



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.

October 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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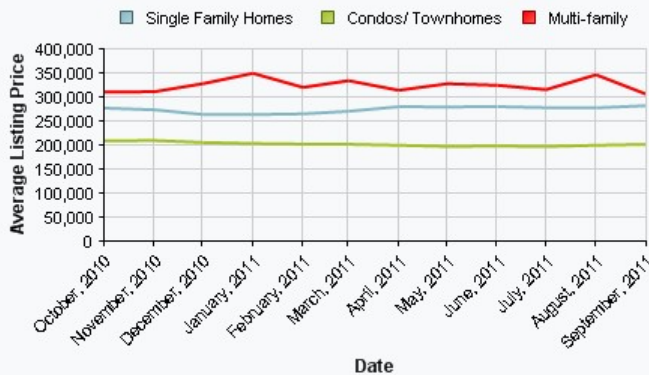
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## Trend, Tips & Tricks

### Charlotte Real Estate Sales Data

Average Listing Price (last 12 months)



#### AVERAGE LIST PRICE IN SEPTEMBER

Single Family Homes	\$282,029	Condos/Townhomes	\$201,592	Multi-family	\$305,879
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### Charlotte Real Estate Sales Data

Days on Market (last 12 months)



#### CURRENT AVERAGE DAYS ON MARKET IN SEPTEMBER

Single Family Homes	142	Condos/Townhomes	159	Multi-family	208
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### An Easy Appliance Fix - Without Calling an Expert

#### Garbage Disposal Stops

Garbage Disposals are designed to shut off when they are jammed to the point of stalling the motor. This is to prevent motor burn out. They also are designed so you can dislodge whatever is inhibiting operation. Underneath the unit you will see a hex-head slot. All units should come with a wrench to match the slot, but if you have misplaced it, don't fret; an Allen key will work just as well.

1. First, and most importantly, unplug the unit. Locate the slot in the center of the underside of the unit.
2. Next, fit the wrench into the slot and work it back and forth so the blades move. Continue doing this until the unit is spinning without resistance.
3. With the unit spinning freely, plug it back in and press the reset button. Now test the unit while running a lot of water.

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

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

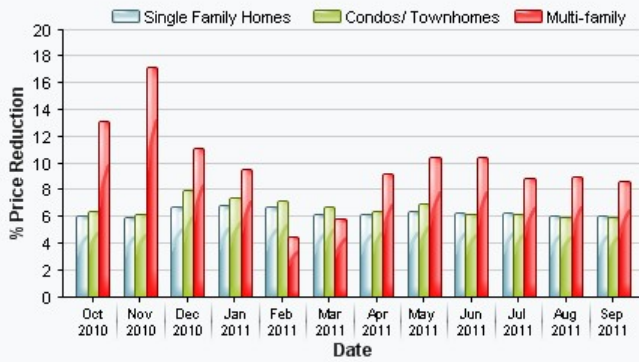
It's a whole new world for home buyers. So, how do you make a smart purchase? You can find some excellent bargains but you still need to do some work.

**Check out the property tax records and recent history of nearby homes.** Comparing the assessed value with nearby home sale prices can help give you an indication of the market value of the homes in the neighborhood. But don't expect the assessed value to be an accurate value of what the home you are interested in would sell for. The assessment may be almost a year old and reflect a higher or lower price. In some areas, assessments are deliberately low for tax assessment purposes, and don't reflect market value.

So compare the sold price of nearby properties with their assessed value to determine how close the assessed value is to the market price. But remember the house you are interested in may be in better or worse condition than when it was assessed, and may be in better or worse condition than recently-sold homes in the neighborhood.

## Charlotte Real Estate Sales Data

### Price Reduction (last 12 months)

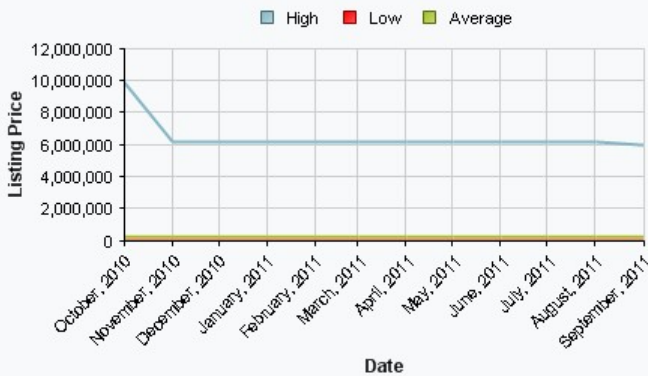


#### RECENT PRICE REDUCTIONS IN SEPTEMBER

Single Family Homes	6.1%	Condos/ Townhomes	6.0%	Multi-family	8.6%
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## Charlotte Real Estate Sales Data

### Average Listing Price (last 12 months)



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

High	\$5,999,000	Low	\$7,900	Average	\$282,029
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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. Don't request anything that requires quality workmanship. Don't ask them to paint. They won't do it the way you want. They'll do a quick and cheap job. Also, don't get carried away and ask for the entire store. Be reasonable.

## Monthly Trivia articles

### October

October generally means Fall weather, daylight hours growing shorter and trick-or-treating. If cars are more your thing, in 1908 on October 1 Henry Ford introduced the first Model T. This is also the month the American Gem Trade Association (AGTA) revised the birthstone list in the first revision since 1912 and added Tanzanite as a December birthstone. October is named after "octo" which is Latin for "eight" (the first month in the Roman calendar is March). When the Gregorian calendar was adoted in 1582, 10 days in October were skipped to correct for too many leap years over the centuries. The birth flower is Calendula or Cosmos. The modern birthstone is Opal (confidence, hope and faith) and the traditional birthstone is Tourmaline (safety, endurance and balance).

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

