

June 2011<-- | Print



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Your Market Data for:
Charlotte

Your real estate information source.



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

July 2011

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Trend, Tips & Tricks

An Easy Furniture Fix - Without Calling an Expert

Tighten that sagging chair seat

Like any seasoned craftspeople, furniture restorers have their tricks. Here's one that will save you money the next time your wicker chair seats stretch and droop. First, make sure the chair is made of some natural material, such as rattan or bark (not paper rush). If so, then turn the chair upside down and wet the bottom for a minute or two by wiping it with a clean sponge dipped in warm water. Soak the bottom but make sure the top remains dry, then right the chair. When the woven seat dries, it will be tighter.



Keys for Buying and Selling when the Market is slow

Keys for Selling When the Market is Slow

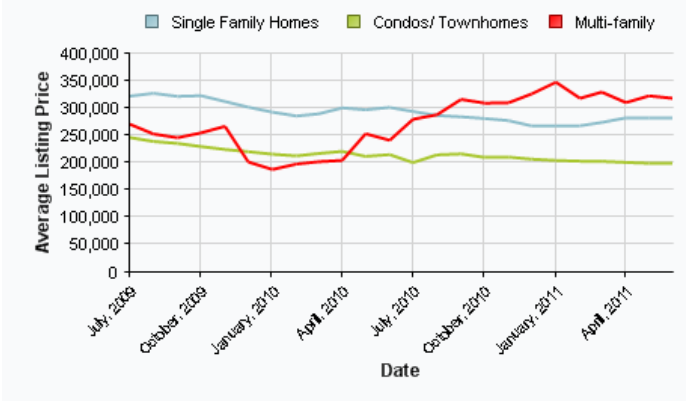
It's a whole new world for home sellers. So, how do you make your house stand out so it will sell when sales are slow?

Fix stuff. The loose railing. The broken pane of glass. The closet door off of its track. The leaky faucet. They all need fixing. If you don't have the time or skill, find a handyman to go through your home and make repairs. Also, consider replacing the old roof that looks like it might leak, the antique furnace, and the stained rug.

When there are few homes on the market, sellers sometimes offer cash at closing to repair the roof or for the stained rug or the buyer will take it as is. With so many homes on the market, buyers can afford to bid only on those that are in move-in condition. Fix what needs repair before listing your house.

Charlotte Real Estate Sales Data

Average Listing Price (last 24 months)

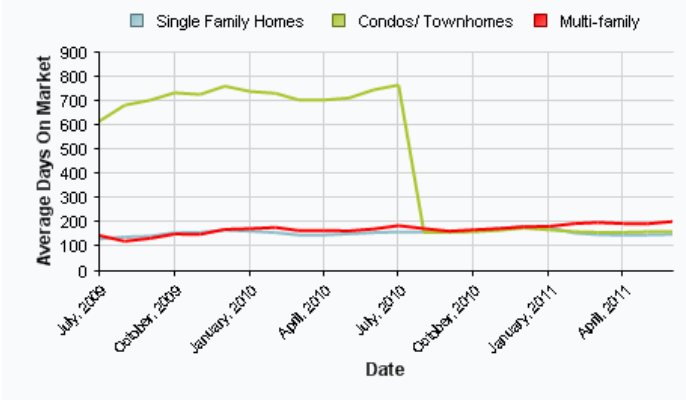


AVERAGE LIST PRICE IN JUNE

Single Family Homes	\$281,496	Condos/Townhomes	\$198,965	Multi-family	\$317,645
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Charlotte Real Estate Sales Data

Days on Market (last 24 months)



CURRENT AVERAGE DAYS ON MARKET IN JUNE

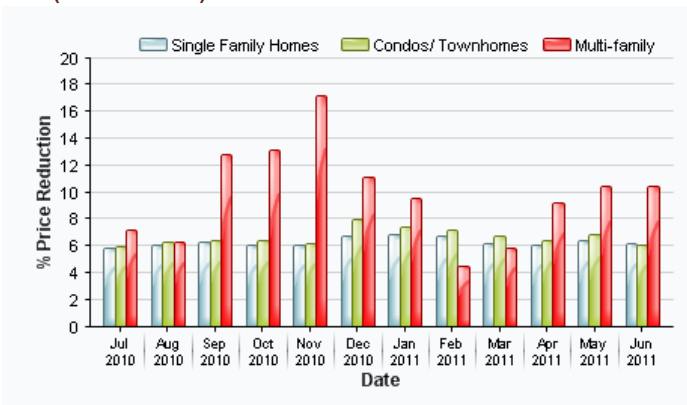
Single Family Homes	152	Condos/Townhomes	161	Multi-family	204
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Charlotte Real Estate Sales Data

Price Reductions (last 12 months)



RECENT PRICE REDUCTIONS IN JUNE

Single Family Homes	6.2%	Condos/ Townhomes	6.1%	Multi-family	10.4%
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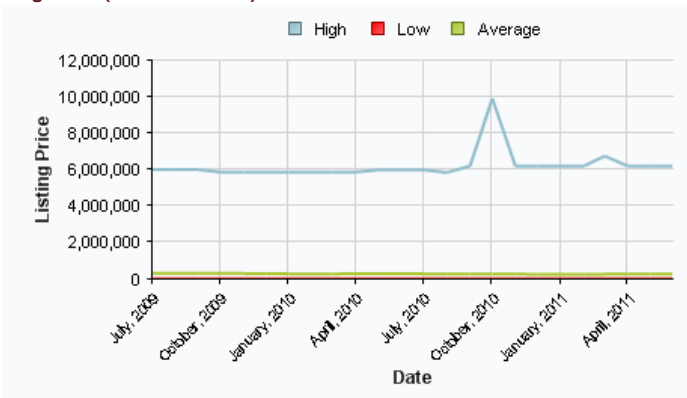
Negotiate the best Deal

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. Unless you're incredibly handy and have time and cash, go after houses that are as updated as you can afford. This is easier to do in a stagnant or falling market and fixers aren't usually discounted enough to be worthwhile.

Charlotte Real Estate Sales Data

Average Listing Price (last 24 months)



LIST PRICES FOR SINGLE FAMILY HOMES IN JUNE

High	\$6,200,000	Low	\$10,000	Average	\$281,496
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Monthly Trivia articles

July

July means summer days, BBQs, kids out of school and people celebrating our country's birth. July is usually the hottest and driest month in the Northern hemisphere. The "dog days of summer" begin in July signaling the start of the hot sultry summer weather and when Sirius, the "dog star," rises and sets with the sun.

July was originally called Quintilis which is Latin for "fifth month" (the Roman year began in March) but renamed for Julius Caesar in 44 BC as this was his birth month.

The birth flower for July is Larkspur, Delphinium or Water Lily. The modern birthstone is Ruby (passion, promise, integrity, success and love) and the traditional birthstone is Carnelian (safety and luck).