

# Local Market Update – January 2013

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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## Union County

**- 3.4%**

Change in  
New Listings

**+ 48.4%**

Change in  
Closed Sales

**+ 1.5%**

Change in  
Median Sales Price

### January

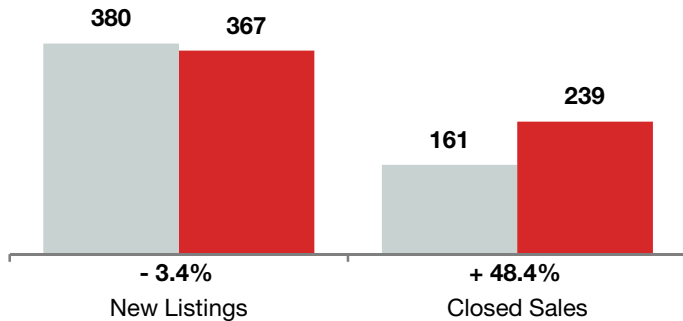
### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	380	367	- 3.4%	380	367	- 3.4%
Closed Sales	161	239	+ 48.4%	161	239	+ 48.4%
Median Sales Price*	\$162,500	<b>\$165,000</b>	+ 1.5%	\$162,500	<b>\$165,000</b>	+ 1.5%
Average Sales Price*	\$258,333	<b>\$194,691</b>	- 24.6%	\$258,333	<b>\$194,691</b>	- 24.6%
Percent of Original List Price Received*	90.7%	<b>94.0%</b>	+ 3.6%	90.7%	<b>94.0%</b>	+ 3.6%
List to Close	163	149	- 8.9%	163	149	- 8.6%
Days on Market Until Sale	121	108	- 10.5%	121	108	- 10.5%
Cumulative Days on Market Until Sale	138	134	- 3.3%	138	134	- 3.3%
Inventory of Homes for Sale	1,680	1,183	- 29.6%	--	--	--
Months Supply of Inventory	8.8	4.5	- 48.9%	--	--	--

\* 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.

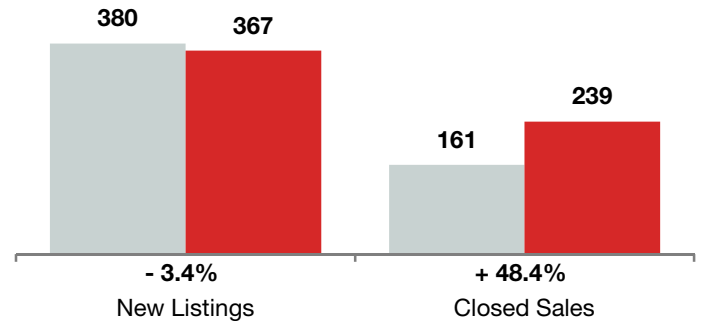
### January

■ 2012 ■ 2013

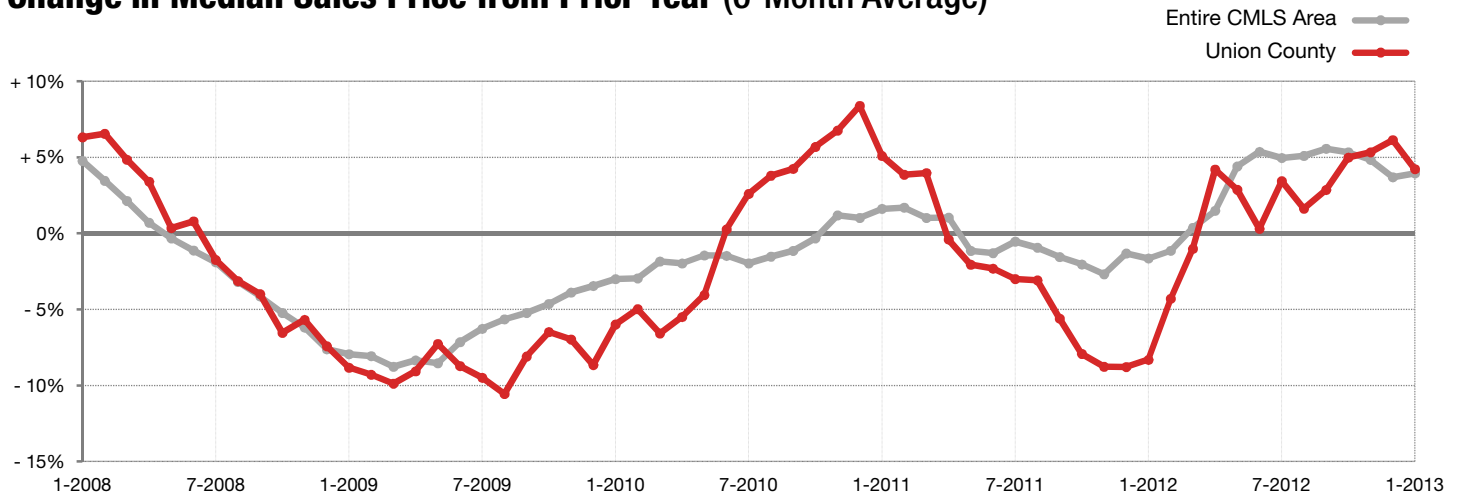


### Year to Date

■ 2012 ■ 2013



### 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.

Current as of February 5, 2013. All data from Carolina Multiple Listing Services, Inc. Report provided by the Charlotte Regional REALTOR® Association. Powered by 10K Research and Marketing.