

Showings Statistics

MLS Area	Total Showings	Buyer Interest (Showings / Listings)	Managed Listings
Alexander County, NC	29	0.6	51
Anson County, NC	63	0.6	99
Cabarrus County, NC	4,953	6.0	821
Charlotte MSA	64,468	6.7	9,594
City of Charlotte, NC	30,301	10.1	2,999
Concord, NC	2,759	6.6	417
Davidson, NC	979	5.8	169
Denver, NC	1,063	3.7	285
Fort Mill, SC	2,325	6.9	339
Gaston County, NC	4,288	4.9	869
Gastonia, NC	2,042	5.7	356
Huntersville, NC	2,302	6.8	338
Iredell County, NC	4,251	3.6	1,181
Kannapolis, NC	1,026	4.9	208
Lake Norman	3,818	3.6	1,072
Lake Wylie	1,616	3.3	491
Lancaster County, SC	1,505	3.8	397
Lincoln County, NC	1,872	3.7	506
Lincolnton, NC	469	3.5	133
Matthews, NC	1,883	7.9	238
Mecklenburg County, NC	37,076	9.3	3,986
Monroe, NC	1,790	5.9	305
Montgomery County, NC	138	0.9	162
Mooresville, NC	2,813	4.0	700
Rock Hill, SC	2,581	6.7	388
Salisbury, NC	1,163	3.3	348
Stanly County, NC	936	3.0	310
Statesville, NC	1,037	3.1	331
Union County, NC	6,023	5.3	1,127
Uptown Charlotte	1,077	9.4	114
Waxhaw, NC	1,733	4.5	389
York County, SC	6,570	5.4	1,214

Showings Report for January 2017

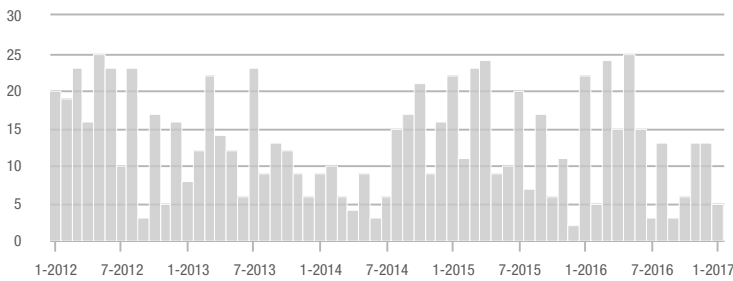
Analytic and Trend Data for the Charlotte Regional Realtor® Association

Alexander County, NC

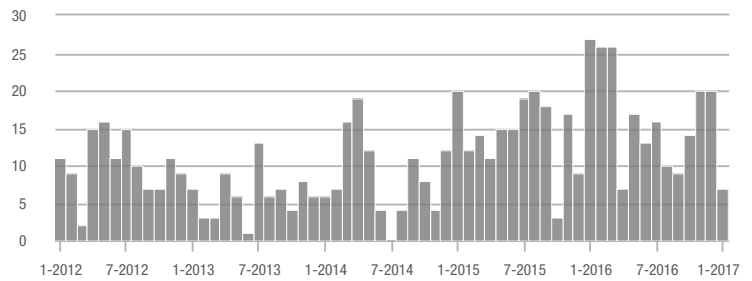
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	5	- 77.3%	- 61.5%	0.6	- 54.5%	- 53.0%	9	- 50.0%	- 18.2%
\$100,001 to \$200,000	7	- 74.1%	- 65.0%	0.5	- 70.6%	- 58.0%	15	- 11.8%	- 16.7%
\$200,001 to \$300,000	8	+ 14.3%	+ 33.3%	0.7	- 14.3%	+ 44.4%	12	+ 33.3%	- 7.7%
\$300,001 and Above	9	+ 125.0%	+ 800.0%	0.6	+ 125.0%	+ 800.0%	15	0.0%	0.0%
Total	29	- 51.7%	- 27.5%	0.6	- 44.1%	- 19.0%	51	- 13.6%	- 10.5%

Showings

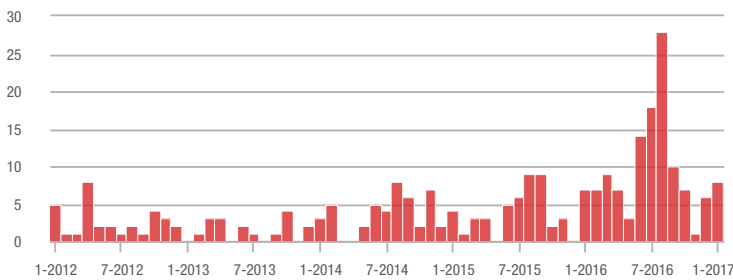
\$100,000 and Below



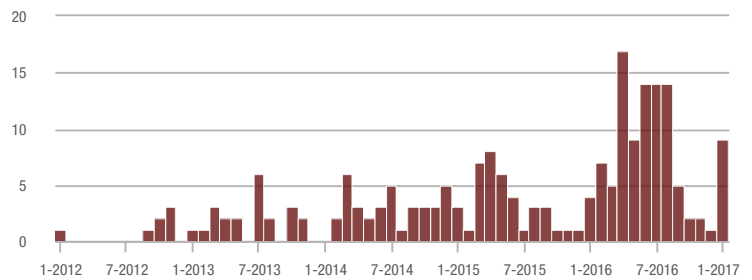
\$100,001 to \$200,000



\$200,001 to \$300,000

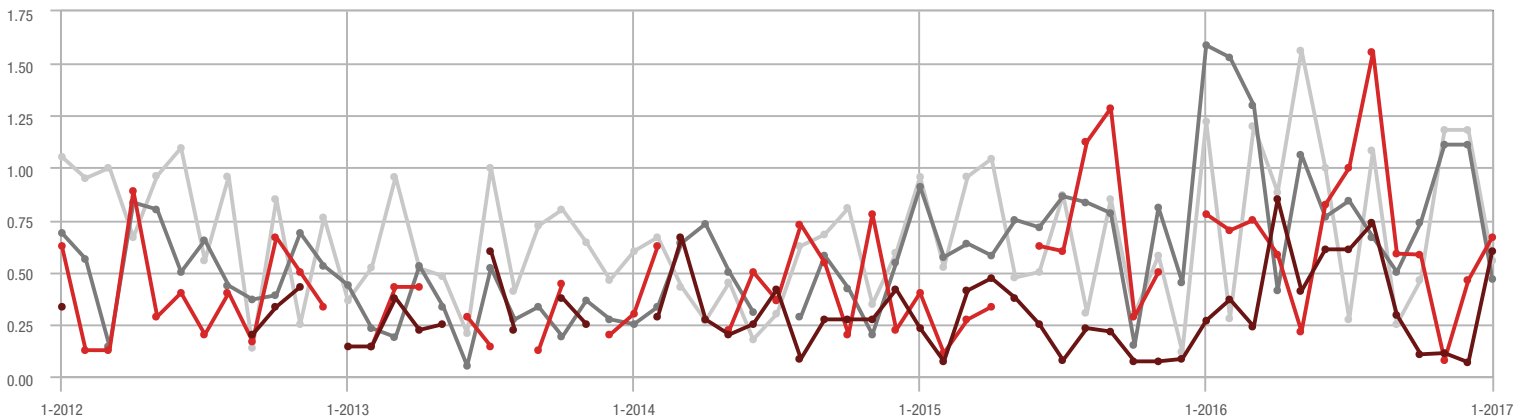


\$300,001 and Above



Buyer Interest (Showings/Listings)

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

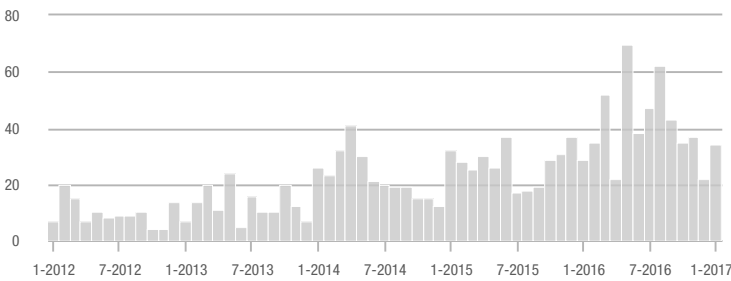


Anson County, NC

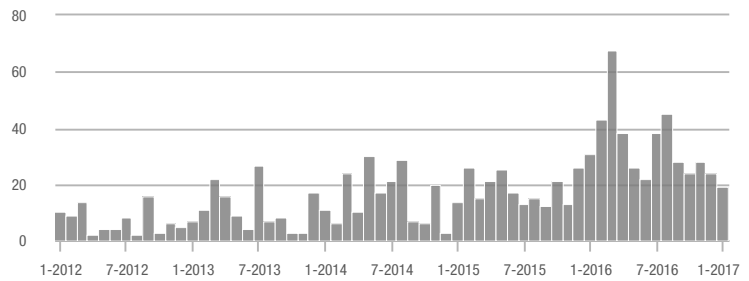
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\$100,000 and Below	34	+ 17.2%	+ 54.5%	0.6	+ 56.3%	+ 62.3%	60	- 25.0%	- 4.8%
\$100,001 to \$200,000	19	- 38.7%	- 20.8%	0.6	- 10.1%	- 15.6%	30	- 31.8%	- 6.3%
\$200,001 to \$300,000	9	- 25.0%	0.0%	1.3	+ 50.0%	0.0%	7	- 50.0%	0.0%
\$300,001 and Above	1	- 66.7%	0.0%	0.5	+ 16.7%	0.0%	2	- 71.4%	0.0%
Total	63	- 16.0%	+ 12.5%	0.6	+ 23.0%	+ 18.2%	99	- 31.7%	- 4.8%

Showings

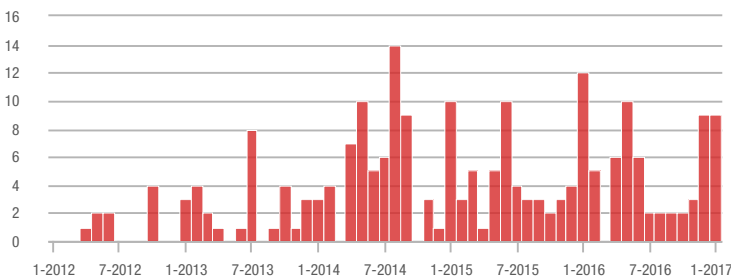
\$100,000 and Below



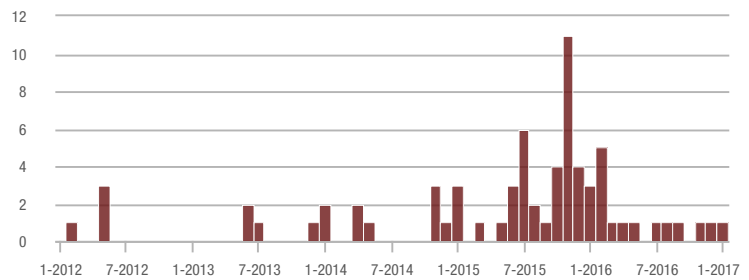
\$100,001 to \$200,000



\$200,001 to \$300,000

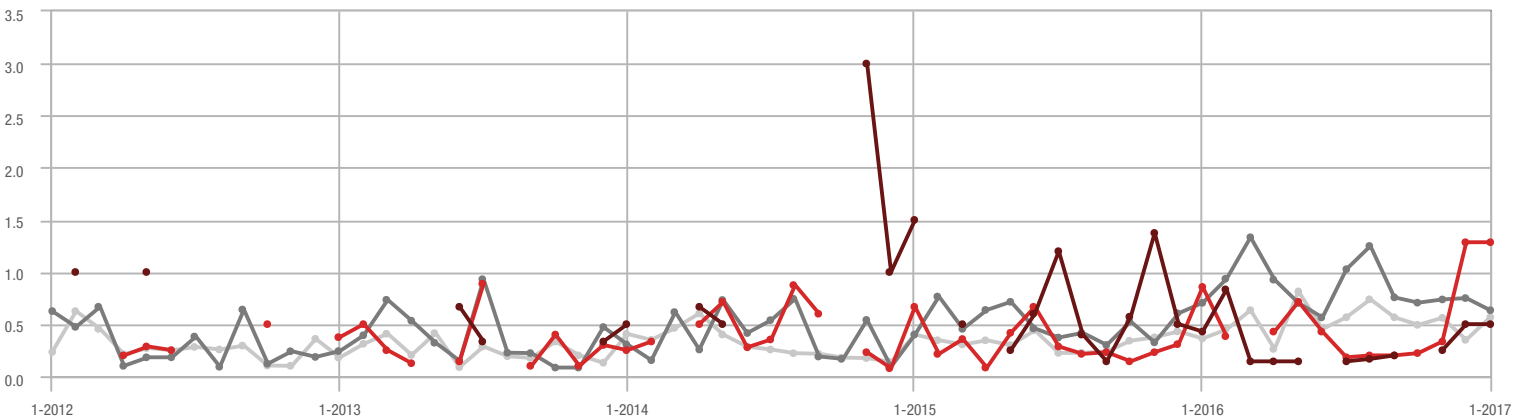


\$300,001 and Above



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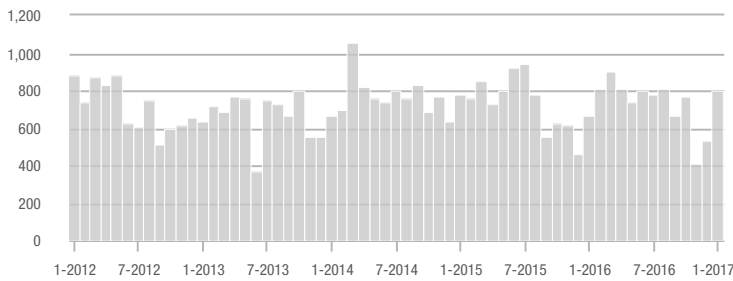


Cabarrus County, NC

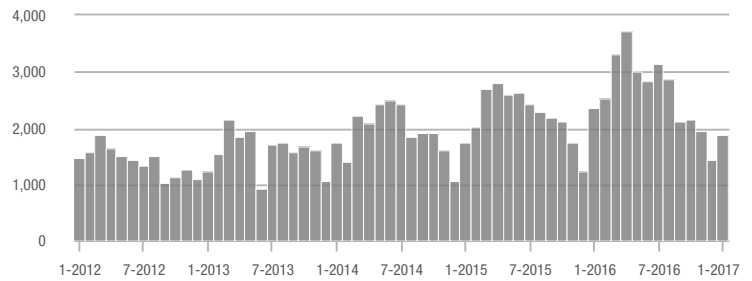
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\$100,000 and Below	801	+ 19.7%	+ 50.0%	5.6	+ 115.2%	+ 69.9%	143	- 44.4%	- 11.7%
\$100,001 to \$200,000	1,874	- 20.2%	+ 30.9%	8.6	+ 19.9%	+ 42.2%	219	- 33.4%	- 8.0%
\$200,001 to \$300,000	1,141	- 17.7%	+ 69.0%	6.3	+ 12.9%	+ 64.3%	180	- 27.1%	+ 2.9%
\$300,001 and Above	1,137	+ 44.5%	+ 57.5%	4.1	+ 49.1%	+ 63.1%	279	- 3.1%	- 3.5%
Total	4,953	- 4.6%	+ 47.3%	6.0	+ 30.3%	+ 55.0%	821	- 26.8%	- 5.0%

Showings

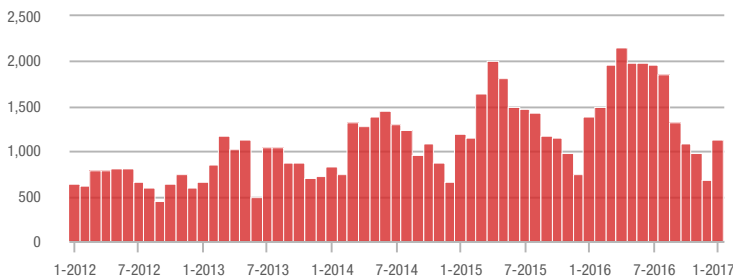
\$100,000 and Below



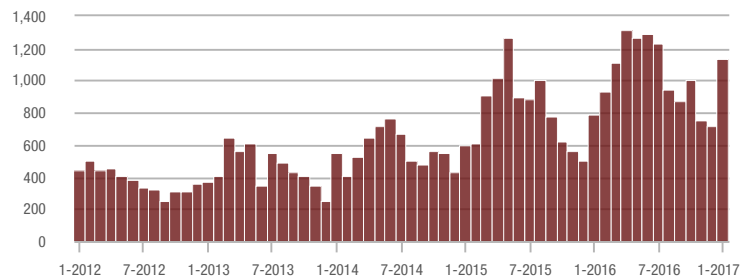
\$100,001 to \$200,000



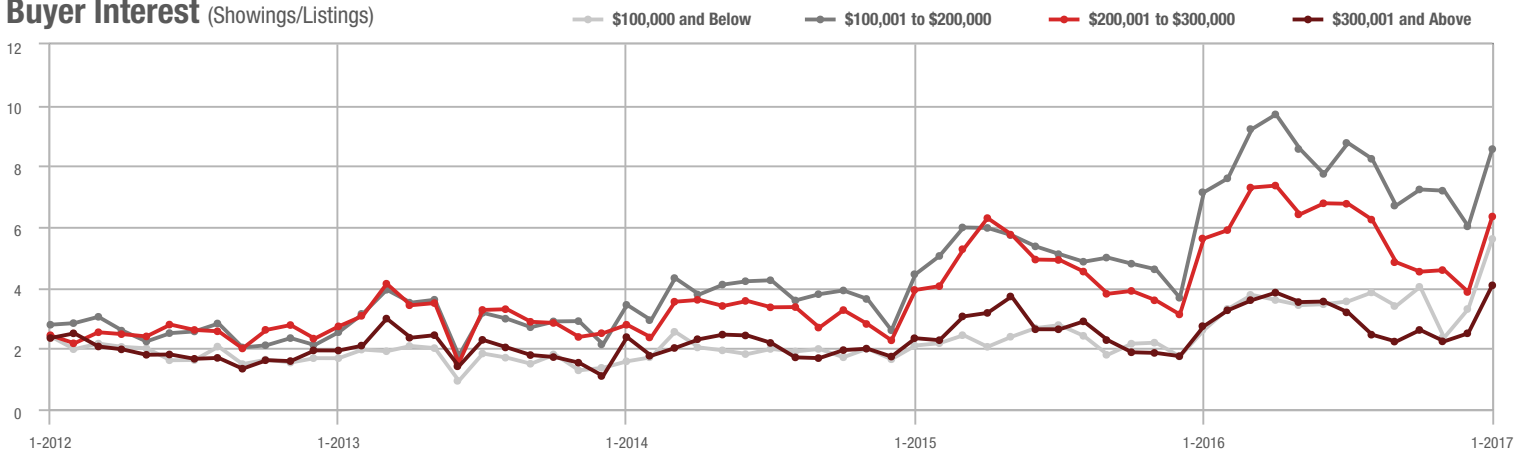
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

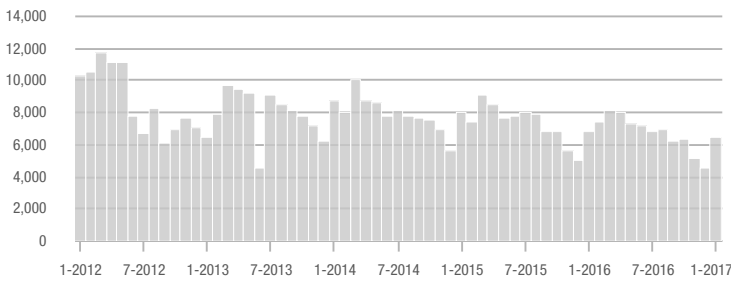


Charlotte MSA

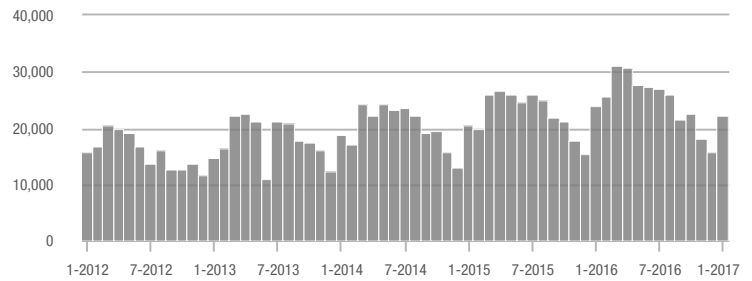
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	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	6,408	- 6.7%	+ 42.2%	4.7	+ 57.8%	+ 59.2%	1,374	- 40.9%	- 10.7%
\$100,001 to \$200,000	22,332	- 6.9%	+ 43.4%	9.7	+ 36.8%	+ 46.2%	2,298	- 31.9%	- 1.9%
\$200,001 to \$300,000	14,821	- 1.5%	+ 51.0%	7.5	+ 22.1%	+ 49.8%	1,969	- 19.3%	+ 0.8%
\$300,001 and Above	20,907	+ 23.2%	+ 68.4%	5.3	+ 24.8%	+ 72.7%	3,953	- 1.3%	- 2.5%
Total	64,468	+ 2.5%	+ 52.4%	6.7	+ 29.8%	+ 57.0%	9,594	- 21.0%	- 3.0%

Showings

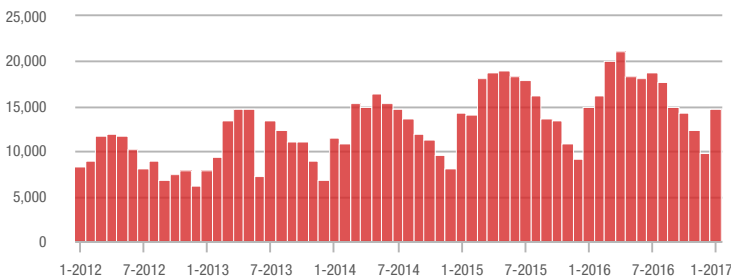
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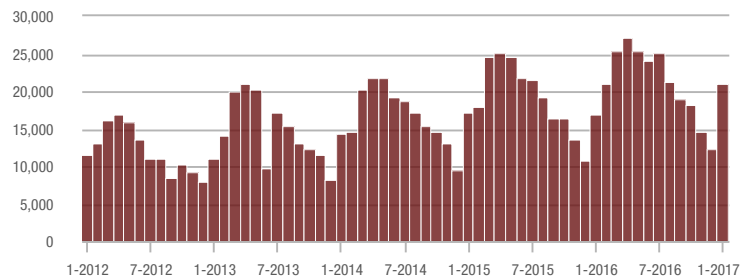
\$100,001 to \$200,000



\$200,001 to \$300,000

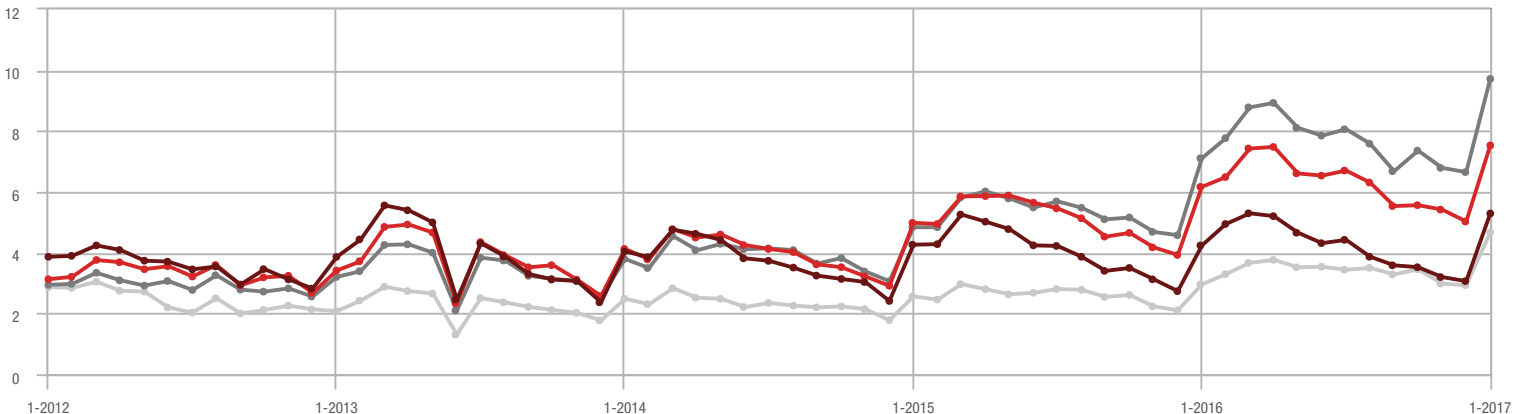


\$300,001 and Above



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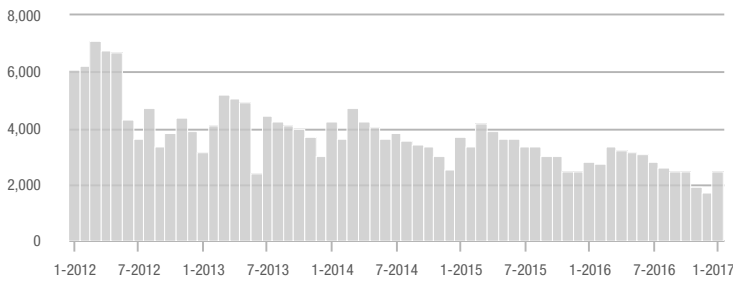


City of Charlotte, NC

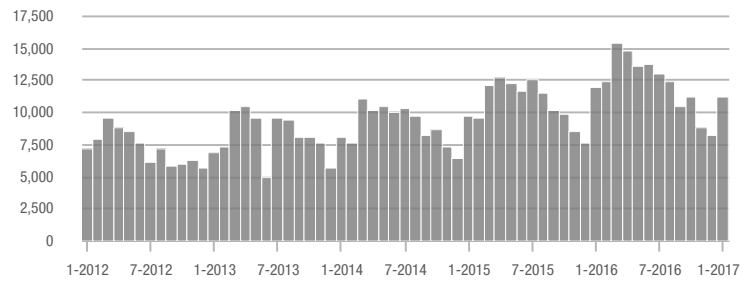
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	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	2,479	- 10.7%	+ 44.6%	9.6	+ 67.5%	+ 55.8%	259	- 46.7%	- 7.2%
\$100,001 to \$200,000	11,283	- 6.2%	+ 38.4%	13.9	+ 40.0%	+ 43.8%	814	- 33.0%	- 3.8%
\$200,001 to \$300,000	6,463	+ 0.1%	+ 60.5%	10.7	+ 25.7%	+ 55.9%	604	- 20.3%	+ 2.9%
\$300,001 and Above	10,076	+ 20.1%	+ 80.1%	7.6	+ 21.2%	+ 82.4%	1,322	- 1.0%	- 1.3%
Total	30,301	+ 2.2%	+ 55.5%	10.1	+ 29.3%	+ 58.2%	2,999	- 21.0%	- 1.7%

Showings

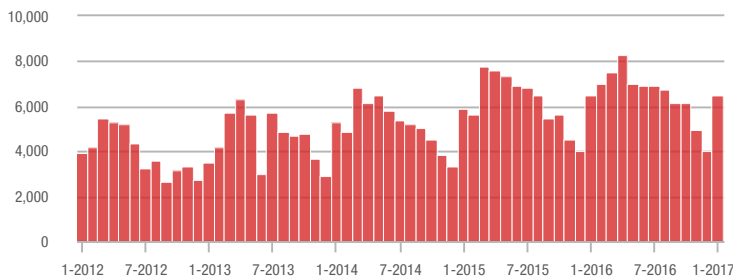
\$100,000 and Below



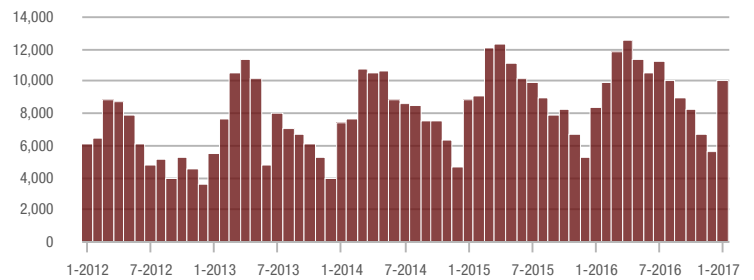
\$100,001 to \$200,000



\$200,001 to \$300,000

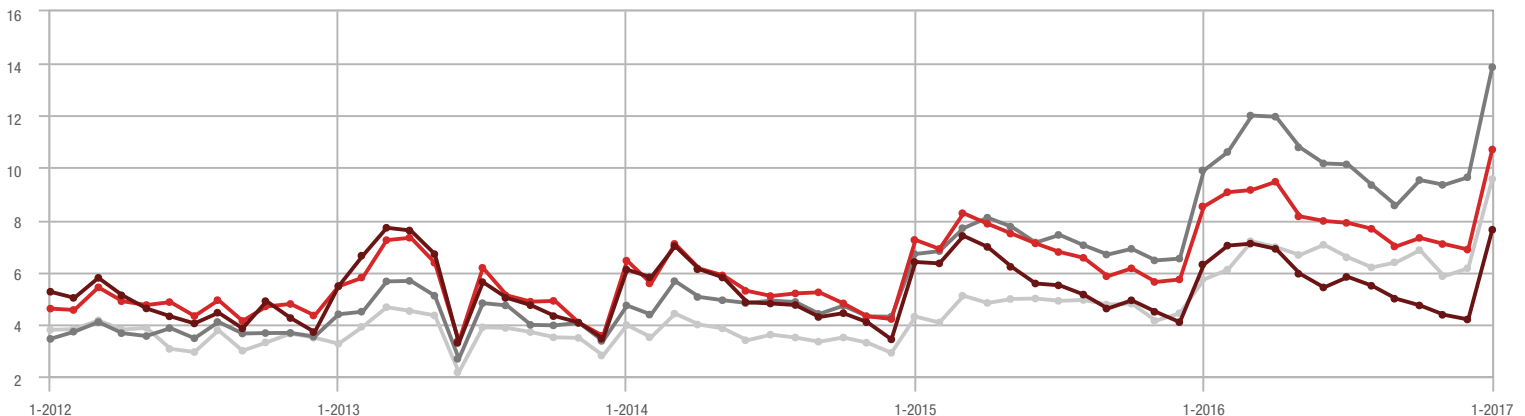


\$300,001 and Above



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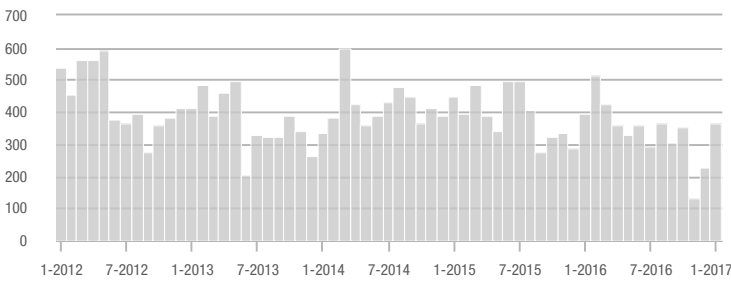


Concord, NC

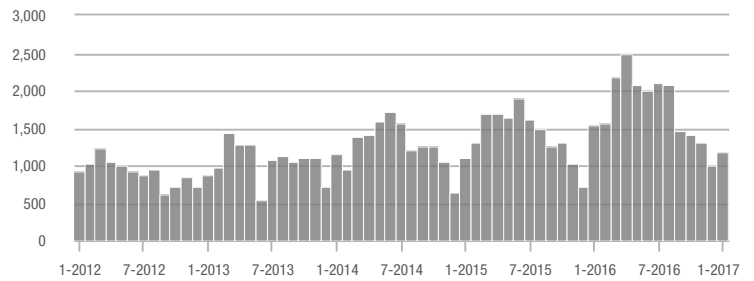
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\$100,000 and Below	366	- 7.3%	+ 61.2%	5.8	+ 94.1%	+ 79.1%	63	- 52.3%	- 10.0%
\$100,001 to \$200,000	1,178	- 23.3%	+ 19.0%	10.2	+ 20.8%	+ 42.8%	115	- 36.5%	- 16.7%
\$200,001 to \$300,000	627	- 21.2%	+ 54.4%	6.3	+ 16.6%	+ 63.7%	100	- 32.4%	- 5.7%
\$300,001 and Above	588	+ 40.7%	+ 64.2%	4.2	+ 44.7%	+ 70.2%	139	- 2.8%	- 3.5%
Total	2,759	- 12.2%	+ 39.3%	6.6	+ 27.1%	+ 53.0%	417	- 31.0%	- 9.0%

Showings

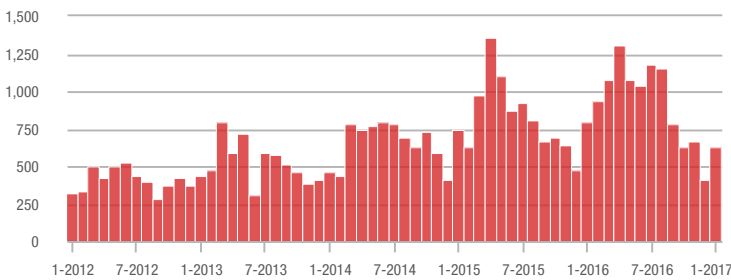
\$100,000 and Below



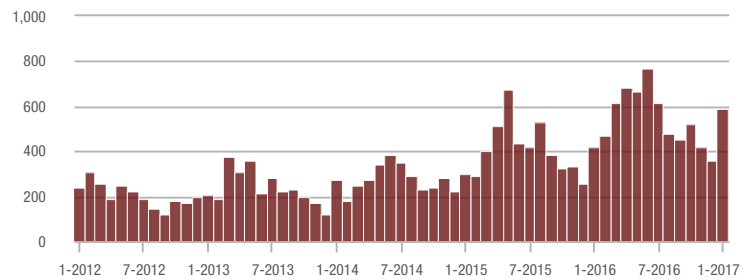
\$100,001 to \$200,000



\$200,001 to \$300,000

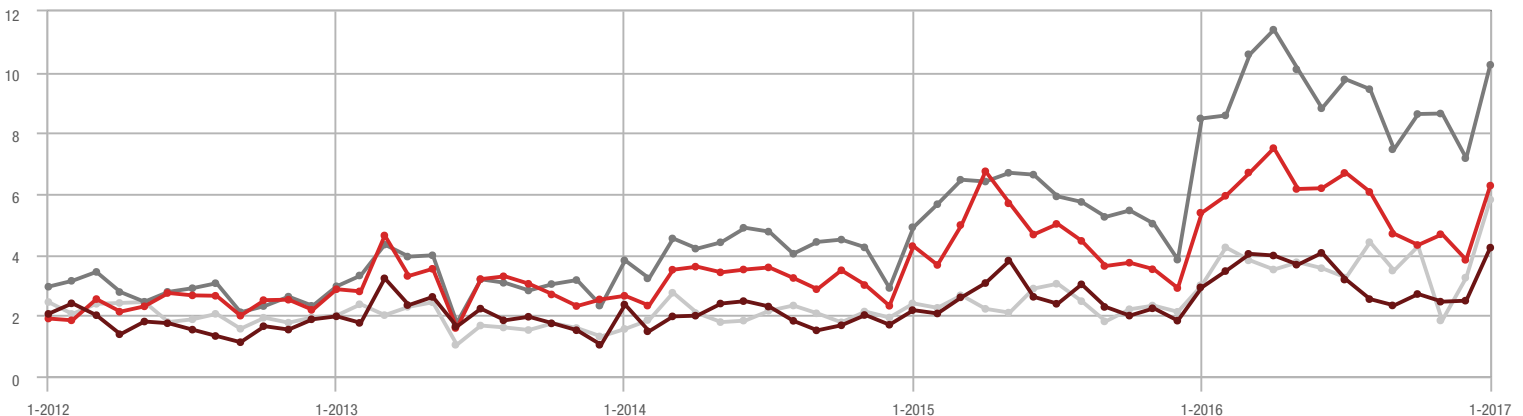


\$300,001 and Above



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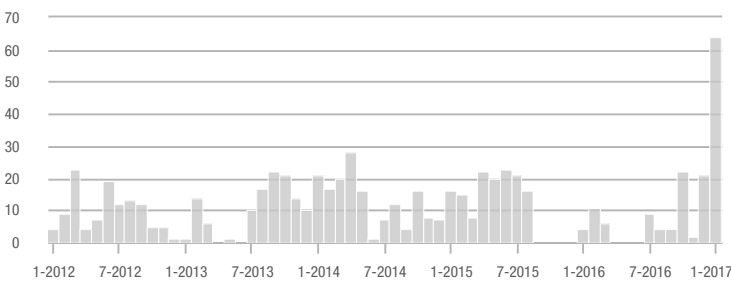


Davidson, NC

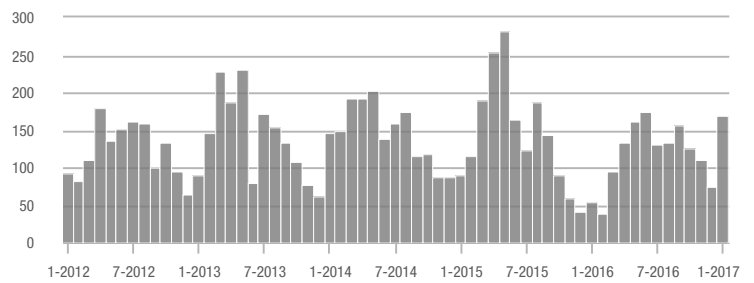
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\$100,000 and Below	64	+ 1,500.0%	+ 204.8%	12.8	+ 2,780.0%	+ 143.8%	5	- 44.4%	+ 25.0%
\$100,001 to \$200,000	170	+ 214.8%	+ 129.7%	11.3	+ 130.9%	+ 83.8%	15	+ 36.4%	+ 25.0%
\$200,001 to \$300,000	160	- 41.6%	+ 22.1%	6.2	+ 12.3%	+ 55.0%	26	- 48.0%	- 21.2%
\$300,001 and Above	585	+ 25.0%	+ 80.0%	4.8	+ 4.7%	+ 63.9%	123	+ 19.4%	+ 9.8%
Total	979	+ 22.4%	+ 77.7%	5.8	+ 25.3%	+ 69.3%	169	- 2.3%	+ 5.0%

Showings

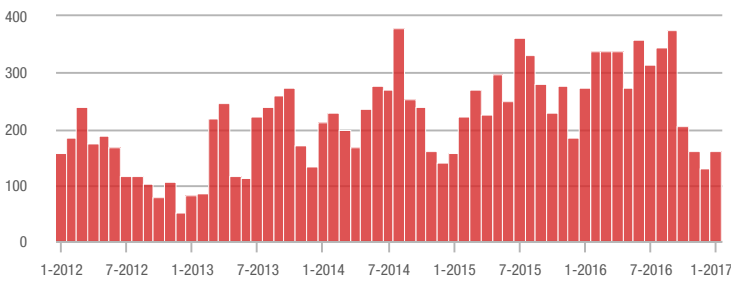
\$100,000 and Below



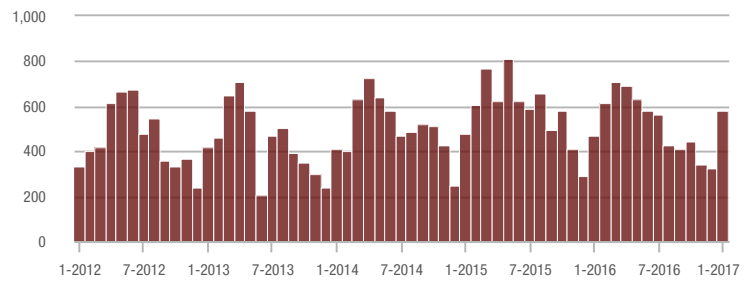
\$100,001 to \$200,000



\$200,001 to \$300,000

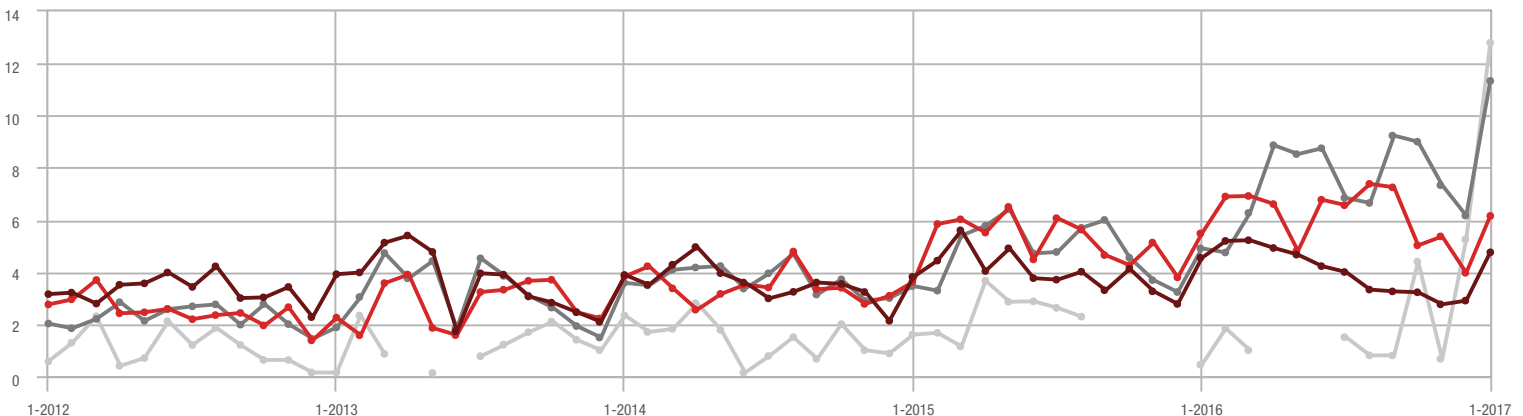


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Showings Report for January 2017

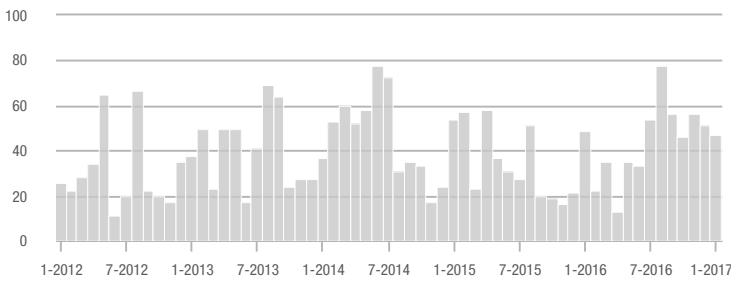
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Denver, NC

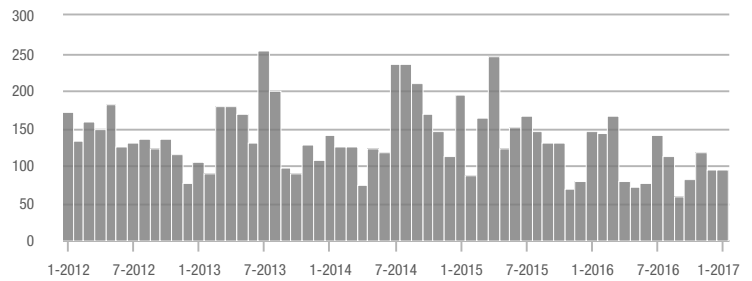
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\$100,000 and Below	47	- 4.1%	- 7.8%	1.1	- 10.8%	+ 5.0%	43	+ 7.5%	- 12.2%
\$100,001 to \$200,000	95	- 35.4%	- 1.0%	5.0	- 11.6%	+ 9.4%	19	- 26.9%	- 9.5%
\$200,001 to \$300,000	238	+ 37.6%	+ 116.4%	4.7	+ 43.0%	+ 78.2%	51	- 3.8%	+ 21.4%
\$300,001 and Above	683	+ 100.3%	+ 103.3%	4.0	+ 79.3%	+ 98.5%	172	+ 11.7%	+ 2.4%
Total	1,063	+ 49.7%	+ 79.3%	3.7	+ 43.4%	+ 76.1%	285	+ 4.4%	+ 1.8%

Showings

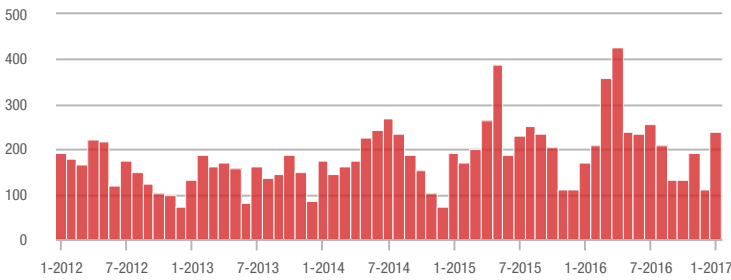
\$100,000 and Below



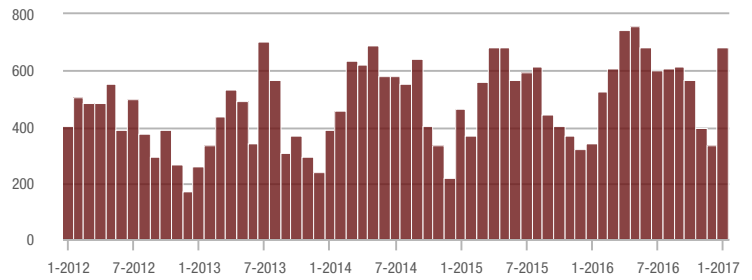
\$100,001 to \$200,000



\$200,001 to \$300,000

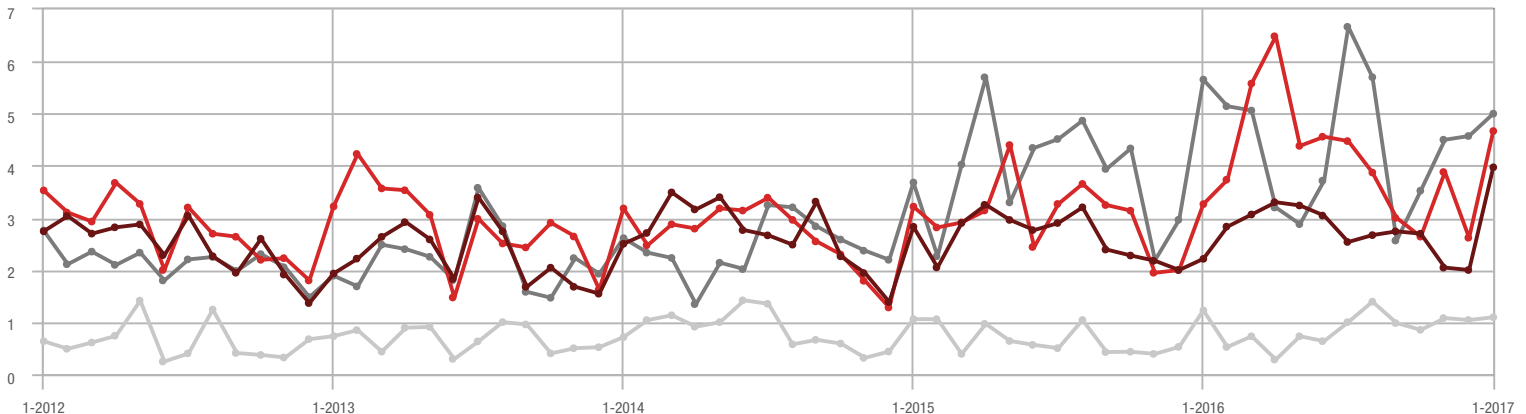


\$300,001 and Above



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Showings Report for January 2017

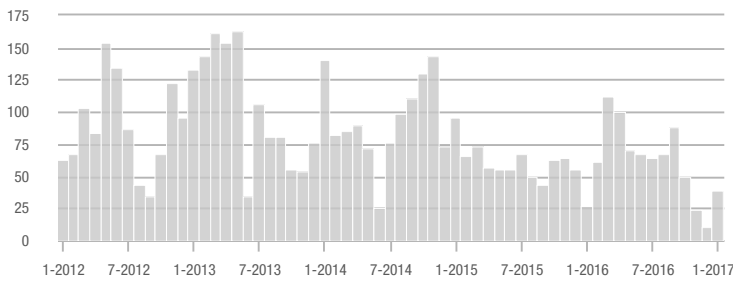
Analytic and Trend Data for the Charlotte Regional Realtor® Association

Fort Mill, SC

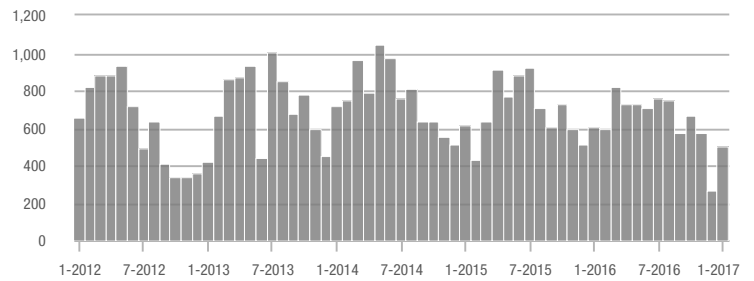
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\$100,000 and Below	39	+ 44.4%	+ 254.5%	3.9	+ 145.6%	+ 325.5%	10	- 41.2%	- 16.7%
\$100,001 to \$200,000	506	- 16.1%	+ 88.1%	11.5	+ 31.6%	+ 83.8%	44	- 36.2%	+ 2.3%
\$200,001 to \$300,000	676	- 10.9%	+ 43.8%	9.4	- 1.0%	+ 33.8%	72	- 10.0%	+ 7.5%
\$300,001 and Above	1,104	+ 41.5%	+ 61.9%	5.2	+ 35.6%	+ 65.7%	213	+ 4.4%	- 2.3%
Total	2,325	+ 7.2%	+ 62.4%	6.9	+ 17.0%	+ 62.8%	339	- 8.4%	- 0.3%

Showings

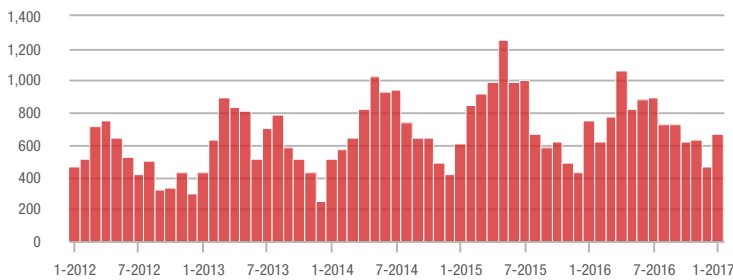
\$100,000 and Below



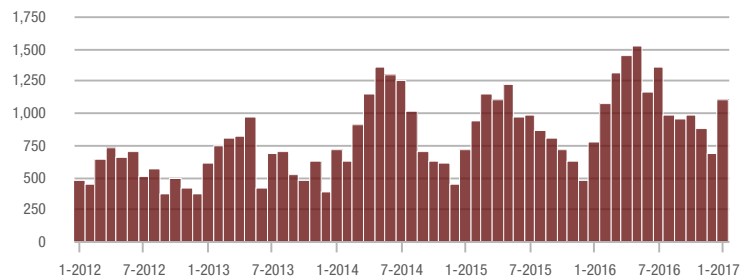
\$100,001 to \$200,000



\$200,001 to \$300,000

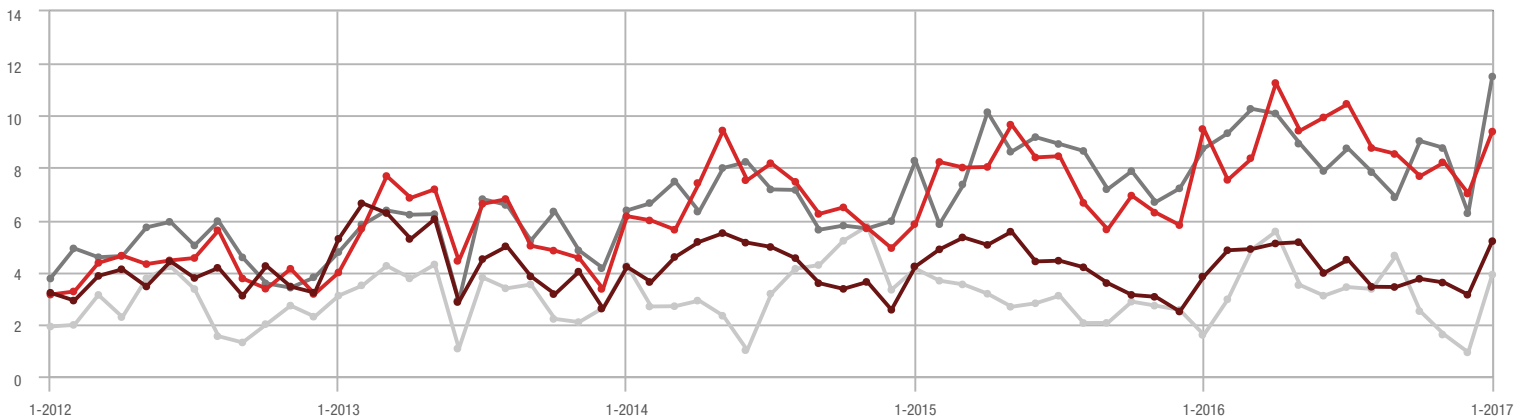


\$300,001 and Above



Buyer Interest (Showings/Listings)

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

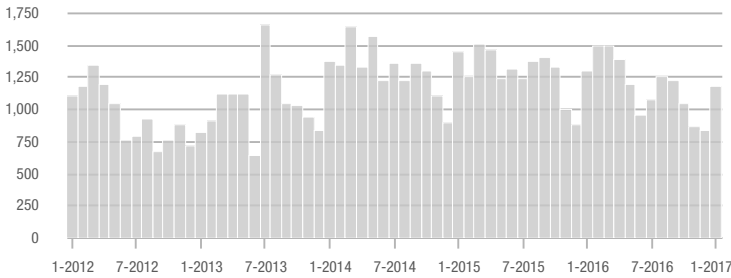


Gaston County, NC

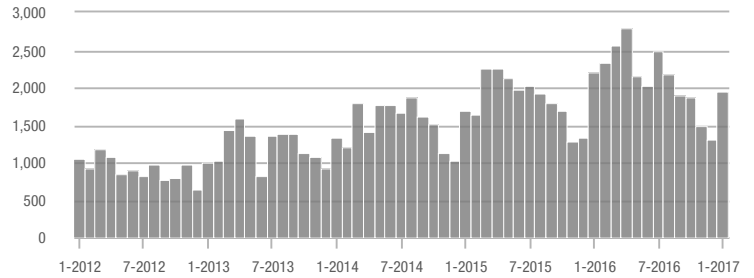
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	1,182	- 9.4%	+ 42.1%	4.4	+ 66.3%	+ 60.0%	269	- 45.5%	- 11.2%
\$100,001 to \$200,000	1,951	- 11.3%	+ 48.0%	6.8	+ 48.4%	+ 47.5%	288	- 40.2%	+ 0.3%
\$200,001 to \$300,000	701	+ 4.9%	+ 46.7%	4.6	+ 52.3%	+ 51.4%	153	- 31.1%	- 3.2%
\$300,001 and Above	454	+ 41.0%	+ 100.9%	2.9	+ 38.3%	+ 94.6%	159	+ 1.9%	+ 3.2%
Total	4,288	- 4.6%	+ 50.2%	4.9	+ 48.6%	+ 56.0%	869	- 35.8%	- 3.7%

Showings

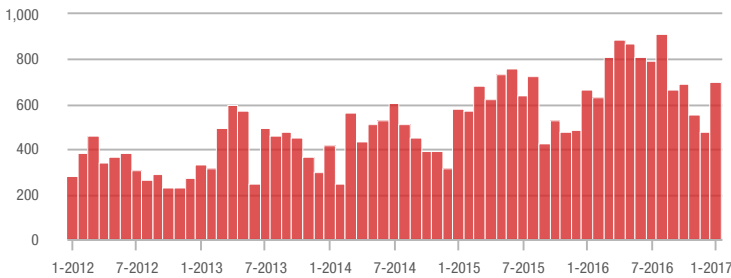
\$100,000 and Below



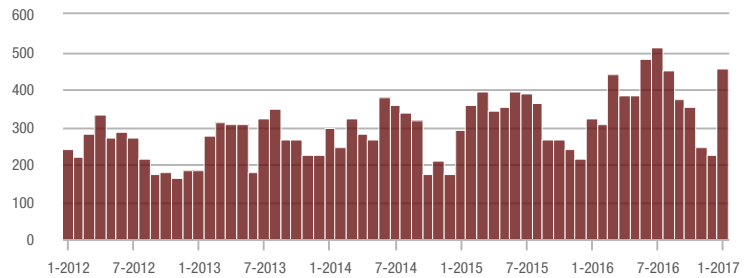
\$100,001 to \$200,000



\$200,001 to \$300,000

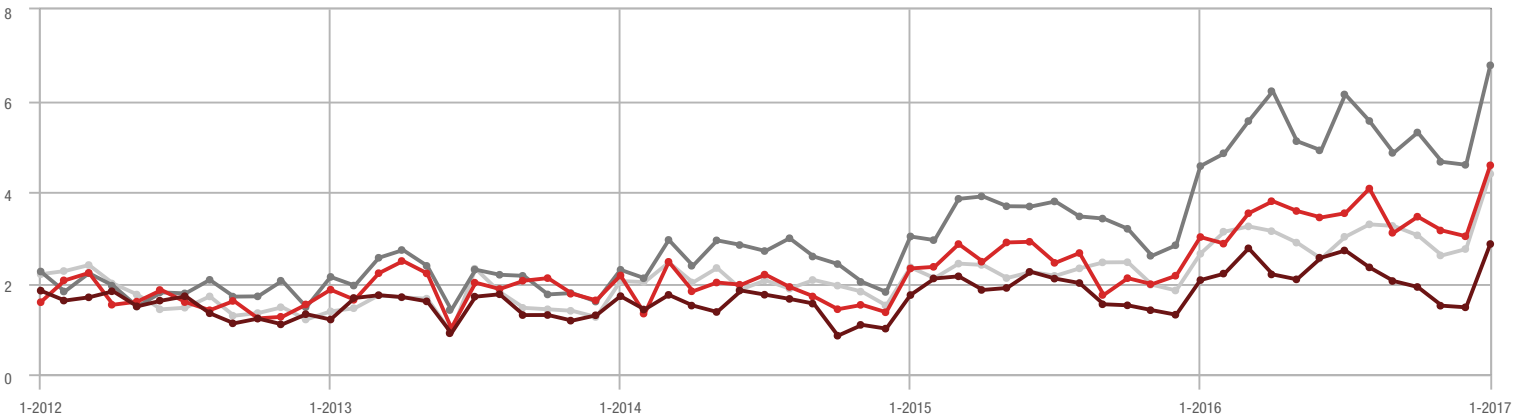


\$300,001 and Above



Buyer Interest (Showings/Listings)

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

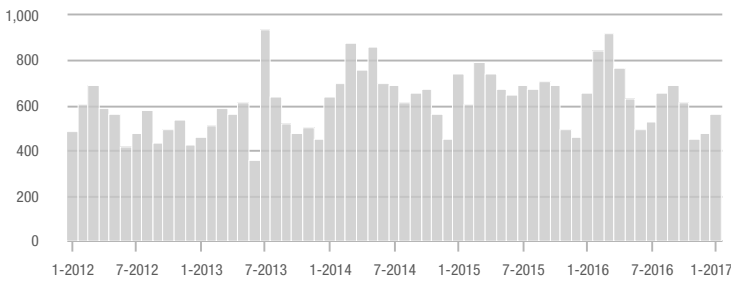


Gastonia, NC

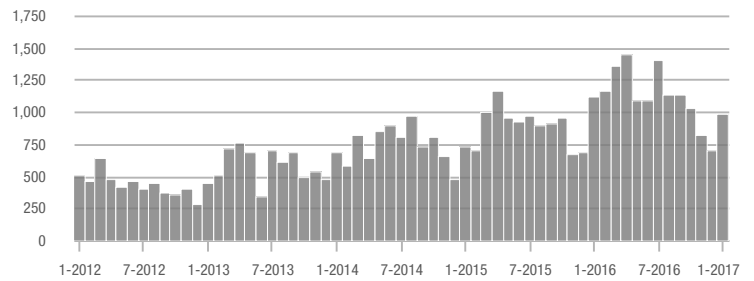
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	564	- 13.8%	+ 18.0%	5.6	+ 94.0%	+ 46.3%	100	- 55.6%	- 19.4%
\$100,001 to \$200,000	993	- 11.0%	+ 40.5%	7.1	+ 43.4%	+ 38.4%	139	- 37.9%	+ 1.5%
\$200,001 to \$300,000	330	+ 15.8%	+ 54.2%	4.8	+ 61.1%	+ 52.0%	69	- 28.1%	+ 1.5%
\$300,001 and Above	155	+ 93.8%	+ 124.6%	3.2	+ 65.5%	+ 115.3%	48	+ 17.1%	+ 4.3%
Total	2,042	- 4.4%	+ 39.1%	5.7	+ 57.4%	+ 46.5%	356	- 39.2%	- 5.1%

Showings

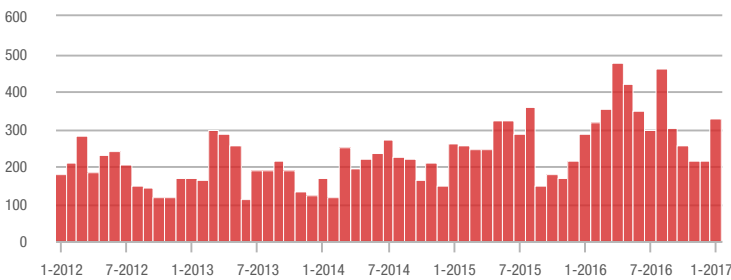
\$100,000 and Below



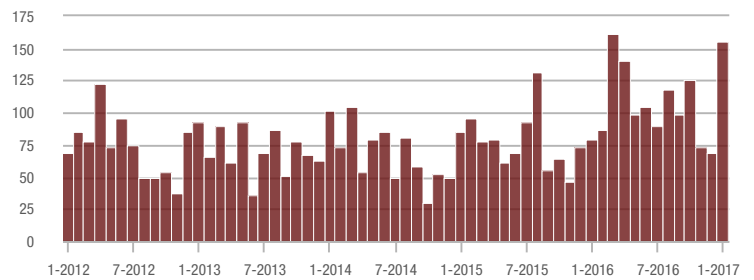
\$100,001 to \$200,000



\$200,001 to \$300,000

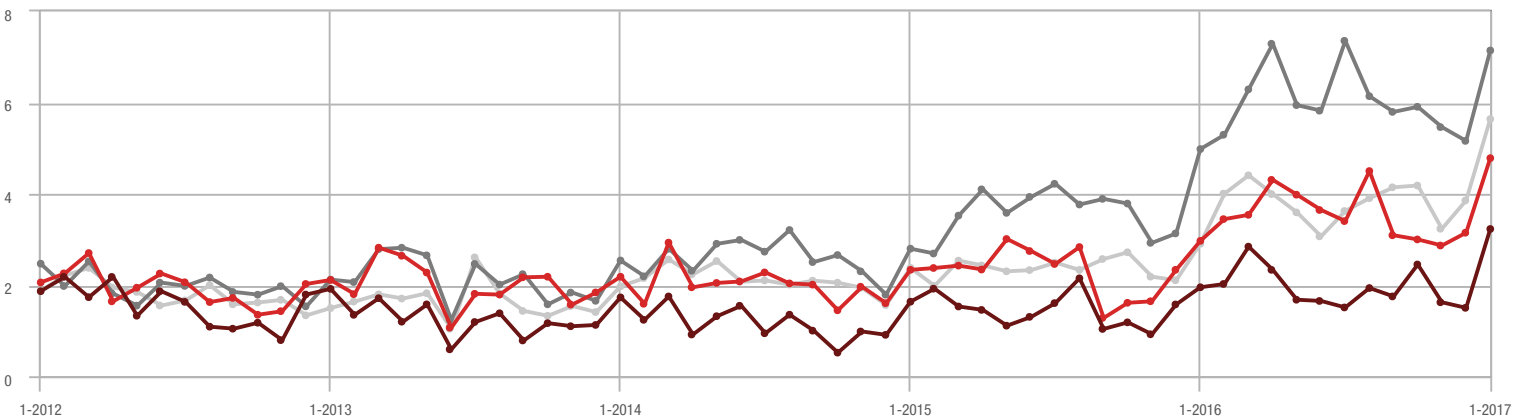


\$300,001 and Above



Buyer Interest (Showings/Listings)

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



Showings Report for January 2017

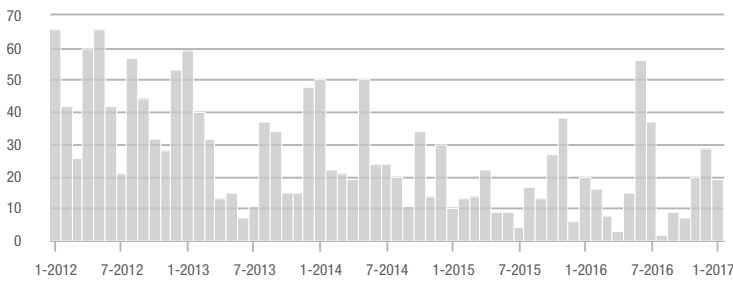
Analytic and Trend Data for the Charlotte Regional Realtor® Association

Huntersville, NC

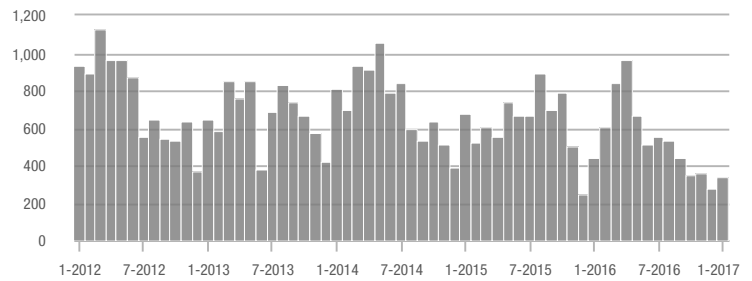
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	19	- 5.0%	- 34.5%	1.3	+ 45.7%	- 21.4%	15	- 34.8%	- 16.7%
\$100,001 to \$200,000	339	- 23.6%	+ 22.8%	10.6	+ 21.7%	+ 30.5%	32	- 37.3%	- 5.9%
\$200,001 to \$300,000	961	- 18.8%	+ 61.5%	10.3	+ 12.6%	+ 49.4%	93	- 27.9%	+ 8.1%
\$300,001 and Above	983	+ 18.0%	+ 36.9%	5.0	+ 1.9%	+ 45.2%	198	+ 15.8%	- 5.7%
Total	2,302	- 7.2%	+ 42.3%	6.8	+ 2.7%	+ 46.5%	338	- 9.6%	- 2.9%

Showings

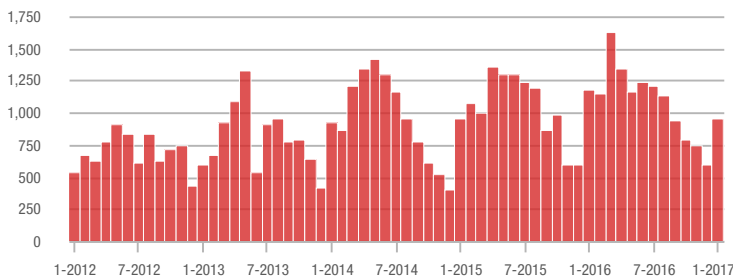
\$100,000 and Below



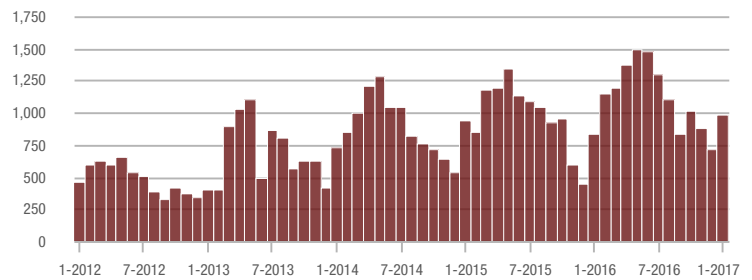
\$100,001 to \$200,000



\$200,001 to \$300,000

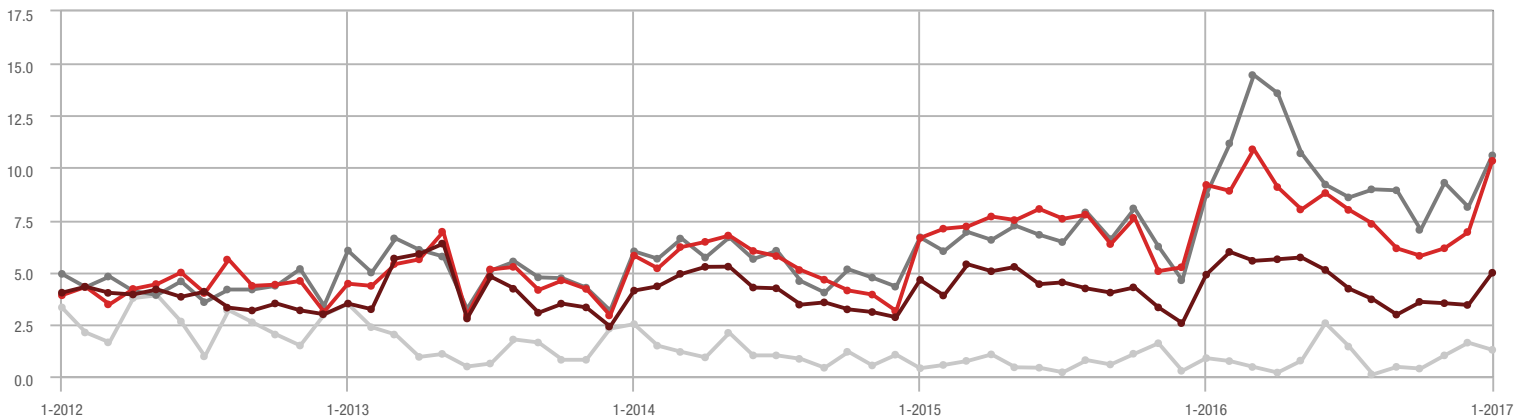


\$300,001 and Above



Buyer Interest (Showings/Listings)

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

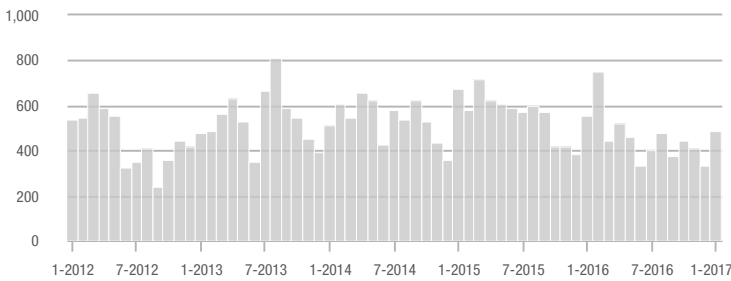


Iredell County, NC

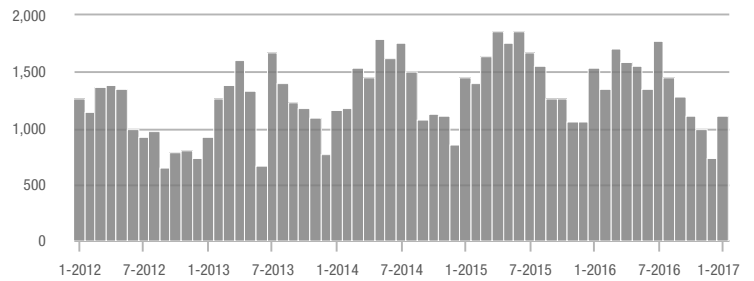
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	486	- 12.1%	+ 44.6%	2.9	+ 22.0%	+ 46.3%	170	- 28.0%	- 1.2%
\$100,001 to \$200,000	1,117	- 27.7%	+ 51.6%	5.1	+ 17.4%	+ 56.4%	219	- 38.5%	- 3.1%
\$200,001 to \$300,000	1,011	- 0.8%	+ 64.7%	4.4	+ 30.0%	+ 66.1%	232	- 23.7%	- 0.9%
\$300,001 and Above	1,637	+ 11.4%	+ 52.6%	2.9	+ 11.4%	+ 62.4%	560	0.0%	- 6.0%
Total	4,251	- 7.3%	+ 54.0%	3.6	+ 14.3%	+ 60.2%	1,181	- 18.9%	- 3.8%

Showings

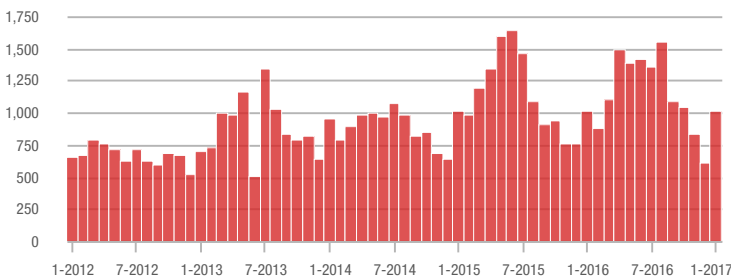
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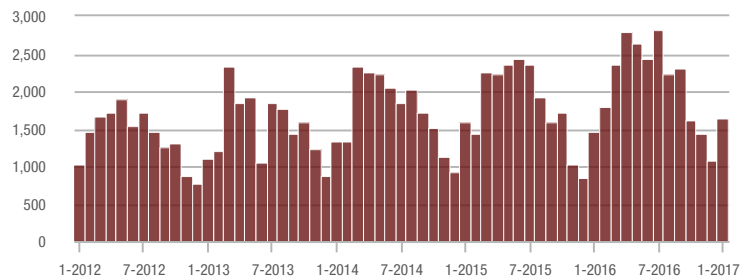
\$100,001 to \$200,000



\$200,001 to \$300,000

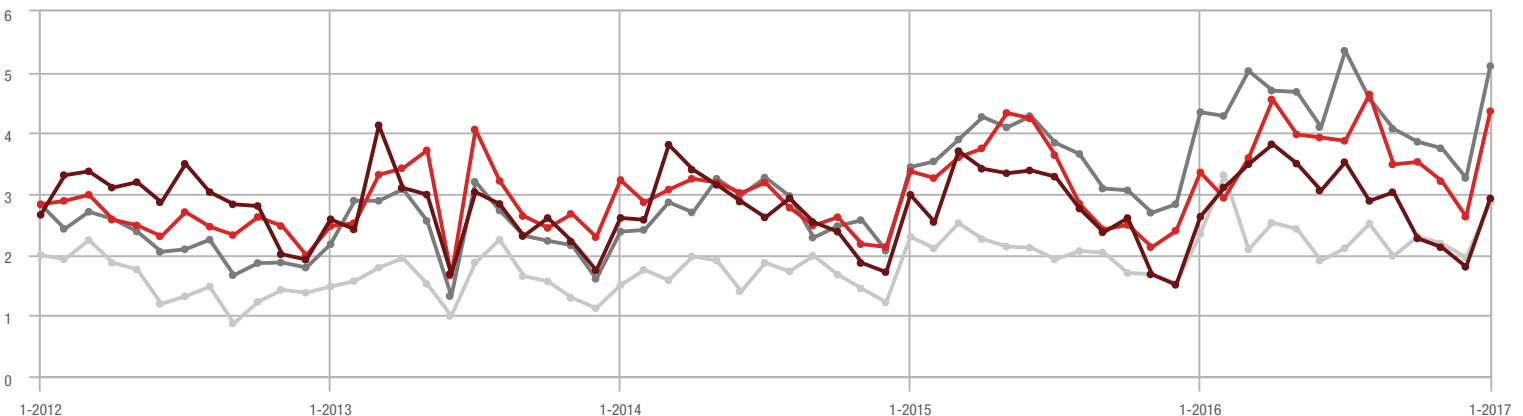


\$300,001 and Above



Buyer Interest (Showings/Listings)

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

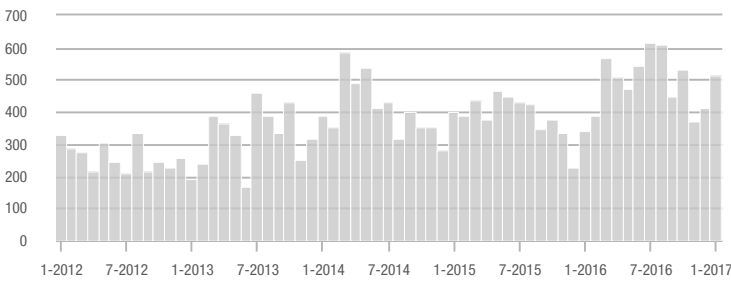


Kannapolis, NC

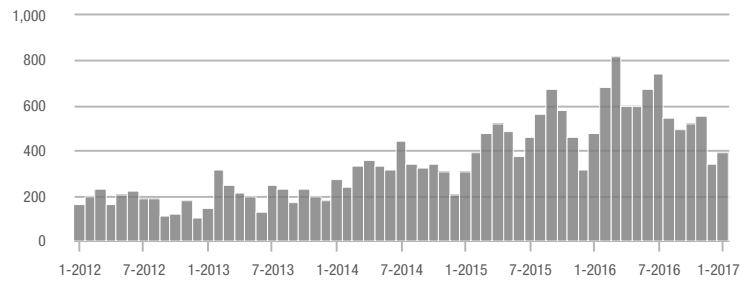
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	513	+ 49.6%	+ 24.2%	5.5	+ 110.0%	+ 41.4%	94	- 28.8%	- 12.1%
\$100,001 to \$200,000	397	- 17.1%	+ 16.8%	5.6	+ 15.6%	+ 20.1%	71	- 28.3%	- 2.7%
\$200,001 to \$300,000	75	+ 97.4%	+ 33.9%	3.4	+ 70.5%	+ 52.2%	22	+ 15.8%	- 12.0%
\$300,001 and Above	41	- 12.8%	- 21.2%	2.0	+ 20.5%	- 13.6%	21	- 27.6%	- 8.7%
Total	1,026	+ 13.1%	+ 19.2%	4.9	+ 51.7%	+ 30.6%	208	- 25.4%	- 8.8%

Showings

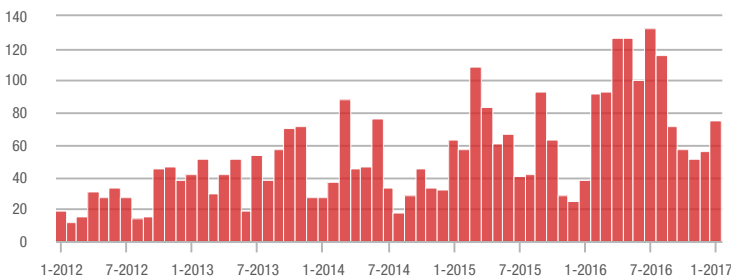
\$100,000 and Below



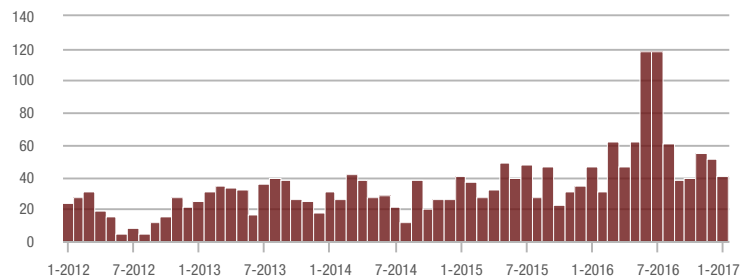
\$100,001 to \$200,000



\$200,001 to \$300,000

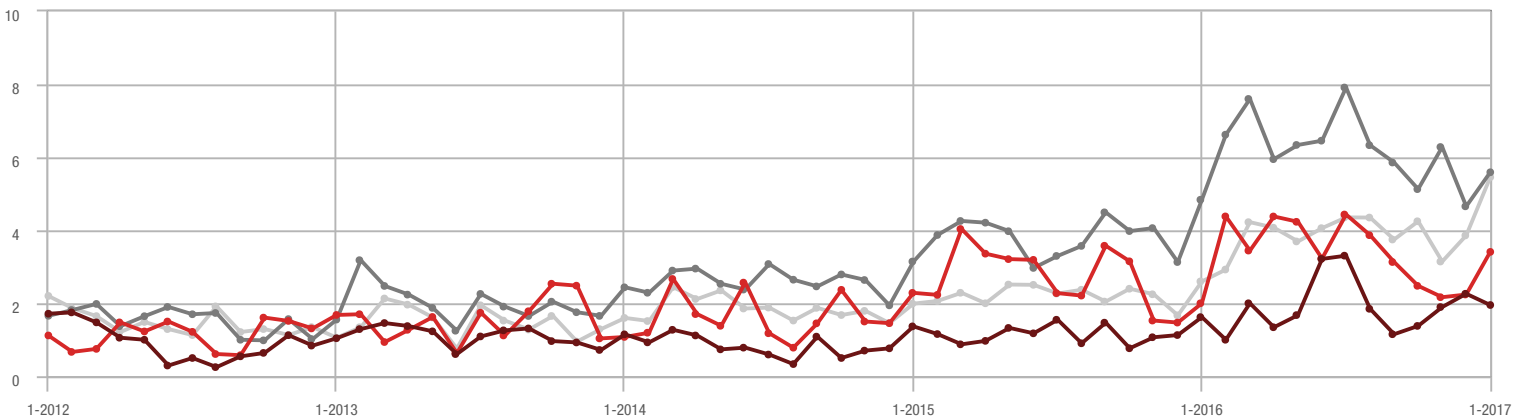


\$300,001 and Above



Buyer Interest (Showings/Listings)

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



Showings Report for January 2017

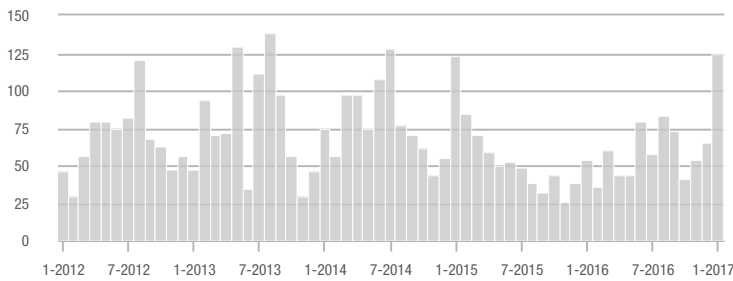
Analytic and Trend Data for the Charlotte Regional Realtor® Association

Lake Norman

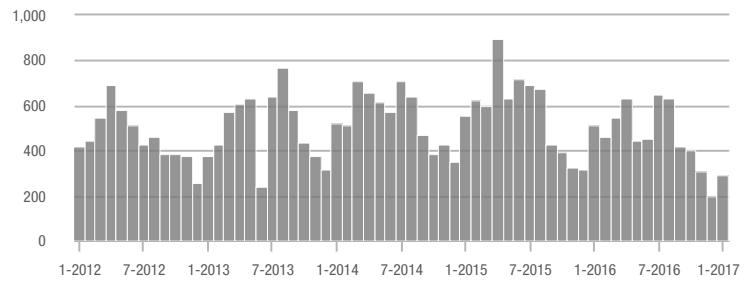
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	125	+ 131.5%	+ 92.3%	1.6	+ 146.1%	+ 102.0%	79	- 6.0%	- 4.8%
\$100,001 to \$200,000	290	- 43.2%	+ 46.5%	3.6	- 12.4%	+ 44.7%	81	- 35.2%	+ 1.3%
\$200,001 to \$300,000	603	- 13.5%	+ 63.0%	4.2	+ 9.3%	+ 61.8%	144	- 20.9%	+ 0.7%
\$300,001 and Above	2,800	+ 17.3%	+ 68.9%	3.6	+ 24.2%	+ 74.4%	768	- 5.5%	- 3.2%
Total	3,818	+ 4.6%	+ 66.7%	3.6	+ 17.5%	+ 70.8%	1,072	- 11.0%	- 2.5%

Showings

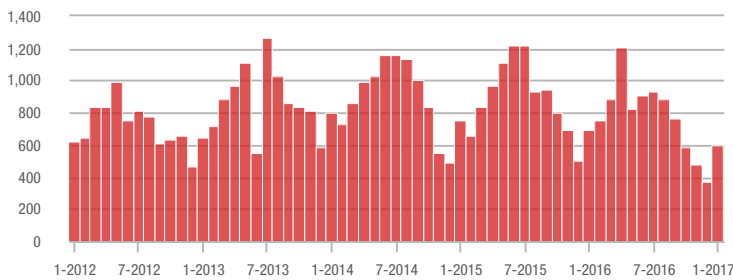
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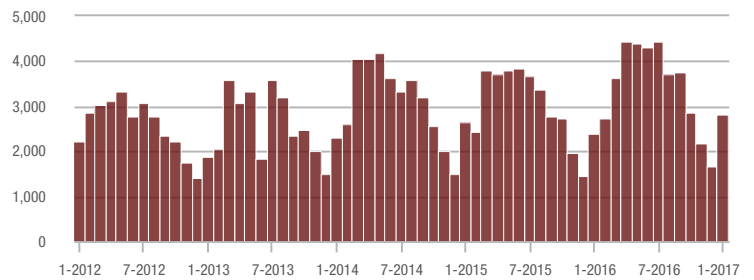
\$100,001 to \$200,000



\$200,001 to \$300,000

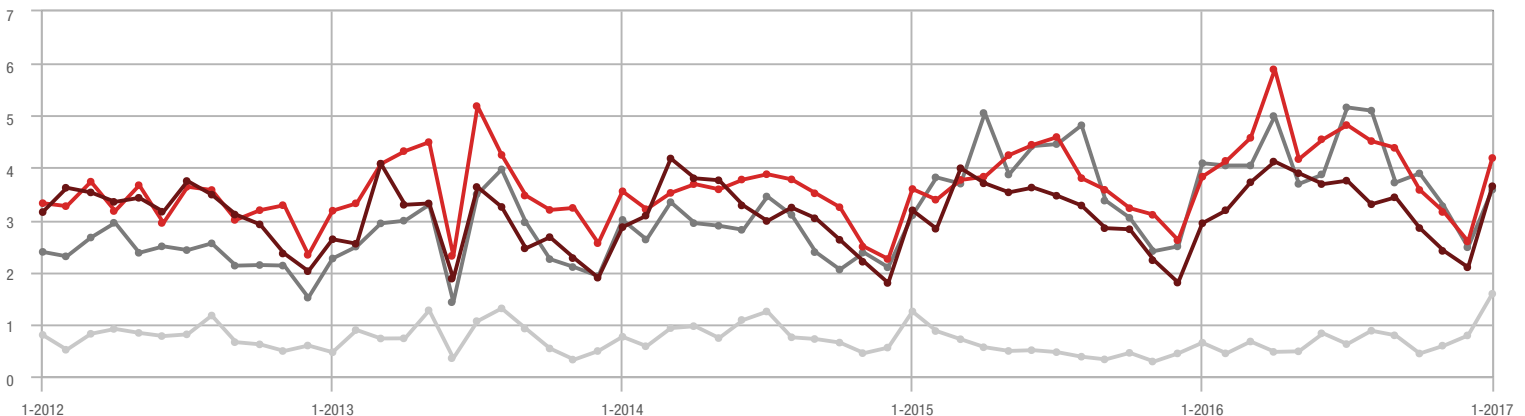


\$300,001 and Above



Buyer Interest (Showings/Listings)

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

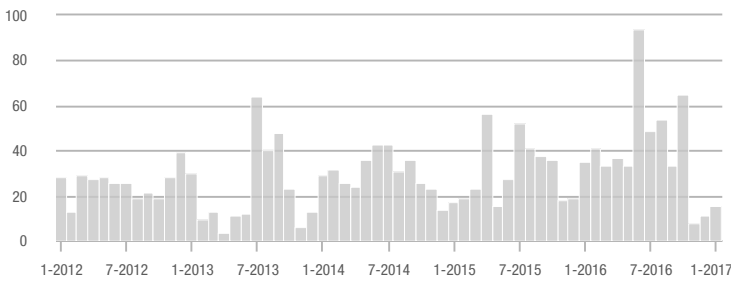


Lake Wylie

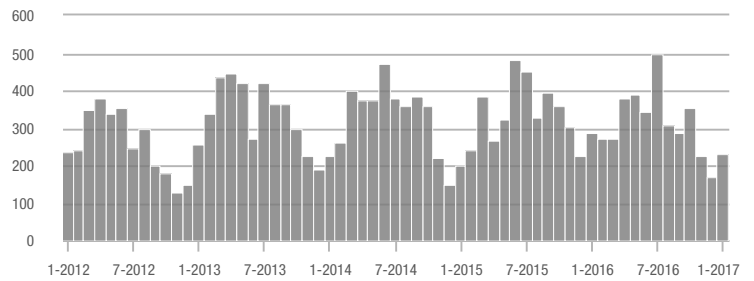
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	15	- 57.1%	+ 36.4%	0.3	- 53.2%	+ 61.6%	54	- 8.5%	- 15.6%
\$100,001 to \$200,000	231	- 20.1%	+ 38.3%	3.7	+ 0.2%	+ 38.3%	63	- 20.3%	0.0%
\$200,001 to \$300,000	430	- 28.8%	+ 74.1%	5.6	+ 11.9%	+ 60.5%	77	- 36.4%	+ 8.5%
\$300,001 and Above	940	+ 6.9%	+ 71.2%	3.2	+ 17.4%	+ 77.0%	297	- 8.9%	- 3.3%
Total	1,616	- 10.6%	+ 65.9%	3.3	+ 6.6%	+ 70.6%	491	- 16.1%	- 2.8%

Showings

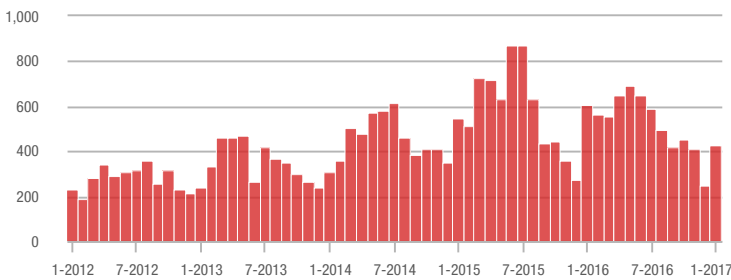
\$100,000 and Below



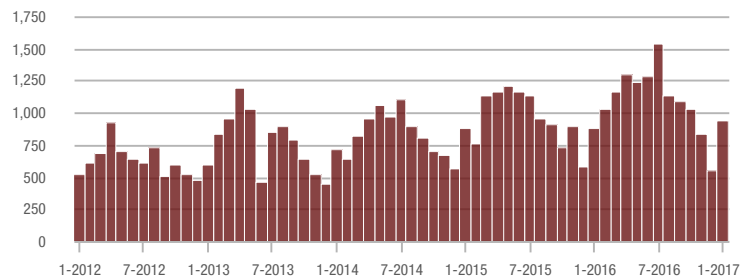
\$100,001 to \$200,000



\$200,001 to \$300,000

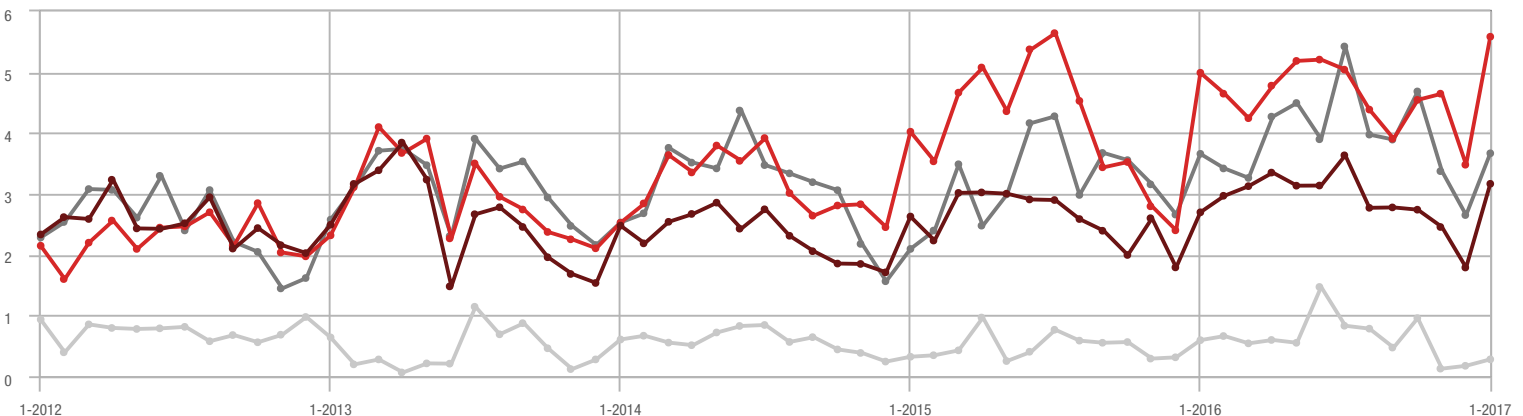


\$300,001 and Above



Buyer Interest (Showings/Listings)

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

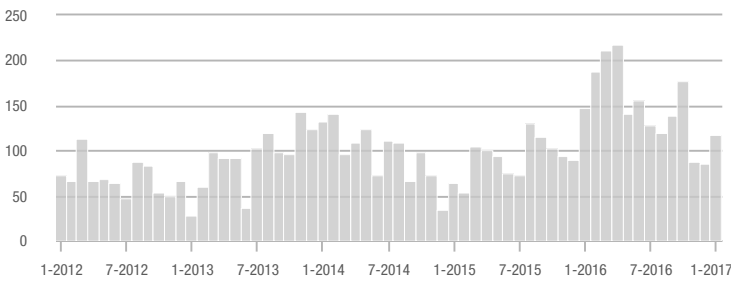


Lancaster County, SC

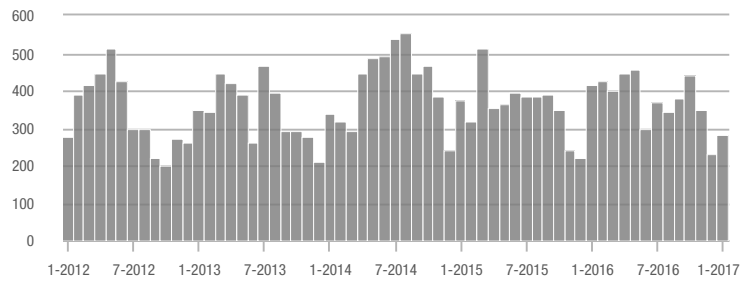
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	118	- 20.3%	+ 37.2%	2.0	+ 20.9%	+ 44.1%	60	- 34.1%	- 4.8%
\$100,001 to \$200,000	284	- 31.4%	+ 24.0%	3.6	- 18.4%	+ 13.0%	79	- 16.0%	+ 9.7%
\$200,001 to \$300,000	509	- 5.6%	- 6.9%	5.9	+ 43.8%	+ 5.0%	86	- 34.4%	- 11.3%
\$300,001 and Above	594	+ 47.8%	+ 51.1%	3.5	+ 33.2%	+ 47.6%	172	+ 11.0%	+ 2.4%
Total	1,505	+ 0.1%	+ 19.9%	3.8	+ 18.8%	+ 20.8%	397	- 15.7%	- 0.7%

Showings

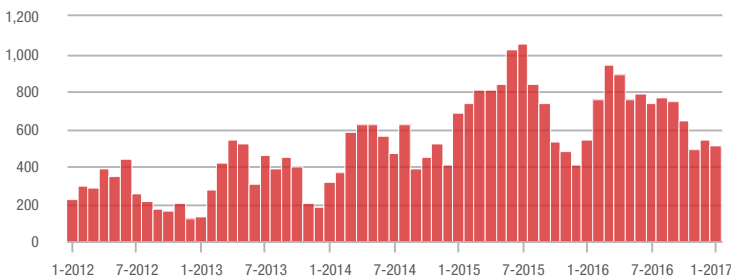
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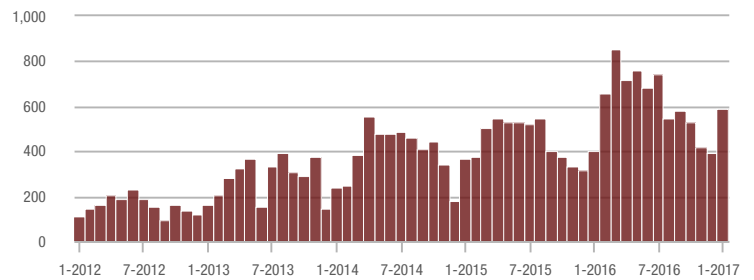
\$100,001 to \$200,000



\$200,001 to \$300,000

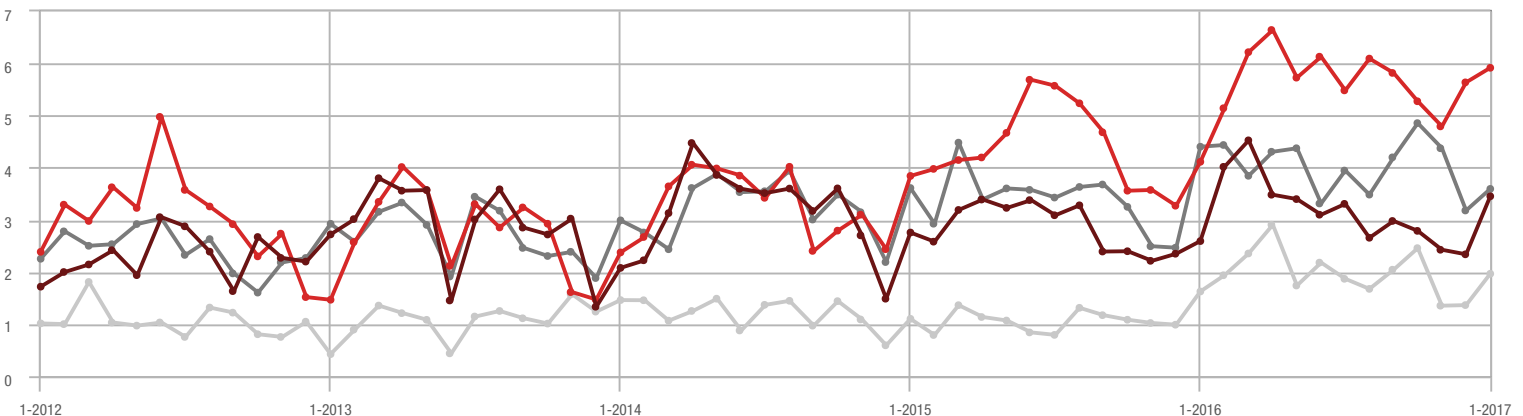


\$300,001 and Above



Buyer Interest (Showings/Listings)

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

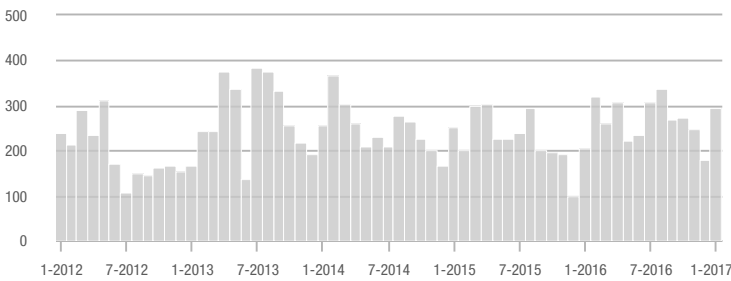


Lincoln County, NC

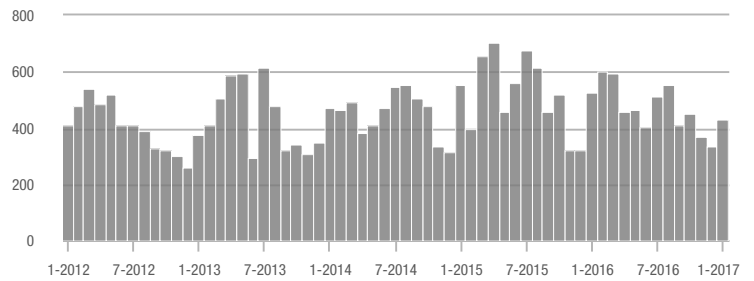
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	293	+ 44.3%	+ 64.6%	2.8	+ 96.1%	+ 81.7%	106	- 26.4%	- 9.4%
\$100,001 to \$200,000	433	- 17.8%	+ 28.1%	4.5	+ 24.1%	+ 38.8%	96	- 33.8%	- 7.7%
\$200,001 to \$300,000	437	+ 49.7%	+ 104.2%	4.5	+ 55.8%	+ 81.0%	97	- 4.0%	+ 12.8%
\$300,001 and Above	709	+ 69.2%	+ 91.1%	3.4	+ 70.8%	+ 89.3%	207	- 1.0%	+ 1.0%
Total	1,872	+ 29.9%	+ 70.0%	3.7	+ 53.8%	+ 72.0%	506	- 15.5%	- 1.2%

Showings

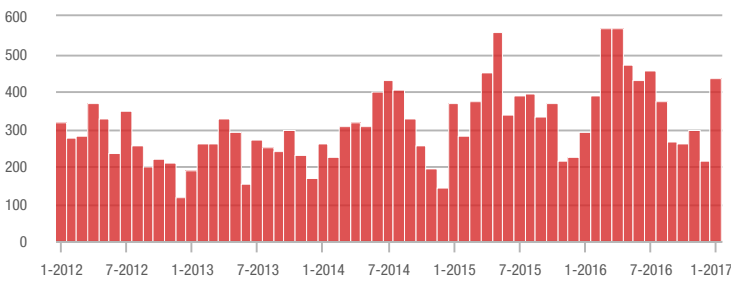
\$100,000 and Below



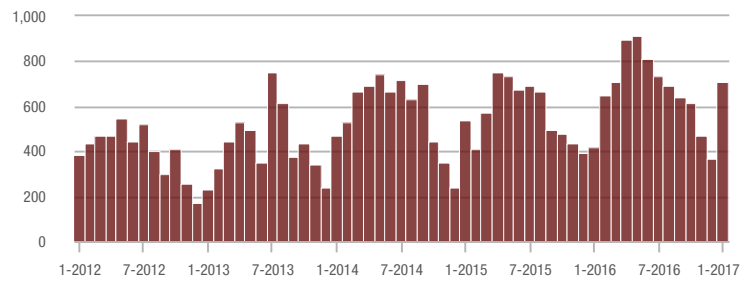
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\$200,001 to \$300,000

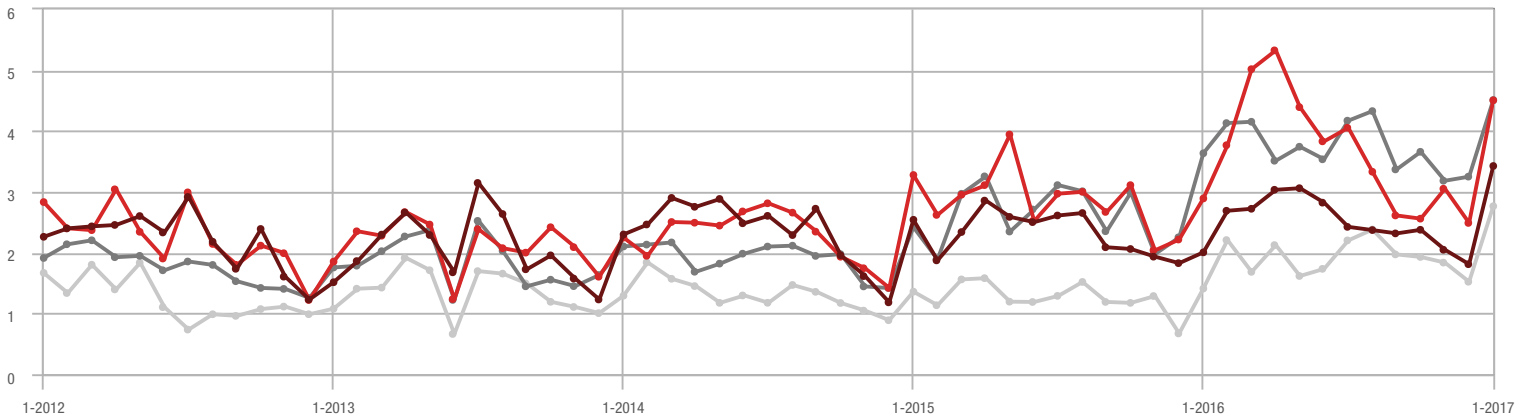


\$300,001 and Above



Buyer Interest (Showings/Listings)

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

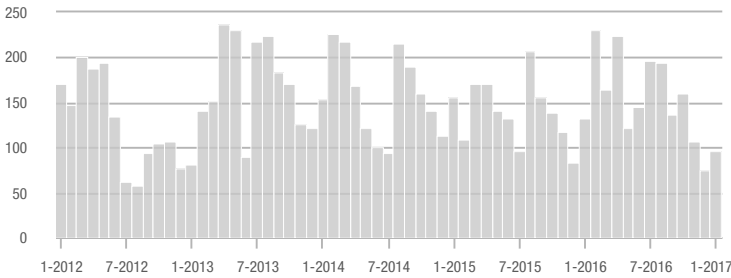


Lincolnton, NC

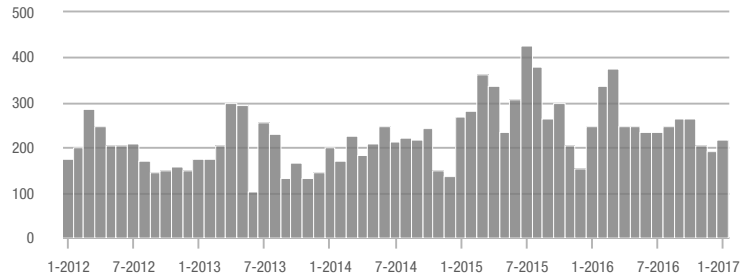
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	96	- 27.8%	+ 29.7%	2.7	+ 52.4%	+ 55.0%	36	- 52.6%	- 16.3%
\$100,001 to \$200,000	219	- 11.3%	+ 13.5%	4.2	+ 39.8%	+ 28.7%	52	- 36.6%	- 11.9%
\$200,001 to \$300,000	113	+ 46.8%	+ 94.8%	4.5	+ 70.2%	+ 87.0%	25	- 13.8%	+ 4.2%
\$300,001 and Above	41	+ 78.3%	+ 24.2%	2.0	+ 113.9%	+ 18.0%	20	- 16.7%	+ 5.3%
Total	469	- 2.3%	+ 31.0%	3.5	+ 55.0%	+ 42.8%	133	- 37.0%	- 8.3%

Showings

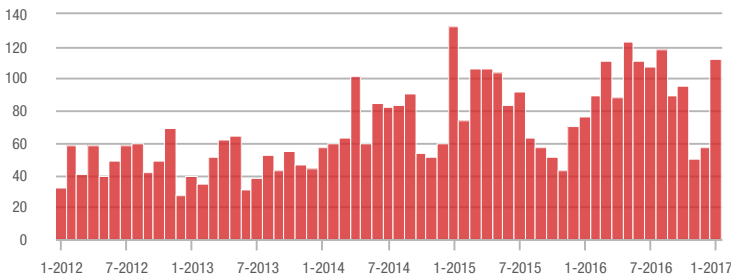
\$100,000 and Below



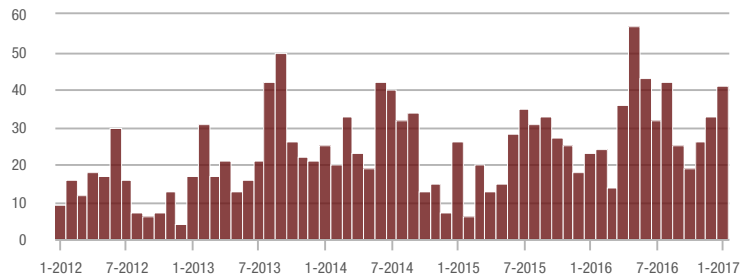
\$100,001 to \$200,000



\$200,001 to \$300,000

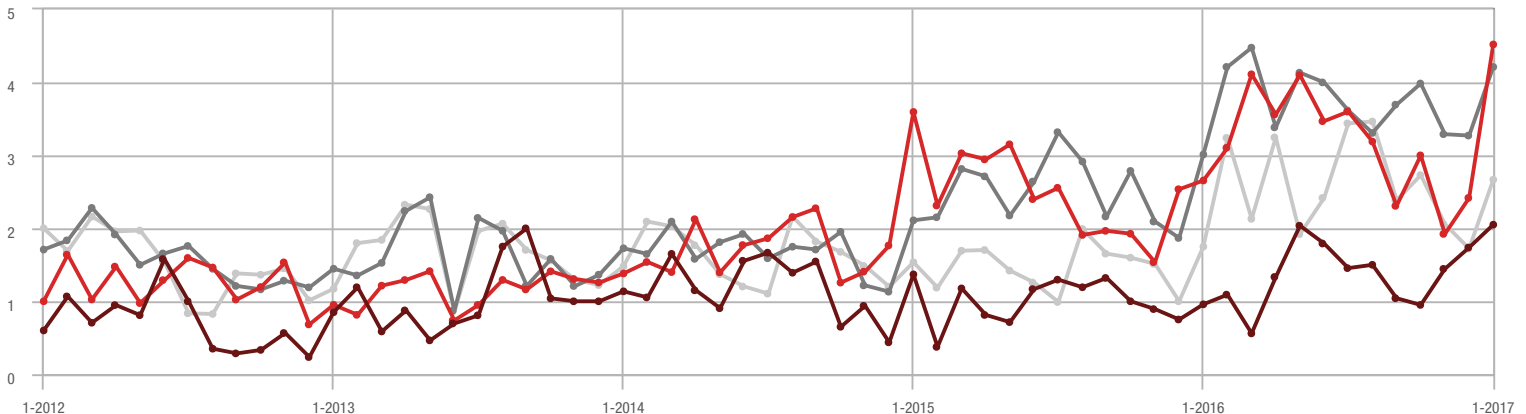


\$300,001 and Above



Buyer Interest (Showings/Listings)

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

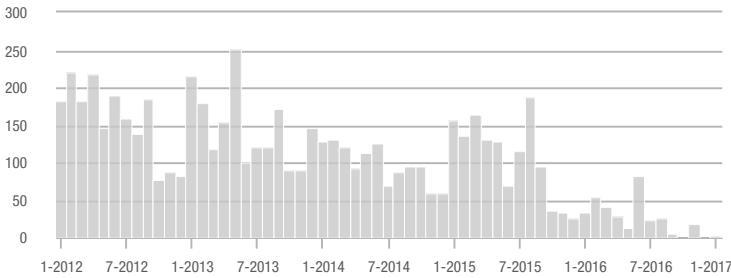


Matthews, NC

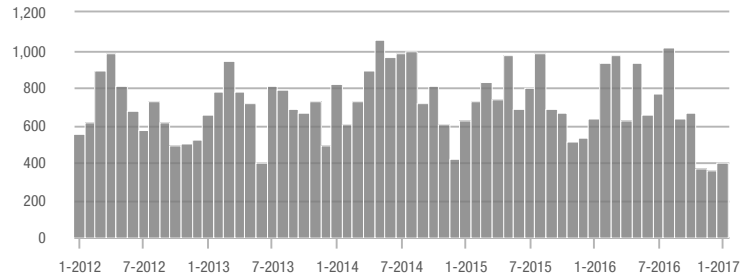
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	2	- 94.1%	—	1.0	- 64.7%	—	2	- 83.3%	+ 100.0%
\$100,001 to \$200,000	396	- 38.2%	+ 10.0%	11.6	- 7.3%	+ 26.2%	34	- 33.3%	- 12.8%
\$200,001 to \$300,000	647	- 3.9%	+ 20.7%	12.2	+ 17.9%	+ 34.4%	53	- 18.5%	- 10.2%
\$300,001 and Above	838	+ 20.2%	+ 36.3%	5.6	+ 16.2%	+ 52.7%	149	+ 3.5%	- 10.8%
Total	1,883	- 7.9%	+ 24.6%	7.9	+ 5.2%	+ 39.3%	238	- 12.5%	- 10.5%

Showings

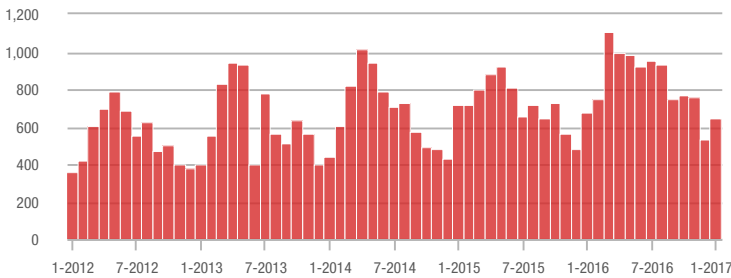
\$100,000 and Below



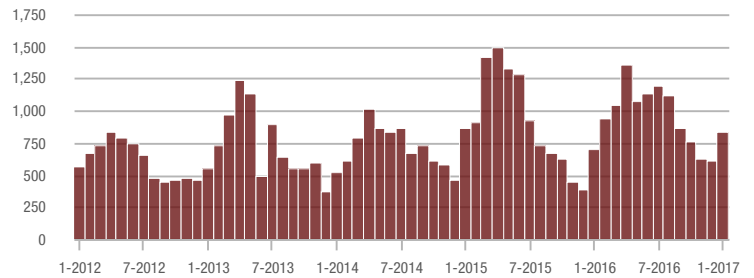
\$100,001 to \$200,000



\$200,001 to \$300,000

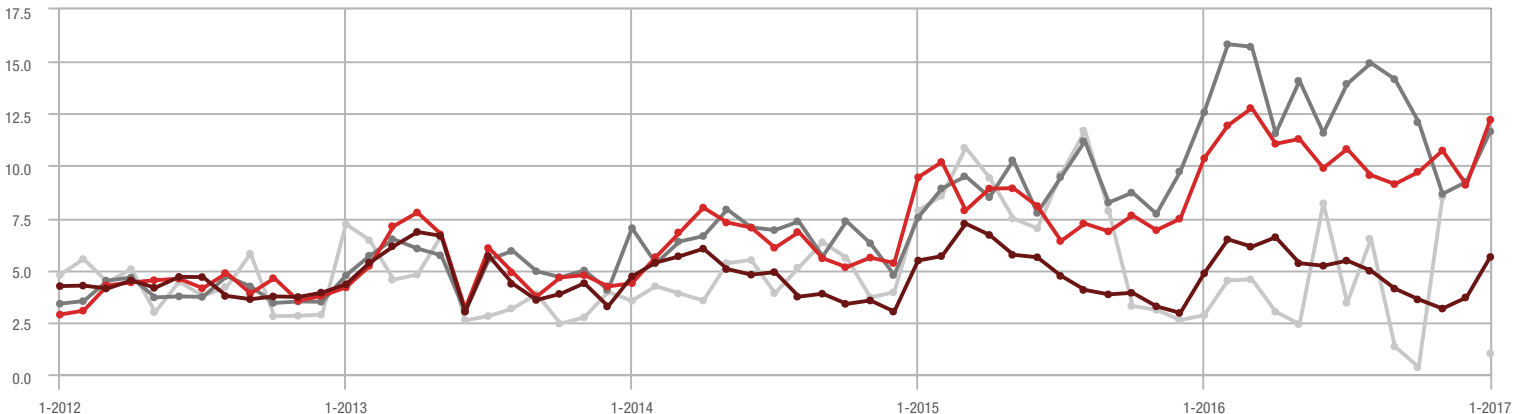


\$300,001 and Above



Buyer Interest (Showings/Listings)

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

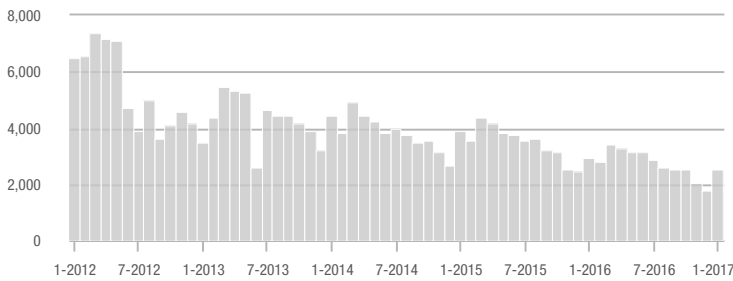


Mecklenburg County, NC

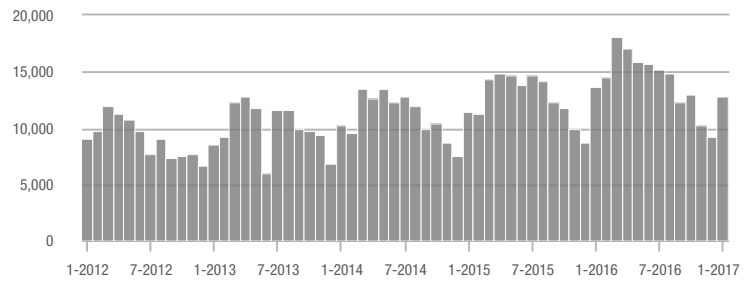
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	2,516	- 14.4%	+ 41.6%	9.0	+ 62.7%	+ 54.7%	281	- 47.4%	- 8.5%
\$100,001 to \$200,000	12,825	- 6.1%	+ 39.6%	13.6	+ 36.1%	+ 43.6%	944	- 31.0%	- 2.8%
\$200,001 to \$300,000	8,607	- 4.2%	+ 53.6%	10.2	+ 21.8%	+ 54.1%	841	- 21.3%	- 0.4%
\$300,001 and Above	13,128	+ 22.2%	+ 74.8%	6.8	+ 20.5%	+ 77.0%	1,920	+ 1.4%	- 1.2%
Total	37,076	+ 2.1%	+ 54.0%	9.3	+ 24.6%	+ 57.1%	3,986	- 18.1%	- 2.0%

Showings

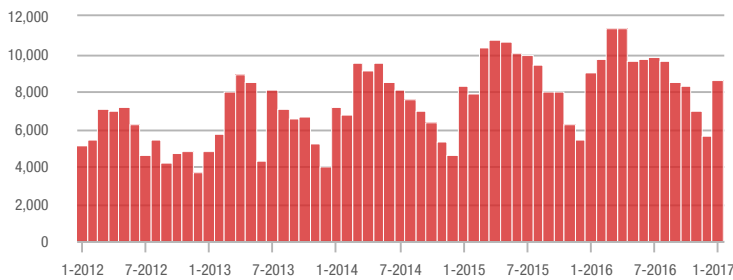
\$100,000 and Below



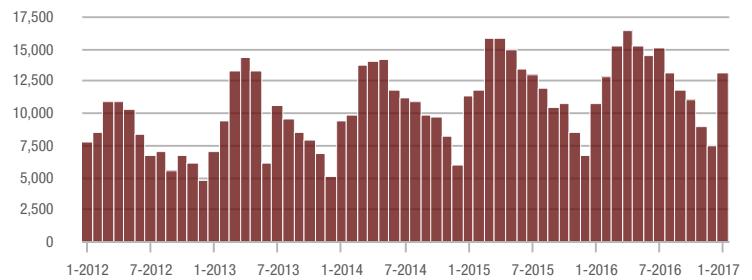
\$100,001 to \$200,000



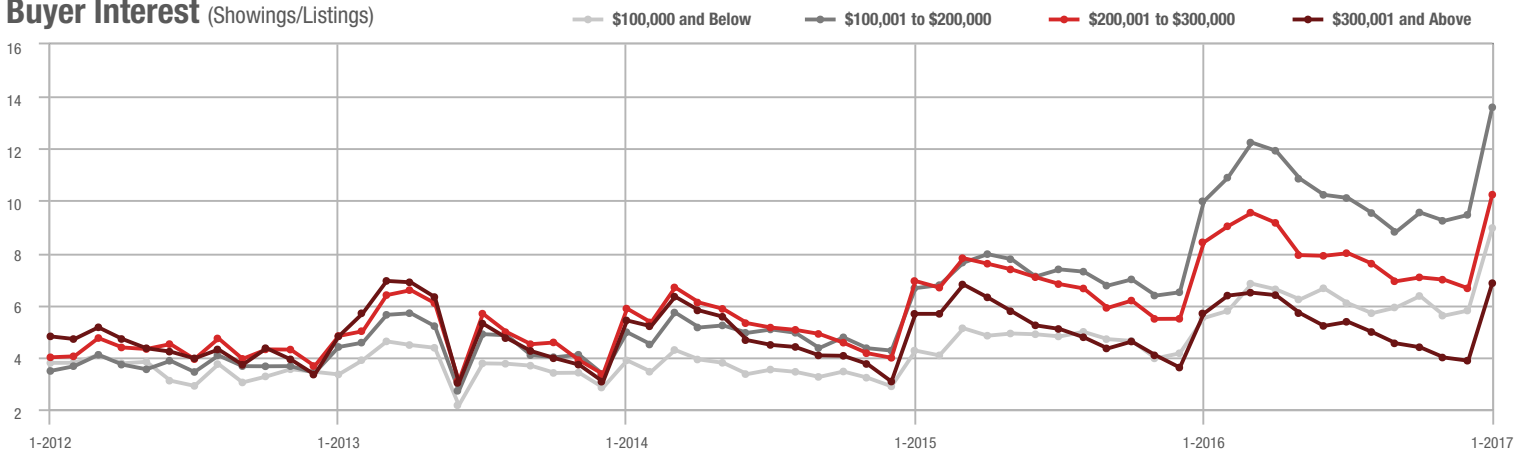
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)



Showings Report for January 2017

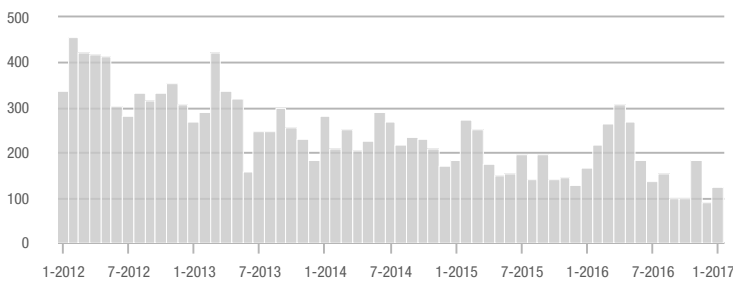
Analytic and Trend Data for the Charlotte Regional Realtor® Association

Monroe, NC

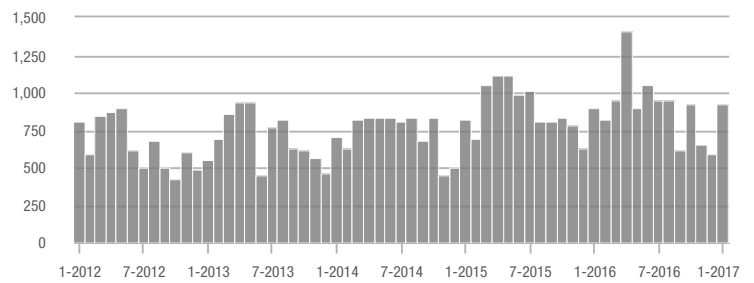
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	125	- 24.2%	+ 42.0%	2.9	+ 30.4%	+ 32.1%	43	- 41.9%	+ 7.5%
\$100,001 to \$200,000	920	+ 2.9%	+ 55.4%	8.4	+ 36.0%	+ 66.8%	109	- 24.3%	- 6.8%
\$200,001 to \$300,000	508	+ 27.6%	+ 38.8%	5.8	+ 39.2%	+ 49.8%	88	- 8.3%	- 7.4%
\$300,001 and Above	237	+ 68.1%	+ 69.3%	3.6	+ 83.6%	+ 71.9%	65	- 8.5%	- 1.5%
Total	1,790	+ 12.0%	+ 50.9%	5.9	+ 41.4%	+ 57.4%	305	- 20.8%	- 4.1%

Showings

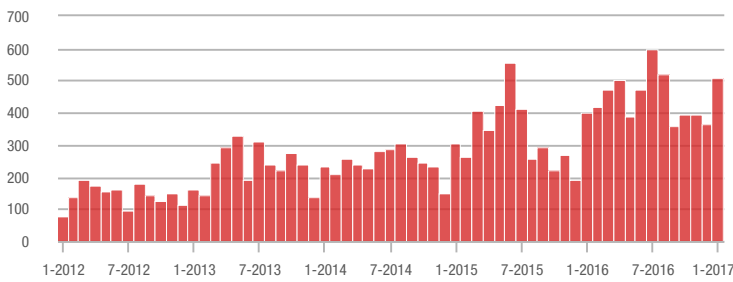
\$100,000 and Below



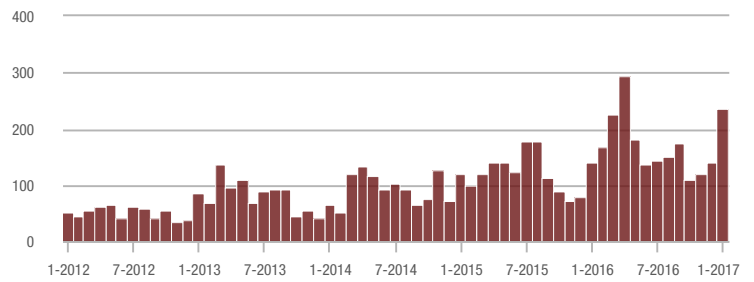
\$100,001 to \$200,000



\$200,001 to \$300,000

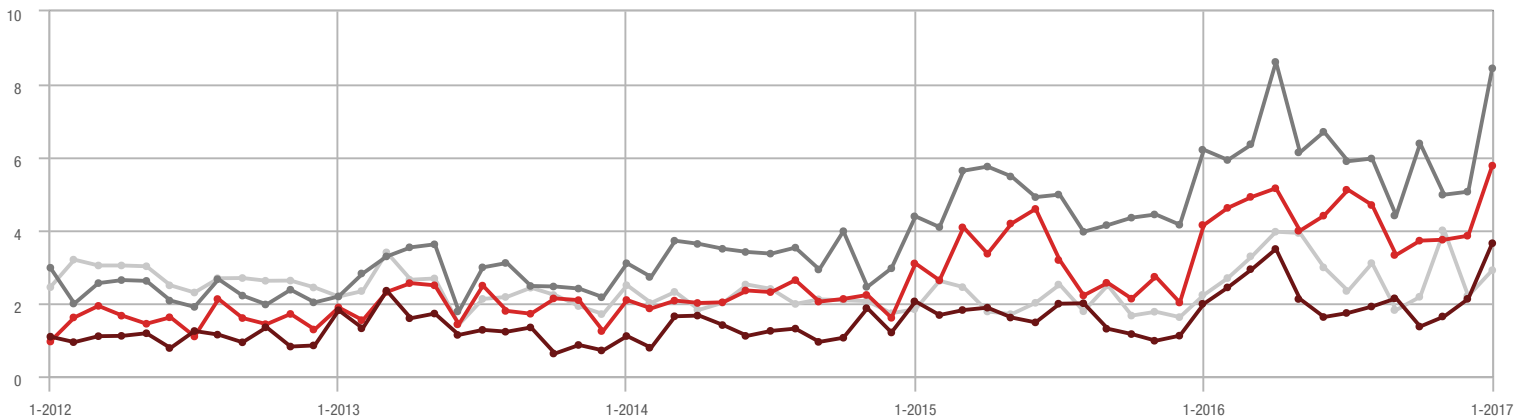


\$300,001 and Above



Buyer Interest (Showings/Listings)

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

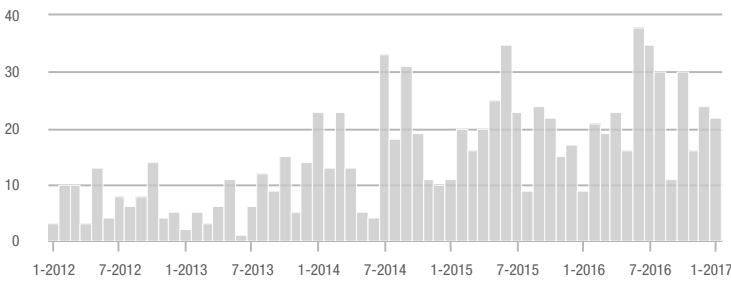


Montgomery County, NC

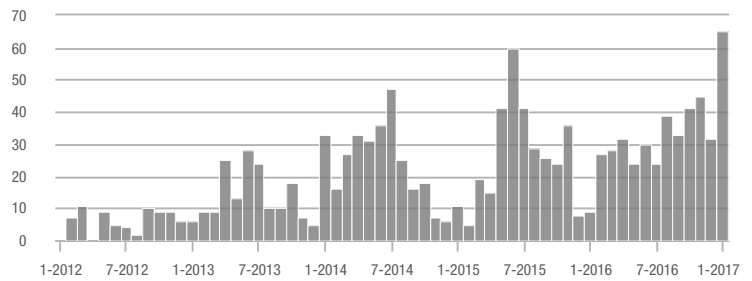
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	22	+ 144.4%	- 8.3%	0.5	+ 198.8%	+ 5.9%	45	- 18.2%	- 13.5%
\$100,001 to \$200,000	65	+ 622.2%	+ 103.1%	1.4	+ 686.4%	+ 98.6%	45	- 8.2%	+ 2.3%
\$200,001 to \$300,000	12	- 20.0%	+ 20.0%	0.6	+ 20.0%	+ 44.0%	20	- 33.3%	- 16.7%
\$300,001 and Above	39	+ 30.0%	+ 69.6%	0.8	+ 72.5%	+ 89.1%	52	- 24.6%	- 10.3%
Total	138	+ 119.0%	+ 55.1%	0.9	+ 174.5%	+ 70.4%	162	- 20.2%	- 9.0%

Showings

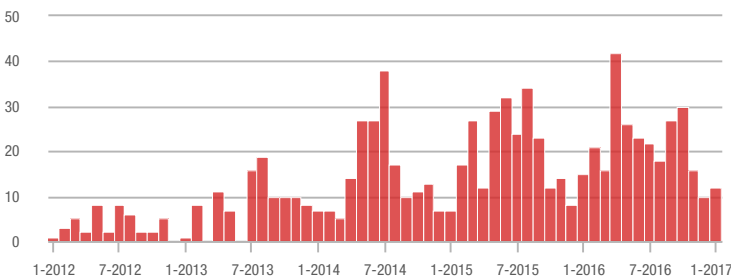
\$100,000 and Below



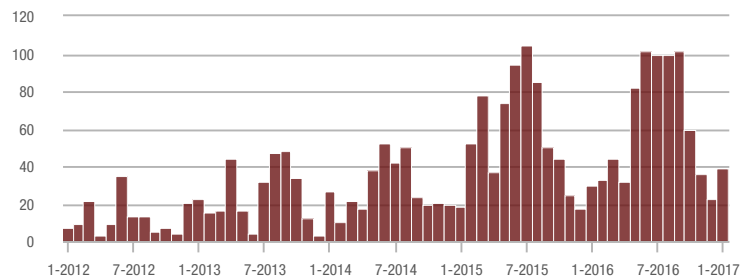
\$100,001 to \$200,000



\$200,001 to \$300,000

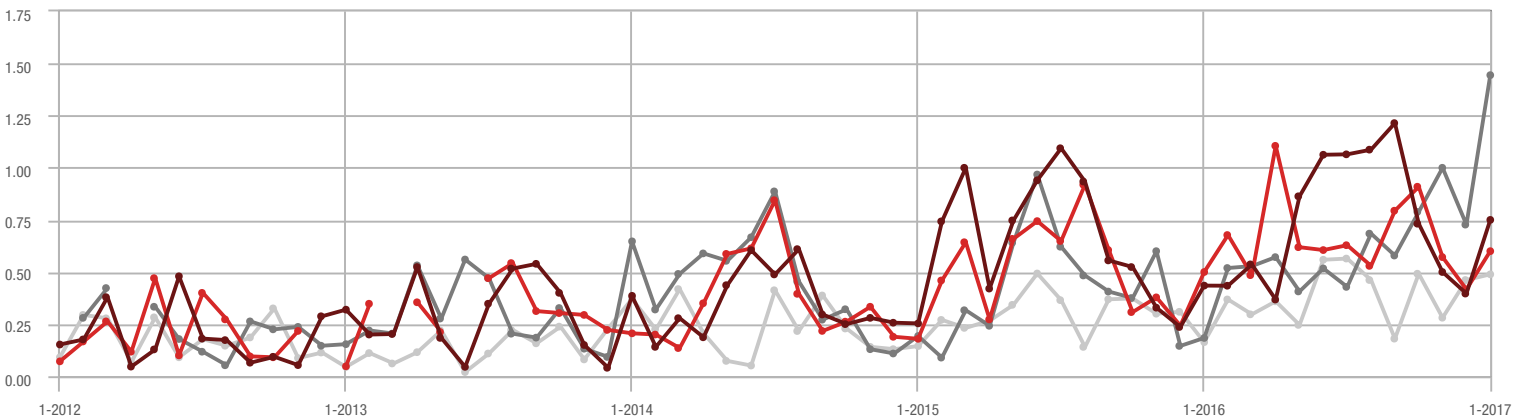


\$300,001 and Above



Buyer Interest (Showings/Listings)

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

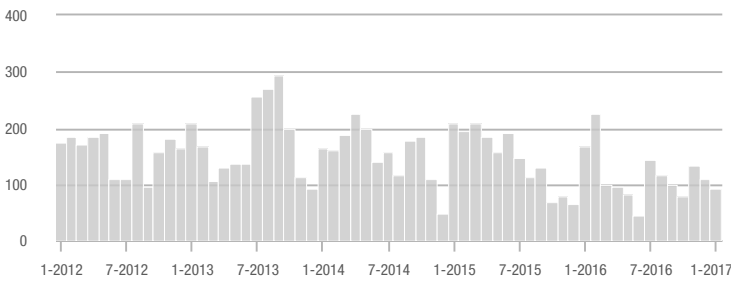


Mooresville, NC

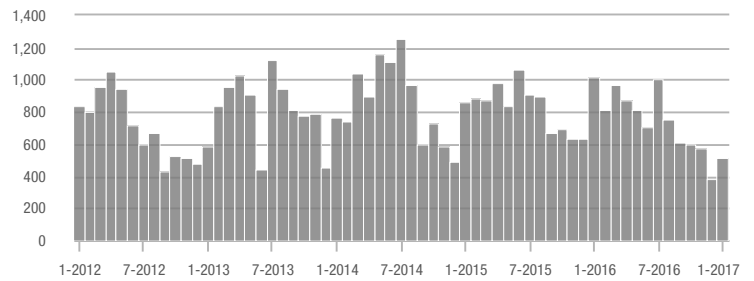
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	91	- 45.5%	- 18.0%	2.2	- 21.6%	- 8.0%	41	- 30.5%	- 10.9%
\$100,001 to \$200,000	517	- 49.1%	+ 35.0%	6.2	+ 1.3%	+ 44.7%	83	- 49.7%	- 6.7%
\$200,001 to \$300,000	777	- 6.3%	+ 65.3%	5.4	+ 20.2%	+ 63.0%	145	- 22.0%	+ 1.4%
\$300,001 and Above	1,428	+ 7.2%	+ 58.8%	3.3	+ 8.7%	+ 67.7%	431	- 1.4%	- 5.3%
Total	2,813	- 15.9%	+ 51.0%	4.0	+ 1.8%	+ 58.1%	700	- 17.4%	- 4.5%

Showings

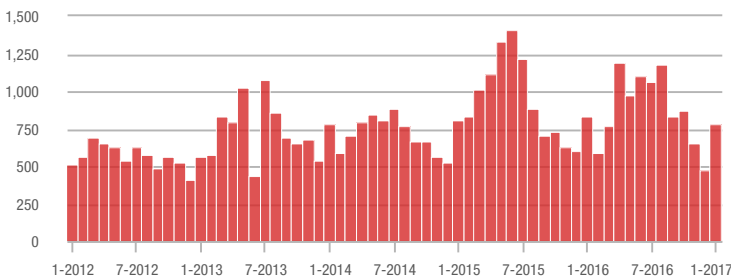
\$100,000 and Below



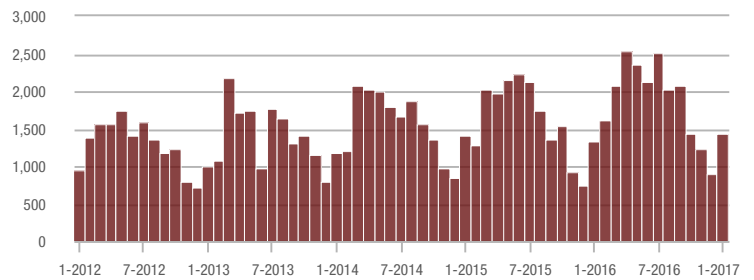
\$100,001 to \$200,000



\$200,001 to \$300,000

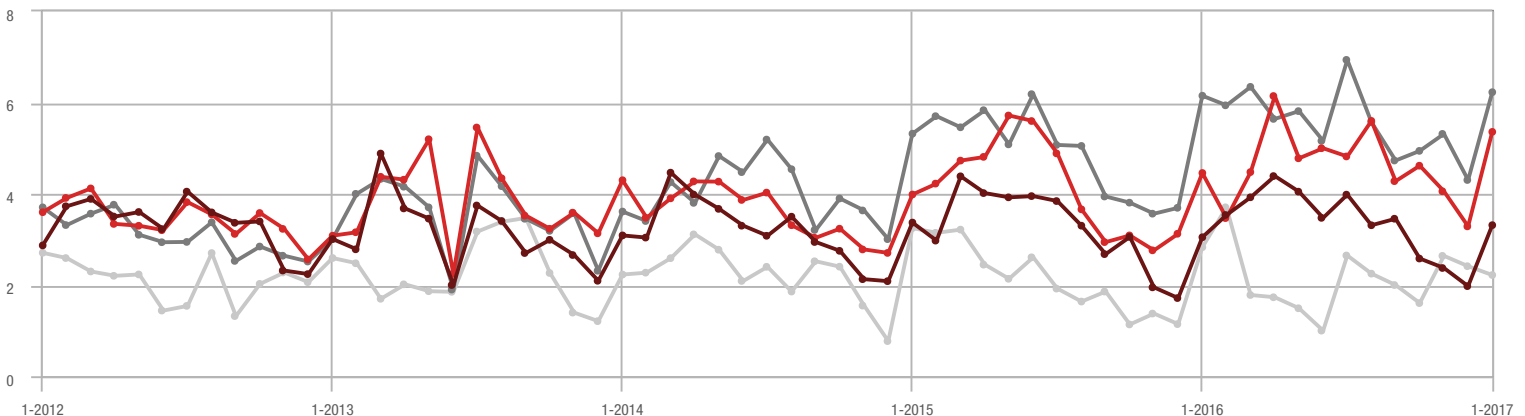


\$300,001 and Above



Buyer Interest (Showings/Listings)

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

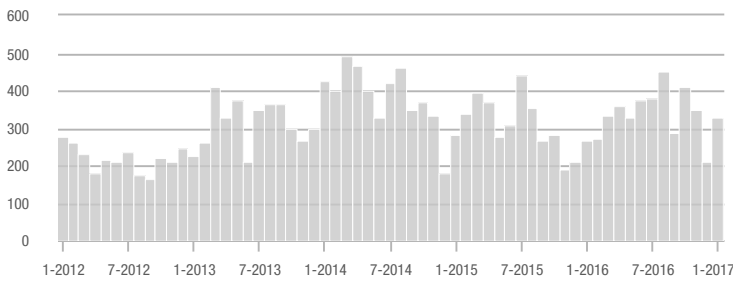


Rock Hill, SC

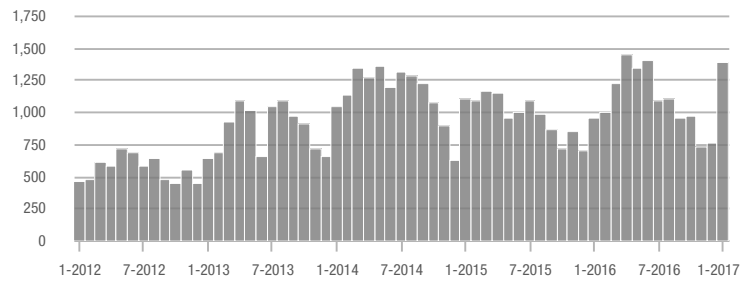
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	329	+ 23.7%	+ 56.7%	4.3	+ 87.9%	+ 97.4%	77	- 34.2%	- 20.6%
\$100,001 to \$200,000	1,390	+ 44.5%	+ 83.1%	12.3	+ 68.8%	+ 52.3%	113	- 14.4%	+ 20.2%
\$200,001 to \$300,000	622	+ 88.5%	+ 93.2%	6.7	+ 56.1%	+ 68.2%	93	+ 20.8%	+ 14.8%
\$300,001 and Above	240	- 5.1%	+ 64.4%	2.3	- 19.6%	+ 61.3%	105	+ 18.0%	+ 1.9%
Total	2,581	+ 42.5%	+ 79.6%	6.7	+ 52.4%	+ 73.6%	388	- 6.5%	+ 3.5%

Showings

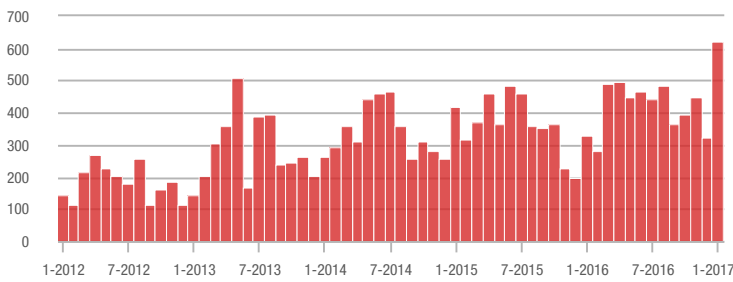
\$100,000 and Below



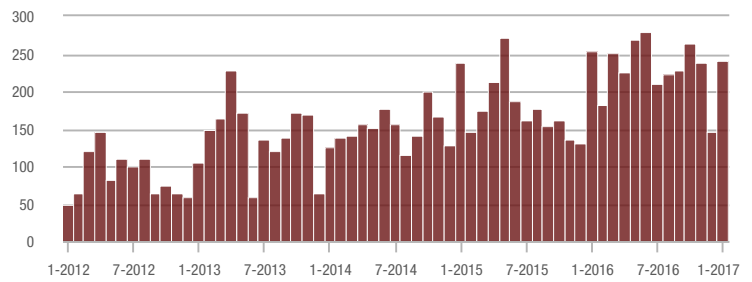
\$100,001 to \$200,000



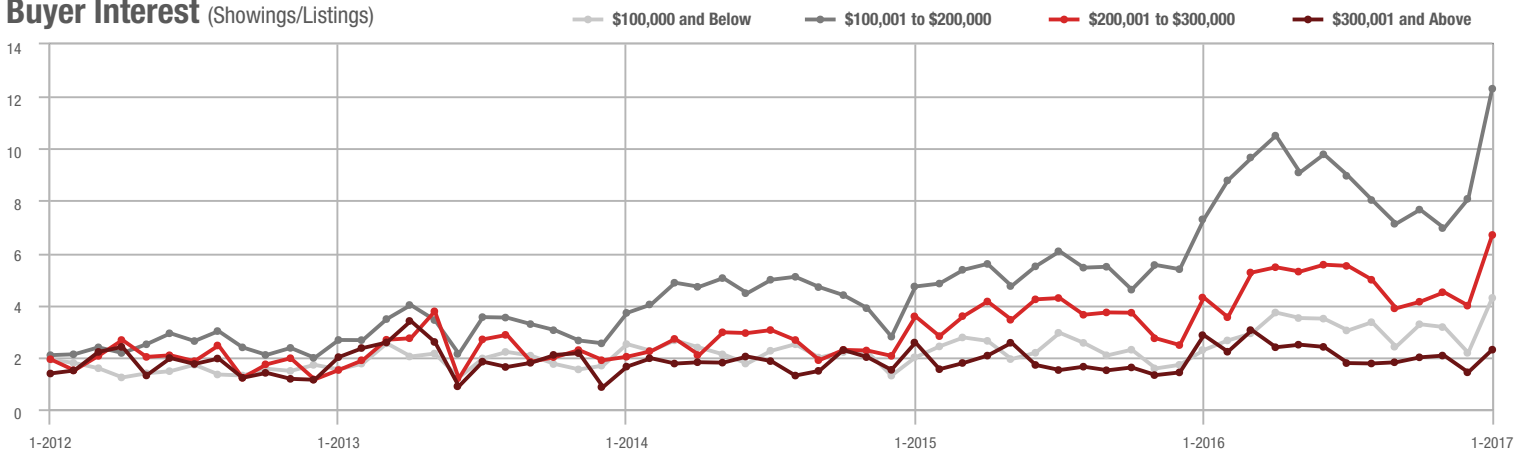
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

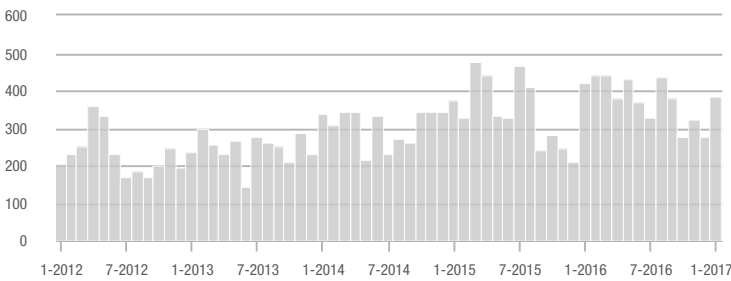


Salisbury, NC

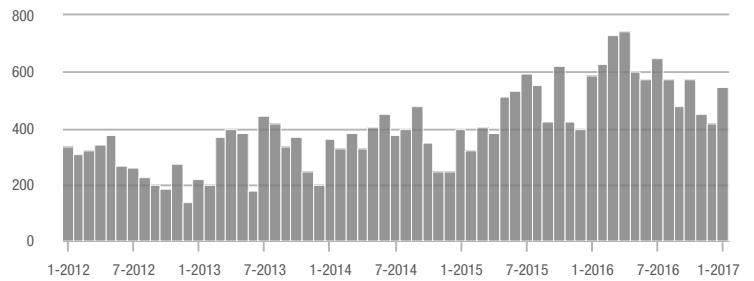
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	383	- 8.8%	+ 37.3%	3.2	+ 40.9%	+ 54.3%	121	- 35.3%	- 11.0%
\$100,001 to \$200,000	546	- 6.7%	+ 31.3%	4.7	+ 52.1%	+ 25.6%	116	- 38.6%	+ 4.5%
\$200,001 to \$300,000	176	+ 23.1%	+ 39.7%	2.6	+ 24.9%	+ 27.2%	67	- 1.5%	+ 9.8%
\$300,001 and Above	58	- 1.7%	+ 222.2%	1.3	+ 27.3%	+ 236.9%	44	- 22.8%	- 4.3%
Total	1,163	- 3.6%	+ 38.6%	3.3	+ 38.7%	+ 41.0%	348	- 30.5%	- 1.7%

Showings

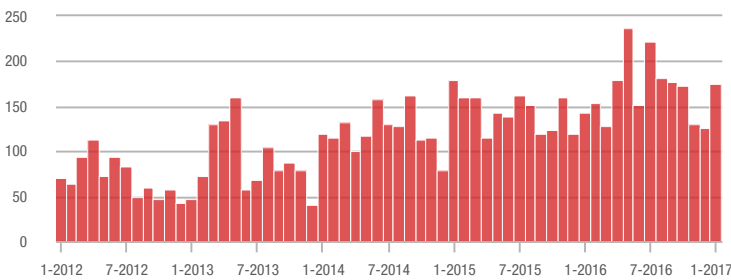
\$100,000 and Below



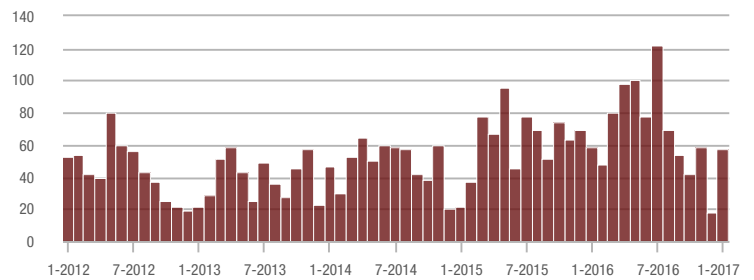
\$100,001 to \$200,000



\$200,001 to \$300,000

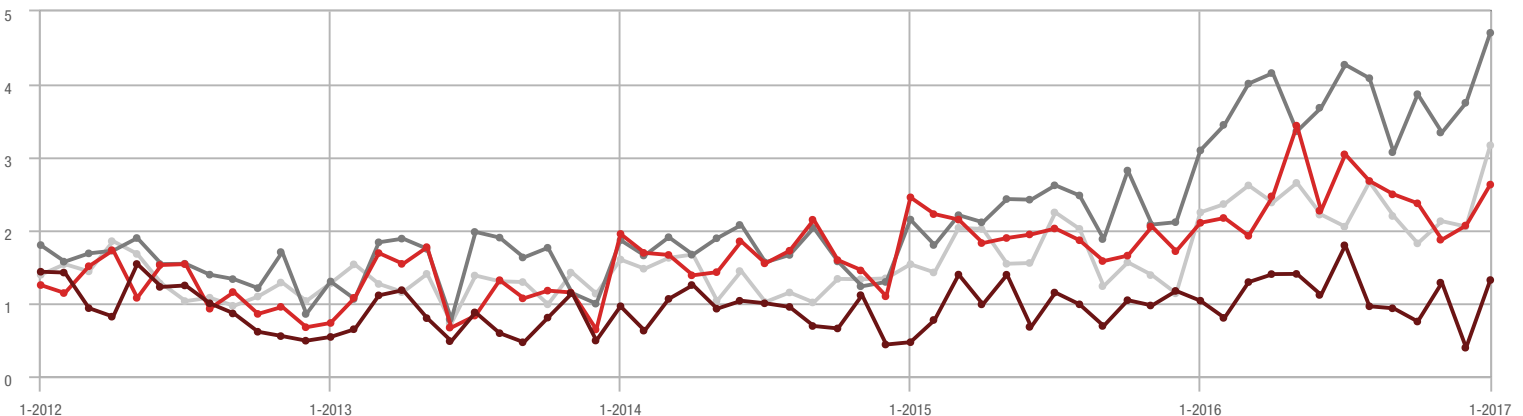


\$300,001 and Above



Buyer Interest (Showings/Listings)

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

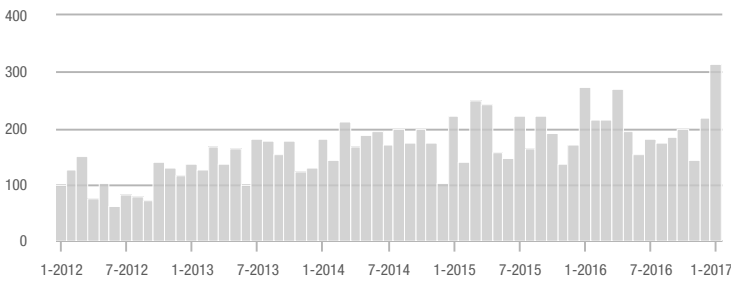


Stanly County, NC

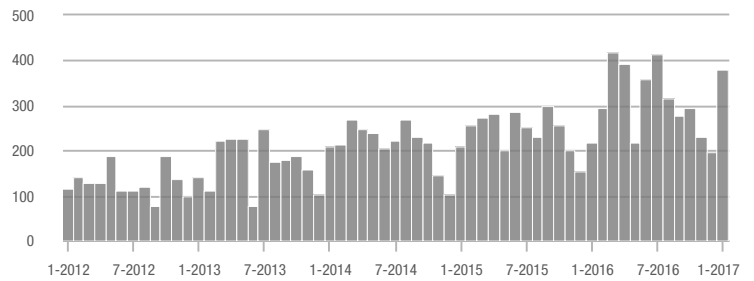
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	315	+ 15.0%	+ 43.2%	3.2	+ 66.6%	+ 43.2%	98	- 31.0%	0.0%
\$100,001 to \$200,000	382	+ 76.0%	+ 95.9%	3.9	+ 152.5%	+ 107.8%	99	- 30.3%	- 5.7%
\$200,001 to \$300,000	183	+ 165.2%	+ 125.9%	2.9	+ 94.8%	+ 143.6%	64	+ 36.2%	- 7.2%
\$300,001 and Above	56	+ 3.7%	- 3.4%	1.1	+ 52.4%	+ 14.3%	49	- 31.9%	- 15.5%
Total	936	+ 52.4%	+ 69.0%	3.0	+ 98.2%	+ 79.9%	310	- 23.1%	- 6.1%

Showings

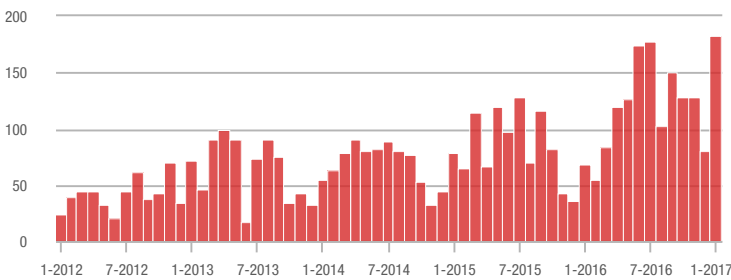
\$100,000 and Below



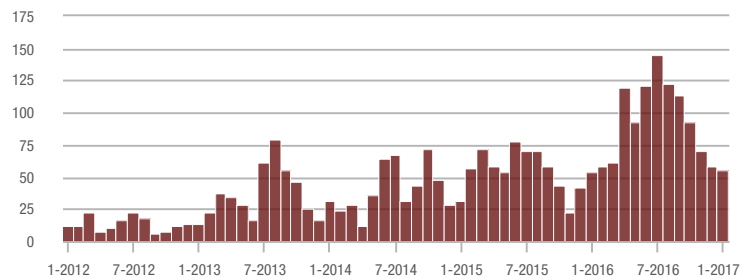
\$100,001 to \$200,000



\$200,001 to \$300,000

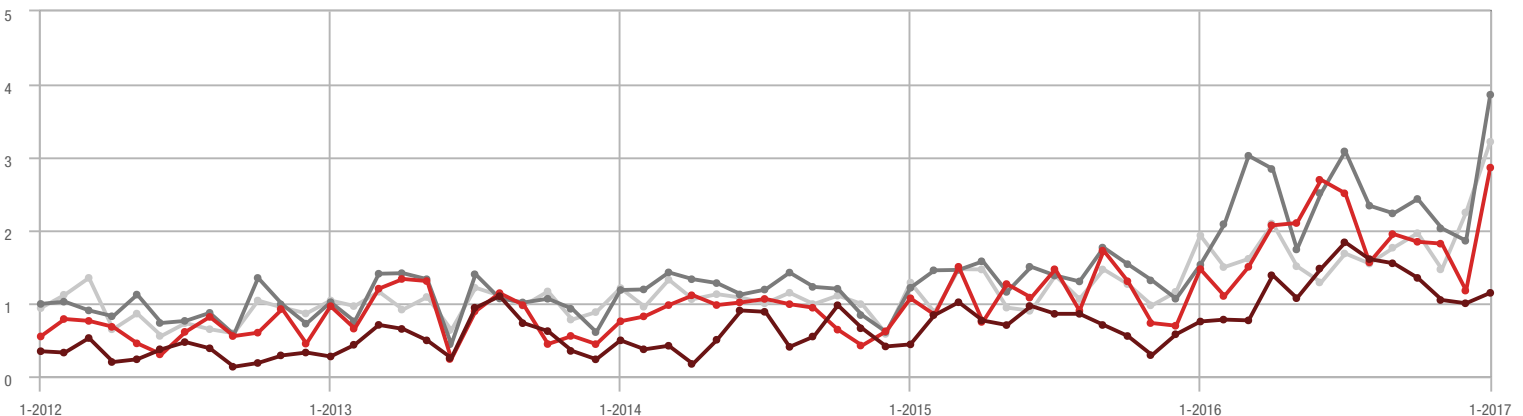


\$300,001 and Above



Buyer Interest (Showings/Listings)

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

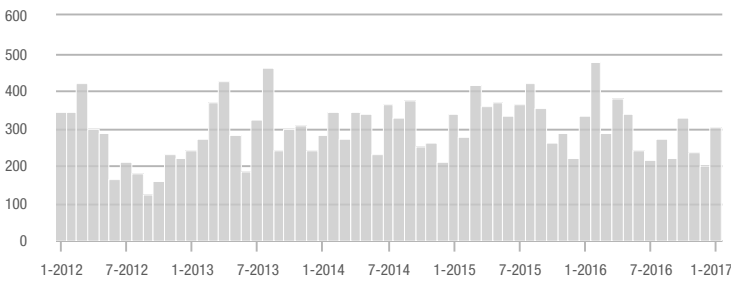


Statesville, NC

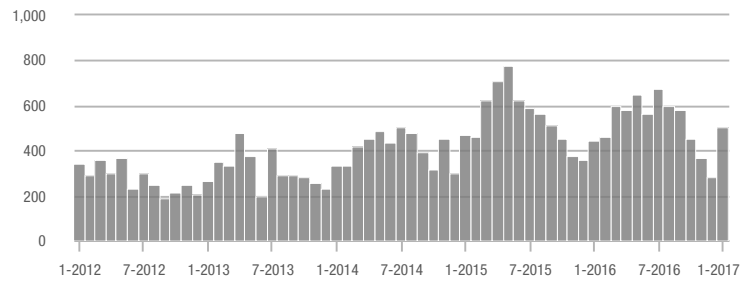
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	303	- 9.0%	+ 52.3%	3.1	+ 29.1%	+ 58.5%	98	- 29.5%	- 3.9%
\$100,001 to \$200,000	507	+ 14.2%	+ 79.8%	4.5	+ 62.1%	+ 76.6%	112	- 29.6%	+ 1.8%
\$200,001 to \$300,000	156	+ 21.9%	+ 62.5%	2.6	+ 69.4%	+ 76.3%	59	- 28.0%	- 7.8%
\$300,001 and Above	71	- 29.7%	- 9.0%	1.1	- 16.1%	- 1.6%	62	- 16.2%	- 7.5%
Total	1,037	+ 3.1%	+ 58.3%	3.1	+ 41.4%	+ 64.1%	331	- 27.1%	- 3.5%

Showings

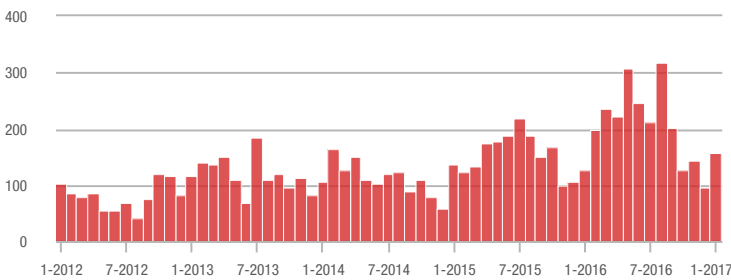
\$100,000 and Below



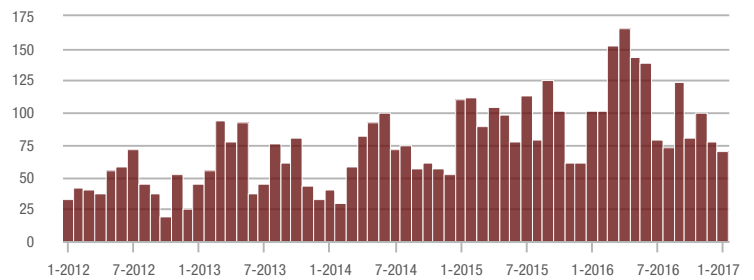
\$100,001 to \$200,000



\$200,001 to \$300,000

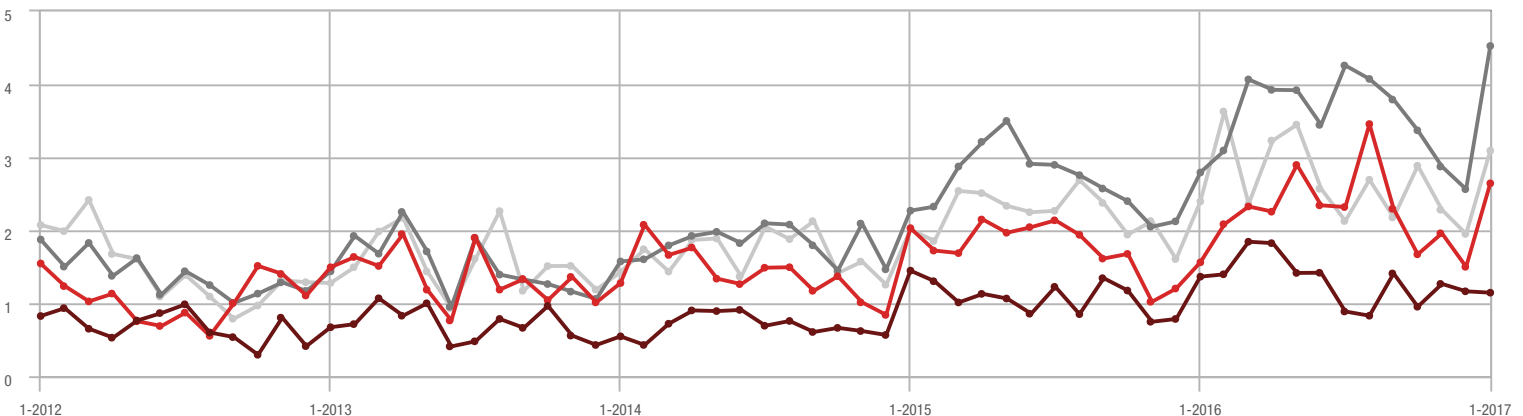


\$300,001 and Above



Buyer Interest (Showings/Listings)

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

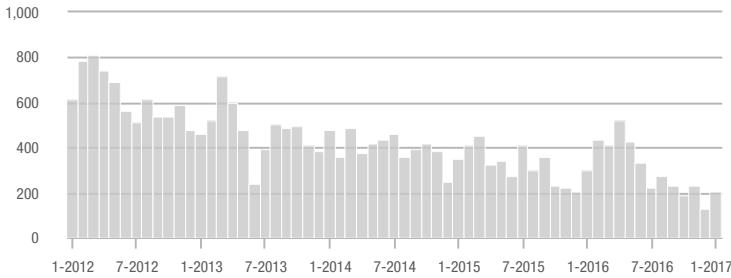


Union County, NC

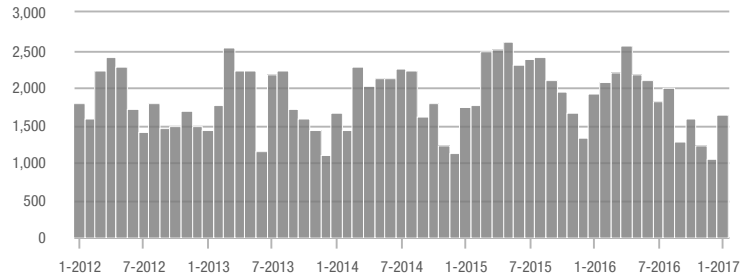
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	208	- 30.9%	+ 60.0%	2.7	+ 32.8%	+ 70.4%	77	- 48.0%	- 6.1%
\$100,001 to \$200,000	1,641	- 14.6%	+ 55.3%	8.0	+ 33.5%	+ 68.1%	206	- 36.0%	- 7.6%
\$200,001 to \$300,000	1,405	+ 2.9%	+ 43.2%	5.8	+ 25.0%	+ 45.0%	242	- 17.7%	- 1.2%
\$300,001 and Above	2,769	+ 11.8%	+ 55.6%	4.6	+ 23.3%	+ 69.4%	602	- 9.3%	- 8.1%
Total	6,023	- 0.7%	+ 52.6%	5.3	+ 25.8%	+ 63.2%	1,127	- 21.1%	- 6.5%

Showings

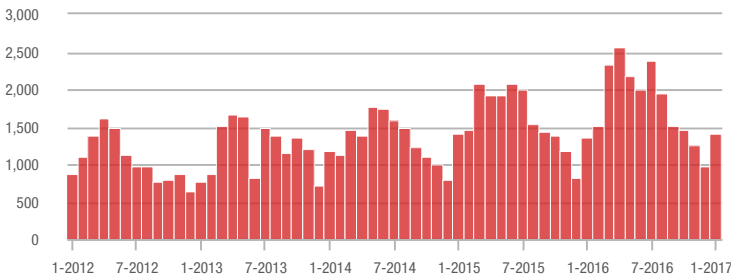
\$100,000 and Below



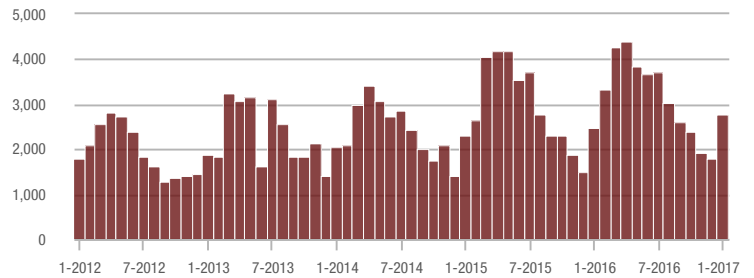
\$100,001 to \$200,000



\$200,001 to \$300,000

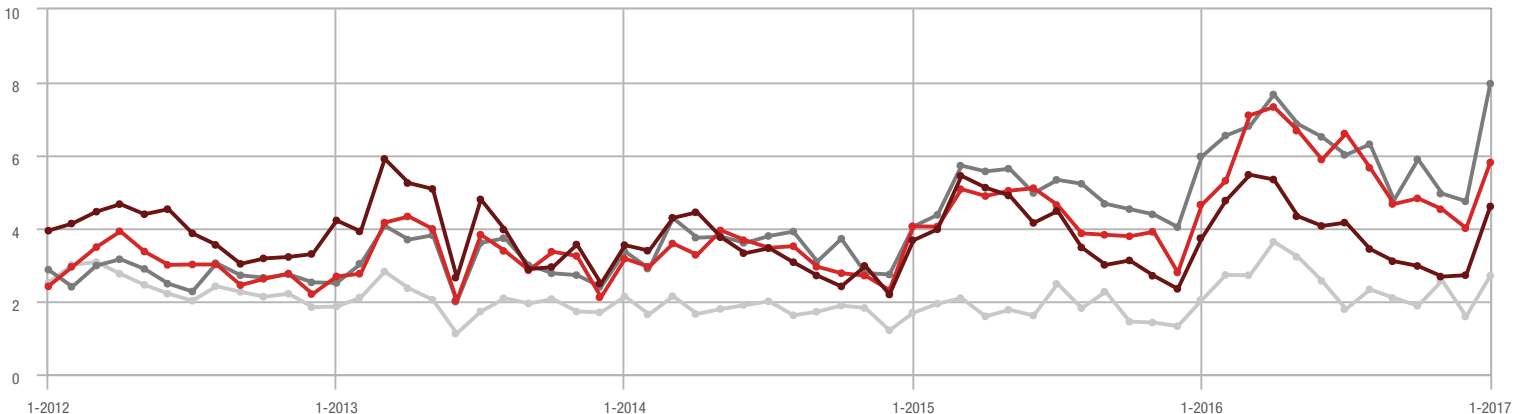


\$300,001 and Above



Buyer Interest (Showings/Listings)

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

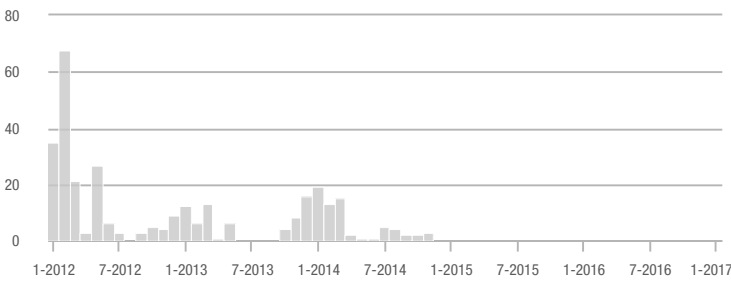


Uptown Charlotte

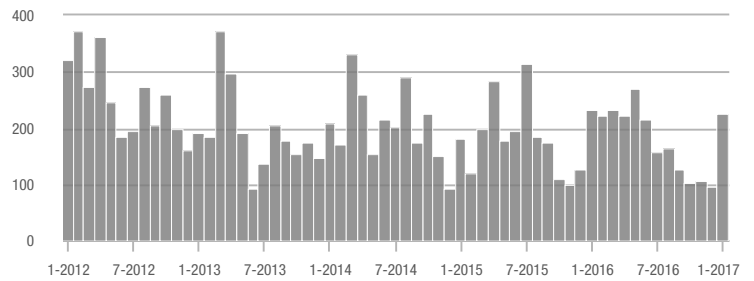
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	0	0.0%	0.0%	0.0	0.0%	0.0%	0	0.0%	0.0%
\$100,001 to \$200,000	224	- 4.3%	+ 135.8%	14.0	+ 1.7%	+ 47.4%	16	- 5.9%	+ 60.0%
\$200,001 to \$300,000	301	- 29.3%	+ 25.4%	10.4	- 19.6%	+ 34.1%	29	- 12.1%	- 6.5%
\$300,001 and Above	552	+ 28.1%	+ 87.1%	8.0	+ 18.8%	+ 98.0%	69	+ 7.8%	- 5.5%
Total	1,077	- 1.3%	+ 71.0%	9.4	- 1.3%	+ 71.0%	114	0.0%	0.0%

Showings

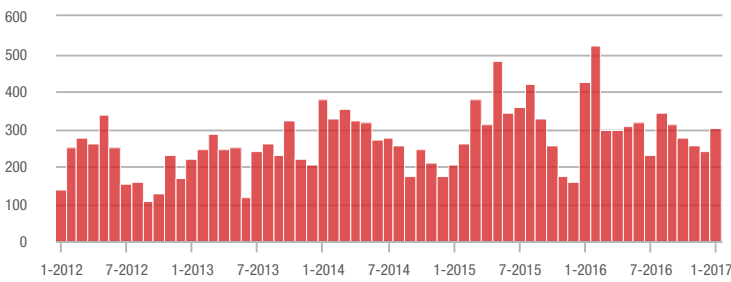
\$100,000 and Below



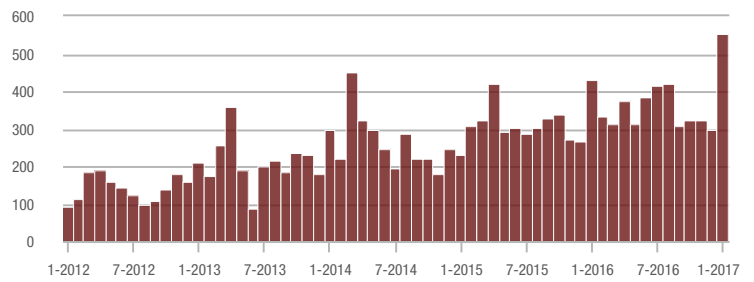
\$100,001 to \$200,000



\$200,001 to \$300,000

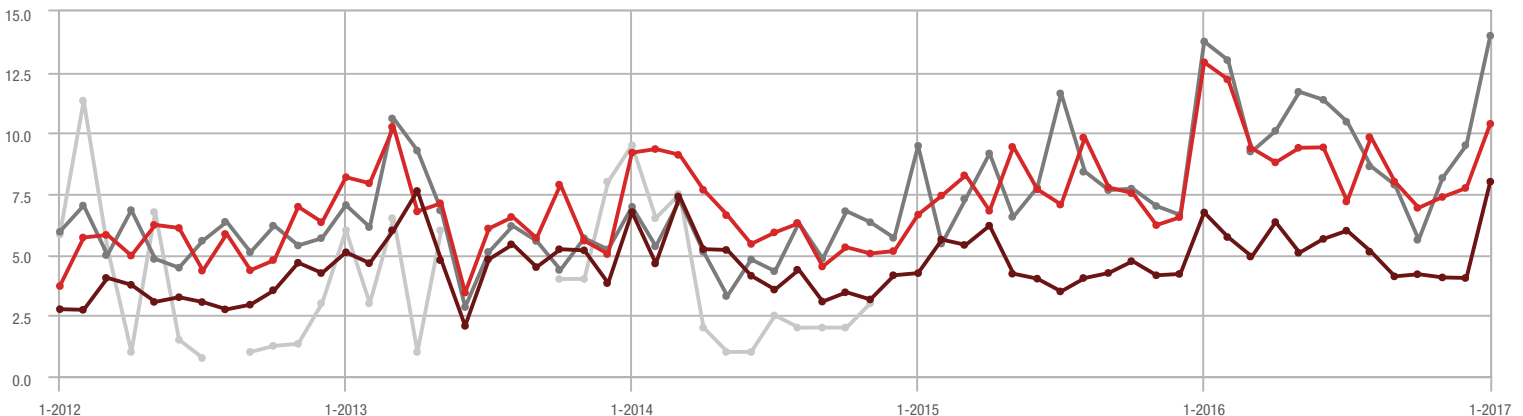


\$300,001 and Above



Buyer Interest (Showings/Listings)

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

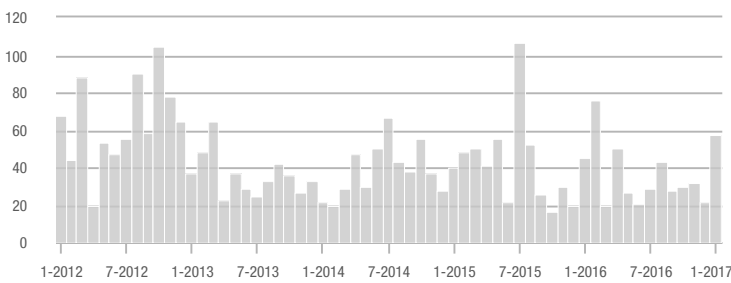


Waxhaw, NC

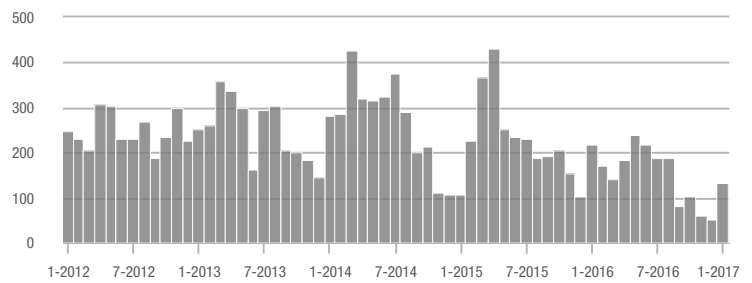
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	57	+ 26.7%	+ 159.1%	3.2	+ 90.0%	+ 202.3%	18	- 33.3%	- 14.3%
\$100,001 to \$200,000	134	- 38.2%	+ 162.7%	3.5	+ 2.4%	+ 204.2%	38	- 39.7%	- 13.6%
\$200,001 to \$300,000	255	+ 28.8%	+ 49.1%	4.6	+ 35.7%	+ 46.5%	56	- 5.1%	+ 1.8%
\$300,001 and Above	1,287	- 5.4%	+ 50.5%	4.6	+ 7.2%	+ 66.3%	277	- 11.8%	- 9.5%
Total	1,733	- 4.8%	+ 57.7%	4.5	+ 13.3%	+ 72.7%	389	- 16.0%	- 8.7%

Showings

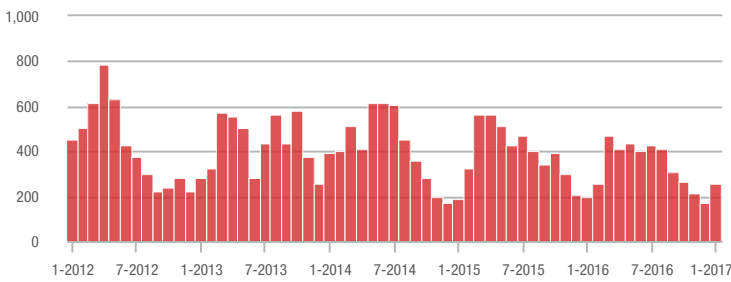
\$100,000 and Below



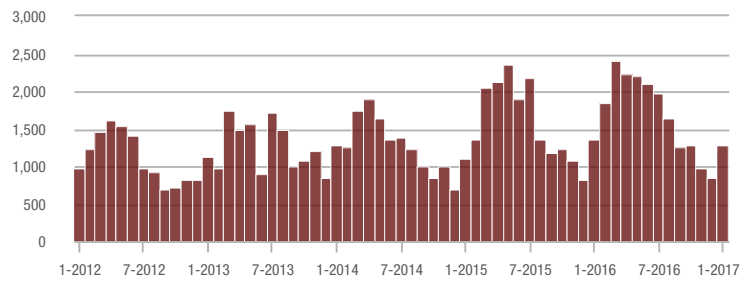
\$100,001 to \$200,000



\$200,001 to \$300,000

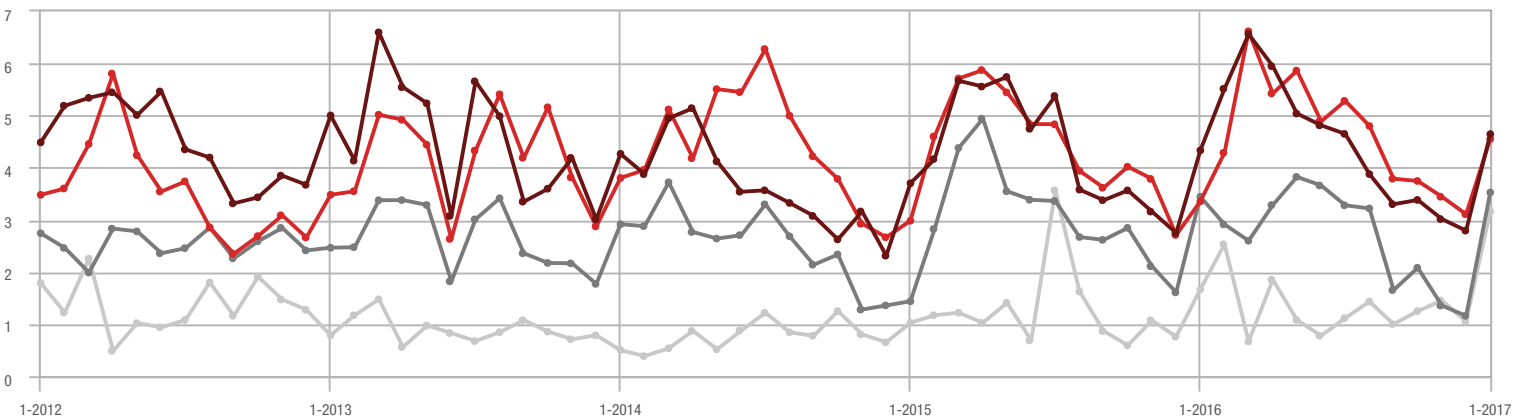


\$300,001 and Above



Buyer Interest (Showings/Listings)

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

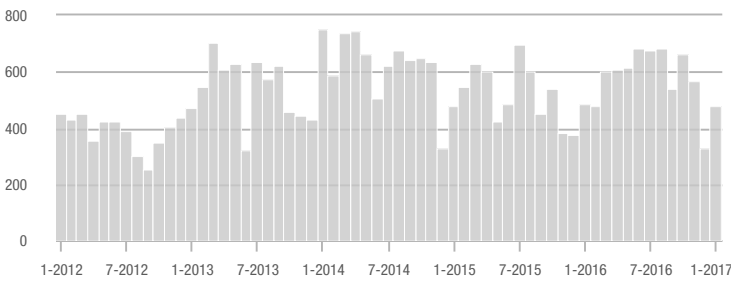


York County, SC

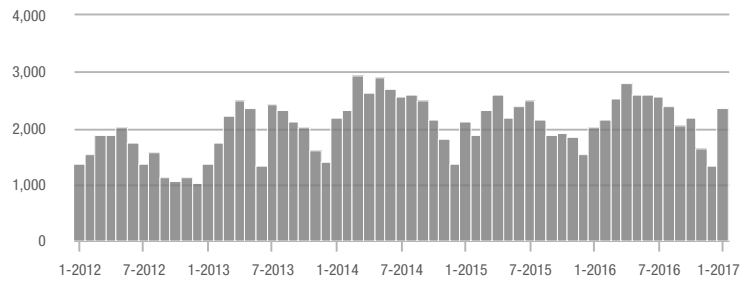
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change	January 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	481	- 0.8%	+ 45.3%	2.7	+ 56.3%	+ 73.2%	177	- 36.6%	- 16.1%
\$100,001 to \$200,000	2,356	+ 16.5%	+ 75.6%	9.3	+ 50.4%	+ 59.7%	254	- 22.6%	+ 10.0%
\$200,001 to \$300,000	1,763	+ 11.2%	+ 55.3%	6.6	+ 15.0%	+ 46.7%	269	- 3.2%	+ 5.9%
\$300,001 and Above	1,970	+ 16.4%	+ 49.9%	3.8	+ 19.1%	+ 55.2%	514	- 2.3%	- 3.4%
Total	6,570	+ 13.6%	+ 59.4%	5.4	+ 32.0%	+ 61.2%	1,214	- 14.0%	- 1.1%

Showings

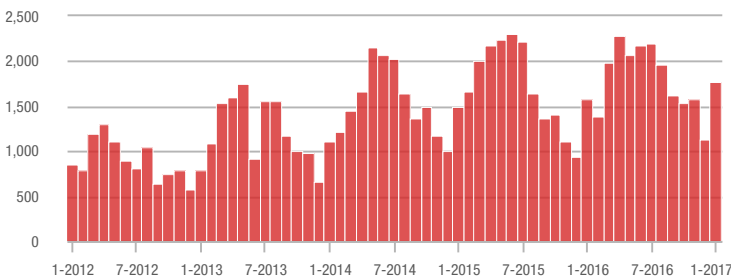
\$100,000 and Below



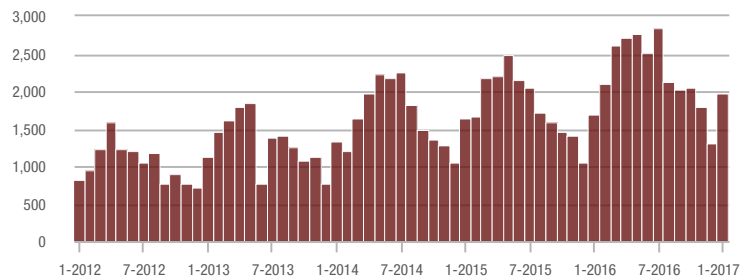
\$100,001 to \$200,000



\$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

