

# Local Market Update – September 2014

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



Charlotte Regional Realtor® Association

## Entire CarolinaMLS Region

- 1.7%

+ 15.0%

+ 2.9%

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### September

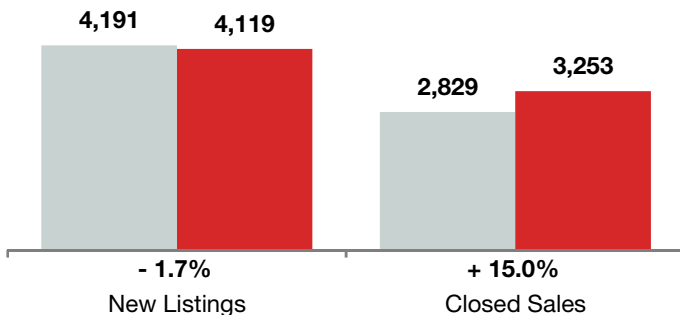
### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	4,191	4,119	- 1.7%	42,134	42,603	+ 1.1%
Closed Sales	2,829	3,253	+ 15.0%	26,439	27,187	+ 2.8%
Median Sales Price*	\$174,024	\$179,000	+ 2.9%	\$172,000	\$180,625	+ 5.0%
Average Sales Price*	\$220,931	\$228,085	+ 3.2%	\$223,266	\$232,336	+ 4.1%
Percent of Original List Price Received*	94.6%	94.2%	- 0.4%	94.1%	94.1%	0.0%
List to Close	129	129	0.0%	135	130	- 3.7%
Days on Market Until Sale	91	72	- 21.1%	97	83	- 14.1%
Cumulative Days on Market Until Sale	108	86	- 20.6%	114	102	- 10.6%
Inventory of Homes for Sale	16,910	15,017	- 11.2%	--	--	--
Months Supply of Inventory	6.0	5.0	- 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.

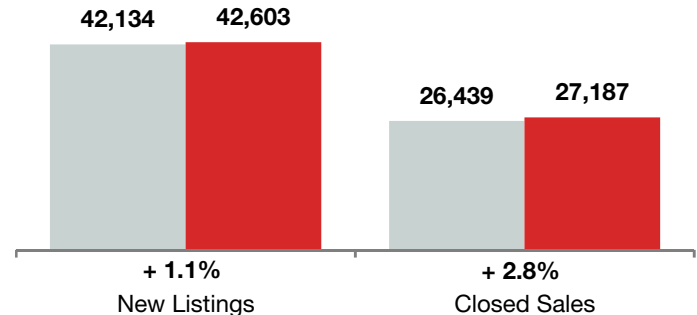
### September

■ 2013 ■ 2014



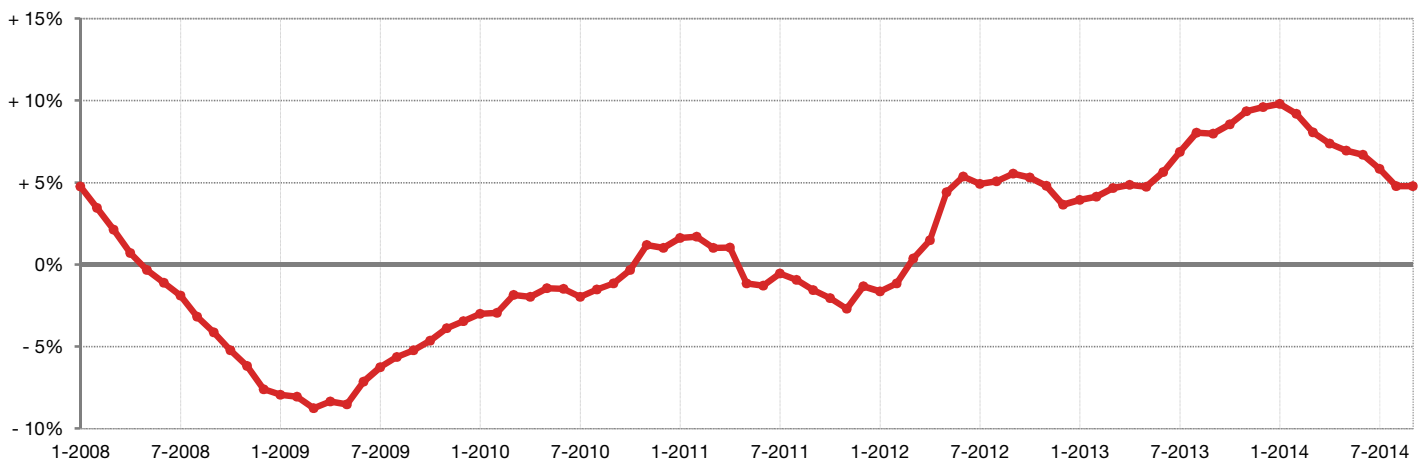
### Year to Date

■ 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.

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Charlotte Regional Realtor® Association

## Alexander County, NC

**+ 41.7%**

Change in  
New Listings

**- 40.0%**

Change in  
Closed Sales

**+ 28.2%**

Change in  
Median Sales Price

### September

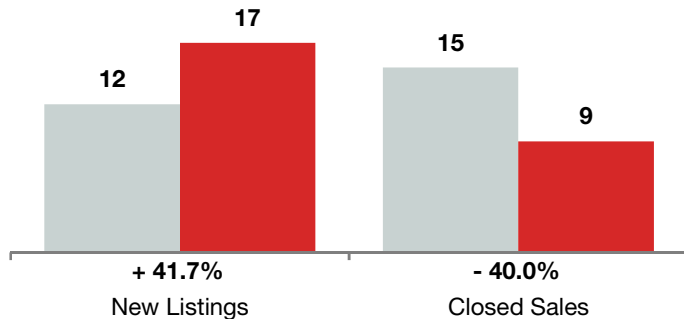
### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	12	17	+ 41.7%	132	154	+ 16.7%
Closed Sales	15	9	- 40.0%	72	77	+ 6.9%
Median Sales Price*	\$93,500	<b>\$119,900</b>	+ 28.2%	\$92,750	<b>\$130,000</b>	+ 40.2%
Average Sales Price*	\$137,693	<b>\$196,367</b>	+ 42.6%	\$138,350	<b>\$165,558</b>	+ 19.7%
Percent of Original List Price Received*	83.1%	<b>90.1%</b>	+ 8.4%	85.1%	<b>90.2%</b>	+ 6.0%
List to Close	250	<b>146</b>	- 41.5%	194	<b>177</b>	- 8.8%
Days on Market Until Sale	185	<b>101</b>	- 45.2%	142	<b>137</b>	- 3.6%
Cumulative Days on Market Until Sale	223	<b>101</b>	- 54.6%	157	<b>144</b>	- 8.6%
Inventory of Homes for Sale	81	<b>103</b>	+ 27.2%	--	--	--
Months Supply of Inventory	10.0	<b>12.4</b>	+ 23.3%	--	--	--

\* 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.

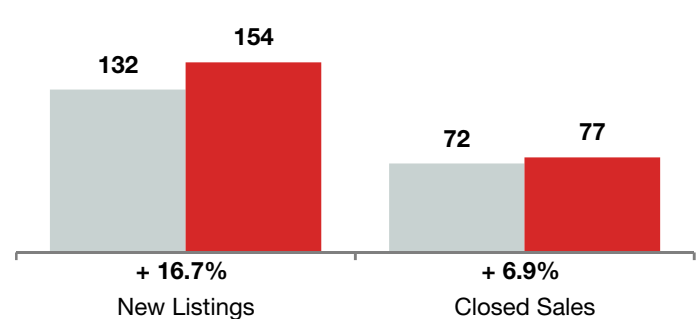
### September

■ 2013 ■ 2014



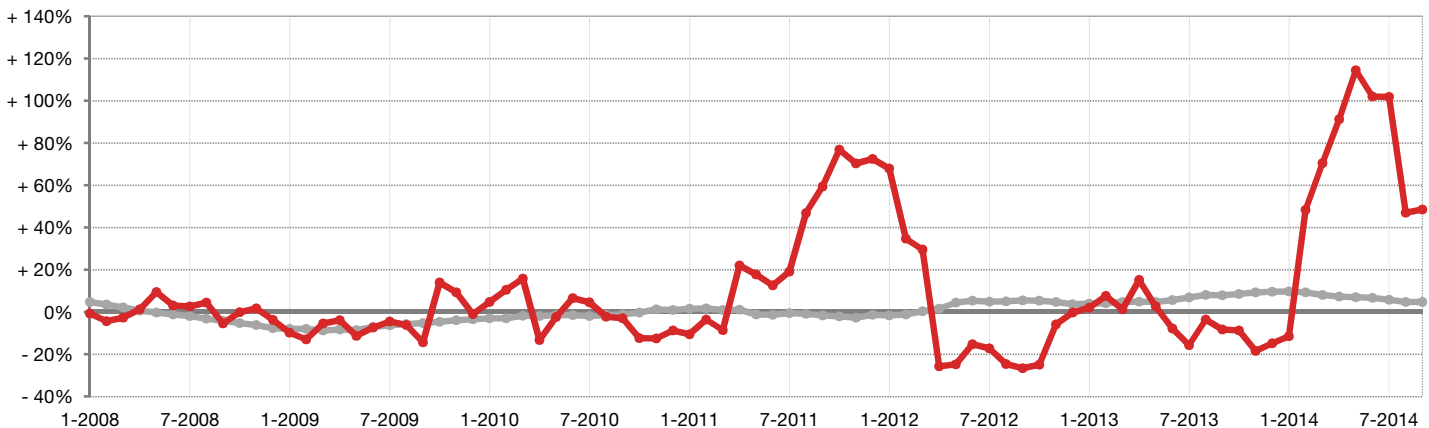
### Year to Date

■ 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

**- 30.0%**

Change in  
New Listings

**- 64.3%**

Change in  
Closed Sales

**+ 39.1%**

Change in  
Median Sales Price

### September

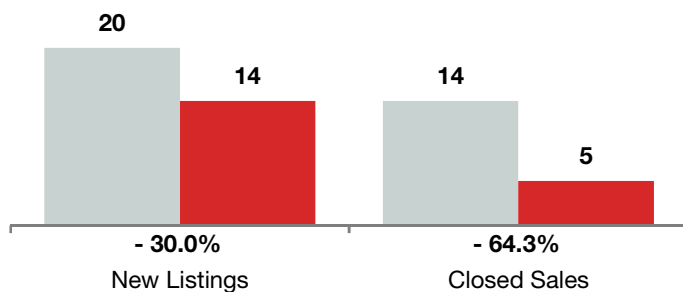
### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	20	14	- 30.0%	136	152	+ 11.8%
Closed Sales	14	5	- 64.3%	72	58	- 19.4%
Median Sales Price*	\$69,750	<b>\$97,000</b>	+ 39.1%	\$61,741	<b>\$65,500</b>	+ 6.1%
Average Sales Price*	\$81,550	<b>\$107,630</b>	+ 32.0%	\$71,256	<b>\$80,577</b>	+ 13.1%
Percent of Original List Price Received*	86.6%	<b>94.7%</b>	+ 9.4%	84.9%	<b>85.9%</b>	+ 1.2%
List to Close	247	120	- 51.5%	237	192	- 19.0%
Days on Market Until Sale	217	75	- 65.6%	178	169	- 5.0%
Cumulative Days on Market Until Sale	217	97	- 55.5%	184	198	+ 7.6%
Inventory of Homes for Sale	127	130	+ 2.4%	--	--	--
Months Supply of Inventory	16.6	20.0	+ 20.7%	--	--	--

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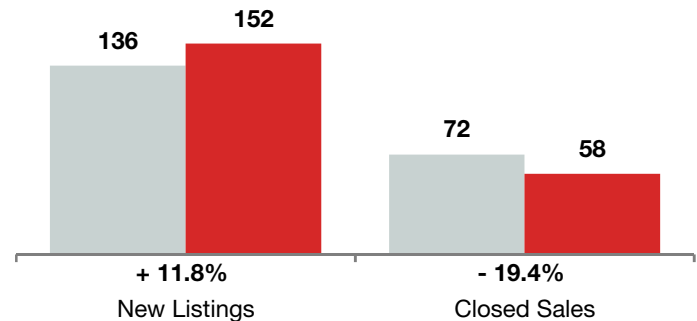
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■ 2013 ■ 2014



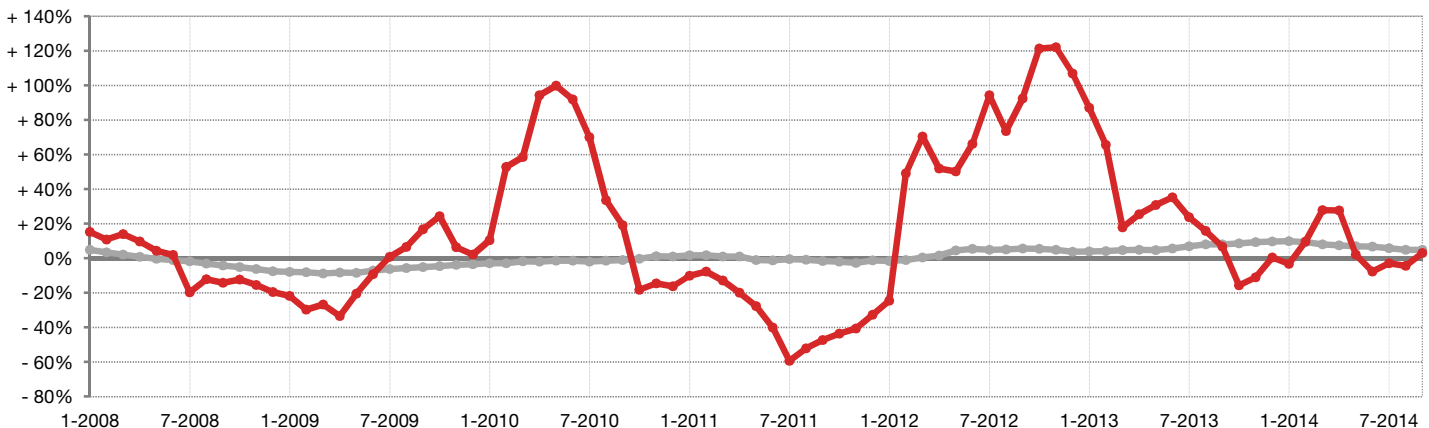
### Year to Date

■ 2013 ■ 2014



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

Entire CarolinaMLS Area —  
Anson County, NC —



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Charlotte Regional Realtor® Association

## Cabarrus County, NC

**+ 4.2%**

Change in  
New Listings

**+ 25.9%**

Change in  
Closed Sales

**+ 1.7%**

Change in  
Median Sales Price

### September

### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	306	319	+ 4.2%	3,058	3,174	+ 3.8%
Closed Sales	189	238	+ 25.9%	1,969	2,120	+ 7.7%
Median Sales Price*	\$160,000	<b>\$162,750</b>	+ 1.7%	\$158,000	<b>\$168,600</b>	+ 6.7%
Average Sales Price*	\$182,662	<b>\$180,384</b>	- 1.2%	\$179,475	<b>\$189,545</b>	+ 5.6%
Percent of Original List Price Received*	95.1%	<b>93.6%</b>	- 1.6%	92.9%	<b>93.7%</b>	+ 0.9%
List to Close	141	133	- 5.6%	146	133	- 8.9%
Days on Market Until Sale	107	73	- 31.2%	109	83	- 23.8%
Cumulative Days on Market Until Sale	122	91	- 25.1%	124	100	- 19.6%
Inventory of Homes for Sale	1,275	<b>1,038</b>	- 18.6%	--	--	--
Months Supply of Inventory	5.9	<b>4.4</b>	- 25.4%	--	--	--

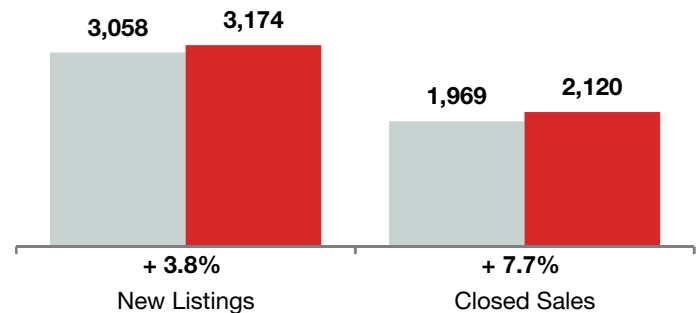
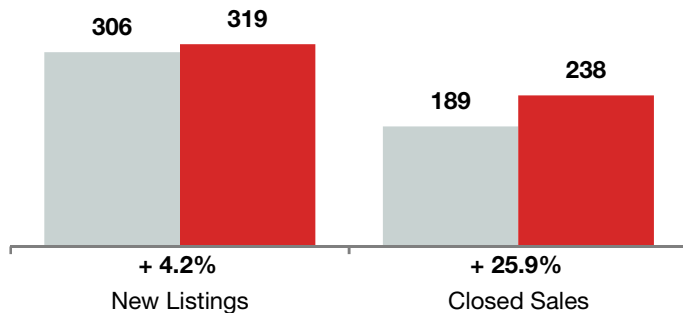
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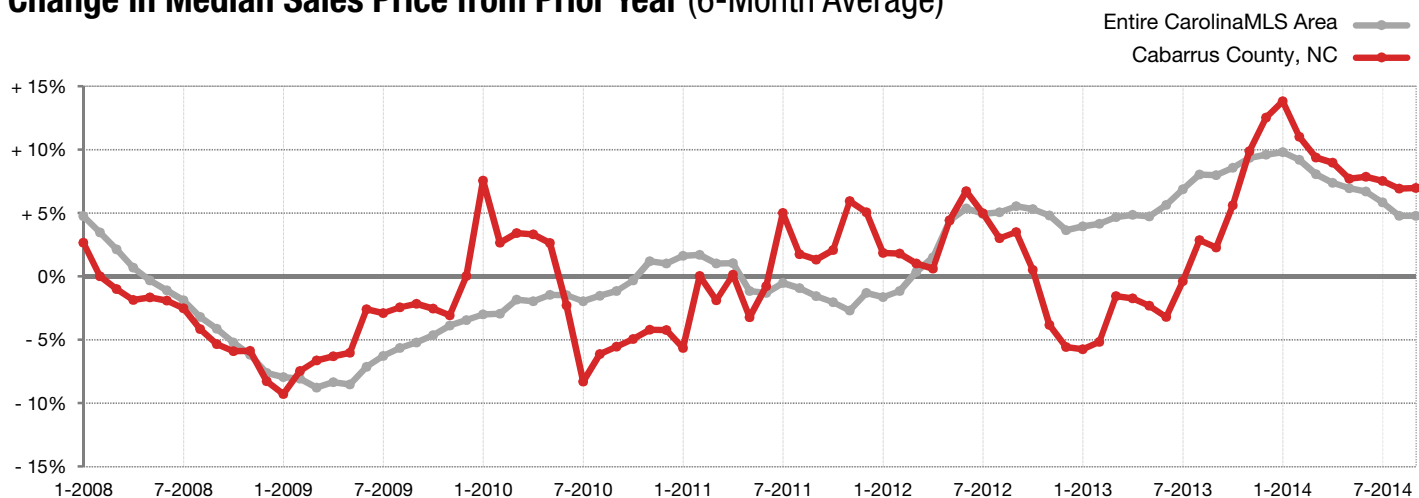
■ 2013 ■ 2014

### Year to Date

■ 2013 ■ 2014



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Charlotte Regional Realtor® Association

## Gaston County, NC

**+ 2.1%**

Change in  
New Listings

**+ 24.6%**

Change in  
Closed Sales

**+ 6.8%**

Change in  
Median Sales Price

### September

### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	327	334	+ 2.1%	3,084	3,029	- 1.8%
Closed Sales	171	213	+ 24.6%	1,639	1,766	+ 7.7%
Median Sales Price*	\$117,000	<b>\$125,000</b>	+ 6.8%	\$115,000	<b>\$124,000</b>	+ 7.8%
Average Sales Price*	\$138,618	<b>\$146,588</b>	+ 5.7%	\$132,958	<b>\$142,467</b>	+ 7.2%
Percent of Original List Price Received*	92.6%	<b>93.0%</b>	+ 0.4%	91.7%	<b>91.9%</b>	+ 0.2%
List to Close	144	<b>139</b>	- 2.8%	144	<b>143</b>	- 0.7%
Days on Market Until Sale	108	<b>78</b>	- 27.0%	108	<b>97</b>	- 9.5%
Cumulative Days on Market Until Sale	136	<b>94</b>	- 30.7%	130	<b>123</b>	- 5.2%
Inventory of Homes for Sale	1,553	<b>1,290</b>	- 16.9%	--	--	--
Months Supply of Inventory	8.8	<b>6.3</b>	- 28.0%	--	--	--

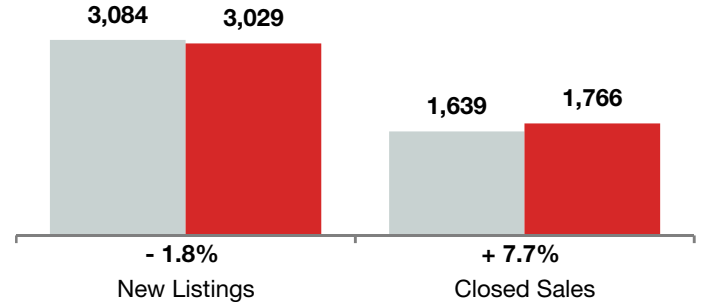
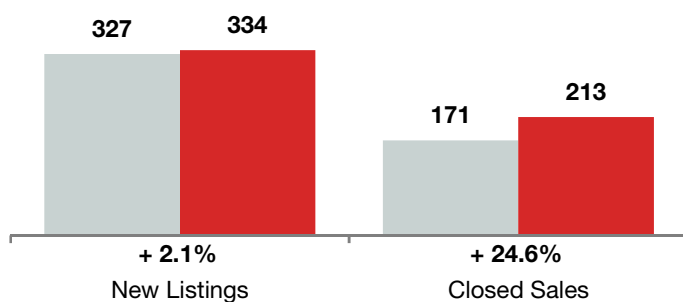
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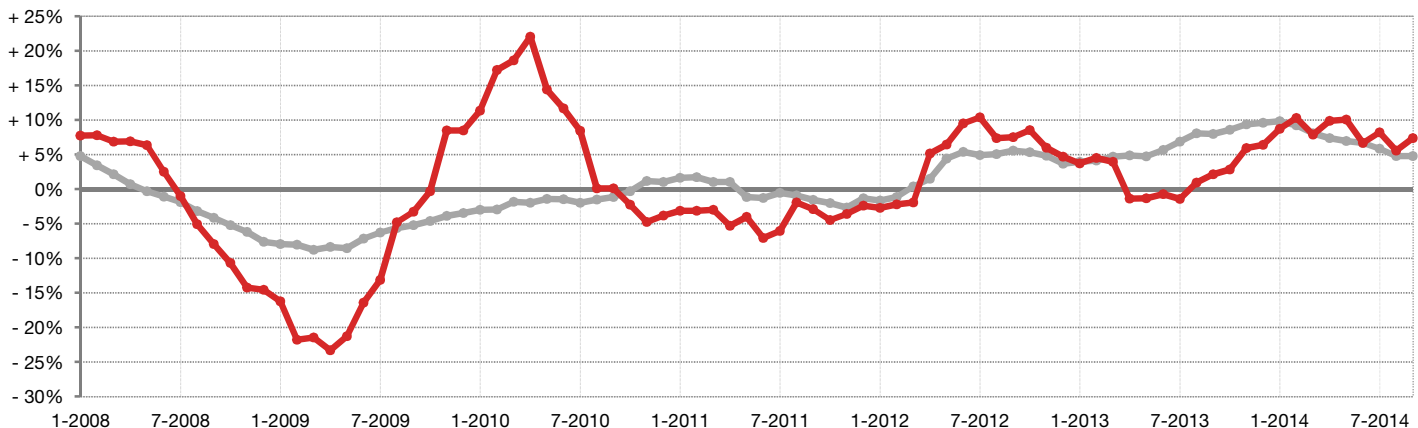
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■ 2013 ■ 2014



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Entire CarolinaMLS Area —  
Gaston County, NC —



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Charlotte Regional Realtor® Association

## Iredell County, NC

**- 8.9%**

Change in  
New Listings

**+ 11.4%**

Change in  
Closed Sales

**- 8.1%**

Change in  
Median Sales Price

### September

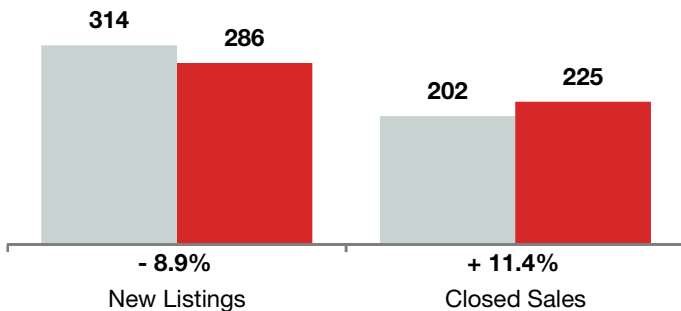
### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	314	286	- 8.9%	3,227	2,972	- 7.9%
Closed Sales	202	225	+ 11.4%	1,780	1,703	- 4.3%
Median Sales Price*	\$193,750	<b>\$178,000</b>	- 8.1%	\$180,000	<b>\$188,000</b>	+ 4.4%
Average Sales Price*	\$241,547	<b>\$248,838</b>	+ 3.0%	\$248,008	<b>\$269,319</b>	+ 8.6%
Percent of Original List Price Received*	93.8%	<b>92.4%</b>	- 1.5%	92.7%	<b>92.4%</b>	- 0.3%
List to Close	131	<b>150</b>	+ 15.2%	142	<b>143</b>	+ 0.7%
Days on Market Until Sale	94	<b>95</b>	+ 1.1%	108	<b>99</b>	- 7.7%
Cumulative Days on Market Until Sale	115	<b>109</b>	- 5.3%	125	<b>124</b>	- 0.7%
Inventory of Homes for Sale	1,461	<b>1,275</b>	- 12.7%	--	--	--
Months Supply of Inventory	7.7	<b>6.5</b>	- 15.1%	--	--	--

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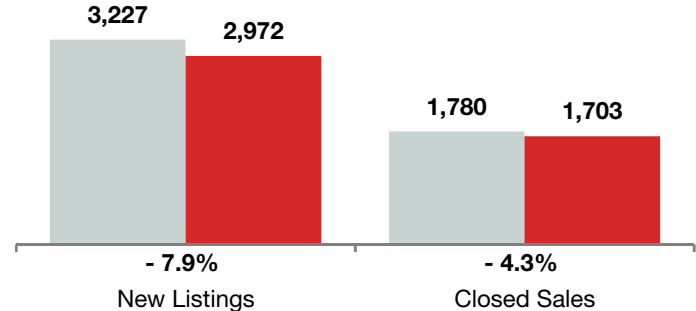
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■ 2013 ■ 2014



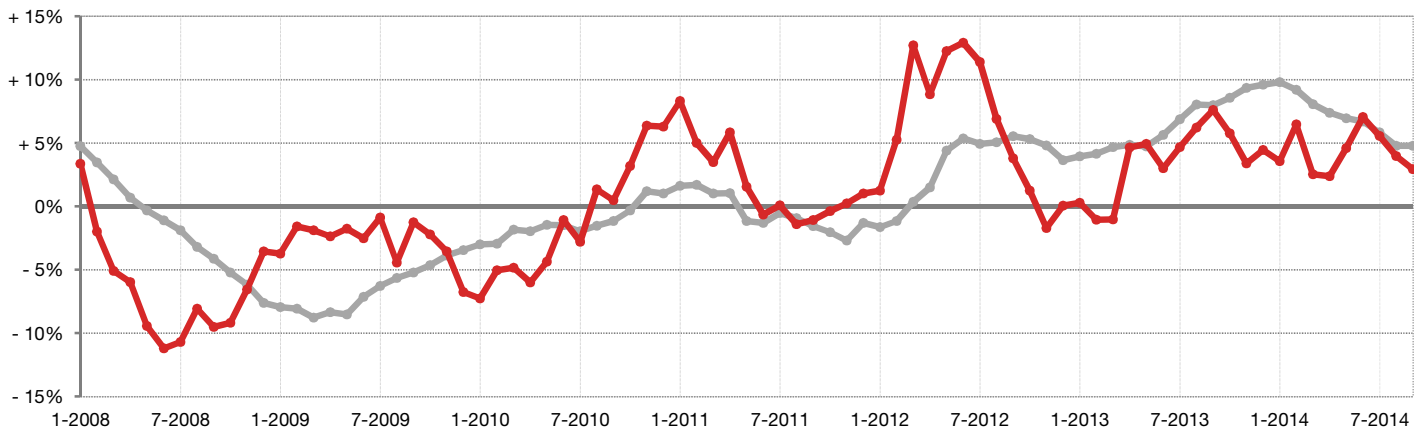
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■ 2013 ■ 2014



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Entire CarolinaMLS Area —  
Iredell County, NC —



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Charlotte Regional Realtor® Association

**+ 9.5%**

**+ 34.8%**

**- 3.8%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Lincoln County, NC

### September

### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	116	127	+ 9.5%	1,234	1,301	+ 5.4%
Closed Sales	66	89	+ 34.8%	641	680	+ 6.1%
Median Sales Price*	\$182,000	<b>\$175,000</b>	- 3.8%	\$164,250	<b>\$186,250</b>	+ 13.4%
Average Sales Price*	\$242,079	<b>\$233,991</b>	- 3.3%	\$222,518	<b>\$244,357</b>	+ 9.8%
Percent of Original List Price Received*	94.3%	<b>94.5%</b>	+ 0.2%	92.7%	<b>92.7%</b>	0.0%
List to Close	122	119	- 3.1%	148	139	- 6.1%
Days on Market Until Sale	79	69	- 12.8%	109	97	- 11.4%
Cumulative Days on Market Until Sale	91	93	+ 2.7%	133	125	- 5.7%
Inventory of Homes for Sale	579	571	- 1.4%	--	--	--
Months Supply of Inventory	8.0	7.4	- 6.7%	--	--	--

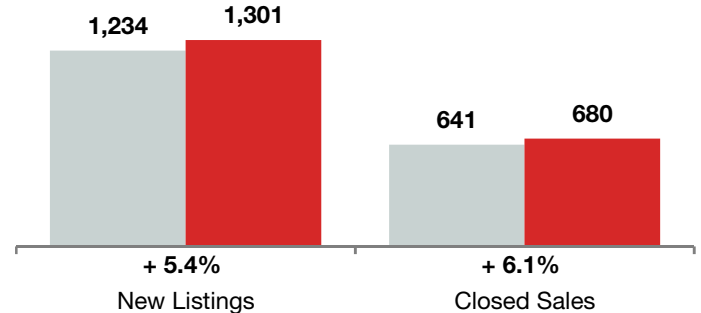
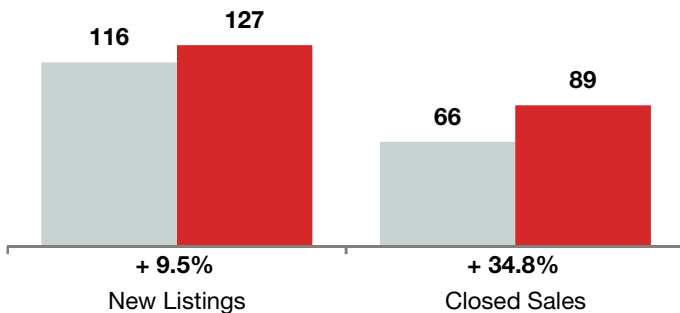
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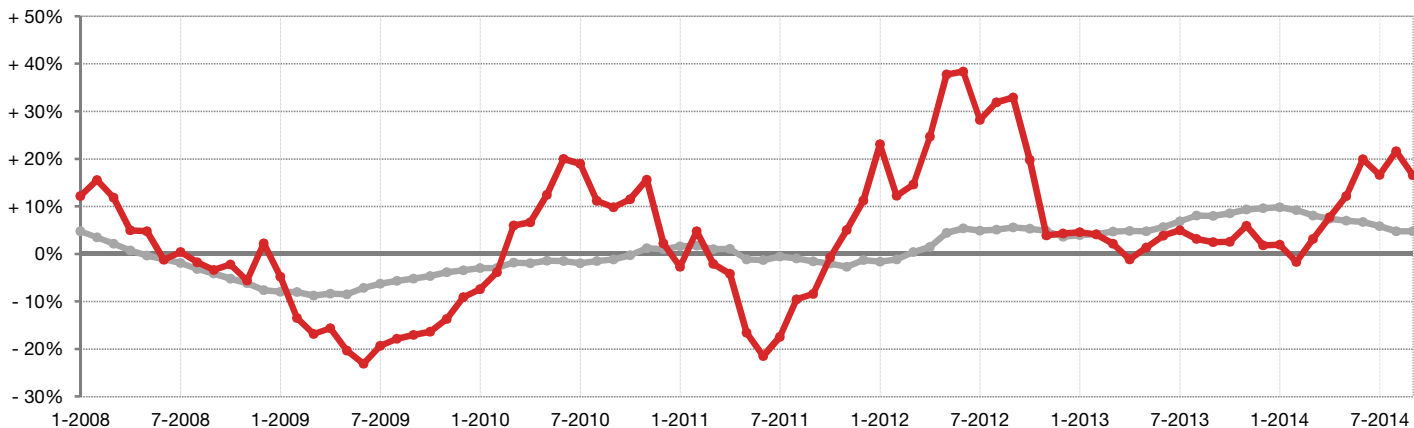
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■ 2013 ■ 2014



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Lincoln County, NC —



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## Mecklenburg County, NC

- 5.7%

Change in  
New Listings

+ 8.8%

Change in  
Closed Sales

+ 3.3%

Change in  
Median Sales Price

### September

### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	1,787	1,685	- 5.7%	17,954	18,061	+ 0.6%
Closed Sales	1,313	1,428	+ 8.8%	12,404	12,355	- 0.4%
Median Sales Price*	\$184,000	\$190,000	+ 3.3%	\$184,000	\$192,000	+ 4.3%
Average Sales Price*	\$240,372	\$246,769	+ 2.7%	\$245,554	\$254,440	+ 3.6%
Percent of Original List Price Received*	95.4%	95.2%	- 0.2%	95.4%	95.2%	- 0.2%
List to Close	116	117	+ 1.1%	125	118	- 5.6%
Days on Market Until Sale	76	60	- 21.6%	84	69	- 16.9%
Cumulative Days on Market Until Sale	92	71	- 22.4%	100	86	- 14.3%
Inventory of Homes for Sale	5,678	4,854	- 14.5%	--	--	--
Months Supply of Inventory	4.3	3.6	- 17.5%	--	--	--

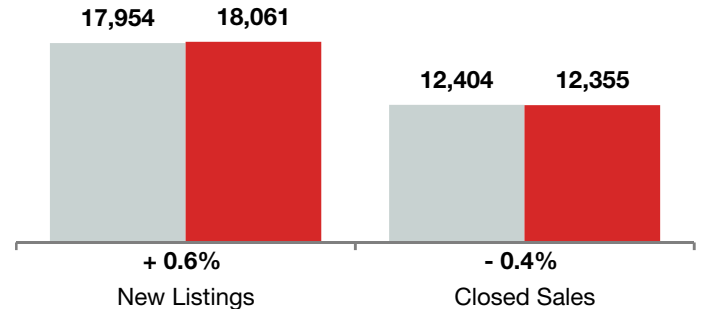
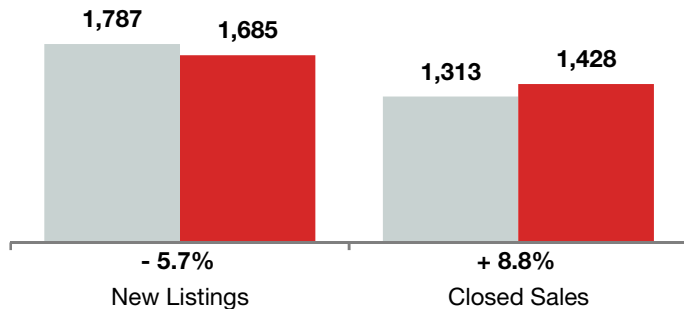
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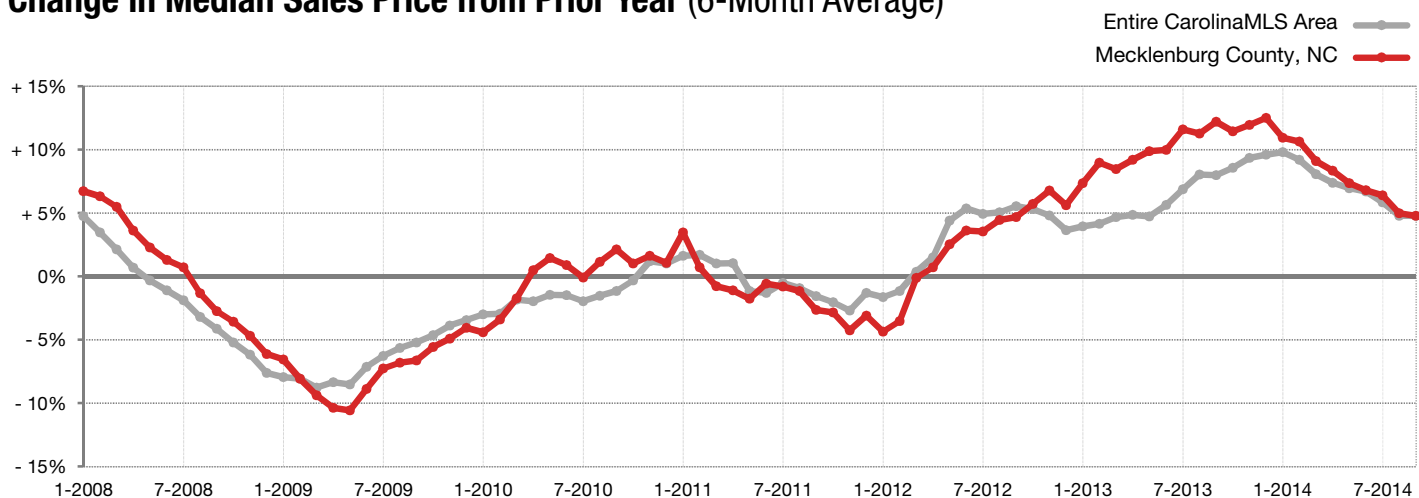
■ 2013 ■ 2014

### Year to Date

■ 2013 ■ 2014



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## Montgomery County, NC

**- 16.7%**

Change in  
New Listings

**+ 20.0%**

Change in  
Closed Sales

**+ 78.1%**

Change in  
Median Sales Price

### September

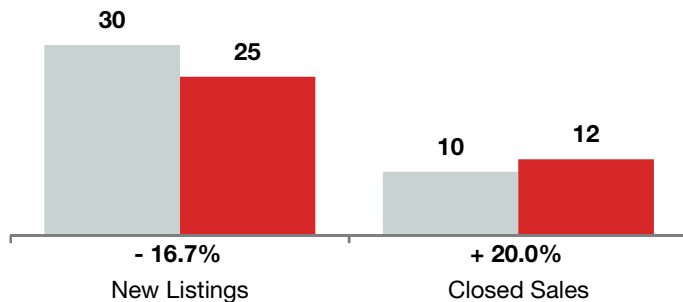
### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	30	25	- 16.7%	267	303	+ 13.5%
Closed Sales	10	12	+ 20.0%	101	128	+ 26.7%
Median Sales Price*	\$62,500	<b>\$111,300</b>	+ 78.1%	\$85,750	<b>\$121,000</b>	+ 41.1%
Average Sales Price*	\$317,600	<b>\$176,883</b>	- 44.3%	\$182,781	<b>\$173,270</b>	- 5.2%
Percent of Original List Price Received*	79.7%	<b>87.9%</b>	+ 10.3%	81.4%	<b>84.8%</b>	+ 4.2%
List to Close	188	<b>247</b>	+ 31.1%	264	<b>233</b>	- 11.7%
Days on Market Until Sale	175	<b>223</b>	+ 27.0%	228	<b>206</b>	- 9.6%
Cumulative Days on Market Until Sale	171	<b>236</b>	+ 38.1%	235	<b>232</b>	- 1.4%
Inventory of Homes for Sale	311	<b>300</b>	- 3.5%	--	--	--
Months Supply of Inventory	28.5	<b>22.6</b>	- 20.5%	--	--	--

\* 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.

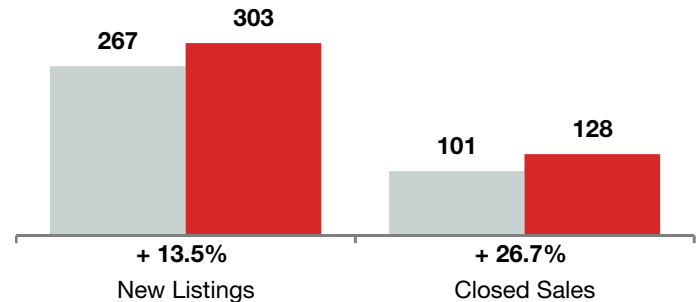
### September

■ 2013 ■ 2014



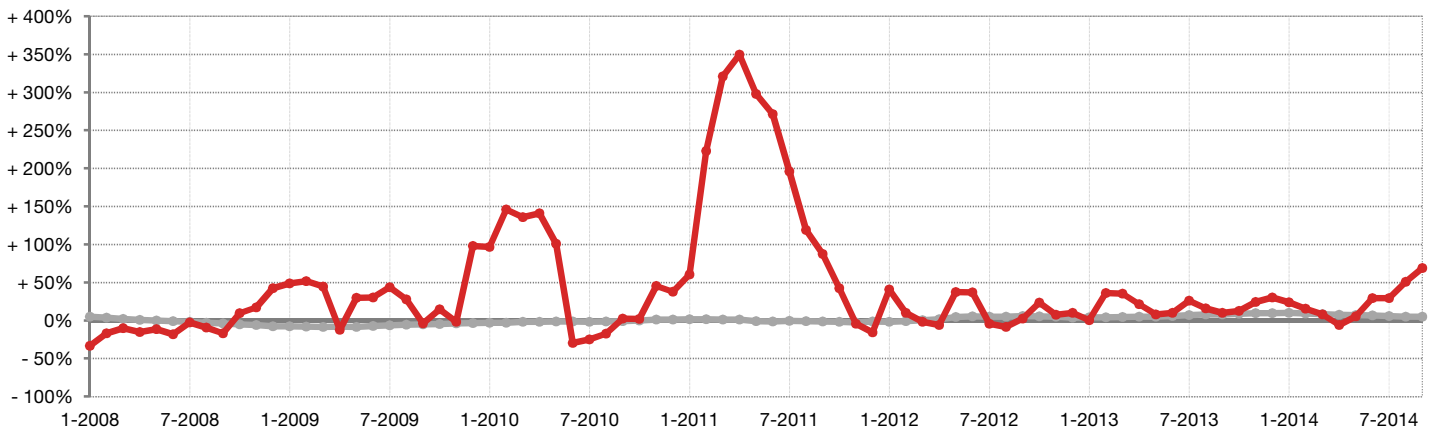
### Year to Date

■ 2013 ■ 2014



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

Entire CarolinaMLS Area —  
Montgomery County, NC —



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# Local Market Update – September 2014

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Charlotte Regional Realtor® Association

## Stanly County, NC

**+ 9.7%**

Change in  
New Listings

**+ 30.0%**

Change in  
Closed Sales

**+ 20.6%**

Change in  
Median Sales Price

### September

### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	62	68	+ 9.7%	640	669	+ 4.5%
Closed Sales	30	39	+ 30.0%	322	329	+ 2.2%
Median Sales Price*	\$106,950	<b>\$129,000</b>	+ 20.6%	\$110,650	<b>\$115,000</b>	+ 3.9%
Average Sales Price*	\$111,320	<b>\$138,430</b>	+ 24.4%	\$126,433	<b>\$130,444</b>	+ 3.2%
Percent of Original List Price Received*	91.3%	<b>93.1%</b>	+ 2.0%	88.5%	<b>90.6%</b>	+ 2.4%
List to Close	193	193	- 0.0%	169	180	+ 6.5%
Days on Market Until Sale	154	142	- 7.4%	138	136	- 1.5%
Cumulative Days on Market Until Sale	183	183	- 0.1%	156	156	+ 0.0%
Inventory of Homes for Sale	434	416	- 4.1%	--	--	--
Months Supply of Inventory	12.8	11.1	- 13.3%	--	--	--

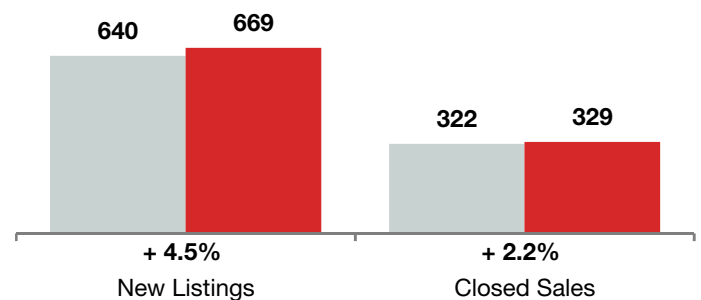
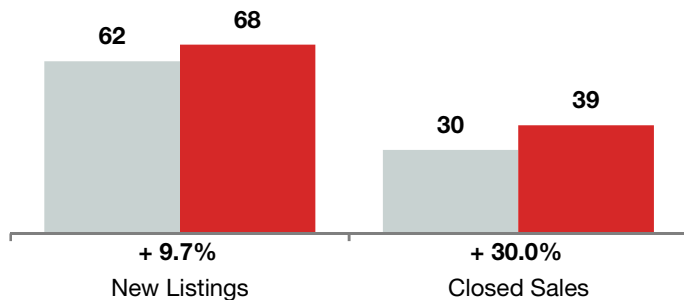
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### September

■ 2013 ■ 2014

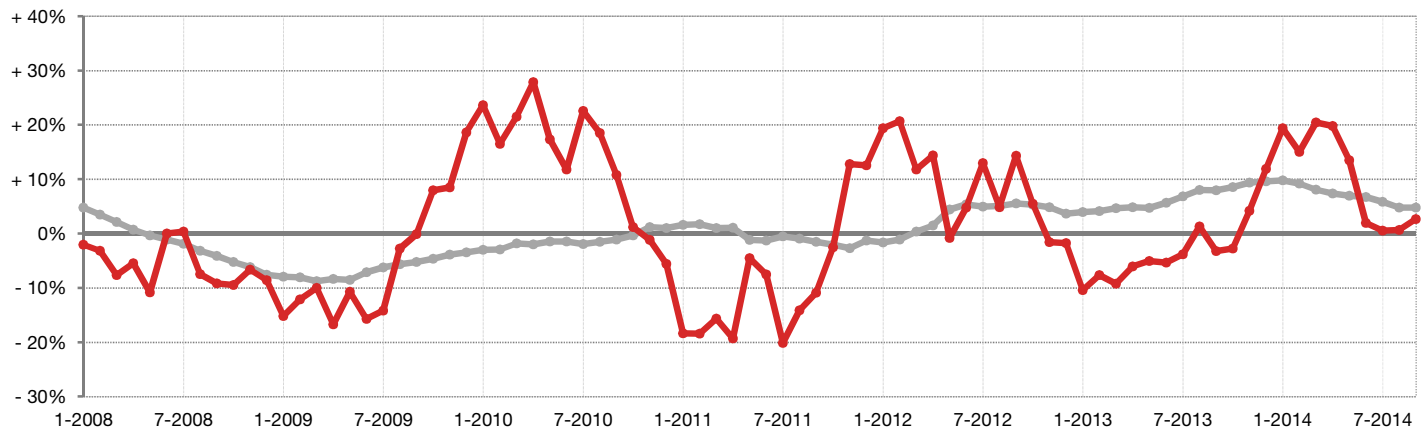
### Year to Date

■ 2013 ■ 2014



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Entire CarolinaMLS Area —  
Stanly County, NC —



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Charlotte Regional Realtor® Association

## Union County, NC

**- 10.3%**

Change in  
New Listings

**+ 31.5%**

Change in  
Closed Sales

**+ 7.0%**

Change in  
Median Sales Price

### September

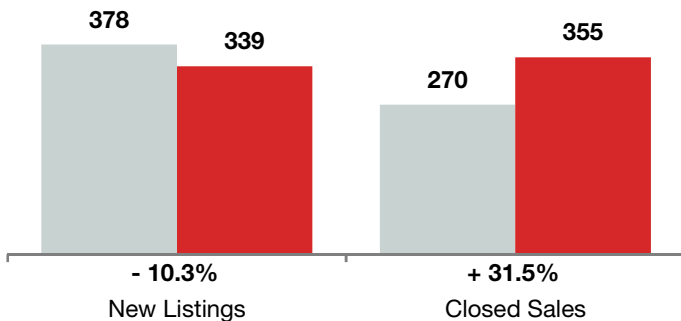
### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	378	339	- 10.3%	3,983	4,135	+ 3.8%
Closed Sales	270	355	+ 31.5%	2,707	2,775	+ 2.5%
Median Sales Price*	\$201,000	<b>\$215,000</b>	+ 7.0%	\$201,000	<b>\$225,000</b>	+ 11.9%
Average Sales Price*	\$249,379	<b>\$268,043</b>	+ 7.5%	\$256,256	<b>\$275,872</b>	+ 7.7%
Percent of Original List Price Received*	95.8%	<b>95.3%</b>	- 0.5%	95.1%	<b>95.3%</b>	+ 0.2%
List to Close	126	<b>125</b>	- 0.6%	134	<b>128</b>	- 4.5%
Days on Market Until Sale	87	<b>66</b>	- 23.8%	93	<b>79</b>	- 15.4%
Cumulative Days on Market Until Sale	105	<b>85</b>	- 18.9%	111	<b>97</b>	- 12.8%
Inventory of Homes for Sale	1,450	<b>1,254</b>	- 13.5%	--	--	--
Months Supply of Inventory	5.0	<b>4.1</b>	- 17.7%	--	--	--

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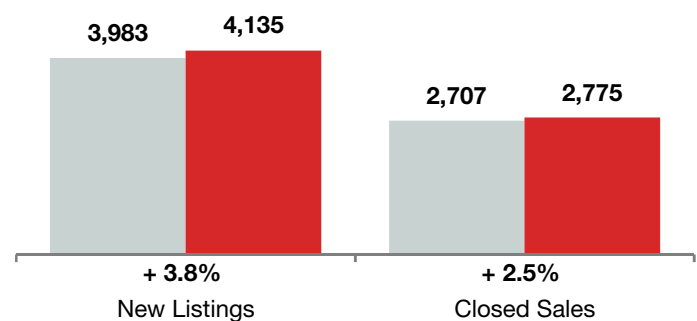
### September

■ 2013 ■ 2014



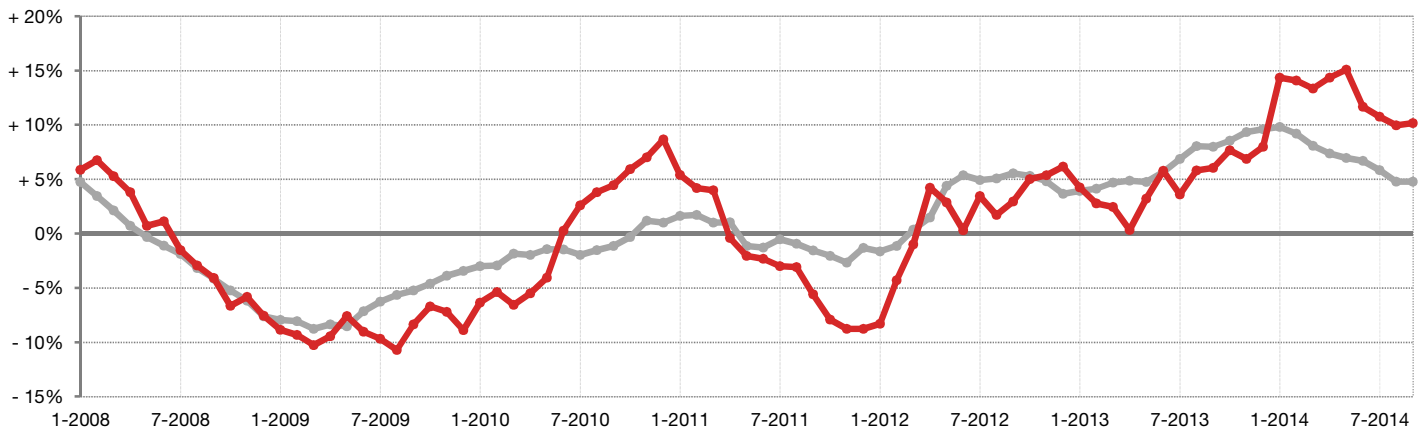
### Year to Date

■ 2013 ■ 2014



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

Entire CarolinaMLS Area —  
Union County, NC —



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Charlotte Regional Realtor® Association

## City of Charlotte, NC

**- 5.6%**

Change in  
New Listings

**+ 4.7%**

Change in  
Closed Sales

**+ 4.9%**

Change in  
Median Sales Price

### September

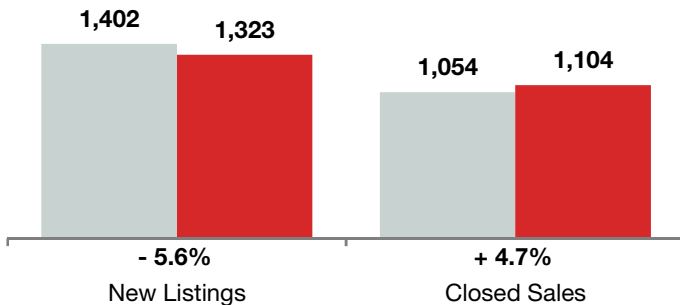
### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	1,402	<b>1,323</b>	- 5.6%	14,166	<b>14,186</b>	+ 0.1%
Closed Sales	1,054	<b>1,104</b>	+ 4.7%	9,851	<b>9,731</b>	- 1.2%
Median Sales Price*	\$166,896	<b>\$175,000</b>	+ 4.9%	\$169,000	<b>\$179,000</b>	+ 5.9%
Average Sales Price*	\$229,179	<b>\$230,689</b>	+ 0.7%	\$234,729	<b>\$243,060</b>	+ 3.5%
Percent of Original List Price Received*	95.3%	<b>95.1%</b>	- 0.2%	95.3%	<b>95.1%</b>	- 0.2%
List to Close	114	<b>115</b>	+ 1.6%	122	<b>117</b>	- 4.1%
Days on Market Until Sale	74	<b>59</b>	- 19.6%	81	<b>68</b>	- 15.4%
Cumulative Days on Market Until Sale	88	<b>70</b>	- 19.8%	96	<b>84</b>	- 12.3%
Inventory of Homes for Sale	4,406	<b>3,732</b>	- 15.3%	--	--	--
Months Supply of Inventory	4.2	<b>3.5</b>	- 18.1%	--	--	--

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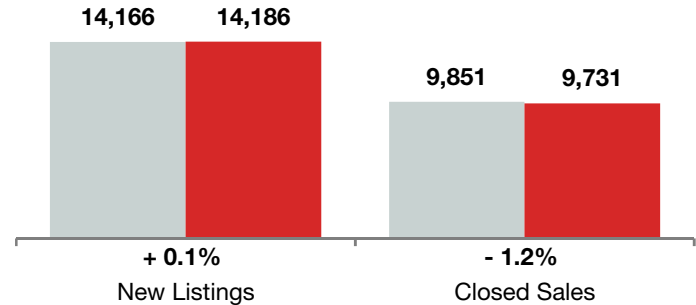
### September

■ 2013 ■ 2014



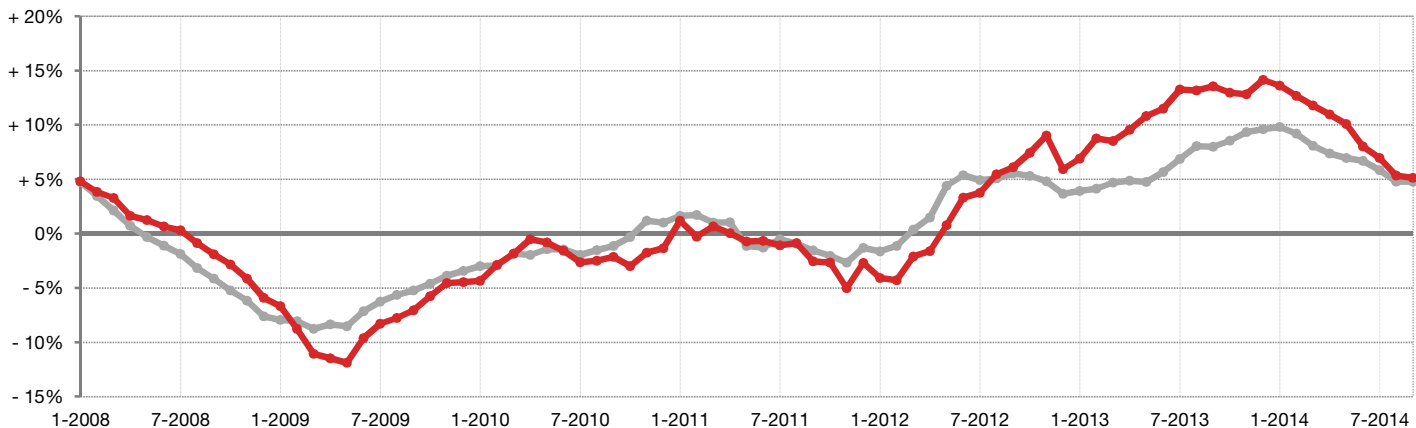
### Year to Date

■ 2013 ■ 2014



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

Entire CarolinaMLS Area —  
City of Charlotte, NC —



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Charlotte Regional Realtor® Association

## Concord, NC

**+ 2.2%**

Change in  
New Listings

**+ 22.9%**

Change in  
Closed Sales

**- 0.5%**

Change in  
Median Sales Price

### September

### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	181	185	+ 2.2%	1,711	1,788	+ 4.5%
Closed Sales	118	145	+ 22.9%	1,171	1,211	+ 3.4%
Median Sales Price*	\$154,715	<b>\$154,000</b>	- 0.5%	\$155,000	<b>\$164,450</b>	+ 6.1%
Average Sales Price*	\$169,195	<b>\$179,178</b>	+ 5.9%	\$178,158	<b>\$187,057</b>	+ 5.0%
Percent of Original List Price Received*	94.4%	<b>93.9%</b>	- 0.5%	93.1%	<b>94.1%</b>	+ 1.1%
List to Close	159	123	- 22.5%	148	134	- 9.5%
Days on Market Until Sale	130	65	- 49.5%	110	82	- 25.0%
Cumulative Days on Market Until Sale	148	78	- 47.4%	122	96	- 21.7%
Inventory of Homes for Sale	700	584	- 16.6%	--	--	--
Months Supply of Inventory	5.4	4.4	- 19.7%	--	--	--

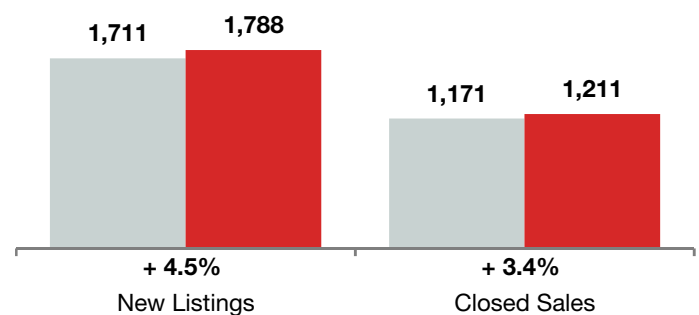
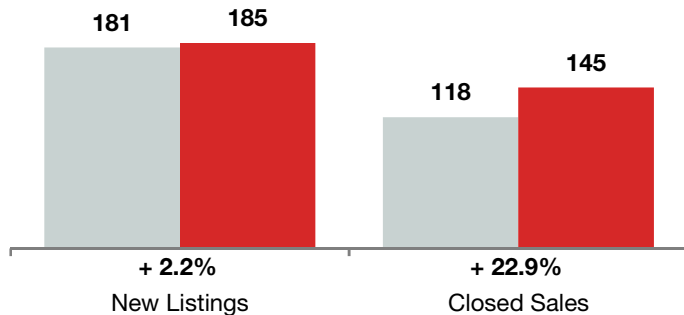
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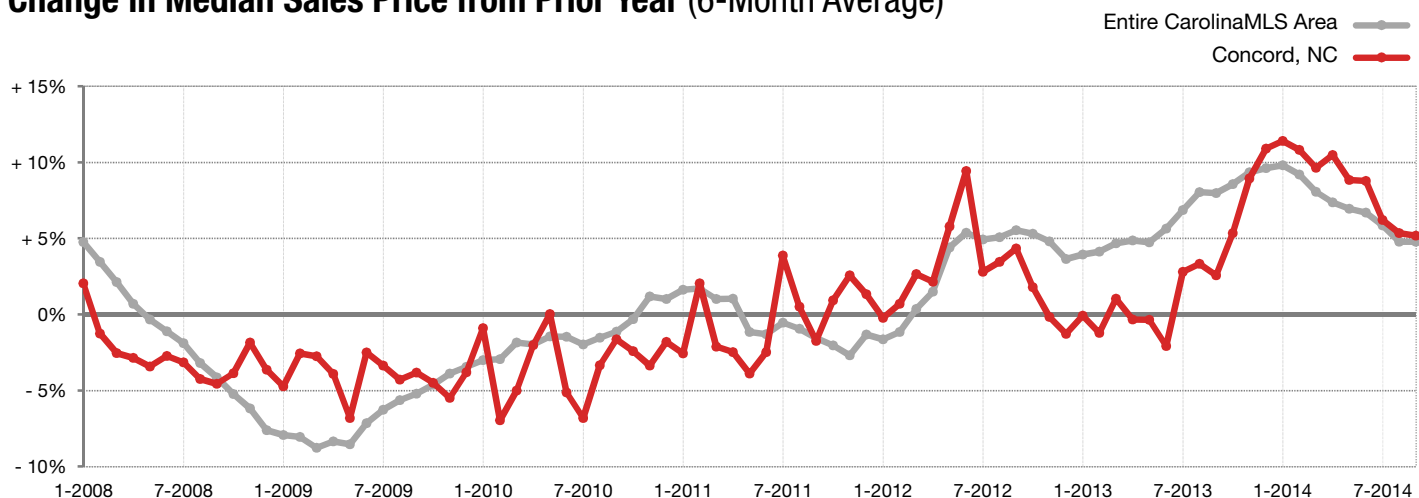
■ 2013 ■ 2014

### Year to Date

■ 2013 ■ 2014



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



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# Local Market Update – September 2014

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Charlotte Regional Realtor® Association

## Davidson, NC

**- 14.3%**

Change in  
New Listings

**- 12.5%**

Change in  
Closed Sales

**- 10.1%**

Change in  
Median Sales Price

### September

### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	49	42	- 14.3%	476	519	+ 9.0%
Closed Sales	40	35	- 12.5%	297	318	+ 7.1%
Median Sales Price*	\$283,750	<b>\$255,000</b>	- 10.1%	\$285,000	<b>\$280,000</b>	- 1.8%
Average Sales Price*	\$330,830	<b>\$322,658</b>	- 2.5%	\$344,765	<b>\$351,961</b>	+ 2.1%
Percent of Original List Price Received*	95.8%	<b>95.4%</b>	- 0.4%	94.8%	<b>94.9%</b>	+ 0.1%
List to Close	165	<b>134</b>	- 18.9%	163	<b>148</b>	- 9.2%
Days on Market Until Sale	107	<b>77</b>	- 28.3%	118	<b>98</b>	- 17.3%
Cumulative Days on Market Until Sale	144	<b>95</b>	- 33.6%	147	<b>119</b>	- 18.5%
Inventory of Homes for Sale	204	<b>185</b>	- 9.3%	--	--	--
Months Supply of Inventory	6.5	<b>5.3</b>	- 18.2%	--	--	--

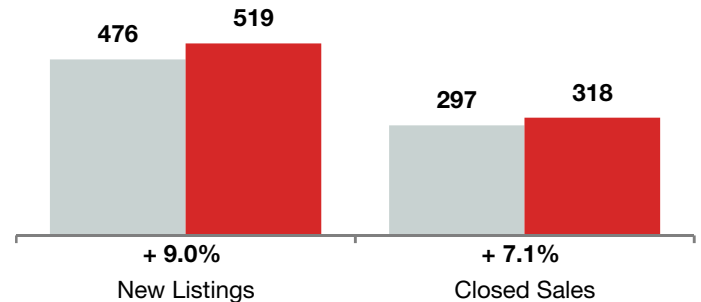
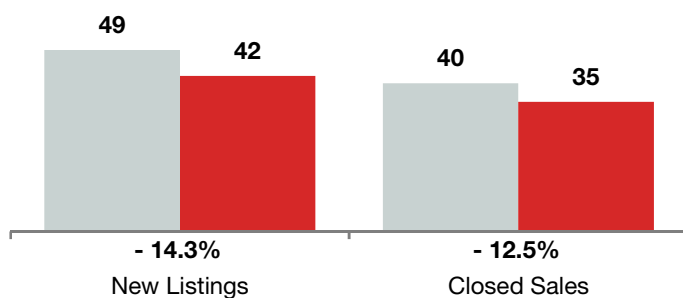
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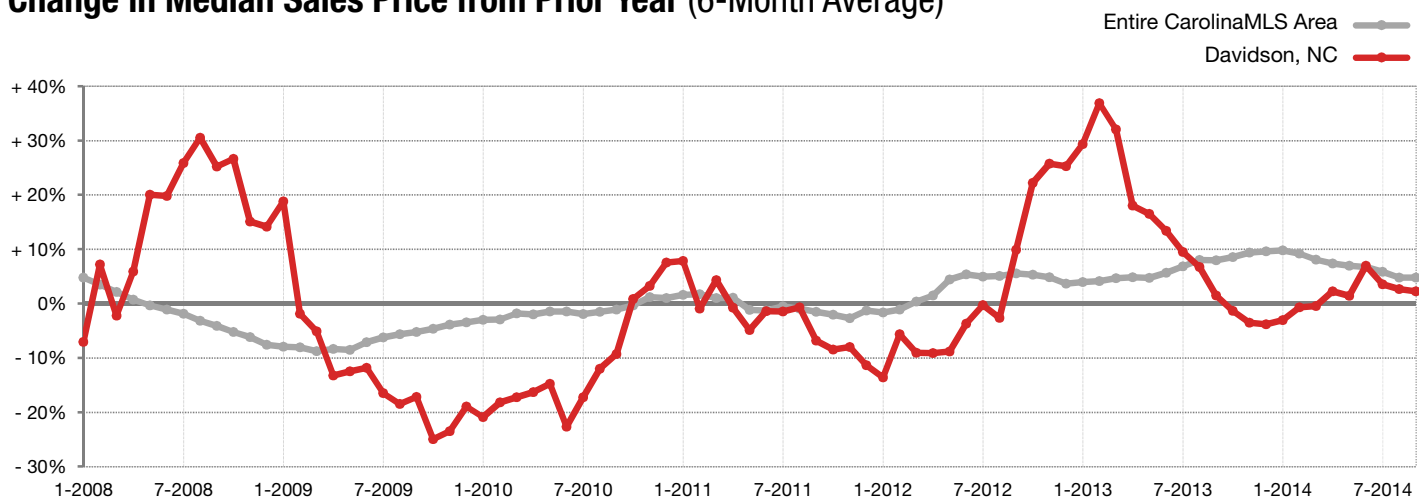
■ 2013 ■ 2014

### Year to Date

■ 2013 ■ 2014



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



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Charlotte Regional **Realtor®** Association

## Denver, NC

**+ 52.6%**

Change in  
New Listings

**+ 50.0%**

Change in  
Closed Sales

**- 23.2%**

Change in  
Median Sales Price

### September

### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	38	58	+ 52.6%	553	640	+ 15.7%
Closed Sales	30	45	+ 50.0%	291	308	+ 5.8%
Median Sales Price*	\$342,500	<b>\$263,000</b>	- 23.2%	\$285,000	<b>\$295,000</b>	+ 3.5%
Average Sales Price*	\$370,792	<b>\$341,056</b>	- 8.0%	\$324,704	<b>\$345,506</b>	+ 6.4%
Percent of Original List Price Received*	94.8%	95.9%	+ 1.2%	94.1%	94.7%	+ 0.6%
List to Close	103	120	+ 16.6%	142	139	- 2.1%
Days on Market Until Sale	68	63	- 7.5%	103	98	- 5.0%
Cumulative Days on Market Until Sale	84	79	- 5.5%	128	132	+ 2.6%
Inventory of Homes for Sale	258	254	- 1.6%	--	--	--
Months Supply of Inventory	8.4	7.3	- 13.5%	--	--	--

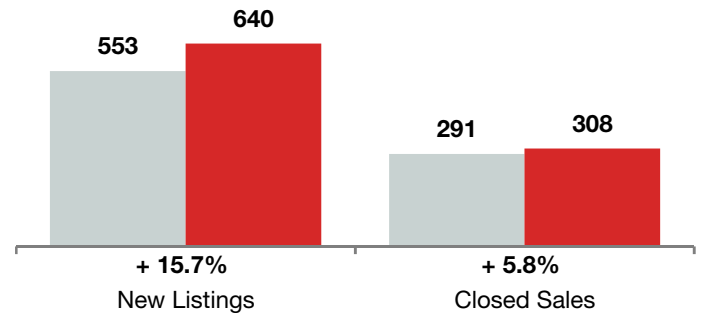
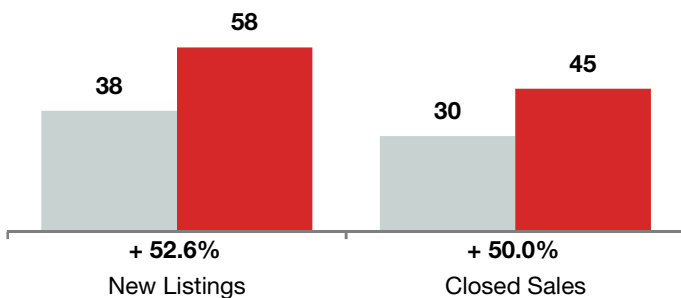
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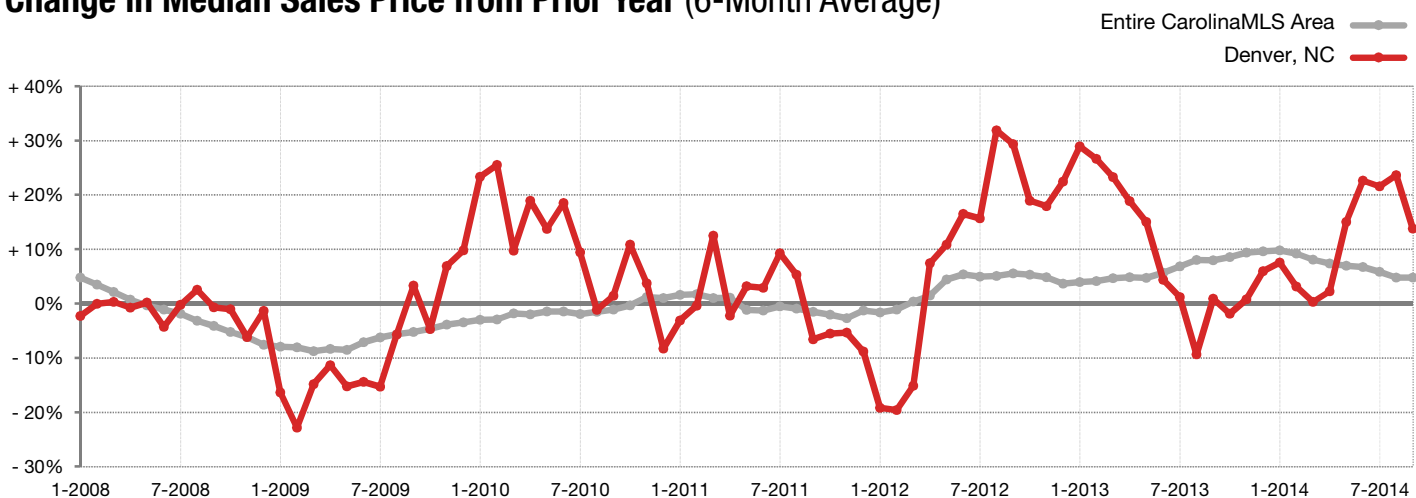
■ 2013 ■ 2014

### Year to Date

■ 2013 ■ 2014



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Charlotte Regional **Realtor®** Association

## Gastonia, NC

**+ 11.3%**

Change in  
New Listings

**+ 65.6%**

Change in  
Closed Sales

**+ 4.5%**

Change in  
Median Sales Price

### September

### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	150	167	+ 11.3%	1,470	1,465	- 0.3%
Closed Sales	64	106	+ 65.6%	764	835	+ 9.3%
Median Sales Price*	\$116,000	<b>\$121,250</b>	+ 4.5%	\$105,000	<b>\$117,700</b>	+ 12.1%
Average Sales Price*	\$133,198	<b>\$130,221</b>	- 2.2%	\$117,739	<b>\$125,859</b>	+ 6.9%
Percent of Original List Price Received*	92.5%	91.8%	- 0.8%	90.9%	91.0%	+ 0.1%
List to Close	134	139	+ 3.4%	139	143	+ 2.9%
Days on Market Until Sale	101	84	- 17.2%	103	100	- 3.0%
Cumulative Days on Market Until Sale	130	102	- 21.1%	129	126	- 1.7%
Inventory of Homes for Sale	772	630	- 18.4%	--	--	--
Months Supply of Inventory	9.4	6.6	- 29.4%	--	--	--

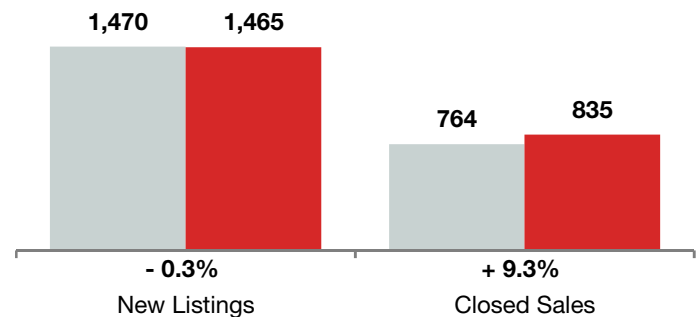
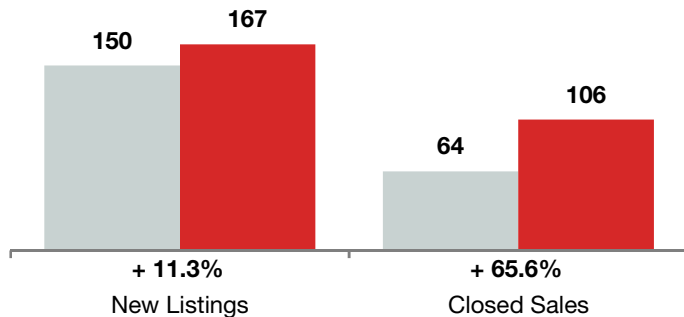
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■ 2013 ■ 2014

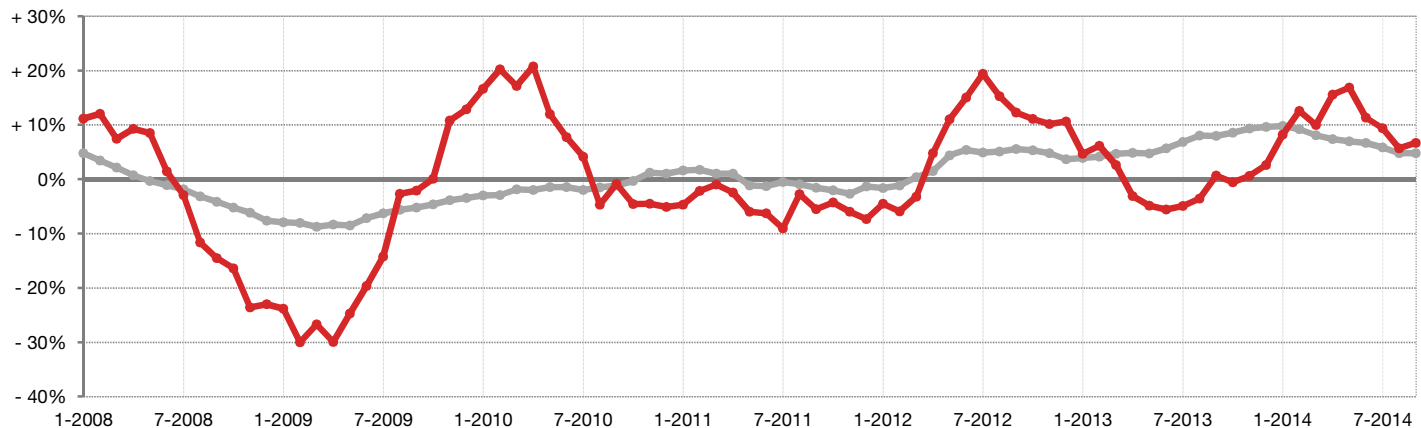
### Year to Date

■ 2013 ■ 2014



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

Entire CarolinaMLS Area —  
Gastonia, NC —



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Charlotte Regional Realtor® Association

- 9.6%

+ 42.6%

- 9.4%

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Huntersville, NC

### September

### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	146	132	- 9.6%	1,419	1,474	+ 3.9%
Closed Sales	94	134	+ 42.6%	943	1,043	+ 10.6%
Median Sales Price*	\$253,352	\$229,500	- 9.4%	\$239,000	\$243,000	+ 1.7%
Average Sales Price*	\$272,288	\$255,289	- 6.2%	\$261,040	\$269,451	+ 3.2%
Percent of Original List Price Received*	96.9%	95.0%	- 2.0%	96.4%	95.9%	- 0.5%
List to Close	117	115	- 1.7%	122	111	- 9.0%
Days on Market Until Sale	79	54	- 31.7%	83	63	- 24.9%
Cumulative Days on Market Until Sale	97	67	- 30.8%	98	80	- 18.5%
Inventory of Homes for Sale	441	357	- 19.0%	--	--	--
Months Supply of Inventory	4.4	3.1	- 29.8%	--	--	--

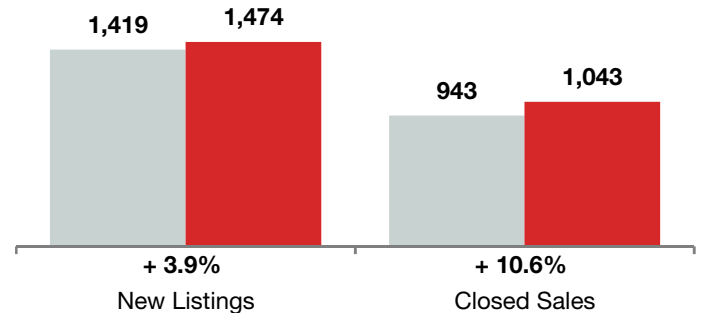
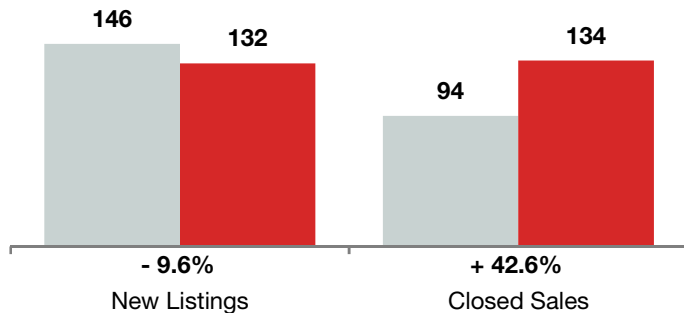
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### September

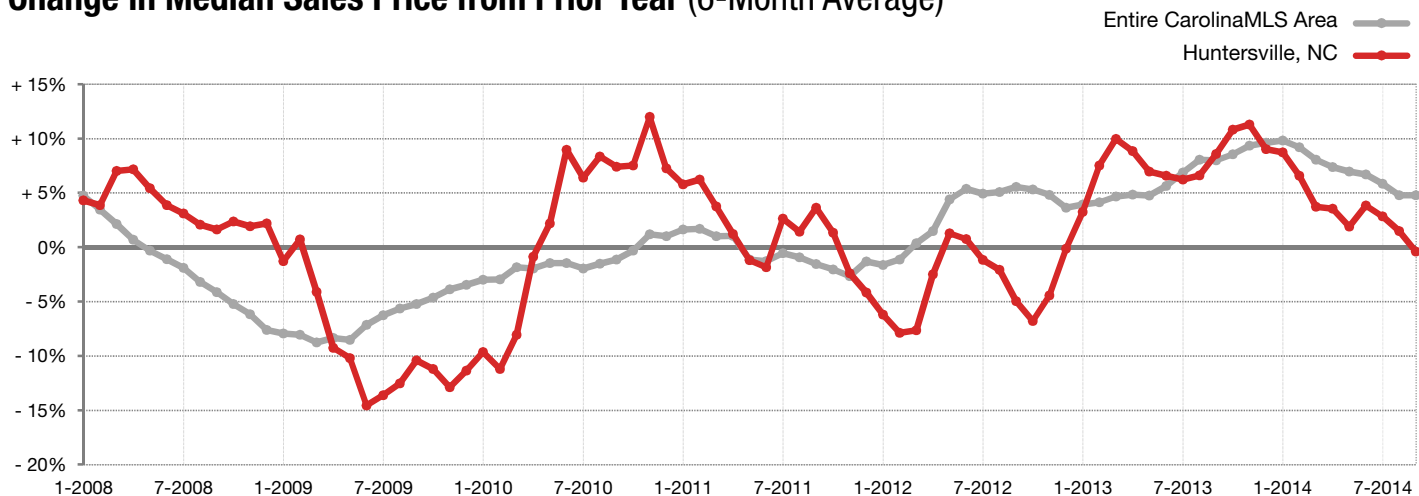
■ 2013 ■ 2014

### Year to Date

■ 2013 ■ 2014



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



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# Local Market Update – September 2014

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

## Kannapolis, NC

**0.0%**

Change in  
New Listings

**+ 30.6%**

Change in  
Closed Sales

**- 21.6%**

Change in  
Median Sales Price

### September

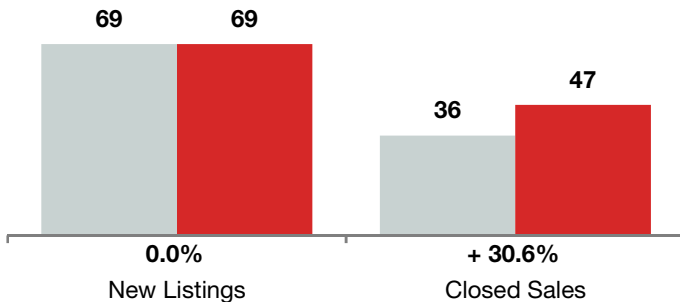
### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	69	69	0.0%	694	683	- 1.6%
Closed Sales	36	47	+ 30.6%	373	449	+ 20.4%
Median Sales Price*	\$101,875	<b>\$79,900</b>	- 21.6%	\$93,000	<b>\$92,000</b>	- 1.1%
Average Sales Price*	\$122,771	<b>\$98,071</b>	- 20.1%	\$110,124	<b>\$111,185</b>	+ 1.0%
Percent of Original List Price Received*	95.0%	<b>89.1%</b>	- 6.2%	88.6%	<b>88.8%</b>	+ 0.2%
List to Close	105	<b>182</b>	+ 74.0%	147	<b>144</b>	- 2.0%
Days on Market Until Sale	73	<b>128</b>	+ 74.9%	117	<b>106</b>	- 9.3%
Cumulative Days on Market Until Sale	89	<b>156</b>	+ 74.9%	136	<b>132</b>	- 2.9%
Inventory of Homes for Sale	374	<b>275</b>	- 26.5%	--	--	--
Months Supply of Inventory	9.1	<b>5.5</b>	- 39.7%	--	--	--

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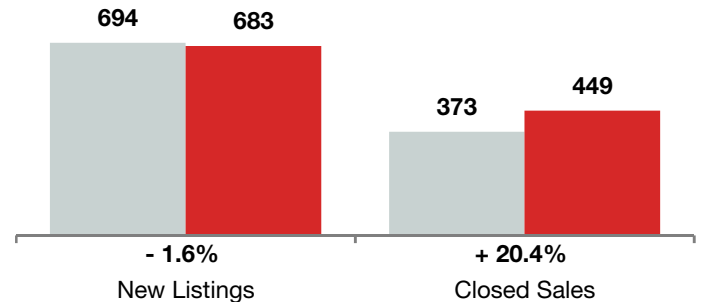
### September

■ 2013 ■ 2014



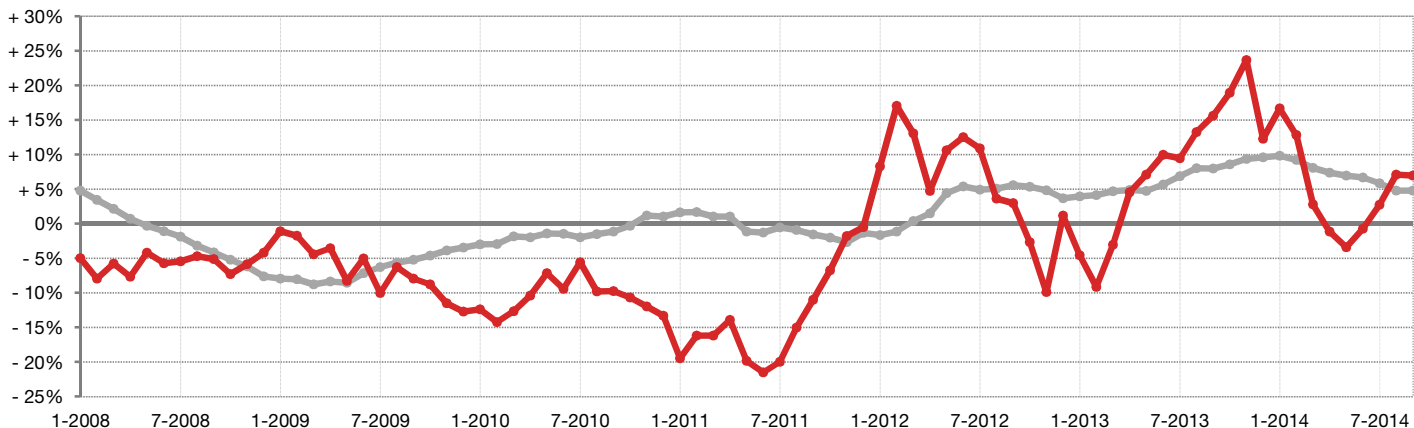
### Year to Date

■ 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 – September 2014

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FOR MORE INFORMATION CONTACT A REALTOR®



Charlotte Regional **Realtor®** Association

## Lincolnton, NC

**+ 4.8%**

Change in  
New Listings

**+ 21.7%**

Change in  
Closed Sales

**+ 9.7%**

Change in  
Median Sales Price

### September

### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	42	44	+ 4.8%	433	417	- 3.7%
Closed Sales	23	28	+ 21.7%	224	213	- 4.9%
Median Sales Price*	\$117,000	<b>\$128,350</b>	+ 9.7%	\$115,000	<b>\$124,000</b>	+ 7.8%
Average Sales Price*	\$138,359	<b>\$115,162</b>	- 16.8%	\$129,544	<b>\$131,407</b>	+ 1.4%
Percent of Original List Price Received*	95.3%	<b>93.9%</b>	- 1.5%	91.5%	<b>90.3%</b>	- 1.3%
List to Close	139	130	- 6.6%	157	149	- 5.1%
Days on Market Until Sale	109	80	- 27.0%	119	106	- 10.7%
Cumulative Days on Market Until Sale	123	110	- 10.9%	149	137	- 7.7%
Inventory of Homes for Sale	232	220	- 5.2%	--	--	--
Months Supply of Inventory	8.8	8.9	+ 1.9%	--	--	--

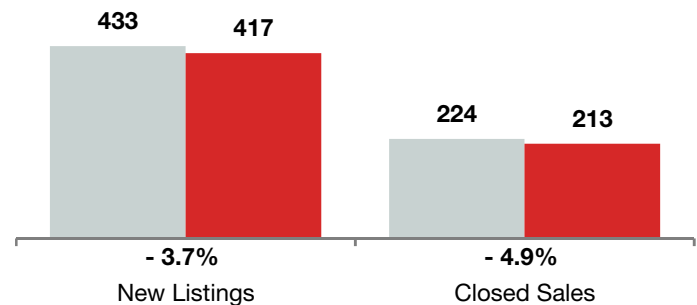
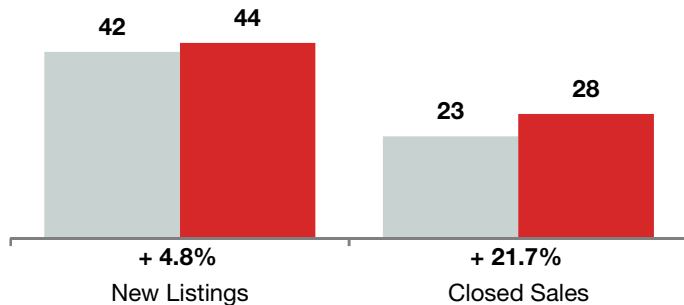
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### September

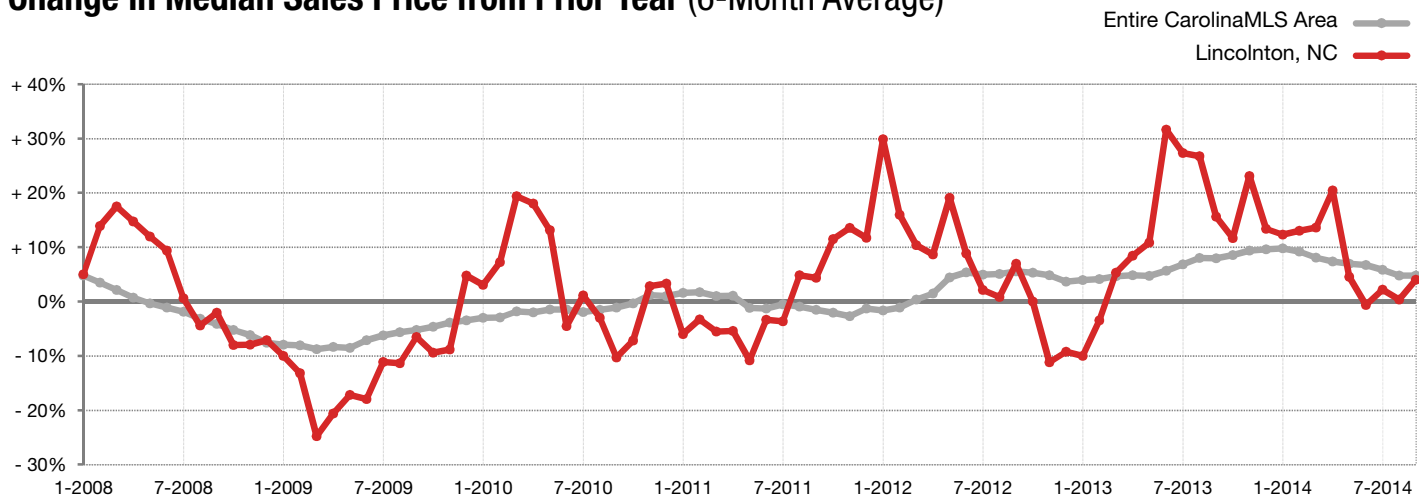
■ 2013 ■ 2014

### Year to Date

■ 2013 ■ 2014



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



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# Local Market Update – September 2014

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Charlotte Regional Realtor® Association

## Monroe, NC

- 3.6%

Change in  
New Listings

+ 3.3%

Change in  
Closed Sales

+ 6.1%

Change in  
Median Sales Price

### September

### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	111	107	- 3.6%	1,155	1,091	- 5.5%
Closed Sales	90	93	+ 3.3%	767	726	- 5.3%
Median Sales Price*	\$138,000	\$146,460	+ 6.1%	\$133,000	\$145,750	+ 9.6%
Average Sales Price*	\$148,232	\$153,397	+ 3.5%	\$146,021	\$156,005	+ 6.8%
Percent of Original List Price Received*	93.6%	93.8%	+ 0.2%	93.2%	94.0%	+ 0.9%
List to Close	140	123	- 12.5%	139	133	- 4.3%
Days on Market Until Sale	107	75	- 29.9%	104	87	- 16.7%
Cumulative Days on Market Until Sale	126	97	- 22.9%	129	108	- 16.4%
Inventory of Homes for Sale	477	366	- 23.3%	--	--	--
Months Supply of Inventory	5.8	4.6	- 21.3%	--	--	--

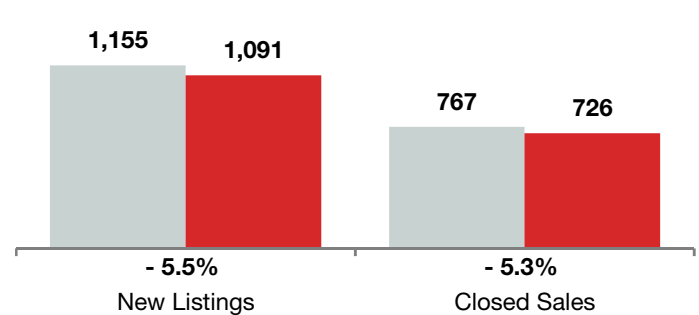
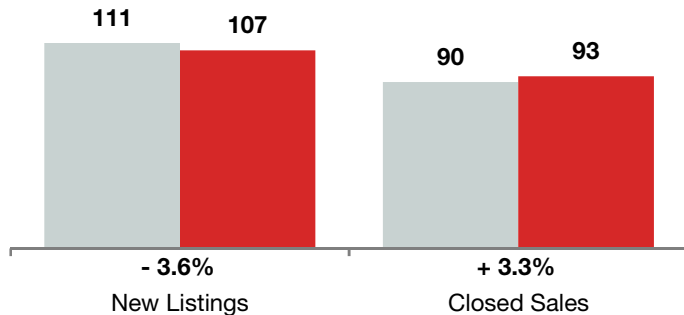
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### September

■ 2013 ■ 2014

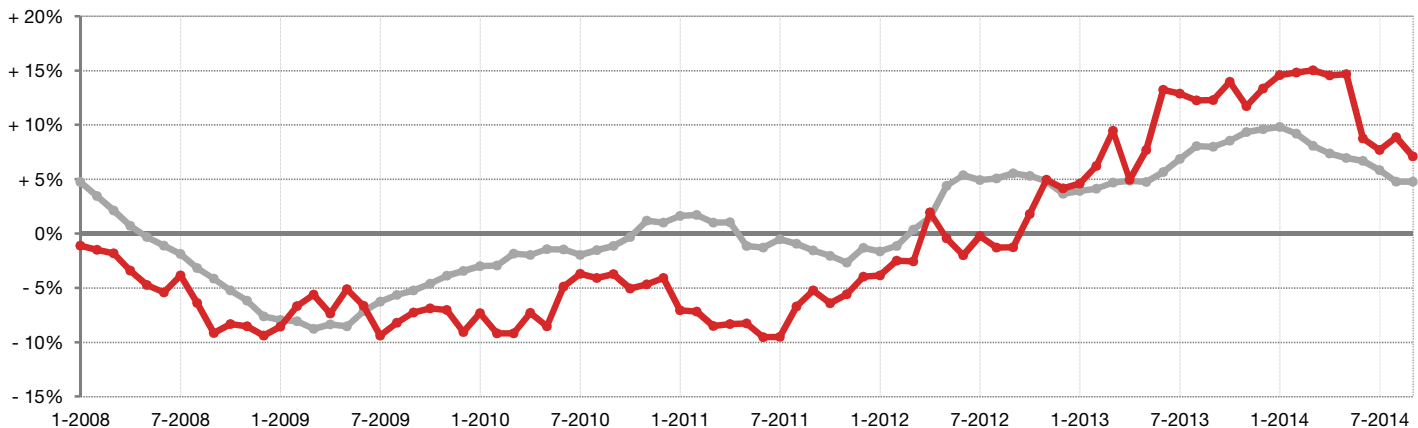
### Year to Date

■ 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 – September 2014

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Charlotte Regional Realtor® Association

## Mooresville, NC

**- 12.5%**

Change in  
New Listings

**- 3.6%**

Change in  
Closed Sales

**+ 0.7%**

Change in  
Median Sales Price

### September

### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	200	175	- 12.5%	2,020	1,833	- 9.3%
Closed Sales	140	135	- 3.6%	1,158	1,064	- 8.1%
Median Sales Price*	\$218,450	<b>\$220,000</b>	+ 0.7%	\$225,000	<b>\$235,500</b>	+ 4.7%
Average Sales Price*	\$288,460	<b>\$313,719</b>	+ 8.8%	\$308,906	<b>\$342,128</b>	+ 10.8%
Percent of Original List Price Received*	95.9%	<b>94.4%</b>	- 1.6%	94.6%	<b>94.0%</b>	- 0.6%
List to Close	129	<b>135</b>	+ 4.6%	136	<b>136</b>	0.0%
Days on Market Until Sale	88	<b>77</b>	- 11.5%	99	<b>90</b>	- 8.9%
Cumulative Days on Market Until Sale	104	<b>90</b>	- 13.8%	116	<b>115</b>	- 0.9%
Inventory of Homes for Sale	798	<b>699</b>	- 12.4%	--	--	--
Months Supply of Inventory	6.5	<b>5.7</b>	- 13.0%	--	--	--

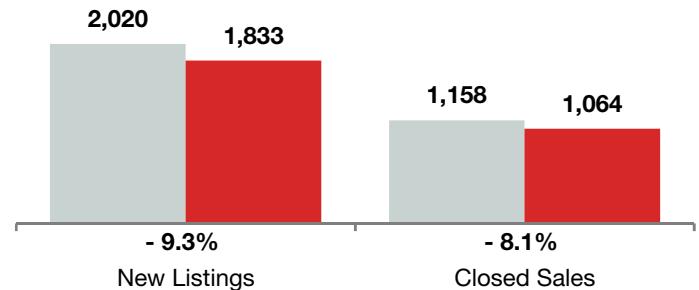
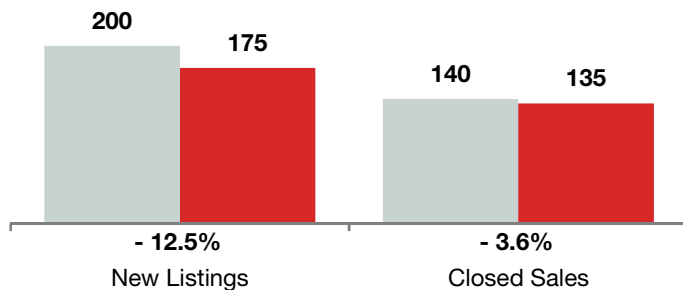
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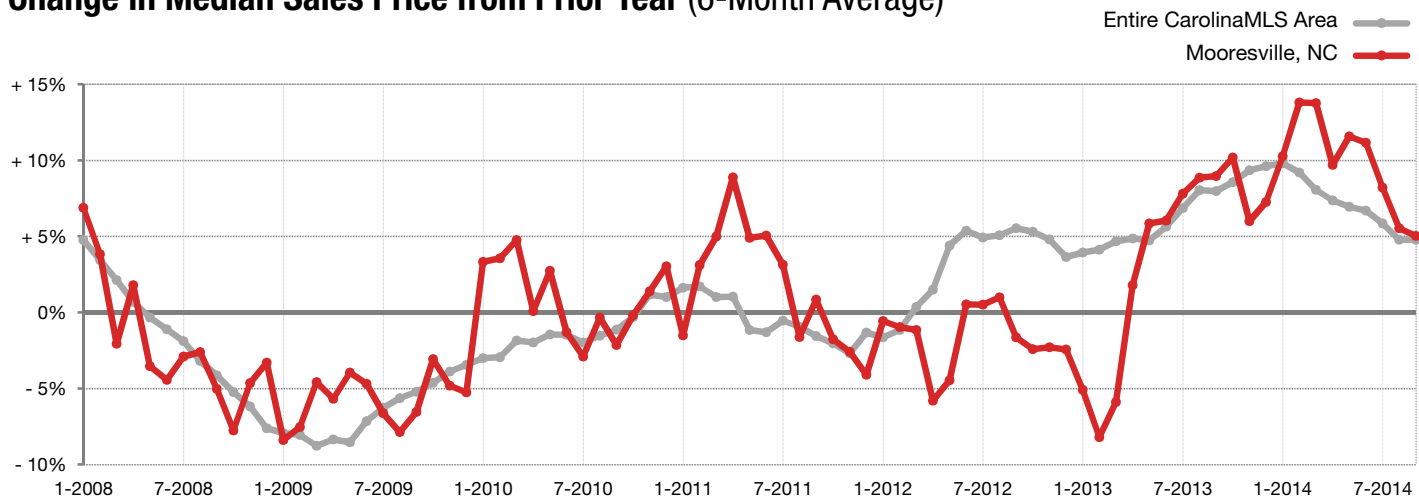
■ 2013 ■ 2014

### Year to Date

■ 2013 ■ 2014



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# Local Market Update – September 2014

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Charlotte Regional Realtor® Association

## Salisbury, NC

**+ 24.7%**

Change in  
New Listings

**- 28.8%**

Change in  
Closed Sales

**+ 25.4%**

Change in  
Median Sales Price

### September

### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	77	96	+ 24.7%	886	844	- 4.7%
Closed Sales	52	37	- 28.8%	434	421	- 3.0%
Median Sales Price*	\$108,450	<b>\$136,000</b>	+ 25.4%	\$112,520	<b>\$111,000</b>	- 1.4%
Average Sales Price*	\$102,883	<b>\$136,936</b>	+ 33.1%	\$120,750	<b>\$127,318</b>	+ 5.4%
Percent of Original List Price Received*	87.4%	<b>87.2%</b>	- 0.2%	88.6%	<b>88.8%</b>	+ 0.2%
List to Close	171	<b>139</b>	- 18.4%	160	<b>159</b>	- 0.6%
Days on Market Until Sale	139	<b>115</b>	- 16.8%	125	<b>122</b>	- 2.4%
Cumulative Days on Market Until Sale	180	<b>128</b>	- 28.8%	150	<b>156</b>	+ 4.1%
Inventory of Homes for Sale	478	<b>493</b>	+ 3.1%	--	--	--
Months Supply of Inventory	10.4	<b>10.0</b>	- 3.8%	--	--	--

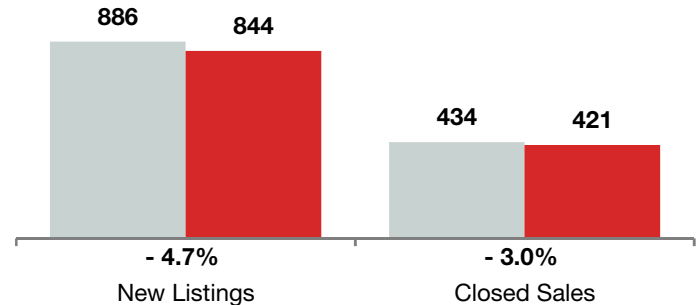
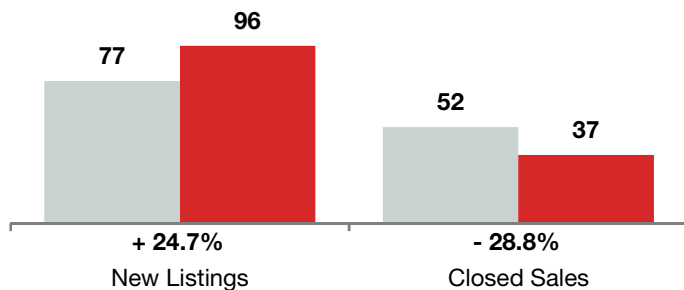
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### September

■ 2013 ■ 2014

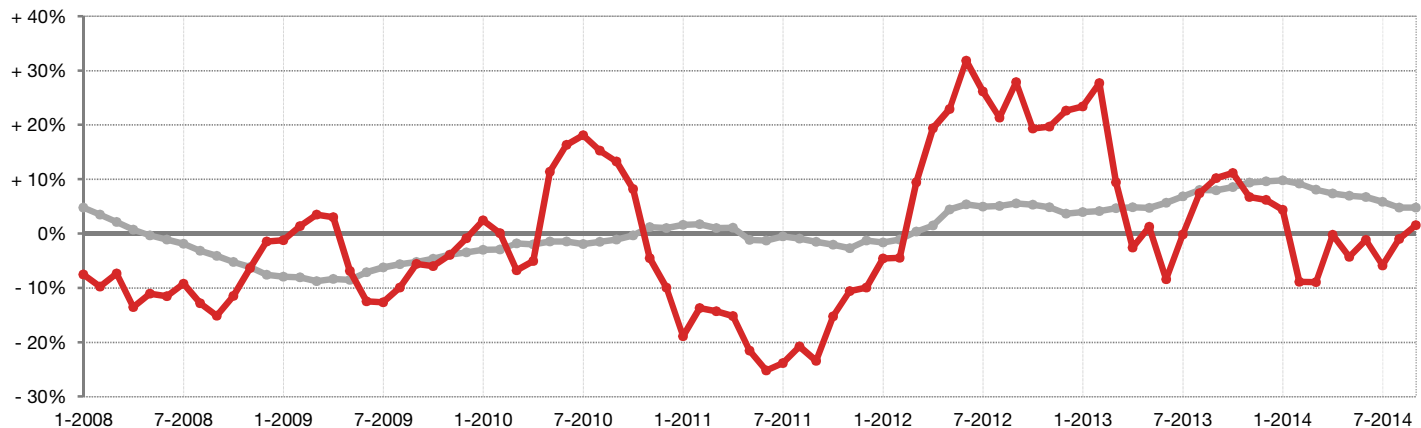
### Year to Date

■ 2013 ■ 2014



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

Entire CarolinaMLS Area —  
Salisbury, NC —



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Charlotte Regional **Realtor®** Association

## Statesville, NC

**- 6.5%**

Change in  
New Listings

**+ 31.9%**

Change in  
Closed Sales

**+ 30.7%**

Change in  
Median Sales Price

### September

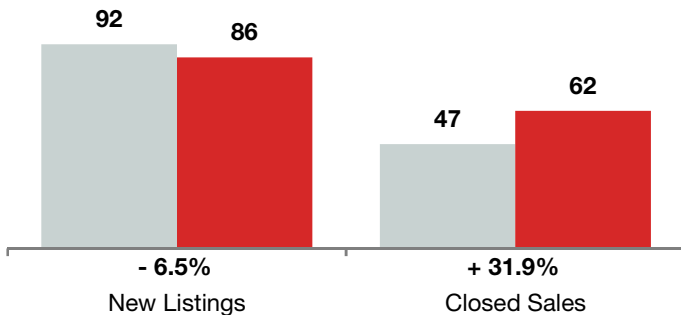
### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	92	86	- 6.5%	907	833	- 8.2%
Closed Sales	47	62	+ 31.9%	485	477	- 1.6%
Median Sales Price*	\$75,000	<b>\$98,000</b>	+ 30.7%	\$107,500	<b>\$113,000</b>	+ 5.1%
Average Sales Price*	\$116,638	<b>\$117,573</b>	+ 0.8%	\$125,987	<b>\$126,840</b>	+ 0.7%
Percent of Original List Price Received*	86.8%	<b>89.1%</b>	+ 2.6%	89.0%	<b>89.0%</b>	0.0%
List to Close	143	<b>173</b>	+ 21.1%	156	<b>156</b>	0.0%
Days on Market Until Sale	115	<b>125</b>	+ 9.0%	128	<b>120</b>	- 6.4%
Cumulative Days on Market Until Sale	139	<b>140</b>	+ 0.6%	145	<b>145</b>	+ 0.2%
Inventory of Homes for Sale	486	<b>433</b>	- 10.9%	--	--	--
Months Supply of Inventory	9.3	<b>8.0</b>	- 13.4%	--	--	--

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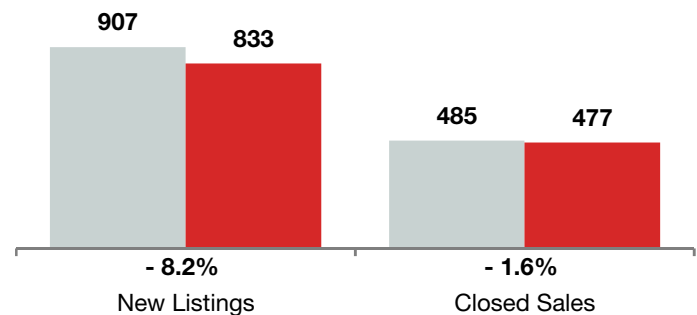
### September

■ 2013 ■ 2014



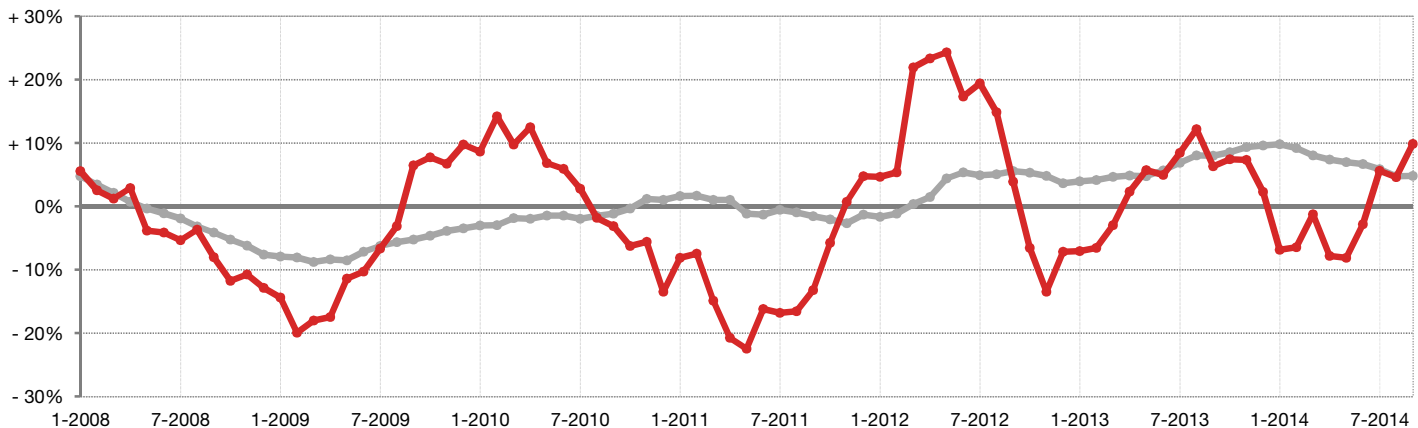
### Year to Date

■ 2013 ■ 2014



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

Entire CarolinaMLS Area —  
Statesville, NC —



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# Local Market Update – September 2014

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Charlotte Regional Realtor® Association

## Waxhaw, NC

**- 18.1%**

Change in  
New Listings

**+ 28.2%**

Change in  
Closed Sales

**- 0.0%**

Change in  
Median Sales Price

### September

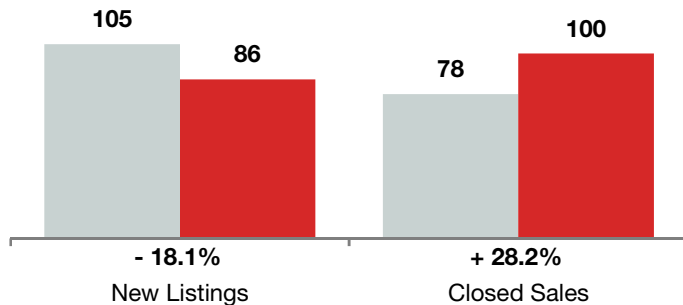
### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	105	86	- 18.1%	1,181	1,260	+ 6.7%
Closed Sales	78	100	+ 28.2%	817	877	+ 7.3%
Median Sales Price*	\$330,983	<b>\$330,921</b>	- 0.0%	\$310,000	<b>\$327,500</b>	+ 5.6%
Average Sales Price*	\$361,105	<b>\$341,900</b>	- 5.3%	\$357,684	<b>\$374,234</b>	+ 4.6%
Percent of Original List Price Received*	96.8%	<b>95.1%</b>	- 1.8%	96.4%	<b>96.1%</b>	- 0.3%
List to Close	124	<b>134</b>	+ 8.1%	136	<b>126</b>	- 7.4%
Days on Market Until Sale	69	<b>78</b>	+ 13.5%	86	<b>76</b>	- 11.1%
Cumulative Days on Market Until Sale	85	<b>101</b>	+ 19.6%	101	<b>94</b>	- 6.4%
Inventory of Homes for Sale	384	<b>325</b>	- 15.4%	--	--	--
Months Supply of Inventory	4.4	<b>3.5</b>	- 21.8%	--	--	--

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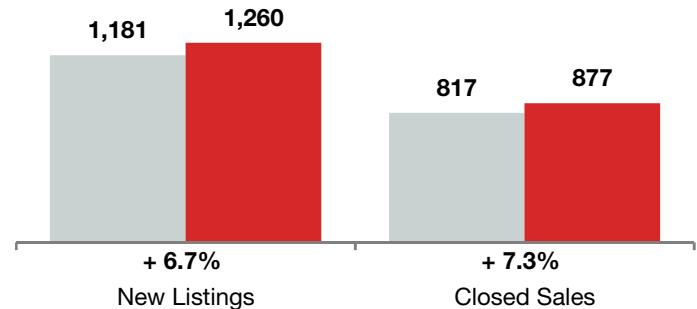
### September

■ 2013 ■ 2014



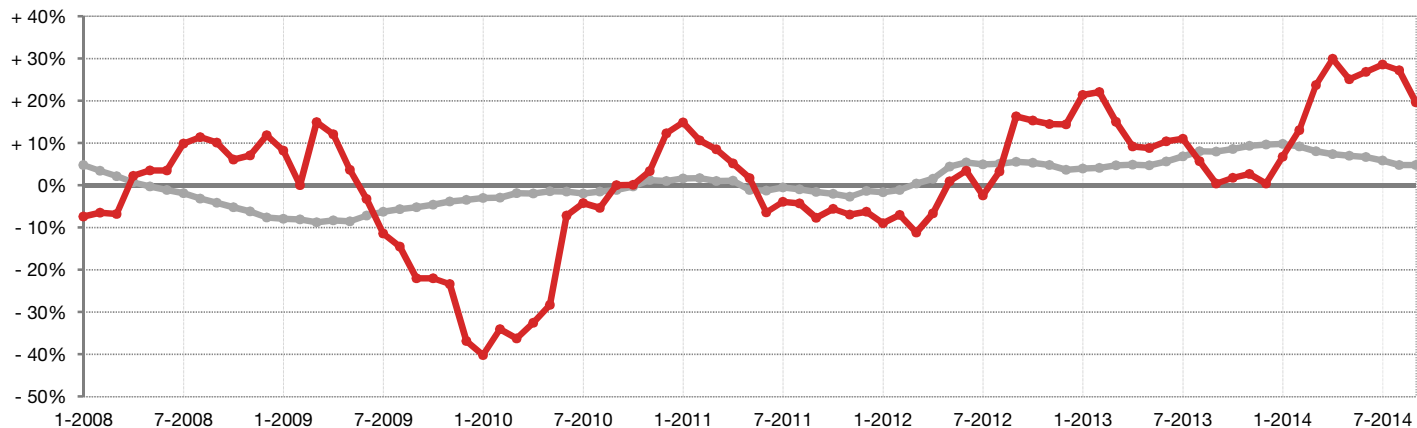
### Year to Date

■ 2013 ■ 2014



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

Entire CarolinaMLS Area —  
Waxhaw, NC —



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# Local Market Update – September 2014

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Charlotte Regional Realtor® Association

## Lake Norman

**+ 12.9%**

Change in  
New Listings

**+ 24.6%**

Change in  
Closed Sales

**- 3.9%**

Change in  
Median Sales Price

### September

### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	210	237	+ 12.9%	2,391	2,594	+ 8.5%
Closed Sales	134	167	+ 24.6%	1,211	1,267	+ 4.6%
Median Sales Price*	\$330,807	<b>\$317,750</b>	- 3.9%	\$335,000	<b>\$356,000</b>	+ 6.3%
Average Sales Price*	\$431,287	<b>\$448,767</b>	+ 4.1%	\$441,786	<b>\$462,268</b>	+ 4.6%
Percent of Original List Price Received*	94.4%	<b>93.4%</b>	- 1.1%	93.0%	<b>93.9%</b>	+ 1.0%
List to Close	133	<b>137</b>	+ 3.0%	153	<b>143</b>	- 6.5%
Days on Market Until Sale	97	<b>87</b>	- 9.9%	116	<b>101</b>	- 13.1%
Cumulative Days on Market Until Sale	127	<b>107</b>	- 15.3%	141	<b>134</b>	- 4.8%
Inventory of Homes for Sale	1,142	<b>1,098</b>	- 3.9%	--	--	--
Months Supply of Inventory	9.0	<b>7.6</b>	- 15.5%	--	--	--

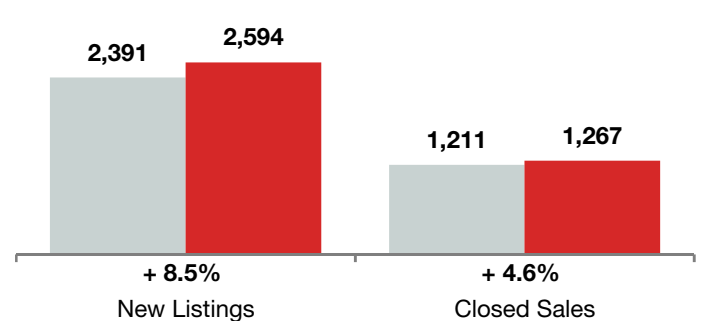
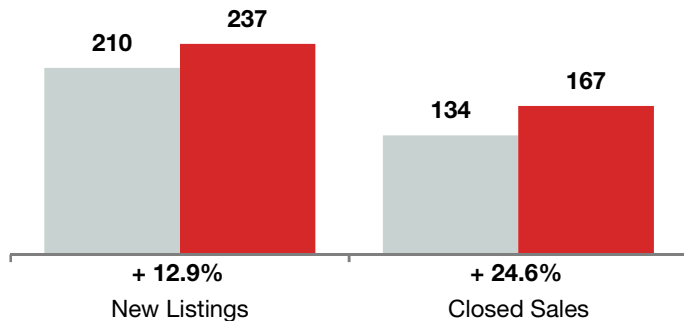
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### September

■ 2013 ■ 2014

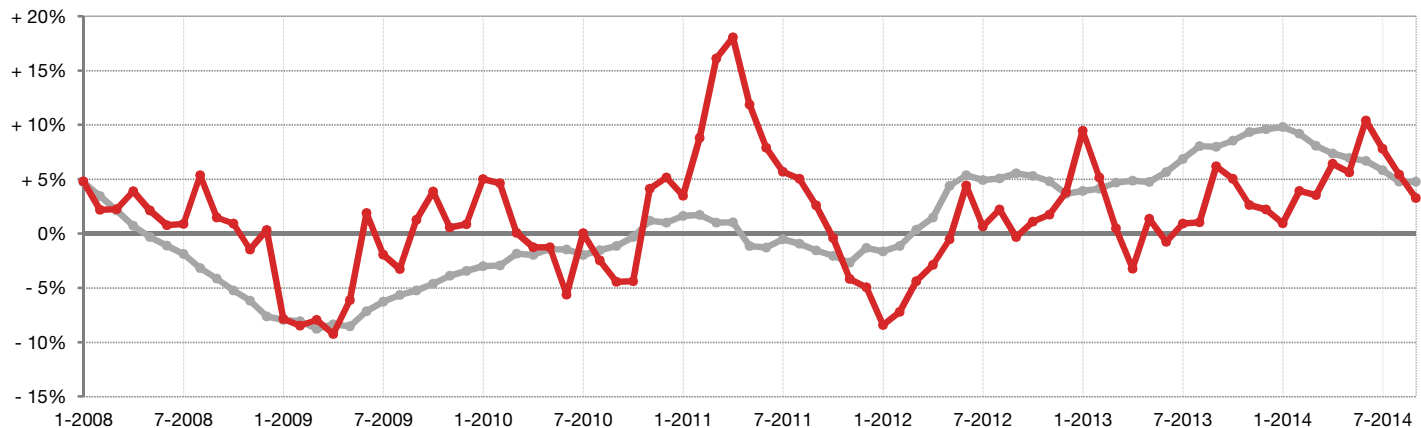
### Year to Date

■ 2013 ■ 2014



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

Entire CarolinaMLS Area — Lake Norman



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

# Local Market Update – September 2014

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FOR MORE INFORMATION CONTACT A REALTOR®



Charlotte Regional **Realtor®** Association

## Lake Wylie

**+ 27.7%**

Change in  
New Listings

**+ 19.0%**

Change in  
Closed Sales

**+ 13.1%**

Change in  
Median Sales Price

### September

### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	83	106	+ 27.7%	884	1,010	+ 14.3%
Closed Sales	58	69	+ 19.0%	523	552	+ 5.5%
Median Sales Price*	\$247,500	<b>\$280,000</b>	+ 13.1%	\$284,500	<b>\$296,459</b>	+ 4.2%
Average Sales Price*	\$290,186	<b>\$322,332</b>	+ 11.1%	\$327,280	<b>\$330,096</b>	+ 0.9%
Percent of Original List Price Received*	93.1%	<b>95.4%</b>	+ 2.5%	94.0%	<b>94.6%</b>	+ 0.6%
List to Close	170	131	- 23.0%	151	147	- 2.6%
Days on Market Until Sale	139	73	- 47.5%	115	101	- 12.4%
Cumulative Days on Market Until Sale	159	93	- 41.1%	142	129	- 8.7%
Inventory of Homes for Sale	418	442	+ 5.7%	--	--	--
Months Supply of Inventory	8.0	7.3	- 8.4%	--	--	--

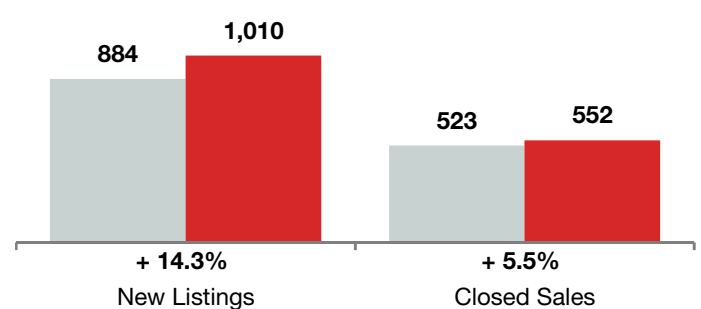
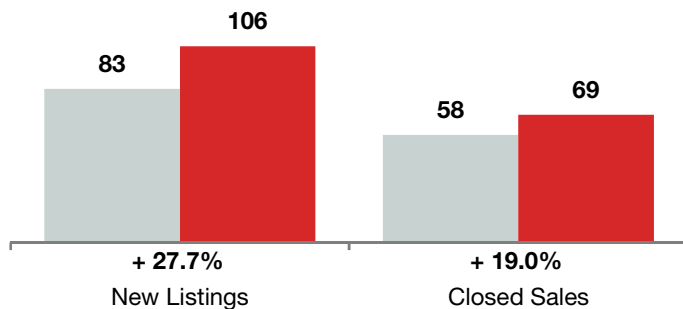
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### September

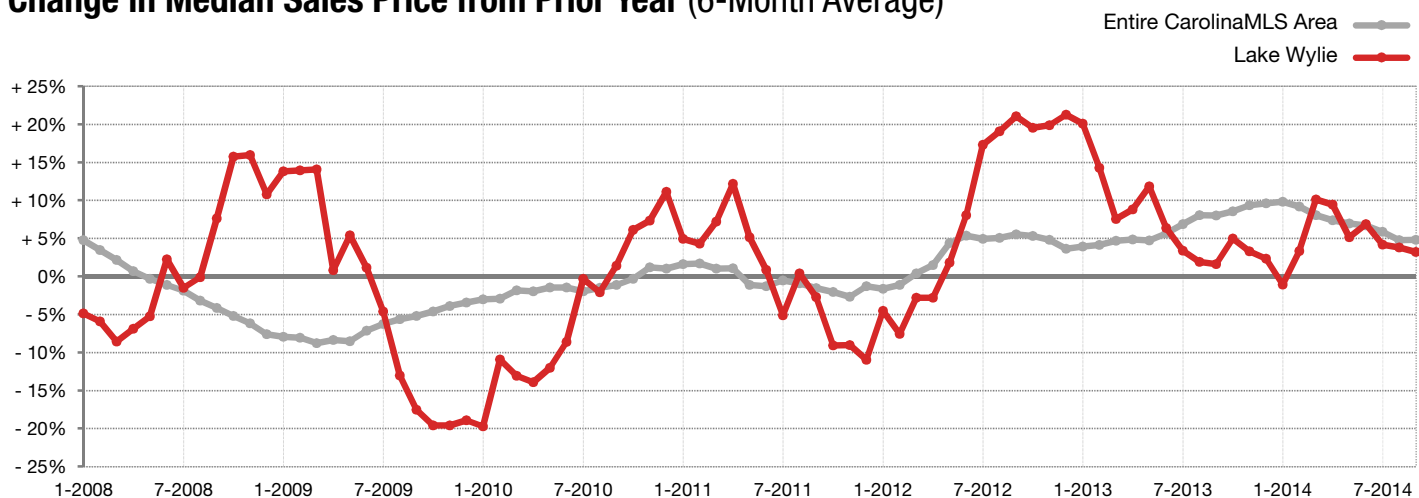
■ 2013 ■ 2014

### Year to Date

■ 2013 ■ 2014



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



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# Local Market Update – September 2014

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FOR MORE INFORMATION CONTACT A REALTOR®



Charlotte Regional Realtor® Association

**+ 12.5%**

**+ 60.0%**

**- 4.0%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

## Uptown Charlotte

### September

### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	32	36	+ 12.5%	327	339	+ 3.7%
Closed Sales	20	32	+ 60.0%	212	253	+ 19.3%
Median Sales Price*	\$273,500	\$262,650	- 4.0%	\$217,800	\$273,350	+ 25.5%
Average Sales Price*	\$320,700	\$288,876	- 9.9%	\$272,736	\$308,773	+ 13.2%
Percent of Original List Price Received*	93.7%	97.1%	+ 3.6%	95.3%	97.5%	+ 2.3%
List to Close	90	144	+ 59.7%	131	159	+ 21.4%
Days on Market Until Sale	69	88	+ 27.8%	101	87	- 13.9%
Cumulative Days on Market Until Sale	69	99	+ 44.0%	108	98	- 9.7%
Inventory of Homes for Sale	116	113	- 2.6%	--	--	--
Months Supply of Inventory	4.8	4.8	+ 1.2%	--	--	--

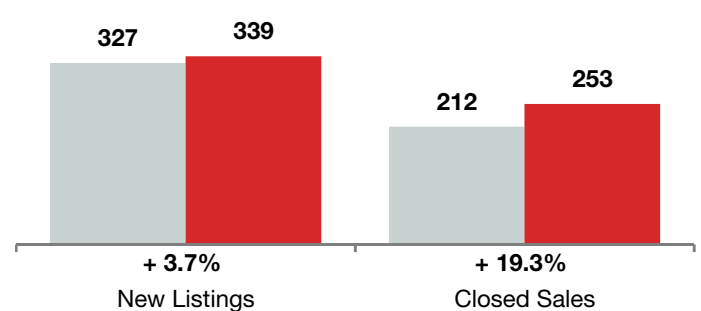
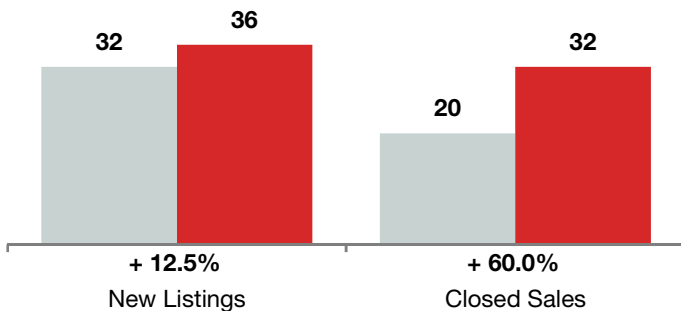
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### September

■ 2013 ■ 2014

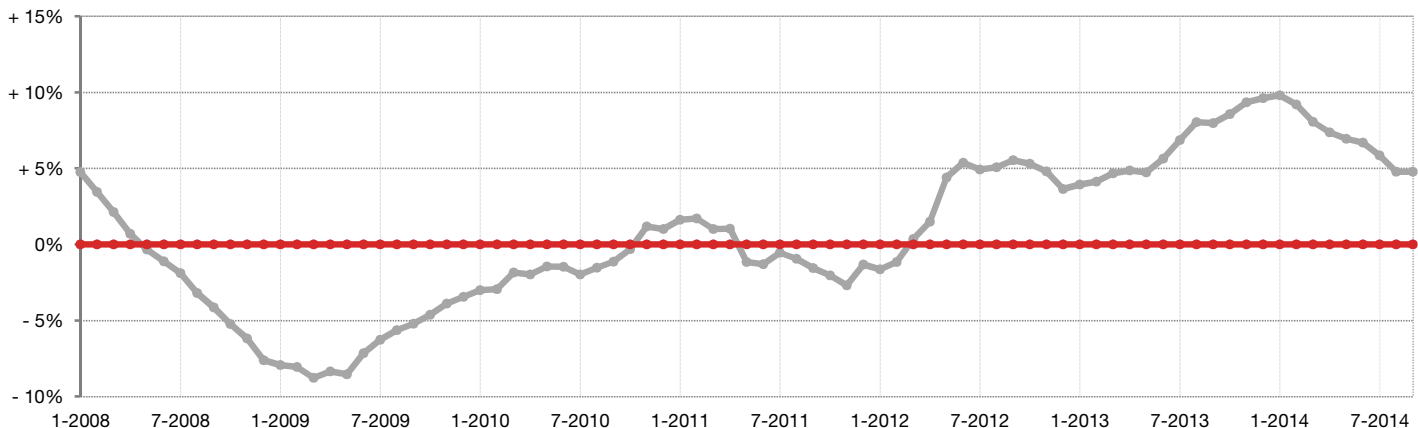
### Year to Date

■ 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 – September 2014

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Charlotte Regional Realtor® Association

## Lancaster County, SC

- 0.9%

Change in  
New Listings

- 9.0%

Change in  
Closed Sales

- 8.6%

Change in  
Median Sales Price

### September

### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	111	110	- 0.9%	1,192	1,067	- 10.5%
Closed Sales	100	91	- 9.0%	808	765	- 5.3%
Median Sales Price*	\$229,750	\$210,000	- 8.6%	\$225,600	\$229,000	+ 1.5%
Average Sales Price*	\$233,418	\$240,395	+ 3.0%	\$239,835	\$241,031	+ 0.5%
Percent of Original List Price Received*	96.5%	94.1%	- 2.5%	95.7%	95.4%	- 0.3%
List to Close	132	131	- 0.5%	133	138	+ 3.8%
Days on Market Until Sale	85	77	- 9.2%	95	84	- 12.0%
Cumulative Days on Market Until Sale	103	85	- 17.7%	112	102	- 8.6%
Inventory of Homes for Sale	400	378	- 5.5%	--	--	--
Months Supply of Inventory	4.7	4.4	- 6.7%	--	--	--

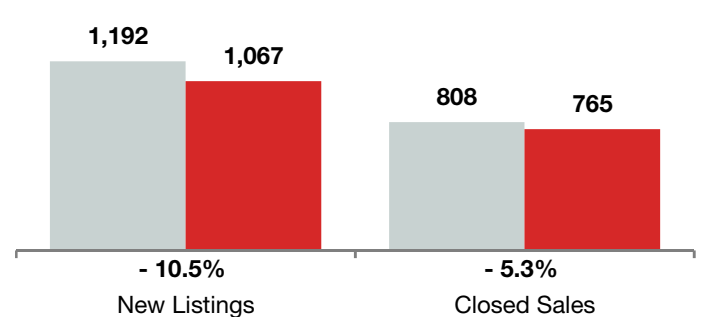
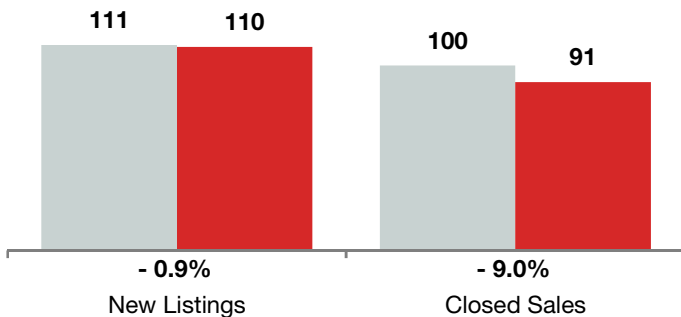
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■ 2013 ■ 2014

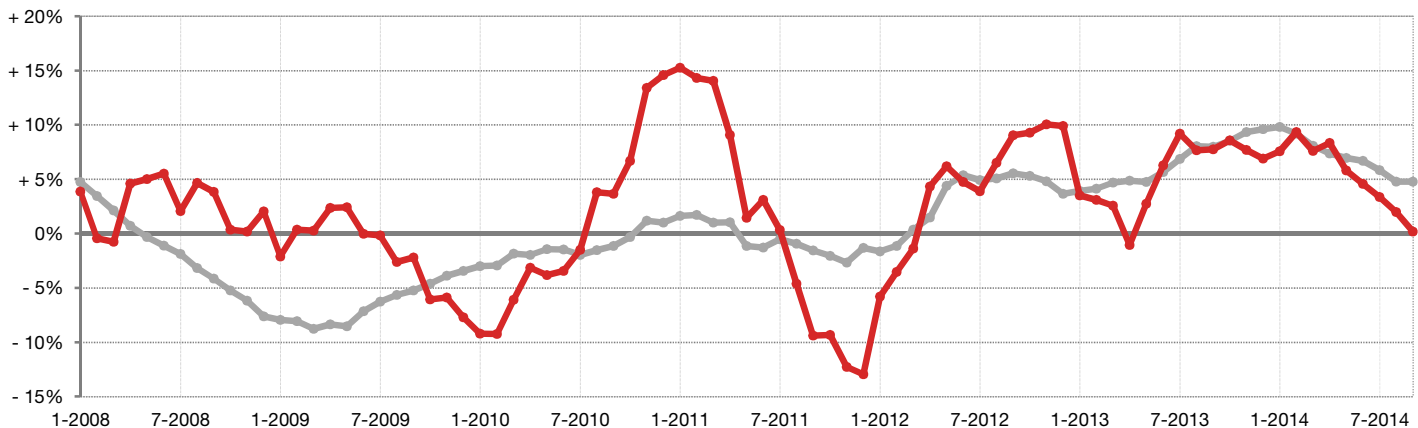
### Year to Date

■ 2013 ■ 2014



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

Entire CarolinaMLS Area —  
Lancaster County, SC —



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Charlotte Regional Realtor® Association

## York County, SC

**+ 10.2%**

Change in  
New Listings

**+ 30.8%**

Change in  
Closed Sales

**+ 6.6%**

Change in  
Median Sales Price

### September

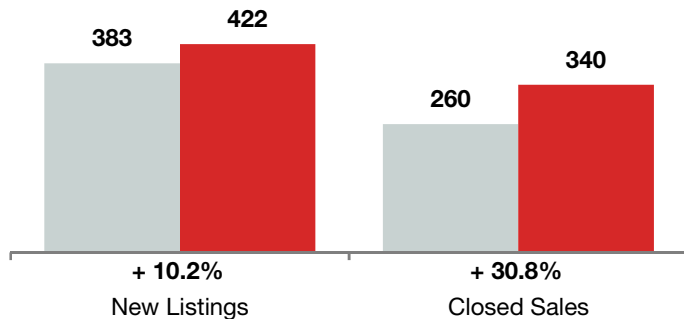
### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	383	422	+ 10.2%	3,733	4,001	+ 7.2%
Closed Sales	260	340	+ 30.8%	2,308	2,709	+ 17.4%
Median Sales Price*	\$189,950	<b>\$202,500</b>	+ 6.6%	\$185,000	<b>\$193,850</b>	+ 4.8%
Average Sales Price*	\$219,657	<b>\$232,135</b>	+ 5.7%	\$216,888	<b>\$224,577</b>	+ 3.5%
Percent of Original List Price Received*	95.6%	<b>95.2%</b>	- 0.4%	94.8%	<b>95.2%</b>	+ 0.4%
List to Close	143	133	- 7.0%	138	131	- 5.1%
Days on Market Until Sale	111	69	- 37.5%	105	85	- 18.8%
Cumulative Days on Market Until Sale	120	82	- 31.6%	120	102	- 14.8%
Inventory of Homes for Sale	1,450	<b>1,294</b>	- 10.8%	--	--	--
Months Supply of Inventory	6.0	4.4	- 26.5%	--	--	--

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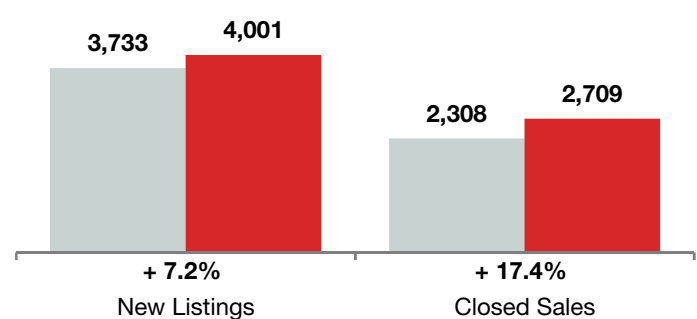
### September

■ 2013 ■ 2014

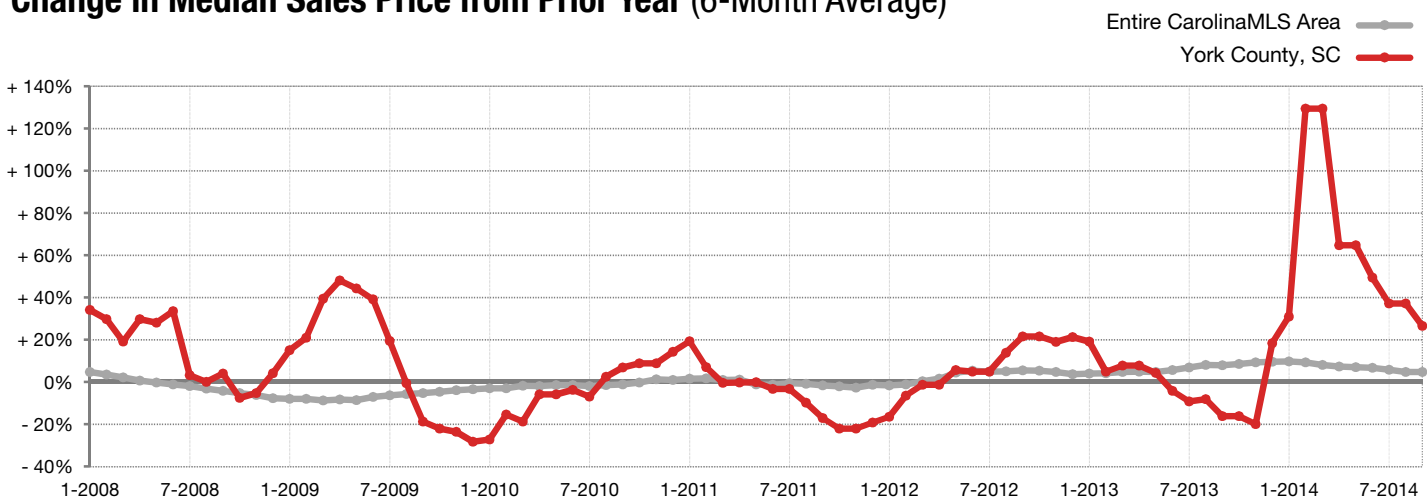


### Year to Date

■ 2013 ■ 2014



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



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# Local Market Update – September 2014

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Charlotte Regional Realtor® Association

## Fort Mill, SC

- 5.1%

Change in  
New Listings

+ 22.4%

Change in  
Closed Sales

+ 15.0%

Change in  
Median Sales Price

### September

### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	118	112	- 5.1%	1,242	1,304	+ 5.0%
Closed Sales	98	120	+ 22.4%	910	998	+ 9.7%
Median Sales Price*	\$243,775	\$280,250	+ 15.0%	\$244,750	\$254,138	+ 3.8%
Average Sales Price*	\$270,023	\$307,791	+ 14.0%	\$266,849	\$279,120	+ 4.6%
Percent of Original List Price Received*	97.6%	96.4%	- 1.2%	96.5%	97.0%	+ 0.5%
List to Close	136	114	- 16.1%	131	117	- 10.7%
Days on Market Until Sale	89	55	- 38.1%	92	66	- 28.3%
Cumulative Days on Market Until Sale	95	60	- 36.5%	102	76	- 25.6%
Inventory of Homes for Sale	323	286	- 11.5%	--	--	--
Months Supply of Inventory	3.4	2.6	- 21.8%	--	--	--

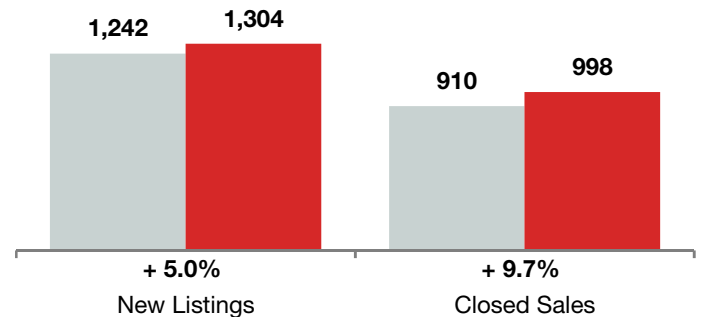
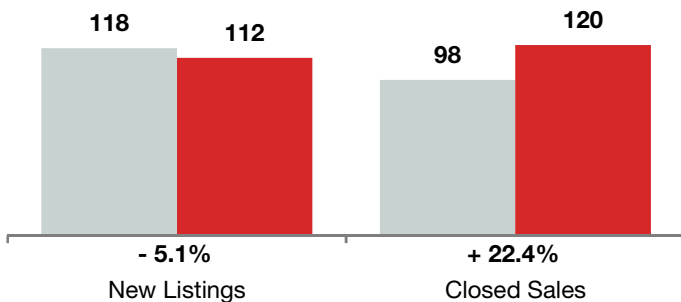
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■ 2013 ■ 2014

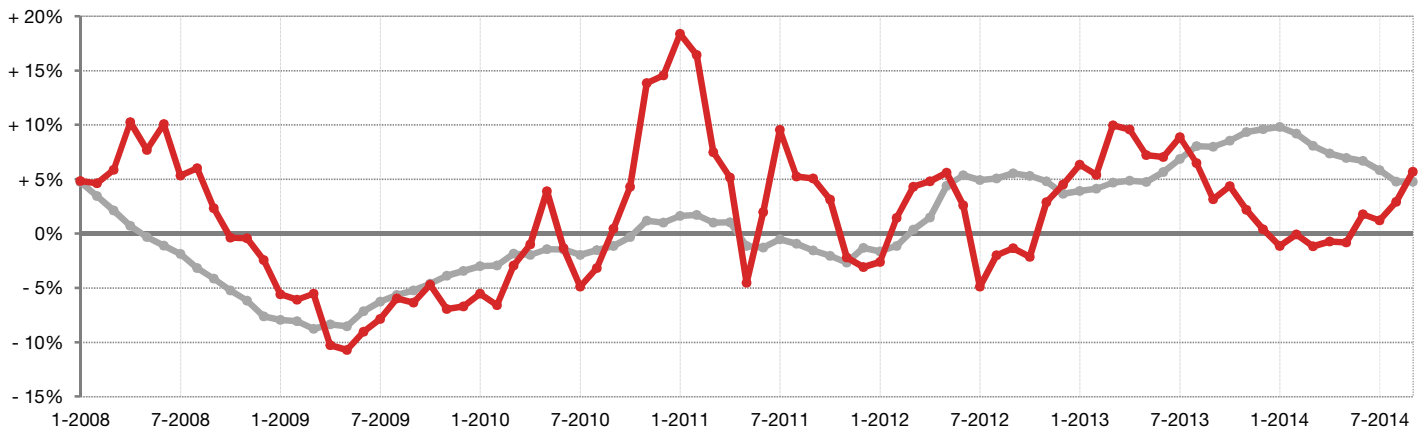
### Year to Date

■ 2013 ■ 2014



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

Entire CarolinaMLS Area —  
Fort Mill, SC —



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# Local Market Update – September 2014

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Charlotte Regional Realtor® Association

## Rock Hill, SC

- 0.6%

+ 23.3%

0.0%

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### September

### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	160	159	- 0.6%	1,487	1,459	- 1.9%
Closed Sales	103	127	+ 23.3%	872	987	+ 13.2%
Median Sales Price*	\$149,500	<b>\$149,500</b>	0.0%	\$149,000	<b>\$151,000</b>	+ 1.3%
Average Sales Price*	\$177,291	<b>\$160,945</b>	- 9.2%	\$165,685	<b>\$167,394</b>	+ 1.0%
Percent of Original List Price Received*	94.8%	<b>94.4%</b>	- 0.4%	94.0%	<b>94.2%</b>	+ 0.2%
List to Close	134	<b>141</b>	+ 5.3%	137	<b>138</b>	+ 0.7%
Days on Market Until Sale	107	<b>74</b>	- 30.9%	107	<b>92</b>	- 13.7%
Cumulative Days on Market Until Sale	115	<b>92</b>	- 19.5%	120	<b>111</b>	- 7.8%
Inventory of Homes for Sale	612	<b>489</b>	- 20.1%	--	--	--
Months Supply of Inventory	6.6	<b>4.5</b>	- 32.4%	--	--	--

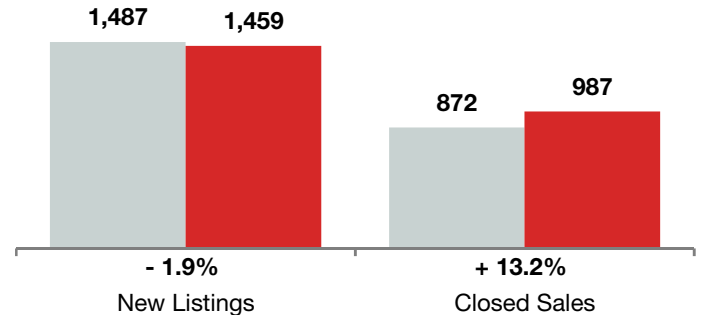
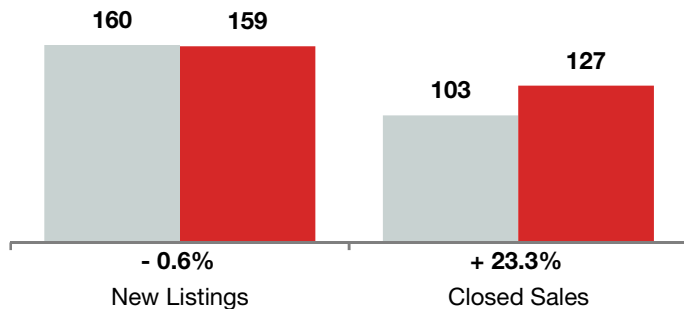
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■ 2013 ■ 2014

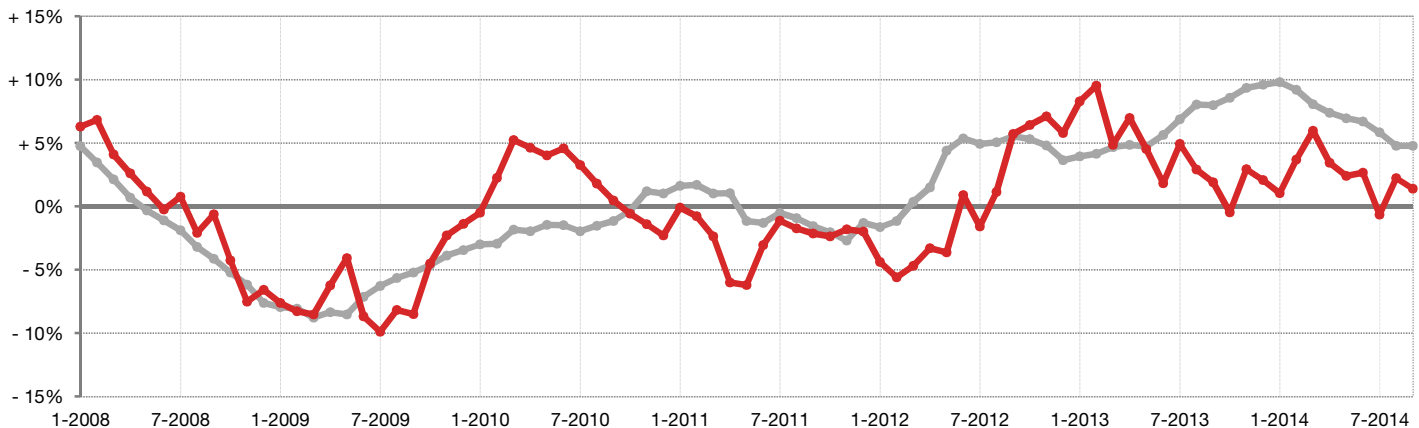
### Year to Date

■ 2013 ■ 2014



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

Entire CarolinaMLS Area —  
Rock Hill, SC —



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Charlotte Regional Realtor® Association

## Charlotte MSA

- 1.7%

Change in  
New Listings

+ 15.5%

Change in  
Closed Sales

+ 3.1%

Change in  
Median Sales Price

### September

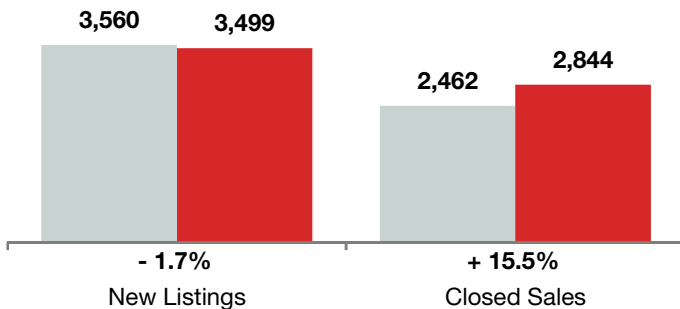
### Year to Date

	2013	2014	+ / -	2013	2014	+ / -
New Listings	3,560	3,499	- 1.7%	35,828	36,338	+ 1.4%
Closed Sales	2,462	2,844	+ 15.5%	23,259	23,987	+ 3.1%
Median Sales Price*	\$175,500	\$181,000	+ 3.1%	\$175,000	\$185,000	+ 5.7%
Average Sales Price*	\$222,494	\$229,958	+ 3.4%	\$225,265	\$234,295	+ 4.0%
Percent of Original List Price Received*	95.0%	94.6%	- 0.4%	94.5%	94.5%	0.0%
List to Close	126	125	- 1.2%	132	126	- 4.5%
Days on Market Until Sale	88	67	- 24.0%	93	79	- 15.5%
Cumulative Days on Market Until Sale	104	80	- 23.2%	110	97	- 12.3%
Inventory of Homes for Sale	13,269	11,521	- 13.2%	--	--	--
Months Supply of Inventory	5.3	4.3	- 18.9%	--	--	--

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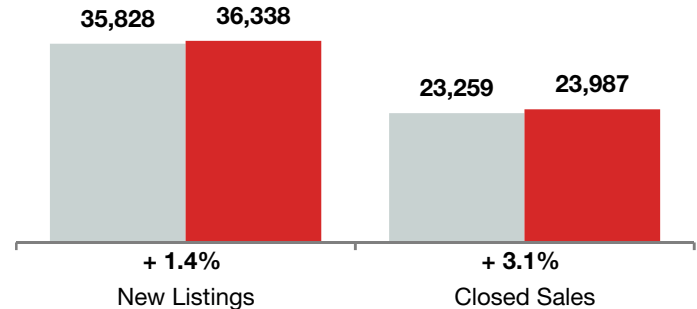
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■ 2013 ■ 2014



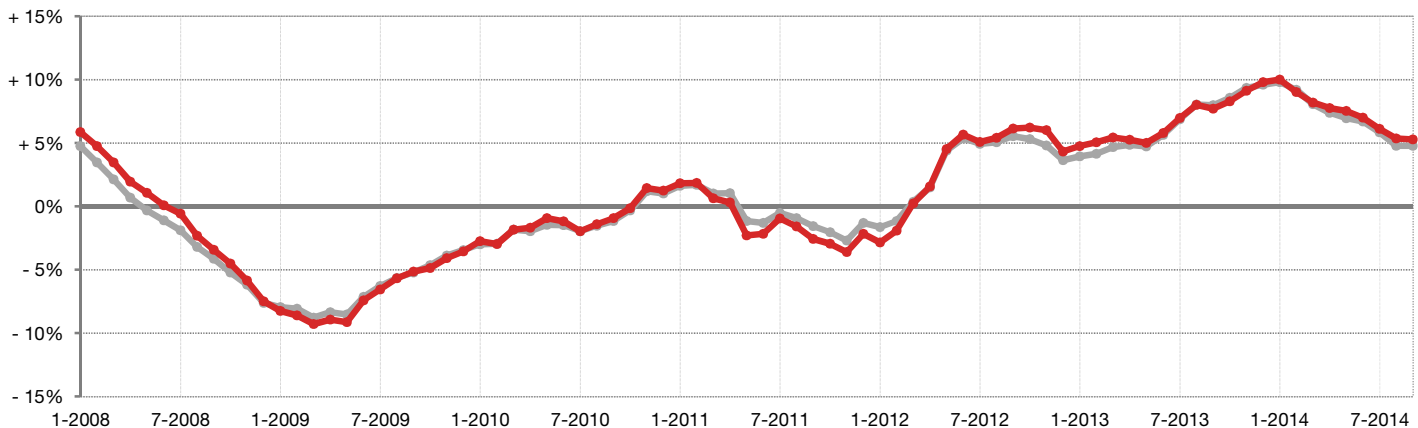
### Year to Date

■ 2013 ■ 2014



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

Entire CarolinaMLS Area —  
Charlotte MSA —



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