

Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Entire CMLS Area

- 15.6%

+ 12.4%

- 1.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

October

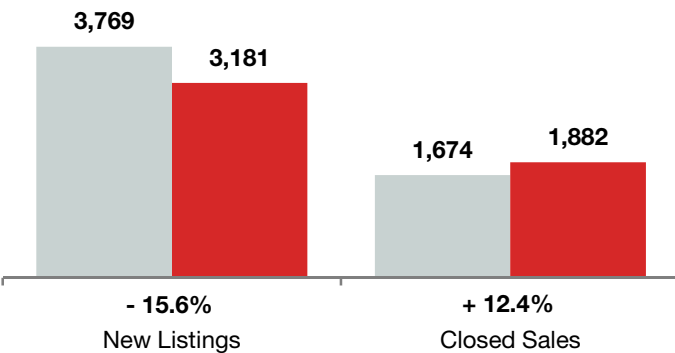
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	3,769	3,181	- 15.6%	50,039	40,338	- 19.4%
Closed Sales	1,674	1,882	+ 12.4%	18,958	19,360	+ 2.1%
Median Sales Price*	\$154,000	\$152,000	- 1.3%	\$155,000	\$152,100	- 1.9%
Average Sales Price*	\$202,146	\$194,837	- 3.6%	\$208,496	\$202,004	- 3.1%
Percent of Original List Price Received*	88.6%	90.0%	+ 1.6%	90.2%	89.2%	- 1.0%
List to Close	144	155	+ 7.6%	144	153	+ 6.3%
Inventory of Homes for Sale	25,249	19,584	- 22.4%	--	--	--
Months Supply of Inventory	13.1	10.4	- 20.4%	--	--	--

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

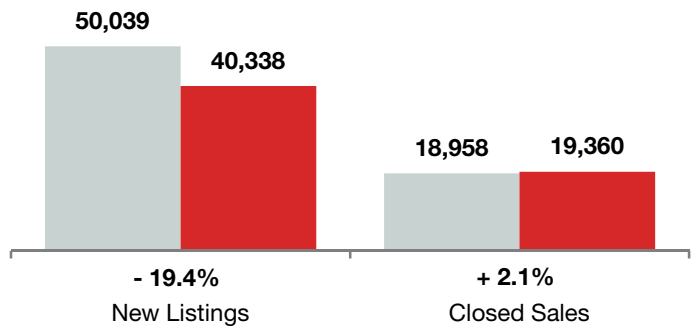
October

2010 2011



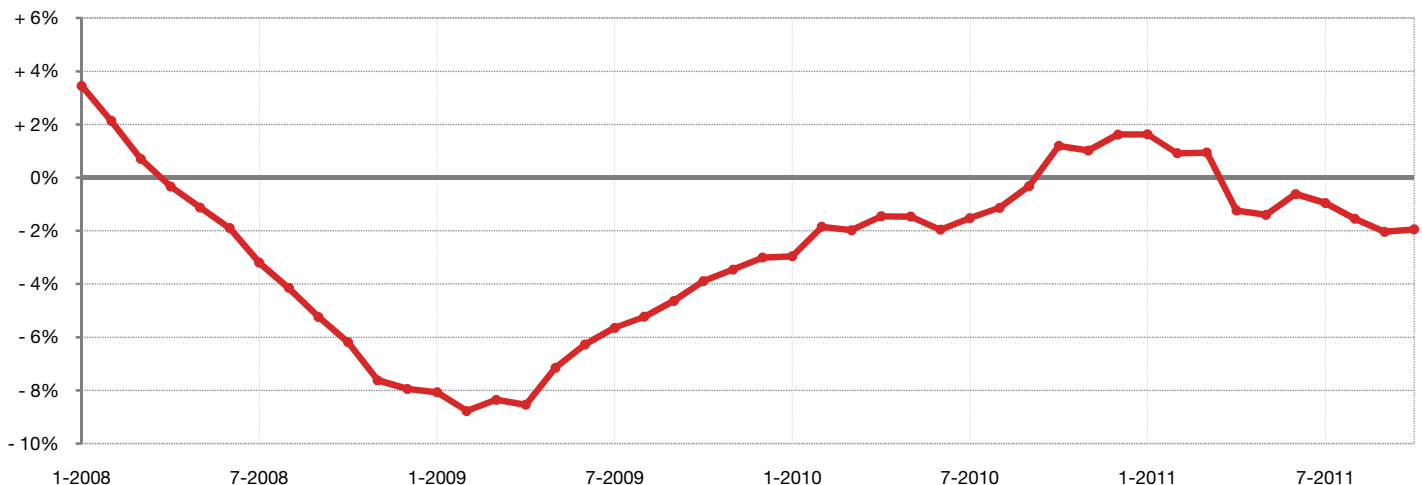
Year to Date

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

- 12.7%

Change in
New Listings

- 6.1%

Change in
Closed Sales

+ 15.8%

Change in
Median Sales Price

October

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	267	233	- 12.7%	3,644	2,951	- 19.0%
Closed Sales	115	108	- 6.1%	1,446	1,440	- 0.4%
Median Sales Price*	\$131,250	\$152,000	+ 15.8%	\$150,000	\$152,000	+ 1.3%
Average Sales Price*	\$170,569	\$170,969	+ 0.2%	\$177,753	\$175,851	- 1.1%
Percent of Original List Price Received*	89.1%	90.5%	+ 1.5%	90.5%	90.0%	- 0.6%
List to Close	142	171	+ 20.8%	149	153	+ 2.7%
Inventory of Homes for Sale	1,874	1,438	- 23.3%	--	--	--
Months Supply of Inventory	12.8	10.2	- 20.1%	--	--	--

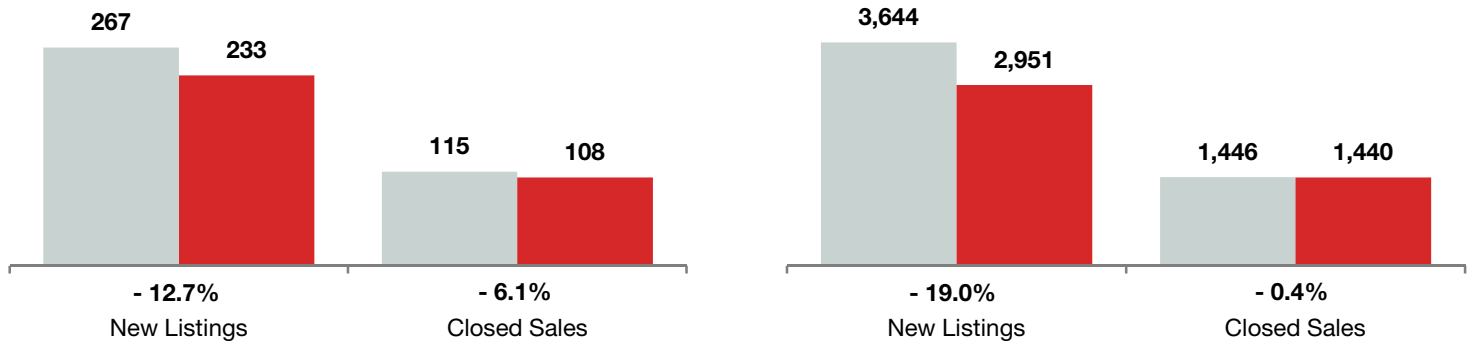
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October

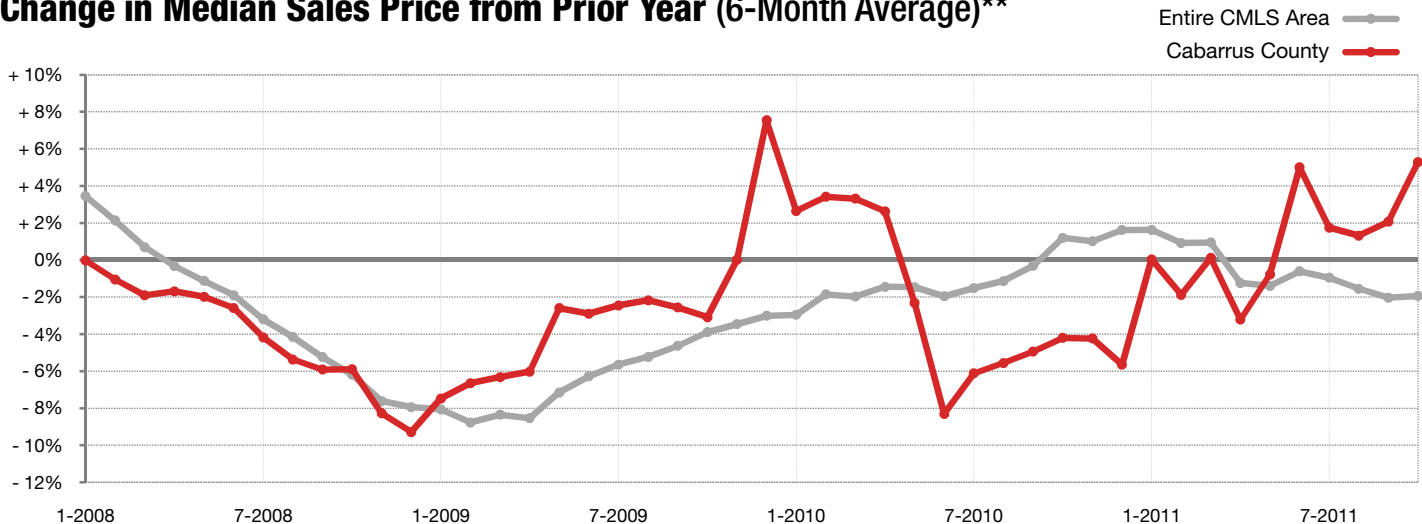
■ 2010 ■ 2011

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

- 6.9%

Change in
New Listings

- 4.4%

Change in
Closed Sales

- 18.8%

Change in
Median Sales Price

October

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	232	216	- 6.9%	3,350	2,727	- 18.6%
Closed Sales	135	129	- 4.4%	1,444	1,296	- 10.2%
Median Sales Price*	\$114,900	\$93,250	- 18.8%	\$110,000	\$105,000	- 4.5%
Average Sales Price*	\$130,501	\$101,447	- 22.3%	\$128,306	\$123,739	- 3.6%
Percent of Original List Price Received*	88.8%	87.5%	- 1.5%	89.6%	87.9%	- 2.0%
List to Close	159	154	- 3.3%	142	155	+ 9.4%
Inventory of Homes for Sale	1,746	1,450	- 17.0%	--	--	--
Months Supply of Inventory	12.0	11.3	- 6.2%	--	--	--

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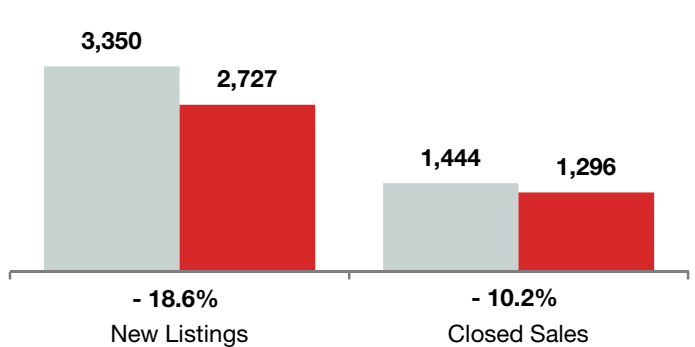
October

■ 2010 ■ 2011

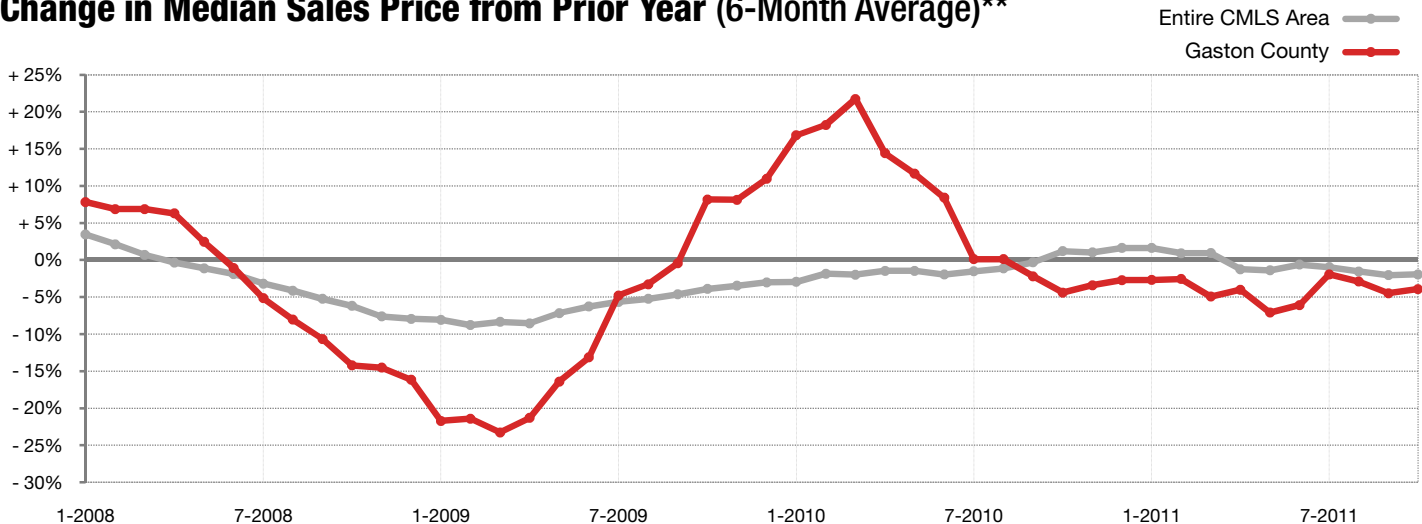


Year to Date

■ 2010 ■ 2011



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



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Charlotte Regional Realtor® Association

Iredell County

- 16.5%

Change in
New Listings

+ 21.7%

Change in
Closed Sales

+ 18.2%

Change in
Median Sales Price

October

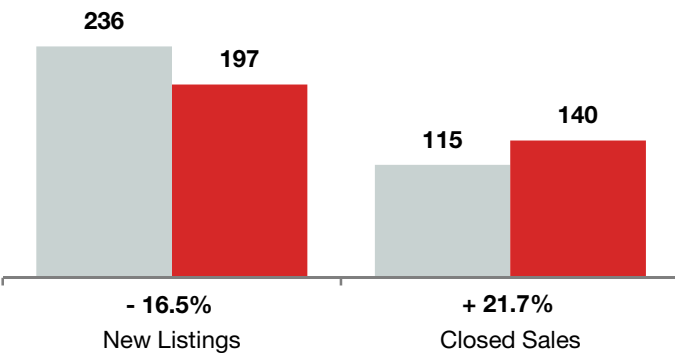
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	236	197	- 16.5%	3,430	2,790	- 18.7%
Closed Sales	115	140	+ 21.7%	1,286	1,304	+ 1.4%
Median Sales Price*	\$166,000	\$196,250	+ 18.2%	\$160,250	\$164,000	+ 2.3%
Average Sales Price*	\$248,348	\$269,217	+ 8.4%	\$249,101	\$236,797	- 4.9%
Percent of Original List Price Received*	88.7%	89.0%	+ 0.3%	89.5%	88.0%	- 1.7%
List to Close	165	176	+ 6.9%	155	165	+ 6.7%
Inventory of Homes for Sale	1,943	1,483	- 23.7%	--	--	--
Months Supply of Inventory	15.0	11.6	- 22.6%	--	--	--

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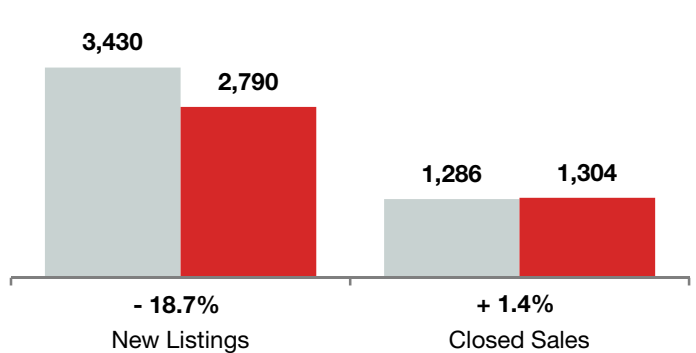
October

2010 2011

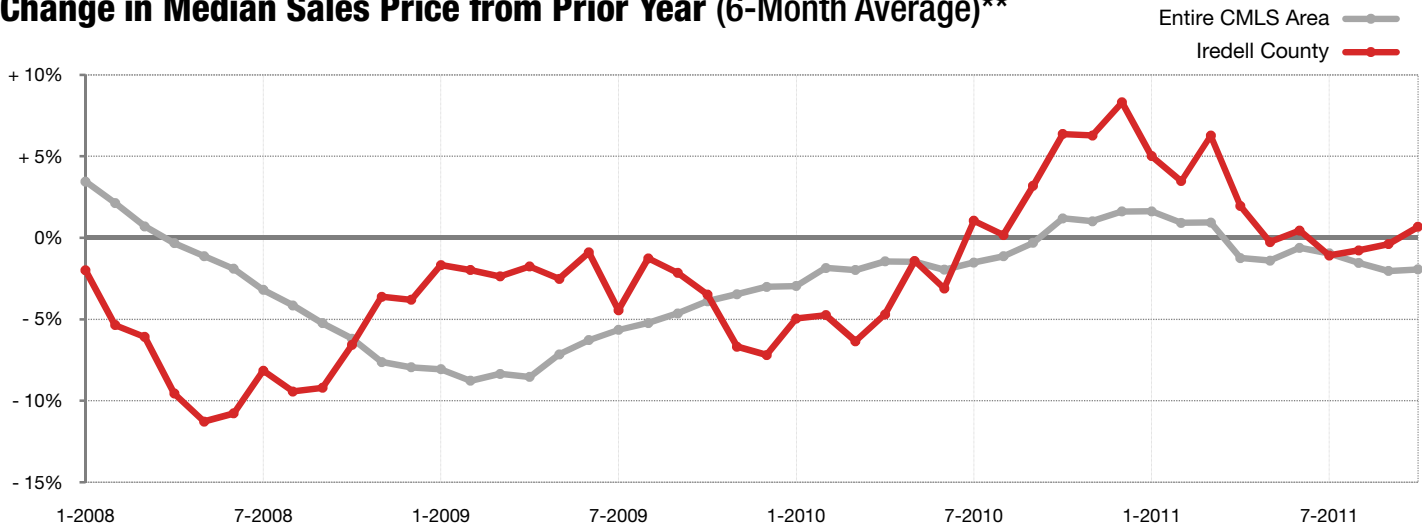


Year to Date

2010 2011



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Charlotte Regional Realtor® Association

Lincoln County

- 17.0%

Change in
New Listings

+ 12.2%

Change in
Closed Sales

+ 33.9%

Change in
Median Sales Price

October

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	112	93	- 17.0%	1,452	1,257	- 13.4%
Closed Sales	49	55	+ 12.2%	493	538	+ 9.1%
Median Sales Price*	\$140,000	\$187,500	+ 33.9%	\$150,000	\$139,000	- 7.3%
Average Sales Price*	\$184,706	\$284,076	+ 53.8%	\$207,888	\$189,815	- 8.7%
Percent of Original List Price Received*	88.6%	90.3%	+ 2.0%	88.6%	88.7%	+ 0.1%
List to Close	130	164	+ 25.6%	149	157	+ 5.3%
Inventory of Homes for Sale	793	682	- 14.0%	--	--	--
Months Supply of Inventory	15.5	12.8	- 17.4%	--	--	--

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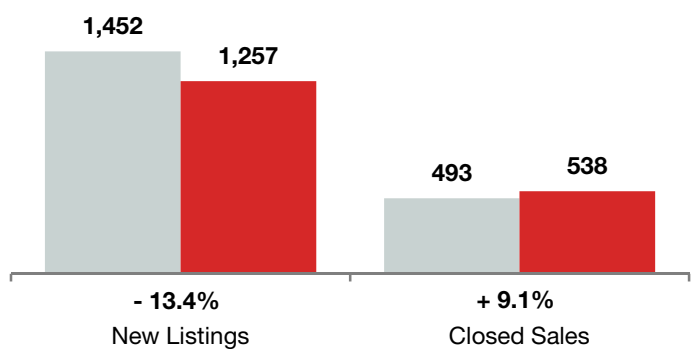
October

2010 2011

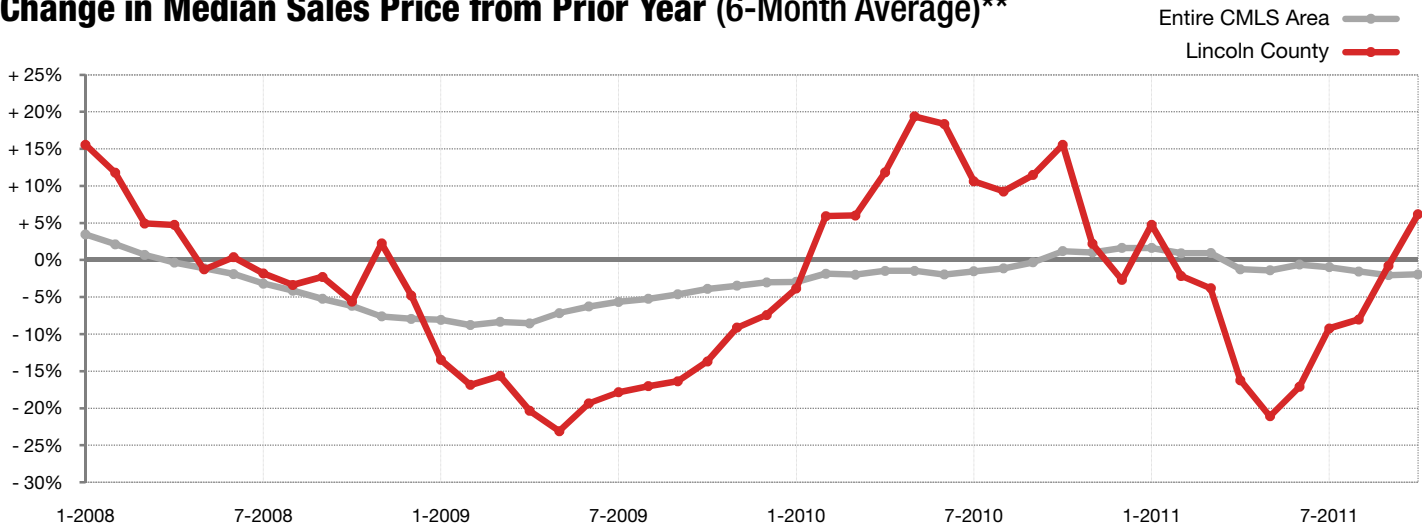


Year to Date

2010 2011



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Charlotte Regional Realtor® Association

Union County

- 11.7%

Change in
New Listings

+ 19.7%

Change in
Closed Sales

- 25.5%

Change in
Median Sales Price

October

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	342	302	- 11.7%	4,810	3,805	- 20.9%
Closed Sales	152	182	+ 19.7%	1,773	1,872	+ 5.6%
Median Sales Price*	\$216,188	\$161,000	- 25.5%	\$197,000	\$181,500	- 7.9%
Average Sales Price*	\$279,813	\$202,237	- 27.7%	\$263,954	\$245,670	- 6.9%
Percent of Original List Price Received*	89.5%	91.1%	+ 1.8%	90.6%	90.3%	- 0.4%
List to Close	160	174	+ 8.9%	149	158	+ 6.4%
Inventory of Homes for Sale	2,371	1,812	- 23.6%	--	--	--
Months Supply of Inventory	13.0	10.0	- 22.9%	--	--	--

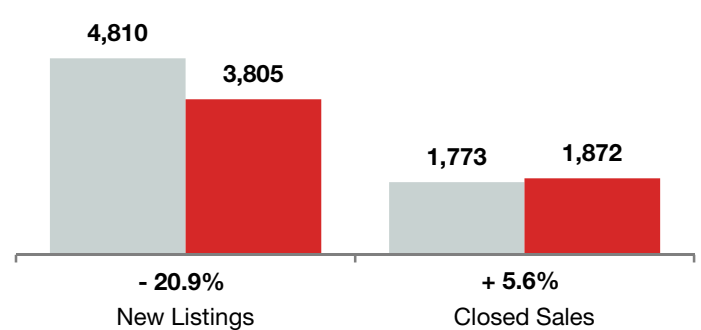
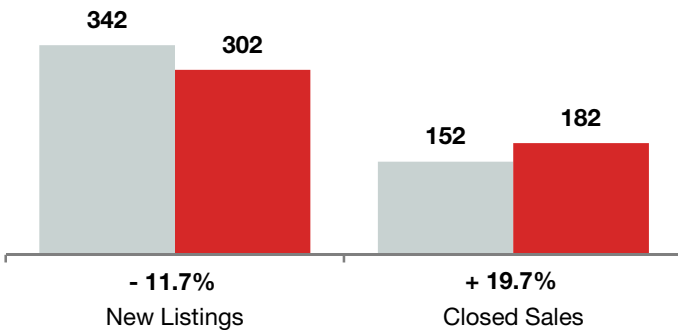
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October

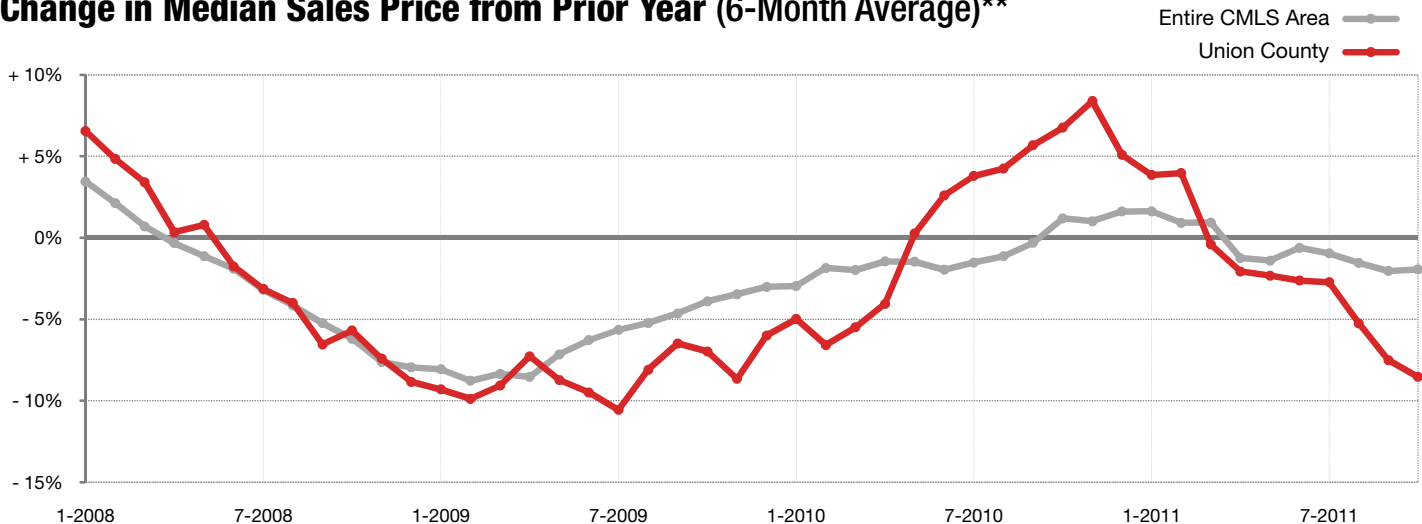
2010 2011

Year to Date

2010 2011



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Charlotte Regional Realtor® Association

York County, SC

+ 16.2%

Change in
New Listings

+ 2.8%

Change in
Closed Sales

0.0%

Change in
Median Sales Price

October

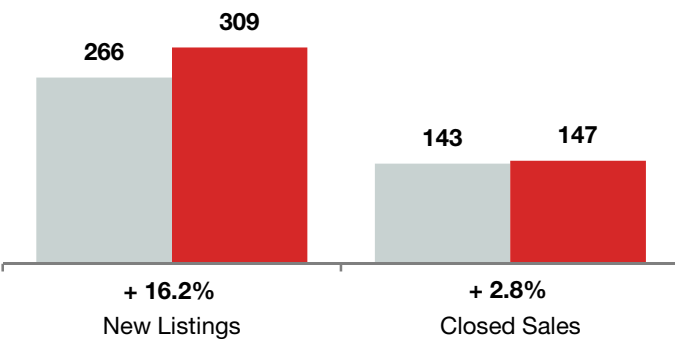
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	266	309	+ 16.2%	3,719	3,105	- 16.5%
Closed Sales	143	147	+ 2.8%	1,422	1,459	+ 2.6%
Median Sales Price*	\$185,000	\$185,000	0.0%	\$180,000	\$179,000	- 0.6%
Average Sales Price*	\$225,764	\$207,429	- 8.1%	\$216,872	\$208,180	- 4.0%
Percent of Original List Price Received*	90.5%	90.2%	- 0.4%	92.5%	90.9%	- 1.7%
List to Close	164	161	- 1.6%	152	166	+ 9.2%
Inventory of Homes for Sale	1,925	1,501	- 22.0%	--	--	--
Months Supply of Inventory	13.1	10.5	- 20.1%	--	--	--

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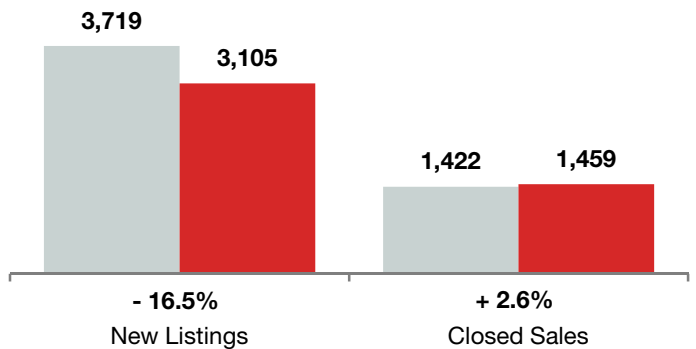
October

2010 2011

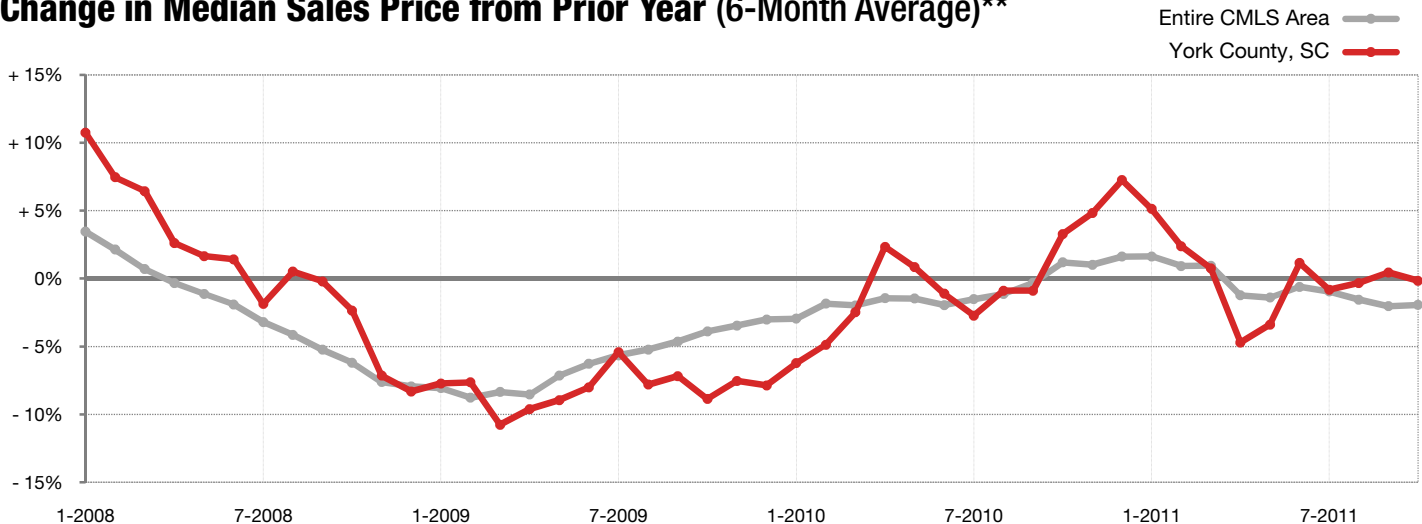


Year to Date

2010 2011



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Charlotte Regional Realtor® Association

Mecklenburg County

- 25.3%

Change in
New Listings

+ 19.0%

Change in
Closed Sales

- 2.7%

Change in
Median Sales Price

October

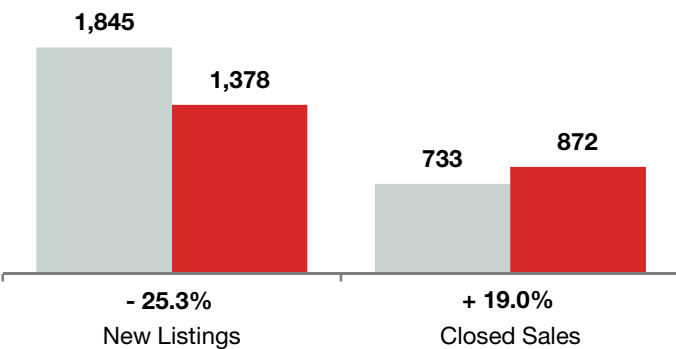
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	1,845	1,378	- 25.3%	23,553	18,189	- 22.8%
Closed Sales	733	872	+ 19.0%	8,836	9,053	+ 2.5%
Median Sales Price*	\$159,280	\$155,000	- 2.7%	\$160,740	\$158,000	- 1.7%
Average Sales Price*	\$212,497	\$200,709	- 5.5%	\$222,991	\$215,627	- 3.3%
Percent of Original List Price Received*	88.6%	90.8%	+ 2.5%	90.5%	89.6%	- 0.9%
List to Close	135	144	+ 7.1%	136	143	+ 5.7%
Inventory of Homes for Sale	10,788	7,861	- 27.1%	--	--	--
Months Supply of Inventory	12.0	9.0	- 25.2%	--	--	--

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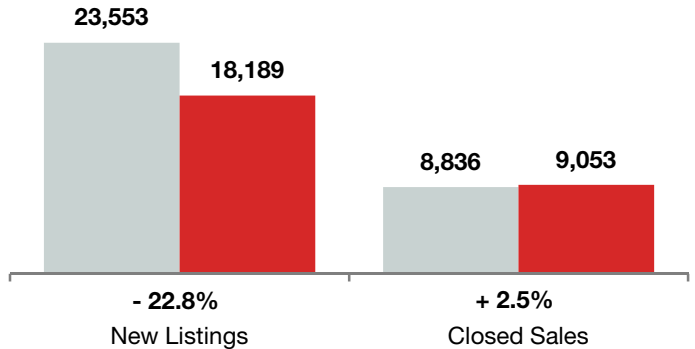
October

2010 2011

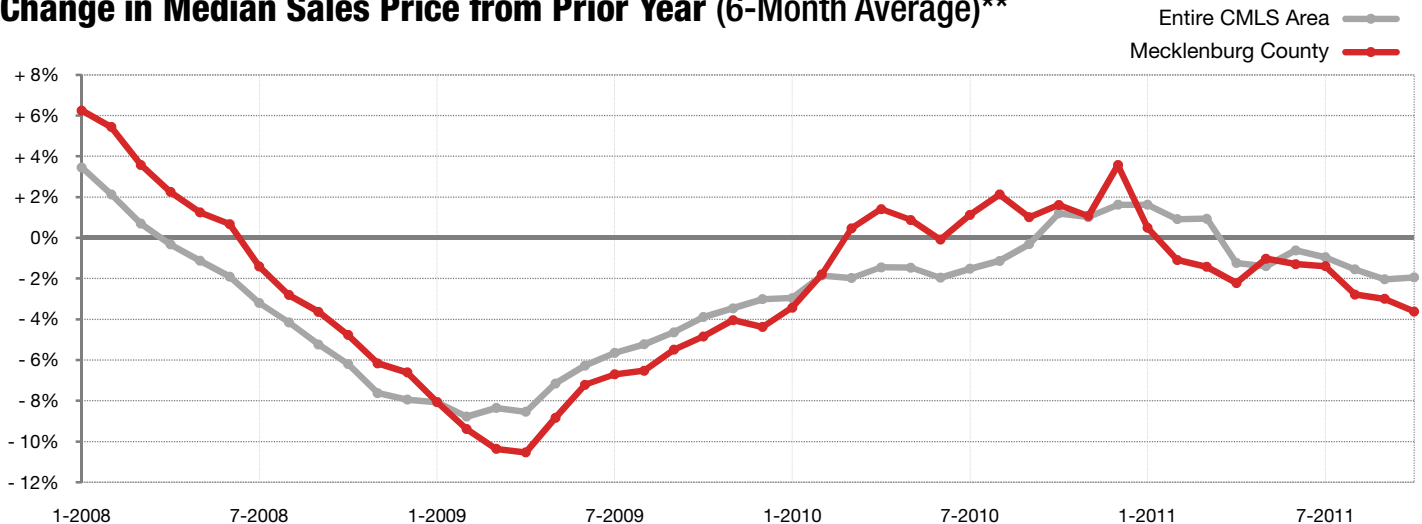


Year to Date

2010 2011



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Charlotte Regional Realtor® Association

Mecklenburg - (N) Area 01

- 24.1%

Change in
New Listings

+ 11.2%

Change in
Closed Sales

+ 8.8%

Change in
Median Sales Price

October

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	316	240	- 24.1%	3,957	3,056	- 22.8%
Closed Sales	134	149	+ 11.2%	1,584	1,522	- 3.9%
Median Sales Price*	\$146,995	\$160,000	+ 8.8%	\$155,000	\$147,500	- 4.8%
Average Sales Price*	\$165,042	\$163,129	- 1.2%	\$186,174	\$176,072	- 5.4%
Percent of Original List Price Received*	89.3%	92.0%	+ 3.0%	92.0%	90.7%	- 1.4%
List to Close	142	160	+ 12.5%	136	146	+ 6.9%
Inventory of Homes for Sale	1,802	1,316	- 27.0%	--	--	--
Months Supply of Inventory	11.3	8.8	- 22.5%	--	--	--

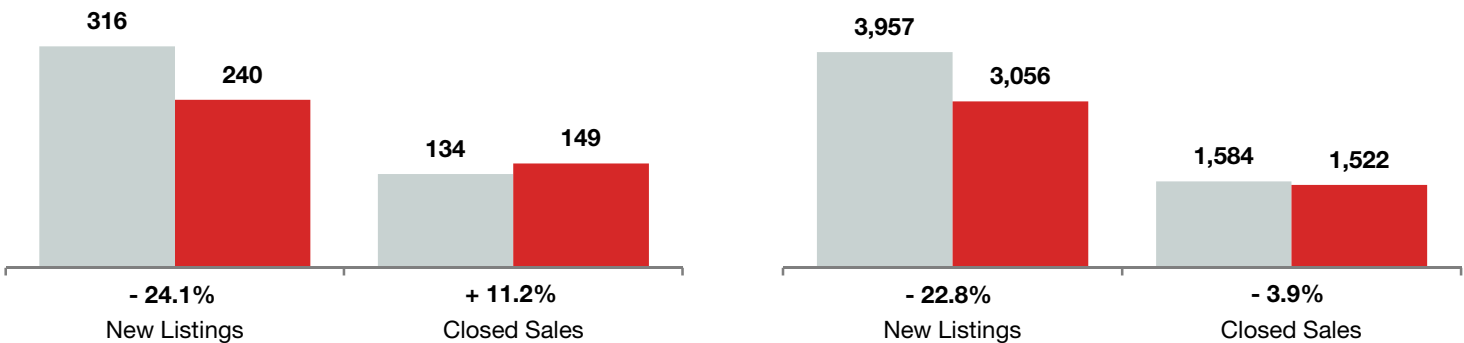
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October

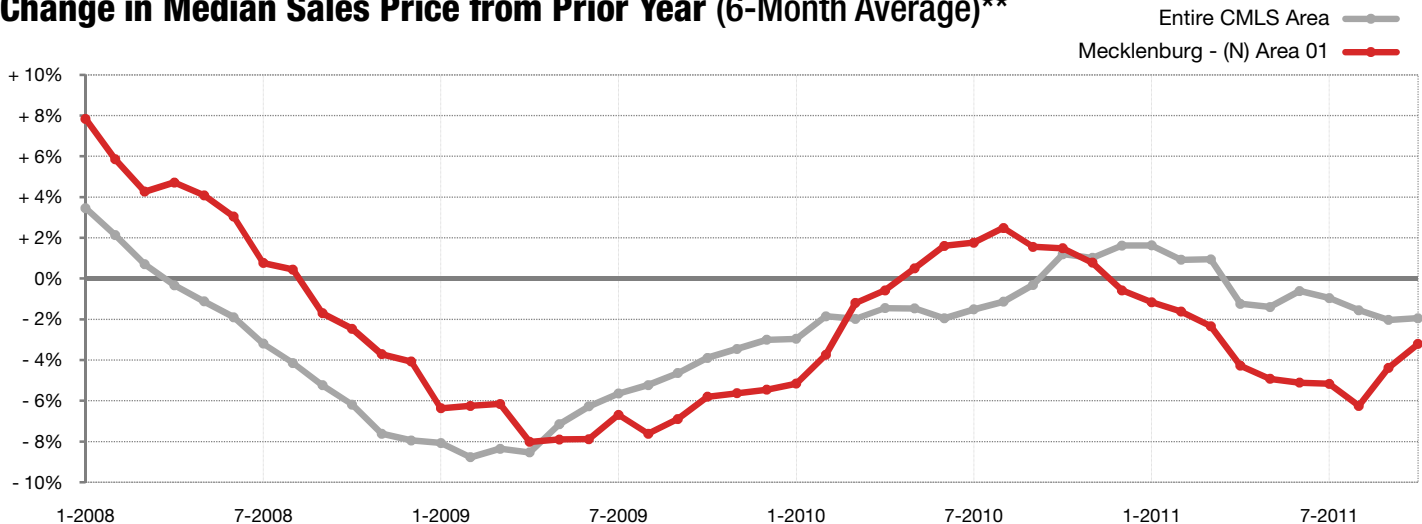
■ 2010 ■ 2011

Year to Date

■ 2010 ■ 2011



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Charlotte Regional Realtor® Association

Mecklenburg - (E) Area 02

- 17.0%

Change in
New Listings

+ 22.1%

Change in
Closed Sales

- 3.8%

Change in
Median Sales Price

October

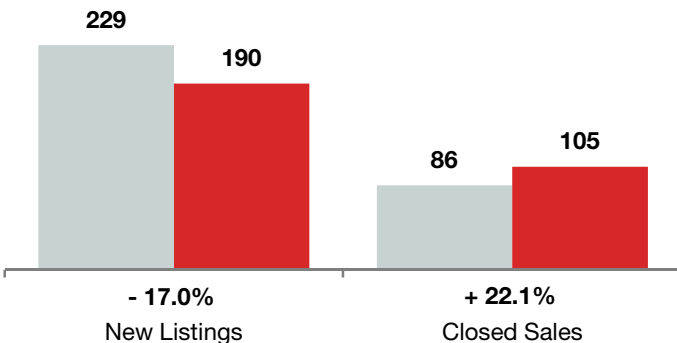
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	229	190	- 17.0%	2,895	2,158	- 25.5%
Closed Sales	86	105	+ 22.1%	1,058	1,077	+ 1.8%
Median Sales Price*	\$97,000	\$93,300	- 3.8%	\$110,000	\$98,000	- 10.9%
Average Sales Price*	\$120,645	\$105,562	- 12.5%	\$123,002	\$110,520	- 10.1%
Percent of Original List Price Received*	86.8%	89.4%	+ 3.1%	89.7%	88.8%	- 1.0%
List to Close	127	131	+ 2.7%	121	135	+ 11.8%
Inventory of Homes for Sale	1,296	929	- 28.3%	--	--	--
Months Supply of Inventory	11.8	8.8	- 25.6%	--	--	--

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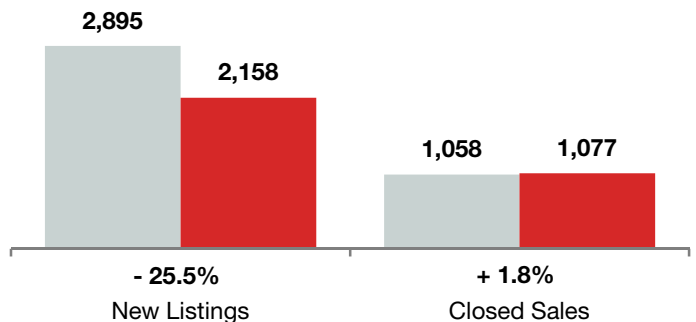
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■ 2010 ■ 2011

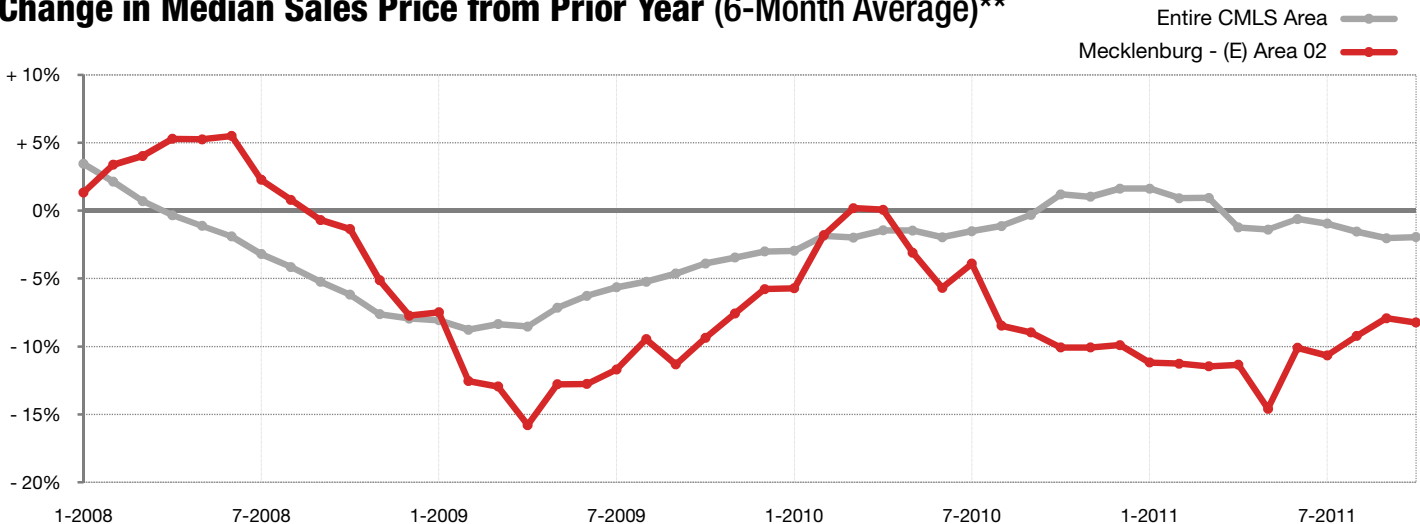


Year to Date

■ 2010 ■ 2011



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Charlotte Regional Realtor® Association

Mecklenburg - (SE) Area 03

- 26.7%

Change in
New Listings

+ 13.3%

Change in
Closed Sales

- 10.7%

Change in
Median Sales Price

October

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	146	107	- 26.7%	1,735	1,345	- 22.5%
Closed Sales	60	68	+ 13.3%	642	653	+ 1.7%
Median Sales Price*	\$120,950	\$107,950	- 10.7%	\$124,330	\$105,500	- 15.1%
Average Sales Price*	\$141,071	\$113,338	- 19.7%	\$147,541	\$125,851	- 14.7%
Percent of Original List Price Received*	88.6%	90.7%	+ 2.4%	89.6%	87.8%	- 2.0%
List to Close	137	140	+ 2.1%	132	136	+ 3.1%
Inventory of Homes for Sale	795	564	- 29.1%	--	--	--
Months Supply of Inventory	11.9	8.7	- 26.7%	--	--	--

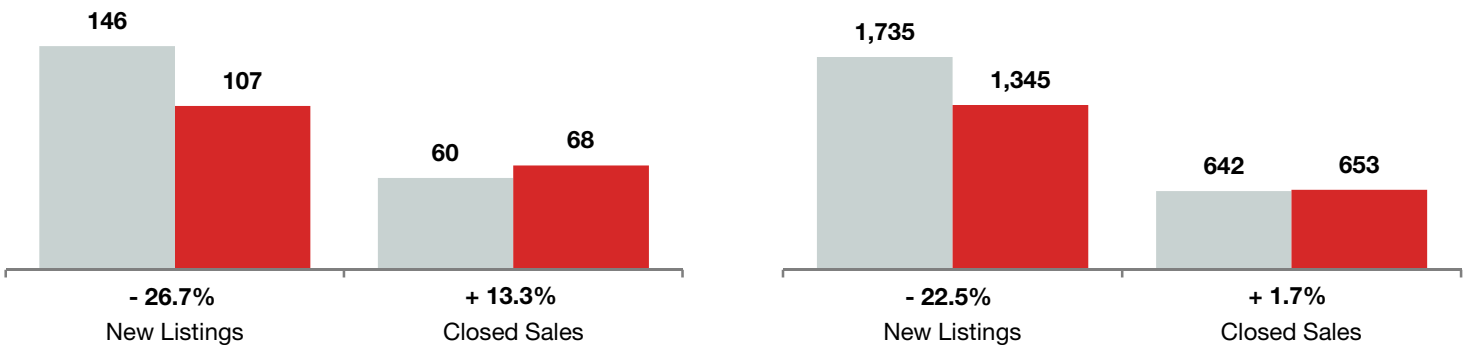
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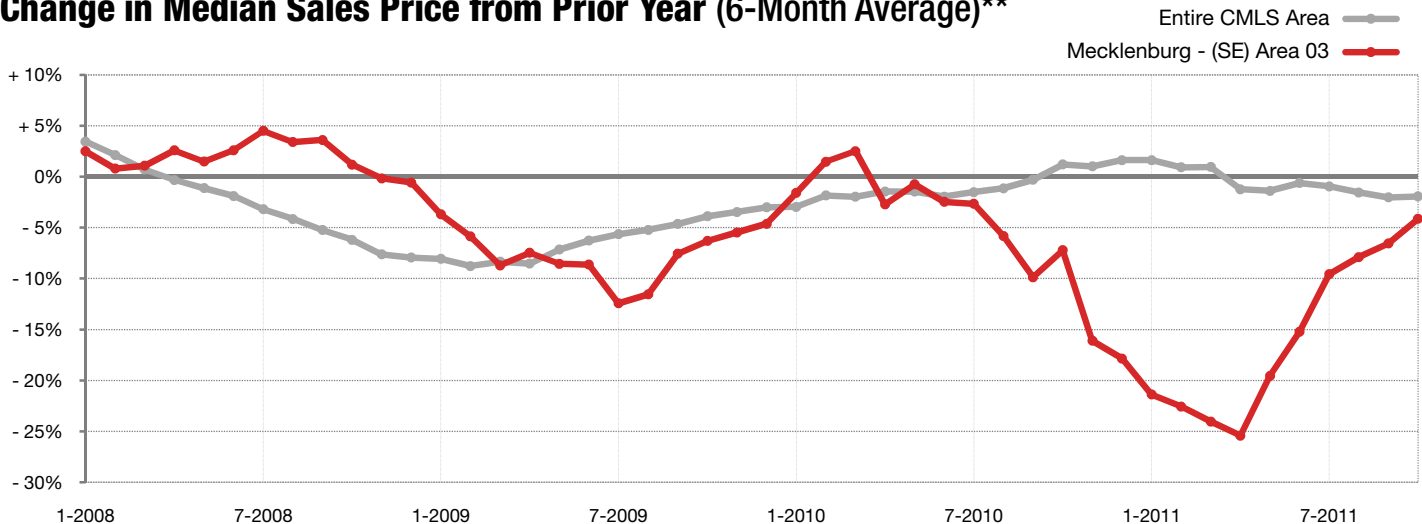
■ 2010 ■ 2011

Year to Date

■ 2010 ■ 2011



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Charlotte Regional Realtor® Association

Mecklenburg - (SSE) Area 04

- 27.7%

Change in
New Listings

+ 63.3%

Change in
Closed Sales

+ 4.7%

Change in
Median Sales Price

October

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	195	141	- 27.7%	2,484	1,876	- 24.5%
Closed Sales	60	98	+ 63.3%	774	882	+ 14.0%
Median Sales Price*	\$238,750	\$250,000	+ 4.7%	\$244,900	\$255,000	+ 4.1%
Average Sales Price*	\$271,816	\$281,245	+ 3.5%	\$307,357	\$304,730	- 0.9%
Percent of Original List Price Received*	87.3%	90.0%	+ 3.0%	89.8%	89.7%	- 0.1%
List to Close	134	146	+ 9.2%	140	149	+ 6.6%
Inventory of Homes for Sale	1,131	822	- 27.3%	--	--	--
Months Supply of Inventory	14.3	9.9	- 30.9%	--	--	--

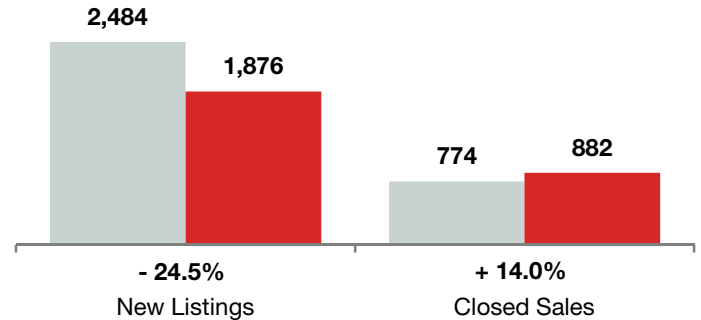
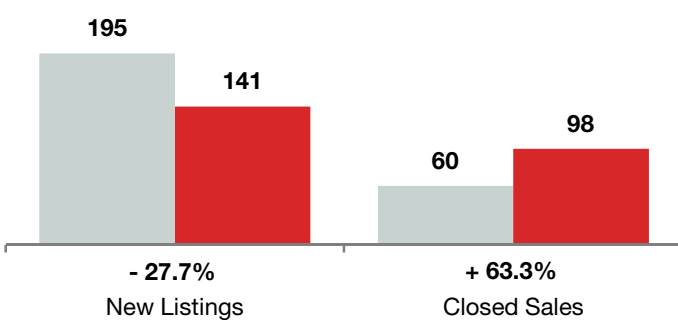
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

October

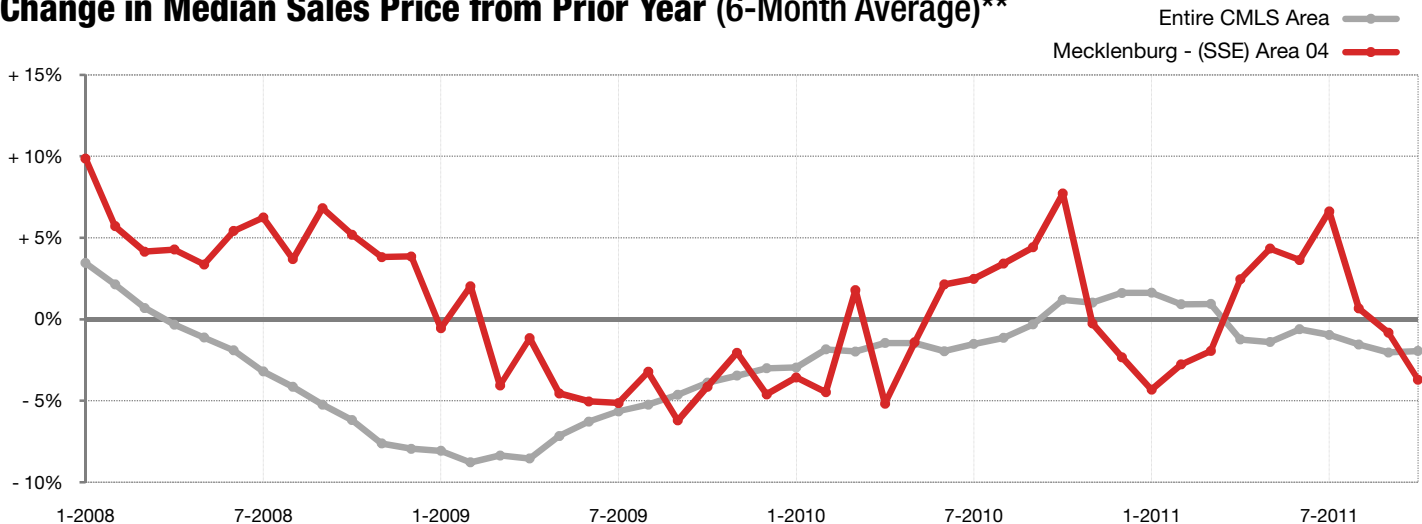
■ 2010 ■ 2011

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 – October 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (S) Area 05

- 21.1%

Change in
New Listings

+ 7.4%

Change in
Closed Sales

- 9.3%

Change in
Median Sales Price

October

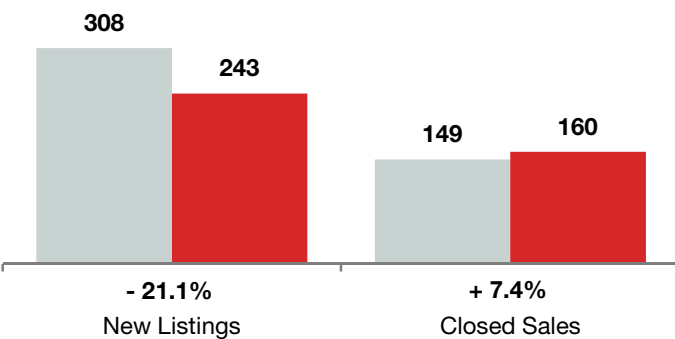
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	308	243	- 21.1%	4,284	3,531	- 17.6%
Closed Sales	149	160	+ 7.4%	1,643	1,694	+ 3.1%
Median Sales Price*	\$300,000	\$272,000	- 9.3%	\$279,324	\$274,750	- 1.6%
Average Sales Price*	\$350,687	\$359,504	+ 2.5%	\$382,473	\$362,046	- 5.3%
Percent of Original List Price Received*	90.2%	91.7%	+ 1.6%	90.0%	90.5%	+ 0.5%
List to Close	136	141	+ 3.5%	148	142	- 4.2%
Inventory of Homes for Sale	1,987	1,516	- 23.7%	--	--	--
Months Supply of Inventory	12.3	9.3	- 24.4%	--	--	--

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

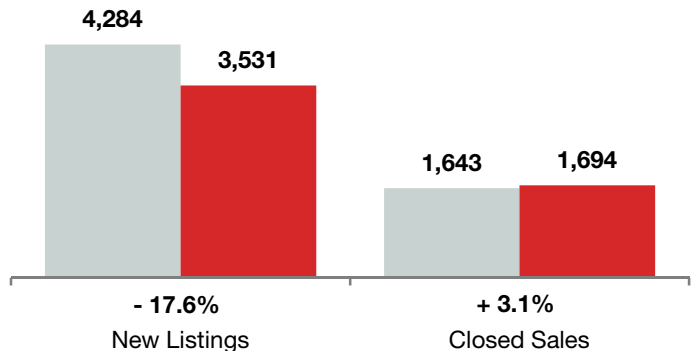
October

■ 2010 ■ 2011

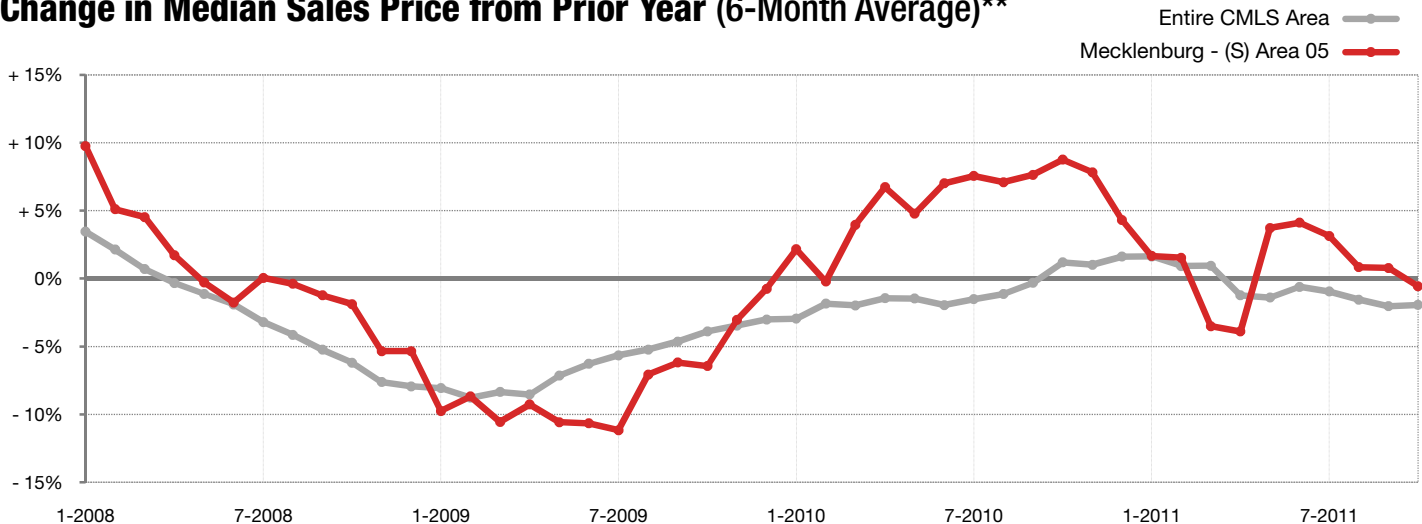


Year to Date

■ 2010 ■ 2011



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



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Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (SSW) Area 06

- 16.9%

Change in
New Listings

+ 18.9%

Change in
Closed Sales

+ 24.1%

Change in
Median Sales Price

October

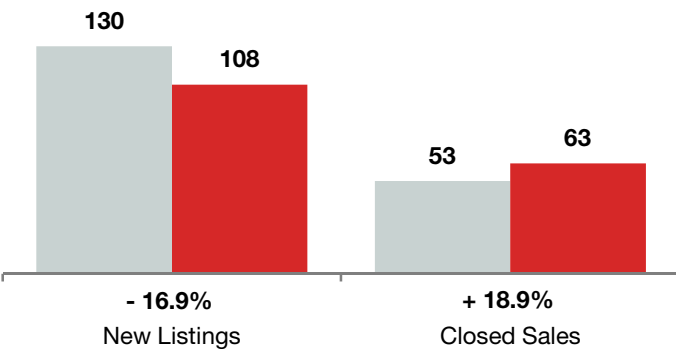
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	130	108	- 16.9%	1,791	1,396	- 22.1%
Closed Sales	53	63	+ 18.9%	600	704	+ 17.3%
Median Sales Price*	\$145,000	\$179,900	+ 24.1%	\$175,650	\$182,425	+ 3.9%
Average Sales Price*	\$170,618	\$195,904	+ 14.8%	\$204,391	\$206,584	+ 1.1%
Percent of Original List Price Received*	88.6%	92.6%	+ 4.6%	90.1%	91.2%	+ 1.2%
List to Close	140	134	- 4.4%	140	145	+ 3.9%
Inventory of Homes for Sale	794	589	- 25.8%	--	--	--
Months Supply of Inventory	12.6	9.6	- 24.0%	--	--	--

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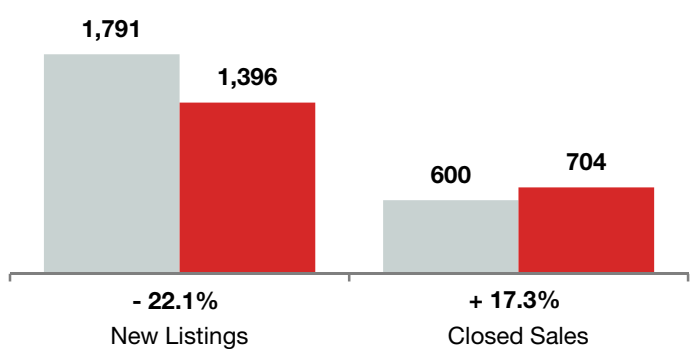
October

2010 2011

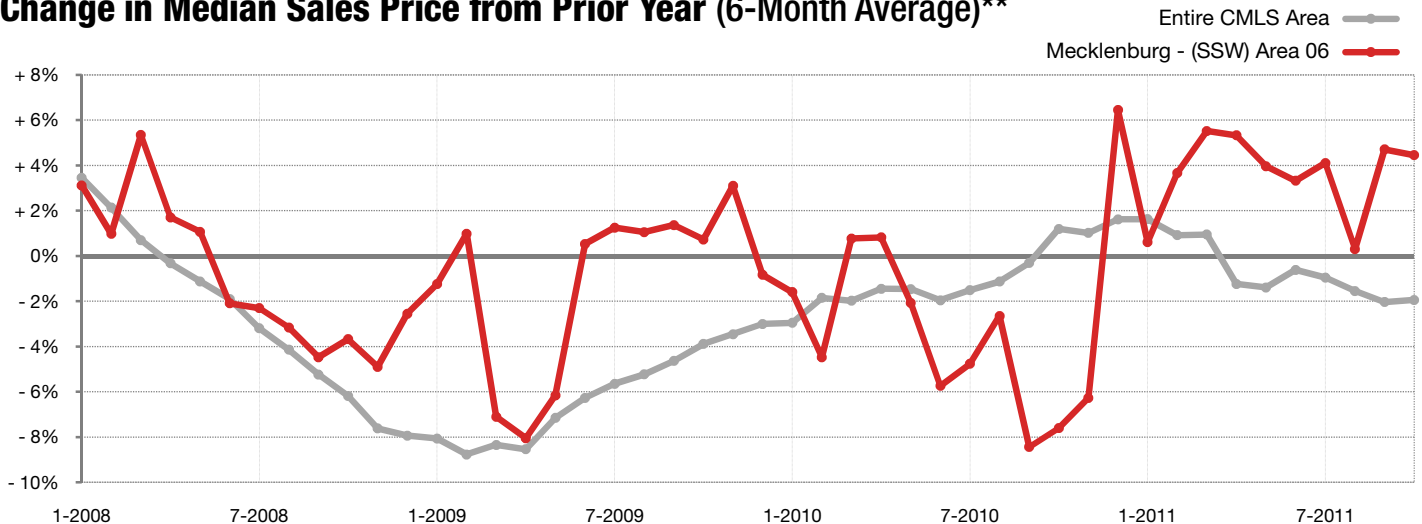


Year to Date

2010 2011



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



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Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (SW) Area 07

- 37.1%

Change in
New Listings

+ 17.5%

Change in
Closed Sales

- 4.8%

Change in
Median Sales Price

October

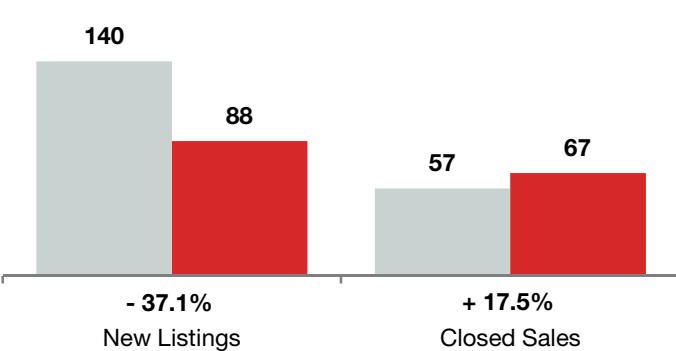
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	140	88	- 37.1%	1,522	1,175	- 22.8%
Closed Sales	57	67	+ 17.5%	592	684	+ 15.5%
Median Sales Price*	\$134,500	\$128,000	- 4.8%	\$141,235	\$125,000	- 11.5%
Average Sales Price*	\$141,867	\$132,074	- 6.9%	\$140,327	\$131,761	- 6.1%
Percent of Original List Price Received*	89.7%	91.5%	+ 1.9%	91.9%	89.8%	- 2.3%
List to Close	121	146	+ 20.6%	121	143	+ 18.8%
Inventory of Homes for Sale	689	445	- 35.4%	--	--	--
Months Supply of Inventory	11.3	6.5	- 42.7%	--	--	--

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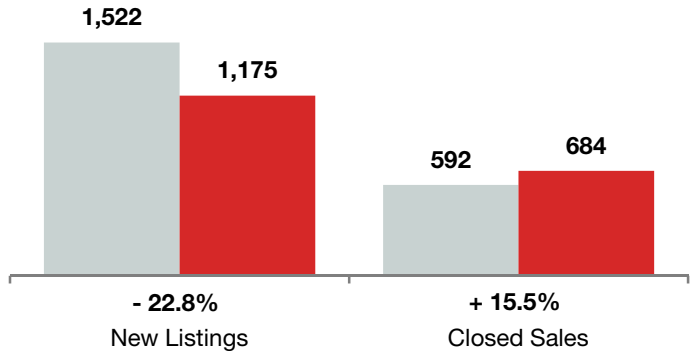
October

2010 2011

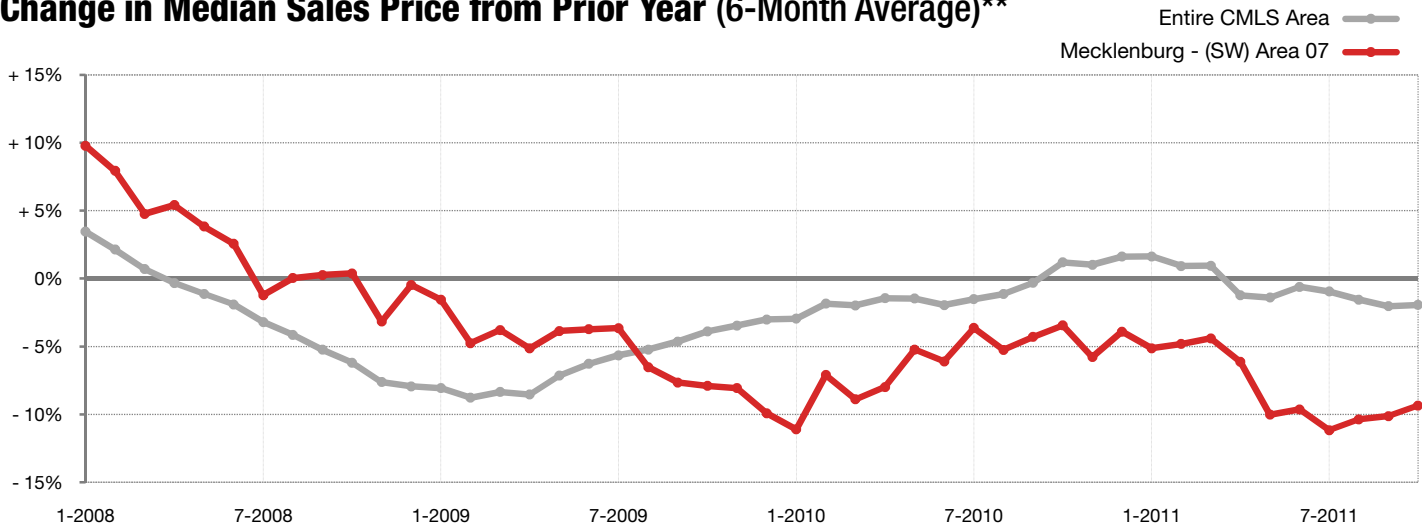


Year to Date

2010 2011



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



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Local Market Update – October 2011

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Charlotte Regional Realtor® Association

Mecklenburg - (W) Area 08

- 32.4%

Change in
New Listings

0.0%

Change in
Closed Sales

+ 4.0%

Change in
Median Sales Price

October

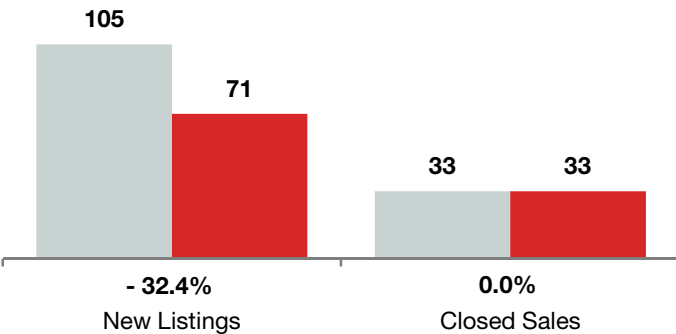
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	105	71	- 32.4%	1,194	862	- 27.8%
Closed Sales	33	33	0.0%	542	458	- 15.5%
Median Sales Price*	\$50,000	\$52,000	+ 4.0%	\$76,000	\$55,100	- 27.5%
Average Sales Price*	\$67,093	\$60,667	- 9.6%	\$81,450	\$70,287	- 13.7%
Percent of Original List Price Received*	84.3%	85.1%	+ 1.0%	88.1%	85.7%	- 2.8%
List to Close	105	143	+ 37.1%	116	135	+ 17.1%
Inventory of Homes for Sale	526	395	- 24.9%	--	--	--
Months Supply of Inventory	9.8	8.9	- 9.7%	--	--	--

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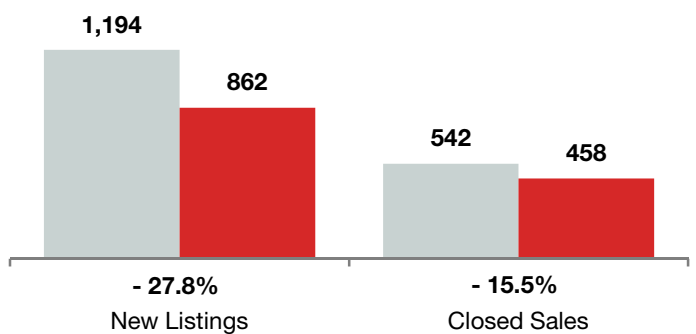
October

2010 2011

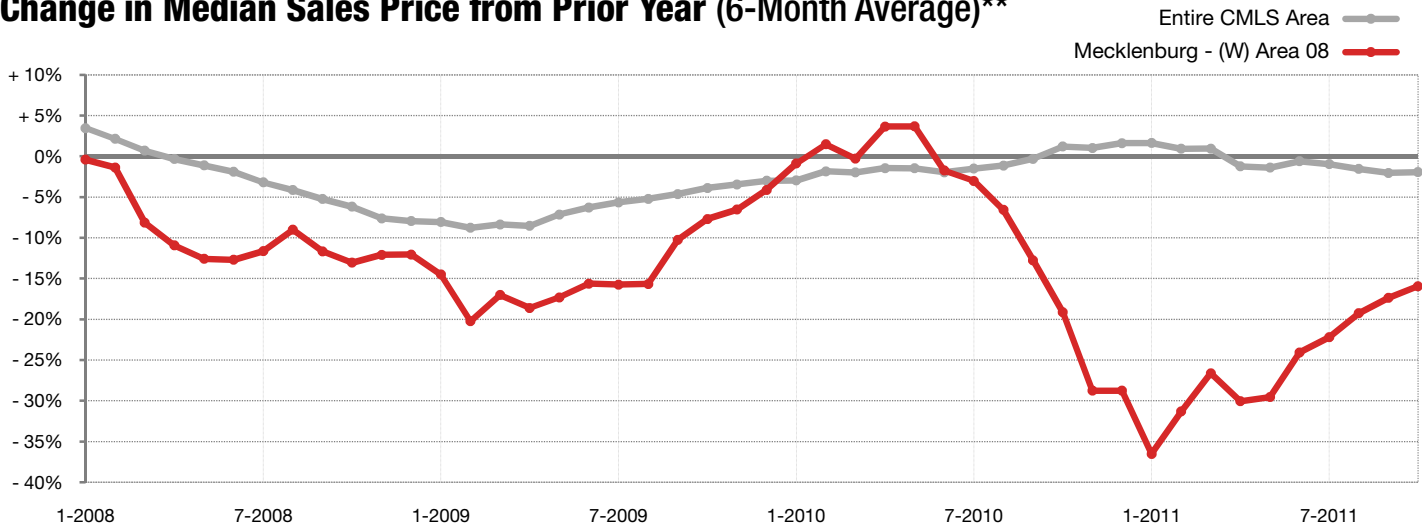


Year to Date

2010 2011



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



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Local Market Update – October 2011

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Charlotte Regional Realtor® Association

Mecklenburg - (NW) Area 09

- 36.0%

Change in
New Listings

+ 3.3%

Change in
Closed Sales

- 26.3%

Change in
Median Sales Price

October

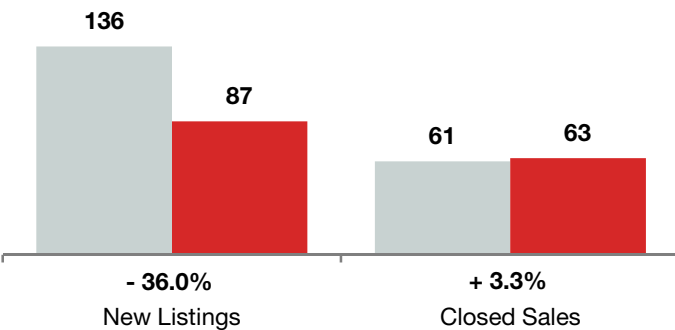
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	136	87	- 36.0%	1,844	1,334	- 27.7%
Closed Sales	61	63	+ 3.3%	795	726	- 8.7%
Median Sales Price*	\$149,000	\$109,750	- 26.3%	\$129,900	\$128,250	- 1.3%
Average Sales Price*	\$169,138	\$118,547	- 29.9%	\$154,835	\$149,512	- 3.4%
Percent of Original List Price Received*	88.3%	89.0%	+ 0.7%	92.2%	89.2%	- 3.2%
List to Close	144	160	+ 11.0%	129	142	+ 10.2%
Inventory of Homes for Sale	814	540	- 33.7%	--	--	--
Months Supply of Inventory	10.0	7.7	- 22.6%	--	--	--

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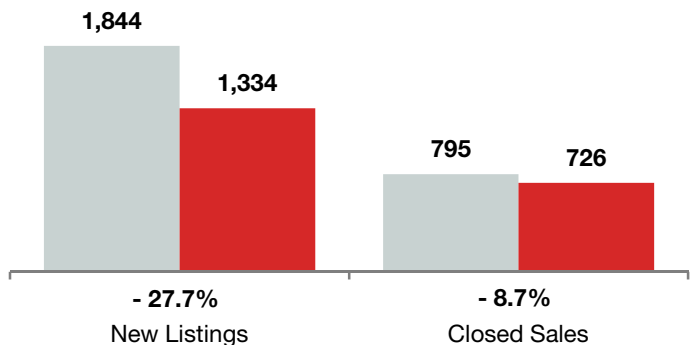
October

2010 2011

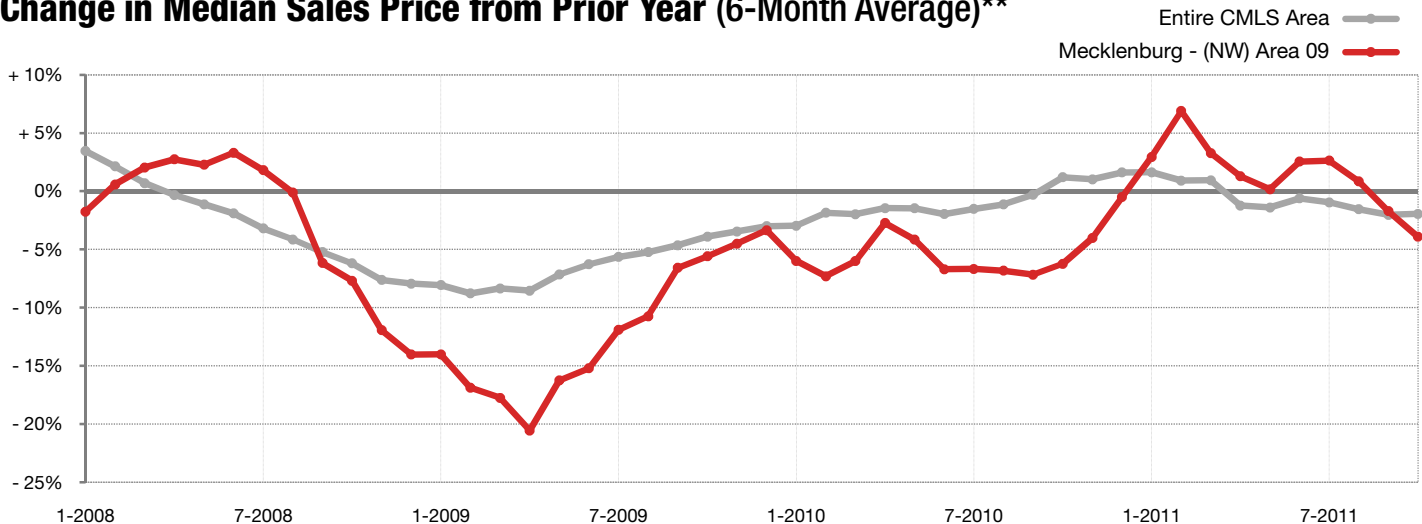


Year to Date

2010 2011



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



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Local Market Update – October 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Lake Norman / Area 13

- 21.9%

Change in
New Listings

+ 45.2%

Change in
Closed Sales

- 7.5%

Change in
Median Sales Price

October

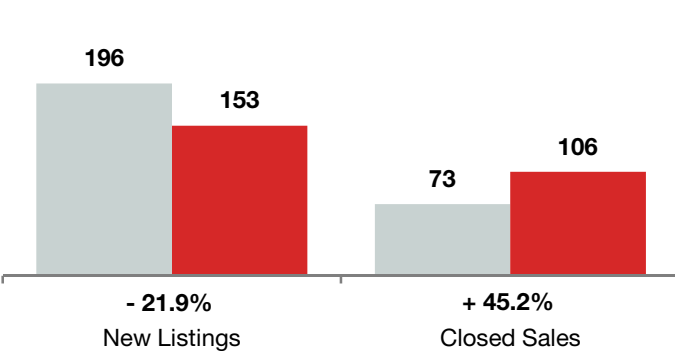
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	196	153	- 21.9%	2,818	2,306	- 18.2%
Closed Sales	73	106	+ 45.2%	895	922	+ 3.0%
Median Sales Price*	\$350,000	\$323,633	- 7.5%	\$318,450	\$325,000	+ 2.1%
Average Sales Price*	\$478,780	\$410,435	- 14.3%	\$431,857	\$430,893	- 0.2%
Percent of Original List Price Received*	87.9%	89.5%	+ 1.9%	89.1%	88.4%	- 0.7%
List to Close	153	177	+ 15.9%	165	175	+ 6.2%
Inventory of Homes for Sale	1,533	1,239	- 19.2%	--	--	--
Months Supply of Inventory	17.1	13.5	- 21.1%	--	--	--

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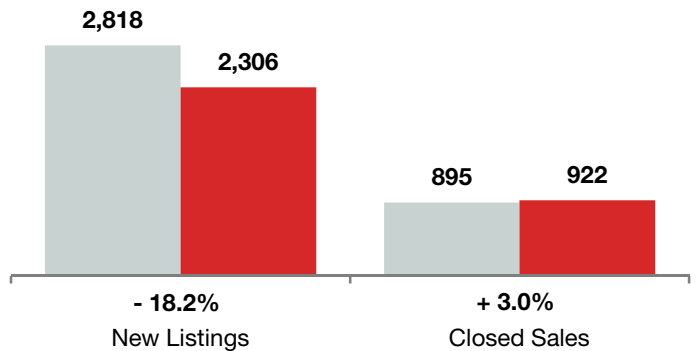
October

2010 2011

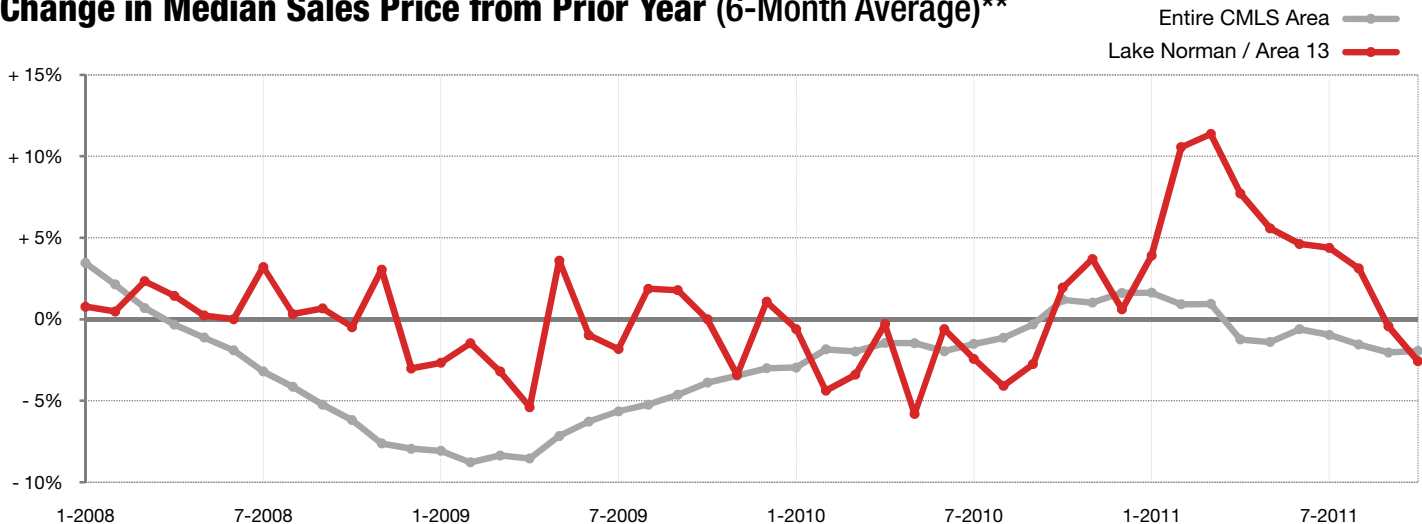


Year to Date

2010 2011



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



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Local Market Update – October 2011

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Charlotte Regional Realtor® Association

Lake Wylie / Area 15

+ 6.3%

Change in
New Listings

- 8.8%

Change in
Closed Sales

- 0.9%

Change in
Median Sales Price

October

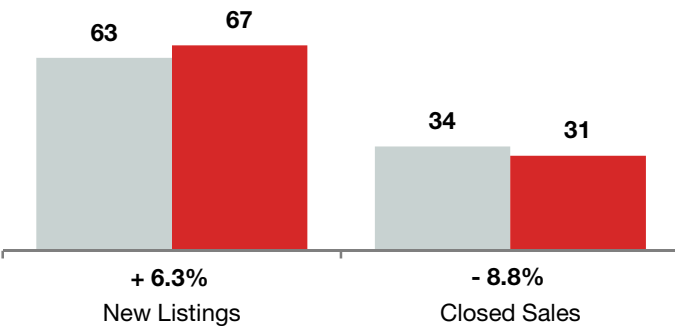
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	63	67	+ 6.3%	1,055	794	- 24.7%
Closed Sales	34	31	- 8.8%	319	315	- 1.3%
Median Sales Price*	\$277,500	\$275,000	- 0.9%	\$305,000	\$275,000	- 9.8%
Average Sales Price*	\$342,090	\$300,693	- 12.1%	\$364,790	\$310,886	- 14.8%
Percent of Original List Price Received*	87.2%	85.9%	- 1.5%	87.9%	88.3%	+ 0.5%
List to Close	177	167	- 5.9%	181	180	- 0.4%
Inventory of Homes for Sale	605	435	- 28.1%	--	--	--
Months Supply of Inventory	19.6	13.8	- 29.4%	--	--	--

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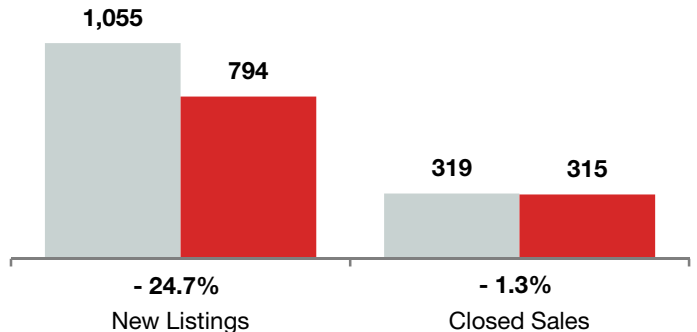
October

2010 2011

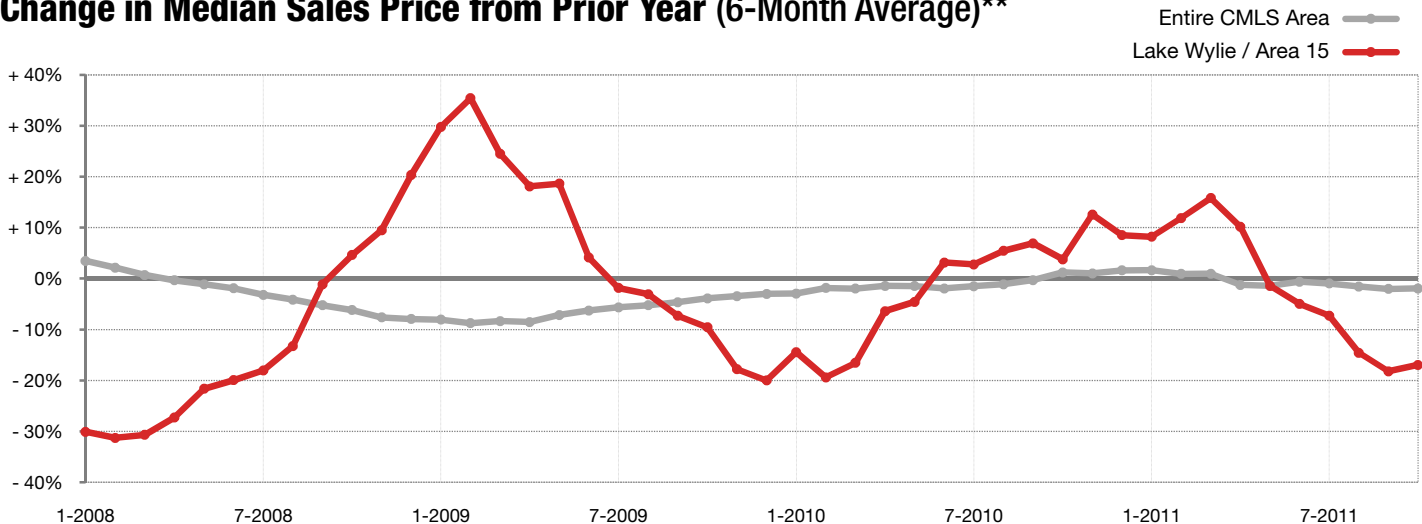


Year to Date

2010 2011



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



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Local Market Update – October 2011

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Charlotte Regional Realtor® Association

Uptown / Area 99

- 17.1%

+ 185.7%

- 7.2%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

October

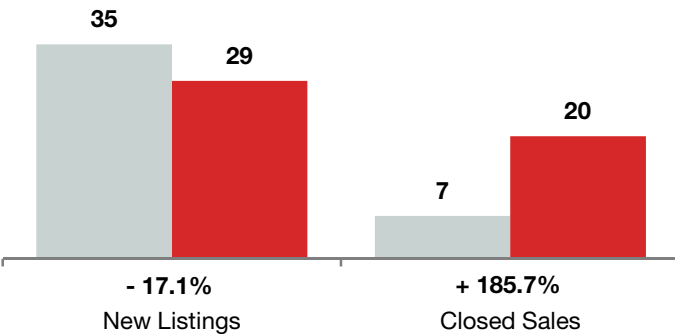
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	35	29	- 17.1%	487	326	- 33.1%
Closed Sales	7	20	+ 185.7%	124	153	+ 23.4%
Median Sales Price*	\$204,000	\$189,250	- 7.2%	\$217,000	\$198,000	- 8.8%
Average Sales Price*	\$219,143	\$243,000	+ 10.9%	\$249,415	\$262,577	+ 5.3%
Percent of Original List Price Received*	90.2%	91.0%	+ 0.9%	89.2%	89.6%	+ 0.5%
List to Close	86	133	+ 54.7%	146	156	+ 6.9%
Inventory of Homes for Sale	245	167	- 31.8%	--	--	--
Months Supply of Inventory	16.2	11.9	- 26.2%	--	--	--

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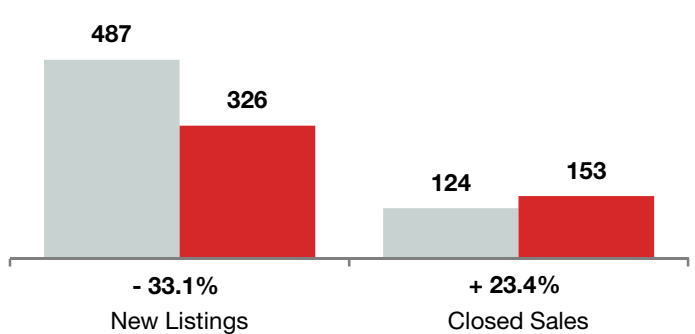
October

2010 2011

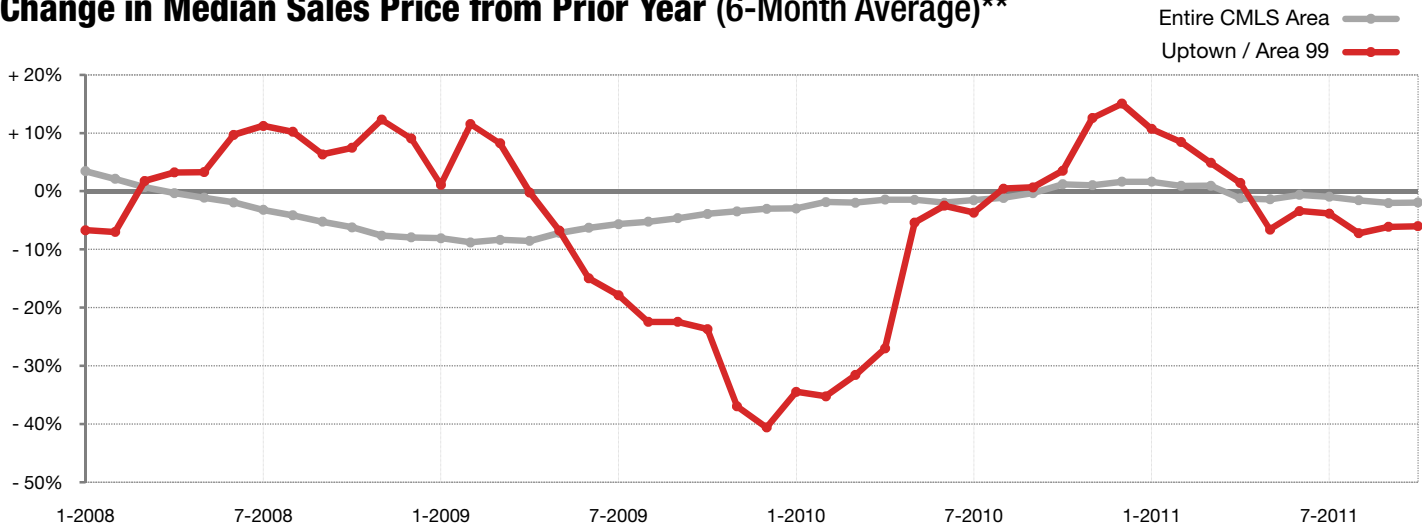


Year to Date

2010 2011



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



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Local Market Update – October 2011

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Charlotte Regional Realtor® Association

Charlotte-Gastonia-Rock Hill MSA

- 17.2%

Change in
New Listings

+ 12.7%

Change in
Closed Sales

- 4.9%

Change in
Median Sales Price

October

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	2,967	2,456	- 17.2%	39,238	30,950	- 21.1%
Closed Sales	1,282	1,445	+ 12.7%	14,982	15,191	+ 1.4%
Median Sales Price*	\$158,748	\$151,000	- 4.9%	\$159,000	\$155,000	- 2.5%
Average Sales Price*	\$209,122	\$189,927	- 9.2%	\$213,307	\$206,322	- 3.3%
Percent of Original List Price Received*	89.0%	90.4%	+ 1.6%	90.6%	89.7%	- 1.0%
List to Close	144	153	+ 6.2%	141	149	+ 6.2%
Inventory of Homes for Sale	18,847	14,195	- 24.7%	--	--	--
Months Supply of Inventory	12.4	9.6	- 22.1%	--	--	--

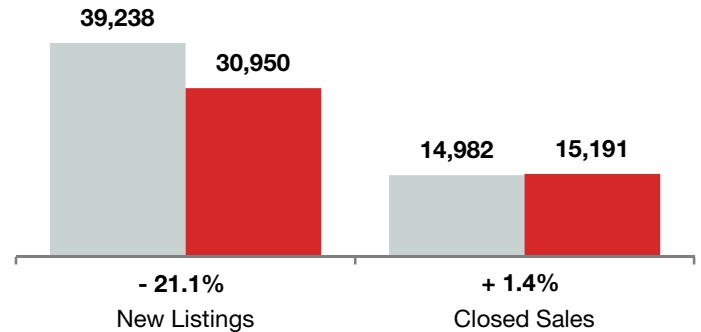
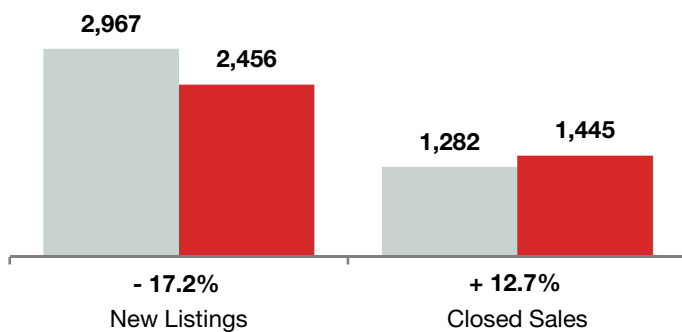
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

October

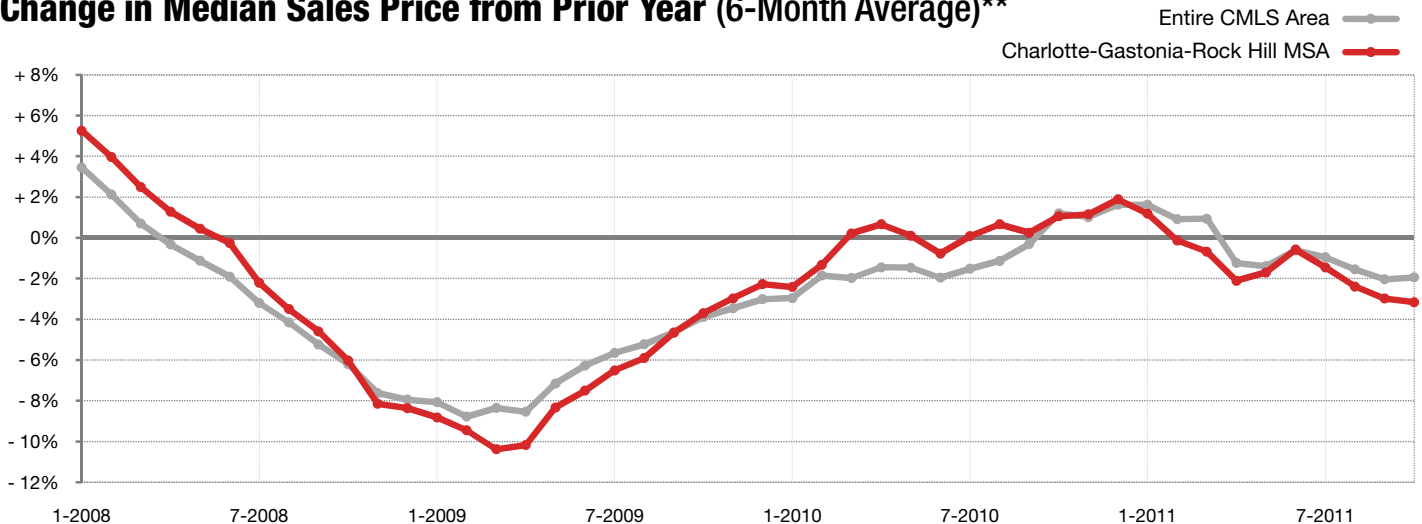
■ 2010 ■ 2011

Year to Date

■ 2010 ■ 2011



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



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