Local Market Update – July 2012

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

Charlotte Regional Realtor® Association

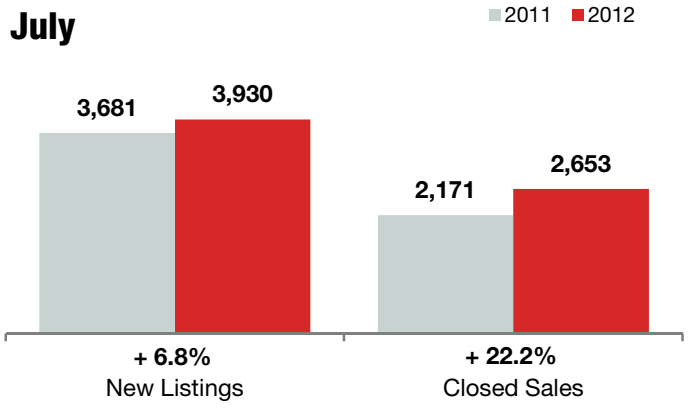
Entire CMLS Area

+ 6.8%	+ 22.2%	+ 1.6%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

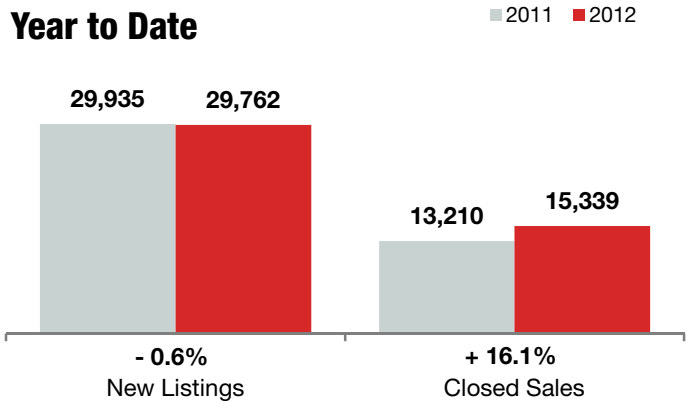
	July			Year to Date		
	2011	2012	+ / –	2011	2012	+ / –
New Listings	3,681	**3,930**	+ 6.8%	29,935	**29,762**	- 0.6%
Closed Sales	2,171	**2,653**	+ 22.2%	13,210	**15,339**	+ 16.1%
Median Sales Price*	$163,500	**$166,100**	+ 1.6%	$152,198	**$159,900**	+ 5.1%
Average Sales Price*	$213,205	**$220,385**	+ 3.4%	$203,219	**$210,080**	+ 3.4%
Percent of Original List Price Received*	89.7%	**92.5%**	+ 3.1%	89.0%	**91.8%**	+ 3.2%
List to Close	157	**144**	- 8.5%	161	**151**	- 6.3%
Inventory of Homes for Sale	22,853	**19,001**	- 16.9%	--	--	--
Months Supply of Inventory	12.5	**8.8**	- 29.7%	--	--	--

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

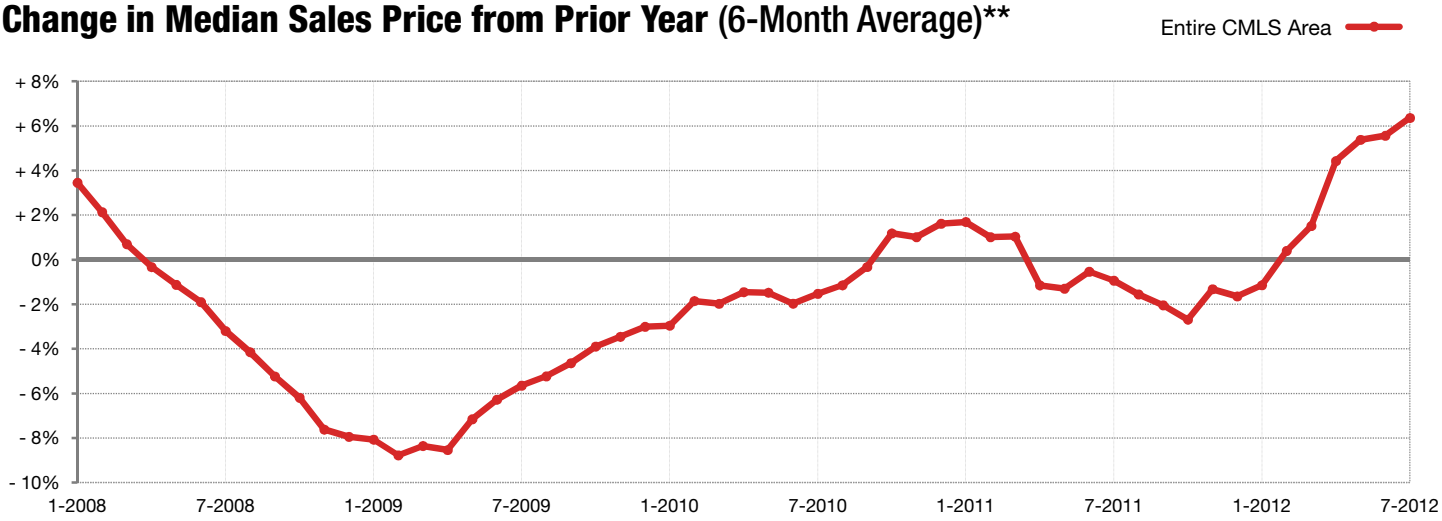
July



Year to Date



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



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Charlotte Regional Realtor® Association

Cabarrus County

+ 11.2%	+ 20.5%	- 6.1%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

	July			Year to Date		
	2011	2012	+ / –	2011	2012	+ / –
New Listings	268	**298**	+ 11.2%	2,189	**2,317**	+ 5.8%
Closed Sales	166	**200**	+ 20.5%	1,006	**1,135**	+ 12.8%
Median Sales Price*	$161,000	**$151,150**	- 6.1%	$150,064	**$157,075**	+ 4.7%
Average Sales Price*	$182,870	**$175,716**	- 3.9%	$174,305	**$178,430**	+ 2.4%
Percent of Original List Price Received*	90.8%	**92.2%**	+ 1.5%	89.8%	**92.0%**	+ 2.5%
List to Close	152	**142**	- 6.6%	161	**149**	- 7.2%
Inventory of Homes for Sale	1,628	**1,454**	- 10.7%	--	--	--
Months Supply of Inventory	11.8	**9.3**	- 21.5%	--	--	--

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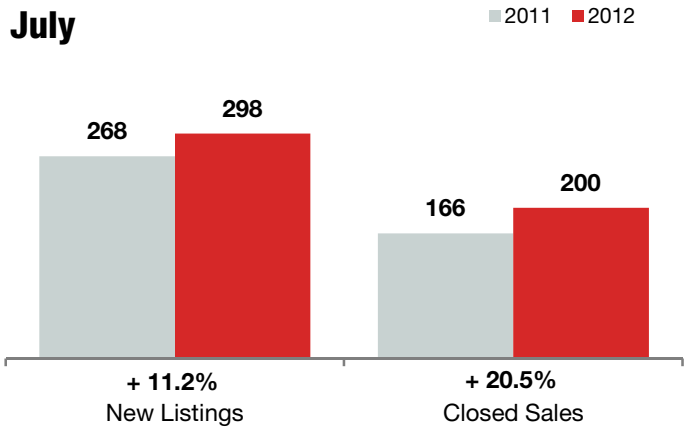
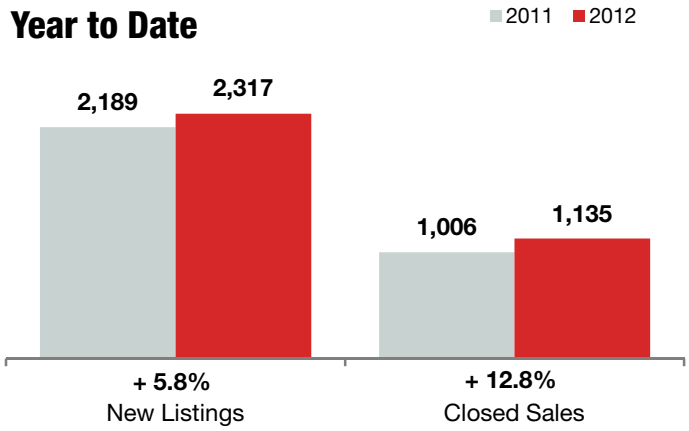
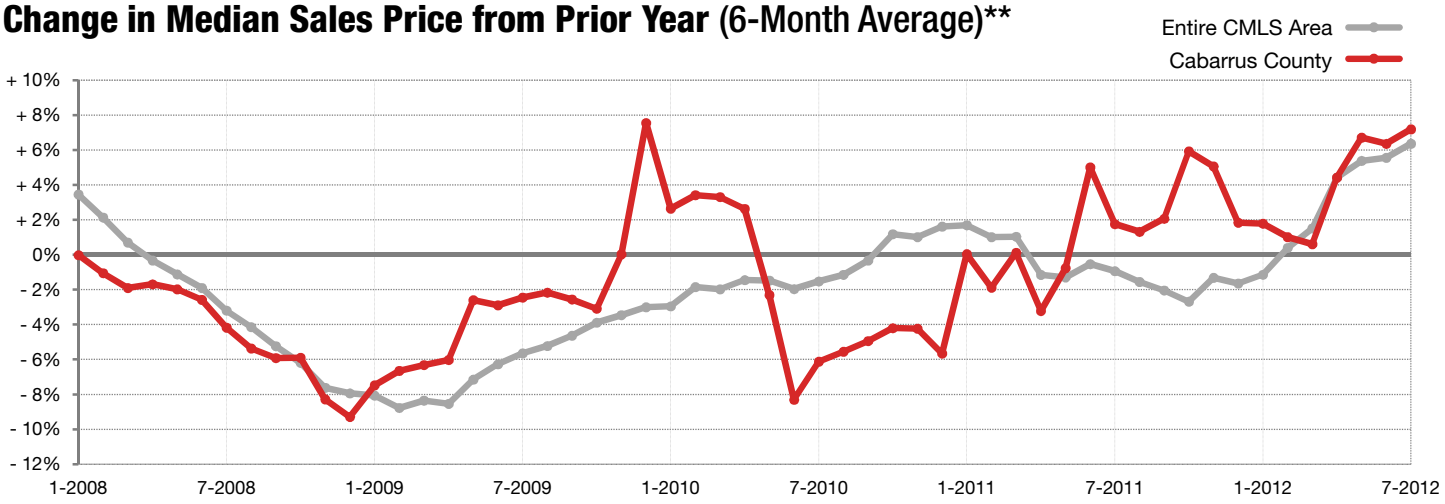
July



Year to Date



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



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Charlotte Regional Realtor® Association

Gaston County

+ 20.6%	+ 6.7%	+ 8.6%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

	July			Year to Date		
	2011	2012	+ / –	2011	2012	+ / –
New Listings	238	**287**	+ 20.6%	2,013	**2,137**	+ 6.2%
Closed Sales	149	**159**	+ 6.7%	880	**1,031**	+ 17.2%
Median Sales Price*	$110,500	**$120,000**	+ 8.6%	$105,000	**$115,000**	+ 9.5%
Average Sales Price*	$127,225	**$145,994**	+ 14.8%	$125,334	**$136,150**	+ 8.6%
Percent of Original List Price Received*	88.2%	**90.1%**	+ 2.1%	88.0%	**90.1%**	+ 2.4%
List to Close	170	**146**	- 14.2%	165	**157**	- 4.7%
Inventory of Homes for Sale	1,661	**1,498**	- 9.8%	--	--	--
Months Supply of Inventory	13.4	**10.2**	- 24.0%	--	--	--

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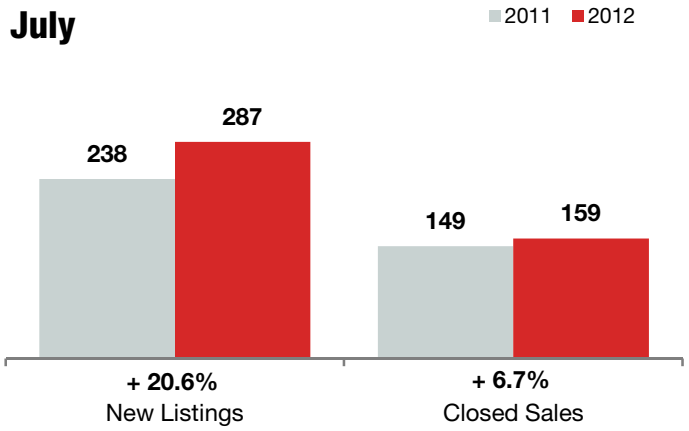
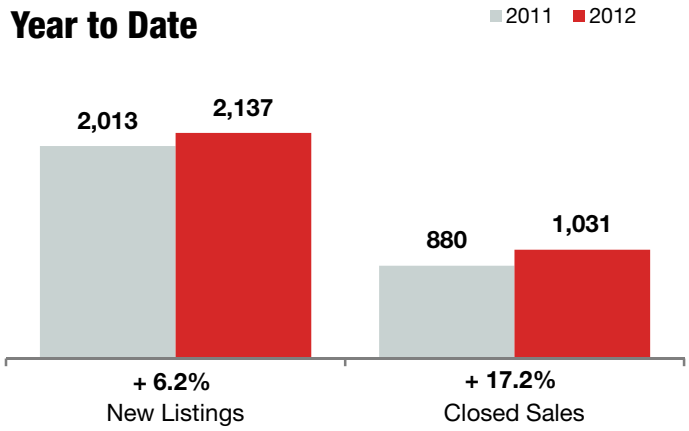
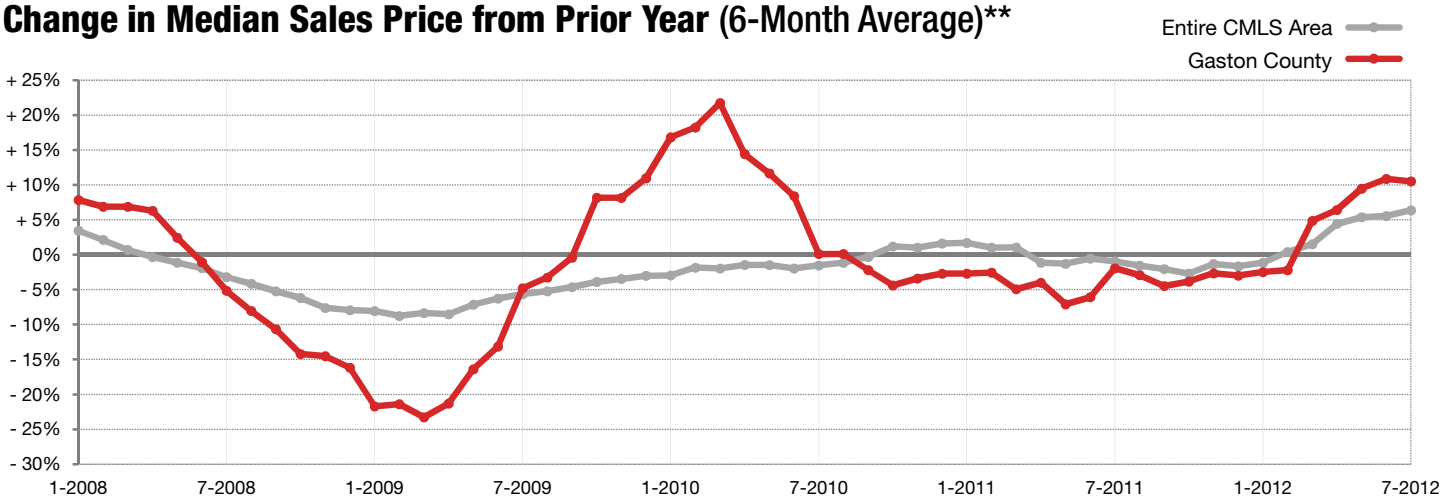
July



Year to Date



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



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Charlotte Regional Realtor® Association

Iredell County

+ 28.8%	+ 18.6%	0.0%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

	July			Year to Date		
	2011	2012	+ / –	2011	2012	+ / –
New Listings	222	**286**	+ 28.8%	2,118	**2,232**	+ 5.4%
Closed Sales	140	**166**	+ 18.6%	861	**1,068**	+ 24.0%
Median Sales Price*	$180,000	**$180,000**	0.0%	$158,475	**$172,500**	+ 8.8%
Average Sales Price*	$249,909	**$259,177**	+ 3.7%	$230,617	**$248,730**	+ 7.9%
Percent of Original List Price Received*	89.8%	**91.3%**	+ 1.7%	87.9%	**91.0%**	+ 3.5%
List to Close	154	**148**	- 4.0%	167	**156**	- 6.6%
Inventory of Homes for Sale	1,794	**1,548**	- 13.7%	--	--	--
Months Supply of Inventory	14.4	**10.4**	- 27.5%	--	--	--

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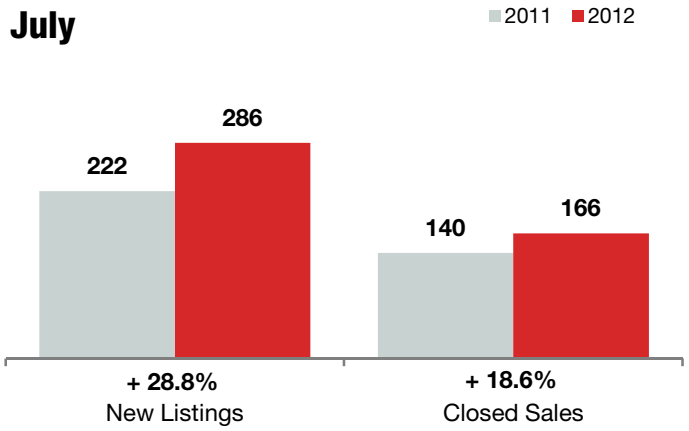
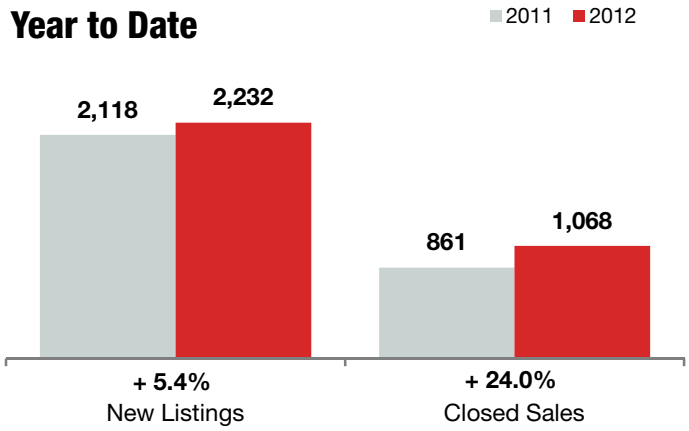
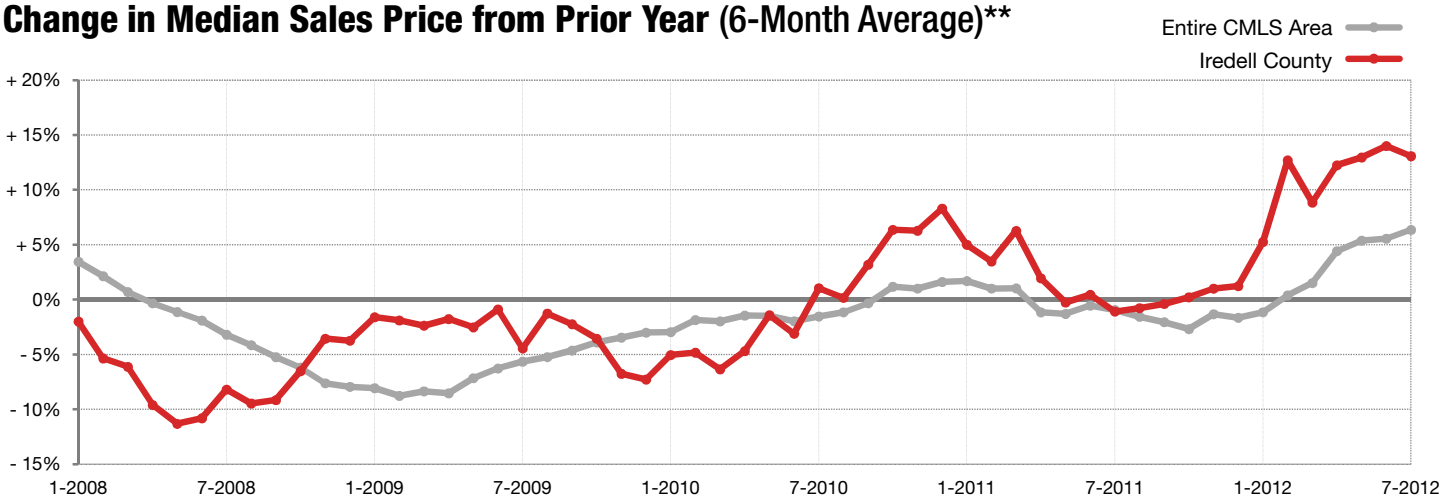
July



Year to Date



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



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Charlotte Regional Realtor® Association

Lincoln County

- 4.0%	+ 46.3%	+ 4.4%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

	July			Year to Date		
	2011	2012	+ / –	2011	2012	+ / –
New Listings	126	**121**	- 4.0%	917	**916**	- 0.1%
Closed Sales	54	**79**	+ 46.3%	371	**439**	+ 18.3%
Median Sales Price*	$158,000	**$165,000**	+ 4.4%	$125,500	**$158,250**	+ 26.1%
Average Sales Price*	$214,613	**$208,221**	- 3.0%	$172,956	**$209,109**	+ 20.9%
Percent of Original List Price Received*	89.8%	**90.6%**	+ 0.8%	88.5%	**89.9%**	+ 1.5%
List to Close	148	**158**	+ 6.3%	161	**153**	- 5.1%
Inventory of Homes for Sale	760	**641**	- 15.7%	--	--	--
Months Supply of Inventory	14.6	**10.5**	- 28.0%	--	--	--

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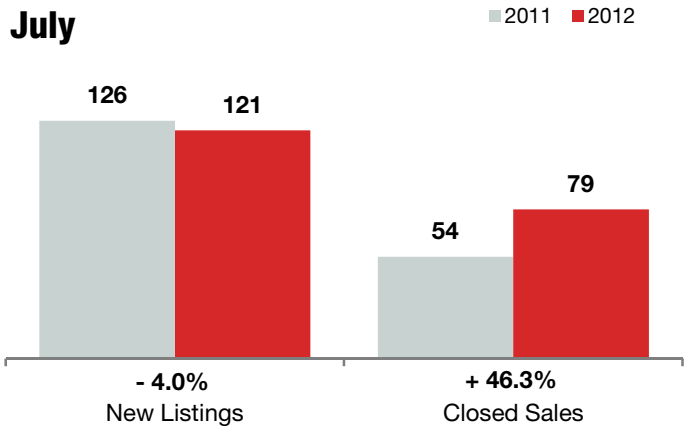
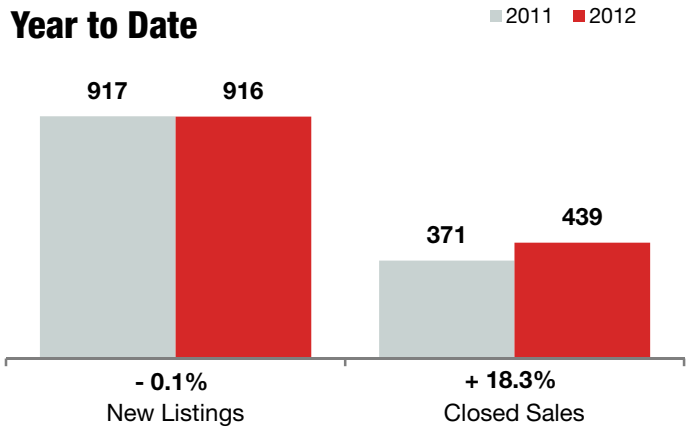
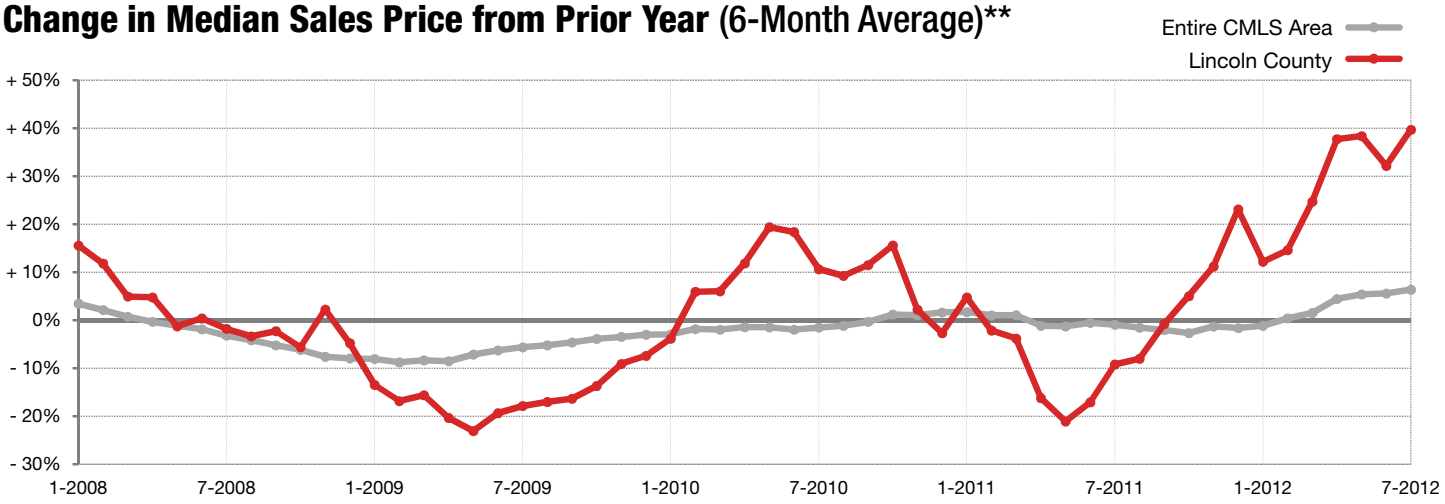
July



Year to Date



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



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Charlotte Regional Realtor® Association

Union County

+ 7.0%	+ 31.3%	+ 12.9%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

	July			Year to Date		
	2011	2012	+ / –	2011	2012	+ / –
New Listings	359	**384**	+ 7.0%	2,826	**2,941**	+ 4.1%
Closed Sales	217	**285**	+ 31.3%	1,295	**1,498**	+ 15.7%
Median Sales Price*	$205,408	**$231,980**	+ 12.9%	$186,473	**$191,000**	+ 2.4%
Average Sales Price*	$271,036	**$295,919**	+ 9.2%	$250,730	**$258,804**	+ 3.2%
Percent of Original List Price Received*	91.2%	**94.3%**	+ 3.4%	90.2%	**92.8%**	+ 2.9%
List to Close	154	**132**	- 13.8%	164	**146**	- 11.1%
Inventory of Homes for Sale	2,095	**1,782**	- 14.9%	--	--	--
Months Supply of Inventory	12.0	**8.4**	- 30.2%	--	--	--

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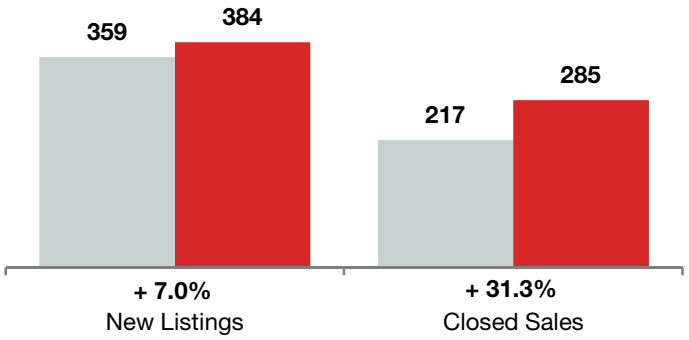
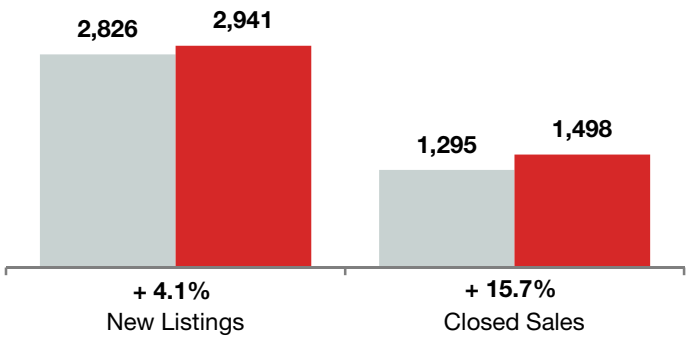
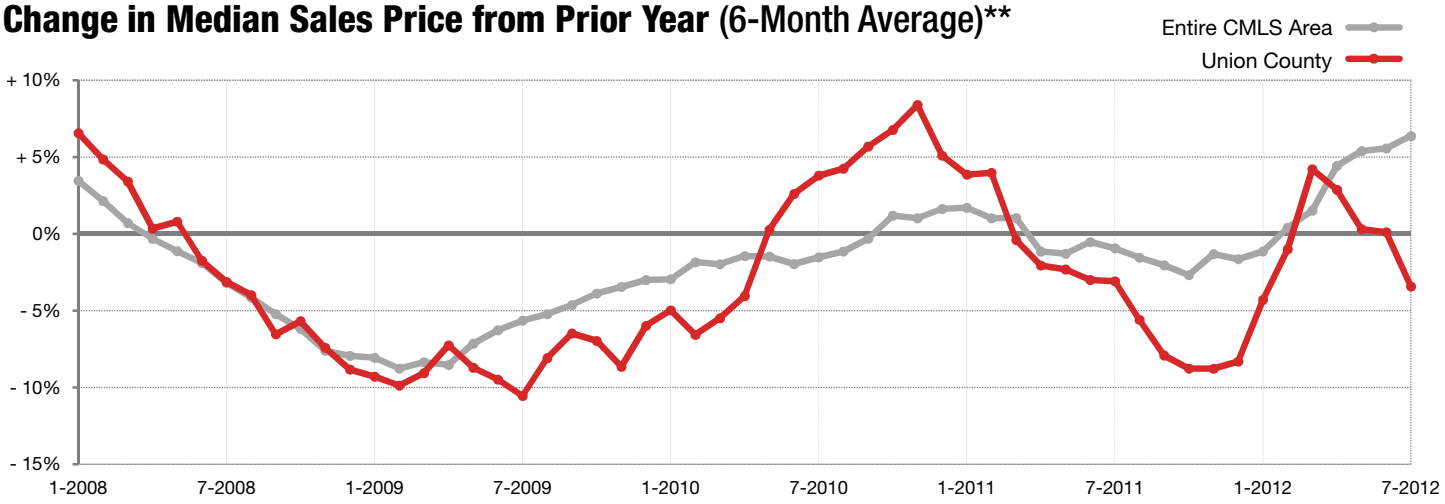
July



Year to Date



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



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Charlotte Regional Realtor® Association

York County, SC

+ 10.2%	+ 38.0%	- 7.7%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

	July			Year to Date		
	2011	2012	+ / –	2011	2012	+ / –
New Listings	294	**324**	+ 10.2%	2,340	**2,388**	+ 2.1%
Closed Sales	184	**254**	+ 38.0%	1,008	**1,312**	+ 30.2%
Median Sales Price*	$205,833	**$190,000**	- 7.7%	$178,610	**$181,000**	+ 1.3%
Average Sales Price*	$232,791	**$227,311**	- 2.4%	$209,412	**$210,708**	+ 0.6%
Percent of Original List Price Received*	91.2%	**93.1%**	+ 2.1%	90.6%	**93.3%**	+ 2.9%
List to Close	169	**138**	- 18.1%	178	**152**	- 14.4%
Inventory of Homes for Sale	1,731	**1,494**	- 13.7%	--	--	--
Months Supply of Inventory	12.0	**8.4**	- 30.1%	--	--	--

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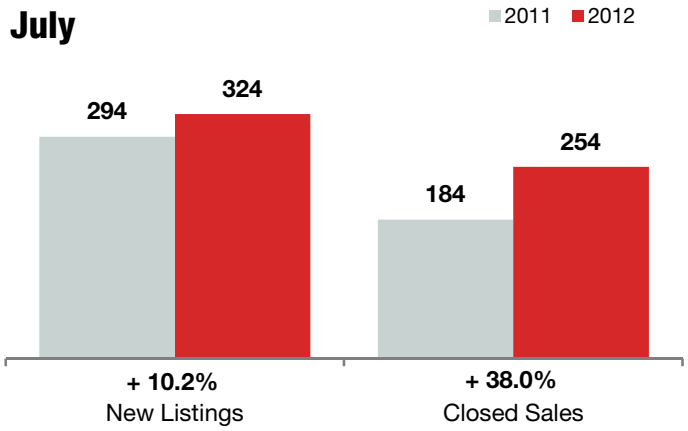
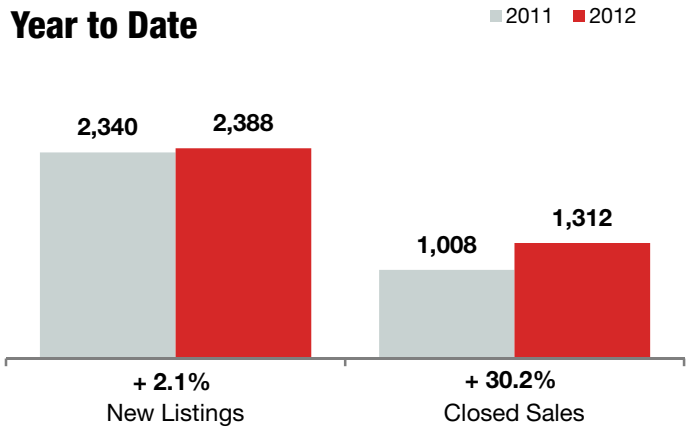
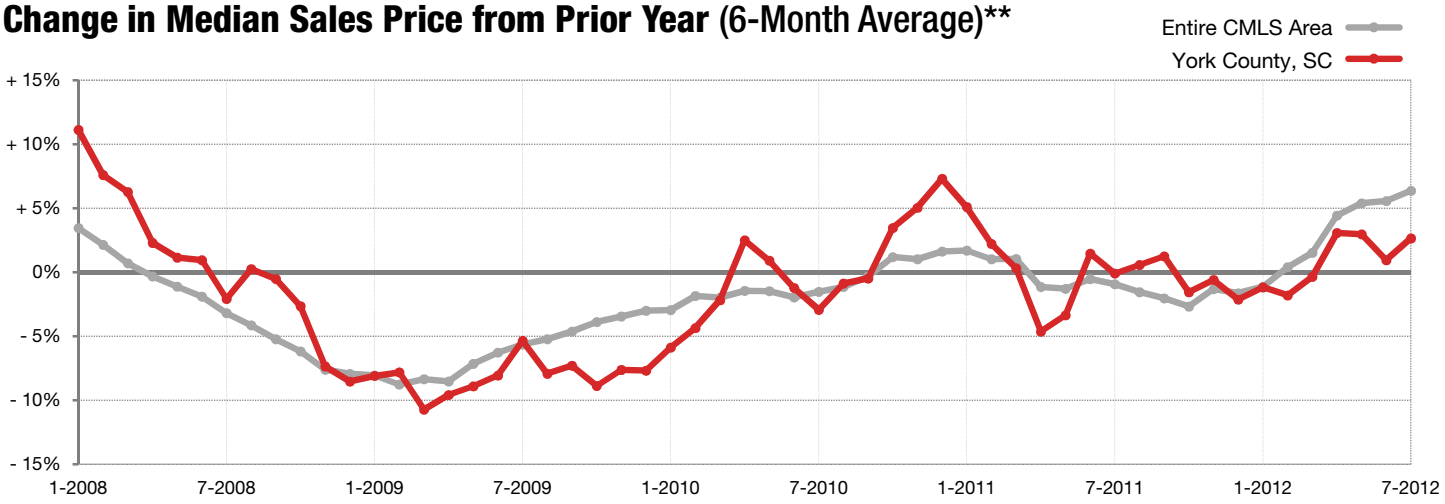
July



Year to Date



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



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Mecklenburg County

+ 2.3%	+ 24.5%	- 1.2%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

	July			Year to Date		
	2011	2012	+ / –	2011	2012	+ / –
New Listings	1,628	**1,666**	+ 2.3%	13,628	**12,788**	- 6.2%
Closed Sales	998	**1,243**	+ 24.5%	6,216	**7,059**	+ 13.6%
Median Sales Price*	$167,000	**$165,000**	- 1.2%	$159,900	**$163,000**	+ 1.9%
Average Sales Price*	$227,961	**$225,525**	- 1.1%	$218,680	**$221,936**	+ 1.5%
Percent of Original List Price Received*	89.9%	**93.2%**	+ 3.7%	89.3%	**92.6%**	+ 3.7%
List to Close	149	**138**	- 7.2%	153	**145**	- 5.4%
Inventory of Homes for Sale	9,502	**7,215**	- 24.1%	--	--	--
Months Supply of Inventory	11.3	**7.2**	- 36.0%	--	--	--

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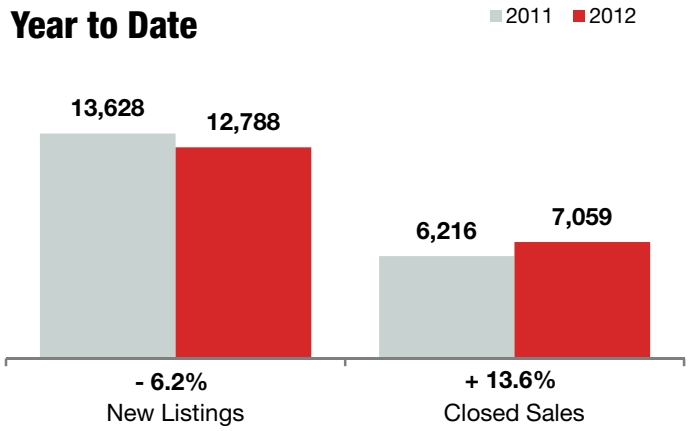
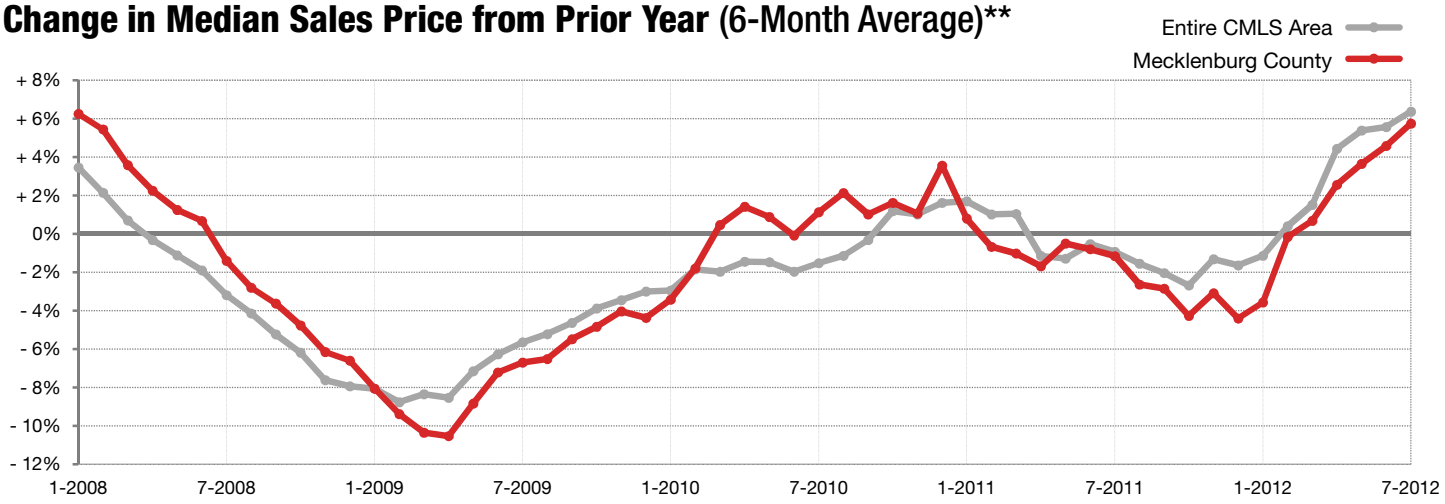
July

Year to Date



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



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Charlotte Regional Realtor® Association

Mecklenburg - (N) Area 01

+ 9.1%	+ 20.5%	- 13.3%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

	July			Year to Date		
	2011	2012	+ / –	2011	2012	+ / –
New Listings	275	**300**	+ 9.1%	2,286	**2,190**	- 4.2%
Closed Sales	156	**188**	+ 20.5%	1,062	**1,172**	+ 10.4%
Median Sales Price*	$153,770	**$133,382**	- 13.3%	$145,000	**$147,900**	+ 2.0%
Average Sales Price*	$202,848	**$166,611**	- 17.9%	$177,085	**$170,935**	- 3.5%
Percent of Original List Price Received*	89.5%	**94.7%**	+ 5.7%	90.1%	**93.9%**	+ 4.2%
List to Close	153	**131**	- 14.3%	154	**144**	- 6.5%
Inventory of Homes for Sale	1,572	**1,249**	- 20.5%	--	--	--
Months Supply of Inventory	10.7	**7.3**	- 31.7%	--	--	--

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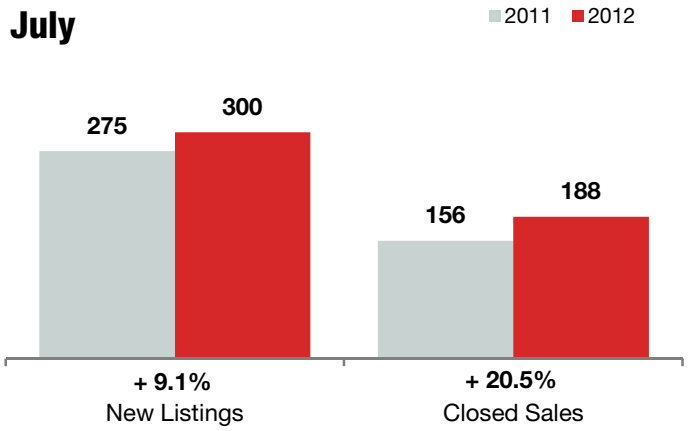
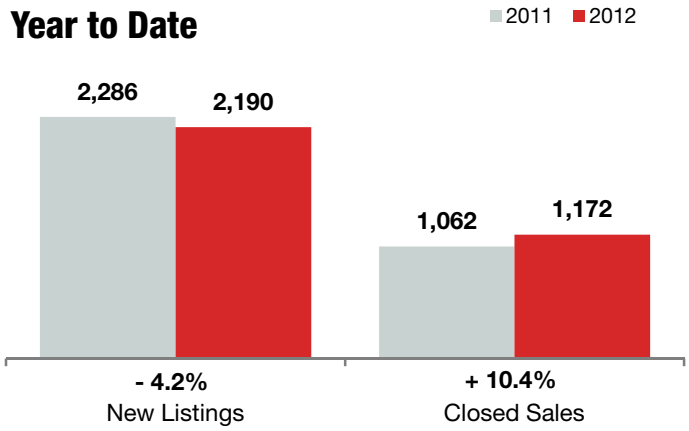
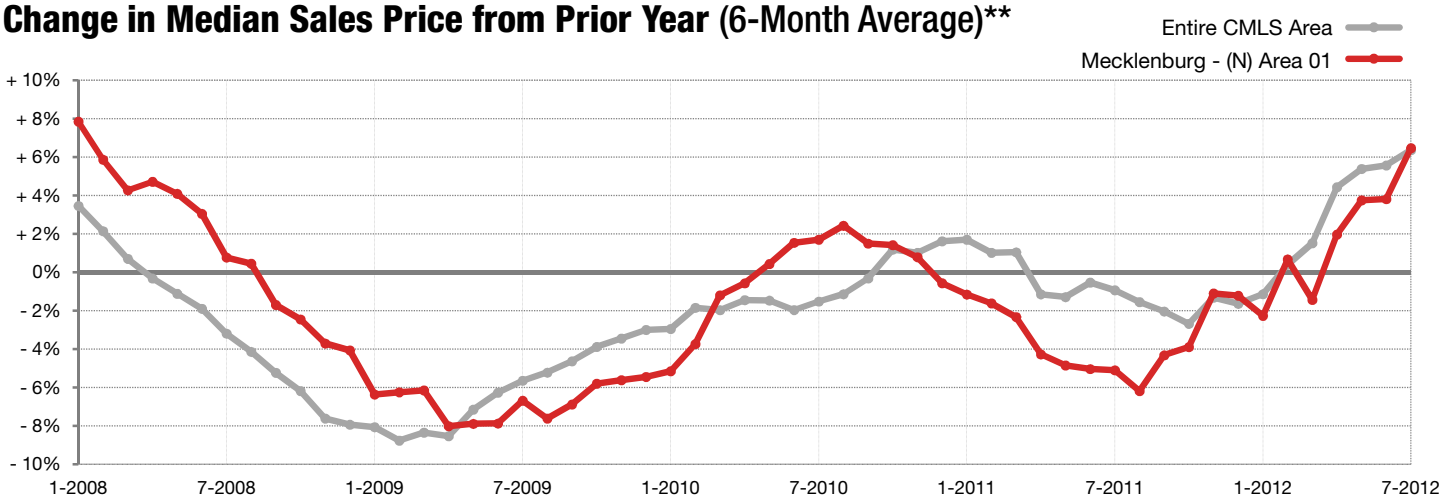
July



Year to Date



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



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Local Market Update – July 2012

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Charlotte Regional Realtor® Association

Mecklenburg - (E) Area 02

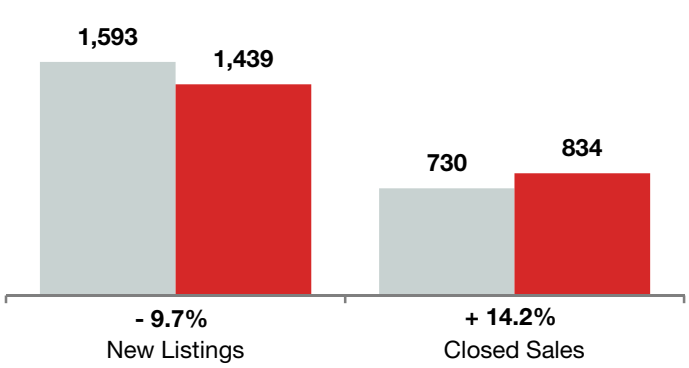
+ 4.4%	+ 15.4%	- 2.6%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

	July			Year to Date		
	2011	2012	+ / –	2011	2012	+ / –
New Listings	182	**190**	+ 4.4%	1,593	**1,439**	- 9.7%
Closed Sales	117	**135**	+ 15.4%	730	**834**	+ 14.2%
Median Sales Price*	$107,250	**$104,445**	- 2.6%	$99,000	**$93,500**	- 5.6%
Average Sales Price*	$115,997	**$123,516**	+ 6.5%	$111,856	**$113,256**	+ 1.3%
Percent of Original List Price Received*	90.2%	**92.4%**	+ 2.4%	88.6%	**91.8%**	+ 3.6%
List to Close	148	**138**	- 6.7%	143	**136**	- 5.0%
Inventory of Homes for Sale	1,089	**777**	- 28.7%	--	--	--
Months Supply of Inventory	10.5	**6.6**	- 37.3%	--	--	--

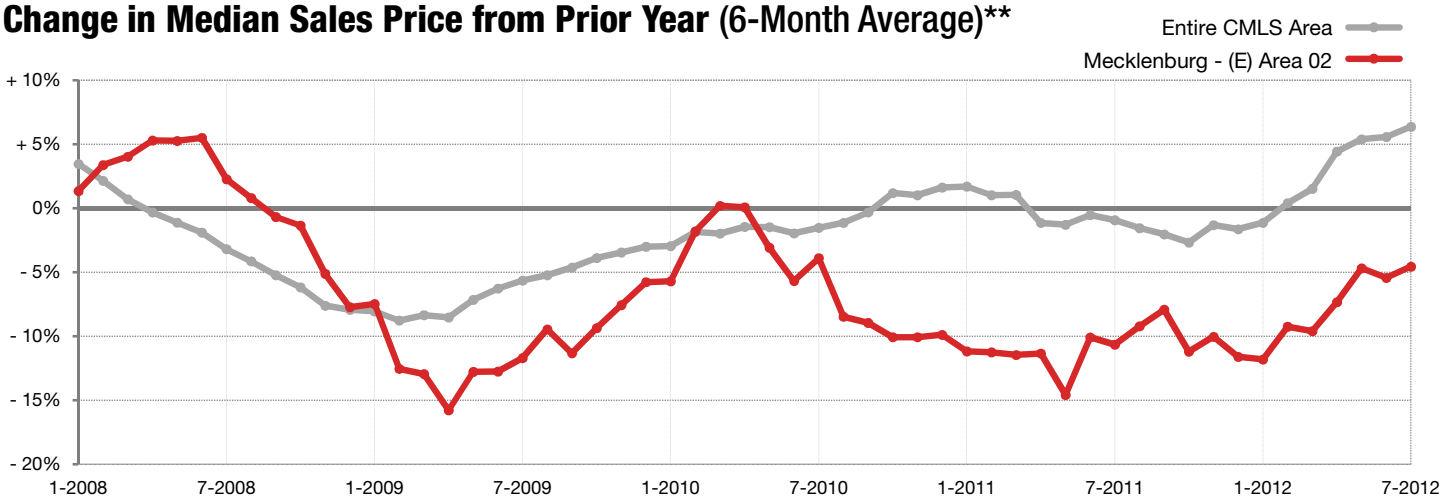
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

July

Year to Date



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



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Charlotte Regional Realtor® Association

Mecklenburg - (SE) Area 03

+ 2.3%	+ 21.5%	+ 12.1%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

	July			Year to Date		
	2011	2012	+ / –	2011	2012	+ / –
New Listings	130	**133**	+ 2.3%	1,009	**990**	- 1.9%
Closed Sales	79	**96**	+ 21.5%	462	**521**	+ 12.8%
Median Sales Price*	$107,000	**$120,000**	+ 12.1%	$99,900	**$114,000**	+ 14.1%
Average Sales Price*	$125,099	**$143,021**	+ 14.3%	$126,687	**$132,473**	+ 4.6%
Percent of Original List Price Received*	87.5%	**91.4%**	+ 4.5%	87.2%	**91.3%**	+ 4.7%
List to Close	132	**143**	+ 7.9%	141	**143**	+ 1.2%
Inventory of Homes for Sale	698	**580**	- 16.9%	--	--	--
Months Supply of Inventory	11.3	**8.1**	- 28.5%	--	--	--

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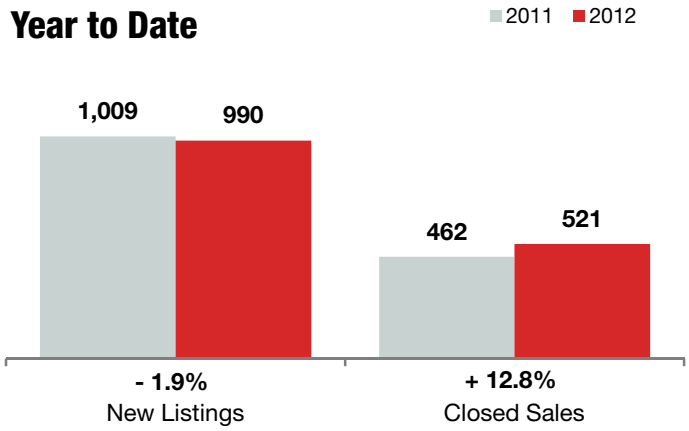
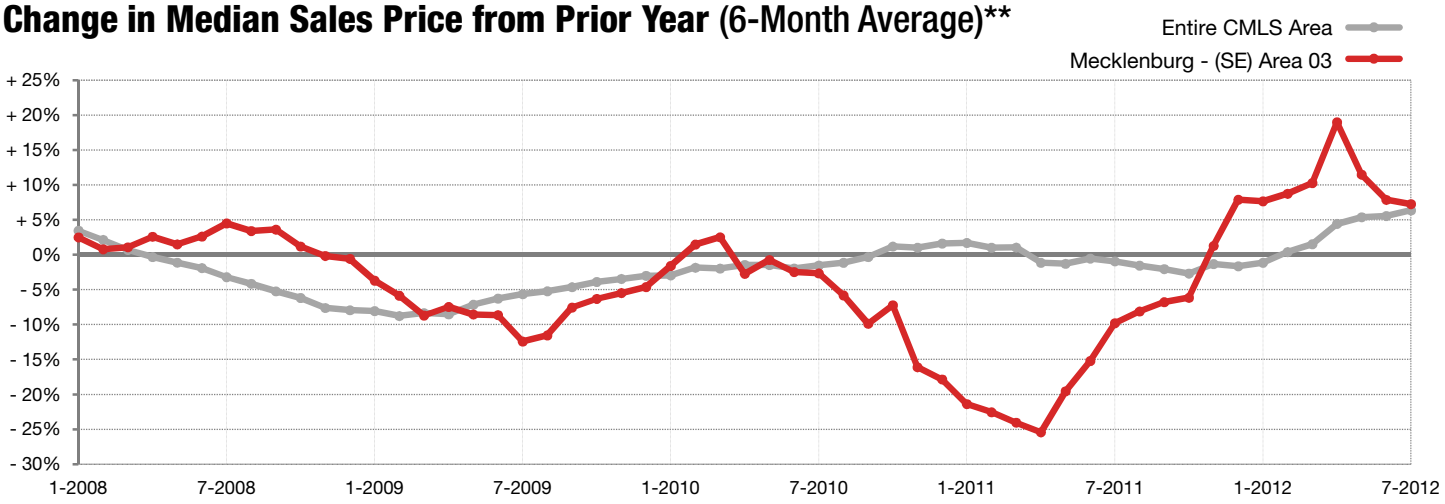
July

Year to Date



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



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Charlotte Regional Realtor® Association

Mecklenburg - (SSE) Area 04

+ 11.8%	+ 64.8%	- 9.3%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

	July			Year to Date		
	2011	2012	+ / –	2011	2012	+ / –
New Listings	153	**171**	+ 11.8%	1,408	**1,458**	+ 3.6%
Closed Sales	88	**145**	+ 64.8%	580	**767**	+ 32.2%
Median Sales Price*	$280,000	**$254,000**	- 9.3%	$254,325	**$247,000**	- 2.9%
Average Sales Price*	$304,549	**$310,748**	+ 2.0%	$308,684	**$300,789**	- 2.6%
Percent of Original List Price Received*	90.9%	**92.7%**	+ 1.9%	89.1%	**92.4%**	+ 3.7%
List to Close	152	**128**	- 15.6%	159	**142**	- 10.6%
Inventory of Homes for Sale	1,004	**769**	- 23.4%	--	--	--
Months Supply of Inventory	12.9	**7.3**	- 42.9%	--	--	--

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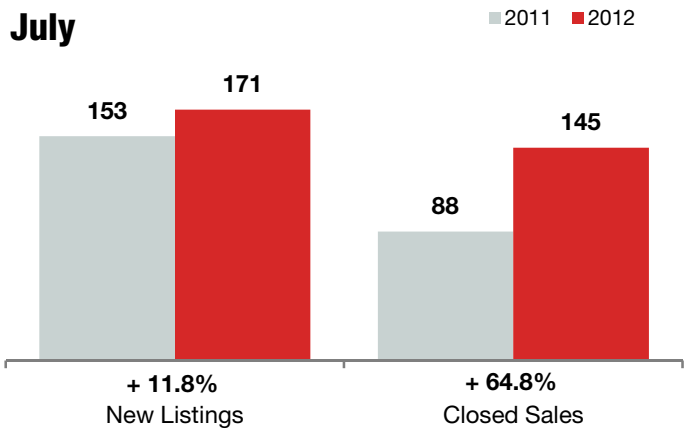
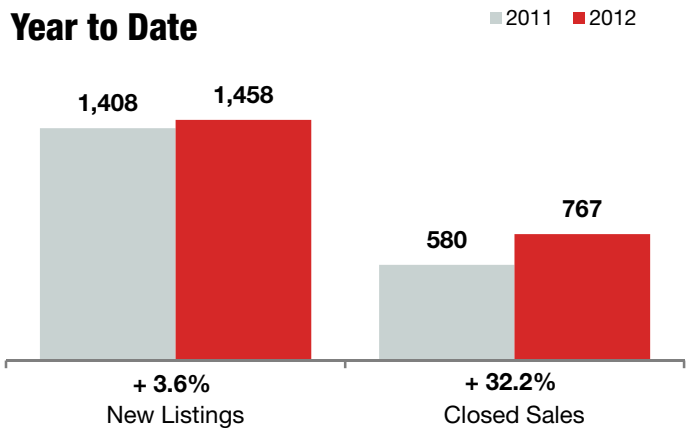
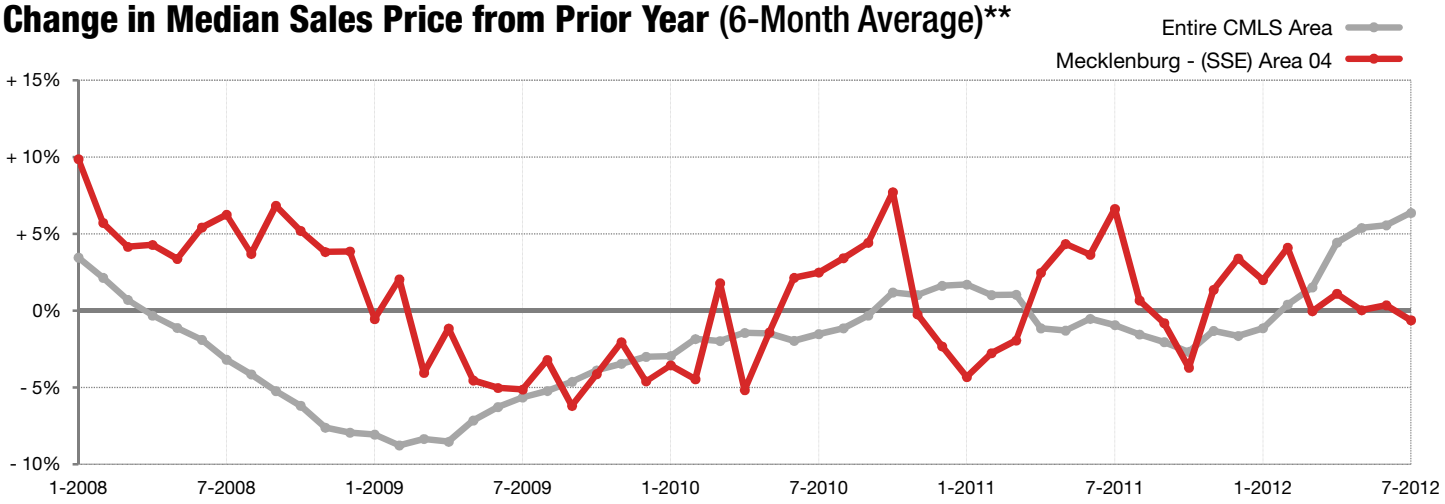
July



Year to Date



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



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Mecklenburg - (S) Area 05

- 13.0%	+ 21.4%	- 10.1%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

	July			Year to Date		
	2011	2012	+ / –	2011	2012	+ / –
New Listings	307	**267**	- 13.0%	2,638	**2,395**	- 9.2%
Closed Sales	192	**233**	+ 21.4%	1,160	**1,332**	+ 14.8%
Median Sales Price*	$305,500	**$274,500**	- 10.1%	$279,200	**$285,000**	+ 2.1%
Average Sales Price*	$374,194	**$356,802**	- 4.6%	$369,643	**$379,120**	+ 2.6%
Percent of Original List Price Received*	91.5%	**93.8%**	+ 2.5%	90.2%	**93.2%**	+ 3.4%
List to Close	134	**139**	+ 4.1%	148	**144**	- 2.4%
Inventory of Homes for Sale	1,837	**1,350**	- 26.5%	--	--	--
Months Supply of Inventory	11.8	**7.3**	- 37.6%	--	--	--

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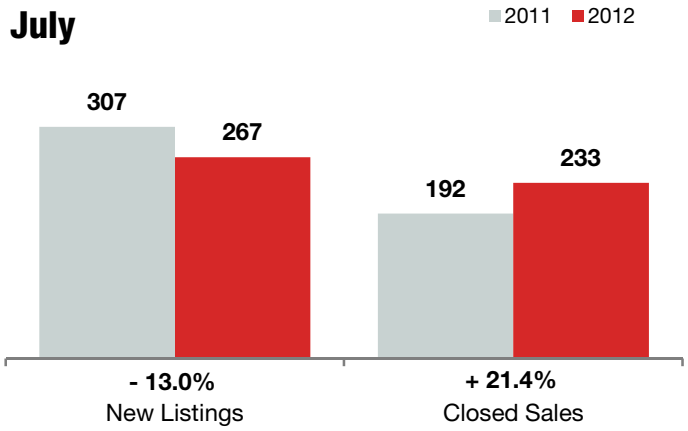
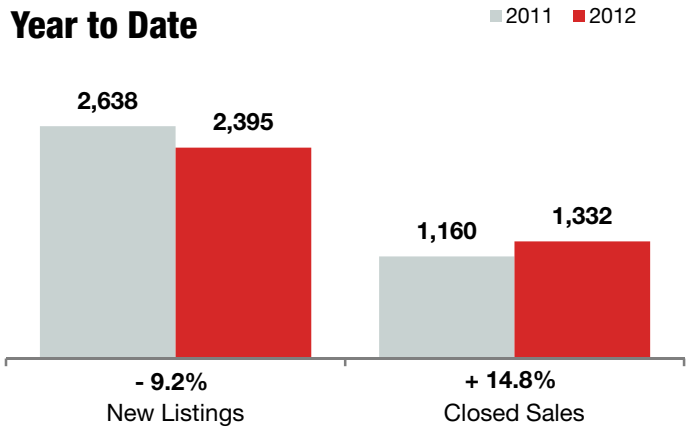
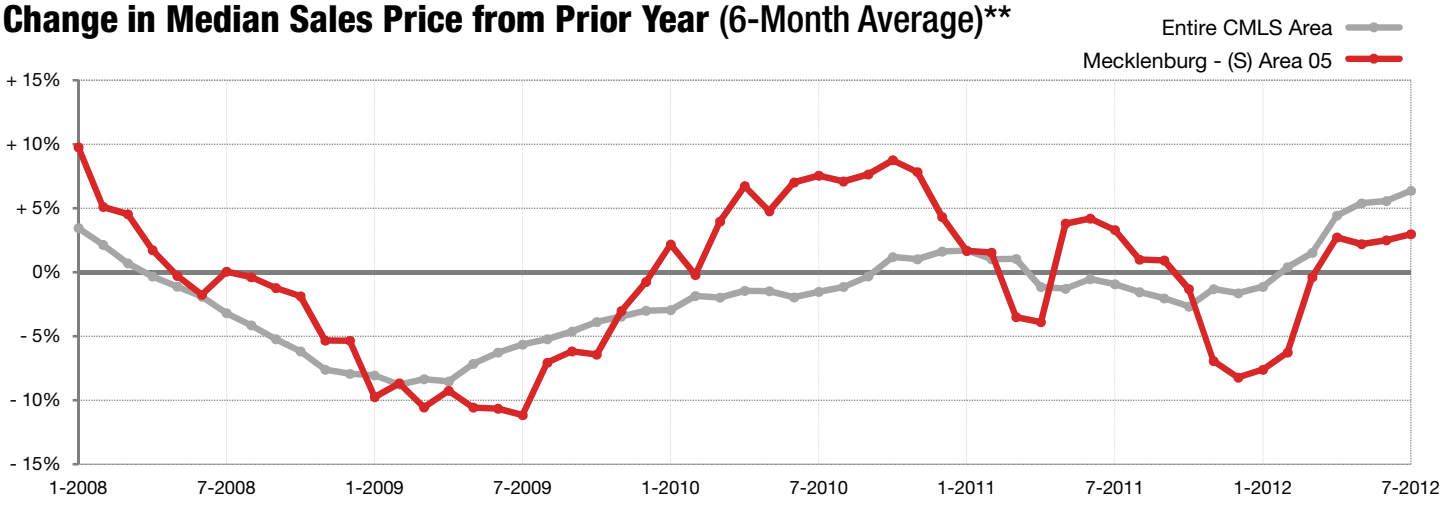
July



Year to Date



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



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Mecklenburg - (SSW) Area 06

+ 20.5%	+ 3.5%	+ 7.5%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

	July			Year to Date		
	2011	2012	+ / –	2011	2012	+ / –
New Listings	117	**141**	+ 20.5%	1,074	**938**	- 12.7%
Closed Sales	86	**89**	+ 3.5%	522	**540**	+ 3.4%
Median Sales Price*	$196,325	**$211,000**	+ 7.5%	$183,288	**$182,450**	- 0.5%
Average Sales Price*	$230,498	**$241,169**	+ 4.6%	$211,716	**$220,734**	+ 4.3%
Percent of Original List Price Received*	92.2%	**91.7%**	- 0.5%	91.3%	**91.6%**	+ 0.3%
List to Close	156	**142**	- 9.1%	181	**156**	- 13.7%
Inventory of Homes for Sale	703	**482**	- 31.4%	--	--	--
Months Supply of Inventory	11.7	**6.1**	- 47.9%	--	--	--

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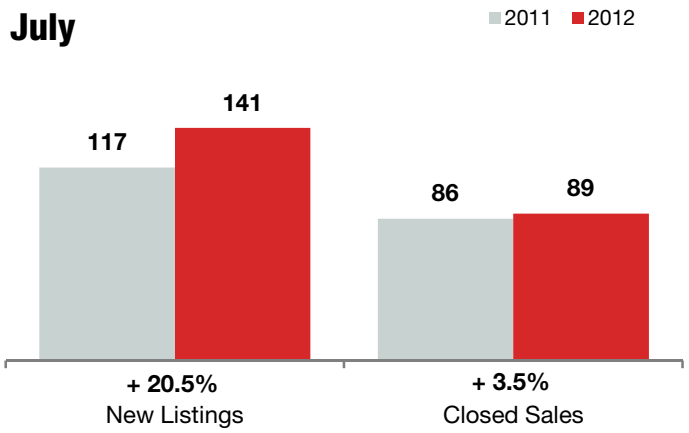
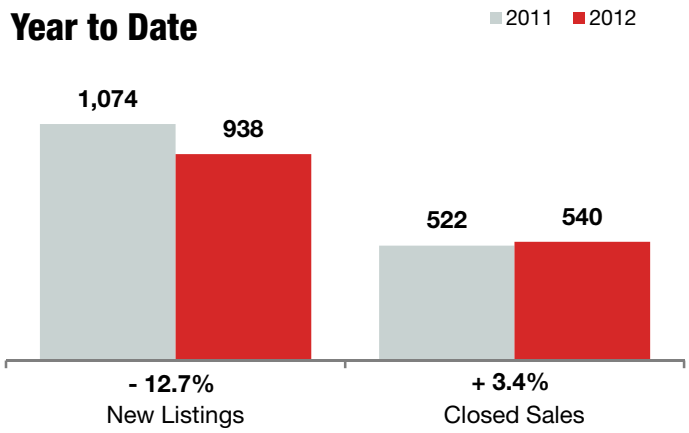
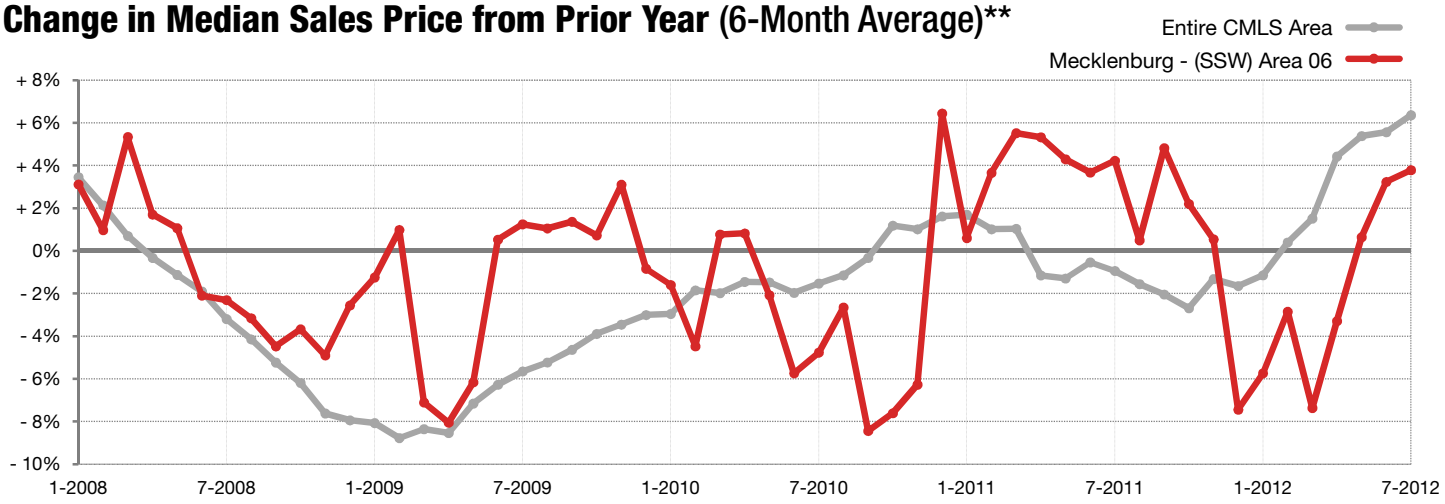
July



Year to Date



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



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Mecklenburg - (SW) Area 07

+ 25.0%	+ 44.4%	+ 10.4%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

	July			Year to Date		
	2011	2012	+ / –	2011	2012	+ / –
New Listings	100	**125**	+ 25.0%	845	**784**	- 7.2%
Closed Sales	72	**104**	+ 44.4%	458	**491**	+ 7.2%
Median Sales Price*	$125,450	**$138,500**	+ 10.4%	$128,250	**$140,000**	+ 9.2%
Average Sales Price*	$127,789	**$151,545**	+ 18.6%	$133,837	**$146,315**	+ 9.3%
Percent of Original List Price Received*	90.3%	**94.2%**	+ 4.3%	89.1%	**93.6%**	+ 5.1%
List to Close	141	**150**	+ 6.1%	154	**147**	- 4.7%
Inventory of Homes for Sale	559	**422**	- 24.5%	--	--	--
Months Supply of Inventory	8.9	**5.7**	- 36.3%	--	--	--

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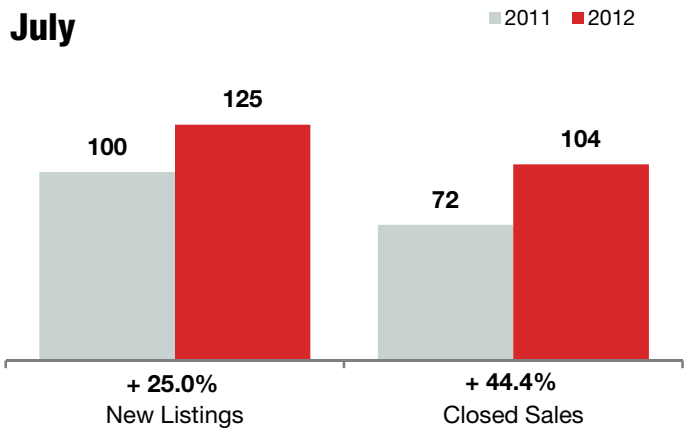
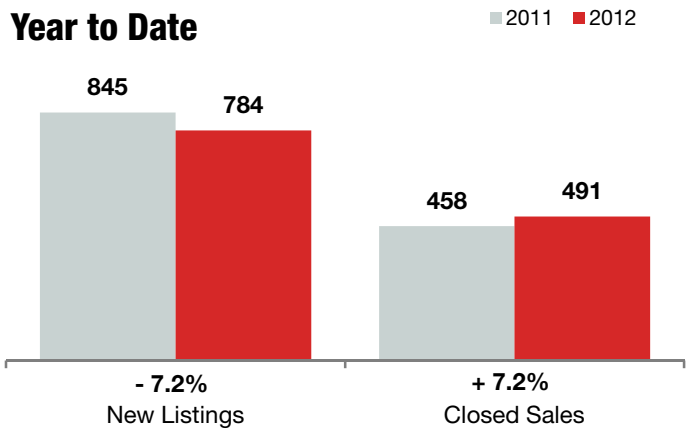
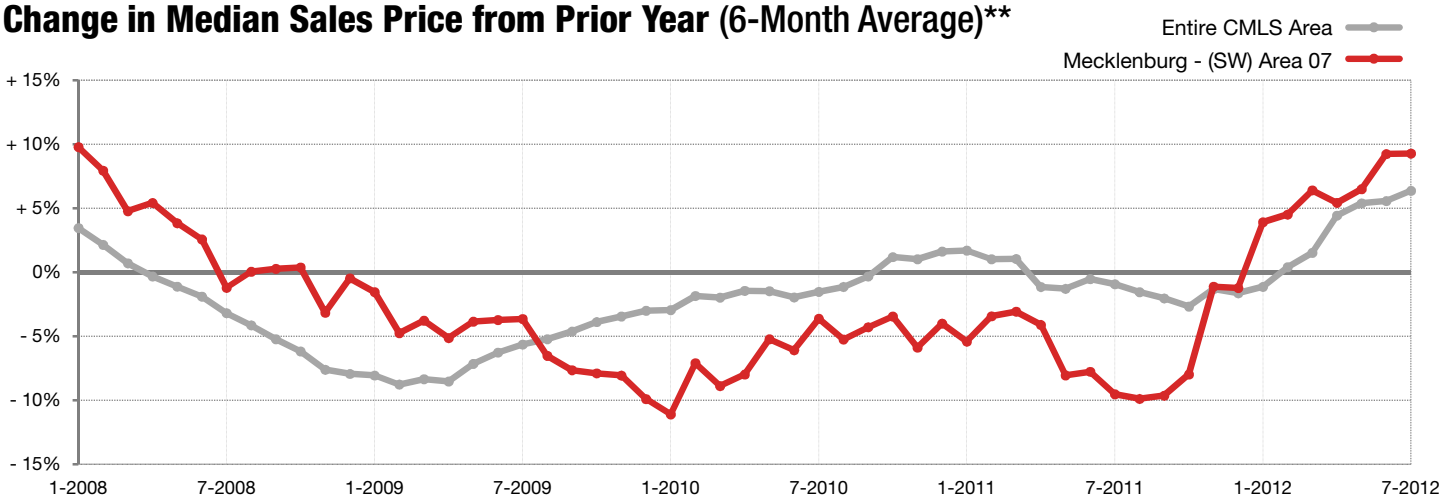
July



Year to Date



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



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Mecklenburg - (W) Area 08

- 21.3%	+ 8.5%	- 3.3%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

	July			Year to Date		
	2011	2012	+ / –	2011	2012	+ / –
New Listings	89	**70**	- 21.3%	656	**575**	- 12.3%
Closed Sales	47	**51**	+ 8.5%	310	**332**	+ 7.1%
Median Sales Price*	$60,000	**$58,000**	- 3.3%	$55,050	**$62,000**	+ 12.6%
Average Sales Price*	$65,037	**$72,602**	+ 11.6%	$70,612	**$73,149**	+ 3.6%
Percent of Original List Price Received*	84.3%	**89.6%**	+ 6.4%	86.0%	**89.1%**	+ 3.6%
List to Close	123	**144**	+ 16.8%	140	**138**	- 1.6%
Inventory of Homes for Sale	468	**329**	- 29.7%	--	--	--
Months Supply of Inventory	10.6	**7.1**	- 33.3%	--	--	--

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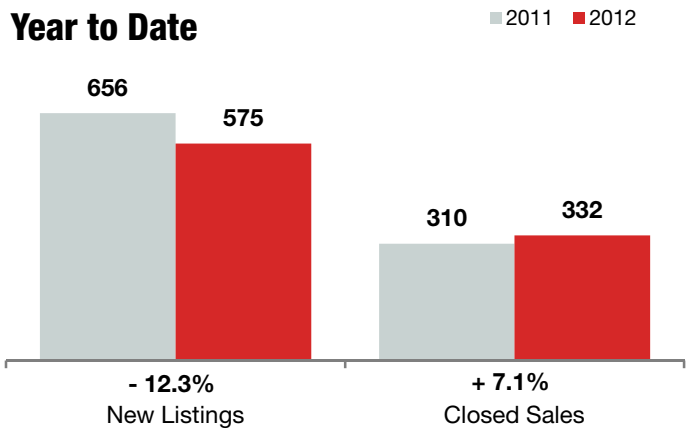
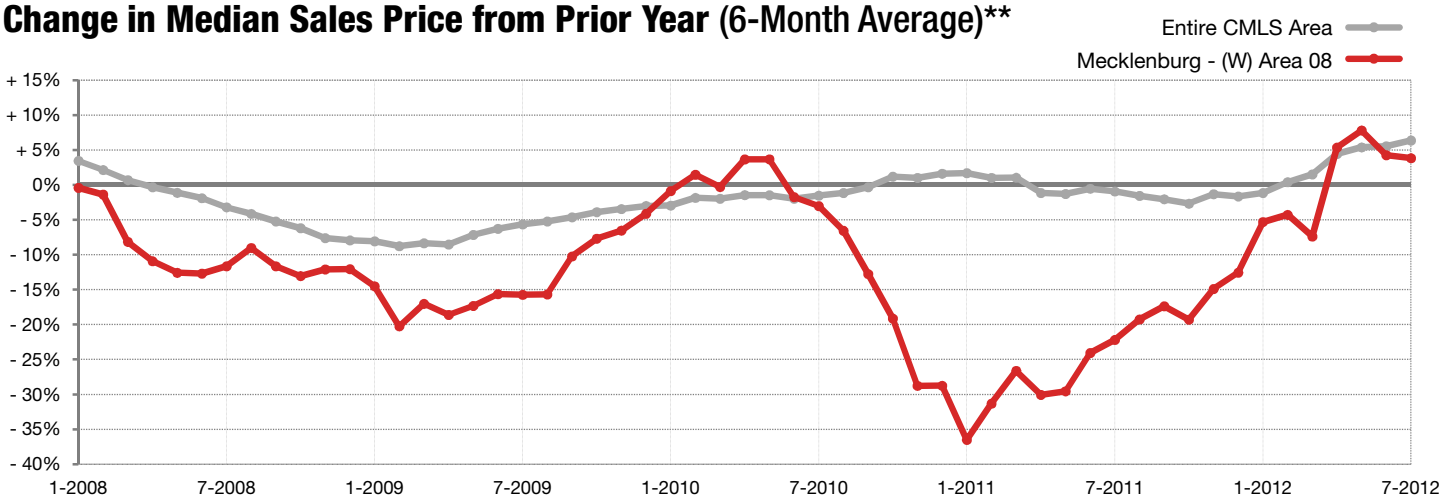
July

Year to Date



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



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Mecklenburg - (NW) Area 09

+ 10.6%	+ 18.2%	+ 1.8%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

	July			Year to Date		
	2011	2012	+ / –	2011	2012	+ / –
New Listings	123	**136**	+ 10.6%	1,040	**965**	- 7.2%
Closed Sales	88	**104**	+ 18.2%	497	**572**	+ 15.1%
Median Sales Price*	$127,750	**$130,000**	+ 1.8%	$129,200	**$127,000**	- 1.7%
Average Sales Price*	$156,132	**$154,871**	- 0.8%	$152,851	**$152,078**	- 0.5%
Percent of Original List Price Received*	87.8%	**94.9%**	+ 8.0%	88.7%	**93.1%**	+ 4.9%
List to Close	159	**130**	- 18.3%	144	**137**	- 4.5%
Inventory of Homes for Sale	707	**522**	- 26.2%	--	--	--
Months Supply of Inventory	10.3	**6.6**	- 36.0%	--	--	--

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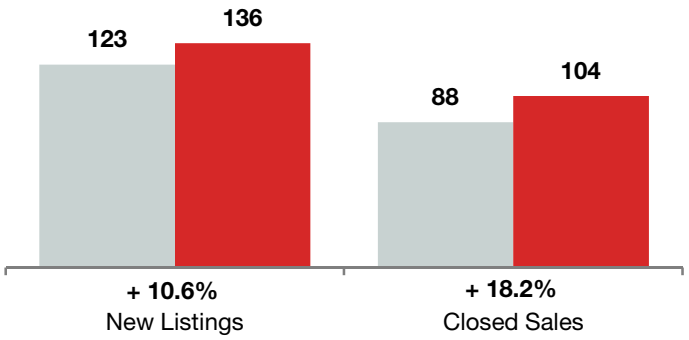
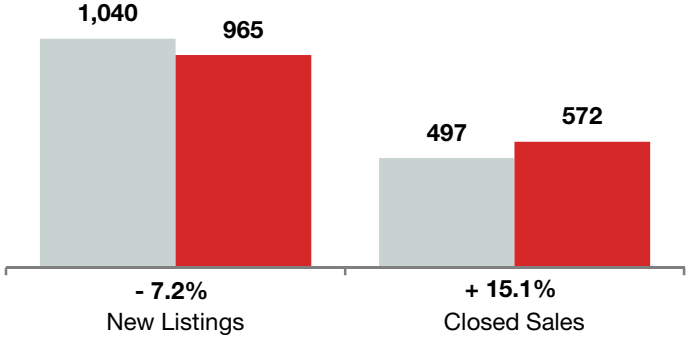
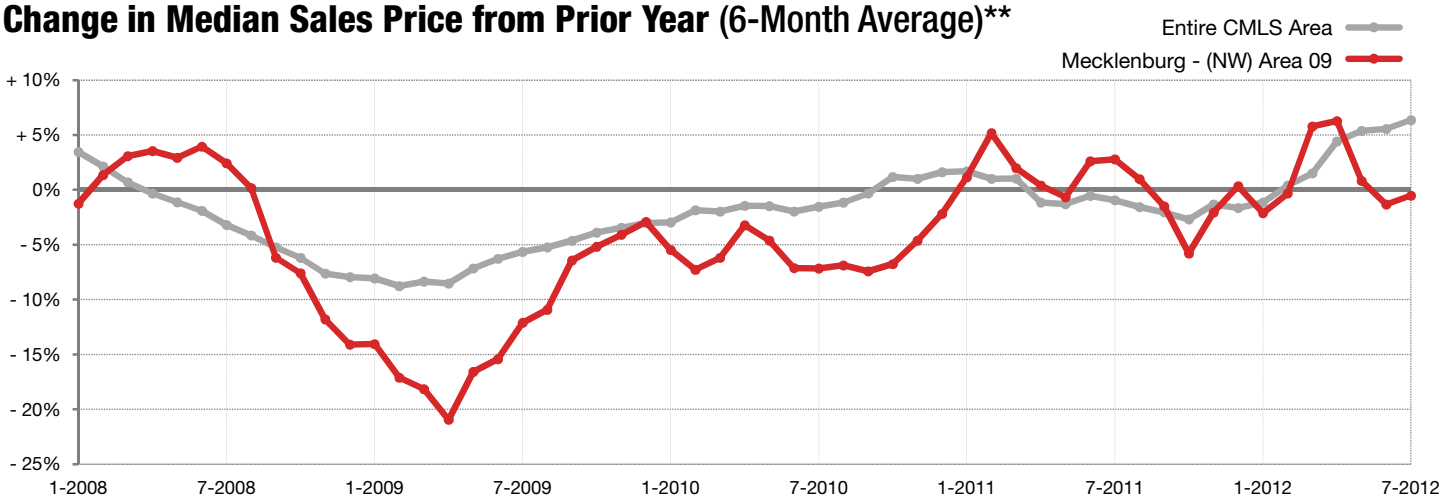
July



Year to Date



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



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Charlotte Regional Realtor® Association

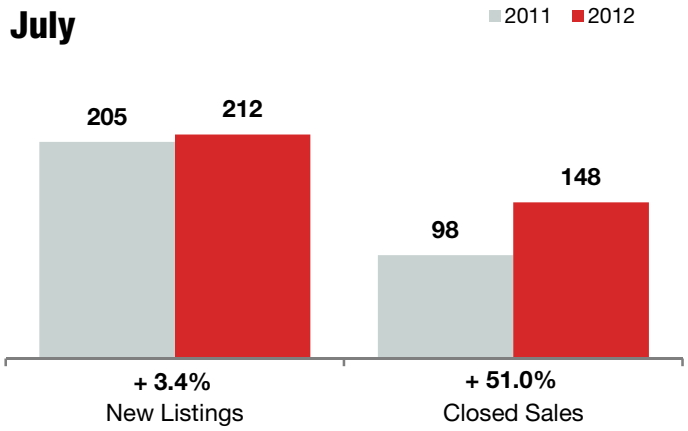
Lake Norman / Area 13

+ 3.4%	+ 51.0%	- 19.8%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

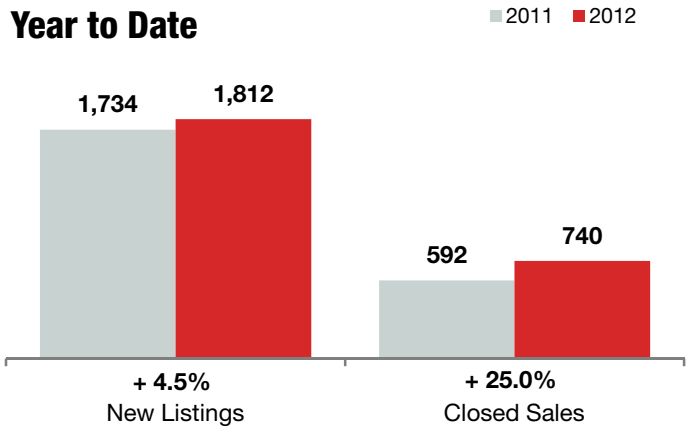
	July			Year to Date		
	2011	2012	+ / –	2011	2012	+ / –
New Listings	205	**212**	+ 3.4%	1,734	**1,812**	+ 4.5%
Closed Sales	98	**148**	+ 51.0%	592	**740**	+ 25.0%
Median Sales Price*	$419,000	**$336,000**	- 19.8%	$338,625	**$340,000**	+ 0.4%
Average Sales Price*	$477,333	**$424,760**	- 11.0%	$438,737	**$435,348**	- 0.8%
Percent of Original List Price Received*	88.2%	**92.4%**	+ 4.7%	88.0%	**91.1%**	+ 3.5%
List to Close	182	**145**	- 20.8%	186	**159**	- 14.5%
Inventory of Homes for Sale	1,523	**1,259**	- 17.3%	--	--	--
Months Supply of Inventory	17.4	**11.9**	- 31.8%	--	--	--

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

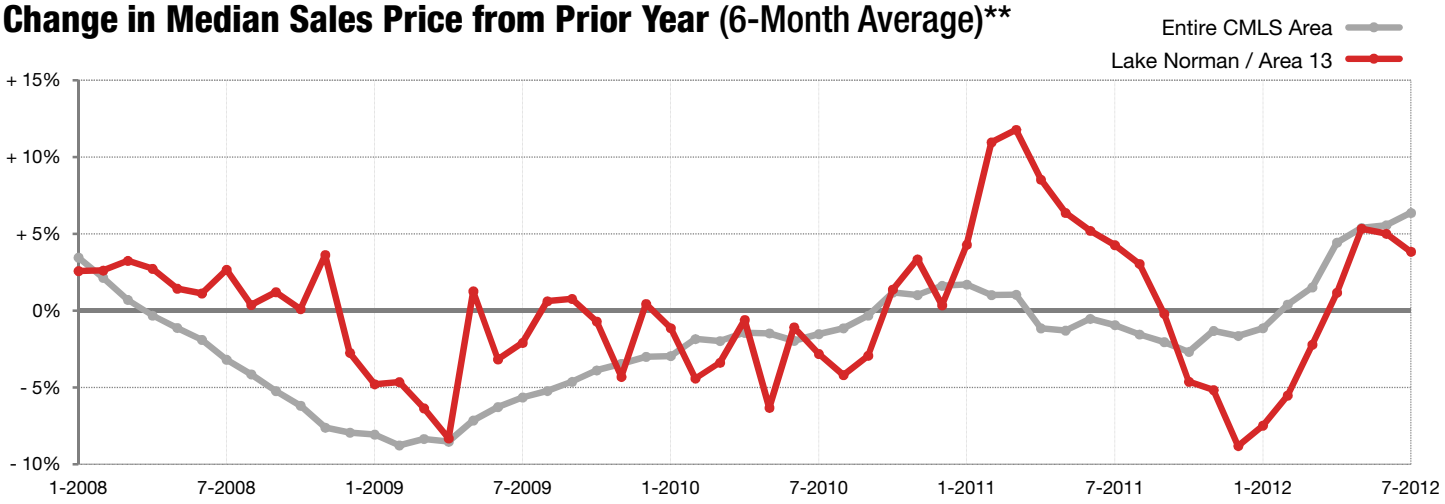
July



Year to Date



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



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Local Market Update – July 2012

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Charlotte Regional Realtor® Association

Lake Wylie / Area 15

+ 21.3%	+ 62.5%	+ 29.5%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

	July			Year to Date		
	2011	2012	+ / –	2011	2012	+ / –
New Listings	75	**91**	+ 21.3%	588	**672**	+ 14.3%
Closed Sales	32	**52**	+ 62.5%	199	**263**	+ 32.2%
Median Sales Price*	$232,500	**$301,000**	+ 29.5%	$282,000	**$280,000**	- 0.7%
Average Sales Price*	$318,782	**$374,368**	+ 17.4%	$319,182	**$345,505**	+ 8.2%
Percent of Original List Price Received*	89.1%	**92.3%**	+ 3.6%	88.0%	**92.6%**	+ 5.2%
List to Close	195	**124**	- 36.5%	191	**164**	- 14.2%
Inventory of Homes for Sale	502	**477**	- 5.0%	--	--	--
Months Supply of Inventory	17.4	**13.2**	- 24.2%	--	--	--

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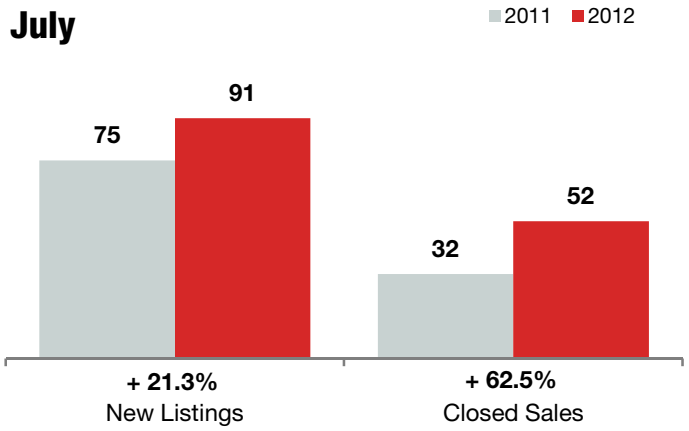
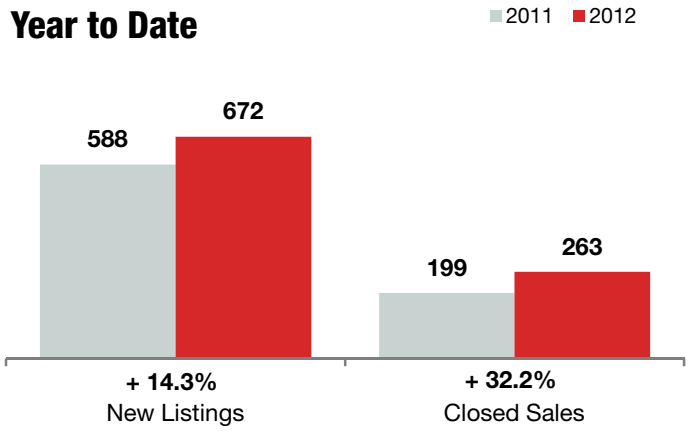
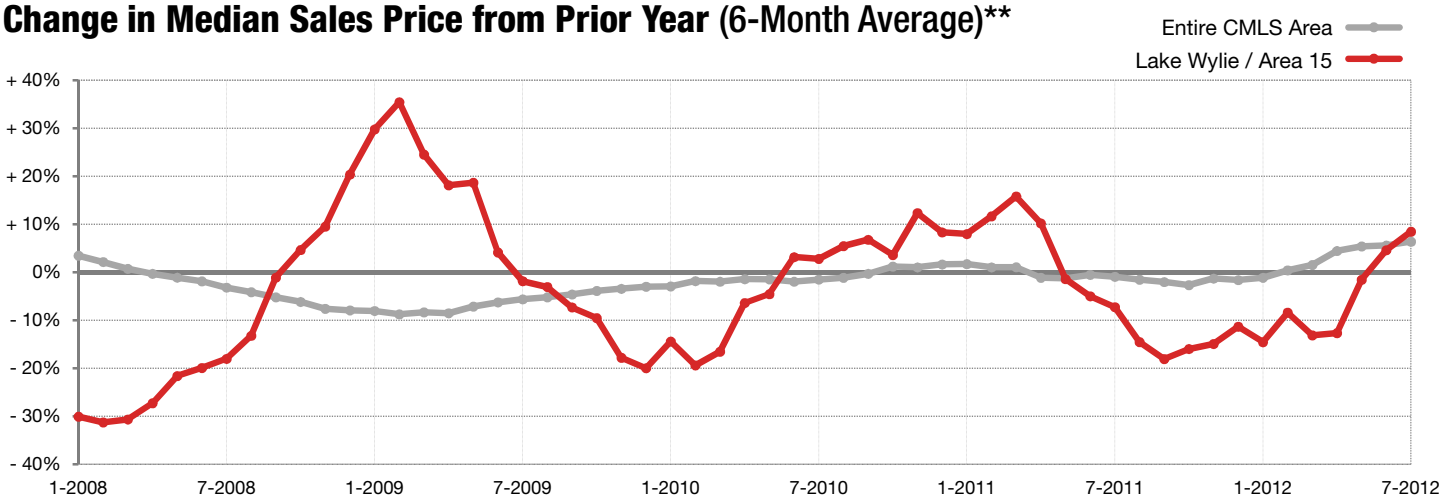
July



Year to Date



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



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Charlotte Regional Realtor® Association

Uptown / Area 99

- 3.0%	+ 57.1%	- 26.8%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

	July			Year to Date		
	2011	2012	+ / –	2011	2012	+ / –
New Listings	33	**32**	- 3.0%	229	**231**	+ 0.9%
Closed Sales	14	**22**	+ 57.1%	109	**128**	+ 17.4%
Median Sales Price*	$256,000	**$187,500**	- 26.8%	$198,000	**$205,000**	+ 3.5%
Average Sales Price*	$298,500	**$202,973**	- 32.0%	$250,533	**$245,321**	- 2.1%
Percent of Original List Price Received*	92.8%	**93.2%**	+ 0.5%	89.3%	**92.5%**	+ 3.7%
List to Close	245	**167**	- 32.0%	160	**175**	+ 9.5%
Inventory of Homes for Sale	176	**144**	- 18.2%	--	--	--
Months Supply of Inventory	14.1	**7.4**	- 47.1%	--	--	--

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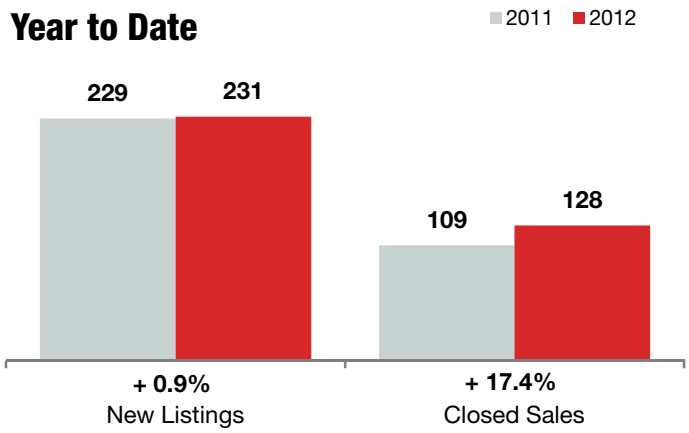
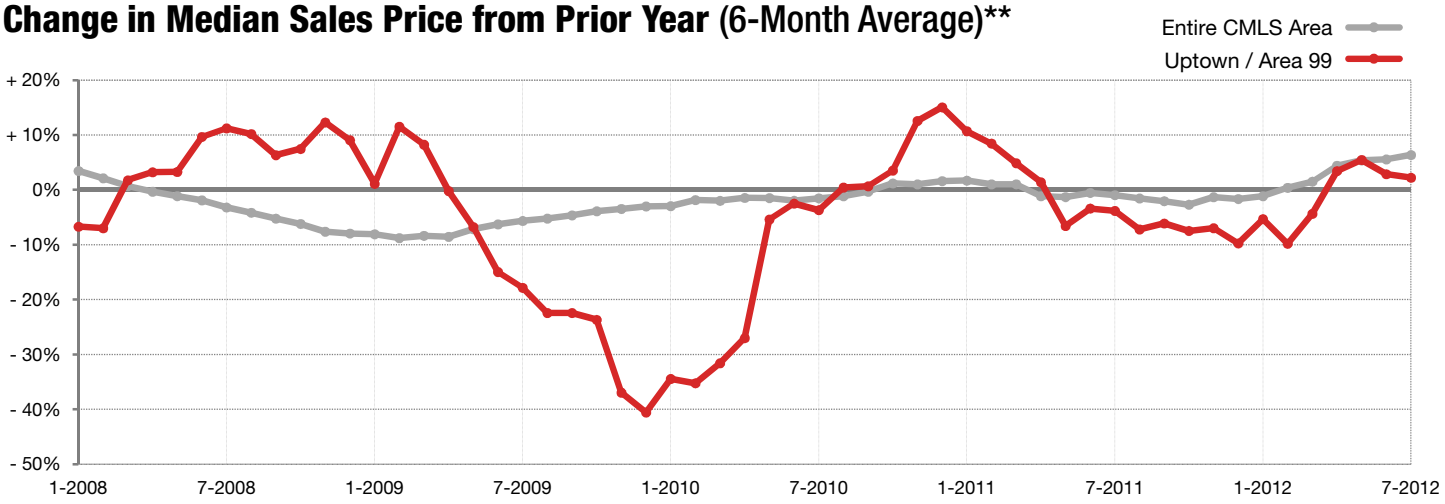


Change in Median Sales Price from Prior Year (6-Month Average)**



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Charlotte Regional Realtor® Association

Charlotte-Gastonia-Rock Hill MSA

+ 6.1%	+ 24.6%	+ 0.3%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

	July			Year to Date		
	2011	**2012**	**+ / –**	**2011**	**2012**	**+ / –**
New Listings	2,798	**2,970**	+ 6.1%	23,117	**22,675**	- 1.9%
Closed Sales	1,725	**2,149**	+ 24.6%	10,454	**12,098**	+ 15.7%
Median Sales Price*	$168,500	**$169,000**	+ 0.3%	$155,995	**$161,900**	+ 3.8%
Average Sales Price*	$219,771	**$224,043**	+ 1.9%	$208,937	**$213,121**	+ 2.0%
Percent of Original List Price Received*	90.1%	**93.0%**	+ 3.2%	89.4%	**92.4%**	+ 3.3%
List to Close	154	**138**	- 10.1%	159	**147**	- 7.2%
Inventory of Homes for Sale	16,762	**13,563**	- 19.1%	--	--	--
Months Supply of Inventory	11.7	**8.0**	- 32.1%	--	--	--

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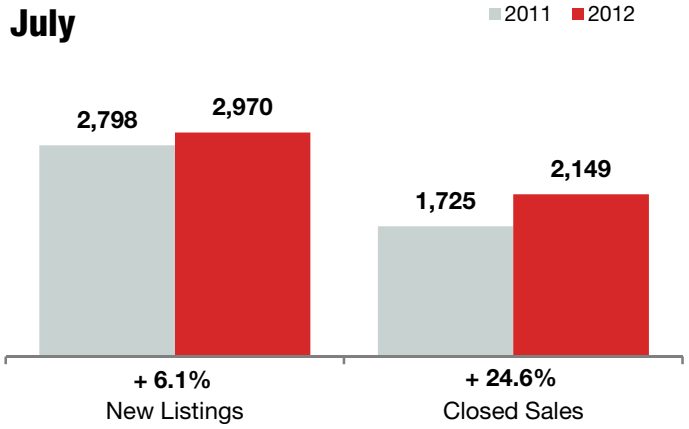
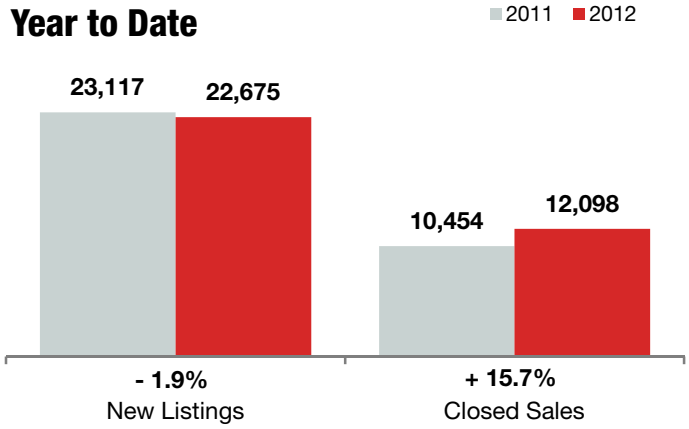
July



Year to Date



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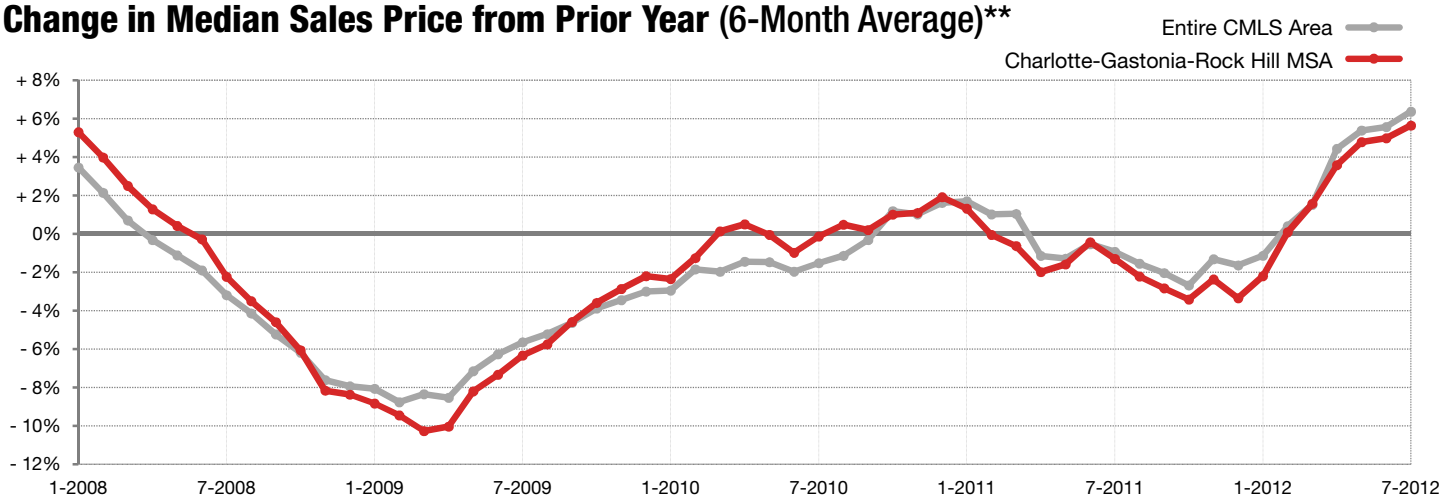

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