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Your Market Data for:
Charlotte

Your real estate information source.

January 2012



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

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Trend, Tips & Tricks

An Easy Appliance Fix - Without Calling a Repairman

Freezer Isn't Freezing?

Ice may have formed along the back wall, preventing proper cooling. This happens when warm air gets through a torn or ripped door seal or the door is mistakenly left ajar. Unplug the unit so it defrosts, and replace the entire seal. If your icemaker isn't working, see if the trip lever is stuck in the up (off) position.

Keys for Buying and Selling when the Market is slow

Keys for Selling When the Market is Slow

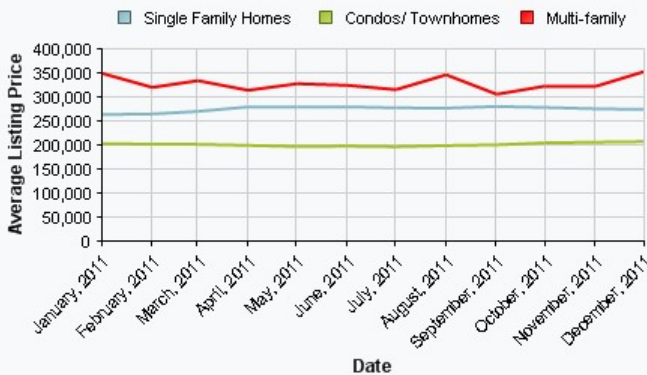
It's a whole new world for home sellers. So, how do you make your house stand out so it will sell when sales are slow?

Price your home correctly. When mortgage rates are low and buyers are chasing too few houses for sale, sellers can ask high prices and get them. Even when houses are overpriced for the market, sellers are likely to receive some offers, as buyers are often desperate to find a home that meets their needs.

But, when things are slow, pricing is absolutely critical. Instead of pricing your home aggressively high or low, you should consider pricing your home no higher than the middle of the range for homes comparable to yours. And if you need to sell your home quickly, consider pricing your home in the bottom 25 percent of comparable homes. Why? With few buyers chasing many homes, you need to quickly get the attention of those who are serious about buying. If your home is priced too high, you may never get buyers to even consider looking at your home.

Charlotte Real Estate Sales Data

Average Listing Price (last 12 months)

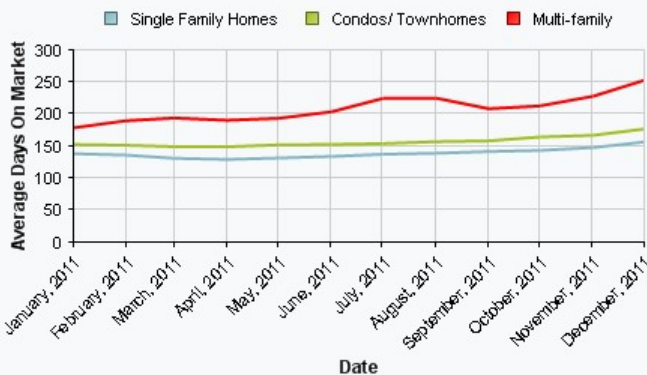


AVERAGE LIST PRICE IN DECEMBER

Single Family Homes	\$274,372	Condos/Townhomes	\$207,299	Multi-family	\$353,145
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Charlotte Real Estate Sales Data

Days on Market (last 12 months)

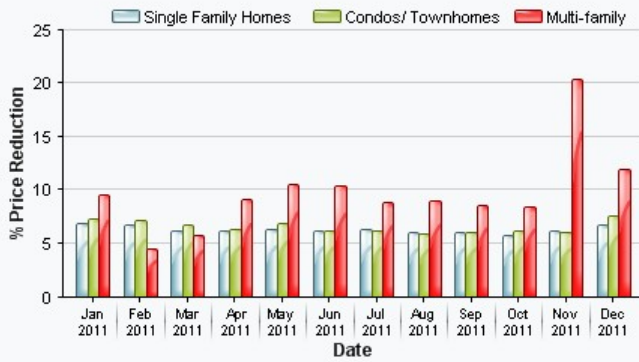


CURRENT AVERAGE DAYS ON MARKET IN DECEMBER

Single Family Homes	157	Condos/Townhomes	177	Multi-family	253
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Charlotte Real Estate Sales Data

Price Reduction (last 12 months)

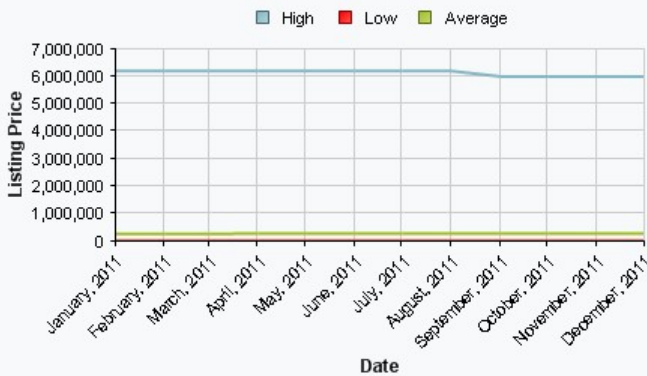


RECENT PRICE REDUCTIONS IN DECEMBER

Single Family Homes	6.8%	Condos/Townhomes	7.5%	Multi-family	11.9%
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Charlotte Real Estate Sales Data

Average Listing Price (last 12 months)



LIST PRICES FOR SINGLE FAMILY HOMES IN DECEMBER

High	\$5,999,000	Low	\$10,000	Average	\$274,372
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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 about negotiating the best deal. You sometimes hear that the amount of your offer should be x percent below the seller's asking price or y percent less than you're really willing to pay. In practice, the offer depends on the basic laws of supply and demand: If many buyers are competing for homes, then sellers will likely get full-price offers and sometimes even more. If demand is weak, then offers below the asking price may be in order.

Monthly Trivia articles

January

Many people choose the New Year as a reason to make positive changes to their lives. If you are making resolutions this month, make sure they are reasonable. Set yourself up for success, not failure.

Pope Gregory XIII established January as the first month of the year but January is named after Janus, the Roman god of doors, beginnings, sunrise and sunset. Janus had one face looking backwards and one looking forwards, an apt image for reflecting on the past year and yet still facing the upcoming year.

The birth flower for January is the Carnation or the Snowdrop. The modern birthstone is Garnet (strength, health, prosperity, and perseverance) and the traditional birthstone is Rose quartz (forgiveness and emotional balance).

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