ON the MOVE

Market Activity and Trends for Charlotte & Surrounding Counties

JANUARY 2014

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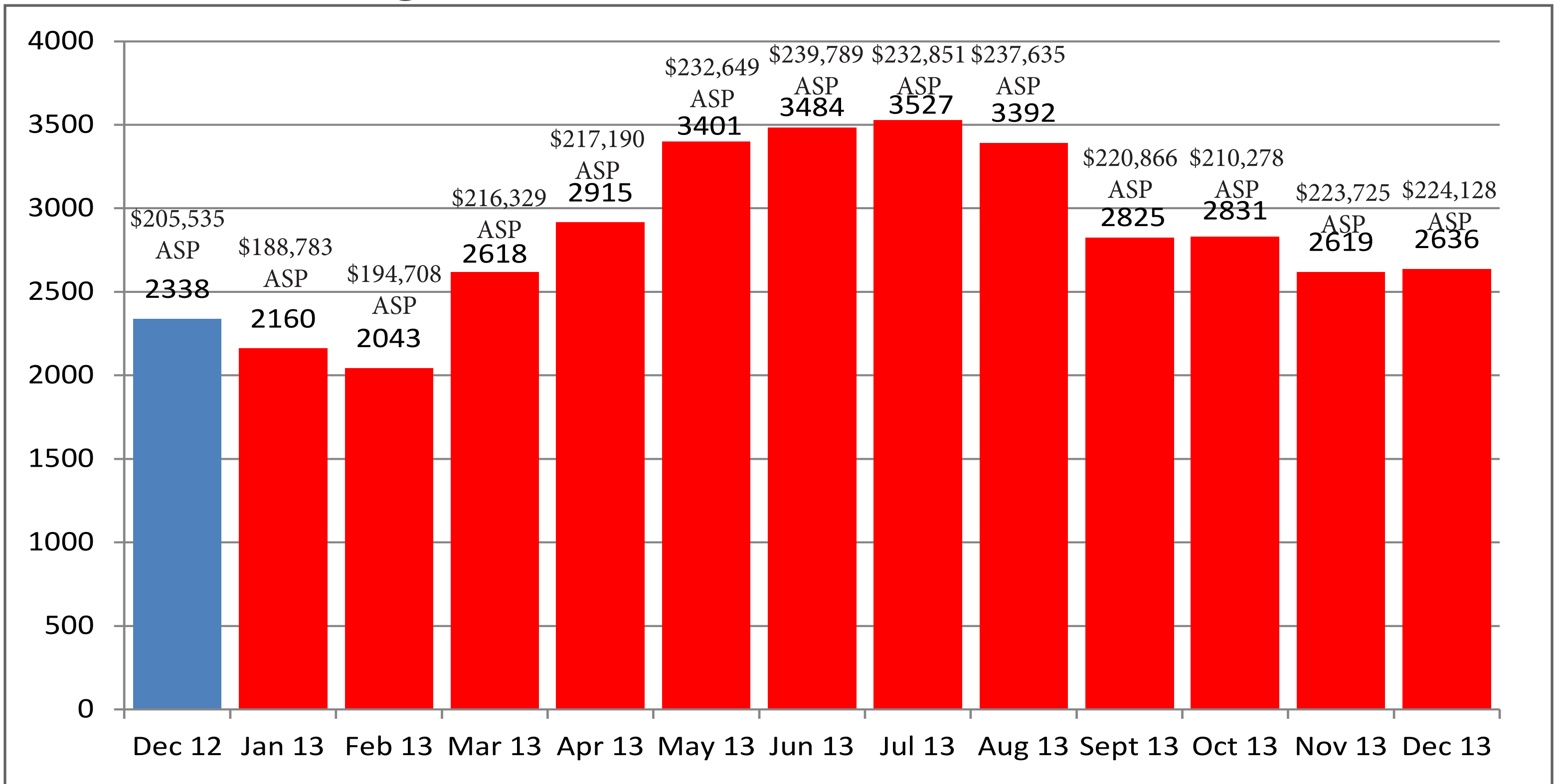
Residential Closings - Entire MLS

December 2012 - December 2013

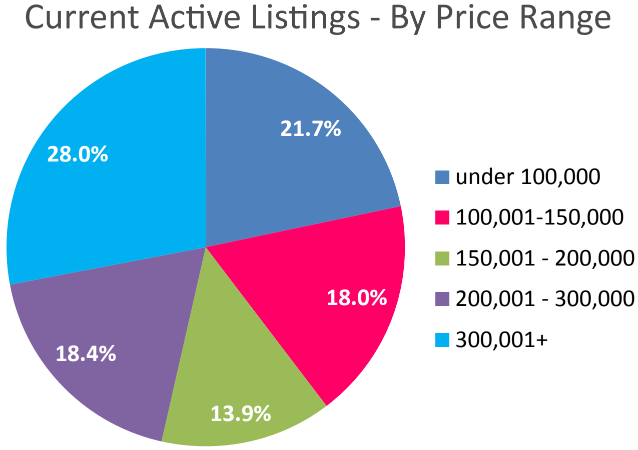


Monthly Market Snapshot

+12.8%	+10.9%	+4.3%	+9.1%	-7.5%	-13.0%	-21.1% (1)
Change in closed sales	*Pending Sales*	*Change in New Listings*	*Average Sales Price*	*Total Active Listings*	*Average Days List to Close*	*Months Supply of Homes for Sale*
2,636	2,133	2,505	$224,128	13,918	136	4.8 (2)

(1) Data Represents change in data since this time last year. (2) Data Represents the most recent month's data for CMLS.

Current Active Listings - By Price Range

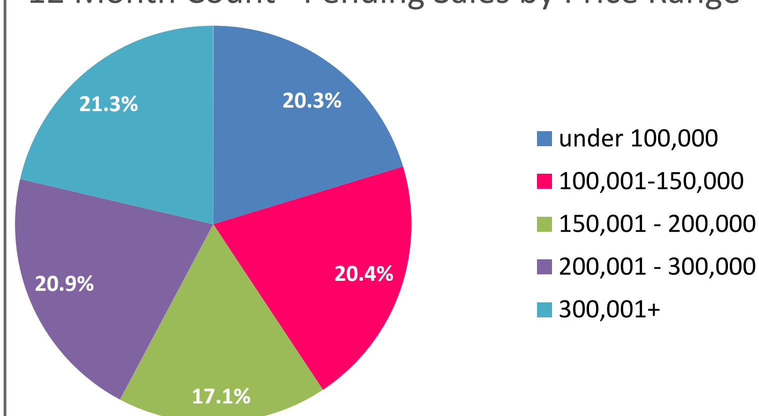


*As of january 7, 2014

Total Active Listings =13,918

Percentages as Reported in the CRRA Housing Supply Overview. Based on 1 Month of Activity.

12 Month Count– Pending Sales by Price Range



*As of January 7, 2014

Total Pending Sales =34,858

Percentages as reported in the CRRA Housing Supply Overview. Based on a rolling 12-month average.

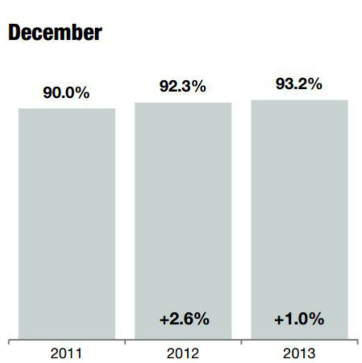
Closed Units By Area

December 2013 - By MLS Area

Residential Single Family, Townhomes & Condos

MLS Area	Units Closed	1 Year% Change	Average Sales Price
Charlotte- Gastonia- Rockhill	2113	+15.5	$227,311
All of Mecklenburg County	1169	+6.2	$244,011
01- Mecklenburg County (N)	187	-6.5	$189,266
02- Mecklenburg County (E)	132	-2.2	$143,252
03- Mecklenburg County (SE)	71	-30.4	$174,367
04- Mecklenburg County (SSE)	116	+28.9	$287,914
05- Mecklenburg County (S)	220	+10.6	$412,704
06- Mecklenburg County (SSW)	105	+40.0	$216,705
07- Mecklenburg County (SW)	88	-4.4	$180,848
08- Mecklenburg County (W)	64	+28.0	$105,885
09- Mecklenburg County (NW)	105	+29.6	$175,892
10- Union County	302	+31.9	$270,325
11- Cabarrus County	227	+26.8	$181,051
12- Iredell County	172	+4.9	$267,059
13- Lake Norman	112	+5.7	$469,886
14- Lincoln County	67	-14.1	$209,935
15- Lake Wylie	32	-3.0	$371,787
16- Gaston County	194	+31.1	$138,371
17- York County, SC	214	+27.4	$210,456
99- Uptown Charlotte	16	+0.0	$208,824
TOTAl (for all CMLS Area)	2636	+12.8	$224,128

Percent of Original List Price Received

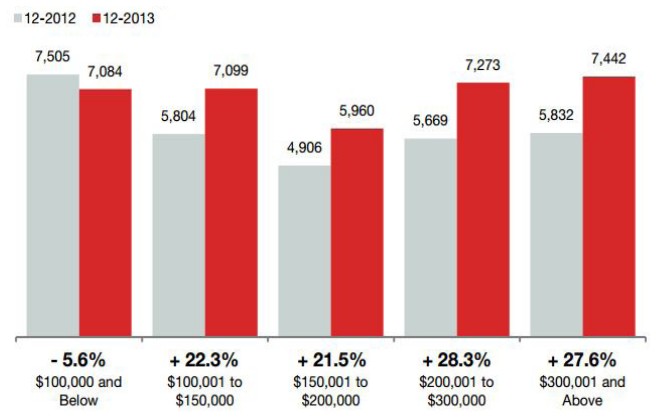


92.3%	12-2012
93.2%	12-2013
+1.0%	+/-

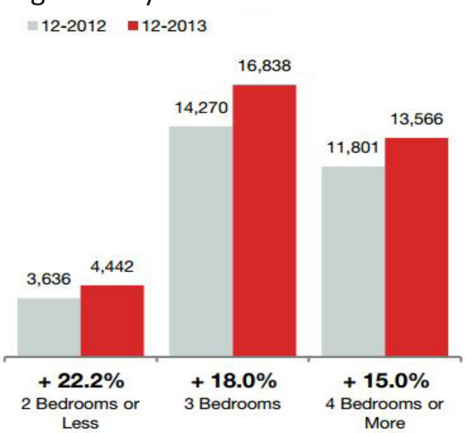
Pending Sales Quick Facts

+28.3%	+22.2%	+25.1%
Price Range with Strongest Sales: **$200,001 to $300,000**	*# Bedrooms Strongest Sales* **2 Bedrooms or less**	*Property Type Strongest Sales:* **Condos**

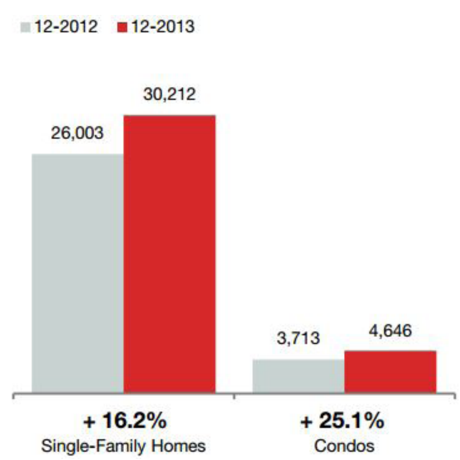
Pending Sales by Price Range



Pending Sales by Bedroom Count

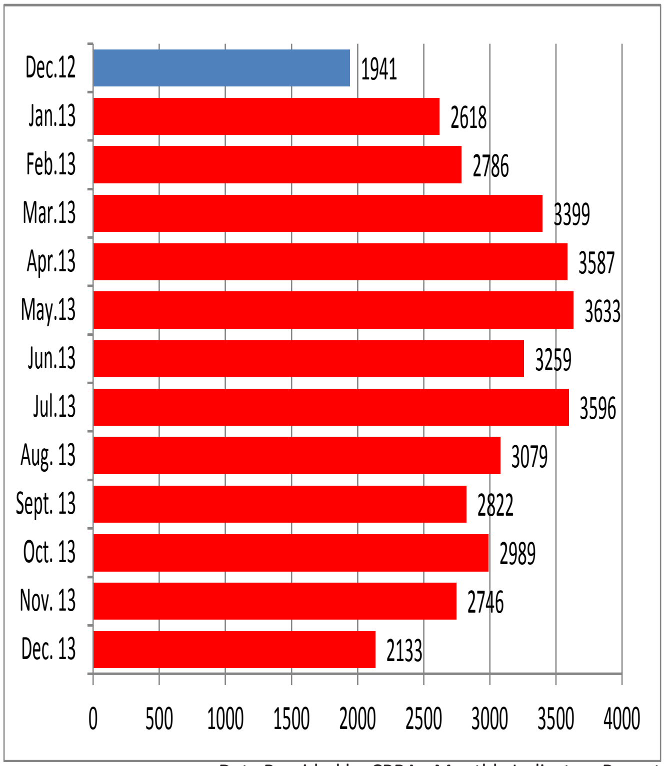


Pending Sales by Property Type



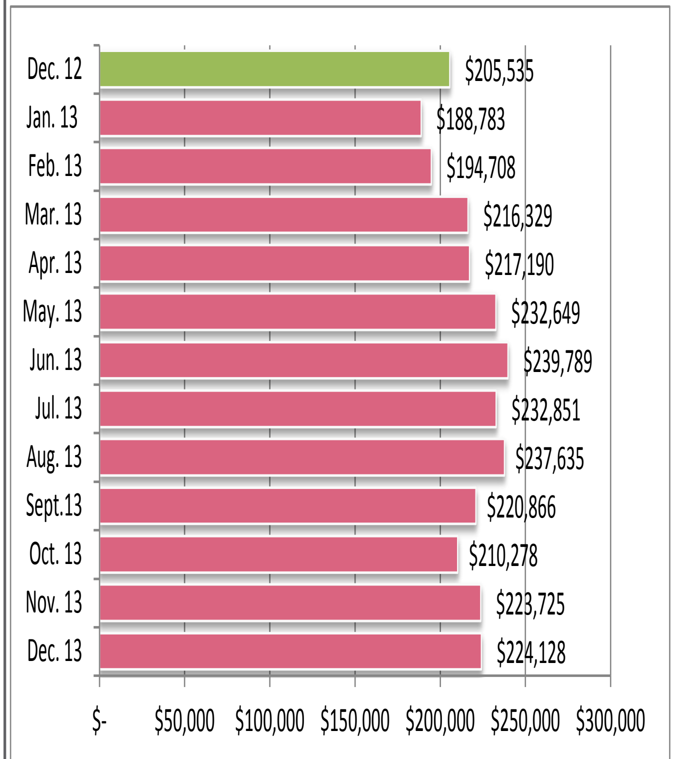
Data Courtsey of MLS & 10K Research and Marketing

Pending Contracts



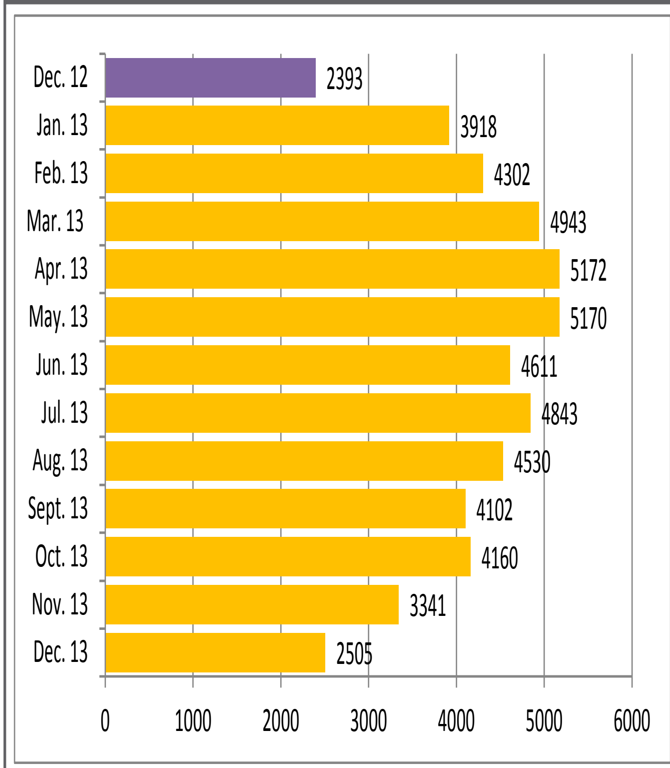
Data Provided by CRRA - Monthly Indicators Report

Average Residential Sales Price



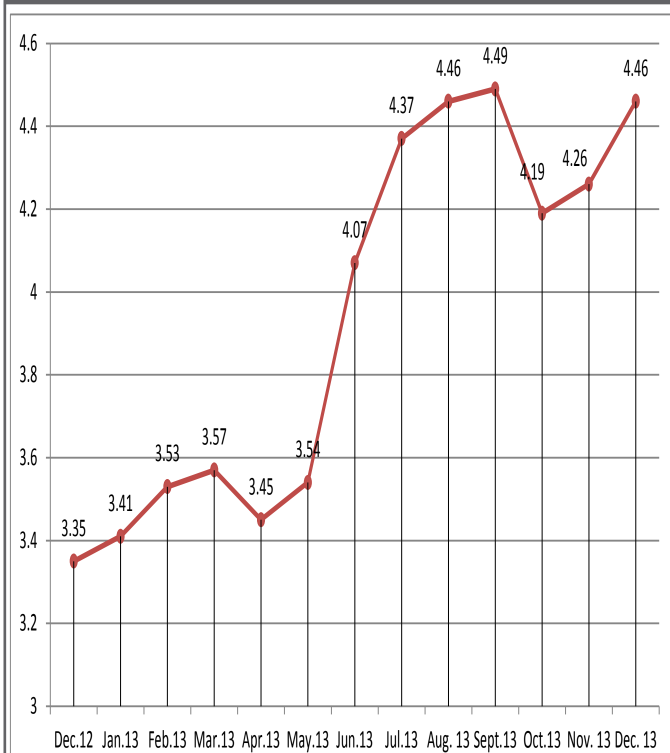
Data Provided by CRRA - Monthly Indicators Report

New Listings



Data Provided by CRRA - Monthly Indicators Report

30 year Fixed Mortgage Rates



Source: Freddie Mac: www.freddiemac.com

December 2013 Home Market Overview

Market Climbs in 2013, Hoping for More in 2014!

Reprinted from December 2013 Monthly Indicators

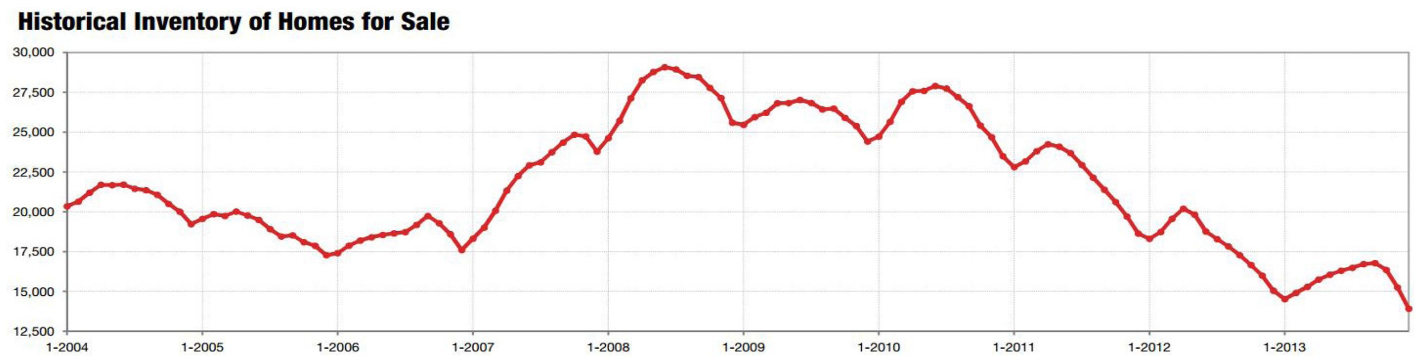
In its entirety, 2013 proved to be a good year for housing. Home sales and prices were broadly higher across the nation, while foreclosure loads, the number of homes for sale and the number of days it took to sell a home were all much lower. Multiple-offer situations became commonplace again and prices in many areas rallied to multi-year highs. This, of course, varied by location and segment, but the proverbial glass appeared to be more than half full throughout the year.

New Listings in the Charlotte region increased 4.3 percent to 2,505. Pending Sales were up 10.9 percent to 2,133. Inventory levels shrank 7.5 percent to 13,918 units. Prices marched higher. The Median Sales Price increased 8.7 percent to $172,500. List to Close was down 13.0 percent to 136 days. Absorption rates improved as Months Supply of Inventory was down 21.1 percent to 4.8 months.

Housing is fortified by confident consumers and good jobs. The year 2013 was marked by a slowly improving labor market stunted by political gridlock, and the Federal Reserve's long-awaited taper announcement was not surprising.

Interest rates remain low (but upwardly mobile), prices are still affordable, the employment picture looks decent and the stock market is up nearly 30.0 percent from this time last year. It's no wonder that buyers were active in 2013.

Here's to more of the same in 2014.



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