



### **Showing Statistics**

| MLS Area                | Total<br>Showings | Buyer Interest<br>(Showings / Listings) | Managed<br>Listings |
|-------------------------|-------------------|---|---------------------|
| Alexander County, NC    | 595               | 7.6                                     | 99                  |
| Anson County, NC        | 97                | 2.6                                     | 54                  |
| Cabarrus County, NC     | 6,457             | 12.3                                    | 566                 |
| Charlotte MSA           | 73,117            | 11.4                                    | 7,094               |
| Chester County, SC      | 393               | 4.5                                     | 114                 |
| Chesterfield County, SC | 62                | 2.4                                     | 30                  |
| Cleveland County, NC    | 1,305             | 5.8                                     | 273                 |
| City of Charlotte, NC   | 29,209            | 12.5                                    | 2,475               |
| Concord, NC             | 3,928             | 13.7                                    | 306                 |
| Davidson, NC            | 778               | 11.5                                    | 81                  |
| Denver, NC              | 1,230             | 9.5                                     | 162                 |
| Fort Mill, SC           | 2,770             | 16.6                                    | 181                 |
| Gaston County, NC       | 6,244             | 10.3                                    | 676                 |
| Gastonia, NC            | 2,934             | 10.8                                    | 289                 |
| Huntersville, NC        | 2,210             | 14.4                                    | 178                 |
| Iredell County, NC      | 6,444             | 9.2                                     | 868                 |
| Kannapolis, NC          | 1,728             | 10.3                                    | 176                 |
| Lake Norman             | 5,139             | 10.8                                    | 614                 |
| Lake Wylie              | 2,275             | 10.0                                    | 290                 |
| Lancaster County, SC    | 2,672             | 9.0                                     | 353                 |
| Lincoln County, NC      | 2,514             | 8.5                                     | 373                 |
| Lincolnton, NC          | 1,054             | 8.0                                     | 157                 |
| Matthews, NC            | 2,393             | 15.5                                    | 170                 |
| Mecklenburg County, NC  | 35,791            | 12.7                                    | 3,023               |
| Monroe, NC              | 1,666             | 9.1                                     | 208                 |
| Montgomery County, NC   | 498               | 4.0                                     | 185                 |
| Mooresville, NC         | 3,869             | 10.8                                    | 422                 |
| Rock Hill, SC           | 3,645             | 12.0                                    | 334                 |
| Salisbury, NC           | 1,718             | 7.9                                     | 241                 |
| Stanly County, NC       | 1,372             | 7.0                                     | 226                 |
| Statesville, NC         | 1,896             | 7.9                                     | 322                 |
| Union County, NC        | 6,792             | 11.6                                    | 652                 |
| Uptown Charlotte        | 935               | 10.6                                    | 91                  |
| Waxhaw, NC              | 2,262             | 12.7                                    | 194                 |
| York County, SC         | 9,195             | 11.9                                    | 873                 |





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# **Alexander County, NC**

|                        | Total<br>Showings |                          |                            | (5                | Buyer Interest<br>(Showings/Listings) |                            |                   | Managed<br>Listings      |                            |  |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|---------------------------------------|----------------------------|-------------------|--------------------------|----------------------------|--|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change              | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change |  |
| \$100,000 and Below    | 27                | + 22.7%                  | - 51.8%                    | 1.8               | + 12.5%                               | - 38.5%                    | 27                | - 43.8%                  | - 18.2%                    |  |
| \$100,001 to \$200,000 | 188               | - 38.6%                  | - 20.3%                    | 8.2               | - 14.6%                               | - 3.0%                     | 23                | - 45.2%                  | - 17.9%                    |  |
| \$200,001 to \$300,000 | 140               | + 84.2%                  | - 35.8%                    | 9.1               | + 85.7%                               | - 6.8%                     | 20                | - 9.1%                   | - 28.6%                    |  |
| \$300,001 and Above    | 240               | + 114.3%                 | + 64.4%                    | 9.1               | + 160.0%                              | + 6.9%                     | 29                | - 17.1%                  | + 38.1%                    |  |
| Total                  | 595               | + 15.3%                  | - 9.3%                     | 7.6               | + 28.8%                               | - 1.8%                     | 99                | - 32.7%                  | - 10.0%                    |  |

400

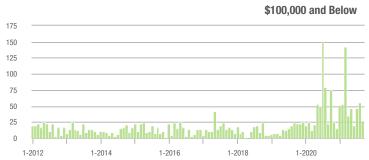
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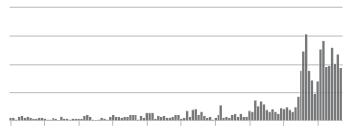
200

100

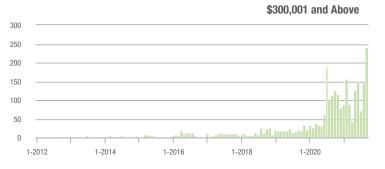
#### **Showings**

250





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









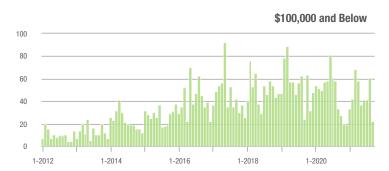
### **Anson County, NC**

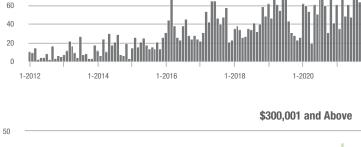
|                        | Total<br>Showings |                          |                            | (                 | Buyer Interest<br>(Showings/Listings) |                            |                   | Managed<br>Listings      |                            |  |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|---------------------------------------|----------------------------|-------------------|--------------------------|----------------------------|--|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change              | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change |  |
| \$100,000 and Below    | 22                | - 33.3%                  | - 63.9%                    | 1.3               | - 35.0%                               | - 61.9%                    | 27                | - 35.7%                  | - 10.0%                    |  |
| \$100,001 to \$200,000 | 64                | + 8.5%                   | - 34.0%                    | 3.6               | + 12.5%                               | - 8.8%                     | 20                | - 13.0%                  | - 25.9%                    |  |
| \$200,001 to \$300,000 | 4                 | - 77.8%                  | - 77.8%                    | 4.0               | - 24.5%                               | + 64.7%                    | 2                 | - 71.4%                  | - 75.0%                    |  |
| \$300,001 and Above    | 7                 | - 61.1%                  | + 40.0%                    | 2.0               | - 55.6%                               | - 50.0%                    | 5                 | - 54.5%                  | + 66.7%                    |  |
| Total                  | 97                | - 24.2%                  | - 46.4%                    | 2.6               | - 18.8%                               | - 28.9%                    | 54                | - 34.9%                  | - 20.6%                    |  |

120 100

80

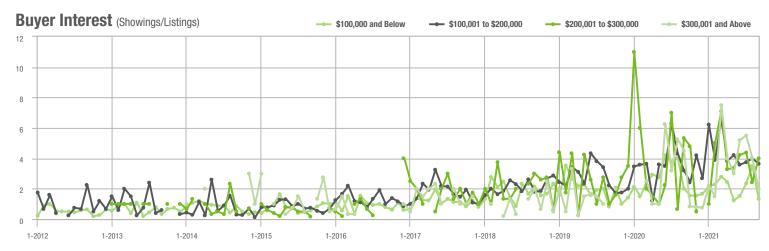
#### **Showings**











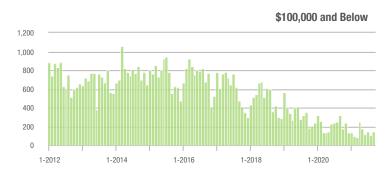


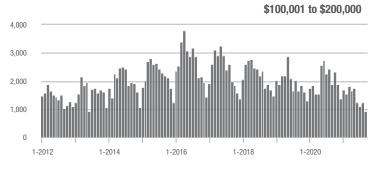


### **Cabarrus County, NC**

|                        | Total<br>Showings |                          |                            | (6                | Buyer Interest<br>(Showings/Listings) |                            |                   | Managed<br>Listings      |                            |  |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|---------------------------------------|----------------------------|-------------------|--------------------------|----------------------------|--|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change              | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change |  |
| \$100,000 and Below    | 144               | - 54.4%                  | + 41.2%                    | 4.8               | - 32.4%                               | + 54.9%                    | 36                | - 55.0%                  | - 10.0%                    |  |
| \$100,001 to \$200,000 | 916               | - 50.9%                  | - 26.2%                    | 12.0              | - 10.4%                               | - 11.2%                    | 81                | - 49.7%                  | - 20.6%                    |  |
| \$200,001 to \$300,000 | 2,340             | - 18.9%                  | - 9.7%                     | 14.2              | - 5.3%                                | - 4.7%                     | 171               | - 19.0%                  | - 5.5%                     |  |
| \$300,001 and Above    | 3,057             | + 29.9%                  | - 16.7%                    | 11.9              | + 38.4%                               | - 1.6%                     | 278               | - 18.5%                  | - 15.8%                    |  |
| Total                  | 6,457             | - 13.0%                  | - 15.1%                    | 12.3              | + 7.9%                                | - 3.2%                     | 566               | - 28.6%                  | - 13.3%                    |  |

### Showings







\$300,001 and Above











### **Charlotte MSA**

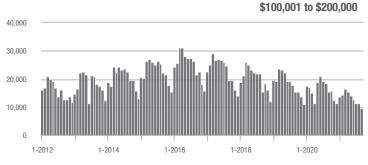
|                        | Total<br>Showings |                          |                            | (6                | Buyer Interest<br>(Showings/Listings) |                            |                   | Managed<br>Listings      |                            |  |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|---------------------------------------|----------------------------|-------------------|--------------------------|----------------------------|--|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change              | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change |  |
| \$100,000 and Below    | 993               | - 52.9%                  | - 21.9%                    | 2.9               | - 35.6%                               | - 8.8%                     | 500               | - 48.1%                  | - 15.0%                    |  |
| \$100,001 to \$200,000 | 9,659             | - 37.3%                  | - 14.7%                    | 10.7              | - 9.3%                                | - 4.0%                     | 990               | - 36.5%                  | - 12.0%                    |  |
| \$200,001 to \$300,000 | 20,934            | - 16.8%                  | - 11.1%                    | 13.5              | + 12.5%                               | - 1.7%                     | 1,642             | - 29.5%                  | - 10.3%                    |  |
| \$300,001 and Above    | 41,531            | + 16.0%                  | - 5.7%                     | 11.5              | + 30.7%                               | - 0.1%                     | 3,962             | - 19.0%                  | - 7.1%                     |  |
| Total                  | 73,117            | - 6.9%                   | - 8.8%                     | 11.4              | + 15.2%                               | - 1.0%                     | 7,094             | - 27.2%                  | - 9.1%                     |  |

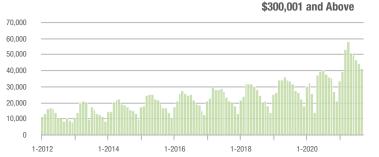
### Showings













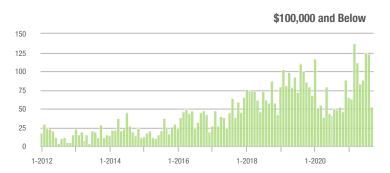




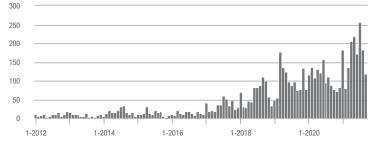
### **Chester County, SC**

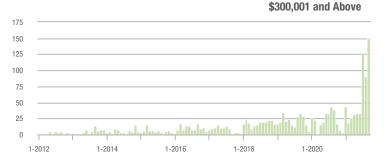
| Total<br>Showings      |                   |                          | (0                         | Buyer Inte<br>Showings/L |                          | Managed<br>Listings        |                   |                          |                            |
|------------------------|-------------------|--------------------------|----------------------------|--------------------------|--------------------------|----------------------------|-------------------|--------------------------|----------------------------|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021        | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change |
| \$100,000 and Below    | 53                | + 8.2%                   | - 56.9%                    | 1.7                      | + 30.8%                  | - 47.0%                    | 48                | - 25.0%                  | - 15.8%                    |
| \$100,001 to \$200,000 | 117               | + 33.0%                  | - 35.4%                    | 4.9                      | + 16.7%                  | - 29.3%                    | 28                | - 3.4%                   | - 9.7%                     |
| \$200,001 to \$300,000 | 74                | + 184.6%                 | - 29.5%                    | 5.2                      | + 100.0%                 | - 30.5%                    | 15                | + 25.0%                  | 0.0%                       |
| \$300,001 and Above    | 149               | + 282.1%                 | + 65.6%                    | 7.0                      | + 45.8%                  | + 44.8%                    | 23                | + 155.6%                 | + 9.5%                     |
| Total                  | 393               | + 94.6%                  | - 21.2%                    | 4.5                      | + 60.7%                  | - 14.7%                    | 114               | 0.0%                     | - 8.1%                     |

#### **Showings**

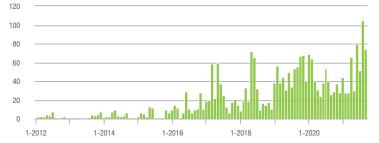


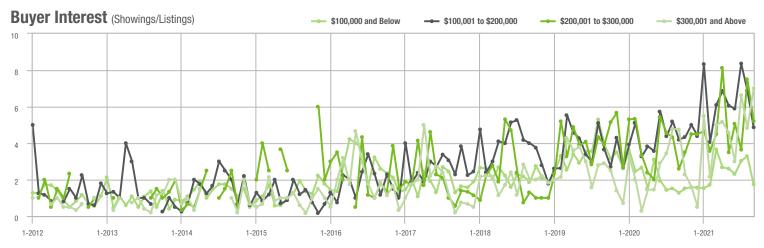






#### \$200,001 to \$300,000





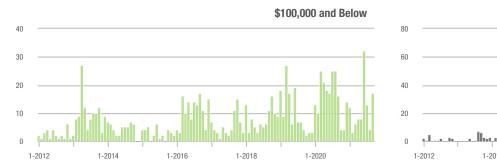


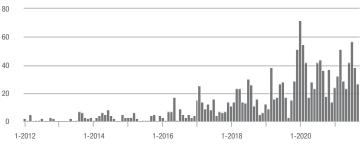


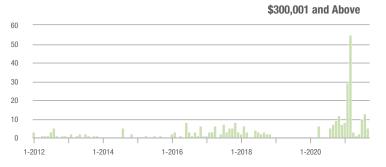
# **Chesterfield County, SC**

|                        | Total<br>Showings |                          |                            | (6                | Buyer Interest<br>(Showings/Listings) |                            |                   | Managed<br>Listings      |                            |  |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|---------------------------------------|----------------------------|-------------------|--------------------------|----------------------------|--|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change              | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change |  |
| \$100,000 and Below    | 17                | + 6.3%                   | + 325.0%                   | 2.2               | - 4.3%                                | + 170.8%                   | 9                 | - 43.8%                  | + 12.5%                    |  |
| \$100,001 to \$200,000 | 27                | - 25.0%                  | - 28.9%                    | 2.2               | - 46.3%                               | - 18.5%                    | 14                | + 7.7%                   | - 12.5%                    |  |
| \$200,001 to \$300,000 | 13                | + 550.0%                 | - 23.5%                    | 3.3               |                                       | - 39.1%                    | 4                 | + 33.3%                  | + 33.3%                    |  |
| \$300,001 and Above    | 5                 | - 28.6%                  | - 61.5%                    | 2.0               | - 13.0%                               | - 53.8%                    | 3                 | 0.0%                     | - 25.0%                    |  |
| Total                  | 62                | + 1.6%                   | - 13.9%                    | 2.4               | - 22.6%                               | - 17.3%                    | 30                | - 14.3%                  | - 3.2%                     |  |

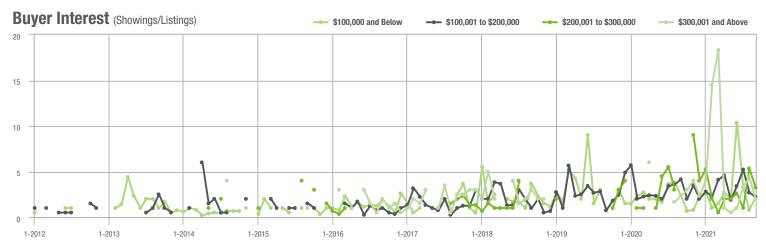
#### **Showings**















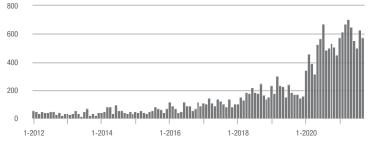
# **Cleveland County, NC**

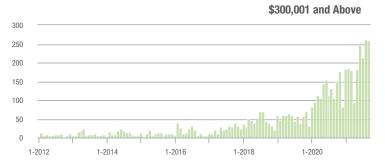
|                        | Total<br>Showings |                          |                            | (6                | Buyer Interest<br>(Showings/Listings) |                            |                   | Managed<br>Listings      |                            |  |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|---------------------------------------|----------------------------|-------------------|--------------------------|----------------------------|--|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change              | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change |  |
| \$100,000 and Below    | 119               | - 45.4%                  | - 30.0%                    | 3.3               | - 47.6%                               | - 14.1%                    | 64                | - 30.4%                  | - 16.9%                    |  |
| \$100,001 to \$200,000 | 575               | + 14.8%                  | - 8.3%                     | 7.4               | - 1.3%                                | + 5.1%                     | 83                | + 2.5%                   | - 12.6%                    |  |
| \$200,001 to \$300,000 | 353               | + 55.5%                  | - 12.6%                    | 6.0               | - 22.1%                               | - 18.2%                    | 63                | + 65.8%                  | + 5.0%                     |  |
| \$300,001 and Above    | 258               | + 145.7%                 | - 1.1%                     | 4.7               | + 20.5%                               | + 6.2%                     | 63                | + 75.0%                  | - 7.4%                     |  |
| Total                  | 1,305             | + 24.2%                  | - 10.7%                    | 5.8               | - 14.7%                               | - 2.5%                     | 273               | + 10.5%                  | - 9.0%                     |  |

#### Showings

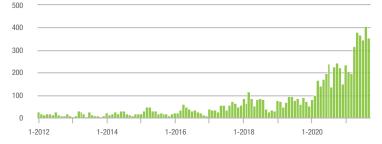








#### \$200,001 to \$300,000







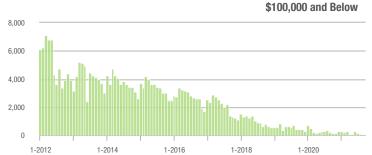


# **City of Charlotte, NC**

|                        | Total<br>Showings |                          |                            | (0                | Buyer Interest<br>(Showings/Listings) |                            |                   | Managed<br>Listings      |                            |  |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|---------------------------------------|----------------------------|-------------------|--------------------------|----------------------------|--|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change              | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change |  |
| \$100,000 and Below    | 101               | - 48.7%                  | + 8.6%                     | 2.7               | - 22.9%                               | - 9.6%                     | 46                | - 39.5%                  | + 15.0%                    |  |
| \$100,001 to \$200,000 | 2,959             | - 49.8%                  | - 14.8%                    | 15.0              | + 2.0%                                | - 0.3%                     | 210               | - 50.0%                  | - 15.7%                    |  |
| \$200,001 to \$300,000 | 9,231             | - 17.1%                  | + 1.1%                     | 16.0              | + 20.3%                               | + 3.0%                     | 598               | - 33.1%                  | - 3.1%                     |  |
| \$300,001 and Above    | 16,918            | + 20.4%                  | - 4.2%                     | 11.1              | + 32.1%                               | - 2.3%                     | 1,621             | - 16.2%                  | - 3.4%                     |  |
| Total                  | 29,209            | - 6.6%                   | - 3.8%                     | 12.5              | + 17.9%                               | - 0.9%                     | 2,475             | - 25.5%                  | - 4.2%                     |  |

17,500

### Showings





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

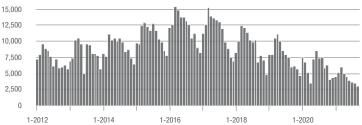




Current as of October 5, 2021. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2021 ShowingTime.

12,500 10,000 7,500 5,000









### **Concord**, NC

|                        | Total<br>Showings |                          |                            | (6                | Buyer Interest<br>(Showings/Listings) |                            |                   | Managed<br>Listings      |                            |  |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|---------------------------------------|----------------------------|-------------------|--------------------------|----------------------------|--|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change              | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change |  |
| \$100,000 and Below    | 107               | - 46.0%                  | + 17.6%                    | 5.3               | - 29.3%                               | + 37.2%                    | 24                | - 44.2%                  | - 14.3%                    |  |
| \$100,001 to \$200,000 | 453               | - 61.4%                  | - 35.7%                    | 12.9              | - 14.6%                               | - 1.1%                     | 37                | - 58.4%                  | - 36.2%                    |  |
| \$200,001 to \$300,000 | 1,590             | - 23.6%                  | - 7.1%                     | 16.4              | - 0.6%                                | - 8.6%                     | 99                | - 25.6%                  | + 2.1%                     |  |
| \$300,001 and Above    | 1,778             | + 33.4%                  | - 8.7%                     | 13.2              | + 59.0%                               | + 7.5%                     | 146               | - 23.6%                  | - 16.1%                    |  |
| Total                  | 3,928             | - 17.9%                  | - 11.8%                    | 13.7              | + 12.3%                               | + 1.8%                     | 306               | - 32.9%                  | - 14.3%                    |  |

3,000

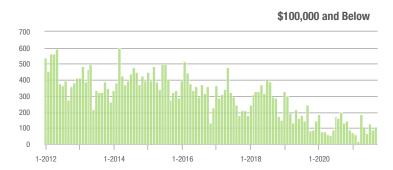
2,500

2,000

1,500

4.000

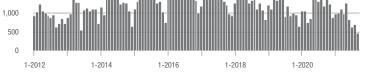
### Showings







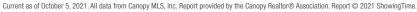
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\$300,001 and Above

\$100,001 to \$200,000









1-2020

### **Davidson, NC**

|                        | Total<br>Showings |                          |                            | (6                | Buyer Interest<br>(Showings/Listings) |                            |                   | Managed<br>Listings      |                            |  |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|---------------------------------------|----------------------------|-------------------|--------------------------|----------------------------|--|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change              | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change |  |
| \$100,000 and Below    | 1                 | 0.0%                     |                            | 0.0               | 0.0%                                  | 0.0%                       | 1                 | - 50.0%                  | 0.0%                       |  |
| \$100,001 to \$200,000 | 28                | - 26.3%                  | + 55.6%                    | 9.3               | + 86.0%                               | + 55.6%                    | 3                 | - 62.5%                  | 0.0%                       |  |
| \$200,001 to \$300,000 | 38                | - 67.2%                  | + 11.8%                    | 9.3               | - 44.0%                               | + 8.8%                     | 6                 | - 40.0%                  | - 14.3%                    |  |
| \$300,001 and Above    | 711               | - 17.2%                  | - 10.1%                    | 11.8              | + 14.6%                               | - 2.5%                     | 71                | - 34.3%                  | - 7.8%                     |  |
| Total                  | 778               | - 23.3%                  | - 7.7%                     | 11.5              | + 10.6%                               | - 0.8%                     | 81                | - 36.7%                  | - 8.0%                     |  |

300 250

200

150 100

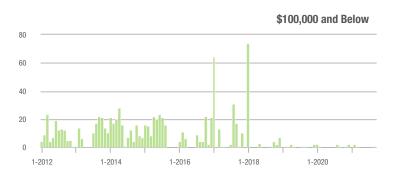
50

0

1-2012

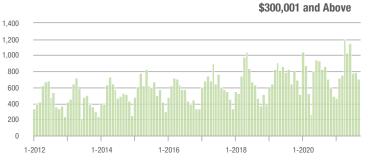
1-2014

### Showings









1-2018

1-2016







1-2020

\$300,001 and Above

1-2020

### **Denver, NC**

|                        | Total<br>Showings |                          |                            | (6                | Buyer Interest<br>(Showings/Listings) |                            |                   | Managed<br>Listings      |                            |  |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|---------------------------------------|----------------------------|-------------------|--------------------------|----------------------------|--|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change              | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change |  |
| \$100,000 and Below    | 39                | - 15.2%                  | - 2.5%                     | 2.5               | + 38.9%                               | + 19.6%                    | 27                | - 28.9%                  | - 3.6%                     |  |
| \$100,001 to \$200,000 | 45                | - 41.6%                  | + 66.7%                    | 4.1               | - 25.5%                               | + 41.6%                    | 13                | - 18.8%                  | + 18.2%                    |  |
| \$200,001 to \$300,000 | 187               | - 24.9%                  | + 8.1%                     | 13.1              | + 45.6%                               | - 1.2%                     | 17                | - 45.2%                  | + 6.3%                     |  |
| \$300,001 and Above    | 959               | - 16.6%                  | - 15.2%                    | 10.8              | + 27.1%                               | + 4.2%                     | 105               | - 39.3%                  | - 16.7%                    |  |
| Total                  | 1,230             | - 19.2%                  | - 10.3%                    | 9.5               | + 25.0%                               | + 2.7%                     | 162               | - 37.2%                  | - 10.5%                    |  |

300 250

200

150

100

50

0

1-2012

1-2014

1-2016

1-2016

1-2018

1-2018

#### **Showings**

20

15

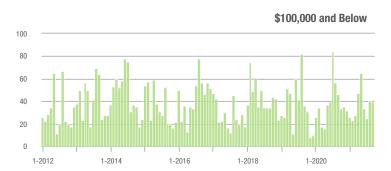
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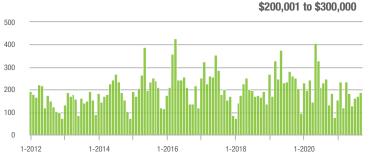
5

0

1-2012

1-2013

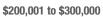


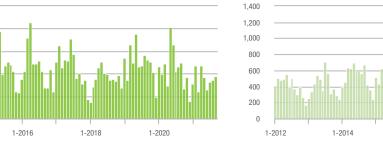


1-2014

1-2015

1-2016







1-2017

1-2018 1-2019 1-2020 1-2021

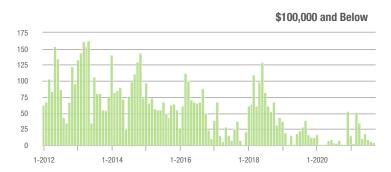




### Fort Mill, SC

|                        | Total<br>Showings |                          |                            | (6                | Buyer Inte<br>Showings/L |                            | Managed<br>Listings |                          |                            |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|--------------------------|----------------------------|---------------------|--------------------------|----------------------------|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021   | Year-Over-Year<br>Change | Month-Over-Month<br>Change |
| \$100,000 and Below    | 4                 | - 42.9%                  | - 33.3%                    | 0.8               | + 14.3%                  | 0.0%                       | 6                   | + 20.0%                  | 0.0%                       |
| \$100,001 to \$200,000 | 126               | - 57.1%                  | - 6.0%                     | 10.5              | - 17.3%                  | + 20.2%                    | 15                  | - 50.0%                  | - 16.7%                    |
| \$200,001 to \$300,000 | 649               | - 17.3%                  | - 3.0%                     | 18.0              | + 44.0%                  | + 18.7%                    | 37                  | - 43.9%                  | - 17.8%                    |
| \$300,001 and Above    | 1,991             | + 3.4%                   | + 23.6%                    | 17.5              | + 57.7%                  | + 27.4%                    | 123                 | - 36.9%                  | - 3.9%                     |
| Total                  | 2,770             | - 8.0%                   | + 14.5%                    | 16.6              | + 45.6%                  | + 24.7%                    | 181                 | - 38.9%                  | - 8.1%                     |

#### Showings





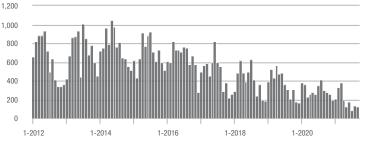


3.000

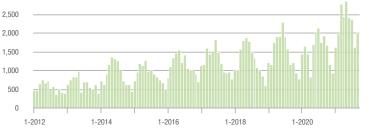
\$200,001 to \$300,000

Current as of October 5, 2021. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2021 ShowingTime.

\$100,001 to \$200,000







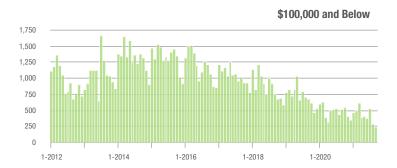


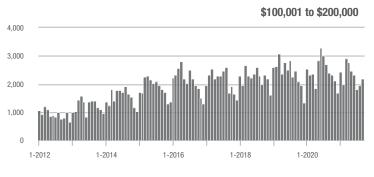


# **Gaston County, NC**

|                        | Total<br>Showings |                          |                            | (0                | Buyer Inte<br>Showings/L |                            | Managed<br>Listings |                          |                            |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|--------------------------|----------------------------|---------------------|--------------------------|----------------------------|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021   | Year-Over-Year<br>Change | Month-Over-Month<br>Change |
| \$100,000 and Below    | 234               | - 54.3%                  | - 18.2%                    | 3.3               | - 52.9%                  | - 2.6%                     | 94                  | - 44.0%                  | - 21.0%                    |
| \$100,001 to \$200,000 | 2,171             | - 9.5%                   | + 10.6%                    | 12.4              | 0.0%                     | + 14.0%                    | 180                 | - 20.0%                  | - 3.7%                     |
| \$200,001 to \$300,000 | 2,162             | + 26.7%                  | - 18.5%                    | 12.3              | + 29.5%                  | - 10.9%                    | 187                 | - 9.7%                   | - 9.2%                     |
| \$300,001 and Above    | 1,677             | + 59.9%                  | - 14.7%                    | 8.7               | + 35.9%                  | - 6.9%                     | 215                 | + 5.9%                   | - 8.1%                     |
| Total                  | 6,244             | + 10.2%                  | - 9.1%                     | 10.3              | + 10.8%                  | - 0.8%                     | 676                 | - 15.8%                  | - 9.4%                     |

### Showings















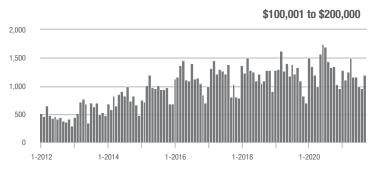


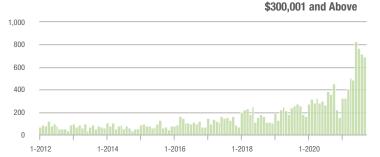
### Gastonia, NC

|                        | Total<br>Showings |                          |                            | (6                | Buyer Inte<br>Showings/L |                            | Managed<br>Listings |                          |                            |  |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|--------------------------|----------------------------|---------------------|--------------------------|----------------------------|--|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021   | Year-Over-Year<br>Change | Month-Over-Month<br>Change |  |
| \$100,000 and Below    | 112               | - 69.0%                  | - 4.3%                     | 4.8               | - 58.3%                  | + 23.1%                    | 28                  | - 47.2%                  | - 30.0%                    |  |
| \$100,001 to \$200,000 | 1,198             | - 9.9%                   | + 25.4%                    | 13.2              | + 4.8%                   | + 9.3%                     | 92                  | - 22.7%                  | + 12.2%                    |  |
| \$200,001 to \$300,000 | 931               | + 22.8%                  | - 33.5%                    | 11.4              | + 9.6%                   | - 22.4%                    | 84                  | + 10.5%                  | - 14.3%                    |  |
| \$300,001 and Above    | 693               | + 93.6%                  | - 4.0%                     | 9.0               | + 40.6%                  | - 5.2%                     | 85                  | + 21.4%                  | - 1.2%                     |  |
| Total                  | 2,934             | + 4.6%                   | - 8.1%                     | 10.8              | + 1.9%                   | - 5.1%                     | 289                 | - 9.1%                   | - 5.6%                     |  |

#### Showings













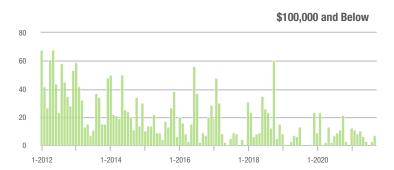




### Huntersville, NC

|                        | Total<br>Showings |                          |                            | (6                | Buyer Inte<br>Showings/L |                            | Managed<br>Listings |                          |                            |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|--------------------------|----------------------------|---------------------|--------------------------|----------------------------|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021   | Year-Over-Year<br>Change | Month-Over-Month<br>Change |
| \$100,000 and Below    | 7                 | - 36.4%                  | + 133.3%                   | 1.3               | + 8.3%                   | + 77.8%                    | 5                   | - 50.0%                  | - 16.7%                    |
| \$100,001 to \$200,000 | 18                | - 40.0%                  | + 80.0%                    | 3.6               | - 52.0%                  | + 44.0%                    | 6                   | - 25.0%                  | + 20.0%                    |
| \$200,001 to \$300,000 | 243               | - 74.5%                  | - 35.7%                    | 10.9              | - 24.8%                  | - 5.2%                     | 26                  | - 66.2%                  | - 29.7%                    |
| \$300,001 and Above    | 1,942             | - 5.9%                   | + 5.5%                     | 15.8              | + 51.9%                  | + 24.2%                    | 141                 | - 40.8%                  | - 13.5%                    |
| Total                  | 2,210             | - 27.8%                  | - 1.0%                     | 14.4              | + 29.7%                  | + 19.8%                    | 178                 | - 46.5%                  | - 15.6%                    |

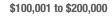
### Showings

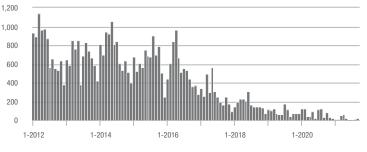












\$300,001 and Above







# **Iredell County, NC**

|                        | Total<br>Showings |                          |                            | (6                | Buyer Inte<br>Showings/L |                            | Managed<br>Listings |                          |                            |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|--------------------------|----------------------------|---------------------|--------------------------|----------------------------|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021   | Year-Over-Year<br>Change | Month-Over-Month<br>Change |
| \$100,000 and Below    | 189               | - 0.5%                   | + 39.0%                    | 2.3               | 0.0%                     | + 52.4%                    | 145                 | - 32.9%                  | - 14.2%                    |
| \$100,001 to \$200,000 | 810               | - 38.8%                  | + 3.3%                     | 8.0               | - 12.1%                  | + 12.4%                    | 121                 | - 33.1%                  | - 11.0%                    |
| \$200,001 to \$300,000 | 1,554             | + 8.7%                   | - 11.1%                    | 10.6              | + 29.3%                  | + 5.5%                     | 162                 | - 22.5%                  | - 16.1%                    |
| \$300,001 and Above    | 3,891             | + 22.8%                  | + 11.9%                    | 10.2              | + 25.9%                  | + 18.2%                    | 440                 | - 15.4%                  | - 5.4%                     |
| Total                  | 6,444             | + 5.4%                   | + 4.8%                     | 9.2               | + 17.9%                  | + 14.6%                    | 868                 | - 22.9%                  | - 9.9%                     |

### Showings

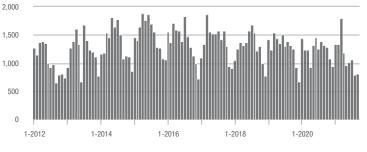




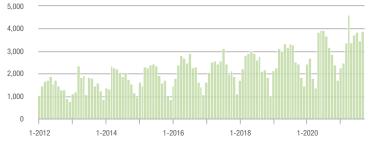
















### Kannapolis, NC

|                        | Total<br>Showings |                          |                            | (6                | Buyer Interest<br>(Showings/Listings) |                            |                   | Managed<br>Listings      |                            |  |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|---------------------------------------|----------------------------|-------------------|--------------------------|----------------------------|--|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change              | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change |  |
| \$100,000 and Below    | 54                | - 55.4%                  | + 5.9%                     | 7.4               | - 16.9%                               | + 21.3%                    | 9                 | - 62.5%                  | - 25.0%                    |  |
| \$100,001 to \$200,000 | 653               | - 14.1%                  | - 9.3%                     | 10.7              | - 3.6%                                | - 23.2%                    | 63                | - 11.3%                  | + 10.5%                    |  |
| \$200,001 to \$300,000 | 741               | + 40.3%                  | + 3.5%                     | 10.8              | - 1.8%                                | + 15.2%                    | 71                | + 24.6%                  | - 10.1%                    |  |
| \$300,001 and Above    | 280               | + 129.5%                 | - 2.4%                     | 8.7               | + 61.1%                               | + 2.0%                     | 33                | + 13.8%                  | - 8.3%                     |  |
| Total                  | 1,728             | + 12.9%                  | - 2.6%                     | 10.3              | + 2.0%                                | - 2.1%                     | 176               | - 2.8%                   | - 4.3%                     |  |

#### Showings

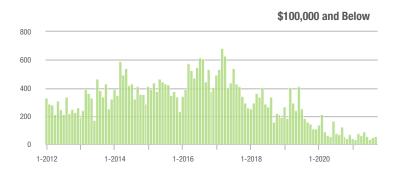
1,200 1,000

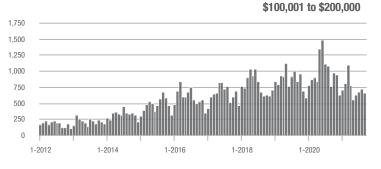
> 800 600

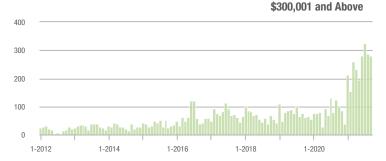
400

200

0















1-2020

\$300,001 and Above

1-2020

### Lake Norman

|                        | Total<br>Showings |                          |                            | (6                | Buyer Inte<br>Showings/L |                            | Managed<br>Listings |                          |                            |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|--------------------------|----------------------------|---------------------|--------------------------|----------------------------|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021   | Year-Over-Year<br>Change | Month-Over-Month<br>Change |
| \$100,000 and Below    | 58                | - 27.5%                  | - 3.3%                     | 1.3               | + 30.0%                  | - 1.4%                     | 78                  | - 44.7%                  | - 8.2%                     |
| \$100,001 to \$200,000 | 92                | - 63.3%                  | + 37.3%                    | 3.9               | - 29.1%                  | + 32.1%                    | 38                  | - 47.9%                  | - 7.3%                     |
| \$200,001 to \$300,000 | 473               | - 27.7%                  | + 9.2%                     | 9.9               | + 22.2%                  | + 25.7%                    | 61                  | - 39.0%                  | - 9.0%                     |
| \$300,001 and Above    | 4,516             | - 4.7%                   | - 2.4%                     | 12.0              | + 13.2%                  | + 8.3%                     | 437                 | - 25.0%                  | - 9.7%                     |
| Total                  | 5,139             | - 10.3%                  | - 0.9%                     | 10.8              | + 16.1%                  | + 8.7%                     | 614                 | - 31.5%                  | - 9.3%                     |

1,000

800

600

400

200

0

7.000

6,000 5,000

4,000

3,000

2,000 1,000

0

1-2012

1-2012

1-2014

1-2014

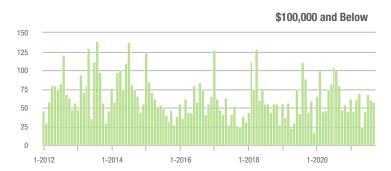
1-2016

1-2016

1-2018

1-2018

#### **Showings**









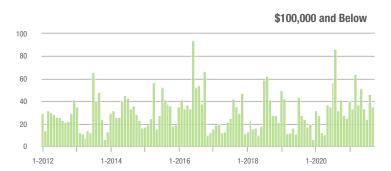


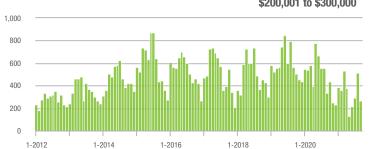


# Lake Wylie

|                        | Total<br>Showings |                          |                            | (0                | Buyer Inte<br>Showings/L |                            | Managed<br>Listings |                          |                            |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|--------------------------|----------------------------|---------------------|--------------------------|----------------------------|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021   | Year-Over-Year<br>Change | Month-Over-Month<br>Change |
| \$100,000 and Below    | 35                | + 9.4%                   | - 23.9%                    | 1.3               | + 18.2%                  | 0.0%                       | 39                  | - 45.1%                  | - 11.4%                    |
| \$100,001 to \$200,000 | 35                | - 47.8%                  | - 32.7%                    | 2.5               | - 21.9%                  | + 1.8%                     | 24                  | - 41.5%                  | - 20.0%                    |
| \$200,001 to \$300,000 | 266               | - 19.4%                  | - 48.4%                    | 9.1               | + 40.0%                  | - 35.0%                    | 37                  | - 62.2%                  | - 17.8%                    |
| \$300,001 and Above    | 1,939             | - 2.2%                   | - 1.9%                     | 11.5              | + 49.4%                  | + 17.4%                    | 190                 | - 36.7%                  | - 16.7%                    |
| Total                  | 2,275             | - 5.6%                   | - 12.2%                    | 10.0              | + 44.9%                  | + 5.7%                     | 290                 | - 43.1%                  | - 16.4%                    |

#### **Showings**

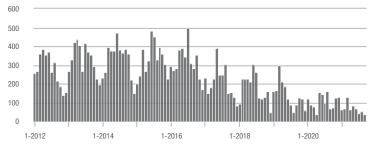


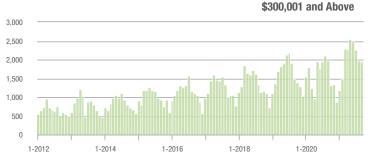
















# Lancaster County, SC

|                        | Total<br>Showings |                          |                            | (6                | Buyer Inte<br>Showings/L |                            | Managed<br>Listings |                          |                            |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|--------------------------|----------------------------|---------------------|--------------------------|----------------------------|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021   | Year-Over-Year<br>Change | Month-Over-Month<br>Change |
| \$100,000 and Below    | 40                | - 73.0%                  | - 34.4%                    | 2.4               | - 33.3%                  | - 21.9%                    | 35                  | - 55.7%                  | - 16.7%                    |
| \$100,001 to \$200,000 | 328               | - 6.6%                   | - 19.2%                    | 5.8               | + 1.8%                   | - 16.2%                    | 63                  | - 20.3%                  | - 3.1%                     |
| \$200,001 to \$300,000 | 625               | - 1.9%                   | + 31.3%                    | 8.2               | - 6.8%                   | + 30.7%                    | 79                  | - 1.3%                   | - 2.5%                     |
| \$300,001 and Above    | 1,679             | + 11.9%                  | - 0.4%                     | 11.3              | + 54.8%                  | + 8.6%                     | 176                 | - 34.6%                  | - 8.8%                     |
| Total                  | 2,672             | + 1.4%                   | + 1.7%                     | 9.0               | + 28.6%                  | + 8.3%                     | 353                 | - 30.4%                  | - 7.3%                     |

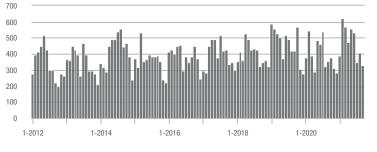
#### Showings



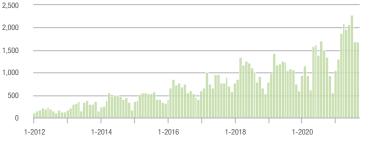








\$300,001 and Above







1-2020

\$300,001 and Above

1-2020

# **Lincoln County, NC**

|                        | Total<br>Showings |                          |                            | (6                | Buyer Inte<br>Showings/L |                            | Managed<br>Listings |                          |                            |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|--------------------------|----------------------------|---------------------|--------------------------|----------------------------|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021   | Year-Over-Year<br>Change | Month-Over-Month<br>Change |
| \$100,000 and Below    | 53                | - 69.0%                  | - 57.3%                    | 1.6               | - 60.0%                  | - 51.3%                    | 64                  | - 40.7%                  | - 9.9%                     |
| \$100,001 to \$200,000 | 297               | - 56.4%                  | - 49.7%                    | 6.3               | - 44.2%                  | - 35.0%                    | 55                  | - 19.1%                  | - 22.5%                    |
| \$200,001 to \$300,000 | 666               | + 8.1%                   | + 15.0%                    | 11.0              | + 41.0%                  | + 8.0%                     | 68                  | - 22.7%                  | + 4.6%                     |
| \$300,001 and Above    | 1,498             | + 15.6%                  | - 8.0%                     | 9.5               | + 31.9%                  | + 2.8%                     | 186                 | - 21.5%                  | - 12.3%                    |
| Total                  | 2,514             | - 9.0%                   | - 14.0%                    | 8.5               | + 10.4%                  | - 4.2%                     | 373                 | - 25.5%                  | - 11.0%                    |

800

600

400

200

0

1.750

1,500

1,250

1,000 750

500

250

0

1-2012

1-2012

1-2014

1-2014

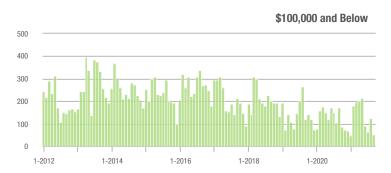
1-2016

1-2016

1-2018

1-2018

### Showings







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

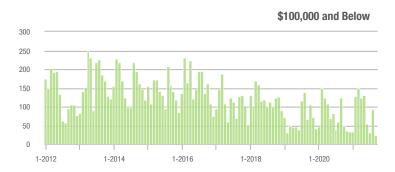


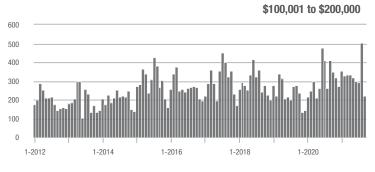


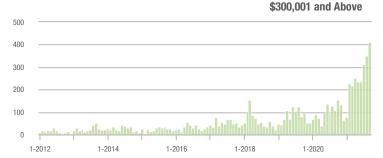
### Lincolnton, NC

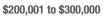
|                        | Total<br>Showings |                          |                            | (6                | Buyer Inte<br>Showings/L |                            | Managed<br>Listings |                          |                            |  |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|--------------------------|----------------------------|---------------------|--------------------------|----------------------------|--|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021   | Year-Over-Year<br>Change | Month-Over-Month<br>Change |  |
| \$100,000 and Below    | 24                | - 80.5%                  | - 73.9%                    | 1.6               | - 79.7%                  | - 71.7%                    | 26                  | - 42.2%                  | - 13.3%                    |  |
| \$100,001 to \$200,000 | 221               | - 46.0%                  | - 56.2%                    | 7.1               | - 53.0%                  | - 36.3%                    | 34                  | + 9.7%                   | - 32.0%                    |  |
| \$200,001 to \$300,000 | 400               | + 46.5%                  | + 46.0%                    | 10.4              | + 33.3%                  | + 25.5%                    | 42                  | + 2.4%                   | + 13.5%                    |  |
| \$300,001 and Above    | 409               | + 282.2%                 | + 16.9%                    | 8.3               | + 107.5%                 | + 18.1%                    | 55                  | + 44.7%                  | - 8.3%                     |  |
| Total                  | 1,054             | + 15.6%                  | - 13.7%                    | 8.0               | - 9.1%                   | - 5.4%                     | 157                 | + 1.3%                   | - 11.3%                    |  |

### Showings













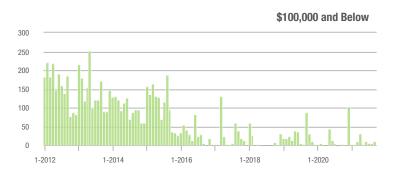




### **Matthews**, NC

|                        | Total<br>Showings |                          |                            | (0                | Buyer Inte<br>Showings/L |                            | Managed<br>Listings |                          |                            |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|--------------------------|----------------------------|---------------------|--------------------------|----------------------------|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021   | Year-Over-Year<br>Change | Month-Over-Month<br>Change |
| \$100,000 and Below    | 9                 | _                        | + 50.0%                    | 4.5               |                          | + 200.0%                   | 2                   | + 100.0%                 | - 33.3%                    |
| \$100,001 to \$200,000 | 8                 | - 93.5%                  | - 75.0%                    | 2.0               | - 85.1%                  | - 62.5%                    | 5                   | - 50.0%                  | - 28.6%                    |
| \$200,001 to \$300,000 | 403               | - 58.3%                  | - 51.1%                    | 22.4              | + 13.7%                  | - 13.1%                    | 18                  | - 64.7%                  | - 43.8%                    |
| \$300,001 and Above    | 1,973             | + 5.4%                   | - 10.0%                    | 15.2              | + 13.4%                  | - 10.5%                    | 145                 | - 13.2%                  | - 2.7%                     |
| Total                  | 2,393             | - 19.2%                  | - 21.7%                    | 15.5              | + 3.3%                   | - 13.7%                    | 170                 | - 25.8%                  | - 11.0%                    |

### Showings

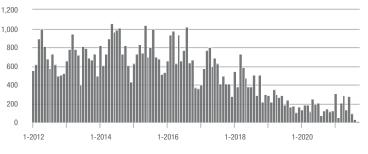


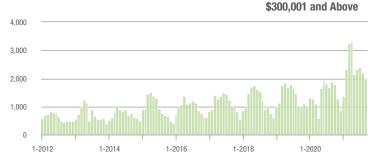












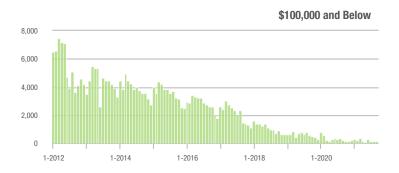




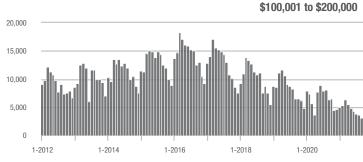
### **Mecklenburg County, NC**

|                        | Total<br>Showings |                          |                            | (5                | Buyer Interest<br>(Showings/Listings) |                            |                   | Managed<br>Listings      |                            |  |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|---------------------------------------|----------------------------|-------------------|--------------------------|----------------------------|--|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change              | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change |  |
| \$100,000 and Below    | 117               | - 43.8%                  | + 13.6%                    | 2.7               | - 12.9%                               | + 10.6%                    | 54                | - 40.0%                  | 0.0%                       |  |
| \$100,001 to \$200,000 | 3,110             | - 50.2%                  | - 14.0%                    | 14.3              | - 0.7%                                | - 0.7%                     | 233               | - 49.2%                  | - 14.7%                    |  |
| \$200,001 to \$300,000 | 9,981             | - 26.7%                  | - 3.1%                     | 15.6              | + 15.6%                               | + 3.5%                     | 674               | - 37.9%                  | - 7.2%                     |  |
| \$300,001 and Above    | 22,583            | + 15.7%                  | - 2.2%                     | 11.8              | + 32.6%                               | + 0.8%                     | 2,062             | - 19.5%                  | - 4.4%                     |  |
| Total                  | 35,791            | - 9.6%                   | - 3.5%                     | 12.7              | + 17.6%                               | + 1.1%                     | 3,023             | - 28.0%                  | - 5.9%                     |  |

### Showings











Current as of October 5, 2021. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2021 ShowingTime.

\$200,001 to \$300,000

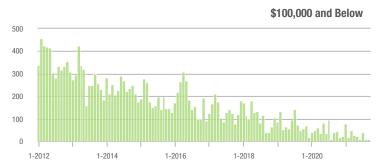




### Monroe, NC

|                        | Total<br>Showings |                          |                            | (8                | Buyer Inte<br>Showings/L |                            | Managed<br>Listings |                          |                            |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|--------------------------|----------------------------|---------------------|--------------------------|----------------------------|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021   | Year-Over-Year<br>Change | Month-Over-Month<br>Change |
| \$100,000 and Below    | 9                 | - 75.7%                  | 0.0%                       | 1.1               | - 65.6%                  | + 1.6%                     | 9                   | - 59.1%                  | - 10.0%                    |
| \$100,001 to \$200,000 | 177               | - 68.8%                  | + 6.0%                     | 7.0               | - 47.0%                  | + 11.4%                    | 28                  | - 47.2%                  | - 9.7%                     |
| \$200,001 to \$300,000 | 601               | - 36.7%                  | - 31.3%                    | 13.3              | + 26.7%                  | - 6.9%                     | 50                  | - 49.5%                  | - 26.5%                    |
| \$300,001 and Above    | 879               | + 47.5%                  | - 30.8%                    | 8.3               | - 1.2%                   | - 12.4%                    | 121                 | + 31.5%                  | - 18.8%                    |
| Total                  | 1,666             | - 22.5%                  | - 28.3%                    | 9.1               | - 9.0%                   | - 10.0%                    | 208                 | - 21.8%                  | - 19.4%                    |

### Showings



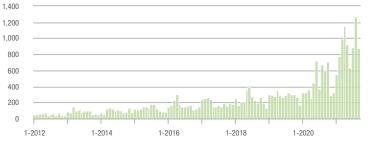




1,500 1,250 1,000 750 500 250 0 1-2012 1-2014 1-2016 1-2018 1-2020



\$100,001 to \$200,000







1-2020

\$300,001 and Above

1-2020

1-2018

1-2018

### **Montgomery County, NC**

|                        | Total<br>Showings |                          |                            | (6                | Buyer Interest<br>(Showings/Listings) |                            |                   | Managed<br>Listings      |                            |  |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|---------------------------------------|----------------------------|-------------------|--------------------------|----------------------------|--|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change              | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change |  |
| \$100,000 and Below    | 112               | + 57.7%                  | + 13.1%                    | 2.3               | + 109.1%                              | + 12.2%                    | 90                | - 30.8%                  | + 1.1%                     |  |
| \$100,001 to \$200,000 | 145               | + 123.1%                 | - 15.2%                    | 3.7               | + 15.6%                               | - 7.8%                     | 47                | + 6.8%                   | - 9.6%                     |  |
| \$200,001 to \$300,000 | 51                | + 4.1%                   | + 104.0%                   | 5.6               | + 27.3%                               | + 44.9%                    | 10                | - 37.5%                  | + 25.0%                    |  |
| \$300,001 and Above    | 190               | + 61.0%                  | + 1.1%                     | 6.3               | + 85.3%                               | + 1.7%                     | 38                | - 25.5%                  | 0.0%                       |  |
| Total                  | 498               | + 64.4%                  | + 3.1%                     | 4.0               | + 66.7%                               | + 1.8%                     | 185               | - 23.2%                  | - 1.1%                     |  |

200

150

100

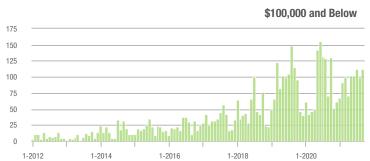
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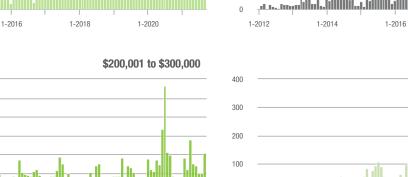
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1-2012

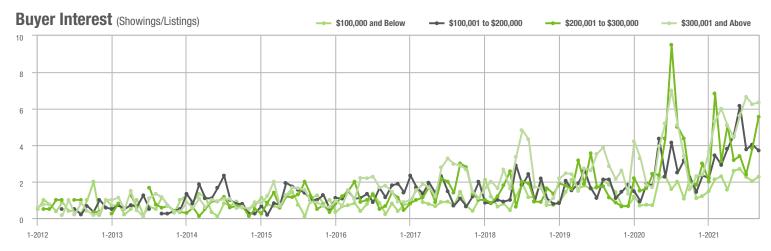
1-2014

#### **Showings**









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1-2016

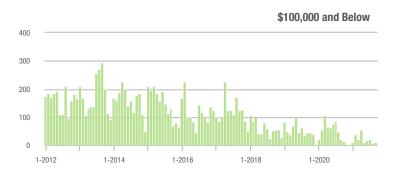




### **Mooresville, NC**

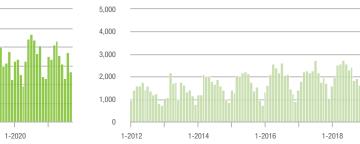
|                        |                   | Total<br>Showings        |                            |                   | Buyer Inte<br>Showings/L |                            | Managed<br>Listings |                          |                            |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|--------------------------|----------------------------|---------------------|--------------------------|----------------------------|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021   | Year-Over-Year<br>Change | Month-Over-Month<br>Change |
| \$100,000 and Below    | 9                 | - 57.1%                  | + 12.5%                    | 0.4               | - 66.7%                  | - 39.6%                    | 27                  | - 32.5%                  | + 8.0%                     |
| \$100,001 to \$200,000 | 205               | - 64.3%                  | - 13.5%                    | 6.5               | - 50.0%                  | - 17.3%                    | 40                  | - 33.3%                  | 0.0%                       |
| \$200,001 to \$300,000 | 661               | - 27.8%                  | - 28.5%                    | 12.2              | + 31.2%                  | - 0.8%                     | 58                  | - 48.2%                  | - 29.3%                    |
| \$300,001 and Above    | 2,994             | + 12.3%                  | + 12.7%                    | 11.6              | + 28.9%                  | + 22.4%                    | 297                 | - 22.5%                  | - 6.3%                     |
| Total                  | 3,869             | - 7.3%                   | + 1.1%                     | 10.8              | + 17.4%                  | + 12.3%                    | 422                 | - 29.1%                  | - 9.1%                     |

### Showings



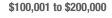






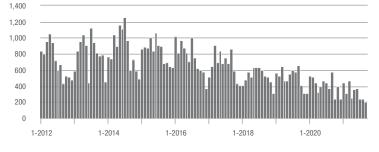


Current as of October 5, 2021. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2021 ShowingTime.



\$300,001 and Above

1-2020





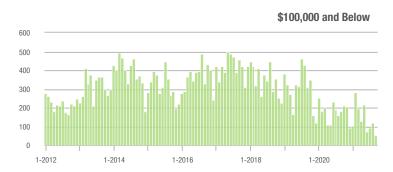


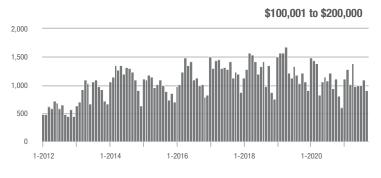
### **Rock Hill, SC**

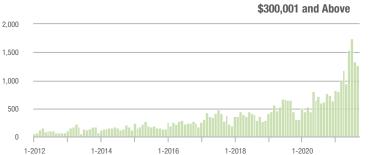
|                        | Total<br>Showings |                          |                            | (6                | Buyer Inte<br>Showings/L |                            | Managed<br>Listings |                          |                            |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|--------------------------|----------------------------|---------------------|--------------------------|----------------------------|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021   | Year-Over-Year<br>Change | Month-Over-Month<br>Change |
| \$100,000 and Below    | 51                | - 71.2%                  | - 56.0%                    | 3.9               | - 29.1%                  | - 36.5%                    | 27                  | - 56.5%                  | - 27.0%                    |
| \$100,001 to \$200,000 | 898               | - 4.6%                   | - 17.6%                    | 11.8              | + 13.5%                  | - 11.5%                    | 83                  | - 16.2%                  | - 6.7%                     |
| \$200,001 to \$300,000 | 1,433             | - 1.6%                   | - 12.8%                    | 15.1              | + 2.7%                   | - 1.5%                     | 96                  | - 12.7%                  | - 12.7%                    |
| \$300,001 and Above    | 1,263             | + 106.0%                 | - 5.3%                     | 10.6              | + 49.3%                  | - 11.5%                    | 128                 | + 24.3%                  | + 0.8%                     |
| Total                  | 3,645             | + 14.3%                  | - 12.9%                    | 12.0              | + 16.5%                  | - 8.7%                     | 334                 | - 10.7%                  | - 8.0%                     |

### Showings

3 000









\$200,001 to \$300,000





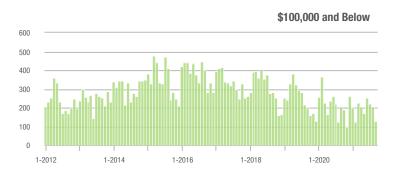


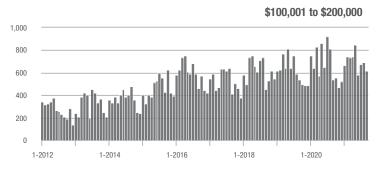


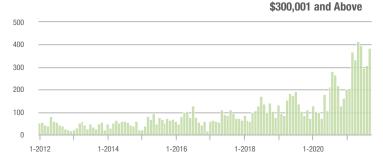
### Salisbury, NC

|                        | Total<br>Showings |                          |                            | (8                | Buyer Inte<br>Showings/L |                            | Managed<br>Listings |                          |                            |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|--------------------------|----------------------------|---------------------|--------------------------|----------------------------|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021   | Year-Over-Year<br>Change | Month-Over-Month<br>Change |
| \$100,000 and Below    | 127               | - 38.6%                  | - 37.7%                    | 3.8               | - 7.3%                   | - 24.4%                    | 41                  | - 57.3%                  | - 19.6%                    |
| \$100,001 to \$200,000 | 613               | + 14.2%                  | - 11.9%                    | 9.1               | + 18.2%                  | - 8.8%                     | 73                  | - 16.1%                  | - 3.9%                     |
| \$200,001 to \$300,000 | 594               | + 8.8%                   | - 12.6%                    | 9.8               | + 15.3%                  | - 4.9%                     | 65                  | - 11.0%                  | - 9.7%                     |
| \$300,001 and Above    | 384               | + 46.0%                  | + 24.3%                    | 6.6               | + 15.8%                  | + 23.8%                    | 62                  | + 6.9%                   | - 7.5%                     |
| Total                  | 1,718             | + 10.6%                  | - 9.1%                     | 7.9               | + 16.2%                  | - 2.6%                     | 241                 | - 23.2%                  | - 9.4%                     |

### Showings













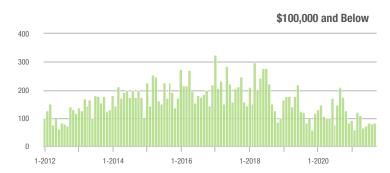


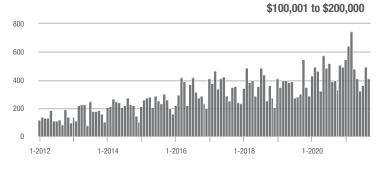


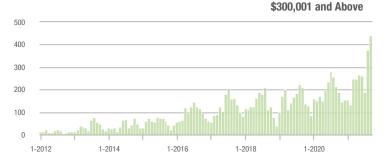
# **Stanly County, NC**

|                        | Total<br>Showings |                          |                            | (0                | Buyer Interest<br>(Showings/Listings) |                            |                   | Managed<br>Listings      |                            |  |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|---------------------------------------|----------------------------|-------------------|--------------------------|----------------------------|--|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change              | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change |  |
| \$100,000 and Below    | 83                | - 60.1%                  | + 7.8%                     | 3.3               | - 54.8%                               | + 41.1%                    | 37                | - 46.4%                  | - 17.8%                    |  |
| \$100,001 to \$200,000 | 412               | + 4.3%                   | - 15.7%                    | 7.7               | + 14.9%                               | - 18.3%                    | 57                | - 29.6%                  | + 1.8%                     |  |
| \$200,001 to \$300,000 | 438               | + 38.6%                  | + 3.1%                     | 9.3               | + 55.0%                               | + 24.4%                    | 53                | - 24.3%                  | - 20.9%                    |  |
| \$300,001 and Above    | 439               | + 106.1%                 | + 17.4%                    | 6.3               | + 31.3%                               | + 3.9%                     | 79                | + 21.5%                  | + 3.9%                     |  |
| Total                  | 1,372             | + 21.2%                  | + 0.5%                     | 7.0               | + 12.9%                               | + 4.0%                     | 226               | - 20.7%                  | - 7.4%                     |  |

### Showings









1-2018

1-2020

1-2016

1-2014

1-2012



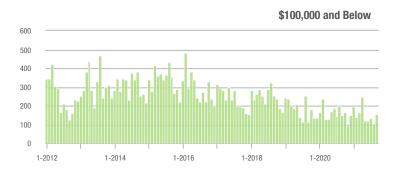


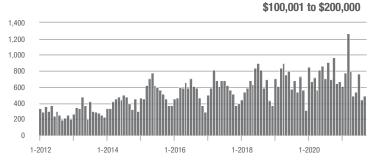


### Statesville, NC

|                        | Total<br>Showings |                          |                            | (6                | Buyer Inte<br>Showings/L |                            | Managed<br>Listings |                          |                            |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|--------------------------|----------------------------|---------------------|--------------------------|----------------------------|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021   | Year-Over-Year<br>Change | Month-Over-Month<br>Change |
| \$100,000 and Below    | 153               | + 2.0%                   | + 51.5%                    | 3.6               | + 9.1%                   | + 76.3%                    | 90                  | - 29.1%                  | - 11.8%                    |
| \$100,001 to \$200,000 | 487               | - 29.9%                  | + 10.2%                    | 9.5               | + 20.3%                  | + 27.7%                    | 62                  | - 39.2%                  | - 17.3%                    |
| \$200,001 to \$300,000 | 749               | + 98.7%                  | + 9.5%                     | 10.4              | + 65.1%                  | + 14.9%                    | 78                  | + 4.0%                   | - 6.0%                     |
| \$300,001 and Above    | 507               | + 85.7%                  | + 2.2%                     | 6.7               | + 26.4%                  | + 5.0%                     | 92                  | + 13.6%                  | - 4.2%                     |
| Total                  | 1,896             | + 26.8%                  | + 10.0%                    | 7.9               | + 25.4%                  | + 18.9%                    | 322                 | - 16.4%                  | - 9.6%                     |

### Showings











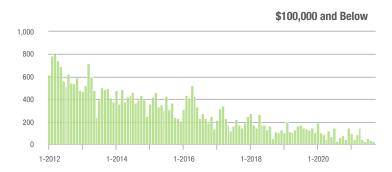




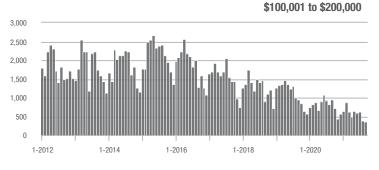
# **Union County, NC**

|                        | Total<br>Showings |                          |                            | (6                | Buyer Inte<br>Showings/L |                            | Managed<br>Listings |                          |                            |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|--------------------------|----------------------------|---------------------|--------------------------|----------------------------|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021   | Year-Over-Year<br>Change | Month-Over-Month<br>Change |
| \$100,000 and Below    | 22                | - 61.4%                  | - 31.3%                    | 1.2               | - 25.0%                  | - 11.1%                    | 22                  | - 69.4%                  | - 26.7%                    |
| \$100,001 to \$200,000 | 360               | - 61.5%                  | - 7.5%                     | 7.0               | - 38.1%                  | + 3.7%                     | 58                  | - 54.7%                  | - 13.4%                    |
| \$200,001 to \$300,000 | 1,237             | - 41.5%                  | - 47.2%                    | 12.2              | + 18.4%                  | - 20.4%                    | 112                 | - 50.7%                  | - 33.3%                    |
| \$300,001 and Above    | 5,173             | - 1.3%                   | - 21.5%                    | 12.3              | + 17.1%                  | - 9.3%                     | 460                 | - 24.5%                  | - 13.2%                    |
| Total                  | 6,792             | - 18.6%                  | - 27.4%                    | 11.6              | + 13.7%                  | - 11.5%                    | 652                 | - 37.1%                  | - 18.0%                    |

### Showings











Current as of October 5, 2021. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2021 ShowingTime.

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





1-2020

### **Uptown Charlotte**

| Total<br>Showings      |                   |                          | (0                         | Buyer Inte<br>Showings/L |                          | Managed<br>Listings        |                   |                          |                            |
|------------------------|-------------------|--------------------------|----------------------------|--------------------------|--------------------------|----------------------------|-------------------|--------------------------|----------------------------|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021        | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>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 | 111               | + 50.0%                  | + 76.2%                    | 18.5                     | + 184.6%                 | + 17.5%                    | 6                 | - 50.0%                  | + 50.0%                    |
| \$200,001 to \$300,000 | 176               | - 45.0%                  | - 29.0%                    | 9.8                      | + 48.5%                  | - 13.3%                    | 18                | - 63.3%                  | - 18.2%                    |
| \$300,001 and Above    | 648               | + 55.8%                  | + 12.7%                    | 10.1                     | + 98.0%                  | + 27.9%                    | 67                | - 22.1%                  | - 13.0%                    |
| Total                  | 935               | + 15.4%                  | + 5.5%                     | 10.6                     | + 82.8%                  | + 18.3%                    | 91                | - 38.1%                  | - 11.7%                    |

400

300

200

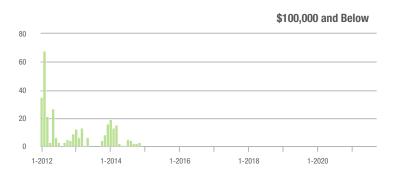
100

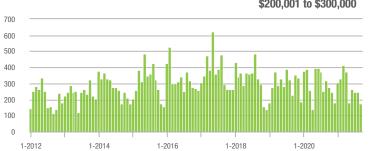
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1-2012

1-2014

### Showings



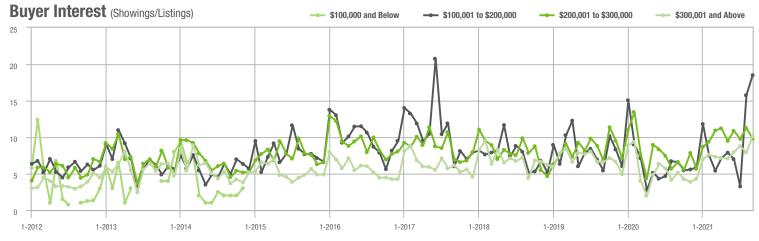


#### \$200,001 to \$300,000



1-2018

1-2016







1-2020

\$300,001 and Above

### Waxhaw, NC

|                        | Total<br>Showings |                          |                            | (6                | Buyer Interest<br>(Showings/Listings) |                            |                   | Managed<br>Listings      |                            |  |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|---------------------------------------|----------------------------|-------------------|--------------------------|----------------------------|--|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change              | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change |  |
| \$100,000 and Below    | 5                 | - 50.0%                  | + 25.0%                    | 2.0               | + 233.3%                              | + 50.0%                    | 5                 | - 82.1%                  | - 16.7%                    |  |
| \$100,001 to \$200,000 | 92                | - 4.2%                   | + 24.3%                    | 6.8               | - 25.3%                               | + 55.5%                    | 15                | - 28.6%                  | - 16.7%                    |  |
| \$200,001 to \$300,000 | 107               | - 53.9%                  | - 81.0%                    | 7.0               | - 11.4%                               | - 63.8%                    | 19                | - 50.0%                  | - 45.7%                    |  |
| \$300,001 and Above    | 2,058             | - 16.8%                  | - 10.9%                    | 14.0              | + 28.4%                               | - 3.4%                     | 155               | - 42.2%                  | - 8.8%                     |  |
| Total                  | 2,262             | - 19.6%                  | - 23.4%                    | 12.7              | + 22.1%                               | - 10.0%                    | 194               | - 45.4%                  | - 15.3%                    |  |

500

400

300

200

100

0

5.000

4,000 3,000

2.000

1,000

0

1-2012

1-2014

1-2016

1-2018

### Showings

30

25

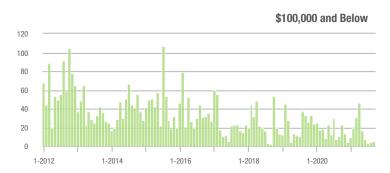
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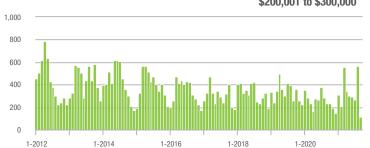
15

10

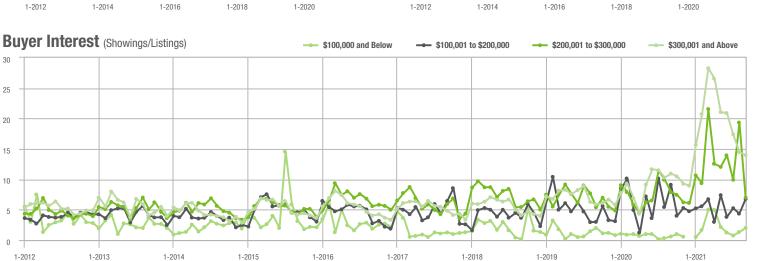
5

0









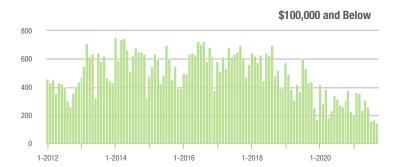




### **York County, SC**

|                        | Total<br>Showings |                          |                            | (6                | Buyer Inte<br>Showings/L |                            | Managed<br>Listings |                          |                            |  |
|------------------------|-------------------|--------------------------|----------------------------|-------------------|--------------------------|----------------------------|---------------------|--------------------------|----------------------------|--|
| Price Range            | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021 | Year-Over-Year<br>Change | Month-Over-Month<br>Change | September<br>2021   | Year-Over-Year<br>Change | Month-Over-Month<br>Change |  |
| \$100,000 and Below    | 142               | - 45.8%                  | - 12.3%                    | 3.3               | - 23.3%                  | + 15.7%                    | 73                  | - 47.9%                  | - 17.0%                    |  |
| \$100,001 to \$200,000 | 1,286             | - 20.2%                  | - 22.3%                    | 9.8               | - 1.0%                   | - 4.6%                     | 149                 | - 30.7%                  | - 18.1%                    |  |
| \$200,001 to \$300,000 | 2,665             | - 5.5%                   | - 18.6%                    | 13.9              | + 20.9%                  | - 2.2%                     | 204                 | - 30.4%                  | - 16.4%                    |  |
| \$300,001 and Above    | 5,102             | + 16.4%                  | + 7.0%                     | 12.5              | + 34.4%                  | + 9.2%                     | 447                 | - 18.4%                  | - 5.3%                     |  |
| Total                  | 9,195             | + 1.3%                   | - 6.7%                     | 11.9              | + 22.7%                  | + 3.2%                     | 873                 | - 27.0%                  | - 11.5%                    |  |

#### **Showings**





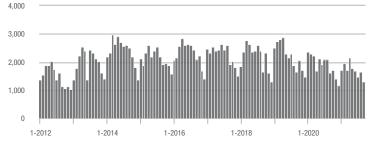


0

1-2012

1-2018

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





1-2020



1-2016

1-2014