

# Local Market Update for December 2019

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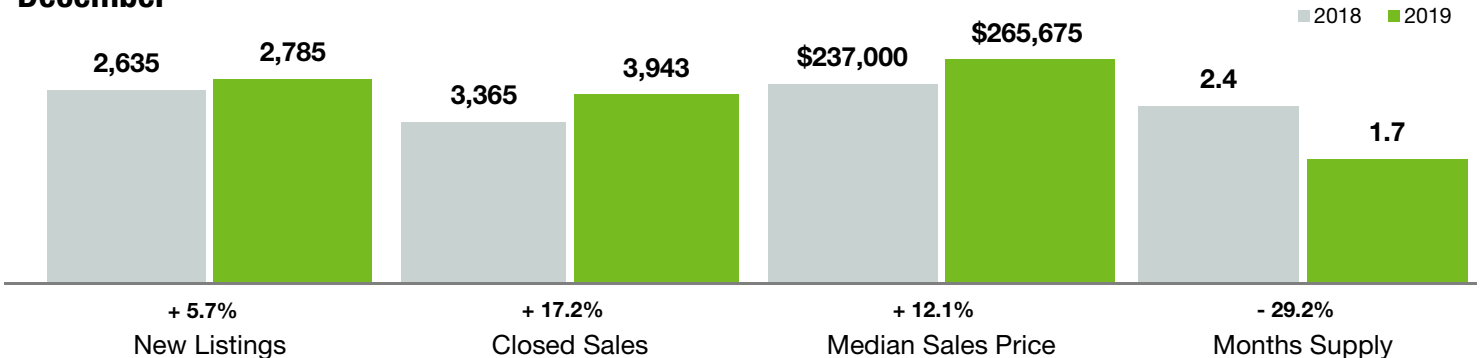
## Charlotte Region

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	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	2,635	<b>2,785</b>	+ 5.7%	60,033	<b>61,069</b>	+ 1.7%
Pending Sales	2,512	<b>3,072</b>	+ 22.3%	47,782	<b>52,031</b>	+ 8.9%
Closed Sales	3,365	<b>3,943</b>	+ 17.2%	48,043	<b>50,854</b>	+ 5.9%
Median Sales Price*	\$237,000	<b>\$265,675</b>	+ 12.1%	\$238,000	<b>\$255,000</b>	+ 7.1%
Average Sales Price*	\$281,728	<b>\$309,752</b>	+ 9.9%	\$286,699	<b>\$303,722</b>	+ 5.9%
Percent of Original List Price Received*	95.8%	<b>96.4%</b>	+ 0.6%	96.9%	<b>96.7%</b>	- 0.2%
List to Close	102	<b>96</b>	- 5.9%	93	<b>93</b>	0.0%
Days on Market Until Sale	50	<b>45</b>	- 10.0%	42	<b>43</b>	+ 2.4%
Cumulative Days on Market Until Sale	58	<b>53</b>	- 8.6%	50	<b>51</b>	+ 2.0%
Average List Price	\$294,665	<b>\$311,990</b>	+ 5.9%	\$318,779	<b>\$333,290</b>	+ 4.6%
Inventory of Homes for Sale	9,747	<b>7,416</b>	- 23.9%	--	--	--
Months Supply of Inventory	2.4	<b>1.7</b>	- 29.2%	--	--	--

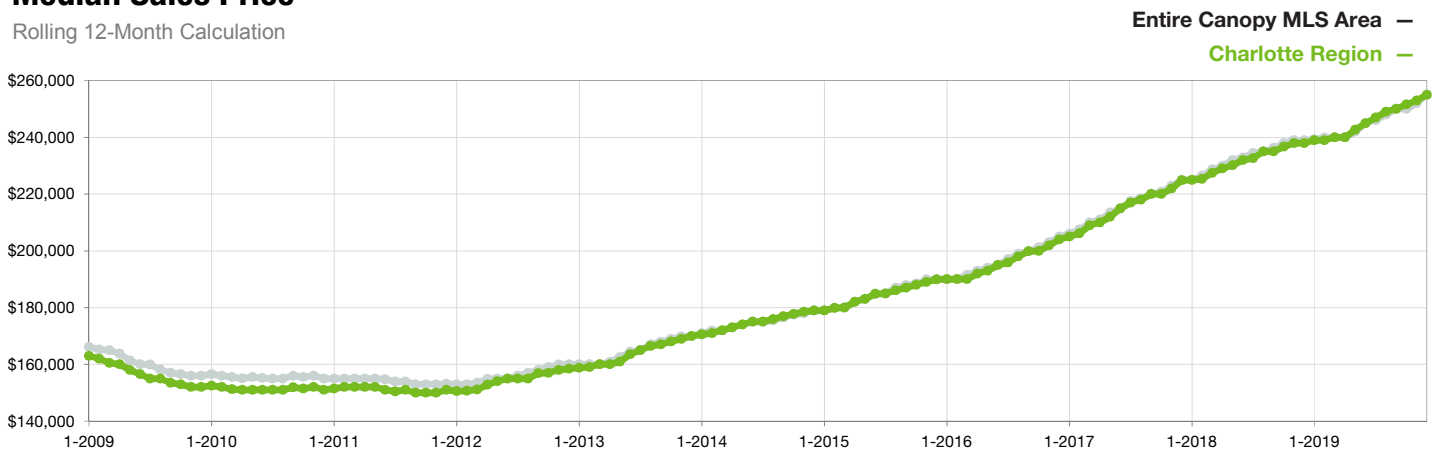
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Rolling 12-Month Calculation



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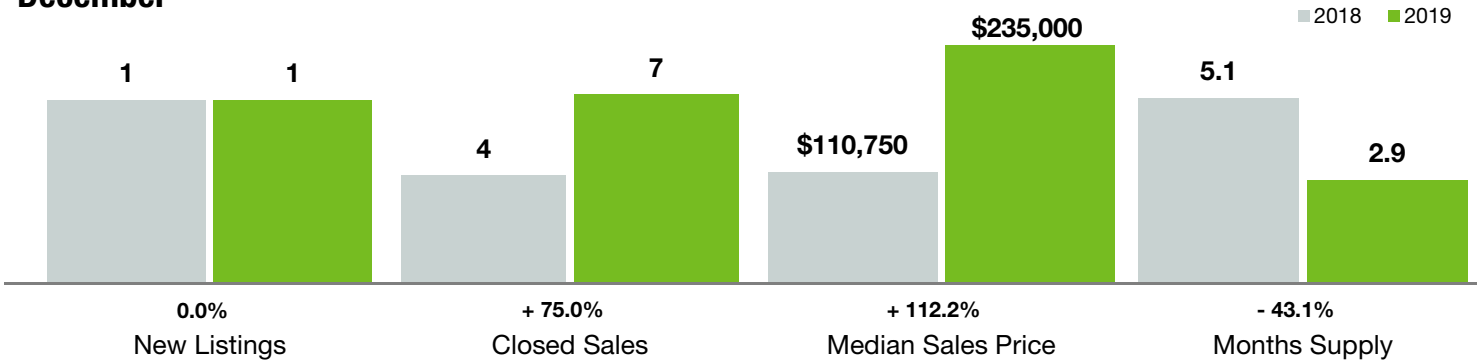
## Alexander County

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	1	1	0.0%	82	78	- 4.9%
Pending Sales	3	5	+ 66.7%	54	63	+ 16.7%
Closed Sales	4	7	+ 75.0%	64	60	- 6.3%
Median Sales Price*	\$110,750	<b>\$235,000</b>	+ 112.2%	\$152,000	<b>\$166,250</b>	+ 9.4%
Average Sales Price*	\$117,050	<b>\$298,143</b>	+ 154.7%	\$195,632	<b>\$218,046</b>	+ 11.5%
Percent of Original List Price Received*	97.6%	<b>91.1%</b>	- 6.7%	92.7%	<b>95.5%</b>	+ 3.0%
List to Close	120	<b>355</b>	+ 195.8%	139	<b>139</b>	0.0%
Days on Market Until Sale	65	<b>129</b>	+ 98.5%	85	<b>58</b>	- 31.8%
Cumulative Days on Market Until Sale	65	<b>129</b>	+ 98.5%	78	<b>65</b>	- 16.7%
Average List Price	\$111,000	<b>\$475,900</b>	+ 328.7%	\$216,857	<b>\$223,926</b>	+ 3.3%
Inventory of Homes for Sale	23	<b>15</b>	- 34.8%	--	--	--
Months Supply of Inventory	5.1	<b>2.9</b>	- 43.1%	--	--	--

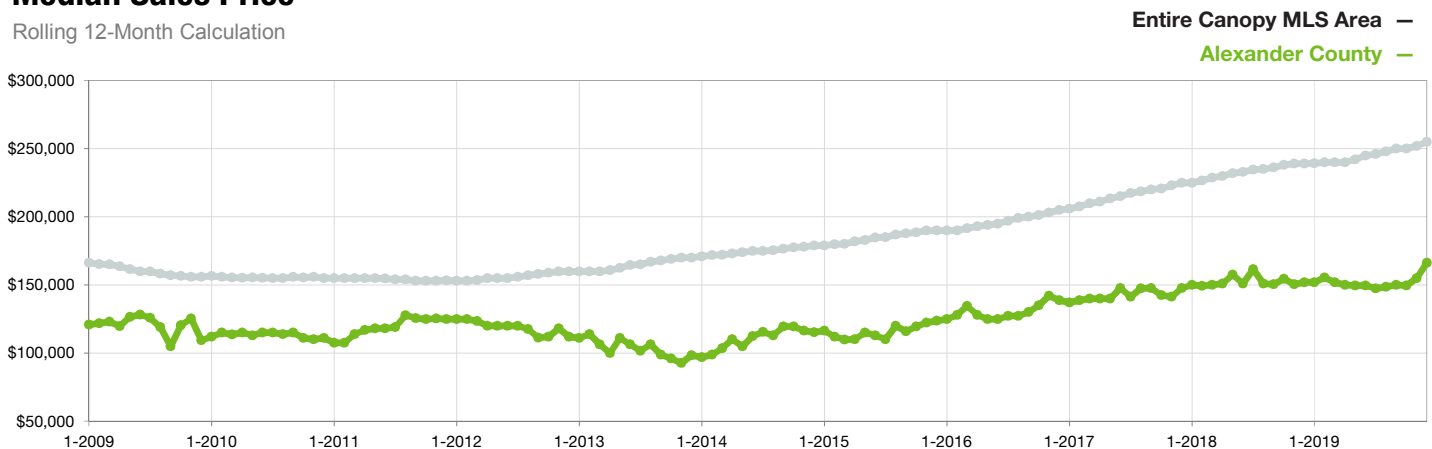
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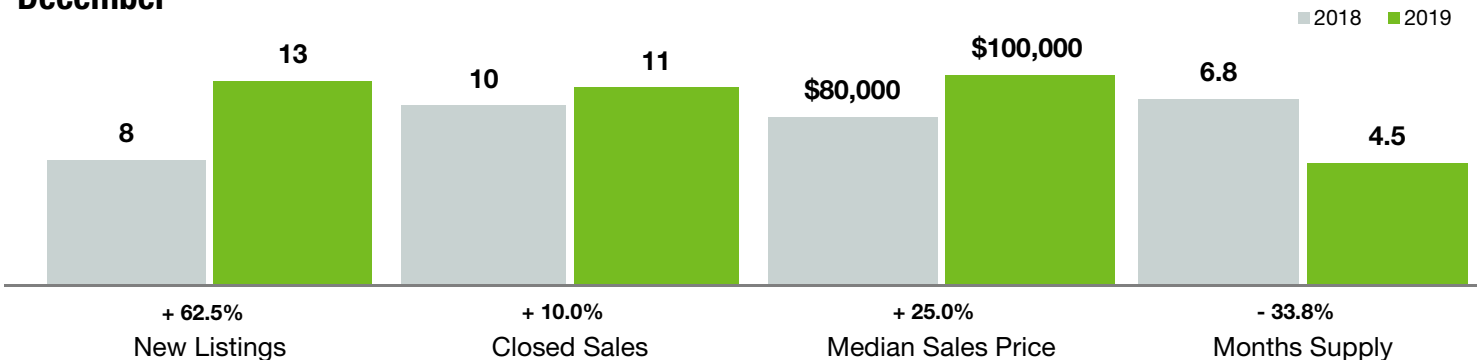
## Anson County

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	8	13	+ 62.5%	170	179	+ 5.3%
Pending Sales	6	10	+ 66.7%	121	147	+ 21.5%
Closed Sales	10	11	+ 10.0%	125	144	+ 15.2%
Median Sales Price*	\$80,000	\$100,000	+ 25.0%	\$102,500	\$112,000	+ 9.3%
Average Sales Price*	\$148,200	\$114,856	- 22.5%	\$120,101	\$125,270	+ 4.3%
Percent of Original List Price Received*	96.2%	94.2%	- 2.1%	91.2%	92.7%	+ 1.6%
List to Close	116	64	- 44.8%	190	130	- 31.6%
Days on Market Until Sale	60	25	- 58.3%	150	81	- 46.0%
Cumulative Days on Market Until Sale	60	25	- 58.3%	154	91	- 40.9%
Average List Price	\$135,500	\$97,862	- 27.8%	\$138,275	\$132,998	- 3.8%
Inventory of Homes for Sale	69	55	- 20.3%	--	--	--
Months Supply of Inventory	6.8	4.5	- 33.8%	--	--	--

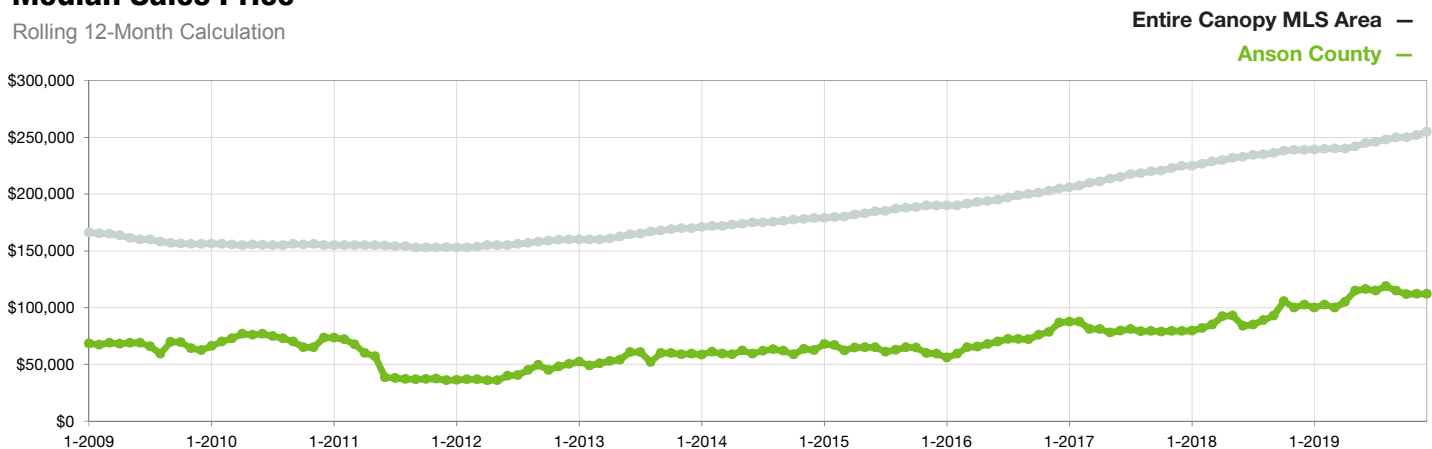
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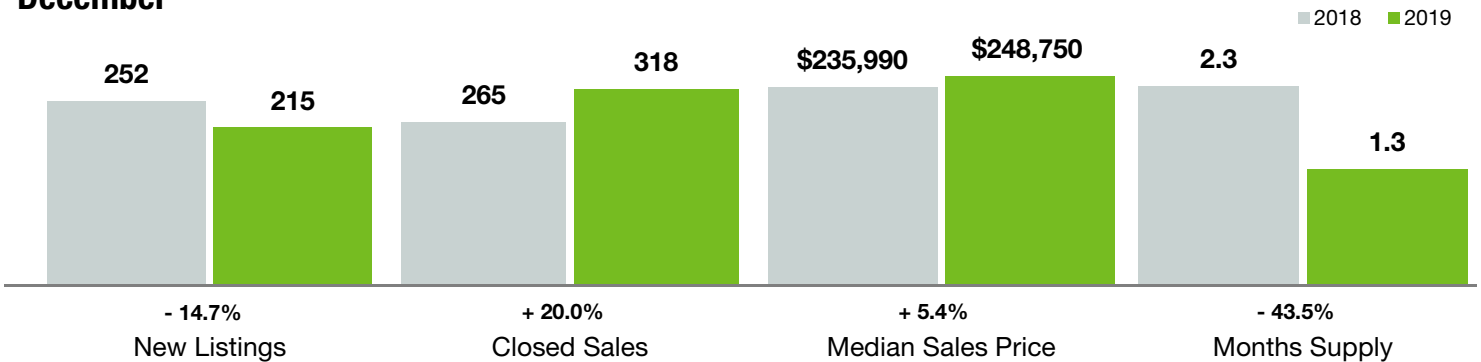
## Cabarrus County

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	252	215	- 14.7%	4,935	4,745	- 3.9%
Pending Sales	232	256	+ 10.3%	3,817	4,066	+ 6.5%
Closed Sales	265	318	+ 20.0%	3,832	4,042	+ 5.5%
Median Sales Price*	\$235,990	\$248,750	+ 5.4%	\$224,900	\$245,000	+ 8.9%
Average Sales Price*	\$256,704	\$267,469	+ 4.2%	\$246,773	\$261,797	+ 6.1%
Percent of Original List Price Received*	96.1%	96.5%	+ 0.4%	97.1%	97.0%	- 0.1%
List to Close	95	93	- 2.1%	89	92	+ 3.4%
Days on Market Until Sale	41	44	+ 7.3%	35	39	+ 11.4%
Cumulative Days on Market Until Sale	49	54	+ 10.2%	42	48	+ 14.3%
Average List Price	\$272,033	\$274,165	+ 0.8%	\$268,349	\$277,778	+ 3.5%
Inventory of Homes for Sale	728	454	- 37.6%	--	--	--
Months Supply of Inventory	2.3	1.3	- 43.5%	--	--	--

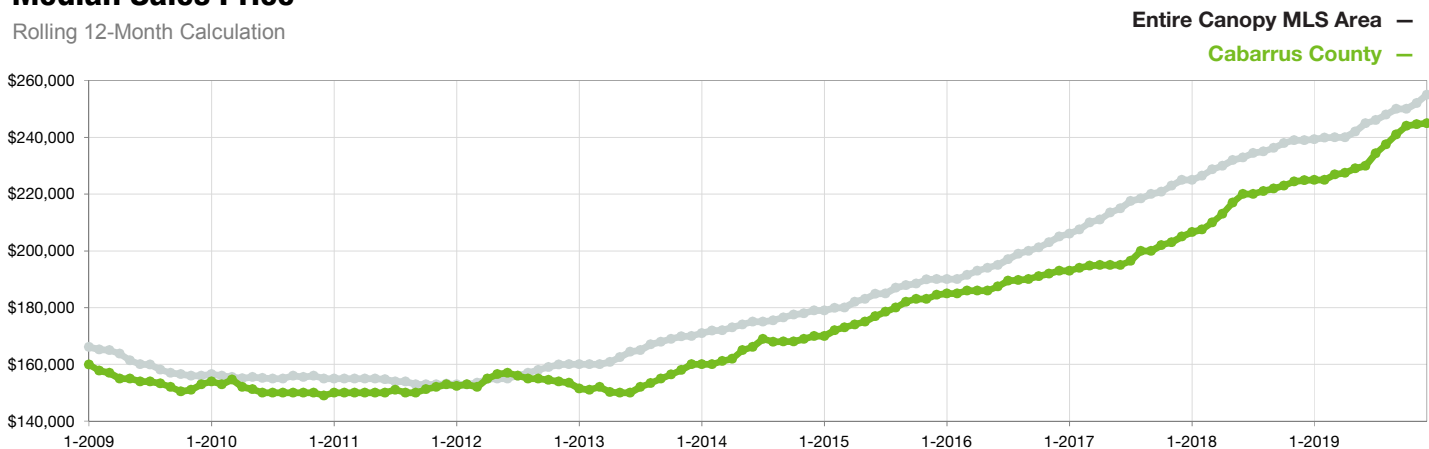
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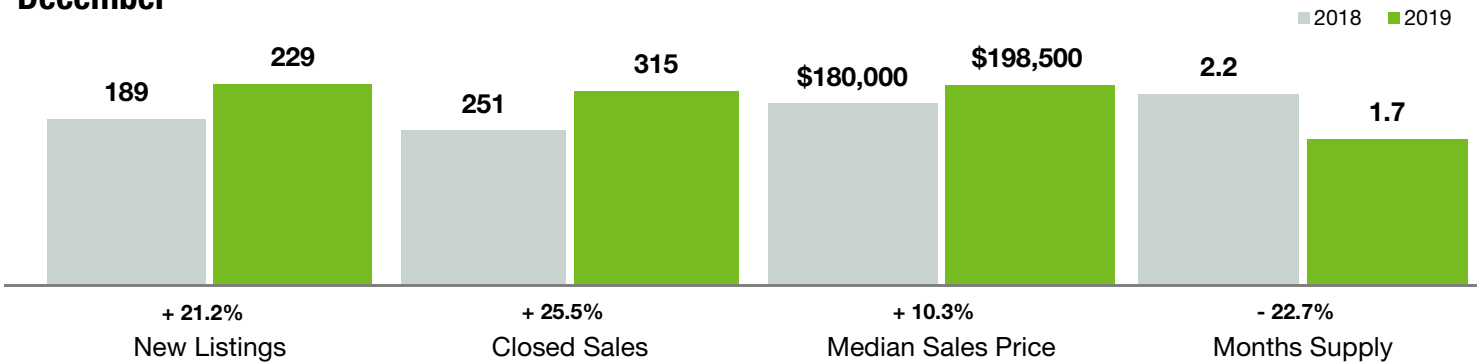
## Gaston County

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	189	229	+ 21.2%	4,007	4,255	+ 6.2%
Pending Sales	183	238	+ 30.1%	3,323	3,697	+ 11.3%
Closed Sales	251	315	+ 25.5%	3,340	3,556	+ 6.5%
Median Sales Price*	\$180,000	\$198,500	+ 10.3%	\$180,000	\$191,000	+ 6.1%
Average Sales Price*	\$200,712	\$223,410	+ 11.3%	\$196,999	\$214,545	+ 8.9%
Percent of Original List Price Received*	95.8%	96.6%	+ 0.8%	96.9%	96.8%	- 0.1%
List to Close	97	87	- 10.3%	92	89	- 3.3%
Days on Market Until Sale	40	33	- 17.5%	39	37	- 5.1%
Cumulative Days on Market Until Sale	48	41	- 14.6%	44	42	- 4.5%
Average List Price	\$198,344	\$244,387	+ 23.2%	\$211,296	\$229,651	+ 8.7%
Inventory of Homes for Sale	611	518	- 15.2%	--	--	--
Months Supply of Inventory	2.2	1.7	- 22.7%	--	--	--

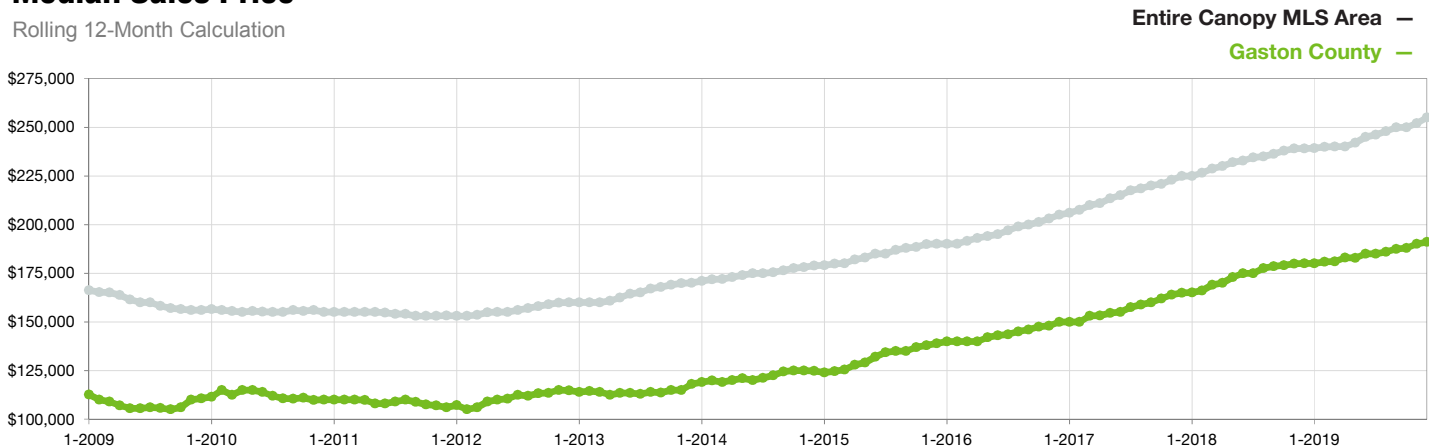
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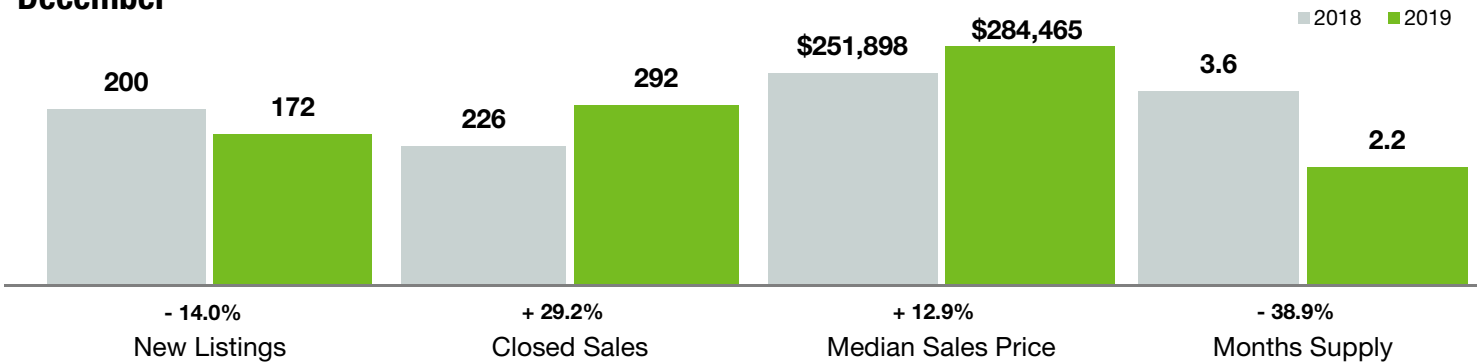
## Iredell County

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	200	172	- 14.0%	4,289	4,234	- 1.3%
Pending Sales	165	203	+ 23.0%	3,202	3,612	+ 12.8%
Closed Sales	226	292	+ 29.2%	3,191	3,542	+ 11.0%
Median Sales Price*	\$251,898	\$284,465	+ 12.9%	\$254,900	\$268,730	+ 5.4%
Average Sales Price*	\$309,083	\$321,149	+ 3.9%	\$320,038	\$330,413	+ 3.2%
Percent of Original List Price Received*	96.0%	95.9%	- 0.1%	95.8%	95.7%	- 0.1%
List to Close	115	114	- 0.9%	112	111	- 0.9%
Days on Market Until Sale	61	59	- 3.3%	62	59	- 4.8%
Cumulative Days on Market Until Sale	70	72	+ 2.9%	75	74	- 1.3%
Average List Price	\$343,177	\$369,944	+ 7.8%	\$359,080	\$373,688	+ 4.1%
Inventory of Homes for Sale	954	654	- 31.4%	--	--	--
Months Supply of Inventory	3.6	2.2	- 38.9%	--	--	--

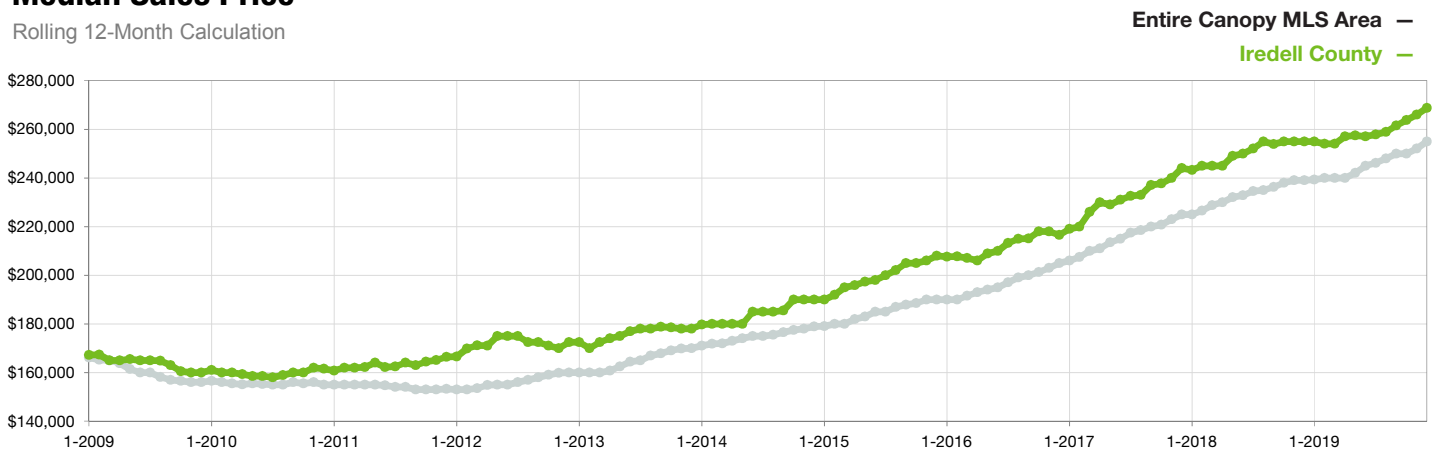
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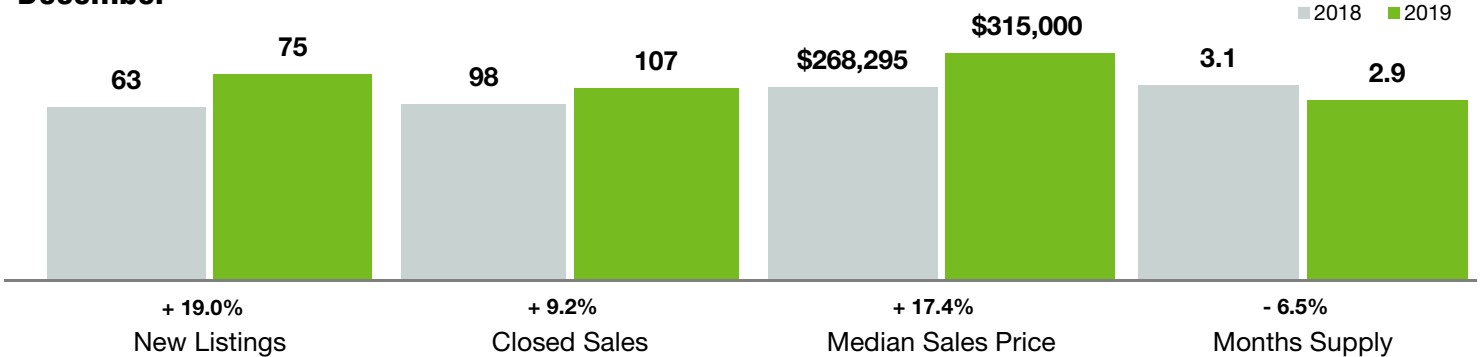
## Lincoln County

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	63	75	+ 19.0%	1,768	1,672	- 5.4%
Pending Sales	69	86	+ 24.6%	1,342	1,296	- 3.4%
Closed Sales	98	107	+ 9.2%	1,339	1,294	- 3.4%
Median Sales Price*	\$268,295	\$315,000	+ 17.4%	\$267,500	\$283,375	+ 5.9%
Average Sales Price*	\$292,486	\$331,719	+ 13.4%	\$294,132	\$312,546	+ 6.3%
Percent of Original List Price Received*	94.0%	96.5%	+ 2.7%	95.4%	96.1%	+ 0.7%
List to Close	123	115	- 6.5%	114	110	- 3.5%
Days on Market Until Sale	66	65	- 1.5%	59	58	- 1.7%
Cumulative Days on Market Until Sale	69	86	+ 24.6%	70	72	+ 2.9%
Average List Price	\$339,049	\$320,785	- 5.4%	\$337,726	\$348,645	+ 3.2%
Inventory of Homes for Sale	352	314	- 10.8%	--	--	--
Months Supply of Inventory	3.1	2.9	- 6.5%	--	--	--

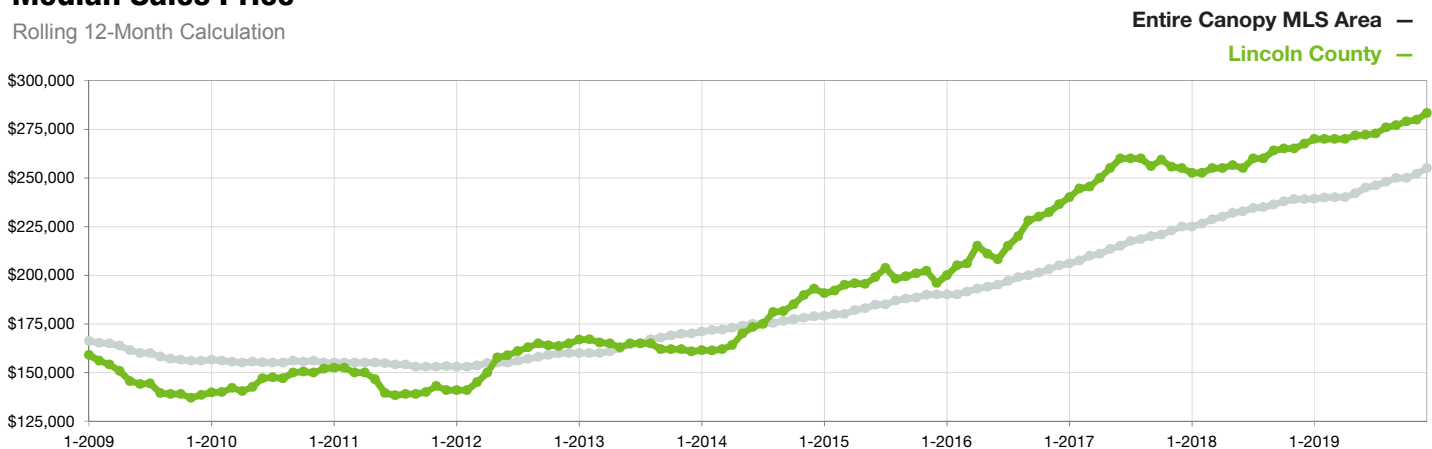
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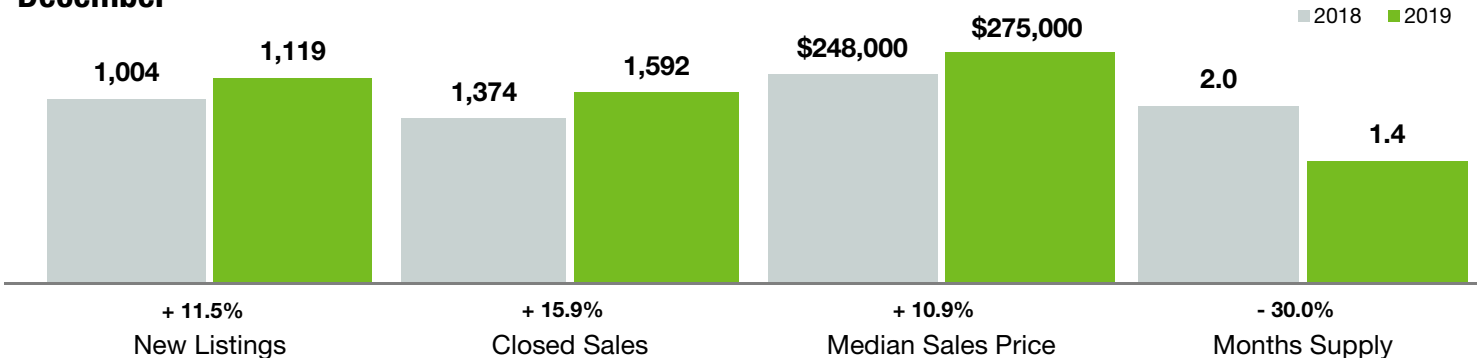
## Mecklenburg County

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	1,004	<b>1,119</b>	+ 11.5%	24,522	<b>25,090</b>	+ 2.3%
Pending Sales	1,008	<b>1,255</b>	+ 24.5%	19,679	<b>21,437</b>	+ 8.9%
Closed Sales	1,374	<b>1,592</b>	+ 15.9%	19,864	<b>20,817</b>	+ 4.8%
Median Sales Price*	\$248,000	<b>\$275,000</b>	+ 10.9%	\$252,000	<b>\$270,000</b>	+ 7.1%
Average Sales Price*	\$309,071	<b>\$344,485</b>	+ 11.5%	\$319,780	<b>\$341,778</b>	+ 6.9%
Percent of Original List Price Received*	96.7%	<b>96.5%</b>	- 0.2%	97.7%	<b>97.1%</b>	- 0.6%
List to Close	97	<b>91</b>	- 6.2%	83	<b>86</b>	+ 3.6%
Days on Market Until Sale	42	<b>41</b>	- 2.4%	33	<b>37</b>	+ 12.1%
Cumulative Days on Market Until Sale	49	<b>47</b>	- 4.1%	40	<b>45</b>	+ 12.5%
Average List Price	\$324,881	<b>\$337,507</b>	+ 3.9%	\$358,591	<b>\$377,399</b>	+ 5.2%
Inventory of Homes for Sale	3,349	<b>2,516</b>	- 24.9%	--	--	--
Months Supply of Inventory	2.0	<b>1.4</b>	- 30.0%	--	--	--

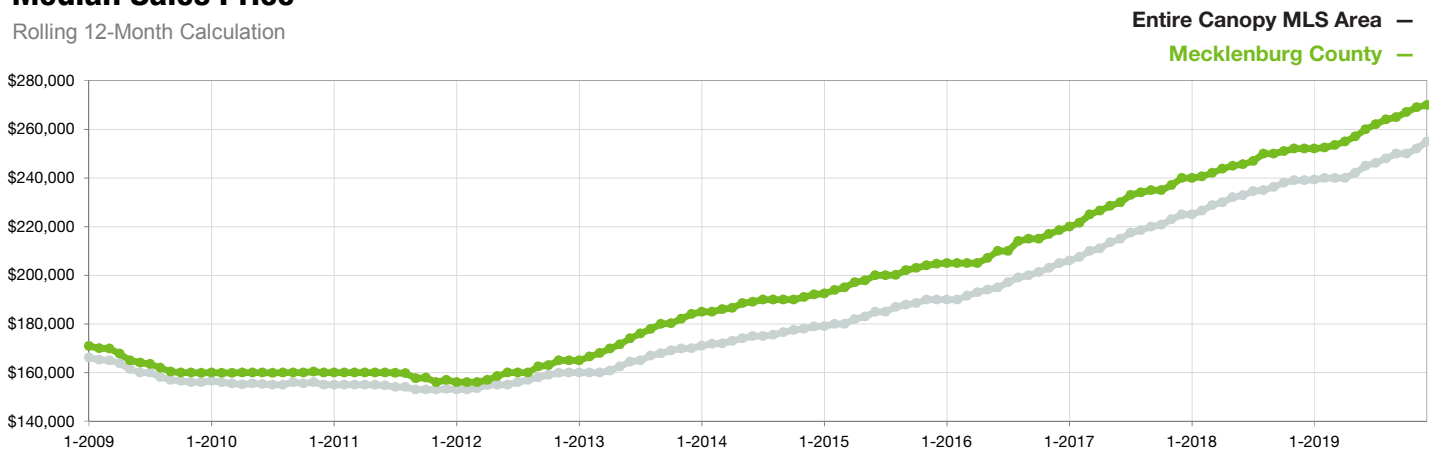
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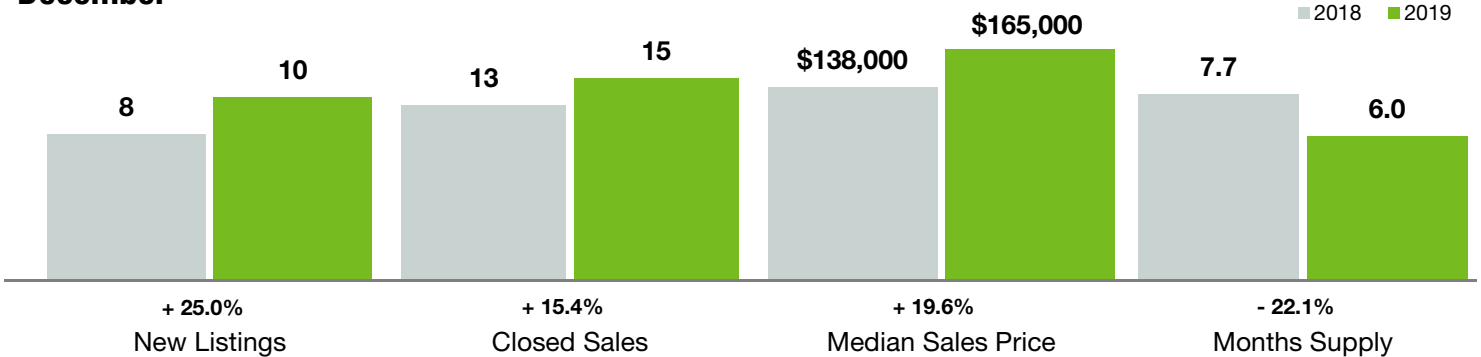
## Montgomery County

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	8	10	+ 25.0%	339	438	+ 29.2%
Pending Sales	5	17	+ 240.0%	223	298	+ 33.6%
Closed Sales	13	15	+ 15.4%	222	290	+ 30.6%
Median Sales Price*	\$138,000	\$165,000	+ 19.6%	\$132,000	\$135,000	+ 2.3%
Average Sales Price*	\$240,800	\$213,427	- 11.4%	\$222,344	\$240,197	+ 8.0%
Percent of Original List Price Received*	86.9%	87.7%	+ 0.9%	88.2%	89.8%	+ 1.8%
List to Close	199	141	- 29.1%	164	138	- 15.9%
Days on Market Until Sale	150	95	- 36.7%	130	99	- 23.8%
Cumulative Days on Market Until Sale	150	100	- 33.3%	147	111	- 24.5%
Average List Price	\$154,738	\$159,410	+ 3.0%	\$303,011	\$281,054	- 7.2%
Inventory of Homes for Sale	143	148	+ 3.5%	--	--	--
Months Supply of Inventory	7.7	6.0	- 22.1%	--	--	--

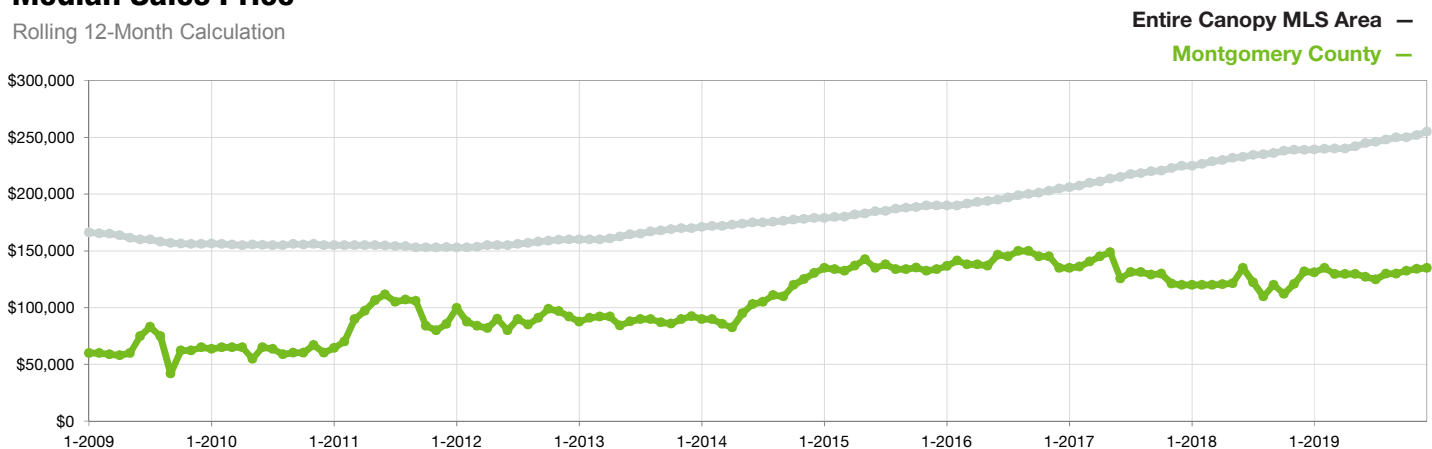
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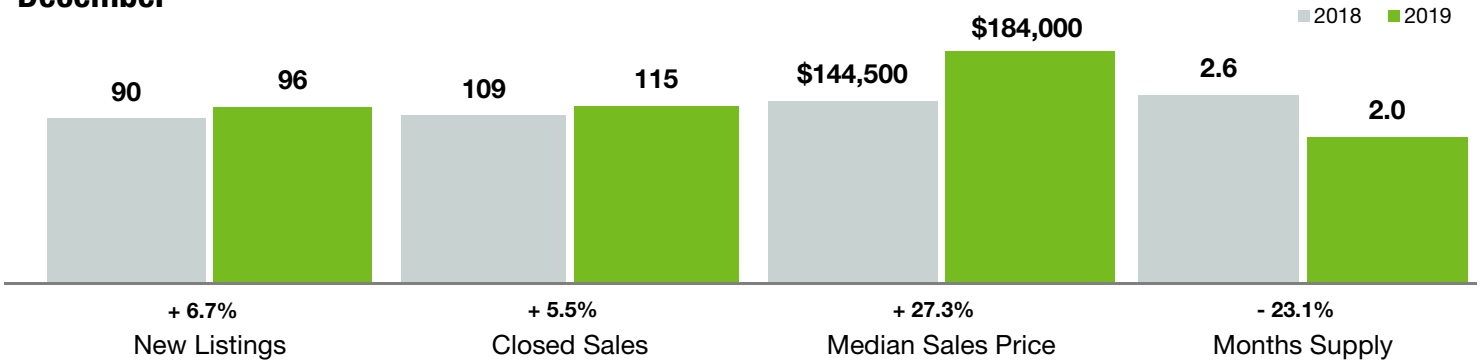
## Rowan County

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	90	96	+ 6.7%	1,978	2,014	+ 1.8%
Pending Sales	86	107	+ 24.4%	1,672	1,700	+ 1.7%
Closed Sales	109	115	+ 5.5%	1,669	1,671	+ 0.1%
Median Sales Price*	\$144,500	\$184,000	+ 27.3%	\$145,000	\$161,500	+ 11.4%
Average Sales Price*	\$195,602	\$205,569	+ 5.1%	\$164,933	\$178,533	+ 8.2%
Percent of Original List Price Received*	93.0%	93.7%	+ 0.8%	94.8%	95.2%	+ 0.4%
List to Close	109	85	- 22.0%	104	96	- 7.7%
Days on Market Until Sale	59	40	- 32.2%	54	48	- 11.1%
Cumulative Days on Market Until Sale	59	44	- 25.4%	62	54	- 12.9%
Average List Price	\$188,118	\$203,968	+ 8.4%	\$188,936	\$202,069	+ 7.0%
Inventory of Homes for Sale	362	286	- 21.0%	--	--	--
Months Supply of Inventory	2.6	2.0	- 23.1%	--	--	--

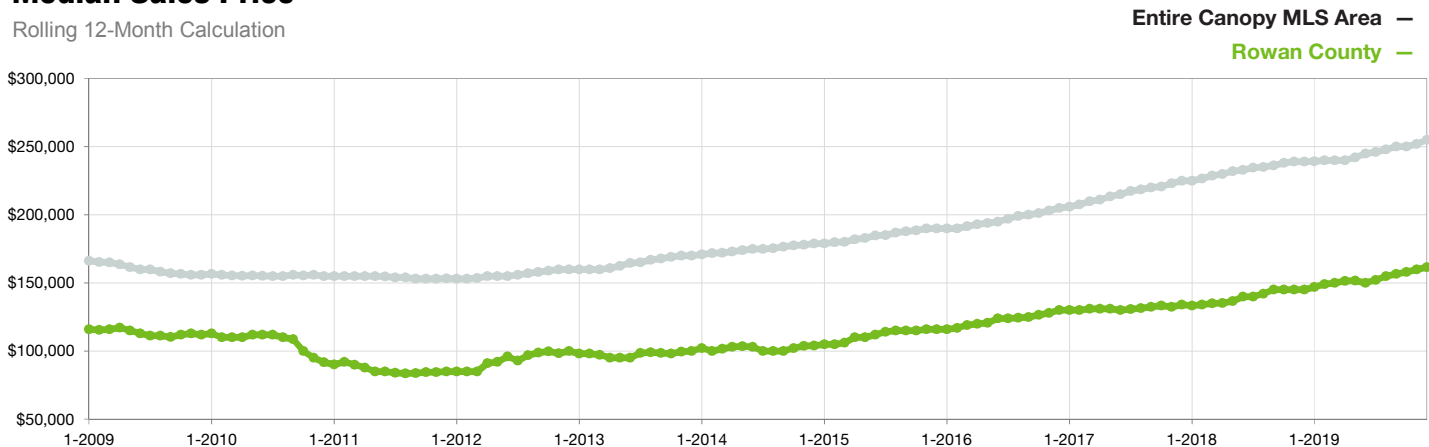
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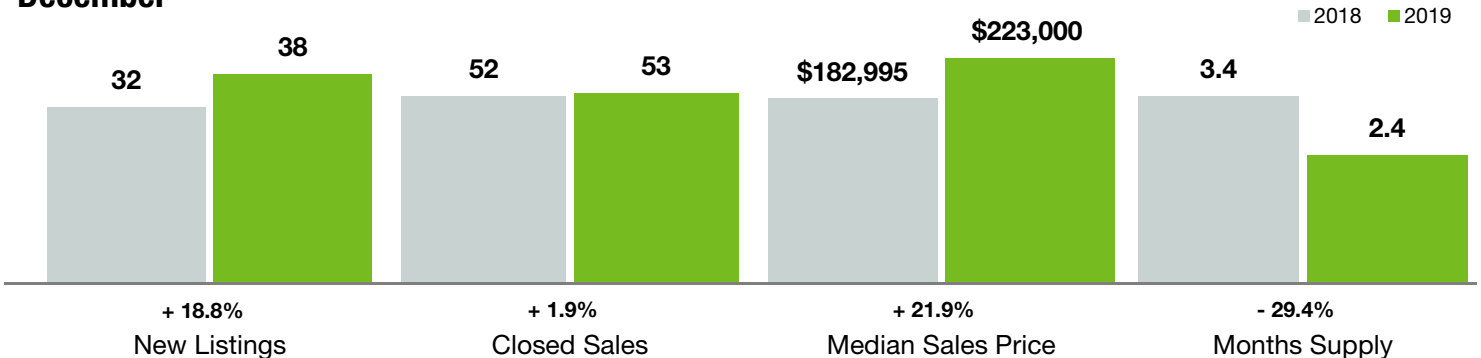
## Stanly County

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	32	38	+ 18.8%	861	877	+ 1.9%
Pending Sales	29	53	+ 82.8%	696	738	+ 6.0%
Closed Sales	52	53	+ 1.9%	691	698	+ 1.0%
Median Sales Price*	\$182,995	\$223,000	+ 21.9%	\$155,000	\$184,000	+ 18.7%
Average Sales Price*	\$207,893	\$219,533	+ 5.6%	\$180,835	\$205,950	+ 13.9%
Percent of Original List Price Received*	93.4%	94.7%	+ 1.4%	94.4%	94.6%	+ 0.2%
List to Close	133	125	- 6.0%	113	113	0.0%
Days on Market Until Sale	83	76	- 8.4%	62	59	- 4.8%
Cumulative Days on Market Until Sale	84	83	- 1.2%	70	68	- 2.9%
Average List Price	\$169,881	\$198,362	+ 16.8%	\$210,214	\$224,375	+ 6.7%
Inventory of Homes for Sale	200	145	- 27.5%	--	--	--
Months Supply of Inventory	3.4	2.4	- 29.4%	--	--	--

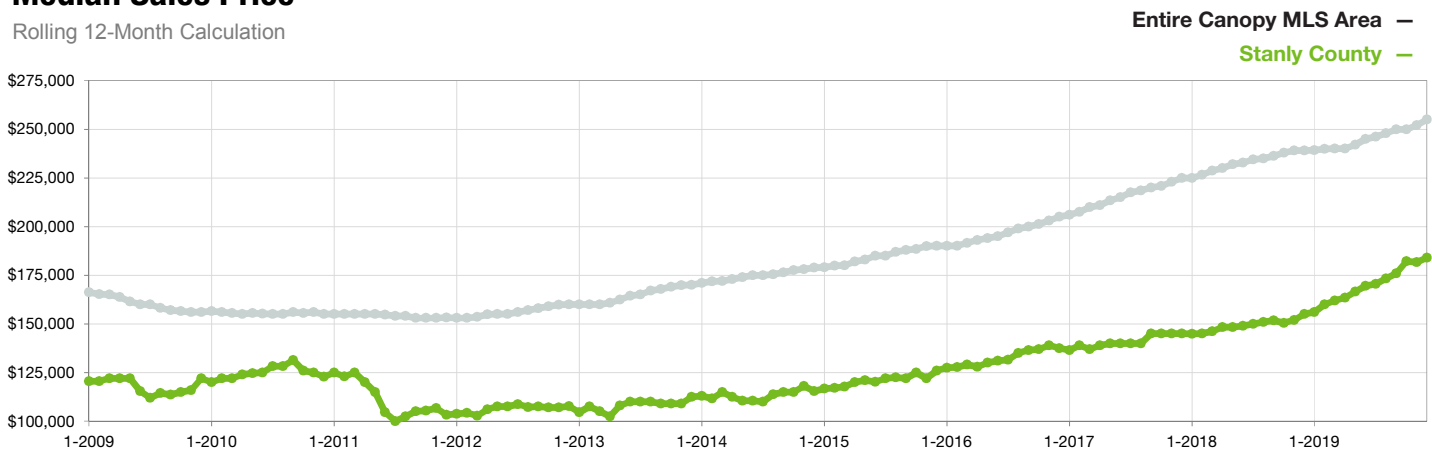
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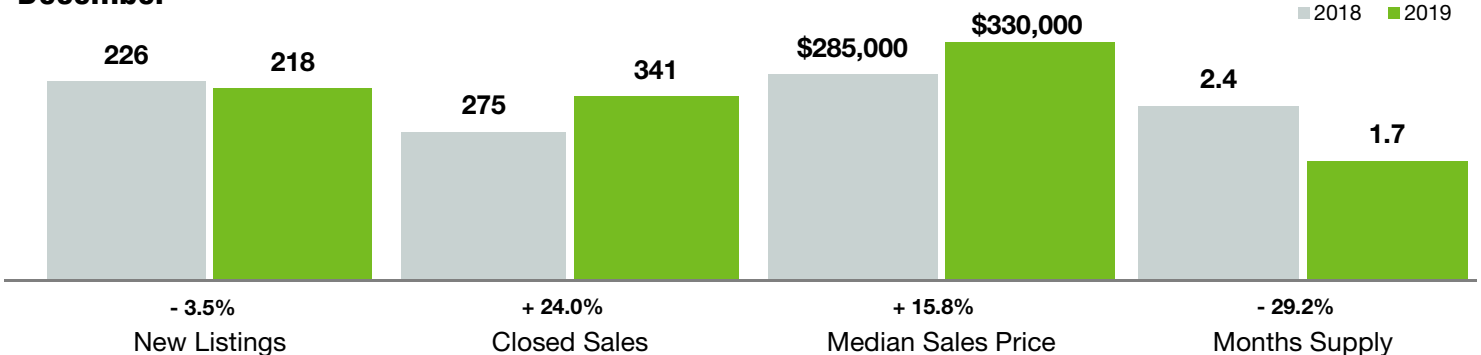
## Union County

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	226	218	- 3.5%	5,243	5,349	+ 2.0%
Pending Sales	198	257	+ 29.8%	4,176	4,573	+ 9.5%
Closed Sales	275	341	+ 24.0%	4,194	4,460	+ 6.3%
Median Sales Price*	\$285,000	\$330,000	+ 15.8%	\$300,000	\$305,000	+ 1.7%
Average Sales Price*	\$325,030	\$380,641	+ 17.1%	\$350,533	\$357,767	+ 2.1%
Percent of Original List Price Received*	96.1%	96.8%	+ 0.7%	97.0%	97.0%	0.0%
List to Close	95	93	- 2.1%	96	94	- 2.1%
Days on Market Until Sale	54	42	- 22.2%	46	46	0.0%
Cumulative Days on Market Until Sale	61	50	- 18.0%	57	55	- 3.5%
Average List Price	\$345,714	\$392,598	+ 13.6%	\$382,394	\$390,587	+ 2.1%
Inventory of Homes for Sale	837	630	- 24.7%	--	--	--
Months Supply of Inventory	2.4	1.7	- 29.2%	--	--	--

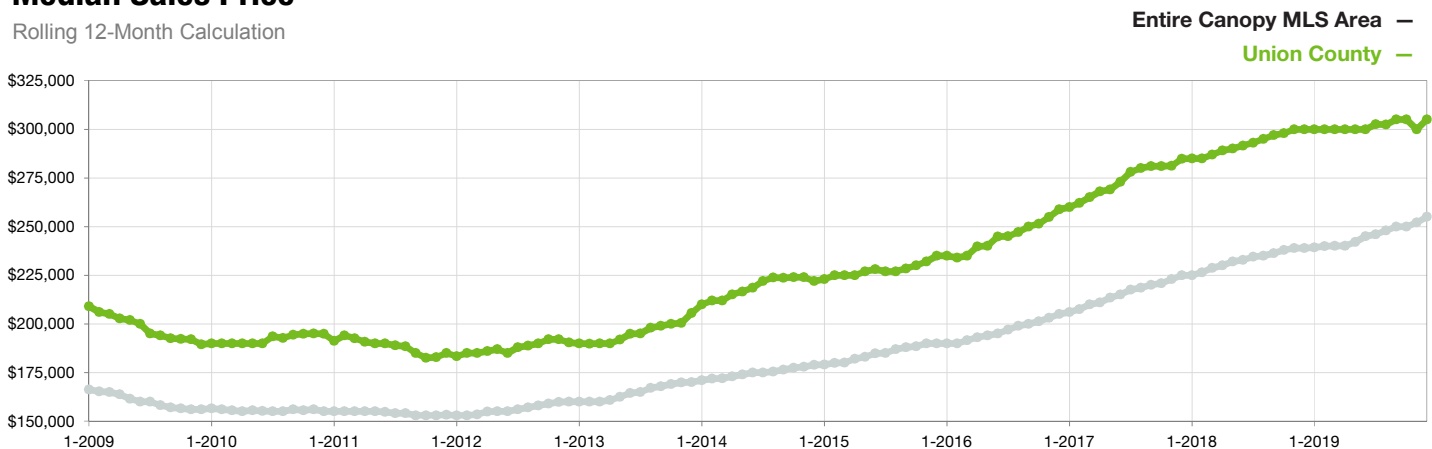
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### December



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for December 2019

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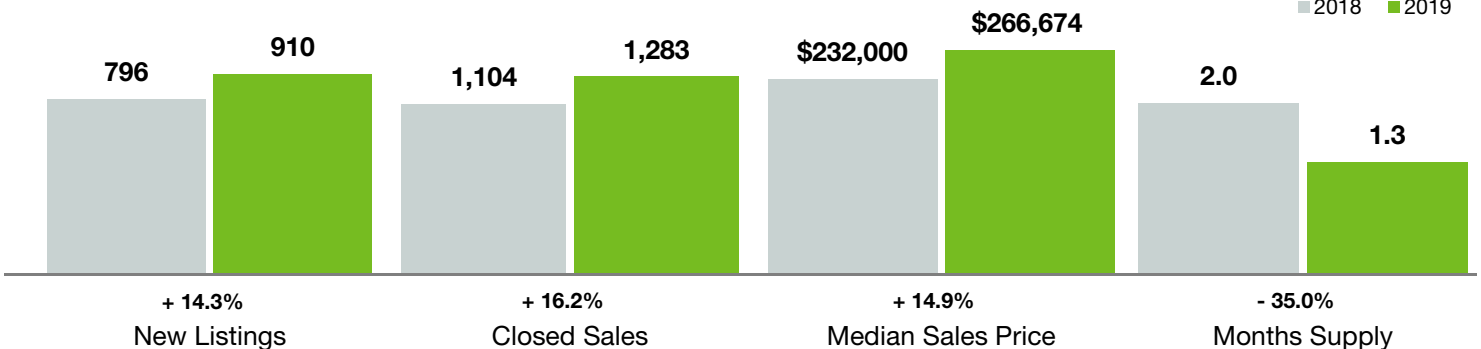
## City of Charlotte

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	796	<b>910</b>	+ 14.3%	19,411	<b>19,723</b>	+ 1.6%
Pending Sales	810	<b>1,025</b>	+ 26.5%	15,659	<b>17,079</b>	+ 9.1%
Closed Sales	1,104	<b>1,283</b>	+ 16.2%	15,815	<b>16,574</b>	+ 4.8%
Median Sales Price*	\$232,000	<b>\$266,674</b>	+ 14.9%	\$237,500	<b>\$257,000</b>	+ 8.2%
Average Sales Price*	\$295,289	<b>\$332,116</b>	+ 12.5%	\$308,362	<b>\$333,212</b>	+ 8.1%
Percent of Original List Price Received*	96.8%	<b>96.5%</b>	- 0.3%	97.8%	<b>97.2%</b>	- 0.6%
List to Close	94	<b>90</b>	- 4.3%	80	<b>85</b>	+ 6.3%
Days on Market Until Sale	41	<b>39</b>	- 4.9%	30	<b>35</b>	+ 16.7%
Cumulative Days on Market Until Sale	45	<b>45</b>	0.0%	36	<b>42</b>	+ 16.7%
Average List Price	\$314,232	<b>\$326,311</b>	+ 3.8%	\$349,414	<b>\$367,878</b>	+ 5.3%
Inventory of Homes for Sale	2,568	<b>1,846</b>	- 28.1%	--	--	--
Months Supply of Inventory	2.0	<b>1.3</b>	- 35.0%	--	--	--

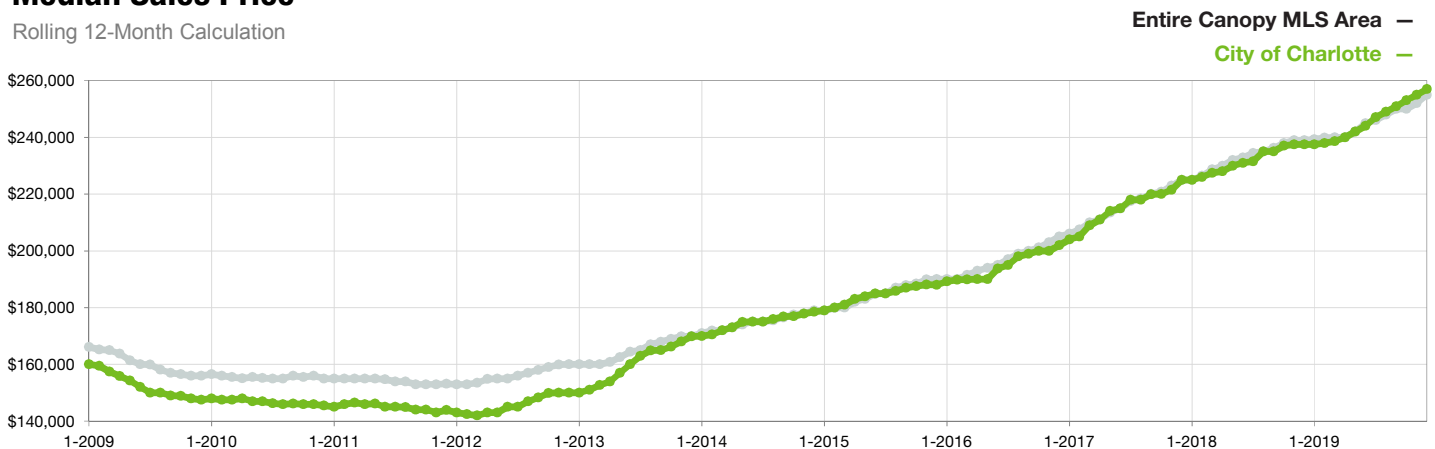
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### December



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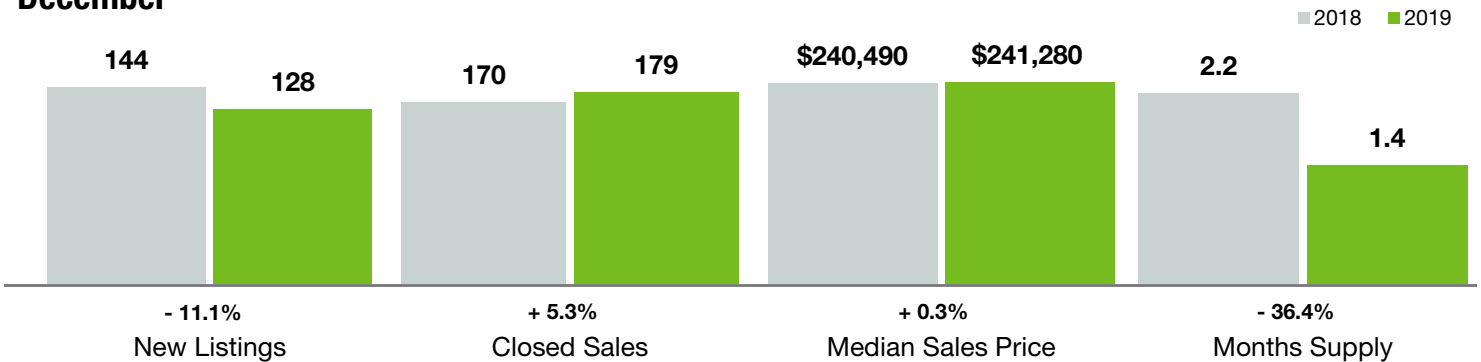
## Concord

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	144	128	- 11.1%	2,905	2,789	- 4.0%
Pending Sales	125	151	+ 20.8%	2,263	2,352	+ 3.9%
Closed Sales	170	179	+ 5.3%	2,318	2,337	+ 0.8%
Median Sales Price*	\$240,490	\$241,280	+ 0.3%	\$222,630	\$243,355	+ 9.3%
Average Sales Price*	\$259,266	\$265,404	+ 2.4%	\$245,870	\$260,898	+ 6.1%
Percent of Original List Price Received*	96.2%	96.6%	+ 0.4%	97.3%	97.0%	- 0.3%
List to Close	94	96	+ 2.1%	92	94	+ 2.2%
Days on Market Until Sale	37	47	+ 27.0%	33	39	+ 18.2%
Cumulative Days on Market Until Sale	47	50	+ 6.4%	40	46	+ 15.0%
Average List Price	\$287,268	\$264,732	- 7.8%	\$268,344	\$277,299	+ 3.3%
Inventory of Homes for Sale	418	272	- 34.9%	--	--	--
Months Supply of Inventory	2.2	1.4	- 36.4%	--	--	--

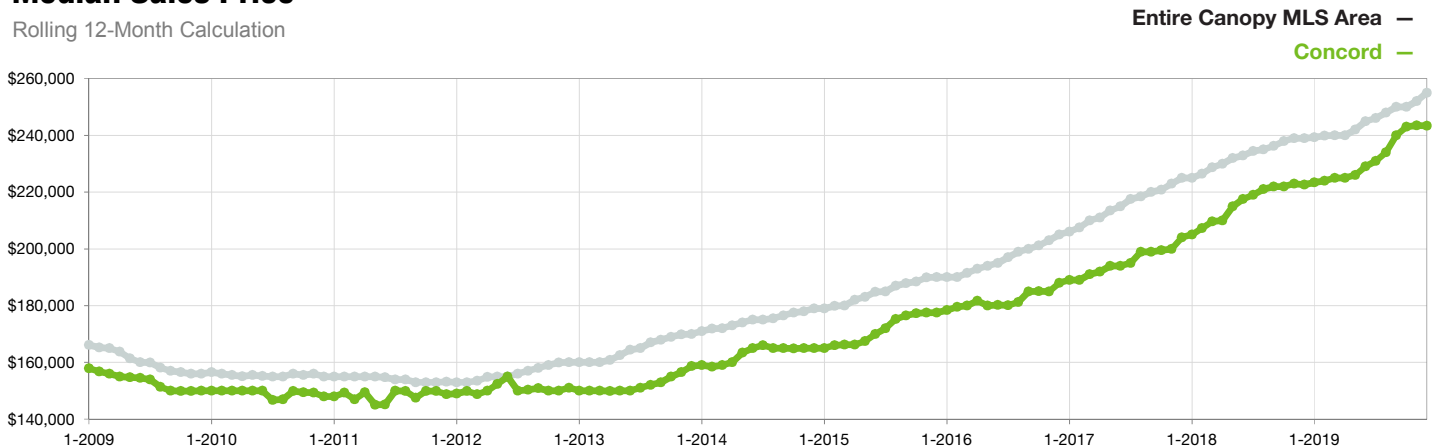
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### December



### Median Sales Price

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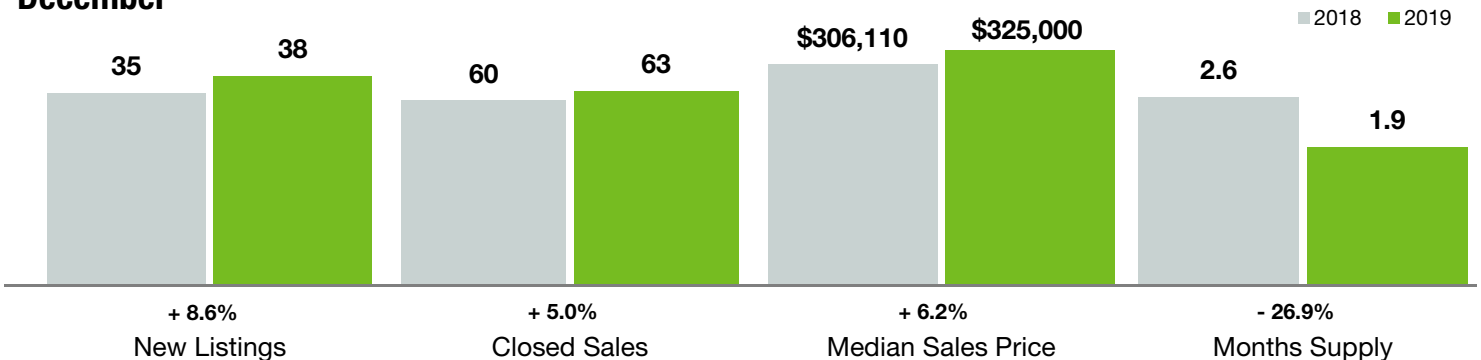
## Cornelius

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	35	38	+ 8.6%	1,113	1,072	- 3.7%
Pending Sales	35	51	+ 45.7%	859	884	+ 2.9%
Closed Sales	60	63	+ 5.0%	873	843	- 3.4%
Median Sales Price*	\$306,110	\$325,000	+ 6.2%	\$294,900	\$306,000	+ 3.8%
Average Sales Price*	\$435,491	\$541,922	+ 24.4%	\$444,866	\$466,883	+ 4.9%
Percent of Original List Price Received*	94.8%	95.3%	+ 0.5%	96.2%	96.0%	- 0.2%
List to Close	109	109	0.0%	90	95	+ 5.6%
Days on Market Until Sale	69	59	- 14.5%	49	52	+ 6.1%
Cumulative Days on Market Until Sale	93	75	- 19.4%	58	61	+ 5.2%
Average List Price	\$491,881	\$431,378	- 12.3%	\$510,901	\$533,520	+ 4.4%
Inventory of Homes for Sale	186	141	- 24.2%	--	--	--
Months Supply of Inventory	2.6	1.9	- 26.9%	--	--	--

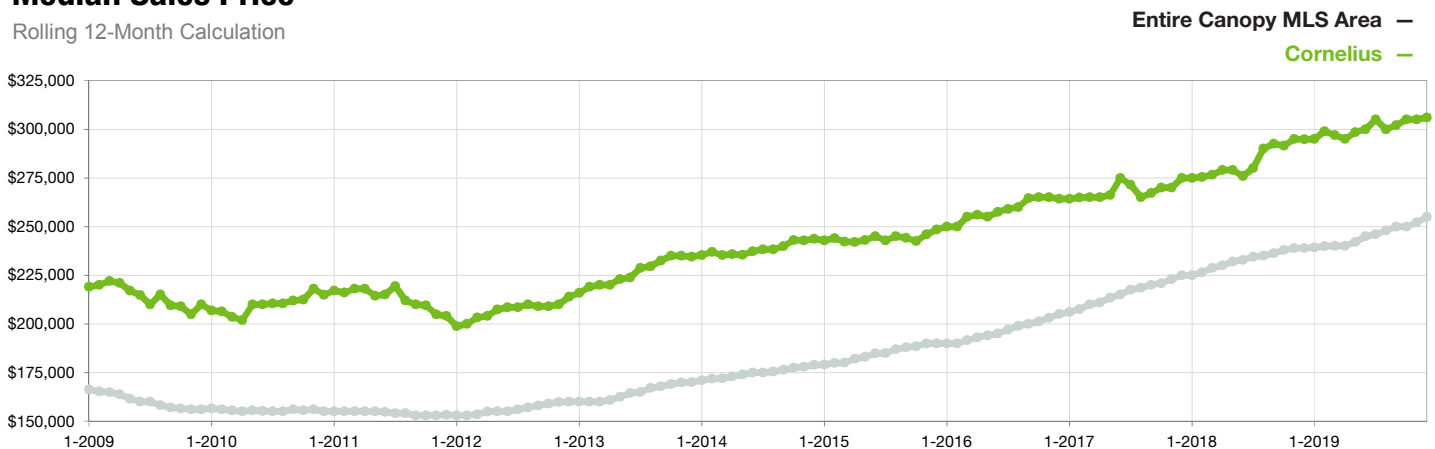
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### December



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for December 2019

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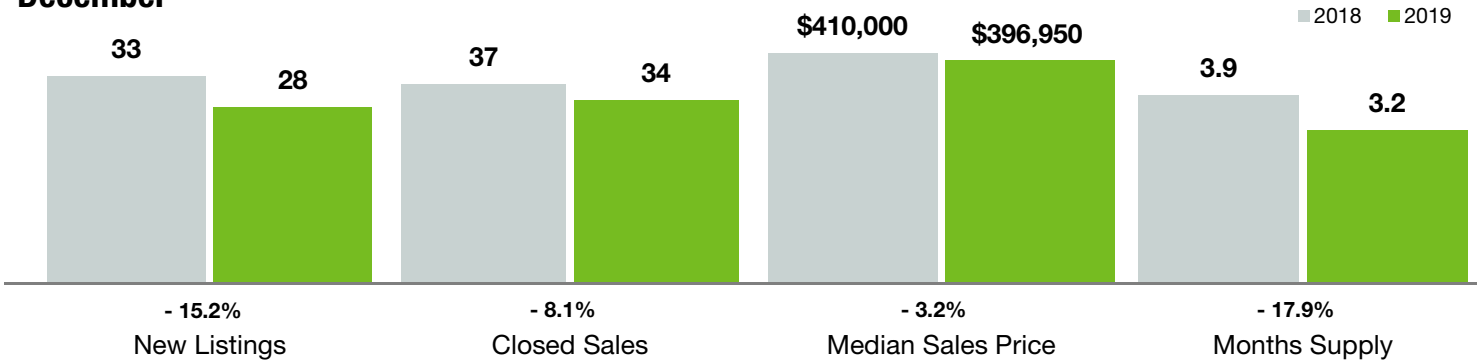
## Davidson

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	33	28	- 15.2%	640	738	+ 15.3%
Pending Sales	20	29	+ 45.0%	462	548	+ 18.6%
Closed Sales	37	34	- 8.1%	475	537	+ 13.1%
Median Sales Price*	\$410,000	\$396,950	- 3.2%	\$375,000	\$367,500	- 2.0%
Average Sales Price*	\$460,282	\$484,023	+ 5.2%	\$443,144	\$458,062	+ 3.4%
Percent of Original List Price Received*	93.3%	96.7%	+ 3.6%	95.9%	95.0%	- 0.9%
List to Close	131	93	- 29.0%	116	112	- 3.4%
Days on Market Until Sale	76	47	- 38.2%	62	63	+ 1.6%
Cumulative Days on Market Until Sale	92	58	- 37.0%	74	77	+ 4.1%
Average List Price	\$347,739	\$438,396	+ 26.1%	\$470,801	\$502,288	+ 6.7%
Inventory of Homes for Sale	150	145	- 3.3%	--	--	--
Months Supply of Inventory	3.9	3.2	- 17.9%	--	--	--

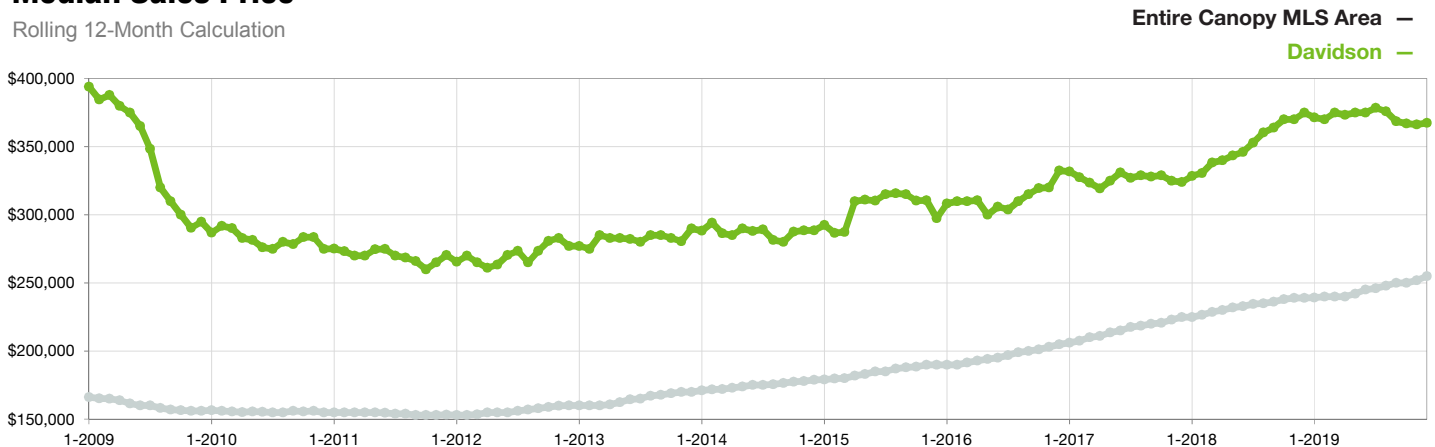
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### December



### Median Sales Price

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# Local Market Update for December 2019

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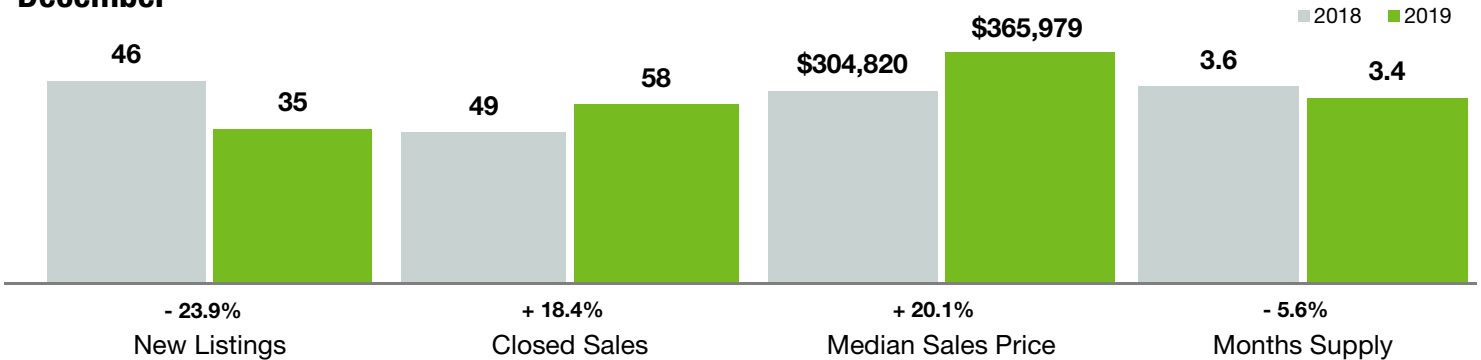
## Denver

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	46	35	- 23.9%	968	897	- 7.3%
Pending Sales	31	47	+ 51.6%	699	682	- 2.4%
Closed Sales	49	58	+ 18.4%	687	690	+ 0.4%
Median Sales Price*	\$304,820	\$365,979	+ 20.1%	\$331,330	\$348,935	+ 5.3%
Average Sales Price*	\$404,214	\$408,227	+ 1.0%	\$376,768	\$394,137	+ 4.6%
Percent of Original List Price Received*	94.9%	95.9%	+ 1.1%	96.4%	96.1%	- 0.3%
List to Close	133	141	+ 6.0%	119	126	+ 5.9%
Days on Market Until Sale	64	83	+ 29.7%	62	69	+ 11.3%
Cumulative Days on Market Until Sale	67	104	+ 55.2%	75	85	+ 13.3%
Average List Price	\$389,380	\$426,748	+ 9.6%	\$427,927	\$435,378	+ 1.7%
Inventory of Homes for Sale	211	194	- 8.1%	--	--	--
Months Supply of Inventory	3.6	3.4	- 5.6%	--	--	--

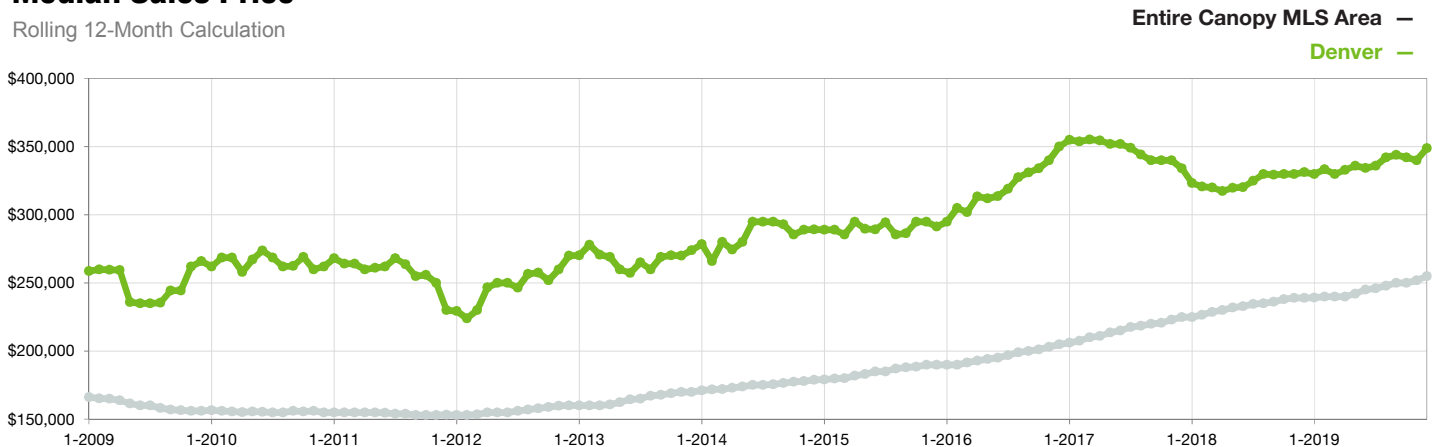
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### December



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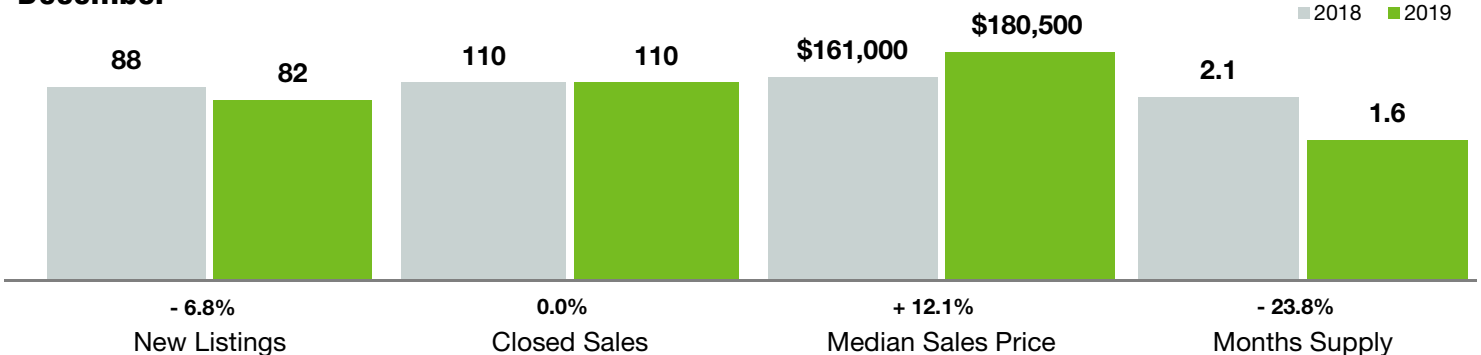
## Gastonia

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	88	82	- 6.8%	1,810	1,772	- 2.1%
Pending Sales	84	85	+ 1.2%	1,459	1,520	+ 4.2%
Closed Sales	110	110	0.0%	1,445	1,512	+ 4.6%
Median Sales Price*	\$161,000	\$180,500	+ 12.1%	\$165,250	\$175,000	+ 5.9%
Average Sales Price*	\$158,979	\$196,985	+ 23.9%	\$173,320	\$185,369	+ 7.0%
Percent of Original List Price Received*	94.7%	96.9%	+ 2.3%	96.3%	96.8%	+ 0.5%
List to Close	89	77	- 13.5%	84	79	- 6.0%
Days on Market Until Sale	36	31	- 13.9%	35	33	- 5.7%
Cumulative Days on Market Until Sale	49	47	- 4.1%	42	40	- 4.8%
Average List Price	\$183,512	\$221,681	+ 20.8%	\$186,023	\$197,121	+ 6.0%
Inventory of Homes for Sale	256	204	- 20.3%	--	--	--
Months Supply of Inventory	2.1	1.6	- 23.8%	--	--	--

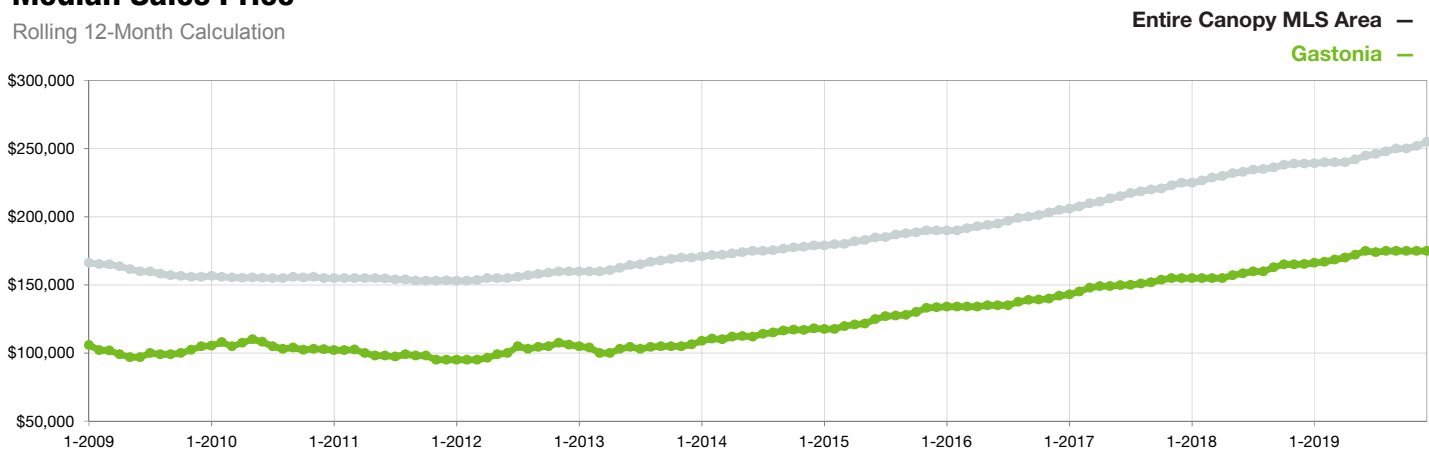
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### December



### Median Sales Price

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# Local Market Update for December 2019

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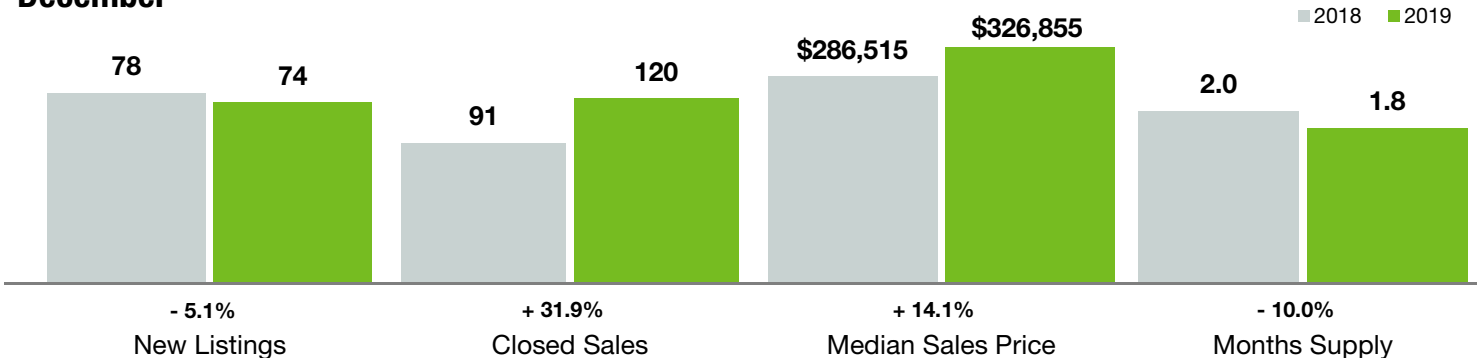
## Huntersville

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	78	74	- 5.1%	2,056	2,092	+ 1.8%
Pending Sales	88	80	- 9.1%	1,641	1,704	+ 3.8%
Closed Sales	91	120	+ 31.9%	1,659	1,684	+ 1.5%
Median Sales Price*	\$286,515	\$326,855	+ 14.1%	\$314,000	\$320,000	+ 1.9%
Average Sales Price*	\$339,452	\$348,786	+ 2.7%	\$339,450	\$341,173	+ 0.5%
Percent of Original List Price Received*	97.6%	96.3%	- 1.3%	97.3%	96.6%	- 0.7%
List to Close	95	94	- 1.1%	94	91	- 3.2%
Days on Market Until Sale	36	47	+ 30.6%	43	45	+ 4.7%
Cumulative Days on Market Until Sale	45	53	+ 17.8%	51	54	+ 5.9%
Average List Price	\$397,403	\$397,888	+ 0.1%	\$356,786	\$372,783	+ 4.5%
Inventory of Homes for Sale	271	254	- 6.3%	--	--	--
Months Supply of Inventory	2.0	1.8	- 10.0%	--	--	--

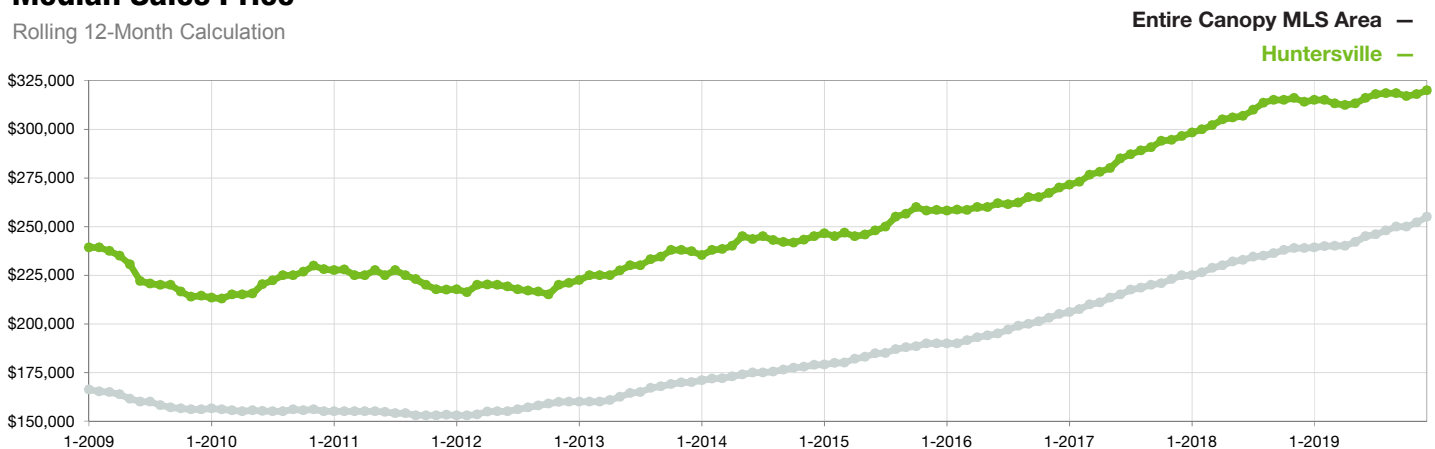
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### December



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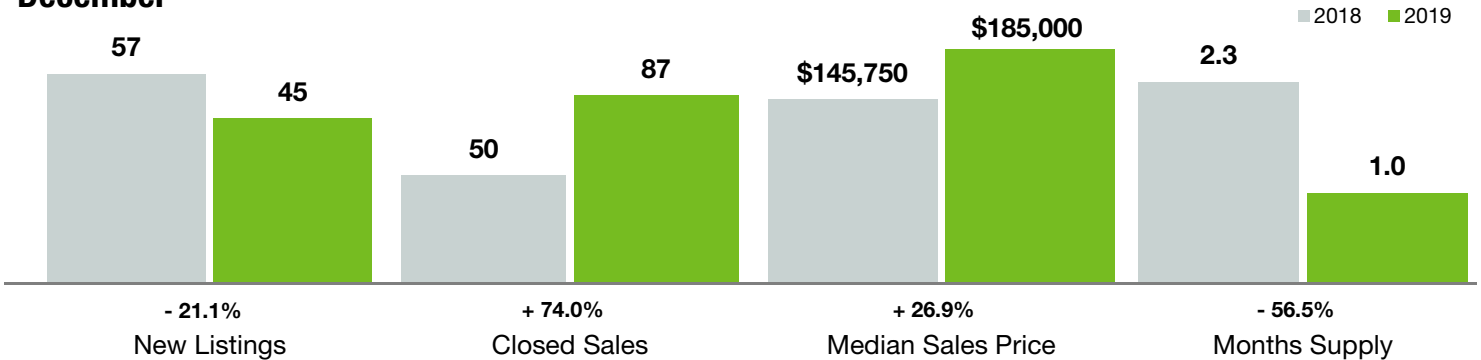
## Kannapolis

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	57	45	- 21.1%	963	973	+ 1.0%
Pending Sales	51	62	+ 21.6%	798	894	+ 12.0%
Closed Sales	50	87	+ 74.0%	790	873	+ 10.5%
Median Sales Price*	\$145,750	\$185,000	+ 26.9%	\$151,650	\$164,200	+ 8.3%
Average Sales Price*	\$146,942	\$209,182	+ 42.4%	\$163,214	\$178,395	+ 9.3%
Percent of Original List Price Received*	94.0%	96.2%	+ 2.3%	95.8%	96.4%	+ 0.6%
List to Close	73	81	+ 11.0%	80	77	- 3.8%
Days on Market Until Sale	34	32	- 5.9%	36	34	- 5.6%
Cumulative Days on Market Until Sale	34	37	+ 8.8%	42	41	- 2.4%
Average List Price	\$171,205	\$173,804	+ 1.5%	\$177,798	\$186,521	+ 4.9%
Inventory of Homes for Sale	154	77	- 50.0%	--	--	--
Months Supply of Inventory	2.3	1.0	- 56.5%	--	--	--

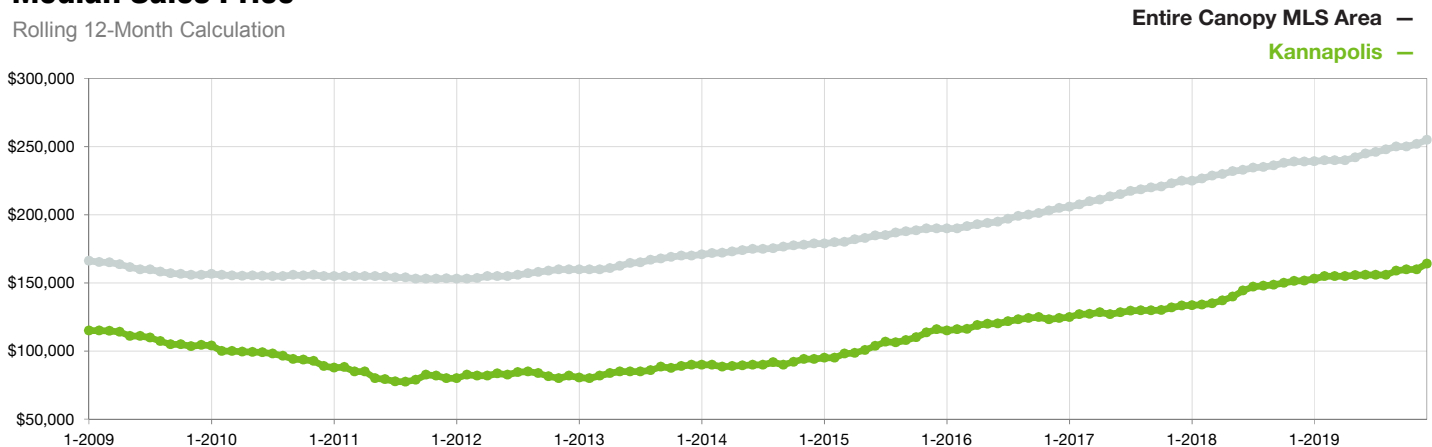
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### December



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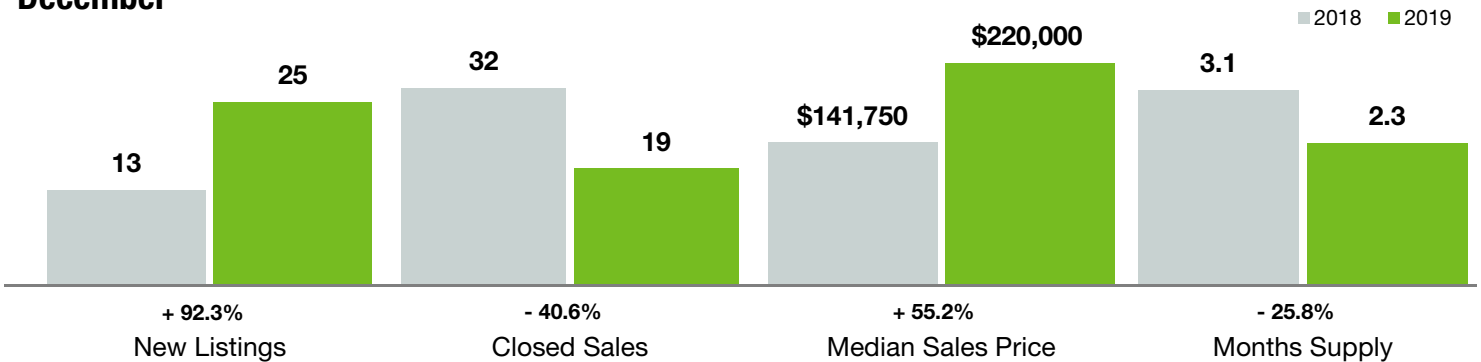
## Lincolnton

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	13	25	+ 92.3%	515	476	- 7.6%
Pending Sales	24	26	+ 8.3%	408	387	- 5.1%
Closed Sales	32	19	- 40.6%	422	378	- 10.4%
Median Sales Price*	\$141,750	\$220,000	+ 55.2%	\$164,000	\$185,000	+ 12.8%
Average Sales Price*	\$156,604	\$230,126	+ 46.9%	\$185,661	\$201,690	+ 8.6%
Percent of Original List Price Received*	94.9%	96.1%	+ 1.3%	94.6%	96.0%	+ 1.5%
List to Close	104	90	- 13.5%	114	93	- 18.4%
Days on Market Until Sale	61	50	- 18.0%	57	47	- 17.5%
Cumulative Days on Market Until Sale	64	68	+ 6.3%	63	55	- 12.7%
Average List Price	\$181,546	\$201,584	+ 11.0%	\$210,277	\$225,712	+ 7.3%
Inventory of Homes for Sale	107	74	- 30.8%	--	--	--
Months Supply of Inventory	3.1	2.3	- 25.8%	--	--	--

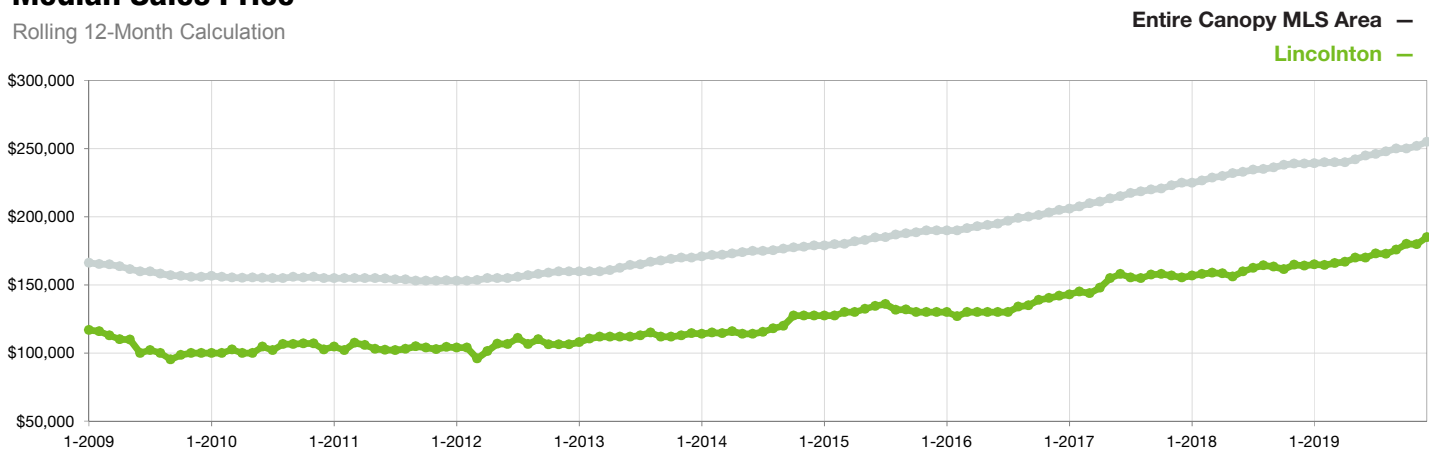
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### December



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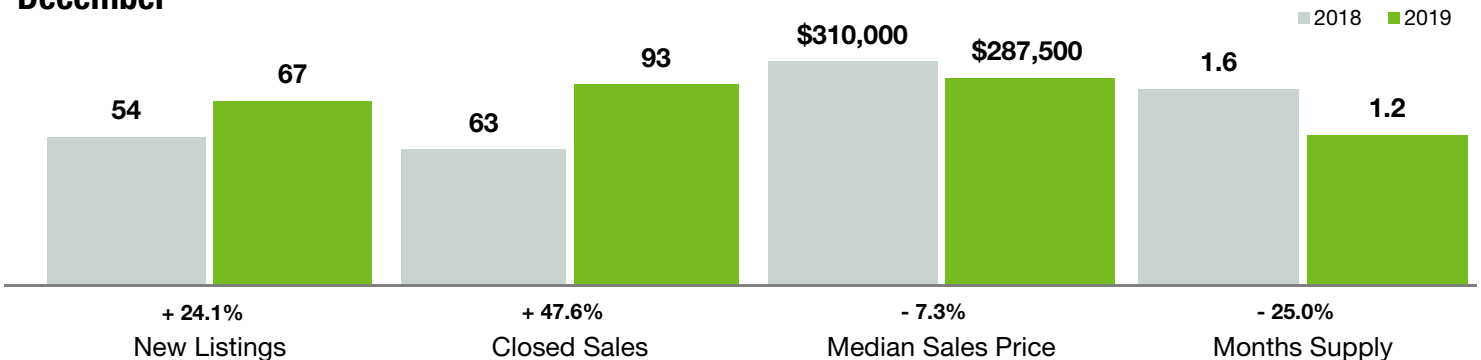
## Matthews

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	54	67	+ 24.1%	1,361	1,508	+ 10.8%
Pending Sales	58	83	+ 43.1%	1,114	1,262	+ 13.3%
Closed Sales	63	93	+ 47.6%	1,106	1,213	+ 9.7%
Median Sales Price*	\$310,000	\$287,500	- 7.3%	\$295,000	\$310,000	+ 5.1%
Average Sales Price*	\$334,789	\$329,314	- 1.6%	\$325,002	\$352,823	+ 8.6%
Percent of Original List Price Received*	95.8%	97.0%	+ 1.3%	97.5%	97.3%	- 0.2%
List to Close	86	79	- 8.1%	77	77	0.0%
Days on Market Until Sale	42	36	- 14.3%	34	32	- 5.9%
Cumulative Days on Market Until Sale	56	45	- 19.6%	43	39	- 9.3%
Average List Price	\$307,618	\$352,608	+ 14.6%	\$345,032	\$378,065	+ 9.6%
Inventory of Homes for Sale	151	131	- 13.2%	--	--	--
Months Supply of Inventory	1.6	1.2	- 25.0%	--	--	--

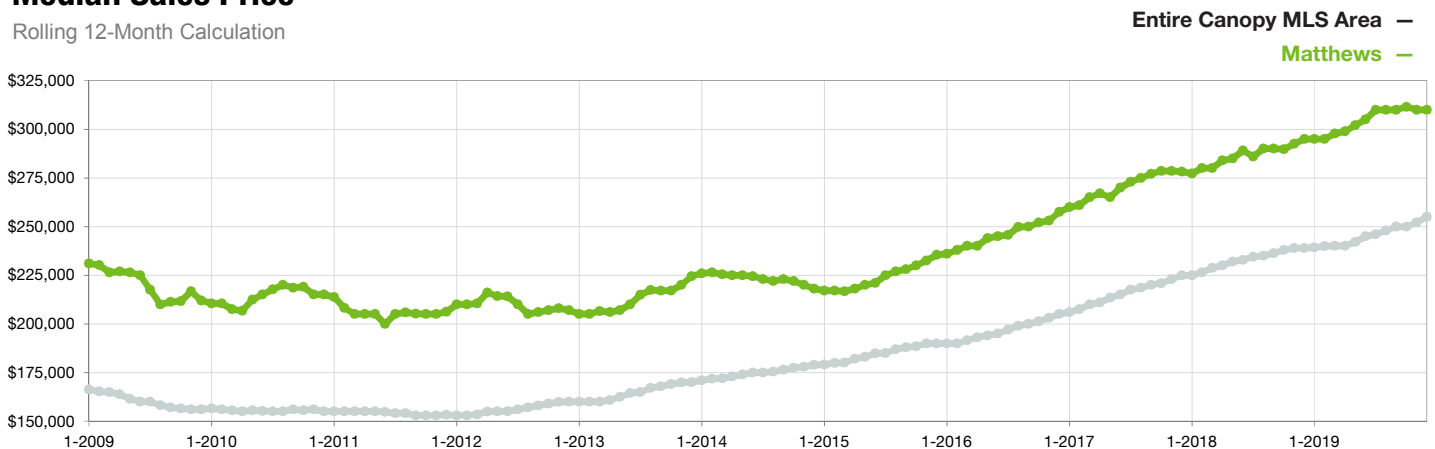
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### December



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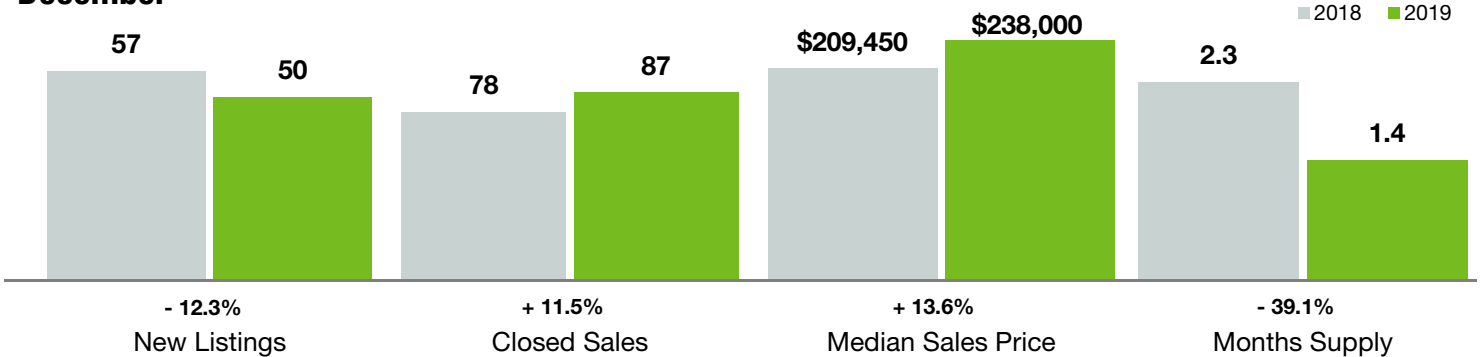
## Monroe

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	57	50	- 12.3%	1,270	1,415	+ 11.4%
Pending Sales	50	59	+ 18.0%	1,026	1,232	+ 20.1%
Closed Sales	78	87	+ 11.5%	1,032	1,191	+ 15.4%
Median Sales Price*	\$209,450	\$238,000	+ 13.6%	\$205,000	\$228,000	+ 11.2%
Average Sales Price*	\$213,059	\$259,949	+ 22.0%	\$222,427	\$242,724	+ 9.1%
Percent of Original List Price Received*	96.9%	96.8%	- 0.1%	97.0%	96.9%	- 0.1%
List to Close	70	83	+ 18.6%	78	83	+ 6.4%
Days on Market Until Sale	33	36	+ 9.1%	33	36	+ 9.1%
Cumulative Days on Market Until Sale	47	45	- 4.3%	39	43	+ 10.3%
Average List Price	\$240,407	\$280,813	+ 16.8%	\$241,556	\$257,673	+ 6.7%
Inventory of Homes for Sale	195	142	- 27.2%	--	--	--
Months Supply of Inventory	2.3	1.4	- 39.1%	--	--	--

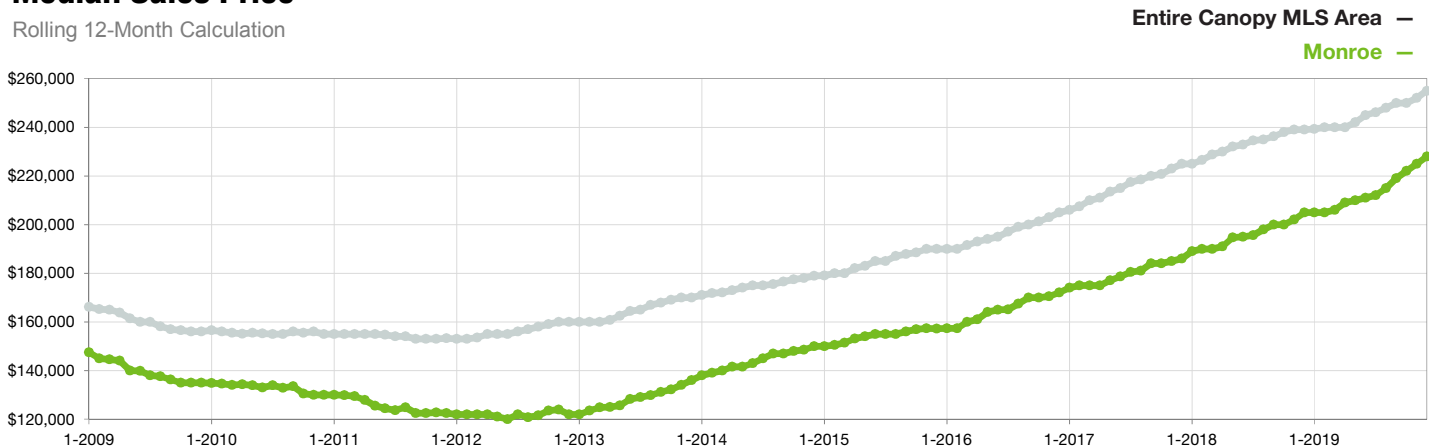
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### December



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for December 2019

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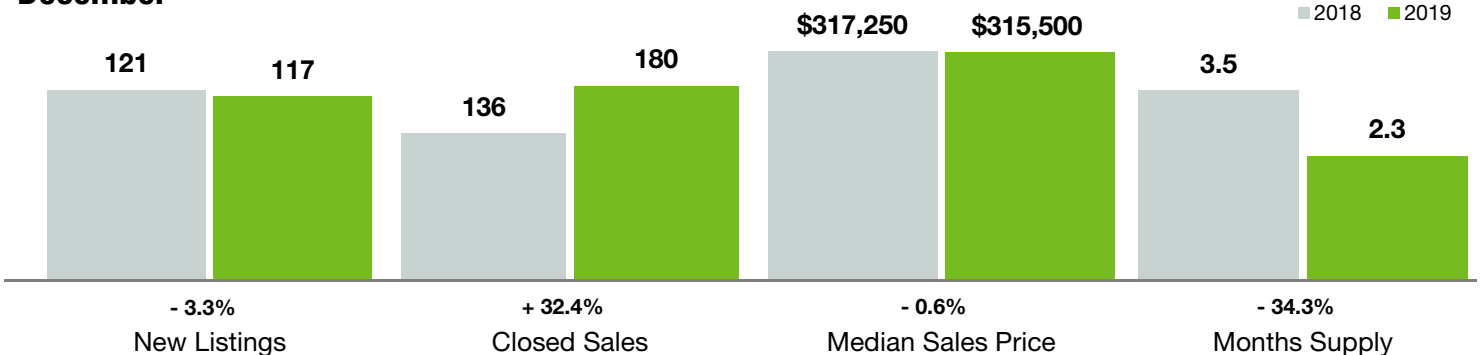
## Mooreville

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	121	117	- 3.3%	2,752	2,683	- 2.5%
Pending Sales	115	119	+ 3.5%	2,023	2,249	+ 11.2%
Closed Sales	136	180	+ 32.4%	2,011	2,233	+ 11.0%
Median Sales Price*	\$317,250	\$315,500	- 0.6%	\$299,906	\$304,250	+ 1.4%
Average Sales Price*	\$386,316	\$376,775	- 2.5%	\$391,223	\$390,896	- 0.1%
Percent of Original List Price Received*	96.4%	96.0%	- 0.4%	96.1%	96.1%	0.0%
List to Close	113	118	+ 4.4%	113	114	+ 0.9%
Days on Market Until Sale	61	60	- 1.6%	62	62	0.0%
Cumulative Days on Market Until Sale	76	74	- 2.6%	76	78	+ 2.6%
Average List Price	\$391,945	\$421,504	+ 7.5%	\$429,200	\$438,222	+ 2.1%
Inventory of Homes for Sale	589	429	- 27.2%	--	--	--
Months Supply of Inventory	3.5	2.3	- 34.3%	--	--	--

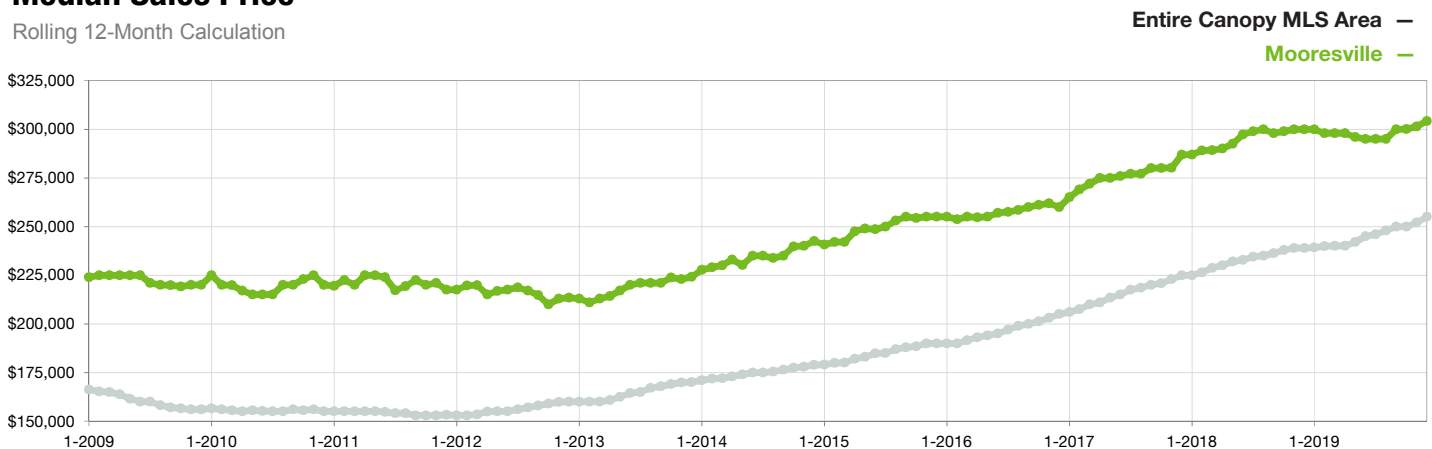
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### December



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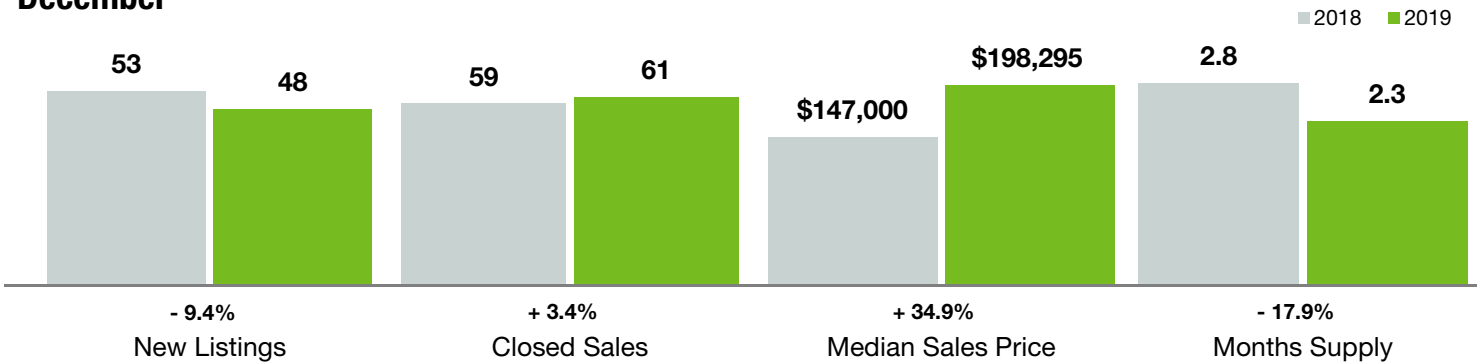
## Salisbury

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	53	48	- 9.4%	1,071	1,114	+ 4.0%
Pending Sales	46	55	+ 19.6%	910	933	+ 2.5%
Closed Sales	59	61	+ 3.4%	914	907	- 0.8%
Median Sales Price*	\$147,000	\$198,295	+ 34.9%	\$149,000	\$163,450	+ 9.7%
Average Sales Price*	\$182,013	\$210,763	+ 15.8%	\$164,818	\$179,620	+ 9.0%
Percent of Original List Price Received*	92.9%	95.0%	+ 2.3%	94.4%	95.0%	+ 0.6%
List to Close	105	84	- 20.0%	110	101	- 8.2%
Days on Market Until Sale	56	39	- 30.4%	61	52	- 14.8%
Cumulative Days on Market Until Sale	61	41	- 32.8%	71	58	- 18.3%
Average List Price	\$169,261	\$208,849	+ 23.4%	\$185,813	\$199,359	+ 7.3%
Inventory of Homes for Sale	212	176	- 17.0%	--	--	--
Months Supply of Inventory	2.8	2.3	- 17.9%	--	--	--

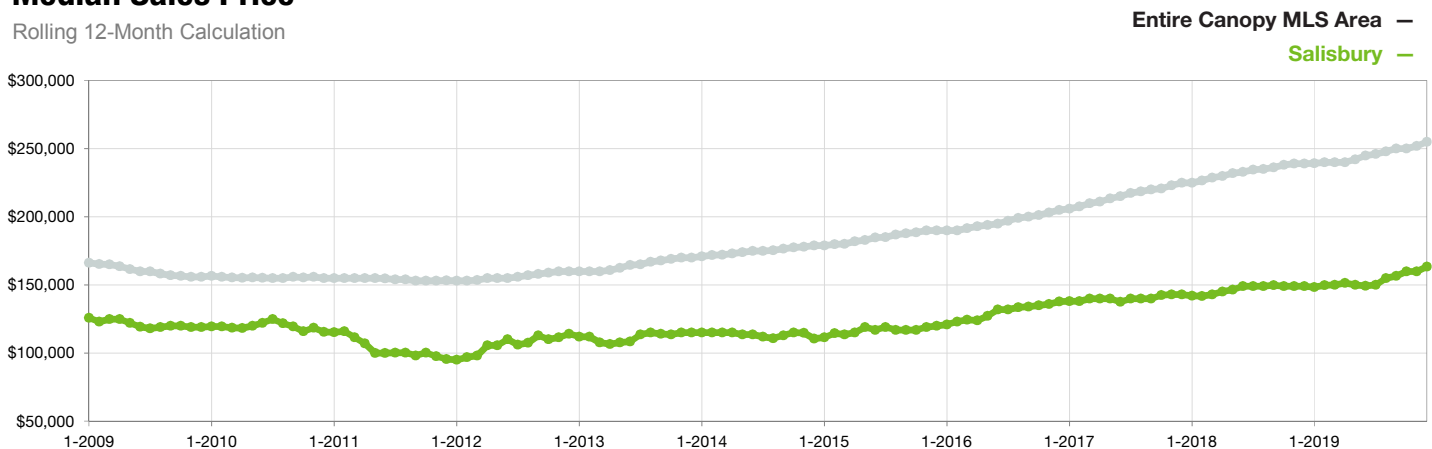
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### December



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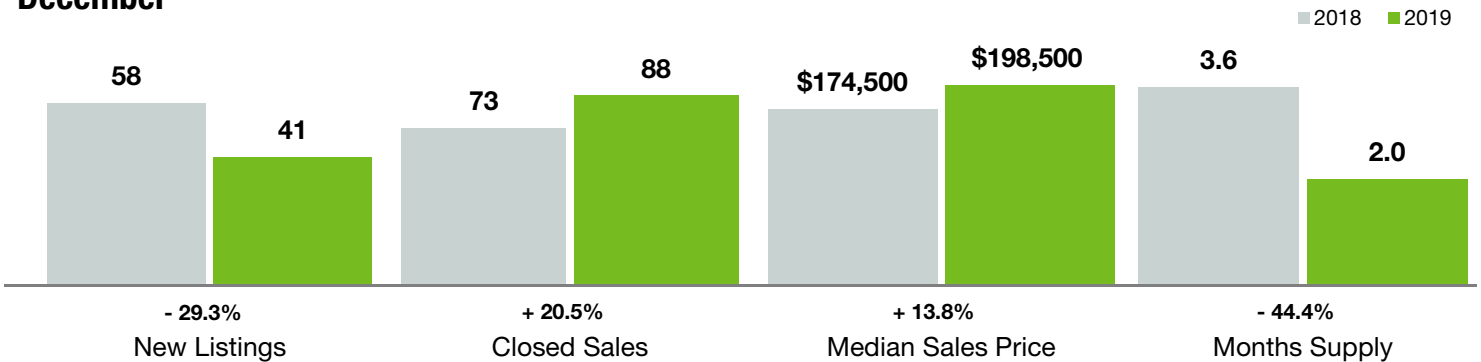
## Statesville

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	58	41	- 29.3%	1,195	1,138	- 4.8%
Pending Sales	47	61	+ 29.8%	914	1,027	+ 12.4%
Closed Sales	73	88	+ 20.5%	913	998	+ 9.3%
Median Sales Price*	\$174,500	\$198,500	+ 13.8%	\$166,450	\$185,000	+ 11.1%
Average Sales Price*	\$191,302	\$209,728	+ 9.6%	\$182,218	\$198,701	+ 9.0%
Percent of Original List Price Received*	94.9%	96.1%	+ 1.3%	95.4%	95.1%	- 0.3%
List to Close	124	108	- 12.9%	111	107	- 3.6%
Days on Market Until Sale	66	56	- 15.2%	60	55	- 8.3%
Cumulative Days on Market Until Sale	72	63	- 12.5%	72	65	- 9.7%
Average List Price	\$229,926	\$198,098	- 13.8%	\$210,744	\$228,374	+ 8.4%
Inventory of Homes for Sale	278	167	- 39.9%	--	--	--
Months Supply of Inventory	3.6	2.0	- 44.4%	--	--	--

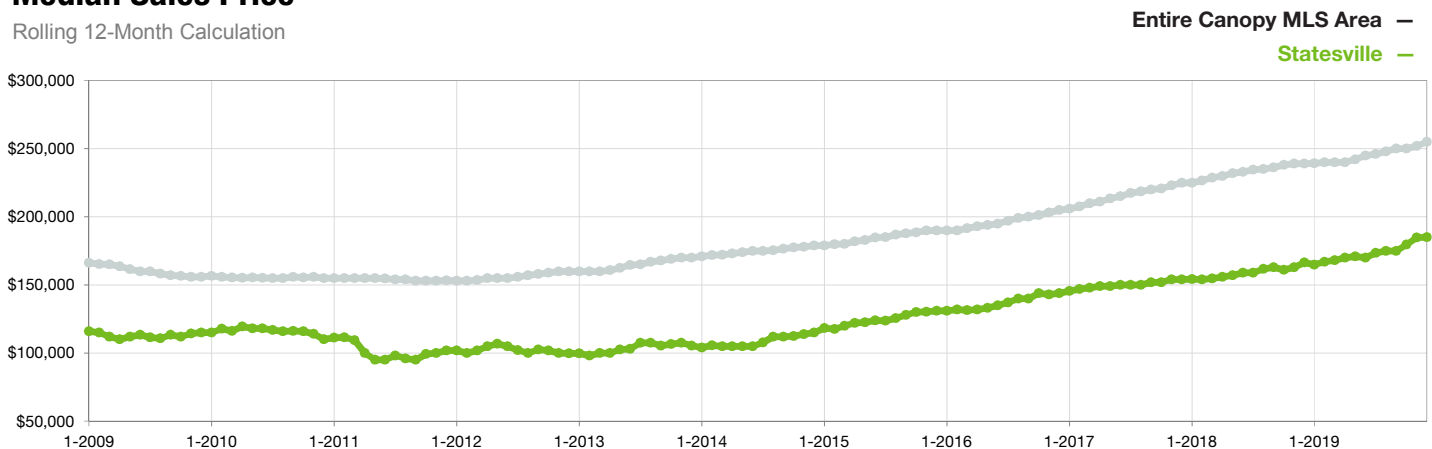
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### December



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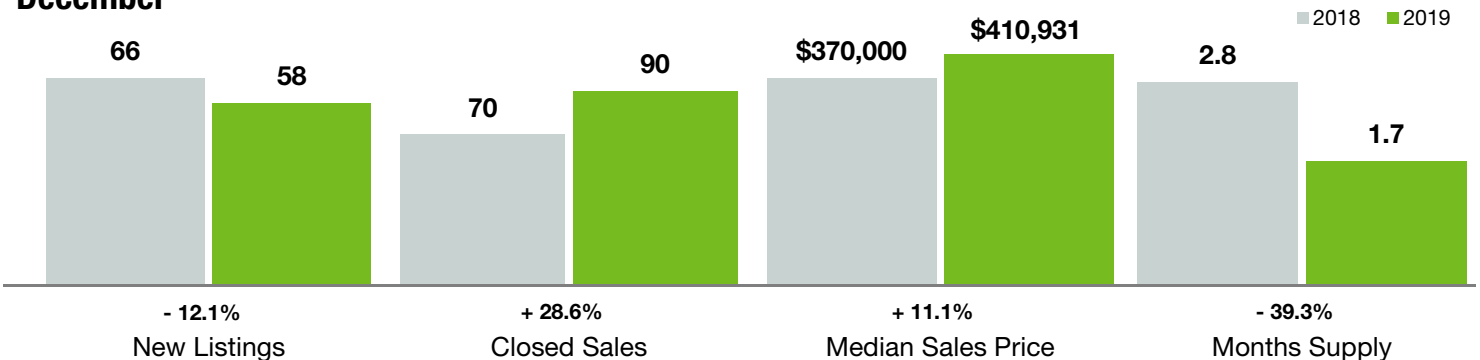
## Waxhaw

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	66	58	- 12.1%	1,649	1,581	- 4.1%
Pending Sales	48	73	+ 52.1%	1,251	1,370	+ 9.5%
Closed Sales	70	90	+ 28.6%	1,268	1,334	+ 5.2%
Median Sales Price*	\$370,000	\$410,931	+ 11.1%	\$394,000	\$384,245	- 2.5%
Average Sales Price*	\$420,896	\$494,332	+ 17.4%	\$453,032	\$453,011	- 0.0%
Percent of Original List Price Received*	94.7%	97.5%	+ 3.0%	96.5%	96.7%	+ 0.2%
List to Close	110	101	- 8.2%	111	107	- 3.6%
Days on Market Until Sale	66	47	- 28.8%	57	56	- 1.8%
Cumulative Days on Market Until Sale	72	50	- 30.6%	73	67	- 8.2%
Average List Price	\$449,487	\$509,494	+ 13.4%	\$501,811	\$502,038	+ 0.0%
Inventory of Homes for Sale	293	196	- 33.1%	--	--	--
Months Supply of Inventory	2.8	1.7	- 39.3%	--	--	--

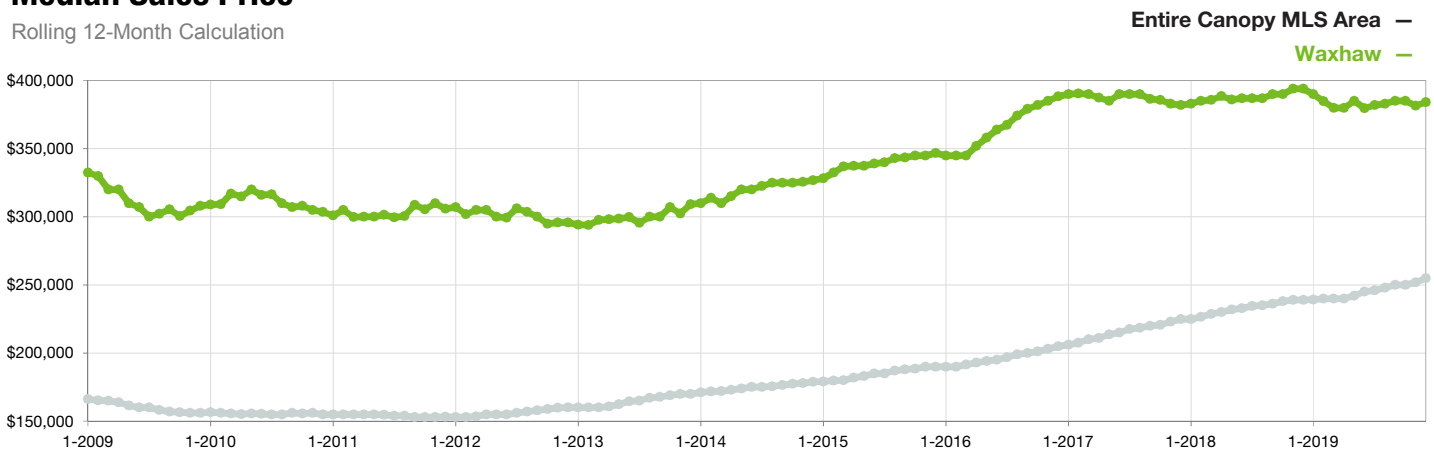
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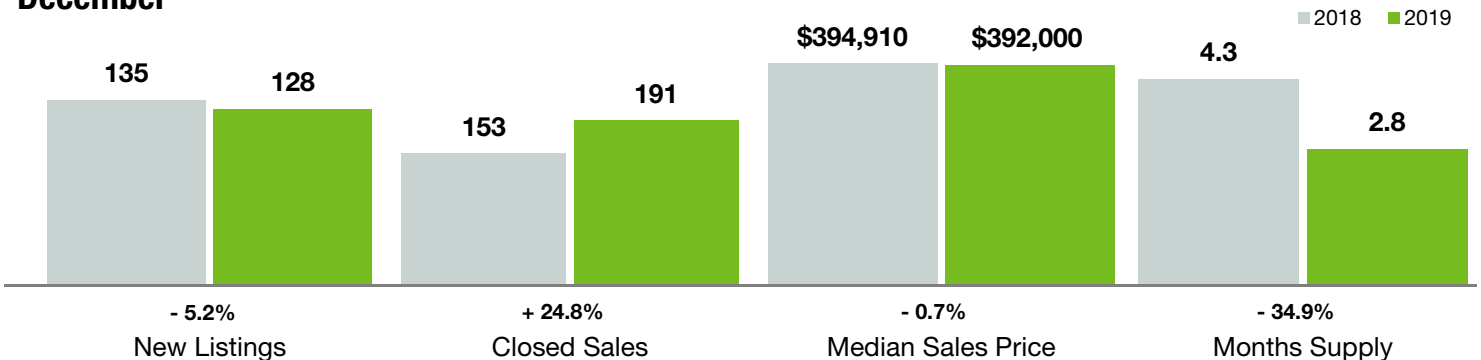
## Lake Norman

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	135	128	- 5.2%	3,365	3,177	- 5.6%
Pending Sales	114	131	+ 14.9%	2,322	2,510	+ 8.1%
Closed Sales	153	191	+ 24.8%	2,310	2,496	+ 8.1%
Median Sales Price*	\$394,910	\$392,000	- 0.7%	\$385,950	\$380,498	- 1.4%
Average Sales Price*	\$517,282	\$505,923	- 2.2%	\$504,924	\$501,915	- 0.6%
Percent of Original List Price Received*	95.2%	95.8%	+ 0.6%	95.7%	95.4%	- 0.3%
List to Close	124	125	+ 0.8%	126	124	- 1.6%
Days on Market Until Sale	77	69	- 10.4%	73	70	- 4.1%
Cumulative Days on Market Until Sale	93	94	+ 1.1%	92	92	0.0%
Average List Price	\$492,279	\$520,669	+ 5.8%	\$558,854	\$577,082	+ 3.3%
Inventory of Homes for Sale	826	589	- 28.7%	--	--	--
Months Supply of Inventory	4.3	2.8	- 34.9%	--	--	--

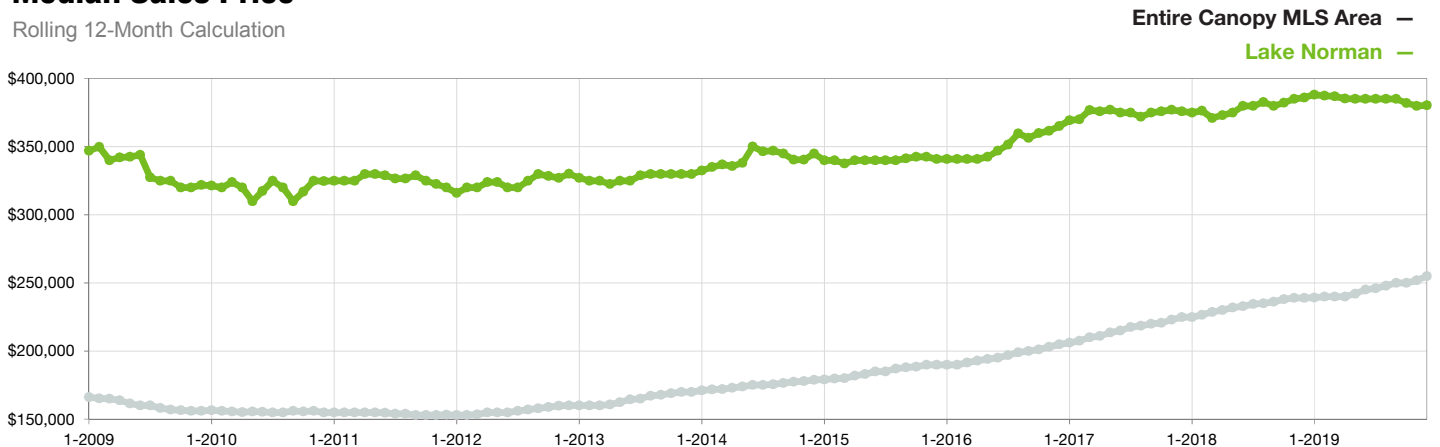
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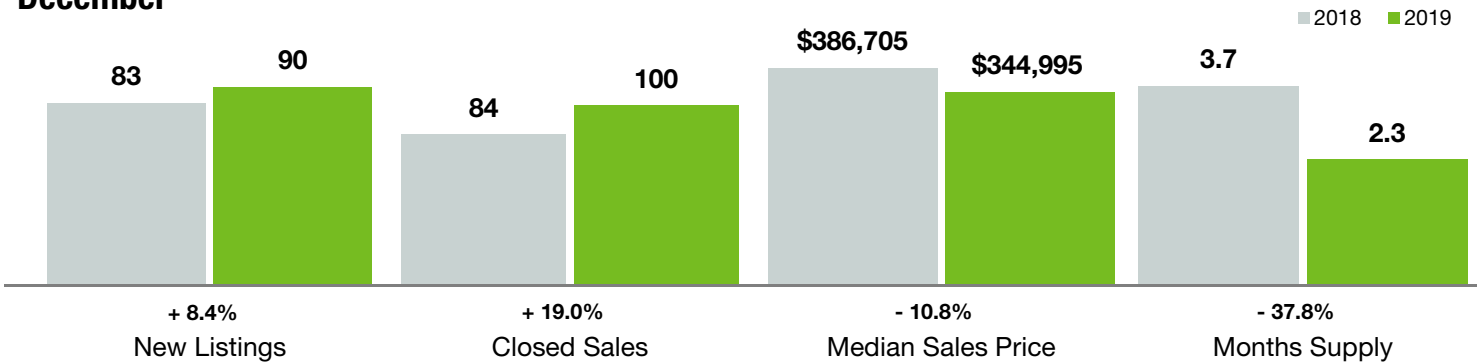
## Lake Wylie

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	83	90	+ 8.4%	1,662	1,850	+ 11.3%
Pending Sales	56	91	+ 62.5%	1,208	1,536	+ 27.2%
Closed Sales	84	100	+ 19.0%	1,231	1,474	+ 19.7%
Median Sales Price*	\$386,705	\$344,995	- 10.8%	\$354,765	\$349,900	- 1.4%
Average Sales Price*	\$410,735	\$369,221	- 10.1%	\$397,844	\$399,851	+ 0.5%
Percent of Original List Price Received*	94.4%	95.7%	+ 1.4%	96.6%	96.3%	- 0.3%
List to Close	151	126	- 16.6%	126	117	- 7.1%
Days on Market Until Sale	101	73	- 27.7%	69	61	- 11.6%
Cumulative Days on Market Until Sale	117	79	- 32.5%	81	73	- 9.9%
Average List Price	\$416,934	\$447,308	+ 7.3%	\$451,175	\$438,763	- 2.8%
Inventory of Homes for Sale	369	296	- 19.8%	--	--	--
Months Supply of Inventory	3.7	2.3	- 37.8%	--	--	--

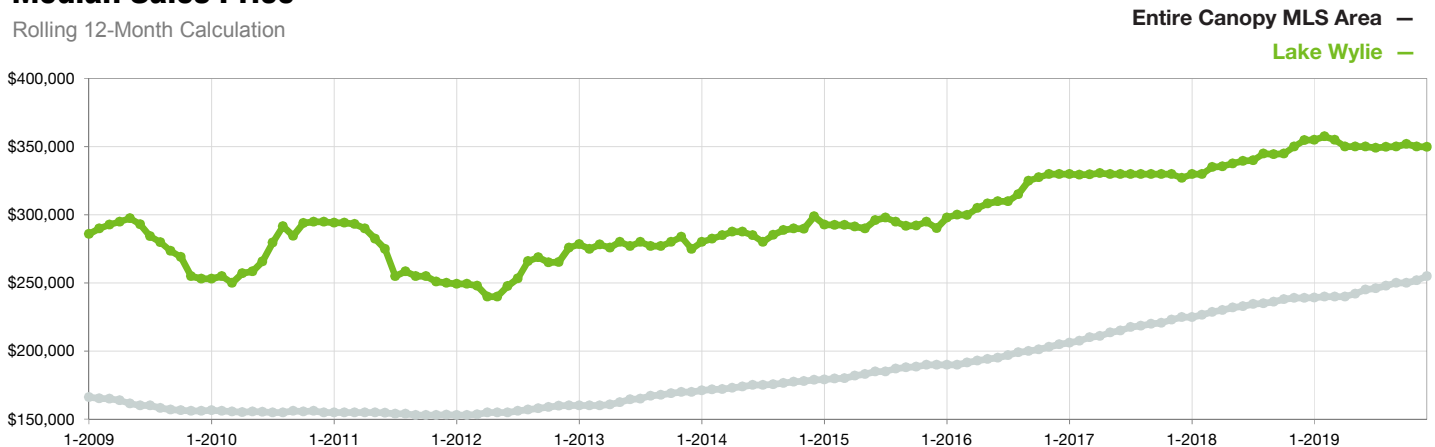
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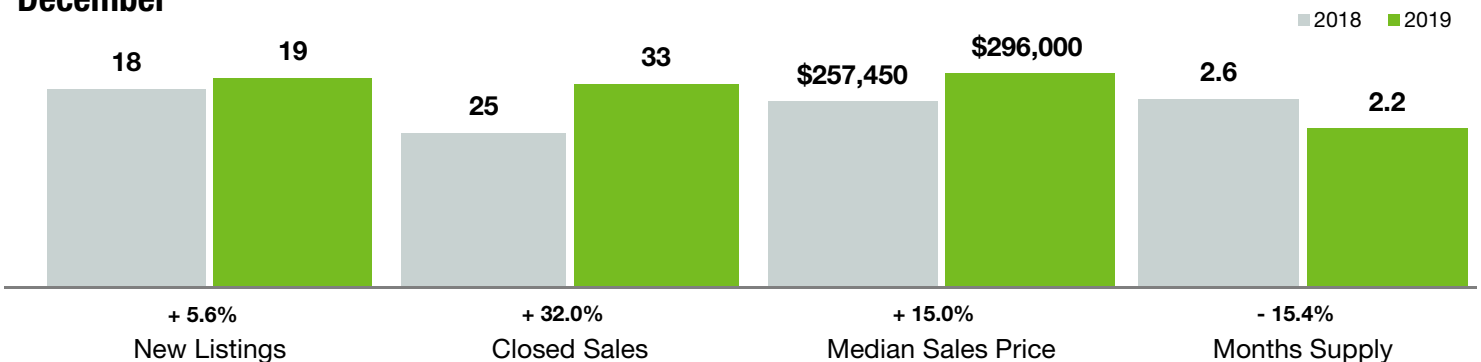
## Uptown Charlotte

North Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	18	19	+ 5.6%	468	448	- 4.3%
Pending Sales	13	23	+ 76.9%	355	367	+ 3.4%
Closed Sales	25	33	+ 32.0%	370	346	- 6.5%
Median Sales Price*	\$257,450	\$296,000	+ 15.0%	\$279,000	\$296,500	+ 6.3%
Average Sales Price*	\$346,757	\$374,811	+ 8.1%	\$326,605	\$367,031	+ 12.4%
Percent of Original List Price Received*	97.5%	95.3%	- 2.3%	96.6%	96.7%	+ 0.1%
List to Close	117	86	- 26.5%	104	94	- 9.6%
Days on Market Until Sale	61	44	- 27.9%	49	47	- 4.1%
Cumulative Days on Market Until Sale	82	56	- 31.7%	65	58	- 10.8%
Average List Price	\$306,794	\$379,078	+ 23.6%	\$348,157	\$386,415	+ 11.0%
Inventory of Homes for Sale	77	67	- 13.0%	--	--	--
Months Supply of Inventory	2.6	2.2	- 15.4%	--	--	--

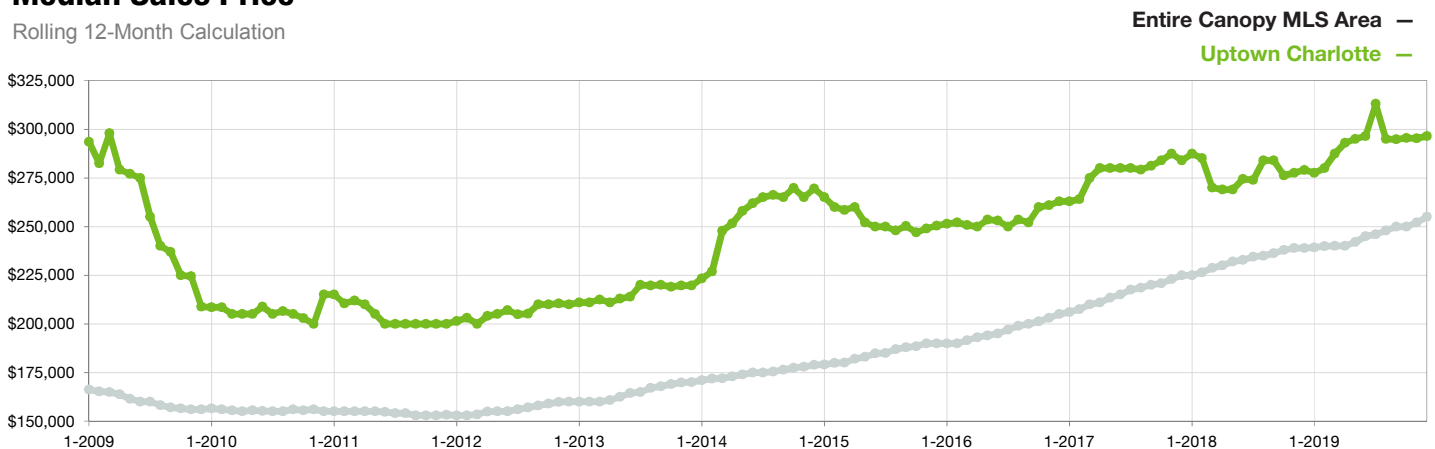
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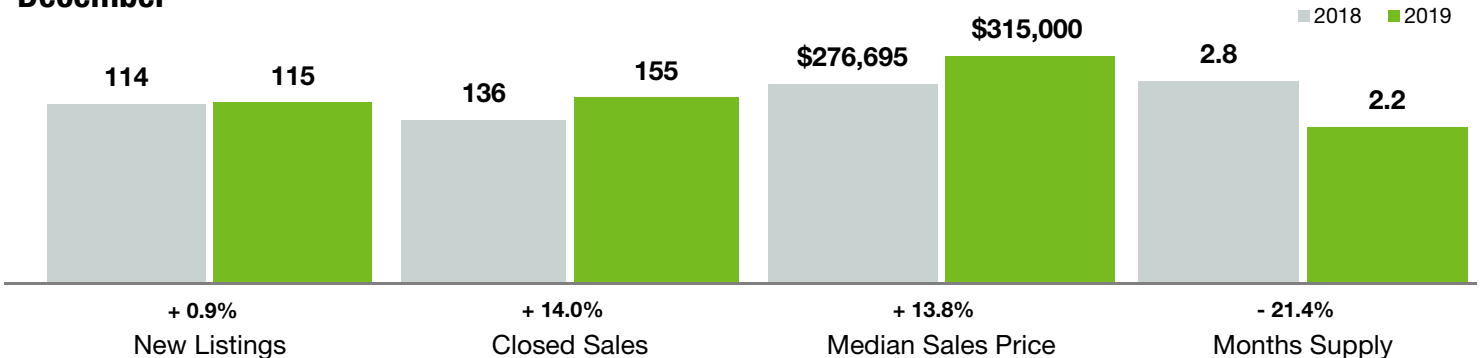
## Lancaster County

South Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	114	115	+ 0.9%	2,217	2,310	+ 4.2%
Pending Sales	95	121	+ 27.4%	1,835	1,991	+ 8.5%
Closed Sales	136	155	+ 14.0%	1,842	1,942	+ 5.4%
Median Sales Price*	\$276,695	\$315,000	+ 13.8%	\$279,000	\$299,990	+ 7.5%
Average Sales Price*	\$281,995	\$317,586	+ 12.6%	\$285,386	\$296,501	+ 3.9%
Percent of Original List Price Received*	95.6%	97.0%	+ 1.5%	96.9%	97.2%	+ 0.3%
List to Close	111	118	+ 6.3%	110	108	- 1.8%
Days on Market Until Sale	56	63	+ 12.5%	56	50	- 10.7%
Cumulative Days on Market Until Sale	69	70	+ 1.4%	70	59	- 15.7%
Average List Price	\$291,284	\$305,997	+ 5.1%	\$303,902	\$316,018	+ 4.0%
Inventory of Homes for Sale	427	357	- 16.4%	--	--	--
Months Supply of Inventory	2.8	2.2	- 21.4%	--	--	--

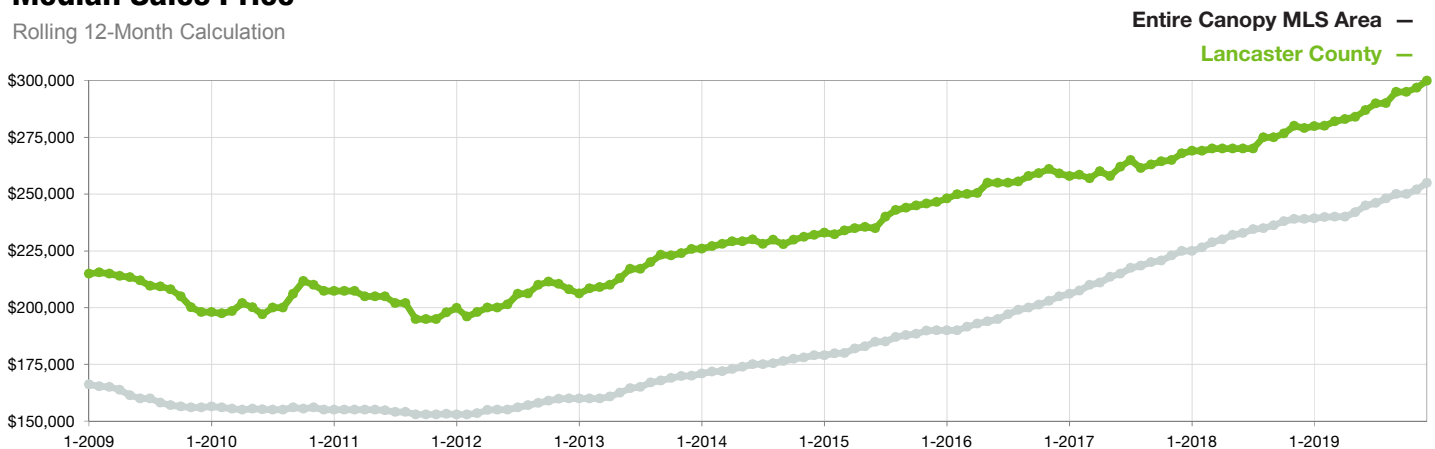
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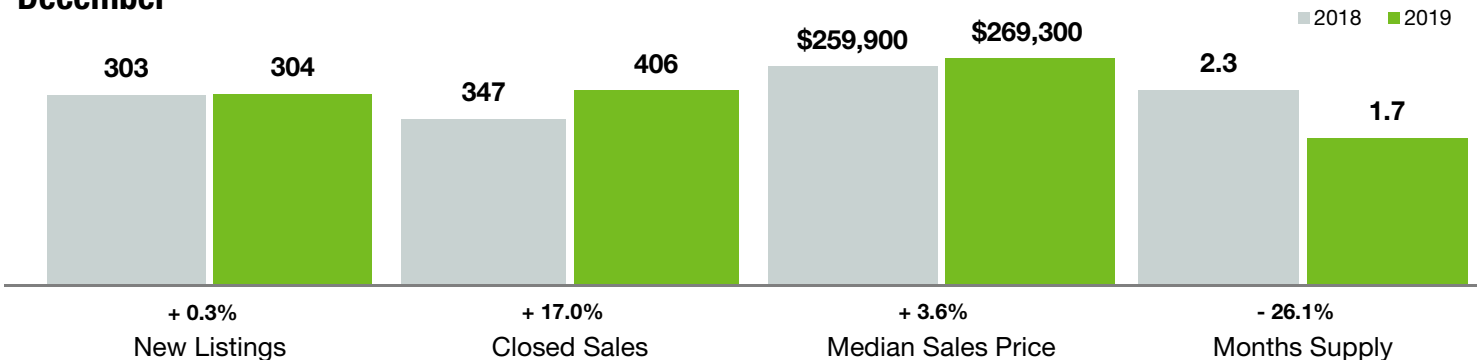
## York County

South Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	303	304	+ 0.3%	6,124	6,481	+ 5.8%
Pending Sales	272	286	+ 5.1%	4,928	5,535	+ 12.3%
Closed Sales	347	406	+ 17.0%	4,932	5,485	+ 11.2%
Median Sales Price*	\$259,900	\$269,300	+ 3.6%	\$255,000	\$268,000	+ 5.1%
Average Sales Price*	\$286,928	\$294,748	+ 2.7%	\$281,661	\$295,277	+ 4.8%
Percent of Original List Price Received*	95.4%	97.1%	+ 1.8%	97.1%	97.2%	+ 0.1%
List to Close	97	96	- 1.0%	89	91	+ 2.2%
Days on Market Until Sale	53	49	- 7.5%	42	43	+ 2.4%
Cumulative Days on Market Until Sale	64	54	- 15.6%	51	52	+ 2.0%
Average List Price	\$294,224	\$337,106	+ 14.6%	\$304,011	\$314,415	+ 3.4%
Inventory of Homes for Sale	924	780	- 15.6%	--	--	--
Months Supply of Inventory	2.3	1.7	- 26.1%	--	--	--

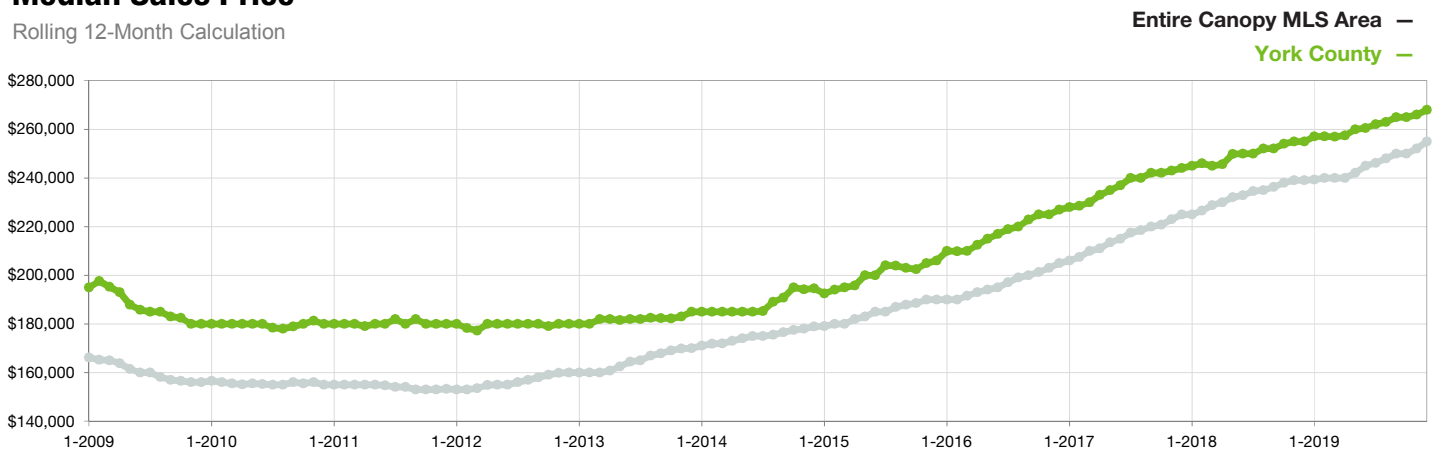
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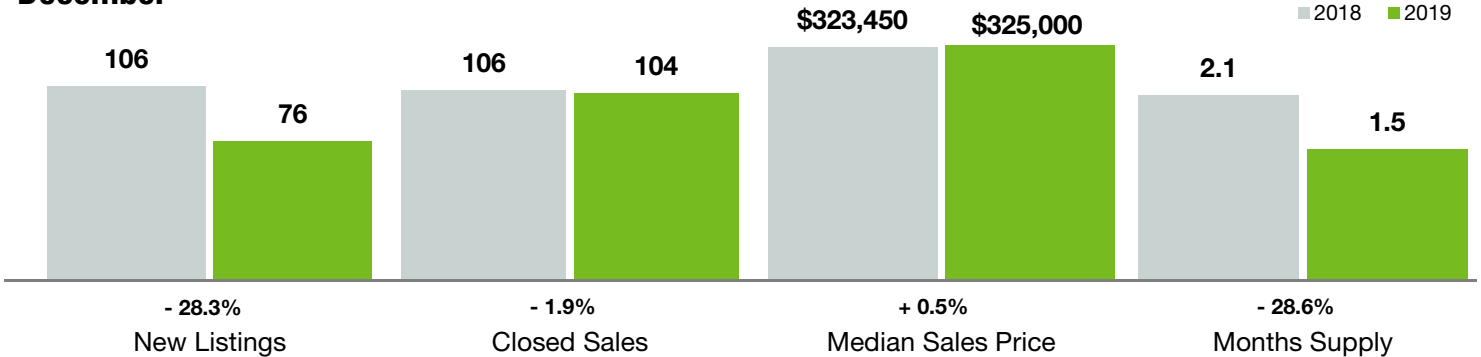
## Fort Mill

South Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	106	76	- 28.3%	1,967	2,005	+ 1.9%
Pending Sales	93	68	- 26.9%	1,600	1,727	+ 7.9%
Closed Sales	106	104	- 1.9%	1,588	1,724	+ 8.6%
Median Sales Price*	\$323,450	\$325,000	+ 0.5%	\$323,250	\$315,000	- 2.6%
Average Sales Price*	\$355,312	\$371,969	+ 4.7%	\$344,303	\$353,260	+ 2.6%
Percent of Original List Price Received*	96.6%	97.6%	+ 1.0%	97.0%	97.6%	+ 0.6%
List to Close	102	113	+ 10.8%	98	98	0.0%
Days on Market Until Sale	52	57	+ 9.6%	48	46	- 4.2%
Cumulative Days on Market Until Sale	61	62	+ 1.6%	58	57	- 1.7%
Average List Price	\$330,813	\$390,056	+ 17.9%	\$361,023	\$373,065	+ 3.3%
Inventory of Homes for Sale	284	218	- 23.2%	--	--	--
Months Supply of Inventory	2.1	1.5	- 28.6%	--	--	--

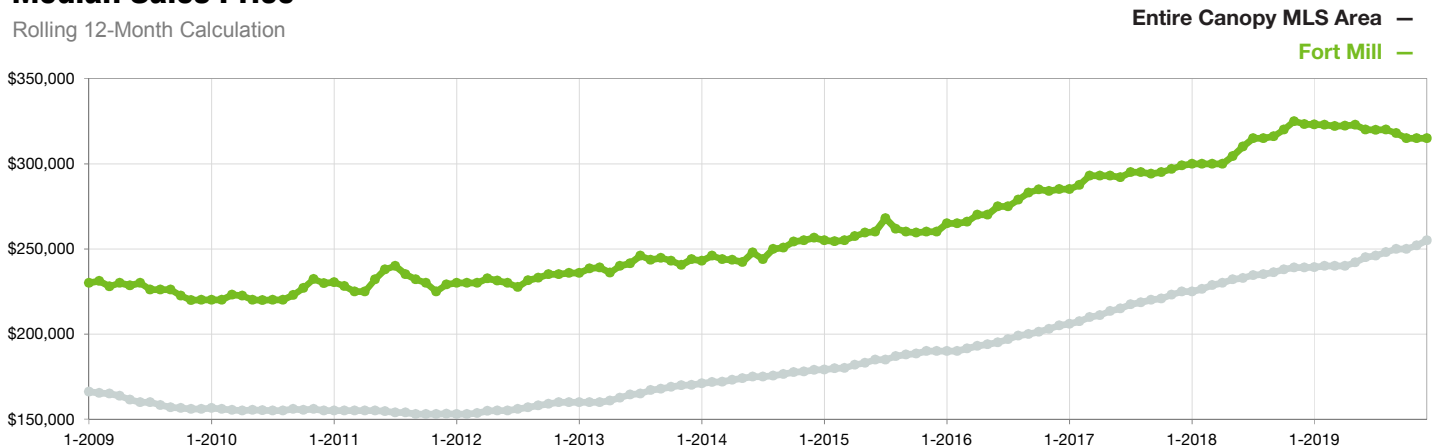
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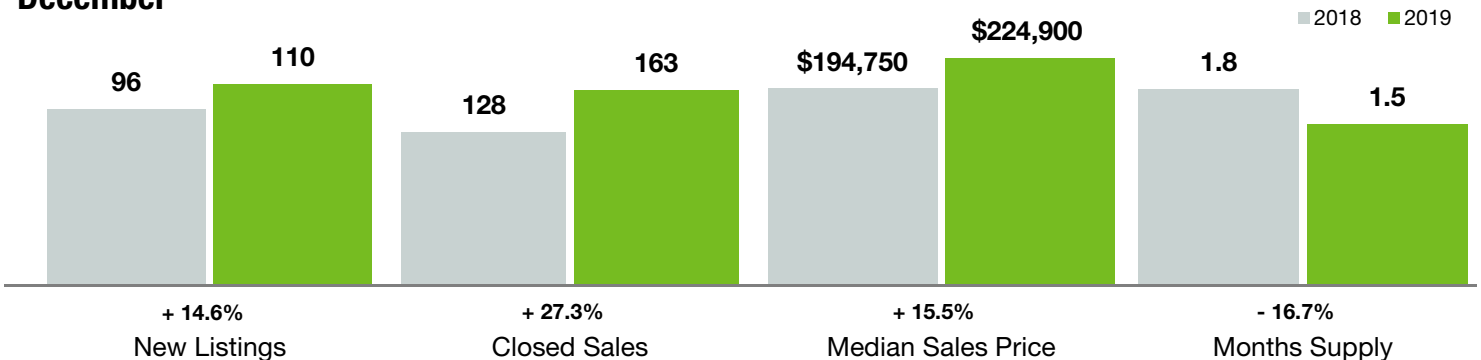
## Rock Hill

South Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	96	110	+ 14.6%	2,115	2,184	+ 3.3%
Pending Sales	99	117	+ 18.2%	1,766	1,904	+ 7.8%
Closed Sales	128	163	+ 27.3%	1,786	1,861	+ 4.2%
Median Sales Price*	\$194,750	\$224,900	+ 15.5%	\$195,000	\$213,313	+ 9.4%
Average Sales Price*	\$204,712	\$232,515	+ 13.6%	\$211,226	\$224,213	+ 6.1%
Percent of Original List Price Received*	95.2%	97.6%	+ 2.5%	97.5%	97.4%	- 0.1%
List to Close	77	81	+ 5.2%	73	78	+ 6.8%
Days on Market Until Sale	36	36	0.0%	28	33	+ 17.9%
Cumulative Days on Market Until Sale	41	39	- 4.9%	33	38	+ 15.2%
Average List Price	\$210,657	\$266,670	+ 26.6%	\$231,738	\$237,250	+ 2.4%
Inventory of Homes for Sale	266	236	- 11.3%	--	--	--
Months Supply of Inventory	1.8	1.5	- 16.7%	--	--	--

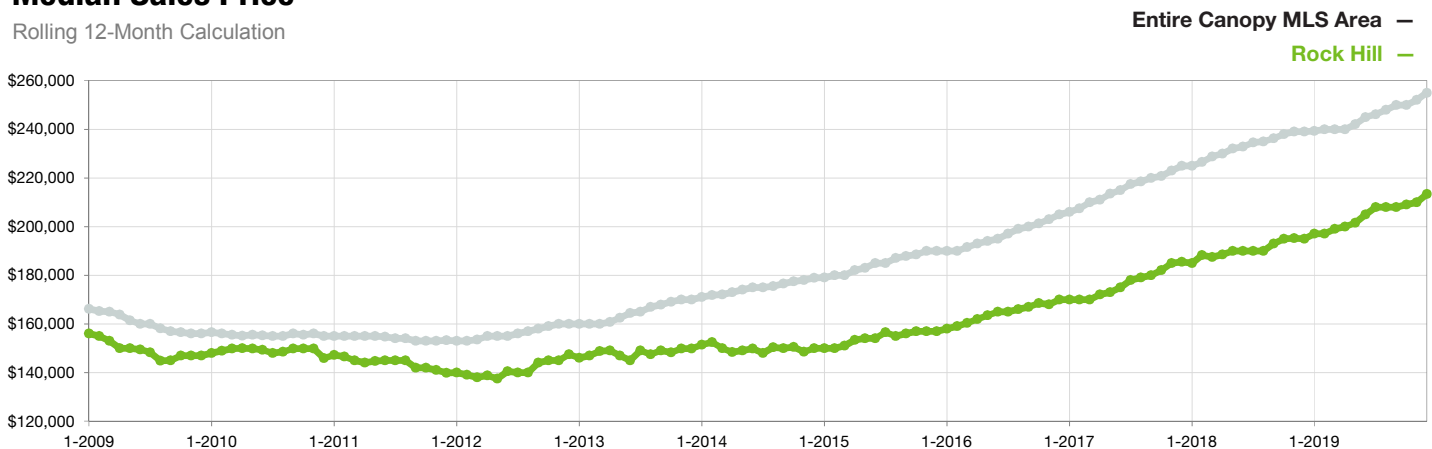
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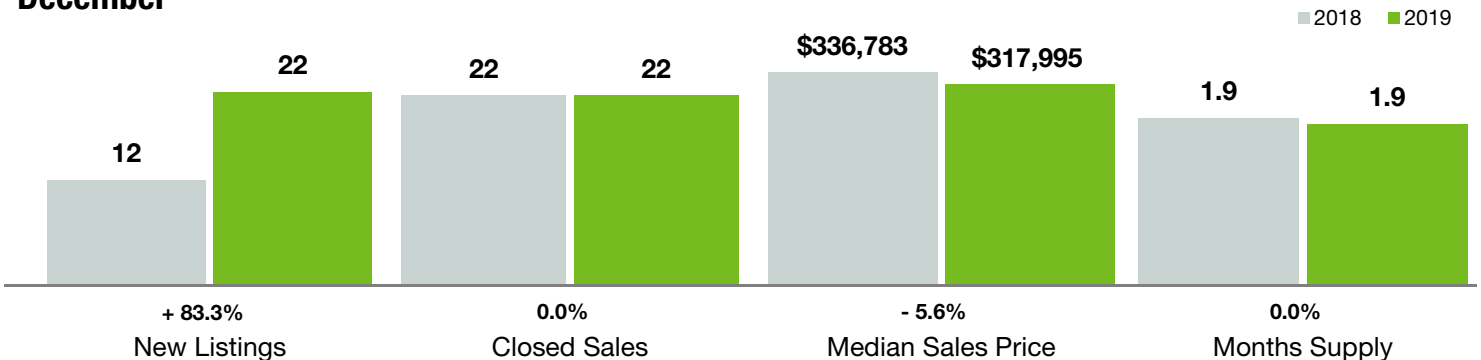
## Tega Cay

South Carolina

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	12	22	+ 83.3%	422	464	+ 10.0%
Pending Sales	13	13	0.0%	331	381	+ 15.1%
Closed Sales	22	22	0.0%	332	382	+ 15.1%
Median Sales Price*	\$336,783	\$317,995	- 5.6%	\$341,410	\$357,000	+ 4.6%
Average Sales Price*	\$341,716	\$329,999	- 3.4%	\$371,175	\$374,189	+ 0.8%
Percent of Original List Price Received*	95.1%	96.6%	+ 1.6%	96.1%	96.5%	+ 0.4%
List to Close	151	115	- 23.8%	109	102	- 6.4%
Days on Market Until Sale	116	71	- 38.8%	64	58	- 9.4%
Cumulative Days on Market Until Sale	147	77	- 47.6%	80	72	- 10.0%
Average List Price	\$369,292	\$374,998	+ 1.5%	\$381,276	\$381,602	+ 0.1%
Inventory of Homes for Sale	53	59	+ 11.3%	--	--	--
Months Supply of Inventory	1.9	1.9	0.0%	--	--	--

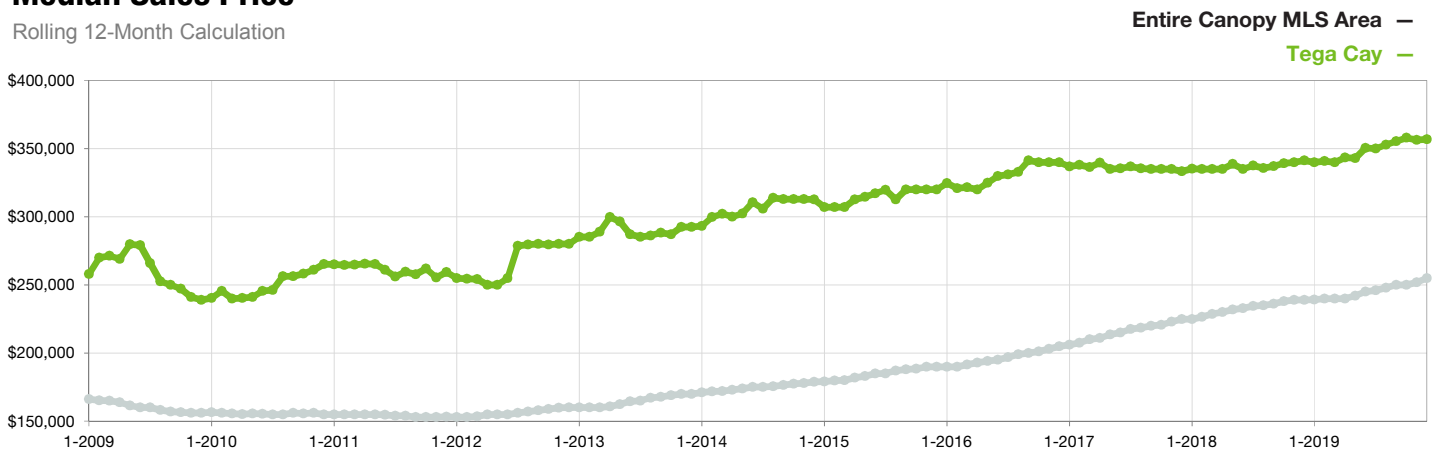
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### December



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for December 2019

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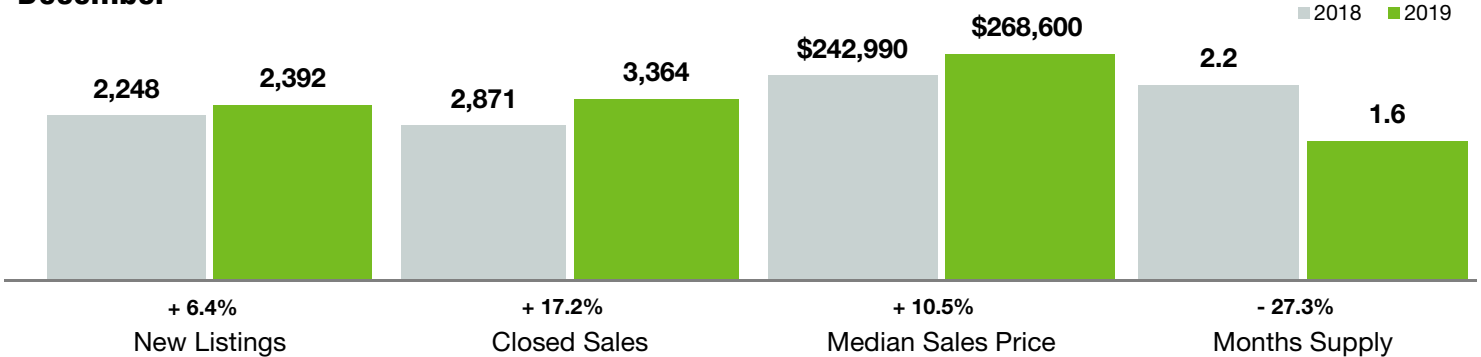
## Charlotte MSA

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

Key Metrics	December			Year to Date		
	2018	2019	Percent Change	Thru 12-2018	Thru 12-2019	Percent Change
New Listings	2,248	<b>2,392</b>	+ 6.4%	51,014	<b>52,184</b>	+ 2.3%
Pending Sales	2,151	<b>2,619</b>	+ 21.8%	40,923	<b>44,502</b>	+ 8.7%
Closed Sales	2,871	<b>3,364</b>	+ 17.2%	41,165	<b>43,461</b>	+ 5.6%
Median Sales Price*	\$242,990	<b>\$268,600</b>	+ 10.5%	\$244,000	<b>\$260,000</b>	+ 6.6%
Average Sales Price*	\$286,594	<b>\$316,292</b>	+ 10.4%	\$292,303	<b>\$309,689</b>	+ 5.9%
Percent of Original List Price Received*	96.0%	<b>96.5%</b>	+ 0.5%	97.2%	<b>96.9%</b>	- 0.3%
List to Close	99	<b>93</b>	- 6.1%	90	<b>91</b>	+ 1.1%
Days on Market Until Sale	47	<b>43</b>	- 8.5%	39	<b>41</b>	+ 5.1%
Cumulative Days on Market Until Sale	54	<b>50</b>	- 7.4%	47	<b>49</b>	+ 4.3%
Average List Price	\$299,020	<b>\$318,575</b>	+ 6.5%	\$323,740	<b>\$338,332</b>	+ 4.5%
Inventory of Homes for Sale	7,659	<b>5,922</b>	- 22.7%	--	--	--
Months Supply of Inventory	2.2	<b>1.6</b>	- 27.3%	--	--	--

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

### December



### Median Sales Price

Rolling 12-Month Calculation

