

Local Market Update for February 2018

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
FOR MORE INFORMATION, CONTACT A REALTOR®



Charlotte Regional Realtor® Association

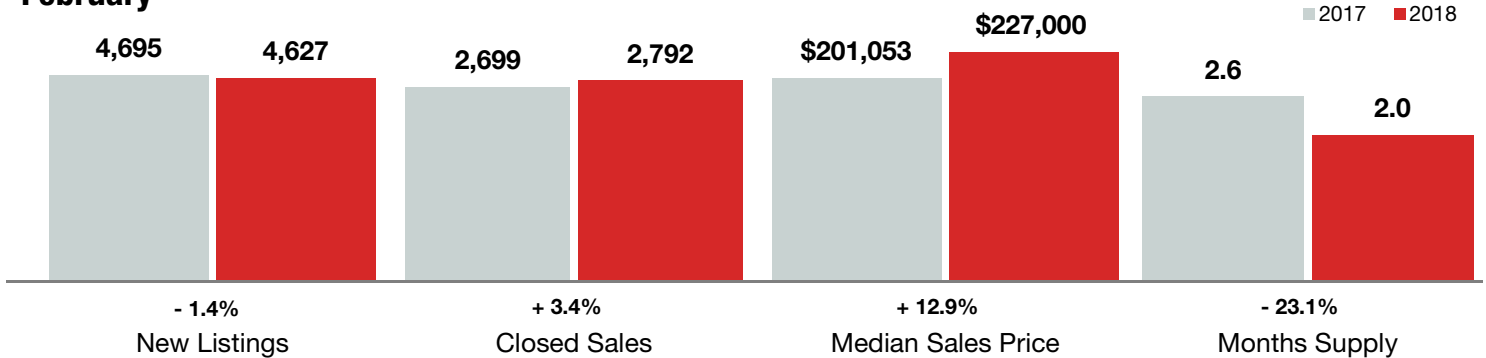
Charlotte Region

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 4,695 | 4,627 | - 1.4% | 8,627 | 8,605 | - 0.3% |
| Pending Sales | 3,780 | 4,092 | + 8.3% | 7,017 | 7,629 | + 8.7% |
| Closed Sales | 2,699 | 2,792 | + 3.4% | 5,285 | 5,466 | + 3.4% |
| Median Sales Price* | \$201,053 | \$227,000 | + 12.9% | \$203,800 | \$221,860 | + 8.9% |
| Average Sales Price* | \$245,318 | \$265,761 | + 8.3% | \$252,189 | \$265,578 | + 5.3% |
| Percent of Original List Price Received* | 96.4% | 96.6% | + 0.2% | 96.2% | 96.3% | + 0.1% |
| List to Close | 112 | 106 | - 5.4% | 113 | 105 | - 7.1% |
| Days on Market Until Sale | 56 | 55 | - 1.8% | 55 | 53 | - 3.6% |
| Cumulative Days on Market Until Sale | 65 | 65 | 0.0% | 64 | 63 | - 1.6% |
| Inventory of Homes for Sale | 9,607 | 8,035 | - 16.4% | -- | -- | -- |
| Months Supply of Inventory | 2.6 | 2.0 | - 23.1% | -- | -- | -- |

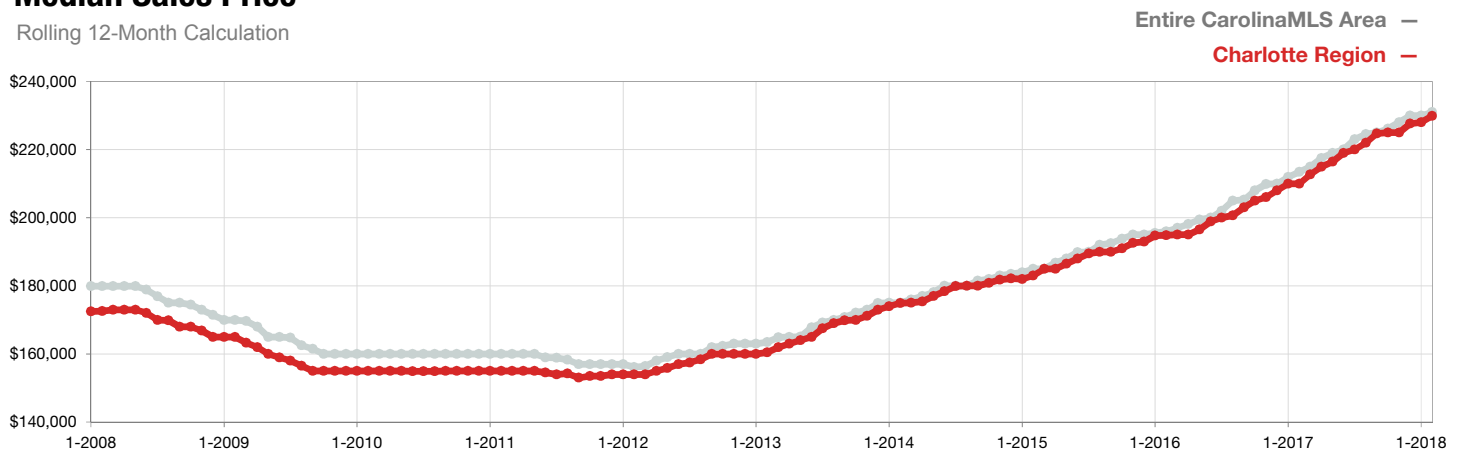
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February



Median Sales Price

Rolling 12-Month Calculation



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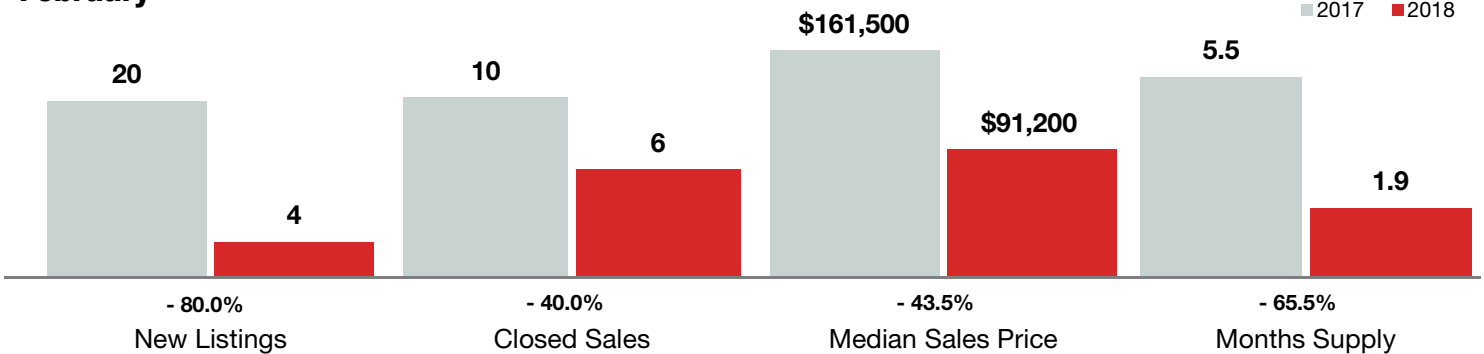
Alexander County

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 20 | 4 | - 80.0% | 27 | 14 | - 48.1% |
| Pending Sales | 13 | 5 | - 61.5% | 24 | 10 | - 58.3% |
| Closed Sales | 10 | 6 | - 40.0% | 20 | 16 | - 20.0% |
| Median Sales Price* | \$161,500 | \$91,200 | - 43.5% | \$141,250 | \$144,450 | + 2.3% |
| Average Sales Price* | \$171,340 | \$117,067 | - 31.7% | \$159,038 | \$168,944 | + 6.2% |
| Percent of Original List Price Received* | 94.1% | 89.5% | - 4.9% | 93.7% | 90.2% | - 3.7% |
| List to Close | 116 | 126 | + 8.6% | 140 | 161 | + 15.0% |
| Days on Market Until Sale | 47 | 86 | + 83.0% | 73 | 109 | + 49.3% |
| Cumulative Days on Market Until Sale | 53 | 86 | + 62.3% | 76 | 109 | + 43.4% |
| Inventory of Homes for Sale | 69 | 23 | - 66.7% | -- | -- | -- |
| Months Supply of Inventory | 5.5 | 1.9 | - 65.5% | -- | -- | -- |

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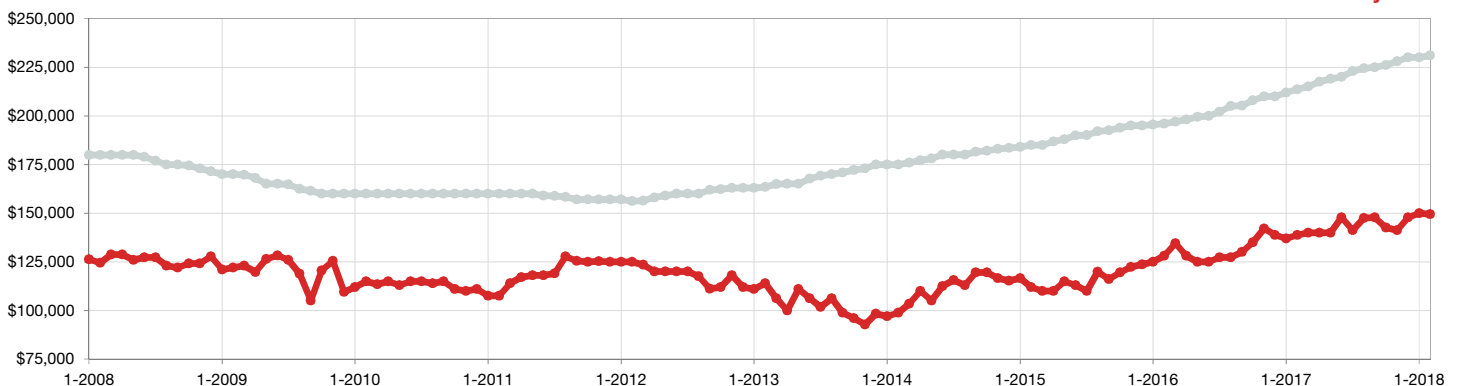
February



Median Sales Price

Rolling 12-Month Calculation

Entire CarolinaMLS Area —
Alexander County —



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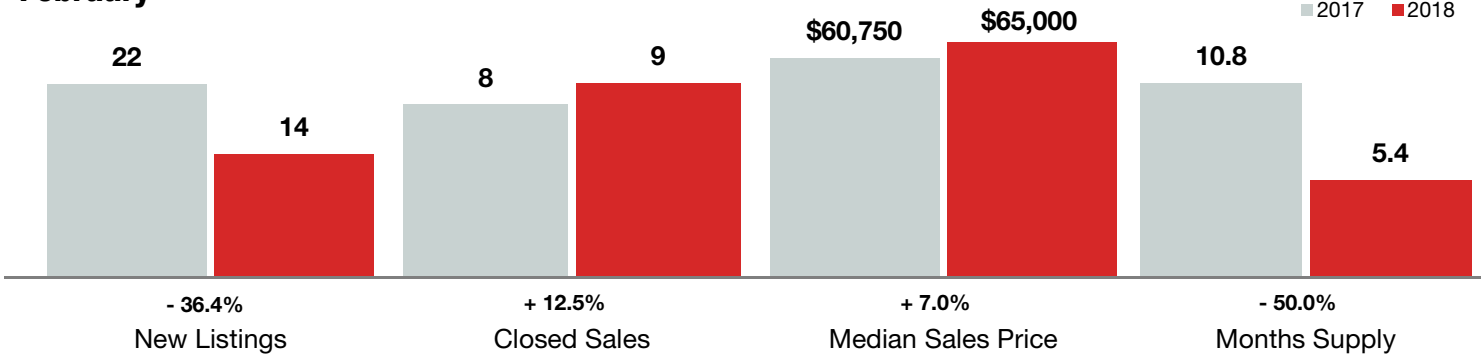
Anson County

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 22 | 14 | - 36.4% | 33 | 24 | - 27.3% |
| Pending Sales | 8 | 14 | + 75.0% | 19 | 28 | + 47.4% |
| Closed Sales | 8 | 9 | + 12.5% | 18 | 15 | - 16.7% |
| Median Sales Price* | \$60,750 | \$65,000 | + 7.0% | \$62,750 | \$116,000 | + 84.9% |
| Average Sales Price* | \$56,001 | \$105,500 | + 88.4% | \$81,642 | \$113,193 | + 38.6% |
| Percent of Original List Price Received* | 87.3% | 92.0% | + 5.4% | 89.6% | 89.1% | - 0.6% |
| List to Close | 334 | 242 | - 27.5% | 263 | 255 | - 3.0% |
| Days on Market Until Sale | 351 | 195 | - 44.4% | 251 | 245 | - 2.4% |
| Cumulative Days on Market Until Sale | 328 | 195 | - 40.5% | 244 | 245 | + 0.4% |
| Inventory of Homes for Sale | 112 | 68 | - 39.3% | -- | -- | -- |
| Months Supply of Inventory | 10.8 | 5.4 | - 50.0% | -- | -- | -- |

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

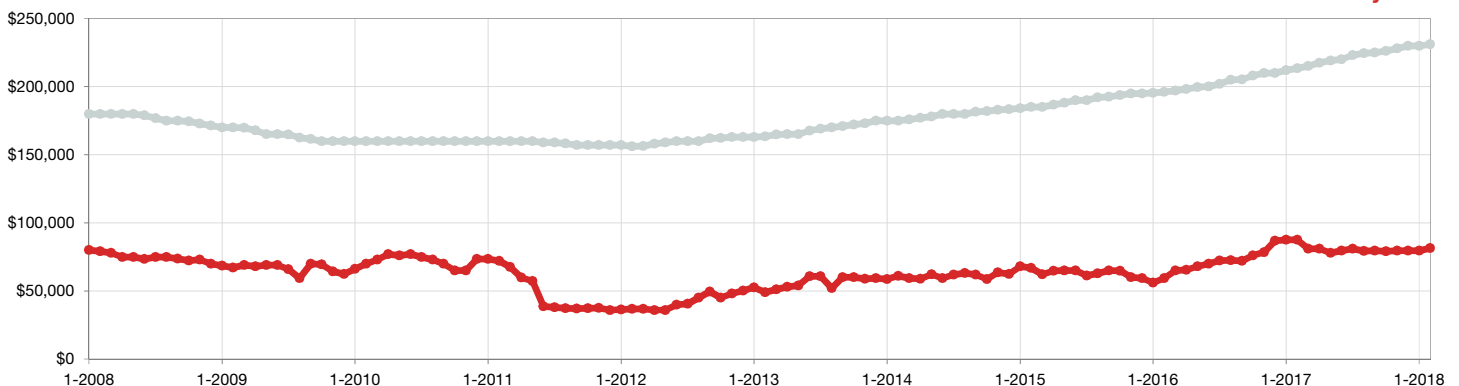
February



Median Sales Price

Rolling 12-Month Calculation

Entire CarolinaMLS Area —
Anson County —



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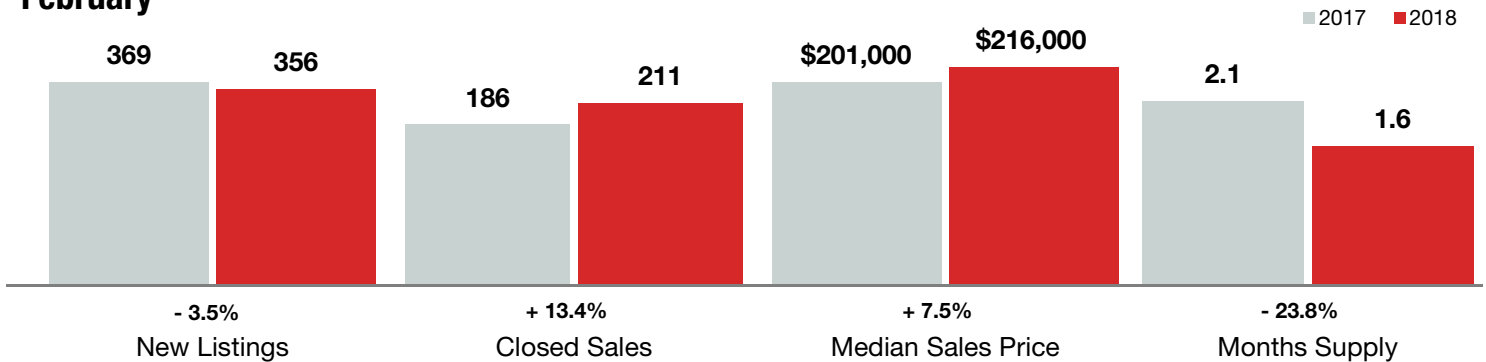
Cabarrus County

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 369 | 356 | - 3.5% | 648 | 657 | + 1.4% |
| Pending Sales | 280 | 297 | + 6.1% | 525 | 552 | + 5.1% |
| Closed Sales | 186 | 211 | + 13.4% | 392 | 411 | + 4.8% |
| Median Sales Price* | \$201,000 | \$216,000 | + 7.5% | \$188,500 | \$209,900 | + 11.4% |
| Average Sales Price* | \$216,218 | \$232,562 | + 7.6% | \$209,284 | \$227,973 | + 8.9% |
| Percent of Original List Price Received* | 95.9% | 96.8% | + 0.9% | 95.8% | 96.5% | + 0.7% |
| List to Close | 110 | 104 | - 5.5% | 104 | 99 | - 4.8% |
| Days on Market Until Sale | 58 | 43 | - 25.9% | 51 | 42 | - 17.6% |
| Cumulative Days on Market Until Sale | 63 | 52 | - 17.5% | 62 | 49 | - 21.0% |
| Inventory of Homes for Sale | 616 | 503 | - 18.3% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 1.6 | - 23.8% | -- | -- | -- |

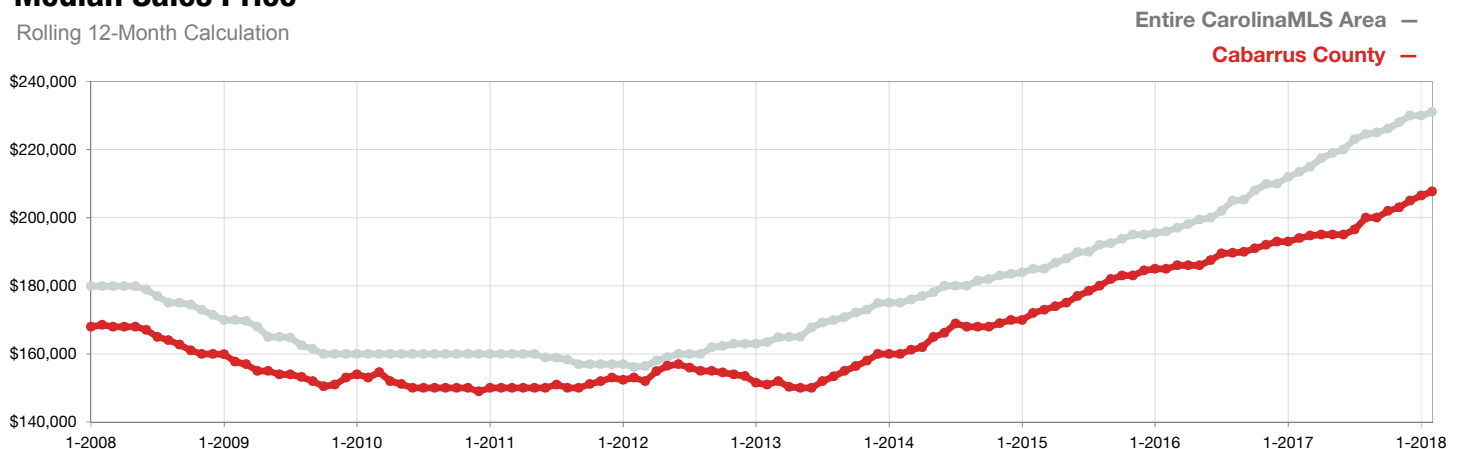
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February



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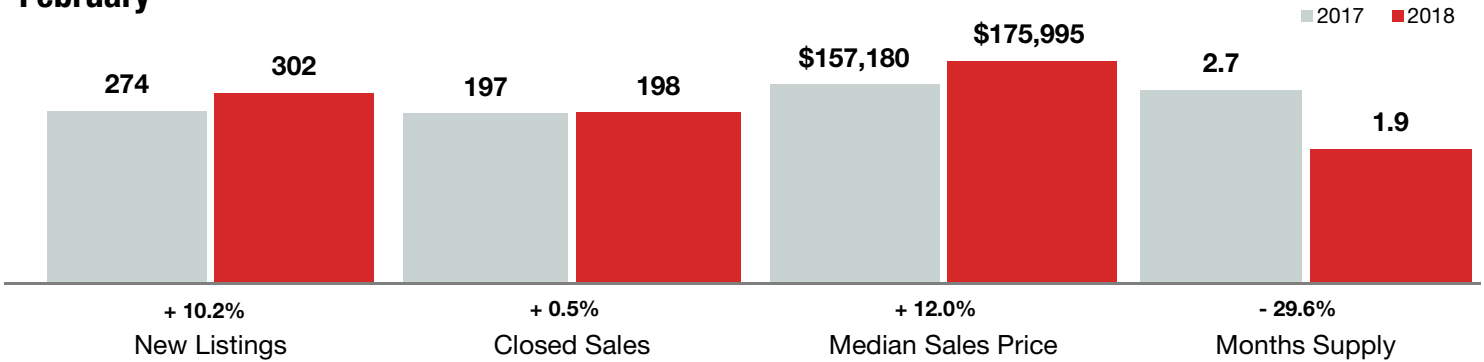
Gaston County

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 274 | 302 | + 10.2% | 544 | 579 | + 6.4% |
| Pending Sales | 254 | 286 | + 12.6% | 466 | 559 | + 20.0% |
| Closed Sales | 197 | 198 | + 0.5% | 397 | 391 | - 1.5% |
| Median Sales Price* | \$157,180 | \$175,995 | + 12.0% | \$152,500 | \$170,000 | + 11.5% |
| Average Sales Price* | \$160,501 | \$183,463 | + 14.3% | \$163,303 | \$178,947 | + 9.6% |
| Percent of Original List Price Received* | 96.1% | 95.6% | - 0.5% | 96.0% | 96.1% | + 0.1% |
| List to Close | 117 | 114 | - 2.6% | 121 | 106 | - 12.4% |
| Days on Market Until Sale | 59 | 53 | - 10.2% | 59 | 48 | - 18.6% |
| Cumulative Days on Market Until Sale | 75 | 61 | - 18.7% | 69 | 57 | - 17.4% |
| Inventory of Homes for Sale | 696 | 516 | - 25.9% | -- | -- | -- |
| Months Supply of Inventory | 2.7 | 1.9 | - 29.6% | -- | -- | -- |

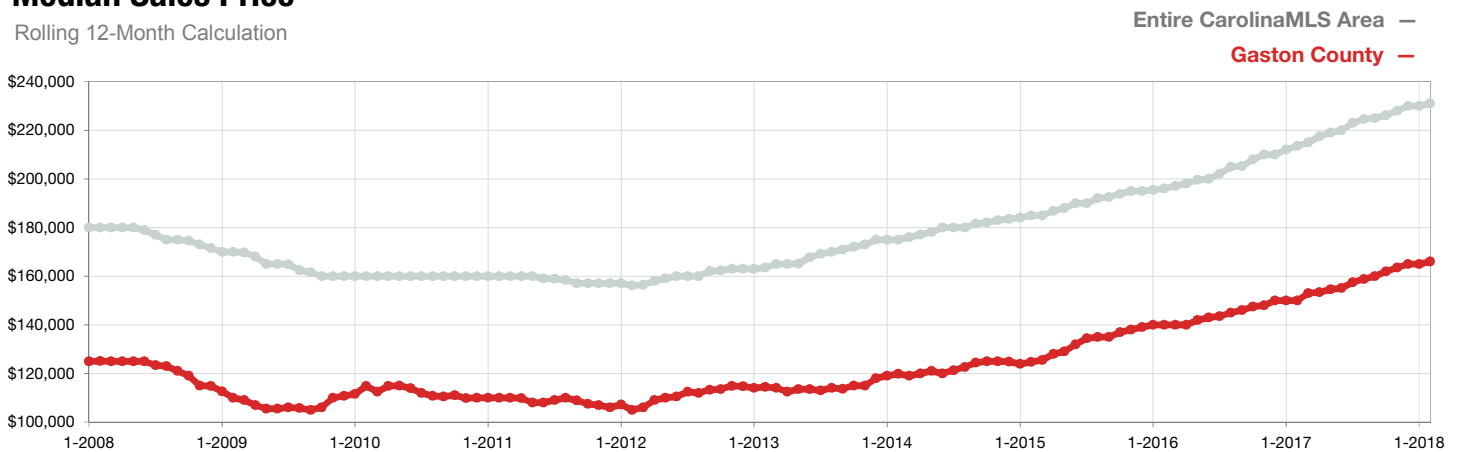
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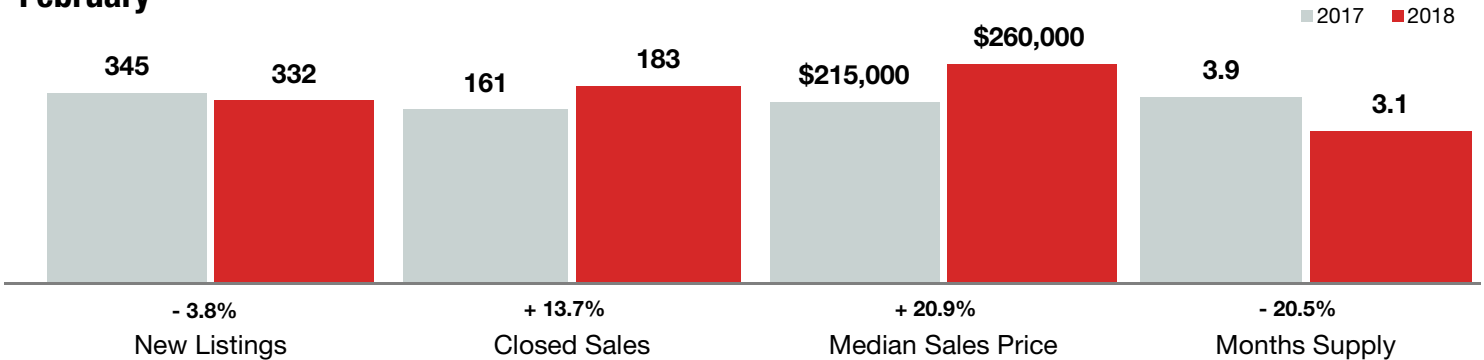
Iredell County

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 345 | 332 | - 3.8% | 608 | 578 | - 4.9% |
| Pending Sales | 255 | 239 | - 6.3% | 438 | 462 | + 5.5% |
| Closed Sales | 161 | 183 | + 13.7% | 329 | 376 | + 14.3% |
| Median Sales Price* | \$215,000 | \$260,000 | + 20.9% | \$218,000 | \$245,780 | + 12.7% |
| Average Sales Price* | \$257,858 | \$309,493 | + 20.0% | \$284,987 | \$302,311 | + 6.1% |
| Percent of Original List Price Received* | 95.0% | 95.6% | + 0.6% | 94.5% | 95.1% | + 0.6% |
| List to Close | 135 | 140 | + 3.7% | 133 | 132 | - 0.8% |
| Days on Market Until Sale | 76 | 87 | + 14.5% | 74 | 80 | + 8.1% |
| Cumulative Days on Market Until Sale | 78 | 96 | + 23.1% | 83 | 90 | + 8.4% |
| Inventory of Homes for Sale | 981 | 832 | - 15.2% | -- | -- | -- |
| Months Supply of Inventory | 3.9 | 3.1 | - 20.5% | -- | -- | -- |

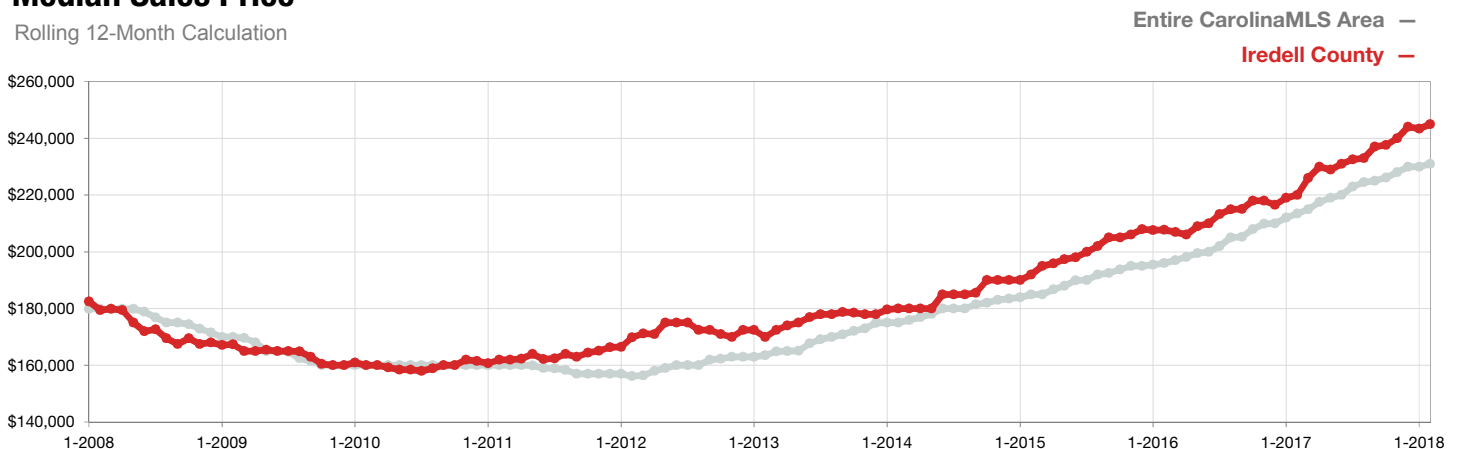
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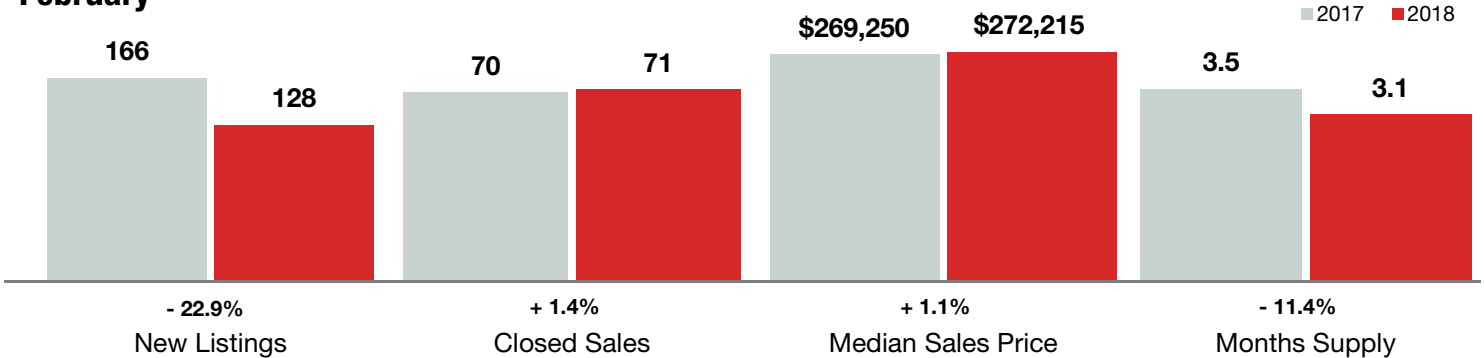
Lincoln County

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 166 | 128 | - 22.9% | 319 | 250 | - 21.6% |
| Pending Sales | 132 | 103 | - 22.0% | 245 | 203 | - 17.1% |
| Closed Sales | 70 | 71 | + 1.4% | 163 | 141 | - 13.5% |
| Median Sales Price* | \$269,250 | \$272,215 | + 1.1% | \$293,900 | \$238,000 | - 19.0% |
| Average Sales Price* | \$276,280 | \$268,413 | - 2.8% | \$300,944 | \$262,124 | - 12.9% |
| Percent of Original List Price Received* | 96.6% | 94.7% | - 2.0% | 96.2% | 95.1% | - 1.1% |
| List to Close | 111 | 114 | + 2.7% | 110 | 113 | + 2.7% |
| Days on Market Until Sale | 68 | 63 | - 7.4% | 62 | 59 | - 4.8% |
| Cumulative Days on Market Until Sale | 83 | 73 | - 12.0% | 71 | 65 | - 8.5% |
| Inventory of Homes for Sale | 406 | 357 | - 12.1% | -- | -- | -- |
| Months Supply of Inventory | 3.5 | 3.1 | - 11.4% | -- | -- | -- |

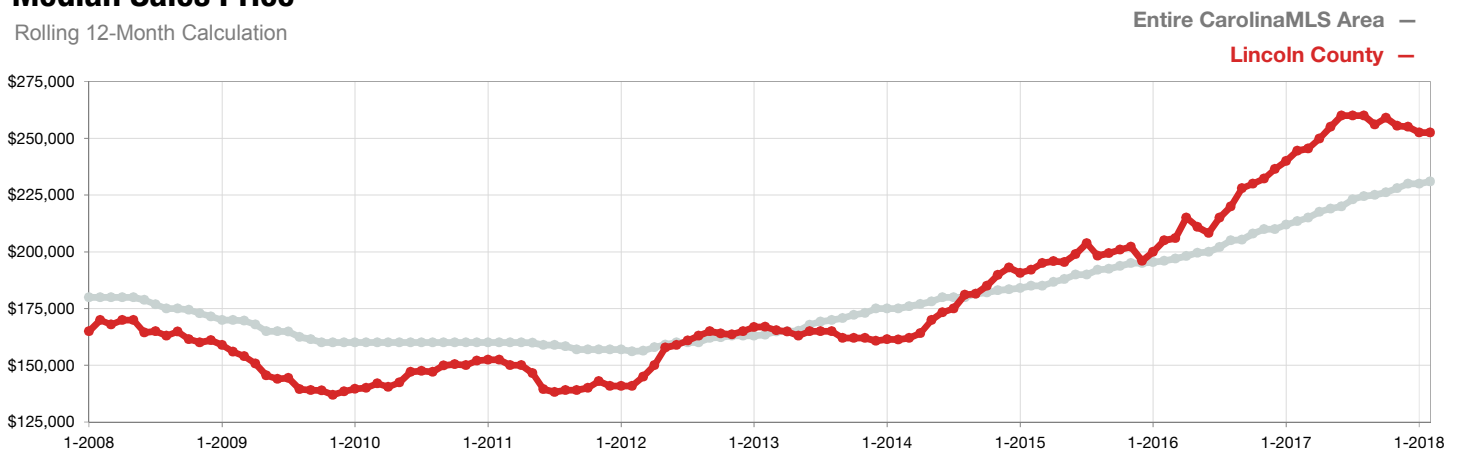
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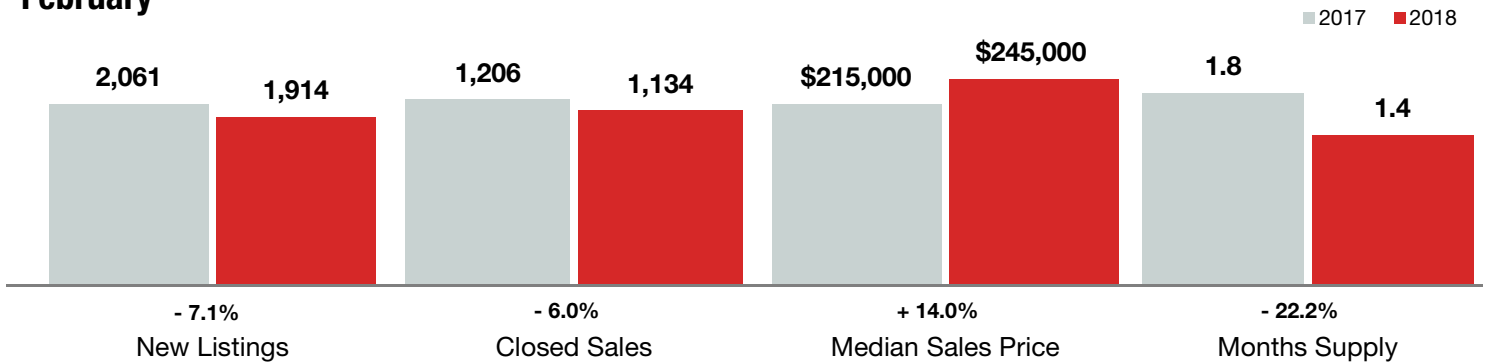
Mecklenburg County

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 2,061 | 1,914 | - 7.1% | 3,735 | 3,535 | - 5.4% |
| Pending Sales | 1,712 | 1,761 | + 2.9% | 3,178 | 3,178 | 0.0% |
| Closed Sales | 1,206 | 1,134 | - 6.0% | 2,377 | 2,263 | - 4.8% |
| Median Sales Price* | \$215,000 | \$245,000 | + 14.0% | \$217,250 | \$240,000 | + 10.5% |
| Average Sales Price* | \$264,373 | \$295,480 | + 11.8% | \$274,307 | \$295,593 | + 7.8% |
| Percent of Original List Price Received* | 97.4% | 98.0% | + 0.6% | 97.2% | 97.5% | + 0.3% |
| List to Close | 100 | 90 | - 10.0% | 102 | 93 | - 8.8% |
| Days on Market Until Sale | 44 | 40 | - 9.1% | 43 | 40 | - 7.0% |
| Cumulative Days on Market Until Sale | 53 | 49 | - 7.5% | 52 | 49 | - 5.8% |
| Inventory of Homes for Sale | 2,959 | 2,410 | - 18.6% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 1.4 | - 22.2% | -- | -- | -- |

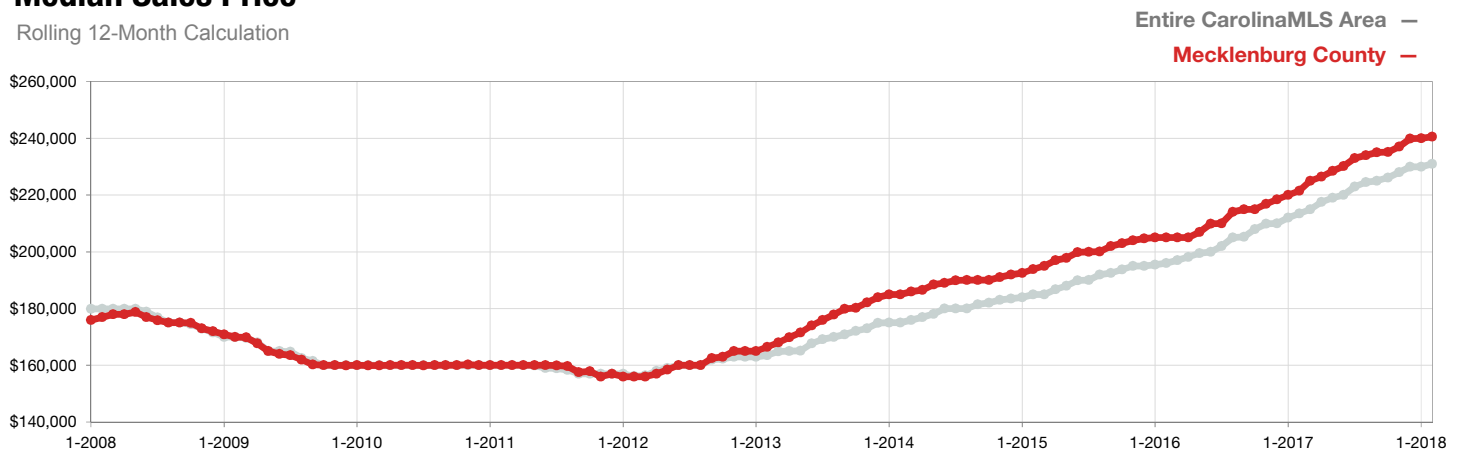
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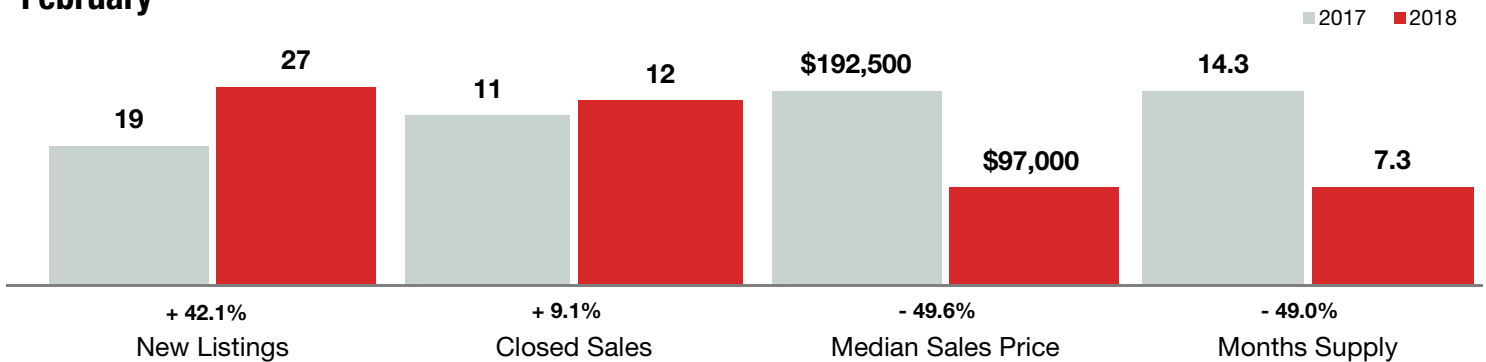
Montgomery County

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 19 | 27 | + 42.1% | 43 | 44 | + 2.3% |
| Pending Sales | 12 | 23 | + 91.7% | 21 | 33 | + 57.1% |
| Closed Sales | 11 | 12 | + 9.1% | 24 | 24 | 0.0% |
| Median Sales Price* | \$192,500 | \$97,000 | - 49.6% | \$153,400 | \$120,750 | - 21.3% |
| Average Sales Price* | \$251,077 | \$152,333 | - 39.3% | \$222,110 | \$206,915 | - 6.8% |
| Percent of Original List Price Received* | 86.2% | 89.8% | + 4.2% | 88.7% | 89.0% | + 0.3% |
| List to Close | 238 | 151 | - 36.6% | 236 | 172 | - 27.1% |
| Days on Market Until Sale | 205 | 101 | - 50.7% | 192 | 126 | - 34.4% |
| Cumulative Days on Market Until Sale | 265 | 136 | - 48.7% | 225 | 155 | - 31.1% |
| Inventory of Homes for Sale | 223 | 144 | - 35.4% | -- | -- | -- |
| Months Supply of Inventory | 14.3 | 7.3 | - 49.0% | -- | -- | -- |

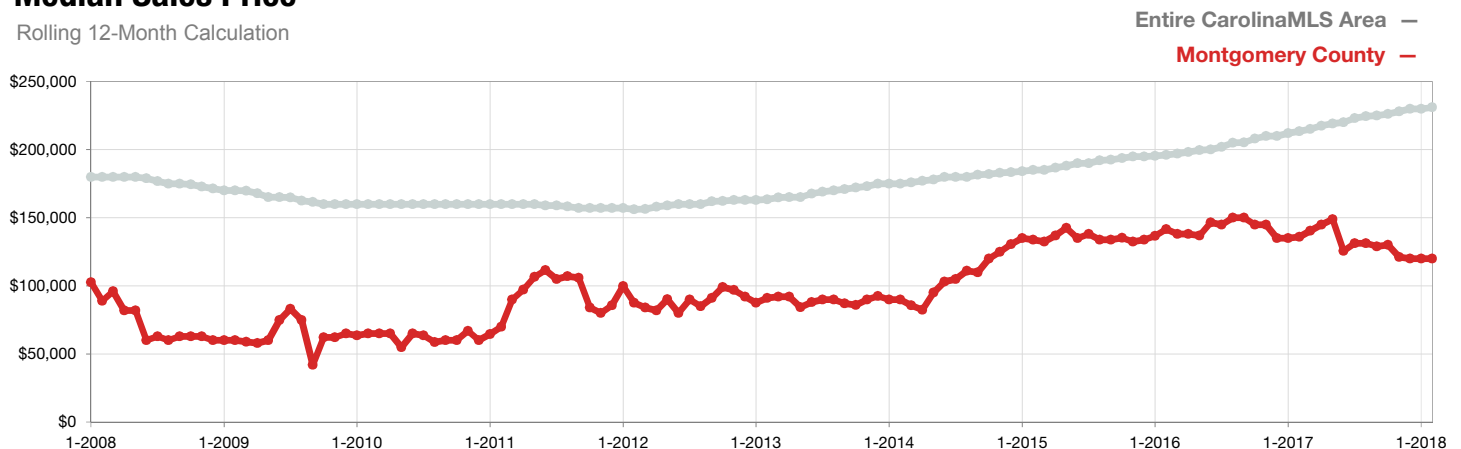
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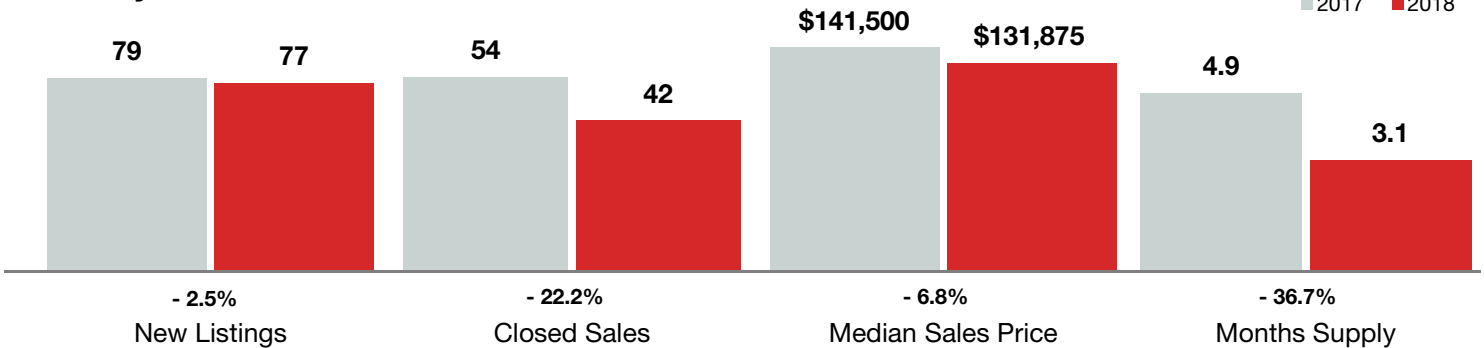
Stanly County

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 79 | 77 | - 2.5% | 138 | 139 | + 0.7% |
| Pending Sales | 49 | 71 | + 44.9% | 106 | 125 | + 17.9% |
| Closed Sales | 54 | 42 | - 22.2% | 90 | 78 | - 13.3% |
| Median Sales Price* | \$141,500 | \$131,875 | - 6.8% | \$132,750 | \$130,000 | - 2.1% |
| Average Sales Price* | \$148,872 | \$160,860 | + 8.1% | \$141,575 | \$158,300 | + 11.8% |
| Percent of Original List Price Received* | 93.9% | 96.1% | + 2.3% | 94.2% | 93.5% | - 0.7% |
| List to Close | 149 | 123 | - 17.4% | 141 | 129 | - 8.5% |
| Days on Market Until Sale | 97 | 75 | - 22.7% | 88 | 76 | - 13.6% |
| Cumulative Days on Market Until Sale | 94 | 99 | + 5.3% | 88 | 91 | + 3.4% |
| Inventory of Homes for Sale | 250 | 180 | - 28.0% | -- | -- | -- |
| Months Supply of Inventory | 4.9 | 3.1 | - 36.7% | -- | -- | -- |

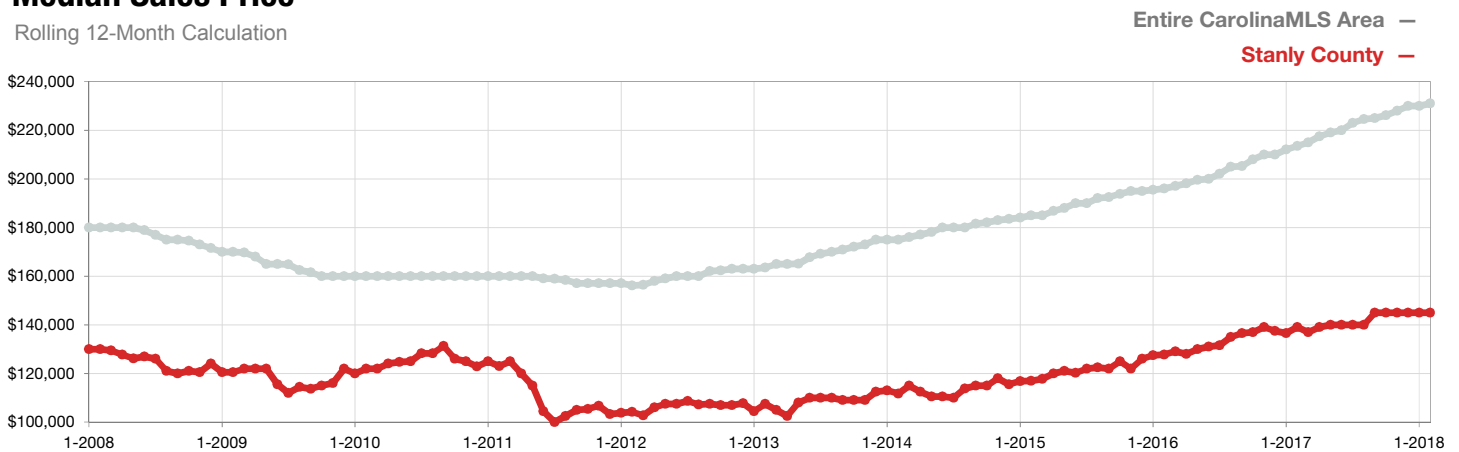
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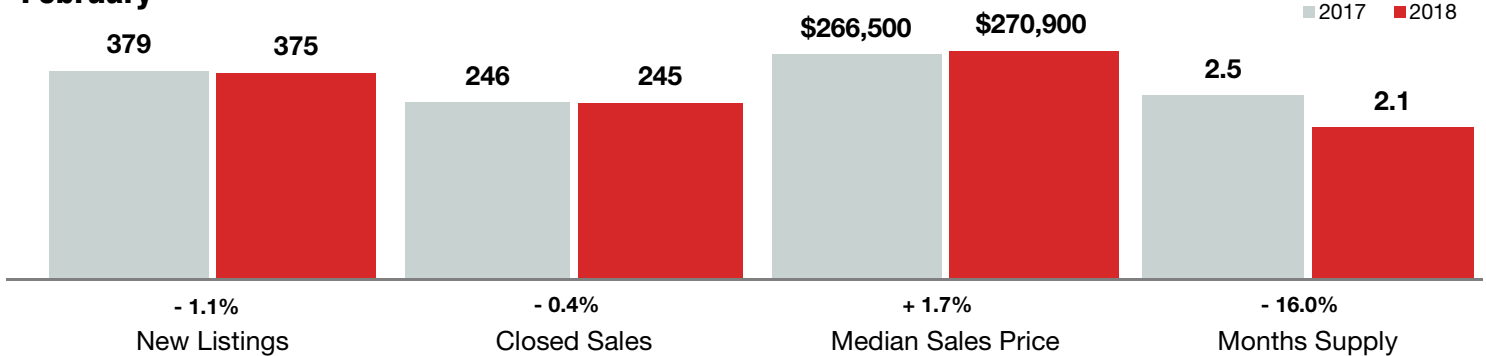
Union County

North Carolina

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|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 379 | 375 | - 1.1% | 719 | 684 | - 4.9% |
| Pending Sales | 298 | 338 | + 13.4% | 580 | 633 | + 9.1% |
| Closed Sales | 246 | 245 | - 0.4% | 459 | 437 | - 4.8% |
| Median Sales Price* | \$266,500 | \$270,900 | + 1.7% | \$263,000 | \$269,000 | + 2.3% |
| Average Sales Price* | \$328,221 | \$322,858 | - 1.6% | \$327,020 | \$326,980 | - 0.0% |
| Percent of Original List Price Received* | 97.3% | 96.3% | - 1.0% | 96.4% | 96.5% | + 0.1% |
| List to Close | 124 | 111 | - 10.5% | 125 | 106 | - 15.2% |
| Days on Market Until Sale | 52 | 57 | + 9.6% | 57 | 51 | - 10.5% |
| Cumulative Days on Market Until Sale | 67 | 73 | + 9.0% | 72 | 65 | - 9.7% |
| Inventory of Homes for Sale | 880 | 730 | - 17.0% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 2.1 | - 16.0% | -- | -- | -- |

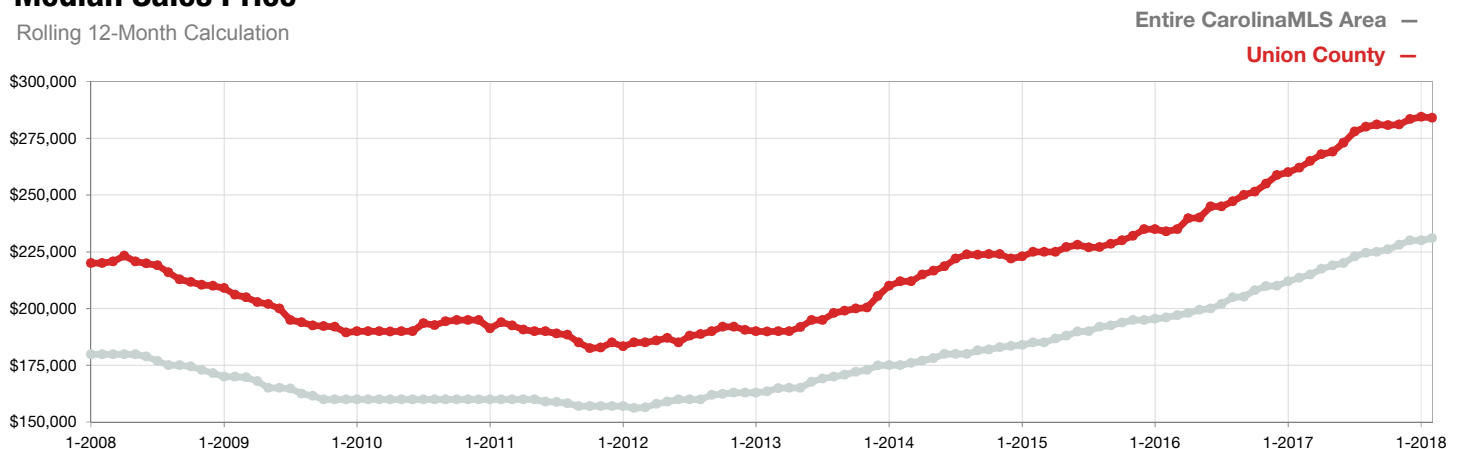
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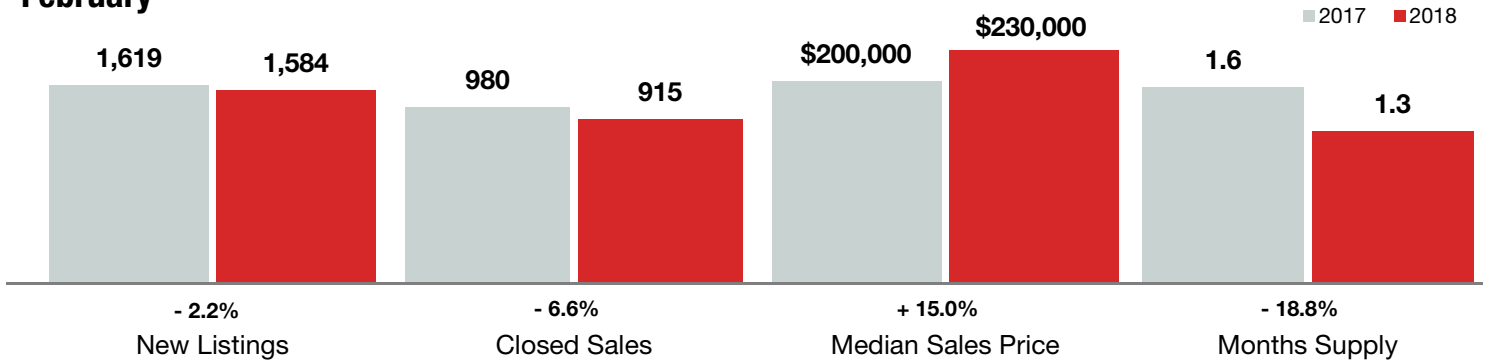
City of Charlotte

North Carolina

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|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 1,619 | 1,584 | - 2.2% | 2,961 | 2,859 | - 3.4% |
| Pending Sales | 1,352 | 1,445 | + 6.9% | 2,542 | 2,588 | + 1.8% |
| Closed Sales | 980 | 915 | - 6.6% | 1,928 | 1,832 | - 5.0% |
| Median Sales Price* | \$200,000 | \$230,000 | + 15.0% | \$203,000 | \$225,000 | + 10.8% |
| Average Sales Price* | \$256,227 | \$279,851 | + 9.2% | \$262,492 | \$282,175 | + 7.5% |
| Percent of Original List Price Received* | 97.2% | 98.1% | + 0.9% | 97.2% | 97.7% | + 0.5% |
| List to Close | 98 | 86 | - 12.2% | 100 | 91 | - 9.0% |
| Days on Market Until Sale | 43 | 36 | - 16.3% | 41 | 37 | - 9.8% |
| Cumulative Days on Market Until Sale | 51 | 45 | - 11.8% | 49 | 46 | - 6.1% |
| Inventory of Homes for Sale | 2,163 | 1,760 | - 18.6% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 1.3 | - 18.8% | -- | -- | -- |

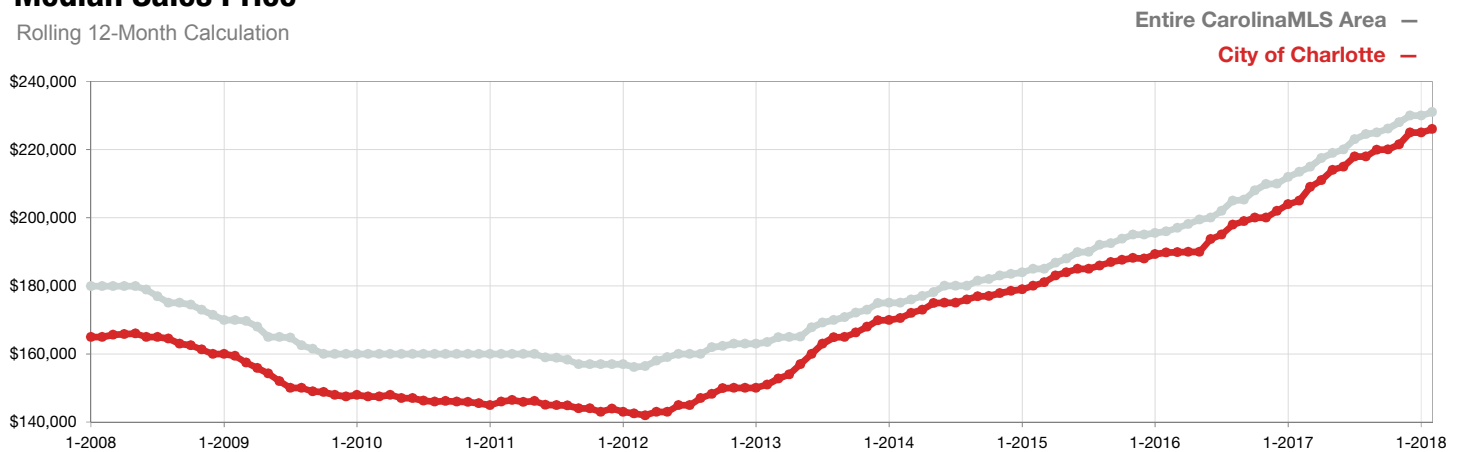
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2018

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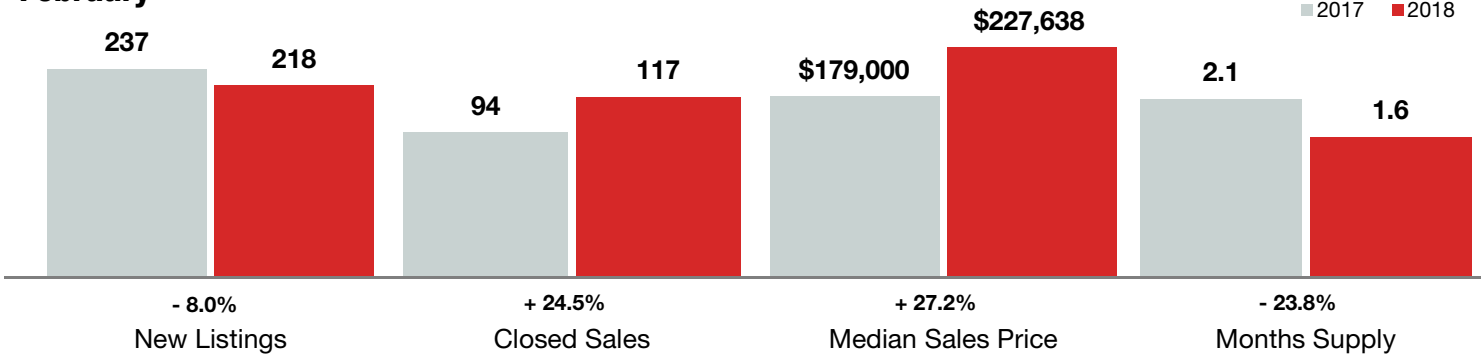
Concord

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 237 | 218 | - 8.0% | 387 | 392 | + 1.3% |
| Pending Sales | 174 | 179 | + 2.9% | 298 | 311 | + 4.4% |
| Closed Sales | 94 | 117 | + 24.5% | 236 | 247 | + 4.7% |
| Median Sales Price* | \$179,000 | \$227,638 | + 27.2% | \$182,518 | \$209,950 | + 15.0% |
| Average Sales Price* | \$205,052 | \$242,567 | + 18.3% | \$205,348 | \$233,391 | + 13.7% |
| Percent of Original List Price Received* | 96.2% | 98.2% | + 2.1% | 96.1% | 97.3% | + 1.2% |
| List to Close | 106 | 110 | + 3.8% | 97 | 102 | + 5.2% |
| Days on Market Until Sale | 53 | 38 | - 28.3% | 44 | 37 | - 15.9% |
| Cumulative Days on Market Until Sale | 59 | 51 | - 13.6% | 54 | 45 | - 16.7% |
| Inventory of Homes for Sale | 350 | 306 | - 12.6% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 1.6 | - 23.8% | -- | -- | -- |

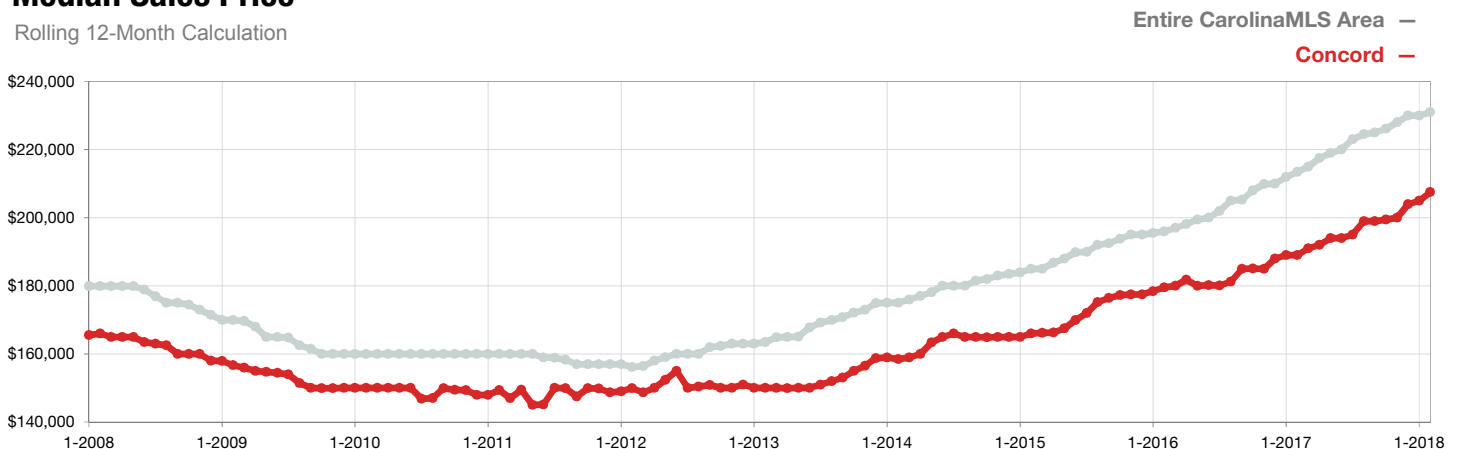
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2018

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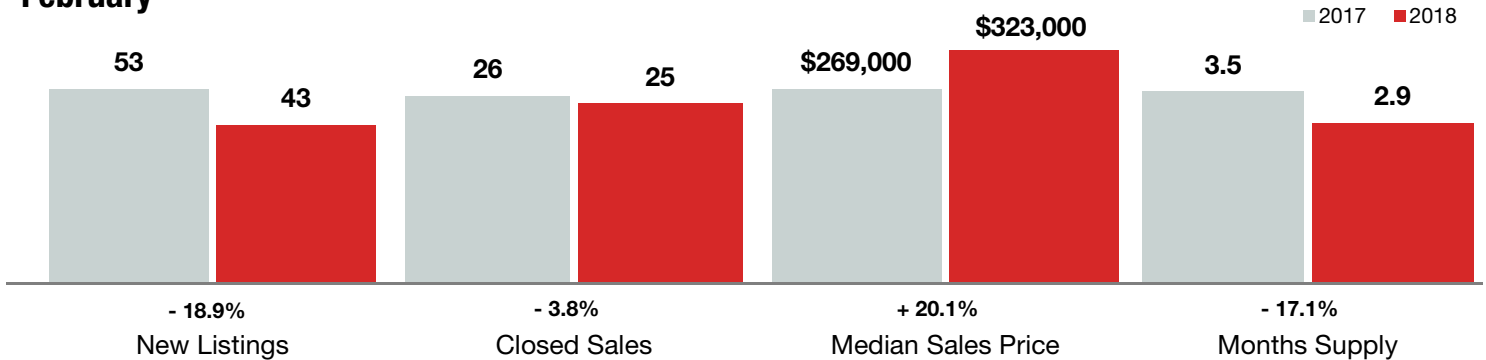
Davidson

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 53 | 43 | - 18.9% | 96 | 75 | - 21.9% |
| Pending Sales | 55 | 31 | - 43.6% | 83 | 59 | - 28.9% |
| Closed Sales | 26 | 25 | - 3.8% | 45 | 49 | + 8.9% |
| Median Sales Price* | \$269,000 | \$323,000 | + 20.1% | \$255,000 | \$327,500 | + 28.4% |
| Average Sales Price* | \$376,147 | \$392,038 | + 4.2% | \$387,377 | \$419,919 | + 8.4% |
| Percent of Original List Price Received* | 96.8% | 95.3% | - 1.5% | 96.8% | 95.7% | - 1.1% |
| List to Close | 109 | 143 | + 31.2% | 142 | 148 | + 4.2% |
| Days on Market Until Sale | 59 | 73 | + 23.7% | 76 | 85 | + 11.8% |
| Cumulative Days on Market Until Sale | 87 | 73 | - 16.1% | 108 | 88 | - 18.5% |
| Inventory of Homes for Sale | 137 | 110 | - 19.7% | -- | -- | -- |
| Months Supply of Inventory | 3.5 | 2.9 | - 17.1% | -- | -- | -- |

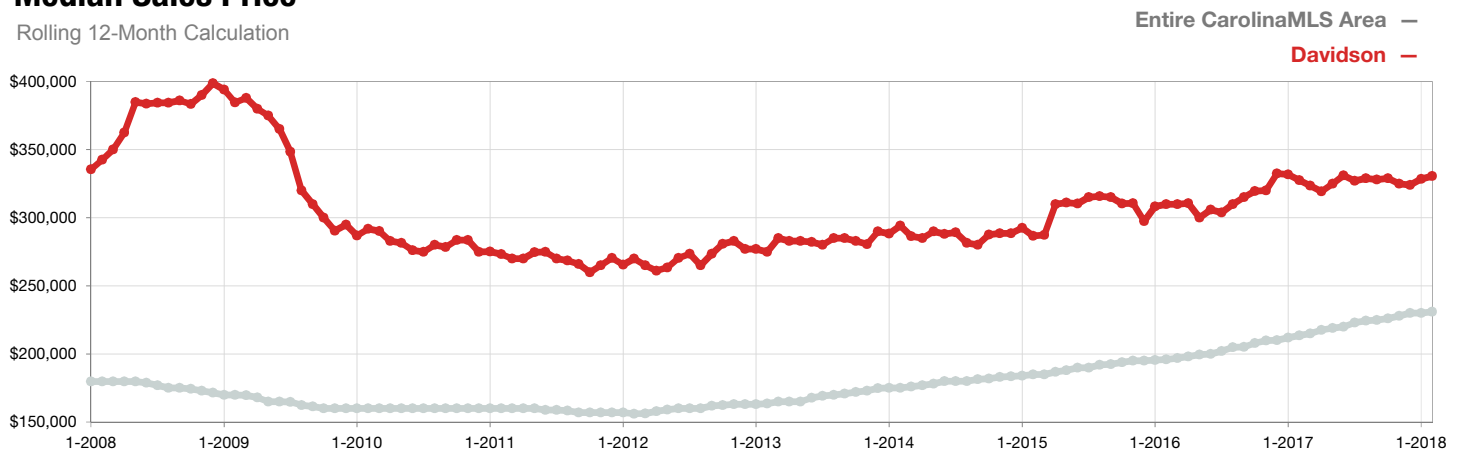
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2018

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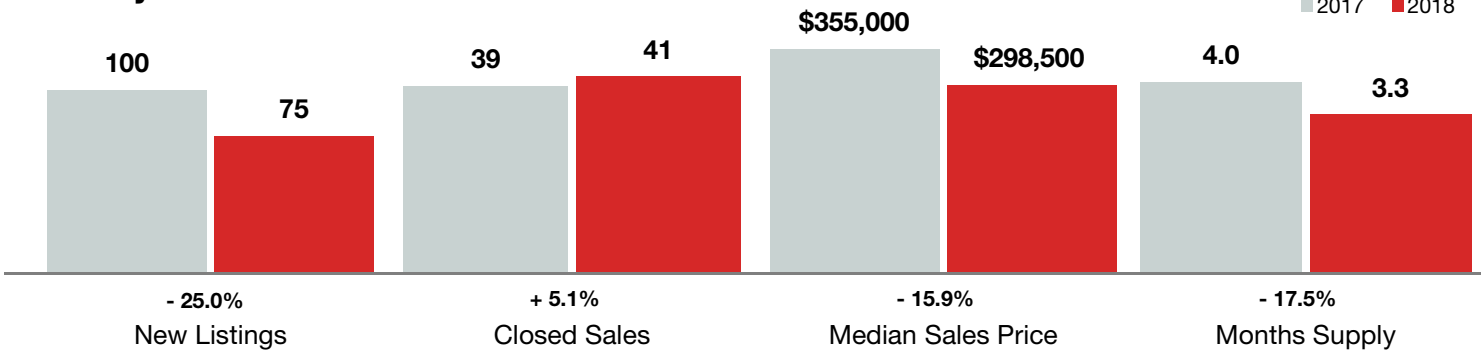
Denver

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 100 | 75 | - 25.0% | 192 | 135 | - 29.7% |
| Pending Sales | 77 | 58 | - 24.7% | 146 | 110 | - 24.7% |
| Closed Sales | 39 | 41 | + 5.1% | 100 | 74 | - 26.0% |
| Median Sales Price* | \$355,000 | \$298,500 | - 15.9% | \$369,678 | \$296,243 | - 19.9% |
| Average Sales Price* | \$354,348 | \$348,639 | - 1.6% | \$378,476 | \$340,001 | - 10.2% |
| Percent of Original List Price Received* | 96.9% | 96.9% | 0.0% | 97.2% | 96.9% | - 0.3% |
| List to Close | 89 | 103 | + 15.7% | 95 | 117 | + 23.2% |
| Days on Market Until Sale | 48 | 53 | + 10.4% | 51 | 60 | + 17.6% |
| Cumulative Days on Market Until Sale | 48 | 69 | + 43.8% | 56 | 69 | + 23.2% |
| Inventory of Homes for Sale | 235 | 201 | - 14.5% | -- | -- | -- |
| Months Supply of Inventory | 4.0 | 3.3 | - 17.5% | -- | -- | -- |

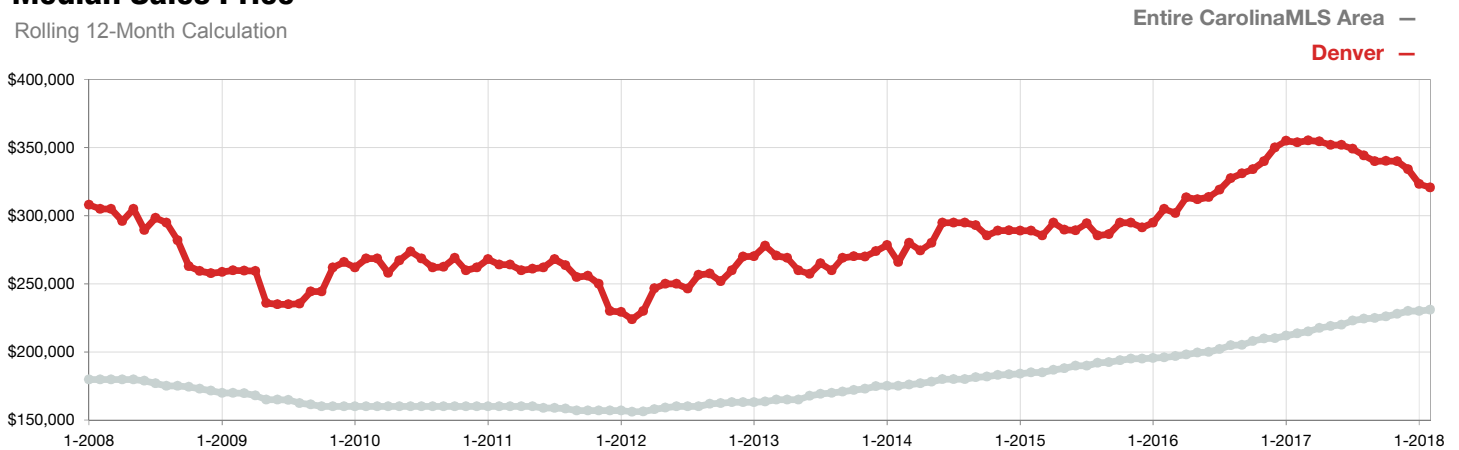
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2018

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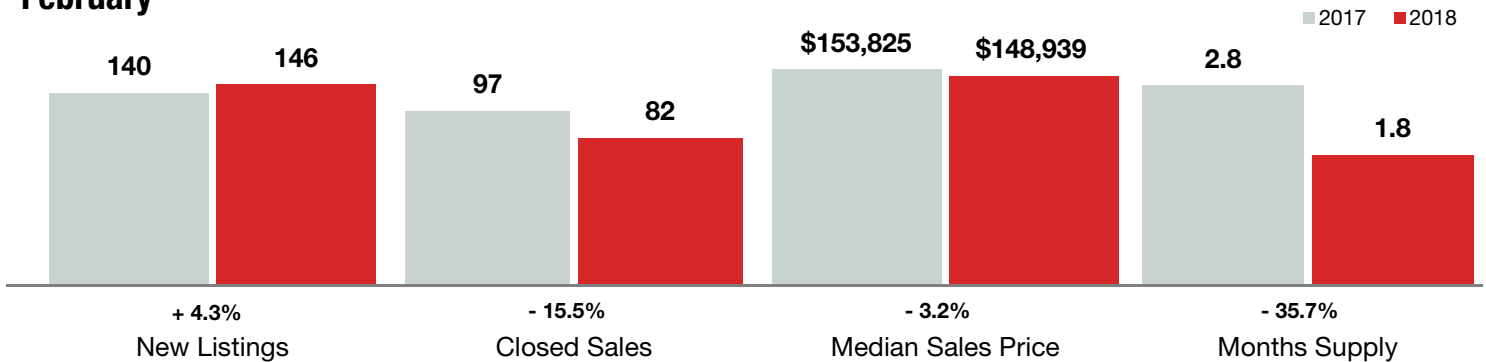
Gastonia

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 140 | 146 | + 4.3% | 262 | 273 | + 4.2% |
| Pending Sales | 125 | 148 | + 18.4% | 224 | 255 | + 13.8% |
| Closed Sales | 97 | 82 | - 15.5% | 186 | 164 | - 11.8% |
| Median Sales Price* | \$153,825 | \$148,939 | - 3.2% | \$150,670 | \$148,939 | - 1.1% |
| Average Sales Price* | \$159,796 | \$153,475 | - 4.0% | \$161,508 | \$151,884 | - 6.0% |
| Percent of Original List Price Received* | 96.5% | 93.0% | - 3.6% | 95.9% | 93.9% | - 2.1% |
| List to Close | 124 | 110 | - 11.3% | 125 | 92 | - 26.4% |
| Days on Market Until Sale | 59 | 58 | - 1.7% | 64 | 44 | - 31.3% |
| Cumulative Days on Market Until Sale | 75 | 62 | - 17.3% | 74 | 57 | - 23.0% |
| Inventory of Homes for Sale | 338 | 219 | - 35.2% | -- | -- | -- |
| Months Supply of Inventory | 2.8 | 1.8 | - 35.7% | -- | -- | -- |

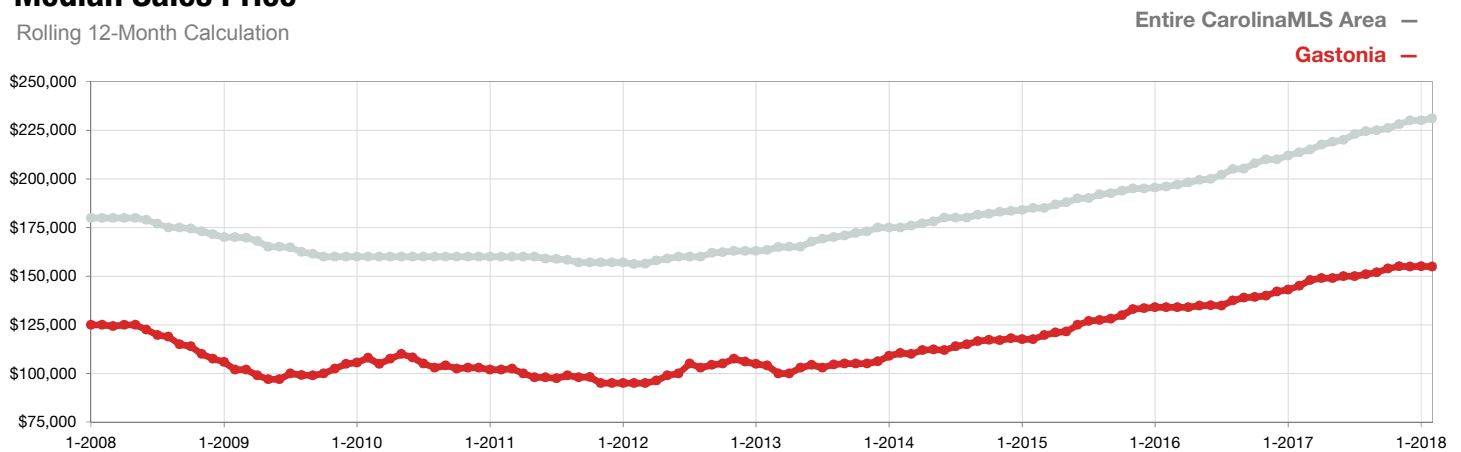
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2018

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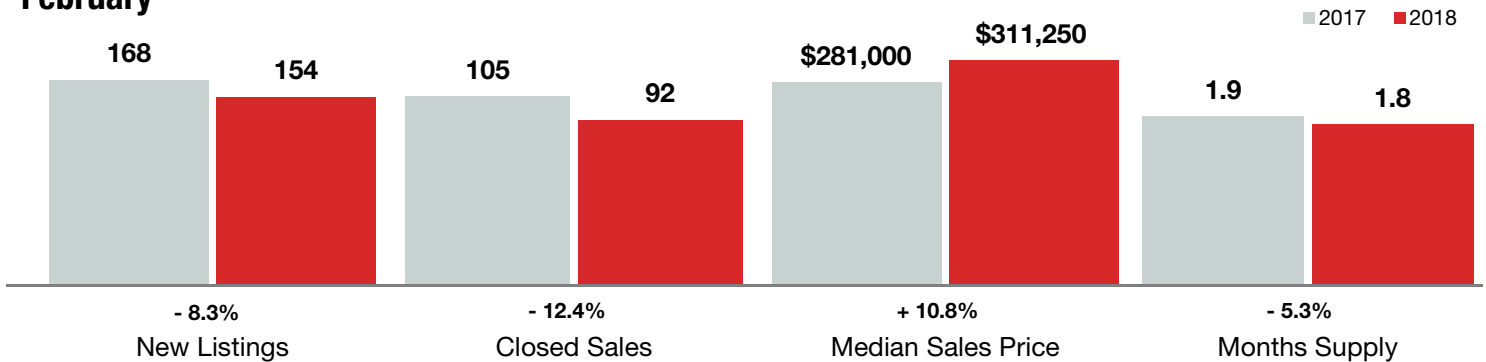
Huntersville

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 168 | 154 | - 8.3% | 295 | 288 | - 2.4% |
| Pending Sales | 132 | 141 | + 6.8% | 251 | 250 | - 0.4% |
| Closed Sales | 105 | 92 | - 12.4% | 189 | 168 | - 11.1% |
| Median Sales Price* | \$281,000 | \$311,250 | + 10.8% | \$277,569 | \$305,000 | + 9.9% |
| Average Sales Price* | \$313,789 | \$340,465 | + 8.5% | \$312,114 | \$332,574 | + 6.6% |
| Percent of Original List Price Received* | 98.2% | 97.0% | - 1.2% | 97.7% | 96.3% | - 1.4% |
| List to Close | 110 | 120 | + 9.1% | 111 | 113 | + 1.8% |
| Days on Market Until Sale | 40 | 62 | + 55.0% | 46 | 56 | + 21.7% |
| Cumulative Days on Market Until Sale | 48 | 73 | + 52.1% | 55 | 64 | + 16.4% |
| Inventory of Homes for Sale | 266 | 258 | - 3.0% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 1.8 | - 5.3% | -- | -- | -- |

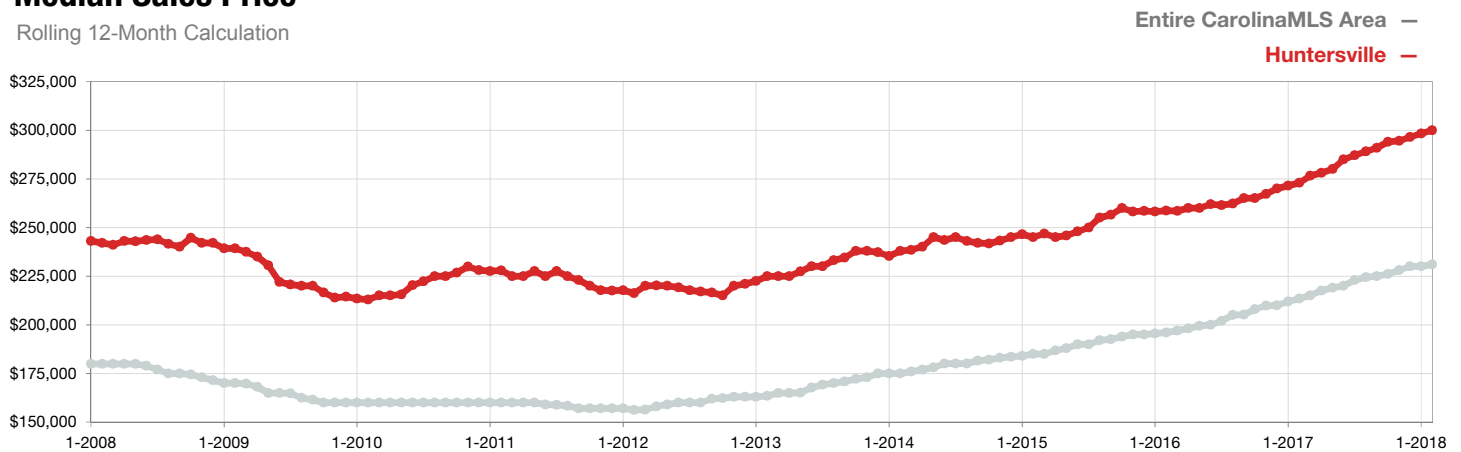
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2018

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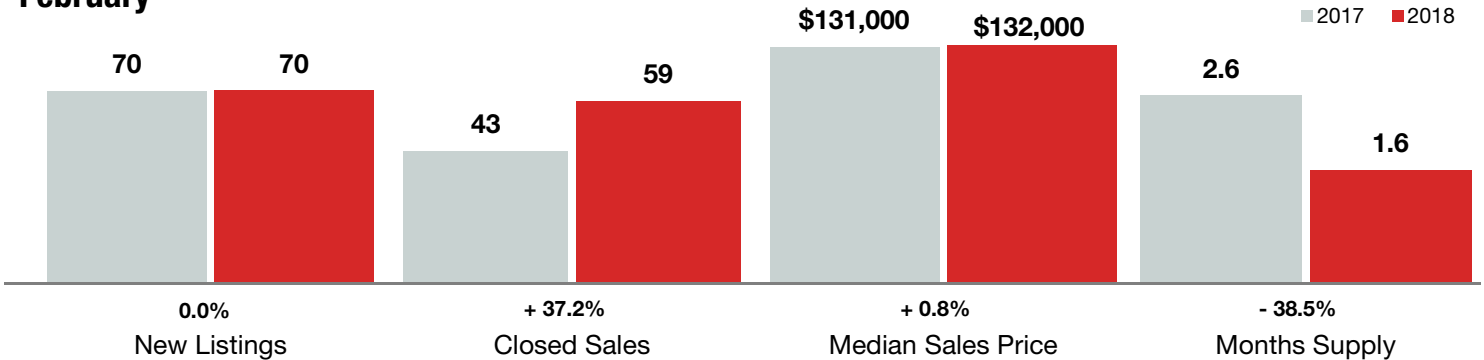
Kannapolis

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 70 | 70 | 0.0% | 135 | 129 | - 4.4% |
| Pending Sales | 63 | 64 | + 1.6% | 112 | 143 | + 27.7% |
| Closed Sales | 43 | 59 | + 37.2% | 86 | 106 | + 23.3% |
| Median Sales Price* | \$131,000 | \$132,000 | + 0.8% | \$128,400 | \$132,750 | + 3.4% |
| Average Sales Price* | \$152,359 | \$137,304 | - 9.9% | \$142,986 | \$141,752 | - 0.9% |
| Percent of Original List Price Received* | 94.6% | 93.4% | - 1.3% | 94.6% | 94.0% | - 0.6% |
| List to Close | 121 | 101 | - 16.5% | 110 | 99 | - 10.0% |
| Days on Market Until Sale | 73 | 58 | - 20.5% | 64 | 56 | - 12.5% |
| Cumulative Days on Market Until Sale | 77 | 62 | - 19.5% | 70 | 70 | 0.0% |
| Inventory of Homes for Sale | 152 | 102 | - 32.9% | -- | -- | -- |
| Months Supply of Inventory | 2.6 | 1.6 | - 38.5% | -- | -- | -- |

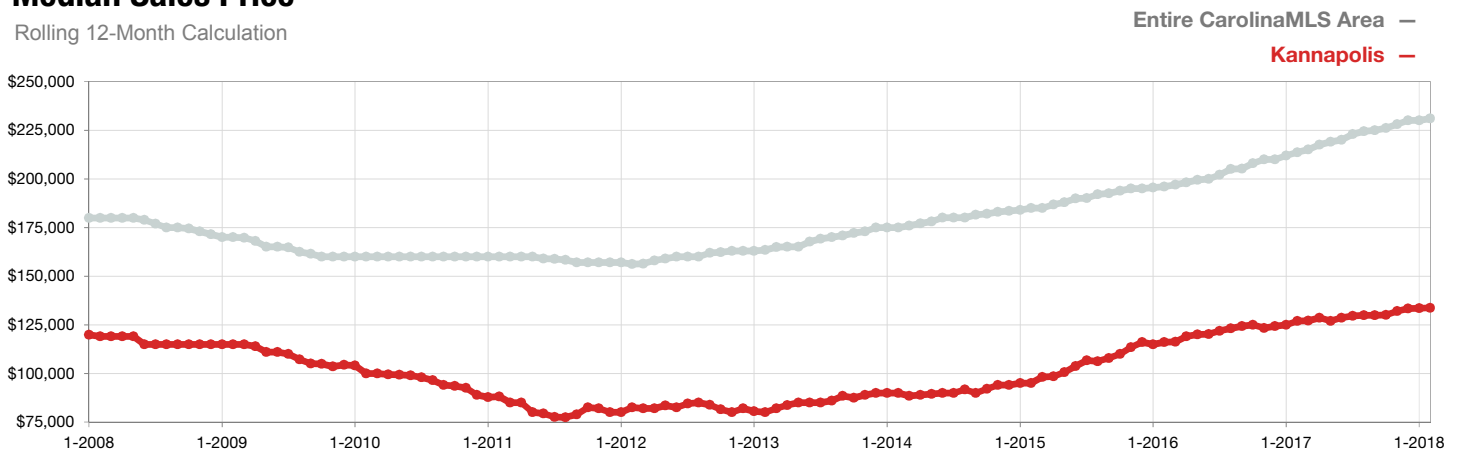
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2018

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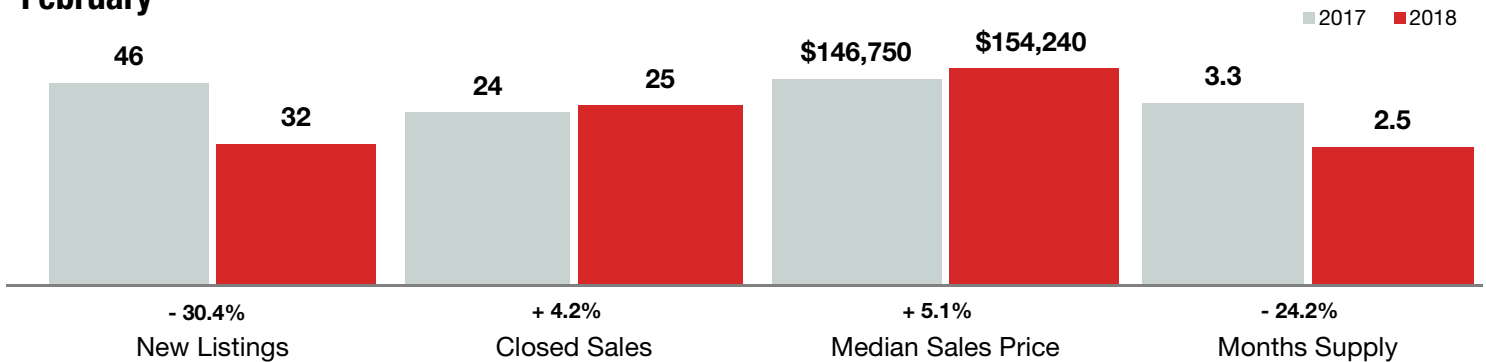
Lincolnton

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 46 | 32 | - 30.4% | 85 | 69 | - 18.8% |
| Pending Sales | 32 | 34 | + 6.3% | 64 | 68 | + 6.3% |
| Closed Sales | 24 | 25 | + 4.2% | 44 | 52 | + 18.2% |
| Median Sales Price* | \$146,750 | \$154,240 | + 5.1% | \$133,750 | \$156,620 | + 17.1% |
| Average Sales Price* | \$156,235 | \$161,566 | + 3.4% | \$146,643 | \$163,674 | + 11.6% |
| Percent of Original List Price Received* | 96.0% | 92.3% | - 3.9% | 93.7% | 93.2% | - 0.5% |
| List to Close | 121 | 129 | + 6.6% | 135 | 118 | - 12.6% |
| Days on Market Until Sale | 71 | 74 | + 4.2% | 80 | 62 | - 22.5% |
| Cumulative Days on Market Until Sale | 115 | 81 | - 29.6% | 105 | 65 | - 38.1% |
| Inventory of Homes for Sale | 118 | 93 | - 21.2% | -- | -- | -- |
| Months Supply of Inventory | 3.3 | 2.5 | - 24.2% | -- | -- | -- |

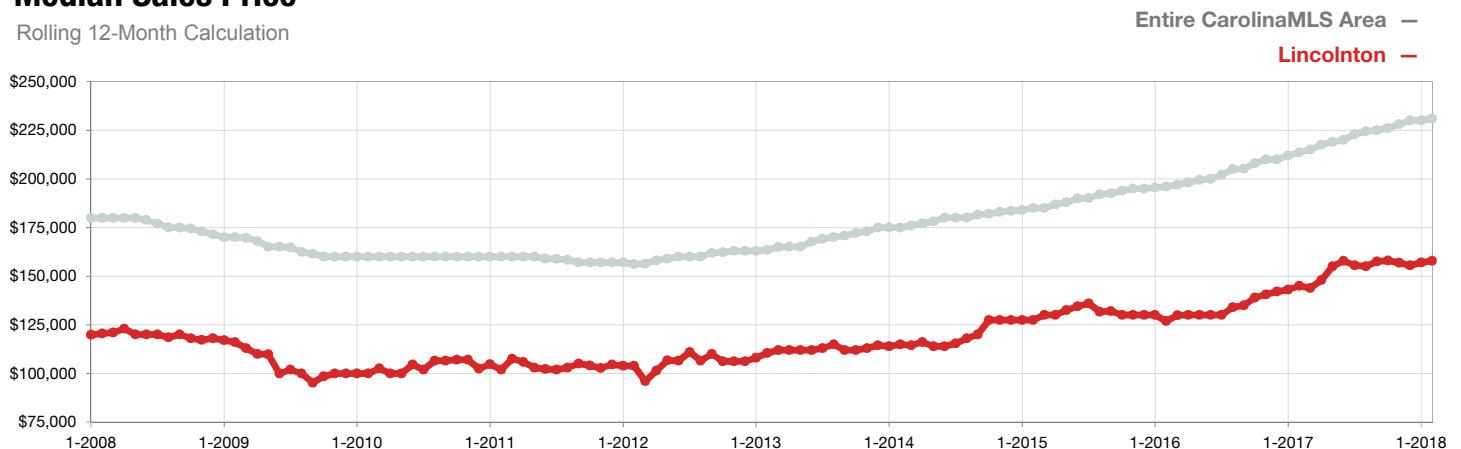
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2018

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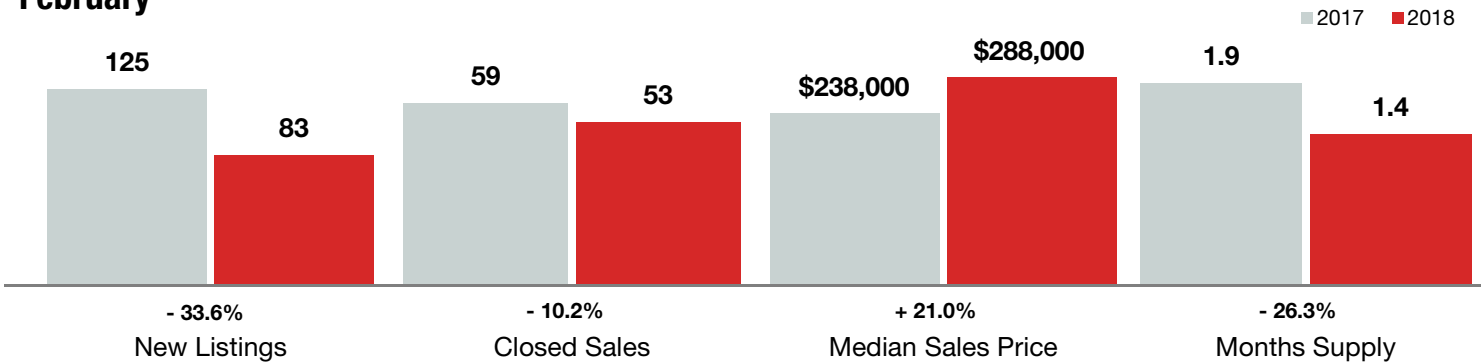
Matthews

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 125 | 83 | - 33.6% | 195 | 167 | - 14.4% |
| Pending Sales | 97 | 79 | - 18.6% | 159 | 153 | - 3.8% |
| Closed Sales | 59 | 53 | - 10.2% | 118 | 108 | - 8.5% |
| Median Sales Price* | \$238,000 | \$288,000 | + 21.0% | \$271,750 | \$280,000 | + 3.0% |
| Average Sales Price* | \$298,257 | \$334,718 | + 12.2% | \$311,274 | \$331,207 | + 6.4% |
| Percent of Original List Price Received* | 97.8% | 98.6% | + 0.8% | 97.3% | 97.3% | 0.0% |
| List to Close | 101 | 95 | - 5.9% | 105 | 90 | - 14.3% |
| Days on Market Until Sale | 46 | 46 | 0.0% | 51 | 43 | - 15.7% |
| Cumulative Days on Market Until Sale | 60 | 70 | + 16.7% | 68 | 62 | - 8.8% |
| Inventory of Homes for Sale | 182 | 143 | - 21.4% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 1.4 | - 26.3% | -- | -- | -- |

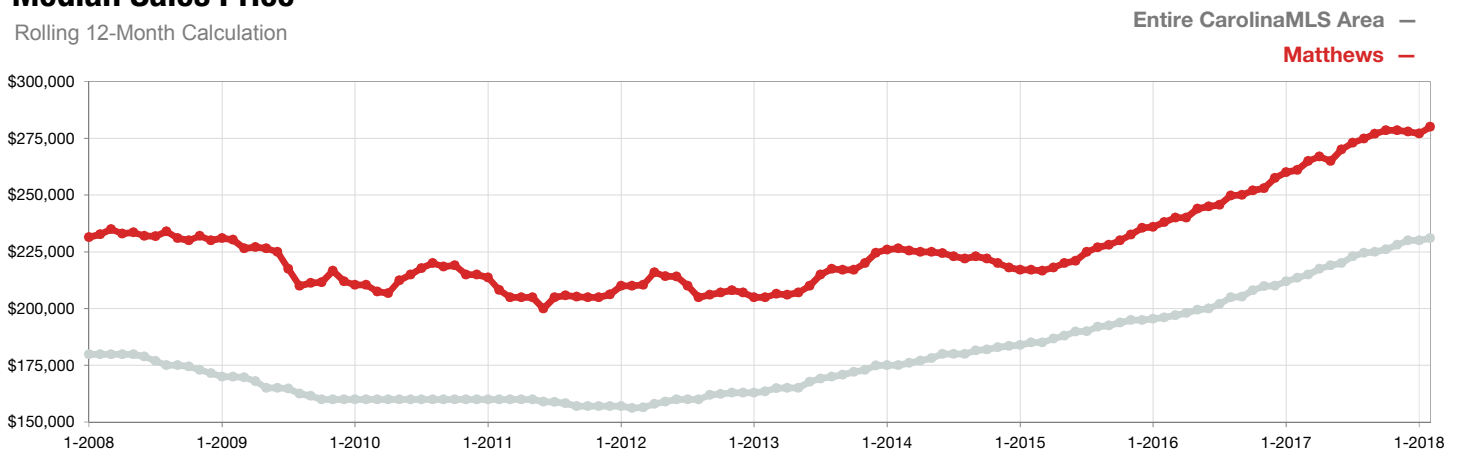
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2018

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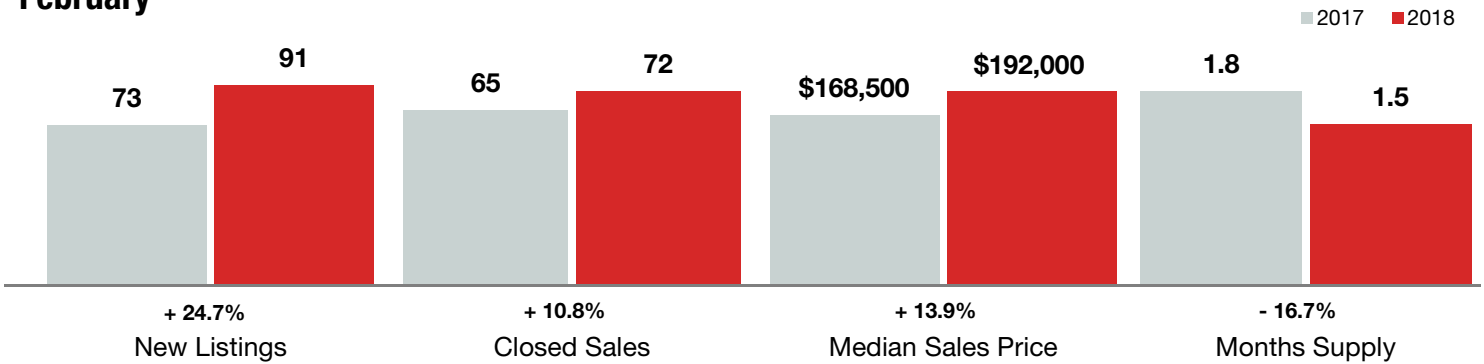
Monroe

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 73 | 91 | + 24.7% | 153 | 164 | + 7.2% |
| Pending Sales | 79 | 86 | + 8.9% | 175 | 174 | - 0.6% |
| Closed Sales | 65 | 72 | + 10.8% | 130 | 129 | - 0.8% |
| Median Sales Price* | \$168,500 | \$192,000 | + 13.9% | \$173,750 | \$200,000 | + 15.1% |
| Average Sales Price* | \$186,199 | \$195,783 | + 5.1% | \$186,159 | \$208,639 | + 12.1% |
| Percent of Original List Price Received* | 96.8% | 96.0% | - 0.8% | 95.8% | 96.3% | + 0.5% |
| List to Close | 96 | 91 | - 5.2% | 115 | 87 | - 24.3% |
| Days on Market Until Sale | 45 | 42 | - 6.7% | 57 | 42 | - 26.3% |
| Cumulative Days on Market Until Sale | 62 | 57 | - 8.1% | 72 | 54 | - 25.0% |
| Inventory of Homes for Sale | 168 | 125 | - 25.6% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 1.5 | - 16.7% | -- | -- | -- |

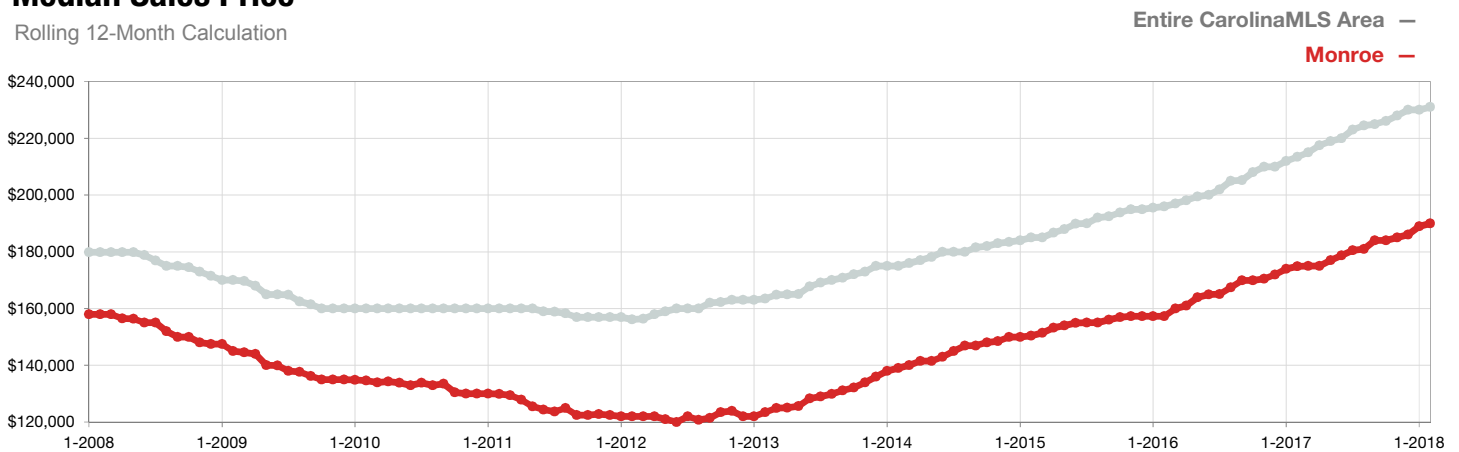
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2018

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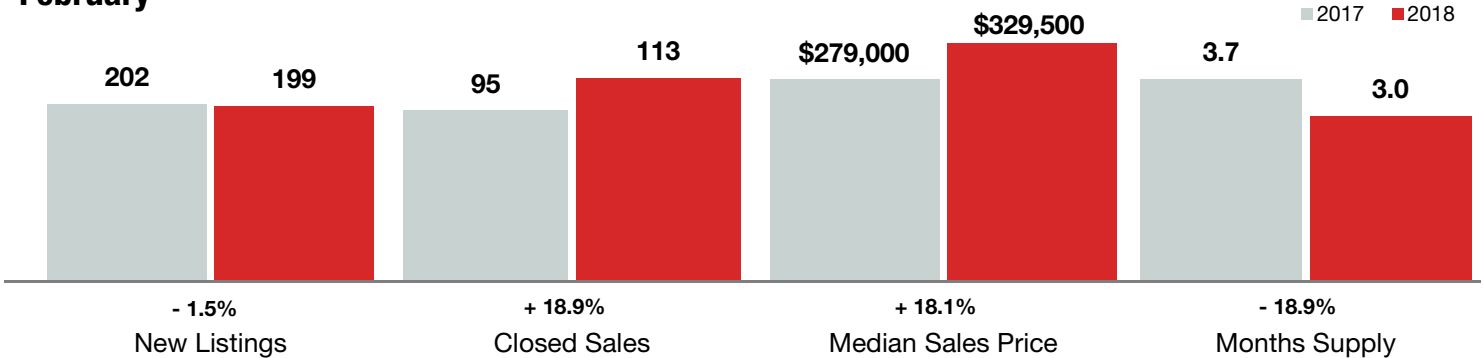
Mooresville

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 202 | 199 | - 1.5% | 367 | 346 | - 5.7% |
| Pending Sales | 152 | 142 | - 6.6% | 270 | 272 | + 0.7% |
| Closed Sales | 95 | 113 | + 18.9% | 195 | 228 | + 16.9% |
| Median Sales Price* | \$279,000 | \$329,500 | + 18.1% | \$280,805 | \$292,920 | + 4.3% |
| Average Sales Price* | \$329,001 | \$391,874 | + 19.1% | \$359,206 | \$382,507 | + 6.5% |
| Percent of Original List Price Received* | 95.3% | 96.0% | + 0.7% | 94.8% | 95.3% | + 0.5% |
| List to Close | 150 | 156 | + 4.0% | 138 | 144 | + 4.3% |
| Days on Market Until Sale | 84 | 97 | + 15.5% | 75 | 88 | + 17.3% |
| Cumulative Days on Market Until Sale | 84 | 101 | + 20.2% | 85 | 94 | + 10.6% |
| Inventory of Homes for Sale | 581 | 515 | - 11.4% | -- | -- | -- |
| Months Supply of Inventory | 3.7 | 3.0 | - 18.9% | -- | -- | -- |

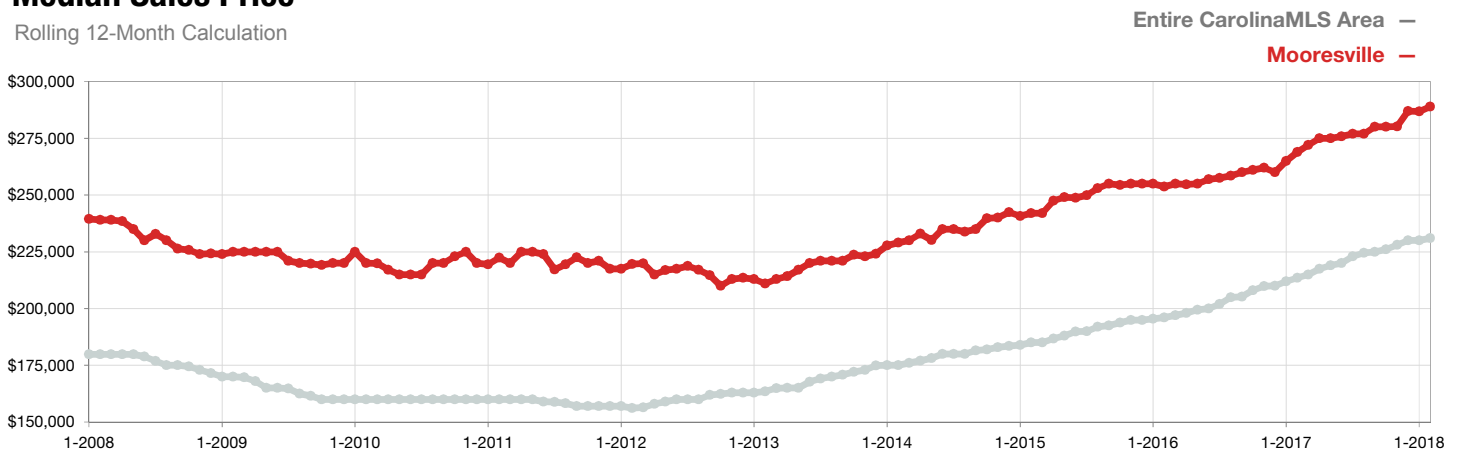
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2018

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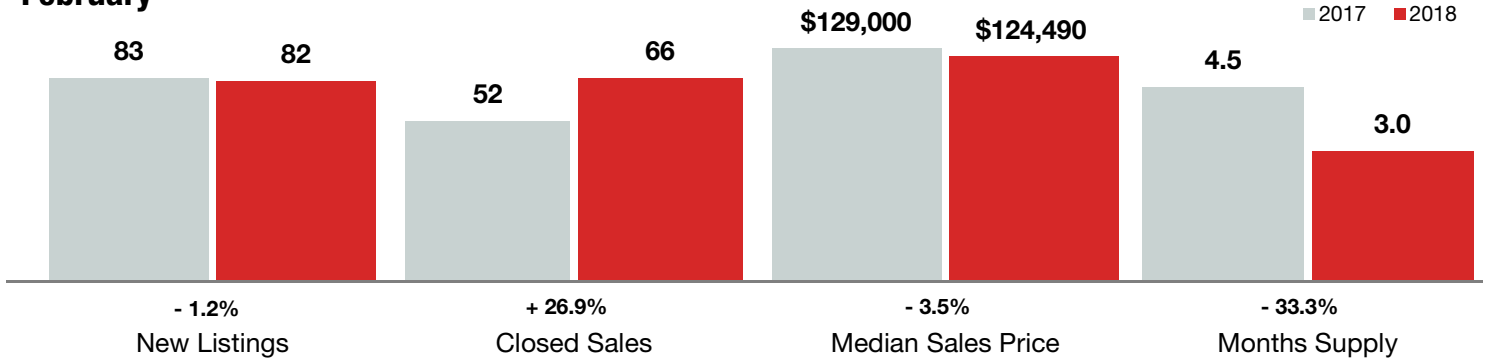
Salisbury

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 83 | 82 | - 1.2% | 165 | 163 | - 1.2% |
| Pending Sales | 67 | 97 | + 44.8% | 121 | 173 | + 43.0% |
| Closed Sales | 52 | 66 | + 26.9% | 99 | 119 | + 20.2% |
| Median Sales Price* | \$129,000 | \$124,490 | - 3.5% | \$137,600 | \$128,135 | - 6.9% |
| Average Sales Price* | \$123,002 | \$158,125 | + 28.6% | \$132,764 | \$158,035 | + 19.0% |
| Percent of Original List Price Received* | 90.3% | 95.0% | + 5.2% | 91.8% | 94.2% | + 2.6% |
| List to Close | 155 | 119 | - 23.2% | 142 | 116 | - 18.3% |
| Days on Market Until Sale | 113 | 77 | - 31.9% | 93 | 69 | - 25.8% |
| Cumulative Days on Market Until Sale | 120 | 81 | - 32.5% | 103 | 72 | - 30.1% |
| Inventory of Homes for Sale | 297 | 211 | - 29.0% | -- | -- | -- |
| Months Supply of Inventory | 4.5 | 3.0 | - 33.3% | -- | -- | -- |

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

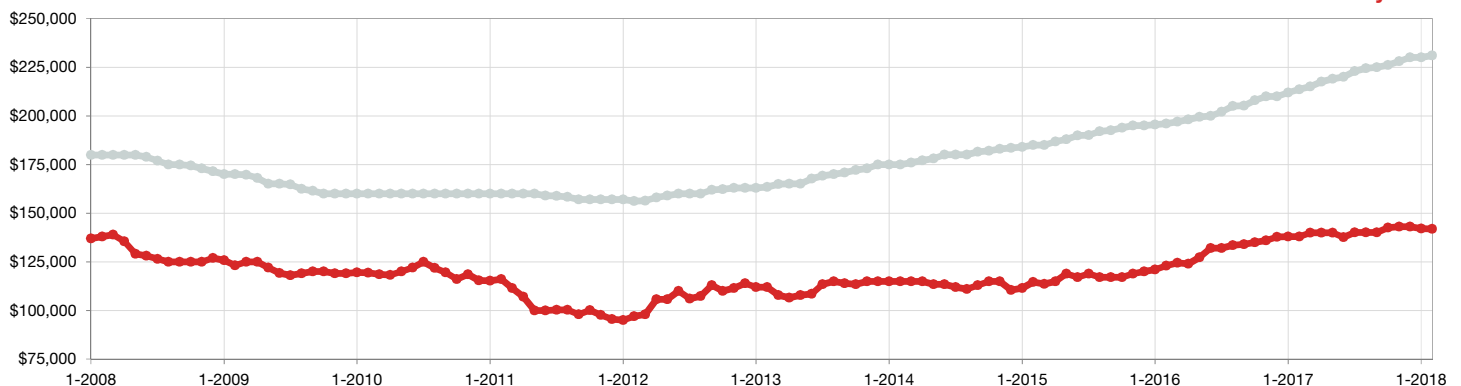
February



Median Sales Price

Rolling 12-Month Calculation

Entire CarolinaMLS Area —
Salisbury —



Local Market Update for February 2018

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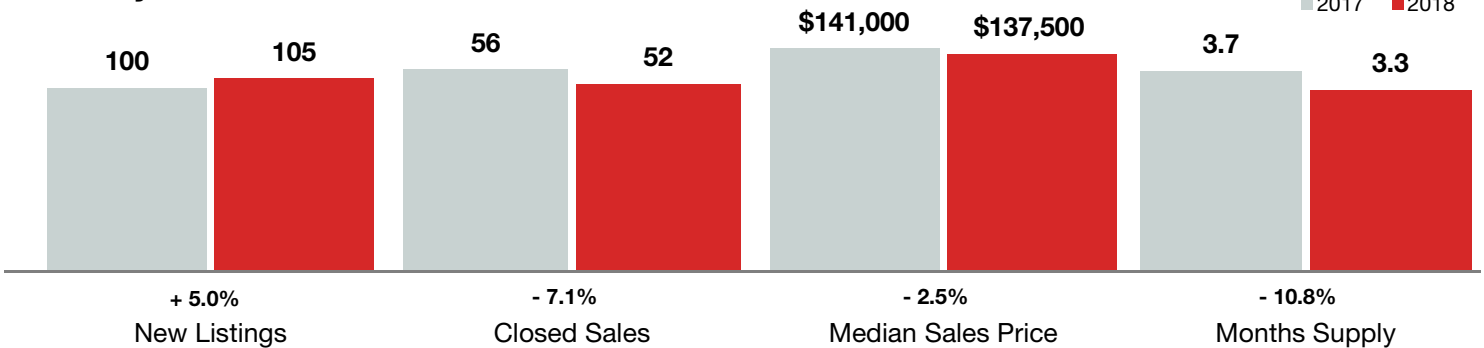
Statesville

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 100 | 105 | + 5.0% | 177 | 183 | + 3.4% |
| Pending Sales | 76 | 72 | - 5.3% | 127 | 143 | + 12.6% |
| Closed Sales | 56 | 52 | - 7.1% | 110 | 116 | + 5.5% |
| Median Sales Price* | \$141,000 | \$137,500 | - 2.5% | \$147,000 | \$152,950 | + 4.0% |
| Average Sales Price* | \$145,013 | \$171,034 | + 17.9% | \$165,346 | \$171,063 | + 3.5% |
| Percent of Original List Price Received* | 94.6% | 95.1% | + 0.5% | 94.0% | 94.9% | + 1.0% |
| List to Close | 116 | 111 | - 4.3% | 129 | 113 | - 12.4% |
| Days on Market Until Sale | 68 | 64 | - 5.9% | 79 | 63 | - 20.3% |
| Cumulative Days on Market Until Sale | 72 | 77 | + 6.9% | 85 | 78 | - 8.2% |
| Inventory of Homes for Sale | 273 | 242 | - 11.4% | -- | -- | -- |
| Months Supply of Inventory | 3.7 | 3.3 | - 10.8% | -- | -- | -- |

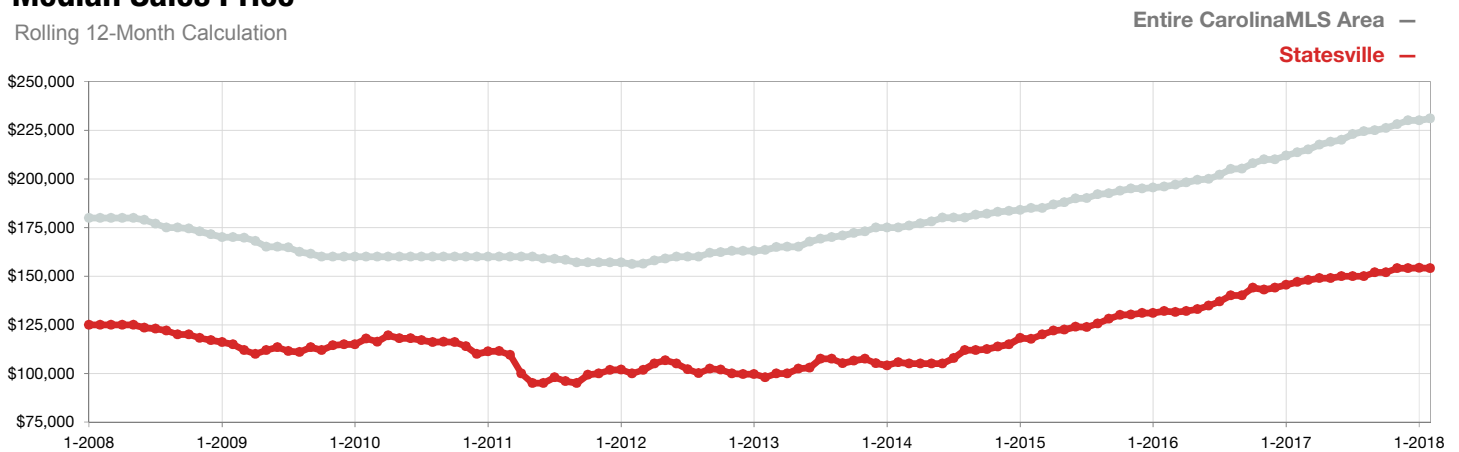
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2018

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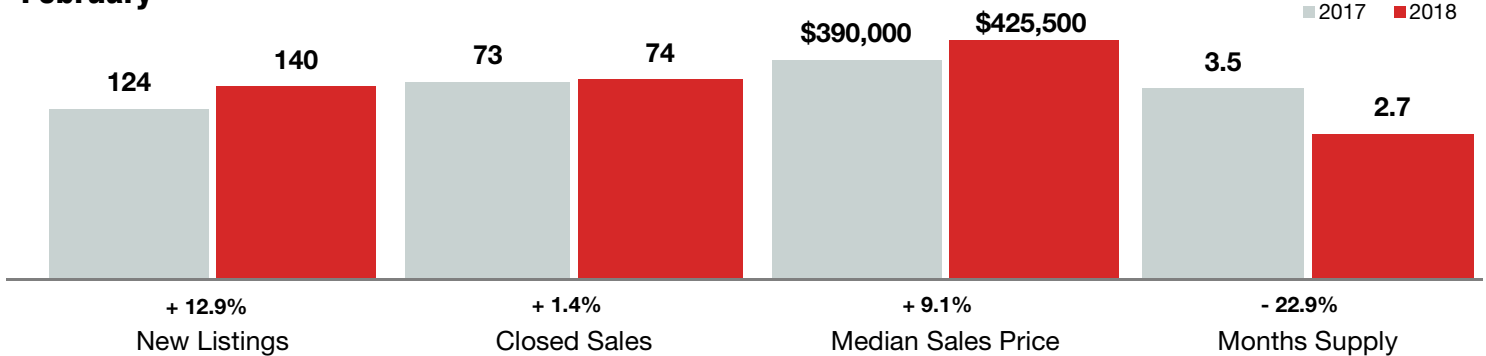
Waxhaw

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 124 | 140 | + 12.9% | 239 | 239 | 0.0% |
| Pending Sales | 75 | 118 | + 57.3% | 153 | 201 | + 31.4% |
| Closed Sales | 73 | 74 | + 1.4% | 127 | 131 | + 3.1% |
| Median Sales Price* | \$390,000 | \$425,500 | + 9.1% | \$390,000 | \$411,985 | + 5.6% |
| Average Sales Price* | \$441,671 | \$451,135 | + 2.1% | \$439,989 | \$458,401 | + 4.2% |
| Percent of Original List Price Received* | 96.1% | 96.1% | 0.0% | 96.1% | 96.3% | + 0.2% |
| List to Close | 140 | 123 | - 12.1% | 141 | 122 | - 13.5% |
| Days on Market Until Sale | 77 | 62 | - 19.5% | 74 | 57 | - 23.0% |
| Cumulative Days on Market Until Sale | 93 | 89 | - 4.3% | 95 | 81 | - 14.7% |
| Inventory of Homes for Sale | 341 | 294 | - 13.8% | -- | -- | -- |
| Months Supply of Inventory | 3.5 | 2.7 | - 22.9% | -- | -- | -- |

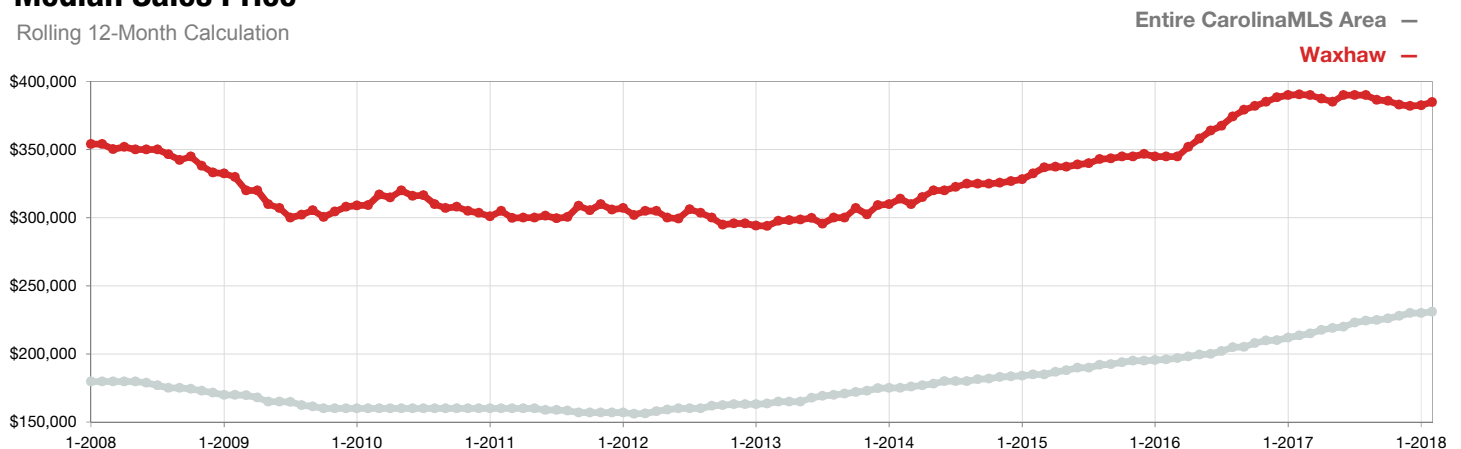
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2018

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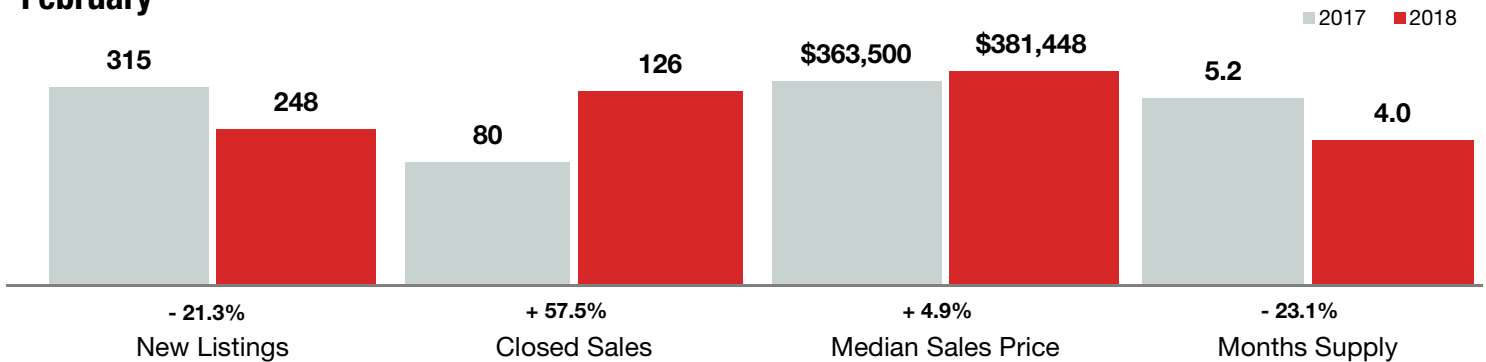
Lake Norman

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 315 | 248 | - 21.3% | 536 | 444 | - 17.2% |
| Pending Sales | 196 | 167 | - 14.8% | 322 | 312 | - 3.1% |
| Closed Sales | 80 | 126 | + 57.5% | 199 | 247 | + 24.1% |
| Median Sales Price* | \$363,500 | \$381,448 | + 4.9% | \$370,000 | \$373,000 | + 0.8% |
| Average Sales Price* | \$415,018 | \$509,394 | + 22.7% | \$476,374 | \$487,649 | + 2.4% |
| Percent of Original List Price Received* | 94.7% | 95.5% | + 0.8% | 94.7% | 95.0% | + 0.3% |
| List to Close | 149 | 154 | + 3.4% | 144 | 148 | + 2.8% |
| Days on Market Until Sale | 82 | 94 | + 14.6% | 76 | 89 | + 17.1% |
| Cumulative Days on Market Until Sale | 87 | 105 | + 20.7% | 89 | 102 | + 14.6% |
| Inventory of Homes for Sale | 901 | 776 | - 13.9% | -- | -- | -- |
| Months Supply of Inventory | 5.2 | 4.0 | - 23.1% | -- | -- | -- |

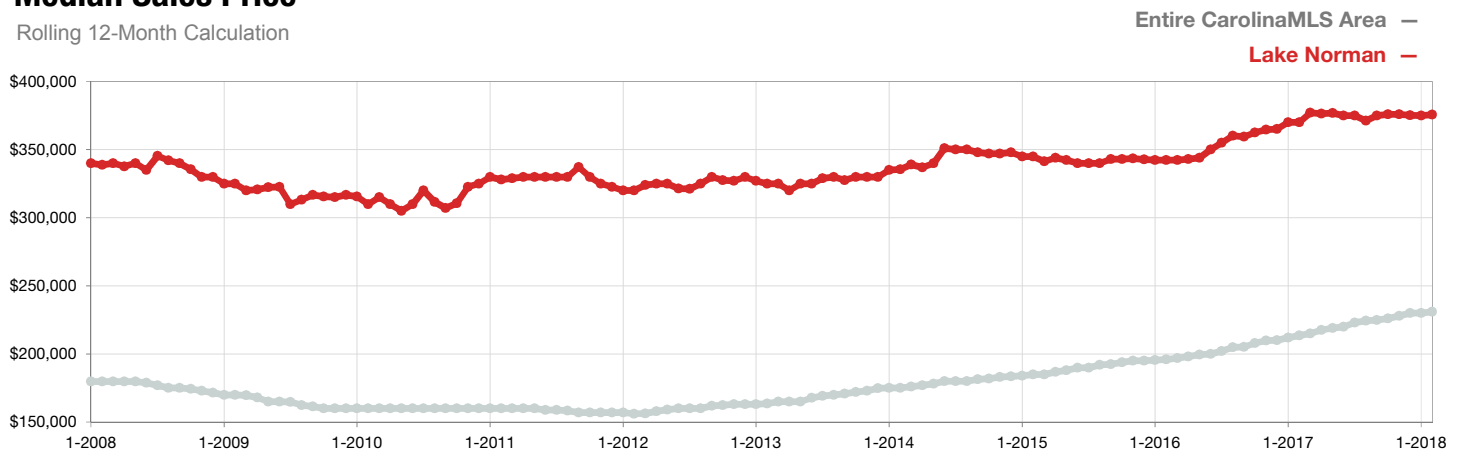
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2018

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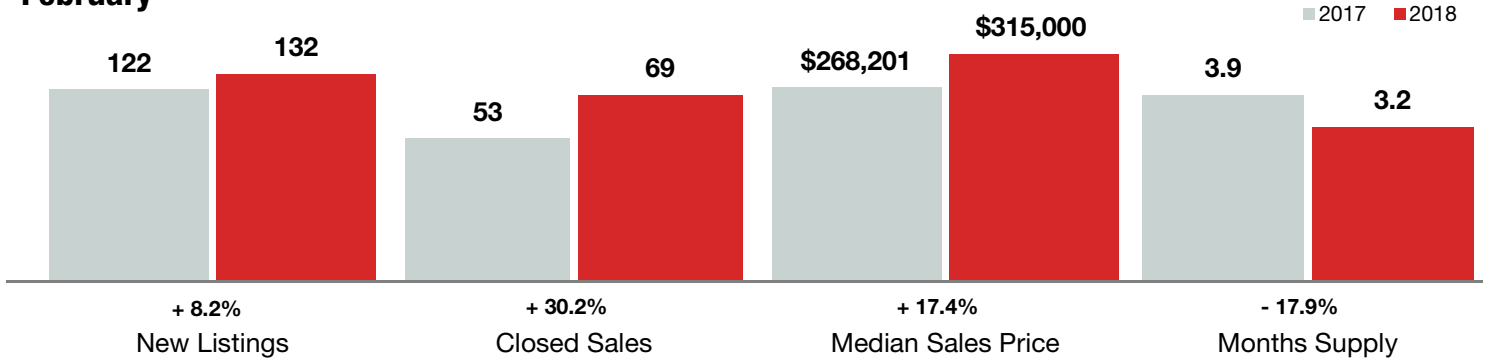
Lake Wylie

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 122 | 132 | + 8.2% | 241 | 245 | + 1.7% |
| Pending Sales | 73 | 101 | + 38.4% | 149 | 179 | + 20.1% |
| Closed Sales | 53 | 69 | + 30.2% | 108 | 141 | + 30.6% |
| Median Sales Price* | \$268,201 | \$315,000 | + 17.4% | \$279,950 | \$332,000 | + 18.6% |
| Average Sales Price* | \$318,849 | \$383,077 | + 20.1% | \$336,923 | \$394,503 | + 17.1% |
| Percent of Original List Price Received* | 98.4% | 96.7% | - 1.7% | 97.8% | 96.9% | - 0.9% |
| List to Close | 121 | 124 | + 2.5% | 125 | 142 | + 13.6% |
| Days on Market Until Sale | 55 | 77 | + 40.0% | 59 | 86 | + 45.8% |
| Cumulative Days on Market Until Sale | 67 | 92 | + 37.3% | 71 | 93 | + 31.0% |
| Inventory of Homes for Sale | 345 | 314 | - 9.0% | -- | -- | -- |
| Months Supply of Inventory | 3.9 | 3.2 | - 17.9% | -- | -- | -- |

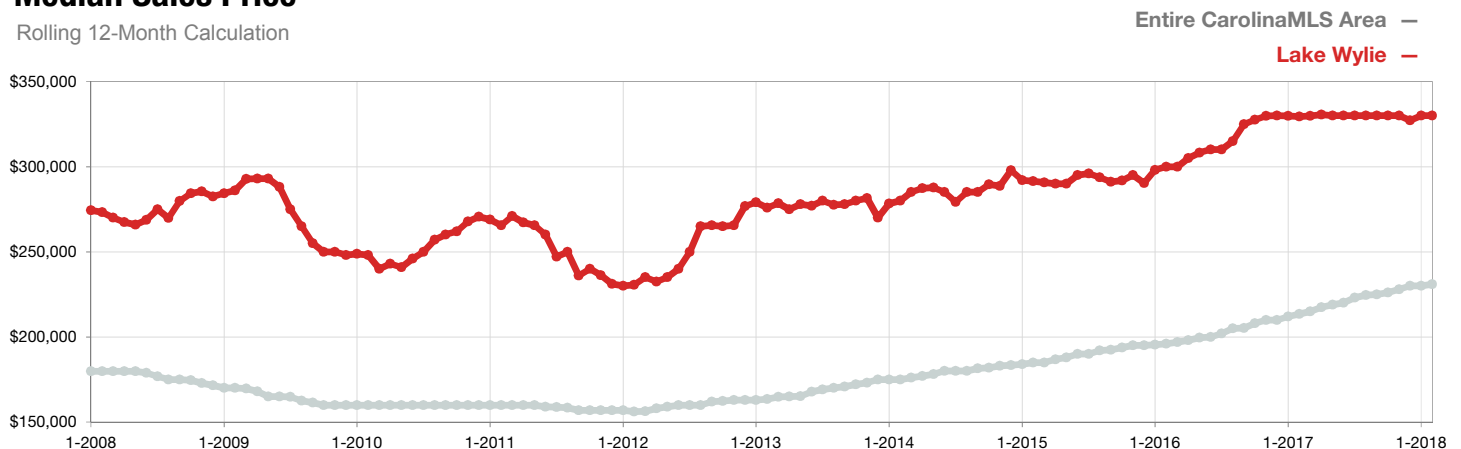
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2018

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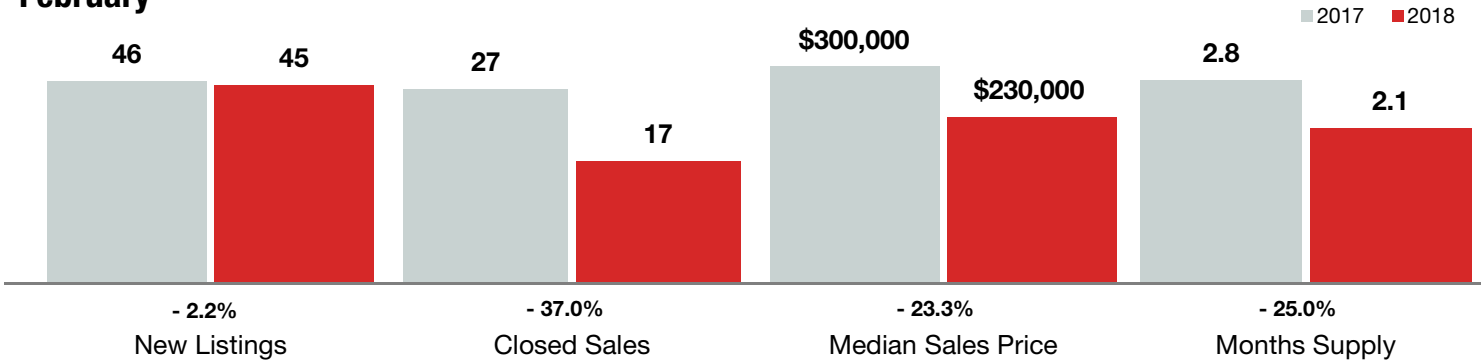
Uptown Charlotte

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 46 | 45 | - 2.2% | 90 | 82 | - 8.9% |
| Pending Sales | 36 | 40 | + 11.1% | 72 | 70 | - 2.8% |
| Closed Sales | 27 | 17 | - 37.0% | 58 | 33 | - 43.1% |
| Median Sales Price* | \$300,000 | \$230,000 | - 23.3% | \$282,000 | \$293,500 | + 4.1% |
| Average Sales Price* | \$327,350 | \$332,059 | + 1.4% | \$364,132 | \$346,896 | - 4.7% |
| Percent of Original List Price Received* | 96.1% | 95.9% | - 0.2% | 96.6% | 96.0% | - 0.6% |
| List to Close | 123 | 110 | - 10.6% | 133 | 133 | 0.0% |
| Days on Market Until Sale | 69 | 62 | - 10.1% | 68 | 70 | + 2.9% |
| Cumulative Days on Market Until Sale | 105 | 76 | - 27.6% | 86 | 81 | - 5.8% |
| Inventory of Homes for Sale | 85 | 74 | - 12.9% | -- | -- | -- |
| Months Supply of Inventory | 2.8 | 2.1 | - 25.0% | -- | -- | -- |

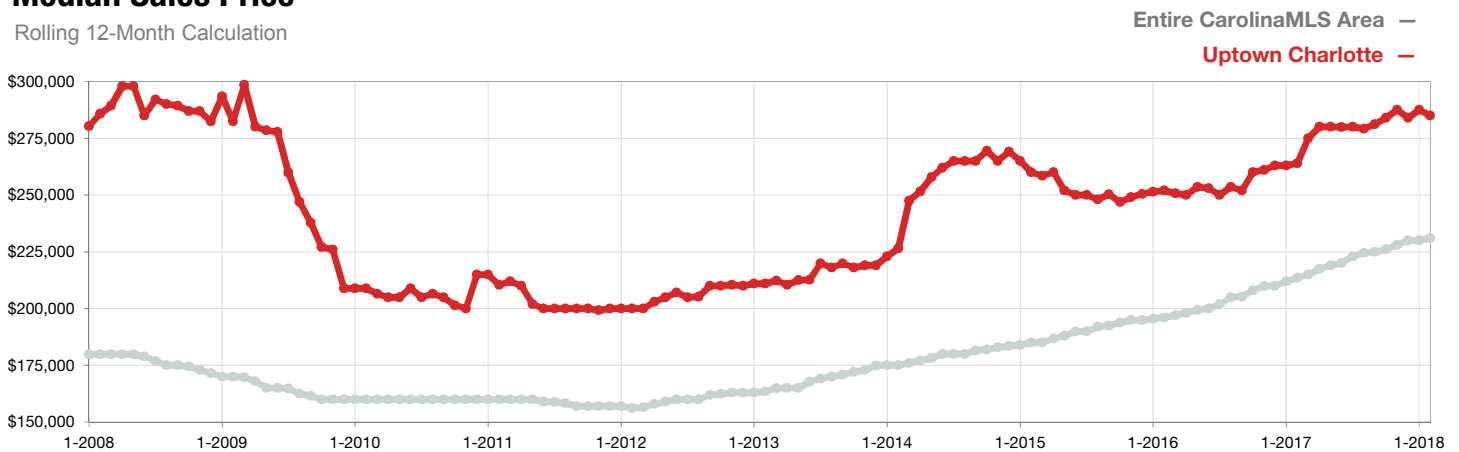
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2018

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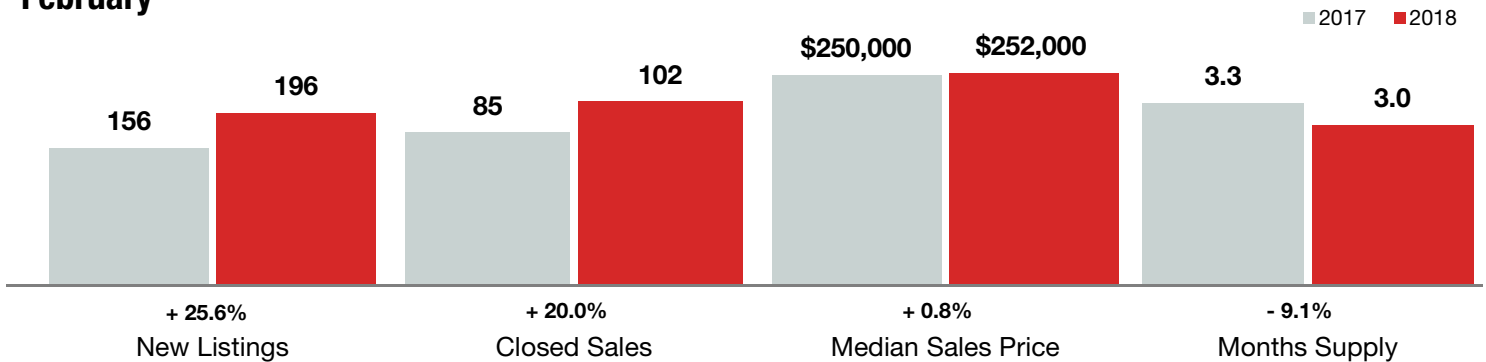
Lancaster County

South Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 156 | 196 | + 25.6% | 315 | 355 | + 12.7% |
| Pending Sales | 106 | 161 | + 51.9% | 211 | 319 | + 51.2% |
| Closed Sales | 85 | 102 | + 20.0% | 172 | 208 | + 20.9% |
| Median Sales Price* | \$250,000 | \$252,000 | + 0.8% | \$245,000 | \$268,500 | + 9.6% |
| Average Sales Price* | \$251,351 | \$262,701 | + 4.5% | \$247,188 | \$275,114 | + 11.3% |
| Percent of Original List Price Received* | 96.7% | 95.8% | - 0.9% | 96.7% | 96.1% | - 0.6% |
| List to Close | 111 | 141 | + 27.0% | 123 | 124 | + 0.8% |
| Days on Market Until Sale | 63 | 85 | + 34.9% | 63 | 69 | + 9.5% |
| Cumulative Days on Market Until Sale | 80 | 102 | + 27.5% | 75 | 85 | + 13.3% |
| Inventory of Homes for Sale | 382 | 423 | + 10.7% | -- | -- | -- |
| Months Supply of Inventory | 3.3 | 3.0 | - 9.1% | -- | -- | -- |

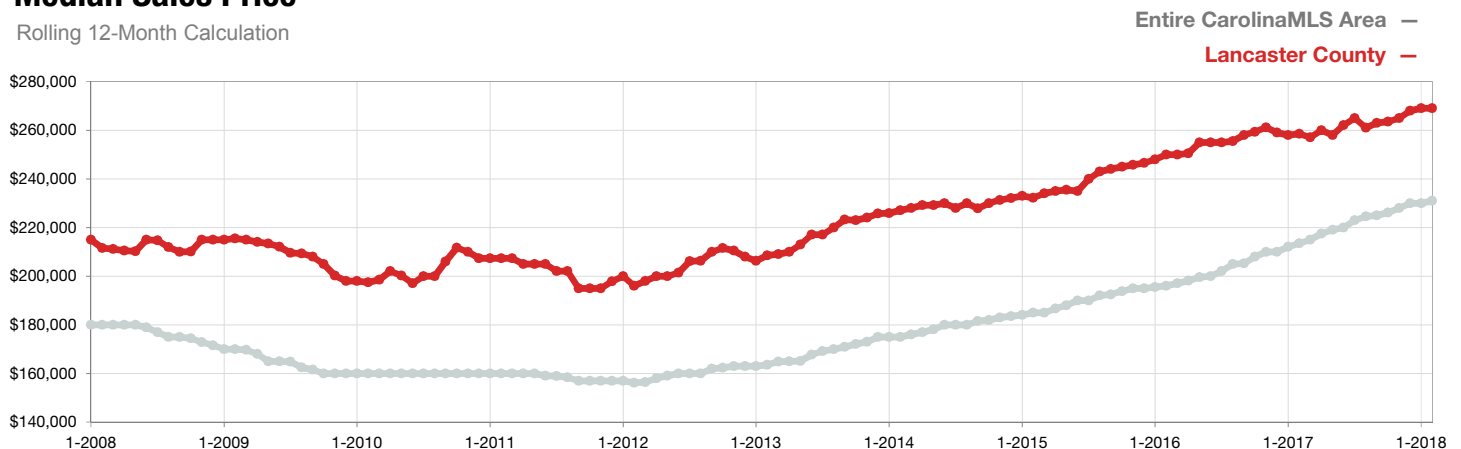
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2018

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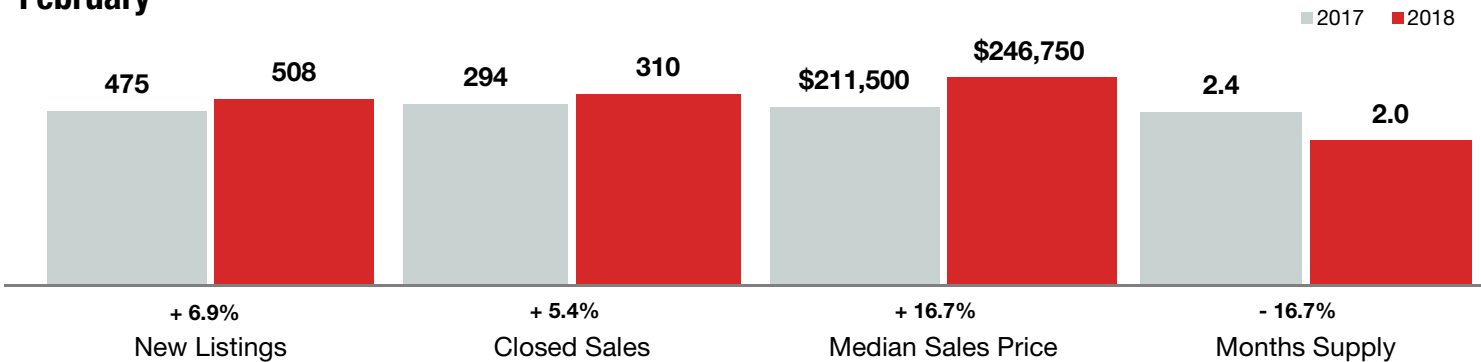
York County

South Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 475 | 508 | + 6.9% | 889 | 934 | + 5.1% |
| Pending Sales | 420 | 411 | - 2.1% | 760 | 785 | + 3.3% |
| Closed Sales | 294 | 310 | + 5.4% | 528 | 595 | + 12.7% |
| Median Sales Price* | \$211,500 | \$246,750 | + 16.7% | \$219,450 | \$239,900 | + 9.3% |
| Average Sales Price* | \$242,442 | \$260,646 | + 7.5% | \$247,222 | \$261,533 | + 5.8% |
| Percent of Original List Price Received* | 96.9% | 97.0% | + 0.1% | 96.4% | 96.6% | + 0.2% |
| List to Close | 109 | 100 | - 8.3% | 114 | 106 | - 7.0% |
| Days on Market Until Sale | 53 | 50 | - 5.7% | 56 | 52 | - 7.1% |
| Cumulative Days on Market Until Sale | 61 | 62 | + 1.6% | 63 | 64 | + 1.6% |
| Inventory of Homes for Sale | 949 | 794 | - 16.3% | -- | -- | -- |
| Months Supply of Inventory | 2.4 | 2.0 | - 16.7% | -- | -- | -- |

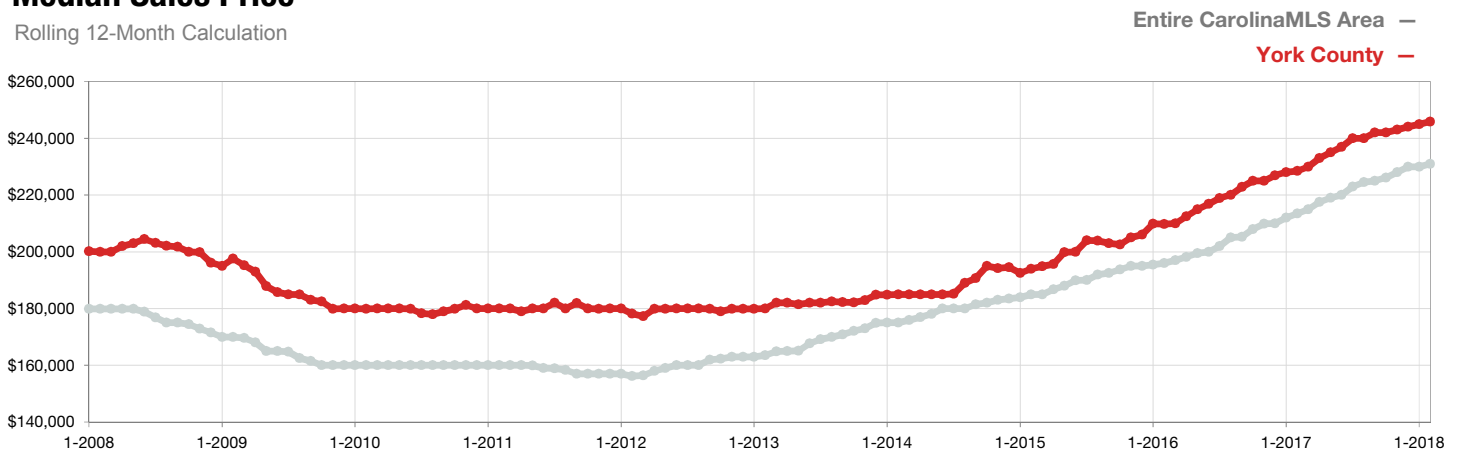
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2018

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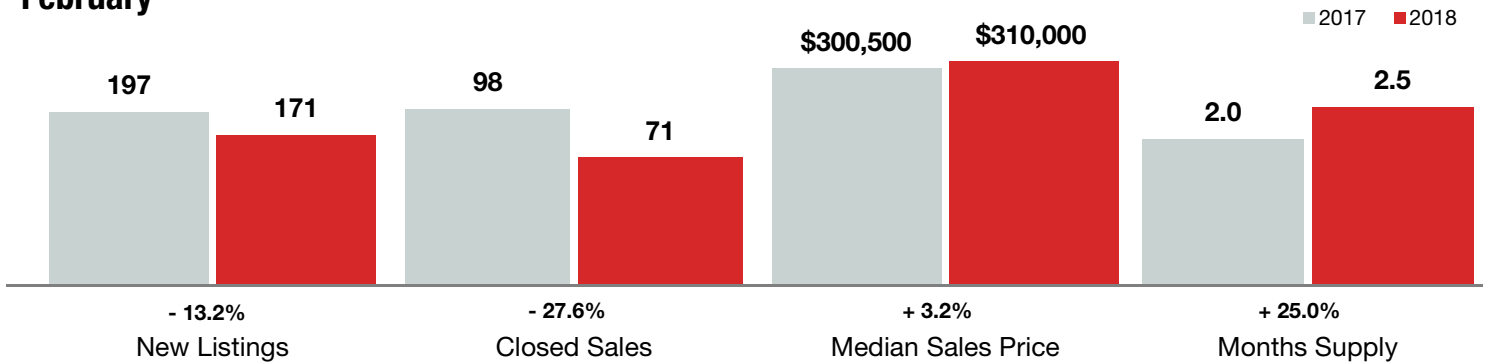
Fort Mill

South Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 197 | 171 | - 13.2% | 318 | 308 | - 3.1% |
| Pending Sales | 155 | 135 | - 12.9% | 269 | 234 | - 13.0% |
| Closed Sales | 98 | 71 | - 27.6% | 166 | 162 | - 2.4% |
| Median Sales Price* | \$300,500 | \$310,000 | + 3.2% | \$283,500 | \$300,000 | + 5.8% |
| Average Sales Price* | \$327,095 | \$309,687 | - 5.3% | \$321,871 | \$322,806 | + 0.3% |
| Percent of Original List Price Received* | 97.5% | 97.3% | - 0.2% | 97.3% | 96.9% | - 0.4% |
| List to Close | 115 | 116 | + 0.9% | 110 | 118 | + 7.3% |
| Days on Market Until Sale | 65 | 65 | 0.0% | 59 | 63 | + 6.8% |
| Cumulative Days on Market Until Sale | 70 | 82 | + 17.1% | 64 | 77 | + 20.3% |
| Inventory of Homes for Sale | 277 | 311 | + 12.3% | -- | -- | -- |
| Months Supply of Inventory | 2.0 | 2.5 | + 25.0% | -- | -- | -- |

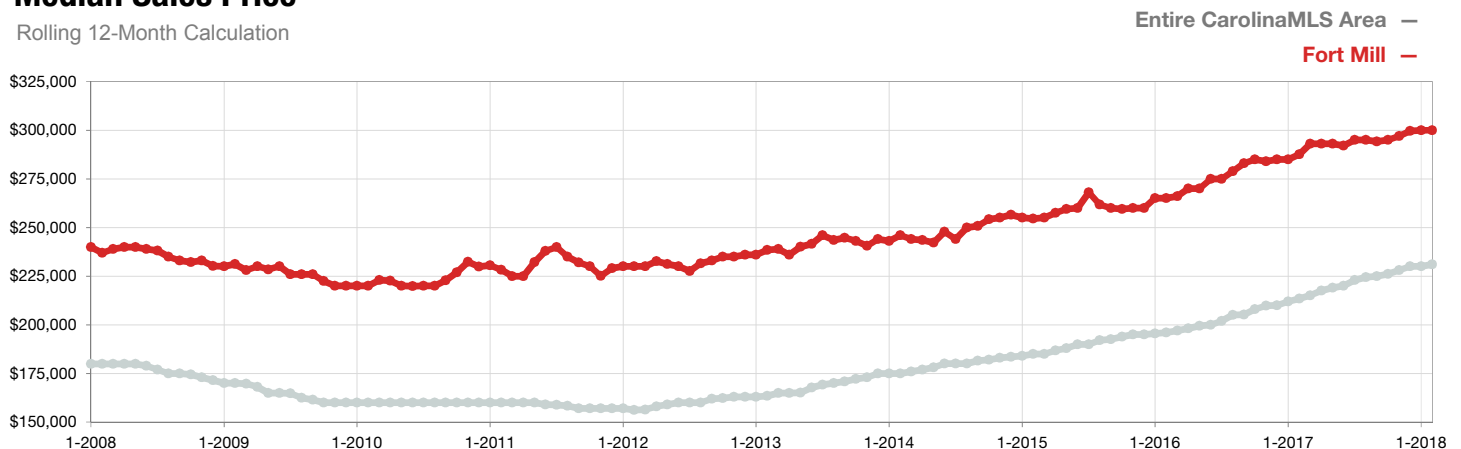
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2018

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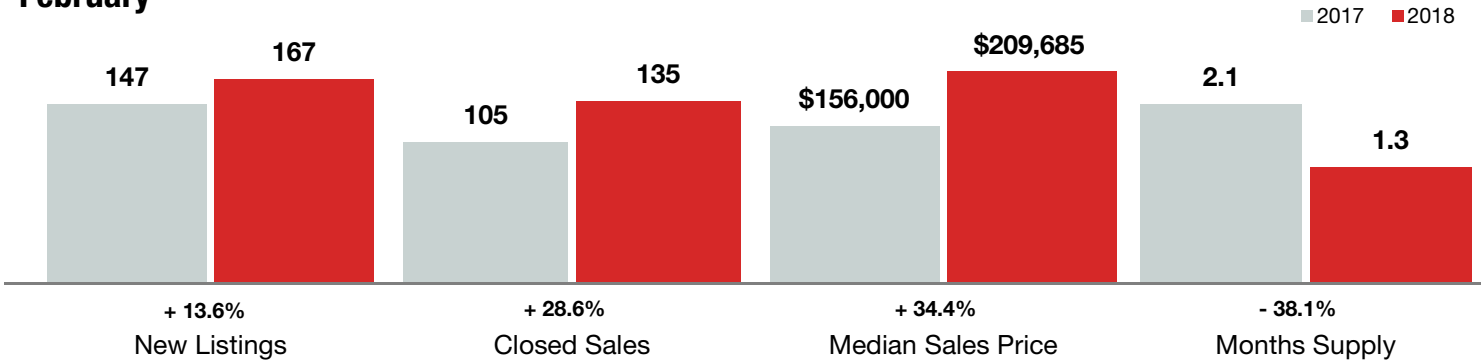
Rock Hill

South Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 147 | 167 | + 13.6% | 297 | 321 | + 8.1% |
| Pending Sales | 152 | 145 | - 4.6% | 267 | 303 | + 13.5% |
| Closed Sales | 105 | 135 | + 28.6% | 198 | 253 | + 27.8% |
| Median Sales Price* | \$156,000 | \$209,685 | + 34.4% | \$169,900 | \$185,000 | + 8.9% |
| Average Sales Price* | \$162,239 | \$221,491 | + 36.5% | \$177,037 | \$202,705 | + 14.5% |
| Percent of Original List Price Received* | 96.5% | 97.2% | + 0.7% | 96.0% | 96.6% | + 0.6% |
| List to Close | 103 | 78 | - 24.3% | 115 | 91 | - 20.9% |
| Days on Market Until Sale | 43 | 31 | - 27.9% | 50 | 38 | - 24.0% |
| Cumulative Days on Market Until Sale | 52 | 40 | - 23.1% | 58 | 47 | - 19.0% |
| Inventory of Homes for Sale | 282 | 199 | - 29.4% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 1.3 | - 38.1% | -- | -- | -- |

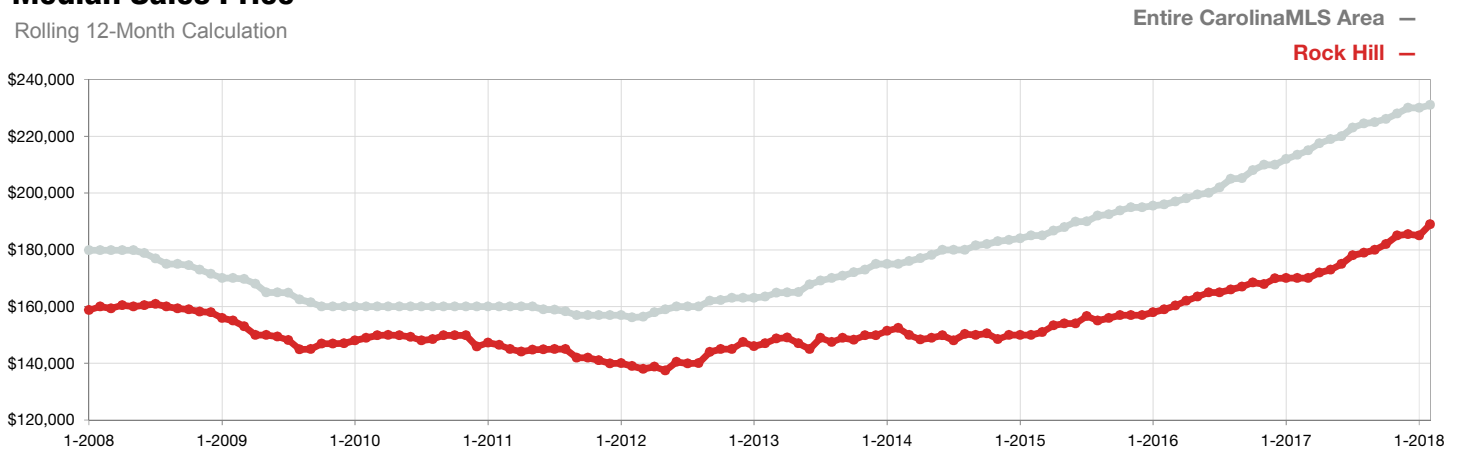
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2018

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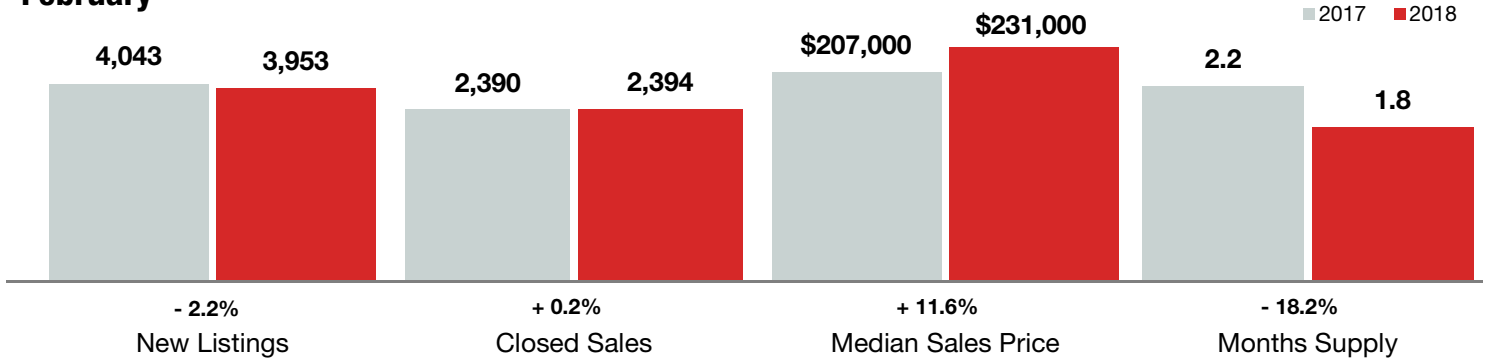
Charlotte MSA

North Carolina

| Key Metrics | February | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 2-2017 | Thru 2-2018 | Percent Change |
| New Listings | 4,043 | 3,953 | - 2.2% | 7,480 | 7,339 | - 1.9% |
| Pending Sales | 3,339 | 3,534 | + 5.8% | 6,211 | 6,570 | + 5.8% |
| Closed Sales | 2,390 | 2,394 | + 0.2% | 4,680 | 4,677 | - 0.1% |
| Median Sales Price* | \$207,000 | \$231,000 | + 11.6% | \$208,000 | \$226,100 | + 8.7% |
| Average Sales Price* | \$250,364 | \$269,932 | + 7.8% | \$255,946 | \$269,414 | + 5.3% |
| Percent of Original List Price Received* | 96.7% | 97.0% | + 0.3% | 96.5% | 96.8% | + 0.3% |
| List to Close | 108 | 101 | - 6.5% | 110 | 100 | - 9.1% |
| Days on Market Until Sale | 52 | 49 | - 5.8% | 51 | 47 | - 7.8% |
| Cumulative Days on Market Until Sale | 62 | 59 | - 4.8% | 61 | 56 | - 8.2% |
| Inventory of Homes for Sale | 7,455 | 6,176 | - 17.2% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 1.8 | - 18.2% | -- | -- | -- |

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February



Median Sales Price

Rolling 12-Month Calculation

