



Charlotte Region Showings Report for November 2019

ANALYTIC AND TREND DATA FOR THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Showing Statistics

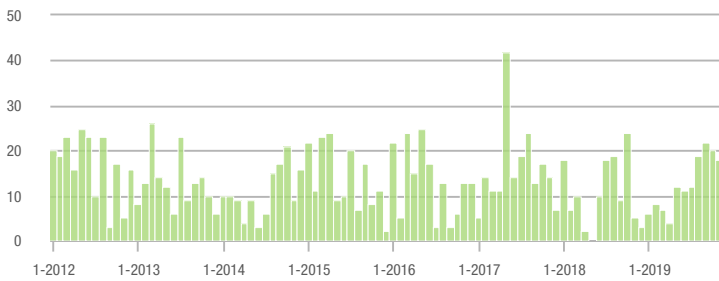
MLS Area	Total Showings	Buyer Interest (Showings / Listings)	Managed Listings
Alexander County, NC	80	3.7	39
Anson County, NC	72	1.5	66
Cabarrus County, NC	4,615	6.2	875
Charlotte MSA	54,784	6.4	9,857
City of Charlotte, NC	23,041	7.7	3,202
Concord, NC	2,678	6.4	487
Davidson, NC	848	5.0	186
Denver, NC	906	4.0	280
Fort Mill, SC	1,714	6.4	296
Gaston County, NC	4,278	6.0	887
Gastonia, NC	1,657	6.1	323
Huntersville, NC	2,023	6.0	368
Iredell County, NC	4,387	5.1	1,103
Kannapolis, NC	1,085	6.9	177
Lake Norman	3,750	4.8	978
Lake Wylie	1,872	4.9	499
Lancaster County, SC	1,793	4.6	468
Lincoln County, NC	1,495	3.9	493
Lincolnton, NC	408	4.5	113
Matthews, NC	1,969	8.2	256
Mecklenburg County, NC	28,838	7.4	4,204
Monroe, NC	1,231	5.3	270
Montgomery County, NC	218	1.5	224
Mooresville, NC	2,853	5.3	659
Rock Hill, SC	2,376	6.2	432
Salisbury, NC	981	3.8	311
Stanly County, NC	696	3.6	258
Statesville, NC	1,188	5.0	312
Union County, NC	5,684	6.3	1,089
Uptown Charlotte	882	7.9	113
Waxhaw, NC	1,755	6.3	344
York County, SC	6,145	5.8	1,229

Alexander County, NC

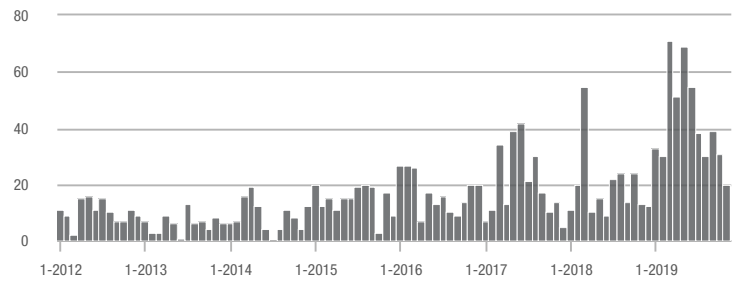
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	18	+ 260.0%	- 10.0%	3.6	+ 260.0%	+ 70.5%	14	- 30.0%	- 22.2%
\$100,001 to \$200,000	20	+ 53.8%	- 35.5%	2.1	- 19.2%	- 1.3%	14	+ 27.3%	- 30.0%
\$200,001 to \$300,000	20	+ 33.3%	+ 25.0%	5.0	0.0%	+ 150.0%	6	- 33.3%	- 40.0%
\$300,001 and Above	22	- 12.0%	+ 120.0%	5.5	+ 10.0%	+ 120.0%	5	- 16.7%	0.0%
Total	80	+ 37.9%	+ 3.9%	3.7	+ 8.8%	+ 70.8%	39	- 15.2%	- 26.4%

Showings

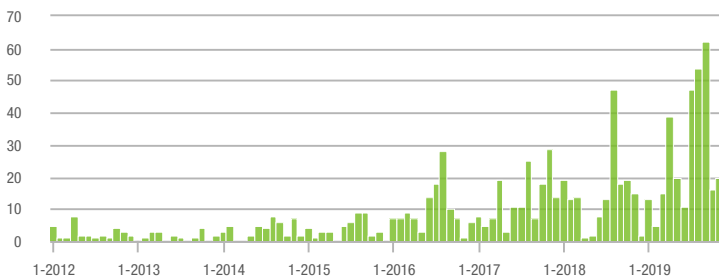
\$100,000 and Below



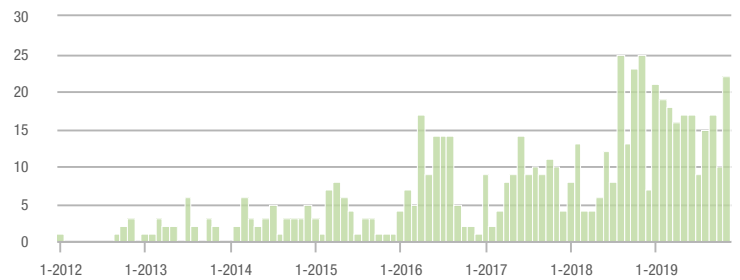
\$100,001 to \$200,000



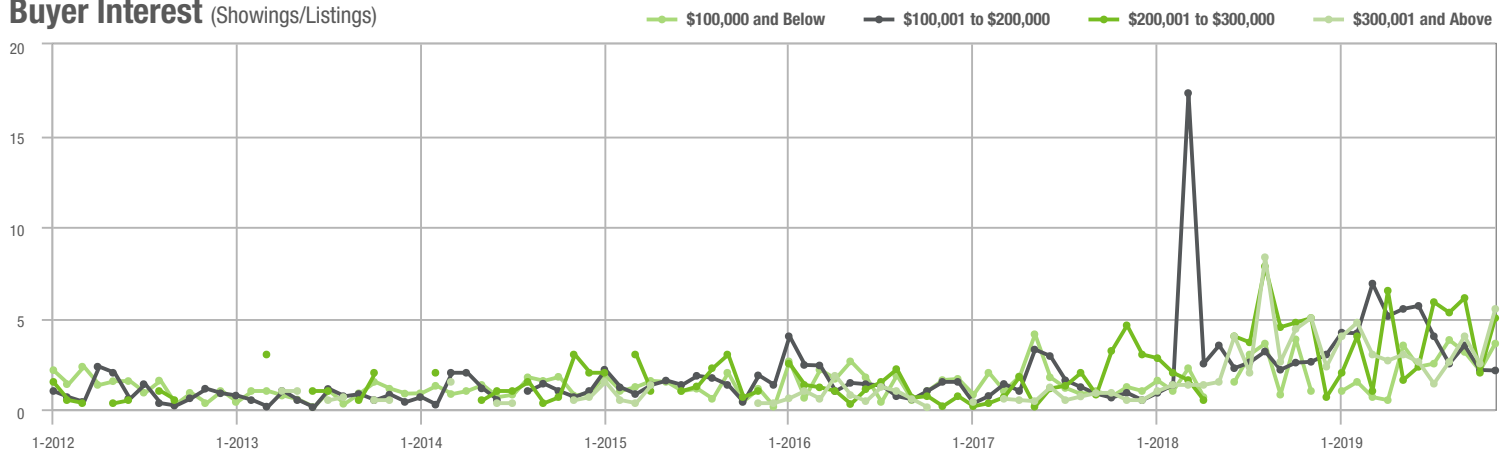
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

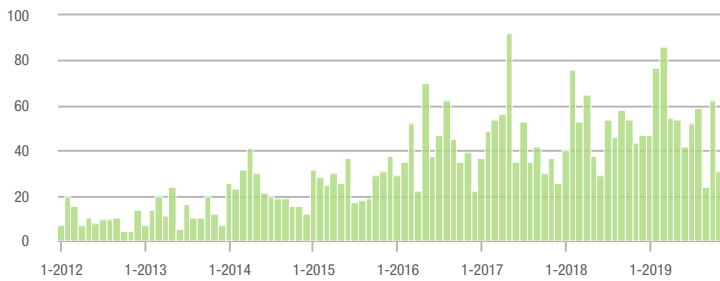


Anson County, NC

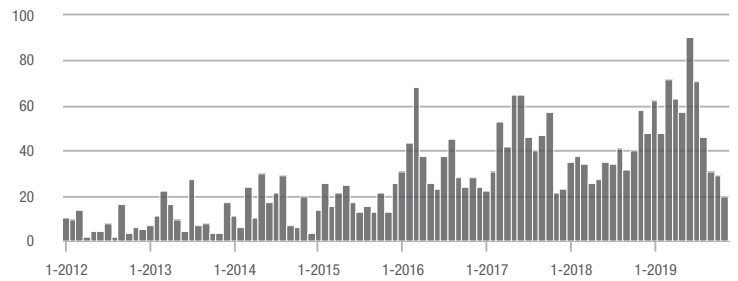
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	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	31	- 29.5%	- 50.0%	1.1	- 35.3%	- 52.5%	36	- 36.8%	- 14.3%
\$100,001 to \$200,000	20	- 65.5%	- 31.0%	1.6	- 40.7%	- 14.9%	14	- 61.1%	- 17.6%
\$200,001 to \$300,000	18	+ 20.0%	+ 80.0%	3.0	+ 7.1%	+ 125.0%	12	0.0%	- 7.7%
\$300,001 and Above	3	- 70.0%	- 40.0%	0.0	- 100.0%	- 100.0%	4	- 60.0%	- 20.0%
Total	72	- 43.3%	- 32.1%	1.5	- 34.8%	- 24.3%	66	- 42.6%	- 14.3%

Showings

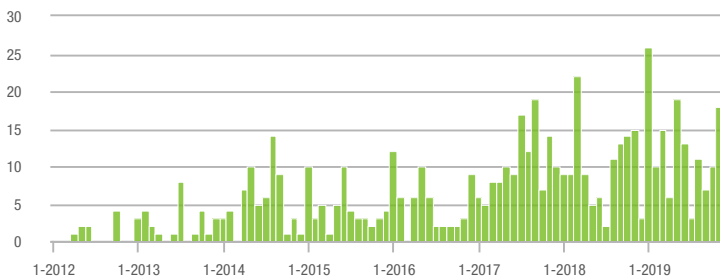
\$100,000 and Below



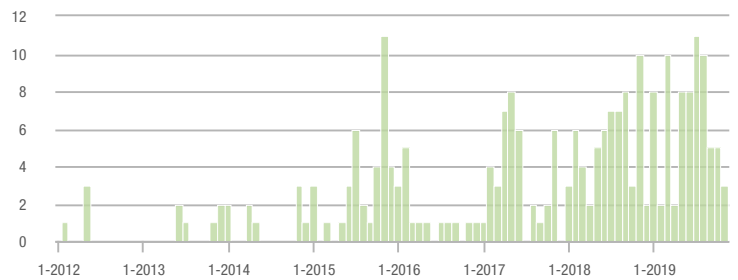
\$100,001 to \$200,000



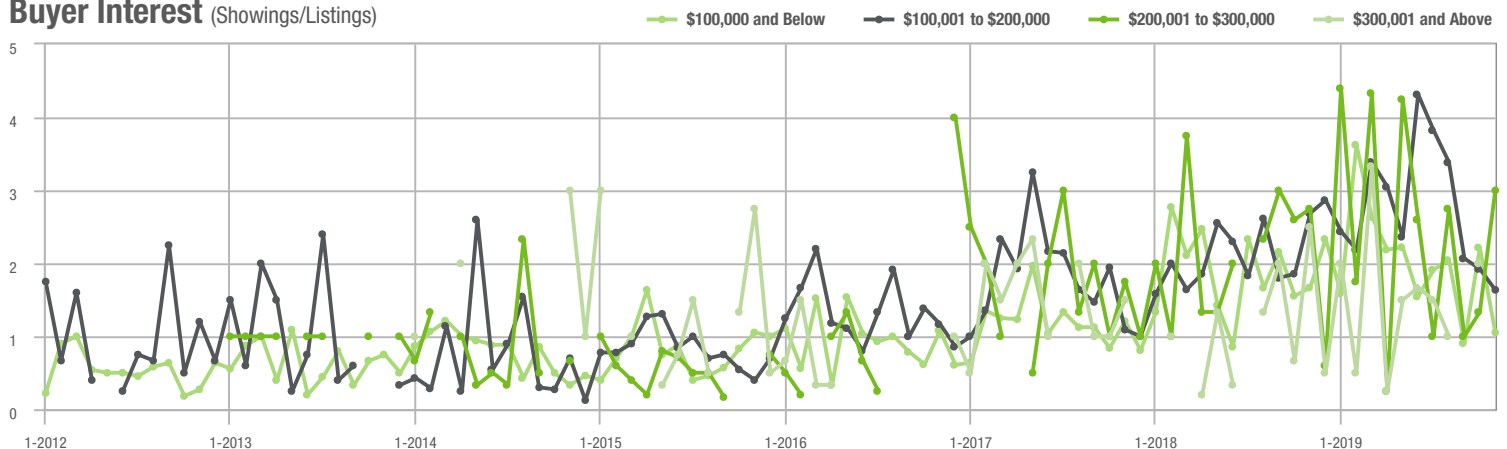
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

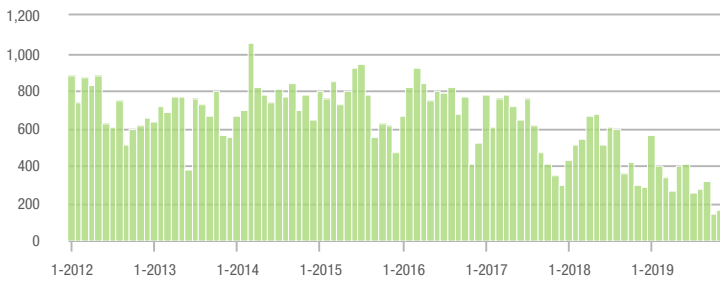


Cabarrus County, NC

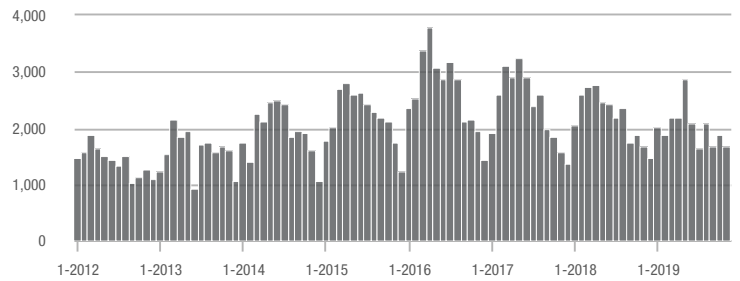
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	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	159	- 46.6%	+ 13.6%	3.8	- 25.5%	+ 35.2%	69	- 34.3%	- 5.5%
\$100,001 to \$200,000	1,666	- 1.1%	- 11.6%	8.4	+ 18.3%	- 3.4%	216	- 20.3%	- 8.9%
\$200,001 to \$300,000	1,440	- 0.6%	- 23.7%	7.4	+ 32.1%	- 5.5%	227	- 22.8%	- 19.2%
\$300,001 and Above	1,350	+ 21.8%	- 9.6%	4.3	+ 26.5%	- 5.3%	363	- 18.2%	- 8.8%
Total	4,615	+ 1.7%	- 14.6%	6.2	+ 19.2%	- 4.8%	875	- 21.5%	- 11.5%

Showings

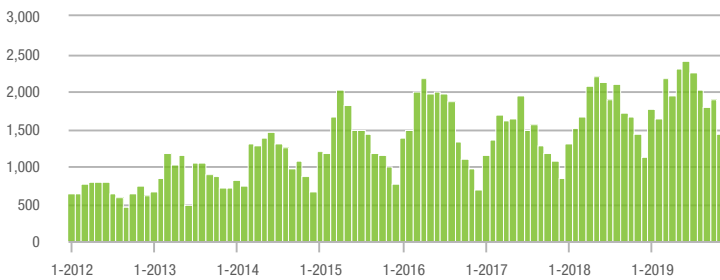
\$100,000 and Below



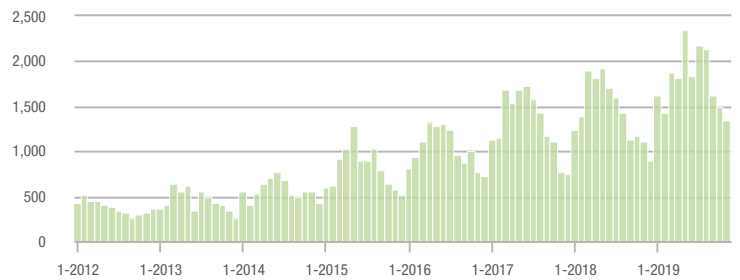
\$100,001 to \$200,000



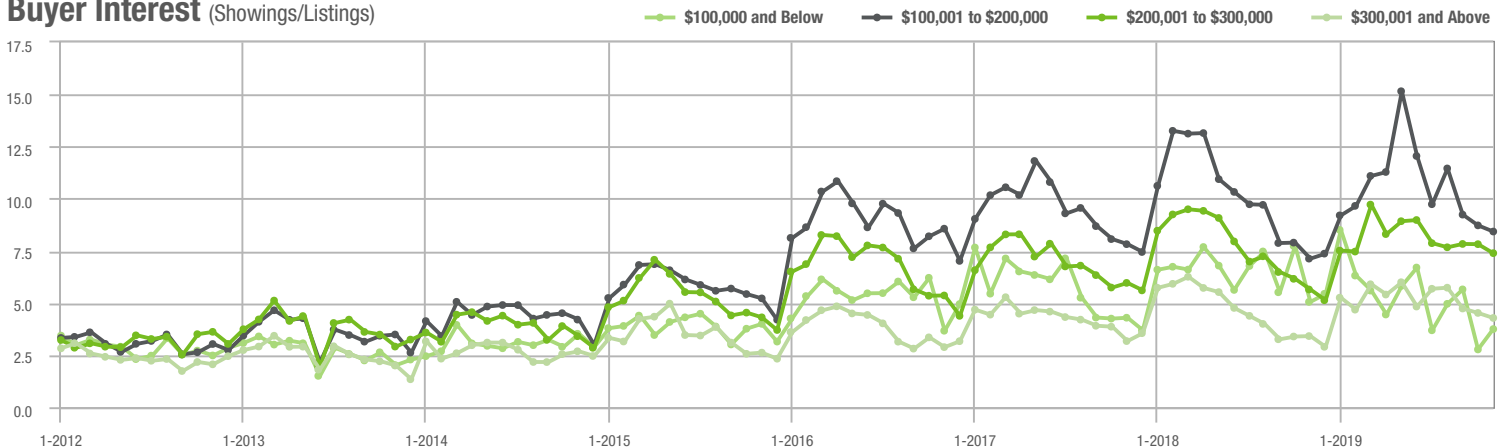
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

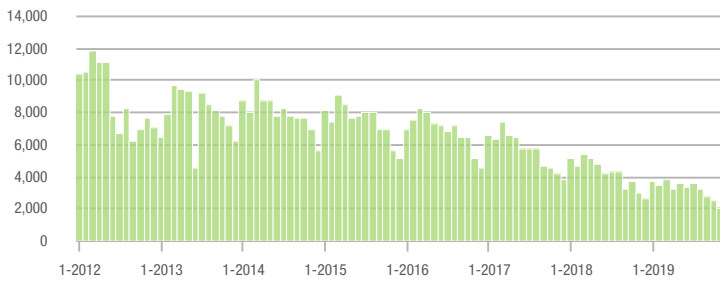


Charlotte MSA

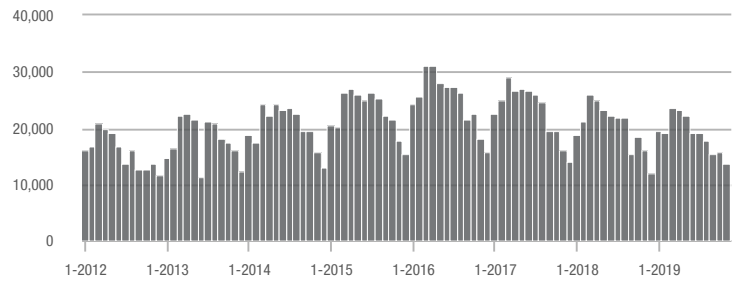
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	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	1,992	- 32.9%	- 19.4%	4.0	- 7.0%	- 2.7%	847	- 35.5%	- 16.1%
\$100,001 to \$200,000	13,527	- 15.4%	- 13.4%	8.3	+ 7.8%	+ 2.6%	1,804	- 25.1%	- 15.6%
\$200,001 to \$300,000	16,811	+ 13.7%	- 16.5%	7.2	+ 20.0%	- 0.9%	2,530	- 11.9%	- 16.2%
\$300,001 and Above	22,454	+ 23.1%	- 14.7%	5.4	+ 25.6%	- 1.8%	4,676	- 12.3%	- 14.0%
Total	54,784	+ 5.4%	- 15.1%	6.4	+ 16.4%	- 0.6%	9,857	- 17.3%	- 15.1%

Showings

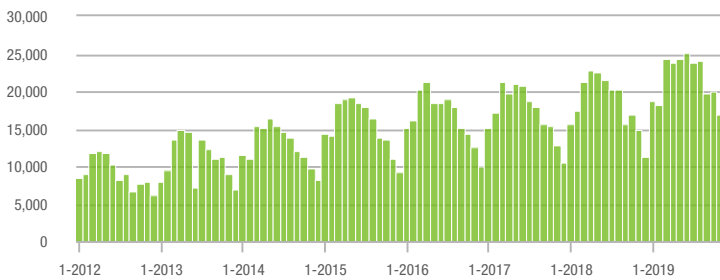
\$100,000 and Below



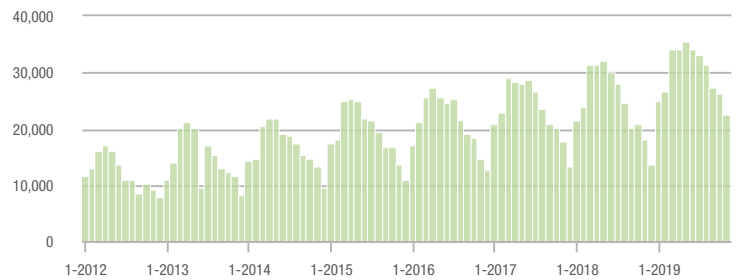
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

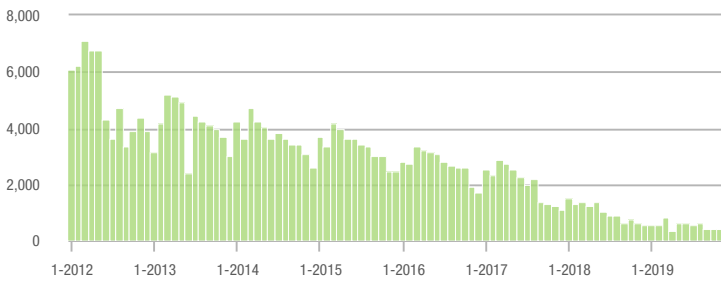


City of Charlotte, NC

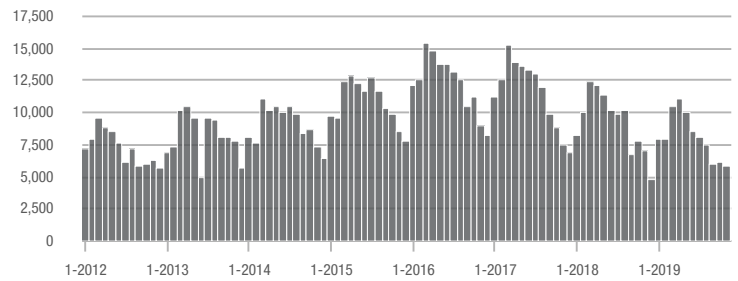
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	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	398	- 32.9%	+ 0.5%	7.1	+ 2.9%	+ 20.0%	81	- 39.1%	- 15.6%
\$100,001 to \$200,000	5,759	- 17.8%	- 5.1%	11.4	+ 22.6%	+ 13.6%	519	- 34.7%	- 16.6%
\$200,001 to \$300,000	7,290	+ 16.1%	- 16.4%	8.1	+ 22.7%	+ 1.4%	937	- 11.4%	- 18.1%
\$300,001 and Above	9,594	+ 18.2%	- 16.8%	6.3	+ 28.6%	- 3.5%	1,665	- 13.6%	- 14.3%
Total	23,041	+ 4.7%	- 13.7%	7.7	+ 20.3%	+ 2.1%	3,202	- 18.2%	- 15.8%

Showings

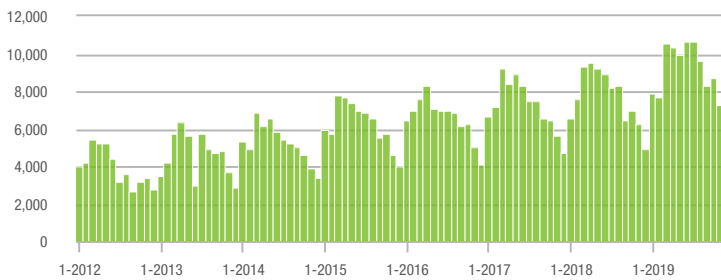
\$100,000 and Below



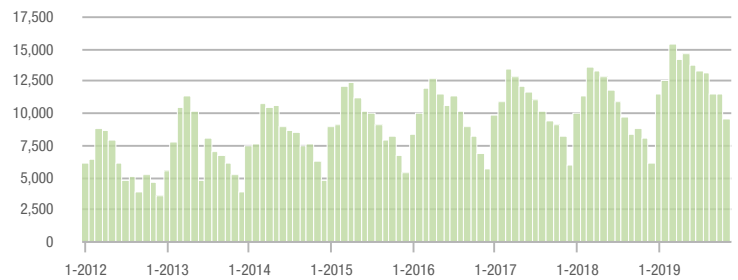
\$100,001 to \$200,000



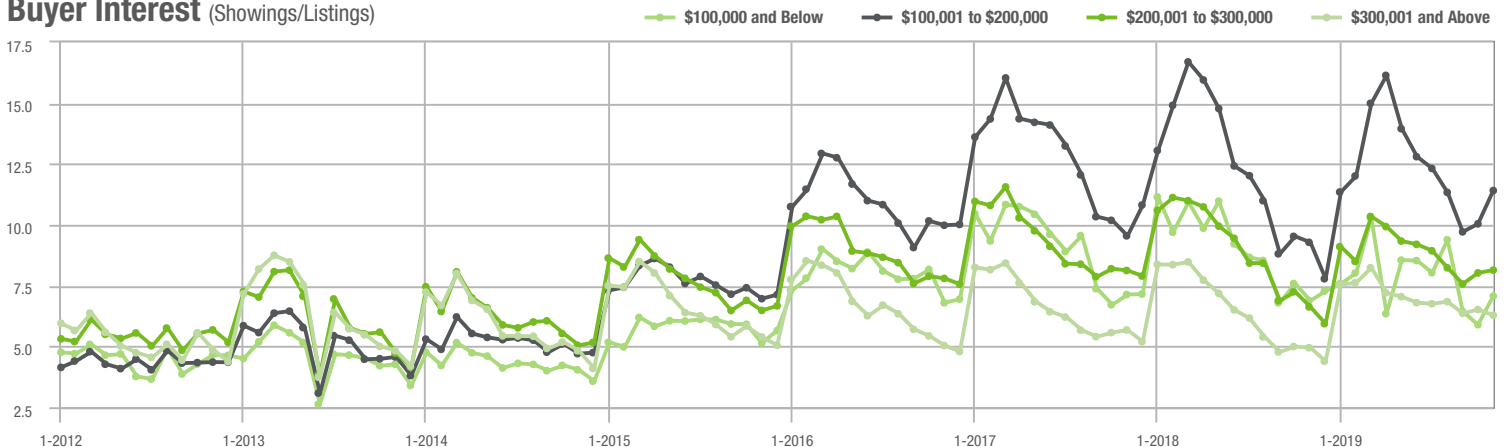
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Buyer Interest (Showings/Listings)

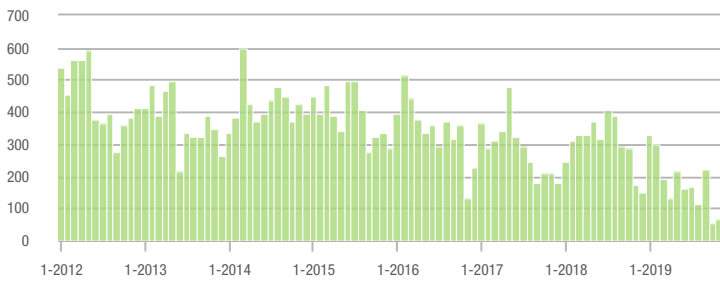


Concord, NC

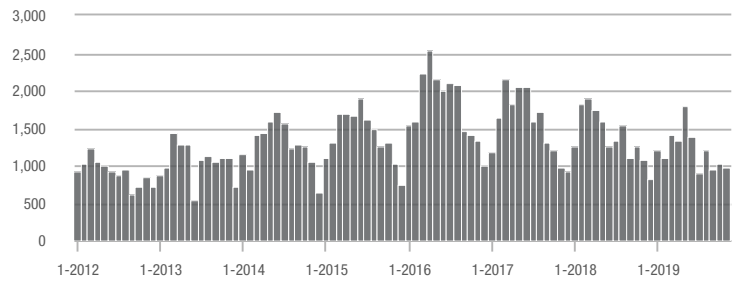
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	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	66	- 62.1%	+ 17.9%	3.8	- 19.1%	+ 54.4%	29	- 52.5%	- 14.7%
\$100,001 to \$200,000	973	- 8.6%	- 6.1%	8.9	+ 12.7%	- 4.0%	113	- 23.6%	- 3.4%
\$200,001 to \$300,000	883	- 1.5%	- 23.7%	7.3	+ 17.7%	- 9.0%	141	- 14.5%	- 15.6%
\$300,001 and Above	756	+ 52.4%	- 12.9%	4.3	+ 48.3%	- 6.8%	204	- 14.6%	- 11.3%
Total	2,678	+ 1.8%	- 14.1%	6.4	+ 16.4%	- 5.2%	487	- 20.6%	- 11.1%

Showings

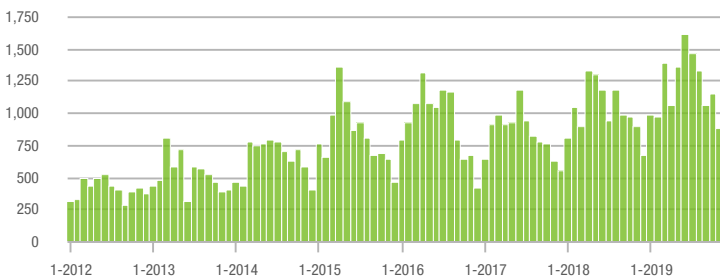
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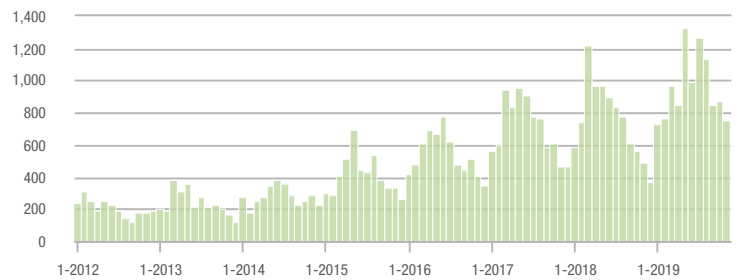
\$100,001 to \$200,000



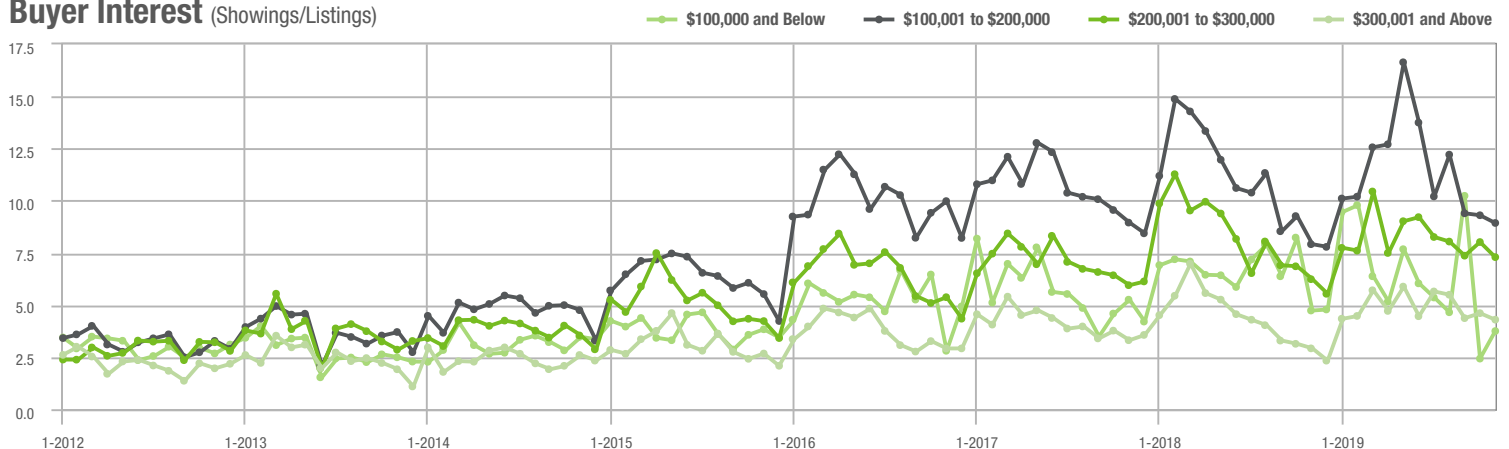
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

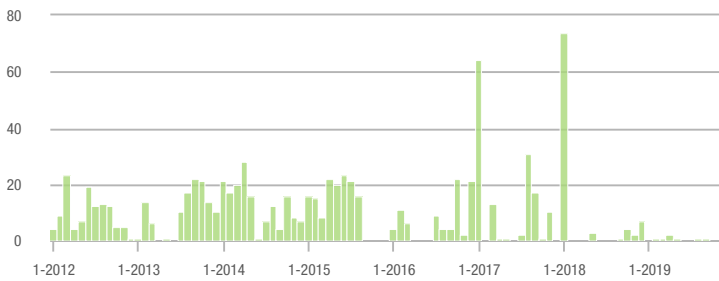


Davidson, NC

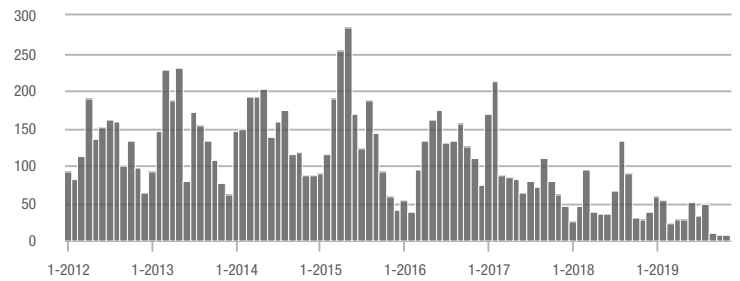
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\$100,000 and Below	0	- 100.0%	0.0%	0.0	0.0%	0.0%	2	- 33.3%	0.0%
\$100,001 to \$200,000	7	- 74.1%	- 12.5%	1.4	- 57.6%	+ 40.0%	7	- 53.3%	- 22.2%
\$200,001 to \$300,000	130	- 3.0%	- 16.7%	5.8	+ 11.5%	+ 7.3%	24	- 20.0%	- 22.6%
\$300,001 and Above	711	+ 38.1%	- 13.8%	5.1	+ 10.9%	- 4.0%	153	+ 5.5%	- 12.6%
Total	848	+ 25.1%	- 14.3%	5.0	+ 8.7%	- 1.8%	186	- 3.6%	- 14.3%

Showings

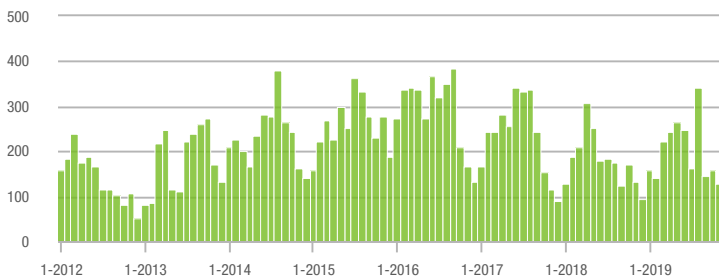
\$100,000 and Below



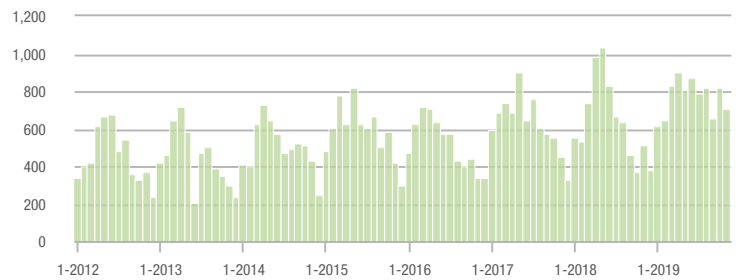
\$100,001 to \$200,000



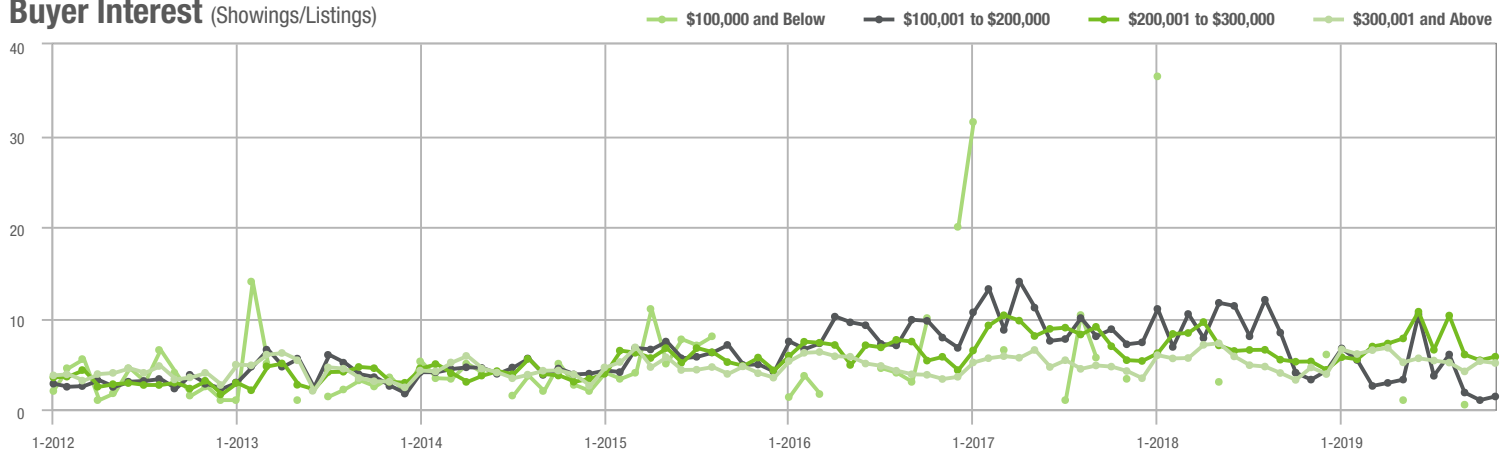
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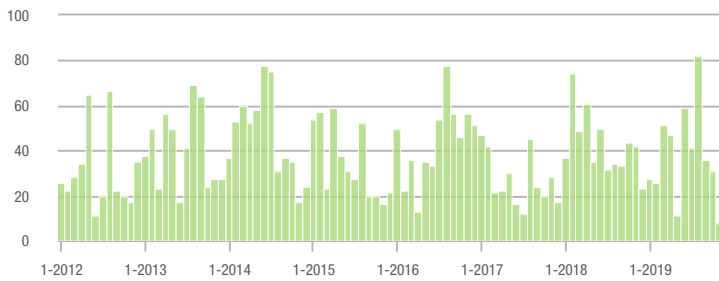


Denver, NC

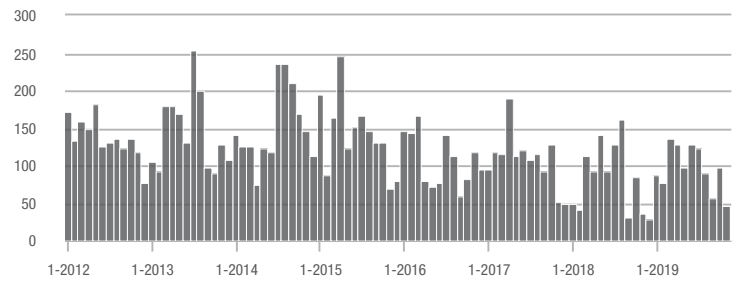
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\$100,000 and Below	8	- 81.0%	- 74.2%	0.3	- 88.9%	- 69.7%	38	- 17.4%	- 17.4%
\$100,001 to \$200,000	45	+ 28.6%	- 54.1%	3.9	- 2.5%	- 47.9%	15	- 6.3%	- 11.8%
\$200,001 to \$300,000	219	+ 14.1%	- 17.4%	6.2	+ 29.2%	+ 2.9%	42	- 14.3%	- 20.8%
\$300,001 and Above	634	+ 62.6%	- 20.4%	3.9	+ 25.8%	- 9.9%	185	+ 2.2%	- 13.6%
Total	906	+ 37.5%	- 23.9%	4.0	+ 14.3%	- 11.3%	280	- 4.1%	- 15.2%

Showings

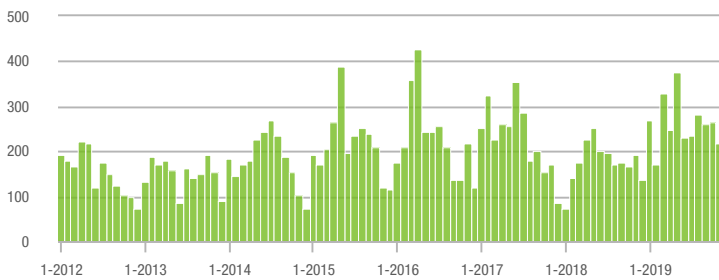
\$100,000 and Below



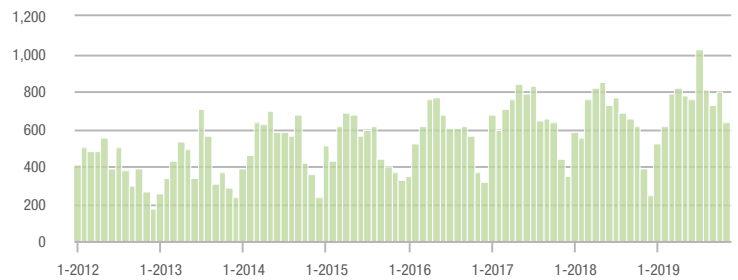
\$100,001 to \$200,000



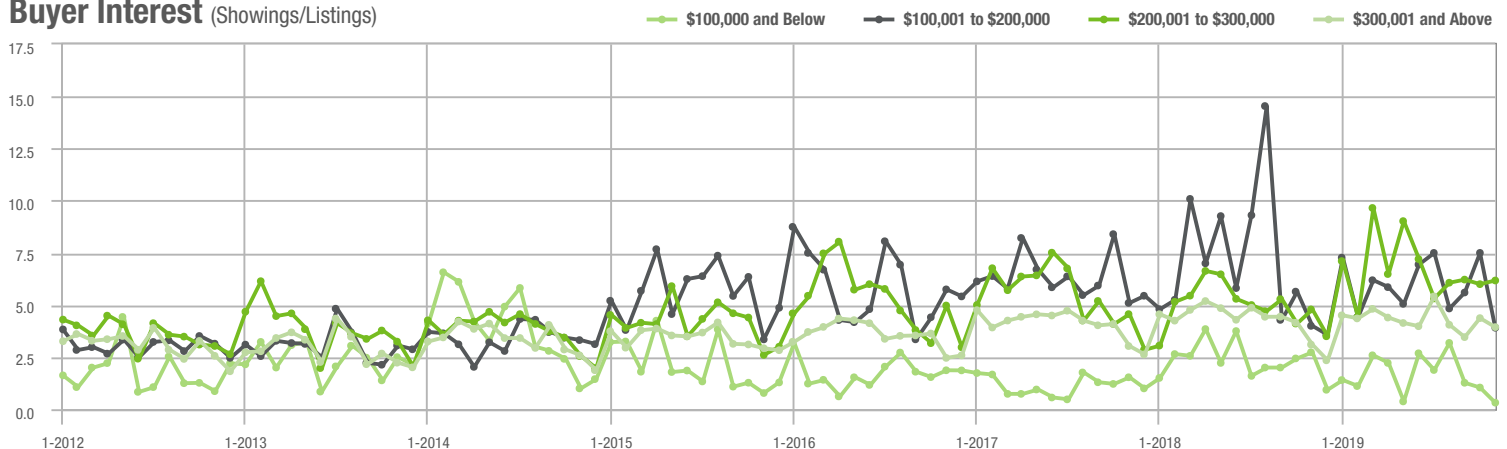
\$200,001 to \$300,000



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Buyer Interest (Showings/Listings)

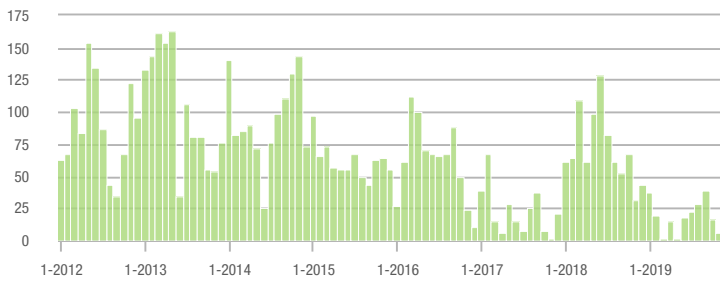


Fort Mill, SC

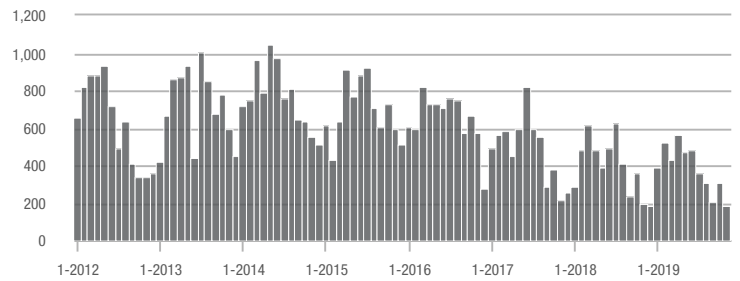
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\$100,000 and Below	6	- 81.3%	- 62.5%	3.0	+ 11.1%	- 25.0%	2	- 84.6%	- 60.0%
\$100,001 to \$200,000	184	- 8.0%	- 40.6%	9.7	+ 36.6%	- 2.8%	23	- 37.8%	- 39.5%
\$200,001 to \$300,000	608	+ 30.5%	- 7.5%	9.0	+ 36.4%	- 0.3%	69	- 26.6%	- 9.2%
\$300,001 and Above	916	+ 6.9%	- 24.7%	5.1	+ 6.3%	- 11.4%	202	- 11.0%	- 16.5%
Total	1,714	+ 10.2%	- 22.1%	6.4	+ 18.5%	- 7.0%	296	- 20.2%	- 18.0%

Showings

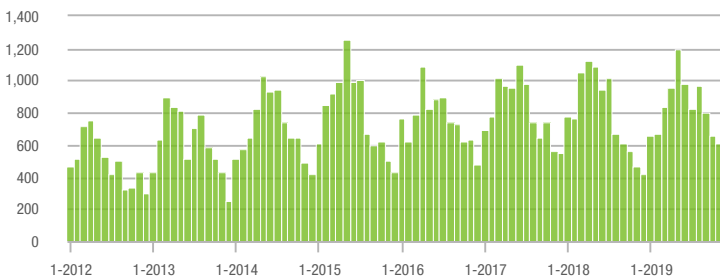
\$100,000 and Below



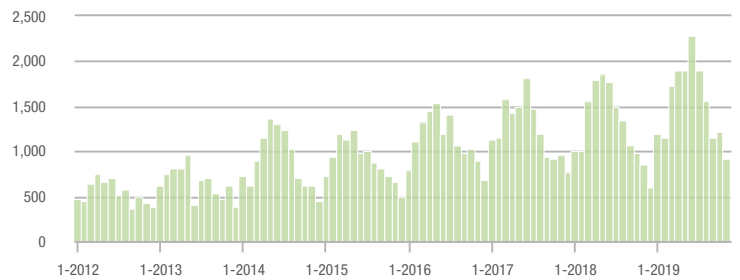
\$100,001 to \$200,000



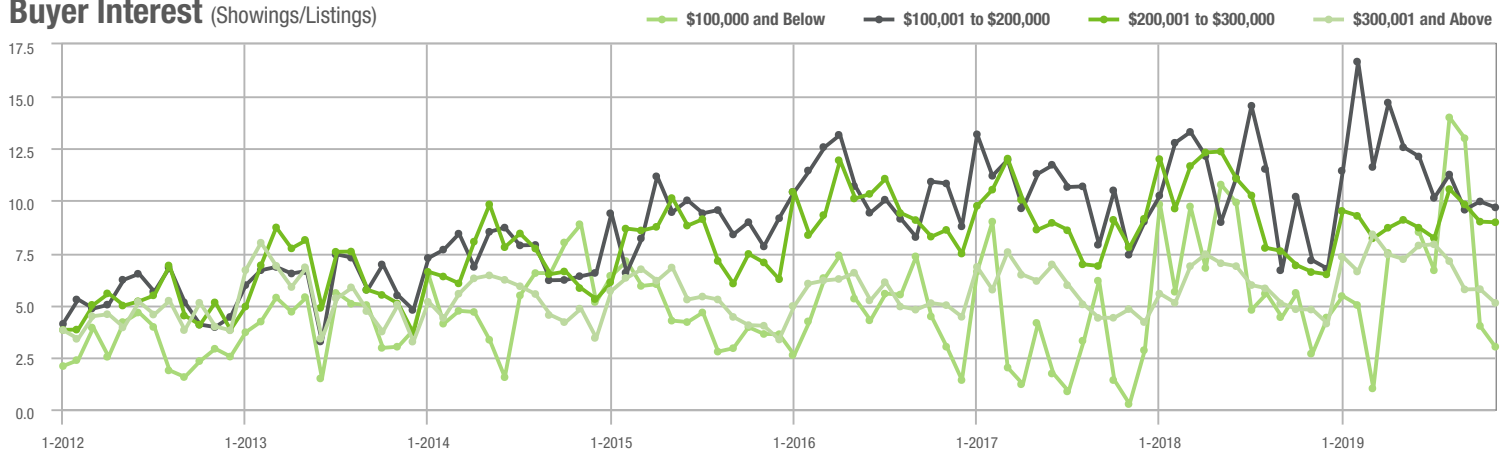
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

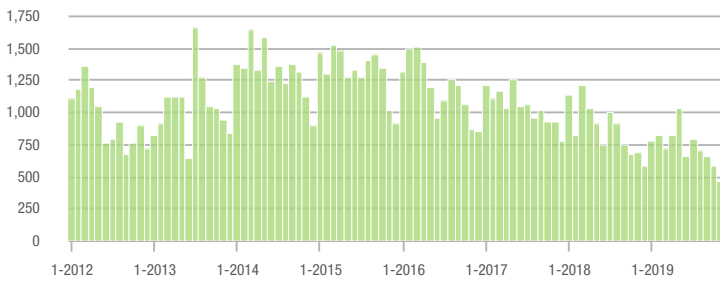


Gaston County, NC

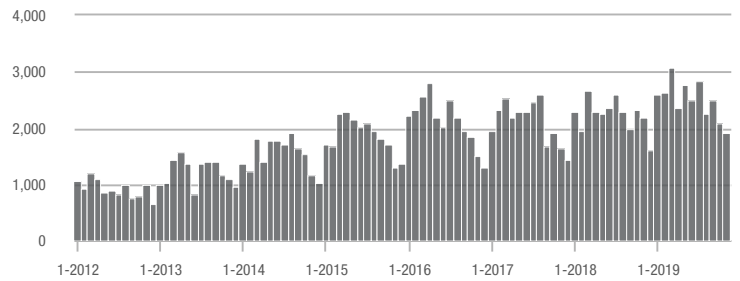
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\$100,000 and Below	461	- 32.6%	- 21.7%	5.4	+ 10.2%	- 0.2%	168	- 36.8%	- 16.4%
\$100,001 to \$200,000	1,921	- 12.5%	- 8.6%	7.0	- 7.9%	- 0.1%	299	- 5.1%	- 8.3%
\$200,001 to \$300,000	1,108	+ 33.5%	- 14.7%	6.2	+ 17.0%	+ 6.0%	204	+ 4.6%	- 19.4%
\$300,001 and Above	788	+ 53.9%	- 12.8%	4.3	+ 22.9%	- 4.8%	216	+ 10.2%	- 12.9%
Total	4,278	+ 1.3%	- 12.6%	6.0	+ 3.4%	+ 0.8%	887	- 8.7%	- 13.7%

Showings

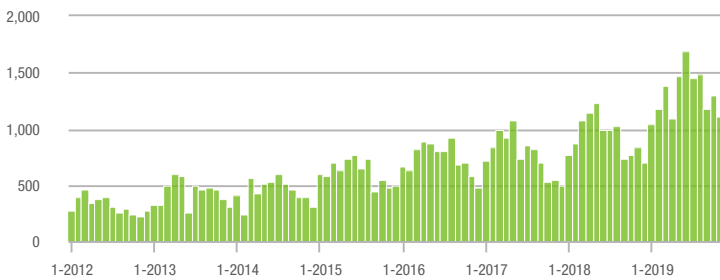
\$100,000 and Below



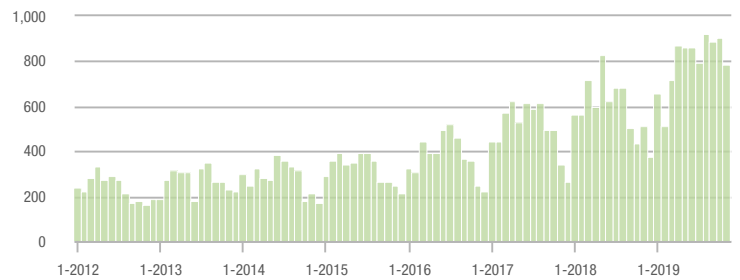
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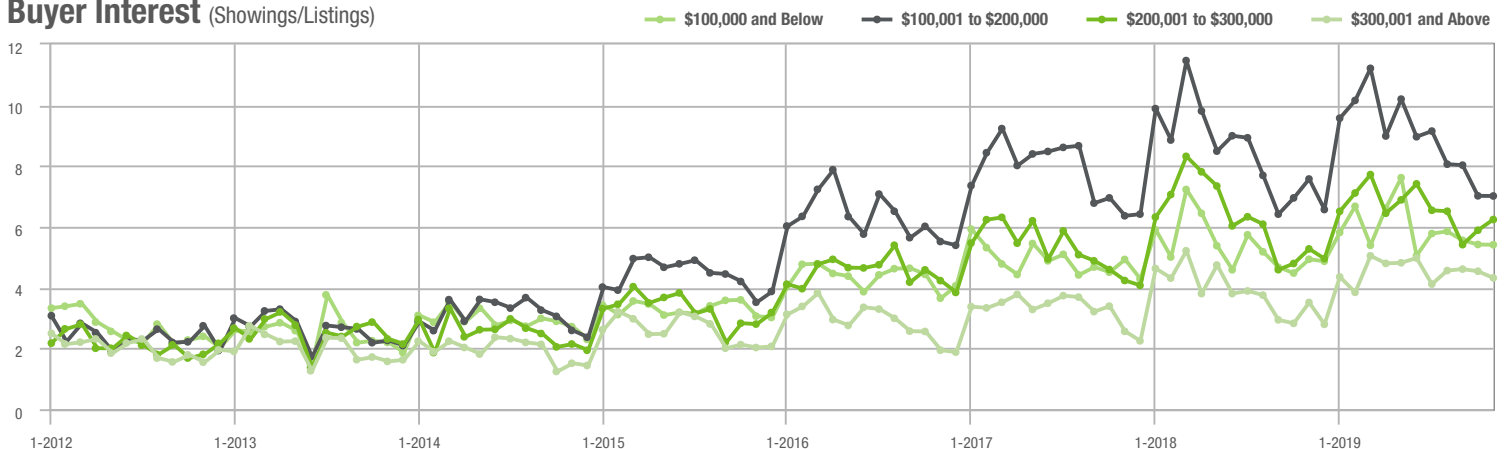
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

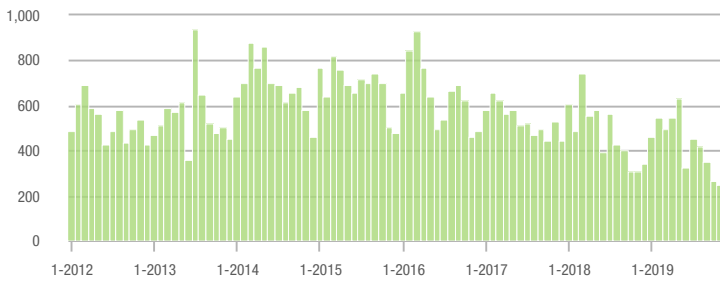


Gastonia, NC

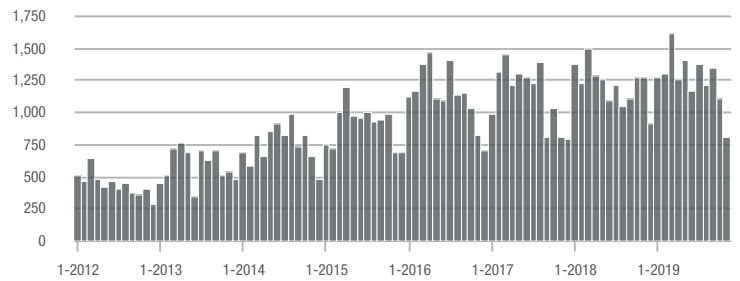
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	246	- 20.6%	- 7.5%	7.0	+ 40.0%	+ 35.3%	61	- 35.8%	- 20.8%
\$100,001 to \$200,000	812	- 36.5%	- 26.9%	6.9	- 14.8%	- 6.7%	130	- 24.4%	- 20.2%
\$200,001 to \$300,000	419	+ 4.8%	- 18.3%	6.1	- 6.2%	+ 4.6%	73	+ 7.4%	- 22.3%
\$300,001 and Above	180	+ 60.7%	- 29.4%	3.5	+ 6.1%	- 15.9%	59	+ 9.3%	- 18.1%
Total	1,657	- 21.1%	- 22.8%	6.1	- 9.0%	- 1.1%	323	- 17.0%	- 20.4%

Showings

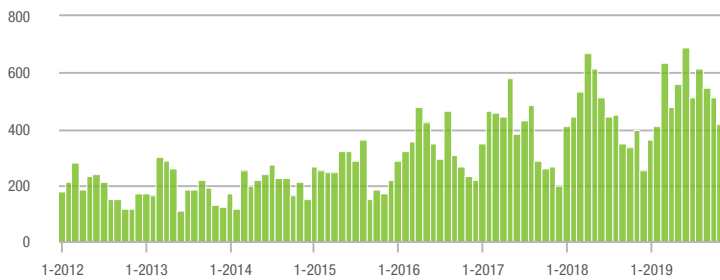
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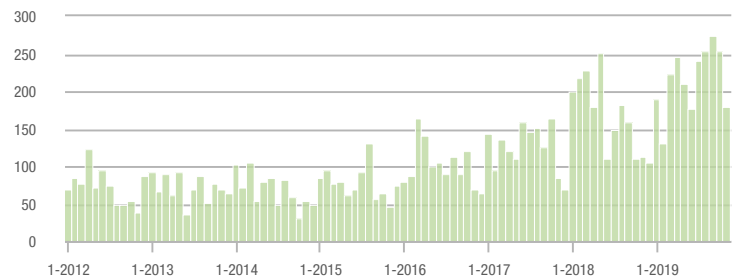
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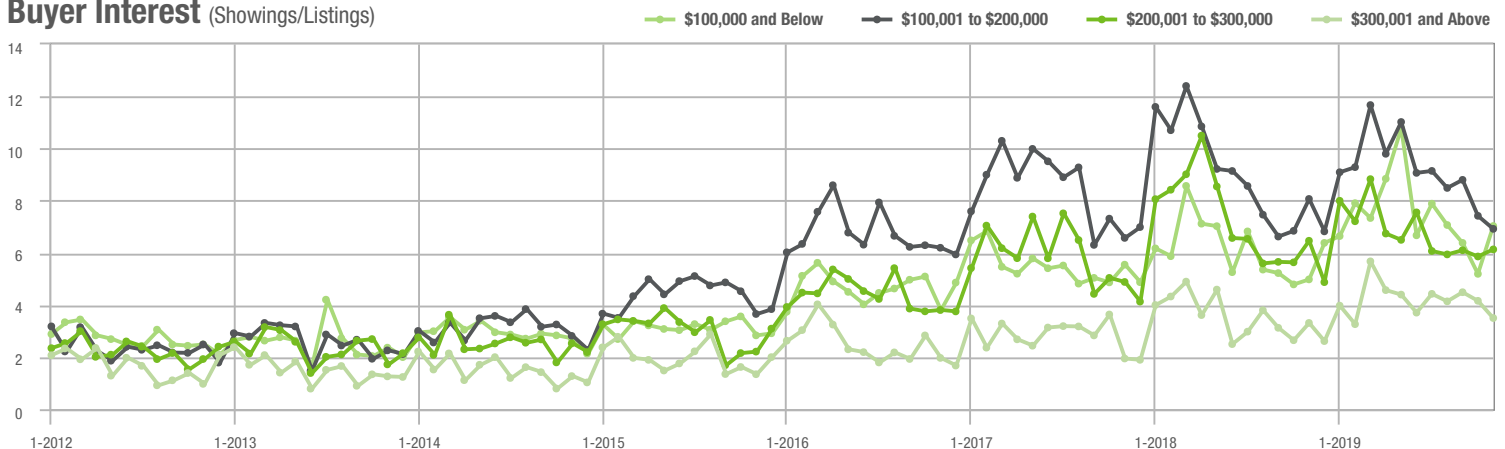
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

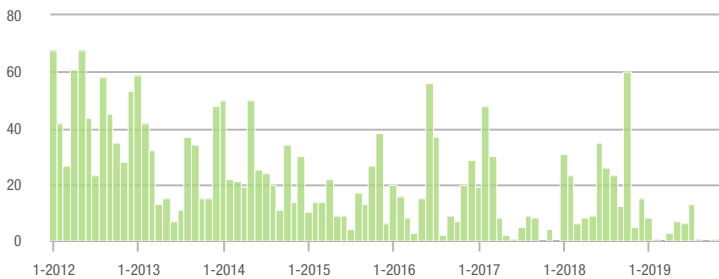


Huntersville, NC

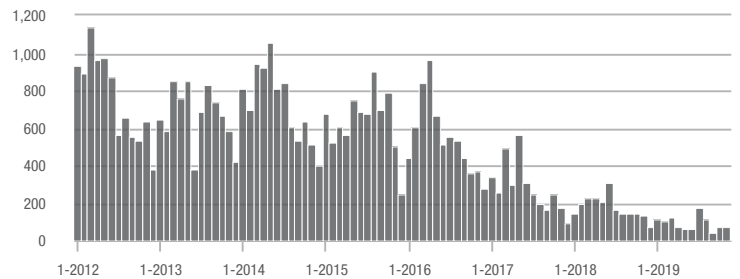
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	1	- 80.0%	0.0%	0.3	- 70.0%	—	5	- 58.3%	+ 25.0%
\$100,001 to \$200,000	73	- 46.3%	- 2.7%	7.3	+ 40.4%	- 18.9%	12	- 65.7%	+ 9.1%
\$200,001 to \$300,000	626	+ 2.3%	- 28.5%	7.8	+ 25.8%	+ 3.9%	85	- 22.7%	- 30.3%
\$300,001 and Above	1,323	+ 27.9%	- 21.5%	5.5	+ 22.2%	- 5.2%	266	- 4.3%	- 17.6%
Total	2,023	+ 13.2%	- 23.3%	6.0	+ 20.0%	- 3.9%	368	- 15.4%	- 20.0%

Showings

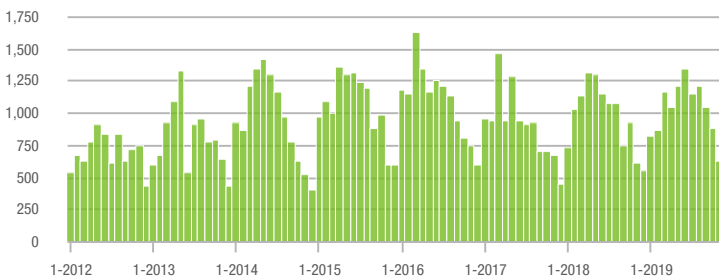
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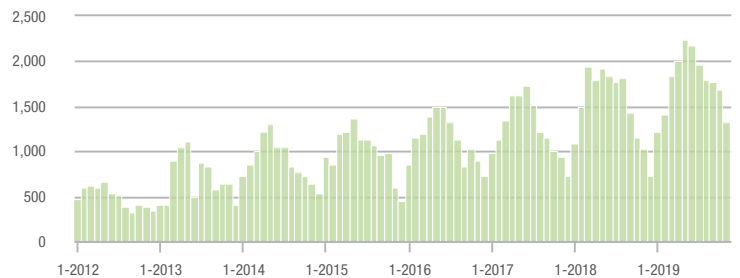
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

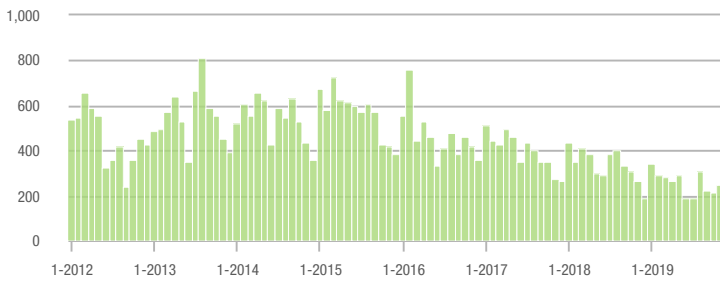


Iredell County, NC

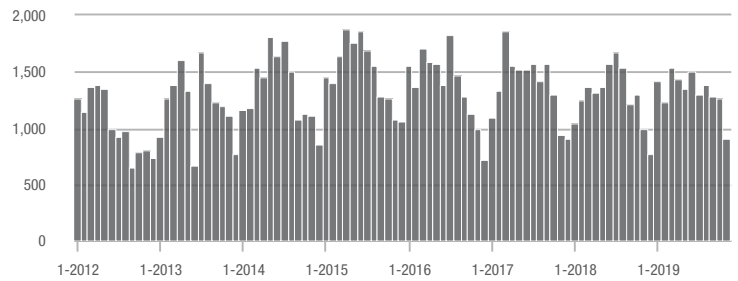
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	246	- 8.6%	+ 13.9%	4.1	+ 32.3%	+ 24.4%	149	- 31.7%	- 6.3%
\$100,001 to \$200,000	913	- 8.4%	- 27.7%	6.2	+ 19.2%	- 15.8%	174	- 32.3%	- 14.7%
\$200,001 to \$300,000	1,367	+ 46.4%	+ 4.1%	5.9	+ 47.5%	+ 18.9%	277	- 10.6%	- 12.3%
\$300,001 and Above	1,861	+ 1.1%	- 24.0%	4.4	+ 25.7%	- 10.6%	503	- 26.2%	- 16.2%
Total	4,387	+ 8.6%	- 16.3%	5.1	+ 30.8%	- 3.2%	1,103	- 24.8%	- 13.8%

Showings

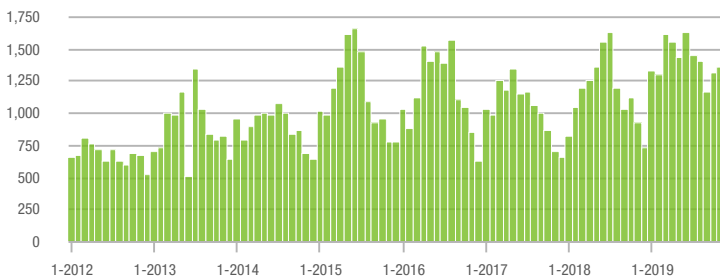
\$100,000 and Below



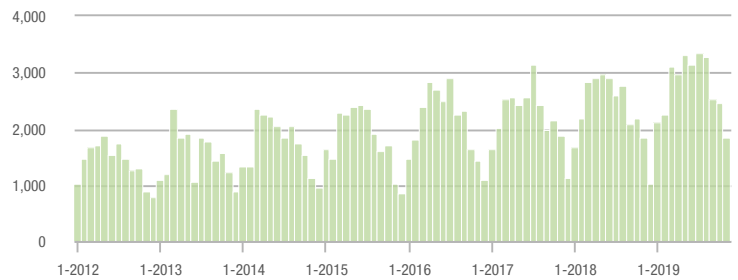
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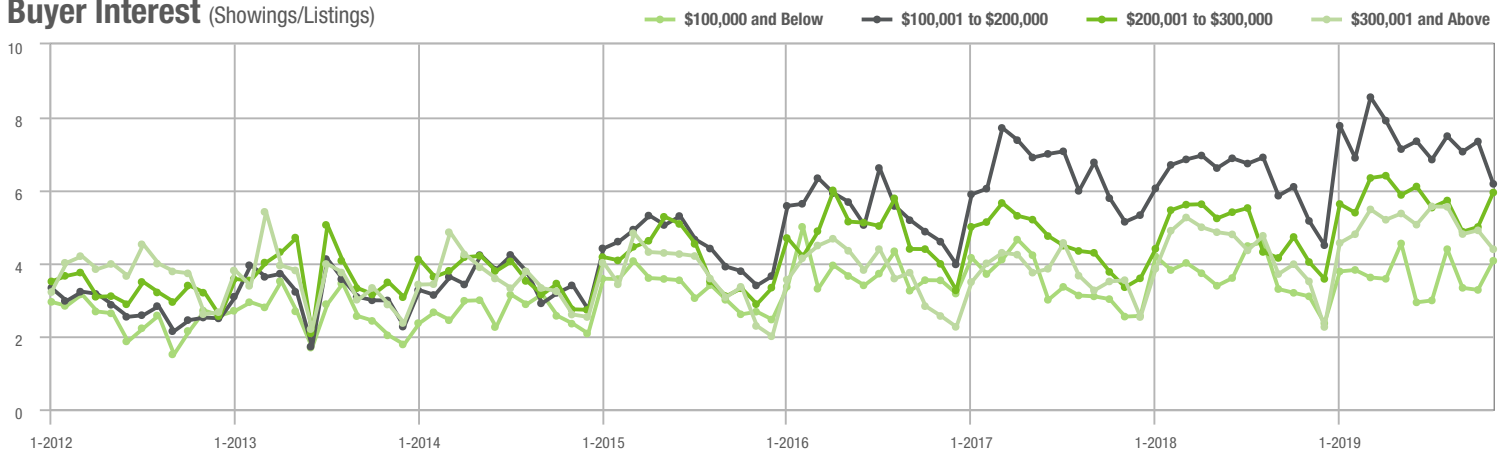
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

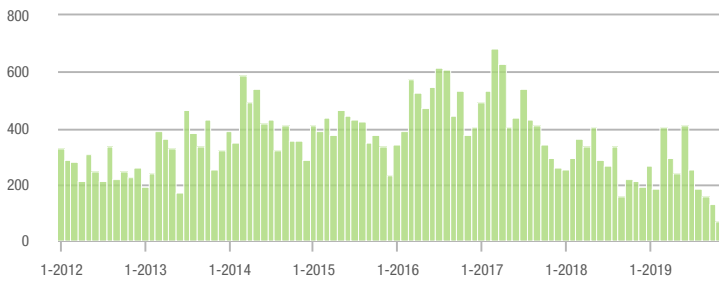


Kannapolis, NC

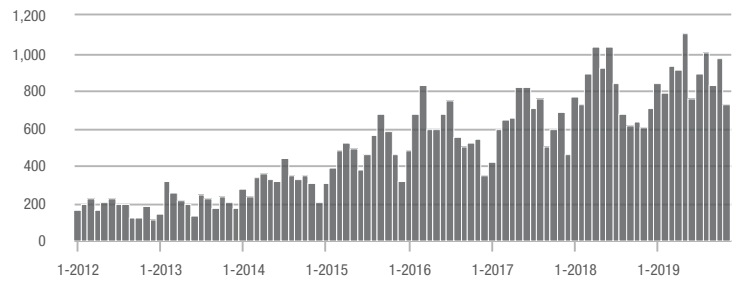
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	70	- 67.0%	- 44.9%	4.7	- 37.3%	- 13.3%	25	- 41.9%	- 21.9%
\$100,001 to \$200,000	728	+ 19.9%	- 25.3%	8.6	+ 41.0%	- 4.9%	86	- 18.1%	- 21.8%
\$200,001 to \$300,000	219	+ 50.0%	- 5.2%	6.5	+ 75.7%	+ 28.3%	36	- 21.7%	- 26.5%
\$300,001 and Above	68	+ 28.3%	+ 6.3%	2.8	+ 27.3%	+ 13.3%	30	- 21.1%	- 9.1%
Total	1,085	+ 6.6%	- 22.3%	6.9	+ 27.8%	- 0.9%	177	- 23.7%	- 21.0%

Showings

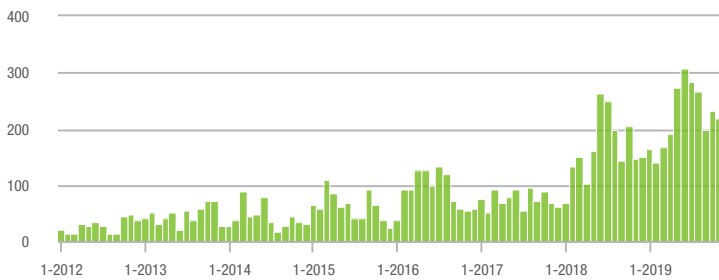
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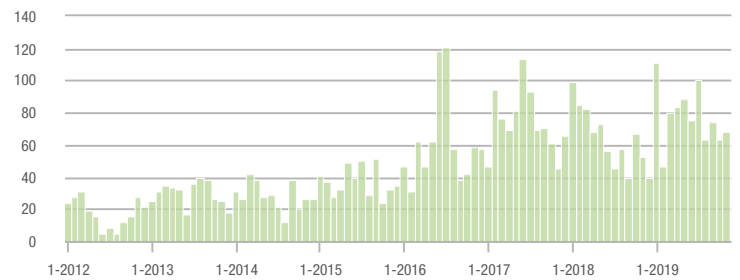
\$100,001 to \$200,000



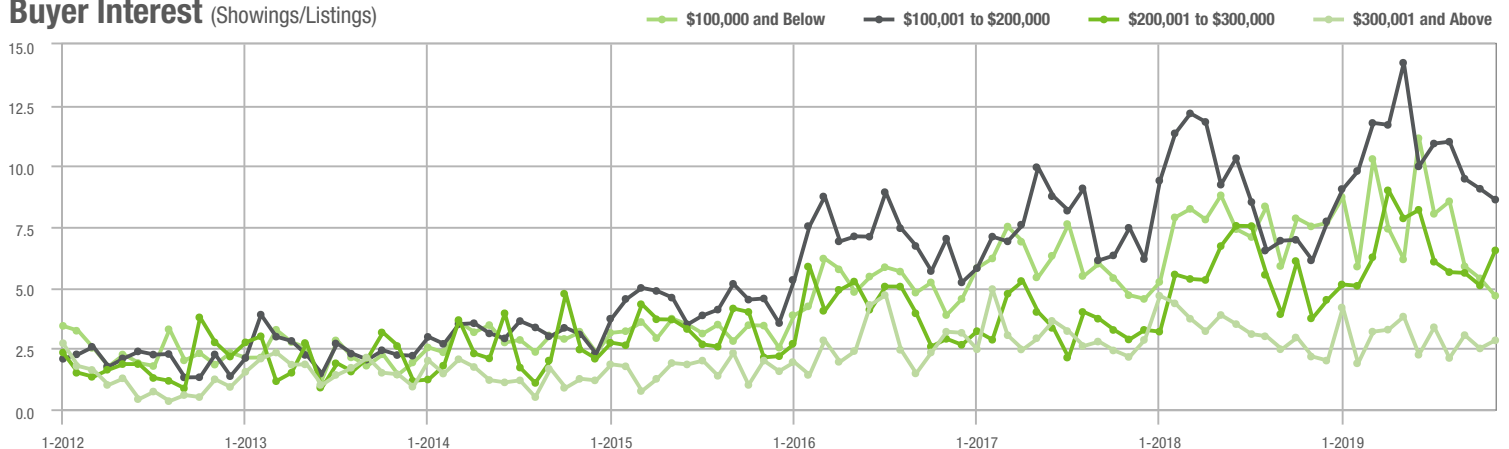
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

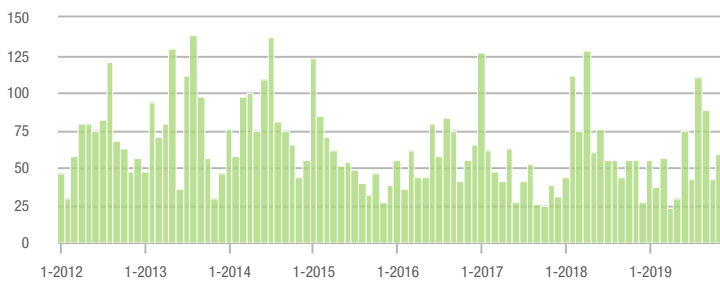


Lake Norman

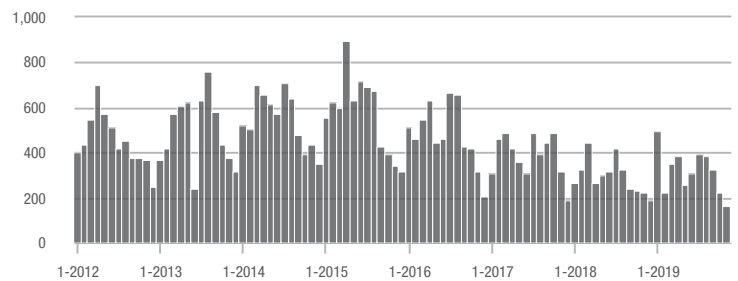
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	59	+ 7.3%	+ 40.5%	1.5	- 16.7%	+ 105.7%	94	- 19.0%	- 10.5%
\$100,001 to \$200,000	166	- 24.2%	- 23.9%	3.9	- 9.3%	- 16.7%	67	- 28.7%	- 8.2%
\$200,001 to \$300,000	623	+ 4.4%	- 17.9%	6.0	+ 39.5%	+ 7.5%	138	- 18.8%	- 20.7%
\$300,001 and Above	2,902	+ 6.9%	- 17.6%	4.9	+ 32.4%	- 6.9%	679	- 26.0%	- 12.4%
Total	3,750	+ 4.6%	- 17.4%	4.8	+ 26.3%	- 4.7%	978	- 24.6%	- 13.2%

Showings

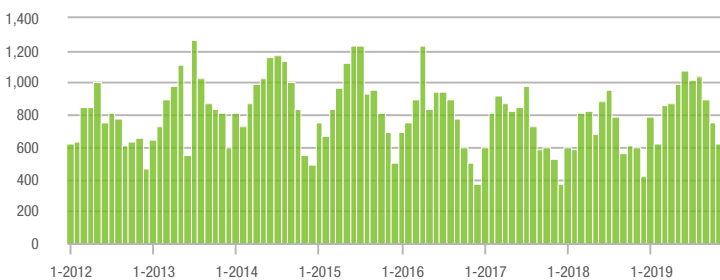
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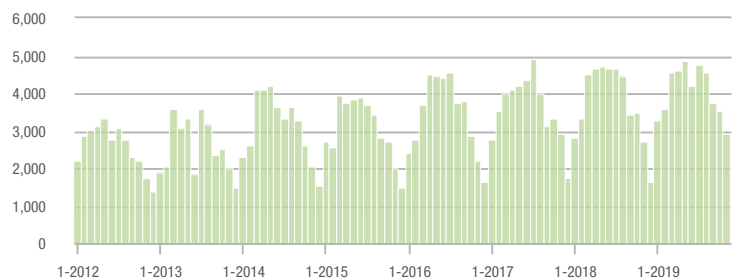
\$100,001 to \$200,000



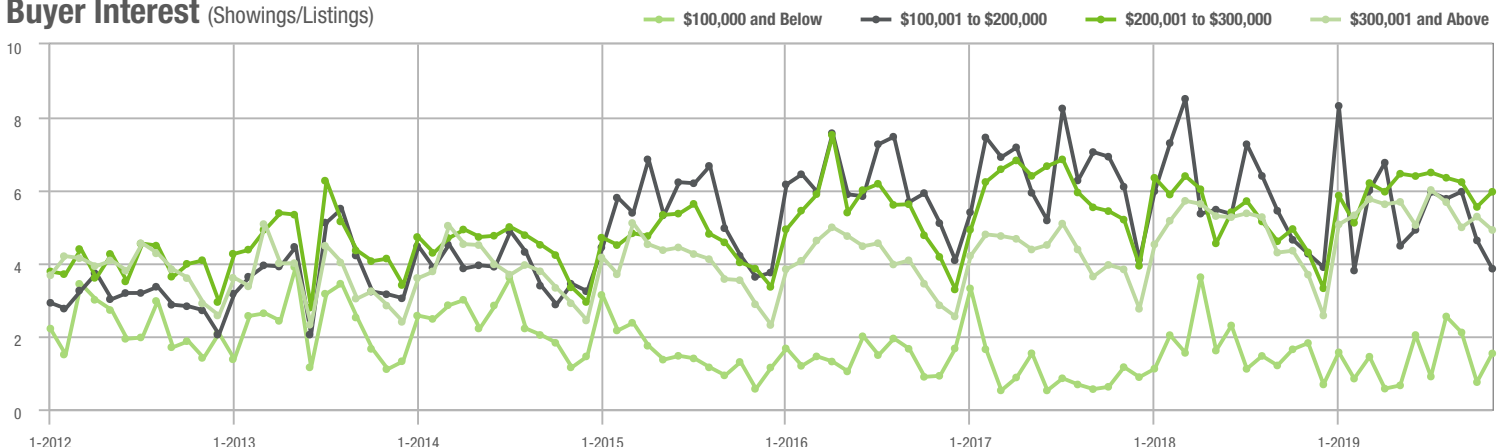
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

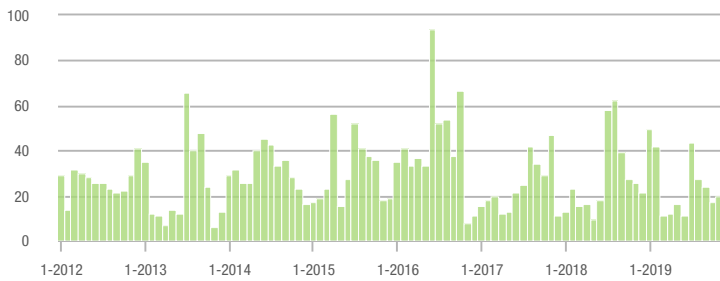


Lake Wylie

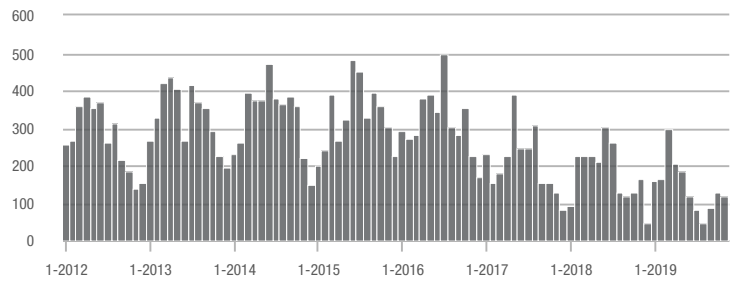
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	20	- 23.1%	+ 17.6%	0.5	- 37.5%	- 25.0%	41	- 34.9%	- 8.9%
\$100,001 to \$200,000	118	- 27.2%	- 6.3%	9.2	+ 16.5%	+ 21.2%	28	- 36.4%	- 17.6%
\$200,001 to \$300,000	443	+ 4.5%	- 12.1%	5.6	- 1.8%	+ 5.6%	112	- 14.5%	- 15.8%
\$300,001 and Above	1,291	+ 17.7%	- 6.9%	4.7	+ 17.5%	+ 6.9%	318	- 10.2%	- 13.8%
Total	1,872	+ 9.5%	- 7.9%	4.9	+ 14.0%	+ 6.5%	499	- 15.7%	- 14.1%

Showings

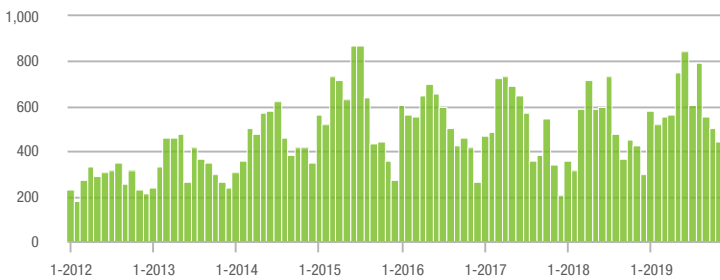
\$100,000 and Below



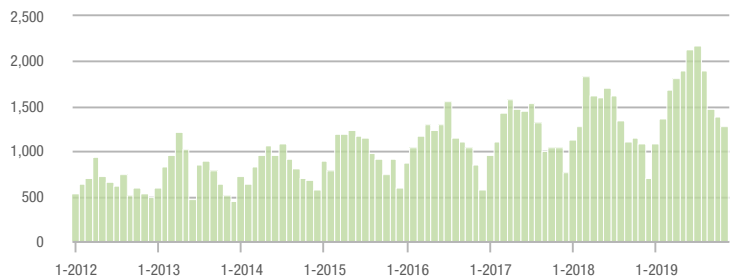
\$100,001 to \$200,000



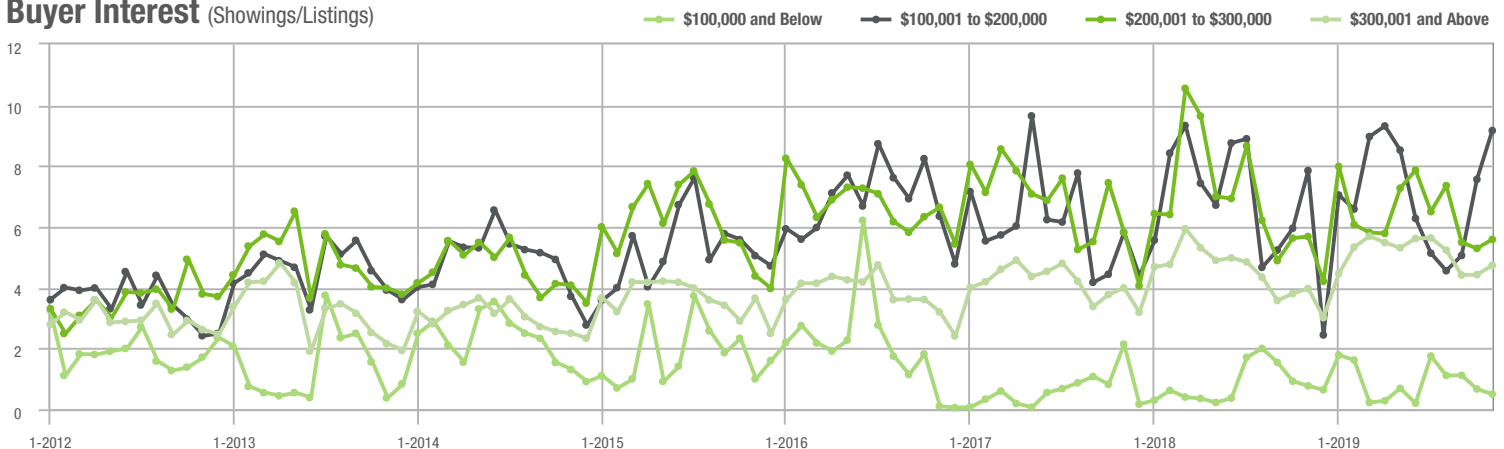
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

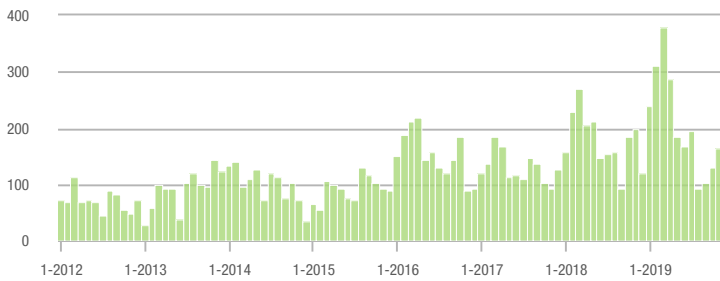


Lancaster County, SC

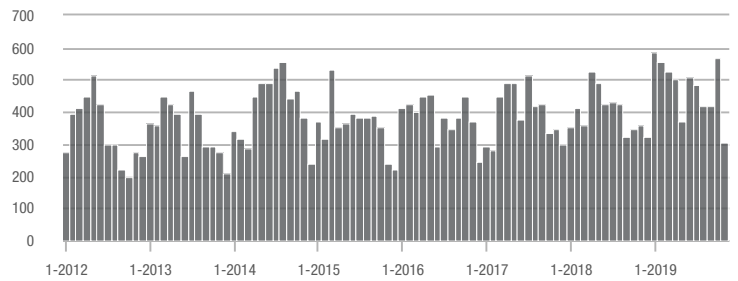
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	165	- 17.5%	+ 26.0%	4.1	+ 20.6%	+ 22.2%	60	- 41.2%	0.0%
\$100,001 to \$200,000	307	- 14.5%	- 45.8%	4.4	- 24.1%	- 29.7%	84	- 2.3%	- 22.2%
\$200,001 to \$300,000	580	- 5.7%	+ 4.9%	5.8	+ 7.4%	+ 7.2%	109	- 12.8%	- 3.5%
\$300,001 and Above	741	+ 13.7%	- 30.6%	4.1	+ 13.9%	- 16.2%	215	- 4.4%	- 17.0%
Total	1,793	- 1.8%	- 22.6%	4.6	+ 4.5%	- 10.8%	468	- 13.0%	- 13.3%

Showings

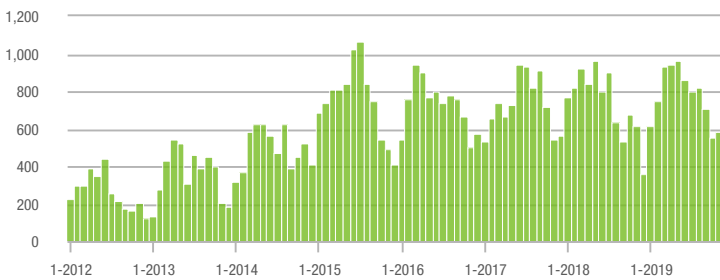
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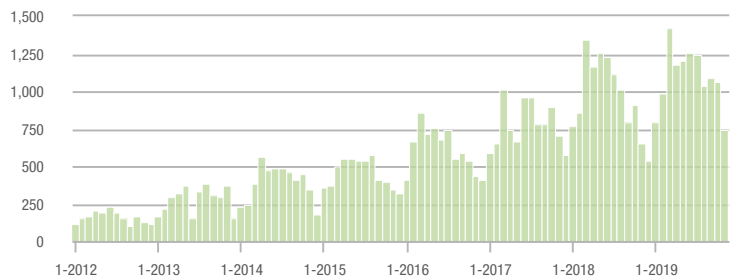
\$100,001 to \$200,000



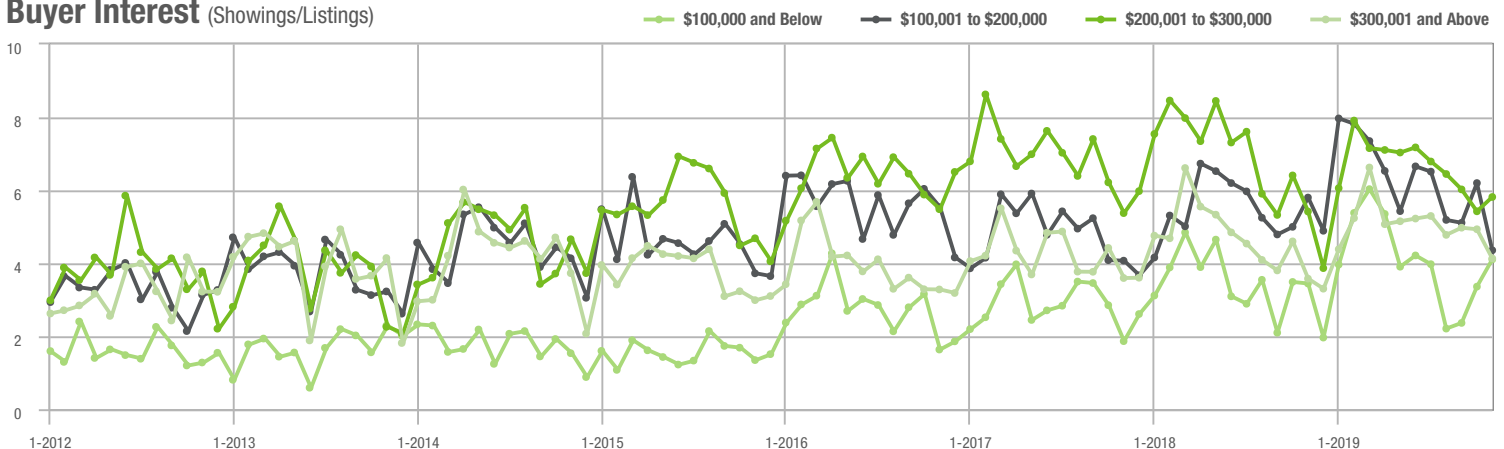
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

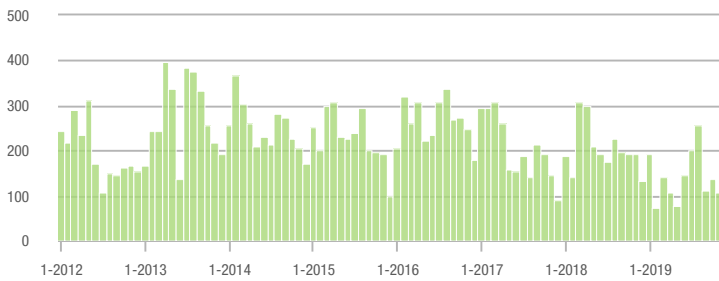


Lincoln County, NC

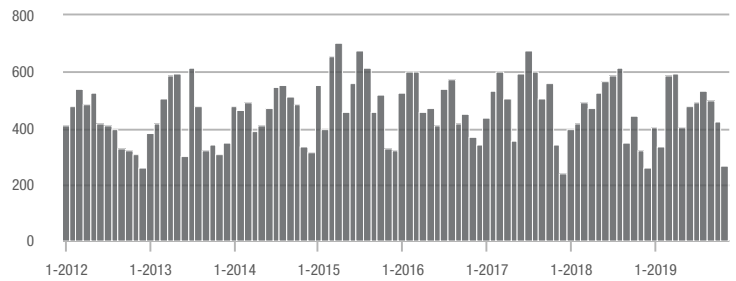
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	107	- 44.6%	- 21.9%	2.6	- 33.3%	- 1.4%	92	- 35.7%	- 15.6%
\$100,001 to \$200,000	264	- 17.5%	- 37.7%	4.4	- 12.0%	- 28.4%	74	- 18.7%	- 14.9%
\$200,001 to \$300,000	438	+ 19.0%	- 24.4%	5.3	+ 26.2%	- 13.9%	92	- 8.0%	- 15.6%
\$300,001 and Above	686	+ 40.0%	- 20.1%	3.3	+ 17.9%	- 12.4%	235	- 7.1%	- 12.6%
Total	1,495	+ 9.0%	- 25.2%	3.9	+ 5.4%	- 15.3%	493	- 16.0%	- 14.1%

Showings

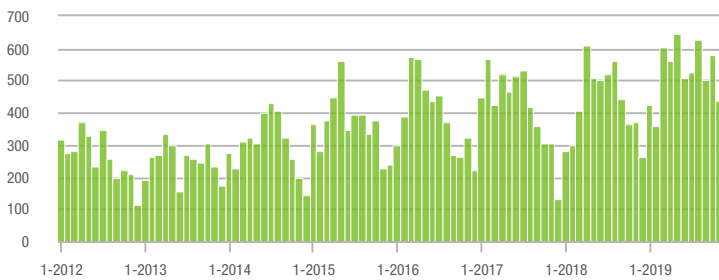
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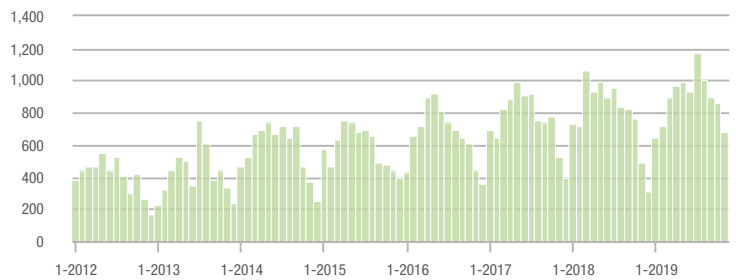
\$100,001 to \$200,000



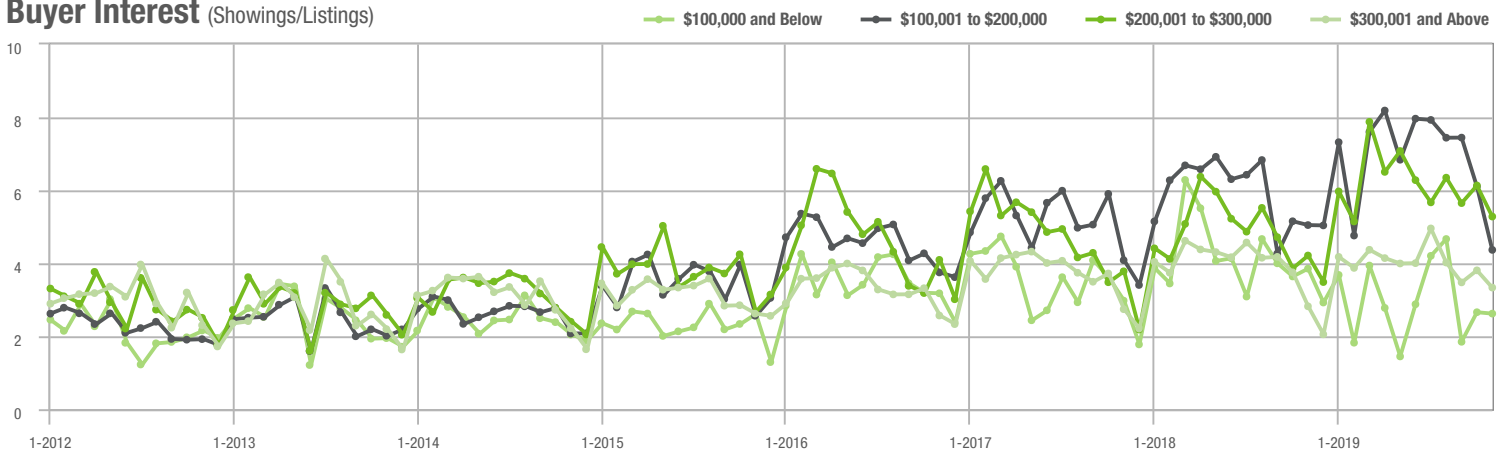
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

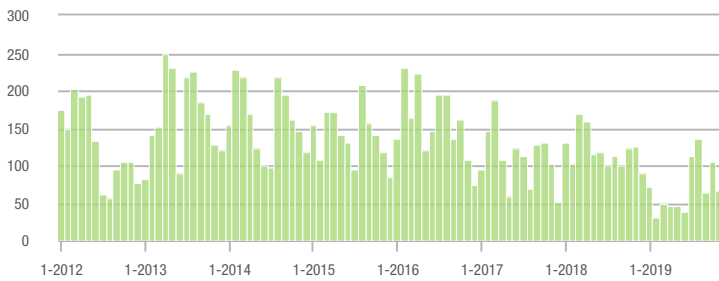


Lincolnton, NC

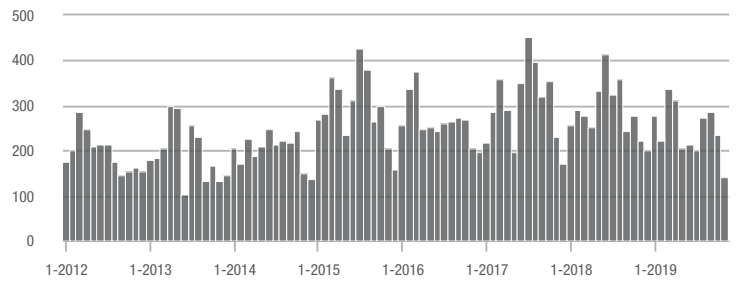
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	67	- 46.8%	- 35.6%	9.1	+ 82.0%	+ 17.7%	25	- 53.7%	- 26.5%
\$100,001 to \$200,000	140	- 37.5%	- 40.7%	5.1	+ 2.0%	- 25.7%	30	- 45.5%	- 23.1%
\$200,001 to \$300,000	149	+ 60.2%	- 27.0%	5.1	+ 64.5%	- 15.1%	31	- 6.1%	- 16.2%
\$300,001 and Above	52	+ 40.5%	- 42.9%	2.0	+ 17.6%	- 38.1%	27	0.0%	- 3.6%
Total	408	- 15.0%	- 35.7%	4.5	+ 9.8%	- 21.9%	113	- 33.1%	- 18.1%

Showings

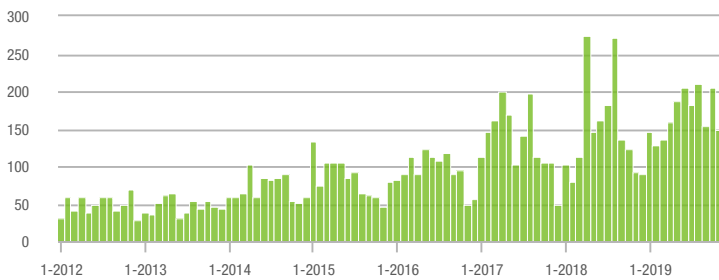
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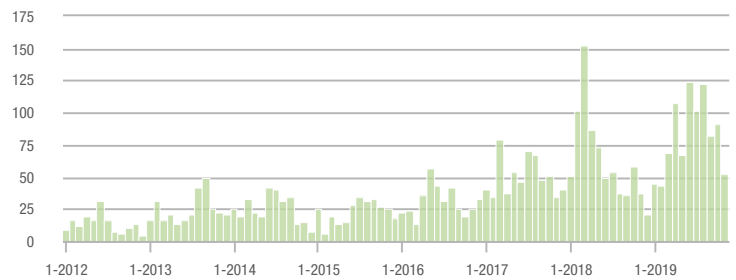
\$100,001 to \$200,000



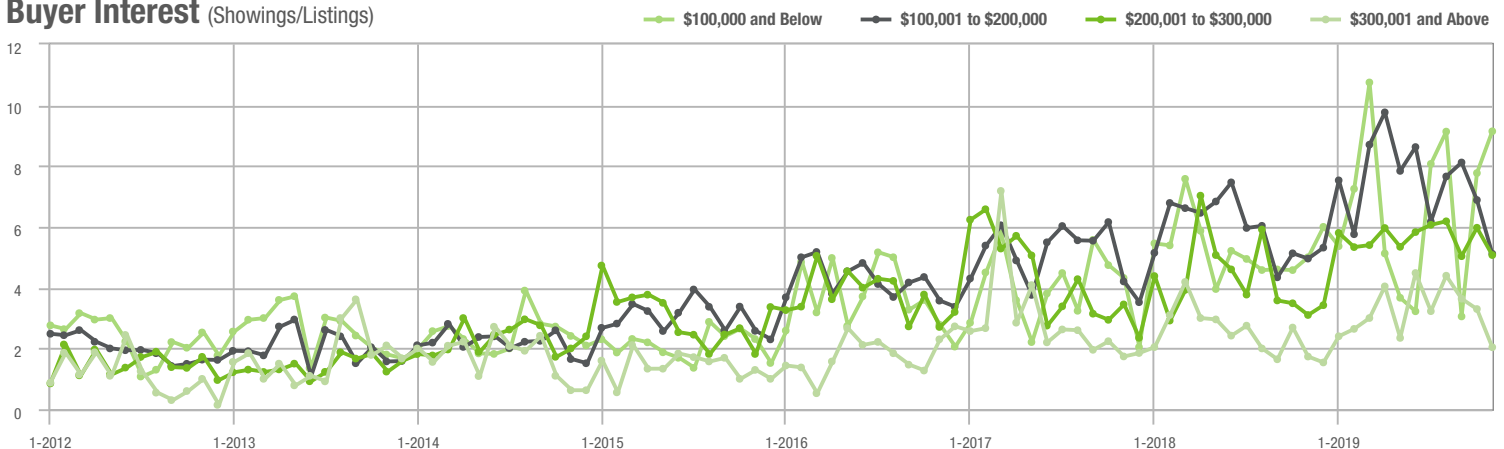
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

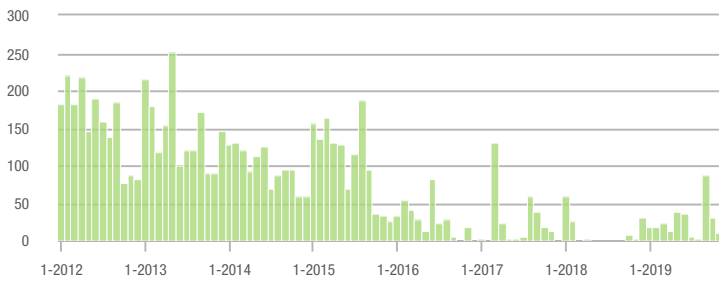


Matthews, NC

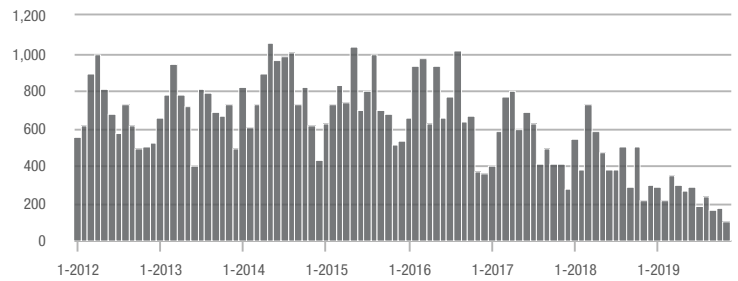
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	10	+ 233.3%	- 68.8%	2.3	- 23.3%	- 70.0%	7	+ 250.0%	0.0%
\$100,001 to \$200,000	100	- 53.3%	- 43.2%	5.9	- 25.3%	- 29.0%	20	- 39.4%	- 16.7%
\$200,001 to \$300,000	780	+ 78.1%	- 6.7%	11.1	+ 46.1%	+ 8.9%	71	+ 18.3%	- 14.5%
\$300,001 and Above	1,079	+ 42.0%	+ 7.5%	7.3	+ 46.0%	+ 18.8%	158	- 10.7%	- 10.7%
Total	1,969	+ 39.2%	- 3.9%	8.2	+ 36.7%	+ 8.5%	256	- 5.9%	- 12.0%

Showings

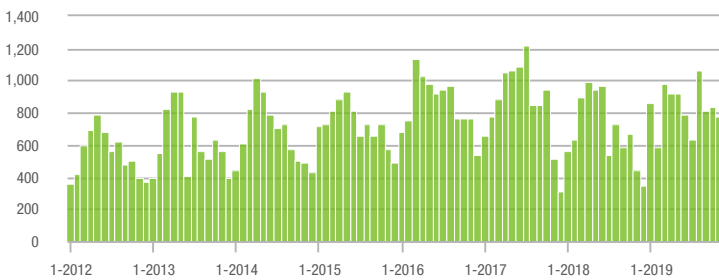
\$100,000 and Below



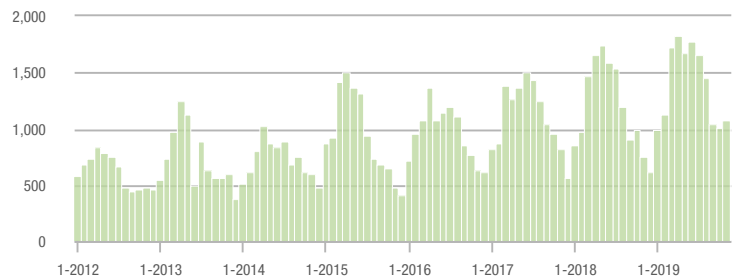
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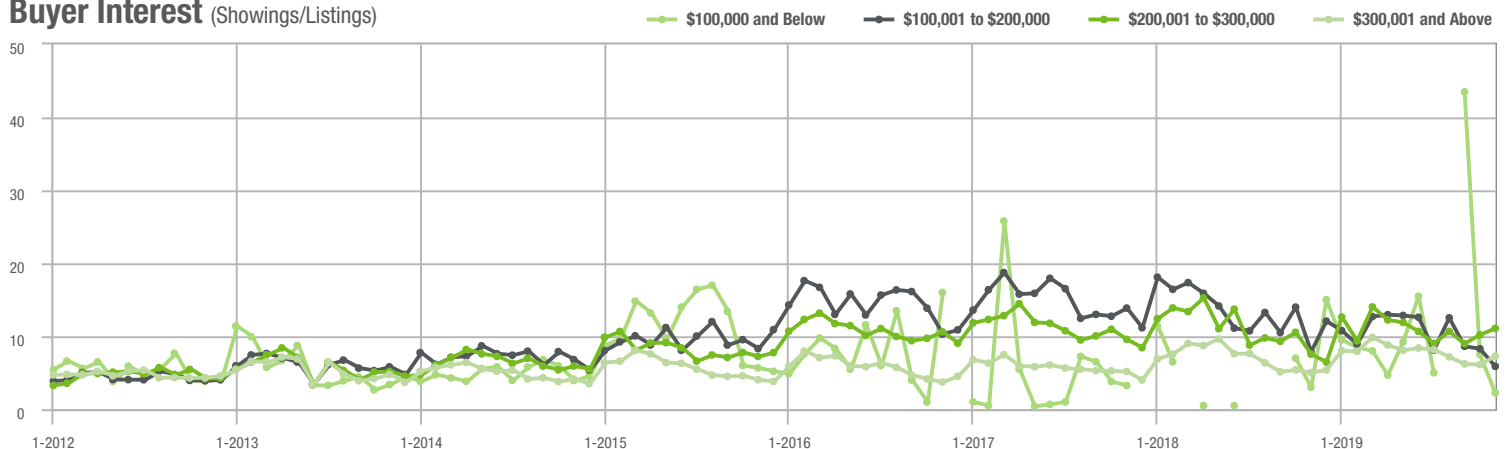
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

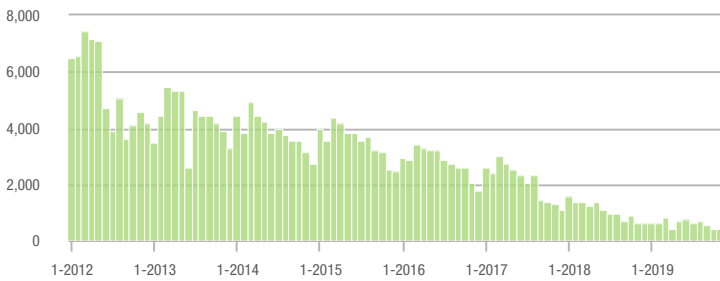


Mecklenburg County, NC

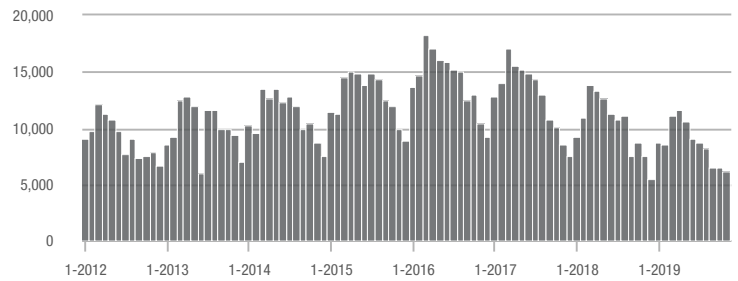
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	412	- 34.2%	- 4.4%	6.2	+ 1.6%	+ 12.8%	100	- 37.5%	- 13.8%
\$100,001 to \$200,000	6,076	- 19.6%	- 6.8%	11.2	+ 25.8%	+ 14.1%	560	- 38.1%	- 18.4%
\$200,001 to \$300,000	9,097	+ 15.5%	- 17.2%	8.1	+ 22.7%	+ 1.2%	1,169	- 12.2%	- 18.6%
\$300,001 and Above	13,253	+ 22.3%	- 15.1%	6.1	+ 27.1%	- 1.6%	2,375	- 11.1%	- 14.4%
Total	28,838	+ 7.2%	- 14.0%	7.4	+ 21.3%	+ 2.0%	4,204	- 17.0%	- 16.1%

Showings

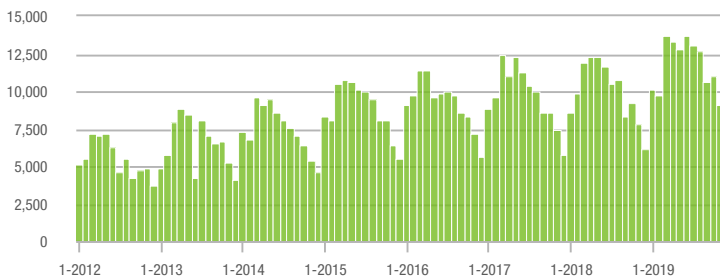
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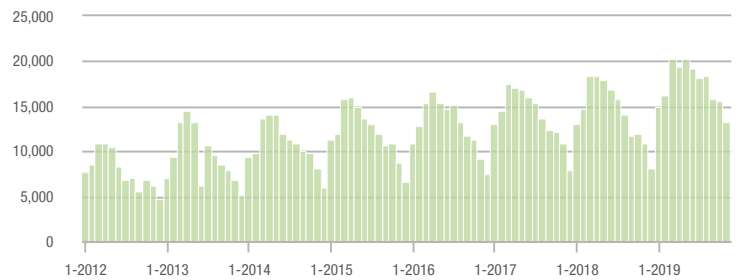
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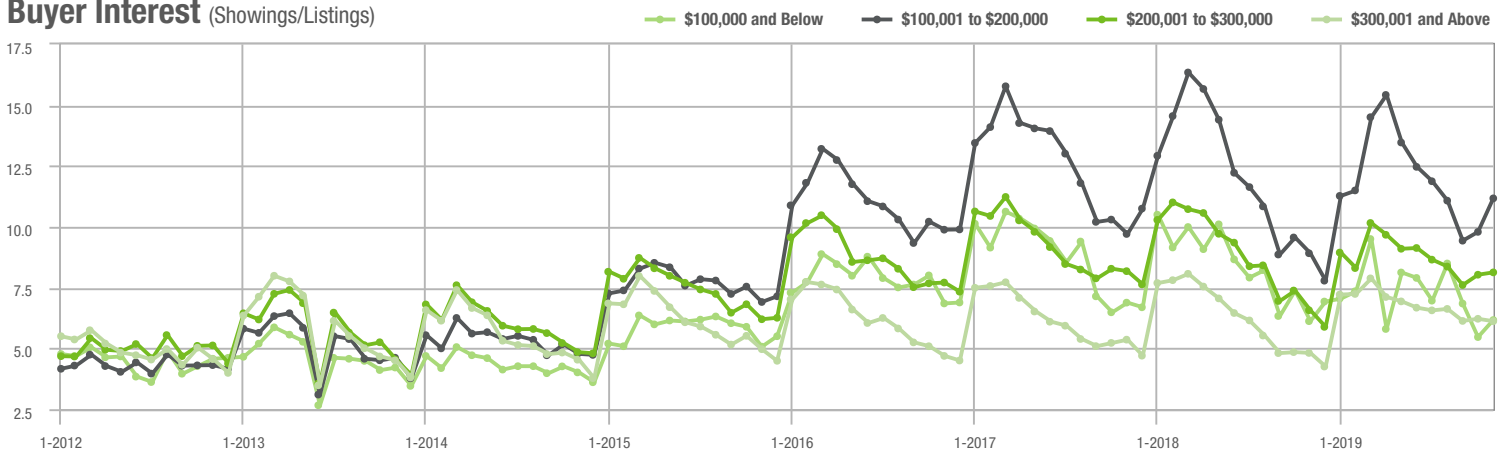
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

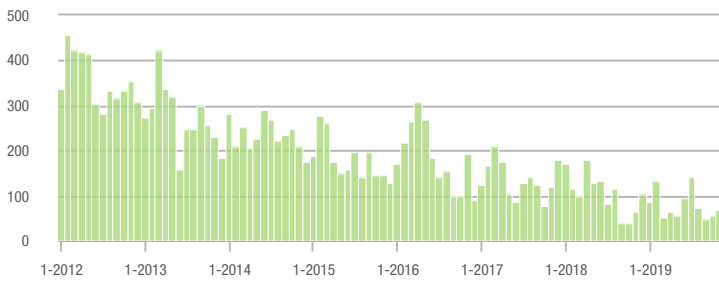


Monroe, NC

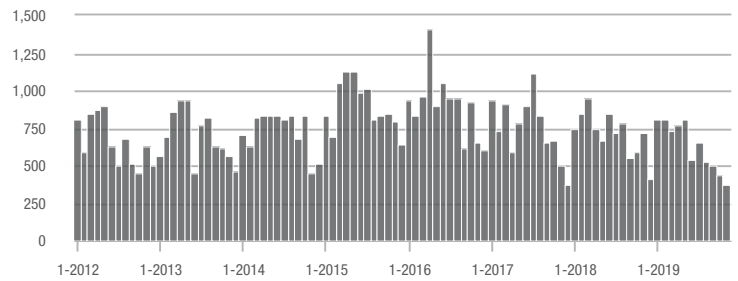
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	69	+ 7.8%	+ 21.1%	3.3	+ 3.1%	+ 31.7%	30	- 28.6%	- 21.1%
\$100,001 to \$200,000	367	- 48.7%	- 15.2%	6.5	- 16.7%	- 8.9%	64	- 40.2%	- 8.6%
\$200,001 to \$300,000	529	+ 5.8%	- 18.9%	5.3	+ 12.8%	- 14.4%	106	- 12.4%	- 5.4%
\$300,001 and Above	266	+ 35.7%	- 14.7%	4.9	+ 75.0%	+ 11.7%	70	- 24.7%	- 20.5%
Total	1,231	- 16.6%	- 15.3%	5.3	+ 1.9%	- 4.8%	270	- 25.6%	- 12.3%

Showings

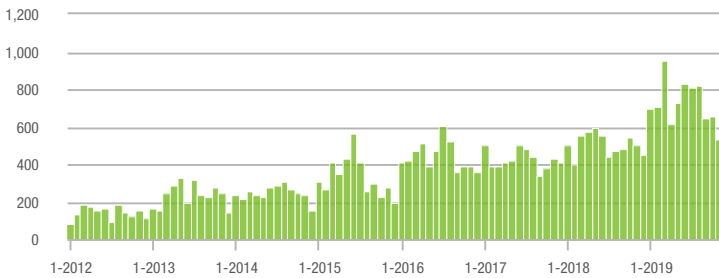
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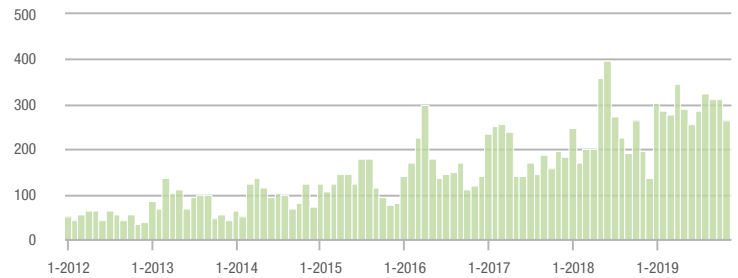
\$100,001 to \$200,000



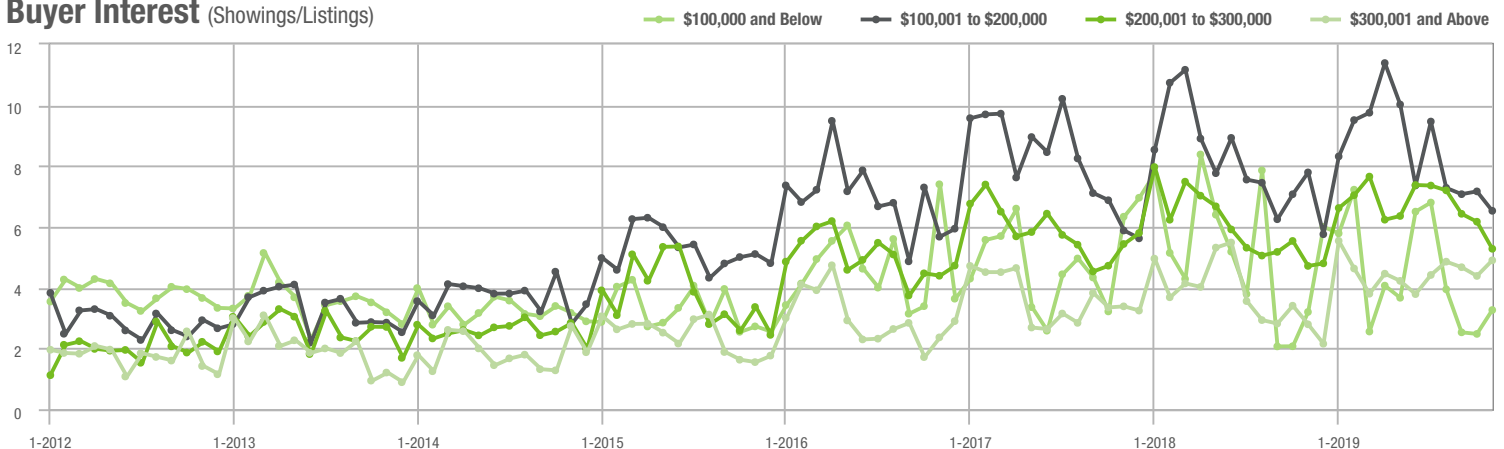
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

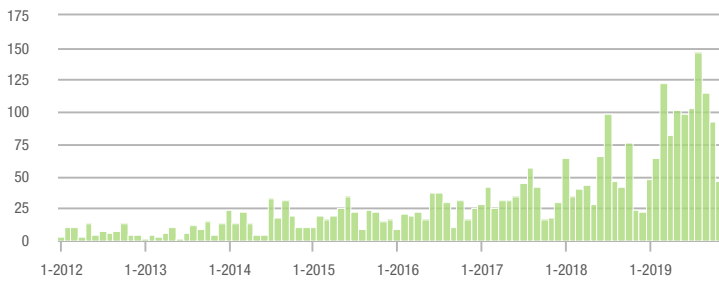


Montgomery County, NC

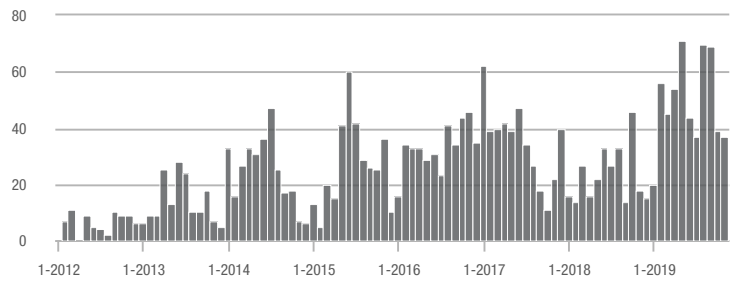
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	46	+ 91.7%	- 50.0%	0.8	+ 14.3%	- 48.5%	97	+ 11.5%	- 10.2%
\$100,001 to \$200,000	37	+ 105.6%	- 5.1%	1.2	+ 20.0%	+ 13.9%	46	- 6.1%	- 9.8%
\$200,001 to \$300,000	17	- 10.5%	- 10.5%	0.7	- 61.1%	- 25.0%	22	- 18.5%	- 4.3%
\$300,001 and Above	118	+ 321.4%	+ 14.6%	2.6	+ 225.0%	+ 21.9%	59	+ 11.3%	- 6.3%
Total	218	+ 144.9%	- 13.8%	1.5	+ 50.0%	- 6.3%	224	+ 3.7%	- 8.6%

Showings

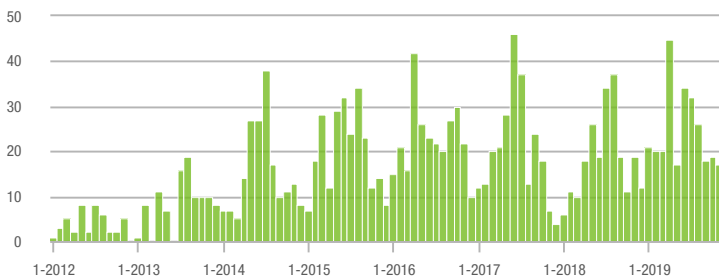
\$100,000 and Below



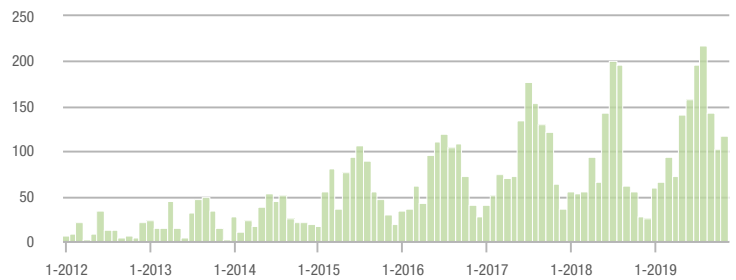
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

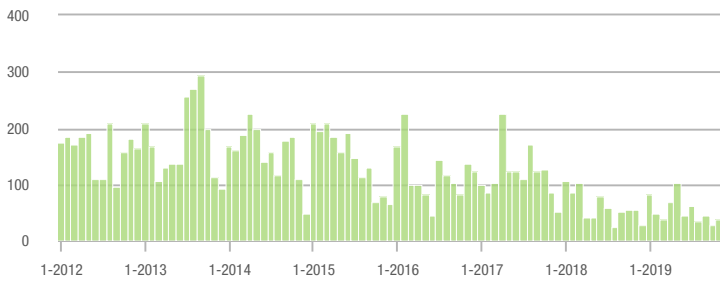


Mooresville, NC

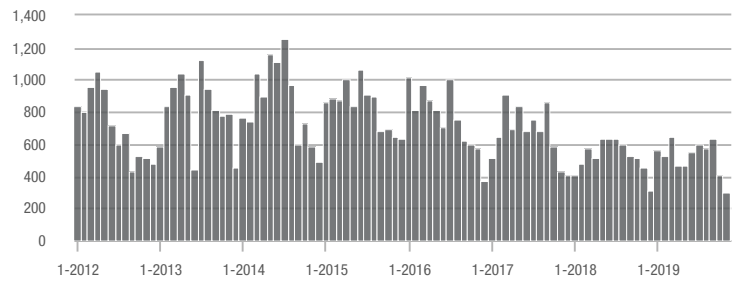
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	38	- 29.6%	+ 31.0%	2.4	- 22.6%	+ 86.6%	41	- 32.8%	- 19.6%
\$100,001 to \$200,000	296	- 34.4%	- 27.6%	6.2	- 10.1%	- 19.3%	59	- 28.9%	- 11.9%
\$200,001 to \$300,000	926	+ 27.7%	+ 21.0%	6.9	+ 56.8%	+ 37.3%	162	- 19.8%	- 12.0%
\$300,001 and Above	1,593	- 1.0%	- 22.6%	4.6	+ 24.3%	- 9.0%	397	- 26.8%	- 16.1%
Total	2,853	+ 0.5%	- 12.5%	5.3	+ 26.2%	+ 2.0%	659	- 25.8%	- 15.0%

Showings

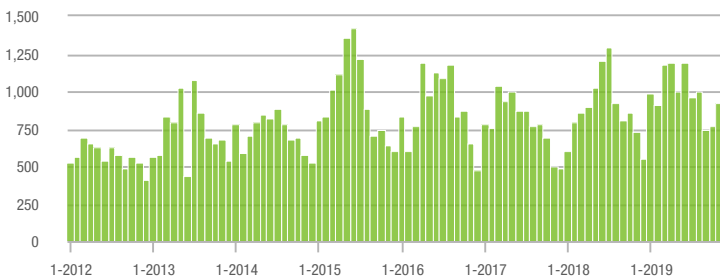
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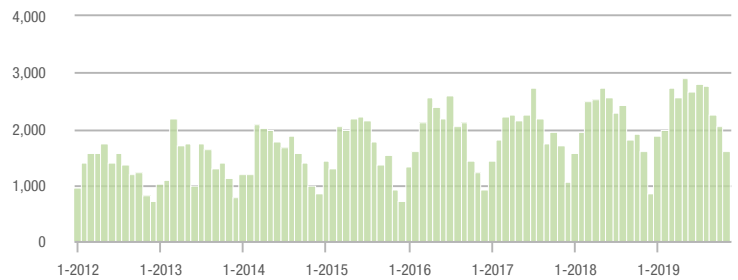
\$100,001 to \$200,000



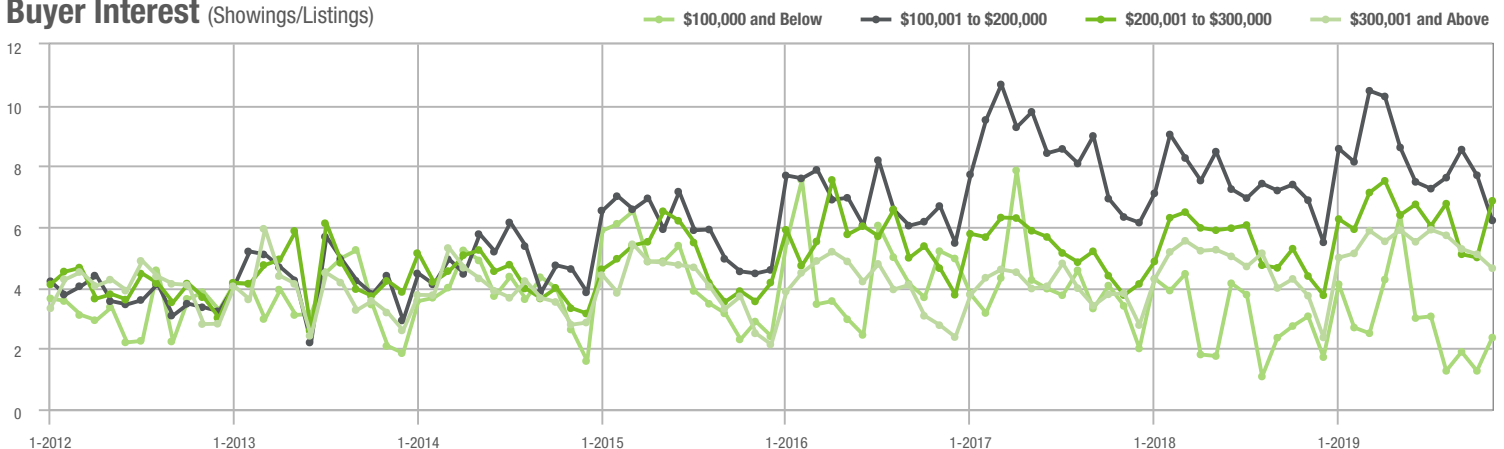
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

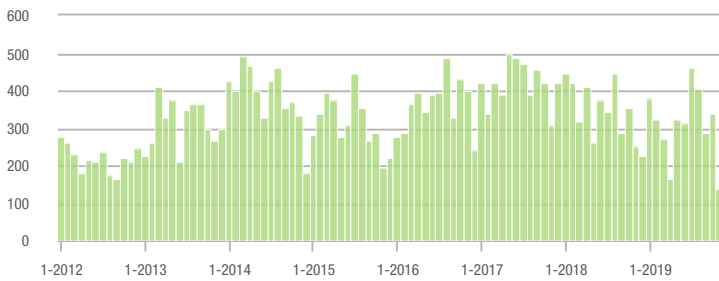


Rock Hill, SC

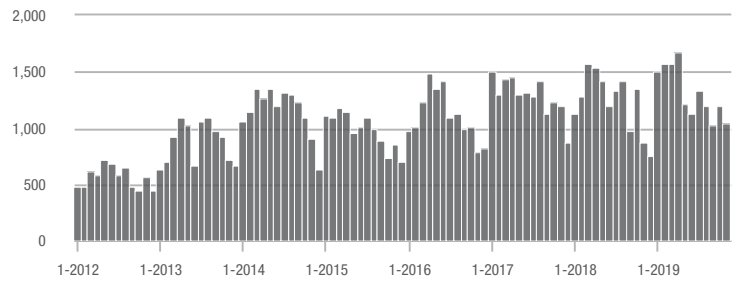
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	138	- 44.6%	- 59.2%	4.3	- 10.4%	- 42.1%	48	- 46.7%	- 26.2%
\$100,001 to \$200,000	1,038	+ 19.2%	- 12.9%	8.5	+ 2.4%	0.0%	125	+ 13.6%	- 12.6%
\$200,001 to \$300,000	888	+ 9.5%	- 14.9%	6.9	- 5.5%	- 7.3%	141	+ 10.2%	- 8.4%
\$300,001 and Above	312	+ 11.8%	- 28.6%	3.1	+ 19.2%	- 13.8%	118	- 15.1%	- 16.3%
Total	2,376	+ 7.5%	- 21.1%	6.2	+ 5.1%	- 7.9%	432	- 7.5%	- 14.1%

Showings

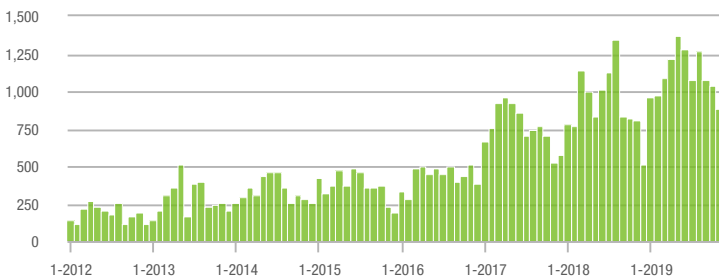
\$100,000 and Below



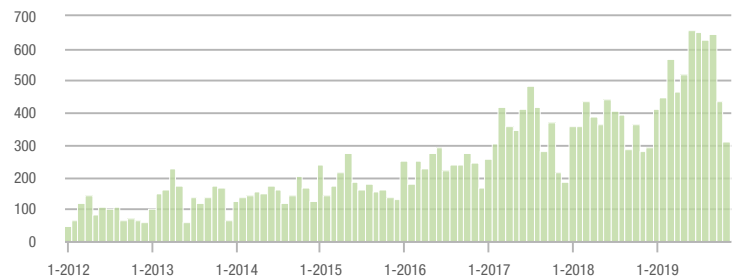
\$100,001 to \$200,000



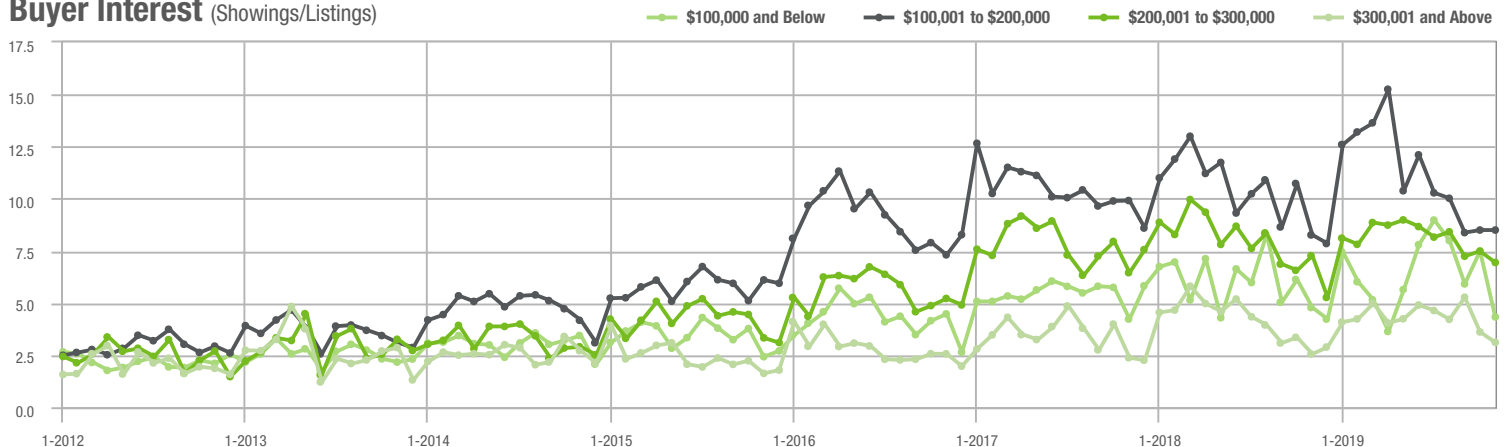
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

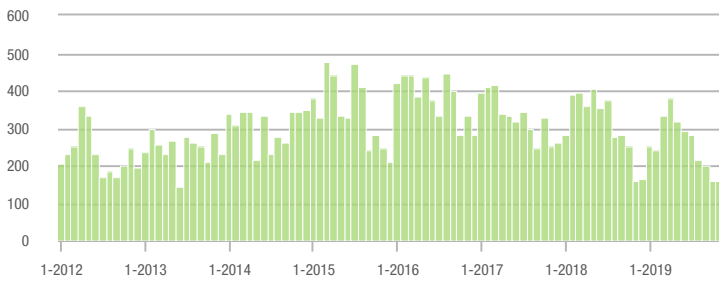


Salisbury, NC

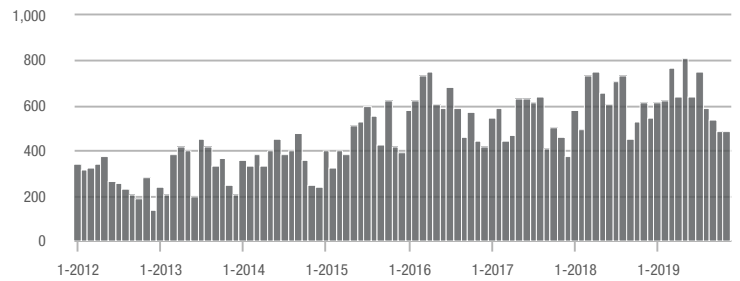
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	159	- 1.2%	- 1.2%	2.6	- 10.3%	+ 7.6%	82	- 12.8%	- 9.9%
\$100,001 to \$200,000	489	- 20.4%	+ 0.6%	5.7	- 9.5%	+ 16.1%	101	- 14.4%	- 13.7%
\$200,001 to \$300,000	222	- 4.3%	- 21.8%	3.5	- 10.3%	- 6.4%	71	+ 6.0%	- 13.4%
\$300,001 and Above	111	+ 6.7%	+ 26.1%	2.1	+ 5.0%	+ 28.4%	57	+ 3.6%	- 8.1%
Total	981	- 11.7%	- 3.7%	3.8	- 11.6%	+ 8.0%	311	- 6.9%	- 11.6%

Showings

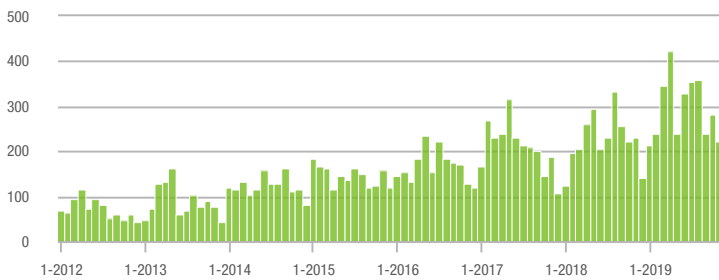
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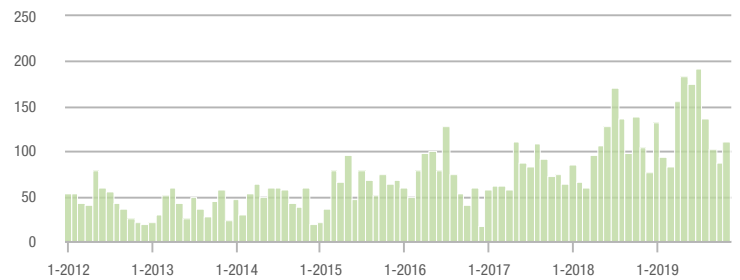
\$100,001 to \$200,000



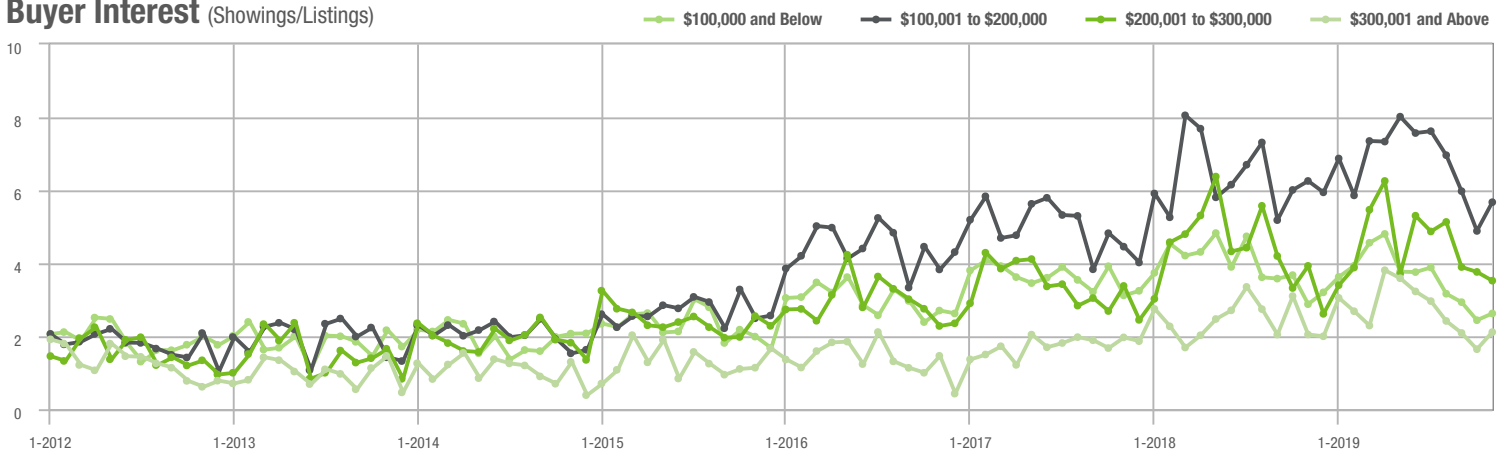
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

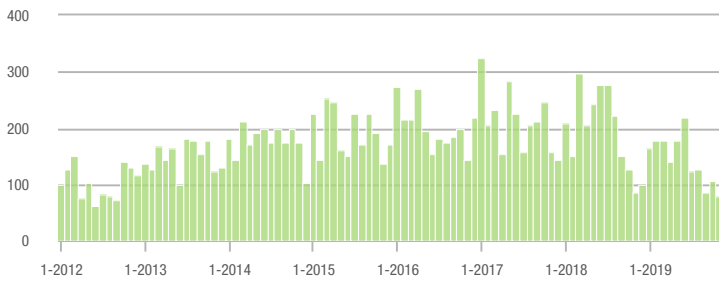


Stanly County, NC

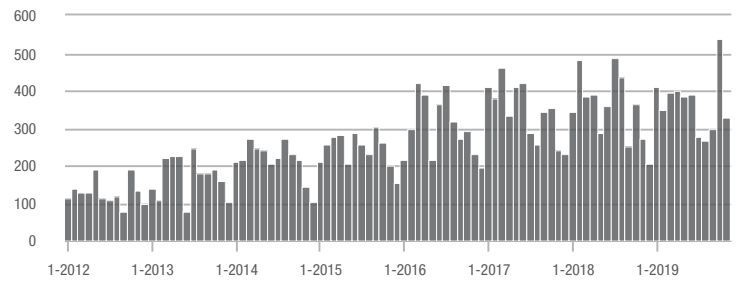
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	77	- 8.3%	- 27.4%	2.5	- 7.4%	- 8.9%	62	- 27.9%	- 10.1%
\$100,001 to \$200,000	327	+ 20.2%	- 39.3%	4.9	+ 40.0%	- 21.6%	75	- 25.7%	- 21.1%
\$200,001 to \$300,000	152	+ 13.4%	- 30.0%	3.1	+ 14.8%	- 24.0%	61	- 23.8%	- 12.9%
\$300,001 and Above	140	+ 81.8%	- 8.5%	2.8	+ 100.0%	+ 1.6%	60	- 21.1%	- 10.4%
Total	696	+ 22.8%	- 31.4%	3.6	+ 33.3%	- 18.4%	258	- 24.8%	- 14.3%

Showings

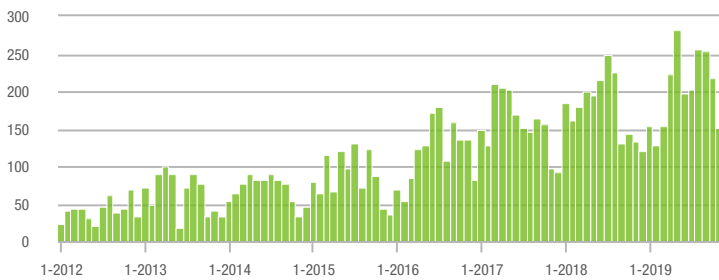
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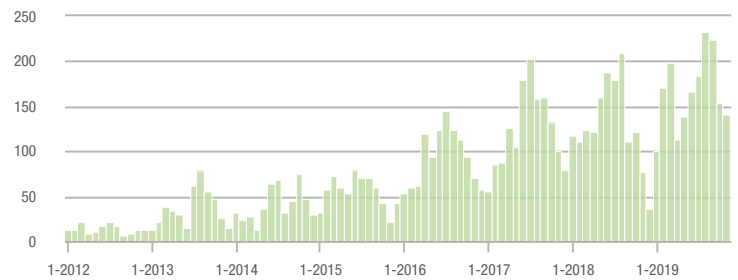
\$100,001 to \$200,000



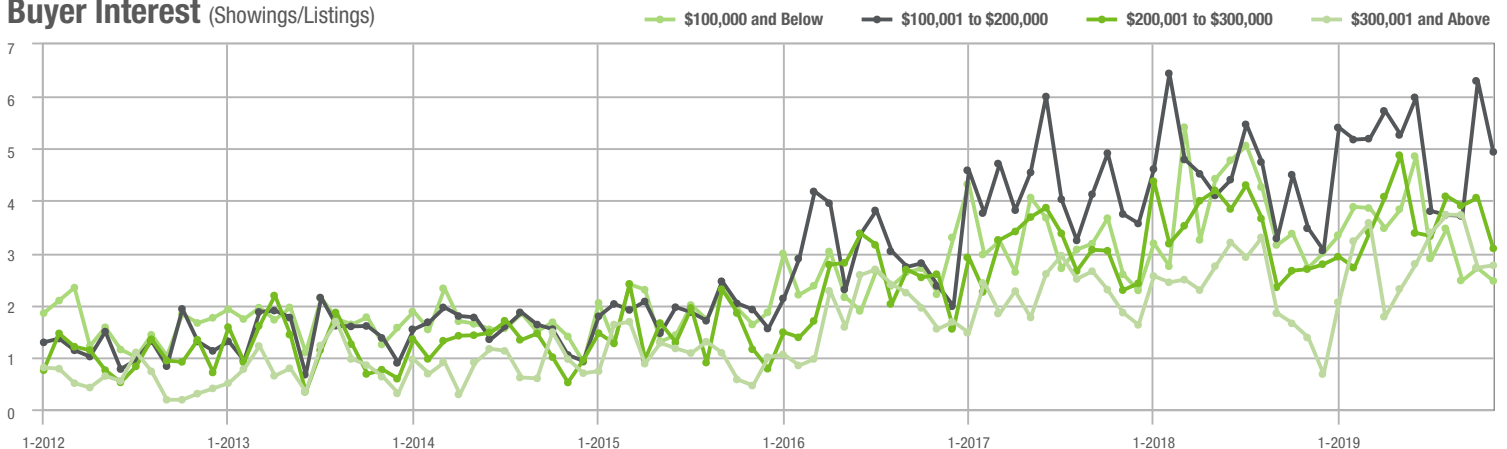
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

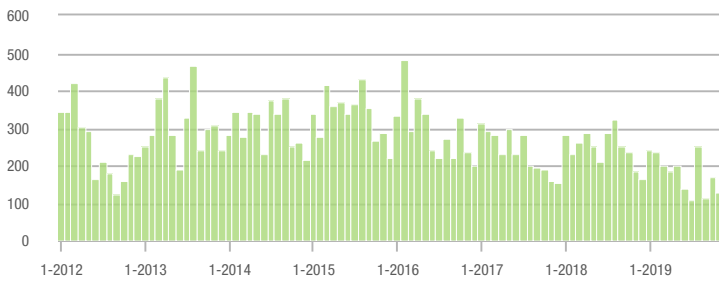


Statesville, NC

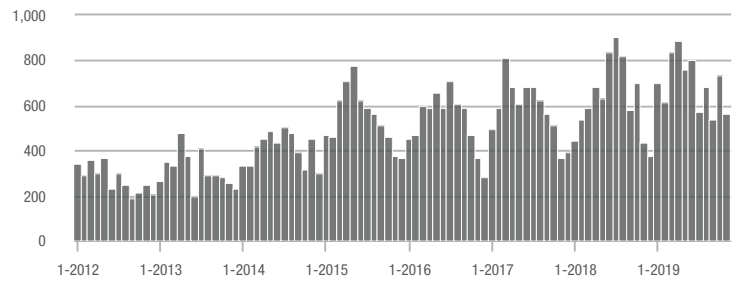
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	127	- 31.4%	- 25.7%	4.0	+ 21.2%	- 13.5%	71	- 39.8%	- 7.8%
\$100,001 to \$200,000	560	+ 29.0%	- 23.8%	7.1	+ 73.2%	- 8.5%	90	- 34.8%	- 15.9%
\$200,001 to \$300,000	353	+ 111.4%	- 22.4%	4.6	+ 48.4%	- 13.7%	90	+ 21.6%	- 9.1%
\$300,001 and Above	148	+ 45.1%	- 30.5%	3.0	+ 76.5%	- 20.0%	61	- 25.6%	- 15.3%
Total	1,188	+ 33.8%	- 24.5%	5.0	+ 51.5%	- 13.3%	312	- 24.3%	- 12.1%

Showings

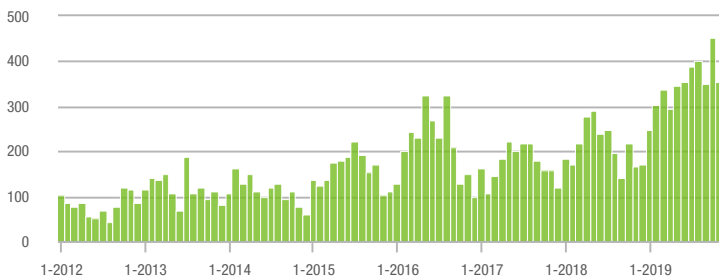
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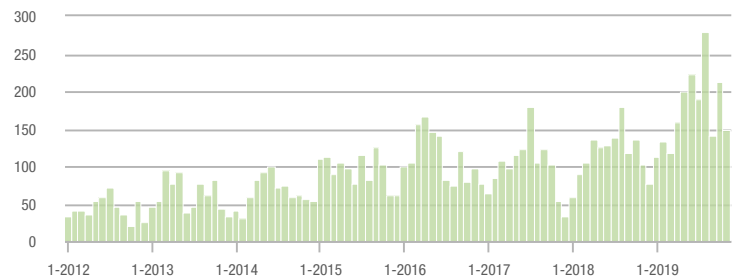
\$100,001 to \$200,000



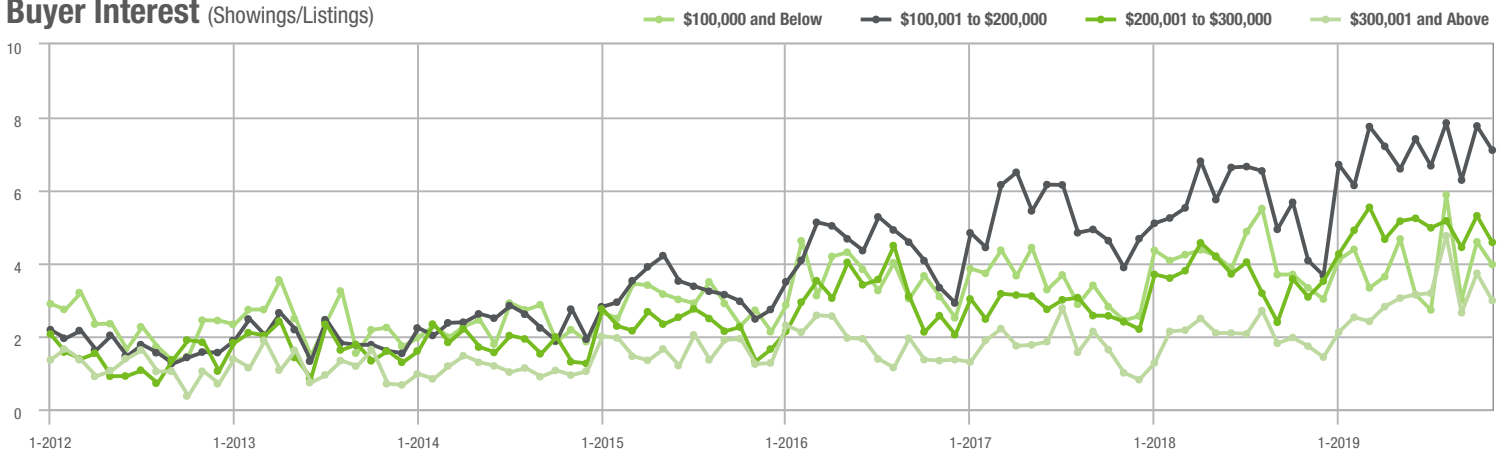
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

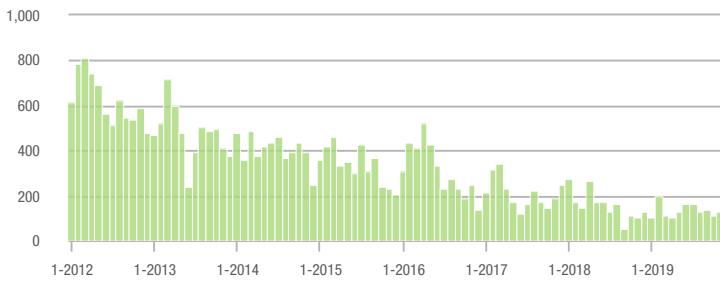


Union County, NC

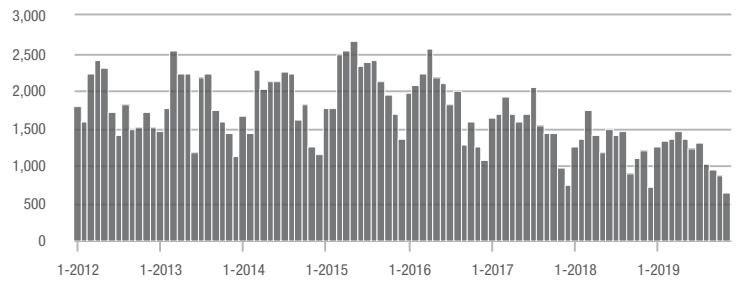
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	131	+ 32.3%	+ 18.0%	2.3	+ 21.1%	+ 17.5%	90	- 9.1%	- 12.6%
\$100,001 to \$200,000	643	- 46.7%	- 25.5%	5.9	- 19.2%	- 14.3%	145	- 36.7%	- 14.2%
\$200,001 to \$300,000	1,666	+ 10.8%	- 13.2%	6.9	+ 21.1%	- 2.3%	263	- 18.8%	- 12.3%
\$300,001 and Above	3,244	+ 32.2%	- 1.3%	6.5	+ 58.5%	+ 16.3%	591	- 24.7%	- 15.5%
Total	5,684	+ 8.0%	- 8.0%	6.3	+ 28.6%	+ 6.1%	1,089	- 24.2%	- 14.3%

Showings

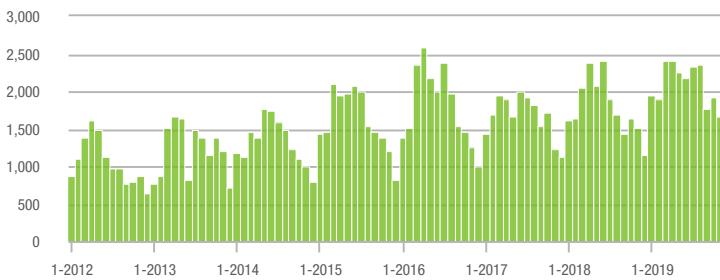
\$100,000 and Below



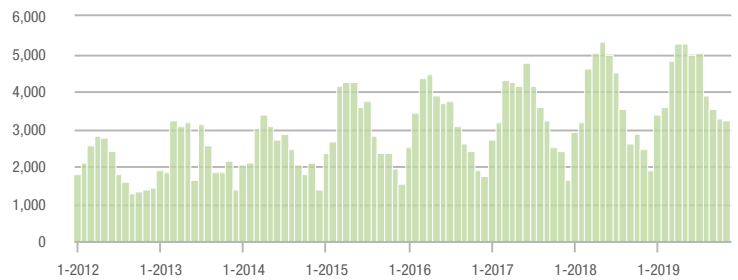
\$100,001 to \$200,000



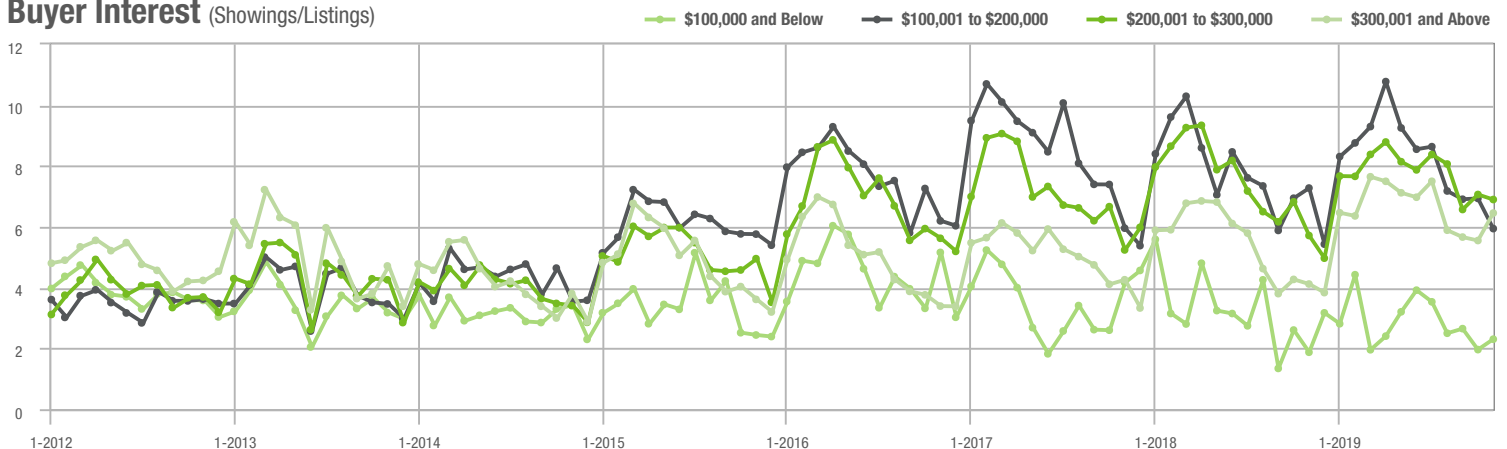
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

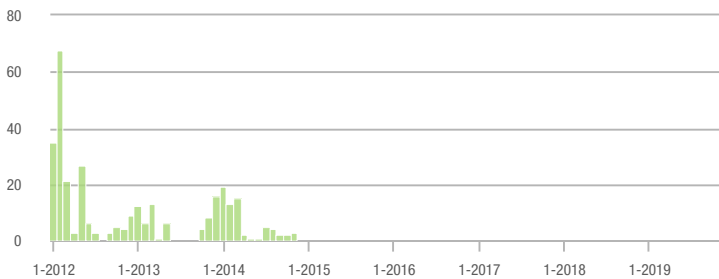


Uptown Charlotte

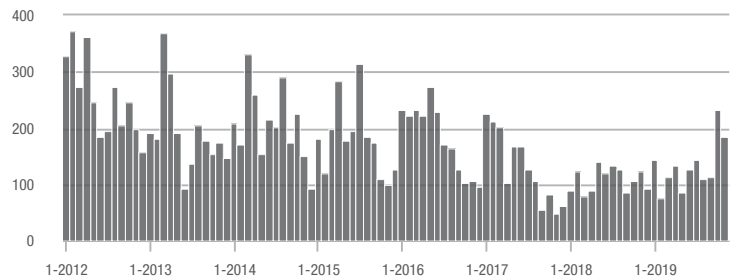
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	0	0.0%	0.0%	0.0	0.0%	0.0%	0	0.0%	0.0%
\$100,001 to \$200,000	183	+ 50.0%	- 21.5%	8.3	+ 22.1%	- 17.9%	22	+ 22.2%	- 4.3%
\$200,001 to \$300,000	307	+ 100.7%	- 7.3%	9.6	+ 74.5%	- 15.9%	32	+ 10.3%	+ 10.3%
\$300,001 and Above	392	+ 29.4%	- 15.5%	6.7	+ 1.5%	- 5.6%	59	+ 20.4%	- 10.6%
Total	882	+ 52.6%	- 14.2%	7.9	+ 25.4%	- 10.6%	113	+ 17.7%	- 4.2%

Showings

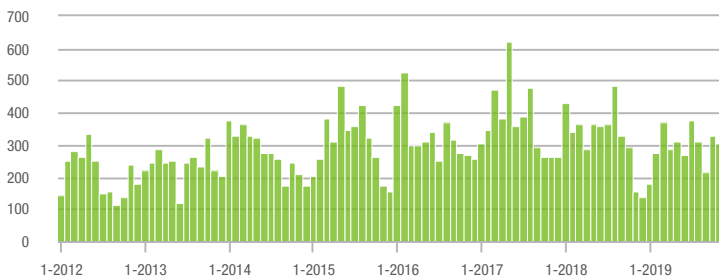
\$100,000 and Below



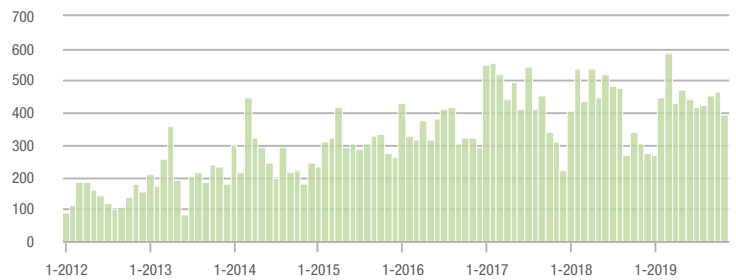
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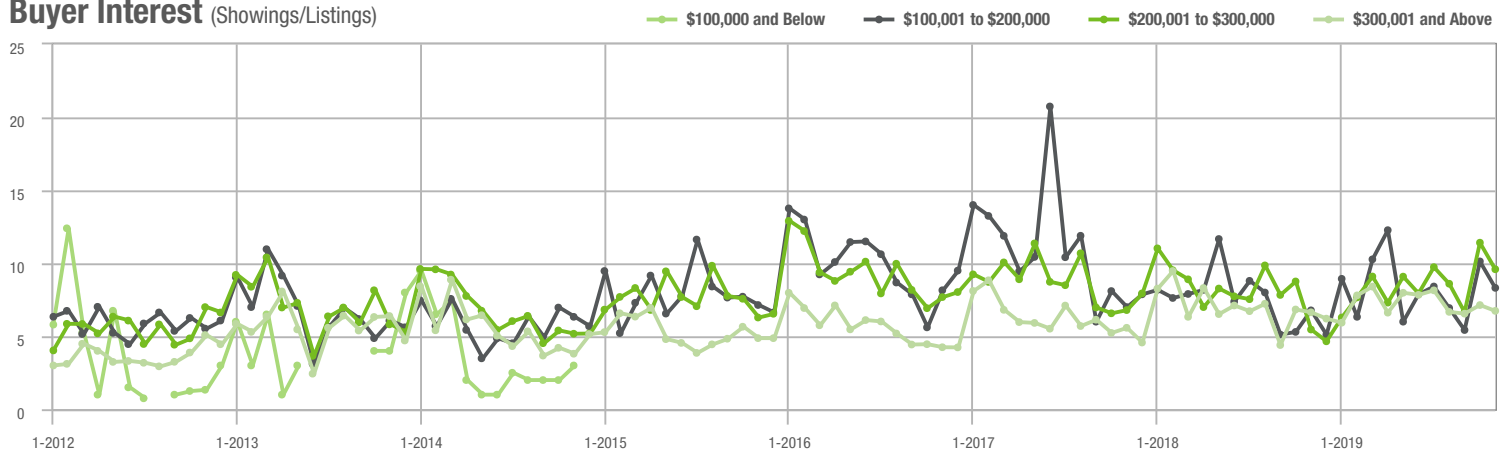
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

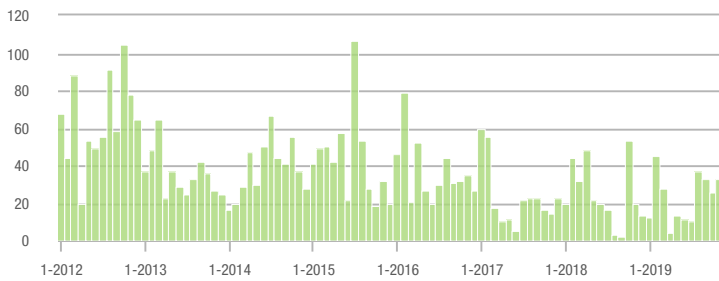


Waxhaw, NC

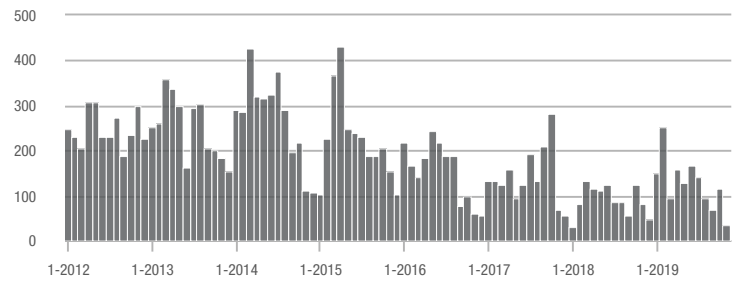
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	33	+ 65.0%	+ 26.9%	1.3	- 13.3%	+ 14.0%	34	+ 17.2%	- 12.8%
\$100,001 to \$200,000	36	- 56.1%	- 69.0%	2.1	- 52.3%	- 61.9%	28	- 33.3%	- 26.3%
\$200,001 to \$300,000	278	- 13.7%	- 19.4%	6.4	- 5.9%	- 12.6%	51	- 30.1%	- 16.4%
\$300,001 and Above	1,408	+ 24.9%	- 9.0%	6.9	+ 60.5%	+ 11.5%	231	- 34.6%	- 17.5%
Total	1,755	+ 13.2%	- 13.7%	6.3	+ 37.0%	+ 3.7%	344	- 30.8%	- 17.7%

Showings

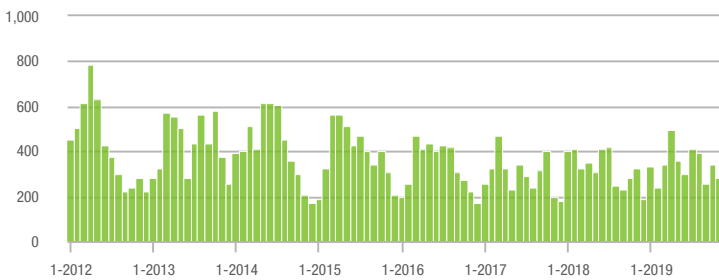
\$100,000 and Below



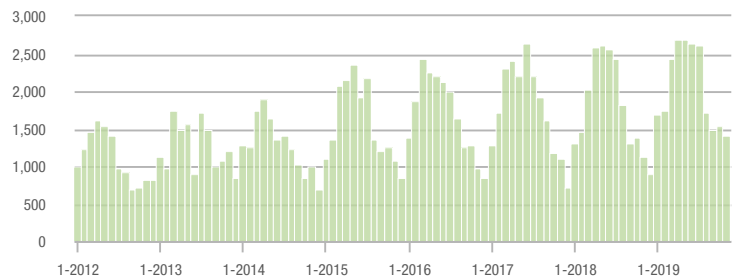
\$100,001 to \$200,000



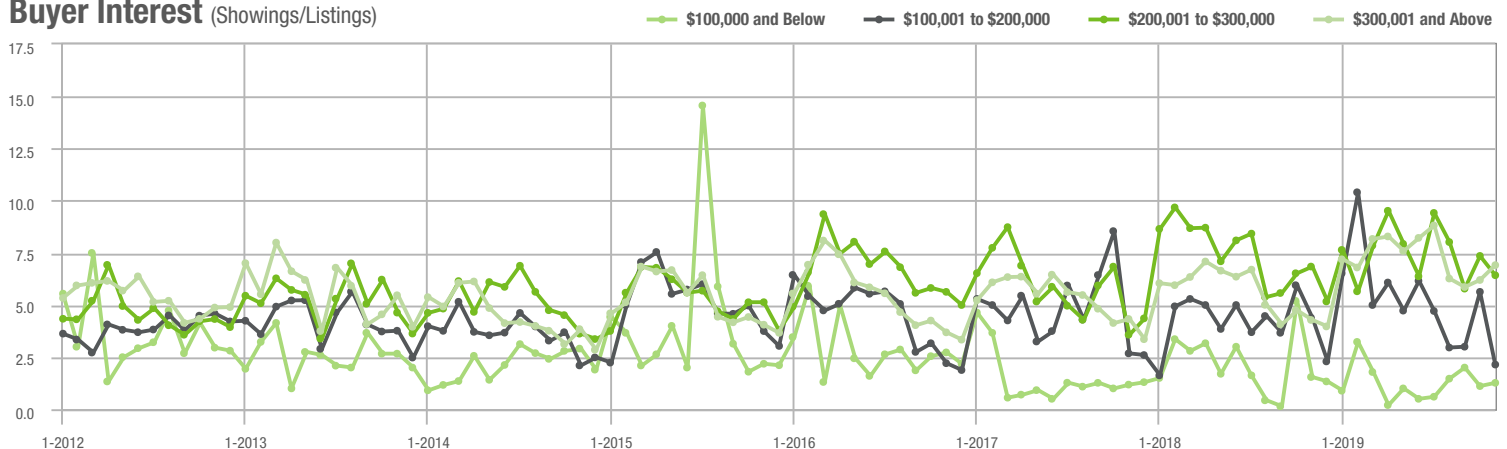
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

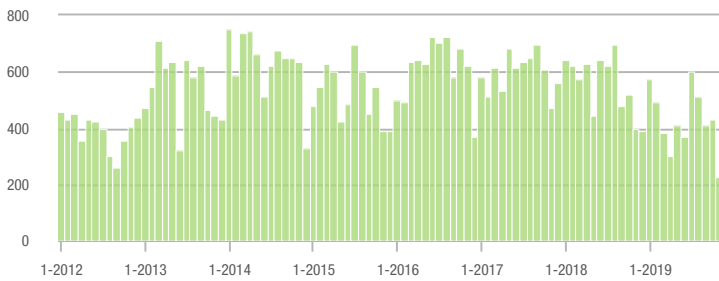


York County, SC

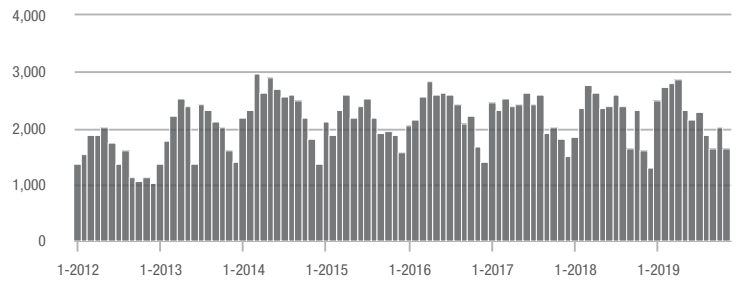
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	224	- 43.4%	- 47.7%	4.0	+ 5.3%	- 30.2%	97	- 52.0%	- 26.0%
\$100,001 to \$200,000	1,658	+ 3.2%	- 18.2%	8.3	+ 12.2%	+ 3.7%	219	- 12.7%	- 21.2%
\$200,001 to \$300,000	2,075	+ 15.6%	- 14.9%	6.7	+ 9.8%	- 5.9%	346	- 8.7%	- 10.4%
\$300,001 and Above	2,188	+ 9.0%	- 24.3%	4.3	+ 10.3%	- 11.9%	567	- 11.3%	- 14.9%
Total	6,145	+ 5.9%	- 21.0%	5.8	+ 11.5%	- 6.9%	1,229	- 16.5%	- 15.9%

Showings

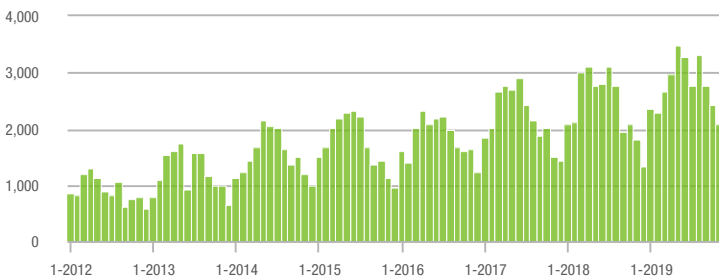
\$100,000 and Below



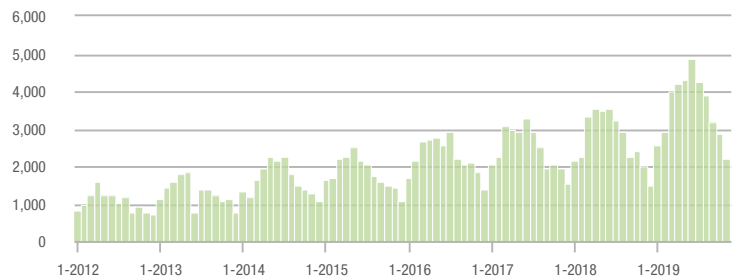
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

