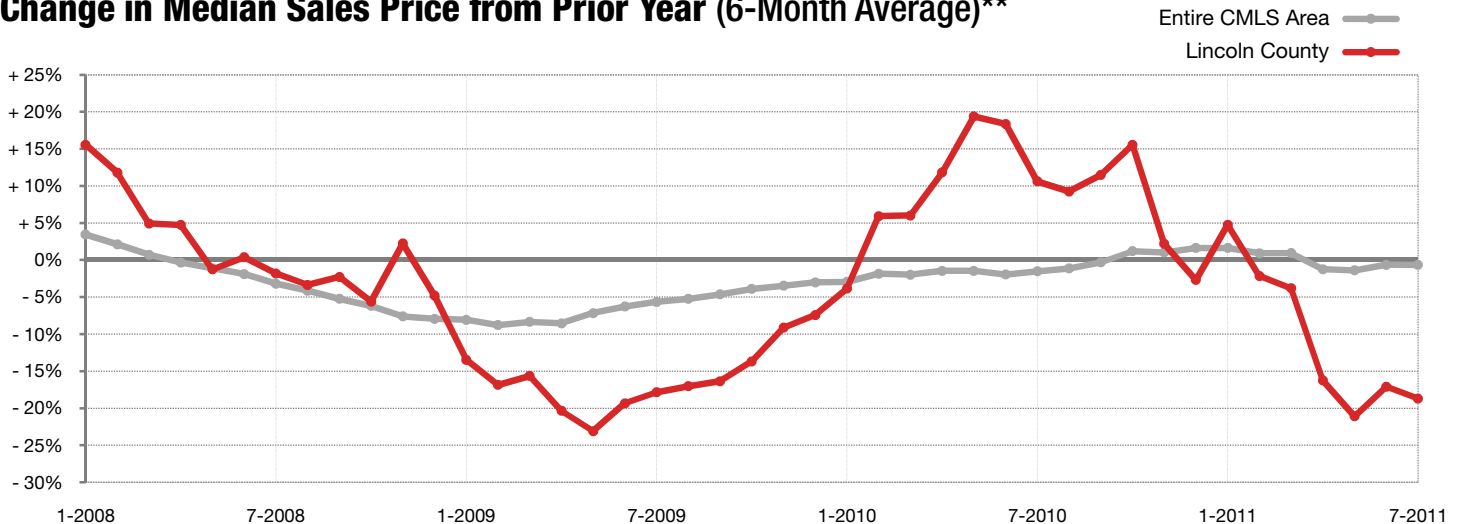
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	170	124	- 27.1%	1,055	910	- 13.7%
Closed Sales	42	54	+ 28.6%	352	371	+ 5.4%
Median Sales Price*	\$173,950	<b>\$158,000</b>	- 9.2%	\$152,000	<b>\$125,500</b>	- 17.4%
Average Sales Price*	\$210,917	<b>\$214,613</b>	+ 1.8%	\$212,013	<b>\$172,956</b>	- 18.4%
Percent of Original List Price Received*	88.5%	<b>89.8%</b>	+ 1.5%	88.8%	<b>88.5%</b>	- 0.3%
List to Close	176	146	- 17.2%	152	157	+ 3.1%
Inventory of Homes for Sale	825	725	- 12.1%	--	--	--
Months Supply of Inventory	15.3	14.1	- 7.9%	--	--	--

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## Union County

**- 28.6%**

Change in  
New Listings

**+ 7.9%**

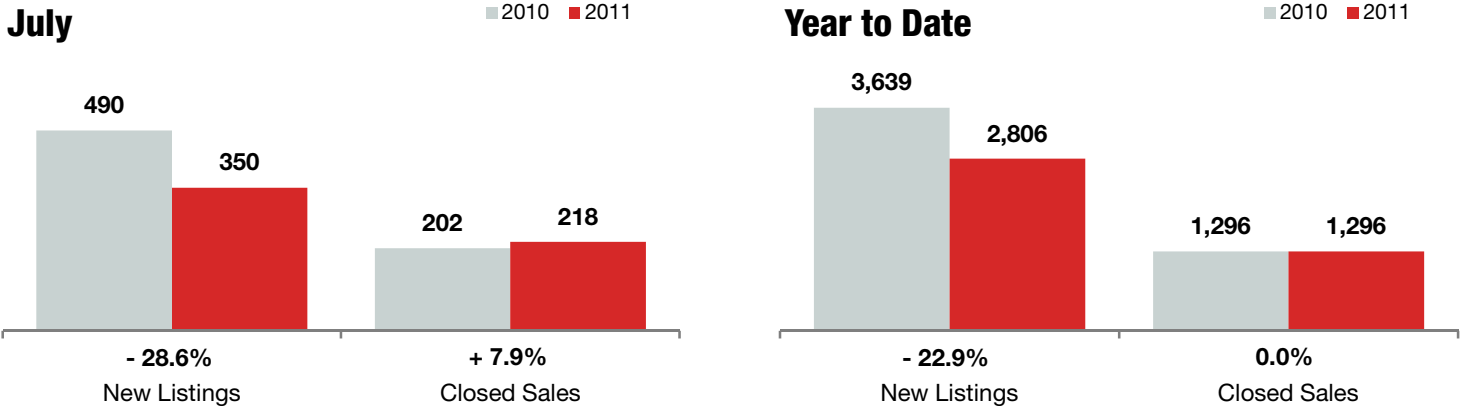
Change in  
Closed Sales

**- 5.8%**

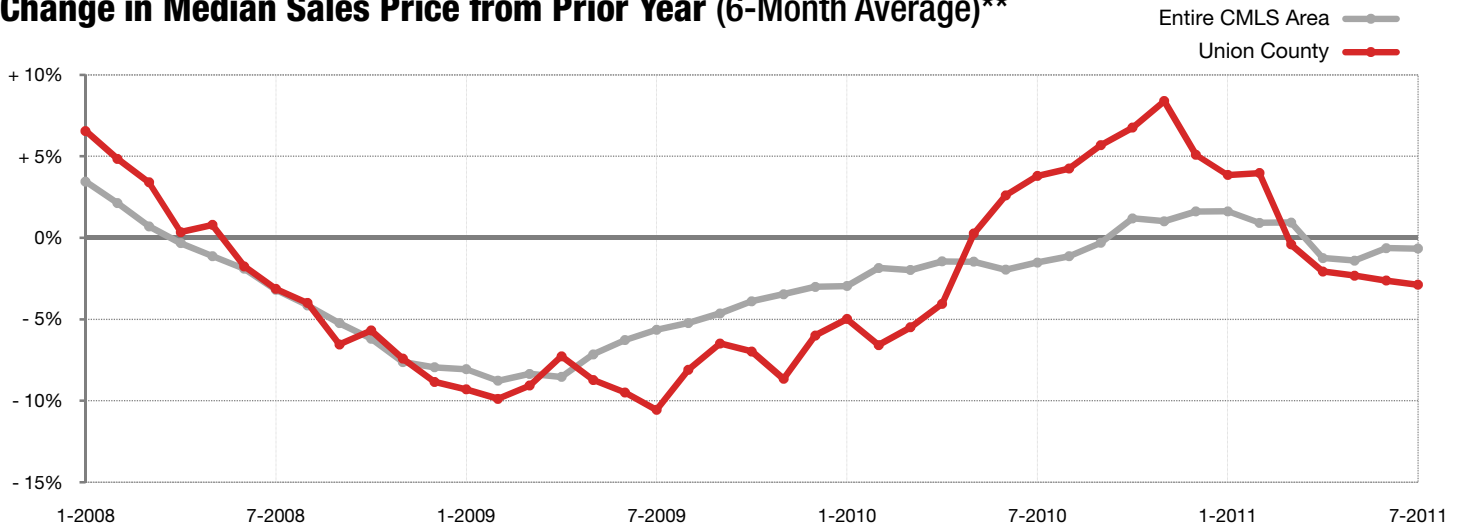
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	490	350	- 28.6%	3,639	2,806	- 22.9%
Closed Sales	202	218	+ 7.9%	1,296	1,296	0.0%
Median Sales Price*	\$223,000	\$209,990	- 5.8%	\$194,945	\$186,500	- 4.3%
Average Sales Price*	\$293,207	\$272,367	- 7.1%	\$262,593	\$250,970	- 4.4%
Percent of Original List Price Received*	90.6%	91.2%	+ 0.7%	91.1%	90.2%	- 1.0%
List to Close	150	151	+ 0.6%	148	158	+ 6.6%
Inventory of Homes for Sale	2,622	1,972	- 24.8%	--	--	--
Months Supply of Inventory	13.7	11.4	- 16.6%	--	--	--

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## York County, SC

**- 18.0%**

Change in  
New Listings

**+ 8.5%**

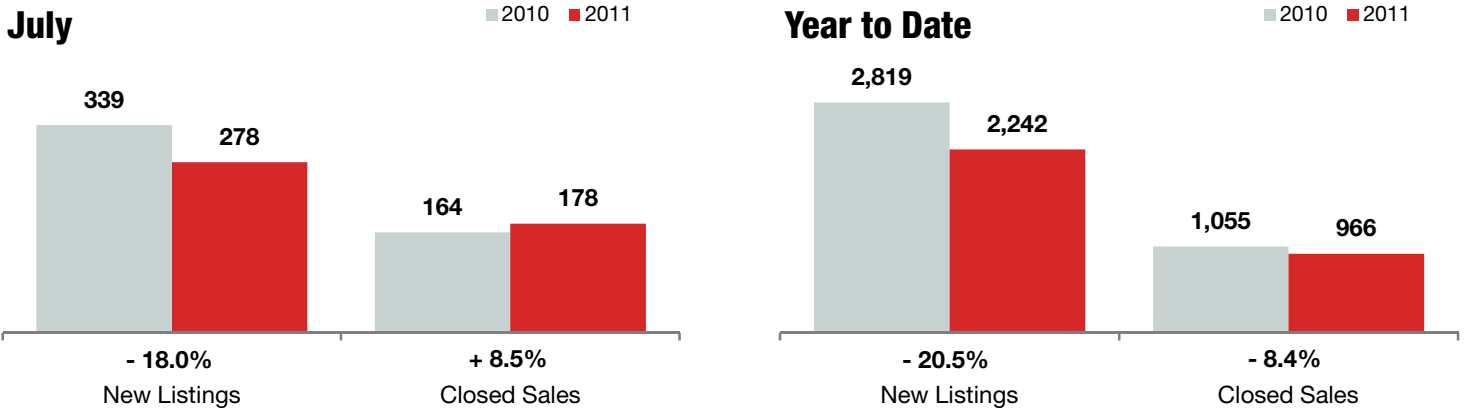
Change in  
Closed Sales

**+ 16.0%**

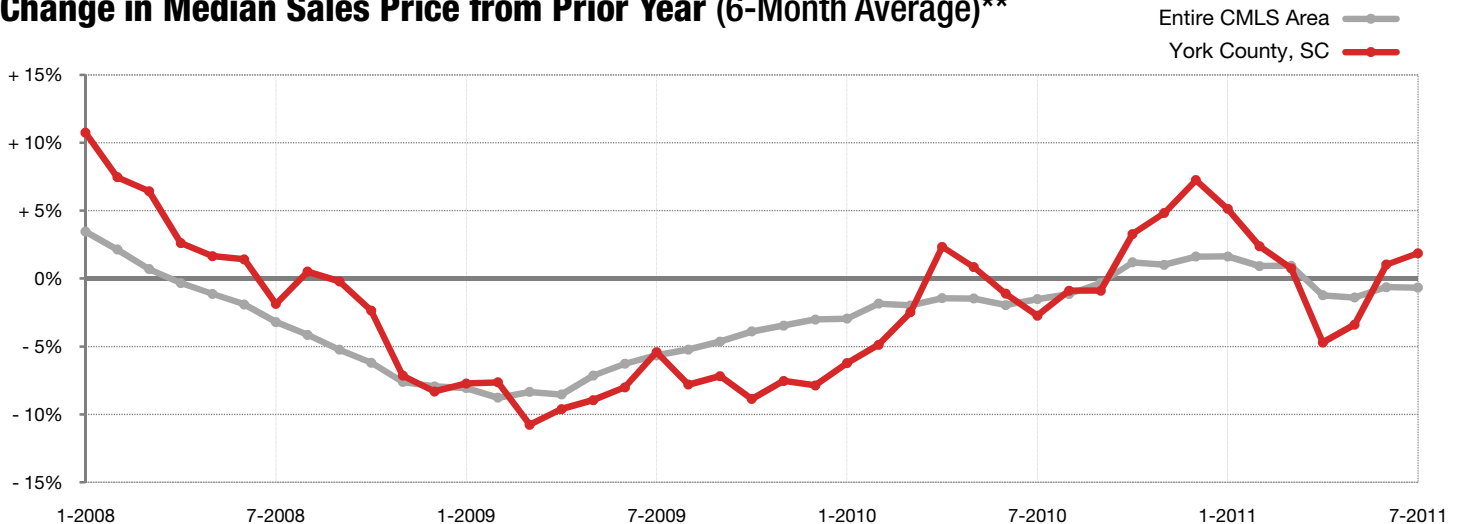
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	339	278	- 18.0%	2,819	2,242	- 20.5%
Closed Sales	164	178	+ 8.5%	1,055	966	- 8.4%
Median Sales Price*	\$175,000	<b>\$203,000</b>	+ 16.0%	\$179,000	<b>\$176,128</b>	- 1.6%
Average Sales Price*	\$213,225	<b>\$233,365</b>	+ 9.4%	\$214,073	<b>\$209,344</b>	- 2.2%
Percent of Original List Price Received*	93.8%	<b>91.0%</b>	- 3.0%	92.9%	<b>90.6%</b>	- 2.5%
List to Close	144	160	+ 11.2%	151	169	+ 11.6%
Inventory of Homes for Sale	2,079	1,642	- 21.0%	--	--	--
Months Supply of Inventory	13.0	12.2	- 6.1%	--	--	--

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## Mecklenburg County

**- 30.0%**

Change in  
New Listings

**+ 9.4%**

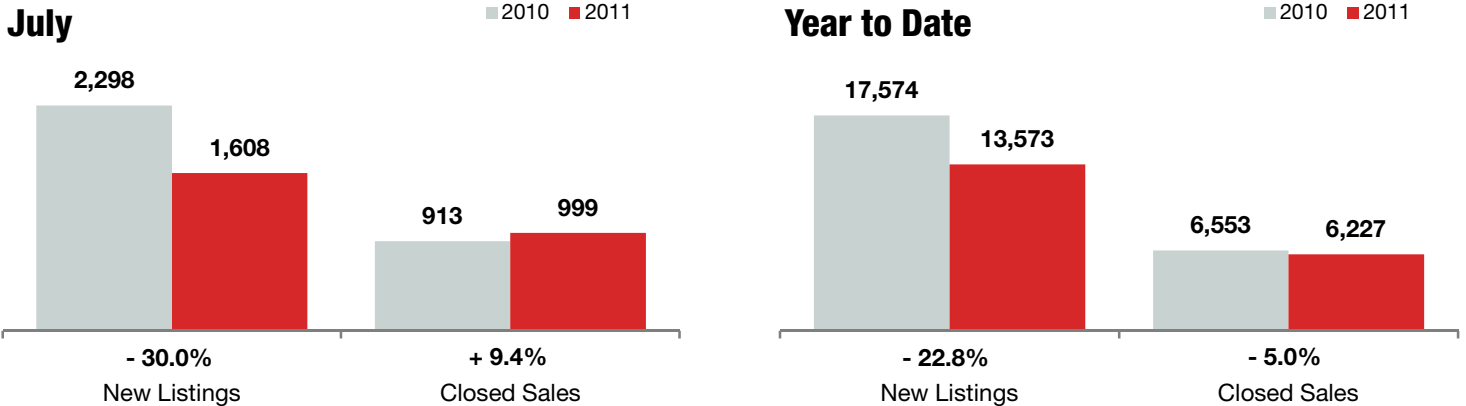
Change in  
Closed Sales

**+ 2.7%**

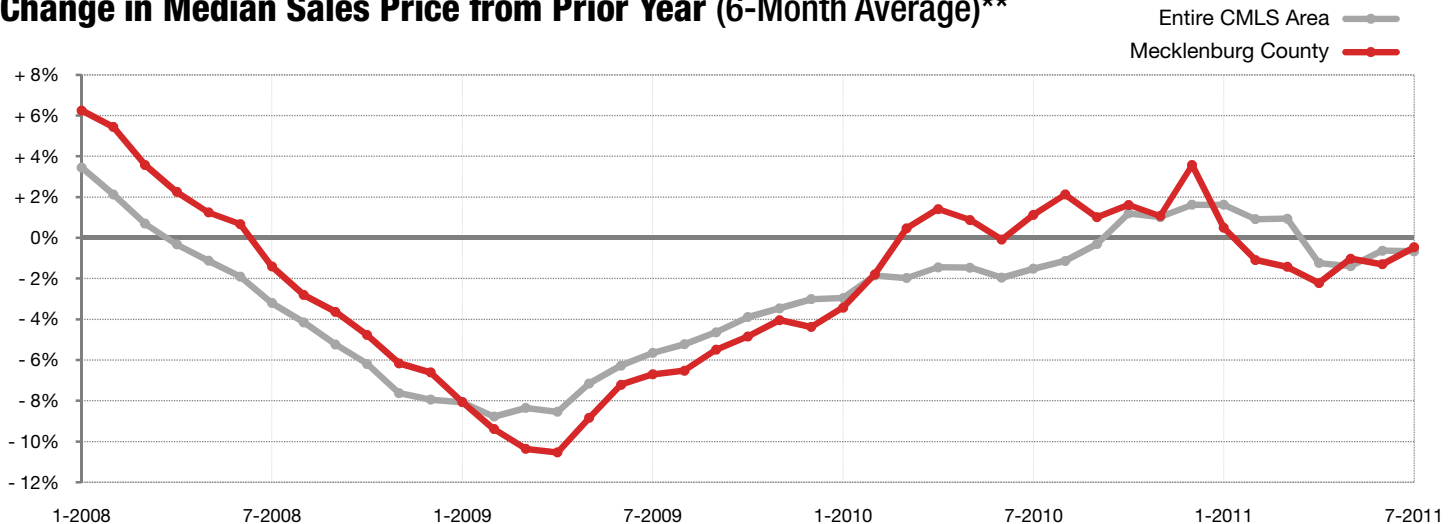
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	2,298	1,608	- 30.0%	17,574	13,573	- 22.8%
Closed Sales	913	999	+ 9.4%	6,553	6,227	- 5.0%
Median Sales Price*	\$162,515	\$166,895	+ 2.7%	\$160,000	\$159,500	- 0.3%
Average Sales Price*	\$225,763	\$227,856	+ 0.9%	\$219,409	\$218,500	- 0.4%
Percent of Original List Price Received*	90.3%	89.9%	- 0.5%	90.9%	89.3%	- 1.8%
List to Close	135	143	+ 6.3%	135	144	+ 6.4%
Inventory of Homes for Sale	11,972	8,965	- 25.1%	--	--	--
Months Supply of Inventory	12.6	10.7	- 14.9%	--	--	--

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## Mecklenburg - (N) Area 01

**- 29.4%**

Change in  
New Listings

**- 9.3%**

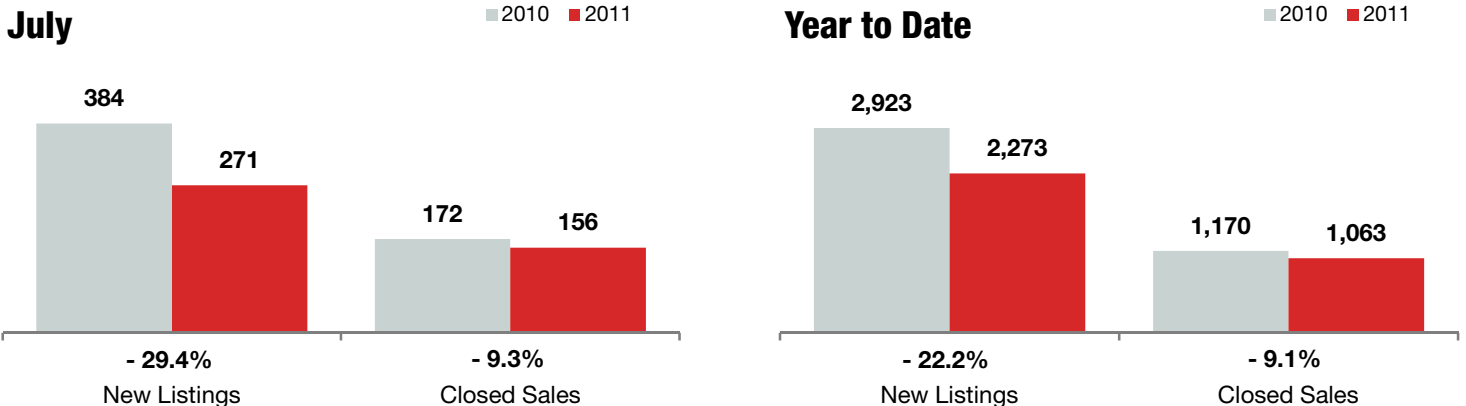
Change in  
Closed Sales

**- 4.6%**

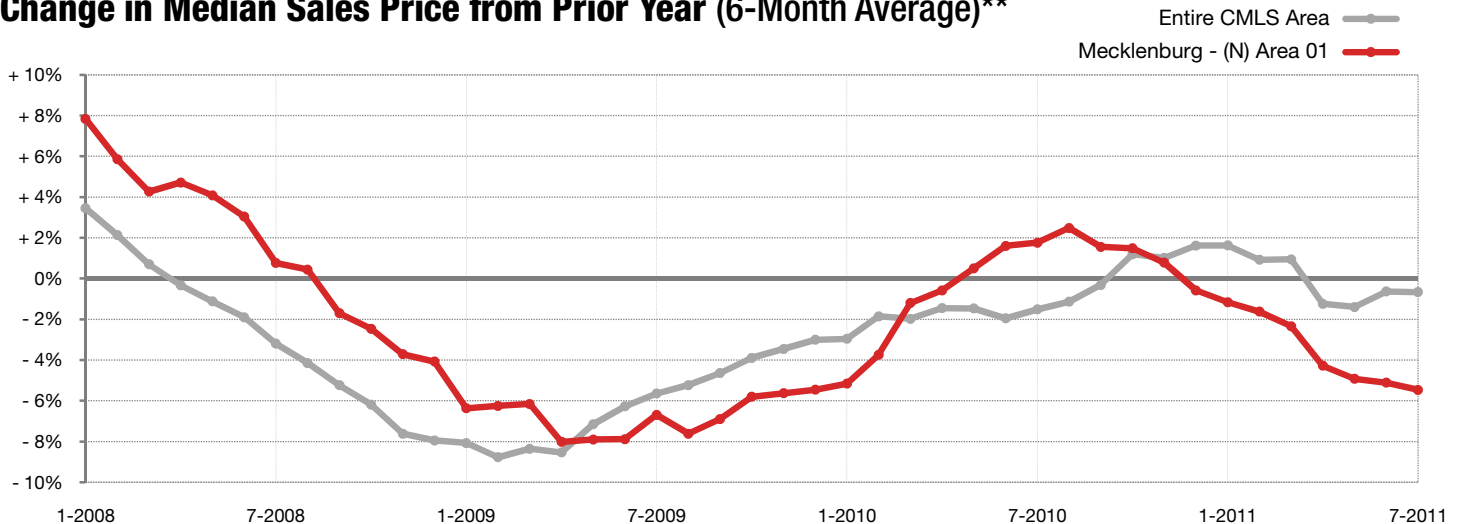
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	384	271	- 29.4%	2,923	2,273	- 22.2%
Closed Sales	172	156	- 9.3%	1,170	1,063	- 9.1%
Median Sales Price*	\$161,247	\$153,770	- 4.6%	\$154,900	\$145,000	- 6.4%
Average Sales Price*	\$199,637	\$202,848	+ 1.6%	\$182,813	\$177,496	- 2.9%
Percent of Original List Price Received*	94.0%	89.5%	- 4.8%	92.3%	90.1%	- 2.4%
List to Close	128	148	+ 15.6%	136	144	+ 5.7%
Inventory of Homes for Sale	1,954	1,474	- 24.6%	--	--	--
Months Supply of Inventory	11.5	9.9	- 13.6%	--	--	--

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## Mecklenburg - (E) Area 02

**- 40.7%**

Change in  
New Listings

**+ 7.3%**

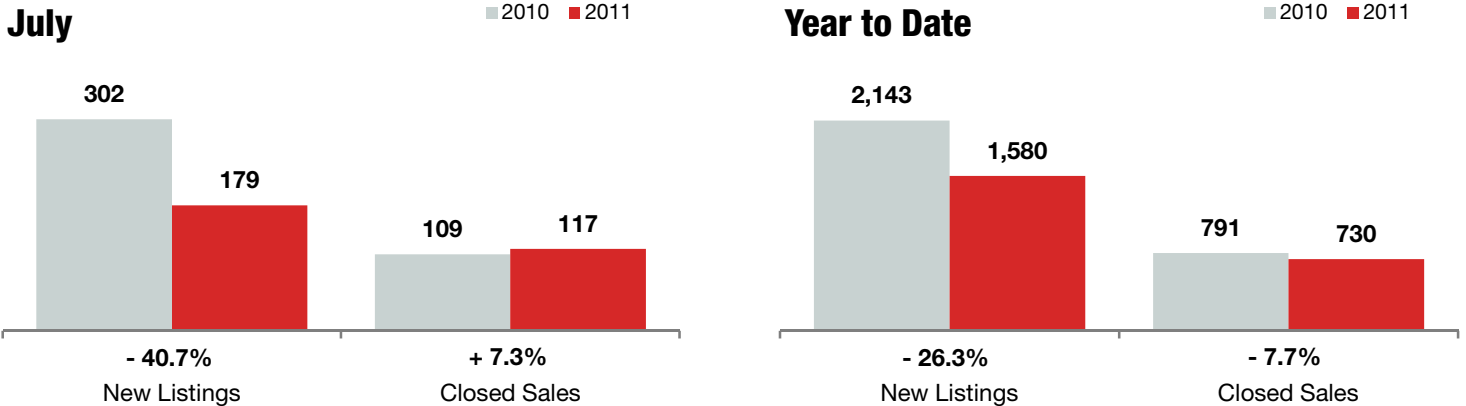
Change in  
Closed Sales

**+ 7.3%**

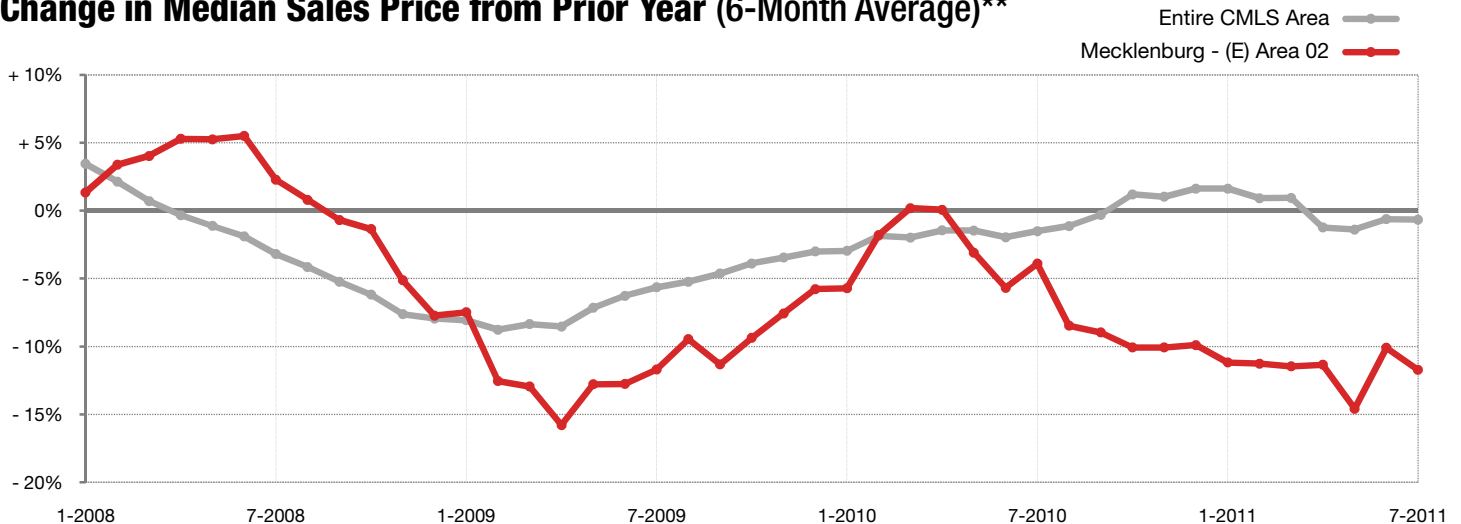
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	302	179	- 40.7%	2,143	1,580	- 26.3%
Closed Sales	109	117	+ 7.3%	791	730	- 7.7%
Median Sales Price*	\$100,000	\$107,250	+ 7.3%	\$111,000	\$99,000	- 10.8%
Average Sales Price*	\$113,320	\$115,997	+ 2.4%	\$124,640	\$111,856	- 10.3%
Percent of Original List Price Received*	89.0%	90.2%	+ 1.3%	90.4%	88.6%	- 2.0%
List to Close	124	142	+ 13.9%	119	136	+ 14.1%
Inventory of Homes for Sale	1,392	1,014	- 27.2%	--	--	--
Months Supply of Inventory	11.7	9.8	- 15.8%	--	--	--

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## Mecklenburg - (SE) Area 03

**- 30.0%**

Change in  
New Listings

**+ 31.7%**

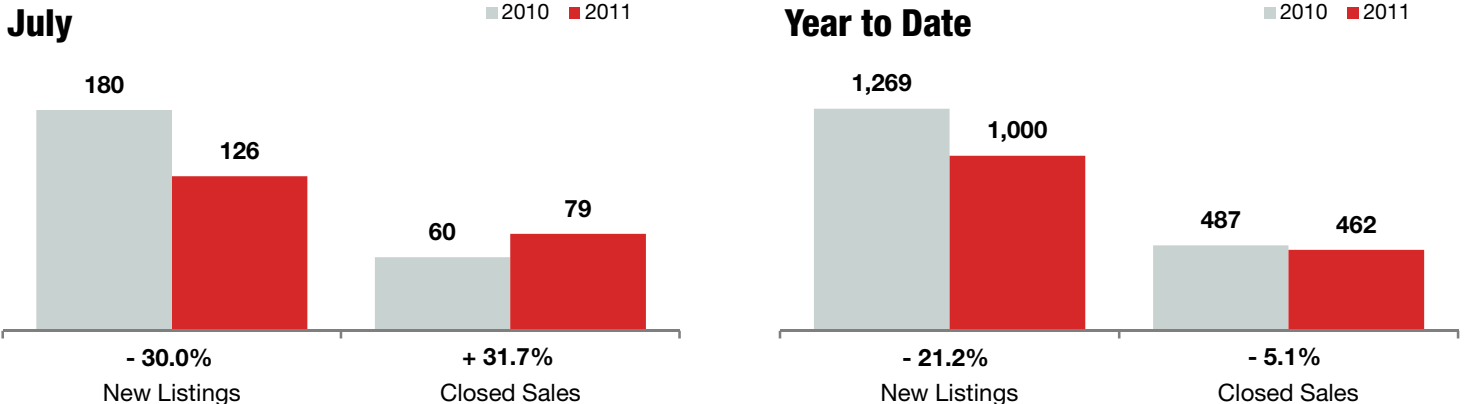
Change in  
Closed Sales

**- 1.4%**

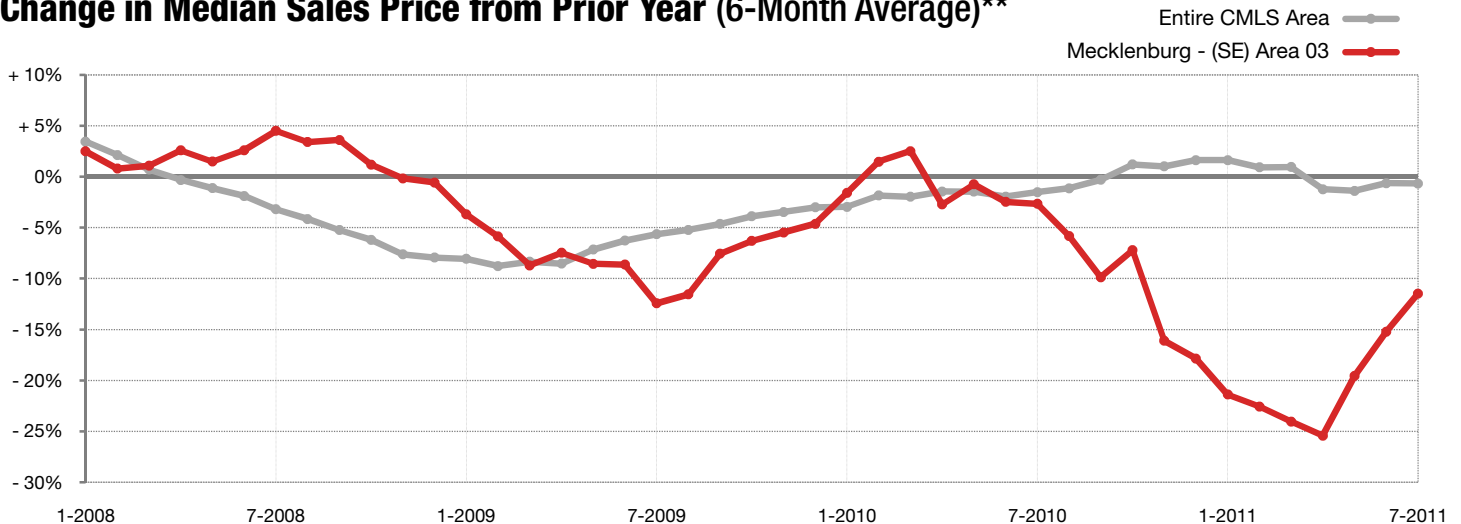
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	180	126	- 30.0%	1,269	1,000	- 21.2%
Closed Sales	60	79	+ 31.7%	487	462	- 5.1%
Median Sales Price*	\$108,500	\$107,000	- 1.4%	\$125,000	\$99,900	- 20.1%
Average Sales Price*	\$128,588	\$125,099	- 2.7%	\$147,811	\$126,687	- 14.3%
Percent of Original List Price Received*	88.0%	87.5%	- 0.6%	90.3%	87.2%	- 3.5%
List to Close	133	127	- 4.6%	128	135	+ 5.9%
Inventory of Homes for Sale	853	649	- 23.9%	--	--	--
Months Supply of Inventory	11.7	10.7	- 8.7%	--	--	--

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## Mecklenburg - (SSE) Area 04

**- 37.9%**

Change in  
New Listings

**+ 3.5%**

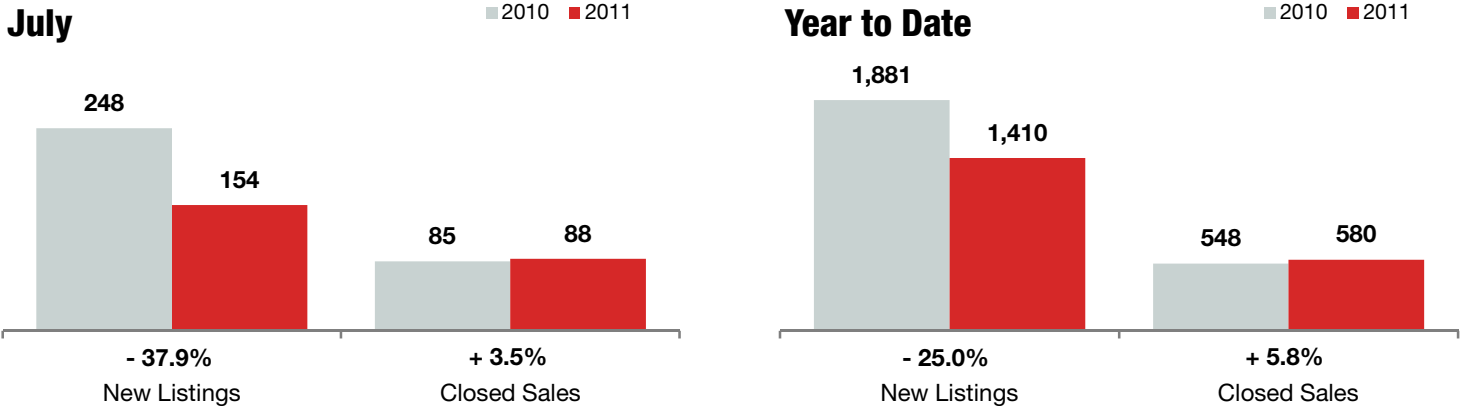
Change in  
Closed Sales

**- 3.9%**

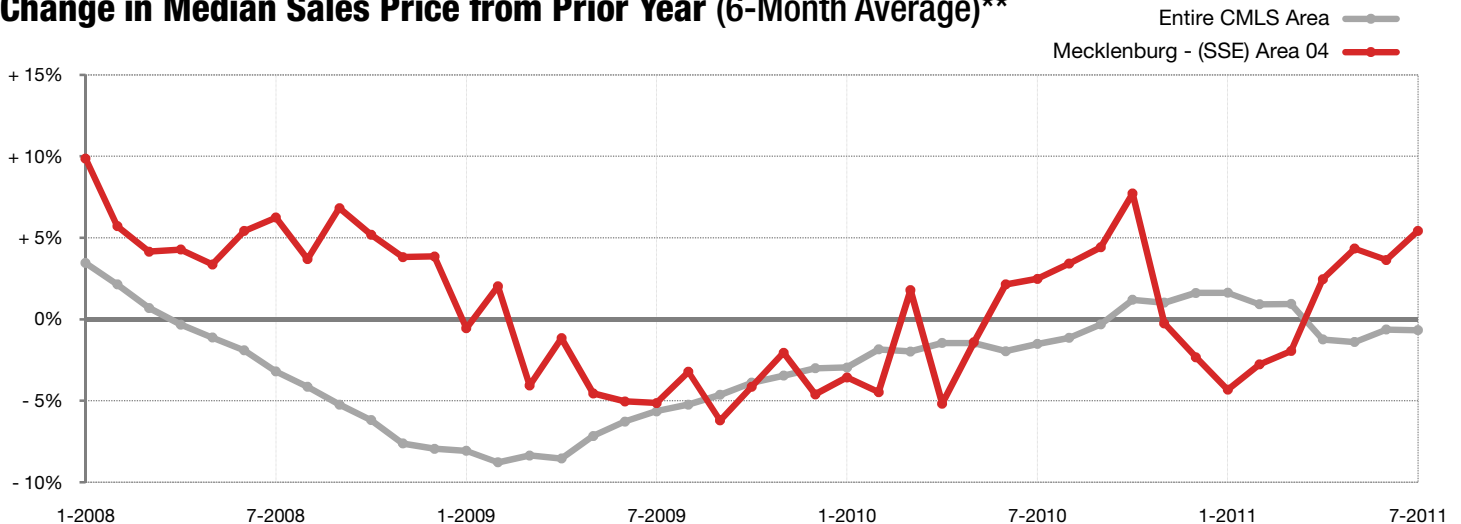
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	248	154	- 37.9%	1,881	1,410	- 25.0%
Closed Sales	85	88	+ 3.5%	548	580	+ 5.8%
Median Sales Price*	\$291,500	<b>\$280,000</b>	- 3.9%	\$240,000	<b>\$254,325</b>	+ 6.0%
Average Sales Price*	\$349,985	<b>\$304,549</b>	- 13.0%	\$305,945	<b>\$308,696</b>	+ 0.9%
Percent of Original List Price Received*	88.0%	<b>90.9%</b>	+ 3.3%	89.9%	<b>89.1%</b>	- 0.8%
List to Close	135	<b>148</b>	+ 9.6%	143	<b>154</b>	+ 8.1%
Inventory of Homes for Sale	1,265	<b>979</b>	- 22.6%	--	--	--
Months Supply of Inventory	15.4	<b>12.5</b>	- 18.9%	--	--	--

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



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



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# Local Market Update – July 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Mecklenburg - (S) Area 05

**- 25.5%**

Change in  
New Listings

**+ 12.9%**

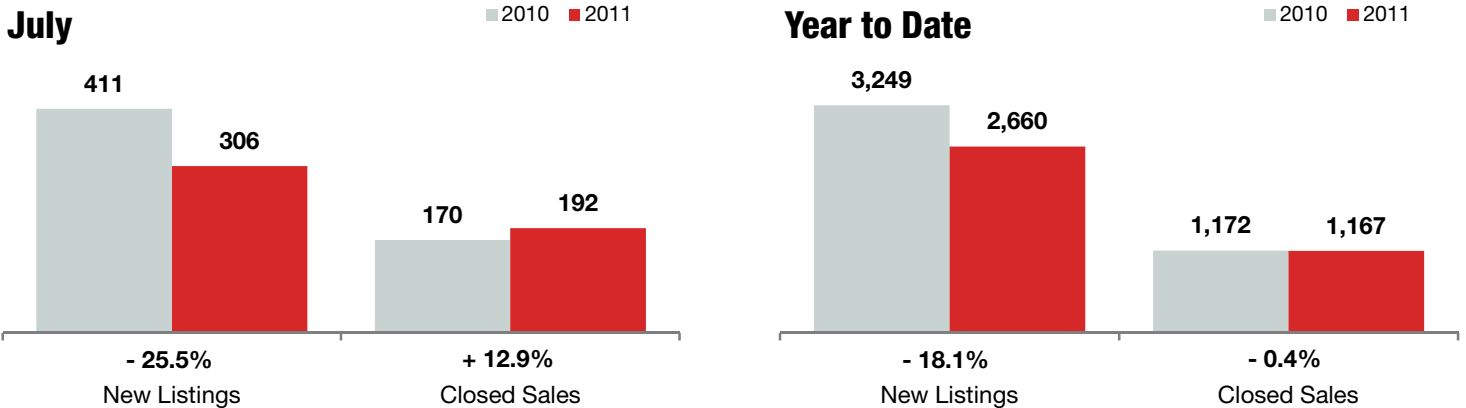
Change in  
Closed Sales

**+ 1.8%**

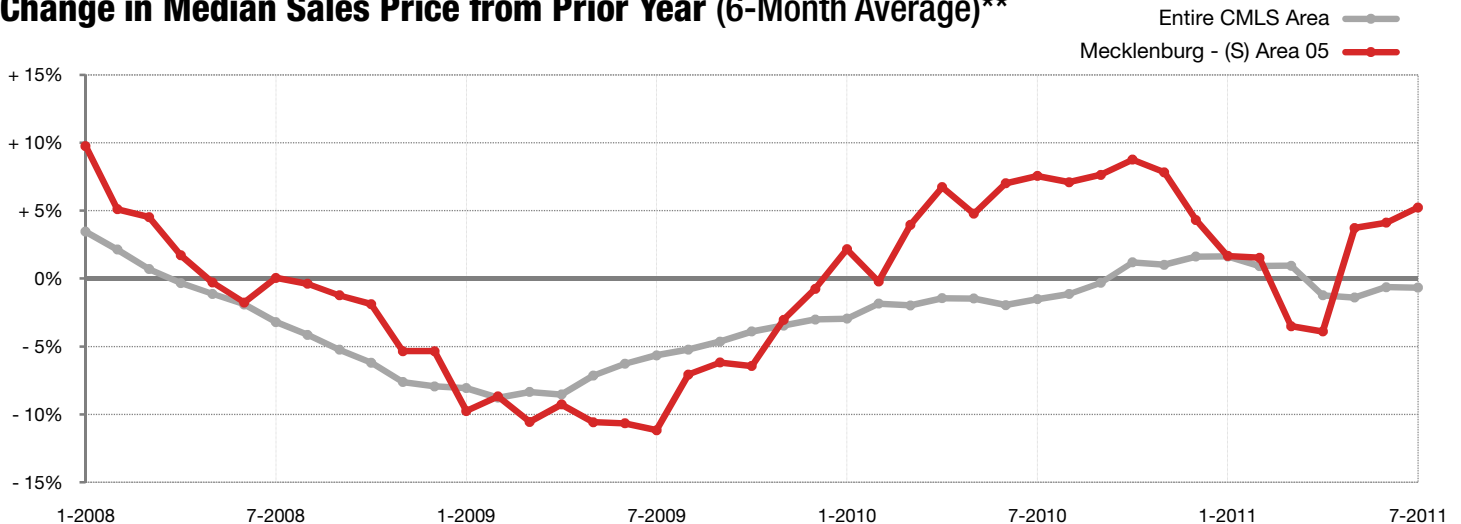
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	411	306	- 25.5%	3,249	2,660	- 18.1%
Closed Sales	170	192	+ 12.9%	1,172	1,167	- 0.4%
Median Sales Price*	\$300,000	\$305,500	+ 1.8%	\$270,000	\$278,000	+ 3.0%
Average Sales Price*	\$380,546	\$374,194	- 1.7%	\$375,715	\$368,519	- 1.9%
Percent of Original List Price Received*	89.8%	91.5%	+ 1.9%	90.3%	90.2%	- 0.1%
List to Close	144	130	- 9.7%	148	144	- 3.1%
Inventory of Homes for Sale	2,209	1,731	- 21.6%	--	--	--
Months Supply of Inventory	13.6	11.1	- 18.5%	--	--	--

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



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Charlotte Regional Realtor® Association

## Mecklenburg - (SSW) Area 06

**- 27.5%**

Change in  
New Listings

**+ 34.4%**

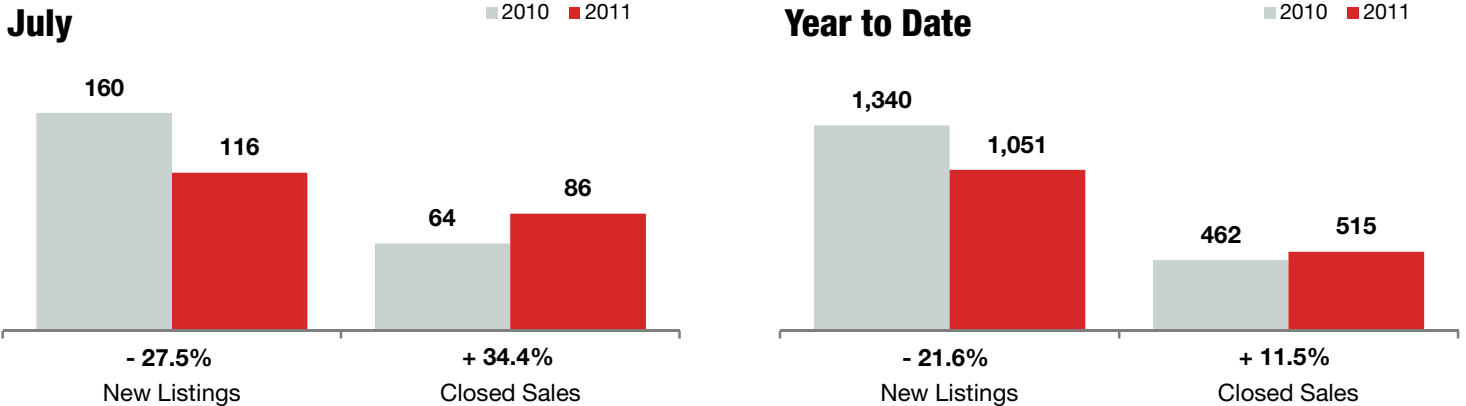
Change in  
Closed Sales

**+ 21.9%**

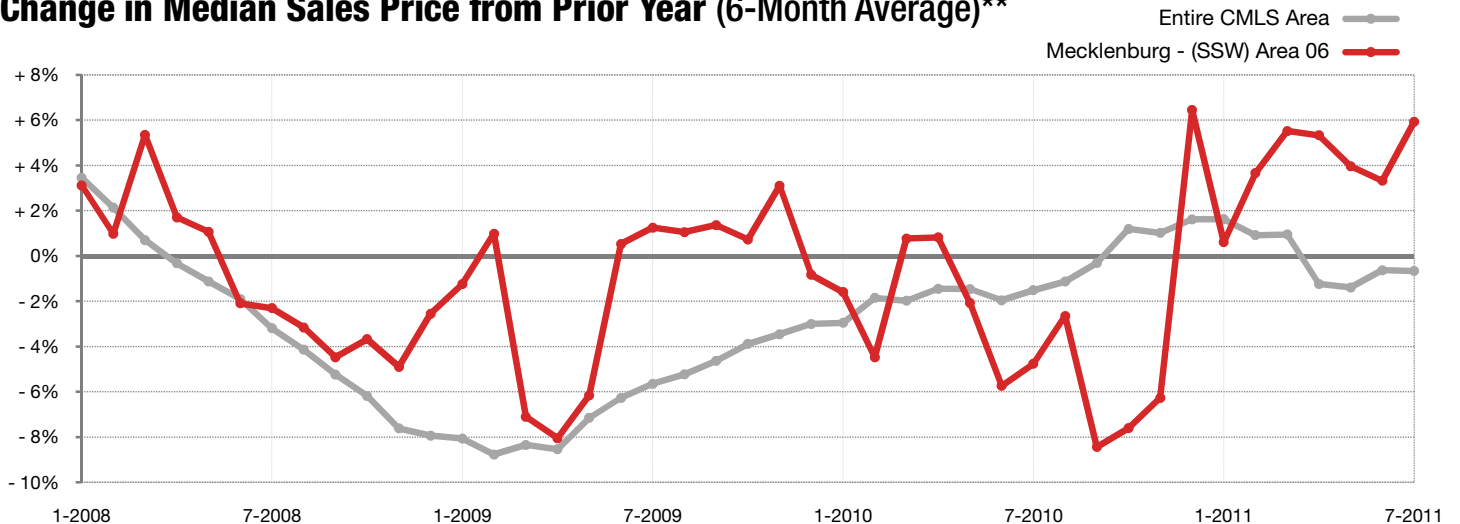
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	160	116	- 27.5%	1,340	1,051	- 21.6%
Closed Sales	64	86	+ 34.4%	462	515	+ 11.5%
Median Sales Price*	\$161,000	\$196,325	+ 21.9%	\$177,250	\$183,500	+ 3.5%
Average Sales Price*	\$199,092	\$230,614	+ 15.8%	\$210,382	\$212,136	+ 0.8%
Percent of Original List Price Received*	88.2%	92.2%	+ 4.5%	90.4%	91.2%	+ 0.8%
List to Close	128	151	+ 17.6%	140	149	+ 6.1%
Inventory of Homes for Sale	941	668	- 29.0%	--	--	--
Months Supply of Inventory	13.3	11.3	- 15.2%	--	--	--

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



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# Local Market Update – July 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Mecklenburg - (SW) Area 07

**- 40.4%**

Change in  
New Listings

**+ 44.0%**

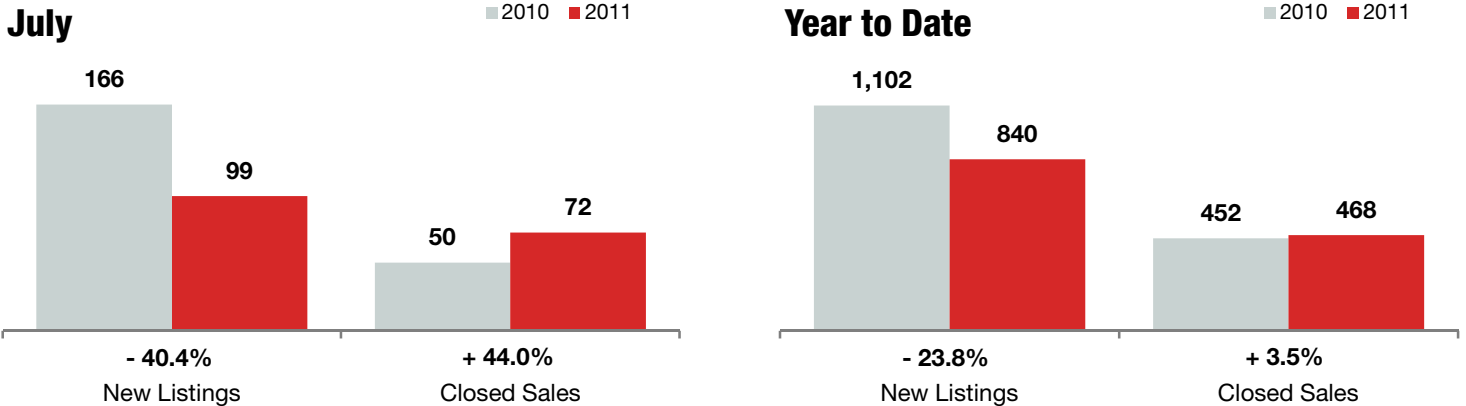
Change in  
Closed Sales

**- 3.1%**

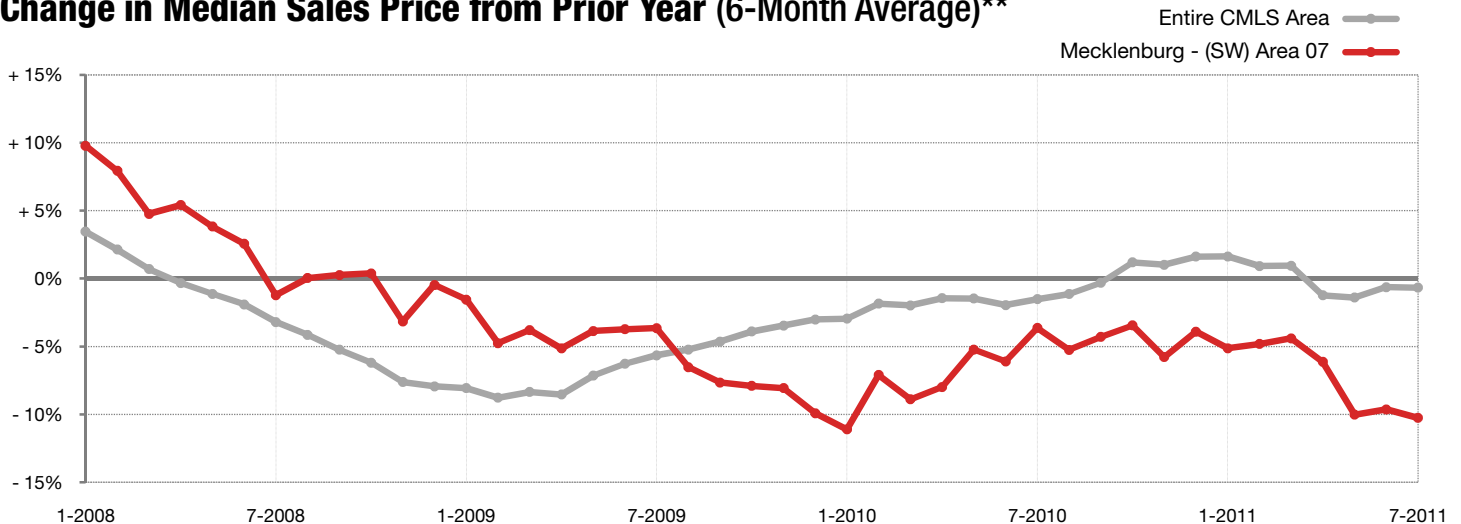
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	166	99	- 40.4%	1,102	840	- 23.8%
Closed Sales	50	72	+ 44.0%	452	468	+ 3.5%
Median Sales Price*	\$129,500	\$125,450	- 3.1%	\$142,700	\$125,451	- 12.1%
Average Sales Price*	\$125,519	\$127,789	+ 1.8%	\$141,867	\$133,424	- 6.0%
Percent of Original List Price Received*	92.9%	90.3%	- 2.8%	92.5%	89.3%	- 3.4%
List to Close	114	133	+ 17.4%	120	143	+ 18.9%
Inventory of Homes for Sale	756	526	- 30.4%	--	--	--
Months Supply of Inventory	11.2	8.3	- 25.6%	--	--	--

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



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A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Mecklenburg - (W) Area 08

**- 19.1%**

Change in  
New Listings

**- 16.1%**

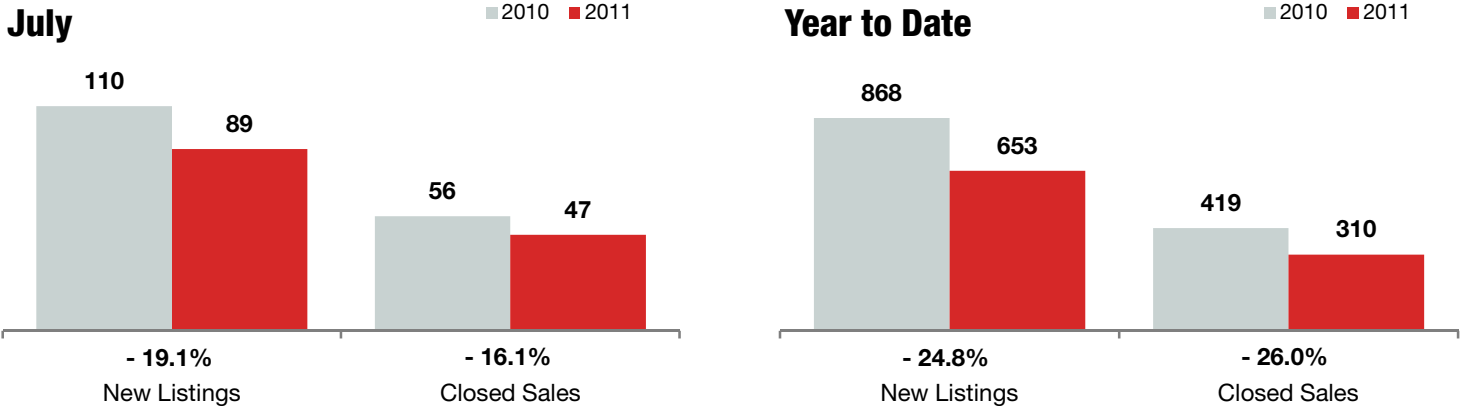
Change in  
Closed Sales

**0.0%**

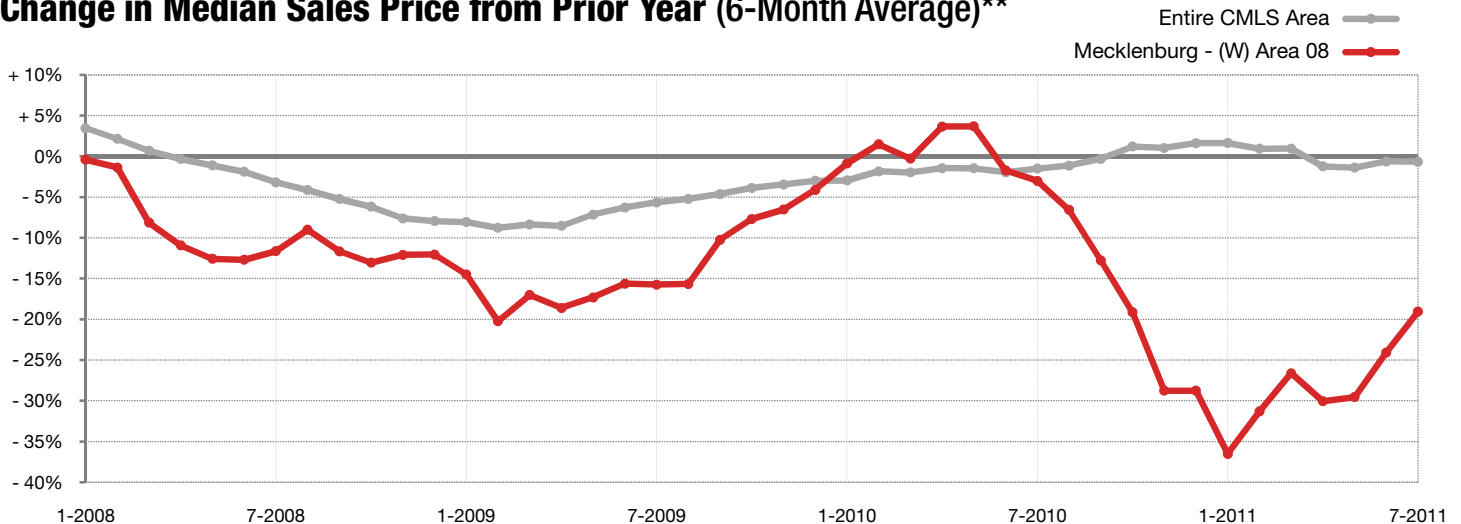
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	110	89	- 19.1%	868	653	- 24.8%
Closed Sales	56	47	- 16.1%	419	310	- 26.0%
Median Sales Price*	\$60,000	\$60,000	0.0%	\$78,750	\$55,050	- 30.1%
Average Sales Price*	\$73,461	\$65,037	- 11.5%	\$83,681	\$70,613	- 15.6%
Percent of Original List Price Received*	86.5%	84.3%	- 2.6%	88.4%	86.0%	- 2.7%
List to Close	106	118	+ 11.0%	118	131	+ 11.1%
Inventory of Homes for Sale	584	436	- 25.3%	--	--	--
Months Supply of Inventory	10.0	10.1	+ 0.6%	--	--	--

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



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Charlotte Regional Realtor® Association

## Mecklenburg - (NW) Area 09

**- 29.6%**

Change in  
New Listings

**+ 8.6%**

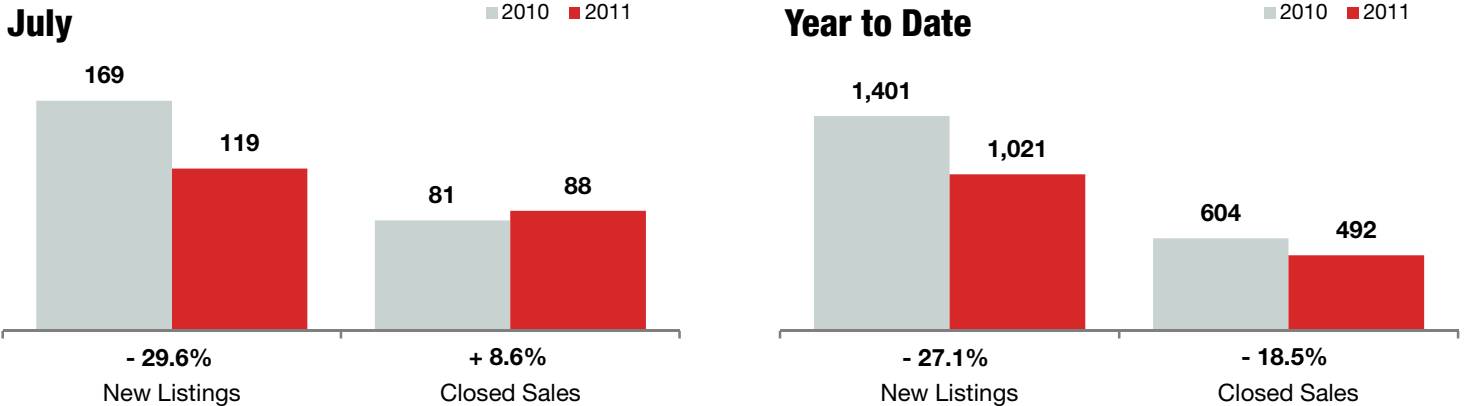
Change in  
Closed Sales

**+ 7.4%**

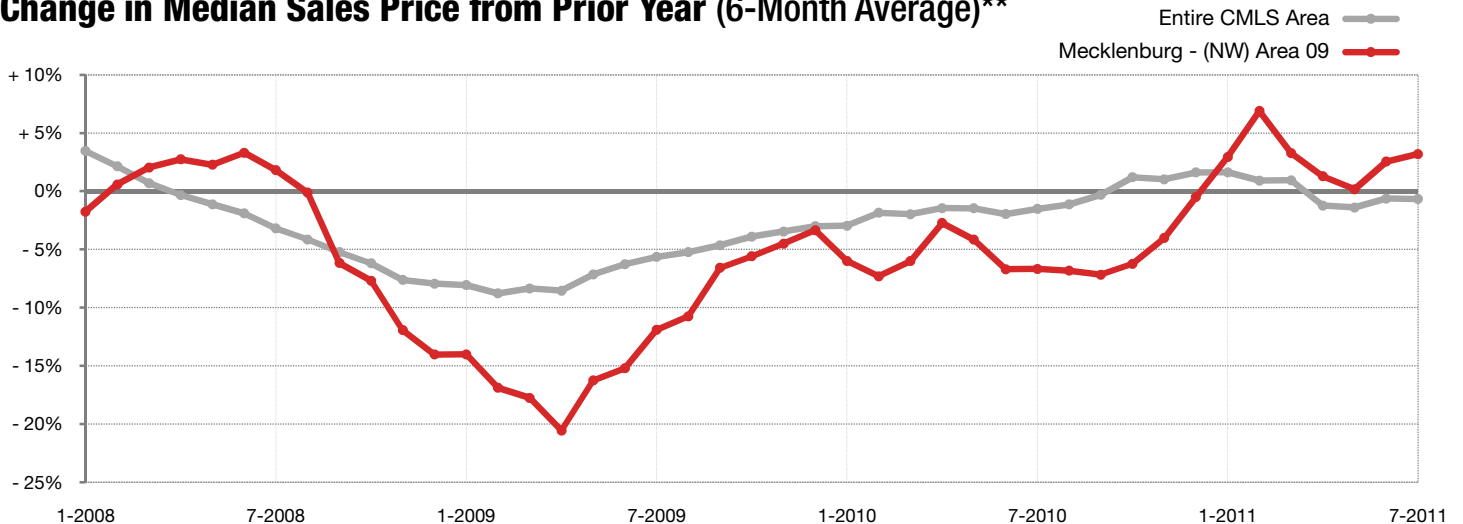
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	169	119	- 29.6%	1,401	1,021	- 27.1%
Closed Sales	81	88	+ 8.6%	604	492	- 18.5%
Median Sales Price*	\$119,000	\$127,750	+ 7.4%	\$129,000	\$130,000	+ 0.8%
Average Sales Price*	\$145,556	\$156,132	+ 7.3%	\$152,896	\$152,395	- 0.3%
Percent of Original List Price Received*	93.1%	87.8%	- 5.6%	92.9%	88.8%	- 4.4%
List to Close	137	149	+ 8.9%	126	137	+ 8.7%
Inventory of Homes for Sale	903	648	- 28.2%	--	--	--
Months Supply of Inventory	10.5	9.6	- 8.1%	--	--	--

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# Local Market Update – July 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Lake Norman / Area 13

**- 34.2%**

Change in  
New Listings

**+ 5.4%**

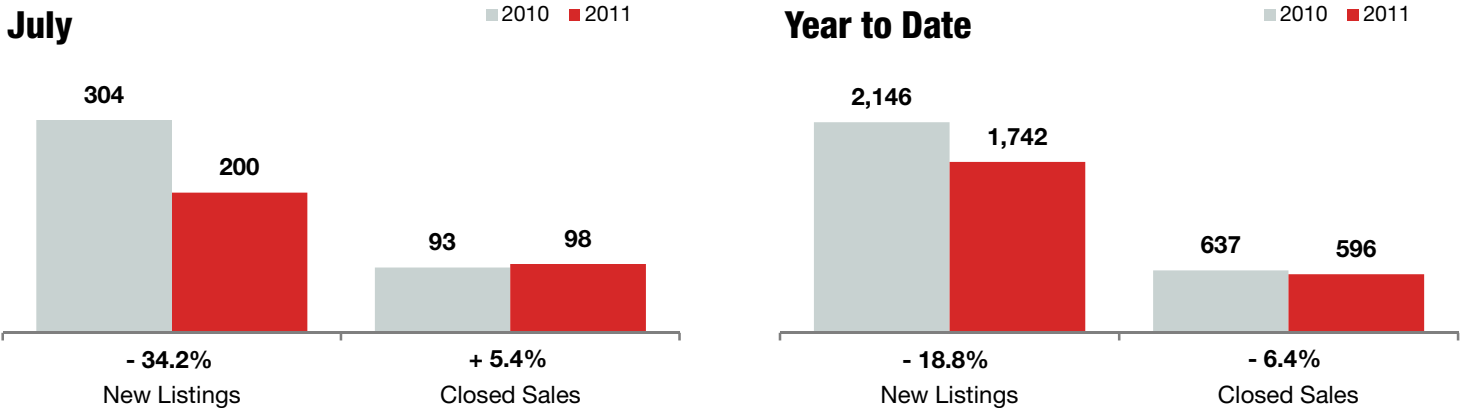
Change in  
Closed Sales

**+ 8.8%**

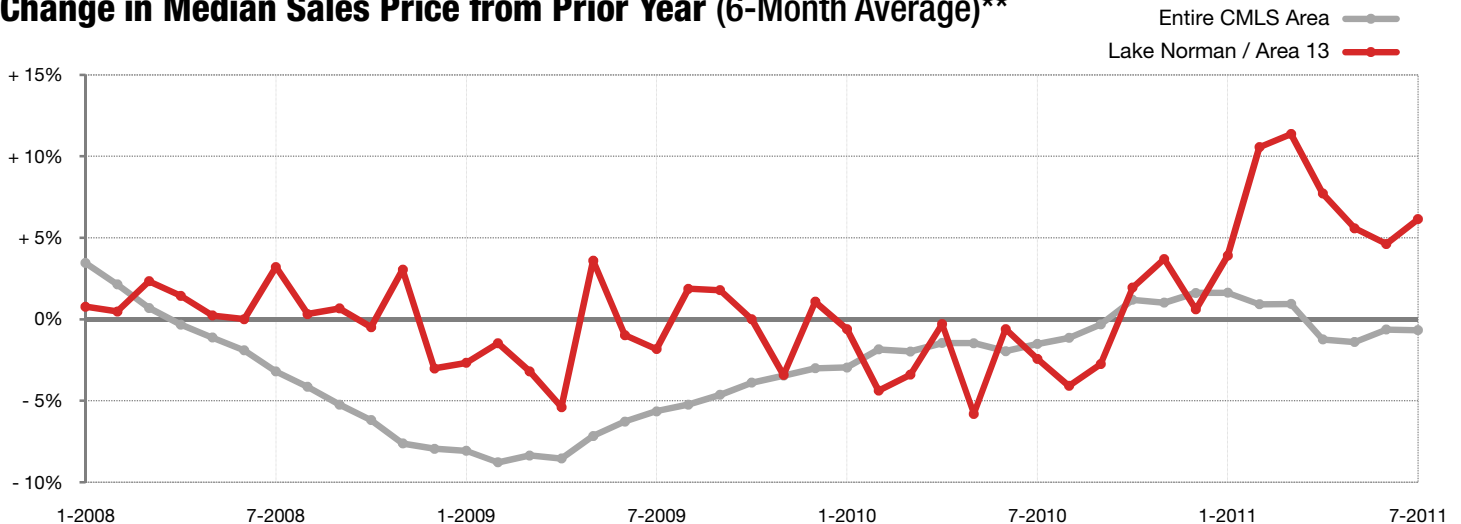
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	304	200	- 34.2%	2,146	1,742	- 18.8%
Closed Sales	93	98	+ 5.4%	637	596	- 6.4%
Median Sales Price*	\$385,000	<b>\$419,000</b>	+ 8.8%	\$321,250	<b>\$330,000</b>	+ 2.7%
Average Sales Price*	\$435,152	<b>\$477,369</b>	+ 9.7%	\$436,701	<b>\$436,455</b>	- 0.1%
Percent of Original List Price Received*	89.5%	<b>88.2%</b>	- 1.4%	89.2%	<b>88.0%</b>	- 1.3%
List to Close	199	179	- 9.8%	171	182	+ 6.2%
Inventory of Homes for Sale	1,782	1,469	- 17.6%	--	--	--
Months Supply of Inventory	19.8	17.0	- 14.2%	--	--	--

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



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# Local Market Update – July 2011

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Charlotte Regional Realtor® Association

## Lake Wylie / Area 15

**- 26.2%**

Change in  
New Listings

**- 20.0%**

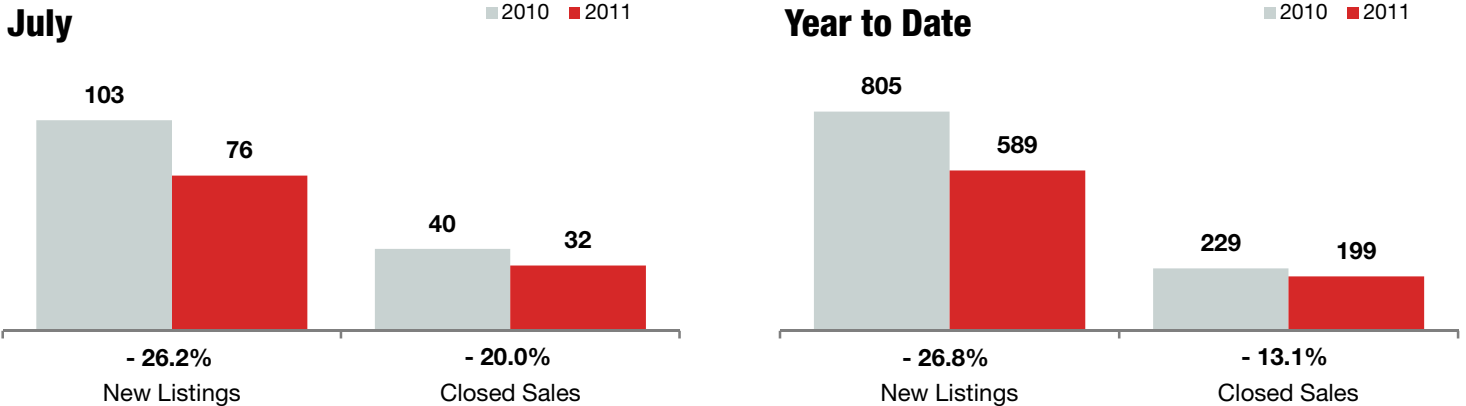
Change in  
Closed Sales

**- 28.0%**

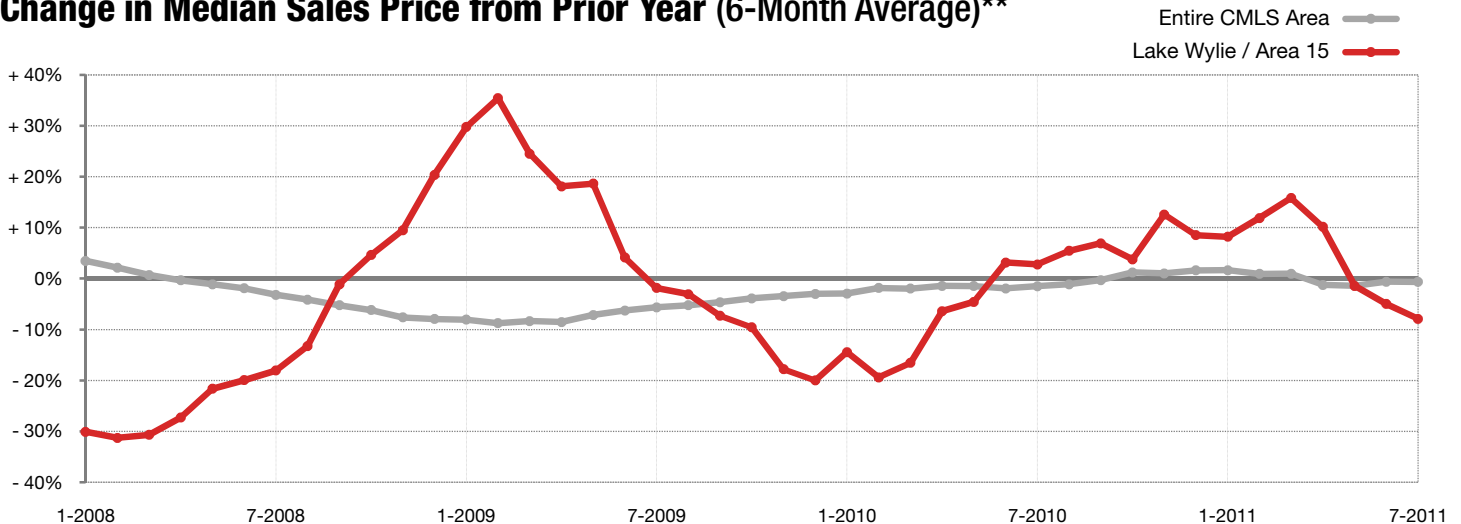
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	103	76	- 26.2%	805	589	- 26.8%
Closed Sales	40	32	- 20.0%	229	199	- 13.1%
Median Sales Price*	\$322,950	<b>\$232,500</b>	- 28.0%	\$310,000	<b>\$282,000</b>	- 9.0%
Average Sales Price*	\$434,681	<b>\$318,782</b>	- 26.7%	\$382,268	<b>\$319,182</b>	- 16.5%
Percent of Original List Price Received*	88.5%	<b>89.1%</b>	+ 0.6%	88.1%	<b>88.0%</b>	- 0.1%
List to Close	181	193	+ 6.6%	182	184	+ 1.4%
Inventory of Homes for Sale	688	488	- 29.1%	--	--	--
Months Supply of Inventory	21.2	16.4	- 22.5%	--	--	--

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# Local Market Update – July 2011

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Charlotte Regional Realtor® Association

## Uptown / Area 99

**- 11.1%**

Change in  
New Listings

**+ 15.4%**

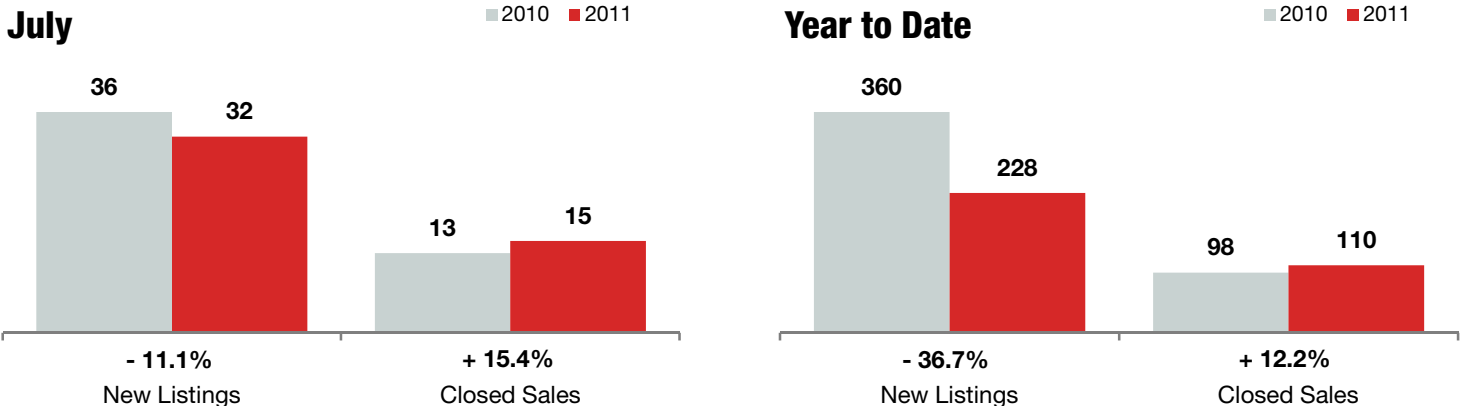
Change in  
Closed Sales

**+ 9.1%**

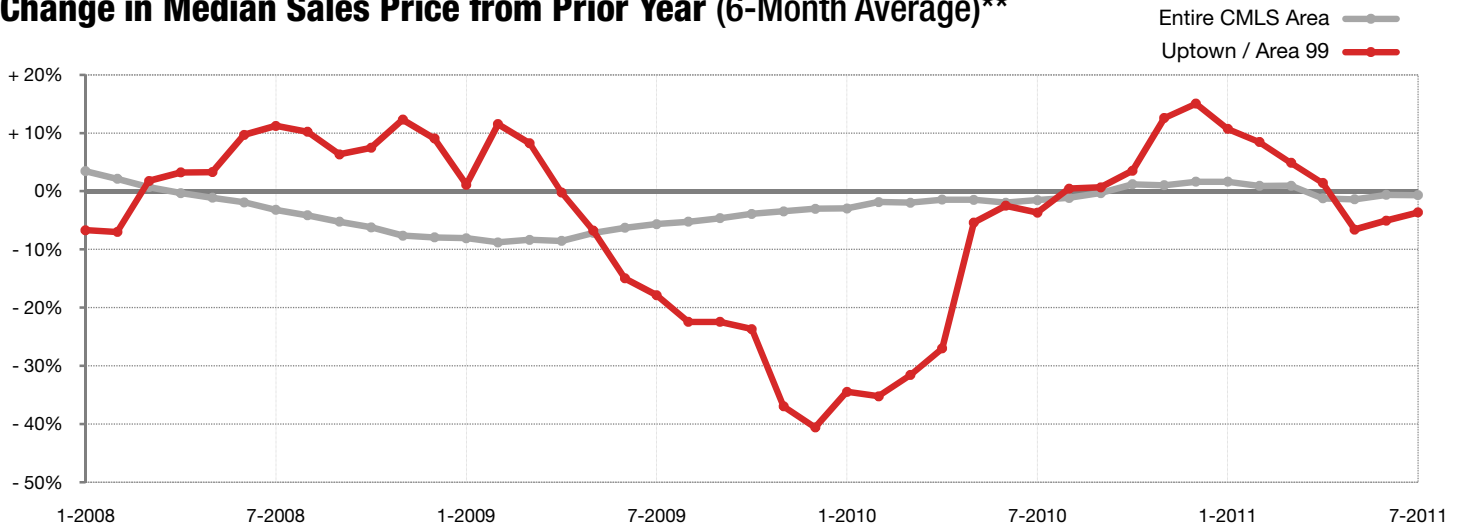
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	36	32	- 11.1%	360	228	- 36.7%
Closed Sales	13	15	+ 15.4%	98	110	+ 12.2%
Median Sales Price*	\$210,900	<b>\$230,000</b>	+ 9.1%	\$219,450	<b>\$198,000</b>	- 9.8%
Average Sales Price*	\$205,300	<b>\$285,933</b>	+ 39.3%	\$250,867	<b>\$249,255</b>	- 0.6%
Percent of Original List Price Received*	86.9%	<b>91.8%</b>	+ 5.7%	89.7%	<b>89.2%</b>	- 0.6%
List to Close	188	<b>246</b>	+ 30.5%	141	<b>157</b>	+ 10.8%
Inventory of Homes for Sale	278	<b>171</b>	- 38.5%	--	--	--
Months Supply of Inventory	18.3	<b>13.7</b>	- 25.4%	--	--	--

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Charlotte Regional Realtor® Association

## Charlotte-Gastonia-Rock Hill MSA

**- 28.7%**

Change in  
New Listings

**+ 9.5%**

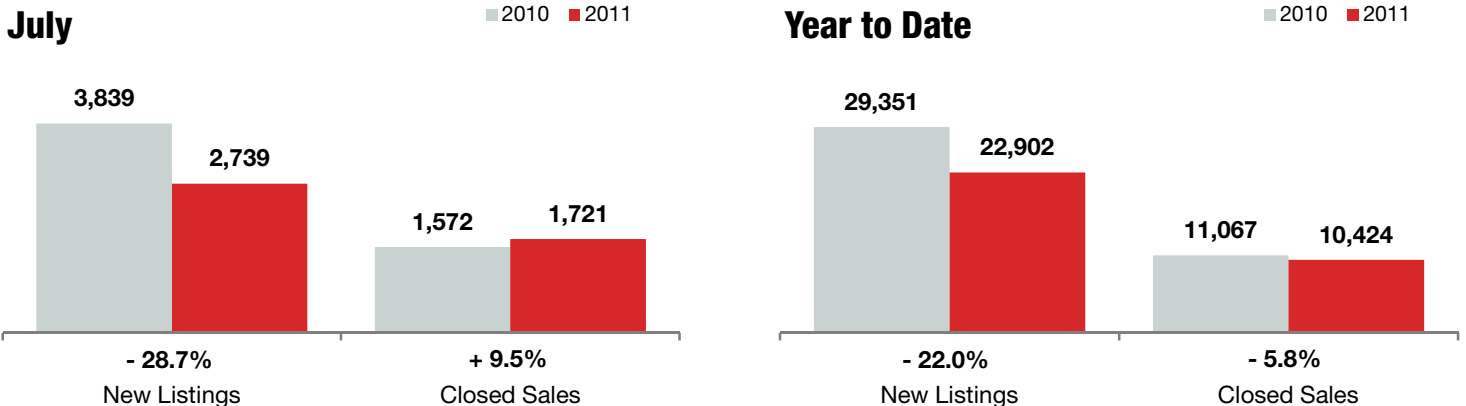
Change in  
Closed Sales

**+ 4.5%**

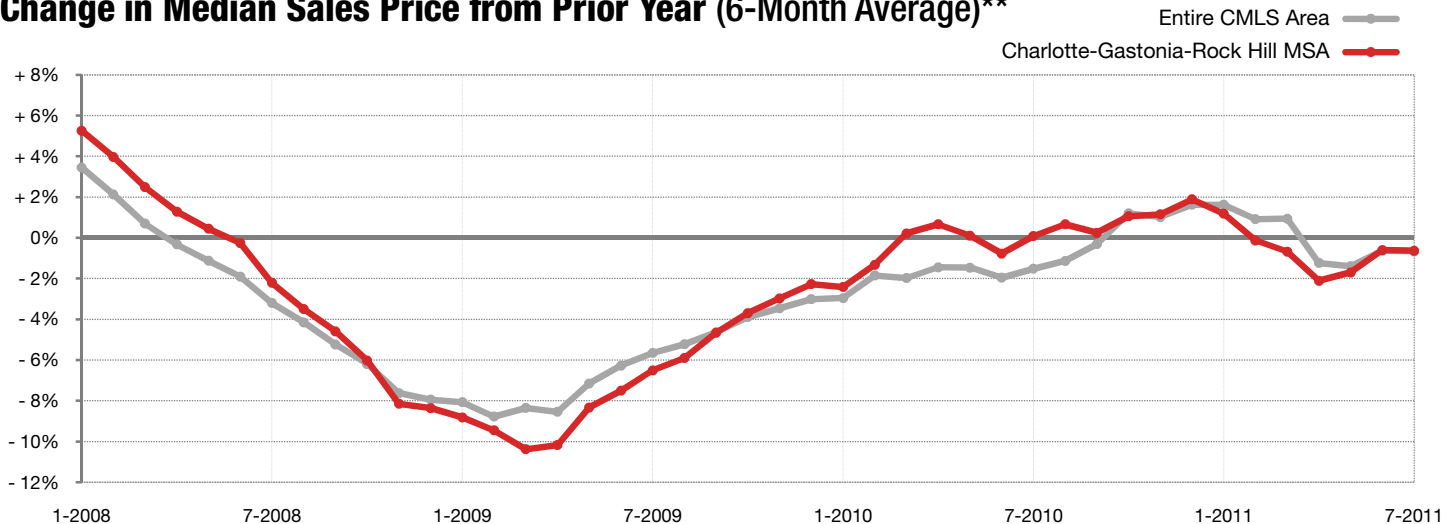
Change in  
Median Sales Price

	July			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	3,839	<b>2,739</b>	- 28.7%	29,351	<b>22,902</b>	- 22.0%
Closed Sales	1,572	<b>1,721</b>	+ 9.5%	11,067	<b>10,424</b>	- 5.8%
Median Sales Price*	\$161,138	<b>\$168,330</b>	+ 4.5%	\$157,500	<b>\$155,500</b>	- 1.3%
Average Sales Price*	\$220,329	<b>\$219,920</b>	- 0.2%	\$210,670	<b>\$208,865</b>	- 0.9%
Percent of Original List Price Received*	90.6%	<b>90.1%</b>	- 0.6%	91.0%	<b>89.4%</b>	- 1.7%
List to Close	140	<b>147</b>	+ 5.2%	140	<b>150</b>	+ 7.3%
Inventory of Homes for Sale	20,701	<b>15,840</b>	- 23.5%	--	--	--
Months Supply of Inventory	12.8	<b>11.2</b>	- 12.8%	--	--	--

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