



KELLERWILLIAMS.

# Total Market Overview

**Area 13**  
*\*All Lake Norman*

January 24, 2017

Price Range 1,000's	Number of Active Listings	Number of Pendings	Market % Pending	Expired Listings last 6 months	Closed Listings last 6 months	Average List Price of Sold Homes	Average Sold Price	List to Sales Ratio	Days On Market
0-99,999	4	3	42.9%	3	14	\$76,029	\$71,135	94%	41
100,000-149,999	2	2	50.0%	2	19	\$135,552	\$131,130	97%	31
150,000-199,999	14	8	36.4%	4	43	\$179,993	\$175,064	97%	45
200,000-249,999	15	3	16.7%	4	62	\$238,299	\$226,043	95%	47
250,000-299,999	64	22	25.6%	14	76	\$280,050	\$275,512	98%	51
300,000-349,999	49	18	26.9%	14	107	\$337,541	\$324,888	96%	65
350,000-399,999	72	28	28.0%	23	103	\$384,672	\$375,269	98%	83
400,000-449,999	60	24	28.6%	21	66	\$436,187	\$422,440	97%	85
450,000-499,999	68	21	23.6%	34	51	\$488,980	\$469,842	96%	89
500,000-599,999	96	18	15.8%	33	88	\$566,790	\$547,269	97%	98
600,000-699,999	62	12	16.2%	27	63	\$667,588	\$648,003	97%	101
700,000-799,999	50	11	18.0%	27	52	\$768,511	\$745,097	97%	82
800,000-899,999	38	9	19.1%	20	30	\$881,873	\$837,567	95%	133
900,000-999,999	24	7	22.6%	10	25	\$998,964	\$953,010	95%	144
1 Million +	125	22	15.0%	42	67	\$1,679,970	\$1,588,941	95%	130
<b>Market Totals</b>	<b>743</b>	<b>208</b>	<b>21.9%</b>	<b>278</b>	<b>866</b>	<b>\$545,946</b>	<b>\$524,874</b>	<b>96%</b>	<b>82</b>



KELLERWILLIAMS.

# Total Market Overview

**Areas 12/6 & 7**  
*\* Mooresville/South Iredell*

January 24, 2017

Price Range 1,000's	Number of Active Listings	Number of Pendings	Market % Pending	Expired Listings last 6 months	Closed Listings last 6 months	Average List Price of Sold Homes	Average Sold Price	List to Sales Ratio	Days On Market
0-99,999	7	3	30.0%	4	22	\$78,195	\$70,716	90%	37
100,000-149,999	9	12	57.1%	2	43	\$133,137	\$127,817	96%	26
150,000-199,999	7	19	73.1%	-	96	\$180,033	\$175,591	98%	29
200,000-249,999	19	22	53.7%	3	113	\$230,033	\$225,311	98%	42
250,000-299,999	51	26	33.8%	9	73	\$279,223	\$273,061	98%	75
300,000-349,999	34	16	32.0%	7	44	\$324,498	\$319,493	98%	101
350,000-399,999	25	9	26.5%	6	23	\$383,328	\$371,846	97%	65
400,000-449,999	12	5	29.4%	-	4	\$437,973	\$417,875	95%	191
450,000-499,999	6	1	14.3%	3	5	\$489,613	\$476,733	97%	66
500,000-599,999	6	2	25.0%	2	7	\$557,975	\$554,261	99%	43
600,000-699,999	4	0	0.0%	1	3	\$650,576	\$646,582	99%	30
700,000-799,999	1	1	50.0%	2	-	-	-	-	-
800,000-899,999	2	0	0.0%	2	-	-	-	-	-
900,000-999,999	1	0	0.0%	-	-	-	-	-	-
1 Million +	1	0	0.0%	1	-	-	-	-	-
<b>Market Totals</b>	185	116	38.5%	42	433	\$240,779	\$235,074	98%	52



KELLERWILLIAMS.

# Total Market Overview

**Area 1/5**  
*\*Huntersville/N. Charlotte*

January 24, 2017

Price Range 1,000's	Number of Active Listings	Number of Pendings	Market % Pending	Expired Listings last 6 months	Closed Listings last 6 months	Average List Price of Sold Homes	Average Sold Price	List to Sales Ratio	Days On Market
0-99,999	0	0	0.0%	-	-	-	-	-	-
100,000-149,999	1	4	80.0%	-	22	\$138,632	\$136,025	98%	31
150,000-199,999	7	20	74.1%	2	125	\$179,990	\$177,908	99%	18
200,000-249,999	18	23	56.1%	4	126	\$226,713	\$224,583	99%	26
250,000-299,999	12	10	45.5%	5	59	\$275,420	\$271,809	99%	37
300,000-349,999	16	10	38.5%	9	34	\$332,387	\$324,748	98%	56
350,000-399,999	7	2	22.2%	7	5	\$370,714	\$363,234	98%	31
400,000-449,999	1	0	0.0%	1	3	\$442,933	\$423,833	96%	93
450,000-499,999	0	0	0.0%	1	1	\$495,000	\$470,000	95%	23
500,000-599,999	1	0	0.0%	-	-	-	-	-	-
600,000-699,999	0	0	0.0%	-	-	-	-	-	-
700,000-799,999	0	0	0.0%	-	1	\$918,000	\$787,500	86%	168
800,000-899,999	0	0	0.0%	-	-	-	-	-	-
900,000-999,999	0	0	0.0%	-	-	-	-	-	-
1 Million +	1	0	0.0%	-	-	-	-	-	-
<b>Market Totals</b>	<b>64</b>	<b>69</b>	<b>51.9%</b>	<b>29</b>	<b>376</b>	<b>\$229,417</b>	<b>\$225,936</b>	<b>98%</b>	<b>29</b>



KELLERWILLIAMS.

# Total Market Overview

**Areas 1/6 & 7**  
*\*Cornelius/Huntersville*

January 24, 2017

Price Range 1,000's	Number of Active Listings	Number of Pendings	Market % Pending	Expired Listings last 6 months	Closed Listings last 6 months	Average List Price of Sold Homes	Average Sold Price	List to Sales Ratio	Days On Market
0-99,999	0	1	100.0%	-	4	\$78,750	\$72,843	92%	54
100,000-149,999	1	1	50.0%	-	2	\$130,950	\$132,500	101%	6
150,000-199,999	2	8	80.0%	2	51	\$184,049	\$178,820	97%	31
200,000-249,999	5	17	77.3%	2	90	\$230,349	\$226,991	99%	24
250,000-299,999	12	14	53.8%	2	90	\$279,760	\$274,511	98%	49
300,000-349,999	26	11	29.7%	5	83	\$328,797	\$321,624	98%	52
350,000-399,999	25	14	35.9%	3	55	\$378,823	\$375,220	99%	48
400,000-449,999	20	14	41.2%	4	41	\$432,279	\$424,243	98%	79
450,000-499,999	22	4	15.4%	5	38	\$478,464	\$468,934	98%	51
500,000-599,999	23	8	25.8%	4	34	\$546,884	\$537,199	98%	83
600,000-699,999	15	5	25.0%	2	14	\$670,843	\$651,881	97%	65
700,000-799,999	23	3	11.5%	1	3	\$774,933	\$753,667	97%	45
800,000-899,999	6	1	14.3%	-	9	\$882,303	\$865,003	98%	250
900,000-999,999	5	2	28.6%	-	5	\$997,100	\$963,214	97%	188
1 Million +	12	3	20.0%	7	9	\$1,251,622	\$1,186,042	95%	117
<b>Market Totals</b>	197	106	35.0%	37	528	\$368,002	\$360,387	98%	54



KELLERWILLIAMS.

# Total Market Overview

**Areas 9/4 & 5**  
*\*Huntersville/Northwest  
Charlotte*

January 24, 2017

Price Range 1,000's	Number of Active Listings	Number of Pendings	Market % Pending	Expired Listings last 6 months	Closed Listings last 6 months	Average List Price of Sold Homes	Average Sold Price	List to Sales Ratio	Days On Market
0-99,999	1	1	50.0%	-	6	\$51,017	\$51,100	100%	28
100,000-149,999	0	1	100.0%	-	5	\$135,780	\$129,380	95%	27
150,000-199,999	3	5	62.5%	1	61	\$183,583	\$180,645	98%	21
200,000-249,999	11	17	60.7%	3	74	\$226,464	\$223,097	99%	25
250,000-299,999	21	31	59.6%	3	101	\$275,130	\$271,052	99%	33
300,000-349,999	28	15	34.9%	2	53	\$326,706	\$322,924	99%	41
350,000-399,999	21	7	25.0%	3	42	\$379,198	\$372,847	98%	64
400,000-449,999	12	3	20.0%	1	26	\$423,620	\$417,967	99%	64
450,000-499,999	9	2	18.2%	3	5	\$479,960	\$476,364	99%	10
500,000-599,999	4	4	50.0%	1	9	\$558,068	\$546,074	98%	97
600,000-699,999	4	8	66.7%	2	4	\$661,829	\$642,541	97%	189
700,000-799,999	2	3	60.0%	2	2	\$733,105	\$726,105	99%	6
800,000-899,999	1	1	50.0%	-	-	-	-	-	-
900,000-999,999	0	1	100.0%	-	-	-	-	-	-
1 Million +	2	1	33.3%	2	-	-	-	-	-
<b>Market Totals</b>	119	100	45.7%	23	388	\$290,005	\$285,616	98%	39



KELLERWILLIAMS.

# Total Market Overview

**Area 12/1**  
*\*Statesville City*

January 24, 2017

Price Range 1,000's	Number of Active Listings	Number of Pendings	Market % Pending	Expired Listings last 6 months	Closed Listings last 6 months	Average List Price of Sold Homes	Average Sold Price	List to Sales Ratio	Days On Market
0-99,999	28	9	24.3%	4	37	\$64,173	\$60,101	94%	39
100,000-149,999	13	8	38.1%	1	44	\$131,452	\$127,214	97%	73
150,000-199,999	25	9	26.5%	2	53	\$176,224	\$171,707	97%	83
200,000-249,999	11	5	31.3%	-	13	\$227,735	\$222,702	98%	118
250,000-299,999	10	6	37.5%	4	12	\$282,700	\$277,053	98%	93
300,000-349,999	7	5	41.7%	4	6	\$344,718	\$326,370	95%	179
350,000-399,999	8	0	0.0%	1	4	\$374,923	\$367,508	98%	27
400,000-449,999	3	0	0.0%	2	2	\$441,750	\$427,250	97%	216
450,000-499,999	1	0	0.0%	1	1	\$465,000	\$460,000	99%	141
500,000-599,999	1	0	0.0%	1	1	\$520,000	\$515,000	99%	7
600,000-699,999	2	0	0.0%	-	-	-	-	-	-
700,000-799,999	1	0	0.0%	-	-	-	-	-	-
800,000-899,999	0	0	0.0%	-	-	-	-	-	-
900,000-999,999	0	0	0.0%	1	-	-	-	-	-
1 Million +	1	0	0.0%	-	1	\$1,499,999	\$1,200,000	80%	190
<b>Market Totals</b>	111	42	27.5%	21	174	\$176,940	\$170,110	96%	79



KELLERWILLIAMS.

# Total Market Overview

**Area 12/2,3,  
4 and 5**  
*\*North, West and East  
Iredell*

January 24, 2017

Price Range 1,000's	Number of Active Listings	Number of Pendings	Market % Pending	Expired Listings last 6 months	Closed Listings last 6 months	Average List Price of Sold Homes	Average Sold Price	List to Sales Ratio	Days On Market
0-99,999	36	8	18.2%	9	74	\$69,060	\$64,825	94%	63
100,000-149,999	33	10	23.3%	5	87	\$131,893	\$128,481	97%	44
150,000-199,999	35	18	34.0%	12	65	\$175,848	\$171,131	97%	71
200,000-249,999	24	4	14.3%	4	32	\$235,821	\$227,073	96%	90
250,000-299,999	20	12	37.5%	6	35	\$278,011	\$270,745	97%	57
300,000-349,999	16	2	11.1%	4	4	\$345,700	\$320,000	93%	170
350,000-399,999	8	3	27.3%	3	5	\$374,980	\$362,380	97%	127
400,000-449,999	7	1	12.5%	3	1	\$450,000	\$400,000	89%	226
450,000-499,999	3	0	0.0%	2	1	\$495,000	\$495,000	100%	76
500,000-599,999	6	0	0.0%	4	2	\$612,000	\$565,000	92%	57
600,000-699,999	1	0	0.0%	1	1	\$650,000	\$630,000	97%	92
700,000-799,999	2	0	0.0%	-	-	-	-	-	-
800,000-899,999	0	0	0.0%	-	-	-	-	-	-
900,000-999,999	2	0	0.0%	-	-	-	-	-	-
1 Million +	5	0	0.0%	-	-	-	-	-	-
<b>Market Totals</b>	198	58	22.7%	53	307	\$167,325	\$161,524	97%	64



KELLERWILLIAMS.

# Total Market Overview

**Area 11/4 & 5**  
*S.W. & W. Cabarrus*

January 24, 2017

Price Range 1,000's	Number of Active Listings	Number of Pendings	Market % Pending	Expired Listings last 6 months	Closed Listings last 6 months	Average List Price of Sold Homes	Average Sold Price	List to Sales Ratio	Days On Market
0-99,999	8	4	33.3%	4	26	\$83,096	\$79,219	95%	111
100,000-149,999	8	17	68.0%	1	115	\$132,295	\$130,031	98%	29
150,000-199,999	16	37	69.8%	7	200	\$179,222	\$175,259	98%	20
200,000-249,999	23	30	56.6%	5	152	\$230,159	\$226,193	98%	34
250,000-299,999	35	31	47.0%	10	178	\$277,265	\$273,515	99%	42
300,000-349,999	52	29	35.8%	10	120	\$326,178	\$321,665	99%	61
350,000-399,999	66	23	25.8%	18	77	\$378,873	\$371,272	98%	54
400,000-449,999	27	10	27.0%	4	45	\$435,345	\$423,335	97%	82
450,000-499,999	15	5	25.0%	8	23	\$486,253	\$471,614	97%	94
500,000-599,999	13	5	27.8%	8	11	\$543,244	\$522,908	96%	151
600,000-699,999	4	1	20.0%	3	5	\$655,960	\$640,745	98%	88
700,000-799,999	3	1	25.0%	3	2	\$787,500	\$762,500	97%	10
800,000-899,999	2	0	0.0%	1	3	\$882,450	\$872,500	99%	146
900,000-999,999	0	0	0.0%	2	-	-	-	-	-
1 Million +	8	2	20.0%	3	-	-	-	-	-
<b>Market Totals</b>	280	195	41.1%	87	957	\$260,712	\$255,693	98%	44





KELLERWILLIAMS.

# Total Market Overview

Denver

January 24, 2017

Price Range 1,000's	Number of Active Listings	Number of Pendings	Market % Pending	Expired Listings last 6 months	Closed Listings last 6 months	Average List Price of Sold Homes	Average Sold Price	List to Sales Ratio	Days On Market
0-99,999	1	3	75.0%	2	11	\$74,373	\$68,200	92%	68
100,000-149,999	3	3	50.0%	-	5	\$138,000	\$130,913	95%	16
150,000-199,999	2	5	71.4%	1	13	\$173,582	\$170,875	98%	44
200,000-249,999	11	4	26.7%	-	35	\$232,389	\$227,559	98%	54
250,000-299,999	33	10	23.3%	7	39	\$279,498	\$277,919	99%	37
300,000-349,999	35	9	20.5%	4	42	\$327,021	\$323,968	99%	74
350,000-399,999	34	14	29.2%	1	56	\$375,825	\$372,878	99%	63
400,000-449,999	18	12	40.0%	5	22	\$426,436	\$417,218	98%	69
450,000-499,999	13	3	18.8%	3	25	\$478,031	\$469,061	98%	67
500,000-599,999	32	3	8.6%	7	42	\$554,121	\$540,736	98%	56
600,000-699,999	10	3	23.1%	5	11	\$666,391	\$641,991	96%	94
700,000-799,999	4	1	20.0%	7	3	\$769,600	\$754,333	98%	61
800,000-899,999	2	2	50.0%	1	-	-	-	-	-
900,000-999,999	4	0	0.0%	3	1	\$998,700	\$960,000	96%	125
1 Million +	12	1	7.7%	6	9	\$1,599,656	\$1,530,112	96%	119
<b>Market Totals</b>	214	73	25.4%	52	314	\$405,159	\$396,782	98%	62