

# Local Market Update for January 2019

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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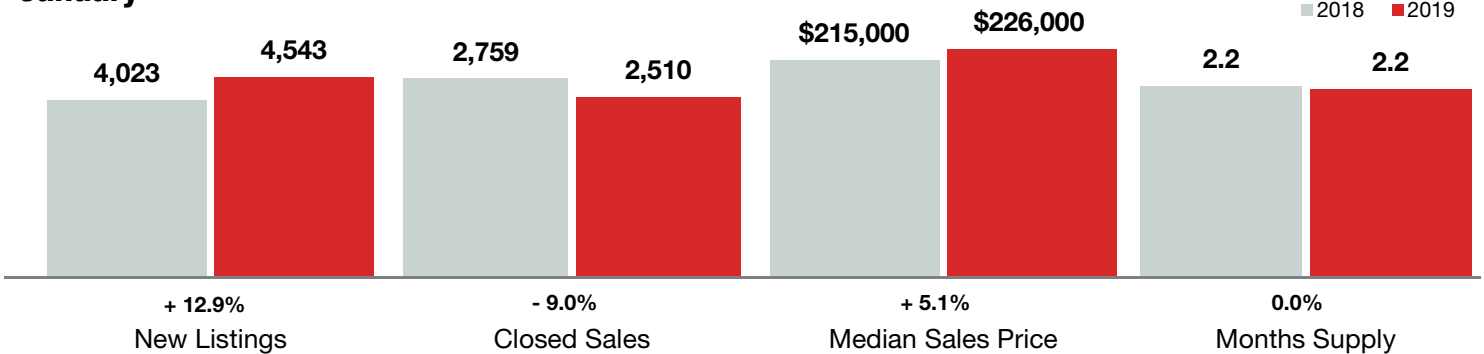
## Charlotte Region

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	4,023	<b>4,543</b>	+ 12.9%	4,023	<b>4,543</b>	+ 12.9%
Pending Sales	3,490	<b>4,010</b>	+ 14.9%	3,490	<b>4,010</b>	+ 14.9%
Closed Sales	2,759	<b>2,510</b>	- 9.0%	2,759	<b>2,510</b>	- 9.0%
Median Sales Price*	\$215,000	<b>\$226,000</b>	+ 5.1%	\$215,000	<b>\$226,000</b>	+ 5.1%
Average Sales Price*	\$263,294	<b>\$268,271</b>	+ 1.9%	\$263,294	<b>\$268,271</b>	+ 1.9%
Percent of Original List Price Received*	96.0%	<b>95.6%</b>	- 0.4%	96.0%	<b>95.6%</b>	- 0.4%
List to Close	105	<b>105</b>	0.0%	105	<b>105</b>	0.0%
Days on Market Until Sale	53	<b>50</b>	- 5.7%	53	<b>50</b>	- 5.7%
Cumulative Days on Market Until Sale	62	<b>59</b>	- 4.8%	62	<b>59</b>	- 4.8%
Inventory of Homes for Sale	9,027	<b>8,723</b>	- 3.4%	--	--	--
Months Supply of Inventory	2.2	<b>2.2</b>	0.0%	--	--	--

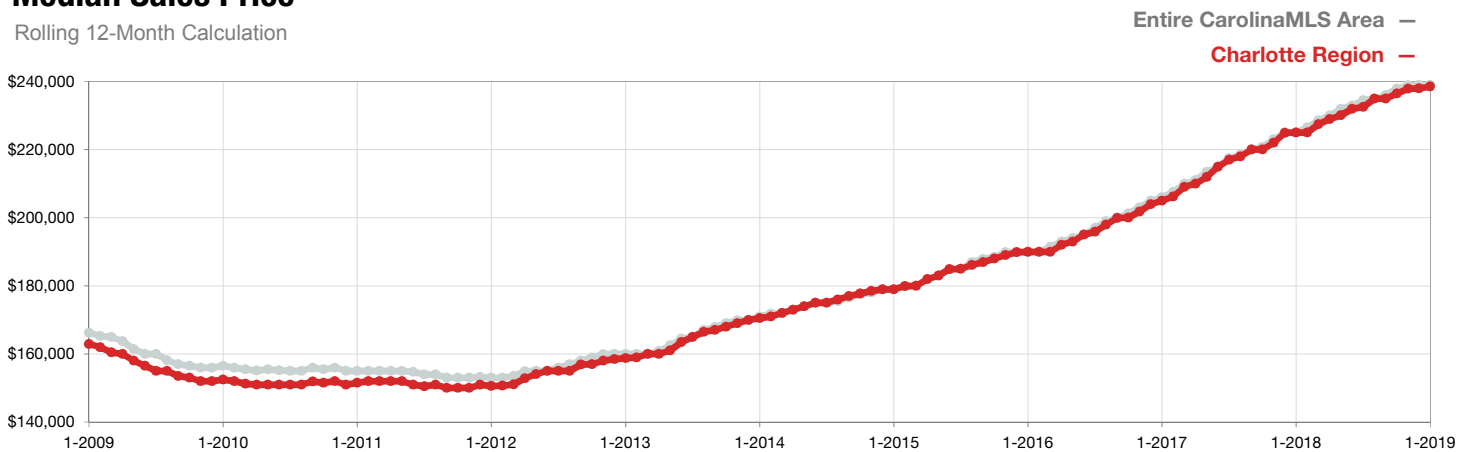
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### January



### Median Sales Price

Rolling 12-Month Calculation



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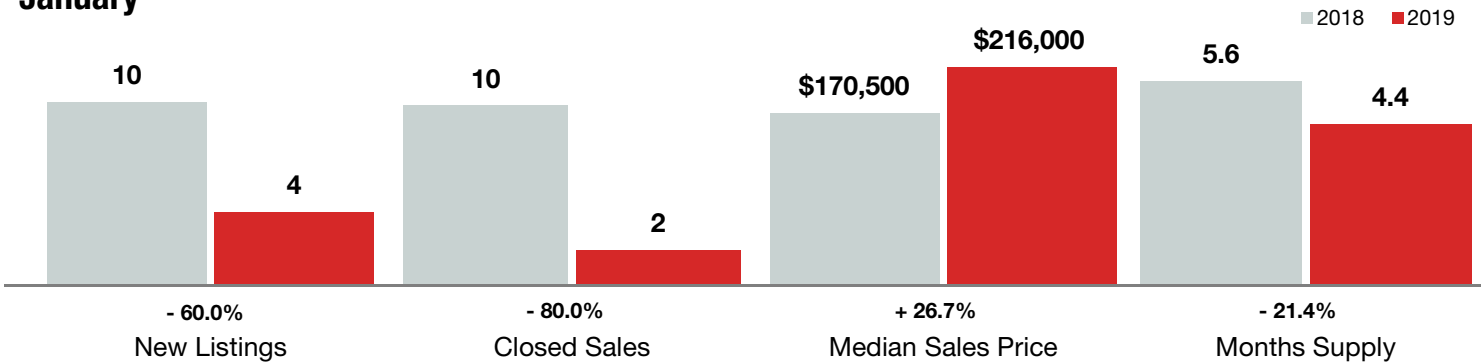
## Alexander County

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	10	4	- 60.0%	10	4	- 60.0%
Pending Sales	5	3	- 40.0%	5	3	- 40.0%
Closed Sales	10	2	- 80.0%	10	2	- 80.0%
Median Sales Price*	\$170,500	<b>\$216,000</b>	+ 26.7%	\$170,500	<b>\$216,000</b>	+ 26.7%
Average Sales Price*	\$200,070	<b>\$216,000</b>	+ 8.0%	\$200,070	<b>\$216,000</b>	+ 8.0%
Percent of Original List Price Received*	90.6%	<b>91.6%</b>	+ 1.1%	90.6%	<b>91.6%</b>	+ 1.1%
List to Close	182	<b>155</b>	- 14.8%	182	<b>155</b>	- 14.8%
Days on Market Until Sale	124	<b>118</b>	- 4.8%	124	<b>118</b>	- 4.8%
Cumulative Days on Market Until Sale	124	<b>118</b>	- 4.8%	124	<b>118</b>	- 4.8%
Inventory of Homes for Sale	72	<b>20</b>	- 72.2%	--	--	--
Months Supply of Inventory	5.6	<b>4.4</b>	- 21.4%	--	--	--

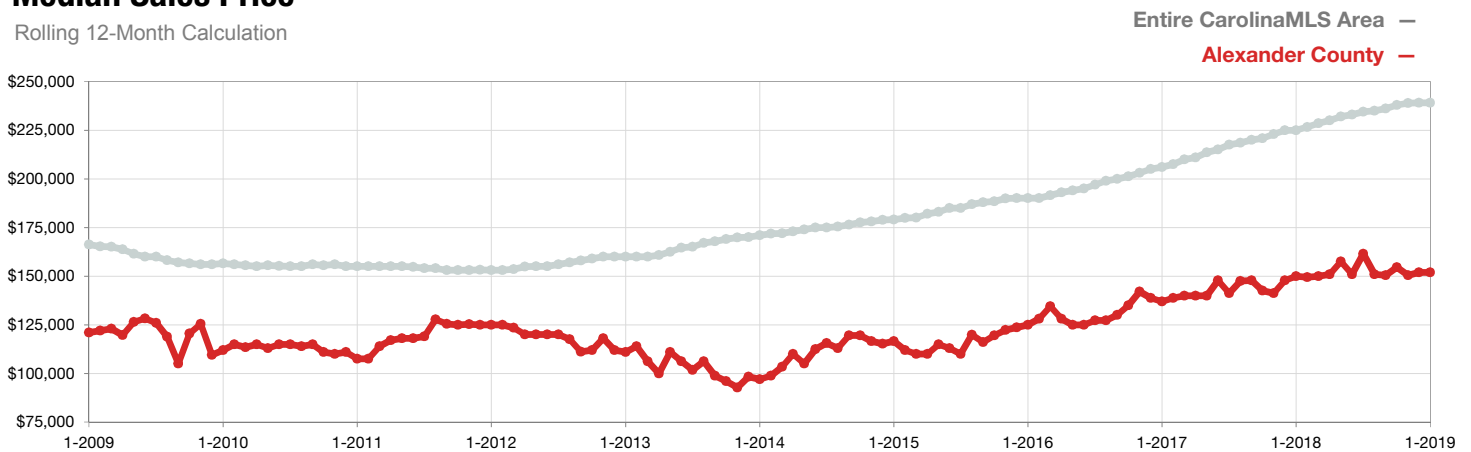
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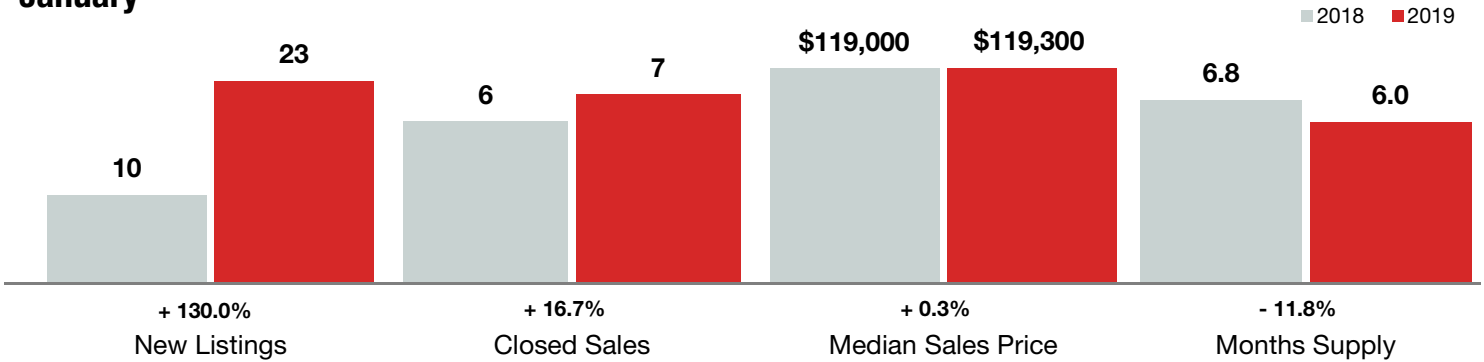
## Anson County

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	10	23	+ 130.0%	10	23	+ 130.0%
Pending Sales	13	16	+ 23.1%	13	16	+ 23.1%
Closed Sales	6	7	+ 16.7%	6	7	+ 16.7%
Median Sales Price*	\$119,000	\$119,300	+ 0.3%	\$119,000	\$119,300	+ 0.3%
Average Sales Price*	\$124,733	\$106,614	- 14.5%	\$124,733	\$106,614	- 14.5%
Percent of Original List Price Received*	84.6%	87.1%	+ 3.0%	84.6%	87.1%	+ 3.0%
List to Close	280	152	- 45.7%	280	152	- 45.7%
Days on Market Until Sale	319	113	- 64.6%	319	113	- 64.6%
Cumulative Days on Market Until Sale	319	113	- 64.6%	319	113	- 64.6%
Inventory of Homes for Sale	81	64	- 21.0%	--	--	--
Months Supply of Inventory	6.8	6.0	- 11.8%	--	--	--

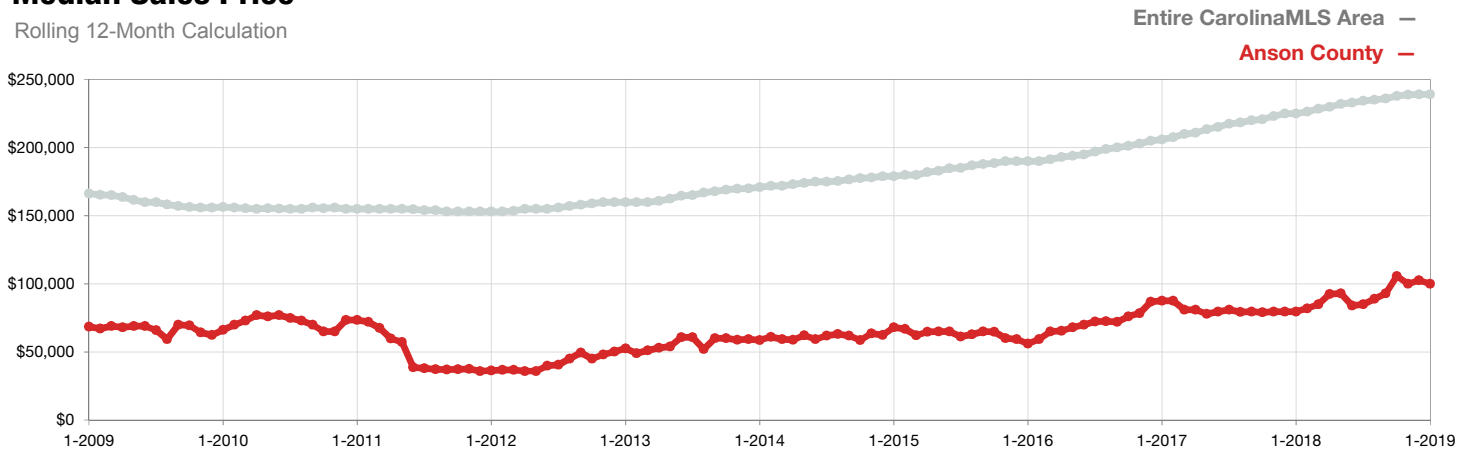
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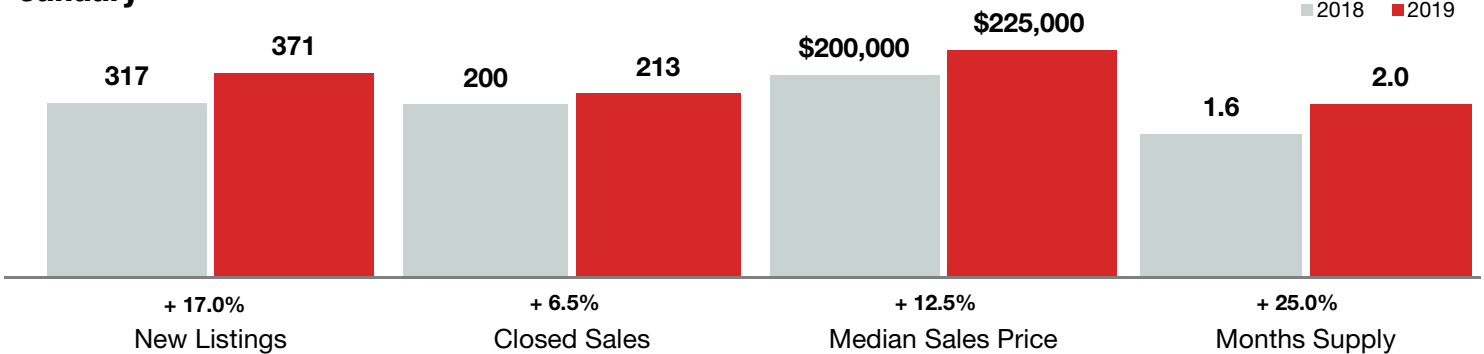
## Cabarrus County

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	317	371	+ 17.0%	317	371	+ 17.0%
Pending Sales	267	324	+ 21.3%	267	324	+ 21.3%
Closed Sales	200	213	+ 6.5%	200	213	+ 6.5%
Median Sales Price*	\$200,000	\$225,000	+ 12.5%	\$200,000	\$225,000	+ 12.5%
Average Sales Price*	\$223,177	\$247,499	+ 10.9%	\$223,177	\$247,499	+ 10.9%
Percent of Original List Price Received*	96.2%	95.5%	- 0.7%	96.2%	95.5%	- 0.7%
List to Close	94	104	+ 10.6%	94	104	+ 10.6%
Days on Market Until Sale	42	49	+ 16.7%	42	49	+ 16.7%
Cumulative Days on Market Until Sale	47	62	+ 31.9%	47	62	+ 31.9%
Inventory of Homes for Sale	516	640	+ 24.0%	--	--	--
Months Supply of Inventory	1.6	2.0	+ 25.0%	--	--	--

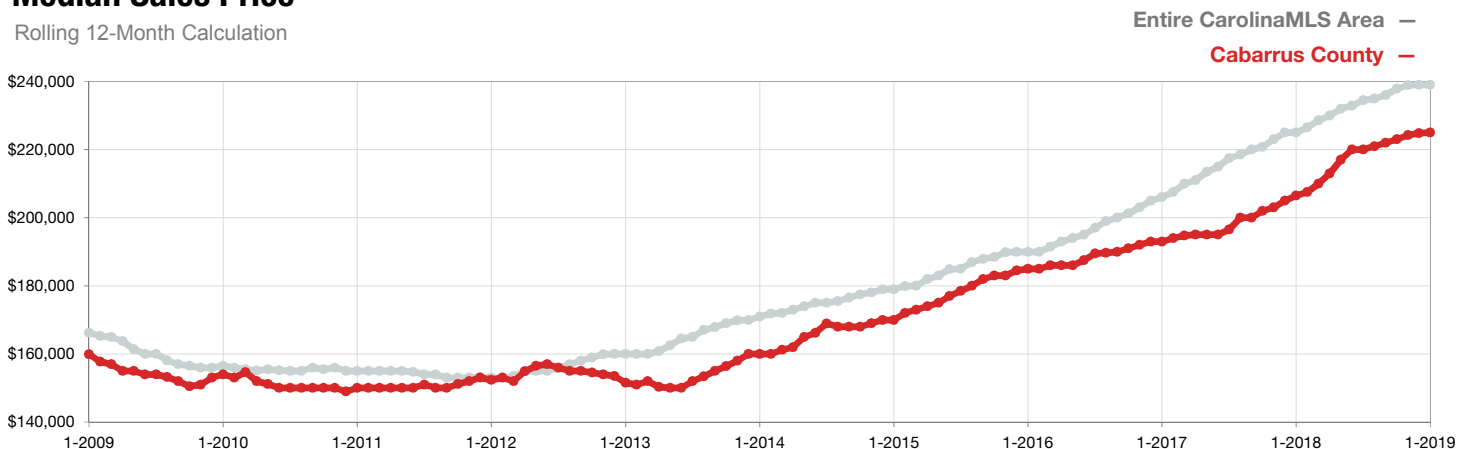
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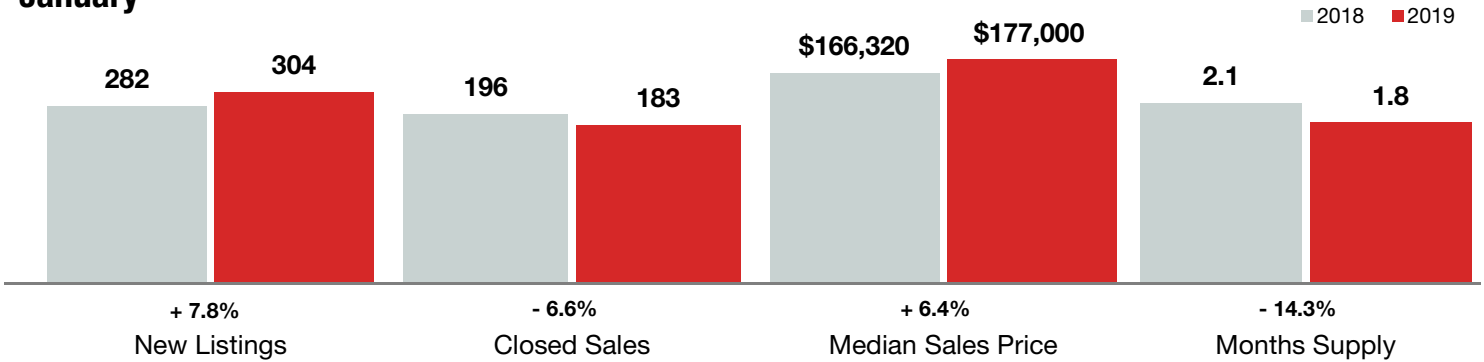
## Gaston County

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	282	304	+ 7.8%	282	304	+ 7.8%
Pending Sales	271	290	+ 7.0%	271	290	+ 7.0%
Closed Sales	196	183	- 6.6%	196	183	- 6.6%
Median Sales Price*	\$166,320	\$177,000	+ 6.4%	\$166,320	\$177,000	+ 6.4%
Average Sales Price*	\$174,764	\$194,224	+ 11.1%	\$174,764	\$194,224	+ 11.1%
Percent of Original List Price Received*	96.7%	95.0%	- 1.8%	96.7%	95.0%	- 1.8%
List to Close	97	105	+ 8.2%	97	105	+ 8.2%
Days on Market Until Sale	42	48	+ 14.3%	42	48	+ 14.3%
Cumulative Days on Market Until Sale	53	53	0.0%	53	53	0.0%
Inventory of Homes for Sale	573	517	- 9.8%	--	--	--
Months Supply of Inventory	2.1	1.8	- 14.3%	--	--	--

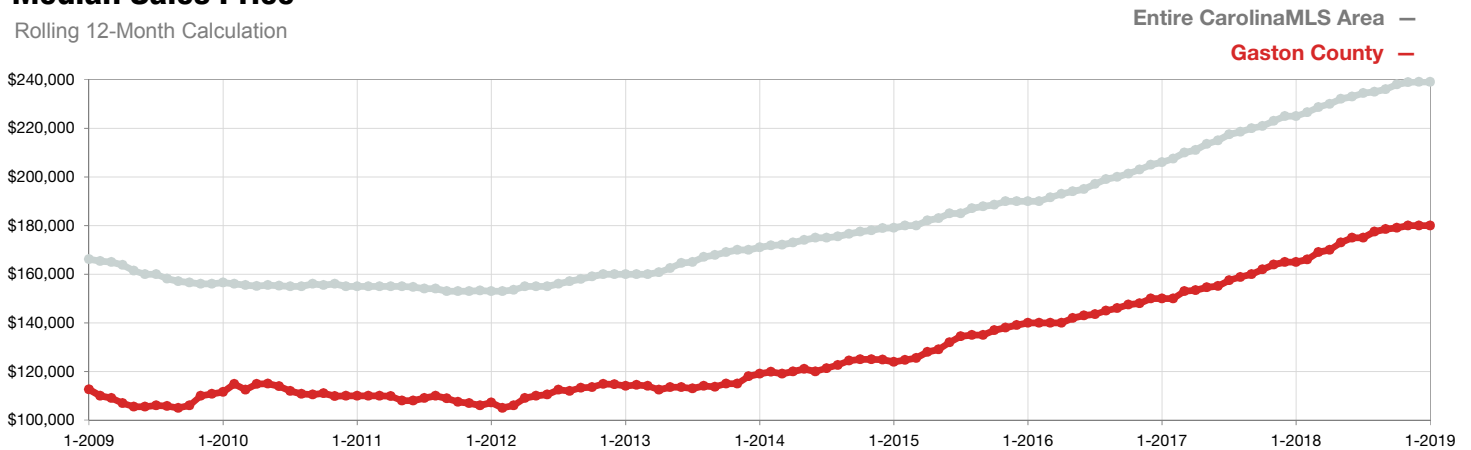
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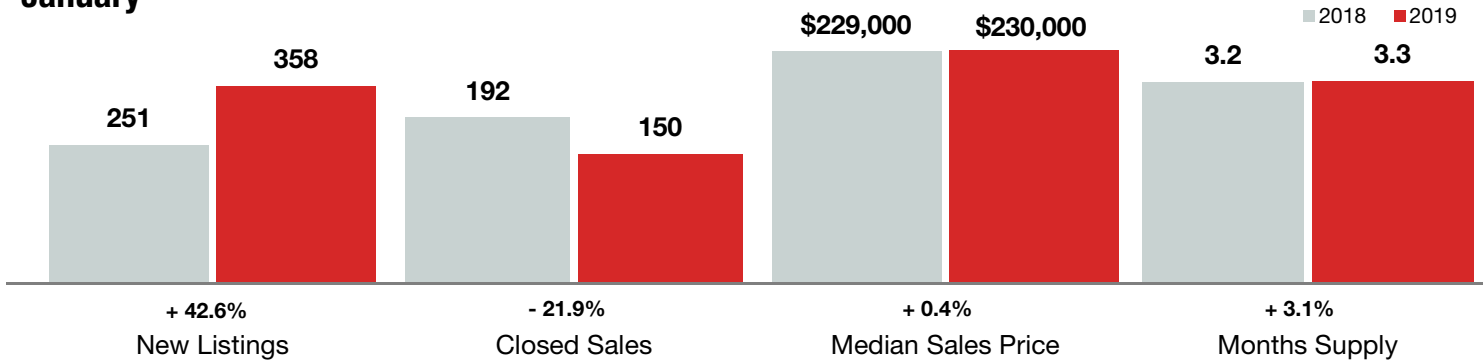
## Iredell County

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	251	<b>358</b>	+ 42.6%	251	<b>358</b>	+ 42.6%
Pending Sales	220	<b>298</b>	+ 35.5%	220	<b>298</b>	+ 35.5%
Closed Sales	192	<b>150</b>	- 21.9%	192	<b>150</b>	- 21.9%
Median Sales Price*	\$229,000	<b>\$230,000</b>	+ 0.4%	\$229,000	<b>\$230,000</b>	+ 0.4%
Average Sales Price*	\$294,957	<b>\$312,792</b>	+ 6.0%	\$294,957	<b>\$312,792</b>	+ 6.0%
Percent of Original List Price Received*	94.7%	<b>93.3%</b>	- 1.5%	94.7%	<b>93.3%</b>	- 1.5%
List to Close	122	<b>112</b>	- 8.2%	122	<b>112</b>	- 8.2%
Days on Market Until Sale	71	<b>60</b>	- 15.5%	71	<b>60</b>	- 15.5%
Cumulative Days on Market Until Sale	83	<b>74</b>	- 10.8%	83	<b>74</b>	- 10.8%
Inventory of Homes for Sale	856	<b>890</b>	+ 4.0%	--	--	--
Months Supply of Inventory	3.2	<b>3.3</b>	+ 3.1%	--	--	--

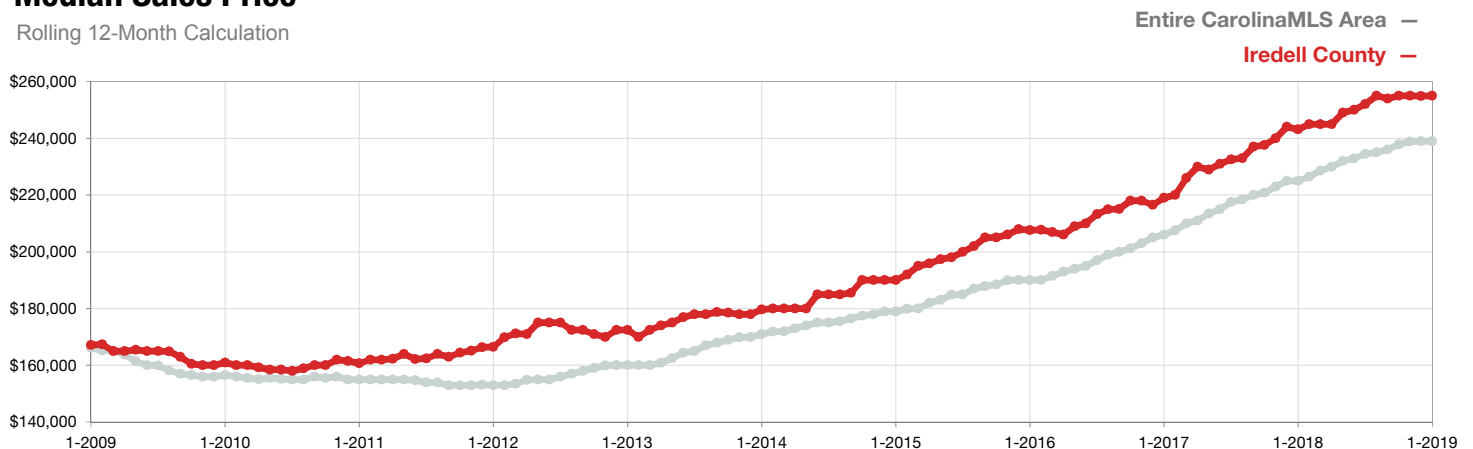
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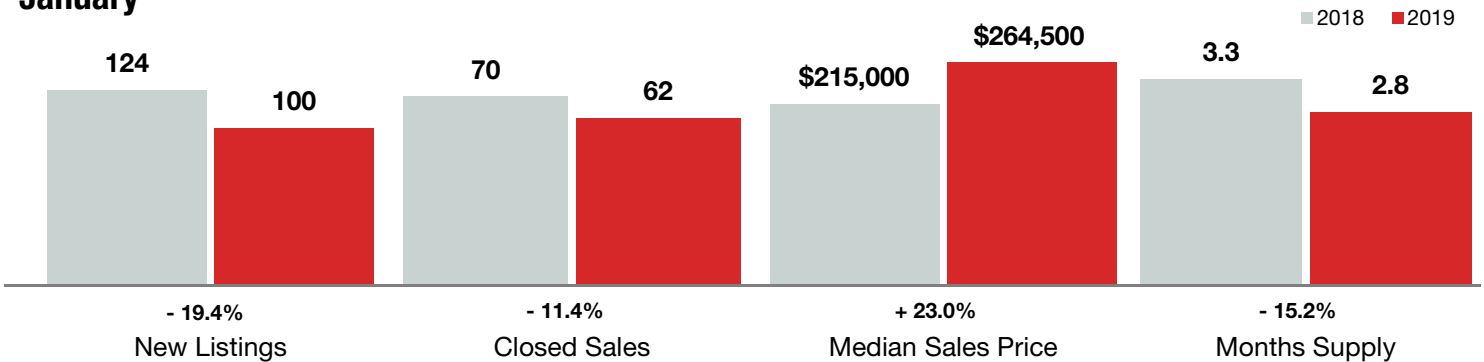
## Lincoln County

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	124	100	- 19.4%	124	100	- 19.4%
Pending Sales	100	95	- 5.0%	100	95	- 5.0%
Closed Sales	70	62	- 11.4%	70	62	- 11.4%
Median Sales Price*	\$215,000	<b>\$264,500</b>	+ 23.0%	\$215,000	<b>\$264,500</b>	+ 23.0%
Average Sales Price*	\$255,744	<b>\$254,838</b>	- 0.4%	\$255,744	<b>\$254,838</b>	- 0.4%
Percent of Original List Price Received*	95.6%	<b>93.9%</b>	- 1.8%	95.6%	<b>93.9%</b>	- 1.8%
List to Close	113	<b>124</b>	+ 9.7%	113	<b>124</b>	+ 9.7%
Days on Market Until Sale	54	<b>68</b>	+ 25.9%	54	<b>68</b>	+ 25.9%
Cumulative Days on Market Until Sale	57	<b>77</b>	+ 35.1%	57	<b>77</b>	+ 35.1%
Inventory of Homes for Sale	393	<b>311</b>	- 20.9%	--	--	--
Months Supply of Inventory	3.3	<b>2.8</b>	- 15.2%	--	--	--

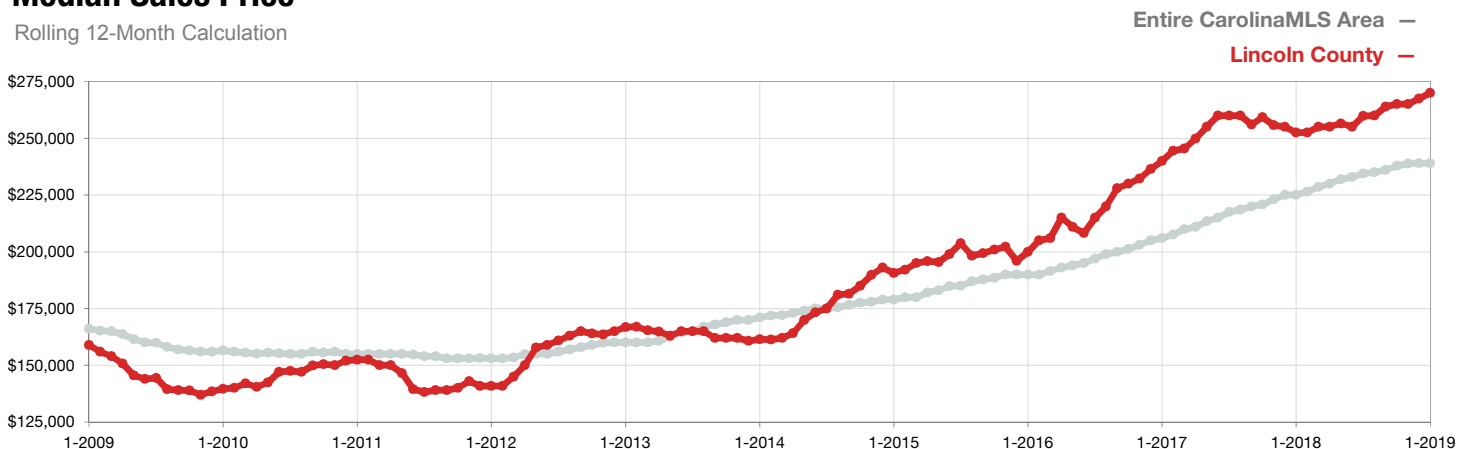
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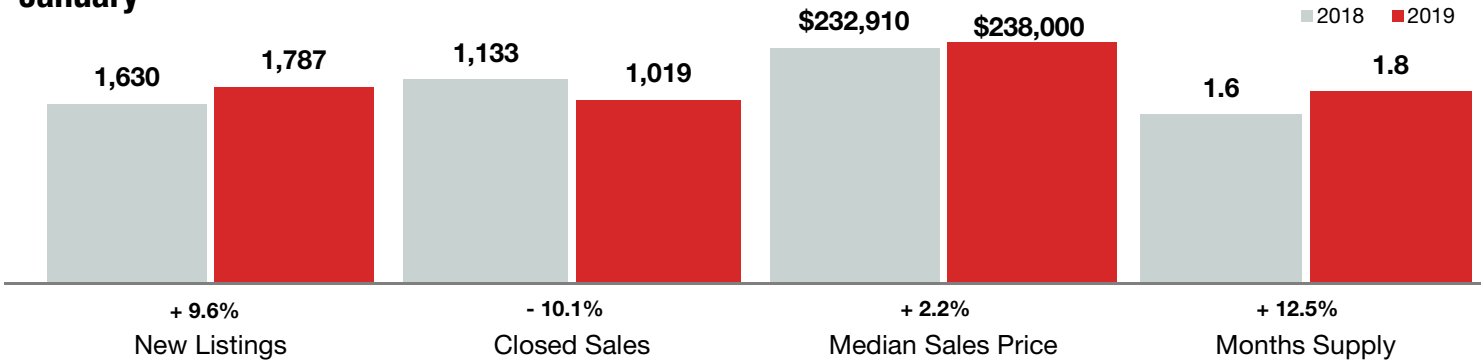
## Mecklenburg County

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	1,630	<b>1,787</b>	+ 9.6%	1,630	<b>1,787</b>	+ 9.6%
Pending Sales	1,389	<b>1,628</b>	+ 17.2%	1,389	<b>1,628</b>	+ 17.2%
Closed Sales	1,133	<b>1,019</b>	- 10.1%	1,133	<b>1,019</b>	- 10.1%
Median Sales Price*	\$232,910	<b>\$238,000</b>	+ 2.2%	\$232,910	<b>\$238,000</b>	+ 2.2%
Average Sales Price*	\$295,853	<b>\$295,629</b>	- 0.1%	\$295,853	<b>\$295,629</b>	- 0.1%
Percent of Original List Price Received*	96.9%	<b>96.1%</b>	- 0.8%	96.9%	<b>96.1%</b>	- 0.8%
List to Close	96	<b>100</b>	+ 4.2%	96	<b>100</b>	+ 4.2%
Days on Market Until Sale	40	<b>46</b>	+ 15.0%	40	<b>46</b>	+ 15.0%
Cumulative Days on Market Until Sale	48	<b>55</b>	+ 14.6%	48	<b>55</b>	+ 14.6%
Inventory of Homes for Sale	2,692	<b>2,933</b>	+ 9.0%	--	--	--
Months Supply of Inventory	1.6	<b>1.8</b>	+ 12.5%	--	--	--

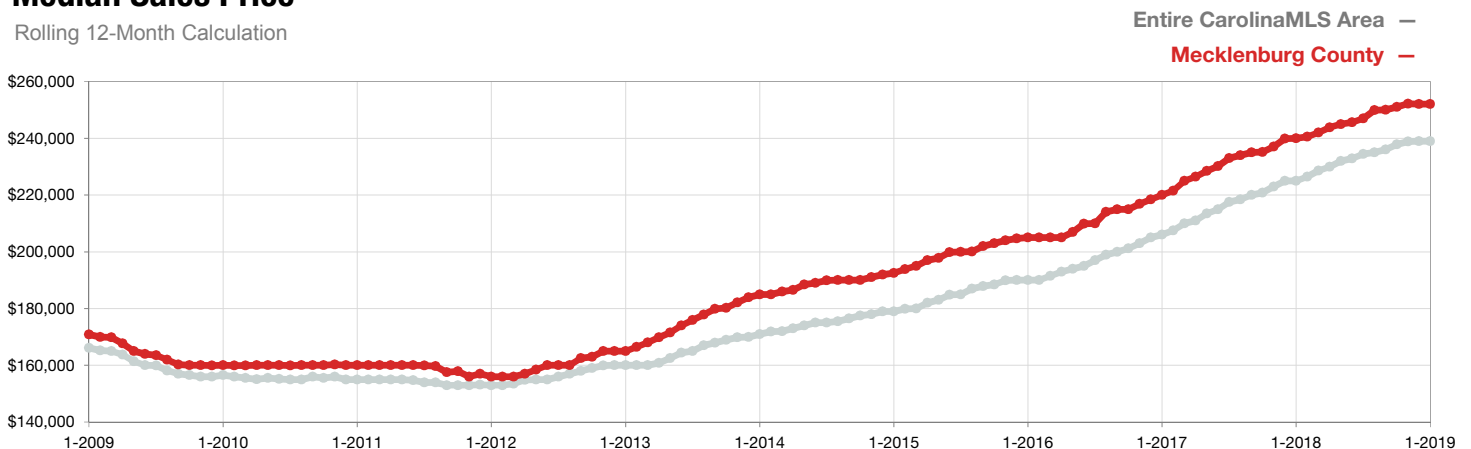
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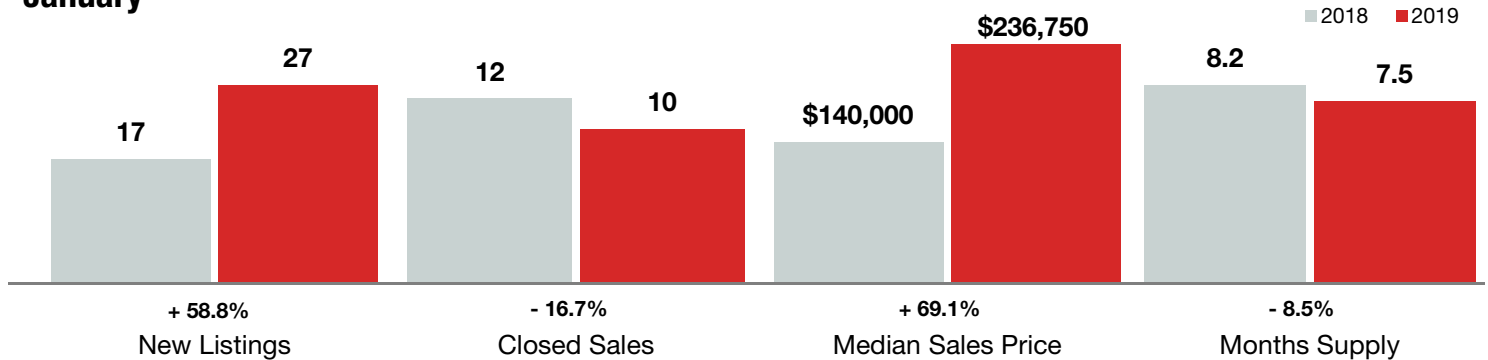
## Montgomery County

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	17	27	+ 58.8%	17	27	+ 58.8%
Pending Sales	10	13	+ 30.0%	10	13	+ 30.0%
Closed Sales	12	10	- 16.7%	12	10	- 16.7%
Median Sales Price*	\$140,000	\$236,750	+ 69.1%	\$140,000	\$236,750	+ 69.1%
Average Sales Price*	\$261,496	\$254,950	- 2.5%	\$261,496	\$254,950	- 2.5%
Percent of Original List Price Received*	88.2%	88.8%	+ 0.7%	88.2%	88.8%	+ 0.7%
List to Close	193	155	- 19.7%	193	155	- 19.7%
Days on Market Until Sale	150	117	- 22.0%	150	117	- 22.0%
Cumulative Days on Market Until Sale	174	117	- 32.8%	174	117	- 32.8%
Inventory of Homes for Sale	155	142	- 8.4%	--	--	--
Months Supply of Inventory	8.2	7.5	- 8.5%	--	--	--

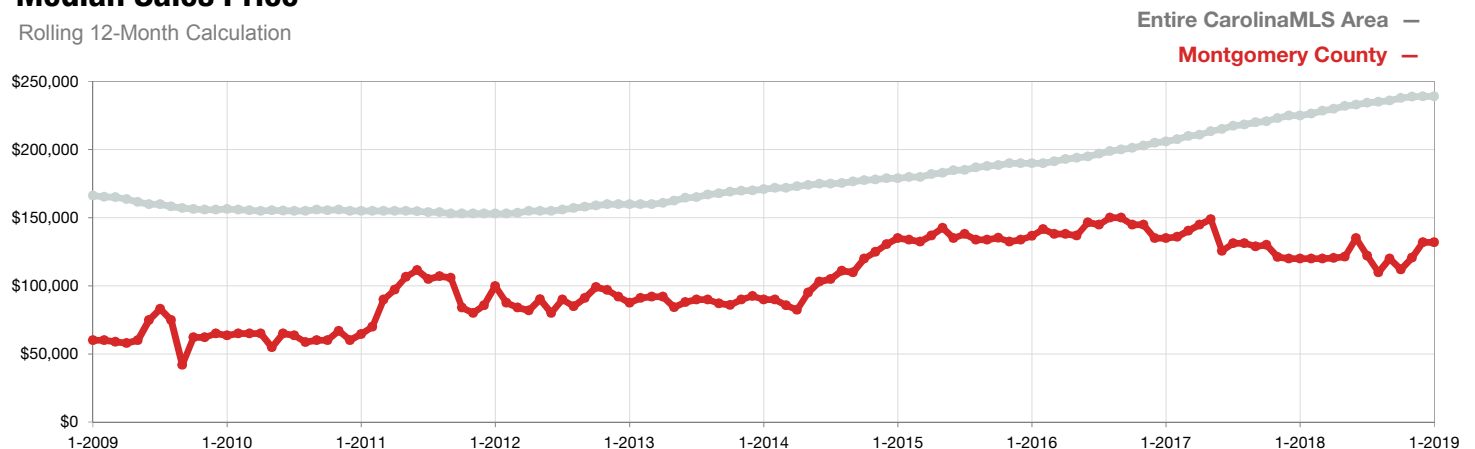
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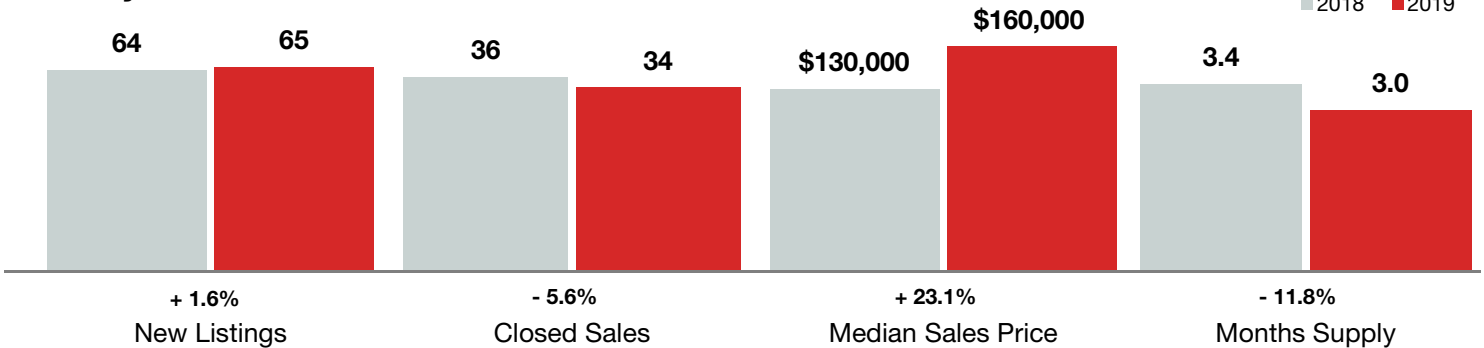
## Stanly County

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	64	65	+ 1.6%	64	65	+ 1.6%
Pending Sales	53	59	+ 11.3%	53	59	+ 11.3%
Closed Sales	36	34	- 5.6%	36	34	- 5.6%
Median Sales Price*	\$130,000	\$160,000	+ 23.1%	\$130,000	\$160,000	+ 23.1%
Average Sales Price*	\$155,314	\$187,600	+ 20.8%	\$155,314	\$187,600	+ 20.8%
Percent of Original List Price Received*	90.5%	91.0%	+ 0.6%	90.5%	91.0%	+ 0.6%
List to Close	135	121	- 10.4%	135	121	- 10.4%
Days on Market Until Sale	77	70	- 9.1%	77	70	- 9.1%
Cumulative Days on Market Until Sale	82	73	- 11.0%	82	73	- 11.0%
Inventory of Homes for Sale	195	175	- 10.3%	--	--	--
Months Supply of Inventory	3.4	3.0	- 11.8%	--	--	--

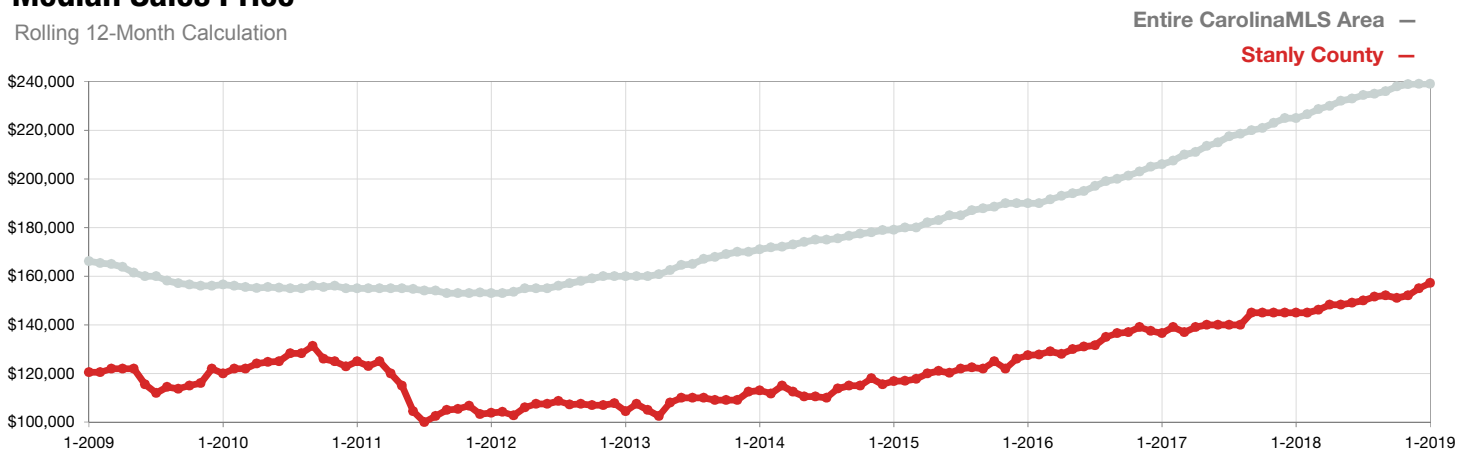
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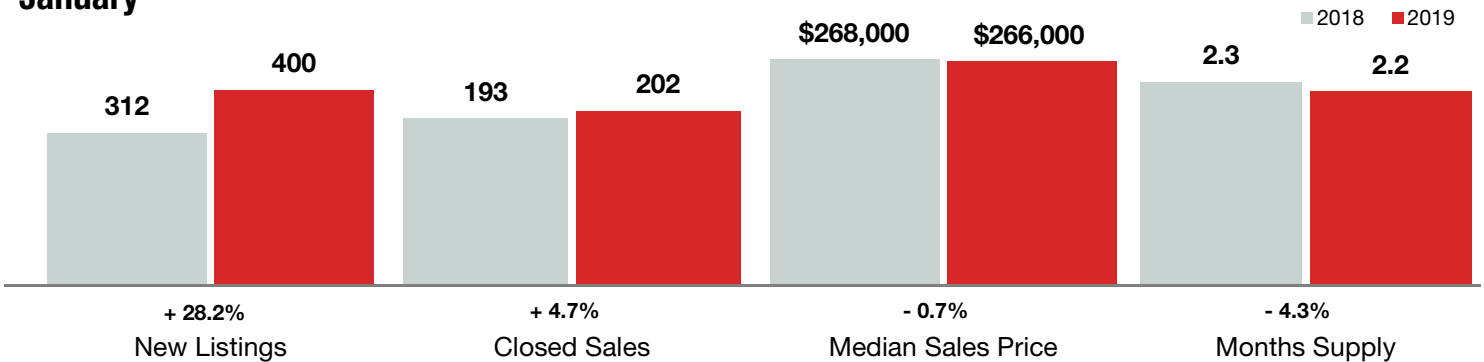
## Union County

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	312	400	+ 28.2%	312	400	+ 28.2%
Pending Sales	293	327	+ 11.6%	293	327	+ 11.6%
Closed Sales	193	202	+ 4.7%	193	202	+ 4.7%
Median Sales Price*	\$268,000	\$266,000	- 0.7%	\$268,000	\$266,000	- 0.7%
Average Sales Price*	\$332,850	\$320,411	- 3.7%	\$332,850	\$320,411	- 3.7%
Percent of Original List Price Received*	96.8%	96.8%	0.0%	96.8%	96.8%	0.0%
List to Close	99	100	+ 1.0%	99	100	+ 1.0%
Days on Market Until Sale	44	46	+ 4.5%	44	46	+ 4.5%
Cumulative Days on Market Until Sale	56	58	+ 3.6%	56	58	+ 3.6%
Inventory of Homes for Sale	808	784	- 3.0%	--	--	--
Months Supply of Inventory	2.3	2.2	- 4.3%	--	--	--

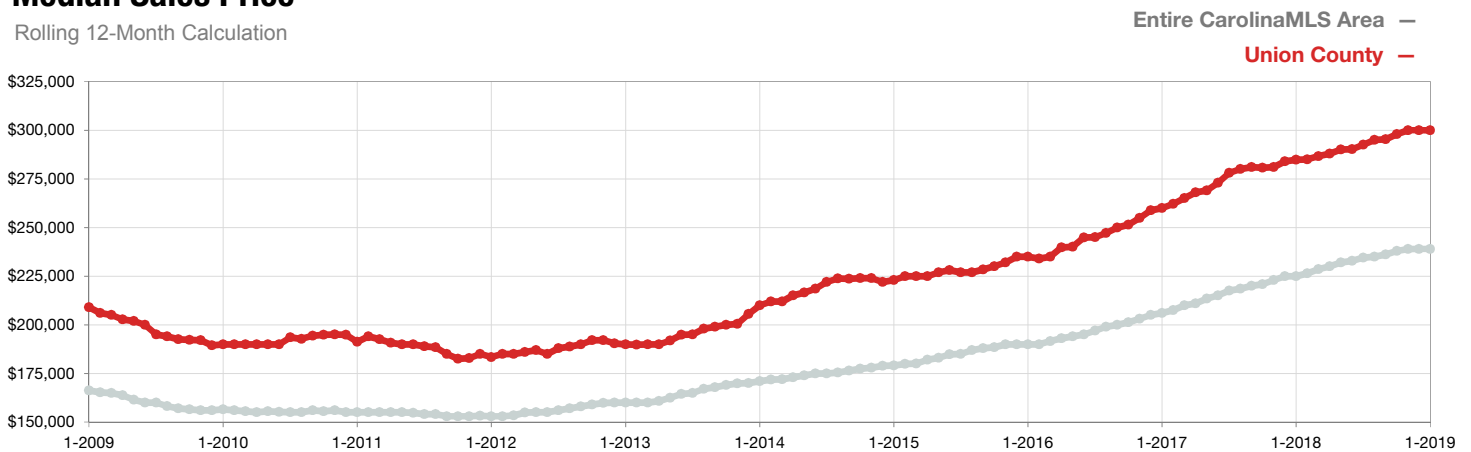
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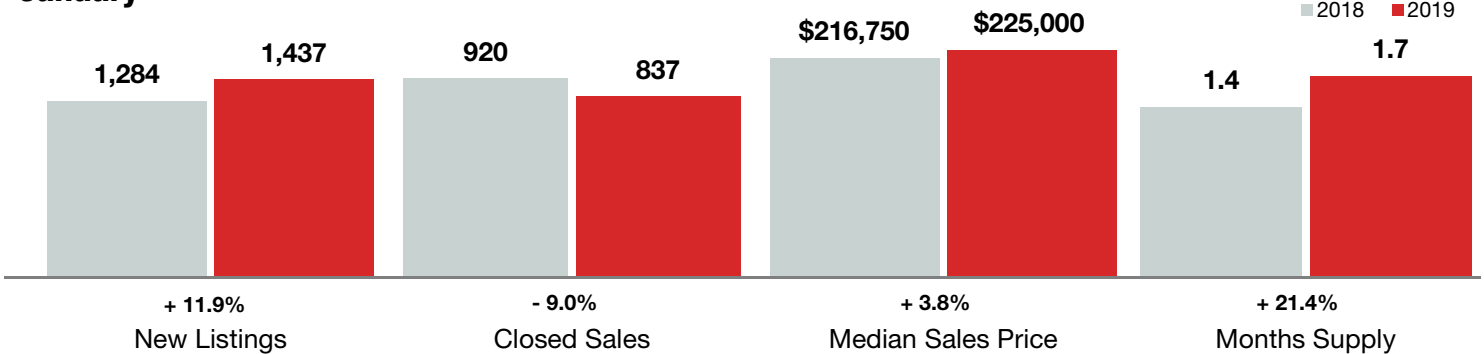
## City of Charlotte

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	1,284	<b>1,437</b>	+ 11.9%	1,284	<b>1,437</b>	+ 11.9%
Pending Sales	1,127	<b>1,364</b>	+ 21.0%	1,127	<b>1,364</b>	+ 21.0%
Closed Sales	920	<b>837</b>	- 9.0%	920	<b>837</b>	- 9.0%
Median Sales Price*	\$216,750	<b>\$225,000</b>	+ 3.8%	\$216,750	<b>\$225,000</b>	+ 3.8%
Average Sales Price*	\$284,362	<b>\$281,482</b>	- 1.0%	\$284,362	<b>\$281,482</b>	- 1.0%
Percent of Original List Price Received*	97.2%	<b>96.2%</b>	- 1.0%	97.2%	<b>96.2%</b>	- 1.0%
List to Close	95	<b>97</b>	+ 2.1%	95	<b>97</b>	+ 2.1%
Days on Market Until Sale	38	<b>44</b>	+ 15.8%	38	<b>44</b>	+ 15.8%
Cumulative Days on Market Until Sale	47	<b>52</b>	+ 10.6%	47	<b>52</b>	+ 10.6%
Inventory of Homes for Sale	1,955	<b>2,209</b>	+ 13.0%	--	--	--
Months Supply of Inventory	1.4	<b>1.7</b>	+ 21.4%	--	--	--

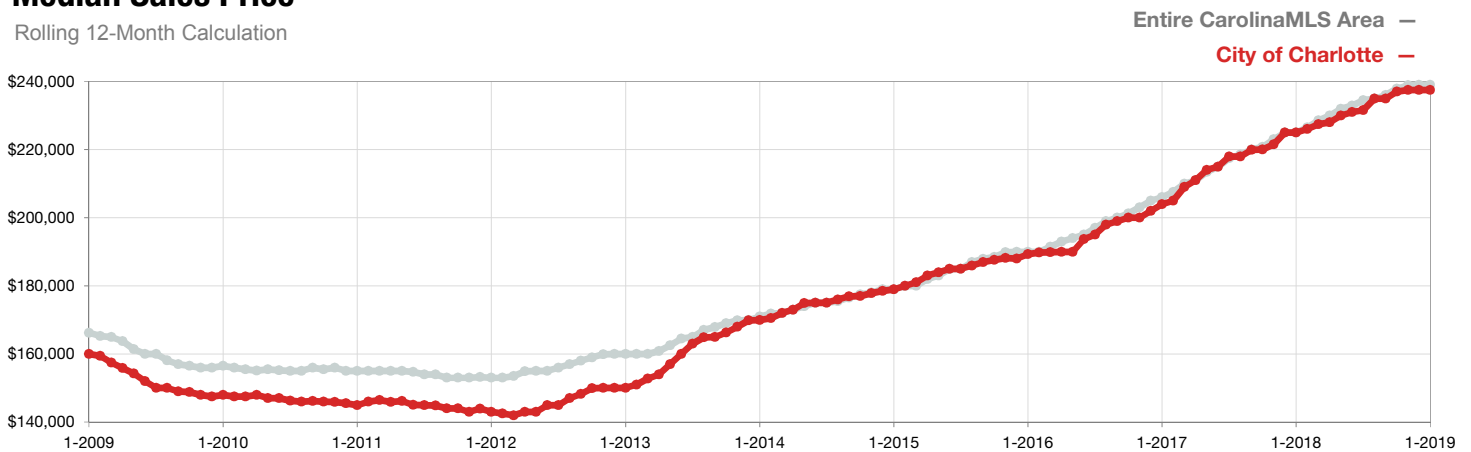
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### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2019

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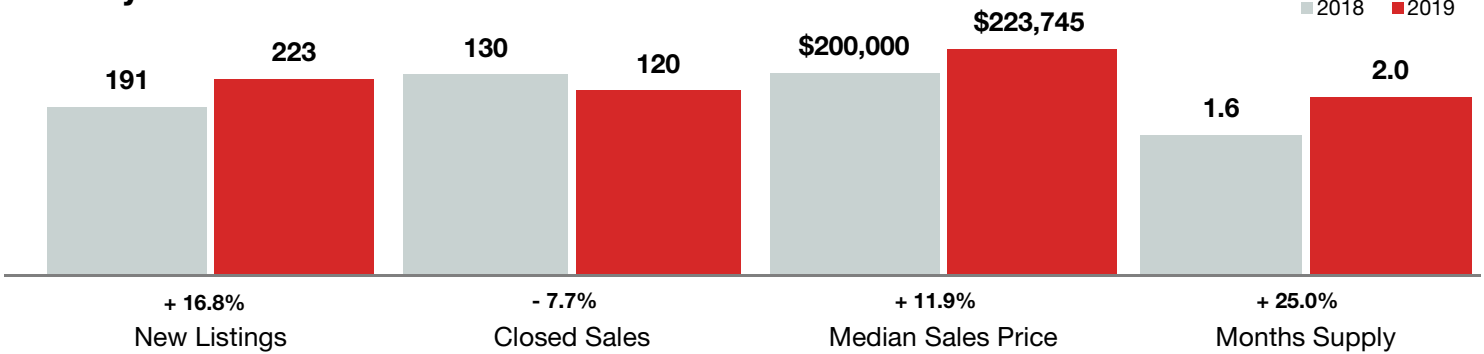
## Concord

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	191	<b>223</b>	+ 16.8%	191	<b>223</b>	+ 16.8%
Pending Sales	148	<b>178</b>	+ 20.3%	148	<b>178</b>	+ 20.3%
Closed Sales	130	<b>120</b>	- 7.7%	130	<b>120</b>	- 7.7%
Median Sales Price*	\$200,000	<b>\$223,745</b>	+ 11.9%	\$200,000	<b>\$223,745</b>	+ 11.9%
Average Sales Price*	\$225,202	<b>\$237,874</b>	+ 5.6%	\$225,202	<b>\$237,874</b>	+ 5.6%
Percent of Original List Price Received*	96.4%	<b>95.5%</b>	- 0.9%	96.4%	<b>95.5%</b>	- 0.9%
List to Close	95	<b>102</b>	+ 7.4%	95	<b>102</b>	+ 7.4%
Days on Market Until Sale	36	<b>45</b>	+ 25.0%	36	<b>45</b>	+ 25.0%
Cumulative Days on Market Until Sale	39	<b>55</b>	+ 41.0%	39	<b>55</b>	+ 41.0%
Inventory of Homes for Sale	308	<b>389</b>	+ 26.3%	--	--	--
Months Supply of Inventory	1.6	<b>2.0</b>	+ 25.0%	--	--	--

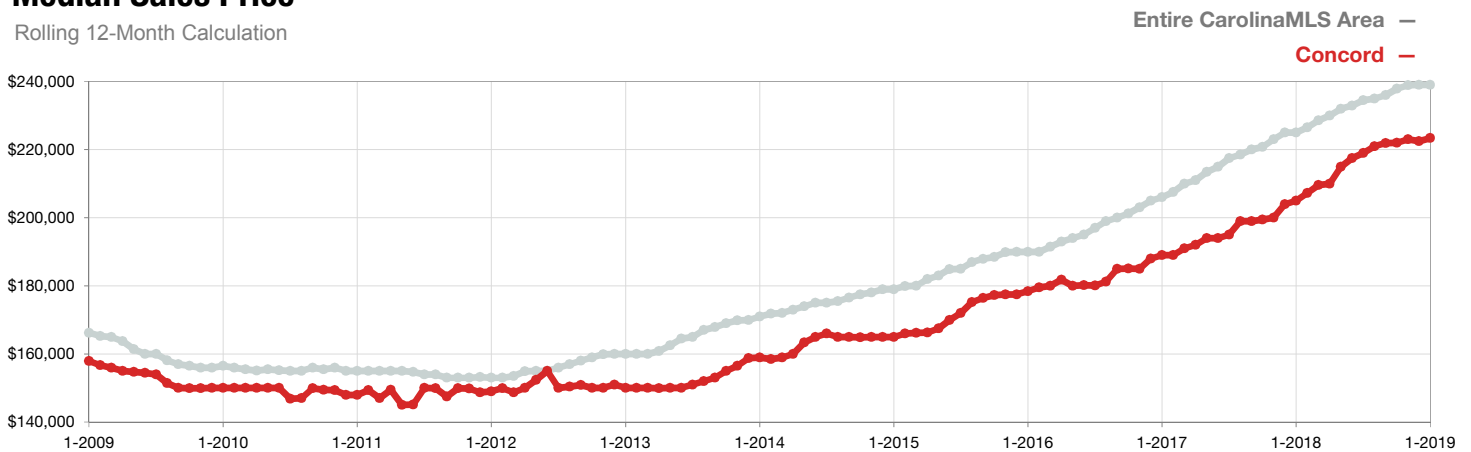
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### January



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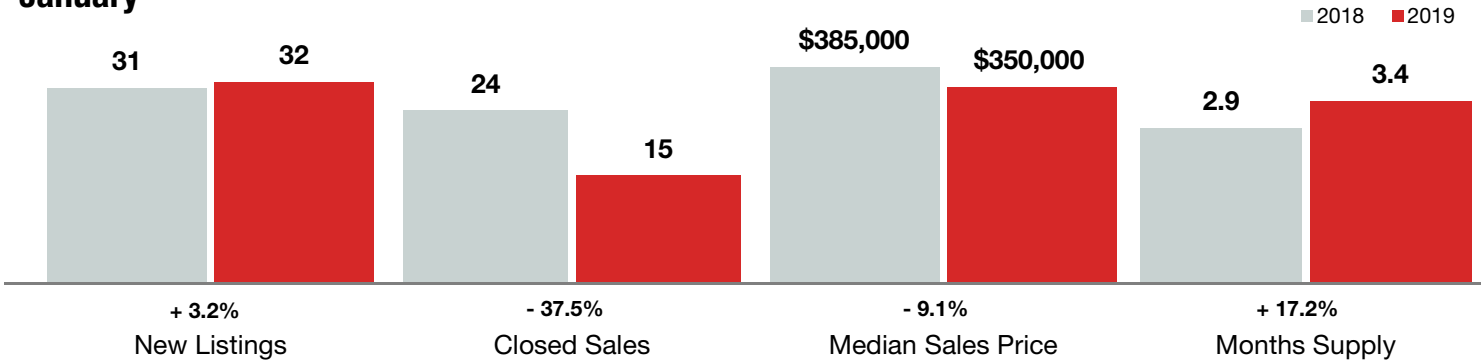
## Davidson

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	31	32	+ 3.2%	31	32	+ 3.2%
Pending Sales	27	34	+ 25.9%	27	34	+ 25.9%
Closed Sales	24	15	- 37.5%	24	15	- 37.5%
Median Sales Price*	\$385,000	\$350,000	- 9.1%	\$385,000	\$350,000	- 9.1%
Average Sales Price*	\$447,801	\$471,385	+ 5.3%	\$447,801	\$471,385	+ 5.3%
Percent of Original List Price Received*	96.0%	93.6%	- 2.5%	96.0%	93.6%	- 2.5%
List to Close	153	113	- 26.1%	153	113	- 26.1%
Days on Market Until Sale	98	56	- 42.9%	98	56	- 42.9%
Cumulative Days on Market Until Sale	103	93	- 9.7%	103	93	- 9.7%
Inventory of Homes for Sale	111	131	+ 18.0%	--	--	--
Months Supply of Inventory	2.9	3.4	+ 17.2%	--	--	--

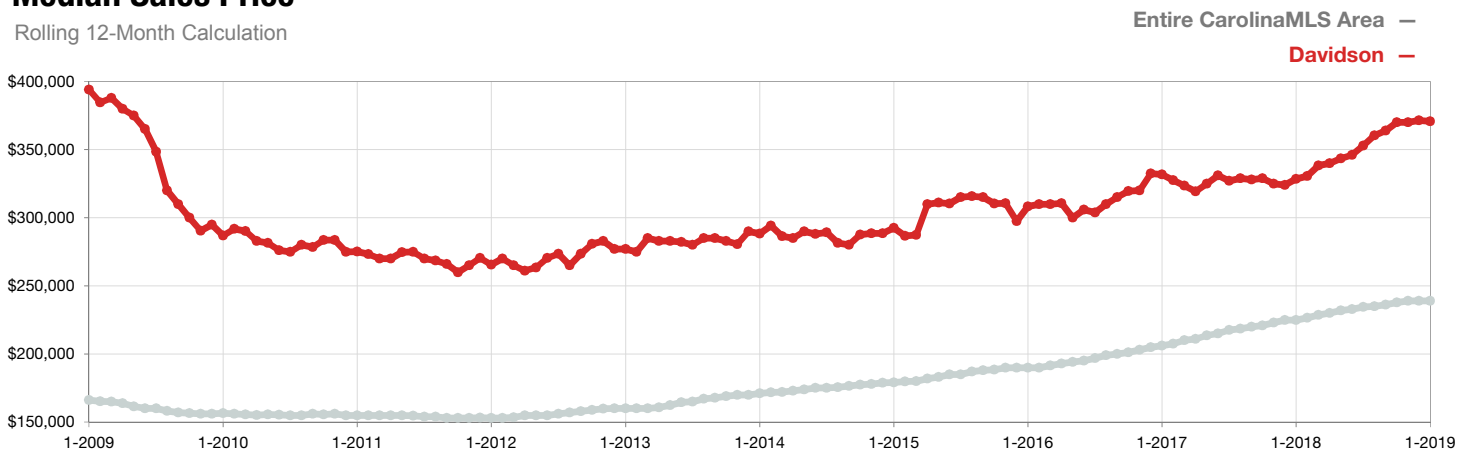
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### January



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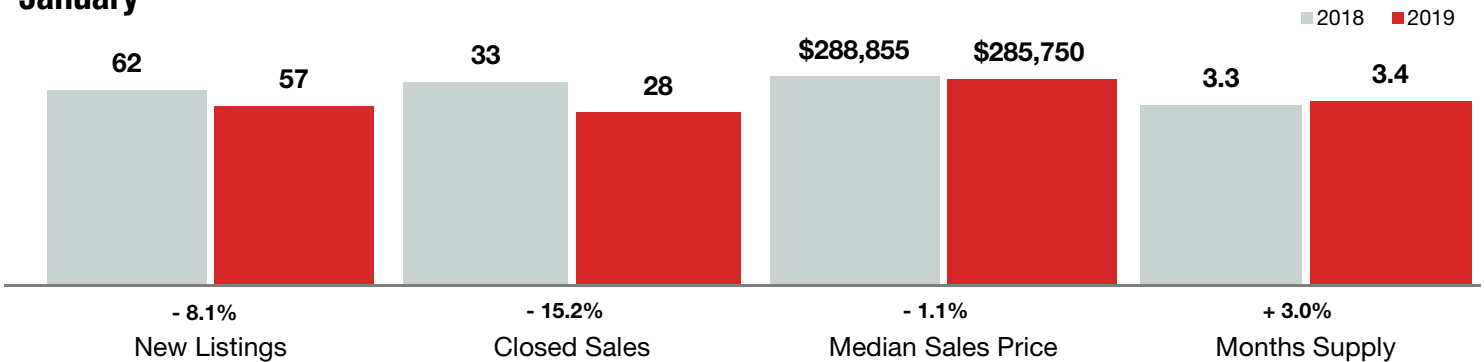
## Denver

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	62	57	- 8.1%	62	57	- 8.1%
Pending Sales	53	48	- 9.4%	53	48	- 9.4%
Closed Sales	33	28	- 15.2%	33	28	- 15.2%
Median Sales Price*	\$288,855	<b>\$285,750</b>	- 1.1%	\$288,855	<b>\$285,750</b>	- 1.1%
Average Sales Price*	\$329,268	<b>\$301,633</b>	- 8.4%	\$329,268	<b>\$301,633</b>	- 8.4%
Percent of Original List Price Received*	96.9%	<b>94.6%</b>	- 2.4%	96.9%	<b>94.6%</b>	- 2.4%
List to Close	134	134	0.0%	134	134	0.0%
Days on Market Until Sale	67	68	+ 1.5%	67	68	+ 1.5%
Cumulative Days on Market Until Sale	69	69	0.0%	69	69	0.0%
Inventory of Homes for Sale	209	196	- 6.2%	--	--	--
Months Supply of Inventory	3.3	3.4	+ 3.0%	--	--	--

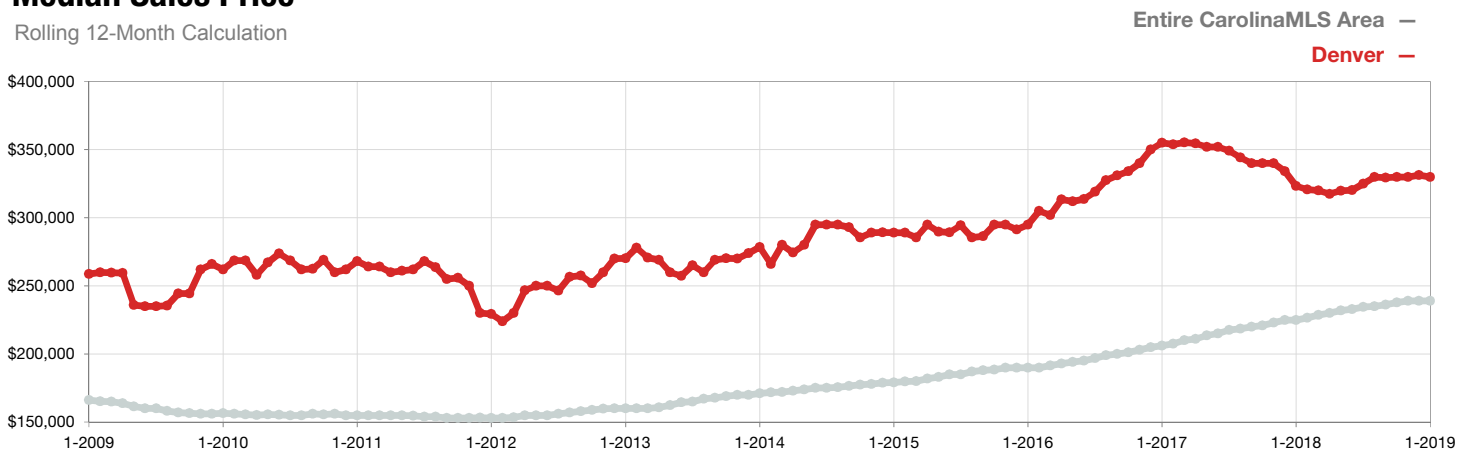
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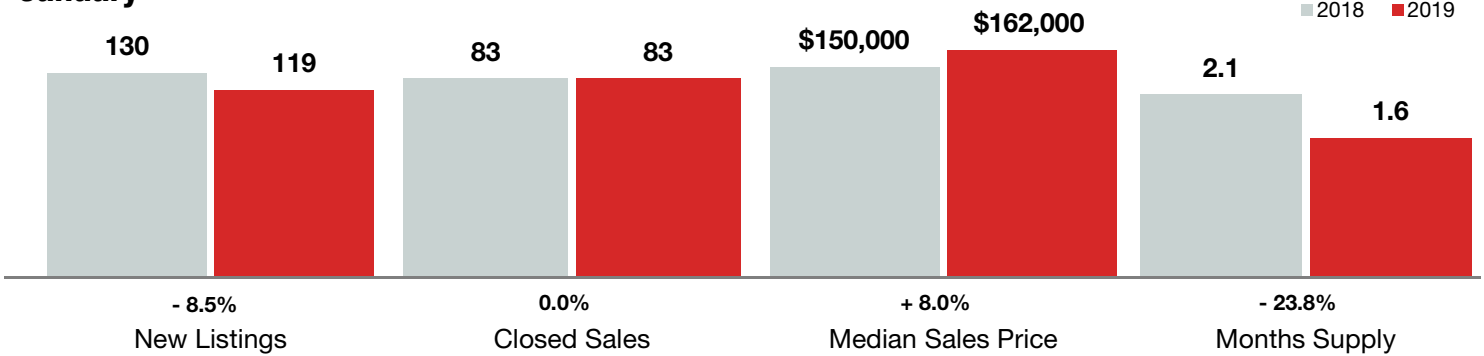
## Gastonia

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	130	119	- 8.5%	130	119	- 8.5%
Pending Sales	108	115	+ 6.5%	108	115	+ 6.5%
Closed Sales	83	83	0.0%	83	83	0.0%
Median Sales Price*	\$150,000	\$162,000	+ 8.0%	\$150,000	\$162,000	+ 8.0%
Average Sales Price*	\$150,410	\$174,395	+ 15.9%	\$150,410	\$174,395	+ 15.9%
Percent of Original List Price Received*	94.9%	94.3%	- 0.6%	94.9%	94.3%	- 0.6%
List to Close	74	103	+ 39.2%	74	103	+ 39.2%
Days on Market Until Sale	31	48	+ 54.8%	31	48	+ 54.8%
Cumulative Days on Market Until Sale	51	55	+ 7.8%	51	55	+ 7.8%
Inventory of Homes for Sale	251	196	- 21.9%	--	--	--
Months Supply of Inventory	2.1	1.6	- 23.8%	--	--	--

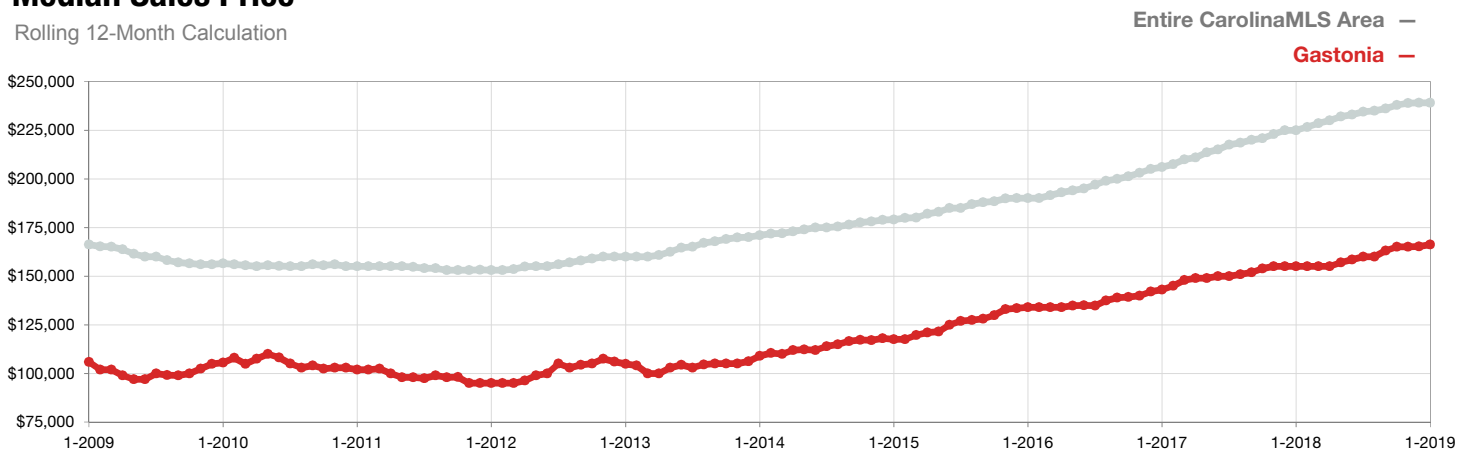
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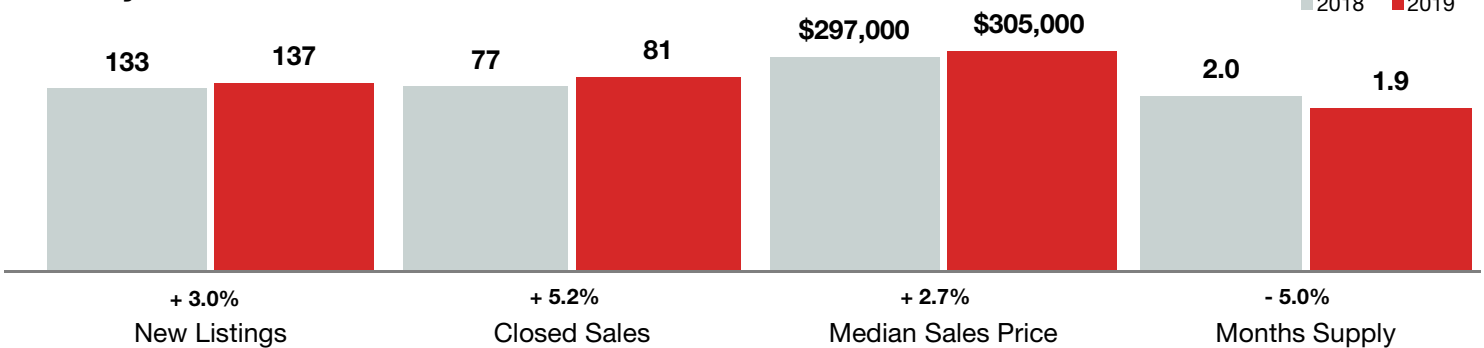
## Huntersville

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	133	137	+ 3.0%	133	137	+ 3.0%
Pending Sales	106	99	- 6.6%	106	99	- 6.6%
Closed Sales	77	81	+ 5.2%	77	81	+ 5.2%
Median Sales Price*	\$297,000	\$305,000	+ 2.7%	\$297,000	\$305,000	+ 2.7%
Average Sales Price*	\$326,852	\$324,042	- 0.9%	\$326,852	\$324,042	- 0.9%
Percent of Original List Price Received*	95.5%	96.4%	+ 0.9%	95.5%	96.4%	+ 0.9%
List to Close	104	105	+ 1.0%	104	105	+ 1.0%
Days on Market Until Sale	48	59	+ 22.9%	48	59	+ 22.9%
Cumulative Days on Market Until Sale	53	70	+ 32.1%	53	70	+ 32.1%
Inventory of Homes for Sale	280	257	- 8.2%	--	--	--
Months Supply of Inventory	2.0	1.9	- 5.0%	--	--	--

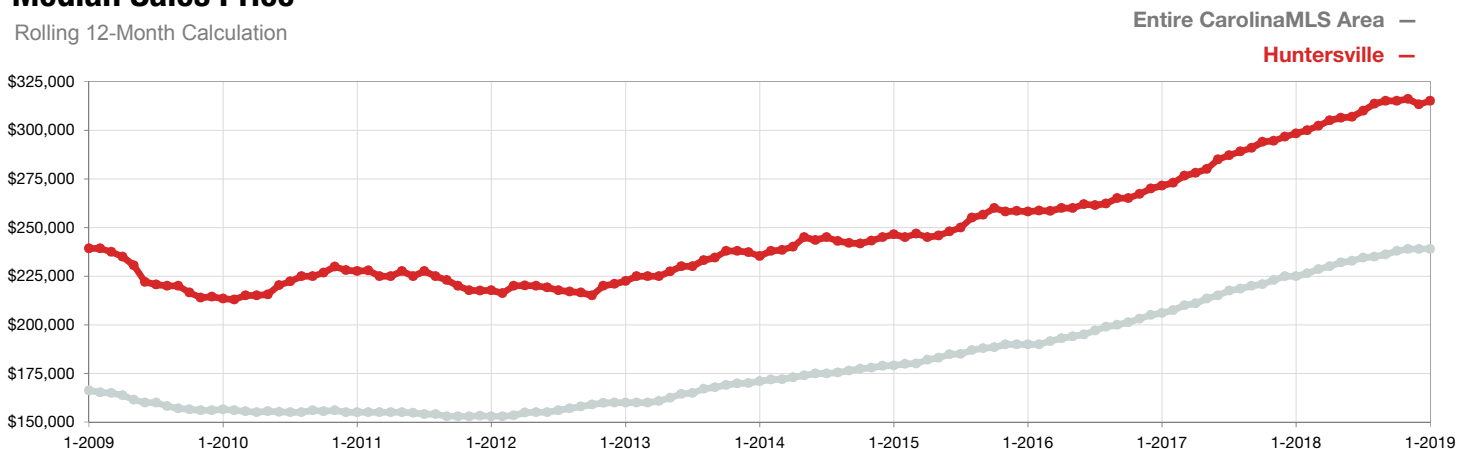
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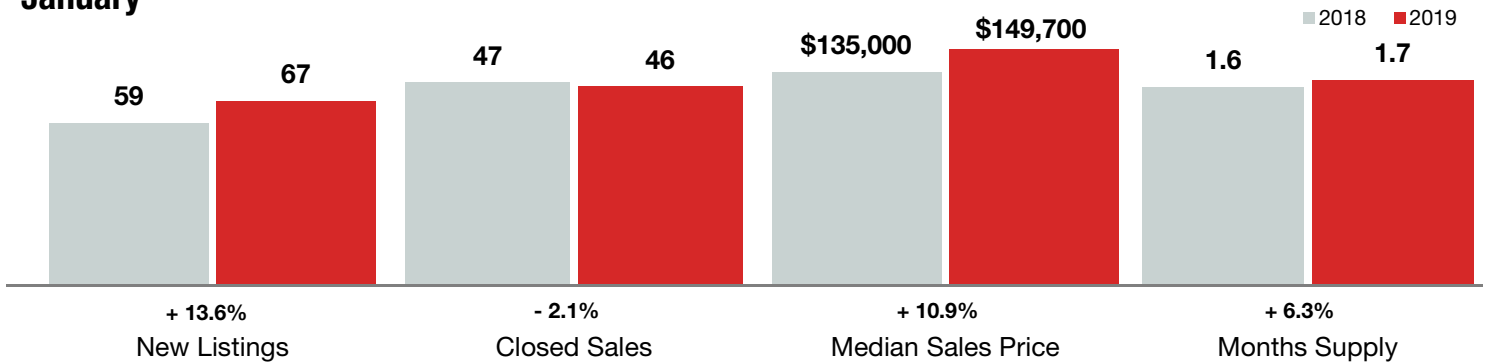
## Kannapolis

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	59	67	+ 13.6%	59	67	+ 13.6%
Pending Sales	78	76	- 2.6%	78	76	- 2.6%
Closed Sales	47	46	- 2.1%	47	46	- 2.1%
Median Sales Price*	\$135,000	<b>\$149,700</b>	+ 10.9%	\$135,000	<b>\$149,700</b>	+ 10.9%
Average Sales Price*	\$147,336	<b>\$167,722</b>	+ 13.8%	\$147,336	<b>\$167,722</b>	+ 13.8%
Percent of Original List Price Received*	94.8%	<b>95.9%</b>	+ 1.2%	94.8%	<b>95.9%</b>	+ 1.2%
List to Close	96	85	- 11.5%	96	85	- 11.5%
Days on Market Until Sale	52	45	- 13.5%	52	45	- 13.5%
Cumulative Days on Market Until Sale	80	61	- 23.8%	80	61	- 23.8%
Inventory of Homes for Sale	107	113	+ 5.6%	--	--	--
Months Supply of Inventory	1.6	1.7	+ 6.3%	--	--	--

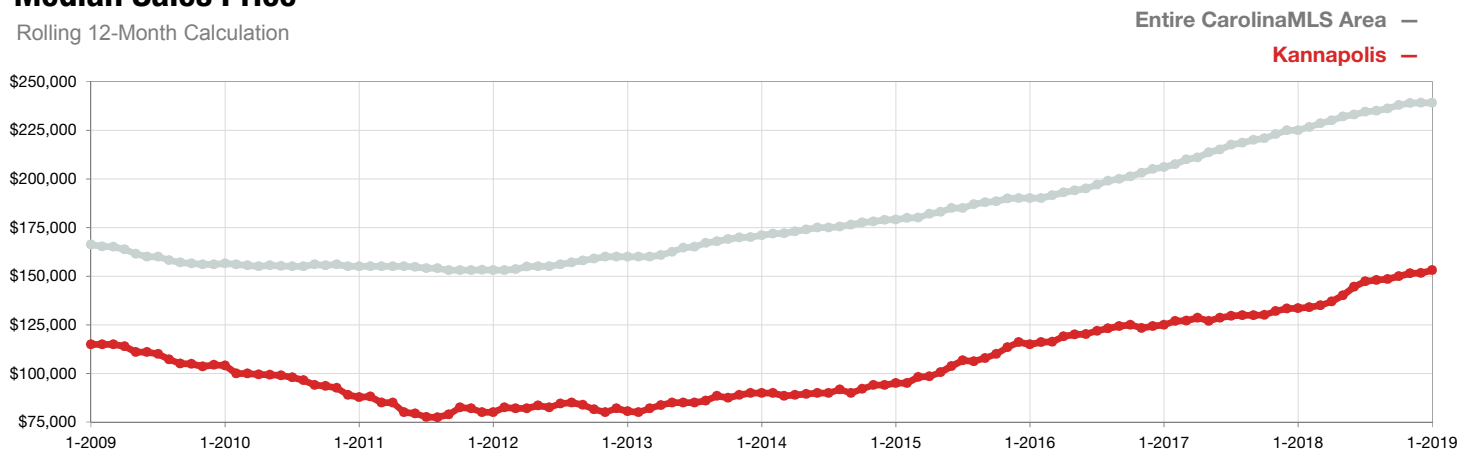
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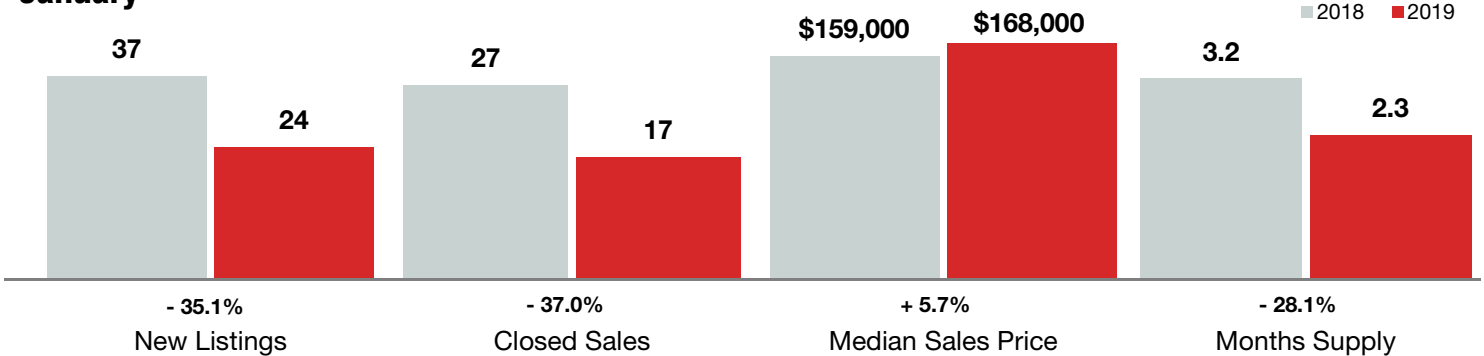
## Lincolnton

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	37	24	- 35.1%	37	24	- 35.1%
Pending Sales	33	35	+ 6.1%	33	35	+ 6.1%
Closed Sales	27	17	- 37.0%	27	17	- 37.0%
Median Sales Price*	\$159,000	<b>\$168,000</b>	+ 5.7%	\$159,000	<b>\$168,000</b>	+ 5.7%
Average Sales Price*	\$165,627	<b>\$170,924</b>	+ 3.2%	\$165,627	<b>\$170,924</b>	+ 3.2%
Percent of Original List Price Received*	94.1%	<b>95.0%</b>	+ 1.0%	94.1%	<b>95.0%</b>	+ 1.0%
List to Close	107	103	- 3.7%	107	103	- 3.7%
Days on Market Until Sale	50	58	+ 16.0%	50	58	+ 16.0%
Cumulative Days on Market Until Sale	50	58	+ 16.0%	50	58	+ 16.0%
Inventory of Homes for Sale	116	80	- 31.0%	--	--	--
Months Supply of Inventory	3.2	2.3	- 28.1%	--	--	--

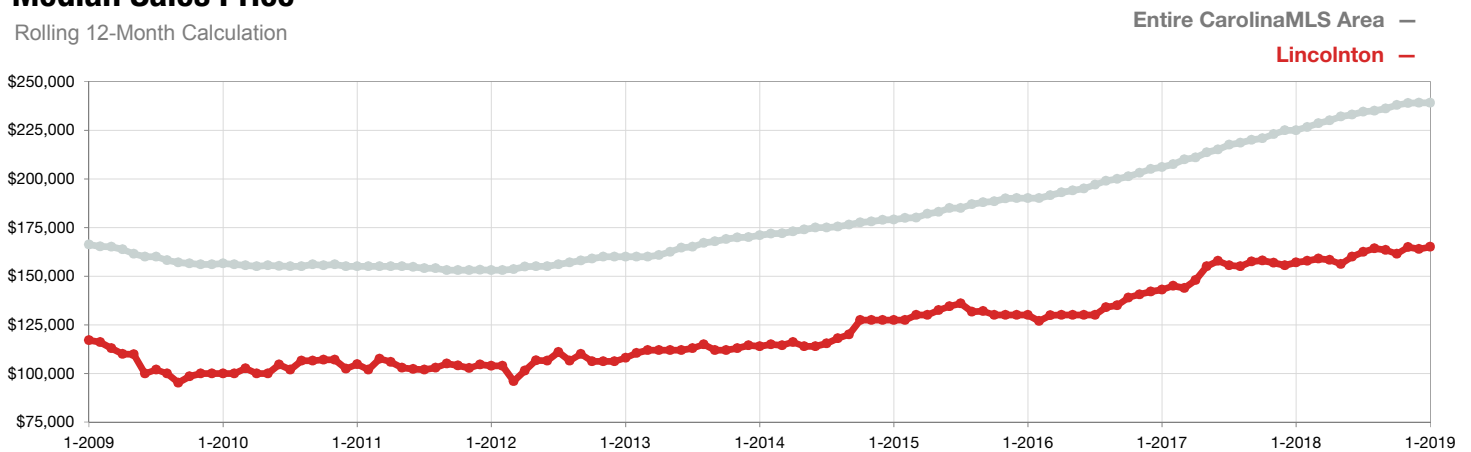
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### January



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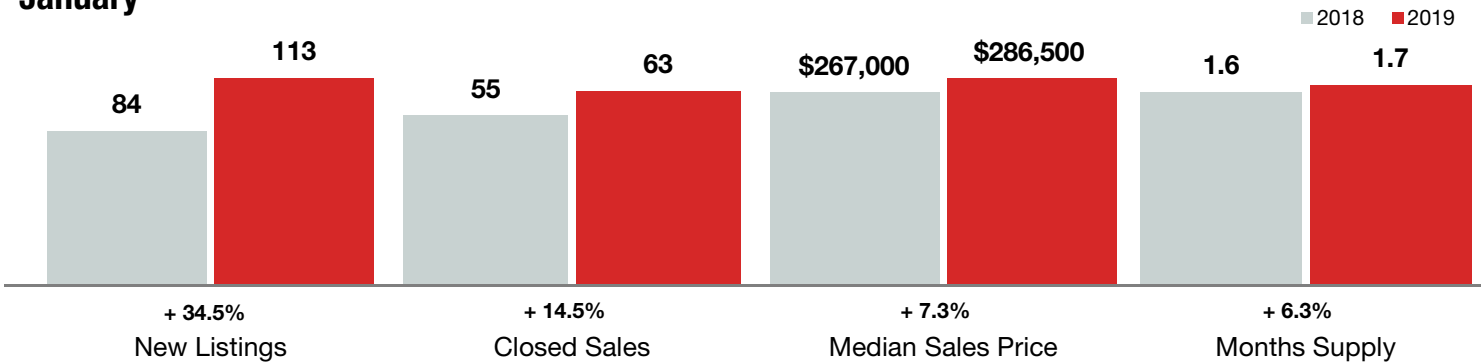
## Matthews

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	84	113	+ 34.5%	84	113	+ 34.5%
Pending Sales	71	81	+ 14.1%	71	81	+ 14.1%
Closed Sales	55	63	+ 14.5%	55	63	+ 14.5%
Median Sales Price*	\$267,000	\$286,500	+ 7.3%	\$267,000	\$286,500	+ 7.3%
Average Sales Price*	\$327,824	\$361,913	+ 10.4%	\$327,824	\$361,913	+ 10.4%
Percent of Original List Price Received*	96.1%	96.2%	+ 0.1%	96.1%	96.2%	+ 0.1%
List to Close	85	113	+ 32.9%	85	113	+ 32.9%
Days on Market Until Sale	39	54	+ 38.5%	39	54	+ 38.5%
Cumulative Days on Market Until Sale	55	62	+ 12.7%	55	62	+ 12.7%
Inventory of Homes for Sale	166	155	- 6.6%	--	--	--
Months Supply of Inventory	1.6	1.7	+ 6.3%	--	--	--

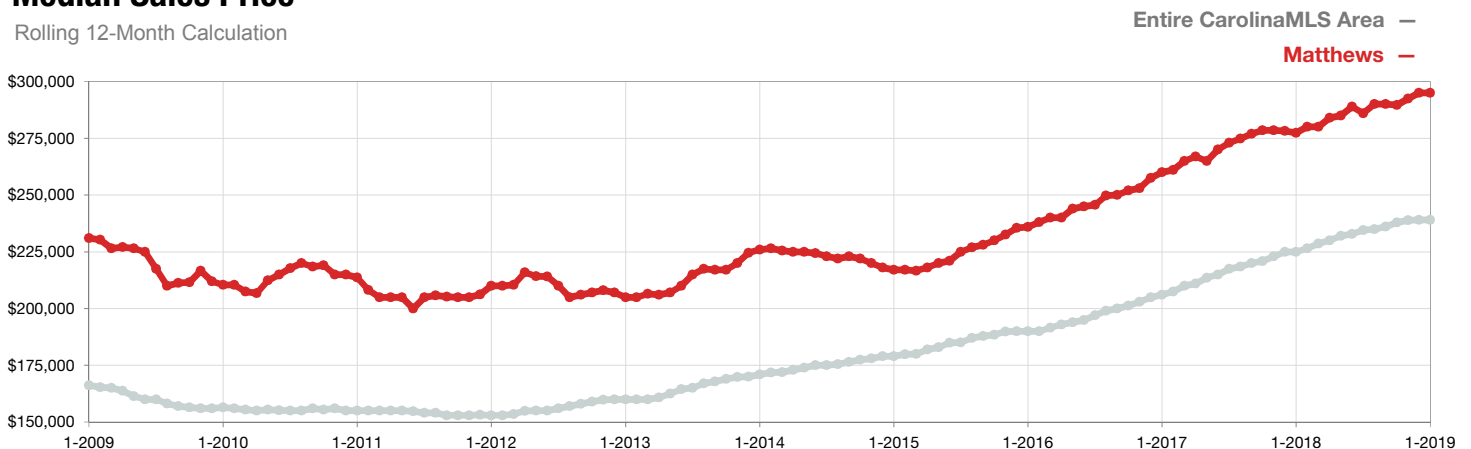
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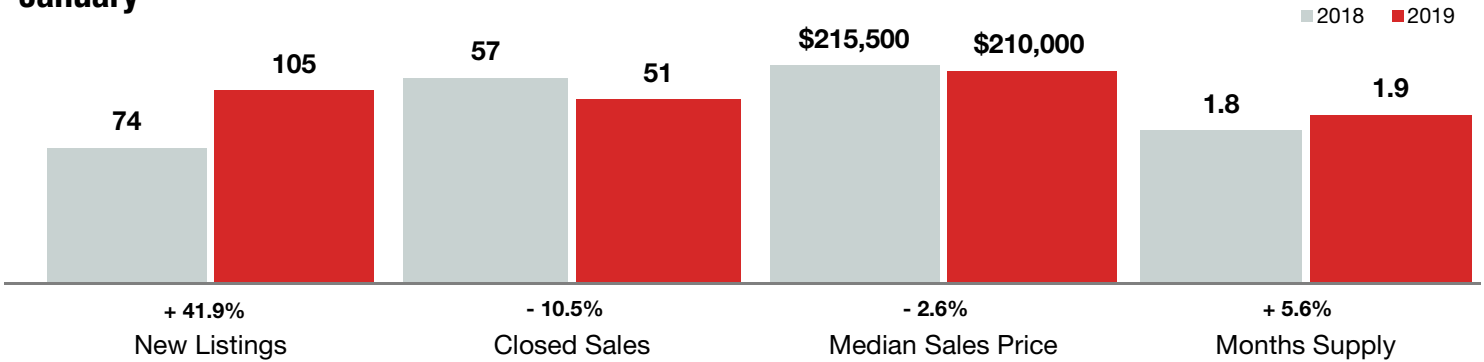
## Monroe

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	74	105	+ 41.9%	74	105	+ 41.9%
Pending Sales	89	100	+ 12.4%	89	100	+ 12.4%
Closed Sales	57	51	- 10.5%	57	51	- 10.5%
Median Sales Price*	\$215,500	\$210,000	- 2.6%	\$215,500	\$210,000	- 2.6%
Average Sales Price*	\$224,877	\$216,345	- 3.8%	\$224,877	\$216,345	- 3.8%
Percent of Original List Price Received*	96.8%	96.7%	- 0.1%	96.8%	96.7%	- 0.1%
List to Close	82	84	+ 2.4%	82	84	+ 2.4%
Days on Market Until Sale	41	35	- 14.6%	41	35	- 14.6%
Cumulative Days on Market Until Sale	51	43	- 15.7%	51	43	- 15.7%
Inventory of Homes for Sale	147	168	+ 14.3%	--	--	--
Months Supply of Inventory	1.8	1.9	+ 5.6%	--	--	--

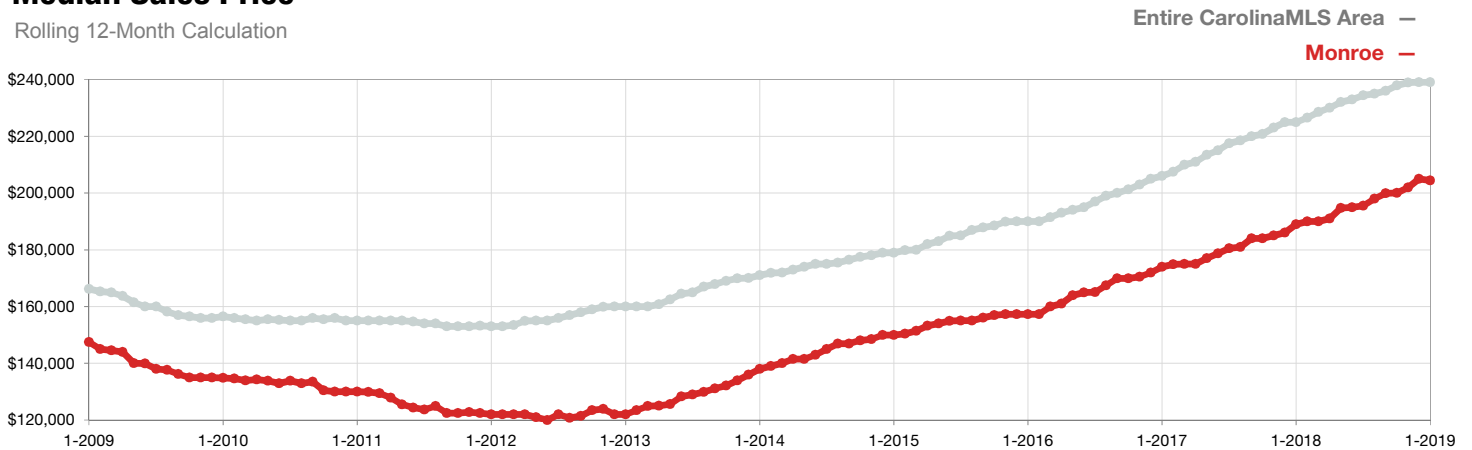
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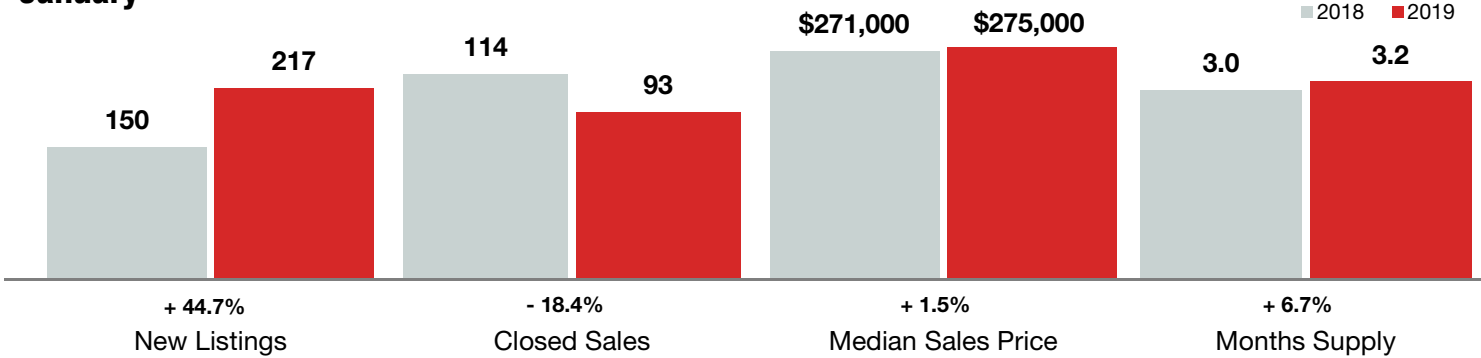
## Mooresville

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	150	<b>217</b>	+ 44.7%	150	<b>217</b>	+ 44.7%
Pending Sales	127	<b>187</b>	+ 47.2%	127	<b>187</b>	+ 47.2%
Closed Sales	114	<b>93</b>	- 18.4%	114	<b>93</b>	- 18.4%
Median Sales Price*	\$271,000	<b>\$275,000</b>	+ 1.5%	\$271,000	<b>\$275,000</b>	+ 1.5%
Average Sales Price*	\$373,068	<b>\$396,504</b>	+ 6.3%	\$373,068	<b>\$396,504</b>	+ 6.3%
Percent of Original List Price Received*	94.8%	<b>94.4%</b>	- 0.4%	94.8%	<b>94.4%</b>	- 0.4%
List to Close	128	<b>112</b>	- 12.5%	128	<b>112</b>	- 12.5%
Days on Market Until Sale	76	<b>64</b>	- 15.8%	76	<b>64</b>	- 15.8%
Cumulative Days on Market Until Sale	84	<b>79</b>	- 6.0%	84	<b>79</b>	- 6.0%
Inventory of Homes for Sale	516	<b>553</b>	+ 7.2%	--	--	--
Months Supply of Inventory	3.0	<b>3.2</b>	+ 6.7%	--	--	--

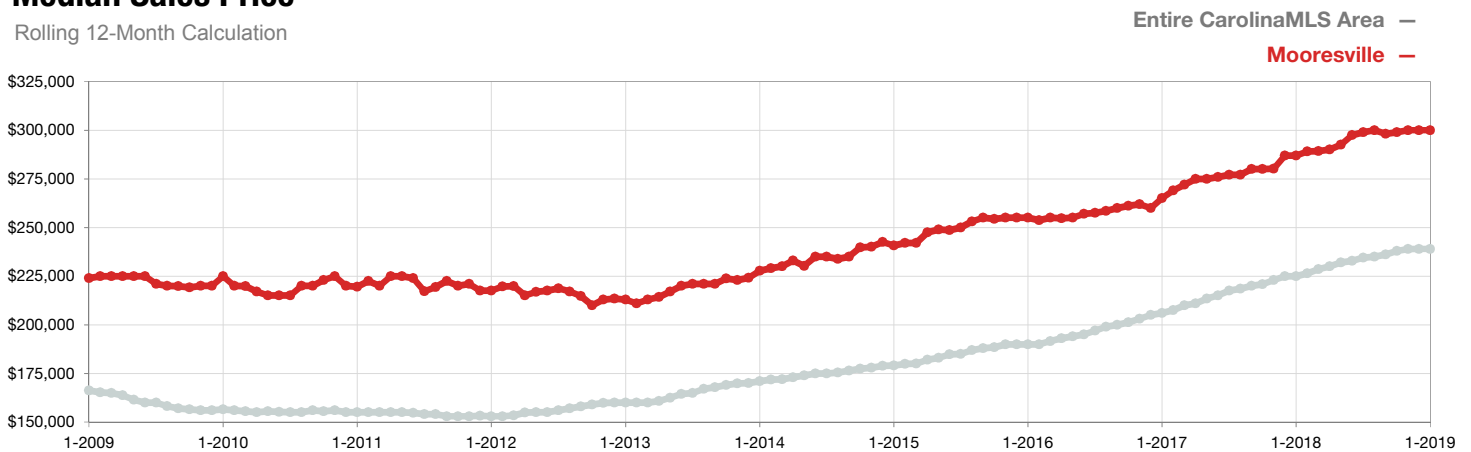
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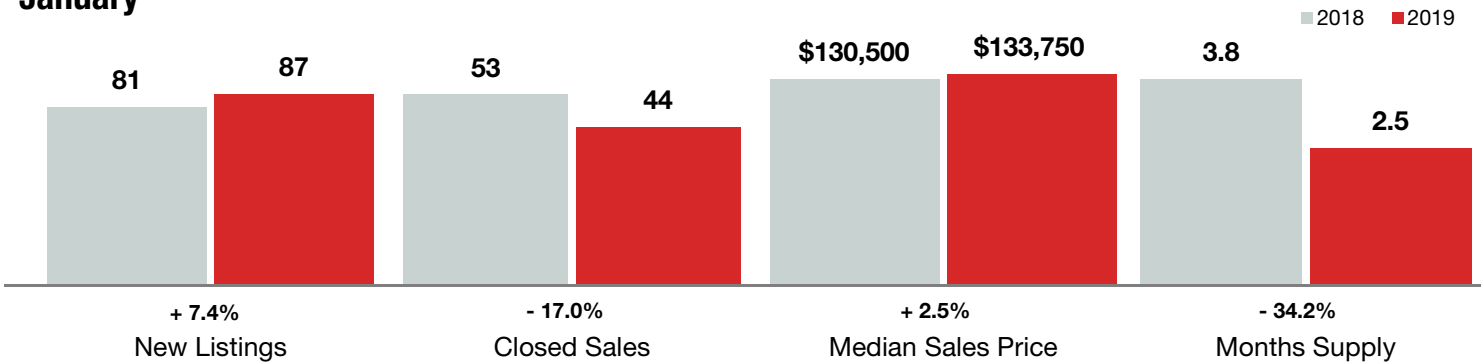
## Salisbury

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	81	87	+ 7.4%	81	87	+ 7.4%
Pending Sales	73	72	- 1.4%	73	72	- 1.4%
Closed Sales	53	44	- 17.0%	53	44	- 17.0%
Median Sales Price*	\$130,500	\$133,750	+ 2.5%	\$130,500	\$133,750	+ 2.5%
Average Sales Price*	\$157,925	\$146,608	- 7.2%	\$157,925	\$146,608	- 7.2%
Percent of Original List Price Received*	93.1%	92.1%	- 1.1%	93.1%	92.1%	- 1.1%
List to Close	113	116	+ 2.7%	113	116	+ 2.7%
Days on Market Until Sale	59	60	+ 1.7%	59	60	+ 1.7%
Cumulative Days on Market Until Sale	60	71	+ 18.3%	60	71	+ 18.3%
Inventory of Homes for Sale	256	193	- 24.6%	--	--	--
Months Supply of Inventory	3.8	2.5	- 34.2%	--	--	--

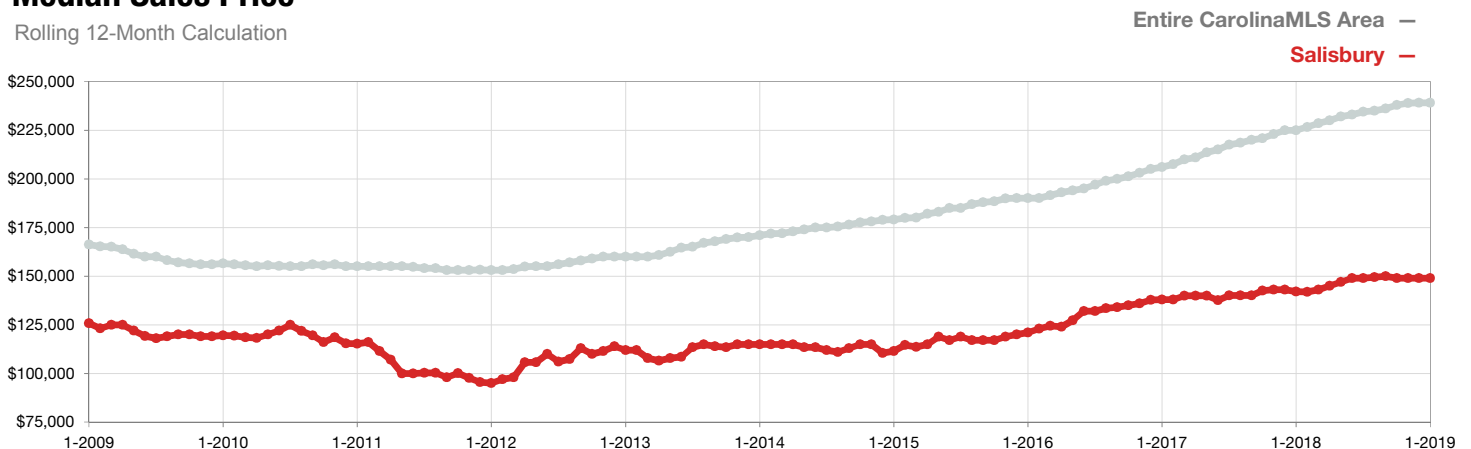
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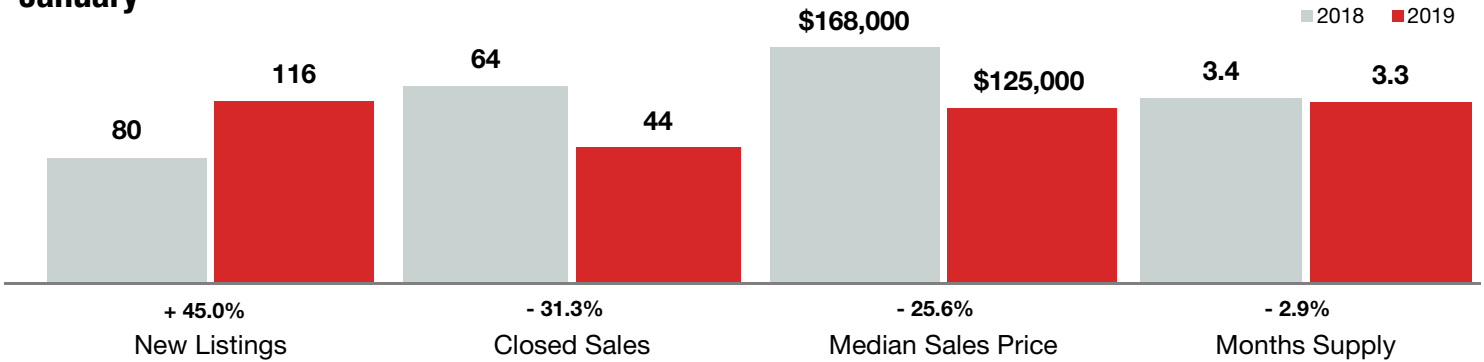
## Statesville

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	80	116	+ 45.0%	80	116	+ 45.0%
Pending Sales	71	94	+ 32.4%	71	94	+ 32.4%
Closed Sales	64	44	- 31.3%	64	44	- 31.3%
Median Sales Price*	\$168,000	\$125,000	- 25.6%	\$168,000	\$125,000	- 25.6%
Average Sales Price*	\$171,087	\$129,081	- 24.6%	\$171,087	\$129,081	- 24.6%
Percent of Original List Price Received*	94.7%	89.9%	- 5.1%	94.7%	89.9%	- 5.1%
List to Close	115	115	0.0%	115	115	0.0%
Days on Market Until Sale	63	55	- 12.7%	63	55	- 12.7%
Cumulative Days on Market Until Sale	79	58	- 26.6%	79	58	- 26.6%
Inventory of Homes for Sale	248	260	+ 4.8%	--	--	--
Months Supply of Inventory	3.4	3.3	- 2.9%	--	--	--

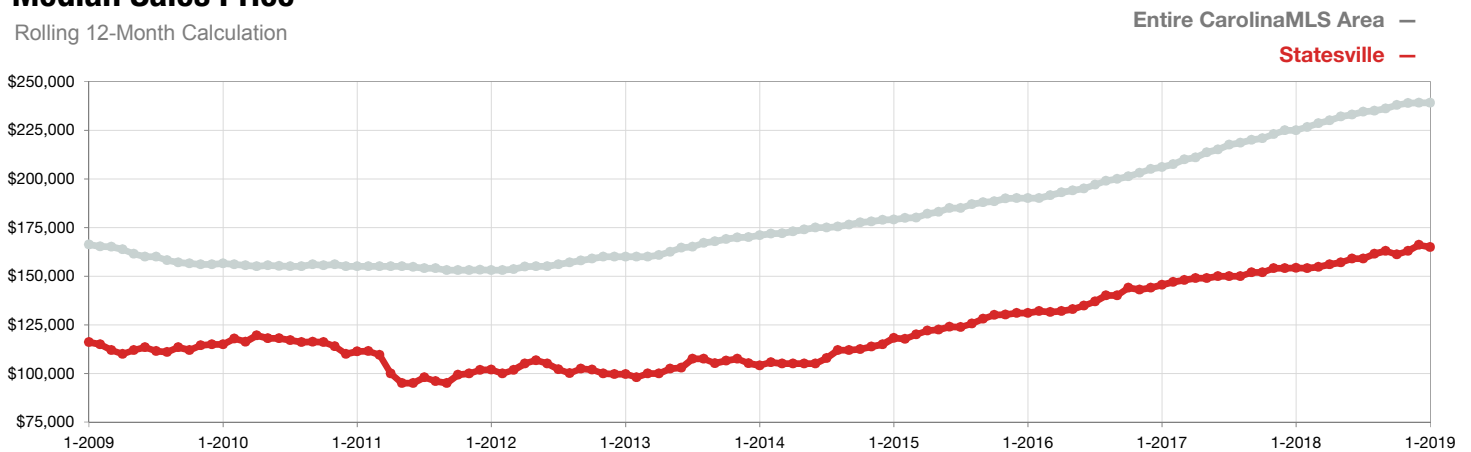
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### January



### Median Sales Price

Rolling 12-Month Calculation





# Local Market Update for January 2019

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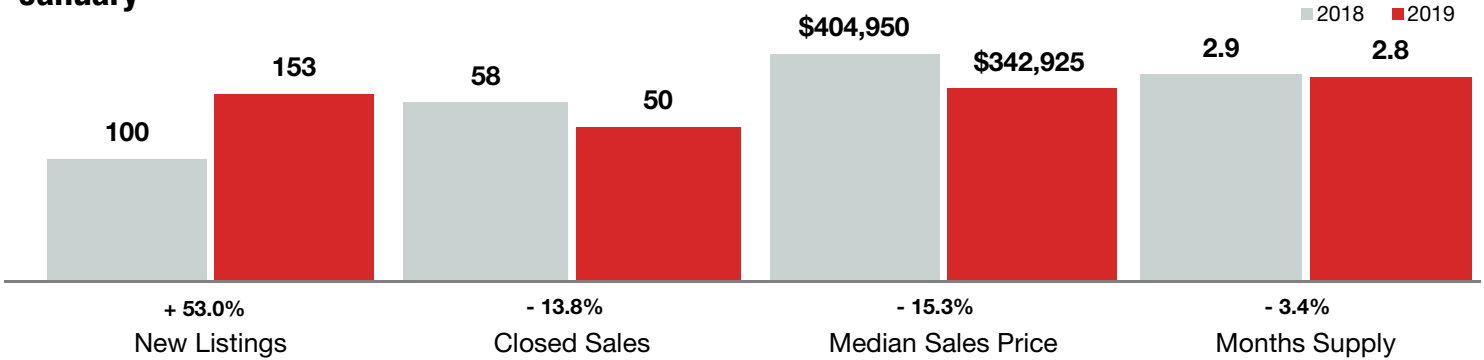
## Waxhaw

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	100	153	+ 53.0%	100	153	+ 53.0%
Pending Sales	82	110	+ 34.1%	82	110	+ 34.1%
Closed Sales	58	50	- 13.8%	58	50	- 13.8%
Median Sales Price*	\$404,950	\$342,925	- 15.3%	\$404,950	\$342,925	- 15.3%
Average Sales Price*	\$467,527	\$426,418	- 8.8%	\$467,527	\$426,418	- 8.8%
Percent of Original List Price Received*	96.4%	95.8%	- 0.6%	96.4%	95.8%	- 0.6%
List to Close	121	106	- 12.4%	121	106	- 12.4%
Days on Market Until Sale	51	58	+ 13.7%	51	58	+ 13.7%
Cumulative Days on Market Until Sale	70	78	+ 11.4%	70	78	+ 11.4%
Inventory of Homes for Sale	303	302	- 0.3%	--	--	--
Months Supply of Inventory	2.9	2.8	- 3.4%	--	--	--

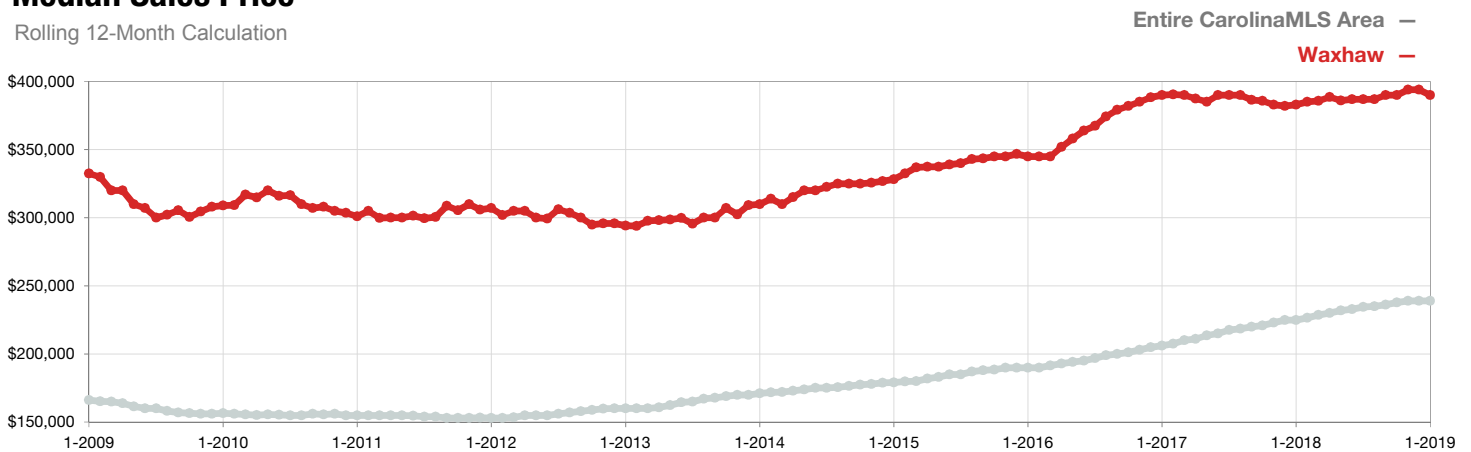
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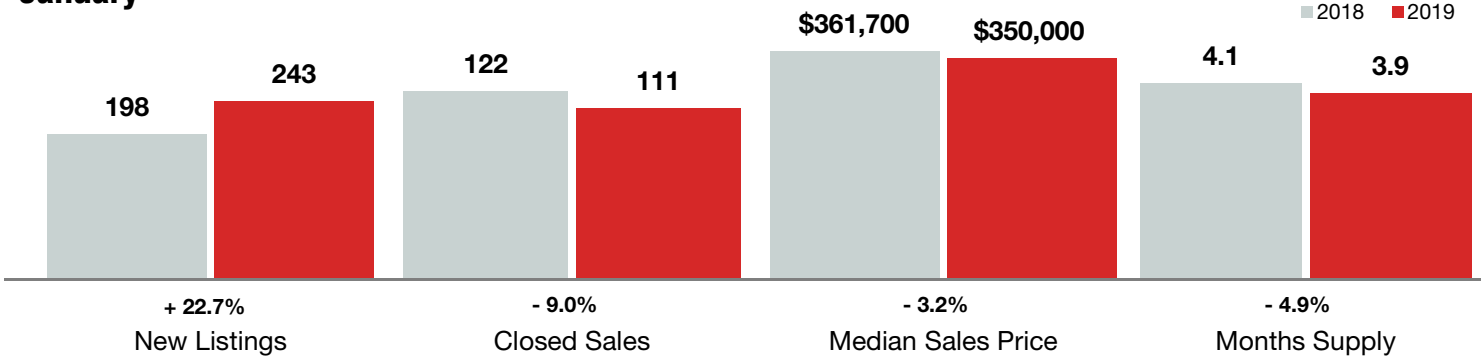
## Lake Norman

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	198	<b>243</b>	+ 22.7%	198	<b>243</b>	+ 22.7%
Pending Sales	140	<b>191</b>	+ 36.4%	140	<b>191</b>	+ 36.4%
Closed Sales	122	<b>111</b>	- 9.0%	122	<b>111</b>	- 9.0%
Median Sales Price*	\$361,700	<b>\$350,000</b>	- 3.2%	\$361,700	<b>\$350,000</b>	- 3.2%
Average Sales Price*	\$462,194	<b>\$460,836</b>	- 0.3%	\$462,194	<b>\$460,836</b>	- 0.3%
Percent of Original List Price Received*	94.5%	<b>93.9%</b>	- 0.6%	94.5%	<b>93.9%</b>	- 0.6%
List to Close	139	<b>141</b>	+ 1.4%	139	<b>141</b>	+ 1.4%
Days on Market Until Sale	81	<b>79</b>	- 2.5%	81	<b>79</b>	- 2.5%
Cumulative Days on Market Until Sale	96	<b>96</b>	0.0%	96	<b>96</b>	0.0%
Inventory of Homes for Sale	804	<b>766</b>	- 4.7%	--	--	--
Months Supply of Inventory	4.1	<b>3.9</b>	- 4.9%	--	--	--

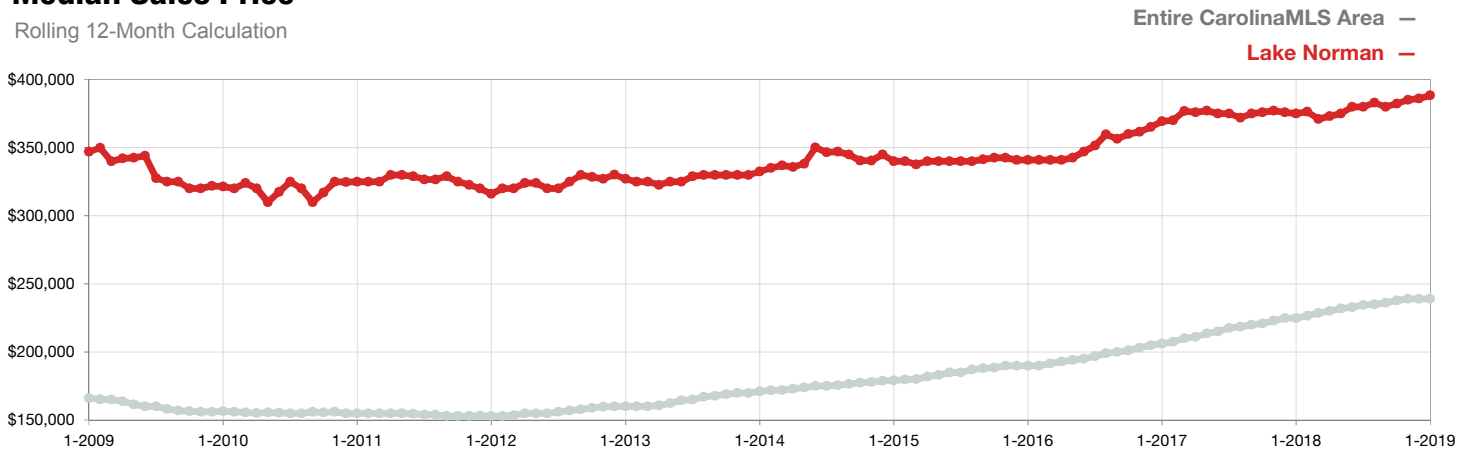
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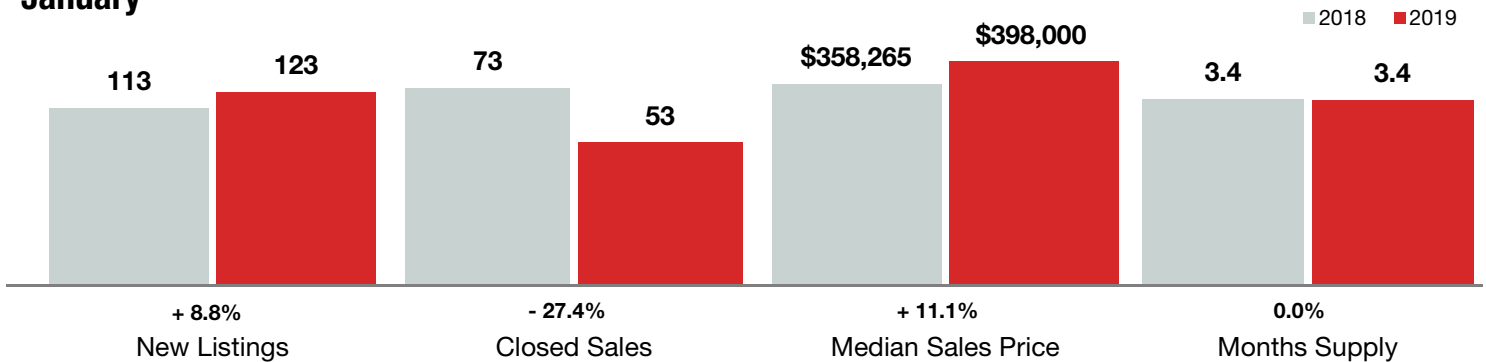
## Lake Wylie

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	113	123	+ 8.8%	113	123	+ 8.8%
Pending Sales	77	102	+ 32.5%	77	102	+ 32.5%
Closed Sales	73	53	- 27.4%	73	53	- 27.4%
Median Sales Price*	\$358,265	\$398,000	+ 11.1%	\$358,265	\$398,000	+ 11.1%
Average Sales Price*	\$403,625	\$464,172	+ 15.0%	\$403,625	\$464,172	+ 15.0%
Percent of Original List Price Received*	97.2%	96.0%	- 1.2%	97.2%	96.0%	- 1.2%
List to Close	158	136	- 13.9%	158	136	- 13.9%
Days on Market Until Sale	93	62	- 33.3%	93	62	- 33.3%
Cumulative Days on Market Until Sale	92	82	- 10.9%	92	82	- 10.9%
Inventory of Homes for Sale	329	351	+ 6.7%	--	--	--
Months Supply of Inventory	3.4	3.4	0.0%	--	--	--

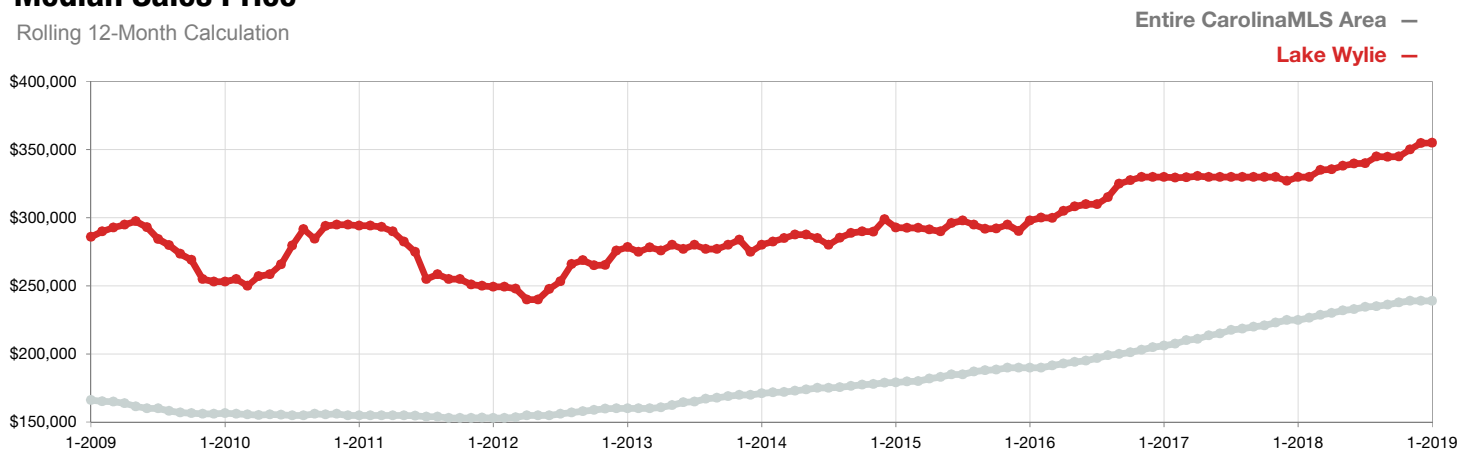
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### January



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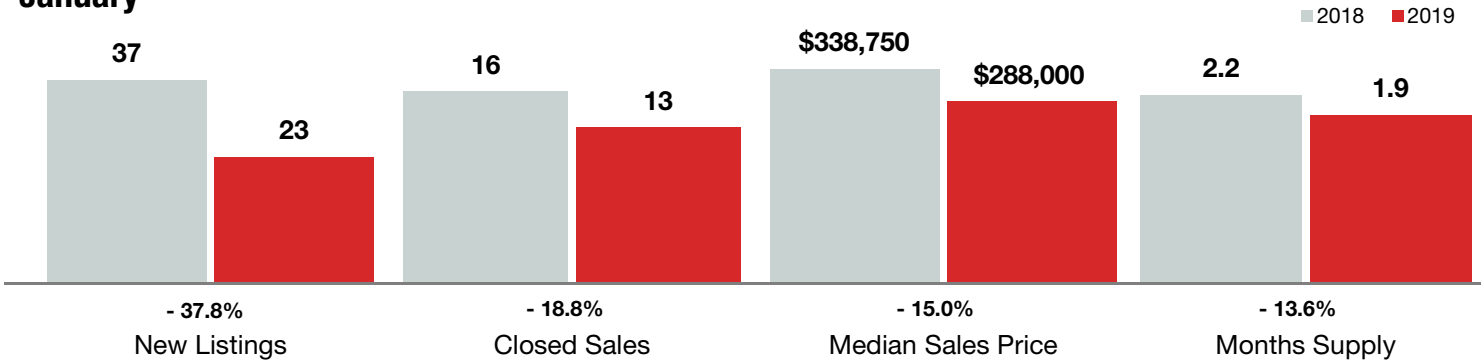
## Uptown Charlotte

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	37	23	- 37.8%	37	23	- 37.8%
Pending Sales	30	23	- 23.3%	30	23	- 23.3%
Closed Sales	16	13	- 18.8%	16	13	- 18.8%
Median Sales Price*	\$338,750	<b>\$288,000</b>	- 15.0%	\$338,750	<b>\$288,000</b>	- 15.0%
Average Sales Price*	\$362,661	<b>\$431,977</b>	+ 19.1%	\$362,661	<b>\$431,977</b>	+ 19.1%
Percent of Original List Price Received*	96.1%	<b>96.8%</b>	+ 0.7%	96.1%	<b>96.8%</b>	+ 0.7%
List to Close	158	95	- 39.9%	158	95	- 39.9%
Days on Market Until Sale	79	54	- 31.6%	79	54	- 31.6%
Cumulative Days on Market Until Sale	85	96	+ 12.9%	85	96	+ 12.9%
Inventory of Homes for Sale	74	57	- 23.0%	--	--	--
Months Supply of Inventory	2.2	1.9	- 13.6%	--	--	--

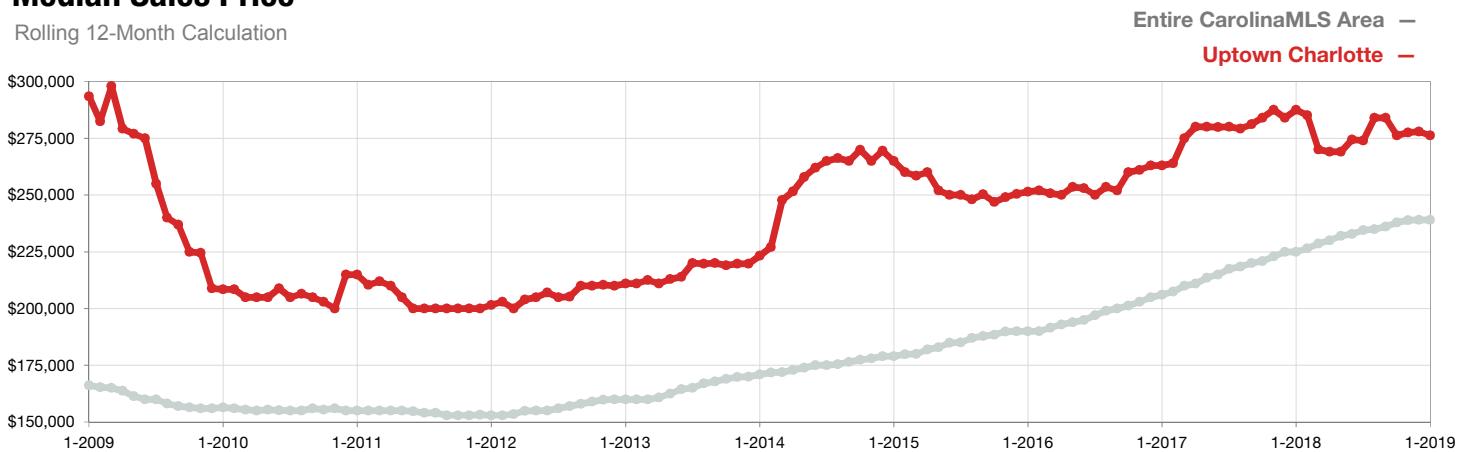
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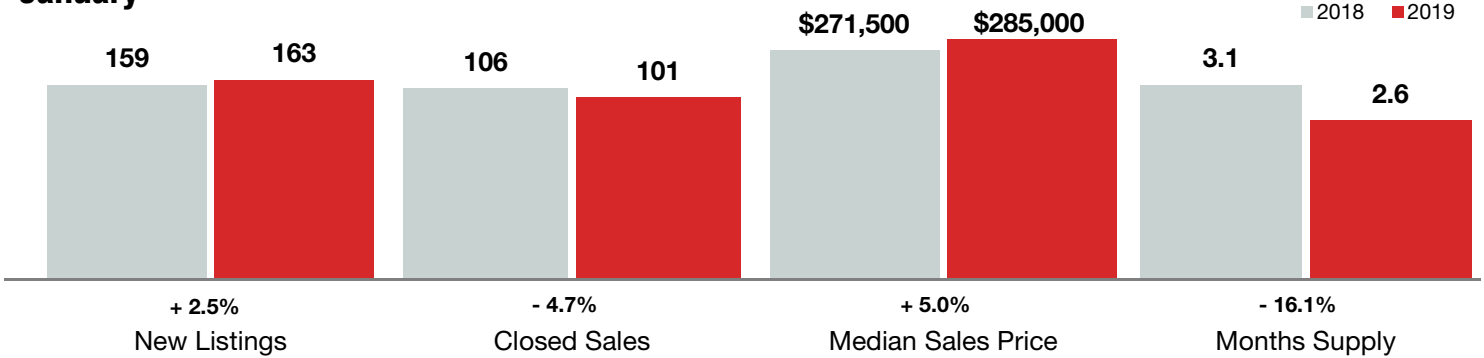
## Lancaster County

South Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	159	163	+ 2.5%	159	163	+ 2.5%
Pending Sales	152	144	- 5.3%	152	144	- 5.3%
Closed Sales	106	101	- 4.7%	106	101	- 4.7%
Median Sales Price*	\$271,500	\$285,000	+ 5.0%	\$271,500	\$285,000	+ 5.0%
Average Sales Price*	\$287,026	\$276,302	- 3.7%	\$287,026	\$276,302	- 3.7%
Percent of Original List Price Received*	96.5%	97.0%	+ 0.5%	96.5%	97.0%	+ 0.5%
List to Close	107	126	+ 17.8%	107	126	+ 17.8%
Days on Market Until Sale	54	51	- 5.6%	54	51	- 5.6%
Cumulative Days on Market Until Sale	68	63	- 7.4%	68	63	- 7.4%
Inventory of Homes for Sale	431	391	- 9.3%	--	--	--
Months Supply of Inventory	3.1	2.6	- 16.1%	--	--	--

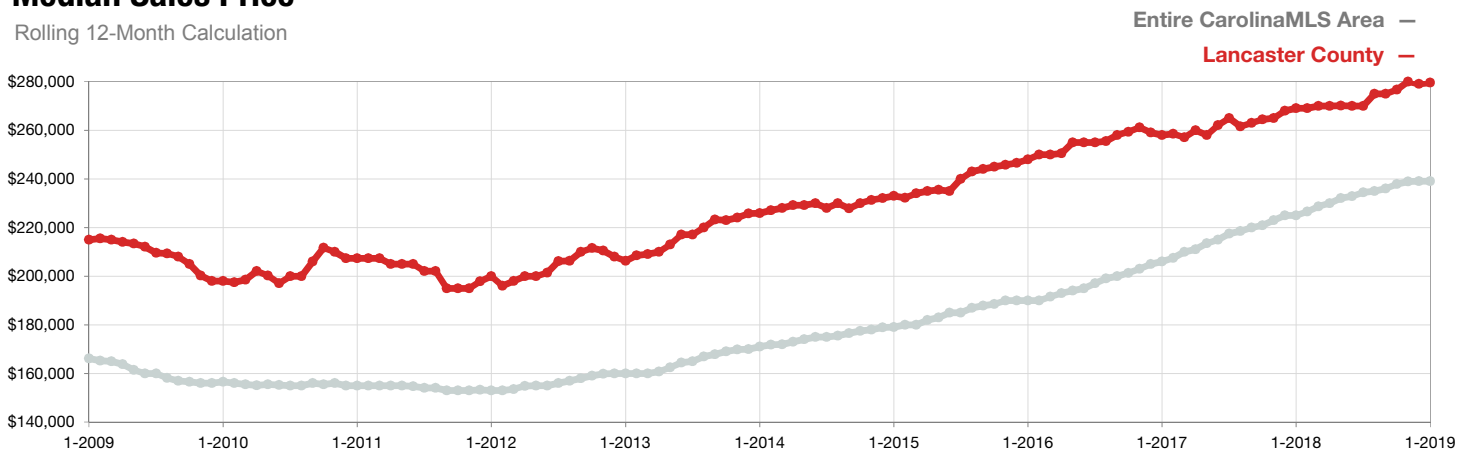
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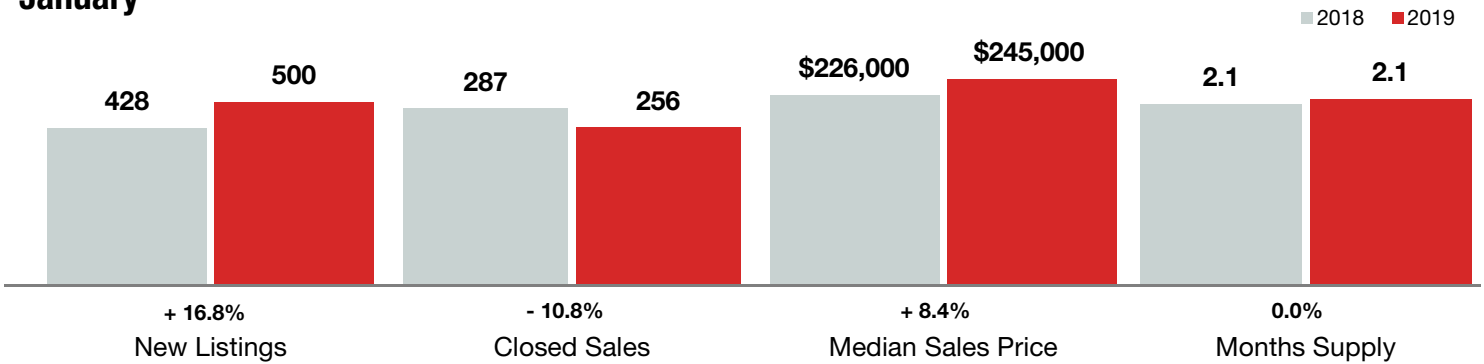
## York County

South Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	428	500	+ 16.8%	428	500	+ 16.8%
Pending Sales	373	405	+ 8.6%	373	405	+ 8.6%
Closed Sales	287	256	- 10.8%	287	256	- 10.8%
Median Sales Price*	\$226,000	\$245,000	+ 8.4%	\$226,000	\$245,000	+ 8.4%
Average Sales Price*	\$262,942	\$275,534	+ 4.8%	\$262,942	\$275,534	+ 4.8%
Percent of Original List Price Received*	96.2%	96.5%	+ 0.3%	96.2%	96.5%	+ 0.3%
List to Close	111	99	- 10.8%	111	99	- 10.8%
Days on Market Until Sale	54	46	- 14.8%	54	46	- 14.8%
Cumulative Days on Market Until Sale	66	56	- 15.2%	66	56	- 15.2%
Inventory of Homes for Sale	832	883	+ 6.1%	--	--	--
Months Supply of Inventory	2.1	2.1	0.0%	--	--	--

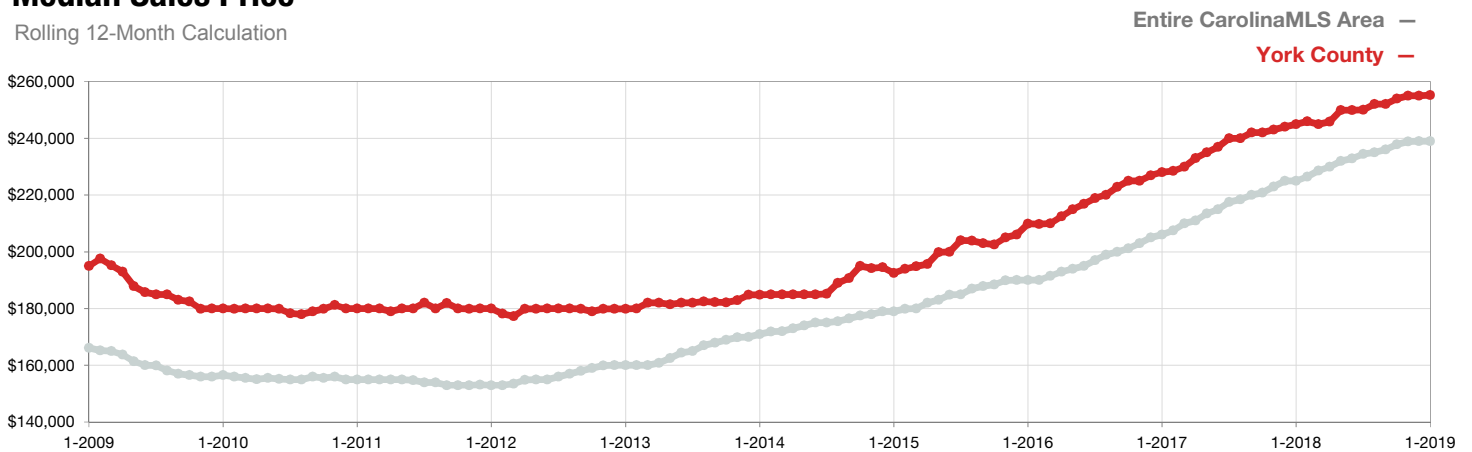
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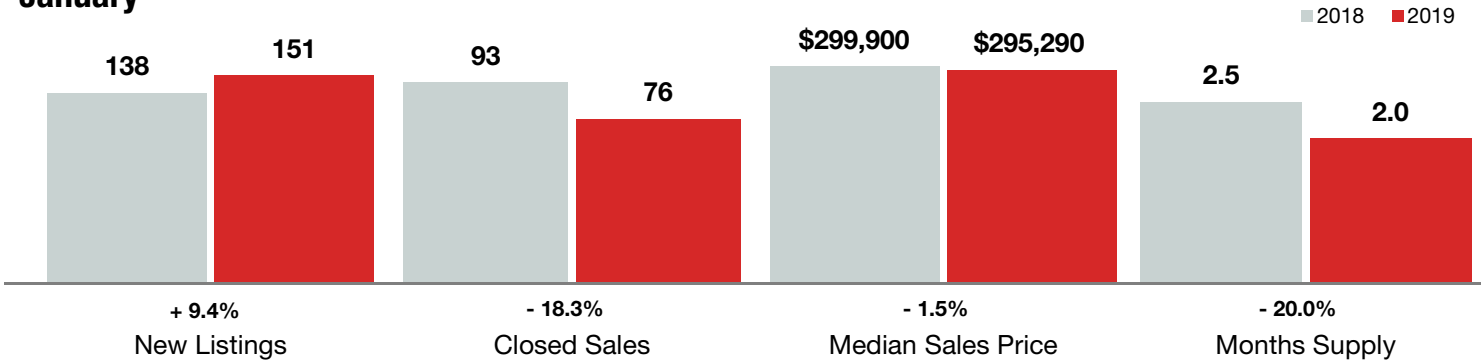
## Fort Mill

South Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	138	151	+ 9.4%	138	151	+ 9.4%
Pending Sales	98	127	+ 29.6%	98	127	+ 29.6%
Closed Sales	93	76	- 18.3%	93	76	- 18.3%
Median Sales Price*	\$299,900	<b>\$295,290</b>	- 1.5%	\$299,900	<b>\$295,290</b>	- 1.5%
Average Sales Price*	\$332,901	<b>\$323,819</b>	- 2.7%	\$332,901	<b>\$323,819</b>	- 2.7%
Percent of Original List Price Received*	96.6%	<b>97.2%</b>	+ 0.6%	96.6%	<b>97.2%</b>	+ 0.6%
List to Close	119	99	- 16.8%	119	99	- 16.8%
Days on Market Until Sale	60	45	- 25.0%	60	45	- 25.0%
Cumulative Days on Market Until Sale	73	62	- 15.1%	73	62	- 15.1%
Inventory of Homes for Sale	322	270	- 16.1%	--	--	--
Months Supply of Inventory	2.5	2.0	- 20.0%	--	--	--

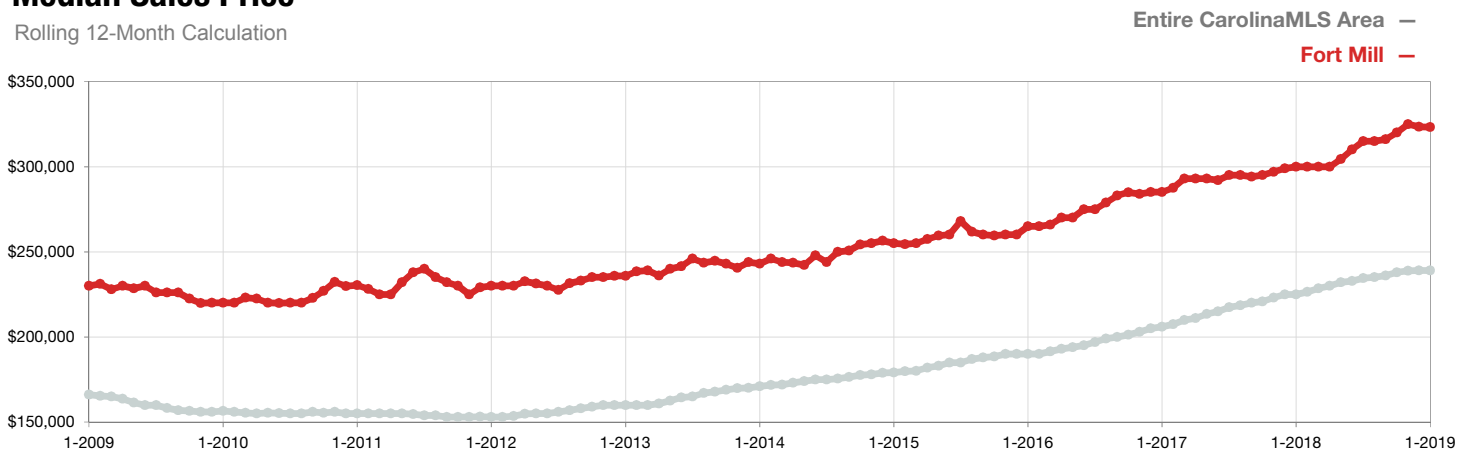
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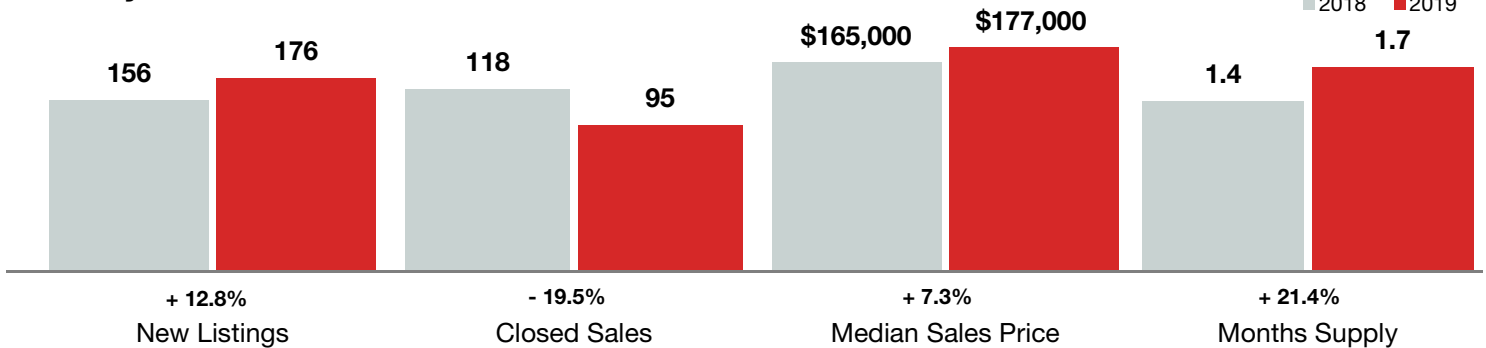
## Rock Hill

South Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	156	176	+ 12.8%	156	176	+ 12.8%
Pending Sales	158	148	- 6.3%	158	148	- 6.3%
Closed Sales	118	95	- 19.5%	118	95	- 19.5%
Median Sales Price*	\$165,000	\$177,000	+ 7.3%	\$165,000	\$177,000	+ 7.3%
Average Sales Price*	\$181,212	\$196,578	+ 8.5%	\$181,212	\$196,578	+ 8.5%
Percent of Original List Price Received*	96.0%	97.0%	+ 1.0%	96.0%	97.0%	+ 1.0%
List to Close	105	92	- 12.4%	105	92	- 12.4%
Days on Market Until Sale	45	39	- 13.3%	45	39	- 13.3%
Cumulative Days on Market Until Sale	55	40	- 27.3%	55	40	- 27.3%
Inventory of Homes for Sale	210	247	+ 17.6%	--	--	--
Months Supply of Inventory	1.4	1.7	+ 21.4%	--	--	--

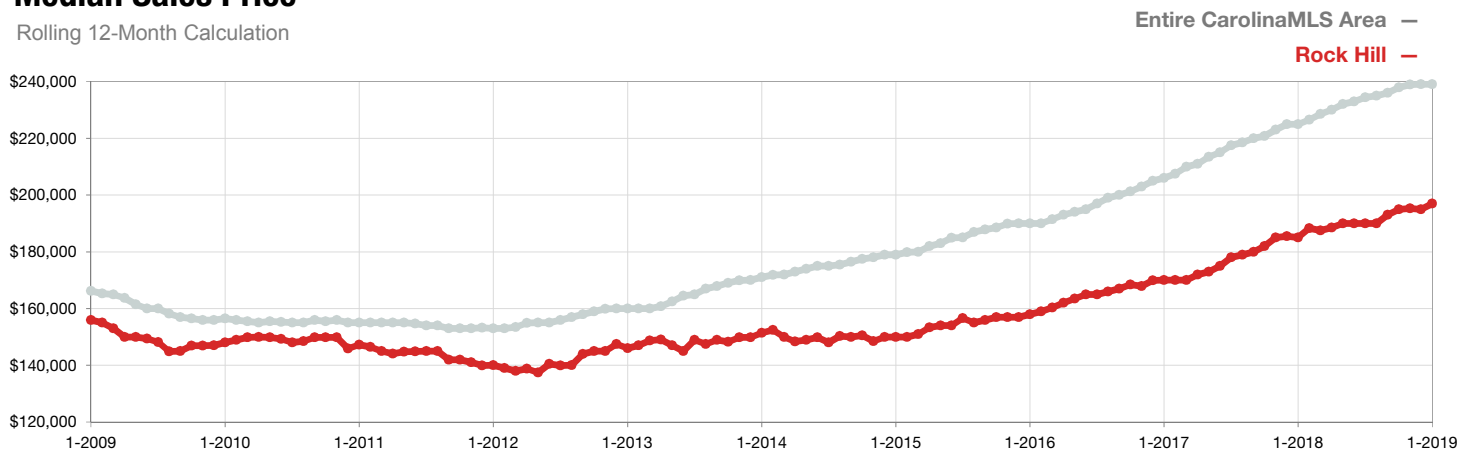
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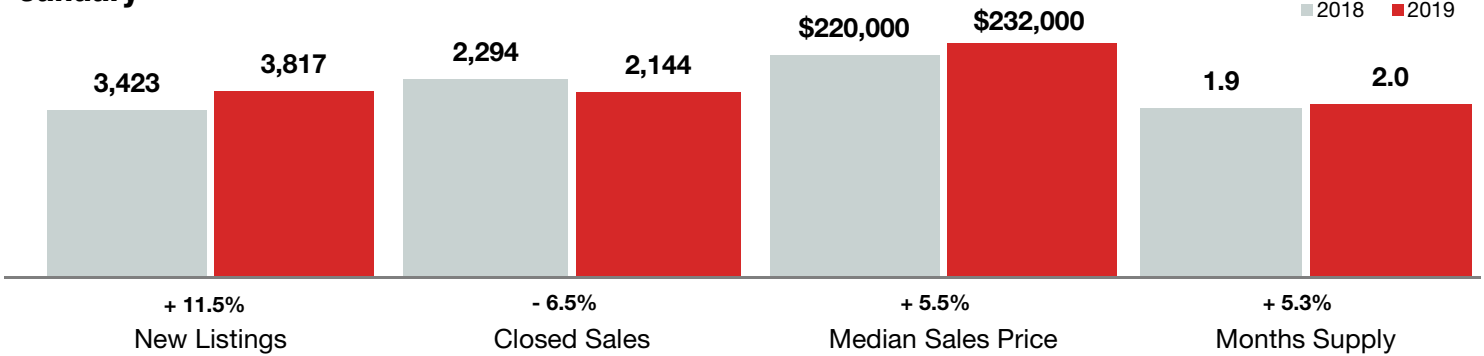
## Charlotte MSA

North Carolina

Key Metrics	January			Year to Date		
	2018	2019	Percent Change	Thru 1-2018	Thru 1-2019	Percent Change
New Listings	3,423	<b>3,817</b>	+ 11.5%	3,423	<b>3,817</b>	+ 11.5%
Pending Sales	3,005	<b>3,373</b>	+ 12.2%	3,005	<b>3,373</b>	+ 12.2%
Closed Sales	2,294	<b>2,144</b>	- 6.5%	2,294	<b>2,144</b>	- 6.5%
Median Sales Price*	\$220,000	<b>\$232,000</b>	+ 5.5%	\$220,000	<b>\$232,000</b>	+ 5.5%
Average Sales Price*	\$268,981	<b>\$272,936</b>	+ 1.5%	\$268,981	<b>\$272,936</b>	+ 1.5%
Percent of Original List Price Received*	96.5%	<b>96.0%</b>	- 0.5%	96.5%	<b>96.0%</b>	- 0.5%
List to Close	100	<b>103</b>	+ 3.0%	100	<b>103</b>	+ 3.0%
Days on Market Until Sale	44	<b>48</b>	+ 9.1%	44	<b>48</b>	+ 9.1%
Cumulative Days on Market Until Sale	54	<b>58</b>	+ 7.4%	54	<b>58</b>	+ 7.4%
Inventory of Homes for Sale	6,741	<b>6,851</b>	+ 1.6%	--	--	--
Months Supply of Inventory	1.9	<b>2.0</b>	+ 5.3%	--	--	--

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