

# Local Market Update – May 2012

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



**+ 5.0%**

Change in  
New Listings

**+ 19.0%**

Change in  
Closed Sales

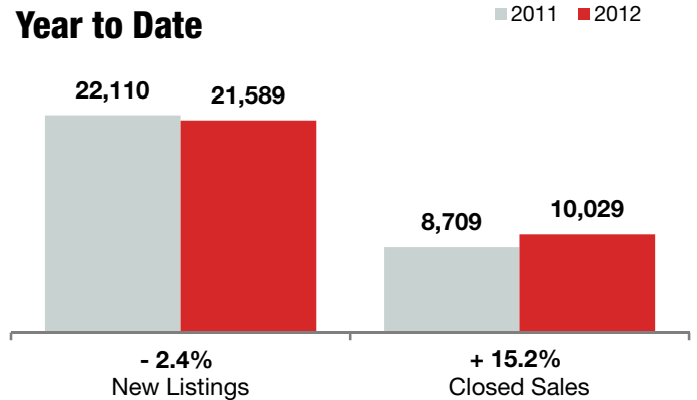
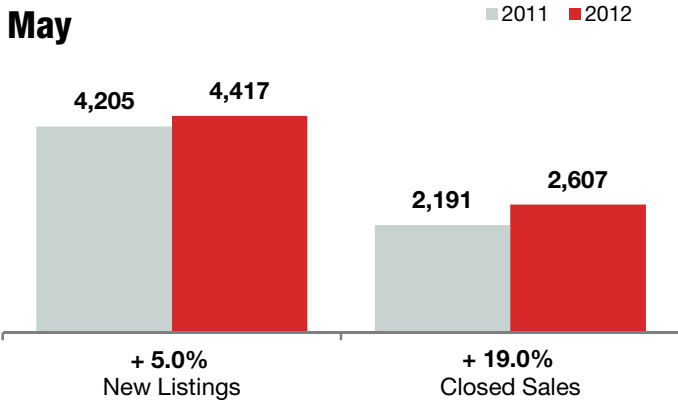
**+ 8.6%**

Change in  
Median Sales Price

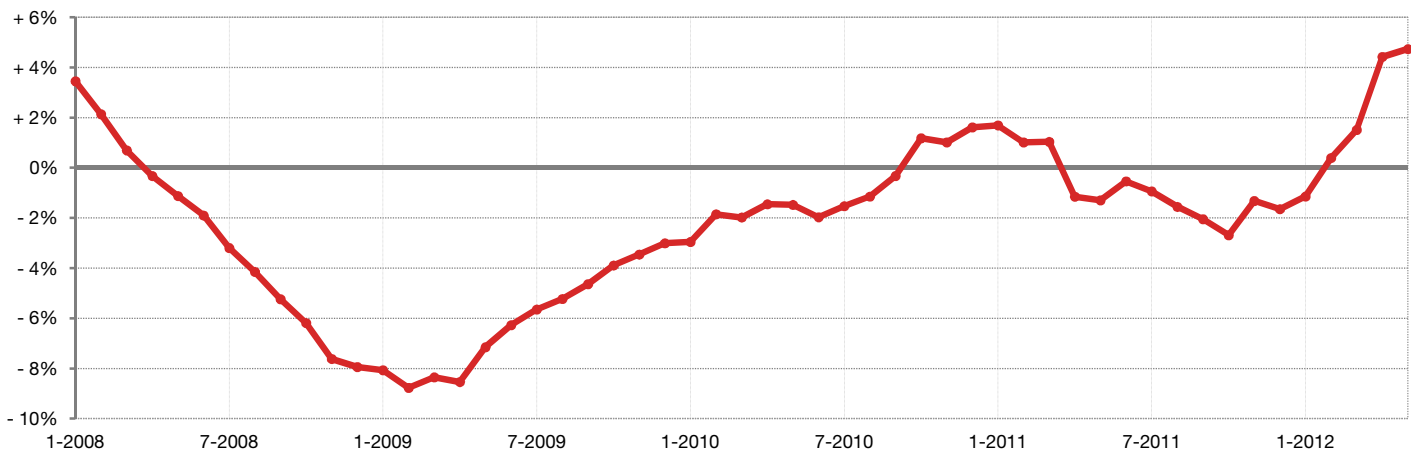
## Entire CMLS Area

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	4,205	<b>4,417</b>	+ 5.0%	22,110	<b>21,589</b>	- 2.4%
Closed Sales	2,191	<b>2,607</b>	+ 19.0%	8,709	<b>10,029</b>	+ 15.2%
Median Sales Price*	\$152,000	<b>\$165,000</b>	+ 8.6%	\$149,198	<b>\$155,000</b>	+ 3.9%
Average Sales Price*	\$209,288	<b>\$217,561</b>	+ 4.0%	\$197,217	<b>\$202,638</b>	+ 2.7%
Percent of Original List Price Received*	89.6%	<b>92.2%</b>	+ 3.0%	88.6%	<b>91.4%</b>	+ 3.1%
List to Close	150	<b>140</b>	- 6.7%	153	<b>147</b>	- 4.1%
Inventory of Homes for Sale	24,000	<b>19,513</b>	- 18.7%	--	--	--
Months Supply of Inventory	13.5	<b>9.4</b>	- 30.4%	--	--	--

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



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



\*\* Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

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## Cabarrus County

**+ 15.5%**

Change in  
New Listings

**+ 11.6%**

Change in  
Closed Sales

**+ 24.3%**

Change in  
Median Sales Price

### May

### Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	310	358	+ 15.5%	1,635	1,673	+ 2.3%
Closed Sales	155	173	+ 11.6%	675	735	+ 8.9%
Median Sales Price*	\$130,375	\$162,000	+ 24.3%	\$145,115	\$155,228	+ 7.0%
Average Sales Price*	\$156,069	\$192,196	+ 23.1%	\$168,535	\$176,123	+ 4.5%
Percent of Original List Price Received*	88.5%	92.3%	+ 4.4%	89.4%	91.8%	+ 2.7%
List to Close	147	146	- 0.7%	157	144	- 8.4%
Inventory of Homes for Sale	1,734	1,466	- 15.5%	--	--	--
Months Supply of Inventory	12.7	9.8	- 23.3%	--	--	--

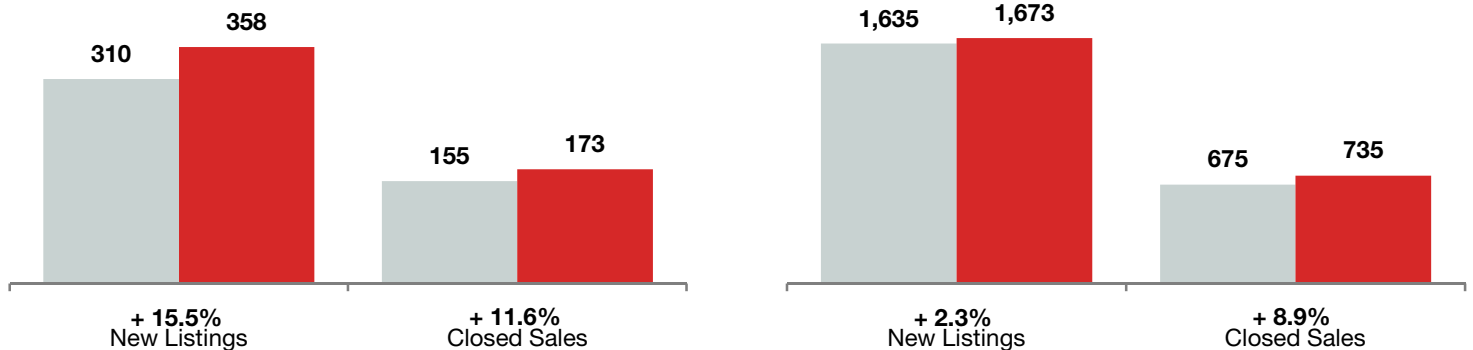
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### May

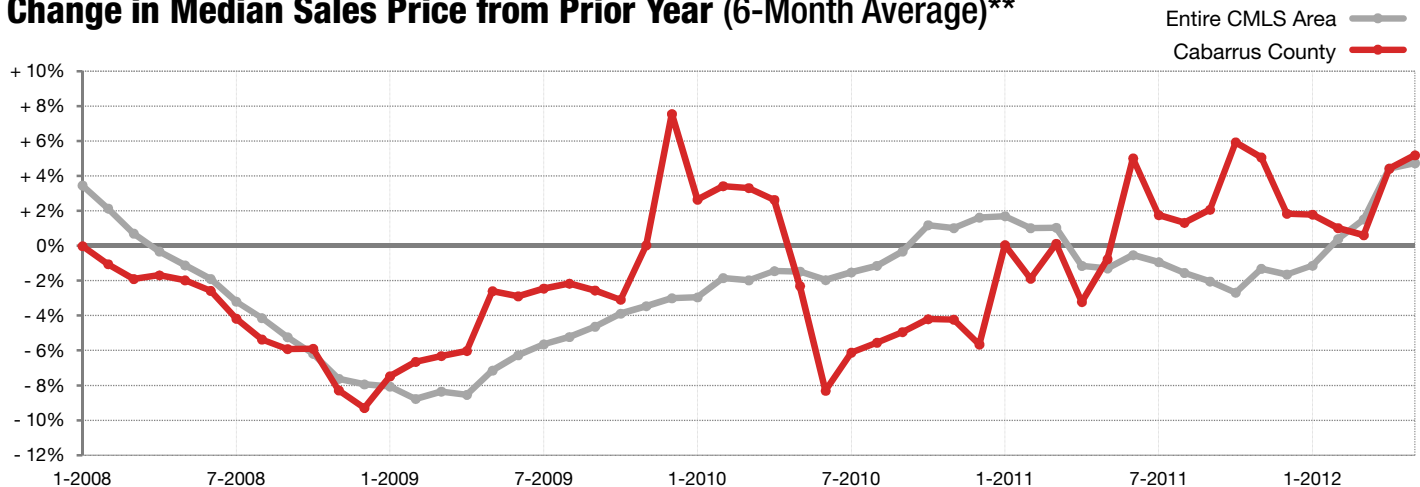
■ 2011 ■ 2012

### Year to Date

■ 2011 ■ 2012



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## Gaston County

**+ 14.6%**

Change in  
New Listings

**+ 25.0%**

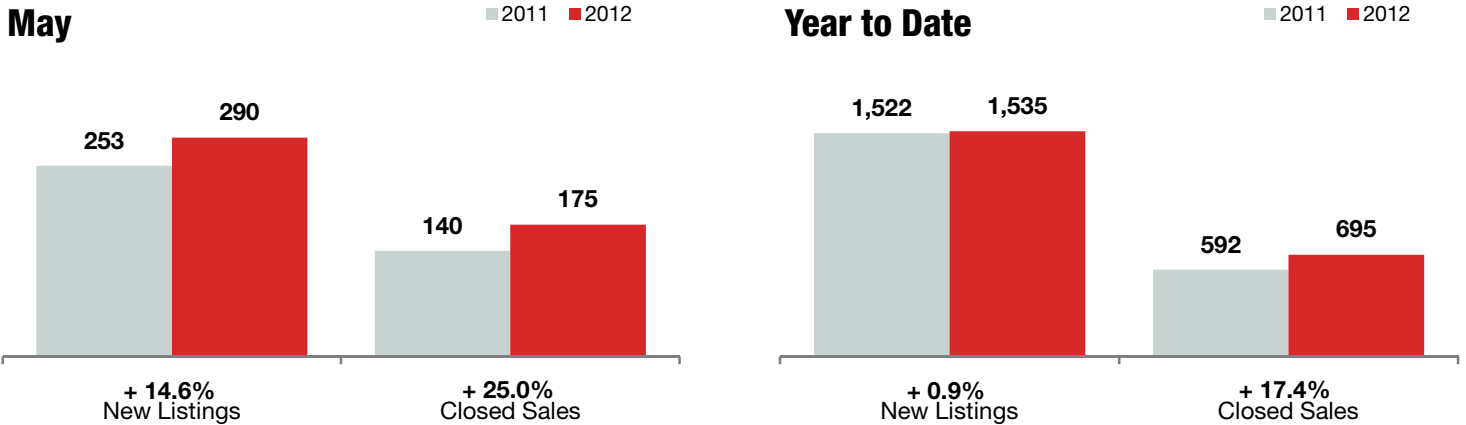
Change in  
Closed Sales

**+ 10.2%**

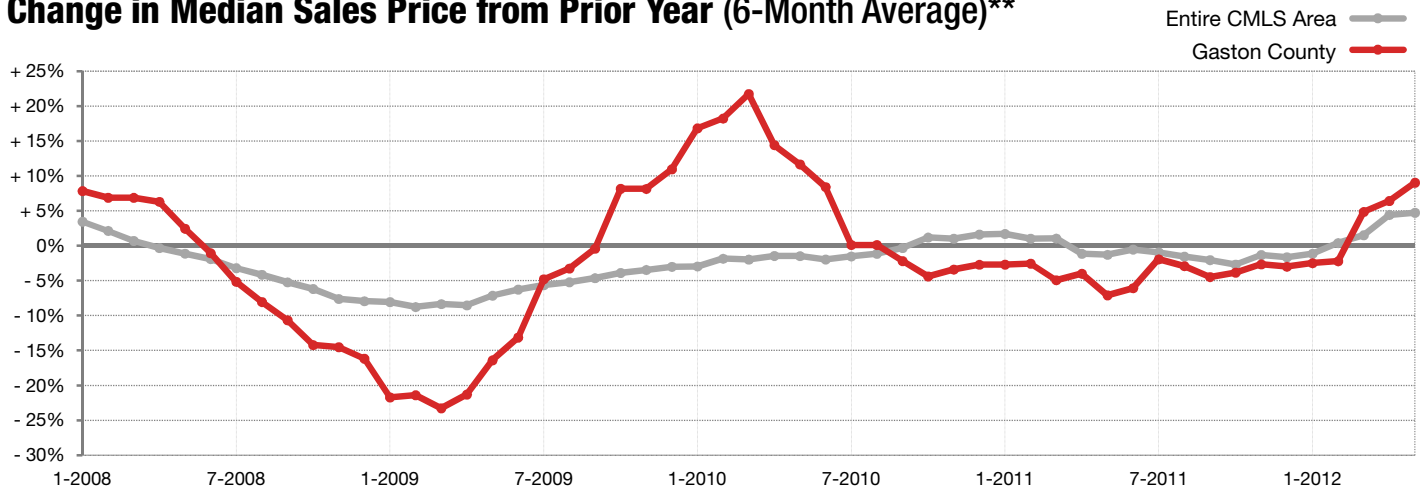
Change in  
Median Sales Price

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	253	290	+ 14.6%	1,522	1,535	+ 0.9%
Closed Sales	140	175	+ 25.0%	592	695	+ 17.4%
Median Sales Price*	\$108,900	\$120,000	+ 10.2%	\$104,000	\$112,900	+ 8.6%
Average Sales Price*	\$122,803	\$140,438	+ 14.4%	\$123,000	\$127,248	+ 3.5%
Percent of Original List Price Received*	90.8%	91.3%	+ 0.5%	88.1%	90.0%	+ 2.1%
List to Close	150	142	- 5.7%	152	151	- 0.6%
Inventory of Homes for Sale	1,740	1,481	- 14.9%	--	--	--
Months Supply of Inventory	14.1	10.4	- 26.3%	--	--	--

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## Iredell County

**+ 0.3%**

Change in  
New Listings

**+ 7.6%**

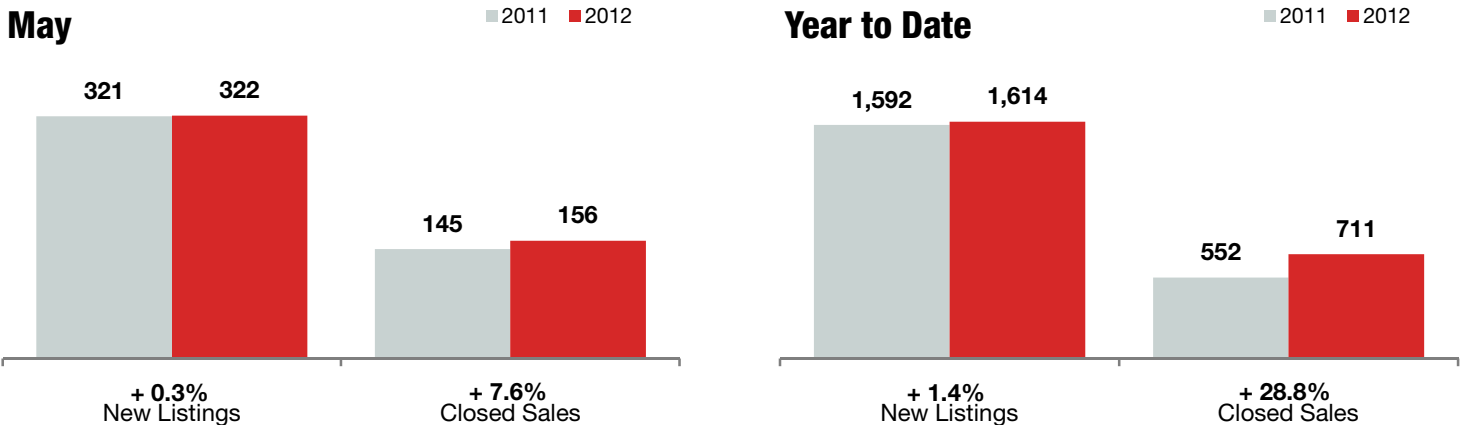
Change in  
Closed Sales

**+ 21.0%**

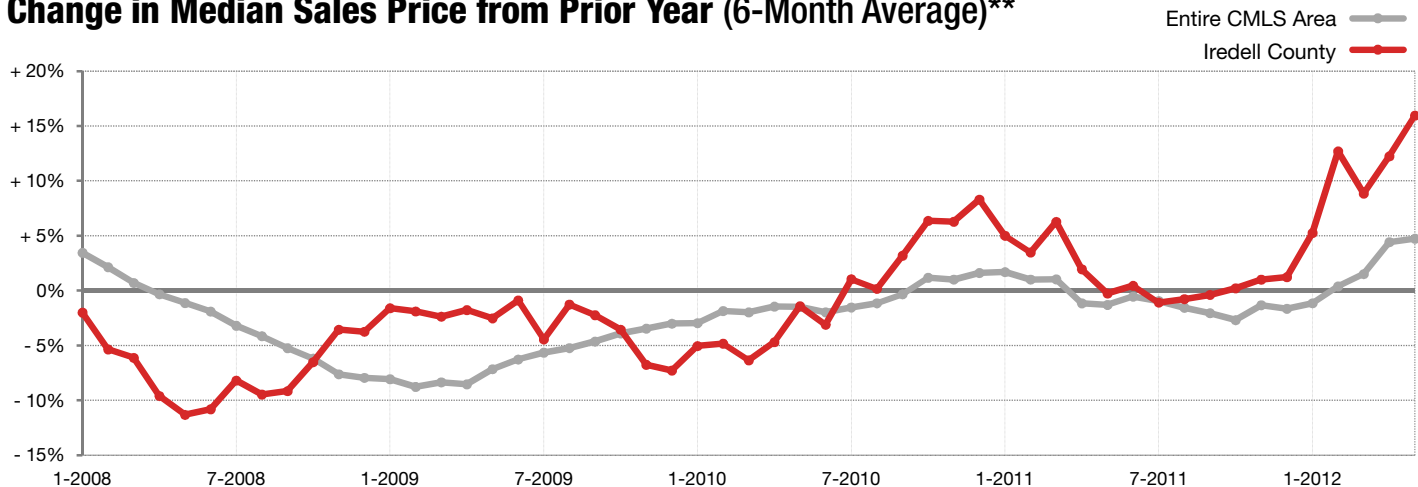
Change in  
Median Sales Price

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	321	<b>322</b>	+ 0.3%	1,592	<b>1,614</b>	+ 1.4%
Closed Sales	145	<b>156</b>	+ 7.6%	552	<b>711</b>	+ 28.8%
Median Sales Price*	\$163,582	<b>\$198,000</b>	+ 21.0%	\$152,811	<b>\$171,000</b>	+ 11.9%
Average Sales Price*	\$240,960	<b>\$302,889</b>	+ 25.7%	\$224,680	<b>\$251,063</b>	+ 11.7%
Percent of Original List Price Received*	89.0%	<b>90.3%</b>	+ 1.5%	87.2%	<b>90.6%</b>	+ 3.9%
List to Close	150	<b>145</b>	- 3.3%	163	<b>157</b>	- 3.6%
Inventory of Homes for Sale	1,862	<b>1,556</b>	- 16.4%	--	--	--
Months Supply of Inventory	15.5	<b>10.9</b>	- 29.3%	--	--	--

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## Lincoln County

**+ 24.4%**

Change in  
New Listings

**+ 11.5%**

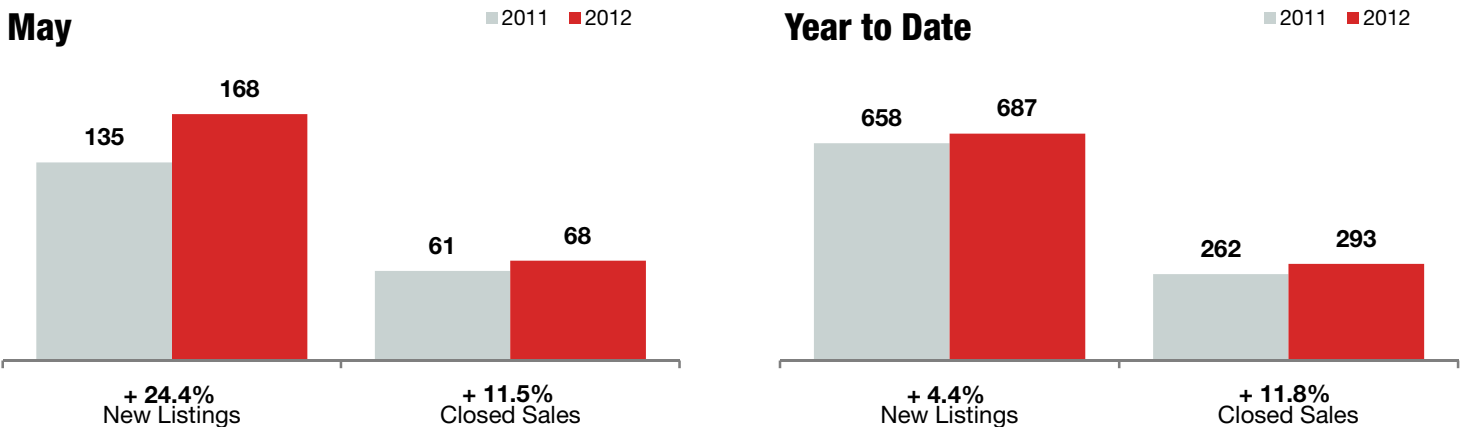
Change in  
Closed Sales

**+ 70.5%**

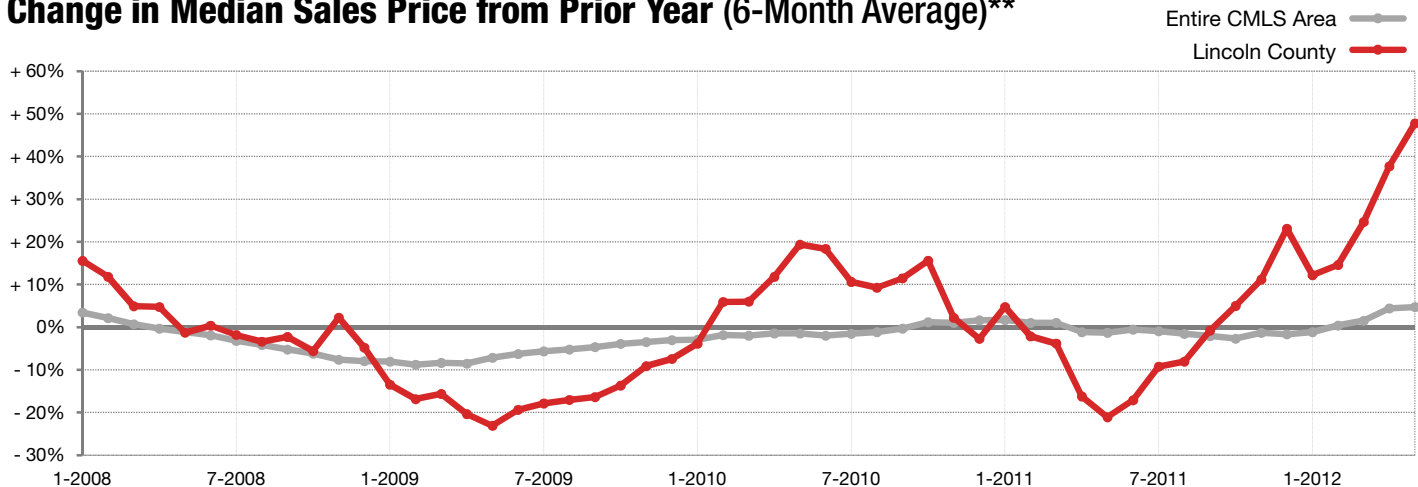
Change in  
Median Sales Price

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	135	168	+ 24.4%	658	687	+ 4.4%
Closed Sales	61	68	+ 11.5%	262	293	+ 11.8%
Median Sales Price*	\$97,000	\$165,384	+ 70.5%	\$125,500	\$156,000	+ 24.3%
Average Sales Price*	\$140,981	\$205,922	+ 46.1%	\$166,920	\$208,912	+ 25.2%
Percent of Original List Price Received*	86.9%	89.4%	+ 2.9%	87.7%	89.9%	+ 2.5%
List to Close	184	176	- 4.6%	165	148	- 10.4%
Inventory of Homes for Sale	766	696	- 9.1%	--	--	--
Months Supply of Inventory	15.0	12.3	- 18.2%	--	--	--

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Charlotte Regional Realtor® Association

## Union County

**+ 14.6%**

Change in  
New Listings

**+ 10.4%**

Change in  
Closed Sales

**- 6.8%**

Change in  
Median Sales Price

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	397	455	+ 14.6%	2,094	2,126	+ 1.5%
Closed Sales	230	254	+ 10.4%	831	953	+ 14.7%
Median Sales Price*	\$205,250	\$191,225	- 6.8%	\$175,000	\$176,569	+ 0.9%
Average Sales Price*	\$278,872	\$250,150	- 10.3%	\$240,168	\$247,958	+ 3.2%
Percent of Original List Price Received*	91.5%	93.2%	+ 1.8%	89.6%	92.2%	+ 2.9%
List to Close	159	129	- 18.8%	163	144	- 11.5%
Inventory of Homes for Sale	2,208	1,849	- 16.3%	--	--	--
Months Supply of Inventory	12.9	9.2	- 29.2%	--	--	--

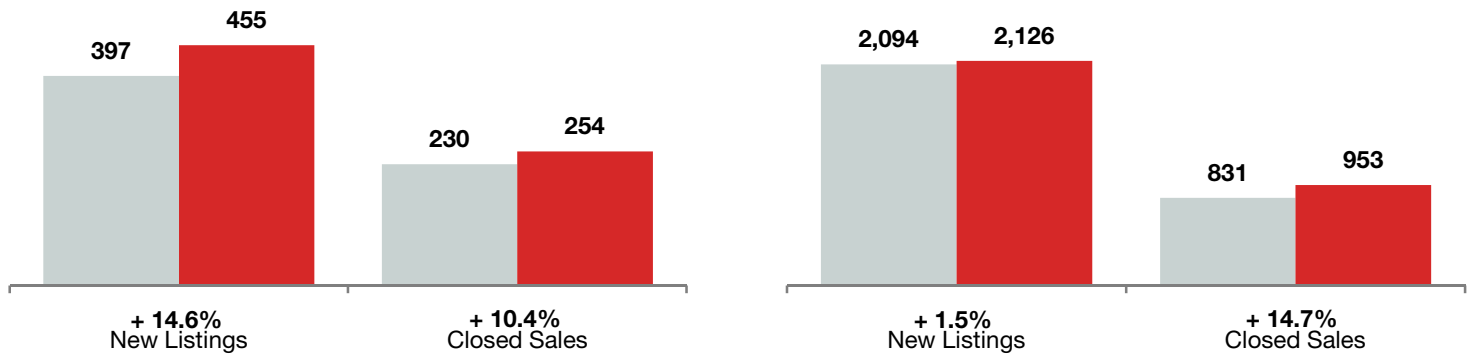
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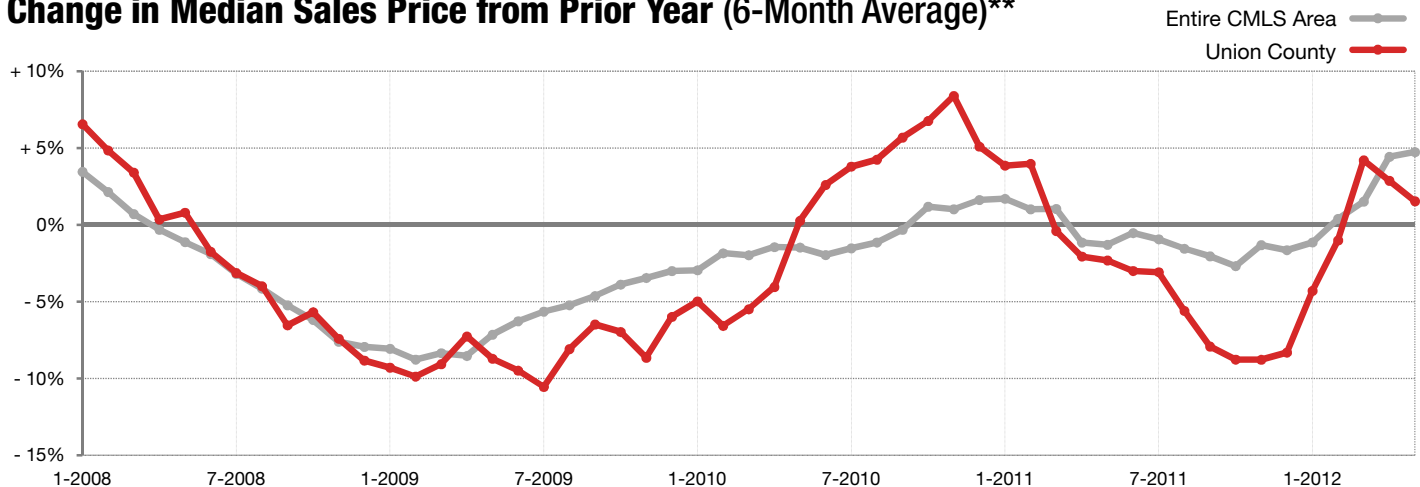
■ 2011 ■ 2012

### Year to Date

■ 2011 ■ 2012



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## York County, SC

**+ 5.3%**

Change in  
New Listings

**+ 57.7%**

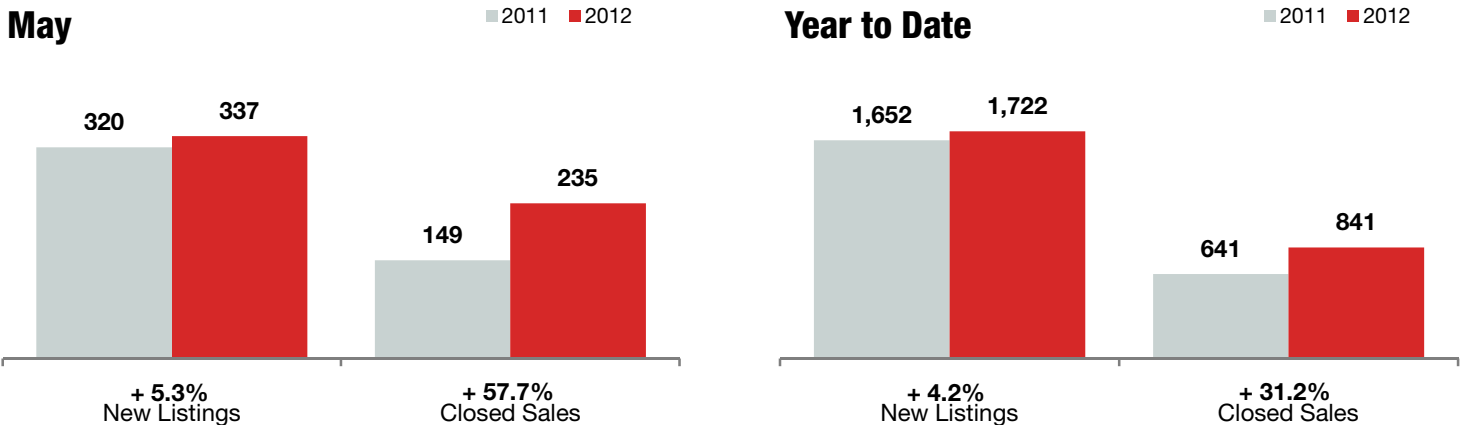
Change in  
Closed Sales

**+ 1.6%**

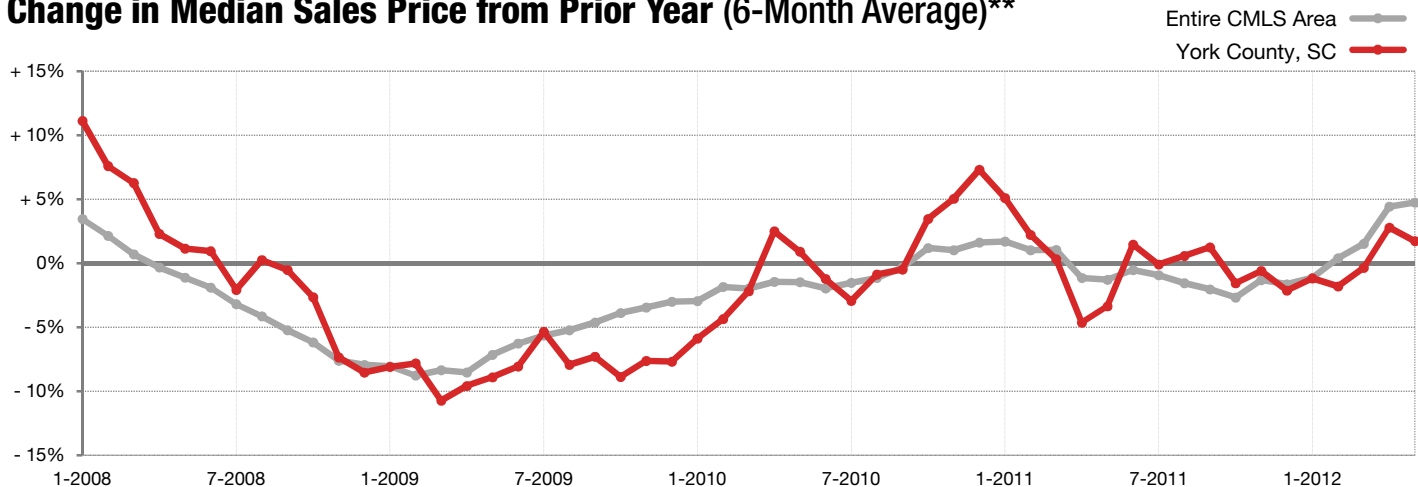
Change in  
Median Sales Price

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	320	<b>337</b>	+ 5.3%	1,652	<b>1,722</b>	+ 4.2%
Closed Sales	149	<b>235</b>	+ 57.7%	641	<b>841</b>	+ 31.2%
Median Sales Price*	\$182,000	<b>\$185,000</b>	+ 1.6%	\$174,000	<b>\$174,500</b>	+ 0.3%
Average Sales Price*	\$207,811	<b>\$216,164</b>	+ 4.0%	\$205,449	<b>\$203,070</b>	- 1.2%
Percent of Original List Price Received*	91.2%	<b>94.1%</b>	+ 3.3%	90.1%	<b>93.4%</b>	+ 3.6%
List to Close	157	<b>141</b>	- 10.3%	170	<b>143</b>	- 16.1%
Inventory of Homes for Sale	1,824	<b>1,497</b>	- 17.9%	--	--	--
Months Supply of Inventory	13.4	<b>8.6</b>	- 35.5%	--	--	--

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Charlotte Regional Realtor® Association

## Mecklenburg County

**- 4.5%**

Change in  
New Listings

**+ 16.4%**

Change in  
Closed Sales

**+ 2.6%**

Change in  
Median Sales Price

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	1,935	<b>1,848</b>	- 4.5%	10,160	<b>9,305</b>	- 8.4%
Closed Sales	1,058	<b>1,231</b>	+ 16.4%	4,110	<b>4,578</b>	+ 11.4%
Median Sales Price*	\$163,250	<b>\$167,500</b>	+ 2.6%	\$155,000	<b>\$157,230</b>	+ 1.4%
Average Sales Price*	\$226,834	<b>\$229,190</b>	+ 1.0%	\$211,863	<b>\$211,923</b>	+ 0.0%
Percent of Original List Price Received*	89.7%	<b>93.1%</b>	+ 3.8%	88.9%	<b>92.1%</b>	+ 3.5%
List to Close	141	<b>133</b>	- 5.2%	143	<b>143</b>	- 0.2%
Inventory of Homes for Sale	10,139	<b>7,598</b>	- 25.1%	--	--	--
Months Supply of Inventory	12.4	<b>8.0</b>	- 35.4%	--	--	--

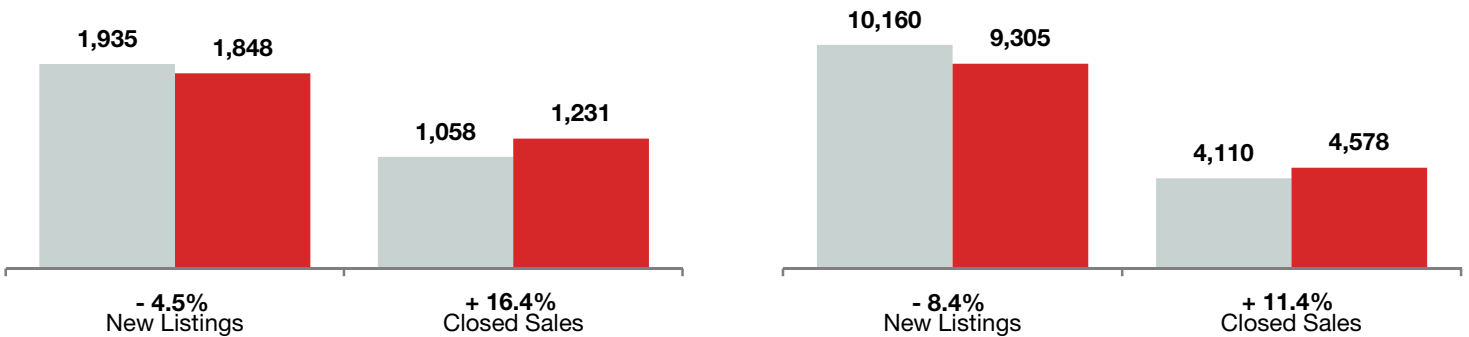
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### May

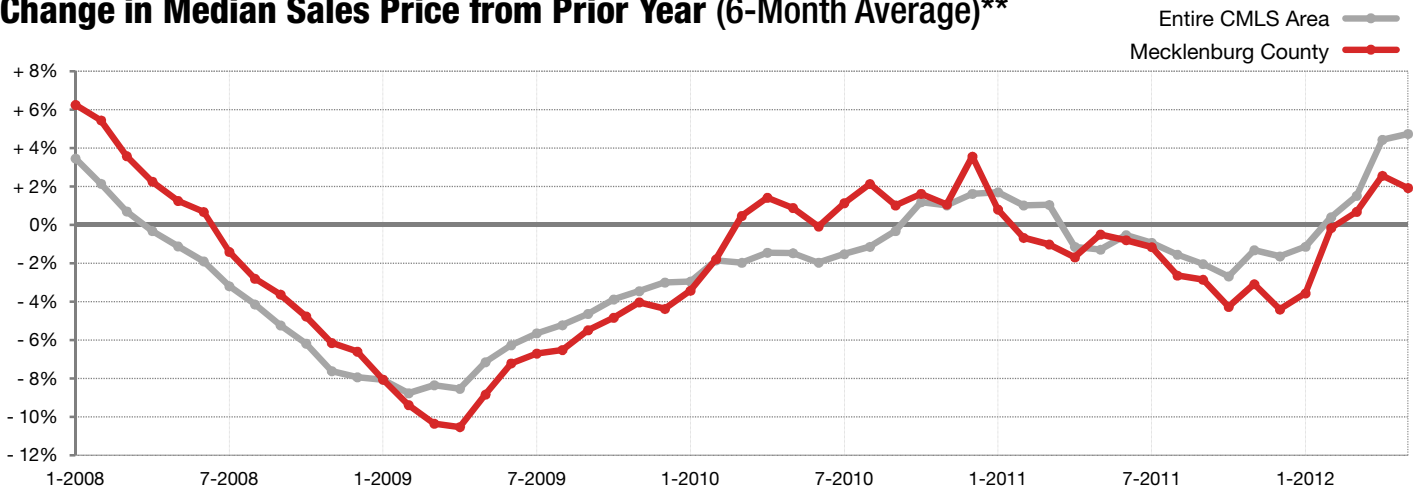
■ 2011 ■ 2012

### Year to Date

■ 2011 ■ 2012



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## Mecklenburg - (N) Area 01

**- 2.4%**

Change in  
New Listings

**+ 7.5%**

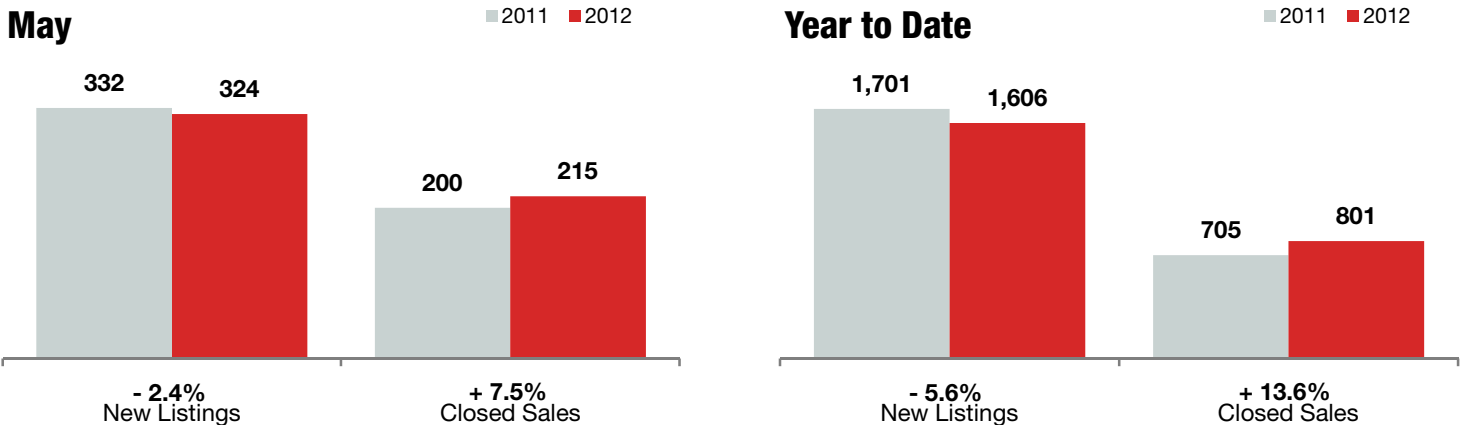
Change in  
Closed Sales

**+ 9.2%**

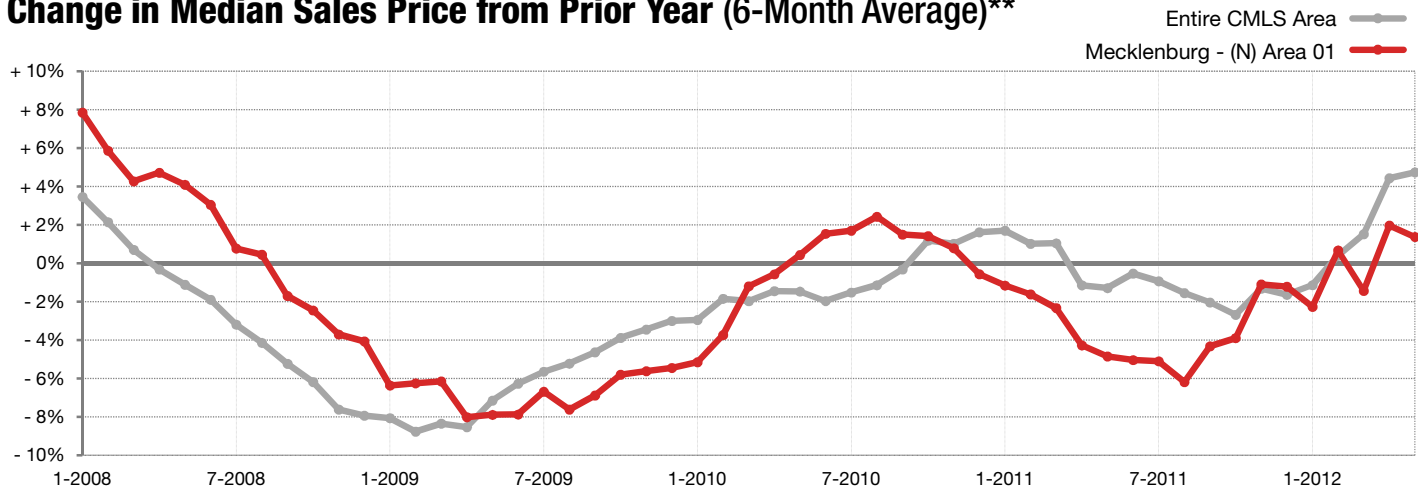
Change in  
Median Sales Price

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	332	324	- 2.4%	1,701	1,606	- 5.6%
Closed Sales	200	215	+ 7.5%	705	801	+ 13.6%
Median Sales Price*	\$142,000	\$155,000	+ 9.2%	\$144,670	\$146,100	+ 1.0%
Average Sales Price*	\$170,819	\$178,554	+ 4.5%	\$170,870	\$165,058	- 3.4%
Percent of Original List Price Received*	90.9%	94.2%	+ 3.7%	90.1%	93.3%	+ 3.6%
List to Close	141	135	- 4.5%	142	142	- 0.1%
Inventory of Homes for Sale	1,672	1,288	- 23.0%	--	--	--
Months Supply of Inventory	11.6	7.9	- 32.2%	--	--	--

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## Mecklenburg - (E) Area 02

**- 12.1%**

Change in  
New Listings

**+ 19.3%**

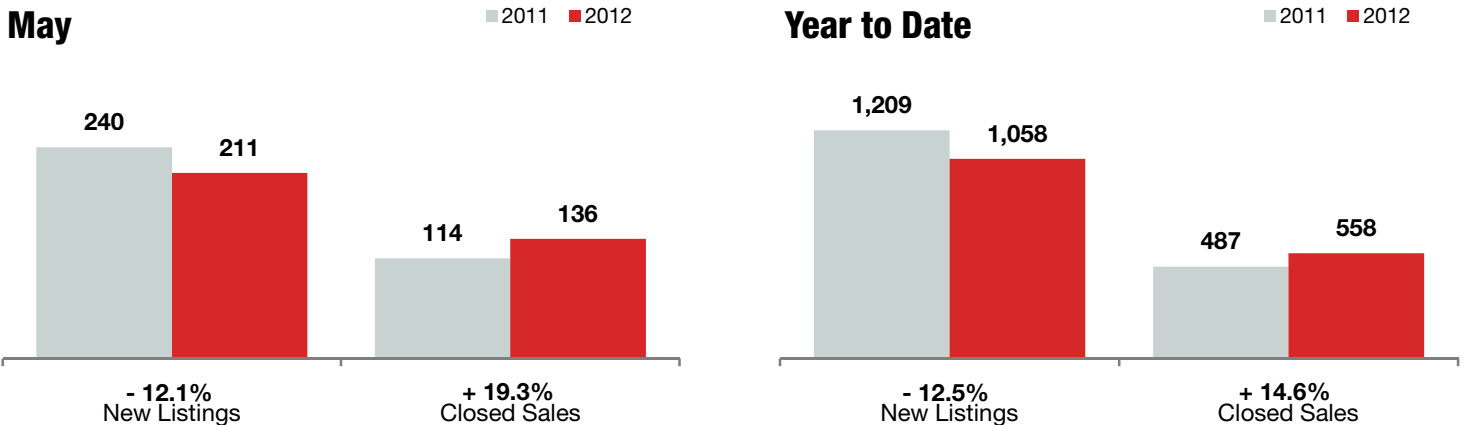
Change in  
Closed Sales

**- 14.1%**

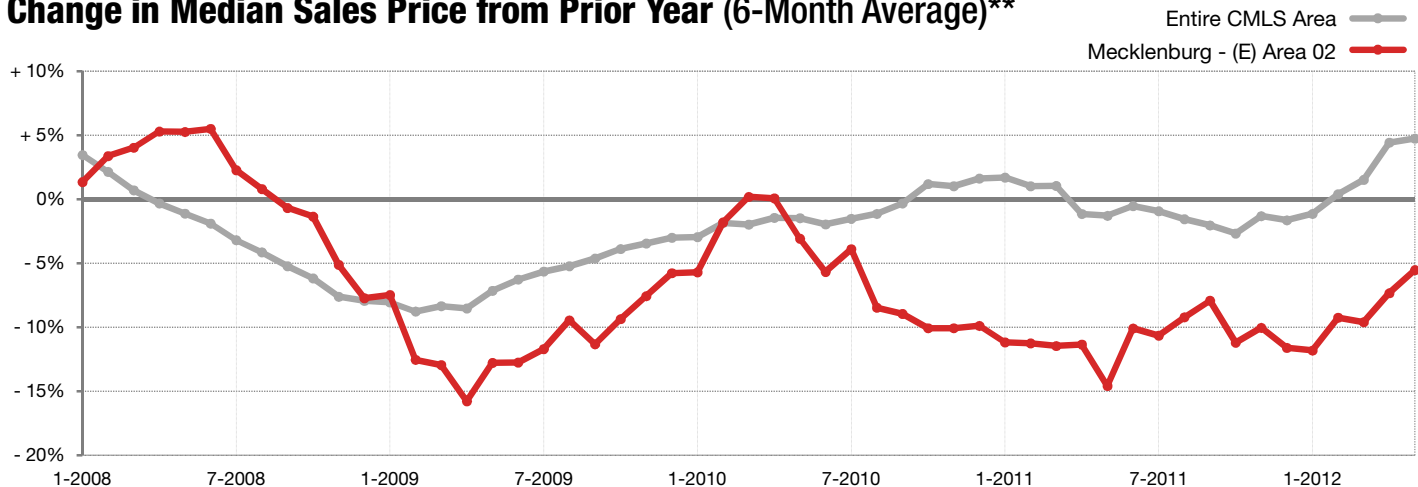
Change in  
Median Sales Price

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	240	211	- 12.1%	1,209	1,058	- 12.5%
Closed Sales	114	136	+ 19.3%	487	558	+ 14.6%
Median Sales Price*	\$104,000	\$89,375	- 14.1%	\$99,350	\$92,000	- 7.4%
Average Sales Price*	\$118,066	\$106,684	- 9.6%	\$111,829	\$110,302	- 1.4%
Percent of Original List Price Received*	87.1%	92.5%	+ 6.2%	87.8%	91.3%	+ 3.9%
List to Close	142	111	- 22.0%	136	132	- 3.0%
Inventory of Homes for Sale	1,195	800	- 33.1%	--	--	--
Months Supply of Inventory	11.9	6.9	- 41.9%	--	--	--

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## Mecklenburg - (SE) Area 03

**+ 10.8%**

Change in  
New Listings

**+ 46.0%**

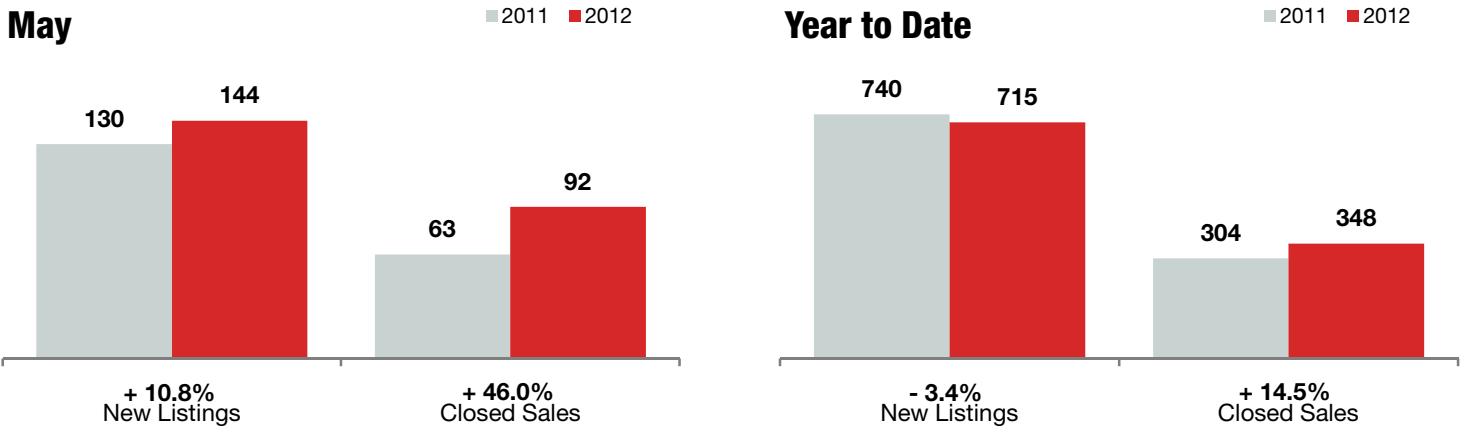
Change in  
Closed Sales

**+ 31.5%**

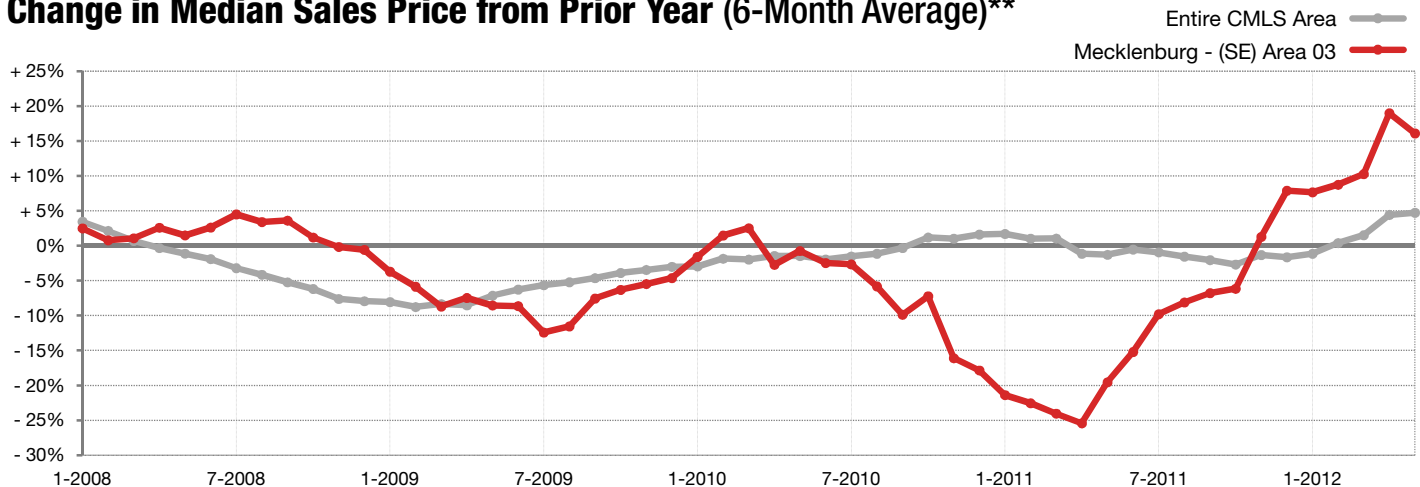
Change in  
Median Sales Price

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	130	144	+ 10.8%	740	715	- 3.4%
Closed Sales	63	92	+ 46.0%	304	348	+ 14.5%
Median Sales Price*	\$95,000	\$124,950	+ 31.5%	\$95,000	\$110,000	+ 15.8%
Average Sales Price*	\$113,301	\$136,781	+ 20.7%	\$120,683	\$128,204	+ 6.2%
Percent of Original List Price Received*	88.6%	90.0%	+ 1.6%	86.9%	90.8%	+ 4.4%
List to Close	136	144	+ 6.1%	132	137	+ 4.3%
Inventory of Homes for Sale	746	583	- 21.8%	--	--	--
Months Supply of Inventory	12.6	8.5	- 32.5%	--	--	--

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# Local Market Update – May 2012

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FOR MORE INFORMATION CONTACT A REALTOR®



Charlotte Regional Realtor® Association

## Mecklenburg - (SSE) Area 04

**+ 23.1%**

Change in  
New Listings

**+ 47.1%**

Change in  
Closed Sales

**+ 2.6%**

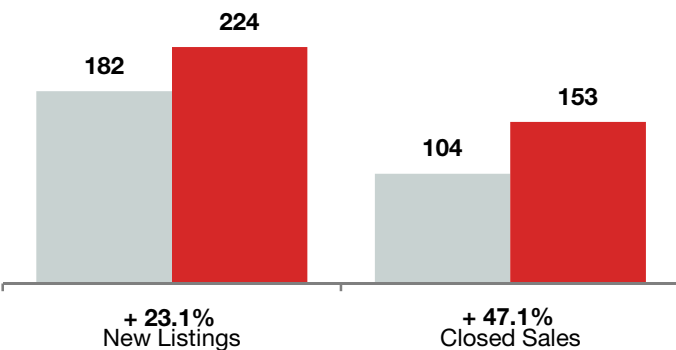
Change in  
Median Sales Price

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	182	224	+ 23.1%	1,051	1,110	+ 5.6%
Closed Sales	104	153	+ 47.1%	389	474	+ 21.9%
Median Sales Price*	\$248,450	\$255,000	+ 2.6%	\$240,000	\$235,000	- 2.1%
Average Sales Price*	\$326,045	\$312,129	- 4.3%	\$309,762	\$286,193	- 7.6%
Percent of Original List Price Received*	89.0%	92.6%	+ 4.1%	88.0%	92.1%	+ 4.6%
List to Close	137	138	+ 0.6%	160	149	- 7.1%
Inventory of Homes for Sale	1,062	884	- 16.8%	--	--	--
Months Supply of Inventory	13.7	9.3	- 31.8%	--	--	--

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

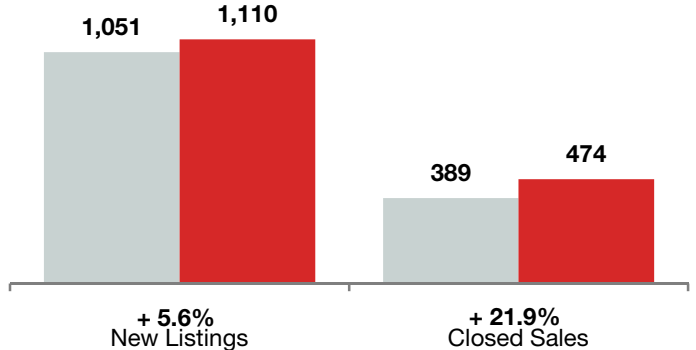
### May

■ 2011 ■ 2012

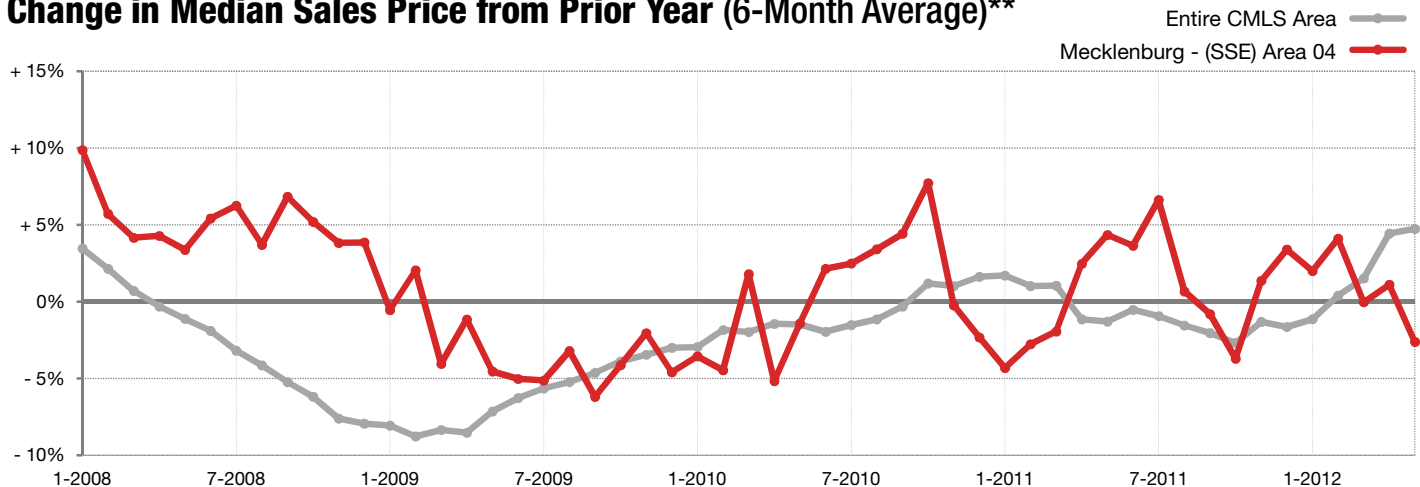


### Year to Date

■ 2011 ■ 2012



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



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Charlotte Regional Realtor® Association

## Mecklenburg - (S) Area 05

**- 14.5%**

Change in  
New Listings

**+ 10.6%**

Change in  
Closed Sales

**+ 6.8%**

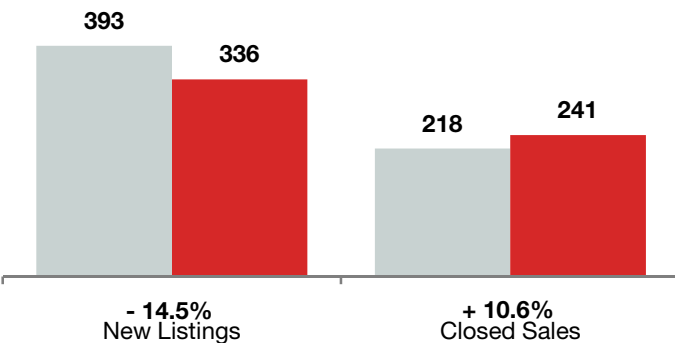
Change in  
Median Sales Price

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	393	336	- 14.5%	1,964	1,765	- 10.1%
Closed Sales	218	241	+ 10.6%	749	821	+ 9.6%
Median Sales Price*	\$278,950	<b>\$298,000</b>	+ 6.8%	\$265,000	<b>\$274,335</b>	+ 3.5%
Average Sales Price*	\$381,986	<b>\$393,987</b>	+ 3.1%	\$355,893	<b>\$367,858</b>	+ 3.4%
Percent of Original List Price Received*	91.4%	<b>93.3%</b>	+ 2.1%	89.7%	<b>92.9%</b>	+ 3.6%
List to Close	143	145	+ 1.3%	146	144	- 1.3%
Inventory of Homes for Sale	1,934	1,515	- 21.7%	--	--	--
Months Supply of Inventory	12.4	8.9	- 28.8%	--	--	--

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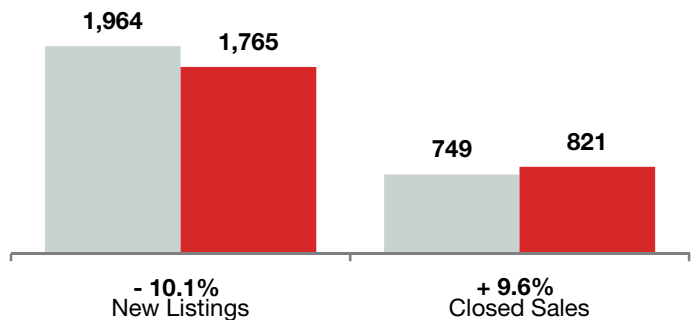
### May

■ 2011 ■ 2012

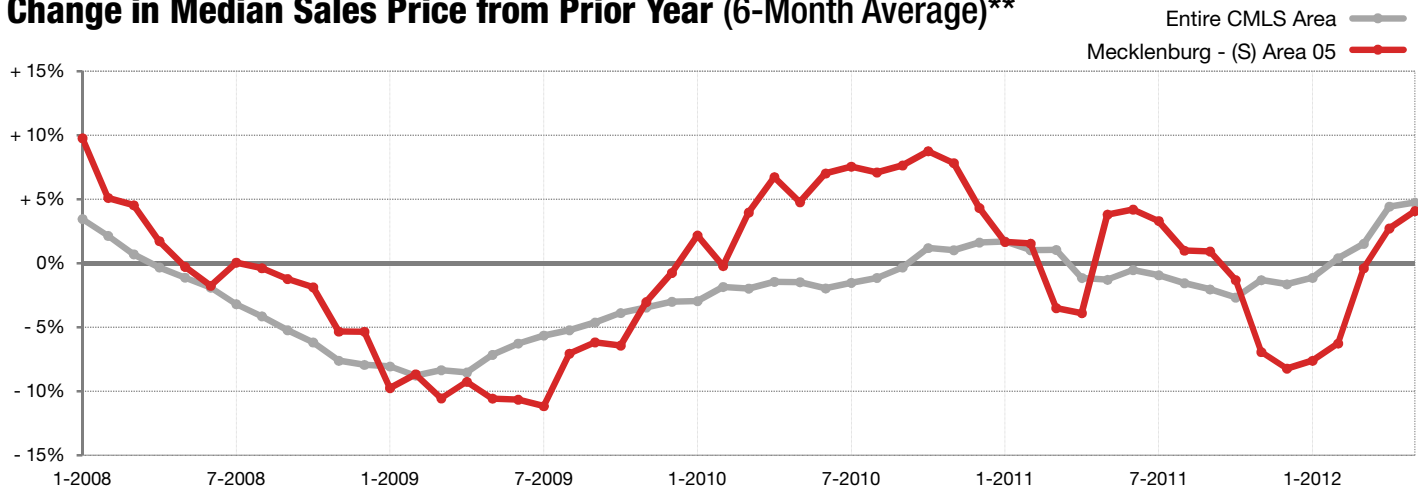


### Year to Date

■ 2011 ■ 2012



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



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Charlotte Regional Realtor® Association

## Mecklenburg - (SSW) Area 06

**- 13.1%**

Change in  
New Listings

**- 8.0%**

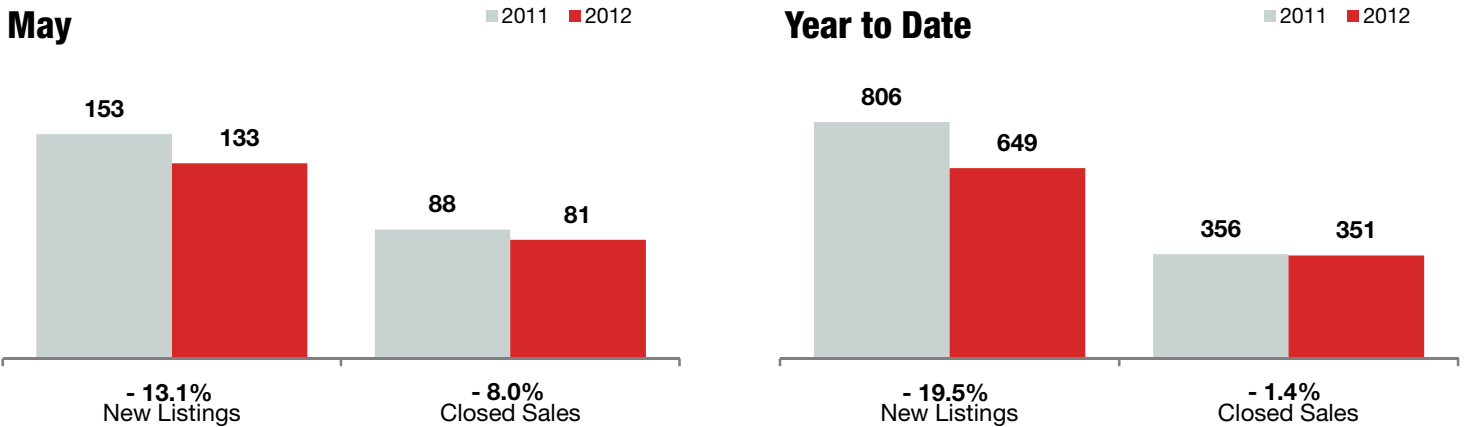
Change in  
Closed Sales

**+ 9.4%**

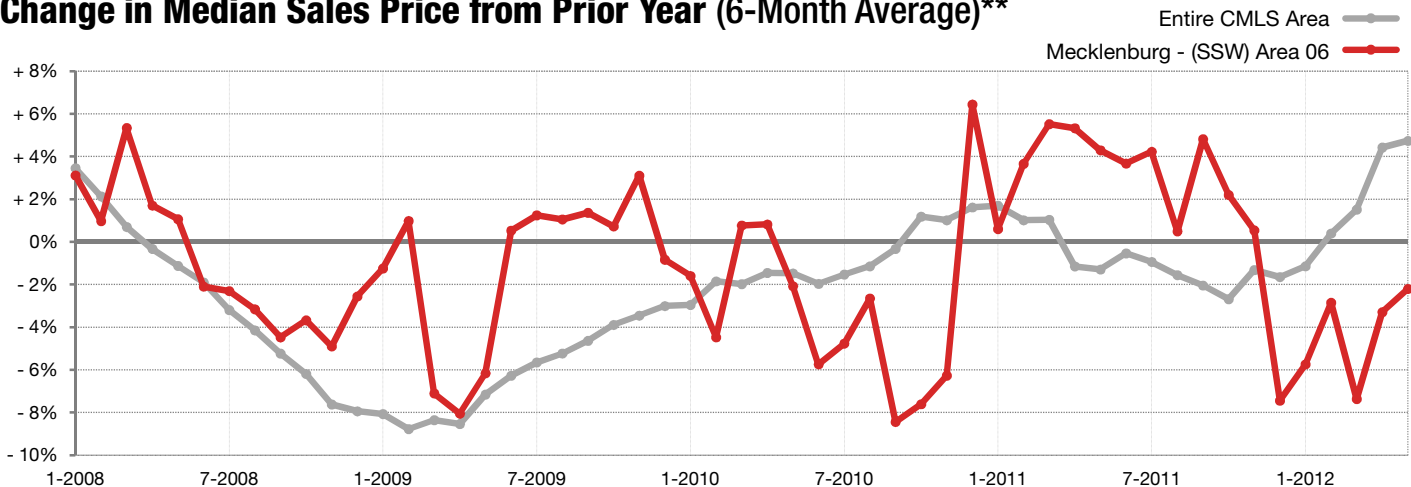
Change in  
Median Sales Price

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	153	133	- 13.1%	806	649	- 19.5%
Closed Sales	88	81	- 8.0%	356	351	- 1.4%
Median Sales Price*	\$178,750	\$195,500	+ 9.4%	\$184,584	\$175,017	- 5.2%
Average Sales Price*	\$205,775	\$235,519	+ 14.5%	\$201,763	\$210,448	+ 4.3%
Percent of Original List Price Received*	90.0%	93.6%	+ 4.0%	91.3%	91.3%	- 0.1%
List to Close	142	126	- 10.9%	144	157	+ 8.7%
Inventory of Homes for Sale	744	519	- 30.2%	--	--	--
Months Supply of Inventory	12.9	7.1	- 44.7%	--	--	--

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



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## Mecklenburg - (SW) Area 07

**- 1.7%**

Change in  
New Listings

**+ 5.6%**

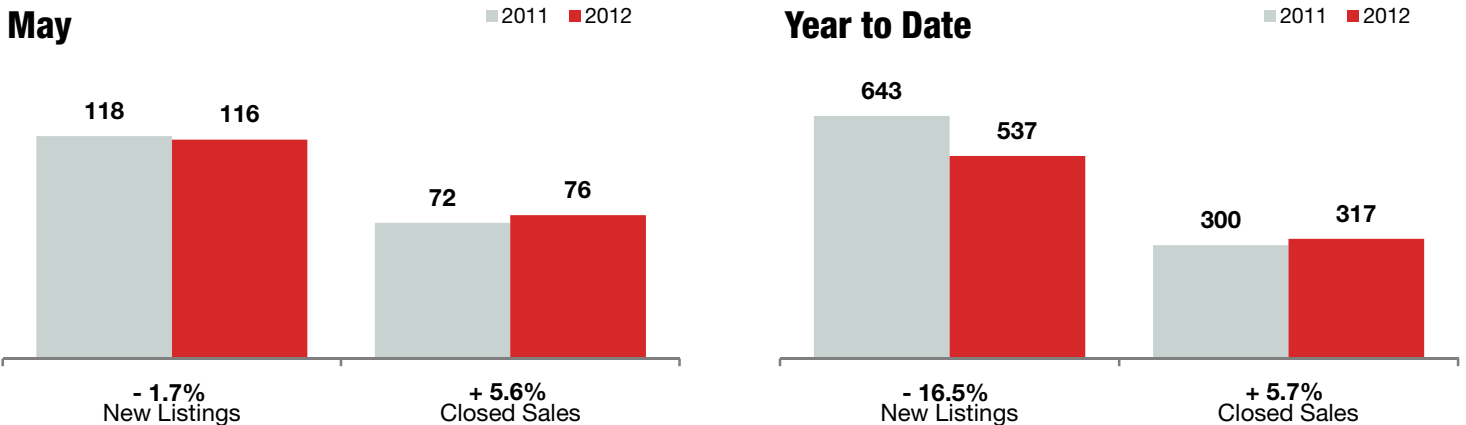
Change in  
Closed Sales

**+ 1.7%**

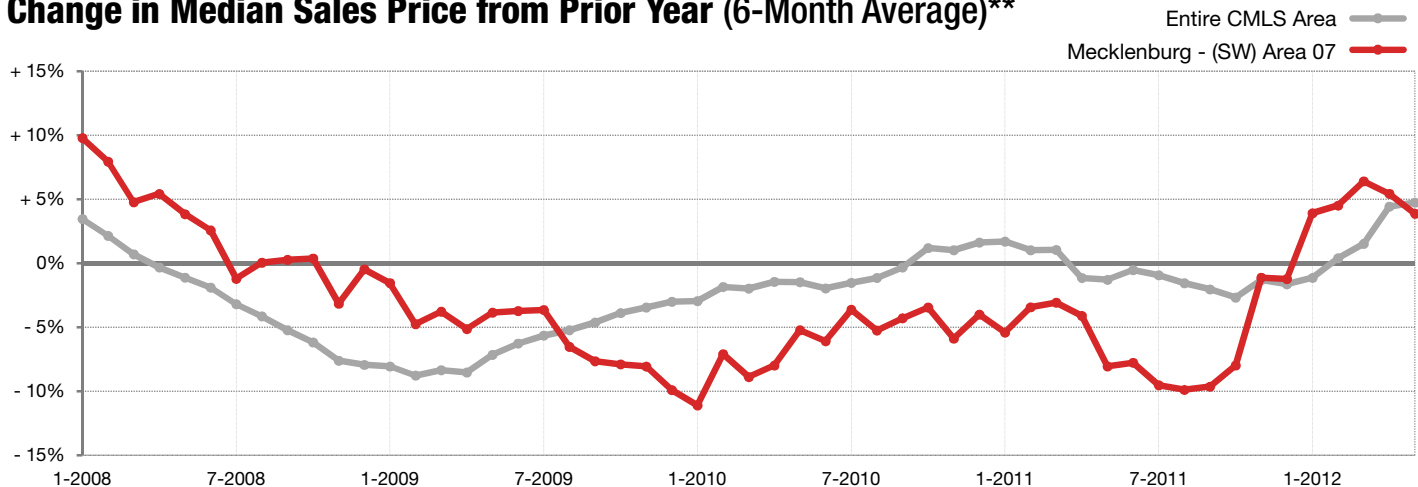
Change in  
Median Sales Price

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	118	116	- 1.7%	643	537	- 16.5%
Closed Sales	72	76	+ 5.6%	300	317	+ 5.7%
Median Sales Price*	\$136,000	<b>\$138,250</b>	+ 1.7%	\$132,500	<b>\$139,000</b>	+ 4.9%
Average Sales Price*	\$135,821	<b>\$140,203</b>	+ 3.2%	\$137,108	<b>\$143,141</b>	+ 4.4%
Percent of Original List Price Received*	89.1%	<b>95.1%</b>	+ 6.7%	88.7%	<b>93.3%</b>	+ 5.2%
List to Close	142	137	- 3.4%	143	136	- 5.4%
Inventory of Homes for Sale	600	425	- 29.2%	--	--	--
Months Supply of Inventory	10.0	6.0	- 40.1%	--	--	--

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## Mecklenburg - (W) Area 08

**- 27.4%**

Change in  
New Listings

**+ 18.6%**

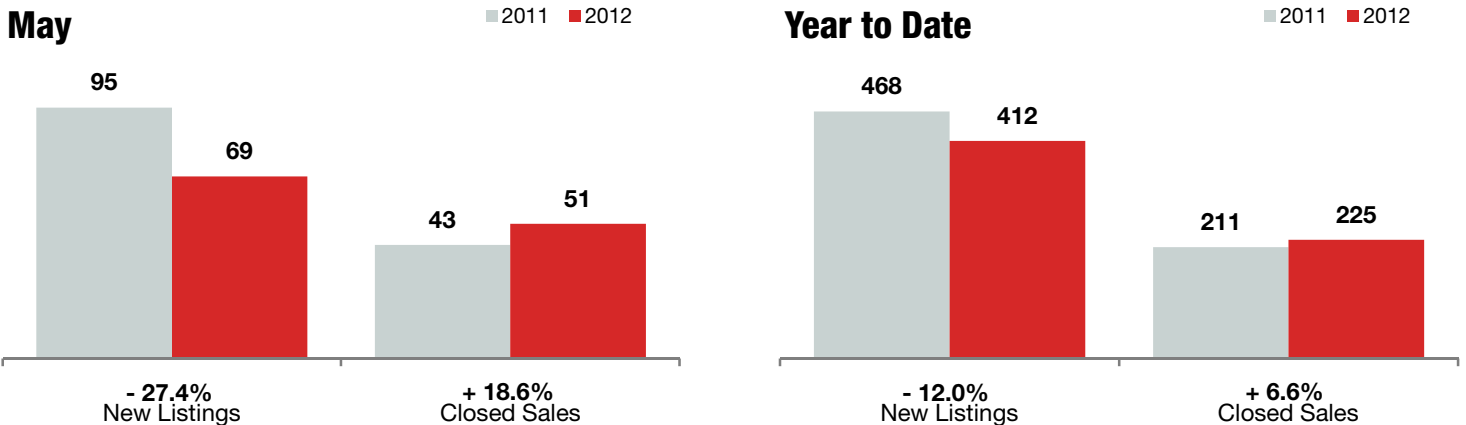
Change in  
Closed Sales

**+ 27.1%**

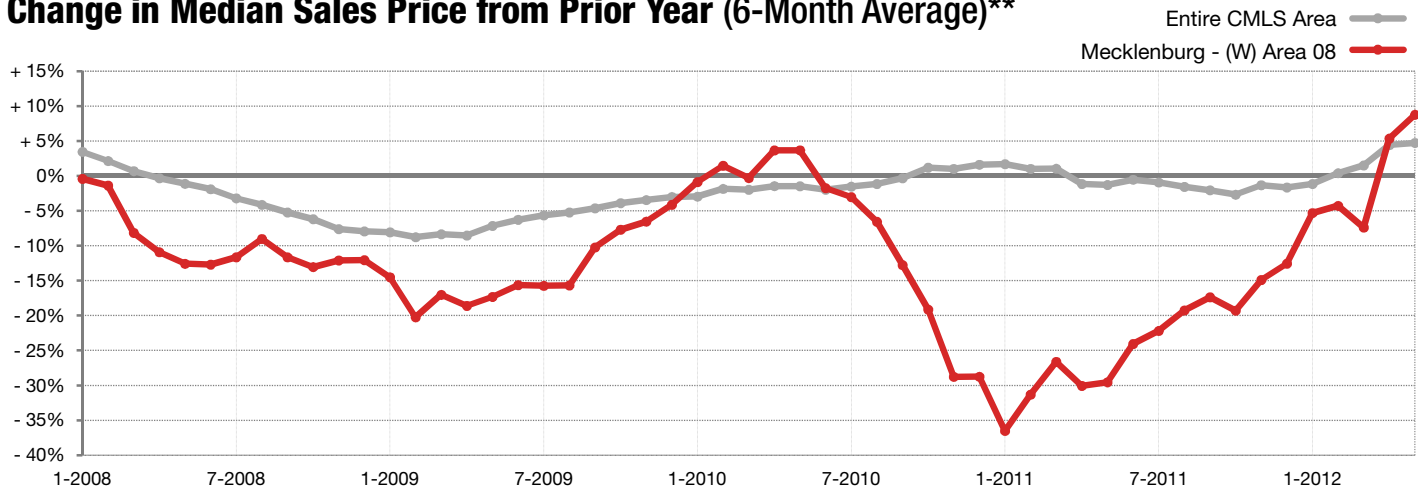
Change in  
Median Sales Price

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	95	69	- 27.4%	468	412	- 12.0%
Closed Sales	43	51	+ 18.6%	211	225	+ 6.6%
Median Sales Price*	\$55,000	<b>\$69,900</b>	+ 27.1%	\$54,950	<b>\$63,650</b>	+ 15.8%
Average Sales Price*	\$72,505	<b>\$82,504</b>	+ 13.8%	\$69,090	<b>\$73,159</b>	+ 5.9%
Percent of Original List Price Received*	87.9%	<b>90.6%</b>	+ 3.1%	86.6%	<b>88.3%</b>	+ 1.9%
List to Close	128	122	- 4.5%	136	132	- 2.9%
Inventory of Homes for Sale	498	316	- 36.5%	--	--	--
Months Supply of Inventory	11.7	6.6	- 44.0%	--	--	--

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



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## Mecklenburg - (NW) Area 09

**- 2.1%**

Change in  
New Listings

**+ 22.0%**

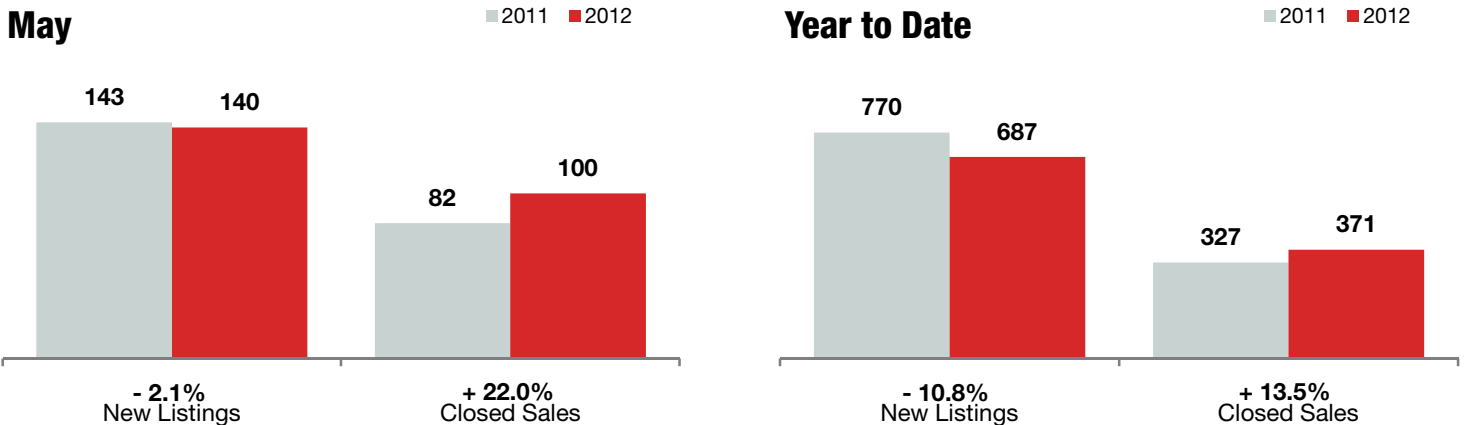
Change in  
Closed Sales

**- 10.9%**

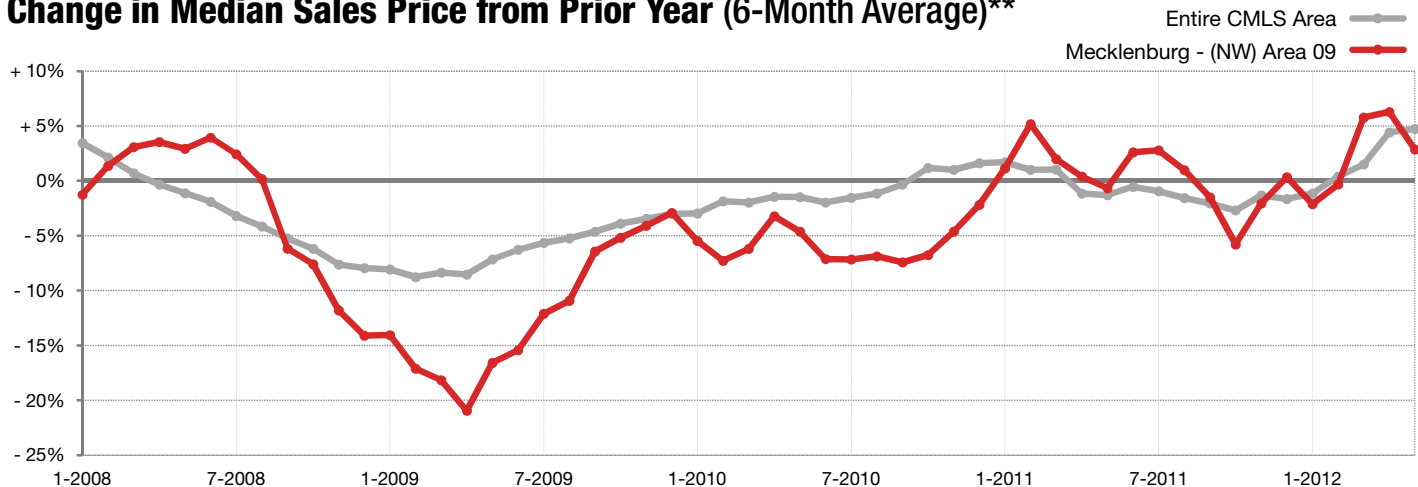
Change in  
Median Sales Price

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	143	140	- 2.1%	770	687	- 10.8%
Closed Sales	82	100	+ 22.0%	327	371	+ 13.5%
Median Sales Price*	\$137,500	\$122,495	- 10.9%	\$126,750	\$127,500	+ 0.6%
Average Sales Price*	\$158,313	\$149,863	- 5.3%	\$149,788	\$151,832	+ 1.4%
Percent of Original List Price Received*	88.3%	93.4%	+ 5.8%	88.4%	92.2%	+ 4.3%
List to Close	132	127	- 4.0%	136	140	+ 3.0%
Inventory of Homes for Sale	768	511	- 33.5%	--	--	--
Months Supply of Inventory	11.8	6.5	- 44.8%	--	--	--

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## Lake Norman / Area 13

**+ 6.0%**

Change in  
New Listings

**+ 70.1%**

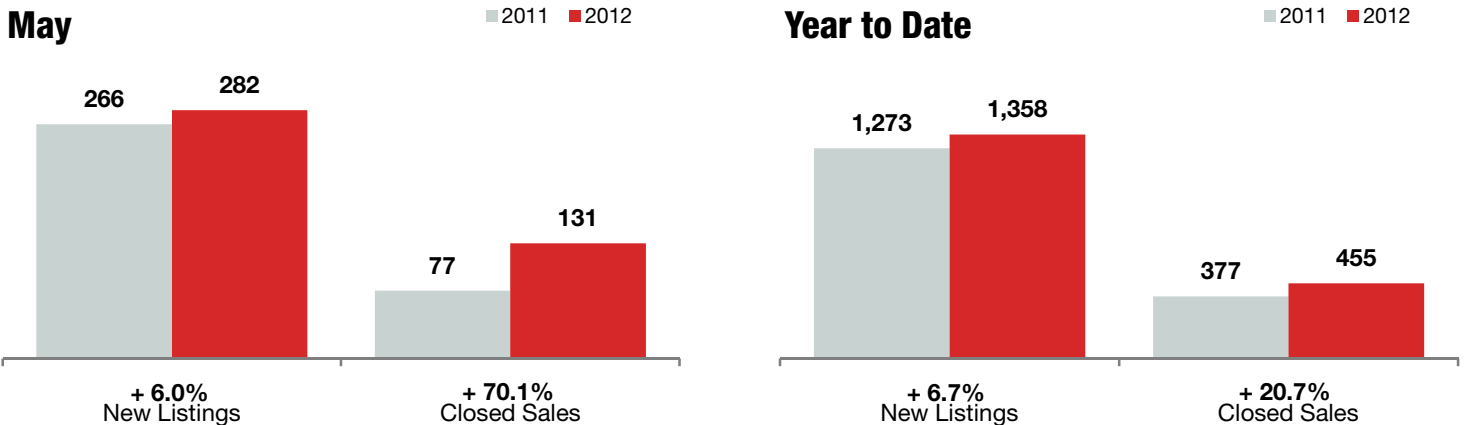
Change in  
Closed Sales

**- 2.9%**

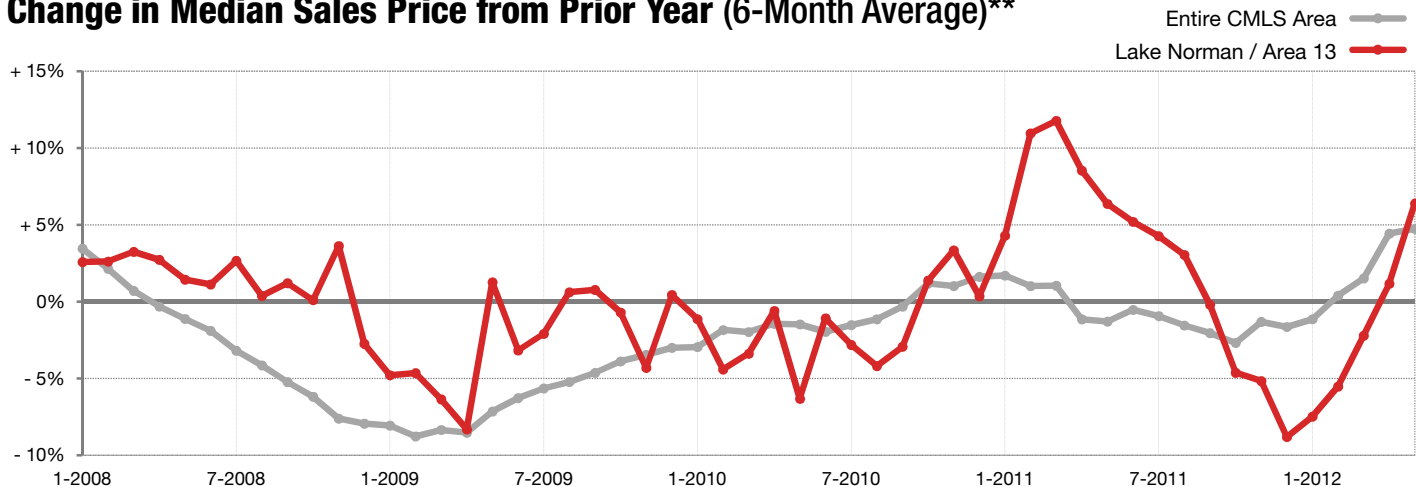
Change in  
Median Sales Price

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	266	282	+ 6.0%	1,273	1,358	+ 6.7%
Closed Sales	77	131	+ 70.1%	377	455	+ 20.7%
Median Sales Price*	\$350,000	\$340,000	- 2.9%	\$330,000	\$345,000	+ 4.5%
Average Sales Price*	\$503,223	\$458,293	- 8.9%	\$430,137	\$450,343	+ 4.7%
Percent of Original List Price Received*	88.3%	90.5%	+ 2.4%	87.8%	90.4%	+ 3.0%
List to Close	179	161	- 10.0%	181	163	- 10.1%
Inventory of Homes for Sale	1,564	1,316	- 15.9%	--	--	--
Months Supply of Inventory	18.4	13.2	- 28.5%	--	--	--

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## Lake Wylie / Area 15

**+ 6.4%**

Change in  
New Listings

**+ 113.6%**

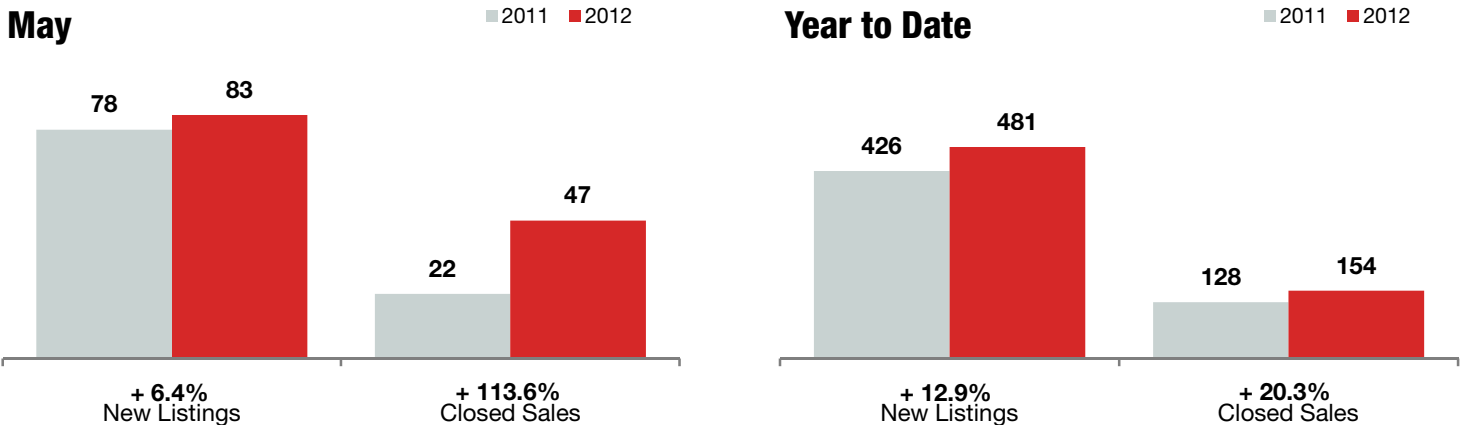
Change in  
Closed Sales

**- 3.7%**

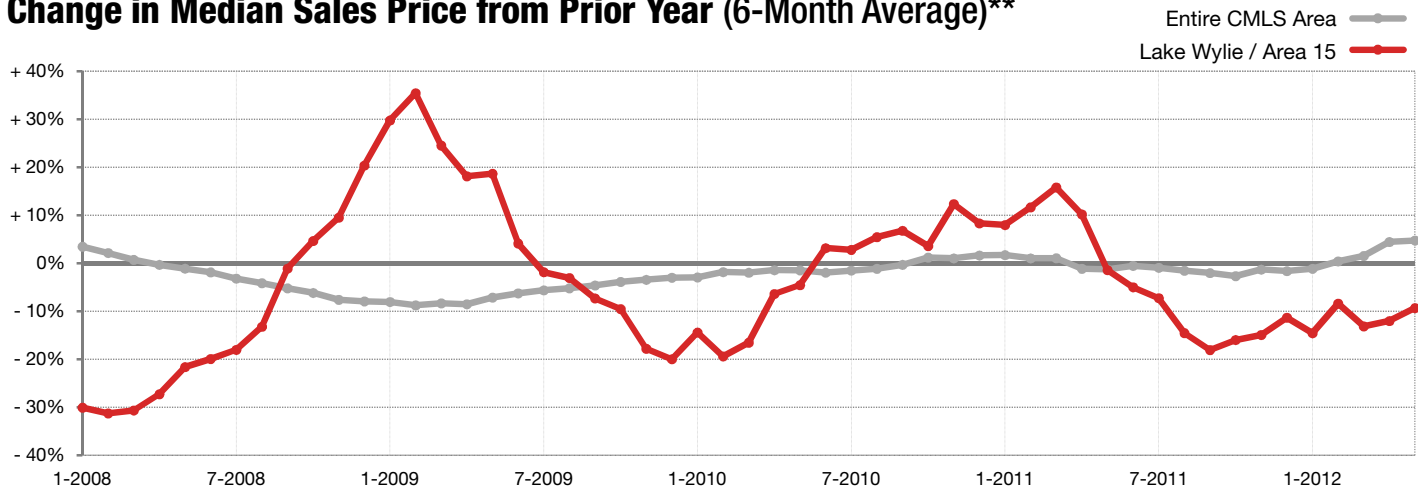
Change in  
Median Sales Price

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	78	<b>83</b>	+ 6.4%	426	<b>481</b>	+ 12.9%
Closed Sales	22	<b>47</b>	+ 113.6%	128	<b>154</b>	+ 20.3%
Median Sales Price*	\$268,500	<b>\$258,500</b>	- 3.7%	\$302,500	<b>\$252,000</b>	- 16.7%
Average Sales Price*	\$320,740	<b>\$295,259</b>	- 7.9%	\$326,495	<b>\$319,830</b>	- 2.0%
Percent of Original List Price Received*	87.5%	<b>91.8%</b>	+ 4.9%	86.8%	<b>92.5%</b>	+ 6.5%
List to Close	143	<b>151</b>	+ 5.6%	184	<b>168</b>	- 8.7%
Inventory of Homes for Sale	544	<b>478</b>	- 12.1%	--	--	--
Months Supply of Inventory	18.6	<b>14.2</b>	- 23.7%	--	--	--

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Charlotte Regional Realtor® Association

**+ 29.6%**

Change in  
New Listings

**- 15.8%**

Change in  
Closed Sales

**+ 28.4%**

Change in  
Median Sales Price

## Uptown / Area 99

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	27	35	+ 29.6%	178	168	- 5.6%
Closed Sales	19	16	- 15.8%	79	78	- 1.3%
Median Sales Price*	\$163,500	\$210,000	+ 28.4%	\$193,000	\$209,000	+ 8.3%
Average Sales Price*	\$185,380	\$261,400	+ 41.0%	\$244,391	\$263,203	+ 7.7%
Percent of Original List Price Received*	89.6%	93.2%	+ 4.0%	88.9%	91.6%	+ 3.1%
List to Close	114	148	+ 30.0%	140	166	+ 18.2%
Inventory of Homes for Sale	194	165	- 14.9%	--	--	--
Months Supply of Inventory	16.1	10.2	- 36.4%	--	--	--

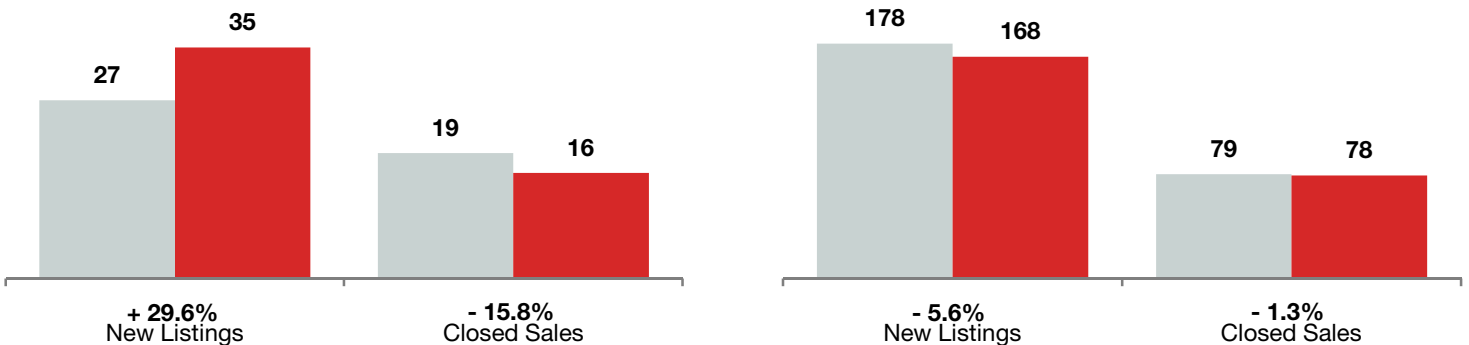
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### May

■ 2011 ■ 2012

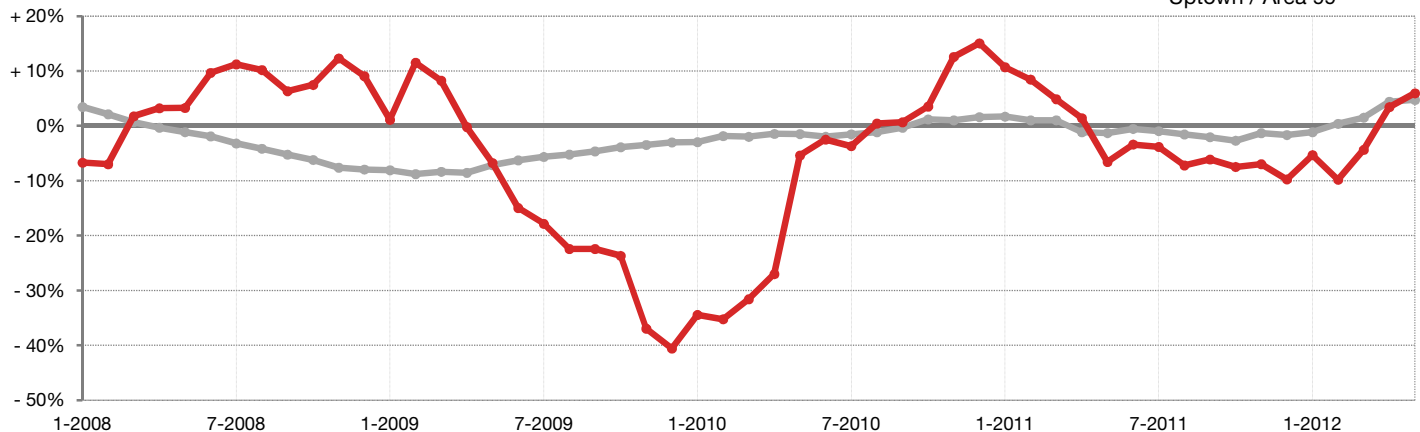
### Year to Date

■ 2011 ■ 2012



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

Entire CMLS Area —  
Uptown / Area 99 —



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## Charlotte-Gastonia-Rock Hill MSA

**+ 2.3%**

Change in  
New Listings

**+ 19.3%**

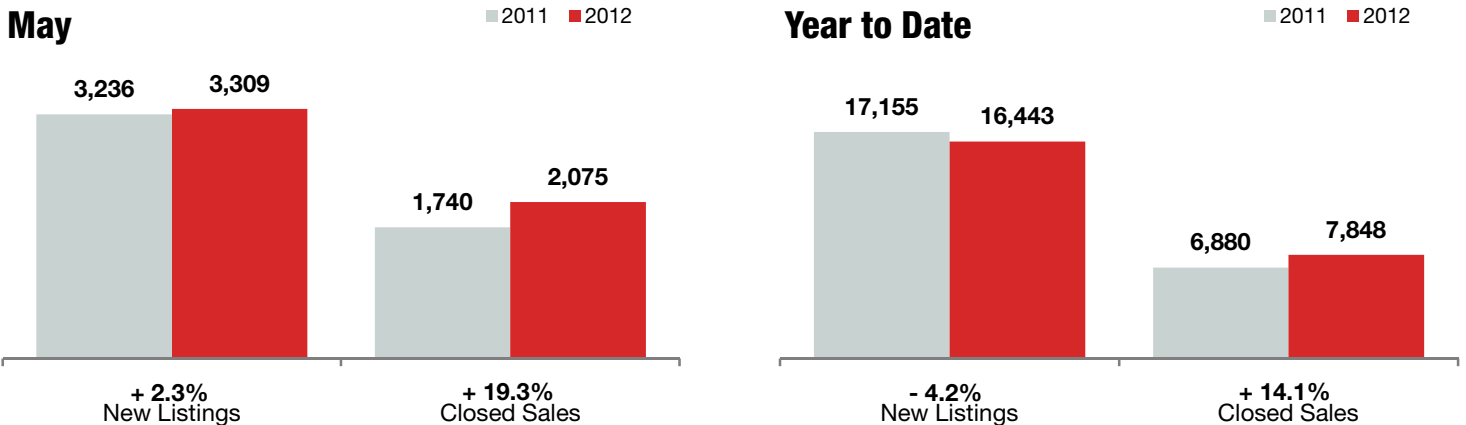
Change in  
Closed Sales

**+ 5.4%**

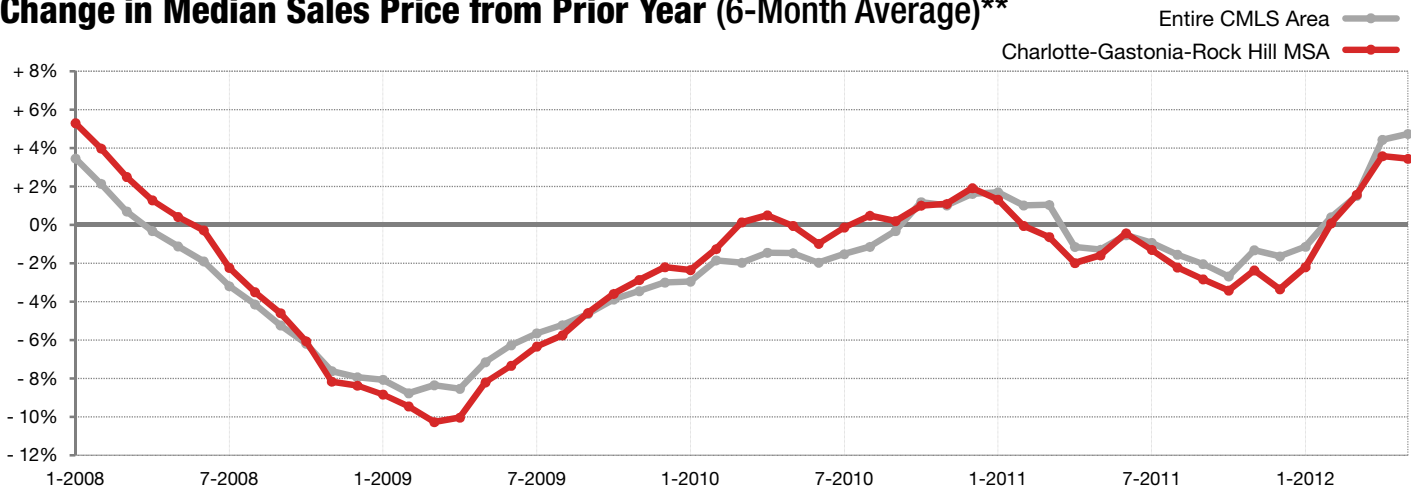
Change in  
Median Sales Price

	May			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	3,236	<b>3,309</b>	+ 2.3%	17,155	<b>16,443</b>	- 4.2%
Closed Sales	1,740	<b>2,075</b>	+ 19.3%	6,880	<b>7,848</b>	+ 14.1%
Median Sales Price*	\$158,000	<b>\$166,553</b>	+ 5.4%	\$152,000	<b>\$155,950</b>	+ 2.6%
Average Sales Price*	\$216,765	<b>\$219,130</b>	+ 1.1%	\$202,214	<b>\$203,665</b>	+ 0.7%
Percent of Original List Price Received*	90.0%	<b>93.0%</b>	+ 3.3%	89.1%	<b>92.0%</b>	+ 3.3%
List to Close	146	<b>135</b>	- 7.2%	150	<b>144</b>	- 4.3%
Inventory of Homes for Sale	17,796	<b>14,022</b>	- 21.2%	--	--	--
Months Supply of Inventory	12.8	<b>8.6</b>	- 32.6%	--	--	--

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