# Annual Report on the Charlotte Housing Market

FOR RESIDENTIAL REAL ESTATE ACTIVITY FROM THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION

Charlotte Regional Realtor® Association

2016

# Annual Report on the Charlotte Housing Market

FOR RESIDENTIAL REAL ESTATE ACTIVITY FROM THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION

Charlotte Regional Realtor® Association

**With** a new U.S. president from a different political party taking office in 2017, few are expecting federal policies to remain as they have under prior leadership. The incoming president has a deep history in real estate development and has shown a strong interest in funding massive infrastructure projects, two points that provide intrigue for the immediate future of residential real estate.

After several years of housing market improvement, 2016, as predicted, was not a pronounced triumph but more of a measured success. Markets took a steady and mostly profitable walk from month to month. Even as supply was short and shrinking, sales and prices were often increasing.

Interest rates were expected to rise throughout 2016, but they did not. Just as happened in 2015, the Federal Reserve waited until December 2016 to make a short-term rate increase. Incremental rate hikes are again expected in 2017. An economy that shows unemployment at a nine-year low coupled with higher wages inspires confidence.

Mortgage rates are not expected to grow by more than .75 percent throughout 2017, which should keep them below 5.0 percent. If they rise above that mark, we could see rate lock, and that could cause homeowners to stay put at locked-in rates instead of trading up for higher-rate properties. Such a situation would put a damper on an already strained inventory environment.

**Sales:** Closed sales increased 8.4 percent to 44,386 to close out the year.

**Listings:** Inventory was lower in year-over-year comparisons. There were 8,747 active listings at the end of 2016. New listings increased by 3.4 percent to finish the year at 55,390. Low home supply is expected to continue throughout 2017.

**Distressed Homes:** The days of a dominating foreclosure market appear to be well behind us. In 2016, the percentage of closed sales that were either foreclosure or short sale dropped by 27.1 percent to land at 2.9 percent of the market.

**Showings:** Overall the total number of showings in the market was up 7.0 percent over last year. Demand remained high throughout the year, as proven by the higher number of showings in the face of low supply.

**Prices:** Home prices rose  compared to last year. The overall median sales price was up 7.5 percent to $207,000 for the year. When inventory is low and demand is high, prices will rise. Prices should increase in most areas in 2017 but at a slower growth rate. We will likely need years of improved wage growth to account for recent price gains.

**List Price Received:** Sellers received 96.2 percent of their original list price received at sale, a year-over-year increase of 1.3 percent. Sales prices should increase again in 2017, leading to further increases in list price received.

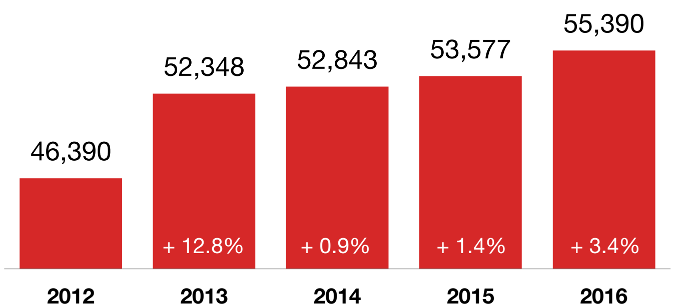
Millennials continue to command attention as the next wave of home buyers, yet the rate at which this massive population is entering the market has been less than stellar. This may be due to a cultural change away from settling into marriage and parenthood until later in life, high student loan debt, or even reservations about a home being a wise investment in the wake of what the last recession did to their elders. That said, some have suggested that this group is simply willing to wait longer to buy, thus skipping the entry-level purchase altogether to land in their preferred home.

At the other end of the age and price spectrum, baby boomers are expected to make up nearly one-third of all buyers in 2017. By and large, this group is not looking to invest in oversized homes, yet we could see improvement in higher price ranges as a hedge against inflation and risk. Shifting wealth away from the stock market into valuable homes may be seen as a safer bet during a transition of power and a period of pronounced change.

## Table of Contents

# Quick Facts

## New Listings




**Top 5 Areas: Change in New Listings from 2015**

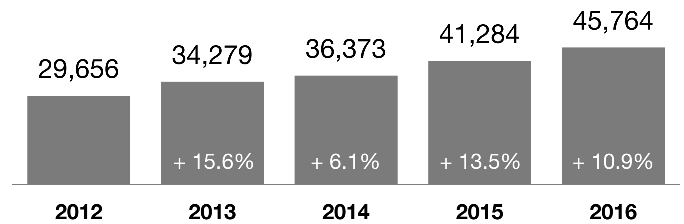
| | |
|---|---|
| Denver, NC | + 20.5% |
| Fort Mill, SC | + 14.5% |
| Alexander County, NC | + 14.1% |
| Lincoln County, NC | + 12.8% |
| Huntersville, NC | + 10.0% |

**Bottom 5 Areas: Change in New Listings from 2015**

| | |
|---|---|
| Statesville, NC | - 2.5% |
| Gaston County, NC | - 3.9% |
| Salisbury, NC | - 4.5% |
| Davidson, NC | - 5.9% |
| Anson County, NC | - 16.5% |

## Pending Sales*

*Note: CarolinaMLS did not include "showable" under contract listings in the "Pending Sales" stats before July 2012. Listing agents report listings as "Under Contract-Show" earlier in the transaction. As a result, the new "Pending Sales" stats trend higher and "Months Supply of Inventory" stats trend lower since July 2012.



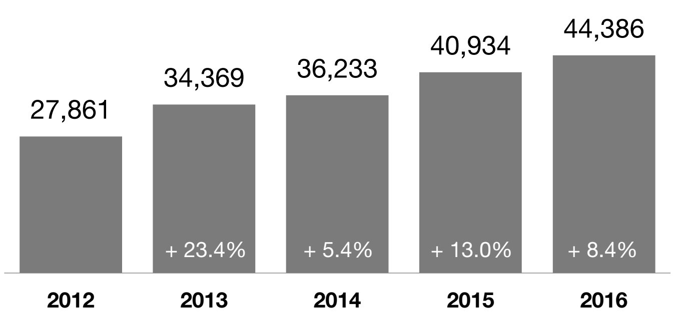

**Top 5 Areas: Change in Pending Sales from 2015**

| | |
|---|---|
| Kannapolis, NC | + 23.4% |
| Lincoln County, NC | + 23.2% |
| Denver, NC | + 21.7% |
| Lincolnton, NC | + 20.9% |
| Fort Mill, SC | + 20.6% |

**Bottom 5 Areas: Change in Pending Sales from 2015**

| | |
|---|---|
| City of Charlotte, NC | + 7.8% |
| Uptown Charlotte | + 7.2% |
| Rock Hill, SC | + 5.5% |
| Davidson, NC | - 6.5% |
| Montgomery County, NC | - 7.7% |

## Closed Sales




**Top 5 Areas: Change in Closed Sales from 2015**

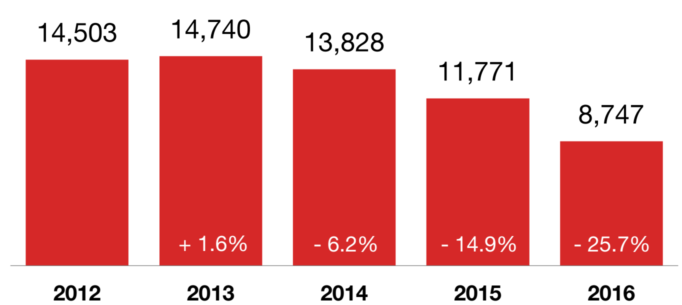
| | |
|---|---|
| Kannapolis, NC | + 20.8% |
| Lincoln County, NC | + 20.3% |
| Denver, NC | + 19.7% |
| Stanly County, NC | + 17.7% |
| Lincolnton, NC | + 17.1% |

**Bottom 5 Areas: Change in Closed Sales from 2015**

| | |
|---|---|
| Mecklenburg County, NC | + 6.0% |
| Rock Hill, SC | + 5.8% |
| Uptown Charlotte | + 2.1% |
| Davidson, NC | - 0.4% |
| Montgomery County, NC | - 11.5% |

## Inventory of Homes for Sale

At the end of the year.




**Top 5 Areas: Change in Homes for Sale from 2015**

| | |
|---|---|
| Denver, NC | + 17.0% |
| Davidson, NC | - 0.8% |
| Alexander County, NC | - 3.1% |
| Huntersville, NC | - 3.1% |
| Lake Norman | - 10.8% |

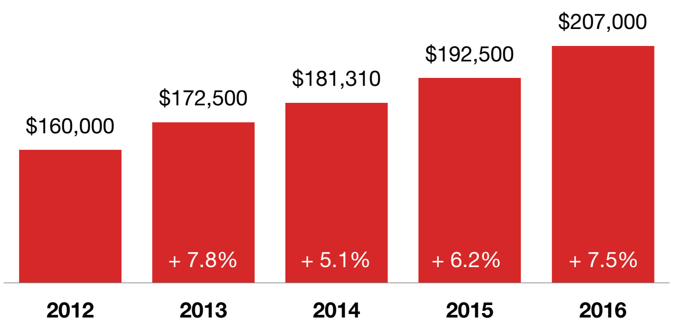
**Bottom 5 Areas: Change in Homes for Sale from 2015**

| | |
|---|---|
| Salisbury, NC | - 37.1% |
| Kannapolis, NC | - 37.6% |
| Gaston County, NC | - 40.2% |
| Lincolnton, NC | - 40.9% |
| Gastonia, NC | - 42.5% |

# Quick Facts

Charlotte Regional Realtor® Association

## Median Sales Price



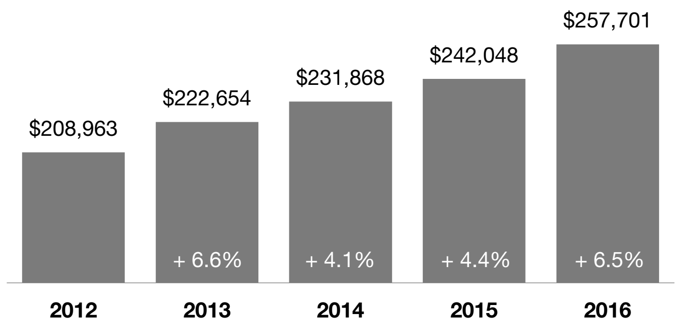

### Top 5 Areas: Change in Median Sales Price from 2015

| | |
|---|---|
| Anson County, NC | + 46.1% |
| Lincoln County, NC | + 20.4% |
| Denver, NC | + 20.1% |
| Salisbury, NC | + 14.9% |
| Lake Wylie | + 13.5% |

### Bottom 5 Areas: Change in Median Sales Price from 2015

| | |
|---|---|
| Huntersville, NC | + 4.5% |
| Cabarrus County, NC | + 4.3% |
| Iredell County, NC | + 4.2% |
| Mooresville, NC | + 2.1% |
| Montgomery County, NC | + 1.7% |

## Average Sales Price



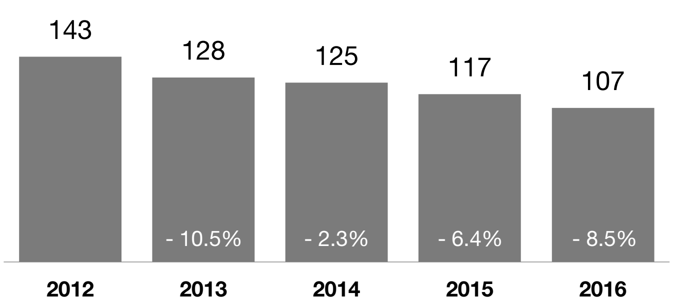

### Top 5 Areas: Change in Avg. Sales Price from 2015

| | |
|---|---|
| Anson County, NC | + 32.0% |
| Alexander County, NC | + 20.1% |
| Lincolnton, NC | + 14.8% |
| Lincoln County, NC | + 12.4% |
| Davidson, NC | + 12.4% |

### Bottom 5 Areas: Change in Avg. Sales Price from 2015

| | |
|---|---|
| Cabarrus County, NC | + 4.4% |
| Iredell County, NC | + 4.2% |
| Mooresville, NC | + 3.2% |
| Uptown Charlotte | - 2.7% |
| Montgomery County, NC | - 4.1% |

## List to Close



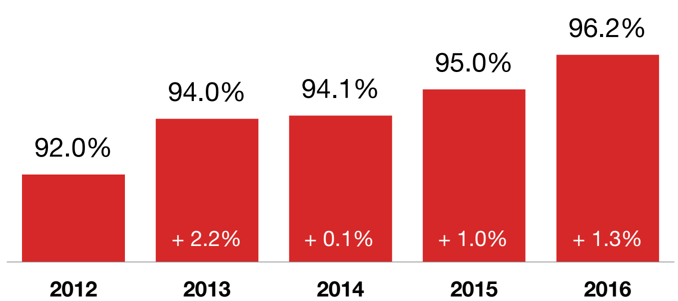

### Top 5 Areas: Change in List to Close from 2015

| | |
|---|---|
| Waxhaw, NC | + 4.4% |
| Davidson, NC | + 2.3% |
| Statesville, NC | - 0.7% |
| Lake Wylie | - 2.9% |
| Iredell County, NC | - 3.1% |

### Bottom 5 Areas: Change in List to Close from 2015

| | |
|---|---|
| Lincoln County, NC | - 12.9% |
| Rock Hill, SC | - 16.7% |
| Salisbury, NC | - 16.7% |
| Denver, NC | - 17.3% |
| Uptown Charlotte | - 17.4% |

## Percent of Original List Price Received




### Top 5 Areas: Change in Pct. of Orig. Price Received from 2015

| | |
|---|---|
| Anson County, NC | + 7.2% |
| Alexander County, NC | + 3.3% |
| Montgomery County, NC | + 3.1% |
| Salisbury, NC | + 3.0% |
| Stanly County, NC | + 2.9% |

### Bottom 5 Areas: Change in Pct. of Orig. Price Received from 2015

| | |
|---|---|
| Lancaster County, SC | + 0.6% |
| Lake Norman | + 0.5% |
| Fort Mill, SC | + 0.5% |
| Huntersville, NC | + 0.4% |
| Lake Wylie | + 0.2% |

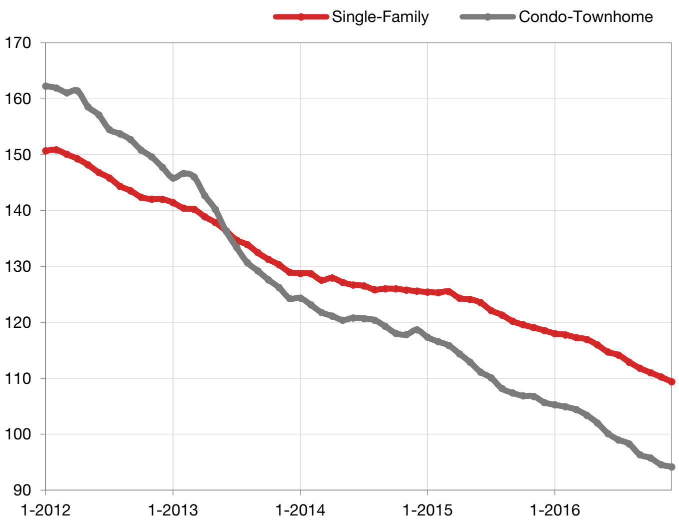
# Property Type Review

Charlotte Regional Realtor® Association

| 109 | 94 |
| --- | --- |
| Average List to Close Single-Family | Average List to Close Condo-Townhome |

## List to Close

This chart uses a rolling 12-month average for each data point.

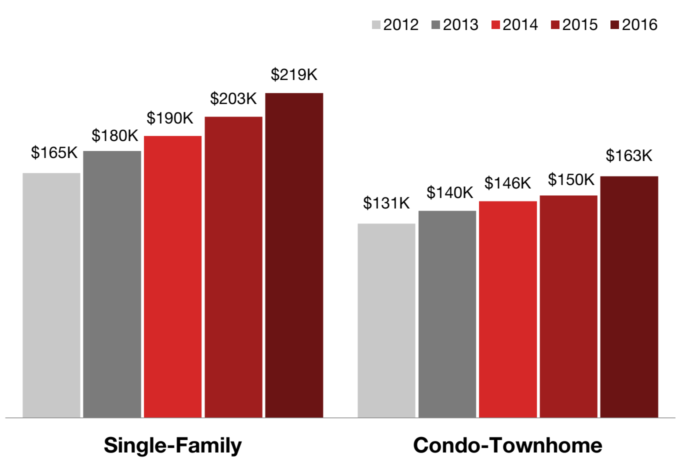



### Top Areas: Condo-Townhome Market Share in 2016

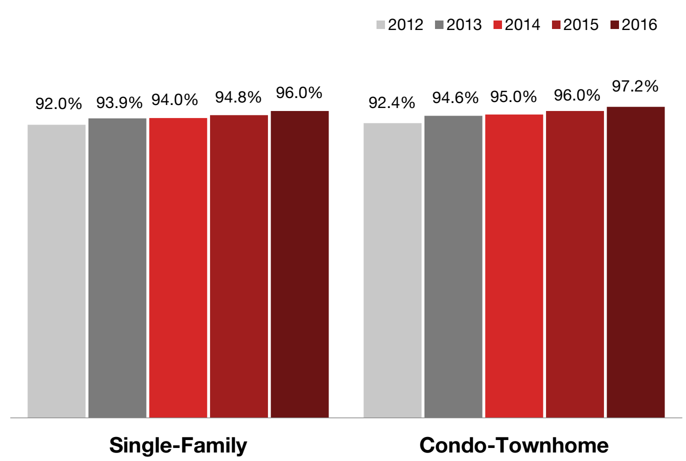
| | |
| --- | --- |
| Uptown Charlotte | 97.4% |
| Davidson, NC | 25.8% |
| City of Charlotte, NC | 24.8% |
| Mecklenburg County, NC | 23.3% |
| Fort Mill, SC | 22.6% |
| Lake Norman | 15.9% |
| Charlotte MSA | 15.6% |
| Entire CarolinaMLS Service Area | 14.4% |
| York County, SC | 14.3% |
| Mooresville, NC | 13.3% |
| Lake Wylie | 13.1% |
| Rock Hill, SC | 12.4% |
| Lancaster County, SC | 10.5% |
| Iredell County, NC | 8.8% |
| Huntersville, NC | 8.8% |
| Gaston County, NC | 8.1% |
| Concord, NC | 7.9% |
| Cabarrus County, NC | 7.4% |
| Gastonia, NC | 6.6% |
| Denver, NC | 4.3% |
| Monroe, NC | 4.1% |
| Union County, NC | 4.0% |
| Salisbury, NC | 3.7% |
| Statesville, NC | 2.3% |
| Lincoln County, NC | 2.1% |

| + 7.9% | + 8.7% | 96.0% | 97.2% |
| --- | --- | --- | --- |
| One-Year Change in Price Single-Family | One-Year Change in Price Condo-Townhome | Pct. of Orig. Price Received Single-Family | Pct. of Orig. Price Received Condo-Townhome |

## Median Sales Price




## Percent of Original List Price Received



# Distressed Homes Review



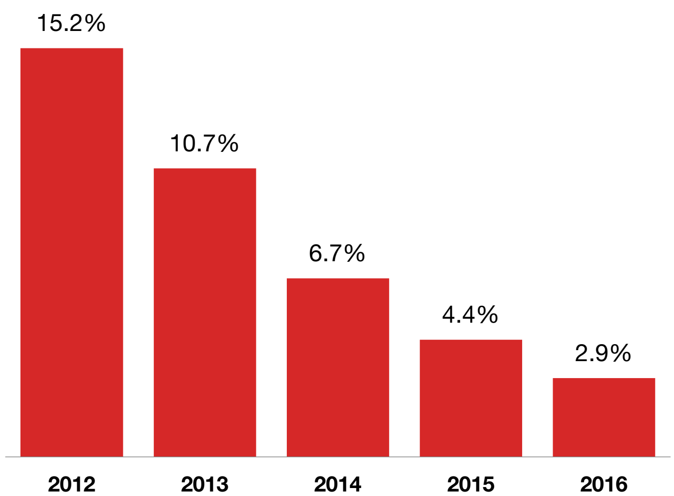
**2.9%**

Percent of Closed Sales in 2016 That Were Distressed

**- 27.1%**

One-Year Change in Sales of Lender-Mediated

## Percent of Sales That Were Distressed




## Top Areas: Lender-Mediated Market Share in 2015

| | |
|---|---|
| Kannapolis, NC | 5.8% |
| Salisbury, NC | 5.2% |
| Anson County, NC | 4.9% |
| Gaston County, NC | 4.2% |
| Gastonia, NC | 4.2% |
| Monroe, NC | 4.1% |
| Stanly County, NC | 3.9% |
| Statesville, NC | 3.9% |
| Lincolnton, NC | 3.3% |
| Alexander County, NC | 3.0% |
| City of Charlotte, NC | 2.9% |
| Entire CarolinaMLS Service Area | 2.9% |
| Lincoln County, NC | 2.8% |
| Iredell County, NC | 2.7% |
| Charlotte MSA | 2.7% |
| Union County, NC | 2.6% |
| Mecklenburg County, NC | 2.6% |
| Cabarrus County, NC | 2.6% |
| Waxhaw, NC | 2.1% |
| Rock Hill, SC | 2.0% |
| Concord, NC | 2.0% |
| Fort Mill, SC | 1.9% |
| York County, SC | 1.8% |
| Lancaster County, SC | 1.6% |
| Denver, NC | 1.3% |

**+ 20.0%**

Four-Year Change in Price All Properties

**+ 14.8%**

Four-Year Change in Price Traditional Properties

**+ 18.1%**

Four-Year Change in Price Foreclosure

**+ 4.8%**

Four-Year Change in Price Short Sale

## Median Sales Price

# Bedroom Count Review

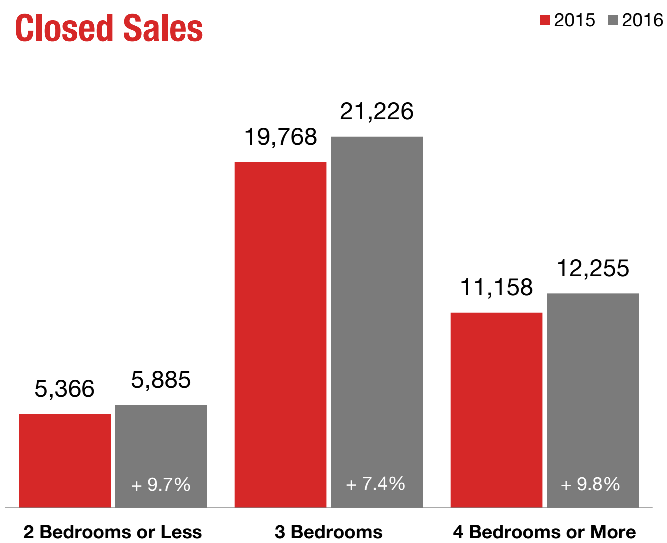
**+ 9.7%**

Growth in Closed Sales
2 Bedrooms or Less

**+ 9.8%**

Growth in Closed Sales
4 Bedrooms or More

## Closed Sales




## Top Areas: 4 Bedrooms or More Market Share in 2016

| | |
|---|---|
| Huntersville, NC | 39.0% |
| Lake Norman | 38.6% |
| Mooresville, NC | 36.3% |
| Davidson, NC | 35.4% |
| Waxhaw, NC | 35.3% |
| Lake Wylie | 34.7% |
| Fort Mill, SC | 32.6% |
| Union County, NC | 32.3% |
| Iredell County, NC | 31.4% |
| Lancaster County, SC | 29.8% |
| Cabarrus County, NC | 29.0% |
| Denver, NC | 29.0% |
| York County, SC | 28.9% |
| Mecklenburg County, NC | 28.7% |
| Concord, NC | 28.4% |
| Charlotte MSA | 28.0% |
| Entire CarolinaMLS Service Area | 27.6% |
| City of Charlotte, NC | 27.3% |
| Monroe, NC | 26.1% |
| Rock Hill, SC | 24.8% |
| Lincoln County, NC | 23.4% |
| Gaston County, NC | 22.1% |
| Statesville, NC | 22.0% |
| Gastonia, NC | 21.6% |
| Anson County, NC | 21.1% |

**96.2%**

Percent of Original List Price
Received in 2016 for
All Properties

**95.0%**

Percent of Original List Price
Received in 2016 for
2 Bedrooms or Less

**96.3%**

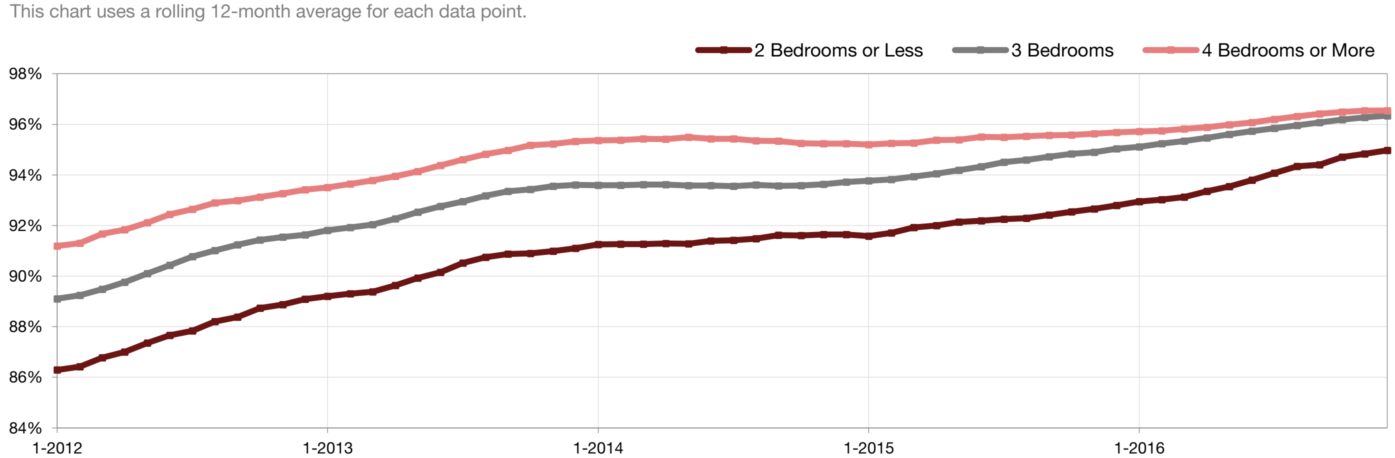
Percent of Original List Price
Received in 2016 for
3 Bedrooms

**96.5%**

Percent of Original List Price
Received in 2016 for
4 Bedrooms or More

## Percent of Original List Price Received

This chart uses a rolling 12-month average for each data point.



# Price Range Review

Charlotte Regional Realtor® Association

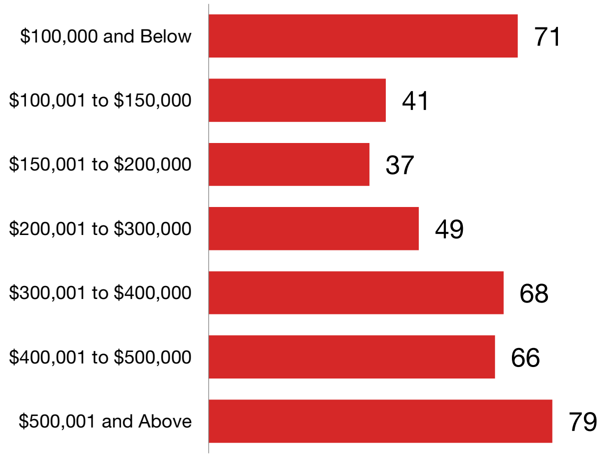
**$150,001 to $200,000**
Price Range with Shortest Average Market Time

**$500,001 and Above**
Price Range with Longest Average Market Time

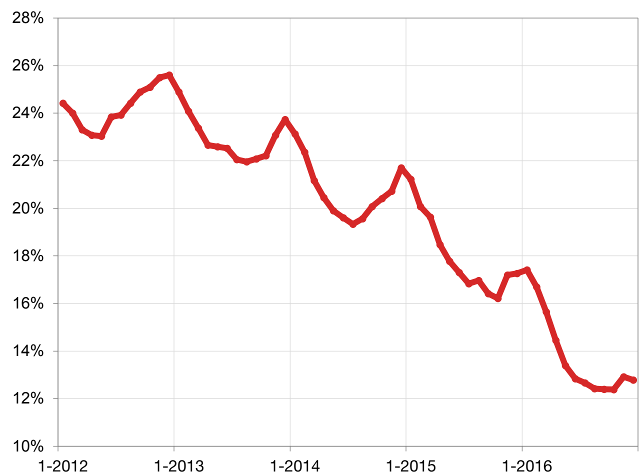
**12.8%**
of Homes for Sale at Year End Priced $100,000 and Below

**- 45.0%**
One-Year Change in Homes for Sale Priced $100,000 and Below

## Days on Market Until Sale by Price Range




## Share of Homes for Sale $100,000 and Below



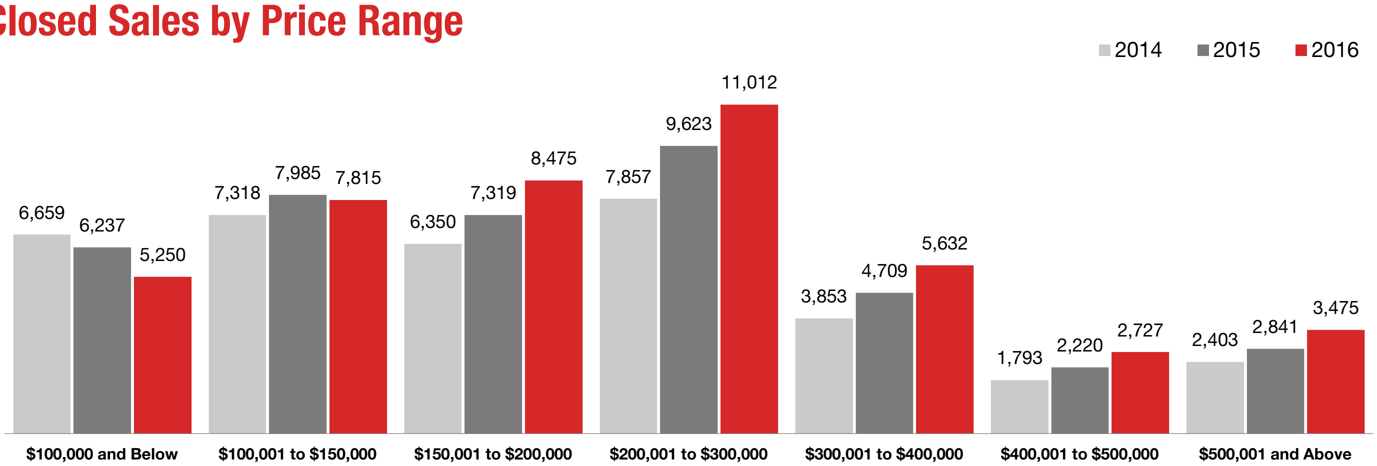

**$200,001 to $300,000**
Price Range with the Most Closed Sales

**+ 22.8%**
Price Range with Strongest One-Year Change in Sales: $400,001 to $500,000

**$400,001 to $500,000**
Price Range with the Fewest Closed Sales

**- 15.8%**
Price Range with Weakest One-Year Change in Sales: $100,000 and Below

## Closed Sales by Price Range



# Showings Review

Charlotte Regional Realtor® Association

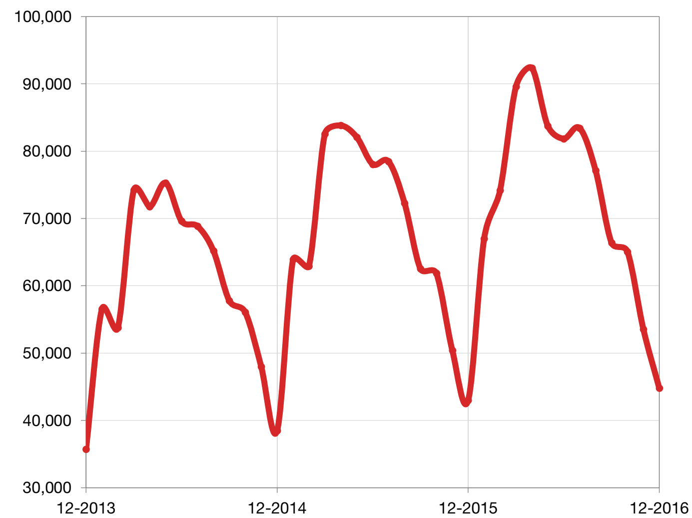
**10.0**

Median Number of Showings Before Pending

**- 9.0%**

One-Year Change in Median Showings Before Pending

## Monthly Number of Showings




## Top 10 Areas: Number of Showings

| | |
|---|---|
| Charlotte MSA | 795,472 |
| Mecklenburg County, NC | 446,785 |
| City of Charlotte, NC | 356,255 |
| Union County, NC | 81,978 |
| York County, SC | 79,762 |
| Cabarrus County, NC | 68,656 |
| Iredell County, NC | 58,830 |
| Lake Norman | 54,691 |
| Gaston County, NC | 50,709 |
| Mooresville, NC | 41,933 |

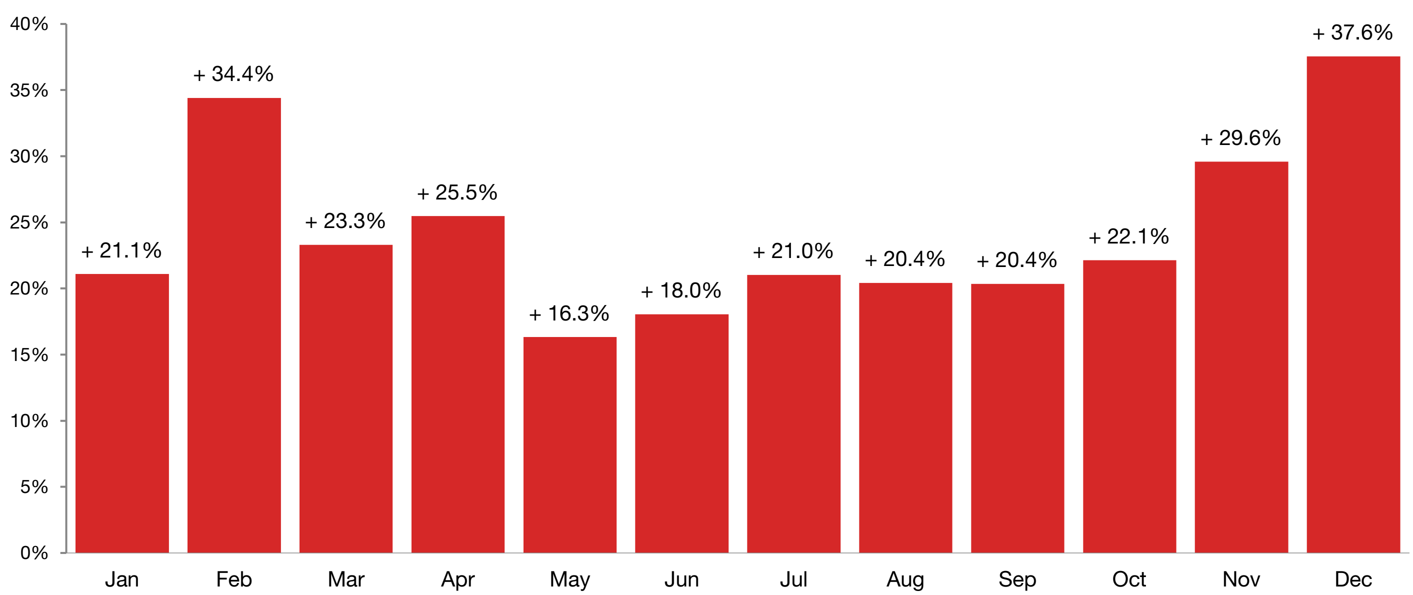
## Top 10 Areas: Number of Showings per Listing

| | |
|---|---|
| Uptown Charlotte | 19.9 |
| City of Charlotte, NC | 19.2 |
| Mecklenburg County, NC | 18.9 |
| Fort Mill, SC | 17.1 |
| Huntersville, NC | 16.8 |
| Davidson, NC | 16.8 |
| Concord, NC | 16.3 |
| Charlotte MSA | 16.1 |
| Cabarrus County, NC | 15.5 |
| Waxhaw, NC | 15.1 |

**+ 7.0%** One-Year Change in Total Showings

**April '16** Peak Showing Activity Month

## 2016 Year-Over-Year Change in Monthly Showings per Listing



# Area Overviews

Charlotte Regional Realtor® Association

| | Total Closed Sales | Change from 2015 | Percent Condo-Townhome | Percent Distressed | Median Showings to Pending | Months Supply of Inventory* | List to Close | Pct. of Orig. Price Received |
|---|---|---|---|---|---|---|---|---|
| **Entire CarolinaMLS Service Area** | **44,386** | **+ 8.4%** | **14.4%** | **2.9%** | **10** | **2.3** | **107** | **96.2%** |
| Alexander County, NC | 135 | + 7.1% | 0.0% | 3.0% | 2 | 4.9 | 143 | 93.7% |
| Anson County, NC | 123 | + 11.8% | 0.0% | 4.9% | 3 | 9.7 | 231 | 88.8% |
| Cabarrus County, NC | 3,390 | + 7.3% | 7.4% | 2.6% | 10 | 1.8 | 100 | 96.3% |
| Charlotte MSA | 38,650 | + 8.0% | 15.6% | 2.7% | 11 | 1.9 | 102 | 96.6% |
| City of Charlotte, NC | 15,546 | + 6.6% | 24.8% | 2.9% | 13 | 1.3 | 92 | 97.2% |
| Concord, NC | 1,965 | + 6.4% | 7.9% | 2.0% | 11 | 1.6 | 97 | 96.4% |
| Davidson, NC | 461 | - 0.4% | 25.8% | 0.4% | 12 | 3.5 | 132 | 96.5% |
| Denver, NC | 601 | + 19.7% | 4.3% | 1.3% | 7 | 4.3 | 115 | 96.5% |
| Fort Mill, SC | 1,541 | + 16.2% | 22.6% | 1.9% | 11 | 1.9 | 100 | 97.4% |
| Gaston County, NC | 3,048 | + 8.2% | 8.1% | 4.2% | 8 | 2.3 | 122 | 95.3% |
| Gastonia, NC | 1,416 | + 9.9% | 6.6% | 4.2% | 9 | 2.3 | 122 | 95.0% |
| Huntersville, NC | 1,524 | + 7.0% | 8.8% | 1.0% | 12 | 1.8 | 93 | 97.1% |
| Iredell County, NC | 2,984 | + 9.5% | 8.8% | 2.7% | 8 | 3.6 | 126 | 94.7% |
| Kannapolis, NC | 685 | + 20.8% | 1.6% | 5.8% | 9 | 2.1 | 111 | 94.4% |
| Lake Norman | 2,009 | + 6.5% | 15.9% | 1.3% | 9 | 4.5 | 136 | 94.7% |
| Lake Wylie | 1,060 | + 9.2% | 13.1% | 0.8% | 8 | 3.0 | 133 | 95.8% |
| Lancaster County, SC | 1,344 | + 8.0% | 10.5% | 1.6% | 8 | 2.7 | 114 | 96.4% |
| Lincoln County, NC | 1,246 | + 20.3% | 2.1% | 2.8% | 7 | 3.4 | 121 | 94.8% |
| Lincolnton, NC | 398 | + 17.1% | 0.0% | 3.3% | 7 | 2.7 | 130 | 93.2% |
| Mecklenburg County, NC | 19,463 | + 6.0% | 23.3% | 2.6% | 13 | 1.5 | 94 | 97.2% |
| Monroe, NC | 1,123 | + 12.1% | 4.1% | 4.1% | 10 | 2.1 | 105 | 96.5% |
| Montgomery County, NC | 170 | - 11.5% | 0.6% | 0.6% | 3 | 14.4 | 240 | 86.6% |
| Mooresville, NC | 1,823 | + 8.3% | 13.3% | 1.3% | 10 | 3.3 | 122 | 95.2% |
| Rock Hill, SC | 1,608 | + 5.8% | 12.4% | 2.0% | 9 | 1.9 | 95 | 97.1% |
| Salisbury, NC | 782 | + 12.5% | 3.7% | 5.2% | 7 | 3.8 | 135 | 92.6% |
| Stanly County, NC | 585 | + 17.7% | 1.0% | 3.9% | 6 | 4.6 | 154 | 92.8% |
| Statesville, NC | 870 | + 8.9% | 2.3% | 3.9% | 7 | 3.5 | 133 | 93.6% |
| Union County, NC | 4,142 | + 9.7% | 4.0% | 2.6% | 10 | 2.2 | 110 | 96.9% |
| Uptown Charlotte | 340 | + 2.1% | 97.4% | 0.6% | 13 | 2.5 | 95 | 96.6% |
| Waxhaw, NC | 1,149 | + 13.9% | 1.8% | 2.1% | 11 | 2.6 | 119 | 96.6% |
| York County, SC | 4,554 | + 10.9% | 14.3% | 1.8% | 9 | 2.2 | 104 | 96.8% |

***Note:** CarolinaMLS did not include "showable" under contract listings in the "Pending Sales" stats before July 2012. Listing agents report listings as "Under Contract-Show" earlier in the transaction. As a result, "Pending Sales" stats trend higher and "Months Supply of Inventory" stats trend lower since July 2012.

# Area Historical Median Prices

Charlotte Regional Realtor® Association

| | 2012 | 2013 | 2014 | 2015 | 2016 | Change From 2015 | Change From 2012 |
|---|---|---|---|---|---|---|---|
| **Entire CarolinaMLS Service Area** | **$160,000** | **$172,500** | **$181,310** | **$192,500** | **$207,000** | **+ 7.5%** | **+ 29.4%** |
| Alexander County, NC | $112,000 | $98,500 | $115,250 | $123,678 | $137,500 | + 11.2% | + 22.8% |
| Anson County, NC | $50,276 | $59,400 | $62,500 | $59,500 | $86,900 | + 46.1% | + 72.8% |
| Cabarrus County, NC | $153,488 | $160,000 | $169,950 | $184,500 | $192,500 | + 4.3% | + 25.4% |
| Charlotte MSA | $162,000 | $175,000 | $185,000 | $195,400 | $210,003 | + 7.5% | + 29.6% |
| City of Charlotte, NC | $150,000 | $169,900 | $178,500 | $188,000 | $202,500 | + 7.7% | + 35.0% |
| Concord, NC | $151,000 | $158,750 | $165,000 | $177,500 | $187,500 | + 5.6% | + 24.2% |
| Davidson, NC | $277,000 | $290,000 | $288,500 | $297,500 | $330,000 | + 10.9% | + 19.1% |
| Denver, NC | $270,000 | $274,000 | $289,154 | $291,445 | $350,000 | + 20.1% | + 29.6% |
| Fort Mill, SC | $235,900 | $243,976 | $256,500 | $260,000 | $285,000 | + 9.6% | + 20.8% |
| Gaston County, NC | $114,700 | $118,000 | $124,815 | $139,000 | $149,999 | + 7.9% | + 30.8% |
| Gastonia, NC | $106,000 | $106,275 | $118,000 | $133,500 | $142,058 | + 6.4% | + 34.0% |
| Huntersville, NC | $221,000 | $237,304 | $245,000 | $258,435 | $270,000 | + 4.5% | + 22.2% |
| Iredell County, NC | $172,500 | $178,000 | $190,000 | $208,000 | $216,750 | + 4.2% | + 25.7% |
| Kannapolis, NC | $82,000 | $89,900 | $94,000 | $116,000 | $123,500 | + 6.5% | + 50.6% |
| Lake Norman | $329,900 | $330,000 | $348,000 | $342,812 | $365,000 | + 6.5% | + 10.6% |
| Lake Wylie | $276,850 | $270,025 | $297,886 | $290,557 | $329,925 | + 13.5% | + 19.2% |
| Lancaster County, SC | $208,000 | $225,900 | $232,000 | $246,548 | $258,500 | + 4.8% | + 24.3% |
| Lincoln County, NC | $165,000 | $160,750 | $193,000 | $196,000 | $235,900 | + 20.4% | + 43.0% |
| Lincolnton, NC | $106,250 | $114,500 | $127,500 | $130,000 | $142,000 | + 9.2% | + 33.6% |
| Mecklenburg County, NC | $165,000 | $184,000 | $192,000 | $204,700 | $218,525 | + 6.8% | + 32.4% |
| Monroe, NC | $122,000 | $136,000 | $150,000 | $157,250 | $172,000 | + 9.4% | + 41.0% |
| Montgomery County, NC | $92,000 | $92,500 | $130,475 | $133,750 | $136,000 | + 1.7% | + 47.8% |
| Mooresville, NC | $213,500 | $224,130 | $242,486 | $255,000 | $260,480 | + 2.1% | + 22.0% |
| Rock Hill, SC | $147,500 | $149,900 | $150,000 | $157,000 | $169,900 | + 8.2% | + 15.2% |
| Salisbury, NC | $114,000 | $115,000 | $110,450 | $120,000 | $137,900 | + 14.9% | + 21.0% |
| Stanly County, NC | $107,750 | $113,000 | $115,500 | $126,000 | $137,250 | + 8.9% | + 27.4% |
| Statesville, NC | $99,700 | $105,300 | $115,000 | $131,000 | $144,000 | + 9.9% | + 44.4% |
| Union County, NC | $190,443 | $205,500 | $222,000 | $235,000 | $257,500 | + 9.6% | + 35.2% |
| Uptown Charlotte | $210,000 | $219,000 | $269,000 | $250,500 | $263,000 | + 5.0% | + 25.2% |
| Waxhaw, NC | $295,817 | $309,250 | $326,870 | $346,700 | $387,750 | + 11.8% | + 31.1% |
| York County, SC | $179,900 | $184,988 | $194,500 | $205,500 | $226,206 | + 10.1% | + 25.7% |