

# Local Market Update for November 2019

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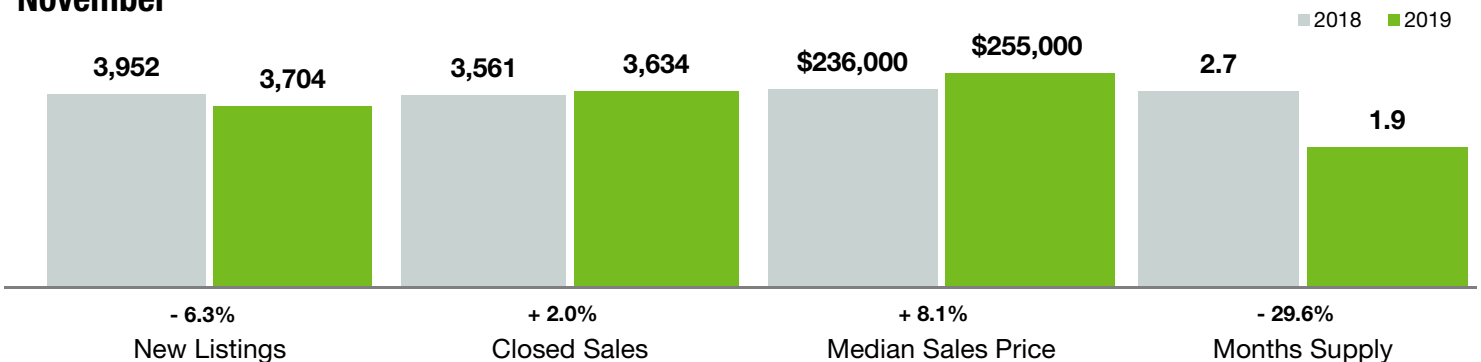
## Charlotte Region

Includes Alexander, Anson, Cabarrus, Catawba, Cleveland, Gaston, Iredell, Lincoln, Mecklenburg, Rowan, Stanly and Union Counties in North Carolina and Chester, Chesterfield, Lancaster and York Counties in South Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	3,952	<b>3,704</b>	- 6.3%	57,390	<b>58,259</b>	+ 1.5%
Pending Sales	3,223	<b>3,878</b>	+ 20.3%	45,265	<b>49,297</b>	+ 8.9%
Closed Sales	3,561	<b>3,634</b>	+ 2.0%	44,676	<b>46,740</b>	+ 4.6%
Median Sales Price*	\$236,000	<b>\$255,000</b>	+ 8.1%	\$238,000	<b>\$254,950</b>	+ 7.1%
Average Sales Price*	\$285,646	<b>\$306,133</b>	+ 7.2%	\$287,070	<b>\$303,133</b>	+ 5.6%
Percent of Original List Price Received*	95.9%	<b>96.2%</b>	+ 0.3%	97.0%	<b>96.8%</b>	- 0.2%
List to Close	94	<b>91</b>	- 3.2%	92	<b>93</b>	+ 1.1%
Days on Market Until Sale	44	<b>42</b>	- 4.5%	42	<b>43</b>	+ 2.4%
Cumulative Days on Market Until Sale	51	<b>50</b>	- 2.0%	50	<b>51</b>	+ 2.0%
Average List Price	\$312,690	<b>\$335,717</b>	+ 7.4%	\$319,892	<b>\$334,432</b>	+ 4.5%
Inventory of Homes for Sale	10,817	<b>8,375</b>	- 22.6%	--	--	--
Months Supply of Inventory	2.7	<b>1.9</b>	- 29.6%	--	--	--

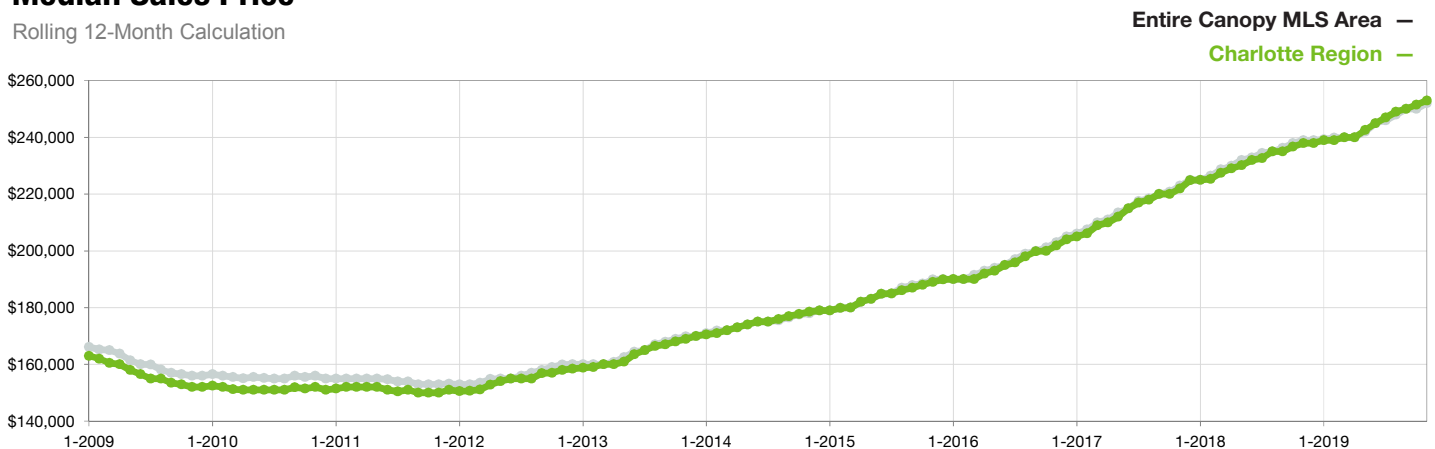
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Rolling 12-Month Calculation



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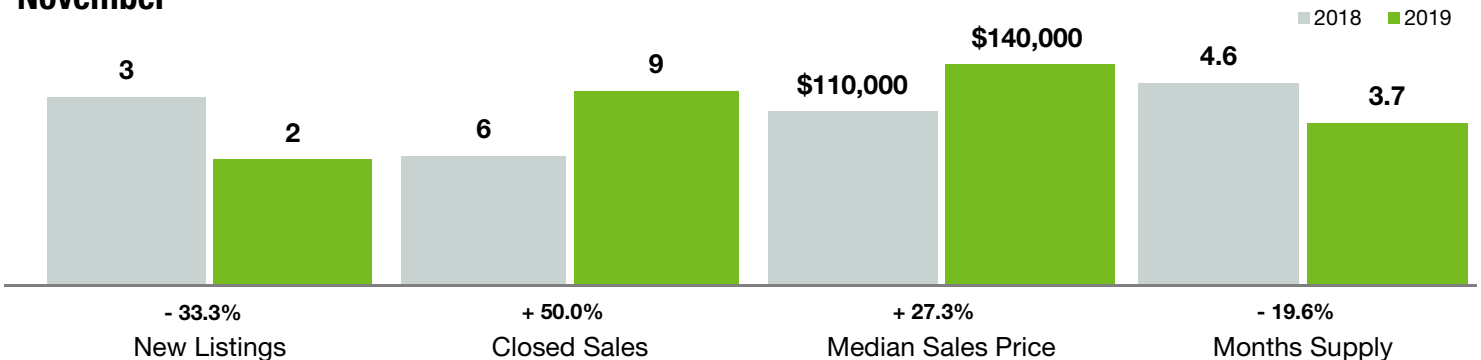
## Alexander County

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	3	2	- 33.3%	81	77	- 4.9%
Pending Sales	2	4	+ 100.0%	52	58	+ 11.5%
Closed Sales	6	9	+ 50.0%	60	53	- 11.7%
Median Sales Price*	\$110,000	\$140,000	+ 27.3%	\$154,500	\$158,000	+ 2.3%
Average Sales Price*	\$112,258	\$192,667	+ 71.6%	\$200,871	\$207,467	+ 3.3%
Percent of Original List Price Received*	94.7%	93.7%	- 1.1%	92.3%	96.1%	+ 4.1%
List to Close	58	122	+ 110.3%	140	110	- 21.4%
Days on Market Until Sale	15	67	+ 346.7%	86	49	- 43.0%
Cumulative Days on Market Until Sale	15	74	+ 393.3%	78	56	- 28.2%
Average List Price	\$216,667	\$271,500	+ 25.3%	\$218,180	\$220,793	+ 1.2%
Inventory of Homes for Sale	24	19	- 20.8%	--	--	--
Months Supply of Inventory	4.6	3.7	- 19.6%	--	--	--

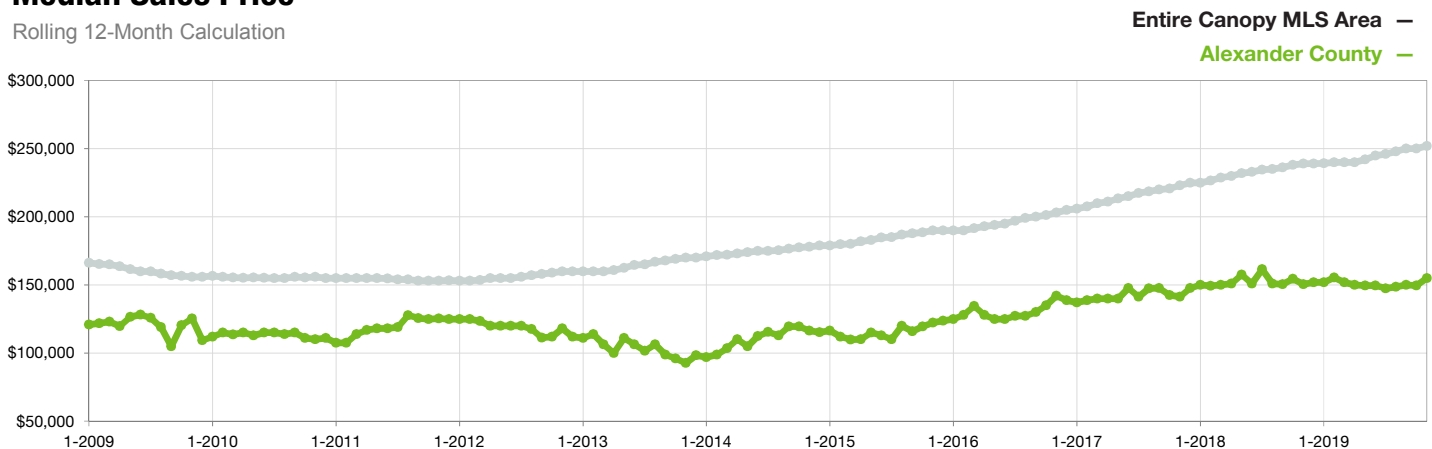
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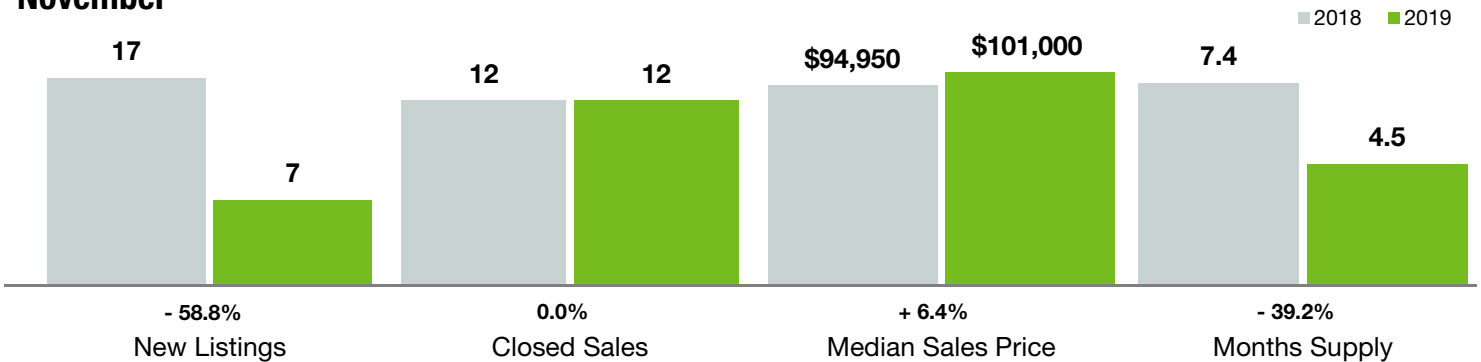
## Anson County

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	17	7	- 58.8%	162	166	+ 2.5%
Pending Sales	7	12	+ 71.4%	115	139	+ 20.9%
Closed Sales	12	12	0.0%	115	132	+ 14.8%
Median Sales Price*	\$94,950	\$101,000	+ 6.4%	\$105,000	\$112,000	+ 6.7%
Average Sales Price*	\$98,575	\$125,675	+ 27.5%	\$117,902	\$125,842	+ 6.7%
Percent of Original List Price Received*	89.4%	86.4%	- 3.4%	90.8%	92.5%	+ 1.9%
List to Close	204	125	- 38.7%	197	135	- 31.5%
Days on Market Until Sale	147	80	- 45.6%	157	86	- 45.2%
Cumulative Days on Market Until Sale	147	87	- 40.8%	162	97	- 40.1%
Average List Price	\$122,444	\$121,799	- 0.5%	\$138,413	\$135,502	- 2.1%
Inventory of Homes for Sale	75	54	- 28.0%	--	--	--
Months Supply of Inventory	7.4	4.5	- 39.2%	--	--	--

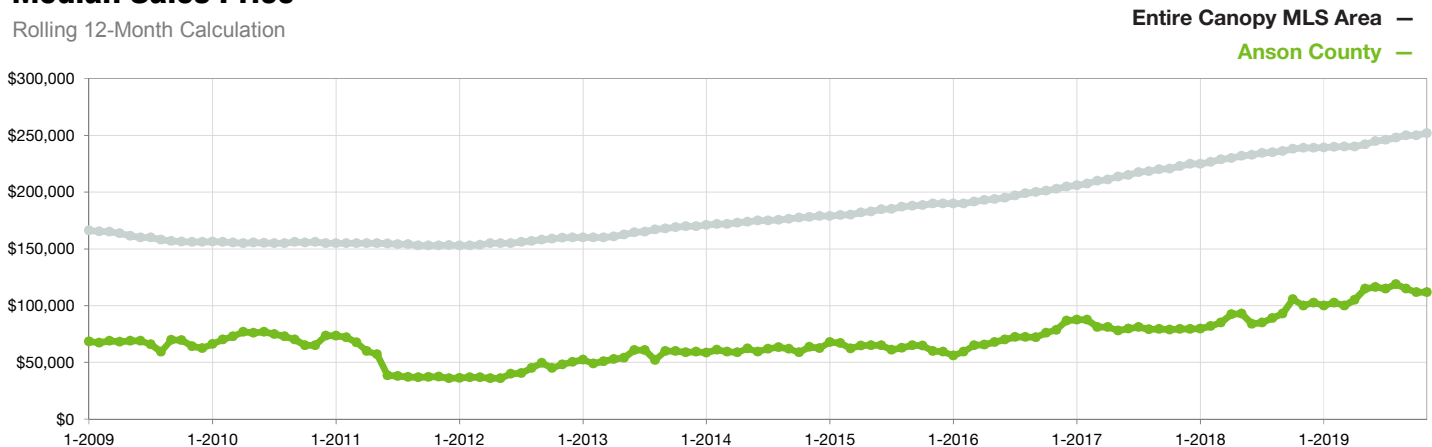
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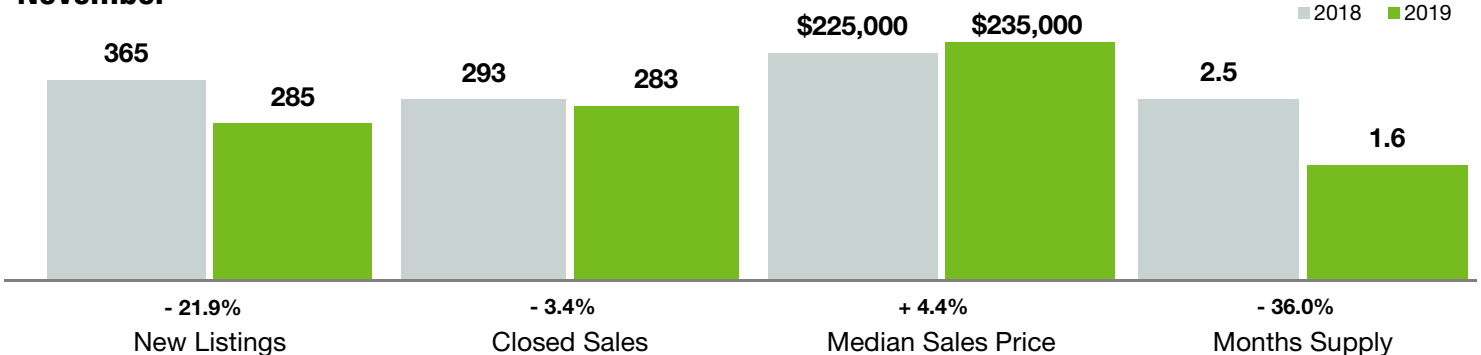
## Cabarrus County

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	365	285	- 21.9%	4,683	4,527	- 3.3%
Pending Sales	256	315	+ 23.0%	3,585	3,829	+ 6.8%
Closed Sales	293	283	- 3.4%	3,567	3,712	+ 4.1%
Median Sales Price*	\$225,000	\$235,000	+ 4.4%	\$224,241	\$245,000	+ 9.3%
Average Sales Price*	\$246,762	\$243,899	- 1.2%	\$246,035	\$261,319	+ 6.2%
Percent of Original List Price Received*	96.1%	96.5%	+ 0.4%	97.2%	97.0%	- 0.2%
List to Close	95	91	- 4.2%	89	91	+ 2.2%
Days on Market Until Sale	38	34	- 10.5%	35	38	+ 8.6%
Cumulative Days on Market Until Sale	45	40	- 11.1%	42	47	+ 11.9%
Average List Price	\$275,530	\$285,287	+ 3.5%	\$268,151	\$277,952	+ 3.7%
Inventory of Homes for Sale	794	539	- 32.1%	--	--	--
Months Supply of Inventory	2.5	1.6	- 36.0%	--	--	--

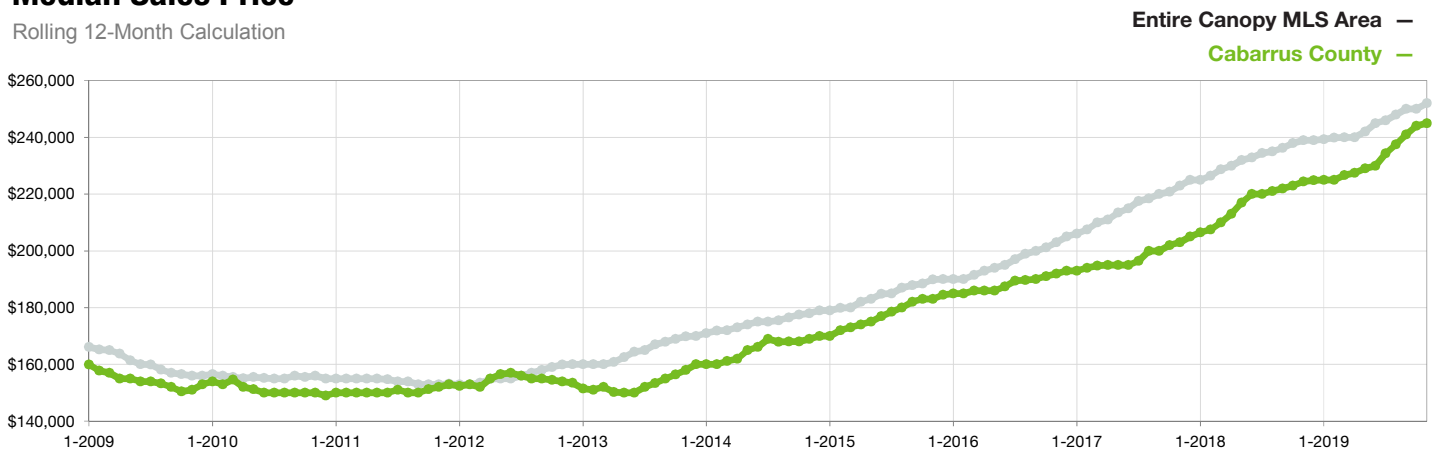
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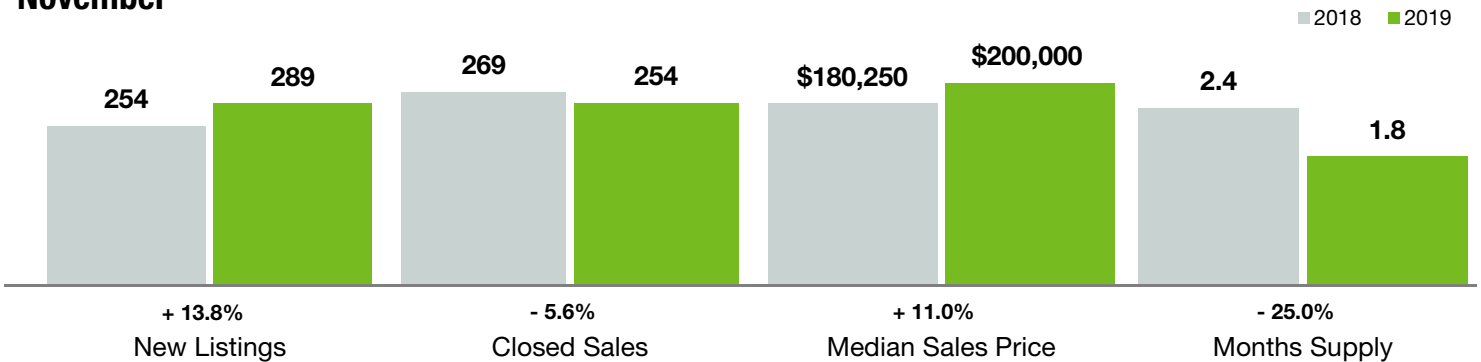
## Gaston County

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	254	289	+ 13.8%	3,817	4,024	+ 5.4%
Pending Sales	233	323	+ 38.6%	3,140	3,495	+ 11.3%
Closed Sales	269	254	- 5.6%	3,089	3,225	+ 4.4%
Median Sales Price*	\$180,250	\$200,000	+ 11.0%	\$180,000	\$190,000	+ 5.6%
Average Sales Price*	\$193,516	\$232,494	+ 20.1%	\$196,697	\$213,822	+ 8.7%
Percent of Original List Price Received*	95.5%	95.6%	+ 0.1%	97.0%	96.8%	- 0.2%
List to Close	90	81	- 10.0%	91	89	- 2.2%
Days on Market Until Sale	36	35	- 2.8%	39	38	- 2.6%
Cumulative Days on Market Until Sale	39	38	- 2.6%	44	43	- 2.3%
Average List Price	\$205,842	\$254,879	+ 23.8%	\$211,899	\$228,947	+ 8.0%
Inventory of Homes for Sale	677	545	- 19.5%	--	--	--
Months Supply of Inventory	2.4	1.8	- 25.0%	--	--	--

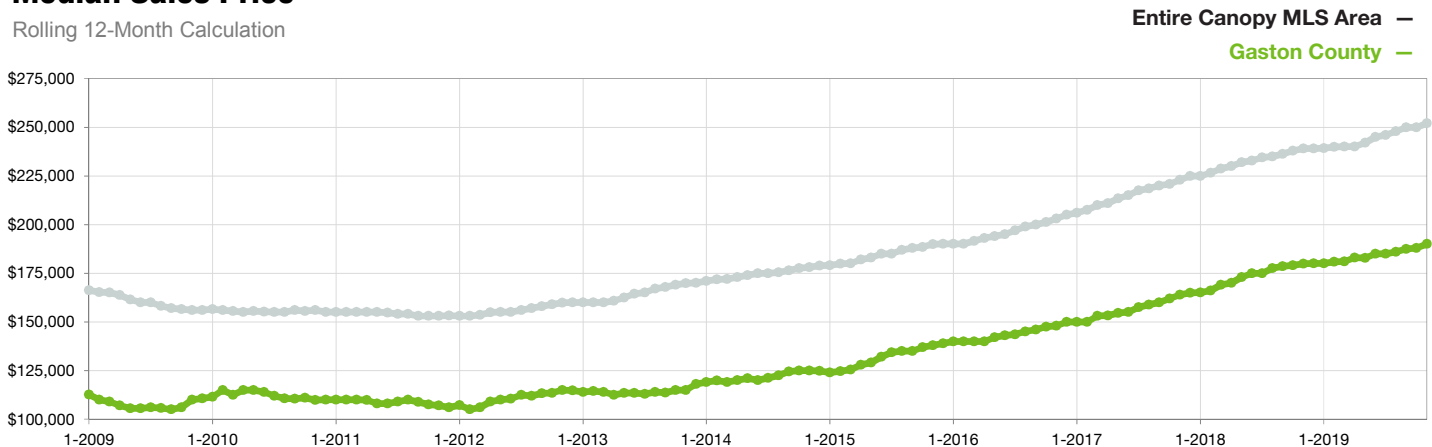
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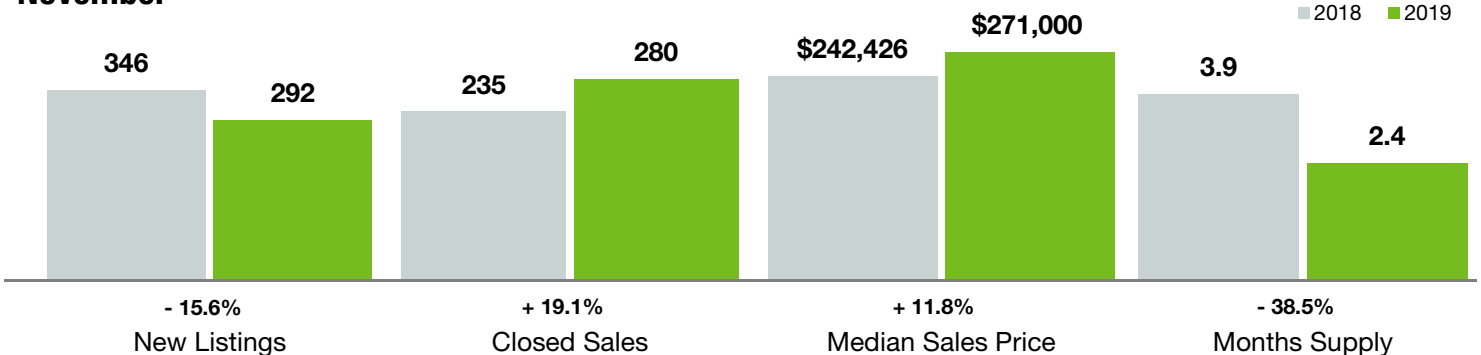
## Iredell County

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	346	292	- 15.6%	4,088	4,062	- 0.6%
Pending Sales	216	292	+ 35.2%	3,036	3,434	+ 13.1%
Closed Sales	235	280	+ 19.1%	2,965	3,245	+ 9.4%
Median Sales Price*	\$242,426	\$271,000	+ 11.8%	\$254,925	\$267,000	+ 4.7%
Average Sales Price*	\$327,578	\$363,561	+ 11.0%	\$320,873	\$331,396	+ 3.3%
Percent of Original List Price Received*	95.5%	95.3%	- 0.2%	95.7%	95.7%	0.0%
List to Close	106	101	- 4.7%	112	111	- 0.9%
Days on Market Until Sale	59	52	- 11.9%	62	59	- 4.8%
Cumulative Days on Market Until Sale	71	68	- 4.2%	75	74	- 1.3%
Average List Price	\$381,817	\$379,327	- 0.7%	\$359,946	\$374,246	+ 4.0%
Inventory of Homes for Sale	1,037	730	- 29.6%	--	--	--
Months Supply of Inventory	3.9	2.4	- 38.5%	--	--	--

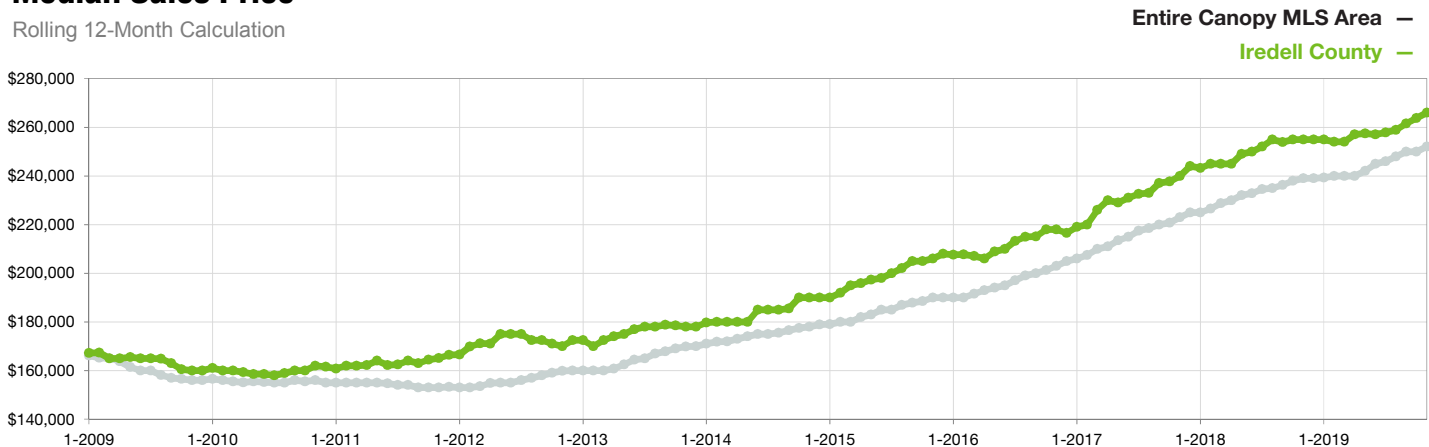
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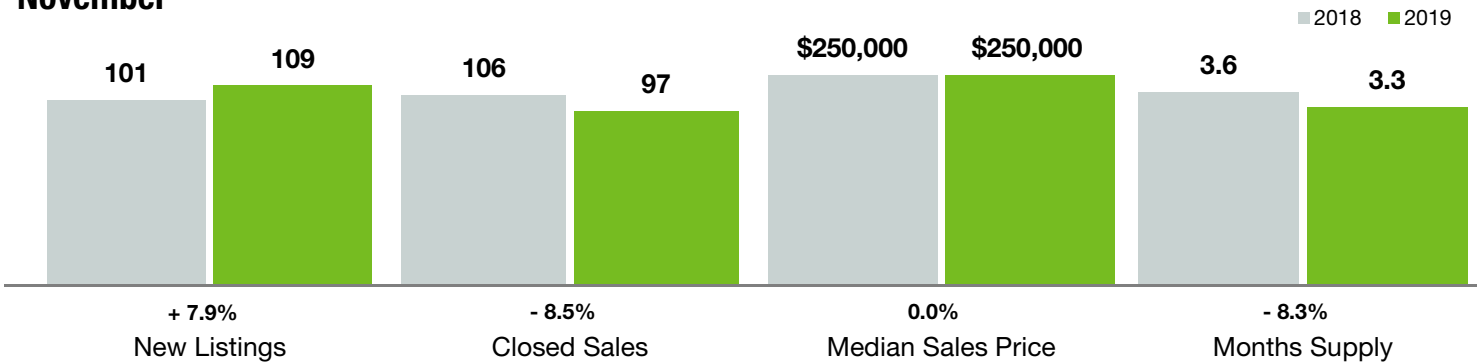
## Lincoln County

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	101	<b>109</b>	+ 7.9%	1,705	<b>1,600</b>	- 6.2%
Pending Sales	99	<b>92</b>	- 7.1%	1,273	<b>1,216</b>	- 4.5%
Closed Sales	106	<b>97</b>	- 8.5%	1,241	<b>1,184</b>	- 4.6%
Median Sales Price*	\$250,000	<b>\$250,000</b>	0.0%	\$267,500	<b>\$280,000</b>	+ 4.7%
Average Sales Price*	\$269,389	<b>\$298,678</b>	+ 10.9%	\$294,262	<b>\$311,042</b>	+ 5.7%
Percent of Original List Price Received*	95.4%	<b>94.8%</b>	- 0.6%	95.5%	<b>96.0%</b>	+ 0.5%
List to Close	95	<b>117</b>	+ 23.2%	113	<b>109</b>	- 3.5%
Days on Market Until Sale	42	<b>63</b>	+ 50.0%	59	<b>58</b>	- 1.7%
Cumulative Days on Market Until Sale	47	<b>67</b>	+ 42.6%	70	<b>71</b>	+ 1.4%
Average List Price	\$325,615	<b>\$377,988</b>	+ 16.1%	\$337,677	<b>\$350,591</b>	+ 3.8%
Inventory of Homes for Sale	396	<b>352</b>	- 11.1%	--	--	--
Months Supply of Inventory	3.6	<b>3.3</b>	- 8.3%	--	--	--

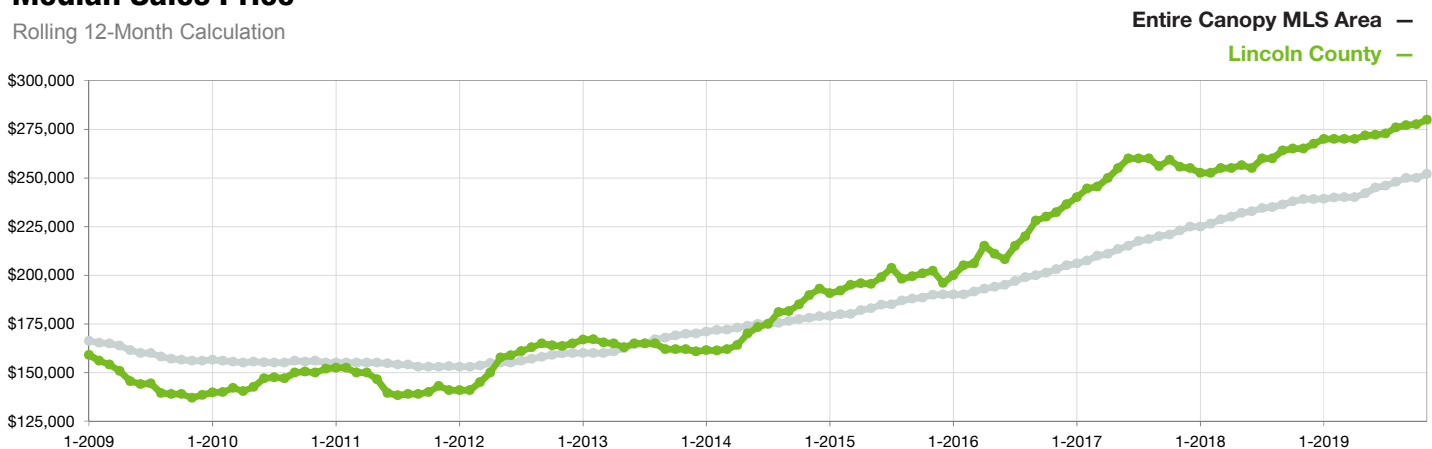
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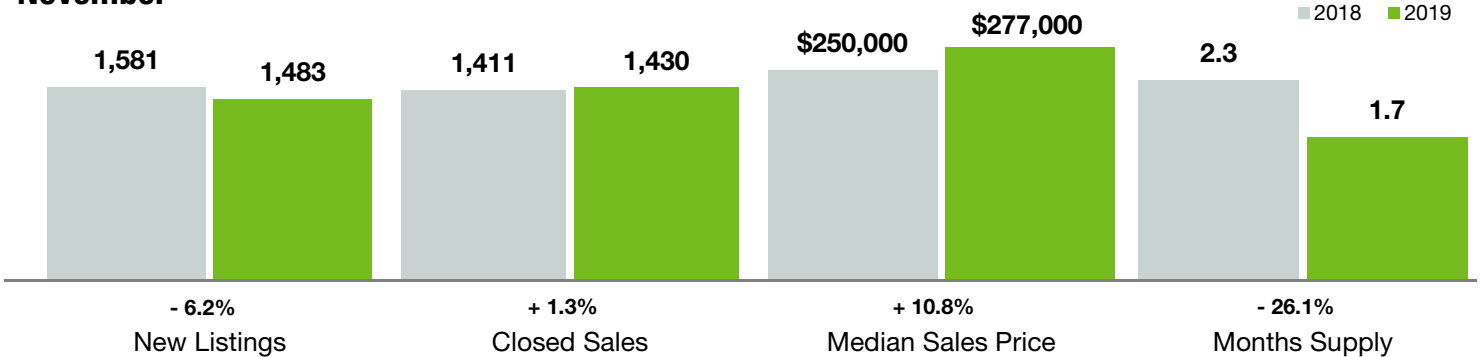
## Mecklenburg County

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	1,581	<b>1,483</b>	- 6.2%	23,516	<b>23,956</b>	+ 1.9%
Pending Sales	1,283	<b>1,603</b>	+ 24.9%	18,671	<b>20,300</b>	+ 8.7%
Closed Sales	1,411	<b>1,430</b>	+ 1.3%	18,489	<b>19,147</b>	+ 3.6%
Median Sales Price*	\$250,000	<b>\$277,000</b>	+ 10.8%	\$252,200	<b>\$270,000</b>	+ 7.1%
Average Sales Price*	\$317,788	<b>\$349,369</b>	+ 9.9%	\$320,576	<b>\$341,498</b>	+ 6.5%
Percent of Original List Price Received*	96.5%	<b>96.7%</b>	+ 0.2%	97.7%	<b>97.1%</b>	- 0.6%
List to Close	87	<b>84</b>	- 3.4%	82	<b>86</b>	+ 4.9%
Days on Market Until Sale	37	<b>36</b>	- 2.7%	32	<b>37</b>	+ 15.6%
Cumulative Days on Market Until Sale	45	<b>44</b>	- 2.2%	39	<b>44</b>	+ 12.8%
Average List Price	\$348,326	<b>\$378,207</b>	+ 8.6%	\$360,041	<b>\$379,359</b>	+ 5.4%
Inventory of Homes for Sale	3,809	<b>2,932</b>	- 23.0%	--	--	--
Months Supply of Inventory	2.3	<b>1.7</b>	- 26.1%	--	--	--

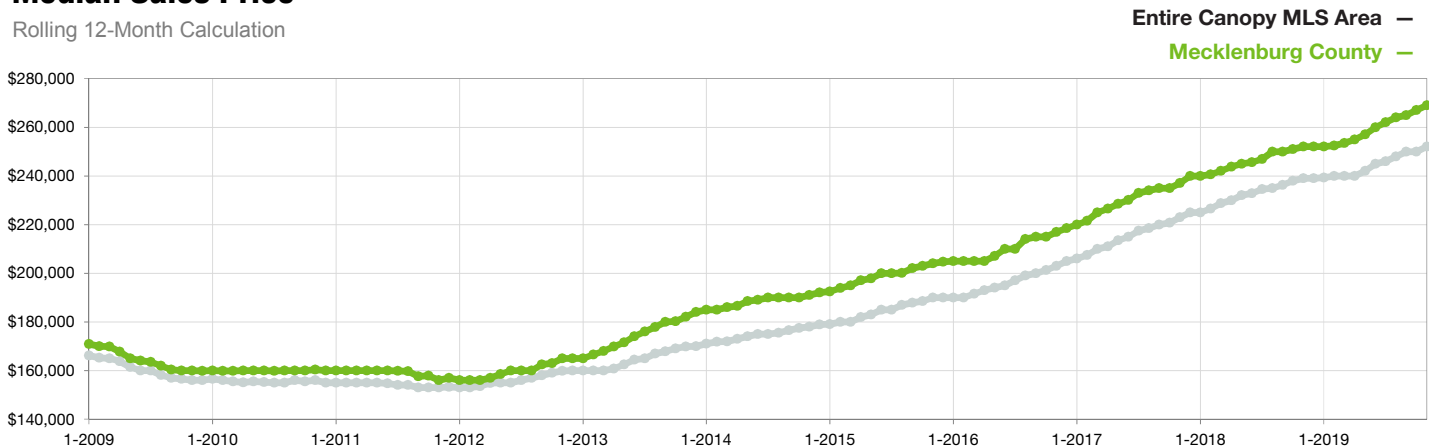
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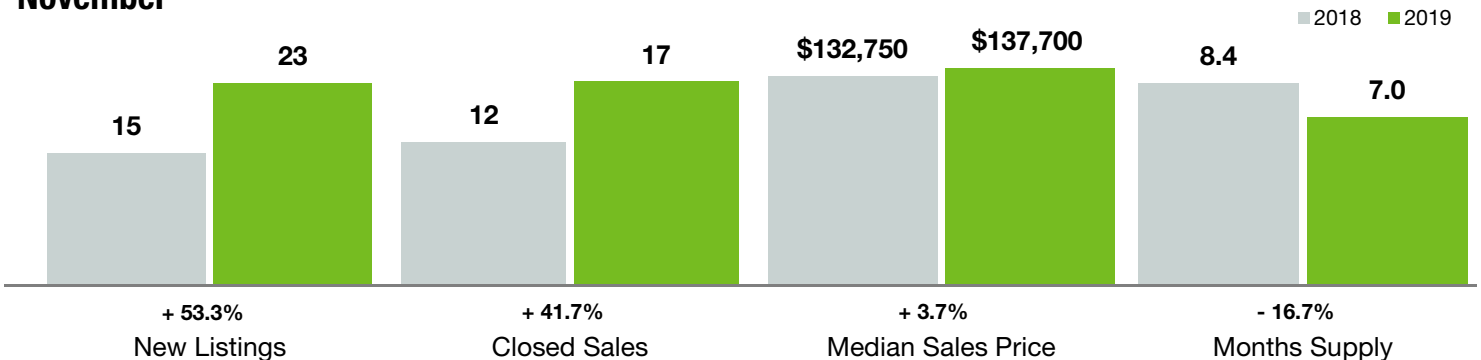
## Montgomery County

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	15	23	+ 53.3%	331	428	+ 29.3%
Pending Sales	16	13	- 18.8%	218	283	+ 29.8%
Closed Sales	12	17	+ 41.7%	209	275	+ 31.6%
Median Sales Price*	\$132,750	\$137,700	+ 3.7%	\$131,000	\$132,500	+ 1.1%
Average Sales Price*	\$185,392	\$219,159	+ 18.2%	\$221,190	\$241,663	+ 9.3%
Percent of Original List Price Received*	86.5%	87.5%	+ 1.2%	88.2%	89.9%	+ 1.9%
List to Close	135	119	- 11.9%	162	138	- 14.8%
Days on Market Until Sale	103	84	- 18.4%	129	100	- 22.5%
Cumulative Days on Market Until Sale	103	84	- 18.4%	147	111	- 24.5%
Average List Price	\$295,327	\$265,973	- 9.9%	\$306,616	\$284,162	- 7.3%
Inventory of Homes for Sale	156	167	+ 7.1%	--	--	--
Months Supply of Inventory	8.4	7.0	- 16.7%	--	--	--

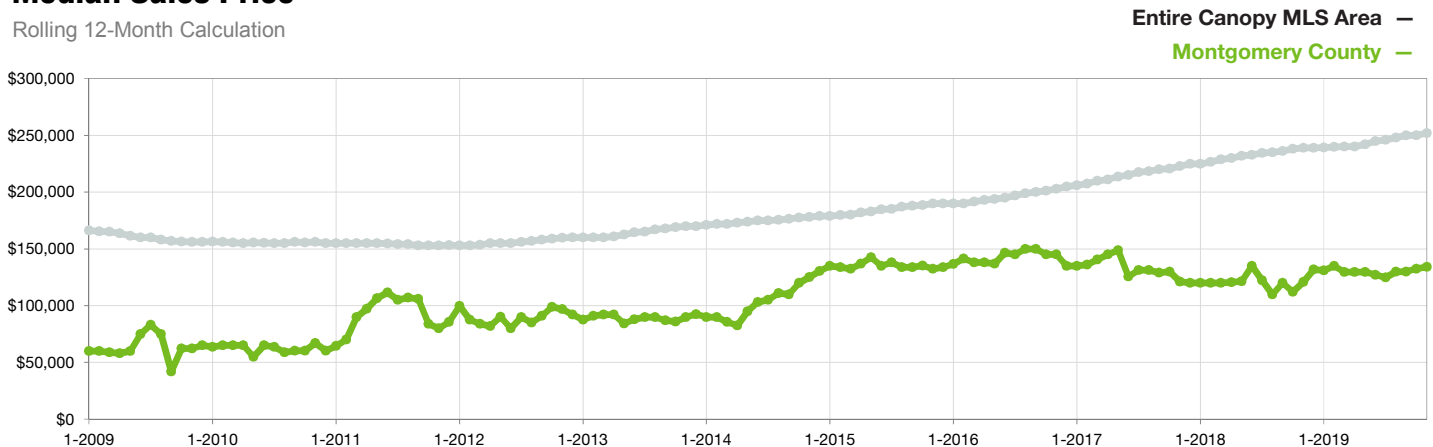
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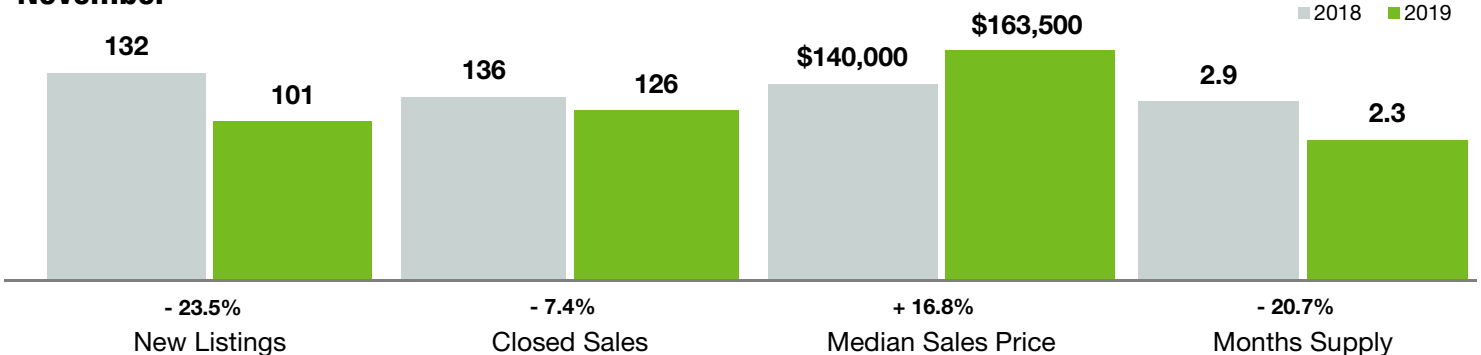
## Rowan County

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	132	101	- 23.5%	1,888	1,918	+ 1.6%
Pending Sales	124	120	- 3.2%	1,586	1,614	+ 1.8%
Closed Sales	136	126	- 7.4%	1,560	1,552	- 0.5%
Median Sales Price*	\$140,000	\$163,500	+ 16.8%	\$145,000	\$160,000	+ 10.3%
Average Sales Price*	\$167,952	\$180,261	+ 7.3%	\$162,807	\$176,679	+ 8.5%
Percent of Original List Price Received*	92.7%	93.9%	+ 1.3%	94.9%	95.3%	+ 0.4%
List to Close	101	102	+ 1.0%	103	97	- 5.8%
Days on Market Until Sale	53	51	- 3.8%	54	48	- 11.1%
Cumulative Days on Market Until Sale	63	53	- 15.9%	63	54	- 14.3%
Average List Price	\$193,176	\$190,873	- 1.2%	\$189,002	\$202,139	+ 7.0%
Inventory of Homes for Sale	403	320	- 20.6%	--	--	--
Months Supply of Inventory	2.9	2.3	- 20.7%	--	--	--

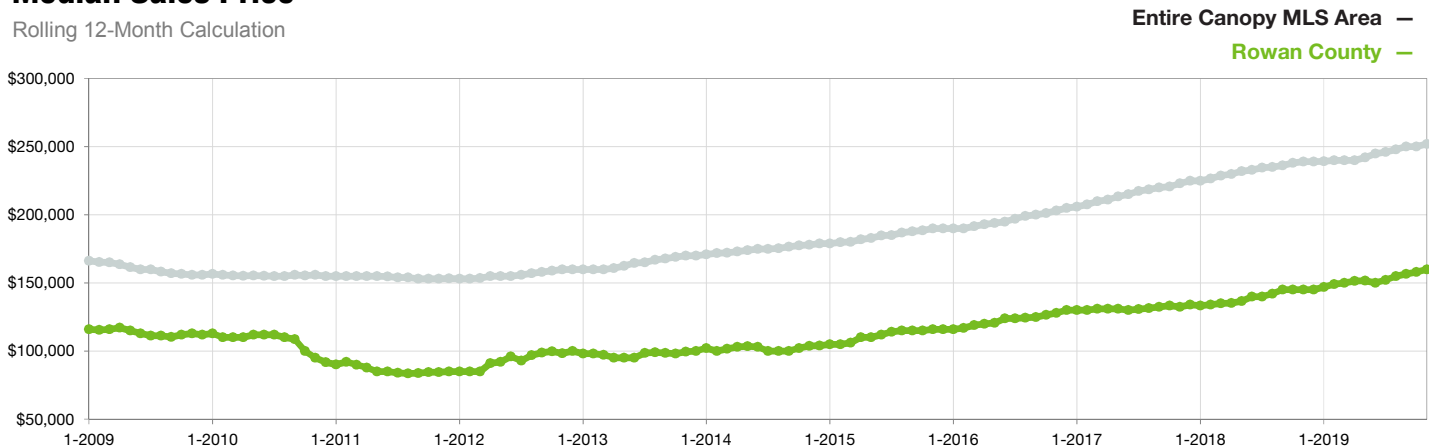
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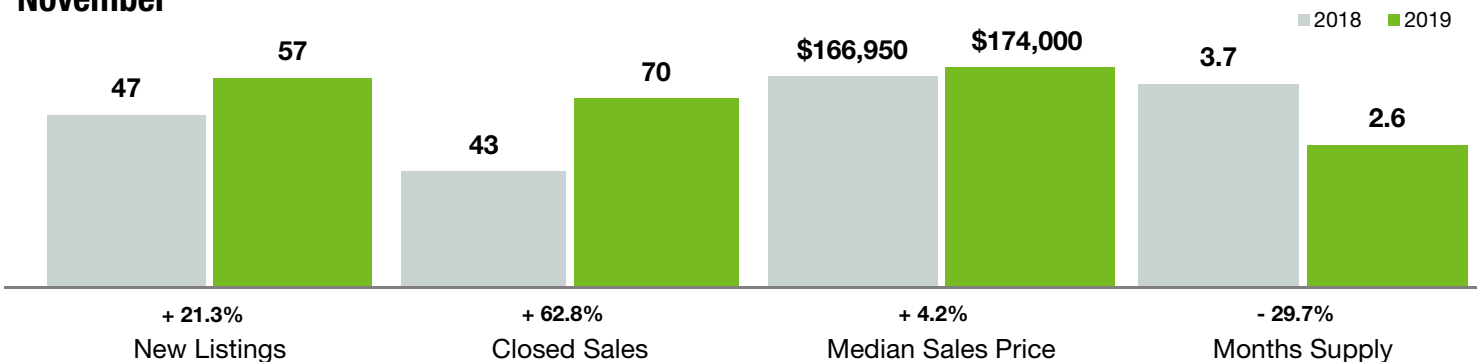
## Stanly County

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	47	57	+ 21.3%	829	839	+ 1.2%
Pending Sales	49	65	+ 32.7%	667	699	+ 4.8%
Closed Sales	43	70	+ 62.8%	639	645	+ 0.9%
Median Sales Price*	\$166,950	\$174,000	+ 4.2%	\$154,000	\$181,745	+ 18.0%
Average Sales Price*	\$225,430	\$188,962	- 16.2%	\$178,633	\$204,828	+ 14.7%
Percent of Original List Price Received*	95.5%	92.7%	- 2.9%	94.5%	94.5%	0.0%
List to Close	134	101	- 24.6%	111	112	+ 0.9%
Days on Market Until Sale	67	49	- 26.9%	61	58	- 4.9%
Cumulative Days on Market Until Sale	70	59	- 15.7%	69	66	- 4.3%
Average List Price	\$206,478	\$204,074	- 1.2%	\$211,780	\$225,759	+ 6.6%
Inventory of Homes for Sale	219	159	- 27.4%	--	--	--
Months Supply of Inventory	3.7	2.6	- 29.7%	--	--	--

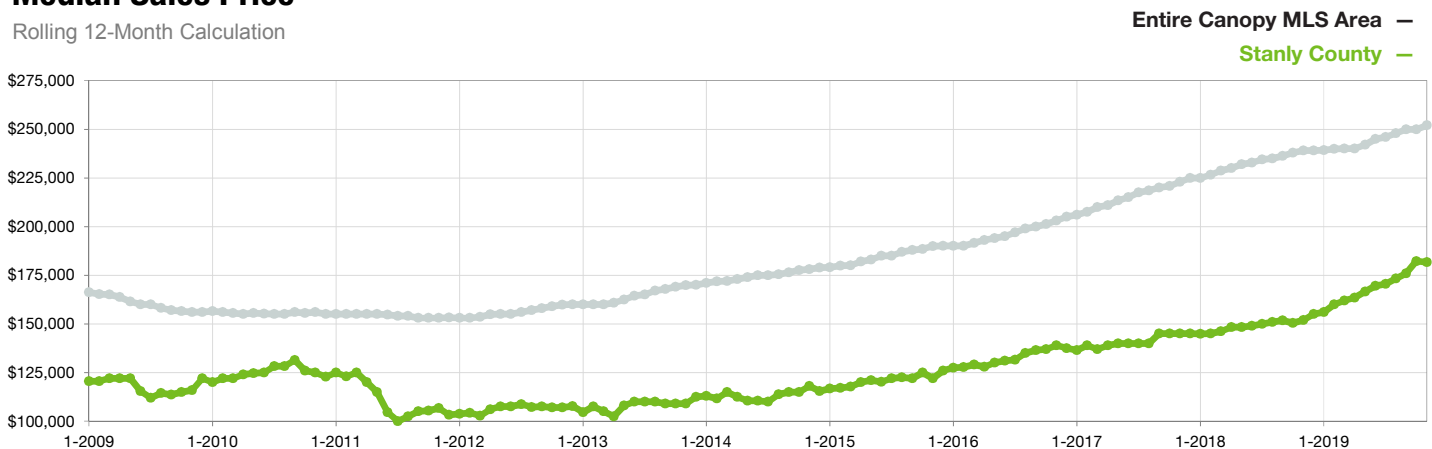
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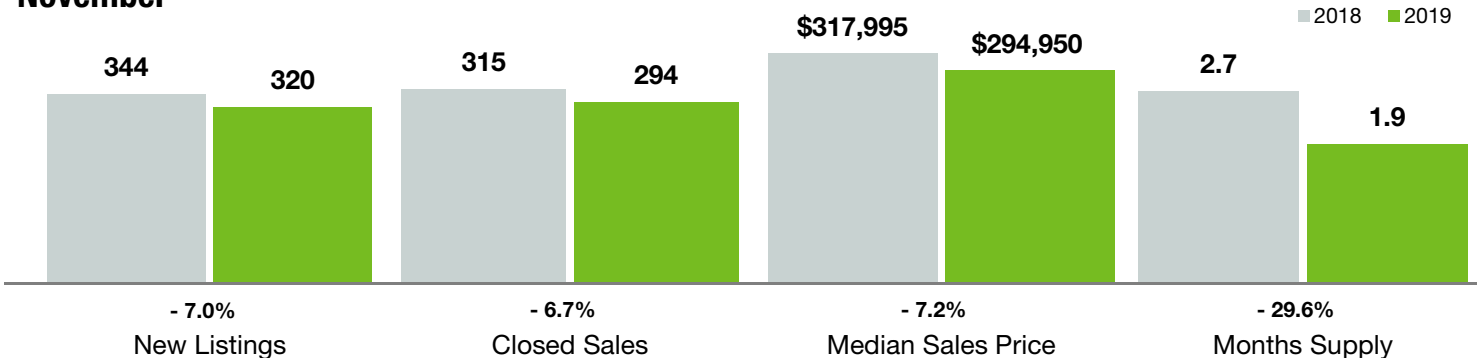
## Union County

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	344	320	- 7.0%	5,017	5,129	+ 2.2%
Pending Sales	277	307	+ 10.8%	3,979	4,336	+ 9.0%
Closed Sales	315	294	- 6.7%	3,919	4,095	+ 4.5%
Median Sales Price*	\$317,995	\$294,950	- 7.2%	\$300,000	\$303,000	+ 1.0%
Average Sales Price*	\$359,669	\$343,392	- 4.5%	\$352,323	\$356,056	+ 1.1%
Percent of Original List Price Received*	96.6%	96.6%	0.0%	97.1%	97.0%	- 0.1%
List to Close	100	95	- 5.0%	96	94	- 2.1%
Days on Market Until Sale	48	46	- 4.2%	45	46	+ 2.2%
Cumulative Days on Market Until Sale	58	54	- 6.9%	56	55	- 1.8%
Average List Price	\$338,402	\$367,535	+ 8.6%	\$384,045	\$390,658	+ 1.7%
Inventory of Homes for Sale	928	724	- 22.0%	--	--	--
Months Supply of Inventory	2.7	1.9	- 29.6%	--	--	--

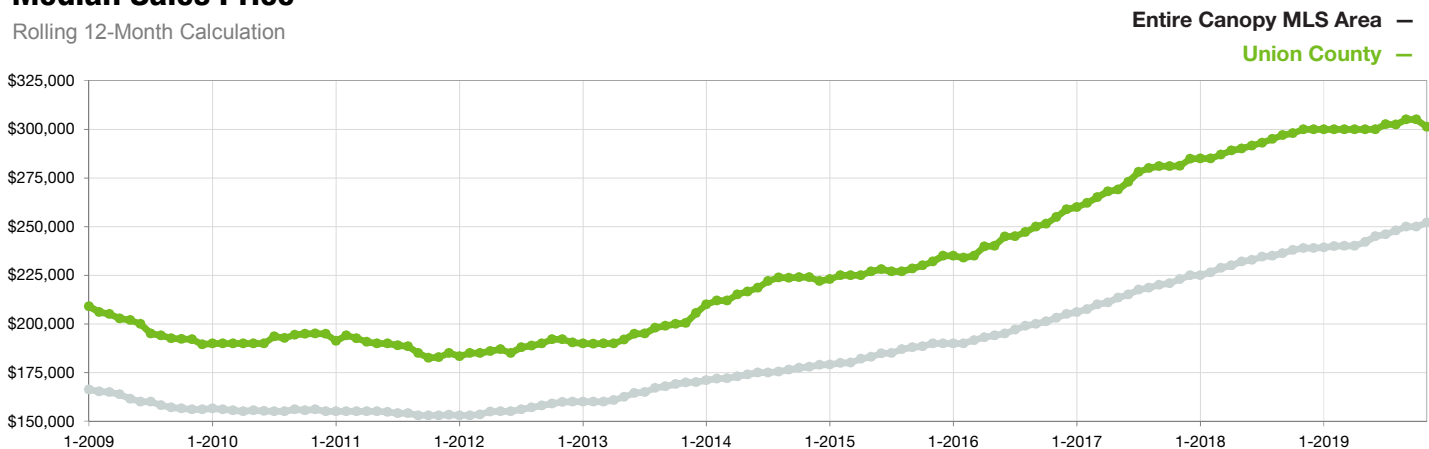
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### November



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for November 2019

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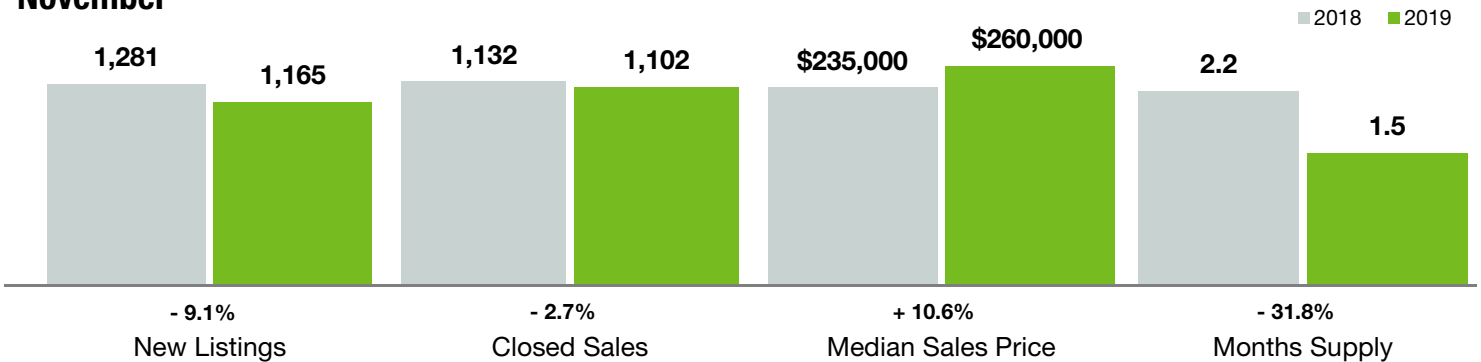
## City of Charlotte

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	1,281	<b>1,165</b>	- 9.1%	18,613	<b>18,802</b>	+ 1.0%
Pending Sales	1,044	<b>1,297</b>	+ 24.2%	14,847	<b>16,157</b>	+ 8.8%
Closed Sales	1,132	<b>1,102</b>	- 2.7%	14,710	<b>15,232</b>	+ 3.5%
Median Sales Price*	\$235,000	<b>\$260,000</b>	+ 10.6%	\$238,000	<b>\$256,900</b>	+ 7.9%
Average Sales Price*	\$304,565	<b>\$340,144</b>	+ 11.7%	\$309,343	<b>\$333,487</b>	+ 7.8%
Percent of Original List Price Received*	96.7%	<b>96.8%</b>	+ 0.1%	97.9%	<b>97.3%</b>	- 0.6%
List to Close	85	<b>82</b>	- 3.5%	79	<b>84</b>	+ 6.3%
Days on Market Until Sale	34	<b>35</b>	+ 2.9%	29	<b>34</b>	+ 17.2%
Cumulative Days on Market Until Sale	41	<b>43</b>	+ 4.9%	35	<b>41</b>	+ 17.1%
Average List Price	\$336,874	<b>\$358,879</b>	+ 6.5%	\$350,928	<b>\$370,117</b>	+ 5.5%
Inventory of Homes for Sale	2,934	<b>2,152</b>	- 26.7%	--	--	--
Months Supply of Inventory	2.2	<b>1.5</b>	- 31.8%	--	--	--

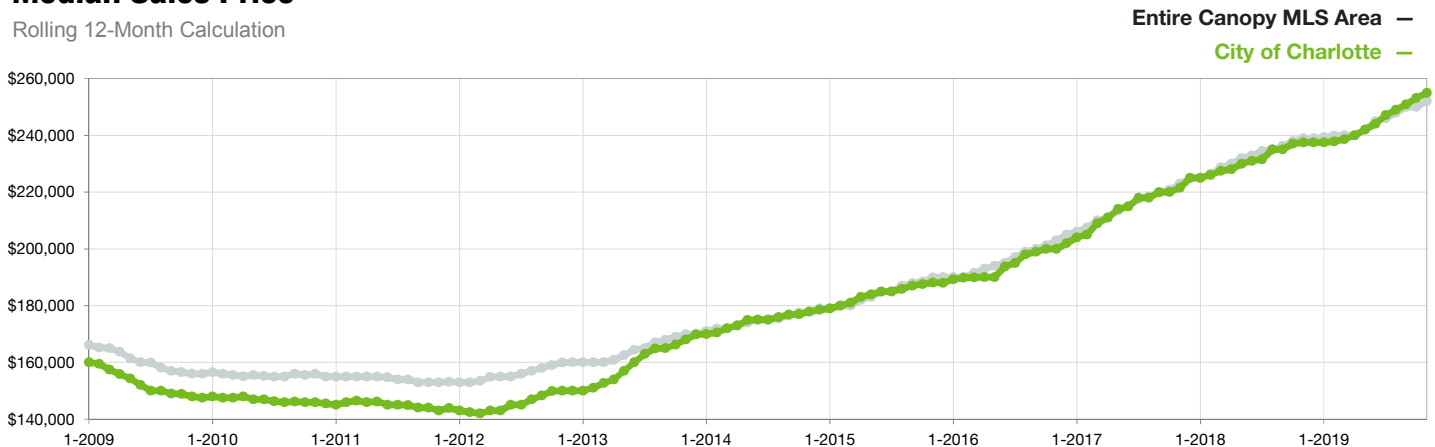
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### November



### Median Sales Price

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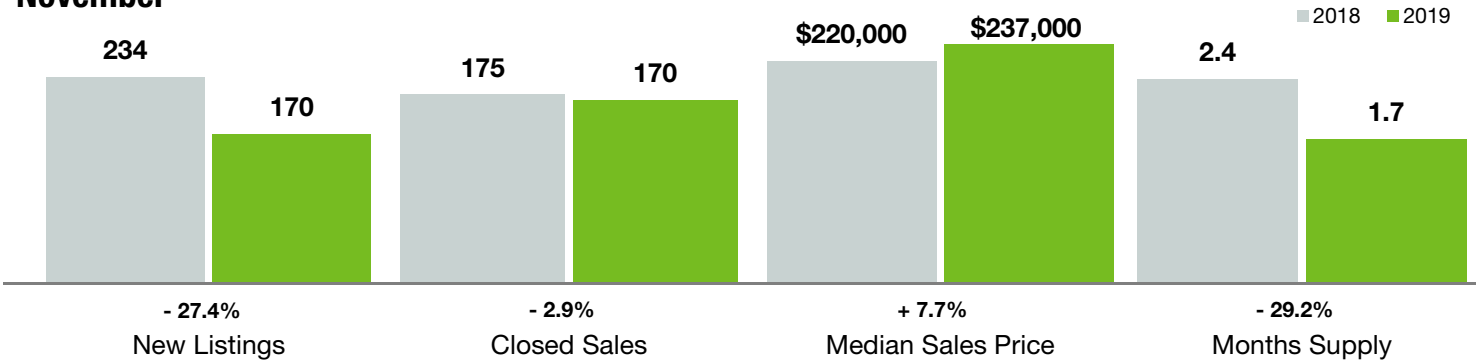
## Concord

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	234	170	- 27.4%	2,761	2,660	- 3.7%
Pending Sales	163	176	+ 8.0%	2,138	2,210	+ 3.4%
Closed Sales	175	170	- 2.9%	2,148	2,152	+ 0.2%
Median Sales Price*	\$220,000	\$237,000	+ 7.7%	\$222,000	\$243,500	+ 9.7%
Average Sales Price*	\$250,943	\$247,712	- 1.3%	\$244,809	\$260,561	+ 6.4%
Percent of Original List Price Received*	95.8%	96.0%	+ 0.2%	97.4%	97.1%	- 0.3%
List to Close	100	98	- 2.0%	91	94	+ 3.3%
Days on Market Until Sale	40	37	- 7.5%	33	38	+ 15.2%
Cumulative Days on Market Until Sale	47	45	- 4.3%	40	46	+ 15.0%
Average List Price	\$281,298	\$277,516	- 1.3%	\$267,356	\$277,929	+ 4.0%
Inventory of Homes for Sale	448	323	- 27.9%	--	--	--
Months Supply of Inventory	2.4	1.7	- 29.2%	--	--	--

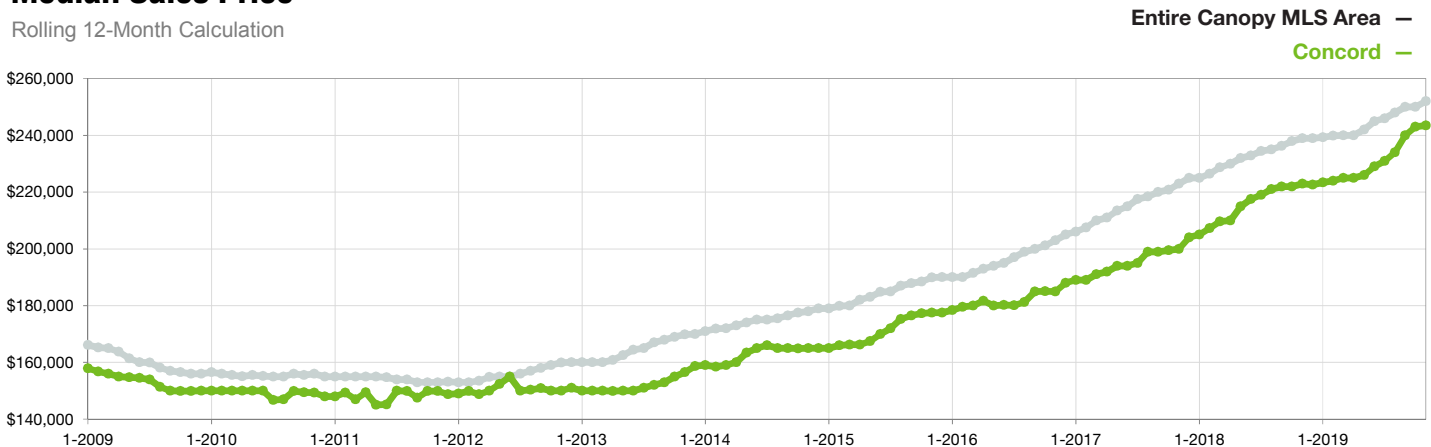
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### November



### Median Sales Price

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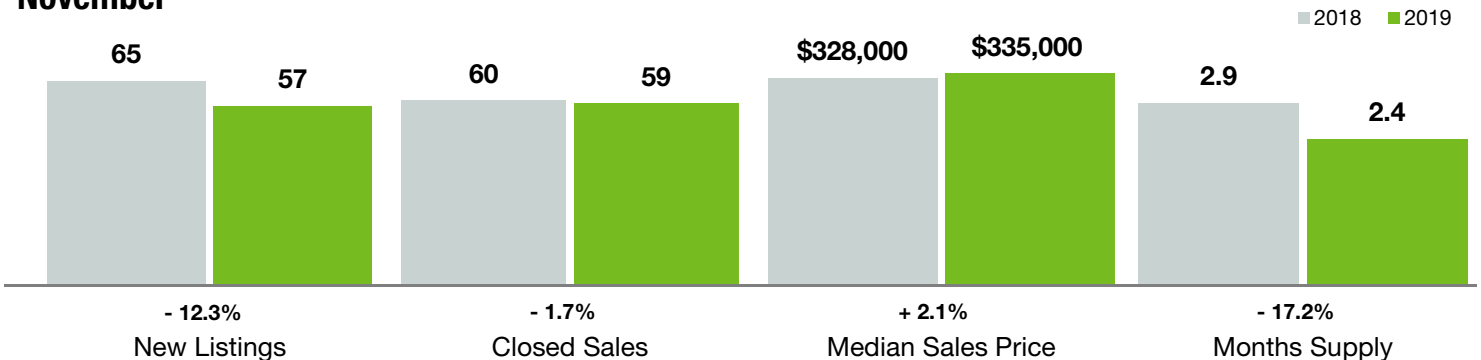
## Cornelius

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	65	57	- 12.3%	1,079	1,034	- 4.2%
Pending Sales	55	63	+ 14.5%	825	837	+ 1.5%
Closed Sales	60	59	- 1.7%	813	776	- 4.6%
Median Sales Price*	\$328,000	\$335,000	+ 2.1%	\$294,000	\$305,000	+ 3.7%
Average Sales Price*	\$486,328	\$542,044	+ 11.5%	\$445,558	\$459,770	+ 3.2%
Percent of Original List Price Received*	93.4%	96.9%	+ 3.7%	96.3%	96.0%	- 0.3%
List to Close	110	98	- 10.9%	89	93	+ 4.5%
Days on Market Until Sale	66	47	- 28.8%	47	51	+ 8.5%
Cumulative Days on Market Until Sale	76	55	- 27.6%	56	60	+ 7.1%
Average List Price	\$449,919	\$725,935	+ 61.3%	\$511,315	\$537,926	+ 5.2%
Inventory of Homes for Sale	211	171	- 19.0%	--	--	--
Months Supply of Inventory	2.9	2.4	- 17.2%	--	--	--

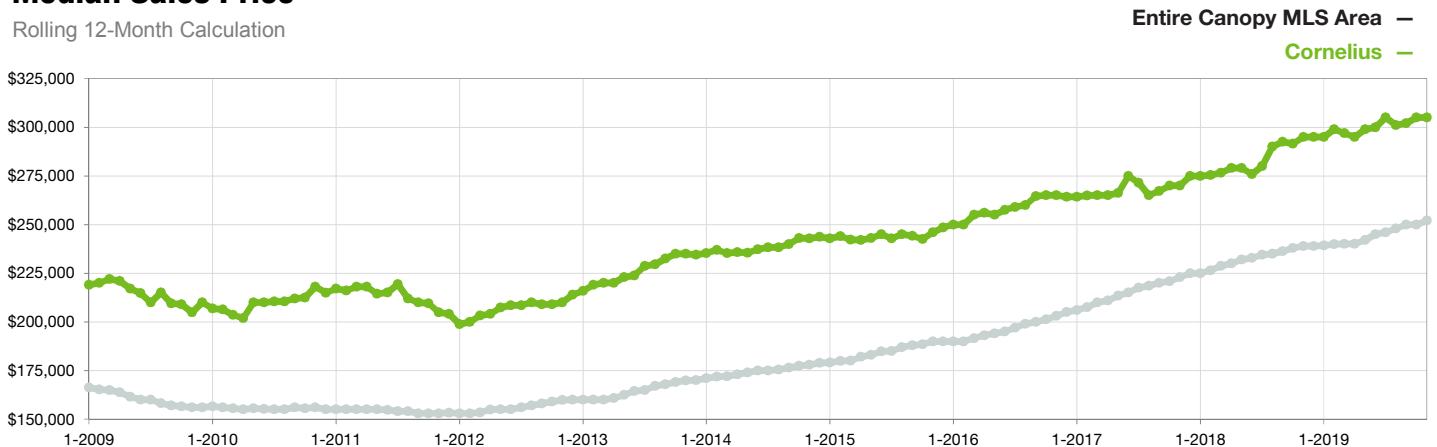
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### November



### Median Sales Price

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# Local Market Update for November 2019

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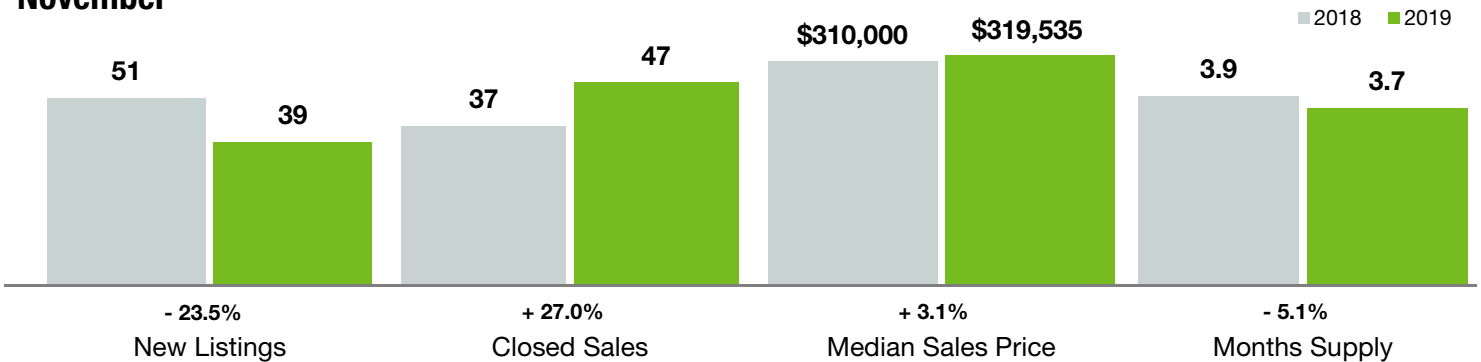
## Davidson

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	51	39	- 23.5%	607	707	+ 16.5%
Pending Sales	37	29	- 21.6%	442	516	+ 16.7%
Closed Sales	37	47	+ 27.0%	438	498	+ 13.7%
Median Sales Price*	\$310,000	\$319,535	+ 3.1%	\$370,000	\$360,000	- 2.7%
Average Sales Price*	\$416,297	\$349,292	- 16.1%	\$441,693	\$450,294	+ 1.9%
Percent of Original List Price Received*	94.5%	93.6%	- 1.0%	96.2%	94.9%	- 1.4%
List to Close	109	103	- 5.5%	115	113	- 1.7%
Days on Market Until Sale	65	49	- 24.6%	61	64	+ 4.9%
Cumulative Days on Market Until Sale	107	56	- 47.7%	73	78	+ 6.8%
Average List Price	\$524,492	\$467,187	- 10.9%	\$477,491	\$500,651	+ 4.9%
Inventory of Homes for Sale	152	164	+ 7.9%	--	--	--
Months Supply of Inventory	3.9	3.7	- 5.1%	--	--	--

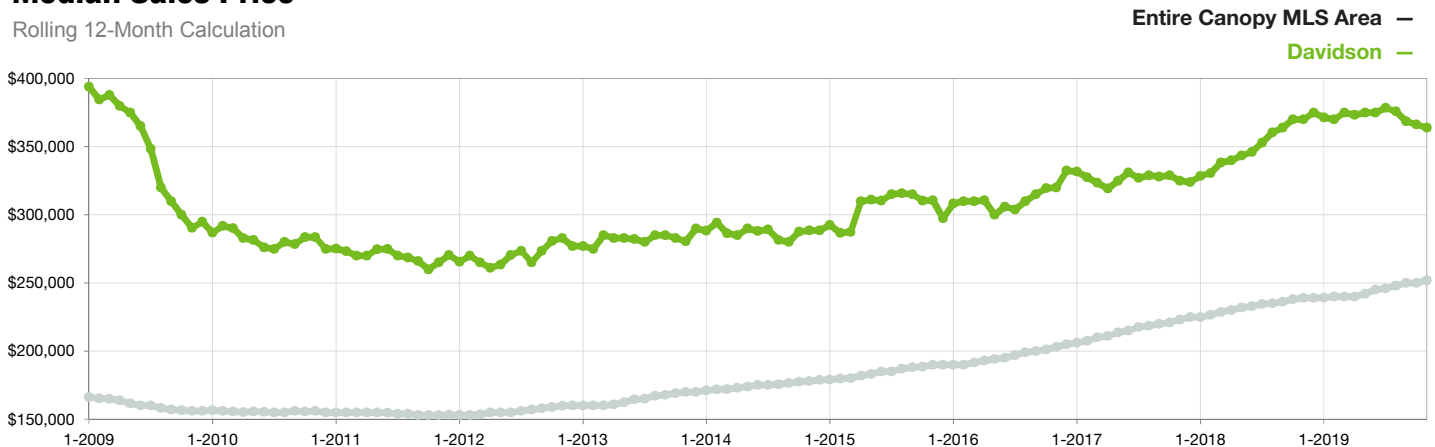
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### November



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# Local Market Update for November 2019

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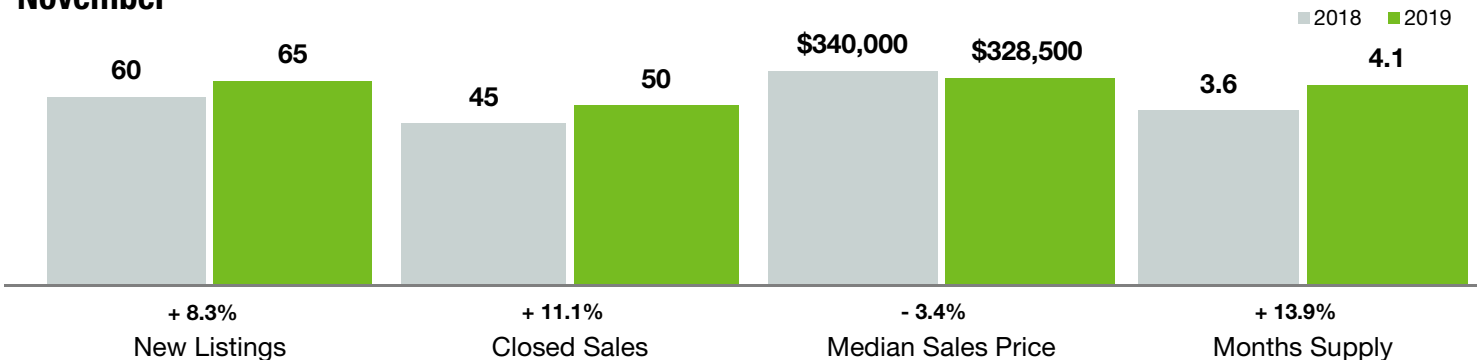
## Denver

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	60	65	+ 8.3%	922	866	- 6.1%
Pending Sales	50	47	- 6.0%	668	638	- 4.5%
Closed Sales	45	50	+ 11.1%	638	631	- 1.1%
Median Sales Price*	\$340,000	\$328,500	- 3.4%	\$334,950	\$343,000	+ 2.4%
Average Sales Price*	\$366,990	\$390,583	+ 6.4%	\$374,660	\$393,142	+ 4.9%
Percent of Original List Price Received*	97.6%	94.2%	- 3.5%	96.5%	96.2%	- 0.3%
List to Close	87	146	+ 67.8%	118	125	+ 5.9%
Days on Market Until Sale	32	88	+ 175.0%	62	68	+ 9.7%
Cumulative Days on Market Until Sale	35	93	+ 165.7%	76	83	+ 9.2%
Average List Price	\$385,946	\$453,640	+ 17.5%	\$429,859	\$436,771	+ 1.6%
Inventory of Homes for Sale	213	231	+ 8.5%	--	--	--
Months Supply of Inventory	3.6	4.1	+ 13.9%	--	--	--

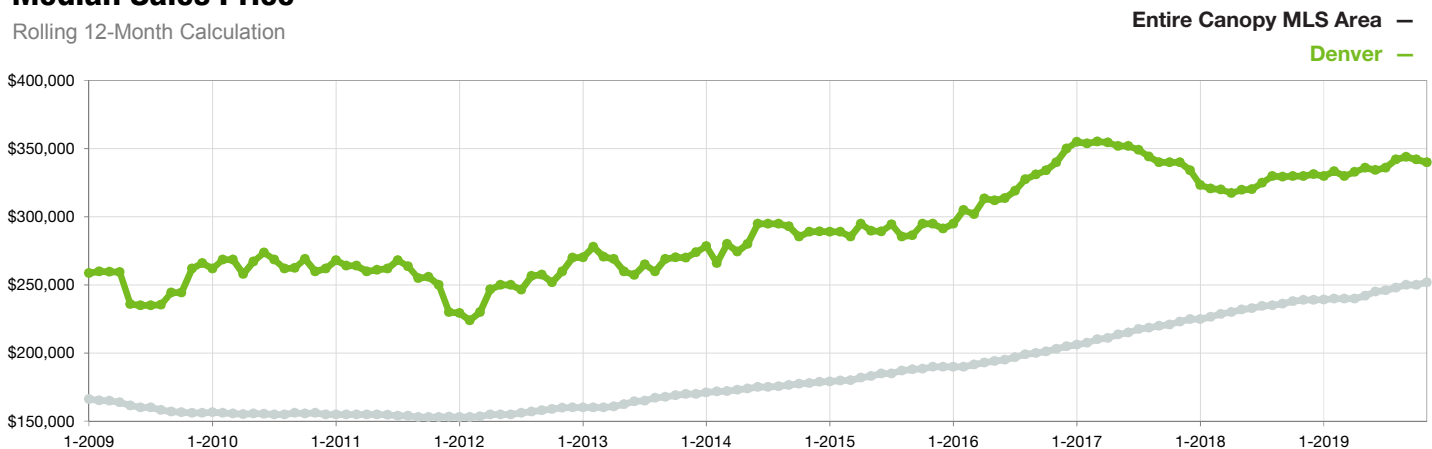
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### November



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# Local Market Update for November 2019

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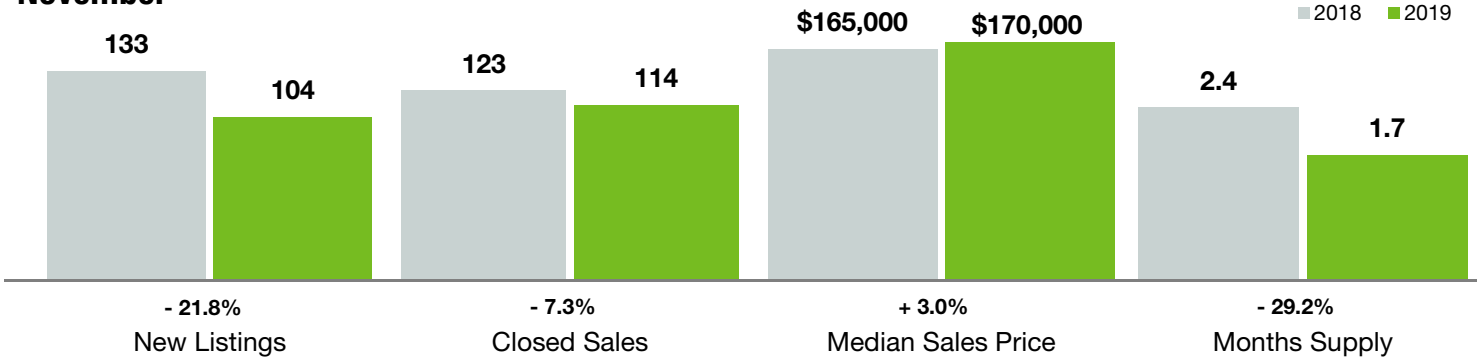
## Gastonia

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	133	104	- 21.8%	1,721	1,691	- 1.7%
Pending Sales	108	104	- 3.7%	1,375	1,454	+ 5.7%
Closed Sales	123	114	- 7.3%	1,335	1,394	+ 4.4%
Median Sales Price*	\$165,000	\$170,000	+ 3.0%	\$166,000	\$175,000	+ 5.4%
Average Sales Price*	\$171,855	\$179,718	+ 4.6%	\$174,494	\$184,581	+ 5.8%
Percent of Original List Price Received*	94.6%	94.3%	- 0.3%	96.5%	96.8%	+ 0.3%
List to Close	79	70	- 11.4%	83	79	- 4.8%
Days on Market Until Sale	30	29	- 3.3%	35	33	- 5.7%
Cumulative Days on Market Until Sale	36	34	- 5.6%	42	40	- 4.8%
Average List Price	\$179,023	\$194,071	+ 8.4%	\$186,050	\$196,267	+ 5.5%
Inventory of Homes for Sale	288	222	- 22.9%	--	--	--
Months Supply of Inventory	2.4	1.7	- 29.2%	--	--	--

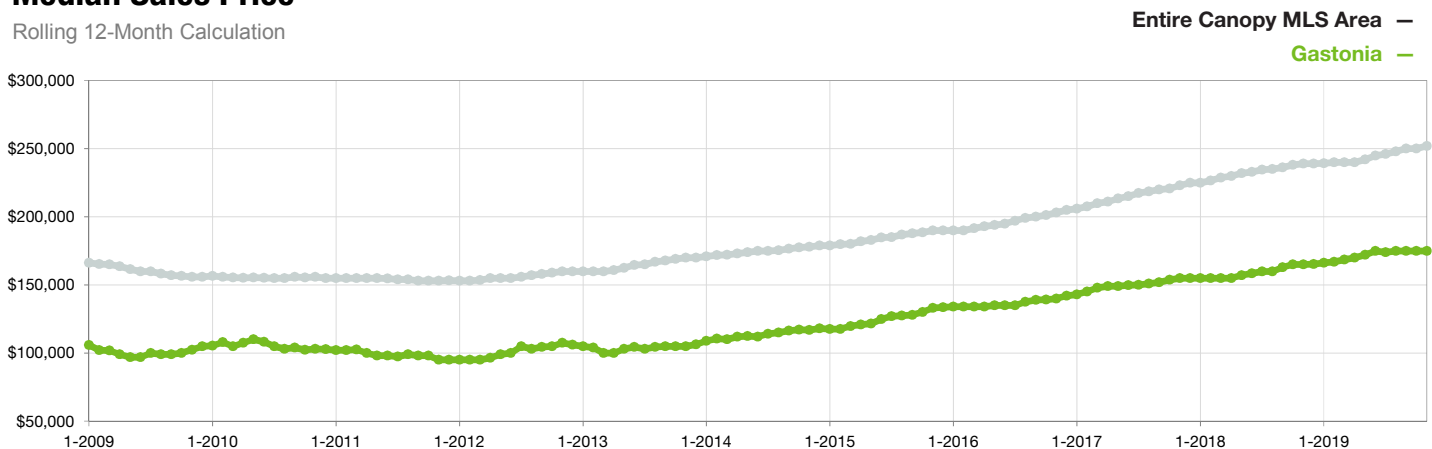
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### November



### Median Sales Price

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# Local Market Update for November 2019

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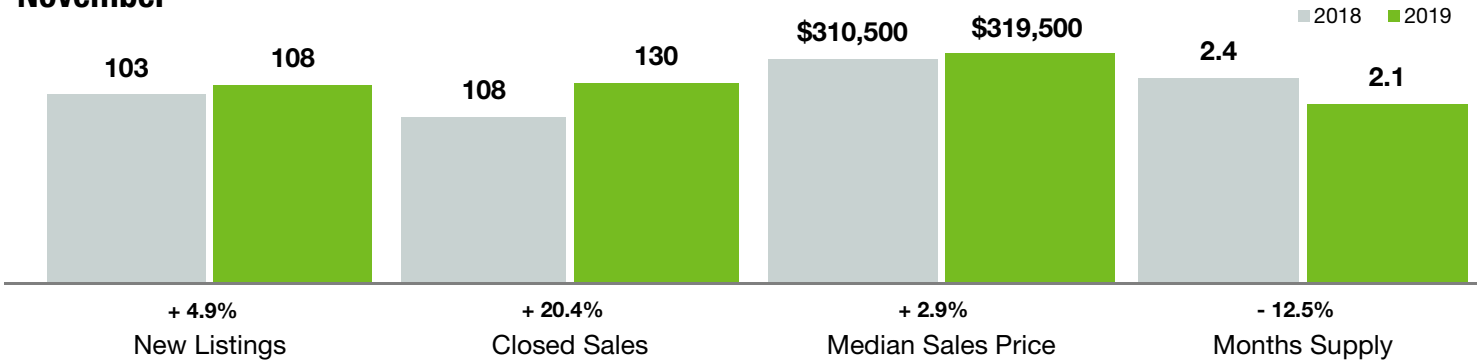
## Huntersville

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	103	108	+ 4.9%	1,977	2,018	+ 2.1%
Pending Sales	78	123	+ 57.7%	1,554	1,633	+ 5.1%
Closed Sales	108	130	+ 20.4%	1,568	1,557	- 0.7%
Median Sales Price*	\$310,500	\$319,500	+ 2.9%	\$315,000	\$319,505	+ 1.4%
Average Sales Price*	\$330,101	\$361,606	+ 9.5%	\$339,450	\$340,574	+ 0.3%
Percent of Original List Price Received*	97.0%	96.4%	- 0.6%	97.3%	96.6%	- 0.7%
List to Close	89	85	- 4.5%	94	91	- 3.2%
Days on Market Until Sale	36	43	+ 19.4%	44	45	+ 2.3%
Cumulative Days on Market Until Sale	45	46	+ 2.2%	52	54	+ 3.8%
Average List Price	\$386,021	\$393,829	+ 2.0%	\$355,242	\$372,052	+ 4.7%
Inventory of Homes for Sale	323	296	- 8.4%	--	--	--
Months Supply of Inventory	2.4	2.1	- 12.5%	--	--	--

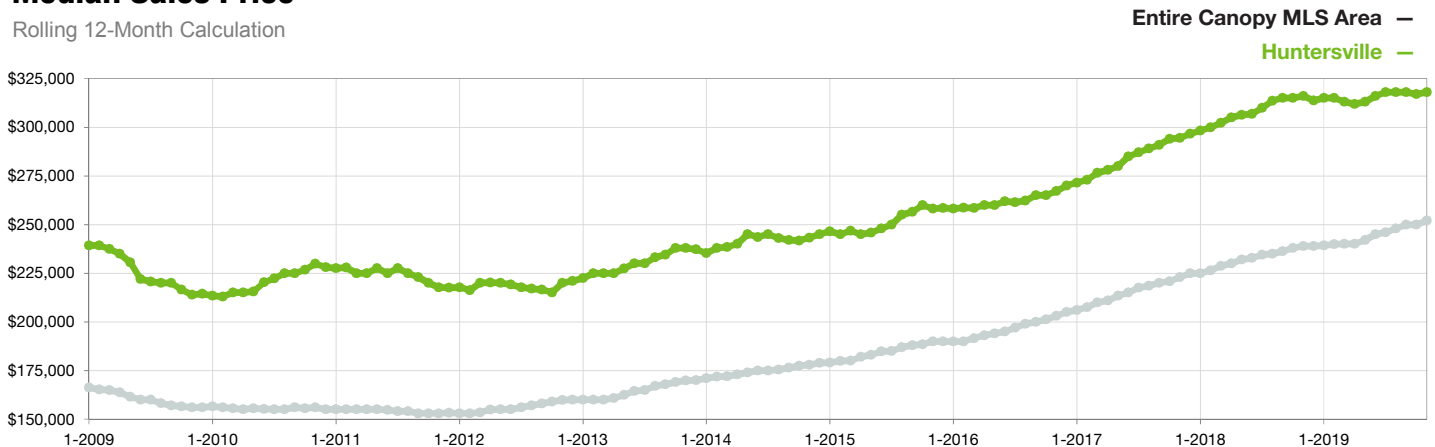
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### November



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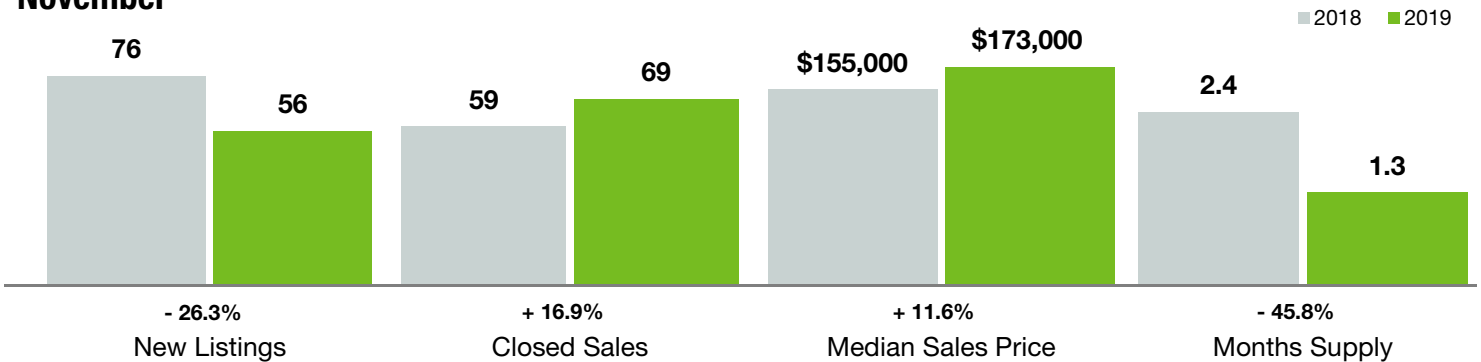
## Kannapolis

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	76	56	- 26.3%	906	929	+ 2.5%
Pending Sales	55	76	+ 38.2%	747	841	+ 12.6%
Closed Sales	59	69	+ 16.9%	740	781	+ 5.5%
Median Sales Price*	\$155,000	\$173,000	+ 11.6%	\$151,900	\$160,500	+ 5.7%
Average Sales Price*	\$168,892	\$176,102	+ 4.3%	\$164,313	\$175,076	+ 6.6%
Percent of Original List Price Received*	95.8%	96.4%	+ 0.6%	95.9%	96.4%	+ 0.5%
List to Close	81	77	- 4.9%	81	77	- 4.9%
Days on Market Until Sale	35	31	- 11.4%	36	35	- 2.8%
Cumulative Days on Market Until Sale	41	32	- 22.0%	43	41	- 4.7%
Average List Price	\$192,805	\$226,334	+ 17.4%	\$178,219	\$187,342	+ 5.1%
Inventory of Homes for Sale	157	95	- 39.5%	--	--	--
Months Supply of Inventory	2.4	1.3	- 45.8%	--	--	--

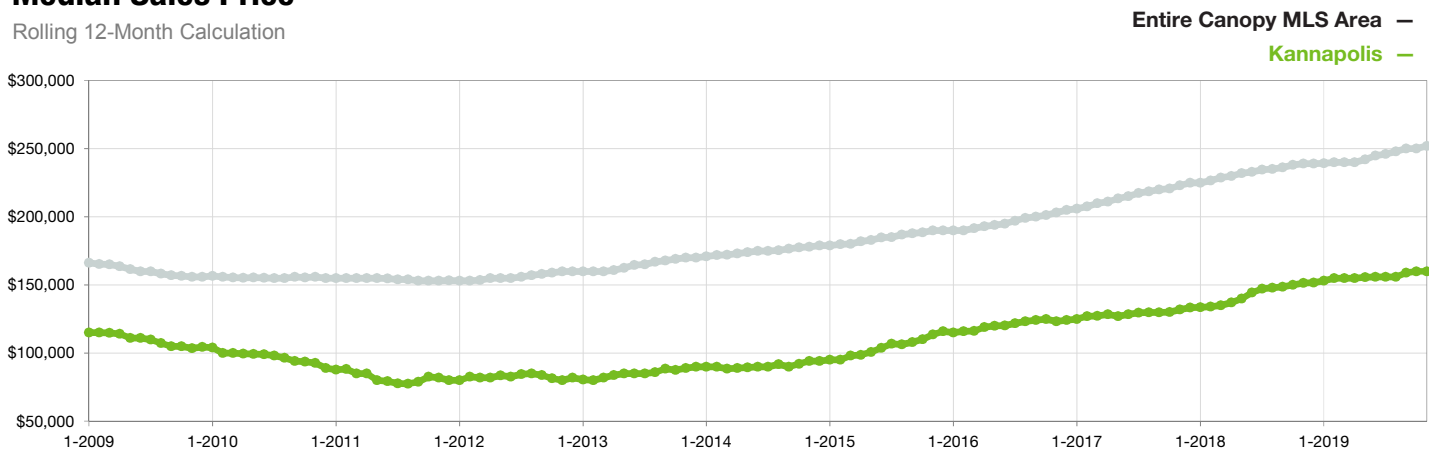
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### November



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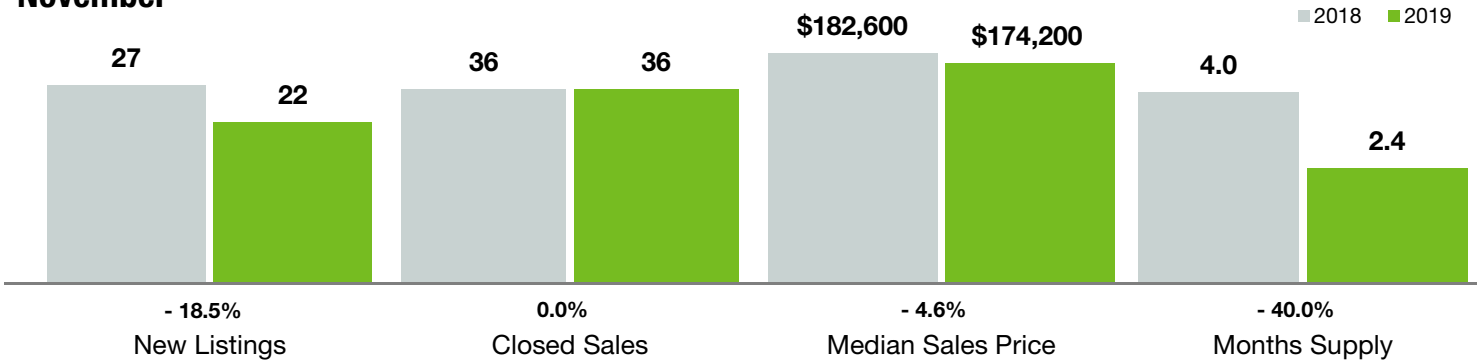
## Lincolnton

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	27	22	- 18.5%	502	451	- 10.2%
Pending Sales	33	23	- 30.3%	384	363	- 5.5%
Closed Sales	36	36	0.0%	390	358	- 8.2%
Median Sales Price*	\$182,600	\$174,200	- 4.6%	\$167,000	\$184,000	+ 10.2%
Average Sales Price*	\$185,643	\$180,900	- 2.6%	\$188,057	\$200,283	+ 6.5%
Percent of Original List Price Received*	92.6%	95.3%	+ 2.9%	94.6%	95.9%	+ 1.4%
List to Close	107	95	- 11.2%	114	93	- 18.4%
Days on Market Until Sale	53	39	- 26.4%	56	47	- 16.1%
Cumulative Days on Market Until Sale	58	41	- 29.3%	62	55	- 11.3%
Average List Price	\$231,059	\$242,150	+ 4.8%	\$211,026	\$227,293	+ 7.7%
Inventory of Homes for Sale	134	77	- 42.5%	--	--	--
Months Supply of Inventory	4.0	2.4	- 40.0%	--	--	--

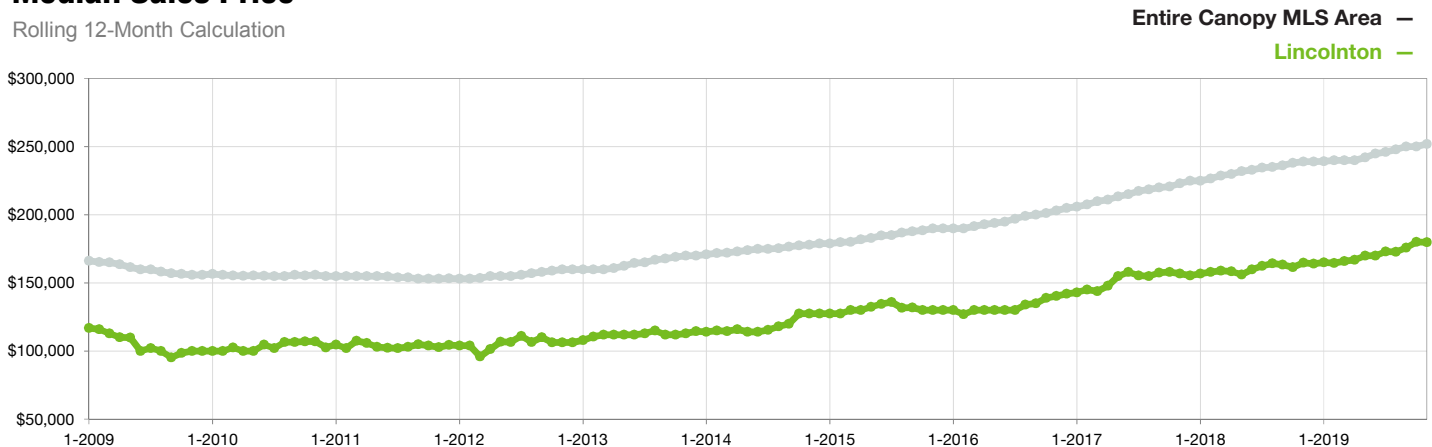
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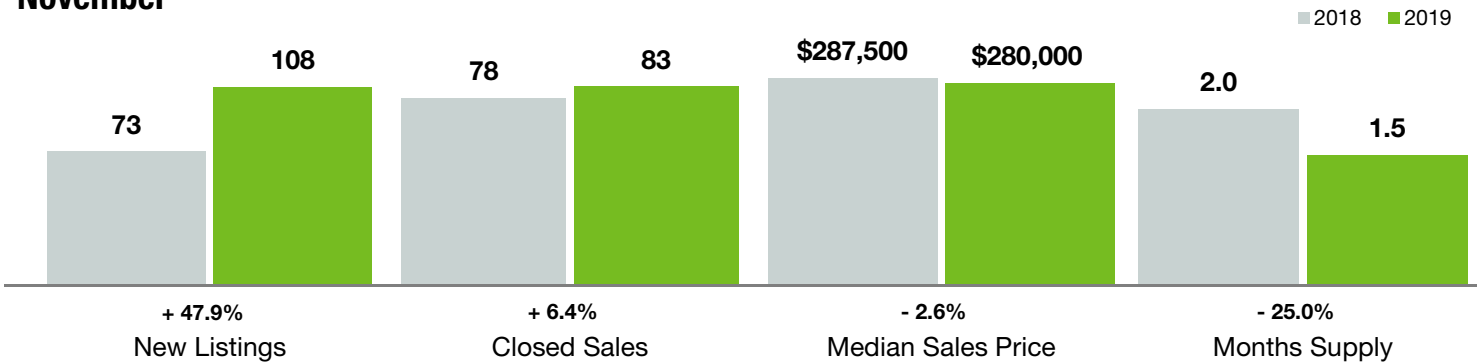
## Matthews

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	73	108	+ 47.9%	1,307	1,441	+ 10.3%
Pending Sales	55	99	+ 80.0%	1,056	1,187	+ 12.4%
Closed Sales	78	83	+ 6.4%	1,043	1,118	+ 7.2%
Median Sales Price*	\$287,500	\$280,000	- 2.6%	\$294,000	\$310,000	+ 5.4%
Average Sales Price*	\$308,652	\$307,788	- 0.3%	\$324,410	\$354,926	+ 9.4%
Percent of Original List Price Received*	96.9%	95.9%	- 1.0%	97.6%	97.4%	- 0.2%
List to Close	74	70	- 5.4%	77	77	0.0%
Days on Market Until Sale	37	27	- 27.0%	33	32	- 3.0%
Cumulative Days on Market Until Sale	57	34	- 40.4%	43	39	- 9.3%
Average List Price	\$337,356	\$365,045	+ 8.2%	\$346,579	\$379,463	+ 9.5%
Inventory of Homes for Sale	189	156	- 17.5%	--	--	--
Months Supply of Inventory	2.0	1.5	- 25.0%	--	--	--

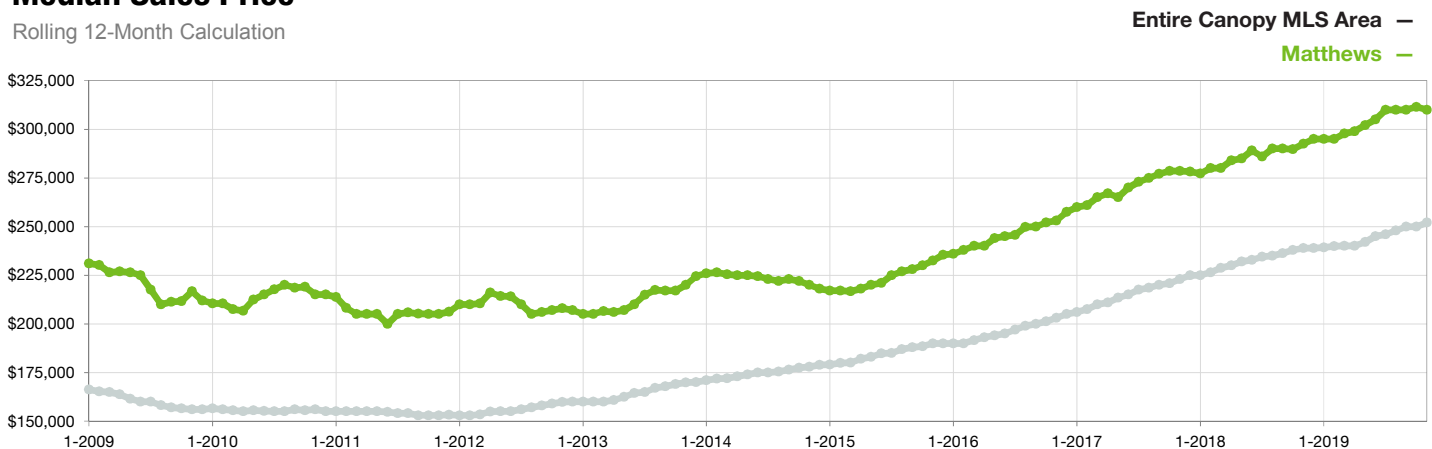
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### November



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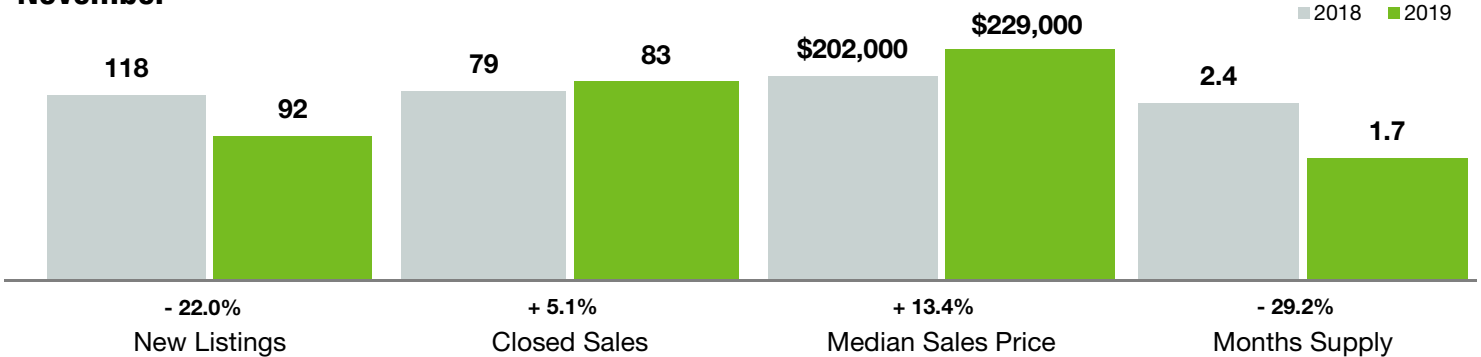
## Monroe

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	118	92	- 22.0%	1,213	1,367	+ 12.7%
Pending Sales	83	83	0.0%	976	1,177	+ 20.6%
Closed Sales	79	83	+ 5.1%	954	1,100	+ 15.3%
Median Sales Price*	\$202,000	\$229,000	+ 13.4%	\$203,750	\$225,750	+ 10.8%
Average Sales Price*	\$230,676	\$261,479	+ 13.4%	\$223,193	\$241,428	+ 8.2%
Percent of Original List Price Received*	97.1%	97.3%	+ 0.2%	97.0%	97.0%	0.0%
List to Close	75	86	+ 14.7%	79	83	+ 5.1%
Days on Market Until Sale	29	37	+ 27.6%	33	36	+ 9.1%
Cumulative Days on Market Until Sale	30	43	+ 43.3%	38	42	+ 10.5%
Average List Price	\$260,075	\$247,805	- 4.7%	\$241,610	\$257,044	+ 6.4%
Inventory of Homes for Sale	211	172	- 18.5%	--	--	--
Months Supply of Inventory	2.4	1.7	- 29.2%	--	--	--

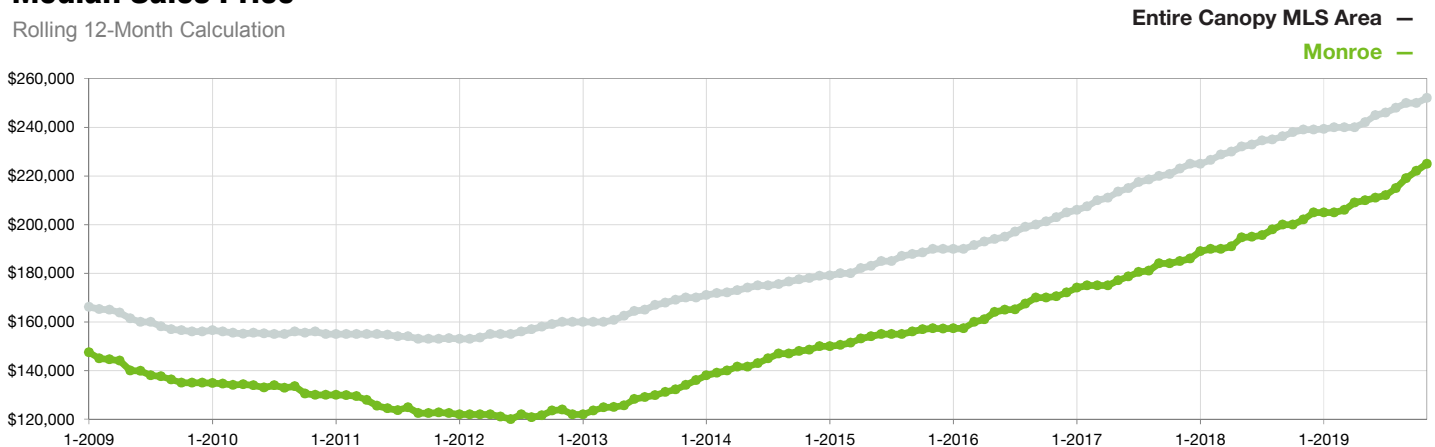
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### November



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for November 2019

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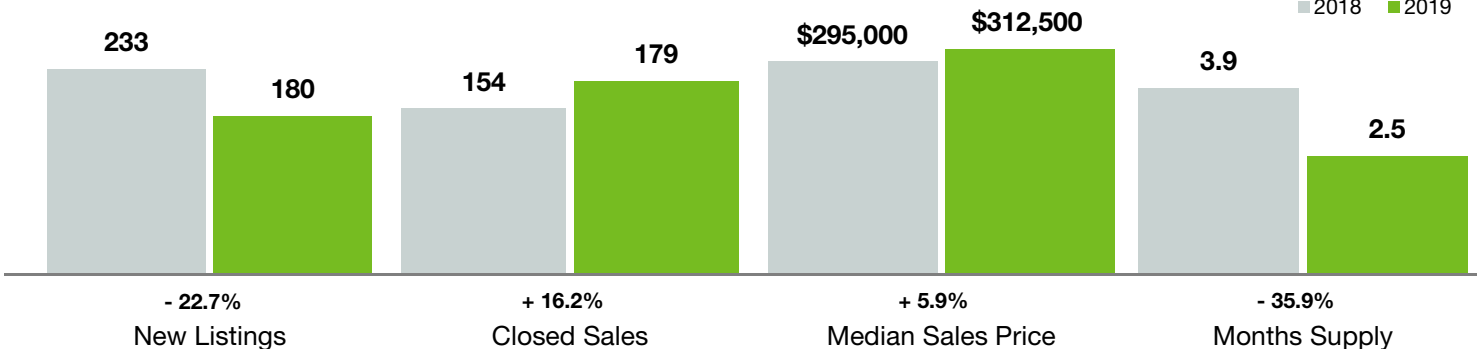
## Mooreville

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	233	180	- 22.7%	2,630	2,567	- 2.4%
Pending Sales	130	174	+ 33.8%	1,907	2,146	+ 12.5%
Closed Sales	154	179	+ 16.2%	1,875	2,052	+ 9.4%
Median Sales Price*	\$295,000	\$312,500	+ 5.9%	\$299,494	\$301,000	+ 0.5%
Average Sales Price*	\$397,190	\$420,604	+ 5.9%	\$391,579	\$392,168	+ 0.2%
Percent of Original List Price Received*	95.2%	95.8%	+ 0.6%	96.0%	96.1%	+ 0.1%
List to Close	113	109	- 3.5%	113	114	+ 0.9%
Days on Market Until Sale	63	57	- 9.5%	62	62	0.0%
Cumulative Days on Market Until Sale	78	71	- 9.0%	76	79	+ 3.9%
Average List Price	\$453,125	\$448,902	- 0.9%	\$431,078	\$439,410	+ 1.9%
Inventory of Homes for Sale	656	462	- 29.6%	--	--	--
Months Supply of Inventory	3.9	2.5	- 35.9%	--	--	--

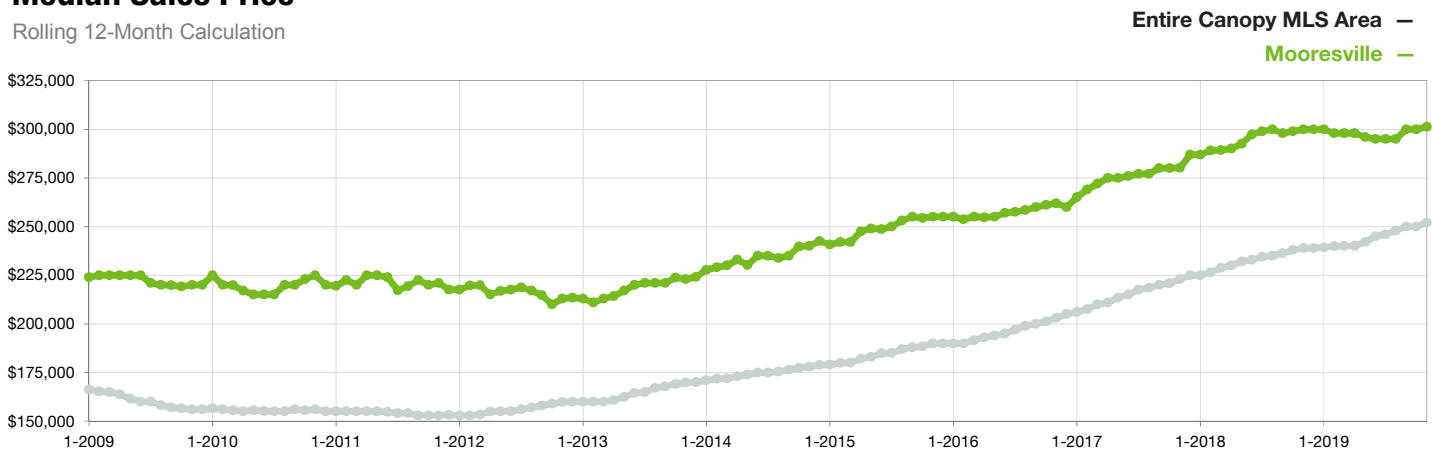
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### November



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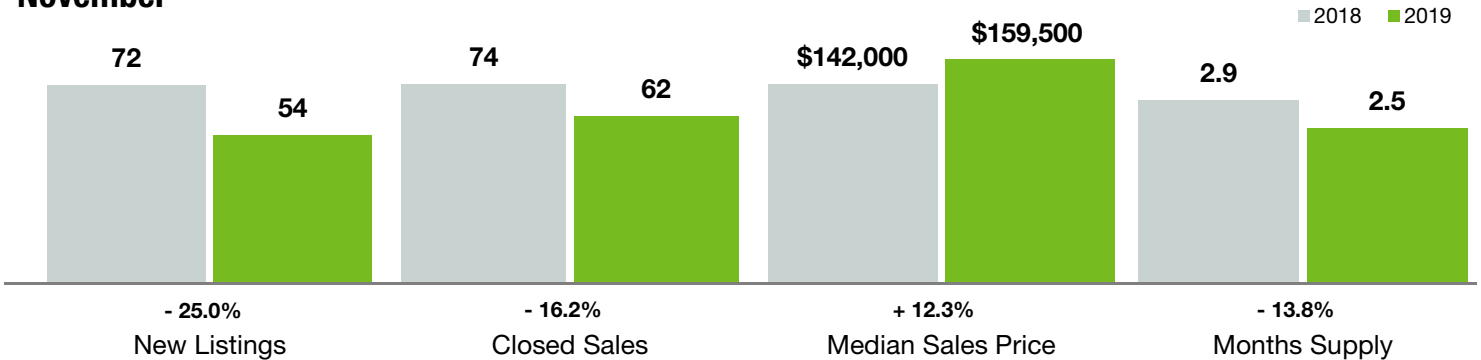
## Salisbury

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	72	54	- 25.0%	1,018	1,066	+ 4.7%
Pending Sales	61	73	+ 19.7%	864	890	+ 3.0%
Closed Sales	74	62	- 16.2%	855	843	- 1.4%
Median Sales Price*	\$142,000	\$159,500	+ 12.3%	\$149,000	\$160,000	+ 7.4%
Average Sales Price*	\$170,446	\$176,175	+ 3.4%	\$163,630	\$177,652	+ 8.6%
Percent of Original List Price Received*	90.2%	93.6%	+ 3.8%	94.5%	95.0%	+ 0.5%
List to Close	112	124	+ 10.7%	110	102	- 7.3%
Days on Market Until Sale	61	68	+ 11.5%	61	53	- 13.1%
Cumulative Days on Market Until Sale	71	70	- 1.4%	71	60	- 15.5%
Average List Price	\$204,973	\$183,502	- 10.5%	\$186,679	\$199,141	+ 6.7%
Inventory of Homes for Sale	226	195	- 13.7%	--	--	--
Months Supply of Inventory	2.9	2.5	- 13.8%	--	--	--

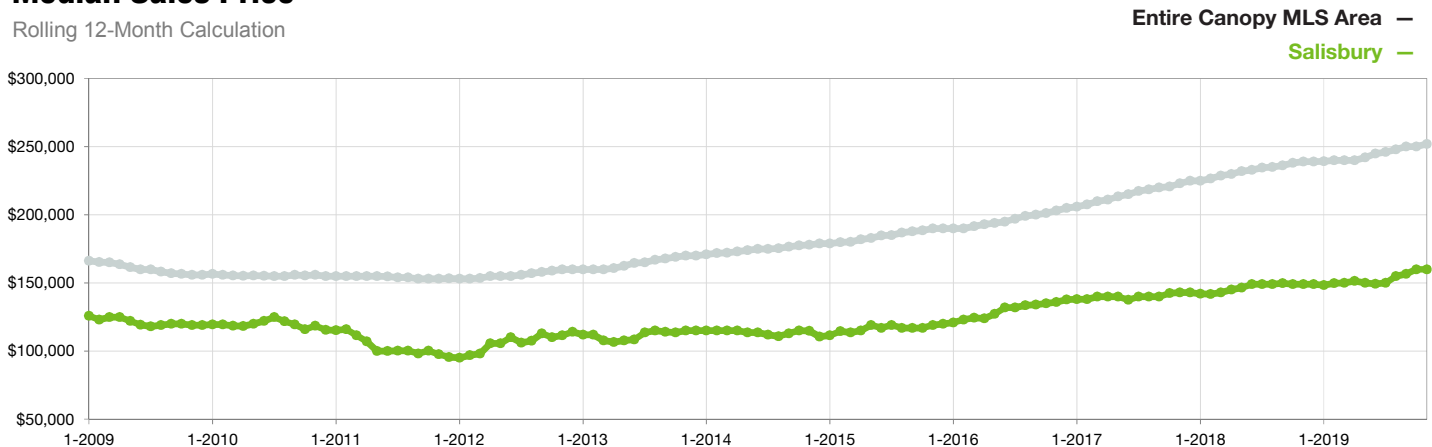
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### November



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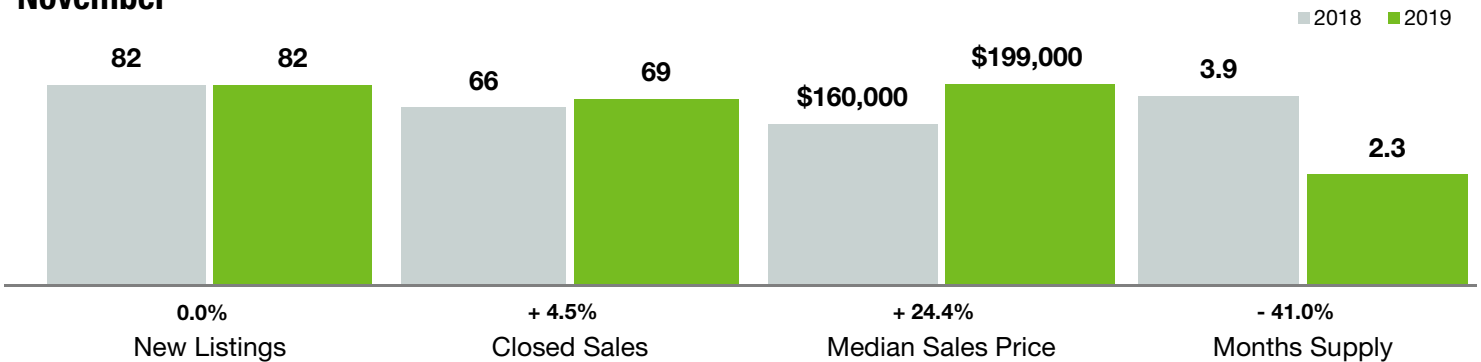
## Statesville

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	82	82	0.0%	1,137	1,096	- 3.6%
Pending Sales	59	86	+ 45.8%	867	973	+ 12.2%
Closed Sales	66	69	+ 4.5%	840	907	+ 8.0%
Median Sales Price*	\$160,000	\$199,000	+ 24.4%	\$165,000	\$185,000	+ 12.1%
Average Sales Price*	\$177,122	\$205,634	+ 16.1%	\$181,428	\$197,877	+ 9.1%
Percent of Original List Price Received*	96.2%	95.6%	- 0.6%	95.4%	95.0%	- 0.4%
List to Close	102	78	- 23.5%	109	106	- 2.8%
Days on Market Until Sale	57	35	- 38.6%	60	55	- 8.3%
Cumulative Days on Market Until Sale	65	49	- 24.6%	72	65	- 9.7%
Average List Price	\$179,012	\$260,489	+ 45.5%	\$209,761	\$229,623	+ 9.5%
Inventory of Homes for Sale	299	195	- 34.8%	--	--	--
Months Supply of Inventory	3.9	2.3	- 41.0%	--	--	--

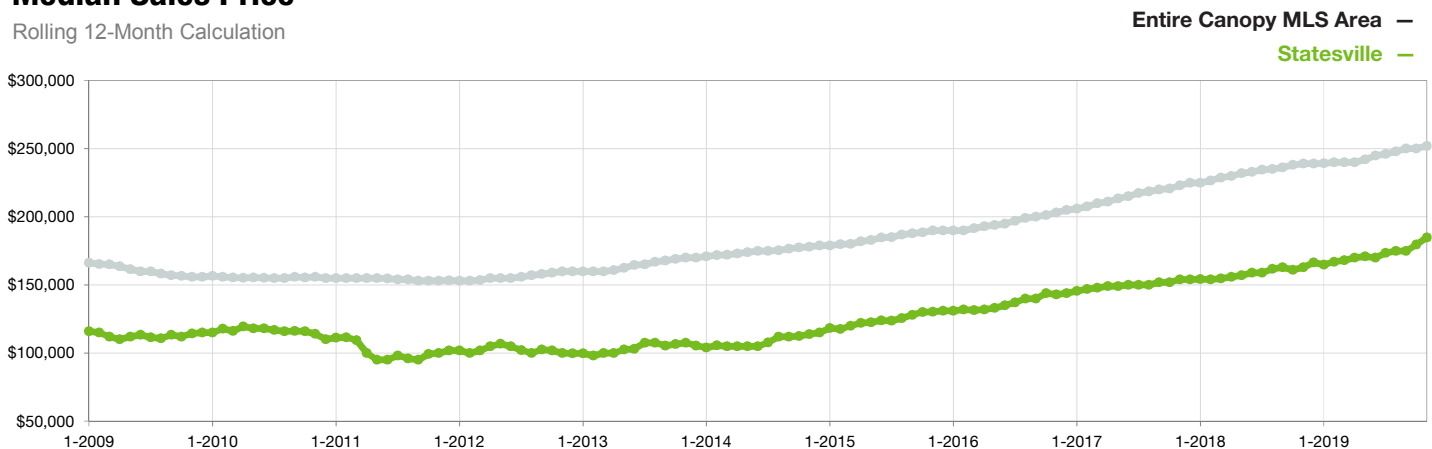
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### November



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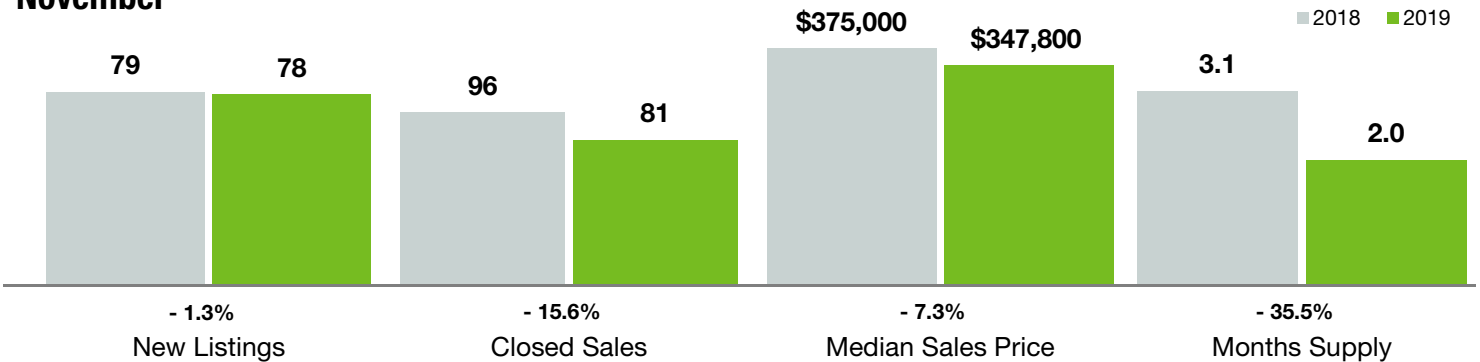
## Waxhaw

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	79	78	- 1.3%	1,583	1,522	- 3.9%
Pending Sales	76	77	+ 1.3%	1,203	1,301	+ 8.1%
Closed Sales	96	81	- 15.6%	1,198	1,232	+ 2.8%
Median Sales Price*	\$375,000	\$347,800	- 7.3%	\$395,000	\$382,000	- 3.3%
Average Sales Price*	\$458,592	\$431,081	- 6.0%	\$454,911	\$450,571	- 1.0%
Percent of Original List Price Received*	95.9%	95.6%	- 0.3%	96.6%	96.6%	0.0%
List to Close	133	122	- 8.3%	111	107	- 3.6%
Days on Market Until Sale	73	69	- 5.5%	57	57	0.0%
Cumulative Days on Market Until Sale	94	87	- 7.4%	73	68	- 6.8%
Average List Price	\$461,414	\$493,006	+ 6.8%	\$503,979	\$502,034	- 0.4%
Inventory of Homes for Sale	329	227	- 31.0%	--	--	--
Months Supply of Inventory	3.1	2.0	- 35.5%	--	--	--

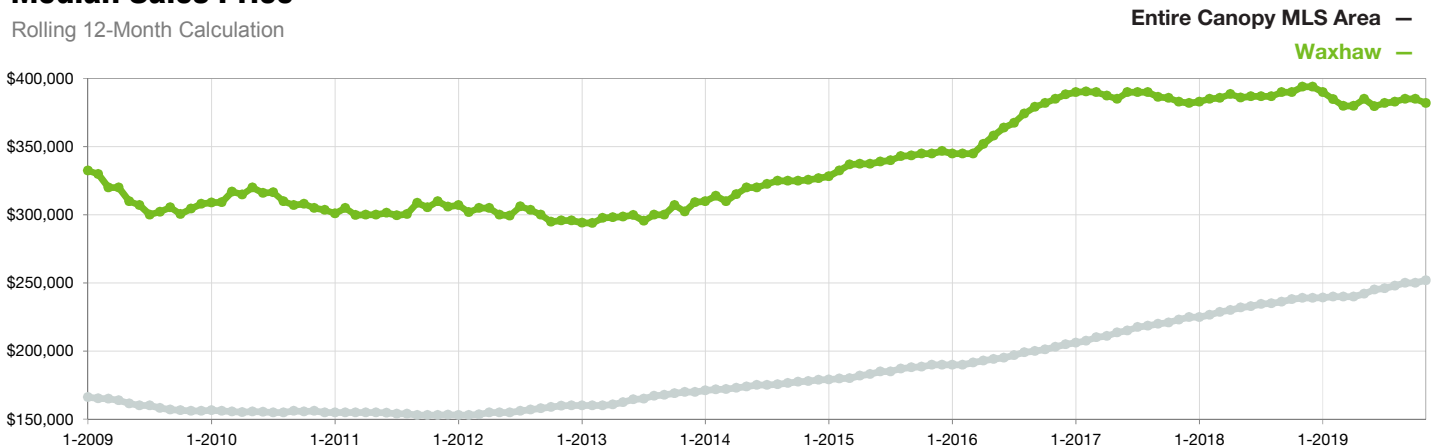
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### November



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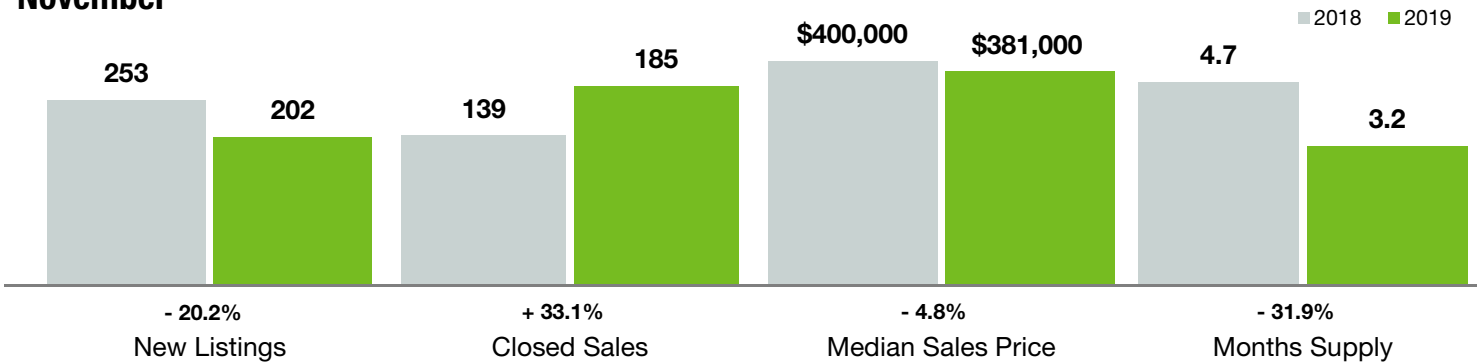
## Lake Norman

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	253	202	- 20.2%	3,230	3,049	- 5.6%
Pending Sales	163	165	+ 1.2%	2,208	2,387	+ 8.1%
Closed Sales	139	185	+ 33.1%	2,157	2,301	+ 6.7%
Median Sales Price*	\$400,000	\$381,000	- 4.8%	\$385,000	\$380,000	- 1.3%
Average Sales Price*	\$556,987	\$547,166	- 1.8%	\$504,047	\$501,293	- 0.5%
Percent of Original List Price Received*	94.4%	94.4%	0.0%	95.8%	95.3%	- 0.5%
List to Close	128	130	+ 1.6%	126	123	- 2.4%
Days on Market Until Sale	76	73	- 3.9%	73	70	- 4.1%
Cumulative Days on Market Until Sale	94	91	- 3.2%	92	92	0.0%
Average List Price	\$533,611	\$626,943	+ 17.5%	\$561,715	\$580,177	+ 3.3%
Inventory of Homes for Sale	916	668	- 27.1%	--	--	--
Months Supply of Inventory	4.7	3.2	- 31.9%	--	--	--

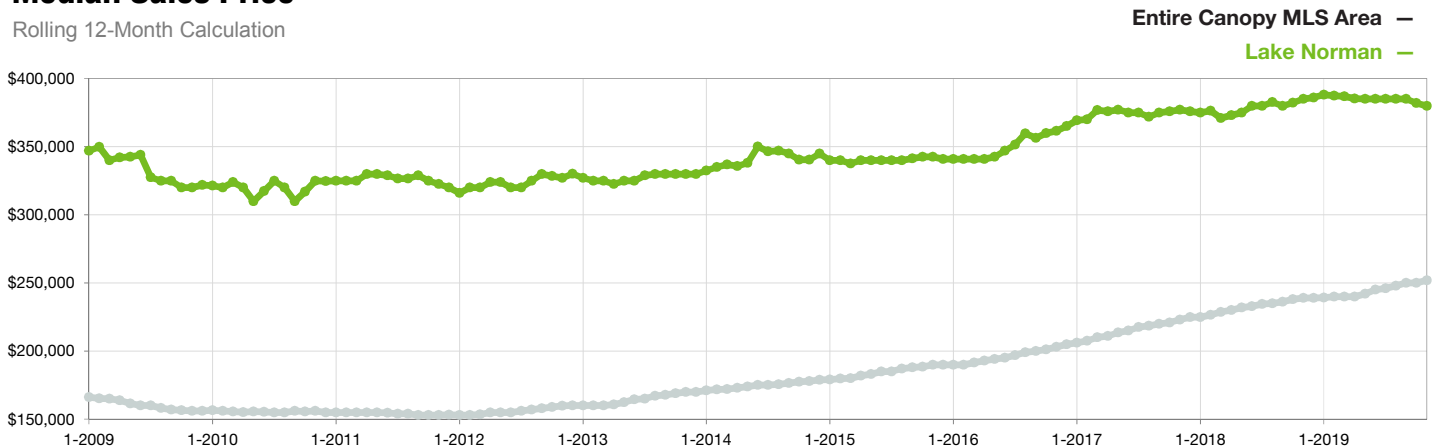
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### November



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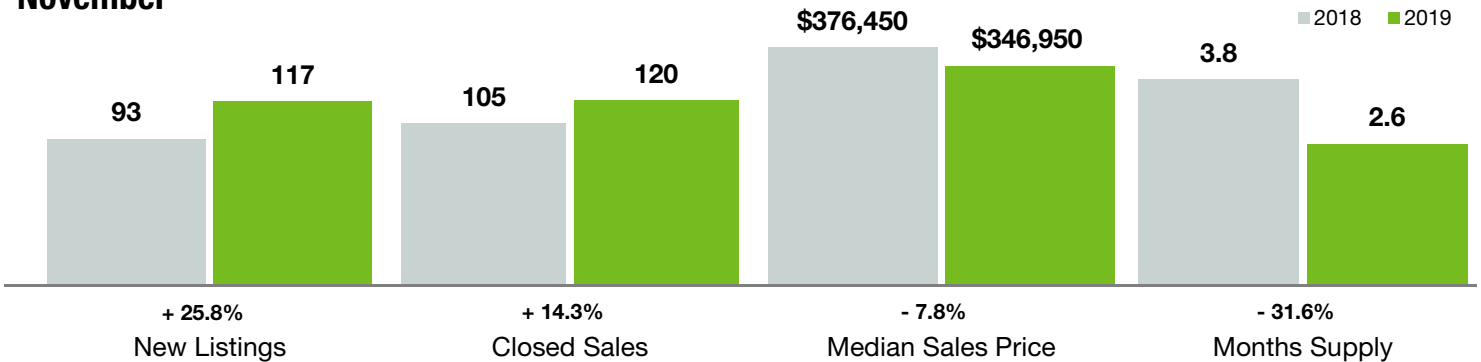
## Lake Wylie

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	93	117	+ 25.8%	1,578	1,761	+ 11.6%
Pending Sales	79	112	+ 41.8%	1,151	1,458	+ 26.7%
Closed Sales	105	120	+ 14.3%	1,146	1,367	+ 19.3%
Median Sales Price*	\$376,450	\$346,950	- 7.8%	\$351,250	\$349,225	- 0.6%
Average Sales Price*	\$419,637	\$404,344	- 3.6%	\$396,922	\$402,154	+ 1.3%
Percent of Original List Price Received*	94.9%	95.0%	+ 0.1%	96.8%	96.4%	- 0.4%
List to Close	142	109	- 23.2%	124	116	- 6.5%
Days on Market Until Sale	81	54	- 33.3%	66	61	- 7.6%
Cumulative Days on Market Until Sale	95	70	- 26.3%	79	73	- 7.6%
Average List Price	\$431,056	\$457,458	+ 6.1%	\$453,059	\$438,571	- 3.2%
Inventory of Homes for Sale	387	328	- 15.2%	--	--	--
Months Supply of Inventory	3.8	2.6	- 31.6%	--	--	--

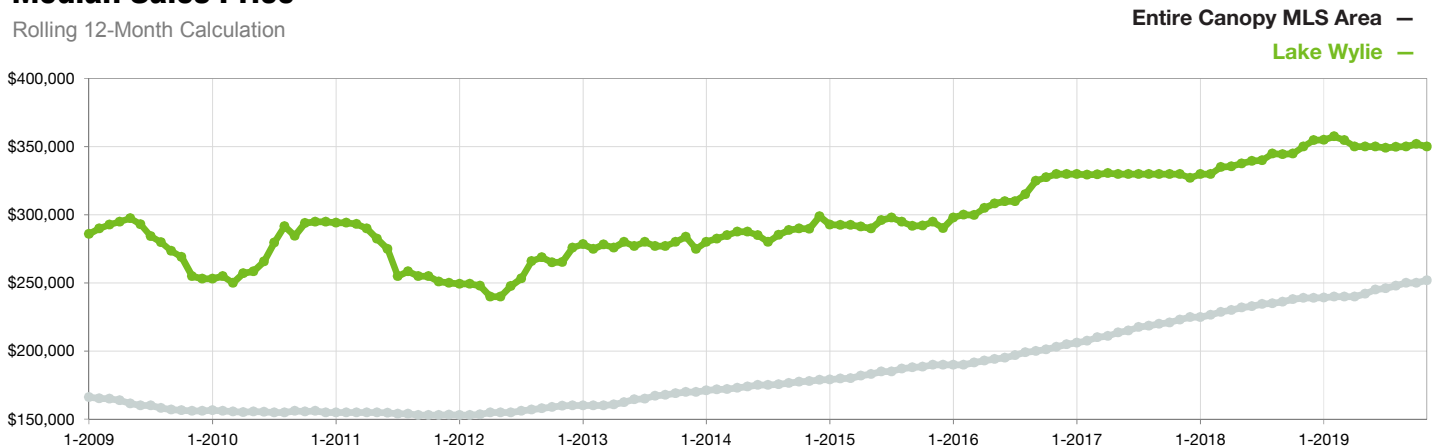
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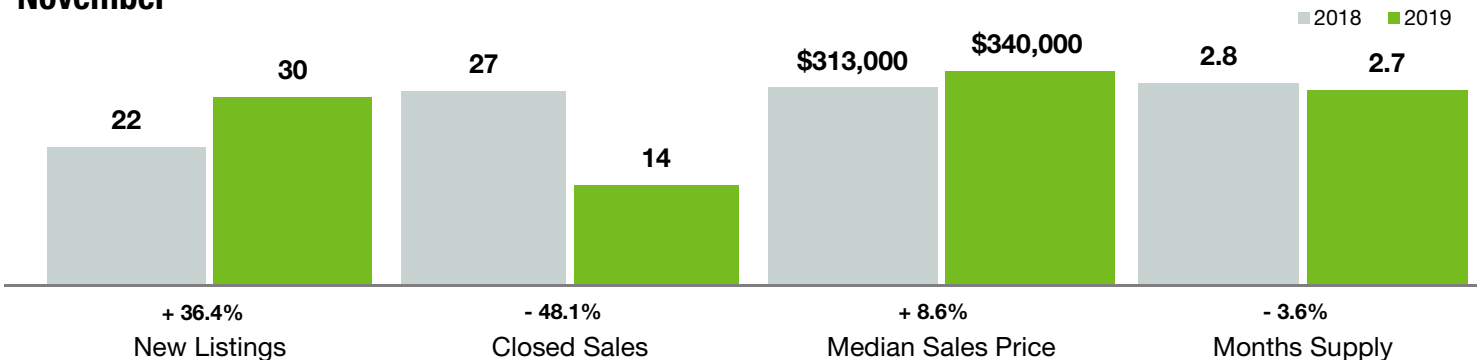
## Uptown Charlotte

North Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	22	30	+ 36.4%	450	429	- 4.7%
Pending Sales	16	34	+ 112.5%	342	344	+ 0.6%
Closed Sales	27	14	- 48.1%	345	313	- 9.3%
Median Sales Price*	\$313,000	\$340,000	+ 8.6%	\$280,000	\$297,000	+ 6.1%
Average Sales Price*	\$341,507	\$360,050	+ 5.4%	\$325,145	\$366,211	+ 12.6%
Percent of Original List Price Received*	96.7%	98.1%	+ 1.4%	96.6%	96.9%	+ 0.3%
List to Close	110	89	- 19.1%	103	95	- 7.8%
Days on Market Until Sale	61	51	- 16.4%	48	48	0.0%
Cumulative Days on Market Until Sale	92	51	- 44.6%	64	58	- 9.4%
Average List Price	\$367,041	\$338,813	- 7.7%	\$349,811	\$387,071	+ 10.7%
Inventory of Homes for Sale	83	80	- 3.6%	--	--	--
Months Supply of Inventory	2.8	2.7	- 3.6%	--	--	--

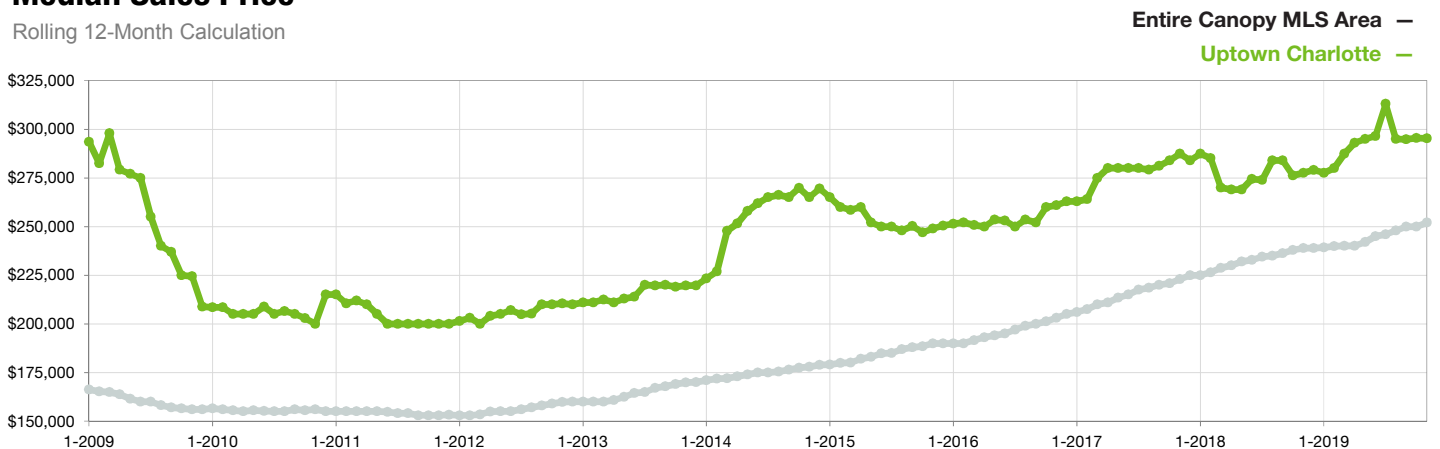
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### November



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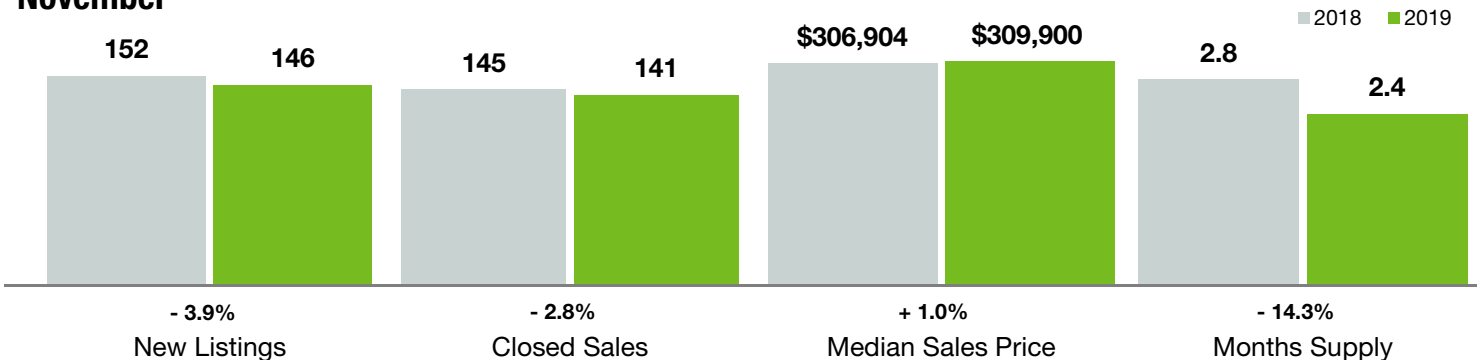
## Lancaster County

South Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	152	146	- 3.9%	2,103	2,193	+ 4.3%
Pending Sales	129	141	+ 9.3%	1,740	1,876	+ 7.8%
Closed Sales	145	141	- 2.8%	1,706	1,779	+ 4.3%
Median Sales Price*	\$306,904	\$309,900	+ 1.0%	\$279,277	\$297,999	+ 6.7%
Average Sales Price*	\$315,511	\$300,518	- 4.8%	\$285,657	\$293,740	+ 2.8%
Percent of Original List Price Received*	96.4%	97.9%	+ 1.6%	97.0%	97.2%	+ 0.2%
List to Close	117	98	- 16.2%	110	106	- 3.6%
Days on Market Until Sale	59	44	- 25.4%	56	49	- 12.5%
Cumulative Days on Market Until Sale	73	53	- 27.4%	70	57	- 18.6%
Average List Price	\$295,316	\$304,850	+ 3.2%	\$304,582	\$316,810	+ 4.0%
Inventory of Homes for Sale	437	389	- 11.0%	--	--	--
Months Supply of Inventory	2.8	2.4	- 14.3%	--	--	--

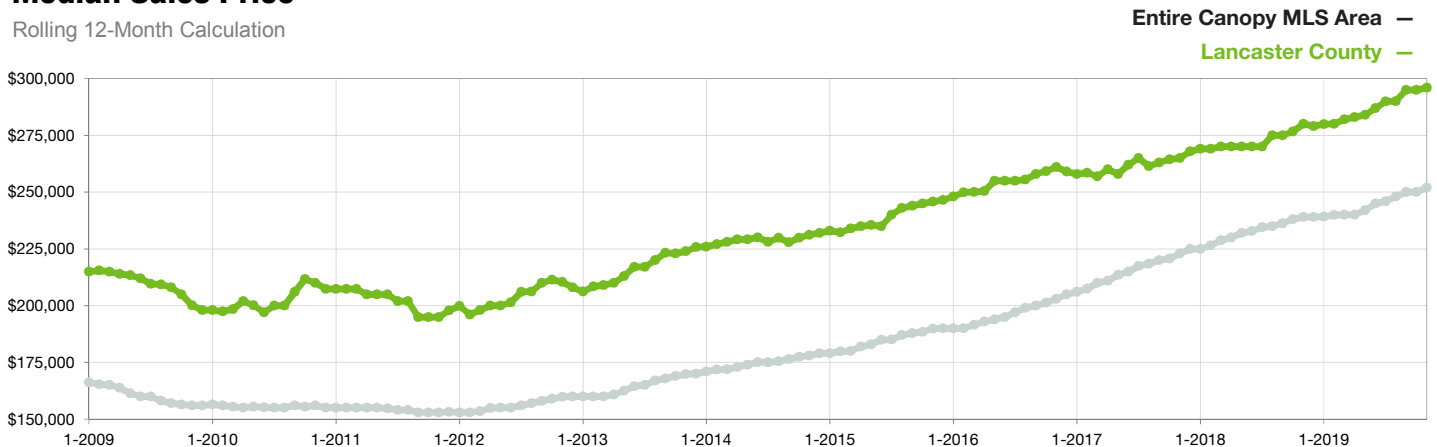
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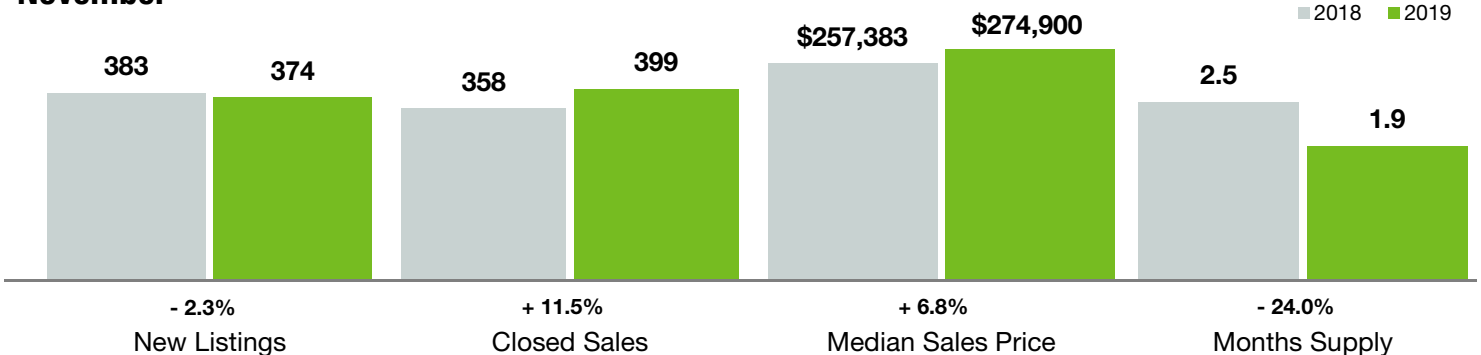
## York County

South Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	383	374	- 2.3%	5,817	6,175	+ 6.2%
Pending Sales	334	378	+ 13.2%	4,650	5,291	+ 13.8%
Closed Sales	358	399	+ 11.5%	4,584	5,063	+ 10.4%
Median Sales Price*	\$257,383	\$274,900	+ 6.8%	\$255,000	\$267,000	+ 4.7%
Average Sales Price*	\$290,821	\$300,870	+ 3.5%	\$281,243	\$294,849	+ 4.8%
Percent of Original List Price Received*	96.0%	96.7%	+ 0.7%	97.2%	97.2%	0.0%
List to Close	92	94	+ 2.2%	88	91	+ 3.4%
Days on Market Until Sale	47	43	- 8.5%	41	43	+ 4.9%
Cumulative Days on Market Until Sale	58	53	- 8.6%	50	52	+ 4.0%
Average List Price	\$307,333	\$325,542	+ 5.9%	\$304,468	\$313,326	+ 2.9%
Inventory of Homes for Sale	1,017	858	- 15.6%	--	--	--
Months Supply of Inventory	2.5	1.9	- 24.0%	--	--	--

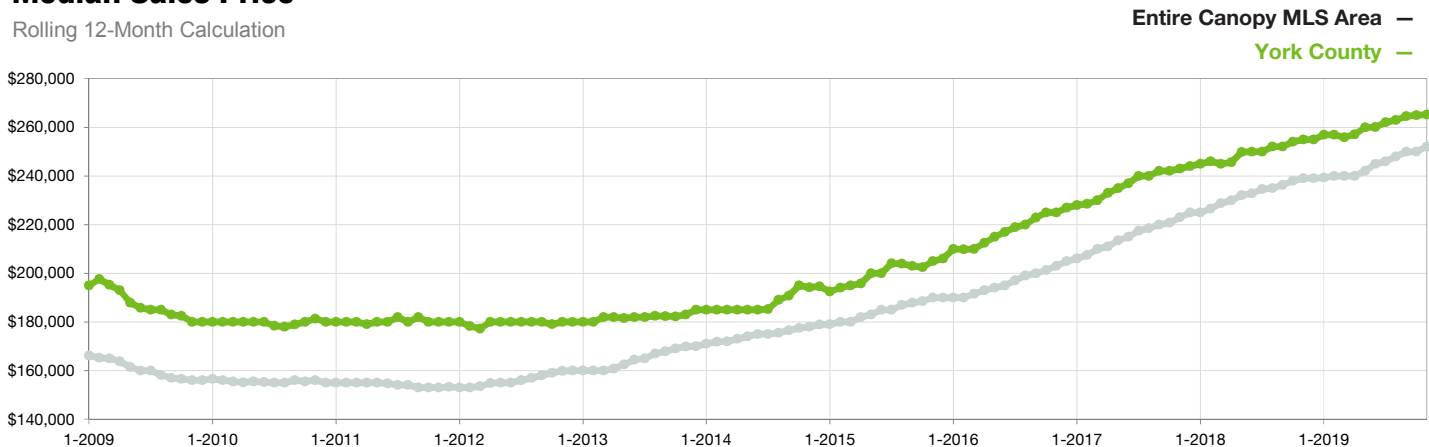
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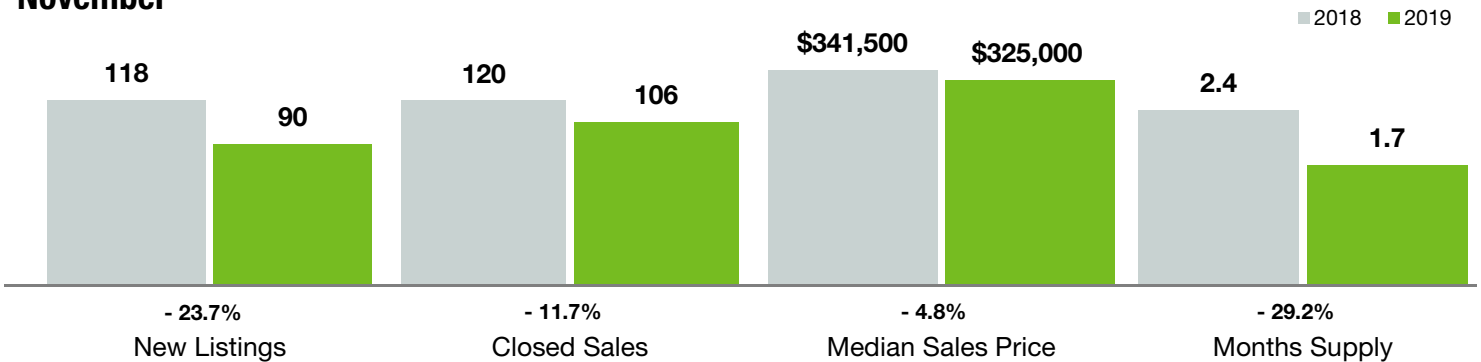
## Fort Mill

South Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	118	90	- 23.7%	1,859	1,925	+ 3.6%
Pending Sales	109	103	- 5.5%	1,503	1,660	+ 10.4%
Closed Sales	120	106	- 11.7%	1,482	1,607	+ 8.4%
Median Sales Price*	\$341,500	\$325,000	- 4.8%	\$323,250	\$312,500	- 3.3%
Average Sales Price*	\$363,146	\$369,712	+ 1.8%	\$343,516	\$350,970	+ 2.2%
Percent of Original List Price Received*	95.4%	97.1%	+ 1.8%	97.1%	97.6%	+ 0.5%
List to Close	103	94	- 8.7%	97	97	0.0%
Days on Market Until Sale	53	40	- 24.5%	48	46	- 4.2%
Cumulative Days on Market Until Sale	62	51	- 17.7%	58	57	- 1.7%
Average List Price	\$348,050	\$404,587	+ 16.2%	\$362,658	\$371,953	+ 2.6%
Inventory of Homes for Sale	323	243	- 24.8%	--	--	--
Months Supply of Inventory	2.4	1.7	- 29.2%	--	--	--

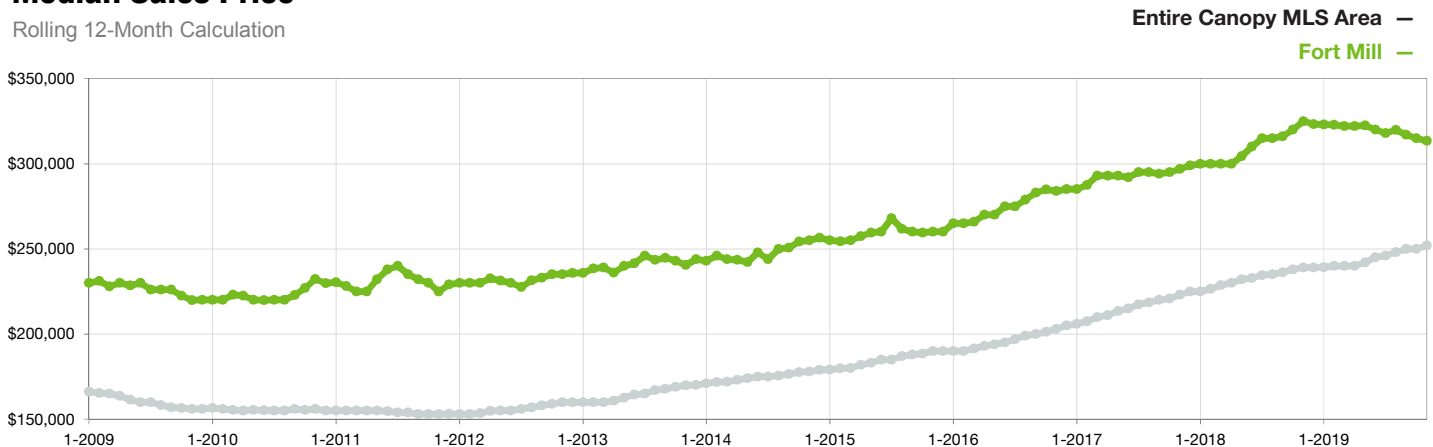
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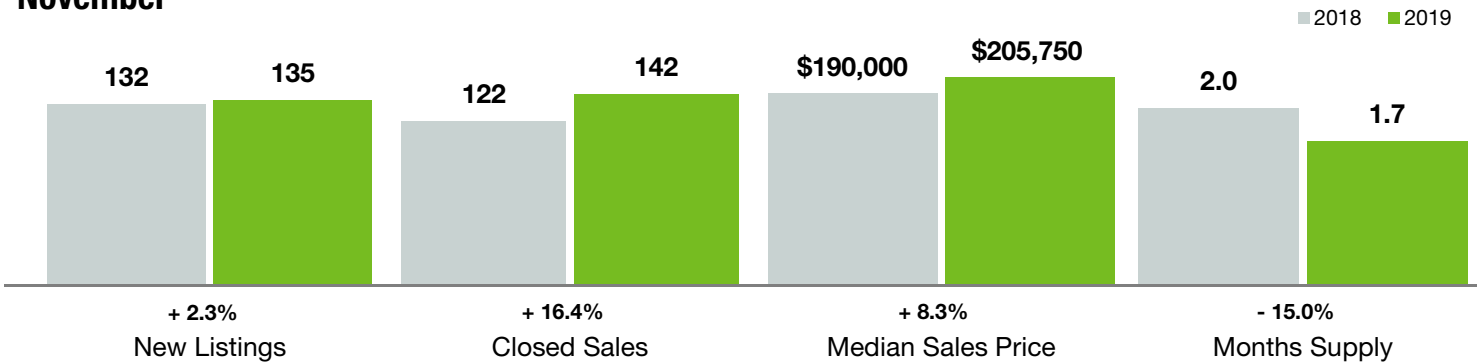
## Rock Hill

South Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	132	135	+ 2.3%	2,018	2,075	+ 2.8%
Pending Sales	112	159	+ 42.0%	1,666	1,813	+ 8.8%
Closed Sales	122	142	+ 16.4%	1,658	1,697	+ 2.4%
Median Sales Price*	\$190,000	\$205,750	+ 8.3%	\$195,639	\$210,000	+ 7.3%
Average Sales Price*	\$207,986	\$229,870	+ 10.5%	\$211,729	\$223,484	+ 5.6%
Percent of Original List Price Received*	97.3%	96.9%	- 0.4%	97.7%	97.3%	- 0.4%
List to Close	72	84	+ 16.7%	72	78	+ 8.3%
Days on Market Until Sale	30	37	+ 23.3%	28	32	+ 14.3%
Cumulative Days on Market Until Sale	36	44	+ 22.2%	33	37	+ 12.1%
Average List Price	\$250,437	\$225,571	- 9.9%	\$232,724	\$236,177	+ 1.5%
Inventory of Homes for Sale	302	265	- 12.3%	--	--	--
Months Supply of Inventory	2.0	1.7	- 15.0%	--	--	--

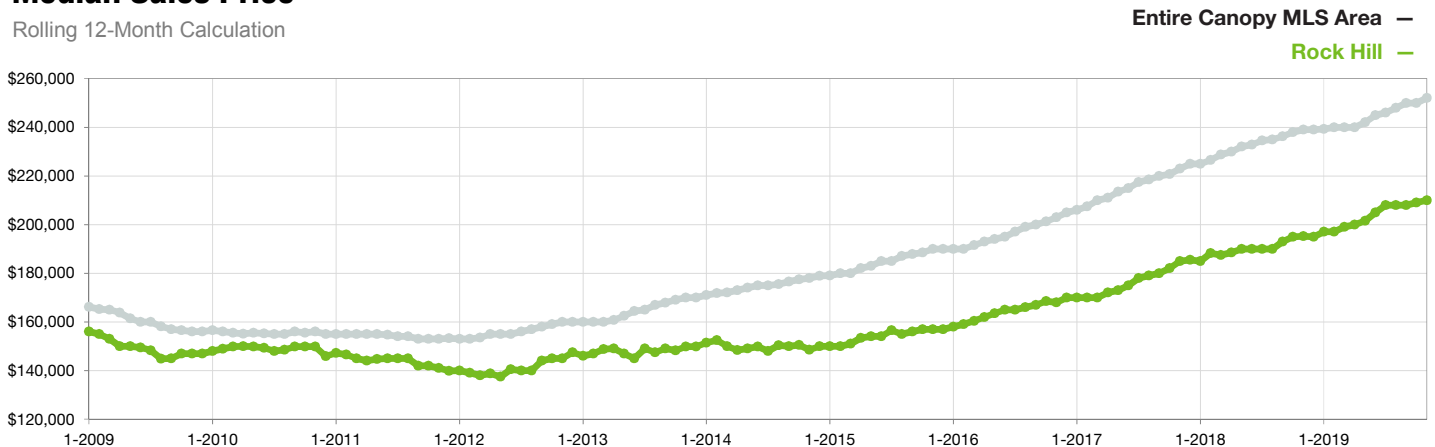
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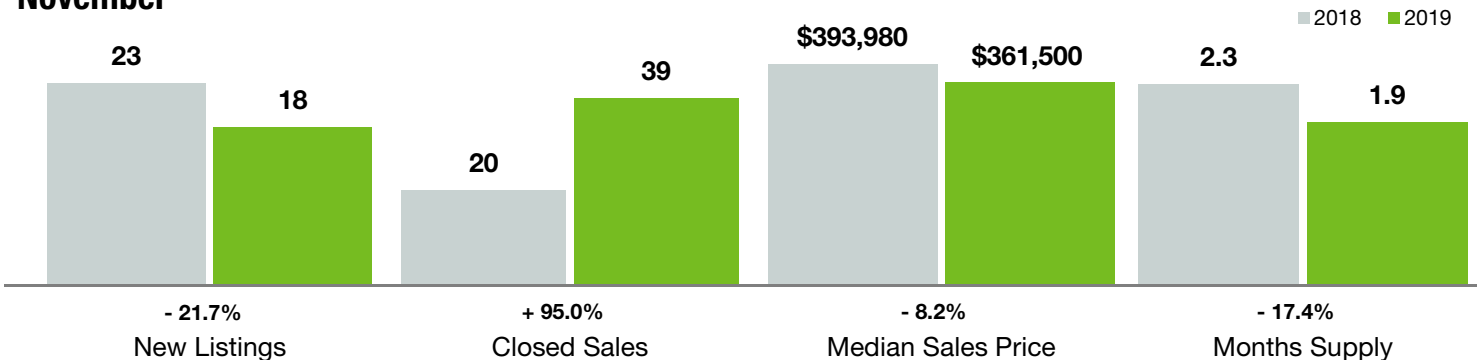
## Tega Cay

South Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	23	18	- 21.7%	410	442	+ 7.8%
Pending Sales	26	18	- 30.8%	318	370	+ 16.4%
Closed Sales	20	39	+ 95.0%	310	359	+ 15.8%
Median Sales Price*	\$393,980	\$361,500	- 8.2%	\$342,639	\$360,000	+ 5.1%
Average Sales Price*	\$389,404	\$362,968	- 6.8%	\$373,266	\$377,136	+ 1.0%
Percent of Original List Price Received*	95.1%	96.1%	+ 1.1%	96.1%	96.5%	+ 0.4%
List to Close	99	103	+ 4.0%	106	102	- 3.8%
Days on Market Until Sale	67	55	- 17.9%	60	57	- 5.0%
Cumulative Days on Market Until Sale	94	73	- 22.3%	75	72	- 4.0%
Average List Price	\$360,061	\$376,779	+ 4.6%	\$381,626	\$381,976	+ 0.1%
Inventory of Homes for Sale	64	60	- 6.3%	--	--	--
Months Supply of Inventory	2.3	1.9	- 17.4%	--	--	--

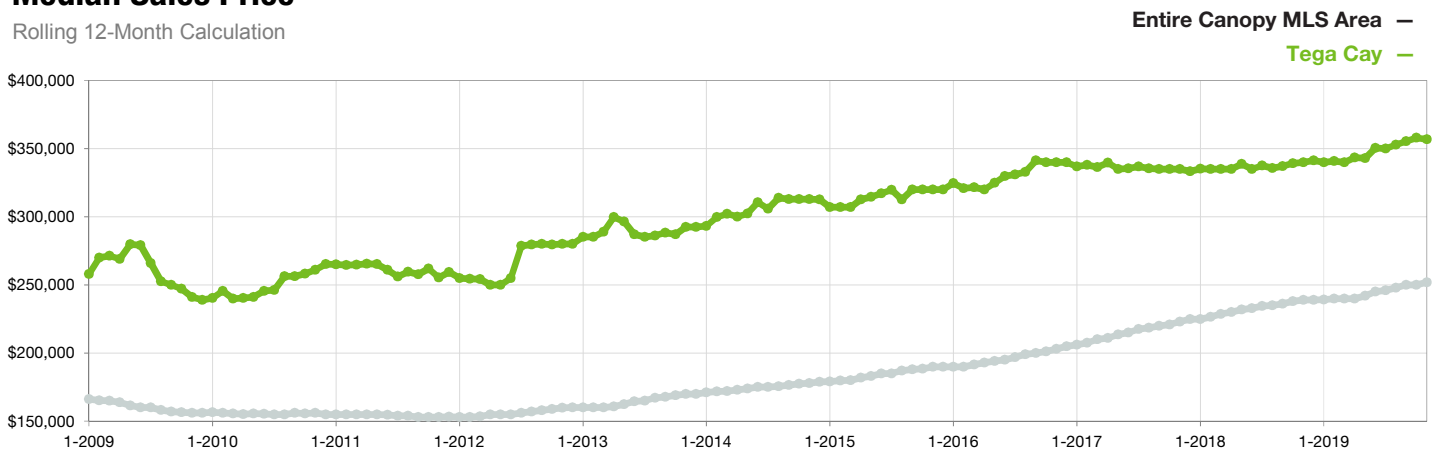
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### November



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for November 2019

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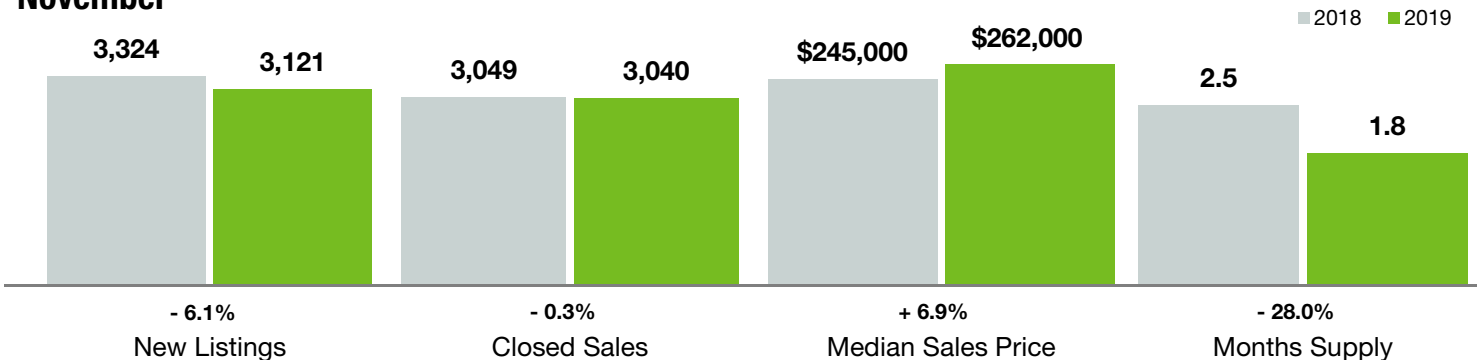
## Charlotte MSA

Includes Cabarrus, Gaston, Iredell, Lincoln Mecklenburg, Rowan and Union Counties in North Carolina and Chester, Lancaster and York Counties in South Carolina

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	3,324	<b>3,121</b>	- 6.1%	48,759	<b>49,769</b>	+ 2.1%
Pending Sales	2,749	<b>3,296</b>	+ 19.9%	38,767	<b>42,155</b>	+ 8.7%
Closed Sales	3,049	<b>3,040</b>	- 0.3%	38,292	<b>39,936</b>	+ 4.3%
Median Sales Price*	\$245,000	<b>\$262,000</b>	+ 6.9%	\$244,450	<b>\$260,000</b>	+ 6.4%
Average Sales Price*	\$291,911	<b>\$311,091</b>	+ 6.6%	\$292,728	<b>\$309,033</b>	+ 5.6%
Percent of Original List Price Received*	96.1%	<b>96.4%</b>	+ 0.3%	97.3%	<b>97.0%</b>	- 0.3%
List to Close	93	<b>90</b>	- 3.2%	89	<b>90</b>	+ 1.1%
Days on Market Until Sale	42	<b>40</b>	- 4.8%	38	<b>40</b>	+ 5.3%
Cumulative Days on Market Until Sale	50	<b>47</b>	- 6.0%	46	<b>48</b>	+ 4.3%
Average List Price	\$313,780	<b>\$340,551</b>	+ 8.5%	\$324,880	<b>\$339,396</b>	+ 4.5%
Inventory of Homes for Sale	8,538	<b>6,720</b>	- 21.3%	--	--	--
Months Supply of Inventory	2.5	<b>1.8</b>	- 28.0%	--	--	--

\* 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.

### November



### Median Sales Price

Rolling 12-Month Calculation

