

# Local Market Update – January 2012

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Entire CMLS Area

**- 6.2%**

Change in  
New Listings

**+ 9.2%**

Change in  
Closed Sales

**+ 2.4%**

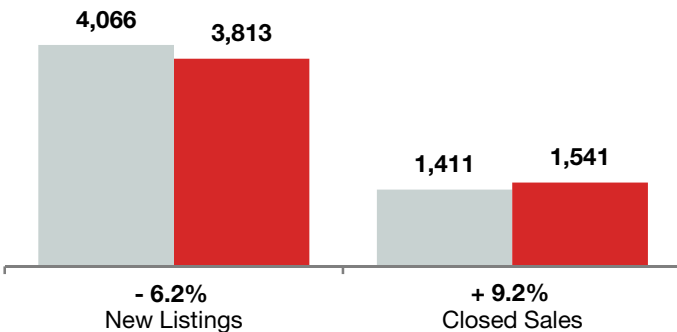
Change in  
Median Sales Price

	January			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	4,066	<b>3,813</b>	- 6.2%	4,066	<b>3,813</b>	- 6.2%
Closed Sales	1,411	<b>1,541</b>	+ 9.2%	1,411	<b>1,541</b>	+ 9.2%
Median Sales Price*	\$143,127	<b>\$146,550</b>	+ 2.4%	\$143,127	<b>\$146,550</b>	+ 2.4%
Average Sales Price*	\$187,971	<b>\$187,785</b>	- 0.1%	\$187,971	<b>\$187,785</b>	- 0.1%
Percent of Original List Price Received*	88.2%	<b>90.2%</b>	+ 2.3%	88.2%	<b>90.2%</b>	+ 2.3%
List to Close	155	<b>155</b>	- 0.0%	155	<b>155</b>	- 0.0%
Inventory of Homes for Sale	22,647	<b>17,305</b>	- 23.6%	--	--	--
Months Supply of Inventory	12.2	<b>8.8</b>	- 27.6%	--	--	--

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

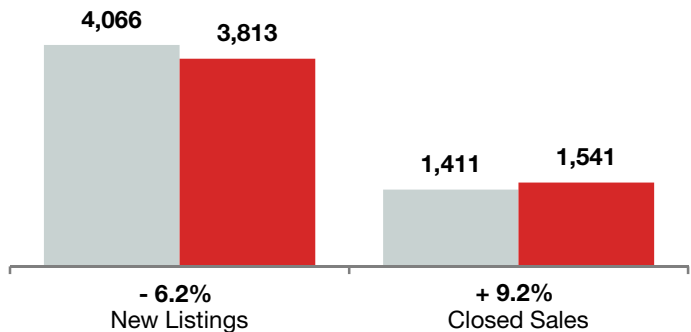
### January

■ 2011 ■ 2012



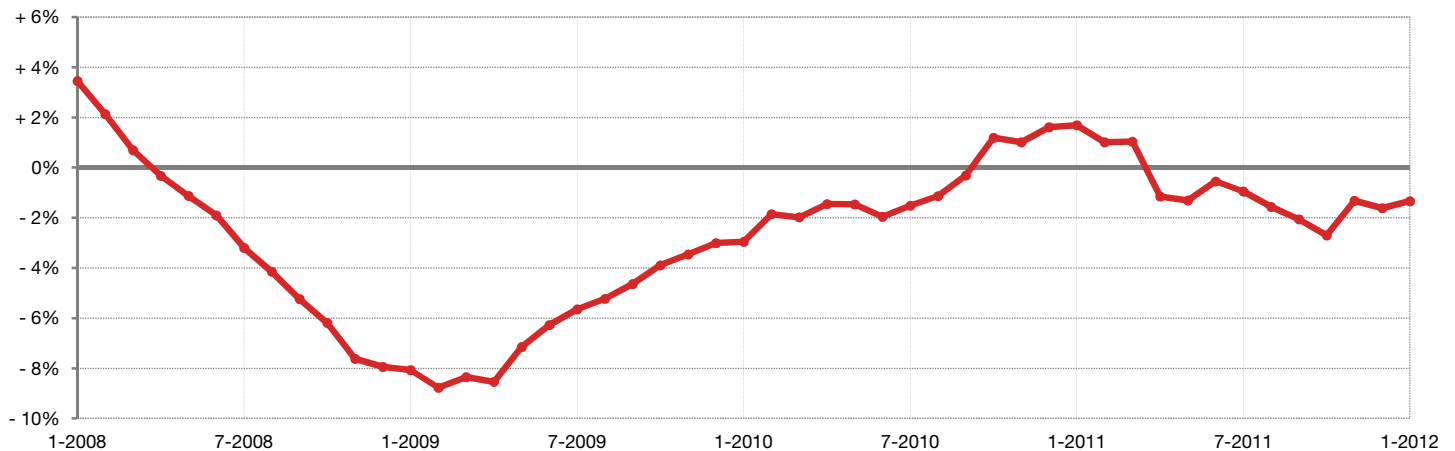
### Year to Date

■ 2011 ■ 2012



### 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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## Cabarrus County

**0.0%**

Change in  
New Listings

**- 4.5%**

Change in  
Closed Sales

**- 0.7%**

Change in  
Median Sales Price

### January

### Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	288	288	0.0%	288	288	0.0%
Closed Sales	110	105	- 4.5%	110	105	- 4.5%
Median Sales Price*	\$152,250	\$151,120	- 0.7%	\$152,250	\$151,120	- 0.7%
Average Sales Price*	\$186,560	\$177,183	- 5.0%	\$186,560	\$177,183	- 5.0%
Percent of Original List Price Received*	90.3%	93.2%	+ 3.2%	90.3%	93.2%	+ 3.2%
List to Close	170	132	- 22.1%	170	132	- 22.1%
Inventory of Homes for Sale	1,634	1,327	- 18.8%	--	--	--
Months Supply of Inventory	11.3	9.3	- 17.8%	--	--	--

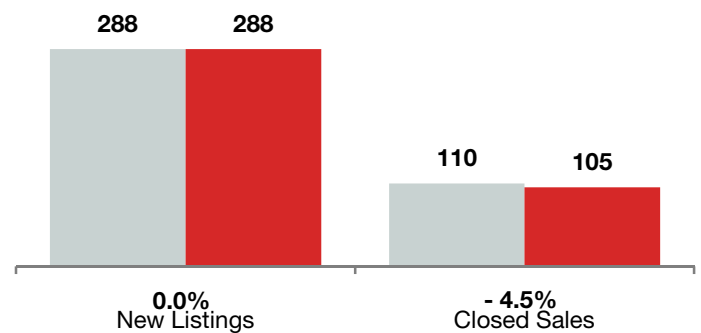
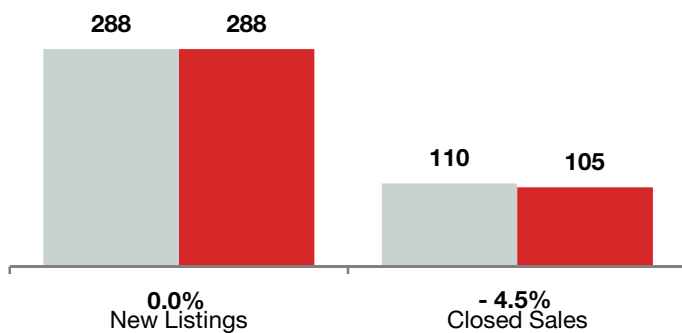
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### January

■ 2011 ■ 2012

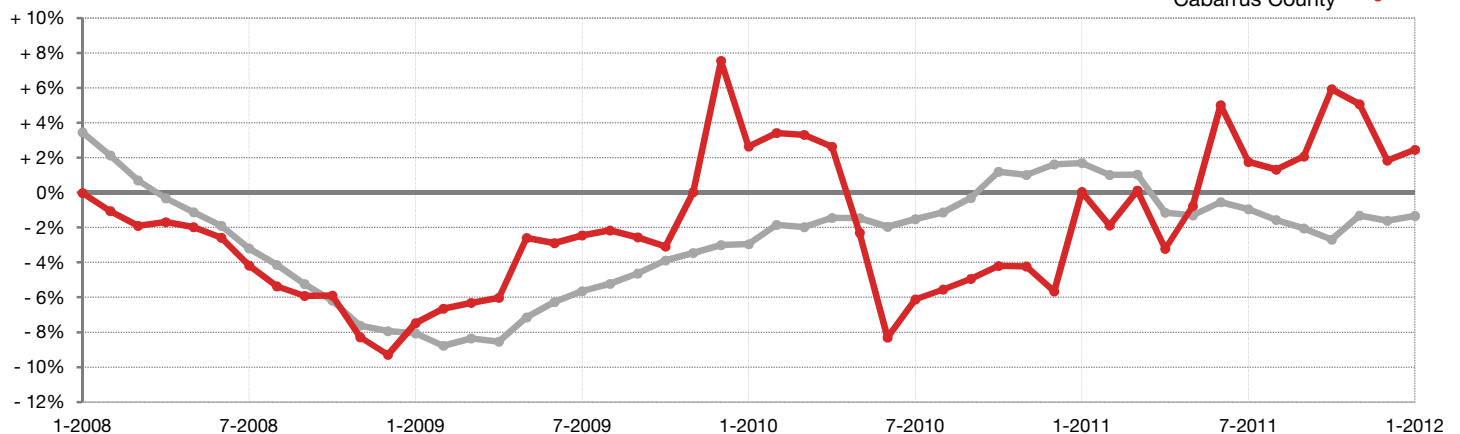
### Year to Date

■ 2011 ■ 2012



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

Entire CMLS Area —  
Cabarrus County —



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Charlotte Regional Realtor® Association

## Gaston County

**+ 17.8%**

Change in  
New Listings

**- 0.9%**

Change in  
Closed Sales

**+ 0.0%**

Change in  
Median Sales Price

### January

### Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	281	<b>331</b>	+ 17.8%	281	<b>331</b>	+ 17.8%
Closed Sales	106	<b>105</b>	- 0.9%	106	<b>105</b>	- 0.9%
Median Sales Price*	\$104,950	<b>\$105,000</b>	+ 0.0%	\$104,950	<b>\$105,000</b>	+ 0.0%
Average Sales Price*	\$117,424	<b>\$110,677</b>	- 5.7%	\$117,424	<b>\$110,677</b>	- 5.7%
Percent of Original List Price Received*	85.8%	<b>89.1%</b>	+ 3.9%	85.8%	<b>89.1%</b>	+ 3.9%
List to Close	160	<b>164</b>	+ 2.3%	160	<b>164</b>	+ 2.3%
Inventory of Homes for Sale	1,566	<b>1,323</b>	- 15.5%	--	--	--
Months Supply of Inventory	11.2	<b>10.1</b>	- 9.6%	--	--	--

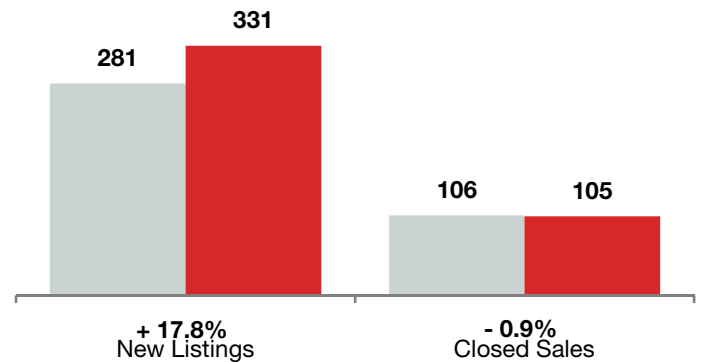
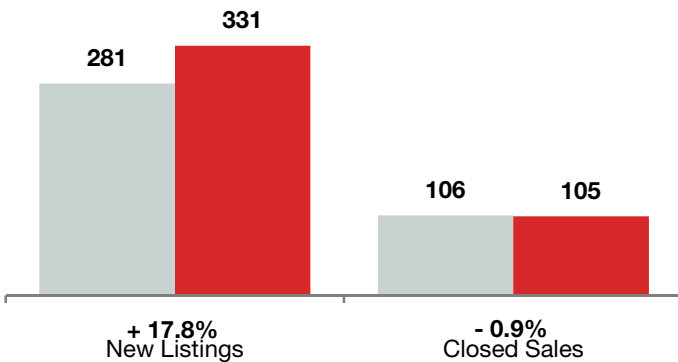
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### January

■ 2011 ■ 2012

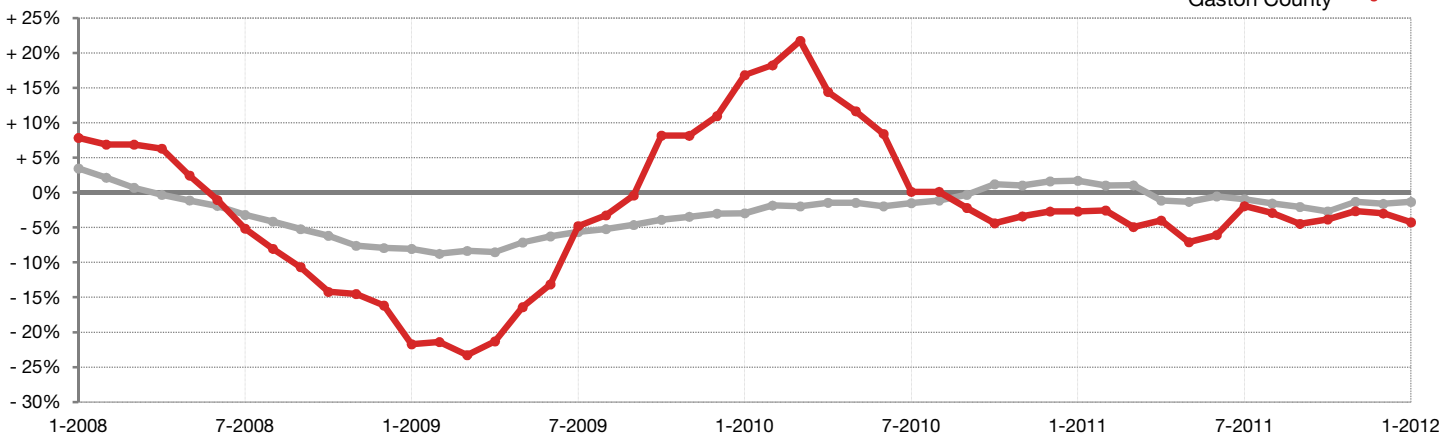
### Year to Date

■ 2011 ■ 2012



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

Entire CMLS Area —  
Gaston County —



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## Iredell County

**- 8.2%**

Change in  
New Listings

**+ 43.5%**

Change in  
Closed Sales

**+ 5.4%**

Change in  
Median Sales Price

### January

### Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	306	281	- 8.2%	306	281	- 8.2%
Closed Sales	69	99	+ 43.5%	69	99	+ 43.5%
Median Sales Price*	\$158,475	<b>\$166,965</b>	+ 5.4%	\$158,475	<b>\$166,965</b>	+ 5.4%
Average Sales Price*	\$230,755	<b>\$219,227</b>	- 5.0%	\$230,755	<b>\$219,227</b>	- 5.0%
Percent of Original List Price Received*	85.7%	<b>90.0%</b>	+ 5.1%	85.7%	<b>90.0%</b>	+ 5.1%
List to Close	173	180	+ 3.8%	173	180	+ 3.8%
Inventory of Homes for Sale	1,761	<b>1,326</b>	- 24.7%	--	--	--
Months Supply of Inventory	14.0	<b>9.8</b>	- 29.8%	--	--	--

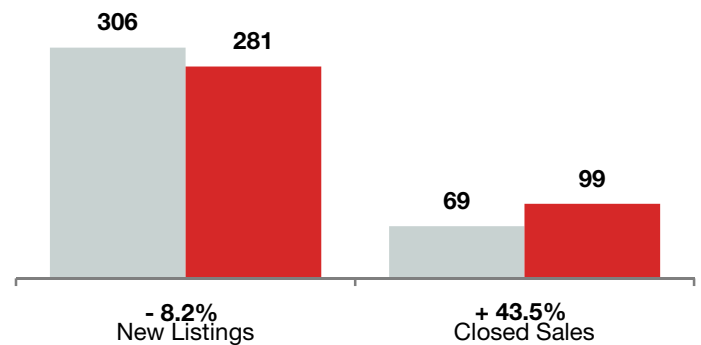
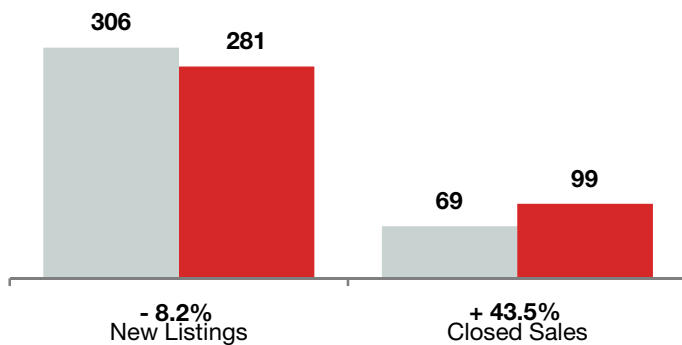
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### January

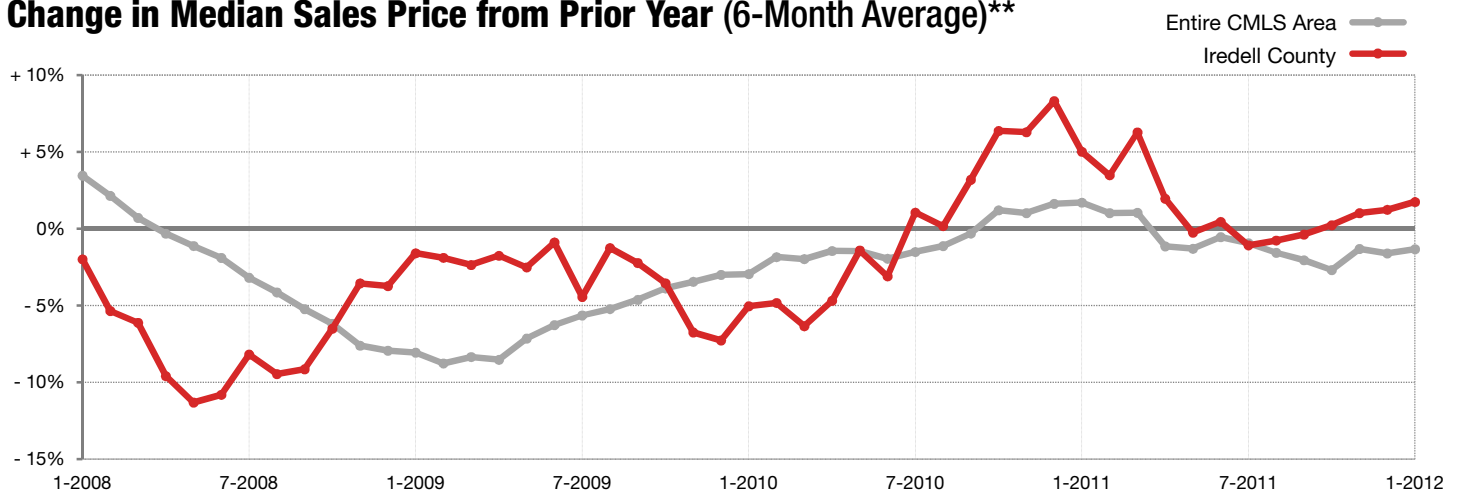
■ 2011 ■ 2012

### Year to Date

■ 2011 ■ 2012



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



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Charlotte Regional Realtor® Association

## Lincoln County

**+ 22.8%**

Change in  
New Listings

**+ 20.5%**

Change in  
Closed Sales

**+ 65.7%**

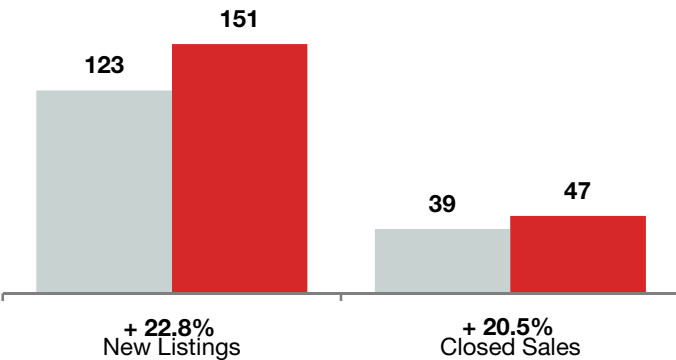
Change in  
Median Sales Price

	January			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	123	<b>151</b>	+ 22.8%	123	<b>151</b>	+ 22.8%
Closed Sales	39	<b>47</b>	+ 20.5%	39	<b>47</b>	+ 20.5%
Median Sales Price*	\$78,750	<b>\$130,500</b>	+ 65.7%	\$78,750	<b>\$130,500</b>	+ 65.7%
Average Sales Price*	\$143,452	<b>\$177,640</b>	+ 23.8%	\$143,452	<b>\$177,640</b>	+ 23.8%
Percent of Original List Price Received*	86.3%	<b>88.4%</b>	+ 2.4%	86.3%	<b>88.4%</b>	+ 2.4%
List to Close	144	<b>155</b>	+ 7.2%	144	<b>155</b>	+ 7.2%
Inventory of Homes for Sale	724	<b>613</b>	- 15.3%	--	--	--
Months Supply of Inventory	14.2	<b>11.1</b>	- 21.9%	--	--	--

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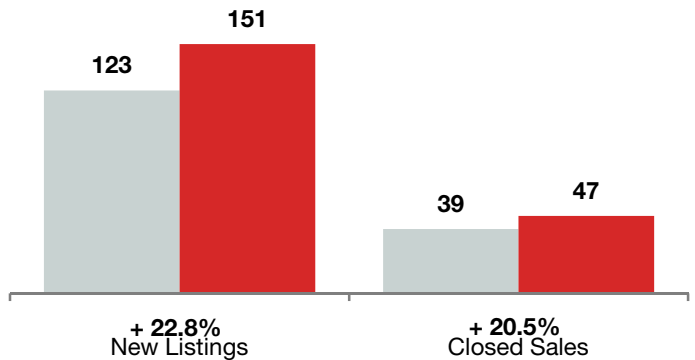
### January

■ 2011 ■ 2012



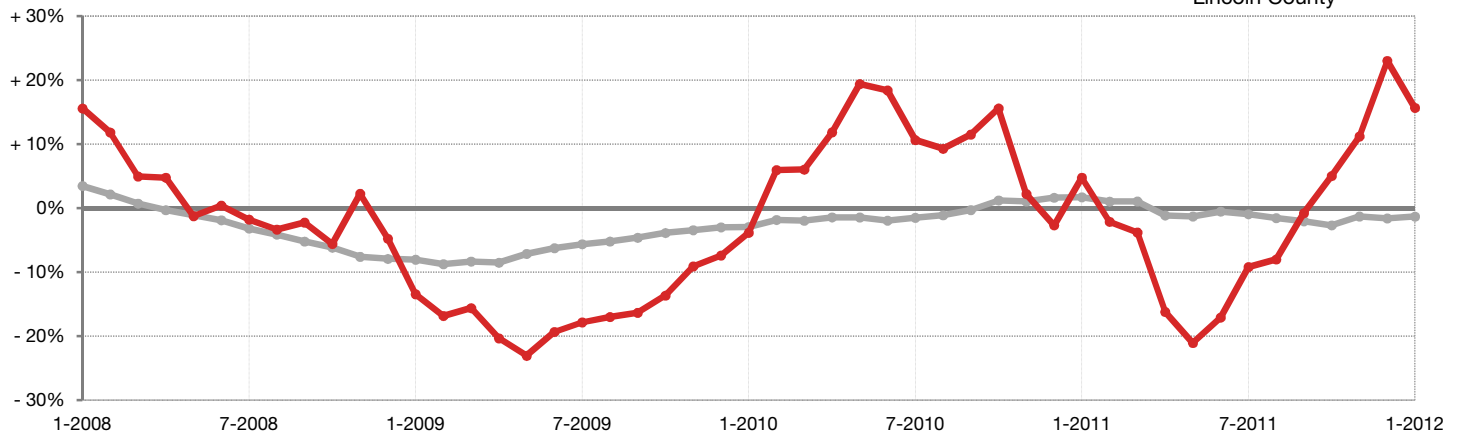
### Year to Date

■ 2011 ■ 2012



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

Entire CMLS Area —  
Lincoln County —



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Charlotte Regional Realtor® Association

## Union County

**- 3.9%**

Change in  
New Listings

**+ 26.8%**

Change in  
Closed Sales

**- 4.4%**

Change in  
Median Sales Price

	January			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	383	<b>368</b>	- 3.9%	383	<b>368</b>	- 3.9%
Closed Sales	127	<b>161</b>	+ 26.8%	127	<b>161</b>	+ 26.8%
Median Sales Price*	\$170,000	<b>\$162,500</b>	- 4.4%	\$170,000	<b>\$162,500</b>	- 4.4%
Average Sales Price*	\$218,647	<b>\$257,867</b>	+ 17.9%	\$218,647	<b>\$257,867</b>	+ 17.9%
Percent of Original List Price Received*	87.6%	<b>90.6%</b>	+ 3.4%	87.6%	<b>90.6%</b>	+ 3.4%
List to Close	169	<b>158</b>	- 6.7%	169	<b>158</b>	- 6.7%
Inventory of Homes for Sale	2,070	<b>1,587</b>	- 23.3%	--	--	--
Months Supply of Inventory	11.7	<b>8.3</b>	- 29.6%	--	--	--

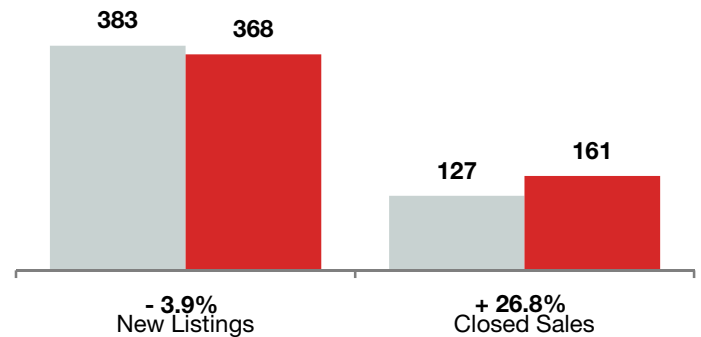
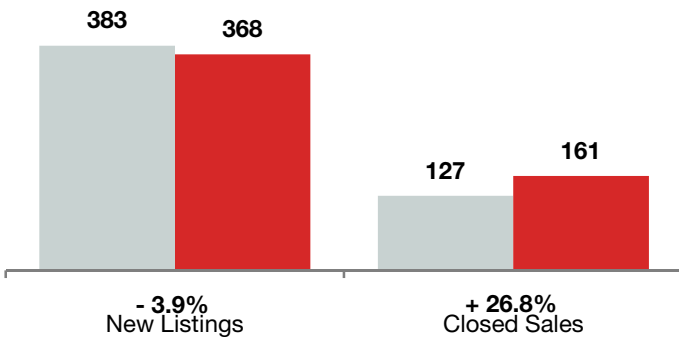
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### January

■ 2011 ■ 2012

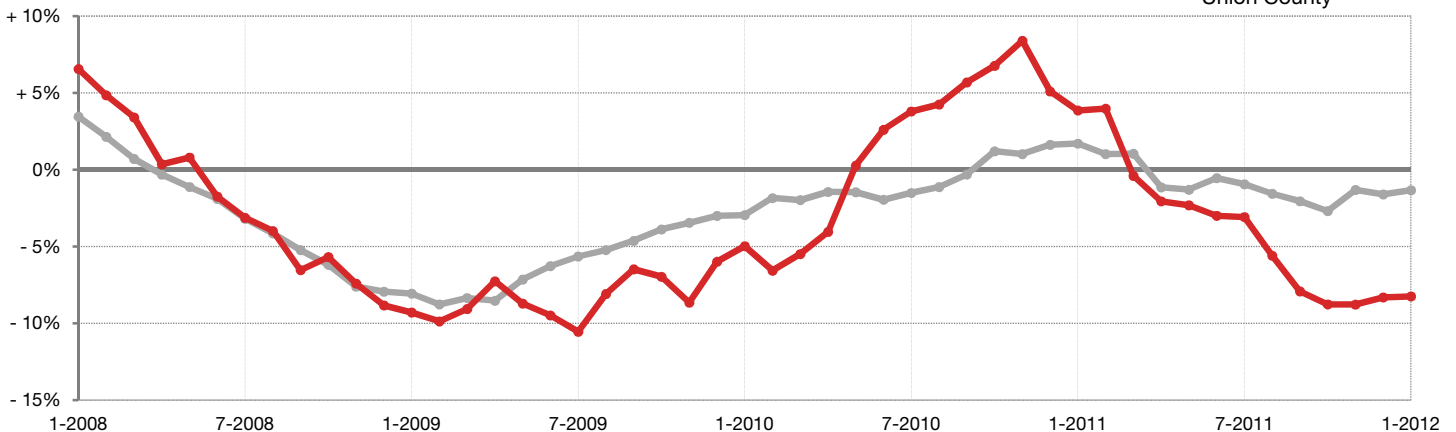
### Year to Date

■ 2011 ■ 2012



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

Entire CMLS Area —  
Union County —



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## York County, SC

**- 5.9%**

Change in  
New Listings

**+ 47.6%**

Change in  
Closed Sales

**+ 15.3%**

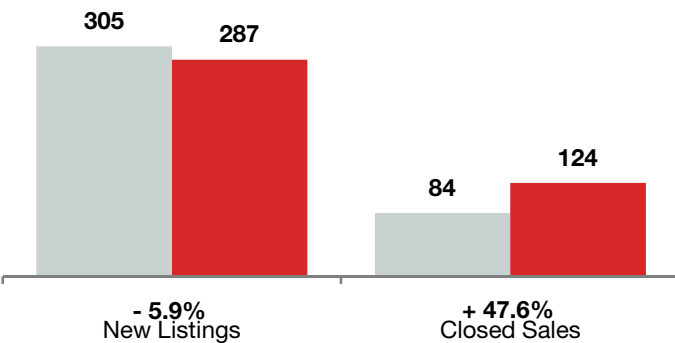
Change in  
Median Sales Price

	January			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	305	287	- 5.9%	305	287	- 5.9%
Closed Sales	84	124	+ 47.6%	84	124	+ 47.6%
Median Sales Price*	\$157,000	<b>\$181,035</b>	+ 15.3%	\$157,000	<b>\$181,035</b>	+ 15.3%
Average Sales Price*	\$189,656	<b>\$211,014</b>	+ 11.3%	\$189,656	<b>\$211,014</b>	+ 11.3%
Percent of Original List Price Received*	89.9%	<b>94.2%</b>	+ 4.8%	89.9%	<b>94.2%</b>	+ 4.8%
List to Close	155	134	- 13.4%	155	134	- 13.4%
Inventory of Homes for Sale	1,779	<b>1,382</b>	- 22.3%	--	--	--
Months Supply of Inventory	12.8	<b>8.8</b>	- 31.6%	--	--	--

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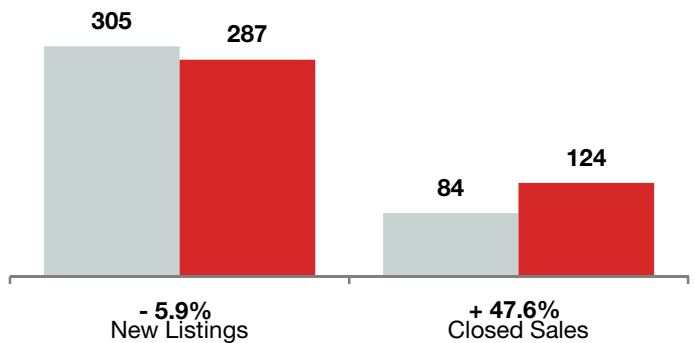
### January

■ 2011 ■ 2012



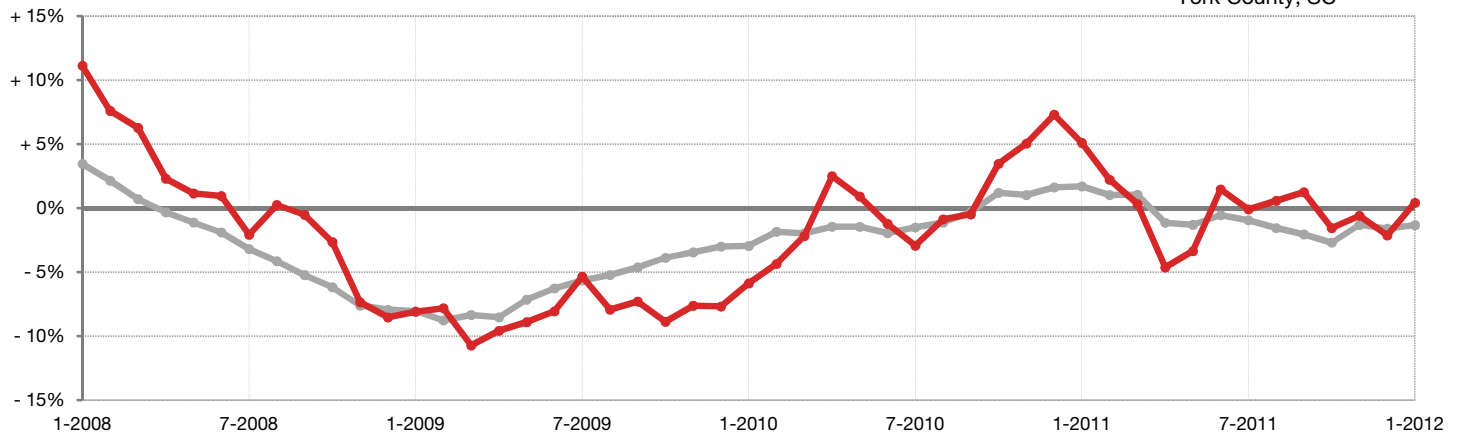
### Year to Date

■ 2011 ■ 2012



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

Entire CMLS Area —  
York County, SC —



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## Mecklenburg County

**- 16.8%**

Change in  
New Listings

**- 2.1%**

Change in  
Closed Sales

**- 4.5%**

Change in  
Median Sales Price

	January			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	1,866	<b>1,553</b>	- 16.8%	1,866	<b>1,553</b>	- 16.8%
Closed Sales	720	<b>705</b>	- 2.1%	720	<b>705</b>	- 2.1%
Median Sales Price*	\$153,460	<b>\$146,600</b>	- 4.5%	\$153,460	<b>\$146,600</b>	- 4.5%
Average Sales Price*	\$201,219	<b>\$187,061</b>	- 7.0%	\$201,219	<b>\$187,061</b>	- 7.0%
Percent of Original List Price Received*	89.0%	<b>90.6%</b>	+ 1.8%	89.0%	<b>90.6%</b>	+ 1.8%
List to Close	146	<b>155</b>	+ 6.6%	146	<b>155</b>	+ 6.6%
Inventory of Homes for Sale	9,542	<b>6,700</b>	- 29.8%	--	--	--
Months Supply of Inventory	11.1	<b>7.3</b>	- 33.7%	--	--	--

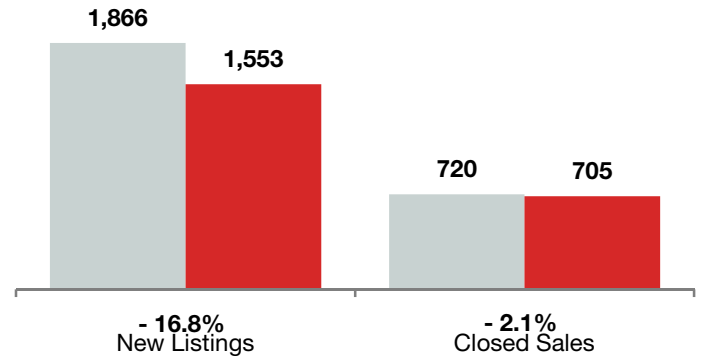
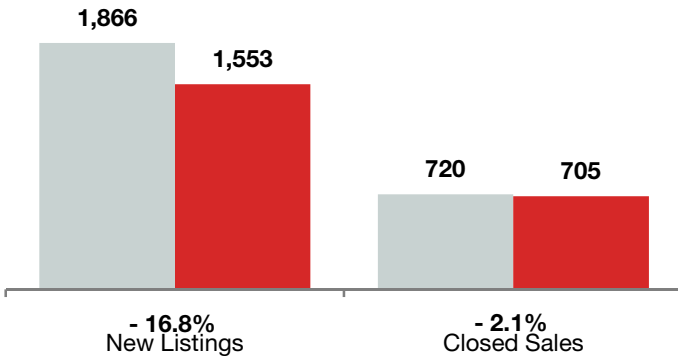
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### January

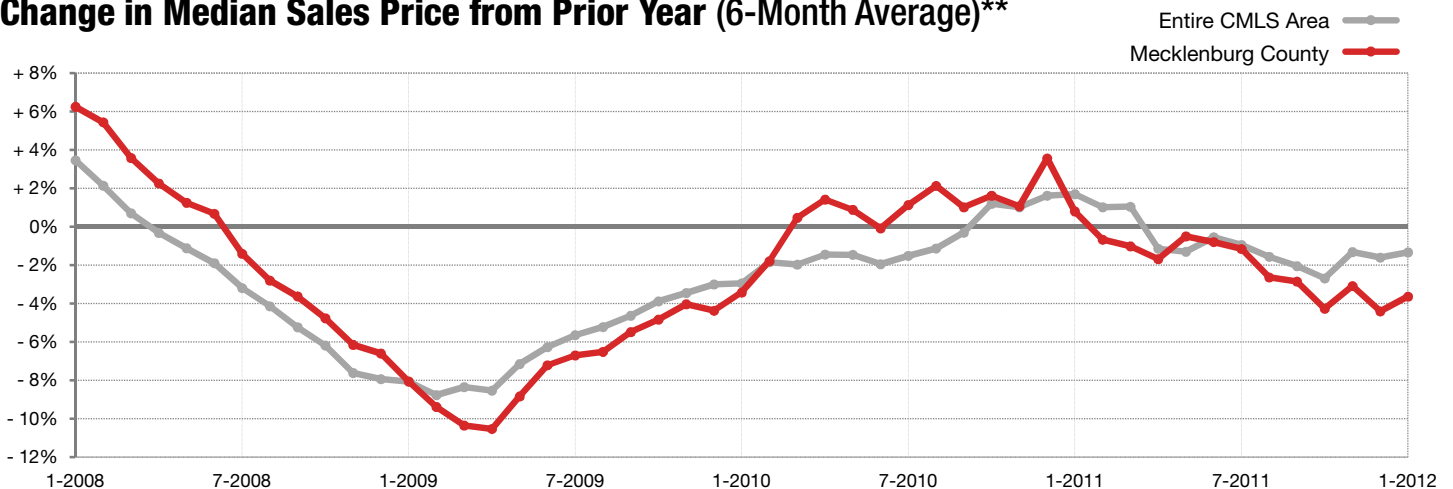
■ 2011 ■ 2012

### Year to Date

■ 2011 ■ 2012



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



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## Mecklenburg - (N) Area 01

**- 17.3%**

Change in  
New Listings

**+ 11.7%**

Change in  
Closed Sales

**- 6.0%**

Change in  
Median Sales Price

	January			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	318	263	- 17.3%	318	263	- 17.3%
Closed Sales	120	134	+ 11.7%	120	134	+ 11.7%
Median Sales Price*	\$139,068	\$130,750	- 6.0%	\$139,068	\$130,750	- 6.0%
Average Sales Price*	\$172,783	\$152,293	- 11.9%	\$172,783	\$152,293	- 11.9%
Percent of Original List Price Received*	88.7%	90.4%	+ 1.9%	88.7%	90.4%	+ 1.9%
List to Close	147	155	+ 5.1%	147	155	+ 5.1%
Inventory of Homes for Sale	1,658	1,131	- 31.8%	--	--	--
Months Supply of Inventory	11.0	7.1	- 35.6%	--	--	--

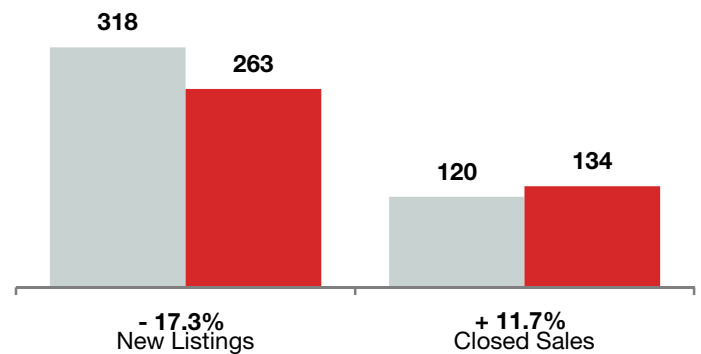
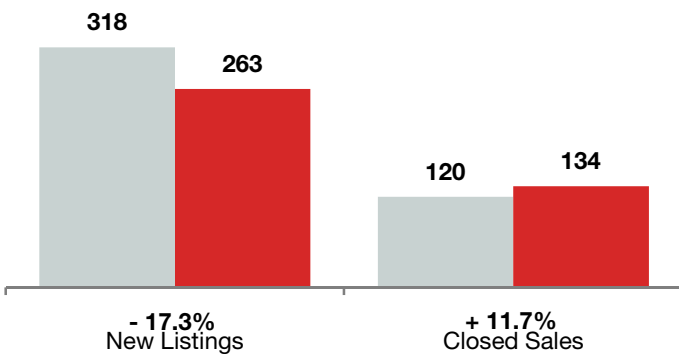
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### January

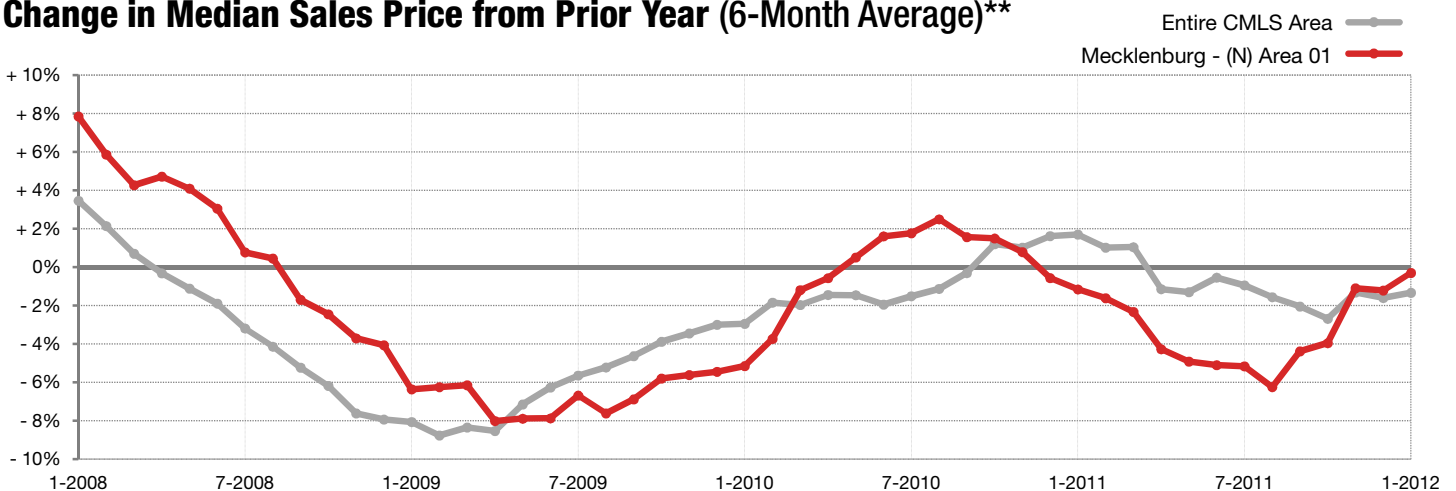
■ 2011 ■ 2012

### Year to Date

■ 2011 ■ 2012



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



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Charlotte Regional Realtor® Association

## Mecklenburg - (E) Area 02

**- 11.8%**

Change in  
New Listings

**+ 3.1%**

Change in  
Closed Sales

**0.0%**

Change in  
Median Sales Price

	January			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	212	187	- 11.8%	212	187	- 11.8%
Closed Sales	97	100	+ 3.1%	97	100	+ 3.1%
Median Sales Price*	\$95,000	<b>\$95,000</b>	0.0%	\$95,000	<b>\$95,000</b>	0.0%
Average Sales Price*	\$114,196	<b>\$107,870</b>	- 5.5%	\$114,196	<b>\$107,870</b>	- 5.5%
Percent of Original List Price Received*	88.6%	<b>91.6%</b>	+ 3.4%	88.6%	<b>91.6%</b>	+ 3.4%
List to Close	132	<b>143</b>	+ 8.1%	132	<b>143</b>	+ 8.1%
Inventory of Homes for Sale	1,129	<b>760</b>	- 32.7%	--	--	--
Months Supply of Inventory	10.5	<b>6.9</b>	- 34.2%	--	--	--

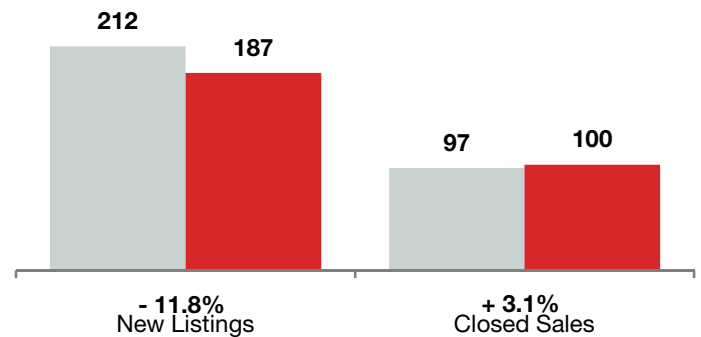
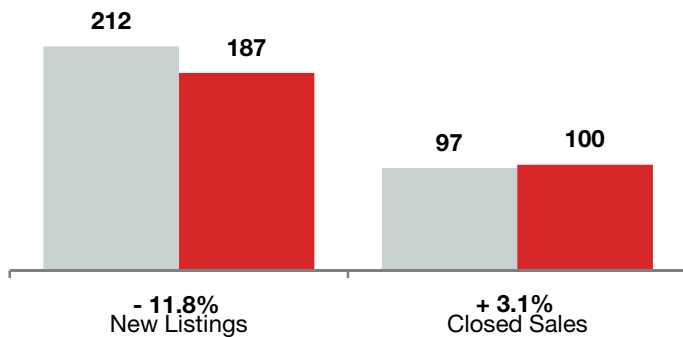
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### January

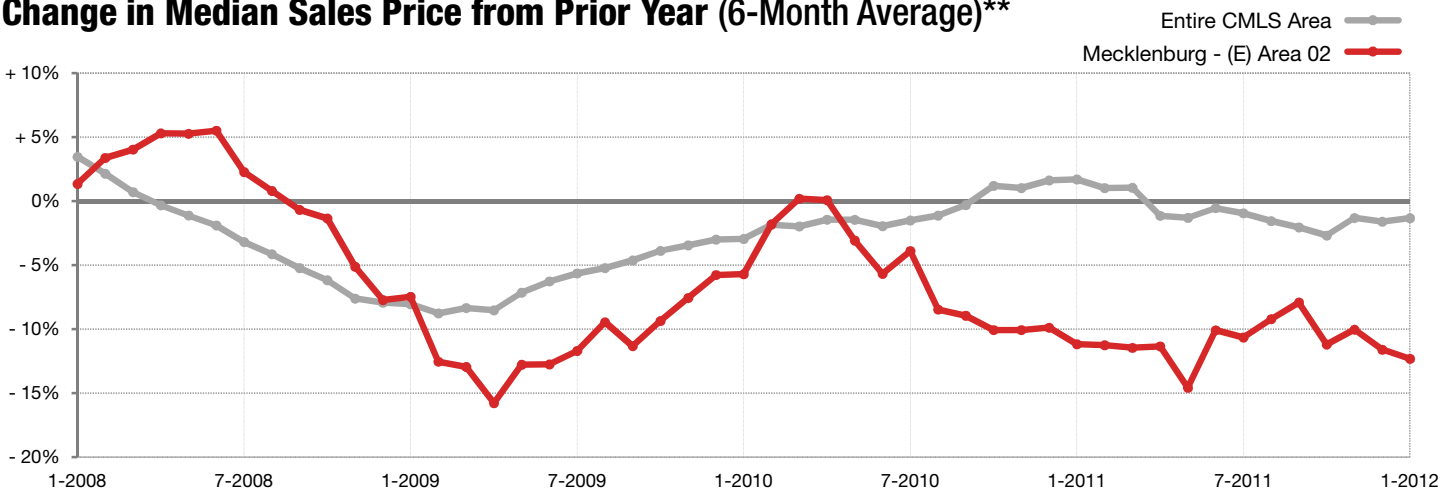
■ 2011 ■ 2012

### Year to Date

■ 2011 ■ 2012



### 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 – January 2012

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Mecklenburg - (SE) Area 03

**- 14.0%**

Change in  
New Listings

**- 1.8%**

Change in  
Closed Sales

**+ 40.4%**

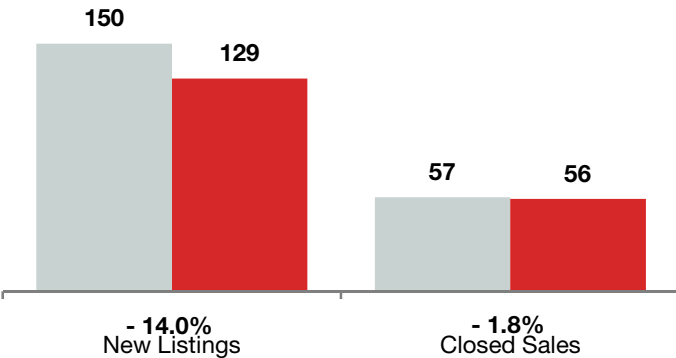
Change in  
Median Sales Price

	January			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	150	129	- 14.0%	150	129	- 14.0%
Closed Sales	57	56	- 1.8%	57	56	- 1.8%
Median Sales Price*	\$88,335	\$124,000	+ 40.4%	\$88,335	\$124,000	+ 40.4%
Average Sales Price*	\$125,146	\$135,896	+ 8.6%	\$125,146	\$135,896	+ 8.6%
Percent of Original List Price Received*	86.6%	91.7%	+ 6.0%	86.6%	91.7%	+ 6.0%
List to Close	128	127	- 1.4%	128	127	- 1.4%
Inventory of Homes for Sale	741	529	- 28.6%	--	--	--
Months Supply of Inventory	11.5	8.0	- 30.6%	--	--	--

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

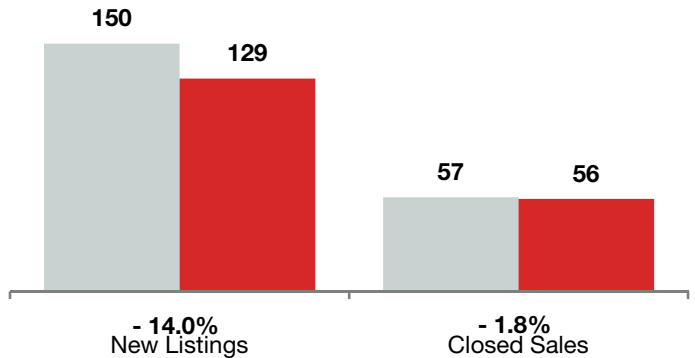
### January

■ 2011 ■ 2012

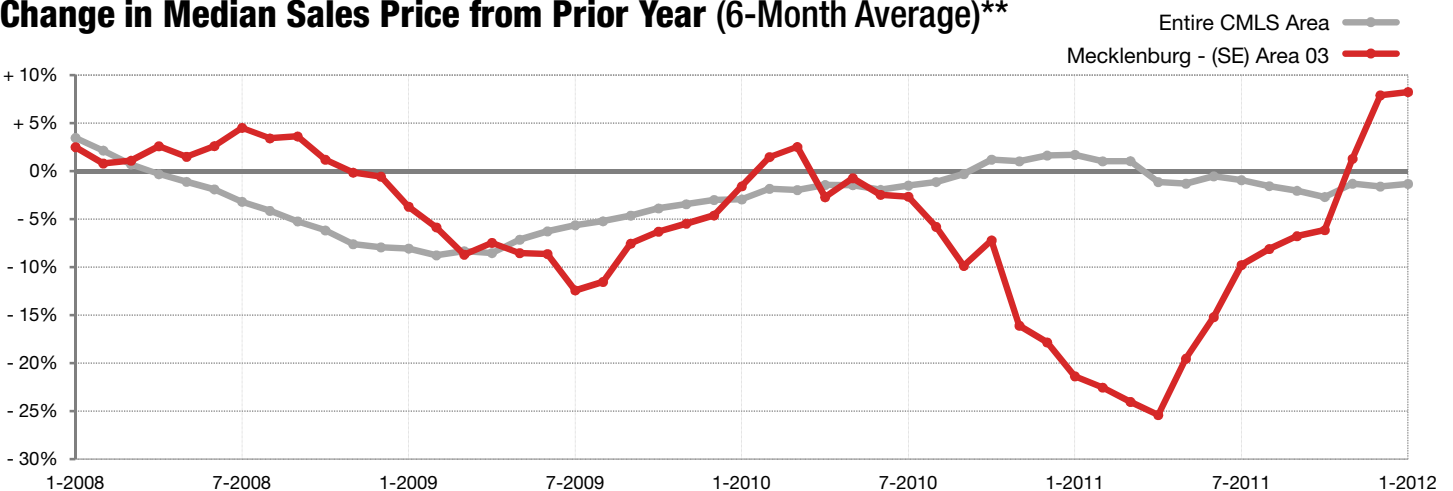


### Year to Date

■ 2011 ■ 2012



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



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# Local Market Update – January 2012

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Charlotte Regional Realtor® Association

## Mecklenburg - (SSE) Area 04

**+ 4.2%**

Change in  
New Listings

**+ 32.2%**

Change in  
Closed Sales

**+ 8.9%**

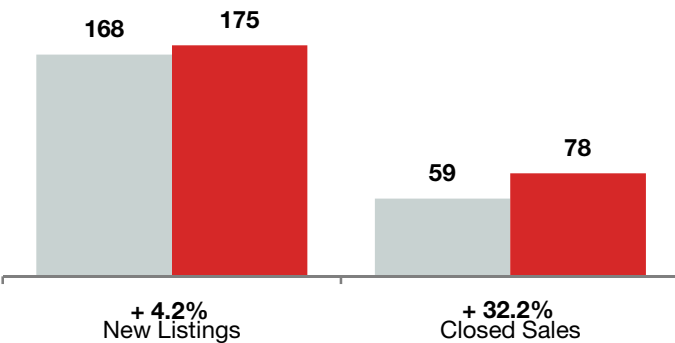
Change in  
Median Sales Price

	January			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	168	175	+ 4.2%	168	175	+ 4.2%
Closed Sales	59	78	+ 32.2%	59	78	+ 32.2%
Median Sales Price*	\$212,500	<b>\$231,500</b>	+ 8.9%	\$212,500	<b>\$231,500</b>	+ 8.9%
Average Sales Price*	\$276,637	<b>\$256,347</b>	- 7.3%	\$276,637	<b>\$256,347</b>	- 7.3%
Percent of Original List Price Received*	85.8%	<b>91.0%</b>	+ 6.1%	85.8%	<b>91.0%</b>	+ 6.1%
List to Close	193	184	- 4.3%	193	184	- 4.3%
Inventory of Homes for Sale	923	659	- 28.6%	--	--	--
Months Supply of Inventory	12.0	7.5	- 37.4%	--	--	--

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

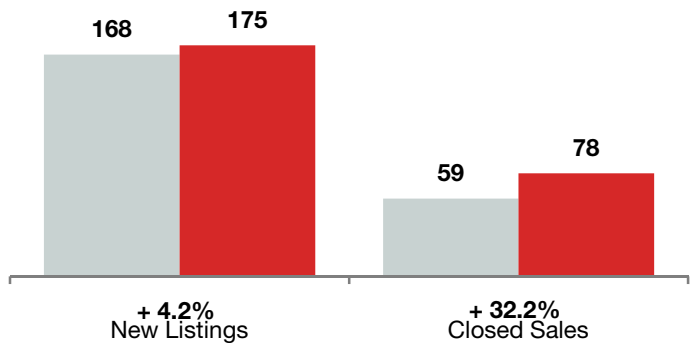
### January

■ 2011 ■ 2012

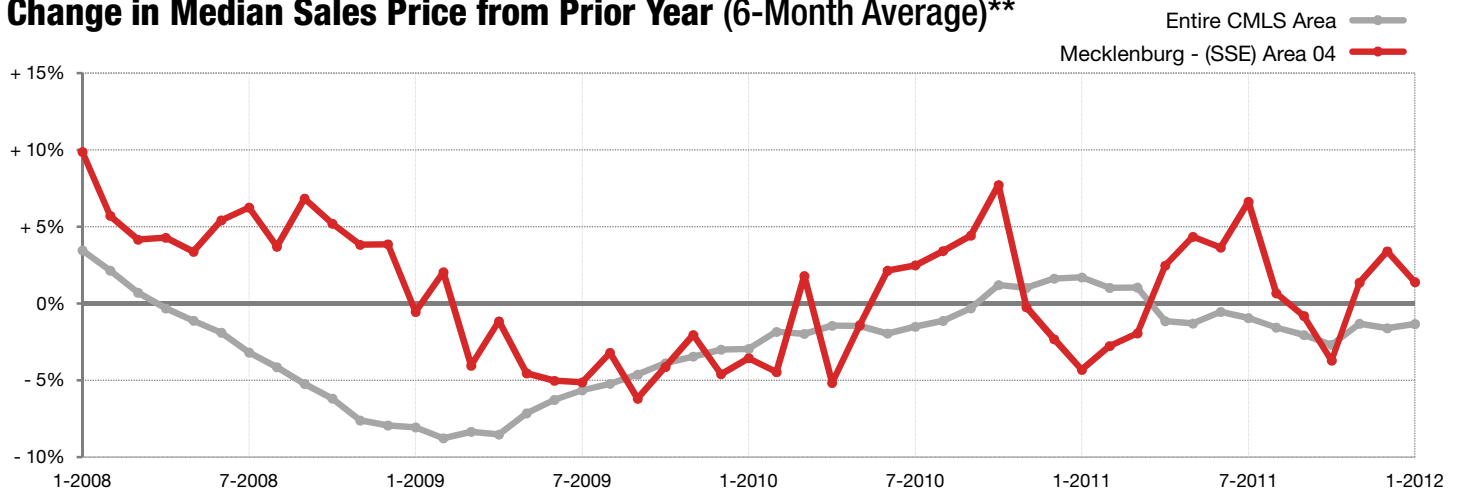


### Year to Date

■ 2011 ■ 2012



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



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# Local Market Update – January 2012

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Charlotte Regional Realtor® Association

## Mecklenburg - (S) Area 05

**- 12.7%**

Change in  
New Listings

**- 1.8%**

Change in  
Closed Sales

**- 10.2%**

Change in  
Median Sales Price

### January

### Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	330	288	- 12.7%	330	288	- 12.7%
Closed Sales	113	111	- 1.8%	113	111	- 1.8%
Median Sales Price*	\$263,500	<b>\$236,500</b>	- 10.2%	\$263,500	<b>\$236,500</b>	- 10.2%
Average Sales Price*	\$341,714	<b>\$317,992</b>	- 6.9%	\$341,714	<b>\$317,992</b>	- 6.9%
Percent of Original List Price Received*	88.5%	<b>91.3%</b>	+ 3.2%	88.5%	<b>91.3%</b>	+ 3.2%
List to Close	152	150	- 0.9%	152	150	- 0.9%
Inventory of Homes for Sale	1,681	<b>1,281</b>	- 23.8%	--	--	--
Months Supply of Inventory	10.6	<b>7.7</b>	- 27.2%	--	--	--

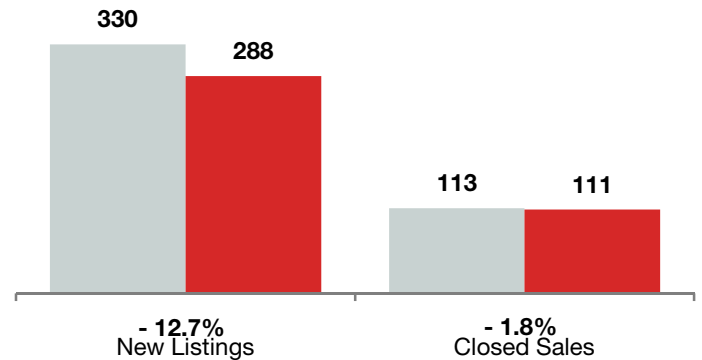
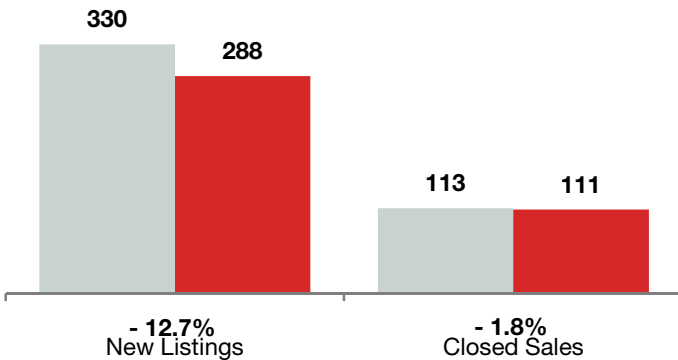
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### January

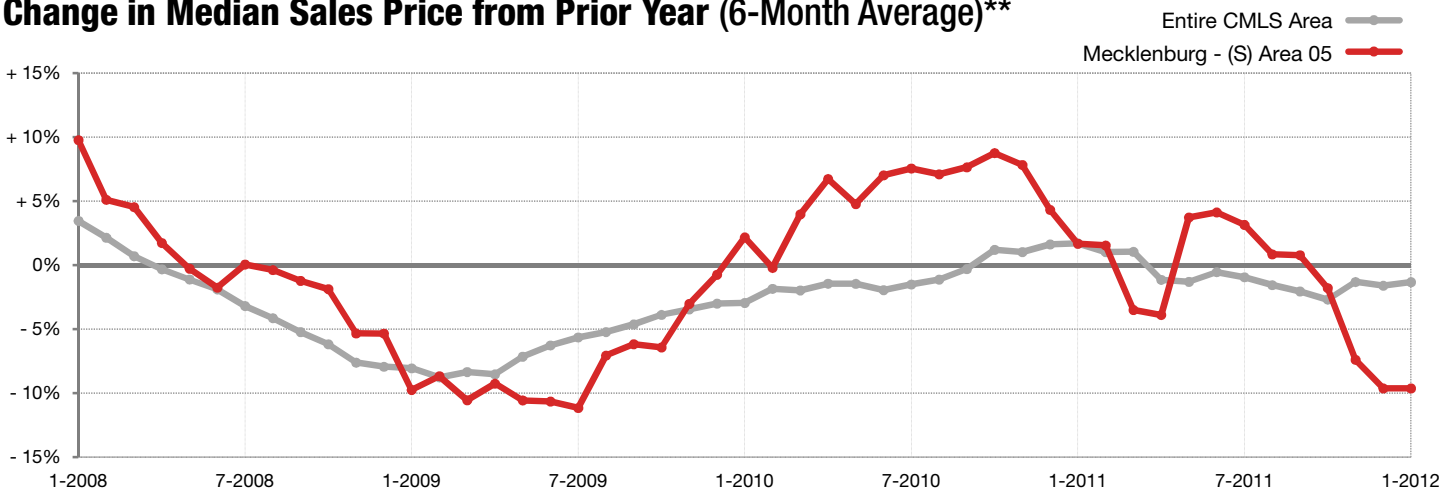
■ 2011 ■ 2012

### Year to Date

■ 2011 ■ 2012



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



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# Local Market Update – January 2012

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Mecklenburg - (SSW) Area 06

**- 38.3%**

Change in  
New Listings

**- 45.6%**

Change in  
Closed Sales

**- 28.8%**

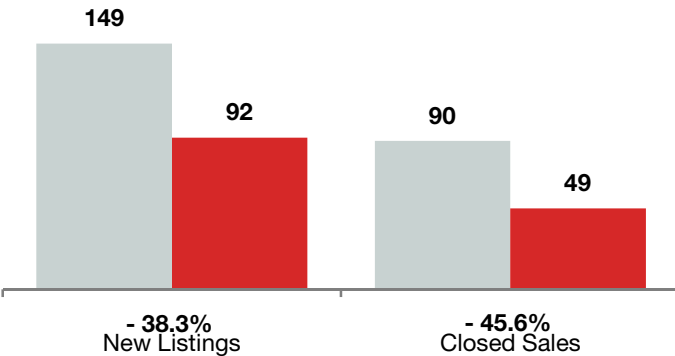
Change in  
Median Sales Price

	January			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	149	92	- 38.3%	149	92	- 38.3%
Closed Sales	90	49	- 45.6%	90	49	- 45.6%
Median Sales Price*	\$214,783	<b>\$153,000</b>	- 28.8%	\$214,783	<b>\$153,000</b>	- 28.8%
Average Sales Price*	\$216,926	<b>\$188,083</b>	- 13.3%	\$216,926	<b>\$188,083</b>	- 13.3%
Percent of Original List Price Received*	95.5%	<b>88.3%</b>	- 7.5%	95.5%	<b>88.3%</b>	- 7.5%
List to Close	155	<b>181</b>	+ 16.7%	155	<b>181</b>	+ 16.7%
Inventory of Homes for Sale	681	<b>441</b>	- 35.2%	--	--	--
Months Supply of Inventory	11.5	<b>6.5</b>	- 43.4%	--	--	--

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

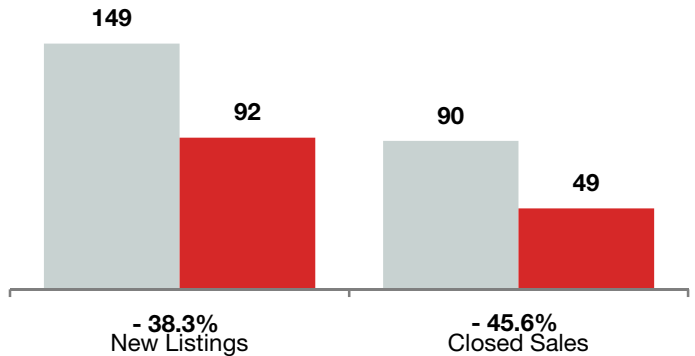
### January

■ 2011 ■ 2012

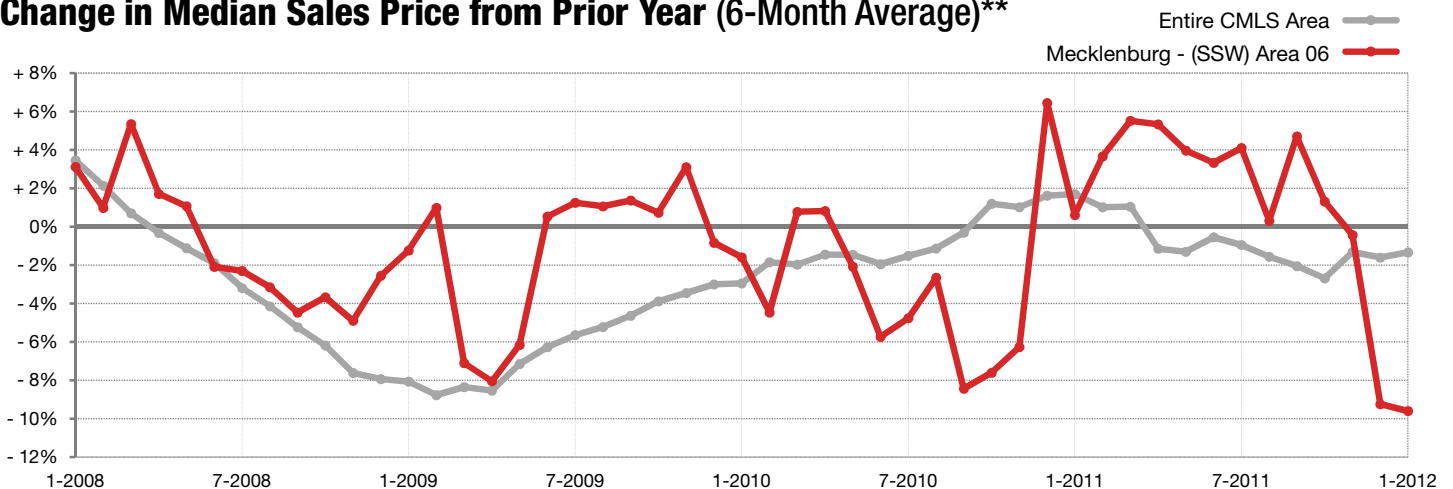


### Year to Date

■ 2011 ■ 2012



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



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# Local Market Update – January 2012

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Charlotte Regional Realtor® Association

## Mecklenburg - (SW) Area 07

**- 31.9%**

Change in  
New Listings

**- 10.4%**

Change in  
Closed Sales

**- 5.5%**

Change in  
Median Sales Price

	January			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	135	<b>92</b>	- 31.9%	135	<b>92</b>	- 31.9%
Closed Sales	48	<b>43</b>	- 10.4%	48	<b>43</b>	- 10.4%
Median Sales Price*	\$139,635	<b>\$132,000</b>	- 5.5%	\$139,635	<b>\$132,000</b>	- 5.5%
Average Sales Price*	\$145,668	<b>\$147,757</b>	+ 1.4%	\$145,668	<b>\$147,757</b>	+ 1.4%
Percent of Original List Price Received*	91.7%	<b>91.7%</b>	+ 0.0%	91.7%	<b>91.7%</b>	+ 0.0%
List to Close	138	<b>133</b>	- 3.6%	138	<b>133</b>	- 3.6%
Inventory of Homes for Sale	666	<b>399</b>	- 40.1%	--	--	--
Months Supply of Inventory	11.5	<b>5.6</b>	- 51.3%	--	--	--

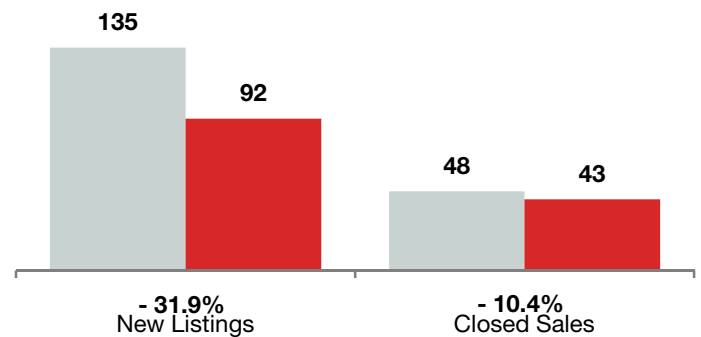
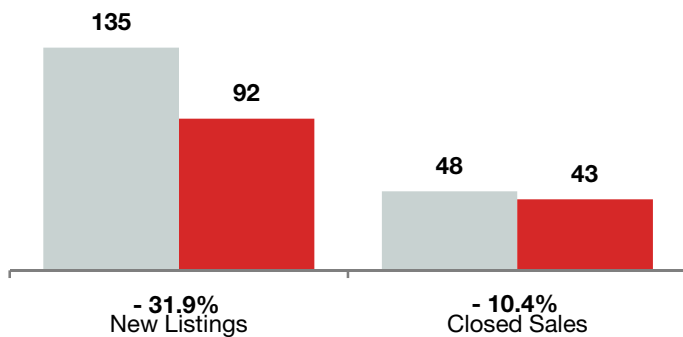
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### January

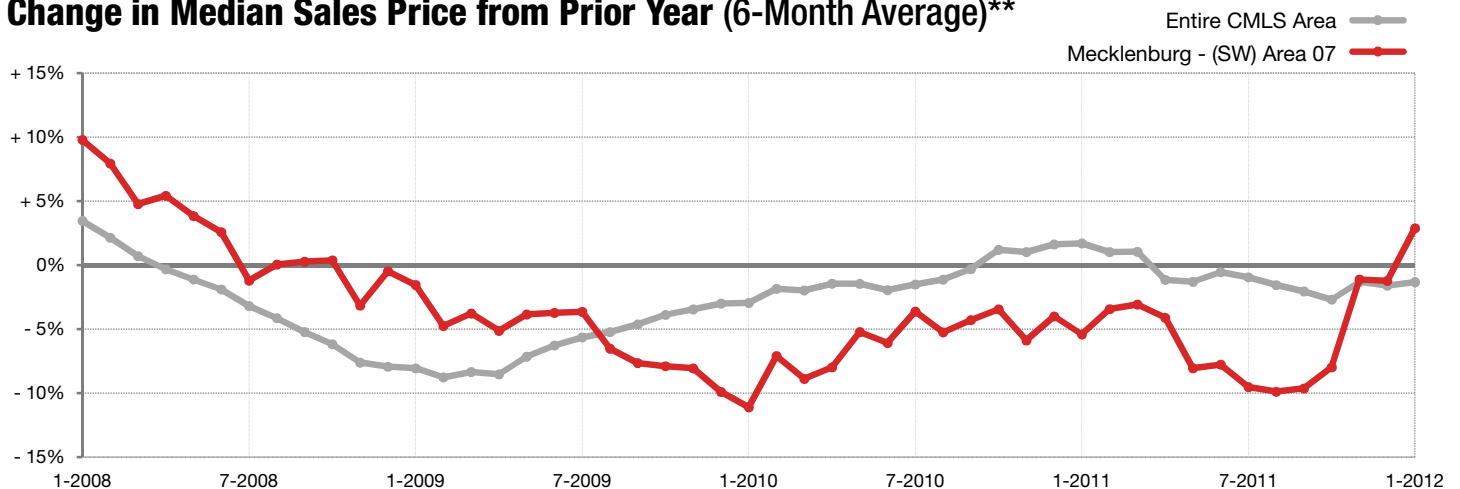
■ 2011 ■ 2012

### Year to Date

■ 2011 ■ 2012



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



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# Local Market Update – January 2012

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Mecklenburg - (W) Area 08

**- 9.2%**

Change in  
New Listings

**+ 5.7%**

Change in  
Closed Sales

**+ 21.1%**

Change in  
Median Sales Price

### January

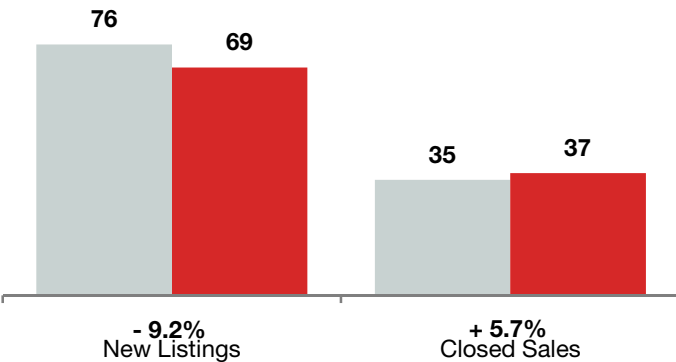
### Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	76	69	- 9.2%	76	69	- 9.2%
Closed Sales	35	37	+ 5.7%	35	37	+ 5.7%
Median Sales Price*	\$57,000	<b>\$69,000</b>	+ 21.1%	\$57,000	<b>\$69,000</b>	+ 21.1%
Average Sales Price*	\$60,801	<b>\$73,839</b>	+ 21.4%	\$60,801	<b>\$73,839</b>	+ 21.4%
Percent of Original List Price Received*	84.5%	<b>87.4%</b>	+ 3.4%	84.5%	<b>87.4%</b>	+ 3.4%
List to Close	120	<b>139</b>	+ 15.4%	120	<b>139</b>	+ 15.4%
Inventory of Homes for Sale	468	<b>327</b>	- 30.1%	--	--	--
Months Supply of Inventory	9.2	<b>7.2</b>	- 21.4%	--	--	--

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

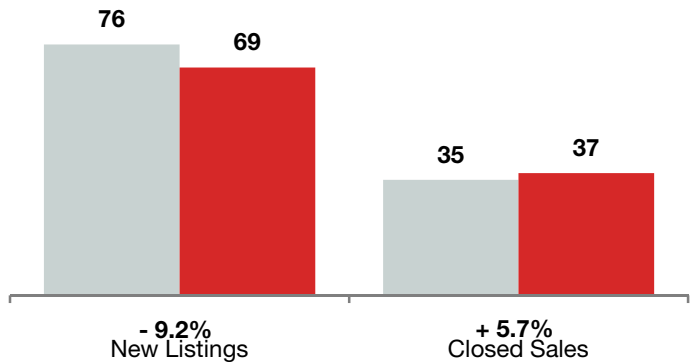
### January

■ 2011 ■ 2012

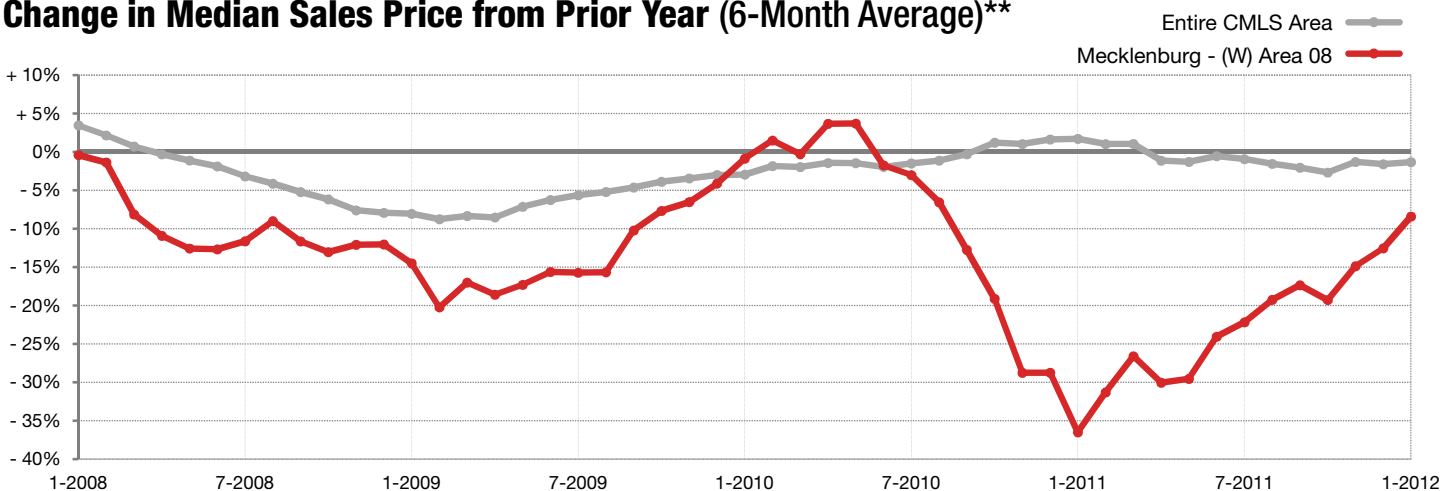


### Year to Date

■ 2011 ■ 2012



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



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# Local Market Update – January 2012

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Mecklenburg - (NW) Area 09

**- 37.3%**

Change in  
New Listings

**- 8.9%**

Change in  
Closed Sales

**+ 24.7%**

Change in  
Median Sales Price

### January

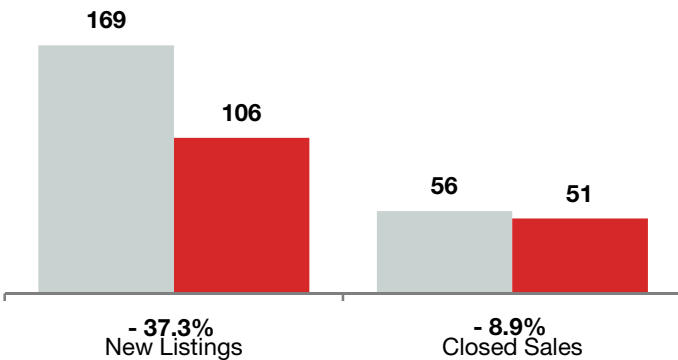
### Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	169	106	- 37.3%	169	106	- 37.3%
Closed Sales	56	51	- 8.9%	56	51	- 8.9%
Median Sales Price*	\$111,450	<b>\$138,995</b>	+ 24.7%	\$111,450	<b>\$138,995</b>	+ 24.7%
Average Sales Price*	\$138,937	<b>\$146,144</b>	+ 5.2%	\$138,937	<b>\$146,144</b>	+ 5.2%
Percent of Original List Price Received*	88.0%	<b>91.8%</b>	+ 4.4%	88.0%	<b>91.8%</b>	+ 4.4%
List to Close	117	<b>147</b>	+ 25.3%	117	<b>147</b>	+ 25.3%
Inventory of Homes for Sale	753	<b>465</b>	- 38.2%	--	--	--
Months Supply of Inventory	10.2	<b>6.5</b>	- 36.9%	--	--	--

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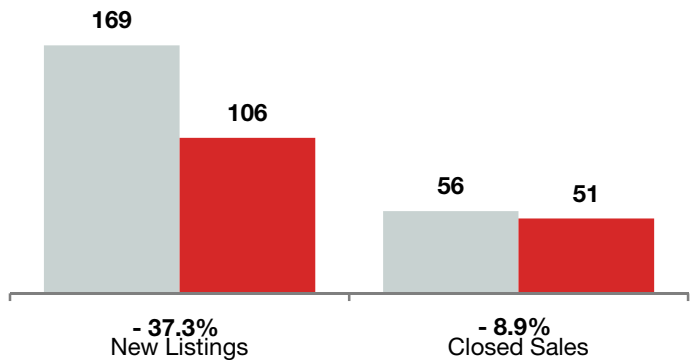
### January

■ 2011 ■ 2012

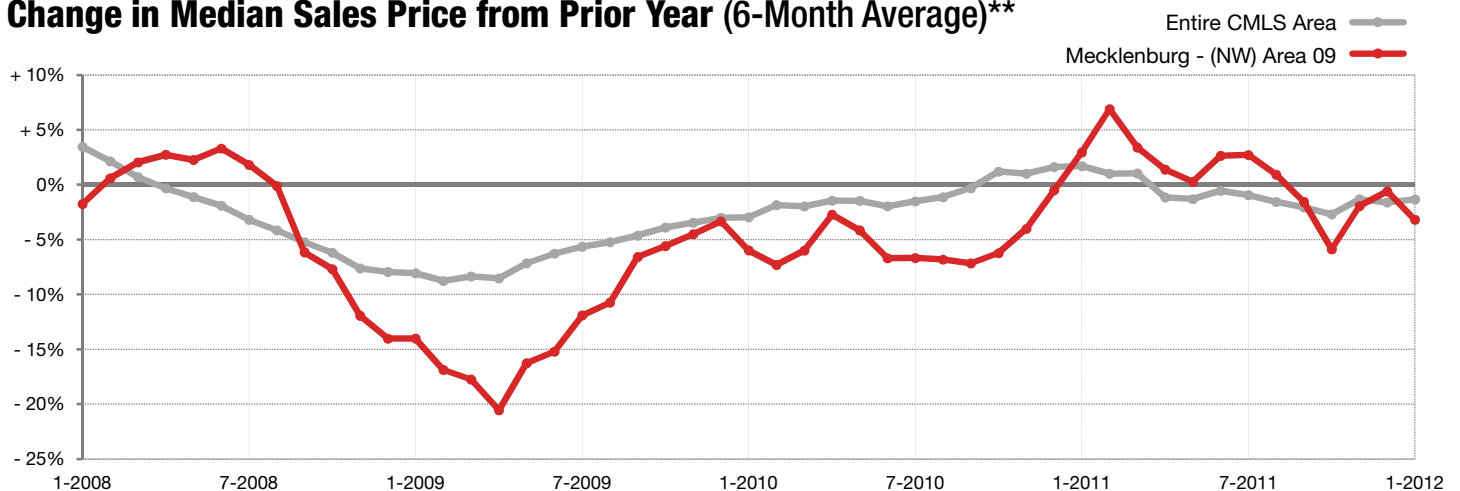


### Year to Date

■ 2011 ■ 2012



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



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# Local Market Update – January 2012

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Lake Norman / Area 13

**+ 14.3%**

Change in  
New Listings

**- 1.7%**

Change in  
Closed Sales

**- 15.2%**

Change in  
Median Sales Price

	January			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	231	<b>264</b>	+ 14.3%	231	<b>264</b>	+ 14.3%
Closed Sales	60	<b>59</b>	- 1.7%	60	<b>59</b>	- 1.7%
Median Sales Price*	\$330,000	<b>\$280,000</b>	- 15.2%	\$330,000	<b>\$280,000</b>	- 15.2%
Average Sales Price*	\$406,339	<b>\$348,227</b>	- 14.3%	\$406,339	<b>\$348,227</b>	- 14.3%
Percent of Original List Price Received*	87.7%	<b>88.5%</b>	+ 0.9%	87.7%	<b>88.5%</b>	+ 0.9%
List to Close	169	<b>180</b>	+ 6.1%	169	<b>180</b>	+ 6.1%
Inventory of Homes for Sale	1,371	<b>1,085</b>	- 20.9%	--	--	--
Months Supply of Inventory	15.4	<b>11.7</b>	- 23.7%	--	--	--

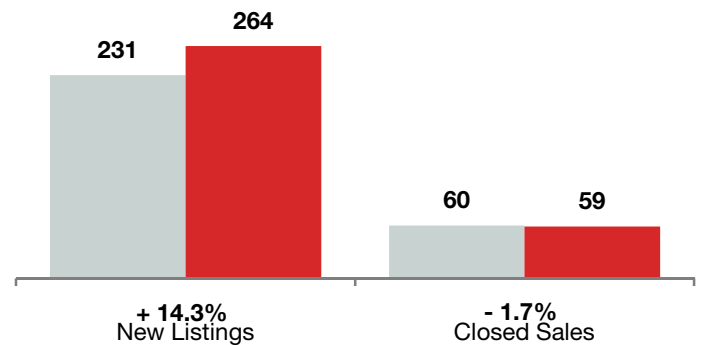
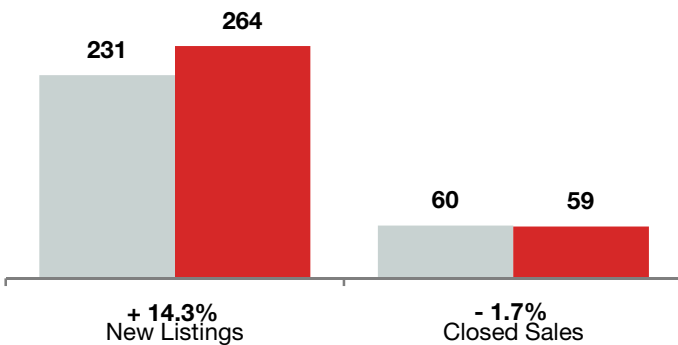
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### January

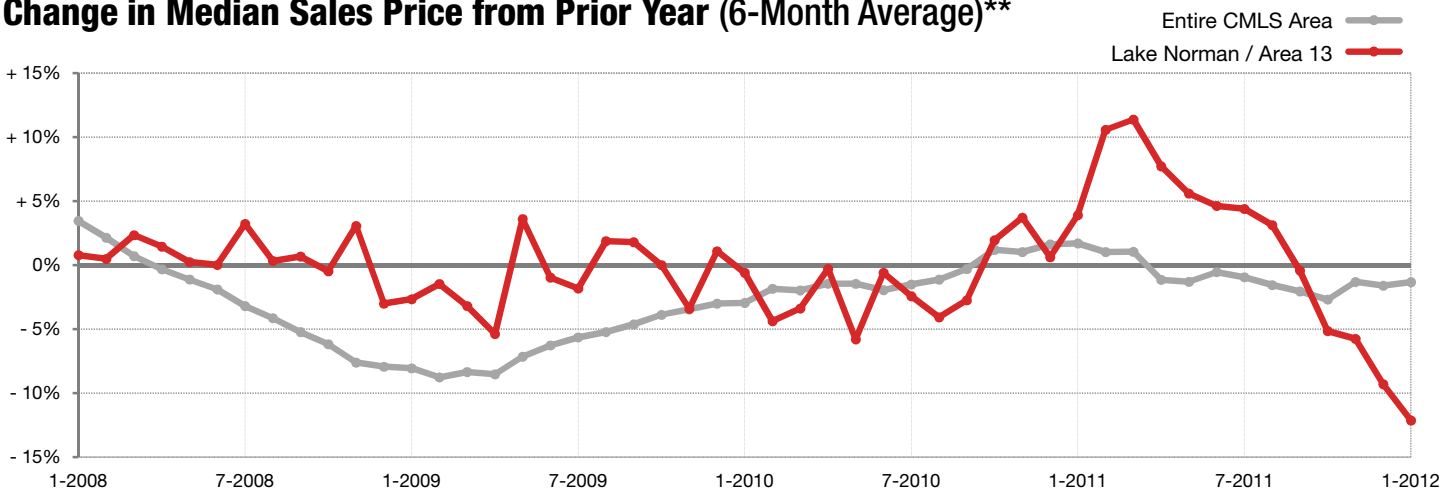
■ 2011 ■ 2012

### Year to Date

■ 2011 ■ 2012



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



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# Local Market Update – January 2012

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Charlotte Regional Realtor® Association

## Lake Wylie / Area 15

**+ 48.6%**

**+ 21.1%**

**- 4.4%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### January

### Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	72	<b>107</b>	+ 48.6%	72	<b>107</b>	+ 48.6%
Closed Sales	19	<b>23</b>	+ 21.1%	19	<b>23</b>	+ 21.1%
Median Sales Price*	\$225,000	<b>\$215,000</b>	- 4.4%	\$225,000	<b>\$215,000</b>	- 4.4%
Average Sales Price*	\$266,237	<b>\$316,368</b>	+ 18.8%	\$266,237	<b>\$316,368</b>	+ 18.8%
Percent of Original List Price Received*	86.3%	<b>90.5%</b>	+ 5.0%	86.3%	<b>90.5%</b>	+ 5.0%
List to Close	140	<b>167</b>	+ 18.6%	140	<b>167</b>	+ 18.6%
Inventory of Homes for Sale	484	<b>411</b>	- 15.1%	--	--	--
Months Supply of Inventory	15.6	<b>13.8</b>	- 11.5%	--	--	--

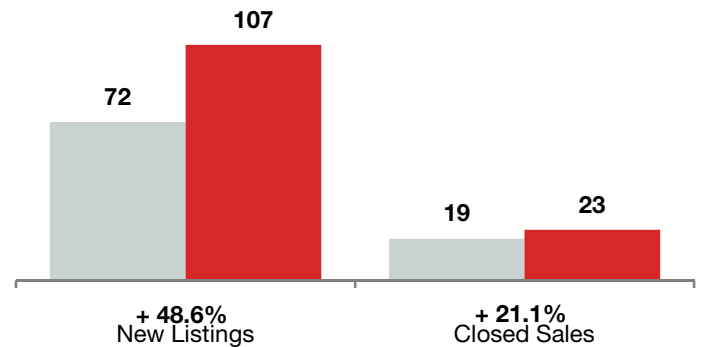
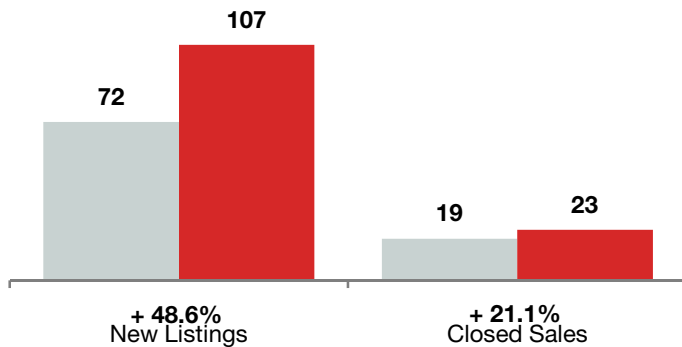
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### January

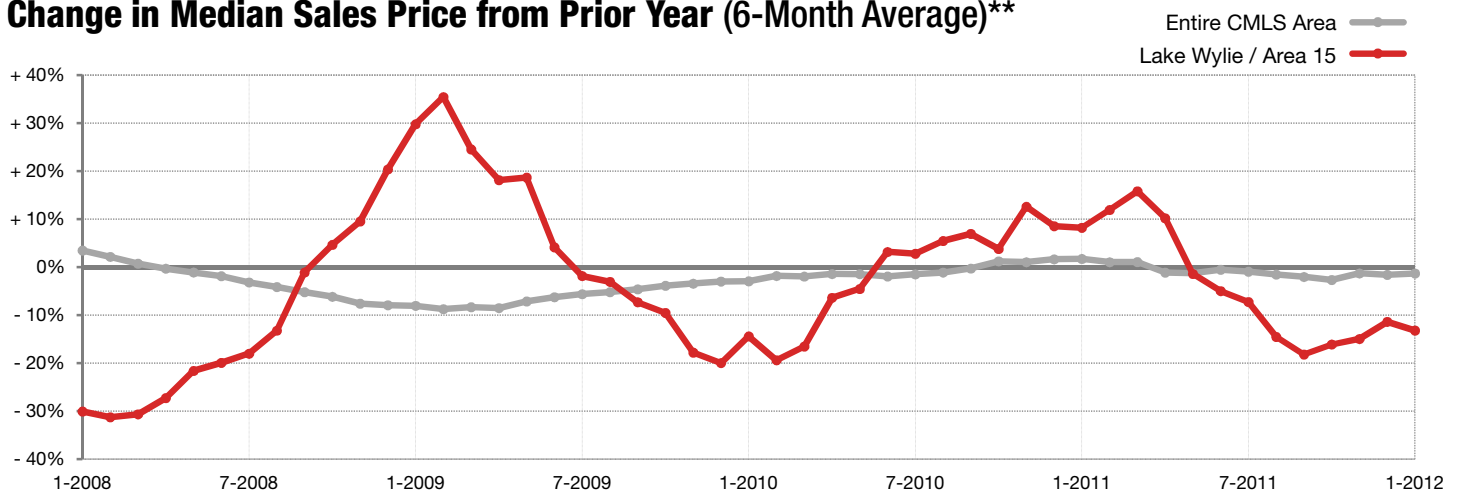
■ 2011 ■ 2012

### Year to Date

■ 2011 ■ 2012



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



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# Local Market Update – January 2012

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Uptown / Area 99

**- 24.1%**

Change in  
New Listings

**- 15.4%**

Change in  
Closed Sales

**+ 7.7%**

Change in  
Median Sales Price

	January			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	29	22	- 24.1%	29	22	- 24.1%
Closed Sales	13	11	- 15.4%	13	11	- 15.4%
Median Sales Price*	\$195,000	<b>\$210,000</b>	+ 7.7%	\$195,000	<b>\$210,000</b>	+ 7.7%
Average Sales Price*	\$241,838	<b>\$234,182</b>	- 3.2%	\$241,838	<b>\$234,182</b>	- 3.2%
Percent of Original List Price Received*	89.4%	<b>86.6%</b>	- 3.2%	89.4%	<b>86.6%</b>	- 3.2%
List to Close	178	213	+ 19.4%	178	213	+ 19.4%
Inventory of Homes for Sale	204	150	- 26.5%	--	--	--
Months Supply of Inventory	17.1	9.7	- 43.2%	--	--	--

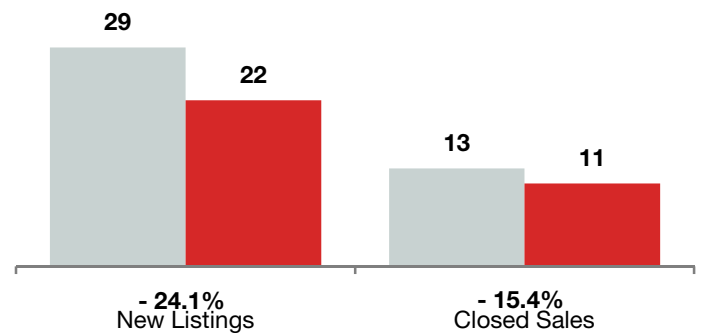
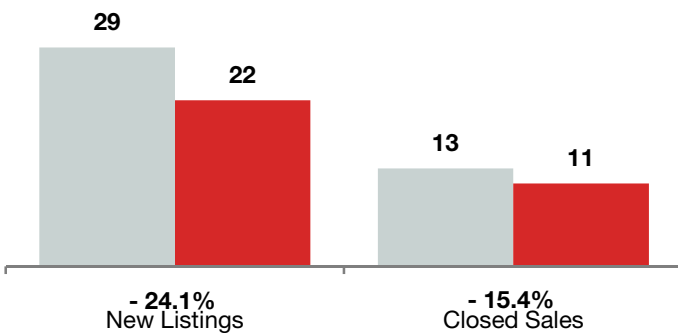
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### January

■ 2011 ■ 2012

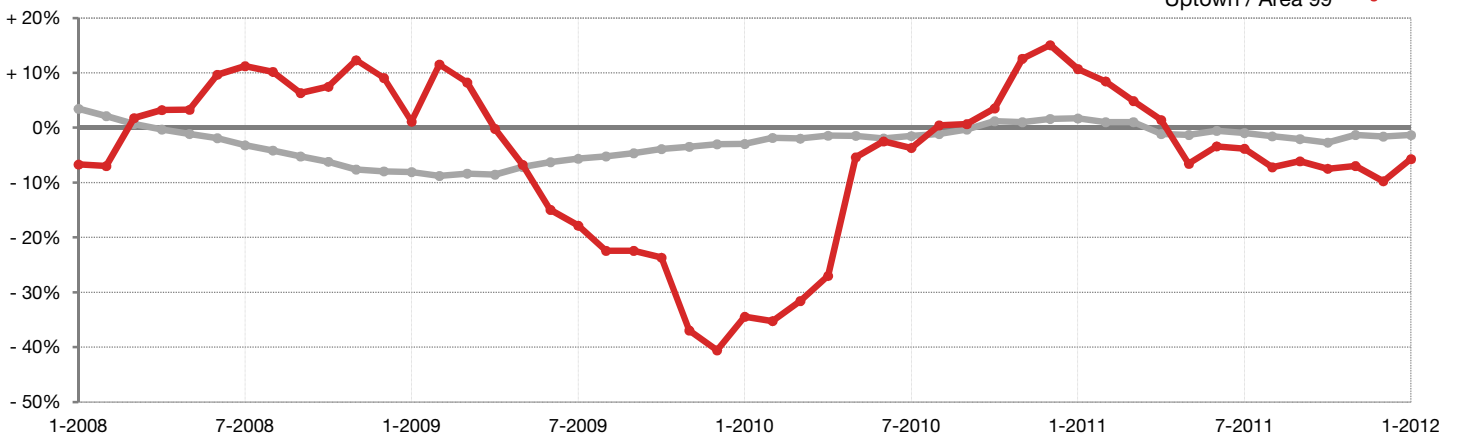
### Year to Date

■ 2011 ■ 2012



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

Entire CMLS Area —  
Uptown / Area 99 —



\*\* 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 – January 2012

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

## Charlotte-Gastonia-Rock Hill MSA

**- 9.6%**

Change in  
New Listings

**+ 4.5%**

Change in  
Closed Sales

**+ 0.7%**

Change in  
Median Sales Price

### January

### Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	3,141	2,840	- 9.6%	3,141	2,840	- 9.6%
Closed Sales	1,155	1,207	+ 4.5%	1,155	1,207	+ 4.5%
Median Sales Price*	\$147,950	\$149,000	+ 0.7%	\$147,950	\$149,000	+ 0.7%
Average Sales Price*	\$192,293	\$190,769	- 0.8%	\$192,293	\$190,769	- 0.8%
Percent of Original List Price Received*	88.7%	91.0%	+ 2.6%	88.7%	91.0%	+ 2.6%
List to Close	153	152	- 0.5%	153	152	- 0.5%
Inventory of Homes for Sale	16,722	12,436	- 25.6%	--	--	--
Months Supply of Inventory	11.4	8.1	- 29.3%	--	--	--

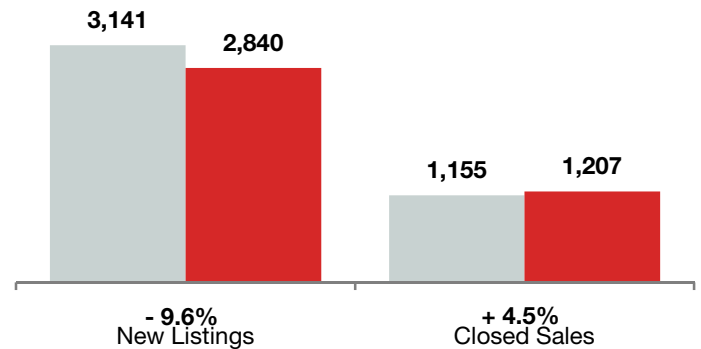
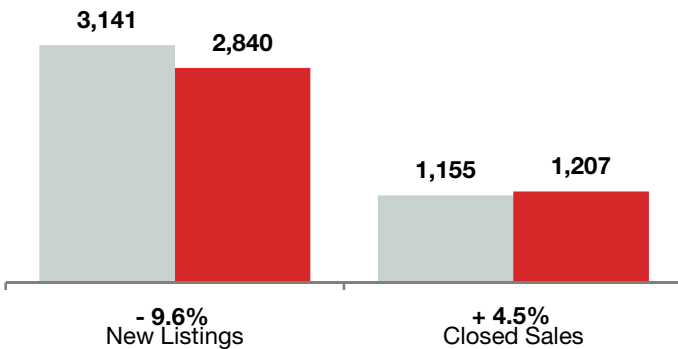
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### January

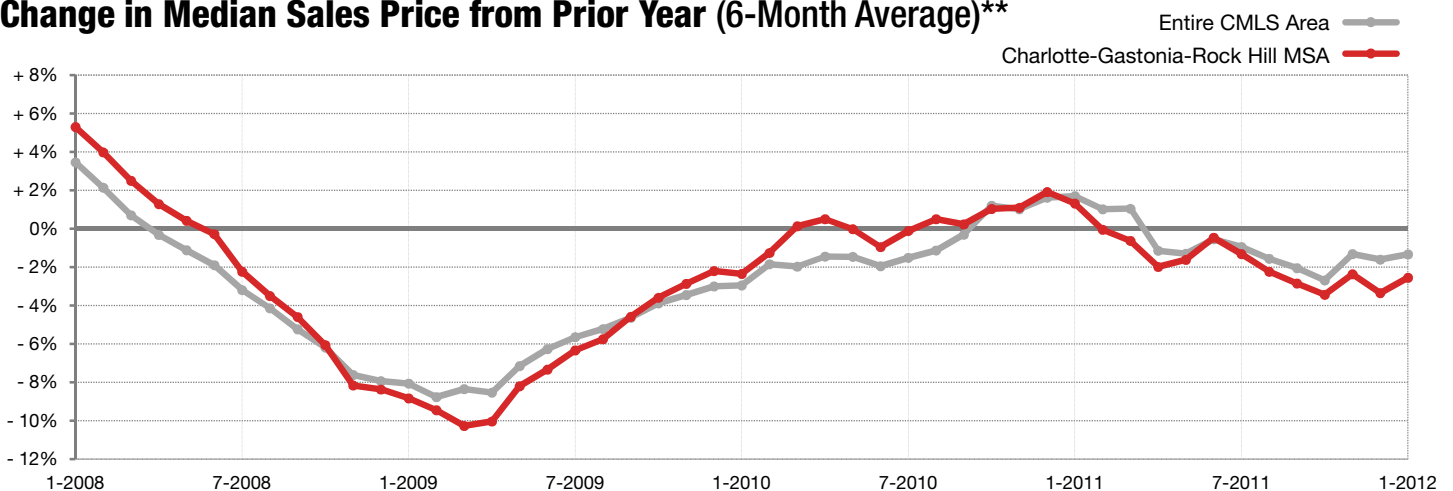
■ 2011 ■ 2012

### Year to Date

■ 2011 ■ 2012



### 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.