

Local Market Update for March 2018

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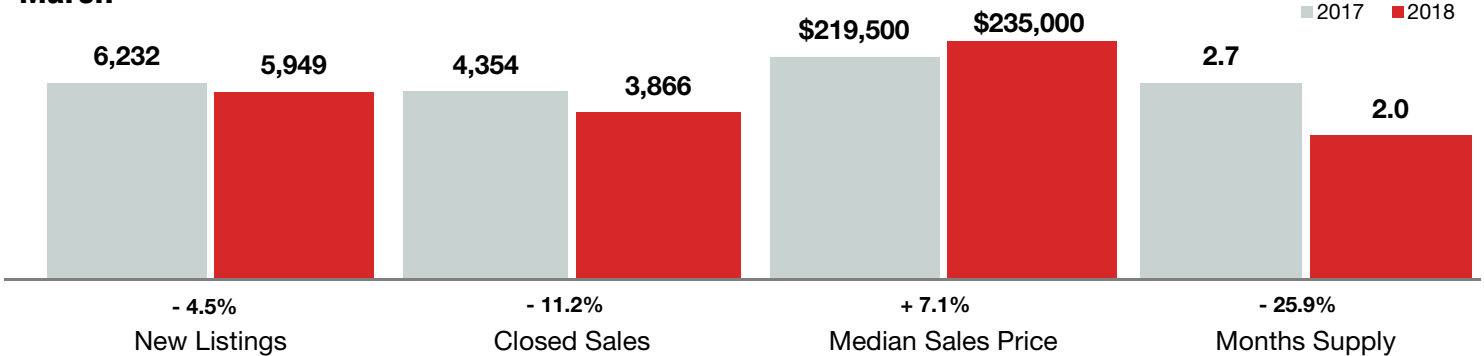
Charlotte Region

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	6,232	5,949	- 4.5%	15,227	14,569	- 4.3%
Pending Sales	4,832	5,181	+ 7.2%	12,168	12,621	+ 3.7%
Closed Sales	4,354	3,866	- 11.2%	9,869	9,456	- 4.2%
Median Sales Price*	\$219,500	\$235,000	+ 7.1%	\$207,500	\$226,088	+ 9.0%
Average Sales Price*	\$267,340	\$279,726	+ 4.6%	\$256,934	\$270,848	+ 5.4%
Percent of Original List Price Received*	96.8%	97.2%	+ 0.4%	96.4%	96.7%	+ 0.3%
List to Close	105	100	- 4.8%	109	103	- 5.5%
Days on Market Until Sale	57	50	- 12.3%	57	52	- 8.8%
Cumulative Days on Market Until Sale	67	61	- 9.0%	67	62	- 7.5%
Inventory of Homes for Sale	10,726	8,208	- 23.5%	--	--	--
Months Supply of Inventory	2.7	2.0	- 25.9%	--	--	--

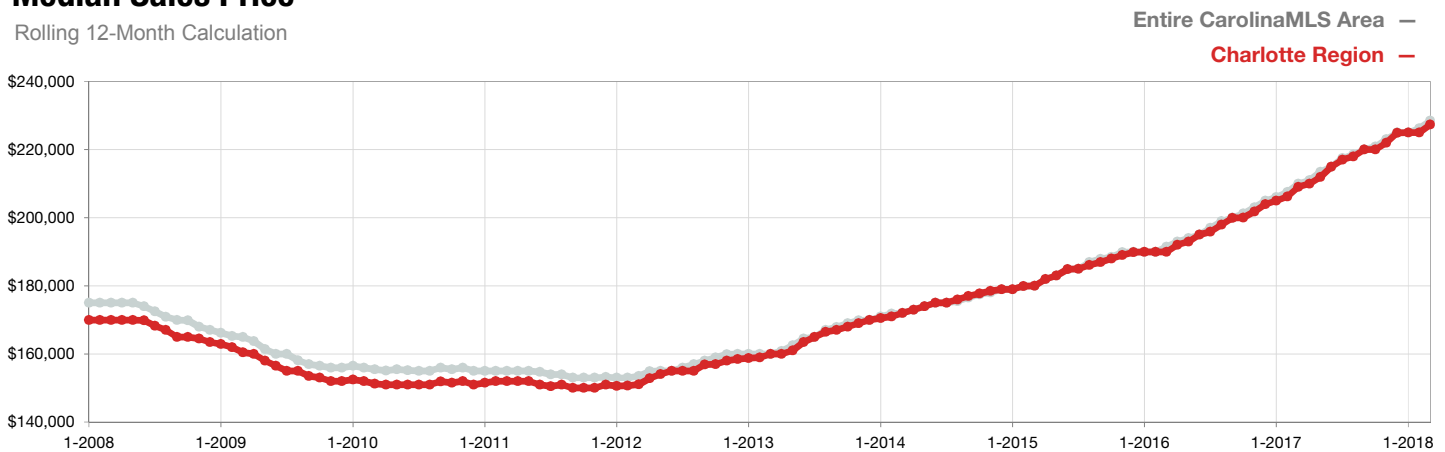
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March



Median Sales Price

Rolling 12-Month Calculation



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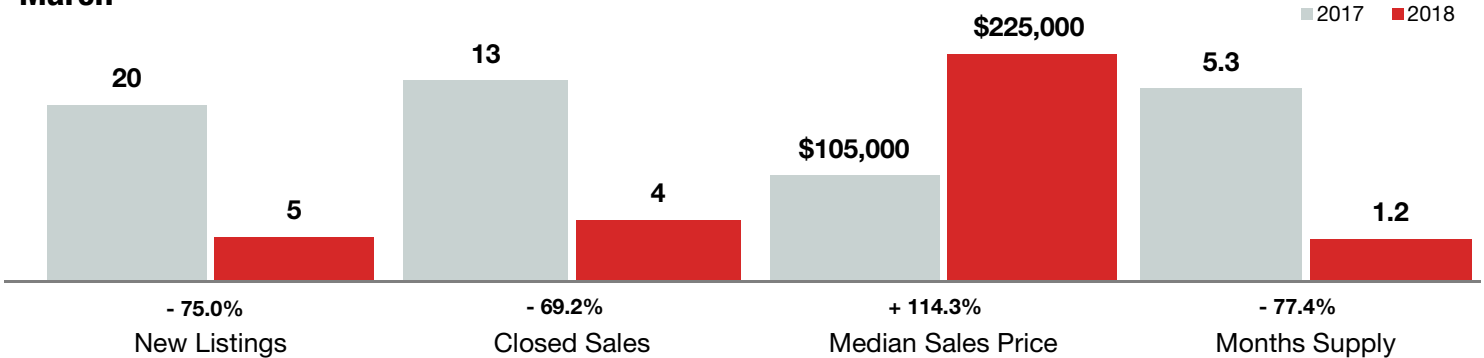
Alexander County

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	20	5	- 75.0%	47	19	- 59.6%
Pending Sales	16	6	- 62.5%	40	15	- 62.5%
Closed Sales	13	4	- 69.2%	33	20	- 39.4%
Median Sales Price*	\$105,000	\$225,000	+ 114.3%	\$137,500	\$155,500	+ 13.1%
Average Sales Price*	\$165,462	\$275,600	+ 66.6%	\$161,568	\$190,275	+ 17.8%
Percent of Original List Price Received*	82.9%	88.7%	+ 7.0%	89.4%	89.9%	+ 0.6%
List to Close	172	316	+ 83.7%	152	192	+ 26.3%
Days on Market Until Sale	116	286	+ 146.6%	90	145	+ 61.1%
Cumulative Days on Market Until Sale	126	123	- 2.4%	96	111	+ 15.6%
Inventory of Homes for Sale	66	13	- 80.3%	--	--	--
Months Supply of Inventory	5.3	1.2	- 77.4%	--	--	--

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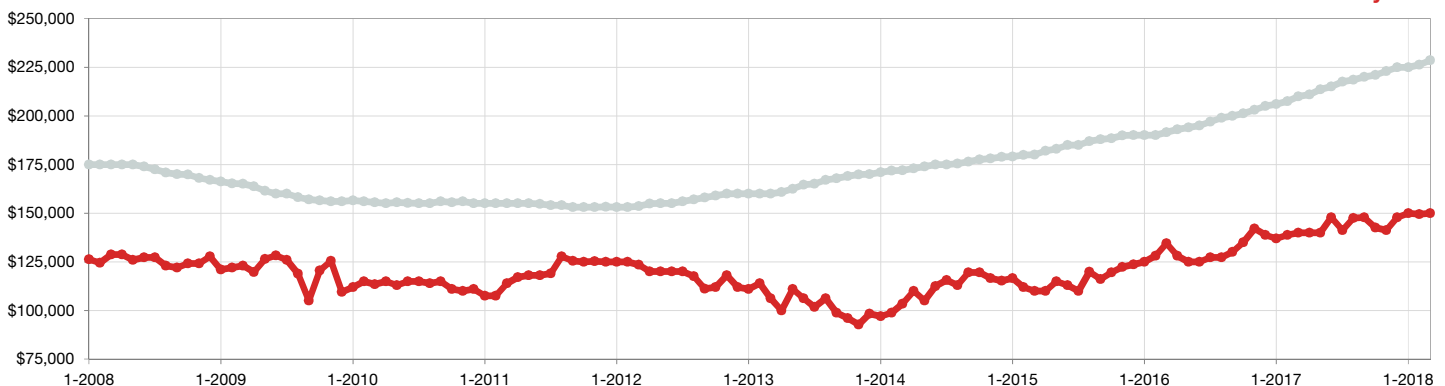
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Entire CarolinaMLS Area —
Alexander County —



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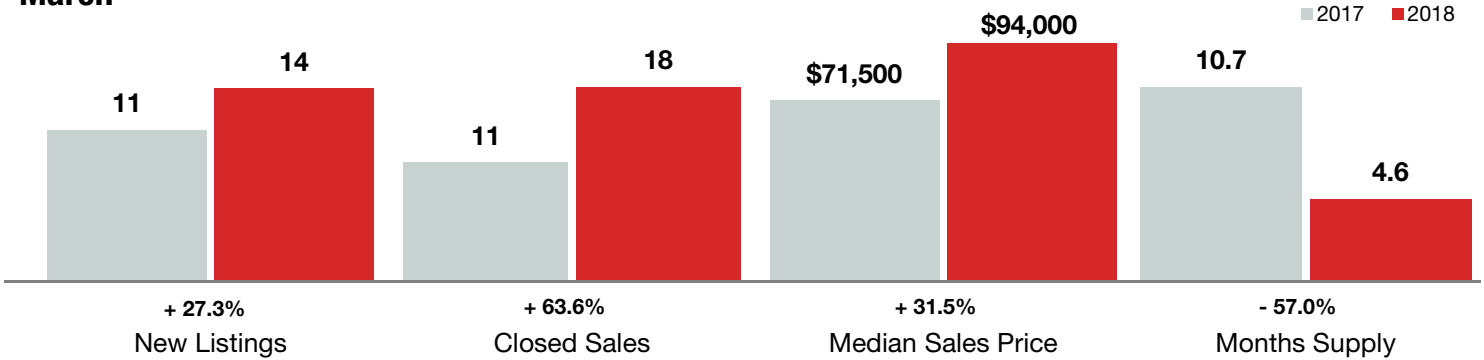
Anson County

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	11	14	+ 27.3%	44	38	- 13.6%
Pending Sales	12	20	+ 66.7%	31	44	+ 41.9%
Closed Sales	11	18	+ 63.6%	29	33	+ 13.8%
Median Sales Price*	\$71,500	\$94,000	+ 31.5%	\$70,000	\$100,000	+ 42.9%
Average Sales Price*	\$116,222	\$100,869	- 13.2%	\$94,759	\$106,471	+ 12.4%
Percent of Original List Price Received*	90.6%	89.4%	- 1.3%	90.0%	89.3%	- 0.8%
List to Close	276	142	- 48.6%	268	193	- 28.0%
Days on Market Until Sale	251	140	- 44.2%	251	187	- 25.5%
Cumulative Days on Market Until Sale	251	143	- 43.0%	247	189	- 23.5%
Inventory of Homes for Sale	109	59	- 45.9%	--	--	--
Months Supply of Inventory	10.7	4.6	- 57.0%	--	--	--

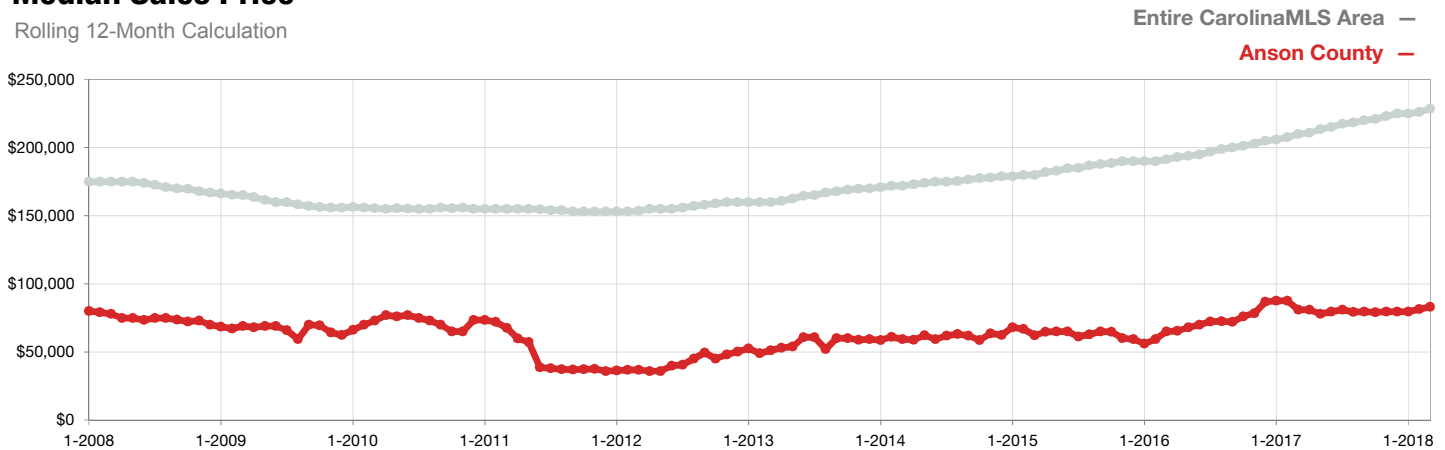
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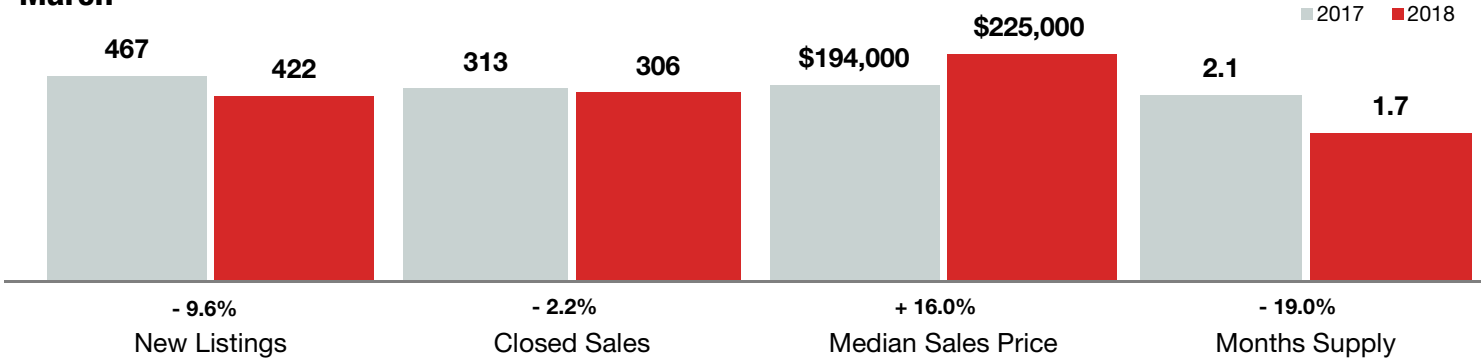
Cabarrus County

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	467	422	- 9.6%	1,115	1,086	- 2.6%
Pending Sales	379	358	- 5.5%	904	903	- 0.1%
Closed Sales	313	306	- 2.2%	705	722	+ 2.4%
Median Sales Price*	\$194,000	\$225,000	+ 16.0%	\$192,000	\$216,000	+ 12.5%
Average Sales Price*	\$211,580	\$247,680	+ 17.1%	\$210,303	\$235,797	+ 12.1%
Percent of Original List Price Received*	97.0%	97.3%	+ 0.3%	96.3%	96.8%	+ 0.5%
List to Close	99	98	- 1.0%	102	99	- 2.9%
Days on Market Until Sale	48	38	- 20.8%	50	41	- 18.0%
Cumulative Days on Market Until Sale	58	48	- 17.2%	60	49	- 18.3%
Inventory of Homes for Sale	636	531	- 16.5%	--	--	--
Months Supply of Inventory	2.1	1.7	- 19.0%	--	--	--

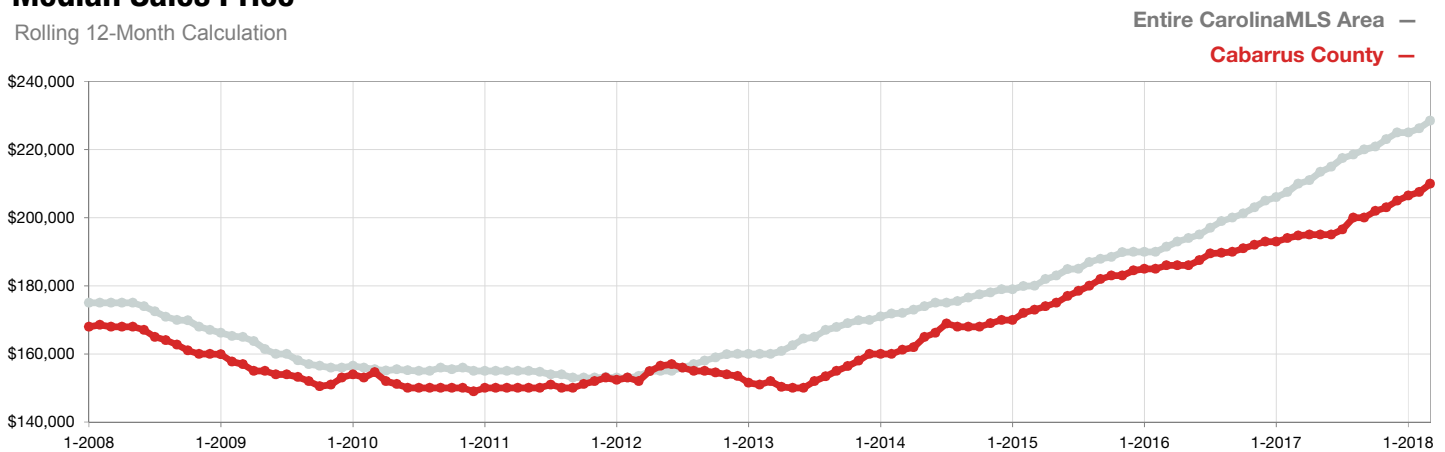
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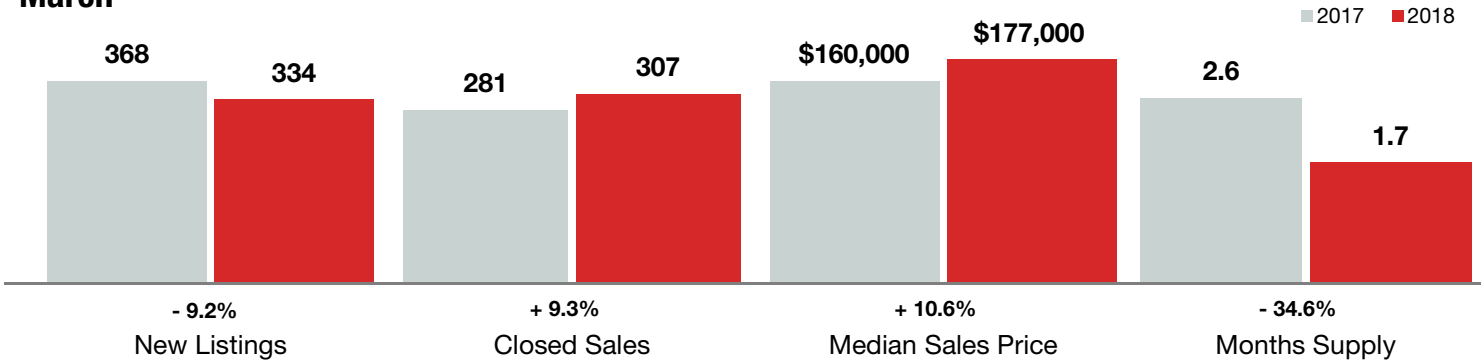
Gaston County

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	368	334	- 9.2%	912	914	+ 0.2%
Pending Sales	328	353	+ 7.6%	794	894	+ 12.6%
Closed Sales	281	307	+ 9.3%	678	704	+ 3.8%
Median Sales Price*	\$160,000	\$177,000	+ 10.6%	\$156,120	\$174,995	+ 12.1%
Average Sales Price*	\$169,951	\$193,120	+ 13.6%	\$166,063	\$185,837	+ 11.9%
Percent of Original List Price Received*	97.0%	97.0%	0.0%	96.4%	96.5%	+ 0.1%
List to Close	110	103	- 6.4%	116	104	- 10.3%
Days on Market Until Sale	57	50	- 12.3%	58	49	- 15.5%
Cumulative Days on Market Until Sale	68	58	- 14.7%	69	58	- 15.9%
Inventory of Homes for Sale	675	464	- 31.3%	--	--	--
Months Supply of Inventory	2.6	1.7	- 34.6%	--	--	--

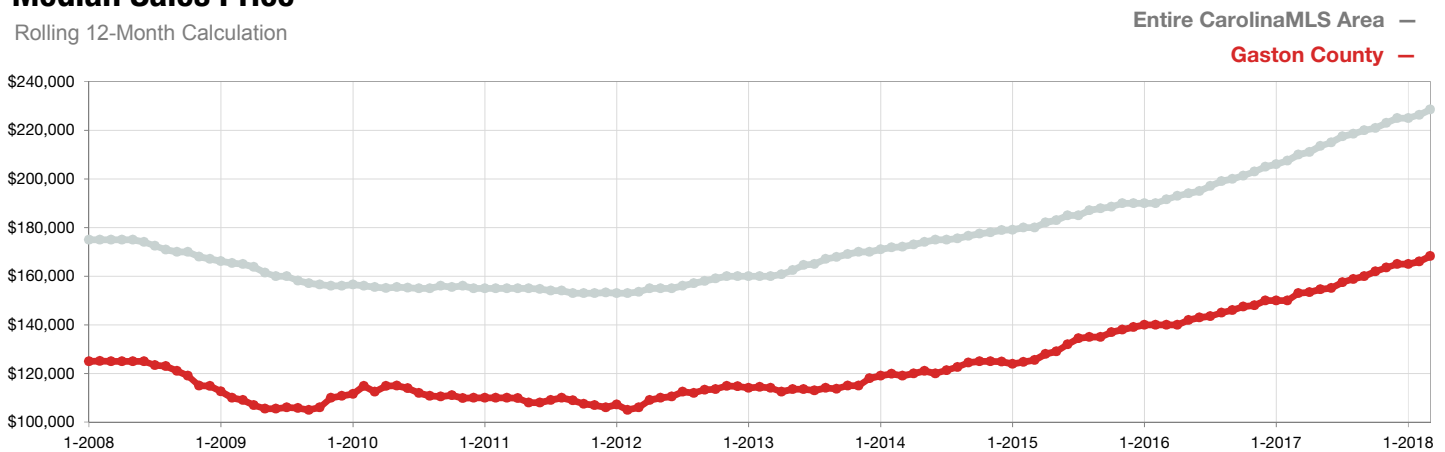
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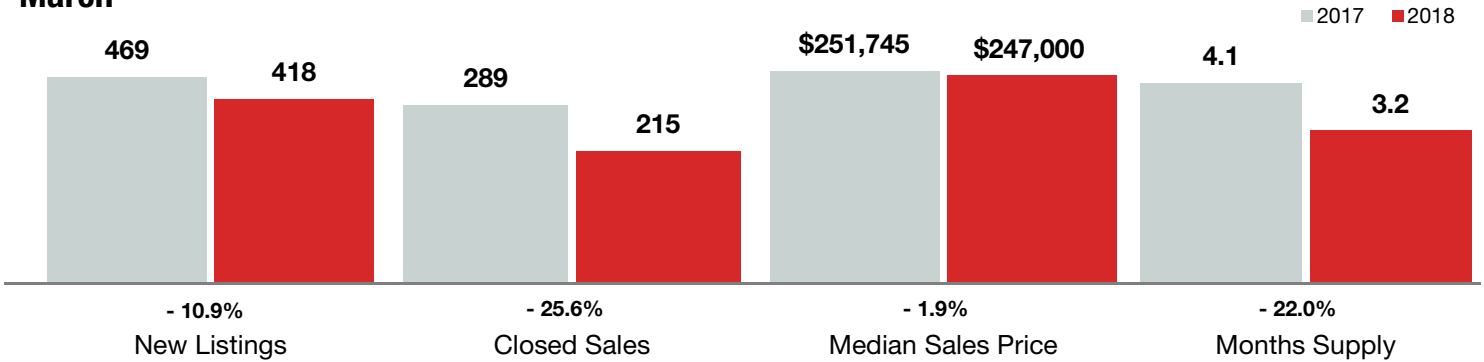
Iredell County

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	469	418	- 10.9%	1,077	997	- 7.4%
Pending Sales	294	356	+ 21.1%	732	807	+ 10.2%
Closed Sales	289	215	- 25.6%	618	591	- 4.4%
Median Sales Price*	\$251,745	\$247,000	- 1.9%	\$239,950	\$245,570	+ 2.3%
Average Sales Price*	\$306,920	\$293,087	- 4.5%	\$295,241	\$298,363	+ 1.1%
Percent of Original List Price Received*	94.9%	95.7%	+ 0.8%	94.7%	95.4%	+ 0.7%
List to Close	125	126	+ 0.8%	129	129	0.0%
Days on Market Until Sale	83	79	- 4.8%	78	79	+ 1.3%
Cumulative Days on Market Until Sale	108	100	- 7.4%	94	93	- 1.1%
Inventory of Homes for Sale	1,060	847	- 20.1%	--	--	--
Months Supply of Inventory	4.1	3.2	- 22.0%	--	--	--

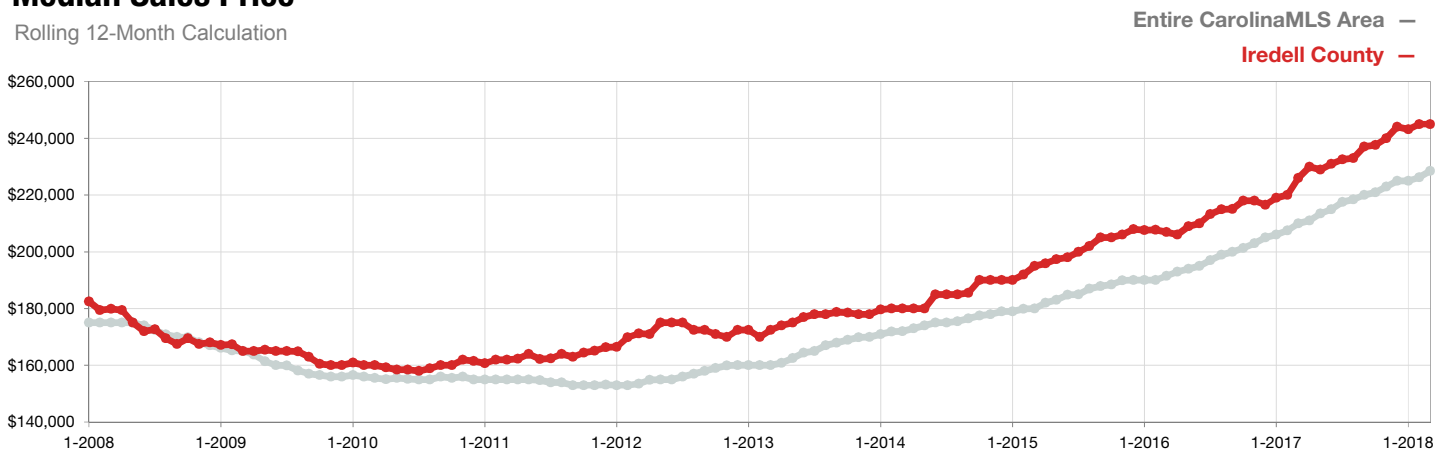
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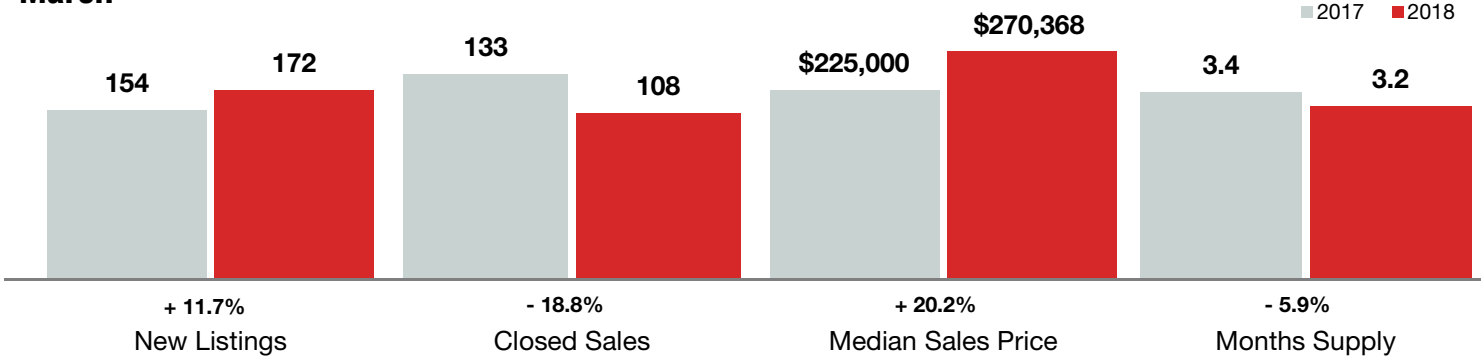
Lincoln County

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	154	172	+ 11.7%	473	423	- 10.6%
Pending Sales	135	133	- 1.5%	380	334	- 12.1%
Closed Sales	133	108	- 18.8%	296	250	- 15.5%
Median Sales Price*	\$225,000	\$270,368	+ 20.2%	\$255,000	\$255,000	0.0%
Average Sales Price*	\$249,784	\$278,945	+ 11.7%	\$277,956	\$269,140	- 3.2%
Percent of Original List Price Received*	96.0%	95.7%	- 0.3%	96.1%	95.4%	- 0.7%
List to Close	114	138	+ 21.1%	112	124	+ 10.7%
Days on Market Until Sale	63	81	+ 28.6%	63	69	+ 9.5%
Cumulative Days on Market Until Sale	75	100	+ 33.3%	73	81	+ 11.0%
Inventory of Homes for Sale	396	370	- 6.6%	--	--	--
Months Supply of Inventory	3.4	3.2	- 5.9%	--	--	--

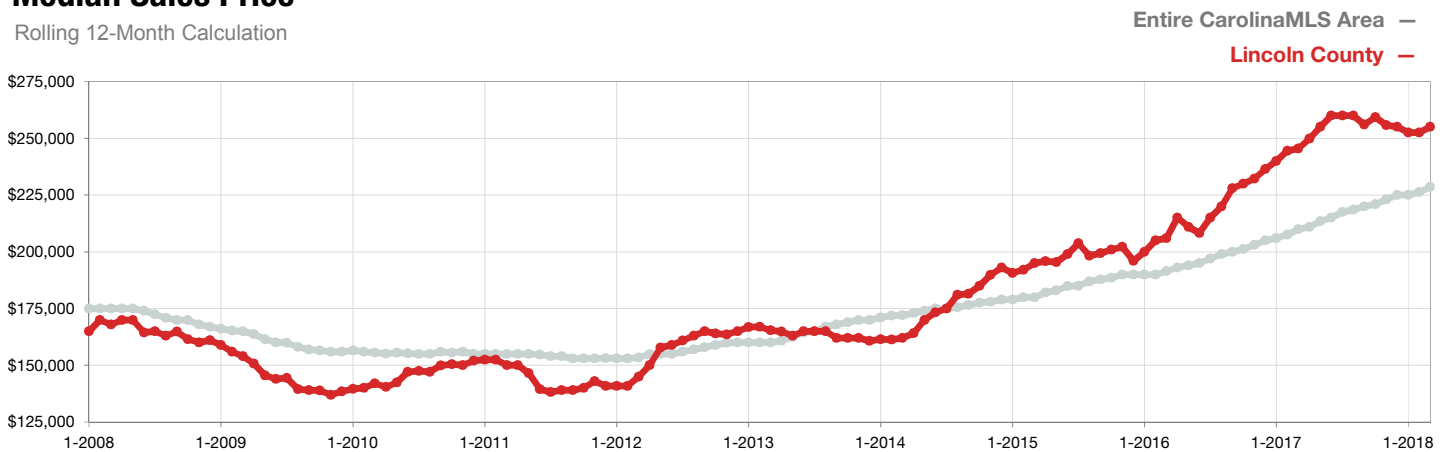
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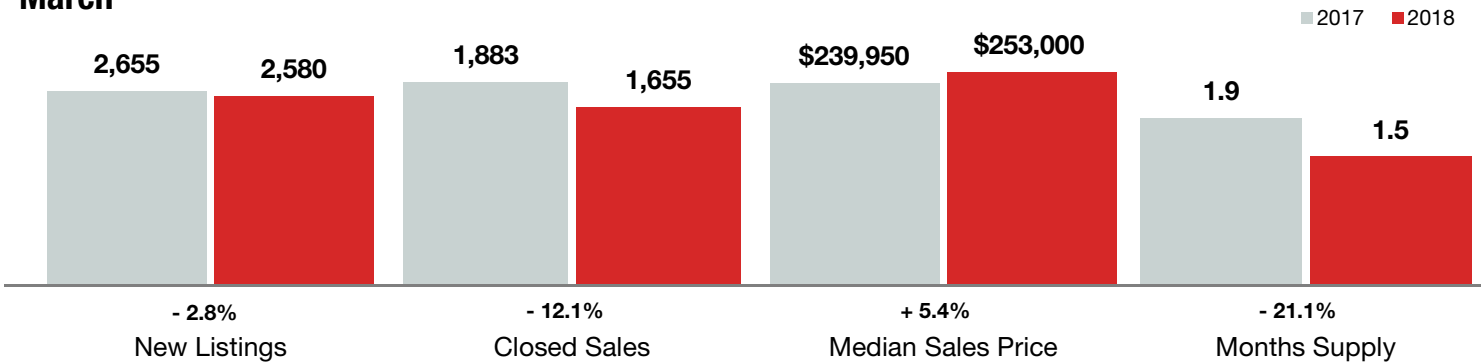
Mecklenburg County

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	2,655	2,580	- 2.8%	6,390	6,118	- 4.3%
Pending Sales	2,060	2,209	+ 7.2%	5,237	5,311	+ 1.4%
Closed Sales	1,883	1,655	- 12.1%	4,260	3,933	- 7.7%
Median Sales Price*	\$239,950	\$253,000	+ 5.4%	\$229,000	\$245,000	+ 7.0%
Average Sales Price*	\$304,968	\$319,209	+ 4.7%	\$287,851	\$305,901	+ 6.3%
Percent of Original List Price Received*	98.1%	98.2%	+ 0.1%	97.6%	97.8%	+ 0.2%
List to Close	89	87	- 2.2%	97	91	- 6.2%
Days on Market Until Sale	38	37	- 2.6%	41	39	- 4.9%
Cumulative Days on Market Until Sale	46	47	+ 2.2%	49	48	- 2.0%
Inventory of Homes for Sale	3,234	2,588	- 20.0%	--	--	--
Months Supply of Inventory	1.9	1.5	- 21.1%	--	--	--

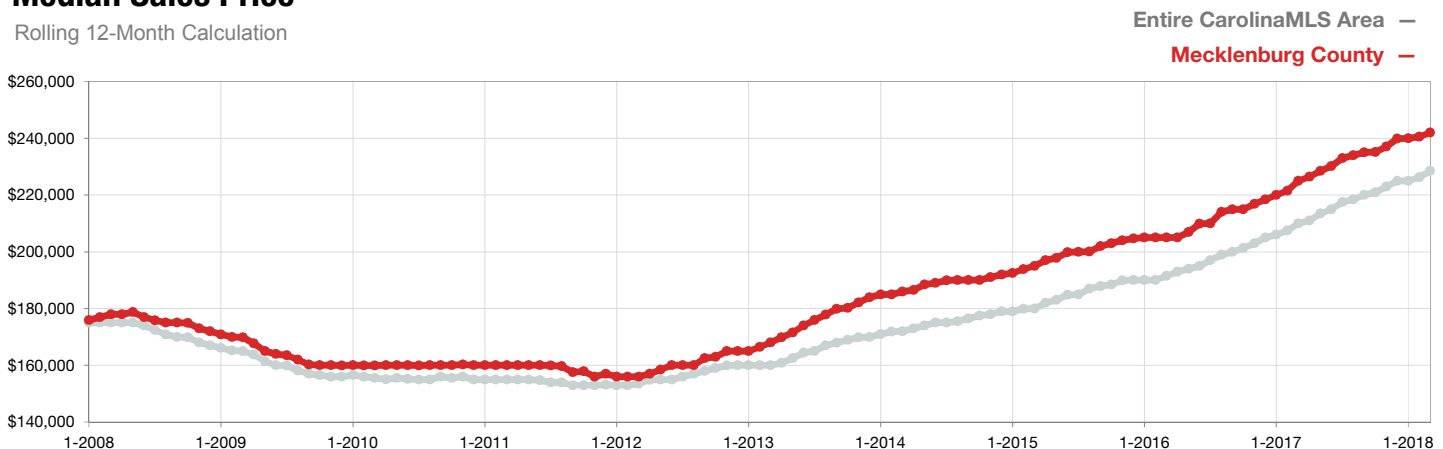
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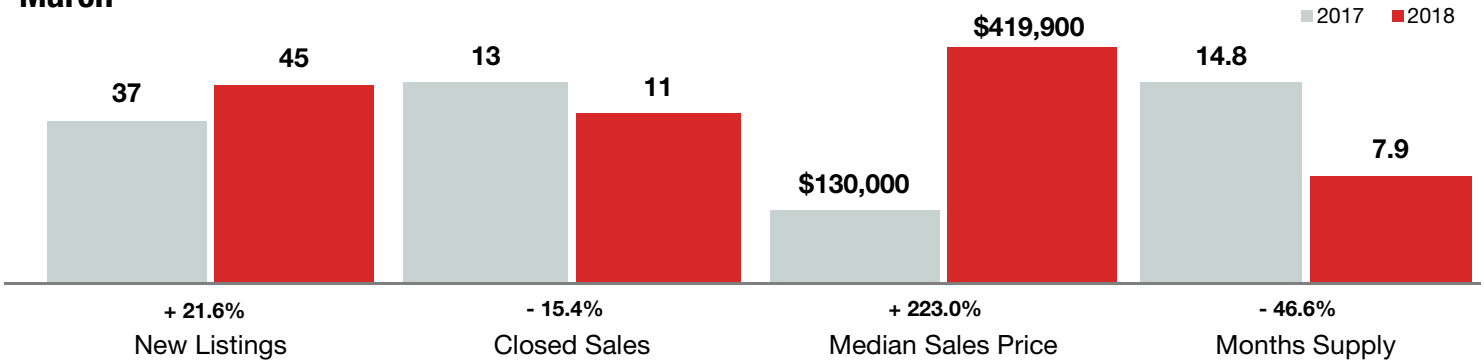
Montgomery County

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	37	45	+ 21.6%	80	89	+ 11.3%
Pending Sales	16	22	+ 37.5%	37	52	+ 40.5%
Closed Sales	13	11	- 15.4%	37	35	- 5.4%
Median Sales Price*	\$130,000	\$419,900	+ 223.0%	\$148,800	\$145,000	- 2.6%
Average Sales Price*	\$164,692	\$354,136	+ 115.0%	\$201,936	\$253,184	+ 25.4%
Percent of Original List Price Received*	87.1%	91.3%	+ 4.8%	88.1%	89.7%	+ 1.8%
List to Close	219	206	- 5.9%	230	183	- 20.4%
Days on Market Until Sale	172	162	- 5.8%	185	137	- 25.9%
Cumulative Days on Market Until Sale	183	227	+ 24.0%	209	178	- 14.8%
Inventory of Homes for Sale	234	159	- 32.1%	--	--	--
Months Supply of Inventory	14.8	7.9	- 46.6%	--	--	--

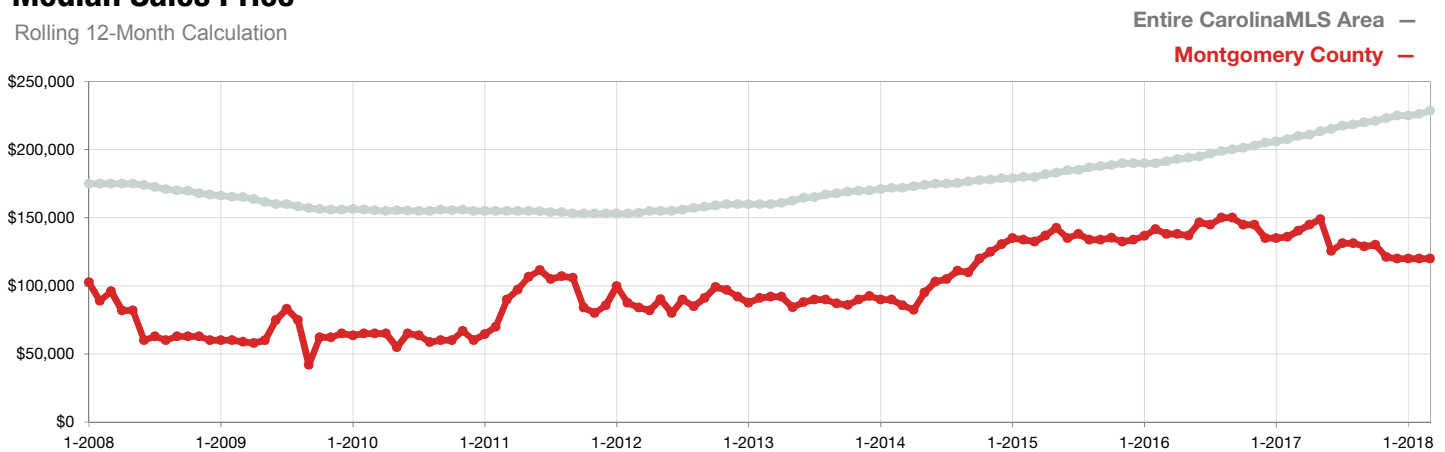
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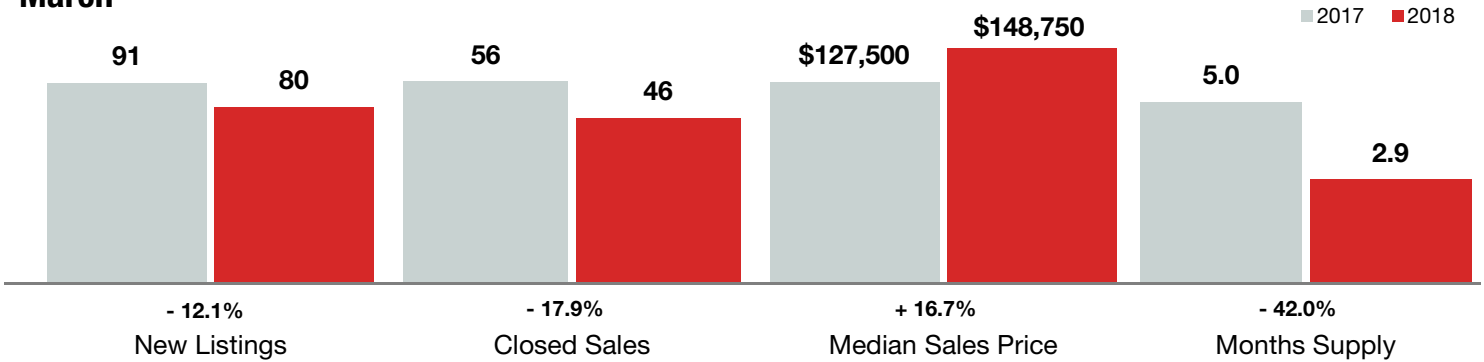
Stanly County

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	91	80	- 12.1%	229	221	- 3.5%
Pending Sales	66	85	+ 28.8%	172	205	+ 19.2%
Closed Sales	56	46	- 17.9%	146	125	- 14.4%
Median Sales Price*	\$127,500	\$148,750	+ 16.7%	\$130,000	\$137,630	+ 5.9%
Average Sales Price*	\$141,614	\$158,979	+ 12.3%	\$141,590	\$159,124	+ 12.4%
Percent of Original List Price Received*	93.4%	94.1%	+ 0.7%	93.9%	93.7%	- 0.2%
List to Close	146	115	- 21.2%	143	123	- 14.0%
Days on Market Until Sale	98	68	- 30.6%	92	73	- 20.7%
Cumulative Days on Market Until Sale	107	74	- 30.8%	95	84	- 11.6%
Inventory of Homes for Sale	260	171	- 34.2%	--	--	--
Months Supply of Inventory	5.0	2.9	- 42.0%	--	--	--

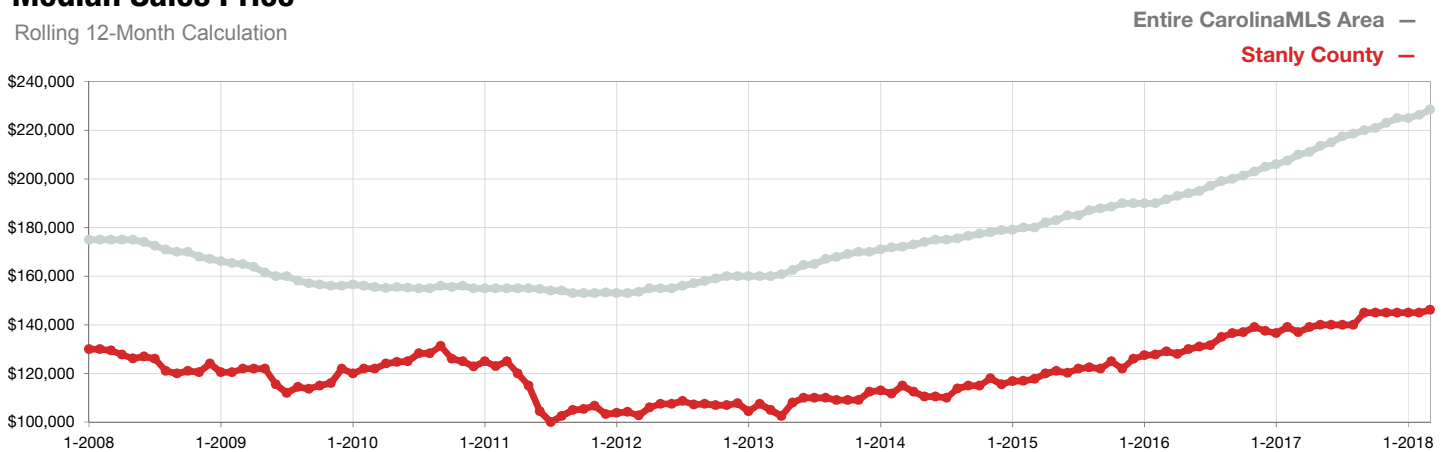
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Charlotte Regional Realtor® Association

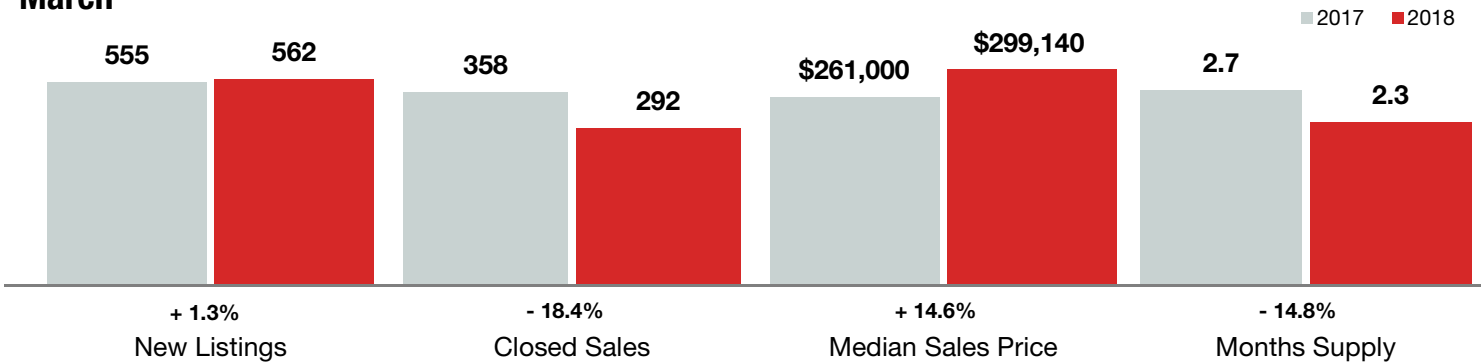
Union County

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	555	562	+ 1.3%	1,274	1,246	- 2.2%
Pending Sales	417	460	+ 10.3%	997	1,075	+ 7.8%
Closed Sales	358	292	- 18.4%	817	733	- 10.3%
Median Sales Price*	\$261,000	\$299,140	+ 14.6%	\$262,000	\$279,000	+ 6.5%
Average Sales Price*	\$314,826	\$348,456	+ 10.7%	\$321,677	\$335,730	+ 4.4%
Percent of Original List Price Received*	97.3%	97.1%	- 0.2%	96.8%	96.8%	0.0%
List to Close	112	111	- 0.9%	119	108	- 9.2%
Days on Market Until Sale	62	61	- 1.6%	59	55	- 6.8%
Cumulative Days on Market Until Sale	77	75	- 2.6%	74	69	- 6.8%
Inventory of Homes for Sale	937	790	- 15.7%	--	--	--
Months Supply of Inventory	2.7	2.3	- 14.8%	--	--	--

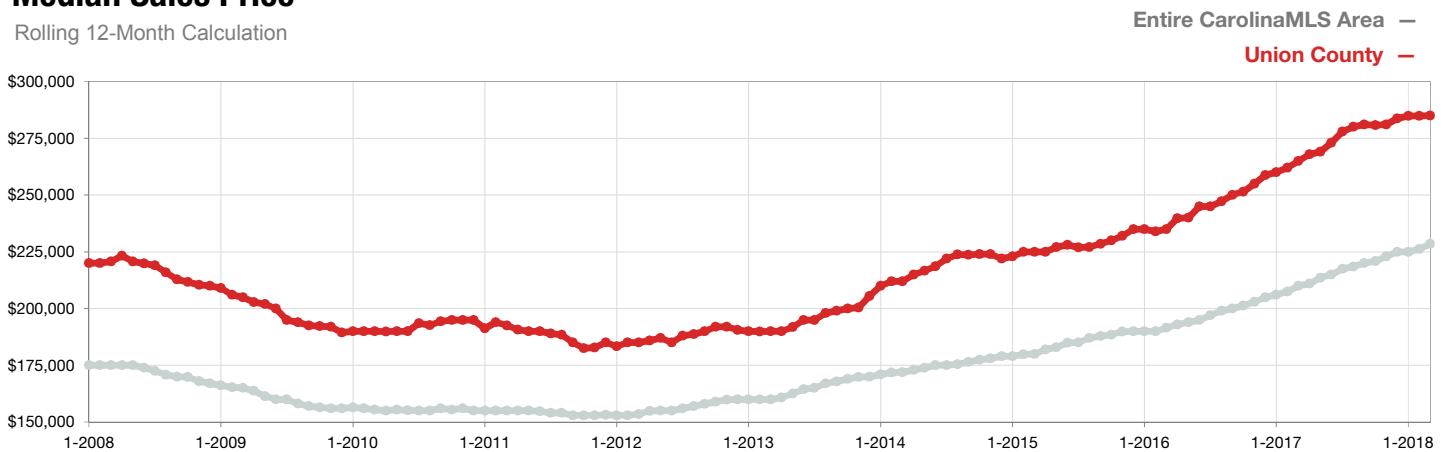
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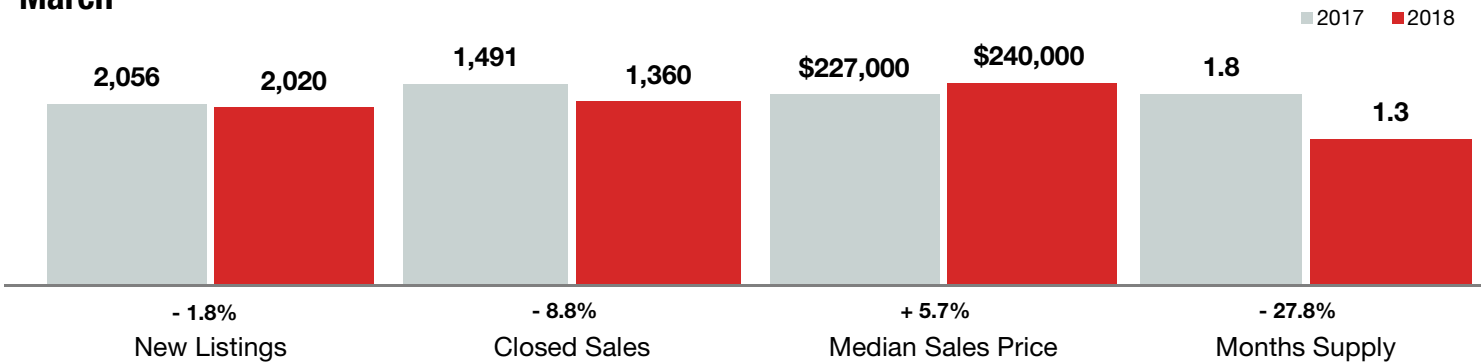
City of Charlotte

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	2,056	2,020	- 1.8%	5,017	4,881	- 2.7%
Pending Sales	1,627	1,753	+ 7.7%	4,168	4,277	+ 2.6%
Closed Sales	1,491	1,360	- 8.8%	3,419	3,204	- 6.3%
Median Sales Price*	\$227,000	\$240,000	+ 5.7%	\$214,000	\$231,000	+ 7.9%
Average Sales Price*	\$297,158	\$312,023	+ 5.0%	\$277,597	\$295,380	+ 6.4%
Percent of Original List Price Received*	98.2%	98.3%	+ 0.1%	97.6%	97.9%	+ 0.3%
List to Close	85	84	- 1.2%	93	88	- 5.4%
Days on Market Until Sale	34	34	0.0%	38	36	- 5.3%
Cumulative Days on Market Until Sale	42	45	+ 7.1%	46	45	- 2.2%
Inventory of Homes for Sale	2,351	1,890	- 19.6%	--	--	--
Months Supply of Inventory	1.8	1.3	- 27.8%	--	--	--

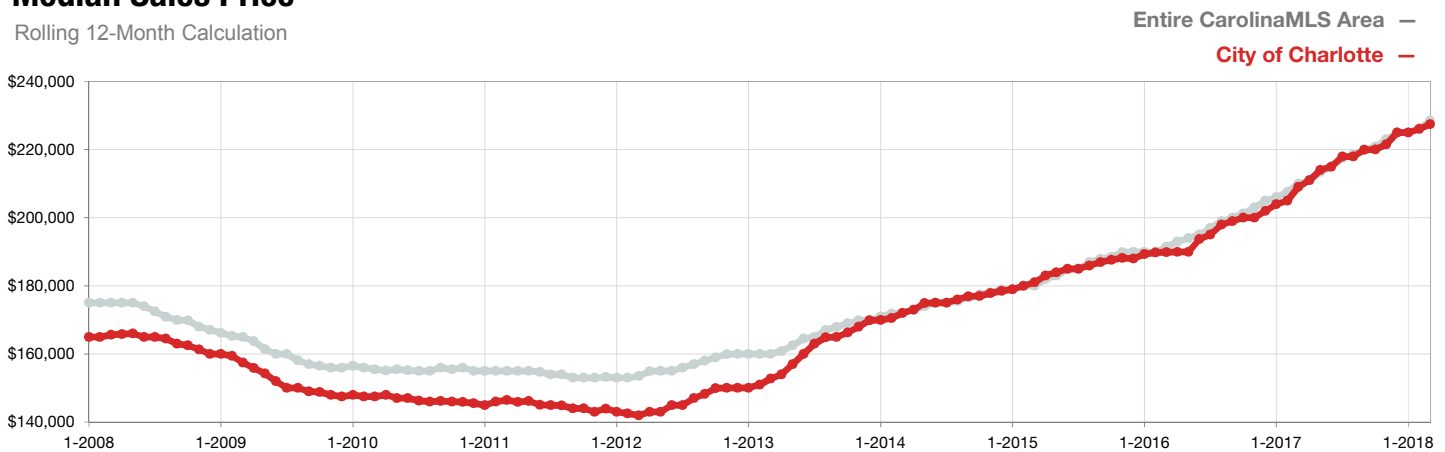
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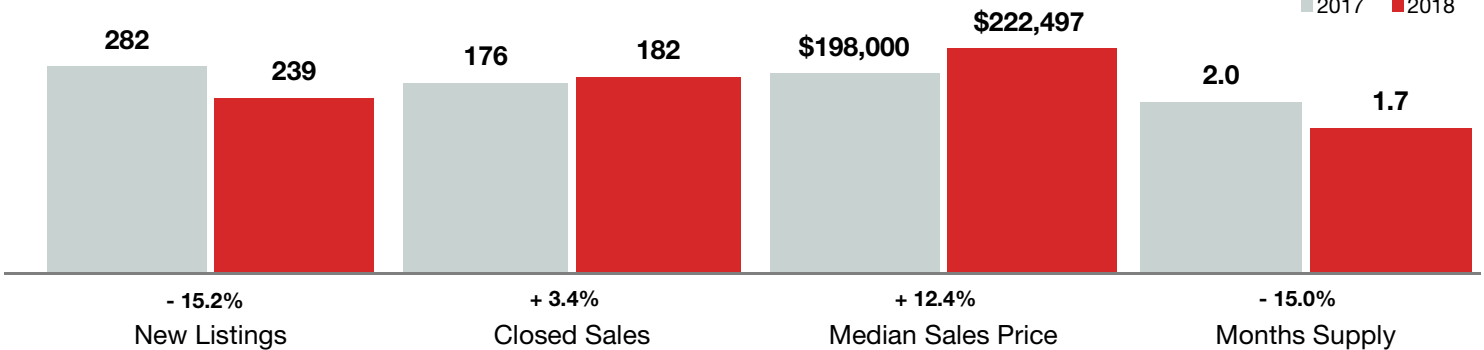
Concord

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	282	239	- 15.2%	669	639	- 4.5%
Pending Sales	244	217	- 11.1%	542	524	- 3.3%
Closed Sales	176	182	+ 3.4%	412	432	+ 4.9%
Median Sales Price*	\$198,000	\$222,497	+ 12.4%	\$191,500	\$213,000	+ 11.2%
Average Sales Price*	\$213,331	\$238,008	+ 11.6%	\$208,758	\$234,639	+ 12.4%
Percent of Original List Price Received*	96.7%	97.8%	+ 1.1%	96.4%	97.4%	+ 1.0%
List to Close	92	100	+ 8.7%	95	101	+ 6.3%
Days on Market Until Sale	43	33	- 23.3%	43	36	- 16.3%
Cumulative Days on Market Until Sale	48	44	- 8.3%	51	44	- 13.7%
Inventory of Homes for Sale	347	313	- 9.8%	--	--	--
Months Supply of Inventory	2.0	1.7	- 15.0%	--	--	--

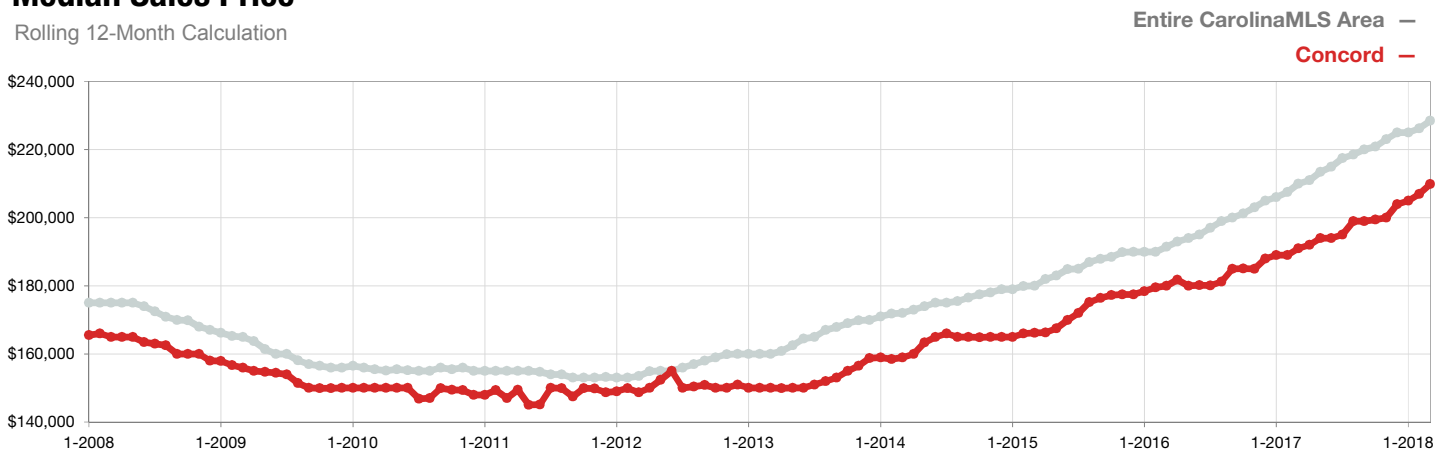
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2018

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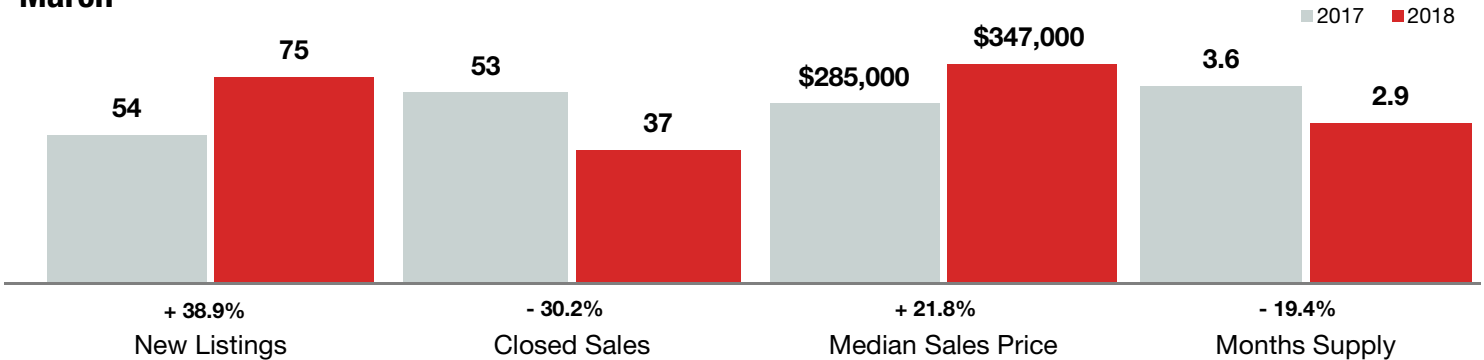
Davidson

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	54	75	+ 38.9%	150	150	0.0%
Pending Sales	44	57	+ 29.5%	127	116	- 8.7%
Closed Sales	53	37	- 30.2%	98	86	- 12.2%
Median Sales Price*	\$285,000	\$347,000	+ 21.8%	\$283,000	\$337,705	+ 19.3%
Average Sales Price*	\$348,479	\$381,469	+ 9.5%	\$366,340	\$403,182	+ 10.1%
Percent of Original List Price Received*	96.6%	94.7%	- 2.0%	96.6%	95.3%	- 1.3%
List to Close	139	122	- 12.2%	141	137	- 2.8%
Days on Market Until Sale	88	73	- 17.0%	83	80	- 3.6%
Cumulative Days on Market Until Sale	93	85	- 8.6%	100	87	- 13.0%
Inventory of Homes for Sale	139	113	- 18.7%	--	--	--
Months Supply of Inventory	3.6	2.9	- 19.4%	--	--	--

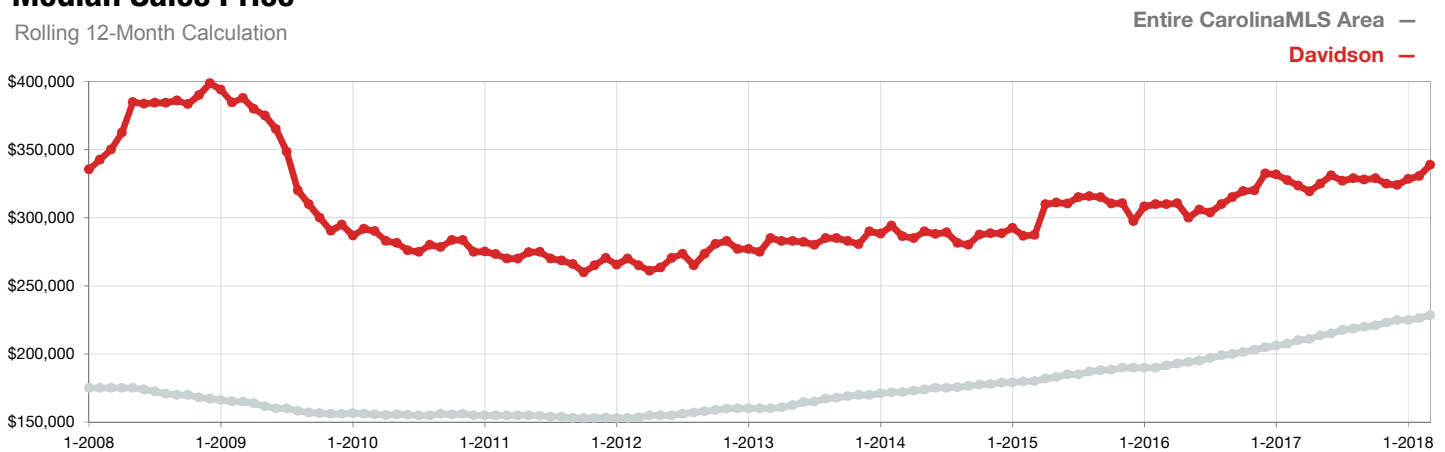
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March



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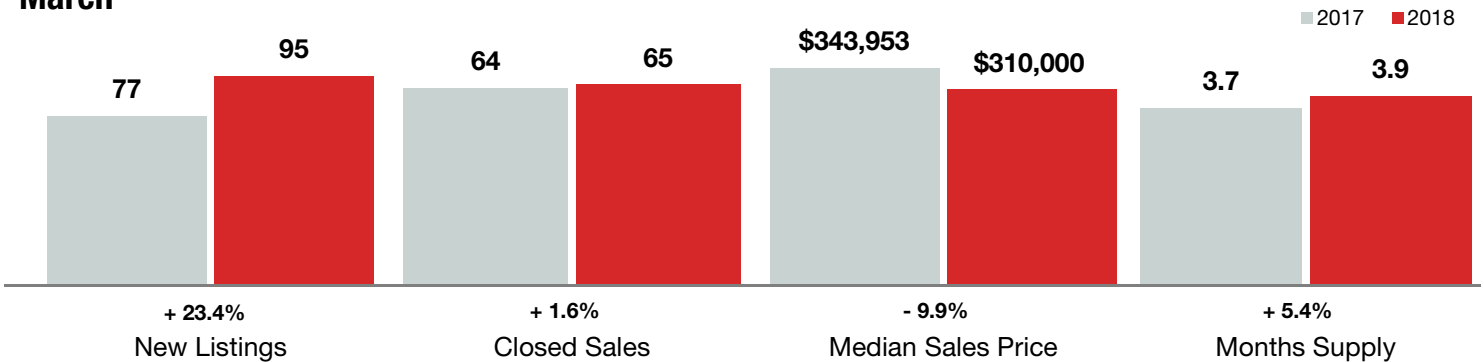
Denver

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	77	95	+ 23.4%	269	228	- 15.2%
Pending Sales	77	52	- 32.5%	223	161	- 27.8%
Closed Sales	64	65	+ 1.6%	164	139	- 15.2%
Median Sales Price*	\$343,953	\$310,000	- 9.9%	\$359,750	\$304,000	- 15.5%
Average Sales Price*	\$346,303	\$342,902	- 1.0%	\$365,921	\$341,357	- 6.7%
Percent of Original List Price Received*	96.0%	96.8%	+ 0.8%	96.7%	96.9%	+ 0.2%
List to Close	115	153	+ 33.0%	103	134	+ 30.1%
Days on Market Until Sale	65	90	+ 38.5%	57	74	+ 29.8%
Cumulative Days on Market Until Sale	89	116	+ 30.3%	69	91	+ 31.9%
Inventory of Homes for Sale	223	232	+ 4.0%	--	--	--
Months Supply of Inventory	3.7	3.9	+ 5.4%	--	--	--

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March



Median Sales Price

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Local Market Update for March 2018

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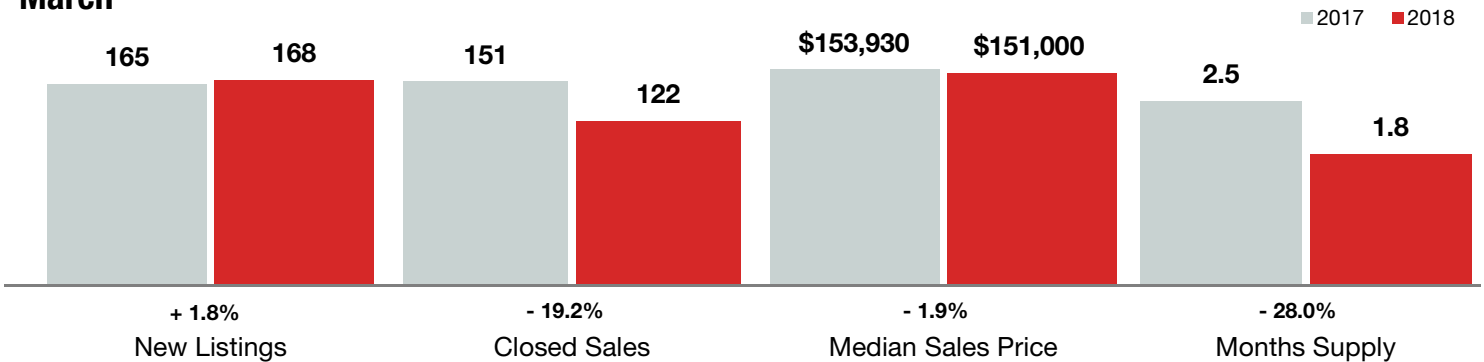
Gastonia

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	165	168	+ 1.8%	427	442	+ 3.5%
Pending Sales	158	152	- 3.8%	382	398	+ 4.2%
Closed Sales	151	122	- 19.2%	337	288	- 14.5%
Median Sales Price*	\$153,930	\$151,000	- 1.9%	\$151,000	\$150,000	- 0.7%
Average Sales Price*	\$162,522	\$163,465	+ 0.6%	\$161,962	\$156,898	- 3.1%
Percent of Original List Price Received*	97.4%	96.5%	- 0.9%	96.6%	95.0%	- 1.7%
List to Close	112	83	- 25.9%	119	88	- 26.1%
Days on Market Until Sale	56	42	- 25.0%	60	44	- 26.7%
Cumulative Days on Market Until Sale	63	53	- 15.9%	69	55	- 20.3%
Inventory of Homes for Sale	316	217	- 31.3%	--	--	--
Months Supply of Inventory	2.5	1.8	- 28.0%	--	--	--

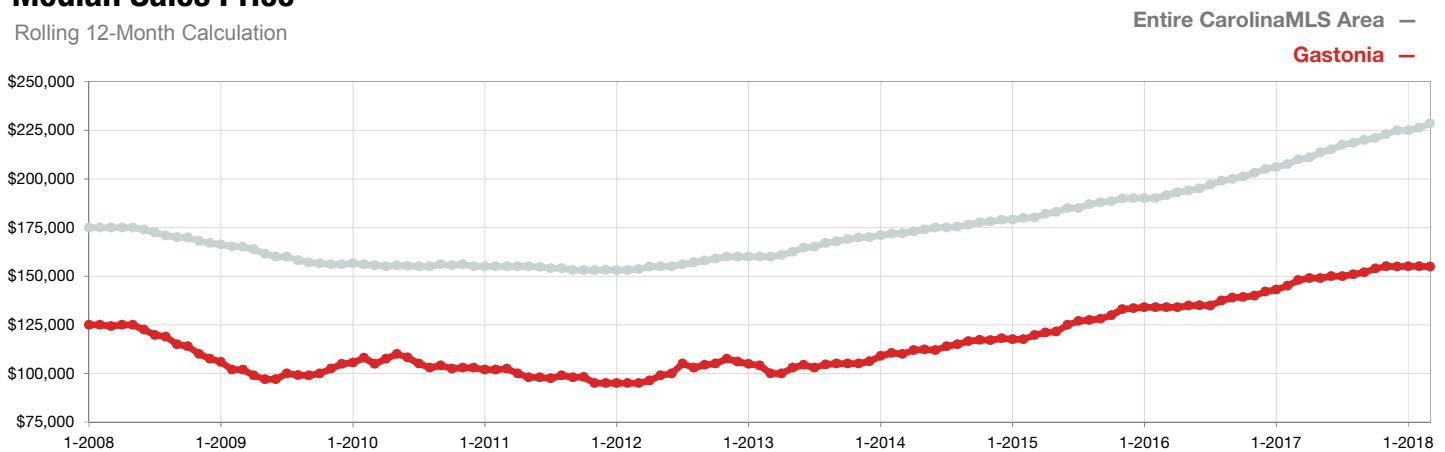
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March



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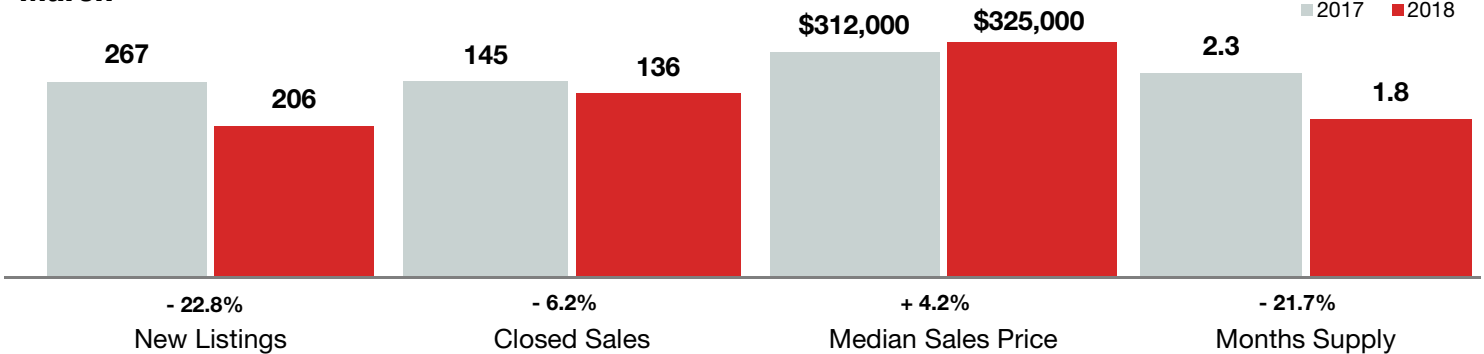
Huntersville

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	267	206	- 22.8%	562	494	- 12.1%
Pending Sales	182	187	+ 2.7%	433	434	+ 0.2%
Closed Sales	145	136	- 6.2%	334	306	- 8.4%
Median Sales Price*	\$312,000	\$325,000	+ 4.2%	\$284,992	\$315,000	+ 10.5%
Average Sales Price*	\$319,750	\$349,188	+ 9.2%	\$315,429	\$339,792	+ 7.7%
Percent of Original List Price Received*	98.0%	97.8%	- 0.2%	97.8%	97.0%	- 0.8%
List to Close	99	111	+ 12.1%	106	113	+ 6.6%
Days on Market Until Sale	50	55	+ 10.0%	48	55	+ 14.6%
Cumulative Days on Market Until Sale	55	60	+ 9.1%	55	62	+ 12.7%
Inventory of Homes for Sale	325	254	- 21.8%	--	--	--
Months Supply of Inventory	2.3	1.8	- 21.7%	--	--	--

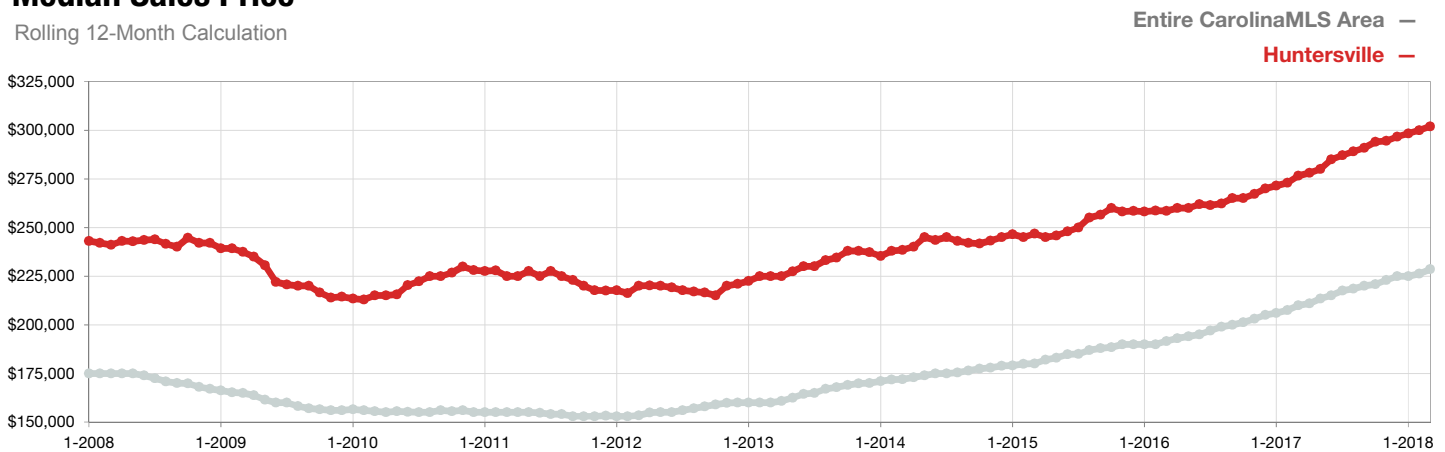
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March



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Local Market Update for March 2018

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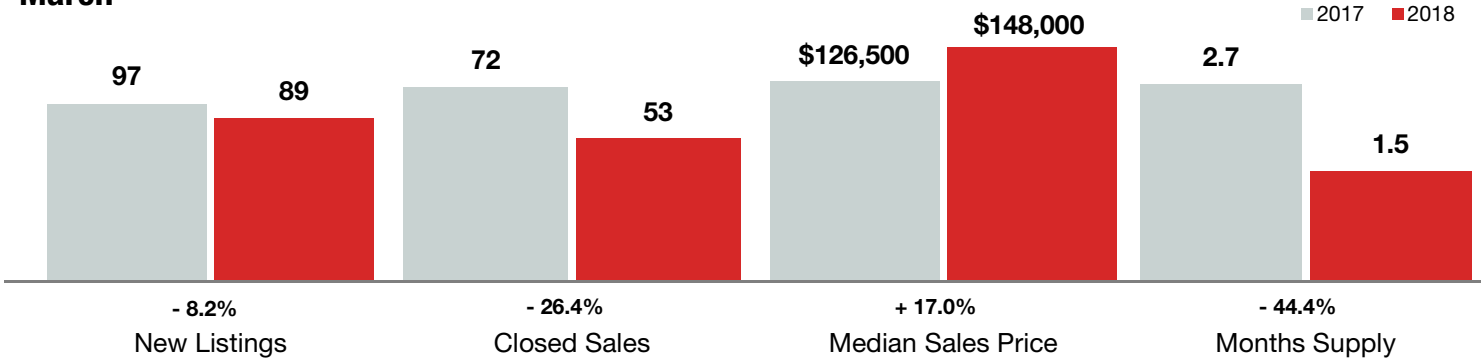
Kannapolis

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	97	89	- 8.2%	232	218	- 6.0%
Pending Sales	70	86	+ 22.9%	182	226	+ 24.2%
Closed Sales	72	53	- 26.4%	158	160	+ 1.3%
Median Sales Price*	\$126,500	\$148,000	+ 17.0%	\$127,500	\$138,975	+ 9.0%
Average Sales Price*	\$135,506	\$166,494	+ 22.9%	\$139,577	\$150,062	+ 7.5%
Percent of Original List Price Received*	95.9%	96.5%	+ 0.6%	95.2%	94.9%	- 0.3%
List to Close	105	74	- 29.5%	108	90	- 16.7%
Days on Market Until Sale	58	27	- 53.4%	61	46	- 24.6%
Cumulative Days on Market Until Sale	60	30	- 50.0%	65	56	- 13.8%
Inventory of Homes for Sale	159	101	- 36.5%	--	--	--
Months Supply of Inventory	2.7	1.5	- 44.4%	--	--	--

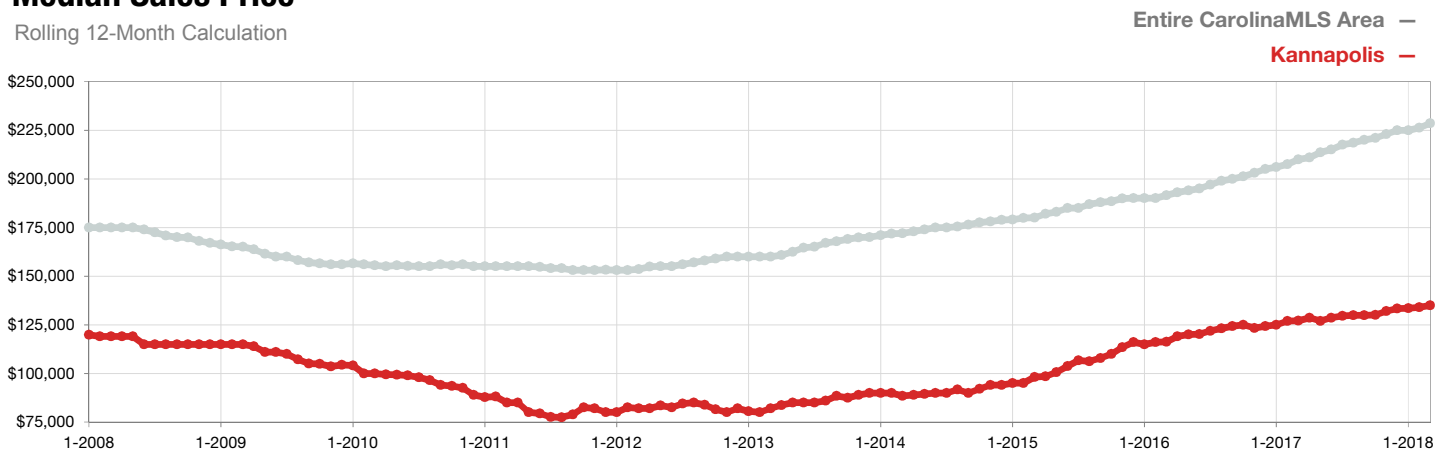
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March



Median Sales Price

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Local Market Update for March 2018

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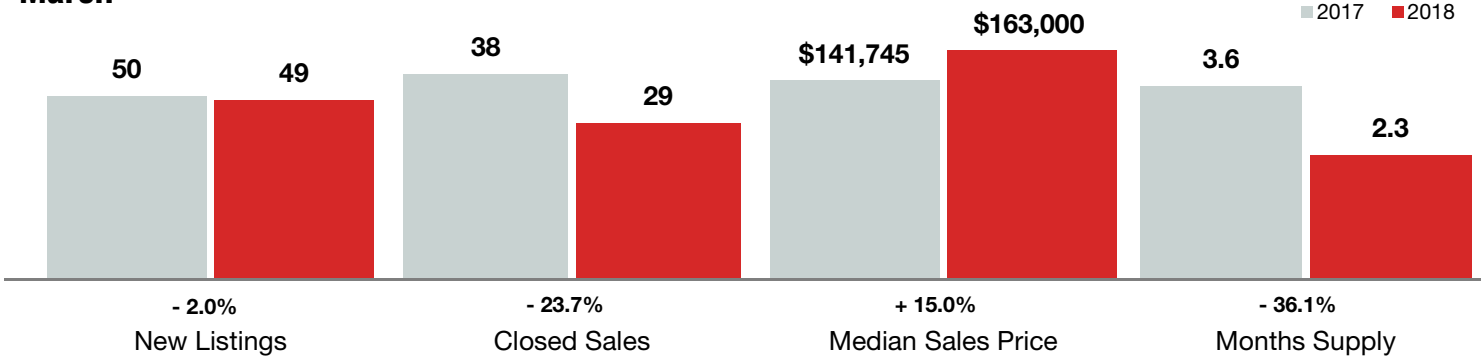
Lincolnton

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	50	49	- 2.0%	135	118	- 12.6%
Pending Sales	36	47	+ 30.6%	100	114	+ 14.0%
Closed Sales	38	29	- 23.7%	82	81	- 1.2%
Median Sales Price*	\$141,745	\$163,000	+ 15.0%	\$137,500	\$159,000	+ 15.6%
Average Sales Price*	\$158,322	\$174,884	+ 10.5%	\$152,055	\$167,688	+ 10.3%
Percent of Original List Price Received*	94.9%	95.3%	+ 0.4%	94.3%	94.0%	- 0.3%
List to Close	111	115	+ 3.6%	124	117	- 5.6%
Days on Market Until Sale	56	52	- 7.1%	69	58	- 15.9%
Cumulative Days on Market Until Sale	66	59	- 10.6%	87	63	- 27.6%
Inventory of Homes for Sale	121	85	- 29.8%	--	--	--
Months Supply of Inventory	3.6	2.3	- 36.1%	--	--	--

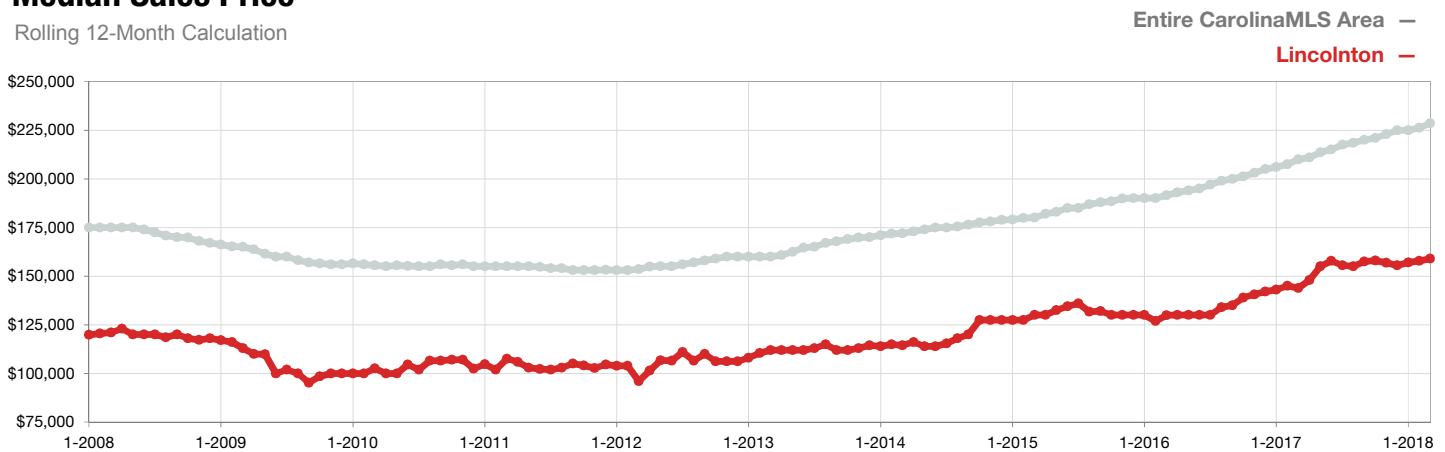
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March



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Local Market Update for March 2018

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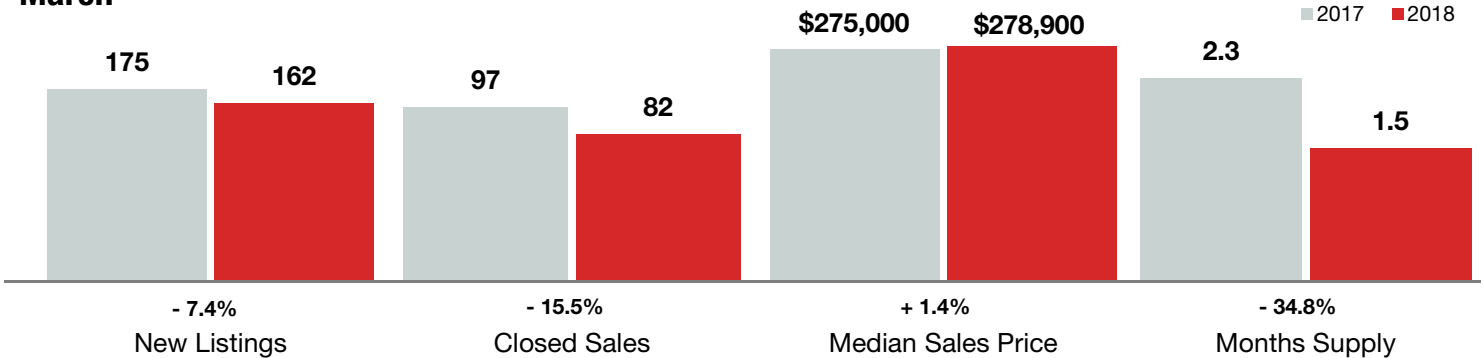
Matthews

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	175	162	- 7.4%	370	329	- 11.1%
Pending Sales	110	125	+ 13.6%	269	275	+ 2.2%
Closed Sales	97	82	- 15.5%	215	191	- 11.2%
Median Sales Price*	\$275,000	\$278,900	+ 1.4%	\$272,500	\$280,000	+ 2.8%
Average Sales Price*	\$298,866	\$315,848	+ 5.7%	\$305,676	\$325,078	+ 6.3%
Percent of Original List Price Received*	97.5%	97.6%	+ 0.1%	97.4%	97.4%	0.0%
List to Close	83	78	- 6.0%	95	85	- 10.5%
Days on Market Until Sale	44	36	- 18.2%	48	40	- 16.7%
Cumulative Days on Market Until Sale	57	58	+ 1.8%	63	60	- 4.8%
Inventory of Homes for Sale	228	159	- 30.3%	--	--	--
Months Supply of Inventory	2.3	1.5	- 34.8%	--	--	--

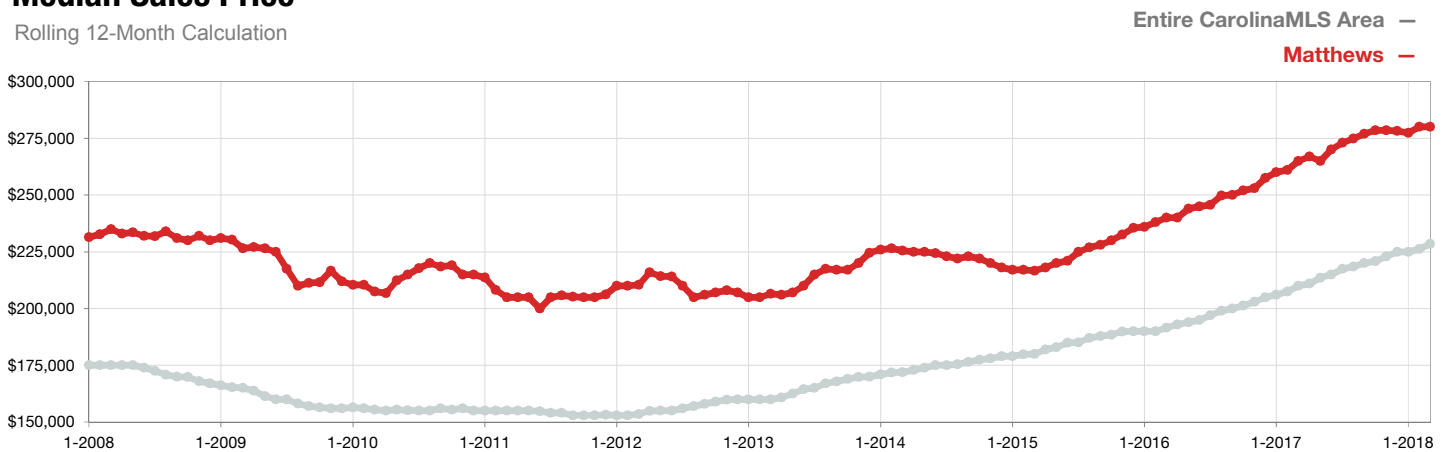
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March



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Local Market Update for March 2018

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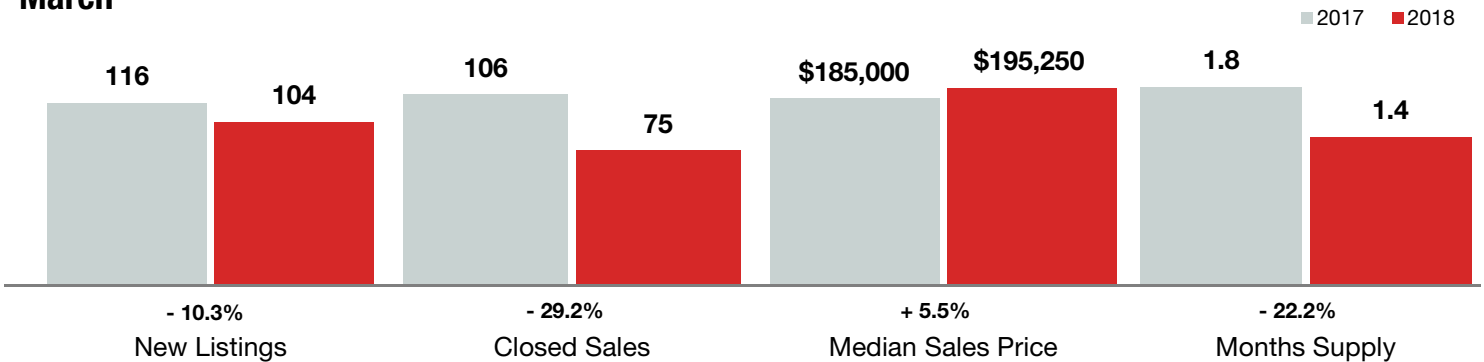
Monroe

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	116	104	- 10.3%	269	268	- 0.4%
Pending Sales	99	108	+ 9.1%	274	276	+ 0.7%
Closed Sales	106	75	- 29.2%	236	204	- 13.6%
Median Sales Price*	\$185,000	\$195,250	+ 5.5%	\$179,950	\$198,000	+ 10.0%
Average Sales Price*	\$200,810	\$212,532	+ 5.8%	\$192,739	\$210,070	+ 9.0%
Percent of Original List Price Received*	96.0%	96.8%	+ 0.8%	95.9%	96.5%	+ 0.6%
List to Close	105	92	- 12.4%	111	89	- 19.8%
Days on Market Until Sale	59	47	- 20.3%	58	44	- 24.1%
Cumulative Days on Market Until Sale	64	57	- 10.9%	69	55	- 20.3%
Inventory of Homes for Sale	172	115	- 33.1%	--	--	--
Months Supply of Inventory	1.8	1.4	- 22.2%	--	--	--

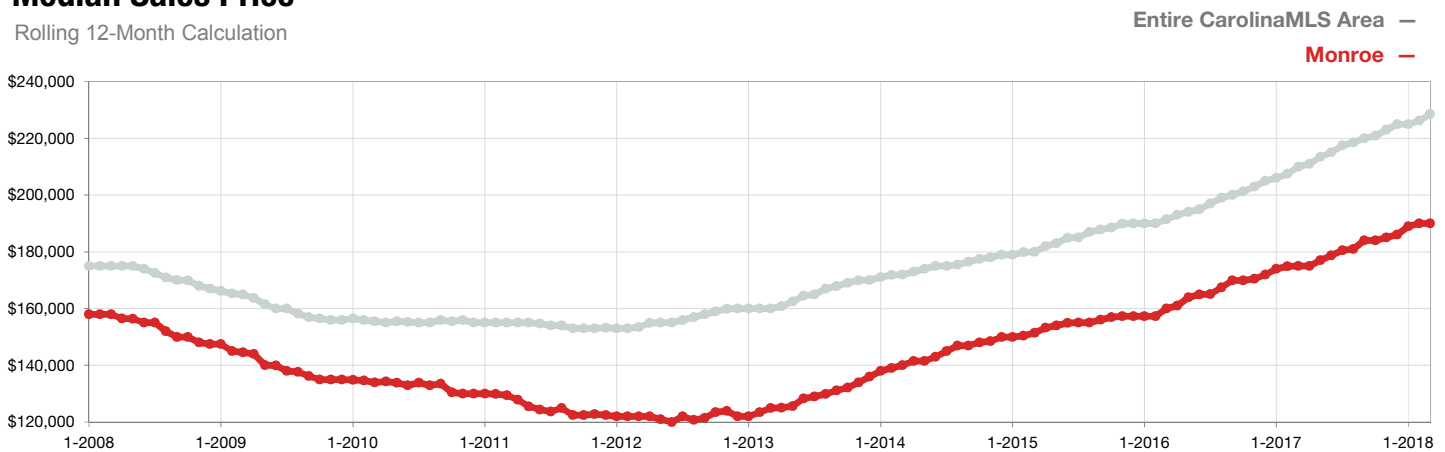
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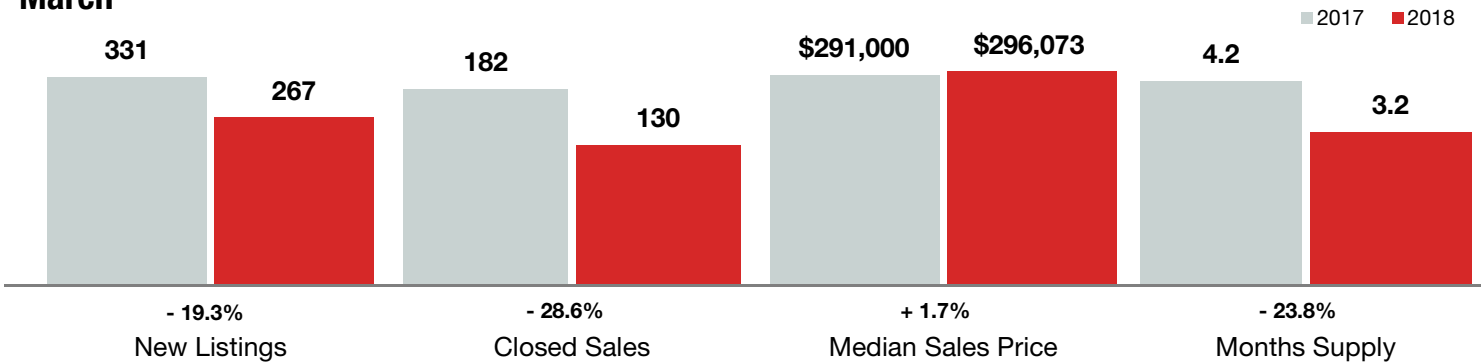
Mooresville

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	331	267	- 19.3%	698	614	- 12.0%
Pending Sales	195	209	+ 7.2%	465	475	+ 2.2%
Closed Sales	182	130	- 28.6%	377	357	- 5.3%
Median Sales Price*	\$291,000	\$296,073	+ 1.7%	\$286,768	\$292,840	+ 2.1%
Average Sales Price*	\$376,596	\$350,789	- 6.9%	\$367,577	\$370,908	+ 0.9%
Percent of Original List Price Received*	95.6%	96.5%	+ 0.9%	95.2%	95.8%	+ 0.6%
List to Close	121	122	+ 0.8%	130	135	+ 3.8%
Days on Market Until Sale	79	76	- 3.8%	77	83	+ 7.8%
Cumulative Days on Market Until Sale	105	98	- 6.7%	95	95	0.0%
Inventory of Homes for Sale	673	541	- 19.6%	--	--	--
Months Supply of Inventory	4.2	3.2	- 23.8%	--	--	--

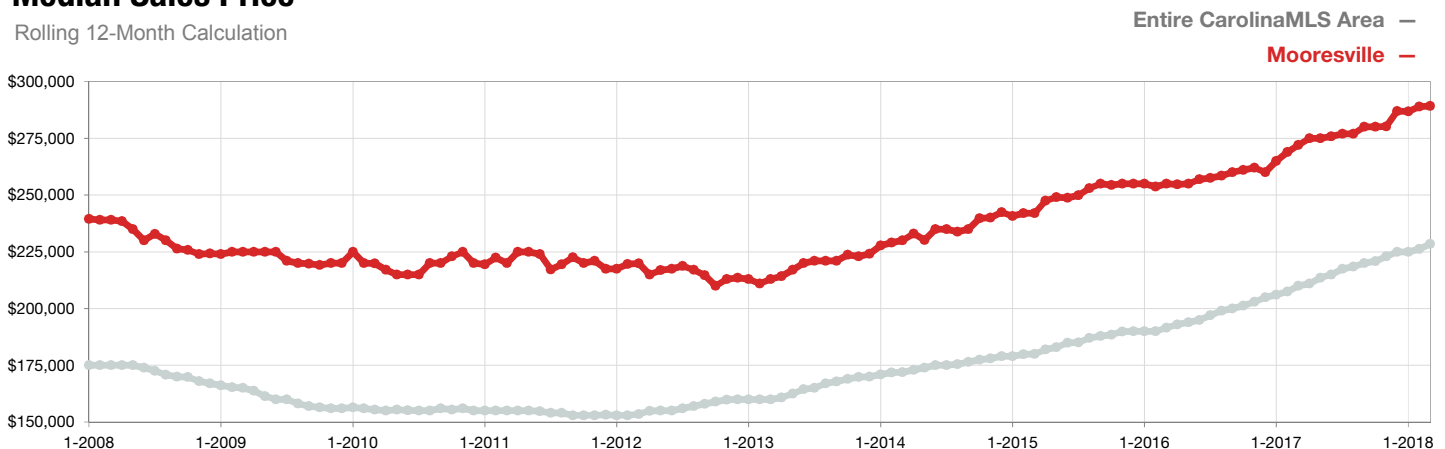
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March



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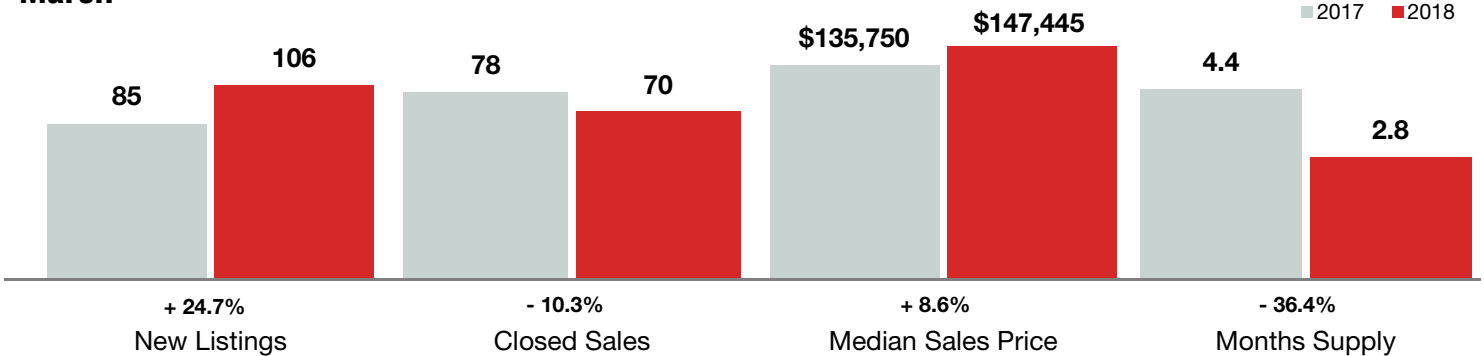
Salisbury

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	85	106	+ 24.7%	250	269	+ 7.6%
Pending Sales	72	107	+ 48.6%	193	272	+ 40.9%
Closed Sales	78	70	- 10.3%	177	189	+ 6.8%
Median Sales Price*	\$135,750	\$147,445	+ 8.6%	\$137,500	\$133,995	- 2.5%
Average Sales Price*	\$151,439	\$158,604	+ 4.7%	\$141,088	\$158,247	+ 12.2%
Percent of Original List Price Received*	91.9%	94.7%	+ 3.0%	91.8%	94.3%	+ 2.7%
List to Close	145	134	- 7.6%	143	123	- 14.0%
Days on Market Until Sale	101	92	- 8.9%	96	78	- 18.8%
Cumulative Days on Market Until Sale	118	119	+ 0.8%	110	89	- 19.1%
Inventory of Homes for Sale	288	205	- 28.8%	--	--	--
Months Supply of Inventory	4.4	2.8	- 36.4%	--	--	--

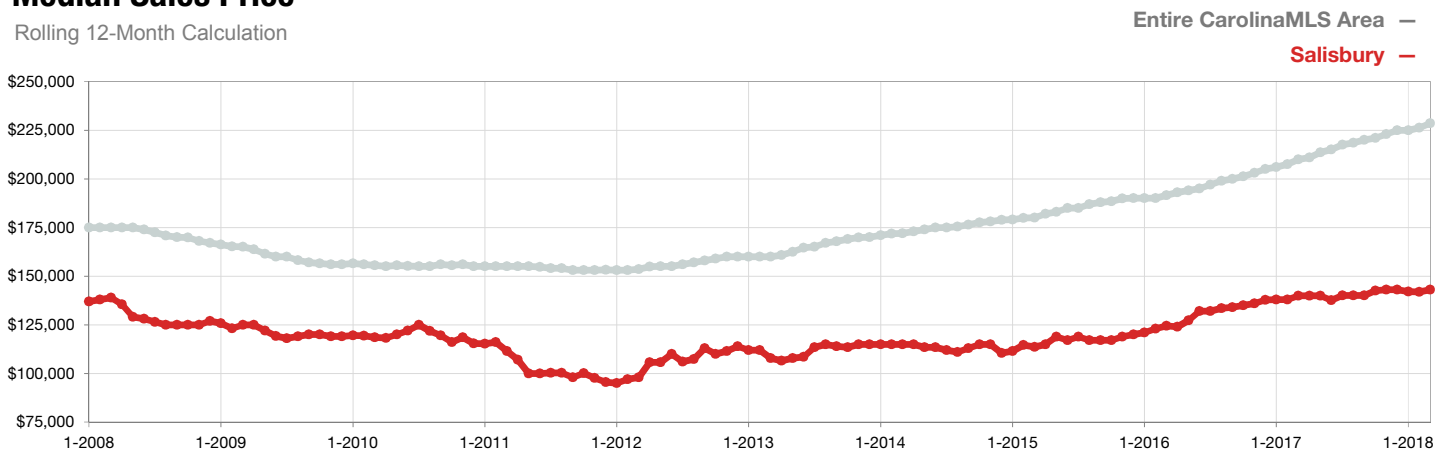
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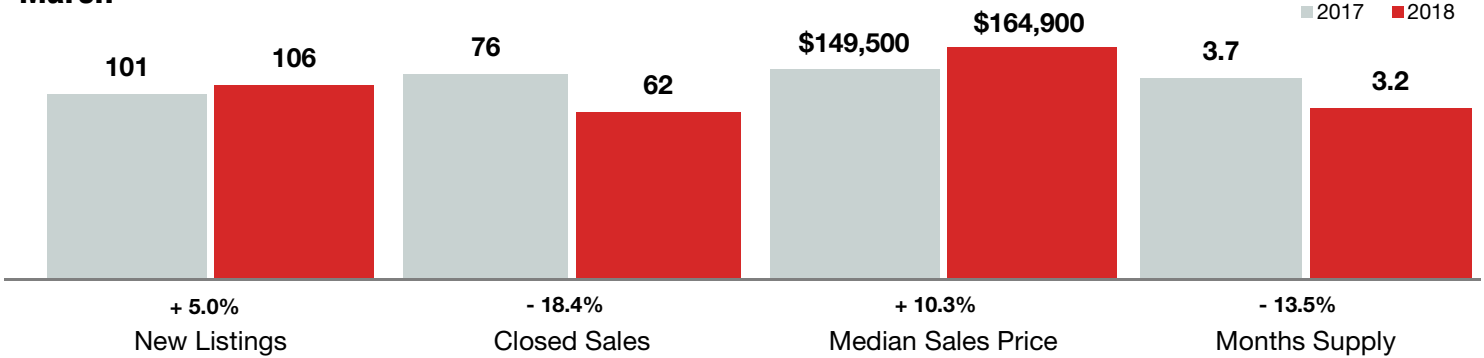
Statesville

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	101	106	+ 5.0%	278	289	+ 4.0%
Pending Sales	77	109	+ 41.6%	204	248	+ 21.6%
Closed Sales	76	62	- 18.4%	186	179	- 3.8%
Median Sales Price*	\$149,500	\$164,900	+ 10.3%	\$149,000	\$157,000	+ 5.4%
Average Sales Price*	\$172,307	\$181,526	+ 5.4%	\$168,206	\$174,011	+ 3.5%
Percent of Original List Price Received*	92.7%	94.4%	+ 1.8%	93.4%	94.7%	+ 1.4%
List to Close	125	129	+ 3.2%	127	119	- 6.3%
Days on Market Until Sale	91	84	- 7.7%	84	70	- 16.7%
Cumulative Days on Market Until Sale	117	109	- 6.8%	98	89	- 9.2%
Inventory of Homes for Sale	272	236	- 13.2%	--	--	--
Months Supply of Inventory	3.7	3.2	- 13.5%	--	--	--

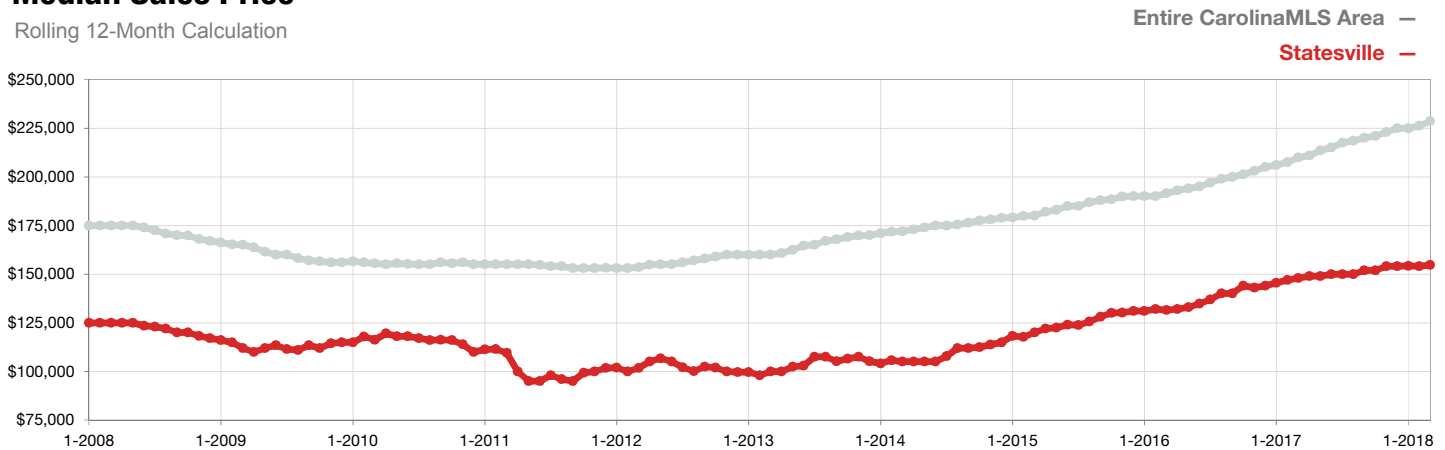
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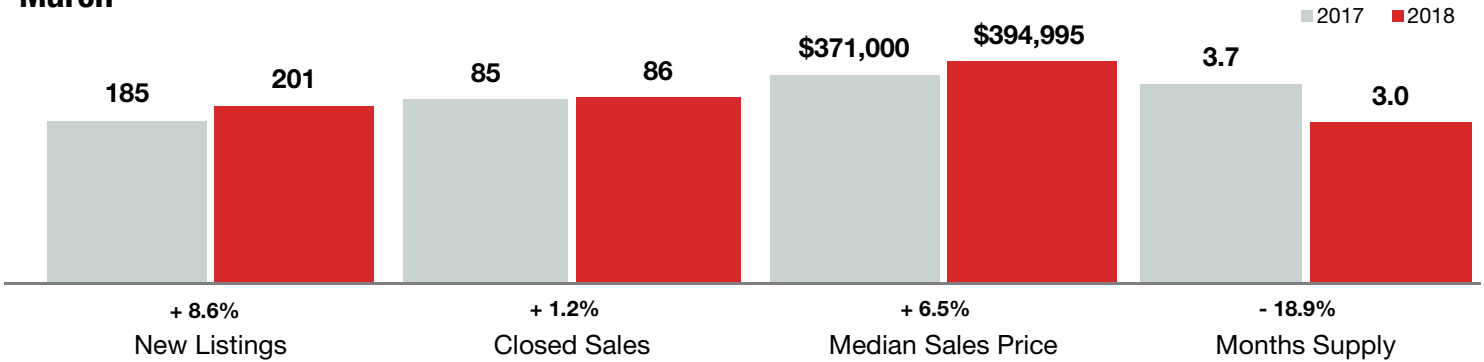
Waxhaw

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	185	201	+ 8.6%	424	440	+ 3.8%
Pending Sales	130	148	+ 13.8%	283	345	+ 21.9%
Closed Sales	85	86	+ 1.2%	212	218	+ 2.8%
Median Sales Price*	\$371,000	\$394,995	+ 6.5%	\$382,038	\$401,950	+ 5.2%
Average Sales Price*	\$427,868	\$461,570	+ 7.9%	\$435,129	\$459,613	+ 5.6%
Percent of Original List Price Received*	97.0%	97.0%	0.0%	96.4%	96.5%	+ 0.1%
List to Close	128	132	+ 3.1%	136	126	- 7.4%
Days on Market Until Sale	75	78	+ 4.0%	74	65	- 12.2%
Cumulative Days on Market Until Sale	98	100	+ 2.0%	96	88	- 8.3%
Inventory of Homes for Sale	361	328	- 9.1%	--	--	--
Months Supply of Inventory	3.7	3.0	- 18.9%	--	--	--

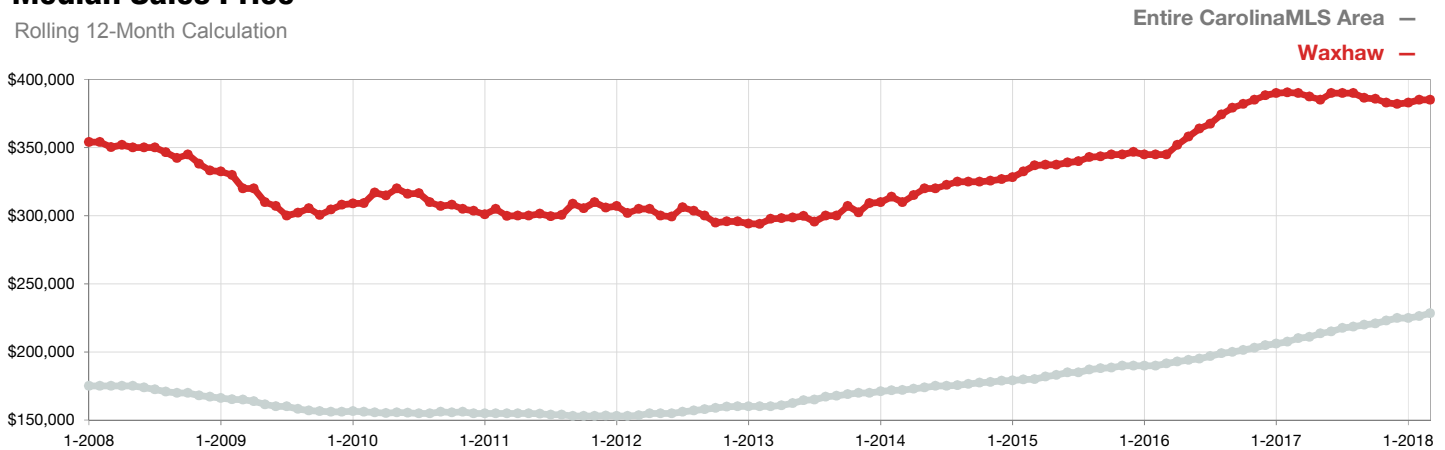
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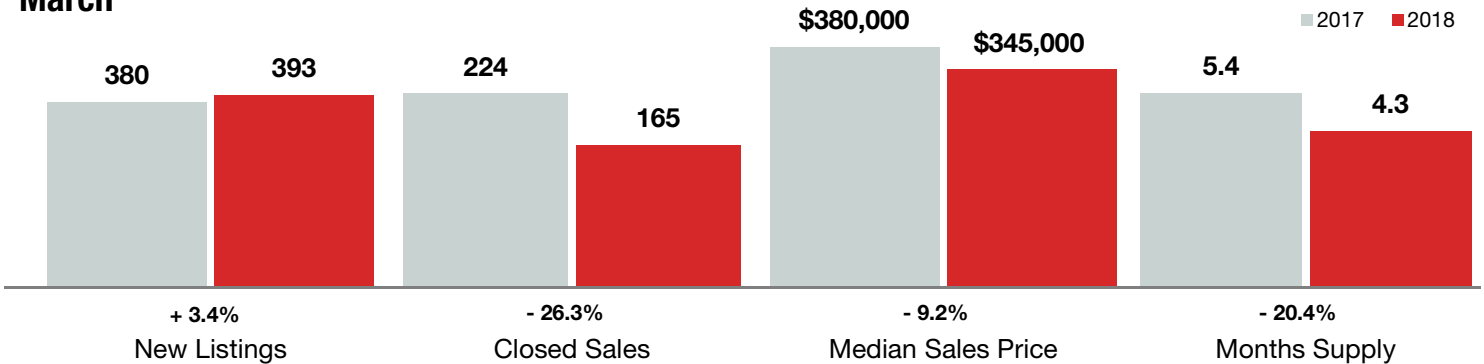
Lake Norman

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	380	393	+ 3.4%	924	838	- 9.3%
Pending Sales	251	269	+ 7.2%	580	565	- 2.6%
Closed Sales	224	165	- 26.3%	433	413	- 4.6%
Median Sales Price*	\$380,000	\$345,000	- 9.2%	\$375,000	\$358,519	- 4.4%
Average Sales Price*	\$463,853	\$436,244	- 6.0%	\$471,147	\$466,226	- 1.0%
Percent of Original List Price Received*	95.7%	96.4%	+ 0.7%	95.2%	95.6%	+ 0.4%
List to Close	136	136	0.0%	139	143	+ 2.9%
Days on Market Until Sale	91	81	- 11.0%	84	85	+ 1.2%
Cumulative Days on Market Until Sale	117	108	- 7.7%	104	103	- 1.0%
Inventory of Homes for Sale	985	849	- 13.8%	--	--	--
Months Supply of Inventory	5.4	4.3	- 20.4%	--	--	--

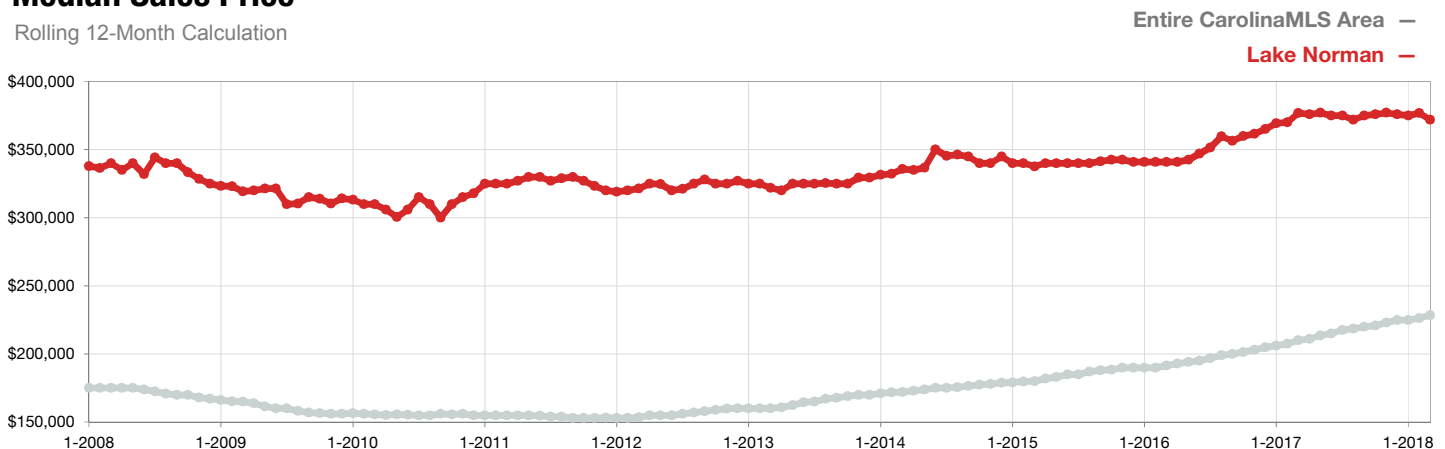
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2018

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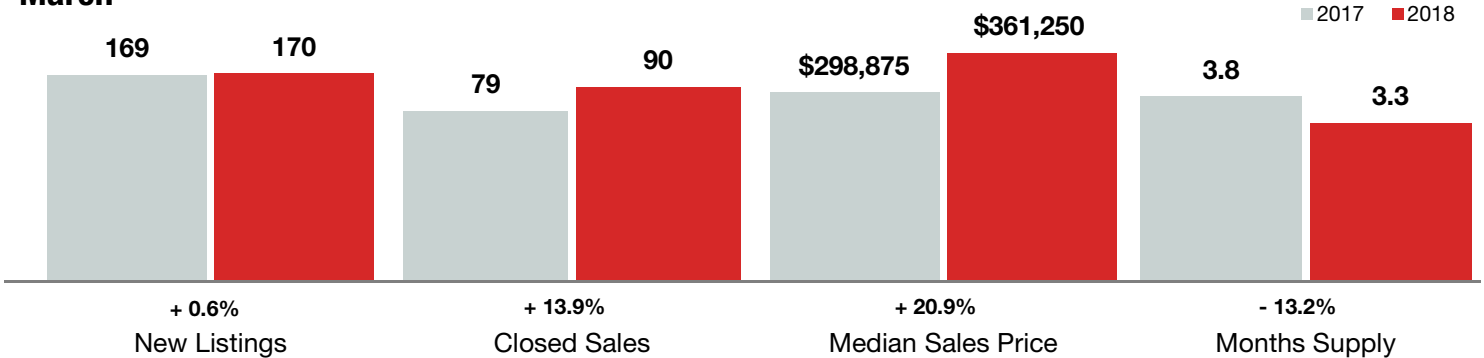
Lake Wylie

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	169	170	+ 0.6%	410	415	+ 1.2%
Pending Sales	135	144	+ 6.7%	284	315	+ 10.9%
Closed Sales	79	90	+ 13.9%	187	234	+ 25.1%
Median Sales Price*	\$298,875	\$361,250	+ 20.9%	\$290,000	\$345,000	+ 19.0%
Average Sales Price*	\$322,393	\$414,976	+ 28.7%	\$330,784	\$401,069	+ 21.2%
Percent of Original List Price Received*	96.0%	96.3%	+ 0.3%	97.0%	96.7%	- 0.3%
List to Close	124	141	+ 13.7%	124	141	+ 13.7%
Days on Market Until Sale	74	84	+ 13.5%	66	84	+ 27.3%
Cumulative Days on Market Until Sale	82	88	+ 7.3%	76	90	+ 18.4%
Inventory of Homes for Sale	355	322	- 9.3%	--	--	--
Months Supply of Inventory	3.8	3.3	- 13.2%	--	--	--

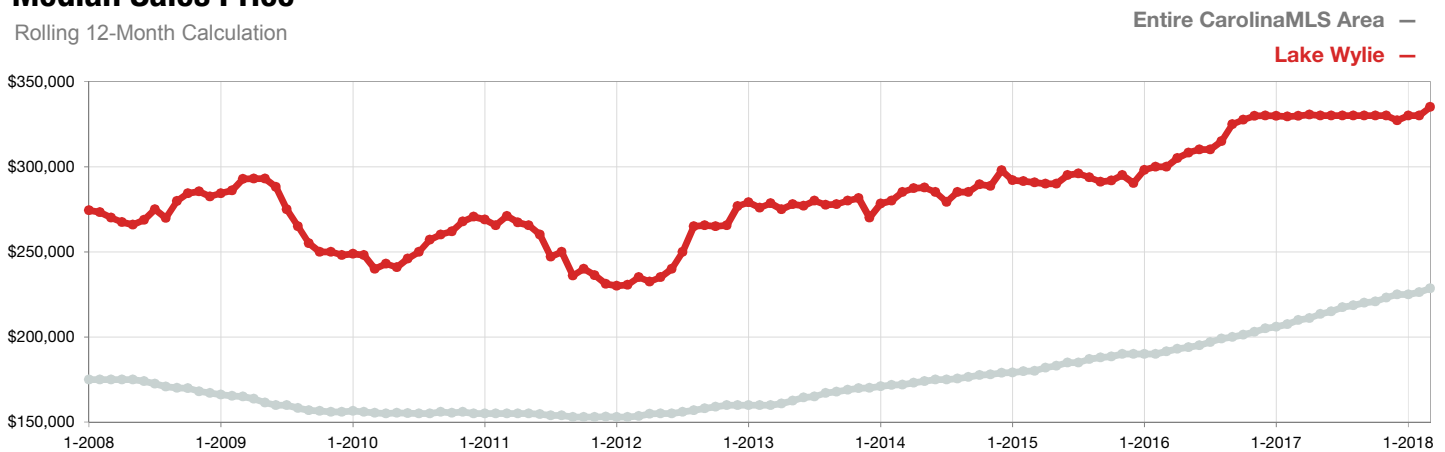
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2018

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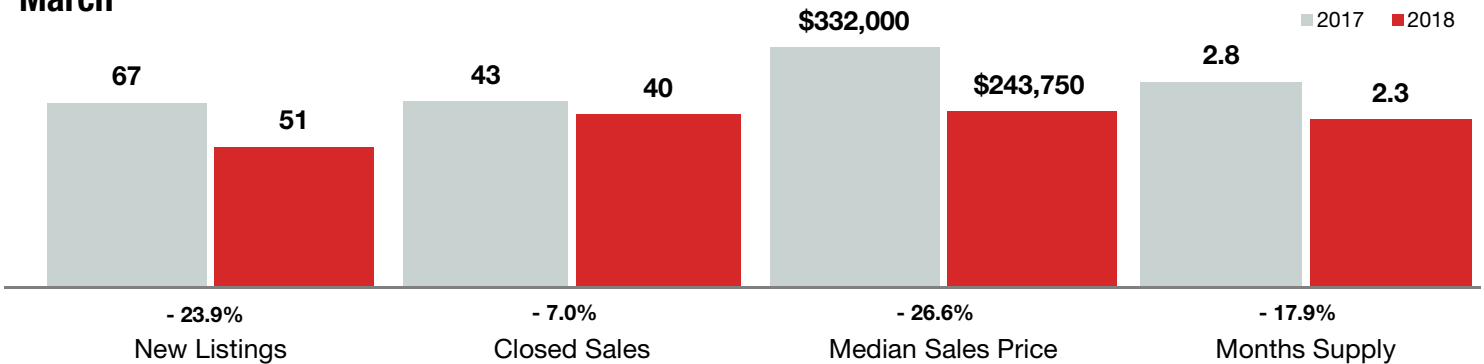
Uptown Charlotte

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	67	51	- 23.9%	157	133	- 15.3%
Pending Sales	53	40	- 24.5%	125	107	- 14.4%
Closed Sales	43	40	- 7.0%	101	74	- 26.7%
Median Sales Price*	\$332,000	\$243,750	- 26.6%	\$325,000	\$261,000	- 19.7%
Average Sales Price*	\$337,774	\$305,163	- 9.7%	\$352,910	\$325,055	- 7.9%
Percent of Original List Price Received*	96.7%	96.5%	- 0.2%	96.6%	96.2%	- 0.4%
List to Close	101	95	- 5.9%	119	114	- 4.2%
Days on Market Until Sale	54	56	+ 3.7%	62	64	+ 3.2%
Cumulative Days on Market Until Sale	58	88	+ 51.7%	74	86	+ 16.2%
Inventory of Homes for Sale	90	77	- 14.4%	--	--	--
Months Supply of Inventory	2.8	2.3	- 17.9%	--	--	--

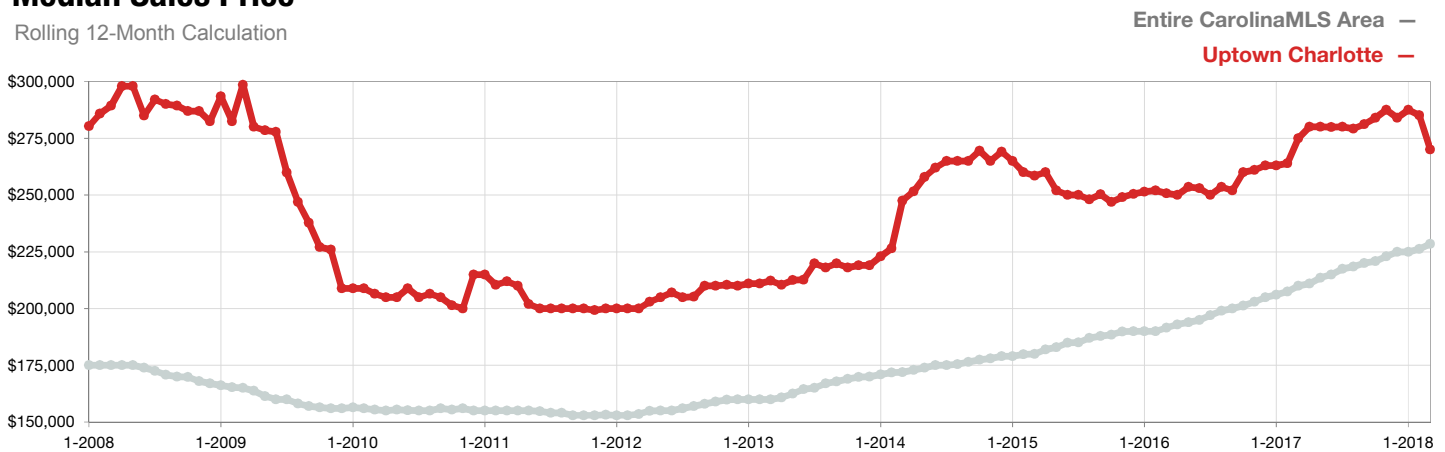
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March



Median Sales Price

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Local Market Update for March 2018

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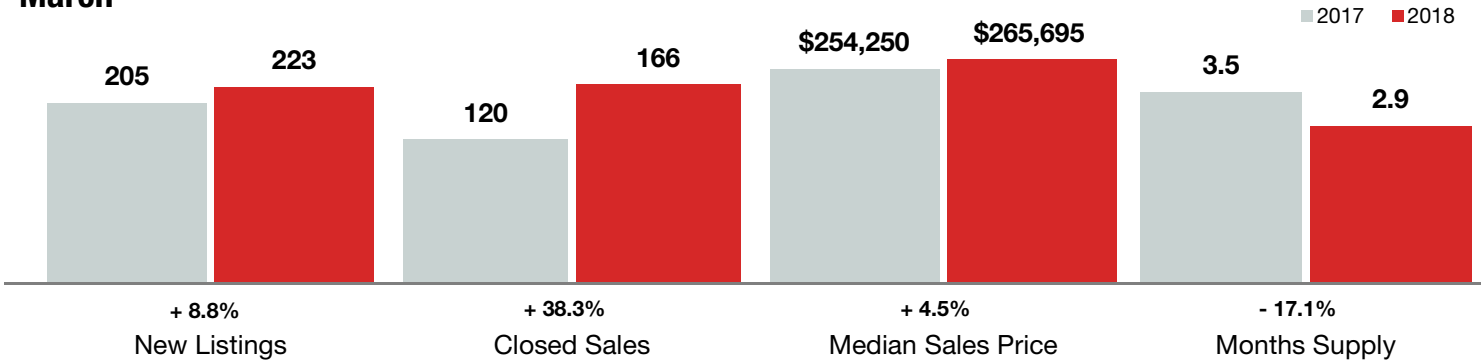
Lancaster County

South Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	205	223	+ 8.8%	520	578	+ 11.2%
Pending Sales	154	189	+ 22.7%	365	505	+ 38.4%
Closed Sales	120	166	+ 38.3%	292	376	+ 28.8%
Median Sales Price*	\$254,250	\$265,695	+ 4.5%	\$249,763	\$268,500	+ 7.5%
Average Sales Price*	\$284,872	\$287,636	+ 1.0%	\$262,675	\$281,123	+ 7.0%
Percent of Original List Price Received*	95.9%	97.8%	+ 2.0%	96.4%	96.9%	+ 0.5%
List to Close	129	122	- 5.4%	125	123	- 1.6%
Days on Market Until Sale	81	67	- 17.3%	71	68	- 4.2%
Cumulative Days on Market Until Sale	88	88	0.0%	80	86	+ 7.5%
Inventory of Homes for Sale	404	422	+ 4.5%	--	--	--
Months Supply of Inventory	3.5	2.9	- 17.1%	--	--	--

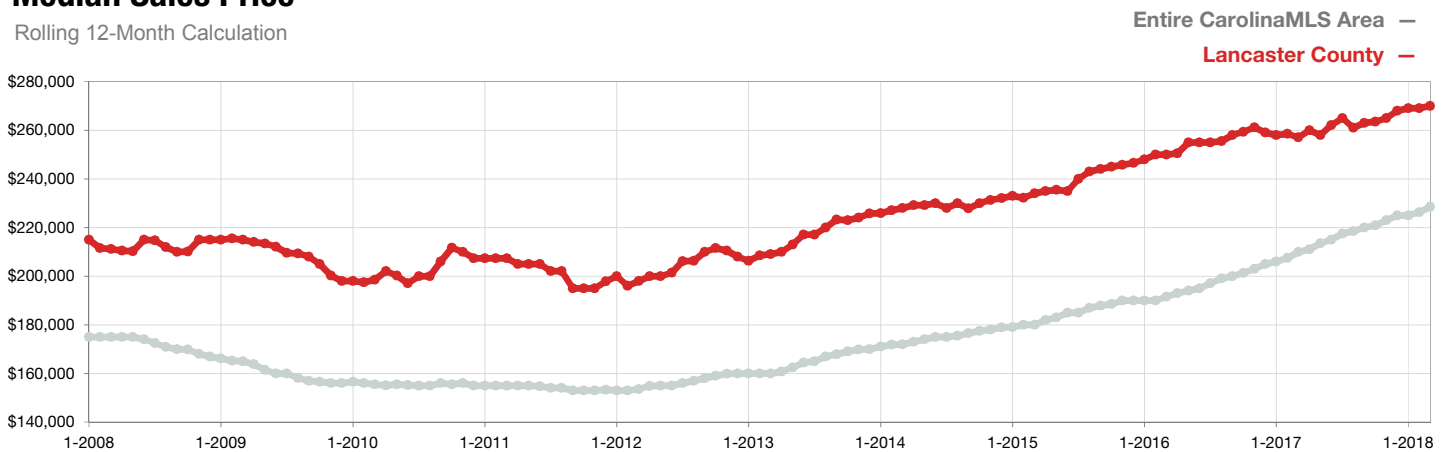
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March



Median Sales Price

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Local Market Update for March 2018

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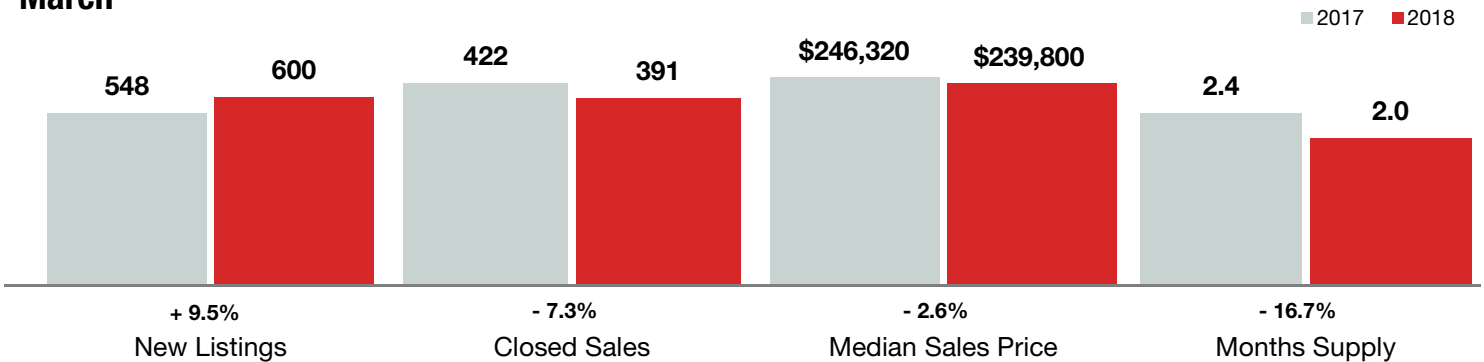
York County

South Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	548	600	+ 9.5%	1,437	1,534	+ 6.8%
Pending Sales	466	513	+ 10.1%	1,226	1,284	+ 4.7%
Closed Sales	422	391	- 7.3%	950	995	+ 4.7%
Median Sales Price*	\$246,320	\$239,800	- 2.6%	\$230,000	\$239,990	+ 4.3%
Average Sales Price*	\$273,359	\$268,116	- 1.9%	\$258,832	\$264,377	+ 2.1%
Percent of Original List Price Received*	97.2%	97.2%	0.0%	96.8%	96.9%	+ 0.1%
List to Close	105	89	- 15.2%	110	99	- 10.0%
Days on Market Until Sale	55	44	- 20.0%	55	49	- 10.9%
Cumulative Days on Market Until Sale	67	51	- 23.9%	65	59	- 9.2%
Inventory of Homes for Sale	945	811	- 14.2%	--	--	--
Months Supply of Inventory	2.4	2.0	- 16.7%	--	--	--

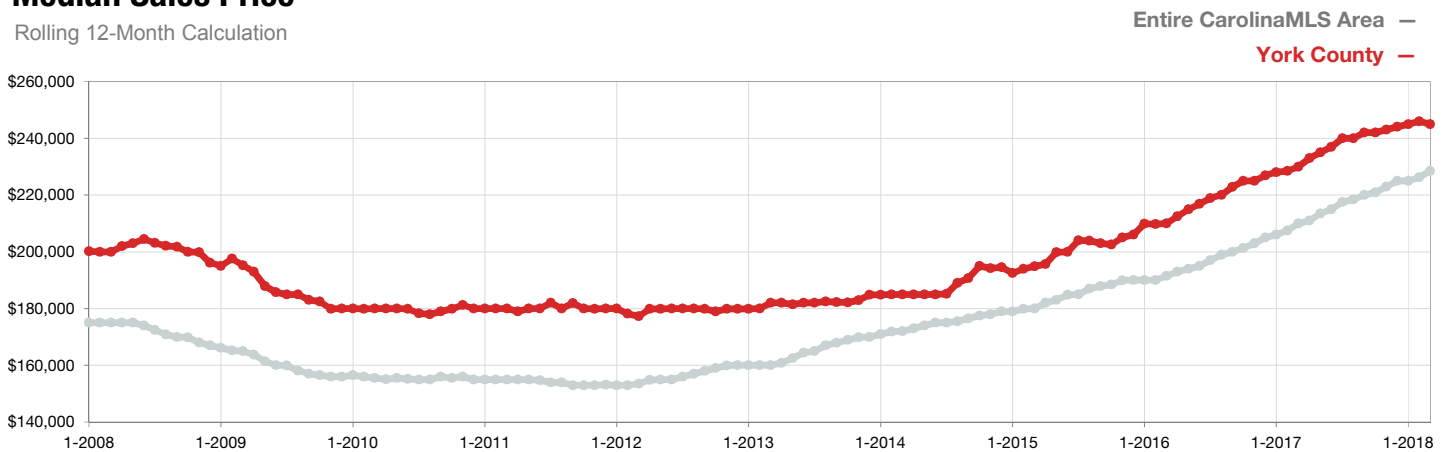
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March



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Local Market Update for March 2018

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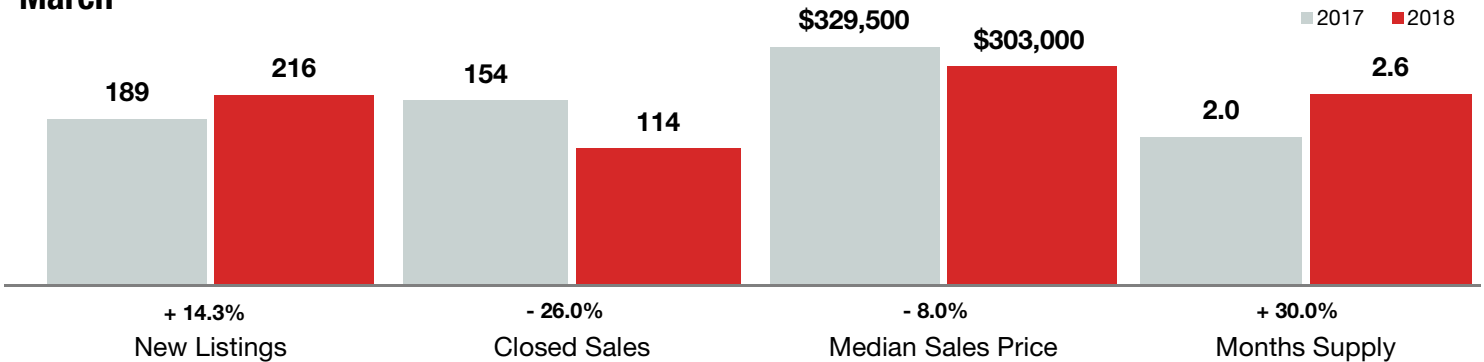
Fort Mill

South Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	189	216	+ 14.3%	507	525	+ 3.6%
Pending Sales	162	166	+ 2.5%	431	396	- 8.1%
Closed Sales	154	114	- 26.0%	320	281	- 12.2%
Median Sales Price*	\$329,500	\$303,000	- 8.0%	\$297,000	\$301,000	+ 1.3%
Average Sales Price*	\$346,609	\$321,676	- 7.2%	\$333,776	\$322,465	- 3.4%
Percent of Original List Price Received*	97.2%	97.2%	0.0%	97.2%	97.0%	- 0.2%
List to Close	109	94	- 13.8%	110	109	- 0.9%
Days on Market Until Sale	61	52	- 14.8%	60	59	- 1.7%
Cumulative Days on Market Until Sale	73	70	- 4.1%	68	75	+ 10.3%
Inventory of Homes for Sale	284	334	+ 17.6%	--	--	--
Months Supply of Inventory	2.0	2.6	+ 30.0%	--	--	--

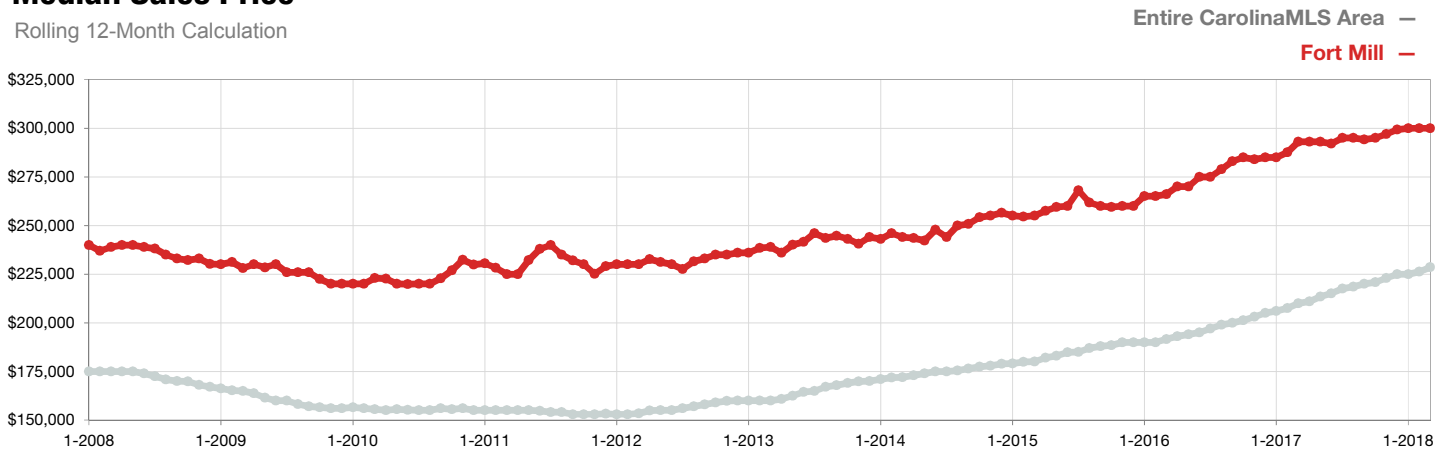
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March



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Local Market Update for March 2018

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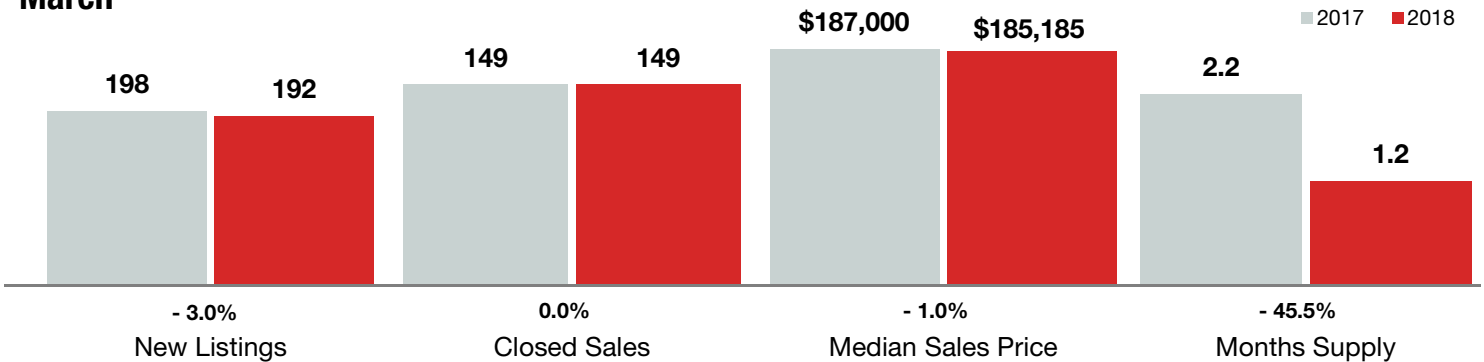
Rock Hill

South Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	198	192	- 3.0%	495	513	+ 3.6%
Pending Sales	150	188	+ 25.3%	417	485	+ 16.3%
Closed Sales	149	149	0.0%	347	404	+ 16.4%
Median Sales Price*	\$187,000	\$185,185	- 1.0%	\$172,900	\$185,000	+ 7.0%
Average Sales Price*	\$205,012	\$202,522	- 1.2%	\$189,049	\$202,518	+ 7.1%
Percent of Original List Price Received*	97.5%	98.0%	+ 0.5%	96.7%	97.1%	+ 0.4%
List to Close	86	72	- 16.3%	102	83	- 18.6%
Days on Market Until Sale	37	27	- 27.0%	44	34	- 22.7%
Cumulative Days on Market Until Sale	47	31	- 34.0%	53	41	- 22.6%
Inventory of Homes for Sale	296	181	- 38.9%	--	--	--
Months Supply of Inventory	2.2	1.2	- 45.5%	--	--	--

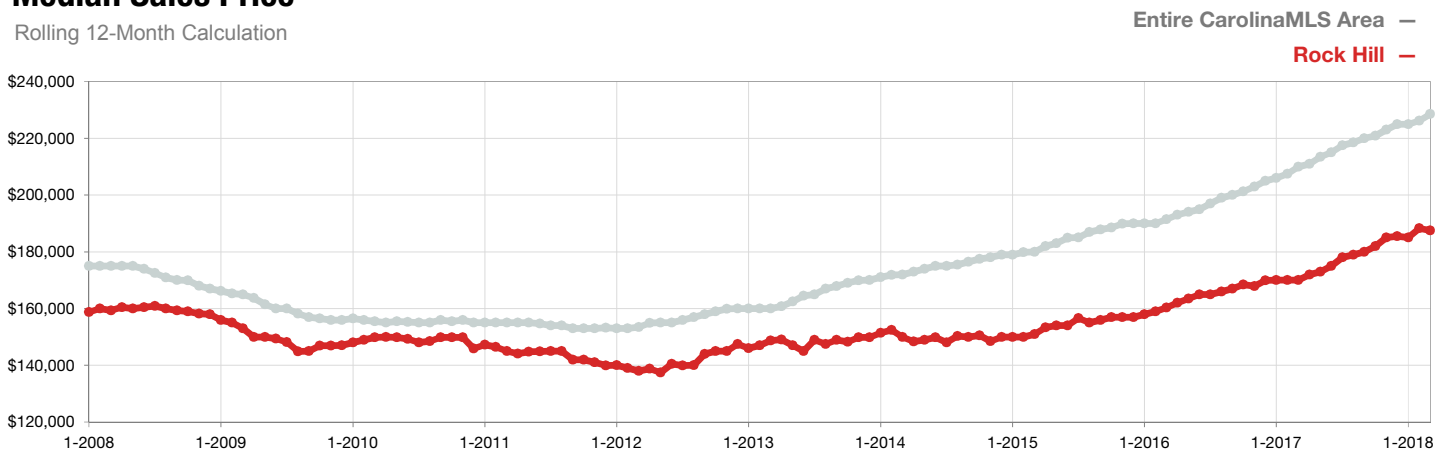
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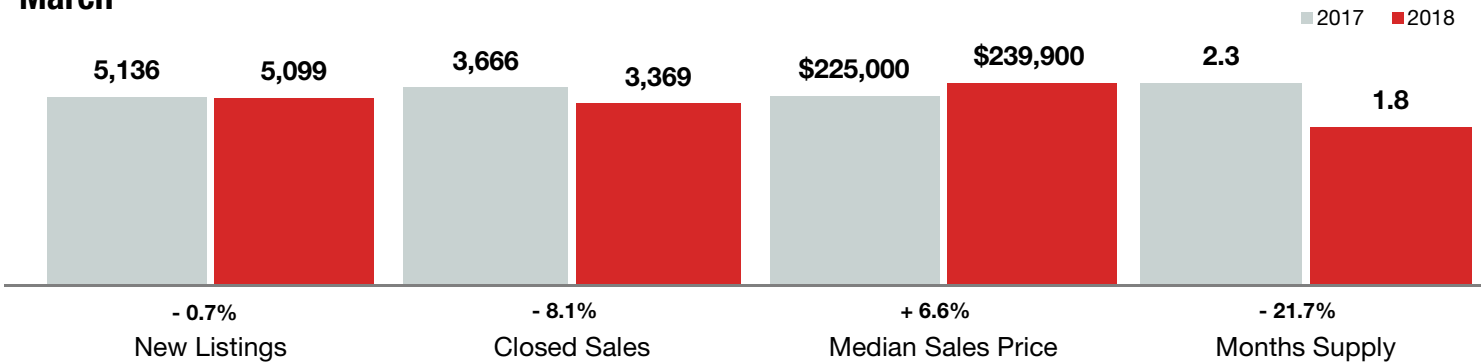
Charlotte MSA

North Carolina

Key Metrics	March			Year to Date		
	2017	2018	Percent Change	Thru 3-2017	Thru 3-2018	Percent Change
New Listings	5,136	5,099	- 0.7%	12,616	12,450	- 1.3%
Pending Sales	4,094	4,428	+ 8.2%	10,304	10,849	+ 5.3%
Closed Sales	3,666	3,369	- 8.1%	8,346	8,091	- 3.1%
Median Sales Price*	\$225,000	\$239,900	+ 6.6%	\$215,000	\$232,000	+ 7.9%
Average Sales Price*	\$274,456	\$287,934	+ 4.9%	\$264,078	\$277,303	+ 5.0%
Percent of Original List Price Received*	97.4%	97.5%	+ 0.1%	96.9%	97.1%	+ 0.2%
List to Close	100	96	- 4.0%	105	99	- 5.7%
Days on Market Until Sale	49	46	- 6.1%	50	46	- 8.0%
Cumulative Days on Market Until Sale	59	56	- 5.1%	60	56	- 6.7%
Inventory of Homes for Sale	7,783	6,382	- 18.0%	--	--	--
Months Supply of Inventory	2.3	1.8	- 21.7%	--	--	--

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