

# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Entire CMLS Area

**- 16.3%**

Change in  
New Listings

**+ 8.7%**

Change in  
Closed Sales

**- 8.1%**

Change in  
Median Sales Price

### November

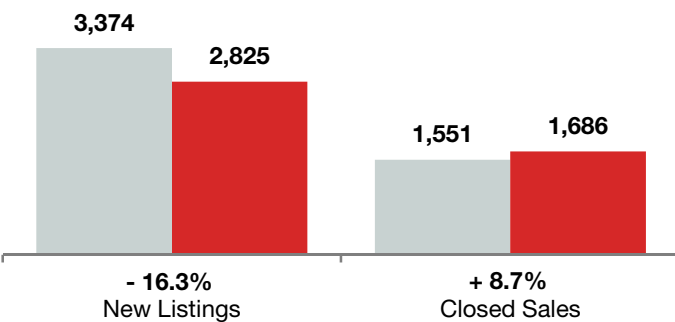
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	3,374	<b>2,825</b>	- 16.3%	53,413	<b>43,216</b>	- 19.1%
Closed Sales	1,551	<b>1,686</b>	+ 8.7%	20,509	<b>21,046</b>	+ 2.6%
Median Sales Price*	\$165,000	<b>\$151,700</b>	- 8.1%	\$155,000	<b>\$152,000</b>	- 1.9%
Average Sales Price*	\$214,554	<b>\$192,472</b>	- 10.3%	\$208,954	<b>\$201,239</b>	- 3.7%
Percent of Original List Price Received*	89.1%	<b>90.7%</b>	+ 1.8%	90.1%	<b>89.3%</b>	- 0.8%
List to Close	149	<b>149</b>	+ 0.1%	144	<b>152</b>	+ 5.8%
Inventory of Homes for Sale	24,508	<b>18,633</b>	- 24.0%	--	--	--
Months Supply of Inventory	13.0	<b>9.8</b>	- 25.0%	--	--	--

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

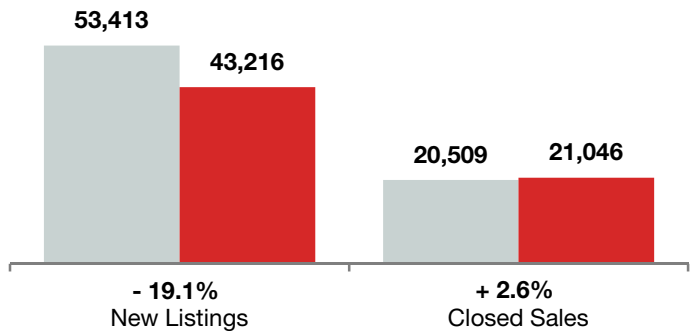
### November

■ 2010 ■ 2011



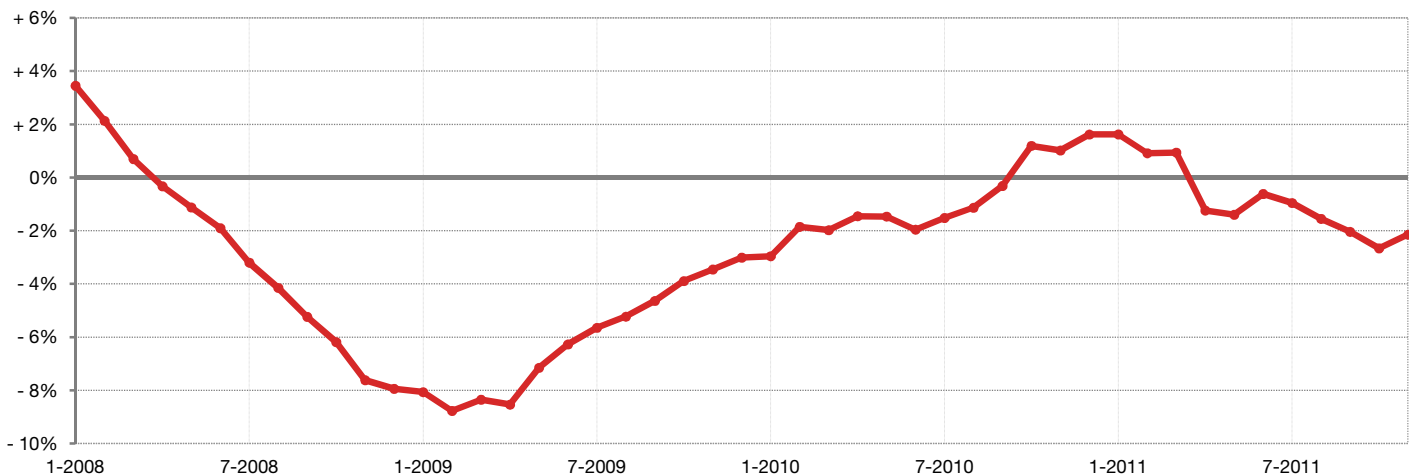
### Year to Date

■ 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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Charlotte Regional Realtor® Association

## Cabarrus County

**- 8.9%**

Change in  
New Listings

**+ 5.7%**

Change in  
Closed Sales

**+ 6.4%**

Change in  
Median Sales Price

### November

### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	247	225	- 8.9%	3,891	3,184	- 18.2%
Closed Sales	123	130	+ 5.7%	1,569	1,570	+ 0.1%
Median Sales Price*	\$148,000	\$157,500	+ 6.4%	\$150,000	\$152,188	+ 1.5%
Average Sales Price*	\$188,528	\$179,655	- 4.7%	\$178,608	\$176,165	- 1.4%
Percent of Original List Price Received*	89.2%	92.7%	+ 3.9%	90.4%	90.2%	- 0.2%
List to Close	152	132	- 13.1%	149	151	+ 1.4%
Inventory of Homes for Sale	1,793	1,392	- 22.4%	--	--	--
Months Supply of Inventory	12.5	10.0	- 20.5%	--	--	--

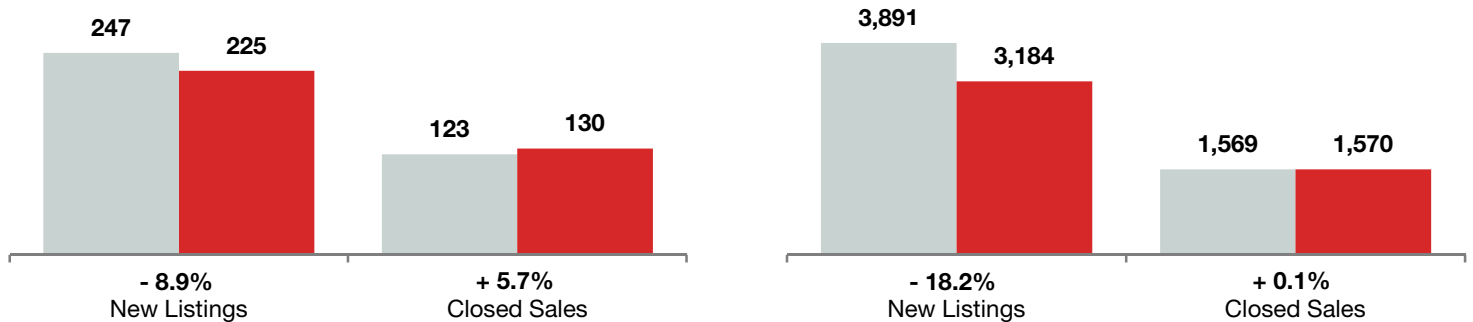
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### November

■ 2010 ■ 2011

### Year to Date

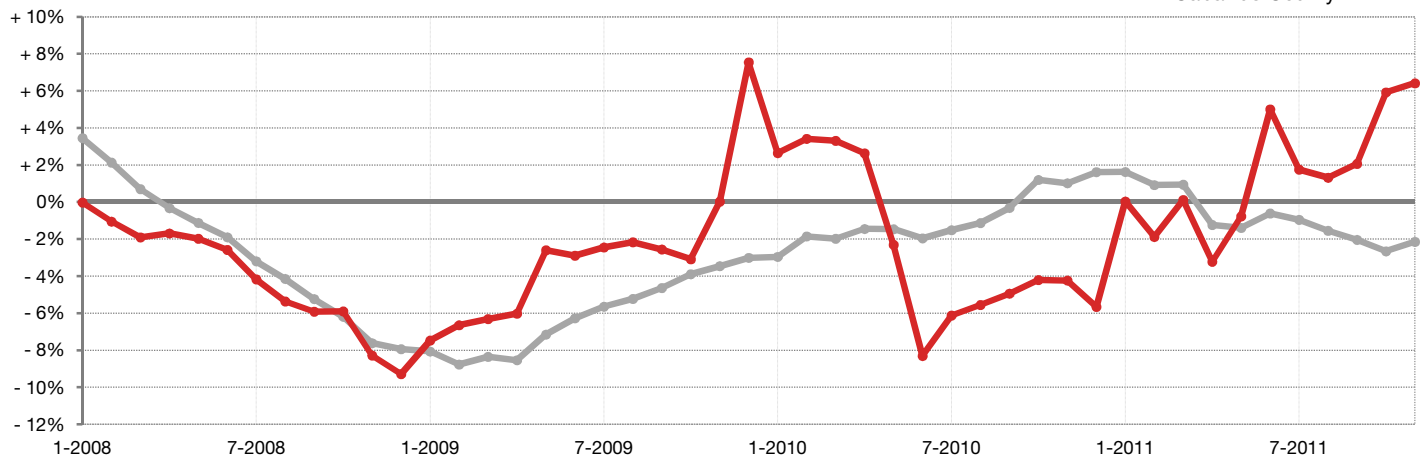
■ 2010 ■ 2011



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

Entire CMLS Area —

Cabarrus County —



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Charlotte Regional Realtor® Association

## Gaston County

**- 6.8%**

Change in  
New Listings

**+ 2.5%**

Change in  
Closed Sales

**+ 1.8%**

Change in  
Median Sales Price

### November

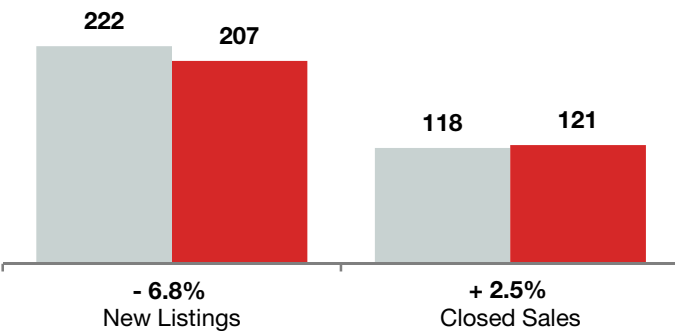
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	222	207	- 6.8%	3,572	2,941	- 17.7%
Closed Sales	118	121	+ 2.5%	1,562	1,417	- 9.3%
Median Sales Price*	\$115,900	\$118,000	+ 1.8%	\$110,000	\$105,000	- 4.5%
Average Sales Price*	\$123,704	\$140,456	+ 13.5%	\$127,959	\$125,177	- 2.2%
Percent of Original List Price Received*	89.4%	90.3%	+ 0.9%	89.6%	88.1%	- 1.7%
List to Close	128	169	+ 32.3%	141	157	+ 11.1%
Inventory of Homes for Sale	1,673	1,371	- 18.1%	--	--	--
Months Supply of Inventory	11.7	10.7	- 8.4%	--	--	--

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

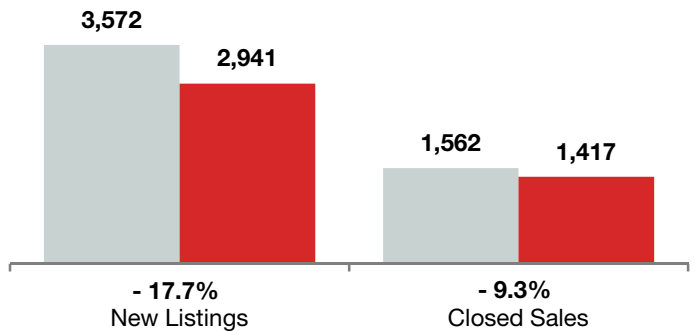
### November

■ 2010 ■ 2011



### Year to Date

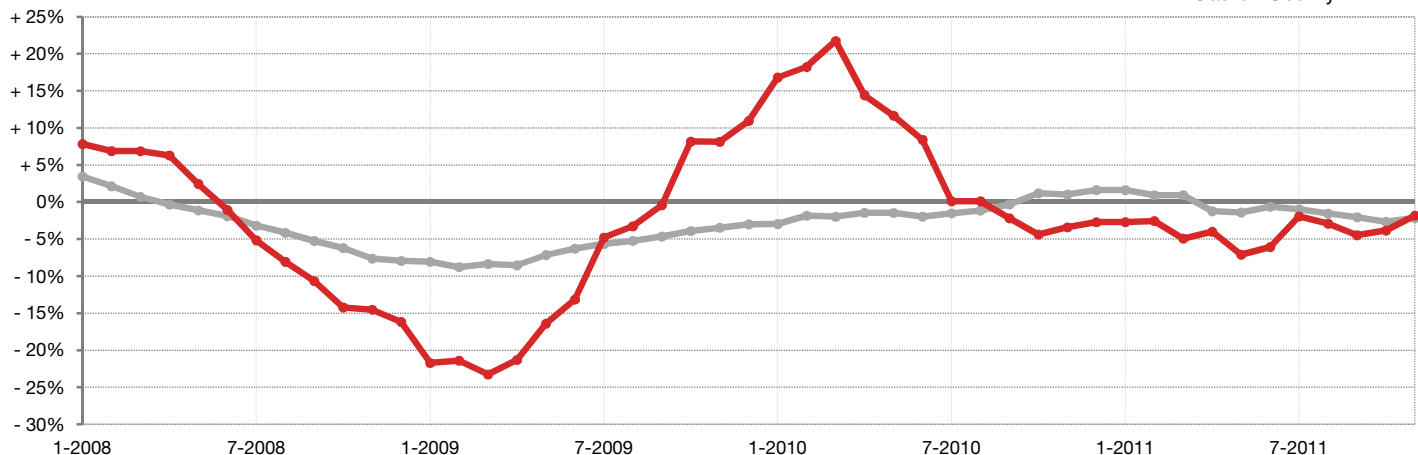
■ 2010 ■ 2011



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

Entire CMLS Area —

Gaston County —



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Charlotte Regional Realtor® Association

## Iredell County

**- 10.5%**

Change in  
New Listings

**+ 7.7%**

Change in  
Closed Sales

**+ 0.4%**

Change in  
Median Sales Price

### November

### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	237	212	- 10.5%	3,667	3,008	- 18.0%
Closed Sales	104	112	+ 7.7%	1,390	1,416	+ 1.9%
Median Sales Price*	\$182,000	\$182,815	+ 0.4%	\$161,750	\$166,450	+ 2.9%
Average Sales Price*	\$291,833	\$245,914	- 15.7%	\$252,326	\$237,521	- 5.9%
Percent of Original List Price Received*	88.5%	88.6%	+ 0.1%	89.5%	88.1%	- 1.6%
List to Close	152	162	+ 6.6%	155	165	+ 6.7%
Inventory of Homes for Sale	1,897	1,449	- 23.6%	--	--	--
Months Supply of Inventory	14.7	11.3	- 23.3%	--	--	--

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

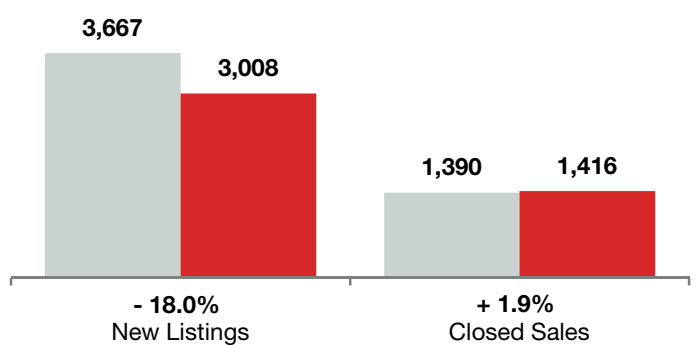
### November

■ 2010 ■ 2011



### Year to Date

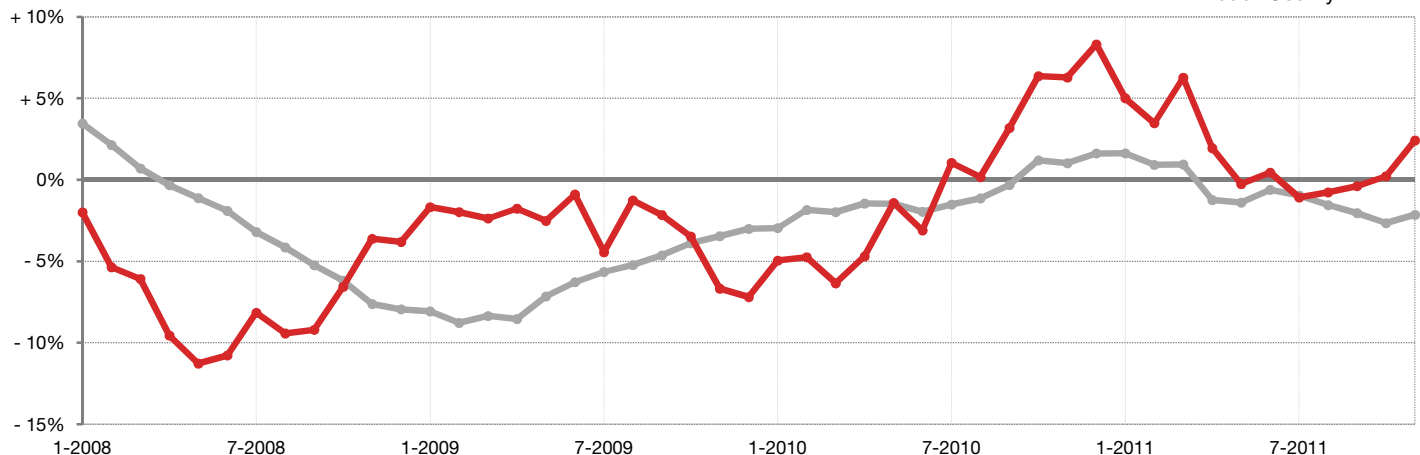
■ 2010 ■ 2011



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

Entire CMLS Area —

Iredell County —



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Charlotte Regional Realtor® Association

## Lincoln County

**+ 3.4%**

Change in  
New Listings

**- 11.3%**

Change in  
Closed Sales

**- 4.0%**

Change in  
Median Sales Price

### November

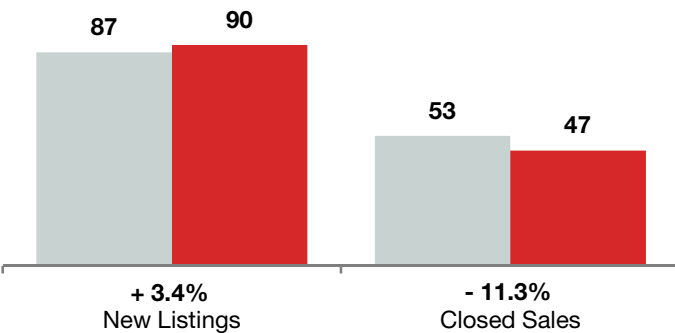
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	87	90	+ 3.4%	1,539	1,349	- 12.3%
Closed Sales	53	47	- 11.3%	546	585	+ 7.1%
Median Sales Price*	\$175,000	\$168,000	- 4.0%	\$150,000	\$139,900	- 6.7%
Average Sales Price*	\$191,325	\$205,438	+ 7.4%	\$206,271	\$191,074	- 7.4%
Percent of Original List Price Received*	89.9%	91.3%	+ 1.5%	88.7%	88.9%	+ 0.2%
List to Close	158	134	- 15.4%	150	155	+ 3.5%
Inventory of Homes for Sale	754	651	- 13.7%	--	--	--
Months Supply of Inventory	15.3	12.0	- 21.5%	--	--	--

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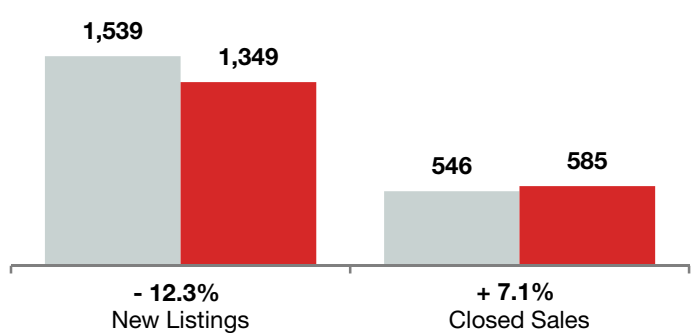
### November

■ 2010 ■ 2011



### Year to Date

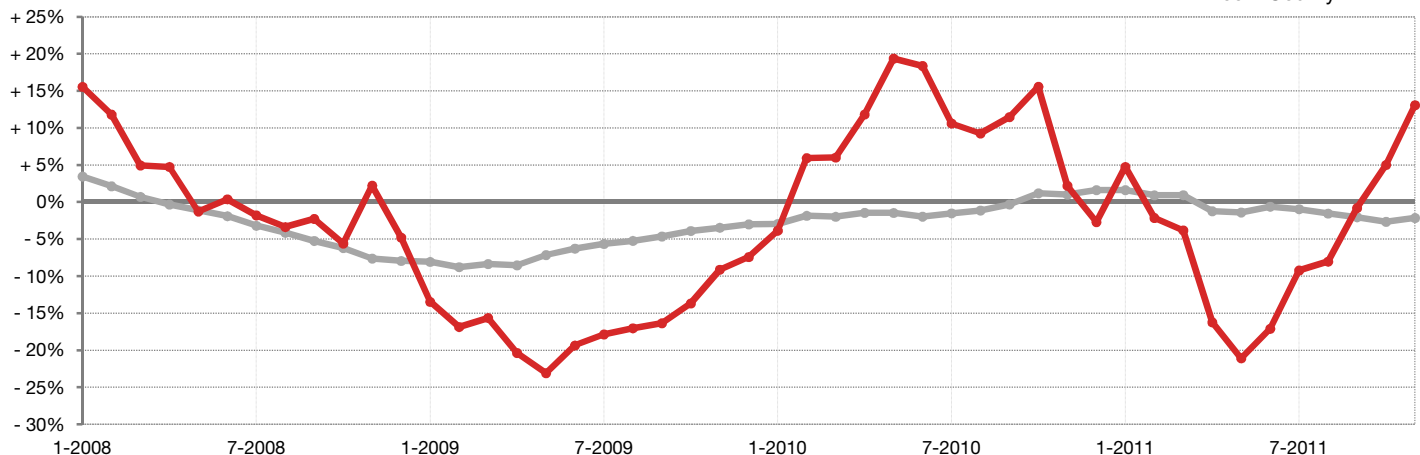
■ 2010 ■ 2011



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

Entire CMLS Area —

Lincoln County —



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## Union County

**- 23.5%**

Change in  
New Listings

**+ 6.8%**

Change in  
Closed Sales

**- 4.0%**

Change in  
Median Sales Price

### November

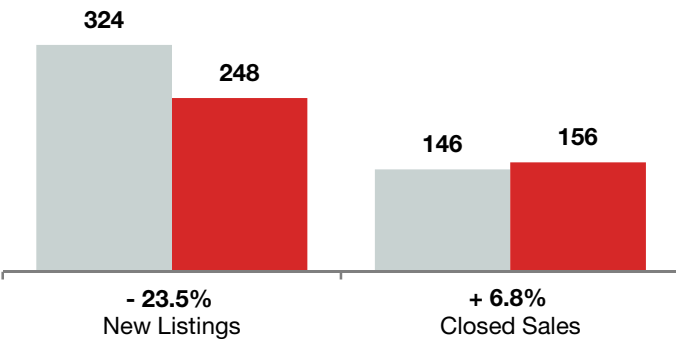
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	324	248	- 23.5%	5,134	4,057	- 21.0%
Closed Sales	146	156	+ 6.8%	1,919	2,028	+ 5.7%
Median Sales Price*	\$209,500	\$201,113	- 4.0%	\$197,900	\$182,900	- 7.6%
Average Sales Price*	\$238,927	\$251,103	+ 5.1%	\$262,050	\$246,026	- 6.1%
Percent of Original List Price Received*	90.0%	91.5%	+ 1.7%	90.6%	90.4%	- 0.2%
List to Close	154	136	- 11.8%	149	156	+ 5.0%
Inventory of Homes for Sale	2,268	1,722	- 24.1%	--	--	--
Months Supply of Inventory	12.9	9.4	- 27.3%	--	--	--

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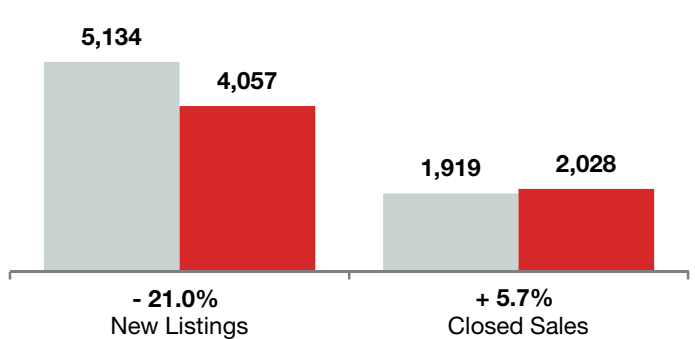
### November

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### Year to Date

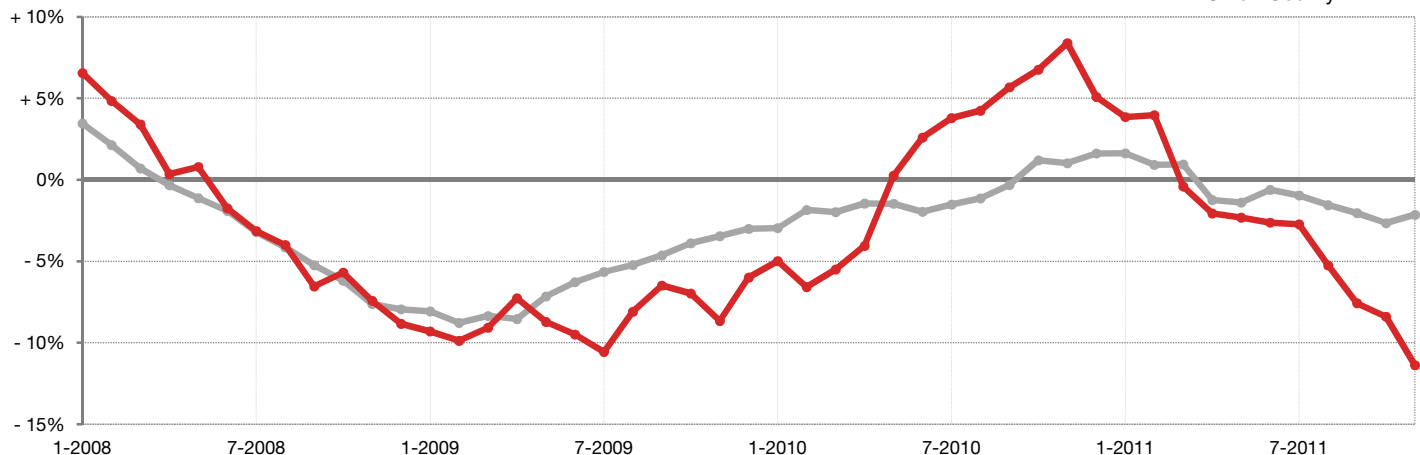
■ 2010 ■ 2011



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

Entire CMLS Area —

Union County —



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Charlotte Regional Realtor® Association

## York County, SC

**- 8.0%**

Change in  
New Listings

**+ 14.3%**

Change in  
Closed Sales

**- 19.9%**

Change in  
Median Sales Price

### November

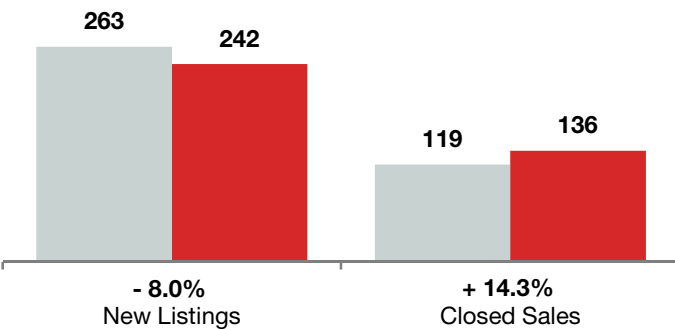
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	263	242	- 8.0%	4,057	3,455	- 14.8%
Closed Sales	119	136	+ 14.3%	1,556	1,662	+ 6.8%
Median Sales Price*	\$200,000	\$160,188	- 19.9%	\$181,900	\$179,000	- 1.6%
Average Sales Price*	\$227,486	\$208,045	- 8.5%	\$217,833	\$209,203	- 4.0%
Percent of Original List Price Received*	89.6%	91.3%	+ 1.9%	92.3%	91.0%	- 1.4%
List to Close	156	154	- 1.7%	151	164	+ 8.1%
Inventory of Homes for Sale	1,935	1,489	- 23.0%	--	--	--
Months Supply of Inventory	13.7	9.7	- 29.1%	--	--	--

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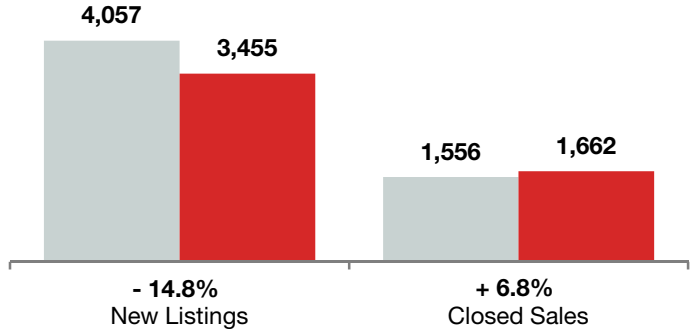
### November

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### Year to Date

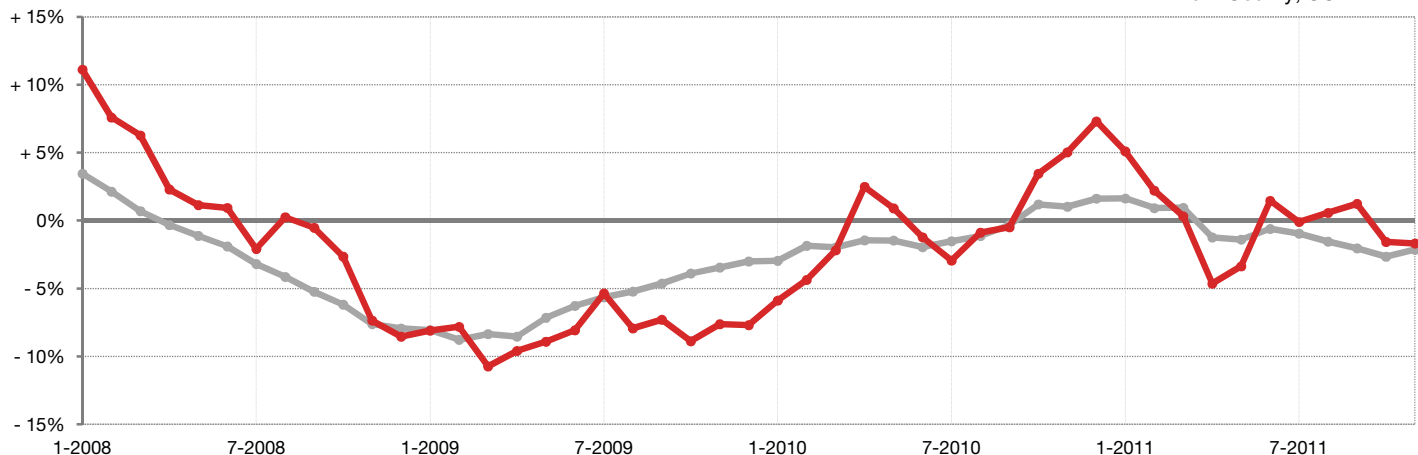
■ 2010 ■ 2011



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

Entire CMLS Area —

York County, SC —



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Charlotte Regional Realtor® Association

## Mecklenburg County

**- 17.9%**

Change in  
New Listings

**+ 21.5%**

Change in  
Closed Sales

**- 9.7%**

Change in  
Median Sales Price

### November

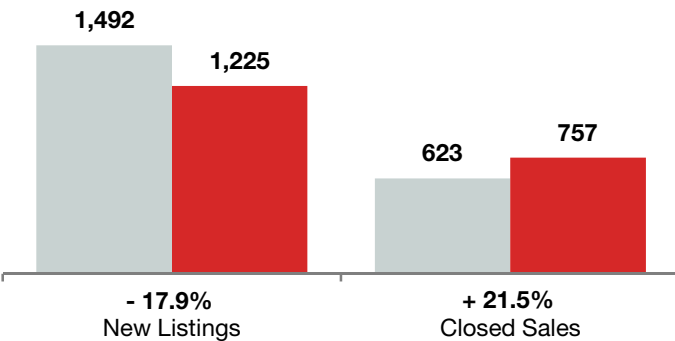
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	1,492	<b>1,225</b>	- 17.9%	25,045	<b>19,428</b>	- 22.4%
Closed Sales	623	<b>757</b>	+ 21.5%	9,459	<b>9,810</b>	+ 3.7%
Median Sales Price*	\$166,100	<b>\$150,000</b>	- 9.7%	\$161,500	<b>\$156,750</b>	- 2.9%
Average Sales Price*	\$231,659	<b>\$191,261</b>	- 17.4%	\$223,558	<b>\$213,727</b>	- 4.4%
Percent of Original List Price Received*	89.1%	<b>91.0%</b>	+ 2.1%	90.4%	<b>89.7%</b>	- 0.7%
List to Close	149	<b>147</b>	- 0.8%	136	<b>144</b>	+ 5.3%
Inventory of Homes for Sale	10,400	<b>7,351</b>	- 29.3%	--	--	--
Months Supply of Inventory	11.9	<b>8.3</b>	- 30.4%	--	--	--

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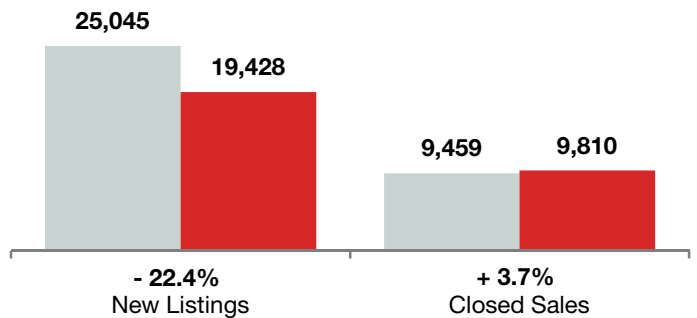
### November

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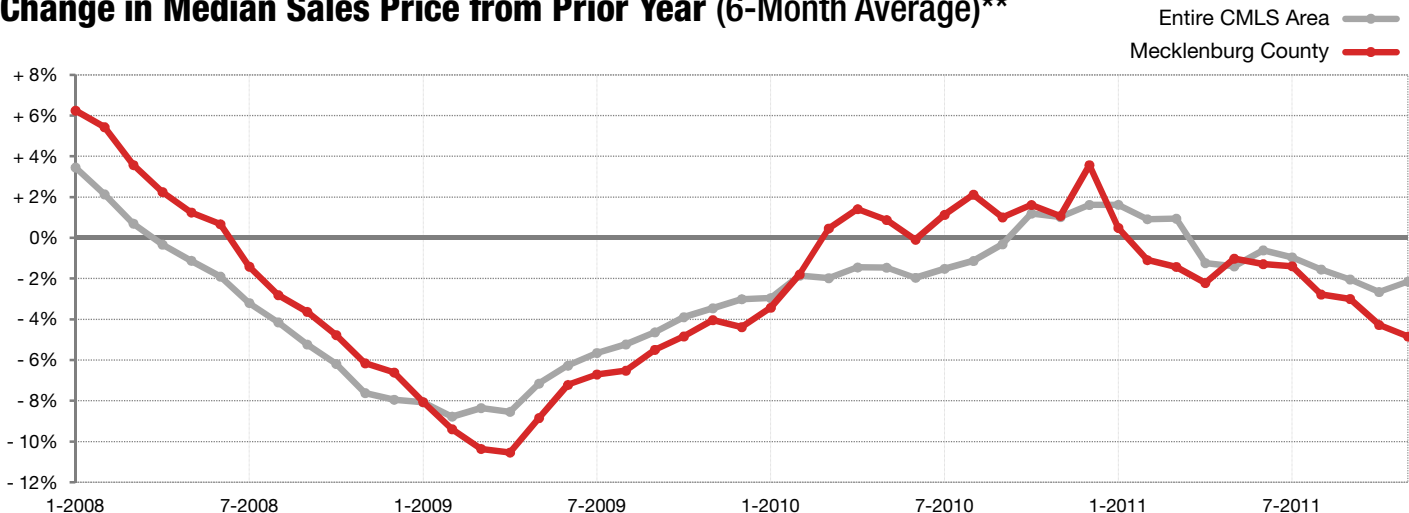


### Year to Date

■ 2010 ■ 2011



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



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Charlotte Regional Realtor® Association

## Mecklenburg - (N) Area 01

**- 14.9%**

Change in  
New Listings

**+ 37.9%**

Change in  
Closed Sales

**- 9.2%**

Change in  
Median Sales Price

### November

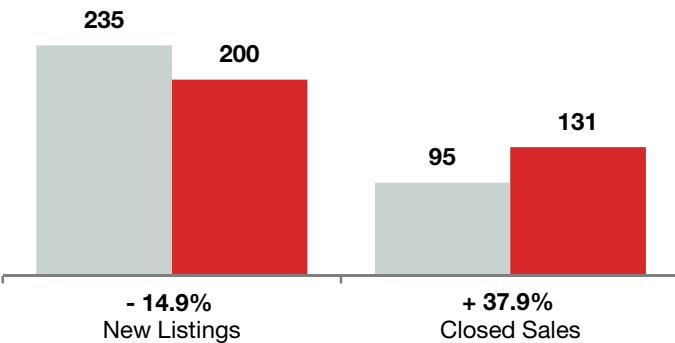
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	235	200	- 14.9%	4,192	3,256	- 22.3%
Closed Sales	95	131	+ 37.9%	1,679	1,653	- 1.5%
Median Sales Price*	\$158,500	\$143,900	- 9.2%	\$155,000	\$147,000	- 5.2%
Average Sales Price*	\$165,790	\$171,985	+ 3.7%	\$185,090	\$175,703	- 5.1%
Percent of Original List Price Received*	89.9%	91.7%	+ 2.1%	91.9%	90.8%	- 1.2%
List to Close	156	157	+ 0.2%	137	146	+ 6.7%
Inventory of Homes for Sale	1,731	1,235	- 28.7%	--	--	--
Months Supply of Inventory	11.2	8.2	- 27.5%	--	--	--

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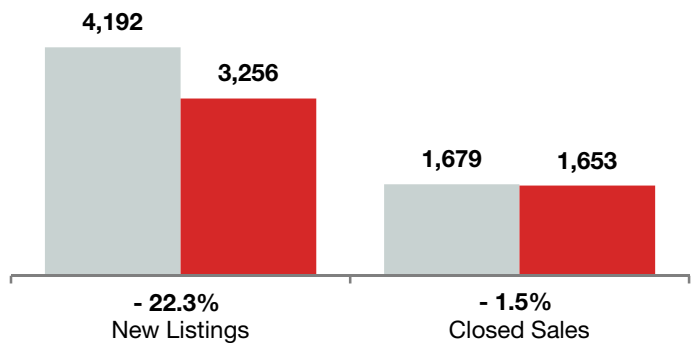
### November

■ 2010 ■ 2011

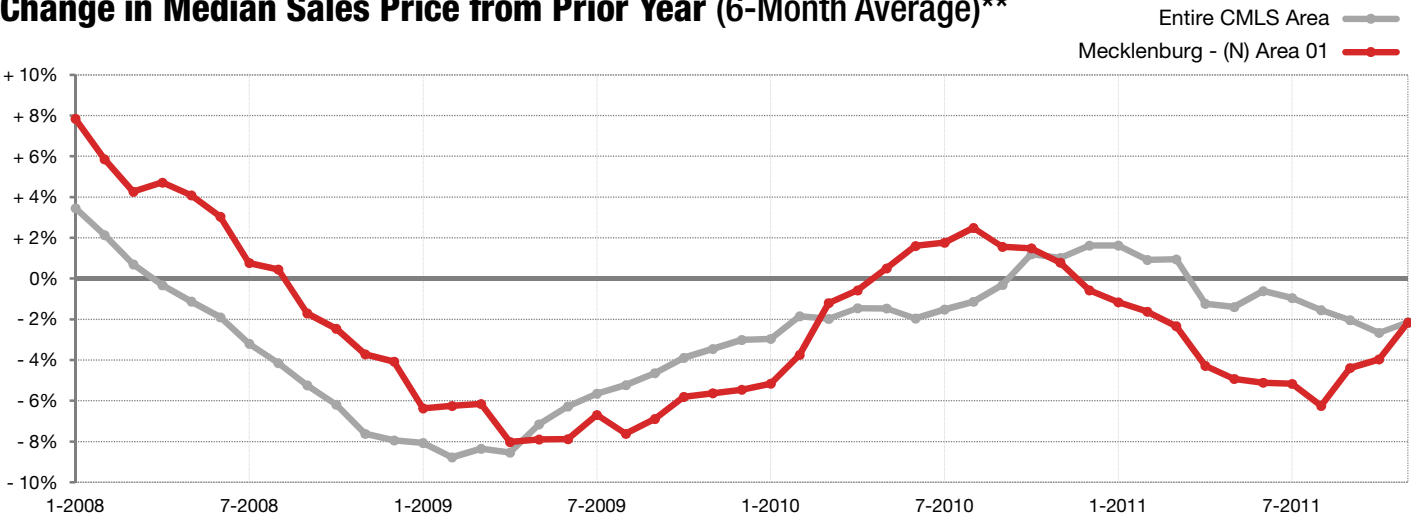


### Year to Date

■ 2010 ■ 2011



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



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Charlotte Regional Realtor® Association

## Mecklenburg - (E) Area 02

**- 22.1%**

Change in  
New Listings

**+ 14.9%**

Change in  
Closed Sales

**- 30.6%**

Change in  
Median Sales Price

### November

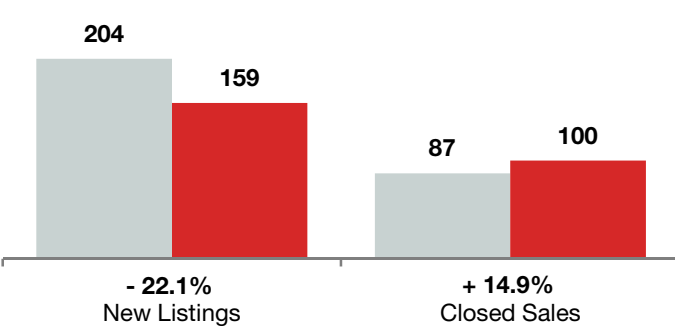
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	204	159	- 22.1%	3,099	2,324	- 25.0%
Closed Sales	87	100	+ 14.9%	1,145	1,177	+ 2.8%
Median Sales Price*	\$115,288	<b>\$80,000</b>	- 30.6%	\$110,000	<b>\$95,000</b>	- 13.6%
Average Sales Price*	\$133,492	<b>\$99,268</b>	- 25.6%	\$123,799	<b>\$109,554</b>	- 11.5%
Percent of Original List Price Received*	87.3%	<b>89.1%</b>	+ 2.1%	89.5%	<b>88.8%</b>	- 0.8%
List to Close	129	144	+ 11.1%	122	136	+ 11.8%
Inventory of Homes for Sale	1,252	873	- 30.3%	--	--	--
Months Supply of Inventory	11.8	8.2	- 30.0%	--	--	--

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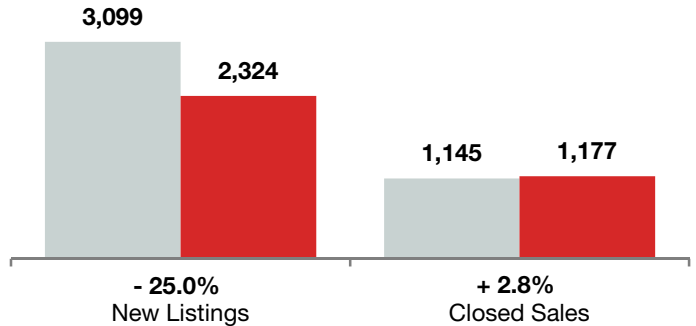
### November

■ 2010 ■ 2011

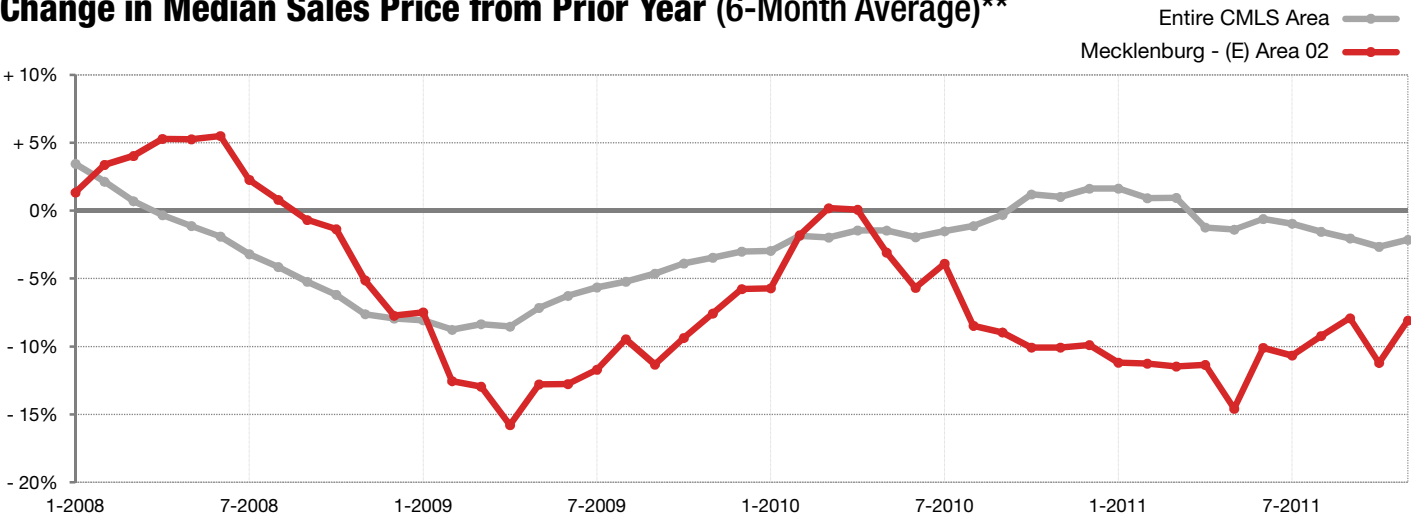


### Year to Date

■ 2010 ■ 2011



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Charlotte Regional Realtor® Association

## Mecklenburg - (SE) Area 03

**- 17.2%**

Change in  
New Listings

**+ 10.9%**

Change in  
Closed Sales

**- 15.3%**

Change in  
Median Sales Price

### November

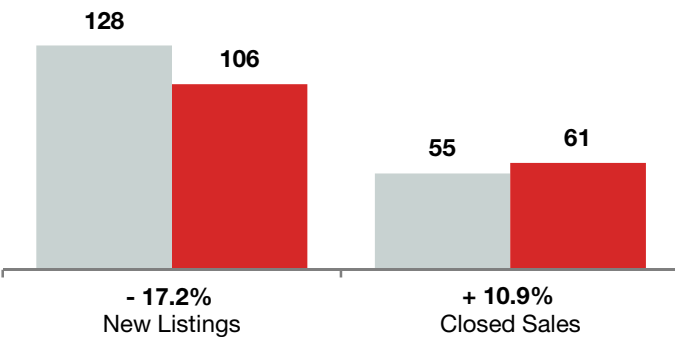
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	128	106	- 17.2%	1,863	1,455	- 21.9%
Closed Sales	55	61	+ 10.9%	697	714	+ 2.4%
Median Sales Price*	\$118,000	\$99,900	- 15.3%	\$124,160	\$105,000	- 15.4%
Average Sales Price*	\$136,921	\$124,115	- 9.4%	\$146,703	\$125,703	- 14.3%
Percent of Original List Price Received*	88.3%	89.0%	+ 0.8%	89.5%	87.9%	- 1.8%
List to Close	138	143	+ 3.6%	133	137	+ 3.2%
Inventory of Homes for Sale	795	553	- 30.4%	--	--	--
Months Supply of Inventory	12.3	8.5	- 31.1%	--	--	--

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

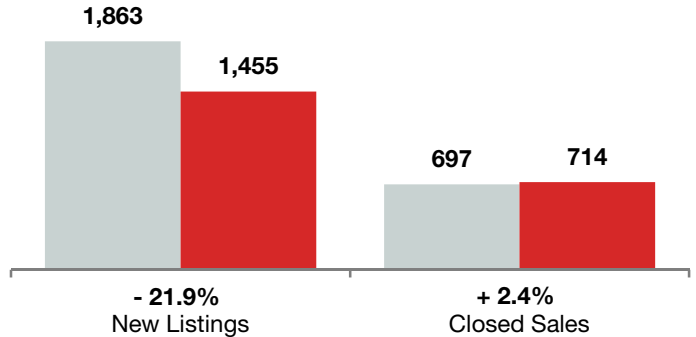
### November

■ 2010 ■ 2011

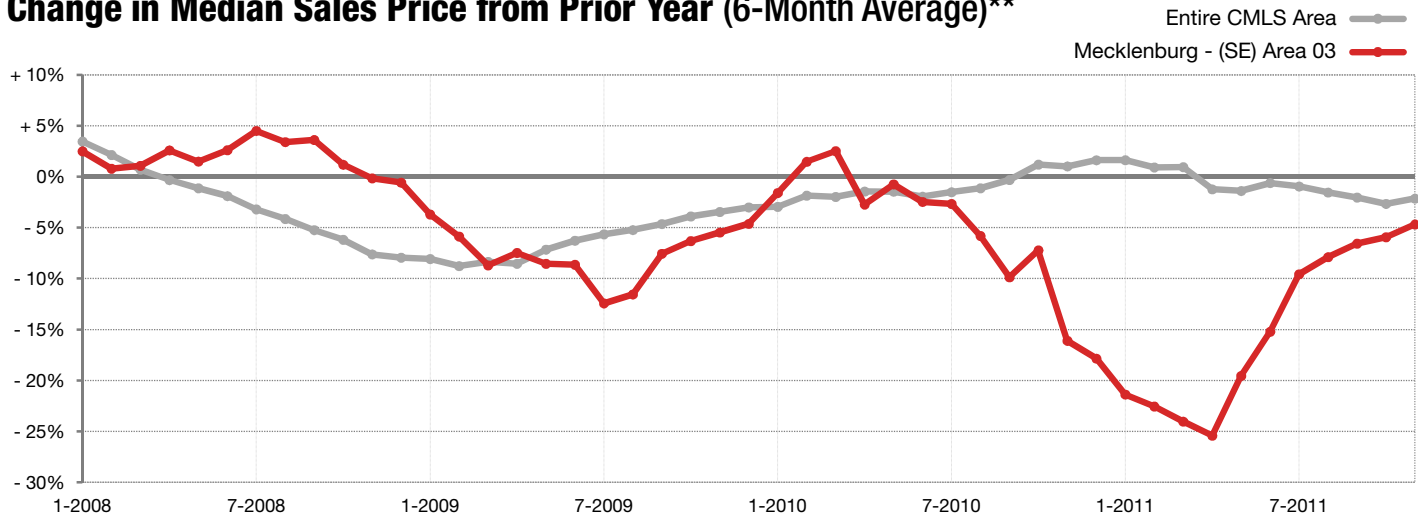


### Year to Date

■ 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 – November 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Mecklenburg - (SSE) Area 04

**0.0%**

Change in  
New Listings

**- 1.8%**

Change in  
Closed Sales

**- 4.2%**

Change in  
Median Sales Price

### November

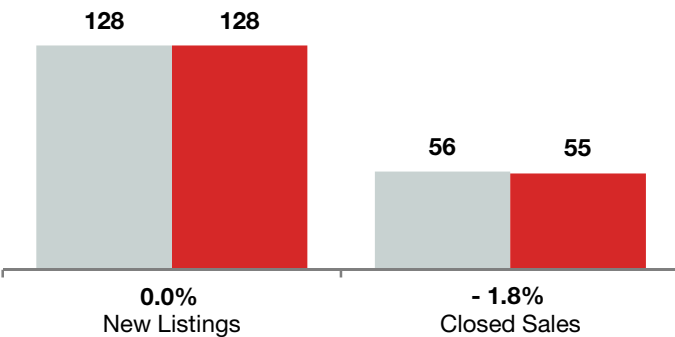
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	128	128	0.0%	2,612	2,004	- 23.3%
Closed Sales	56	55	- 1.8%	830	937	+ 12.9%
Median Sales Price*	\$215,000	\$206,000	- 4.2%	\$242,000	\$254,325	+ 5.1%
Average Sales Price*	\$272,774	\$246,892	- 9.5%	\$305,021	\$301,332	- 1.2%
Percent of Original List Price Received*	90.8%	89.7%	- 1.2%	89.9%	89.7%	- 0.2%
List to Close	132	172	+ 29.7%	140	151	+ 7.9%
Inventory of Homes for Sale	1,057	770	- 27.2%	--	--	--
Months Supply of Inventory	13.8	9.1	- 34.4%	--	--	--

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

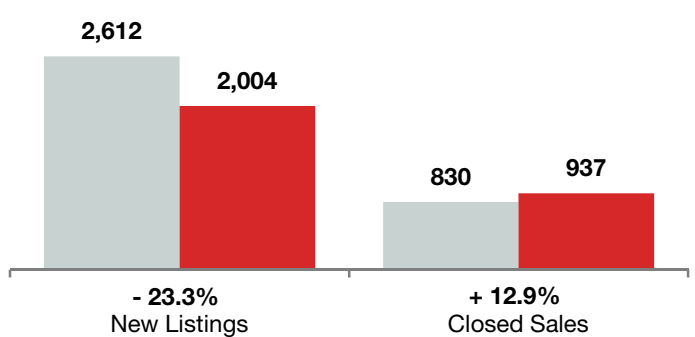
### November

■ 2010 ■ 2011

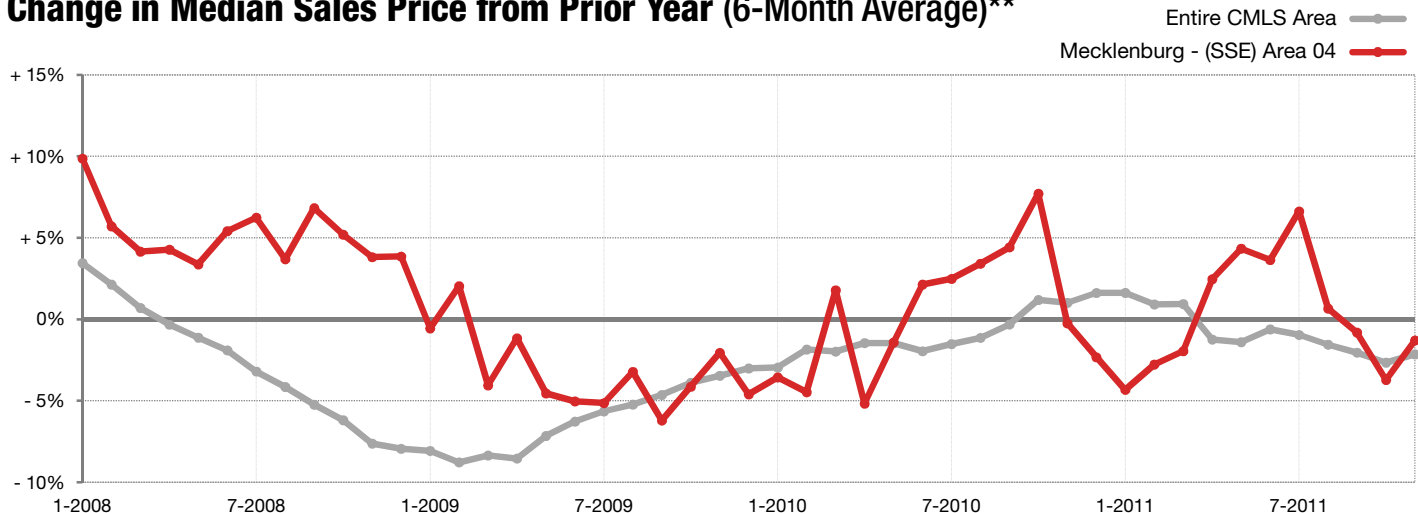


### Year to Date

■ 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 – November 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Mecklenburg - (S) Area 05

**- 20.3%**

Change in  
New Listings

**+ 9.8%**

Change in  
Closed Sales

**- 11.8%**

Change in  
Median Sales Price

### November

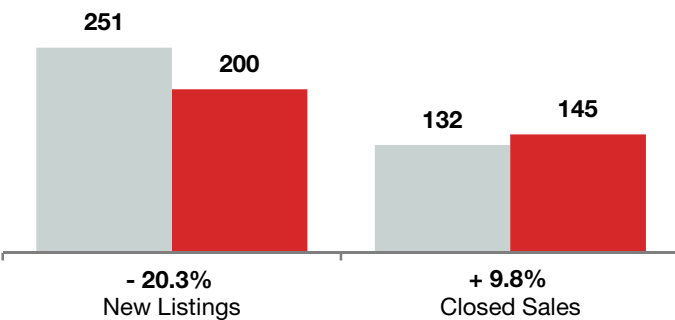
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	251	200	- 20.3%	4,535	3,732	- 17.7%
Closed Sales	132	145	+ 9.8%	1,775	1,839	+ 3.6%
Median Sales Price*	\$271,000	<b>\$239,000</b>	- 11.8%	\$277,893	<b>\$270,000</b>	- 2.8%
Average Sales Price*	\$368,043	<b>\$315,134</b>	- 14.4%	\$381,400	<b>\$358,347</b>	- 6.0%
Percent of Original List Price Received*	88.7%	<b>92.2%</b>	+ 4.0%	89.9%	<b>90.7%</b>	+ 0.8%
List to Close	167	151	- 9.7%	150	143	- 4.6%
Inventory of Homes for Sale	1,886	1,370	- 27.4%	--	--	--
Months Supply of Inventory	11.9	8.4	- 29.5%	--	--	--

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

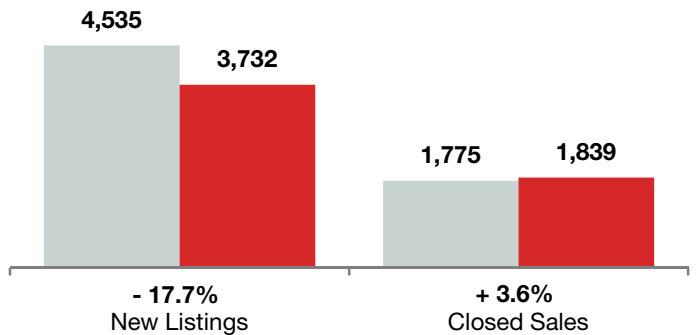
### November

■ 2010 ■ 2011



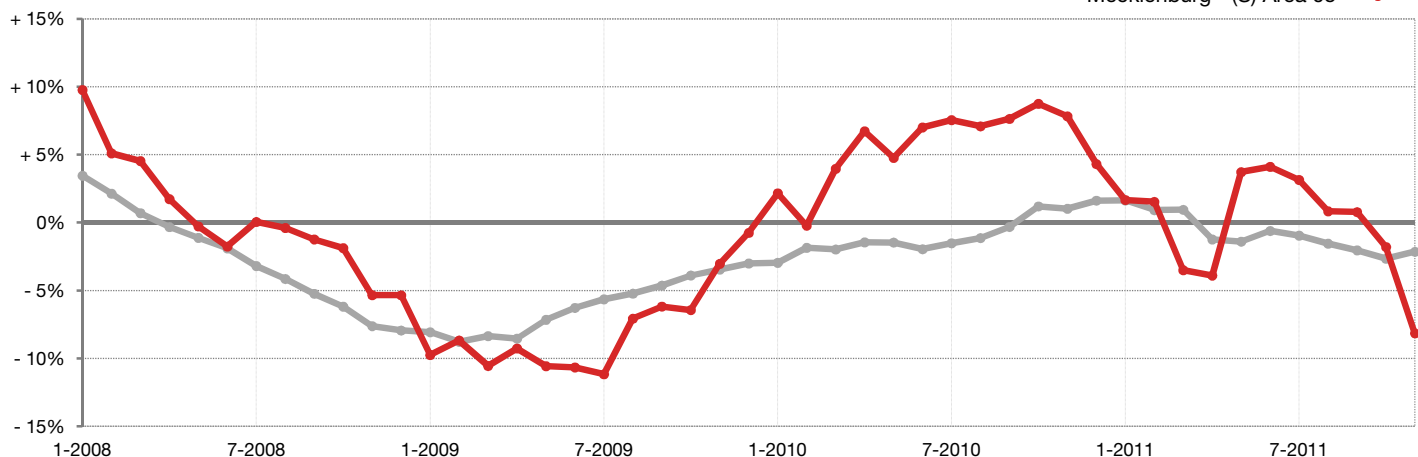
### Year to Date

■ 2010 ■ 2011



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

— Entire CMLS Area  
— Mecklenburg - (S) Area 05



\*\* 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 – November 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Mecklenburg - (SSW) Area 06

**- 17.3%**

Change in  
New Listings

**+ 72.7%**

Change in  
Closed Sales

**- 20.6%**

Change in  
Median Sales Price

### November

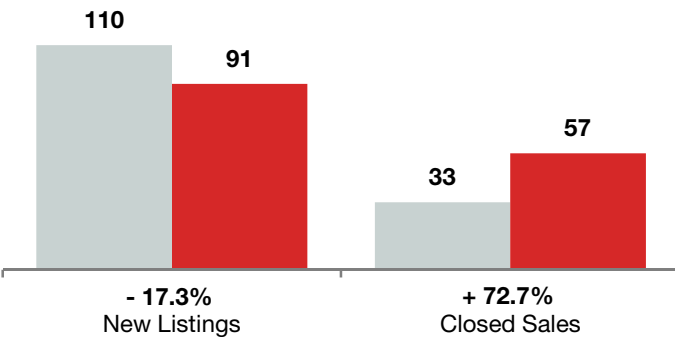
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	110	91	- 17.3%	1,901	1,487	- 21.8%
Closed Sales	33	57	+ 72.7%	633	761	+ 20.2%
Median Sales Price*	\$188,990	\$150,000	- 20.6%	\$176,000	\$180,000	+ 2.3%
Average Sales Price*	\$223,249	\$183,441	- 17.8%	\$205,374	\$204,850	- 0.3%
Percent of Original List Price Received*	91.0%	91.6%	+ 0.7%	90.2%	91.2%	+ 1.2%
List to Close	142	130	- 8.8%	140	144	+ 2.9%
Inventory of Homes for Sale	777	533	- 31.4%	--	--	--
Months Supply of Inventory	13.0	8.4	- 34.9%	--	--	--

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

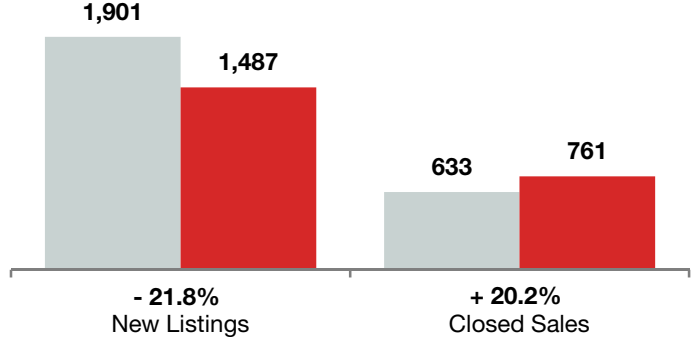
### November

■ 2010 ■ 2011

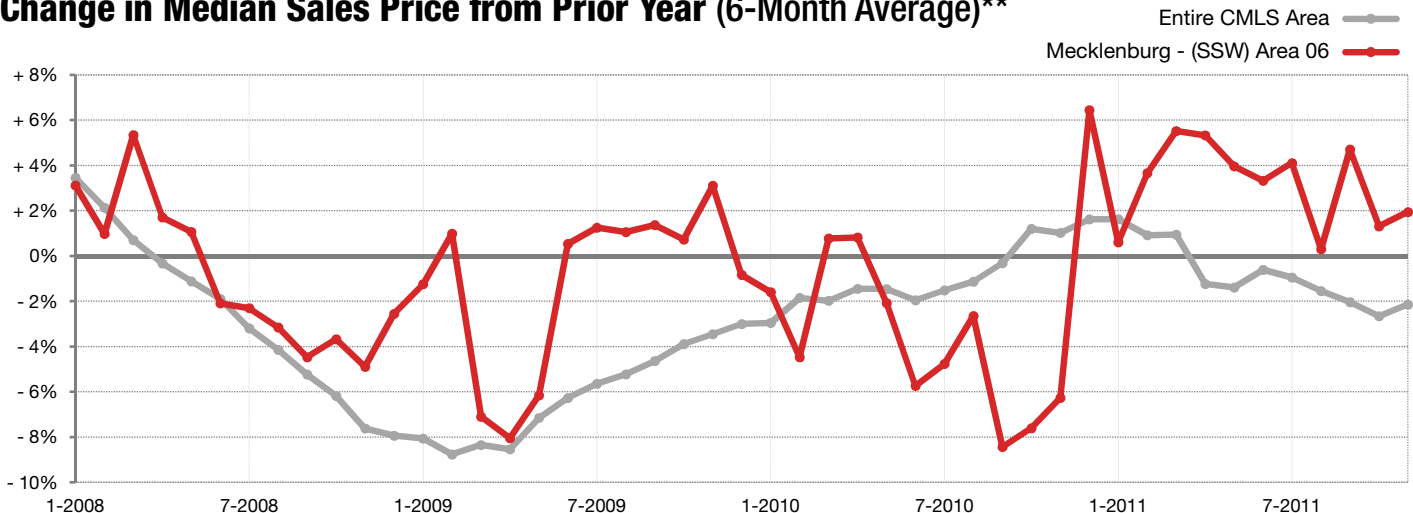


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Mecklenburg - (SW) Area 07

**- 29.8%**

Change in  
New Listings

**+ 55.8%**

Change in  
Closed Sales

**+ 6.6%**

Change in  
Median Sales Price

### November

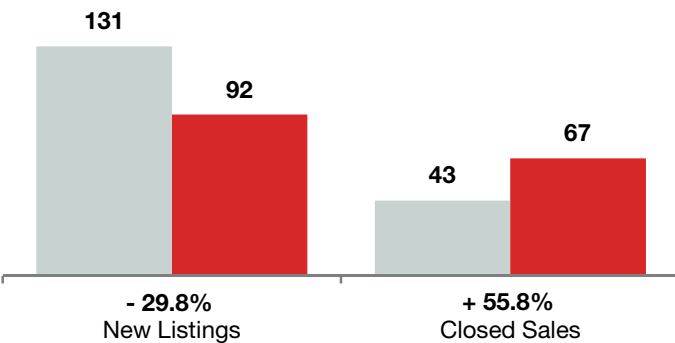
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	131	92	- 29.8%	1,653	1,267	- 23.4%
Closed Sales	43	67	+ 55.8%	635	751	+ 18.3%
Median Sales Price*	\$145,000	\$154,625	+ 6.6%	\$142,000	\$126,000	- 11.3%
Average Sales Price*	\$143,275	\$158,786	+ 10.8%	\$140,527	\$134,149	- 4.5%
Percent of Original List Price Received*	90.8%	92.6%	+ 2.0%	91.8%	90.0%	- 1.9%
List to Close	150	131	- 12.6%	123	142	+ 16.0%
Inventory of Homes for Sale	682	418	- 38.7%	--	--	--
Months Supply of Inventory	11.5	6.0	- 48.1%	--	--	--

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

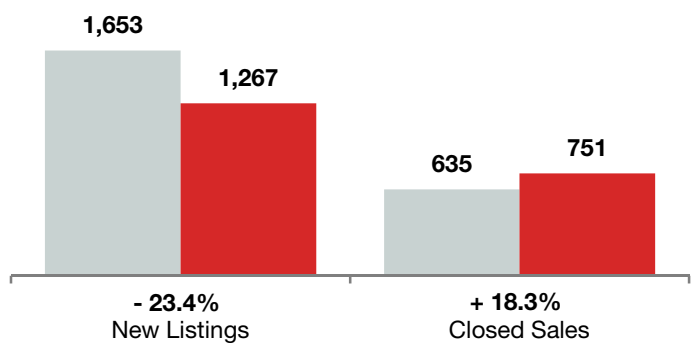
### November

■ 2010 ■ 2011

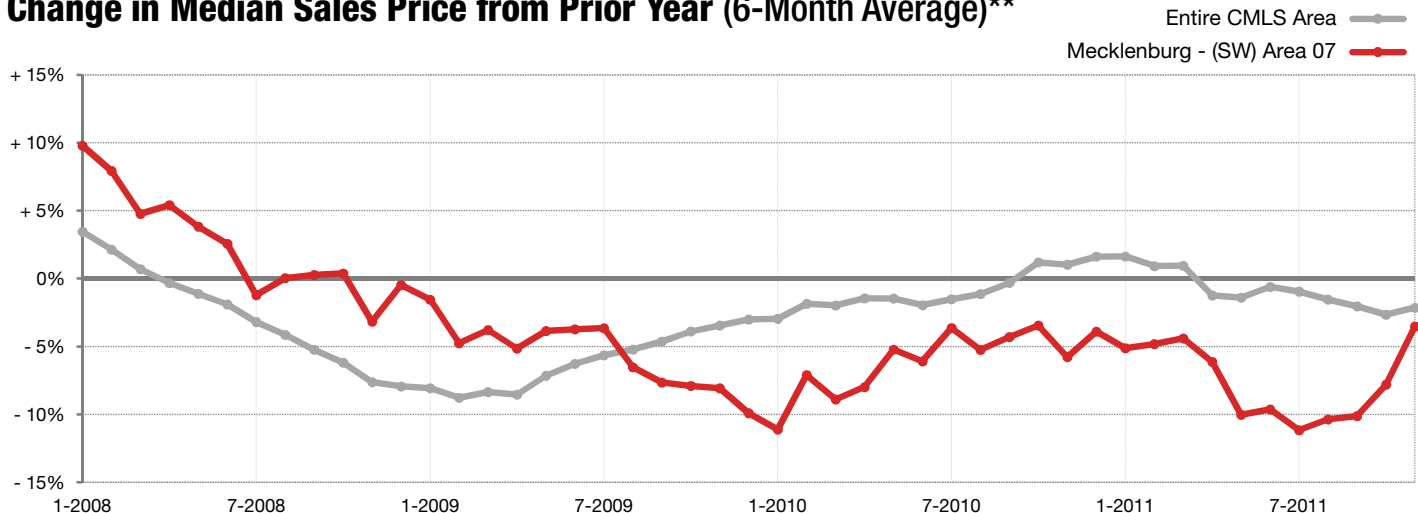


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Mecklenburg - (W) Area 08

**- 25.3%**

Change in  
New Listings

**+ 57.1%**

Change in  
Closed Sales

**- 44.5%**

Change in  
Median Sales Price

### November

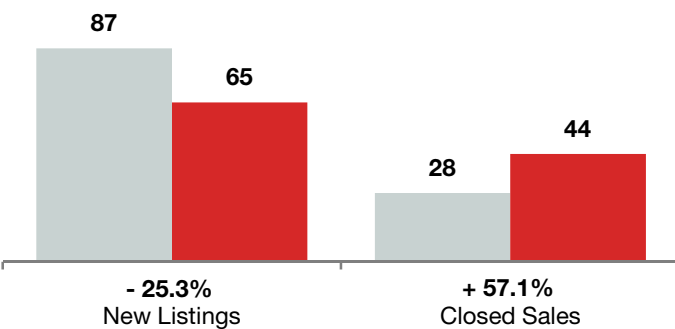
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	87	65	- 25.3%	1,281	927	- 27.6%
Closed Sales	28	44	+ 57.1%	570	502	- 11.9%
Median Sales Price*	\$83,000	\$46,100	- 44.5%	\$77,001	\$55,000	- 28.6%
Average Sales Price*	\$86,015	\$61,821	- 28.1%	\$81,677	\$69,553	- 14.8%
Percent of Original List Price Received*	87.8%	88.9%	+ 1.2%	88.1%	86.0%	- 2.4%
List to Close	109	137	+ 26.0%	115	136	+ 17.5%
Inventory of Homes for Sale	527	380	- 27.9%	--	--	--
Months Supply of Inventory	10.0	8.4	- 16.0%	--	--	--

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

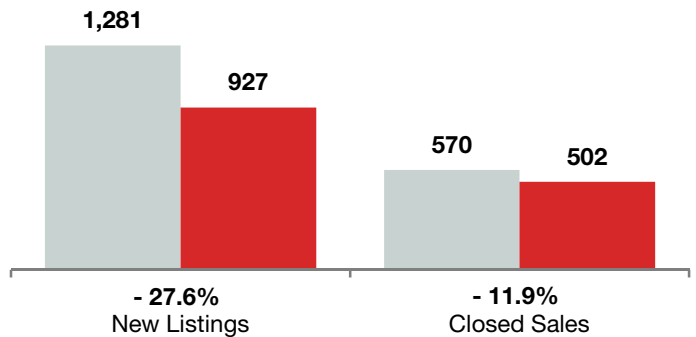
### November

■ 2010 ■ 2011

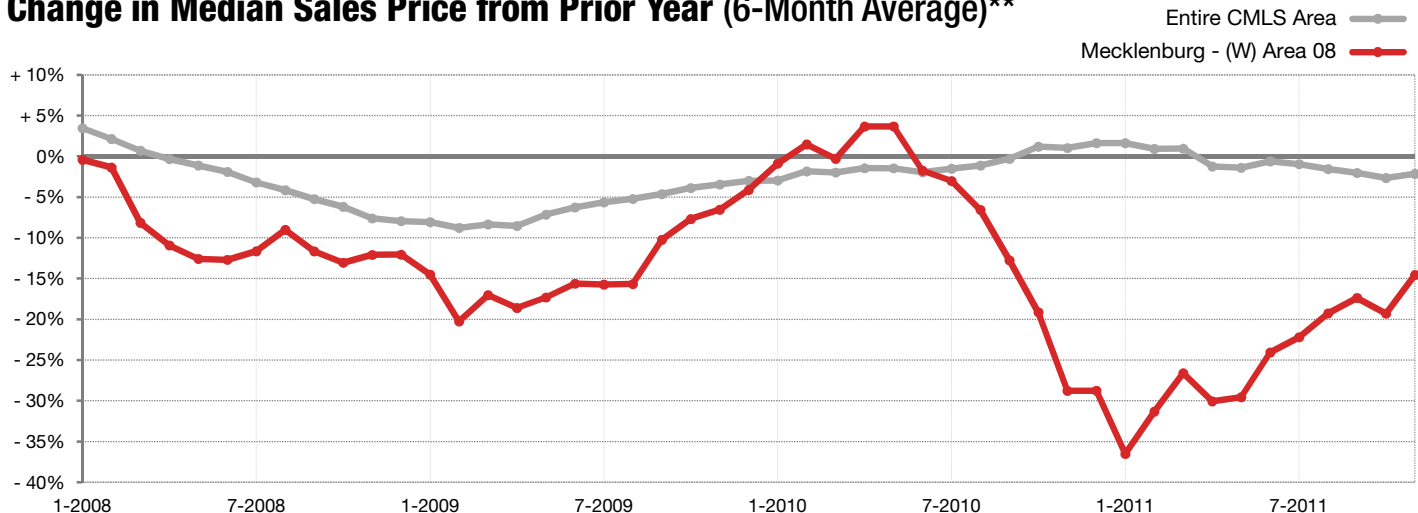


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Mecklenburg - (NW) Area 09

**- 23.0%**

Change in  
New Listings

**+ 15.9%**

Change in  
Closed Sales

**- 31.0%**

Change in  
Median Sales Price

### November

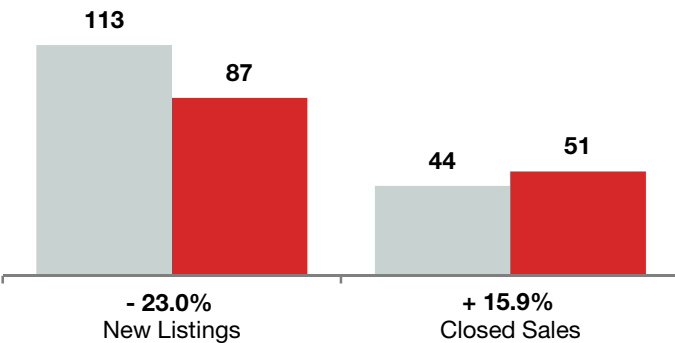
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	113	87	- 23.0%	1,957	1,422	- 27.3%
Closed Sales	44	51	+ 15.9%	839	777	- 7.4%
Median Sales Price*	\$155,750	<b>\$107,500</b>	- 31.0%	\$129,990	<b>\$126,600</b>	- 2.6%
Average Sales Price*	\$178,627	<b>\$134,259</b>	- 24.8%	\$156,084	<b>\$148,517</b>	- 4.8%
Percent of Original List Price Received*	89.4%	<b>91.1%</b>	+ 1.9%	92.0%	<b>89.3%</b>	- 3.0%
List to Close	135	<b>144</b>	+ 6.9%	129	<b>142</b>	+ 10.1%
Inventory of Homes for Sale	785	<b>498</b>	- 36.6%	--	--	--
Months Supply of Inventory	10.3	<b>7.1</b>	- 31.2%	--	--	--

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

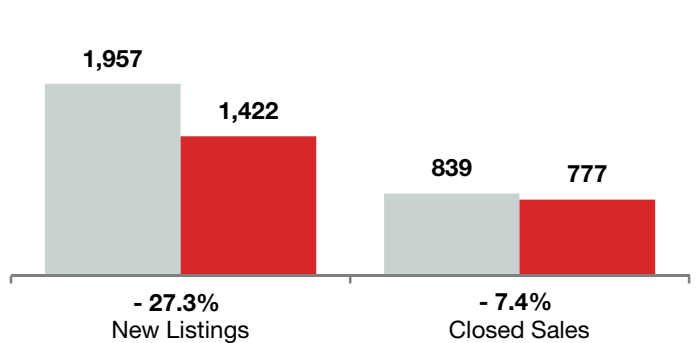
### November

■ 2010 ■ 2011

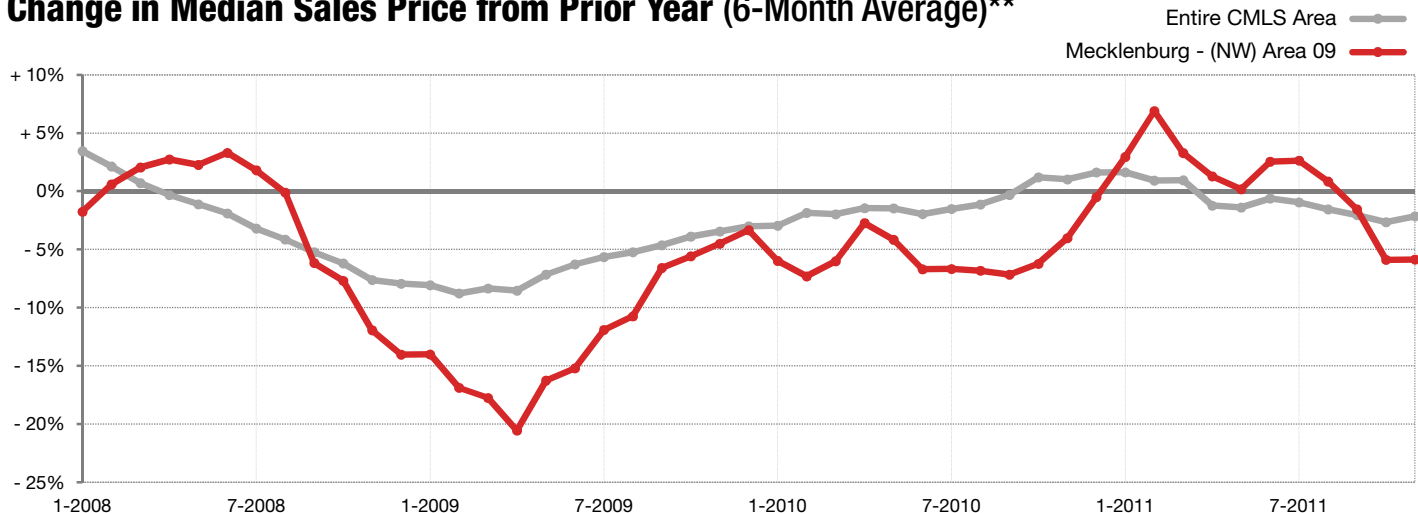


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Lake Norman / Area 13

**- 20.9%**

Change in  
New Listings

**+ 15.4%**

Change in  
Closed Sales

**- 25.7%**

Change in  
Median Sales Price

### November

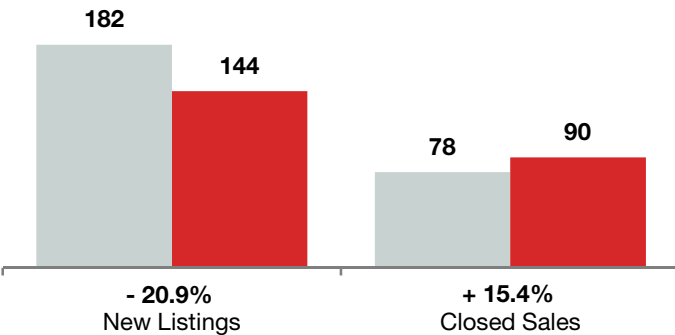
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	182	144	- 20.9%	3,000	2,454	- 18.2%
Closed Sales	78	90	+ 15.4%	973	1,012	+ 4.0%
Median Sales Price*	\$373,345	\$277,250	- 25.7%	\$325,000	\$321,435	- 1.1%
Average Sales Price*	\$536,181	\$334,075	- 37.7%	\$440,229	\$422,283	- 4.1%
Percent of Original List Price Received*	87.9%	91.5%	+ 4.1%	89.0%	88.7%	- 0.3%
List to Close	173	156	- 9.7%	166	174	+ 4.8%
Inventory of Homes for Sale	1,485	1,154	- 22.3%	--	--	--
Months Supply of Inventory	17.0	12.3	- 27.3%	--	--	--

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

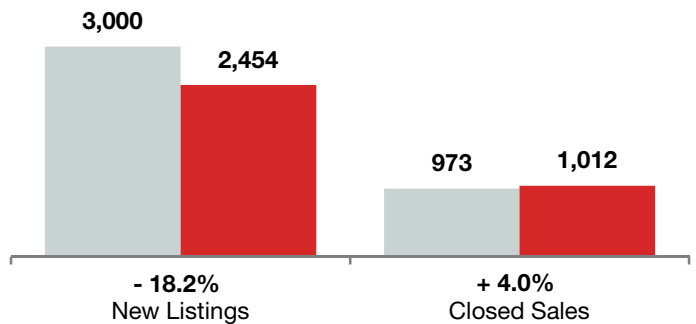
### November

■ 2010 ■ 2011



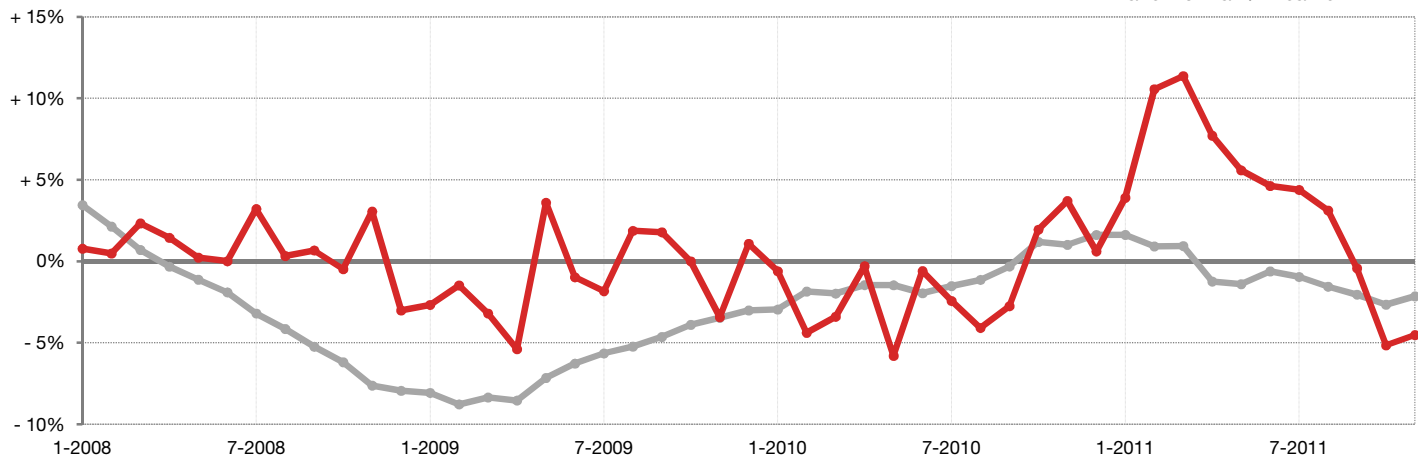
### Year to Date

■ 2010 ■ 2011



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

Entire CMLS Area —  
Lake Norman / Area 13 —



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# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Lake Wylie / Area 15

**- 7.3%**

Change in  
New Listings

**- 12.5%**

Change in  
Closed Sales

**- 1.4%**

Change in  
Median Sales Price

### November

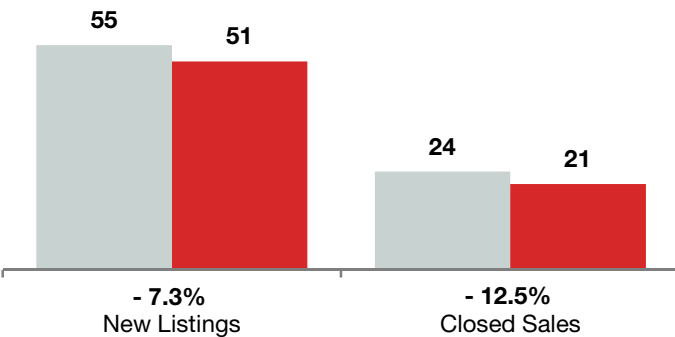
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	55	51	- 7.3%	1,110	845	- 23.9%
Closed Sales	24	21	- 12.5%	343	336	- 2.0%
Median Sales Price*	\$345,000	\$340,000	- 1.4%	\$308,900	\$275,000	- 11.0%
Average Sales Price*	\$349,759	\$388,381	+ 11.0%	\$363,738	\$315,729	- 13.2%
Percent of Original List Price Received*	82.9%	88.2%	+ 6.4%	87.5%	88.3%	+ 0.9%
List to Close	175	164	- 6.2%	180	179	- 0.7%
Inventory of Homes for Sale	561	411	- 26.7%	--	--	--
Months Supply of Inventory	18.3	12.8	- 30.2%	--	--	--

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

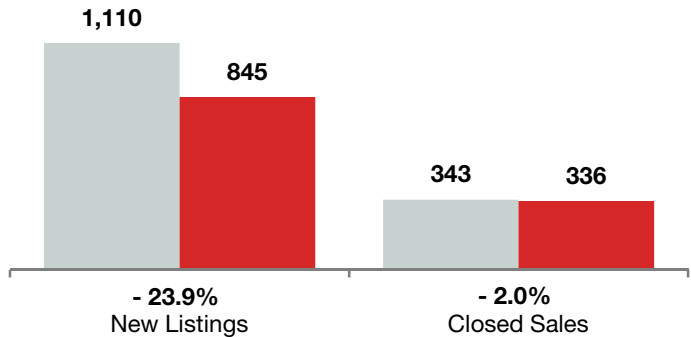
### November

■ 2010 ■ 2011



### Year to Date

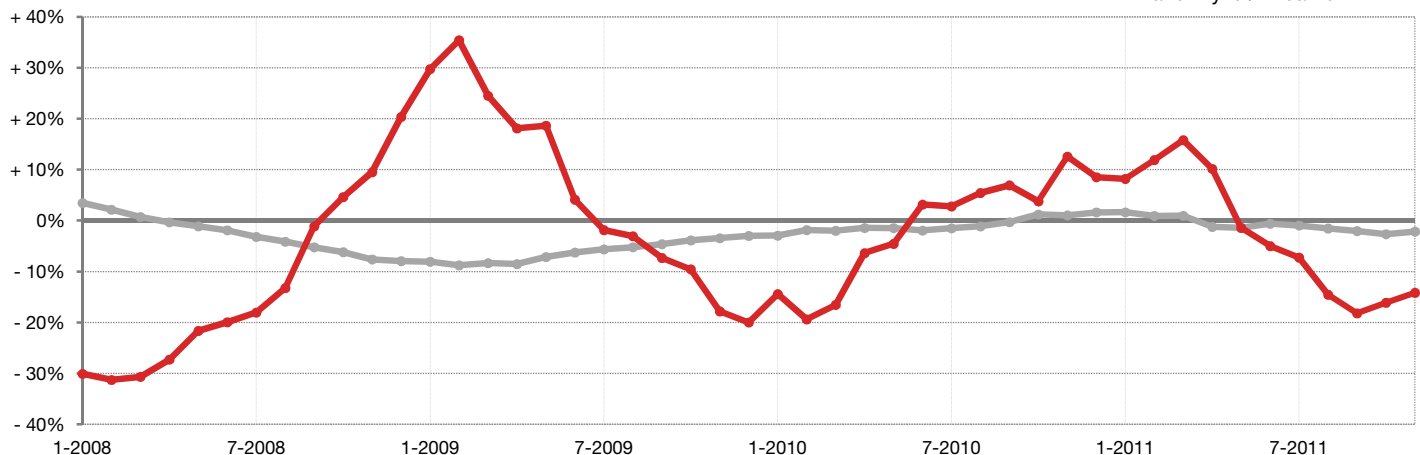
■ 2010 ■ 2011



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

Entire CMLS Area —

Lake Wylie / Area 15 —



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# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Uptown / Area 99

**- 3.8%**

Change in  
New Listings

**+ 20.0%**

Change in  
Closed Sales

**- 23.0%**

Change in  
Median Sales Price

### November

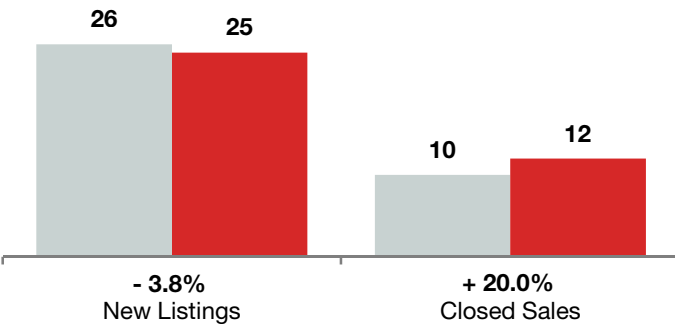
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	26	25	- 3.8%	513	351	- 31.6%
Closed Sales	10	12	+ 20.0%	134	165	+ 23.1%
Median Sales Price*	\$250,000	<b>\$192,500</b>	- 23.0%	\$217,000	<b>\$198,000</b>	- 8.8%
Average Sales Price*	\$316,870	<b>\$219,658</b>	- 30.7%	\$254,449	<b>\$259,456</b>	+ 2.0%
Percent of Original List Price Received*	89.7%	<b>91.6%</b>	+ 2.1%	89.2%	<b>89.8%</b>	+ 0.6%
List to Close	186	101	- 45.4%	149	152	+ 2.0%
Inventory of Homes for Sale	236	166	- 29.7%	--	--	--
Months Supply of Inventory	15.8	11.5	- 27.2%	--	--	--

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

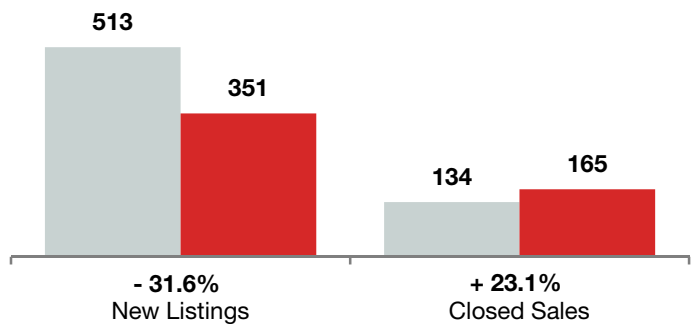
### November

■ 2010 ■ 2011

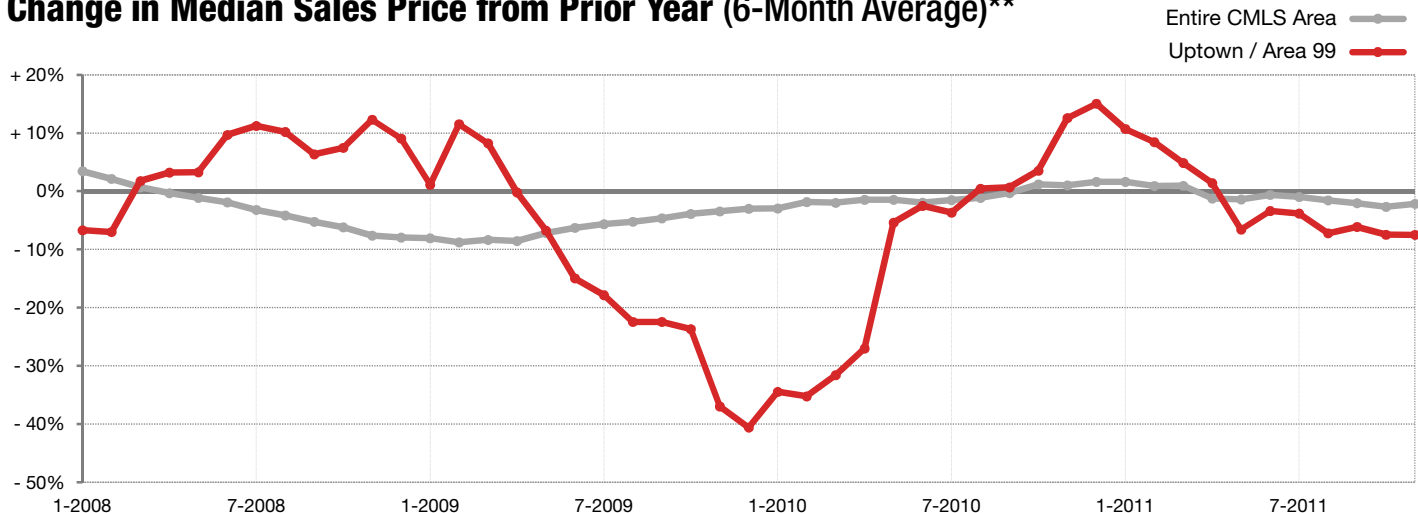


### Year to Date

■ 2010 ■ 2011



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



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# Local Market Update – November 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Charlotte-Gastonia-Rock Hill MSA

**- 15.8%**

Change in  
New Listings

**+ 14.7%**

Change in  
Closed Sales

**- 6.7%**

Change in  
Median Sales Price

### November

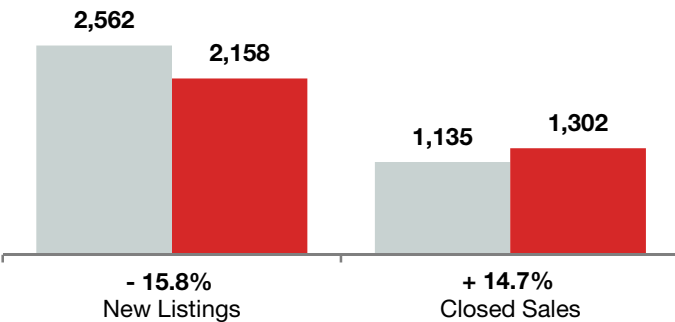
### Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	2,562	2,158	- 15.8%	41,875	33,249	- 20.6%
Closed Sales	1,135	1,302	+ 14.7%	16,132	16,560	+ 2.7%
Median Sales Price*	\$163,995	\$153,000	- 6.7%	\$159,900	\$155,000	- 3.1%
Average Sales Price*	\$215,413	\$194,108	- 9.9%	\$213,472	\$205,457	- 3.8%
Percent of Original List Price Received*	89.3%	91.1%	+ 2.1%	90.5%	89.8%	- 0.8%
List to Close	148	147	- 0.7%	141	149	+ 5.7%
Inventory of Homes for Sale	18,209	13,458	- 26.1%	--	--	--
Months Supply of Inventory	12.3	9.0	- 26.9%	--	--	--

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

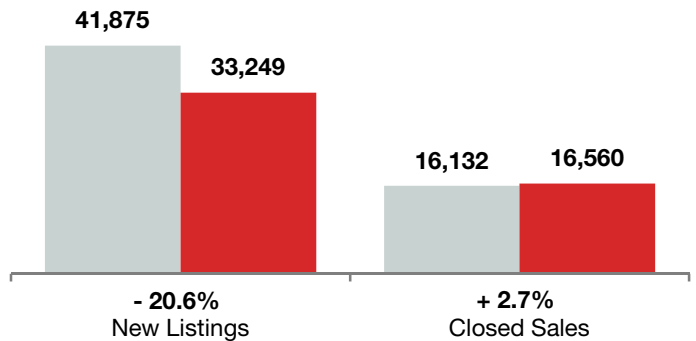
### November

■ 2010 ■ 2011

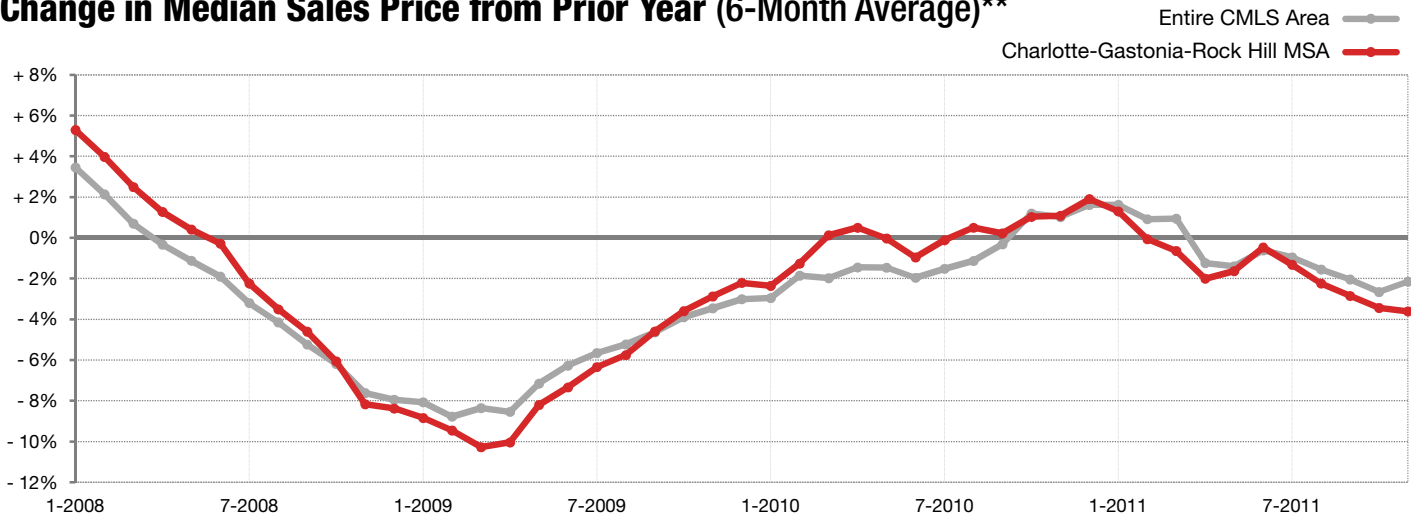


### Year to Date

■ 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.