

Showings Statistics

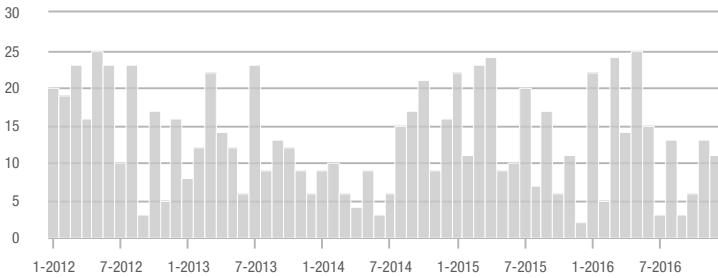
MLS Area	Total Showings	Buyer Interest (Showings / Listings)	Managed Listings
Alexander County, NC	40	0.9	47
Anson County, NC	56	0.6	91
Cabarrus County, NC	3,389	4.2	812
Charlotte MSA	42,748	4.7	9,162
City of Charlotte, NC	19,577	6.8	2,865
Concord, NC	1,987	4.6	432
Davidson, NC	567	3.8	150
Denver, NC	595	2.2	265
Fort Mill, SC	1,474	4.7	313
Gaston County, NC	2,854	3.5	808
Gastonia, NC	1,468	4.5	329
Huntersville, NC	1,622	5.1	320
Iredell County, NC	2,769	2.5	1,117
Kannapolis, NC	869	4.1	212
Lake Norman	2,299	2.2	1,028
Lake Wylie	1,010	2.1	478
Lancaster County, SC	1,310	3.6	365
Lincoln County, NC	1,101	2.3	486
Lincolnton, NC	358	2.6	140
Mecklenburg County, NC	24,191	6.4	3,799
Monroe, NC	1,186	4.2	283
Montgomery County, NC	99	0.6	167
Mooresville, NC	1,871	2.8	677
Rock Hill, SC	1,596	4.2	377
Salisbury, NC	839	2.5	330
Stanly County, NC	555	1.8	311
Statesville, NC	655	2.1	309
Union County, NC	3,955	3.6	1,090
Uptown Charlotte	638	5.7	112
Waxhaw, NC	1,109	2.8	393
York County, SC	4,348	3.8	1,149

Alexander County, NC

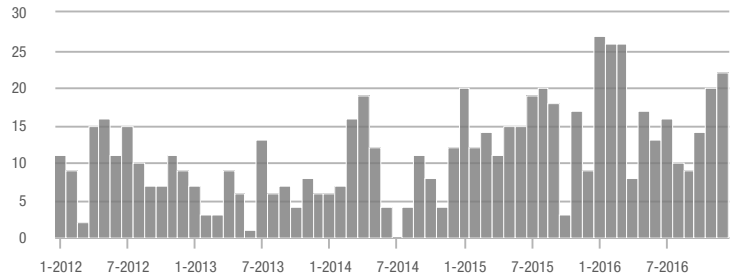
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	11	+ 450.0%	- 15.4%	1.2	+ 938.9%	- 6.0%	9	- 47.1%	- 10.0%
\$100,001 to \$200,000	22	+ 144.4%	+ 10.0%	1.2	+ 171.6%	+ 3.9%	18	- 10.0%	+ 5.9%
\$200,001 to \$300,000	6	—	+ 500.0%	0.5	—	+ 500.0%	11	+ 120.0%	0.0%
\$300,001 and Above	1	0.0%	- 50.0%	0.1	+ 33.3%	- 33.3%	9	- 25.0%	- 25.0%
Total	40	+ 233.3%	+ 11.1%	0.9	+ 283.0%	+ 18.2%	47	- 13.0%	- 6.0%

Showings

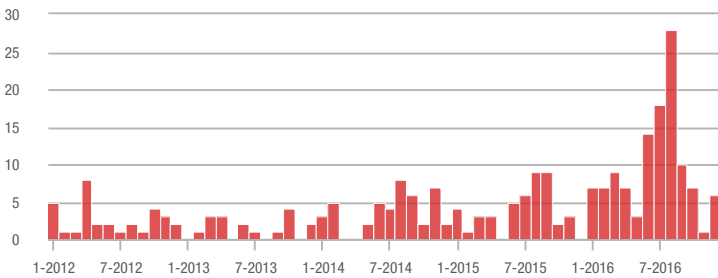
\$100,000 and Below



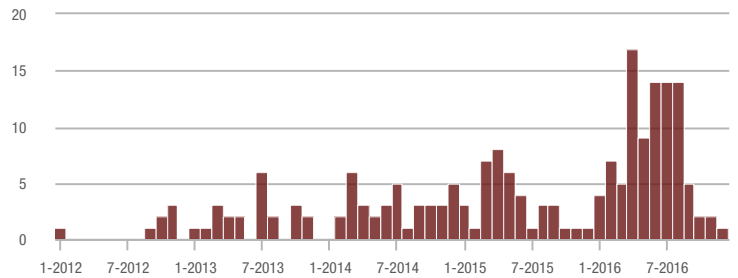
\$100,001 to \$200,000



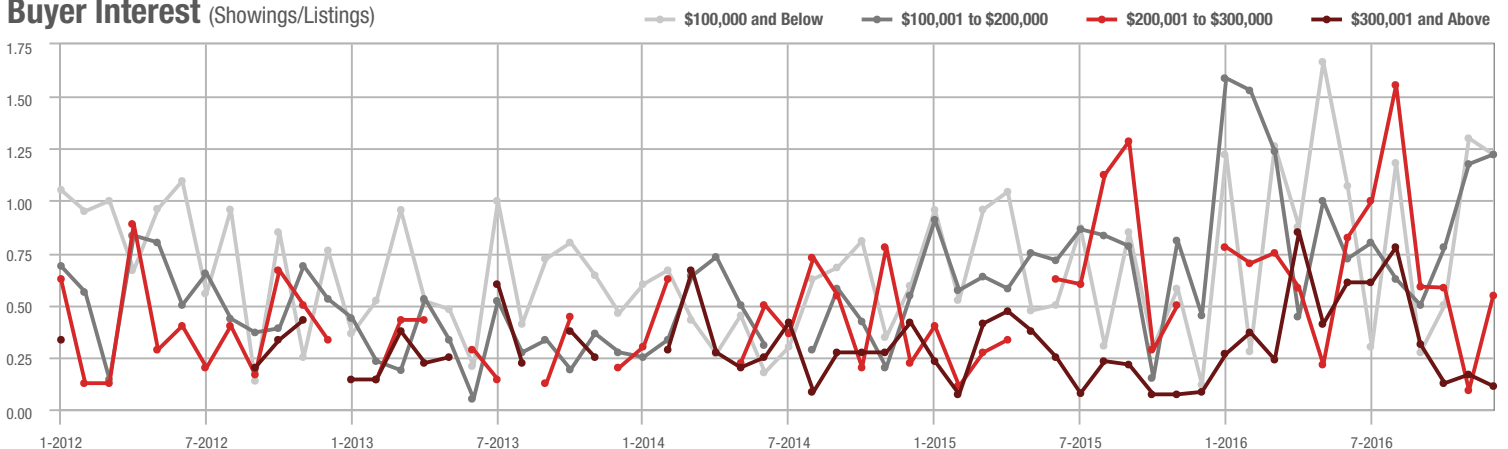
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

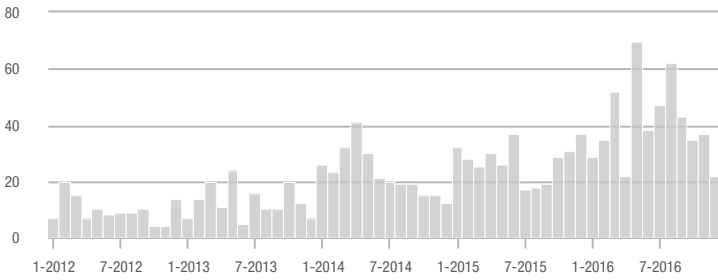


Anson County, NC

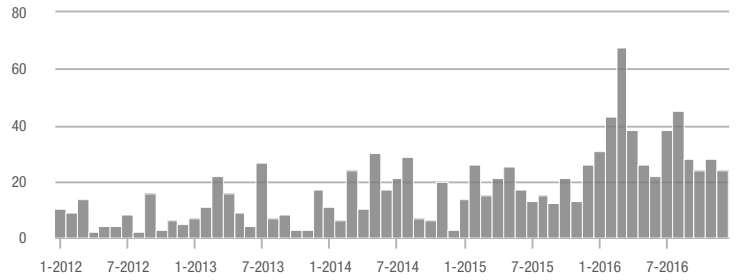
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	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	22	- 40.5%	- 40.5%	0.4	- 8.6%	- 32.8%	54	- 34.9%	- 11.5%
\$100,001 to \$200,000	24	- 7.7%	- 14.3%	0.8	+ 36.9%	+ 6.4%	29	- 32.6%	- 19.4%
\$200,001 to \$300,000	9	+ 125.0%	+ 200.0%	1.5	+ 387.5%	+ 300.0%	6	- 53.8%	- 25.0%
\$300,001 and Above	1	- 75.0%	0.0%	0.5	0.0%	+ 100.0%	2	- 75.0%	- 50.0%
Total	56	- 21.1%	- 18.8%	0.6	+ 27.4%	- 2.8%	91	- 38.1%	- 16.5%

Showings

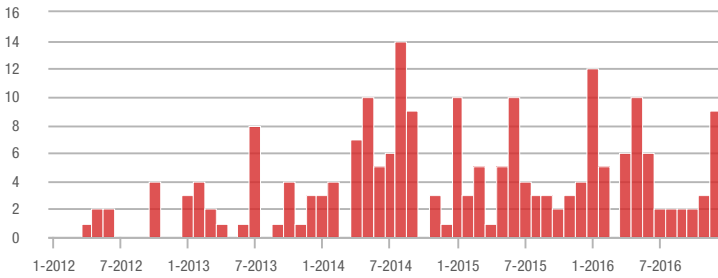
\$100,000 and Below



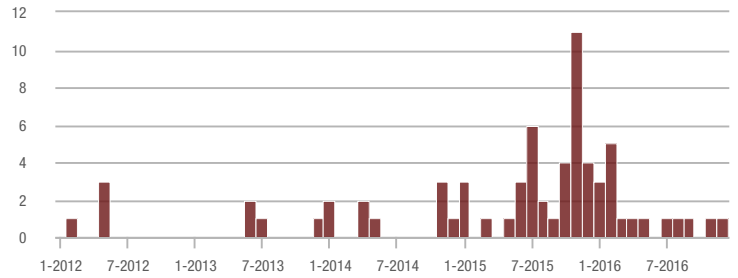
\$100,001 to \$200,000



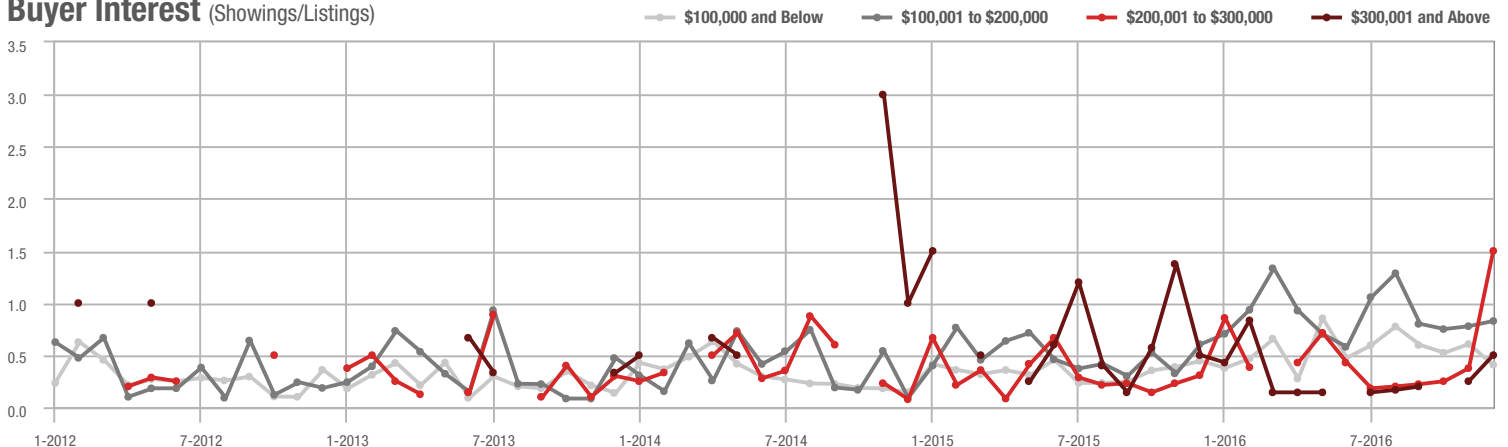
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

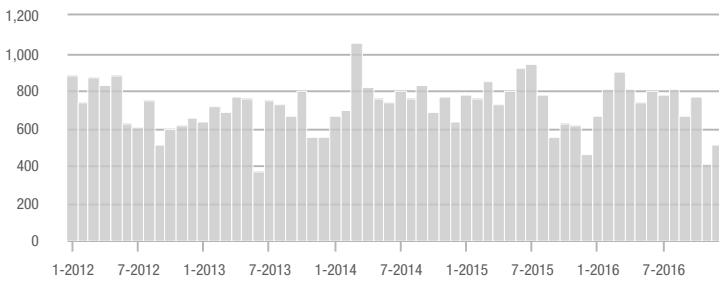


Cabarrus County, NC

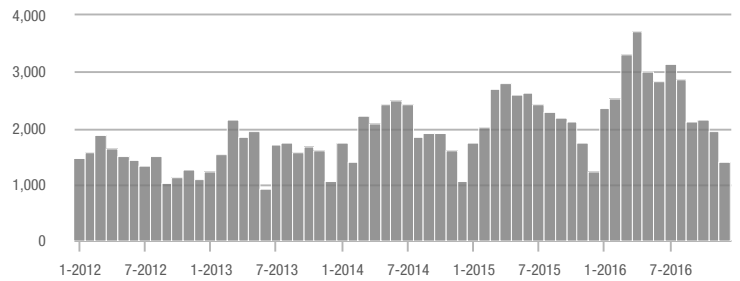
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	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	516	+ 12.2%	+ 25.9%	3.4	+ 96.9%	+ 40.0%	151	- 43.0%	- 10.1%
\$100,001 to \$200,000	1,408	+ 13.9%	- 27.5%	6.4	+ 75.3%	- 13.9%	219	- 35.0%	- 15.8%
\$200,001 to \$300,000	704	- 7.1%	- 27.7%	4.2	+ 34.3%	- 10.5%	168	- 30.9%	- 19.2%
\$300,001 and Above	761	+ 49.8%	- 5.1%	2.8	+ 59.1%	+ 16.4%	274	- 5.8%	- 18.5%
Total	3,389	+ 14.4%	- 17.9%	4.2	+ 60.1%	- 1.7%	812	- 28.5%	- 16.5%

Showings

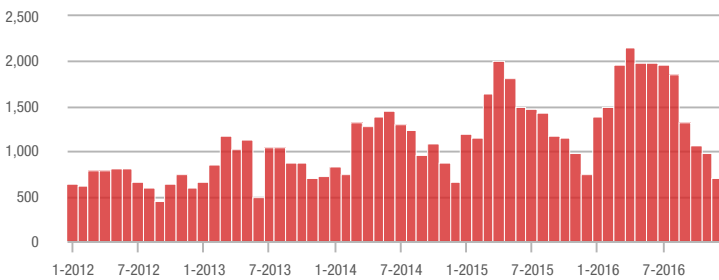
\$100,000 and Below



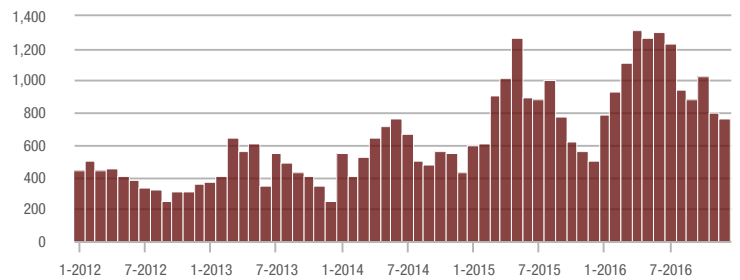
\$100,001 to \$200,000



\$200,001 to \$300,000

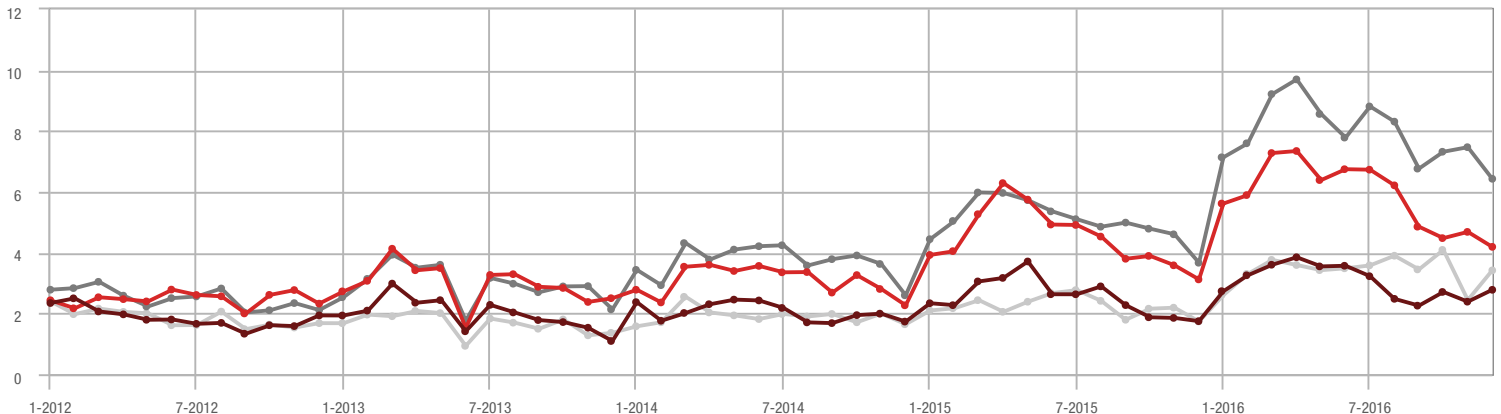


\$300,001 and Above



Buyer Interest (Showings/Listings)

— \$100,000 and Below — \$100,001 to \$200,000 — \$200,001 to \$300,000 — \$300,001 and Above

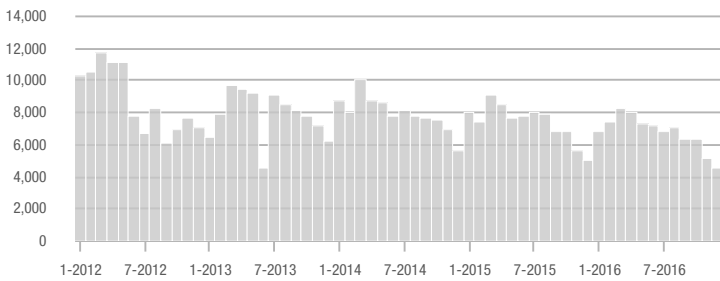


Charlotte MSA

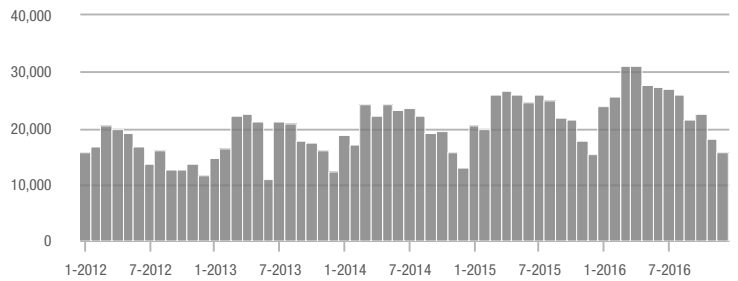
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	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	4,496	- 11.1%	- 12.7%	3.2	+ 52.9%	+ 2.1%	1,394	- 41.8%	- 14.4%
\$100,001 to \$200,000	15,629	+ 1.7%	- 13.7%	7.2	+ 58.5%	+ 3.5%	2,157	- 35.9%	- 16.6%
\$200,001 to \$300,000	9,977	+ 7.9%	- 20.2%	5.5	+ 41.2%	- 2.4%	1,803	- 23.6%	- 18.3%
\$300,001 and Above	12,646	+ 17.4%	- 15.3%	3.3	+ 21.2%	- 0.9%	3,808	- 3.2%	- 14.5%
Total	42,748	+ 5.7%	- 15.7%	4.7	+ 39.0%	+ 0.1%	9,162	- 24.0%	- 15.8%

Showings

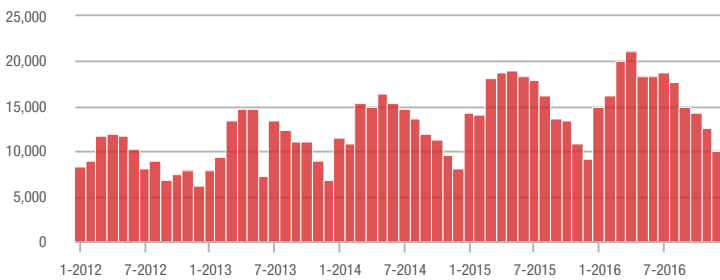
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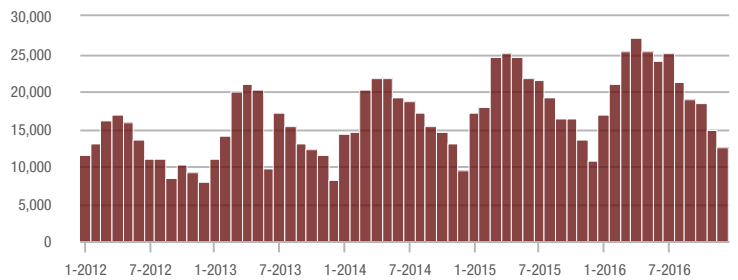
\$100,001 to \$200,000



\$200,001 to \$300,000

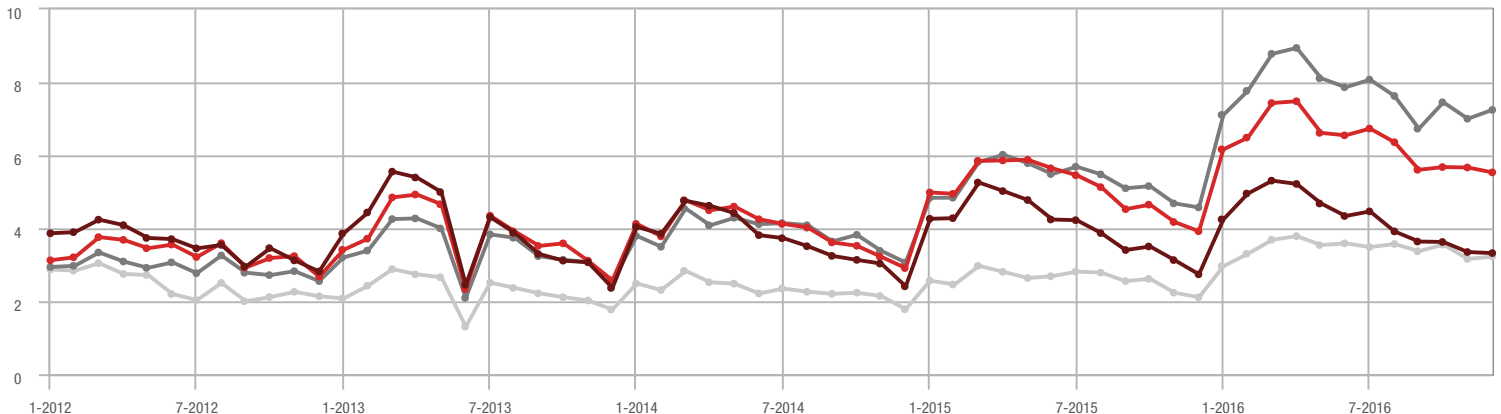


\$300,001 and Above



Buyer Interest (Showings/Listings)

— \$100,000 and Below — \$100,001 to \$200,000 — \$200,001 to \$300,000 — \$300,001 and Above

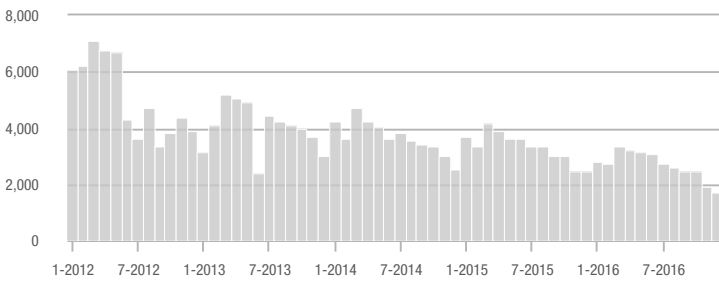


City of Charlotte, NC

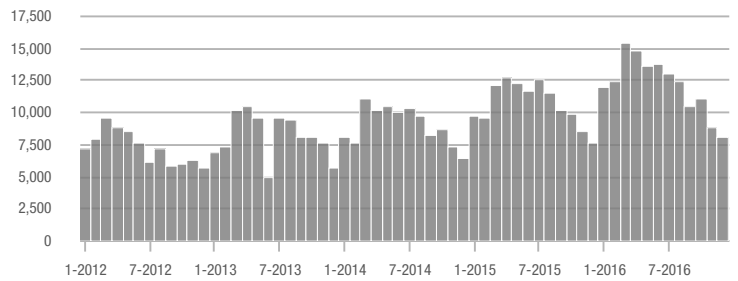
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\$100,000 and Below	1,709	- 29.6%	- 10.9%	6.9	+ 55.2%	+ 10.9%	249	- 54.6%	- 19.7%
\$100,001 to \$200,000	8,141	+ 6.2%	- 7.9%	10.4	+ 60.2%	+ 8.4%	780	- 33.7%	- 15.0%
\$200,001 to \$300,000	4,061	+ 1.2%	- 19.0%	7.4	+ 29.9%	+ 1.9%	548	- 22.0%	- 20.6%
\$300,001 and Above	5,666	+ 6.9%	- 16.4%	4.4	+ 7.5%	- 1.9%	1,288	- 0.5%	- 14.7%
Total	19,577	+ 0.9%	- 13.2%	6.8	+ 31.1%	+ 3.9%	2,865	- 23.1%	- 16.4%

Showings

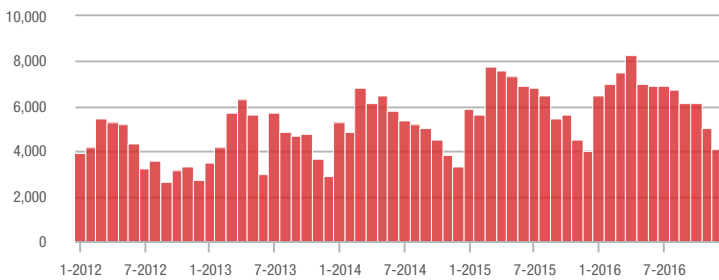
\$100,000 and Below



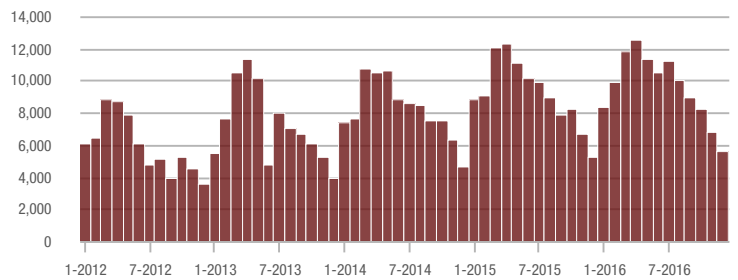
\$100,001 to \$200,000



\$200,001 to \$300,000

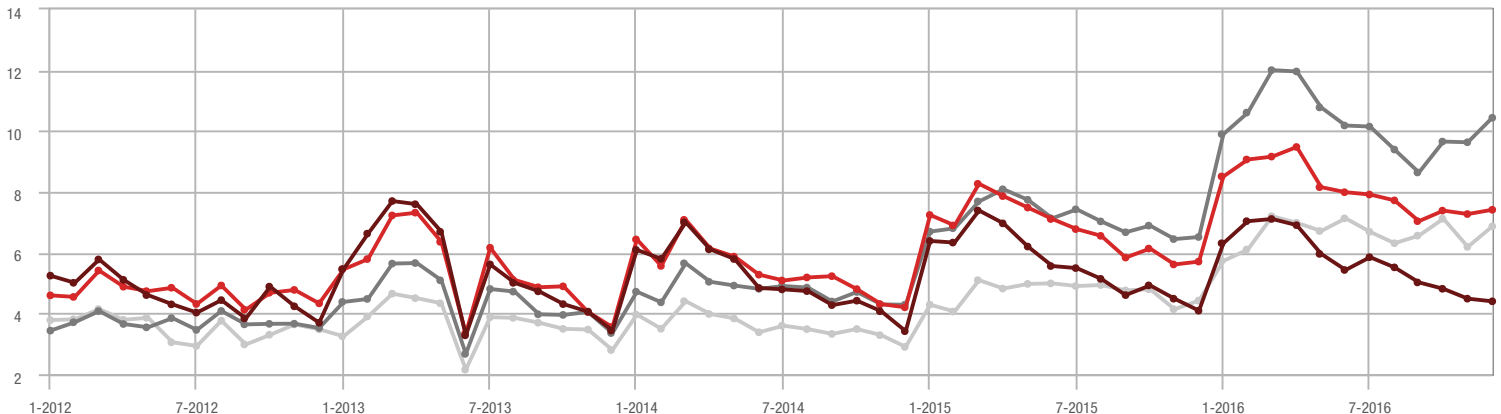


\$300,001 and Above



Buyer Interest (Showings/Listings)

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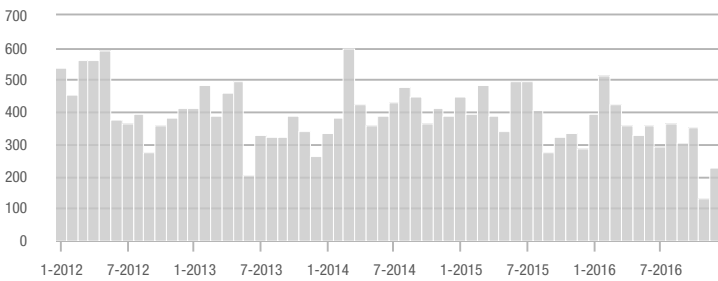


Concord, NC

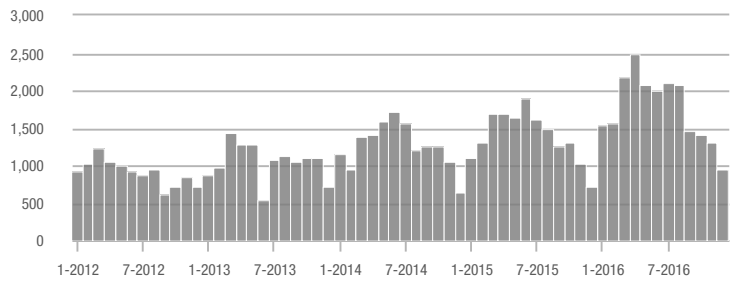
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	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	227	- 20.6%	+ 69.4%	3.4	+ 62.3%	+ 79.7%	66	- 51.1%	- 5.7%
\$100,001 to \$200,000	956	+ 31.1%	- 27.0%	7.7	+ 100.9%	- 14.7%	124	- 34.7%	- 14.5%
\$200,001 to \$300,000	436	- 7.2%	- 34.5%	4.2	+ 43.1%	- 12.1%	105	- 35.2%	- 25.5%
\$300,001 and Above	368	+ 43.8%	- 14.0%	2.7	+ 46.9%	+ 6.1%	137	- 2.1%	- 18.9%
Total	1,987	+ 14.1%	- 21.7%	4.6	+ 65.6%	- 4.9%	432	- 31.1%	- 17.7%

Showings

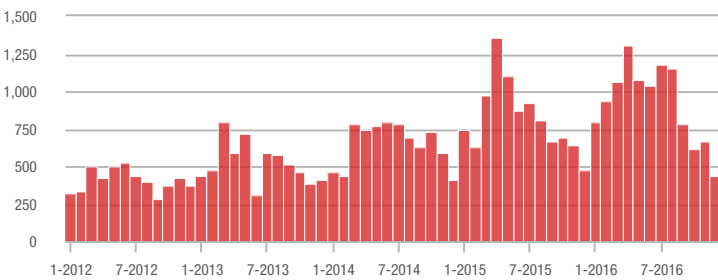
\$100,000 and Below



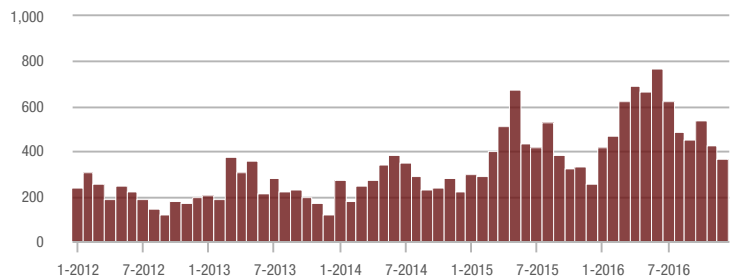
\$100,001 to \$200,000



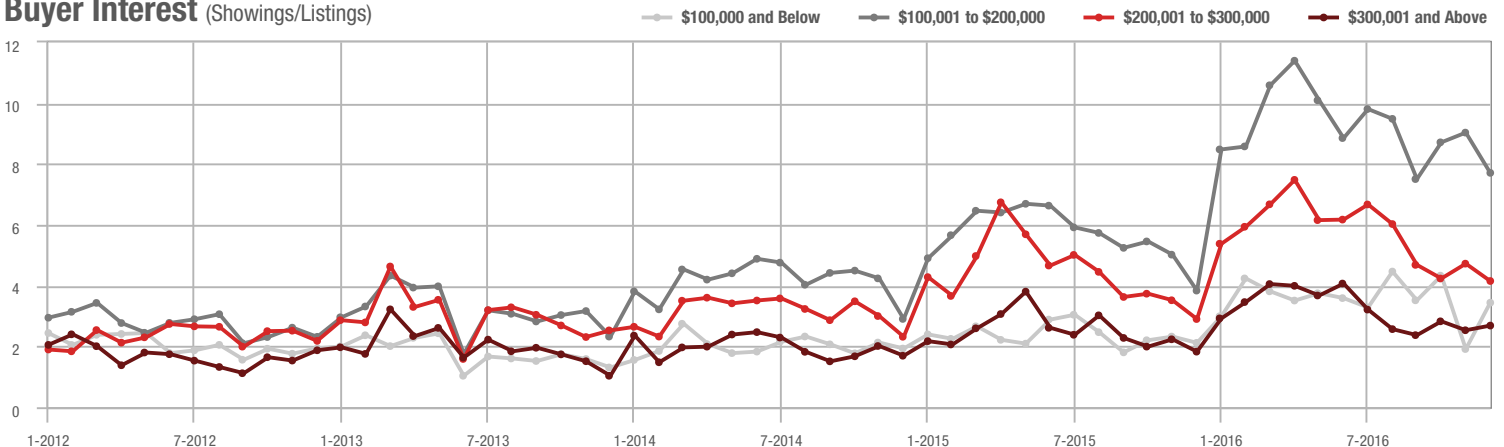
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)



Showings Report for December 2016

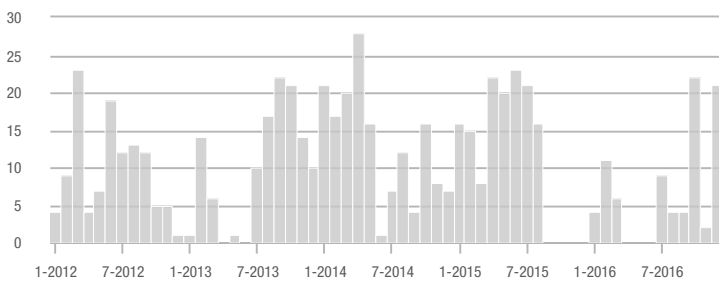
Analytic and Trend Data for the Charlotte Regional Realtor® Association

Davidson, NC

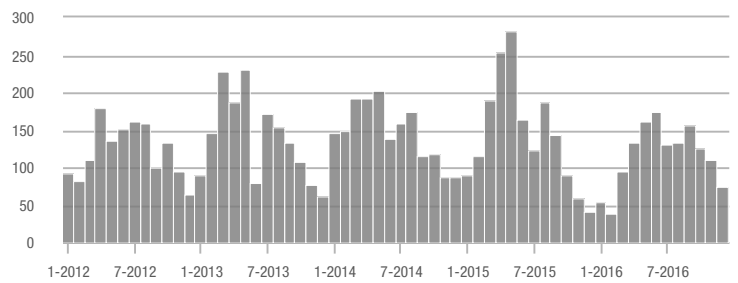
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	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	21	—	+ 950.0%	5.3	—	+ 687.5%	4	- 42.9%	+ 33.3%
\$100,001 to \$200,000	74	+ 76.2%	- 32.7%	6.2	+ 90.9%	- 15.9%	12	- 7.7%	- 20.0%
\$200,001 to \$300,000	131	- 29.6%	- 18.6%	4.7	+ 23.3%	- 24.4%	28	- 42.9%	+ 7.7%
\$300,001 and Above	341	+ 16.0%	- 1.4%	3.2	+ 16.0%	+ 13.4%	106	0.0%	- 13.1%
Total	567	+ 8.6%	- 8.4%	3.8	+ 26.7%	+ 1.4%	150	- 14.3%	- 9.6%

Showings

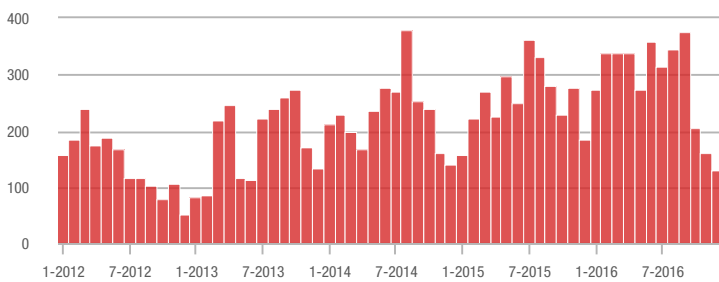
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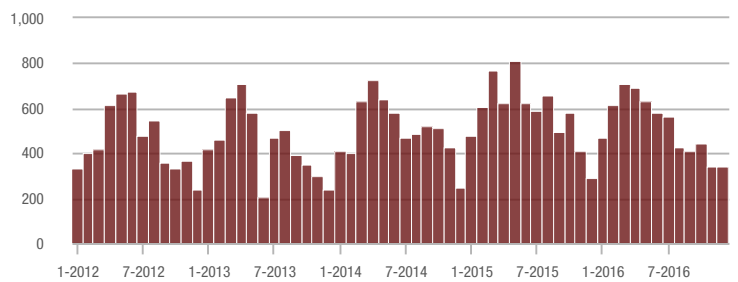
\$100,001 to \$200,000



\$200,001 to \$300,000

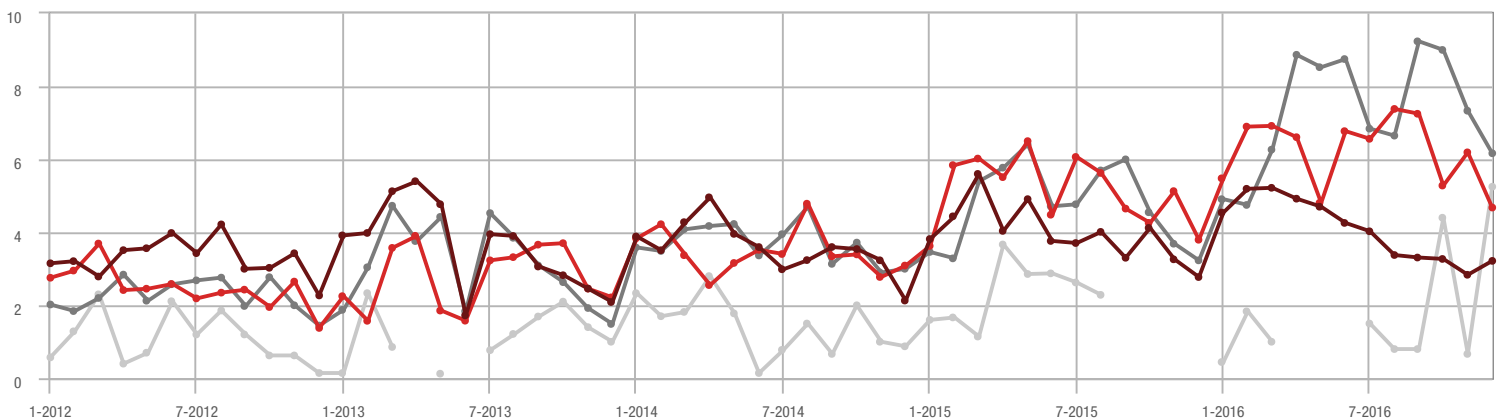


\$300,001 and Above



Buyer Interest (Showings/Listings)

— \$100,000 and Below — \$100,001 to \$200,000 — \$200,001 to \$300,000 — \$300,001 and Above

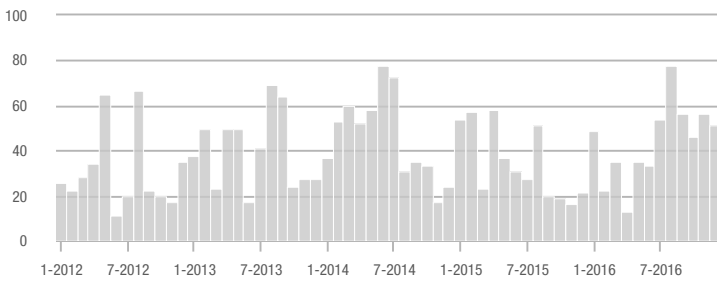


Denver, NC

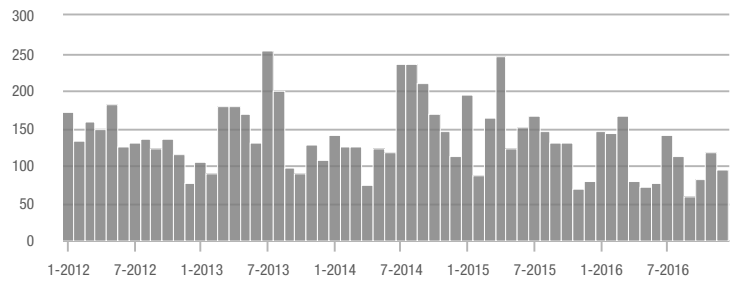
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\$100,000 and Below	51	+ 142.9%	- 8.9%	1.1	+ 101.5%	- 3.1%	47	+ 20.5%	- 6.0%
\$100,001 to \$200,000	96	+ 20.0%	- 17.9%	5.1	+ 70.5%	+ 8.0%	19	- 29.6%	- 24.0%
\$200,001 to \$300,000	109	- 2.7%	- 45.5%	2.7	+ 38.7%	- 30.5%	40	- 29.8%	- 21.6%
\$300,001 and Above	339	+ 4.6%	- 14.8%	2.1	+ 5.9%	+ 1.2%	159	- 1.2%	- 15.9%
Total	595	+ 10.8%	- 22.8%	2.2	+ 18.7%	- 8.3%	265	- 6.7%	- 15.9%

Showings

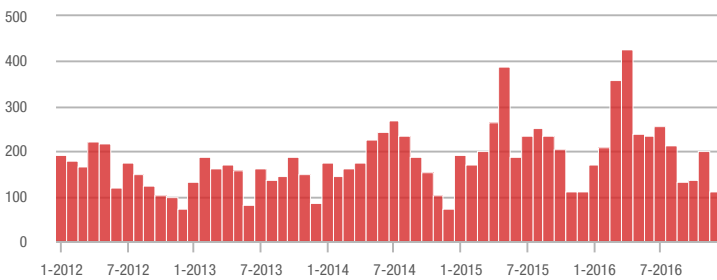
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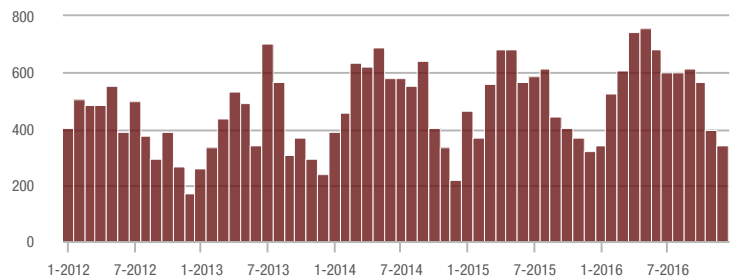
\$100,001 to \$200,000



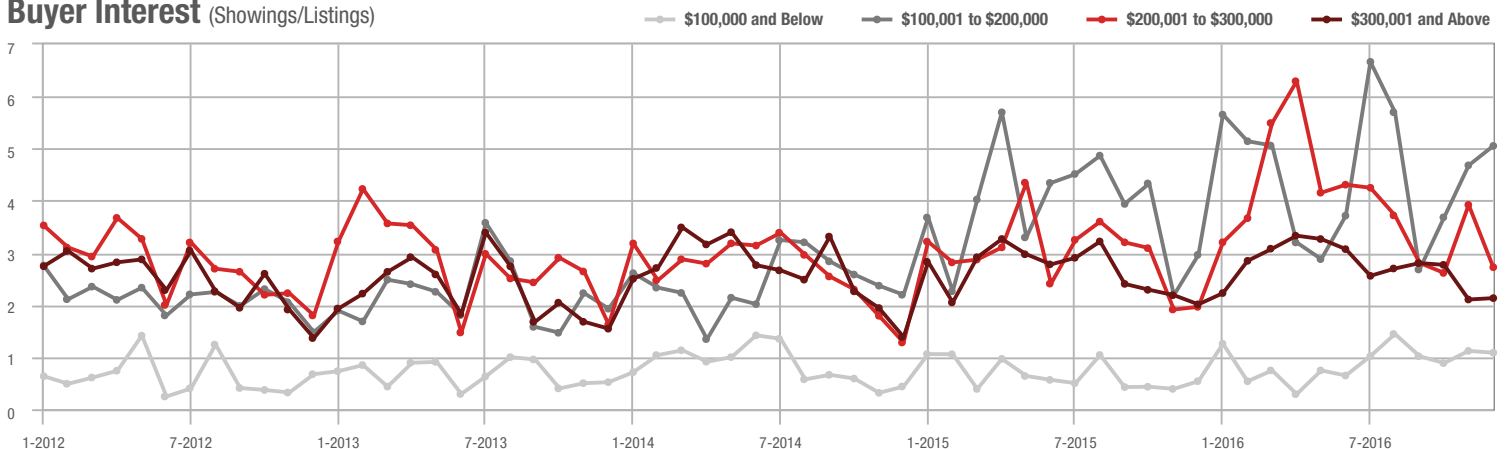
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

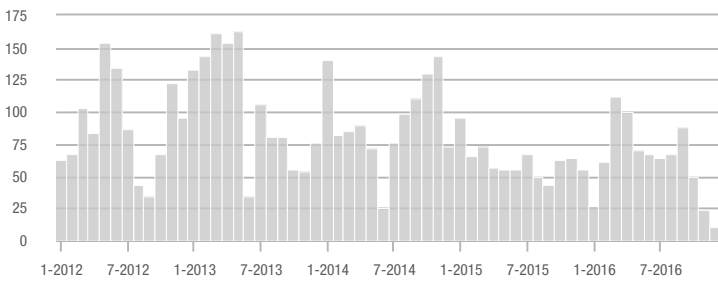


Fort Mill, SC

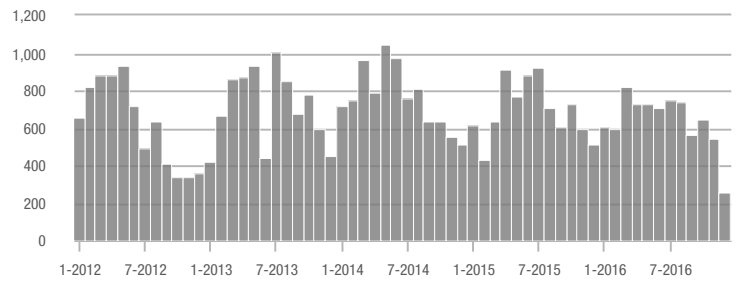
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\$100,000 and Below	11	- 80.4%	- 54.2%	1.0	- 60.7%	- 41.7%	11	- 50.0%	- 21.4%
\$100,001 to \$200,000	257	- 49.8%	- 53.1%	6.6	- 8.6%	- 25.4%	39	- 45.1%	- 37.1%
\$200,001 to \$300,000	481	+ 10.6%	- 27.0%	7.6	+ 31.6%	- 10.8%	63	- 16.0%	- 18.2%
\$300,001 and Above	725	+ 50.4%	- 20.7%	3.6	+ 45.9%	- 8.8%	200	+ 3.1%	- 13.0%
Total	1,474	- 0.7%	- 31.3%	4.7	+ 14.8%	- 15.9%	313	- 13.5%	- 18.3%

Showings

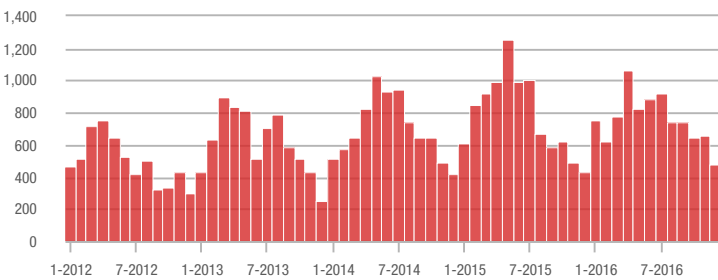
\$100,000 and Below



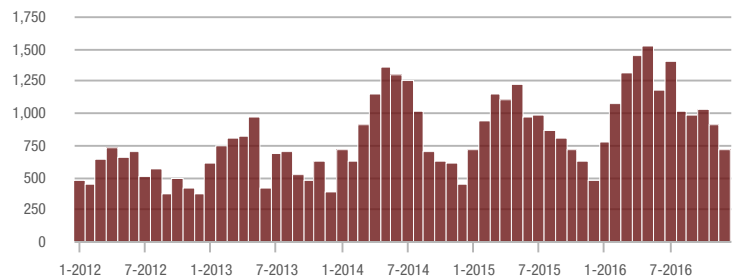
\$100,001 to \$200,000



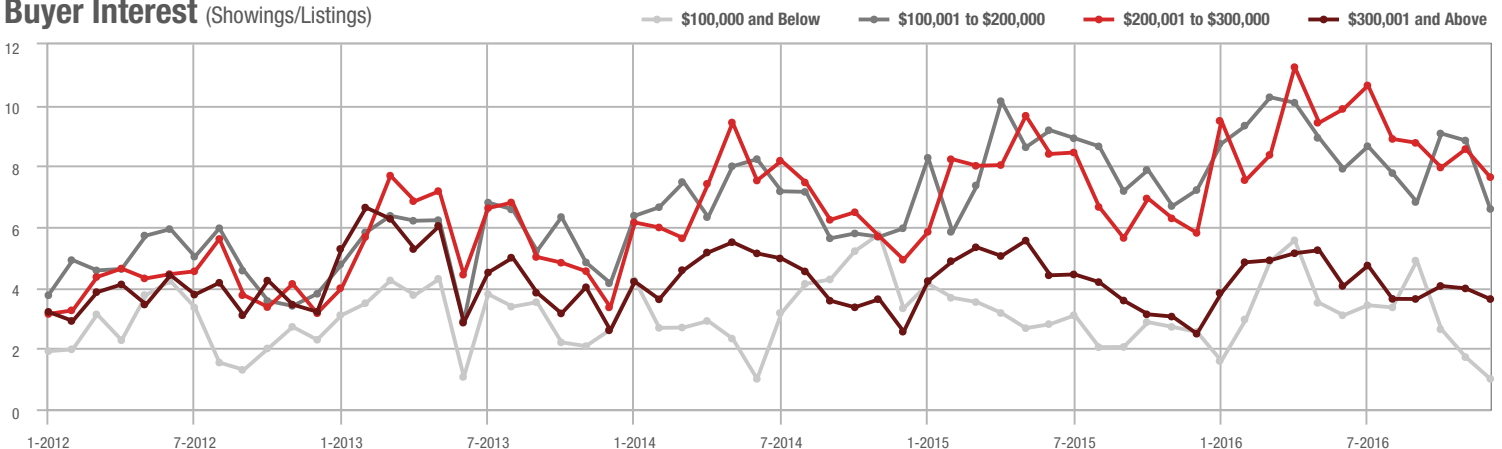
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

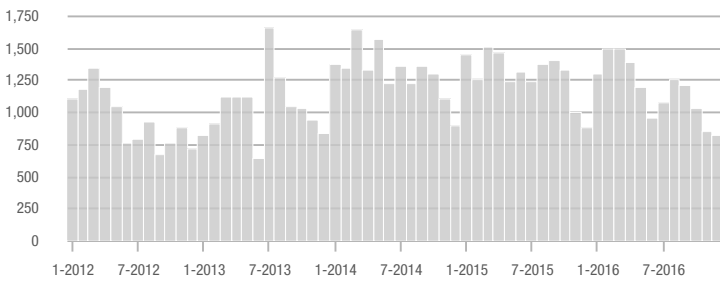


Gaston County, NC

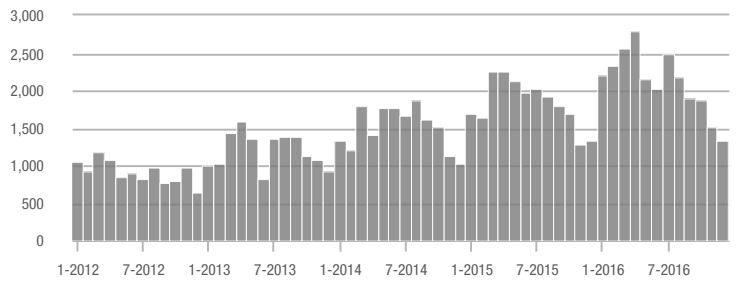
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	816	- 8.2%	- 4.4%	3.1	+ 66.3%	+ 12.1%	266	- 44.8%	- 14.7%
\$100,001 to \$200,000	1,331	- 0.7%	- 11.6%	5.0	+ 78.2%	+ 3.2%	264	- 44.3%	- 14.3%
\$200,001 to \$300,000	478	- 1.2%	- 14.2%	3.4	+ 58.0%	+ 2.4%	140	- 37.5%	- 16.2%
\$300,001 and Above	229	+ 7.0%	- 10.2%	1.7	+ 27.2%	+ 0.2%	138	- 15.9%	- 10.4%
Total	2,854	- 2.5%	- 10.0%	3.5	+ 62.1%	+ 4.8%	808	- 39.9%	- 14.1%

Showings

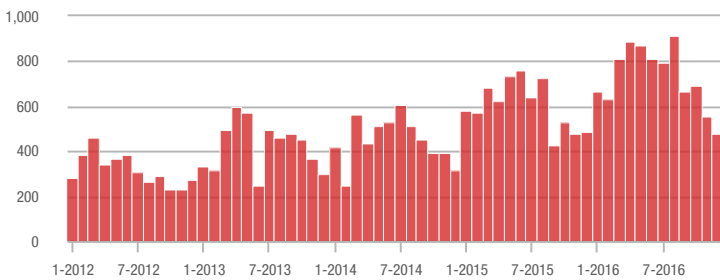
\$100,000 and Below



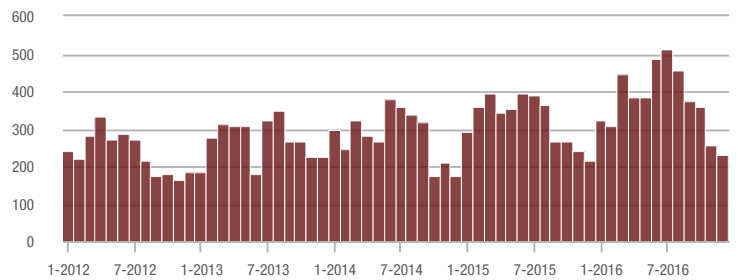
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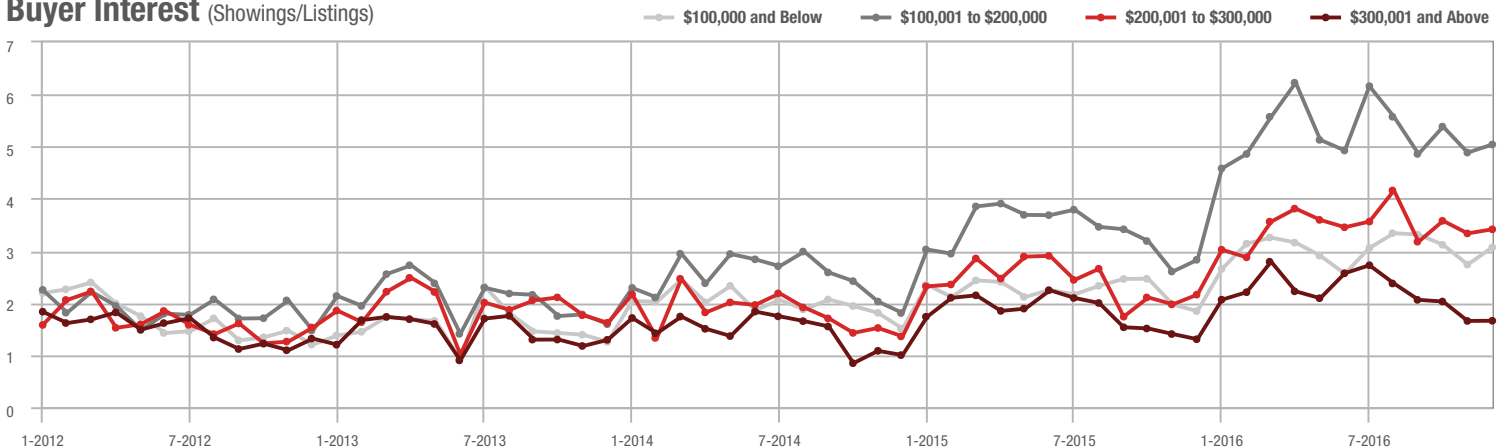
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

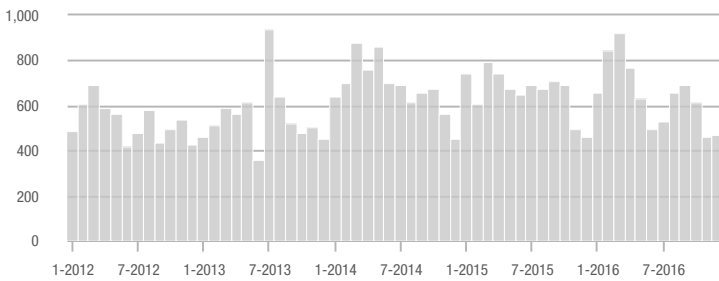


Gastonia, NC

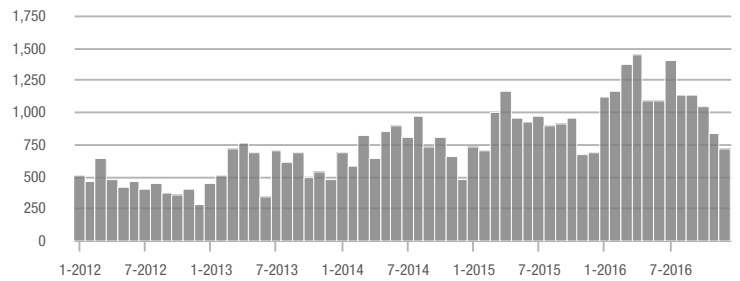
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	469	+ 1.3%	+ 2.4%	4.4	+ 109.3%	+ 28.5%	106	- 51.6%	- 20.3%
\$100,001 to \$200,000	716	+ 3.9%	- 14.0%	5.8	+ 84.4%	+ 1.2%	124	- 43.6%	- 15.1%
\$200,001 to \$300,000	215	- 0.9%	0.0%	3.8	+ 61.7%	+ 19.3%	57	- 38.7%	- 16.2%
\$300,001 and Above	68	- 8.1%	- 6.8%	1.6	+ 2.8%	- 2.4%	42	- 10.6%	- 4.5%
Total	1,468	+ 1.7%	- 7.0%	4.5	+ 79.0%	+ 10.5%	329	- 43.2%	- 15.9%

Showings

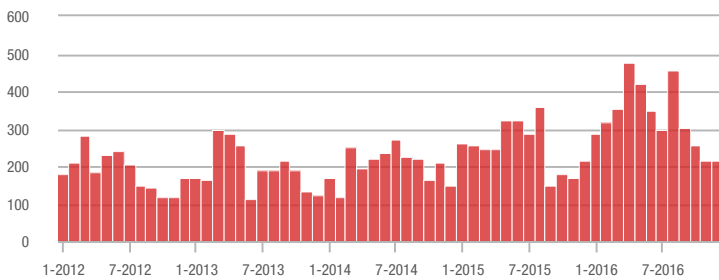
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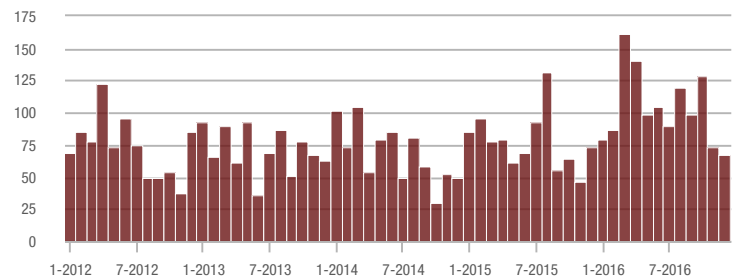
\$100,001 to \$200,000



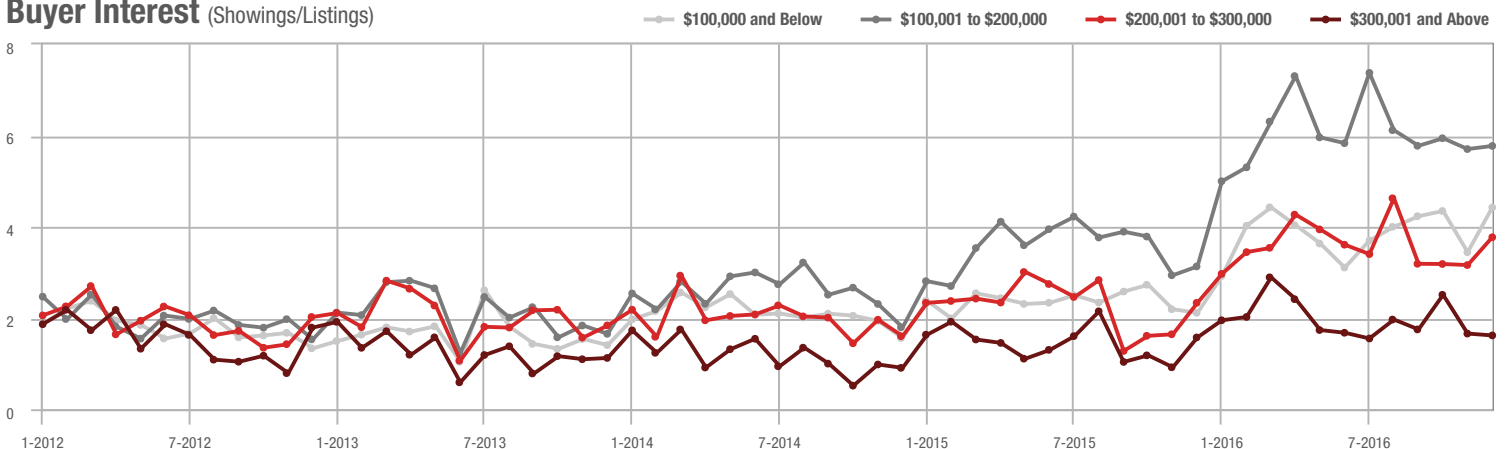
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

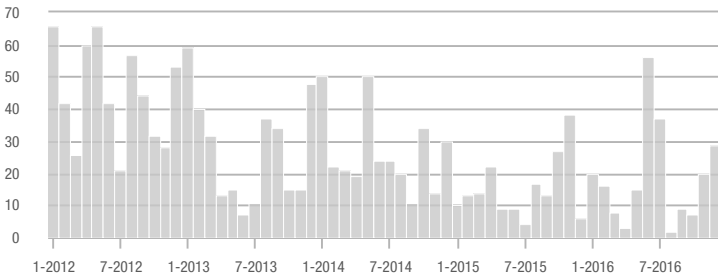


Huntersville, NC

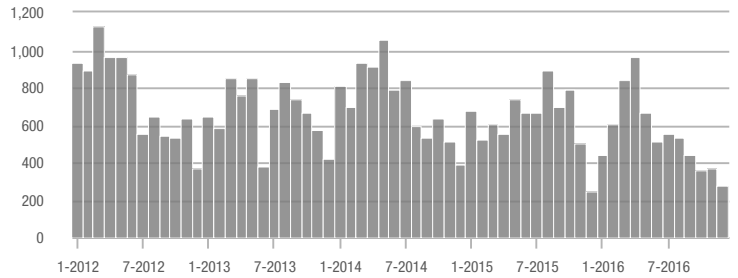
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	29	+ 383.3%	+ 45.0%	1.7	+ 553.9%	+ 62.1%	17	- 26.1%	- 10.5%
\$100,001 to \$200,000	276	+ 13.1%	- 24.4%	9.5	+ 106.7%	- 0.9%	29	- 45.3%	- 23.7%
\$200,001 to \$300,000	594	- 0.3%	- 20.7%	7.7	+ 47.6%	+ 19.5%	77	- 32.5%	- 33.6%
\$300,001 and Above	723	+ 62.1%	- 18.2%	3.7	+ 44.0%	+ 1.3%	197	+ 12.6%	- 19.3%
Total	1,622	+ 25.5%	- 19.6%	5.1	+ 43.2%	+ 4.7%	320	- 12.3%	- 23.3%

Showings

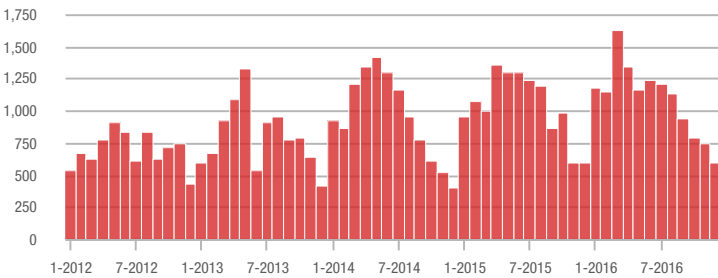
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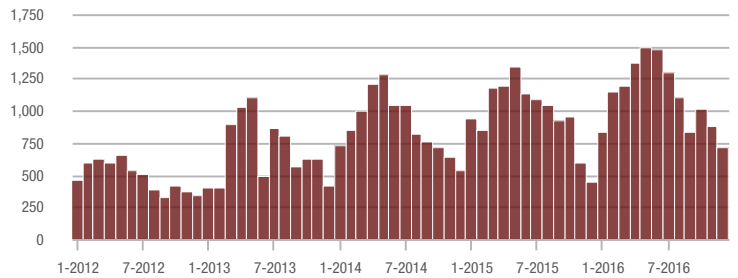
\$100,001 to \$200,000



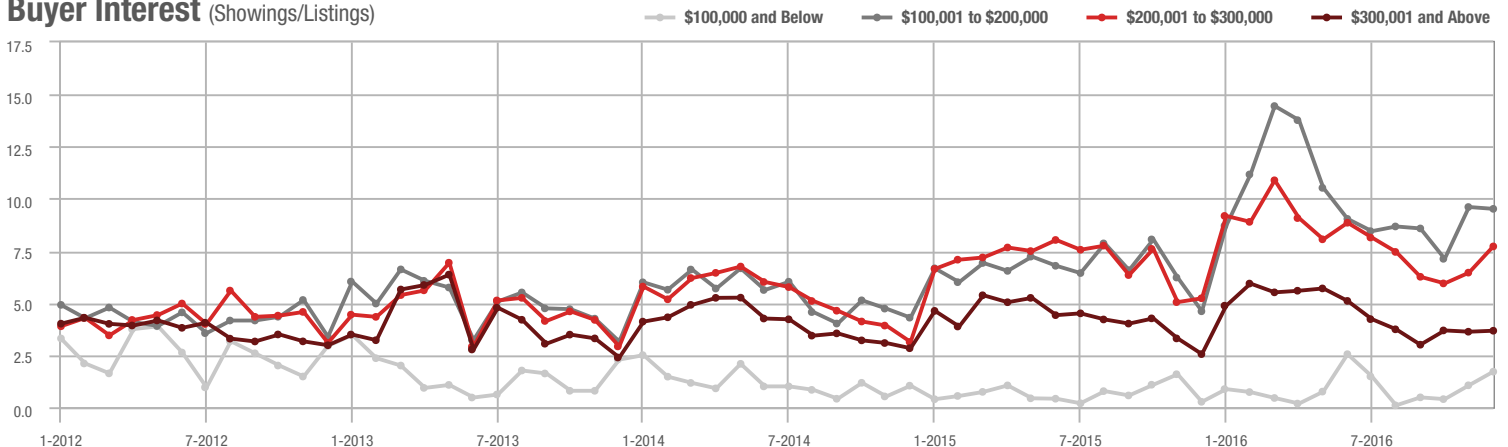
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

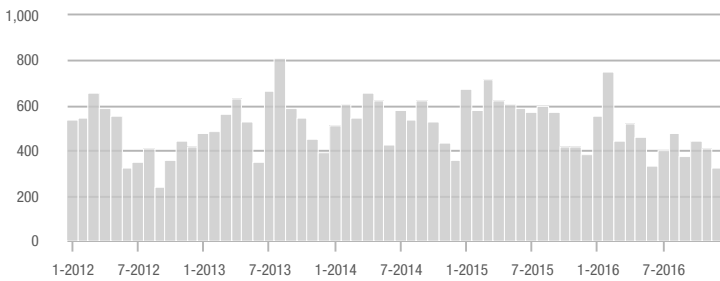


Iredell County, NC

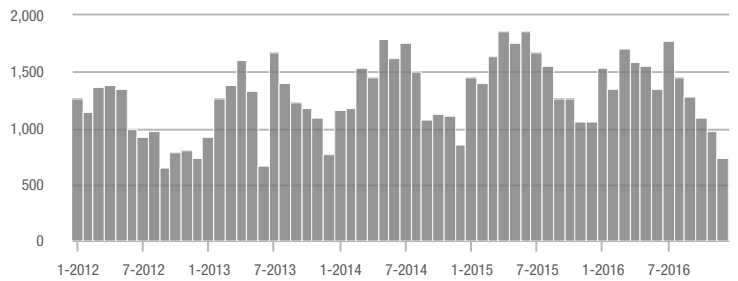
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	322	- 15.5%	- 20.7%	2.1	+ 39.2%	- 9.6%	150	- 39.3%	- 12.3%
\$100,001 to \$200,000	734	- 31.0%	- 24.9%	3.6	+ 26.2%	- 7.6%	205	- 45.3%	- 18.7%
\$200,001 to \$300,000	628	- 17.5%	- 26.5%	3.0	+ 23.8%	- 13.2%	210	- 33.3%	- 15.3%
\$300,001 and Above	1,085	+ 28.9%	- 24.4%	2.0	+ 30.3%	- 11.9%	552	- 1.1%	- 14.2%
Total	2,769	- 9.2%	- 24.6%	2.5	+ 21.6%	- 11.3%	1,117	- 25.3%	- 15.0%

Showings

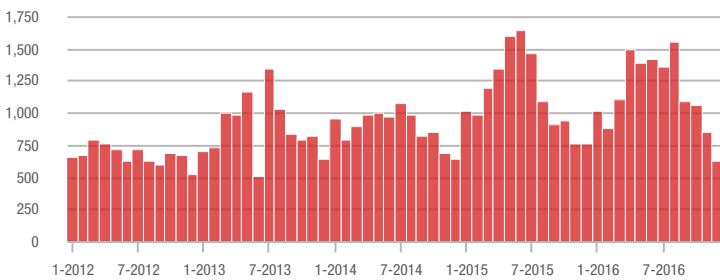
\$100,000 and Below



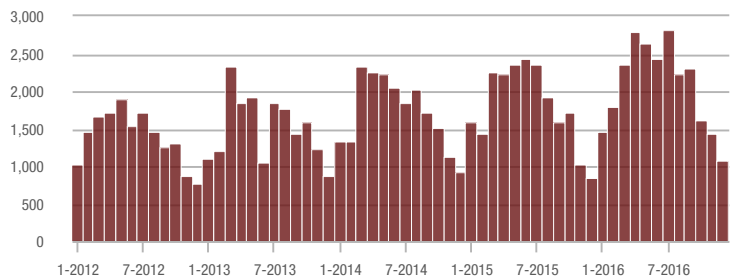
\$100,001 to \$200,000



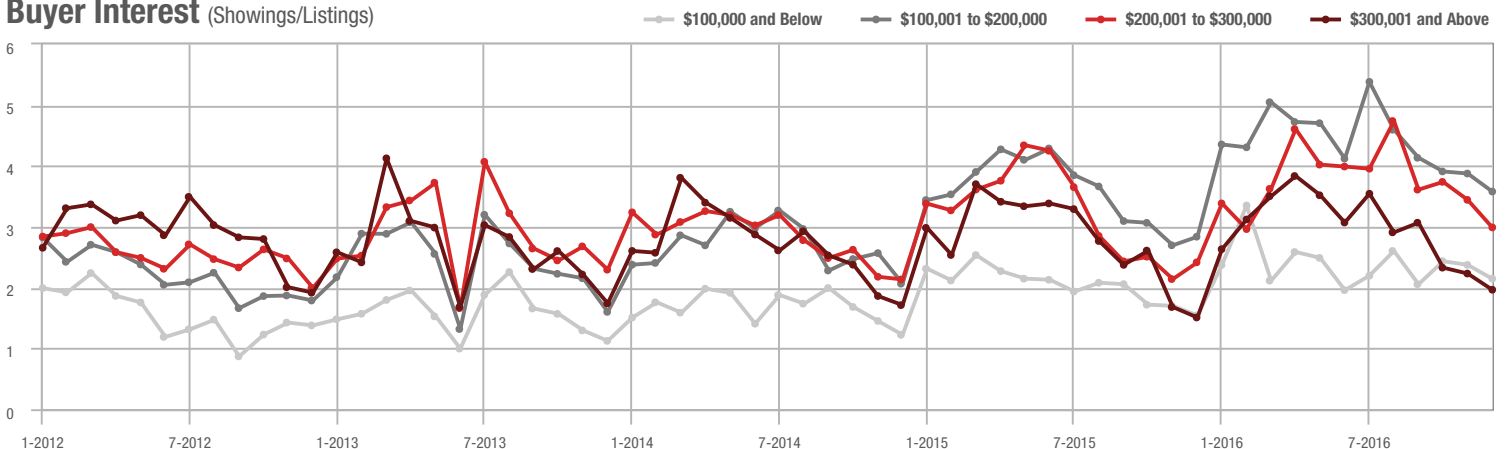
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

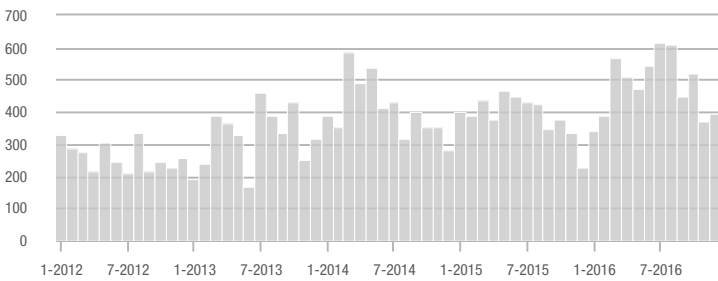


Kannapolis, NC

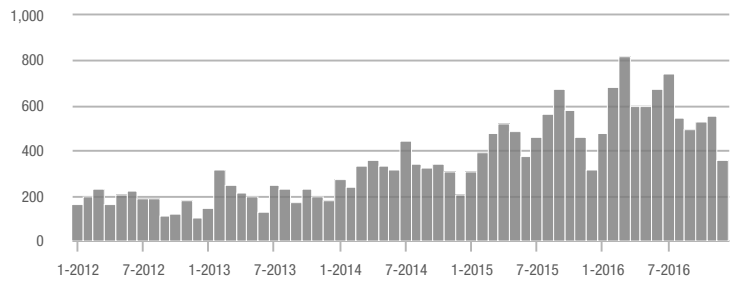
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	395	+ 74.0%	+ 6.5%	4.0	+ 141.5%	+ 23.9%	98	- 27.9%	- 14.0%
\$100,001 to \$200,000	358	+ 14.4%	- 35.3%	5.1	+ 63.4%	- 18.6%	70	- 30.0%	- 20.5%
\$200,001 to \$300,000	53	+ 112.0%	+ 3.9%	2.6	+ 80.2%	+ 3.9%	20	+ 17.6%	0.0%
\$300,001 and Above	63	+ 80.0%	- 1.6%	2.6	+ 132.5%	+ 23.0%	24	- 22.6%	- 20.0%
Total	869	+ 44.8%	- 16.4%	4.1	+ 94.0%	- 0.6%	212	- 25.4%	- 15.9%

Showings

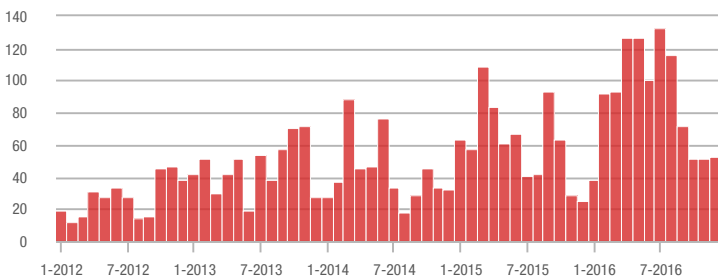
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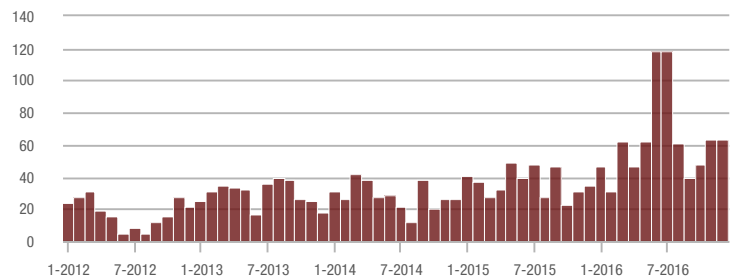
\$100,001 to \$200,000



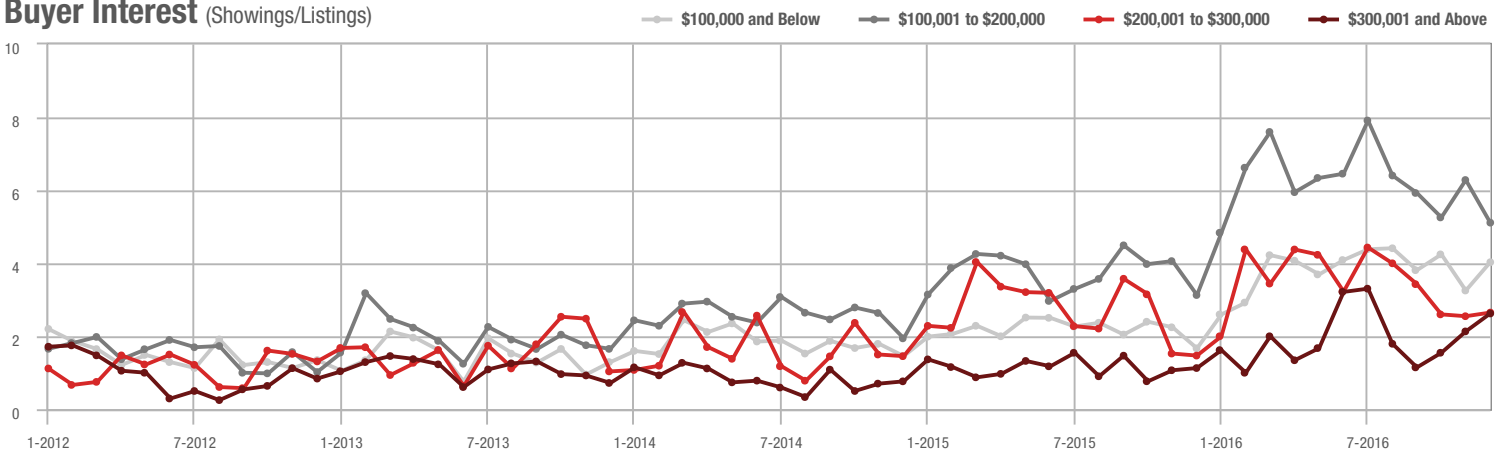
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

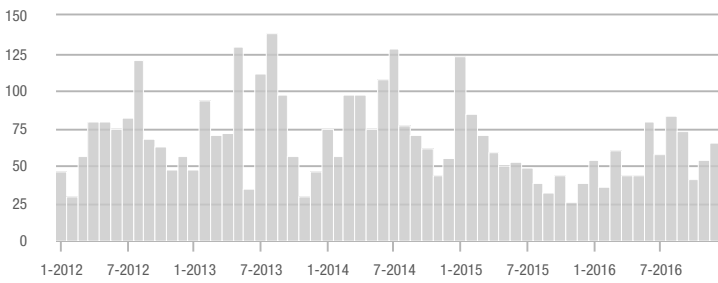


Lake Norman

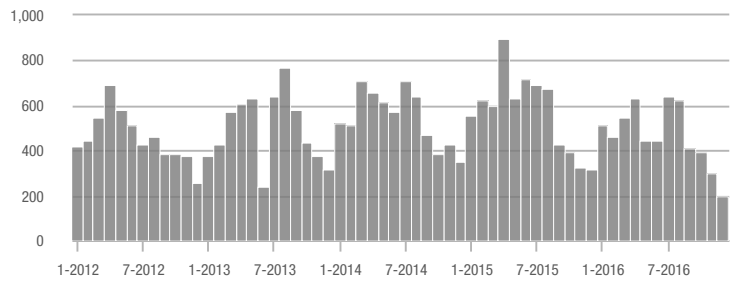
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	65	+ 66.7%	+ 20.4%	0.8	+ 85.7%	+ 34.1%	79	- 10.2%	- 10.2%
\$100,001 to \$200,000	195	- 38.9%	- 34.3%	2.7	+ 10.2%	- 18.6%	71	- 44.5%	- 19.3%
\$200,001 to \$300,000	364	- 27.8%	- 25.1%	2.7	+ 4.6%	- 16.2%	134	- 30.9%	- 10.7%
\$300,001 and Above	1,675	+ 14.5%	- 24.0%	2.3	+ 25.0%	- 9.9%	744	- 8.4%	- 15.6%
Total	2,299	- 1.1%	- 24.4%	2.2	+ 17.5%	- 11.1%	1,028	- 15.9%	- 14.9%

Showings

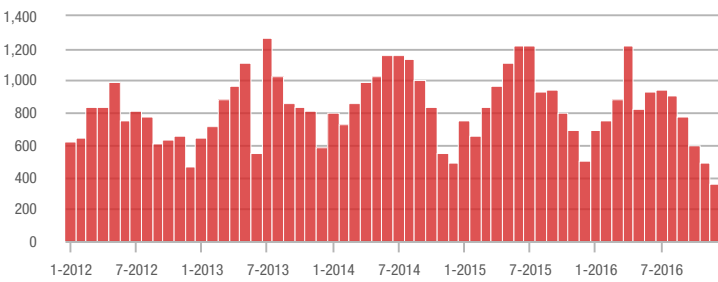
\$100,000 and Below



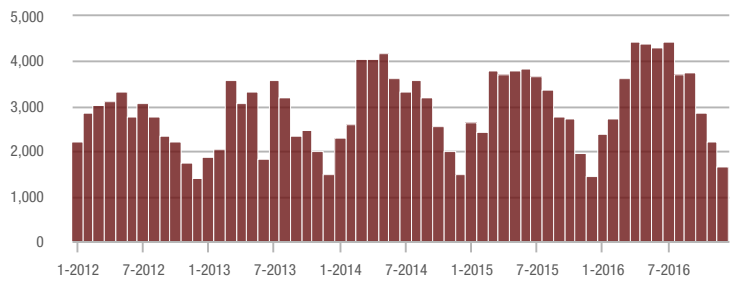
\$100,001 to \$200,000



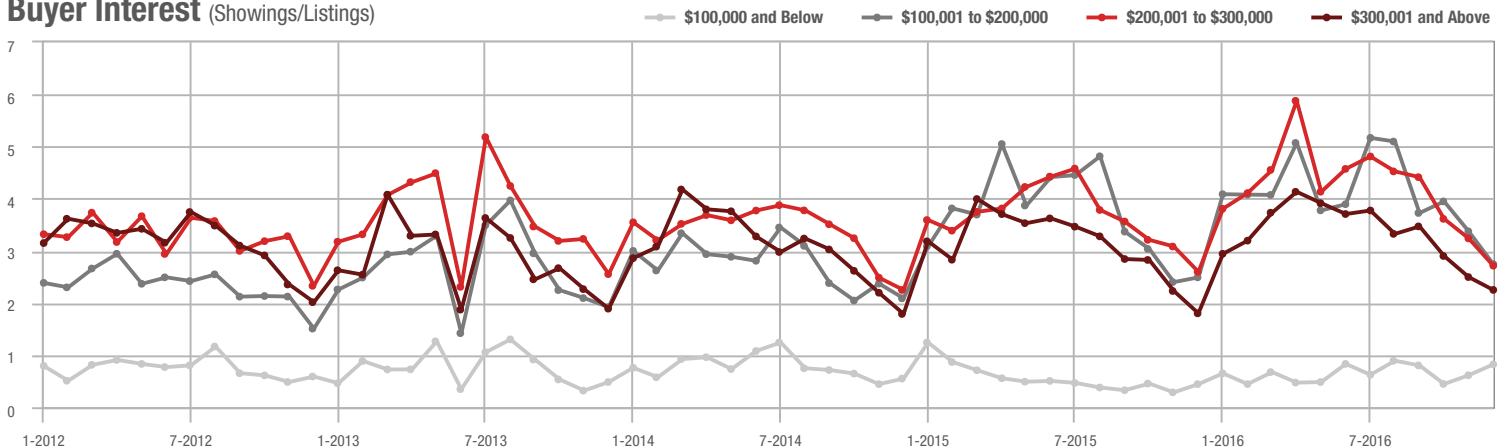
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

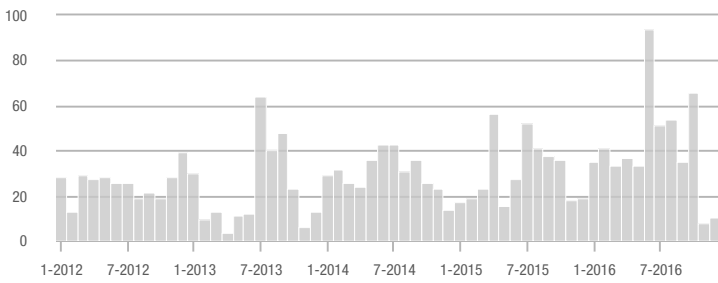


Lake Wylie

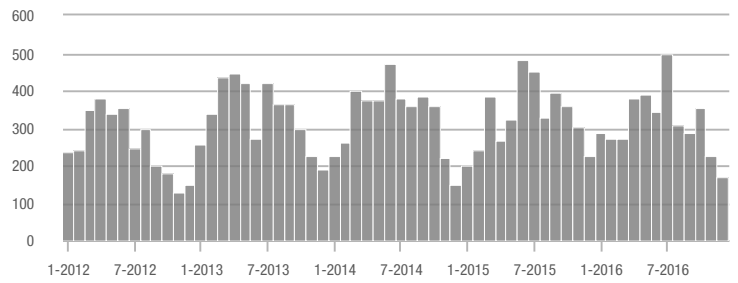
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	10	- 47.4%	+ 25.0%	0.2	- 45.6%	+ 29.3%	58	- 3.3%	- 3.3%
\$100,001 to \$200,000	168	- 25.7%	- 25.3%	2.7	+ 1.9%	- 20.5%	62	- 27.1%	- 6.1%
\$200,001 to \$300,000	263	- 4.7%	- 37.8%	3.7	+ 54.3%	- 23.8%	71	- 38.3%	- 18.4%
\$300,001 and Above	569	- 3.4%	- 33.8%	2.0	+ 10.7%	- 23.9%	287	- 12.8%	- 13.0%
Total	1,010	- 9.0%	- 33.4%	2.1	+ 12.1%	- 24.3%	478	- 18.8%	- 12.0%

Showings

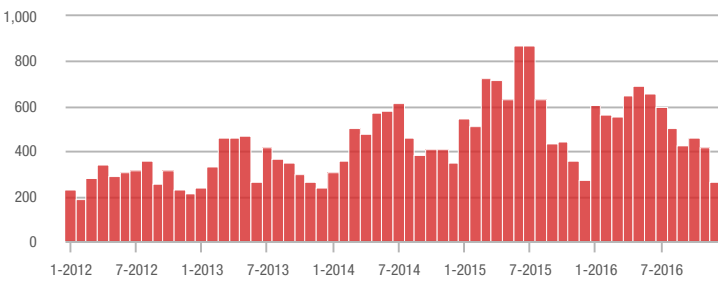
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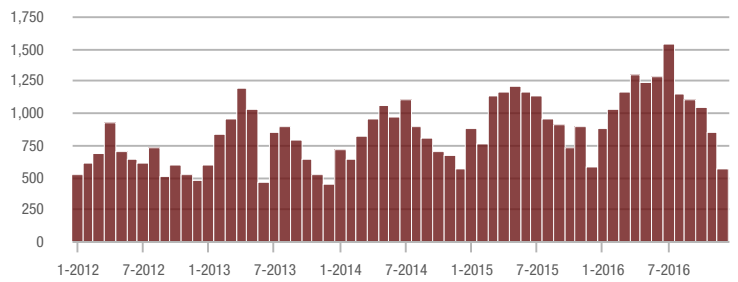
\$100,001 to \$200,000



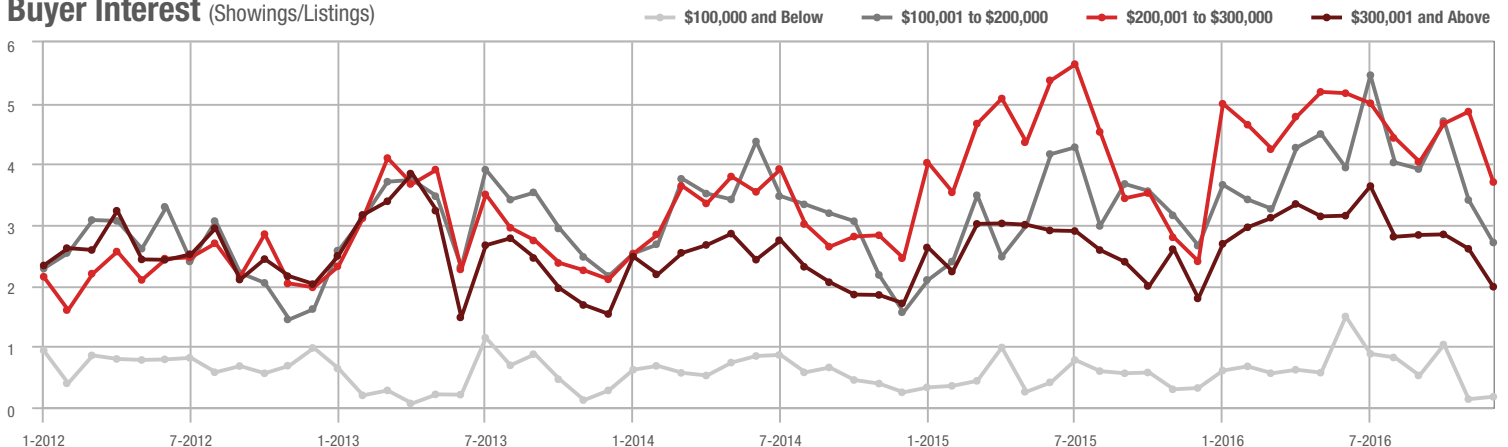
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

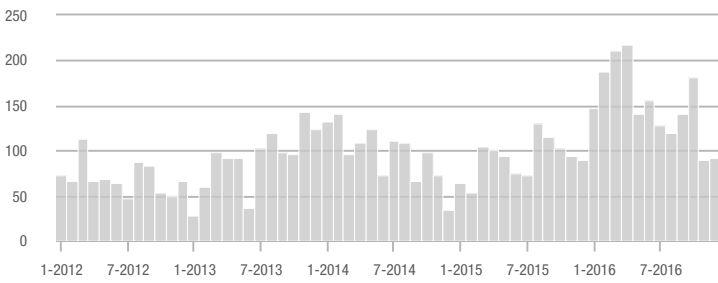


Lancaster County, SC

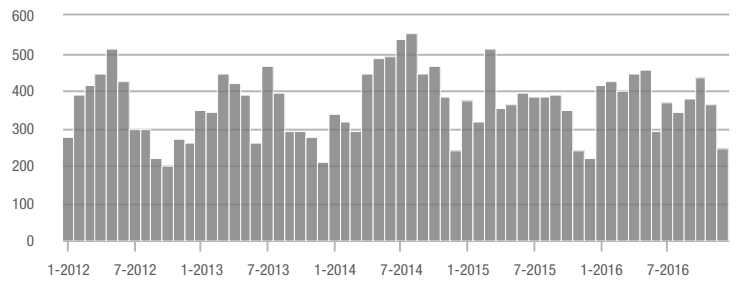
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	91	+ 2.2%	+ 2.2%	1.7	+ 67.3%	+ 15.3%	55	- 38.9%	- 11.3%
\$100,001 to \$200,000	245	+ 10.4%	- 33.1%	3.8	+ 52.8%	- 17.6%	65	- 27.8%	- 18.8%
\$200,001 to \$300,000	555	+ 35.7%	+ 13.3%	6.0	+ 84.4%	+ 20.7%	92	- 26.4%	- 6.1%
\$300,001 and Above	419	+ 33.0%	- 5.2%	2.7	+ 16.5%	+ 1.0%	153	+ 14.2%	- 6.1%
Total	1,310	+ 26.6%	- 5.6%	3.6	+ 52.2%	+ 4.3%	365	- 16.9%	- 9.4%

Showings

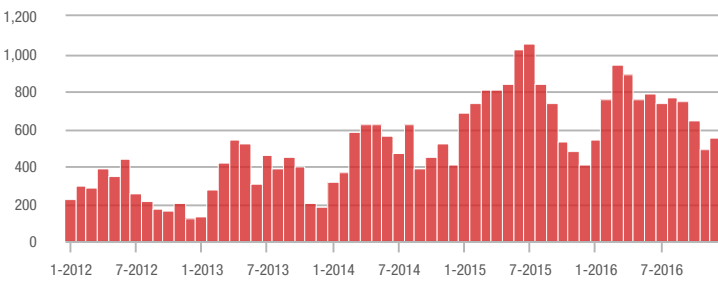
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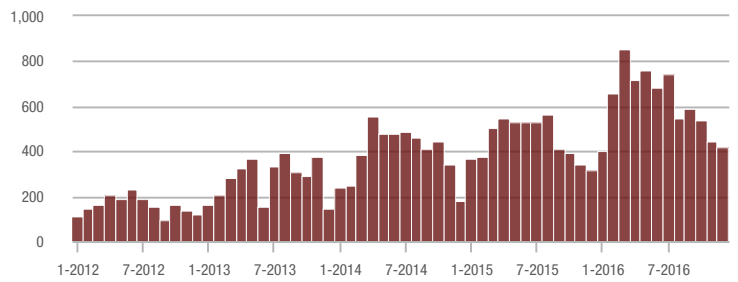
\$100,001 to \$200,000



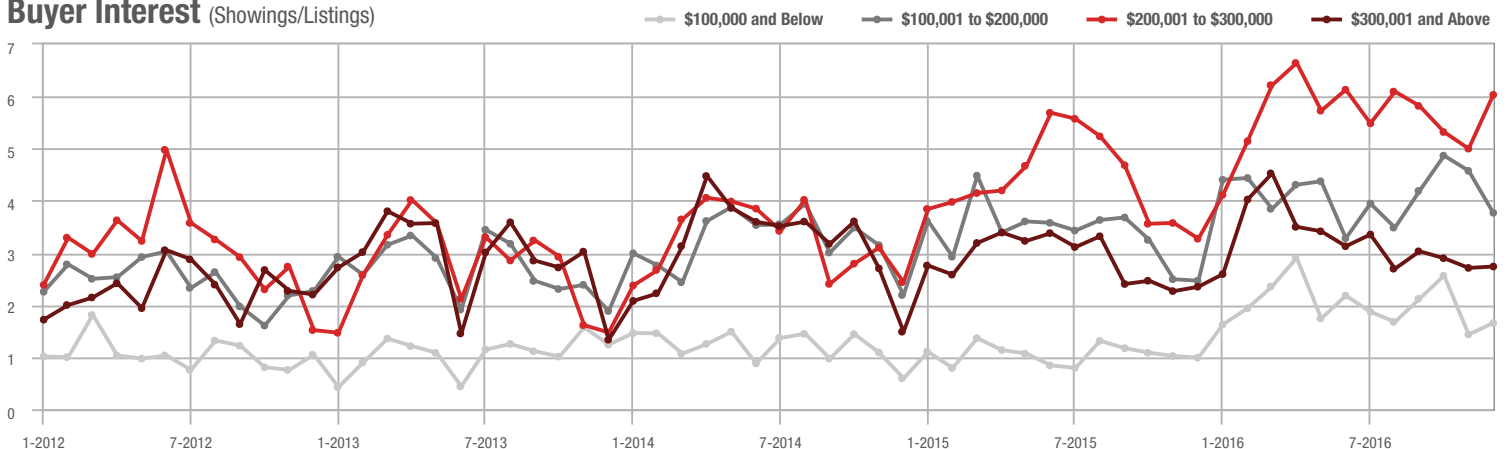
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

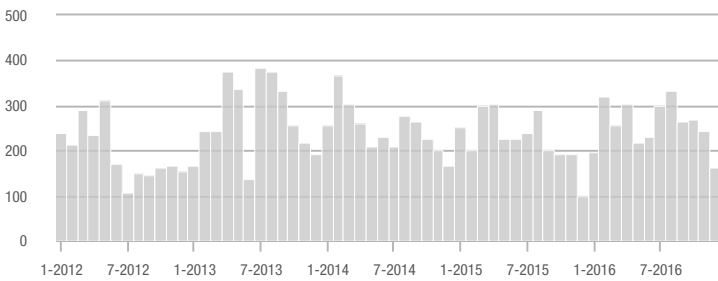


Lincoln County, NC

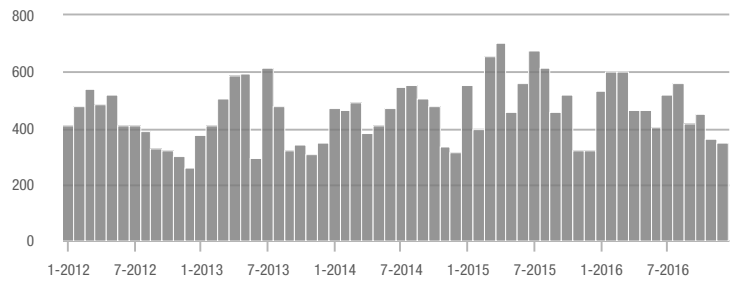
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	163	+ 66.3%	- 33.5%	1.5	+ 120.8%	- 23.2%	110	- 24.7%	- 13.4%
\$100,001 to \$200,000	351	+ 8.3%	- 2.8%	3.6	+ 59.2%	+ 12.1%	98	- 31.9%	- 13.3%
\$200,001 to \$300,000	210	- 7.1%	- 29.3%	2.6	+ 18.2%	- 16.2%	81	- 21.4%	- 15.6%
\$300,001 and Above	377	- 3.6%	- 21.6%	1.9	+ 4.3%	- 10.1%	197	- 7.5%	- 12.8%
Total	1,101	+ 6.0%	- 20.4%	2.3	+ 32.1%	- 8.0%	486	- 19.8%	- 13.5%

Showings

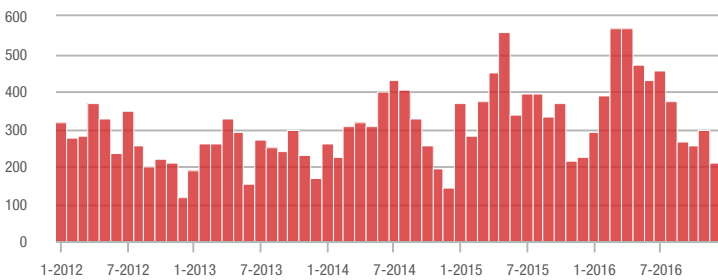
\$100,000 and Below



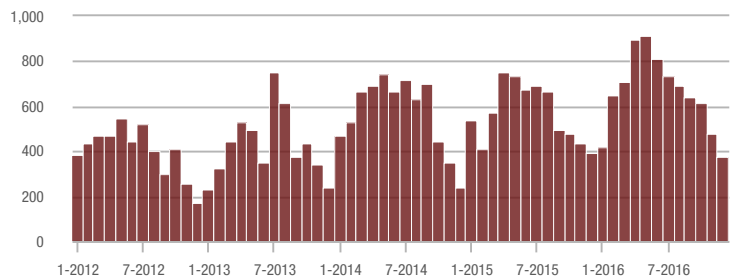
\$100,001 to \$200,000



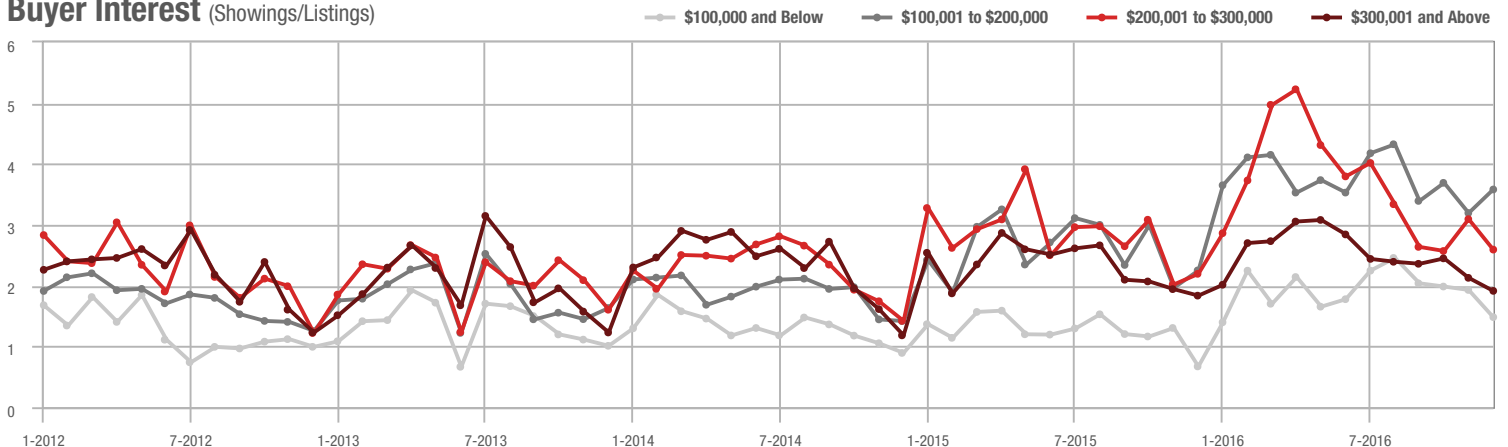
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

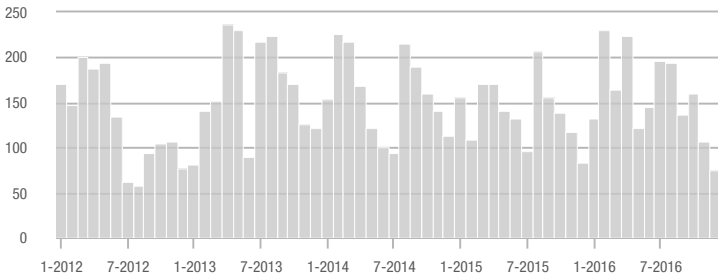


Lincolnton, NC

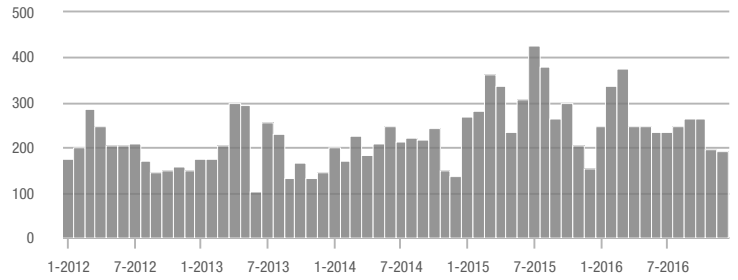
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	74	- 10.8%	- 30.8%	1.9	+ 82.8%	- 15.3%	40	- 51.2%	- 18.4%
\$100,001 to \$200,000	191	+ 23.2%	- 3.5%	3.4	+ 79.4%	+ 3.2%	57	- 31.3%	- 6.6%
\$200,001 to \$300,000	57	- 19.7%	+ 21.3%	2.4	- 6.3%	+ 31.4%	24	- 14.3%	- 7.7%
\$300,001 and Above	36	+ 100.0%	+ 2.9%	1.9	+ 152.6%	- 2.6%	19	- 20.8%	+ 5.6%
Total	358	+ 9.5%	- 7.5%	2.6	+ 69.7%	+ 1.8%	140	- 35.5%	- 9.1%

Showings

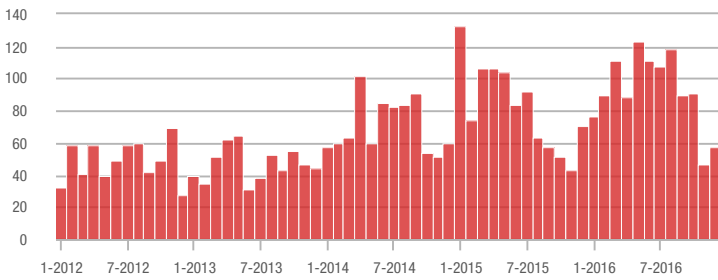
\$100,000 and Below



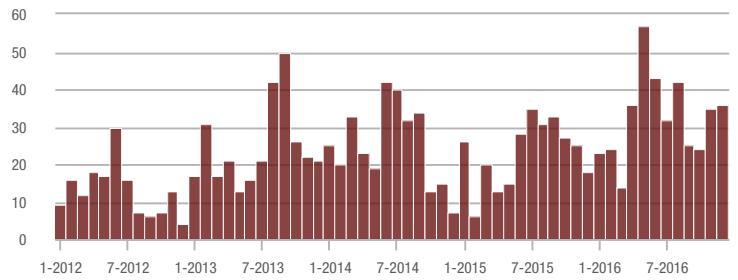
\$100,001 to \$200,000



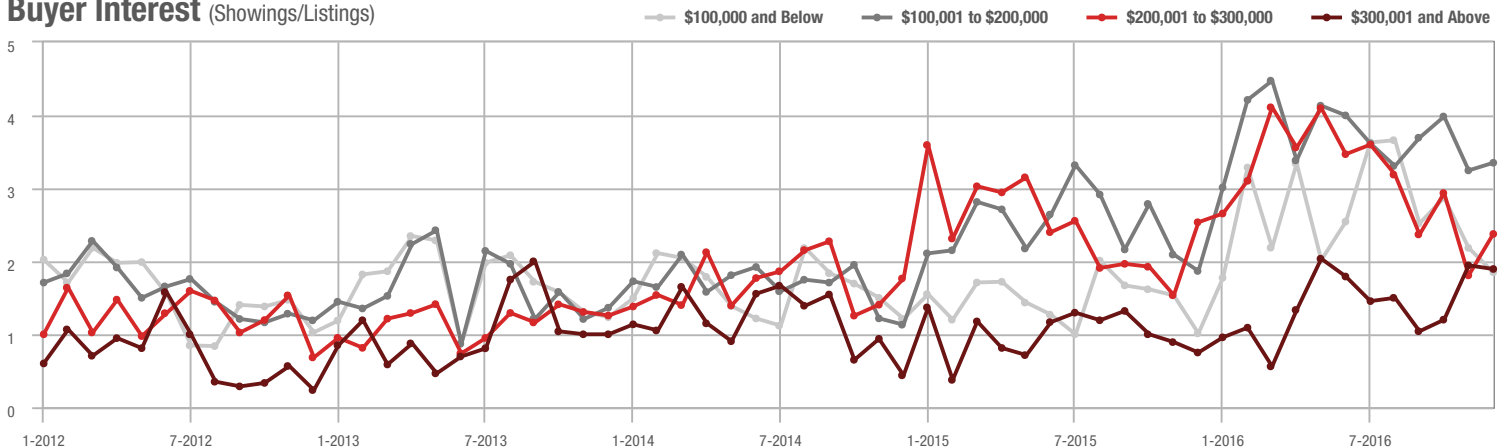
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

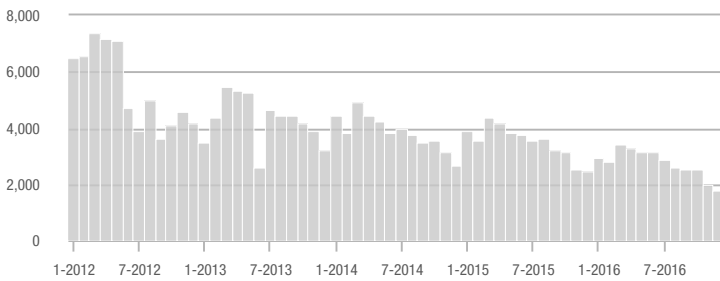


Mecklenburg County, NC

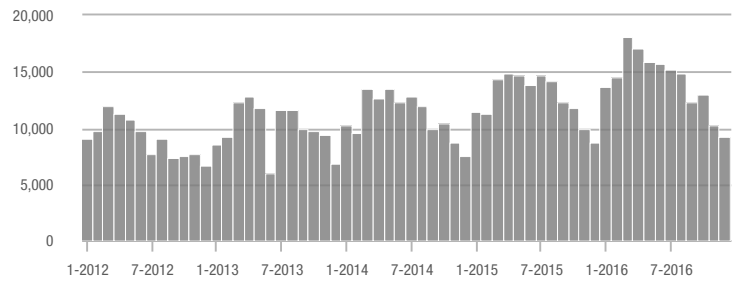
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	1,772	- 27.9%	- 11.9%	6.5	+ 55.7%	+ 8.7%	274	- 53.7%	- 18.9%
\$100,001 to \$200,000	9,180	+ 5.0%	- 10.3%	10.3	+ 58.2%	+ 8.2%	894	- 33.7%	- 17.1%
\$200,001 to \$300,000	5,652	+ 3.8%	- 20.1%	7.2	+ 31.9%	+ 0.1%	784	- 21.3%	- 20.2%
\$300,001 and Above	7,587	+ 13.6%	- 16.2%	4.1	+ 13.8%	- 0.2%	1,847	- 0.2%	- 16.0%
Total	24,191	+ 3.7%	- 14.7%	6.4	+ 30.7%	+ 3.2%	3,799	- 20.6%	- 17.3%

Showings

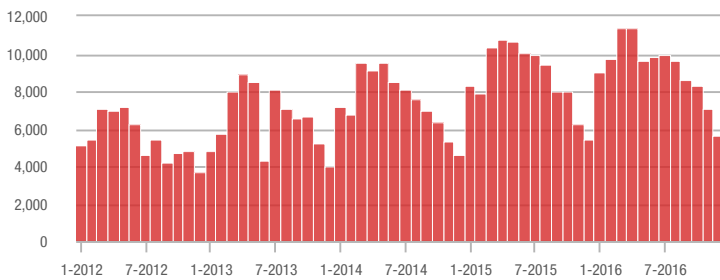
\$100,000 and Below



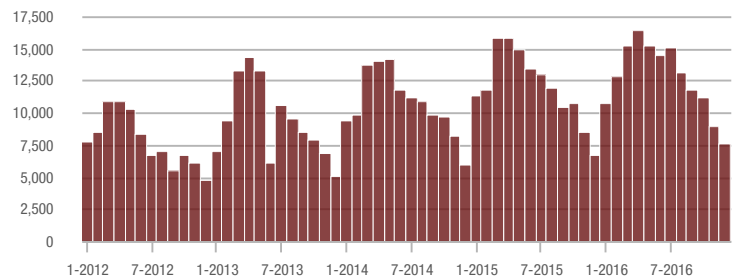
\$100,001 to \$200,000



\$200,001 to \$300,000

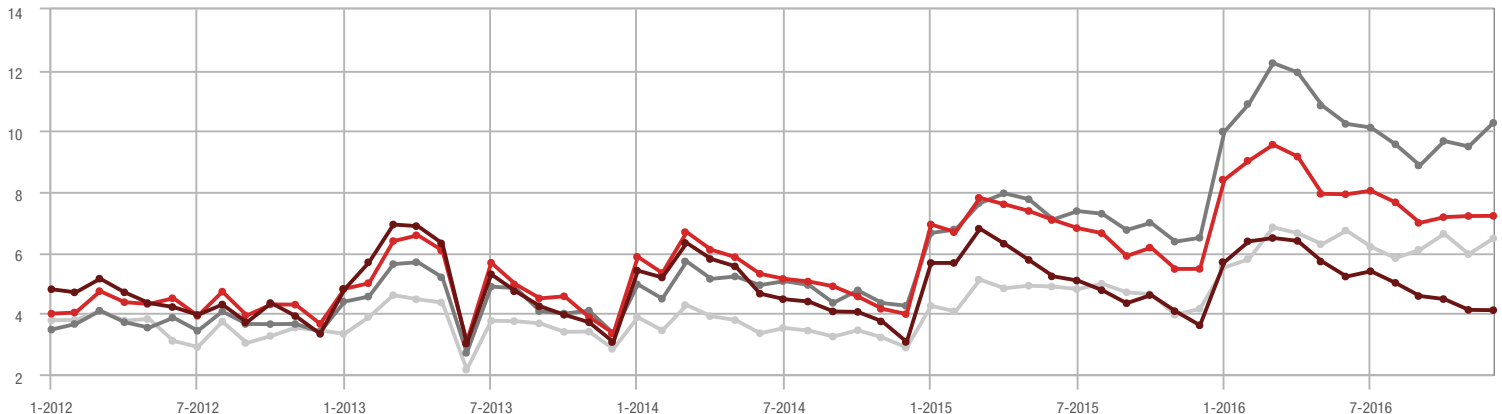


\$300,001 and Above



Buyer Interest (Showings/Listings)

— \$100,000 and Below — \$100,001 to \$200,000 — \$200,001 to \$300,000 — \$300,001 and Above

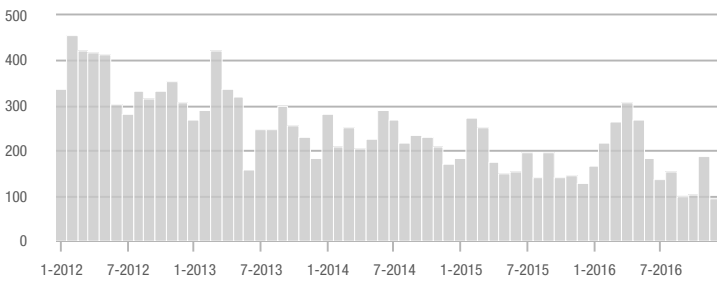


Monroe, NC

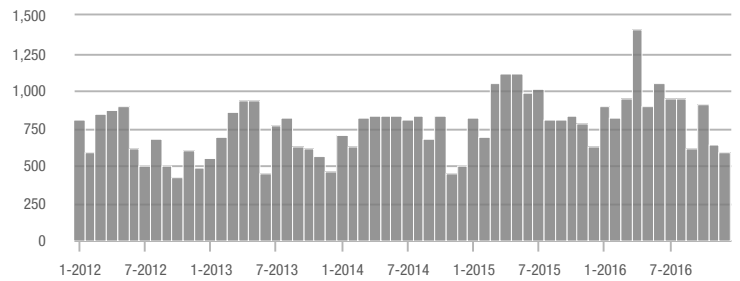
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	92	- 28.1%	- 51.3%	2.4	+ 49.4%	- 41.1%	38	- 51.9%	- 17.4%
\$100,001 to \$200,000	588	- 5.6%	- 9.1%	5.7	+ 36.1%	+ 8.4%	104	- 30.7%	- 16.1%
\$200,001 to \$300,000	363	+ 89.1%	- 7.4%	4.5	+ 124.5%	+ 10.0%	80	- 15.8%	- 15.8%
\$300,001 and Above	143	+ 81.0%	+ 20.2%	2.3	+ 107.7%	+ 32.0%	61	- 12.9%	- 9.0%
Total	1,186	+ 16.0%	- 12.0%	4.2	+ 61.6%	+ 3.3%	283	- 28.2%	- 14.8%

Showings

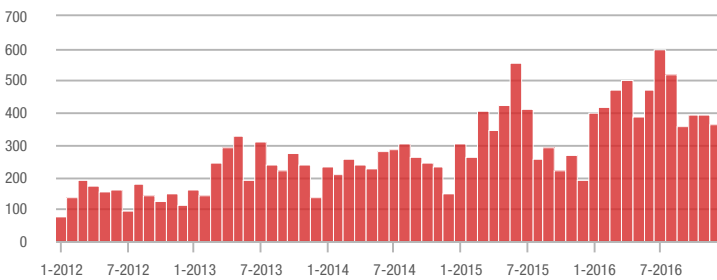
\$100,000 and Below



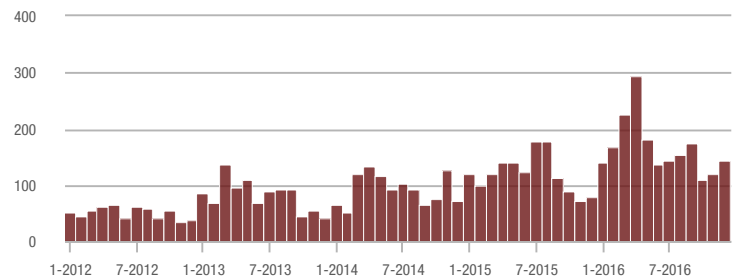
\$100,001 to \$200,000



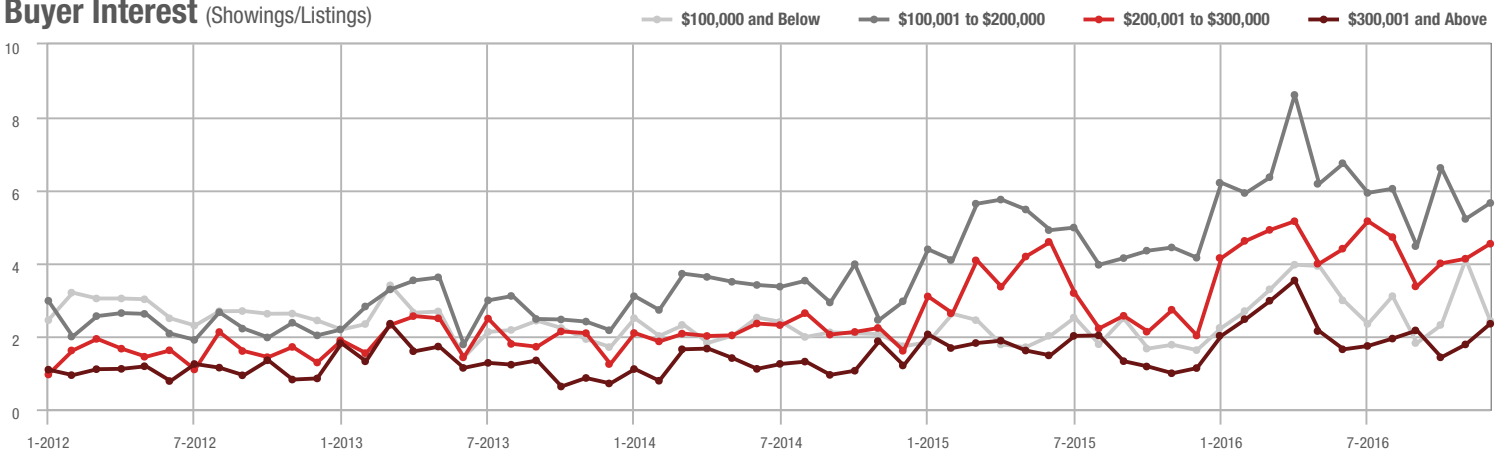
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

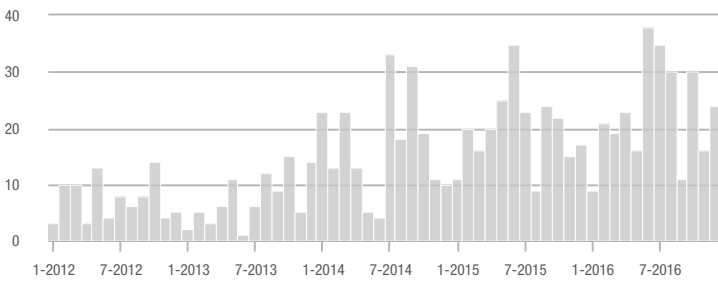


Montgomery County, NC

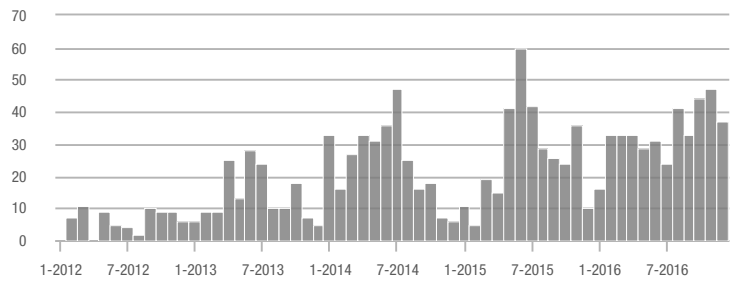
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	24	+ 41.2%	+ 50.0%	0.5	+ 55.6%	+ 65.3%	49	- 9.3%	- 9.3%
\$100,001 to \$200,000	37	+ 270.0%	- 21.3%	1.0	+ 460.0%	- 17.0%	37	- 33.9%	- 5.1%
\$200,001 to \$300,000	10	+ 25.0%	- 50.0%	0.5	+ 87.5%	- 36.4%	22	- 33.3%	- 21.4%
\$300,001 and Above	28	+ 47.4%	- 33.3%	0.5	+ 82.3%	- 17.5%	59	- 19.2%	- 19.2%
Total	99	+ 83.3%	- 20.8%	0.6	+ 137.1%	- 8.0%	167	- 22.7%	- 13.9%

Showings

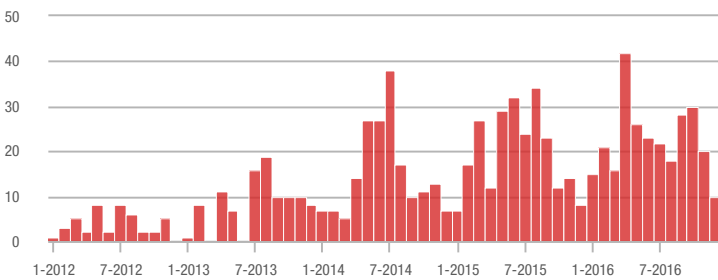
\$100,000 and Below



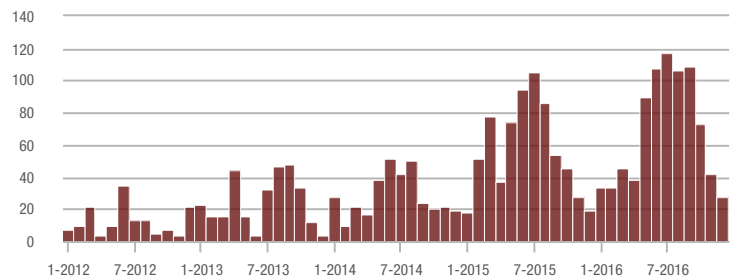
\$100,001 to \$200,000



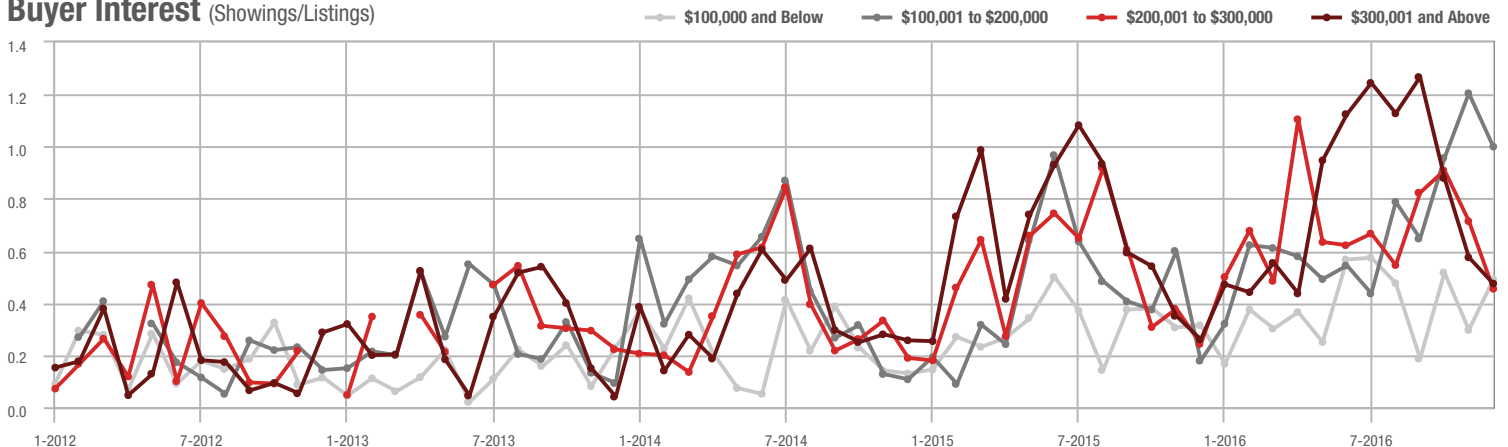
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

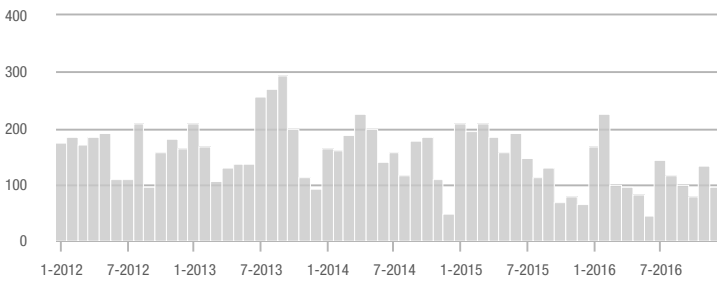


Mooresville, NC

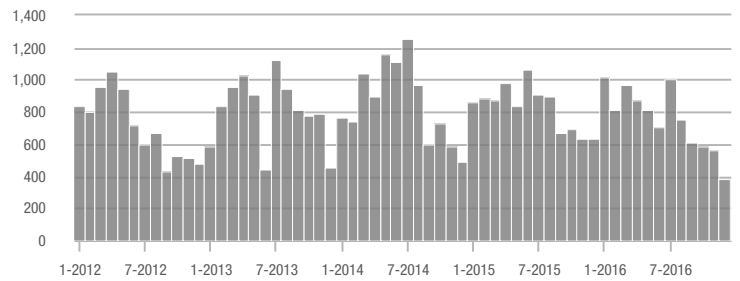
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	97	+ 51.6%	- 26.5%	2.3	+ 93.9%	- 19.7%	43	- 21.8%	- 8.5%
\$100,001 to \$200,000	381	- 40.4%	- 32.1%	4.8	+ 28.9%	- 13.4%	80	- 53.8%	- 21.6%
\$200,001 to \$300,000	484	- 19.7%	- 27.1%	3.8	+ 19.5%	- 13.5%	129	- 32.8%	- 15.7%
\$300,001 and Above	909	+ 24.2%	- 25.9%	2.1	+ 25.1%	- 13.2%	425	- 0.7%	- 14.7%
Total	1,871	- 8.2%	- 27.6%	2.8	+ 15.0%	- 14.4%	677	- 20.2%	- 15.4%

Showings

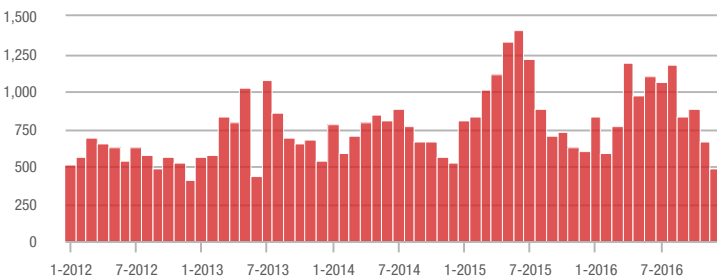
\$100,000 and Below



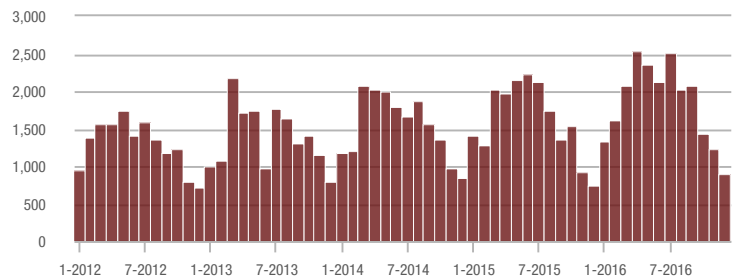
\$100,001 to \$200,000



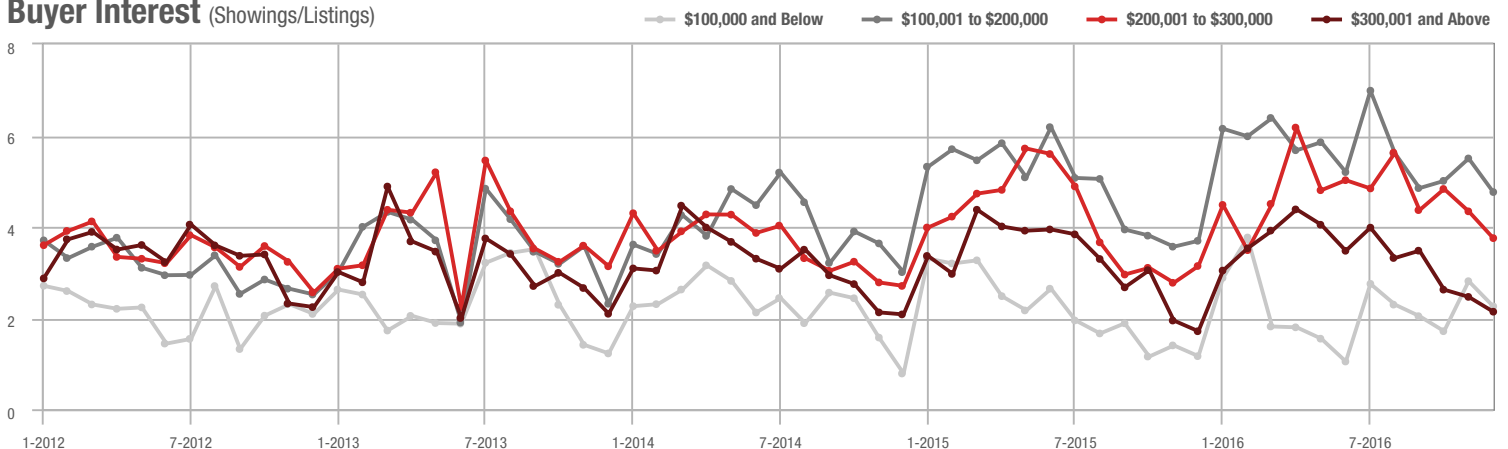
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

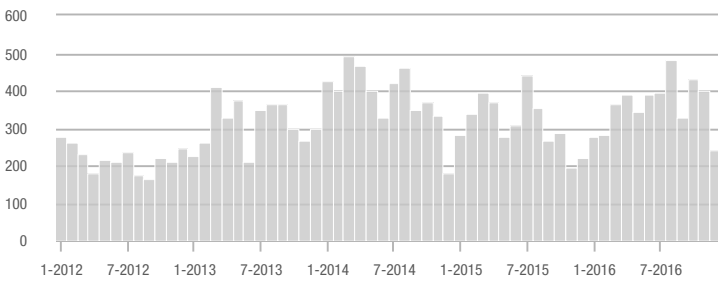


Rock Hill, SC

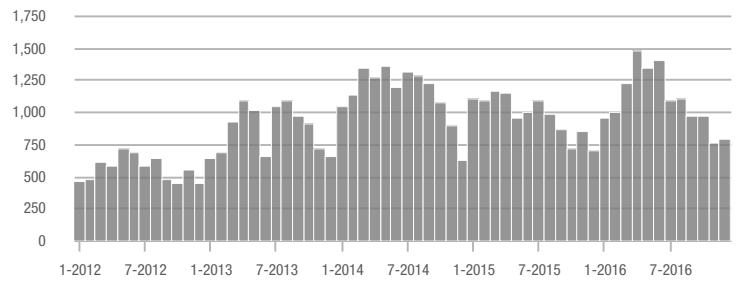
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	240	+ 9.1%	- 39.7%	2.3	+ 38.7%	- 30.3%	103	- 21.4%	- 13.4%
\$100,001 to \$200,000	796	+ 13.1%	+ 4.6%	8.8	+ 64.6%	+ 20.9%	90	- 31.3%	- 13.5%
\$200,001 to \$300,000	389	+ 97.5%	- 24.9%	4.5	+ 83.7%	- 7.4%	86	+ 7.5%	- 18.9%
\$300,001 and Above	171	+ 31.5%	- 32.9%	1.7	+ 23.5%	- 22.7%	98	+ 6.5%	- 13.3%
Total	1,596	+ 27.6%	- 17.4%	4.2	+ 46.9%	- 3.1%	377	- 13.1%	- 14.7%

Showings

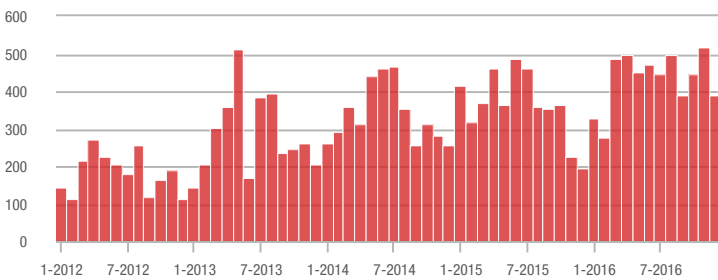
\$100,000 and Below



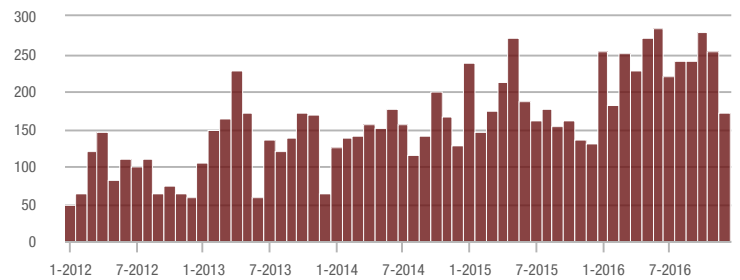
\$100,001 to \$200,000



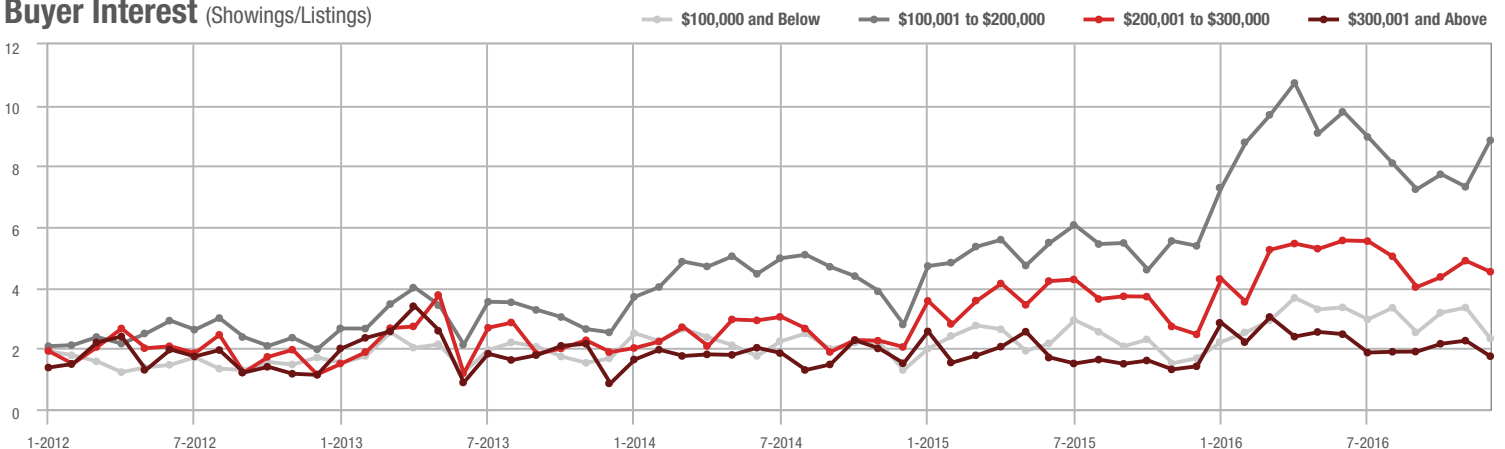
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

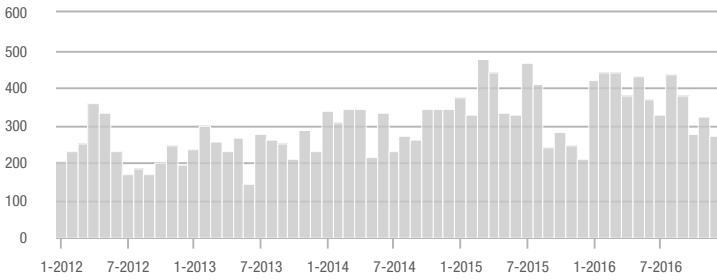


Salisbury, NC

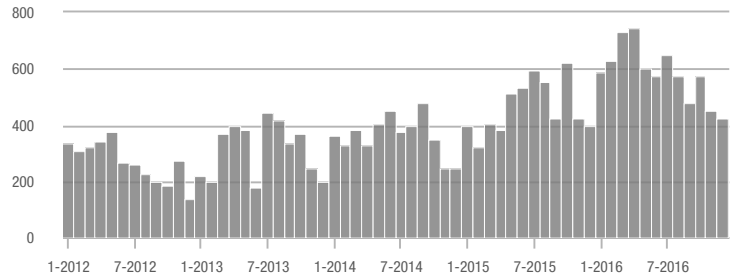
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	274	+ 31.7%	- 14.6%	2.2	+ 91.3%	- 2.4%	126	- 31.1%	- 12.5%
\$100,001 to \$200,000	421	+ 6.0%	- 7.1%	3.8	+ 81.2%	+ 13.2%	110	- 41.5%	- 17.9%
\$200,001 to \$300,000	123	+ 2.5%	- 0.8%	2.4	+ 36.0%	+ 22.1%	52	- 24.6%	- 18.8%
\$300,001 and Above	21	- 69.6%	- 68.2%	0.5	- 57.2%	- 65.9%	42	- 28.8%	- 6.7%
Total	839	+ 5.7%	- 13.0%	2.5	+ 59.8%	+ 2.1%	330	- 33.9%	- 14.7%

Showings

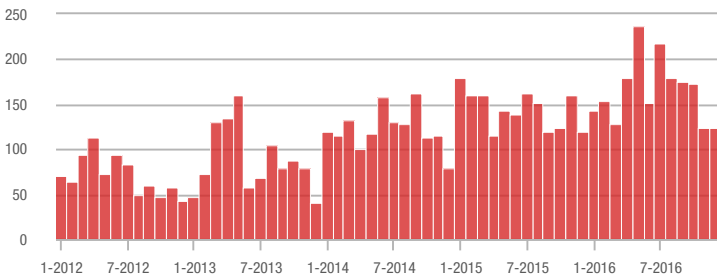
\$100,000 and Below



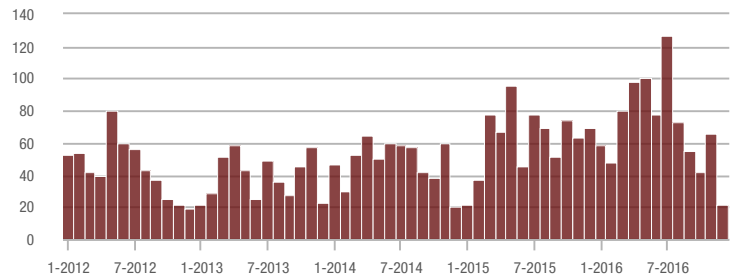
\$100,001 to \$200,000



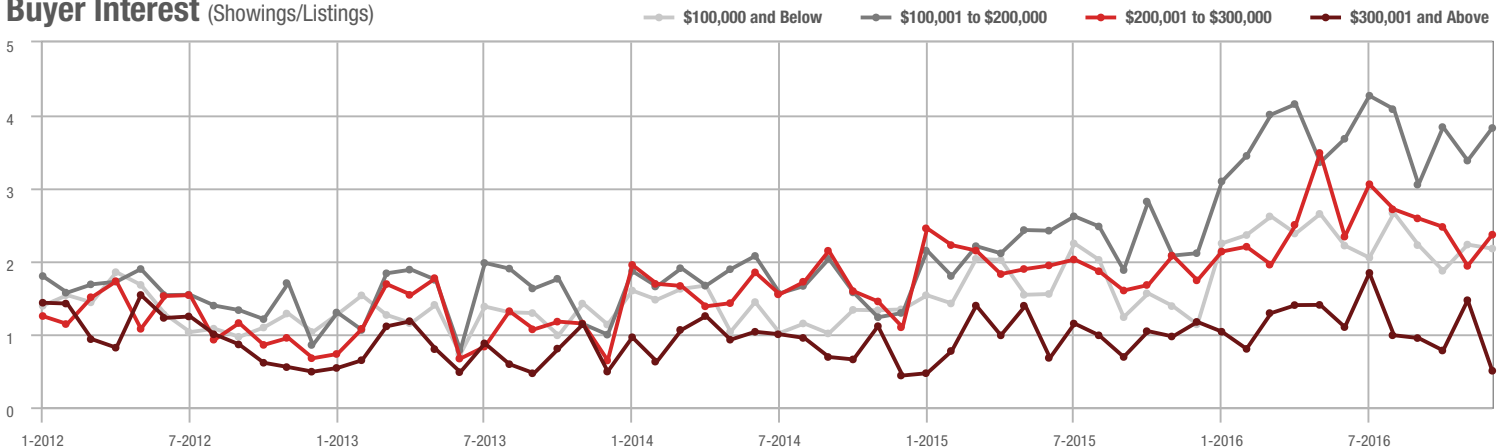
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

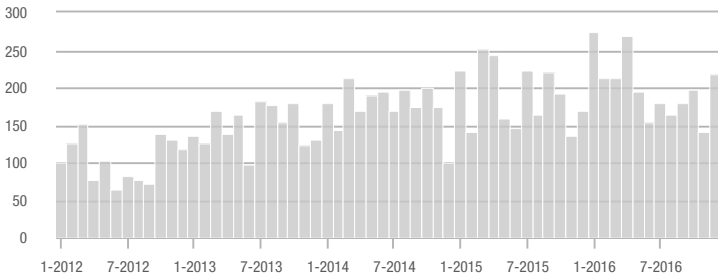


Stanly County, NC

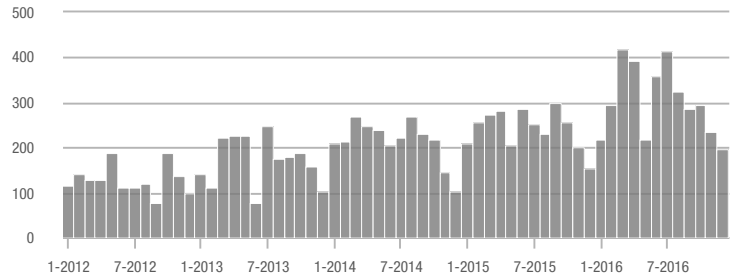
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	219	+ 28.8%	+ 56.4%	2.6	+ 122.8%	+ 63.8%	85	- 42.2%	- 4.5%
\$100,001 to \$200,000	196	+ 28.1%	- 16.9%	1.9	+ 85.9%	- 4.7%	102	- 31.1%	- 12.8%
\$200,001 to \$300,000	82	+ 127.8%	- 39.3%	1.3	+ 89.2%	- 34.6%	65	+ 20.4%	- 7.1%
\$300,001 and Above	58	+ 38.1%	- 17.1%	1.0	+ 73.2%	- 3.1%	59	- 20.3%	- 14.5%
Total	555	+ 38.4%	- 4.5%	1.8	+ 88.2%	+ 6.0%	311	- 26.5%	- 9.9%

Showings

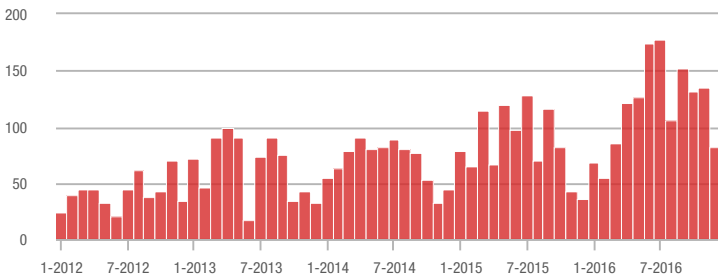
\$100,000 and Below



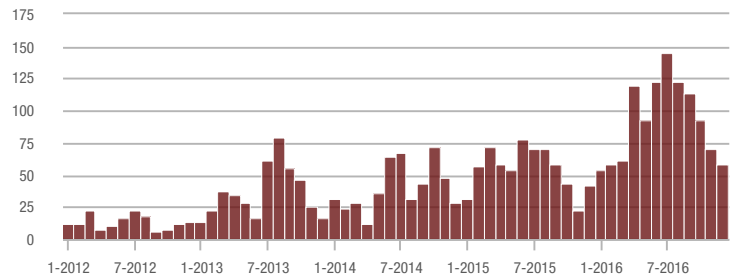
\$100,001 to \$200,000



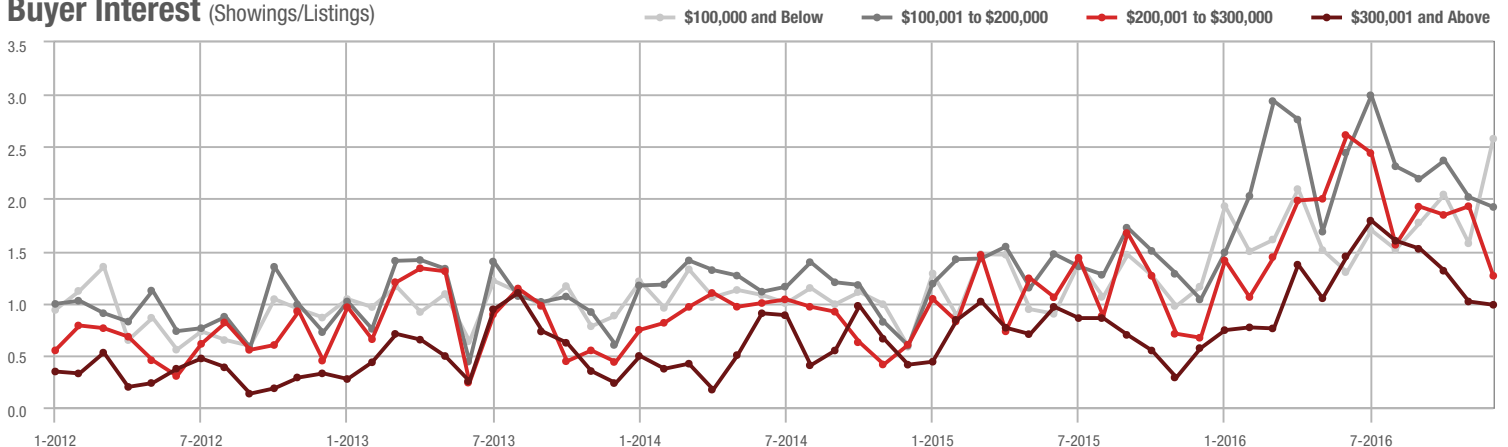
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

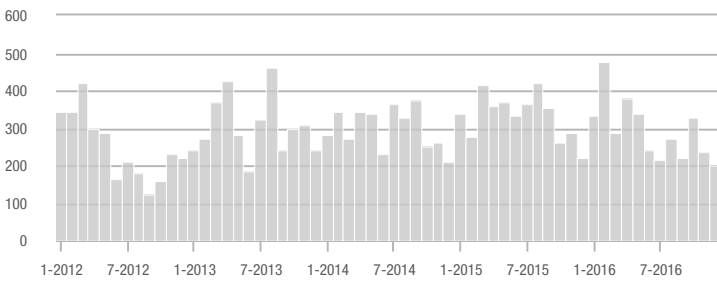


Statesville, NC

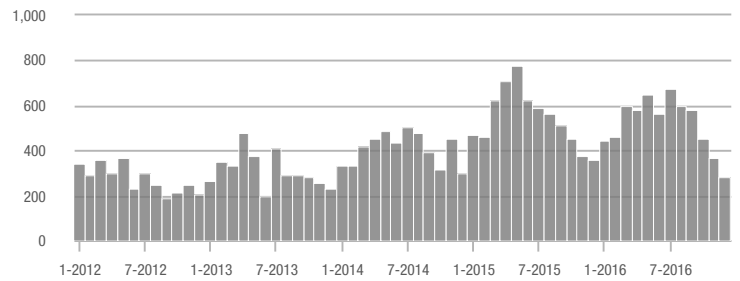
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	199	- 9.5%	- 15.3%	2.3	+ 39.8%	- 8.6%	88	- 35.3%	- 7.4%
\$100,001 to \$200,000	281	- 22.6%	- 23.0%	2.8	+ 29.0%	- 7.2%	102	- 40.0%	- 17.1%
\$200,001 to \$300,000	95	- 11.2%	- 34.0%	1.7	+ 39.5%	- 18.7%	56	- 36.4%	- 18.8%
\$300,001 and Above	80	+ 29.0%	- 22.3%	1.3	+ 59.8%	- 6.3%	63	- 19.2%	- 17.1%
Total	655	- 12.9%	- 22.7%	2.1	+ 33.0%	- 9.2%	309	- 34.5%	- 14.9%

Showings

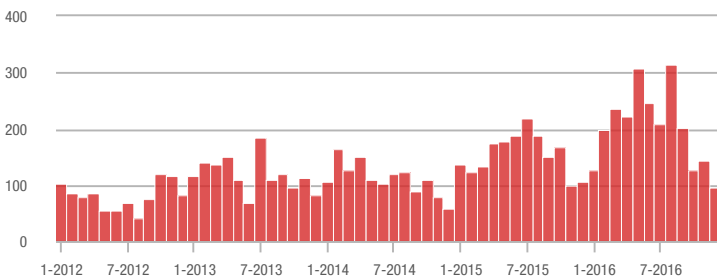
\$100,000 and Below



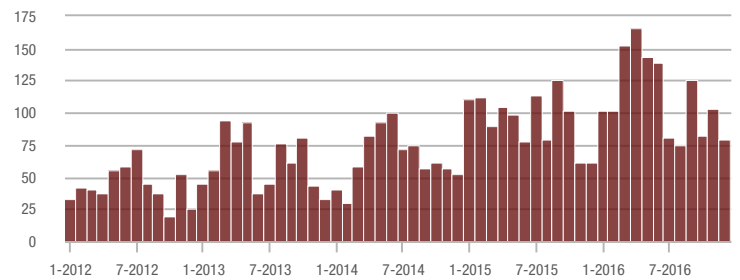
\$100,001 to \$200,000



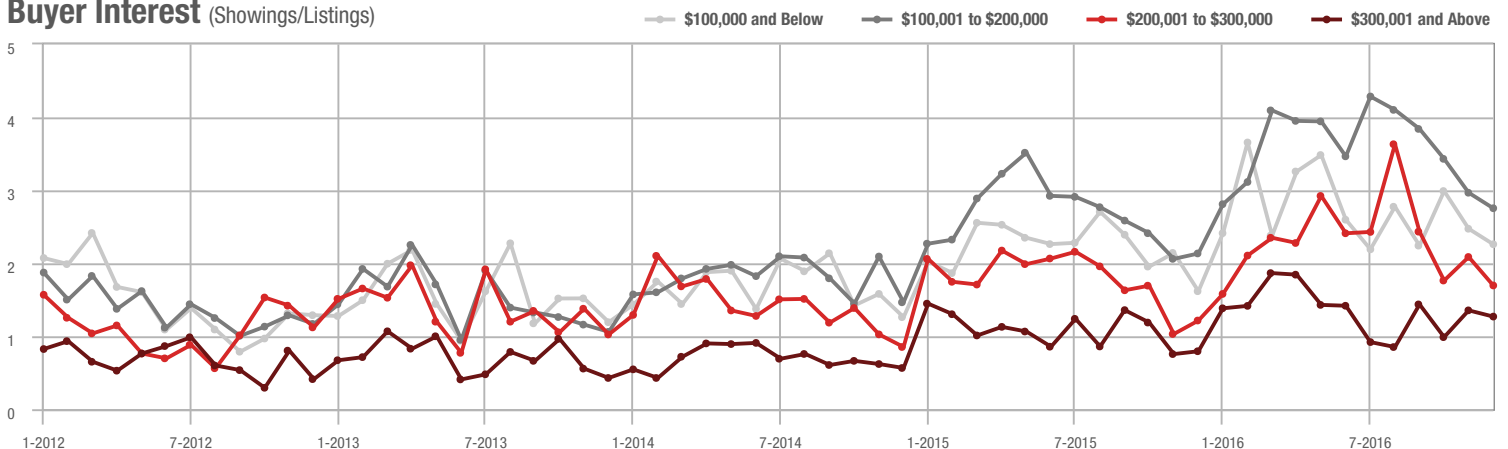
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

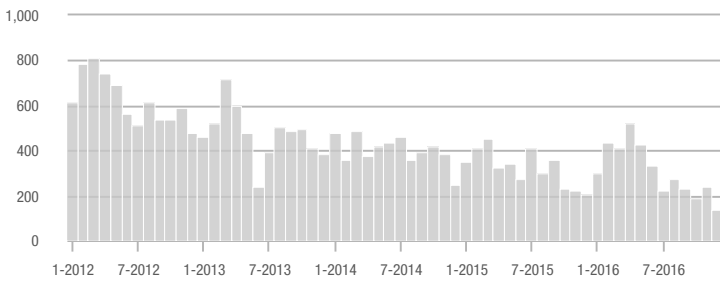


Union County, NC

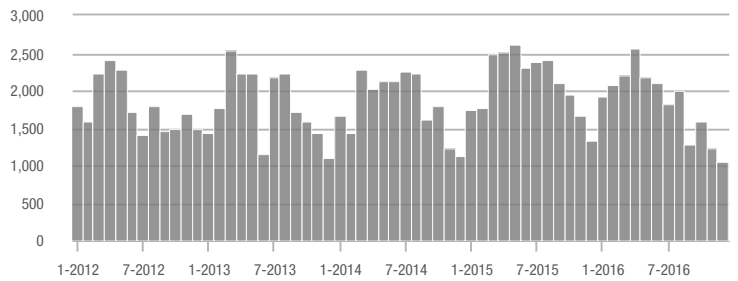
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	134	- 34.0%	- 43.9%	1.8	+ 33.8%	- 34.8%	74	- 50.7%	- 14.0%
\$100,001 to \$200,000	1,061	- 21.0%	- 14.3%	5.2	+ 29.3%	+ 2.1%	204	- 38.9%	- 16.0%
\$200,001 to \$300,000	973	+ 17.8%	- 22.0%	4.6	+ 66.6%	- 4.5%	210	- 29.3%	- 18.3%
\$300,001 and Above	1,787	+ 19.9%	- 6.7%	3.0	+ 26.2%	+ 5.3%	602	- 5.0%	- 11.3%
Total	3,955	+ 2.4%	- 14.7%	3.6	+ 32.9%	- 1.1%	1,090	- 23.0%	- 13.8%

Showings

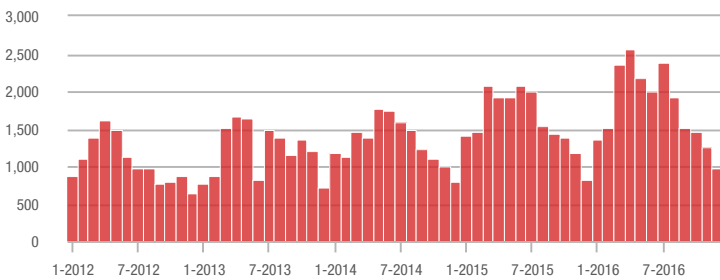
\$100,000 and Below



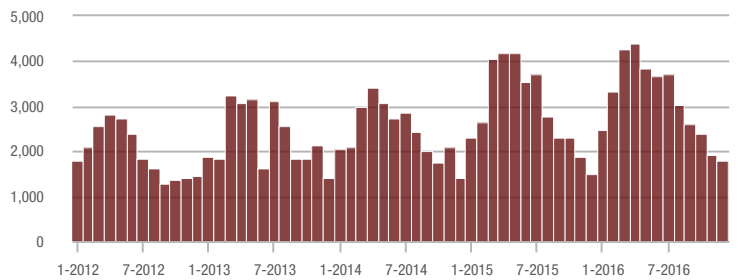
\$100,001 to \$200,000



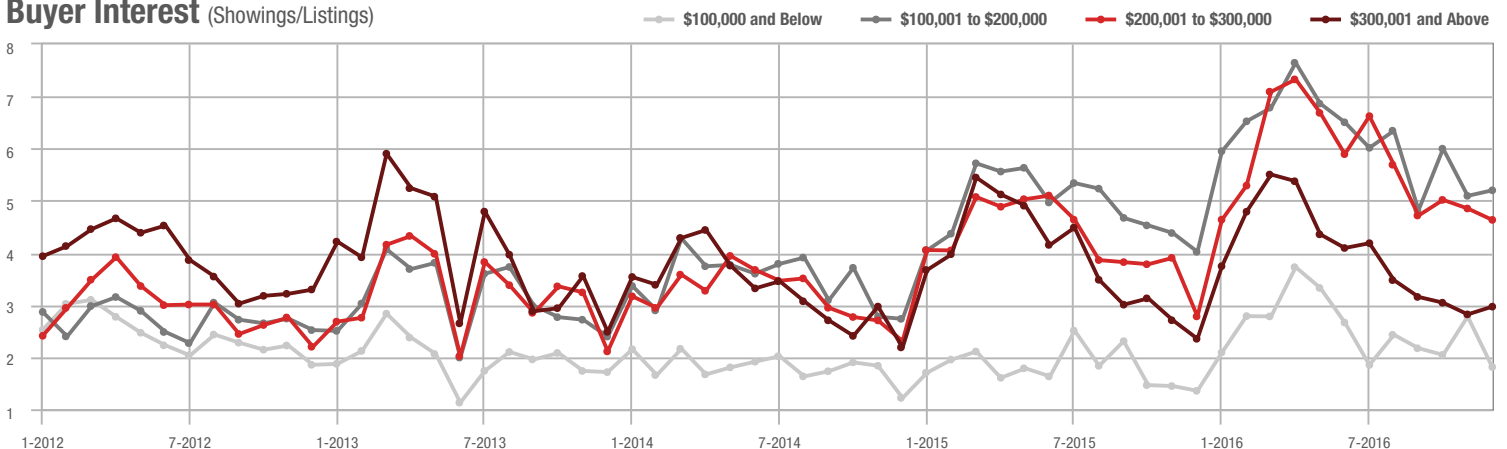
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

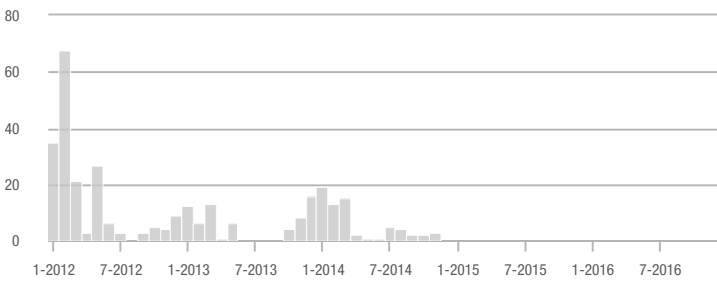


Uptown Charlotte

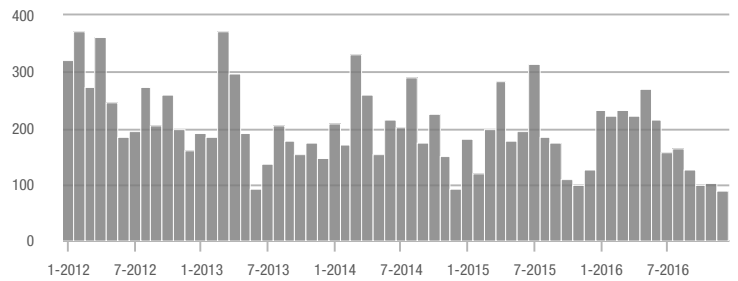
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	0	0.0%	0.0%	0.0	0.0%	0.0%	0	0.0%	0.0%
\$100,001 to \$200,000	89	- 29.4%	- 13.6%	9.9	+ 49.1%	+ 15.2%	9	- 52.6%	- 25.0%
\$200,001 to \$300,000	254	+ 61.8%	- 2.7%	8.5	+ 24.0%	+ 13.5%	30	+ 30.4%	- 14.3%
\$300,001 and Above	295	+ 11.3%	- 6.9%	4.0	- 3.9%	- 1.8%	73	+ 15.9%	- 5.2%
Total	638	+ 16.4%	- 6.3%	5.7	+ 9.1%	+ 3.7%	112	+ 6.7%	- 9.7%

Showings

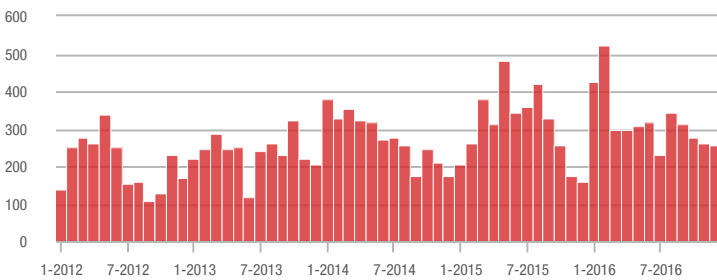
\$100,000 and Below



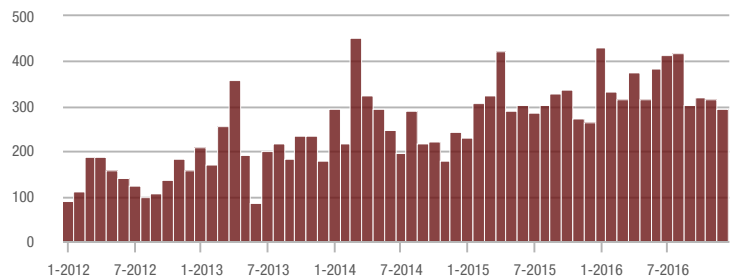
\$100,001 to \$200,000



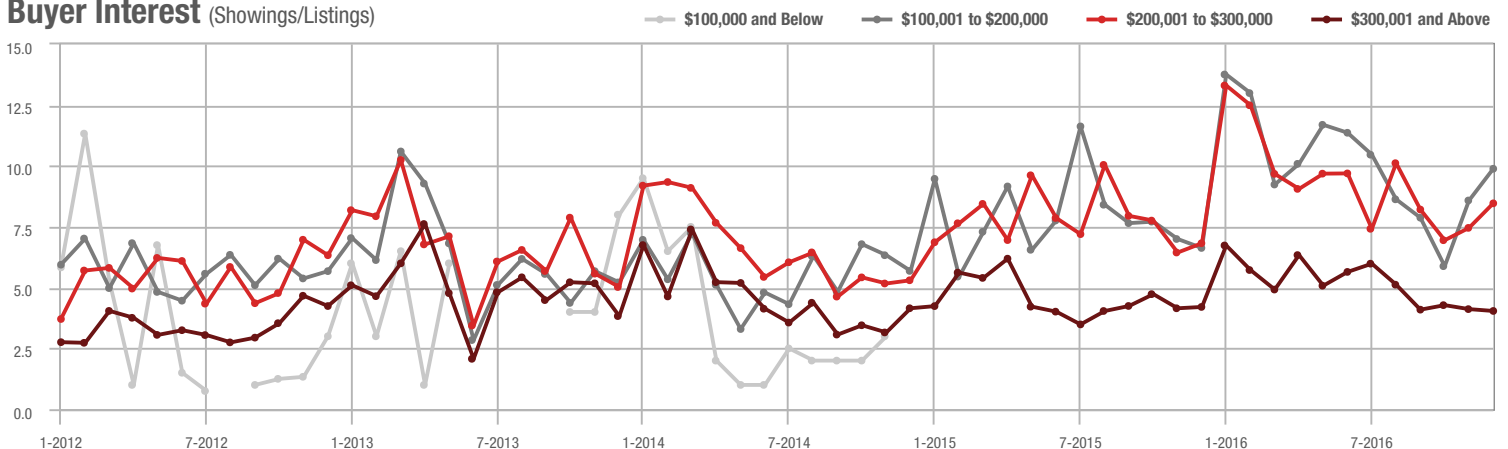
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

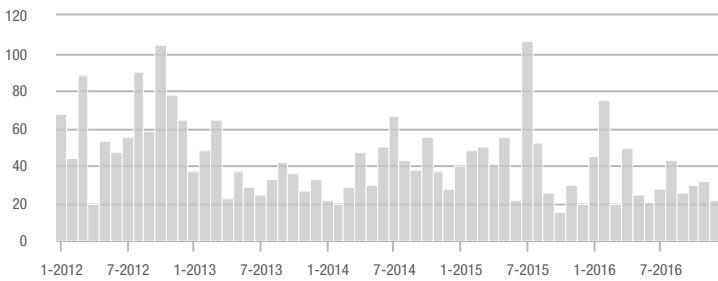


Waxhaw, NC

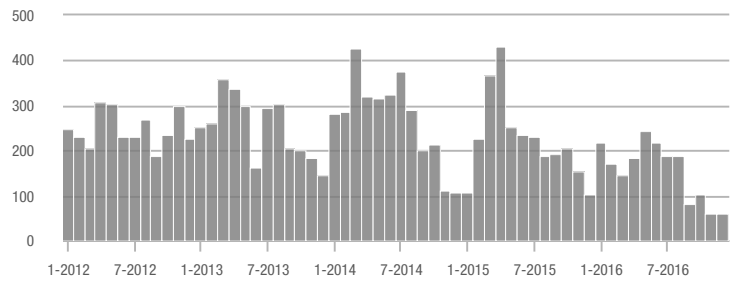
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	22	+ 15.8%	- 31.3%	1.4	+ 52.0%	- 22.7%	16	- 23.8%	- 11.1%
\$100,001 to \$200,000	59	- 42.7%	- 3.3%	1.3	- 15.4%	- 3.3%	44	- 32.3%	0.0%
\$200,001 to \$300,000	171	- 17.0%	- 21.2%	3.4	+ 26.2%	- 0.7%	50	- 34.2%	- 20.6%
\$300,001 and Above	857	+ 3.3%	- 13.3%	3.0	+ 10.2%	- 4.1%	283	- 6.3%	- 9.6%
Total	1,109	- 4.2%	- 14.6%	2.8	+ 13.1%	- 4.8%	393	- 15.3%	- 10.3%

Showings

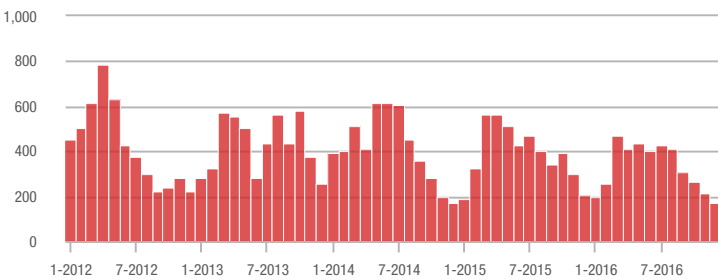
\$100,000 and Below



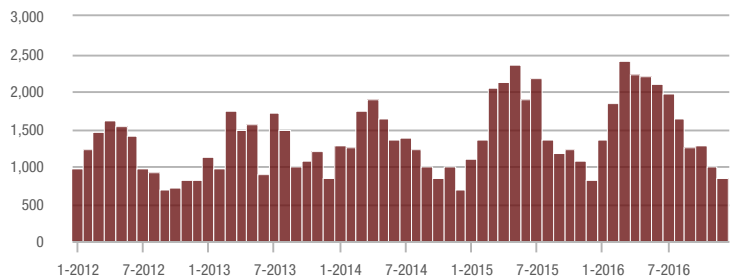
\$100,001 to \$200,000



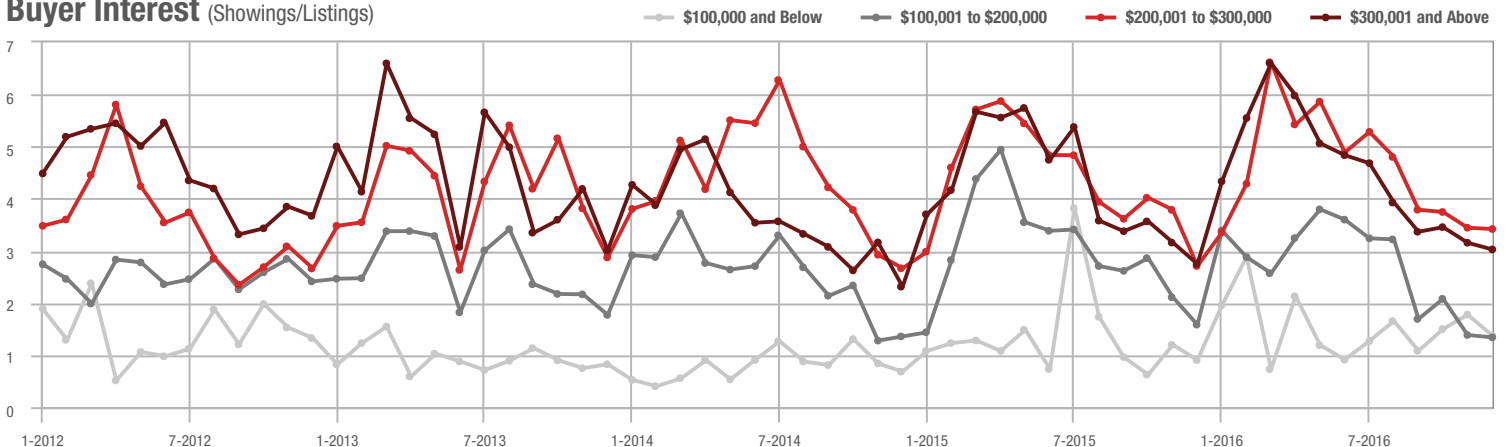
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

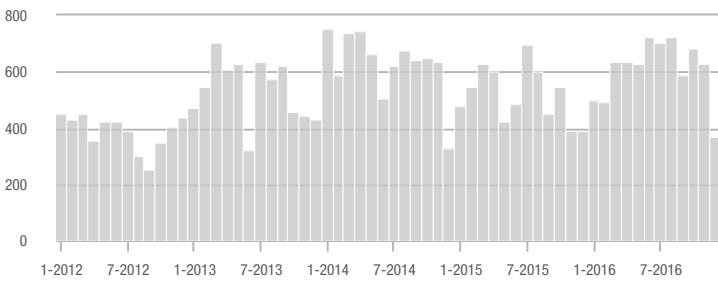


York County, SC

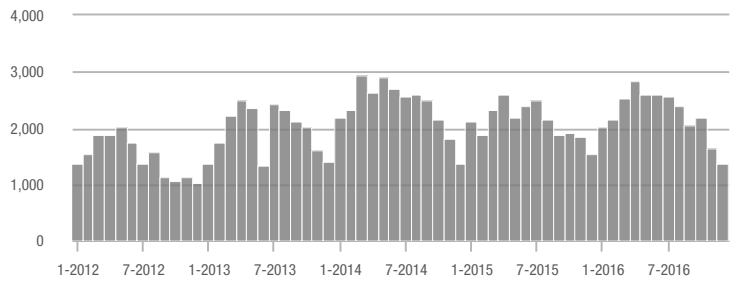
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change	December 2016	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	370	- 4.9%	- 41.0%	1.9	+ 41.2%	- 30.0%	198	- 32.7%	- 15.7%
\$100,001 to \$200,000	1,370	- 11.2%	- 16.4%	6.6	+ 38.9%	+ 0.8%	209	- 36.1%	- 17.1%
\$200,001 to \$300,000	1,226	+ 30.6%	- 26.8%	5.0	+ 47.1%	- 11.5%	245	- 11.2%	- 17.2%
\$300,001 and Above	1,382	+ 30.3%	- 25.2%	2.8	+ 38.1%	- 12.4%	497	- 5.7%	- 14.6%
Total	4,348	+ 10.6%	- 24.9%	3.8	+ 37.0%	- 10.7%	1,149	- 19.3%	- 15.8%

Showings

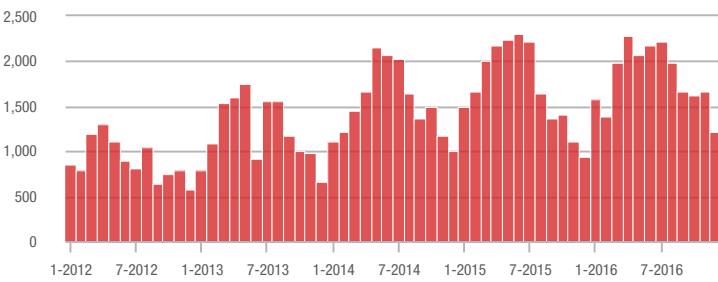
\$100,000 and Below



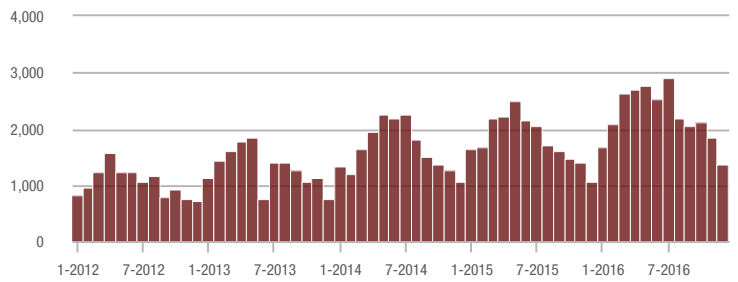
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

— \$100,000 and Below — \$100,001 to \$200,000 — \$200,001 to \$300,000 — \$300,001 and Above

