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Your Market Data for:  
**Charlotte**

Your real estate information source.

September 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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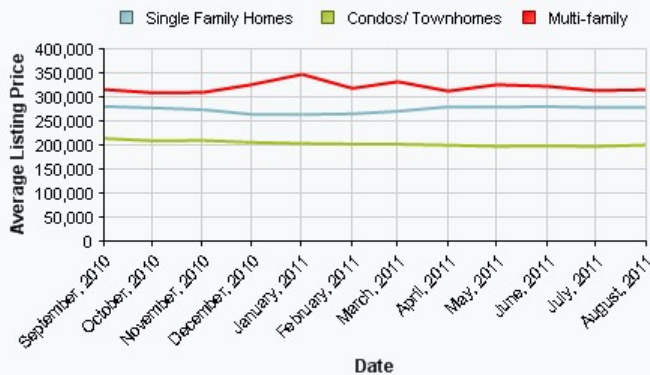
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## Trend, Tips & Tricks

### Charlotte Real Estate Sales Data

Average Listing Price (last 12 months)

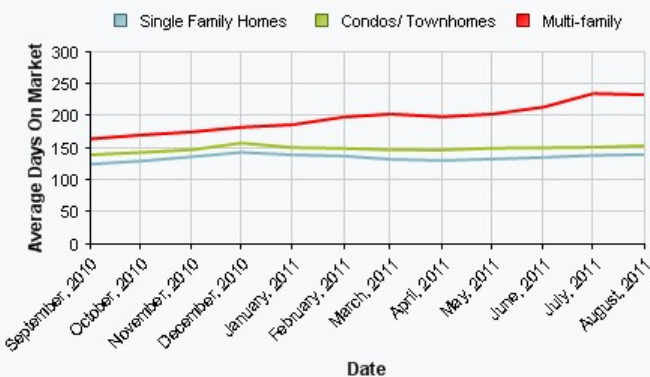


#### AVERAGE LIST PRICE IN AUGUST

Single Family Homes	\$278,540	Condos/Townhomes	\$200,287	Multi-family	\$315,350
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### Charlotte Real Estate Sales Data

Days on Market (last 12 months)



#### CURRENT AVERAGE DAYS ON MARKET IN AUGUST

Single Family Homes	140	Condos/Townhomes	154	Multi-family	233
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### An Easy Furniture Fix - Without Calling an Expert

#### Revive your wicker

Wicker furniture can be a challenge to clean. But that's no reason to pay a professional. Here are some insider tips:

1. Use a vacuum cleaner with a brush attachment to lift dust, dirt and lint from within the woven reeds.
2. Wipe wicker with a clean cloth moistened with paint thinner (first try a little thinner on an inconspicuous spot to make sure it does not harm the finish). For stubborn stains, lightly rub with a green pot scrubber moistened with paint thinner.
3. To bring up the sheen on wicker, apply furniture wax with a clean cloth.

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

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

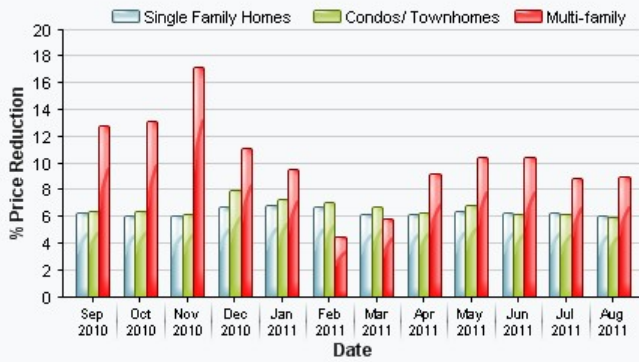
It's a whole new world for home sellers. So, how do you make your house stand out so it will sell when sales are slow?

**Offer flexible terms.** Flexibility is the key now. You'd like to close in two months, but the buyers might be in a hurry and need to close sooner. Find a way to make it happen. You were planning to take the appliances to your new home but the buyers make a bid near asking price, that includes the appliances. Leave the washer and dryer behind (and then go find a store that offers no payments on appliance purchases for a year). And for those items that have deep sentimental value, make sure they are removed prior to any showings.

Competition between home sellers is high - you don't want to lose the only buyer who has looked at your home in a month because of a freezer or a favorite mirror.

## Charlotte Real Estate Sales Data

### Price Reduction (last 12 months)

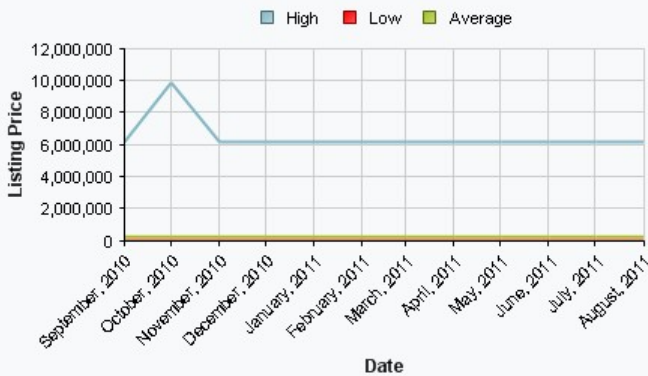


#### RECENT PRICE REDUCTIONS IN AUGUST

Single Family Homes	6.1%	Condos/Townhomes	6.0%	Multi-family	9.0%
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## Charlotte Real Estate Sales Data

### Average Listing Price (last 12 months)



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

High	\$6,200,000	Low	\$7,900	Average	\$278,540
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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. Things to ask to be included in the price-and that should not offend sellers-are items such as paying for new kitchen appliances or including the washer and dryer. Most sellers will be willing to do so to close the deal. It's OK to ask sellers to pay up to the first year of homeowner association dues as well.

## Monthly Trivia articles

### September

September is a time of harvests, leaves changing colors and back to school, but don't forget September 19th is international "Talk Like a Pirate Day". September is named after "septem" which is Latin for "seventh month" (the first month in the Roman calendar is March). The birth flower is Forget-Me-Not, Aster, or Morning Glory. The modern birthstone is Sapphire (loyalty, sincerity, truth and commitment) and the traditional birthstone is Lapis (protection and understanding).

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