

Annual Report on the Charlotte Region Housing Market

FOR RESIDENTIAL REAL ESTATE ACTIVITY FROM THE
CAROLINA MULTIPLE LISTING SERVICES, INC.



Charlotte Regional **Realtor**® Association

2011

2011 Annual Report on the Charlotte Region Housing Market



Change from 2010:

- 19.1%

New Listings

+ 3.3%

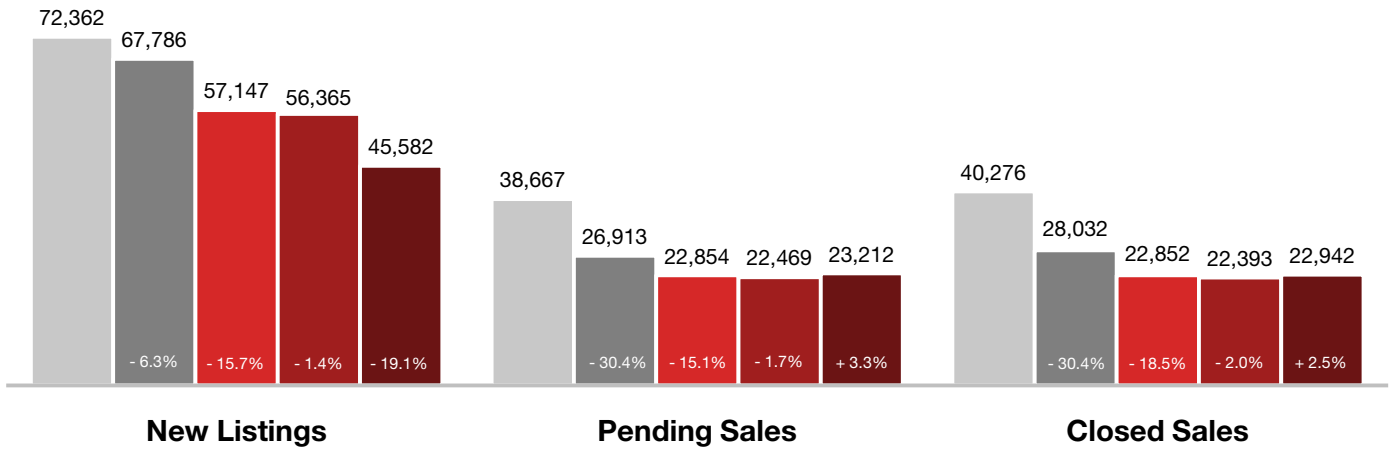
Pending Sales

+ 2.5%

Closed Sales

Annual Market Activity

■ 2007 ■ 2008 ■ 2009 ■ 2010 ■ 2011



\$152,500

Median Sales Price in 2011

- 1.6%

Change from 2010

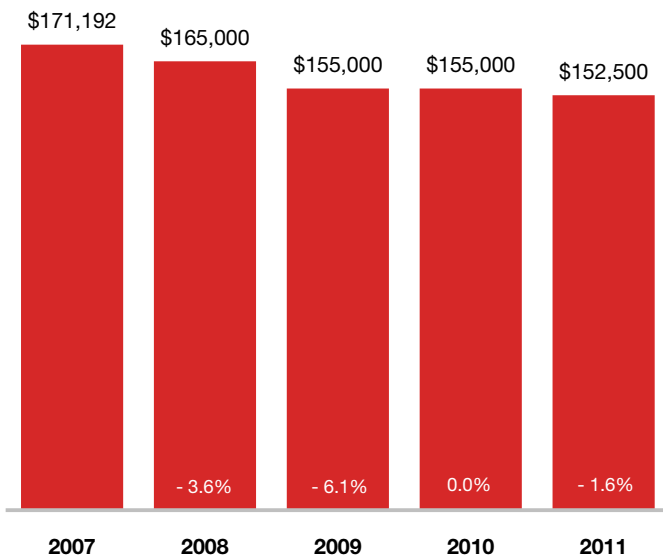
\$200,351

Average Sales Price in 2011

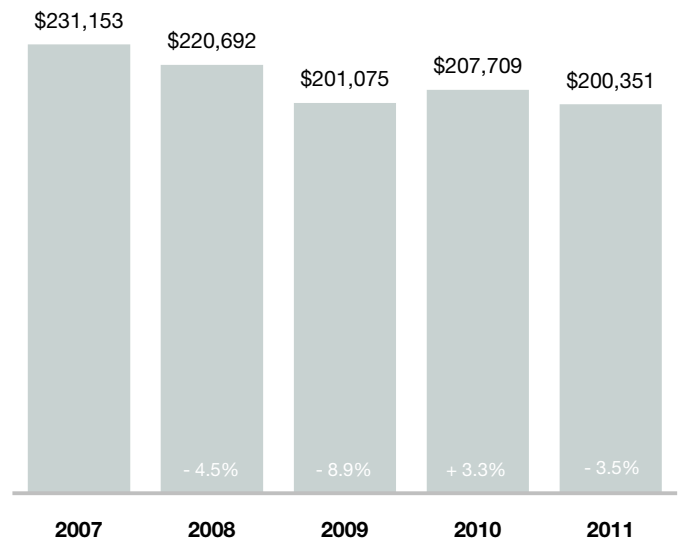
- 3.5%

Change from 2010

Median Sales Price



Average Sales Price



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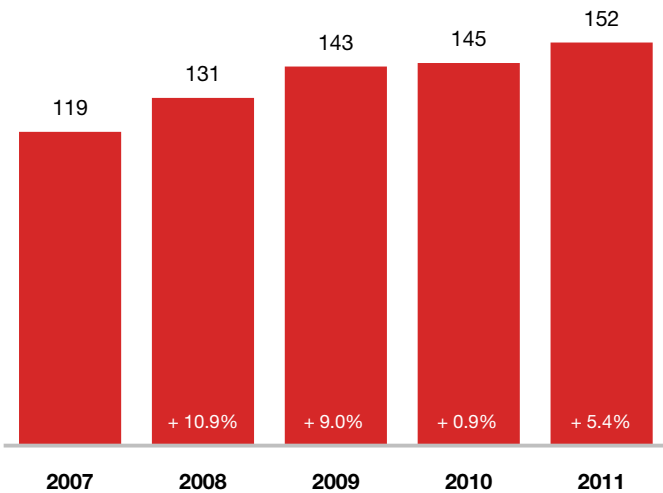
152

List to Close in 2011

+ 5.4%

Change from 2010

List to Close



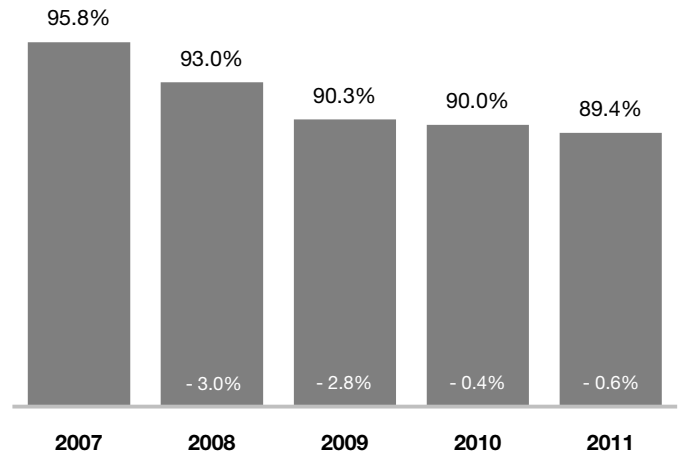
89.4%

Pct. of Orig. Price Received in 2011

- 0.6%

Change from 2010

Pct. of Orig. Price Received



9.1

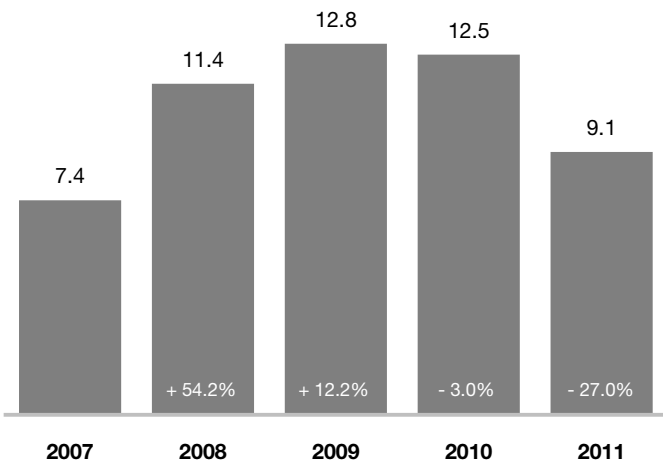
Months Supply in 2011

- 27.0%

Change from 2010

Months Supply of Inventory

At the end of each year.



17,581

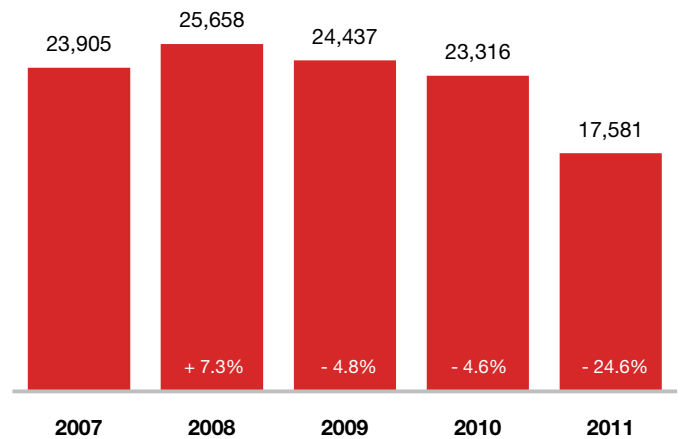
Homes for Sale in 2011

- 24.6%

Change from 2010

Inventory of Homes for Sale

At the end of each year.



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Area Overviews

	New Listings			Closed Sales		
	2010	2011	Percentage Change	2010	2011	Percentage Change
Cabarrus County	4,116	3,391	- 17.6%	1,715	1,710	- 0.3%
Gaston County	3,777	3,094	- 18.1%	1,691	1,549	- 8.4%
Iredell County	3,861	3,164	- 18.1%	1,523	1,541	+ 1.2%
Lincoln County	1,638	1,437	- 12.3%	601	634	+ 5.5%
Mecklenburg County	26,460	20,475	- 22.6%	10,339	10,687	+ 3.4%
Union County	5,389	4,271	- 20.7%	2,090	2,220	+ 6.2%
York County, SC*	4,231	3,667	- 13.3%	1,694	1,818	+ 7.3%
Uptown/Area 99	543	373	- 31.3%	145	183	+ 26.2%
Lake Wylie/Area 15	1,143	891	- 22.0%	376	360	- 4.3%
Lake Norman/Area 13	3,140	2,569	- 18.2%	1,077	1,097	+ 1.9%
Mecklenburg - (N) Area 01	4,457	3,437	- 22.9%	1,846	1,820	- 1.4%
Mecklenburg - (E) Area 02	3,305	2,453	- 25.8%	1,268	1,280	+ 0.9%
Mecklenburg - (SE) Area 03	1,980	1,551	- 21.7%	760	770	+ 1.3%
Mecklenburg - (SSE) Area 04	2,723	2,081	- 23.6%	904	1,021	+ 12.9%
Mecklenburg - (S) Area 05	4,744	3,905	- 17.7%	1,920	1,990	+ 3.6%
Mecklenburg - (SSW) Area 06	2,018	1,565	- 22.4%	677	841	+ 24.2%
Mecklenburg - (SW) Area 07	1,758	1,361	- 22.6%	714	819	+ 14.7%
Mecklenburg - (W) Area 08	1,361	981	- 27.9%	620	543	- 12.4%
Mecklenburg - (NW) Area 09	2,067	1,509	- 27.0%	907	844	- 6.9%
10-county CMLS service area**	46,488	37,254	- 19.9%	18,419	18,824	+ 2.2%
Charlotte-Gastonia-Rock Hill, MSA***	44,156	35,093	- 20.5%	17,599	18,062	+ 2.6%
Entire MLS	56,365	45,582	- 19.1%	22,393	22,942	+ 2.5%

	Median Sales Price			Homes for Sale		
	2010	2011	Percentage Change	2010	2011	Percentage Change
Cabarrus County	\$150,000	\$151,200	+ 0.8%	1,731	1,343	- 22.4%
Gaston County	\$111,000	\$105,250	- 5.2%	1,600	1,320	- 17.5%
Iredell County	\$161,448	\$165,000	+ 2.2%	1,789	1,334	- 25.4%
Lincoln County	\$151,500	\$140,400	- 7.3%	751	618	- 17.7%
Mecklenburg County	\$160,000	\$156,990	- 1.9%	9,839	6,871	- 30.2%
Union County	\$195,000	\$185,000	- 5.1%	2,148	1,605	- 25.3%
York County, SC*	\$180,000	\$179,900	- 0.1%	1,802	1,439	- 20.1%
Uptown/Area 99	\$219,000	\$200,000	- 8.7%	233	155	- 33.5%
Lake Wylie/Area 15	\$308,731	\$273,500	- 11.4%	507	392	- 22.7%
Lake Norman/Area 13	\$325,000	\$320,000	- 1.5%	1,405	1,062	- 24.4%
Mecklenburg - (N) Area 01	\$152,869	\$146,000	- 4.5%	1,672	1,142	- 31.7%
Mecklenburg - (E) Area 02	\$110,000	\$95,000	- 13.6%	1,200	820	- 31.7%
Mecklenburg - (SE) Area 03	\$120,000	\$106,200	- 11.5%	763	542	- 29.0%
Mecklenburg - (SSE) Area 04	\$240,000	\$250,000	+ 4.2%	977	678	- 30.6%
Mecklenburg - (S) Area 05	\$275,866	\$270,000	- 2.1%	1,733	1,281	- 26.1%
Mecklenburg - (SSW) Area 06	\$176,000	\$180,000	+ 2.3%	718	475	- 33.8%
Mecklenburg - (SW) Area 07	\$140,000	\$130,000	- 7.1%	662	411	- 37.9%
Mecklenburg - (W) Area 08	\$75,000	\$54,000	- 28.0%	503	358	- 28.8%
Mecklenburg - (NW) Area 09	\$129,900	\$128,000	- 1.5%	752	474	- 37.0%
10-county CMLS service area**	\$155,000	\$152,500	- 1.6%	18,678	13,980	- 25.2%
Charlotte-Gastonia-Rock Hill, MSA***	\$158,919	\$155,000	- 2.5%	17,254	12,706	- 26.4%
Entire MLS	\$155,000	\$152,500	- 1.6%	23,316	17,581	- 24.6%

* Data for York County, S.C. may be incomplete as this area is primarily part of the Piedmont Regional Association of REALTORS® and not of the CMLS service area.

** The 10-county CMLS service area includes Alexander, Anson, Cabarrus, Gaston, Iredell, Lincoln, Mecklenburg, Montgomery, Union and Stanly counties.

*** The Charlotte-Gastonia-Rock Hill Metropolitan Statistical Area (MSA) includes the following counties: Anson, Cabarrus, Gaston, Mecklenburg, Union and York, S.C.