

Local Market Update – August 2013

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
FOR MORE INFORMATION CONTACT A REALTOR®



Charlotte Regional **Realtor**® Association

Entire CarolinaMLS Area

+ 9.1%

Change in
New Listings

+ 31.2%

Change in
Closed Sales

+ 7.4%

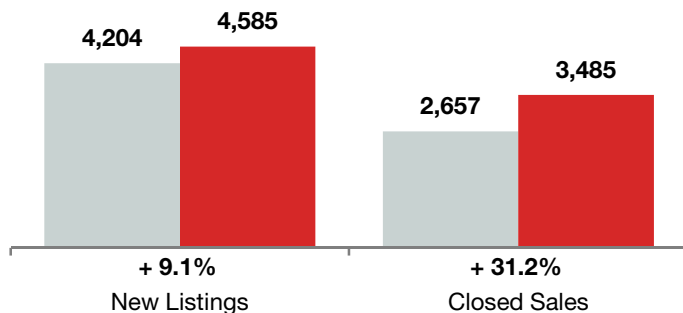
Change in
Median Sales Price

	August			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	4,204	4,585	+ 9.1%	26,041	28,058	+ 7.7%
Closed Sales	2,657	3,485	+ 31.2%	12,683	16,624	+ 31.1%
Median Sales Price*	\$171,250	\$184,000	+ 7.4%	\$158,000	\$168,000	+ 6.3%
Average Sales Price*	\$227,907	\$239,842	+ 5.2%	\$207,920	\$218,512	+ 5.1%
Percent of Original List Price Received*	92.7%	95.1%	+ 2.6%	91.7%	93.7%	+ 2.2%
List to Close	148	132	- 11.1%	156	143	- 8.4%
Days on Market Until Sale	111	93	- 16.5%	115	102	- 11.5%
Cumulative Days on Market Until Sale	138	106	- 23.0%	145	118	- 18.4%
Inventory of Homes for Sale	18,700	14,597	- 21.9%	--	--	--
Months Supply of Inventory	8.4	5.1	- 38.4%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size. | Note: CarolinaMLS did not include "showable" under contract listings in the "Pending Sales" stats before July 2012. Listing agents report listings as "Under Contract-Show" earlier in the transaction. As a result, the new "Pending Sales" stats trend higher and the new "Months Supply of Inventory" stats trend lower since July 2012.

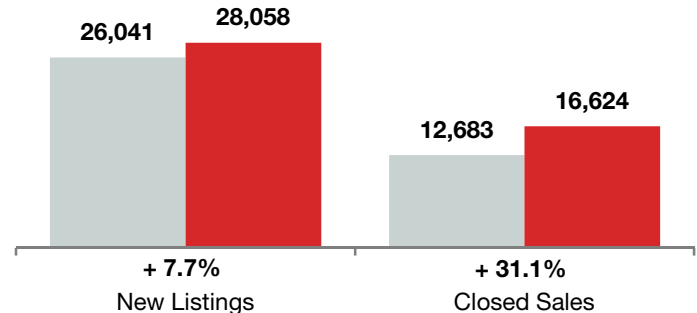
August

■ 2012 ■ 2013



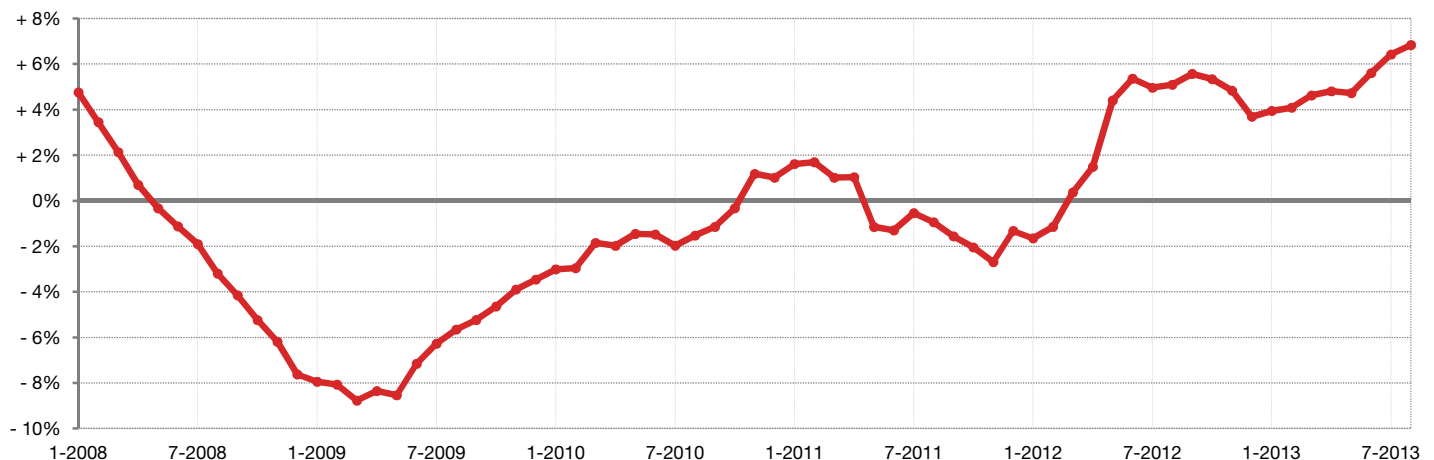
Year to Date

■ 2012 ■ 2013



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

Entire CarolinaMLS 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.

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Charlotte Regional Realtor® Association

Alexander County

+ 26.7%

Change in
New Listings

- 50.0%

Change in
Closed Sales

- 20.0%

Change in
Median Sales Price

August

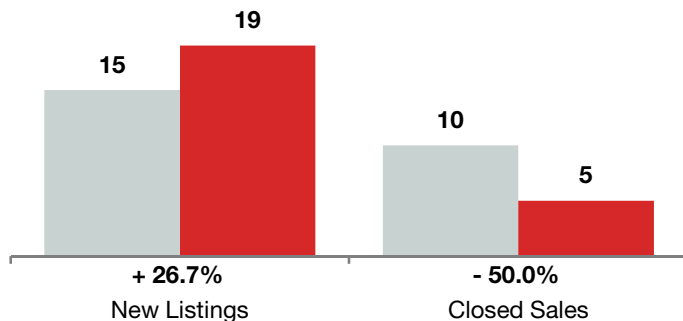
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	15	19	+ 26.7%	95	87	- 8.4%
Closed Sales	10	5	- 50.0%	38	39	+ 2.6%
Median Sales Price*	\$115,000	\$92,000	- 20.0%	\$108,450	\$92,000	- 15.2%
Average Sales Price*	\$170,640	\$177,700	+ 4.1%	\$135,369	\$115,491	- 14.7%
Percent of Original List Price Received*	88.2%	92.3%	+ 4.6%	89.6%	84.7%	- 5.5%
List to Close	172	204	+ 18.4%	160	192	+ 20.0%
Days on Market Until Sale	134	157	+ 17.2%	123	134	+ 9.3%
Cumulative Days on Market Until Sale	134	157	+ 17.2%	110	142	+ 28.7%
Inventory of Homes for Sale	95	92	- 3.2%	--	--	--
Months Supply of Inventory	15.2	12.4	- 18.4%	--	--	--

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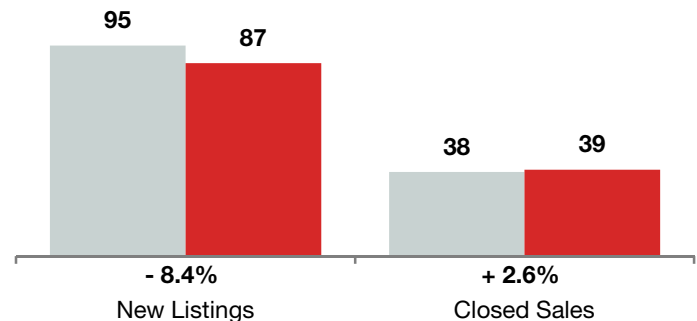
August

2012 2013



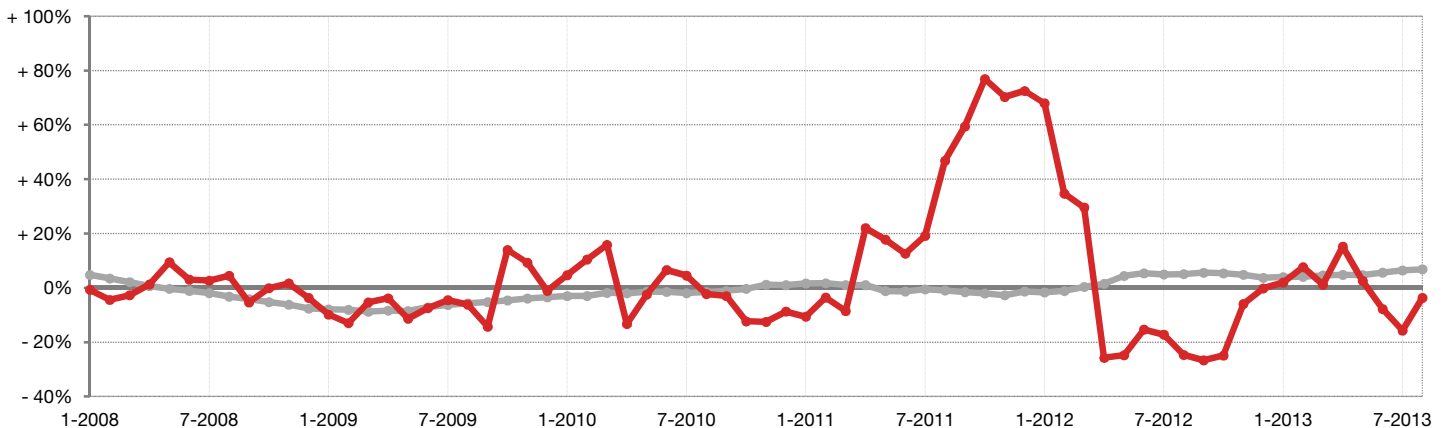
Year to Date

2012 2013



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

Entire CarolinaMLS Area
Alexander County



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Charlotte Regional Realtor® Association

Anson County

- 50.0%

Change in
New Listings

- 44.4%

Change in
Closed Sales

+ 3.8%

Change in
Median Sales Price

August

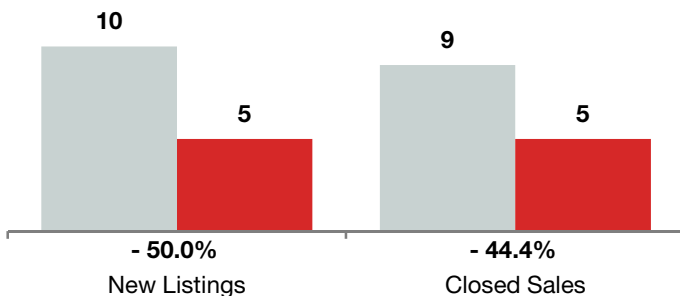
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	10	5	- 50.0%	93	82	- 11.8%
Closed Sales	9	5	- 44.4%	55	42	- 23.6%
Median Sales Price*	\$53,000	\$55,000	+ 3.8%	\$45,000	\$54,000	+ 20.0%
Average Sales Price*	\$51,621	\$60,000	+ 16.2%	\$55,626	\$64,198	+ 15.4%
Percent of Original List Price Received*	85.7%	76.5%	- 10.7%	82.6%	83.9%	+ 1.6%
List to Close	318	404	+ 26.9%	218	239	+ 9.6%
Days on Market Until Sale	154	324	+ 110.6%	147	163	+ 11.1%
Cumulative Days on Market Until Sale	258	324	+ 25.6%	210	175	- 16.8%
Inventory of Homes for Sale	128	119	- 7.0%	--	--	--
Months Supply of Inventory	15.4	16.0	+ 4.5%	--	--	--

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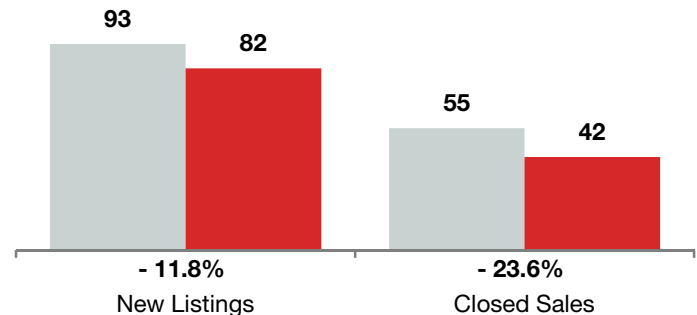
August

■ 2012 ■ 2013



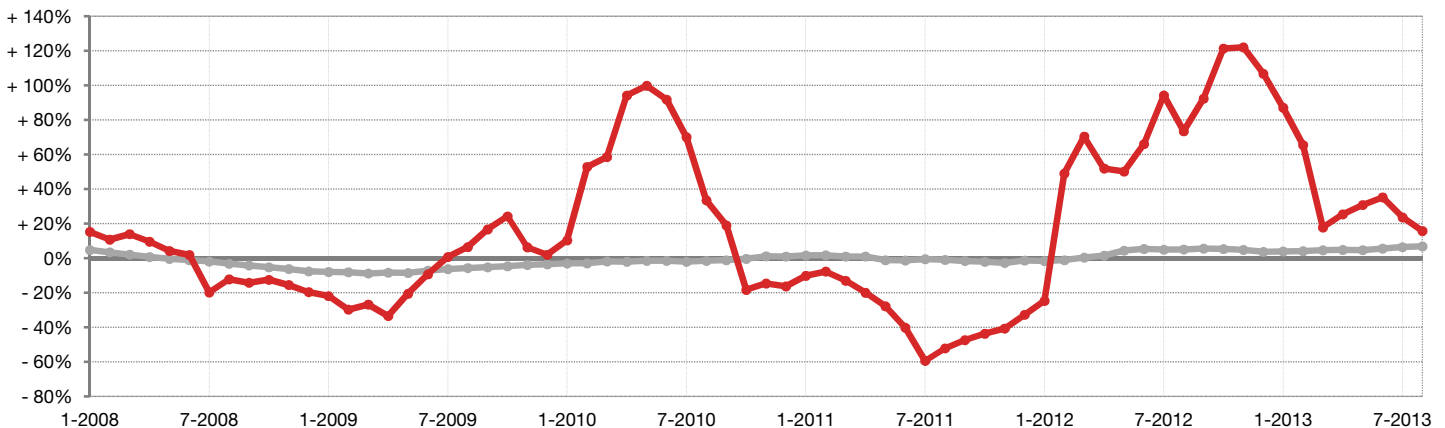
Year to Date

■ 2012 ■ 2013



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

Entire CarolinaMLS Area —
Anson County —



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Charlotte Regional Realtor® Association

Cabarrus County

- 10.3%

Change in
New Listings

+ 18.5%

Change in
Closed Sales

- 5.0%

Change in
Median Sales Price

August

Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	341	306	- 10.3%	2,047	1,966	- 4.0%
Closed Sales	200	237	+ 18.5%	935	1,270	+ 35.8%
Median Sales Price*	\$169,968	\$161,500	- 5.0%	\$158,173	\$152,500	- 3.6%
Average Sales Price*	\$189,838	\$184,785	- 2.7%	\$179,052	\$175,344	- 2.1%
Percent of Original List Price Received*	92.4%	93.6%	+ 1.3%	92.0%	92.4%	+ 0.4%
List to Close	156	139	- 10.8%	152	152	0.0%
Days on Market Until Sale	112	102	- 8.3%	115	114	- 1.5%
Cumulative Days on Market Until Sale	131	112	- 14.3%	141	128	- 9.6%
Inventory of Homes for Sale	1,435	1,069	- 25.5%	--	--	--
Months Supply of Inventory	8.8	5.1	- 42.8%	--	--	--

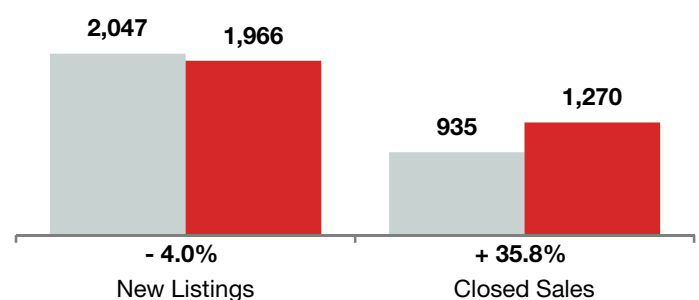
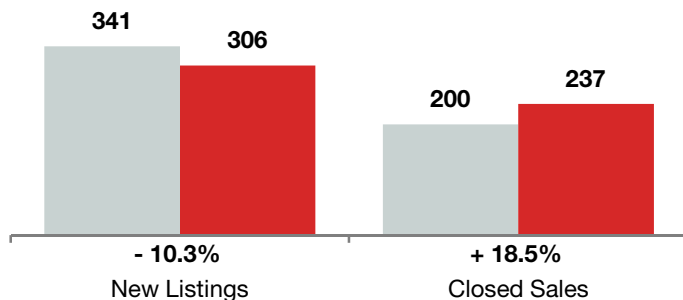
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August

■ 2012 ■ 2013

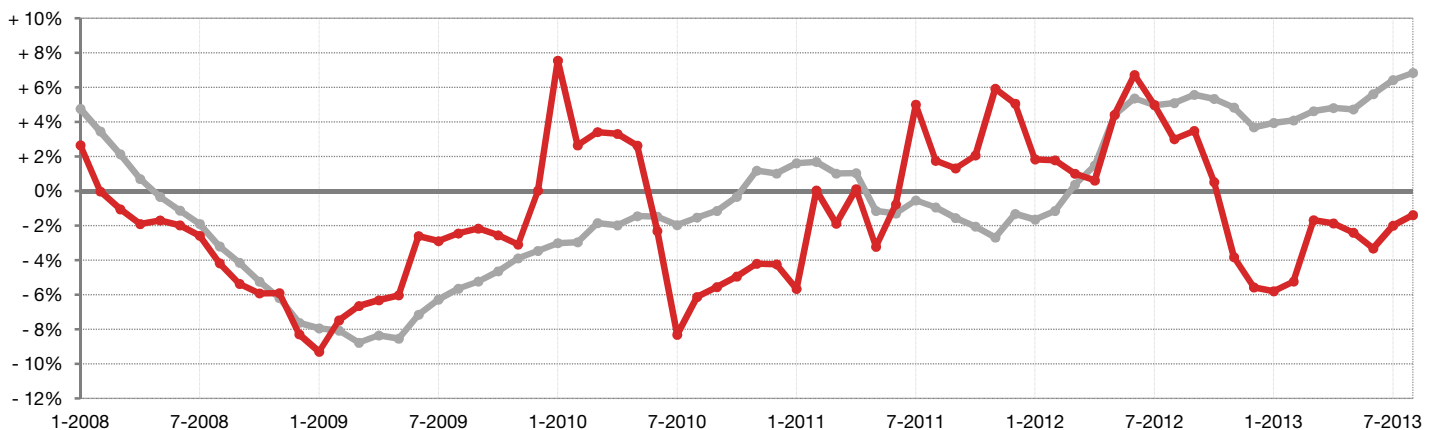
Year to Date

■ 2012 ■ 2013



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

Entire CarolinaMLS Area —
Cabarrus County —



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Charlotte Regional Realtor® Association

Gaston County

+ 7.7%

Change in
New Listings

+ 14.1%

Change in
Closed Sales

+ 6.0%

Change in
Median Sales Price

August

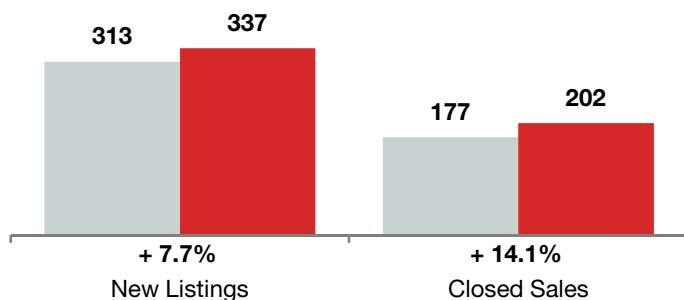
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	313	337	+ 7.7%	1,861	2,045	+ 9.9%
Closed Sales	177	202	+ 14.1%	872	1,074	+ 23.2%
Median Sales Price*	\$117,750	\$124,763	+ 6.0%	\$114,000	\$112,750	- 1.1%
Average Sales Price*	\$162,403	\$143,203	- 11.8%	\$134,336	\$128,716	- 4.2%
Percent of Original List Price Received*	90.7%	91.9%	+ 1.3%	90.1%	91.3%	+ 1.3%
List to Close	156	143	- 7.9%	162	148	- 8.6%
Days on Market Until Sale	116	108	- 7.1%	119	111	- 7.0%
Cumulative Days on Market Until Sale	135	126	- 6.4%	141	131	- 7.0%
Inventory of Homes for Sale	1,500	1,361	- 9.3%	--	--	--
Months Supply of Inventory	10.0	7.5	- 24.9%	--	--	--

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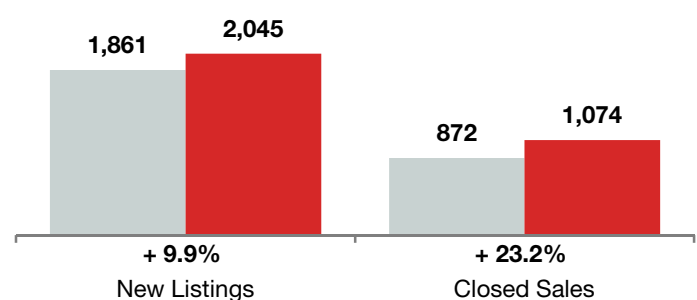
August

■ 2012 ■ 2013



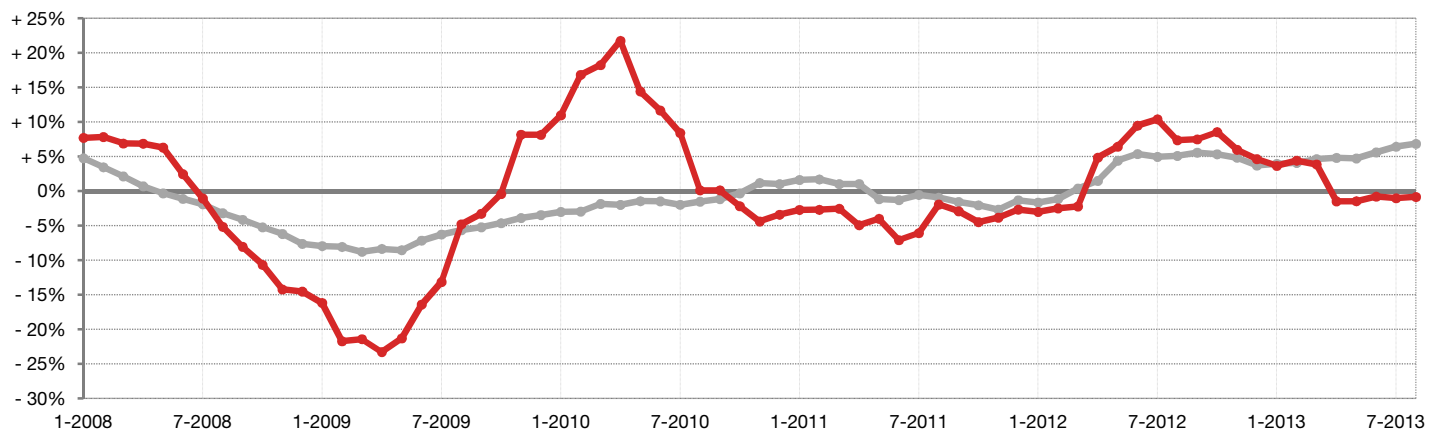
Year to Date

■ 2012 ■ 2013



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

Entire CarolinaMLS Area —
Gaston County —



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Charlotte Regional Realtor® Association

Iredell County

+ 2.4%

Change in
New Listings

+ 26.2%

Change in
Closed Sales

+ 3.5%

Change in
Median Sales Price

August

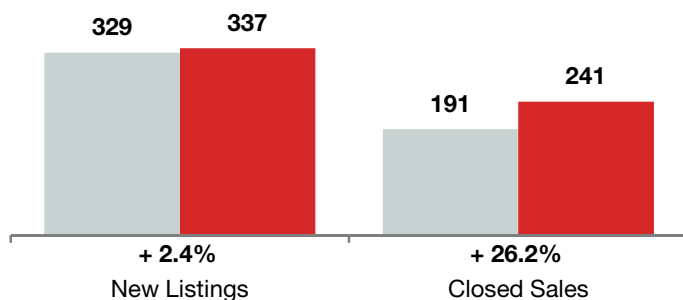
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	329	337	+ 2.4%	1,963	2,195	+ 11.8%
Closed Sales	191	241	+ 26.2%	902	1,110	+ 23.1%
Median Sales Price*	\$169,500	\$175,500	+ 3.5%	\$170,500	\$178,000	+ 4.4%
Average Sales Price*	\$230,964	\$258,581	+ 12.0%	\$246,810	\$239,603	- 2.9%
Percent of Original List Price Received*	92.6%	92.9%	+ 0.3%	91.0%	92.5%	+ 1.6%
List to Close	136	153	+ 13.1%	164	153	- 6.7%
Days on Market Until Sale	103	114	+ 10.6%	127	116	- 8.4%
Cumulative Days on Market Until Sale	120	121	+ 0.4%	152	133	- 12.7%
Inventory of Homes for Sale	1,536	1,364	- 11.2%	--	--	--
Months Supply of Inventory	9.9	7.3	- 26.3%	--	--	--

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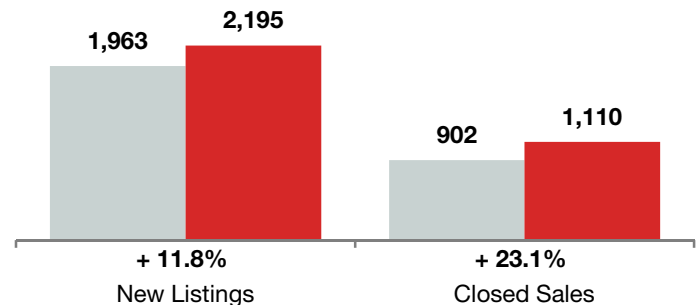
August

■ 2012 ■ 2013



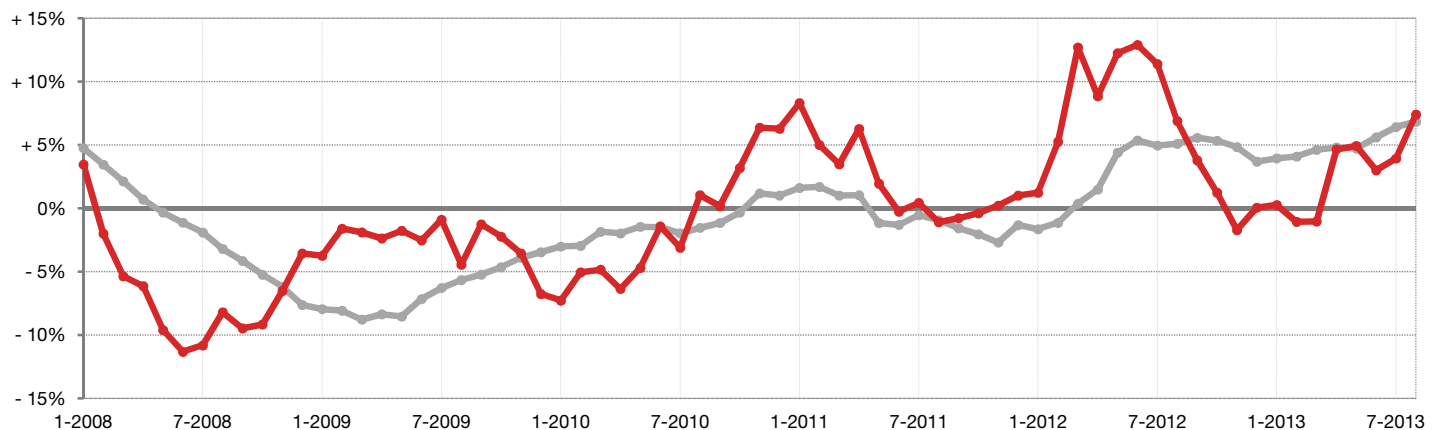
Year to Date

■ 2012 ■ 2013



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

Entire CarolinaMLS Area —
Iredell County —



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Charlotte Regional Realtor® Association

Lincoln County

+ 22.1%

Change in
New Listings

+ 46.3%

Change in
Closed Sales

+ 20.2%

Change in
Median Sales Price

August

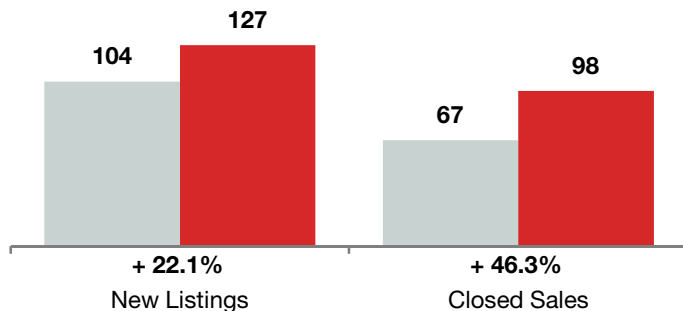
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	104	127	+ 22.1%	798	819	+ 2.6%
Closed Sales	67	98	+ 46.3%	360	393	+ 9.2%
Median Sales Price*	\$136,000	\$163,500	+ 20.2%	\$154,950	\$157,950	+ 1.9%
Average Sales Price*	\$211,002	\$206,443	- 2.2%	\$209,301	\$207,471	- 0.9%
Percent of Original List Price Received*	88.9%	92.1%	+ 3.6%	89.7%	91.7%	+ 2.2%
List to Close	148	161	+ 9.1%	154	156	+ 1.3%
Days on Market Until Sale	113	119	+ 4.9%	117	112	- 4.2%
Cumulative Days on Market Until Sale	178	157	- 11.6%	166	138	- 16.9%
Inventory of Homes for Sale	631	560	- 11.3%	--	--	--
Months Supply of Inventory	9.9	8.0	- 18.9%	--	--	--

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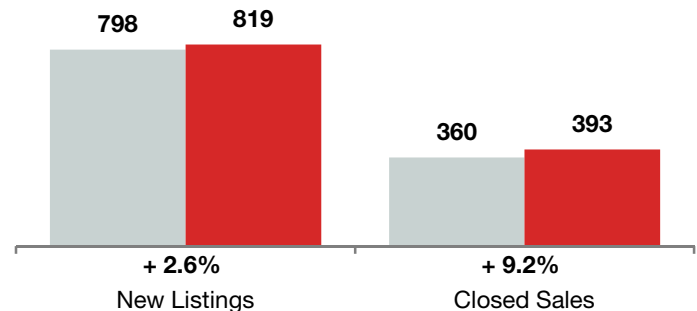
August

■ 2012 ■ 2013



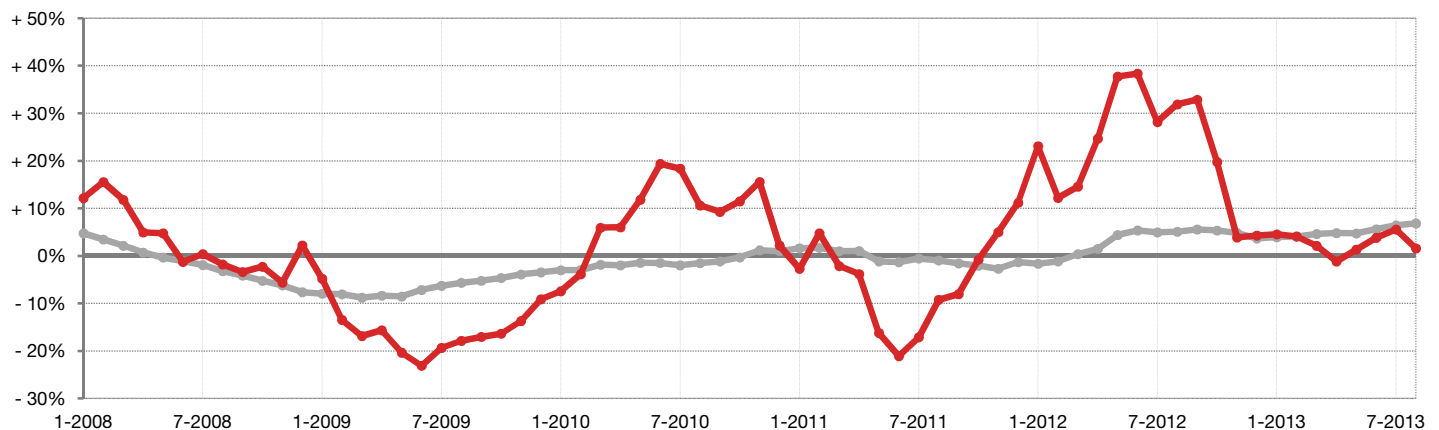
Year to Date

■ 2012 ■ 2013



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

Entire CarolinaMLS Area —
Lincoln County —



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Charlotte Regional **Realtor®** Association

Mecklenburg County

+ 10.0%

Change in
New Listings

+ 37.1%

Change in
Closed Sales

+ 7.5%

Change in
Median Sales Price

August

Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	1,795	1,975	+ 10.0%	11,182	12,103	+ 8.2%
Closed Sales	1,238	1,697	+ 37.1%	5,814	7,845	+ 34.9%
Median Sales Price*	\$184,600	\$198,500	+ 7.5%	\$162,500	\$180,000	+ 10.8%
Average Sales Price*	\$255,447	\$267,551	+ 4.7%	\$221,159	\$242,963	+ 9.9%
Percent of Original List Price Received*	93.8%	96.5%	+ 2.9%	92.4%	95.2%	+ 3.0%
List to Close	135	117	- 13.8%	148	133	- 10.1%
Days on Market Until Sale	103	78	- 24.5%	111	91	- 17.5%
Cumulative Days on Market Until Sale	133	90	- 32.1%	144	107	- 26.0%
Inventory of Homes for Sale	6,979	4,528	- 35.1%	--	--	--
Months Supply of Inventory	6.7	3.4	- 49.8%	--	--	--

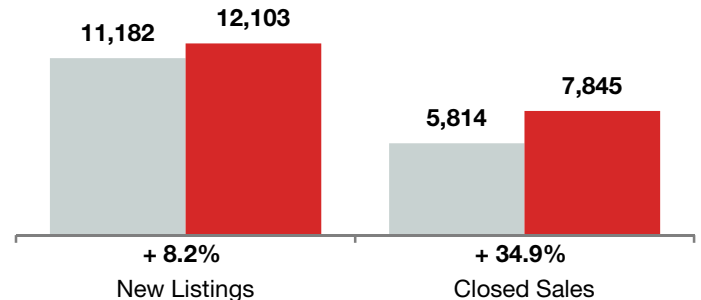
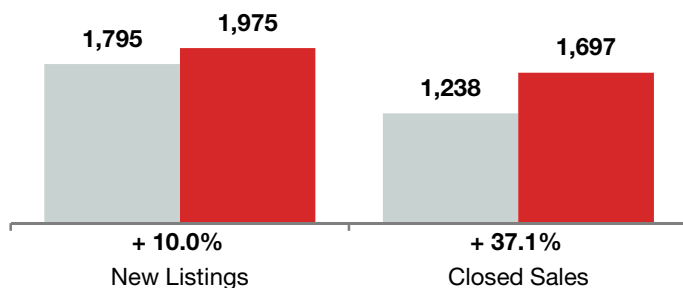
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■ 2012 ■ 2013

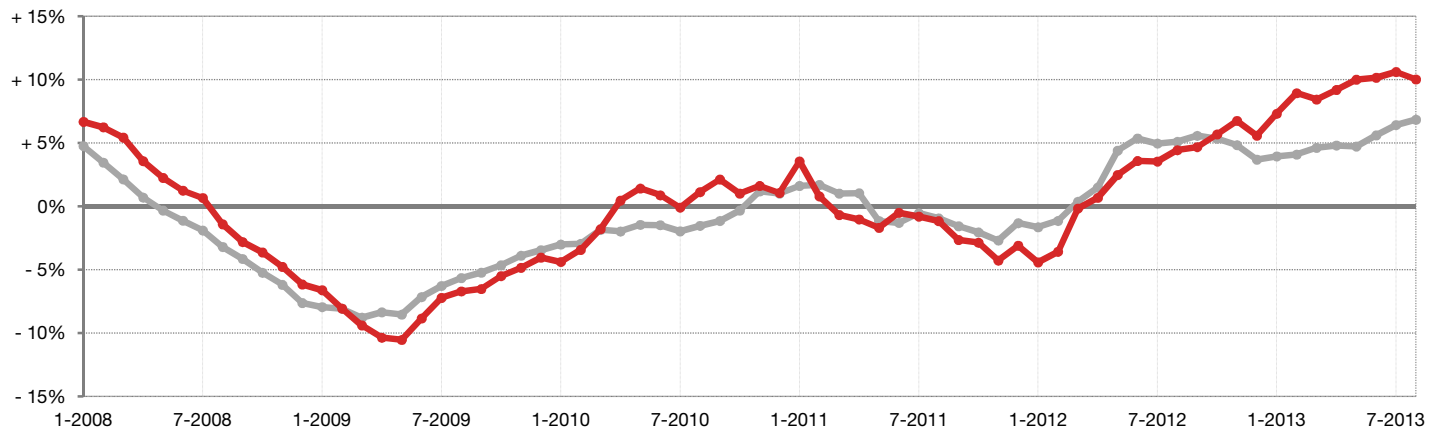
Year to Date

■ 2012 ■ 2013



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

Entire CarolinaMLS Area —
Mecklenburg County —



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Charlotte Regional Realtor® Association

Mecklenburg - (N) Area 01

+ 24.0%

Change in
New Listings

+ 63.6%

Change in
Closed Sales

+ 6.6%

Change in
Median Sales Price

August

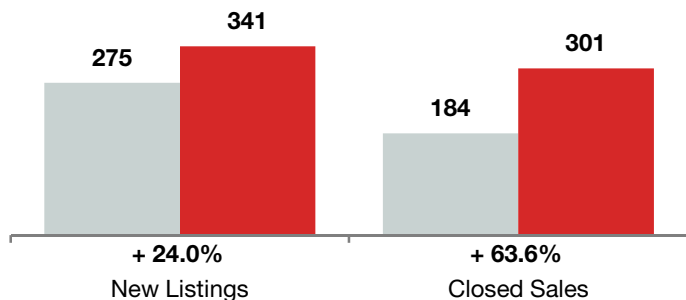
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	275	341	+ 24.0%	1,894	1,947	+ 2.8%
Closed Sales	184	301	+ 63.6%	982	1,302	+ 32.6%
Median Sales Price*	\$166,573	\$177,619	+ 6.6%	\$149,950	\$161,400	+ 7.6%
Average Sales Price*	\$201,736	\$208,273	+ 3.2%	\$172,069	\$194,039	+ 12.8%
Percent of Original List Price Received*	95.6%	96.6%	+ 1.0%	93.8%	95.6%	+ 1.9%
List to Close	130	120	- 7.7%	149	138	- 7.4%
Days on Market Until Sale	96	85	- 11.4%	106	97	- 8.6%
Cumulative Days on Market Until Sale	122	97	- 20.6%	135	112	- 17.4%
Inventory of Homes for Sale	1,234	721	- 41.6%	--	--	--
Months Supply of Inventory	7.2	3.2	- 55.8%	--	--	--

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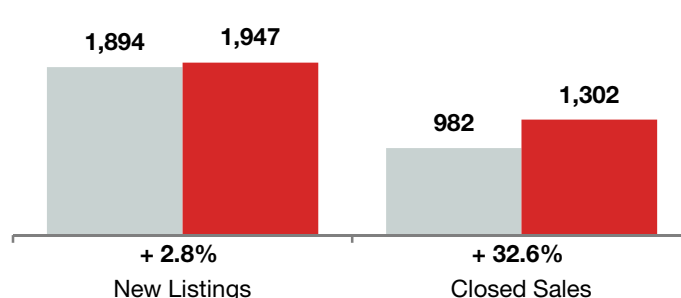
August

■ 2012 ■ 2013

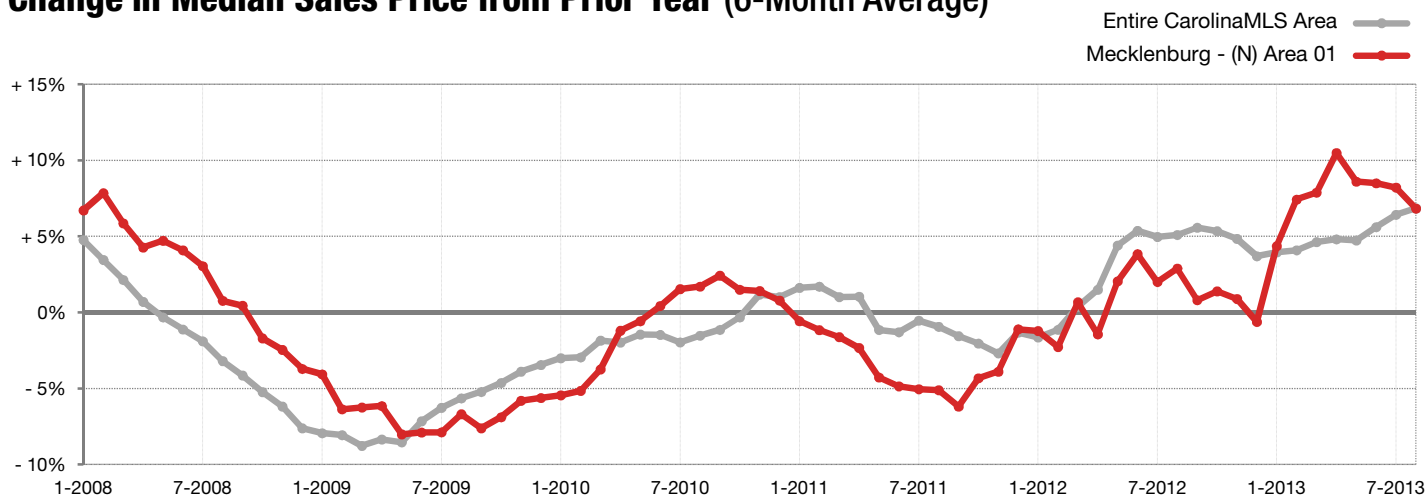


Year to Date

■ 2012 ■ 2013



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



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Local Market Update – August 2013

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
FOR MORE INFORMATION CONTACT A REALTOR®



Charlotte Regional Realtor® Association

Mecklenburg - (E) Area 02

+ 25.9%

Change in
New Listings

+ 6.4%

Change in
Closed Sales

+ 41.7%

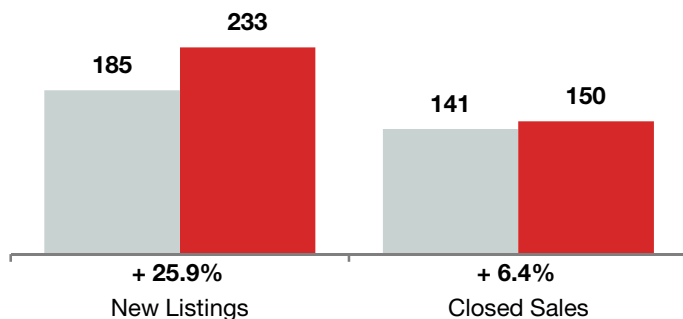
Change in
Median Sales Price

	August			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	185	233	+ 25.9%	1,266	1,267	+ 0.1%
Closed Sales	141	150	+ 6.4%	699	870	+ 24.5%
Median Sales Price*	\$87,500	\$123,950	+ 41.7%	\$91,500	\$118,000	+ 29.0%
Average Sales Price*	\$115,137	\$151,163	+ 31.3%	\$111,321	\$138,968	+ 24.8%
Percent of Original List Price Received*	93.1%	97.6%	+ 4.8%	91.6%	95.5%	+ 4.3%
List to Close	120	126	+ 4.9%	136	138	+ 1.5%
Days on Market Until Sale	85	77	- 8.8%	94	87	- 7.6%
Cumulative Days on Market Until Sale	113	103	- 9.1%	131	104	- 20.4%
Inventory of Homes for Sale	769	478	- 37.8%	--	--	--
Months Supply of Inventory	6.3	3.2	- 49.3%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size. | Note: CarolinaMLS did not include "showable" under contract listings in the "Pending Sales" stats before July 2012. Listing agents report listings as "Under Contract-Show" earlier in the transaction. As a result, the new "Pending Sales" stats trend higher and the new "Months Supply of Inventory" stats trend lower since July 2012.

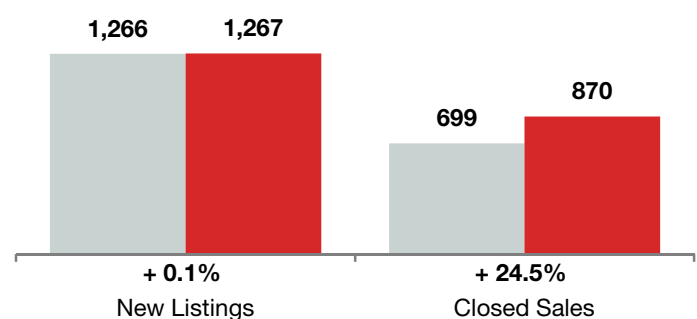
August

■ 2012 ■ 2013

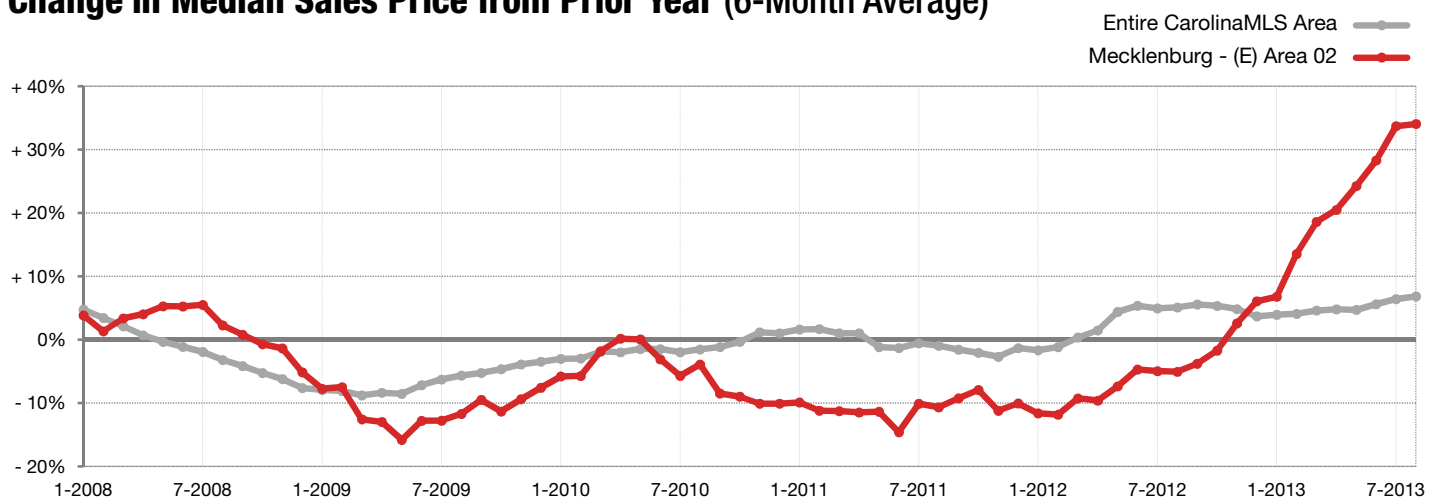


Year to Date

■ 2012 ■ 2013



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FOR MORE INFORMATION CONTACT A REALTOR®



Charlotte Regional Realtor® Association

Mecklenburg - (SE) Area 03

+ 1.4%

Change in
New Listings

+ 50.6%

Change in
Closed Sales

+ 24.2%

Change in
Median Sales Price

August

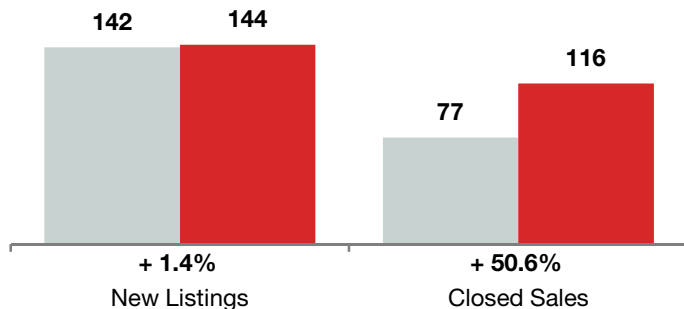
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	142	144	+ 1.4%	872	854	- 2.1%
Closed Sales	77	116	+ 50.6%	425	549	+ 29.2%
Median Sales Price*	\$119,000	\$147,750	+ 24.2%	\$110,900	\$131,000	+ 18.1%
Average Sales Price*	\$138,615	\$168,473	+ 21.5%	\$130,091	\$150,119	+ 15.4%
Percent of Original List Price Received*	93.4%	95.8%	+ 2.6%	91.2%	94.2%	+ 3.3%
List to Close	141	133	- 6.0%	143	140	- 2.1%
Days on Market Until Sale	111	93	- 16.9%	104	101	- 2.7%
Cumulative Days on Market Until Sale	154	108	- 29.9%	139	129	- 7.0%
Inventory of Homes for Sale	553	367	- 33.6%	--	--	--
Months Supply of Inventory	7.3	3.8	- 48.5%	--	--	--

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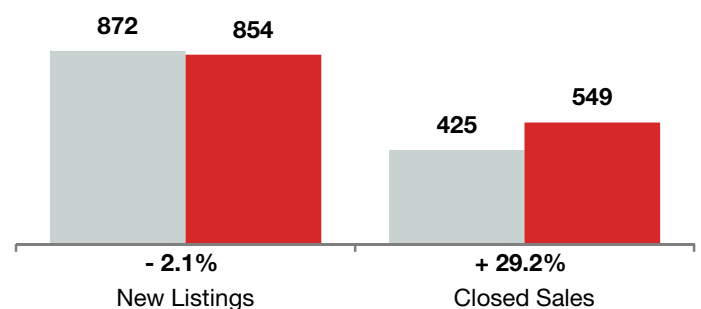
August

■ 2012 ■ 2013

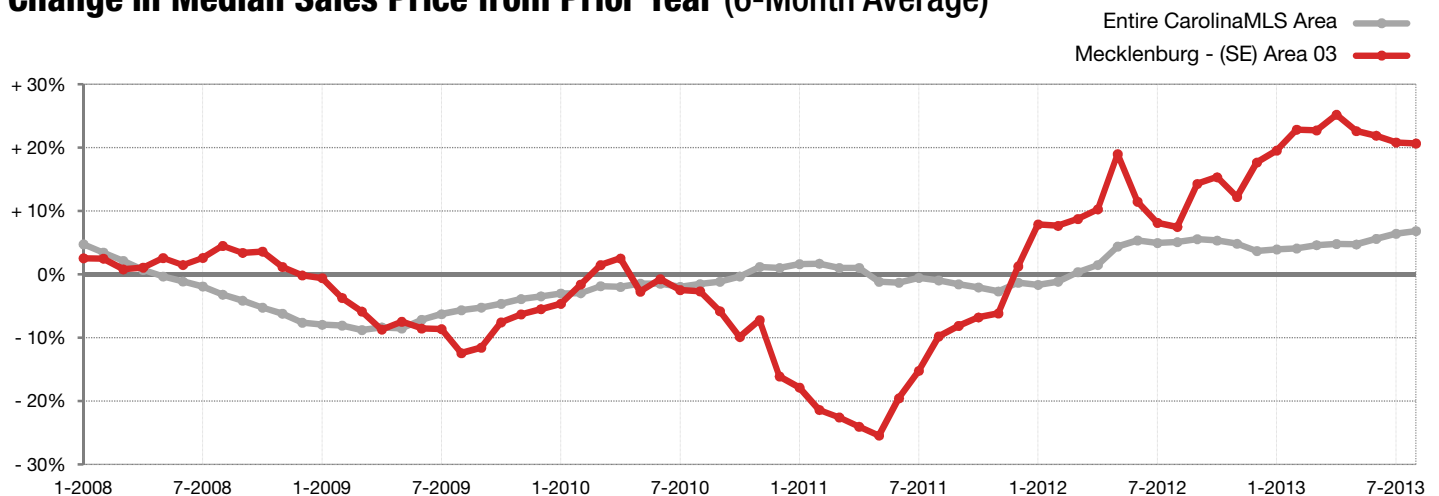


Year to Date

■ 2012 ■ 2013



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FOR MORE INFORMATION CONTACT A REALTOR®



Charlotte Regional Realtor® Association

Mecklenburg - (SSE) Area 04

+ 24.0%

Change in
New Listings

+ 38.1%

Change in
Closed Sales

- 0.7%

Change in
Median Sales Price

August

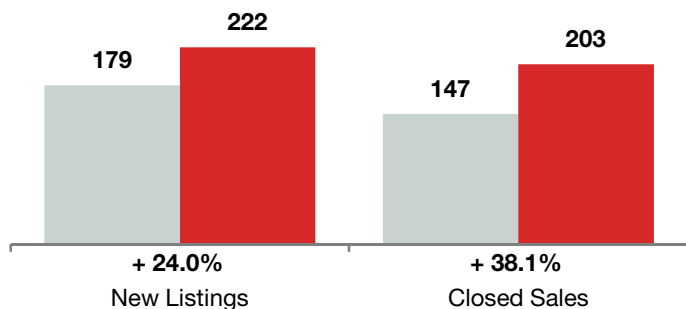
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	179	222	+ 24.0%	1,279	1,425	+ 11.4%
Closed Sales	147	203	+ 38.1%	621	842	+ 35.6%
Median Sales Price*	\$275,000	\$273,000	- 0.7%	\$245,000	\$263,000	+ 7.3%
Average Sales Price*	\$336,589	\$335,222	- 0.4%	\$298,141	\$333,119	+ 11.7%
Percent of Original List Price Received*	93.2%	96.8%	+ 3.9%	92.4%	95.4%	+ 3.2%
List to Close	129	107	- 17.1%	148	118	- 20.3%
Days on Market Until Sale	105	71	- 31.7%	118	84	- 29.4%
Cumulative Days on Market Until Sale	142	89	- 37.0%	158	104	- 34.3%
Inventory of Homes for Sale	729	554	- 24.0%	--	--	--
Months Supply of Inventory	6.8	3.9	- 41.9%	--	--	--

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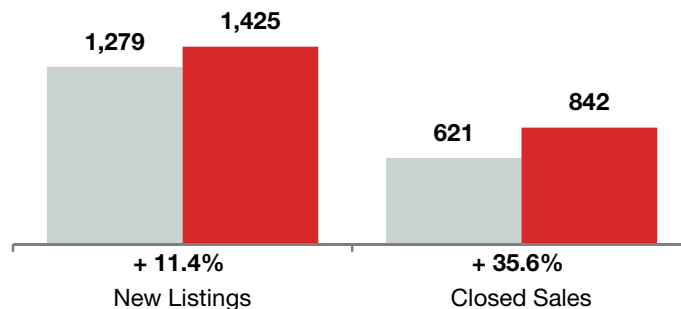
August

■ 2012 ■ 2013

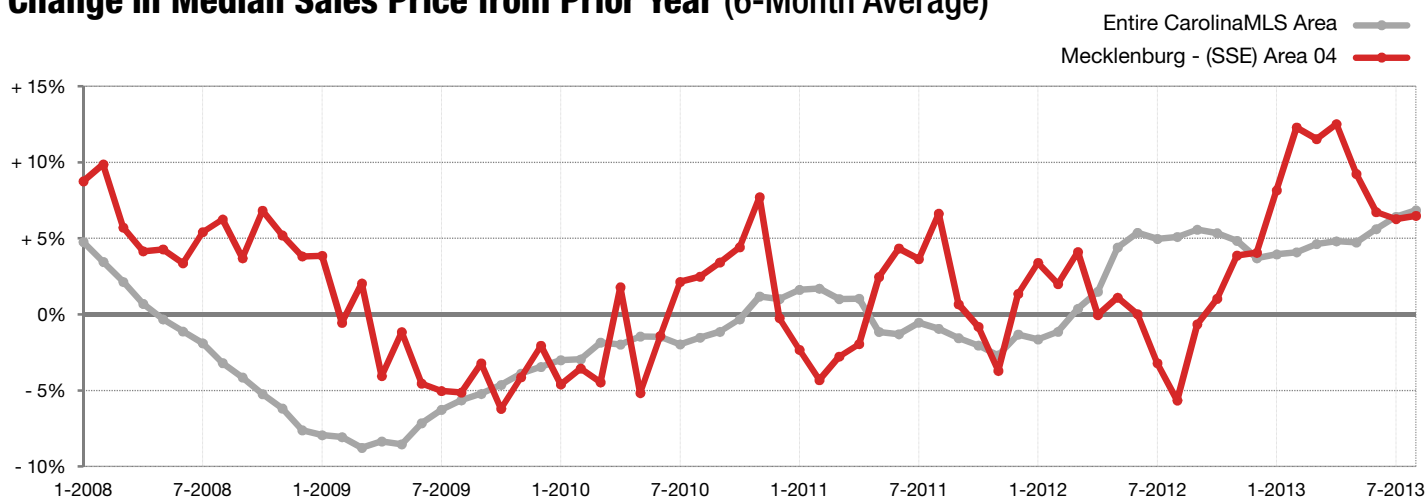


Year to Date

■ 2012 ■ 2013



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



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Charlotte Regional Realtor® Association

Mecklenburg - (S) Area 05

+ 5.3%

Change in
New Listings

+ 24.4%

Change in
Closed Sales

+ 4.4%

Change in
Median Sales Price

August

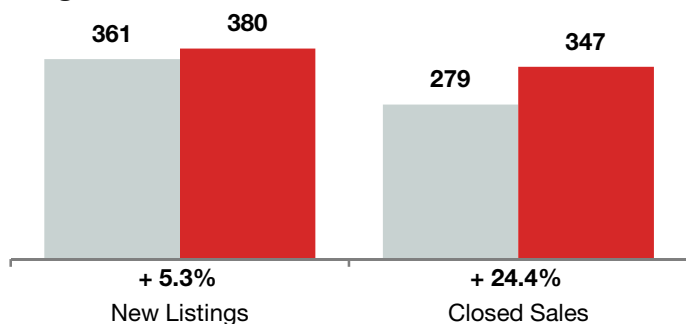
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	361	380	+ 5.3%	2,133	2,373	+ 11.3%
Closed Sales	279	347	+ 24.4%	1,099	1,510	+ 37.4%
Median Sales Price*	\$315,000	\$329,000	+ 4.4%	\$285,000	\$285,000	0.0%
Average Sales Price*	\$432,098	\$425,290	- 1.6%	\$384,184	\$386,238	+ 0.5%
Percent of Original List Price Received*	93.6%	96.0%	+ 2.6%	93.1%	95.2%	+ 2.3%
List to Close	136	107	- 21.6%	147	126	- 14.3%
Days on Market Until Sale	114	73	- 35.8%	121	89	- 26.1%
Cumulative Days on Market Until Sale	140	81	- 41.9%	154	103	- 33.0%
Inventory of Homes for Sale	1,283	825	- 35.7%	--	--	--
Months Supply of Inventory	6.5	3.3	- 49.5%	--	--	--

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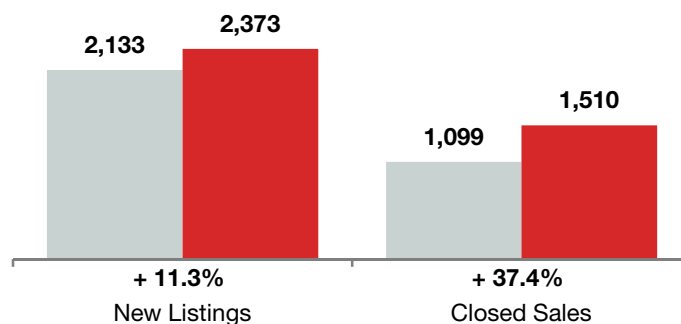
August

■ 2012 ■ 2013

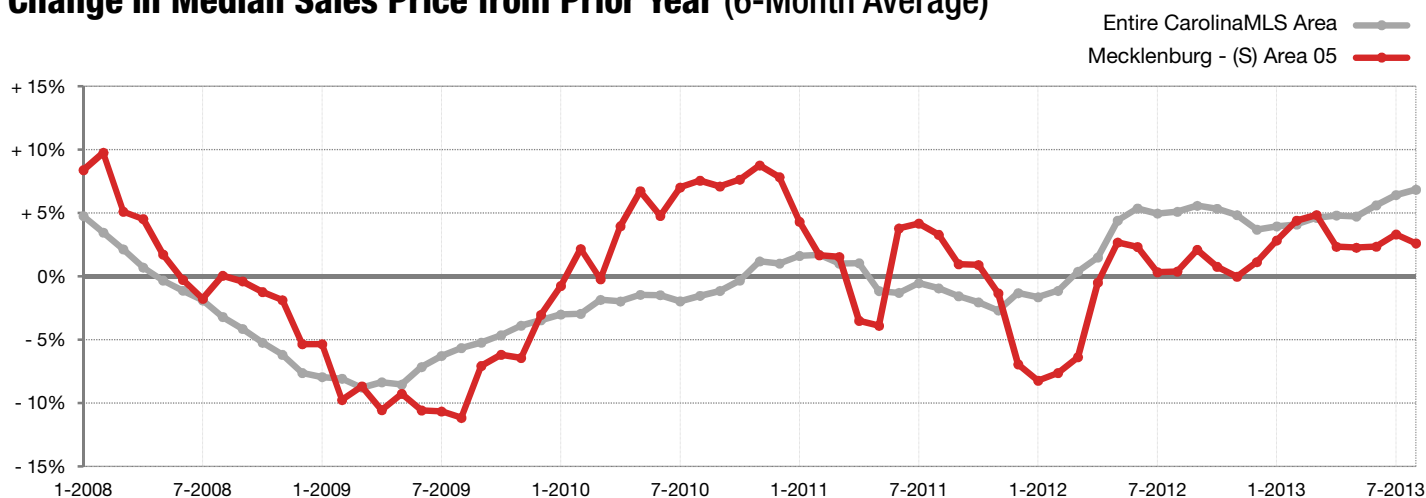


Year to Date

■ 2012 ■ 2013



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Charlotte Regional Realtor® Association

Mecklenburg - (SSW) Area 06

0.0%

Change in
New Listings

+ 62.0%

Change in
Closed Sales

+ 4.6%

Change in
Median Sales Price

August

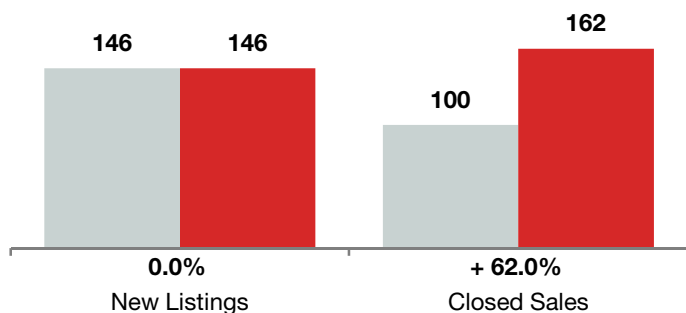
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	146	146	0.0%	800	992	+ 24.0%
Closed Sales	100	162	+ 62.0%	452	662	+ 46.5%
Median Sales Price*	\$196,000	\$205,000	+ 4.6%	\$179,000	\$189,929	+ 6.1%
Average Sales Price*	\$238,652	\$237,003	- 0.7%	\$215,595	\$219,432	+ 1.8%
Percent of Original List Price Received*	92.5%	96.4%	+ 4.2%	91.5%	94.4%	+ 3.2%
List to Close	158	110	- 30.4%	164	128	- 22.0%
Days on Market Until Sale	119	71	- 39.9%	125	90	- 28.0%
Cumulative Days on Market Until Sale	149	87	- 41.4%	163	106	- 35.1%
Inventory of Homes for Sale	438	294	- 32.9%	--	--	--
Months Supply of Inventory	5.3	2.7	- 49.7%	--	--	--

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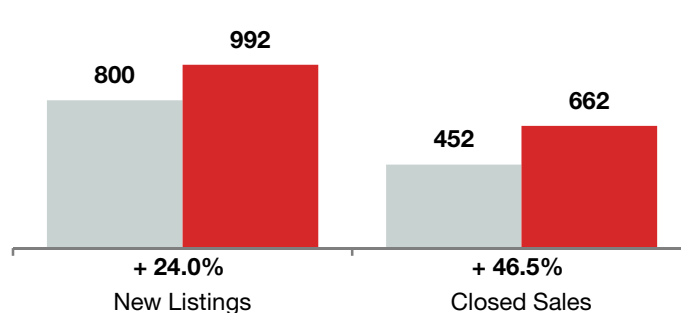
August

■ 2012 ■ 2013

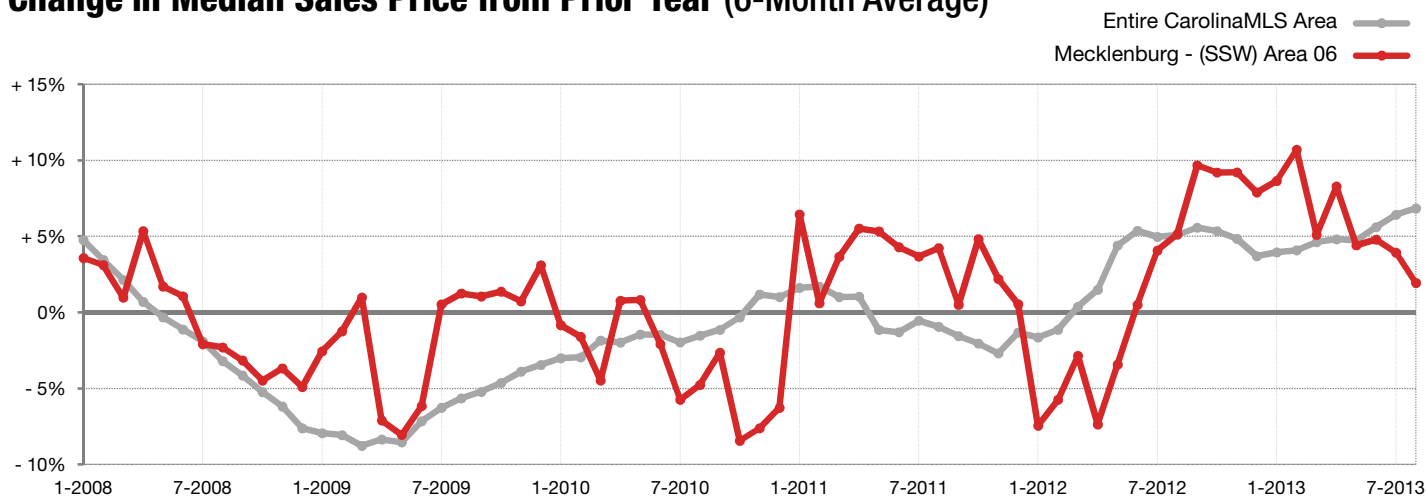


Year to Date

■ 2012 ■ 2013



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FOR MORE INFORMATION CONTACT A REALTOR®



Charlotte Regional Realtor® Association

Mecklenburg - (SW) Area 07

0.0%

Change in
New Listings

+ 65.7%

Change in
Closed Sales

+ 12.4%

Change in
Median Sales Price

August

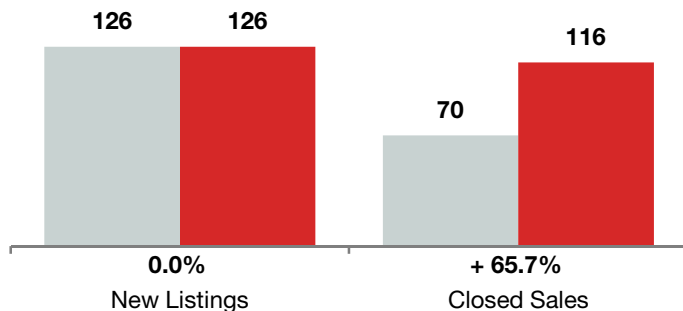
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	126	126	0.0%	667	813	+ 21.9%
Closed Sales	70	116	+ 65.7%	387	573	+ 48.1%
Median Sales Price*	\$145,950	\$164,000	+ 12.4%	\$140,000	\$150,000	+ 7.1%
Average Sales Price*	\$153,212	\$168,690	+ 10.1%	\$144,703	\$159,628	+ 10.3%
Percent of Original List Price Received*	94.3%	97.9%	+ 3.8%	93.3%	97.0%	+ 4.0%
List to Close	148	98	- 33.8%	155	129	- 16.8%
Days on Market Until Sale	92	63	- 31.1%	97	80	- 17.6%
Cumulative Days on Market Until Sale	113	60	- 46.8%	117	81	- 30.2%
Inventory of Homes for Sale	430	245	- 43.0%	--	--	--
Months Supply of Inventory	5.9	2.5	- 56.4%	--	--	--

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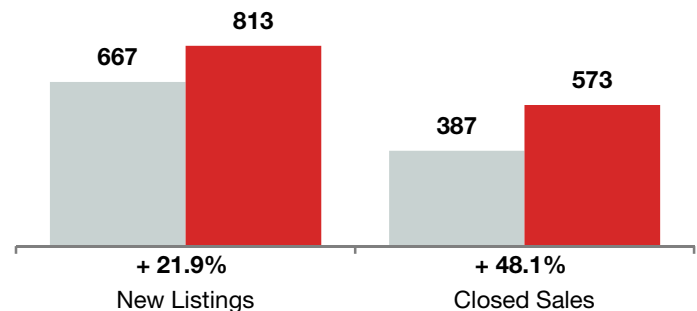
August

■ 2012 ■ 2013

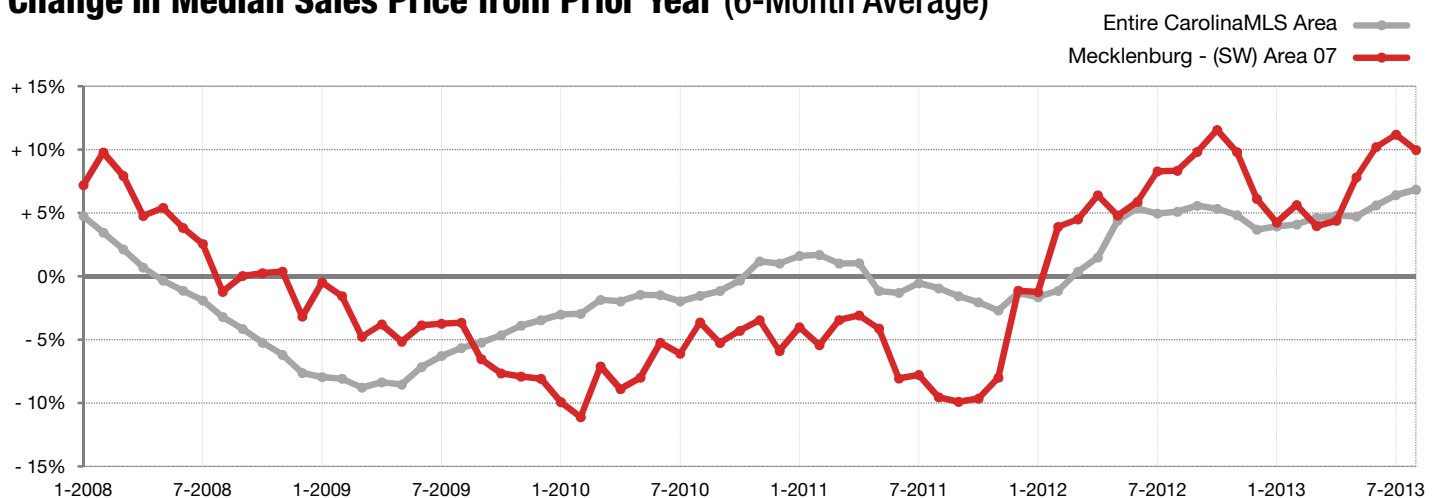


Year to Date

■ 2012 ■ 2013



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Charlotte Regional Realtor® Association

Mecklenburg - (W) Area 08

- 12.8%

Change in
New Listings

+ 3.6%

Change in
Closed Sales

+ 47.5%

Change in
Median Sales Price

August

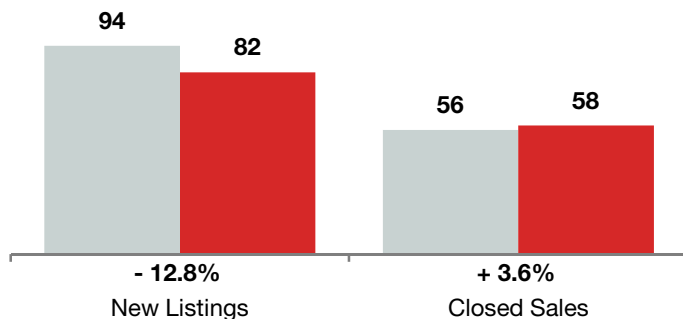
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	94	82	- 12.8%	511	499	- 2.3%
Closed Sales	56	58	+ 3.6%	281	333	+ 18.5%
Median Sales Price*	\$57,001	\$84,100	+ 47.5%	\$63,000	\$73,300	+ 16.3%
Average Sales Price*	\$73,616	\$98,769	+ 34.2%	\$73,249	\$87,184	+ 19.0%
Percent of Original List Price Received*	92.1%	93.4%	+ 1.4%	89.0%	92.3%	+ 3.7%
List to Close	120	129	+ 7.8%	137	133	- 2.9%
Days on Market Until Sale	76	75	- 0.7%	96	86	- 10.1%
Cumulative Days on Market Until Sale	91	91	+ 0.0%	139	101	- 27.2%
Inventory of Homes for Sale	343	214	- 37.6%	--	--	--
Months Supply of Inventory	6.9	3.6	- 48.3%	--	--	--

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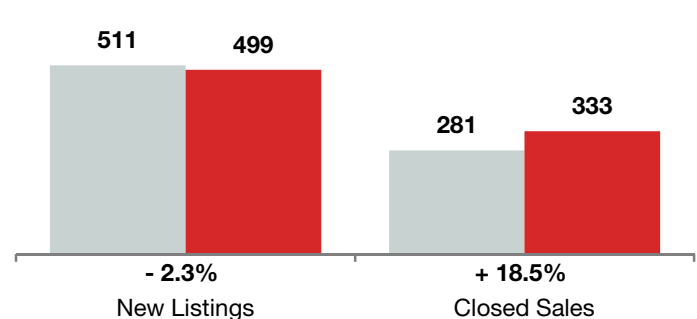
August

■ 2012 ■ 2013

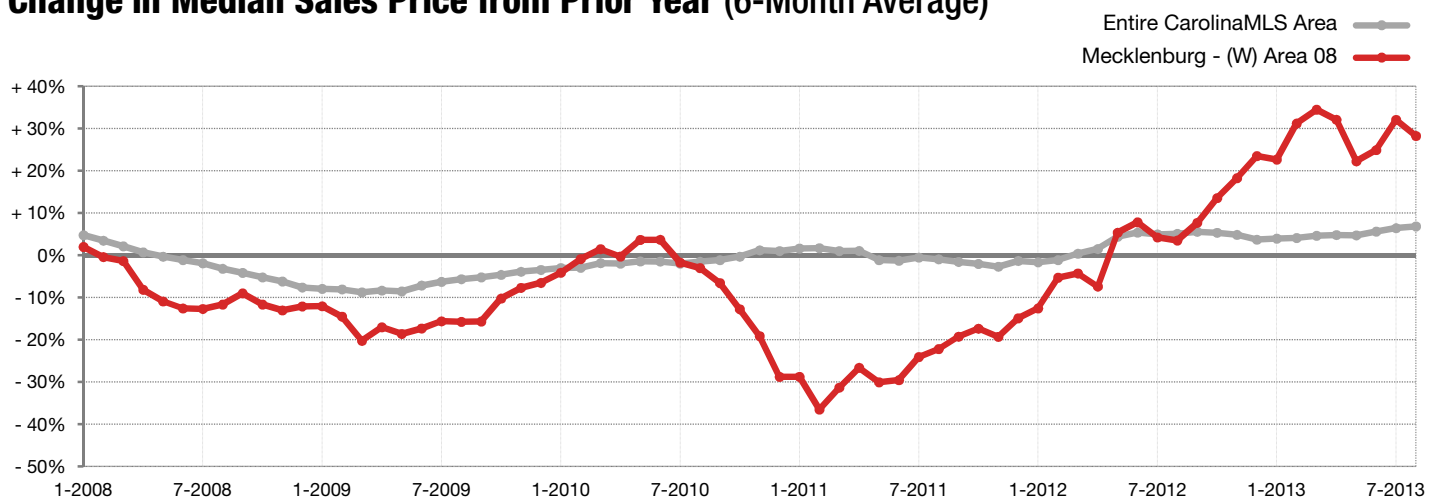


Year to Date

■ 2012 ■ 2013



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Charlotte Regional Realtor® Association

Mecklenburg - (NW) Area 09

+ 2.9%

Change in
New Listings

+ 29.2%

Change in
Closed Sales

+ 36.2%

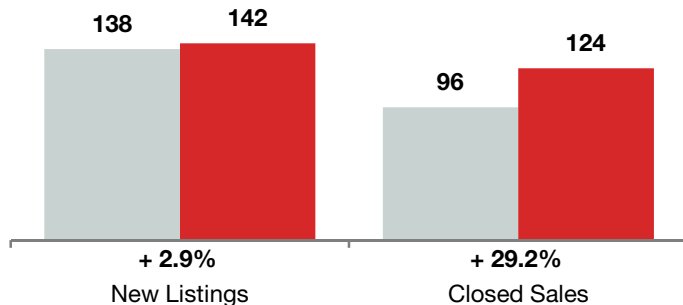
Change in
Median Sales Price

	August			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	138	142	+ 2.9%	832	917	+ 10.2%
Closed Sales	96	124	+ 29.2%	468	611	+ 30.6%
Median Sales Price*	\$123,875	\$168,750	+ 36.2%	\$127,000	\$151,500	+ 19.3%
Average Sales Price*	\$148,304	\$187,103	+ 26.2%	\$151,784	\$173,497	+ 14.3%
Percent of Original List Price Received*	94.5%	97.9%	+ 3.6%	92.7%	96.5%	+ 4.1%
List to Close	117	111	- 5.0%	141	128	- 9.2%
Days on Market Until Sale	80	70	- 12.0%	102	86	- 15.4%
Cumulative Days on Market Until Sale	112	76	- 32.1%	134	96	- 28.2%
Inventory of Homes for Sale	475	313	- 34.1%	--	--	--
Months Supply of Inventory	5.7	2.9	- 48.7%	--	--	--

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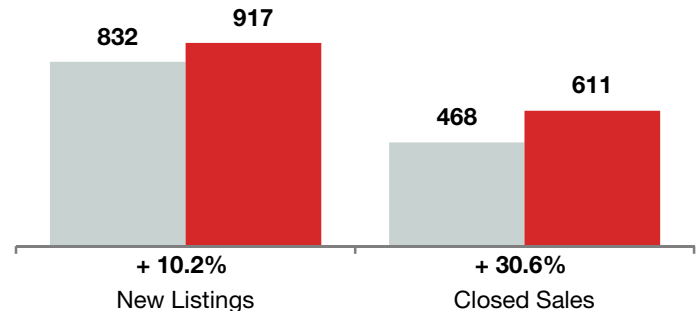
August

2012 2013

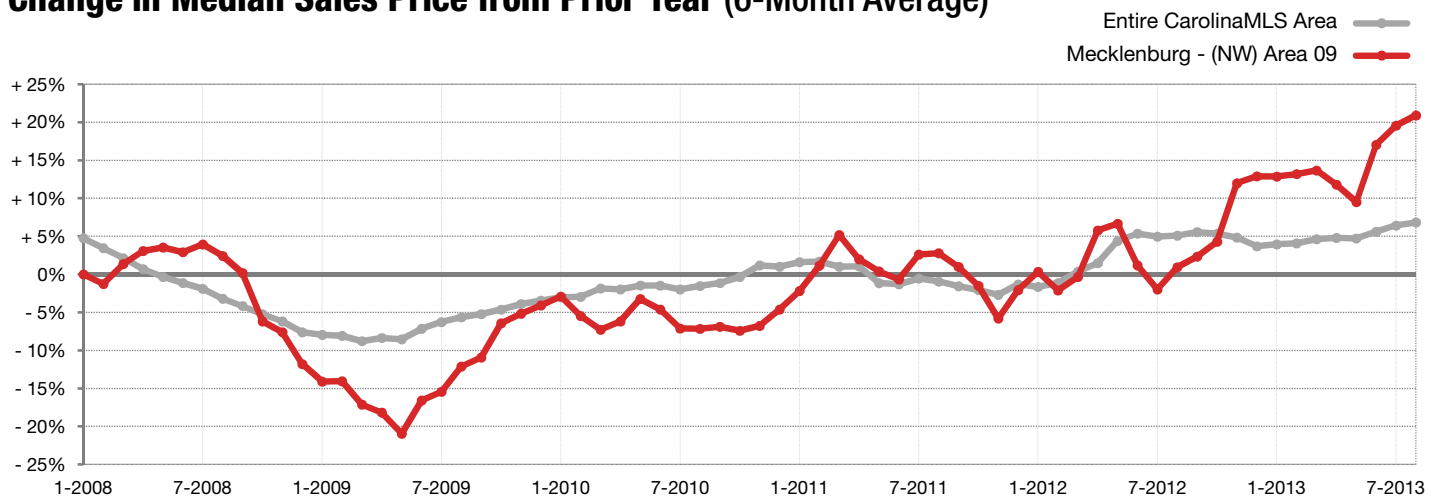


Year to Date

2012 2013



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Charlotte Regional Realtor® Association

Lake Norman / Area 13

+ 1.2%

Change in
New Listings

+ 30.1%

Change in
Closed Sales

+ 5.1%

Change in
Median Sales Price

August

Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	242	245	+ 1.2%	1,606	1,706	+ 6.2%
Closed Sales	136	177	+ 30.1%	591	766	+ 29.6%
Median Sales Price*	\$323,630	\$340,000	+ 5.1%	\$340,000	\$330,000	- 2.9%
Average Sales Price*	\$398,147	\$459,809	+ 15.5%	\$438,332	\$436,338	- 0.5%
Percent of Original List Price Received*	92.0%	93.7%	+ 1.8%	90.8%	92.8%	+ 2.2%
List to Close	147	158	+ 7.6%	167	163	- 2.4%
Days on Market Until Sale	115	117	+ 1.4%	133	121	- 8.5%
Cumulative Days on Market Until Sale	162	128	- 20.8%	182	144	- 20.8%
Inventory of Homes for Sale	1,246	1,092	- 12.4%	--	--	--
Months Supply of Inventory	11.2	8.2	- 26.8%	--	--	--

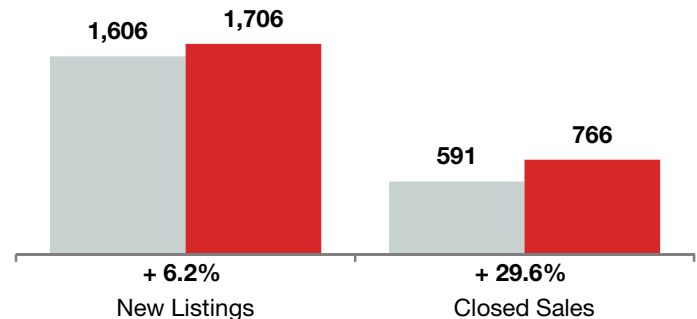
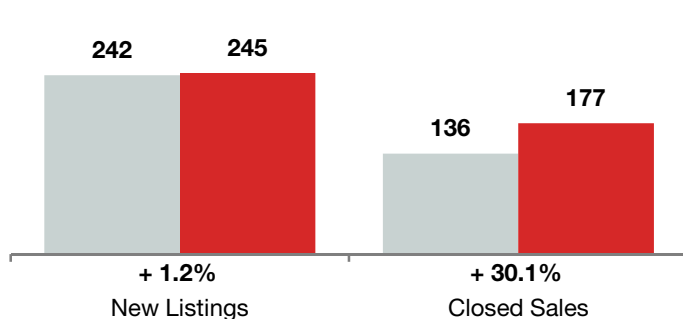
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August

■ 2012 ■ 2013

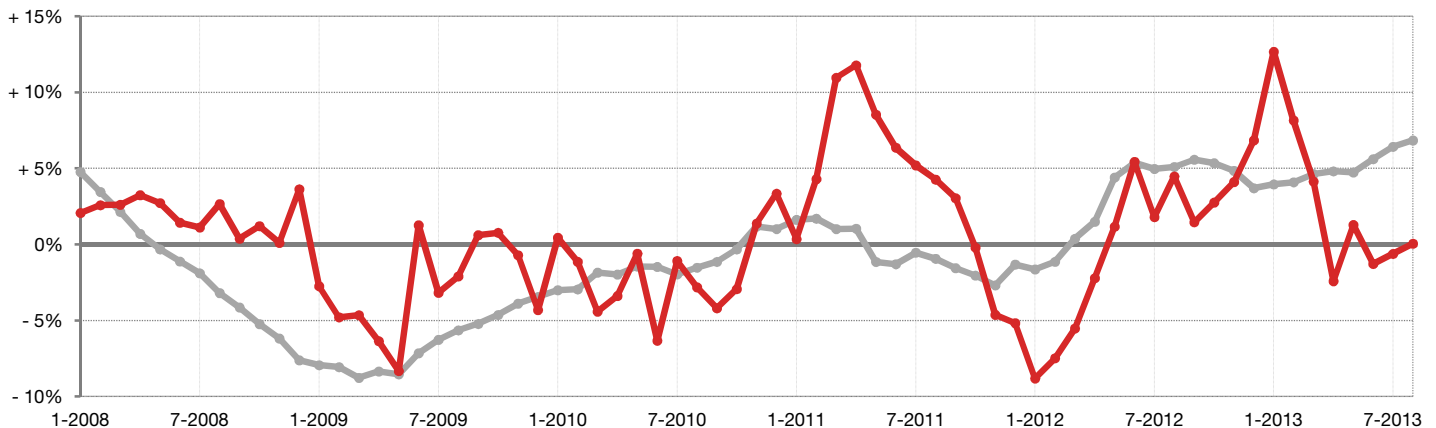
Year to Date

■ 2012 ■ 2013



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

Entire CarolinaMLS Area —
Lake Norman / Area 13 —



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Local Market Update – August 2013

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Charlotte Regional Realtor® Association

Lake Wylie / Area 15

+ 9.1%

Change in
New Listings

+ 8.9%

Change in
Closed Sales

- 15.3%

Change in
Median Sales Price

August

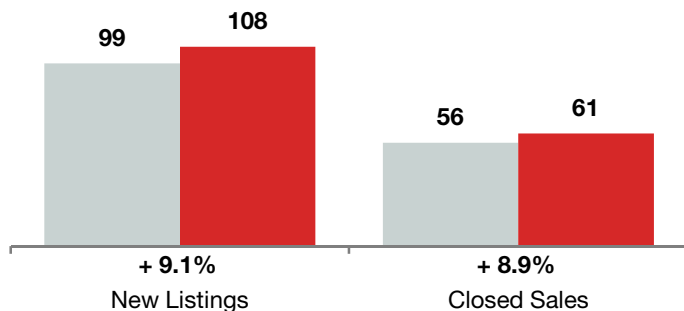
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	99	108	+ 9.1%	581	622	+ 7.1%
Closed Sales	56	61	+ 8.9%	208	308	+ 48.1%
Median Sales Price*	\$318,700	\$270,000	- 15.3%	\$279,950	\$274,000	- 2.1%
Average Sales Price*	\$394,535	\$299,227	- 24.2%	\$340,716	\$324,025	- 4.9%
Percent of Original List Price Received*	93.1%	94.4%	+ 1.4%	92.5%	93.3%	+ 0.9%
List to Close	167	150	- 10.0%	175	159	- 9.1%
Days on Market Until Sale	133	119	- 10.6%	132	122	- 7.0%
Cumulative Days on Market Until Sale	156	143	- 8.0%	170	153	- 10.3%
Inventory of Homes for Sale	458	400	- 12.7%	--	--	--
Months Supply of Inventory	12.1	7.7	- 36.9%	--	--	--

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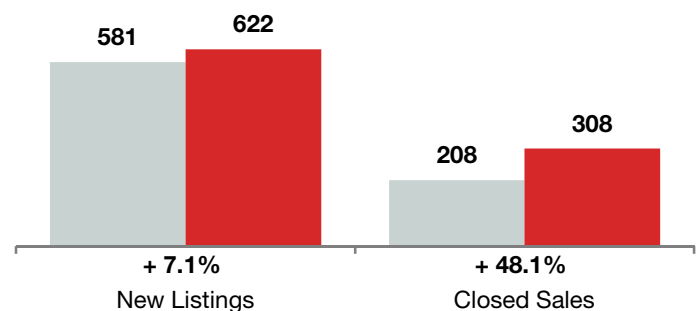
August

■ 2012 ■ 2013



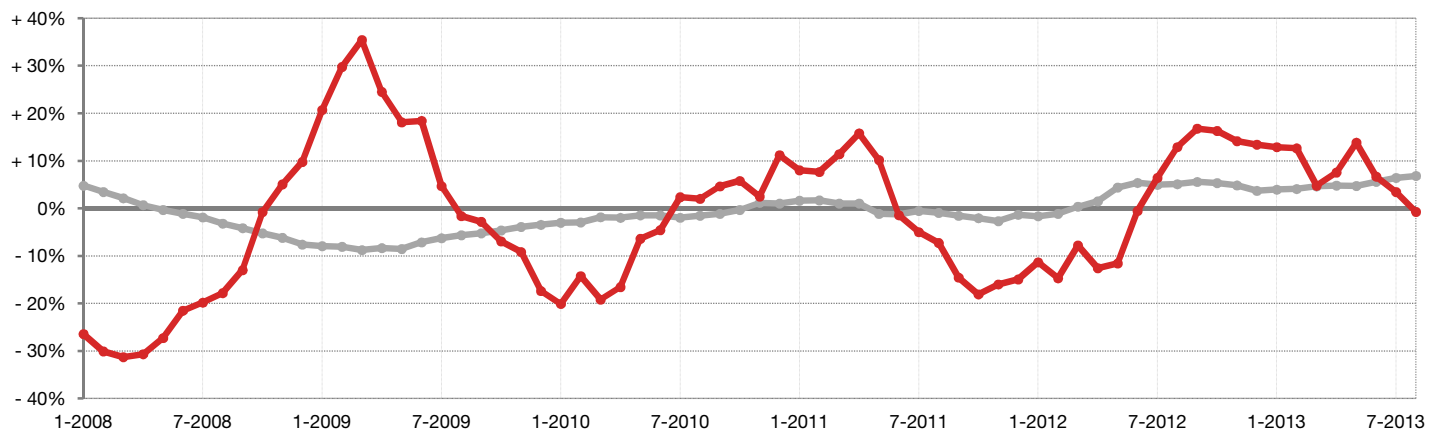
Year to Date

■ 2012 ■ 2013



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

Entire CarolinaMLS Area —
Lake Wylie / Area 15 —



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Local Market Update – August 2013

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Charlotte Regional **Realtor®** Association

Uptown / Area 99

+ 19.4%

Change in
New Listings

- 14.3%

Change in
Closed Sales

+ 11.9%

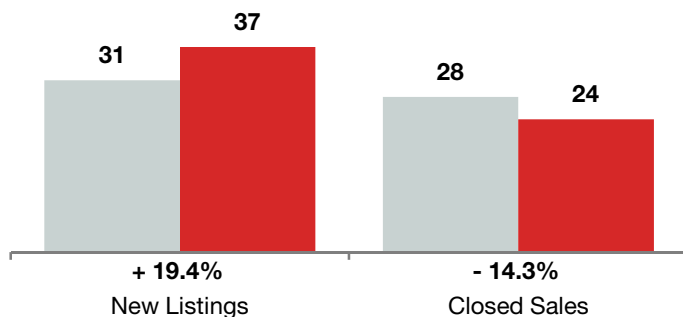
Change in
Median Sales Price

	August			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	31	37	+ 19.4%	199	230	+ 15.6%
Closed Sales	28	24	- 14.3%	106	139	+ 31.1%
Median Sales Price*	\$209,950	\$235,000	+ 11.9%	\$209,950	\$212,500	+ 1.2%
Average Sales Price*	\$228,781	\$247,579	+ 8.2%	\$254,111	\$260,521	+ 2.5%
Percent of Original List Price Received*	94.5%	96.7%	+ 2.3%	92.4%	95.6%	+ 3.5%
List to Close	184	136	- 26.3%	177	145	- 18.1%
Days on Market Until Sale	152	99	- 34.8%	140	106	- 24.5%
Cumulative Days on Market Until Sale	170	120	- 29.4%	164	115	- 30.0%
Inventory of Homes for Sale	150	84	- 44.0%	--	--	--
Months Supply of Inventory	8.2	3.2	- 60.5%	--	--	--

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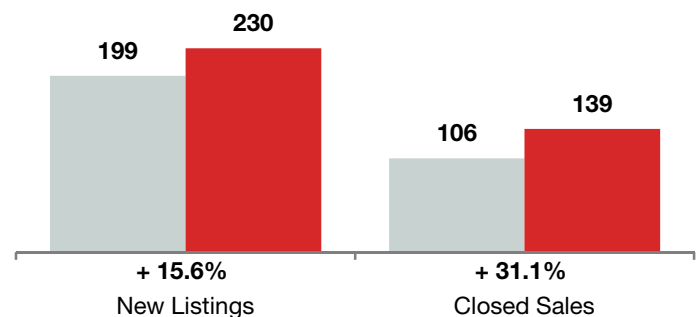
August

■ 2012 ■ 2013



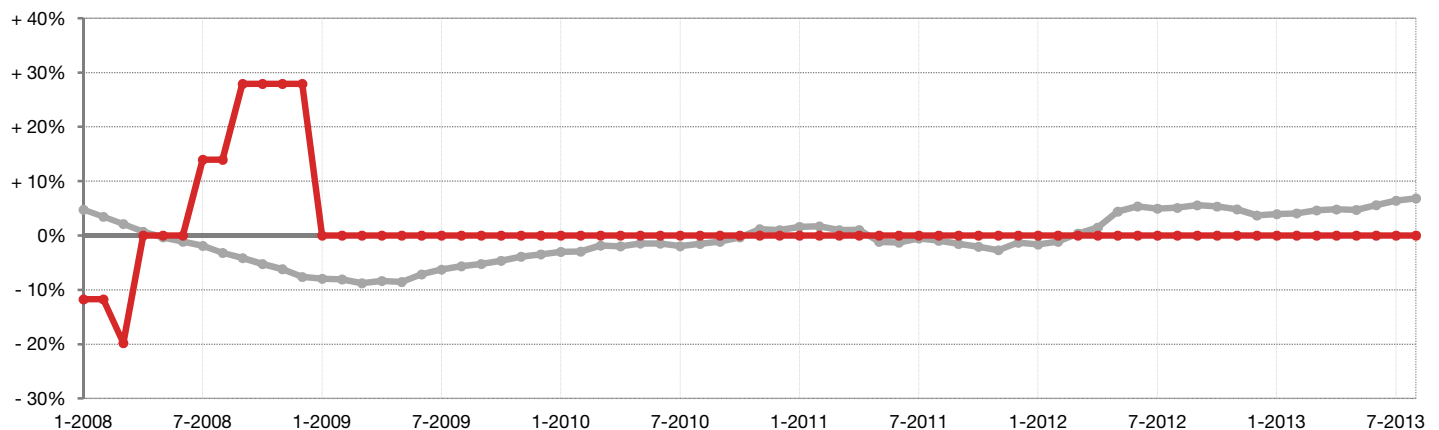
Year to Date

■ 2012 ■ 2013



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

Entire CarolinaMLS Area —
Uptown / Area 99 —



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Charlotte Regional Realtor® Association

Montgomery County

- 20.5%

Change in
New Listings

+ 60.0%

Change in
Closed Sales

- 6.6%

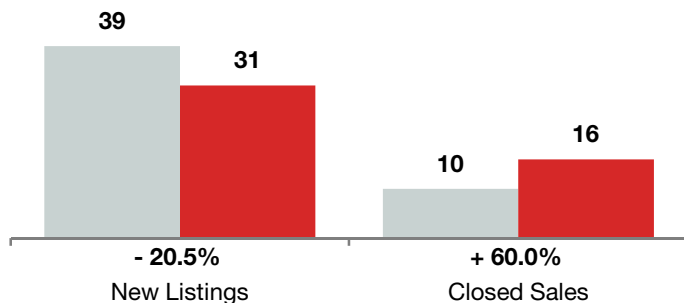
Change in
Median Sales Price

	August			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	39	31	- 20.5%	201	184	- 8.5%
Closed Sales	10	16	+ 60.0%	62	64	+ 3.2%
Median Sales Price*	\$74,950	\$70,000	- 6.6%	\$118,000	\$84,450	- 28.4%
Average Sales Price*	\$130,490	\$142,033	+ 8.8%	\$202,606	\$159,453	- 21.3%
Percent of Original List Price Received*	85.9%	80.0%	- 6.9%	85.9%	81.0%	- 5.7%
List to Close	278	346	+ 24.7%	236	337	+ 42.8%
Days on Market Until Sale	146	215	+ 47.3%	168	224	+ 33.5%
Cumulative Days on Market Until Sale	194	215	+ 10.8%	169	225	+ 32.9%
Inventory of Homes for Sale	351	327	- 6.8%	--	--	--
Months Supply of Inventory	32.2	27.3	- 15.2%	--	--	--

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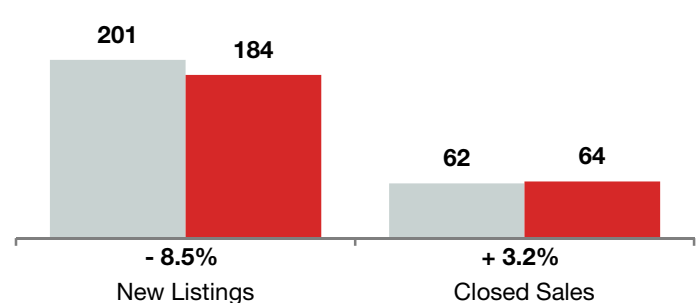
August

2012 2013



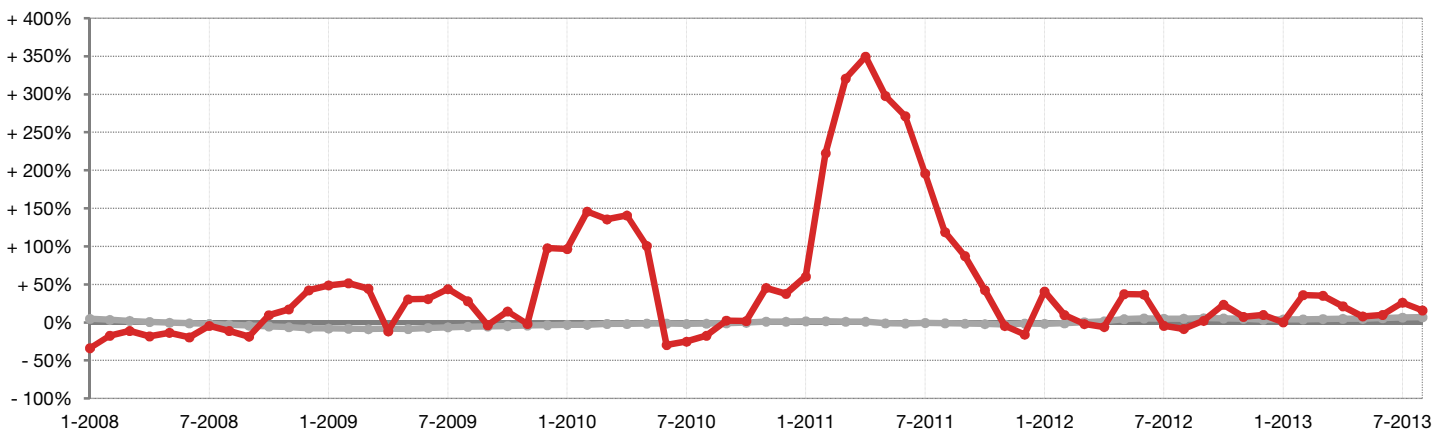
Year to Date

2012 2013



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

Entire CarolinaMLS Area
Montgomery County



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Local Market Update – August 2013

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Charlotte Regional **Realtor®** Association

Stanly County

+ 63.0%

Change in
New Listings

+ 42.3%

Change in
Closed Sales

+ 2.3%

Change in
Median Sales Price

August

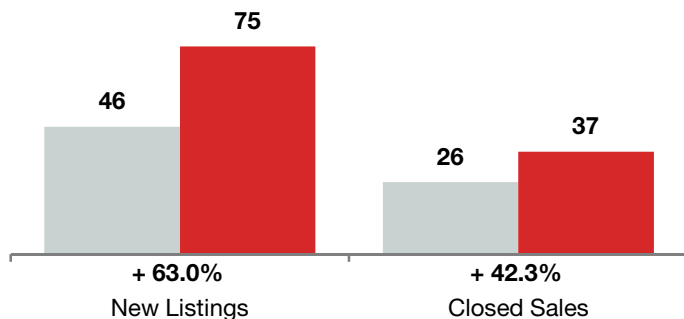
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	46	75	+ 63.0%	385	424	+ 10.1%
Closed Sales	26	37	+ 42.3%	153	216	+ 41.2%
Median Sales Price*	\$117,250	\$120,000	+ 2.3%	\$114,000	\$110,500	- 3.1%
Average Sales Price*	\$154,407	\$143,601	- 7.0%	\$131,407	\$127,209	- 3.2%
Percent of Original List Price Received*	87.3%	89.0%	+ 1.9%	87.1%	87.6%	+ 0.6%
List to Close	162	194	+ 19.7%	184	189	+ 2.7%
Days on Market Until Sale	122	143	+ 17.0%	133	144	+ 8.2%
Cumulative Days on Market Until Sale	134	154	+ 14.9%	153	161	+ 5.7%
Inventory of Homes for Sale	444	415	- 6.5%	--	--	--
Months Supply of Inventory	17.5	12.3	- 29.8%	--	--	--

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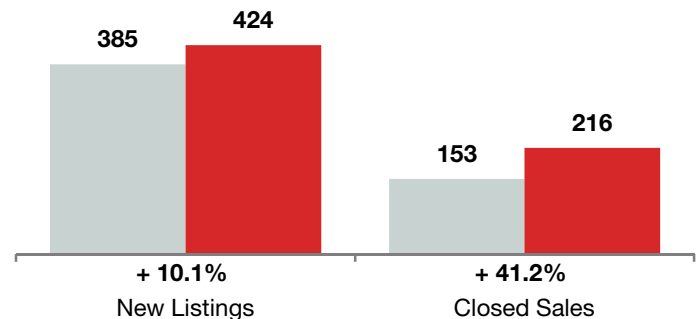
August

■ 2012 ■ 2013



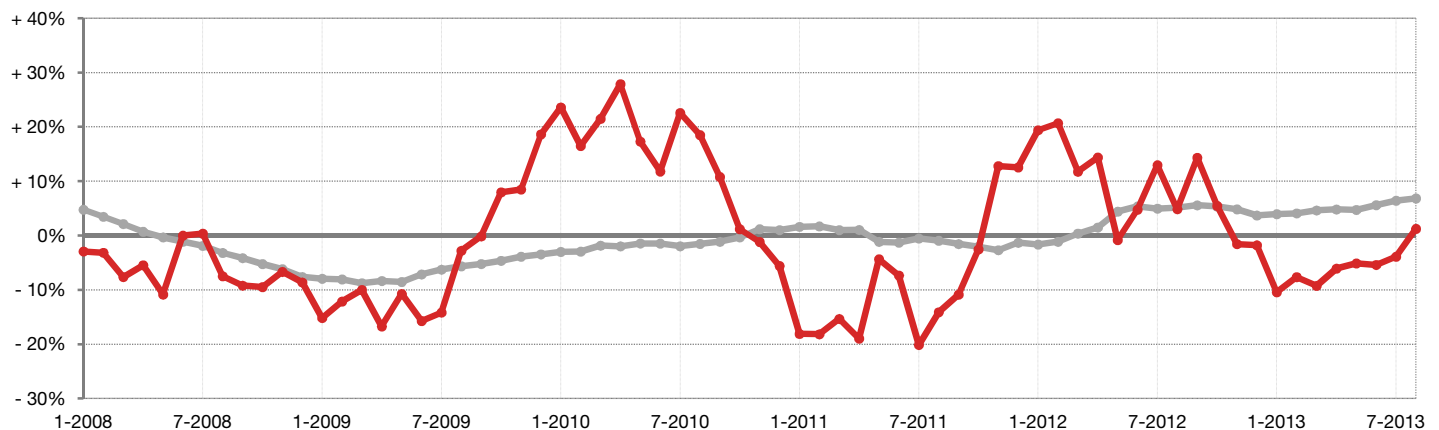
Year to Date

■ 2012 ■ 2013



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

Entire CarolinaMLS Area —
Stanly County —



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Local Market Update – August 2013

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Charlotte Regional Realtor® Association

Union County

+ 2.8%

Change in
New Listings

+ 35.4%

Change in
Closed Sales

+ 12.2%

Change in
Median Sales Price

August

Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	427	439	+ 2.8%	2,580	2,631	+ 2.0%
Closed Sales	260	352	+ 35.4%	1,212	1,706	+ 40.8%
Median Sales Price*	\$204,125	\$228,936	+ 12.2%	\$183,599	\$193,000	+ 5.1%
Average Sales Price*	\$257,835	\$281,482	+ 9.2%	\$250,136	\$246,055	- 1.6%
Percent of Original List Price Received*	93.7%	96.6%	+ 3.1%	92.5%	94.7%	+ 2.4%
List to Close	145	130	- 10.0%	152	138	- 9.2%
Days on Market Until Sale	106	92	- 13.6%	111	99	- 11.5%
Cumulative Days on Market Until Sale	129	103	- 20.2%	141	115	- 18.8%
Inventory of Homes for Sale	1,766	1,184	- 33.0%	--	--	--
Months Supply of Inventory	8.0	4.0	- 49.9%	--	--	--

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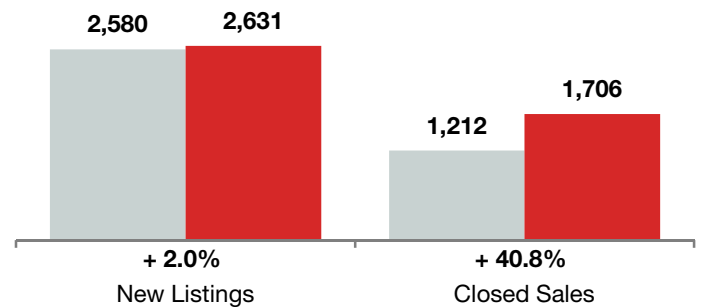
August

■ 2012 ■ 2013

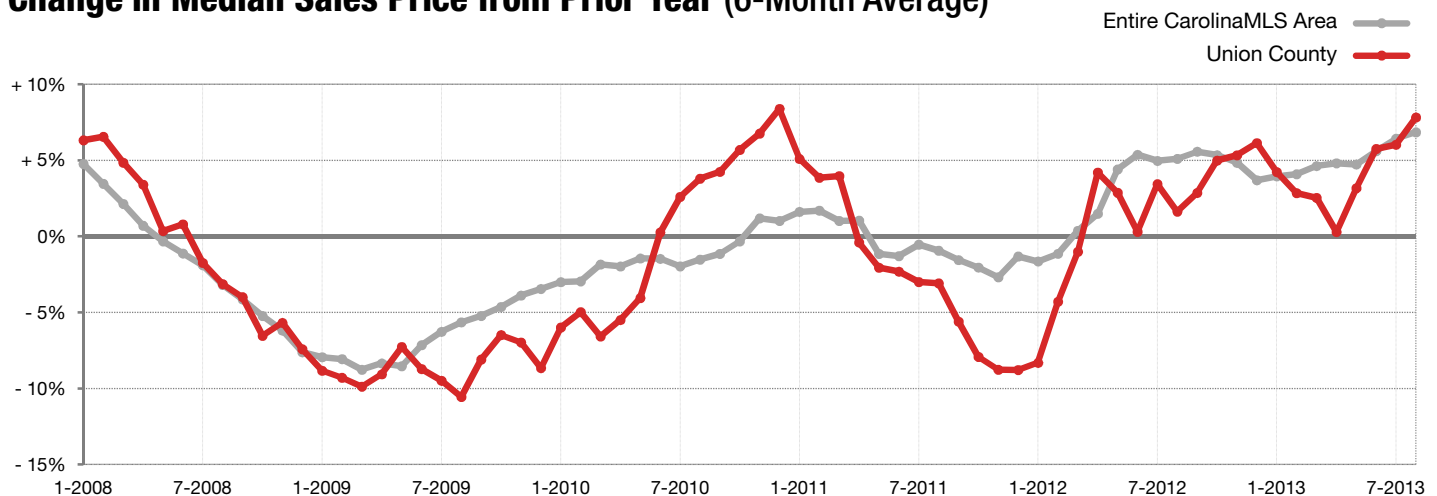


Year to Date

■ 2012 ■ 2013



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



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Charlotte Regional Realtor® Association

Cherokee County, SC

0.0%

--

--

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

August

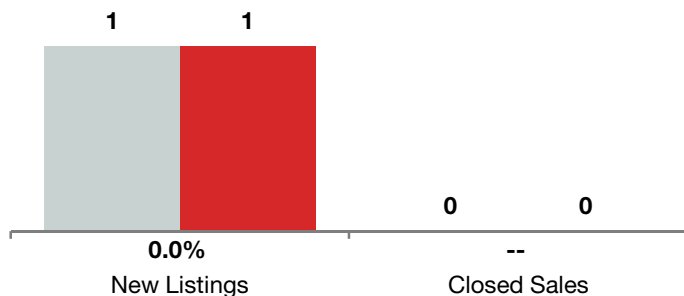
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	1	1	0.0%	3	3	0.0%
Closed Sales	0	0	--	1	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$69,900	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$69,900	\$0	- 100.0%
Percent of Original List Price Received*	0.0%	0.0%	--	100.0%	0.0%	- 100.0%
List to Close	0	0	--	38	0	- 100.0%
Days on Market Until Sale	0	0	--	13	0	- 100.0%
Cumulative Days on Market Until Sale	0	0	--	13	0	- 100.0%
Inventory of Homes for Sale	8	8	0.0%	--	--	--
Months Supply of Inventory	6.4	8.0	+ 25.0%	--	--	--

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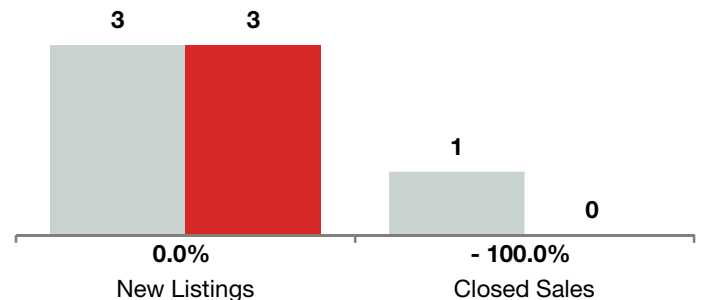
August

2012 2013

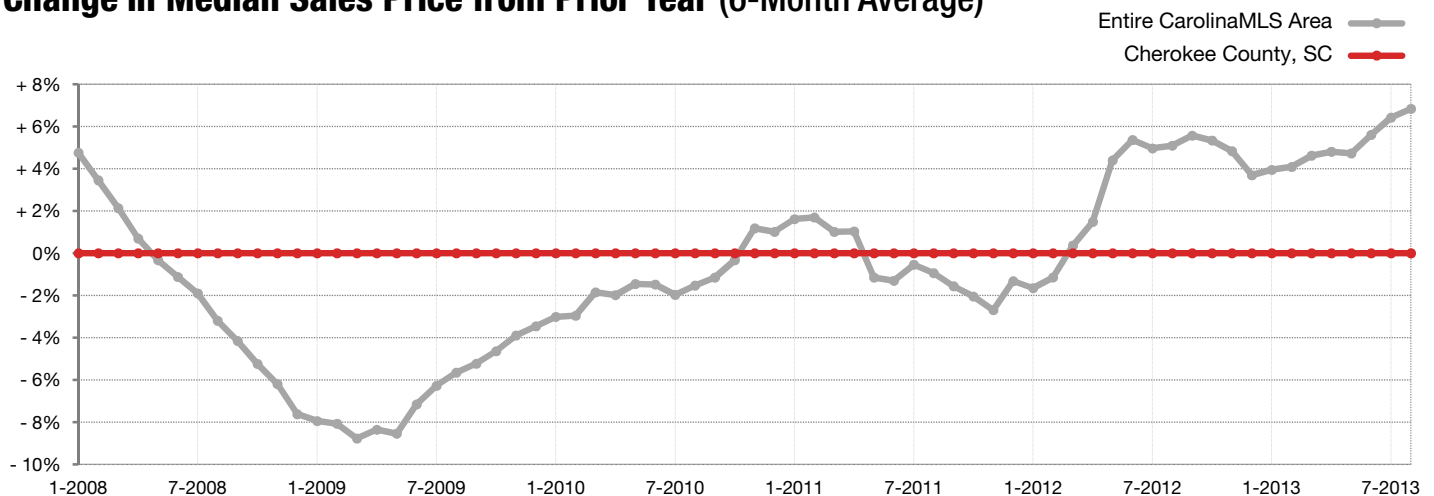


Year to Date

2012 2013



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



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Charlotte Regional Realtor® Association

Chester County, SC

+ 42.9%

Change in
New Listings

- 57.1%

Change in
Closed Sales

- 12.5%

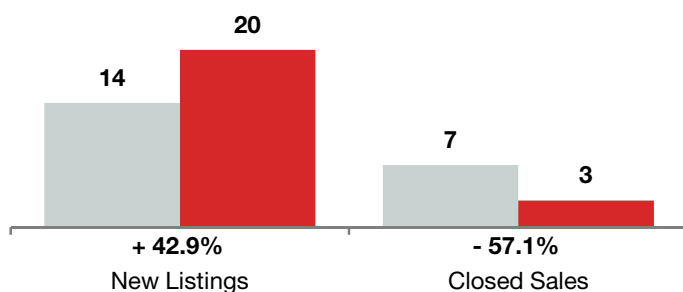
Change in
Median Sales Price

	August			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	14	20	+ 42.9%	58	63	+ 8.6%
Closed Sales	7	3	- 57.1%	22	25	+ 13.6%
Median Sales Price*	\$105,000	\$91,900	- 12.5%	\$40,000	\$85,000	+ 112.5%
Average Sales Price*	\$89,000	\$99,633	+ 11.9%	\$55,741	\$113,117	+ 102.9%
Percent of Original List Price Received*	88.0%	92.4%	+ 5.0%	82.8%	87.3%	+ 5.4%
List to Close	197	157	- 20.5%	168	152	- 9.5%
Days on Market Until Sale	150	115	- 23.0%	118	106	- 10.0%
Cumulative Days on Market Until Sale	203	233	+ 14.6%	137	120	- 12.4%
Inventory of Homes for Sale	49	61	+ 24.5%	--	--	--
Months Supply of Inventory	13.4	17.0	+ 27.4%	--	--	--

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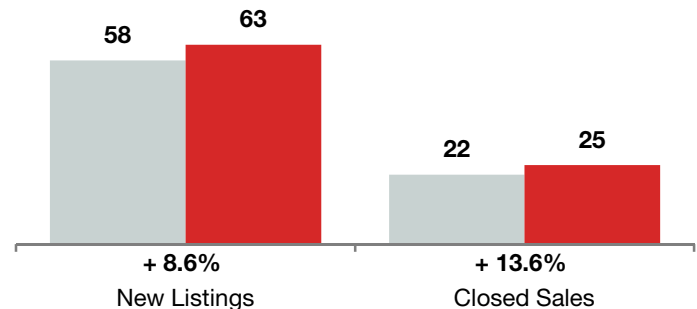
August

■ 2012 ■ 2013



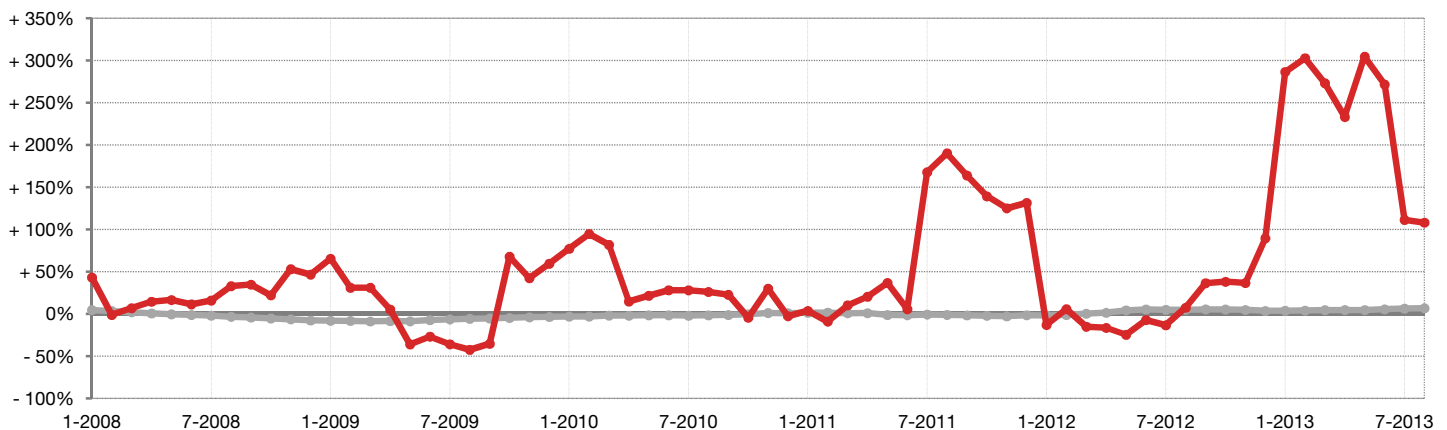
Year to Date

■ 2012 ■ 2013



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

Entire CarolinaMLS Area —
Chester County, SC —



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Charlotte Regional **Realtor®** Association

Chesterfield County, SC

+ 75.0%

Change in
New Listings

- 40.0%

Change in
Closed Sales

- 6.3%

Change in
Median Sales Price

August

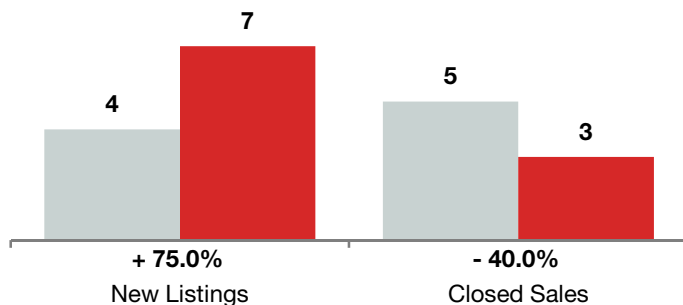
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	4	7	+ 75.0%	37	34	- 8.1%
Closed Sales	5	3	- 40.0%	19	11	- 42.1%
Median Sales Price*	\$80,000	\$75,000	- 6.3%	\$80,000	\$61,500	- 23.1%
Average Sales Price*	\$85,020	\$87,667	+ 3.1%	\$101,139	\$62,200	- 38.5%
Percent of Original List Price Received*	77.8%	76.5%	- 1.7%	85.0%	78.0%	- 8.2%
List to Close	247	260	+ 5.4%	206	232	+ 12.6%
Days on Market Until Sale	215	199	- 7.8%	154	185	+ 20.1%
Cumulative Days on Market Until Sale	215	199	- 7.8%	154	196	+ 27.4%
Inventory of Homes for Sale	47	44	- 6.4%	--	--	--
Months Supply of Inventory	20.7	15.1	- 26.9%	--	--	--

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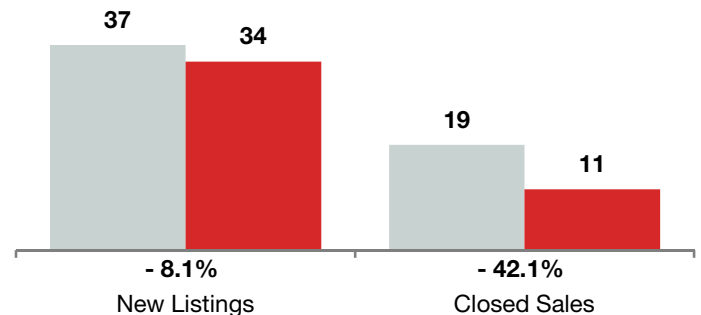
August

2012 2013



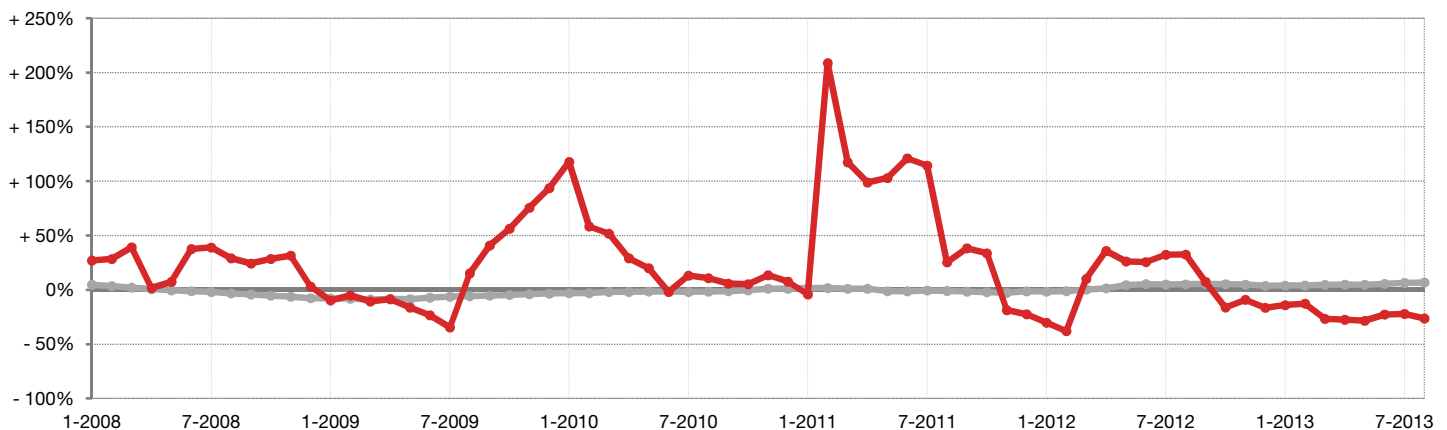
Year to Date

2012 2013



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

Entire CarolinaMLS Area
Chesterfield County, SC



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Charlotte Regional Realtor® Association

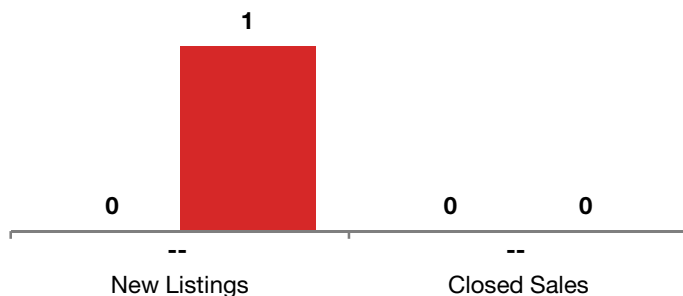
Fairfield County, SC

	Change in New Listings			Change in Closed Sales			Change in Median Sales Price		
	August			Year to Date					
	2012	2013	+ / -	2012	2013	+ / -			
New Listings	0	1	--	1	2	+ 100.0%			
Closed Sales	0	0	--	1	1	0.0%			
Median Sales Price*	\$0	\$0	--	\$200,000	\$224,900	+ 12.5%			
Average Sales Price*	\$0	\$0	--	\$200,000	\$224,900	+ 12.5%			
Percent of Original List Price Received*	0.0%	0.0%	--	80.0%	93.7%	+ 17.1%			
List to Close	0	0	--	421	232	- 44.9%			
Days on Market Until Sale	0	0	--	406	191	- 53.0%			
Cumulative Days on Market Until Sale	0	0	--	406	651	+ 60.3%			
Inventory of Homes for Sale	2	3	+ 50.0%	--	--	--			
Months Supply of Inventory	2.0	3.0	+ 50.0%	--	--	--			

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size. | Note: CarolinaMLS did not include "showable" under contract listings in the "Pending Sales" stats before July 2012. Listing agents report listings as "Under Contract-Show" earlier in the transaction. As a result, the new "Pending Sales" stats trend higher and the new "Months Supply of Inventory" stats trend lower since July 2012.

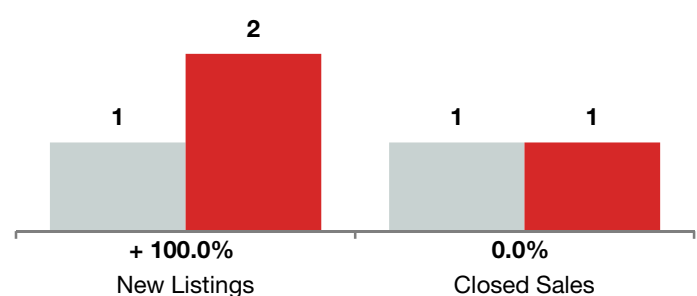
August

2012 2013



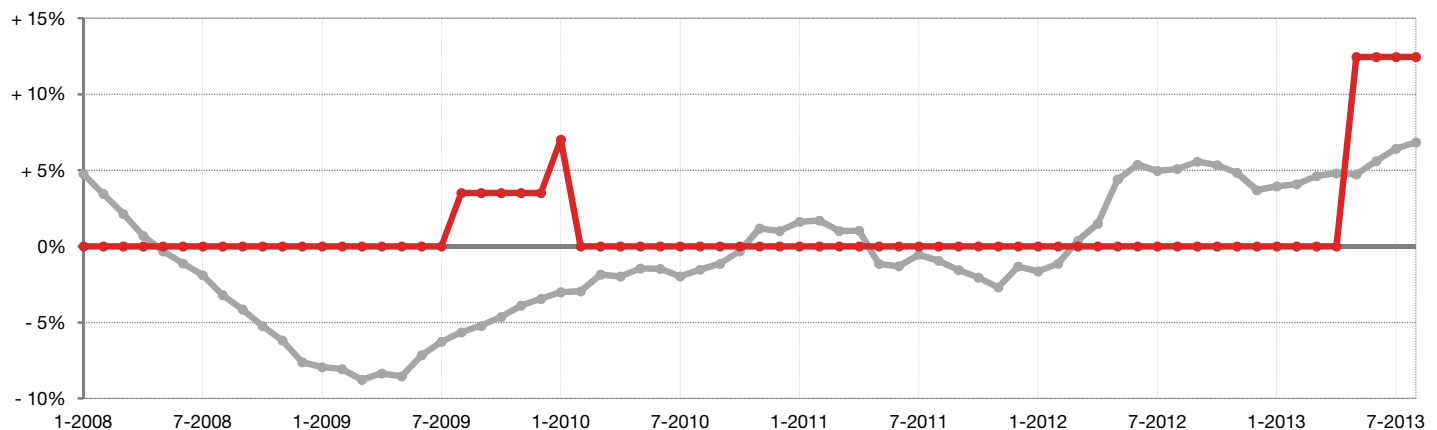
Year to Date

2012 2013



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

Entire CarolinaMLS Area
Fairfield County, SC



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average.

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Charlotte Regional Realtor® Association

Kershaw County, SC

	August			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	0	0	--	1	7	+ 600.0%
Closed Sales	0	0	--	3	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$40,000	\$0	- 100.0%
Average Sales Price*	\$0	\$0	--	\$96,167	\$0	- 100.0%
Percent of Original List Price Received*	0.0%	0.0%	--	81.8%	0.0%	- 100.0%
List to Close	0	0	--	205	0	- 100.0%
Days on Market Until Sale	0	0	--	188	0	- 100.0%
Cumulative Days on Market Until Sale	0	0	--	188	0	- 100.0%
Inventory of Homes for Sale	1	9	+ 800.0%	--	--	--
Months Supply of Inventory	0.7	0.0	- 100.0%	--	--	--

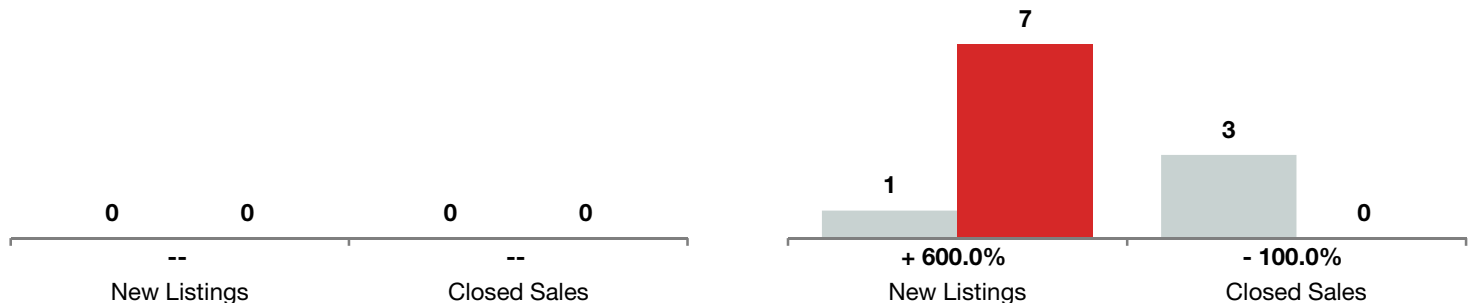
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August

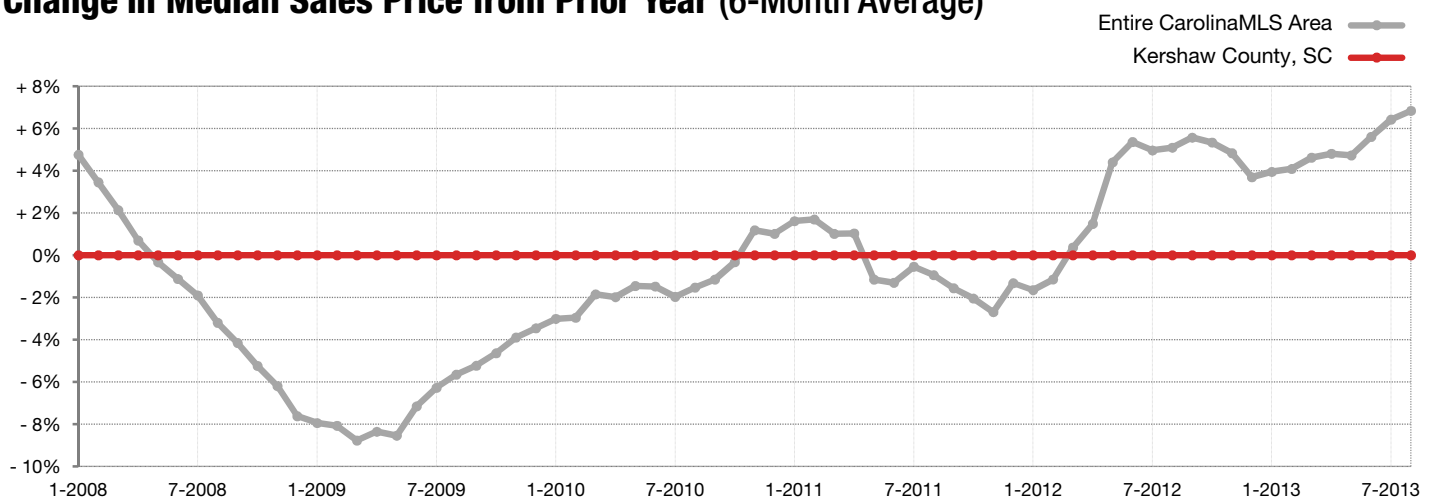
2012 2013

Year to Date

2012 2013



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



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Charlotte Regional **Realtor®** Association

Lancaster County, SC

+ 18.6%

Change in
New Listings

+ 4.9%

Change in
Closed Sales

+ 14.1%

Change in
Median Sales Price

August

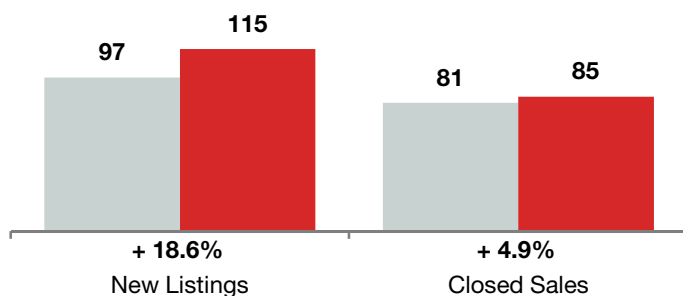
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	97	115	+ 18.6%	640	808	+ 26.3%
Closed Sales	81	85	+ 4.9%	323	458	+ 41.8%
Median Sales Price*	\$206,000	\$235,000	+ 14.1%	\$203,900	\$218,000	+ 6.9%
Average Sales Price*	\$224,358	\$248,536	+ 10.8%	\$221,476	\$234,931	+ 6.1%
Percent of Original List Price Received*	94.8%	97.1%	+ 2.4%	94.2%	95.3%	+ 1.2%
List to Close	144	122	- 14.7%	167	136	- 18.6%
Days on Market Until Sale	103	82	- 20.2%	115	98	- 14.7%
Cumulative Days on Market Until Sale	137	88	- 35.9%	143	114	- 20.5%
Inventory of Homes for Sale	404	395	- 2.2%	--	--	--
Months Supply of Inventory	7.2	4.9	- 32.5%	--	--	--

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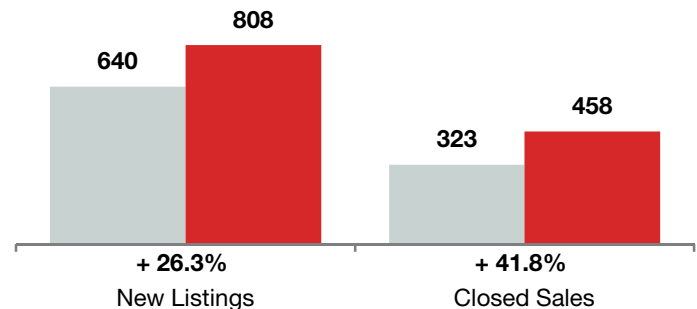
August

■ 2012 ■ 2013



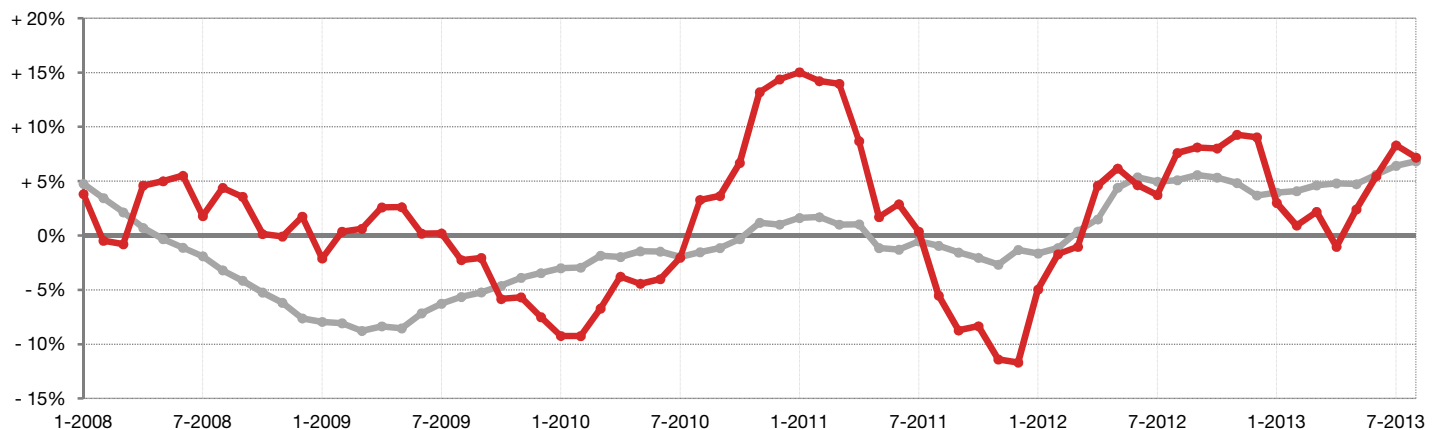
Year to Date

■ 2012 ■ 2013



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

Entire CarolinaMLS Area —
Lancaster County, SC —



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Charlotte Regional Realtor® Association

Union County, SC

	Change in New Listings			Change in Closed Sales			Change in Median Sales Price		
	August			Year to Date					
	2012	2013	+ / -	2012	2013	+ / -			
New Listings	0	0	--	1	0	- 100.0%			
Closed Sales	0	0	--	0	0	--			
Median Sales Price*	\$0	\$0	--	\$0	\$0	--			
Average Sales Price*	\$0	\$0	--	\$0	\$0	--			
Percent of Original List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--			
List to Close	0	0	--	0	0	--			
Days on Market Until Sale	0	0	--	0	0	--			
Cumulative Days on Market Until Sale	0	0	--	0	0	--			
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--			
Months Supply of Inventory	0.0	0.0	--	--	--	--			

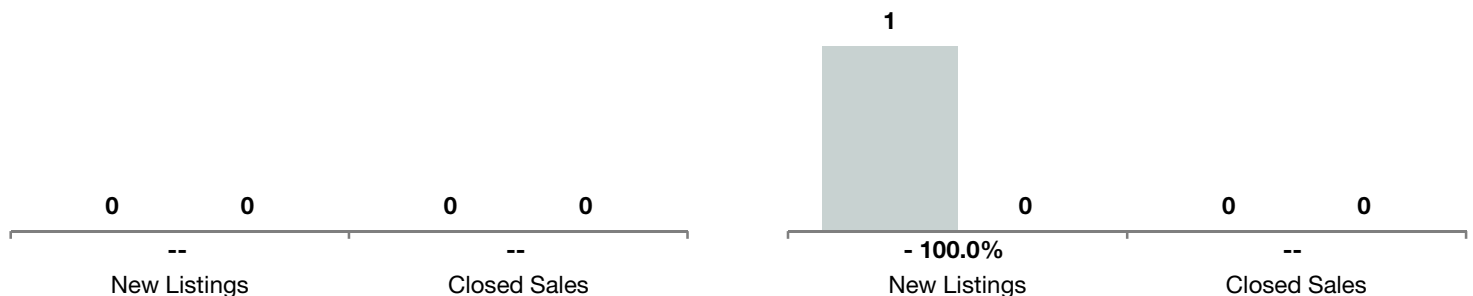
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August

■ 2012 ■ 2013

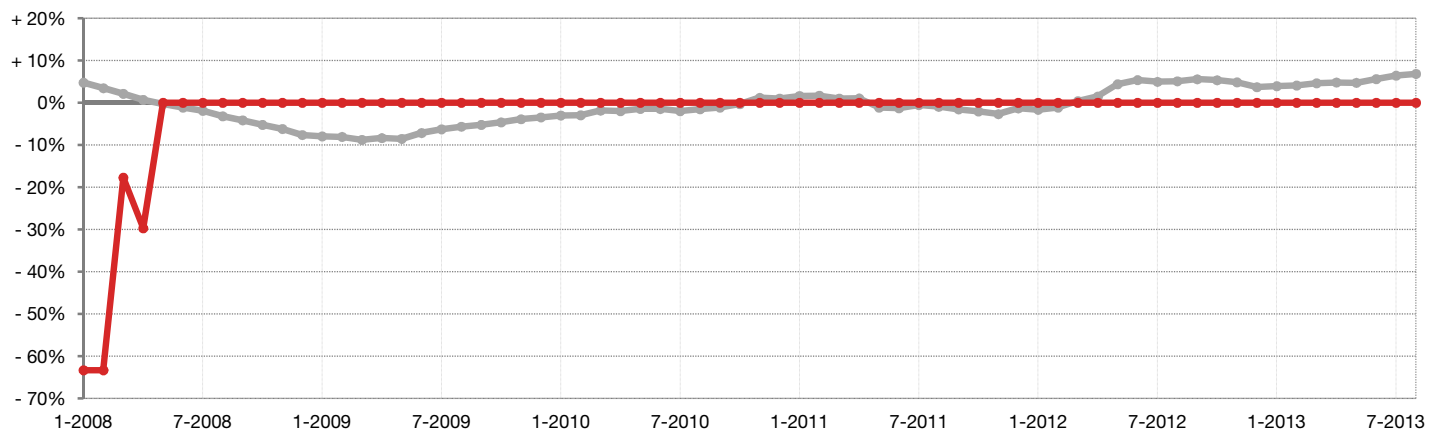
Year to Date

■ 2012 ■ 2013



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

Entire CarolinaMLS Area —
Union County, SC —



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Charlotte Regional Realtor® Association

York County, SC

+ 22.4%

Change in
New Listings

+ 40.1%

Change in
Closed Sales

+ 2.6%

Change in
Median Sales Price

August

Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	352	431	+ 22.4%	2,114	2,442	+ 15.5%
Closed Sales	217	304	+ 40.1%	1,057	1,388	+ 31.3%
Median Sales Price*	\$190,000	\$195,000	+ 2.6%	\$179,000	\$181,250	+ 1.3%
Average Sales Price*	\$220,989	\$219,937	- 0.5%	\$206,777	\$214,240	+ 3.6%
Percent of Original List Price Received*	93.0%	95.3%	+ 2.5%	93.3%	94.3%	+ 1.1%
List to Close	178	138	- 22.5%	158	147	- 7.0%
Days on Market Until Sale	135	97	- 28.0%	112	108	- 3.4%
Cumulative Days on Market Until Sale	155	113	- 27.5%	140	125	- 11.0%
Inventory of Homes for Sale	1,449	1,270	- 12.4%	--	--	--
Months Supply of Inventory	7.8	5.4	- 31.2%	--	--	--

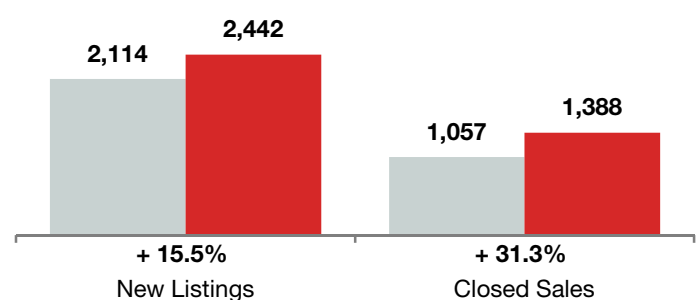
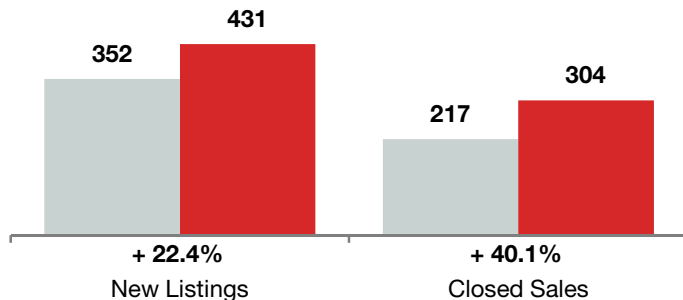
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August

■ 2012 ■ 2013

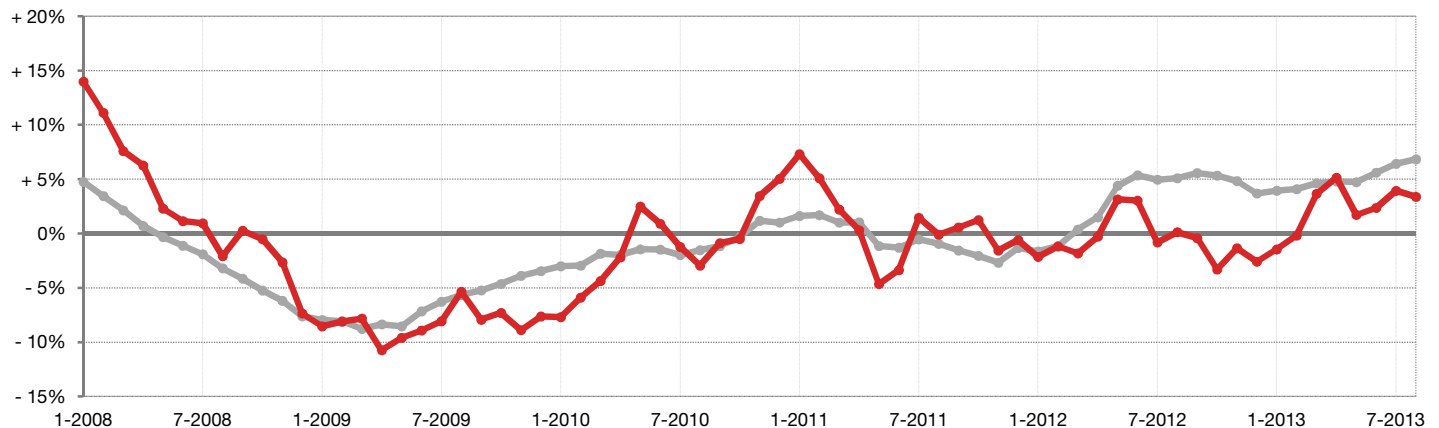
Year to Date

■ 2012 ■ 2013



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

Entire CarolinaMLS Area —
York County, SC —



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Charlotte Regional Realtor® Association

Charlotte-Gastonia-Rock Hill MSA

+ 7.9%

Change in
New Listings

+ 33.1%

Change in
Closed Sales

+ 5.6%

Change in
Median Sales Price

August

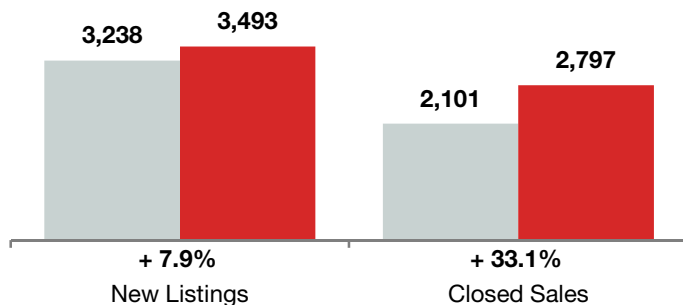
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	3,238	3,493	+ 7.9%	19,877	21,269	+ 7.0%
Closed Sales	2,101	2,797	+ 33.1%	9,945	13,325	+ 34.0%
Median Sales Price*	\$179,990	\$190,000	+ 5.6%	\$160,000	\$171,900	+ 7.4%
Average Sales Price*	\$237,325	\$247,916	+ 4.5%	\$210,764	\$224,204	+ 6.4%
Percent of Original List Price Received*	93.3%	95.8%	+ 2.7%	92.2%	94.4%	+ 2.4%
List to Close	145	125	- 14.0%	152	138	- 9.2%
Days on Market Until Sale	109	86	- 20.7%	112	98	- 12.8%
Cumulative Days on Market Until Sale	135	99	- 26.7%	143	114	- 20.6%
Inventory of Homes for Sale	13,257	9,532	- 28.1%	--	--	--
Months Supply of Inventory	7.5	4.2	- 44.2%	--	--	--

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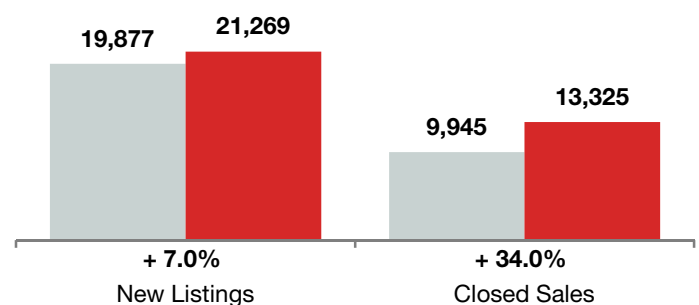
August

■ 2012 ■ 2013

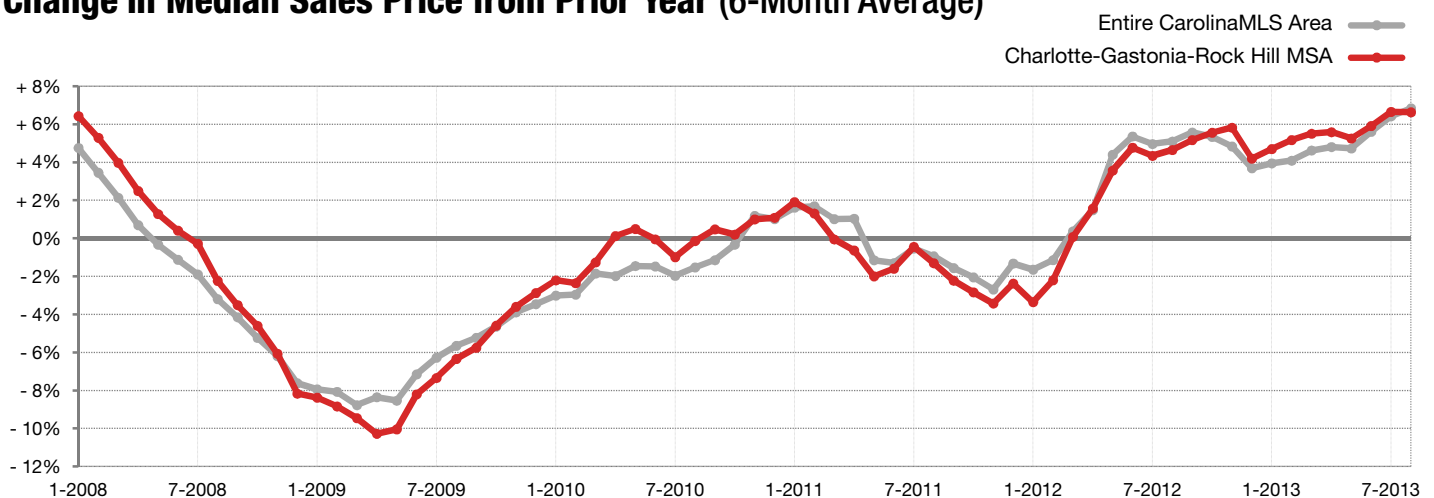


Year to Date

■ 2012 ■ 2013



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



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