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Your Market Data for:
Charlotte

Your real estate information source.

August 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

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Trend, Tips & Tricks

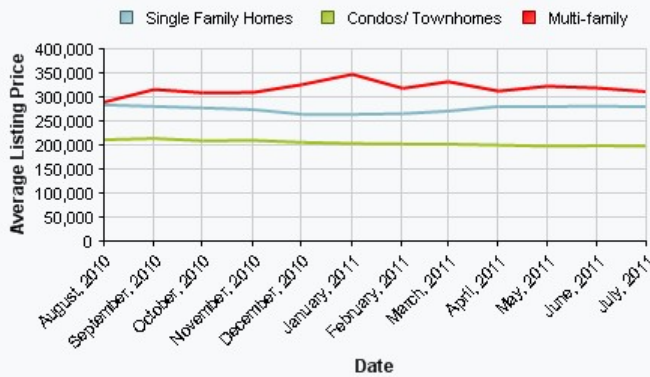
An Easy Furniture Fix - Without Calling an Expert

Repair frayed woven chair seats

If you have a chair with a woven paper rush seat (wicker made of twisted paper), you probably already know that the paper has a tendency to tear in front, where legs constantly rub it. Here's a quick cosmetic fix: Squeeze a bit of white craft glue underneath the torn strands, and tape it with masking tape to hold it in place. When the glue is dry, remove the masking tape, and no one will ever know the strands are broken.

Charlotte Real Estate Sales Data

Average Listing Price (last 12 months)

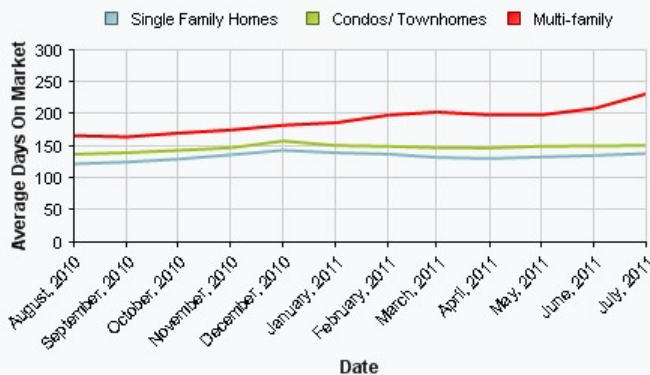


AVERAGE LIST PRICE IN JULY

Single Family Homes	\$279,738	Condos/Townhomes	\$198,135	Multi-family	\$311,166
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Charlotte Real Estate Sales Data

Days on Market (last 12 months)



CURRENT AVERAGE DAYS ON MARKET IN JULY

Single Family Homes	139	Condos/Townhomes	151	Multi-family	232
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Keys for Buying and Selling when the Market is slow

Keys for Selling When the Market is Slow

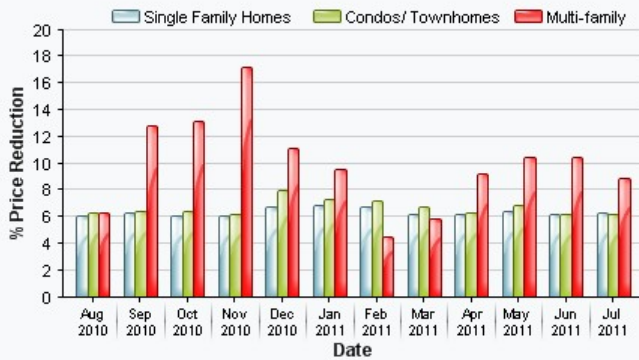
It's a whole new world for home buyers. So, how do you make a smart purchase? You can find some excellent bargains but you still need to do some work.

Check out the Deed. Don't take the word of the Seller. They may be telling you what they were told. All sorts of legal issues and problems could ensue should your deed not match the previous deeds. Make sure the property lines for the house are the same on the deed as they are physically. You don't want to find that the property had been subdivided and your driveway actually belongs to someone else and you have no access to your house.

Check the public records. Investigate anything that looks a little irregular or different from what you have been told. Make sure the deed includes everything you thought you were getting.

Charlotte Real Estate Sales Data

Price Reduction (last 12 months)

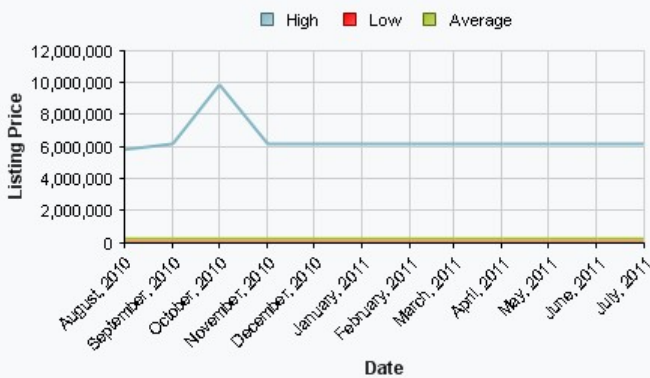


RECENT PRICE REDUCTIONS IN JULY

Single Family Homes	6.3%	Condos/ Townhomes	6.1%	Multi-family	8.9%
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Charlotte Real Estate Sales Data

Average Listing Price (last 12 months)



LIST PRICES FOR SINGLE FAMILY HOMES IN JULY

High	\$6,200,000	Low	\$10,000	Average	\$279,738
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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. In a tighter market, it's not too much to ask the seller to add the closing costs to the price of the house. It's better to put 20 percent down and add the closing costs to the loan than put 15 percent down and pay the costs upfront.

Monthly Trivia articles

August

While August can bring joy to parents and sadness to kids as they get ready to return to school, it also is the last full month of summer. August was originally called Sextilis which is Latin for "sixth month" (the first month in the Roman calendar is March) but was renamed for Augustus Caesar in 8 BC. He chose this month not because it was his birth month as was customary, but to mark the defeat of Cleopatra as this was her birth month.

The birth flower for August is Poppy or Gladiolus. The modern birthstone is Peridot (success, protection, dignity and fame) and the traditional birthstone is Sardonyx (security and relaxation).

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