

## Showing Statistics

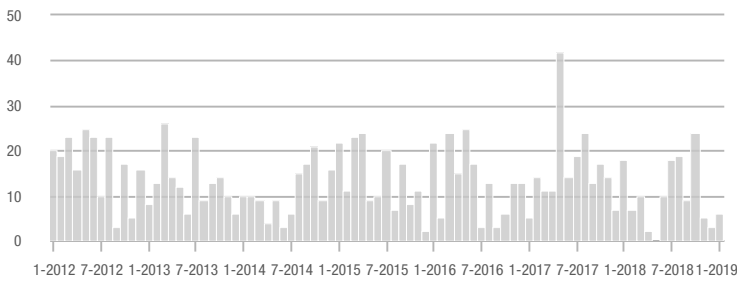
MLS Area	Total Showings	Buyer Interest (Showings / Listings)	Managed Listings
Alexander County, NC	73	3.3	35
Anson County, NC	143	2.6	83
Cabarrus County, NC	5,978	7.6	926
Charlotte MSA	66,646	7.8	9,907
City of Charlotte, NC	27,989	9.2	3,301
Concord, NC	3,267	7.7	494
Davidson, NC	834	6.7	157
Denver, NC	903	5.2	234
Fort Mill, SC	2,300	8.7	310
Gaston County, NC	5,081	7.5	819
Gastonia, NC	2,287	8.0	311
Huntersville, NC	2,167	7.1	347
Iredell County, NC	5,215	5.7	1,170
Kannapolis, NC	1,385	8.1	197
Lake Norman	4,629	5.5	1,029
Lake Wylie	1,887	5.5	467
Lancaster County, SC	2,232	5.7	455
Lincoln County, NC	1,674	5.3	434
Lincolnton, NC	541	6.3	104
Matthews, NC	2,182	10.0	241
Mecklenburg County, NC	34,474	8.8	4,253
Monroe, NC	1,891	7.4	297
Montgomery County, NC	148	1.5	148
Mooresville, NC	3,511	5.9	720
Rock Hill, SC	3,253	8.6	436
Salisbury, NC	1,212	4.9	296
Stanly County, NC	828	3.9	290
Statesville, NC	1,311	5.2	330
Union County, NC	6,720	7.3	1,144
Uptown Charlotte	591	7.1	86
Waxhaw, NC	2,188	7.3	403
York County, SC	8,010	7.5	1,274

## Alexander County, NC

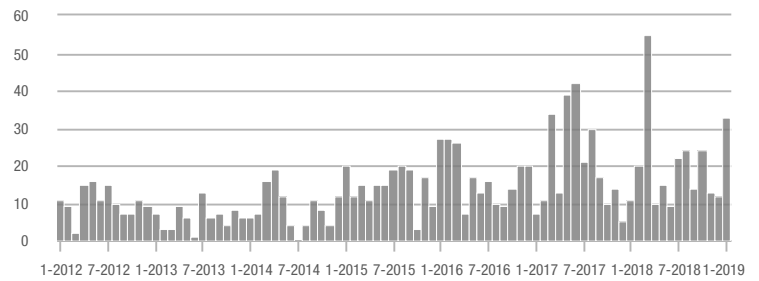
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	6	- 66.7%	+ 100.0%	1.0	- 37.5%	—	11	- 45.0%	- 8.3%
\$100,001 to \$200,000	33	+ 200.0%	+ 175.0%	4.2	+ 366.7%	+ 40.0%	11	- 26.7%	+ 10.0%
\$200,001 to \$300,000	4	- 78.9%	+ 100.0%	2.0	- 28.6%	+ 200.0%	6	- 50.0%	- 25.0%
\$300,001 and Above	30	+ 275.0%	+ 328.6%	4.0	+ 300.0%	+ 71.4%	7	- 53.3%	+ 40.0%
Total	73	+ 30.4%	+ 204.2%	3.3	+ 135.7%	+ 103.4%	35	- 43.5%	0.0%

### Showings

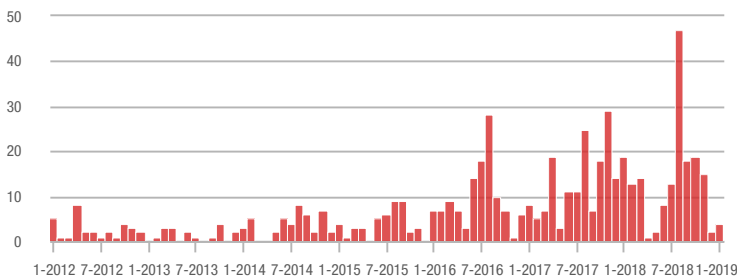
\$100,000 and Below



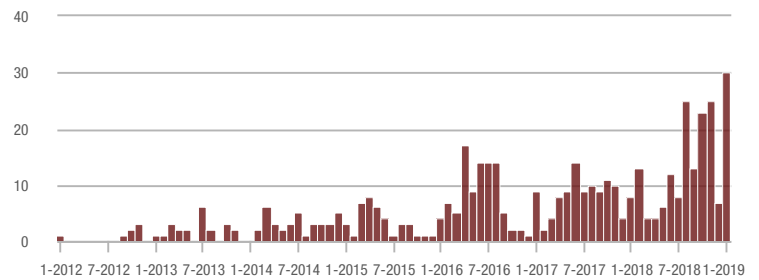
\$100,001 to \$200,000



\$200,001 to \$300,000

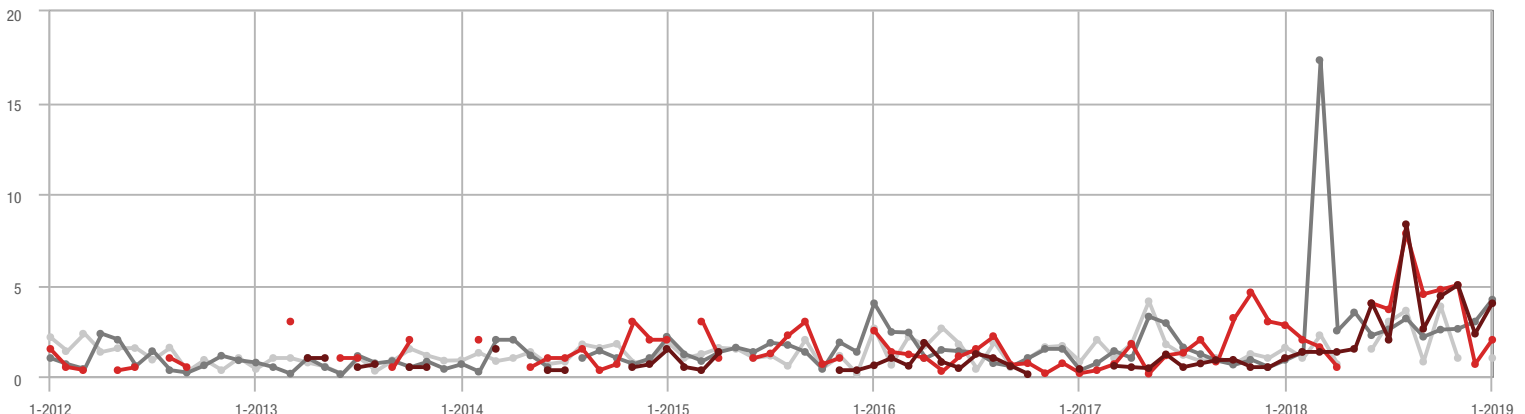


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

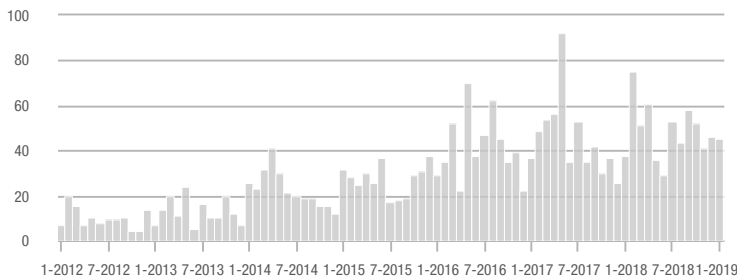


## Anson County, NC

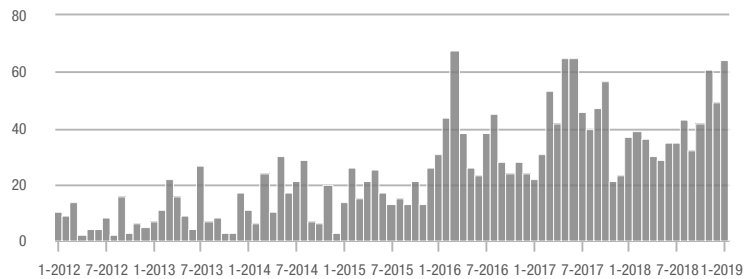
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	45	+ 18.4%	- 2.2%	1.8	+ 38.5%	- 22.9%	38	- 33.3%	- 9.5%
\$100,001 to \$200,000	64	+ 73.0%	+ 30.6%	2.6	+ 62.5%	- 9.3%	31	- 22.5%	- 3.1%
\$200,001 to \$300,000	26	+ 188.9%	+ 766.7%	5.5	+ 175.0%	+ 816.7%	8	0.0%	- 20.0%
\$300,001 and Above	8	+ 166.7%	+ 300.0%	2.0	—	+ 300.0%	6	- 33.3%	- 14.3%
Total	143	+ 64.4%	+ 43.0%	2.6	+ 85.7%	+ 15.3%	83	- 27.2%	- 8.8%

### Showings

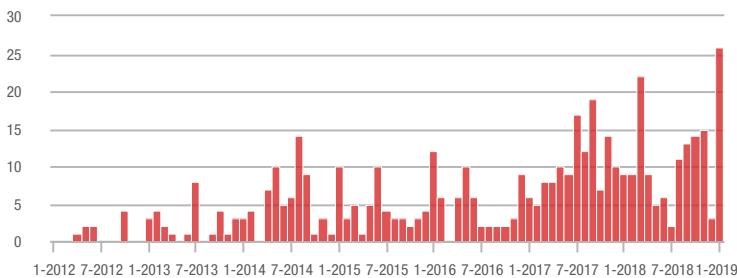
\$100,000 and Below



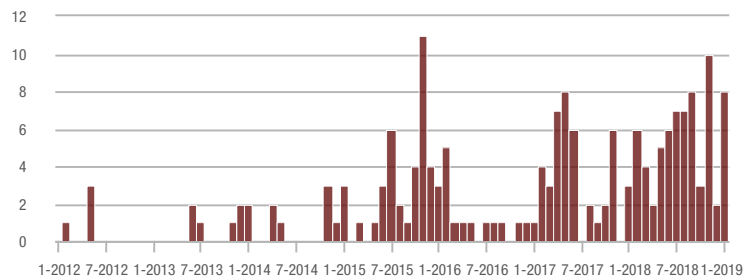
\$100,001 to \$200,000



\$200,001 to \$300,000

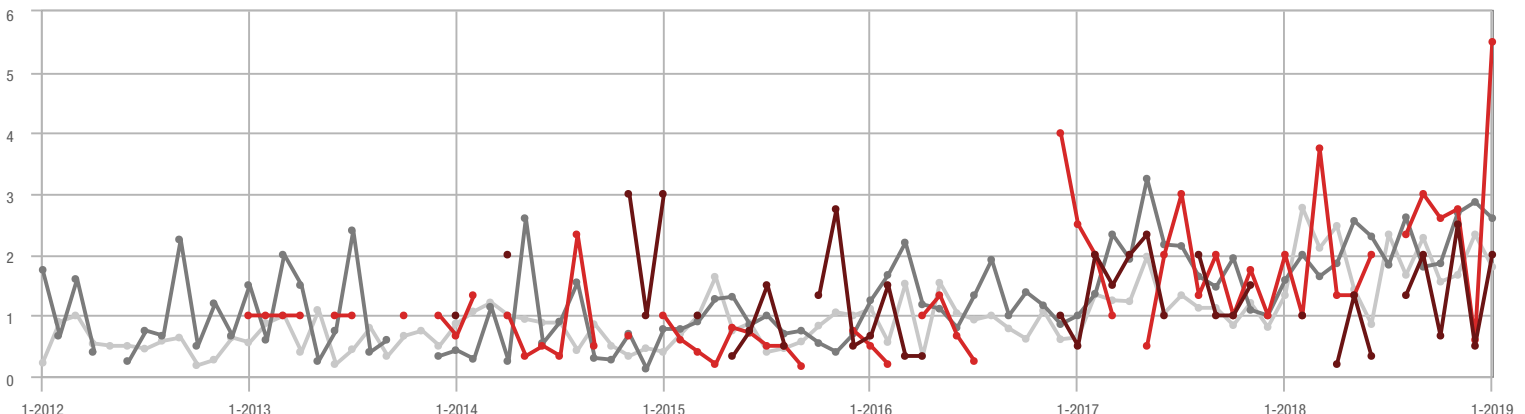


\$300,001 and Above



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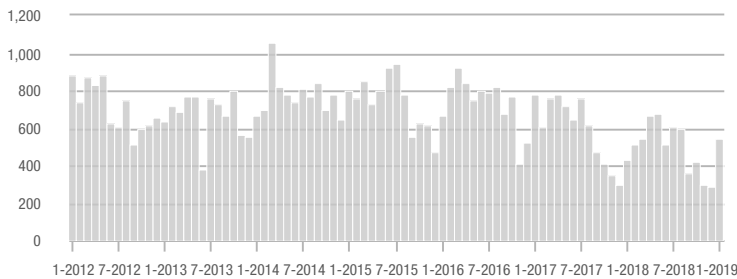


## Cabarrus County, NC

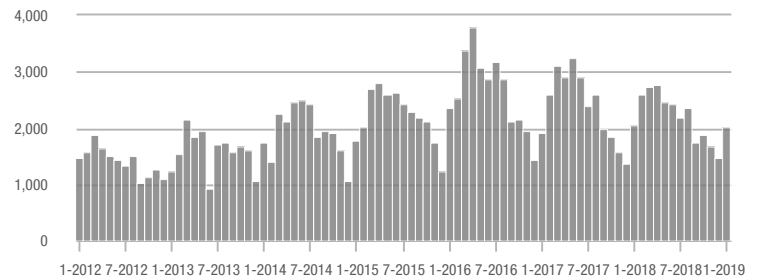
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Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	547	+ 25.7%	+ 91.9%	8.9	+ 34.8%	+ 56.6%	86	- 38.1%	+ 10.3%
\$100,001 to \$200,000	2,006	- 1.6%	+ 36.4%	9.7	- 8.5%	+ 26.9%	225	+ 1.4%	+ 3.7%
\$200,001 to \$300,000	1,746	+ 33.6%	+ 56.3%	7.7	- 9.4%	+ 48.9%	244	+ 34.1%	+ 1.7%
\$300,001 and Above	1,679	+ 35.5%	+ 88.0%	5.5	- 3.5%	+ 88.2%	371	+ 18.5%	- 3.4%
Total	5,978	+ 19.1%	+ 58.7%	7.6	- 5.0%	+ 50.1%	926	+ 8.2%	+ 0.8%

### Showings

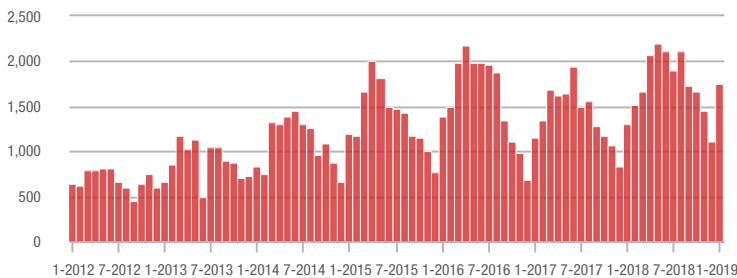
\$100,000 and Below



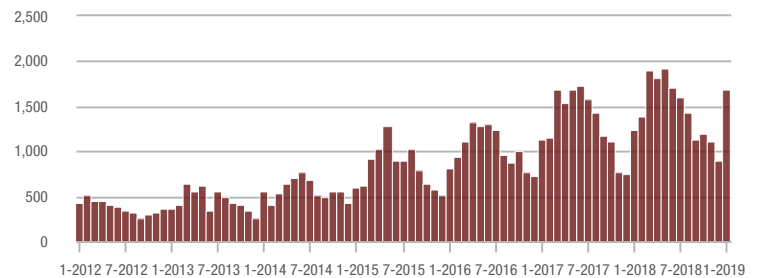
\$100,001 to \$200,000



\$200,001 to \$300,000

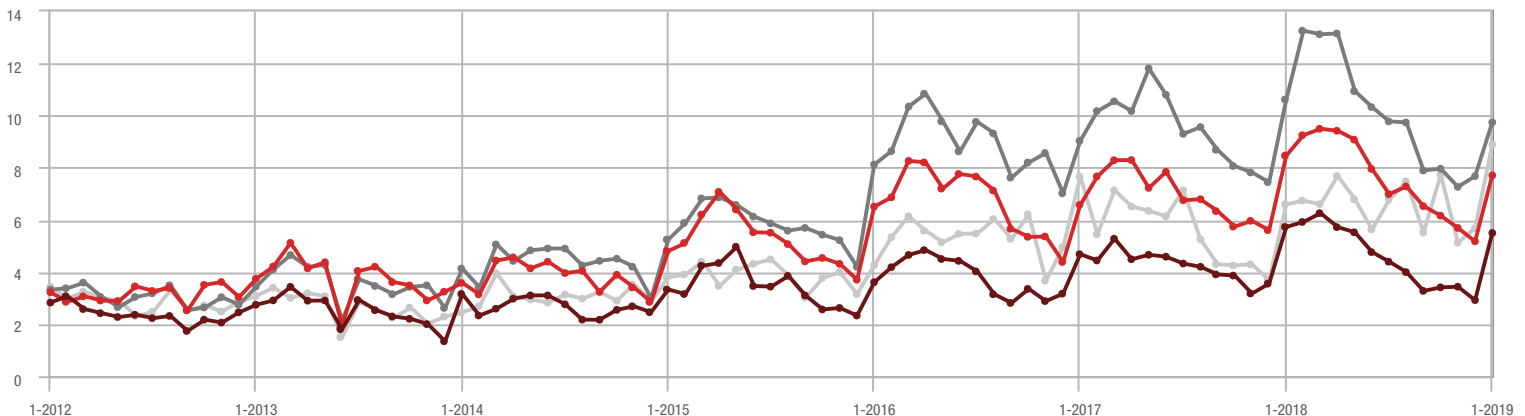


\$300,001 and Above



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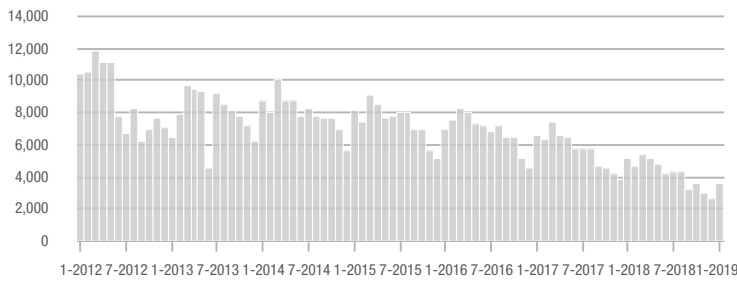


## Charlotte MSA

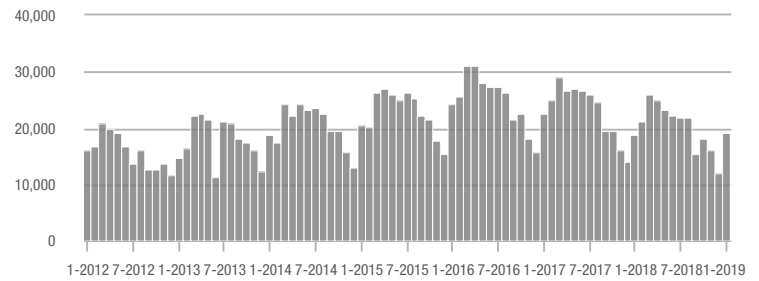
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	3,619	- 29.6%	+ 40.1%	5.7	- 3.4%	+ 30.9%	972	- 37.7%	- 3.7%
\$100,001 to \$200,000	19,174	+ 2.9%	+ 60.7%	10.3	+ 1.0%	+ 47.8%	2,027	- 5.4%	+ 4.8%
\$200,001 to \$300,000	18,429	+ 18.4%	+ 62.3%	8.3	- 5.7%	+ 54.1%	2,422	+ 15.1%	+ 1.9%
\$300,001 and Above	25,424	+ 17.1%	+ 82.7%	6.6	+ 3.1%	+ 73.3%	4,486	+ 2.3%	+ 1.2%
Total	66,646	+ 9.2%	+ 67.5%	7.8	0.0%	+ 57.5%	9,907	- 2.8%	+ 1.6%

### Showings

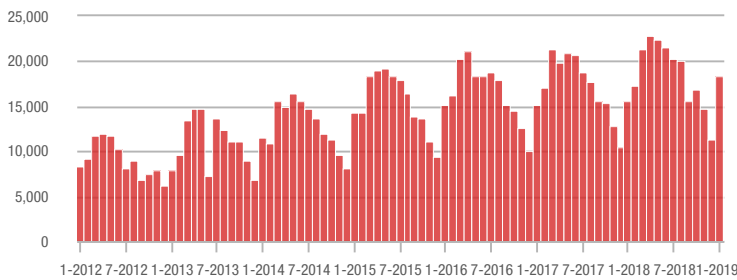
\$100,000 and Below



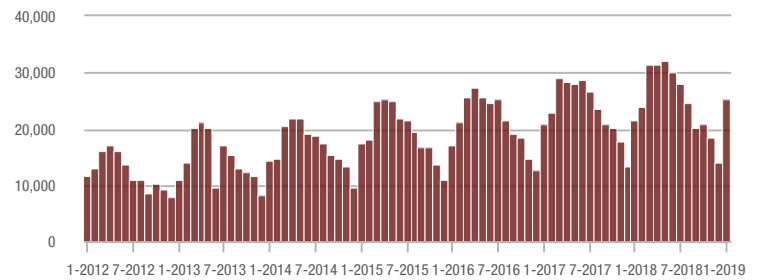
\$100,001 to \$200,000



\$200,001 to \$300,000

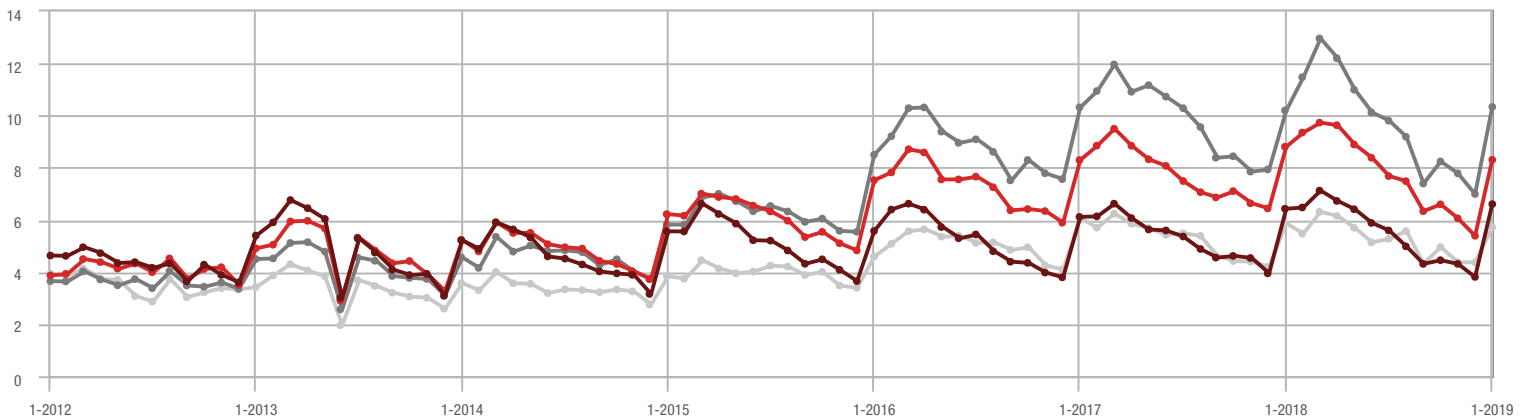


\$300,001 and Above



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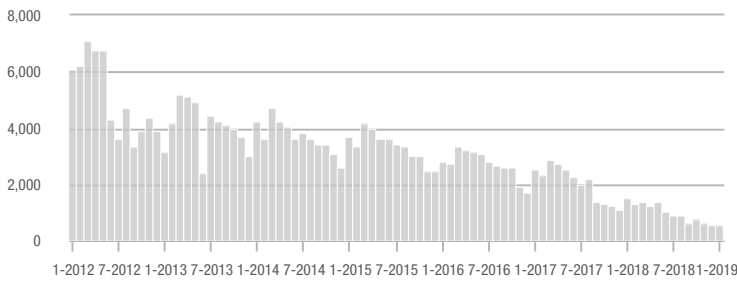


## City of Charlotte, NC

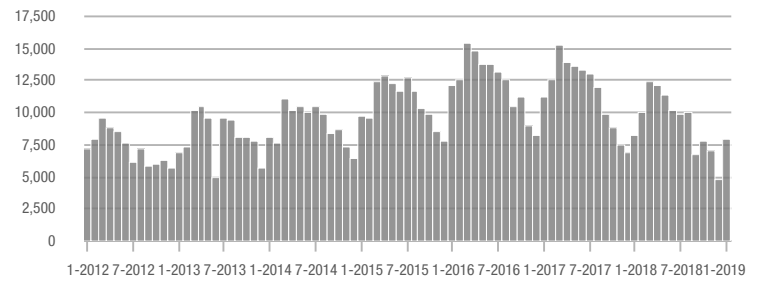
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Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	577	- 62.2%	+ 6.9%	8.3	- 25.2%	+ 9.0%	88	- 54.6%	- 10.2%
\$100,001 to \$200,000	7,854	- 4.5%	+ 66.1%	12.0	- 8.4%	+ 49.3%	673	+ 1.7%	+ 9.3%
\$200,001 to \$300,000	7,812	+ 18.3%	+ 58.4%	9.4	- 11.3%	+ 53.7%	879	+ 29.1%	+ 0.6%
\$300,001 and Above	11,746	+ 16.3%	+ 89.4%	7.8	- 7.1%	+ 76.9%	1,661	+ 16.3%	+ 4.0%
Total	27,989	+ 5.8%	+ 70.6%	9.2	- 9.8%	+ 59.9%	3,301	+ 11.3%	+ 3.6%

### Showings

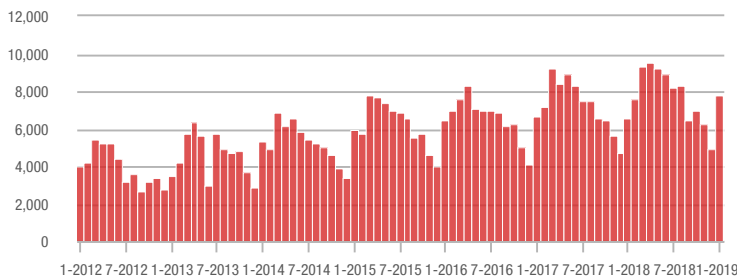
\$100,000 and Below



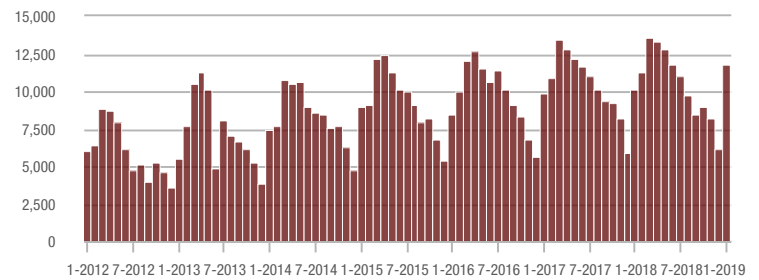
\$100,001 to \$200,000



\$200,001 to \$300,000

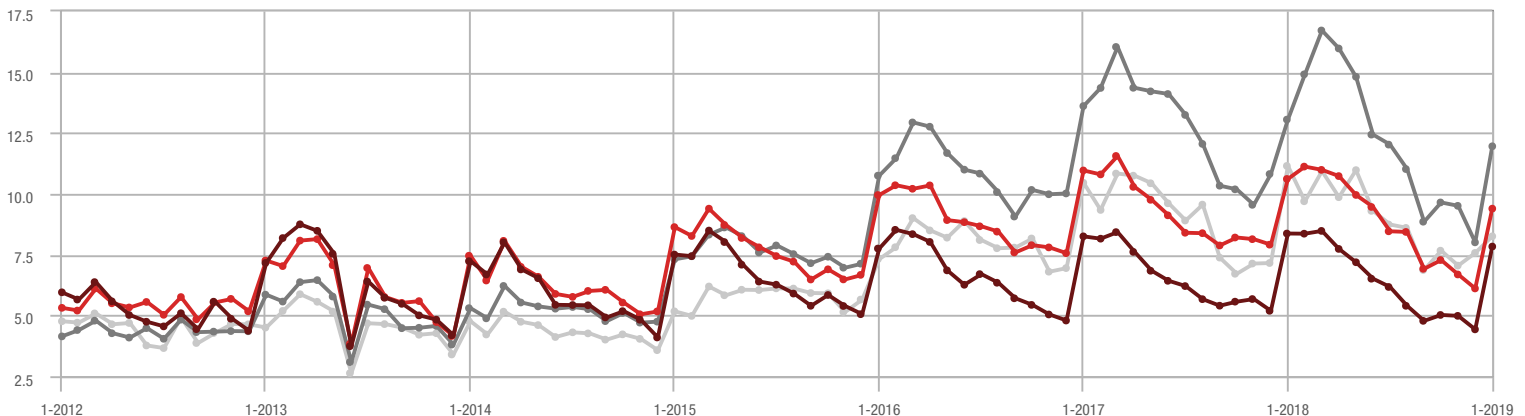


\$300,001 and Above



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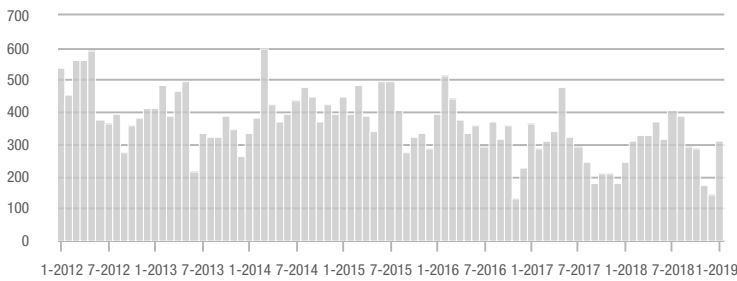


## Concord, NC

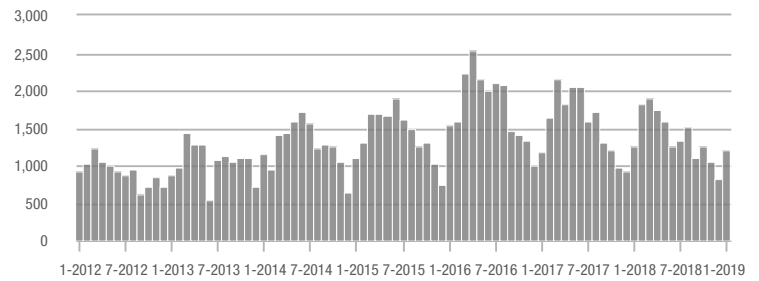
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	310	+ 25.0%	+ 113.8%	9.4	+ 36.2%	+ 90.1%	42	- 41.7%	+ 2.4%
\$100,001 to \$200,000	1,203	- 3.5%	+ 47.1%	10.7	- 4.5%	+ 31.6%	121	- 1.6%	+ 8.0%
\$200,001 to \$300,000	1,016	+ 25.4%	+ 49.2%	8.2	- 17.2%	+ 46.8%	134	+ 32.7%	- 0.7%
\$300,001 and Above	738	+ 25.9%	+ 100.0%	4.5	0.0%	+ 90.6%	197	+ 11.3%	- 0.5%
Total	3,267	+ 13.0%	+ 62.3%	7.7	- 4.9%	+ 51.5%	494	+ 4.4%	+ 1.6%

### Showings

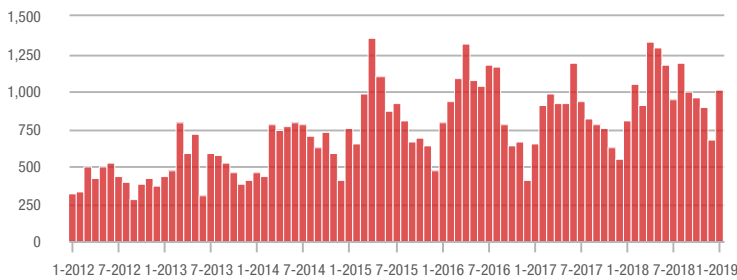
\$100,000 and Below



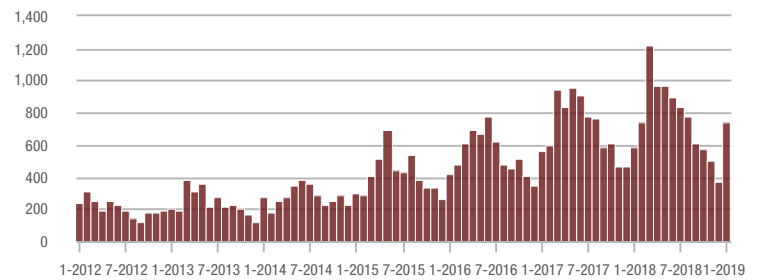
\$100,001 to \$200,000



\$200,001 to \$300,000

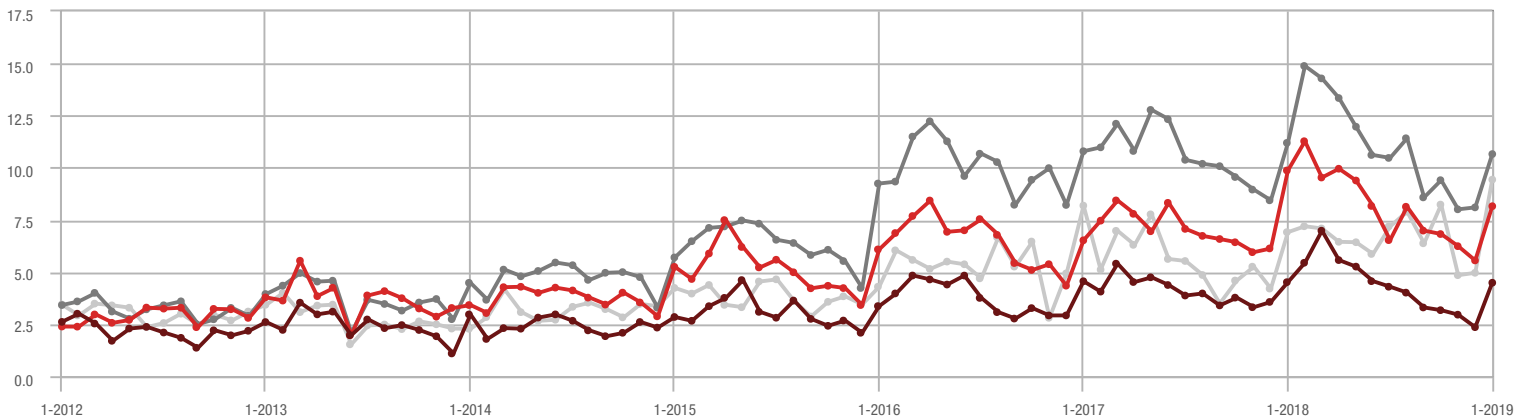


\$300,001 and Above



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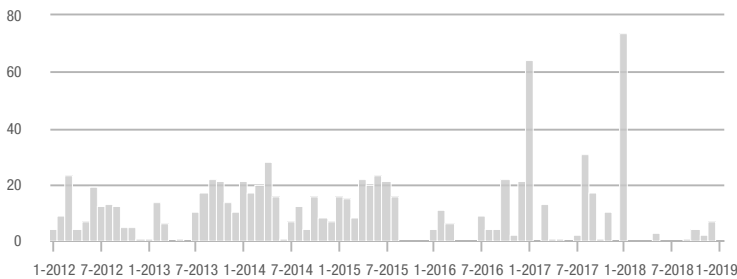


## Davidson, NC

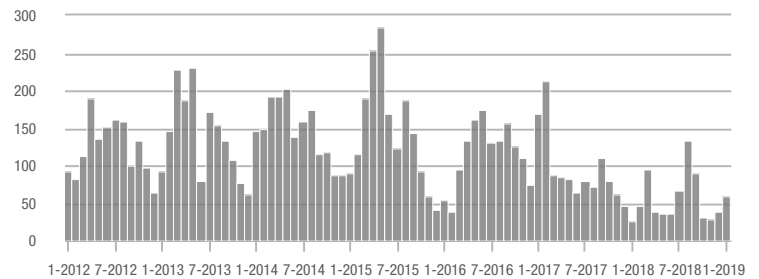
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	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	0	- 100.0%	- 100.0%	0.0	- 100.0%	- 100.0%	3	- 25.0%	- 25.0%
\$100,001 to \$200,000	60	+ 130.8%	+ 57.9%	6.7	- 39.1%	+ 57.9%	13	+ 44.4%	- 7.1%
\$200,001 to \$300,000	158	+ 22.5%	+ 64.6%	6.3	- 3.1%	+ 33.1%	29	+ 20.8%	+ 16.0%
\$300,001 and Above	616	+ 12.0%	+ 61.3%	6.8	+ 15.3%	+ 72.7%	112	- 3.4%	- 5.1%
Total	834	+ 7.1%	+ 59.5%	6.7	0.0%	+ 62.8%	157	+ 2.6%	- 2.5%

### Showings

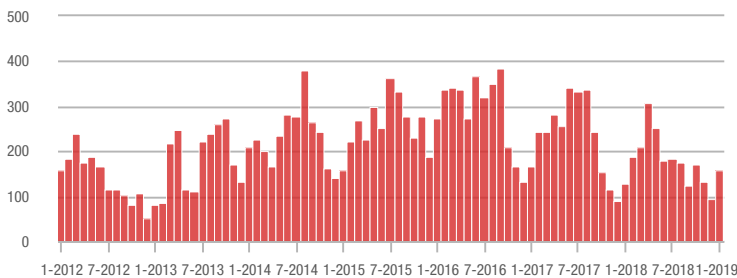
\$100,000 and Below



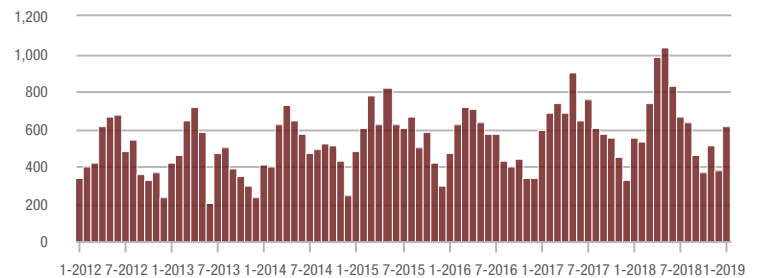
\$100,001 to \$200,000



\$200,001 to \$300,000

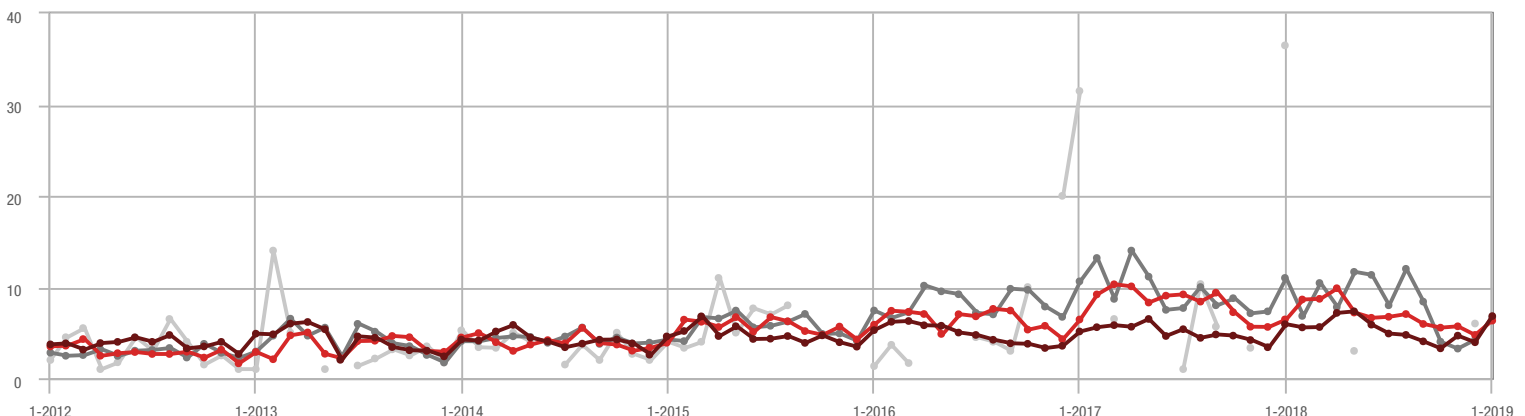


\$300,001 and Above



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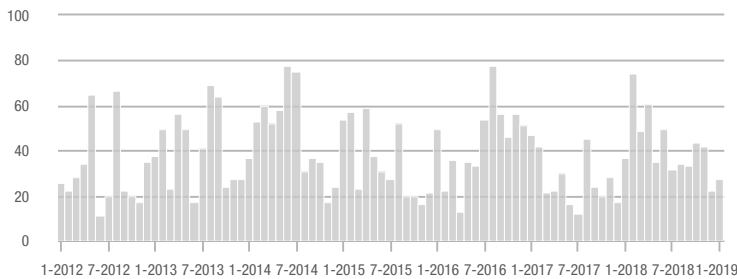


## Denver, NC

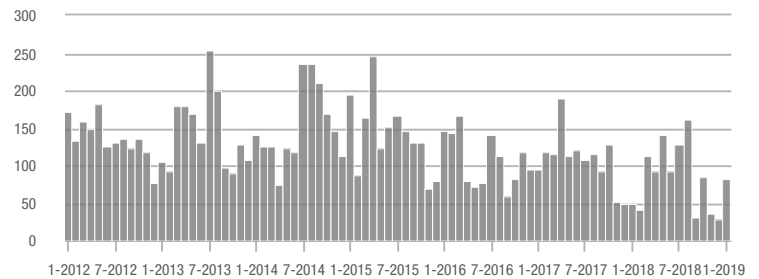
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Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	27	- 27.0%	+ 22.7%	1.5	0.0%	+ 60.7%	31	- 45.6%	- 11.4%
\$100,001 to \$200,000	81	+ 65.3%	+ 179.3%	8.4	+ 75.0%	+ 136.4%	16	0.0%	+ 14.3%
\$200,001 to \$300,000	276	+ 278.1%	+ 102.9%	7.2	+ 132.3%	+ 101.2%	42	+ 16.7%	- 2.3%
\$300,001 and Above	519	- 11.9%	+ 106.8%	4.7	+ 2.2%	+ 99.3%	145	- 18.5%	- 4.6%
Total	903	+ 20.7%	+ 106.2%	5.2	+ 26.8%	+ 104.3%	234	- 18.5%	- 4.1%

### Showings

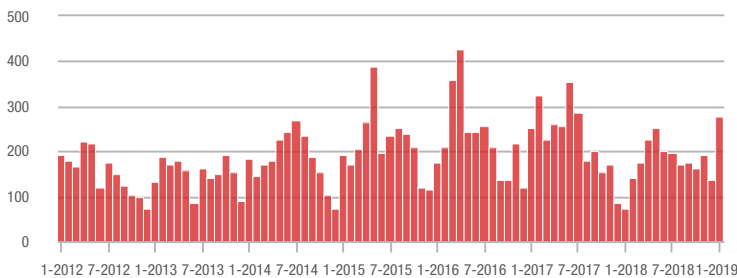
\$100,000 and Below



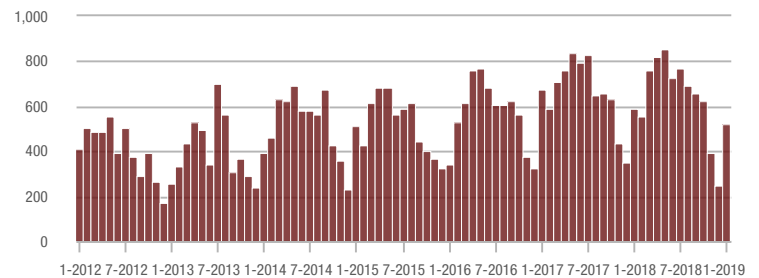
\$100,001 to \$200,000



\$200,001 to \$300,000

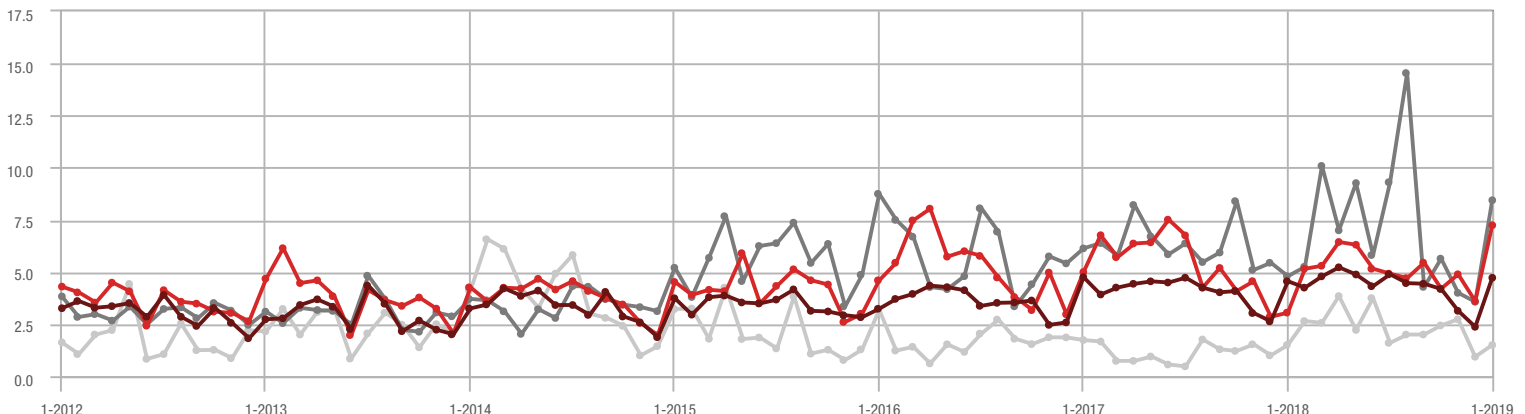


\$300,001 and Above



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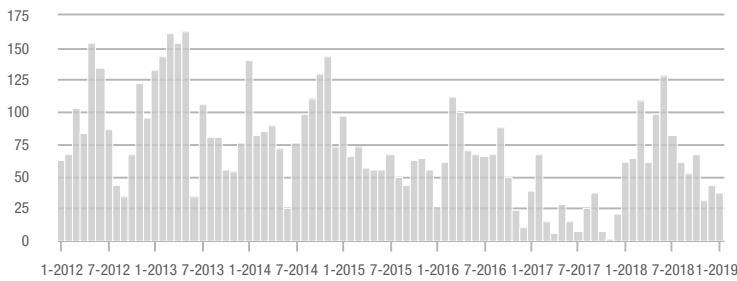


## Fort Mill, SC

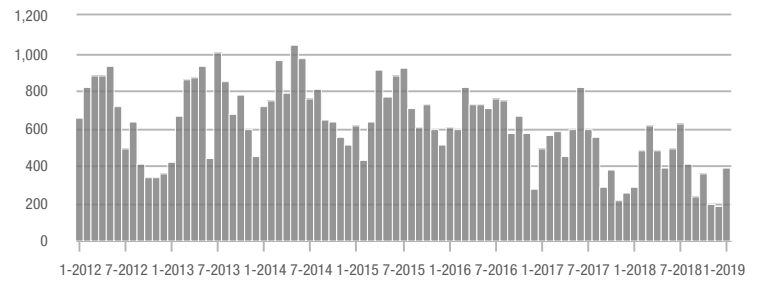
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\$100,000 and Below	38	- 37.7%	- 13.6%	5.4	- 44.9%	+ 23.4%	7	- 41.7%	- 36.4%
\$100,001 to \$200,000	388	+ 34.7%	+ 113.2%	12.5	+ 21.4%	+ 71.0%	35	- 7.9%	+ 16.7%
\$200,001 to \$300,000	633	- 19.0%	+ 51.1%	9.6	- 20.0%	+ 45.0%	73	- 5.2%	- 7.6%
\$300,001 and Above	1,241	+ 24.5%	+ 108.2%	7.6	+ 38.2%	+ 84.5%	195	- 15.2%	+ 7.7%
Total	2,300	+ 8.1%	+ 85.3%	8.7	+ 13.0%	+ 67.3%	310	- 13.2%	+ 3.0%

### Showings

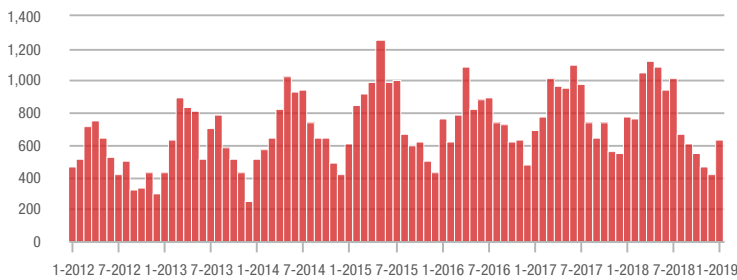
\$100,000 and Below



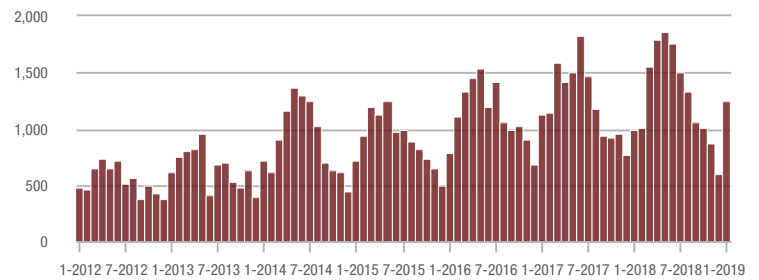
\$100,001 to \$200,000



\$200,001 to \$300,000

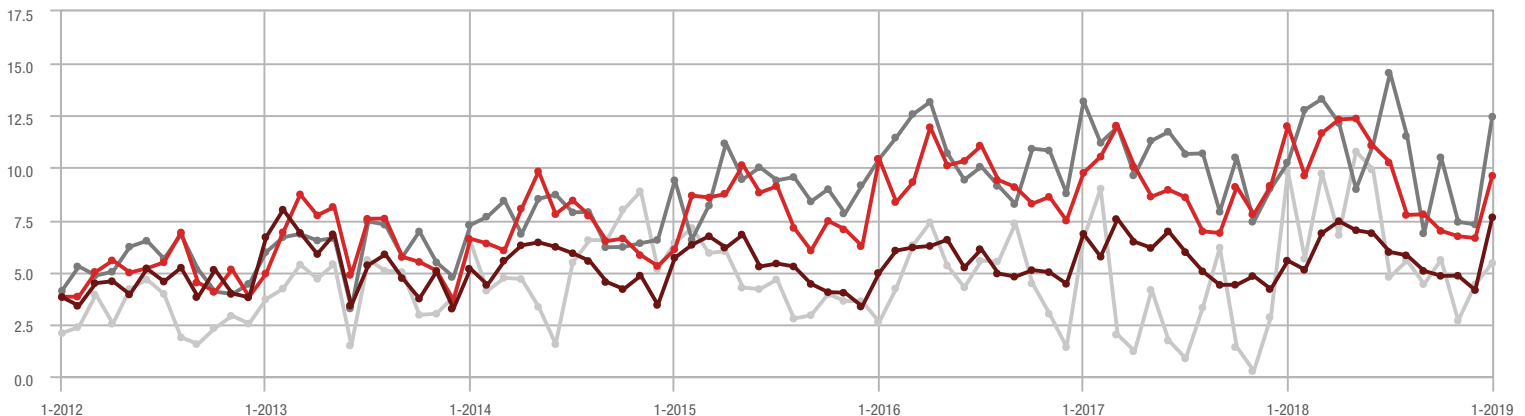


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

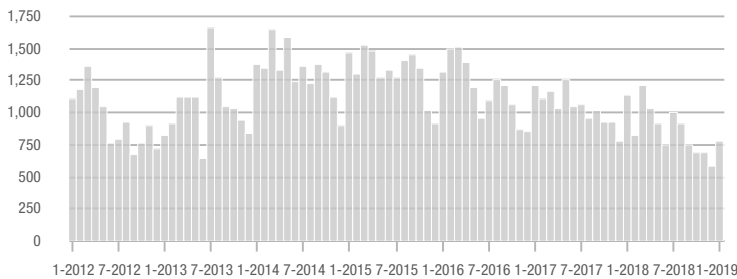


## Gaston County, NC

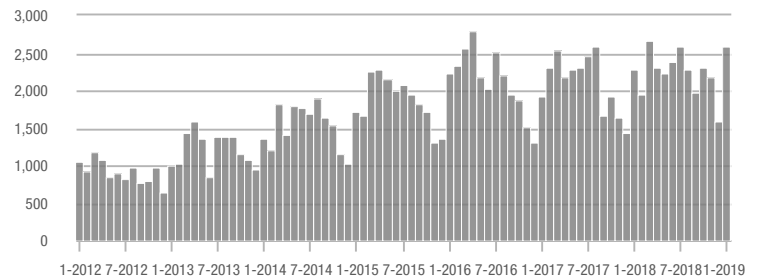
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	783	- 31.4%	+ 34.8%	6.4	+ 8.5%	+ 21.6%	196	- 32.9%	- 0.5%
\$100,001 to \$200,000	2,583	+ 13.5%	+ 61.5%	10.0	+ 1.0%	+ 47.9%	268	- 1.1%	+ 5.5%
\$200,001 to \$300,000	1,043	+ 34.4%	+ 50.1%	6.9	+ 7.8%	+ 35.4%	171	- 1.2%	+ 4.9%
\$300,001 and Above	672	+ 18.5%	+ 77.8%	4.4	- 4.3%	+ 59.0%	184	+ 1.1%	+ 1.7%
Total	5,081	+ 6.7%	+ 56.2%	7.5	+ 4.2%	+ 41.8%	819	- 10.8%	+ 3.0%

### Showings

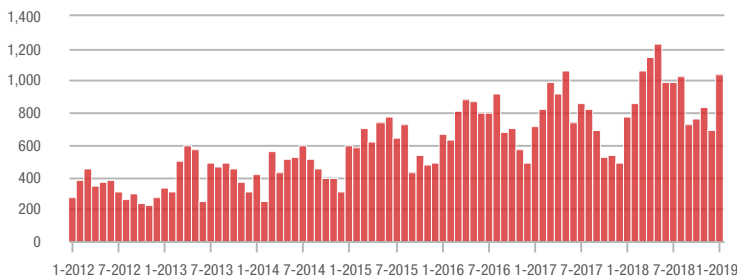
\$100,000 and Below



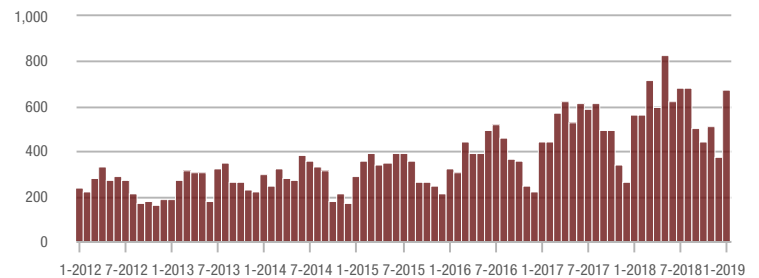
\$100,001 to \$200,000



\$200,001 to \$300,000

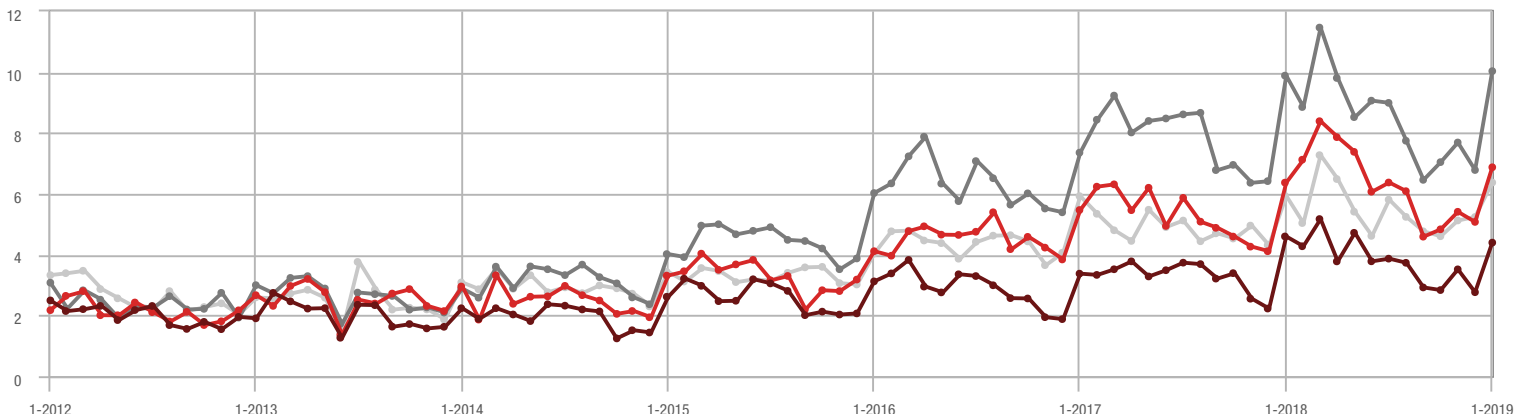


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

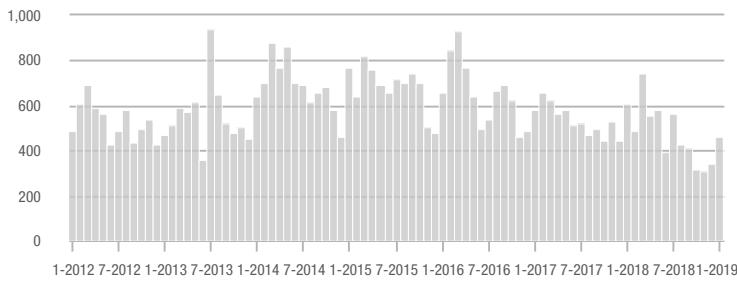


## Gastonia, NC

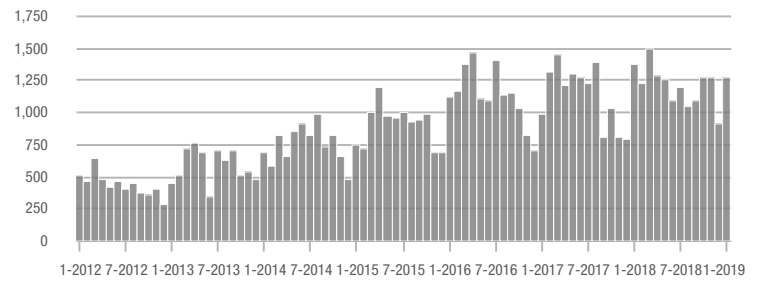
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	461	- 24.4%	+ 33.6%	7.3	+ 17.7%	+ 12.2%	73	- 40.2%	+ 7.4%
\$100,001 to \$200,000	1,266	- 7.7%	+ 39.6%	9.6	- 17.2%	+ 34.6%	136	0.0%	- 0.7%
\$200,001 to \$300,000	371	- 9.1%	+ 46.1%	8.2	+ 1.2%	+ 70.1%	48	- 15.8%	- 14.3%
\$300,001 and Above	189	- 5.5%	+ 81.7%	4.0	0.0%	+ 52.0%	54	- 15.6%	+ 3.8%
Total	2,287	- 11.7%	+ 42.0%	8.0	- 2.4%	+ 35.4%	311	- 17.9%	- 0.6%

### Showings

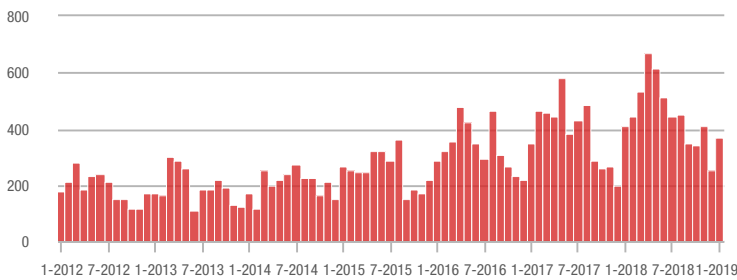
\$100,000 and Below



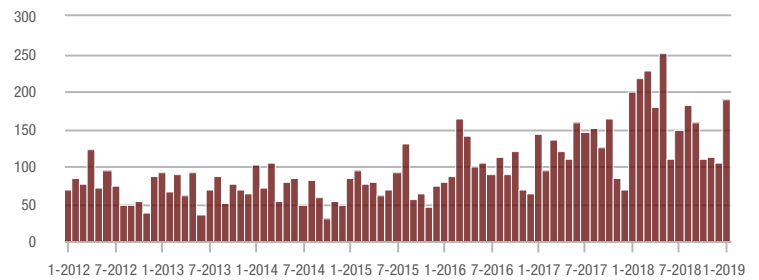
\$100,001 to \$200,000



\$200,001 to \$300,000

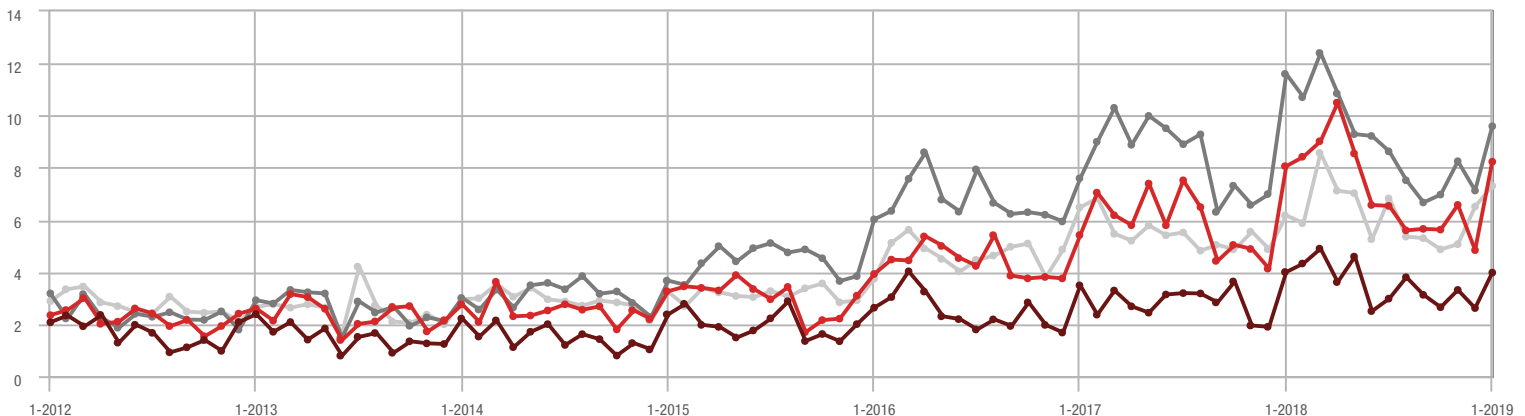


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

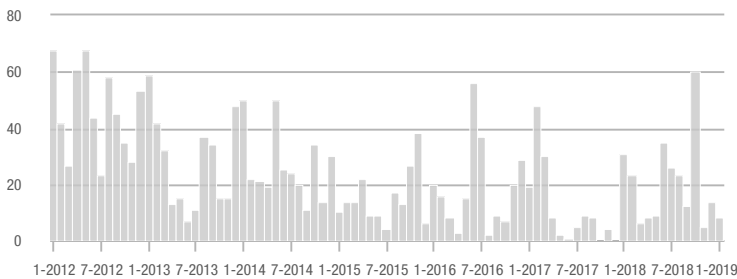


## Huntersville, NC

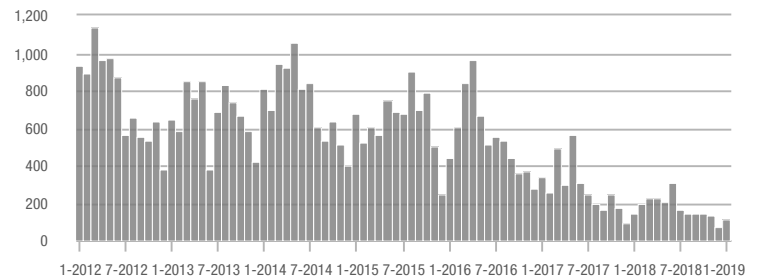
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	8	- 74.2%	- 42.9%	1.8	- 69.0%	- 52.3%	8	- 42.9%	- 11.1%
\$100,001 to \$200,000	110	- 21.4%	+ 61.8%	7.2	- 12.2%	+ 82.7%	19	- 24.0%	- 9.5%
\$200,001 to \$300,000	796	+ 9.5%	+ 49.1%	9.3	+ 2.2%	+ 51.0%	91	+ 5.8%	- 1.1%
\$300,001 and Above	1,253	+ 15.5%	+ 65.1%	6.2	+ 3.3%	+ 61.7%	229	- 3.8%	- 1.3%
Total	2,167	+ 9.3%	+ 57.6%	7.1	+ 1.4%	+ 56.8%	347	- 4.4%	- 2.0%

### Showings

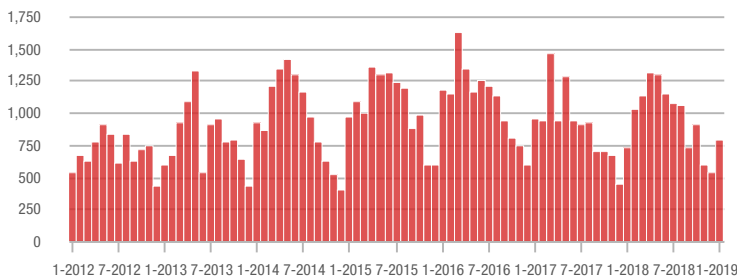
\$100,000 and Below



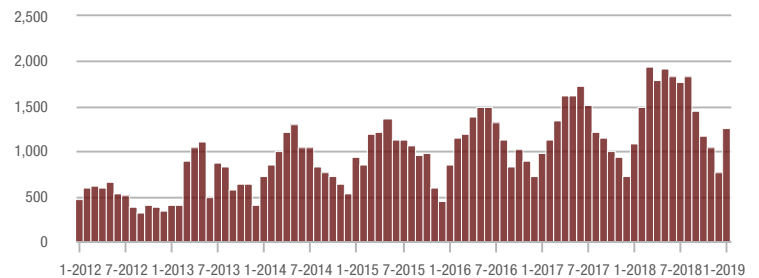
\$100,001 to \$200,000



\$200,001 to \$300,000

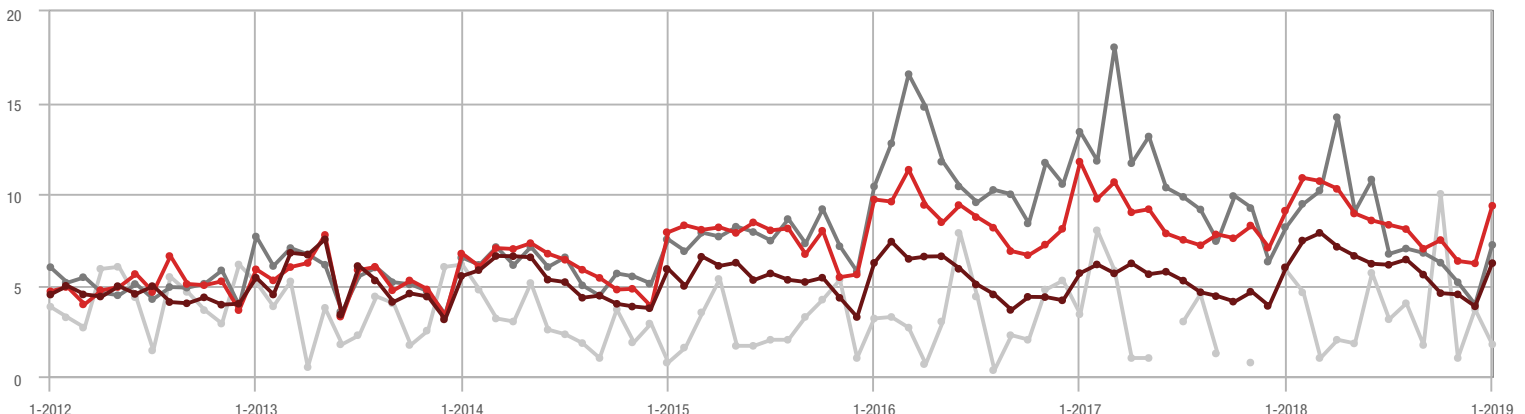


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

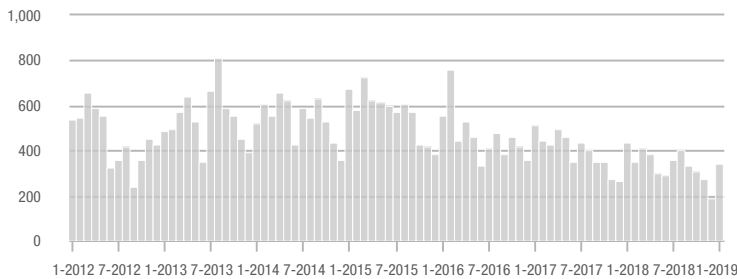


## Iredell County, NC

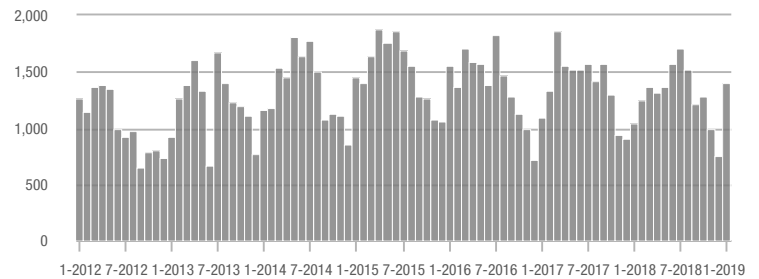
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	340	- 21.7%	+ 77.1%	4.6	+ 9.5%	+ 73.8%	142	- 37.7%	- 6.0%
\$100,001 to \$200,000	1,406	+ 35.8%	+ 85.0%	8.1	+ 32.8%	+ 77.5%	211	- 11.0%	0.0%
\$200,001 to \$300,000	1,326	+ 60.3%	+ 78.9%	5.9	+ 34.1%	+ 64.6%	271	+ 4.6%	+ 4.2%
\$300,001 and Above	2,143	+ 26.9%	+ 109.1%	4.8	+ 23.1%	+ 108.1%	546	- 5.7%	- 3.4%
Total	5,215	+ 30.9%	+ 91.9%	5.7	+ 29.5%	+ 85.0%	1,170	- 10.2%	- 1.4%

### Showings

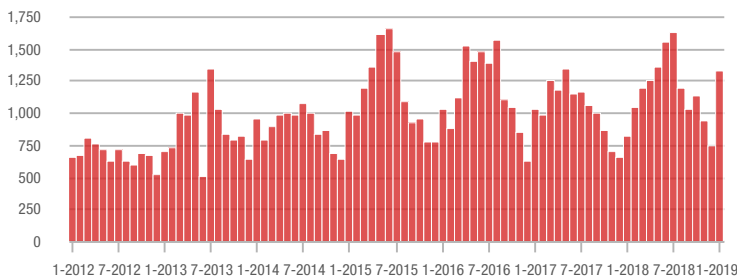
\$100,000 and Below



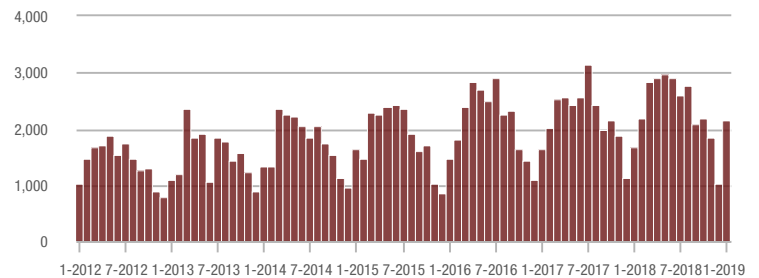
\$100,001 to \$200,000



\$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

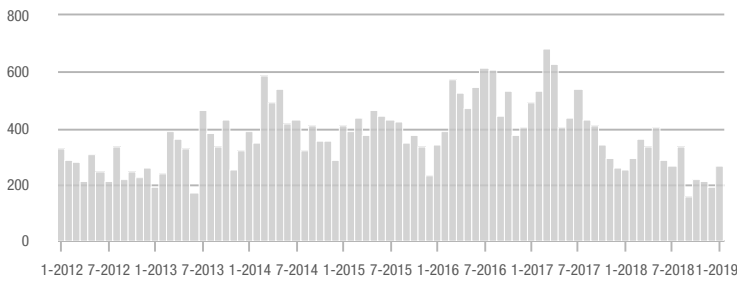


## Kannapolis, NC

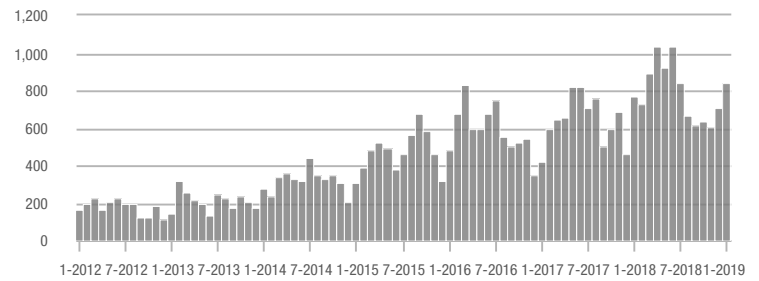
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	270	+ 5.9%	+ 41.4%	8.7	+ 67.3%	+ 18.7%	44	- 38.9%	+ 12.8%
\$100,001 to \$200,000	840	+ 9.2%	+ 19.0%	9.8	+ 4.3%	+ 20.3%	88	- 1.1%	- 3.3%
\$200,001 to \$300,000	138	+ 106.0%	- 9.8%	4.5	+ 40.6%	- 1.4%	32	+ 39.1%	- 13.5%
\$300,001 and Above	137	+ 38.4%	+ 242.5%	5.3	+ 12.8%	+ 147.2%	33	+ 10.0%	+ 22.2%
Total	1,385	+ 16.4%	+ 27.1%	8.1	+ 17.4%	+ 19.7%	197	- 7.9%	+ 1.5%

### Showings

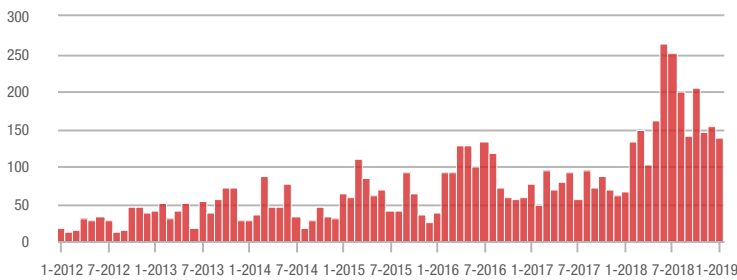
\$100,000 and Below



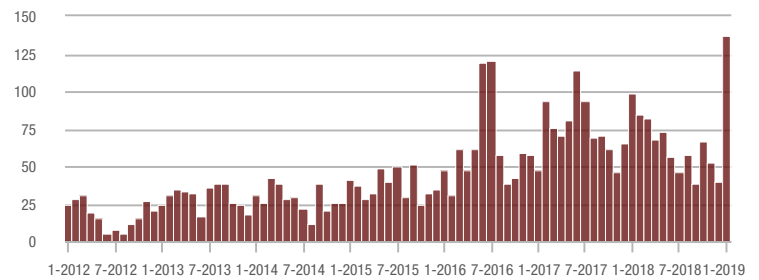
\$100,001 to \$200,000



\$200,001 to \$300,000

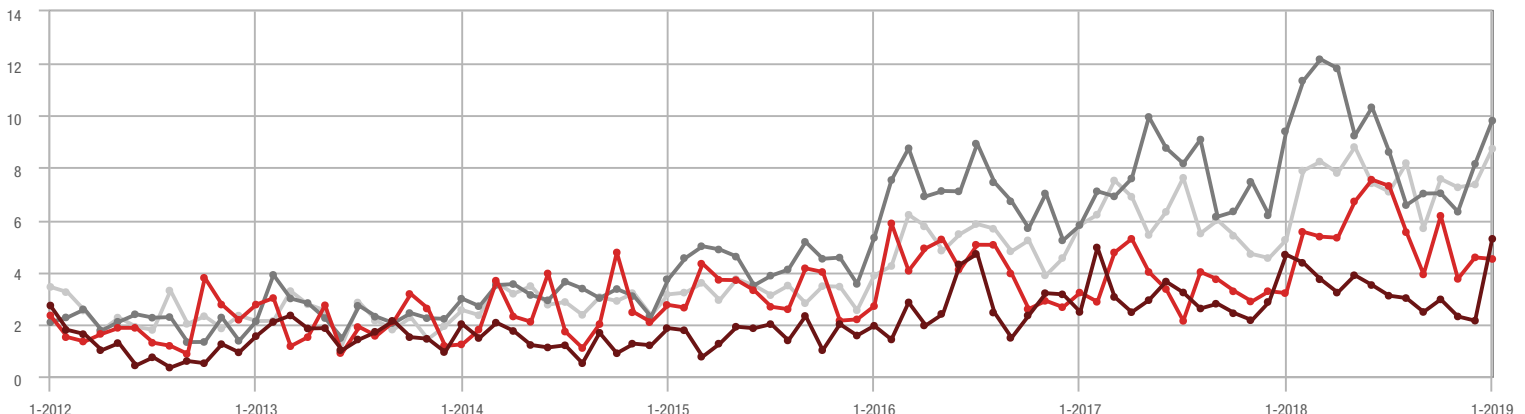


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

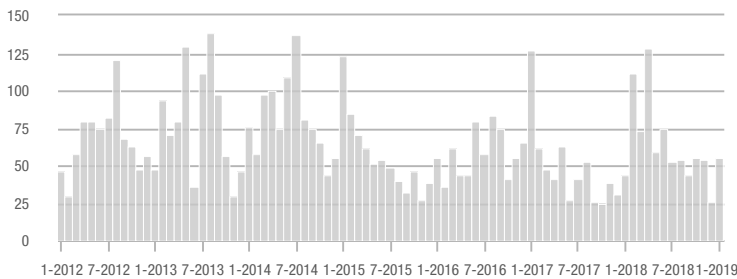


## Lake Norman

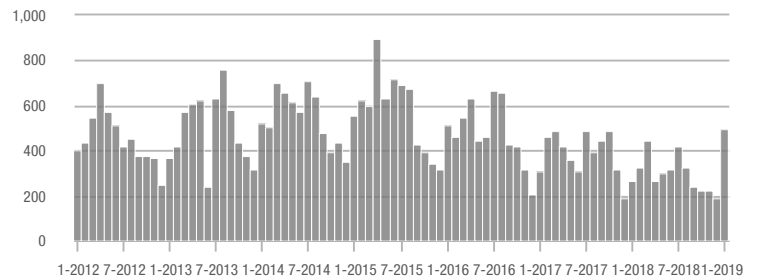
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	55	+ 25.0%	+ 111.5%	1.7	+ 54.5%	+ 139.4%	77	- 43.8%	- 7.2%
\$100,001 to \$200,000	493	+ 87.5%	+ 160.8%	8.4	+ 40.0%	+ 124.7%	84	- 3.4%	+ 3.7%
\$200,001 to \$300,000	784	+ 31.5%	+ 85.8%	6.1	- 4.7%	+ 77.2%	145	- 2.0%	+ 1.4%
\$300,001 and Above	3,297	+ 17.6%	+ 103.1%	5.3	+ 17.8%	+ 103.6%	723	- 8.7%	- 4.0%
Total	4,629	+ 24.9%	+ 104.8%	5.5	+ 17.0%	+ 102.1%	1,029	- 11.6%	- 2.9%

### Showings

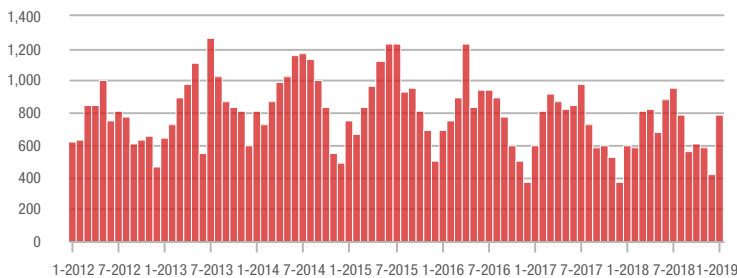
\$100,000 and Below



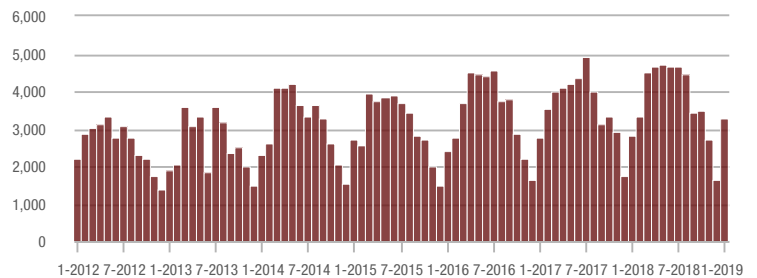
\$100,001 to \$200,000



\$200,001 to \$300,000

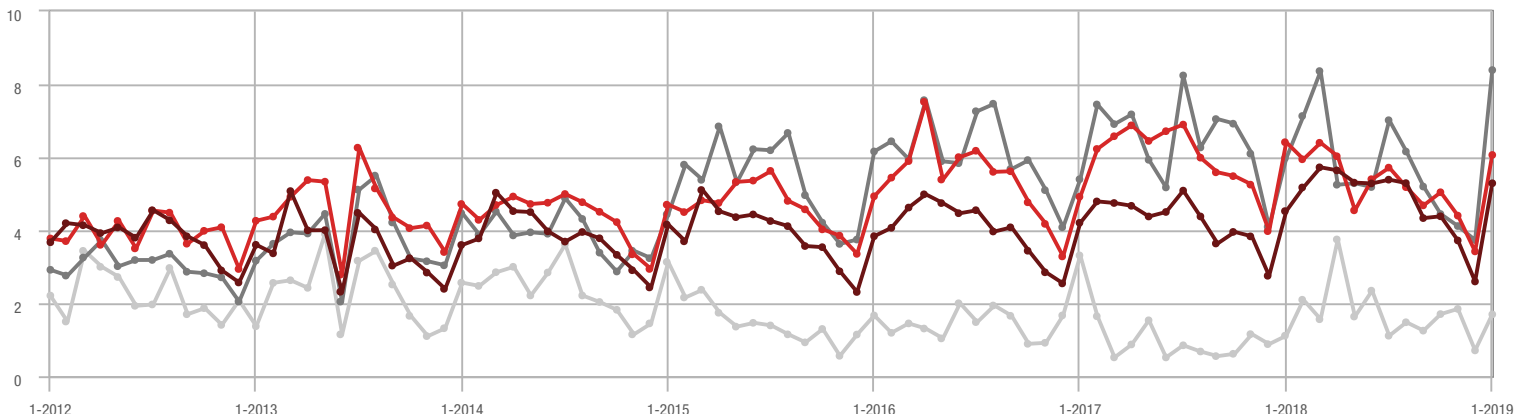


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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



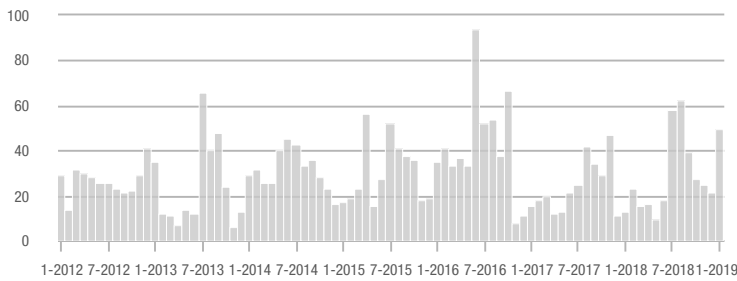


## Lake Wylie

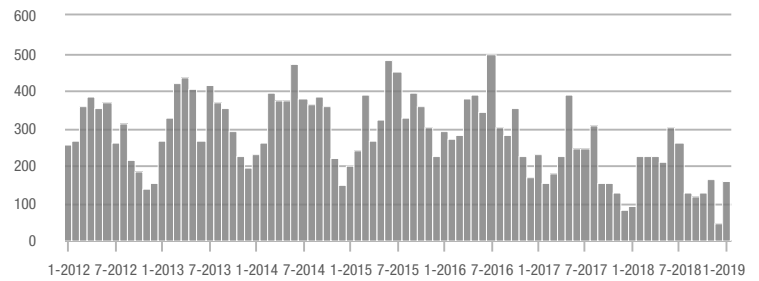
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	50	+ 284.6%	+ 138.1%	2.1	+ 600.0%	+ 207.5%	46	- 25.8%	- 14.8%
\$100,001 to \$200,000	157	+ 72.5%	+ 241.3%	7.0	+ 25.0%	+ 188.2%	38	0.0%	+ 8.6%
\$200,001 to \$300,000	557	+ 54.7%	+ 86.9%	8.5	+ 30.8%	+ 94.0%	97	+ 4.3%	- 5.8%
\$300,001 and Above	1,123	- 0.5%	+ 57.1%	4.8	+ 4.3%	+ 57.5%	286	- 13.1%	- 3.1%
Total	1,887	+ 18.5%	+ 74.7%	5.5	+ 17.0%	+ 77.4%	467	- 10.5%	- 4.1%

### Showings

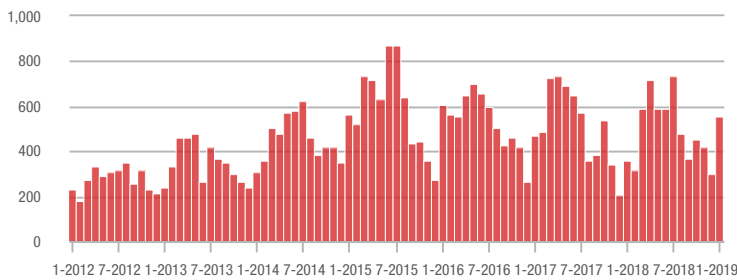
\$100,000 and Below



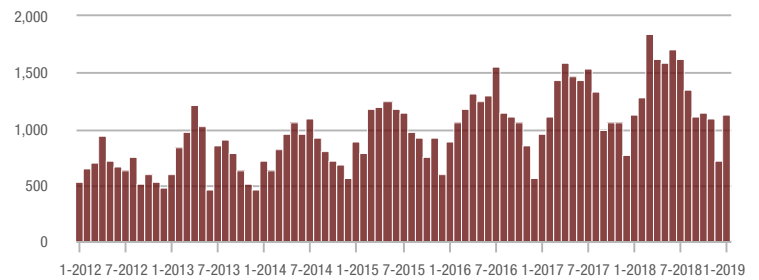
\$100,001 to \$200,000



\$200,001 to \$300,000

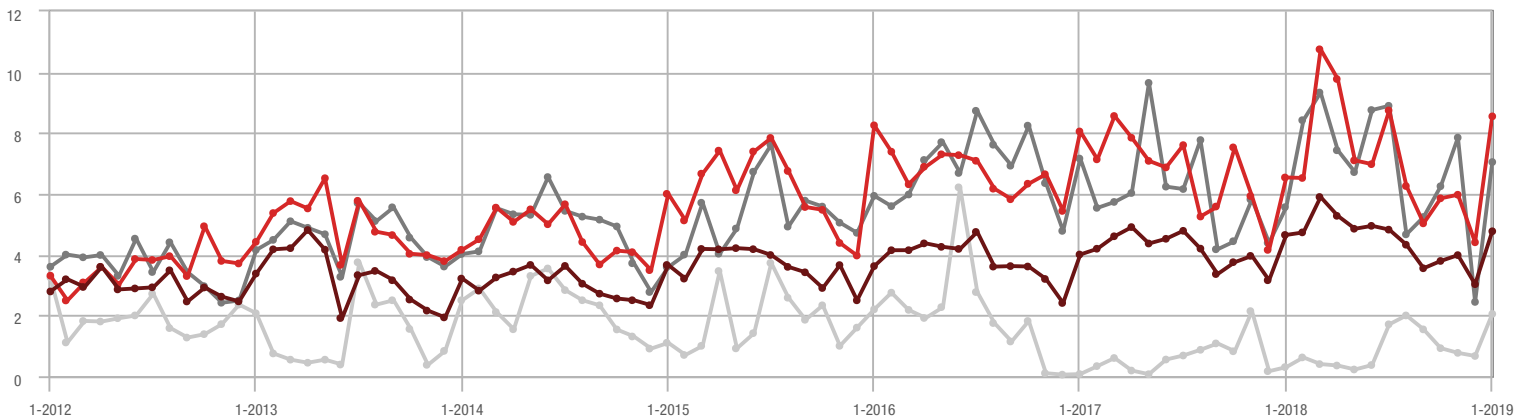


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

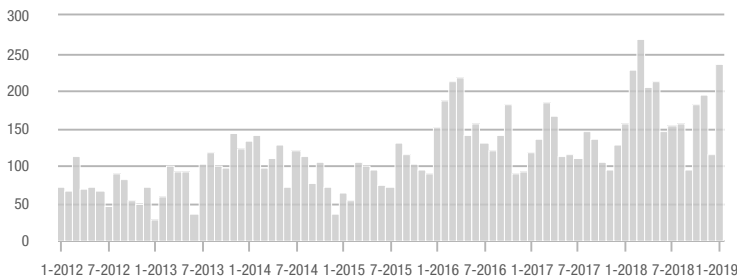


## Lancaster County, SC

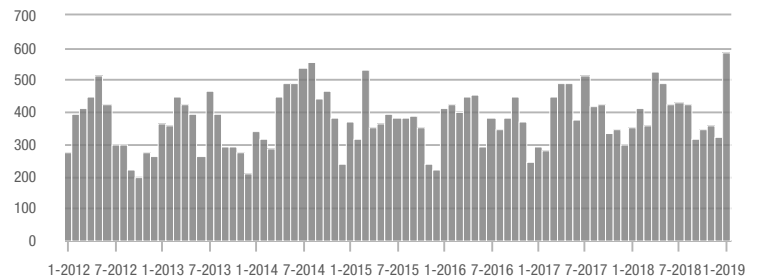
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	236	+ 50.3%	+ 105.2%	4.3	+ 38.7%	+ 114.7%	80	- 12.1%	- 9.1%
\$100,001 to \$200,000	588	+ 65.6%	+ 82.6%	8.5	+ 102.4%	+ 71.1%	81	- 28.3%	0.0%
\$200,001 to \$300,000	593	- 22.8%	+ 68.0%	6.5	- 13.3%	+ 61.8%	97	- 19.2%	+ 4.3%
\$300,001 and Above	815	+ 5.4%	+ 49.5%	4.5	- 6.3%	+ 35.6%	197	- 8.4%	+ 4.2%
Total	2,232	+ 8.7%	+ 67.2%	5.7	+ 9.6%	+ 58.4%	455	- 15.6%	+ 0.9%

### Showings

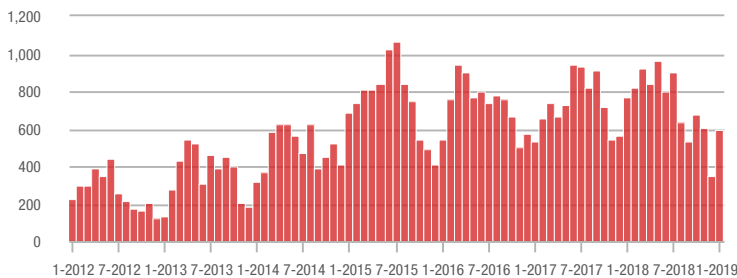
\$100,000 and Below



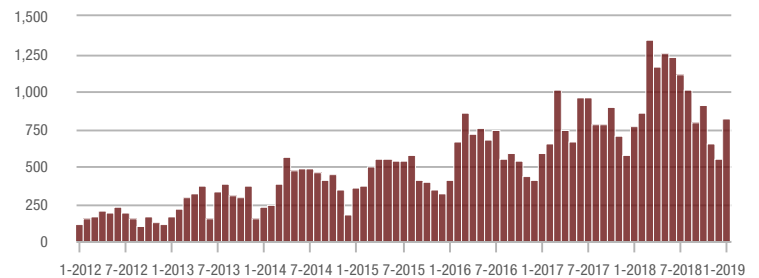
\$100,001 to \$200,000



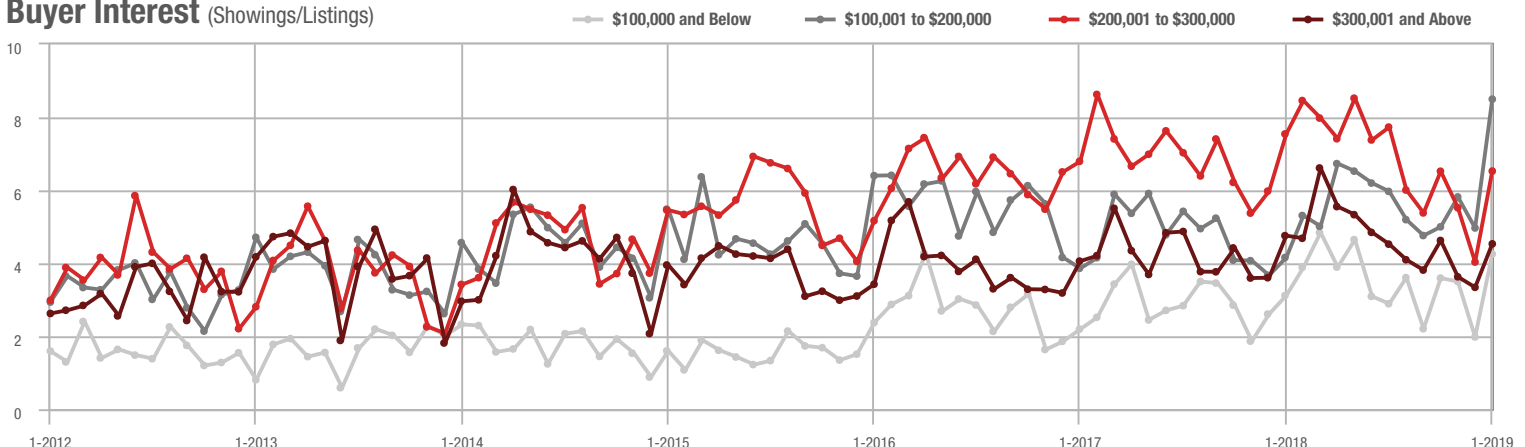
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

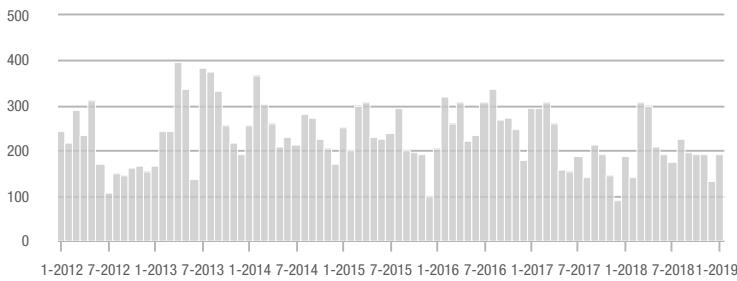


## Lincoln County, NC

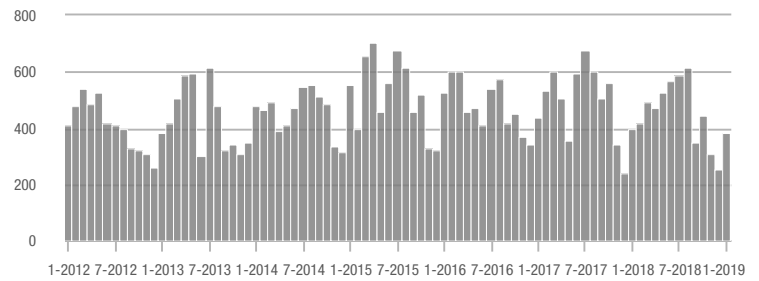
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	192	+ 2.7%	+ 44.4%	3.9	0.0%	+ 31.9%	97	- 25.4%	- 4.9%
\$100,001 to \$200,000	384	- 3.3%	+ 51.8%	7.6	+ 49.0%	+ 48.9%	68	- 34.6%	- 6.8%
\$200,001 to \$300,000	448	+ 58.3%	+ 64.1%	6.2	+ 40.9%	+ 73.5%	78	- 6.0%	- 8.2%
\$300,001 and Above	650	- 11.0%	+ 111.7%	4.4	+ 10.0%	+ 111.1%	191	- 22.7%	- 6.4%
Total	1,674	+ 4.8%	+ 73.3%	5.3	+ 23.3%	+ 71.5%	434	- 23.0%	- 6.5%

### Showings

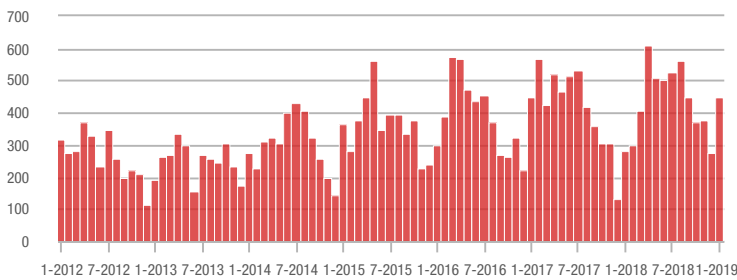
\$100,000 and Below



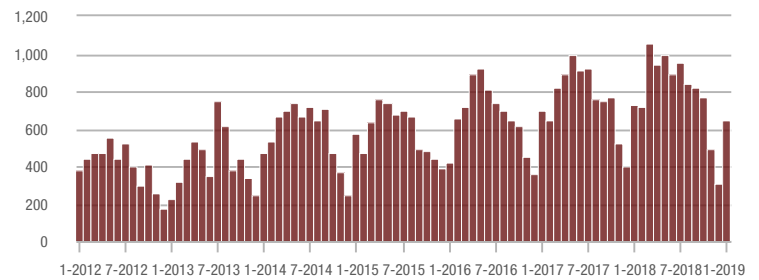
\$100,001 to \$200,000



\$200,001 to \$300,000

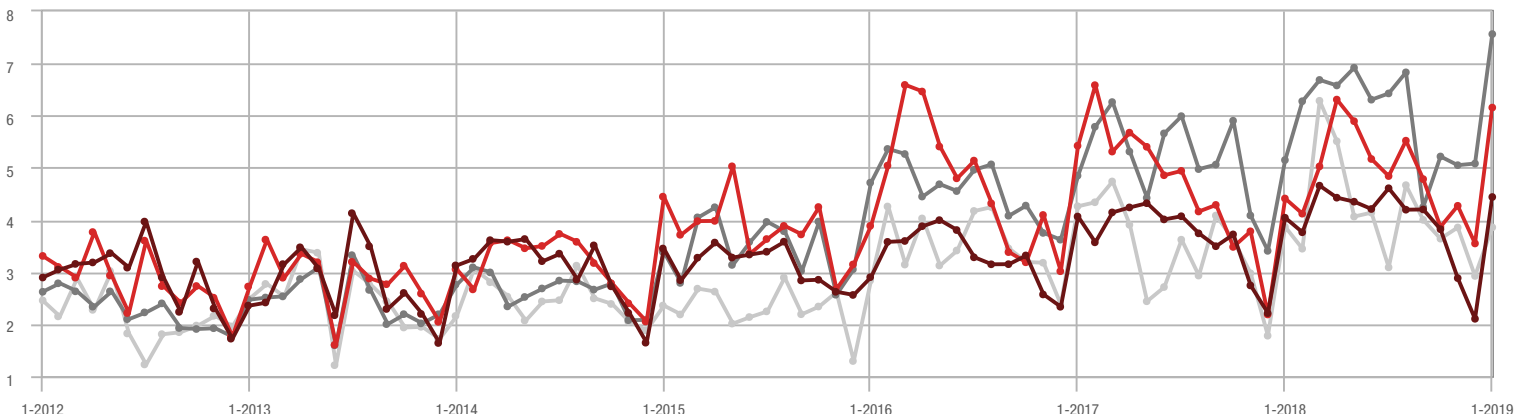


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

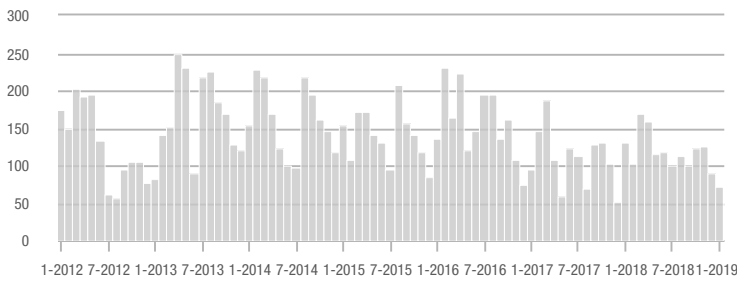


## Lincolnton, NC

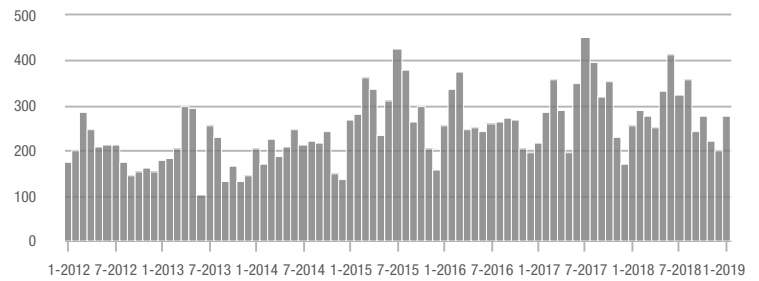
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	73	- 43.8%	- 19.8%	5.9	+ 7.3%	- 1.7%	20	- 53.5%	- 23.1%
\$100,001 to \$200,000	278	+ 7.8%	+ 37.6%	7.8	+ 52.9%	+ 45.9%	39	- 37.1%	- 15.2%
\$200,001 to \$300,000	145	+ 40.8%	+ 61.1%	5.8	+ 31.8%	+ 69.4%	26	+ 8.3%	- 7.1%
\$300,001 and Above	45	- 11.8%	+ 114.3%	2.7	+ 35.0%	+ 60.0%	19	- 44.1%	- 17.4%
Total	541	- 0.2%	+ 33.9%	6.3	+ 43.2%	+ 43.2%	104	- 36.2%	- 15.4%

### Showings

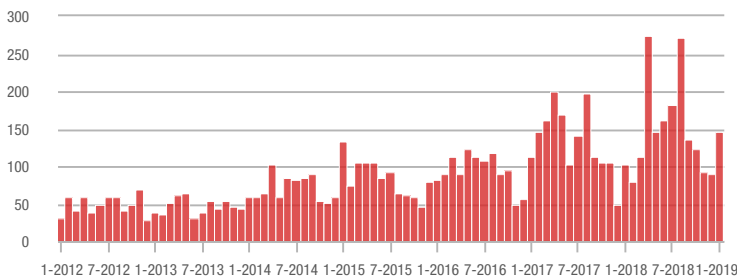
\$100,000 and Below



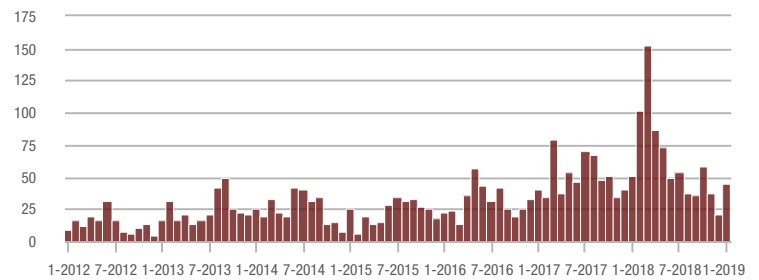
\$100,001 to \$200,000



\$200,001 to \$300,000

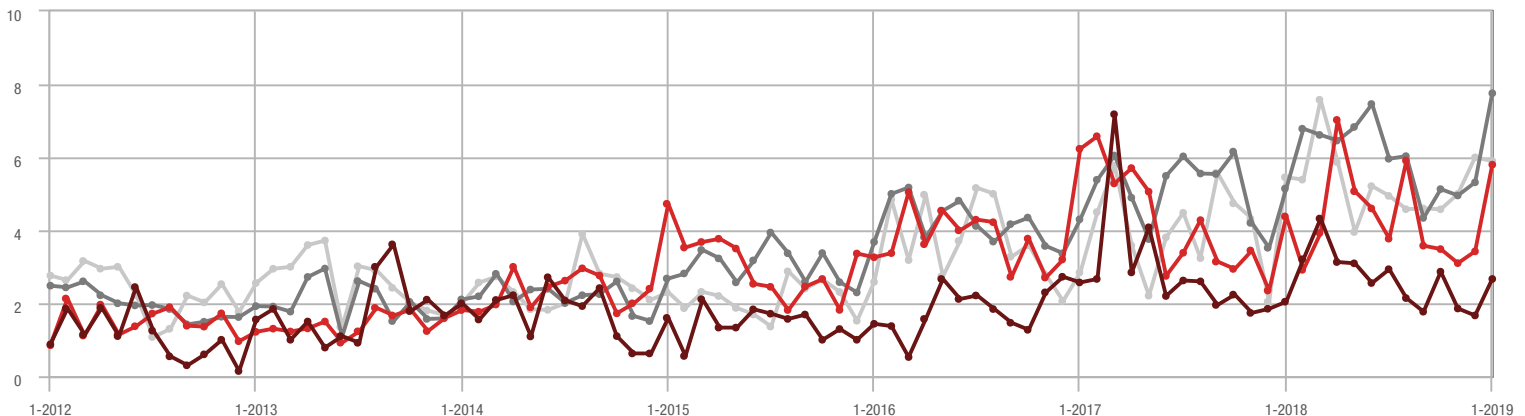


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

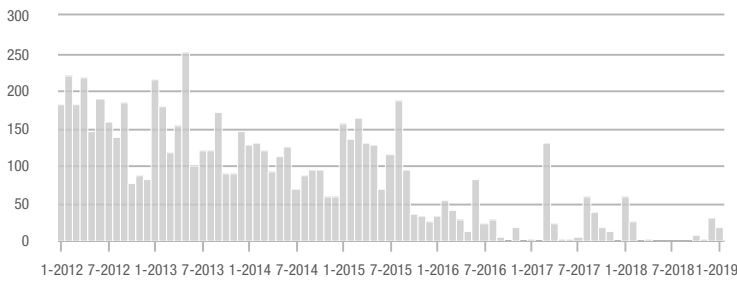


## Matthews, NC

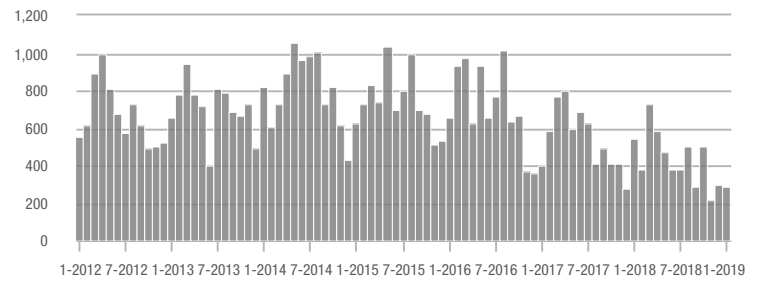
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	19	- 67.2%	- 36.7%	9.5	- 16.7%	- 36.7%	2	- 66.7%	0.0%
\$100,001 to \$200,000	291	- 46.6%	- 3.6%	10.8	- 40.3%	- 14.3%	30	- 9.1%	+ 11.1%
\$200,001 to \$300,000	866	+ 55.2%	+ 152.5%	12.8	+ 3.2%	+ 98.3%	70	+ 45.8%	+ 22.8%
\$300,001 and Above	1,006	+ 16.6%	+ 62.8%	8.2	+ 18.8%	+ 52.0%	139	- 12.0%	+ 2.2%
Total	2,182	+ 7.8%	+ 68.8%	10.0	0.0%	+ 49.0%	241	- 1.6%	+ 8.6%

### Showings

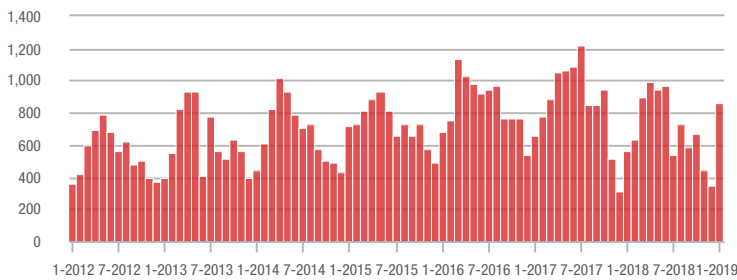
\$100,000 and Below



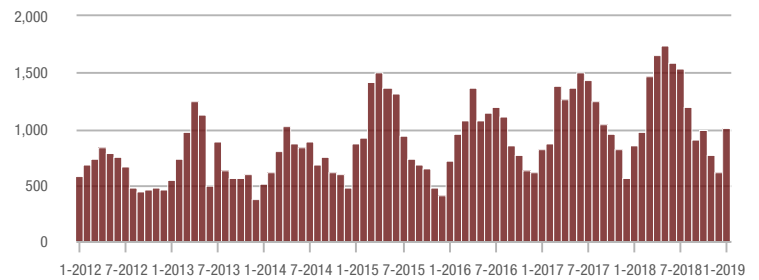
\$100,001 to \$200,000



\$200,001 to \$300,000

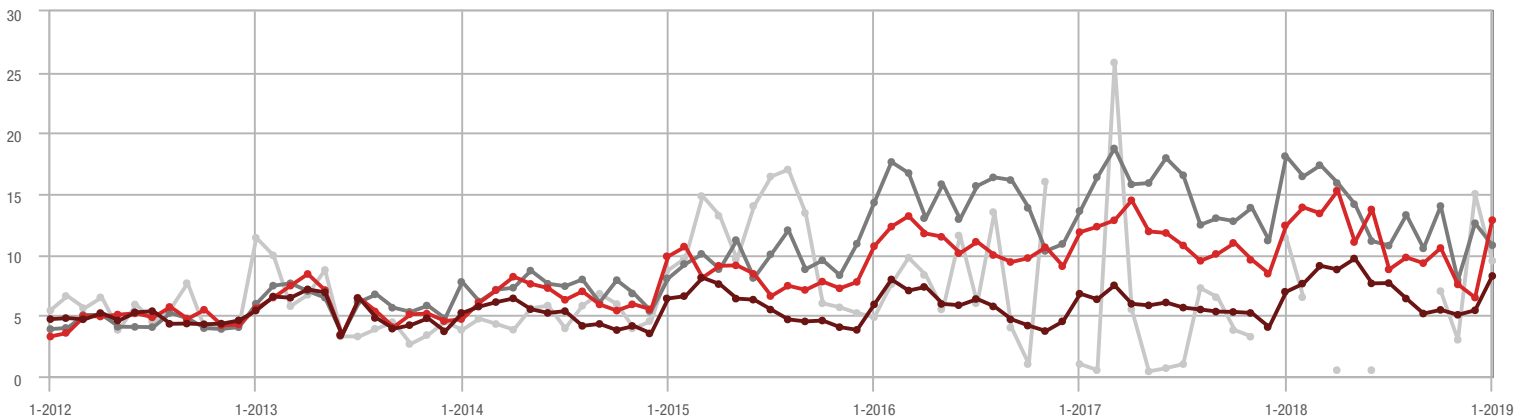


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

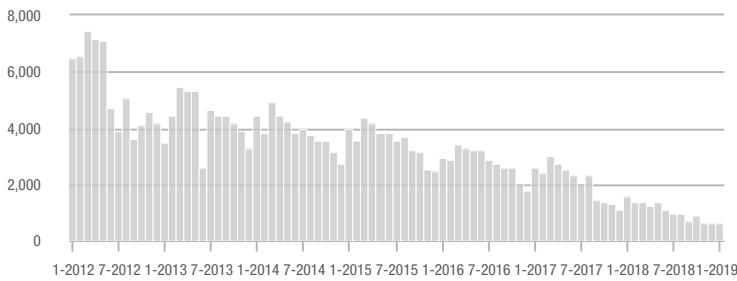


## Mecklenburg County, NC

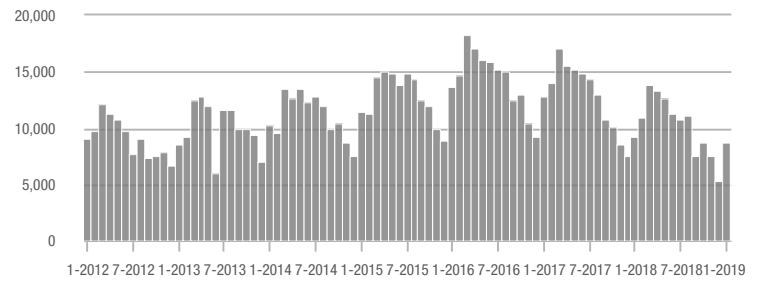
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	617	- 60.9%	+ 3.9%	7.6	- 27.6%	+ 5.8%	104	- 53.2%	- 10.3%
\$100,001 to \$200,000	8,649	- 6.5%	+ 61.5%	11.8	- 8.5%	+ 47.8%	756	- 1.8%	+ 7.5%
\$200,001 to \$300,000	9,985	+ 17.1%	+ 60.9%	9.3	- 9.7%	+ 54.2%	1,130	+ 25.3%	+ 2.1%
\$300,001 and Above	15,223	+ 15.9%	+ 84.8%	7.5	- 2.6%	+ 74.7%	2,263	+ 9.3%	+ 2.9%
Total	34,474	+ 6.1%	+ 69.1%	8.8	- 8.3%	+ 59.4%	4,253	+ 7.3%	+ 3.1%

### Showings

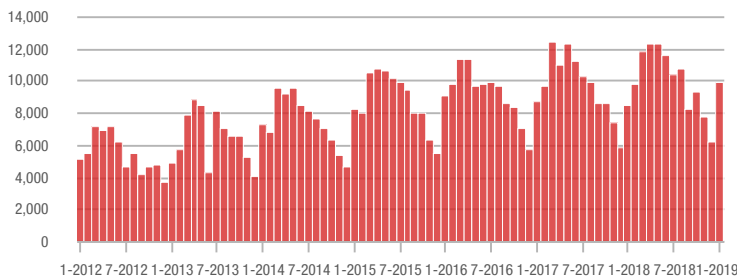
\$100,000 and Below



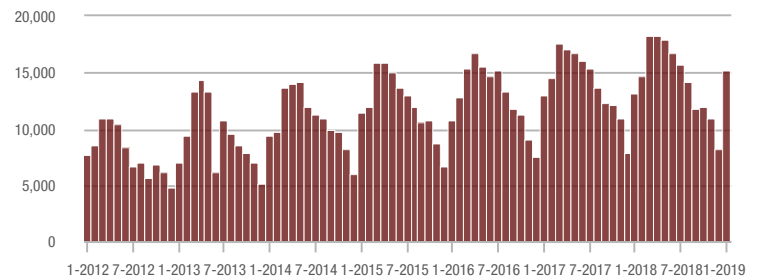
\$100,001 to \$200,000



\$200,001 to \$300,000

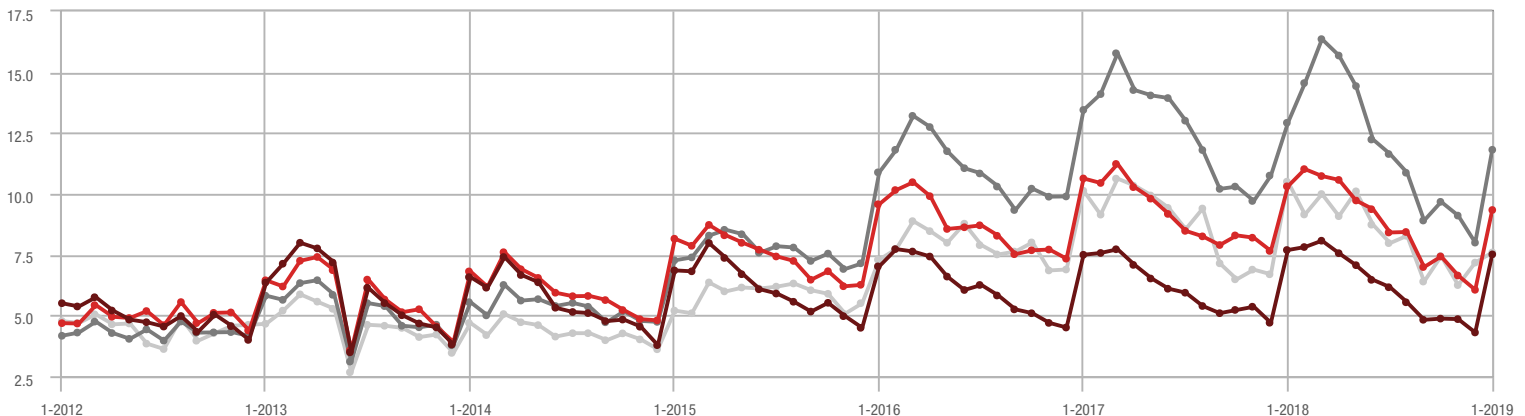


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

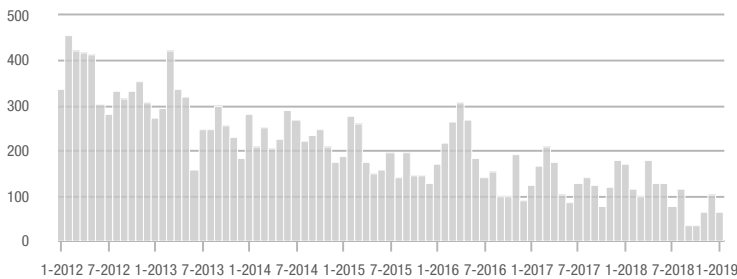


## Monroe, NC

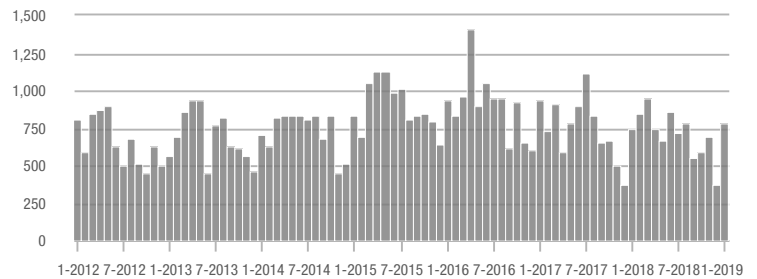
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	64	- 62.6%	- 37.3%	5.5	- 29.5%	- 19.1%	25	- 53.7%	- 26.5%
\$100,001 to \$200,000	786	+ 5.8%	+ 107.9%	8.9	+ 4.7%	+ 56.4%	95	- 5.9%	+ 20.3%
\$200,001 to \$300,000	713	+ 41.2%	+ 50.1%	7.2	- 10.0%	+ 42.4%	108	+ 50.0%	+ 2.9%
\$300,001 and Above	328	+ 33.3%	+ 129.4%	6.0	+ 20.0%	+ 167.2%	69	+ 9.5%	- 8.0%
Total	1,891	+ 13.6%	+ 72.2%	7.4	- 1.3%	+ 59.2%	297	+ 2.4%	+ 1.4%

### Showings

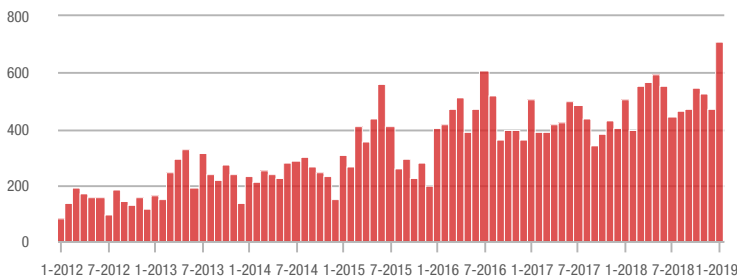
\$100,000 and Below



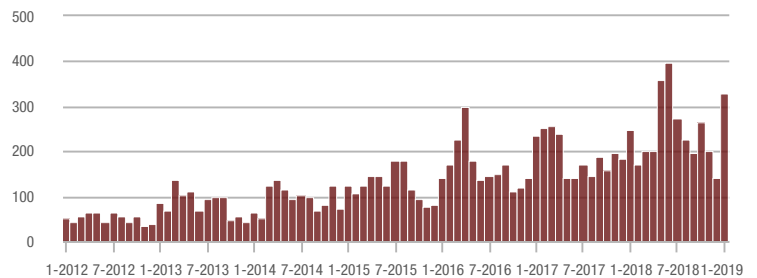
\$100,001 to \$200,000



\$200,001 to \$300,000

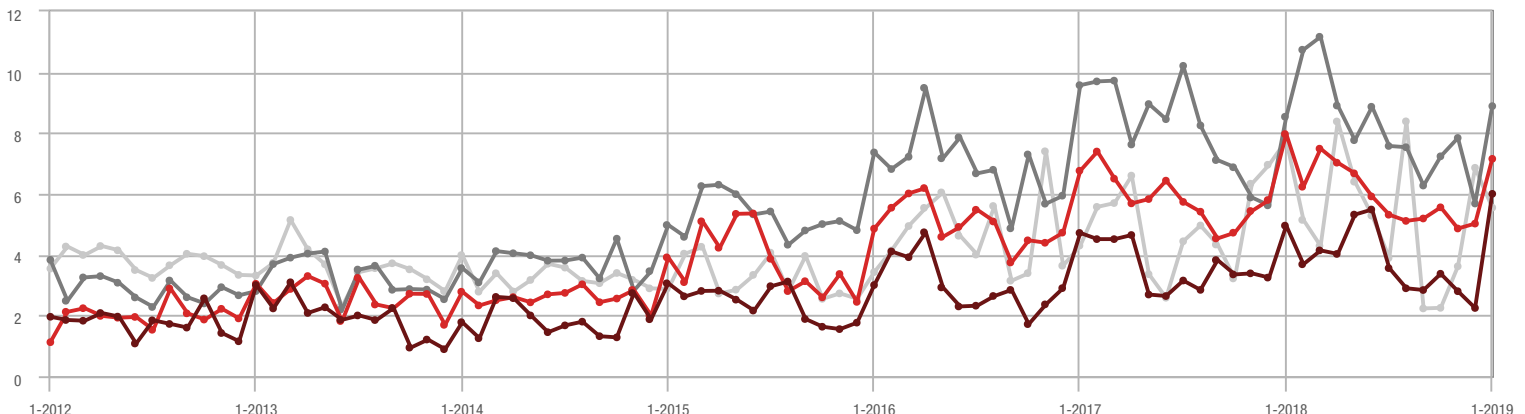


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

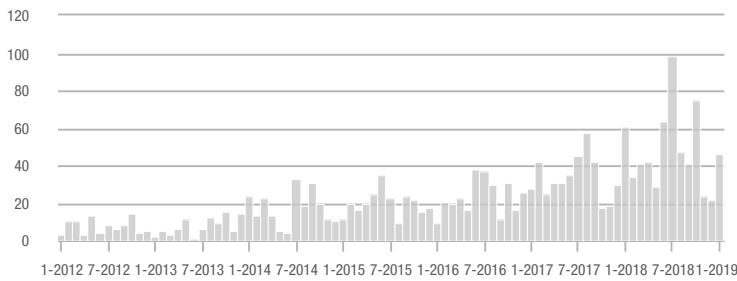


## Montgomery County, NC

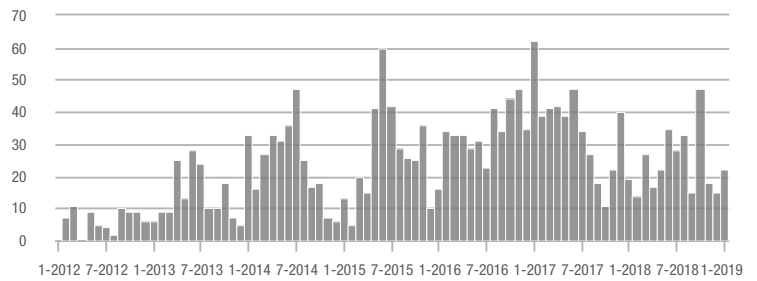
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	46	- 24.6%	+ 109.1%	1.0	- 52.4%	+ 30.0%	61	- 23.8%	- 9.0%
\$100,001 to \$200,000	22	+ 15.8%	+ 46.7%	0.9	- 10.0%	+ 36.9%	42	- 2.3%	+ 2.4%
\$200,001 to \$300,000	21	+ 250.0%	+ 75.0%	2.4	+ 140.0%	+ 58.3%	14	- 36.4%	- 26.3%
\$300,001 and Above	59	+ 7.3%	+ 126.9%	2.4	+ 41.2%	+ 119.1%	31	- 36.7%	- 6.1%
Total	148	+ 5.0%	+ 97.3%	1.5	- 6.3%	+ 65.2%	148	- 23.7%	- 7.5%

### Showings

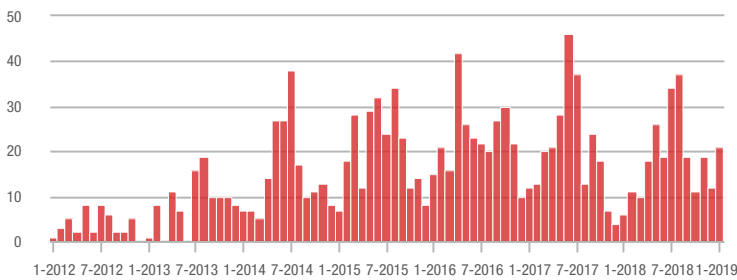
\$100,000 and Below



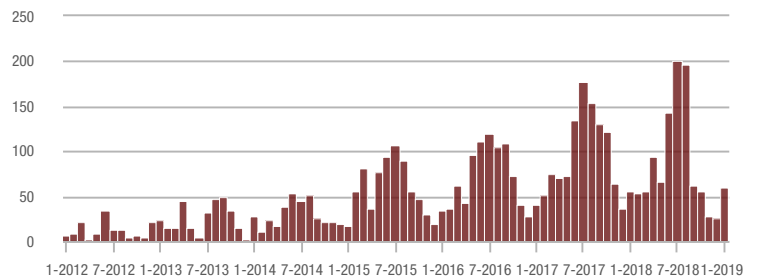
\$100,001 to \$200,000



\$200,001 to \$300,000

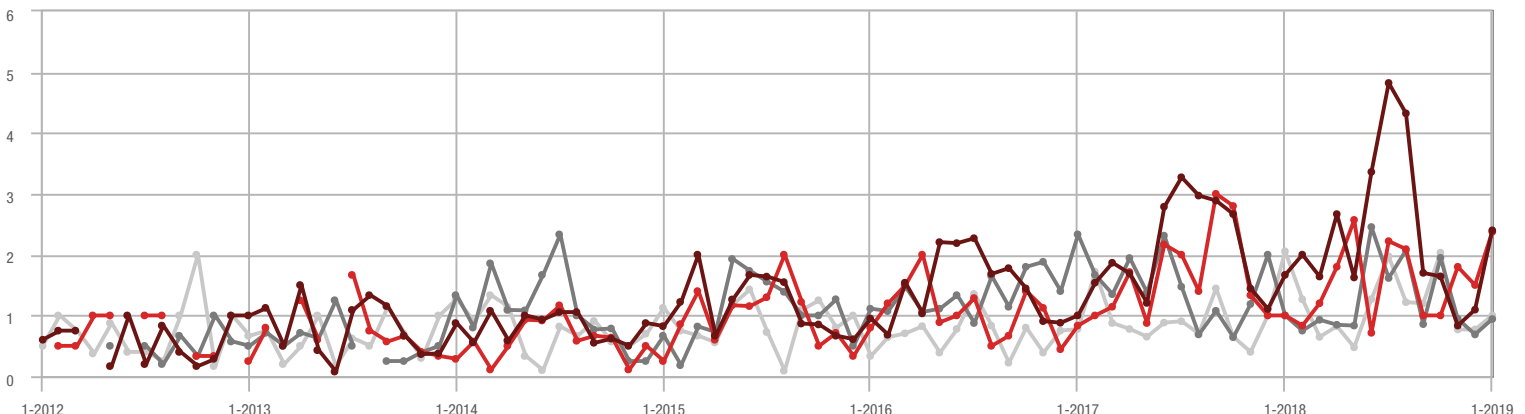


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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



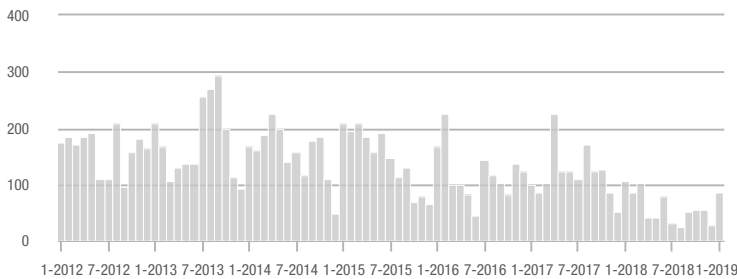


## Mooresville, NC

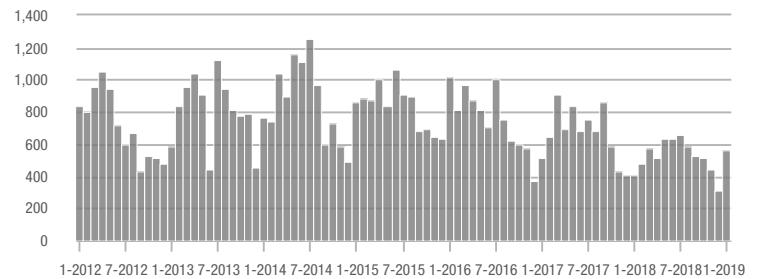
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	84	- 20.0%	+ 200.0%	4.5	+ 4.7%	+ 164.2%	43	- 32.8%	- 2.3%
\$100,001 to \$200,000	566	+ 37.4%	+ 80.3%	8.7	+ 22.5%	+ 55.2%	74	- 3.9%	+ 10.4%
\$200,001 to \$300,000	965	+ 58.7%	+ 78.0%	6.7	+ 36.7%	+ 75.4%	168	+ 7.7%	0.0%
\$300,001 and Above	1,896	+ 20.8%	+ 118.7%	5.1	+ 18.6%	+ 115.1%	435	- 9.0%	- 3.1%
Total	3,511	+ 30.3%	+ 100.5%	5.9	+ 25.5%	+ 92.9%	720	- 7.1%	- 1.1%

### Showings

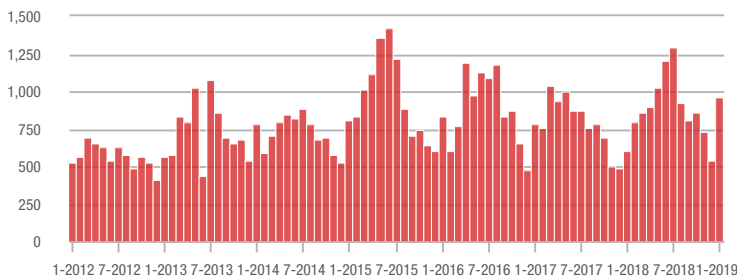
\$100,000 and Below



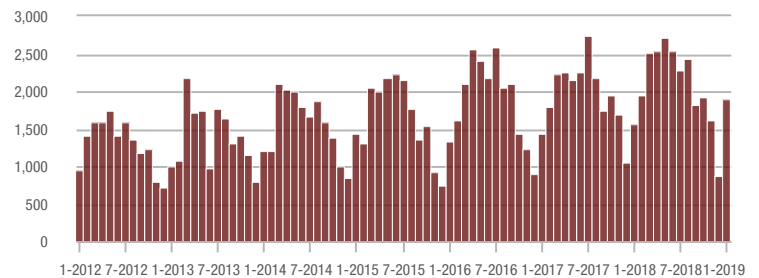
\$100,001 to \$200,000



\$200,001 to \$300,000

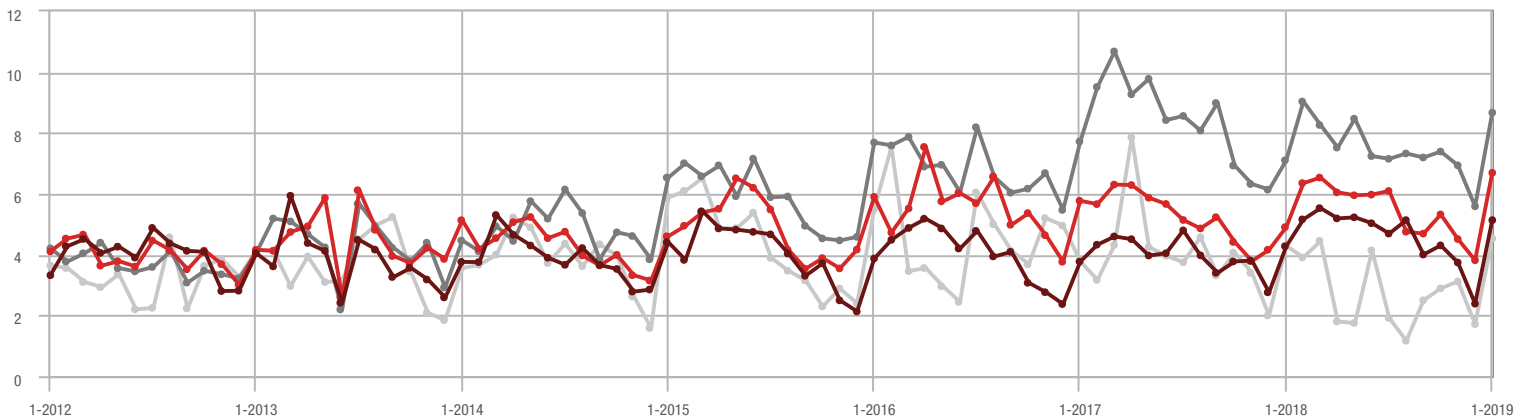


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

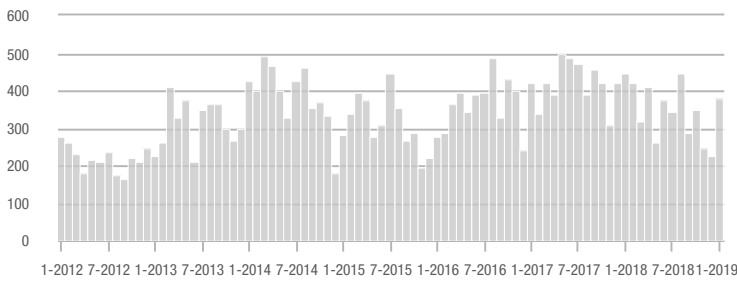


## Rock Hill, SC

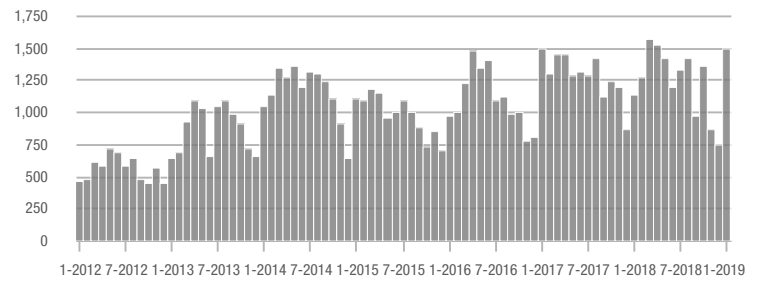
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	377	- 15.7%	+ 66.8%	8.0	+ 19.4%	+ 78.6%	66	- 38.9%	- 8.3%
\$100,001 to \$200,000	1,496	+ 31.9%	+ 100.5%	12.7	+ 15.5%	+ 63.3%	122	+ 10.9%	+ 19.6%
\$200,001 to \$300,000	969	+ 23.1%	+ 87.8%	8.3	- 7.8%	+ 57.7%	128	+ 32.0%	+ 16.4%
\$300,001 and Above	411	+ 13.9%	+ 38.9%	4.1	- 8.9%	+ 43.0%	120	+ 30.4%	- 4.8%
Total	3,253	+ 19.2%	+ 82.3%	8.6	+ 4.9%	+ 66.2%	436	+ 7.1%	+ 6.3%

### Showings

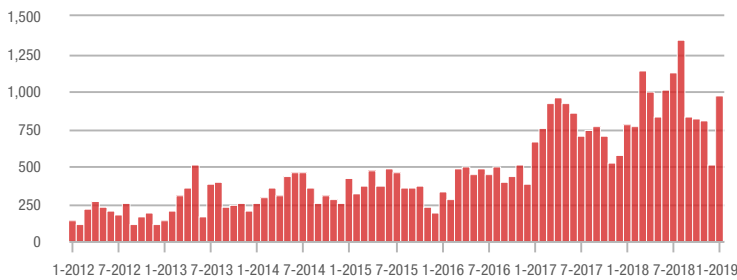
\$100,000 and Below



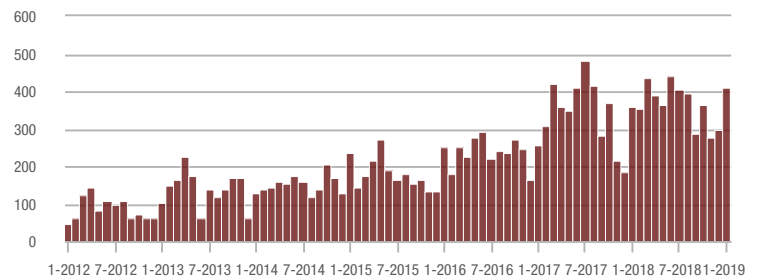
\$100,001 to \$200,000



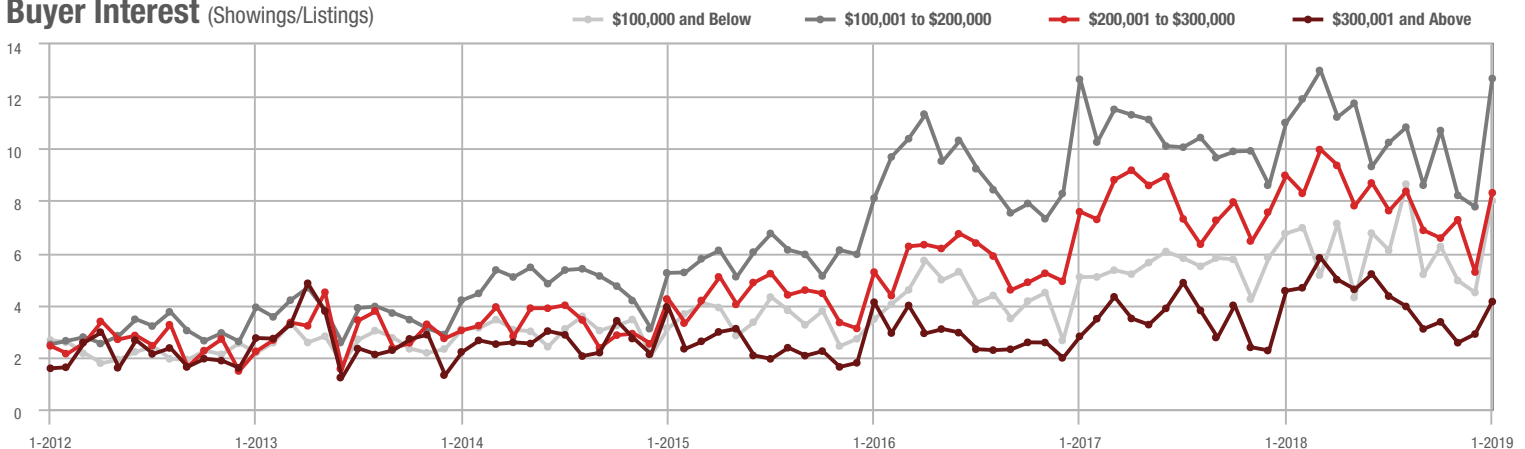
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

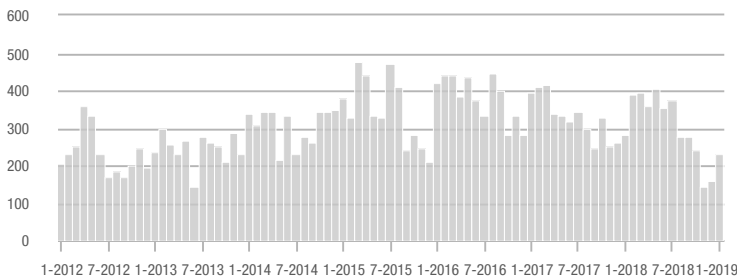


## Salisbury, NC

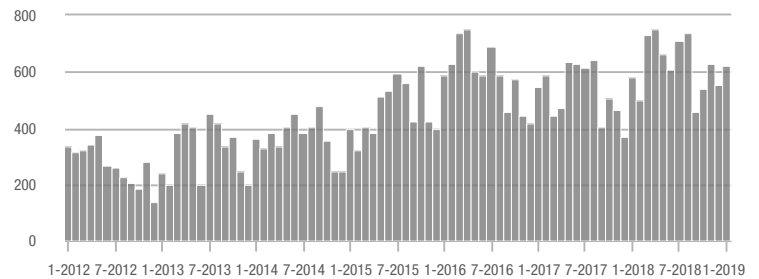
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	233	- 17.7%	+ 45.6%	3.8	+ 2.7%	+ 15.7%	87	- 30.4%	+ 7.4%
\$100,001 to \$200,000	621	+ 6.7%	+ 12.7%	7.4	+ 25.4%	+ 22.3%	97	- 26.5%	- 10.2%
\$200,001 to \$300,000	207	+ 64.3%	+ 44.8%	3.7	+ 23.3%	+ 35.6%	63	+ 21.2%	+ 6.8%
\$300,001 and Above	151	+ 77.6%	+ 88.8%	3.2	+ 14.3%	+ 67.1%	49	0.0%	- 5.8%
Total	1,212	+ 12.6%	+ 29.8%	4.9	+ 11.4%	+ 21.5%	296	- 17.3%	- 1.3%

### Showings

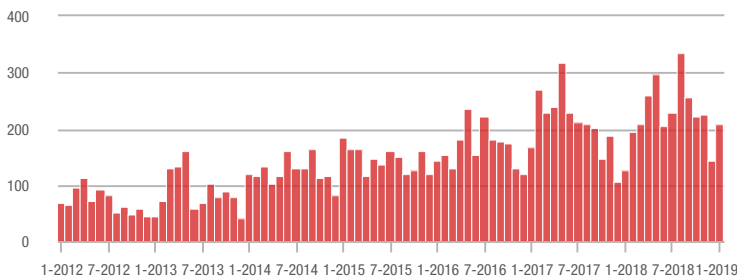
\$100,000 and Below



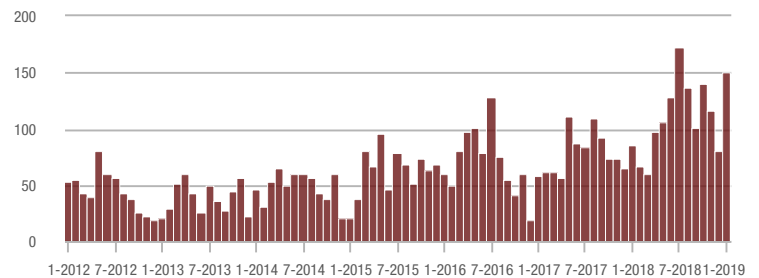
\$100,001 to \$200,000



\$200,001 to \$300,000

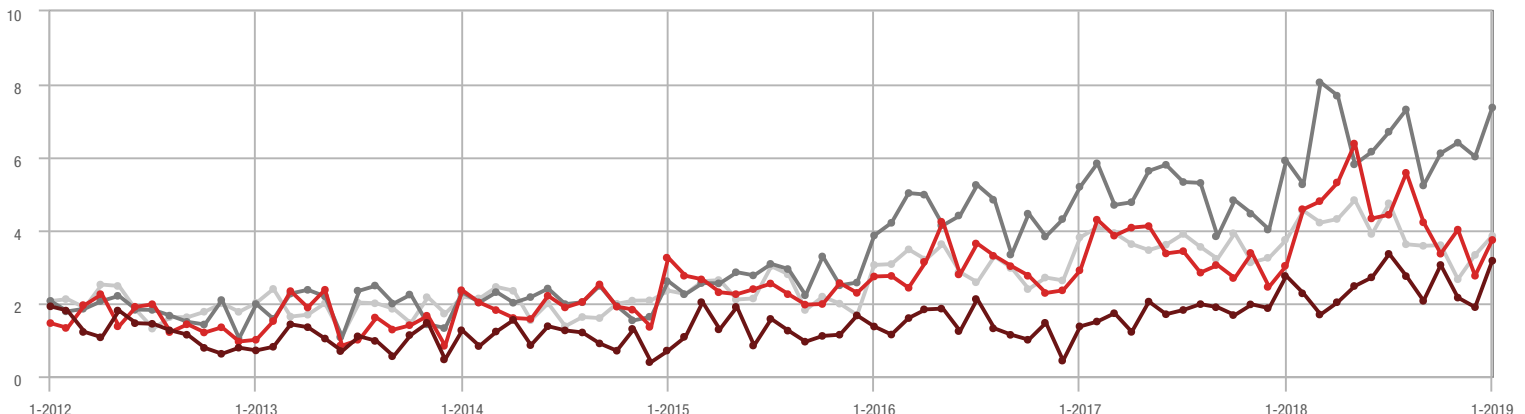


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

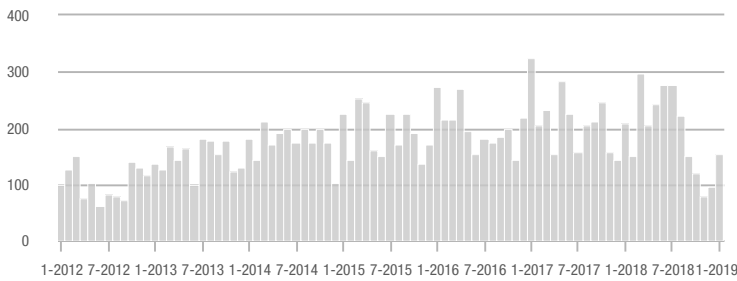


## Stanly County, NC

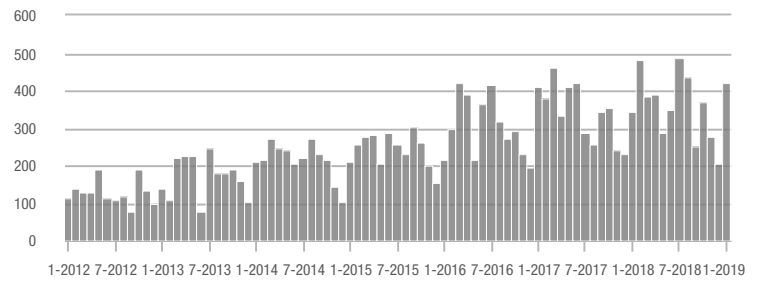
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	154	- 26.7%	+ 62.1%	3.4	+ 6.3%	+ 12.0%	74	- 36.2%	+ 8.8%
\$100,001 to \$200,000	419	+ 22.2%	+ 104.4%	5.7	+ 23.9%	+ 82.2%	89	- 7.3%	+ 6.0%
\$200,001 to \$300,000	154	- 16.8%	+ 23.2%	2.9	- 34.1%	+ 4.1%	68	+ 13.3%	0.0%
\$300,001 and Above	101	- 13.7%	+ 173.0%	2.1	- 19.2%	+ 213.2%	59	- 11.9%	- 11.9%
Total	828	- 3.2%	+ 79.2%	3.9	+ 2.6%	+ 57.3%	290	- 14.5%	+ 1.0%

### Showings

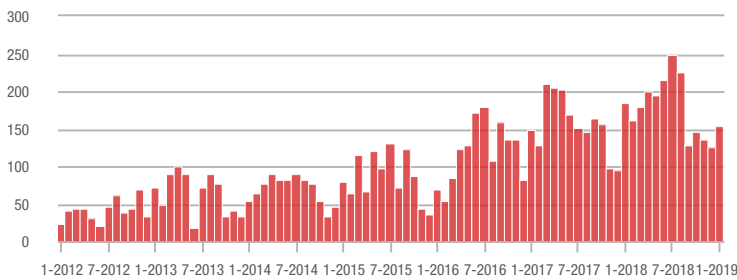
\$100,000 and Below



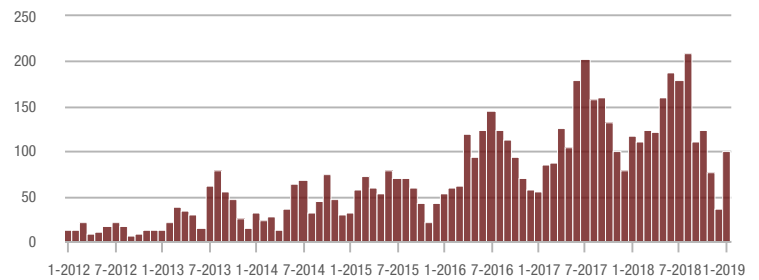
\$100,001 to \$200,000



\$200,001 to \$300,000

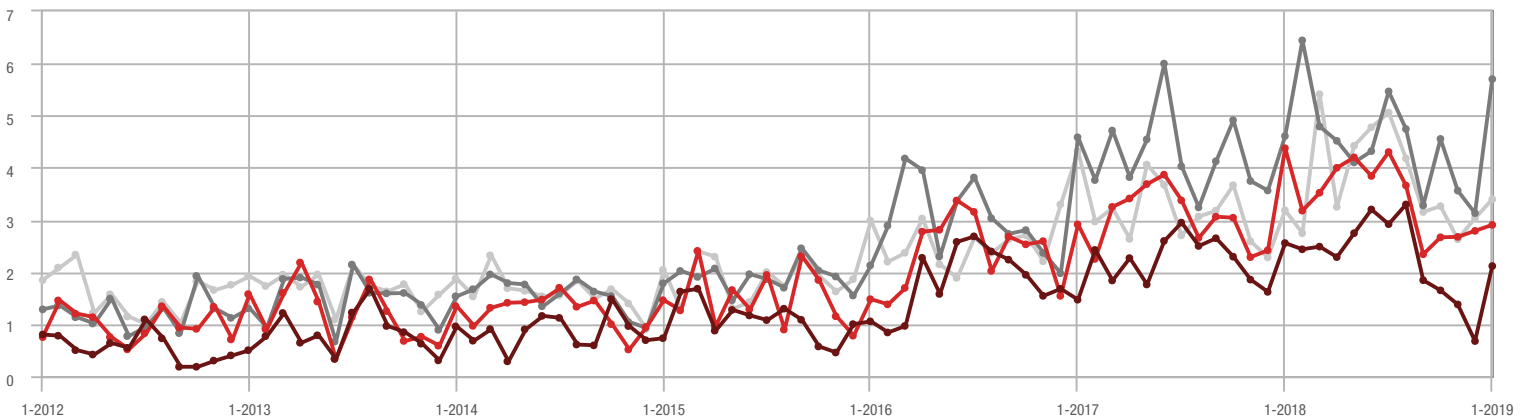


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

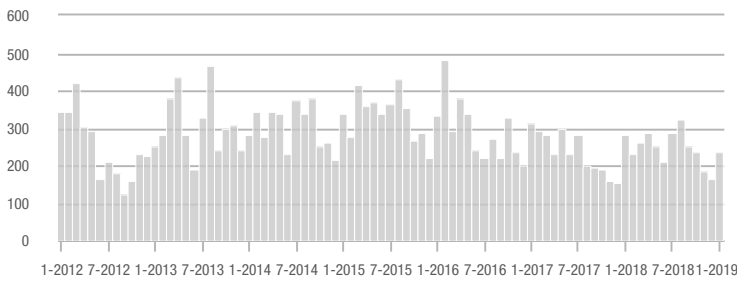


## Statesville, NC

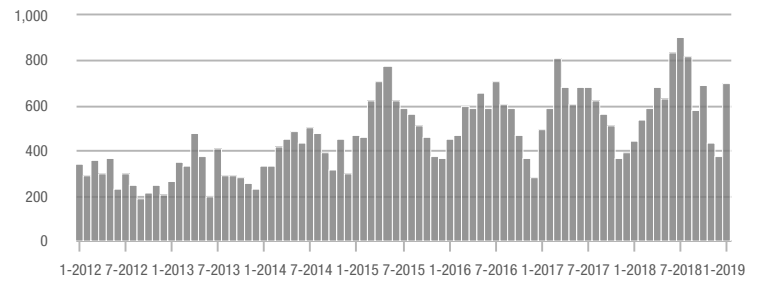
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	234	- 17.3%	+ 42.7%	5.1	+ 15.9%	+ 47.0%	78	- 37.1%	- 8.2%
\$100,001 to \$200,000	698	+ 57.6%	+ 87.6%	7.0	+ 37.3%	+ 86.8%	119	- 4.0%	- 4.0%
\$200,001 to \$300,000	265	+ 44.8%	+ 52.3%	4.4	+ 18.9%	+ 29.0%	71	- 4.1%	+ 12.7%
\$300,001 and Above	114	+ 90.0%	+ 46.2%	2.3	+ 76.9%	+ 55.0%	62	+ 5.1%	- 8.8%
Total	1,311	+ 35.3%	+ 66.4%	5.2	+ 30.0%	+ 62.1%	330	- 13.4%	- 2.9%

### Showings

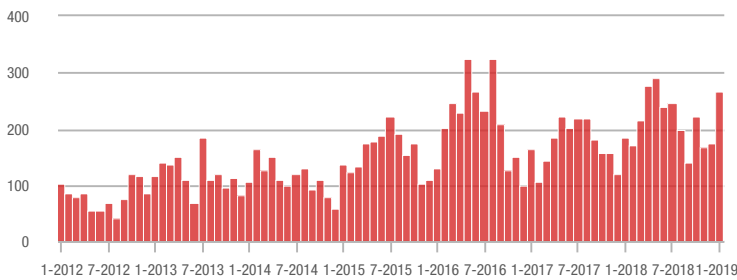
\$100,000 and Below



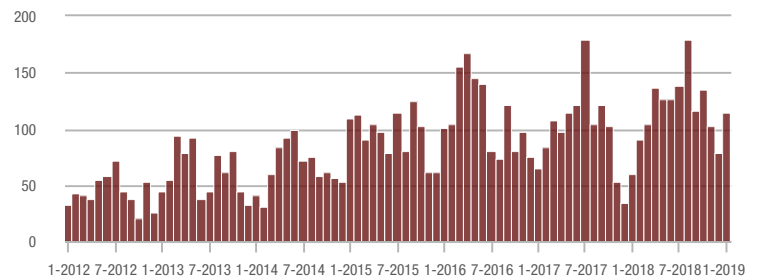
\$100,001 to \$200,000



\$200,001 to \$300,000

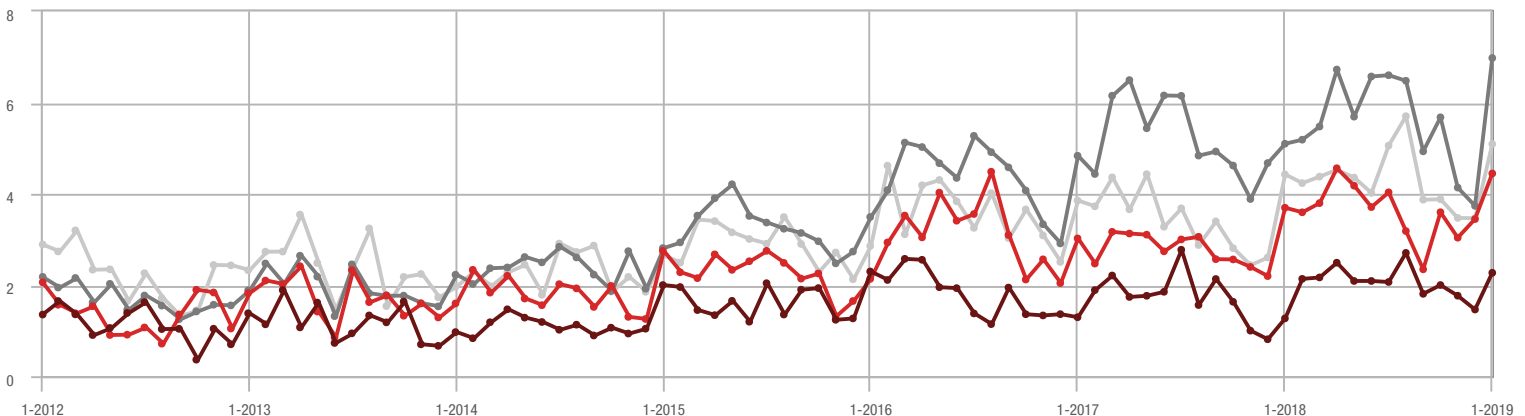


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

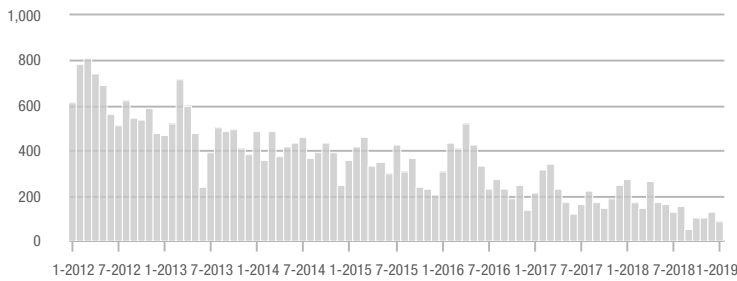


## Union County, NC

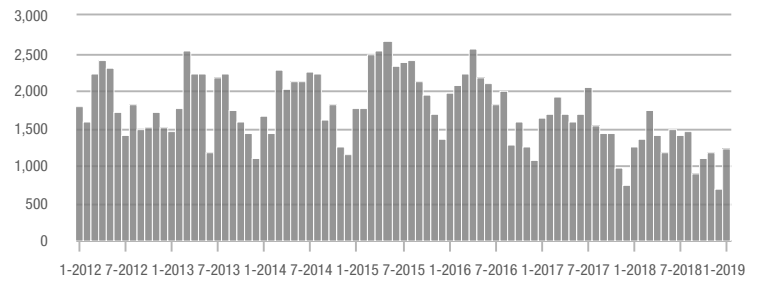
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	83	- 69.5%	- 33.1%	2.5	- 55.4%	- 25.7%	59	- 53.2%	- 16.9%
\$100,001 to \$200,000	1,233	- 1.8%	+ 79.7%	8.9	+ 6.0%	+ 63.6%	174	- 8.4%	+ 1.8%
\$200,001 to \$300,000	1,933	+ 19.6%	+ 64.0%	8.1	+ 1.3%	+ 57.4%	271	+ 5.4%	- 1.5%
\$300,001 and Above	3,471	+ 19.7%	+ 82.1%	6.7	+ 13.6%	+ 73.3%	640	- 7.6%	+ 0.3%
Total	6,720	+ 11.2%	+ 72.5%	7.3	+ 7.4%	+ 64.6%	1,144	- 9.6%	- 1.0%

### Showings

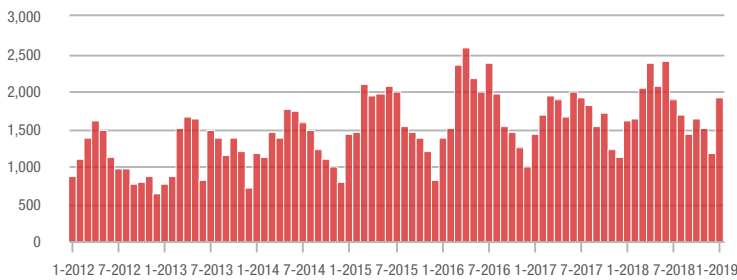
\$100,000 and Below



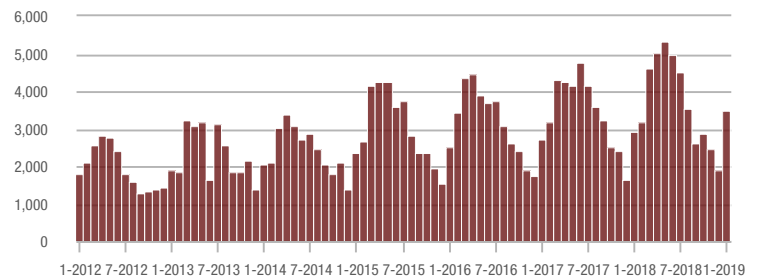
\$100,001 to \$200,000



\$200,001 to \$300,000

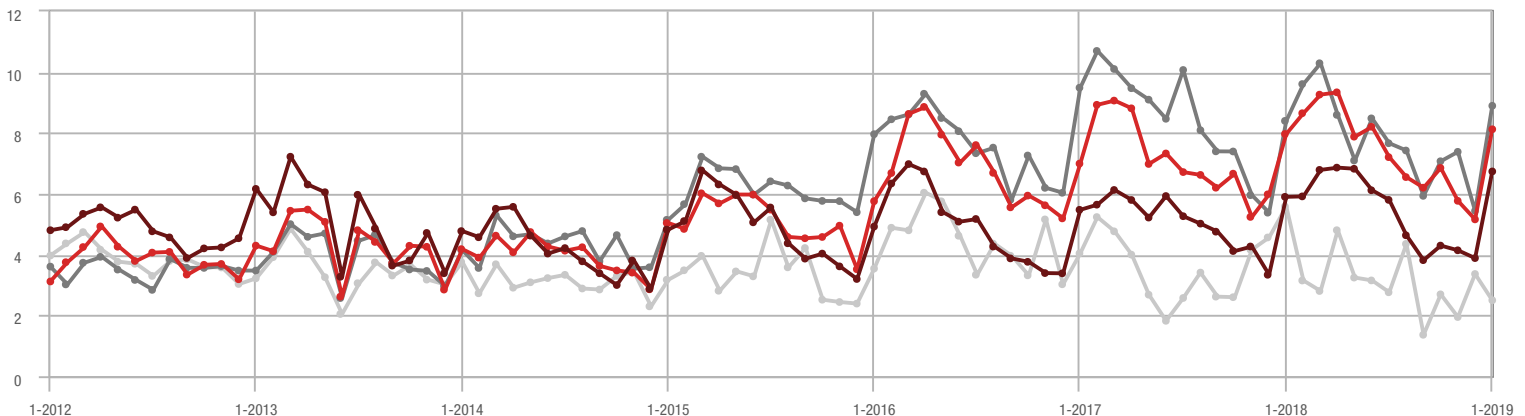


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

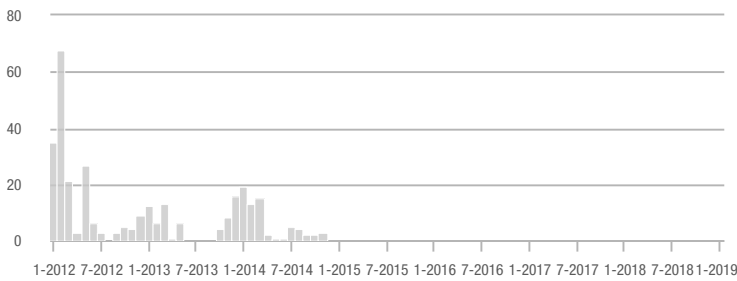


## Uptown Charlotte

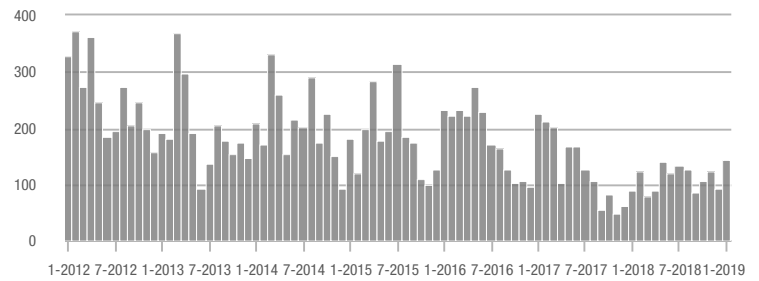
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	0	0.0%	0.0%	0.0	0.0%	0.0%	0	0.0%	0.0%
\$100,001 to \$200,000	143	+ 58.9%	+ 55.4%	9.5	+ 15.9%	+ 86.5%	15	+ 36.4%	- 16.7%
\$200,001 to \$300,000	159	- 63.0%	+ 24.2%	6.5	- 40.9%	+ 32.9%	25	- 35.9%	- 7.4%
\$300,001 and Above	289	- 28.6%	+ 2.1%	6.5	- 21.7%	+ 4.6%	46	- 9.8%	- 2.1%
Total	591	- 36.1%	+ 17.5%	7.1	- 23.7%	+ 26.0%	86	- 14.9%	- 6.5%

### Showings

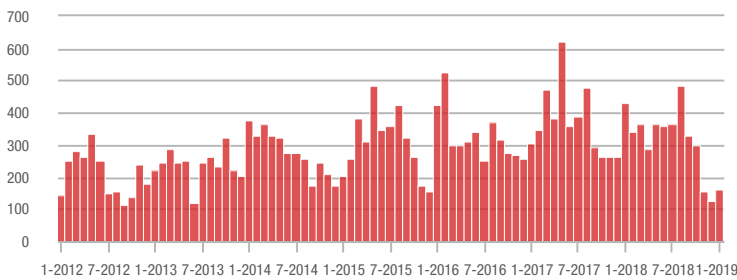
\$100,000 and Below



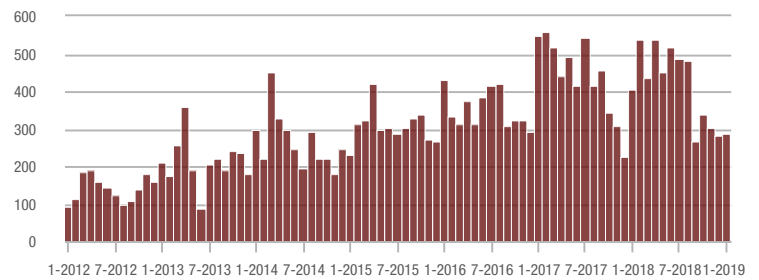
\$100,001 to \$200,000



\$200,001 to \$300,000

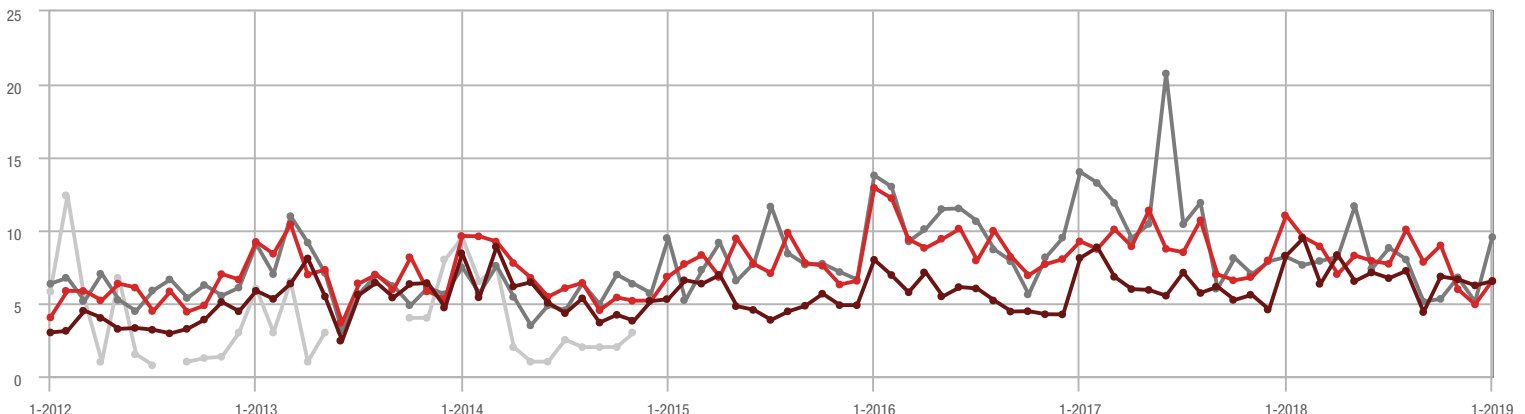


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

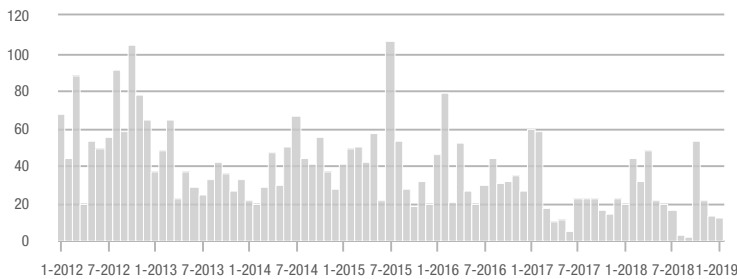


## Waxhaw, NC

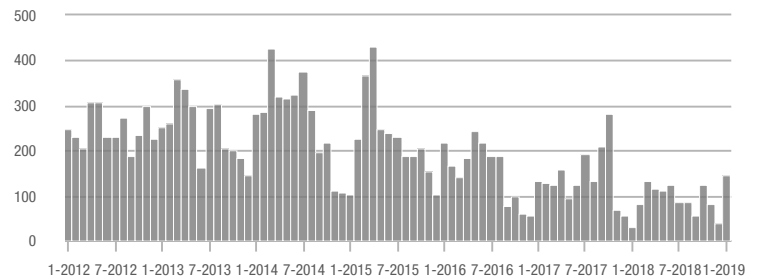
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	12	- 40.0%	- 7.7%	0.9	- 40.0%	- 33.3%	18	- 51.4%	0.0%
\$100,001 to \$200,000	144	+ 380.0%	+ 278.9%	6.9	+ 331.3%	+ 255.9%	35	+ 25.0%	+ 6.1%
\$200,001 to \$300,000	325	- 18.5%	+ 66.7%	8.0	- 8.0%	+ 49.7%	54	- 30.8%	- 1.8%
\$300,001 and Above	1,707	+ 31.5%	+ 88.4%	7.4	+ 23.3%	+ 84.6%	296	- 3.3%	- 1.0%
Total	2,188	+ 25.2%	+ 89.9%	7.3	+ 21.7%	+ 82.5%	403	- 10.2%	- 0.5%

### Showings

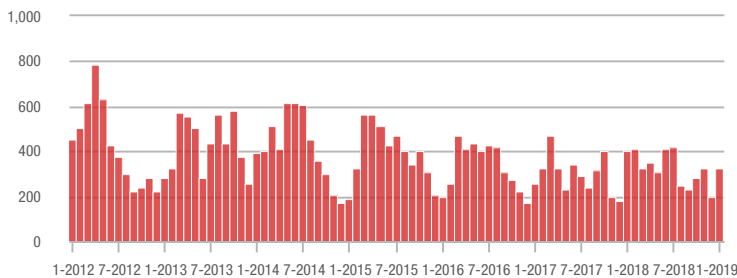
\$100,000 and Below



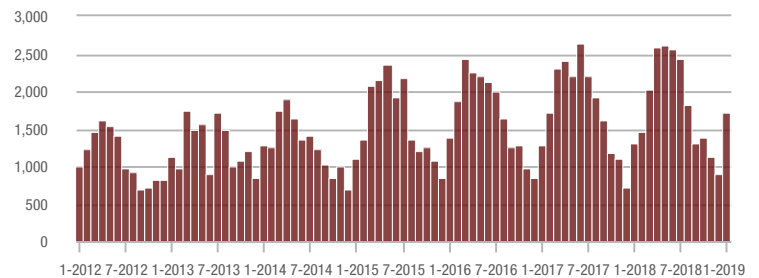
\$100,001 to \$200,000



\$200,001 to \$300,000

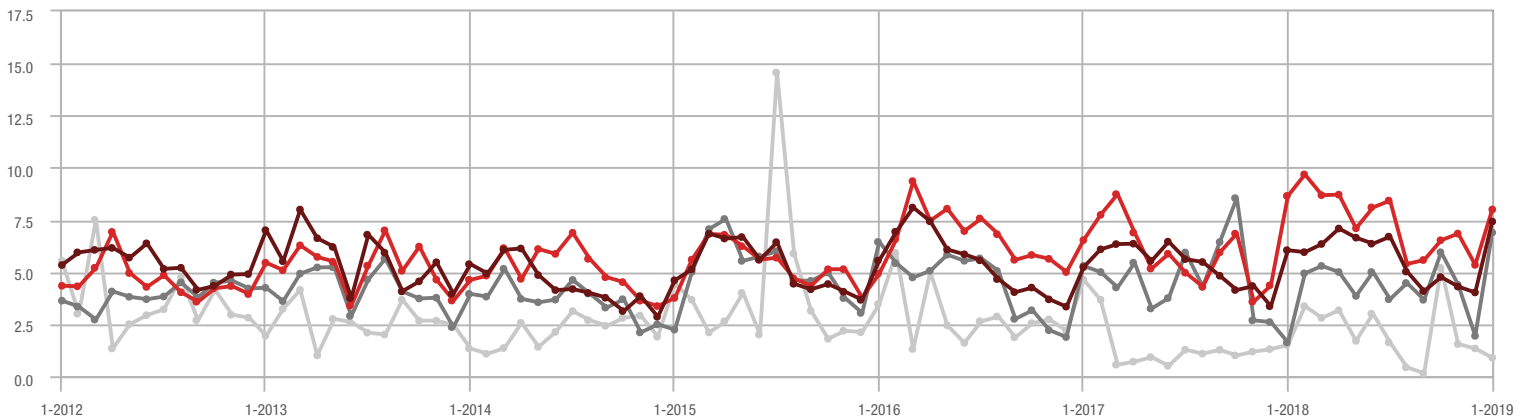


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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



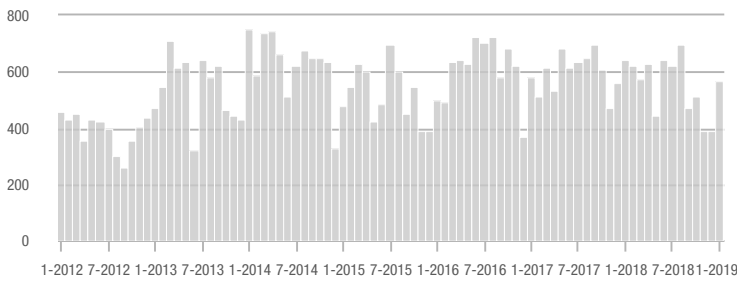


## York County, SC

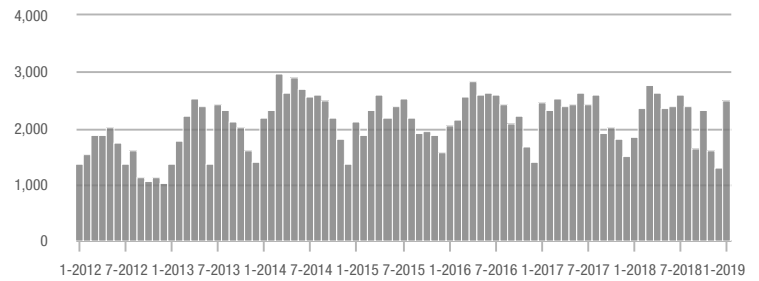
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change	January 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	569	- 11.9%	+ 45.2%	5.7	+ 18.8%	+ 45.4%	153	- 36.3%	- 7.8%
\$100,001 to \$200,000	2,503	+ 35.1%	+ 93.9%	10.9	+ 7.9%	+ 62.3%	253	+ 21.6%	+ 14.0%
\$200,001 to \$300,000	2,316	+ 11.6%	+ 75.9%	8.2	- 5.7%	+ 58.0%	327	+ 10.8%	+ 4.5%
\$300,001 and Above	2,622	+ 22.1%	+ 73.5%	5.7	+ 11.8%	+ 64.4%	541	0.0%	+ 1.5%
Total	8,010	+ 19.2%	+ 77.6%	7.5	+ 8.7%	+ 62.6%	1,274	- 0.8%	+ 3.2%

### Showings

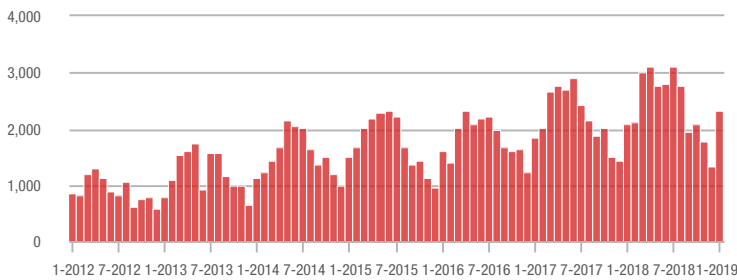
\$100,000 and Below



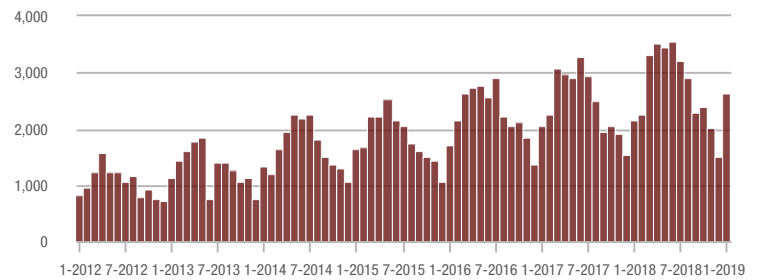
\$100,001 to \$200,000



\$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

