

Local Market Update for November 2018

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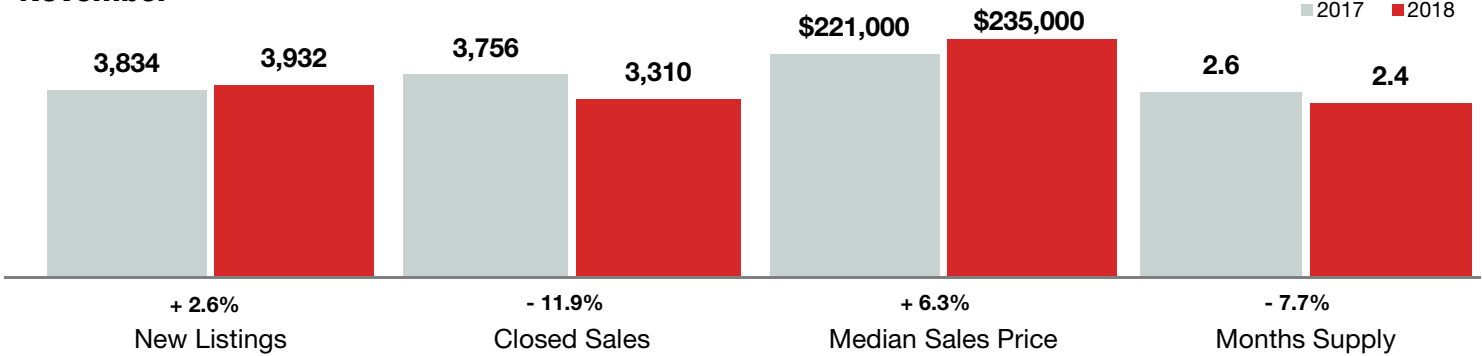
Charlotte Region

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	3,834	3,932	+ 2.6%	57,324	57,233	- 0.2%
Pending Sales	3,284	3,523	+ 7.3%	46,401	45,741	- 1.4%
Closed Sales	3,756	3,310	- 11.9%	45,379	44,336	- 2.3%
Median Sales Price*	\$221,000	\$235,000	+ 6.3%	\$223,645	\$238,000	+ 6.4%
Average Sales Price*	\$268,334	\$286,438	+ 6.7%	\$268,790	\$287,084	+ 6.8%
Percent of Original List Price Received*	96.5%	95.9%	- 0.6%	96.9%	97.0%	+ 0.1%
List to Close	96	93	- 3.1%	97	92	- 5.2%
Days on Market Until Sale	47	44	- 6.4%	47	42	- 10.6%
Cumulative Days on Market Until Sale	56	52	- 7.1%	56	50	- 10.7%
Inventory of Homes for Sale	10,428	9,701	- 7.0%	--	--	--
Months Supply of Inventory	2.6	2.4	- 7.7%	--	--	--

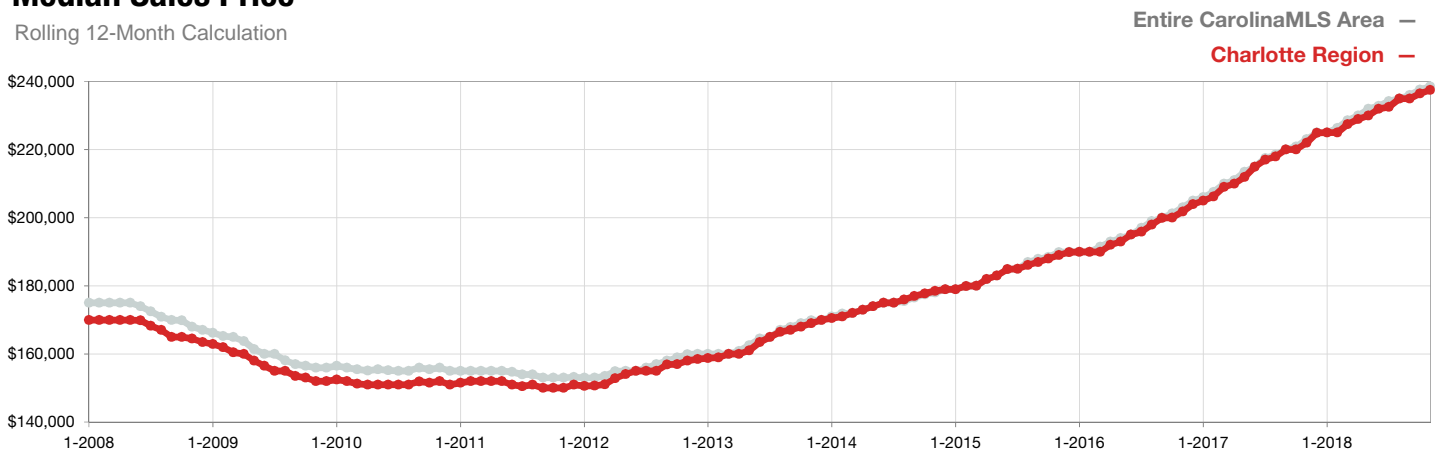
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November



Median Sales Price

Rolling 12-Month Calculation



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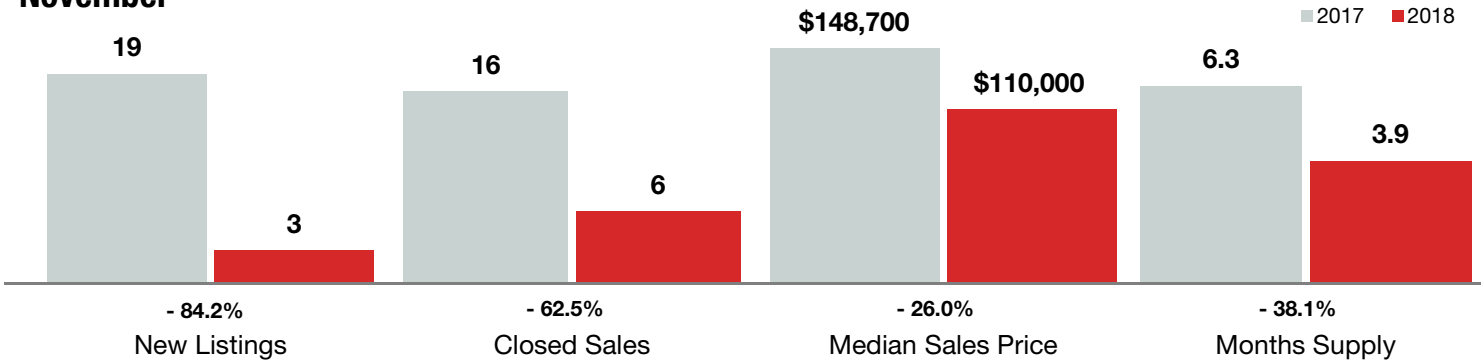
Alexander County

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	19	3	- 84.2%	216	81	- 62.5%
Pending Sales	16	3	- 81.3%	149	54	- 63.8%
Closed Sales	16	6	- 62.5%	149	60	- 59.7%
Median Sales Price*	\$148,700	\$110,000	- 26.0%	\$148,450	\$154,500	+ 4.1%
Average Sales Price*	\$150,031	\$112,258	- 25.2%	\$181,616	\$200,871	+ 10.6%
Percent of Original List Price Received*	97.5%	94.7%	- 2.9%	93.4%	92.3%	- 1.2%
List to Close	90	58	- 35.6%	127	140	+ 10.2%
Days on Market Until Sale	46	15	- 67.4%	76	86	+ 13.2%
Cumulative Days on Market Until Sale	78	15	- 80.8%	89	78	- 12.4%
Inventory of Homes for Sale	84	21	- 75.0%	--	--	--
Months Supply of Inventory	6.3	3.9	- 38.1%	--	--	--

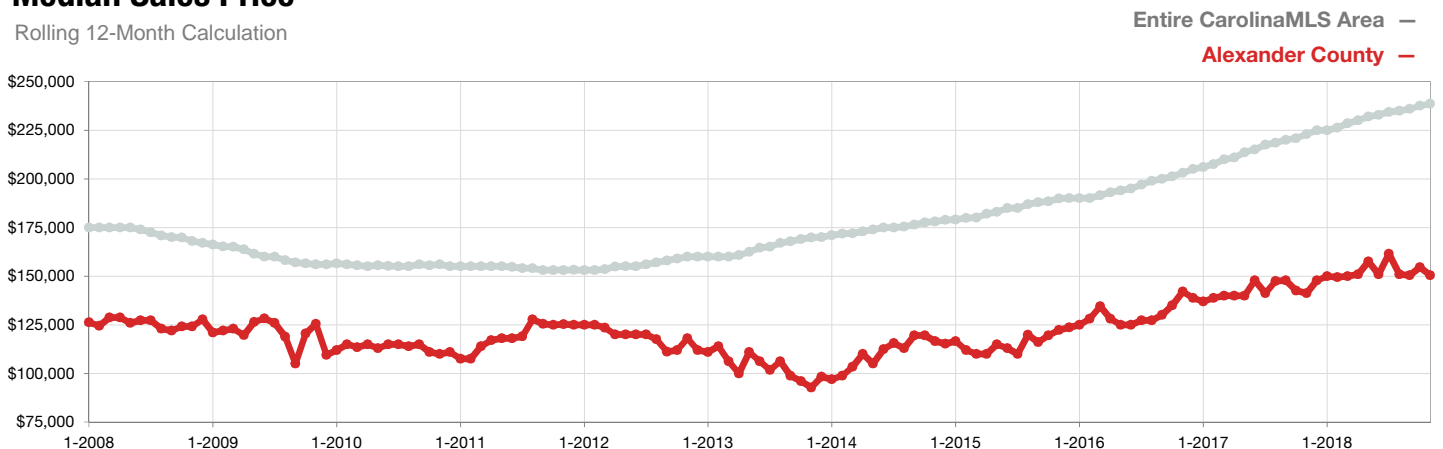
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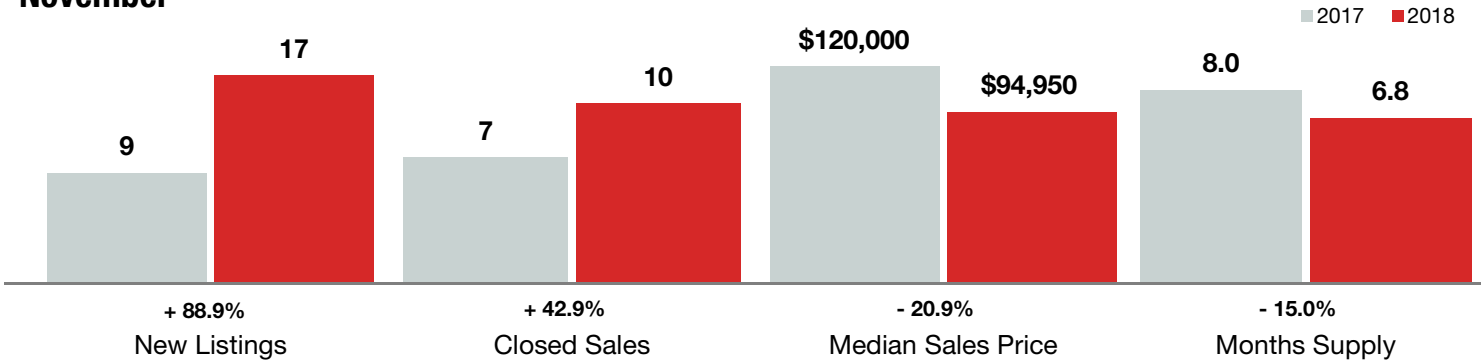
Anson County

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	9	17	+ 88.9%	169	162	- 4.1%
Pending Sales	12	7	- 41.7%	136	117	- 14.0%
Closed Sales	7	10	+ 42.9%	132	113	- 14.4%
Median Sales Price*	\$120,000	\$94,950	- 20.9%	\$79,000	\$105,000	+ 32.9%
Average Sales Price*	\$111,200	\$91,740	- 17.5%	\$109,381	\$117,639	+ 7.5%
Percent of Original List Price Received*	94.0%	89.6%	- 4.7%	89.0%	90.8%	+ 2.0%
List to Close	163	176	+ 8.0%	217	194	- 10.6%
Days on Market Until Sale	90	119	+ 32.2%	183	155	- 15.3%
Cumulative Days on Market Until Sale	90	119	+ 32.2%	192	160	- 16.7%
Inventory of Homes for Sale	94	70	- 25.5%	--	--	--
Months Supply of Inventory	8.0	6.8	- 15.0%	--	--	--

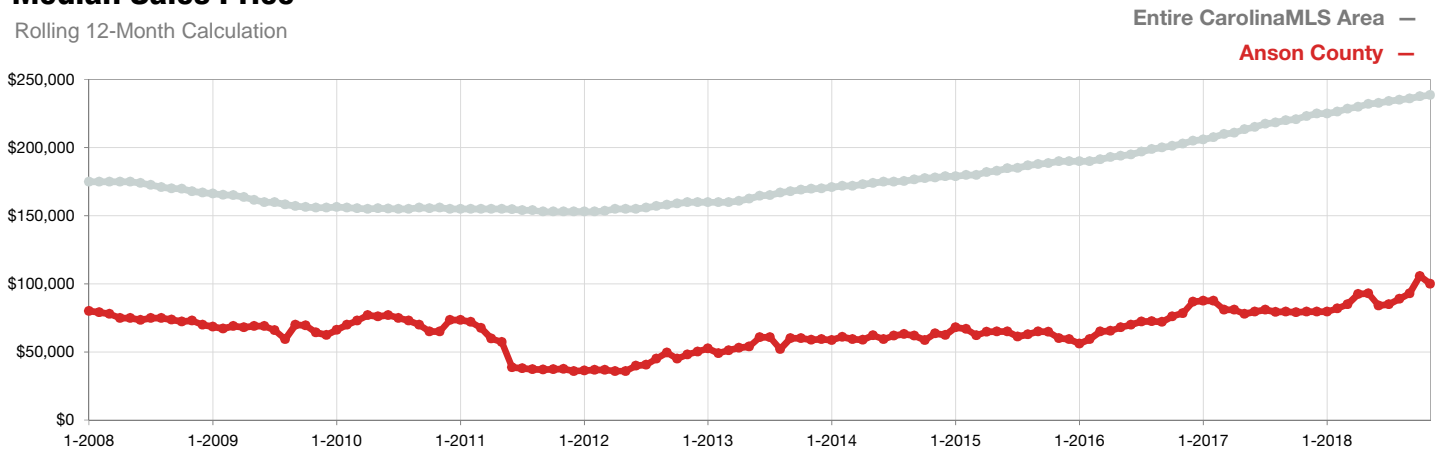
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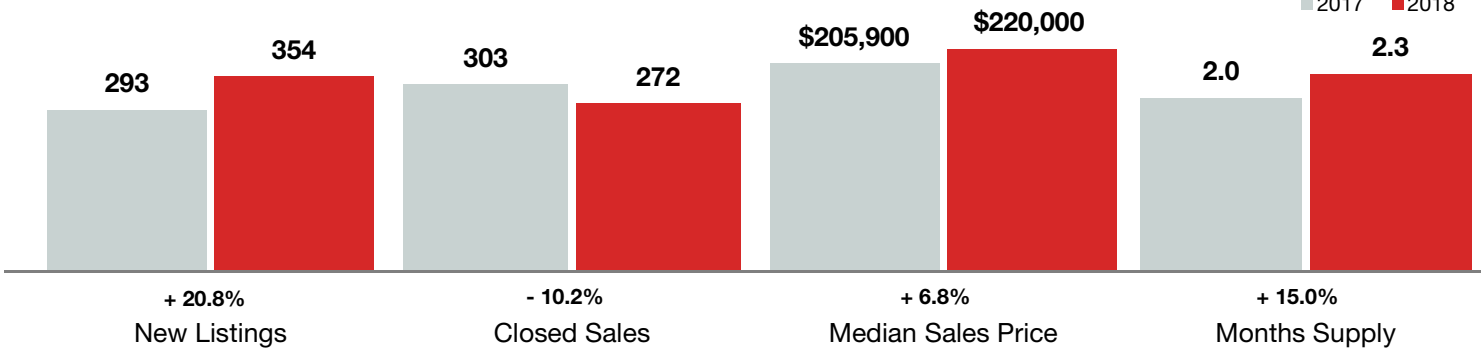
Cabarrus County

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	293	354	+ 20.8%	4,269	4,638	+ 8.6%
Pending Sales	220	271	+ 23.2%	3,514	3,592	+ 2.2%
Closed Sales	303	272	- 10.2%	3,405	3,537	+ 3.9%
Median Sales Price*	\$205,900	\$220,000	+ 6.8%	\$203,815	\$224,000	+ 9.9%
Average Sales Price*	\$228,816	\$244,201	+ 6.7%	\$224,856	\$245,741	+ 9.3%
Percent of Original List Price Received*	96.5%	96.2%	- 0.3%	97.1%	97.2%	+ 0.1%
List to Close	96	93	- 3.1%	89	89	0.0%
Days on Market Until Sale	43	37	- 14.0%	38	34	- 10.5%
Cumulative Days on Market Until Sale	53	44	- 17.0%	45	41	- 8.9%
Inventory of Homes for Sale	613	720	+ 17.5%	--	--	--
Months Supply of Inventory	2.0	2.3	+ 15.0%	--	--	--

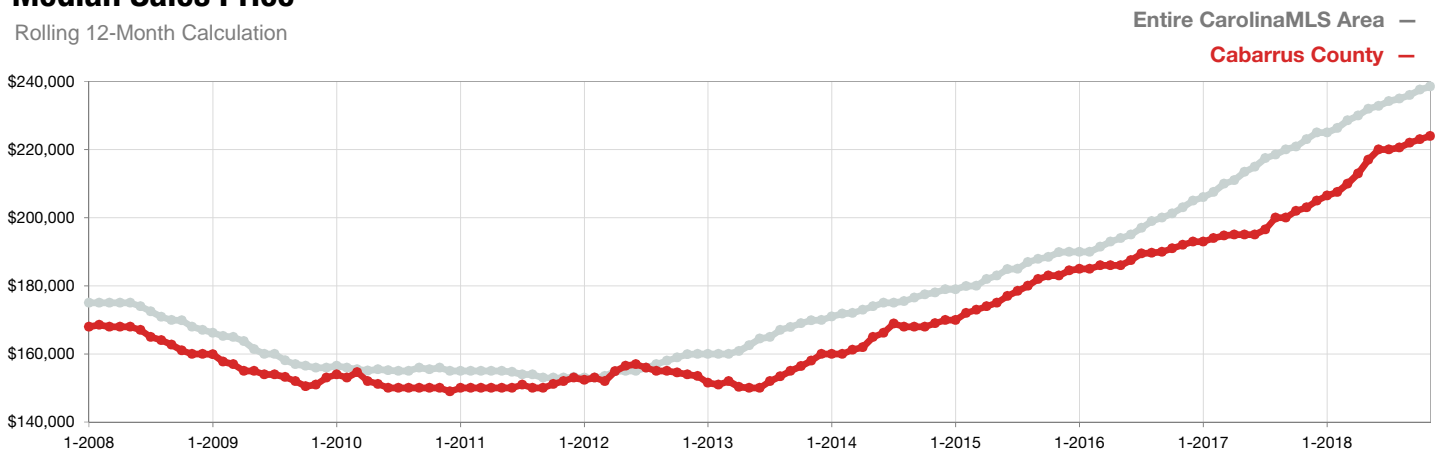
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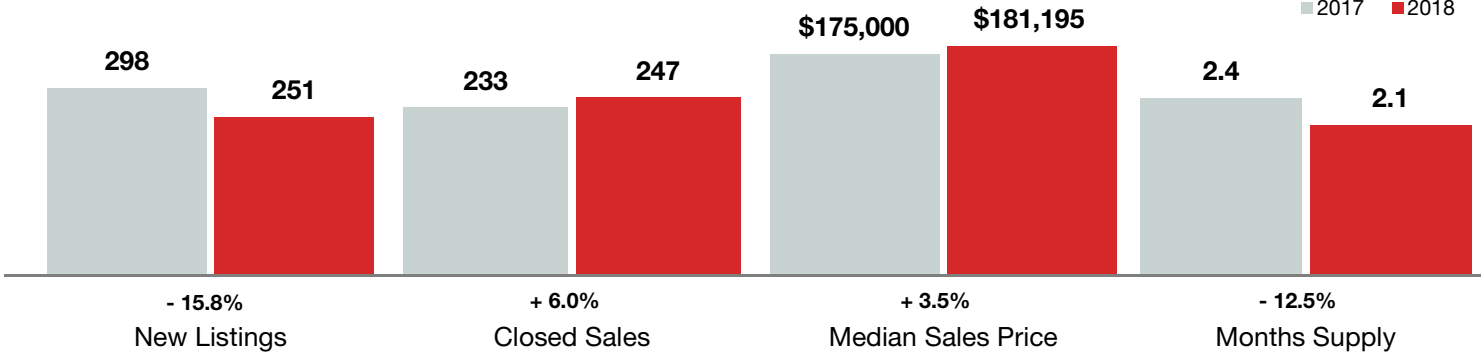
Gaston County

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	298	251	- 15.8%	3,611	3,803	+ 5.3%
Pending Sales	229	263	+ 14.8%	3,067	3,185	+ 3.8%
Closed Sales	233	247	+ 6.0%	3,001	3,064	+ 2.1%
Median Sales Price*	\$175,000	\$181,195	+ 3.5%	\$164,150	\$180,000	+ 9.7%
Average Sales Price*	\$197,786	\$194,283	- 1.8%	\$185,352	\$196,732	+ 6.1%
Percent of Original List Price Received*	97.8%	95.6%	- 2.2%	96.9%	97.0%	+ 0.1%
List to Close	92	87	- 5.4%	102	91	- 10.8%
Days on Market Until Sale	38	36	- 5.3%	47	39	- 17.0%
Cumulative Days on Market Until Sale	45	39	- 13.3%	55	44	- 20.0%
Inventory of Homes for Sale	662	584	- 11.8%	--	--	--
Months Supply of Inventory	2.4	2.1	- 12.5%	--	--	--

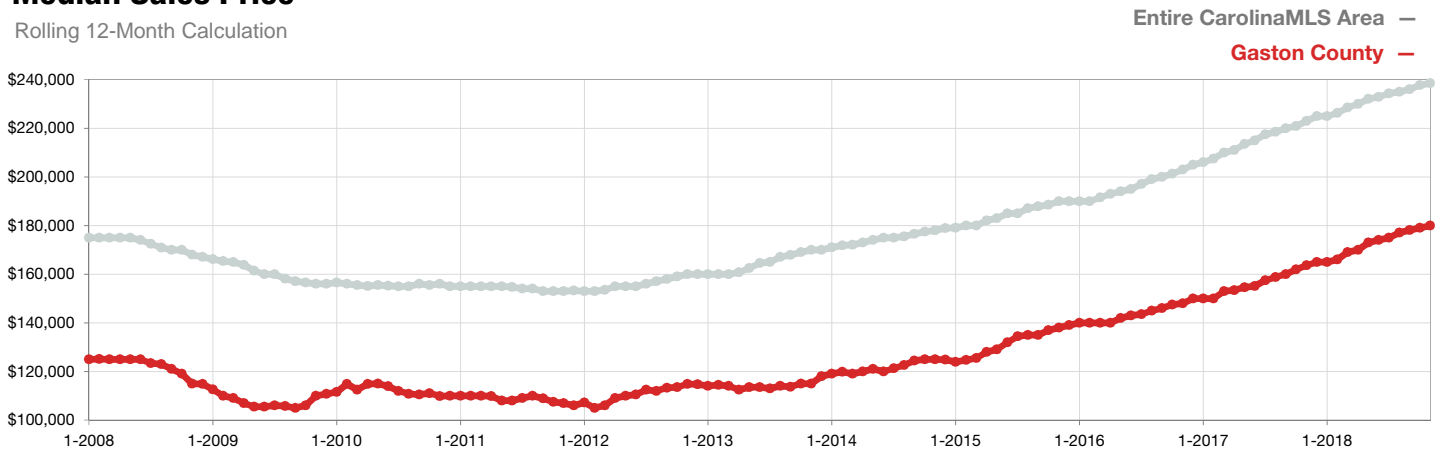
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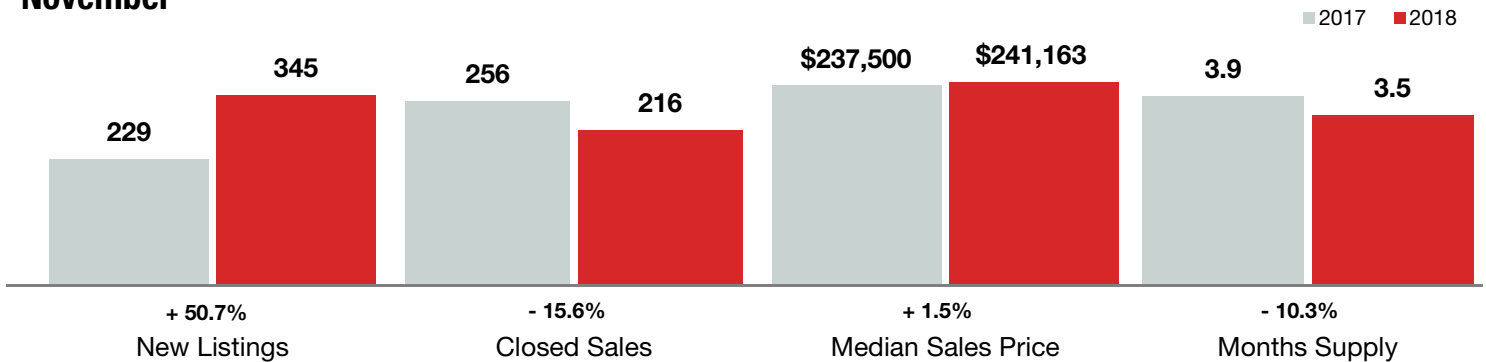
Iredell County

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	229	345	+ 50.7%	4,026	4,078	+ 1.3%
Pending Sales	216	235	+ 8.8%	2,945	3,067	+ 4.1%
Closed Sales	256	216	- 15.6%	2,864	2,933	+ 2.4%
Median Sales Price*	\$237,500	\$241,163	+ 1.5%	\$242,250	\$254,925	+ 5.2%
Average Sales Price*	\$291,867	\$334,496	+ 14.6%	\$306,692	\$321,359	+ 4.8%
Percent of Original List Price Received*	94.3%	95.6%	+ 1.4%	95.2%	95.8%	+ 0.6%
List to Close	118	107	- 9.3%	116	112	- 3.4%
Days on Market Until Sale	68	60	- 11.8%	67	62	- 7.5%
Cumulative Days on Market Until Sale	78	73	- 6.4%	81	75	- 7.4%
Inventory of Homes for Sale	1,015	958	- 5.6%	--	--	--
Months Supply of Inventory	3.9	3.5	- 10.3%	--	--	--

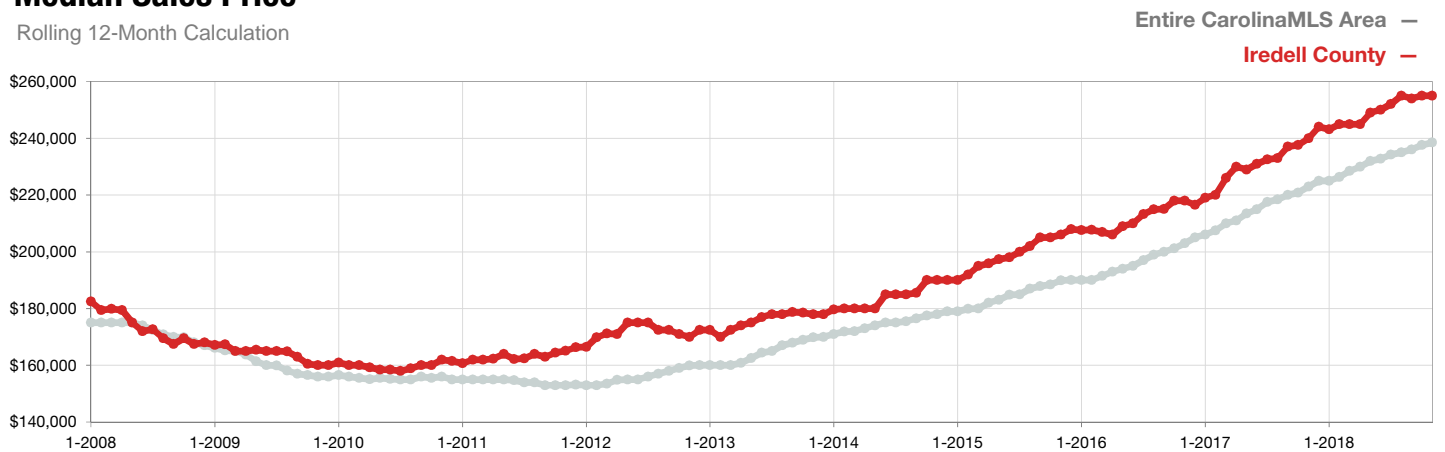
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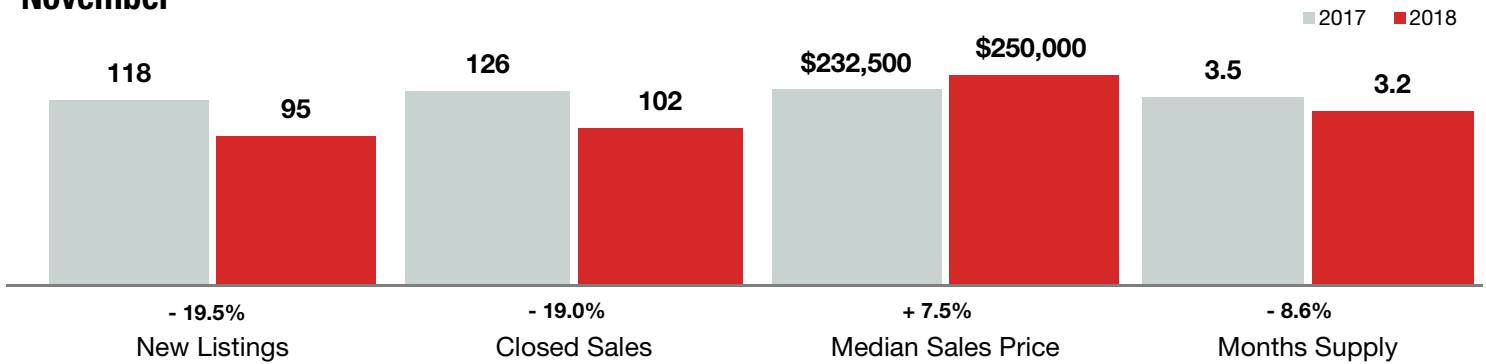
Lincoln County

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	118	95	- 19.5%	1,741	1,693	- 2.8%
Pending Sales	96	100	+ 4.2%	1,373	1,279	- 6.8%
Closed Sales	126	102	- 19.0%	1,319	1,234	- 6.4%
Median Sales Price*	\$232,500	\$250,000	+ 7.5%	\$255,718	\$266,000	+ 4.0%
Average Sales Price*	\$294,001	\$269,521	- 8.3%	\$291,346	\$294,155	+ 1.0%
Percent of Original List Price Received*	96.0%	95.2%	- 0.8%	96.2%	95.5%	- 0.7%
List to Close	124	95	- 23.4%	113	113	0.0%
Days on Market Until Sale	49	43	- 12.2%	58	59	+ 1.7%
Cumulative Days on Market Until Sale	78	46	- 41.0%	69	70	+ 1.4%
Inventory of Homes for Sale	419	359	- 14.3%	--	--	--
Months Supply of Inventory	3.5	3.2	- 8.6%	--	--	--

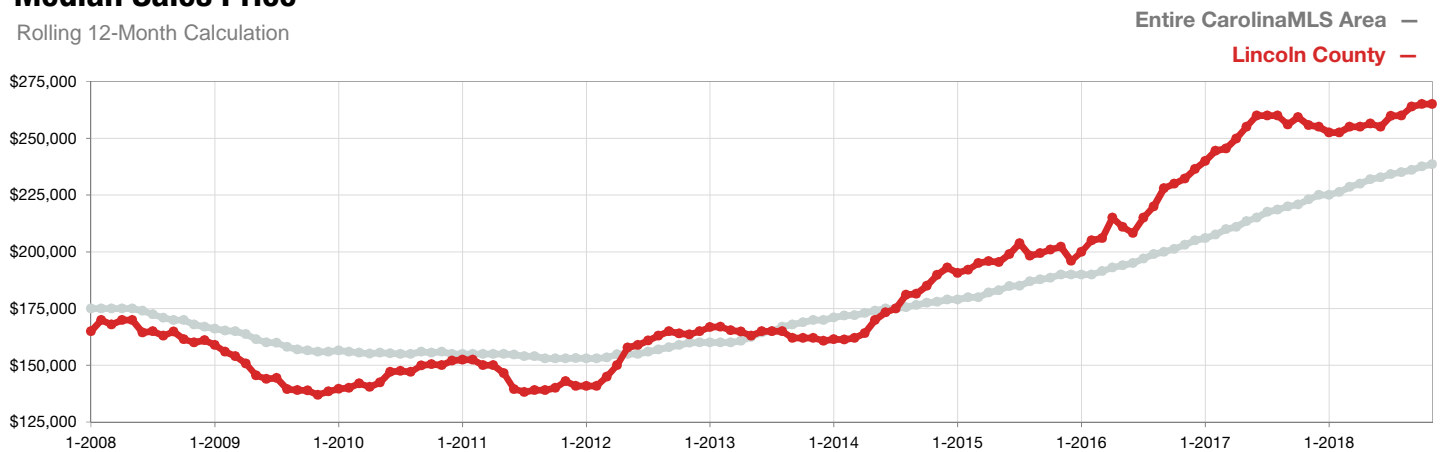
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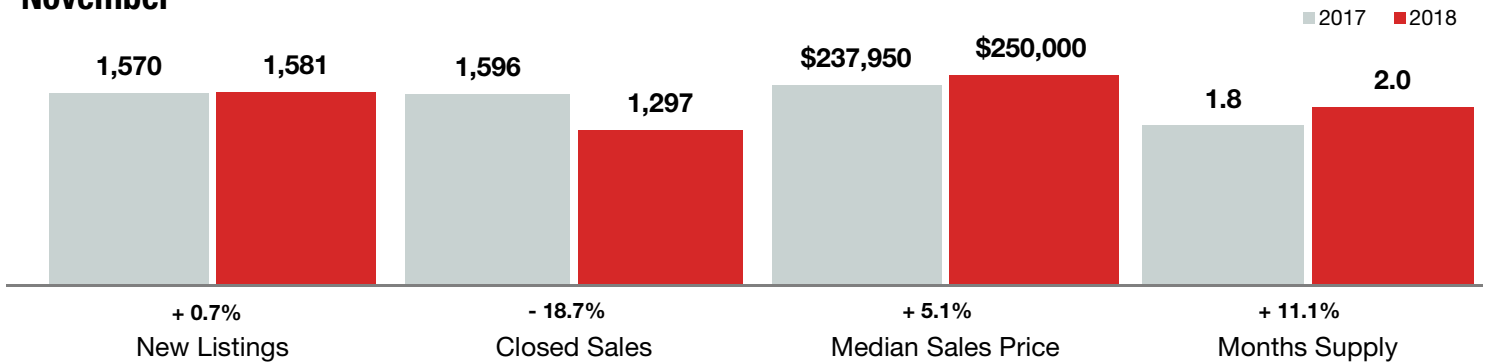
Mecklenburg County

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	1,570	1,581	+ 0.7%	23,918	23,476	- 1.8%
Pending Sales	1,398	1,399	+ 0.1%	19,777	18,843	- 4.7%
Closed Sales	1,596	1,297	- 18.7%	19,411	18,339	- 5.5%
Median Sales Price*	\$237,950	\$250,000	+ 5.1%	\$239,000	\$252,400	+ 5.6%
Average Sales Price*	\$300,893	\$320,258	+ 6.4%	\$297,137	\$320,775	+ 8.0%
Percent of Original List Price Received*	97.3%	96.6%	- 0.7%	98.0%	97.7%	- 0.3%
List to Close	83	86	+ 3.6%	85	82	- 3.5%
Days on Market Until Sale	34	37	+ 8.8%	32	32	0.0%
Cumulative Days on Market Until Sale	41	45	+ 9.8%	39	39	0.0%
Inventory of Homes for Sale	3,202	3,411	+ 6.5%	--	--	--
Months Supply of Inventory	1.8	2.0	+ 11.1%	--	--	--

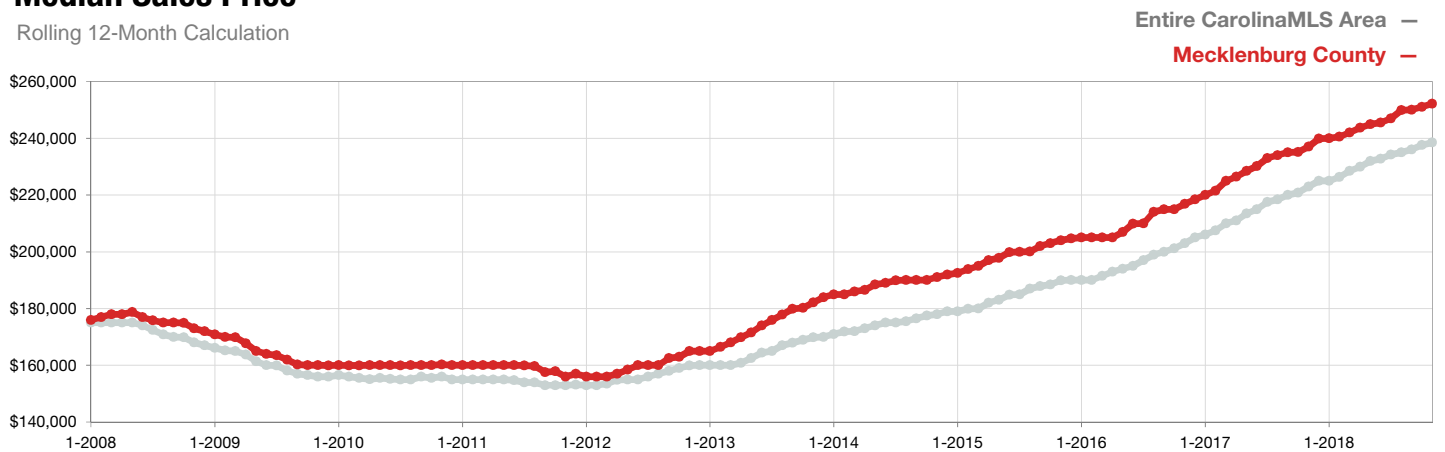
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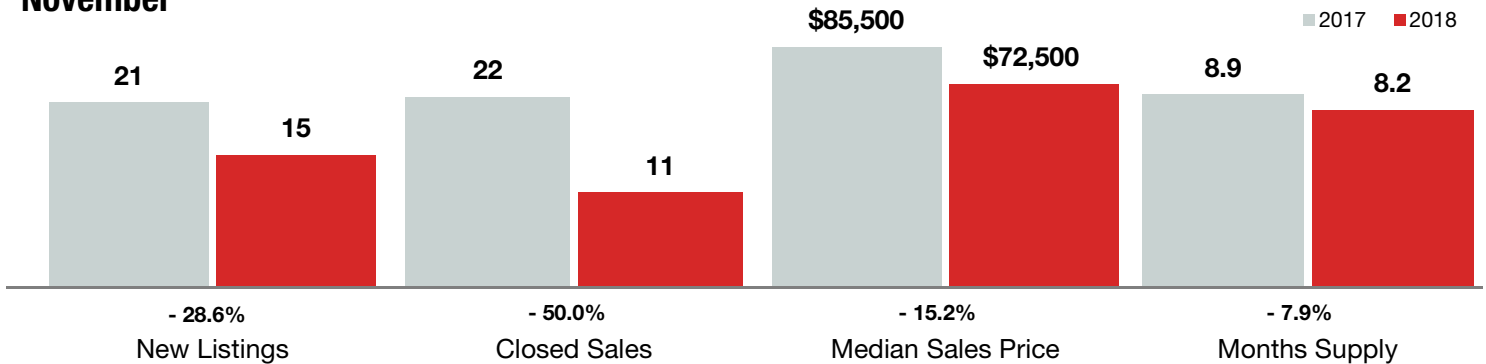
Montgomery County

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	21	15	- 28.6%	321	331	+ 3.1%
Pending Sales	15	15	0.0%	220	217	- 1.4%
Closed Sales	22	11	- 50.0%	219	208	- 5.0%
Median Sales Price*	\$85,500	\$72,500	- 15.2%	\$122,200	\$130,000	+ 6.4%
Average Sales Price*	\$143,140	\$158,609	+ 10.8%	\$212,438	\$219,940	+ 3.5%
Percent of Original List Price Received*	86.0%	85.6%	- 0.5%	87.7%	88.2%	+ 0.6%
List to Close	280	140	- 50.0%	214	162	- 24.3%
Days on Market Until Sale	255	113	- 55.7%	182	129	- 29.1%
Cumulative Days on Market Until Sale	255	113	- 55.7%	199	148	- 25.6%
Inventory of Homes for Sale	170	152	- 10.6%	--	--	--
Months Supply of Inventory	8.9	8.2	- 7.9%	--	--	--

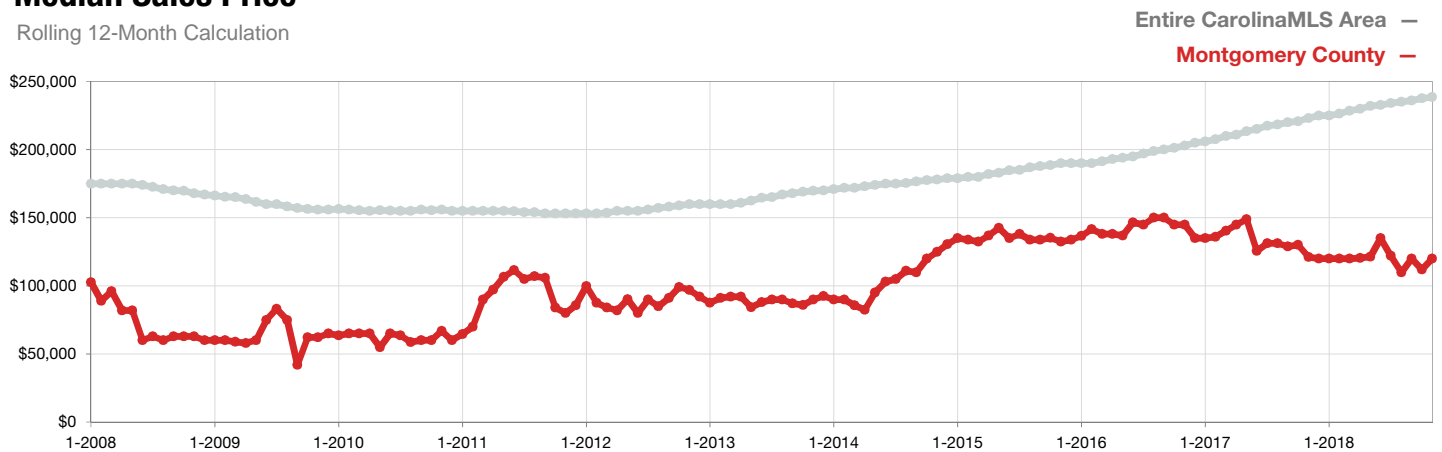
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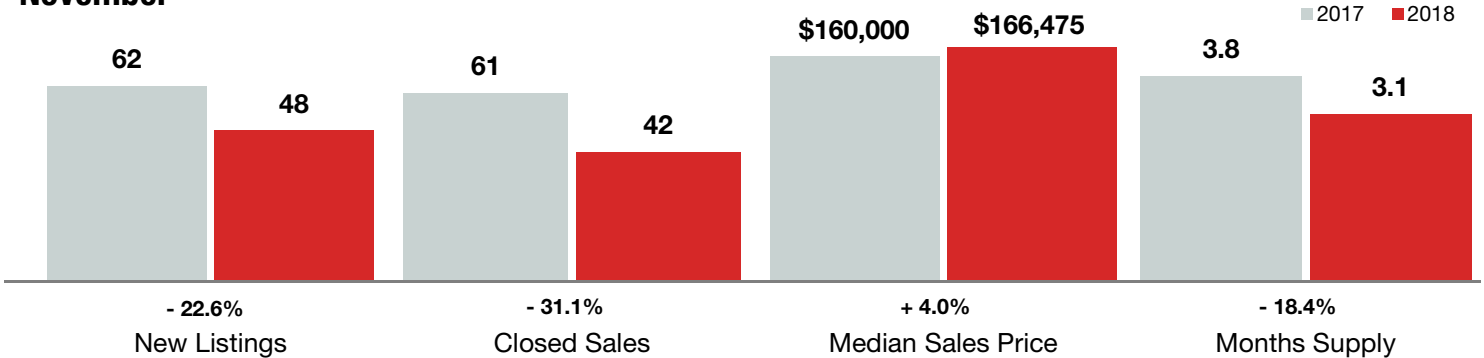
Stanly County

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	62	48	- 22.6%	777	828	+ 6.6%
Pending Sales	41	54	+ 31.7%	647	685	+ 5.9%
Closed Sales	61	42	- 31.1%	638	637	- 0.2%
Median Sales Price*	\$160,000	\$166,475	+ 4.0%	\$146,200	\$154,000	+ 5.3%
Average Sales Price*	\$166,953	\$225,418	+ 35.0%	\$166,806	\$178,654	+ 7.1%
Percent of Original List Price Received*	96.0%	95.4%	- 0.6%	93.9%	94.5%	+ 0.6%
List to Close	106	134	+ 26.4%	129	111	- 14.0%
Days on Market Until Sale	55	68	+ 23.6%	78	61	- 21.8%
Cumulative Days on Market Until Sale	55	71	+ 29.1%	91	70	- 23.1%
Inventory of Homes for Sale	216	185	- 14.4%	--	--	--
Months Supply of Inventory	3.8	3.1	- 18.4%	--	--	--

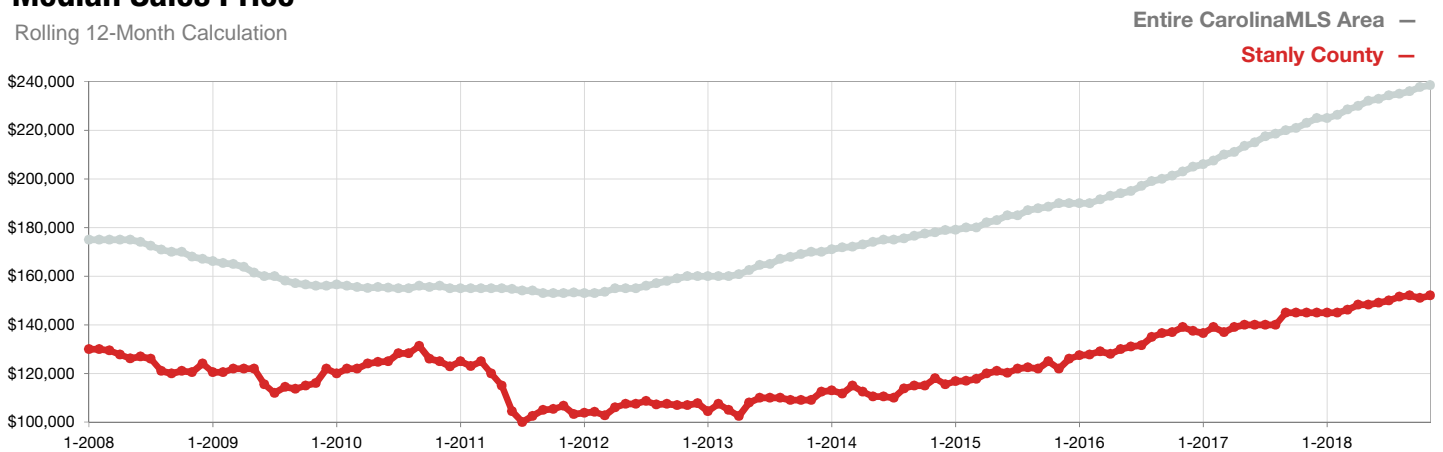
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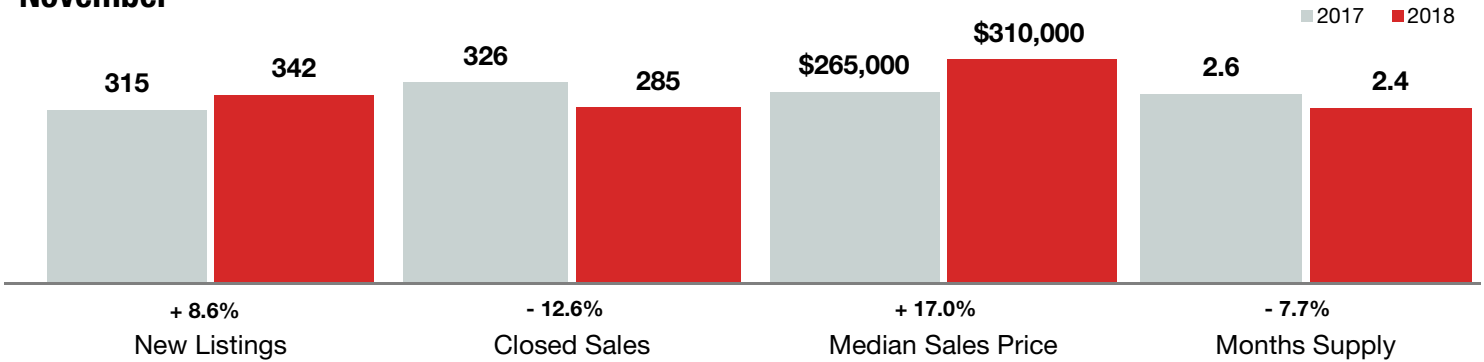
Union County

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	315	342	+ 8.6%	4,968	5,009	+ 0.8%
Pending Sales	250	292	+ 16.8%	3,914	4,005	+ 2.3%
Closed Sales	326	285	- 12.6%	3,836	3,883	+ 1.2%
Median Sales Price*	\$265,000	\$310,000	+ 17.0%	\$280,525	\$300,000	+ 6.9%
Average Sales Price*	\$307,360	\$357,988	+ 16.5%	\$334,430	\$352,149	+ 5.3%
Percent of Original List Price Received*	96.8%	96.6%	- 0.2%	97.3%	97.1%	- 0.2%
List to Close	100	97	- 3.0%	98	96	- 2.0%
Days on Market Until Sale	47	46	- 2.1%	46	45	- 2.2%
Cumulative Days on Market Until Sale	53	57	+ 7.5%	58	56	- 3.4%
Inventory of Homes for Sale	903	850	- 5.9%	--	--	--
Months Supply of Inventory	2.6	2.4	- 7.7%	--	--	--

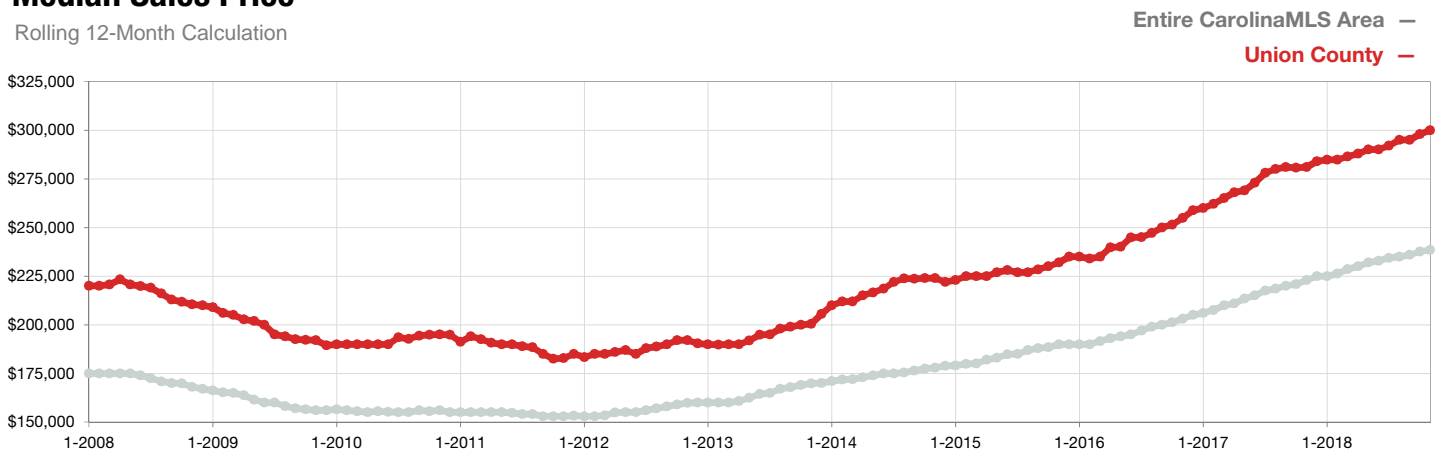
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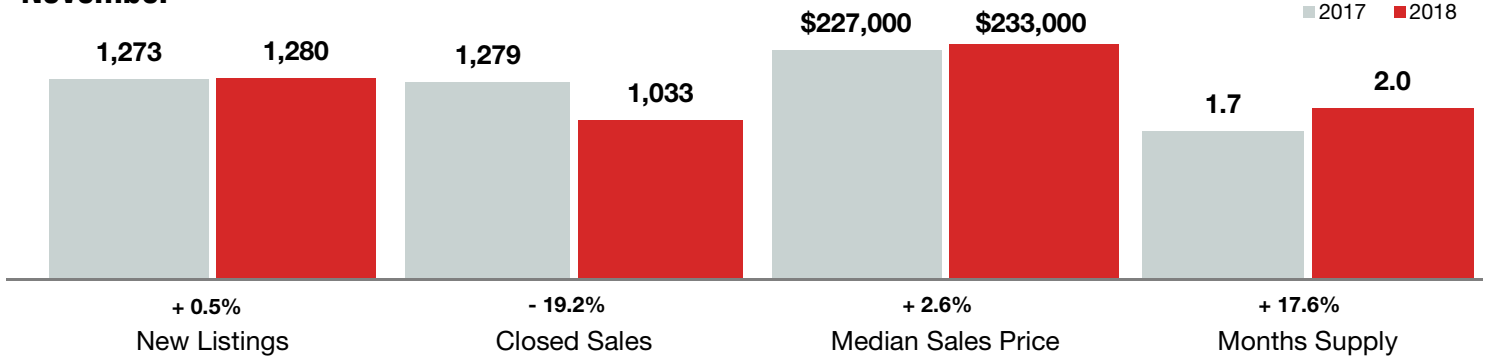
City of Charlotte

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	1,273	1,280	+ 0.5%	18,926	18,579	- 1.8%
Pending Sales	1,130	1,140	+ 0.9%	15,791	14,986	- 5.1%
Closed Sales	1,279	1,033	- 19.2%	15,457	14,578	- 5.7%
Median Sales Price*	\$227,000	\$233,000	+ 2.6%	\$224,500	\$237,945	+ 6.0%
Average Sales Price*	\$297,616	\$306,225	+ 2.9%	\$287,324	\$309,509	+ 7.7%
Percent of Original List Price Received*	97.2%	96.8%	- 0.4%	98.1%	97.9%	- 0.2%
List to Close	83	84	+ 1.2%	82	79	- 3.7%
Days on Market Until Sale	32	34	+ 6.3%	29	29	0.0%
Cumulative Days on Market Until Sale	40	41	+ 2.5%	36	35	- 2.8%
Inventory of Homes for Sale	2,371	2,607	+ 10.0%	--	--	--
Months Supply of Inventory	1.7	2.0	+ 17.6%	--	--	--

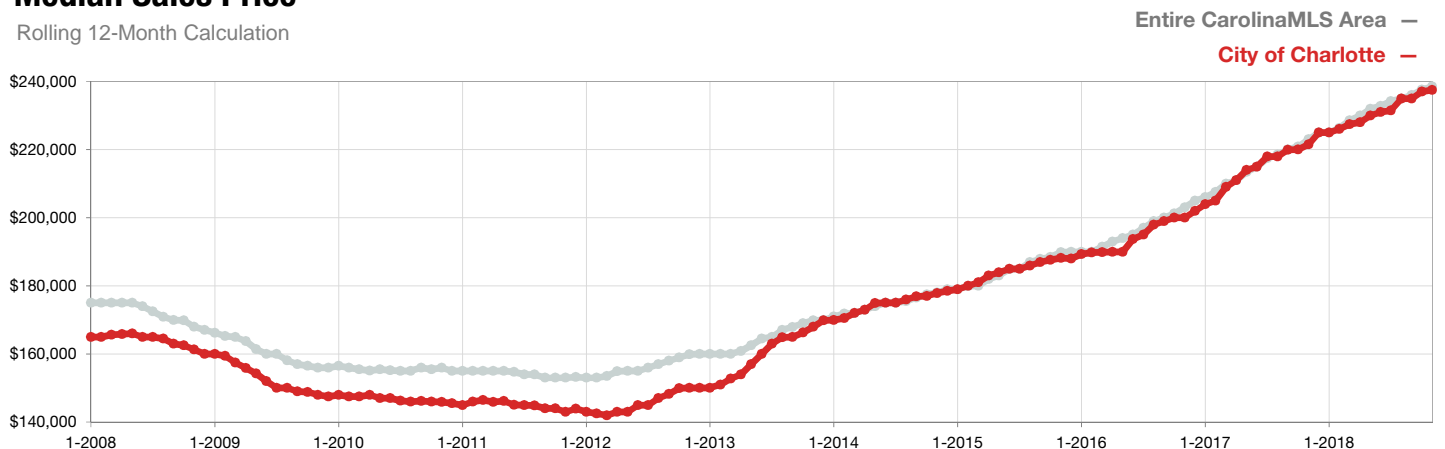
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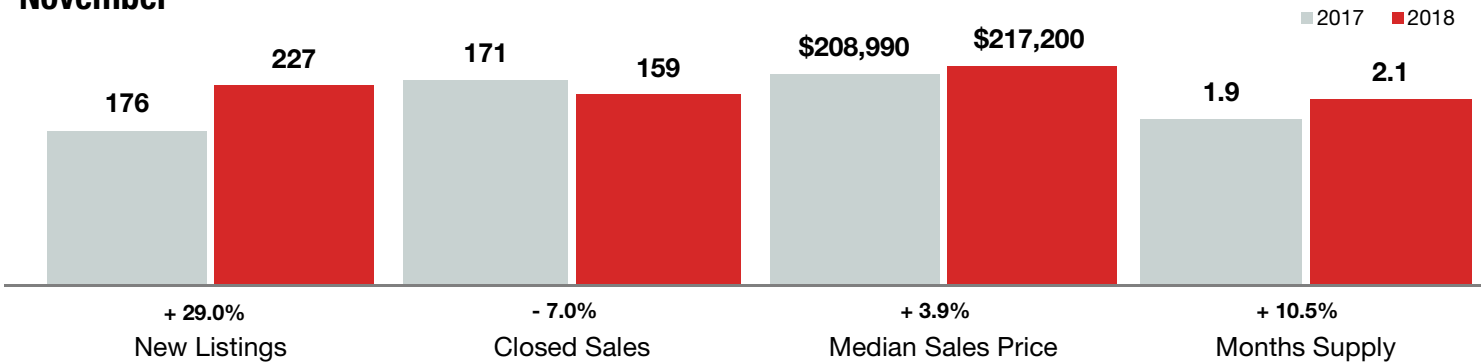
Concord

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	176	227	+ 29.0%	2,592	2,726	+ 5.2%
Pending Sales	130	171	+ 31.5%	2,117	2,136	+ 0.9%
Closed Sales	171	159	- 7.0%	2,042	2,128	+ 4.2%
Median Sales Price*	\$208,990	\$217,200	+ 3.9%	\$200,000	\$221,490	+ 10.7%
Average Sales Price*	\$229,850	\$245,126	+ 6.6%	\$223,001	\$244,354	+ 9.6%
Percent of Original List Price Received*	96.5%	96.0%	- 0.5%	97.3%	97.5%	+ 0.2%
List to Close	98	98	0.0%	88	91	+ 3.4%
Days on Market Until Sale	42	39	- 7.1%	34	33	- 2.9%
Cumulative Days on Market Until Sale	49	47	- 4.1%	39	40	+ 2.6%
Inventory of Homes for Sale	356	407	+ 14.3%	--	--	--
Months Supply of Inventory	1.9	2.1	+ 10.5%	--	--	--

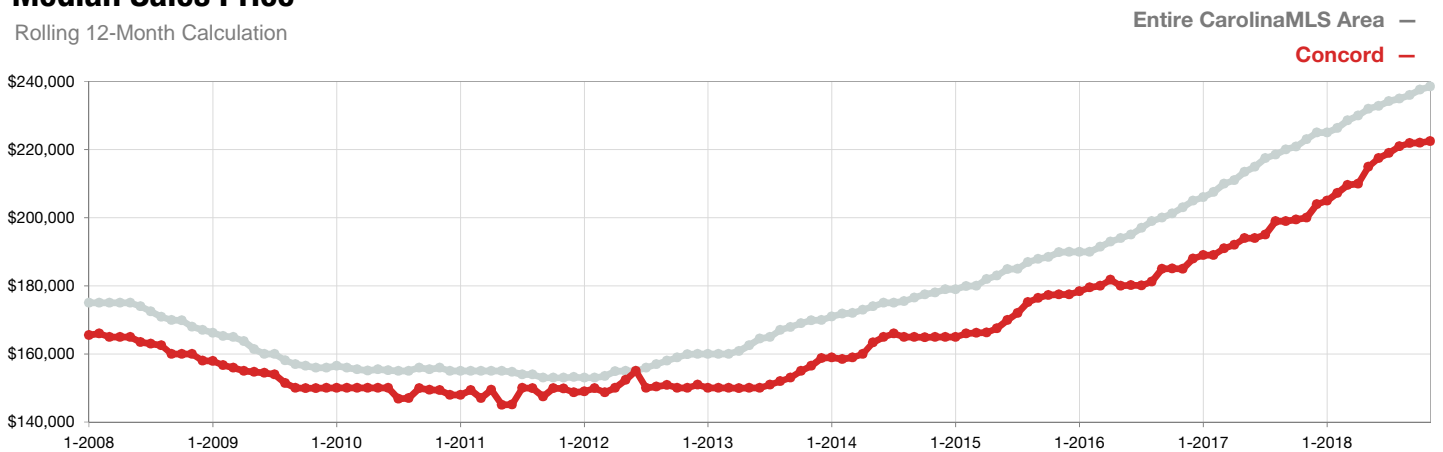
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November



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for November 2018

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Charlotte Regional Realtor® Association

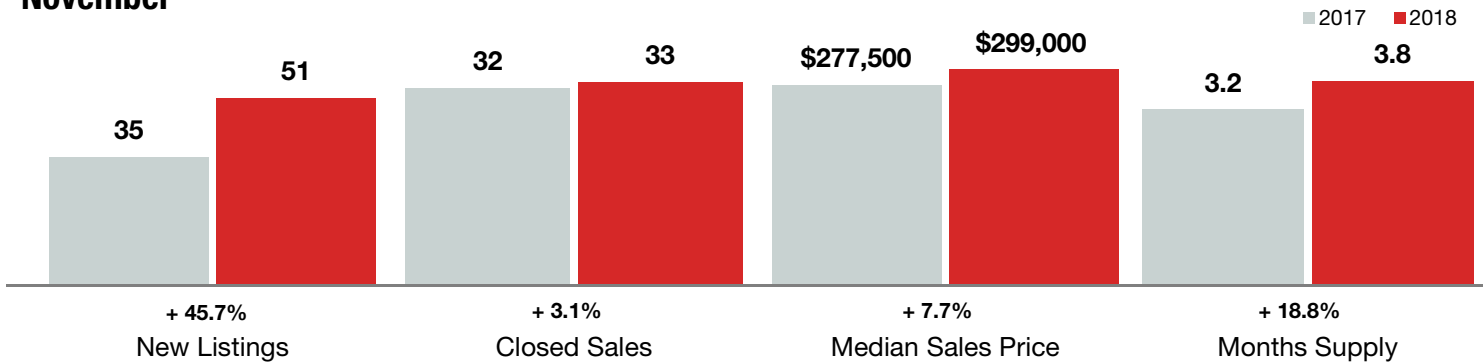
Davidson

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	35	51	+ 45.7%	576	606	+ 5.2%
Pending Sales	33	37	+ 12.1%	445	442	- 0.7%
Closed Sales	32	33	+ 3.1%	429	434	+ 1.2%
Median Sales Price*	\$277,500	\$299,000	+ 7.7%	\$320,000	\$370,000	+ 15.6%
Average Sales Price*	\$336,437	\$415,690	+ 23.6%	\$399,178	\$441,882	+ 10.7%
Percent of Original List Price Received*	97.5%	94.4%	- 3.2%	96.7%	96.2%	- 0.5%
List to Close	84	112	+ 33.3%	114	115	+ 0.9%
Days on Market Until Sale	36	69	+ 91.7%	64	61	- 4.7%
Cumulative Days on Market Until Sale	59	117	+ 98.3%	79	73	- 7.6%
Inventory of Homes for Sale	125	146	+ 16.8%	--	--	--
Months Supply of Inventory	3.2	3.8	+ 18.8%	--	--	--

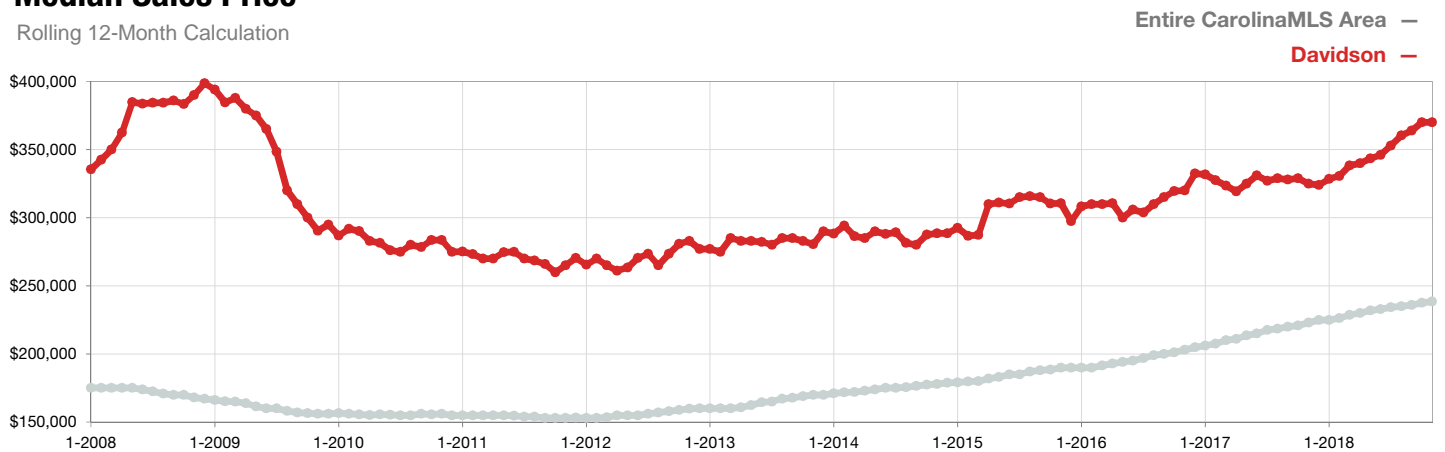
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November



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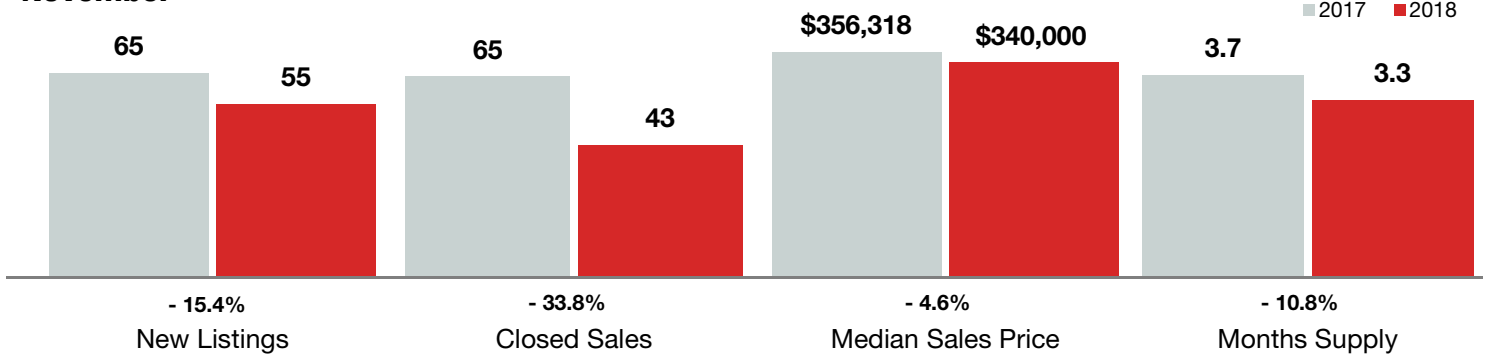
Denver

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	65	55	- 15.4%	935	910	- 2.7%
Pending Sales	40	52	+ 30.0%	733	668	- 8.9%
Closed Sales	65	43	- 33.8%	707	633	- 10.5%
Median Sales Price*	\$356,318	\$340,000	- 4.6%	\$338,980	\$335,000	- 1.2%
Average Sales Price*	\$416,006	\$368,320	- 11.5%	\$380,522	\$374,769	- 1.5%
Percent of Original List Price Received*	97.4%	97.5%	+ 0.1%	96.9%	96.5%	- 0.4%
List to Close	140	86	- 38.6%	116	118	+ 1.7%
Days on Market Until Sale	64	33	- 48.4%	62	63	+ 1.6%
Cumulative Days on Market Until Sale	109	37	- 66.1%	75	76	+ 1.3%
Inventory of Homes for Sale	240	192	- 20.0%	--	--	--
Months Supply of Inventory	3.7	3.3	- 10.8%	--	--	--

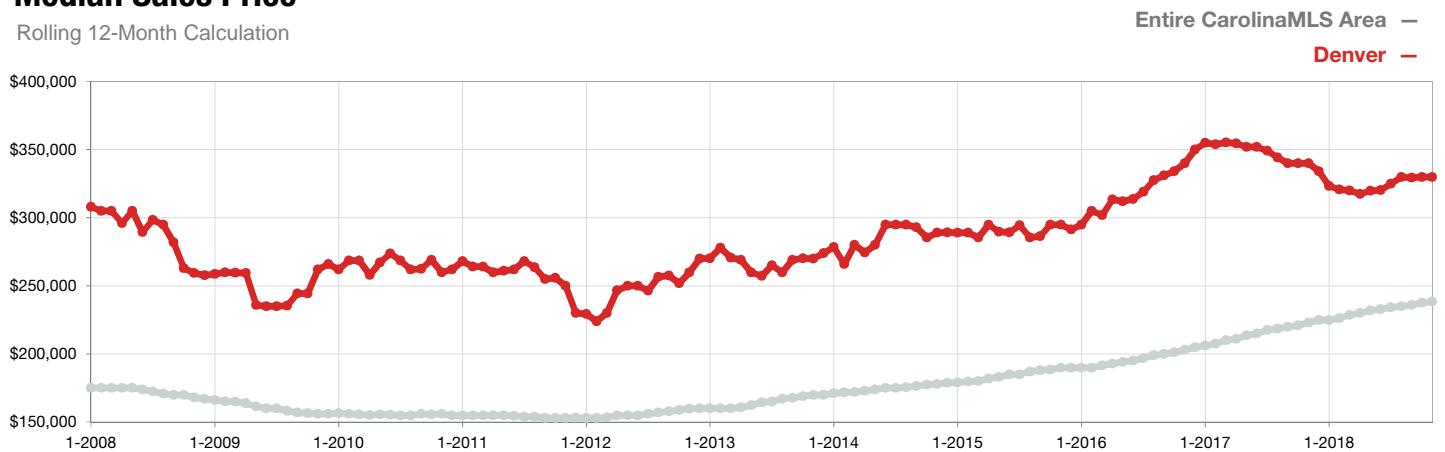
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November



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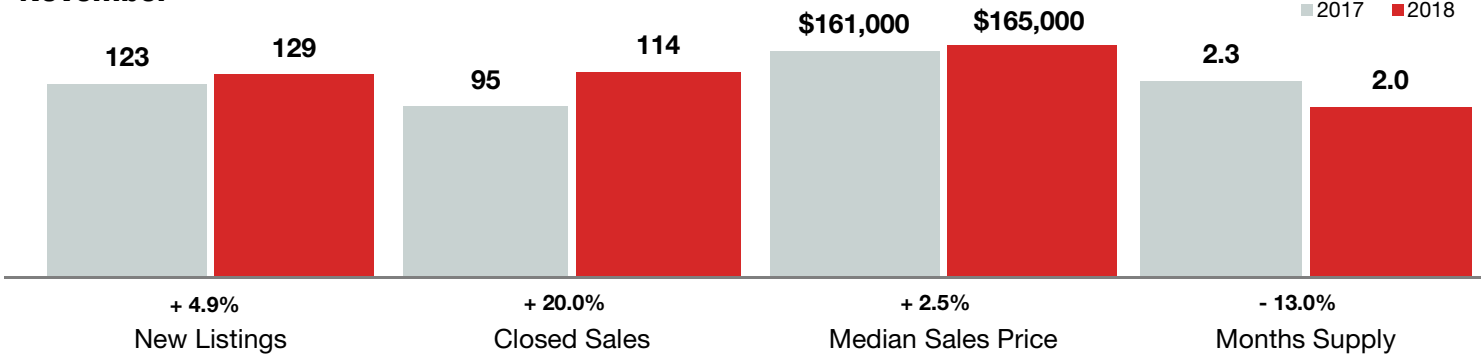
Gastonia

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	123	129	+ 4.9%	1,557	1,703	+ 9.4%
Pending Sales	109	123	+ 12.8%	1,349	1,386	+ 2.7%
Closed Sales	95	114	+ 20.0%	1,346	1,326	- 1.5%
Median Sales Price*	\$161,000	\$165,000	+ 2.5%	\$155,000	\$166,000	+ 7.1%
Average Sales Price*	\$173,140	\$173,178	+ 0.0%	\$166,340	\$174,637	+ 5.0%
Percent of Original List Price Received*	97.3%	94.7%	- 2.7%	96.6%	96.5%	- 0.1%
List to Close	91	80	- 12.1%	100	83	- 17.0%
Days on Market Until Sale	41	32	- 22.0%	48	35	- 27.1%
Cumulative Days on Market Until Sale	48	37	- 22.9%	54	42	- 22.2%
Inventory of Homes for Sale	269	238	- 11.5%	--	--	--
Months Supply of Inventory	2.3	2.0	- 13.0%	--	--	--

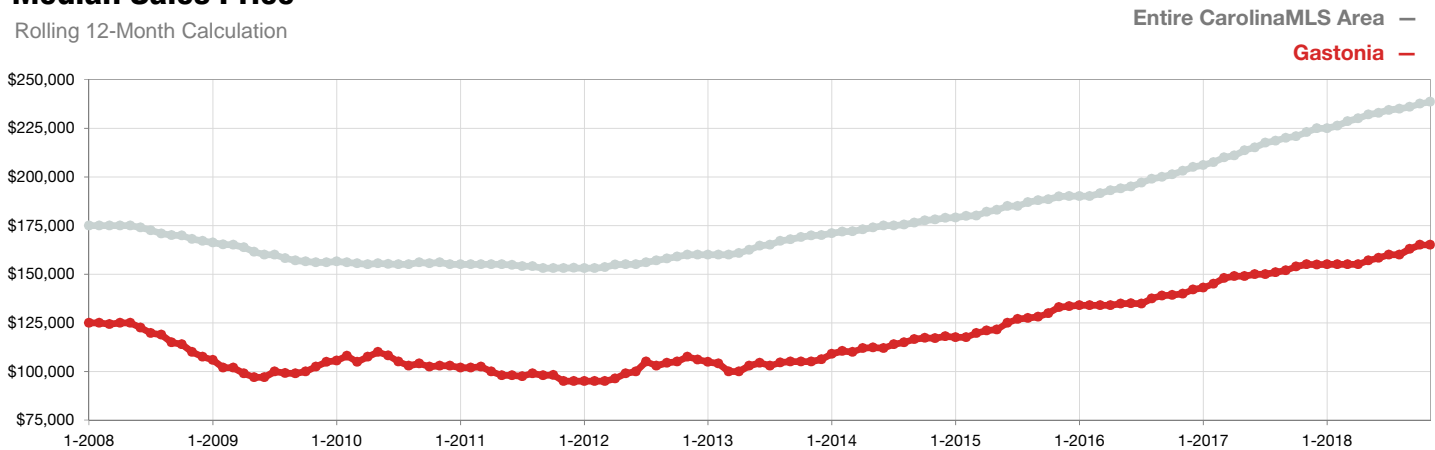
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November



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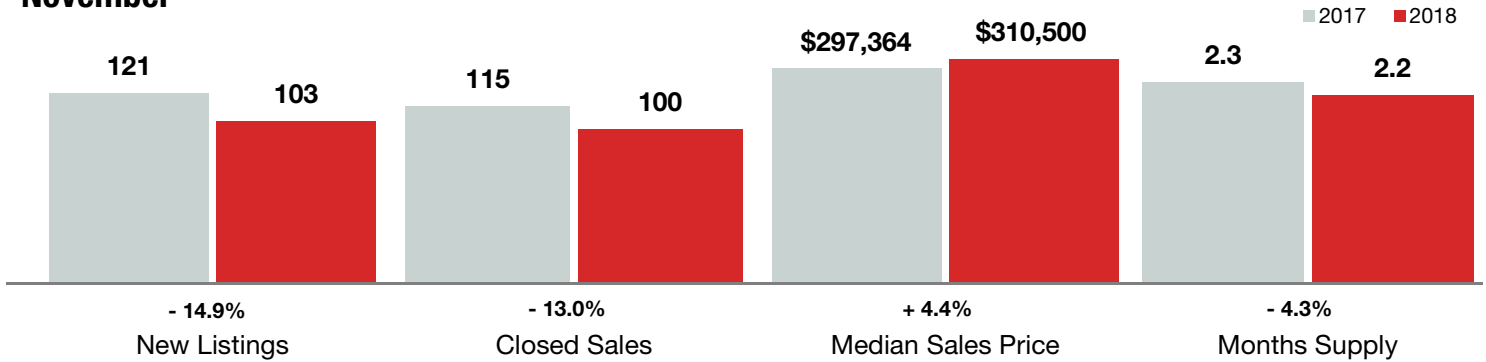
Huntersville

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	121	103	- 14.9%	2,032	1,977	- 2.7%
Pending Sales	94	84	- 10.6%	1,595	1,568	- 1.7%
Closed Sales	115	100	- 13.0%	1,587	1,558	- 1.8%
Median Sales Price*	\$297,364	\$310,500	+ 4.4%	\$294,000	\$315,000	+ 7.1%
Average Sales Price*	\$297,706	\$334,691	+ 12.4%	\$317,135	\$339,644	+ 7.1%
Percent of Original List Price Received*	98.0%	97.0%	- 1.0%	97.9%	97.3%	- 0.6%
List to Close	100	88	- 12.0%	92	94	+ 2.2%
Days on Market Until Sale	47	36	- 23.4%	38	44	+ 15.8%
Cumulative Days on Market Until Sale	52	45	- 13.5%	46	52	+ 13.0%
Inventory of Homes for Sale	326	298	- 8.6%	--	--	--
Months Supply of Inventory	2.3	2.2	- 4.3%	--	--	--

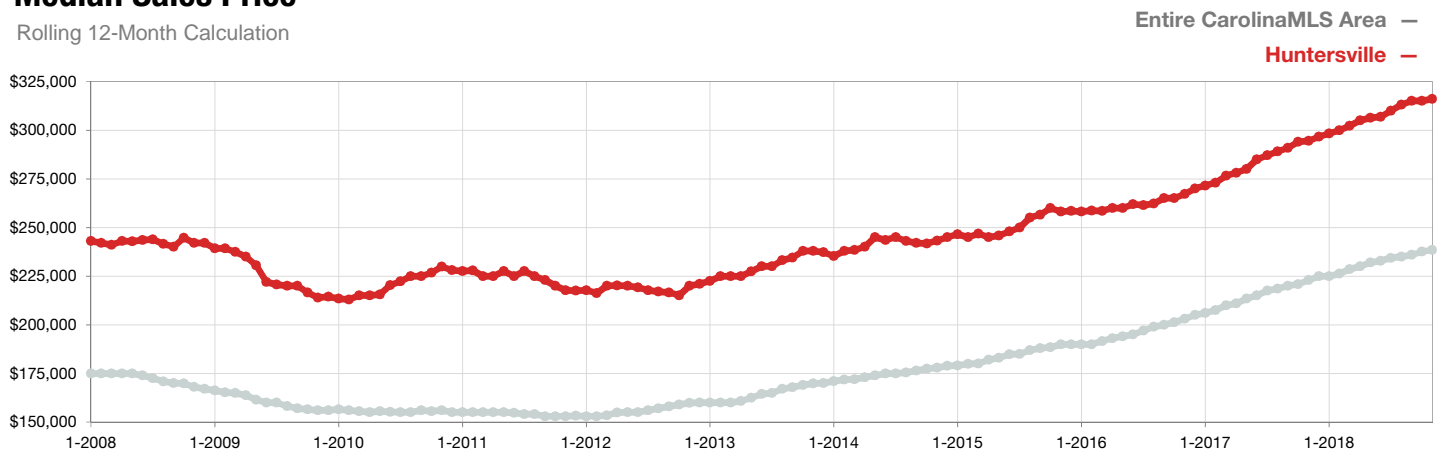
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November



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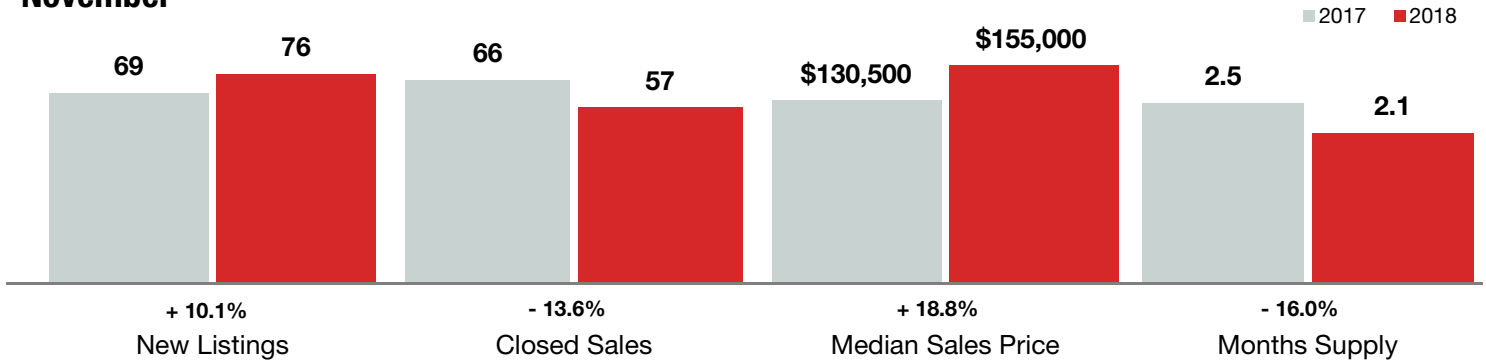
Kannapolis

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	69	76	+ 10.1%	872	906	+ 3.9%
Pending Sales	46	62	+ 34.8%	713	757	+ 6.2%
Closed Sales	66	57	- 13.6%	710	738	+ 3.9%
Median Sales Price*	\$130,500	\$155,000	+ 18.8%	\$133,000	\$151,750	+ 14.1%
Average Sales Price*	\$146,707	\$168,997	+ 15.2%	\$145,386	\$164,309	+ 13.0%
Percent of Original List Price Received*	94.8%	95.9%	+ 1.2%	95.8%	95.9%	+ 0.1%
List to Close	98	81	- 17.3%	90	81	- 10.0%
Days on Market Until Sale	46	35	- 23.9%	45	36	- 20.0%
Cumulative Days on Market Until Sale	50	41	- 18.0%	52	43	- 17.3%
Inventory of Homes for Sale	157	138	- 12.1%	--	--	--
Months Supply of Inventory	2.5	2.1	- 16.0%	--	--	--

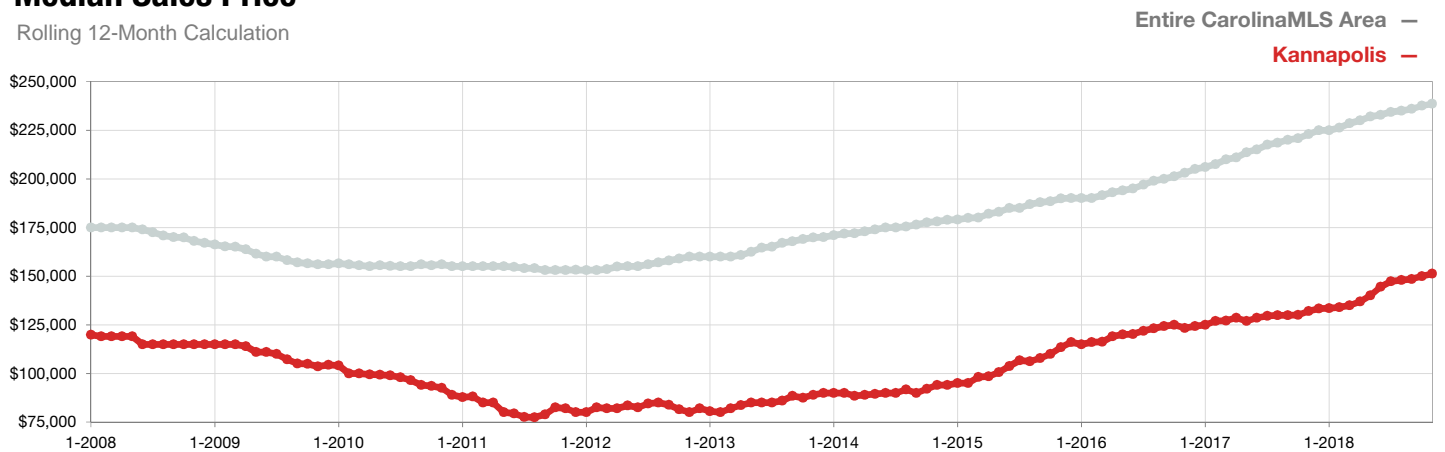
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November



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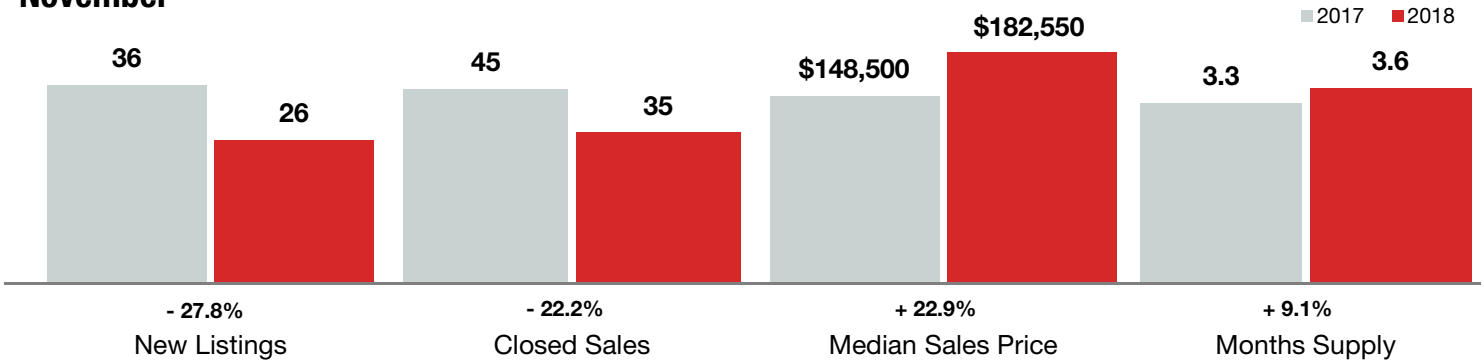
Lincolnton

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	36	26	- 27.8%	518	501	- 3.3%
Pending Sales	40	33	- 17.5%	410	389	- 5.1%
Closed Sales	45	35	- 22.2%	391	389	- 0.5%
Median Sales Price*	\$148,500	\$182,550	+ 22.9%	\$156,450	\$167,000	+ 6.7%
Average Sales Price*	\$183,335	\$182,073	- 0.7%	\$174,419	\$187,750	+ 7.6%
Percent of Original List Price Received*	94.6%	92.5%	- 2.2%	95.2%	94.6%	- 0.6%
List to Close	134	109	- 18.7%	113	115	+ 1.8%
Days on Market Until Sale	48	54	+ 12.5%	55	57	+ 3.6%
Cumulative Days on Market Until Sale	70	59	- 15.7%	65	62	- 4.6%
Inventory of Homes for Sale	120	123	+ 2.5%	--	--	--
Months Supply of Inventory	3.3	3.6	+ 9.1%	--	--	--

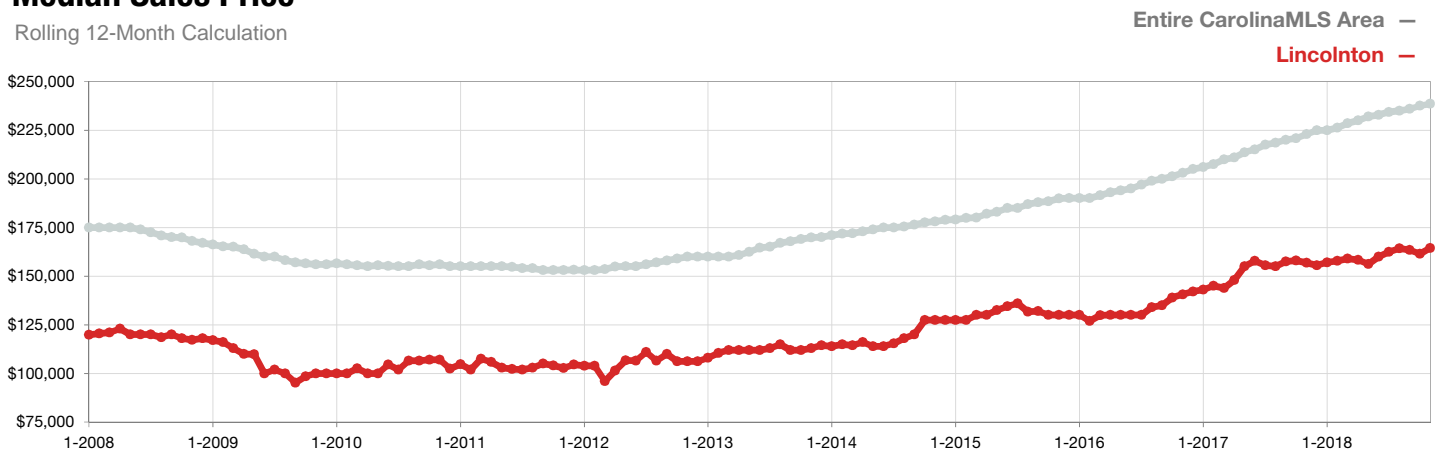
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November



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Local Market Update for November 2018

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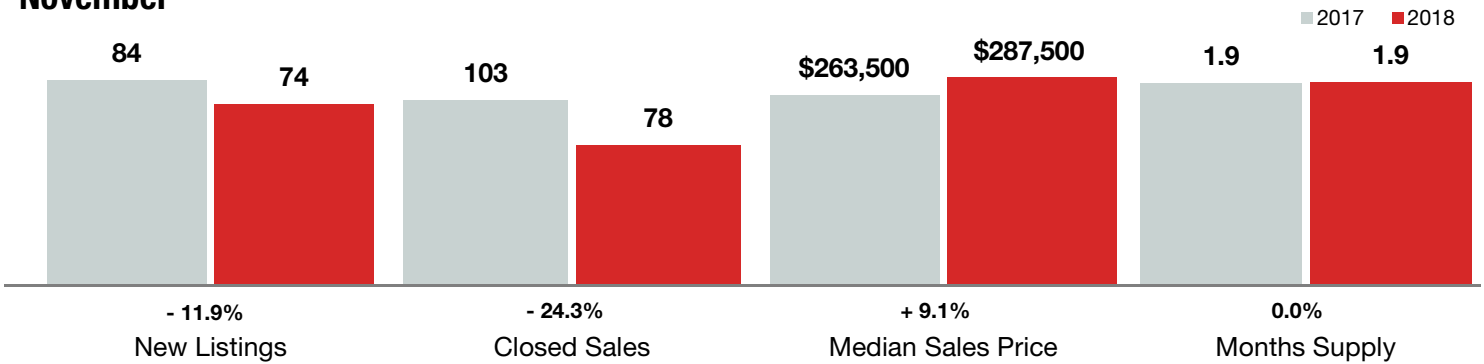
Matthews

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	84	74	- 11.9%	1,454	1,310	- 9.9%
Pending Sales	78	62	- 20.5%	1,173	1,062	- 9.5%
Closed Sales	103	78	- 24.3%	1,148	1,043	- 9.1%
Median Sales Price*	\$263,500	\$287,500	+ 9.1%	\$278,000	\$294,000	+ 5.8%
Average Sales Price*	\$302,829	\$308,742	+ 2.0%	\$314,518	\$324,417	+ 3.1%
Percent of Original List Price Received*	98.7%	97.0%	- 1.7%	97.9%	97.6%	- 0.3%
List to Close	77	74	- 3.9%	81	77	- 4.9%
Days on Market Until Sale	35	37	+ 5.7%	35	33	- 5.7%
Cumulative Days on Market Until Sale	47	57	+ 21.3%	45	43	- 4.4%
Inventory of Homes for Sale	191	175	- 8.4%	--	--	--
Months Supply of Inventory	1.9	1.9	0.0%	--	--	--

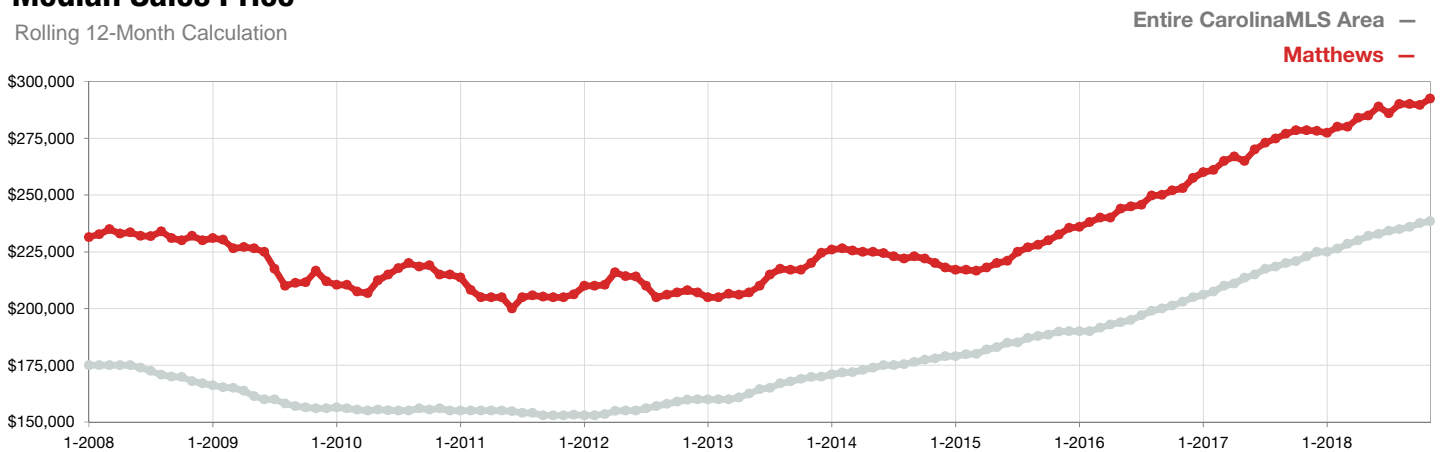
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November



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Local Market Update for November 2018

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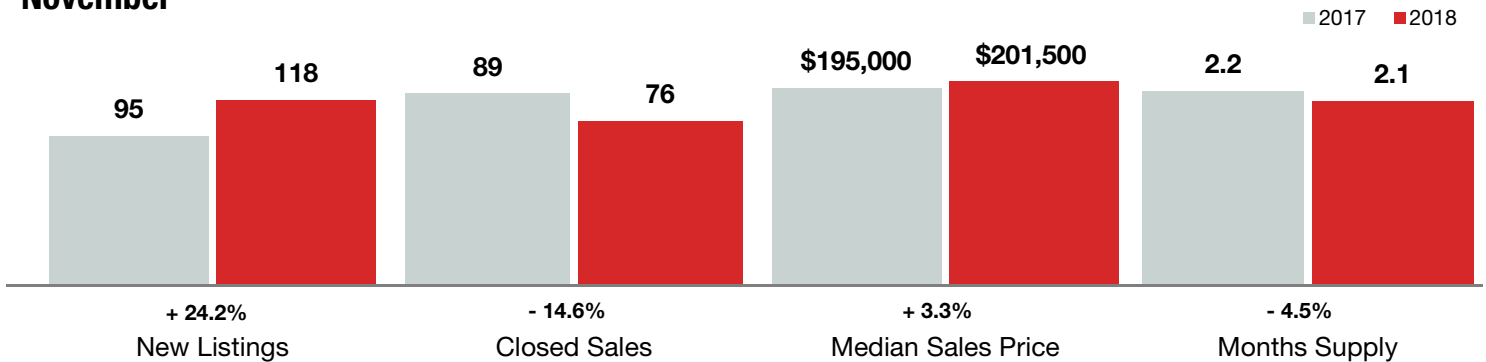
Monroe

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	95	118	+ 24.2%	1,094	1,213	+ 10.9%
Pending Sales	65	92	+ 41.5%	952	993	+ 4.3%
Closed Sales	89	76	- 14.6%	953	951	- 0.2%
Median Sales Price*	\$195,000	\$201,500	+ 3.3%	\$185,500	\$203,500	+ 9.7%
Average Sales Price*	\$209,600	\$231,020	+ 10.2%	\$206,643	\$223,197	+ 8.0%
Percent of Original List Price Received*	96.9%	97.1%	+ 0.2%	97.2%	97.0%	- 0.2%
List to Close	80	75	- 6.3%	87	79	- 9.2%
Days on Market Until Sale	34	29	- 14.7%	40	33	- 17.5%
Cumulative Days on Market Until Sale	37	30	- 18.9%	47	39	- 17.0%
Inventory of Homes for Sale	189	186	- 1.6%	--	--	--
Months Supply of Inventory	2.2	2.1	- 4.5%	--	--	--

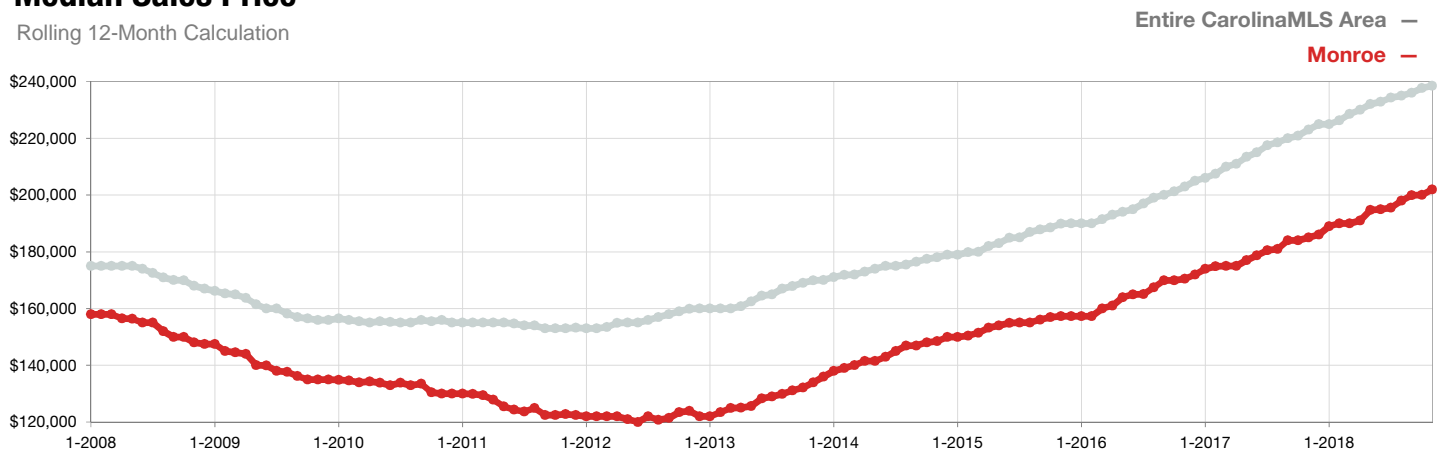
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November



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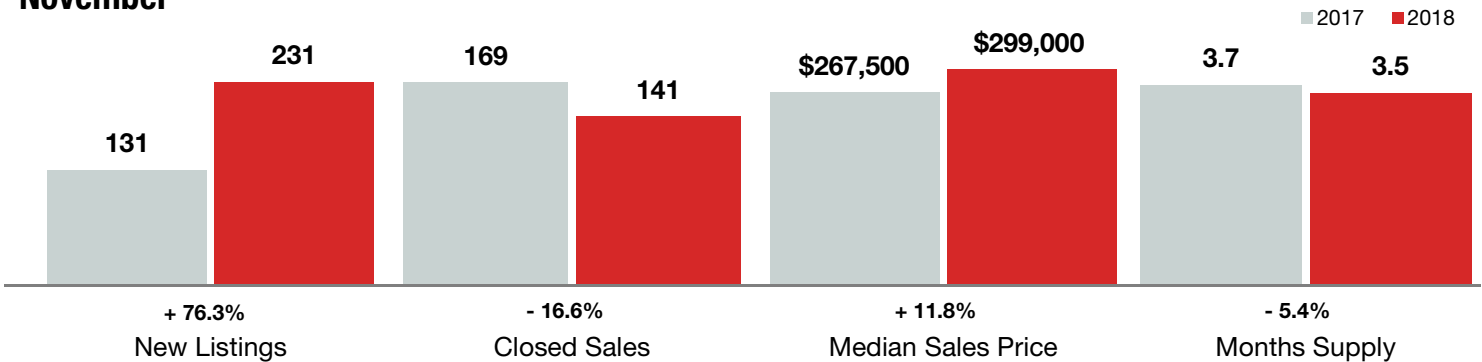
Mooreville

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	131	231	+ 76.3%	2,603	2,623	+ 0.8%
Pending Sales	143	144	+ 0.7%	1,898	1,927	+ 1.5%
Closed Sales	169	141	- 16.6%	1,829	1,852	+ 1.3%
Median Sales Price*	\$267,500	\$299,000	+ 11.8%	\$285,000	\$299,995	+ 5.3%
Average Sales Price*	\$348,026	\$406,890	+ 16.9%	\$371,611	\$392,425	+ 5.6%
Percent of Original List Price Received*	95.6%	95.2%	- 0.4%	95.9%	96.1%	+ 0.2%
List to Close	112	115	+ 2.7%	115	113	- 1.7%
Days on Market Until Sale	60	66	+ 10.0%	65	62	- 4.6%
Cumulative Days on Market Until Sale	72	82	+ 13.9%	79	76	- 3.8%
Inventory of Homes for Sale	613	607	- 1.0%	--	--	--
Months Supply of Inventory	3.7	3.5	- 5.4%	--	--	--

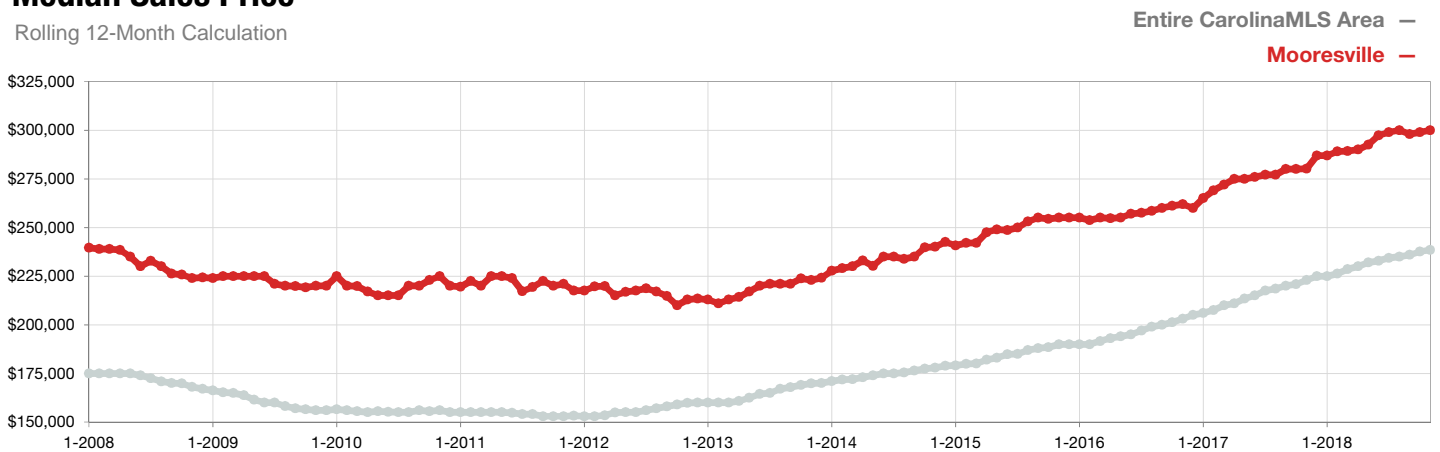
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November



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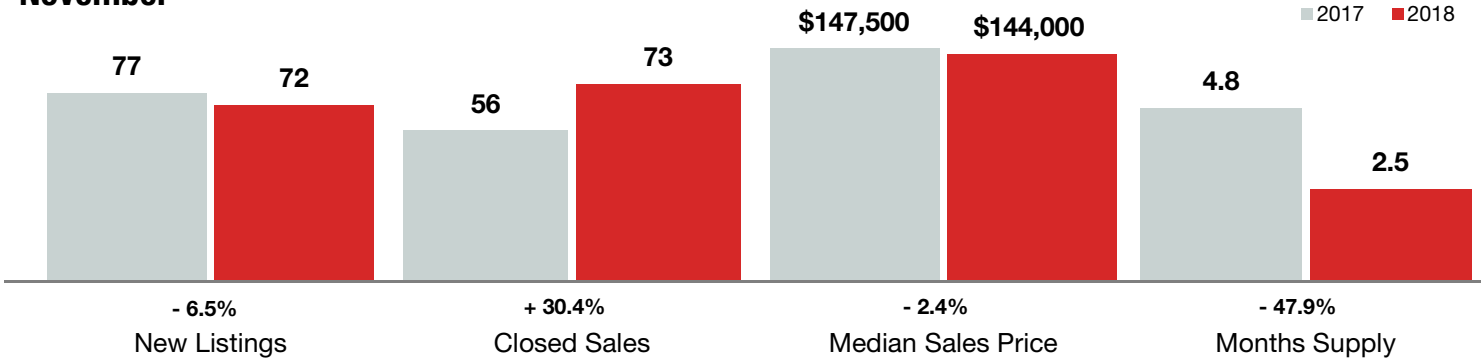
Salisbury

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	77	72	- 6.5%	988	1,018	+ 3.0%
Pending Sales	66	69	+ 4.5%	736	882	+ 19.8%
Closed Sales	56	73	+ 30.4%	738	853	+ 15.6%
Median Sales Price*	\$147,500	\$144,000	- 2.4%	\$144,900	\$149,250	+ 3.0%
Average Sales Price*	\$150,246	\$171,958	+ 14.5%	\$154,021	\$163,830	+ 6.4%
Percent of Original List Price Received*	92.4%	90.3%	- 2.3%	93.0%	94.5%	+ 1.6%
List to Close	93	112	+ 20.4%	118	110	- 6.8%
Days on Market Until Sale	53	62	+ 17.0%	72	61	- 15.3%
Cumulative Days on Market Until Sale	60	71	+ 18.3%	87	71	- 18.4%
Inventory of Homes for Sale	309	198	- 35.9%	--	--	--
Months Supply of Inventory	4.8	2.5	- 47.9%	--	--	--

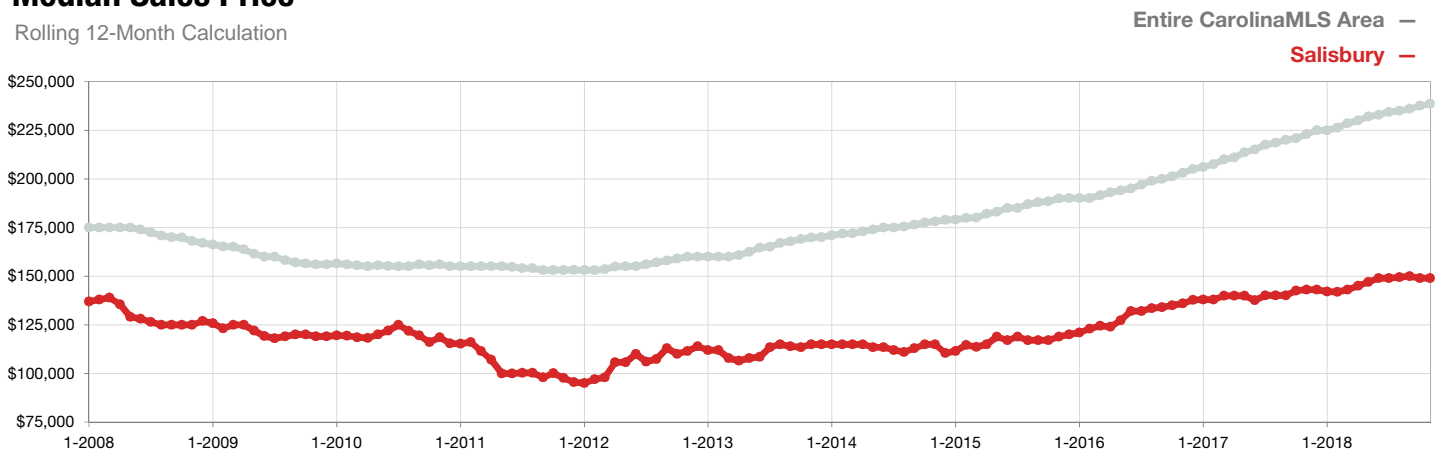
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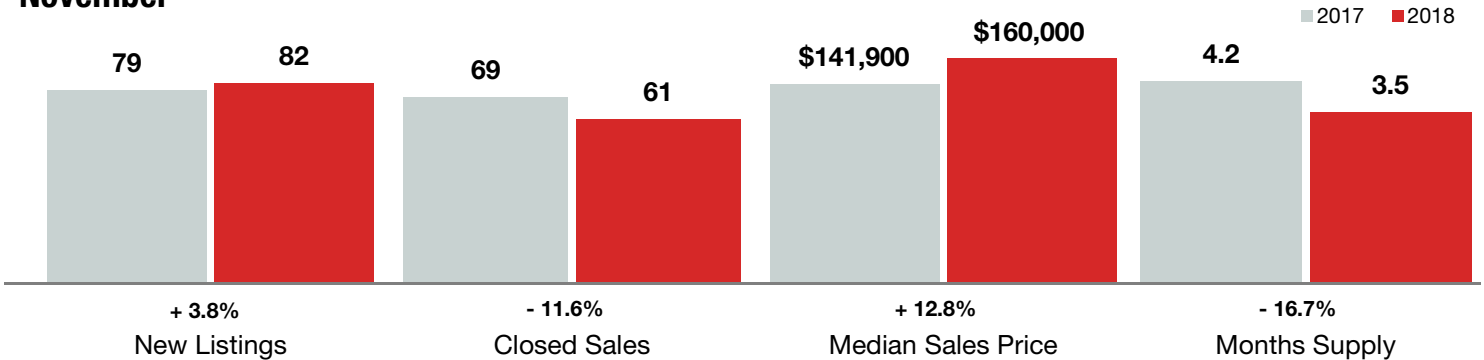
Statesville

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	79	82	+ 3.8%	1,091	1,134	+ 3.9%
Pending Sales	63	63	0.0%	804	878	+ 9.2%
Closed Sales	69	61	- 11.6%	782	832	+ 6.4%
Median Sales Price*	\$141,900	\$160,000	+ 12.8%	\$154,000	\$165,000	+ 7.1%
Average Sales Price*	\$161,508	\$179,493	+ 11.1%	\$170,011	\$181,719	+ 6.9%
Percent of Original List Price Received*	91.0%	96.7%	+ 6.3%	94.1%	95.5%	+ 1.5%
List to Close	128	97	- 24.2%	113	109	- 3.5%
Days on Market Until Sale	82	56	- 31.7%	67	60	- 10.4%
Cumulative Days on Market Until Sale	90	65	- 27.8%	80	72	- 10.0%
Inventory of Homes for Sale	300	273	- 9.0%	--	--	--
Months Supply of Inventory	4.2	3.5	- 16.7%	--	--	--

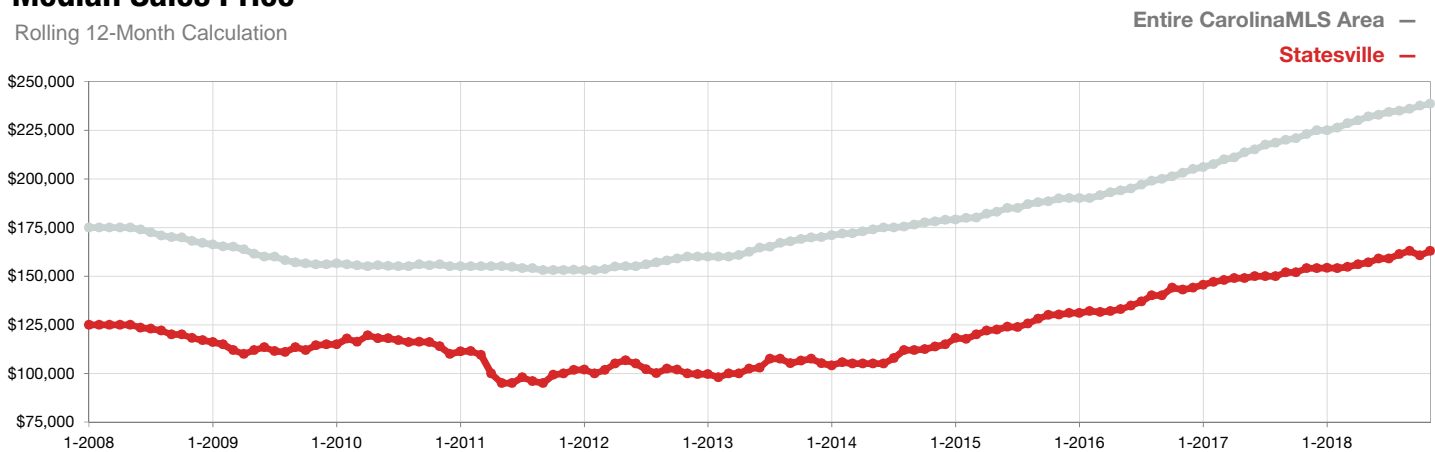
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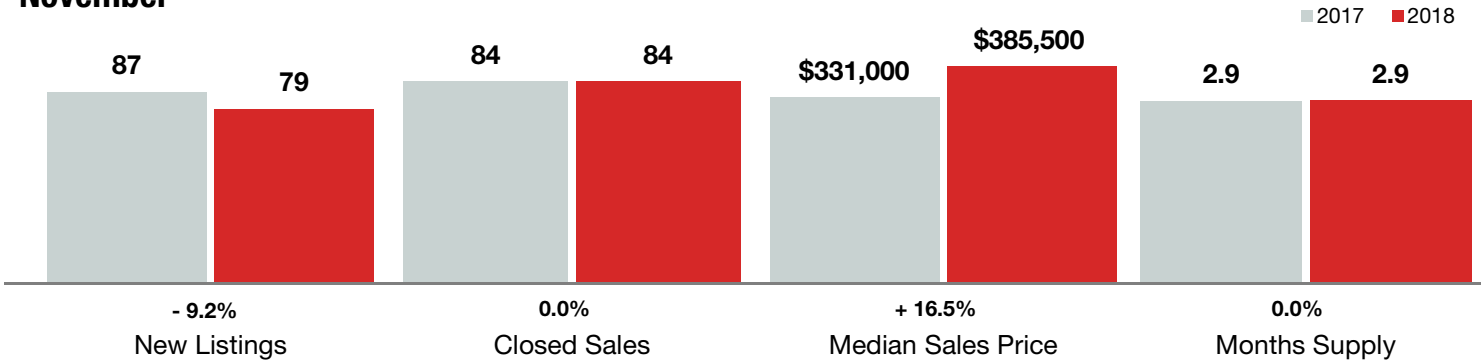
Waxhaw

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	87	79	- 9.2%	1,632	1,583	- 3.0%
Pending Sales	74	77	+ 4.1%	1,209	1,208	- 0.1%
Closed Sales	84	84	0.0%	1,161	1,185	+ 2.1%
Median Sales Price*	\$331,000	\$385,500	+ 16.5%	\$382,000	\$395,856	+ 3.6%
Average Sales Price*	\$365,026	\$466,425	+ 27.8%	\$436,937	\$455,462	+ 4.2%
Percent of Original List Price Received*	96.3%	95.9%	- 0.4%	96.6%	96.6%	0.0%
List to Close	112	135	+ 20.5%	109	111	+ 1.8%
Days on Market Until Sale	52	74	+ 42.3%	55	57	+ 3.6%
Cumulative Days on Market Until Sale	64	99	+ 54.7%	73	73	0.0%
Inventory of Homes for Sale	313	311	- 0.6%	--	--	--
Months Supply of Inventory	2.9	2.9	0.0%	--	--	--

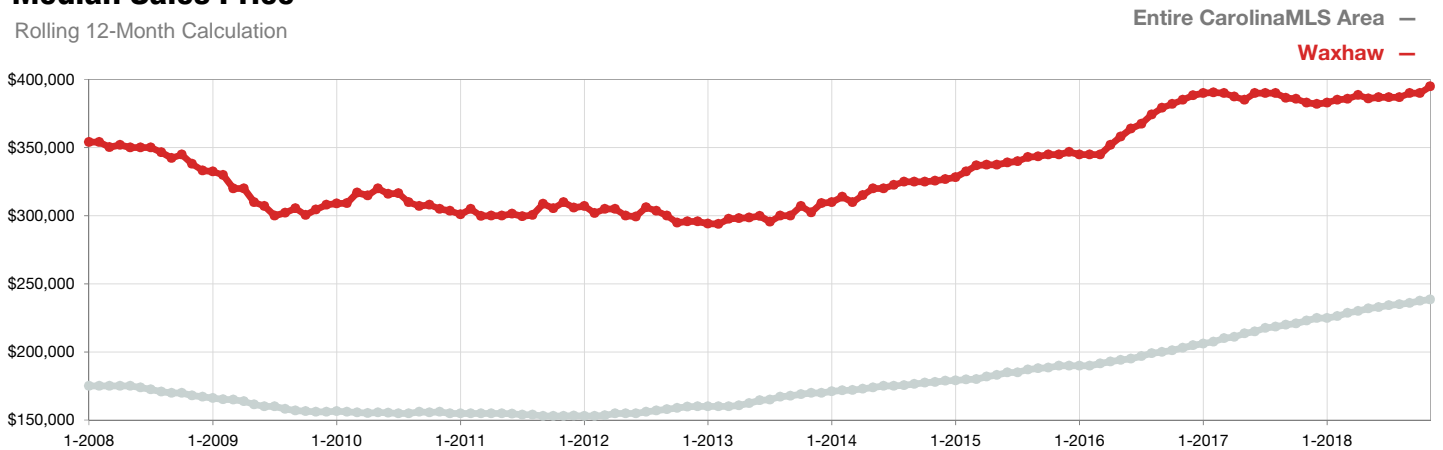
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November



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Rolling 12-Month Calculation



Local Market Update for November 2018

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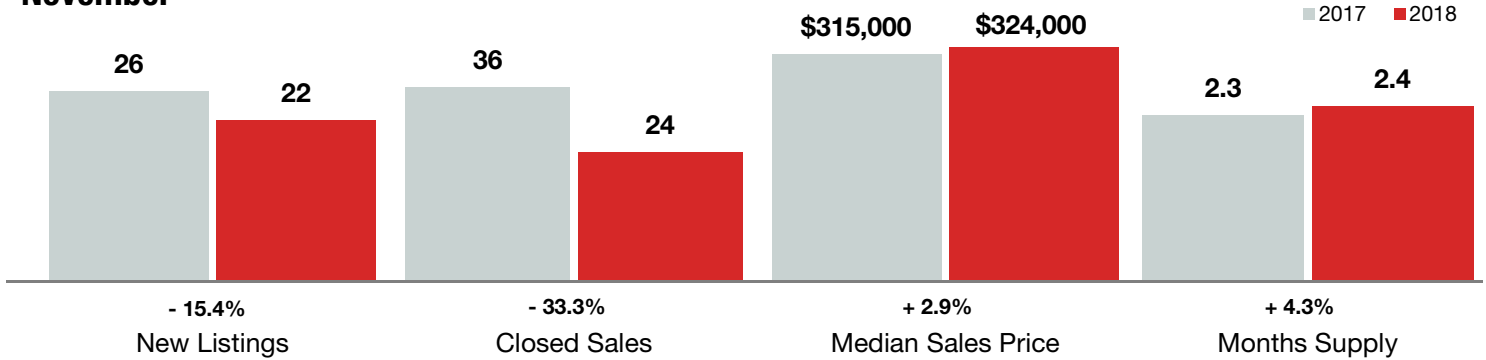
Uptown Charlotte

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	26	22	- 15.4%	493	451	- 8.5%
Pending Sales	15	18	+ 20.0%	403	348	- 13.6%
Closed Sales	36	24	- 33.3%	410	342	- 16.6%
Median Sales Price*	\$315,000	\$324,000	+ 2.9%	\$285,125	\$280,000	- 1.8%
Average Sales Price*	\$489,703	\$343,717	- 29.8%	\$335,291	\$325,156	- 3.0%
Percent of Original List Price Received*	95.1%	97.2%	+ 2.2%	96.4%	96.6%	+ 0.2%
List to Close	103	110	+ 6.8%	99	103	+ 4.0%
Days on Market Until Sale	53	61	+ 15.1%	51	48	- 5.9%
Cumulative Days on Market Until Sale	67	96	+ 43.3%	59	64	+ 8.5%
Inventory of Homes for Sale	82	73	- 11.0%	--	--	--
Months Supply of Inventory	2.3	2.4	+ 4.3%	--	--	--

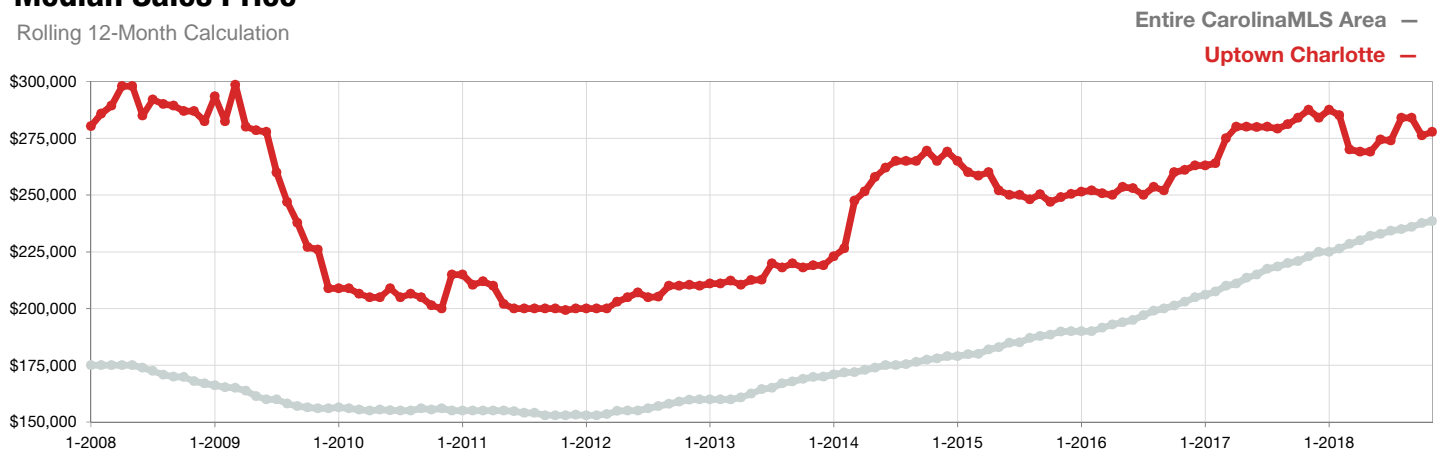
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November



Median Sales Price

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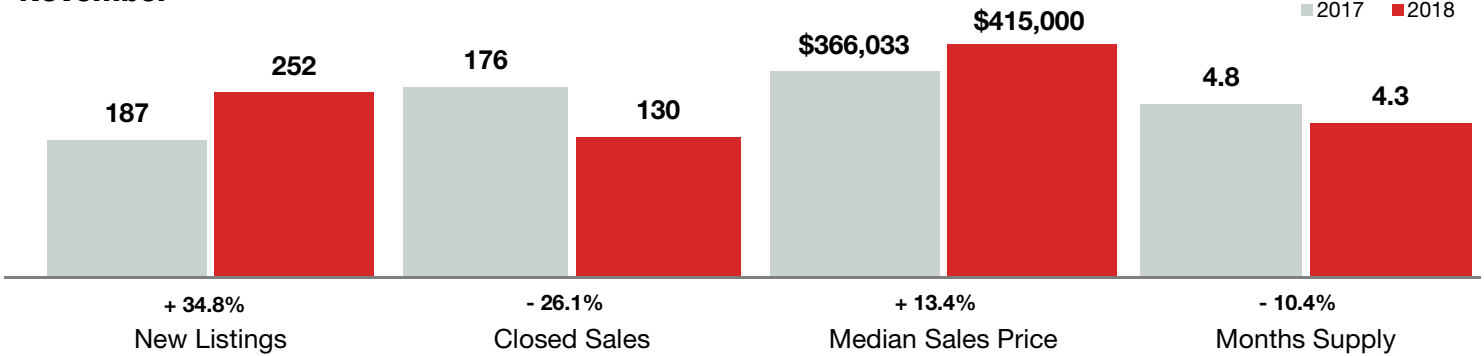
Lake Norman

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	187	252	+ 34.8%	3,238	3,223	- 0.5%
Pending Sales	145	178	+ 22.8%	2,223	2,237	+ 0.6%
Closed Sales	176	130	- 26.1%	2,151	2,141	- 0.5%
Median Sales Price*	\$366,033	\$415,000	+ 13.4%	\$378,000	\$386,500	+ 2.2%
Average Sales Price*	\$494,508	\$574,772	+ 16.2%	\$482,900	\$505,050	+ 4.6%
Percent of Original List Price Received*	95.2%	94.3%	- 0.9%	95.2%	95.7%	+ 0.5%
List to Close	137	129	- 5.8%	132	126	- 4.5%
Days on Market Until Sale	76	78	+ 2.6%	77	73	- 5.2%
Cumulative Days on Market Until Sale	105	97	- 7.6%	96	92	- 4.2%
Inventory of Homes for Sale	924	844	- 8.7%	--	--	--
Months Supply of Inventory	4.8	4.3	- 10.4%	--	--	--

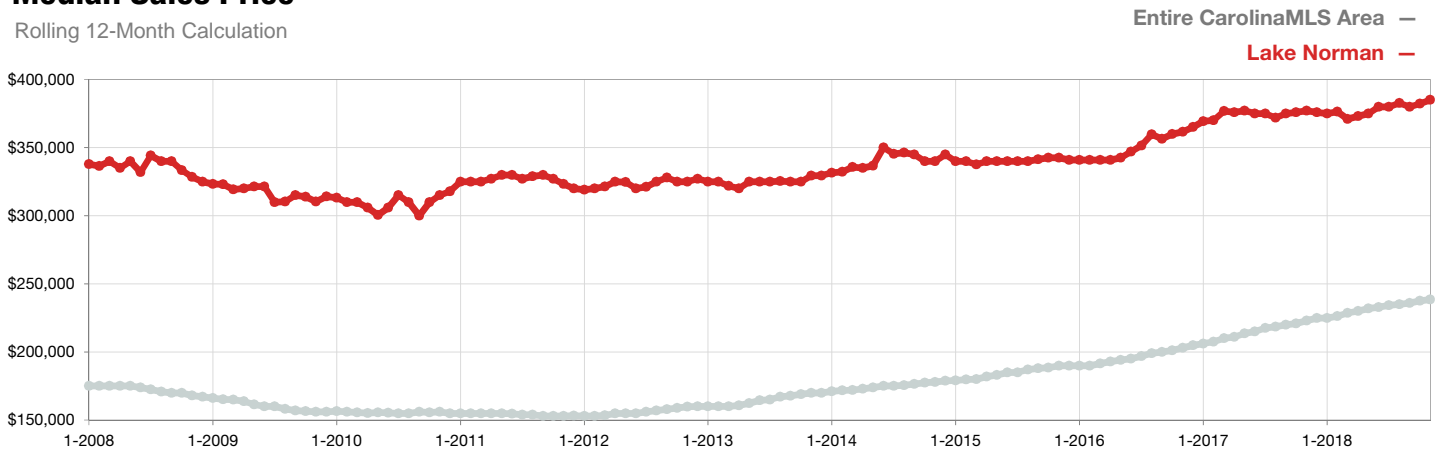
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November



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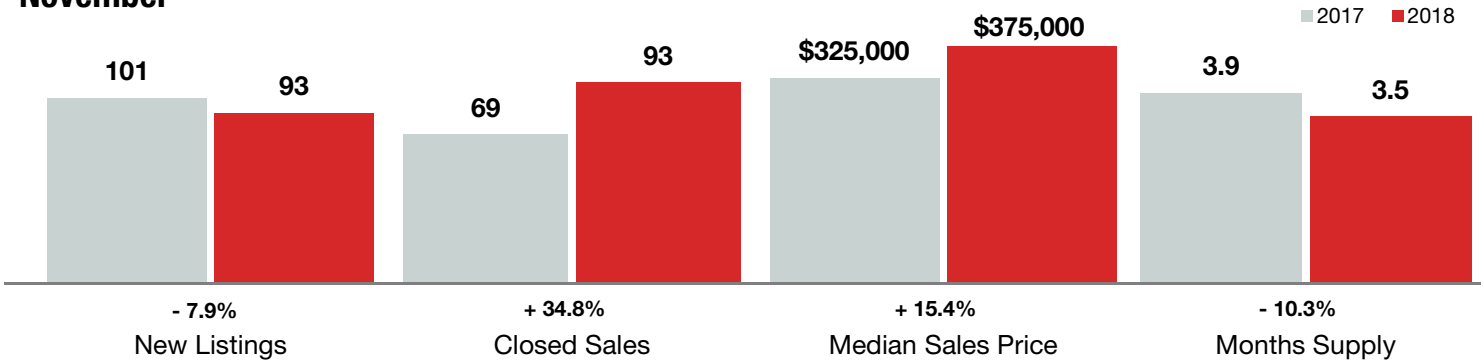
Lake Wylie

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	101	93	- 7.9%	1,466	1,573	+ 7.3%
Pending Sales	77	86	+ 11.7%	1,074	1,165	+ 8.5%
Closed Sales	69	93	+ 34.8%	1,015	1,132	+ 11.5%
Median Sales Price*	\$325,000	\$375,000	+ 15.4%	\$329,900	\$350,000	+ 6.1%
Average Sales Price*	\$407,706	\$417,547	+ 2.4%	\$380,436	\$396,706	+ 4.3%
Percent of Original List Price Received*	95.1%	94.8%	- 0.3%	97.1%	96.8%	- 0.3%
List to Close	139	139	0.0%	123	123	0.0%
Days on Market Until Sale	89	80	- 10.1%	64	66	+ 3.1%
Cumulative Days on Market Until Sale	103	96	- 6.8%	80	79	- 1.3%
Inventory of Homes for Sale	367	357	- 2.7%	--	--	--
Months Supply of Inventory	3.9	3.5	- 10.3%	--	--	--

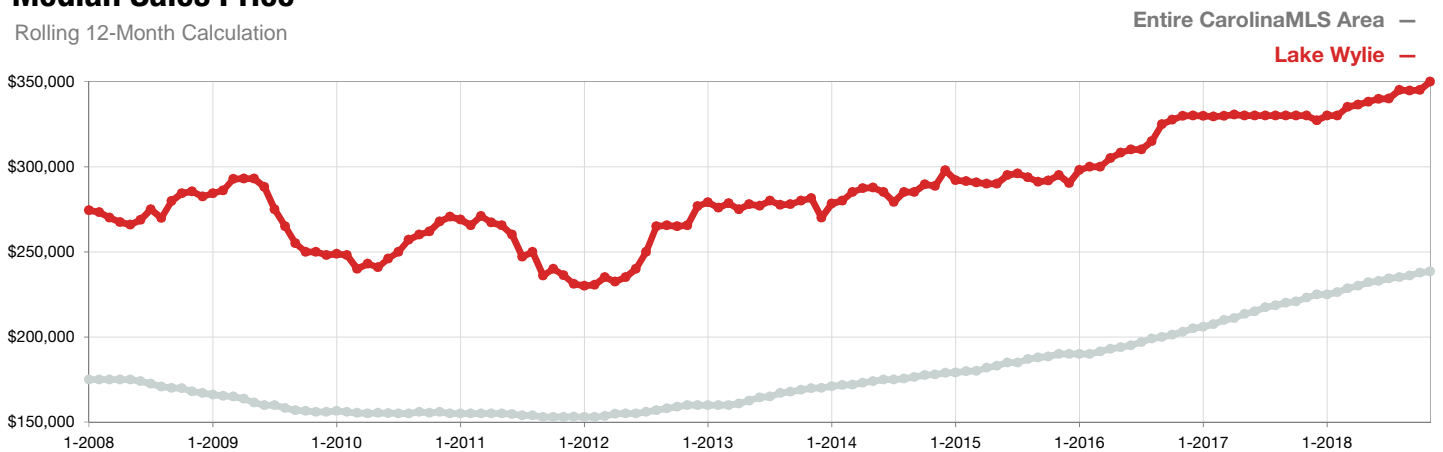
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November



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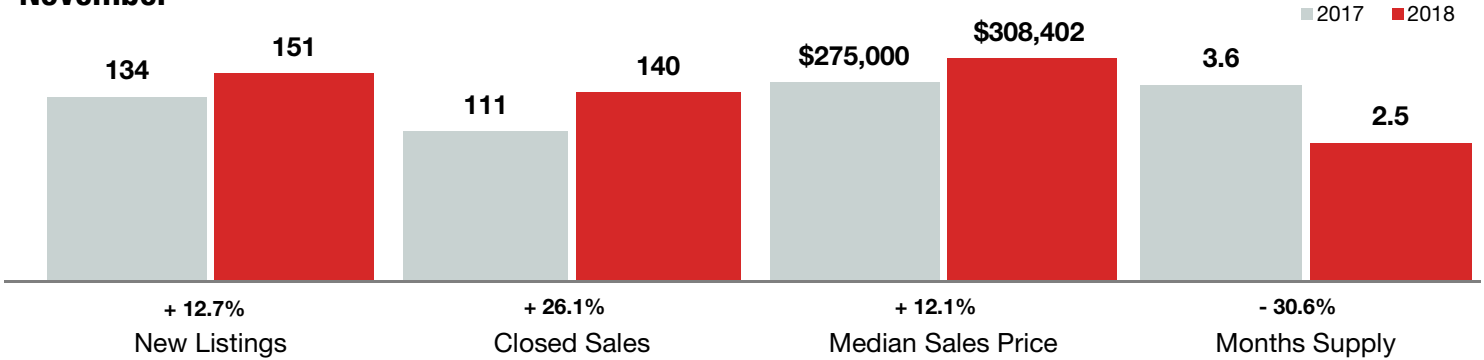
Lancaster County

South Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	134	151	+ 12.7%	2,018	2,094	+ 3.8%
Pending Sales	126	138	+ 9.5%	1,504	1,760	+ 17.0%
Closed Sales	111	140	+ 26.1%	1,420	1,697	+ 19.5%
Median Sales Price*	\$275,000	\$308,402	+ 12.1%	\$267,000	\$279,139	+ 4.5%
Average Sales Price*	\$276,398	\$315,038	+ 14.0%	\$268,816	\$285,541	+ 6.2%
Percent of Original List Price Received*	96.6%	96.3%	- 0.3%	96.6%	97.0%	+ 0.4%
List to Close	111	115	+ 3.6%	105	110	+ 4.8%
Days on Market Until Sale	61	60	- 1.6%	55	56	+ 1.8%
Cumulative Days on Market Until Sale	86	74	- 14.0%	68	70	+ 2.9%
Inventory of Homes for Sale	475	396	- 16.6%	--	--	--
Months Supply of Inventory	3.6	2.5	- 30.6%	--	--	--

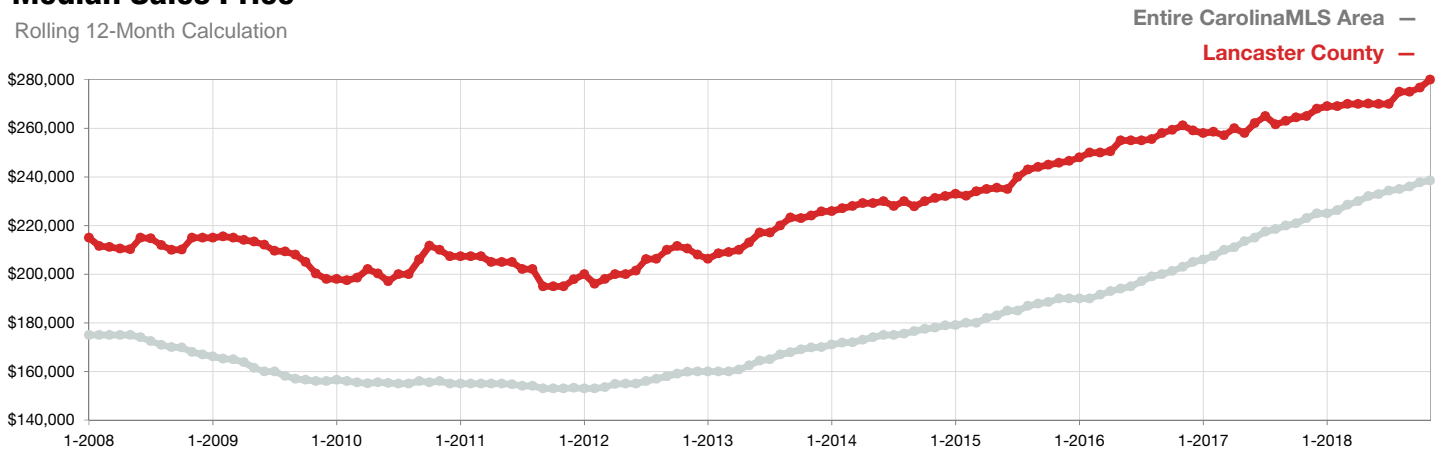
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November



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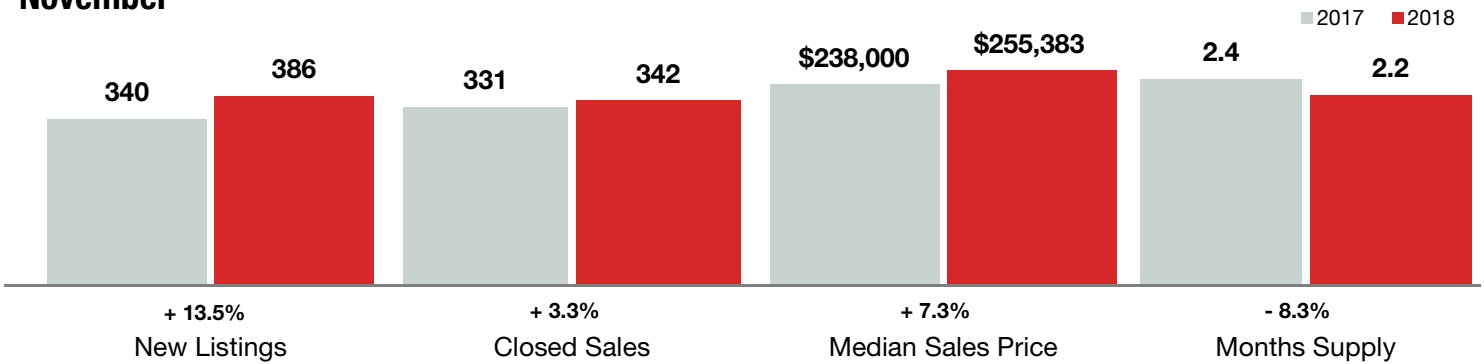
York County

South Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	340	386	+ 13.5%	5,362	5,799	+ 8.1%
Pending Sales	301	376	+ 24.9%	4,445	4,694	+ 5.6%
Closed Sales	331	342	+ 3.3%	4,384	4,557	+ 3.9%
Median Sales Price*	\$238,000	\$255,383	+ 7.3%	\$243,000	\$255,000	+ 4.9%
Average Sales Price*	\$262,055	\$291,665	+ 11.3%	\$269,558	\$281,013	+ 4.2%
Percent of Original List Price Received*	96.7%	96.1%	- 0.6%	97.1%	97.2%	+ 0.1%
List to Close	92	90	- 2.2%	98	88	- 10.2%
Days on Market Until Sale	44	47	+ 6.8%	45	41	- 8.9%
Cumulative Days on Market Until Sale	51	58	+ 13.7%	53	50	- 5.7%
Inventory of Homes for Sale	921	912	- 1.0%	--	--	--
Months Supply of Inventory	2.4	2.2	- 8.3%	--	--	--

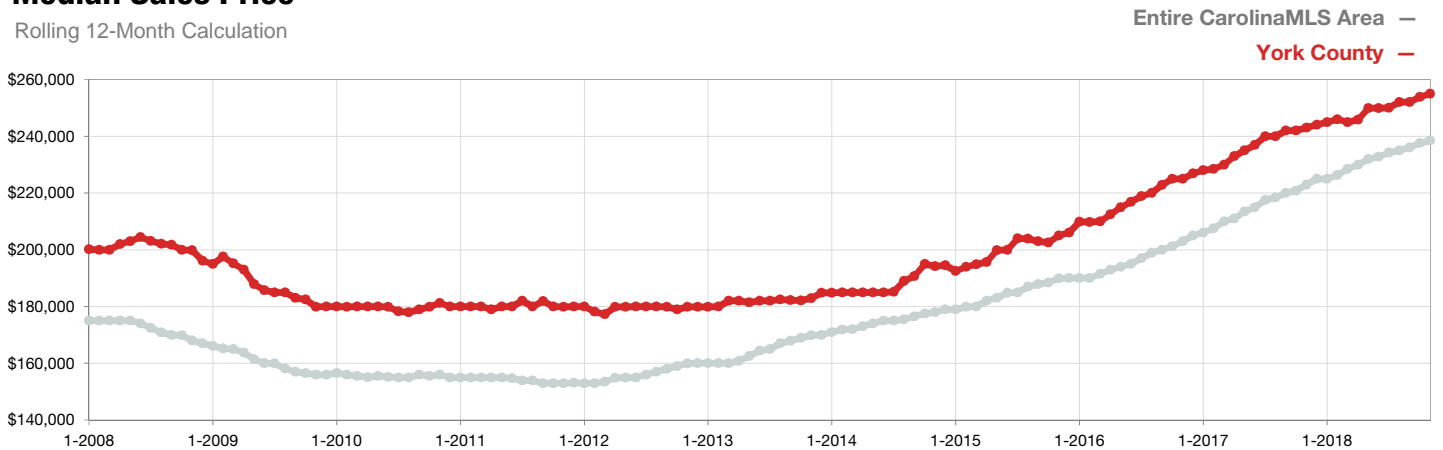
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November



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Charlotte Regional Realtor® Association

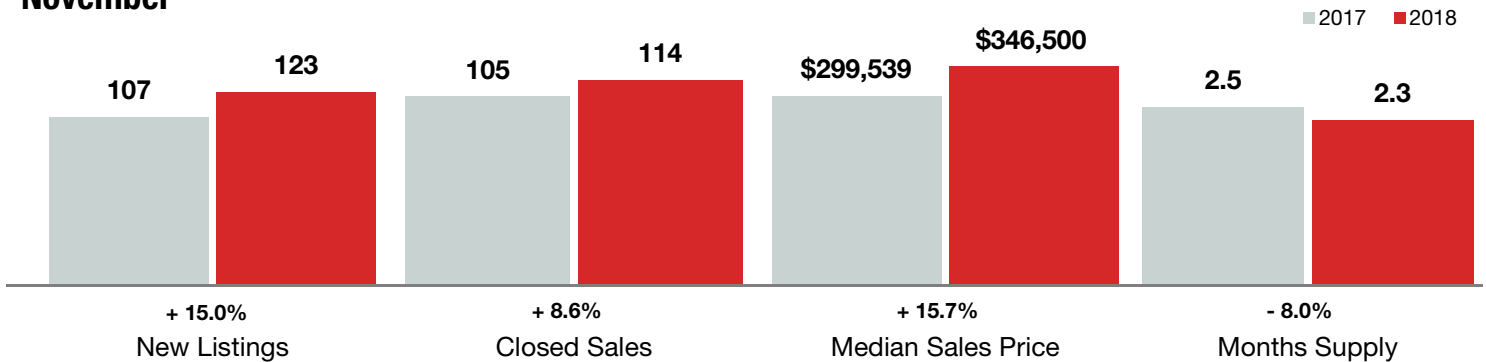
Fort Mill

South Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	107	123	+ 15.0%	1,832	1,854	+ 1.2%
Pending Sales	89	118	+ 32.6%	1,470	1,506	+ 2.4%
Closed Sales	105	114	+ 8.6%	1,446	1,468	+ 1.5%
Median Sales Price*	\$299,539	\$346,500	+ 15.7%	\$297,000	\$323,000	+ 8.8%
Average Sales Price*	\$325,673	\$365,986	+ 12.4%	\$328,686	\$343,096	+ 4.4%
Percent of Original List Price Received*	96.7%	95.7%	- 1.0%	97.3%	97.1%	- 0.2%
List to Close	96	98	+ 2.1%	100	97	- 3.0%
Days on Market Until Sale	50	51	+ 2.0%	48	48	0.0%
Cumulative Days on Market Until Sale	59	61	+ 3.4%	56	58	+ 3.6%
Inventory of Homes for Sale	316	304	- 3.8%	--	--	--
Months Supply of Inventory	2.5	2.3	- 8.0%	--	--	--

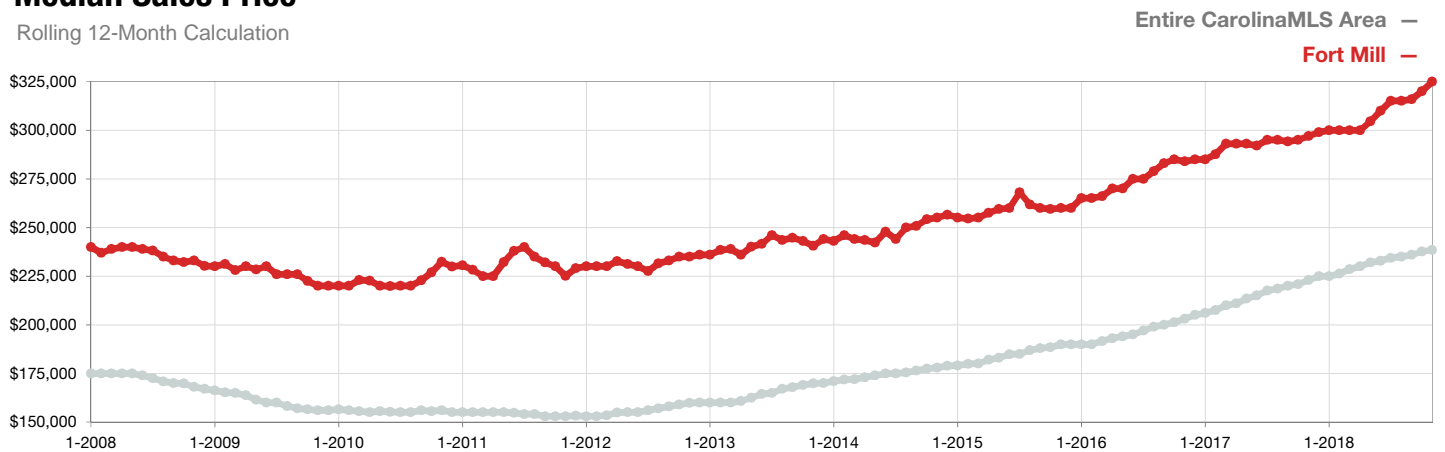
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November



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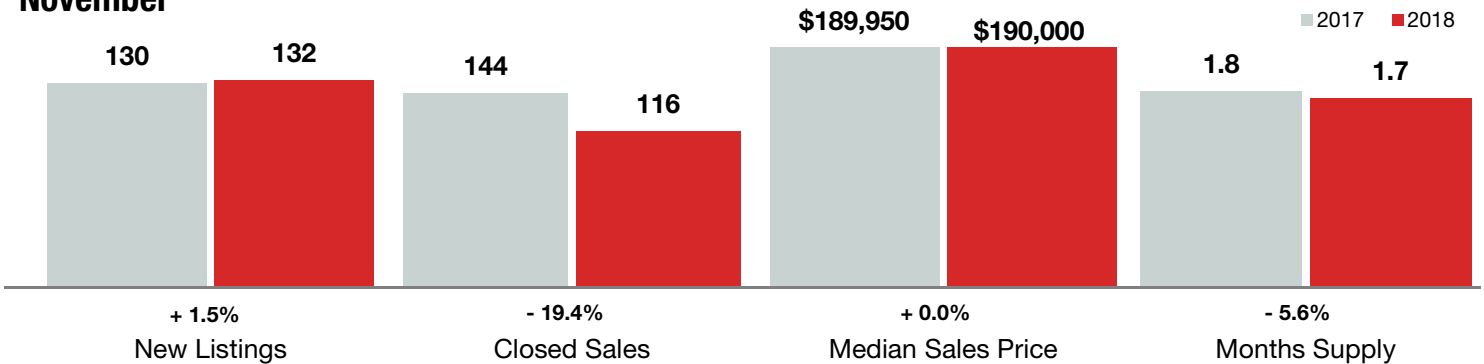
Rock Hill

South Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	130	132	+ 1.5%	1,867	2,009	+ 7.6%
Pending Sales	140	131	- 6.4%	1,634	1,688	+ 3.3%
Closed Sales	144	116	- 19.4%	1,584	1,651	+ 4.2%
Median Sales Price*	\$189,950	\$190,000	+ 0.0%	\$185,000	\$195,500	+ 5.7%
Average Sales Price*	\$219,048	\$208,498	- 4.8%	\$202,931	\$211,750	+ 4.3%
Percent of Original List Price Received*	96.2%	97.2%	+ 1.0%	97.1%	97.7%	+ 0.6%
List to Close	83	71	- 14.5%	88	72	- 18.2%
Days on Market Until Sale	35	30	- 14.3%	37	28	- 24.3%
Cumulative Days on Market Until Sale	40	37	- 7.5%	45	33	- 26.7%
Inventory of Homes for Sale	257	260	+ 1.2%	--	--	--
Months Supply of Inventory	1.8	1.7	- 5.6%	--	--	--

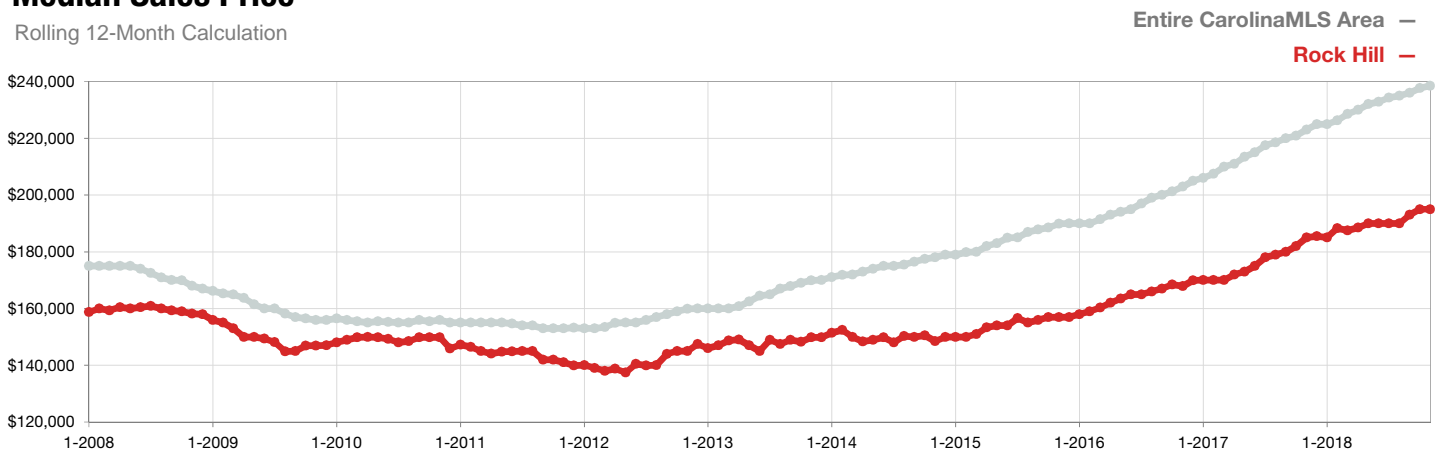
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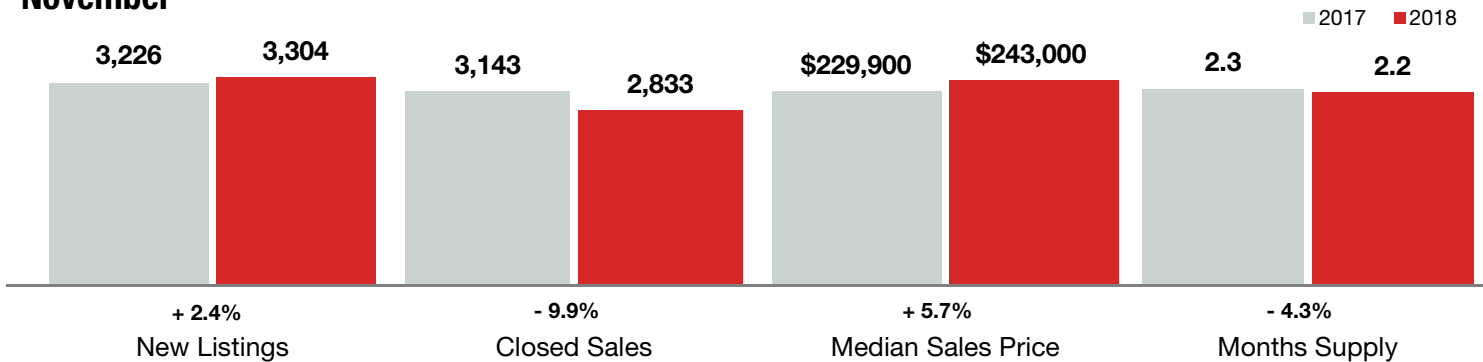
Charlotte MSA

North Carolina

Key Metrics	November			Year to Date		
	2017	2018	Percent Change	Thru 11-2017	Thru 11-2018	Percent Change
New Listings	3,226	3,304	+ 2.4%	47,866	48,615	+ 1.6%
Pending Sales	2,740	2,990	+ 9.1%	39,113	39,120	+ 0.0%
Closed Sales	3,143	2,833	- 9.9%	38,277	38,002	- 0.7%
Median Sales Price*	\$229,900	\$243,000	+ 5.7%	\$230,000	\$244,000	+ 6.1%
Average Sales Price*	\$276,093	\$292,382	+ 5.9%	\$275,540	\$292,721	+ 6.2%
Percent of Original List Price Received*	96.9%	96.1%	- 0.8%	97.4%	97.3%	- 0.1%
List to Close	91	91	0.0%	92	89	- 3.3%
Days on Market Until Sale	40	42	+ 5.0%	40	38	- 5.0%
Cumulative Days on Market Until Sale	49	50	+ 2.0%	48	46	- 4.2%
Inventory of Homes for Sale	7,785	7,659	- 1.6%	--	--	--
Months Supply of Inventory	2.3	2.2	- 4.3%	--	--	--

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