

# Showing Statistics

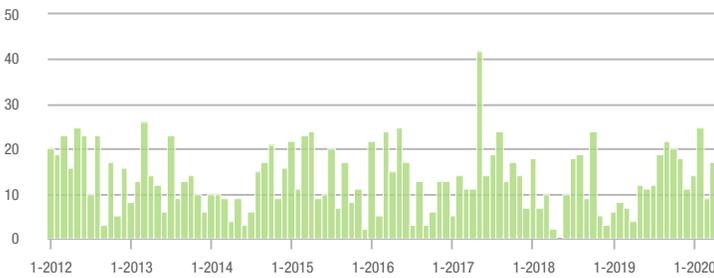
| MLS Area               | Total Showings | Buyer Interest (Showings / Listings) | Managed Listings |
|------------------------|----------------|--------------------------------------|------------------|
| Alexander County, NC   | 46             | 2.4                                  | 27               |
| Anson County, NC       | 84             | 2.0                                  | 63               |
| Cabarrus County, NC    | 4,118          | 6.0                                  | 778              |
| Charlotte MSA          | 39,393         | 5.2                                  | 8,800            |
| City of Charlotte, NC  | 13,501         | 5.4                                  | 2,712            |
| Concord, NC            | 2,370          | 6.2                                  | 425              |
| Davidson, NC           | 432            | 3.6                                  | 141              |
| Denver, NC             | 597            | 3.0                                  | 236              |
| Fort Mill, SC          | 1,502          | 5.4                                  | 308              |
| Gaston County, NC      | 3,904          | 5.9                                  | 802              |
| Gastonia, NC           | 1,978          | 6.5                                  | 337              |
| Huntersville, NC       | 1,028          | 4.2                                  | 284              |
| Iredell County, NC     | 3,319          | 4.1                                  | 1,032            |
| Kannapolis, NC         | 1,232          | 7.0                                  | 195              |
| Lake Norman            | 2,413          | 3.3                                  | 916              |
| Lake Wylie             | 1,403          | 3.8                                  | 478              |
| Lancaster County, SC   | 1,339          | 3.4                                  | 476              |
| Lincoln County, NC     | 1,368          | 3.9                                  | 441              |
| Lincolnton, NC         | 514            | 5.5                                  | 120              |
| Matthews, NC           | 1,115          | 5.9                                  | 203              |
| Mecklenburg County, NC | 16,152         | 5.1                                  | 3,480            |
| Monroe, NC             | 1,248          | 6.1                                  | 249              |
| Montgomery County, NC  | 206            | 1.5                                  | 200              |
| Mooresville, NC        | 2,040          | 3.9                                  | 614              |
| Rock Hill, SC          | 2,173          | 6.4                                  | 382              |
| Salisbury, NC          | 1,167          | 5.0                                  | 281              |
| Stanly County, NC      | 738            | 3.8                                  | 256              |
| Statesville, NC        | 1,057          | 4.7                                  | 293              |
| Union County, NC       | 4,144          | 5.3                                  | 971              |
| Uptown Charlotte       | 262            | 3.1                                  | 87               |
| Waxhaw, NC             | 1,286          | 4.5                                  | 358              |
| York County, SC        | 6,043          | 5.6                                  | 1,254            |

# Alexander County, NC

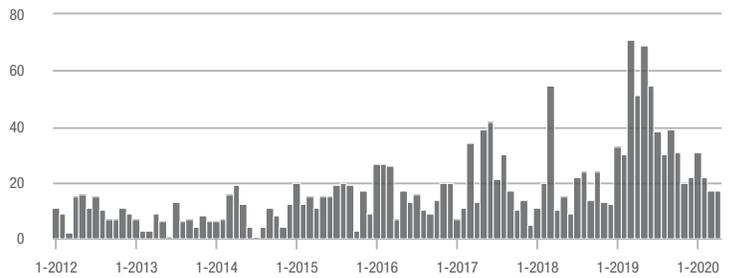
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 17             | + 325.0%              | + 88.9%                 | 3.4                                | + 580.0%              | + 495.0%                | 10               | - 28.6%               | - 16.7%                 |
| \$100,001 to \$200,000 | 17             | - 66.7%               | 0.0%                    | 1.3                                | - 74.5%               | - 28.6%                 | 10               | - 28.6%               | 0.0%                    |
| \$200,001 to \$300,000 | 1              | - 97.4%               | —                       | 1.0                                | - 84.6%               | —                       | 2                | - 77.8%               | + 100.0%                |
| \$300,001 and Above    | 11             | - 31.3%               | + 57.1%                 | 2.8                                | + 3.7%                | + 57.1%                 | 5                | - 44.4%               | 0.0%                    |
| <b>Total</b>           | <b>46</b>      | <b>- 58.2%</b>        | <b>+ 39.4%</b>          | <b>2.4</b>                         | <b>- 42.9%</b>        | <b>+ 102.4%</b>         | <b>27</b>        | <b>- 41.3%</b>        | <b>- 3.6%</b>           |

## Showings

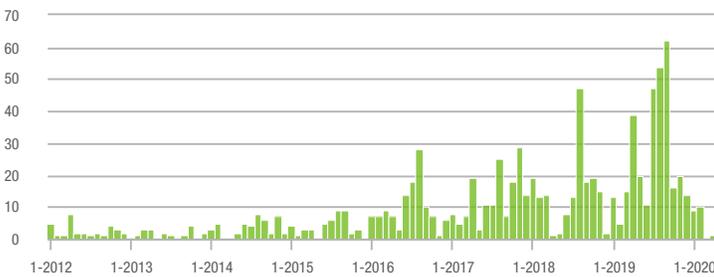
**\$100,000 and Below**



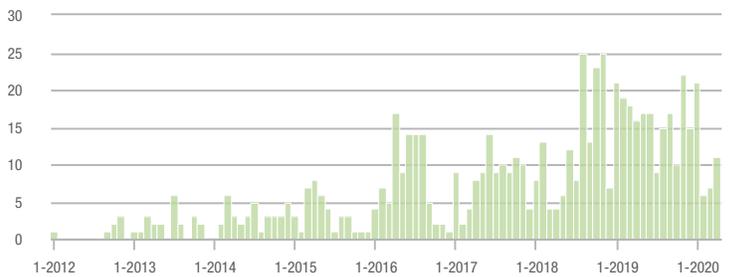
**\$100,001 to \$200,000**



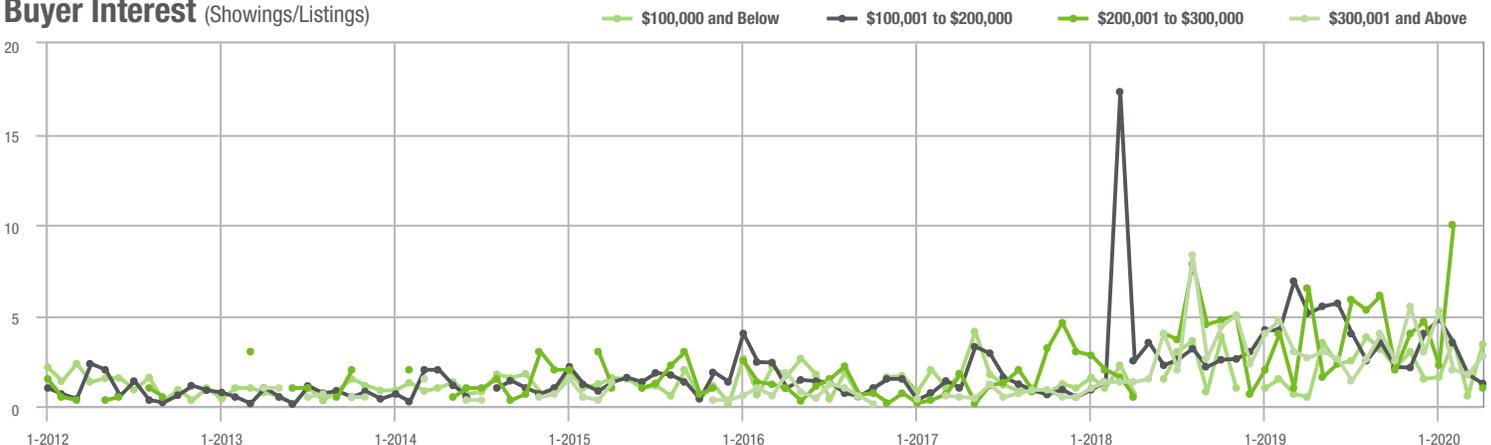
**\$200,001 to \$300,000**



**\$300,001 and Above**



## Buyer Interest (Showings/Listings)

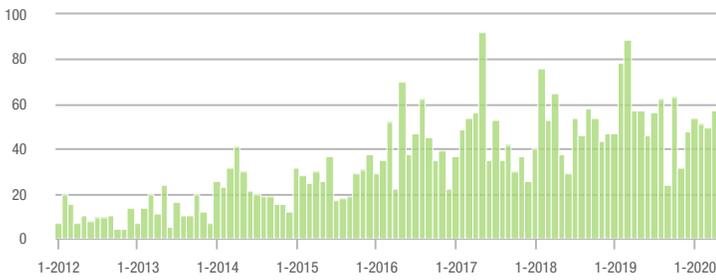


# Anson County, NC

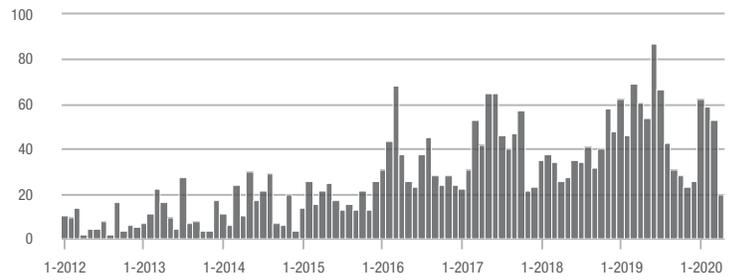
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 57             | 0.0%                  | + 14.0%                 | 2.9                                | + 31.8%               | + 18.3%                 | 35               | - 32.7%               | - 10.3%                 |
| \$100,001 to \$200,000 | 20             | - 67.2%               | - 62.3%                 | 1.3                                | - 58.1%               | - 64.1%                 | 18               | - 35.7%               | 0.0%                    |
| \$200,001 to \$300,000 | 6              | 0.0%                  | - 53.8%                 | 1.5                                | + 400.0%              | - 25.0%                 | 6                | - 53.8%               | - 40.0%                 |
| \$300,001 and Above    | 1              | - 50.0%               | - 80.0%                 | 1.0                                | + 233.3%              | - 60.0%                 | 4                | - 66.7%               | - 33.3%                 |
| <b>Total</b>           | <b>84</b>      | <b>- 33.3%</b>        | <b>- 30.6%</b>          | <b>2.0</b>                         | <b>- 9.1%</b>         | <b>- 29.1%</b>          | <b>63</b>        | <b>- 40.0%</b>        | <b>- 13.7%</b>          |

## Showings

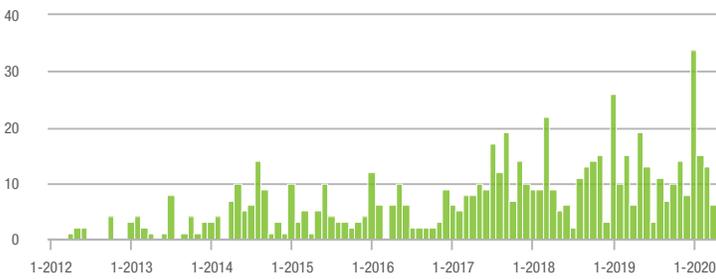
**\$100,000 and Below**



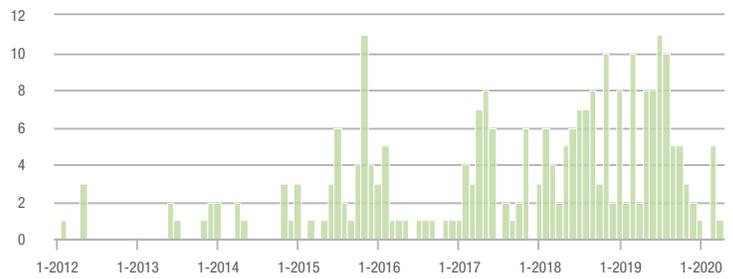
**\$100,001 to \$200,000**



**\$200,001 to \$300,000**



**\$300,001 and Above**



## Buyer Interest (Showings/Listings)

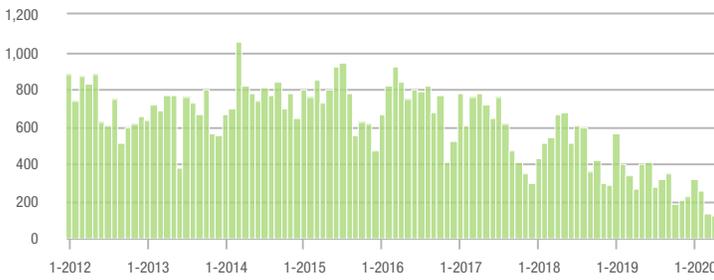


# Cabarrus County, NC

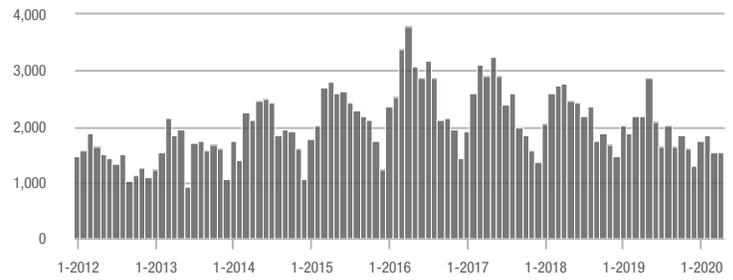
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 120            | - 55.6%               | - 13.0%                 | 3.3                                | - 25.0%               | + 12.6%                 | 54               | - 49.5%               | - 18.2%                 |
| \$100,001 to \$200,000 | 1,549          | - 29.6%               | + 0.7%                  | 9.1                                | - 19.5%               | + 2.5%                  | 189              | - 17.5%               | - 1.6%                  |
| \$200,001 to \$300,000 | 1,474          | - 24.0%               | - 17.1%                 | 6.9                                | - 16.9%               | - 17.5%                 | 222              | - 17.2%               | - 4.3%                  |
| \$300,001 and Above    | 975            | - 46.0%               | - 34.5%                 | 3.6                                | - 33.3%               | - 31.3%                 | 313              | - 28.0%               | - 7.7%                  |
| <b>Total</b>           | <b>4,118</b>   | <b>- 33.7%</b>        | <b>- 16.7%</b>          | <b>6.0</b>                         | <b>- 21.1%</b>        | <b>- 13.3%</b>          | <b>778</b>       | <b>- 25.1%</b>        | <b>- 6.2%</b>           |

## Showings

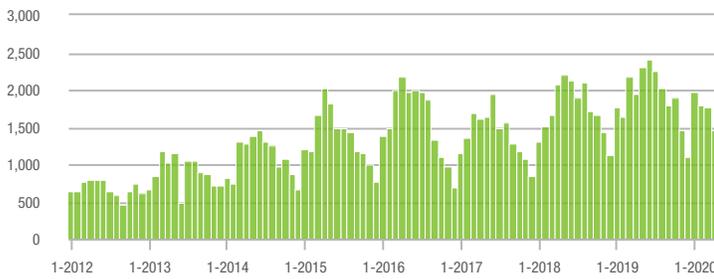
**\$100,000 and Below**



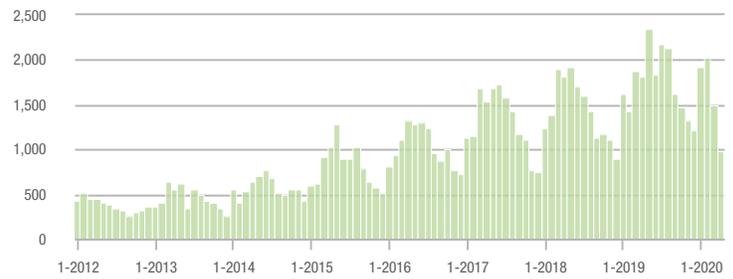
**\$100,001 to \$200,000**



**\$200,001 to \$300,000**



**\$300,001 and Above**



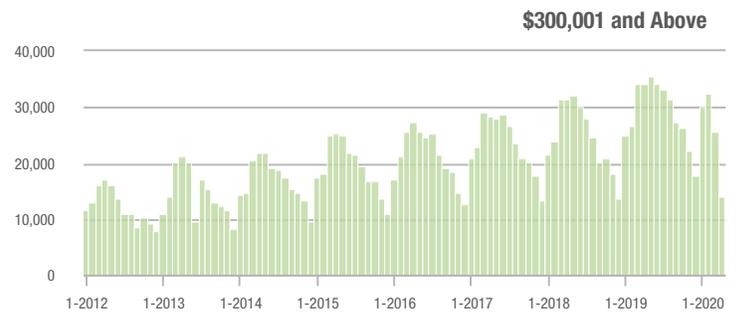
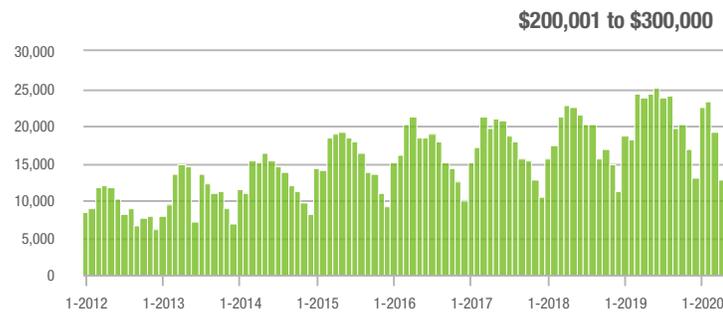
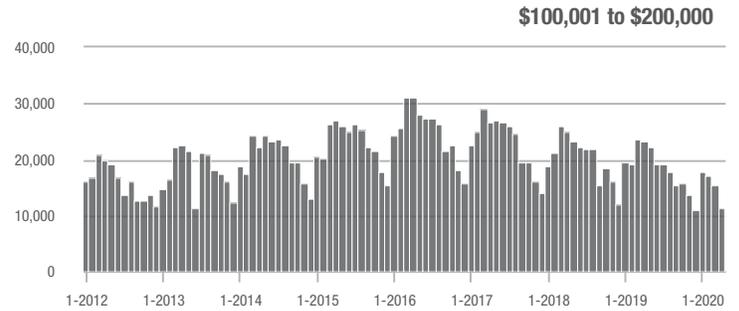
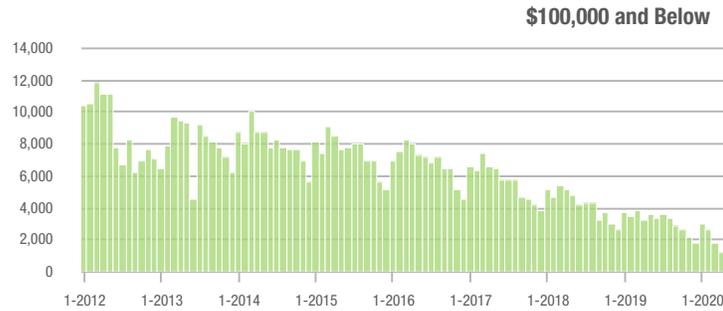
## Buyer Interest (Showings/Listings)



# Charlotte MSA

| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 1,251          | - 60.8%               | - 30.4%                 | 2.8                                | - 42.9%               | - 22.3%                 | 742              | - 42.3%               | - 12.5%                 |
| \$100,001 to \$200,000 | 11,185         | - 51.8%               | - 26.7%                 | 7.3                                | - 39.7%               | - 17.5%                 | 1,715            | - 22.4%               | - 11.5%                 |
| \$200,001 to \$300,000 | 12,862         | - 46.2%               | - 32.8%                 | 6.4                                | - 25.6%               | - 21.7%                 | 2,187            | - 30.0%               | - 15.3%                 |
| \$300,001 and Above    | 14,095         | - 58.7%               | - 45.4%                 | 3.8                                | - 42.4%               | - 37.4%                 | 4,156            | - 32.1%               | - 14.9%                 |
| <b>Total</b>           | <b>39,393</b>  | <b>- 53.3%</b>        | <b>- 36.5%</b>          | <b>5.2</b>                         | <b>- 35.8%</b>        | <b>- 26.9%</b>          | <b>8,800</b>     | <b>- 30.9%</b>        | <b>- 14.1%</b>          |

## Showings



## Buyer Interest (Showings/Listings)

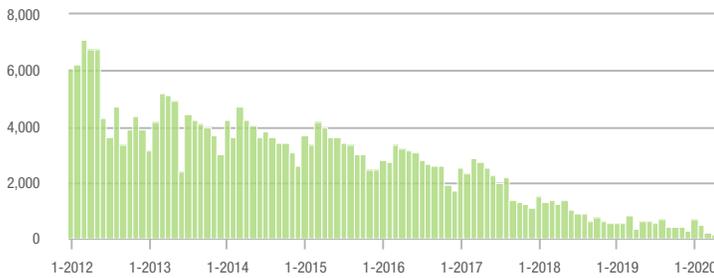


# City of Charlotte, NC

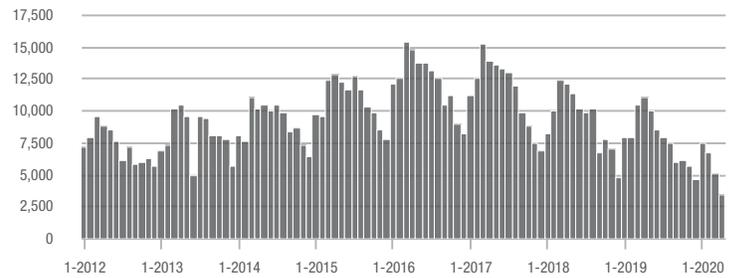
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 114            | - 69.2%               | - 50.9%                 | 2.5                                | - 60.3%               | - 50.4%                 | 71               | - 35.5%               | - 6.6%                  |
| \$100,001 to \$200,000 | 3,423          | - 69.1%               | - 32.8%                 | 8.0                                | - 50.3%               | - 25.2%                 | 456              | - 37.1%               | - 10.1%                 |
| \$200,001 to \$300,000 | 4,734          | - 54.3%               | - 38.6%                 | 6.6                                | - 33.3%               | - 28.1%                 | 754              | - 33.7%               | - 15.5%                 |
| \$300,001 and Above    | 5,230          | - 63.3%               | - 54.5%                 | 4.0                                | - 44.4%               | - 44.1%                 | 1,431            | - 35.5%               | - 20.1%                 |
| <b>Total</b>           | <b>13,501</b>  | <b>- 62.6%</b>        | <b>- 44.9%</b>          | <b>5.4</b>                         | <b>- 43.8%</b>        | <b>- 34.3%</b>          | <b>2,712</b>     | <b>- 35.3%</b>        | <b>- 17.0%</b>          |

## Showings

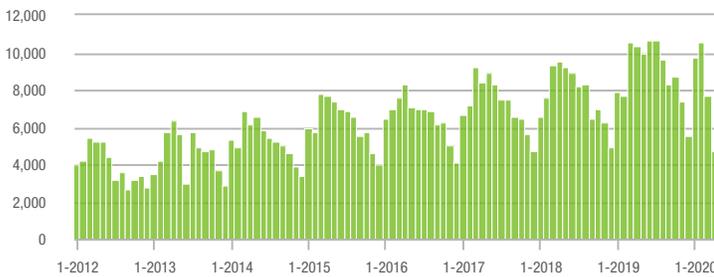
**\$100,000 and Below**



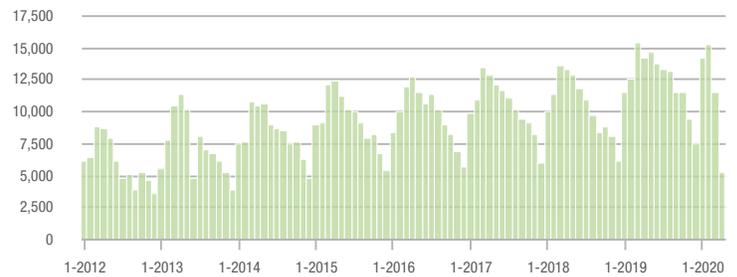
**\$100,001 to \$200,000**



**\$200,001 to \$300,000**



**\$300,001 and Above**



## Buyer Interest (Showings/Listings)

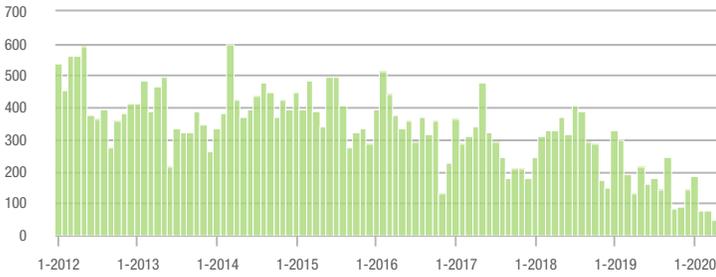


# Concord, NC

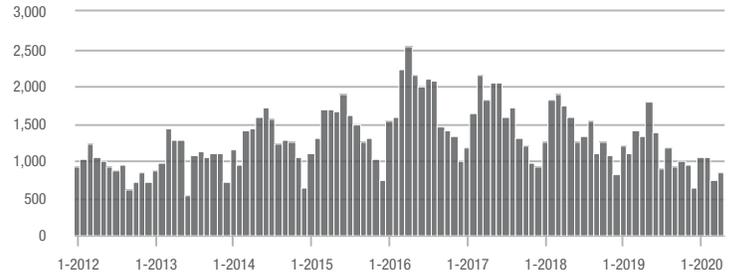
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 49             | - 62.6%               | - 38.0%                 | 2.9                                | - 44.2%               | - 21.1%                 | 25               | - 45.7%               | - 21.9%                 |
| \$100,001 to \$200,000 | 858            | - 35.8%               | + 14.2%                 | 10.2                               | - 19.7%               | + 17.1%                 | 93               | - 19.8%               | 0.0%                    |
| \$200,001 to \$300,000 | 930            | - 11.8%               | - 27.9%                 | 7.2                                | - 4.0%                | - 19.0%                 | 132              | - 17.0%               | - 13.7%                 |
| \$300,001 and Above    | 533            | - 37.4%               | - 25.1%                 | 3.4                                | - 27.7%               | - 26.5%                 | 175              | - 28.9%               | - 3.8%                  |
| <b>Total</b>           | <b>2,370</b>   | <b>- 29.8%</b>        | <b>- 16.3%</b>          | <b>6.2</b>                         | <b>- 17.3%</b>        | <b>- 11.6%</b>          | <b>425</b>       | <b>- 25.0%</b>        | <b>- 7.6%</b>           |

## Showings

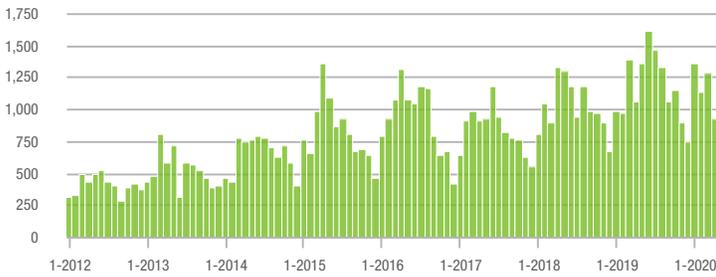
**\$100,000 and Below**



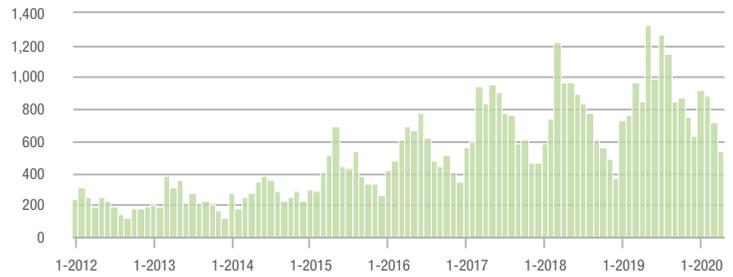
**\$100,001 to \$200,000**



**\$200,001 to \$300,000**



**\$300,001 and Above**



## Buyer Interest (Showings/Listings)

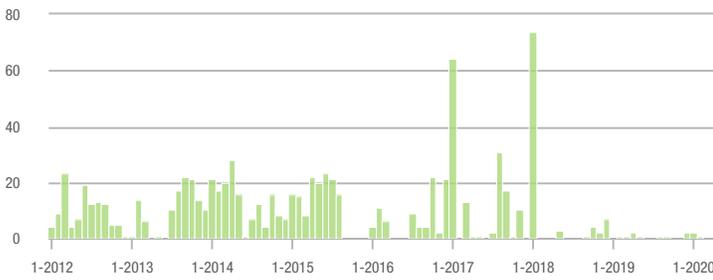


# Davidson, NC

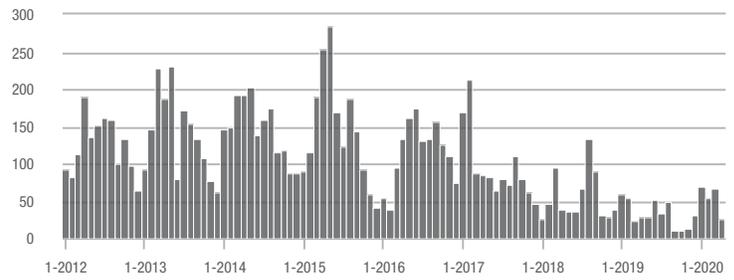
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 0              | - 100.0%              | 0.0%                    | 0.0                                | 0.0%                  | 0.0%                    | 1                | 0.0%                  | - 66.7%                 |
| \$100,001 to \$200,000 | 25             | - 7.4%                | - 62.7%                 | 3.6                                | + 24.1%               | - 52.0%                 | 8                | - 38.5%               | - 20.0%                 |
| \$200,001 to \$300,000 | 138            | - 43.7%               | + 56.8%                 | 6.9                                | - 4.2%                | + 49.0%                 | 20               | - 48.7%               | 0.0%                    |
| \$300,001 and Above    | 269            | - 70.3%               | - 49.1%                 | 2.9                                | - 56.7%               | - 36.3%                 | 112              | - 32.9%               | - 19.4%                 |
| <b>Total</b>           | <b>432</b>     | <b>- 63.4%</b>        | <b>- 36.7%</b>          | <b>3.6</b>                         | <b>- 45.5%</b>        | <b>- 22.7%</b>          | <b>141</b>       | <b>- 35.9%</b>        | <b>- 18.0%</b>          |

## Showings

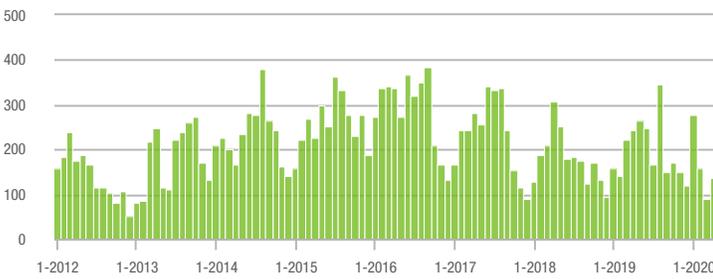
**\$100,000 and Below**



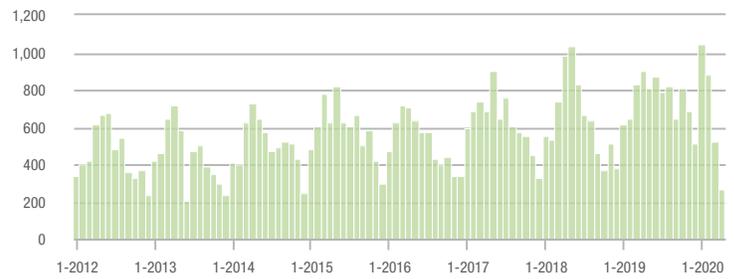
**\$100,001 to \$200,000**



**\$200,001 to \$300,000**



**\$300,001 and Above**



## Buyer Interest (Showings/Listings)

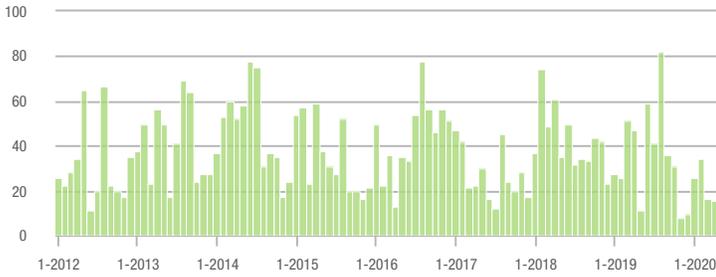


# Denver, NC

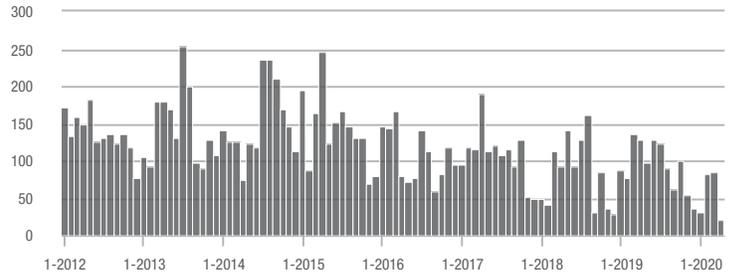
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 15             | - 68.1%               | - 6.3%                  | 0.6                                | - 72.7%               | - 14.5%                 | 35               | - 34.0%               | - 10.3%                 |
| \$100,001 to \$200,000 | 21             | - 83.6%               | - 75.0%                 | 1.8                                | - 69.5%               | - 70.4%                 | 15               | - 50.0%               | - 25.0%                 |
| \$200,001 to \$300,000 | 145            | - 41.3%               | - 39.8%                 | 3.4                                | - 47.7%               | - 44.2%                 | 47               | + 6.8%                | - 2.1%                  |
| \$300,001 and Above    | 416            | - 49.5%               | - 28.3%                 | 3.4                                | - 22.7%               | - 25.8%                 | 139              | - 39.8%               | - 11.5%                 |
| <b>Total</b>           | <b>597</b>     | <b>- 52.0%</b>        | <b>- 35.2%</b>          | <b>3.0</b>                         | <b>- 36.2%</b>        | <b>- 33.9%</b>          | <b>236</b>       | <b>- 34.1%</b>        | <b>- 10.6%</b>          |

## Showings

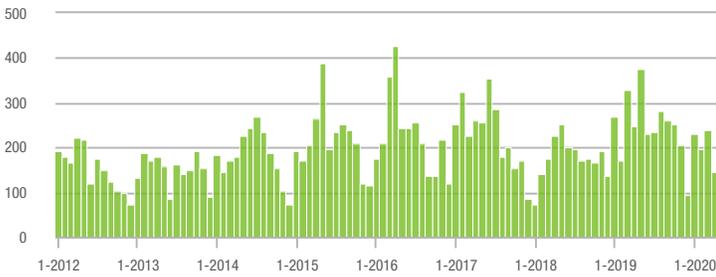
**\$100,000 and Below**



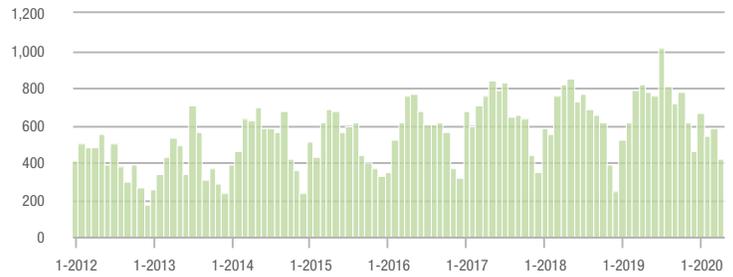
**\$100,001 to \$200,000**



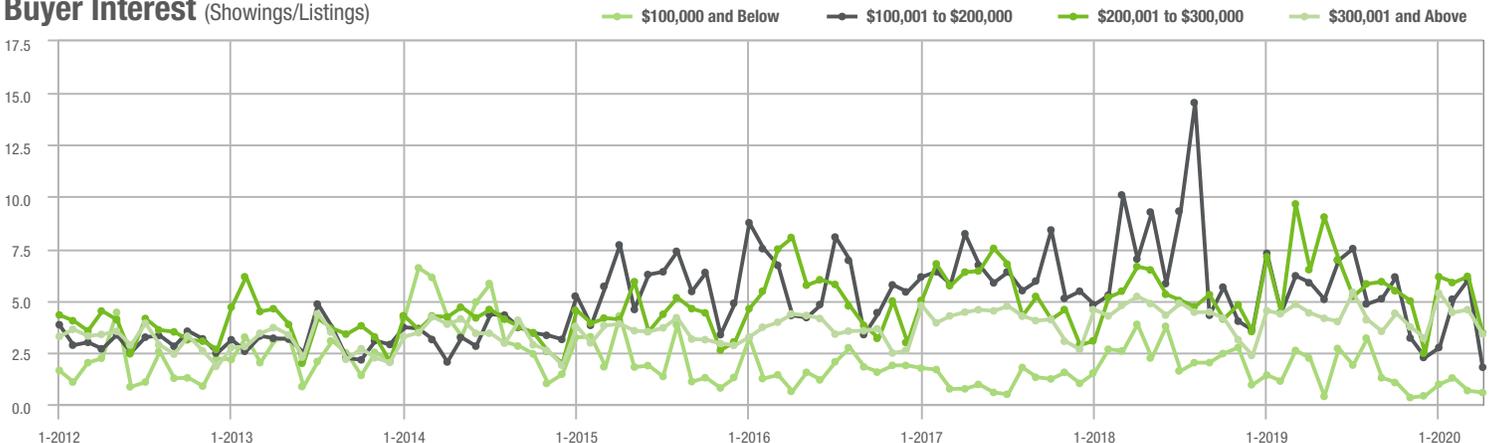
**\$200,001 to \$300,000**



**\$300,001 and Above**



## Buyer Interest (Showings/Listings)

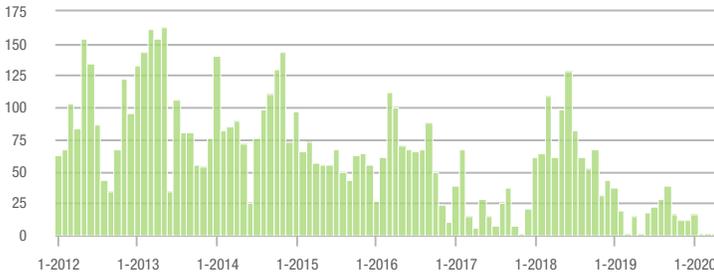


# Fort Mill, SC

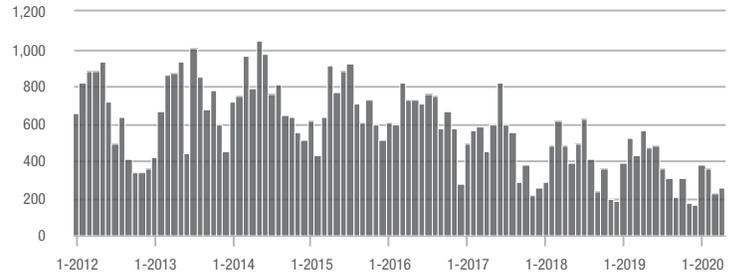
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 1              | - 93.3%               | 0.0%                    | 0.3                                | - 94.0%               | - 25.0%                 | 5                | - 16.7%               | + 25.0%                 |
| \$100,001 to \$200,000 | 257            | - 54.0%               | + 15.8%                 | 8.0                                | - 45.6%               | + 18.9%                 | 38               | - 24.0%               | - 2.6%                  |
| \$200,001 to \$300,000 | 426            | - 55.4%               | - 37.7%                 | 7.2                                | - 17.2%               | - 26.0%                 | 60               | - 52.0%               | - 14.3%                 |
| \$300,001 and Above    | 818            | - 57.2%               | - 43.8%                 | 4.5                                | - 39.2%               | - 33.9%                 | 205              | - 32.3%               | - 15.6%                 |
| <b>Total</b>           | <b>1,502</b>   | <b>- 56.3%</b>        | <b>- 36.4%</b>          | <b>5.4</b>                         | <b>- 36.5%</b>        | <b>- 26.1%</b>          | <b>308</b>       | <b>- 36.4%</b>        | <b>- 13.5%</b>          |

## Showings

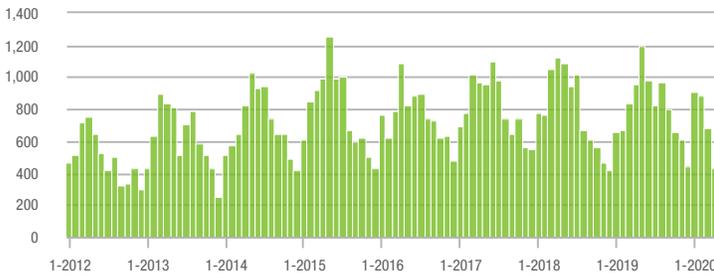
**\$100,000 and Below**



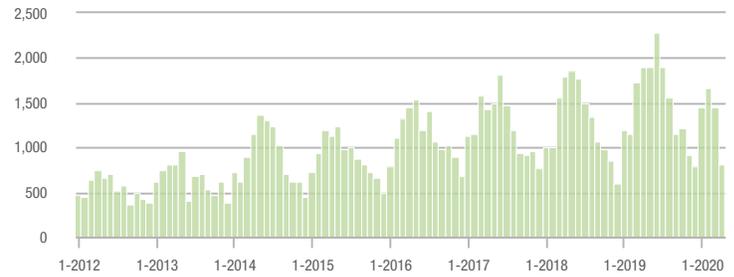
**\$100,001 to \$200,000**



**\$200,001 to \$300,000**



**\$300,001 and Above**



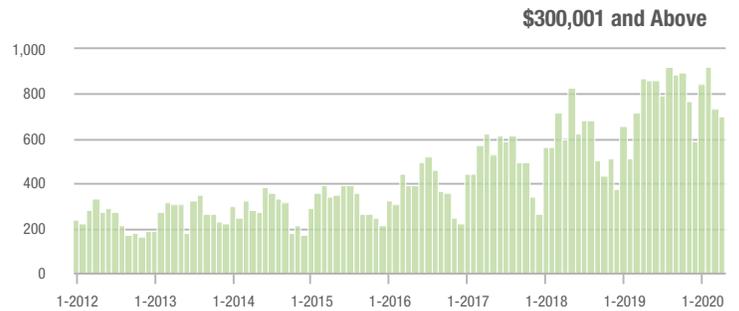
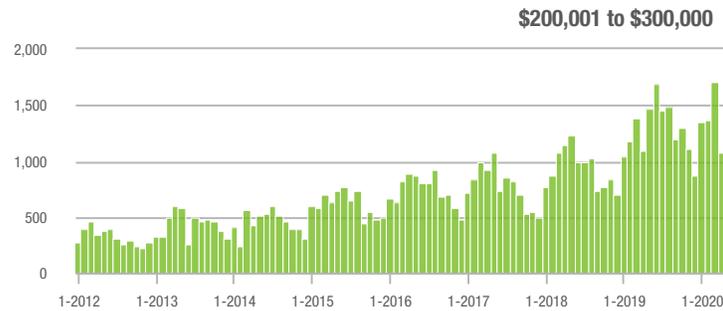
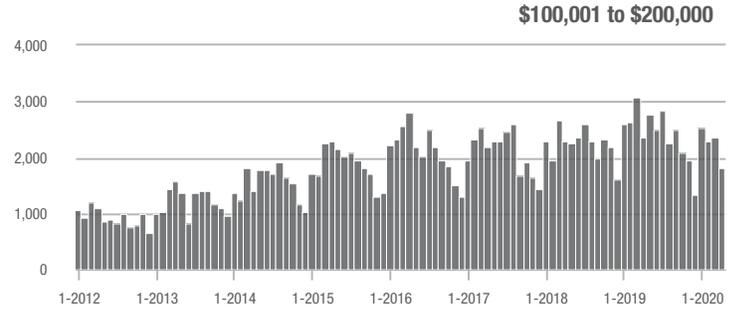
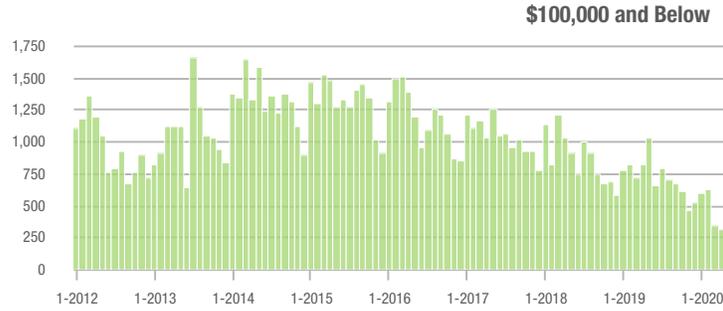
## Buyer Interest (Showings/Listings)



# Gaston County, NC

| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 315            | - 61.8%               | - 8.2%                  | 3.8                                | - 42.4%               | + 1.4%                  | 152              | - 42.6%               | - 10.1%                 |
| \$100,001 to \$200,000 | 1,813          | - 22.7%               | - 23.1%                 | 7.6                                | - 15.6%               | - 11.1%                 | 261              | - 10.3%               | - 13.3%                 |
| \$200,001 to \$300,000 | 1,078          | - 1.0%                | - 36.9%                 | 5.8                                | - 9.4%                | - 24.1%                 | 205              | + 1.0%                | - 18.3%                 |
| \$300,001 and Above    | 698            | - 19.9%               | - 4.5%                  | 4.5                                | - 6.3%                | - 0.2%                  | 184              | - 19.3%               | - 6.6%                  |
| <b>Total</b>           | <b>3,904</b>   | <b>- 23.9%</b>        | <b>- 24.0%</b>          | <b>5.9</b>                         | <b>- 15.7%</b>        | <b>- 13.8%</b>          | <b>802</b>       | <b>- 18.7%</b>        | <b>- 12.6%</b>          |

## Showings



## Buyer Interest (Showings/Listings)

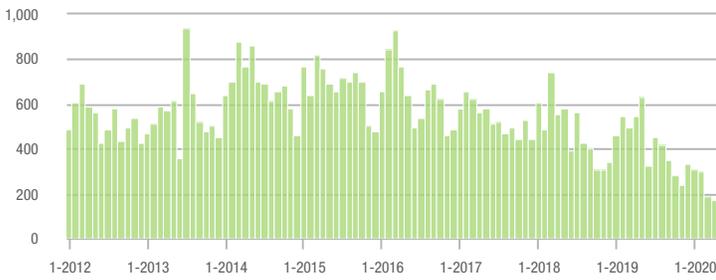


# Gastonia, NC

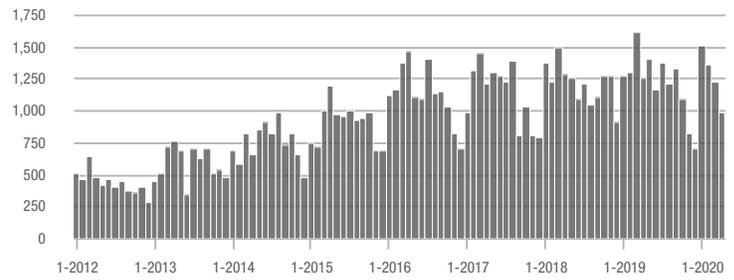
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 171            | - 68.7%               | - 7.1%                  | 4.6                                | - 47.7%               | + 5.9%                  | 53               | - 47.5%               | - 15.9%                 |
| \$100,001 to \$200,000 | 987            | - 21.5%               | - 19.6%                 | 7.4                                | - 24.5%               | - 15.6%                 | 143              | - 1.4%                | - 4.7%                  |
| \$200,001 to \$300,000 | 484            | + 1.5%                | - 27.9%                 | 5.6                                | - 16.4%               | - 18.9%                 | 85               | + 11.8%               | - 13.3%                 |
| \$300,001 and Above    | 336            | + 36.0%               | + 20.0%                 | 6.5                                | + 41.3%               | + 31.4%                 | 56               | - 9.7%                | - 8.2%                  |
| <b>Total</b>           | <b>1,978</b>   | <b>- 21.8%</b>        | <b>- 16.3%</b>          | <b>6.5</b>                         | <b>- 19.8%</b>        | <b>- 9.2%</b>           | <b>337</b>       | <b>- 12.2%</b>        | <b>- 9.4%</b>           |

## Showings

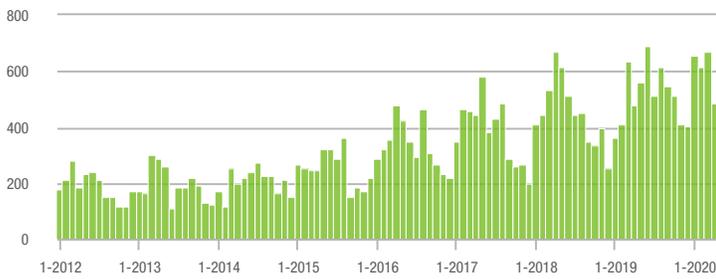
**\$100,000 and Below**



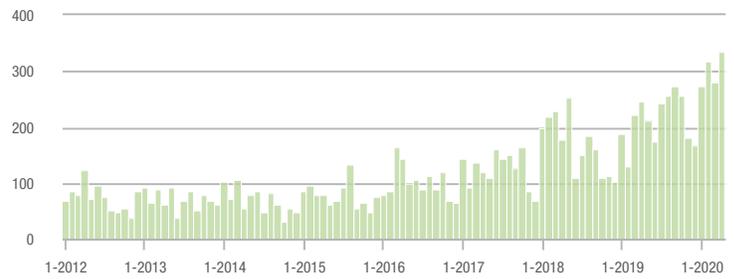
**\$100,001 to \$200,000**



**\$200,001 to \$300,000**



**\$300,001 and Above**



## Buyer Interest (Showings/Listings)

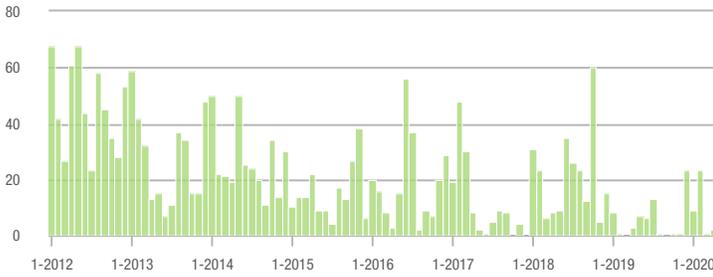


# Huntersville, NC

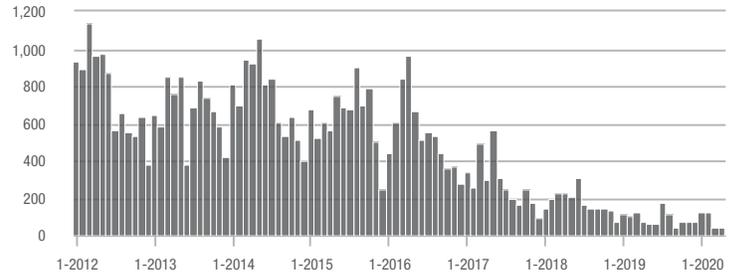
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 2              | - 33.3%               | + 100.0%                | 0.3                                | - 85.0%               | 0.0%                    | 5                | - 28.6%               | 0.0%                    |
| \$100,001 to \$200,000 | 39             | - 48.0%               | 0.0%                    | 3.8                                | - 33.3%               | - 22.1%                 | 12               | - 40.0%               | + 20.0%                 |
| \$200,001 to \$300,000 | 414            | - 60.7%               | - 31.3%                 | 6.9                                | - 11.5%               | - 18.6%                 | 69               | - 51.4%               | - 16.9%                 |
| \$300,001 and Above    | 573            | - 71.5%               | - 57.4%                 | 3.3                                | - 52.9%               | - 48.7%                 | 198              | - 41.1%               | - 20.5%                 |
| <b>Total</b>           | <b>1,028</b>   | <b>- 67.3%</b>        | <b>- 48.3%</b>          | <b>4.2</b>                         | <b>- 41.7%</b>        | <b>- 38.7%</b>          | <b>284</b>       | <b>- 43.8%</b>        | <b>- 18.2%</b>          |

## Showings

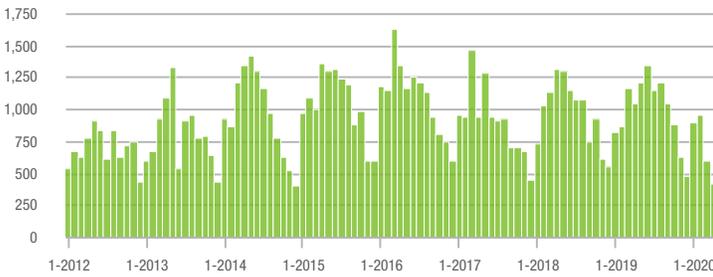
**\$100,000 and Below**



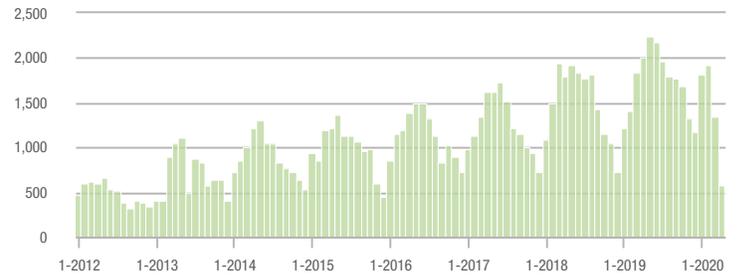
**\$100,001 to \$200,000**



**\$200,001 to \$300,000**



**\$300,001 and Above**



## Buyer Interest (Showings/Listings)

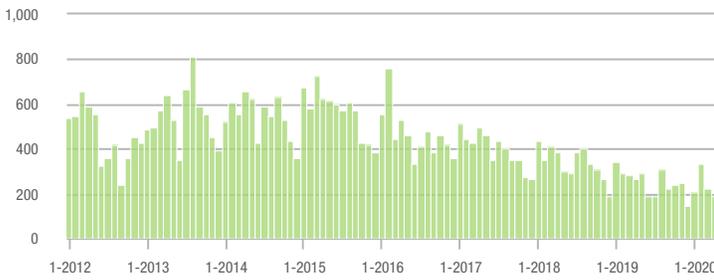


# Iredell County, NC

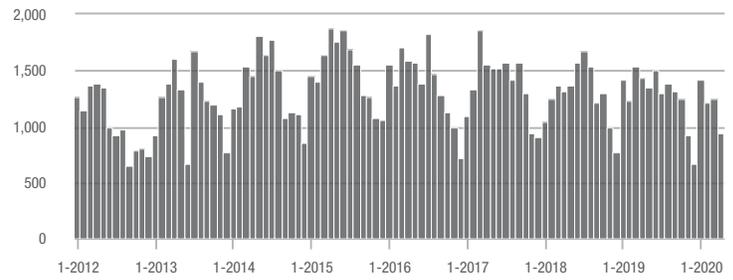
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 186            | - 30.6%               | - 17.7%                 | 2.8                                | - 22.2%               | - 16.1%                 | 139              | - 34.4%               | - 12.0%                 |
| \$100,001 to \$200,000 | 938            | - 35.0%               | - 24.4%                 | 6.2                                | - 21.5%               | - 22.2%                 | 175              | - 28.9%               | - 4.9%                  |
| \$200,001 to \$300,000 | 851            | - 45.5%               | - 14.6%                 | 4.7                                | - 26.6%               | + 0.3%                  | 216              | - 36.7%               | - 15.6%                 |
| \$300,001 and Above    | 1,344          | - 55.0%               | - 24.4%                 | 3.2                                | - 38.5%               | - 18.2%                 | 502              | - 30.6%               | - 10.2%                 |
| <b>Total</b>           | <b>3,319</b>   | <b>- 47.0%</b>        | <b>- 21.8%</b>          | <b>4.1</b>                         | <b>- 29.3%</b>        | <b>- 14.9%</b>          | <b>1,032</b>     | <b>- 32.2%</b>        | <b>- 10.8%</b>          |

## Showings

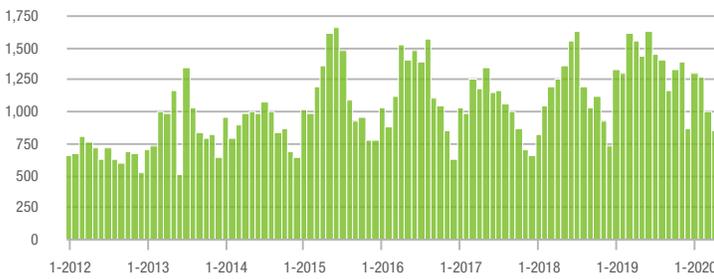
**\$100,000 and Below**



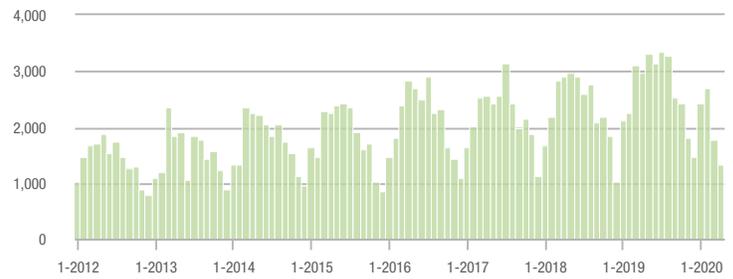
**\$100,001 to \$200,000**



**\$200,001 to \$300,000**



**\$300,001 and Above**



## Buyer Interest (Showings/Listings)

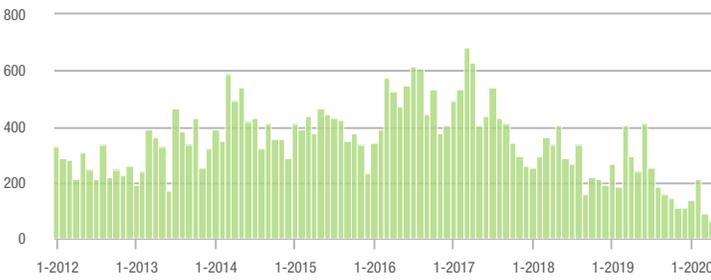


# Kannapolis, NC

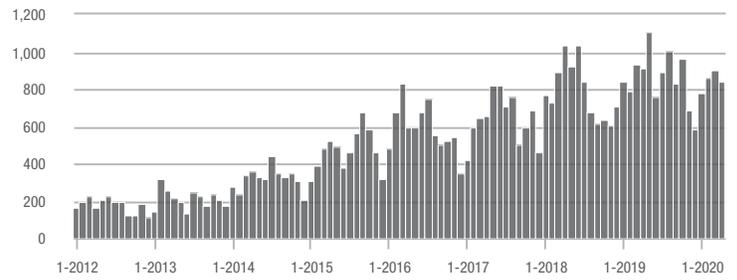
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 60             | - 79.4%               | - 31.8%                 | 4.2                                | - 41.7%               | - 11.8%                 | 21               | - 67.2%               | - 16.0%                 |
| \$100,001 to \$200,000 | 836            | - 8.7%                | - 7.2%                  | 8.7                                | - 25.6%               | - 7.8%                  | 98               | + 16.7%               | - 1.0%                  |
| \$200,001 to \$300,000 | 305            | + 58.9%               | + 17.3%                 | 5.9                                | - 34.4%               | - 11.5%                 | 56               | + 93.1%               | + 24.4%                 |
| \$300,001 and Above    | 31             | - 63.1%               | - 62.7%                 | 1.9                                | - 42.4%               | - 50.6%                 | 20               | - 39.4%               | - 23.1%                 |
| <b>Total</b>           | <b>1,232</b>   | <b>- 16.9%</b>        | <b>- 7.5%</b>           | <b>7.0</b>                         | <b>- 23.1%</b>        | <b>- 8.8%</b>           | <b>195</b>       | <b>- 7.1%</b>         | <b>0.0%</b>             |

## Showings

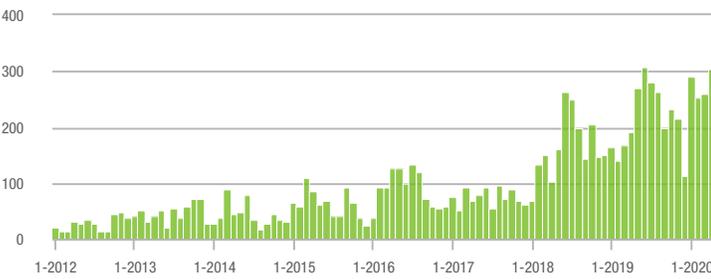
**\$100,000 and Below**



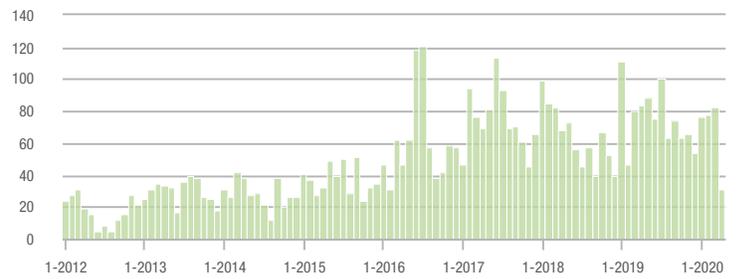
**\$100,001 to \$200,000**



**\$200,001 to \$300,000**

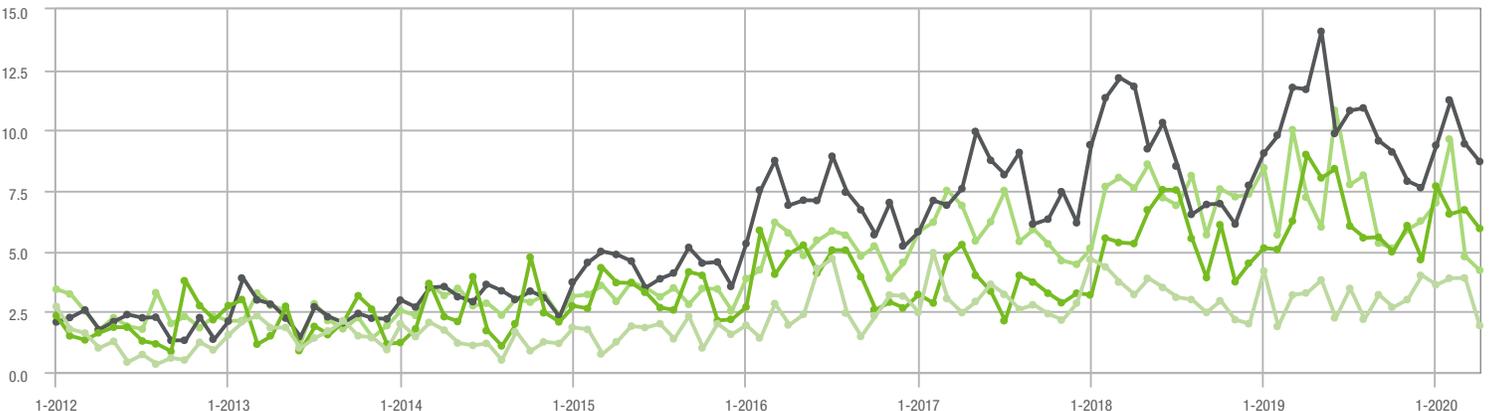


**\$300,001 and Above**



## Buyer Interest (Showings/Listings)

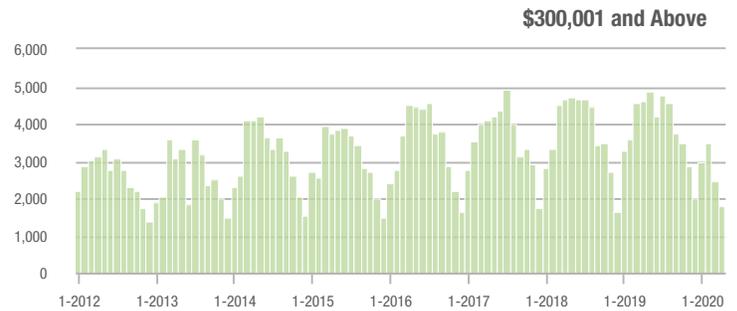
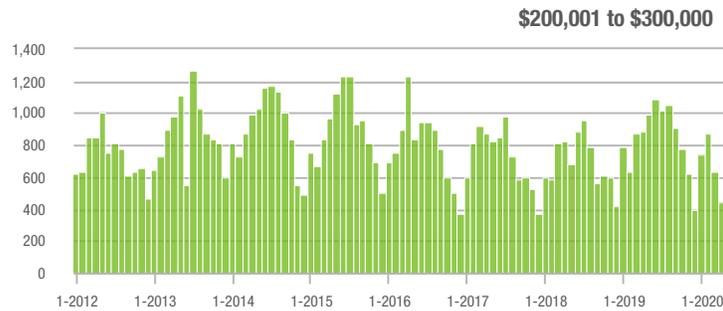
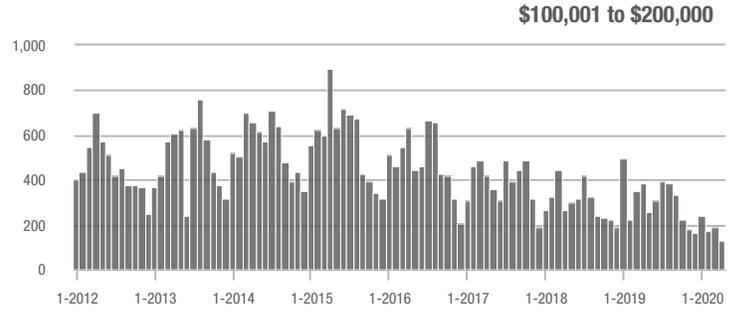
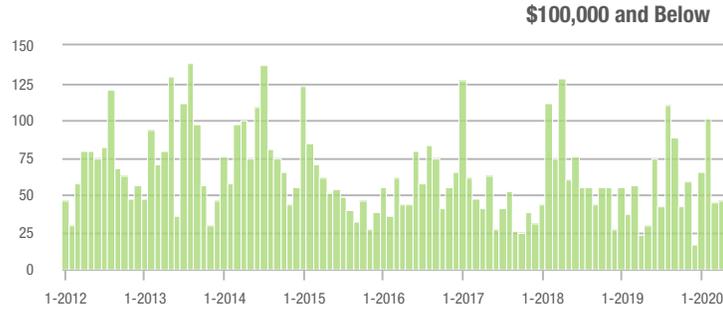
—●— \$100,000 and Below    
 —●— \$100,001 to \$200,000    
 —●— \$200,001 to \$300,000    
 —●— \$300,001 and Above



# Lake Norman

| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 46             | + 100.0%              | + 2.2%                  | 1.1                                | + 83.3%               | + 18.5%                 | 93               | - 23.1%               | - 11.4%                 |
| \$100,001 to \$200,000 | 129            | - 66.5%               | - 32.8%                 | 3.2                                | - 52.9%               | - 29.4%                 | 65               | - 36.3%               | - 7.1%                  |
| \$200,001 to \$300,000 | 448            | - 49.1%               | - 29.6%                 | 4.0                                | - 33.3%               | - 28.0%                 | 134              | - 26.4%               | - 6.9%                  |
| \$300,001 and Above    | 1,790          | - 61.3%               | - 27.5%                 | 3.3                                | - 41.1%               | - 26.0%                 | 624              | - 36.1%               | - 6.7%                  |
| <b>Total</b>           | <b>2,413</b>   | <b>- 59.2%</b>        | <b>- 27.8%</b>          | <b>3.3</b>                         | <b>- 41.1%</b>        | <b>- 26.0%</b>          | <b>916</b>       | <b>- 33.7%</b>        | <b>- 7.3%</b>           |

## Showings



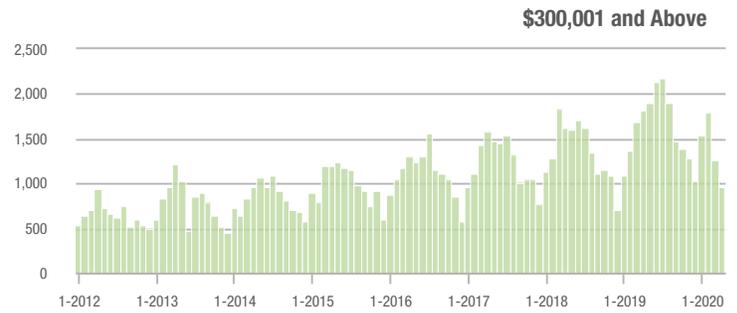
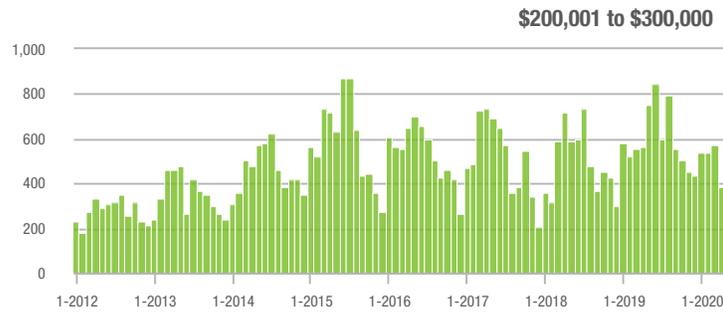
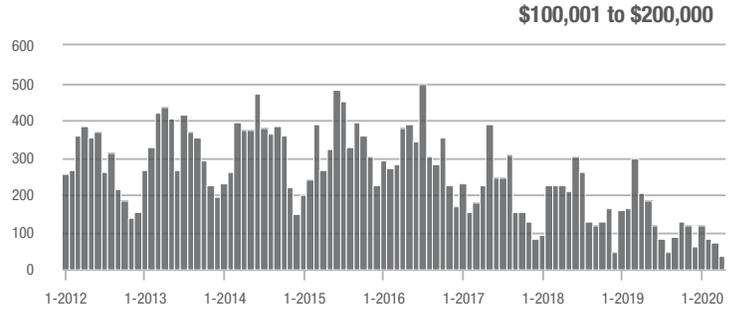
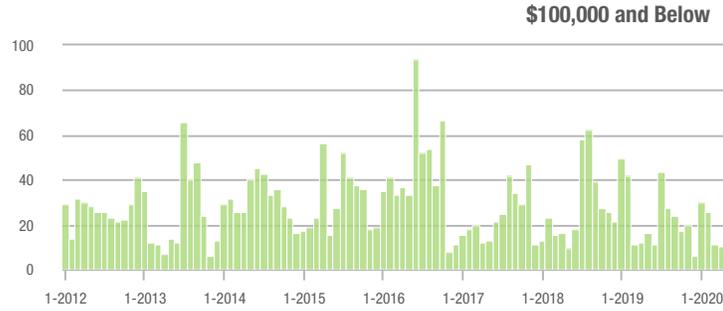
## Buyer Interest (Showings/Listings)



# Lake Wylie

| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 10             | - 16.7%               | - 9.1%                  | 0.3                                | 0.0%                  | - 41.2%                 | 42               | - 23.6%               | - 6.7%                  |
| \$100,001 to \$200,000 | 34             | - 83.6%               | - 54.1%                 | 2.0                                | - 78.5%               | - 50.0%                 | 31               | - 36.7%               | - 18.4%                 |
| \$200,001 to \$300,000 | 387            | - 31.7%               | - 32.2%                 | 5.3                                | - 8.6%                | - 33.0%                 | 107              | - 29.6%               | - 4.5%                  |
| \$300,001 and Above    | 972            | - 46.7%               | - 22.5%                 | 3.7                                | - 32.7%               | - 13.8%                 | 298              | - 27.7%               | - 13.9%                 |
| <b>Total</b>           | <b>1,403</b>   | <b>- 46.2%</b>        | <b>- 26.5%</b>          | <b>3.8</b>                         | <b>- 30.9%</b>        | <b>- 20.5%</b>          | <b>478</b>       | <b>- 28.4%</b>        | <b>- 11.6%</b>          |

## Showings



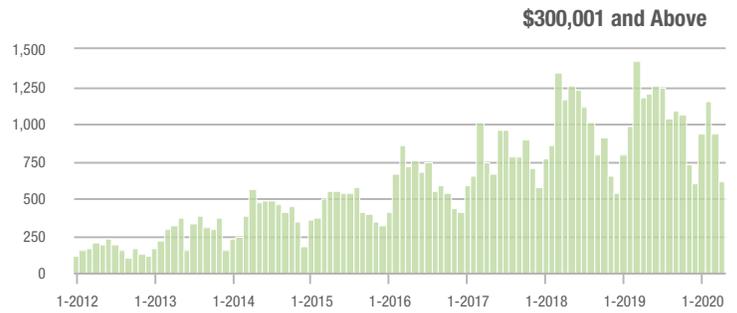
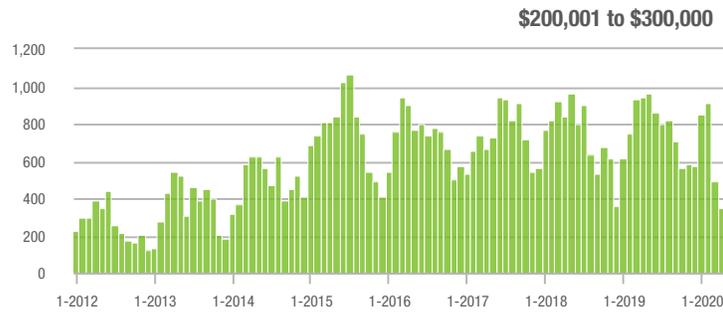
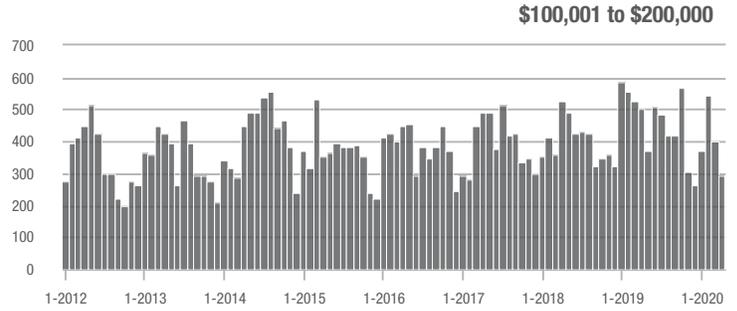
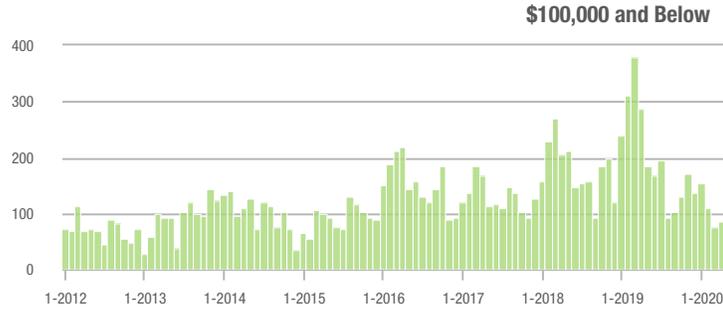
## Buyer Interest (Showings/Listings)



# Lancaster County, SC

| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 85             | - 70.5%               | + 13.3%                 | 2.2                                | - 58.5%               | + 31.6%                 | 55               | - 42.7%               | - 8.3%                  |
| \$100,001 to \$200,000 | 294            | - 41.3%               | - 26.1%                 | 5.3                                | - 18.5%               | - 15.6%                 | 69               | - 31.0%               | - 10.4%                 |
| \$200,001 to \$300,000 | 345            | - 63.3%               | - 30.3%                 | 3.9                                | - 45.1%               | - 17.7%                 | 102              | - 29.2%               | - 15.7%                 |
| \$300,001 and Above    | 615            | - 48.1%               | - 34.5%                 | 2.8                                | - 45.1%               | - 33.1%                 | 250              | - 15.0%               | - 5.7%                  |
| <b>Total</b>           | <b>1,339</b>   | <b>- 54.1%</b>        | <b>- 29.8%</b>          | <b>3.4</b>                         | <b>- 42.4%</b>        | <b>- 23.6%</b>          | <b>476</b>       | <b>- 24.9%</b>        | <b>- 9.0%</b>           |

## Showings



## Buyer Interest (Showings/Listings)

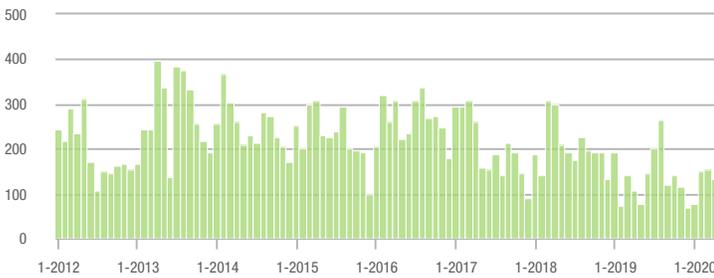


# Lincoln County, NC

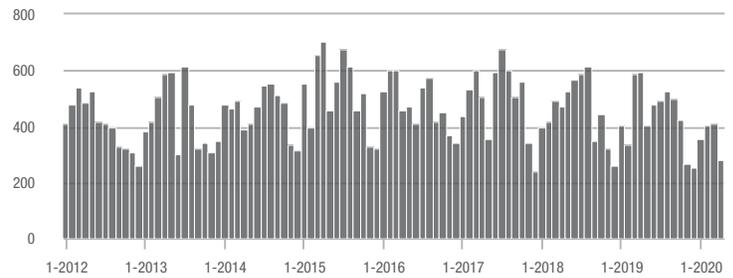
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 133            | + 23.1%               | - 14.2%                 | 3.4                                | + 21.4%               | - 0.6%                  | 83               | - 41.5%               | - 10.8%                 |
| \$100,001 to \$200,000 | 282            | - 52.6%               | - 31.6%                 | 5.3                                | - 35.4%               | - 11.0%                 | 66               | - 29.0%               | - 21.4%                 |
| \$200,001 to \$300,000 | 392            | - 30.6%               | - 19.3%                 | 4.4                                | - 32.3%               | - 17.3%                 | 100              | - 2.9%                | - 8.3%                  |
| \$300,001 and Above    | 561            | - 42.3%               | - 28.6%                 | 3.3                                | - 19.5%               | - 25.8%                 | 192              | - 35.8%               | - 9.4%                  |
| <b>Total</b>           | <b>1,368</b>   | <b>- 39.0%</b>        | <b>- 25.6%</b>          | <b>3.9</b>                         | <b>- 25.0%</b>        | <b>- 19.2%</b>          | <b>441</b>       | <b>- 30.8%</b>        | <b>- 11.4%</b>          |

## Showings

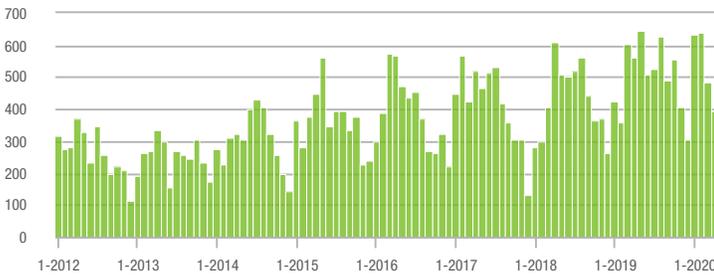
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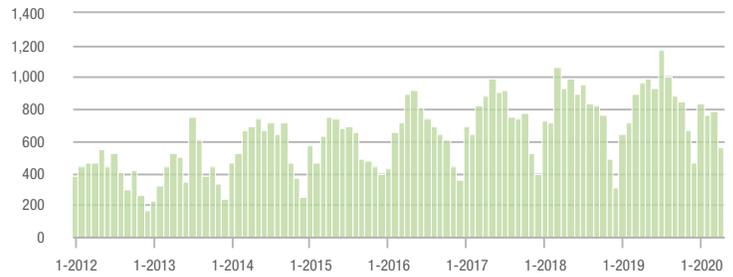
**\$100,001 to \$200,000**



**\$200,001 to \$300,000**



**\$300,001 and Above**



## Buyer Interest (Showings/Listings)

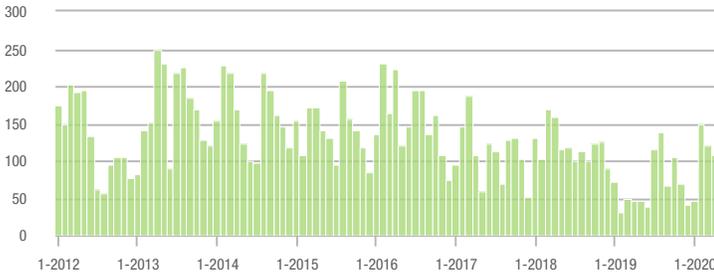


# Lincolnton, NC

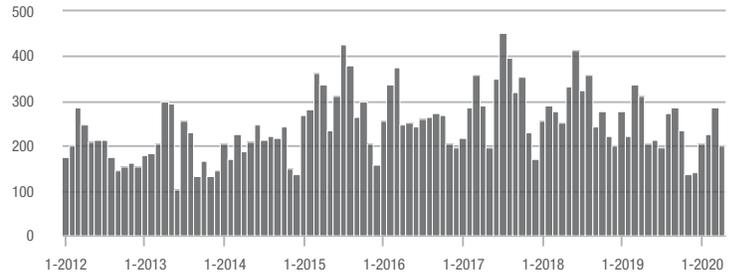
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 108            | + 140.0%              | - 10.7%                 | 8.2                                | + 60.8%               | + 18.6%                 | 29               | - 29.3%               | - 17.1%                 |
| \$100,001 to \$200,000 | 199            | - 36.2%               | - 30.9%                 | 6.4                                | - 34.7%               | - 3.4%                  | 33               | - 5.7%                | - 28.3%                 |
| \$200,001 to \$300,000 | 167            | + 5.7%                | + 24.6%                 | 6.0                                | 0.0%                  | + 42.0%                 | 34               | 0.0%                  | - 15.0%                 |
| \$300,001 and Above    | 40             | - 62.6%               | - 45.2%                 | 1.8                                | - 55.0%               | - 42.1%                 | 24               | - 27.3%               | - 11.1%                 |
| <b>Total</b>           | <b>514</b>     | <b>- 17.4%</b>        | <b>- 16.6%</b>          | <b>5.5</b>                         | <b>- 17.9%</b>        | <b>+ 3.7%</b>           | <b>120</b>       | <b>- 16.1%</b>        | <b>- 18.9%</b>          |

## Showings

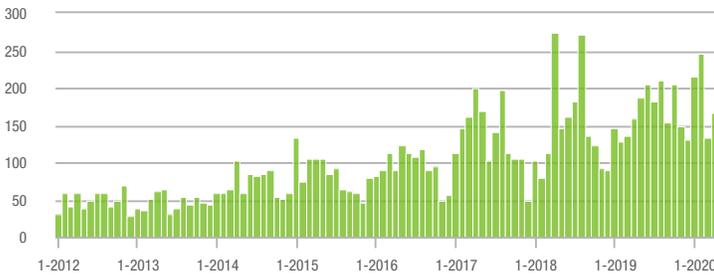
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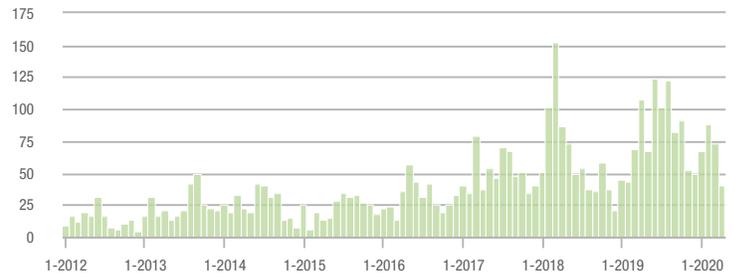
**\$100,001 to \$200,000**



**\$200,001 to \$300,000**



**\$300,001 and Above**



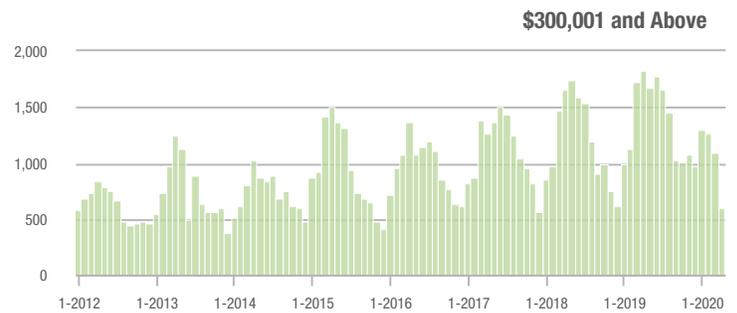
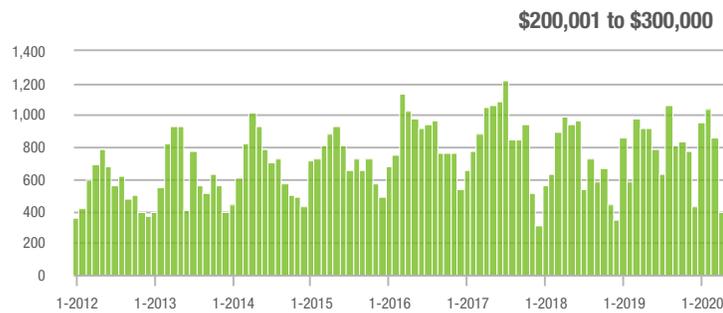
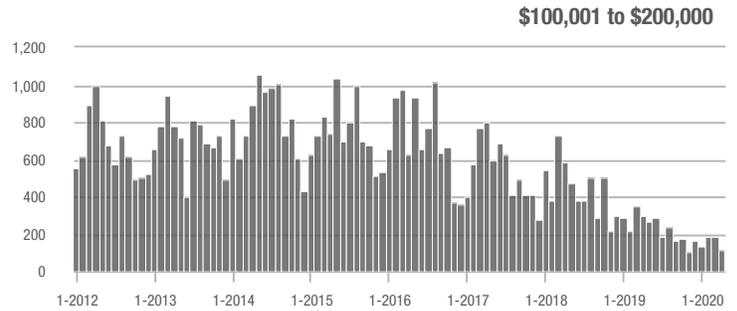
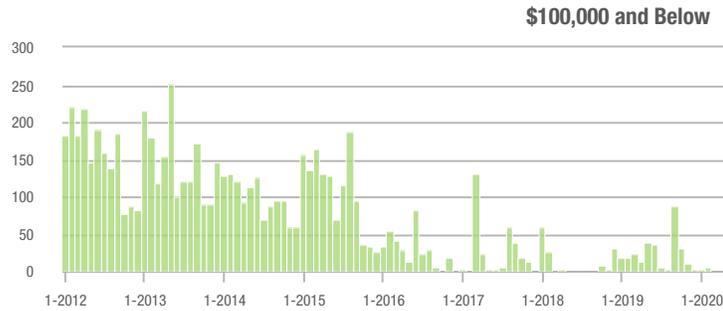
## Buyer Interest (Showings/Listings)



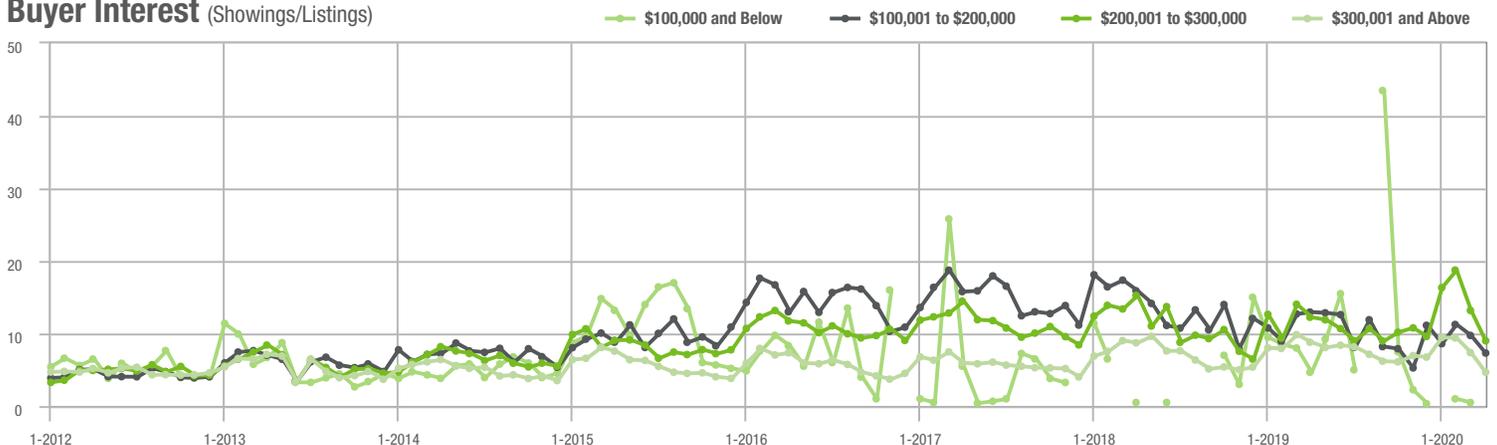
# Matthews, NC

| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 0              | - 100.0%              | - 100.0%                | 0.0                                | - 100.0%              | - 100.0%                | 0                | - 100.0%              | - 100.0%                |
| \$100,001 to \$200,000 | 117            | - 60.7%               | - 37.4%                 | 7.3                                | - 43.8%               | - 24.9%                 | 18               | - 35.7%               | - 14.3%                 |
| \$200,001 to \$300,000 | 396            | - 56.8%               | - 54.2%                 | 9.0                                | - 26.2%               | - 31.7%                 | 45               | - 40.0%               | - 31.8%                 |
| \$300,001 and Above    | 602            | - 67.2%               | - 44.9%                 | 4.7                                | - 46.6%               | - 36.8%                 | 140              | - 37.5%               | - 13.6%                 |
| <b>Total</b>           | <b>1,115</b>   | <b>- 63.6%</b>        | <b>- 48.0%</b>          | <b>5.9</b>                         | <b>- 40.4%</b>        | <b>- 35.3%</b>          | <b>203</b>       | <b>- 39.2%</b>        | <b>- 19.1%</b>          |

## Showings



## Buyer Interest (Showings/Listings)

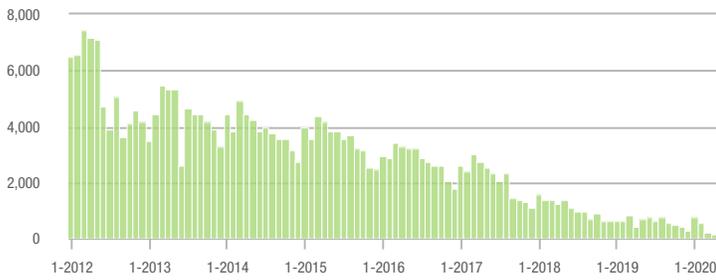


# Mecklenburg County, NC

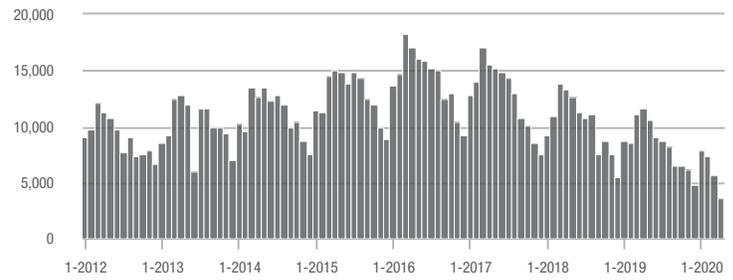
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 117            | - 69.9%               | - 50.8%                 | 2.2                                | - 62.1%               | - 51.9%                 | 82               | - 35.9%               | - 7.9%                  |
| \$100,001 to \$200,000 | 3,608          | - 69.1%               | - 36.9%                 | 7.5                                | - 51.3%               | - 30.4%                 | 511              | - 36.9%               | - 9.6%                  |
| \$200,001 to \$300,000 | 5,792          | - 56.5%               | - 38.7%                 | 6.7                                | - 30.9%               | - 27.2%                 | 915              | - 38.3%               | - 16.5%                 |
| \$300,001 and Above    | 6,635          | - 66.0%               | - 54.9%                 | 3.7                                | - 47.9%               | - 45.7%                 | 1,972            | - 36.7%               | - 18.9%                 |
| <b>Total</b>           | <b>16,152</b>  | <b>- 64.0%</b>        | <b>- 46.4%</b>          | <b>5.1</b>                         | <b>- 44.0%</b>        | <b>- 36.3%</b>          | <b>3,480</b>     | <b>- 37.2%</b>        | <b>- 16.8%</b>          |

## Showings

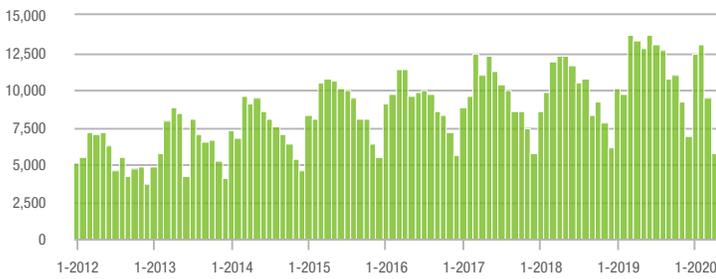
**\$100,000 and Below**



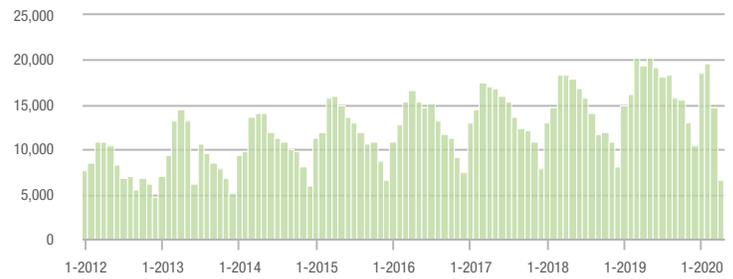
**\$100,001 to \$200,000**



**\$200,001 to \$300,000**



**\$300,001 and Above**



## Buyer Interest (Showings/Listings)

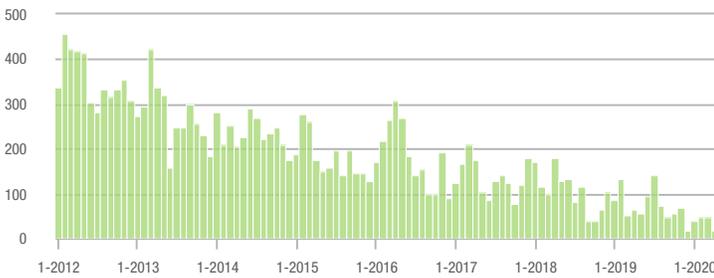


# Monroe, NC

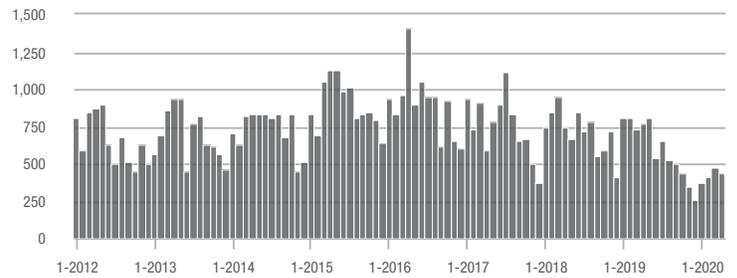
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 17             | - 73.0%               | - 64.6%                 | 0.7                                | - 82.9%               | - 74.8%                 | 24               | - 29.4%               | - 14.3%                 |
| \$100,001 to \$200,000 | 438            | - 43.0%               | - 8.4%                  | 7.6                                | - 33.3%               | - 8.8%                  | 64               | - 16.9%               | - 1.5%                  |
| \$200,001 to \$300,000 | 560            | - 9.4%                | - 35.4%                 | 7.5                                | + 21.0%               | - 15.8%                 | 86               | - 22.5%               | - 22.5%                 |
| \$300,001 and Above    | 233            | - 32.9%               | - 31.9%                 | 3.9                                | - 13.3%               | - 17.9%                 | 75               | - 24.2%               | - 16.7%                 |
| <b>Total</b>           | <b>1,248</b>   | <b>- 30.6%</b>        | <b>- 28.1%</b>          | <b>6.1</b>                         | <b>- 11.6%</b>        | <b>- 15.2%</b>          | <b>249</b>       | <b>- 22.4%</b>        | <b>- 15.3%</b>          |

## Showings

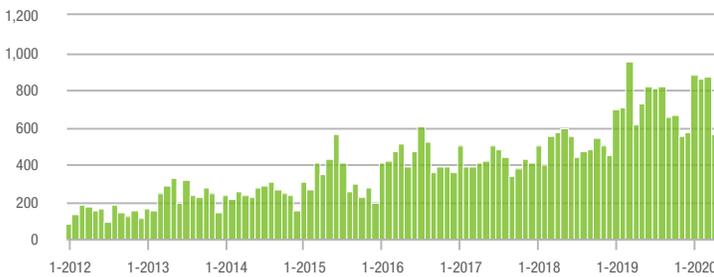
**\$100,000 and Below**



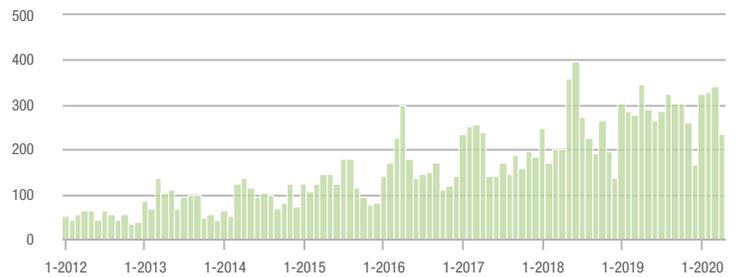
**\$100,001 to \$200,000**



**\$200,001 to \$300,000**



**\$300,001 and Above**



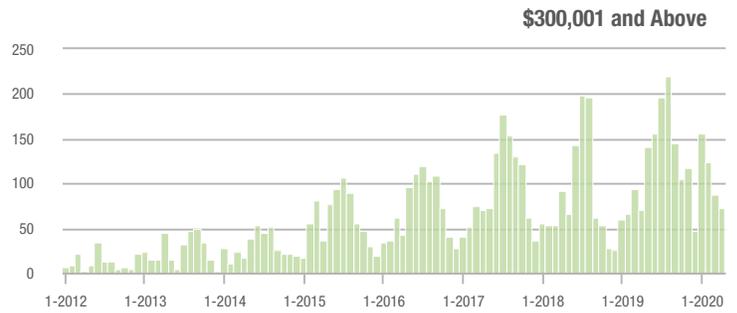
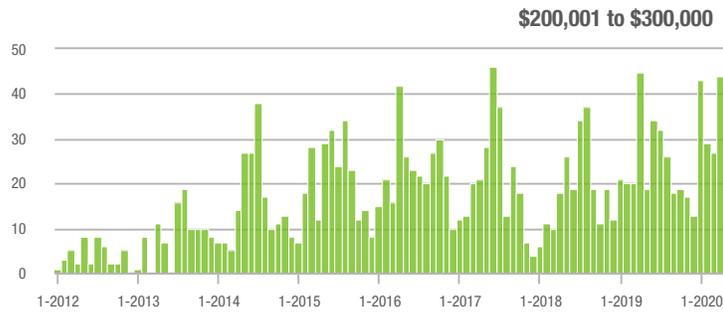
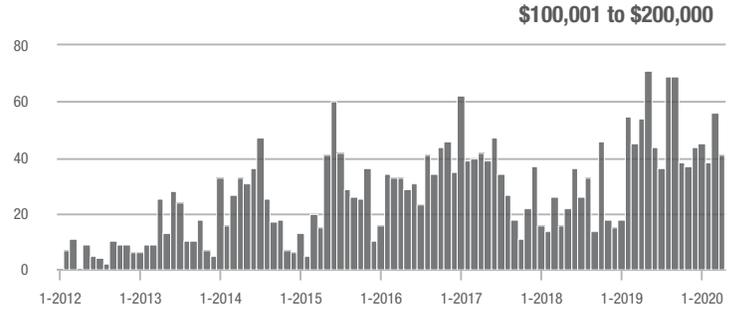
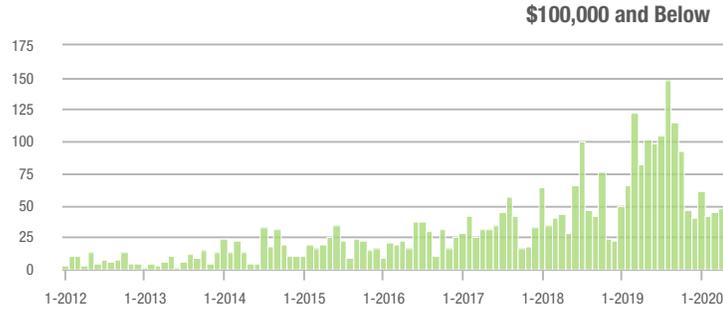
## Buyer Interest (Showings/Listings)



# Montgomery County, NC

| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 48             | - 41.5%               | + 6.7%                  | 0.8                                | - 50.0%               | + 3.1%                  | 94               | - 17.5%               | - 8.7%                  |
| \$100,001 to \$200,000 | 41             | - 24.1%               | - 26.8%                 | 1.7                                | - 10.5%               | - 6.9%                  | 38               | - 20.8%               | - 13.6%                 |
| \$200,001 to \$300,000 | 44             | - 2.2%                | + 63.0%                 | 2.6                                | - 25.7%               | + 45.3%                 | 19               | - 29.6%               | 0.0%                    |
| \$300,001 and Above    | 73             | + 2.8%                | - 17.0%                 | 1.8                                | + 20.0%               | - 4.0%                  | 49               | - 39.5%               | - 9.3%                  |
| <b>Total</b>           | <b>206</b>     | <b>- 18.3%</b>        | <b>- 4.6%</b>           | <b>1.5</b>                         | <b>- 16.7%</b>        | <b>+ 4.9%</b>           | <b>200</b>       | <b>- 25.9%</b>        | <b>- 9.1%</b>           |

## Showings



## Buyer Interest (Showings/Listings)

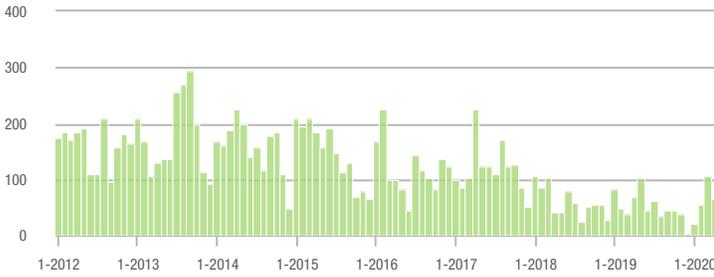


# Mooresville, NC

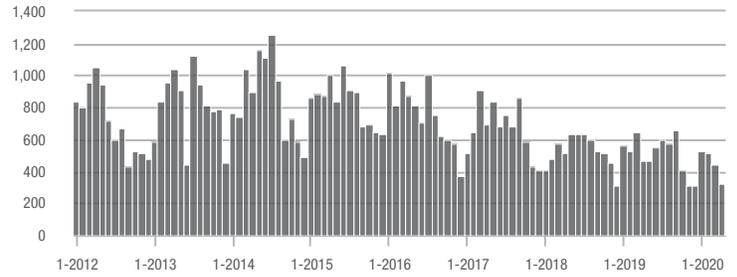
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 64             | - 4.5%                | - 39.6%                 | 3.8                                | - 11.6%               | - 29.7%                 | 31               | - 45.6%               | - 24.4%                 |
| \$100,001 to \$200,000 | 321            | - 31.1%               | - 27.4%                 | 6.6                                | - 35.9%               | - 27.2%                 | 55               | - 11.3%               | - 5.2%                  |
| \$200,001 to \$300,000 | 484            | - 59.2%               | - 22.4%                 | 5.1                                | - 32.0%               | - 5.3%                  | 114              | - 43.8%               | - 18.6%                 |
| \$300,001 and Above    | 1,171          | - 54.4%               | - 26.5%                 | 3.3                                | - 40.0%               | - 21.5%                 | 414              | - 26.6%               | - 7.8%                  |
| <b>Total</b>           | <b>2,040</b>   | <b>- 52.4%</b>        | <b>- 26.2%</b>          | <b>3.9</b>                         | <b>- 38.1%</b>        | <b>- 19.4%</b>          | <b>614</b>       | <b>- 30.7%</b>        | <b>- 10.8%</b>          |

## Showings

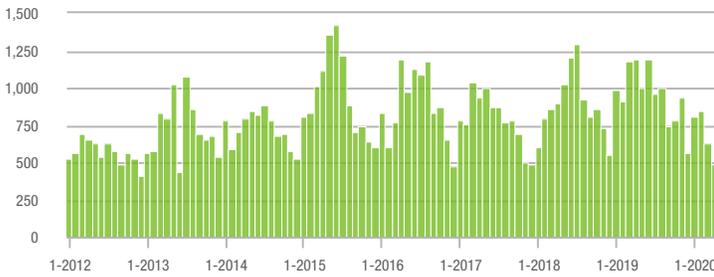
**\$100,000 and Below**



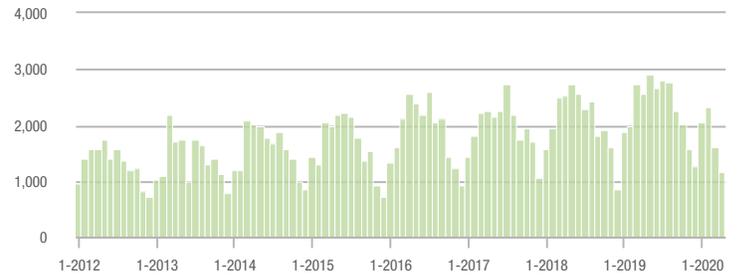
**\$100,001 to \$200,000**



**\$200,001 to \$300,000**



**\$300,001 and Above**



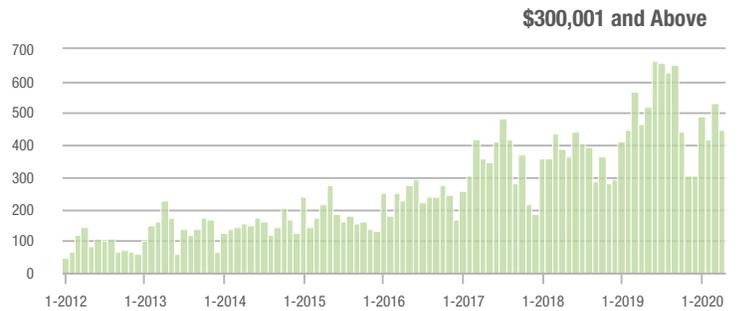
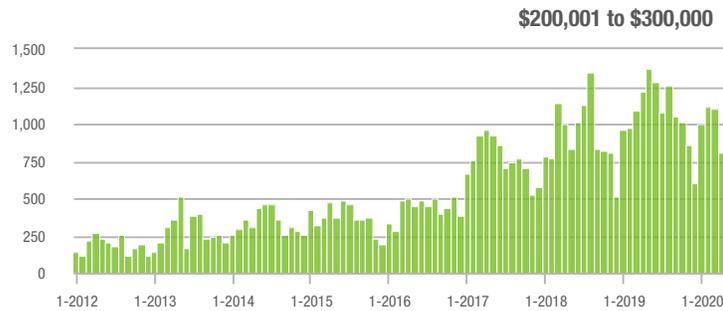
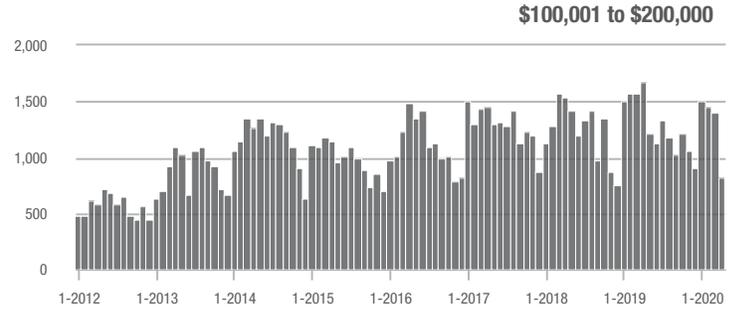
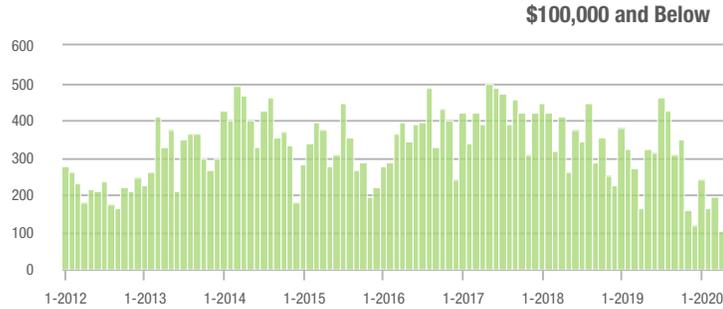
## Buyer Interest (Showings/Listings)



# Rock Hill, SC

| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 104            | - 36.6%               | - 46.7%                 | 3.8                                | + 11.8%               | - 36.9%                 | 44               | - 45.7%               | - 21.4%                 |
| \$100,001 to \$200,000 | 821            | - 51.1%               | - 41.2%                 | 7.9                                | - 47.7%               | - 29.5%                 | 107              | - 5.3%                | - 17.1%                 |
| \$200,001 to \$300,000 | 802            | - 33.9%               | - 27.3%                 | 7.0                                | - 19.5%               | - 20.5%                 | 123              | - 21.7%               | - 9.6%                  |
| \$300,001 and Above    | 446            | - 4.5%                | - 16.3%                 | 4.6                                | + 15.0%               | - 7.7%                  | 108              | - 27.5%               | - 11.5%                 |
| <b>Total</b>           | <b>2,173</b>   | <b>- 38.3%</b>        | <b>- 32.7%</b>          | <b>6.4</b>                         | <b>- 25.6%</b>        | <b>- 23.4%</b>          | <b>382</b>       | <b>- 23.6%</b>        | <b>- 13.8%</b>          |

## Showings



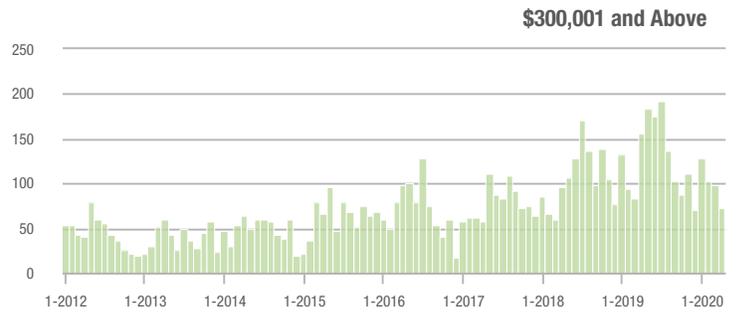
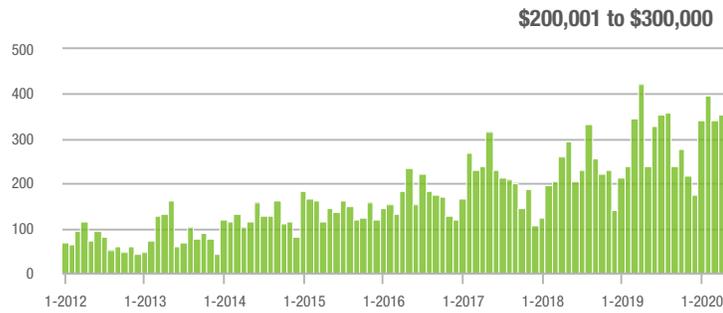
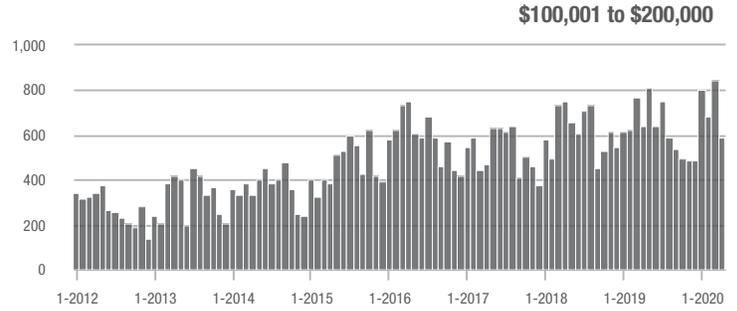
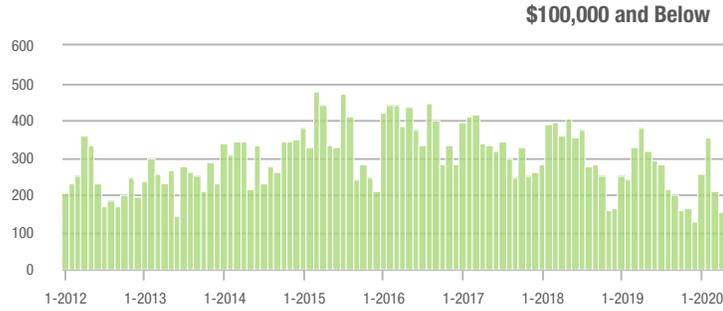
## Buyer Interest (Showings/Listings)



# Salisbury, NC

| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 152            | - 59.8%               | - 27.3%                 | 2.7                                | - 44.9%               | - 22.6%                 | 78               | - 33.3%               | - 14.3%                 |
| \$100,001 to \$200,000 | 590            | - 8.4%                | - 30.6%                 | 6.0                                | - 16.7%               | - 22.2%                 | 108              | 0.0%                  | - 11.5%                 |
| \$200,001 to \$300,000 | 353            | - 16.5%               | + 3.5%                  | 7.3                                | + 15.9%               | + 45.4%                 | 56               | - 32.5%               | - 27.3%                 |
| \$300,001 and Above    | 72             | - 53.5%               | - 27.3%                 | 2.2                                | - 42.1%               | - 16.5%                 | 39               | - 26.4%               | - 11.4%                 |
| <b>Total</b>           | <b>1,167</b>   | <b>- 27.1%</b>        | <b>- 22.1%</b>          | <b>5.0</b>                         | <b>- 13.8%</b>        | <b>- 8.1%</b>           | <b>281</b>       | <b>- 22.2%</b>        | <b>- 15.9%</b>          |

## Showings



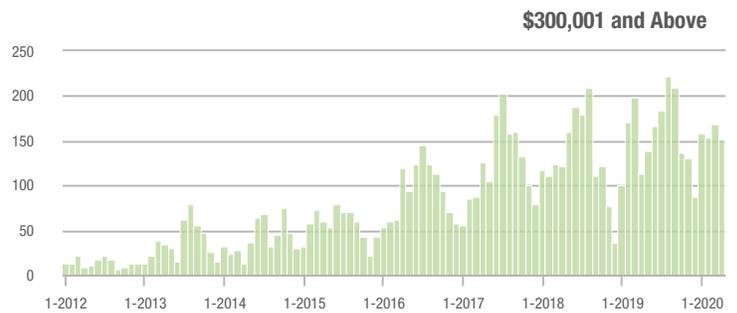
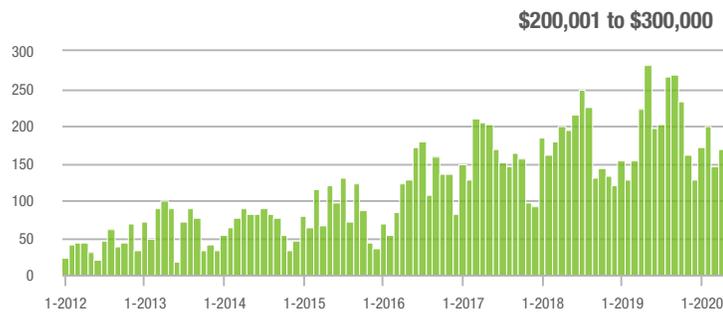
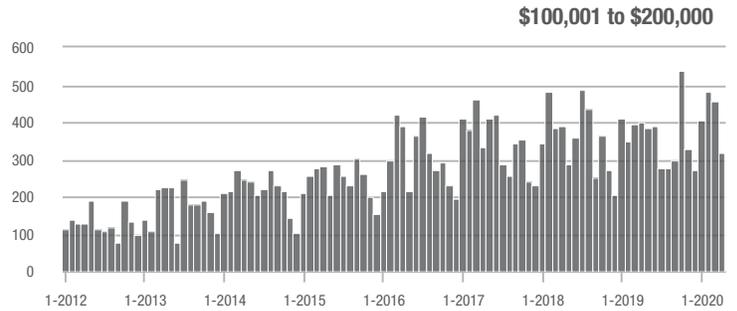
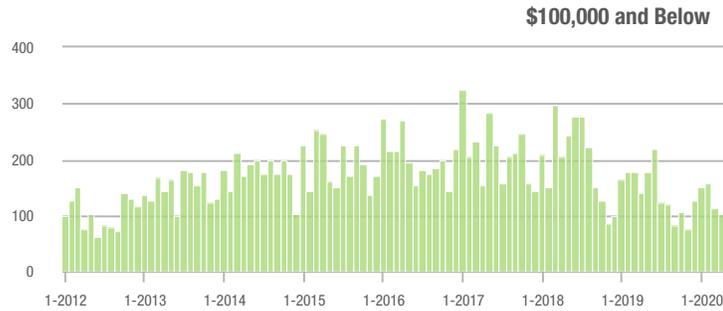
## Buyer Interest (Showings/Listings)



# Stanly County, NC

| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 101            | - 28.4%               | - 11.4%                 | 3.1                                | - 11.4%               | + 5.5%                  | 66               | - 29.8%               | - 8.3%                  |
| \$100,001 to \$200,000 | 318            | - 20.3%               | - 30.6%                 | 5.0                                | - 12.3%               | - 14.2%                 | 72               | - 15.3%               | - 17.2%                 |
| \$200,001 to \$300,000 | 168            | - 24.3%               | + 15.9%                 | 3.6                                | - 12.2%               | + 7.9%                  | 62               | - 24.4%               | + 5.1%                  |
| \$300,001 and Above    | 151            | + 33.6%               | - 10.7%                 | 3.0                                | + 66.7%               | - 3.8%                  | 56               | - 30.0%               | - 12.5%                 |
| <b>Total</b>           | <b>738</b>     | <b>- 15.7%</b>        | <b>- 16.7%</b>          | <b>3.8</b>                         | <b>- 2.6%</b>         | <b>- 8.1%</b>           | <b>256</b>       | <b>- 24.9%</b>        | <b>- 9.2%</b>           |

## Showings



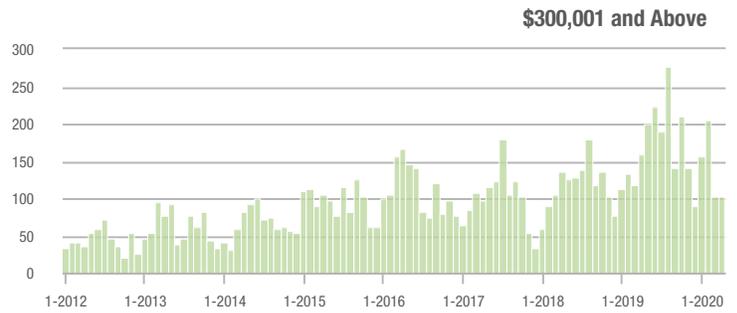
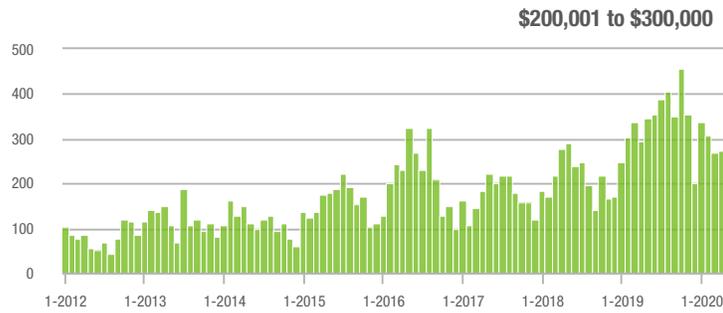
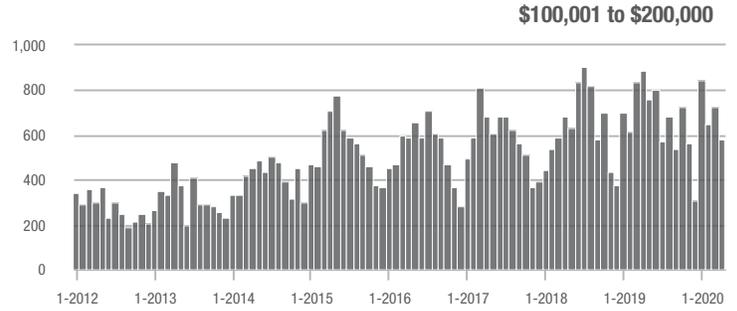
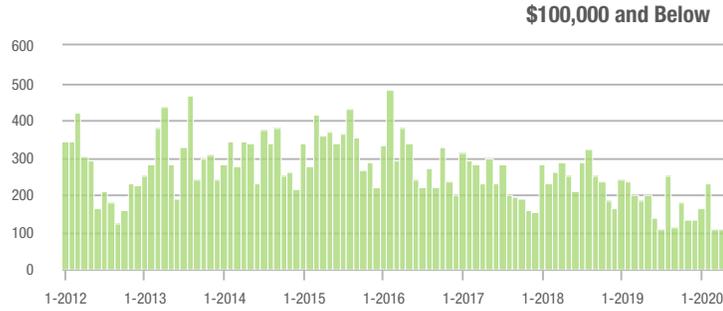
## Buyer Interest (Showings/Listings)



# Statesville, NC

| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 106            | - 43.0%               | - 2.8%                  | 3.0                                | - 16.7%               | + 2.9%                  | 69               | - 34.3%               | - 10.4%                 |
| \$100,001 to \$200,000 | 577            | - 35.4%               | - 20.7%                 | 6.8                                | - 5.6%                | - 16.3%                 | 96               | - 38.5%               | - 5.9%                  |
| \$200,001 to \$300,000 | 272            | - 8.1%                | + 0.7%                  | 3.8                                | - 19.1%               | + 5.6%                  | 81               | - 4.7%                | - 5.8%                  |
| \$300,001 and Above    | 102            | - 35.8%               | 0.0%                    | 2.6                                | - 7.1%                | + 16.5%                 | 47               | - 42.7%               | - 19.0%                 |
| <b>Total</b>           | <b>1,057</b>   | <b>- 31.1%</b>        | <b>- 12.6%</b>          | <b>4.7</b>                         | <b>- 9.6%</b>         | <b>- 5.9%</b>           | <b>293</b>       | <b>- 31.5%</b>        | <b>- 9.3%</b>           |

## Showings



## Buyer Interest (Showings/Listings)

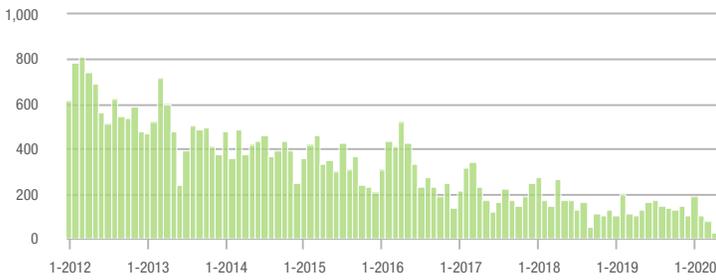


# Union County, NC

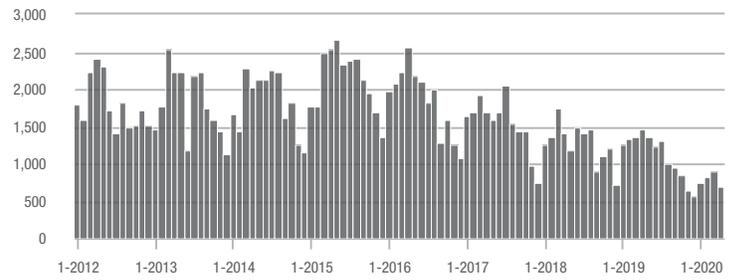
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 27             | - 74.5%               | - 64.0%                 | 0.7                                | - 69.6%               | - 55.0%                 | 58               | - 34.8%               | - 23.7%                 |
| \$100,001 to \$200,000 | 684            | - 53.4%               | - 24.5%                 | 6.4                                | - 40.7%               | - 8.4%                  | 143              | - 28.5%               | - 17.3%                 |
| \$200,001 to \$300,000 | 1,294          | - 46.1%               | - 39.8%                 | 7.1                                | - 19.3%               | - 18.1%                 | 211              | - 35.7%               | - 24.4%                 |
| \$300,001 and Above    | 2,139          | - 59.5%               | - 42.3%                 | 4.5                                | - 40.0%               | - 31.8%                 | 559              | - 33.8%               | - 15.9%                 |
| <b>Total</b>           | <b>4,144</b>   | <b>- 55.2%</b>        | <b>- 39.4%</b>          | <b>5.3</b>                         | <b>- 33.8%</b>        | <b>- 24.7%</b>          | <b>971</b>       | <b>- 33.5%</b>        | <b>- 18.6%</b>          |

## Showings

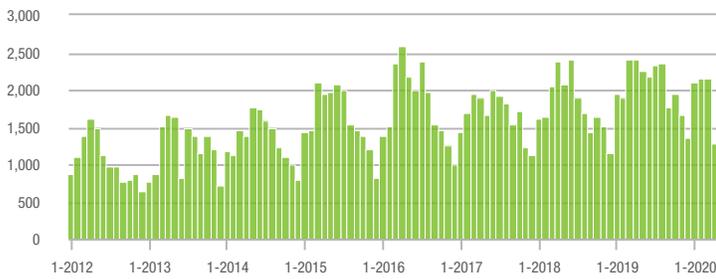
**\$100,000 and Below**



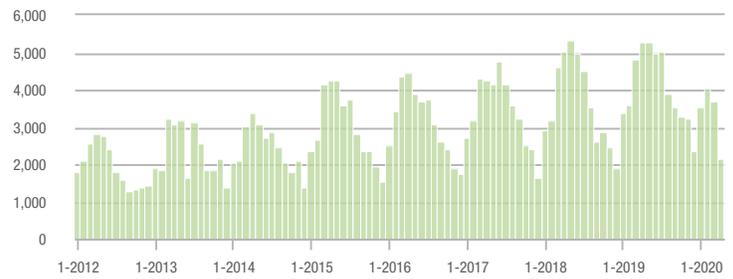
**\$100,001 to \$200,000**



**\$200,001 to \$300,000**



**\$300,001 and Above**



## Buyer Interest (Showings/Listings)

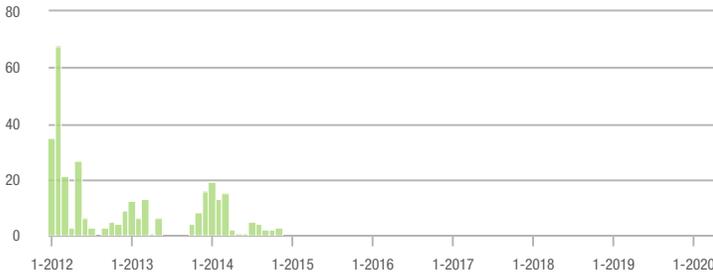


# Uptown Charlotte

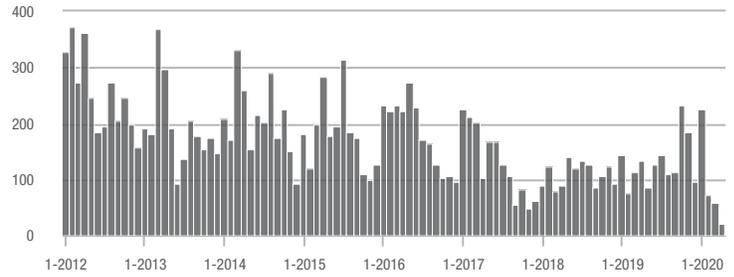
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | 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 | 20             | - 85.2%               | - 64.9%                 | 4.0                                | - 67.5%               | - 50.9%                 | 5                | - 54.5%               | - 28.6%                 |
| \$200,001 to \$300,000 | 123            | - 56.8%               | - 42.0%                 | 4.5                                | - 38.4%               | - 35.8%                 | 27               | - 32.5%               | - 15.6%                 |
| \$300,001 and Above    | 119            | - 72.5%               | - 60.1%                 | 2.3                                | - 65.2%               | - 48.8%                 | 55               | - 19.1%               | - 22.5%                 |
| <b>Total</b>           | <b>262</b>     | <b>- 69.3%</b>        | <b>- 53.8%</b>          | <b>3.1</b>                         | <b>- 58.1%</b>        | <b>- 43.3%</b>          | <b>87</b>        | <b>- 26.9%</b>        | <b>- 20.9%</b>          |

## Showings

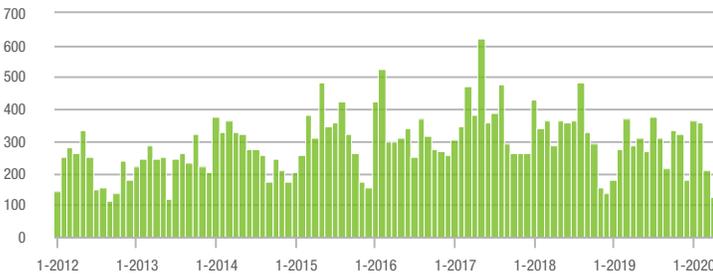
**\$100,000 and Below**



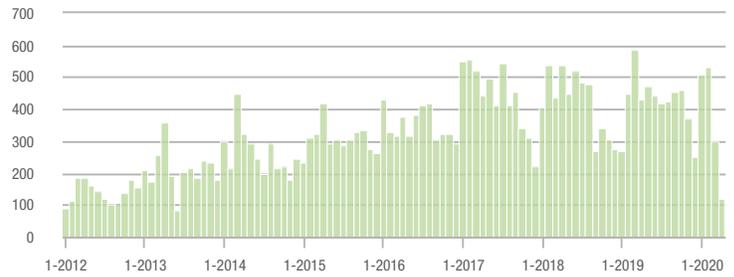
**\$100,001 to \$200,000**



**\$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

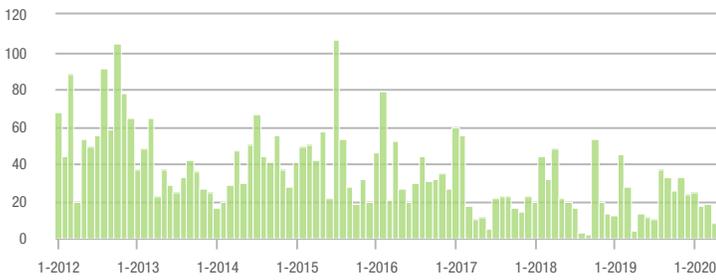


# Waxhaw, NC

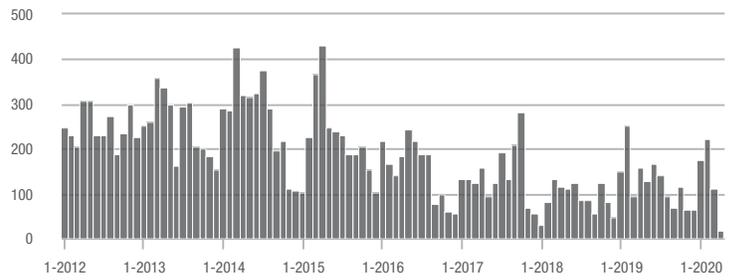
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 8              | + 100.0%              | - 55.6%                 | 1.0                                | + 400.0%              | - 15.4%                 | 25               | - 7.4%                | - 16.7%                 |
| \$100,001 to \$200,000 | 19             | - 88.1%               | - 83.2%                 | 1.8                                | - 70.5%               | - 64.1%                 | 23               | - 58.9%               | - 39.5%                 |
| \$200,001 to \$300,000 | 153            | - 69.4%               | - 32.6%                 | 4.9                                | - 47.3%               | - 20.4%                 | 42               | - 48.8%               | - 12.5%                 |
| \$300,001 and Above    | 1,106          | - 58.8%               | - 39.8%                 | 4.7                                | - 43.4%               | - 32.0%                 | 268              | - 29.8%               | - 11.6%                 |
| <b>Total</b>           | <b>1,286</b>   | <b>- 61.6%</b>        | <b>- 41.4%</b>          | <b>4.5</b>                         | <b>- 44.4%</b>        | <b>- 30.6%</b>          | <b>358</b>       | <b>- 34.6%</b>        | <b>- 14.6%</b>          |

## Showings

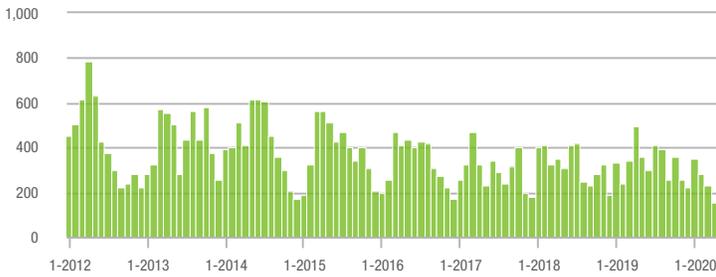
**\$100,000 and Below**



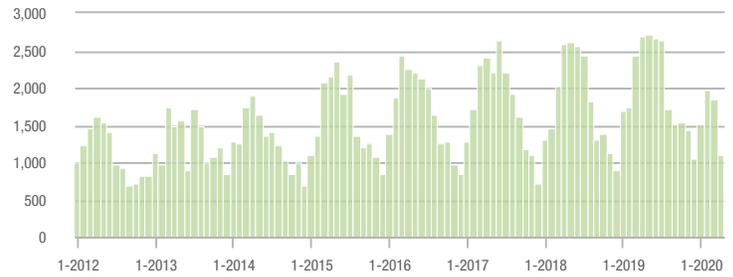
**\$100,001 to \$200,000**



**\$200,001 to \$300,000**



**\$300,001 and Above**



## Buyer Interest (Showings/Listings)

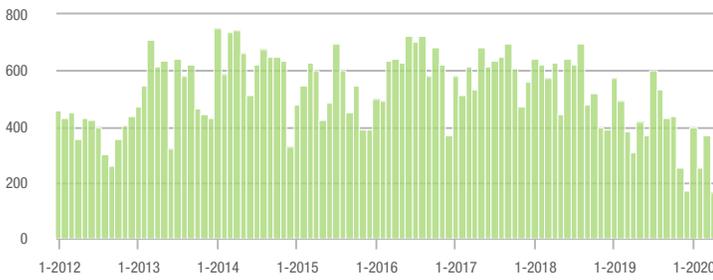


# York County, SC

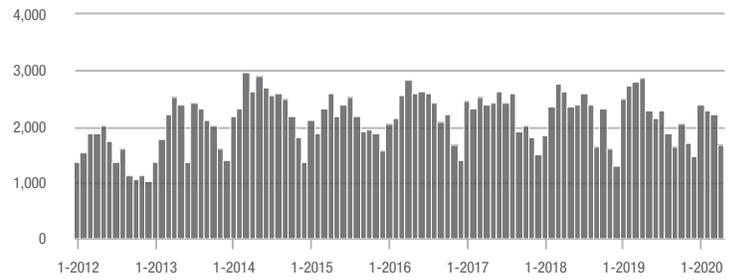
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | April 2020     | Year-Over-Year Change | Month-Over-Month Change | April 2020                         | Year-Over-Year Change | Month-Over-Month Change | April 2020       | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 167            | - 45.2%               | - 54.9%                 | 2.8                                | - 24.3%               | - 52.0%                 | 101              | - 41.6%               | - 13.7%                 |
| \$100,001 to \$200,000 | 1,683          | - 41.6%               | - 24.7%                 | 7.8                                | - 40.0%               | - 16.7%                 | 240              | - 4.4%                | - 9.4%                  |
| \$200,001 to \$300,000 | 1,908          | - 35.7%               | - 24.2%                 | 6.7                                | - 14.1%               | - 16.2%                 | 321              | - 29.3%               | - 10.3%                 |
| \$300,001 and Above    | 2,285          | - 45.7%               | - 28.6%                 | 4.3                                | - 34.8%               | - 21.0%                 | 592              | - 24.6%               | - 12.0%                 |
| <b>Total</b>           | <b>6,043</b>   | <b>- 41.7%</b>        | <b>- 27.4%</b>          | <b>5.6</b>                         | <b>- 29.1%</b>        | <b>- 19.7%</b>          | <b>1,254</b>     | <b>- 24.6%</b>        | <b>- 11.3%</b>          |

## Showings

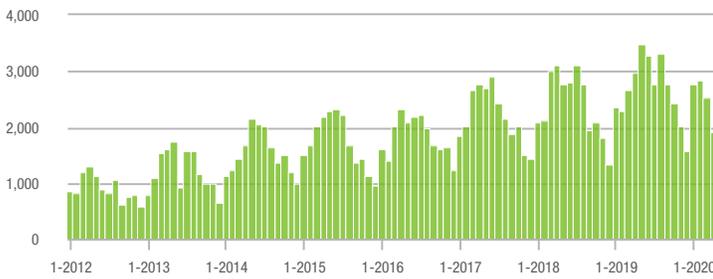
**\$100,000 and Below**



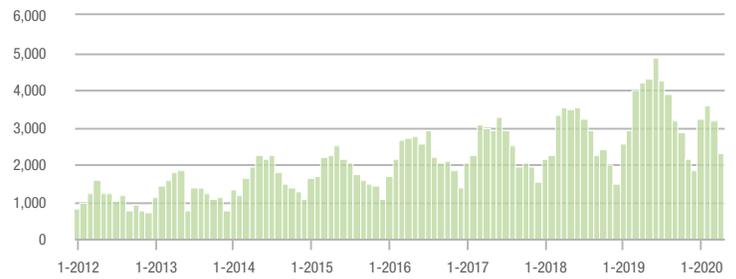
**\$100,001 to \$200,000**



**\$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

