

Local Market Update for September 2018

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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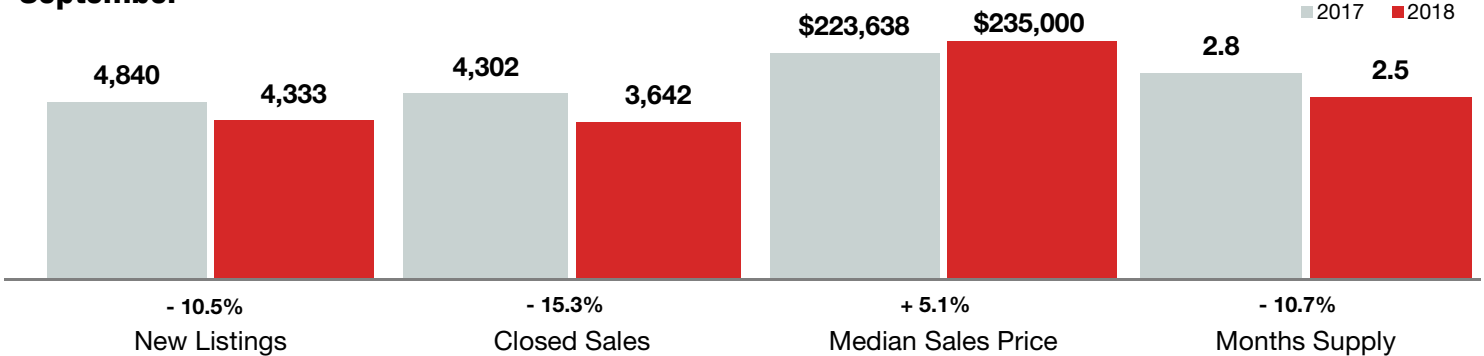
Charlotte Region

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	4,840	4,333	- 10.5%	49,004	48,432	- 1.2%
Pending Sales	3,918	3,659	- 6.6%	39,237	38,879	- 0.9%
Closed Sales	4,302	3,642	- 15.3%	37,610	36,946	- 1.8%
Median Sales Price*	\$223,638	\$235,000	+ 5.1%	\$224,500	\$239,000	+ 6.5%
Average Sales Price*	\$267,496	\$281,533	+ 5.2%	\$269,468	\$288,030	+ 6.9%
Percent of Original List Price Received*	96.8%	96.7%	- 0.1%	97.0%	97.1%	+ 0.1%
List to Close	91	87	- 4.4%	98	92	- 6.1%
Days on Market Until Sale	41	36	- 12.2%	47	42	- 10.6%
Cumulative Days on Market Until Sale	50	43	- 14.0%	56	50	- 10.7%
Inventory of Homes for Sale	11,561	10,210	- 11.7%	--	--	--
Months Supply of Inventory	2.8	2.5	- 10.7%	--	--	--

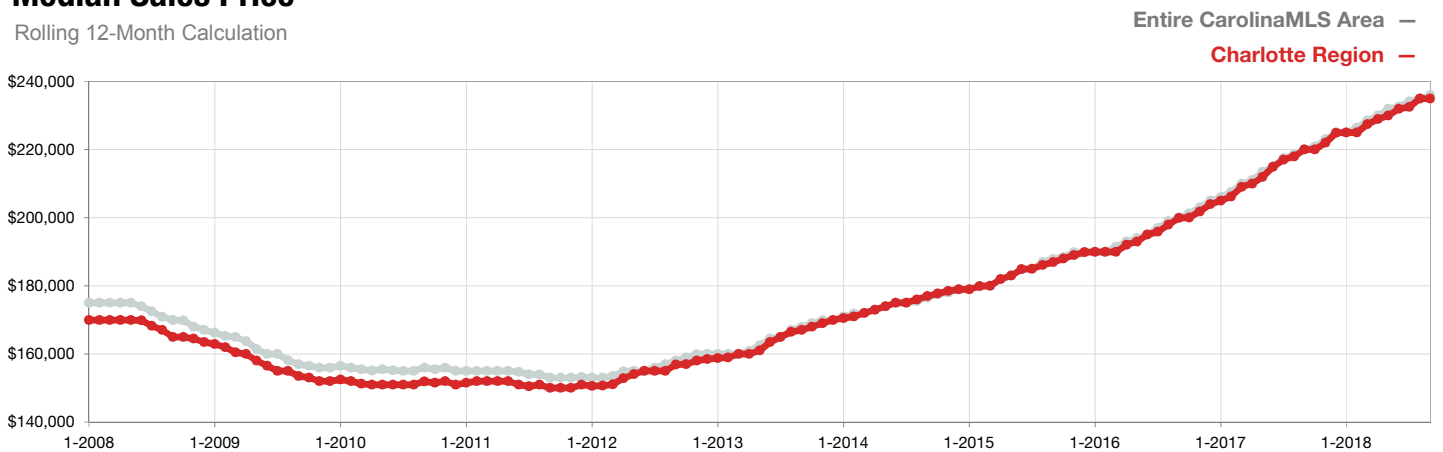
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September



Median Sales Price

Rolling 12-Month Calculation



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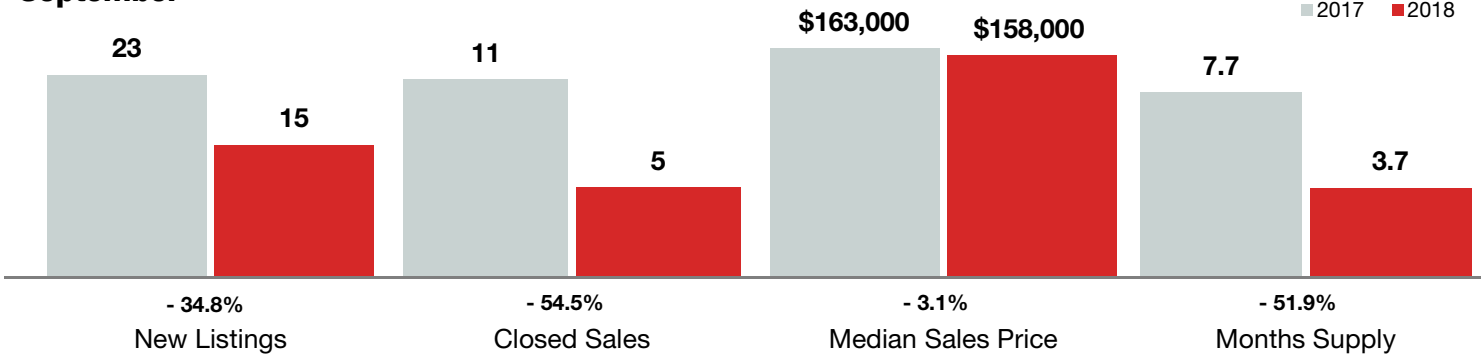
Alexander County

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	23	15	- 34.8%	183	68	- 62.8%
Pending Sales	14	3	- 78.6%	119	44	- 63.0%
Closed Sales	11	5	- 54.5%	119	48	- 59.7%
Median Sales Price*	\$163,000	\$158,000	- 3.1%	\$149,450	\$170,757	+ 14.3%
Average Sales Price*	\$220,309	\$215,000	- 2.4%	\$189,858	\$220,492	+ 16.1%
Percent of Original List Price Received*	96.3%	100.3%	+ 4.2%	93.2%	91.6%	- 1.7%
List to Close	91	49	- 46.2%	131	153	+ 16.8%
Days on Market Until Sale	44	9	- 79.5%	79	95	+ 20.3%
Cumulative Days on Market Until Sale	44	9	- 79.5%	82	84	+ 2.4%
Inventory of Homes for Sale	95	26	- 72.6%	--	--	--
Months Supply of Inventory	7.7	3.7	- 51.9%	--	--	--

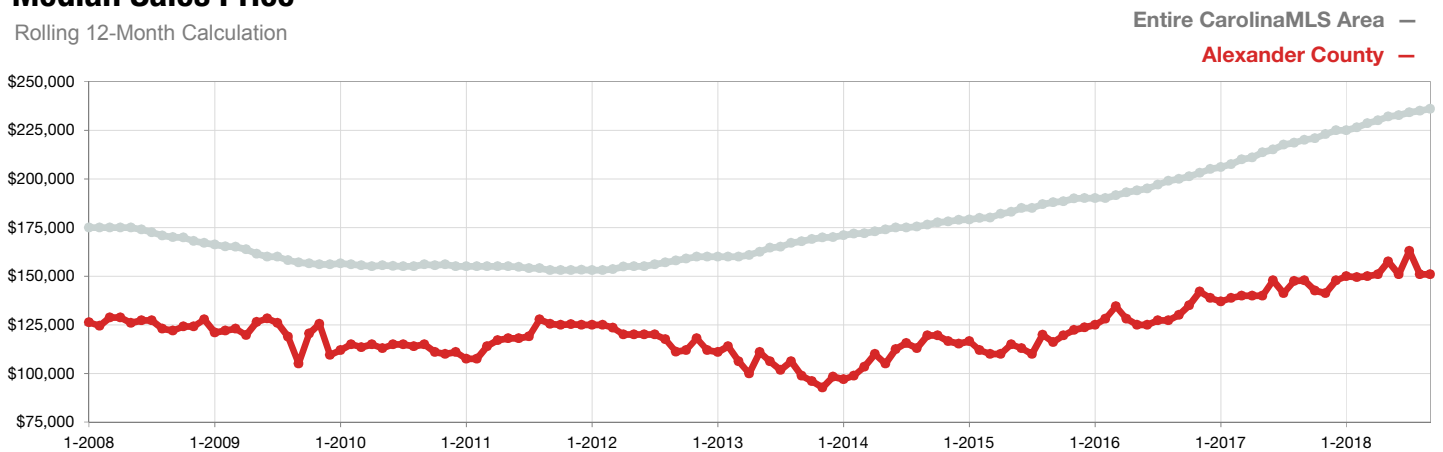
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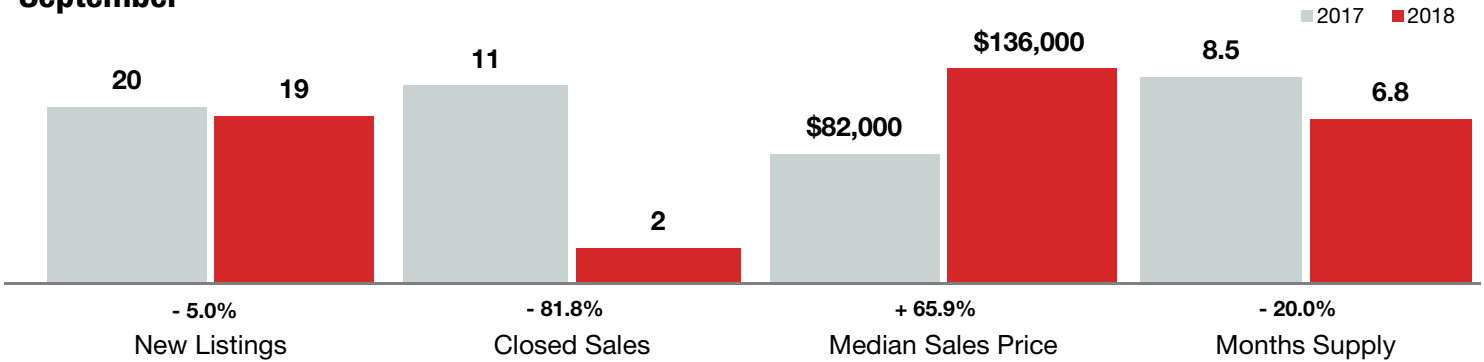
Anson County

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	20	19	- 5.0%	144	133	- 7.6%
Pending Sales	11	8	- 27.3%	115	102	- 11.3%
Closed Sales	11	2	- 81.8%	114	93	- 18.4%
Median Sales Price*	\$82,000	\$136,000	+ 65.9%	\$79,000	\$94,000	+ 19.0%
Average Sales Price*	\$98,909	\$136,000	+ 37.5%	\$109,879	\$117,123	+ 6.6%
Percent of Original List Price Received*	85.3%	88.0%	+ 3.2%	88.8%	90.3%	+ 1.7%
List to Close	176	229	+ 30.1%	224	197	- 12.1%
Days on Market Until Sale	136	182	+ 33.8%	195	165	- 15.4%
Cumulative Days on Market Until Sale	171	182	+ 6.4%	206	171	- 17.0%
Inventory of Homes for Sale	98	73	- 25.5%	--	--	--
Months Supply of Inventory	8.5	6.8	- 20.0%	--	--	--

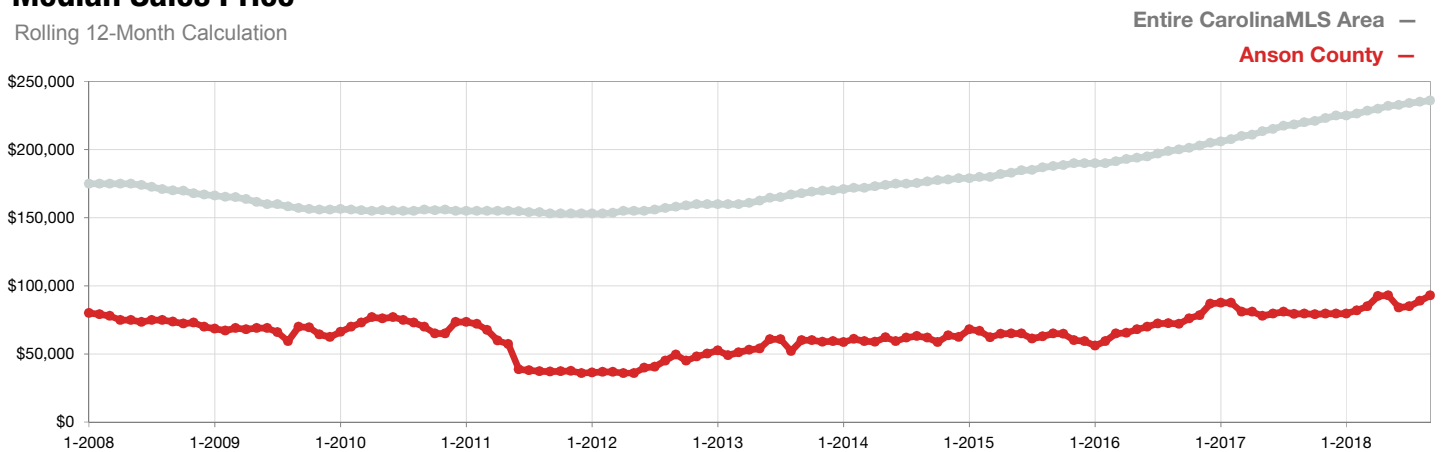
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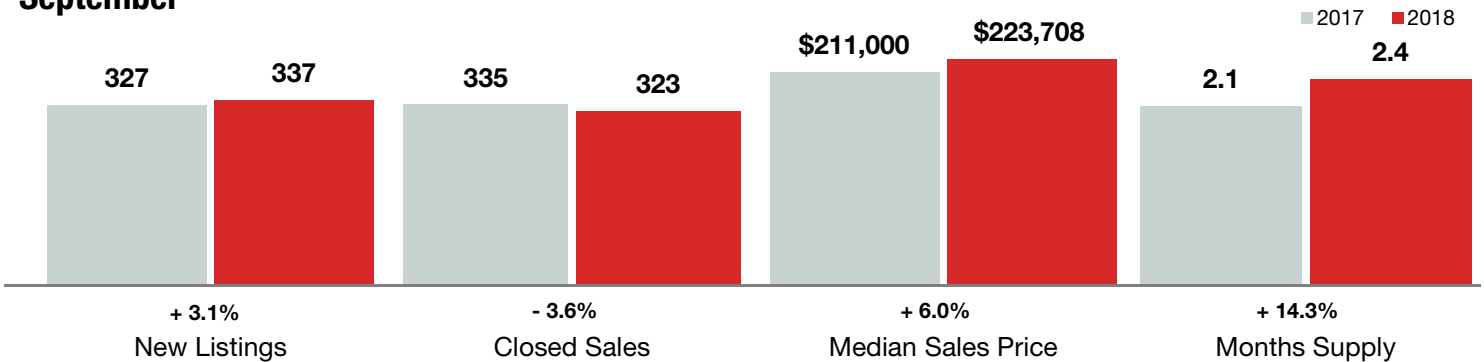
Cabarrus County

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	327	337	+ 3.1%	3,591	3,863	+ 7.6%
Pending Sales	298	275	- 7.7%	2,971	3,037	+ 2.2%
Closed Sales	335	323	- 3.6%	2,802	2,963	+ 5.7%
Median Sales Price*	\$211,000	\$223,708	+ 6.0%	\$202,990	\$225,000	+ 10.8%
Average Sales Price*	\$226,439	\$240,083	+ 6.0%	\$224,645	\$246,589	+ 9.8%
Percent of Original List Price Received*	96.9%	96.6%	- 0.3%	97.2%	97.4%	+ 0.2%
List to Close	88	85	- 3.4%	88	88	0.0%
Days on Market Until Sale	31	30	- 3.2%	38	33	- 13.2%
Cumulative Days on Market Until Sale	38	34	- 10.5%	45	41	- 8.9%
Inventory of Homes for Sale	634	752	+ 18.6%	--	--	--
Months Supply of Inventory	2.1	2.4	+ 14.3%	--	--	--

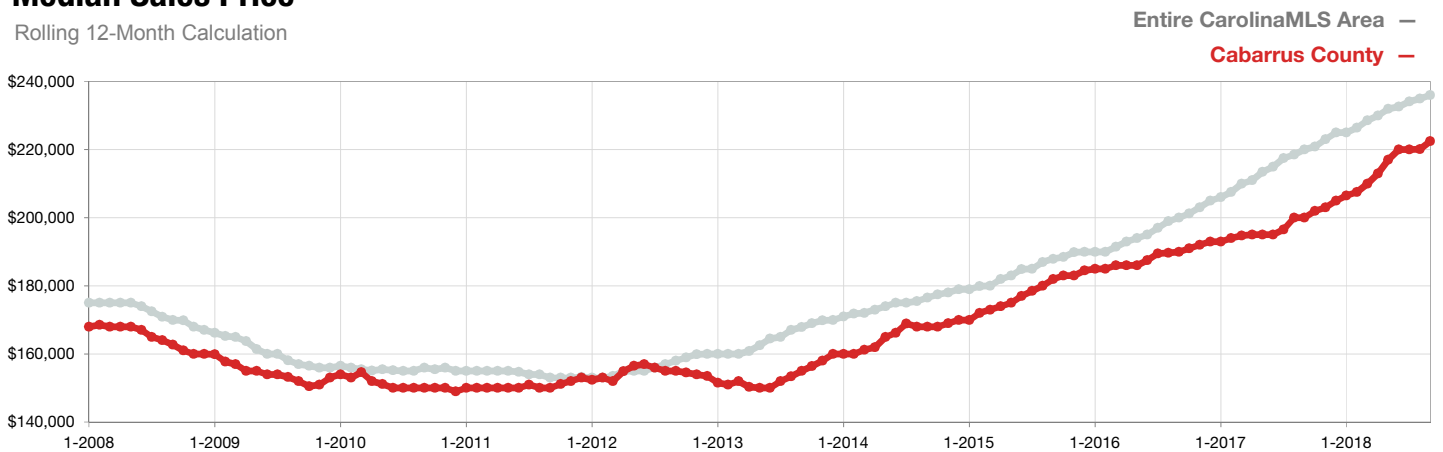
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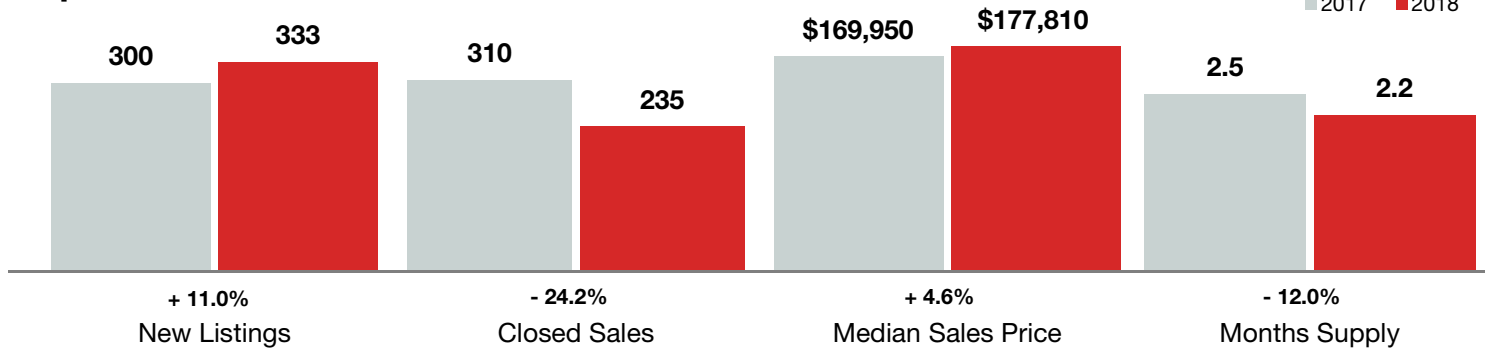
Gaston County

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	300	333	+ 11.0%	3,000	3,189	+ 6.3%
Pending Sales	252	290	+ 15.1%	2,579	2,674	+ 3.7%
Closed Sales	310	235	- 24.2%	2,472	2,498	+ 1.1%
Median Sales Price*	\$169,950	\$177,810	+ 4.6%	\$162,000	\$180,000	+ 11.1%
Average Sales Price*	\$185,275	\$206,097	+ 11.2%	\$182,488	\$196,316	+ 7.6%
Percent of Original List Price Received*	96.6%	96.9%	+ 0.3%	96.8%	97.3%	+ 0.5%
List to Close	94	81	- 13.8%	105	91	- 13.3%
Days on Market Until Sale	43	31	- 27.9%	50	39	- 22.0%
Cumulative Days on Market Until Sale	50	35	- 30.0%	58	44	- 24.1%
Inventory of Homes for Sale	664	603	- 9.2%	--	--	--
Months Supply of Inventory	2.5	2.2	- 12.0%	--	--	--

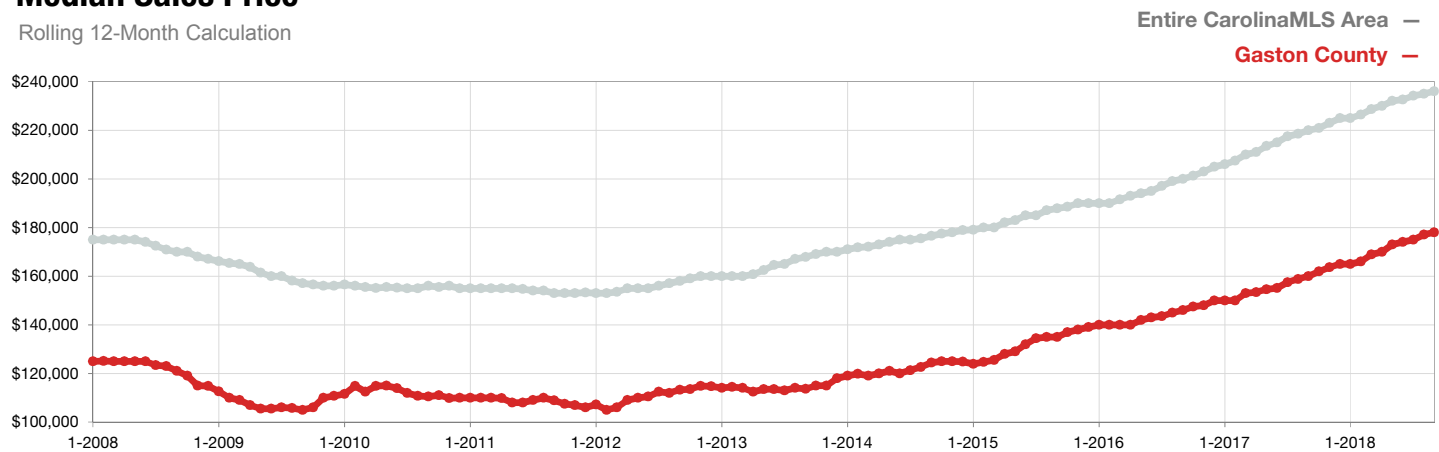
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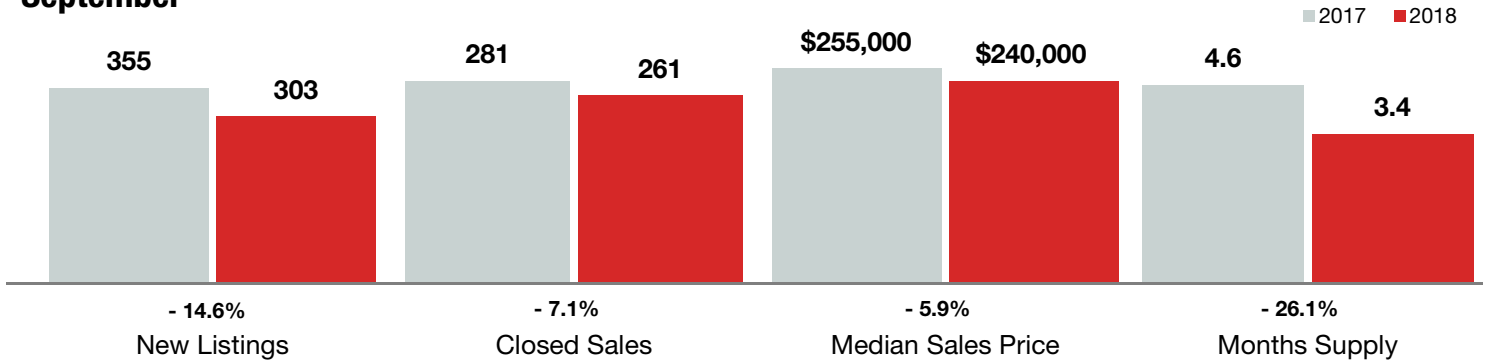
Iredell County

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	355	303	- 14.6%	3,469	3,377	- 2.7%
Pending Sales	261	254	- 2.7%	2,462	2,592	+ 5.3%
Closed Sales	281	261	- 7.1%	2,326	2,416	+ 3.9%
Median Sales Price*	\$255,000	\$240,000	- 5.9%	\$241,220	\$255,000	+ 5.7%
Average Sales Price*	\$343,302	\$307,896	- 10.3%	\$304,588	\$321,367	+ 5.5%
Percent of Original List Price Received*	95.0%	95.0%	0.0%	95.4%	95.9%	+ 0.5%
List to Close	107	104	- 2.8%	116	114	- 1.7%
Days on Market Until Sale	56	54	- 3.6%	67	64	- 4.5%
Cumulative Days on Market Until Sale	76	75	- 1.3%	81	78	- 3.7%
Inventory of Homes for Sale	1,168	932	- 20.2%	--	--	--
Months Supply of Inventory	4.6	3.4	- 26.1%	--	--	--

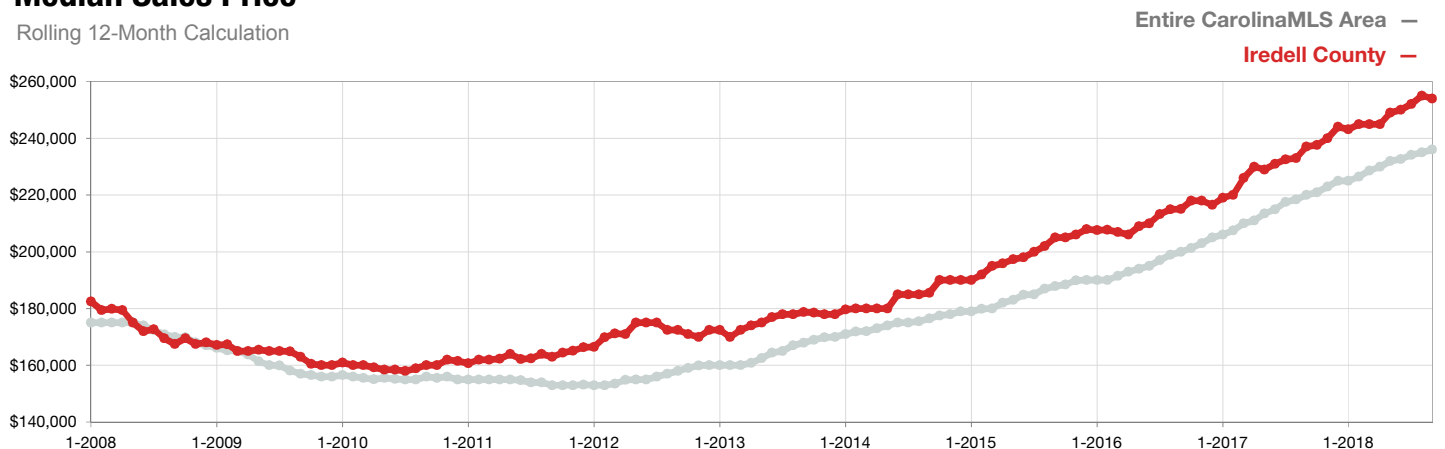
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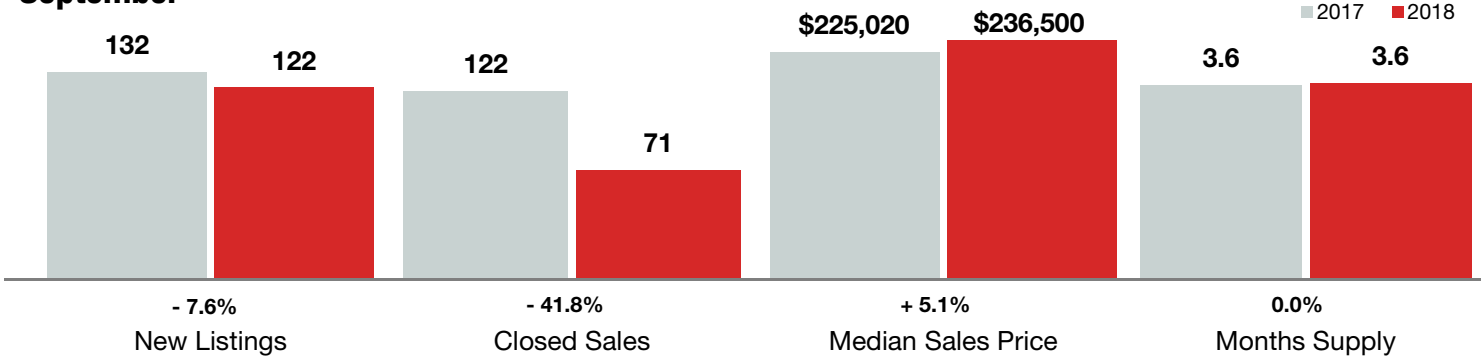
Lincoln County

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	132	122	- 7.6%	1,489	1,461	- 1.9%
Pending Sales	104	101	- 2.9%	1,168	1,090	- 6.7%
Closed Sales	122	71	- 41.8%	1,084	996	- 8.1%
Median Sales Price*	\$225,020	\$236,500	+ 5.1%	\$259,000	\$265,000	+ 2.3%
Average Sales Price*	\$288,386	\$267,290	- 7.3%	\$290,743	\$294,951	+ 1.4%
Percent of Original List Price Received*	95.8%	95.9%	+ 0.1%	96.4%	95.7%	- 0.7%
List to Close	112	95	- 15.2%	112	114	+ 1.8%
Days on Market Until Sale	54	38	- 29.6%	59	60	+ 1.7%
Cumulative Days on Market Until Sale	58	48	- 17.2%	68	73	+ 7.4%
Inventory of Homes for Sale	436	408	- 6.4%	--	--	--
Months Supply of Inventory	3.6	3.6	0.0%	--	--	--

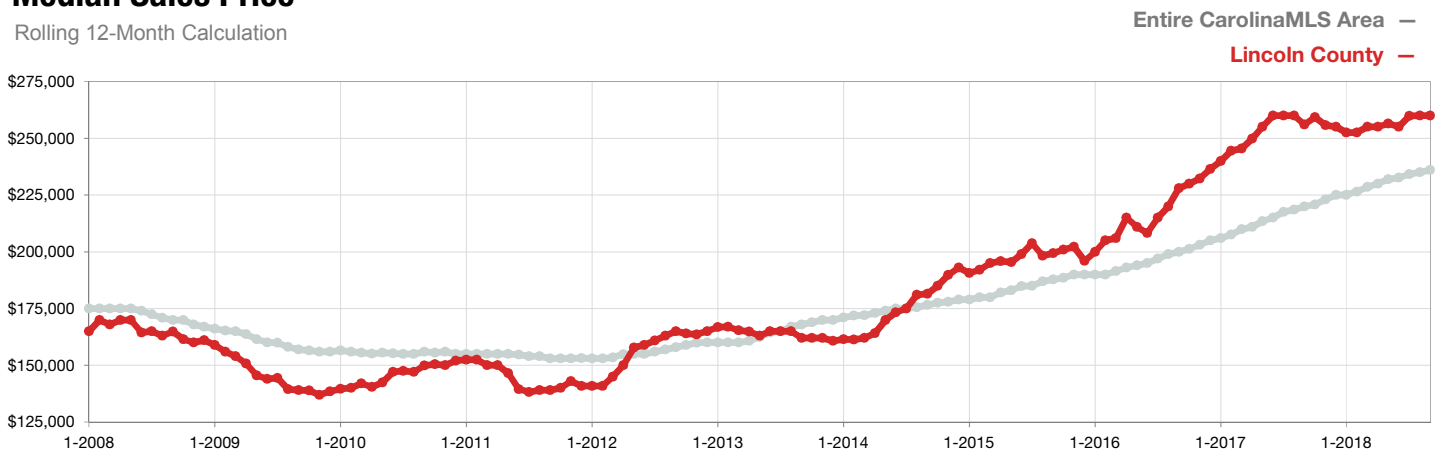
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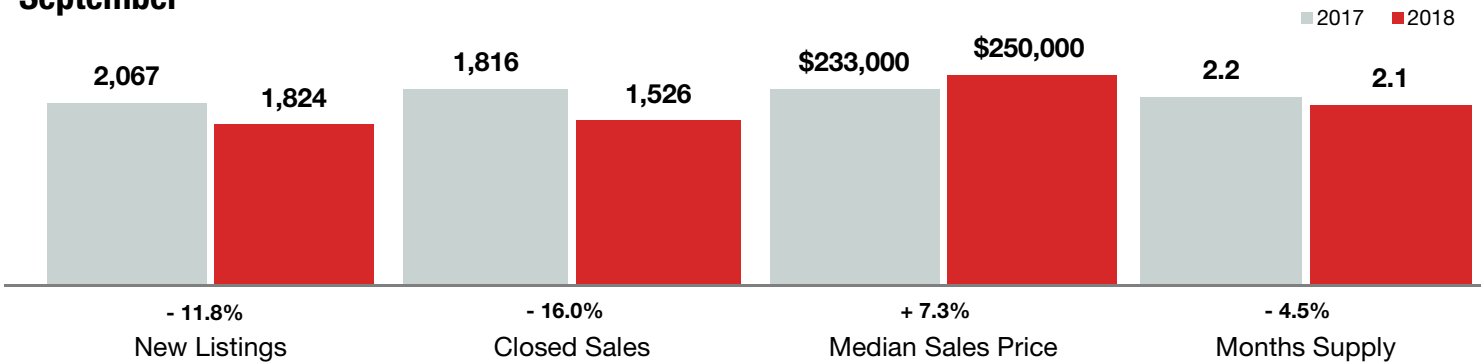
Mecklenburg County

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	2,067	1,824	- 11.8%	20,537	19,919	- 3.0%
Pending Sales	1,664	1,512	- 9.1%	16,720	16,118	- 3.6%
Closed Sales	1,816	1,526	- 16.0%	16,163	15,421	- 4.6%
Median Sales Price*	\$233,000	\$250,000	+ 7.3%	\$239,900	\$253,000	+ 5.5%
Average Sales Price*	\$285,659	\$316,650	+ 10.8%	\$297,796	\$322,028	+ 8.1%
Percent of Original List Price Received*	97.9%	97.5%	- 0.4%	98.1%	97.9%	- 0.2%
List to Close	81	81	0.0%	85	81	- 4.7%
Days on Market Until Sale	29	31	+ 6.9%	32	32	0.0%
Cumulative Days on Market Until Sale	36	37	+ 2.8%	39	38	- 2.6%
Inventory of Homes for Sale	3,738	3,502	- 6.3%	--	--	--
Months Supply of Inventory	2.2	2.1	- 4.5%	--	--	--

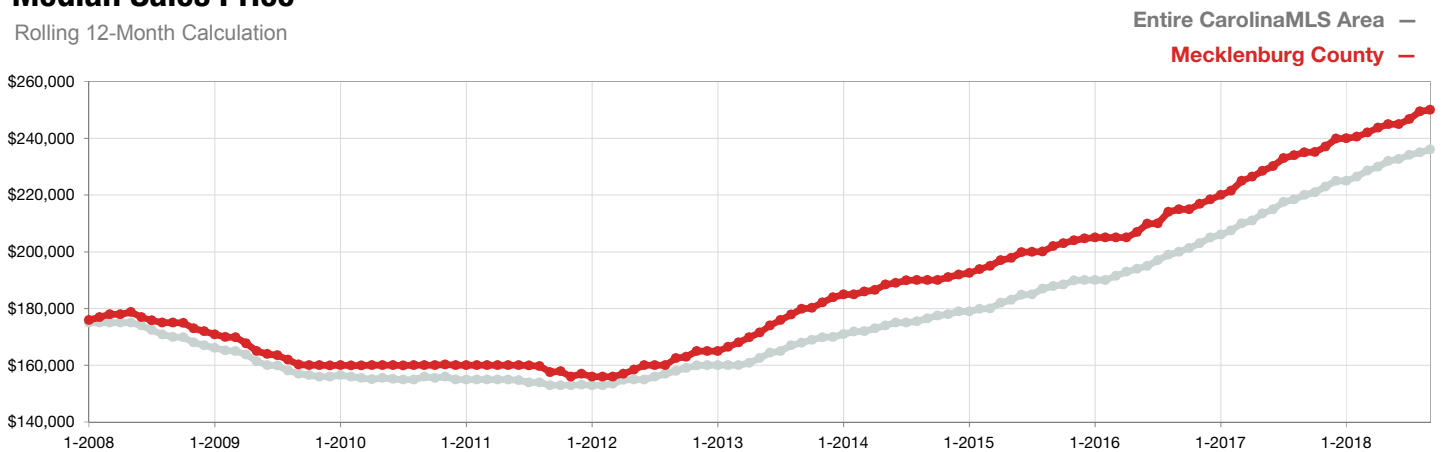
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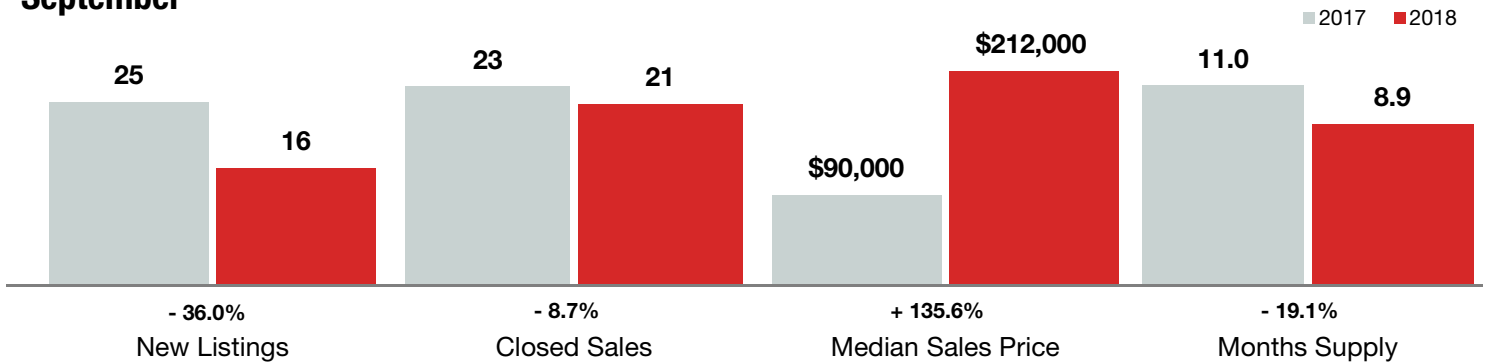
Montgomery County

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	25	16	- 36.0%	280	293	+ 4.6%
Pending Sales	20	17	- 15.0%	185	185	0.0%
Closed Sales	23	21	- 8.7%	176	176	0.0%
Median Sales Price*	\$90,000	\$212,000	+ 135.6%	\$122,200	\$132,000	+ 8.0%
Average Sales Price*	\$177,217	\$263,814	+ 48.9%	\$216,134	\$209,431	- 3.1%
Percent of Original List Price Received*	86.0%	90.1%	+ 4.8%	87.8%	88.5%	+ 0.8%
List to Close	219	177	- 19.2%	211	166	- 21.3%
Days on Market Until Sale	175	143	- 18.3%	175	134	- 23.4%
Cumulative Days on Market Until Sale	189	217	+ 14.8%	193	155	- 19.7%
Inventory of Homes for Sale	204	168	- 17.6%	--	--	--
Months Supply of Inventory	11.0	8.9	- 19.1%	--	--	--

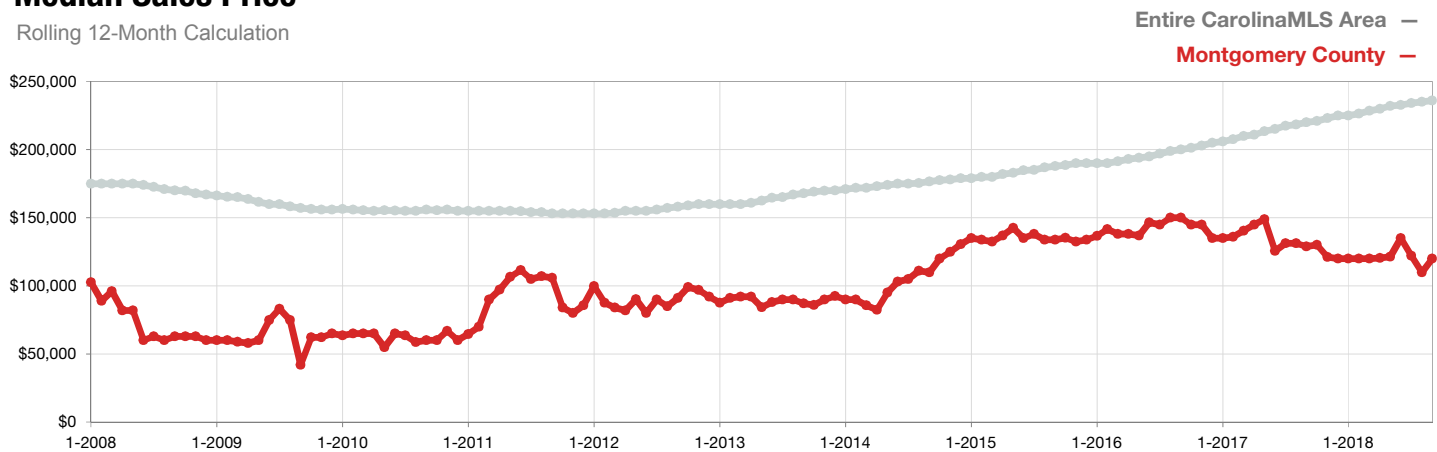
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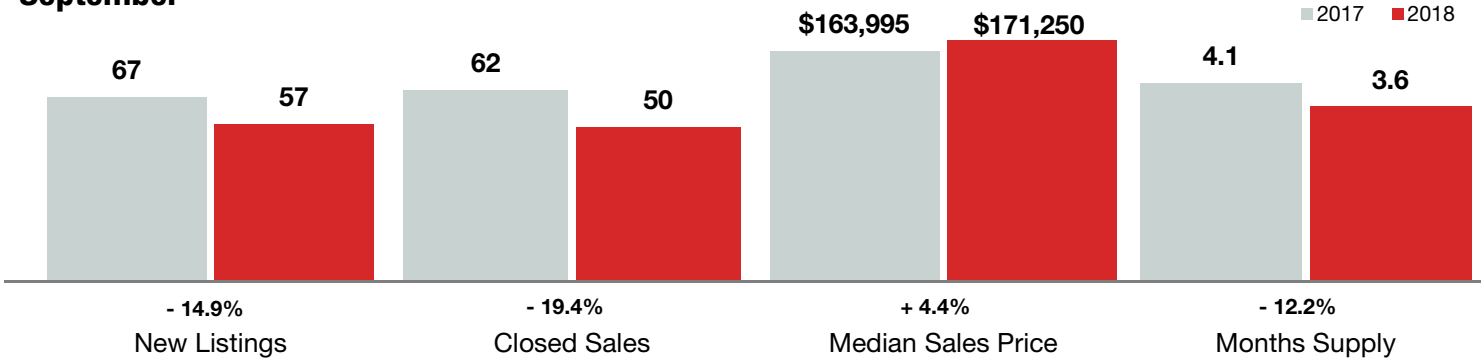
Stanly County

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	67	57	- 14.9%	647	728	+ 12.5%
Pending Sales	63	43	- 31.7%	543	585	+ 7.7%
Closed Sales	62	50	- 19.4%	514	529	+ 2.9%
Median Sales Price*	\$163,995	\$171,250	+ 4.4%	\$145,000	\$152,000	+ 4.8%
Average Sales Price*	\$192,693	\$195,414	+ 1.4%	\$164,671	\$177,316	+ 7.7%
Percent of Original List Price Received*	92.9%	94.9%	+ 2.2%	93.7%	94.3%	+ 0.6%
List to Close	139	86	- 38.1%	131	109	- 16.8%
Days on Market Until Sale	85	41	- 51.8%	80	62	- 22.5%
Cumulative Days on Market Until Sale	105	45	- 57.1%	94	71	- 24.5%
Inventory of Homes for Sale	227	219	- 3.5%	--	--	--
Months Supply of Inventory	4.1	3.6	- 12.2%	--	--	--

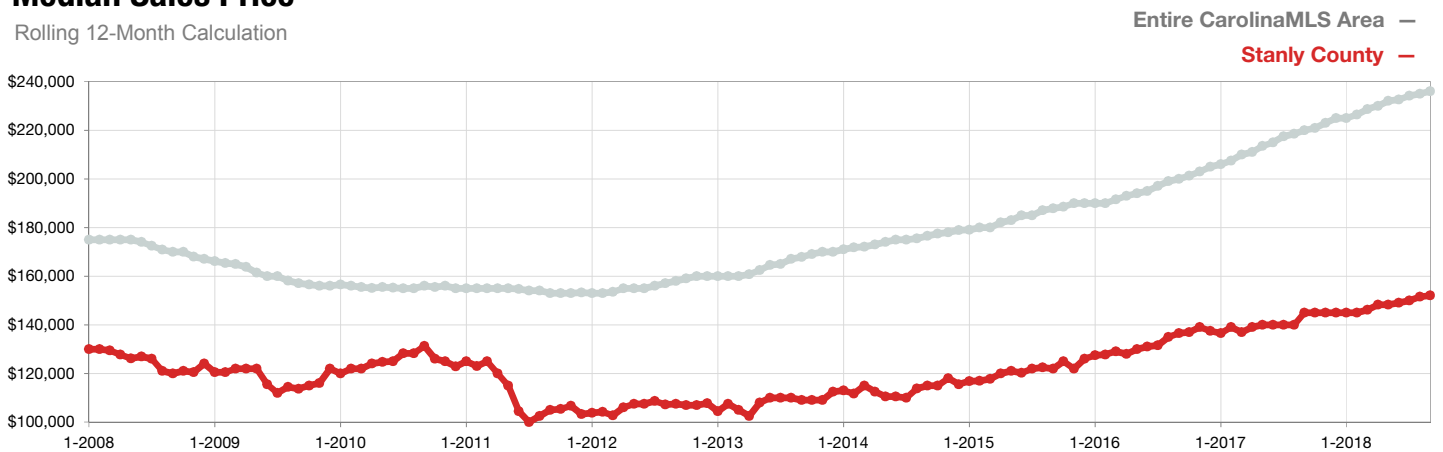
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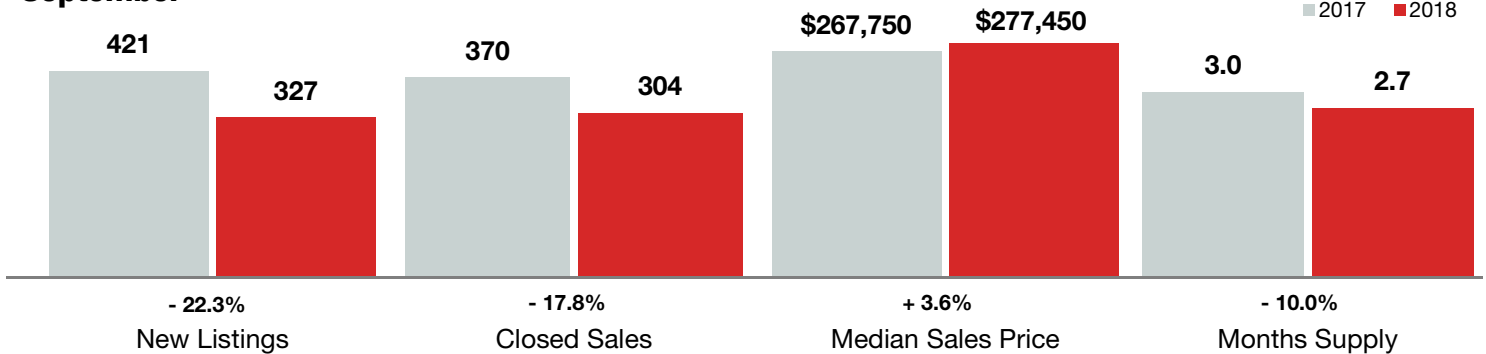
Union County

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	421	327	- 22.3%	4,281	4,295	+ 0.3%
Pending Sales	349	304	- 12.9%	3,341	3,446	+ 3.1%
Closed Sales	370	304	- 17.8%	3,205	3,257	+ 1.6%
Median Sales Price*	\$267,750	\$277,450	+ 3.6%	\$285,000	\$300,000	+ 5.3%
Average Sales Price*	\$328,425	\$322,890	- 1.7%	\$339,448	\$353,943	+ 4.3%
Percent of Original List Price Received*	97.0%	96.6%	- 0.4%	97.3%	97.2%	- 0.1%
List to Close	85	97	+ 14.1%	99	95	- 4.0%
Days on Market Until Sale	37	43	+ 16.2%	47	44	- 6.4%
Cumulative Days on Market Until Sale	53	50	- 5.7%	59	56	- 5.1%
Inventory of Homes for Sale	1,027	960	- 6.5%	--	--	--
Months Supply of Inventory	3.0	2.7	- 10.0%	--	--	--

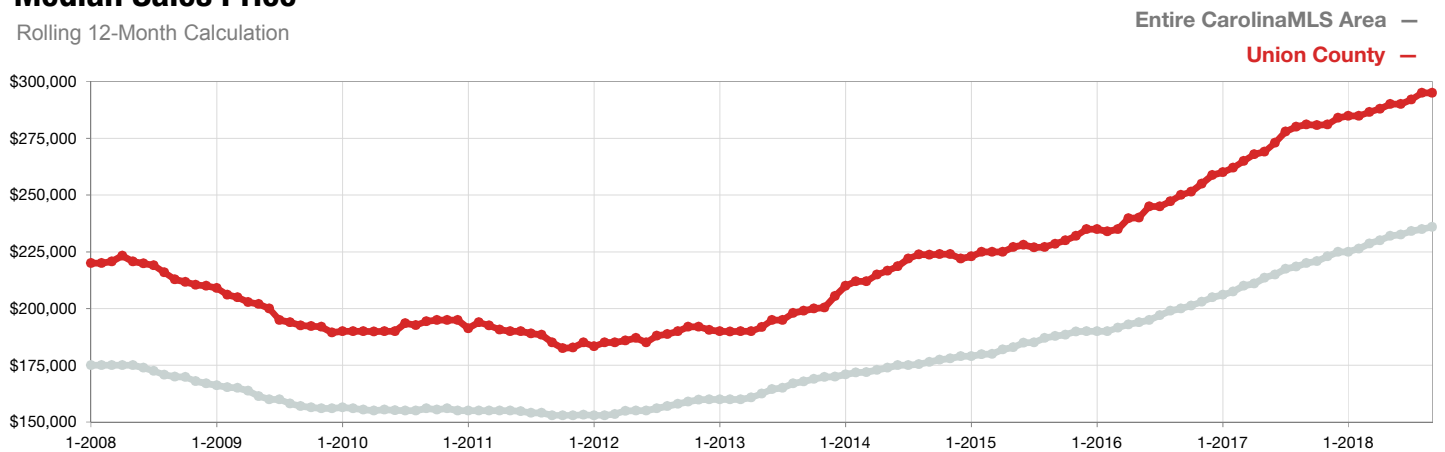
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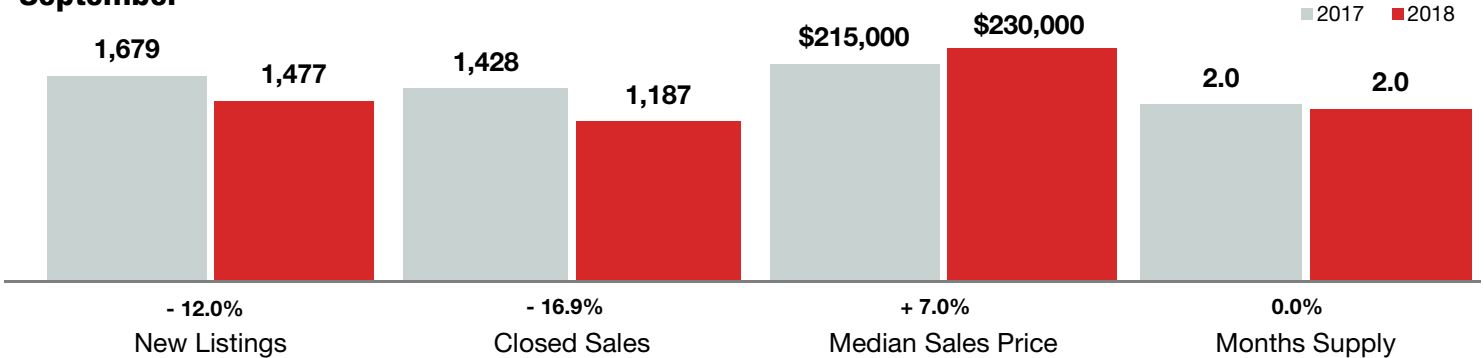
City of Charlotte

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	1,679	1,477	- 12.0%	16,228	15,722	- 3.1%
Pending Sales	1,336	1,226	- 8.2%	13,319	12,781	- 4.0%
Closed Sales	1,428	1,187	- 16.9%	12,822	12,253	- 4.4%
Median Sales Price*	\$215,000	\$230,000	+ 7.0%	\$225,000	\$239,000	+ 6.2%
Average Sales Price*	\$271,064	\$297,140	+ 9.6%	\$287,290	\$310,920	+ 8.2%
Percent of Original List Price Received*	98.0%	97.7%	- 0.3%	98.2%	98.1%	- 0.1%
List to Close	77	76	- 1.3%	83	79	- 4.8%
Days on Market Until Sale	26	27	+ 3.8%	29	29	0.0%
Cumulative Days on Market Until Sale	32	32	0.0%	35	35	0.0%
Inventory of Homes for Sale	2,800	2,670	- 4.6%	--	--	--
Months Supply of Inventory	2.0	2.0	0.0%	--	--	--

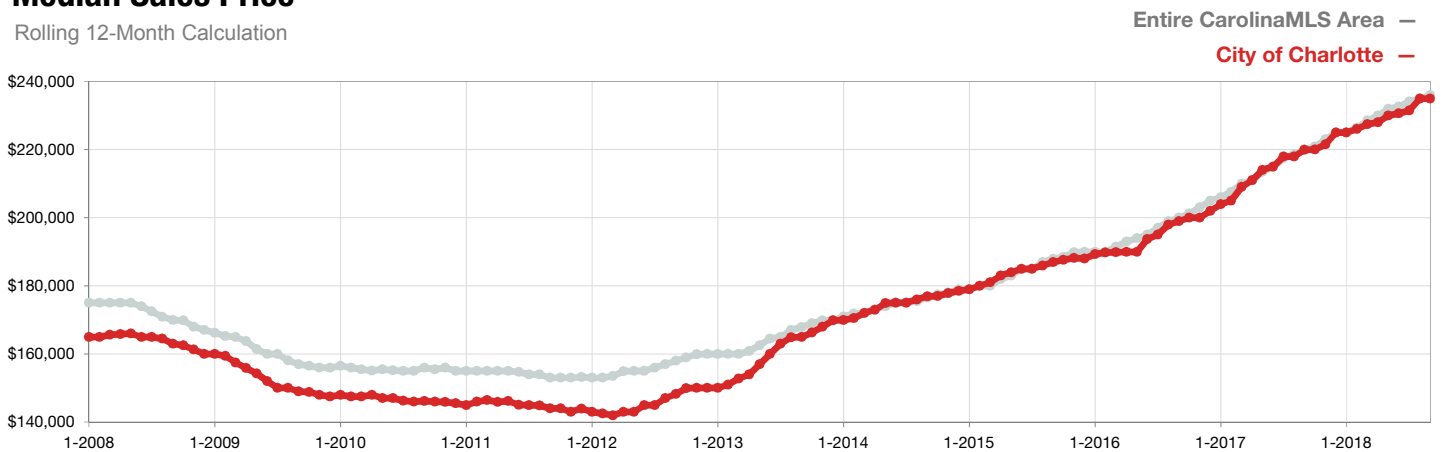
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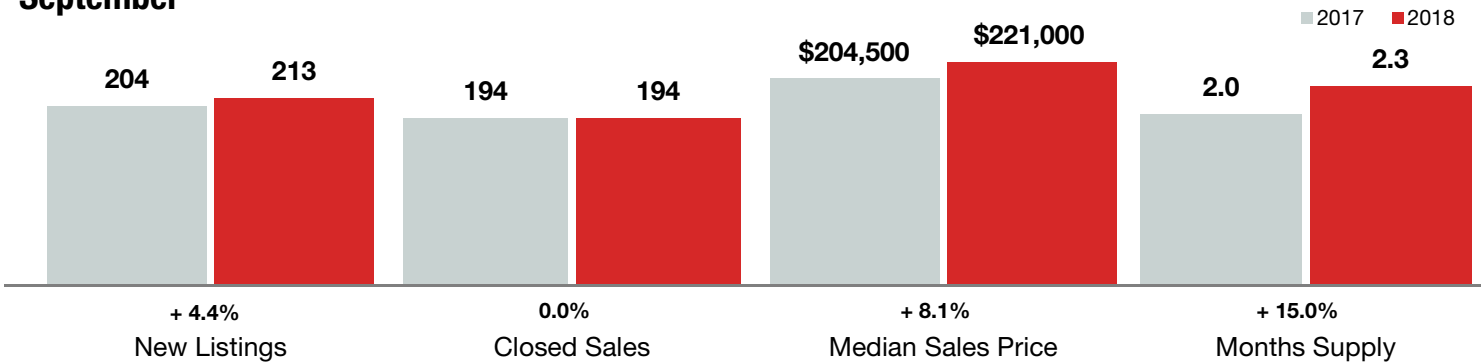
Concord

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	204	213	+ 4.4%	2,176	2,269	+ 4.3%
Pending Sales	180	181	+ 0.6%	1,794	1,802	+ 0.4%
Closed Sales	194	194	0.0%	1,687	1,789	+ 6.0%
Median Sales Price*	\$204,500	\$221,000	+ 8.1%	\$200,000	\$223,290	+ 11.6%
Average Sales Price*	\$220,884	\$234,110	+ 6.0%	\$222,227	\$245,892	+ 10.6%
Percent of Original List Price Received*	97.3%	96.9%	- 0.4%	97.5%	97.6%	+ 0.1%
List to Close	93	87	- 6.5%	87	91	+ 4.6%
Days on Market Until Sale	28	25	- 10.7%	34	31	- 8.8%
Cumulative Days on Market Until Sale	35	27	- 22.9%	39	39	0.0%
Inventory of Homes for Sale	366	434	+ 18.6%	--	--	--
Months Supply of Inventory	2.0	2.3	+ 15.0%	--	--	--

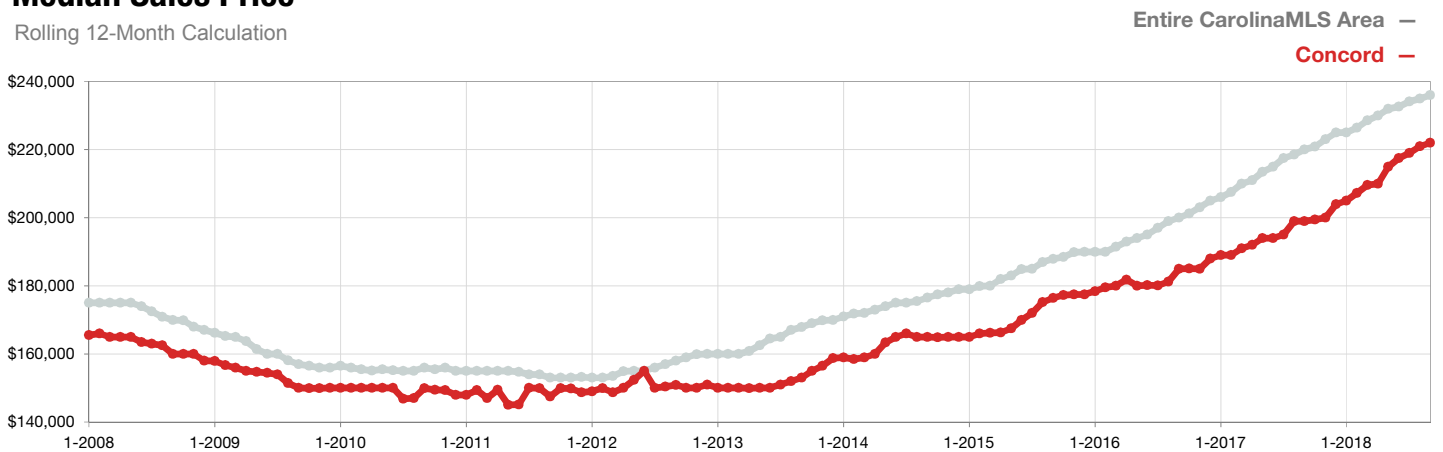
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September



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for September 2018

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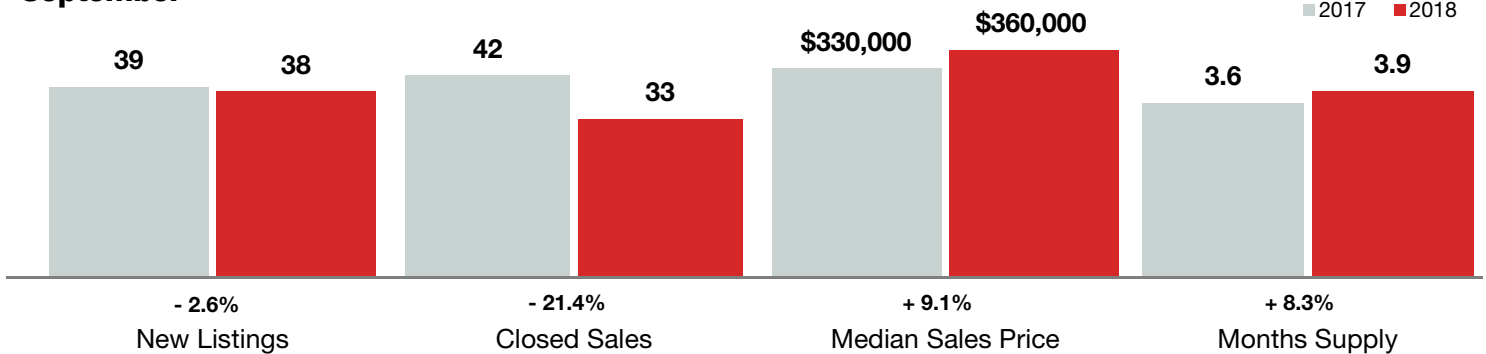
Davidson

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	39	38	- 2.6%	492	510	+ 3.7%
Pending Sales	38	22	- 42.1%	380	371	- 2.4%
Closed Sales	42	33	- 21.4%	352	364	+ 3.4%
Median Sales Price*	\$330,000	\$360,000	+ 9.1%	\$327,500	\$375,000	+ 14.5%
Average Sales Price*	\$401,889	\$460,842	+ 14.7%	\$413,623	\$446,504	+ 7.9%
Percent of Original List Price Received*	96.6%	94.9%	- 1.8%	96.9%	96.4%	- 0.5%
List to Close	93	112	+ 20.4%	121	116	- 4.1%
Days on Market Until Sale	45	51	+ 13.3%	69	62	- 10.1%
Cumulative Days on Market Until Sale	54	74	+ 37.0%	82	71	- 13.4%
Inventory of Homes for Sale	136	148	+ 8.8%	--	--	--
Months Supply of Inventory	3.6	3.9	+ 8.3%	--	--	--

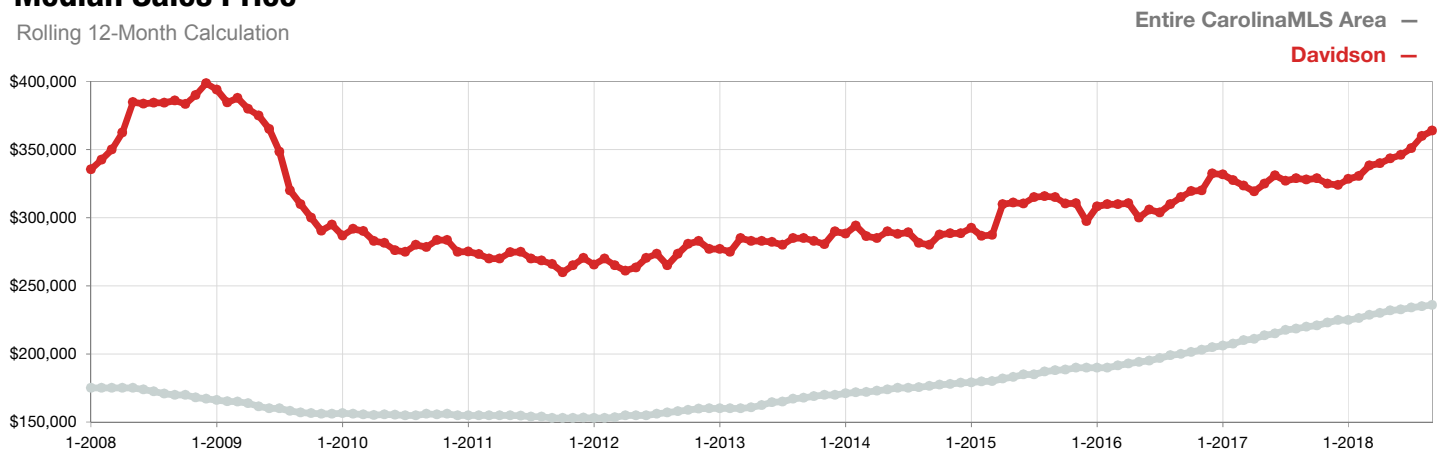
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September



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Local Market Update for September 2018

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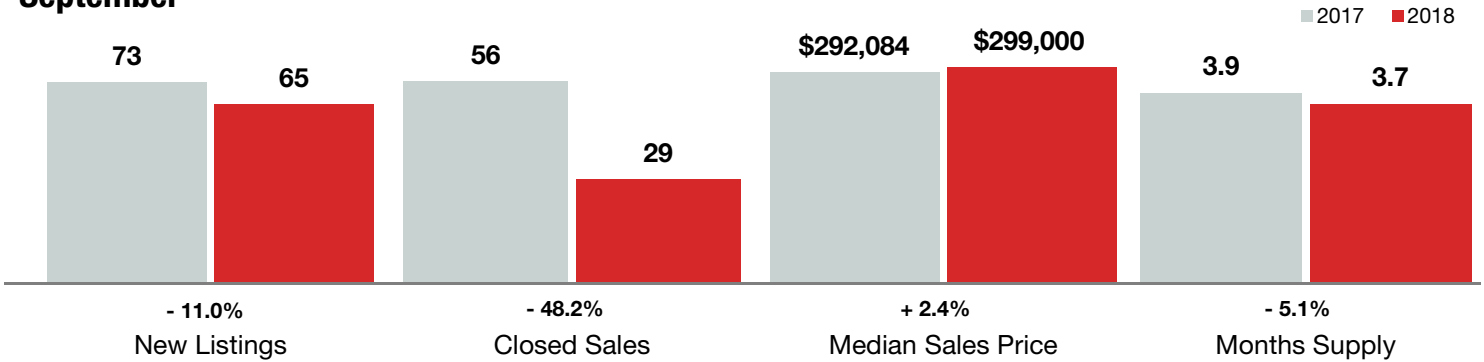
Denver

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	73	65	- 11.0%	815	789	- 3.2%
Pending Sales	50	44	- 12.0%	632	578	- 8.5%
Closed Sales	56	29	- 48.2%	587	517	- 11.9%
Median Sales Price*	\$292,084	\$299,000	+ 2.4%	\$336,297	\$333,312	- 0.9%
Average Sales Price*	\$379,667	\$362,173	- 4.6%	\$375,078	\$377,207	+ 0.6%
Percent of Original List Price Received*	95.8%	96.2%	+ 0.4%	96.9%	96.6%	- 0.3%
List to Close	121	114	- 5.8%	110	119	+ 8.2%
Days on Market Until Sale	64	45	- 29.7%	59	64	+ 8.5%
Cumulative Days on Market Until Sale	64	62	- 3.1%	70	79	+ 12.9%
Inventory of Homes for Sale	261	222	- 14.9%	--	--	--
Months Supply of Inventory	3.9	3.7	- 5.1%	--	--	--

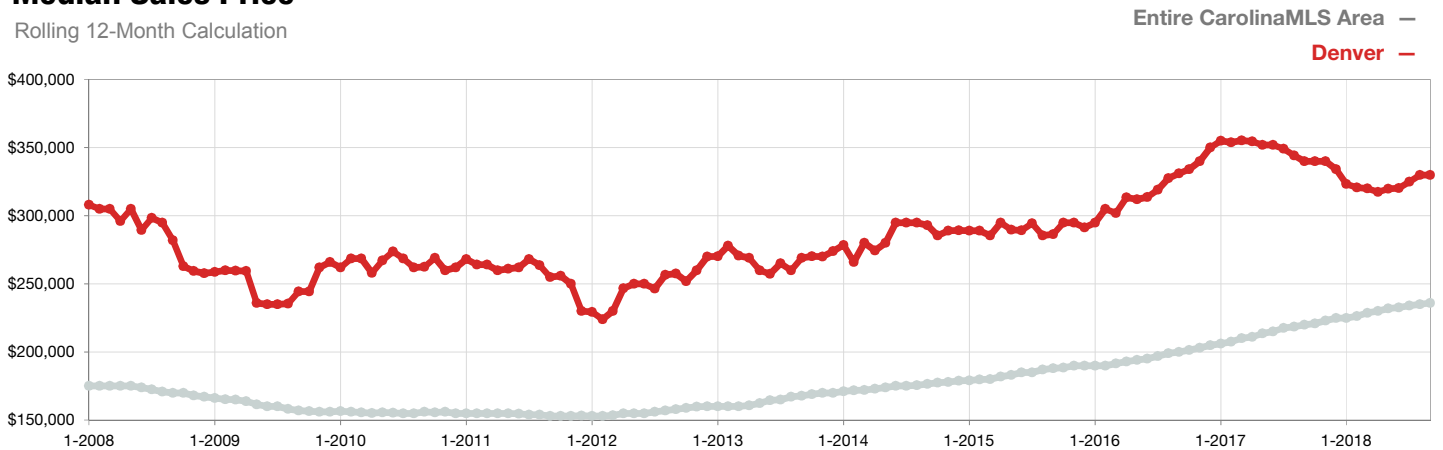
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September



Median Sales Price

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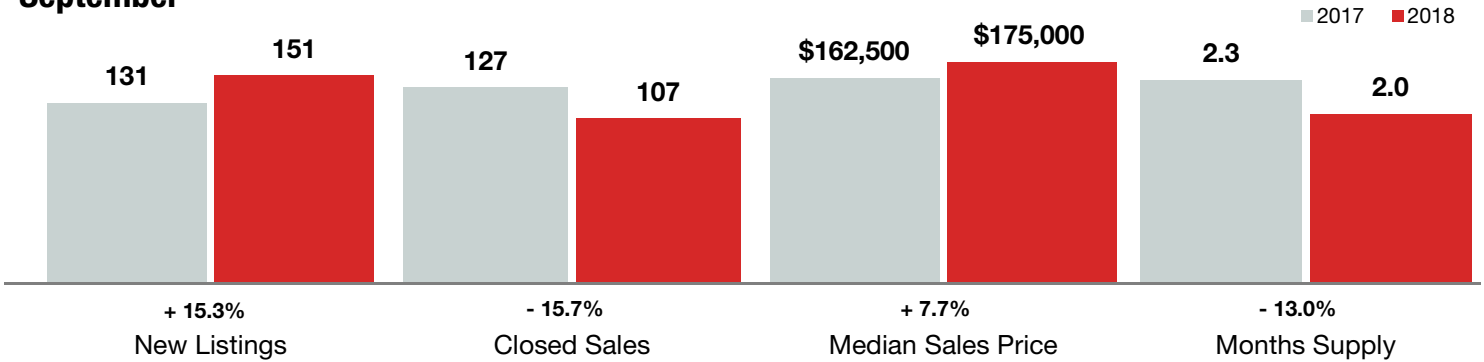
Gastonia

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	131	151	+ 15.3%	1,308	1,420	+ 8.6%
Pending Sales	109	133	+ 22.0%	1,136	1,169	+ 2.9%
Closed Sales	127	107	- 15.7%	1,121	1,073	- 4.3%
Median Sales Price*	\$162,500	\$175,000	+ 7.7%	\$155,000	\$165,000	+ 6.5%
Average Sales Price*	\$175,429	\$171,883	- 2.0%	\$166,318	\$172,753	+ 3.9%
Percent of Original List Price Received*	96.9%	96.0%	- 0.9%	96.7%	96.8%	+ 0.1%
List to Close	90	84	- 6.7%	104	83	- 20.2%
Days on Market Until Sale	42	31	- 26.2%	50	34	- 32.0%
Cumulative Days on Market Until Sale	47	35	- 25.5%	57	41	- 28.1%
Inventory of Homes for Sale	287	237	- 17.4%	--	--	--
Months Supply of Inventory	2.3	2.0	- 13.0%	--	--	--

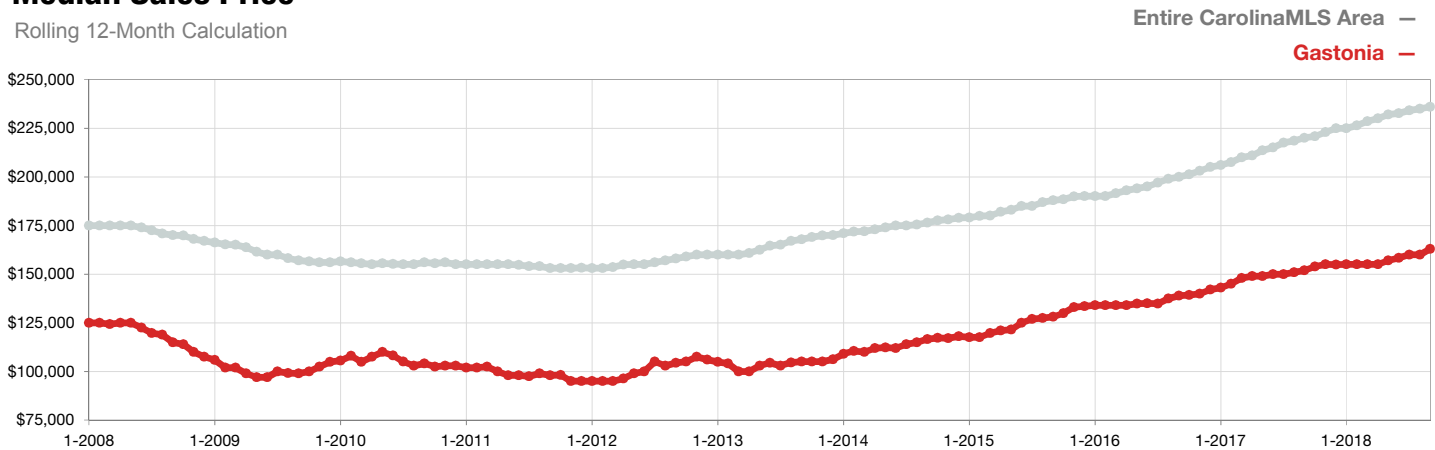
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September



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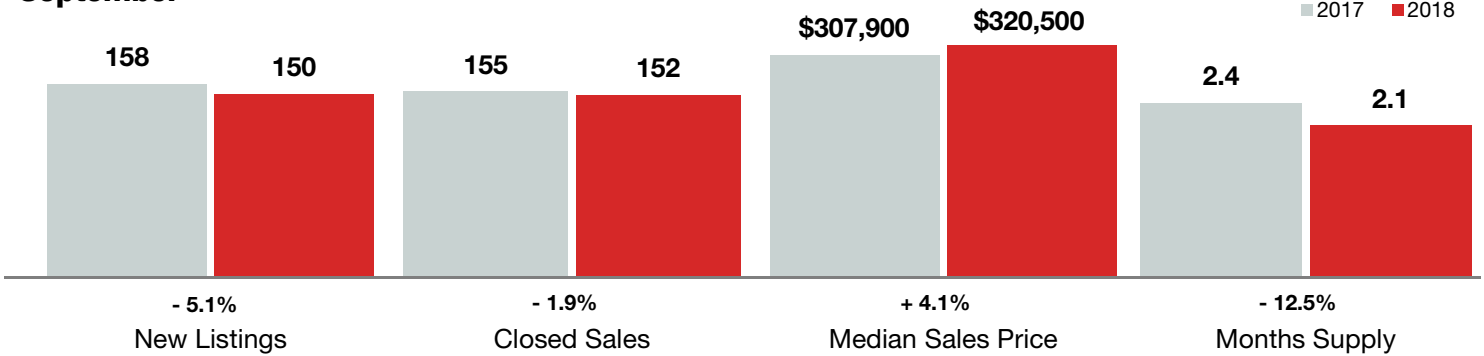
Huntersville

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	158	150	- 5.1%	1,755	1,706	- 2.8%
Pending Sales	149	125	- 16.1%	1,388	1,389	+ 0.1%
Closed Sales	155	152	- 1.9%	1,351	1,301	- 3.7%
Median Sales Price*	\$307,900	\$320,500	+ 4.1%	\$294,000	\$315,000	+ 7.1%
Average Sales Price*	\$331,062	\$360,840	+ 9.0%	\$318,392	\$339,078	+ 6.5%
Percent of Original List Price Received*	98.1%	97.5%	- 0.6%	98.0%	97.4%	- 0.6%
List to Close	95	97	+ 2.1%	91	93	+ 2.2%
Days on Market Until Sale	38	47	+ 23.7%	37	43	+ 16.2%
Cumulative Days on Market Until Sale	51	55	+ 7.8%	45	50	+ 11.1%
Inventory of Homes for Sale	348	294	- 15.5%	--	--	--
Months Supply of Inventory	2.4	2.1	- 12.5%	--	--	--

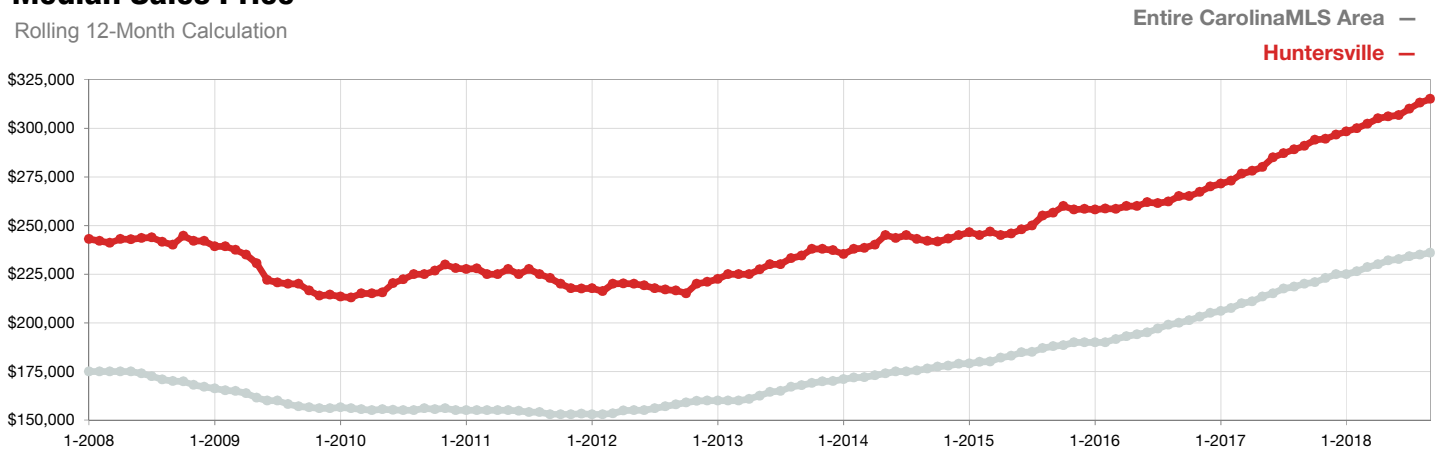
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September



Median Sales Price

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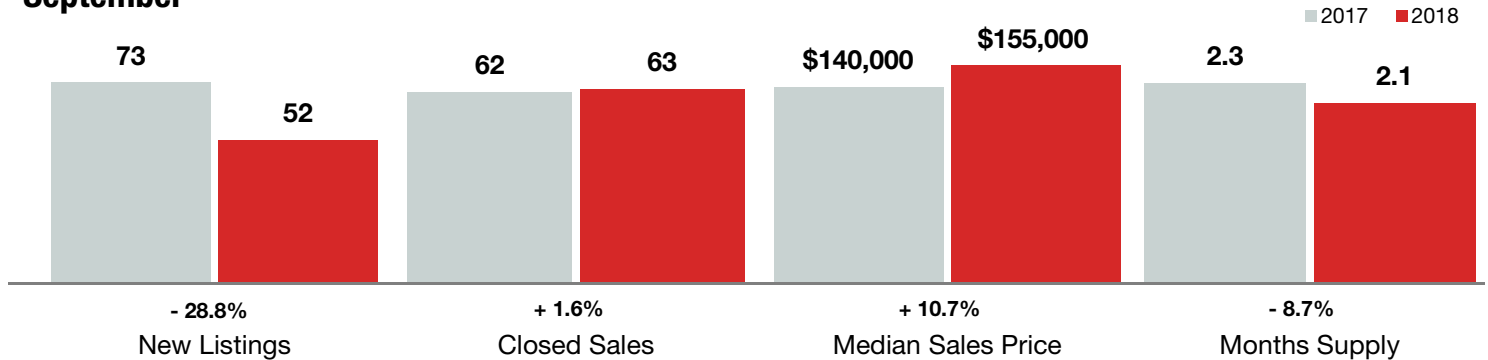
Kannapolis

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	73	52	- 28.8%	720	755	+ 4.9%
Pending Sales	60	49	- 18.3%	603	649	+ 7.6%
Closed Sales	62	63	+ 1.6%	581	630	+ 8.4%
Median Sales Price*	\$140,000	\$155,000	+ 10.7%	\$133,500	\$151,750	+ 13.7%
Average Sales Price*	\$154,157	\$169,729	+ 10.1%	\$146,813	\$164,401	+ 12.0%
Percent of Original List Price Received*	94.4%	94.5%	+ 0.1%	95.8%	96.0%	+ 0.2%
List to Close	86	86	0.0%	92	80	- 13.0%
Days on Market Until Sale	37	42	+ 13.5%	47	35	- 25.5%
Cumulative Days on Market Until Sale	48	42	- 12.5%	55	42	- 23.6%
Inventory of Homes for Sale	147	138	- 6.1%	--	--	--
Months Supply of Inventory	2.3	2.1	- 8.7%	--	--	--

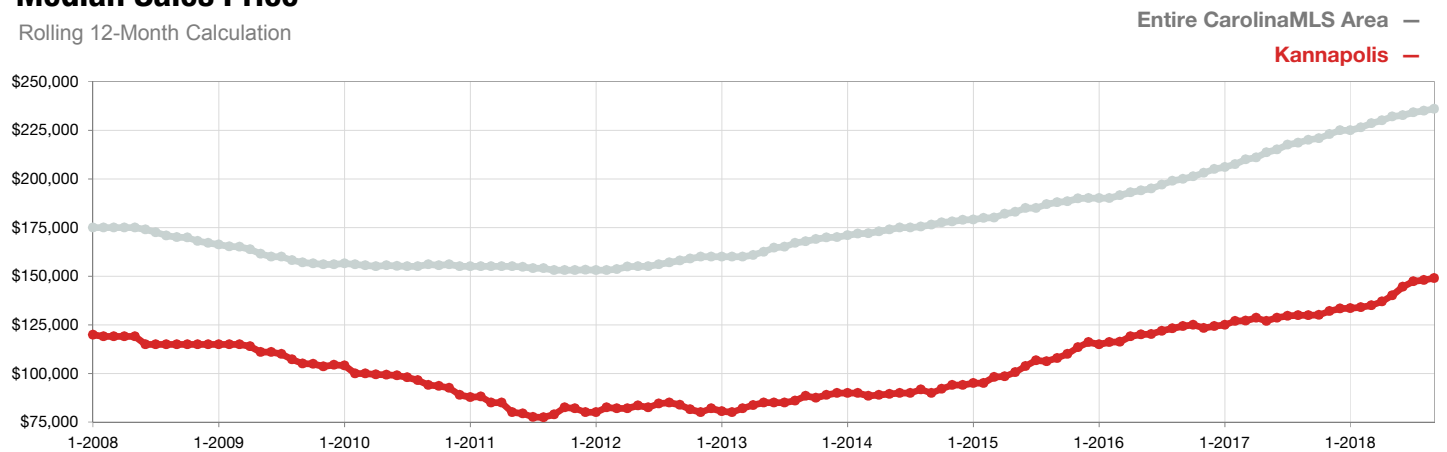
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September



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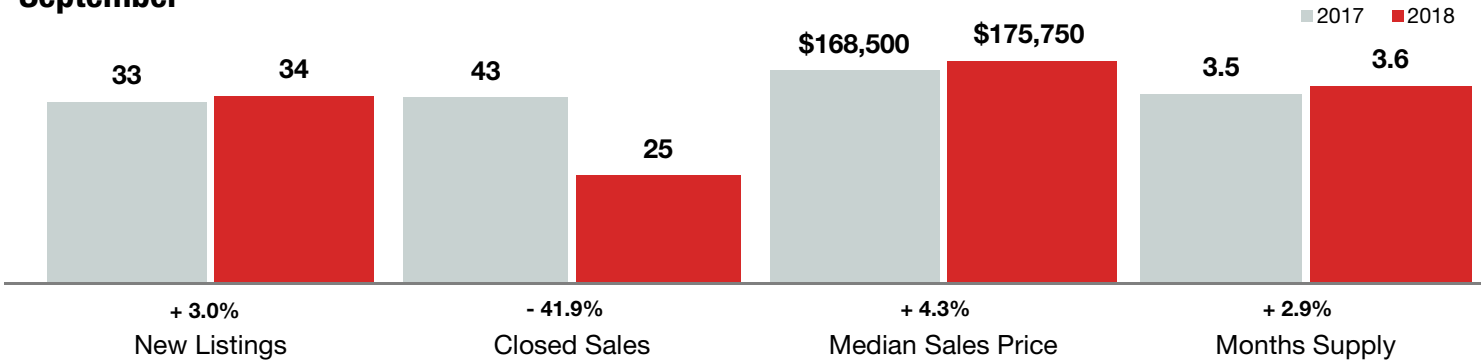
Lincolnton

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	33	34	+ 3.0%	437	425	- 2.7%
Pending Sales	34	29	- 14.7%	341	327	- 4.1%
Closed Sales	43	25	- 41.9%	317	319	+ 0.6%
Median Sales Price*	\$168,500	\$175,750	+ 4.3%	\$157,450	\$167,000	+ 6.1%
Average Sales Price*	\$193,179	\$193,408	+ 0.1%	\$173,850	\$191,226	+ 10.0%
Percent of Original List Price Received*	95.0%	96.1%	+ 1.2%	95.3%	95.1%	- 0.2%
List to Close	105	79	- 24.8%	112	116	+ 3.6%
Days on Market Until Sale	49	29	- 40.8%	57	58	+ 1.8%
Cumulative Days on Market Until Sale	54	39	- 27.8%	66	65	- 1.5%
Inventory of Homes for Sale	123	126	+ 2.4%	--	--	--
Months Supply of Inventory	3.5	3.6	+ 2.9%	--	--	--

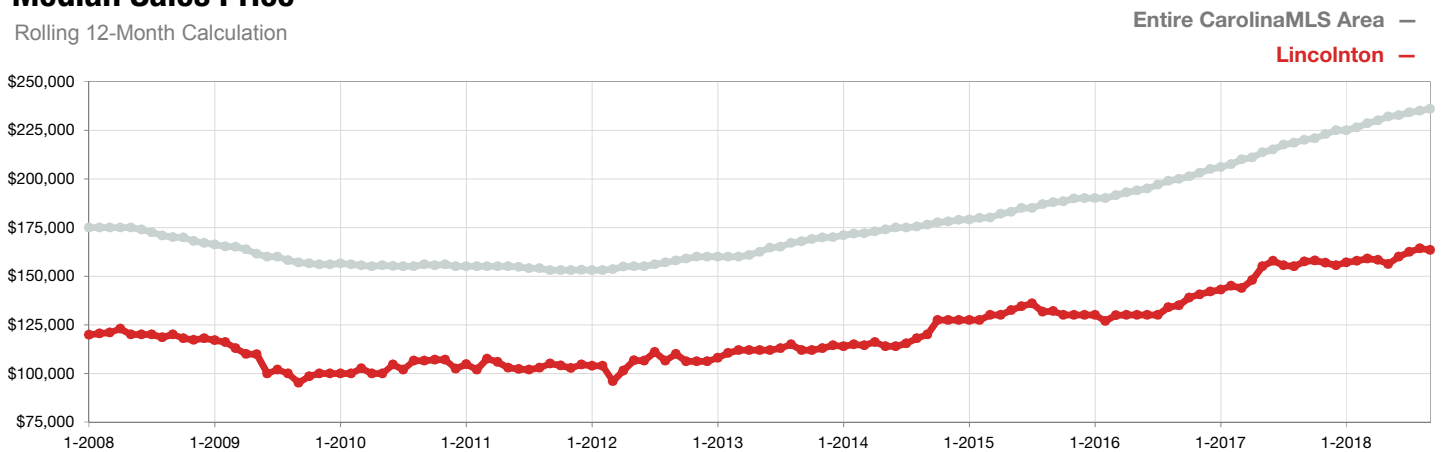
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September



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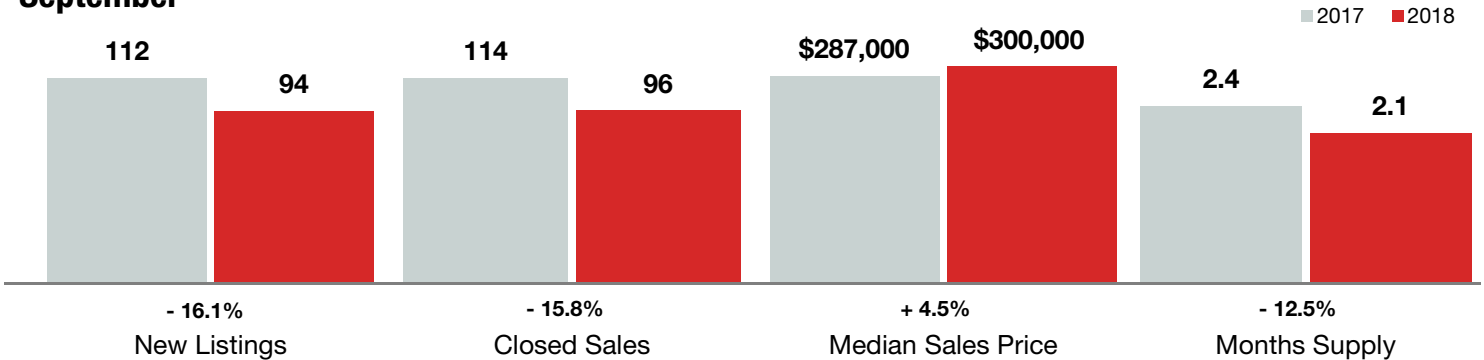
Matthews

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	112	94	- 16.1%	1,273	1,134	- 10.9%
Pending Sales	101	73	- 27.7%	995	920	- 7.5%
Closed Sales	114	96	- 15.8%	948	890	- 6.1%
Median Sales Price*	\$287,000	\$300,000	+ 4.5%	\$279,900	\$295,000	+ 5.4%
Average Sales Price*	\$334,387	\$336,359	+ 0.6%	\$317,451	\$328,281	+ 3.4%
Percent of Original List Price Received*	96.8%	96.5%	- 0.3%	98.0%	97.7%	- 0.3%
List to Close	86	96	+ 11.6%	81	77	- 4.9%
Days on Market Until Sale	36	48	+ 33.3%	34	33	- 2.9%
Cumulative Days on Market Until Sale	56	49	- 12.5%	44	42	- 4.5%
Inventory of Homes for Sale	244	200	- 18.0%	--	--	--
Months Supply of Inventory	2.4	2.1	- 12.5%	--	--	--

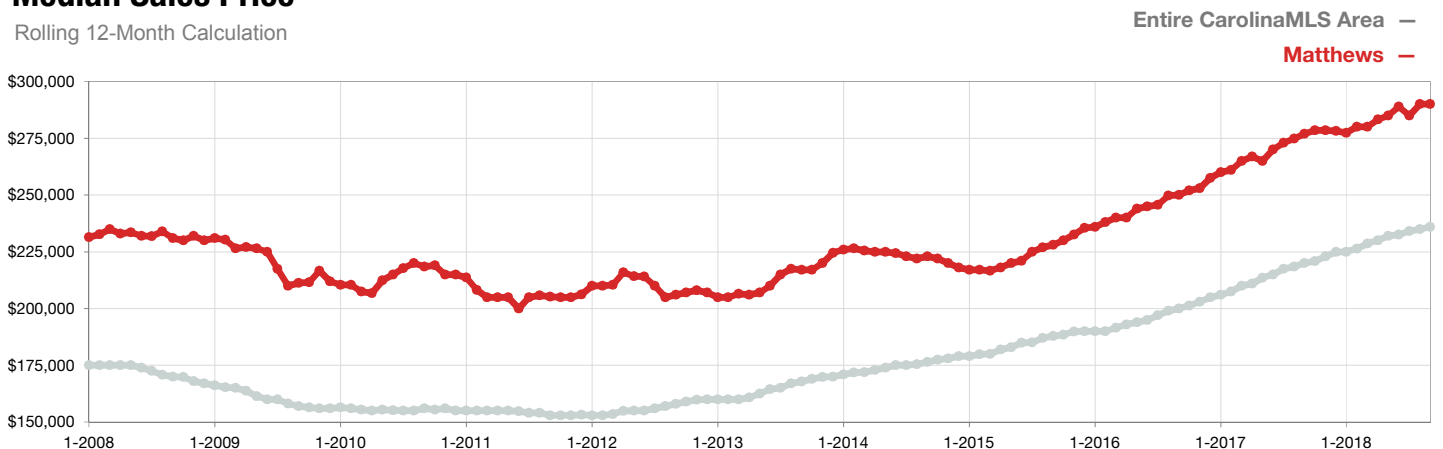
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September



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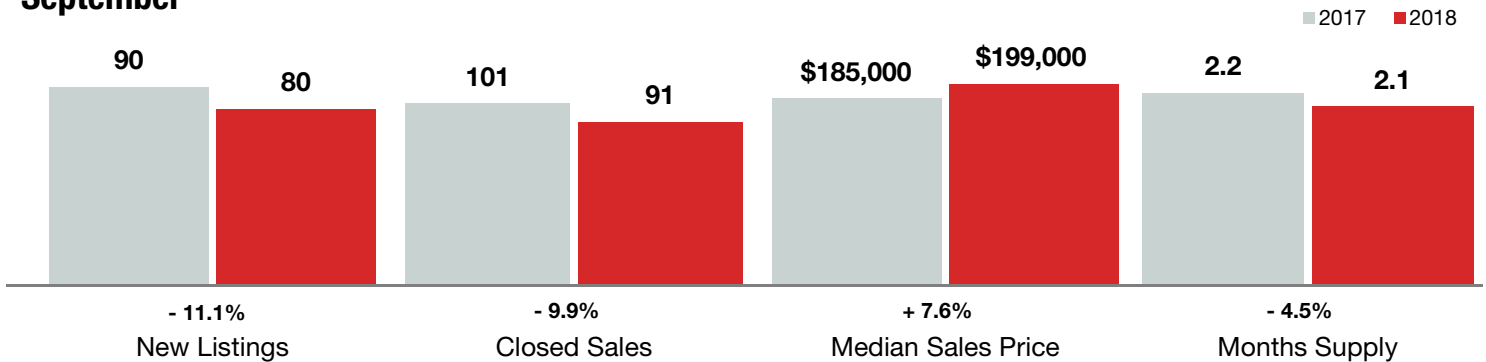
Monroe

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	90	80	- 11.1%	909	986	+ 8.5%
Pending Sales	76	86	+ 13.2%	809	832	+ 2.8%
Closed Sales	101	91	- 9.9%	790	787	- 0.4%
Median Sales Price*	\$185,000	\$199,000	+ 7.6%	\$185,000	\$203,500	+ 10.0%
Average Sales Price*	\$208,360	\$213,111	+ 2.3%	\$206,891	\$222,953	+ 7.8%
Percent of Original List Price Received*	97.5%	96.2%	- 1.3%	97.0%	97.0%	0.0%
List to Close	75	68	- 9.3%	88	78	- 11.4%
Days on Market Until Sale	31	22	- 29.0%	42	33	- 21.4%
Cumulative Days on Market Until Sale	37	25	- 32.4%	50	39	- 22.0%
Inventory of Homes for Sale	188	177	- 5.9%	--	--	--
Months Supply of Inventory	2.2	2.1	- 4.5%	--	--	--

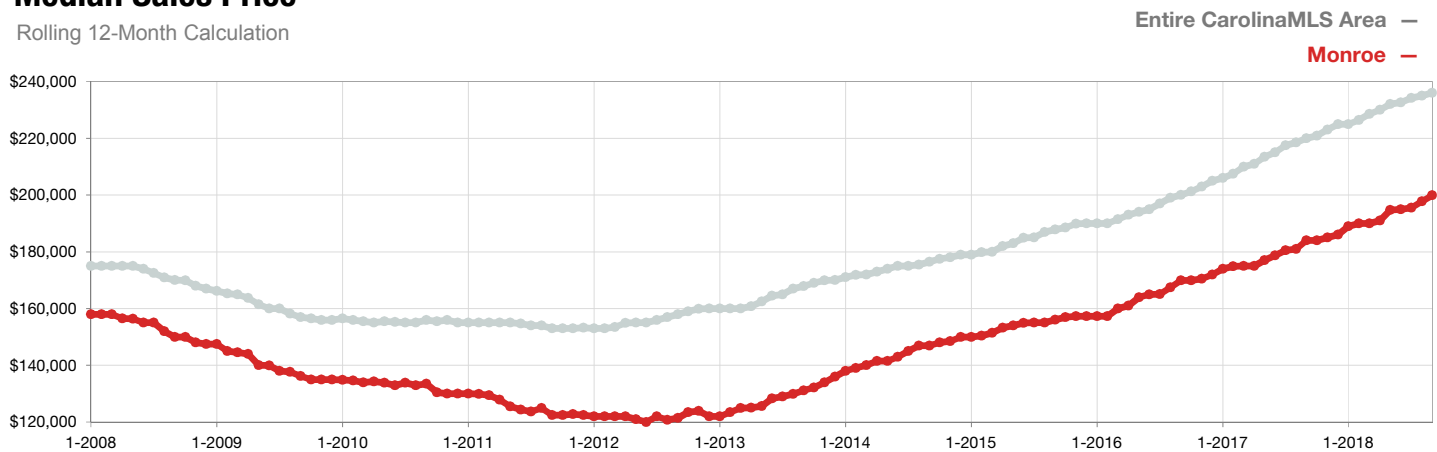
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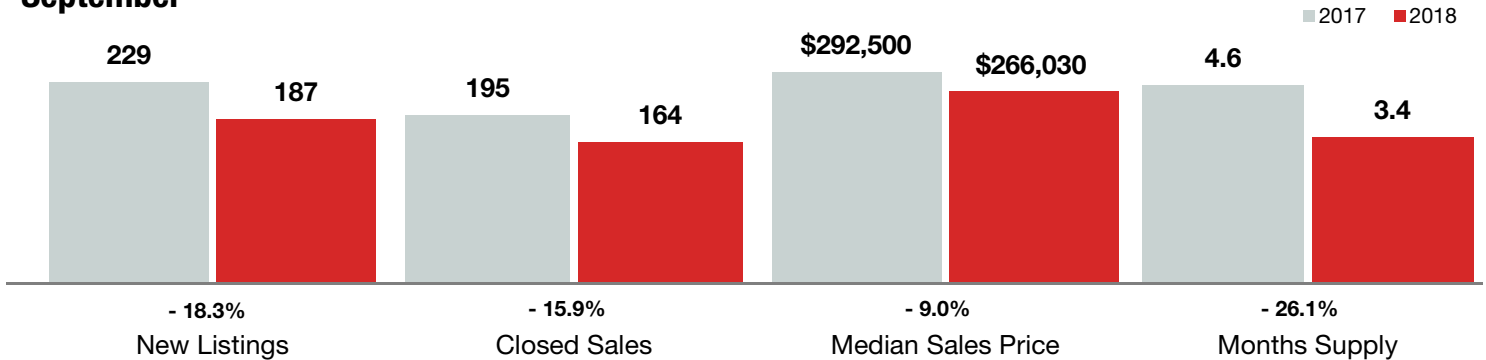
Mooreville

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	229	187	- 18.3%	2,256	2,161	- 4.2%
Pending Sales	173	151	- 12.7%	1,576	1,633	+ 3.6%
Closed Sales	195	164	- 15.9%	1,480	1,536	+ 3.8%
Median Sales Price*	\$292,500	\$266,030	- 9.0%	\$285,900	\$299,948	+ 4.9%
Average Sales Price*	\$409,317	\$366,963	- 10.3%	\$368,476	\$392,096	+ 6.4%
Percent of Original List Price Received*	95.5%	95.6%	+ 0.1%	96.1%	96.2%	+ 0.1%
List to Close	106	106	0.0%	116	114	- 1.7%
Days on Market Until Sale	55	54	- 1.8%	65	64	- 1.5%
Cumulative Days on Market Until Sale	79	75	- 5.1%	79	78	- 1.3%
Inventory of Homes for Sale	740	585	- 20.9%	--	--	--
Months Supply of Inventory	4.6	3.4	- 26.1%	--	--	--

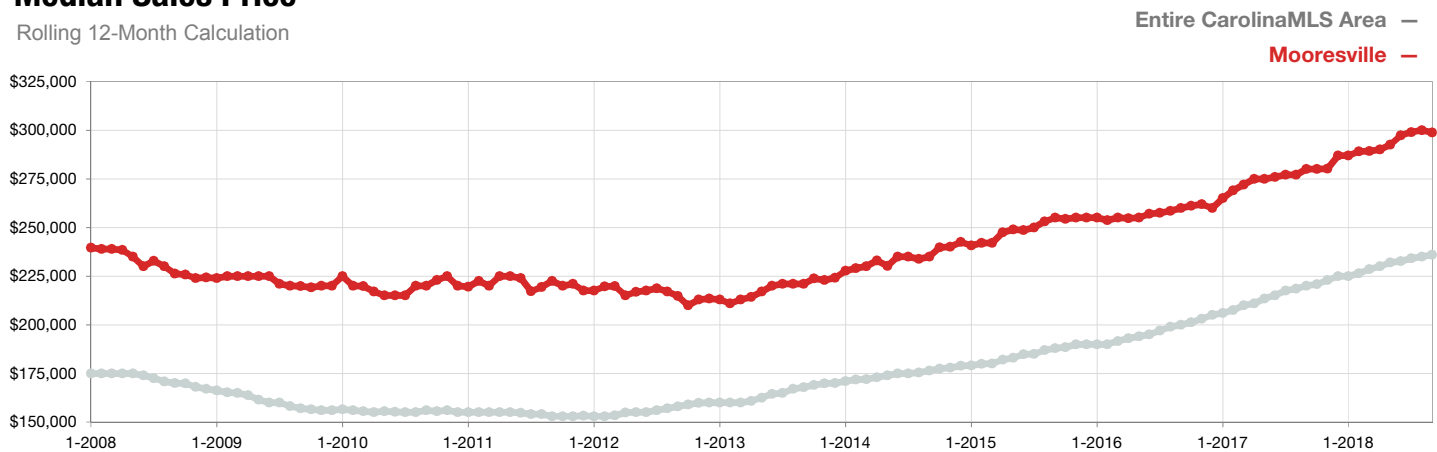
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September



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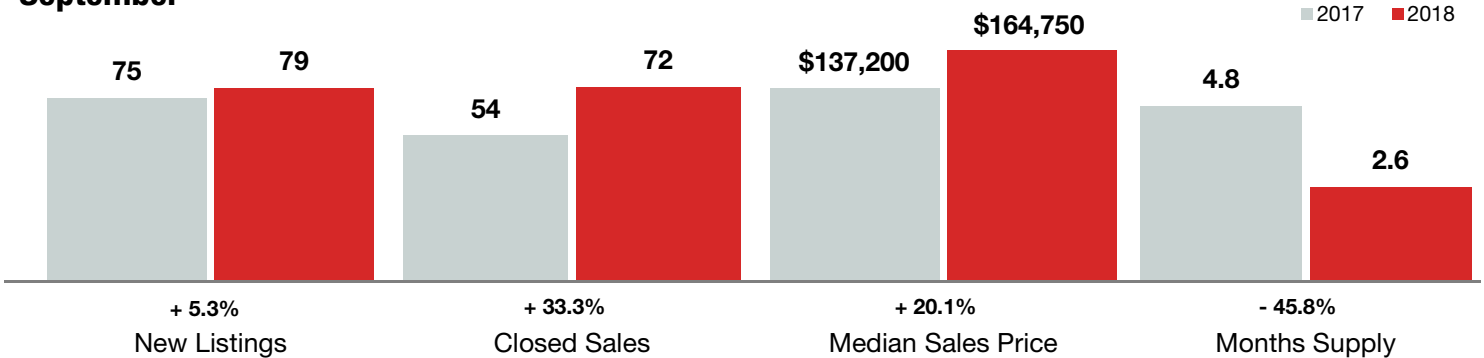
Salisbury

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	75	79	+ 5.3%	832	852	+ 2.4%
Pending Sales	50	73	+ 46.0%	622	749	+ 20.4%
Closed Sales	54	72	+ 33.3%	612	701	+ 14.5%
Median Sales Price*	\$137,200	\$164,750	+ 20.1%	\$141,200	\$149,900	+ 6.2%
Average Sales Price*	\$153,332	\$171,157	+ 11.6%	\$153,231	\$161,423	+ 5.3%
Percent of Original List Price Received*	93.6%	93.2%	- 0.4%	92.8%	94.9%	+ 2.3%
List to Close	99	94	- 5.1%	125	110	- 12.0%
Days on Market Until Sale	50	45	- 10.0%	78	63	- 19.2%
Cumulative Days on Market Until Sale	71	56	- 21.1%	94	73	- 22.3%
Inventory of Homes for Sale	317	199	- 37.2%	--	--	--
Months Supply of Inventory	4.8	2.6	- 45.8%	--	--	--

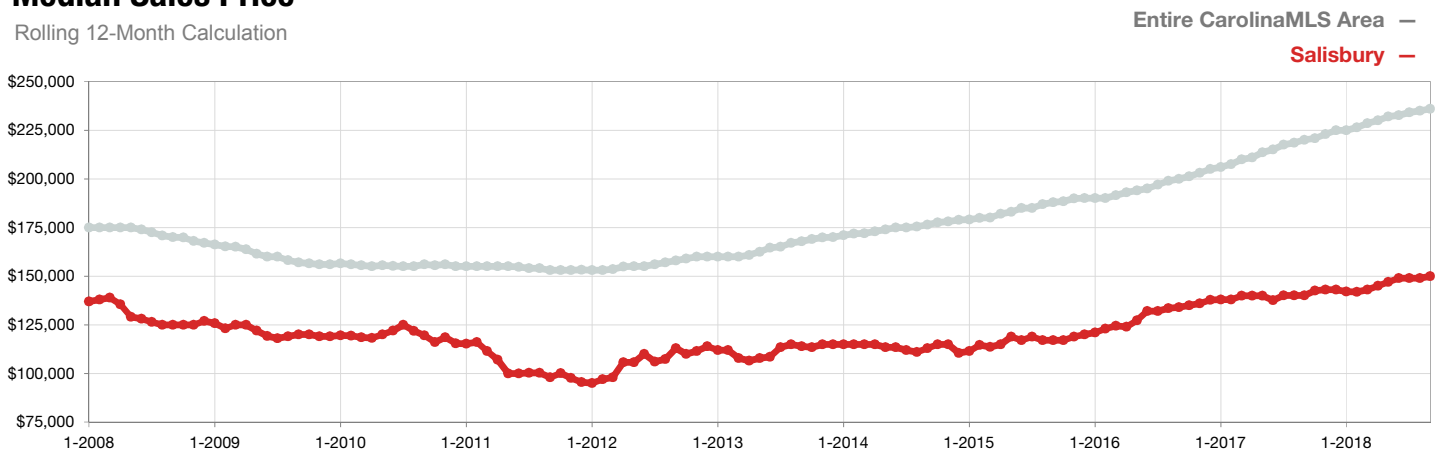
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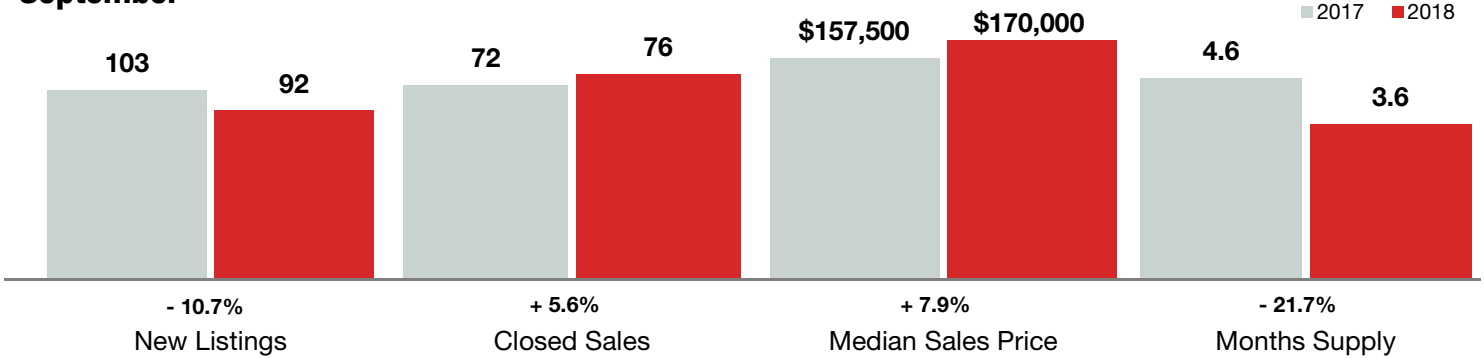
Statesville

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	103	92	- 10.7%	924	954	+ 3.2%
Pending Sales	72	81	+ 12.5%	667	738	+ 10.6%
Closed Sales	72	76	+ 5.6%	630	673	+ 6.8%
Median Sales Price*	\$157,500	\$170,000	+ 7.9%	\$153,900	\$166,000	+ 7.9%
Average Sales Price*	\$166,052	\$197,011	+ 18.6%	\$168,652	\$182,529	+ 8.2%
Percent of Original List Price Received*	94.7%	94.3%	- 0.4%	94.4%	95.5%	+ 1.2%
List to Close	109	102	- 6.4%	112	110	- 1.8%
Days on Market Until Sale	56	55	- 1.8%	65	61	- 6.2%
Cumulative Days on Market Until Sale	68	77	+ 13.2%	78	75	- 3.8%
Inventory of Homes for Sale	331	275	- 16.9%	--	--	--
Months Supply of Inventory	4.6	3.6	- 21.7%	--	--	--

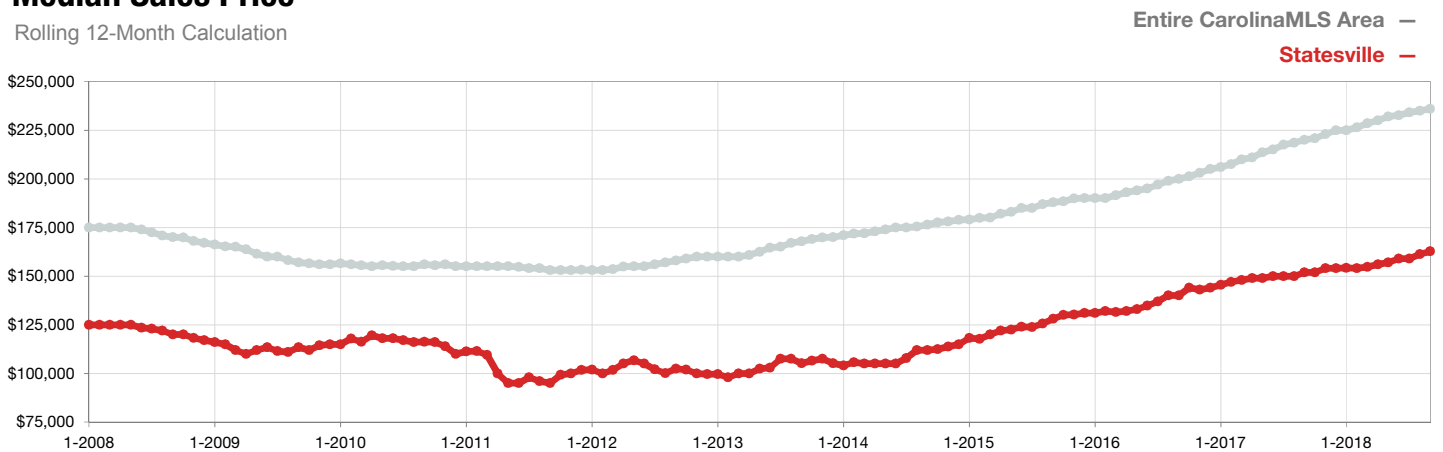
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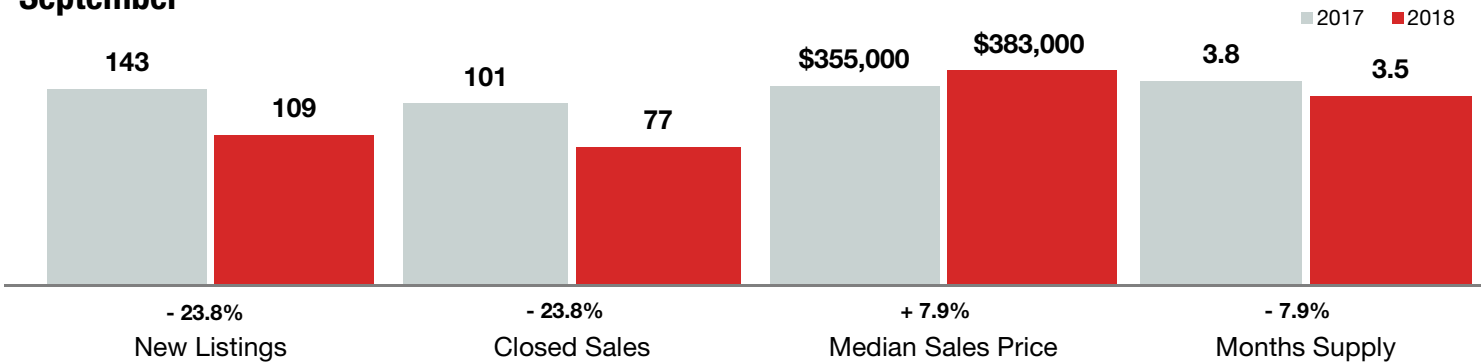
Waxhaw

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	143	109	- 23.8%	1,443	1,402	- 2.8%
Pending Sales	102	89	- 12.7%	1,037	1,058	+ 2.0%
Closed Sales	101	77	- 23.8%	985	1,002	+ 1.7%
Median Sales Price*	\$355,000	\$383,000	+ 7.9%	\$389,000	\$398,000	+ 2.3%
Average Sales Price*	\$426,840	\$424,430	- 0.6%	\$445,043	\$455,348	+ 2.3%
Percent of Original List Price Received*	96.1%	96.5%	+ 0.4%	96.6%	96.9%	+ 0.3%
List to Close	90	123	+ 36.7%	111	108	- 2.7%
Days on Market Until Sale	43	60	+ 39.5%	57	54	- 5.3%
Cumulative Days on Market Until Sale	74	80	+ 8.1%	75	70	- 6.7%
Inventory of Homes for Sale	397	374	- 5.8%	--	--	--
Months Supply of Inventory	3.8	3.5	- 7.9%	--	--	--

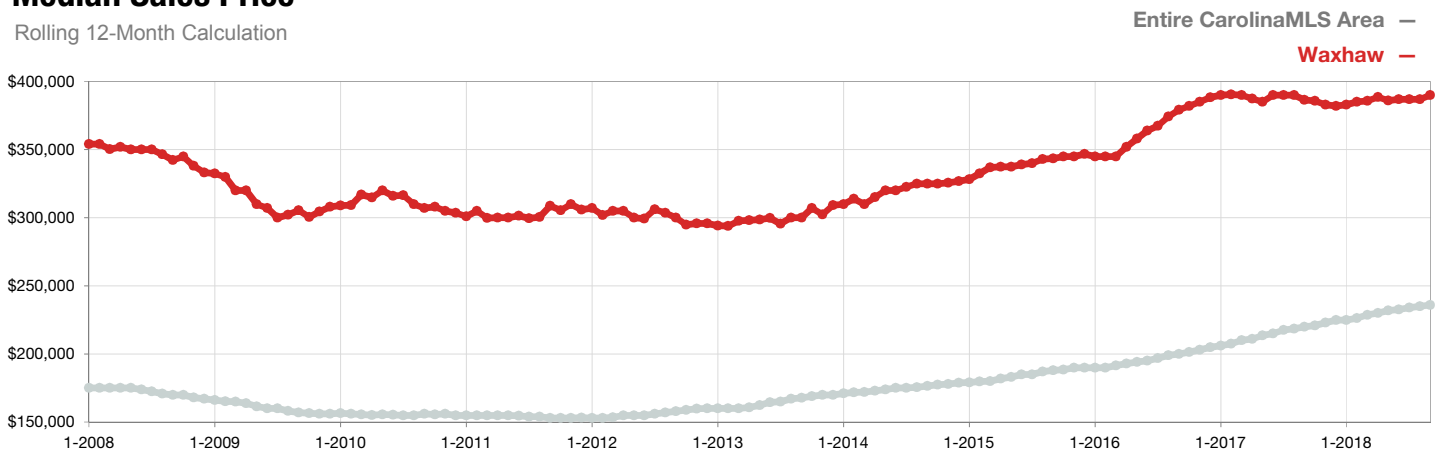
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September



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for September 2018

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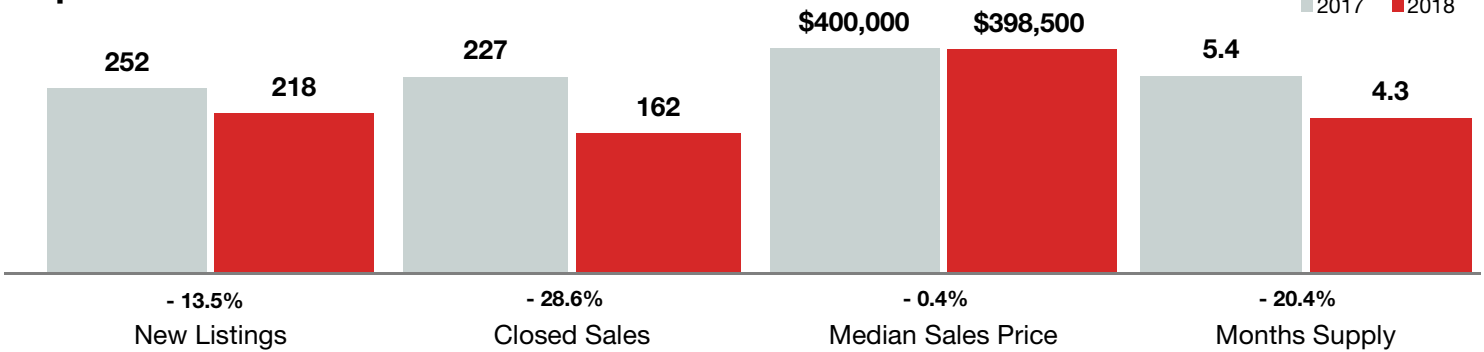
Lake Norman

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	252	218	- 13.5%	2,793	2,715	- 2.8%
Pending Sales	191	161	- 15.7%	1,885	1,927	+ 2.2%
Closed Sales	227	162	- 28.6%	1,781	1,805	+ 1.3%
Median Sales Price*	\$400,000	\$398,500	- 0.4%	\$379,500	\$385,000	+ 1.4%
Average Sales Price*	\$510,059	\$537,846	+ 5.4%	\$478,094	\$504,194	+ 5.5%
Percent of Original List Price Received*	95.1%	95.2%	+ 0.1%	95.3%	95.9%	+ 0.6%
List to Close	133	122	- 8.3%	133	126	- 5.3%
Days on Market Until Sale	74	67	- 9.5%	78	74	- 5.1%
Cumulative Days on Market Until Sale	90	87	- 3.3%	94	92	- 2.1%
Inventory of Homes for Sale	1,037	859	- 17.2%	--	--	--
Months Supply of Inventory	5.4	4.3	- 20.4%	--	--	--

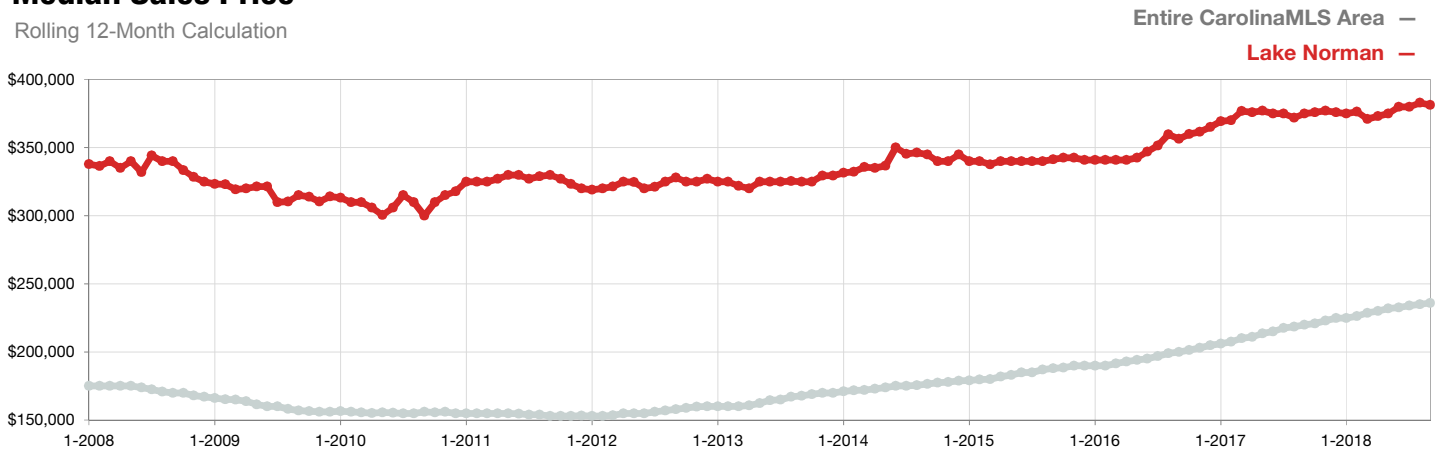
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September



Median Sales Price

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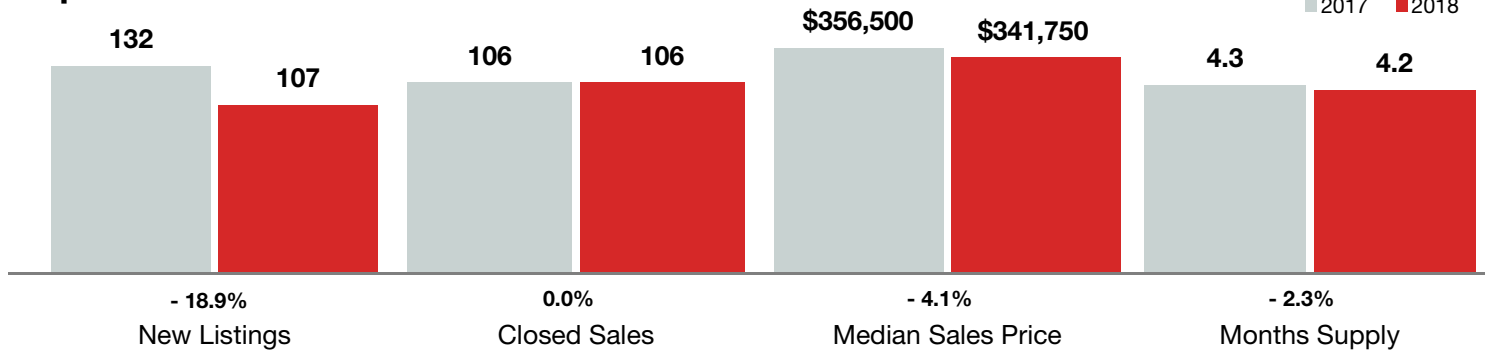
Lake Wylie

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	132	107	- 18.9%	1,254	1,353	+ 7.9%
Pending Sales	90	67	- 25.6%	902	977	+ 8.3%
Closed Sales	106	106	0.0%	854	966	+ 13.1%
Median Sales Price*	\$356,500	\$341,750	- 4.1%	\$329,990	\$349,950	+ 6.0%
Average Sales Price*	\$390,908	\$393,169	+ 0.6%	\$378,131	\$395,183	+ 4.5%
Percent of Original List Price Received*	96.6%	96.7%	+ 0.1%	97.2%	97.0%	- 0.2%
List to Close	115	120	+ 4.3%	121	122	+ 0.8%
Days on Market Until Sale	60	55	- 8.3%	61	65	+ 6.6%
Cumulative Days on Market Until Sale	75	60	- 20.0%	78	77	- 1.3%
Inventory of Homes for Sale	398	429	+ 7.8%	--	--	--
Months Supply of Inventory	4.3	4.2	- 2.3%	--	--	--

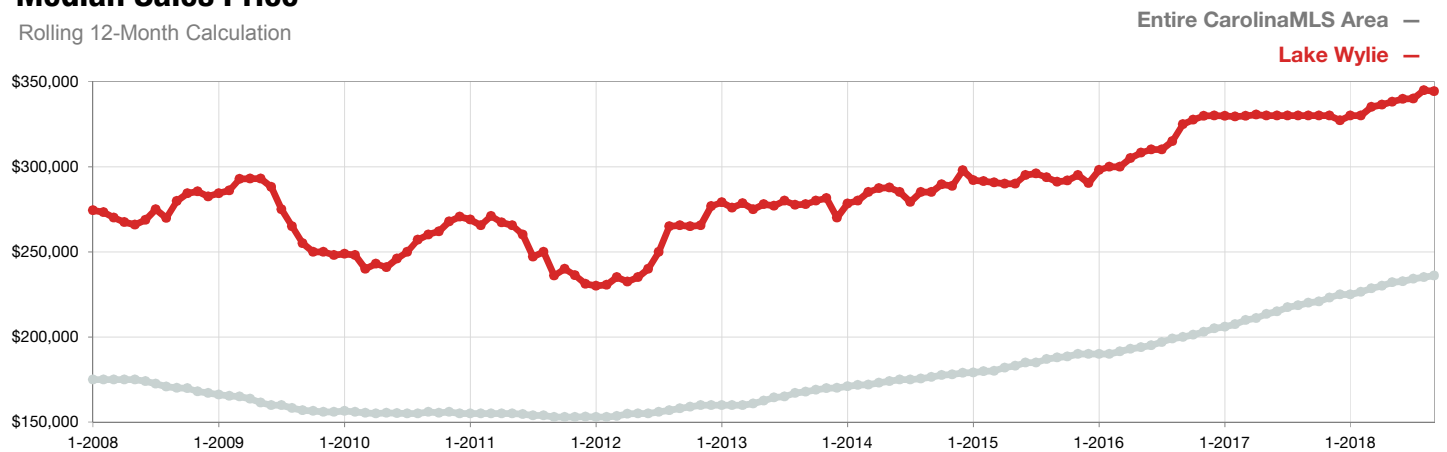
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September



Median Sales Price

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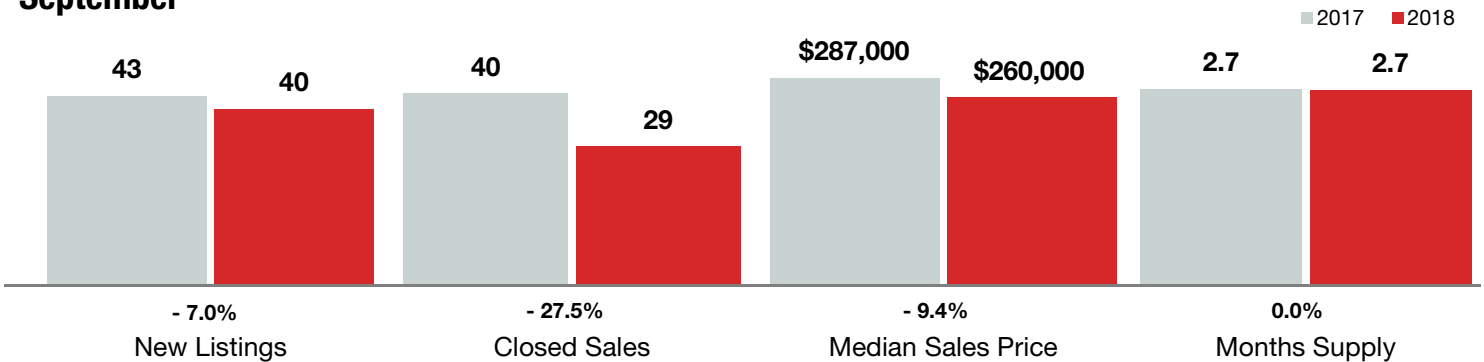
Uptown Charlotte

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	43	40	- 7.0%	436	401	- 8.0%
Pending Sales	35	34	- 2.9%	357	310	- 13.2%
Closed Sales	40	29	- 27.5%	349	283	- 18.9%
Median Sales Price*	\$287,000	\$260,000	- 9.4%	\$279,900	\$275,000	- 1.8%
Average Sales Price*	\$349,161	\$331,482	- 5.1%	\$319,311	\$323,201	+ 1.2%
Percent of Original List Price Received*	95.7%	96.6%	+ 0.9%	96.5%	96.6%	+ 0.1%
List to Close	98	90	- 8.2%	101	101	0.0%
Days on Market Until Sale	58	41	- 29.3%	52	47	- 9.6%
Cumulative Days on Market Until Sale	73	67	- 8.2%	60	61	+ 1.7%
Inventory of Homes for Sale	94	83	- 11.7%	--	--	--
Months Supply of Inventory	2.7	2.7	0.0%	--	--	--

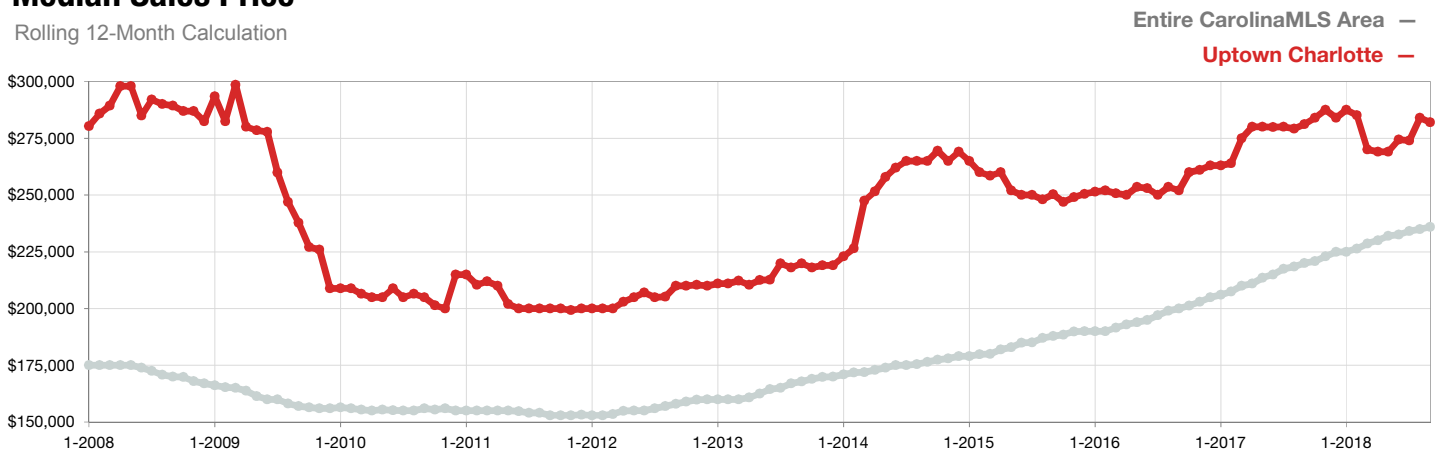
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September



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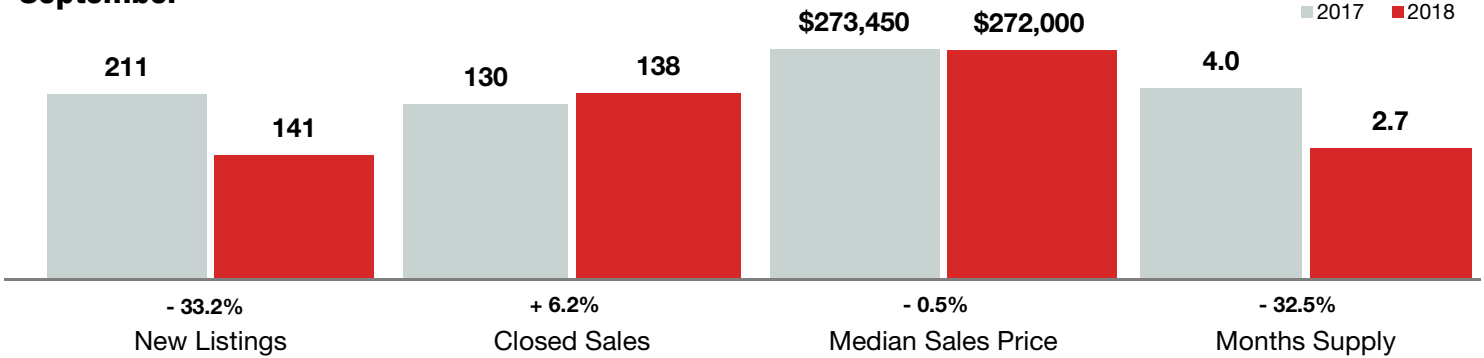
Lancaster County

South Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	211	141	- 33.2%	1,710	1,779	+ 4.0%
Pending Sales	145	127	- 12.4%	1,252	1,496	+ 19.5%
Closed Sales	130	138	+ 6.2%	1,181	1,401	+ 18.6%
Median Sales Price*	\$273,450	\$272,000	- 0.5%	\$264,901	\$275,000	+ 3.8%
Average Sales Price*	\$268,944	\$284,554	+ 5.8%	\$267,590	\$281,677	+ 5.3%
Percent of Original List Price Received*	95.5%	96.8%	+ 1.4%	96.6%	97.1%	+ 0.5%
List to Close	106	103	- 2.8%	107	110	+ 2.8%
Days on Market Until Sale	58	44	- 24.1%	56	56	0.0%
Cumulative Days on Market Until Sale	68	50	- 26.5%	68	69	+ 1.5%
Inventory of Homes for Sale	502	421	- 16.1%	--	--	--
Months Supply of Inventory	4.0	2.7	- 32.5%	--	--	--

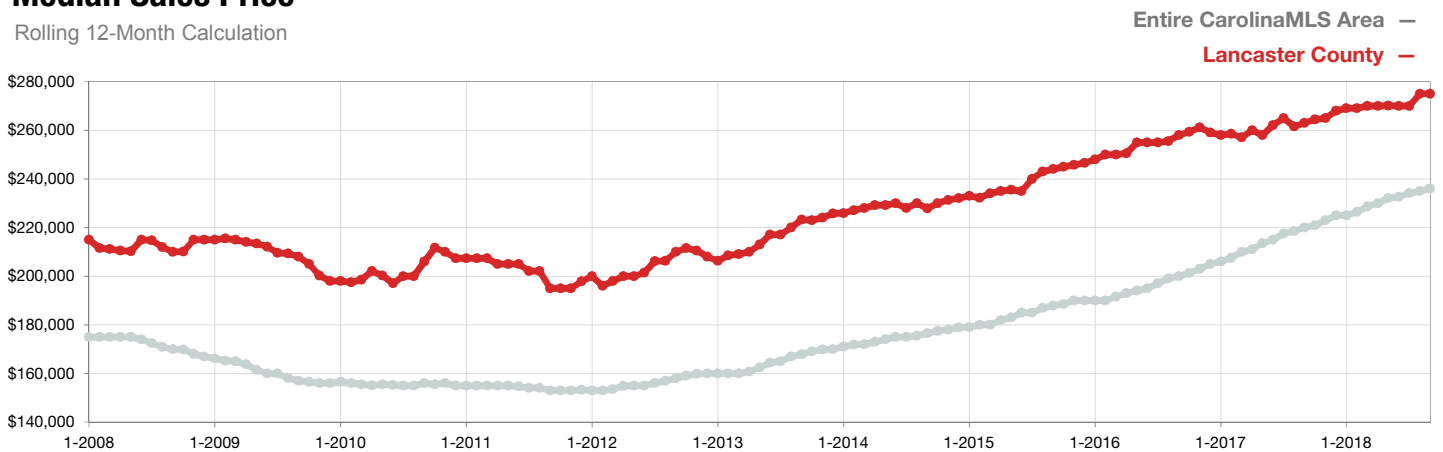
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September



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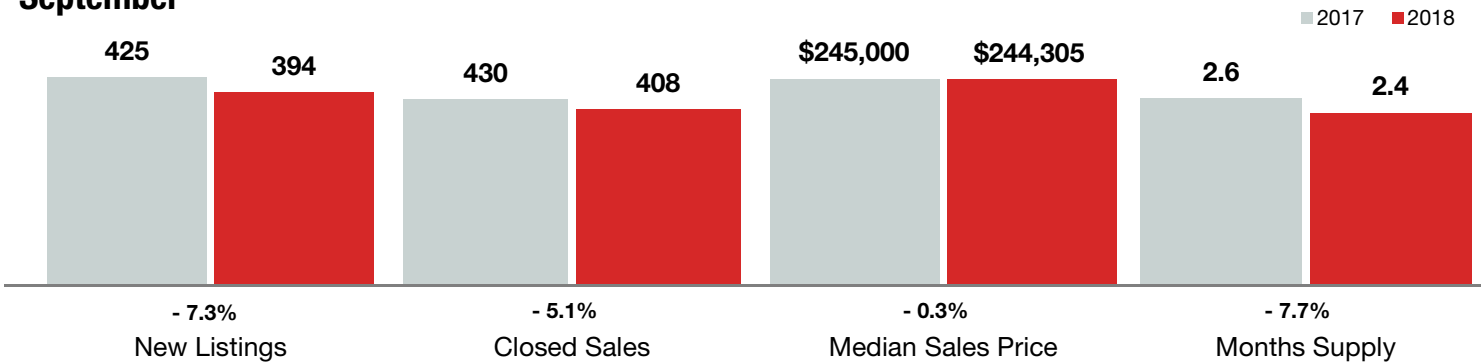
York County

South Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	425	394	- 7.3%	4,625	4,904	+ 6.0%
Pending Sales	348	342	- 1.7%	3,800	3,962	+ 4.3%
Closed Sales	430	408	- 5.1%	3,670	3,838	+ 4.6%
Median Sales Price*	\$245,000	\$244,305	- 0.3%	\$244,602	\$255,000	+ 4.3%
Average Sales Price*	\$274,569	\$266,105	- 3.1%	\$271,519	\$279,682	+ 3.0%
Percent of Original List Price Received*	97.2%	96.9%	- 0.3%	97.2%	97.4%	+ 0.2%
List to Close	88	81	- 8.0%	99	88	- 11.1%
Days on Market Until Sale	37	35	- 5.4%	45	41	- 8.9%
Cumulative Days on Market Until Sale	43	41	- 4.7%	54	49	- 9.3%
Inventory of Homes for Sale	1,015	971	- 4.3%	--	--	--
Months Supply of Inventory	2.6	2.4	- 7.7%	--	--	--

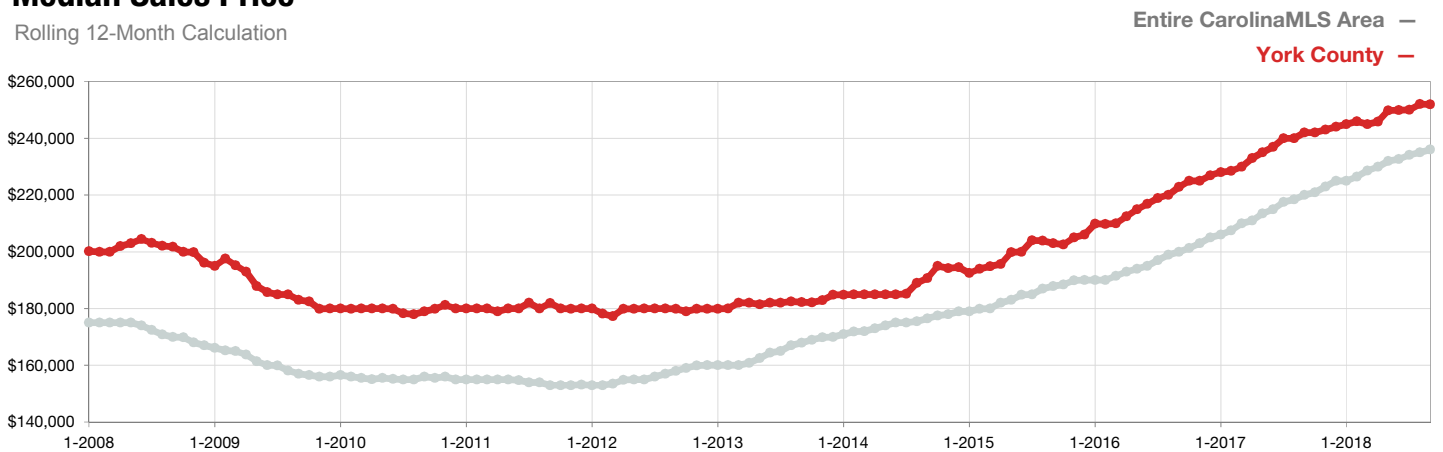
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September



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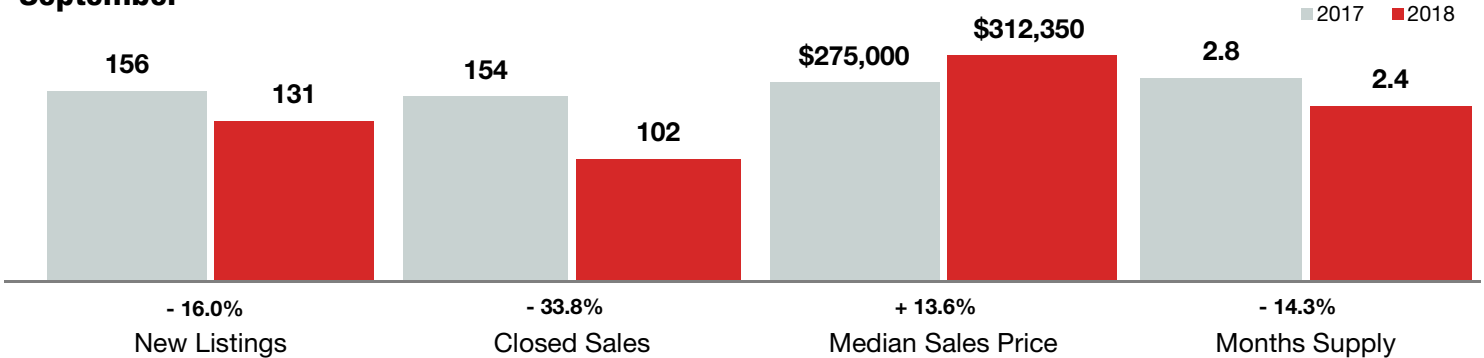
Fort Mill

South Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	156	131	- 16.0%	1,614	1,588	- 1.6%
Pending Sales	104	117	+ 12.5%	1,266	1,277	+ 0.9%
Closed Sales	154	102	- 33.8%	1,241	1,228	- 1.0%
Median Sales Price*	\$275,000	\$312,350	+ 13.6%	\$296,000	\$317,750	+ 7.3%
Average Sales Price*	\$324,060	\$332,478	+ 2.6%	\$328,162	\$339,700	+ 3.5%
Percent of Original List Price Received*	97.1%	96.9%	- 0.2%	97.4%	97.3%	- 0.1%
List to Close	96	87	- 9.4%	100	97	- 3.0%
Days on Market Until Sale	46	43	- 6.5%	48	47	- 2.1%
Cumulative Days on Market Until Sale	54	51	- 5.6%	56	57	+ 1.8%
Inventory of Homes for Sale	367	318	- 13.4%	--	--	--
Months Supply of Inventory	2.8	2.4	- 14.3%	--	--	--

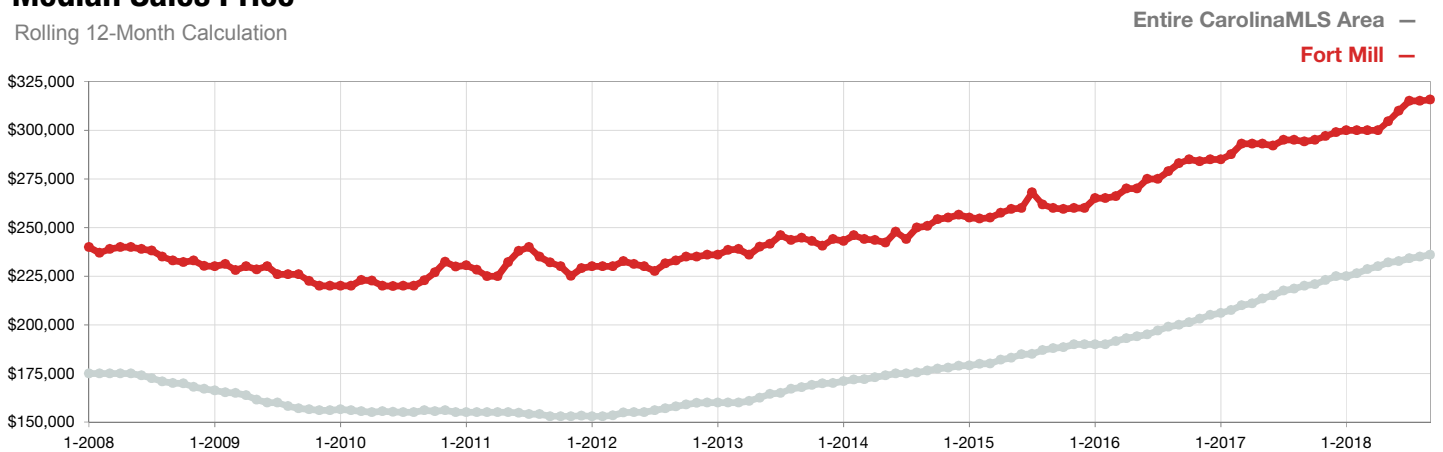
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September



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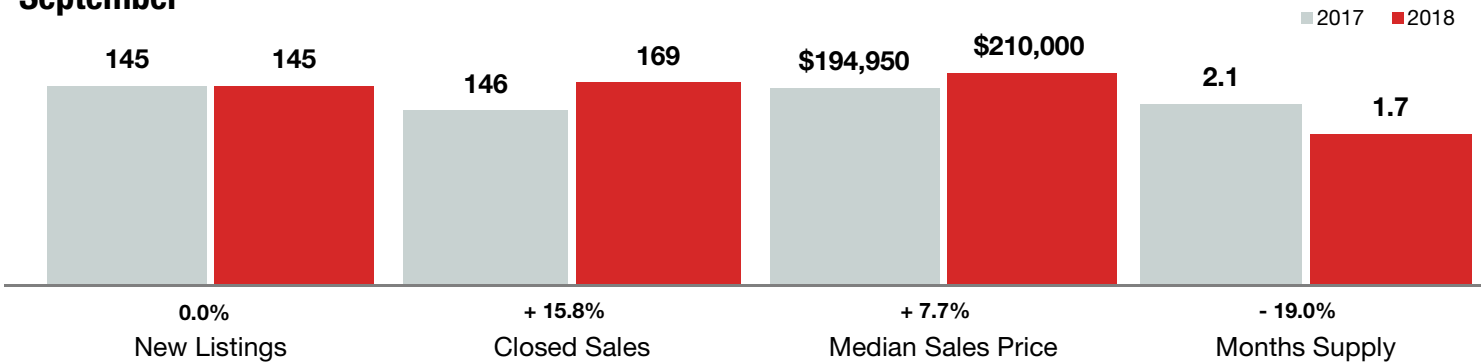
Rock Hill

South Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	145	145	0.0%	1,586	1,690	+ 6.6%
Pending Sales	140	122	- 12.9%	1,358	1,436	+ 5.7%
Closed Sales	146	169	+ 15.8%	1,282	1,394	+ 8.7%
Median Sales Price*	\$194,950	\$210,000	+ 7.7%	\$185,000	\$195,000	+ 5.4%
Average Sales Price*	\$219,319	\$219,477	+ 0.1%	\$202,394	\$211,503	+ 4.5%
Percent of Original List Price Received*	97.7%	97.5%	- 0.2%	97.2%	97.9%	+ 0.7%
List to Close	83	69	- 16.9%	89	72	- 19.1%
Days on Market Until Sale	29	26	- 10.3%	38	27	- 28.9%
Cumulative Days on Market Until Sale	37	29	- 21.6%	47	32	- 31.9%
Inventory of Homes for Sale	291	264	- 9.3%	--	--	--
Months Supply of Inventory	2.1	1.7	- 19.0%	--	--	--

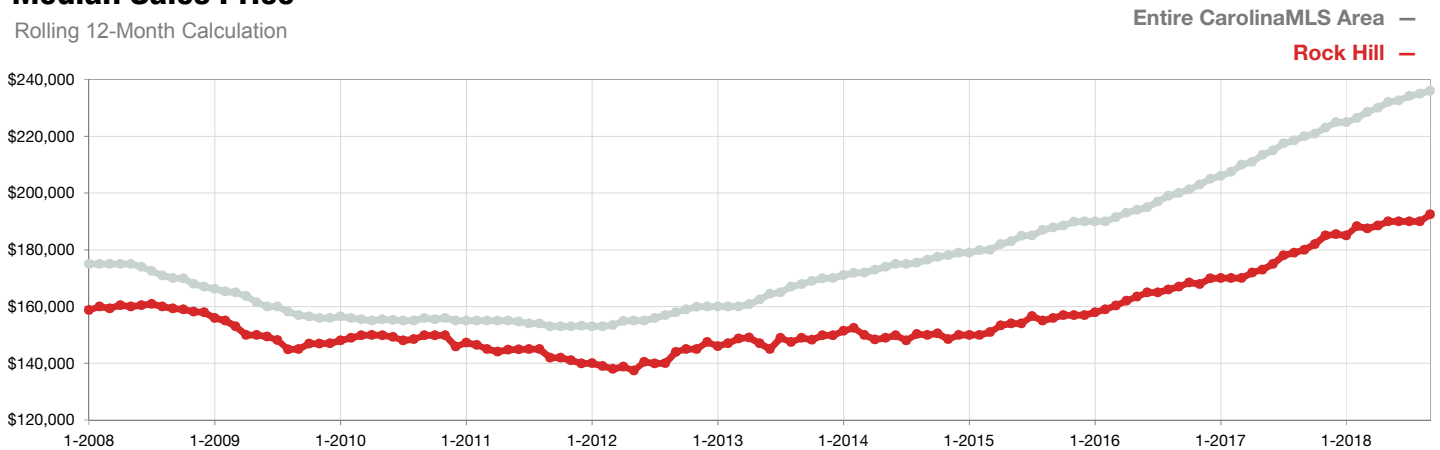
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September



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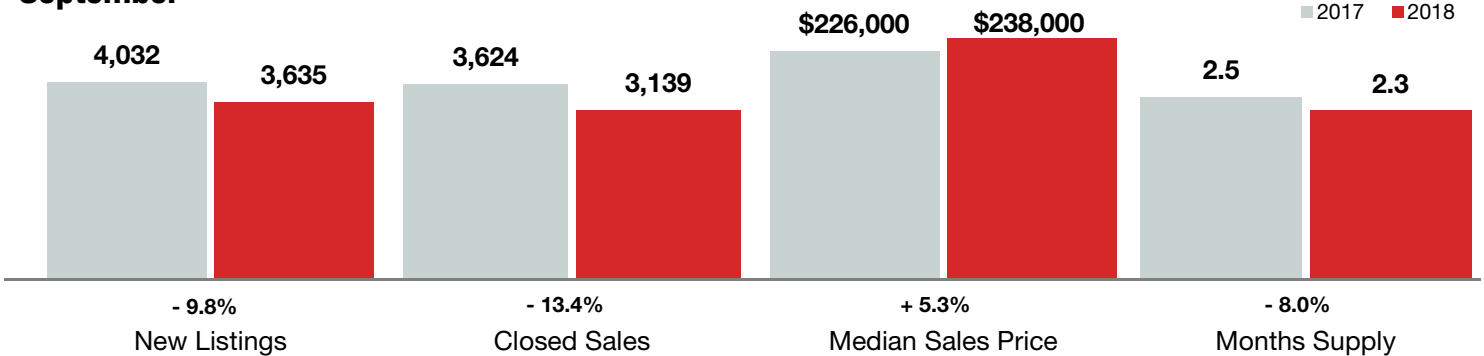
Charlotte MSA

North Carolina

Key Metrics	September			Year to Date		
	2017	2018	Percent Change	Thru 9-2017	Thru 9-2018	Percent Change
New Listings	4,032	3,635	- 9.8%	40,894	41,171	+ 0.7%
Pending Sales	3,268	3,096	- 5.3%	33,116	33,298	+ 0.5%
Closed Sales	3,624	3,139	- 13.4%	31,821	31,764	- 0.2%
Median Sales Price*	\$226,000	\$238,000	+ 5.3%	\$230,000	\$244,990	+ 6.5%
Average Sales Price*	\$270,005	\$285,674	+ 5.8%	\$276,453	\$293,542	+ 6.2%
Percent of Original List Price Received*	97.2%	97.0%	- 0.2%	97.5%	97.5%	0.0%
List to Close	87	85	- 2.3%	93	88	- 5.4%
Days on Market Until Sale	35	34	- 2.9%	40	38	- 5.0%
Cumulative Days on Market Until Sale	43	40	- 7.0%	48	45	- 6.3%
Inventory of Homes for Sale	8,617	8,070	- 6.3%	--	--	--
Months Supply of Inventory	2.5	2.3	- 8.0%	--	--	--

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