



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.

November 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 Appliance Fix - Without Calling an Expert

Fridge or Freezer won't Cool

One common fridge malfunction is the loss of electricity. If the inside light doesn't come on, check the fridge is plugged in and check the breaker panel. If this doesn't help, try these fixes to restore the chill:

Check thermostat and vents. Has the temperature control dial inside the fridge been turned down? Are the fridge and freezer vents blocked by food containers?

Clean the coils. Air must flow freely through the condenser coils to chill the fridge. Generally, these coils are on the back. Items on top of the fridge or stuffed behind it will reduce the airflow. Newer fridges have coils underneath, and may be blocked or plugged with objects or dust. To keep the fridge efficient, pull off the front grille and clean the coils. Do annually, or each 6 months if you have pets. Buy a long brush for \$8 for this job.

Free up the condenser fan. Coils on the back of a fridge create airflow as they heat up. Models with coils underneath have a fan. Dust buildup can slow the fan; trash can stop it altogether.

Keys for Buying and Selling when the Market is slow

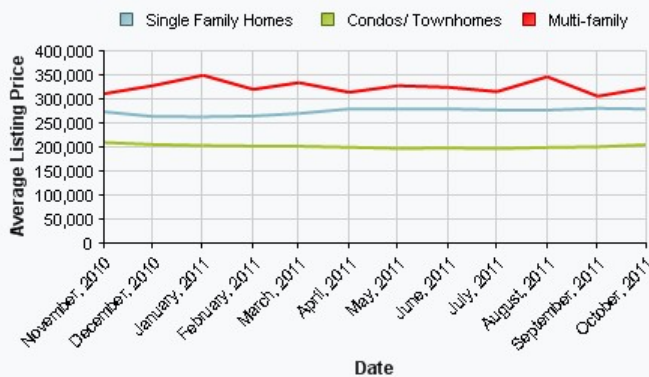
Keys for Selling When the Market is Slow

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?

Find the right agent - it's critical. Any agent can list your house. But when buyers are few you need a first-class real estate professional on your side. They'll help with everything from pricing to advising you on other ways to make your home sell faster. Find leading agents who outsell other agents in your home town. Talk with your family, friends, and neighbors to identify the best agents in your area. Go to Open Houses in your neighborhood and talk to the agents there. Do they know the neighborhood? Do you like the way they are showing the house? Interview several-hire the one who you believe will do the best job for you.

Charlotte Real Estate Sales Data

Average Listing Price (last 12 months)



AVERAGE LIST PRICE IN OCTOBER

Single Family Homes	\$279,293	Condos/Townhomes	\$204,939	Multi-family	\$322,825
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Charlotte Real Estate Sales Data

Days on Market (last 12 months)

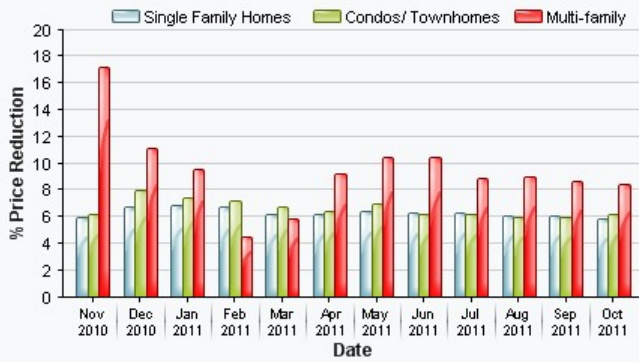


CURRENT AVERAGE DAYS ON MARKET IN OCTOBER

Single Family Homes	145	Condos/Townhomes	165	Multi-family	213
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Charlotte Real Estate Sales Data

Price Reduction (last 12 months)

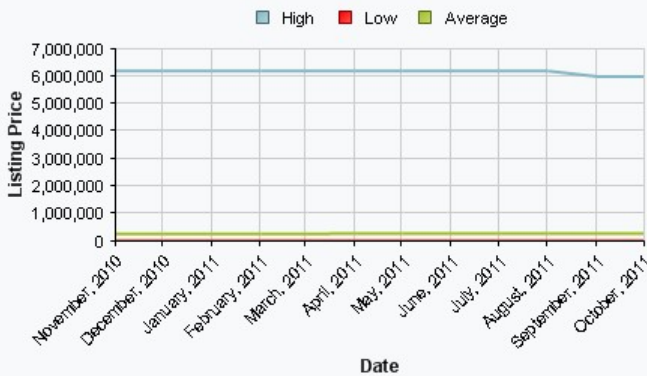


RECENT PRICE REDUCTIONS IN OCTOBER

Single Family Homes	5.8%	Condos/ Townhomes	6.2%	Multi-family	8.5%
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Charlotte Real Estate Sales Data

Average Listing Price (last 12 months)



LIST PRICES FOR SINGLE FAMILY HOMES IN OCTOBER

High	\$5,999,000	Low	\$12,000	Average	\$279,293
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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. Make sure you look at the big picture. In changing markets you should be planning to stay for at least five years, so don't get caught up in a \$2,000 price difference. Remember, the goal is to get the house you want to live in for some time, not to impress friends with how you worked the previous owner.

Monthly Trivia articles

November

Daylight Savings Time ends in November so even though the daylight hours are getting less with each passing day, the longest day of the year (25 hours) is in November.

November is named after "novem" which is Latin for "nine" (the first month in the Roman calendar is March).

The birth flower is Chrysanthemum. The modern birthstone is Topaz (courage, strength and wisdom) and the traditional birthstone is Citrine (hope, cheerfulness, health, youth and fidelity).

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

