



Tim Brown  
Hines & Associates Realty

Tel: 704-815-3208  
Cell: 704-619-1008  
realtortimbrown@yahoo.com  
www.CarolinaHomes4Sale.com  
License # NC #193245, SC #42752



Your Market Data for:  
**Charlotte**

Your real estate information source.

December 2011



## Welcome to the latest issue of my newsletter!

As a real estate professional, I strive to keep in touch with my clients and provide them with information that I hope they will find useful. This newsletter is an opportunity to let you know about the state of the market and current trends. It may even touch on ways that you could enhance your home's value. I hope the market data and articles will help you with understanding real estate today and help you with your real estate decisions. If you have any questions, please do not hesitate to contact me!

**Tim Brown**

**find me on the web**

Sign Up To Get A Free Market Report  
Has The Market Stabilized?

**Find us on Facebook**  
facebook.com/CarolinaHomeSeller

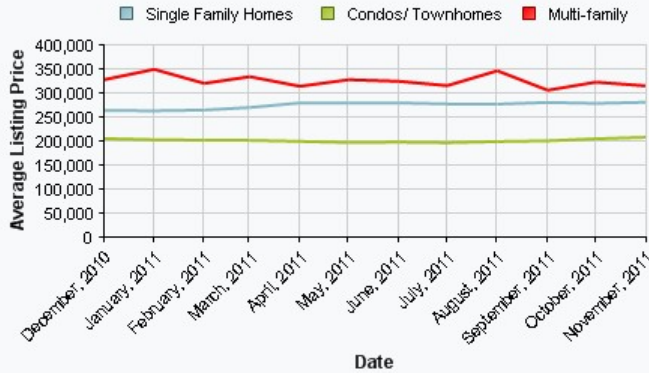
**Follow us on Twitter**  
twitter.com/RealtorTimBrown

CharlotteHomeValueSite.com

## Trend, Tips & Tricks

### Charlotte Real Estate Sales Data

#### Average Listing Price (last 12 months)



#### AVERAGE LIST PRICE IN NOVEMBER

Single Family Homes	\$280,934	Condos/Townhomes	\$208,048	Multi-family	\$314,861
---------------------	-----------	------------------	-----------	--------------	-----------

### Charlotte Real Estate Sales Data

#### Days on Market (last 12 months)



#### CURRENT AVERAGE DAYS ON MARKET IN NOVEMBER

Single Family Homes	159	Condos/Townhomes	176	Multi-family	235
---------------------	-----	------------------	-----	--------------	-----

### An Easy Appliance Fix - Without Calling an Expert

#### Fixing a chip in a Porcelain Appliance or Fixture

Tiny chips and dings on expensive porcelain fixtures and appliances are distressing-but fixable. With a few careful dabs of touch-up glaze and a little sanding and buffing you can make those ugly blemishes vanish.

Glazes that match the original manufacturer's colors nearly perfectly are available (or can be ordered) from home centers, hardware stores and paint suppliers.

Clean the damaged area with soap and water, rinse and let dry. Thoroughly mix the touch-up glaze. Dab the glaze onto the damaged area with the enclosed applicator brush, and let it dry for 24 hours. Repeat, if necessary, until the damaged area is filled, letting the glaze completely dry before recoating. Lightly sand the area smooth with the sandpaper enclosed in the kit, and then buff it with a soft cloth.

### Keys for Buying and Selling when the Market is slow

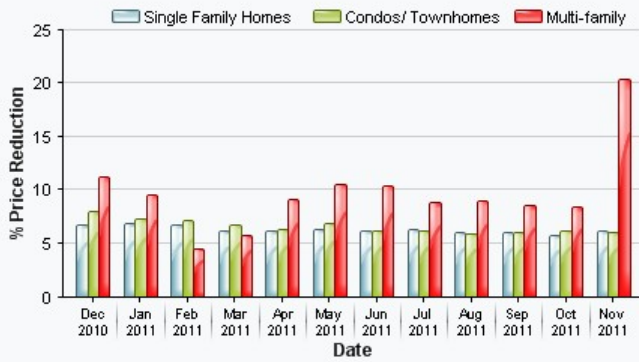
#### Keys for Selling When the Market is Slow

It's a whole new world for home buyers. So, how do you make a smart purchase? You can find some excellent bargains but you still need to do some work.

**Get help if you need it.** Don't assume you can do it all on your own. Don't skip doing a thorough investigation because you don't know how or don't have the time. A house is most people's largest purchase. You do not want your dream home becoming a nightmare. Get professionals to inspect the house, the deed, the neighborhood, if you can't or don't have the time or experience. This is where a first-class real estate professional can help, both with knowledge of the neighborhood and the homes, as well as recommending professionals for the other tasks.

## Charlotte Real Estate Sales Data

### Price Reduction (last 12 months)

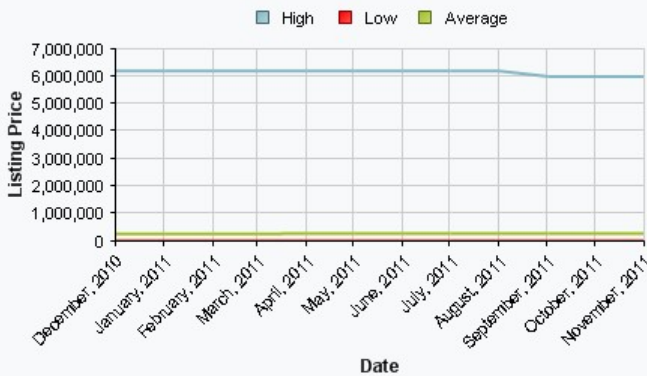


#### RECENT PRICE REDUCTIONS IN NOVEMBER

Single Family Homes	6.2%	Condos/ Townhomes	6.0%	Multi-family	20.4%
---------------------	------	-------------------	------	--------------	-------

## Charlotte Real Estate Sales Data

### Average Listing Price (last 12 months)



#### LIST PRICES FOR SINGLE FAMILY HOMES IN NOVEMBER

High	\$5,999,000	Low	\$12,000	Average	\$280,934
------	-------------	-----	----------	---------	-----------

Tim Brown  
 Cell: 704-619-1008  
 Tel: 704-815-3208  
 realtortimbrown@yahoo.com  
 www.CarolinaHomes4Sale.com

Data is deemed accurate but not absolute, no warranty is given. If you are already working with a REALTOR® this is not meant to be a solicitation.

## Negotiate the best Deal

### How to Negotiate the Best Deal

Buyers are finally being able to take advantage of cooling trends in previously hot markets. Multiple offers are no longer being thrown at sellers as soon as the For Sale sign hits the front yard.

Here's a tip:

**Make sure you get a home inspection.** Structural inspections are particularly important. During these examinations, an inspector comes to the property to determine if there are material defects and whether expensive repairs and replacements are likely to be required in the next few years. Such inspections often require two or three hours, and buyers should attend. This is an opportunity to examine the property's mechanics and structure, ask questions and learn far more about the property than is possible with an informal walk-through. What you hear could mean thousands of dollars to you.

## Monthly Trivia articles

### December

Winter begins with the winter solstice in December but besides cold weather, it means the amount of daylight each day will start increasing.

December is named after "decem" which is Latin for "ten" (the first month in the Roman calendar is March).

The birth flower is Holly or Narcissus. There are 2 modern birthstones: Zircon (wealth, wisdom and honor) and Tanzanite (understanding and contentment) which became an official birthstone on October 30, 2002 when the American Gem Trade Association (AGTA) revised the birthstone list in the first revision since 1912. The traditional birthstone is Turquoise (new possibilities and happiness).

Hines & Associates Realty  
 19615 B Liverpool Parkway  
 Cornelius, NC, 28031

