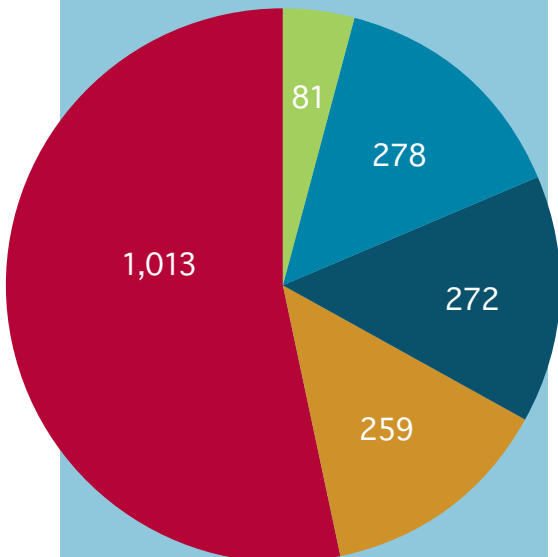


SALES TRENDS

In January 2011, CMLS changed its reporting structure to report data from the first day of the month to the last day of the month. Prior to this, data was reported from the fifth of the month to the sixth of the next month. CMLS has done everything possible to ensure the accuracy of its statistics; however, we may discover very slight anomalies that will require adjustments and corrections over time.

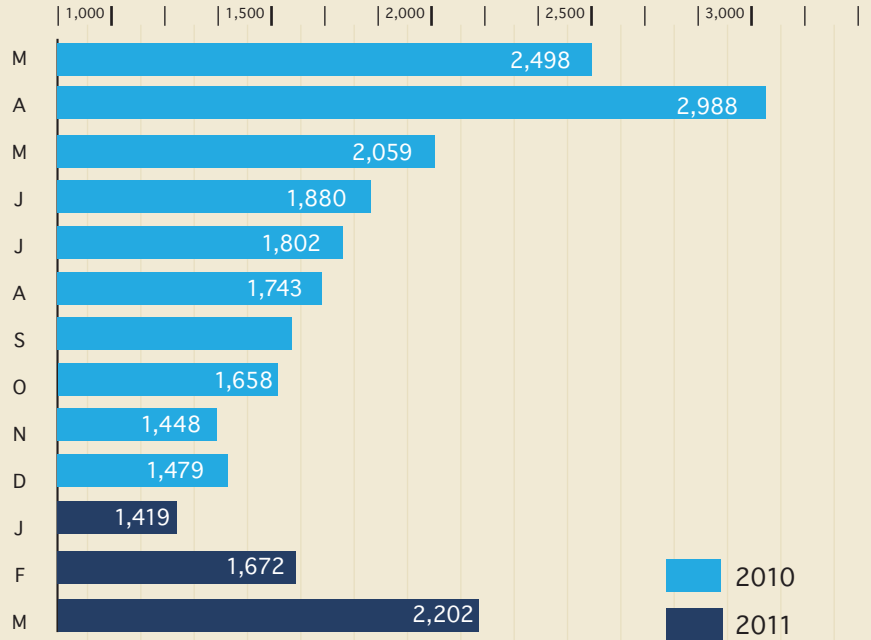
Of reported home sales that closed from March 1, 2011 through March 31, 2011, 53 percent closed in 121 days or more; 14 percent closed between 91 and 120 days; 14 percent closed between 61 and 90 days; and 19 percent closed in 60 days or fewer. Percentages are rounded to reflect 100 percent. Average list to close: 159



- ◀ 0-30
- ◀ 31-60
- ◀ 61-90
- ◀ 91-120
- ◀ 121+

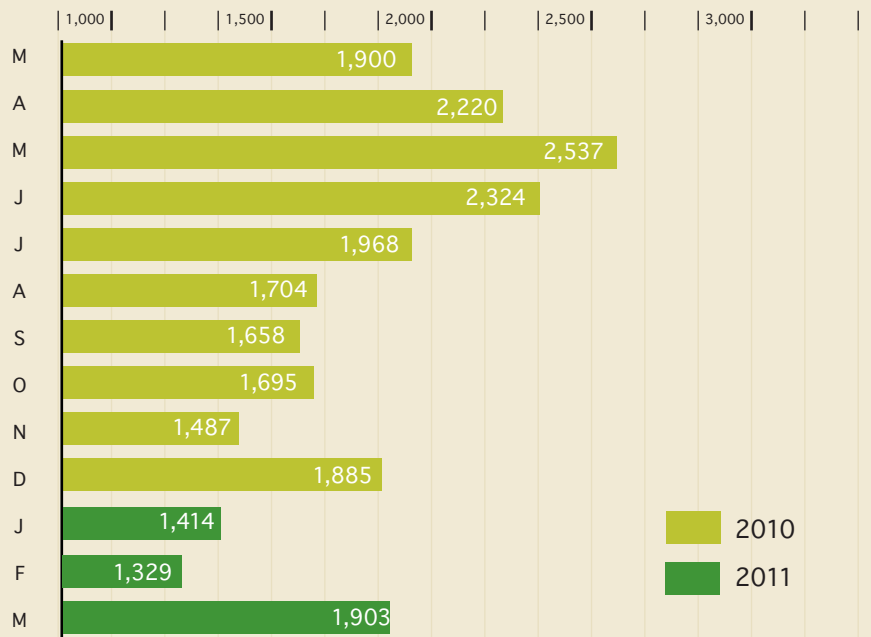
Listing and Sales Prices (March 1, 2011 through March 31, 2011) The average listing price of solds was \$222,224. The average sales price was \$194,465.

Residential contracts reported



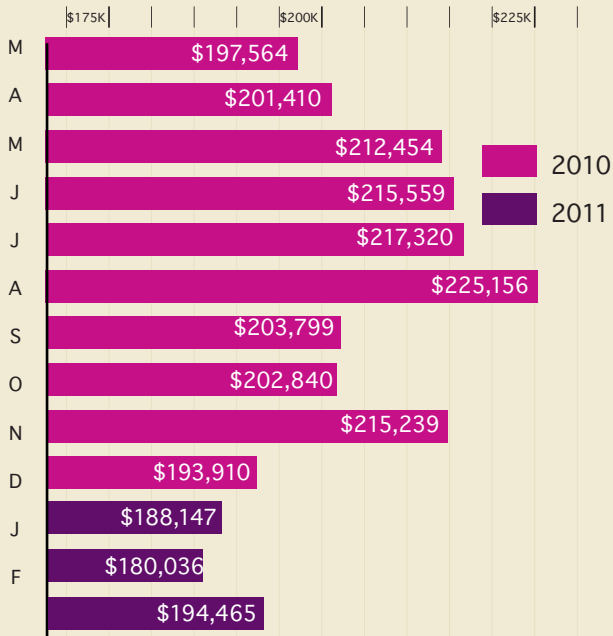
Contracts reported from March 1, 2011 through March 31, 2011 decreased 11.8 percent over the same period a year ago.

Residential closings reported



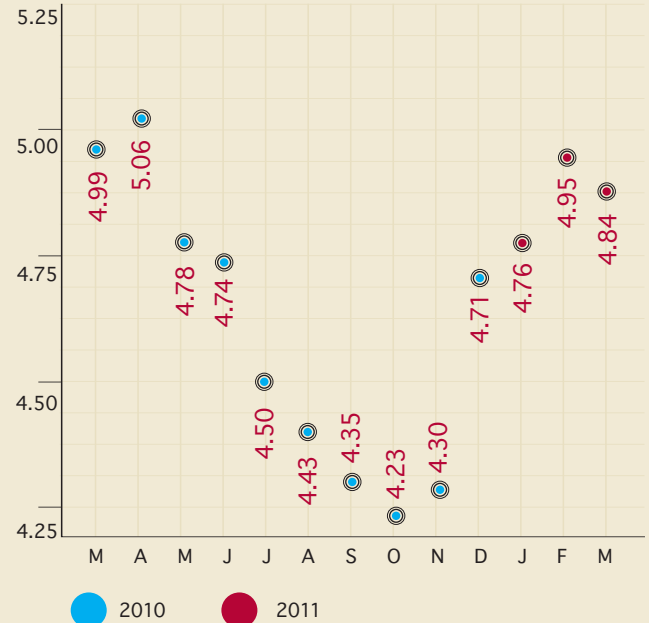
Closings reported from March 1, 2011 through March 31, 2011 increased less than one percent when compared to the same period a year ago.

Average residential closing price



The average closing price from March 1, 2011 through March 31, 2011 decreased 1.6 percent when compared to the same period a year ago.

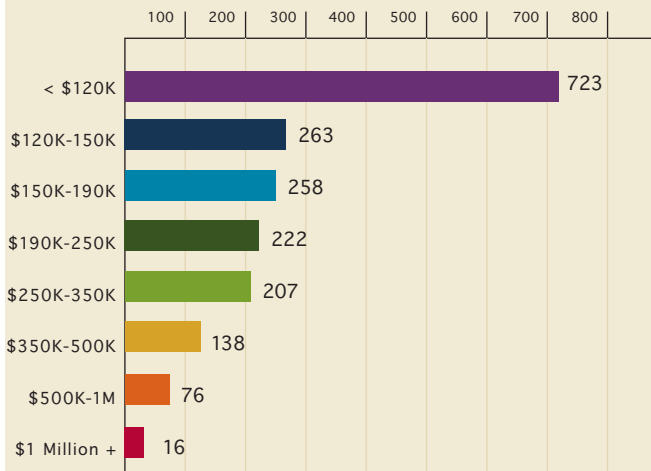
Mortgage rates



Source: Freddie Mac, Primary Mortgage Market Survey, 30-Year Fixed Mortgage Rate, compilation of

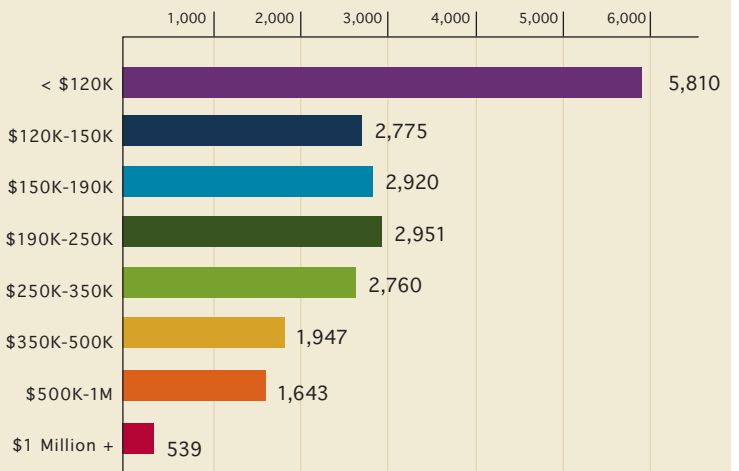
CMLS listings by price range

CLOSED



TOTAL CLOSED: 1,903

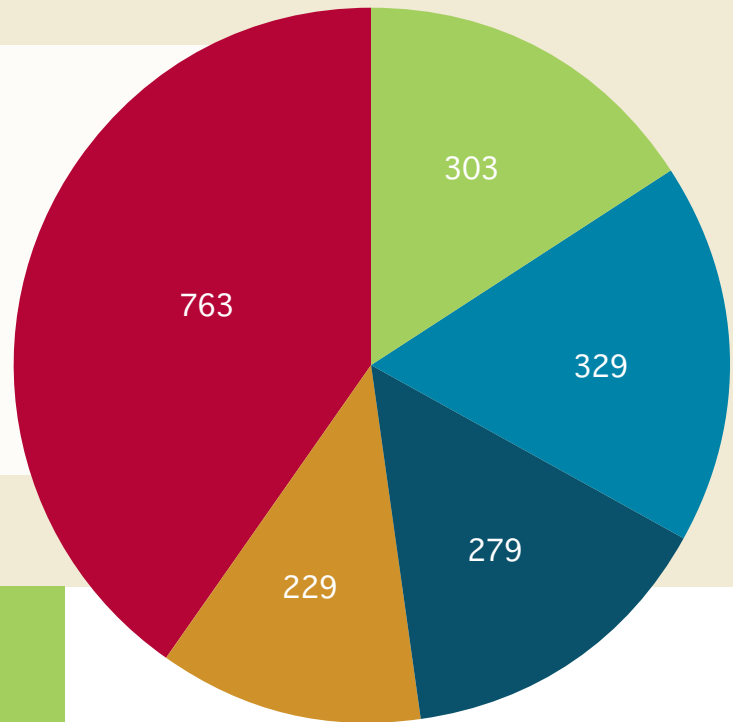
ON MARKET



TOTAL ON MARKET: 21,345

Of reported home sales that closed from March 1, 2011 through March 31, 2011, 40 percent came under contract in 121 days or more; 12 percent came under contract between 91 and 120 days; 15 percent came under contract between 61 and 90 days; and 33 percent came under contract in 60 days or fewer. Percentages are rounded to reflect 100 percent.

- ◀ 0-30
- ◀ 31-60
- ◀ 61-90
- ◀ 91-120
- ◀ 121+



Data on these pages comes from Carolina Multiple Listing Services, Inc. The information may be subject to errors and should be verified by the user. Additional market activity data is available for members at www.Carolinarealtors.com. This information/data is for counties in the CMLS service area, but the CMLS information/Data also includes listings outside the service area, which are included in the compilations.