

# Local Market Update – October 2014

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
FOR MORE INFORMATION CONTACT A REALTOR®



Charlotte Regional **Realtor®** Association

## Entire CarolinaMLS Region

**- 4.4%**

Change in  
New Listings

**+ 13.3%**

Change in  
Closed Sales

**+ 5.9%**

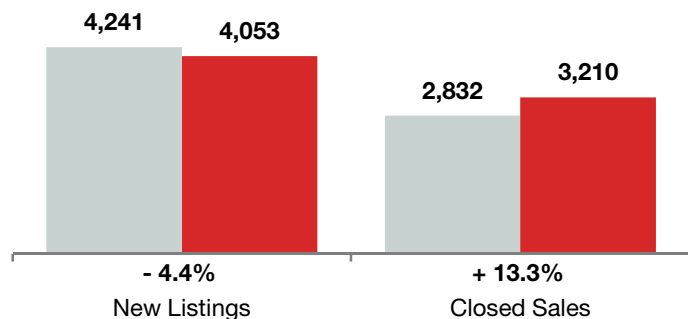
Change in  
Median Sales Price

|  | October   |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2013      | 2014             | + / -   | 2013         | 2014             | + / -   |
| New Listings                             | 4,241     | <b>4,053</b>     | - 4.4%  | 46,376       | <b>46,701</b>    | + 0.7%  |
| Closed Sales                             | 2,832     | <b>3,210</b>     | + 13.3% | 29,271       | <b>30,397</b>    | + 3.8%  |
| Median Sales Price*                      | \$169,900 | <b>\$180,000</b> | + 5.9%  | \$172,000    | <b>\$180,500</b> | + 4.9%  |
| Average Sales Price*                     | \$210,274 | <b>\$228,080</b> | + 8.5%  | \$222,010    | <b>\$231,886</b> | + 4.4%  |
| Percent of Original List Price Received* | 93.9%     | <b>93.9%</b>     | 0.0%    | 94.0%        | <b>94.1%</b>     | + 0.1%  |
| List to Close                            | 130       | <b>128</b>       | - 1.5%  | 135          | <b>130</b>       | - 3.7%  |
| Days on Market Until Sale                | 92        | <b>72</b>        | - 22.1% | 96           | <b>82</b>        | - 15.0% |
| Cumulative Days on Market Until Sale     | 105       | <b>86</b>        | - 18.4% | 113          | <b>100</b>       | - 11.5% |
| Inventory of Homes for Sale              | 16,608    | <b>14,519</b>    | - 12.6% | --           | --               | --      |
| Months Supply of Inventory               | 5.8       | <b>4.8</b>       | - 18.2% | --           | --               | --      |

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size. | 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 the new "Months Supply of Inventory" stats trend lower since July 2012.

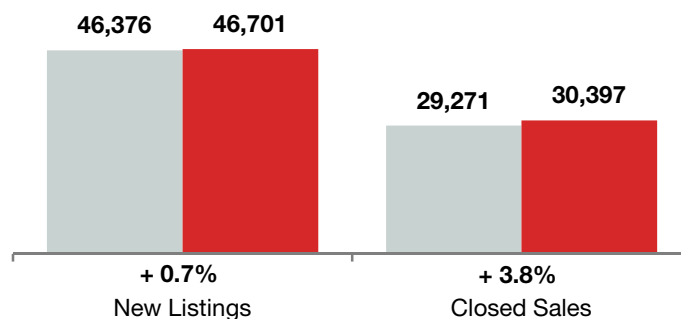
### October

■ 2013 ■ 2014



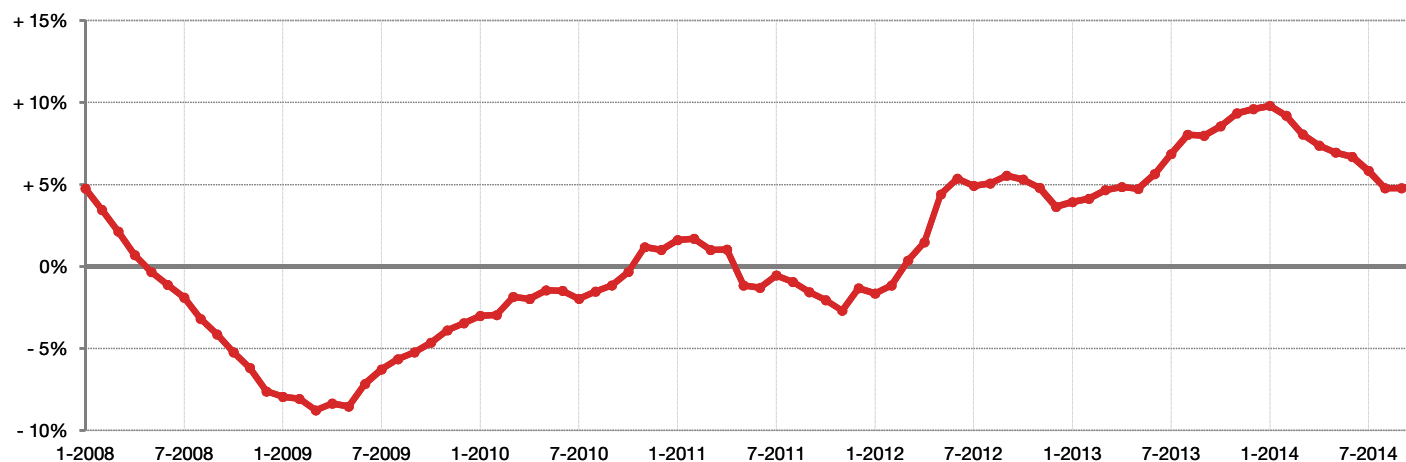
### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area



\*\* Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Current as of November 5, 2014. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR® Association. Powered by 10K Research and Marketing.

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Charlotte Regional Realtor® Association

## Alexander County, NC

**- 15.0%**

Change in  
New Listings

**+ 9.1%**

Change in  
Closed Sales

**+ 10.3%**

Change in  
Median Sales Price

### October

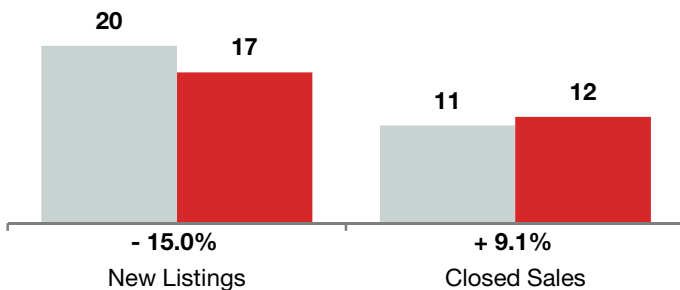
### Year to Date

|  | 2013      | 2014             | + / -   | 2013      | 2014             | + / -   |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                             | 20        | 17               | - 15.0% | 152       | 171              | + 12.5% |
| Closed Sales                             | 11        | 12               | + 9.1%  | 83        | 89               | + 7.2%  |
| Median Sales Price*                      | \$87,500  | <b>\$96,500</b>  | + 10.3% | \$92,000  | <b>\$125,000</b> | + 35.9% |
| Average Sales Price*                     | \$121,017 | <b>\$124,008</b> | + 2.5%  | \$136,053 | <b>\$159,956</b> | + 17.6% |
| Percent of Original List Price Received* | 90.4%     | <b>88.8%</b>     | - 1.8%  | 85.8%     | <b>90.0%</b>     | + 4.9%  |
| List to Close                            | 181       | <b>197</b>       | + 8.4%  | 193       | <b>180</b>       | - 6.7%  |
| Days on Market Until Sale                | 150       | <b>149</b>       | - 0.5%  | 143       | <b>138</b>       | - 3.1%  |
| Cumulative Days on Market Until Sale     | 164       | <b>149</b>       | - 9.4%  | 158       | <b>145</b>       | - 8.6%  |
| Inventory of Homes for Sale              | 84        | <b>93</b>        | + 10.7% | --        | --               | --      |
| Months Supply of Inventory               | 10.7      | <b>10.3</b>      | - 3.6%  | --        | --               | --      |

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size. | 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 the new "Months Supply of Inventory" stats trend lower since July 2012.

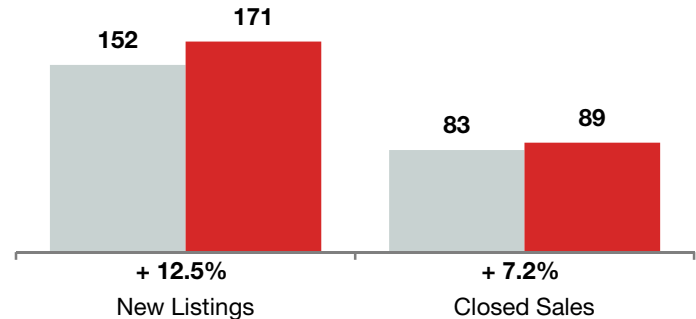
### October

■ 2013 ■ 2014



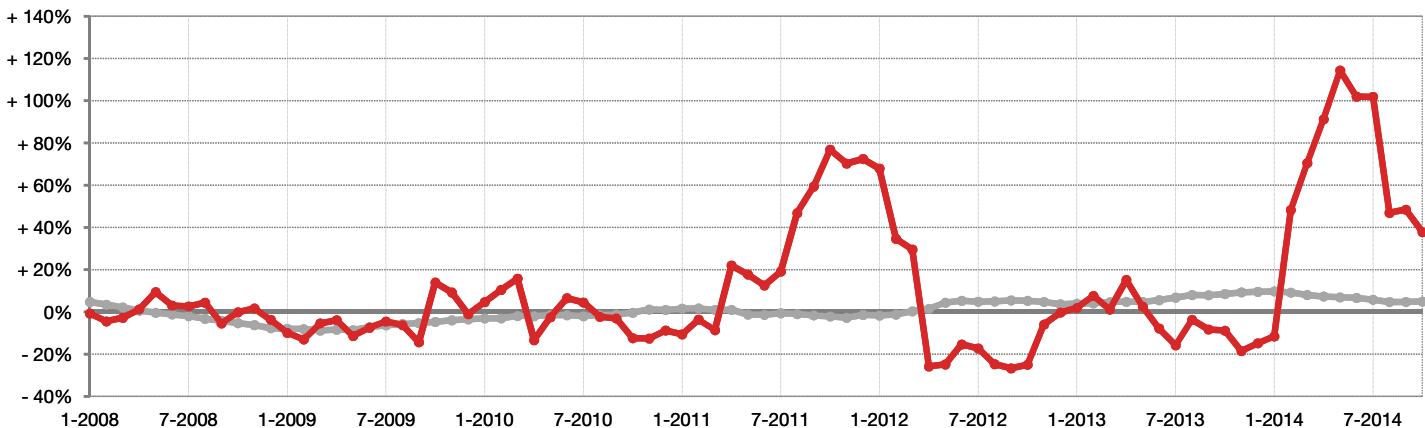
### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area —  
Alexander County, NC —



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Charlotte Regional Realtor® Association

## Anson County, NC

**- 27.3%**

Change in  
New Listings

**0.0%**

Change in  
Closed Sales

**- 17.4%**

Change in  
Median Sales Price

### October

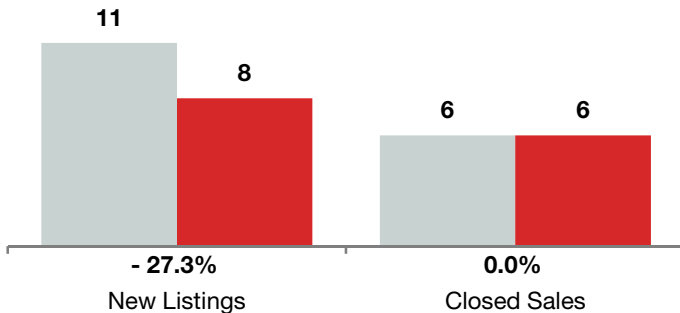
### Year to Date

|  | 2013     | 2014            | + / -   | 2013     | 2014            | + / -   |
|--|----------|-----------------|---------|----------|-----------------|---------|
| New Listings                             | 11       | 8               | - 27.3% | 147      | 162             | + 10.2% |
| Closed Sales                             | 6        | 6               | 0.0%    | 78       | 64              | - 17.9% |
| Median Sales Price*                      | \$69,900 | <b>\$57,750</b> | - 17.4% | \$61,741 | <b>\$62,250</b> | + 0.8%  |
| Average Sales Price*                     | \$95,300 | <b>\$54,900</b> | - 42.4% | \$73,129 | <b>\$78,170</b> | + 6.9%  |
| Percent of Original List Price Received* | 77.9%    | <b>85.9%</b>    | + 10.3% | 84.4%    | <b>85.9%</b>    | + 1.8%  |
| List to Close                            | 331      | <b>200</b>      | - 39.4% | 243      | <b>193</b>      | - 20.6% |
| Days on Market Until Sale                | 292      | <b>138</b>      | - 52.8% | 187      | <b>167</b>      | - 10.9% |
| Cumulative Days on Market Until Sale     | 292      | <b>138</b>      | - 52.8% | 193      | <b>193</b>      | + 0.2%  |
| Inventory of Homes for Sale              | 125      | <b>130</b>      | + 4.0%  | --       | --              | --      |
| Months Supply of Inventory               | 17.0     | <b>21.1</b>     | + 23.7% | --       | --              | --      |

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size. | 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 the new "Months Supply of Inventory" stats trend lower since July 2012.

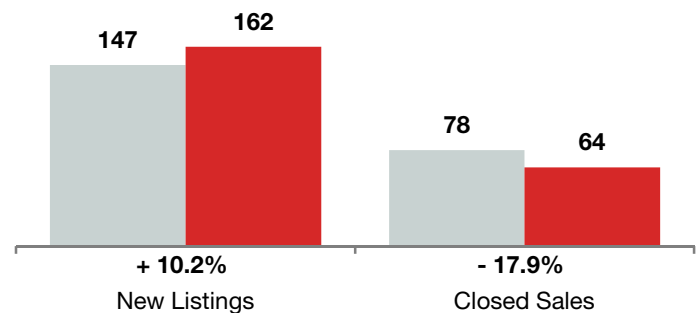
### October

2013 2014



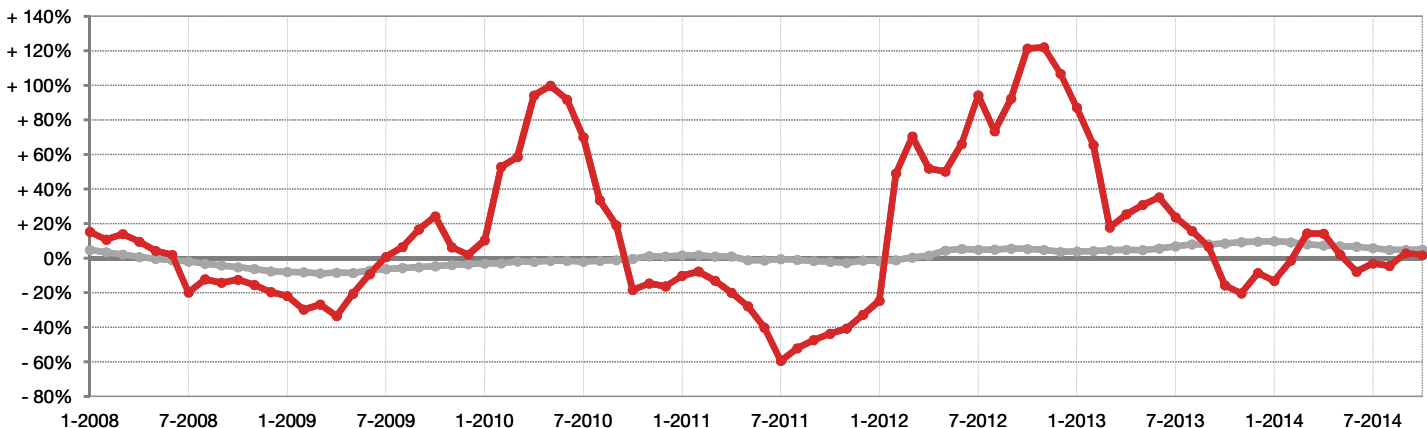
### Year to Date

2013 2014



## Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area  
Anson County, NC



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Charlotte Regional Realtor® Association

## Cabarrus County, NC

- 4.8%

Change in  
New Listings

+ 22.9%

Change in  
Closed Sales

+ 7.7%

Change in  
Median Sales Price

### October

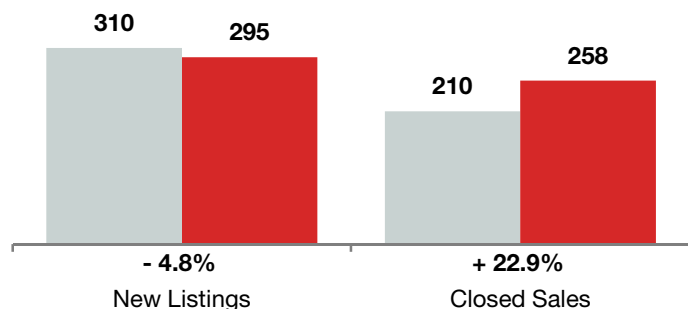
### Year to Date

|  | 2013      | 2014      | + / -   | 2013      | 2014      | + / -   |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                             | 310       | 295       | - 4.8%  | 3,368     | 3,474     | + 3.1%  |
| Closed Sales                             | 210       | 258       | + 22.9% | 2,179     | 2,378     | + 9.1%  |
| Median Sales Price*                      | \$155,500 | \$167,450 | + 7.7%  | \$157,897 | \$168,000 | + 6.4%  |
| Average Sales Price*                     | \$177,714 | \$184,142 | + 3.6%  | \$179,305 | \$188,962 | + 5.4%  |
| Percent of Original List Price Received* | 92.6%     | 93.7%     | + 1.2%  | 92.9%     | 93.7%     | + 0.9%  |
| List to Close                            | 122       | 128       | + 4.9%  | 144       | 133       | - 7.6%  |
| Days on Market Until Sale                | 80        | 70        | - 13.0% | 107       | 82        | - 23.2% |
| Cumulative Days on Market Until Sale     | 101       | 84        | - 17.5% | 122       | 98        | - 19.6% |
| Inventory of Homes for Sale              | 1,237     | 975       | - 21.2% | --        | --        | --      |
| Months Supply of Inventory               | 5.7       | 4.1       | - 28.1% | --        | --        | --      |

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size. | 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 the new "Months Supply of Inventory" stats trend lower since July 2012.

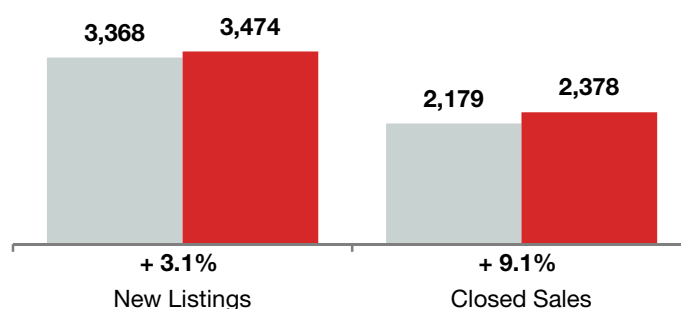
### October

2013 2014



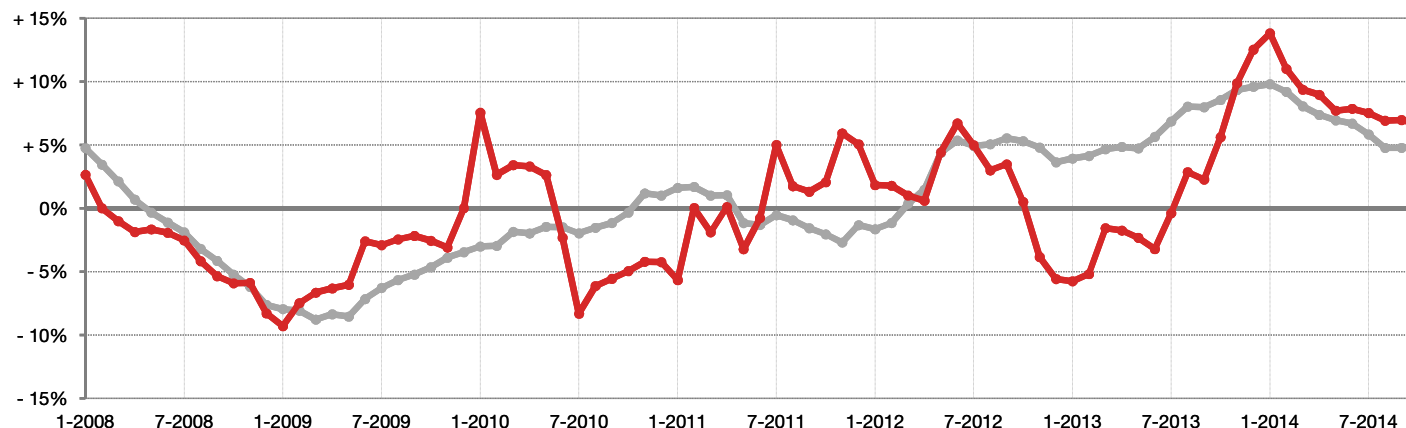
### Year to Date

2013 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area  
Cabarrus County, NC



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Charlotte Regional Realtor® Association

## Gaston County, NC

**+ 16.5%**

Change in  
New Listings

**+ 14.8%**

Change in  
Closed Sales

**+ 13.2%**

Change in  
Median Sales Price

### October

### Year to Date

|  | 2013      | 2014             | + / -   | 2013      | 2014             | + / -   |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                             | 285       | 332              | + 16.5% | 3,369     | 3,361            | - 0.2%  |
| Closed Sales                             | 196       | 225              | + 14.8% | 1,835     | 1,991            | + 8.5%  |
| Median Sales Price*                      | \$114,000 | <b>\$129,000</b> | + 13.2% | \$115,000 | <b>\$124,865</b> | + 8.6%  |
| Average Sales Price*                     | \$139,939 | <b>\$138,884</b> | - 0.8%  | \$133,697 | <b>\$142,066</b> | + 6.3%  |
| Percent of Original List Price Received* | 91.2%     | <b>92.0%</b>     | + 0.9%  | 91.6%     | <b>91.9%</b>     | + 0.3%  |
| List to Close                            | 144       | <b>150</b>       | + 4.0%  | 144       | <b>144</b>       | 0.0%    |
| Days on Market Until Sale                | 108       | <b>89</b>        | - 17.7% | 108       | <b>96</b>        | - 10.4% |
| Cumulative Days on Market Until Sale     | 128       | <b>106</b>       | - 17.2% | 130       | <b>121</b>       | - 6.5%  |
| Inventory of Homes for Sale              | 1,439     | <b>1,233</b>     | - 14.3% | --        | --               | --      |
| Months Supply of Inventory               | 8.0       | <b>6.0</b>       | - 25.6% | --        | --               | --      |

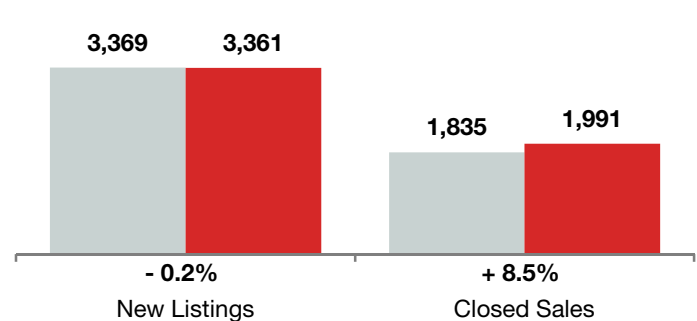
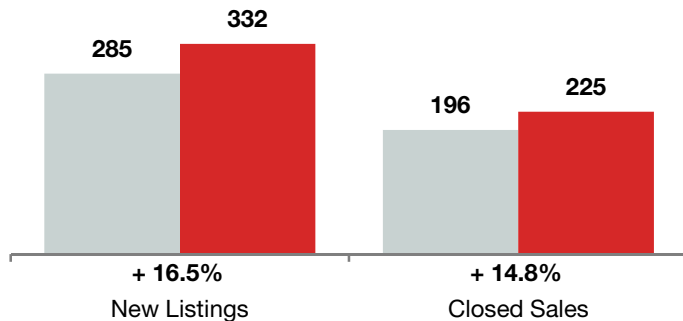
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### October

■ 2013 ■ 2014

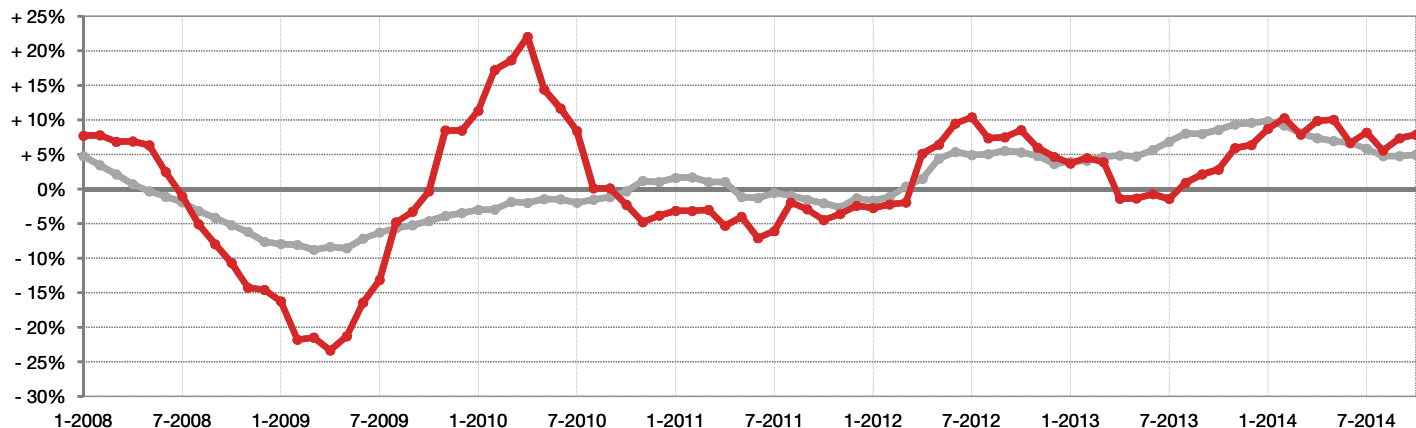
### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area —  
Gaston County, NC —



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## Iredell County, NC

**- 15.8%**

Change in  
New Listings

**+ 11.5%**

Change in  
Closed Sales

**+ 22.6%**

Change in  
Median Sales Price

### October

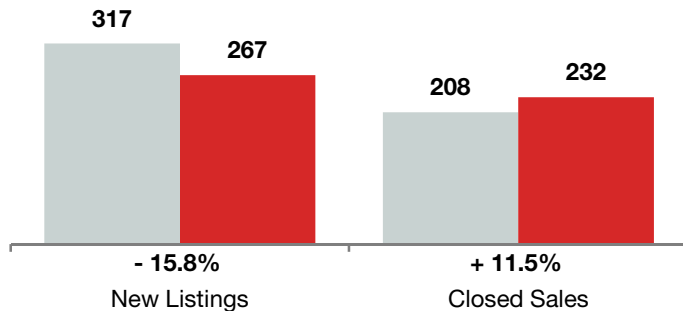
### Year to Date

|  | 2013      | 2014             | + / -   | 2013      | 2014             | + / -   |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                             | 317       | 267              | - 15.8% | 3,544     | 3,241            | - 8.5%  |
| Closed Sales                             | 208       | 232              | + 11.5% | 1,988     | 1,935            | - 2.7%  |
| Median Sales Price*                      | \$166,000 | <b>\$203,500</b> | + 22.6% | \$178,300 | <b>\$190,000</b> | + 6.6%  |
| Average Sales Price*                     | \$195,886 | <b>\$280,560</b> | + 43.2% | \$242,530 | <b>\$270,670</b> | + 11.6% |
| Percent of Original List Price Received* | 92.3%     | <b>92.8%</b>     | + 0.5%  | 92.7%     | <b>92.5%</b>     | - 0.2%  |
| List to Close                            | 149       | <b>136</b>       | - 9.1%  | 143       | <b>142</b>       | - 0.7%  |
| Days on Market Until Sale                | 113       | <b>82</b>        | - 27.5% | 108       | <b>97</b>        | - 10.1% |
| Cumulative Days on Market Until Sale     | 127       | <b>99</b>        | - 22.2% | 125       | <b>121</b>       | - 3.3%  |
| Inventory of Homes for Sale              | 1,440     | <b>1,236</b>     | - 14.2% | --        | --               | --      |
| Months Supply of Inventory               | 7.5       | <b>6.3</b>       | - 15.7% | --        | --               | --      |

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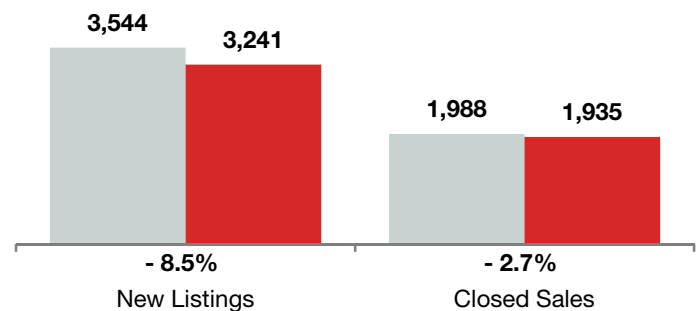
### October

■ 2013 ■ 2014



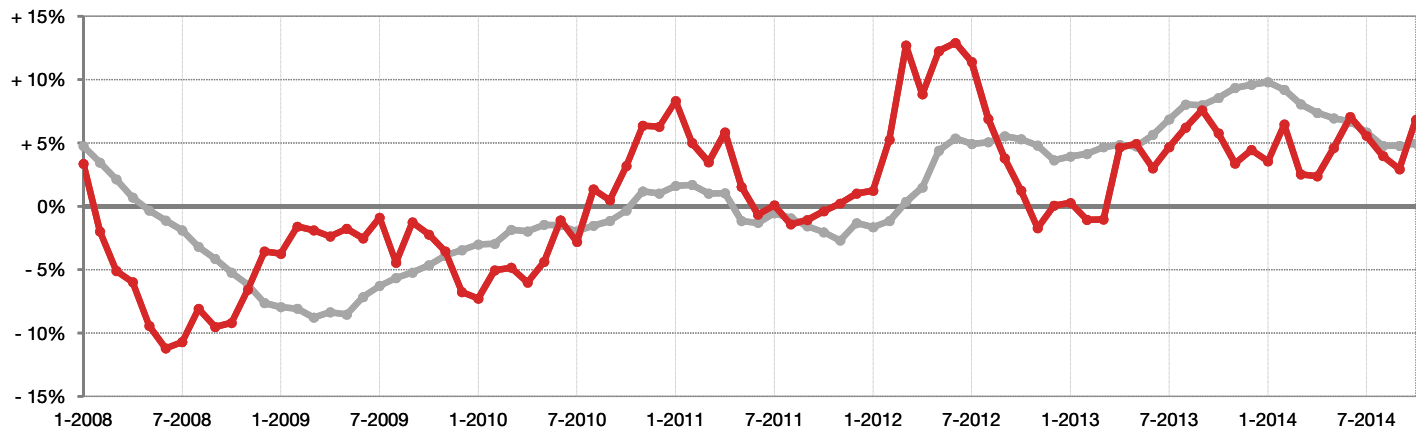
### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area —  
Iredell County, NC —



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## Lincoln County, NC

**- 17.7%**

Change in  
New Listings

**+ 8.1%**

Change in  
Closed Sales

**+ 39.9%**

Change in  
Median Sales Price

### October

### Year to Date

|  | 2013      | 2014             | + / -   | 2013      | 2014             | + / -   |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                             | 130       | 107              | - 17.7% | 1,365     | 1,408            | + 3.2%  |
| Closed Sales                             | 86        | 93               | + 8.1%  | 727       | 773              | + 6.3%  |
| Median Sales Price*                      | \$146,500 | <b>\$205,000</b> | + 39.9% | \$162,250 | <b>\$189,000</b> | + 16.5% |
| Average Sales Price*                     | \$206,894 | <b>\$236,933</b> | + 14.5% | \$220,662 | <b>\$243,462</b> | + 10.3% |
| Percent of Original List Price Received* | 88.7%     | <b>93.3%</b>     | + 5.2%  | 92.2%     | <b>92.8%</b>     | + 0.7%  |
| List to Close                            | 151       | 152              | + 0.7%  | 148       | 140              | - 5.4%  |
| Days on Market Until Sale                | 103       | 95               | - 8.5%  | 109       | 97               | - 11.0% |
| Cumulative Days on Market Until Sale     | 118       | 129              | + 9.9%  | 131       | 126              | - 4.1%  |
| Inventory of Homes for Sale              | 573       | 562              | - 1.9%  | --        | --               | --      |
| Months Supply of Inventory               | 8.1       | 7.3              | - 9.7%  | --        | --               | --      |

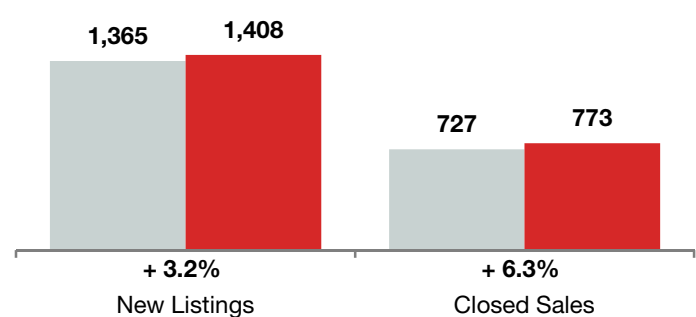
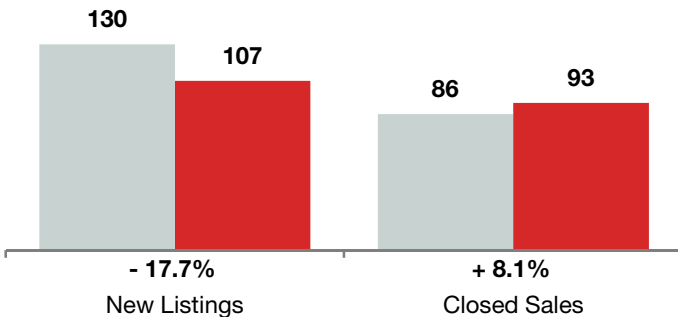
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■ 2013 ■ 2014

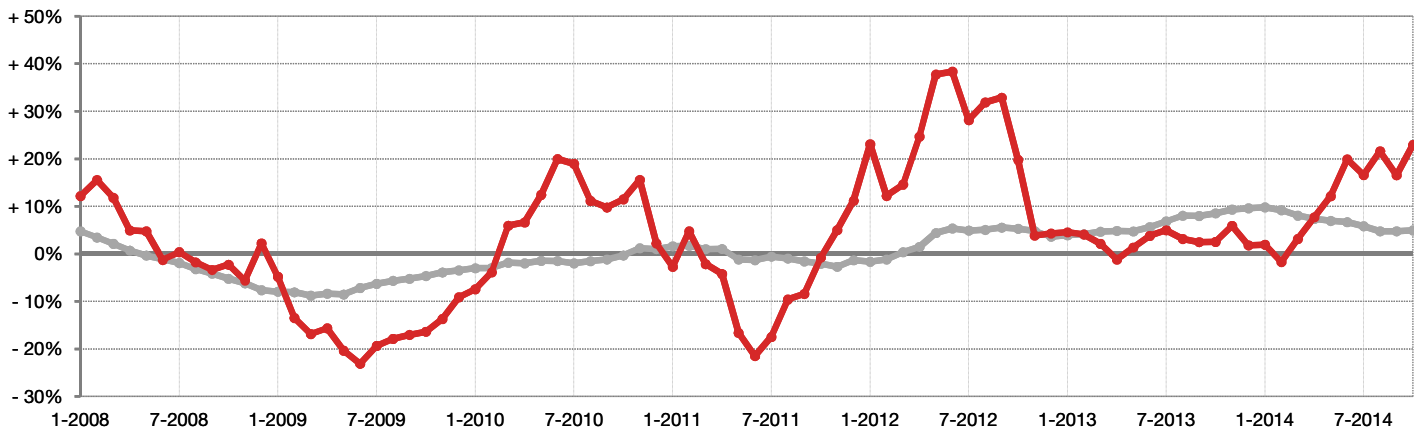
### Year to Date

■ 2013 ■ 2014



## Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area —  
Lincoln County, NC —



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Charlotte Regional **Realtor®** Association

## Mecklenburg County, NC

**- 3.6%**

Change in  
New Listings

**+ 8.7%**

Change in  
Closed Sales

**+ 5.4%**

Change in  
Median Sales Price

### October

### Year to Date

|  | 2013      | 2014             | + / -   | 2013      | 2014             | + / -   |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                             | 1,797     | <b>1,732</b>     | - 3.6%  | 19,751    | <b>19,812</b>    | + 0.3%  |
| Closed Sales                             | 1,280     | <b>1,392</b>     | + 8.7%  | 13,684    | <b>13,747</b>    | + 0.5%  |
| Median Sales Price*                      | \$180,000 | <b>\$189,670</b> | + 5.4%  | \$183,850 | <b>\$192,000</b> | + 4.4%  |
| Average Sales Price*                     | \$229,564 | <b>\$249,368</b> | + 8.6%  | \$244,058 | <b>\$253,924</b> | + 4.0%  |
| Percent of Original List Price Received* | 95.2%     | <b>94.6%</b>     | - 0.6%  | 95.4%     | <b>95.1%</b>     | - 0.3%  |
| List to Close                            | 119       | <b>114</b>       | - 4.1%  | 124       | <b>118</b>       | - 4.8%  |
| Days on Market Until Sale                | 82        | <b>59</b>        | - 28.5% | 83        | <b>68</b>        | - 18.0% |
| Cumulative Days on Market Until Sale     | 92        | <b>71</b>        | - 23.1% | 99        | <b>84</b>        | - 15.2% |
| Inventory of Homes for Sale              | 5,547     | <b>4,683</b>     | - 15.6% | --        | --               | --      |
| Months Supply of Inventory               | 4.2       | <b>3.4</b>       | - 17.9% | --        | --               | --      |

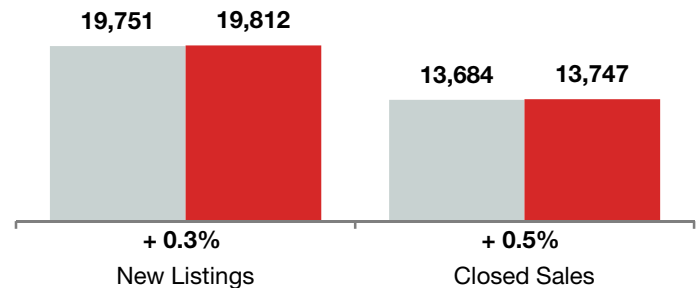
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size. | Note: CarolinaMLS did not include "showable" under contract listings in the "Pending Sales" stats before July 2012. Listing agents report listings as "Under Contract-Show" earlier in the transaction. As a result, the new "Pending Sales" stats trend higher and the new "Months Supply of Inventory" stats trend lower since July 2012.

### October

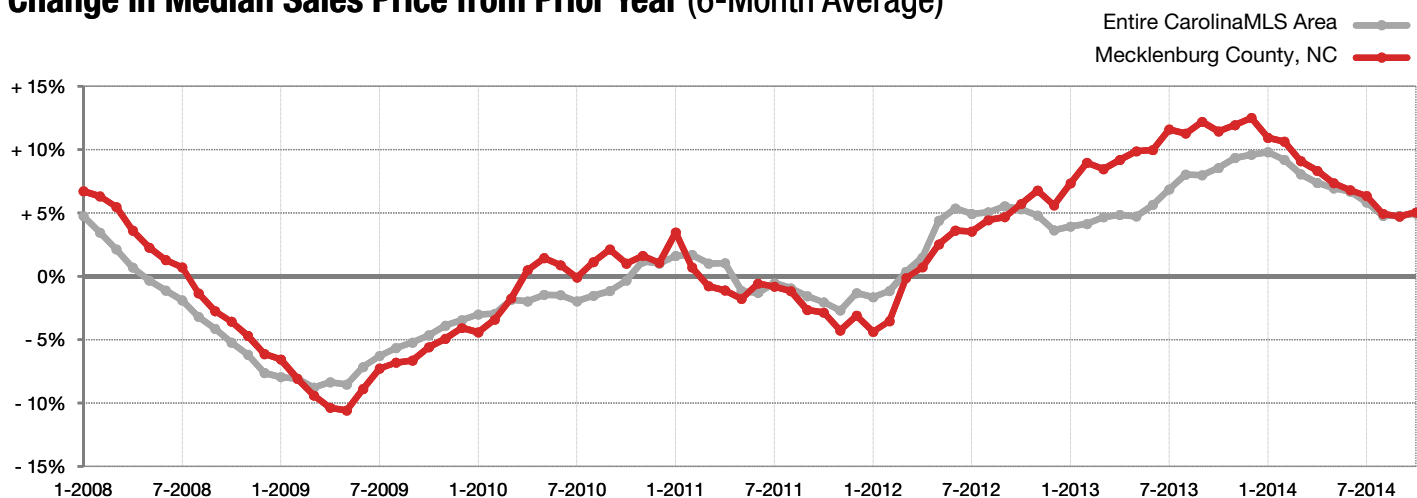
■ 2013 ■ 2014

### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



\*\* Each dot represents the change in median sales price from the prior year using a 6-month weighted average.

This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Current as of November 5, 2014. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR® Association. Powered by 10K Research and Marketing.



# Local Market Update – October 2014

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
FOR MORE INFORMATION CONTACT A REALTOR®



Charlotte Regional Realtor® Association

## Montgomery County, NC

**+ 21.7%**

Change in  
New Listings

**+ 40.0%**

Change in  
Closed Sales

**+ 24.6%**

Change in  
Median Sales Price

### October

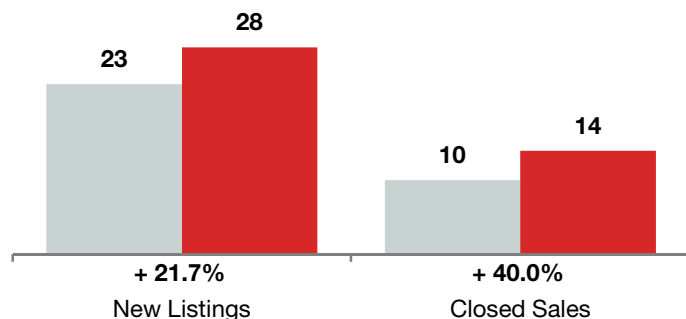
### Year to Date

|  | 2013      | 2014             | + / -   | 2013      | 2014             | + / -   |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                             | 23        | 28               | + 21.7% | 290       | 331              | + 14.1% |
| Closed Sales                             | 10        | 14               | + 40.0% | 111       | 142              | + 27.9% |
| Median Sales Price*                      | \$195,000 | <b>\$243,000</b> | + 24.6% | \$90,000  | <b>\$123,500</b> | + 37.2% |
| Average Sales Price*                     | \$252,350 | <b>\$245,393</b> | - 2.8%  | \$189,106 | <b>\$180,381</b> | - 4.6%  |
| Percent of Original List Price Received* | 83.2%     | <b>78.8%</b>     | - 5.3%  | 81.6%     | <b>84.2%</b>     | + 3.2%  |
| List to Close                            | 275       | <b>189</b>       | - 31.3% | 265       | <b>229</b>       | - 13.6% |
| Days on Market Until Sale                | 256       | <b>160</b>       | - 37.4% | 230       | <b>201</b>       | - 12.6% |
| Cumulative Days on Market Until Sale     | 256       | <b>183</b>       | - 28.5% | 237       | <b>227</b>       | - 4.2%  |
| Inventory of Homes for Sale              | 315       | <b>286</b>       | - 9.2%  | --        | --               | --      |
| Months Supply of Inventory               | 29.1      | <b>21.6</b>      | - 25.8% | --        | --               | --      |

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size. | 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 the new "Months Supply of Inventory" stats trend lower since July 2012.

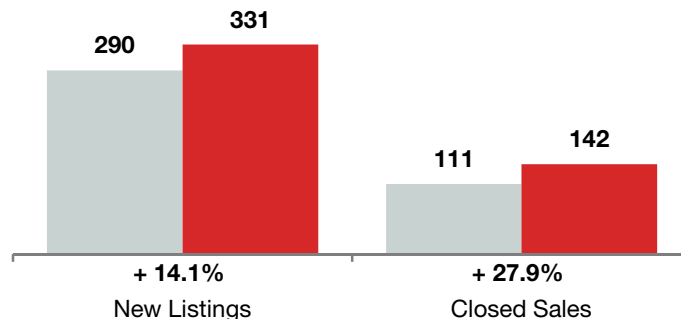
### October

2013 2014



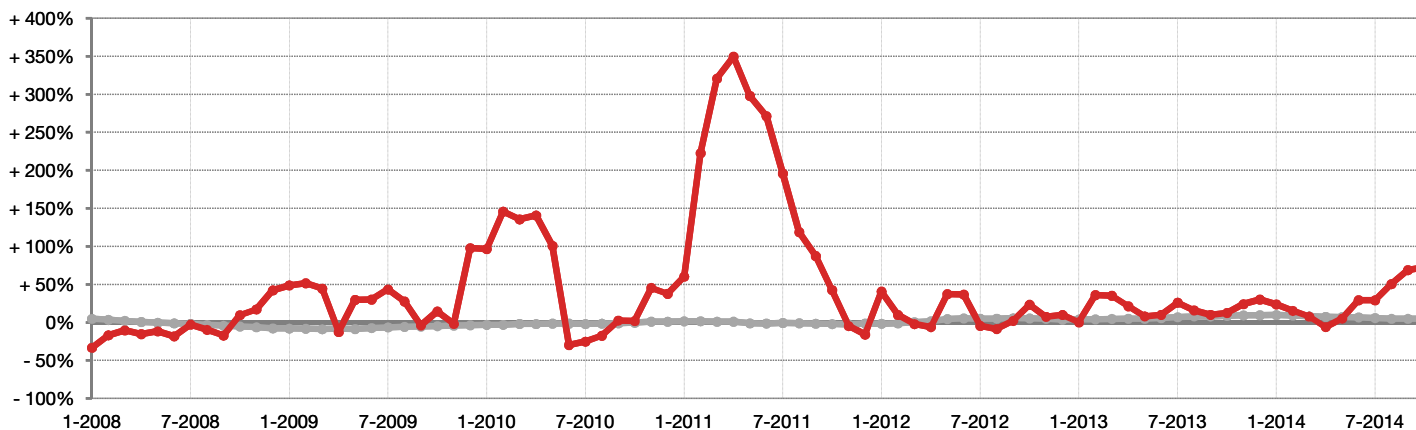
### Year to Date

2013 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area  
Montgomery County, NC



\*\* Each dot represents the change in median sales price from the prior year using a 6-month weighted average.

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# Local Market Update – October 2014

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
FOR MORE INFORMATION CONTACT A REALTOR®



Charlotte Regional Realtor® Association

## Stanly County, NC

**+ 8.8%**

Change in  
New Listings

**- 30.0%**

Change in  
Closed Sales

**+ 18.7%**

Change in  
Median Sales Price

### October

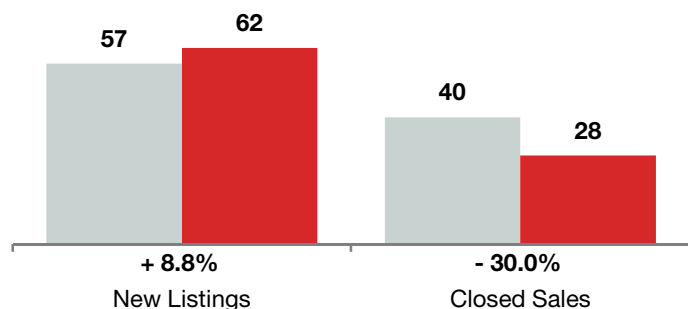
### Year to Date

|  | 2013      | 2014             | + / -   | 2013      | 2014             | + / -  |
|--|-----------|------------------|---------|-----------|------------------|--------|
| New Listings                             | 57        | 62               | + 8.8%  | 697       | 731              | + 4.9% |
| Closed Sales                             | 40        | 28               | - 30.0% | 362       | 357              | - 1.4% |
| Median Sales Price*                      | \$95,000  | <b>\$112,750</b> | + 18.7% | \$110,000 | <b>\$115,000</b> | + 4.5% |
| Average Sales Price*                     | \$127,587 | <b>\$129,384</b> | + 1.4%  | \$126,561 | <b>\$130,361</b> | + 3.0% |
| Percent of Original List Price Received* | 89.7%     | <b>88.9%</b>     | - 0.9%  | 88.7%     | <b>90.5%</b>     | + 2.0% |
| List to Close                            | 137       | <b>177</b>       | + 29.3% | 166       | <b>180</b>       | + 8.4% |
| Days on Market Until Sale                | 109       | <b>130</b>       | + 19.6% | 135       | <b>136</b>       | + 0.5% |
| Cumulative Days on Market Until Sale     | 135       | <b>176</b>       | + 30.5% | 154       | <b>158</b>       | + 2.6% |
| Inventory of Homes for Sale              | 423       | <b>410</b>       | - 3.1%  | --        | --               | --     |
| Months Supply of Inventory               | 12.2      | <b>10.8</b>      | - 11.2% | --        | --               | --     |

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size. | 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 the new "Months Supply of Inventory" stats trend lower since July 2012.

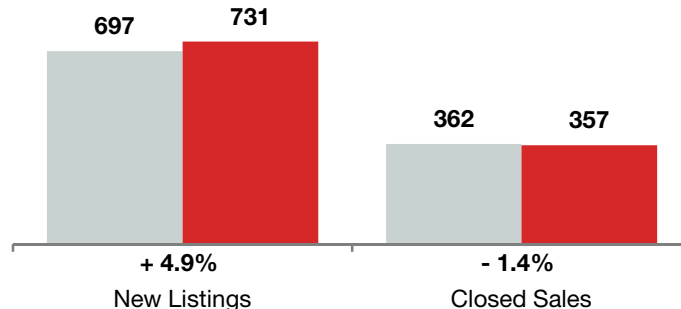
### October

■ 2013 ■ 2014



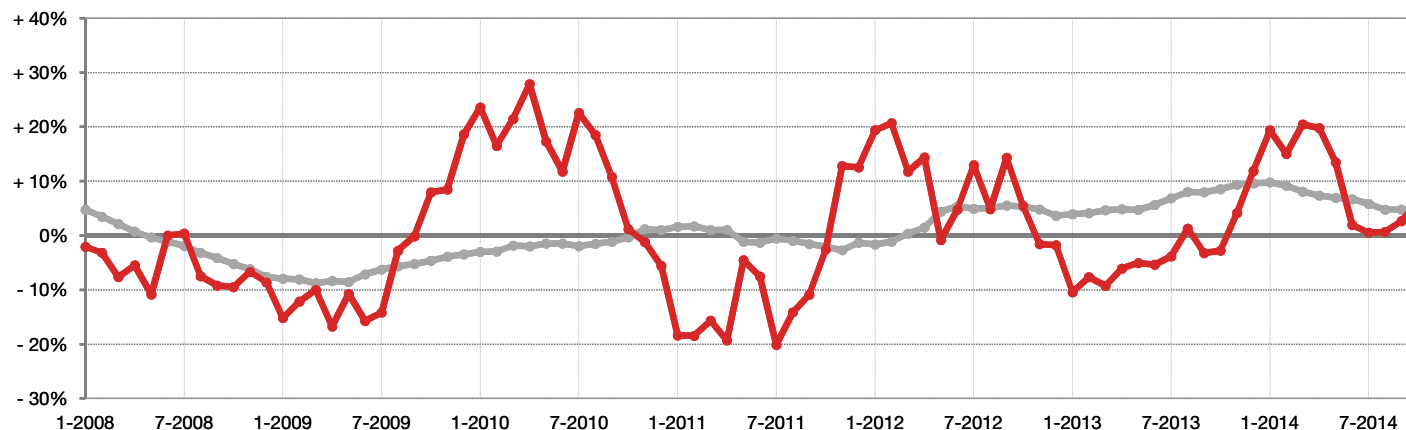
### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area —  
Stanly County, NC —



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# Local Market Update – October 2014

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FOR MORE INFORMATION CONTACT A REALTOR®



Charlotte Regional Realtor® Association

## Union County, NC

- 9.2%

Change in  
New Listings

+ 17.5%

Change in  
Closed Sales

+ 2.2%

Change in  
Median Sales Price

### October

### Year to Date

|  | 2013      | 2014      | + / -   | 2013      | 2014      | + / -   |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                             | 381       | 346       | - 9.2%  | 4,364     | 4,489     | + 2.9%  |
| Closed Sales                             | 269       | 316       | + 17.5% | 2,976     | 3,091     | + 3.9%  |
| Median Sales Price*                      | \$213,000 | \$217,700 | + 2.2%  | \$203,000 | \$224,000 | + 10.3% |
| Average Sales Price*                     | \$263,340 | \$252,240 | - 4.2%  | \$256,896 | \$273,456 | + 6.4%  |
| Percent of Original List Price Received* | 96.4%     | 95.3%     | - 1.1%  | 95.2%     | 95.3%     | + 0.1%  |
| List to Close                            | 143       | 123       | - 13.9% | 135       | 128       | - 5.2%  |
| Days on Market Until Sale                | 93        | 63        | - 32.8% | 93        | 77        | - 17.2% |
| Cumulative Days on Market Until Sale     | 101       | 72        | - 28.7% | 110       | 94        | - 14.4% |
| Inventory of Homes for Sale              | 1,414     | 1,207     | - 14.6% | --        | --        | --      |
| Months Supply of Inventory               | 4.9       | 3.9       | - 19.8% | --        | --        | --      |

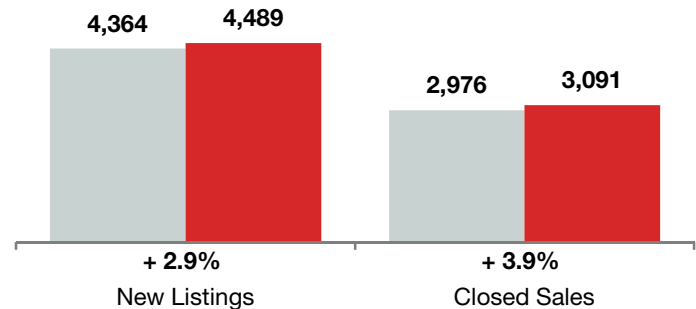
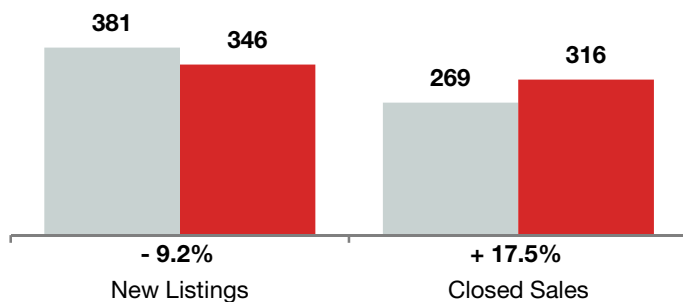
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### October

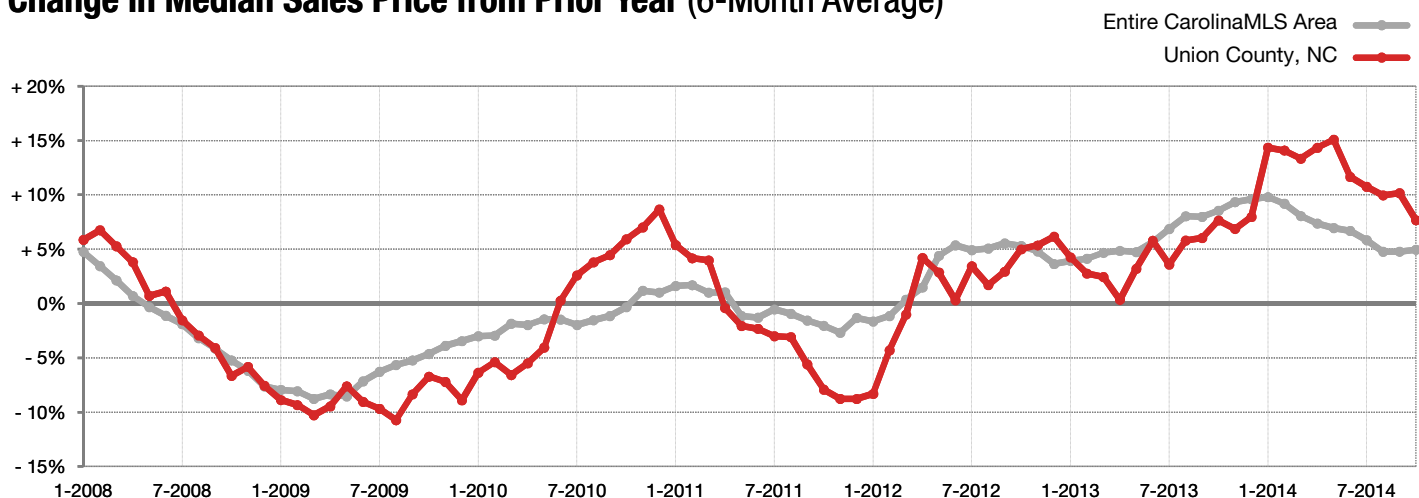
2013 2014

### Year to Date

2013 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



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# Local Market Update – October 2014

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FOR MORE INFORMATION CONTACT A REALTOR®



Charlotte Regional Realtor® Association

## City of Charlotte, NC

**- 3.4%**

Change in  
New Listings

**+ 9.8%**

Change in  
Closed Sales

**+ 3.9%**

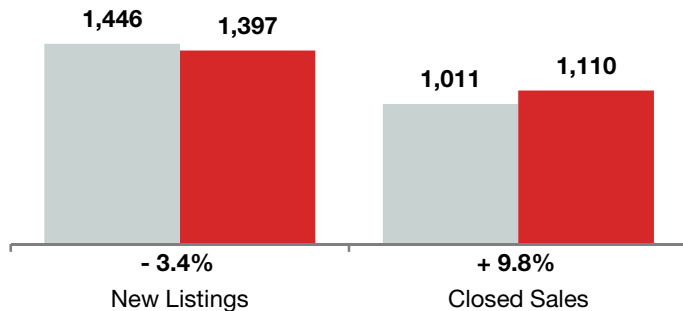
Change in  
Median Sales Price

|  | October   |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2013      | 2014             | + / -   | 2013         | 2014             | + / -   |
| New Listings                             | 1,446     | <b>1,397</b>     | - 3.4%  | 15,612       | <b>15,594</b>    | - 0.1%  |
| Closed Sales                             | 1,011     | <b>1,110</b>     | + 9.8%  | 10,862       | <b>10,841</b>    | - 0.2%  |
| Median Sales Price*                      | \$168,500 | <b>\$175,000</b> | + 3.9%  | \$169,000    | <b>\$178,021</b> | + 5.3%  |
| Average Sales Price*                     | \$218,954 | <b>\$230,907</b> | + 5.5%  | \$233,259    | <b>\$241,814</b> | + 3.7%  |
| Percent of Original List Price Received* | 95.1%     | <b>94.4%</b>     | - 0.7%  | 95.3%        | <b>95.0%</b>     | - 0.3%  |
| List to Close                            | 112       | <b>109</b>       | - 2.1%  | 121          | <b>116</b>       | - 4.1%  |
| Days on Market Until Sale                | 75        | <b>57</b>        | - 23.9% | 80           | <b>67</b>        | - 16.2% |
| Cumulative Days on Market Until Sale     | 85        | <b>69</b>        | - 18.6% | 95           | <b>83</b>        | - 13.0% |
| Inventory of Homes for Sale              | 4,299     | <b>3,659</b>     | - 14.9% | --           | --               | --      |
| Months Supply of Inventory               | 4.1       | <b>3.4</b>       | - 16.9% | --           | --               | --      |

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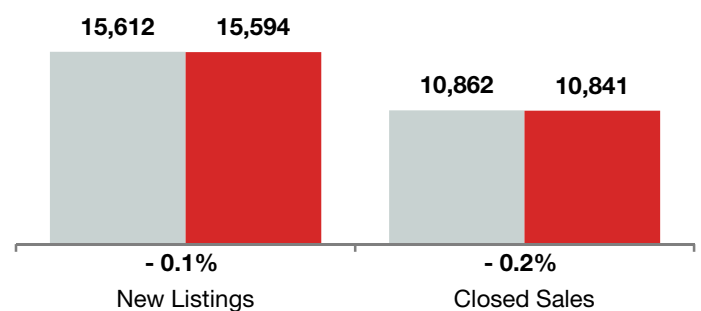
### October

■ 2013 ■ 2014



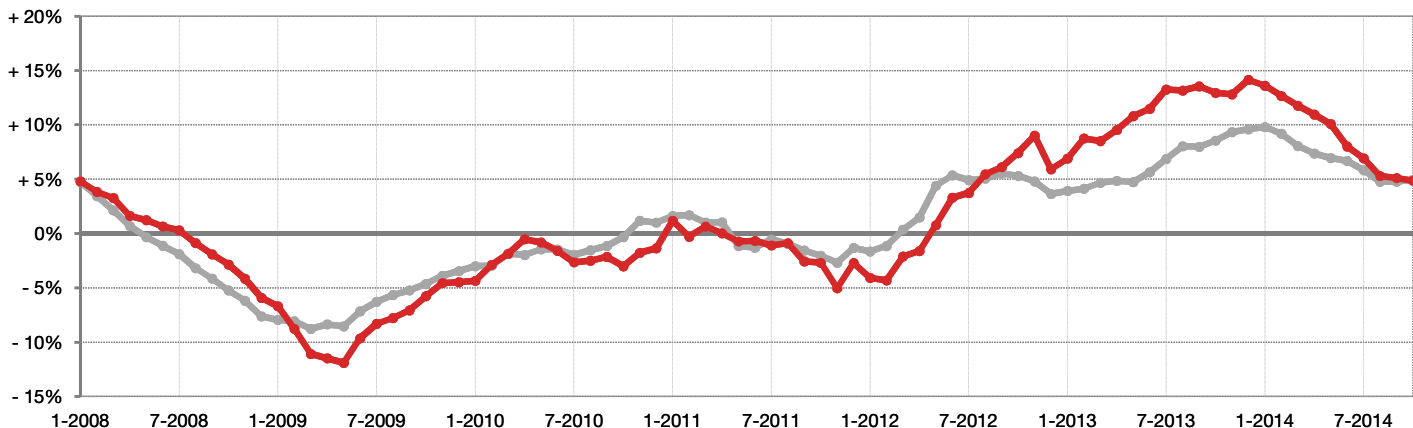
### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area —  
City of Charlotte, NC —



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# Local Market Update – October 2014

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Charlotte Regional Realtor® Association

## Concord, NC

- 9.2%

Change in  
New Listings

+ 32.2%

Change in  
Closed Sales

0.0%

Change in  
Median Sales Price

### October

### Year to Date

|  | 2013      | 2014      | + / -   | 2013      | 2014      | + / -   |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                             | 185       | 168       | - 9.2%  | 1,896     | 1,959     | + 3.3%  |
| Closed Sales                             | 118       | 156       | + 32.2% | 1,289     | 1,367     | + 6.1%  |
| Median Sales Price*                      | \$160,000 | \$160,000 | 0.0%    | \$155,000 | \$163,900 | + 5.7%  |
| Average Sales Price*                     | \$189,902 | \$190,810 | + 0.5%  | \$179,235 | \$187,493 | + 4.6%  |
| Percent of Original List Price Received* | 93.0%     | 94.0%     | + 1.1%  | 93.1%     | 94.1%     | + 1.1%  |
| List to Close                            | 126       | 131       | + 4.4%  | 146       | 134       | - 8.2%  |
| Days on Market Until Sale                | 85        | 72        | - 14.8% | 108       | 81        | - 24.5% |
| Cumulative Days on Market Until Sale     | 104       | 87        | - 16.2% | 121       | 95        | - 21.4% |
| Inventory of Homes for Sale              | 702       | 539       | - 23.2% | --        | --        | --      |
| Months Supply of Inventory               | 5.5       | 3.9       | - 28.1% | --        | --        | --      |

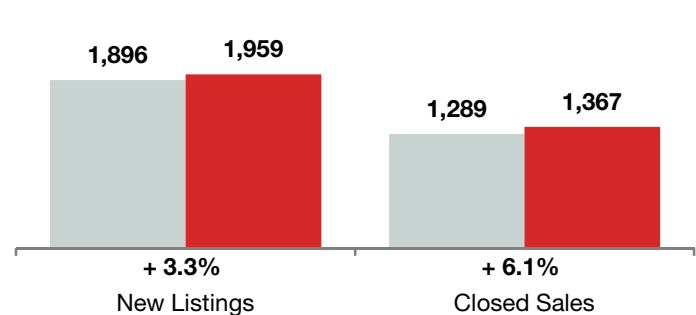
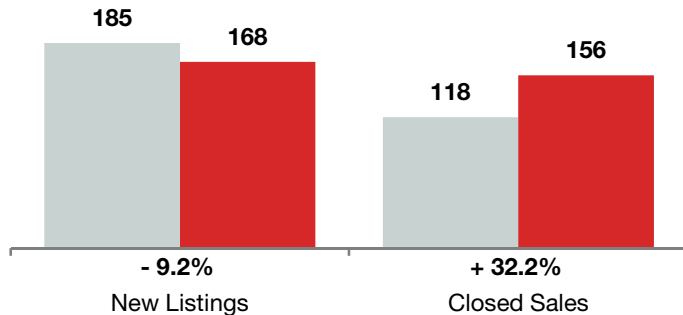
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### October

■ 2013 ■ 2014

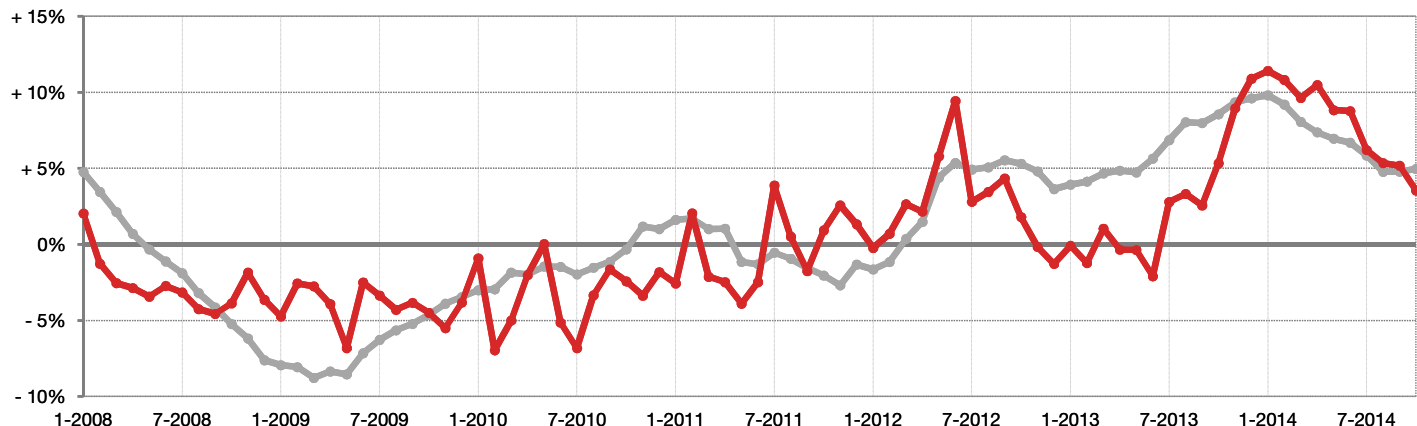
### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area —  
Concord, NC —



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# Local Market Update – October 2014

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Charlotte Regional Realtor® Association

## Davidson, NC

**- 10.0%**

Change in  
New Listings

**+ 9.7%**

Change in  
Closed Sales

**+ 27.6%**

Change in  
Median Sales Price

### October

### Year to Date

|  | 2013      | 2014             | + / -   | 2013      | 2014             | + / -   |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                             | 50        | 45               | - 10.0% | 526       | 564              | + 7.2%  |
| Closed Sales                             | 31        | 34               | + 9.7%  | 328       | 352              | + 7.3%  |
| Median Sales Price*                      | \$288,000 | <b>\$367,500</b> | + 27.6% | \$286,390 | <b>\$286,750</b> | + 0.1%  |
| Average Sales Price*                     | \$331,659 | <b>\$399,666</b> | + 20.5% | \$343,526 | <b>\$356,568</b> | + 3.8%  |
| Percent of Original List Price Received* | 95.5%     | <b>94.7%</b>     | - 0.8%  | 94.9%     | <b>94.9%</b>     | 0.0%    |
| List to Close                            | 167       | <b>135</b>       | - 19.4% | 163       | <b>147</b>       | - 9.8%  |
| Days on Market Until Sale                | 108       | <b>85</b>        | - 20.8% | 117       | <b>96</b>        | - 17.7% |
| Cumulative Days on Market Until Sale     | 108       | <b>98</b>        | - 8.8%  | 143       | <b>117</b>       | - 17.8% |
| Inventory of Homes for Sale              | 201       | <b>166</b>       | - 17.4% | --        | --               | --      |
| Months Supply of Inventory               | 6.2       | <b>4.8</b>       | - 23.3% | --        | --               | --      |

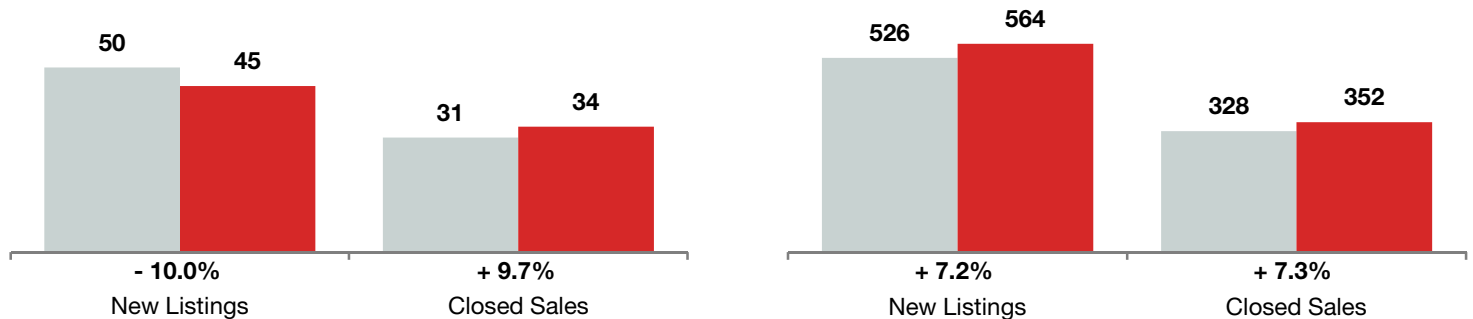
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### October

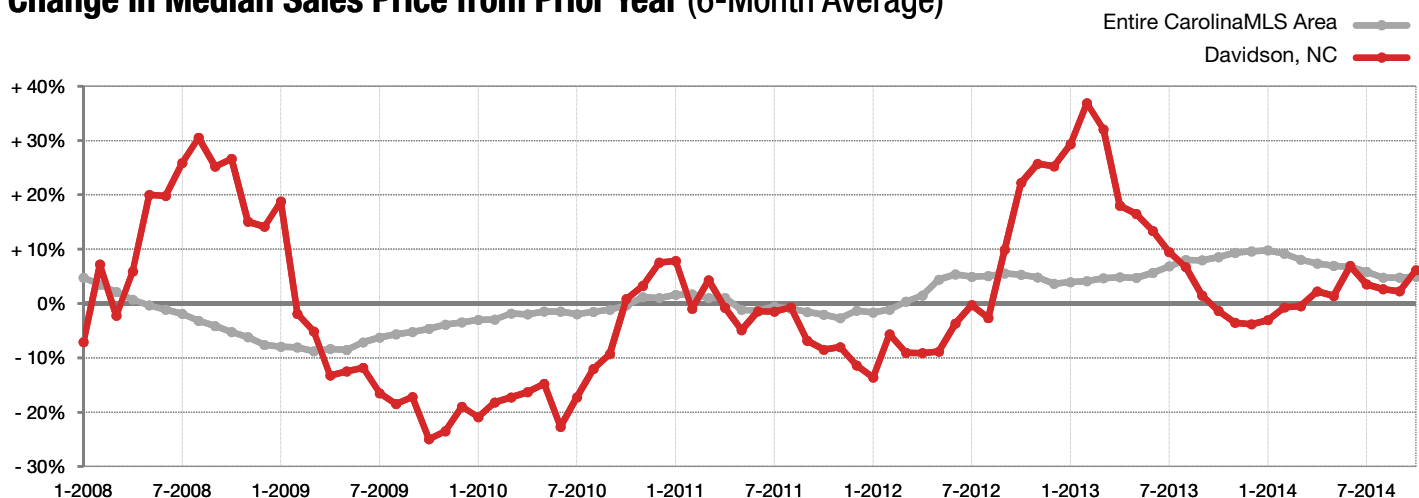
■ 2013 ■ 2014

### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



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# Local Market Update – October 2014

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FOR MORE INFORMATION CONTACT A REALTOR®



Charlotte Regional **Realtor®** Association

## Denver, NC

**- 24.5%**

Change in  
New Listings

**+ 39.4%**

Change in  
Closed Sales

**+ 18.2%**

Change in  
Median Sales Price

### October

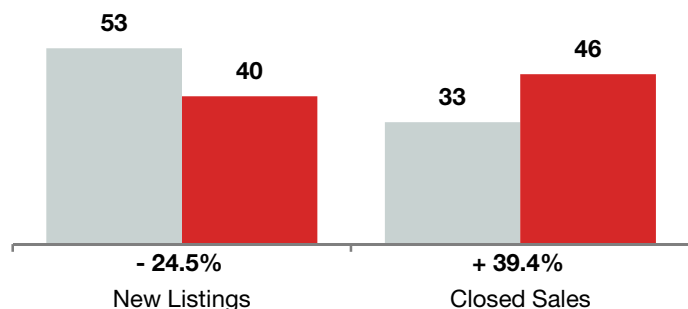
### Year to Date

|  | 2013      | 2014             | + / -   | 2013      | 2014             | + / -   |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                             | 53        | 40               | - 24.5% | 607       | 679              | + 11.9% |
| Closed Sales                             | 33        | 46               | + 39.4% | 324       | 354              | + 9.3%  |
| Median Sales Price*                      | \$223,000 | <b>\$263,512</b> | + 18.2% | \$274,000 | <b>\$290,000</b> | + 5.8%  |
| Average Sales Price*                     | \$299,006 | <b>\$287,910</b> | - 3.7%  | \$322,079 | <b>\$338,000</b> | + 4.9%  |
| Percent of Original List Price Received* | 90.4%     | <b>94.8%</b>     | + 4.9%  | 93.7%     | <b>94.7%</b>     | + 1.1%  |
| List to Close                            | 135       | <b>143</b>       | + 5.6%  | 141       | <b>140</b>       | - 0.7%  |
| Days on Market Until Sale                | 99        | <b>82</b>        | - 17.5% | 103       | <b>96</b>        | - 6.7%  |
| Cumulative Days on Market Until Sale     | 107       | <b>115</b>       | + 7.2%  | 126       | <b>129</b>       | + 2.6%  |
| Inventory of Homes for Sale              | 244       | <b>241</b>       | - 1.2%  | --        | --               | --      |
| Months Supply of Inventory               | 8.1       | <b>6.7</b>       | - 17.1% | --        | --               | --      |

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size. | 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 the new "Months Supply of Inventory" stats trend lower since July 2012.

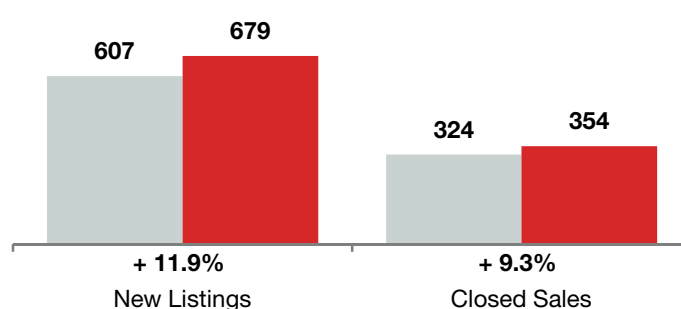
### October

■ 2013 ■ 2014



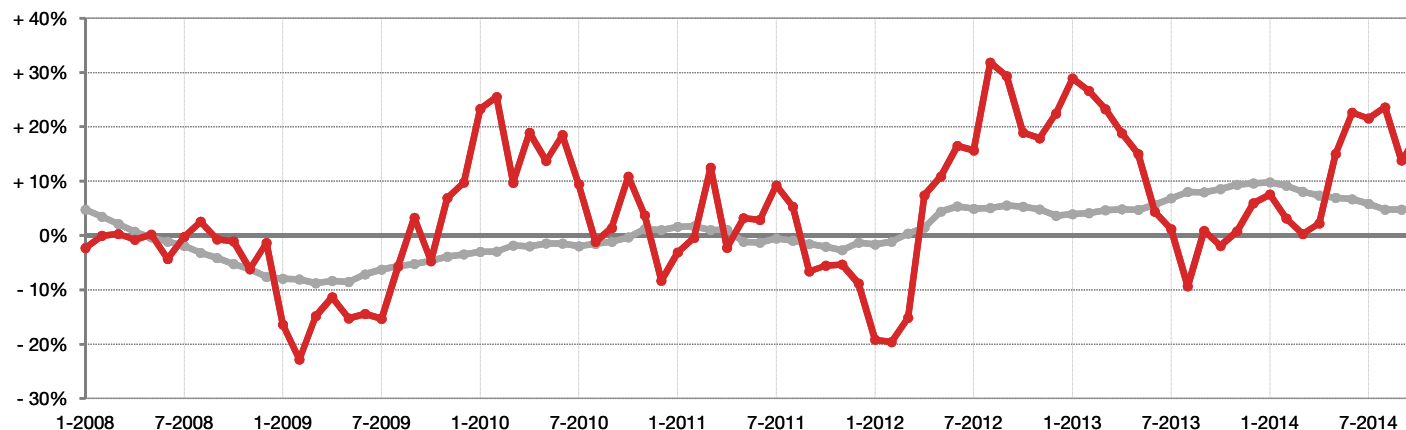
### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area —  
Denver, NC —



\*\* Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Current as of November 5, 2014. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR® Association. Powered by 10K Research and Marketing.

# Local Market Update – October 2014

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
FOR MORE INFORMATION CONTACT A REALTOR®



Charlotte Regional Realtor® Association

## Gastonia, NC

**+ 20.6%**

Change in  
New Listings

**+ 6.3%**

Change in  
Closed Sales

**+ 23.0%**

Change in  
Median Sales Price

### October

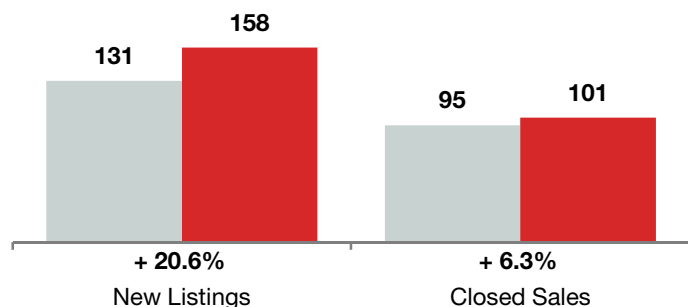
### Year to Date

|  | 2013      | 2014      | + / -   | 2013      | 2014      | + / -   |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                             | 131       | 158       | + 20.6% | 1,601     | 1,623     | + 1.4%  |
| Closed Sales                             | 95        | 101       | + 6.3%  | 859       | 936       | + 9.0%  |
| Median Sales Price*                      | \$98,400  | \$121,000 | + 23.0% | \$105,000 | \$118,000 | + 12.4% |
| Average Sales Price*                     | \$109,726 | \$118,306 | + 7.8%  | \$116,861 | \$125,043 | + 7.0%  |
| Percent of Original List Price Received* | 91.5%     | 90.8%     | - 0.8%  | 91.0%     | 91.0%     | 0.0%    |
| List to Close                            | 149       | 160       | + 7.3%  | 140       | 145       | + 3.6%  |
| Days on Market Until Sale                | 115       | 99        | - 14.0% | 104       | 100       | - 4.4%  |
| Cumulative Days on Market Until Sale     | 134       | 116       | - 13.6% | 129       | 125       | - 3.1%  |
| Inventory of Homes for Sale              | 688       | 608       | - 11.6% | --        | --        | --      |
| Months Supply of Inventory               | 8.2       | 6.4       | - 22.5% | --        | --        | --      |

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size. | 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 the new "Months Supply of Inventory" stats trend lower since July 2012.

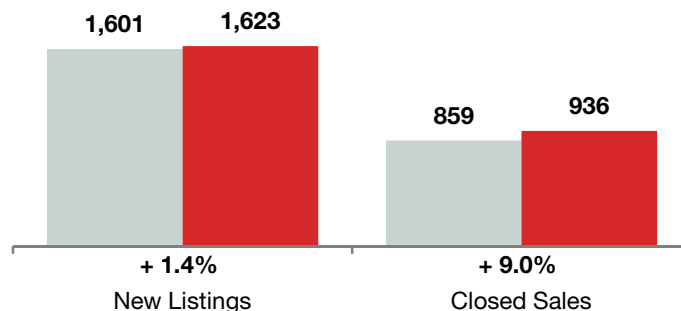
### October

■ 2013 ■ 2014



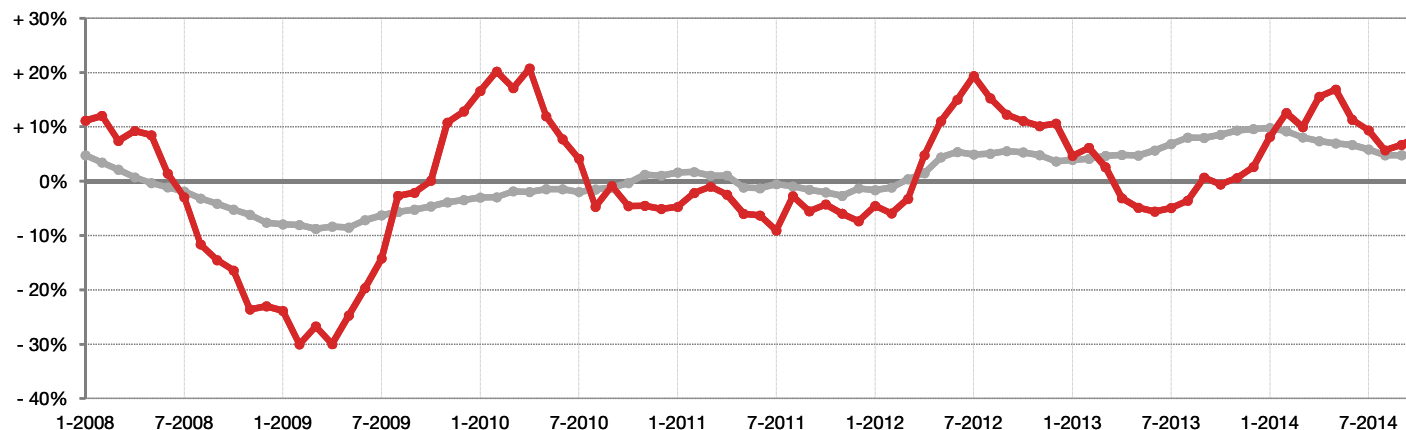
### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area —  
Gastonia, NC —



\*\* Each dot represents the change in median sales price from the prior year using a 6-month weighted average.

This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

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# Local Market Update – October 2014

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
FOR MORE INFORMATION CONTACT A REALTOR®



Charlotte Regional Realtor® Association

## Huntersville, NC

**+ 7.5%**

Change in  
New Listings

**+ 9.8%**

Change in  
Closed Sales

**+ 8.6%**

Change in  
Median Sales Price

### October

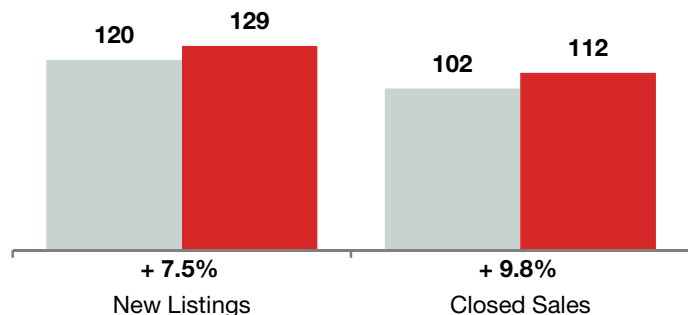
### Year to Date

|  | 2013      | 2014             | + / -   | 2013      | 2014             | + / -   |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                             | 120       | 129              | + 7.5%  | 1,539     | 1,605            | + 4.3%  |
| Closed Sales                             | 102       | 112              | + 9.8%  | 1,045     | 1,155            | + 10.5% |
| Median Sales Price*                      | \$218,000 | <b>\$236,750</b> | + 8.6%  | \$237,004 | <b>\$242,370</b> | + 2.3%  |
| Average Sales Price*                     | \$256,121 | <b>\$263,784</b> | + 3.0%  | \$260,564 | <b>\$268,902</b> | + 3.2%  |
| Percent of Original List Price Received* | 96.3%     | <b>96.4%</b>     | + 0.1%  | 96.4%     | <b>95.9%</b>     | - 0.5%  |
| List to Close                            | 132       | 125              | - 5.6%  | 123       | 113              | - 8.1%  |
| Days on Market Until Sale                | 90        | 56               | - 38.1% | 84        | 62               | - 26.2% |
| Cumulative Days on Market Until Sale     | 104       | 65               | - 37.8% | 99        | 78               | - 20.4% |
| Inventory of Homes for Sale              | 429       | 337              | - 21.4% | --        | --               | --      |
| Months Supply of Inventory               | 4.3       | 2.9              | - 32.4% | --        | --               | --      |

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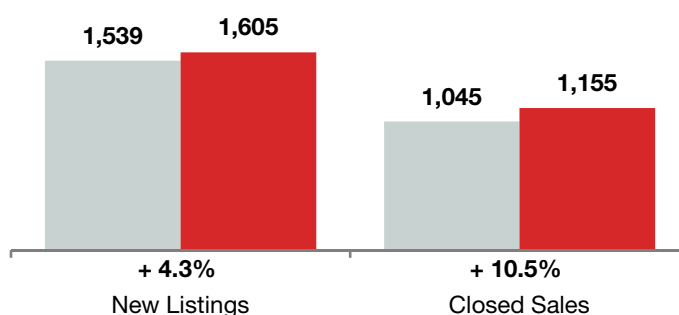
### October

2013 2014



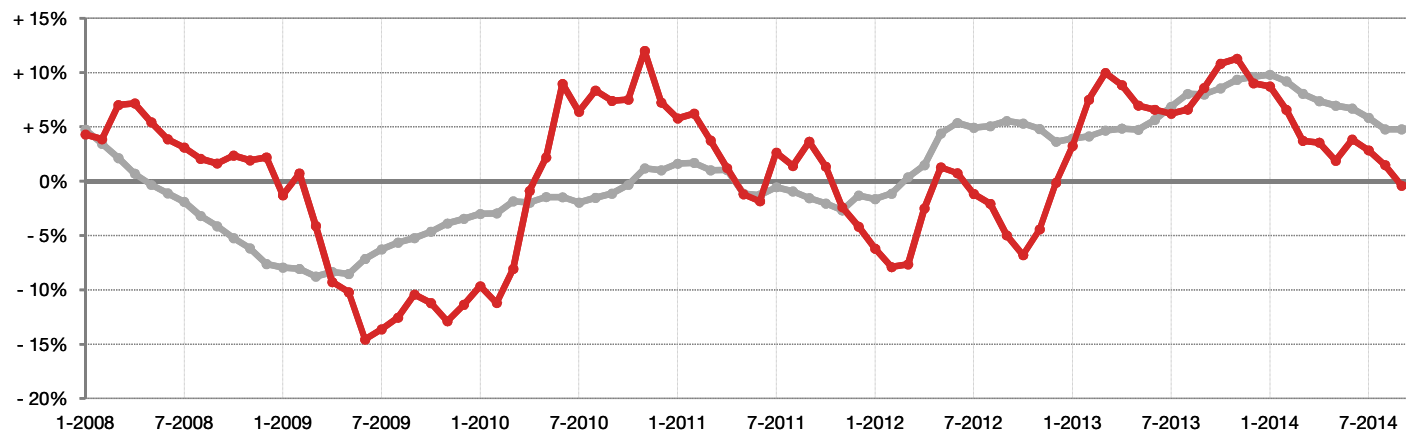
### Year to Date

2013 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area  
Huntersville, NC



\*\* Each dot represents the change in median sales price from the prior year using a 6-month weighted average.

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# Local Market Update – October 2014

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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Charlotte Regional Realtor® Association

## Kannapolis, NC

**+ 4.3%**

Change in  
New Listings

**- 2.2%**

Change in  
Closed Sales

**+ 15.3%**

Change in  
Median Sales Price

### October

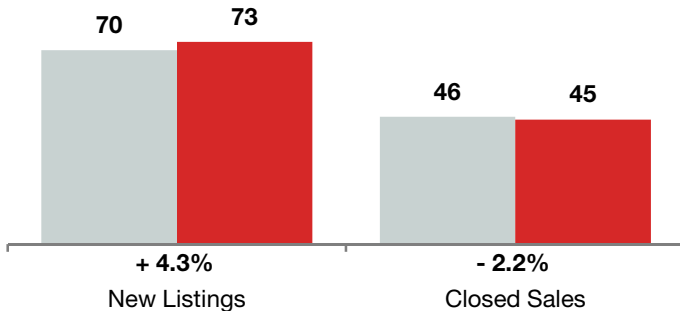
### Year to Date

|  | 2013     | 2014             | + / -   | 2013      | 2014             | + / -   |
|--|----------|------------------|---------|-----------|------------------|---------|
| New Listings                             | 70       | 73               | + 4.3%  | 764       | 756              | - 1.0%  |
| Closed Sales                             | 46       | 45               | - 2.2%  | 419       | 494              | + 17.9% |
| Median Sales Price*                      | \$85,250 | <b>\$98,299</b>  | + 15.3% | \$91,000  | <b>\$92,000</b>  | + 1.1%  |
| Average Sales Price*                     | \$87,550 | <b>\$108,105</b> | + 23.5% | \$107,633 | <b>\$110,904</b> | + 3.0%  |
| Percent of Original List Price Received* | 89.1%    | <b>90.4%</b>     | + 1.5%  | 88.6%     | <b>89.0%</b>     | + 0.5%  |
| List to Close                            | 115      | <b>146</b>       | + 26.4% | 144       | <b>144</b>       | 0.0%    |
| Days on Market Until Sale                | 89       | <b>84</b>        | - 5.7%  | 114       | <b>104</b>       | - 8.6%  |
| Cumulative Days on Market Until Sale     | 113      | <b>92</b>        | - 18.0% | 133       | <b>128</b>       | - 3.7%  |
| Inventory of Homes for Sale              | 365      | <b>260</b>       | - 28.8% | --        | --               | --      |
| Months Supply of Inventory               | 8.8      | <b>5.2</b>       | - 40.2% | --        | --               | --      |

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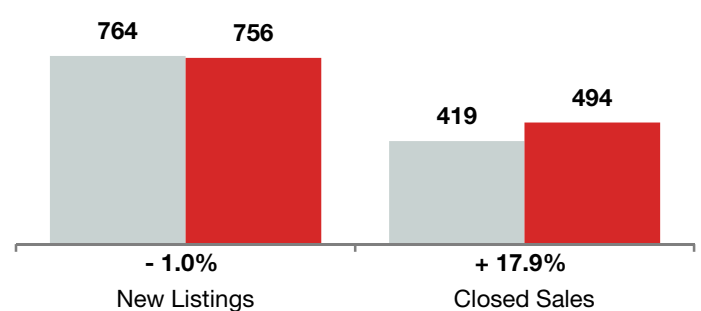
### October

■ 2013 ■ 2014



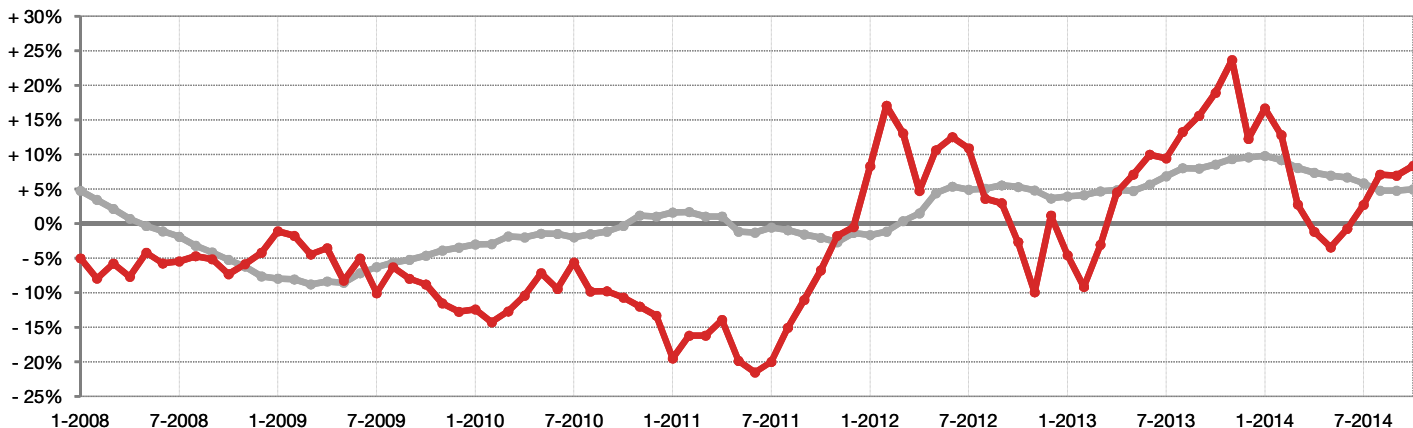
### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area —  
Kannapolis, NC —



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# Local Market Update – October 2014

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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Charlotte Regional Realtor® Association

## Lincolnton, NC

**- 18.8%**

Change in  
New Listings

**- 6.5%**

Change in  
Closed Sales

**+ 73.2%**

Change in  
Median Sales Price

### October

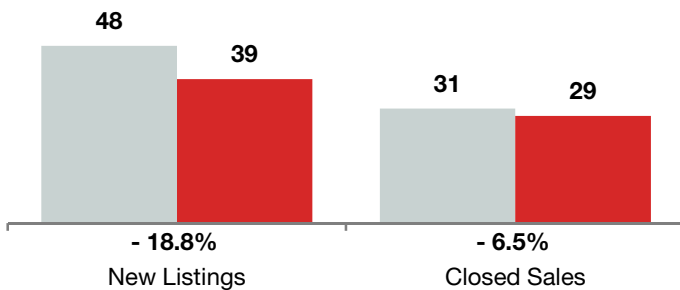
### Year to Date

|  | 2013     | 2014             | + / -   | 2013      | 2014             | + / -   |
|--|----------|------------------|---------|-----------|------------------|---------|
| New Listings                             | 48       | 39               | - 18.8% | 481       | 456              | - 5.2%  |
| Closed Sales                             | 31       | 29               | - 6.5%  | 255       | 242              | - 5.1%  |
| Median Sales Price*                      | \$78,500 | <b>\$136,000</b> | + 73.2% | \$112,000 | <b>\$125,000</b> | + 11.6% |
| Average Sales Price*                     | \$90,042 | <b>\$149,543</b> | + 66.1% | \$124,704 | <b>\$133,589</b> | + 7.1%  |
| Percent of Original List Price Received* | 85.1%    | <b>93.4%</b>     | + 9.8%  | 90.7%     | <b>90.7%</b>     | 0.0%    |
| List to Close                            | 167      | <b>143</b>       | - 14.2% | 158       | <b>149</b>       | - 5.7%  |
| Days on Market Until Sale                | 108      | <b>89</b>        | - 17.5% | 118       | <b>104</b>       | - 11.5% |
| Cumulative Days on Market Until Sale     | 112      | <b>133</b>       | + 19.2% | 144       | <b>137</b>       | - 5.2%  |
| Inventory of Homes for Sale              | 236      | <b>225</b>       | - 4.7%  | --        | --               | --      |
| Months Supply of Inventory               | 9.2      | <b>9.2</b>       | + 0.9%  | --        | --               | --      |

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size. | 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 the new "Months Supply of Inventory" stats trend lower since July 2012.

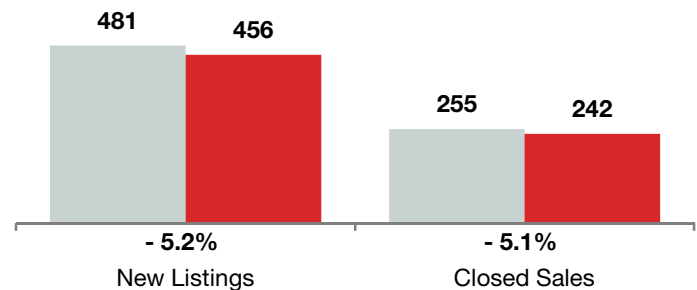
### October

■ 2013 ■ 2014



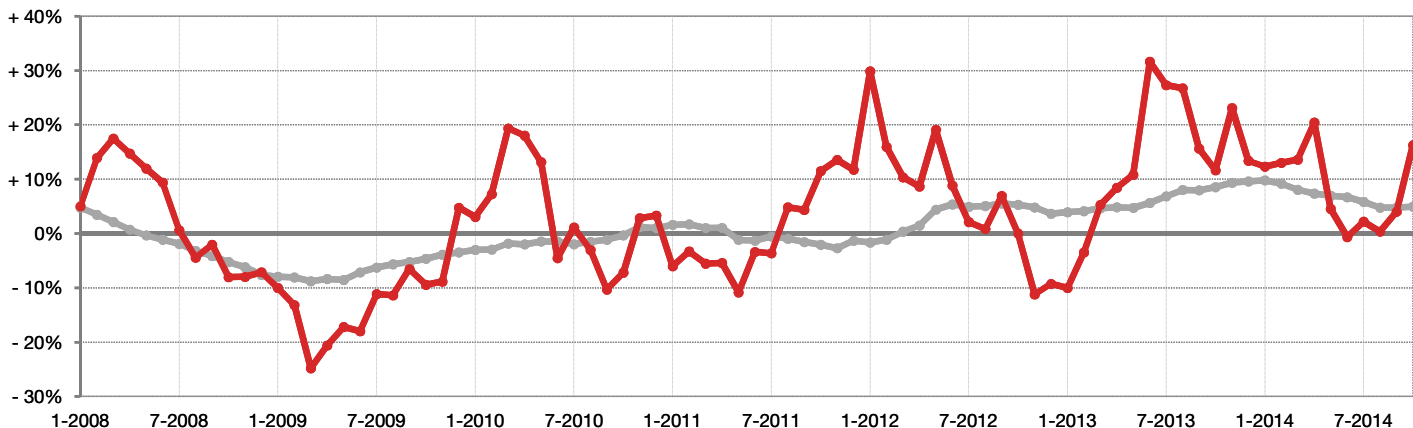
### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area —  
Lincolnton, NC —



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# Local Market Update – October 2014

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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Charlotte Regional Realtor® Association

## Monroe, NC

- 1.8%

Change in  
New Listings

+ 36.6%

Change in  
Closed Sales

+ 7.4%

Change in  
Median Sales Price

### October

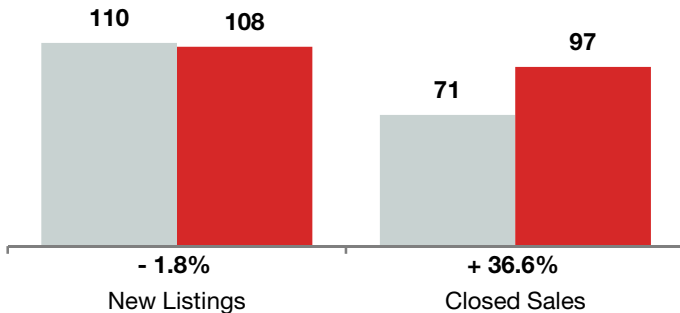
### Year to Date

|  | 2013      | 2014      | + / -   | 2013      | 2014      | + / -   |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                             | 110       | 108       | - 1.8%  | 1,265     | 1,199     | - 5.2%  |
| Closed Sales                             | 71        | 97        | + 36.6% | 838       | 823       | - 1.8%  |
| Median Sales Price*                      | \$145,500 | \$156,220 | + 7.4%  | \$134,000 | \$147,000 | + 9.7%  |
| Average Sales Price*                     | \$160,505 | \$174,364 | + 8.6%  | \$147,248 | \$158,169 | + 7.4%  |
| Percent of Original List Price Received* | 96.0%     | 95.8%     | - 0.2%  | 93.5%     | 94.2%     | + 0.7%  |
| List to Close                            | 138       | 131       | - 4.9%  | 139       | 133       | - 4.3%  |
| Days on Market Until Sale                | 102       | 68        | - 32.8% | 104       | 85        | - 18.6% |
| Cumulative Days on Market Until Sale     | 104       | 74        | - 28.4% | 127       | 104       | - 18.2% |
| Inventory of Homes for Sale              | 460       | 344       | - 25.2% | --        | --        | --      |
| Months Supply of Inventory               | 5.7       | 4.2       | - 26.6% | --        | --        | --      |

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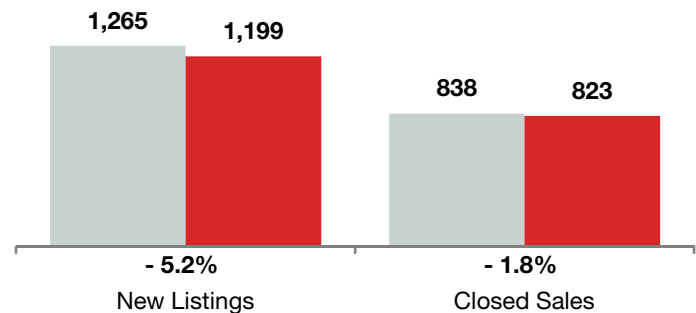
### October

2013 2014



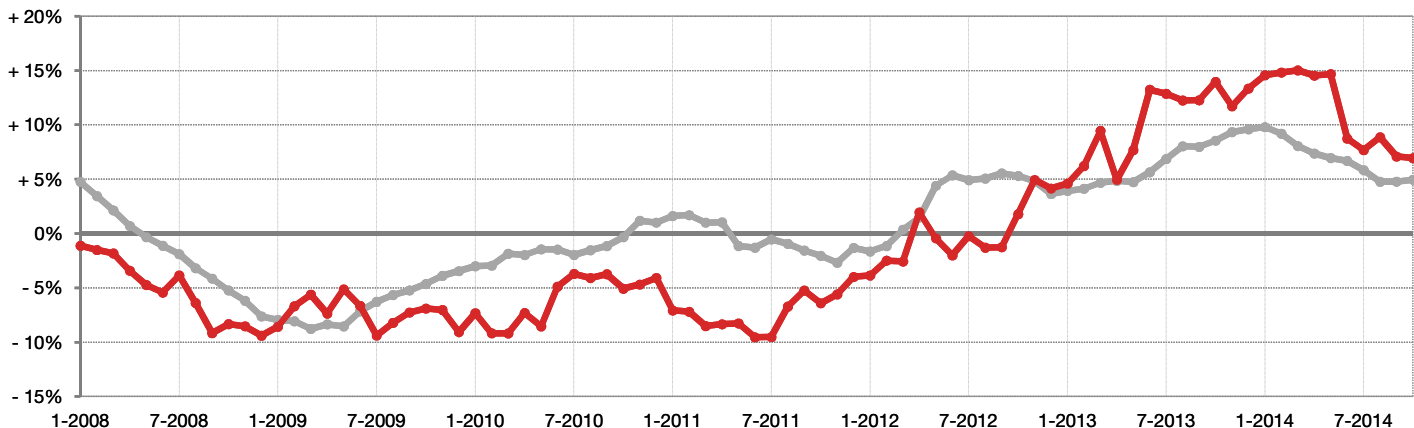
### Year to Date

2013 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area  
Monroe, NC



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# Local Market Update – October 2014

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FOR MORE INFORMATION CONTACT A REALTOR®



Charlotte Regional **Realtor®** Association

## Mooresville, NC

**- 18.5%**

Change in  
New Listings

**+ 16.2%**

Change in  
Closed Sales

**+ 19.4%**

Change in  
Median Sales Price

### October

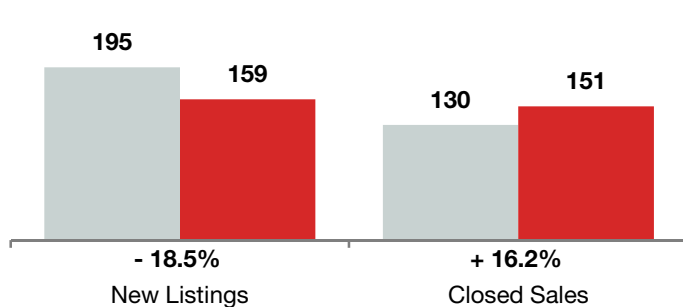
### Year to Date

|  | 2013      | 2014             | + / -   | 2013      | 2014             | + / -   |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                             | 195       | 159              | - 18.5% | 2,215     | 1,992            | - 10.1% |
| Closed Sales                             | 130       | 151              | + 16.2% | 1,288     | 1,215            | - 5.7%  |
| Median Sales Price*                      | \$219,350 | <b>\$262,000</b> | + 19.4% | \$224,210 | <b>\$239,500</b> | + 6.8%  |
| Average Sales Price*                     | \$237,587 | <b>\$346,648</b> | + 45.9% | \$301,691 | <b>\$342,690</b> | + 13.6% |
| Percent of Original List Price Received* | 95.1%     | <b>93.9%</b>     | - 1.3%  | 94.6%     | <b>94.0%</b>     | - 0.6%  |
| List to Close                            | 131       | 133              | + 1.5%  | 135       | 135              | 0.0%    |
| Days on Market Until Sale                | 94        | 72               | - 23.4% | 98        | 88               | - 10.7% |
| Cumulative Days on Market Until Sale     | 118       | 93               | - 20.6% | 116       | 112              | - 3.3%  |
| Inventory of Homes for Sale              | 776       | 663              | - 14.6% | --        | --               | --      |
| Months Supply of Inventory               | 6.3       | 5.4              | - 14.1% | --        | --               | --      |

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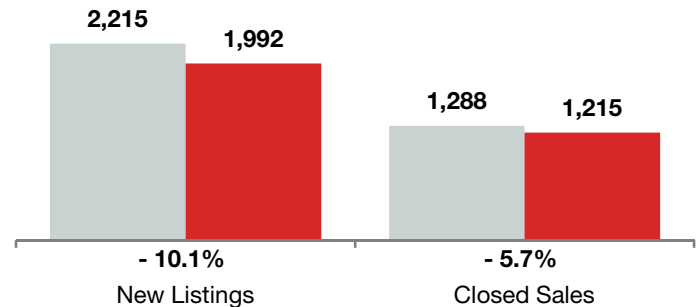
### October

■ 2013 ■ 2014

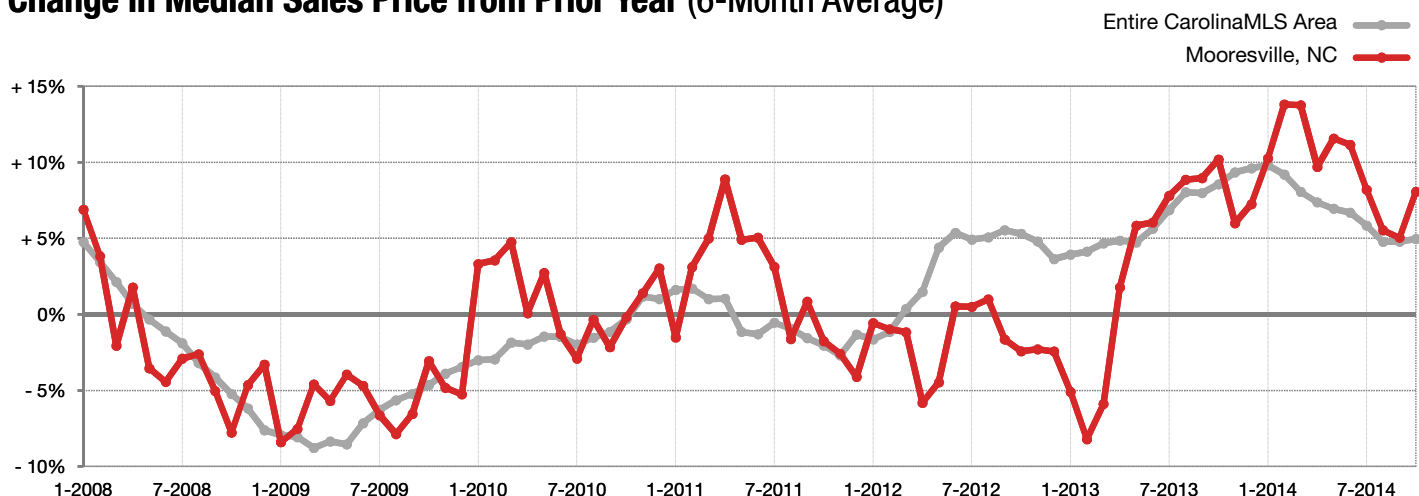


### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



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# Local Market Update – October 2014

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FOR MORE INFORMATION CONTACT A REALTOR®



Charlotte Regional Realtor® Association

## Salisbury, NC

**- 28.9%**

Change in  
New Listings

**- 15.9%**

Change in  
Closed Sales

**+ 8.2%**

Change in  
Median Sales Price

### October

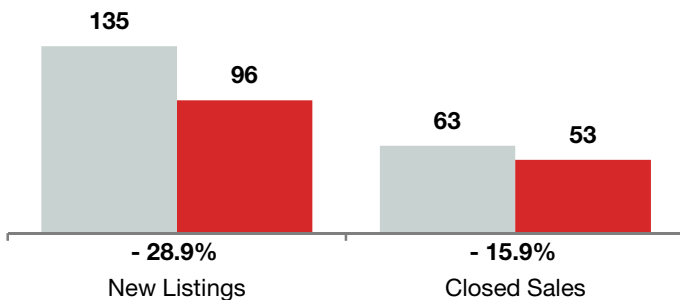
### Year to Date

|  | 2013      | 2014             | + / -   | 2013      | 2014             | + / -  |
|--|-----------|------------------|---------|-----------|------------------|--------|
| New Listings                             | 135       | 96               | - 28.9% | 1,021     | 941              | - 7.8% |
| Closed Sales                             | 63        | 53               | - 15.9% | 497       | 474              | - 4.6% |
| Median Sales Price*                      | \$115,500 | <b>\$125,000</b> | + 8.2%  | \$112,770 | <b>\$112,593</b> | - 0.2% |
| Average Sales Price*                     | \$126,268 | <b>\$134,882</b> | + 6.8%  | \$121,443 | <b>\$128,168</b> | + 5.5% |
| Percent of Original List Price Received* | 87.0%     | <b>87.5%</b>     | + 0.6%  | 88.4%     | <b>88.6%</b>     | + 0.2% |
| List to Close                            | 158       | <b>195</b>       | + 23.5% | 160       | <b>163</b>       | + 1.9% |
| Days on Market Until Sale                | 123       | <b>146</b>       | + 19.4% | 125       | <b>124</b>       | - 0.0% |
| Cumulative Days on Market Until Sale     | 143       | <b>162</b>       | + 12.8% | 149       | <b>157</b>       | + 5.3% |
| Inventory of Homes for Sale              | 511       | <b>495</b>       | - 3.1%  | --        | --               | --     |
| Months Supply of Inventory               | 10.9      | <b>9.9</b>       | - 8.5%  | --        | --               | --     |

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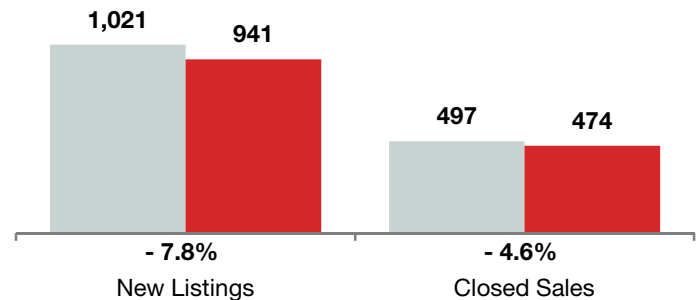
### October

■ 2013 ■ 2014



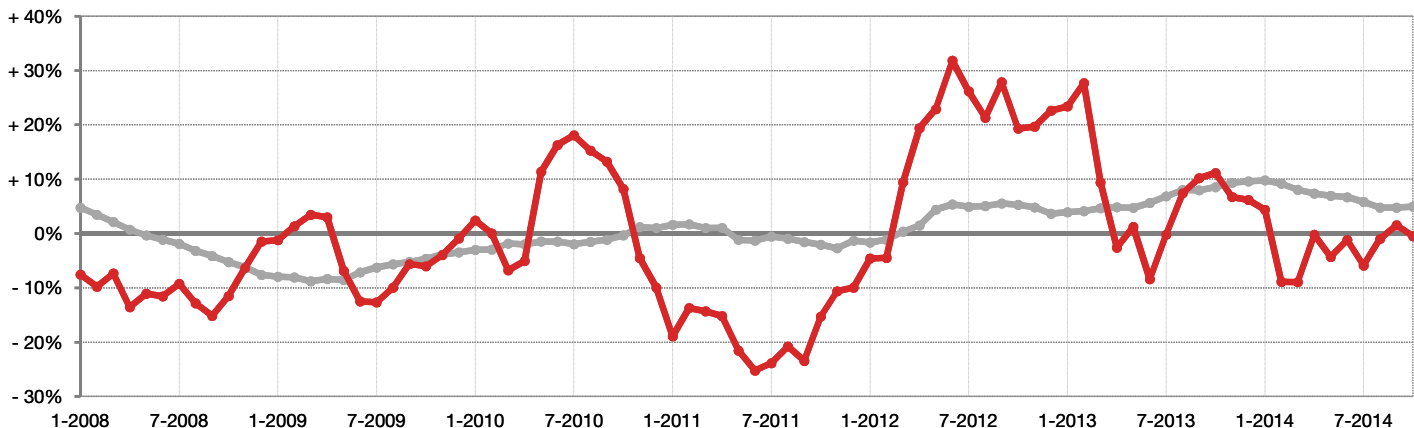
### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area —  
Salisbury, NC —



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# Local Market Update – October 2014

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Charlotte Regional Realtor® Association

## Statesville, NC

- 6.2%

Change in  
New Listings

+ 10.7%

Change in  
Closed Sales

+ 8.7%

Change in  
Median Sales Price

### October

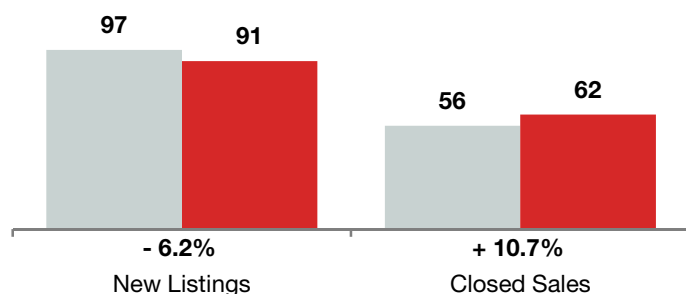
### Year to Date

|  | 2013      | 2014      | + / -   | 2013      | 2014      | + / -   |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                             | 97        | 91        | - 6.2%  | 1,004     | 925       | - 7.9%  |
| Closed Sales                             | 56        | 62        | + 10.7% | 541       | 539       | - 0.4%  |
| Median Sales Price*                      | \$112,000 | \$121,750 | + 8.7%  | \$109,103 | \$115,000 | + 5.4%  |
| Average Sales Price*                     | \$131,596 | \$128,360 | - 2.5%  | \$126,572 | \$127,016 | + 0.4%  |
| Percent of Original List Price Received* | 87.9%     | 90.0%     | + 2.4%  | 88.9%     | 89.1%     | + 0.2%  |
| List to Close                            | 186       | 129       | - 30.4% | 160       | 153       | - 4.4%  |
| Days on Market Until Sale                | 149       | 94        | - 36.7% | 130       | 117       | - 10.2% |
| Cumulative Days on Market Until Sale     | 141       | 101       | - 28.0% | 144       | 140       | - 3.0%  |
| Inventory of Homes for Sale              | 489       | 437       | - 10.6% | --        | --        | --      |
| Months Supply of Inventory               | 9.2       | 8.0       | - 12.7% | --        | --        | --      |

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size. | 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 the new "Months Supply of Inventory" stats trend lower since July 2012.

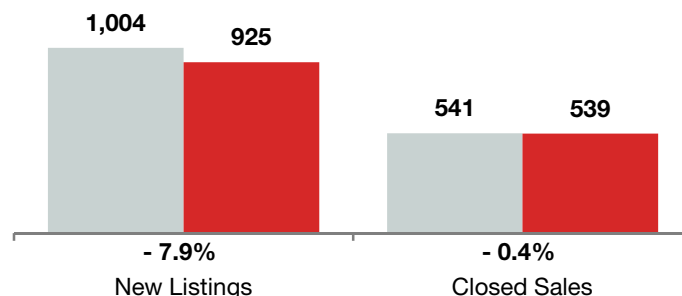
### October

■ 2013 ■ 2014



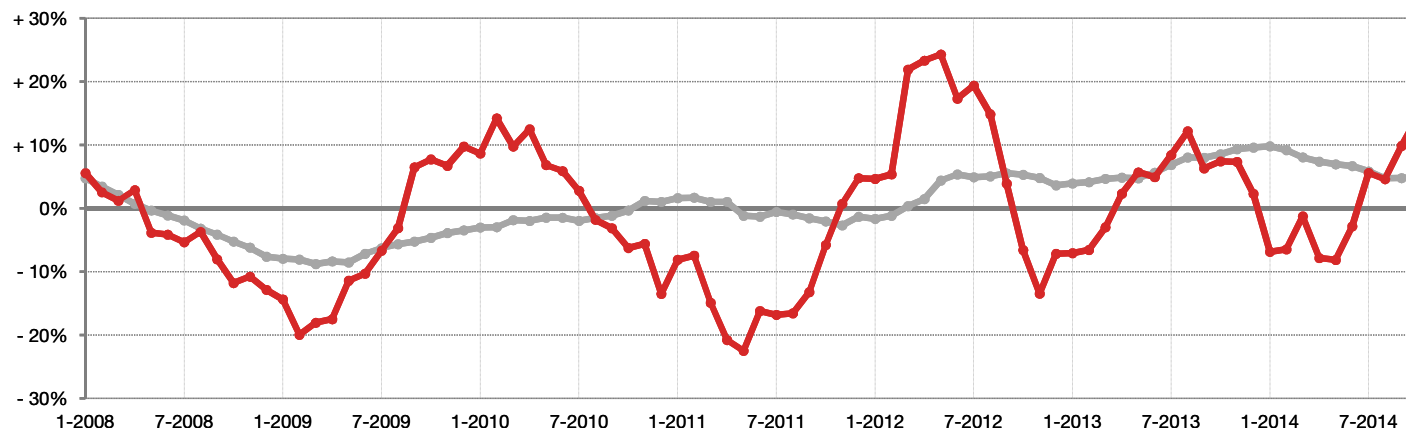
### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area —  
Statesville, NC —



\*\* Each dot represents the change in median sales price from the prior year using a 6-month weighted average.

This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Current as of November 5, 2014. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR® Association. Powered by 10K Research and Marketing.

# Local Market Update – October 2014

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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Charlotte Regional Realtor® Association

## Waxhaw, NC

**- 24.6%**

Change in  
New Listings

**+ 3.9%**

Change in  
Closed Sales

**+ 5.8%**

Change in  
Median Sales Price

### October

### Year to Date

|  | 2013      | 2014             | + / -   | 2013      | 2014             | + / -   |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                             | 118       | 89               | - 24.6% | 1,299     | 1,349            | + 3.8%  |
| Closed Sales                             | 76        | 79               | + 3.9%  | 893       | 956              | + 7.1%  |
| Median Sales Price*                      | \$285,363 | <b>\$302,000</b> | + 5.8%  | \$310,000 | <b>\$326,405</b> | + 5.3%  |
| Average Sales Price*                     | \$342,486 | <b>\$327,943</b> | - 4.2%  | \$356,391 | <b>\$370,405</b> | + 3.9%  |
| Percent of Original List Price Received* | 96.3%     | <b>95.0%</b>     | - 1.3%  | 96.4%     | <b>96.0%</b>     | - 0.4%  |
| List to Close                            | 171       | <b>123</b>       | - 28.2% | 139       | <b>126</b>       | - 9.4%  |
| Days on Market Until Sale                | 103       | <b>67</b>        | - 34.6% | 87        | <b>75</b>        | - 13.4% |
| Cumulative Days on Market Until Sale     | 118       | <b>83</b>        | - 29.3% | 102       | <b>93</b>        | - 8.6%  |
| Inventory of Homes for Sale              | 384       | <b>317</b>       | - 17.4% | --        | --               | --      |
| Months Supply of Inventory               | 4.4       | <b>3.4</b>       | - 23.3% | --        | --               | --      |

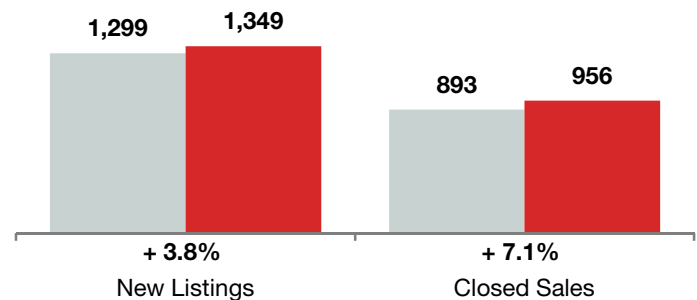
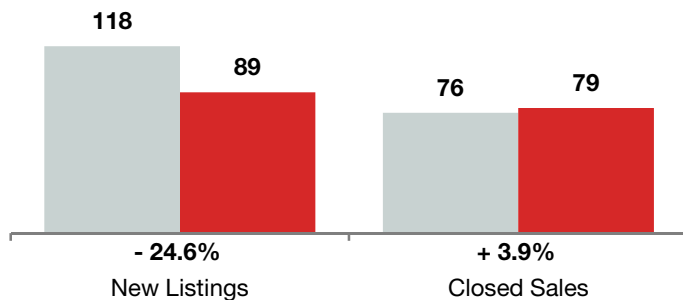
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### October

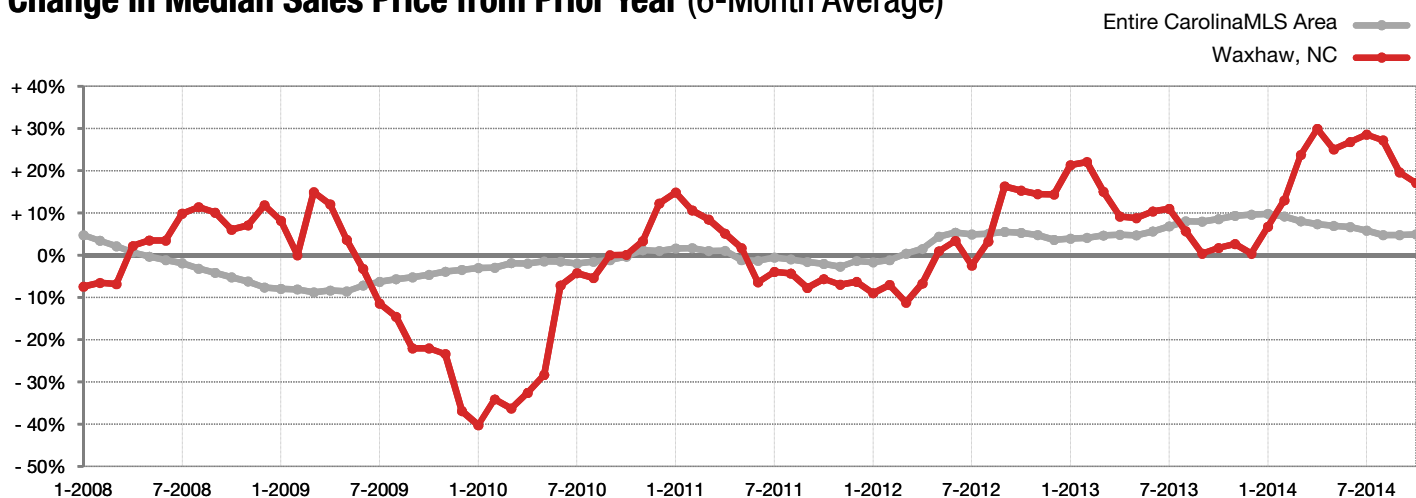
■ 2013 ■ 2014

### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



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# Local Market Update – October 2014

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Charlotte Regional Realtor® Association

## Lake Norman

**- 11.3%**

Change in  
New Listings

**+ 54.5%**

Change in  
Closed Sales

**+ 7.9%**

Change in  
Median Sales Price

### October

### Year to Date

|  | 2013      | 2014             | + / -   | 2013      | 2014             | + / -   |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                             | 213       | 189              | - 11.3% | 2,604     | 2,785            | + 7.0%  |
| Closed Sales                             | 123       | 190              | + 54.5% | 1,334     | 1,457            | + 9.2%  |
| Median Sales Price*                      | \$313,888 | <b>\$338,712</b> | + 7.9%  | \$331,557 | <b>\$352,146</b> | + 6.2%  |
| Average Sales Price*                     | \$357,799 | <b>\$448,107</b> | + 25.2% | \$434,031 | <b>\$460,419</b> | + 6.1%  |
| Percent of Original List Price Received* | 92.4%     | <b>92.4%</b>     | 0.0%    | 92.9%     | <b>93.7%</b>     | + 0.9%  |
| List to Close                            | 149       | 143              | - 4.0%  | 153       | 143              | - 6.5%  |
| Days on Market Until Sale                | 113       | 88               | - 22.7% | 116       | 99               | - 14.4% |
| Cumulative Days on Market Until Sale     | 151       | 117              | - 22.3% | 142       | 132              | - 6.9%  |
| Inventory of Homes for Sale              | 1,090     | <b>1,038</b>     | - 4.8%  | --        | --               | --      |
| Months Supply of Inventory               | 8.5       | <b>7.1</b>       | - 17.0% | --        | --               | --      |

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size. | 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 the new "Months Supply of Inventory" stats trend lower since July 2012.

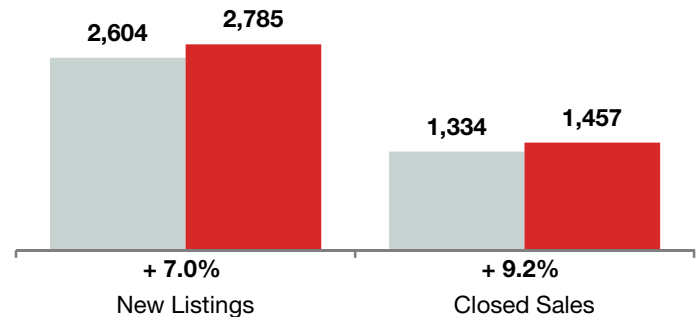
### October

■ 2013 ■ 2014



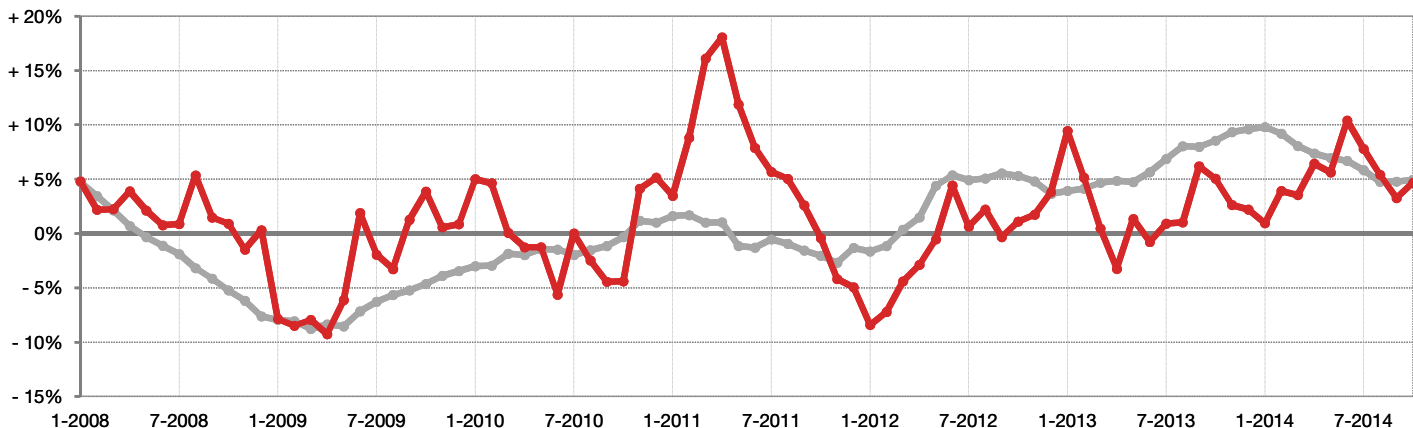
### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area — Lake Norman



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# Local Market Update – October 2014

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Charlotte Regional **Realtor®** Association

## Lake Wylie

**+ 21.5%**

Change in  
New Listings

**+ 64.3%**

Change in  
Closed Sales

**+ 4.6%**

Change in  
Median Sales Price

### October

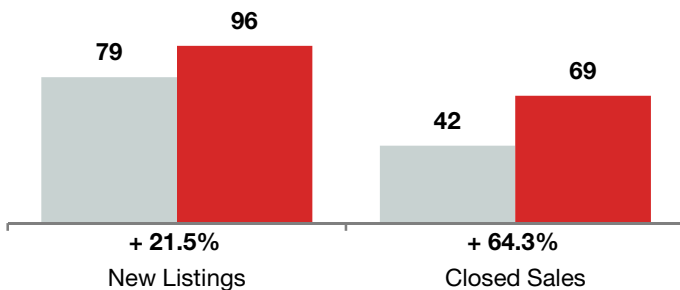
### Year to Date

|  | 2013      | 2014             | + / -   | 2013      | 2014             | + / -   |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                             | 79        | 96               | + 21.5% | 963       | 1,106            | + 14.8% |
| Closed Sales                             | 42        | 69               | + 64.3% | 565       | 621              | + 9.9%  |
| Median Sales Price*                      | \$272,500 | <b>\$285,000</b> | + 4.6%  | \$283,000 | <b>\$291,250</b> | + 2.9%  |
| Average Sales Price*                     | \$330,030 | <b>\$314,998</b> | - 4.6%  | \$327,484 | <b>\$328,418</b> | + 0.3%  |
| Percent of Original List Price Received* | 92.8%     | <b>95.3%</b>     | + 2.7%  | 93.9%     | <b>94.6%</b>     | + 0.7%  |
| List to Close                            | 99        | <b>129</b>       | + 30.6% | 148       | <b>145</b>       | - 2.0%  |
| Days on Market Until Sale                | 71        | <b>79</b>        | + 11.5% | 112       | <b>99</b>        | - 12.0% |
| Cumulative Days on Market Until Sale     | 99        | <b>97</b>        | - 1.4%  | 139       | <b>126</b>       | - 9.2%  |
| Inventory of Homes for Sale              | 415       | <b>435</b>       | + 4.8%  | --        | --               | --      |
| Months Supply of Inventory               | 7.9       | <b>6.9</b>       | - 12.6% | --        | --               | --      |

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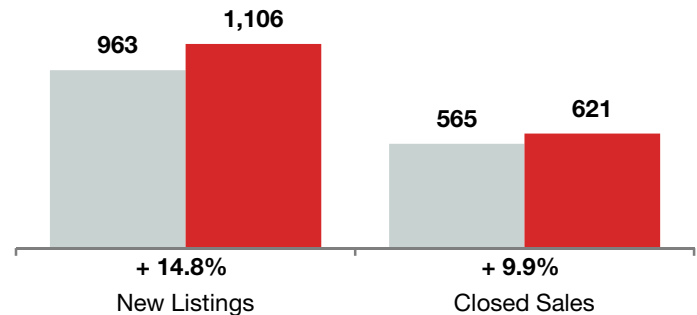
### October

■ 2013 ■ 2014



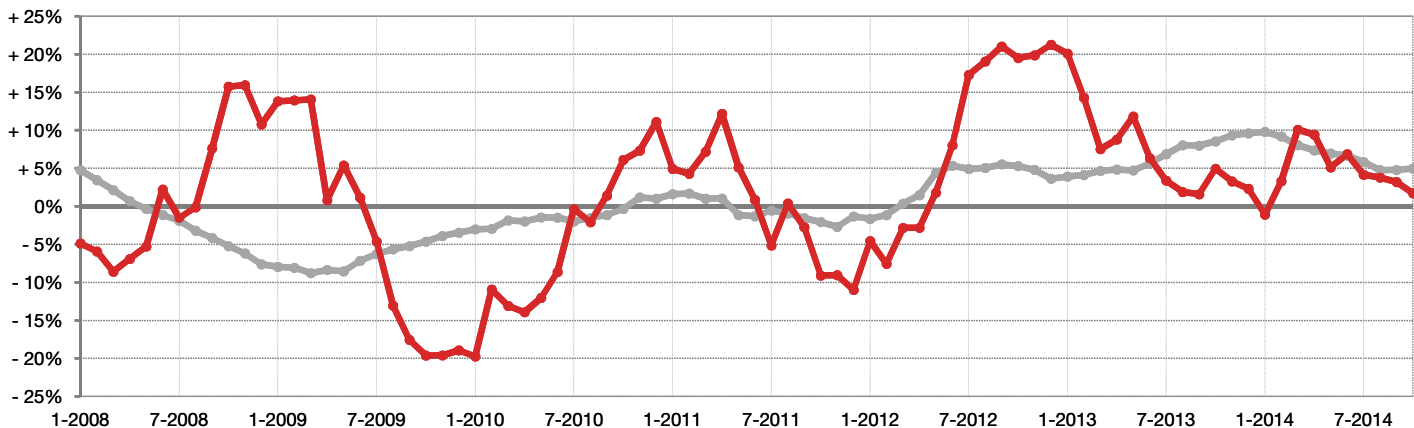
### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area —  
Lake Wylie —



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# Local Market Update – October 2014

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Charlotte Regional Realtor® Association

## Lancaster County, SC

**- 17.9%**

Change in  
New Listings

**+ 6.5%**

Change in  
Closed Sales

**+ 0.2%**

Change in  
Median Sales Price

### October

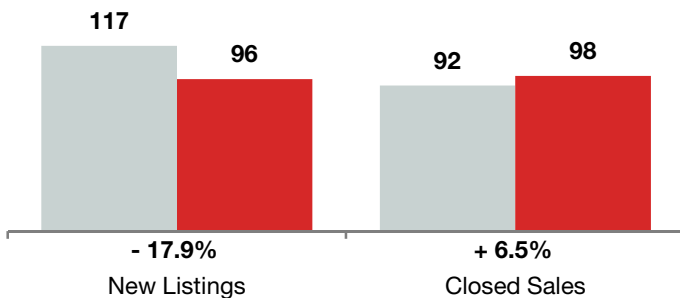
### Year to Date

|  | 2013      | 2014             | + / -   | 2013      | 2014             | + / -   |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                             | 117       | 96               | - 17.9% | 1,309     | 1,166            | - 10.9% |
| Closed Sales                             | 92        | 98               | + 6.5%  | 900       | 863              | - 4.1%  |
| Median Sales Price*                      | \$226,950 | <b>\$227,450</b> | + 0.2%  | \$225,900 | <b>\$229,000</b> | + 1.4%  |
| Average Sales Price*                     | \$246,818 | <b>\$238,435</b> | - 3.4%  | \$240,550 | <b>\$240,736</b> | + 0.1%  |
| Percent of Original List Price Received* | 97.0%     | <b>95.7%</b>     | - 1.3%  | 95.8%     | <b>95.4%</b>     | - 0.4%  |
| List to Close                            | 145       | <b>147</b>       | + 1.0%  | 135       | <b>139</b>       | + 3.0%  |
| Days on Market Until Sale                | 95        | <b>78</b>        | - 18.2% | 95        | <b>83</b>        | - 12.7% |
| Cumulative Days on Market Until Sale     | 110       | <b>86</b>        | - 21.9% | 112       | <b>101</b>       | - 10.1% |
| Inventory of Homes for Sale              | 390       | <b>368</b>       | - 5.6%  | --        | --               | --      |
| Months Supply of Inventory               | 4.5       | <b>4.3</b>       | - 4.0%  | --        | --               | --      |

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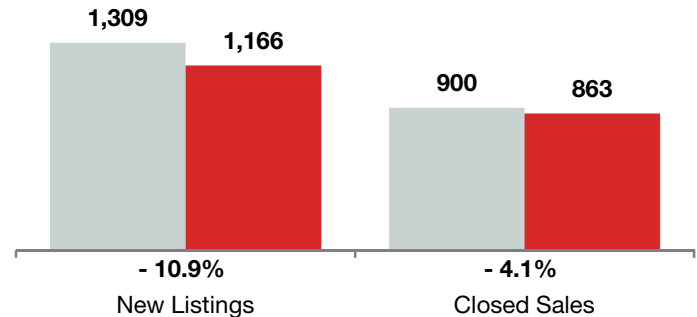
### October

■ 2013 ■ 2014



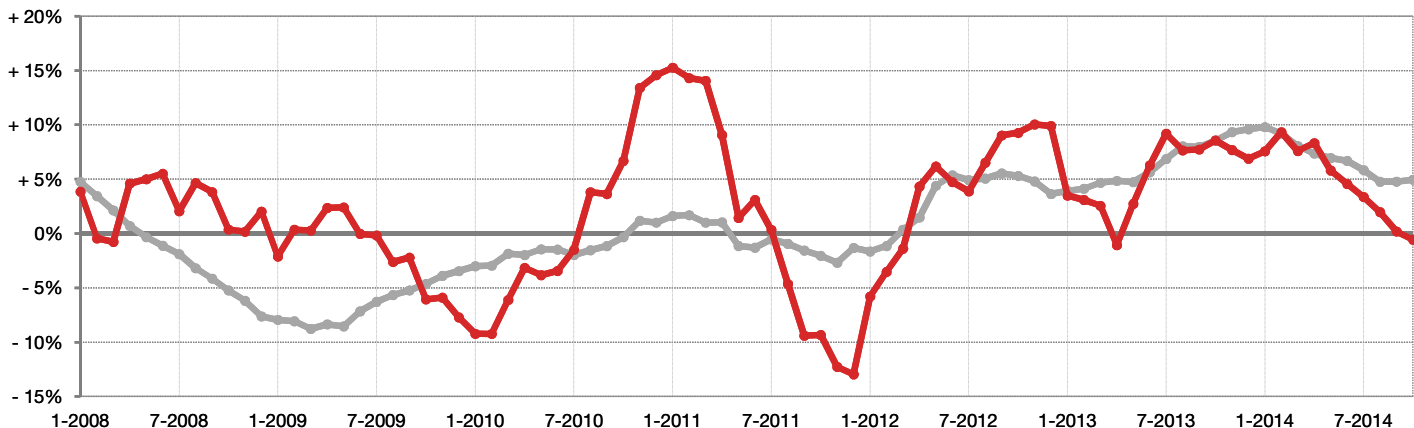
### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area —  
Lancaster County, SC —



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# Local Market Update – October 2014

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Charlotte Regional Realtor® Association

## York County, SC

**+ 7.2%**

Change in  
New Listings

**+ 34.2%**

Change in  
Closed Sales

**+ 19.3%**

Change in  
Median Sales Price

### October

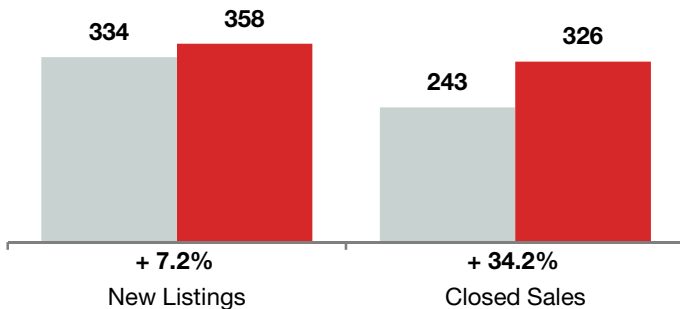
### Year to Date

|  | 2013      | 2014      | + / -   | 2013      | 2014      | + / -   |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                             | 334       | 358       | + 7.2%  | 4,067     | 4,364     | + 7.3%  |
| Closed Sales                             | 243       | 326       | + 34.2% | 2,551     | 3,035     | + 19.0% |
| Median Sales Price*                      | \$167,000 | \$199,256 | + 19.3% | \$182,500 | \$194,500 | + 6.6%  |
| Average Sales Price*                     | \$197,095 | \$225,332 | + 14.3% | \$215,014 | \$224,666 | + 4.5%  |
| Percent of Original List Price Received* | 94.2%     | 95.6%     | + 1.5%  | 94.7%     | 95.2%     | + 0.5%  |
| List to Close                            | 120       | 122       | + 1.6%  | 137       | 130       | - 5.1%  |
| Days on Market Until Sale                | 86        | 69        | - 19.6% | 103       | 84        | - 19.1% |
| Cumulative Days on Market Until Sale     | 100       | 85        | - 14.8% | 118       | 101       | - 14.9% |
| Inventory of Homes for Sale              | 1,432     | 1,213     | - 15.3% | --        | --        | --      |
| Months Supply of Inventory               | 5.9       | 4.0       | - 31.3% | --        | --        | --      |

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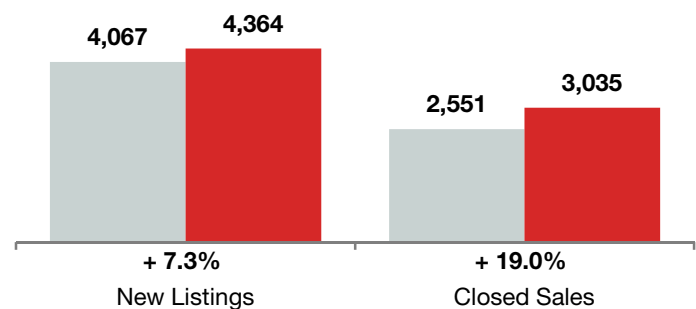
### October

2013 2014

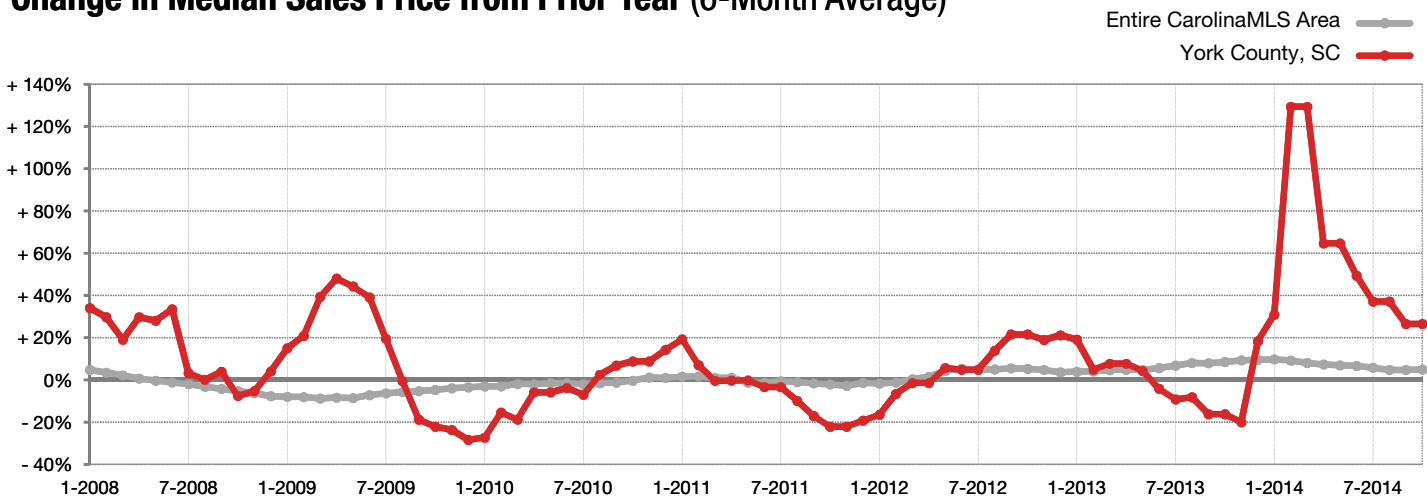


### Year to Date

2013 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



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# Local Market Update – October 2014

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Charlotte Regional Realtor® Association

## Fort Mill, SC

- 5.9%

Change in  
New Listings

+ 28.4%

Change in  
Closed Sales

+ 15.1%

Change in  
Median Sales Price

### October

### Year to Date

|  | 2013      | 2014      | + / -   | 2013      | 2014      | + / -   |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                             | 119       | 112       | - 5.9%  | 1,361     | 1,418     | + 4.2%  |
| Closed Sales                             | 95        | 122       | + 28.4% | 1,005     | 1,120     | + 11.4% |
| Median Sales Price*                      | \$230,000 | \$264,750 | + 15.1% | \$243,976 | \$255,000 | + 4.5%  |
| Average Sales Price*                     | \$254,803 | \$282,149 | + 10.7% | \$265,710 | \$279,470 | + 5.2%  |
| Percent of Original List Price Received* | 96.6%     | 97.0%     | + 0.4%  | 96.5%     | 97.0%     | + 0.5%  |
| List to Close                            | 128       | 120       | - 6.1%  | 131       | 117       | - 10.7% |
| Days on Market Until Sale                | 81        | 57        | - 29.2% | 91        | 65        | - 28.5% |
| Cumulative Days on Market Until Sale     | 86        | 68        | - 20.7% | 101       | 75        | - 25.3% |
| Inventory of Homes for Sale              | 306       | 263       | - 14.1% | --        | --        | --      |
| Months Supply of Inventory               | 3.2       | 2.4       | - 23.3% | --        | --        | --      |

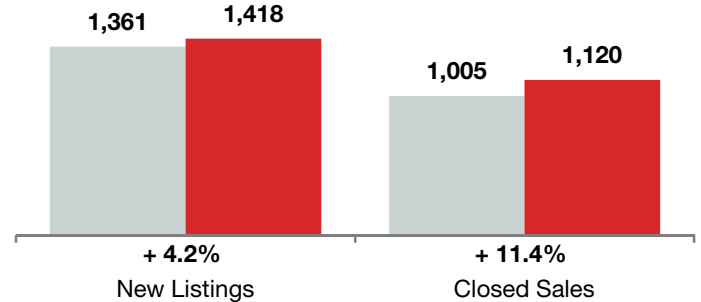
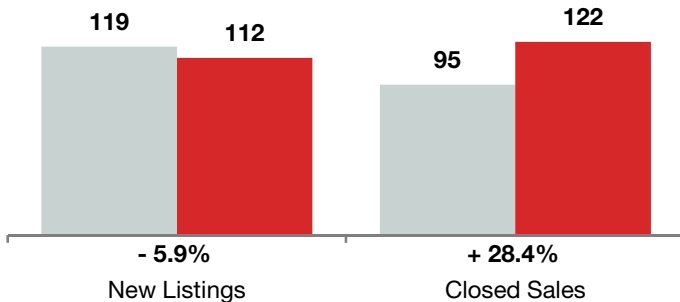
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### October

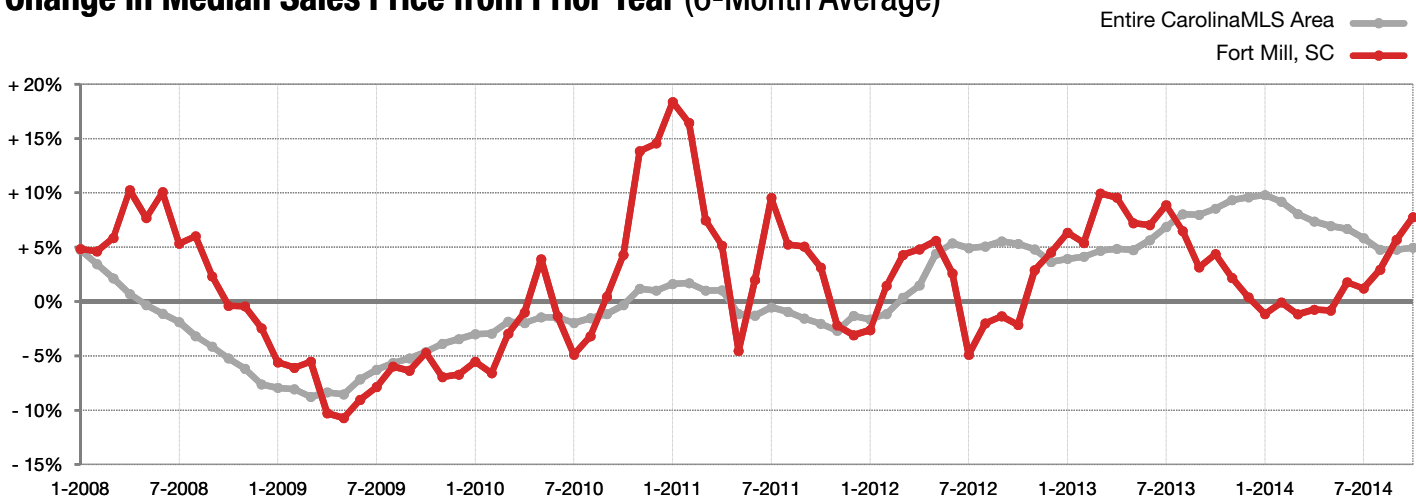
■ 2013 ■ 2014

### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



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# Local Market Update – October 2014

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Charlotte Regional Realtor® Association

## Rock Hill, SC

- 3.0%

Change in  
New Listings

+ 16.0%

Change in  
Closed Sales

+ 0.2%

Change in  
Median Sales Price

### October

### Year to Date

|  | 2013      | 2014      | + / -   | 2013      | 2014      | + / -   |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                             | 135       | 131       | - 3.0%  | 1,622     | 1,591     | - 1.9%  |
| Closed Sales                             | 100       | 116       | + 16.0% | 972       | 1,103     | + 13.5% |
| Median Sales Price*                      | \$145,750 | \$146,020 | + 0.2%  | \$148,250 | \$150,500 | + 1.5%  |
| Average Sales Price*                     | \$145,390 | \$161,791 | + 11.3% | \$163,631 | \$166,809 | + 1.9%  |
| Percent of Original List Price Received* | 93.4%     | 94.7%     | + 1.4%  | 93.9%     | 94.3%     | + 0.4%  |
| List to Close                            | 128       | 129       | + 0.8%  | 136       | 138       | + 1.5%  |
| Days on Market Until Sale                | 94        | 75        | - 20.0% | 106       | 91        | - 14.3% |
| Cumulative Days on Market Until Sale     | 107       | 94        | - 12.2% | 119       | 109       | - 8.3%  |
| Inventory of Homes for Sale              | 600       | 457       | - 23.8% | --        | --        | --      |
| Months Supply of Inventory               | 6.3       | 4.1       | - 35.1% | --        | --        | --      |

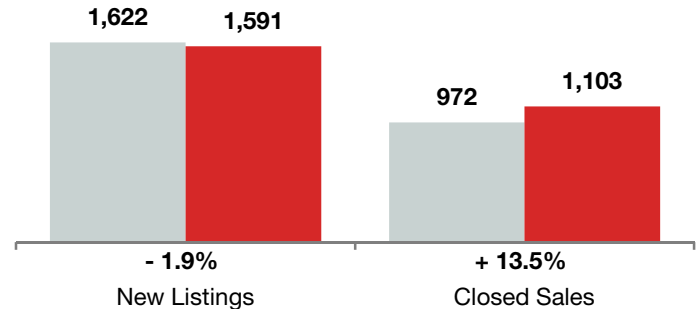
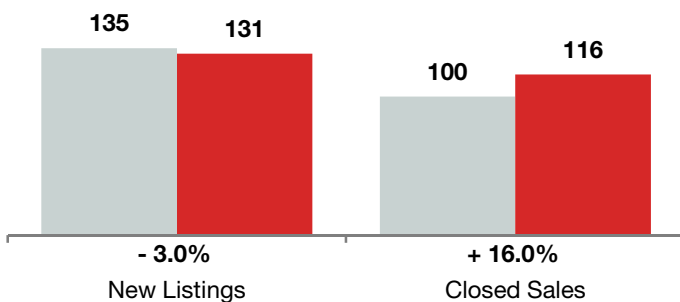
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### October

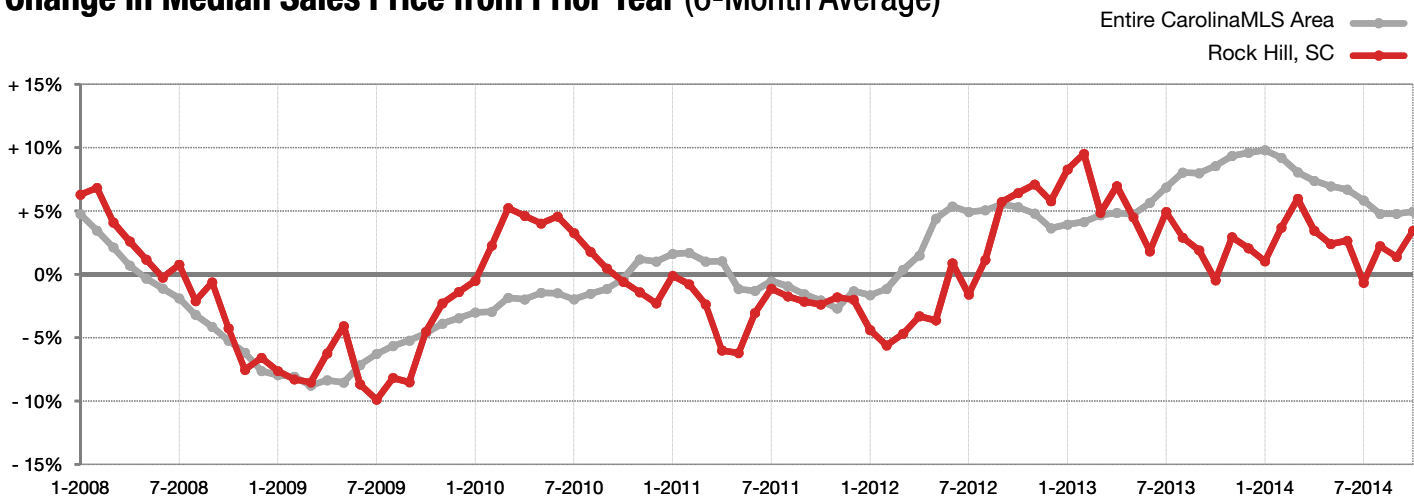
■ 2013 ■ 2014

### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*



\*\* Each dot represents the change in median sales price from the prior year using a 6-month weighted average.

This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

Current as of November 5, 2014. All data from CarolinaMLS. Report provided by the Charlotte Regional REALTOR® Association. Powered by 10K Research and Marketing.

# Local Market Update – October 2014

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
FOR MORE INFORMATION CONTACT A REALTOR®



Charlotte Regional **Realtor®** Association

## Uptown Charlotte

**- 19.4%**

Change in  
New Listings

**- 25.0%**

Change in  
Closed Sales

**+ 16.1%**

Change in  
Median Sales Price

### October

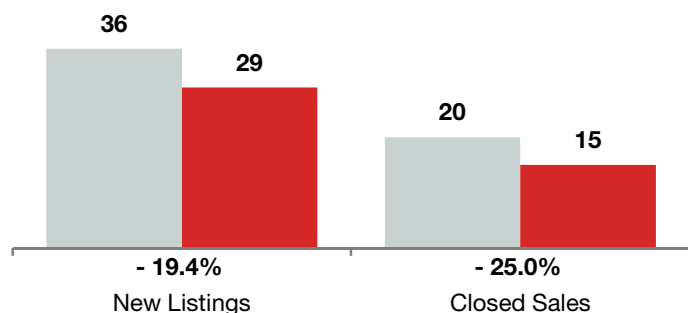
### Year to Date

|  | 2013      | 2014             | + / -   | 2013      | 2014             | + / -   |
|--|-----------|------------------|---------|-----------|------------------|---------|
| New Listings                             | 36        | 29               | - 19.4% | 363       | 368              | + 1.4%  |
| Closed Sales                             | 20        | 15               | - 25.0% | 232       | 268              | + 15.5% |
| Median Sales Price*                      | \$217,000 | <b>\$252,000</b> | + 16.1% | \$217,800 | <b>\$271,875</b> | + 24.8% |
| Average Sales Price*                     | \$232,204 | <b>\$329,814</b> | + 42.0% | \$269,242 | <b>\$309,951</b> | + 15.1% |
| Percent of Original List Price Received* | 96.4%     | <b>96.5%</b>     | + 0.1%  | 95.4%     | <b>97.5%</b>     | + 2.2%  |
| List to Close                            | 123       | 110              | - 10.5% | 130       | 156              | + 20.0% |
| Days on Market Until Sale                | 88        | 63               | - 28.1% | 100       | 85               | - 14.3% |
| Cumulative Days on Market Until Sale     | 92        | 66               | - 28.5% | 107       | 96               | - 10.2% |
| Inventory of Homes for Sale              | 115       | 98               | - 14.8% | --        | --               | --      |
| Months Supply of Inventory               | 4.6       | 4.3              | - 6.4%  | --        | --               | --      |

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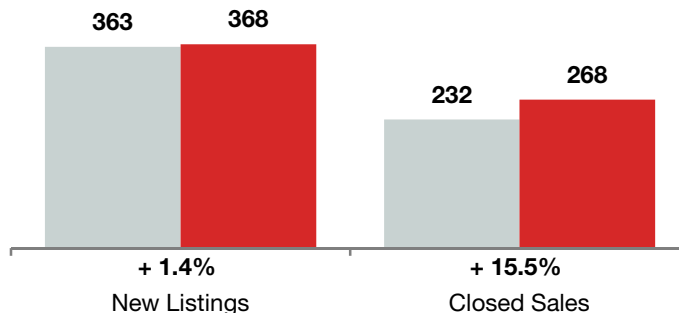
### October

■ 2013 ■ 2014



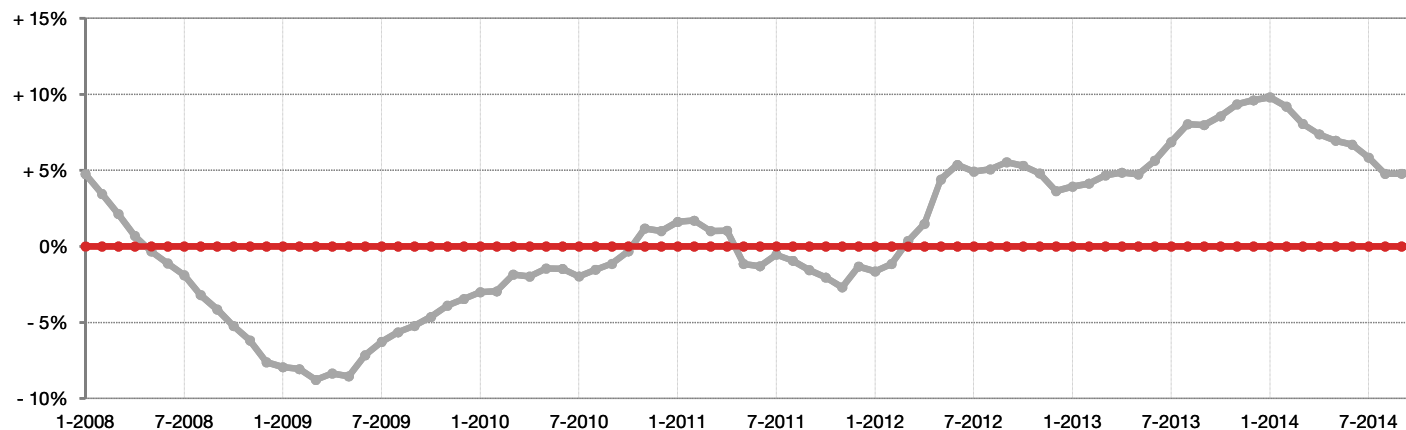
### Year to Date

■ 2013 ■ 2014



## Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area —  
Uptown Charlotte —



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# Local Market Update – October 2014

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Charlotte Regional Realtor® Association

## Charlotte MSA

- 3.7%

Change in  
New Listings

+ 13.4%

Change in  
Closed Sales

+ 4.3%

Change in  
Median Sales Price

### October

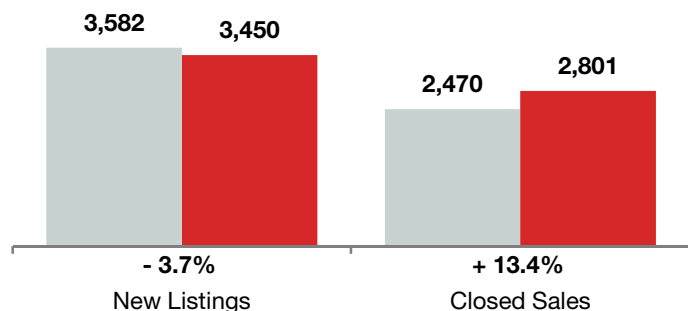
### Year to Date

|  | 2013      | 2014      | + / -   | 2013      | 2014      | + / -   |
|--|-----------|-----------|---------|-----------|-----------|---------|
| New Listings                             | 3,582     | 3,450     | - 3.7%  | 39,411    | 39,828    | + 1.1%  |
| Closed Sales                             | 2,470     | 2,801     | + 13.4% | 25,729    | 26,788    | + 4.1%  |
| Median Sales Price*                      | \$172,800 | \$180,285 | + 4.3%  | \$175,000 | \$185,000 | + 5.7%  |
| Average Sales Price*                     | \$214,909 | \$227,309 | + 5.8%  | \$224,272 | \$233,564 | + 4.1%  |
| Percent of Original List Price Received* | 94.3%     | 94.3%     | 0.0%    | 94.5%     | 94.5%     | 0.0%    |
| List to Close                            | 127       | 124       | - 2.3%  | 132       | 126       | - 4.5%  |
| Days on Market Until Sale                | 88        | 68        | - 23.3% | 93        | 77        | - 16.4% |
| Cumulative Days on Market Until Sale     | 101       | 81        | - 19.6% | 109       | 95        | - 13.0% |
| Inventory of Homes for Sale              | 12,966    | 11,094    | - 14.4% | --        | --        | --      |
| Months Supply of Inventory               | 5.2       | 4.2       | - 20.0% | --        | --        | --      |

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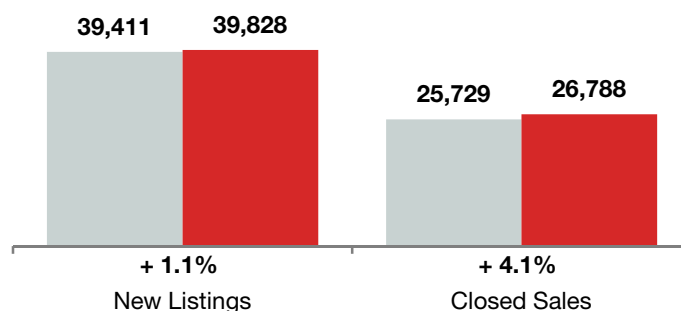
### October

■ 2013 ■ 2014



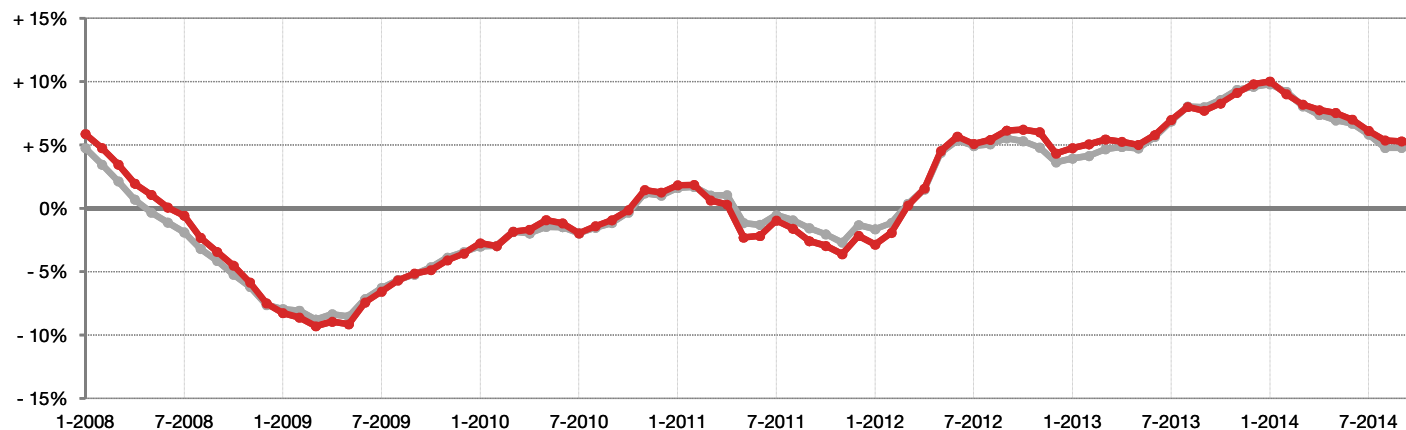
### Year to Date

■ 2013 ■ 2014



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire CarolinaMLS Area —  
Charlotte MSA —



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