

Local Market Update – September 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Entire CMLS Area

- 20.8%

Change in
New Listings

+ 26.0%

Change in
Closed Sales

- 4.5%

Change in
Median Sales Price

September

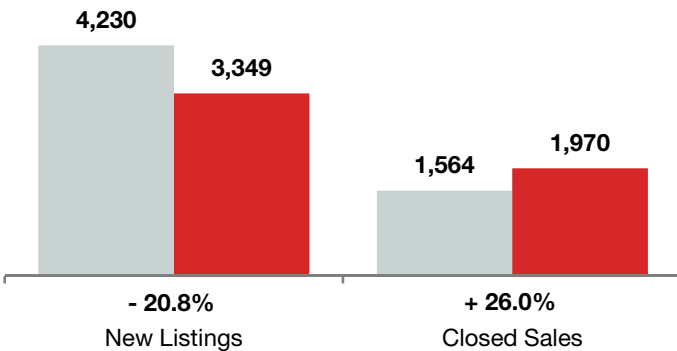
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	4,230	3,349	- 20.8%	46,270	37,100	- 19.8%
Closed Sales	1,564	1,970	+ 26.0%	17,284	17,481	+ 1.1%
Median Sales Price*	\$157,000	\$149,900	- 4.5%	\$155,000	\$152,500	- 1.6%
Average Sales Price*	\$210,257	\$196,686	- 6.5%	\$209,111	\$202,782	- 3.0%
Percent of Original List Price Received*	88.5%	89.4%	+ 1.0%	90.3%	89.2%	- 1.3%
List to Close	145	157	+ 8.4%	144	152	+ 6.1%
Inventory of Homes for Sale	26,465	20,301	- 23.3%	--	--	--
Months Supply of Inventory	13.4	10.9	- 19.0%	--	--	--

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

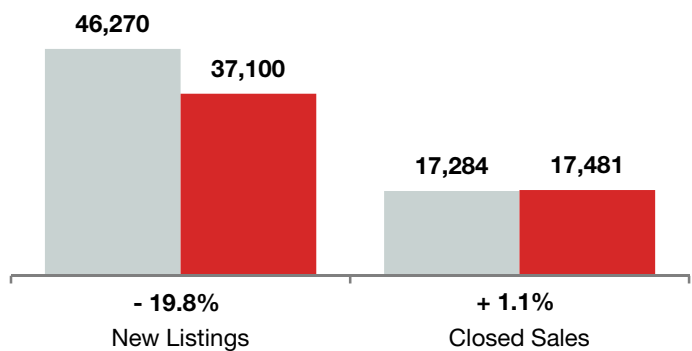
September

■ 2010 ■ 2011



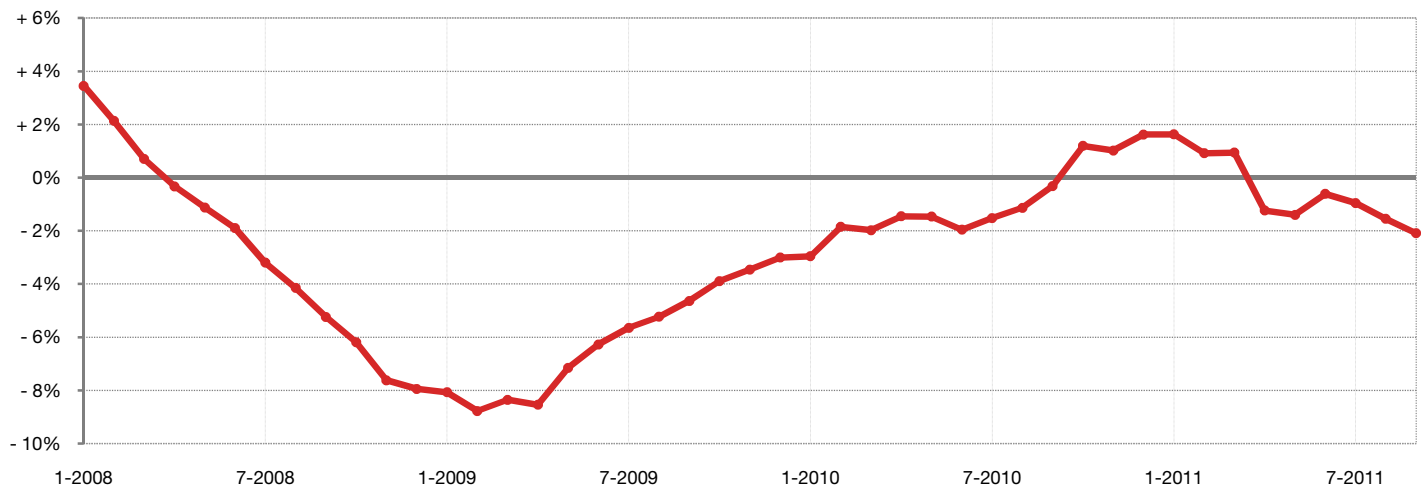
Year to Date

■ 2010 ■ 2011



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

Entire CMLS Area



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Charlotte Regional Realtor® Association

Cabarrus County

- 15.8%

Change in
New Listings

+ 10.2%

Change in
Closed Sales

- 5.8%

Change in
Median Sales Price

September

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	291	245	- 15.8%	3,377	2,709	- 19.8%
Closed Sales	127	140	+ 10.2%	1,331	1,332	+ 0.1%
Median Sales Price*	\$162,500	\$153,000	- 5.8%	\$150,345	\$151,600	+ 0.8%
Average Sales Price*	\$178,513	\$171,063	- 4.2%	\$178,377	\$176,245	- 1.2%
Percent of Original List Price Received*	89.4%	90.0%	+ 0.7%	90.6%	89.9%	- 0.7%
List to Close	147	145	- 1.1%	150	152	+ 1.3%
Inventory of Homes for Sale	1,952	1,473	- 24.5%	--	--	--
Months Supply of Inventory	13.2	10.5	- 20.9%	--	--	--

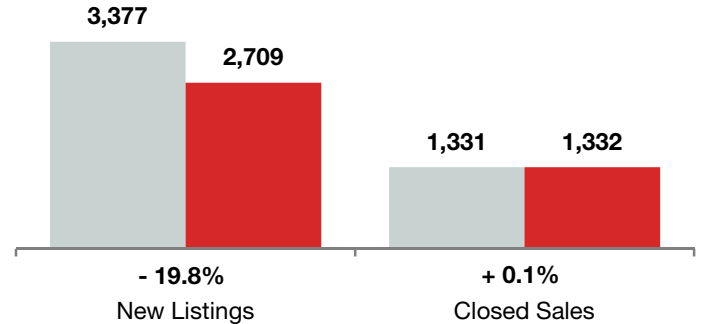
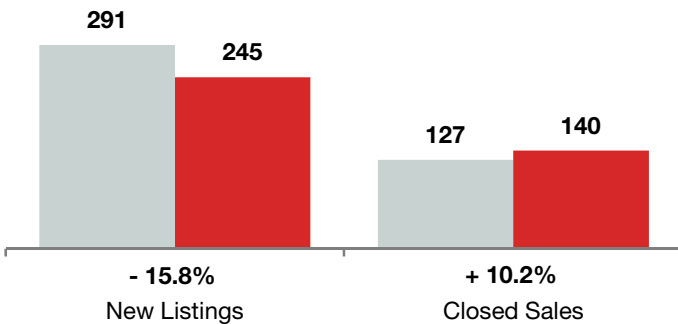
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September

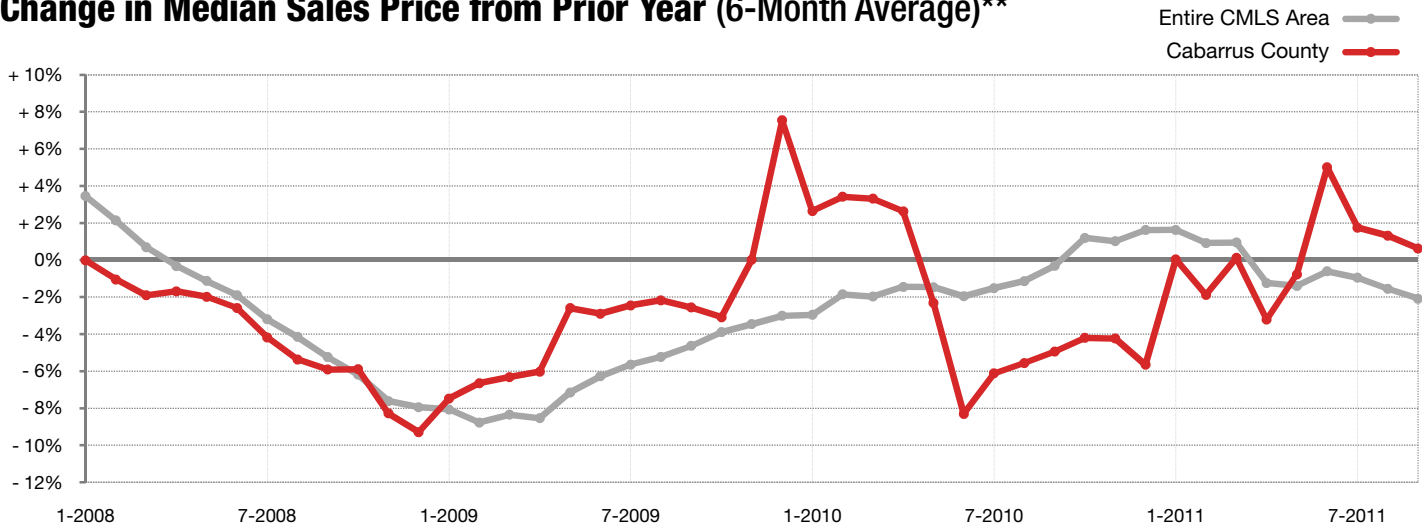
■ 2010 ■ 2011

Year to Date

■ 2010 ■ 2011



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



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Charlotte Regional Realtor® Association

Gaston County

- 26.7%

Change in
New Listings

+ 27.8%

Change in
Closed Sales

- 1.6%

Change in
Median Sales Price

September

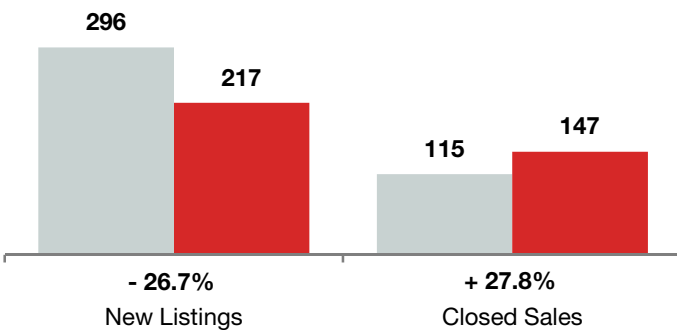
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	296	217	- 26.7%	3,118	2,505	- 19.7%
Closed Sales	115	147	+ 27.8%	1,309	1,167	- 10.8%
Median Sales Price*	\$108,950	\$107,250	- 1.6%	\$110,000	\$107,000	- 2.7%
Average Sales Price*	\$126,707	\$123,354	- 2.6%	\$128,078	\$126,162	- 1.5%
Percent of Original List Price Received*	87.2%	87.3%	+ 0.2%	89.7%	87.9%	- 2.0%
List to Close	154	172	+ 11.4%	140	155	+ 10.9%
Inventory of Homes for Sale	1,843	1,501	- 18.6%	--	--	--
Months Supply of Inventory	12.2	11.9	- 2.4%	--	--	--

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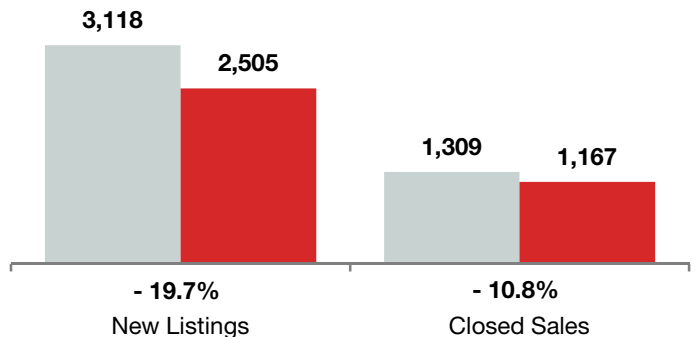
September

■ 2010 ■ 2011

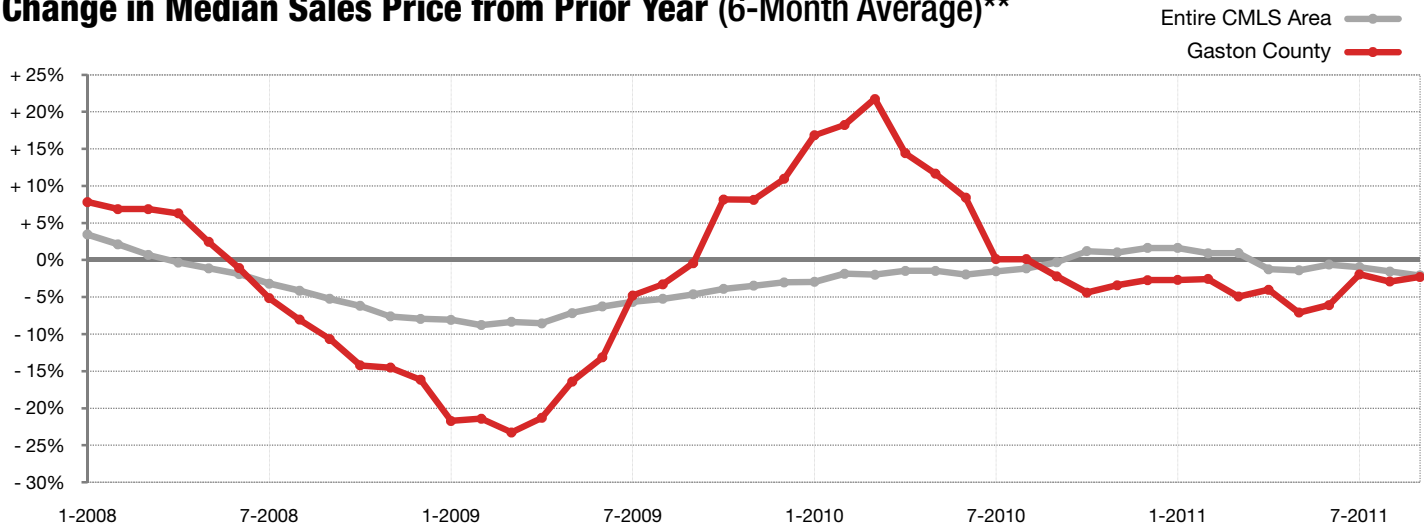


Year to Date

■ 2010 ■ 2011



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

Iredell County

- 17.2%

Change in
New Listings

+ 11.2%

Change in
Closed Sales

- 8.8%

Change in
Median Sales Price

September

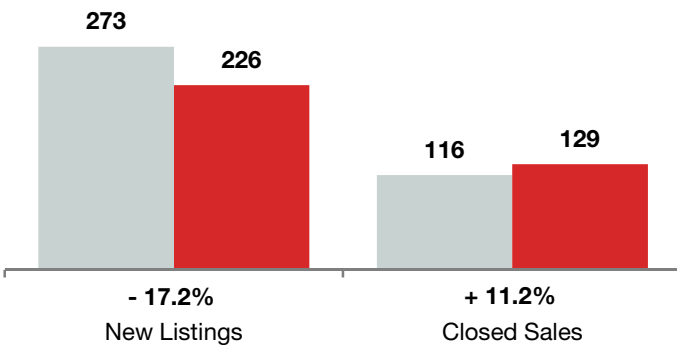
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	273	226	- 17.2%	3,194	2,590	- 18.9%
Closed Sales	116	129	+ 11.2%	1,171	1,164	- 0.6%
Median Sales Price*	\$164,400	\$150,000	- 8.8%	\$160,000	\$162,193	+ 1.4%
Average Sales Price*	\$222,678	\$238,487	+ 7.1%	\$249,174	\$232,877	- 6.5%
Percent of Original List Price Received*	89.1%	87.3%	- 2.0%	89.6%	87.9%	- 1.9%
List to Close	150	191	+ 27.2%	154	164	+ 6.5%
Inventory of Homes for Sale	2,075	1,579	- 23.9%	--	--	--
Months Supply of Inventory	16.0	12.4	- 22.3%	--	--	--

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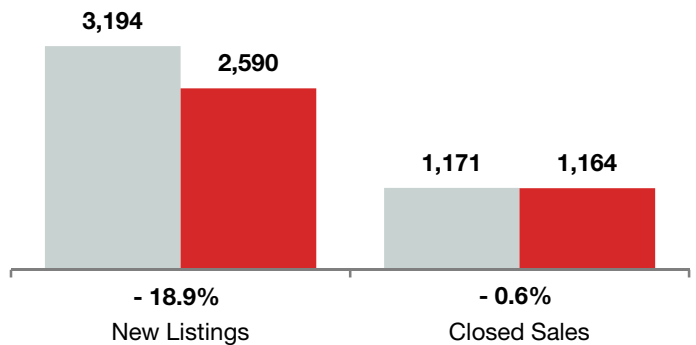
September

■ 2010 ■ 2011

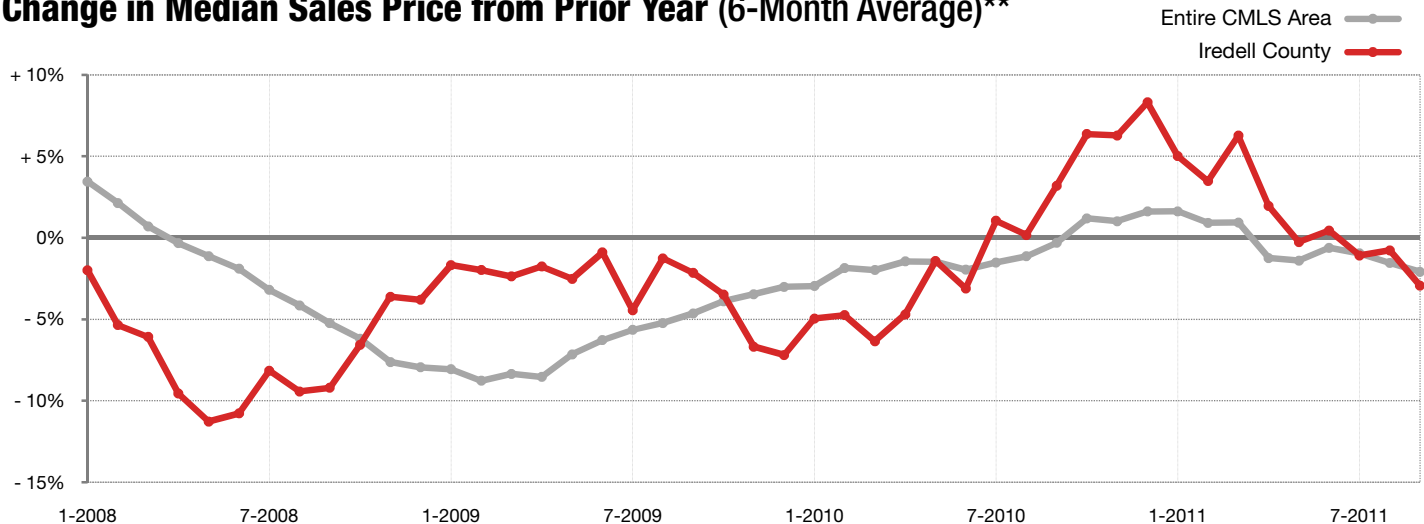


Year to Date

■ 2010 ■ 2011



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Charlotte Regional Realtor® Association

Lincoln County

+ 8.0%

Change in
New Listings

+ 29.8%

Change in
Closed Sales

- 7.3%

Change in
Median Sales Price

September

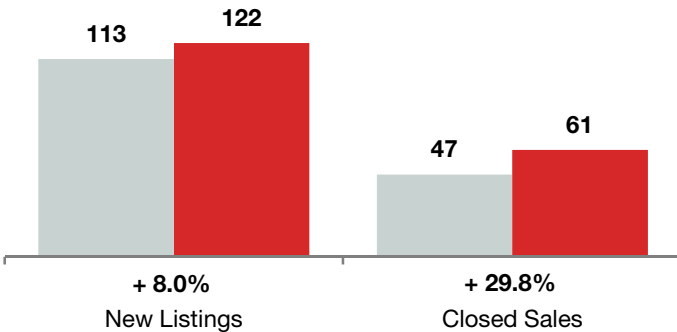
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	113	122	+ 8.0%	1,340	1,164	- 13.1%
Closed Sales	47	61	+ 29.8%	444	484	+ 9.0%
Median Sales Price*	\$177,000	\$164,000	- 7.3%	\$150,000	\$135,000	- 10.0%
Average Sales Price*	\$240,152	\$220,481	- 8.2%	\$210,464	\$179,018	- 14.9%
Percent of Original List Price Received*	87.7%	87.5%	- 0.2%	88.6%	88.5%	- 0.1%
List to Close	160	150	- 6.6%	152	157	+ 3.5%
Inventory of Homes for Sale	804	703	- 12.6%	--	--	--
Months Supply of Inventory	15.6	13.2	- 15.3%	--	--	--

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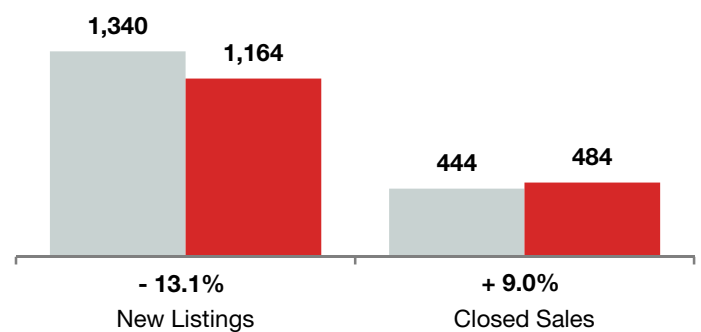
September

■ 2010 ■ 2011

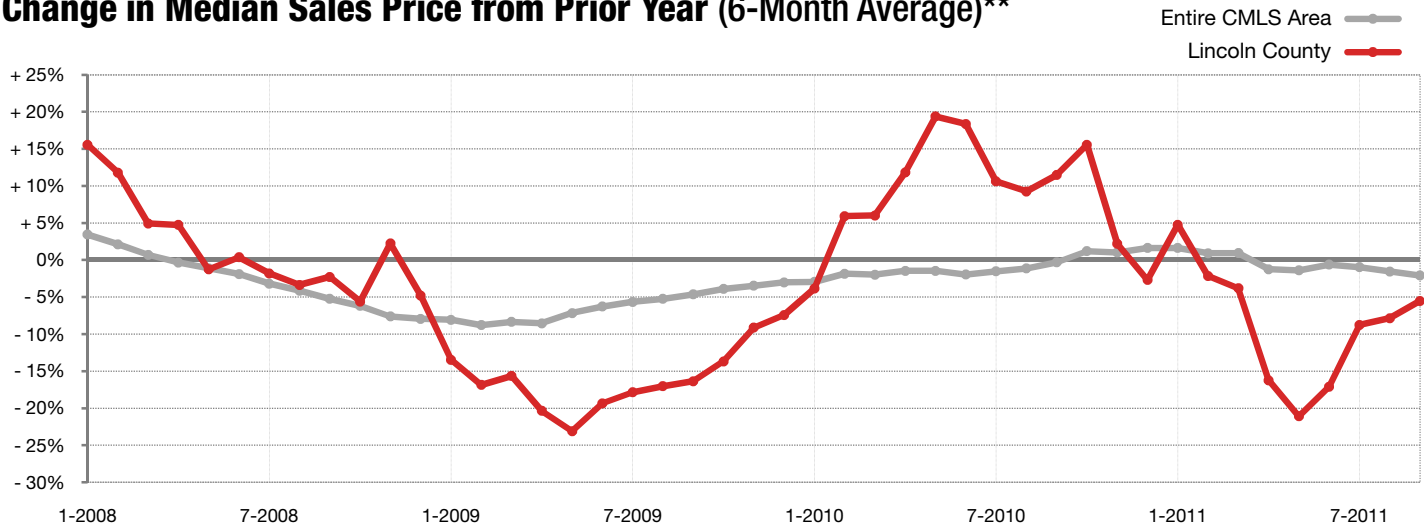


Year to Date

■ 2010 ■ 2011



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Charlotte Regional Realtor® Association

Union County

- 19.3%

Change in
New Listings

+ 37.6%

Change in
Closed Sales

- 15.6%

Change in
Median Sales Price

September

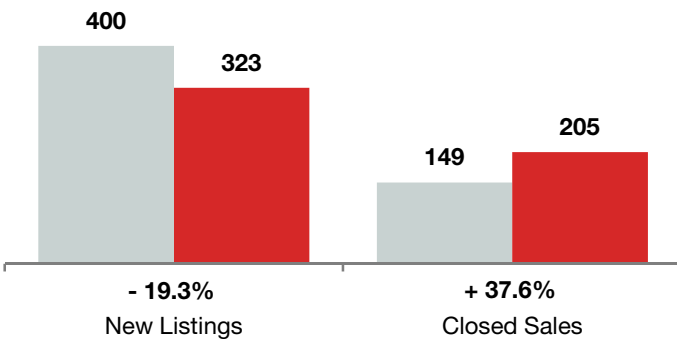
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	400	323	- 19.3%	4,468	3,498	- 21.7%
Closed Sales	149	205	+ 37.6%	1,621	1,690	+ 4.3%
Median Sales Price*	\$199,000	\$167,900	- 15.6%	\$195,000	\$185,000	- 5.1%
Average Sales Price*	\$268,805	\$235,741	- 12.3%	\$262,467	\$250,261	- 4.7%
Percent of Original List Price Received*	88.2%	89.6%	+ 1.6%	90.7%	90.2%	- 0.6%
List to Close	150	161	+ 7.2%	148	156	+ 6.0%
Inventory of Homes for Sale	2,488	1,872	- 24.8%	--	--	--
Months Supply of Inventory	13.3	10.4	- 22.0%	--	--	--

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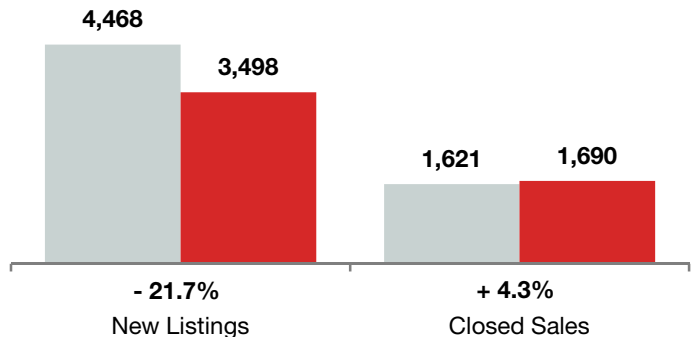
September

■ 2010 ■ 2011

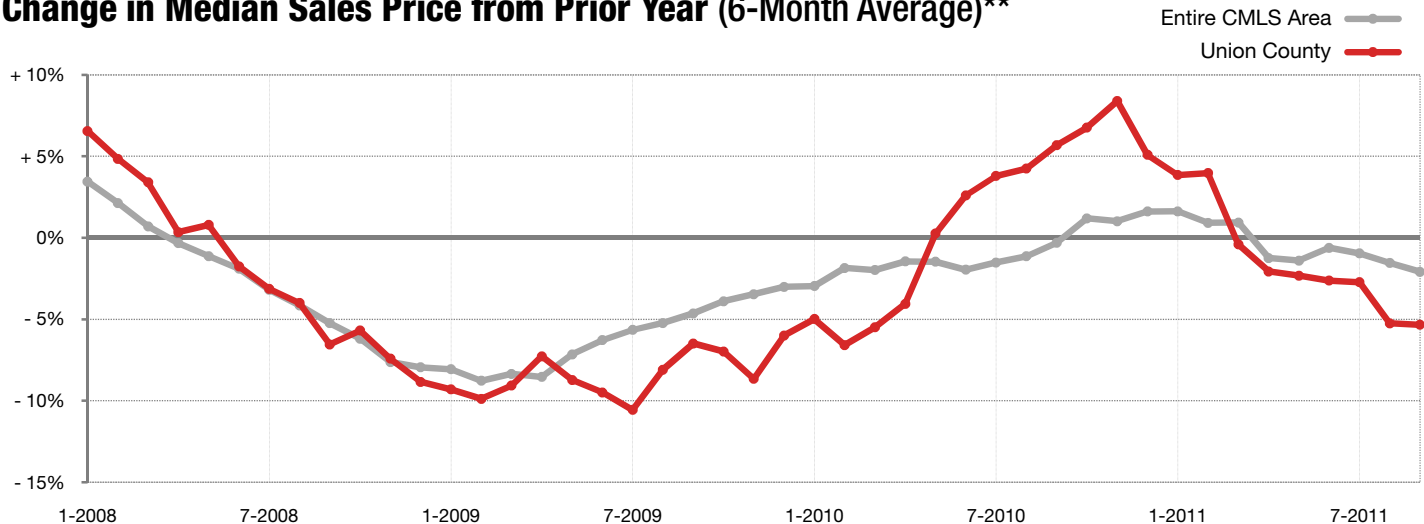


Year to Date

■ 2010 ■ 2011



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A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

York County, SC

- 29.9%

Change in
New Listings

+ 50.0%

Change in
Closed Sales

- 1.0%

Change in
Median Sales Price

September

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	338	237	- 29.9%	3,452	2,789	- 19.2%
Closed Sales	110	165	+ 50.0%	1,279	1,312	+ 2.6%
Median Sales Price*	\$189,945	\$188,100	- 1.0%	\$180,000	\$178,933	- 0.6%
Average Sales Price*	\$222,164	\$212,271	- 4.5%	\$215,876	\$208,264	- 3.5%
Percent of Original List Price Received*	91.9%	92.4%	+ 0.5%	92.7%	91.0%	- 1.9%
List to Close	151	174	+ 15.4%	150	166	+ 10.5%
Inventory of Homes for Sale	2,008	1,503	- 25.1%	--	--	--
Months Supply of Inventory	13.2	10.8	- 18.3%	--	--	--

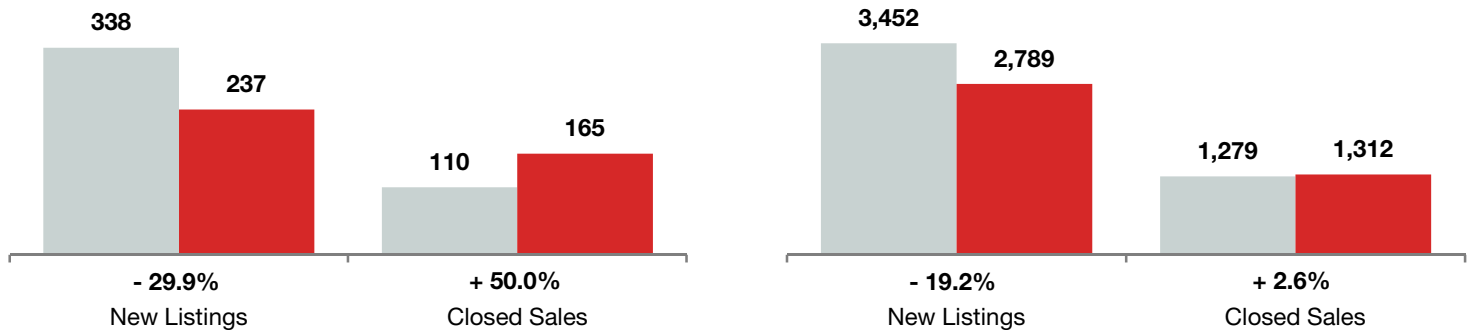
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September

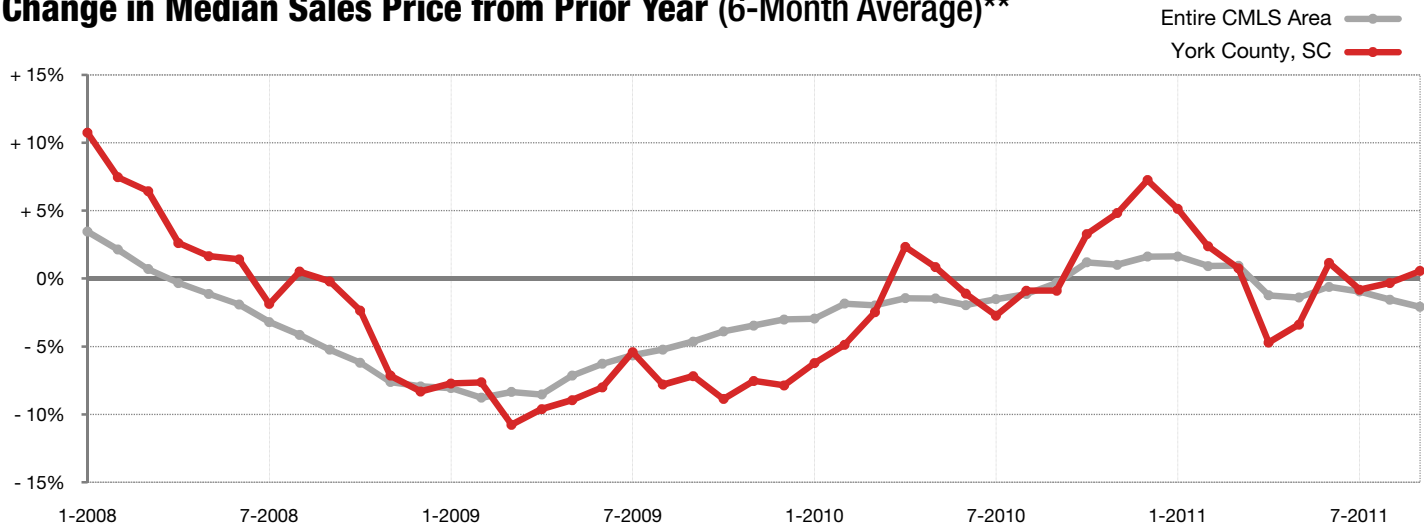
■ 2010 ■ 2011

Year to Date

■ 2010 ■ 2011



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Charlotte Regional Realtor® Association

Mecklenburg County

- 22.6%

Change in
New Listings

+ 29.4%

Change in
Closed Sales

- 10.4%

Change in
Median Sales Price

September

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	1,960	1,518	- 22.6%	21,708	16,790	- 22.7%
Closed Sales	688	890	+ 29.4%	8,103	8,183	+ 1.0%
Median Sales Price*	\$167,945	\$150,558	- 10.4%	\$161,000	\$158,490	- 1.6%
Average Sales Price*	\$227,618	\$205,335	- 9.8%	\$223,940	\$217,225	- 3.0%
Percent of Original List Price Received*	89.2%	89.9%	+ 0.8%	90.6%	89.5%	- 1.2%
List to Close	136	146	+ 7.3%	136	143	+ 5.6%
Inventory of Homes for Sale	11,372	8,200	- 27.9%	--	--	--
Months Supply of Inventory	12.4	9.5	- 23.6%	--	--	--

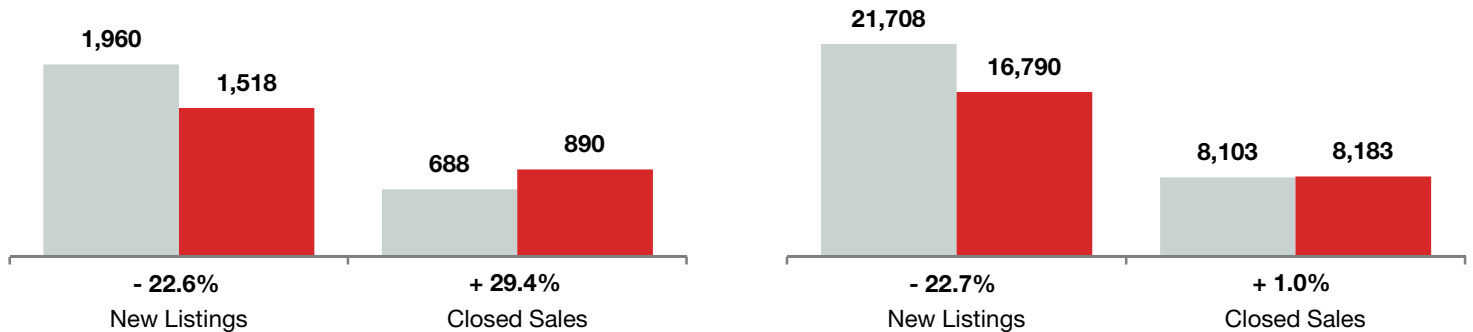
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September

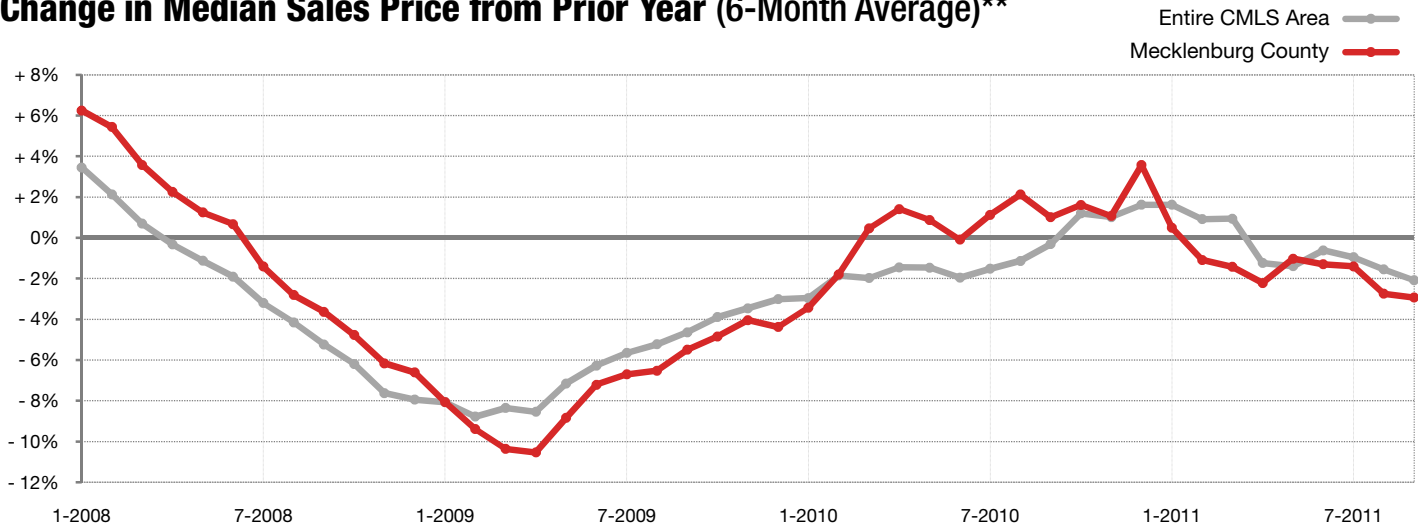
■ 2010 ■ 2011

Year to Date

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Charlotte Regional Realtor® Association

Mecklenburg - (N) Area 01

- 28.0%

Change in
New Listings

+ 6.6%

Change in
Closed Sales

- 6.4%

Change in
Median Sales Price

September

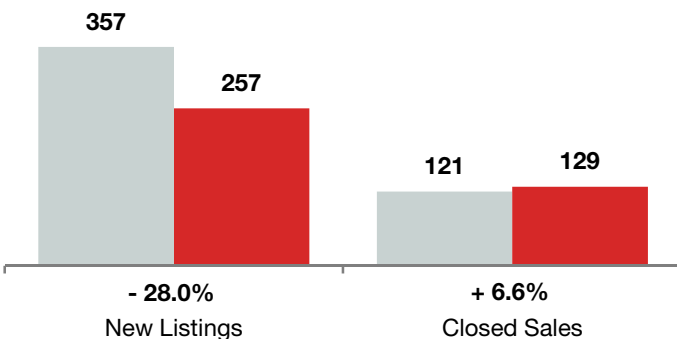
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	357	257	- 28.0%	3,641	2,814	- 22.7%
Closed Sales	121	129	+ 6.6%	1,450	1,374	- 5.2%
Median Sales Price*	\$155,900	\$146,000	- 6.4%	\$155,000	\$146,000	- 5.8%
Average Sales Price*	\$201,679	\$175,998	- 12.7%	\$188,127	\$177,487	- 5.7%
Percent of Original List Price Received*	91.5%	92.3%	+ 0.9%	92.2%	90.5%	- 1.8%
List to Close	139	148	+ 6.5%	136	144	+ 6.2%
Inventory of Homes for Sale	1,886	1,359	- 27.9%	--	--	--
Months Supply of Inventory	11.5	9.1	- 21.4%	--	--	--

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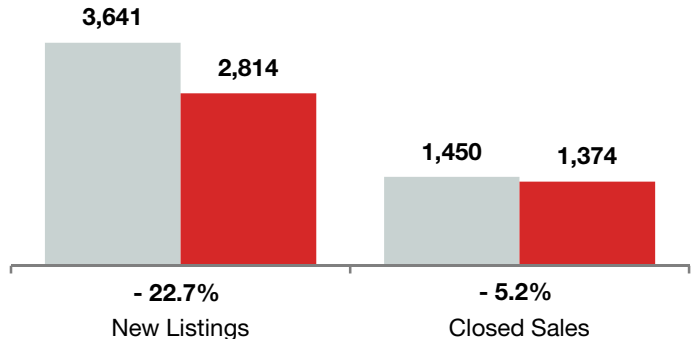
September

■ 2010 ■ 2011

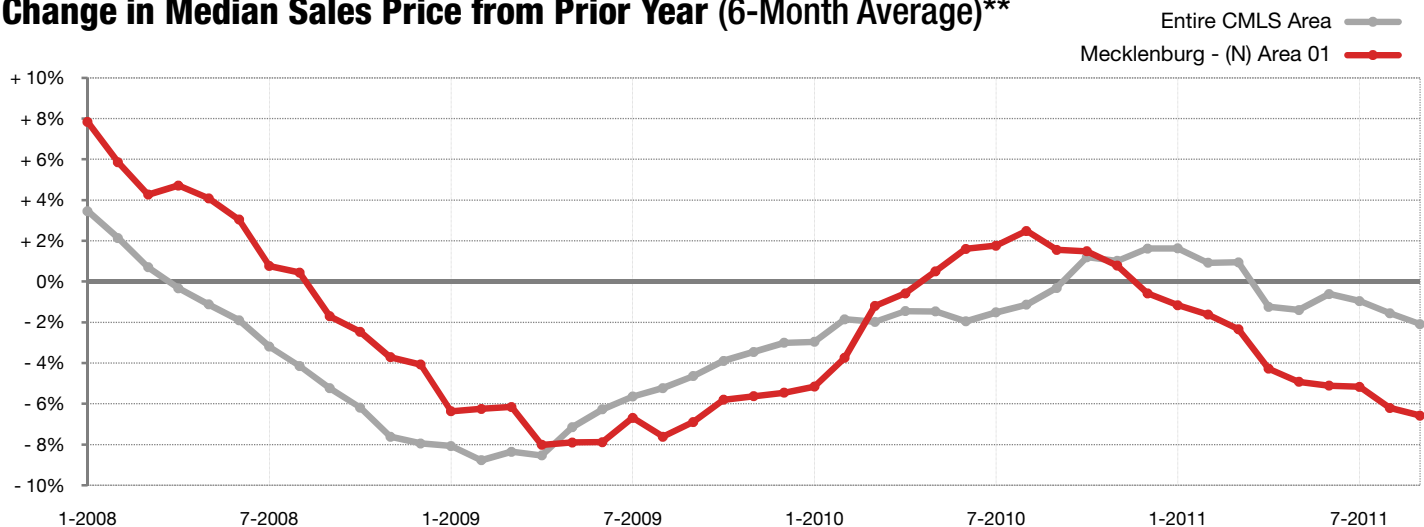


Year to Date

■ 2010 ■ 2011



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Charlotte Regional Realtor® Association

Mecklenburg - (E) Area 02

- 26.7%

Change in
New Listings

+ 19.8%

Change in
Closed Sales

- 7.9%

Change in
Median Sales Price

September

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	251	184	- 26.7%	2,666	1,965	- 26.3%
Closed Sales	86	103	+ 19.8%	972	972	0.0%
Median Sales Price*	\$96,875	\$89,263	- 7.9%	\$110,000	\$98,900	- 10.1%
Average Sales Price*	\$115,604	\$103,275	- 10.7%	\$123,208	\$111,057	- 9.9%
Percent of Original List Price Received*	87.1%	89.2%	+ 2.4%	90.0%	88.7%	- 1.4%
List to Close	117	138	+ 18.0%	121	136	+ 12.7%
Inventory of Homes for Sale	1,391	959	- 31.1%	--	--	--
Months Supply of Inventory	12.4	9.1	- 26.8%	--	--	--

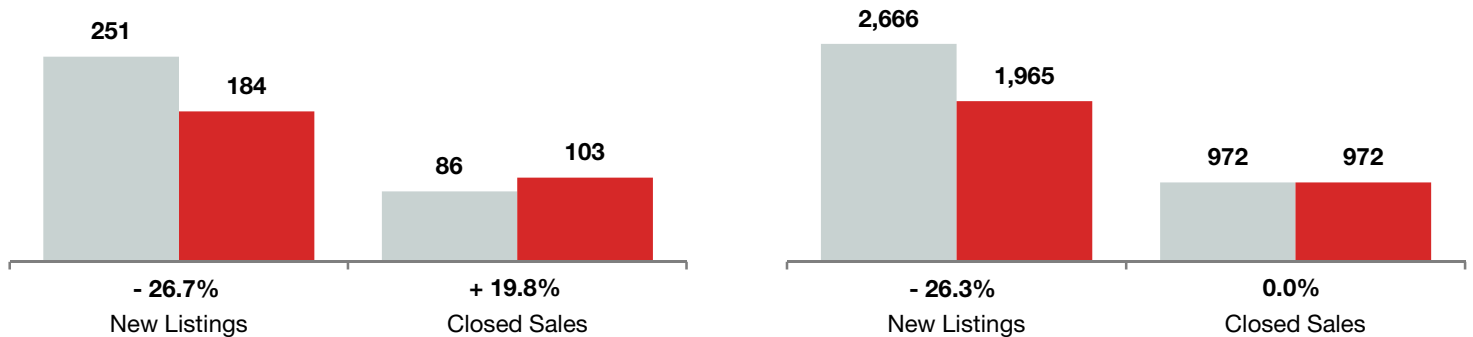
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September

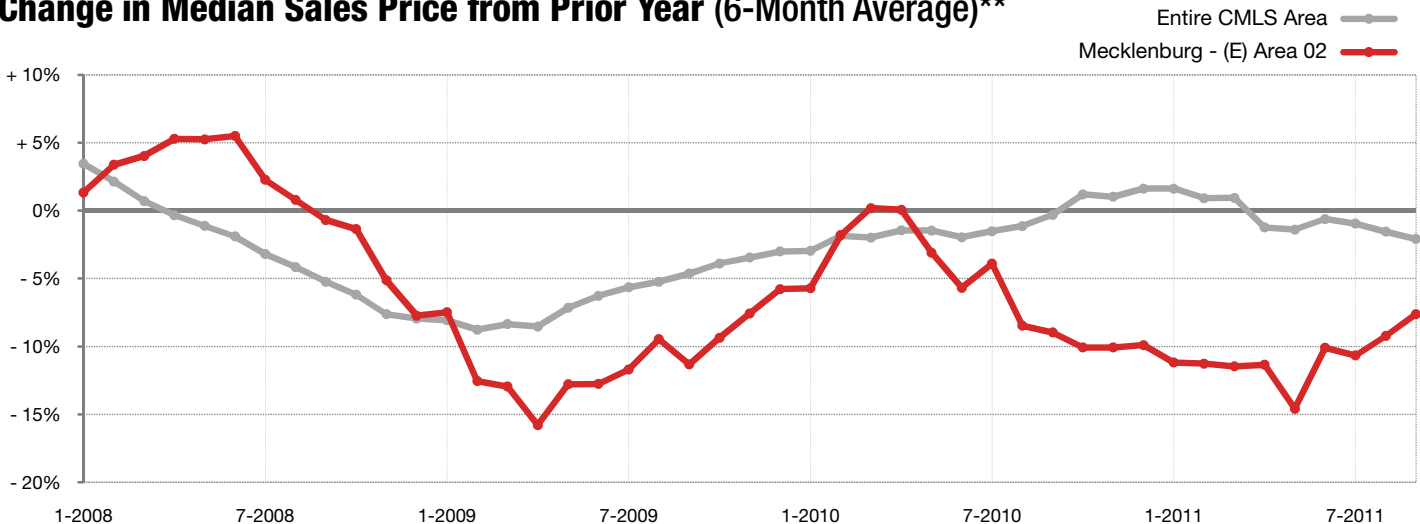
■ 2010 ■ 2011

Year to Date

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Charlotte Regional Realtor® Association

Mecklenburg - (SE) Area 03

- 36.4%

Change in
New Listings

+ 65.0%

Change in
Closed Sales

- 13.7%

Change in
Median Sales Price

September

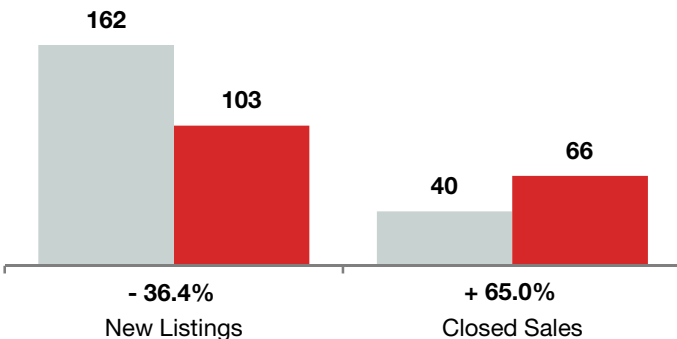
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	162	103	- 36.4%	1,589	1,232	- 22.5%
Closed Sales	40	66	+ 65.0%	582	585	+ 0.5%
Median Sales Price*	\$113,000	\$97,500	- 13.7%	\$124,700	\$105,000	- 15.8%
Average Sales Price*	\$142,794	\$110,806	- 22.4%	\$148,208	\$127,308	- 14.1%
Percent of Original List Price Received*	85.7%	88.1%	+ 2.8%	89.7%	87.5%	- 2.5%
List to Close	151	139	- 7.8%	132	136	+ 3.2%
Inventory of Homes for Sale	834	591	- 29.1%	--	--	--
Months Supply of Inventory	12.0	9.3	- 22.6%	--	--	--

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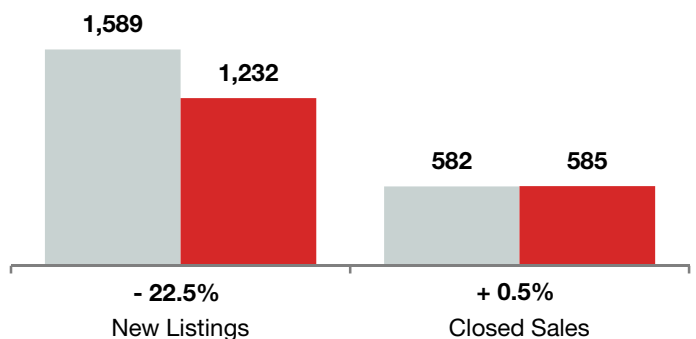
September

■ 2010 ■ 2011

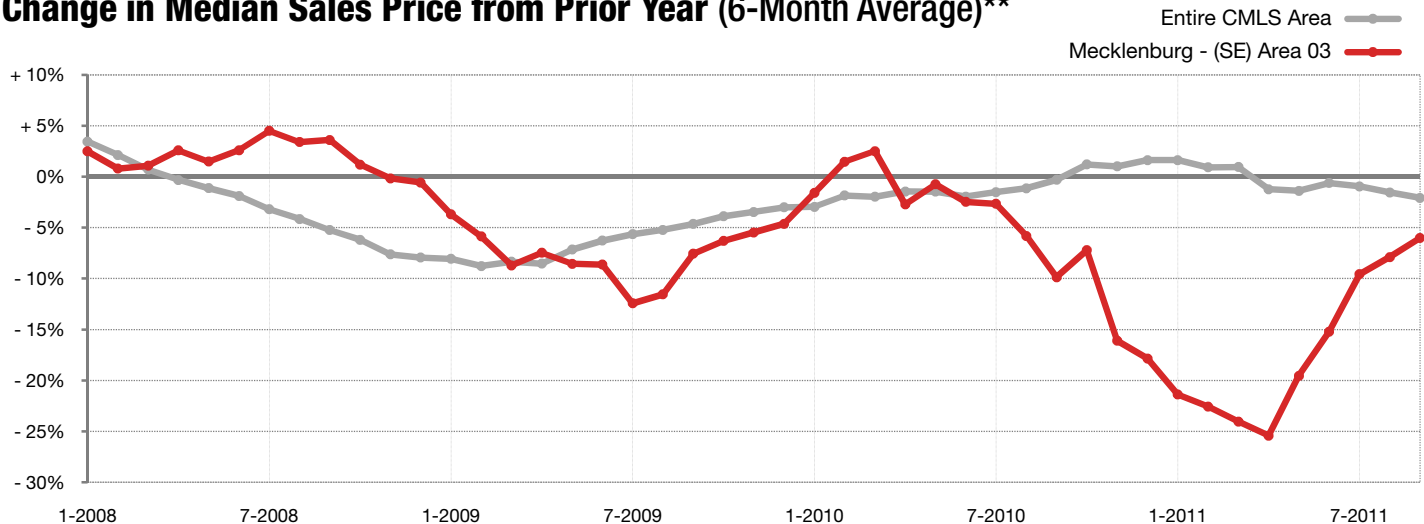


Year to Date

■ 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 – September 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (SSE) Area 04

- 6.8%

Change in
New Listings

+ 33.3%

Change in
Closed Sales

- 21.4%

Change in
Median Sales Price

September

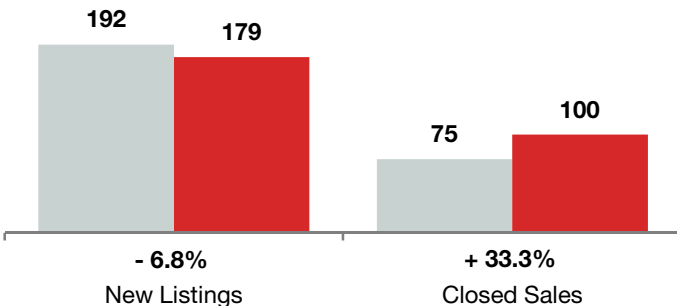
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	192	179	- 6.8%	2,289	1,736	- 24.2%
Closed Sales	75	100	+ 33.3%	714	784	+ 9.8%
Median Sales Price*	\$255,000	\$200,500	- 21.4%	\$245,000	\$257,580	+ 5.1%
Average Sales Price*	\$300,564	\$278,608	- 7.3%	\$310,348	\$307,645	- 0.9%
Percent of Original List Price Received*	90.1%	89.7%	- 0.4%	90.0%	89.6%	- 0.4%
List to Close	130	144	+ 11.1%	141	150	+ 6.4%
Inventory of Homes for Sale	1,168	854	- 26.9%	--	--	--
Months Supply of Inventory	14.5	10.6	- 26.8%	--	--	--

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

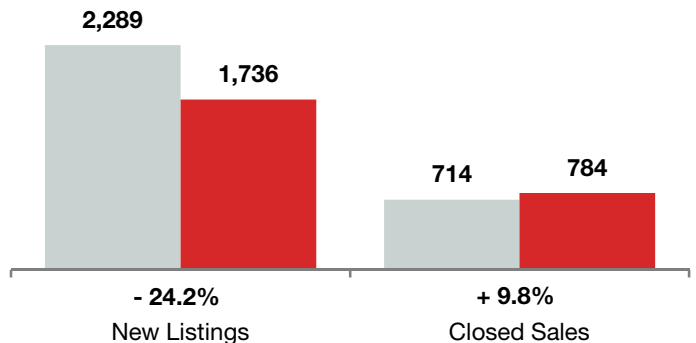
September

2010 2011

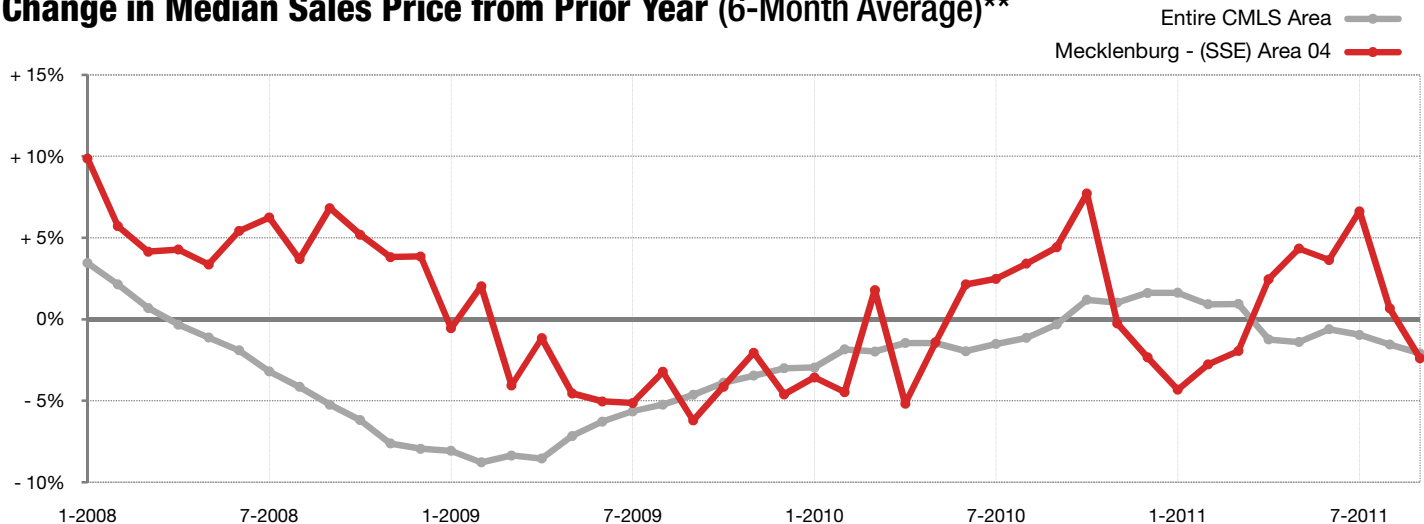


Year to Date

2010 2011



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



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Local Market Update – September 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (S) Area 05

- 8.8%

Change in
New Listings

+ 18.9%

Change in
Closed Sales

- 16.7%

Change in
Median Sales Price

September

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	329	300	- 8.8%	3,976	3,285	- 17.4%
Closed Sales	143	170	+ 18.9%	1,494	1,534	+ 2.7%
Median Sales Price*	\$300,000	\$249,885	- 16.7%	\$275,482	\$275,000	- 0.2%
Average Sales Price*	\$392,420	\$320,870	- 18.2%	\$385,643	\$362,192	- 6.1%
Percent of Original List Price Received*	88.9%	90.3%	+ 1.6%	90.0%	90.4%	+ 0.4%
List to Close	152	134	- 11.9%	149	142	- 4.9%
Inventory of Homes for Sale	2,094	1,592	- 24.0%	--	--	--
Months Supply of Inventory	12.9	9.9	- 22.9%	--	--	--

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

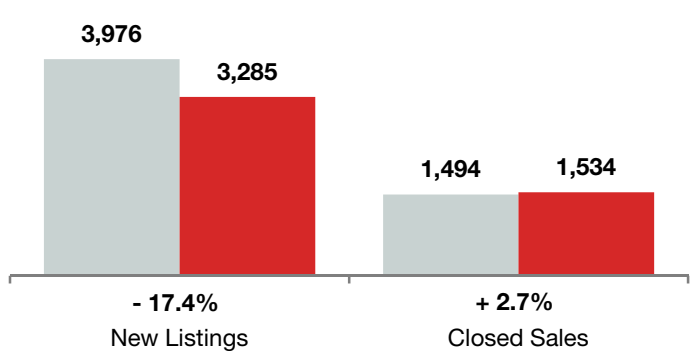
September

■ 2010 ■ 2011

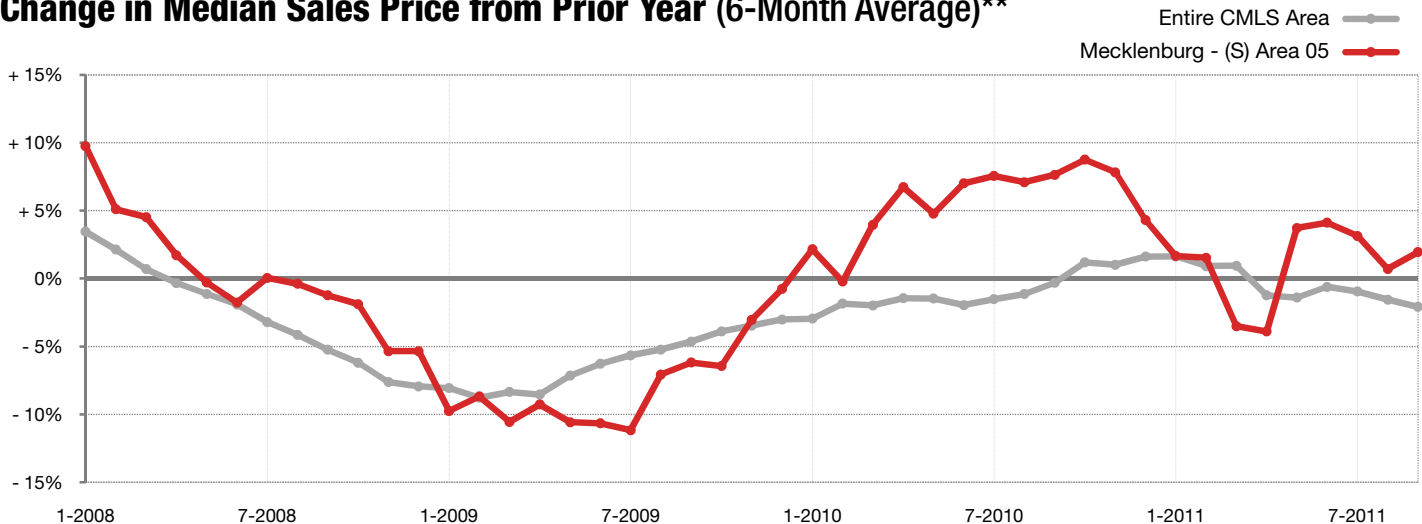


Year to Date

■ 2010 ■ 2011



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



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Local Market Update – September 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (SSW) Area 06

- 30.1%

Change in
New Listings

+ 45.9%

Change in
Closed Sales

- 14.5%

Change in
Median Sales Price

September

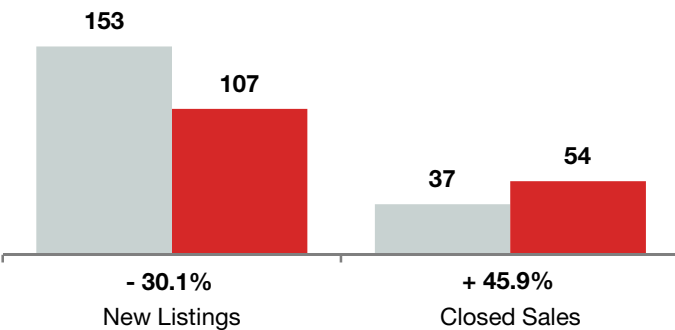
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	153	107	- 30.1%	1,661	1,288	- 22.5%
Closed Sales	37	54	+ 45.9%	547	641	+ 17.2%
Median Sales Price*	\$173,000	\$148,000	- 14.5%	\$178,500	\$182,500	+ 2.2%
Average Sales Price*	\$170,474	\$189,767	+ 11.3%	\$207,663	\$207,633	- 0.0%
Percent of Original List Price Received*	90.0%	89.0%	- 1.2%	90.3%	91.1%	+ 0.9%
List to Close	121	160	+ 32.5%	140	146	+ 4.7%
Inventory of Homes for Sale	839	608	- 27.5%	--	--	--
Months Supply of Inventory	13.0	10.0	- 23.1%	--	--	--

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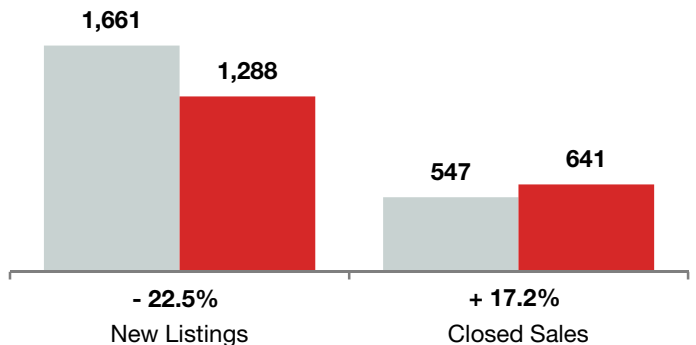
September

■ 2010 ■ 2011

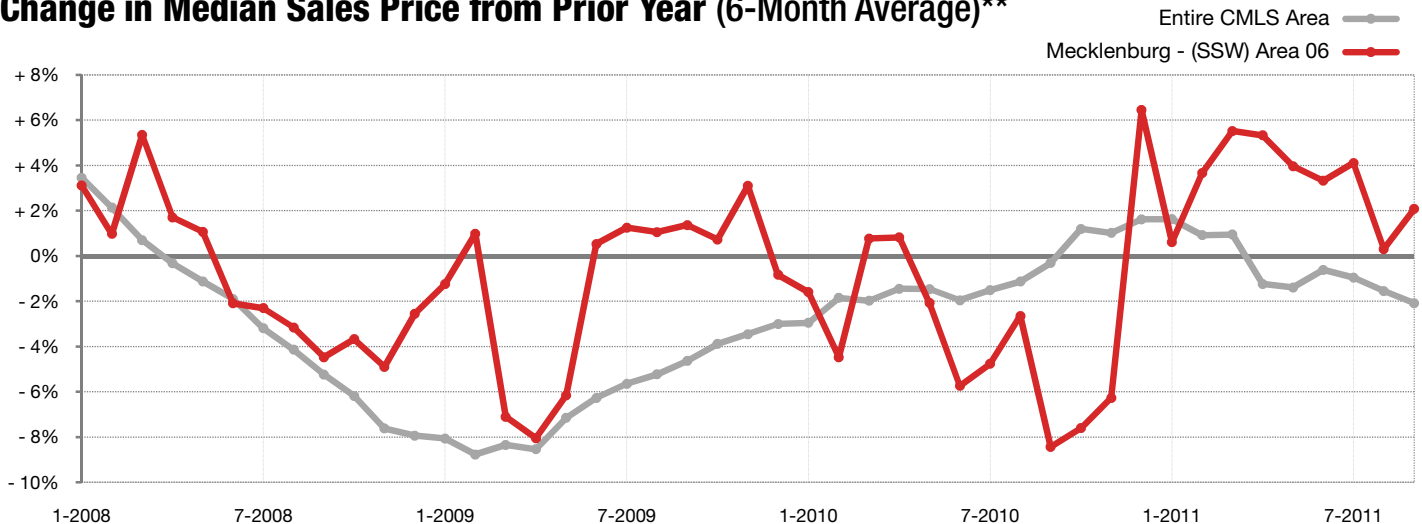


Year to Date

■ 2010 ■ 2011



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



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Local Market Update – September 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (SW) Area 07

- 9.1%

Change in
New Listings

+ 61.9%

Change in
Closed Sales

- 0.8%

Change in
Median Sales Price

September

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	121	110	- 9.1%	1,382	1,085	- 21.5%
Closed Sales	42	68	+ 61.9%	535	617	+ 15.3%
Median Sales Price*	\$125,950	\$124,900	- 0.8%	\$142,000	\$125,000	- 12.0%
Average Sales Price*	\$127,989	\$131,914	+ 3.1%	\$140,163	\$131,901	- 5.9%
Percent of Original List Price Received*	90.4%	89.9%	- 0.5%	92.1%	89.6%	- 2.7%
List to Close	115	139	+ 21.2%	120	143	+ 18.6%
Inventory of Homes for Sale	728	471	- 35.3%	--	--	--
Months Supply of Inventory	11.6	6.9	- 40.4%	--	--	--

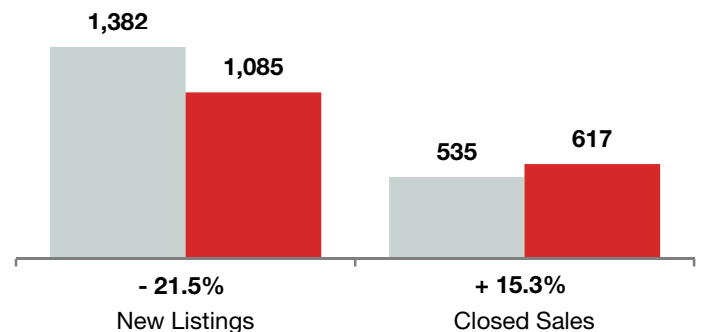
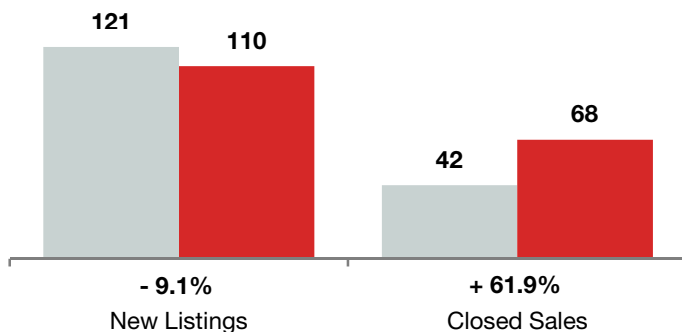
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September

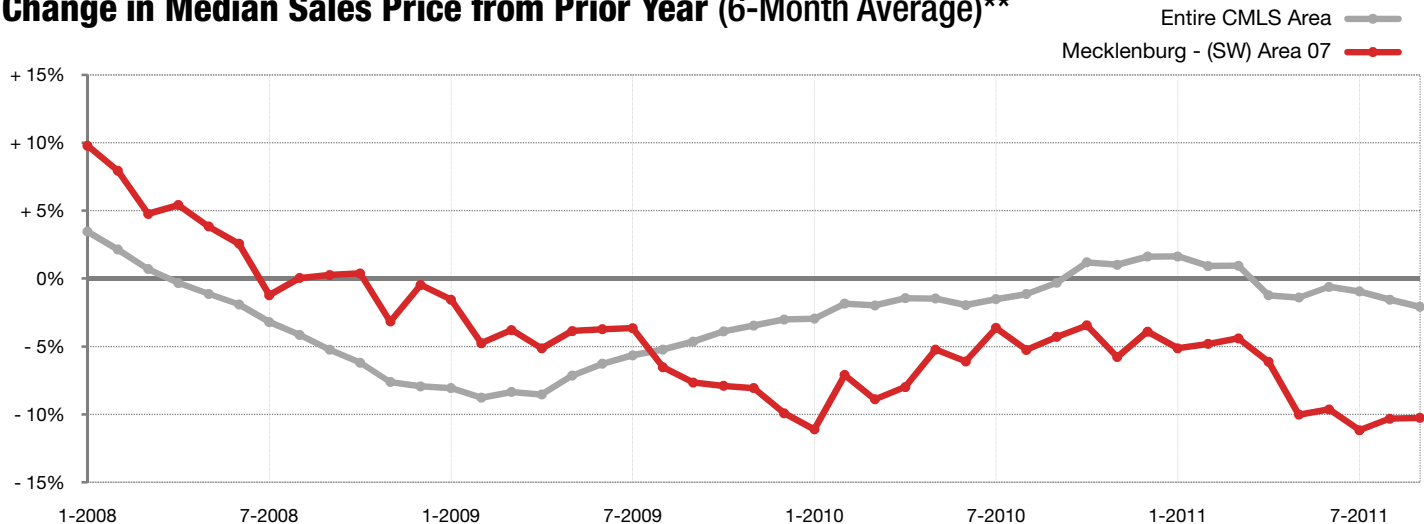
■ 2010 ■ 2011

Year to Date

■ 2010 ■ 2011



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



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Local Market Update – September 2011

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Charlotte Regional Realtor® Association

Mecklenburg - (W) Area 08

- 27.7%

Change in
New Listings

+ 32.5%

Change in
Closed Sales

+ 1.5%

Change in
Median Sales Price

September

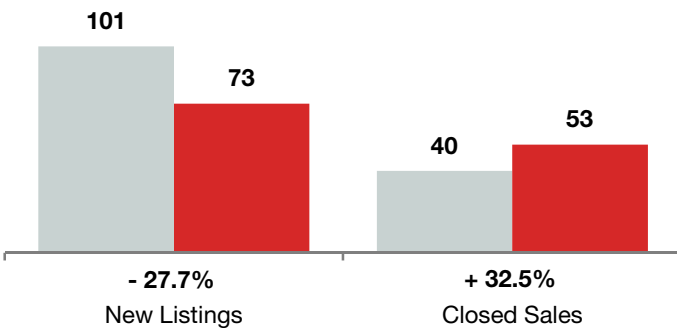
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	101	73	- 27.7%	1,089	790	- 27.5%
Closed Sales	40	53	+ 32.5%	509	425	- 16.5%
Median Sales Price*	\$55,200	\$56,050	+ 1.5%	\$78,000	\$55,370	- 29.0%
Average Sales Price*	\$61,343	\$70,062	+ 14.2%	\$82,394	\$71,043	- 13.8%
Percent of Original List Price Received*	87.6%	85.7%	- 2.2%	88.4%	85.7%	- 3.0%
List to Close	124	154	+ 23.9%	116	135	+ 15.8%
Inventory of Homes for Sale	559	402	- 28.1%	--	--	--
Months Supply of Inventory	10.1	9.0	- 11.1%	--	--	--

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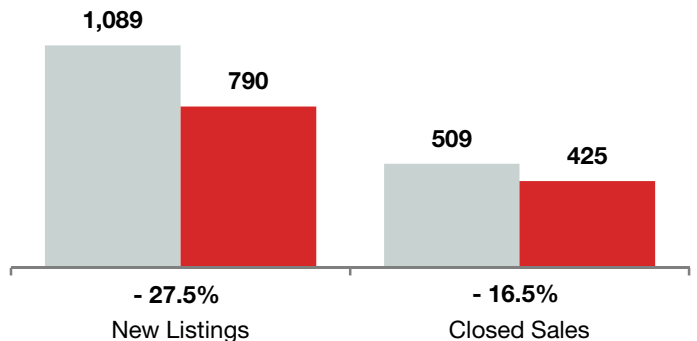
September

■ 2010 ■ 2011

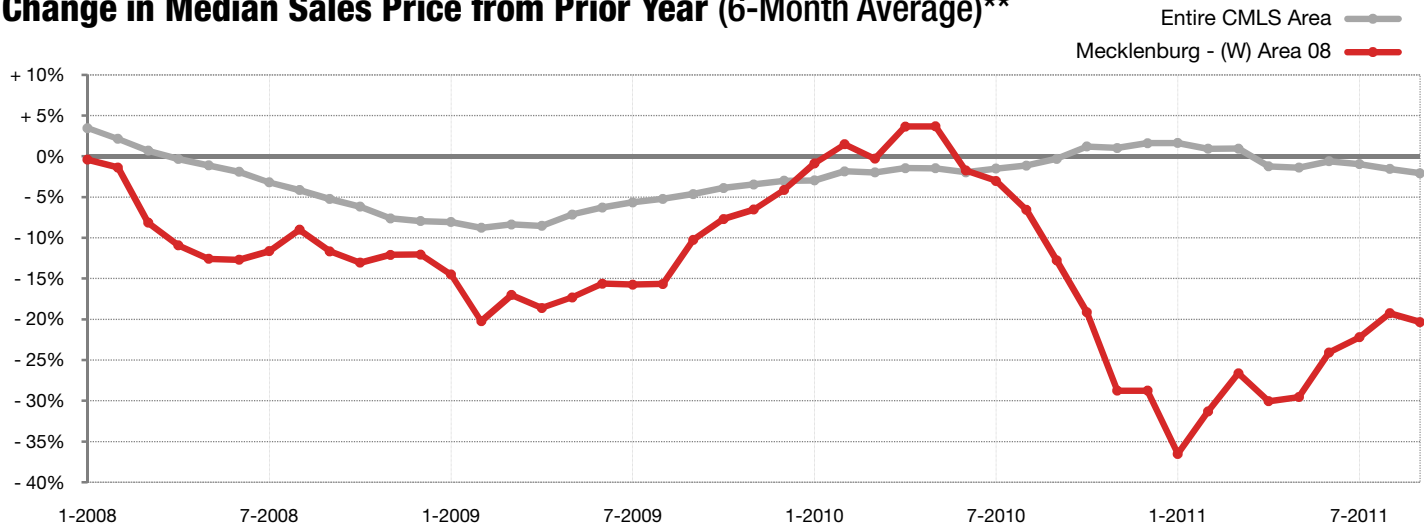


Year to Date

■ 2010 ■ 2011



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



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Local Market Update – September 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (NW) Area 09

- 36.8%

Change in
New Listings

+ 42.3%

Change in
Closed Sales

- 4.3%

Change in
Median Sales Price

September

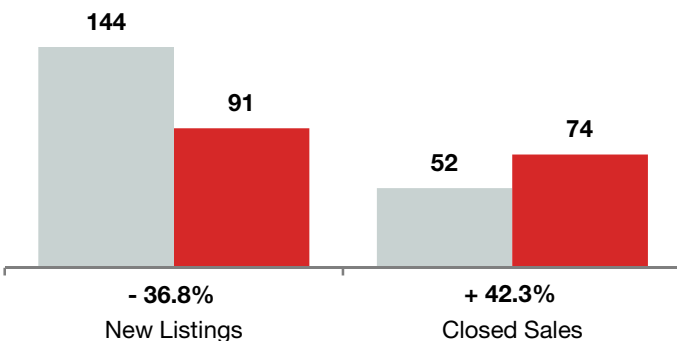
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	144	91	- 36.8%	1,708	1,243	- 27.2%
Closed Sales	52	74	+ 42.3%	734	663	- 9.7%
Median Sales Price*	\$119,000	\$113,914	- 4.3%	\$128,351	\$130,000	+ 1.3%
Average Sales Price*	\$159,064	\$143,098	- 10.0%	\$153,645	\$152,624	- 0.7%
Percent of Original List Price Received*	89.5%	91.7%	+ 2.5%	92.5%	89.2%	- 3.5%
List to Close	135	162	+ 20.2%	127	140	+ 10.0%
Inventory of Homes for Sale	854	578	- 32.3%	--	--	--
Months Supply of Inventory	10.2	8.3	- 19.3%	--	--	--

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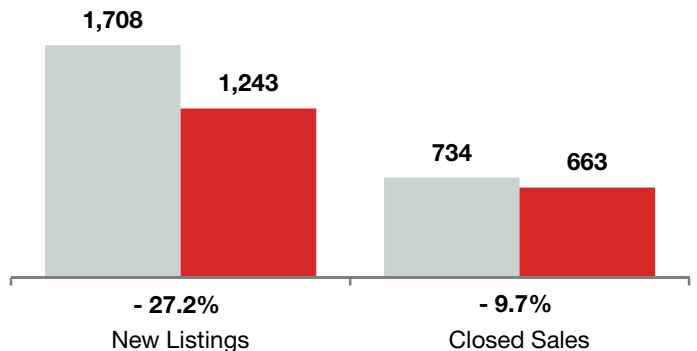
September

■ 2010 ■ 2011

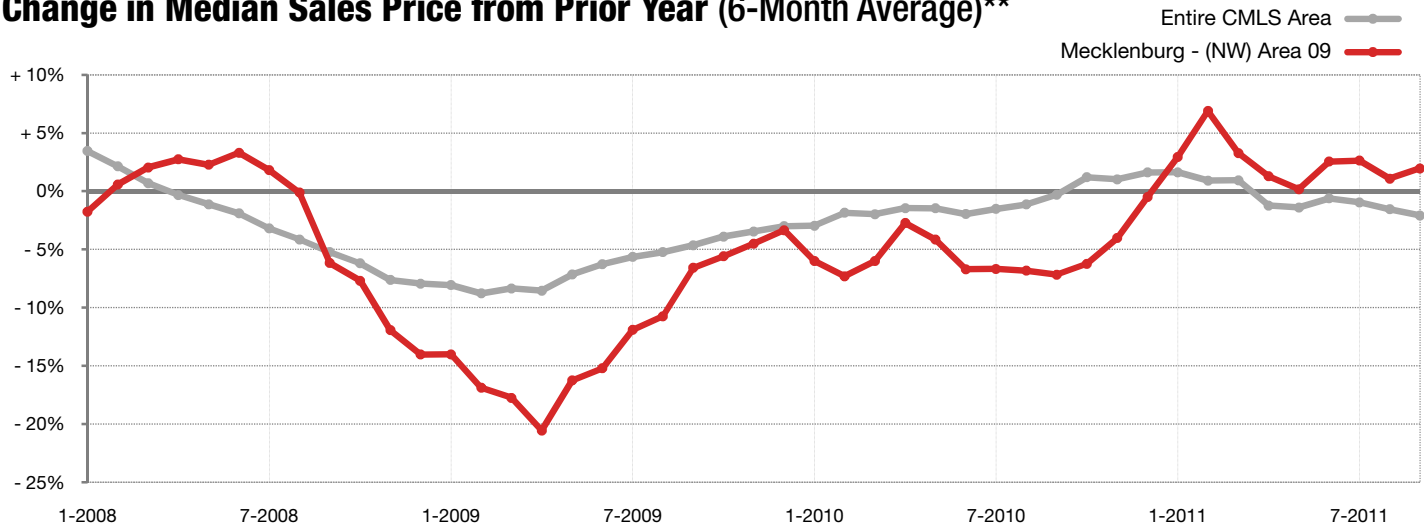


Year to Date

■ 2010 ■ 2011



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



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Local Market Update – September 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Lake Norman / Area 13

- 17.4%

Change in
New Listings

+ 11.2%

Change in
Closed Sales

+ 6.7%

Change in
Median Sales Price

September

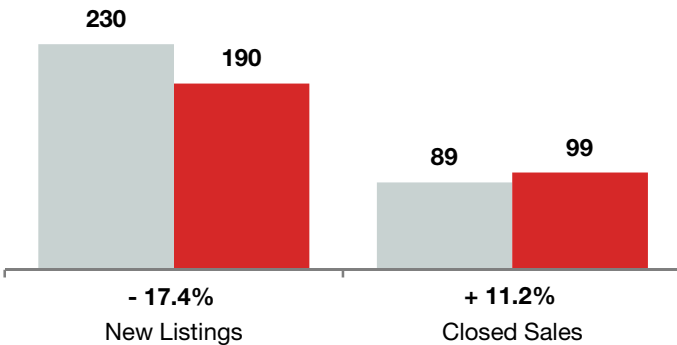
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	230	190	- 17.4%	2,623	2,156	- 17.8%
Closed Sales	89	99	+ 11.2%	822	817	- 0.6%
Median Sales Price*	\$300,000	\$320,000	+ 6.7%	\$313,249	\$326,000	+ 4.1%
Average Sales Price*	\$363,374	\$452,745	+ 24.6%	\$427,685	\$433,551	+ 1.4%
Percent of Original List Price Received*	88.9%	90.9%	+ 2.2%	89.2%	88.3%	- 1.0%
List to Close	153	160	+ 4.6%	166	175	+ 5.6%
Inventory of Homes for Sale	1,626	1,323	- 18.6%	--	--	--
Months Supply of Inventory	18.4	14.4	- 21.6%	--	--	--

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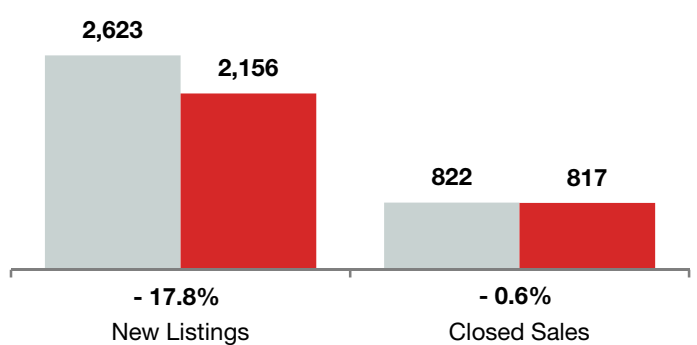
September

■ 2010 ■ 2011

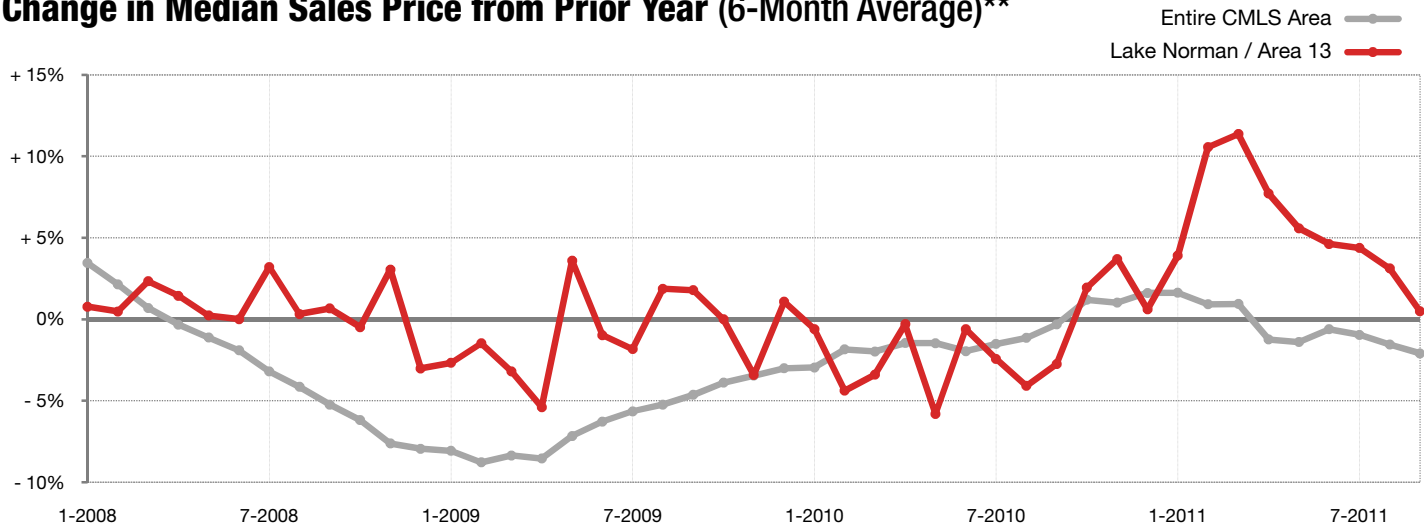


Year to Date

■ 2010 ■ 2011



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Local Market Update – September 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Lake Wylie / Area 15

- 41.9%

+ 84.0%

- 25.3%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

September

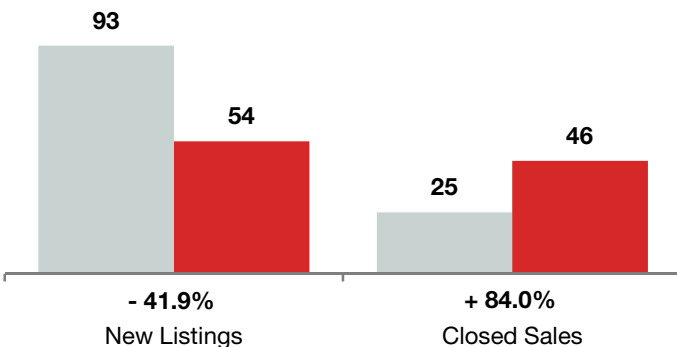
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	93	54	- 41.9%	992	726	- 26.8%
Closed Sales	25	46	+ 84.0%	285	284	- 0.4%
Median Sales Price*	\$275,112	\$205,428	- 25.3%	\$308,844	\$273,000	- 11.6%
Average Sales Price*	\$312,090	\$285,446	- 8.5%	\$367,498	\$311,998	- 15.1%
Percent of Original List Price Received*	87.3%	91.2%	+ 4.4%	88.0%	88.6%	+ 0.7%
List to Close	180	179	- 0.9%	181	182	+ 0.2%
Inventory of Homes for Sale	645	449	- 30.4%	--	--	--
Months Supply of Inventory	20.8	14.8	- 28.9%	--	--	--

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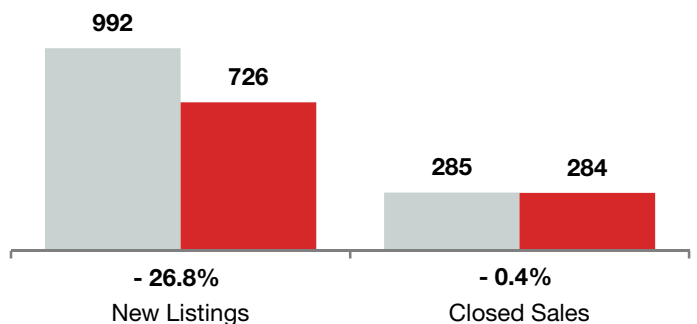
September

2010 2011

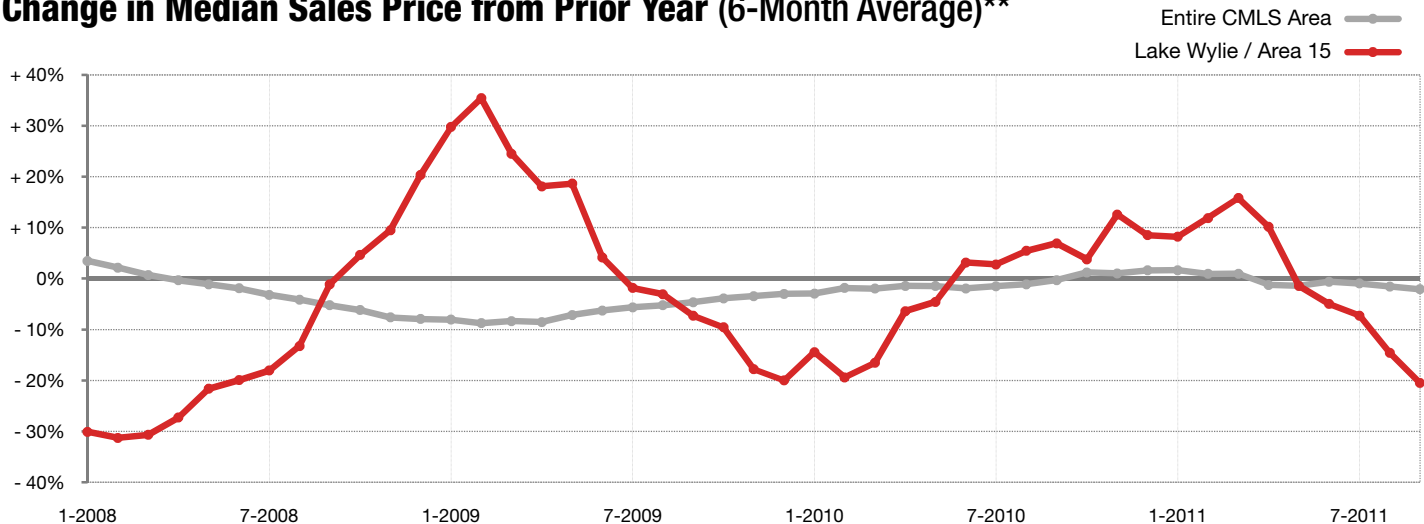


Year to Date

2010 2011



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Local Market Update – September 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Uptown / Area 99

- 26.8% **+ 116.7%** **- 10.4%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

September

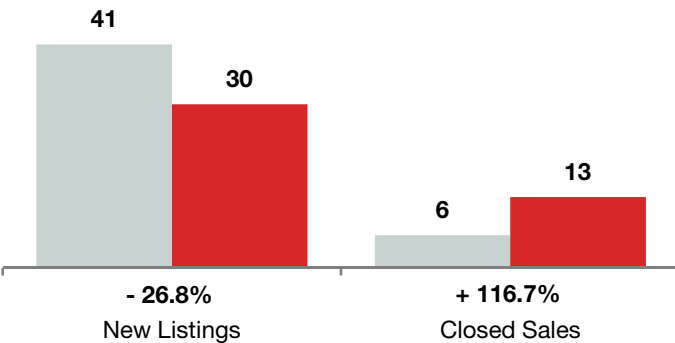
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	41	30	- 26.8%	452	297	- 34.3%
Closed Sales	6	13	+ 116.7%	117	134	+ 14.5%
Median Sales Price*	\$228,750	\$205,000	- 10.4%	\$219,900	\$199,000	- 9.5%
Average Sales Price*	\$230,567	\$252,192	+ 9.4%	\$251,226	\$264,360	+ 5.2%
Percent of Original List Price Received*	83.2%	88.2%	+ 6.0%	89.1%	89.3%	+ 0.2%
List to Close	190	203	+ 6.7%	150	161	+ 7.3%
Inventory of Homes for Sale	257	171	- 33.5%	--	--	--
Months Supply of Inventory	16.8	13.0	- 22.5%	--	--	--

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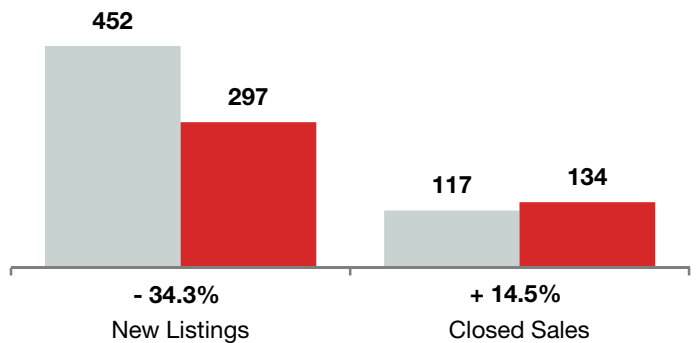
September

■ 2010 ■ 2011

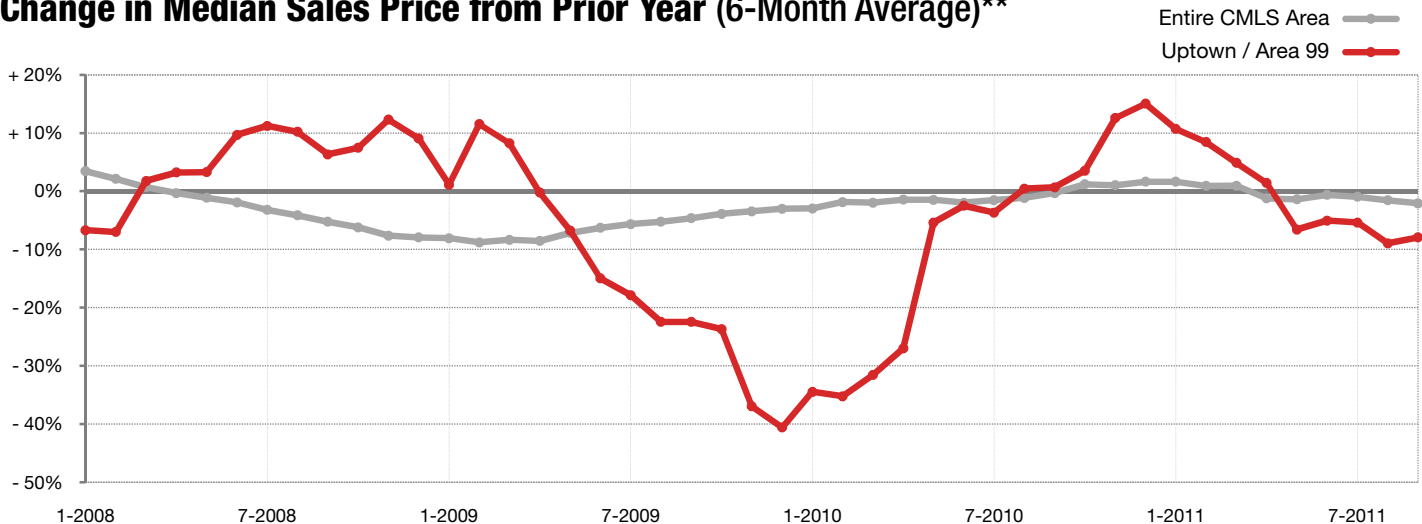


Year to Date

■ 2010 ■ 2011



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



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Local Market Update – September 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Charlotte-Gastonia-Rock Hill MSA

- 22.4%

+ 30.1%

- 7.9%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

September

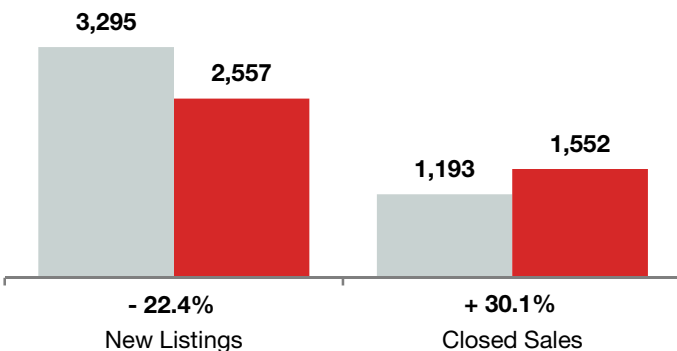
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	3,295	2,557	- 22.4%	36,270	28,446	- 21.6%
Closed Sales	1,193	1,552	+ 30.1%	13,700	13,748	+ 0.4%
Median Sales Price*	\$163,500	\$150,616	- 7.9%	\$159,000	\$155,000	- 2.5%
Average Sales Price*	\$216,832	\$198,768	- 8.3%	\$213,699	\$208,045	- 2.6%
Percent of Original List Price Received*	89.1%	89.9%	+ 0.9%	90.7%	89.6%	- 1.2%
List to Close	142	153	+ 7.6%	140	149	+ 6.2%
Inventory of Homes for Sale	19,800	14,683	- 25.8%	--	--	--
Months Supply of Inventory	12.7	10.1	- 20.7%	--	--	--

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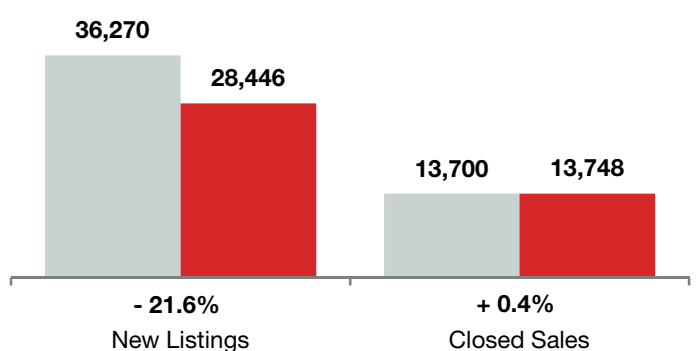
September

■ 2010 ■ 2011

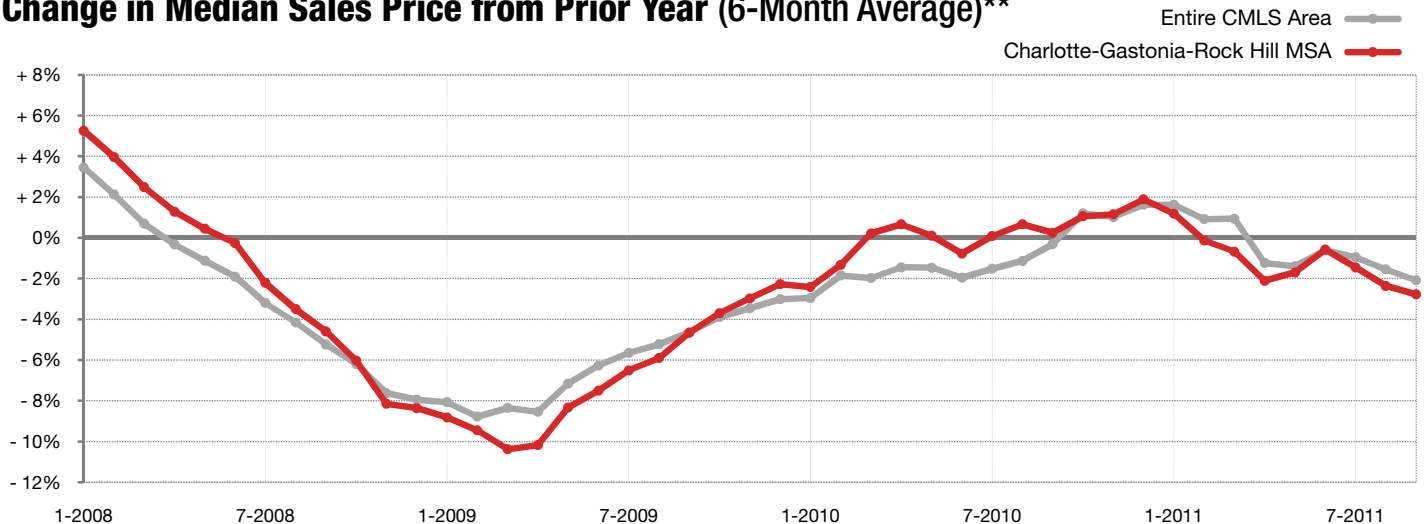


Year to Date

■ 2010 ■ 2011



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



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