

Local Market Update – August 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Entire CMLS Area

- 18.4%

Change in
New Listings

+ 25.6%

Change in
Closed Sales

- 2.5%

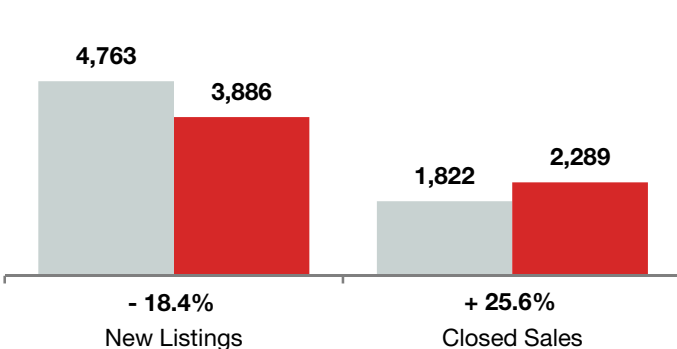
Change in
Median Sales Price

	August			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	4,763	3,886	- 18.4%	42,040	33,689	- 19.9%
Closed Sales	1,822	2,289	+ 25.6%	15,720	15,511	- 1.3%
Median Sales Price*	\$162,000	\$158,000	- 2.5%	\$154,900	\$153,000	- 1.2%
Average Sales Price*	\$226,716	\$205,915	- 9.2%	\$208,997	\$203,563	- 2.6%
Percent of Original List Price Received*	89.5%	89.7%	+ 0.3%	90.5%	89.1%	- 1.5%
List to Close	146	146	+ 0.1%	143	152	+ 5.8%
Inventory of Homes for Sale	26,993	20,924	- 22.5%	--	--	--
Months Supply of Inventory	13.5	11.4	- 15.3%	--	--	--

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

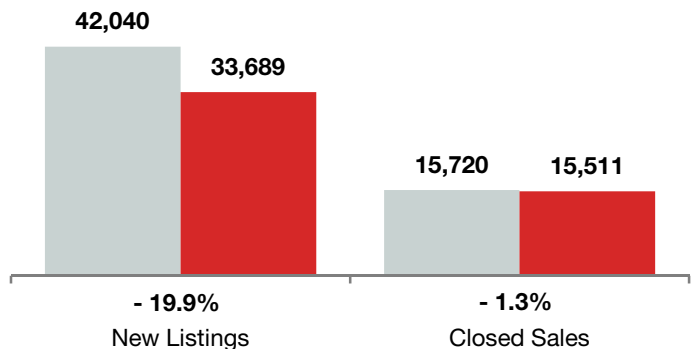
August

■ 2010 ■ 2011



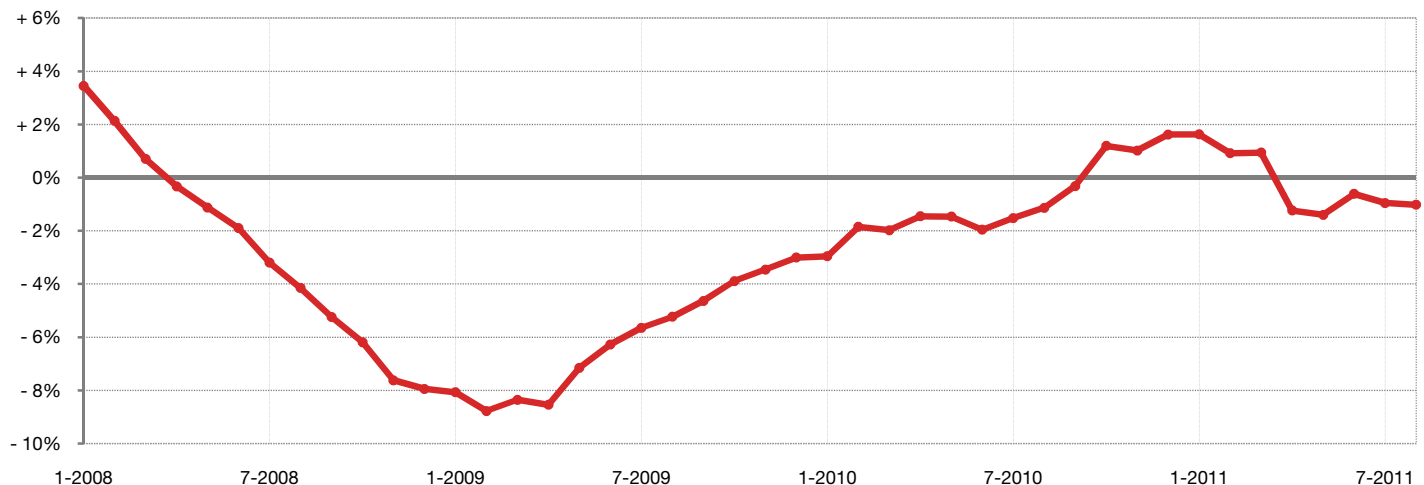
Year to Date

■ 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

- 17.8%

Change in
New Listings

+ 27.4%

Change in
Closed Sales

+ 2.0%

Change in
Median Sales Price

August

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	354	291	- 17.8%	3,086	2,460	- 20.3%
Closed Sales	146	186	+ 27.4%	1,204	1,192	- 1.0%
Median Sales Price*	\$159,850	\$163,000	+ 2.0%	\$150,000	\$152,000	+ 1.3%
Average Sales Price*	\$196,308	\$190,989	- 2.7%	\$178,362	\$176,886	- 0.8%
Percent of Original List Price Received*	90.7%	90.6%	- 0.1%	90.7%	89.9%	- 0.9%
List to Close	194	141	- 27.2%	150	152	+ 1.6%
Inventory of Homes for Sale	2,011	1,497	- 25.6%	--	--	--
Months Supply of Inventory	13.4	10.9	- 19.1%	--	--	--

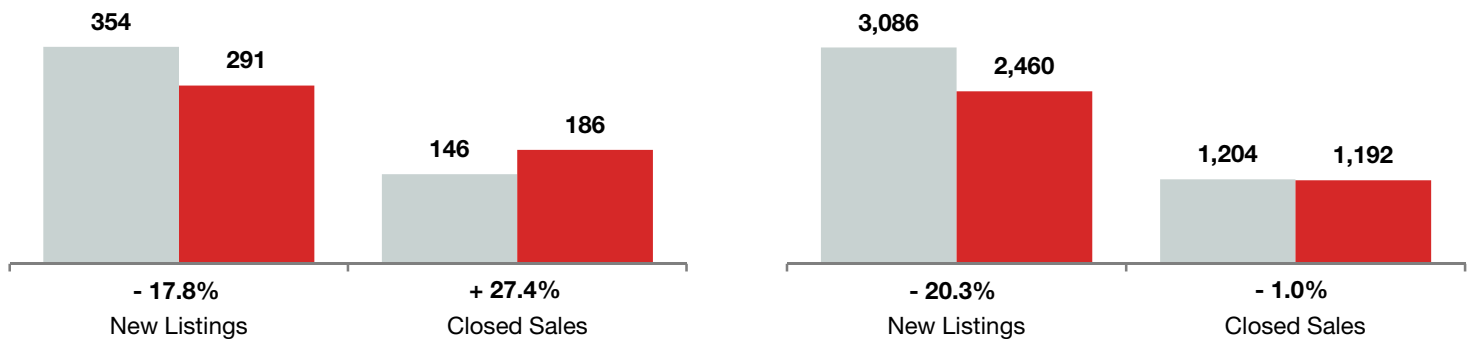
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August

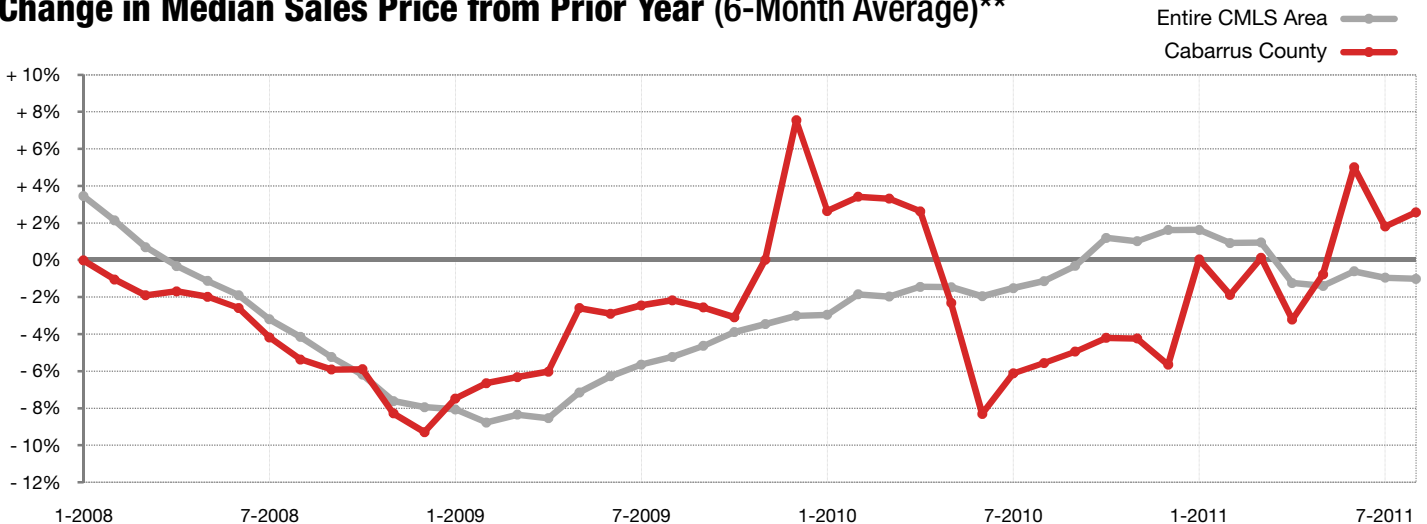
■ 2010 ■ 2011

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

- 20.6%

Change in
New Listings

+ 1.4%

Change in
Closed Sales

+ 7.2%

Change in
Median Sales Price

August

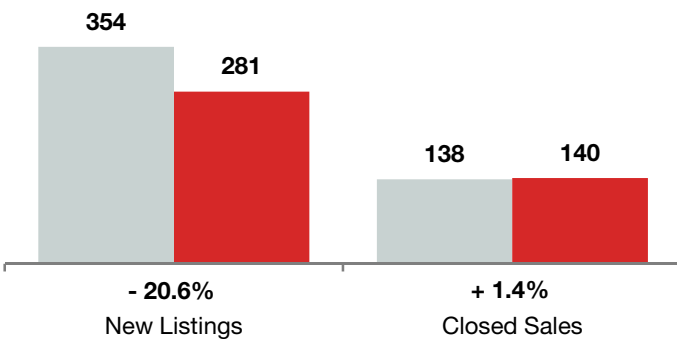
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	354	281	- 20.6%	2,822	2,286	- 19.0%
Closed Sales	138	140	+ 1.4%	1,194	1,020	- 14.6%
Median Sales Price*	\$104,000	\$111,500	+ 7.2%	\$110,000	\$107,000	- 2.7%
Average Sales Price*	\$124,970	\$134,255	+ 7.4%	\$128,210	\$126,567	- 1.3%
Percent of Original List Price Received*	88.8%	88.2%	- 0.7%	90.0%	88.0%	- 2.2%
List to Close	130	149	+ 14.8%	139	153	+ 10.3%
Inventory of Homes for Sale	1,856	1,545	- 16.8%	--	--	--
Months Supply of Inventory	12.3	12.4	+ 1.1%	--	--	--

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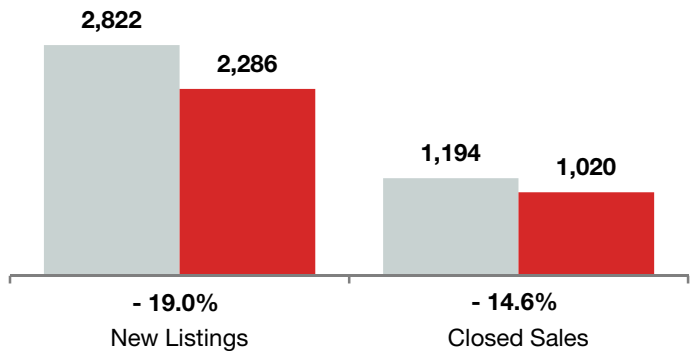
August

2010 2011

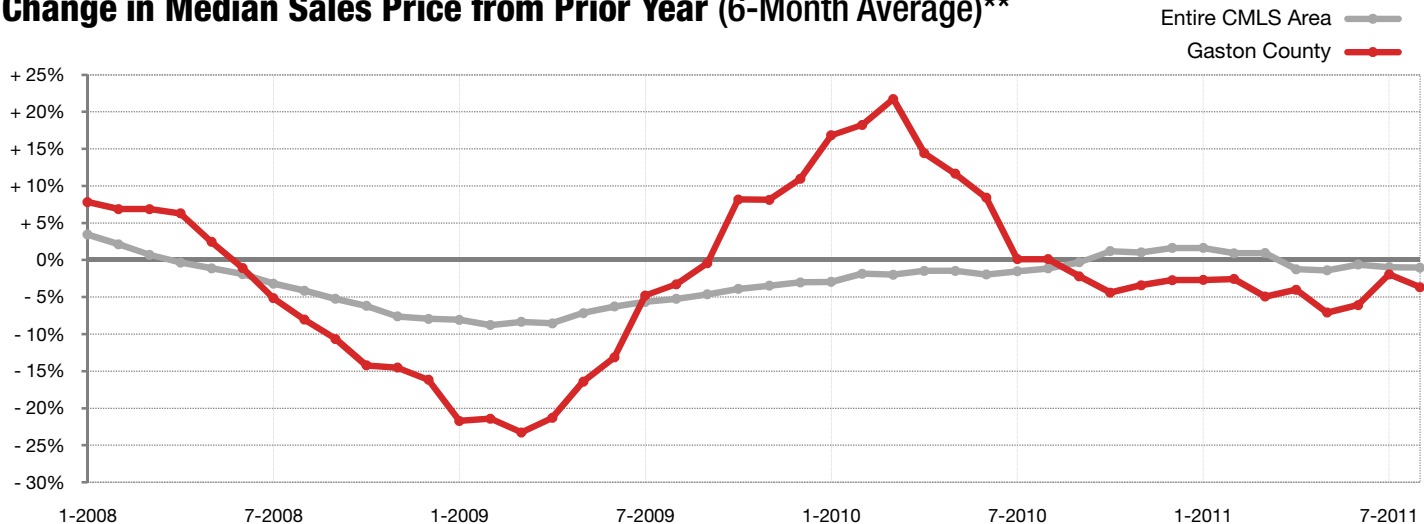


Year to Date

2010 2011



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



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Charlotte Regional Realtor® Association

Iredell County

- 23.9%

Change in
New Listings

+ 42.6%

Change in
Closed Sales

- 2.7%

Change in
Median Sales Price

August

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	339	258	- 23.9%	2,921	2,360	- 19.2%
Closed Sales	122	174	+ 42.6%	1,055	1,035	- 1.9%
Median Sales Price*	\$195,250	\$189,945	- 2.7%	\$159,820	\$163,000	+ 2.0%
Average Sales Price*	\$281,554	\$239,822	- 14.8%	\$252,087	\$232,179	- 7.9%
Percent of Original List Price Received*	89.2%	88.2%	- 1.1%	89.7%	88.0%	- 1.9%
List to Close	139	155	+ 11.2%	154	161	+ 4.1%
Inventory of Homes for Sale	2,131	1,638	- 23.1%	--	--	--
Months Supply of Inventory	16.2	13.1	- 18.7%	--	--	--

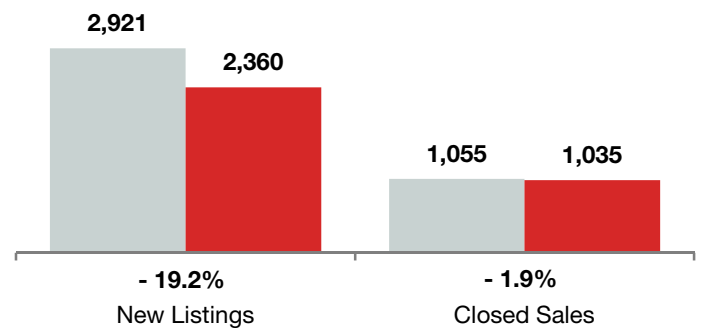
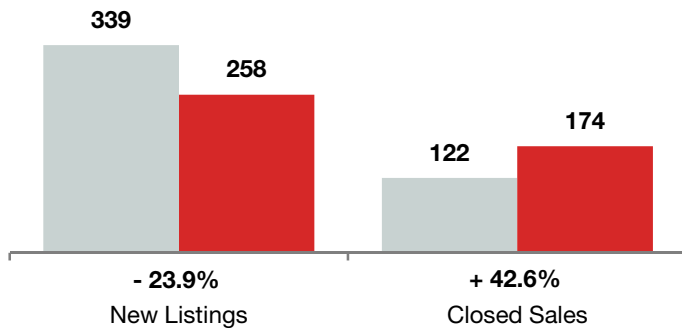
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August

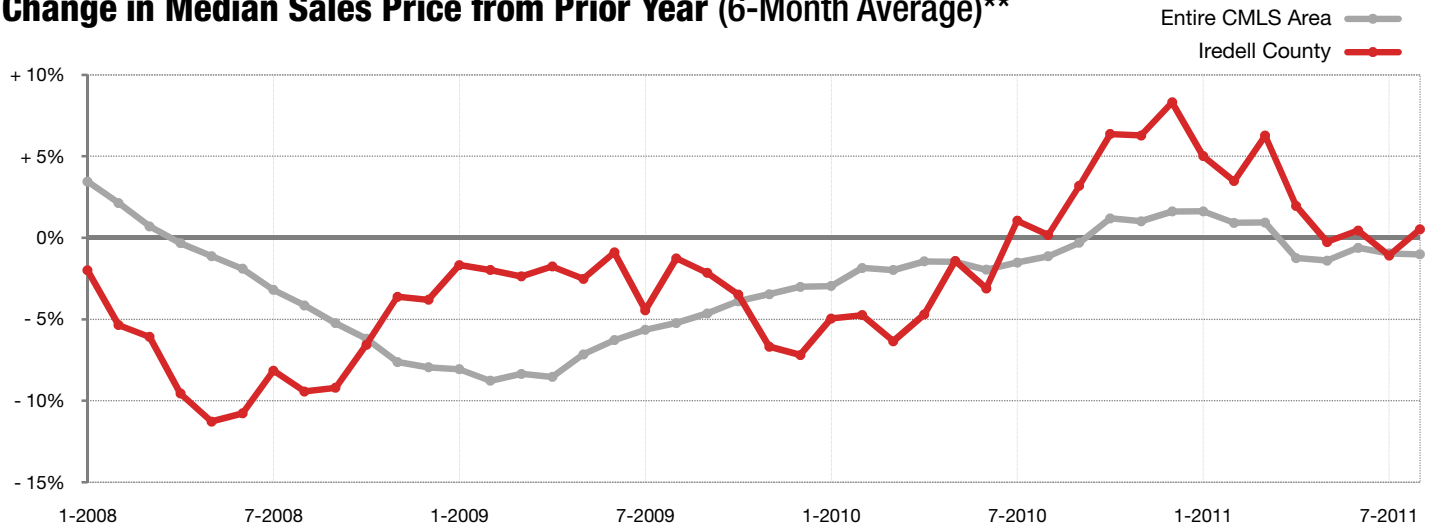
■ 2010 ■ 2011

Year to Date

■ 2010 ■ 2011



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



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Charlotte Regional Realtor® Association

Lincoln County

- 27.9%

Change in
New Listings

+ 15.6%

Change in
Closed Sales

+ 57.6%

Change in
Median Sales Price

August

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	172	124	- 27.9%	1,227	1,040	- 15.2%
Closed Sales	45	52	+ 15.6%	397	423	+ 6.5%
Median Sales Price*	\$88,750	\$139,900	+ 57.6%	\$150,000	\$127,000	- 15.3%
Average Sales Price*	\$167,069	\$173,285	+ 3.7%	\$207,006	\$172,996	- 16.4%
Percent of Original List Price Received*	87.3%	89.4%	+ 2.4%	88.7%	88.6%	- 0.0%
List to Close	137	165	+ 20.6%	150	158	+ 4.9%
Inventory of Homes for Sale	839	728	- 13.2%	--	--	--
Months Supply of Inventory	15.6	13.8	- 11.6%	--	--	--

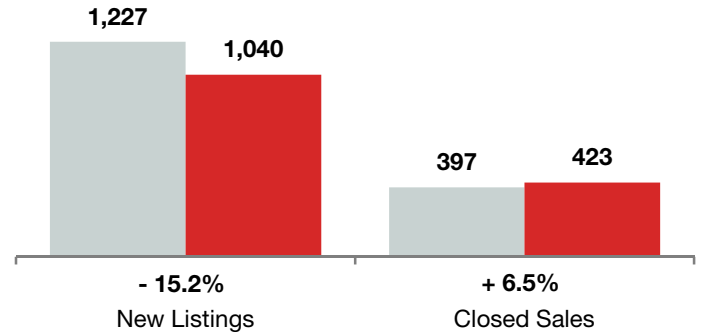
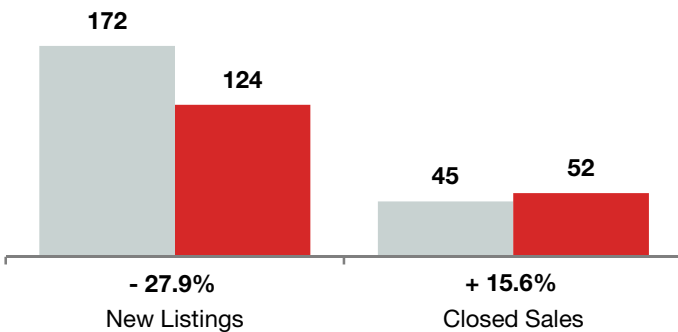
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August

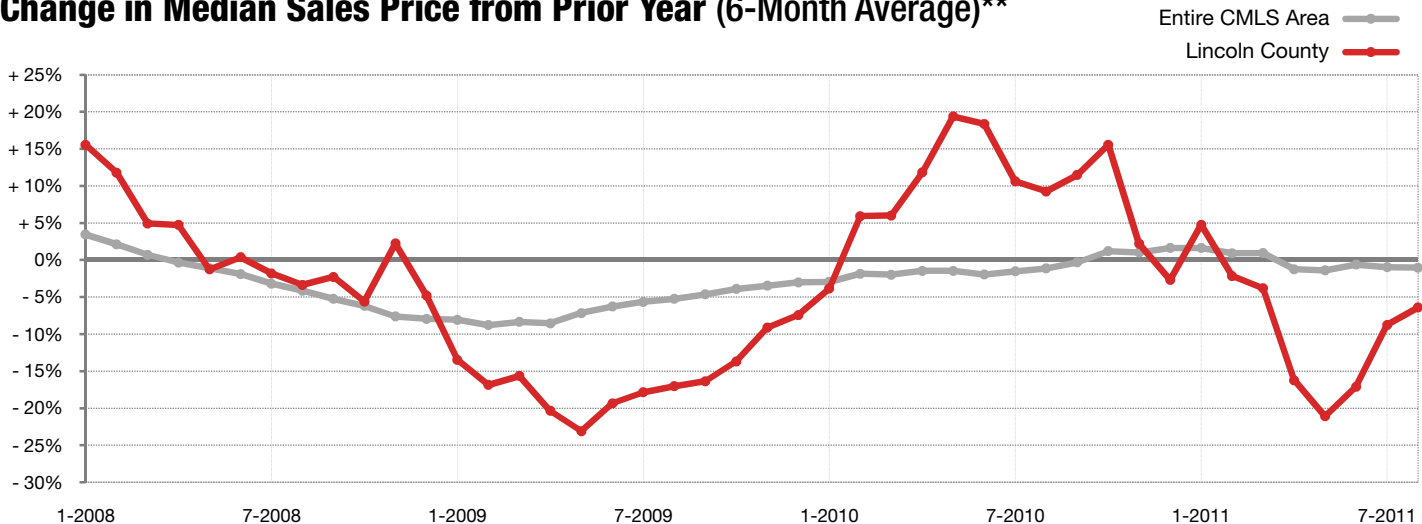
■ 2010 ■ 2011

Year to Date

■ 2010 ■ 2011



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Charlotte Regional Realtor® Association

Union County

- 17.2%

Change in
New Listings

+ 7.4%

Change in
Closed Sales

- 5.7%

Change in
Median Sales Price

August

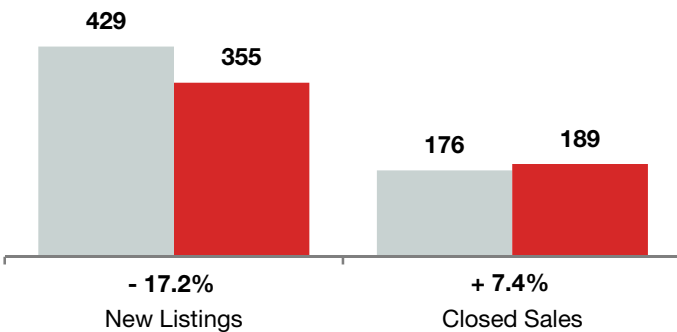
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	429	355	- 17.2%	4,068	3,168	- 22.1%
Closed Sales	176	189	+ 7.4%	1,472	1,485	+ 0.9%
Median Sales Price*	\$206,695	\$194,900	- 5.7%	\$195,000	\$189,000	- 3.1%
Average Sales Price*	\$256,173	\$261,095	+ 1.9%	\$261,825	\$252,263	- 3.7%
Percent of Original List Price Received*	90.2%	90.5%	+ 0.4%	91.0%	90.3%	- 0.8%
List to Close	141	140	- 0.1%	147	156	+ 5.8%
Inventory of Homes for Sale	2,552	1,894	- 25.8%	--	--	--
Months Supply of Inventory	13.5	10.8	- 20.4%	--	--	--

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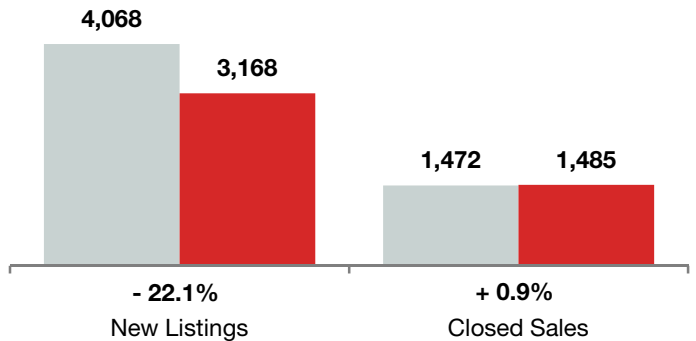
August

■ 2010 ■ 2011

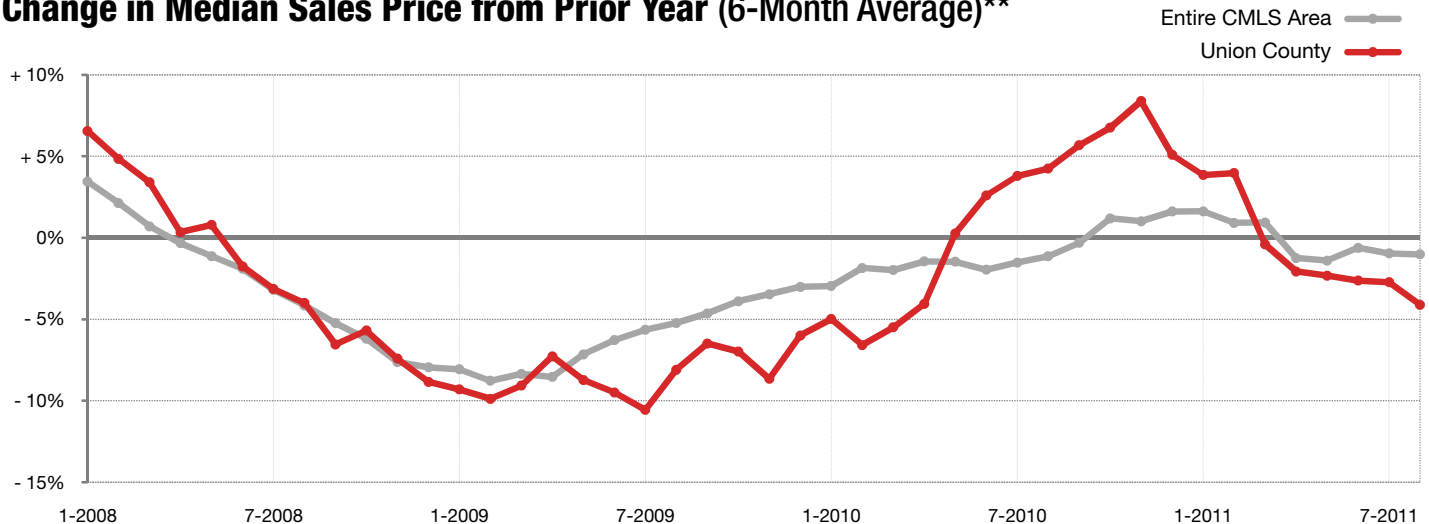


Year to Date

■ 2010 ■ 2011



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Charlotte Regional Realtor® Association

York County, SC

- 2.0%

Change in
New Listings

+ 58.8%

Change in
Closed Sales

- 14.7%

Change in
Median Sales Price

August

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	295	289	- 2.0%	3,114	2,542	- 18.4%
Closed Sales	114	181	+ 58.8%	1,169	1,147	- 1.9%
Median Sales Price*	\$197,000	\$168,000	- 14.7%	\$179,950	\$176,000	- 2.2%
Average Sales Price*	\$226,553	\$198,544	- 12.4%	\$215,282	\$207,689	- 3.5%
Percent of Original List Price Received*	92.2%	91.9%	- 0.3%	92.8%	90.8%	- 2.2%
List to Close	145	147	+ 1.3%	150	165	+ 9.7%
Inventory of Homes for Sale	2,007	1,584	- 21.1%	--	--	--
Months Supply of Inventory	12.8	11.5	- 10.1%	--	--	--

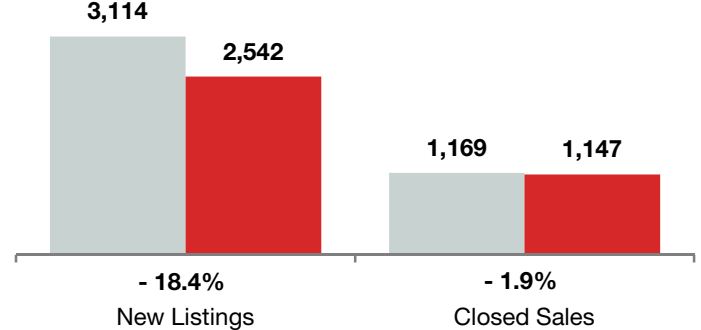
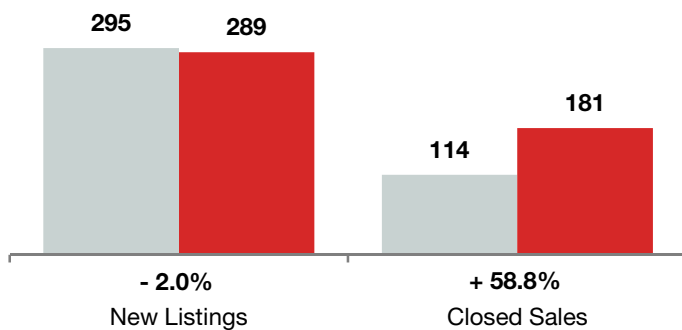
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August

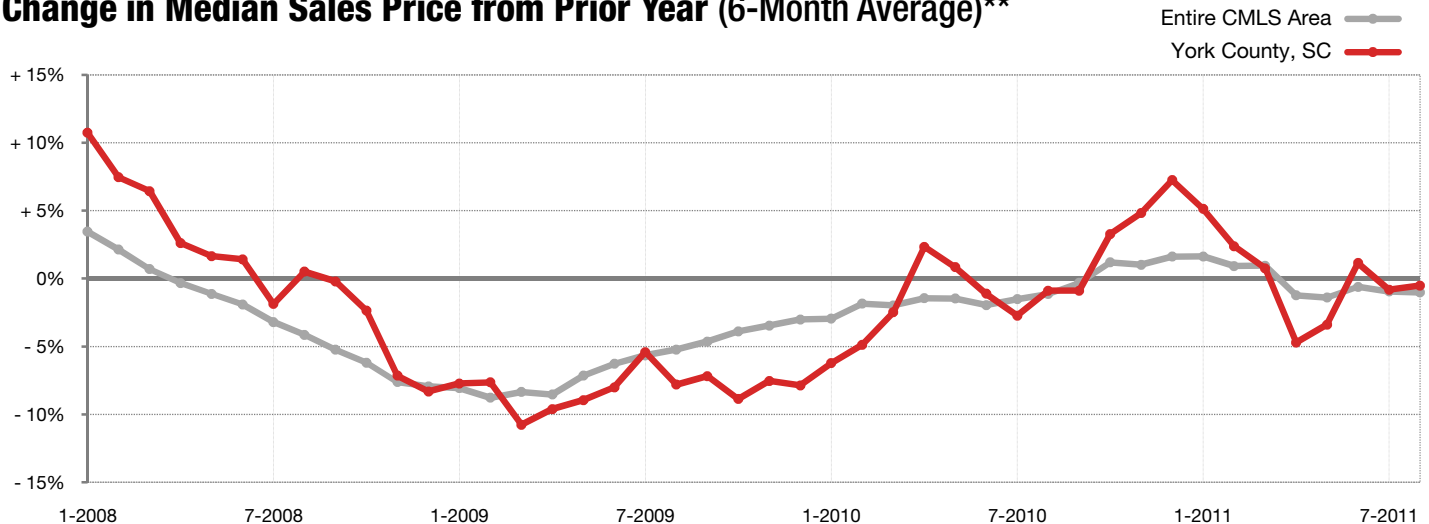
■ 2010 ■ 2011

Year to Date

■ 2010 ■ 2011



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Charlotte Regional Realtor® Association

Mecklenburg County

- 24.0%

Change in
New Listings

+ 23.7%

Change in
Closed Sales

- 7.4%

Change in
Median Sales Price

August

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	2,174	1,652	- 24.0%	19,748	15,247	- 22.8%
Closed Sales	862	1,066	+ 23.7%	7,415	7,293	- 1.6%
Median Sales Price*	\$178,209	\$165,000	- 7.4%	\$160,150	\$160,000	- 0.1%
Average Sales Price*	\$255,489	\$219,763	- 14.0%	\$223,599	\$218,685	- 2.2%
Percent of Original List Price Received*	89.8%	90.5%	+ 0.8%	90.8%	89.5%	- 1.4%
List to Close	141	138	- 1.7%	136	143	+ 5.3%
Inventory of Homes for Sale	11,627	8,503	- 26.9%	--	--	--
Months Supply of Inventory	12.4	10.0	- 19.3%	--	--	--

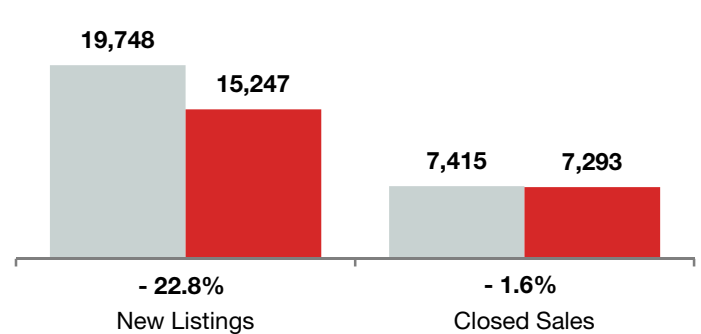
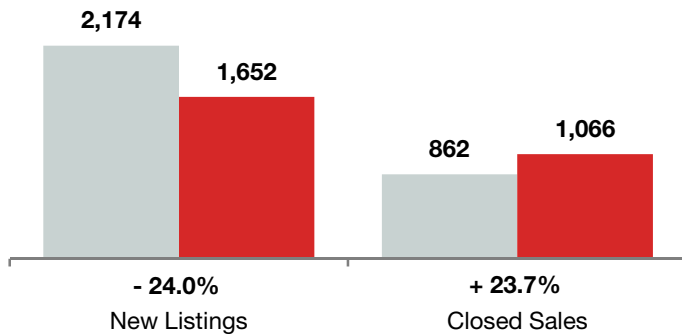
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August

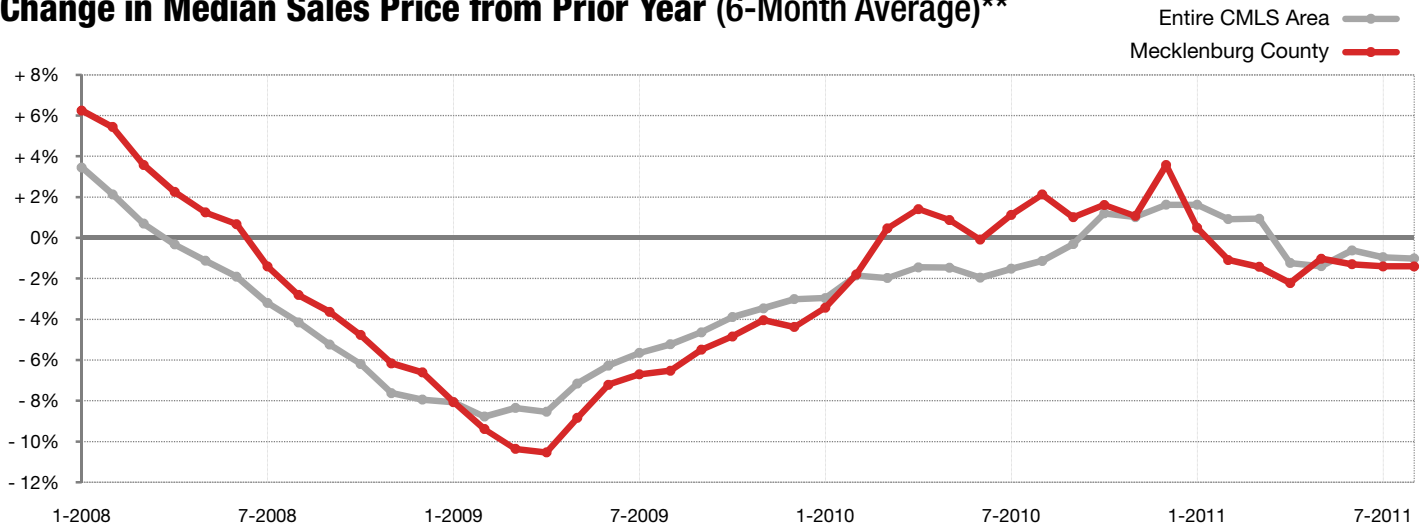
2010 2011

Year to Date

2010 2011



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Charlotte Regional Realtor® Association

Mecklenburg - (N) Area 01

- 26.3%

Change in
New Listings

+ 14.5%

Change in
Closed Sales

- 4.3%

Change in
Median Sales Price

August

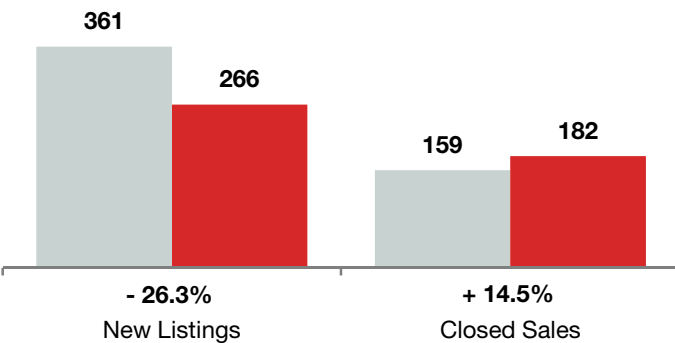
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	361	266	- 26.3%	3,284	2,548	- 22.4%
Closed Sales	159	182	+ 14.5%	1,329	1,245	- 6.3%
Median Sales Price*	\$162,000	\$155,000	- 4.3%	\$155,000	\$146,000	- 5.8%
Average Sales Price*	\$216,916	\$178,481	- 17.7%	\$186,893	\$177,640	- 5.0%
Percent of Original List Price Received*	92.0%	91.6%	- 0.4%	92.3%	90.4%	- 2.1%
List to Close	127	140	+ 10.1%	135	144	+ 6.1%
Inventory of Homes for Sale	1,892	1,409	- 25.5%	--	--	--
Months Supply of Inventory	11.3	9.5	- 16.0%	--	--	--

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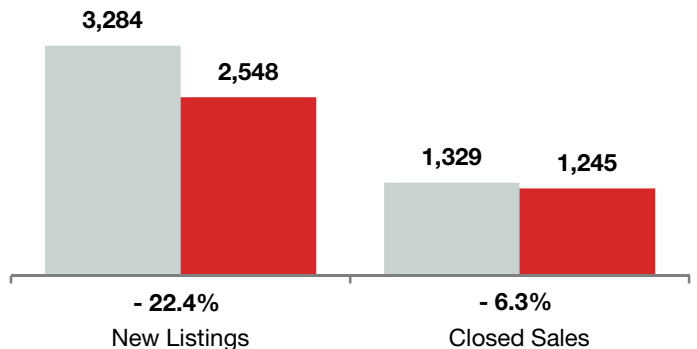
August

■ 2010 ■ 2011

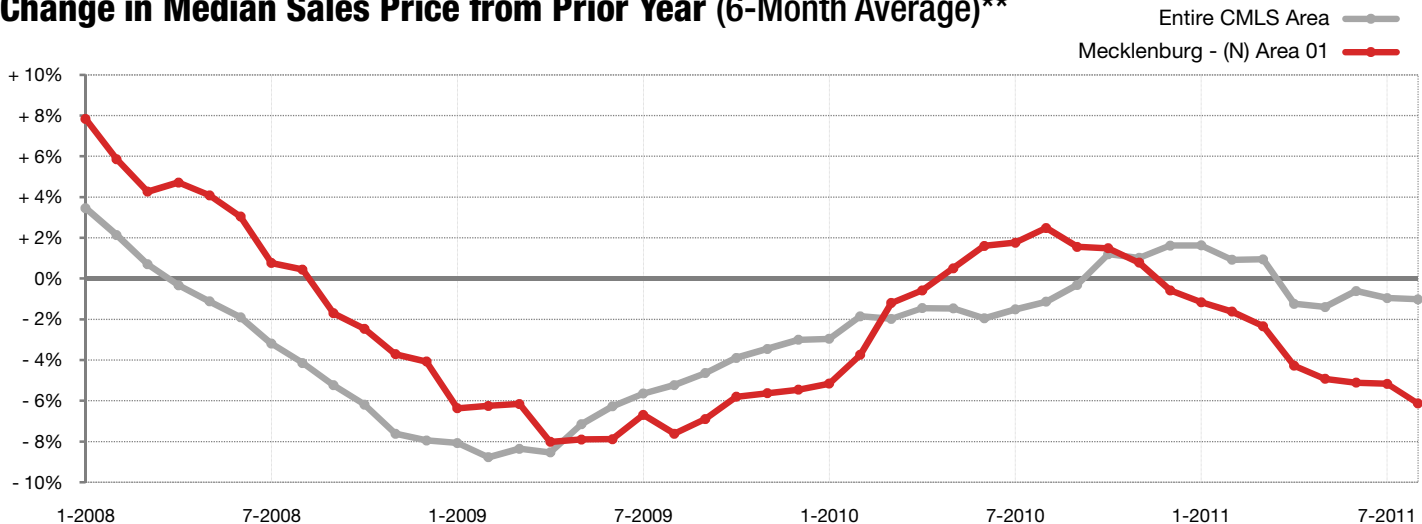


Year to Date

■ 2010 ■ 2011



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Charlotte Regional Realtor® Association

Mecklenburg - (E) Area 02

- 28.7%

Change in
New Listings

+ 46.3%

Change in
Closed Sales

- 10.4%

Change in
Median Sales Price

August

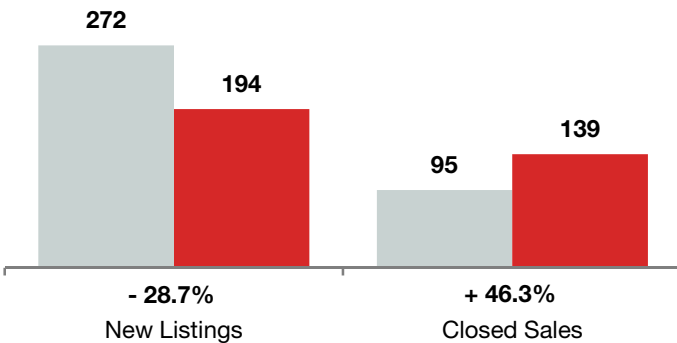
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	272	194	- 28.7%	2,415	1,779	- 26.3%
Closed Sales	95	139	+ 46.3%	886	869	- 1.9%
Median Sales Price*	\$109,900	\$98,450	- 10.4%	\$110,650	\$99,000	- 10.5%
Average Sales Price*	\$118,161	\$112,519	- 4.8%	\$123,946	\$111,961	- 9.7%
Percent of Original List Price Received*	89.2%	89.0%	- 0.2%	90.2%	88.6%	- 1.8%
List to Close	139	136	- 1.7%	121	136	+ 12.2%
Inventory of Homes for Sale	1,384	969	- 30.0%	--	--	--
Months Supply of Inventory	12.0	9.3	- 22.2%	--	--	--

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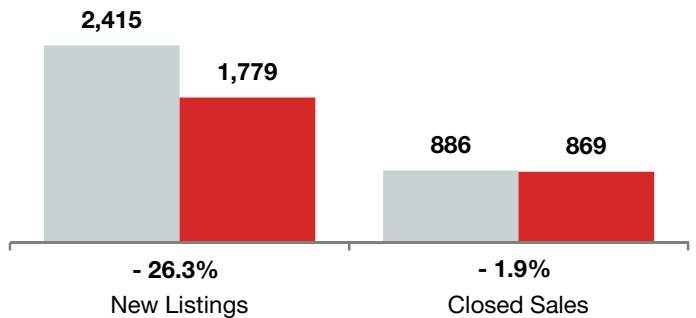
August

■ 2010 ■ 2011

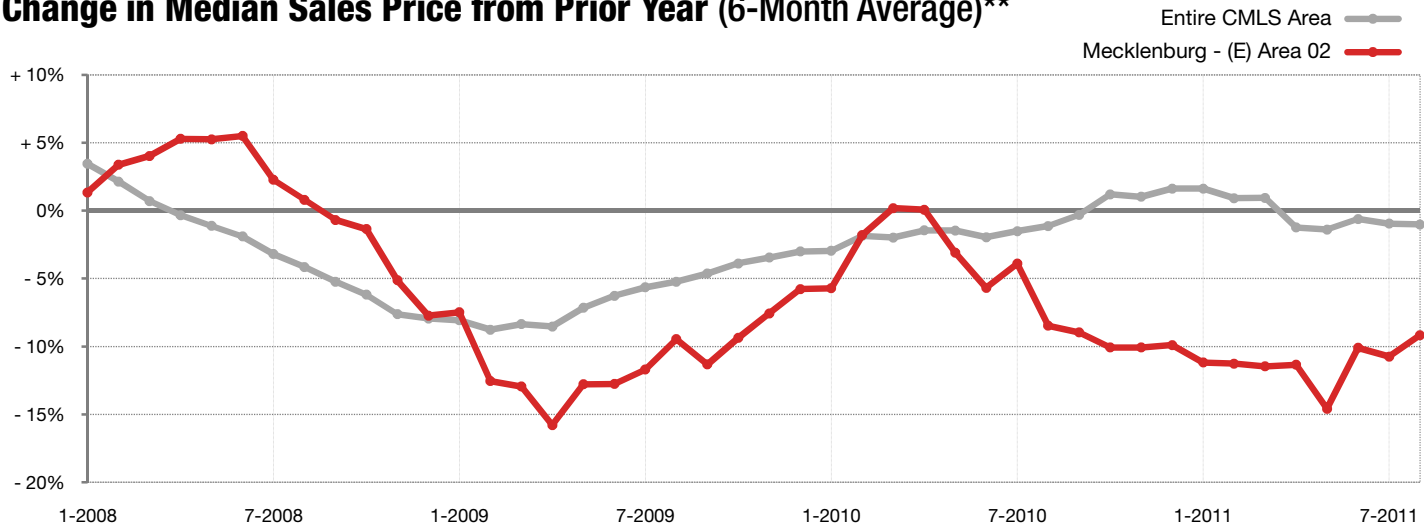


Year to Date

■ 2010 ■ 2011



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



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Charlotte Regional Realtor® Association

Mecklenburg - (SE) Area 03

- 20.9%

Change in
New Listings

+ 3.6%

Change in
Closed Sales

+ 14.2%

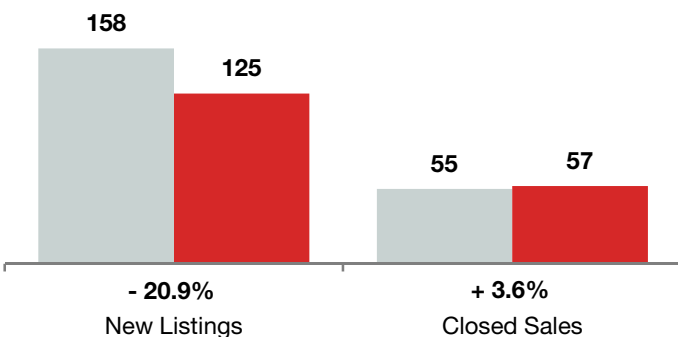
Change in
Median Sales Price

	August			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	158	125	- 20.9%	1,427	1,126	- 21.1%
Closed Sales	55	57	+ 3.6%	542	519	- 4.2%
Median Sales Price*	\$120,000	\$137,000	+ 14.2%	\$125,000	\$106,100	- 15.1%
Average Sales Price*	\$155,666	\$151,443	- 2.7%	\$148,608	\$129,411	- 12.9%
Percent of Original List Price Received*	87.5%	89.9%	+ 2.7%	90.0%	87.5%	- 2.9%
List to Close	154	139	- 9.9%	130	136	+ 4.0%
Inventory of Homes for Sale	831	615	- 26.0%	--	--	--
Months Supply of Inventory	11.8	9.9	- 16.1%	--	--	--

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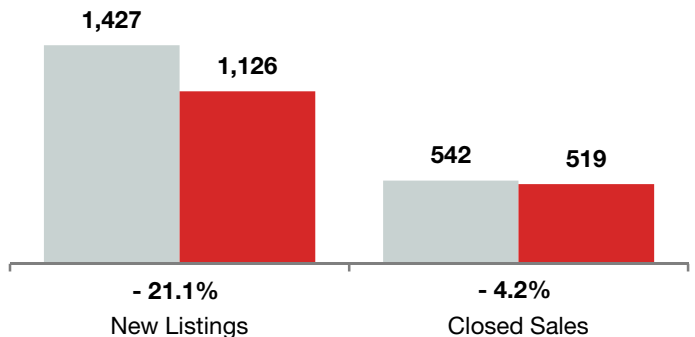
August

2010 2011

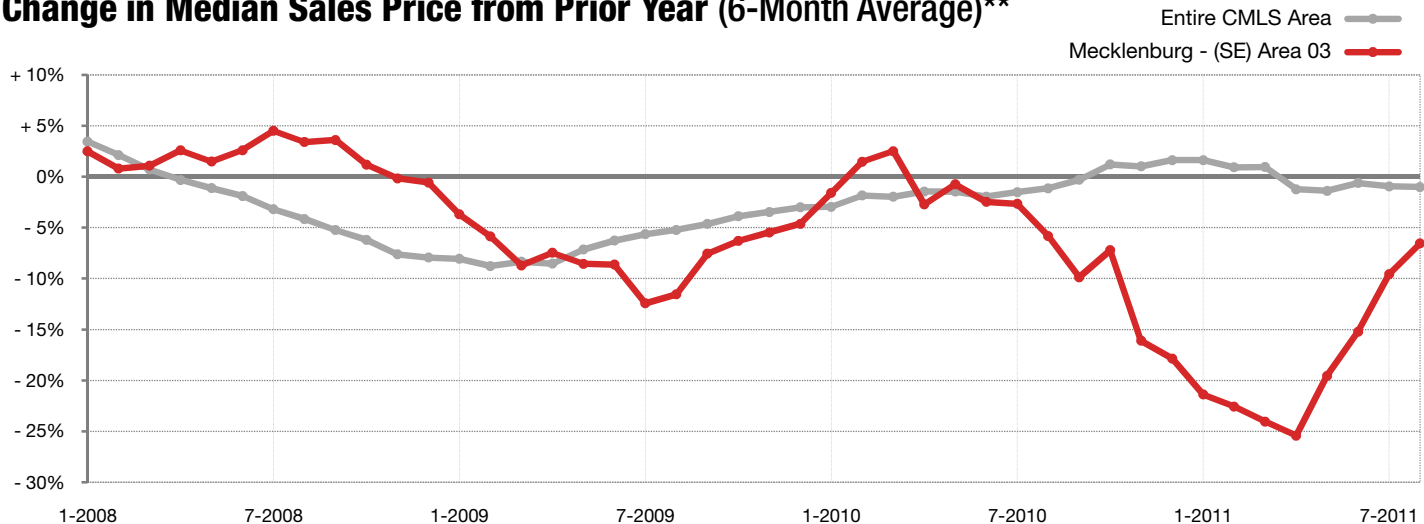


Year to Date

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 – August 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (SSE) Area 04

- 31.9%

Change in
New Listings

+ 14.3%

Change in
Closed Sales

+ 13.0%

Change in
Median Sales Price

August

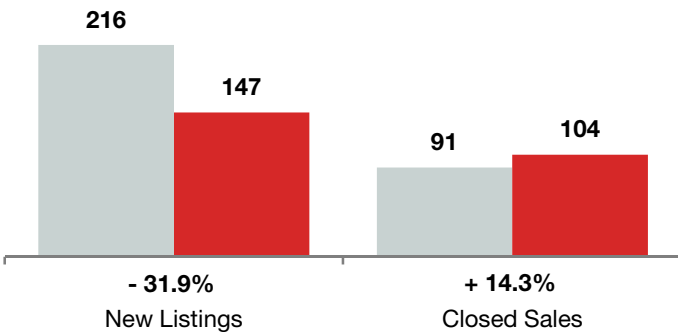
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	216	147	- 31.9%	2,097	1,557	- 25.8%
Closed Sales	91	104	+ 14.3%	639	684	+ 7.0%
Median Sales Price*	\$260,000	\$293,739	+ 13.0%	\$244,450	\$260,750	+ 6.7%
Average Sales Price*	\$344,878	\$329,703	- 4.4%	\$311,498	\$311,890	+ 0.1%
Percent of Original List Price Received*	90.8%	92.4%	+ 1.8%	90.0%	89.6%	- 0.4%
List to Close	138	130	- 5.7%	142	151	+ 6.0%
Inventory of Homes for Sale	1,214	888	- 26.9%	--	--	--
Months Supply of Inventory	14.7	11.4	- 22.8%	--	--	--

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

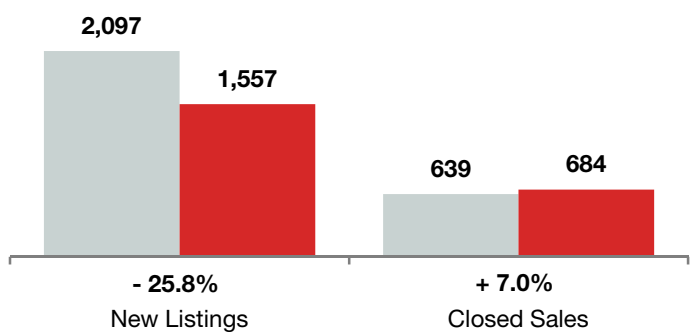
August

■ 2010 ■ 2011

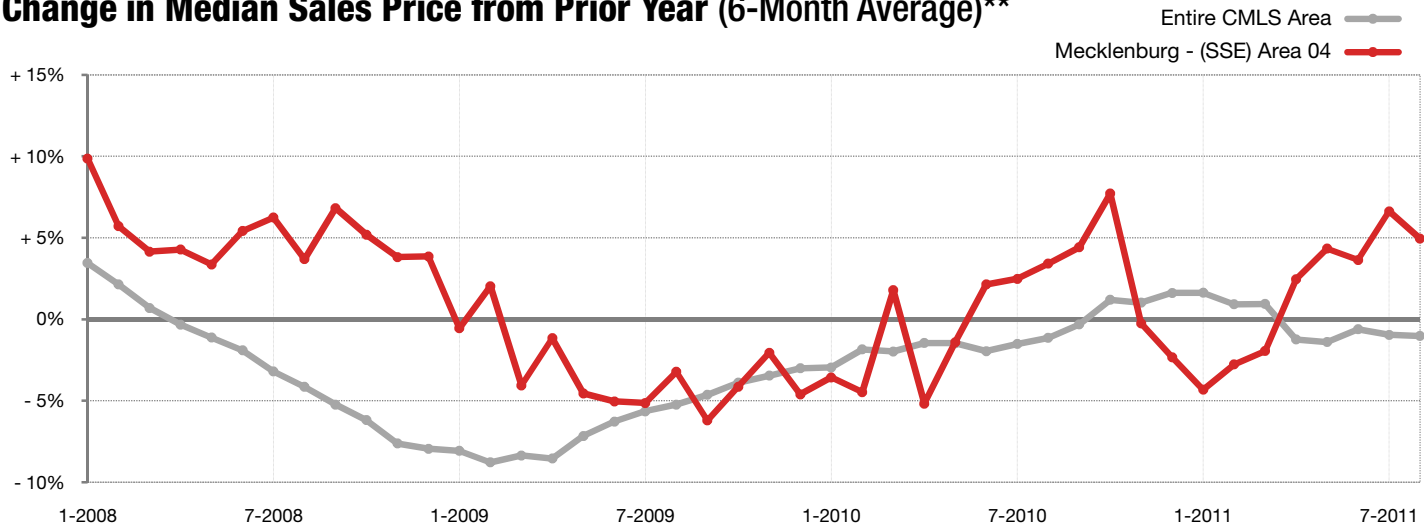


Year to Date

■ 2010 ■ 2011



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



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Local Market Update – August 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (S) Area 05

- 19.8%

Change in
New Listings

+ 10.1%

Change in
Closed Sales

- 7.7%

Change in
Median Sales Price

August

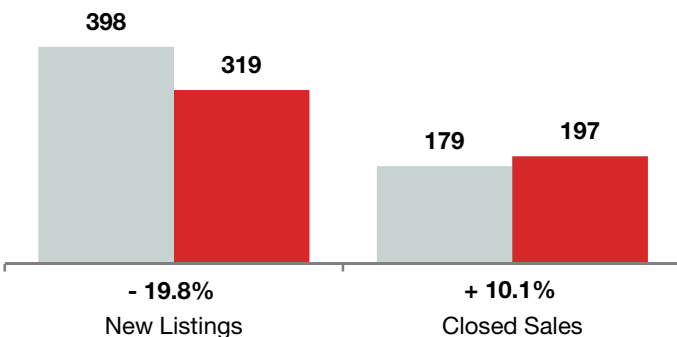
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	398	319	- 19.8%	3,647	2,982	- 18.2%
Closed Sales	179	197	+ 10.1%	1,351	1,364	+ 1.0%
Median Sales Price*	\$291,500	\$268,980	- 7.7%	\$274,500	\$276,500	+ 0.7%
Average Sales Price*	\$445,233	\$360,370	- 19.1%	\$384,926	\$367,342	- 4.6%
Percent of Original List Price Received*	88.9%	91.6%	+ 3.1%	90.1%	90.4%	+ 0.3%
List to Close	156	141	- 9.8%	149	143	- 4.0%
Inventory of Homes for Sale	2,144	1,669	- 22.2%	--	--	--
Months Supply of Inventory	13.2	10.5	- 20.4%	--	--	--

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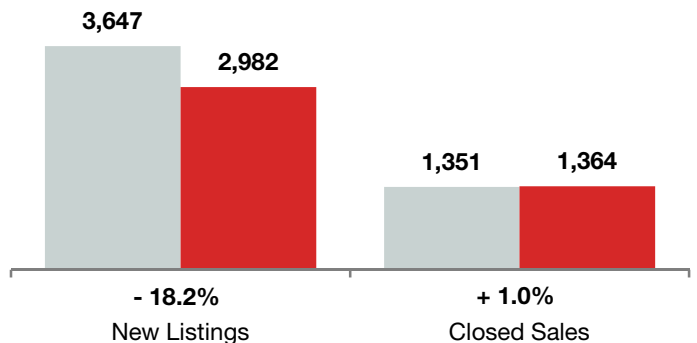
August

■ 2010 ■ 2011

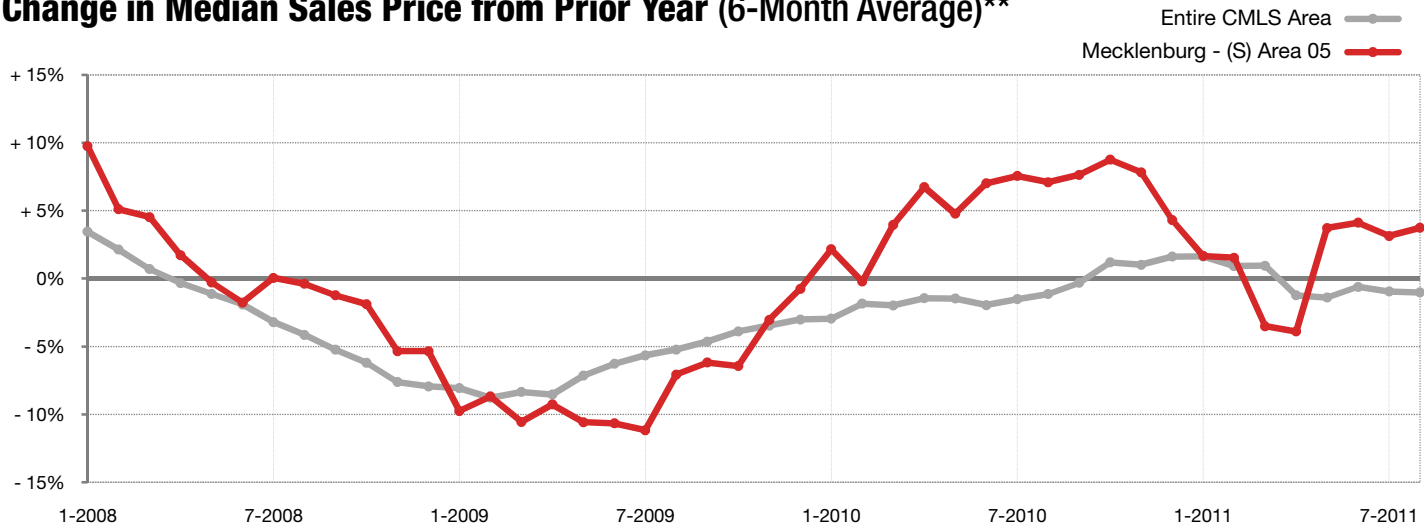


Year to Date

■ 2010 ■ 2011



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



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Local Market Update – August 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (SSW) Area 06

- 22.0%

Change in
New Listings

+ 50.0%

Change in
Closed Sales

- 11.0%

Change in
Median Sales Price

August

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	168	131	- 22.0%	1,508	1,181	- 21.7%
Closed Sales	48	72	+ 50.0%	510	587	+ 15.1%
Median Sales Price*	\$203,375	\$180,950	- 11.0%	\$178,750	\$183,075	+ 2.4%
Average Sales Price*	\$210,159	\$188,826	- 10.2%	\$210,361	\$209,277	- 0.5%
Percent of Original List Price Received*	88.7%	92.2%	+ 3.9%	90.3%	91.3%	+ 1.1%
List to Close	149	117	- 21.4%	141	145	+ 2.8%
Inventory of Homes for Sale	891	630	- 29.3%	--	--	--
Months Supply of Inventory	13.2	10.7	- 19.1%	--	--	--

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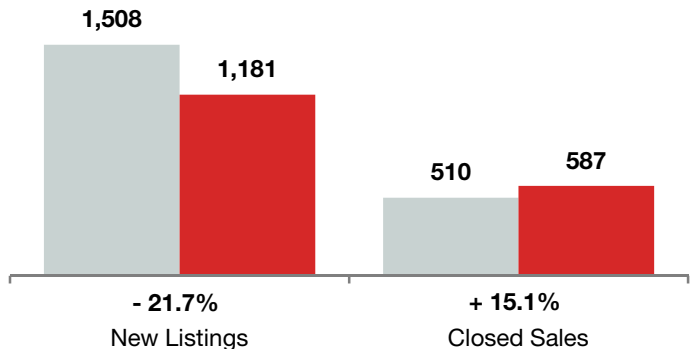
August

■ 2010 ■ 2011

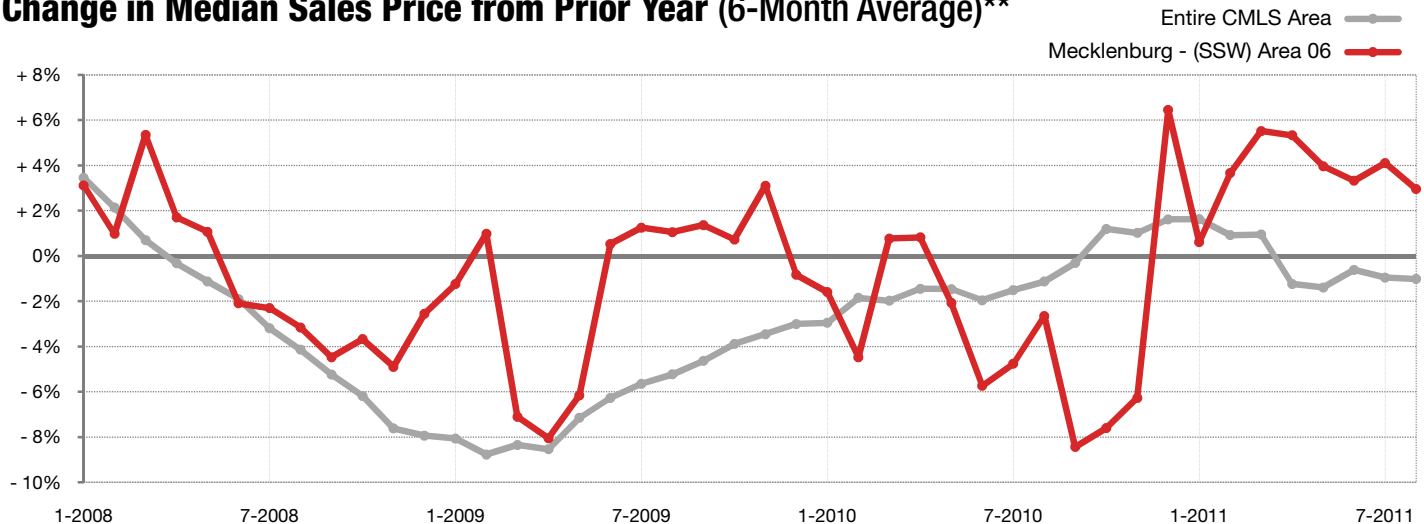


Year to Date

■ 2010 ■ 2011



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



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Local Market Update – August 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (SW) Area 07

- 17.0%

Change in
New Listings

+ 97.6%

Change in
Closed Sales

- 16.3%

Change in
Median Sales Price

August

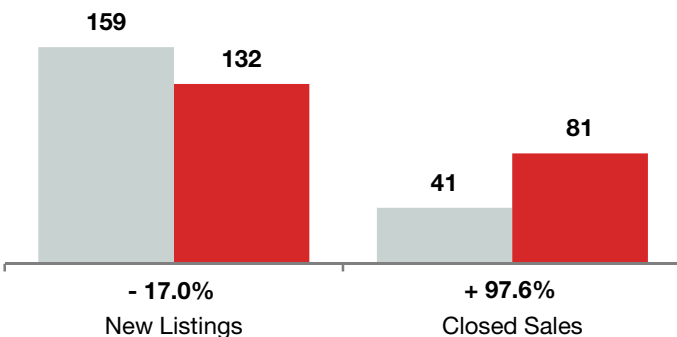
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	159	132	- 17.0%	1,261	973	- 22.8%
Closed Sales	41	81	+ 97.6%	493	549	+ 11.4%
Median Sales Price*	\$145,094	\$121,450	- 16.3%	\$143,000	\$125,000	- 12.6%
Average Sales Price*	\$133,845	\$123,018	- 8.1%	\$141,200	\$131,900	- 6.6%
Percent of Original List Price Received*	89.9%	91.1%	+ 1.3%	92.3%	89.6%	- 2.9%
List to Close	127	145	+ 13.5%	121	143	+ 18.5%
Inventory of Homes for Sale	767	479	- 37.5%	--	--	--
Months Supply of Inventory	11.7	7.5	- 35.9%	--	--	--

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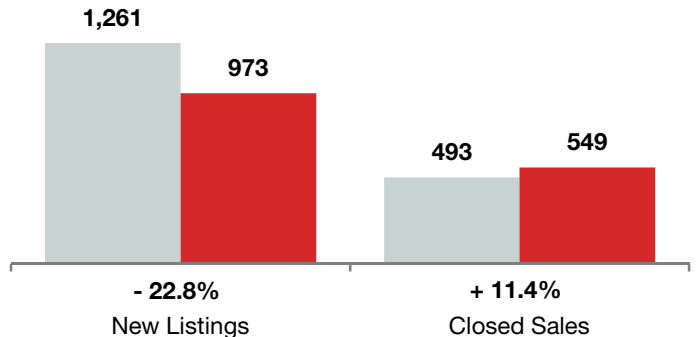
August

■ 2010 ■ 2011

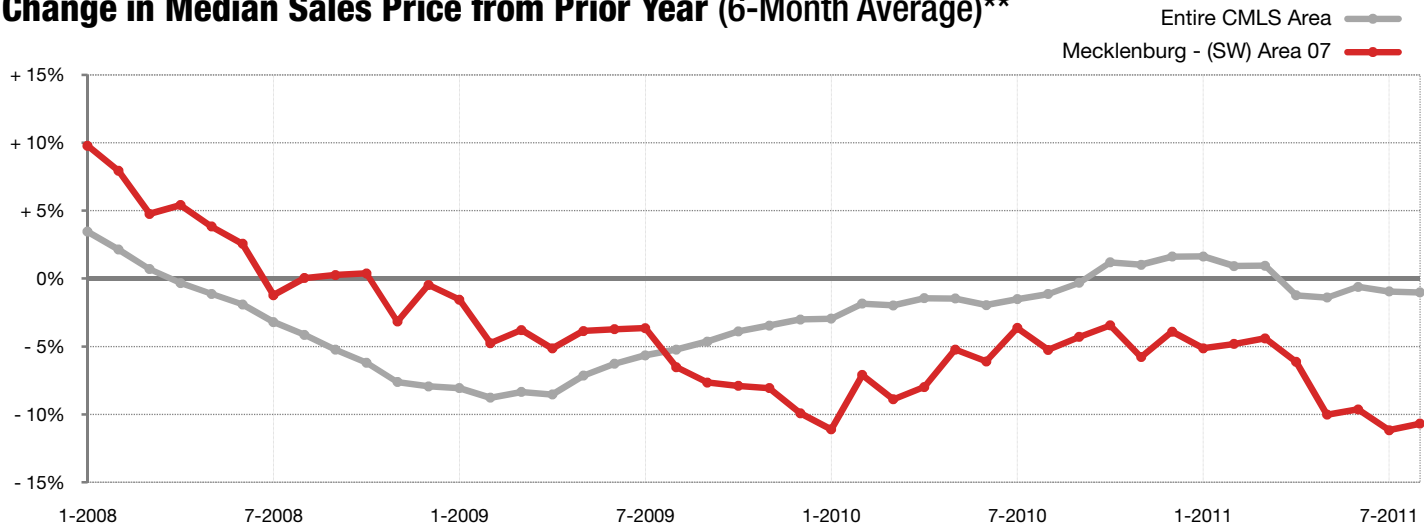


Year to Date

■ 2010 ■ 2011



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



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Local Market Update – August 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (W) Area 08

- 47.5%

+ 24.0%

- 30.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

August

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	120	63	- 47.5%	988	716	- 27.5%
Closed Sales	50	62	+ 24.0%	469	372	- 20.7%
Median Sales Price*	\$81,450	\$57,000	- 30.0%	\$79,250	\$55,370	- 30.1%
Average Sales Price*	\$88,840	\$74,107	- 16.6%	\$84,217	\$71,182	- 15.5%
Percent of Original List Price Received*	88.7%	84.3%	- 4.9%	88.4%	85.8%	- 3.0%
List to Close	99	139	+ 40.0%	116	132	+ 14.1%
Inventory of Homes for Sale	557	409	- 26.6%	--	--	--
Months Supply of Inventory	9.7	9.1	- 6.2%	--	--	--

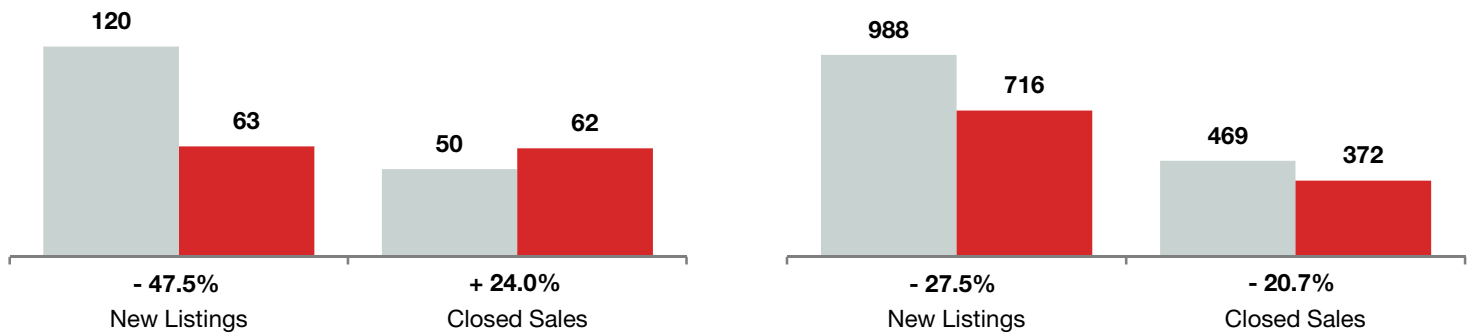
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

August

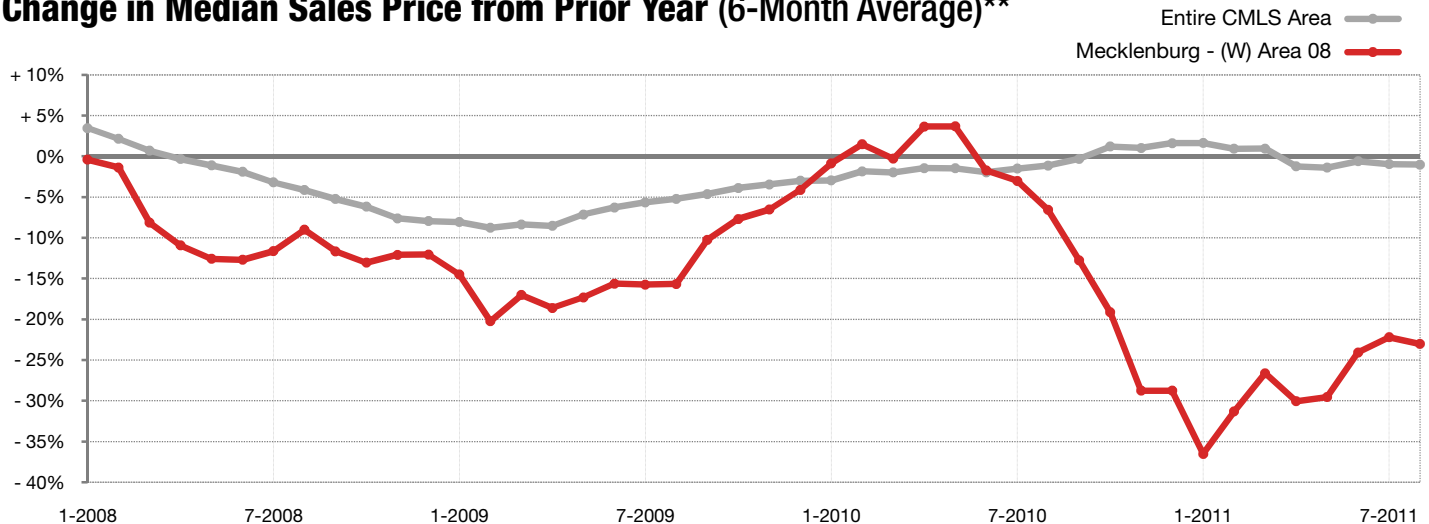
■ 2010 ■ 2011

Year to Date

■ 2010 ■ 2011



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



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Local Market Update – August 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (NW) Area 09

- 20.9%

Change in
New Listings

+ 24.4%

Change in
Closed Sales

+ 5.3%

Change in
Median Sales Price

August

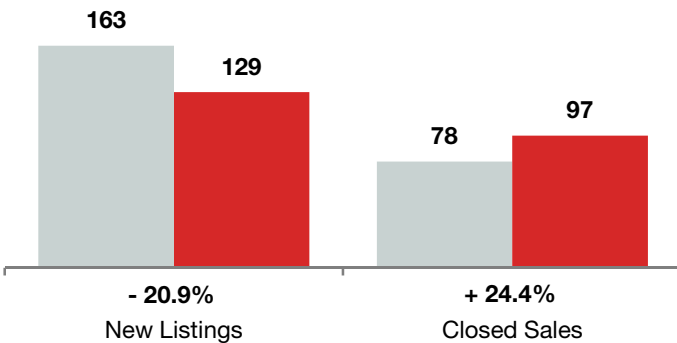
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	163	129	- 20.9%	1,564	1,151	- 26.4%
Closed Sales	78	97	+ 24.4%	682	589	- 13.6%
Median Sales Price*	\$129,171	\$136,000	+ 5.3%	\$129,000	\$130,450	+ 1.1%
Average Sales Price*	\$155,823	\$160,942	+ 3.3%	\$153,231	\$153,814	+ 0.4%
Percent of Original List Price Received*	91.4%	89.7%	- 1.8%	92.7%	88.9%	- 4.1%
List to Close	132	139	+ 4.9%	127	137	+ 8.3%
Inventory of Homes for Sale	882	603	- 31.6%	--	--	--
Months Supply of Inventory	10.4	8.8	- 15.8%	--	--	--

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

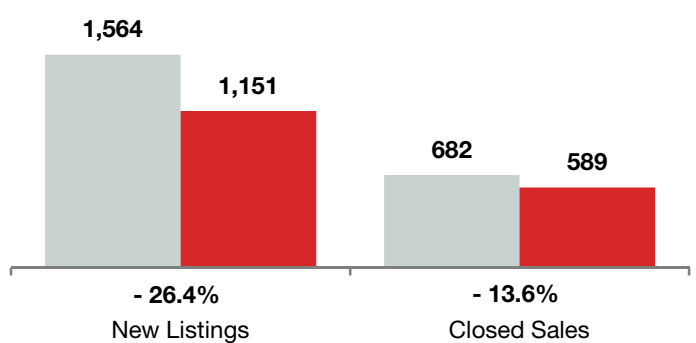
August

■ 2010 ■ 2011

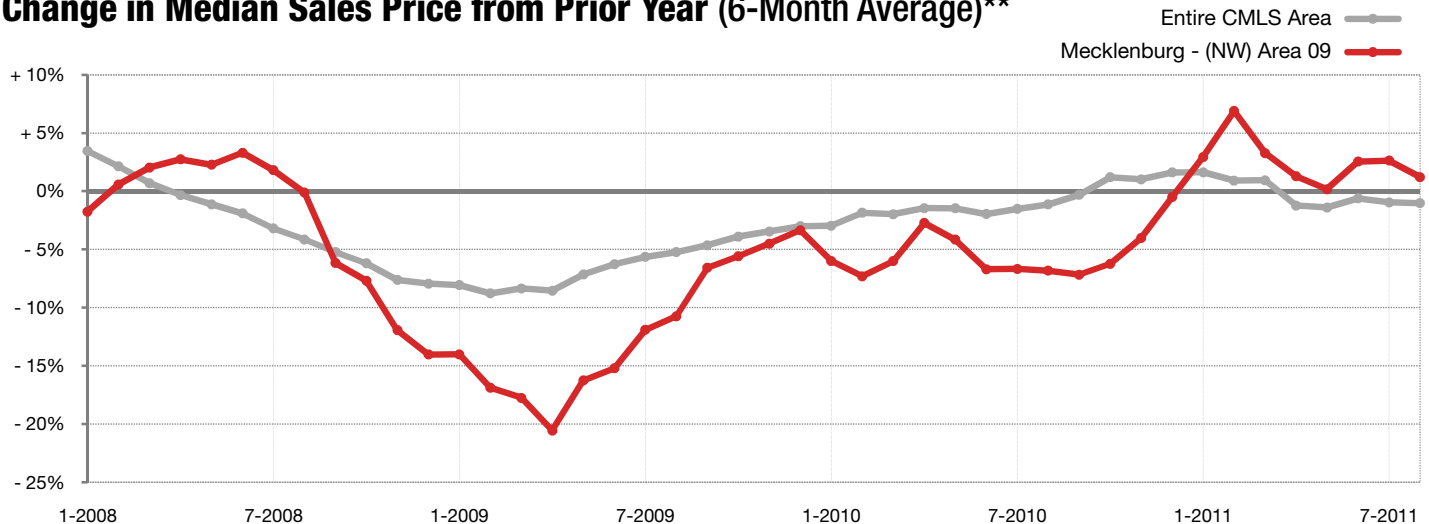


Year to Date

■ 2010 ■ 2011



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



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Local Market Update – August 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Lake Norman / Area 13

- 14.1%

Change in
New Listings

+ 27.1%

Change in
Closed Sales

- 1.0%

Change in
Median Sales Price

August

Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	248	213	- 14.1%	2,393	1,959	- 18.1%
Closed Sales	96	122	+ 27.1%	733	718	- 2.0%
Median Sales Price*	\$301,647	\$298,500	- 1.0%	\$319,500	\$327,000	+ 2.3%
Average Sales Price*	\$427,576	\$403,584	- 5.6%	\$435,504	\$430,908	- 1.1%
Percent of Original List Price Received*	89.4%	87.5%	- 2.1%	89.2%	87.9%	- 1.5%
List to Close	146	158	+ 8.2%	168	178	+ 5.8%
Inventory of Homes for Sale	1,712	1,411	- 17.6%	--	--	--
Months Supply of Inventory	19.2	15.9	- 17.0%	--	--	--

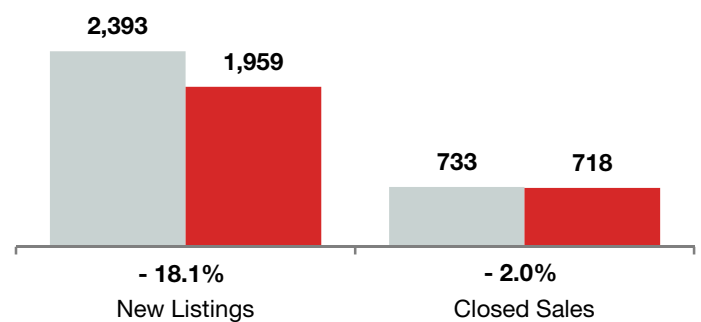
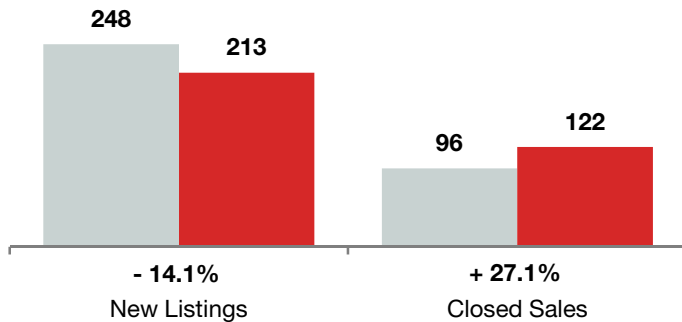
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August

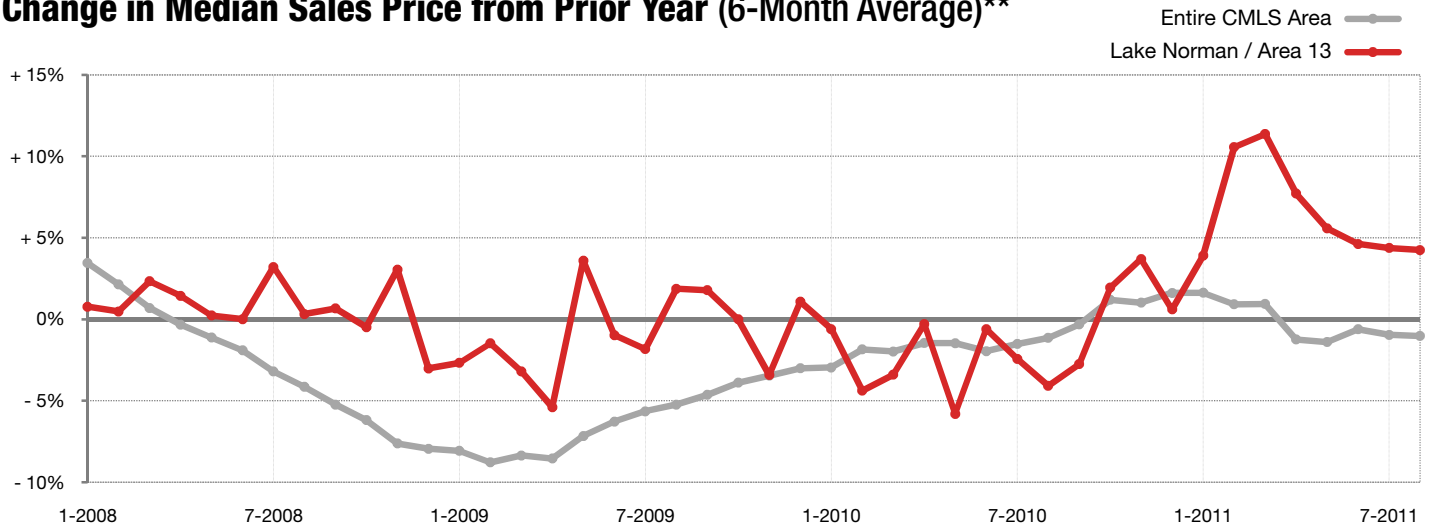
■ 2010 ■ 2011

Year to Date

■ 2010 ■ 2011



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



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Local Market Update – August 2011

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Charlotte Regional Realtor® Association

Lake Wylie / Area 15

- 17.0%

+ 25.8%

- 6.6%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

August

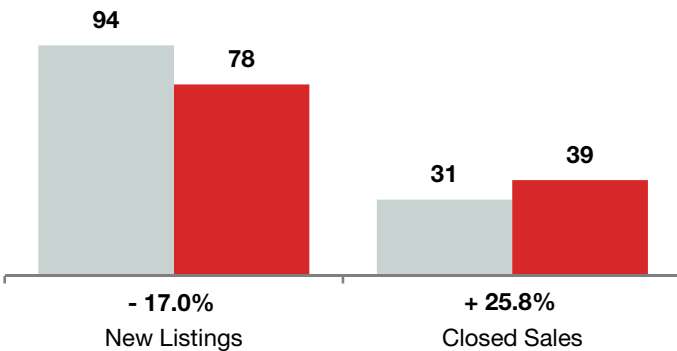
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	94	78	- 17.0%	899	667	- 25.8%
Closed Sales	31	39	+ 25.8%	260	238	- 8.5%
Median Sales Price*	\$275,000	\$256,750	- 6.6%	\$309,450	\$276,467	- 10.7%
Average Sales Price*	\$303,077	\$306,662	+ 1.2%	\$372,826	\$317,130	- 14.9%
Percent of Original List Price Received*	87.4%	88.5%	+ 1.3%	88.0%	88.1%	+ 0.1%
List to Close	178	171	- 4.0%	181	182	+ 0.4%
Inventory of Homes for Sale	650	474	- 27.1%	--	--	--
Months Supply of Inventory	20.7	16.4	- 20.5%	--	--	--

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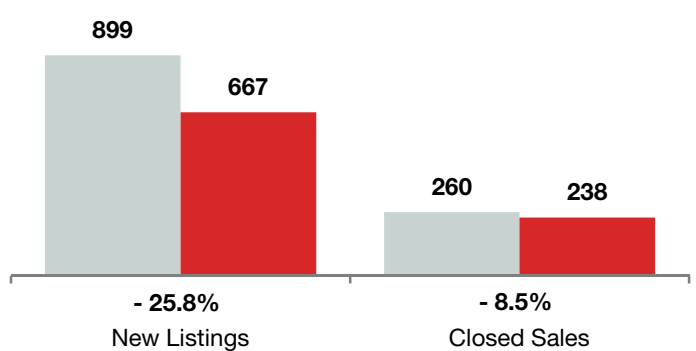
August

2010 2011

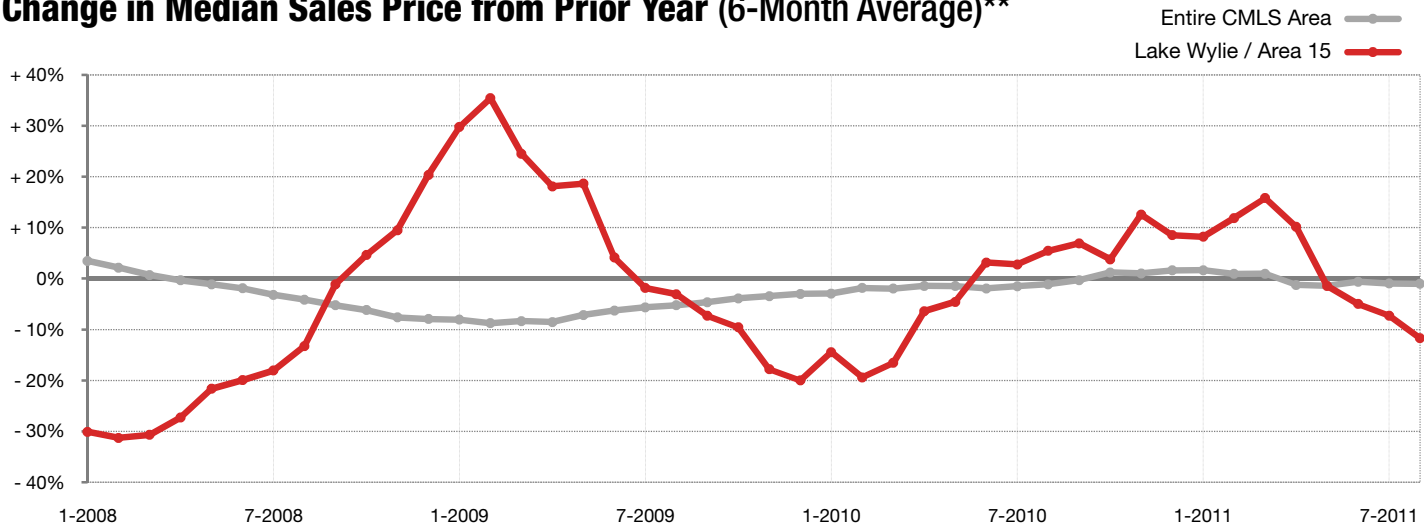


Year to Date

2010 2011



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



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Local Market Update – August 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Uptown / Area 99

- 23.5%

Change in
New Listings

- 15.4%

Change in
Closed Sales

- 24.1%

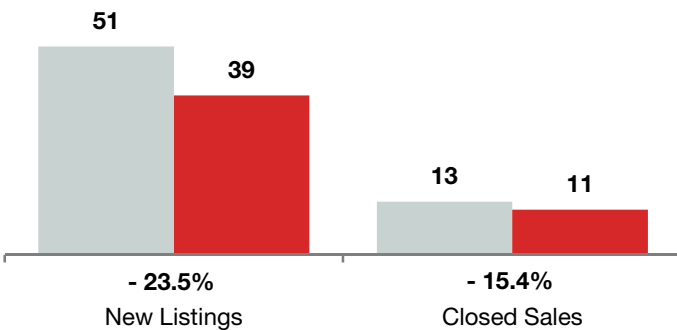
Change in
Median Sales Price

	August			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	51	39	- 23.5%	411	268	- 34.8%
Closed Sales	13	11	- 15.4%	111	121	+ 9.0%
Median Sales Price*	\$270,000	\$204,900	- 24.1%	\$219,900	\$198,000	- 10.0%
Average Sales Price*	\$263,469	\$429,791	+ 63.1%	\$252,343	\$265,668	+ 5.3%
Percent of Original List Price Received*	87.3%	92.5%	+ 5.9%	89.4%	89.5%	+ 0.0%
List to Close	190	151	- 20.9%	147	156	+ 5.9%
Inventory of Homes for Sale	278	178	- 36.0%	--	--	--
Months Supply of Inventory	18.0	13.9	- 23.1%	--	--	--

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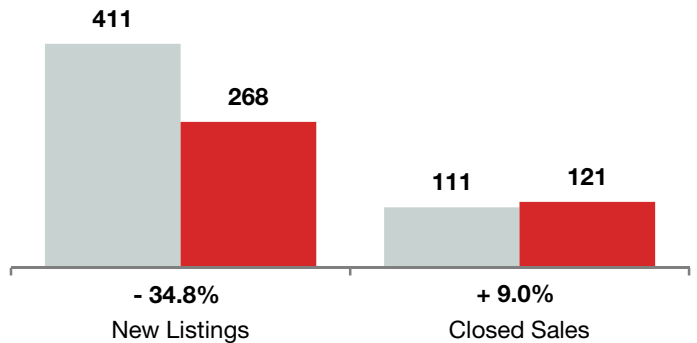
August

■ 2010 ■ 2011

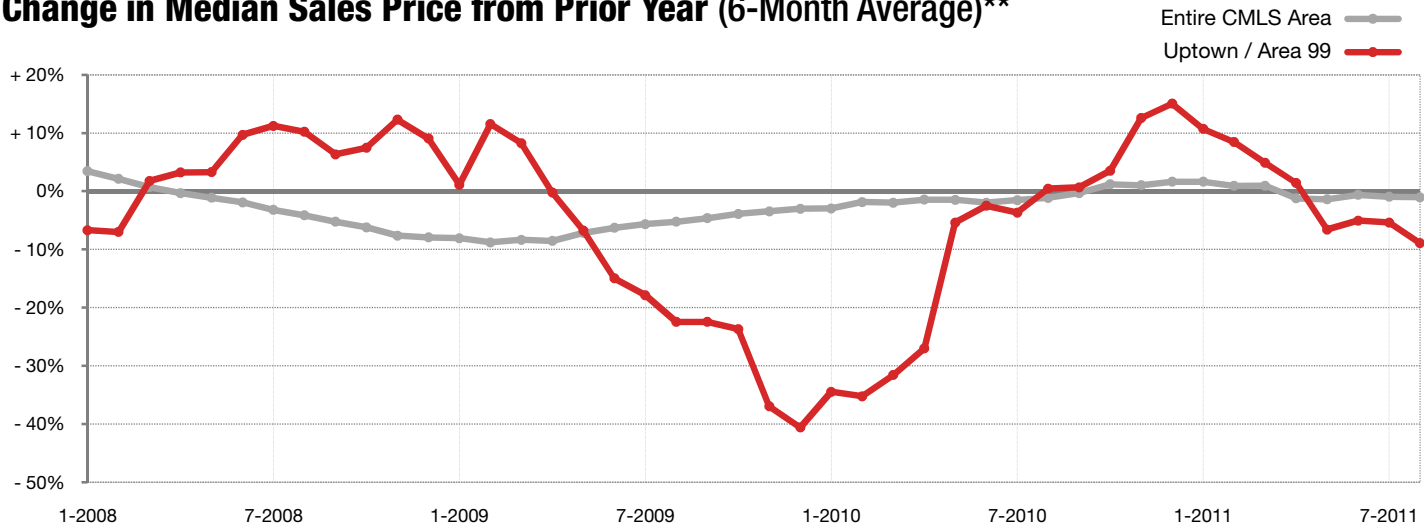


Year to Date

■ 2010 ■ 2011



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



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Local Market Update – August 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Charlotte-Gastonia-Rock Hill MSA

- 20.4%

Change in
New Listings

+ 23.1%

Change in
Closed Sales

- 6.0%

Change in
Median Sales Price

August

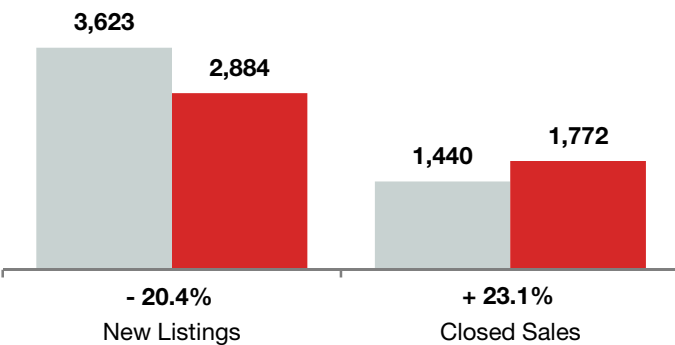
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	3,623	2,884	- 20.4%	32,975	25,840	- 21.6%
Closed Sales	1,440	1,772	+ 23.1%	12,507	12,196	- 2.5%
Median Sales Price*	\$169,910	\$159,769	- 6.0%	\$159,000	\$156,000	- 1.9%
Average Sales Price*	\$234,616	\$211,400	- 9.9%	\$213,399	\$209,236	- 2.0%
Percent of Original List Price Received*	90.0%	90.4%	+ 0.4%	90.9%	89.6%	- 1.4%
List to Close	145	141	- 2.7%	140	149	+ 5.9%
Inventory of Homes for Sale	20,191	15,155	- 24.9%	--	--	--
Months Supply of Inventory	12.7	10.6	- 16.6%	--	--	--

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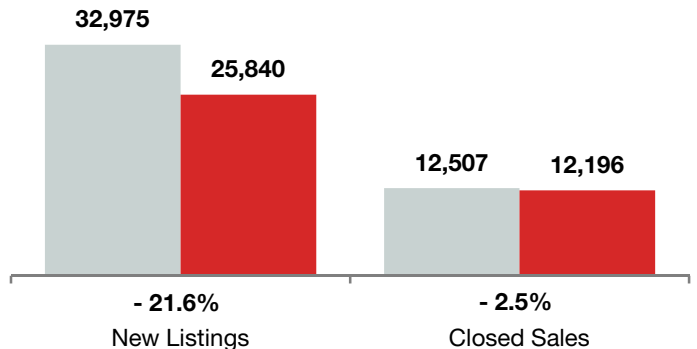
August

■ 2010 ■ 2011

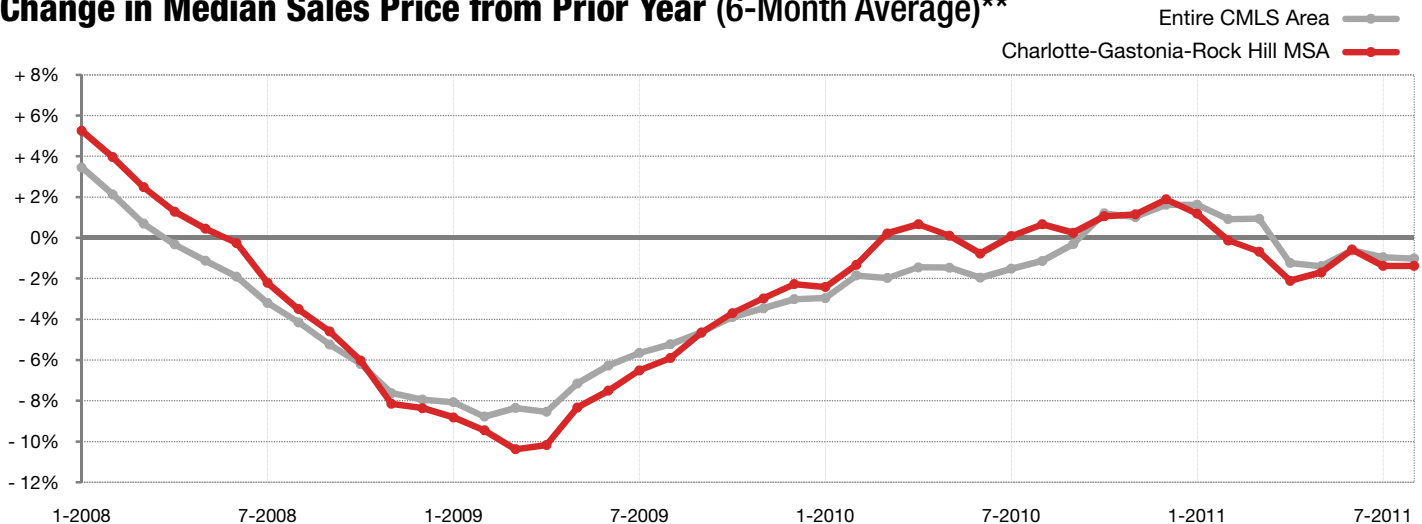


Year to Date

■ 2010 ■ 2011



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



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