

Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Entire CMLS Area

- 19.2%

Change in
New Listings

- 8.1%

Change in
Closed Sales

- 3.7%

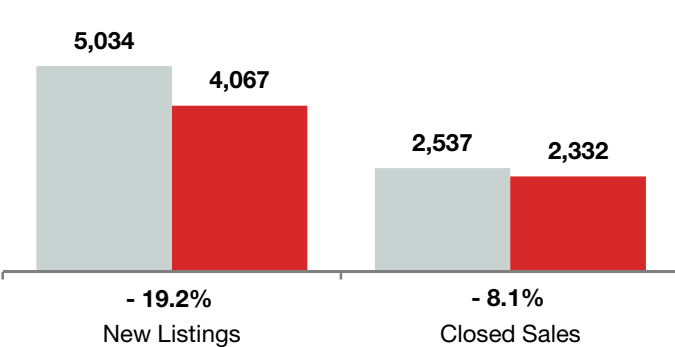
Change in
Median Sales Price

	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	5,034	4,067	- 19.2%	32,297	26,040	- 19.4%
Closed Sales	2,537	2,332	- 8.1%	11,918	11,051	- 7.3%
Median Sales Price*	\$162,699	\$156,750	- 3.7%	\$152,000	\$150,000	- 1.3%
Average Sales Price*	\$218,638	\$216,399	- 1.0%	\$205,072	\$201,157	- 1.9%
Percent of Original List Price Received*	90.9%	89.7%	- 1.3%	90.7%	88.9%	- 2.0%
List to Close	143	152	+ 6.4%	143	153	+ 7.2%
Inventory of Homes for Sale	27,715	22,362	- 19.3%	--	--	--
Months Supply of Inventory	13.5	12.5	- 7.4%	--	--	--

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

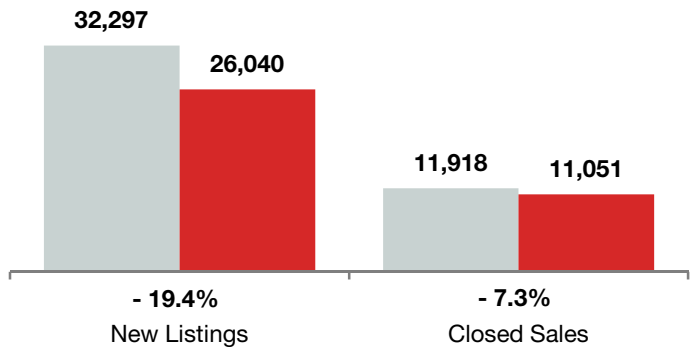
June

■ 2010 ■ 2011



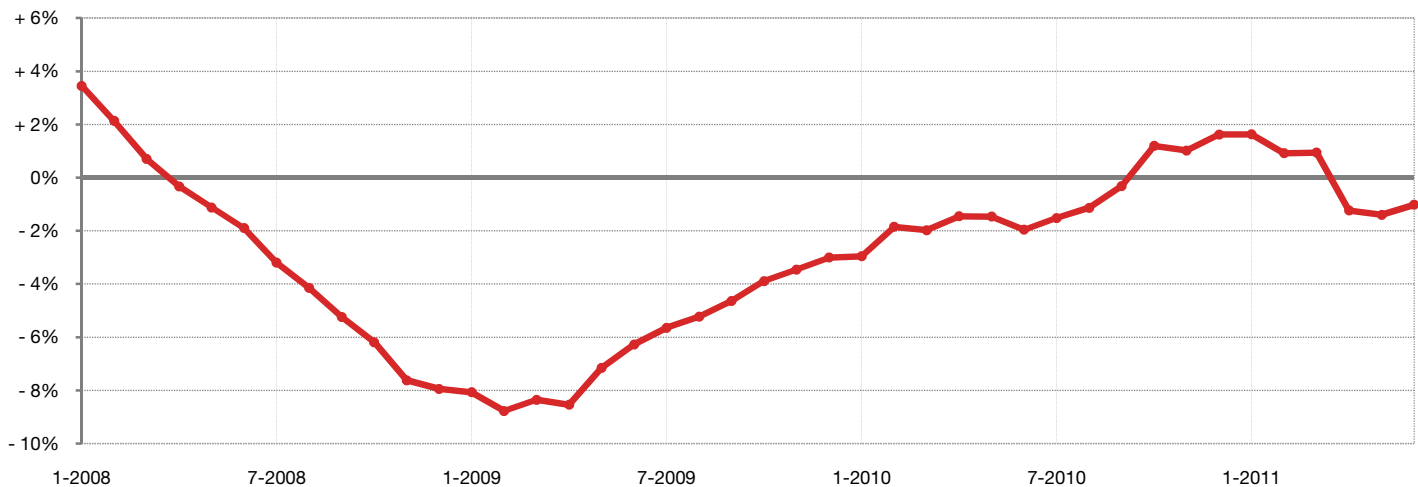
Year to Date

■ 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 July 5, 2011. | Powered by 10K Research and Marketing.

Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Cabarrus County

- 29.7%

Change in
New Listings

- 6.3%

Change in
Closed Sales

+ 2.6%

Change in
Median Sales Price

June

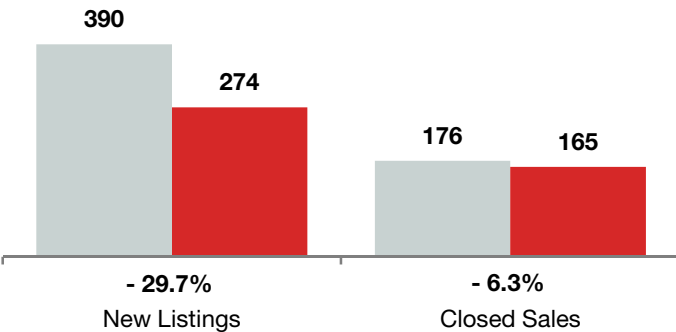
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	390	274	- 29.7%	2,363	1,889	- 20.1%
Closed Sales	176	165	- 6.3%	919	840	- 8.6%
Median Sales Price*	\$150,950	\$154,900	+ 2.6%	\$150,000	\$149,892	- 0.1%
Average Sales Price*	\$179,710	\$189,333	+ 5.4%	\$178,255	\$172,600	- 3.2%
Percent of Original List Price Received*	90.2%	90.0%	- 0.2%	90.6%	89.6%	- 1.2%
List to Close	152	157	+ 3.2%	143	157	+ 9.9%
Inventory of Homes for Sale	2,058	1,608	- 21.9%	--	--	--
Months Supply of Inventory	13.7	11.8	- 14.1%	--	--	--

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

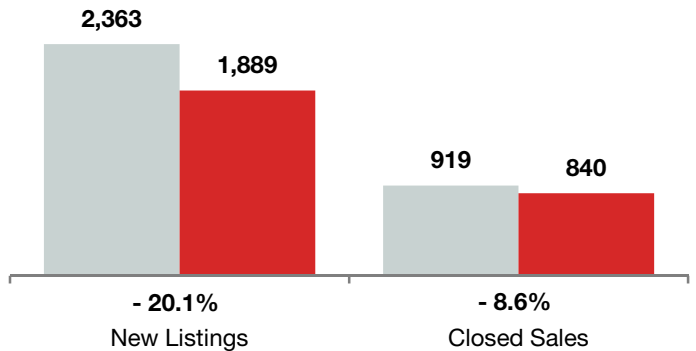
June

■ 2010 ■ 2011

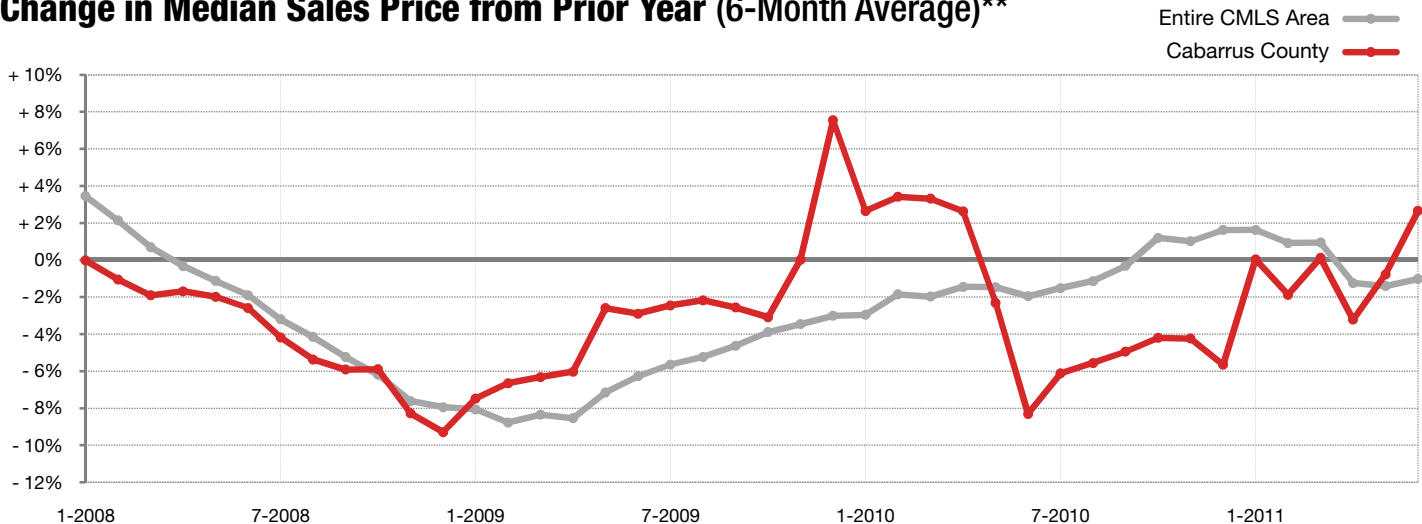


Year to Date

■ 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 July 5, 2011. | Powered by 10K Research and Marketing.

Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Gaston County

- 21.4%

Change in
New Listings

- 22.8%

Change in
Closed Sales

- 13.5%

Change in
Median Sales Price

	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	318	250	- 21.4%	2,137	1,764	- 17.5%
Closed Sales	180	139	- 22.8%	912	731	- 19.8%
Median Sales Price*	\$122,000	\$105,500	- 13.5%	\$111,000	\$104,900	- 5.5%
Average Sales Price*	\$132,245	\$133,232	+ 0.7%	\$124,273	\$124,934	+ 0.5%
Percent of Original List Price Received*	90.1%	87.2%	- 3.2%	90.4%	87.9%	- 2.7%
List to Close	138	156	+ 12.7%	139	153	+ 9.9%
Inventory of Homes for Sale	1,886	1,624	- 13.9%	--	--	--
Months Supply of Inventory	12.5	13.0	+ 4.5%	--	--	--

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

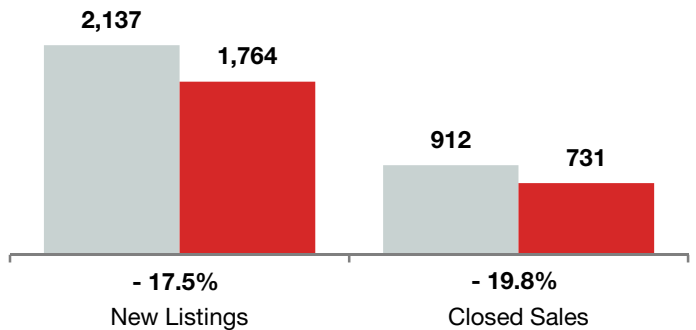
June

2010 2011

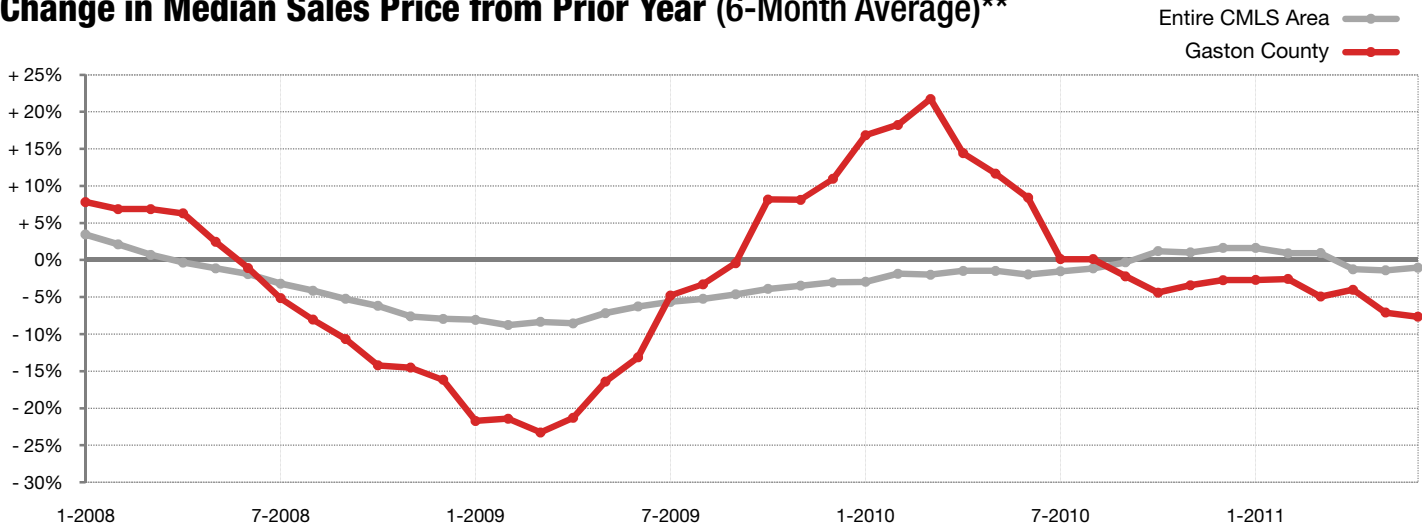


Year to Date

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 July 5, 2011. | Powered by 10K Research and Marketing.

Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Iredell County

- 20.9%

Change in
New Listings

+ 17.4%

Change in
Closed Sales

- 7.1%

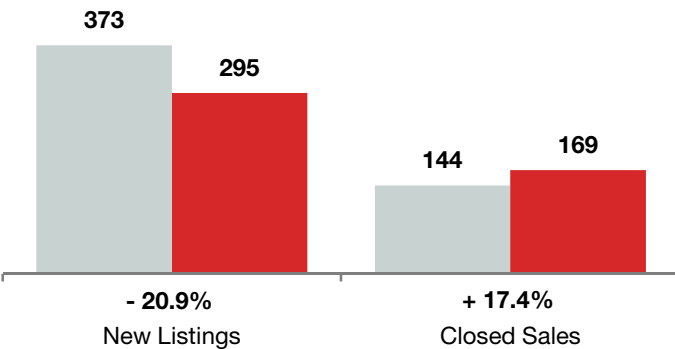
Change in
Median Sales Price

	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	373	295	- 20.9%	2,219	1,878	- 15.4%
Closed Sales	144	169	+ 17.4%	796	721	- 9.4%
Median Sales Price*	\$175,000	\$162,500	- 7.1%	\$155,500	\$155,050	- 0.3%
Average Sales Price*	\$311,467	\$233,847	- 24.9%	\$247,407	\$226,842	- 8.3%
Percent of Original List Price Received*	89.5%	88.8%	- 0.8%	89.5%	87.6%	- 2.1%
List to Close	156	169	+ 8.3%	157	164	+ 4.9%
Inventory of Homes for Sale	2,122	1,793	- 15.5%	--	--	--
Months Supply of Inventory	15.8	14.9	- 5.9%	--	--	--

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

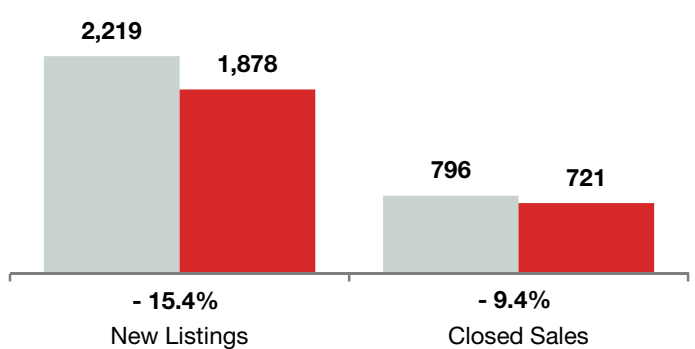
June

■ 2010 ■ 2011

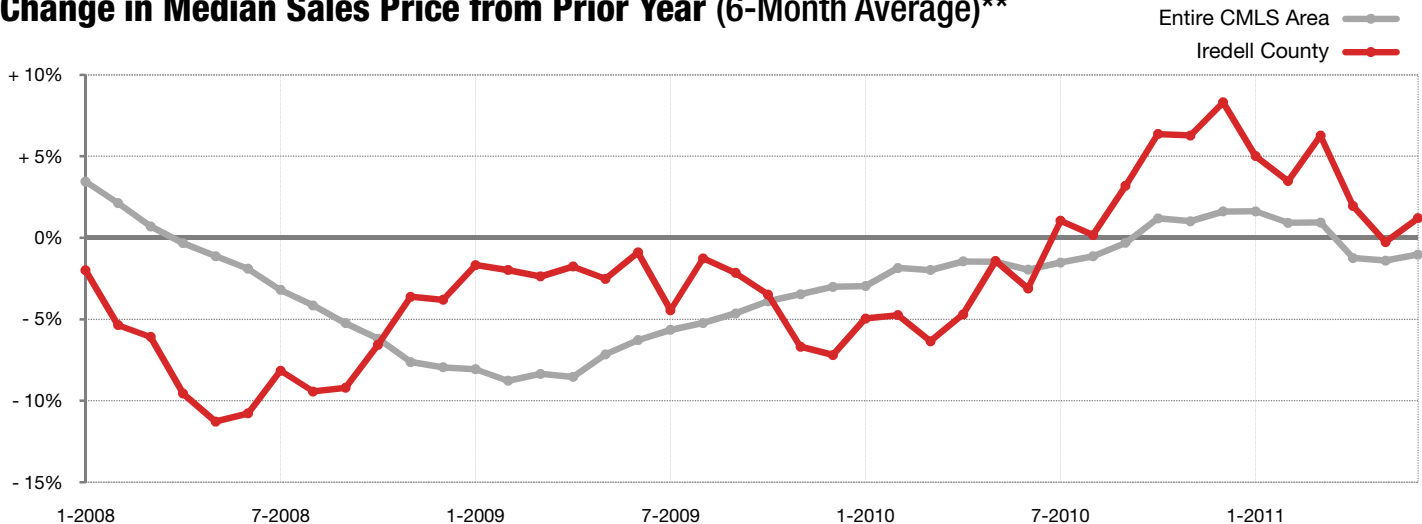


Year to Date

■ 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 July 5, 2011. | Powered by 10K Research and Marketing.

Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Lincoln County

- 12.1%

Change in
New Listings

- 24.7%

Change in
Closed Sales

- 37.4%

Change in
Median Sales Price

	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	149	131	- 12.1%	885	782	- 11.6%
Closed Sales	73	55	- 24.7%	310	317	+ 2.3%
Median Sales Price*	\$195,000	\$122,000	- 37.4%	\$149,900	\$124,000	- 17.3%
Average Sales Price*	\$288,349	\$161,459	- 44.0%	\$212,162	\$165,969	- 21.8%
Percent of Original List Price Received*	87.5%	91.1%	+ 4.2%	88.9%	88.3%	- 0.6%
List to Close	198	127	- 35.7%	149	159	+ 6.6%
Inventory of Homes for Sale	816	736	- 9.8%	--	--	--
Months Supply of Inventory	14.7	14.3	- 2.5%	--	--	--

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

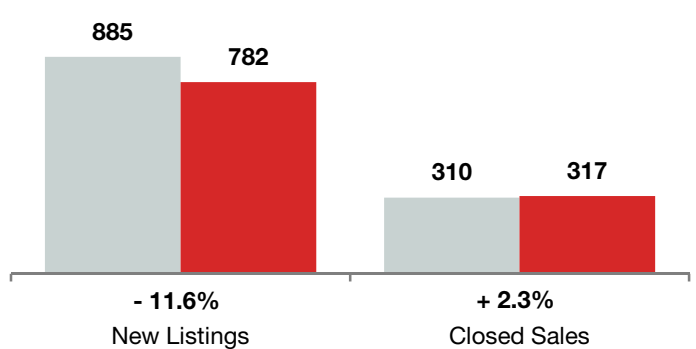
June

2010 2011

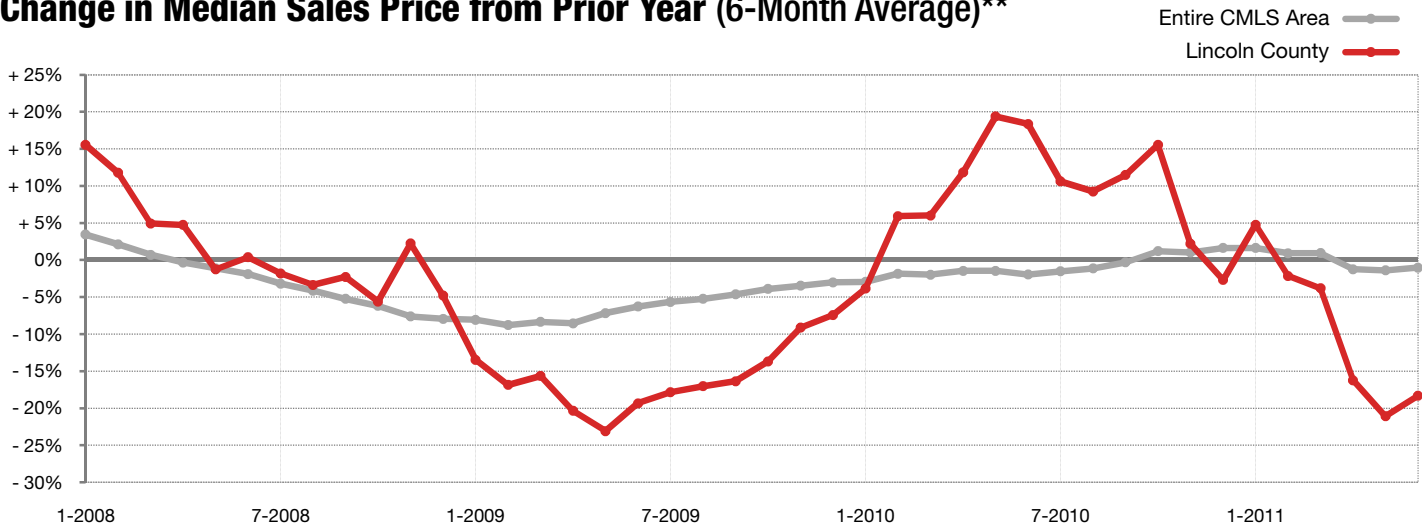


Year to Date

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 July 5, 2011. | Powered by 10K Research and Marketing.

Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Union County

- 28.1%

Change in
New Listings

- 3.5%

Change in
Closed Sales

+ 3.5%

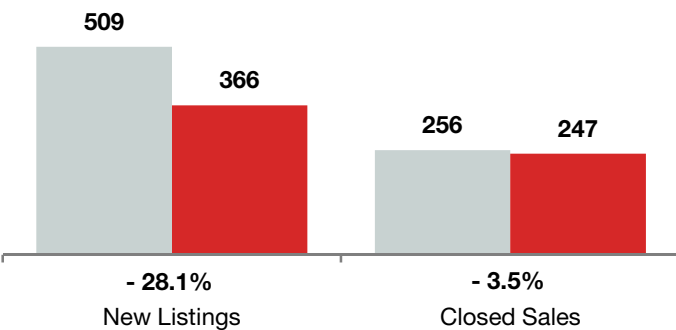
Change in
Median Sales Price

	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	509	366	- 28.1%	3,149	2,447	- 22.3%
Closed Sales	256	247	- 3.5%	1,094	1,078	- 1.5%
Median Sales Price*	\$210,135	\$217,450	+ 3.5%	\$190,250	\$180,995	- 4.9%
Average Sales Price*	\$268,164	\$268,453	+ 0.1%	\$256,940	\$246,684	- 4.0%
Percent of Original List Price Received*	92.3%	91.5%	- 0.8%	91.2%	90.1%	- 1.2%
List to Close	141	147	+ 4.3%	148	159	+ 7.9%
Inventory of Homes for Sale	2,655	2,031	- 23.5%	--	--	--
Months Supply of Inventory	13.8	11.8	- 14.4%	--	--	--

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

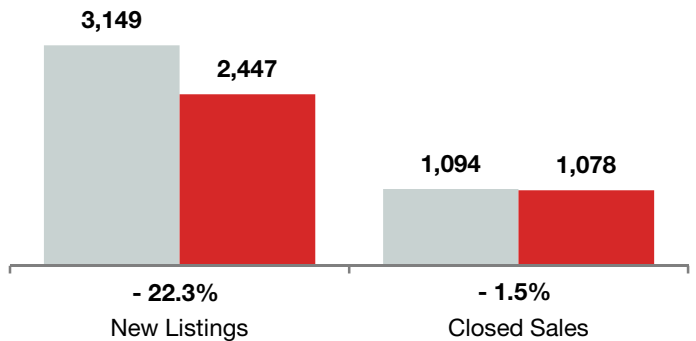
June

■ 2010 ■ 2011

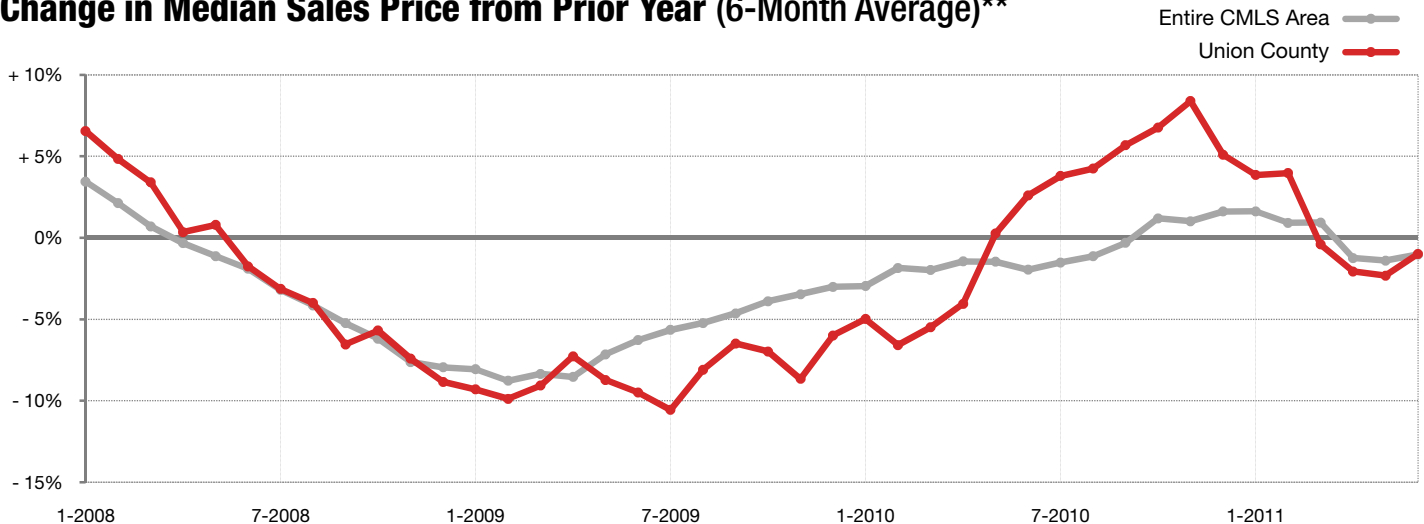


Year to Date

■ 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 July 5, 2011. | Powered by 10K Research and Marketing.

Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

York County, SC

- 4.3%

Change in
New Listings

- 10.7%

Change in
Closed Sales

+ 0.9%

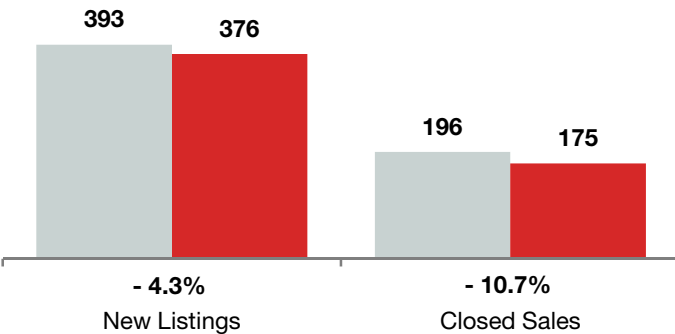
Change in
Median Sales Price

	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	393	376	- 4.3%	2,480	1,948	- 21.5%
Closed Sales	196	175	- 10.7%	891	788	- 11.6%
Median Sales Price*	\$178,250	\$179,900	+ 0.9%	\$179,450	\$174,000	- 3.0%
Average Sales Price*	\$217,415	\$198,721	- 8.6%	\$214,228	\$203,967	- 4.8%
Percent of Original List Price Received*	92.4%	91.9%	- 0.6%	92.7%	90.5%	- 2.4%
List to Close	156	166	+ 6.3%	152	170	+ 11.9%
Inventory of Homes for Sale	2,104	1,689	- 19.7%	--	--	--
Months Supply of Inventory	12.9	12.9	+ 0.3%	--	--	--

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

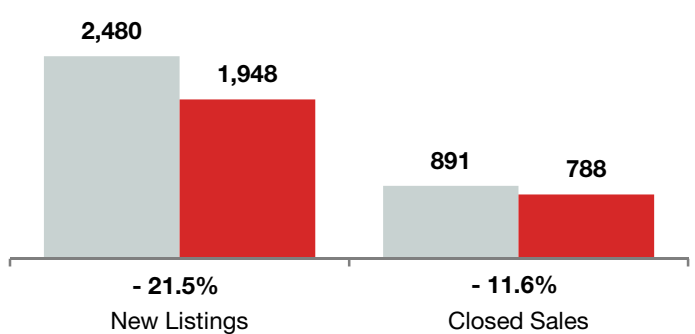
June

■ 2010 ■ 2011

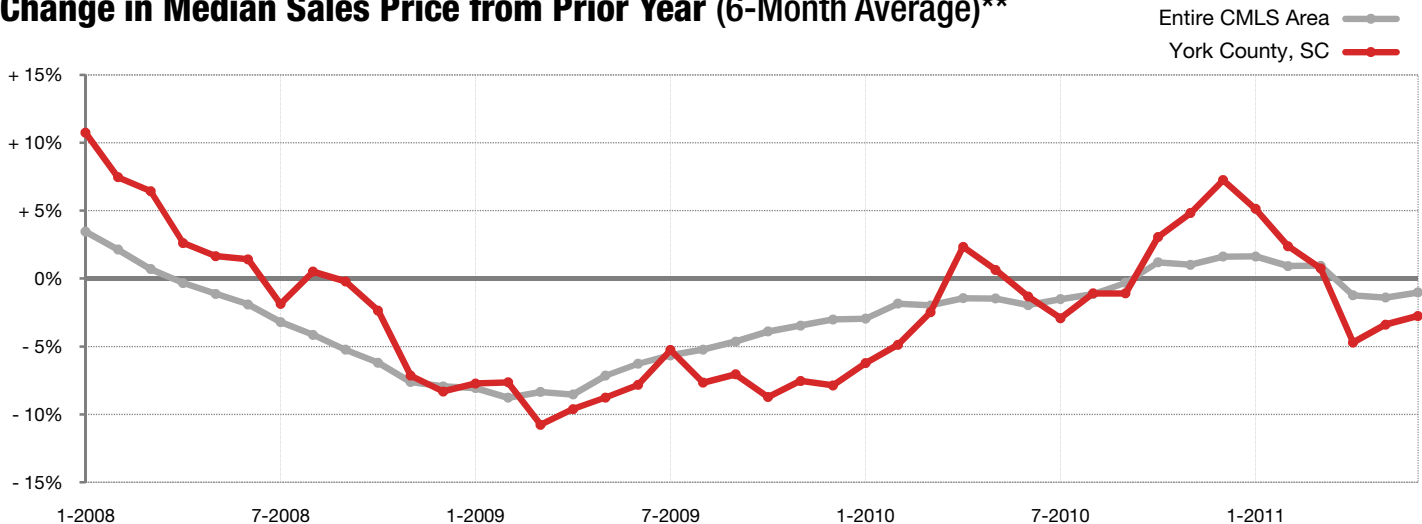


Year to Date

■ 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 July 5, 2011. | Powered by 10K Research and Marketing.

Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg County

- 20.4%

Change in
New Listings

- 11.4%

Change in
Closed Sales

0.0%

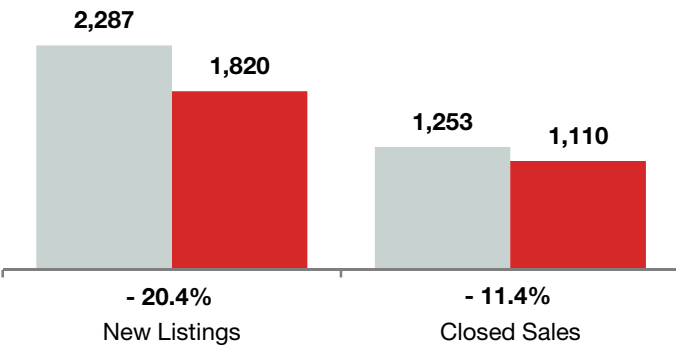
Change in
Median Sales Price

	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	2,287	1,820	- 20.4%	15,276	11,945	- 21.8%
Closed Sales	1,253	1,110	- 11.4%	5,640	5,230	- 7.3%
Median Sales Price*	\$165,000	\$165,000	0.0%	\$159,900	\$156,250	- 2.3%
Average Sales Price*	\$225,109	\$235,816	+ 4.8%	\$218,382	\$216,732	- 0.8%
Percent of Original List Price Received*	91.3%	90.0%	- 1.4%	91.0%	89.2%	- 2.0%
List to Close	135	146	+ 8.6%	135	144	+ 6.5%
Inventory of Homes for Sale	12,094	9,291	- 23.2%	--	--	--
Months Supply of Inventory	12.6	11.2	- 11.0%	--	--	--

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

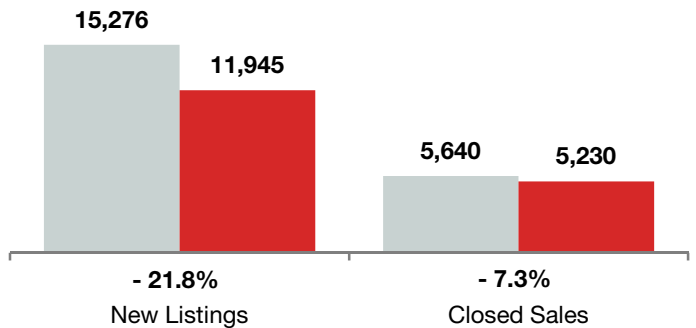
June

■ 2010 ■ 2011

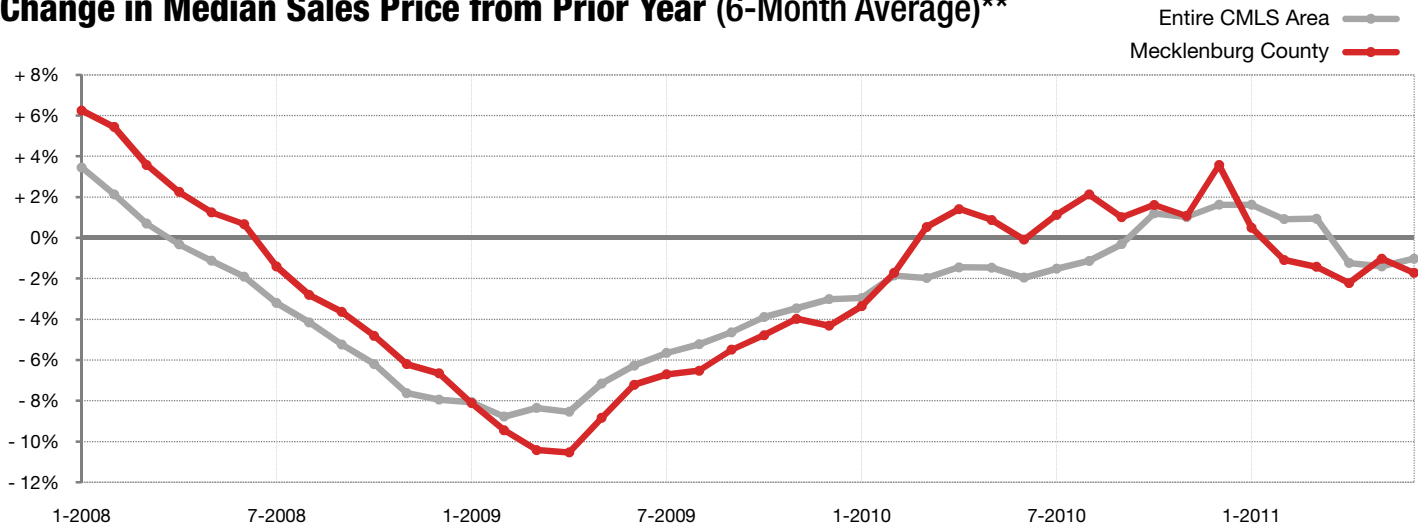


Year to Date

■ 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 July 5, 2011. | Powered by 10K Research and Marketing.

Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (N) Area 01

- 15.2%

Change in
New Listings

- 12.6%

Change in
Closed Sales

- 7.4%

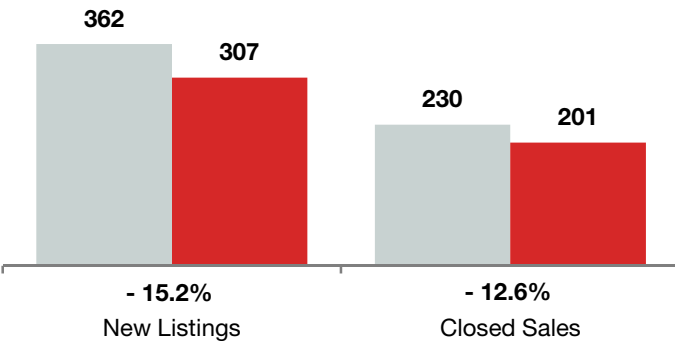
Change in
Median Sales Price

	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	362	307	- 15.2%	2,539	2,000	- 21.2%
Closed Sales	230	201	- 12.6%	998	907	- 9.1%
Median Sales Price*	\$154,500	\$143,000	- 7.4%	\$152,350	\$144,500	- 5.2%
Average Sales Price*	\$176,980	\$178,867	+ 1.1%	\$179,913	\$173,126	- 3.8%
Percent of Original List Price Received*	92.3%	90.8%	- 1.6%	92.0%	90.2%	- 1.9%
List to Close	154	149	- 3.2%	138	144	+ 4.2%
Inventory of Homes for Sale	1,957	1,523	- 22.2%	--	--	--
Months Supply of Inventory	11.5	10.3	- 9.8%	--	--	--

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

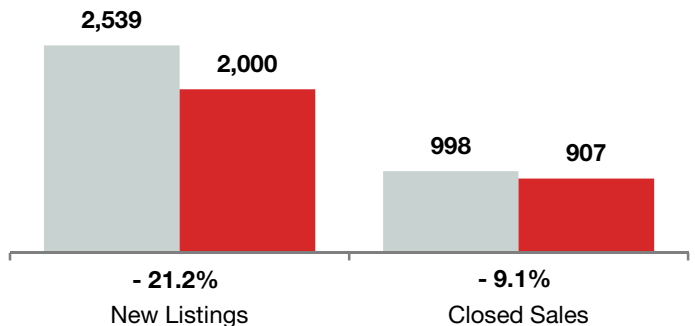
June

2010 2011

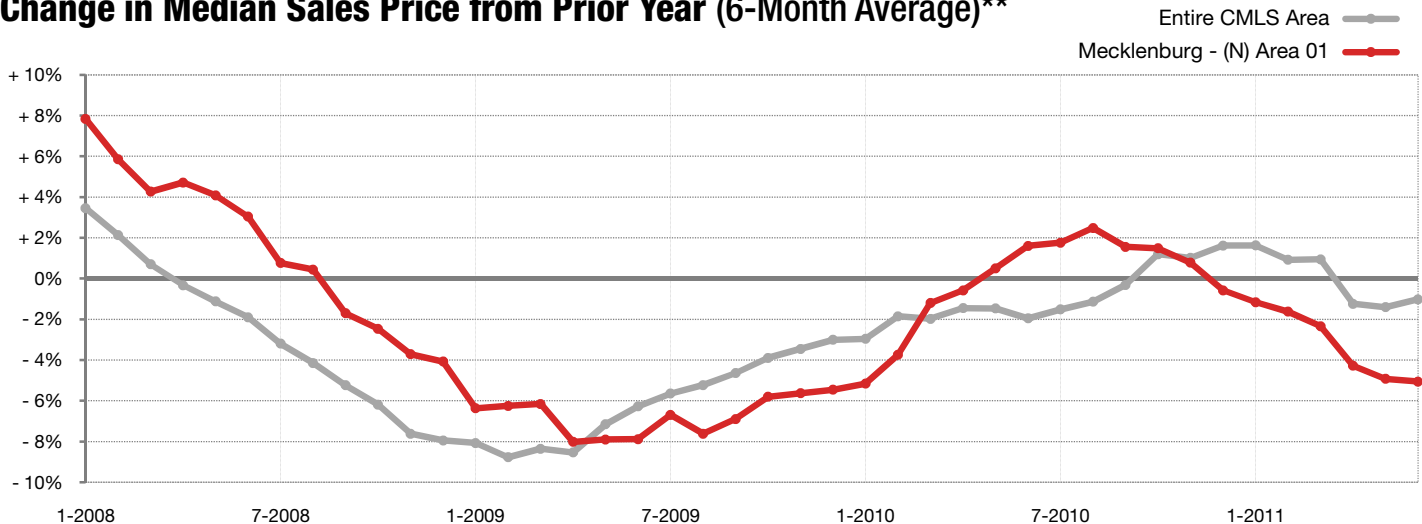


Year to Date

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 July 5, 2011. | Powered by 10K Research and Marketing.

Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (E) Area 02

- 28.9%

Change in
New Listings

- 24.1%

Change in
Closed Sales

- 23.1%

Change in
Median Sales Price

	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	277	197	- 28.9%	1,842	1,395	- 24.3%
Closed Sales	166	126	- 24.1%	682	613	- 10.1%
Median Sales Price*	\$116,450	\$89,500	- 23.1%	\$112,000	\$98,375	- 12.2%
Average Sales Price*	\$124,325	\$108,024	- 13.1%	\$126,450	\$111,063	- 12.2%
Percent of Original List Price Received*	90.8%	89.8%	- 1.1%	90.6%	88.2%	- 2.6%
List to Close	113	129	+ 14.7%	118	134	+ 13.9%
Inventory of Homes for Sale	1,395	1,063	- 23.8%	--	--	--
Months Supply of Inventory	11.5	10.5	- 8.5%	--	--	--

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

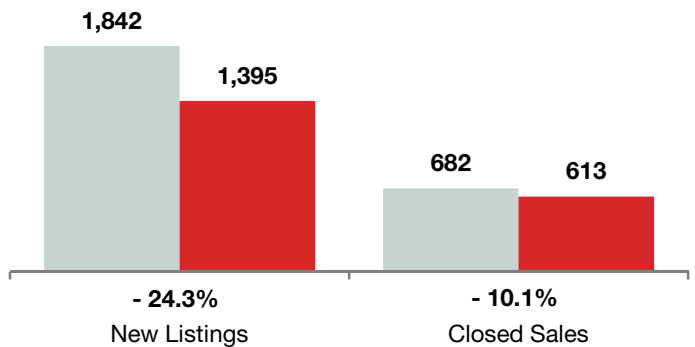
June

2010 2011

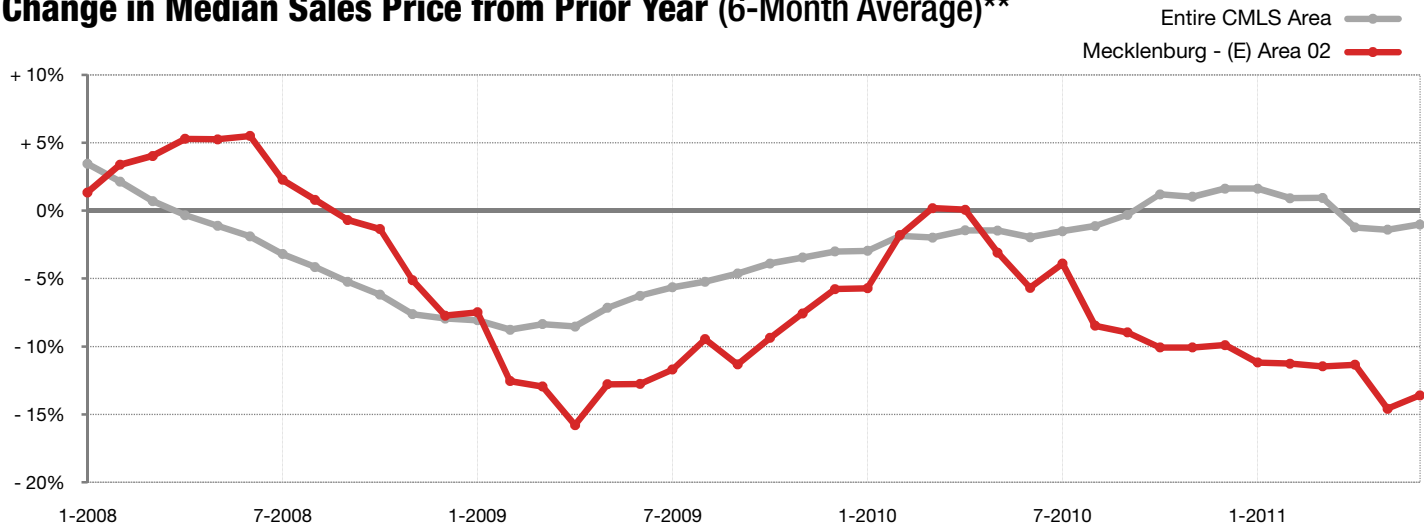


Year to Date

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 July 5, 2011. | Powered by 10K Research and Marketing.

Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (SE) Area 03

- 8.8%

Change in
New Listings

- 2.4%

Change in
Closed Sales

- 8.0%

Change in
Median Sales Price

	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	148	135	- 8.8%	1,089	873	- 19.8%
Closed Sales	82	80	- 2.4%	427	384	- 10.1%
Median Sales Price*	\$134,000	\$123,250	- 8.0%	\$128,900	\$98,500	- 23.6%
Average Sales Price*	\$154,866	\$150,393	- 2.9%	\$150,512	\$126,889	- 15.7%
Percent of Original List Price Received*	91.7%	87.4%	- 4.7%	90.6%	87.0%	- 4.0%
List to Close	112	157	+ 40.1%	127	137	+ 8.0%
Inventory of Homes for Sale	836	665	- 20.5%	--	--	--
Months Supply of Inventory	11.6	11.0	- 4.6%	--	--	--

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

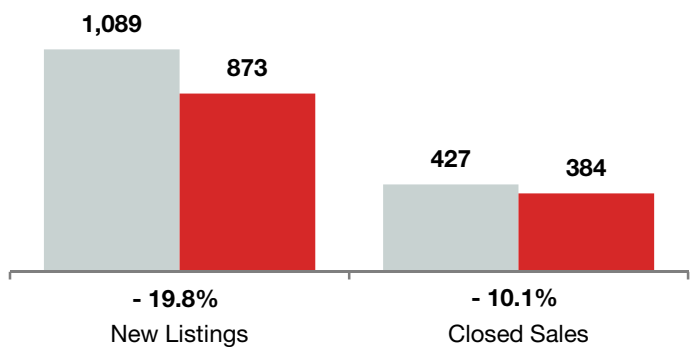
June

■ 2010 ■ 2011

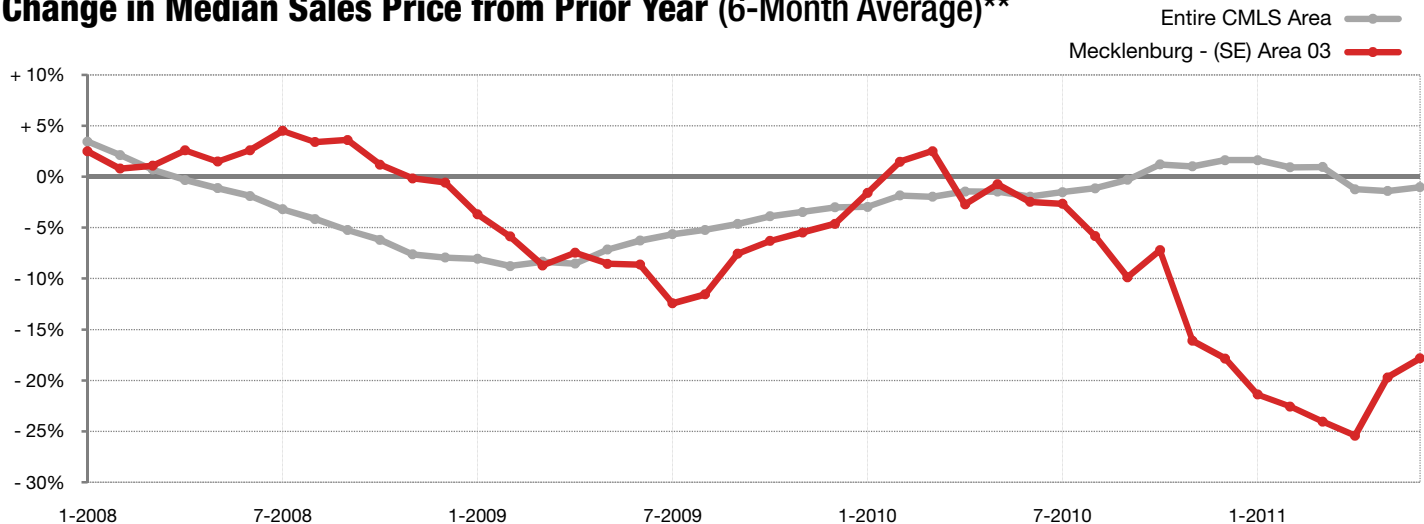


Year to Date

■ 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 July 5, 2011. | Powered by 10K Research and Marketing.

Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (SSE) Area 04

- 8.1%

Change in
New Listings

+ 7.3%

Change in
Closed Sales

- 10.5%

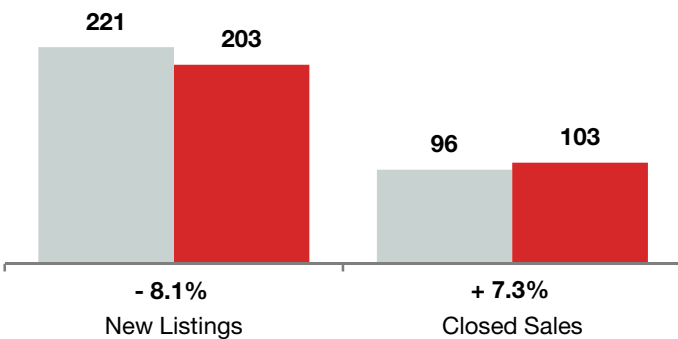
Change in
Median Sales Price

	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	221	203	- 8.1%	1,632	1,254	- 23.2%
Closed Sales	96	103	+ 7.3%	463	492	+ 6.3%
Median Sales Price*	\$289,000	\$258,630	- 10.5%	\$236,000	\$247,000	+ 4.7%
Average Sales Price*	\$323,647	\$310,488	- 4.1%	\$297,955	\$309,927	+ 4.0%
Percent of Original List Price Received*	89.0%	91.9%	+ 3.2%	90.2%	88.8%	- 1.5%
List to Close	145	139	- 4.1%	144	156	+ 7.8%
Inventory of Homes for Sale	1,293	1,014	- 21.6%	--	--	--
Months Supply of Inventory	15.4	13.0	- 15.7%	--	--	--

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

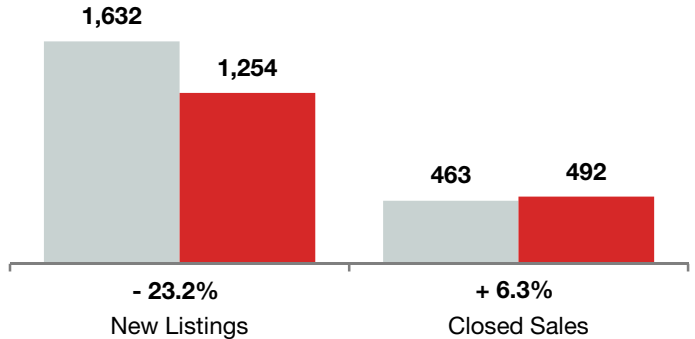
June

2010 2011

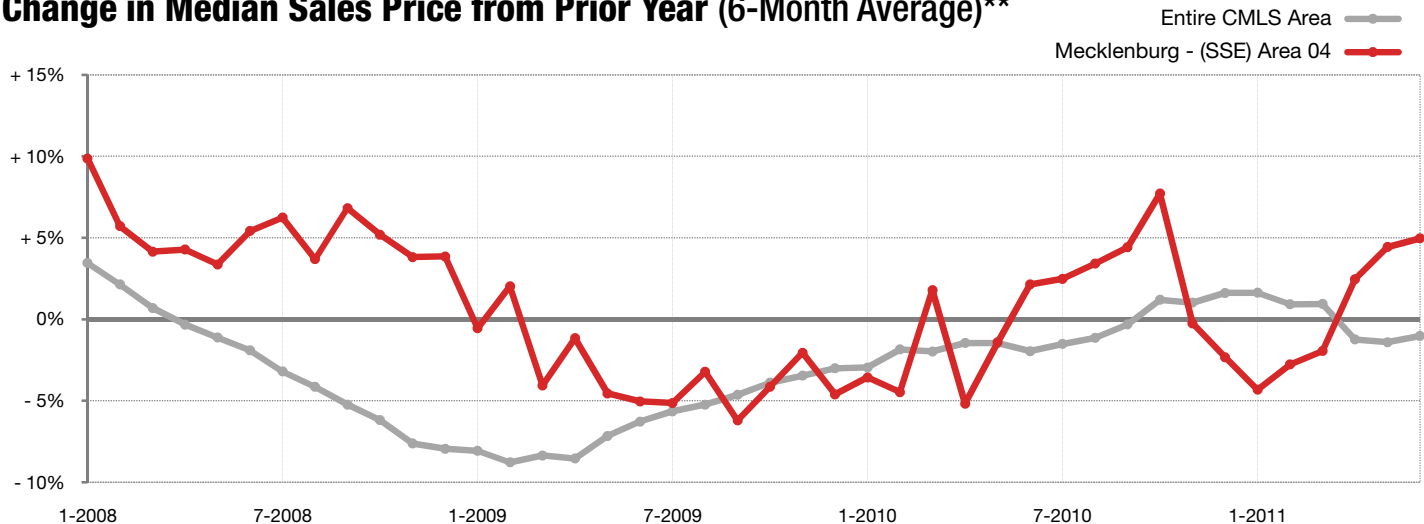


Year to Date

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 July 5, 2011. | Powered by 10K Research and Marketing.

Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (S) Area 05

- 10.8%

Change in
New Listings

- 7.0%

Change in
Closed Sales

+ 22.6%

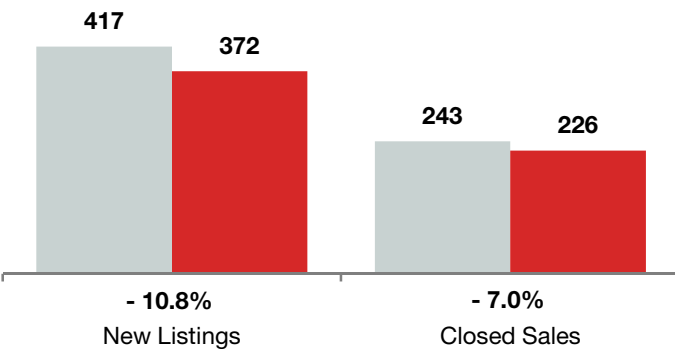
Change in
Median Sales Price

	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	417	372	- 10.8%	2,838	2,352	- 17.1%
Closed Sales	243	226	- 7.0%	1,002	975	- 2.7%
Median Sales Price*	\$258,900	\$317,500	+ 22.6%	\$266,750	\$275,000	+ 3.1%
Average Sales Price*	\$353,037	\$405,461	+ 14.8%	\$374,895	\$367,382	- 2.0%
Percent of Original List Price Received*	91.3%	91.0%	- 0.3%	90.4%	90.0%	- 0.5%
List to Close	128	146	+ 13.8%	149	146	- 1.7%
Inventory of Homes for Sale	2,299	1,822	- 20.7%	--	--	--
Months Supply of Inventory	14.2	11.5	- 18.7%	--	--	--

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

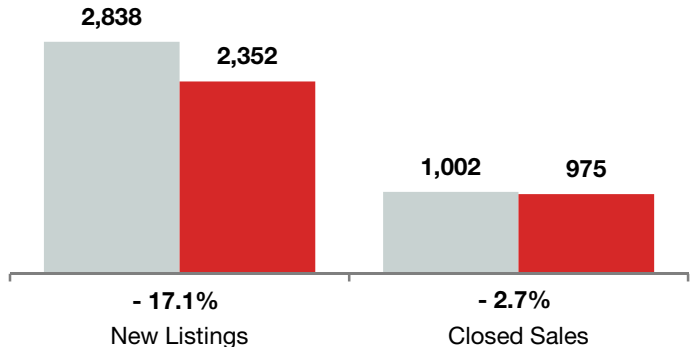
June

■ 2010 ■ 2011

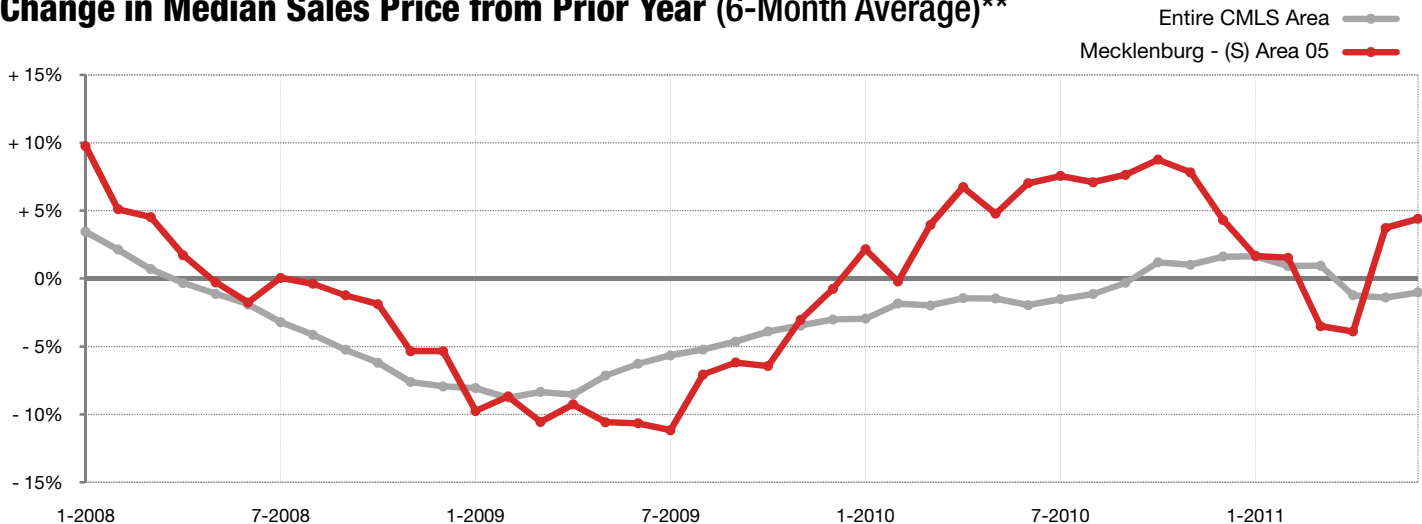


Year to Date

■ 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 July 5, 2011. | Powered by 10K Research and Marketing.

Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (SSW) Area 06

- 14.8%

Change in
New Listings

- 24.7%

Change in
Closed Sales

- 1.7%

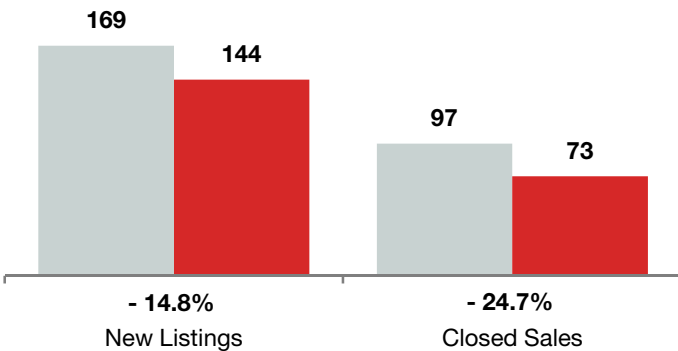
Change in
Median Sales Price

	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	169	144	- 14.8%	1,180	933	- 20.9%
Closed Sales	97	73	- 24.7%	398	429	+ 7.8%
Median Sales Price*	\$176,000	\$173,000	- 1.7%	\$180,000	\$182,500	+ 1.4%
Average Sales Price*	\$218,413	\$240,954	+ 10.3%	\$212,197	\$208,432	- 1.8%
Percent of Original List Price Received*	90.1%	89.0%	- 1.3%	90.8%	90.9%	+ 0.1%
List to Close	146	170	+ 16.9%	142	149	+ 4.4%
Inventory of Homes for Sale	945	686	- 27.4%	--	--	--
Months Supply of Inventory	12.9	11.9	- 8.0%	--	--	--

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

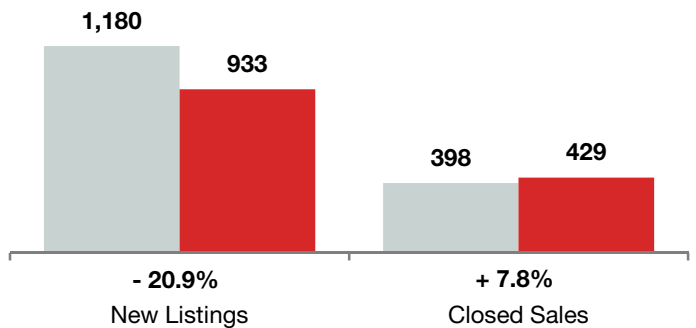
June

2010 2011

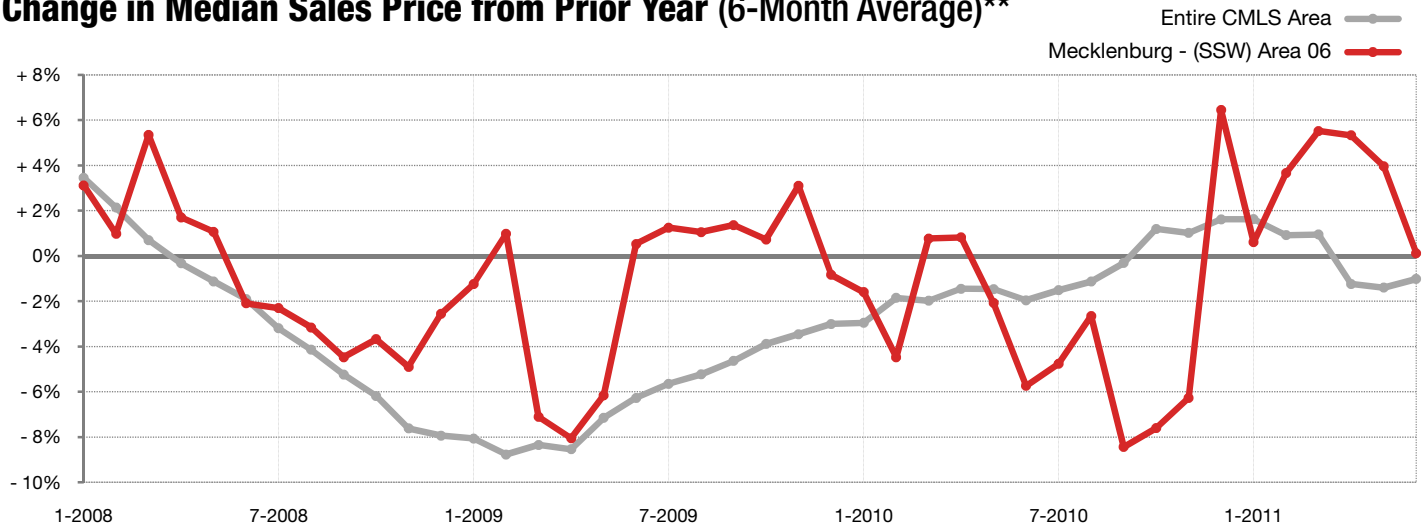


Year to Date

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 July 5, 2011. | Powered by 10K Research and Marketing.

Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (SW) Area 07

- 36.5%

Change in
New Listings

+ 8.9%

Change in
Closed Sales

- 22.5%

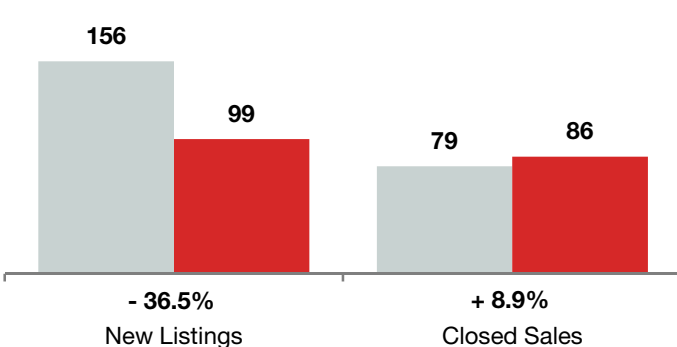
Change in
Median Sales Price

	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	156	99	- 36.5%	936	738	- 21.2%
Closed Sales	79	86	+ 8.9%	402	396	- 1.5%
Median Sales Price*	\$154,900	\$120,000	- 22.5%	\$144,000	\$125,501	- 12.8%
Average Sales Price*	\$157,970	\$127,456	- 19.3%	\$143,901	\$134,454	- 6.6%
Percent of Original List Price Received*	94.5%	89.5%	- 5.3%	92.4%	89.2%	- 3.5%
List to Close	130	156	+ 20.5%	121	145	+ 19.6%
Inventory of Homes for Sale	735	538	- 26.8%	--	--	--
Months Supply of Inventory	10.7	8.8	- 17.9%	--	--	--

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

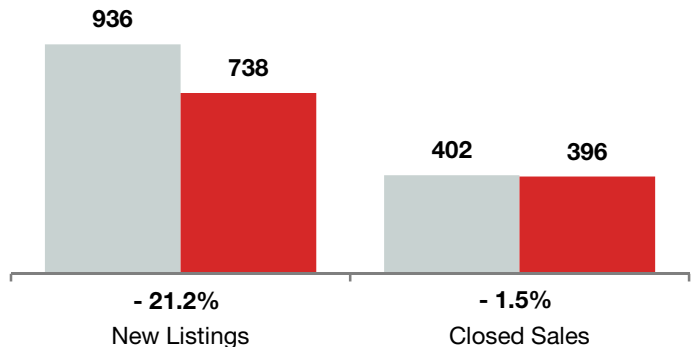
June

■ 2010 ■ 2011

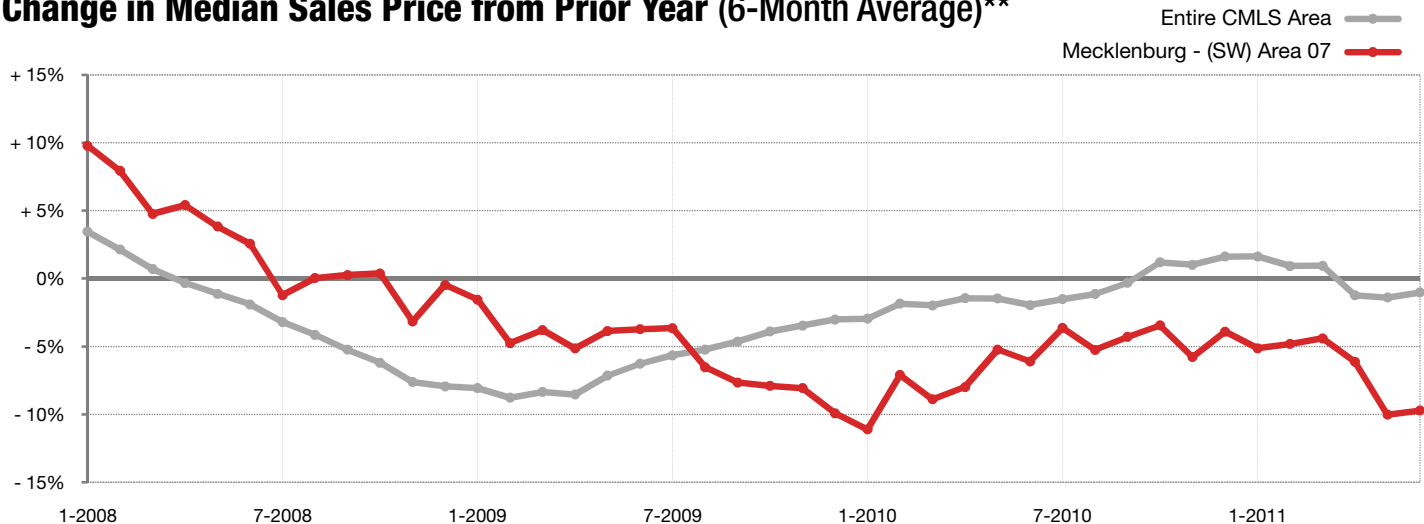


Year to Date

■ 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 July 5, 2011. | Powered by 10K Research and Marketing.

Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (W) Area 08

- 31.9%

Change in
New Listings

- 16.1%

Change in
Closed Sales

- 38.4%

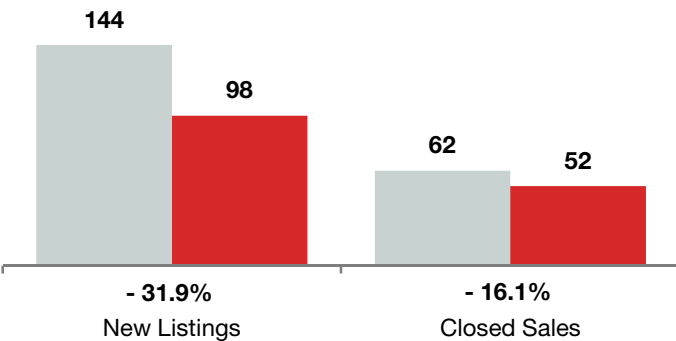
Change in
Median Sales Price

	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	144	98	- 31.9%	763	563	- 26.2%
Closed Sales	62	52	- 16.1%	364	265	- 27.2%
Median Sales Price*	\$89,355	\$55,000	- 38.4%	\$82,000	\$55,000	- 32.9%
Average Sales Price*	\$83,363	\$82,025	- 1.6%	\$85,235	\$71,795	- 15.8%
Percent of Original List Price Received*	90.1%	85.3%	- 5.3%	88.7%	86.4%	- 2.7%
List to Close	125	121	- 3.4%	119	133	+ 11.4%
Inventory of Homes for Sale	590	460	- 22.0%	--	--	--
Months Supply of Inventory	10.0	10.6	+ 6.5%	--	--	--

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

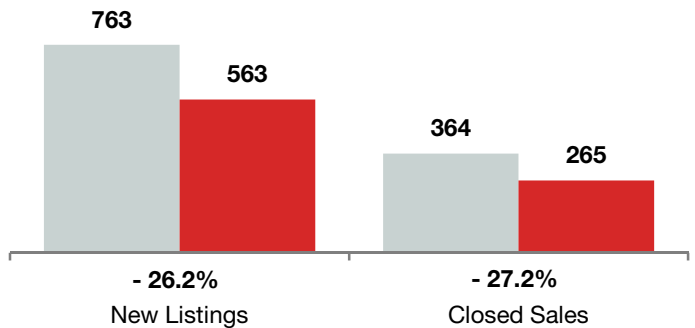
June

2010 2011

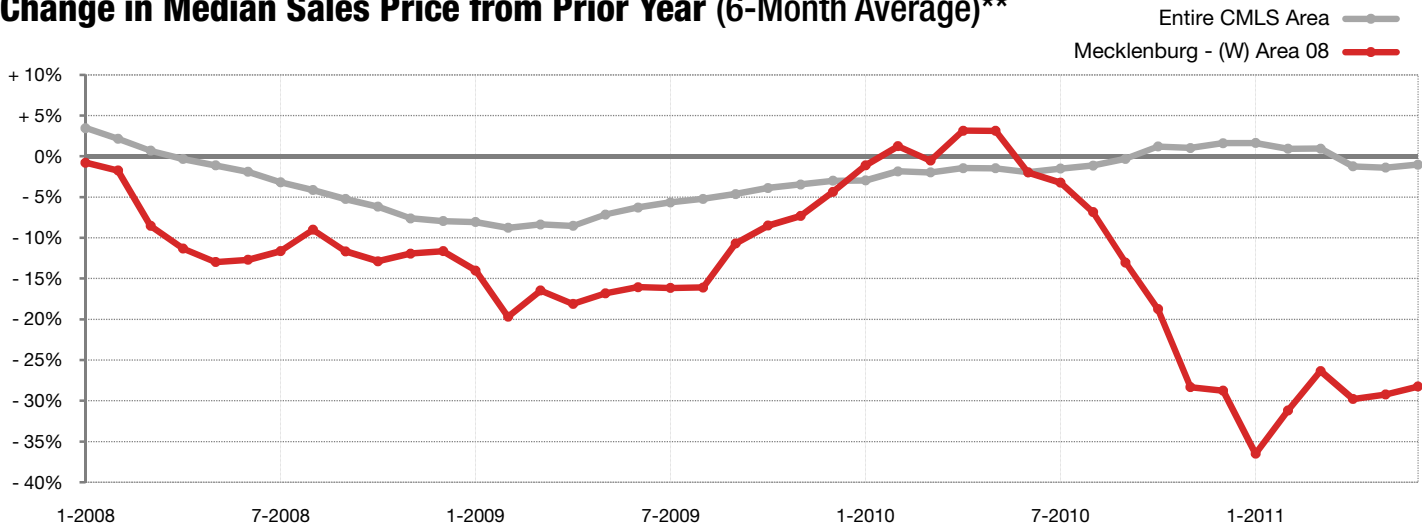


Year to Date

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 July 5, 2011. | Powered by 10K Research and Marketing.

Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Mecklenburg - (NW) Area 09

- 26.2%

Change in
New Listings

- 29.9%

Change in
Closed Sales

- 2.9%

Change in
Median Sales Price

	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	195	144	- 26.2%	1,233	903	- 26.8%
Closed Sales	117	82	- 29.9%	523	404	- 22.8%
Median Sales Price*	\$140,000	\$136,000	- 2.9%	\$130,000	\$130,000	0.0%
Average Sales Price*	\$178,478	\$161,804	- 9.3%	\$154,034	\$151,593	- 1.6%
Percent of Original List Price Received*	93.1%	90.9%	- 2.3%	92.8%	89.0%	- 4.2%
List to Close	133	131	- 1.9%	124	134	+ 8.0%
Inventory of Homes for Sale	910	675	- 25.8%	--	--	--
Months Supply of Inventory	10.5	10.2	- 3.1%	--	--	--

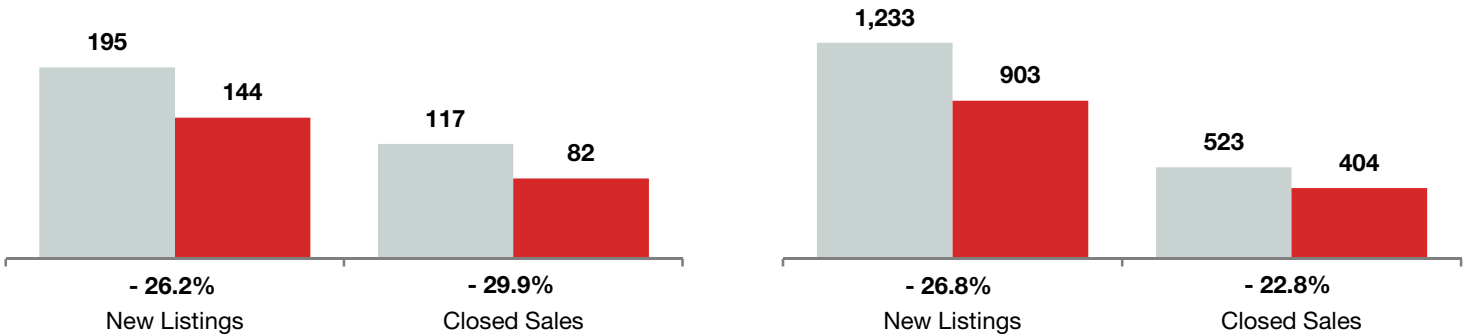
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

June

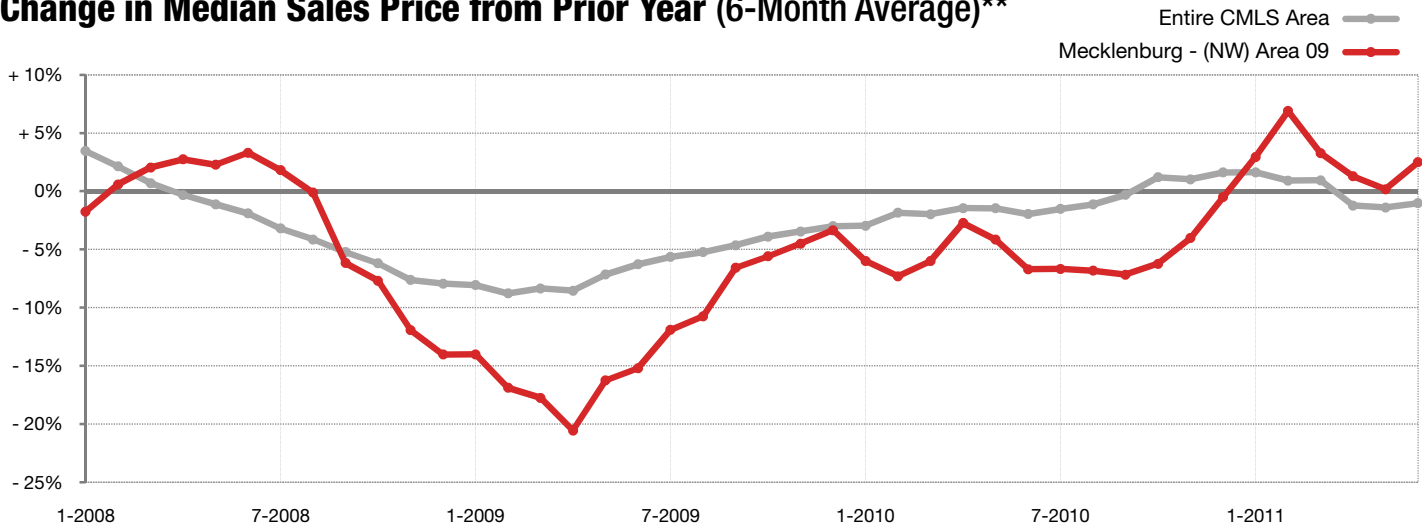
■ 2010 ■ 2011

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 July 5, 2011. | Powered by 10K Research and Marketing.

Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Charlotte-Gastonia-Rock Hill MSA

- 20.8%

Change in
New Listings

- 11.0%

Change in
Closed Sales

- 1.3%

Change in
Median Sales Price

June

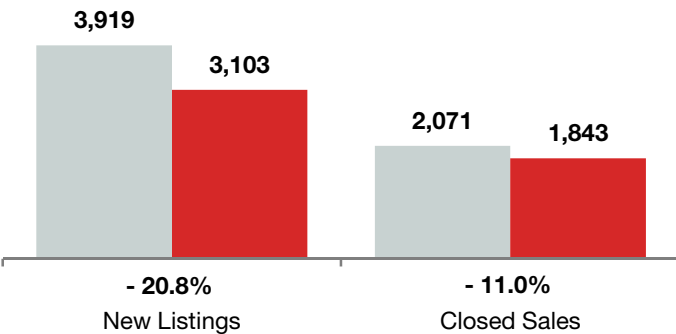
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	3,919	3,103	- 20.8%	25,512	20,102	- 21.2%
Closed Sales	2,071	1,843	- 11.0%	9,495	8,705	- 8.3%
Median Sales Price*	\$164,700	\$162,500	- 1.3%	\$157,000	\$154,000	- 1.9%
Average Sales Price*	\$217,118	\$223,969	+ 3.2%	\$209,073	\$206,697	- 1.1%
Percent of Original List Price Received*	91.3%	90.1%	- 1.3%	91.0%	89.3%	- 1.9%
List to Close	140	150	+ 7.4%	140	150	+ 7.7%
Inventory of Homes for Sale	20,932	16,385	- 21.7%	--	--	--
Months Supply of Inventory	12.9	11.7	- 9.1%	--	--	--

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

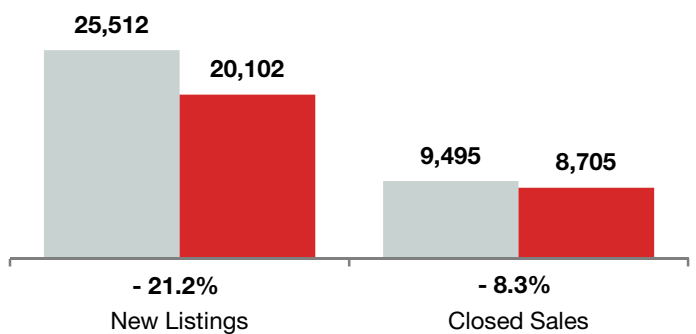
June

■ 2010 ■ 2011

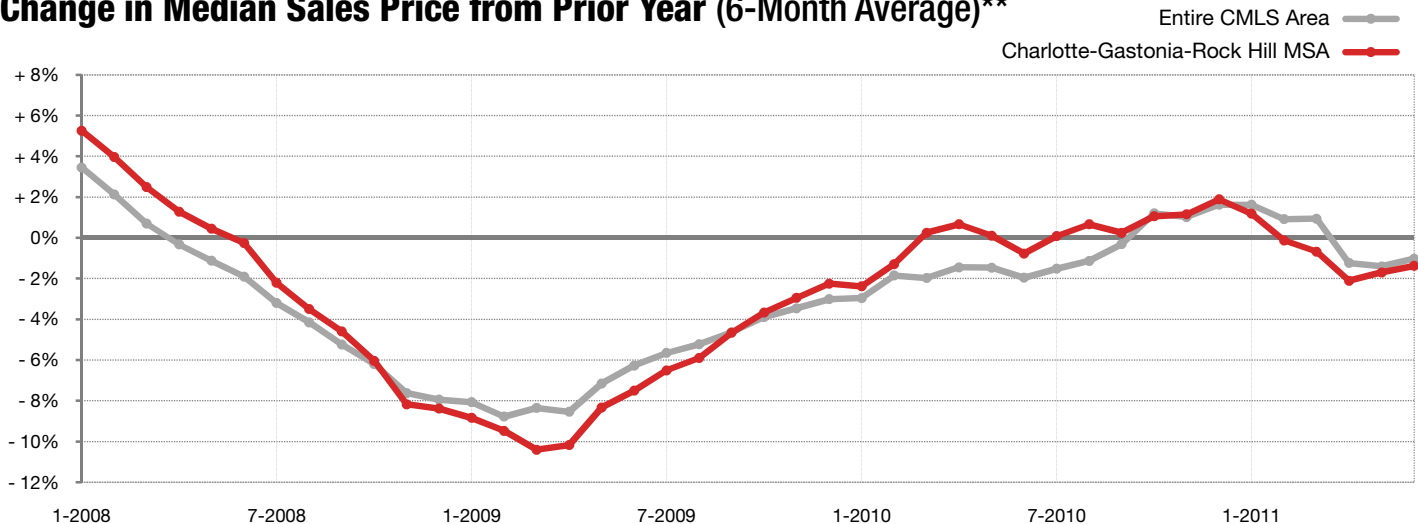


Year to Date

■ 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 July 5, 2011. | Powered by 10K Research and Marketing.

Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Lake Norman / Area 13

- 21.5%

Change in
New Listings

- 10.6%

Change in
Closed Sales

- 11.5%

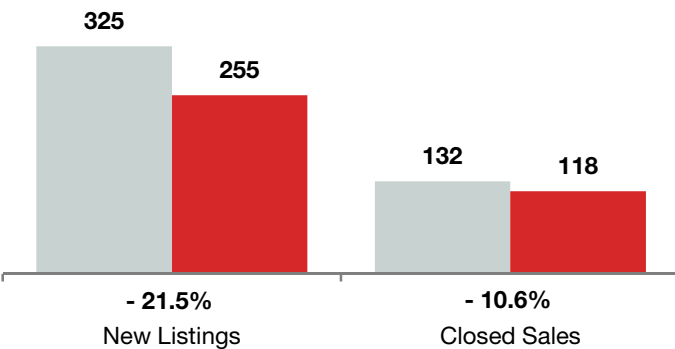
Change in
Median Sales Price

	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	325	255	- 21.5%	1,843	1,536	- 16.7%
Closed Sales	132	118	- 10.6%	544	499	- 8.3%
Median Sales Price*	\$349,900	\$309,500	- 11.5%	\$309,000	\$325,000	+ 5.2%
Average Sales Price*	\$526,794	\$432,539	- 17.9%	\$436,966	\$428,031	- 2.0%
Percent of Original List Price Received*	88.7%	88.6%	- 0.0%	89.1%	88.0%	- 1.3%
List to Close	173	183	+ 6.3%	166	182	+ 9.3%
Inventory of Homes for Sale	1,800	1,532	- 14.9%	--	--	--
Months Supply of Inventory	20.1	17.9	- 11.0%	--	--	--

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

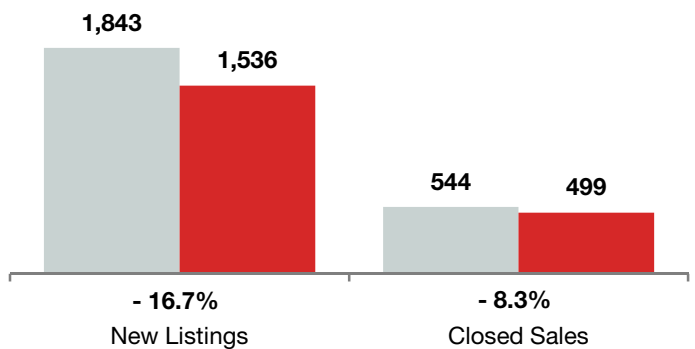
June

2010 2011

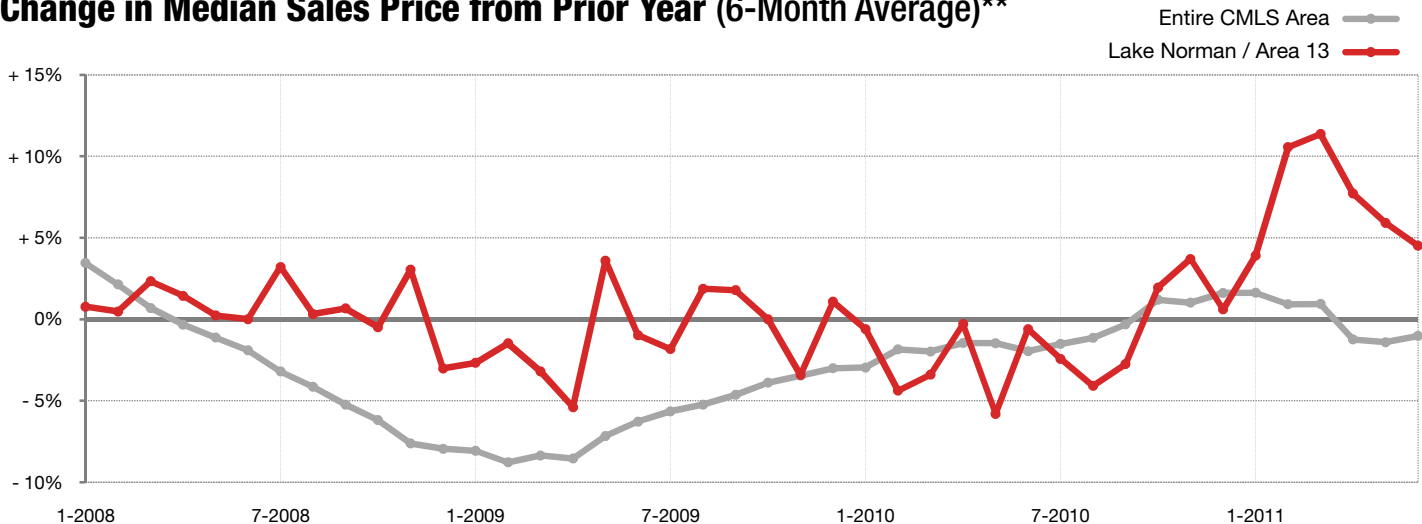


Year to Date

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 July 5, 2011. | Powered by 10K Research and Marketing.

Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Lake Wylie / Area 15

- 26.9%

Change in
New Listings

0.0%

Change in
Closed Sales

- 25.0%

Change in
Median Sales Price

June

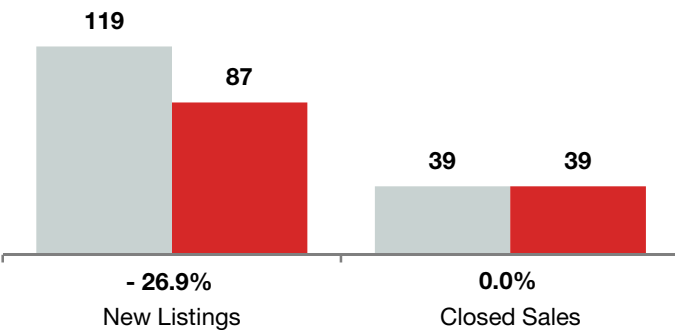
Year to Date

	2010	2011	+ / -	2010	2011	+ / -
New Listings	119	87	- 26.9%	699	513	- 26.6%
Closed Sales	39	39	0.0%	189	167	- 11.6%
Median Sales Price*	\$340,000	\$255,000	- 25.0%	\$308,900	\$290,000	- 6.1%
Average Sales Price*	\$368,942	\$295,510	- 19.9%	\$371,175	\$319,259	- 14.0%
Percent of Original List Price Received*	86.5%	90.9%	+ 5.1%	88.0%	87.8%	- 0.3%
List to Close	208	178	- 14.3%	182	183	+ 0.4%
Inventory of Homes for Sale	696	501	- 28.0%	--	--	--
Months Supply of Inventory	21.1	17.1	- 18.8%	--	--	--

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

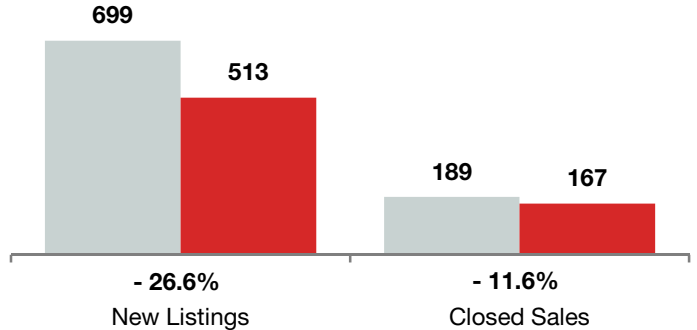
June

■ 2010 ■ 2011

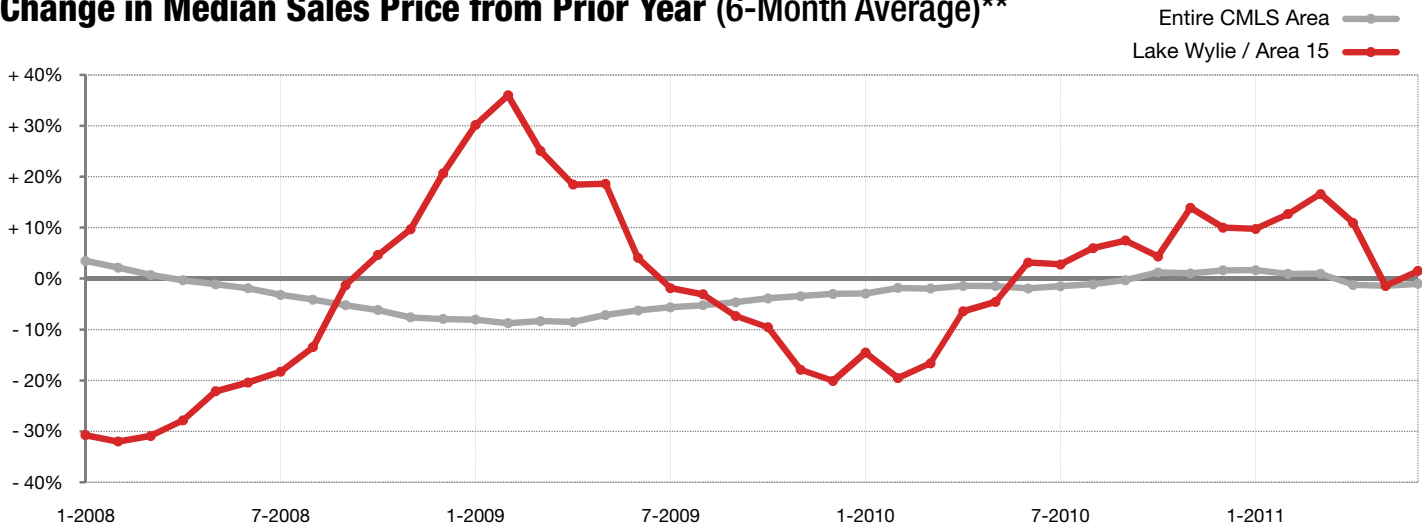


Year to Date

■ 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 July 5, 2011. | Powered by 10K Research and Marketing.

Local Market Update – June 2011

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Uptown / Area 99

- 60.5%

Change in
New Listings

- 20.0%

Change in
Closed Sales

- 7.6%

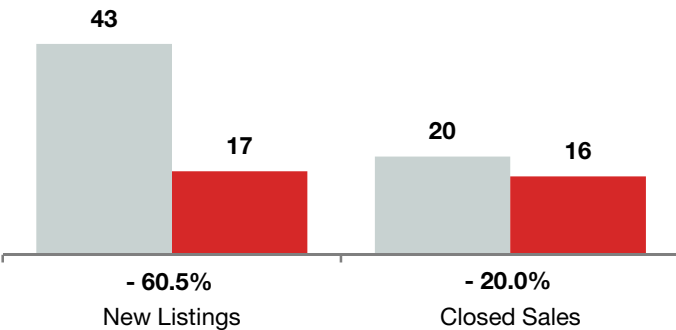
Change in
Median Sales Price

	June			Year to Date		
	2010	2011	+ / -	2010	2011	+ / -
New Listings	43	17	- 60.5%	324	195	- 39.8%
Closed Sales	20	16	- 20.0%	85	95	+ 11.8%
Median Sales Price*	\$215,000	\$198,750	- 7.6%	\$220,000	\$195,000	- 11.4%
Average Sales Price*	\$246,649	\$238,888	- 3.1%	\$257,836	\$243,464	- 5.6%
Percent of Original List Price Received*	87.1%	88.1%	+ 1.1%	90.2%	88.7%	- 1.6%
List to Close	155	155	+ 0.2%	134	143	+ 6.7%
Inventory of Homes for Sale	297	168	- 43.4%	--	--	--
Months Supply of Inventory	19.0	13.6	- 28.1%	--	--	--

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

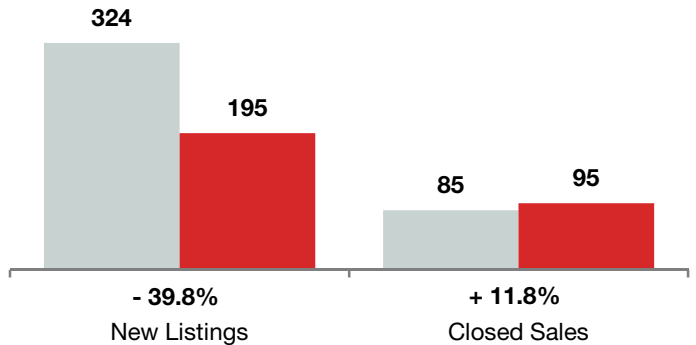
June

■ 2010 ■ 2011

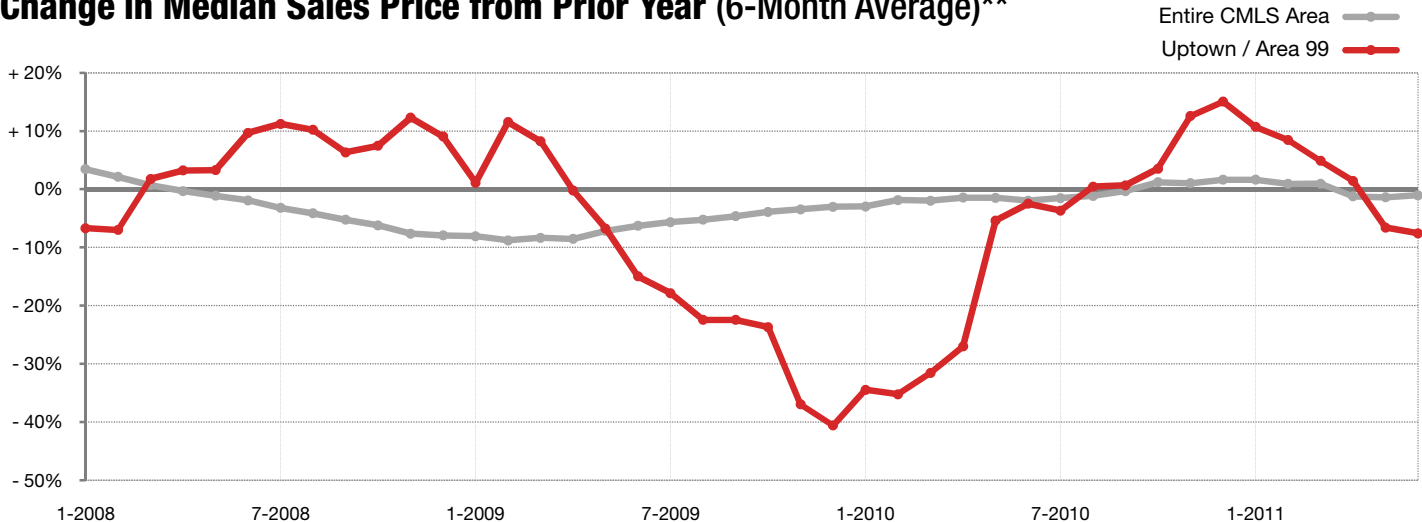


Year to Date

■ 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 July 5, 2011. | Powered by 10K Research and Marketing.