

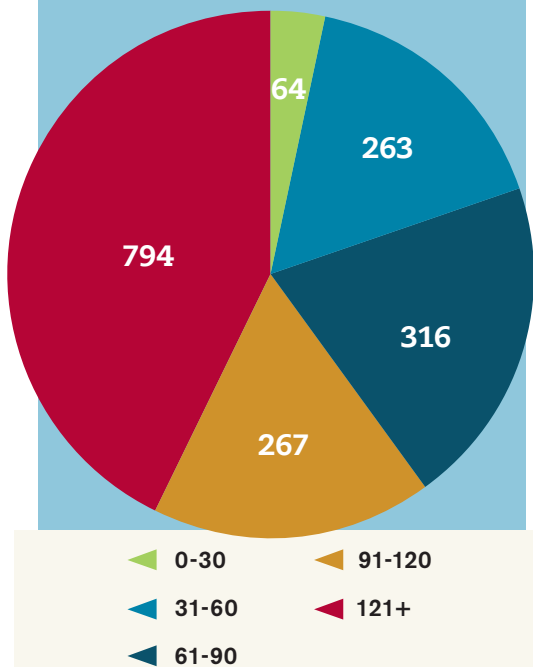
RESIDENTIAL SALES TRENDS

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

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

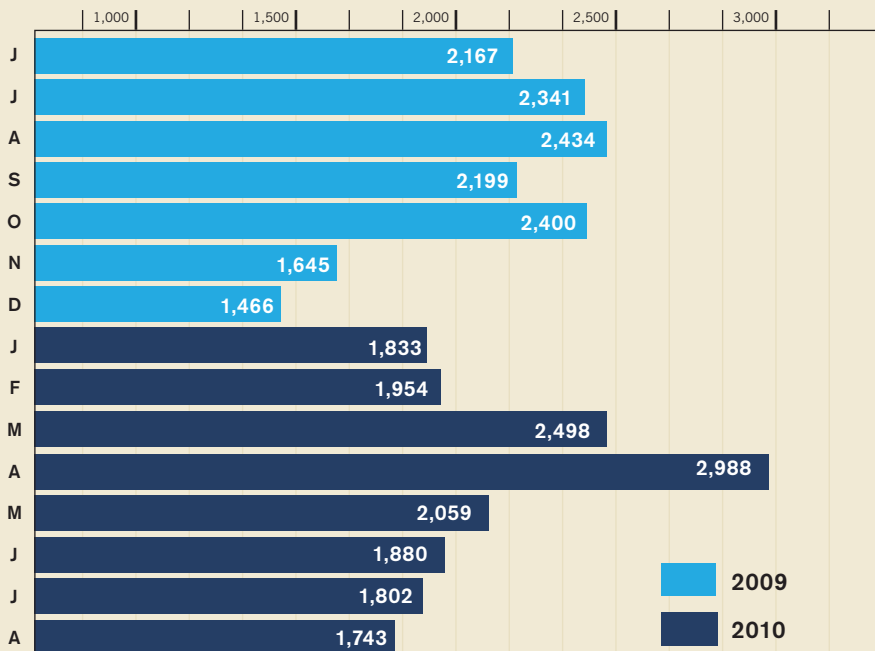
List to close

Of reported home sales that closed from Aug. 6, 2010 through Sept. 5, 2010, 46.6 percent closed in 121 days or more; 15.7 percent closed between 91 and 120 days; 18.5 percent closed between 61 and 90 days; and 19.2 percent closed in 60 days or fewer. Percentages are rounded to reflect 100 percent. Average list to close: 151.4



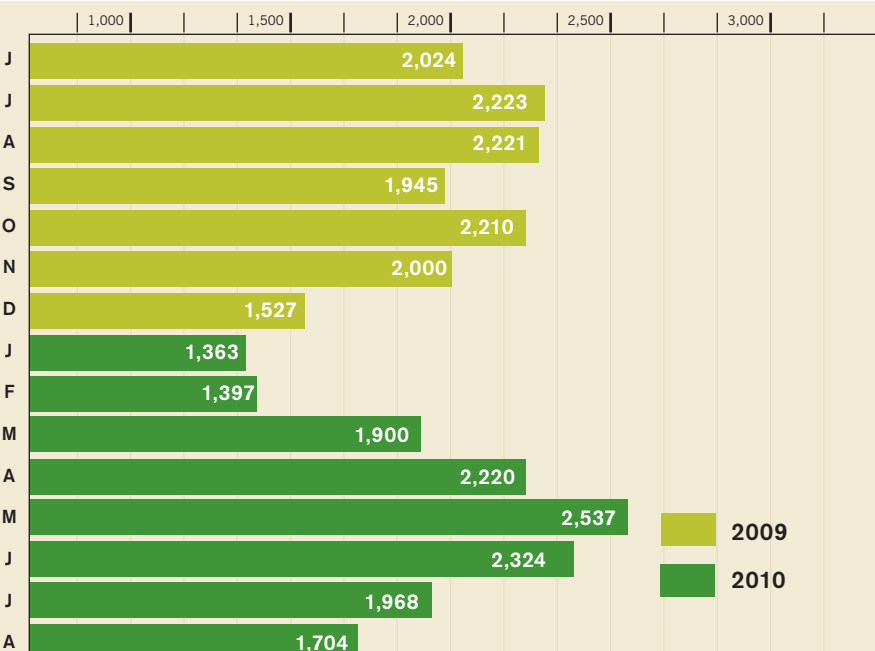
Listing and Sales Prices (Aug. 6, 2010 through Sept. 5, 2010) The average listing price of solds was \$254,239 The average sales price was \$225,156.

Residential contracts reported



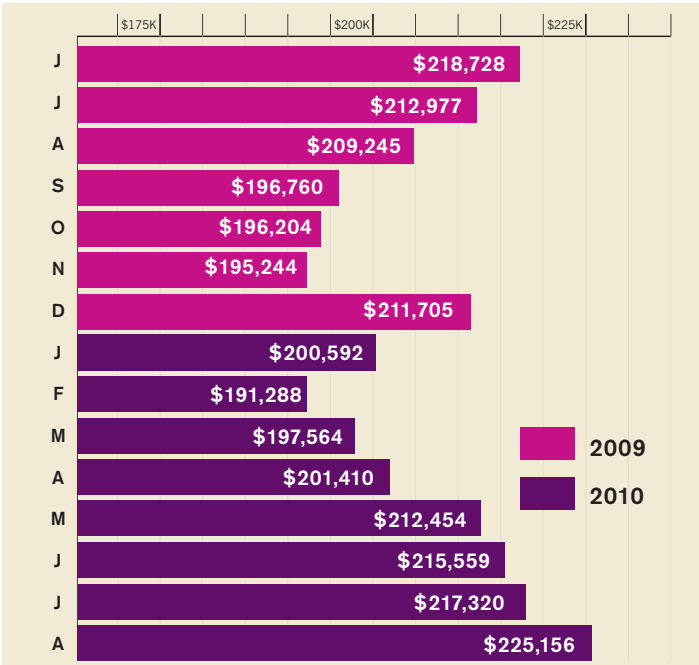
Contracts reported from Aug. 6, 2010 through Sept. 5, 2010 decreased 28.4 percent over the same period a year ago.

Residential closings reported



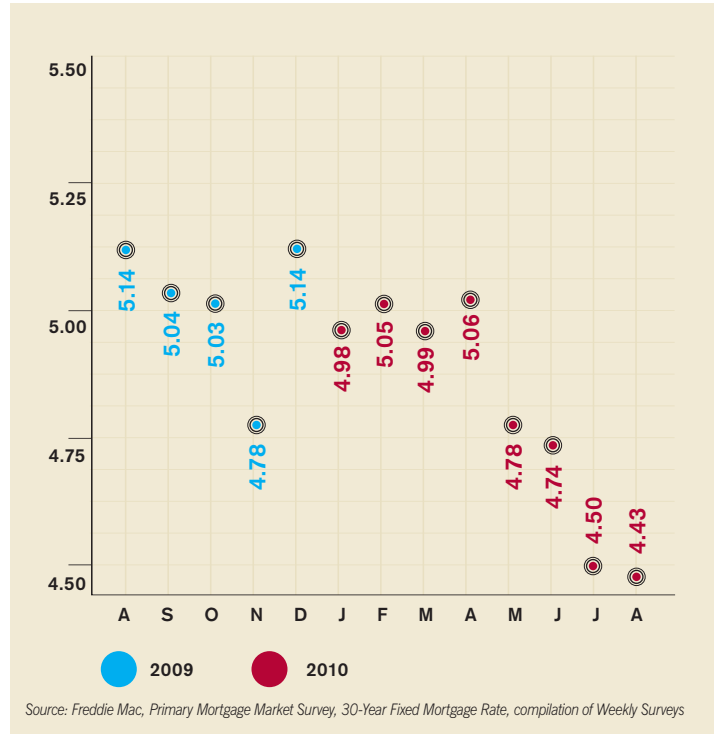
Closings reported from Aug. 6, 2010 through Sept. 5, 2010 decreased 23.3 percent when compared to the same period a year ago.

Average residential closing price



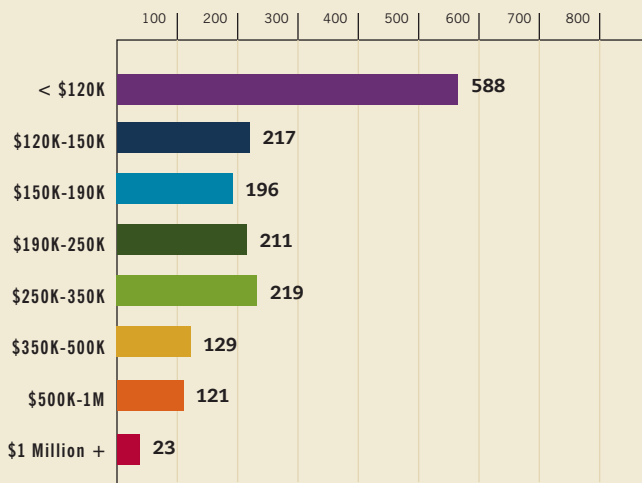
The average closing price from Aug. 6, 2010 through Sept. 5, 2010 increased 7.6 percent when compared to the same period a year ago.

Mortgage rates



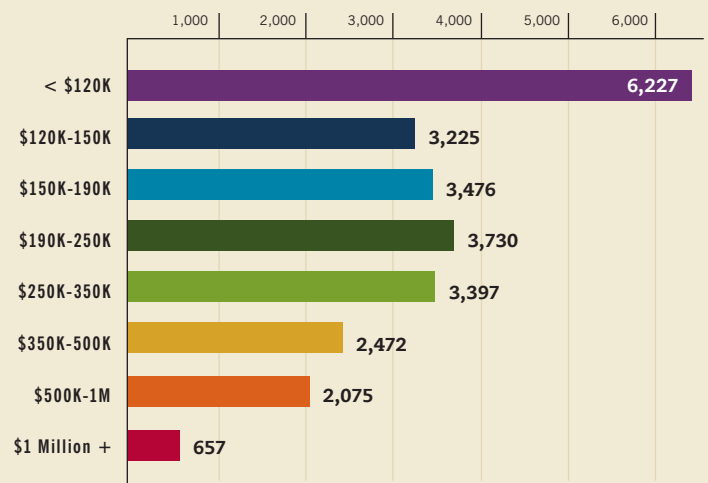
CMLS listings by price range

CLOSED



TOTAL CLOSED: 1,704

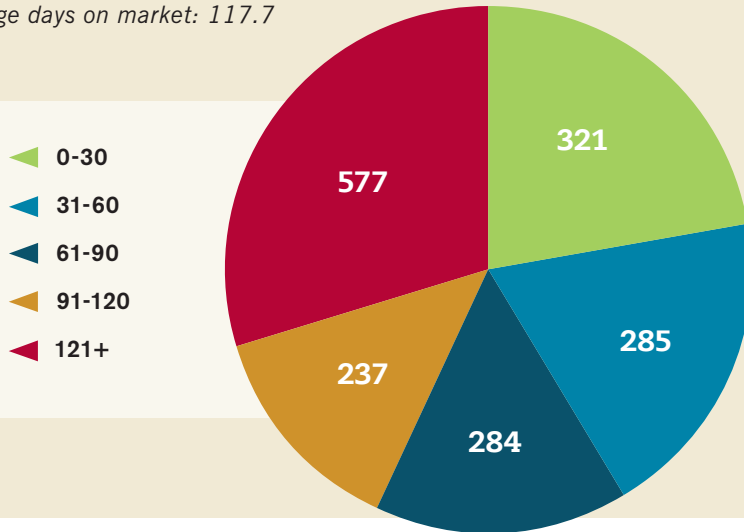
ON MARKET



TOTAL ON MARKET: 25,259

Days on market

Of reported home sales that closed from Aug. 6, 2010 through Sept. 5, 2010, 33.9 percent came under contract in 121 days or more; 13.9 percent came under contract between 91 and 120 days; 16.7 percent came under contract between 61 and 90 days; and 35.5 percent came under contract in 60 days or fewer. *Percentages are rounded to reflect 100 percent.*
Average days on market: 117.7



DATA ON THESE PAGES COMES FROM CAROLINA MULTIPLE LISTING SERVICES, INC. THE INFORMATION MAY BE SUBJECT TO ERRORS AND SHOULD BE VERIFIED BY THE USER. ADDITIONAL MARKET ACTIVITY DATA IS AVAILABLE FOR MEMBERS AT WWW.CAROLINAREALTORS.COM. THIS INFORMATION/DATA IS FOR COUNTIES IN THE CMLS SERVICE AREA, BUT THE CMLS INFORMATION/DATA ALSO INCLUDES LISTINGS OUTSIDE THE SERVICE AREA, WHICH ARE INCLUDED IN THE COMPILATIONS.

2010 REALTOR® OF THE YEAR



NOW ACCEPTING NOMINATIONS FOR LOCAL ASSOCIATION AWARD

You might know someone who deserves one of the Charlotte Regional Realtor® Association's most prestigious awards. We are now accepting nominations for the Realtor® of the Year award.

The Realtor® of the Year award is a highly acclaimed and coveted honor that has been presented to deserving members for 51 years. Each year, the Harlan Cup is presented to the winner at the annual Charlotte-area Holiday & Awards Luncheon.

If you know a member who meets the criteria necessary for consideration (see below), please contact Michele Di Donato at 704-940-3150 or michele.didonato@carolinahome.com for a nomination form. The form is also at www.CarolinaRealtors.com.

CRITERIA

- A Realtor® member in good standing who has made outstanding contributions to the community beyond his or her activities in the real estate profession. Activities must include civic, church, state and/or political endeavors.
- The individual must be a member of the Charlotte Regional Realtor® Association.

**NOMINATIONS FOR THE 2010 RECIPIENT MUST BE SUBMITTED BY 5 P.M. ON OCT. 1.
LET US KNOW ABOUT OUR SHINING-STAR REALTORS® AND SUBMIT YOUR NOMINATION TODAY!**