

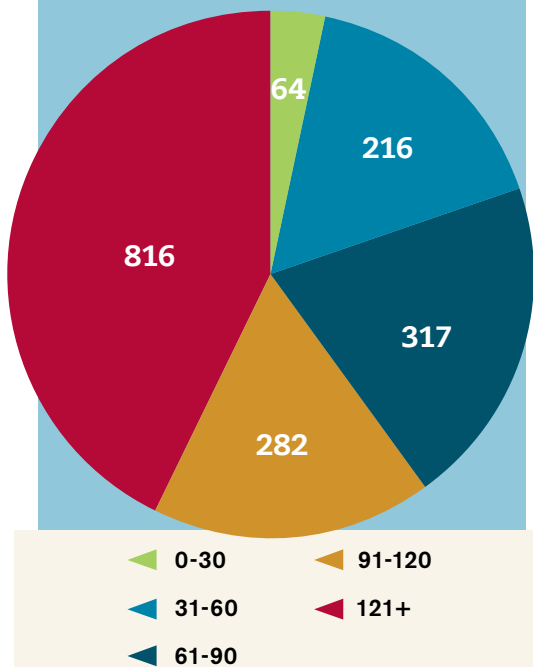
RESIDENTIAL SALES TRENDS

In July 2010, the Carolina Multiple Listing Services, Inc. (CMLS) underwent a system conversion. CMLS staff has done everything possible to ensure the accuracy of statistics; however, as with any new system, we may discover very slight anomalies that will require adjustments and corrections over time.

Prior to October 2009, Reflections included a total Active Listings figure, which included "Contingent," "Conditional," "Active" and "Pending" listings. Starting with November 2009, the On-Market Listing figure includes "Contingent," "Conditional" and "Active" listings only. Reflections always seeks reader comments and ideas. Please contact Natalia Russo at natalia.russo@carolinahome.com if you would like different data charted in this section.

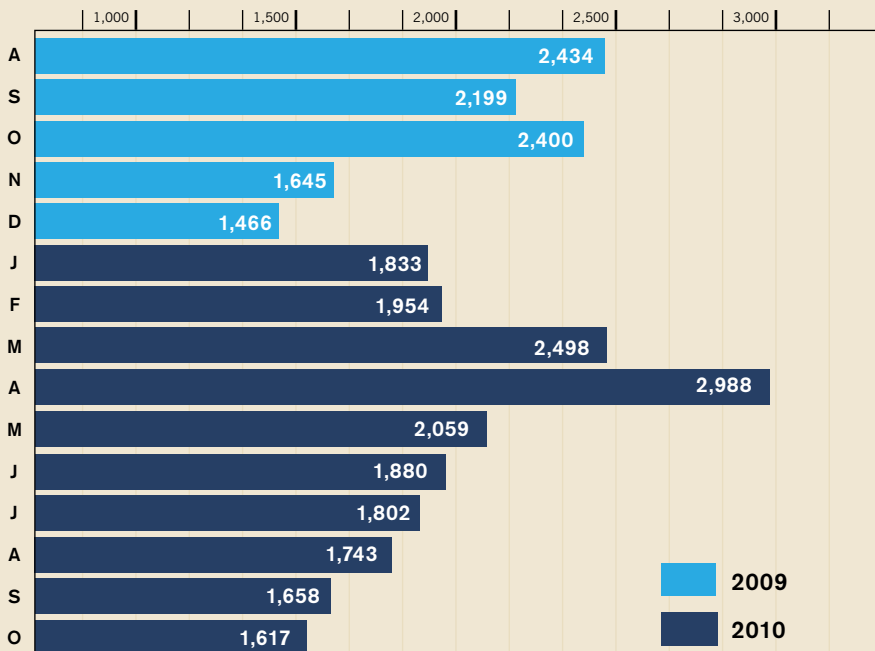
List to close

Of reported home sales that closed from Oct. 6, 2010 through Nov. 5, 2010, 48 percent closed in 121 days or more; 17 percent closed between 91 and 120 days; 19 percent closed between 61 and 90 days; and 16 percent closed in 60 days or fewer. Percentages are rounded to reflect 100 percent. Average list to close: 148



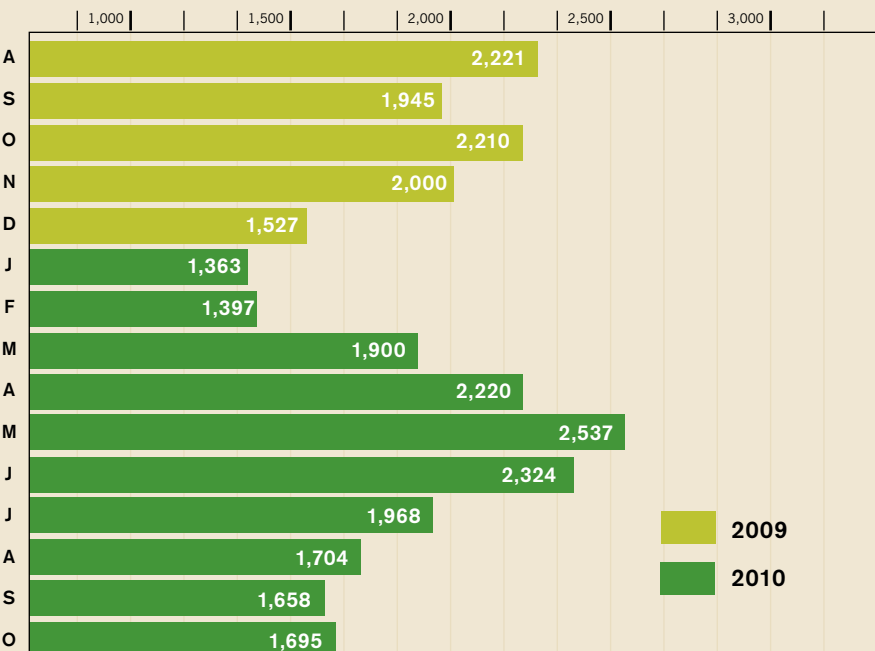
Listing and Sales Prices (Oct. 6, 2010 through Nov. 5, 2010) The average listing price of solds was \$231,491. The average sales price was \$202,840.

Residential contracts reported



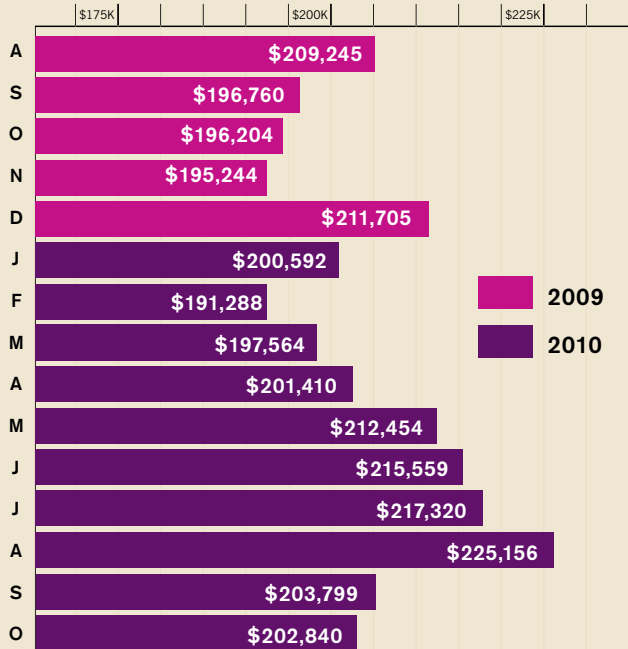
Contracts reported from Oct. 6, 2010 through Nov. 5, 2010 decreased 32.6 percent over the same period a year ago.

Residential closings reported



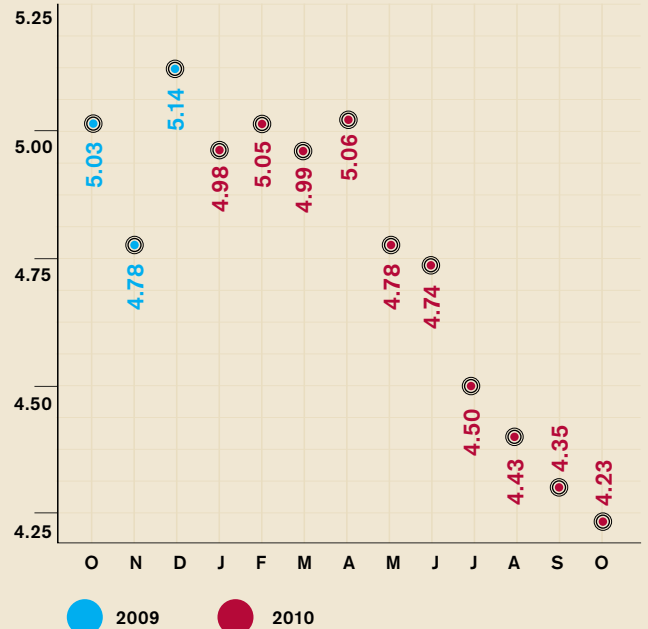
Closings reported from Oct. 6, 2010 through Nov. 5, 2010 decreased 23.3 percent when compared to the same period a year ago.

Average residential closing price



The average closing price from Oct. 6, 2010 through Nov. 5, 2010 increased 3.4 percent when compared to the same period a year ago.

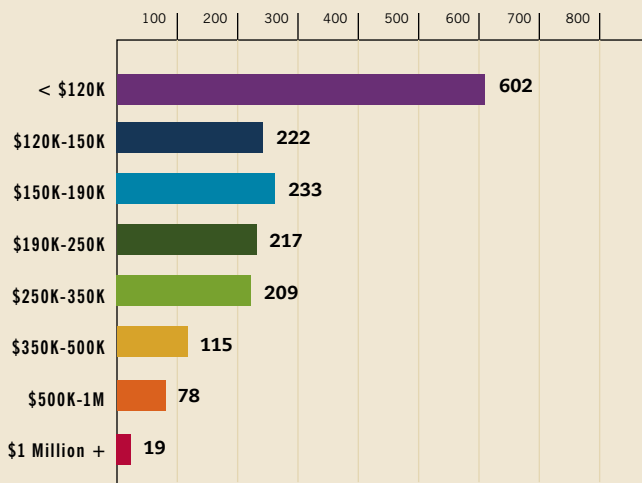
Mortgage rates



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

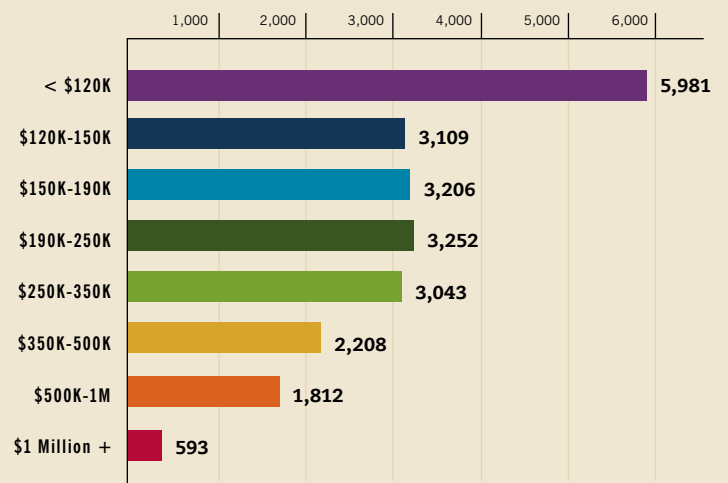
CMLS listings by price range

CLOSED



TOTAL CLOSED: 1,695

ON MARKET

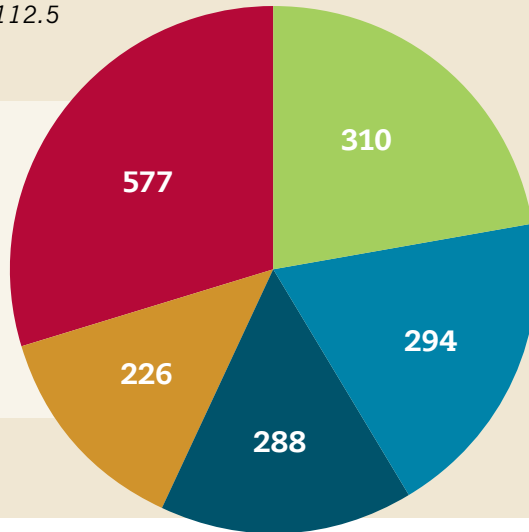


TOTAL ON MARKET: 23,204

Days on market

Of reported home sales that closed from Oct. 6, 2010 through Nov. 5, 2010, 34 percent came under contract in 121 days or more; 13 percent came under contract between 91 and 120 days; 17 percent came under contract between 61 and 90 days; and 36 percent came under contract in 60 days or fewer. *Percentages are rounded to reflect 100 percent.*
Average days on market: 112.5

- ◀ 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.

2010 Charlotte Regional Realtor® Association
Carolina Multiple Listing Services, Inc.

INSTALLATION

Watch for more details on www.CarolinaRealtors.com.

Jan. 12, 2011