

Homes for any Lifestyle

CHARLOTTE NEIGHBORHOODS HAVE IT ALL. Some Charlotte neighborhoods offer the hustle and bustle of urban living, while others provide the slow, peaceful setting of the suburbs. People can be seen jogging, shopping, gardening or chatting on a bench along the sidewalks of the tree-lined streets of the Queen City. Children are often seen playing in the same neighborhood where retired couples gather for a game of cards. Charlotte neighborhoods have a friendly and livable atmosphere. Not surprisingly, Charlotte is regularly picked among the best U.S. cities to live. CNN has ranked Charlotte as one of the best markets for the housing recovery. With a strong road network and mass transit options, the average commute time is only 28 minutes.

This inviting atmosphere of Charlotte continues to attract newcomers. Charlotte ranked as the fifth highest in-migrating city according to the U.S. Census. There are so many benefits of living in Charlotte that are unequalled anywhere else. Charlotte has been rated as

CHARLOTTE NEIGHBORHOODS AND RESIDENCES ALL HAVE DISTINCT PERSONALITIES WHERE NEWCOMERS CAN EASILY FIND THE PERFECT PLACE TO CALL HOME.

one of the top places to live in America based on many quality of life factors, the variety of housing options and affordability.

Charlotte's affordability shines when compared with other markets.

The Affordable Market

Charlotte has been ranked as one of the hottest and most affordable housing markets by U.S. News & World Report. The Carolina Multiple Listing Services, Inc. (CMLS) reports the 2011 average sales price of \$212,016 for a home in Mecklenburg County.

In 2011 CMLS reported that over 10,687 single-family homes in the county were sold, totaling \$2.3 billion in sales volume. Analysts say Charlotte is not a hyper-inflated market, which protects homeowners here from the real-estate bubble seen in other areas of the country. Much of this can be attributed to the competitive practices of the construction industry in Charlotte.

A strong school system, impressive city services, and moderate household operating costs are just a few of the benefits of Charlotte neighborhoods. Utility costs are extremely competitive with other parts of the nation:



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Duke Energy has a national reputation for efficient operation and low rates; Piedmont Natural Gas is equally recognized for its competitive rates. And the moderate climate helps by keeping heating and air conditioning costs low.

Urban Sleek to Suburban Chic

The pleasant climate, abundant business opportunities and high quality of life in Charlotte continue to attract newcomers. In response, a large number of new neighborhoods offering modern amenities and ease of living have been developed. The Charlotte area has many new home communities in a variety of styles, price ranges and living environments.

In the center city, residents can choose sleek high-rise condos or historic Victorian homes. Getting around is simple, thanks to highly networked streets and roads, two interstate systems, and mass transit options.

Charlotte provides nearly unlimited choices of housing to suit any lifestyle, budget or other requirement. Whether close to the city or nestled in the suburbs, from historic homes to modern apartments and condominiums, newcomers can find the perfect place to call home.

CHARLOTTE



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CHARLOTTE HAS BEEN RANKED AS ONE OF THE MOST AFFORDABLE HOUSING MARKETS.



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Historic and Established

Charlotte encourages the preservation of historic homes and construction of new housing that promotes strong neighborhoods through thoughtful land use and zoning practices. Substandard housing is being reduced in older areas of the city and revitalization efforts are ongoing. New development along the light rail corridors is going full steam,

as transit-oriented, mixed-use developments to provide much sought after live-work environments.

Charlotte's older neighborhoods exhibit a sense of the city's past. Many have been kept in pristine condition, while others have been renovated to fit the needs of the 21st century. Concerted efforts to preserve and protect Charlotte's oldest neighborhoods can be seen close to, inside, or farther out from the center city. Dilworth, a neighborhood of bungalow

Housing Affordability Index

Rank	Average City	Sales Price
1	Houston, TX	\$159,847
2	Memphis, TN	175,770
3	Phoenix, AZ	199,111
4	Charlotte, NC	236,750
5	Portland, OR	307,000
6	Dallas, TX	332,375
7	Staten Island, NY	555,562
8	Irvine, CA	685,606
9	Chicago, IL	768,338
10	San Jose, CA	808,925

Single Family Housing by Area

Area Reported	No. of Homes Listed	Average Price
1	1,241	238,892
2	789	141,231
3	555	181,037
4	784	395,781
5	1,128	598,468
6	369	270,133
7	439	161,226
8	368	95,331
9	554	183,191
13	1,093	614,894
15	435	506,305
99	5	256,380

Source: Coldwell Banker's Home Price Comparison Index, 2009
 Cities compared have \$20 billion or more in wholesale sales.

Note: Home price is the average cost of a single-family, 2200 sq. ft. home with 4 bedrooms, 2.5 bathrooms and a two-car garage.

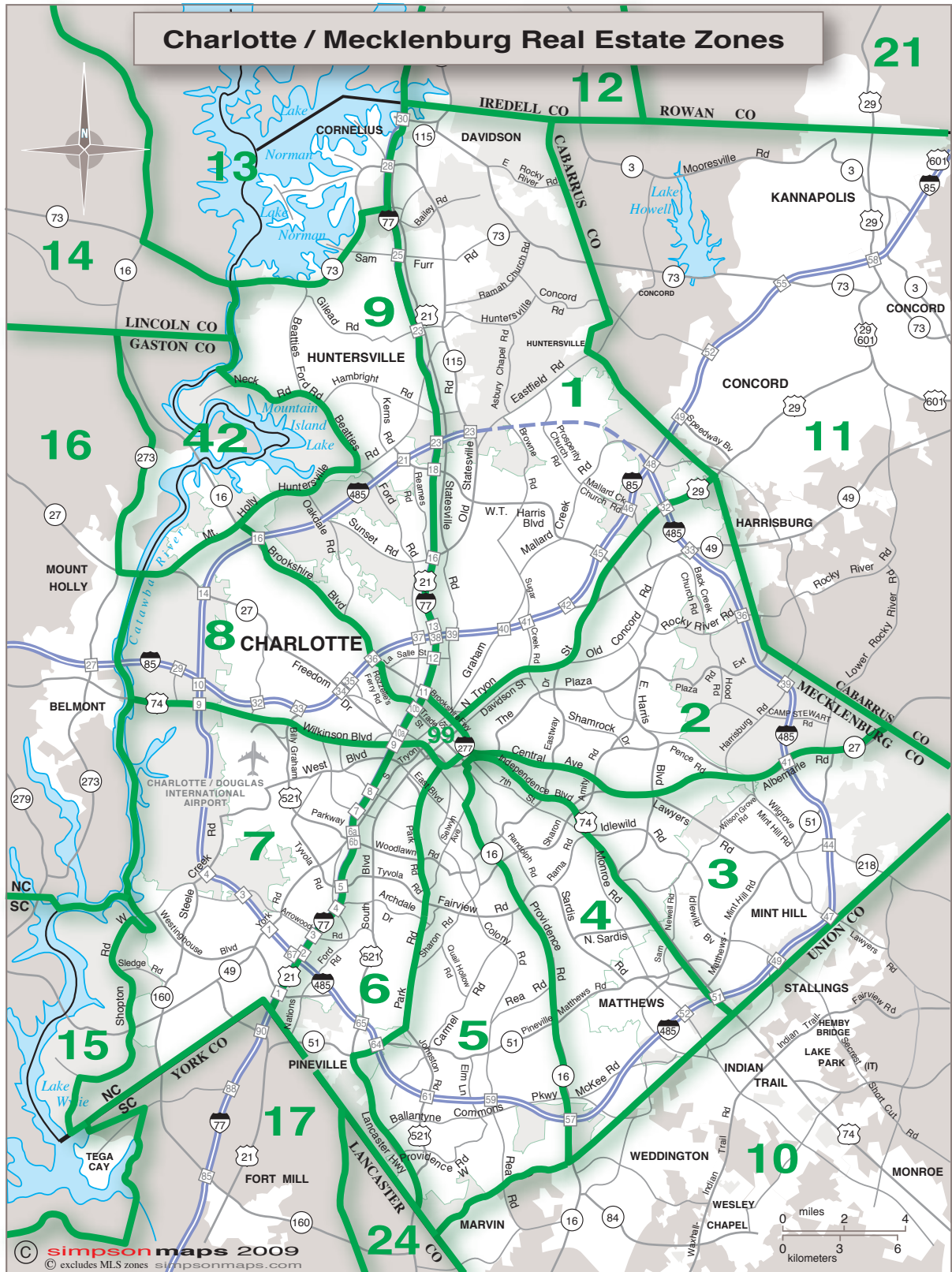
Source: Charlotte Regional Realtor Association, April 2012

homes, tree-shaded streets and churches centered around Latta Park, has been reborn. Residents, working with local government, are renovating and restoring the old stately homes and a piece of Charlotte's history.

Waterfront Developments

The Catawba River, Lake Norman and Lake Wylie provide exciting housing opportunities where you can get away from

it all in a short commute from the central business district. Boating, fishing, water sports, golf and tennis can become part of your daily routine with Lake Wylie 20 minutes to the south and Lake Norman 30 minutes to the north of the center city. There is even a PGA-sanctioned golf development, Piper Glen. Master-planned residential communities such as The Sanctuary and The Palisades also provide unparalleled amenities in recreational living.





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A DIVERSITY OF STYLES AND PRICES CAN BE FOUND IN HOMES THROUGHOUT THE COUNTY.

Other Options

For those who prefer the ease of multi-family locations, there are a number of options. Multi-story and townhouse condos can be found in the center city; near its impressive office buildings, museums and restaurants; in neighborhoods convenient to shopping, schools and entertainment; and in the suburbs near lakes, universities and other amenities. The average closing price was \$208,710 in February 2011.

Apartments offer the same variety of location, price and amenities. Luxury complexes have swimming pools, tennis, clubhouses, social events and other features. The average rental rate is \$738 for over 84,000 multi-family units in Mecklenburg County.

Townhouse/Condo Listings by Area

Area Reported	Listed Units	Average Price
1	239	\$141,008
2	159	100,419
3	106	120,061
4	155	279,367
5	501	268,434
6	226	162,402
7	100	126,240
8	27	110,780
9	66	111,671
13	189	223,947
15	60	176,271
99	170	375,104

Source: Charlotte Regional Realtor Association, April 2012

