

# Local Market Update for June 2019



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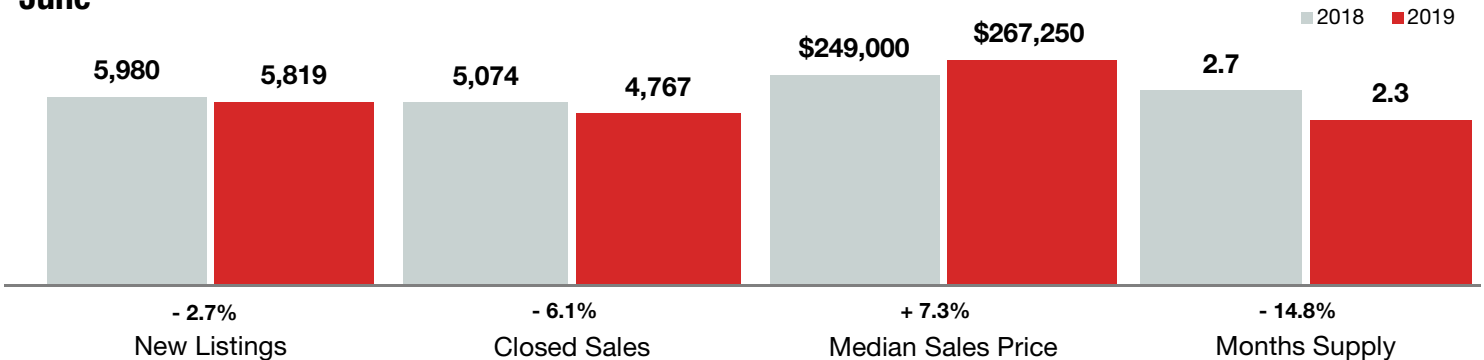
## Charlotte Region

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	5,980	<b>5,819</b>	- 2.7%	32,923	<b>33,138</b>	+ 0.7%
Pending Sales	4,610	<b>5,361</b>	+ 16.3%	26,229	<b>28,043</b>	+ 6.9%
Closed Sales	5,074	<b>4,767</b>	- 6.1%	23,840	<b>24,025</b>	+ 0.8%
Median Sales Price*	\$249,000	<b>\$267,250</b>	+ 7.3%	\$238,000	<b>\$250,000</b>	+ 5.0%
Average Sales Price*	\$302,011	<b>\$323,316</b>	+ 7.1%	\$287,358	<b>\$299,703</b>	+ 4.3%
Percent of Original List Price Received*	97.8%	<b>97.2%</b>	- 0.6%	97.2%	<b>96.8%</b>	- 0.4%
List to Close	87	<b>90</b>	+ 3.4%	95	<b>97</b>	+ 2.1%
Days on Market Until Sale	36	<b>40</b>	+ 11.1%	44	<b>47</b>	+ 6.8%
Cumulative Days on Market Until Sale	42	<b>49</b>	+ 16.7%	53	<b>56</b>	+ 5.7%
Average List Price	\$315,802	<b>\$335,807</b>	+ 6.3%	\$328,139	<b>\$343,448</b>	+ 4.7%
Inventory of Homes for Sale	10,935	<b>9,407</b>	- 14.0%	--	--	--
Months Supply of Inventory	2.7	<b>2.3</b>	- 14.8%	--	--	--

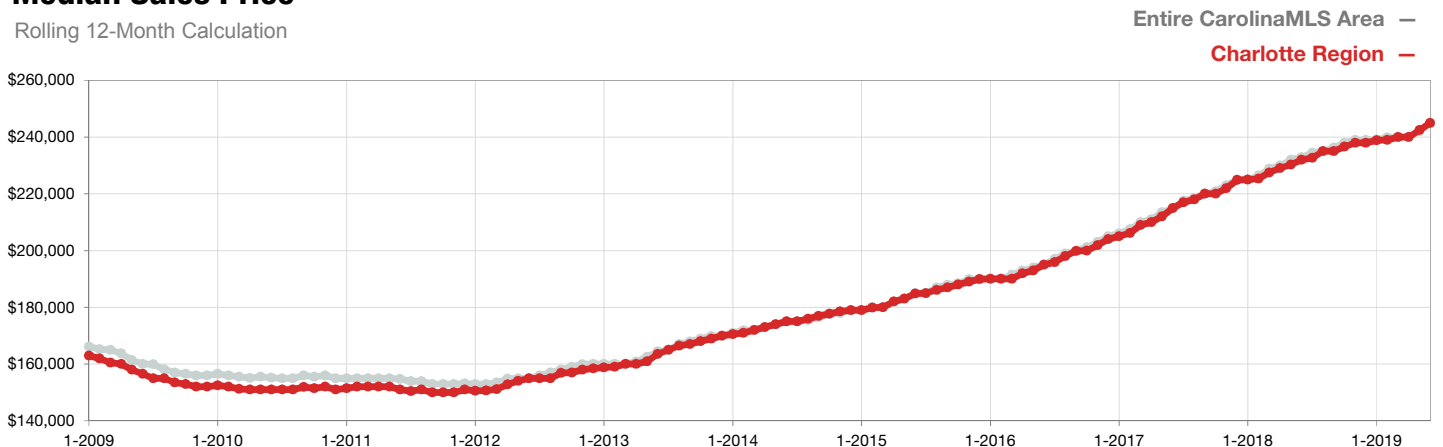
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### June



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Rolling 12-Month Calculation



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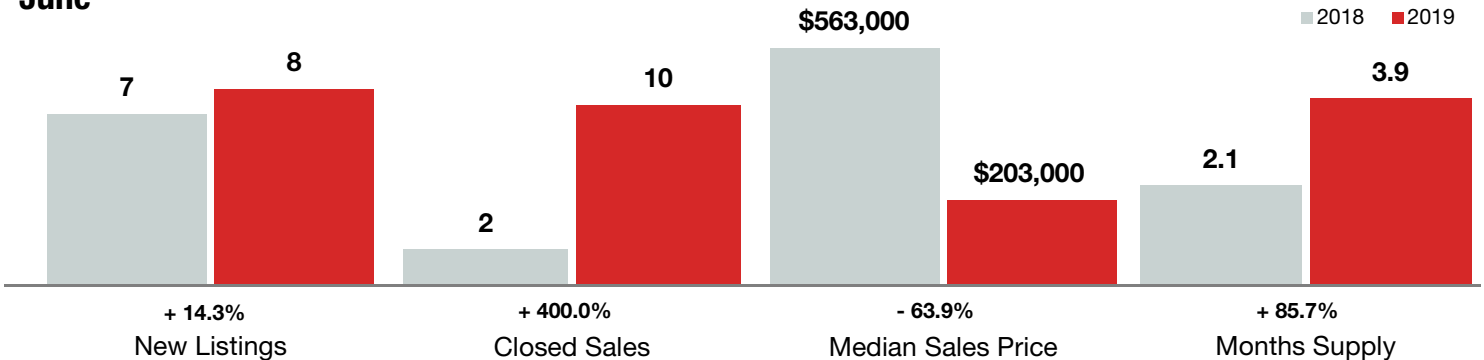
## Alexander County

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	7	8	+ 14.3%	39	38	- 2.6%
Pending Sales	3	5	+ 66.7%	29	29	0.0%
Closed Sales	2	10	+ 400.0%	35	25	- 28.6%
Median Sales Price*	\$563,000	\$203,000	- 63.9%	\$179,000	\$155,000	- 13.4%
Average Sales Price*	\$563,000	\$245,240	- 56.4%	\$216,409	\$205,936	- 4.8%
Percent of Original List Price Received*	93.5%	95.1%	+ 1.7%	90.4%	95.1%	+ 5.2%
List to Close	280	123	- 56.1%	166	127	- 23.5%
Days on Market Until Sale	243	53	- 78.2%	122	56	- 54.1%
Cumulative Days on Market Until Sale	243	53	- 78.2%	108	60	- 44.4%
Average List Price	\$119,543	\$209,738	+ 75.4%	\$196,945	\$213,668	+ 8.5%
Inventory of Homes for Sale	18	18	0.0%	--	--	--
Months Supply of Inventory	2.1	3.9	+ 85.7%	--	--	--

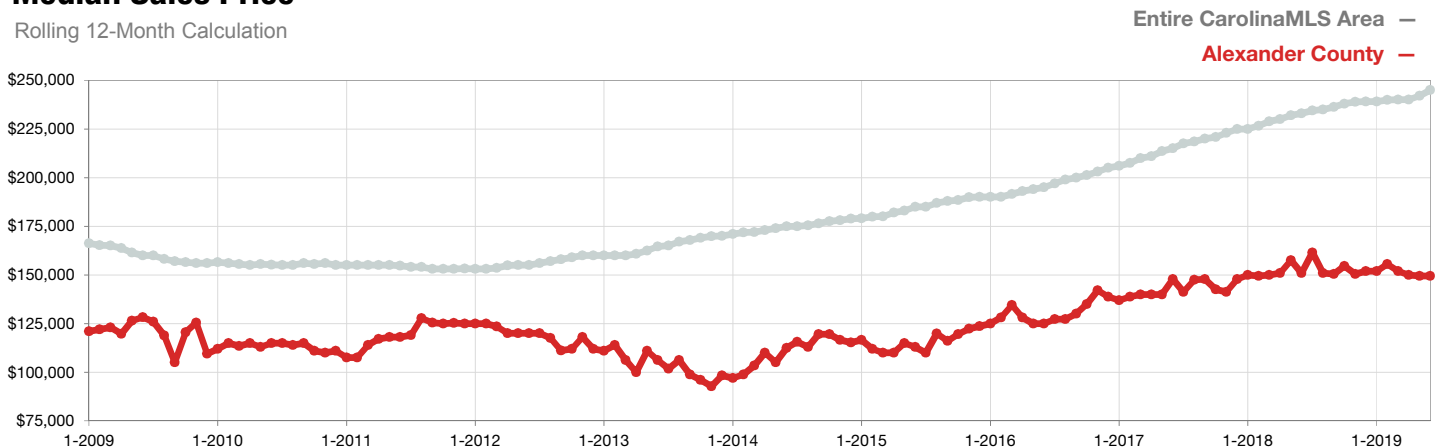
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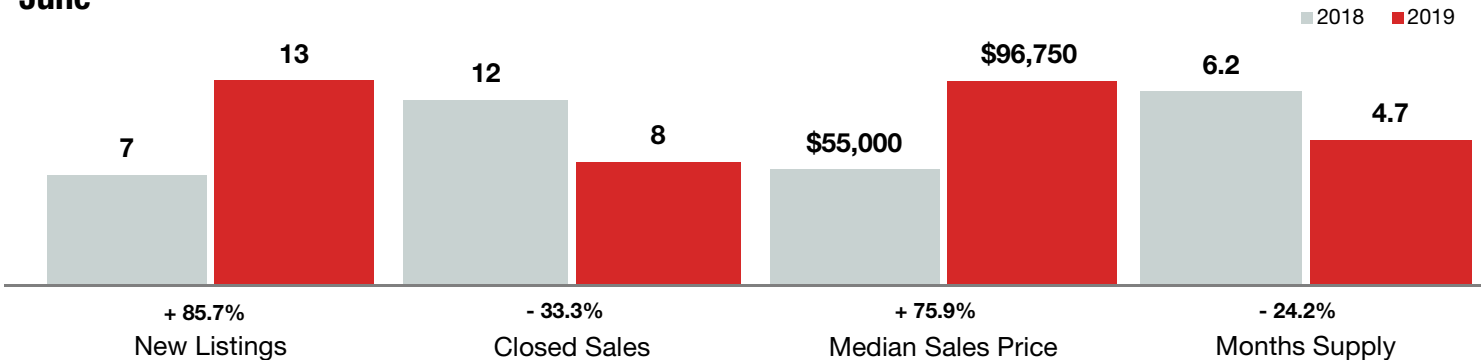
## Anson County

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	7	13	+ 85.7%	80	92	+ 15.0%
Pending Sales	10	16	+ 60.0%	71	82	+ 15.5%
Closed Sales	12	8	- 33.3%	72	71	- 1.4%
Median Sales Price*	\$55,000	\$96,750	+ 75.9%	\$89,000	\$119,300	+ 34.0%
Average Sales Price*	\$71,865	\$105,000	+ 46.1%	\$116,170	\$132,883	+ 14.4%
Percent of Original List Price Received*	87.3%	86.7%	- 0.7%	90.2%	92.7%	+ 2.8%
List to Close	165	170	+ 3.0%	192	146	- 24.0%
Days on Market Until Sale	113	120	+ 6.2%	168	99	- 41.1%
Cumulative Days on Market Until Sale	113	120	+ 6.2%	166	112	- 32.5%
Average List Price	\$159,443	\$119,292	- 25.2%	\$143,623	\$147,558	+ 2.7%
Inventory of Homes for Sale	69	52	- 24.6%	--	--	--
Months Supply of Inventory	6.2	4.7	- 24.2%	--	--	--

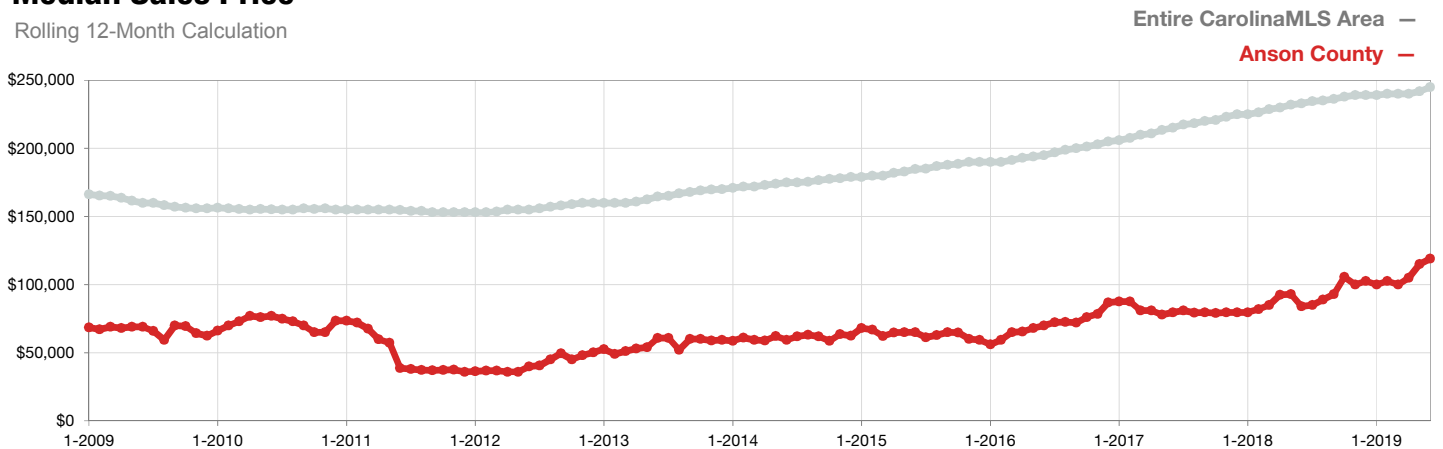
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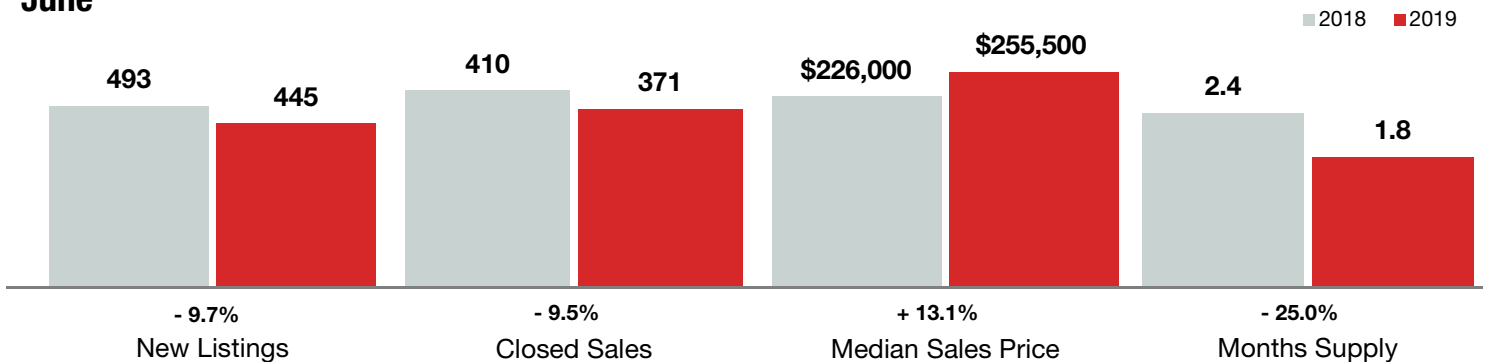
## Cabarrus County

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	493	445	- 9.7%	2,618	2,541	- 2.9%
Pending Sales	379	417	+ 10.0%	2,047	2,190	+ 7.0%
Closed Sales	410	371	- 9.5%	1,840	1,910	+ 3.8%
Median Sales Price*	\$226,000	\$255,500	+ 13.1%	\$225,000	\$240,000	+ 6.7%
Average Sales Price*	\$251,376	\$276,579	+ 10.0%	\$247,842	\$260,873	+ 5.3%
Percent of Original List Price Received*	98.4%	97.8%	- 0.6%	97.5%	96.9%	- 0.6%
List to Close	84	96	+ 14.3%	91	97	+ 6.6%
Days on Market Until Sale	28	37	+ 32.1%	35	44	+ 25.7%
Cumulative Days on Market Until Sale	31	50	+ 61.3%	43	54	+ 25.6%
Average List Price	\$267,185	\$279,888	+ 4.8%	\$270,241	\$278,766	+ 3.2%
Inventory of Homes for Sale	754	591	- 21.6%	--	--	--
Months Supply of Inventory	2.4	1.8	- 25.0%	--	--	--

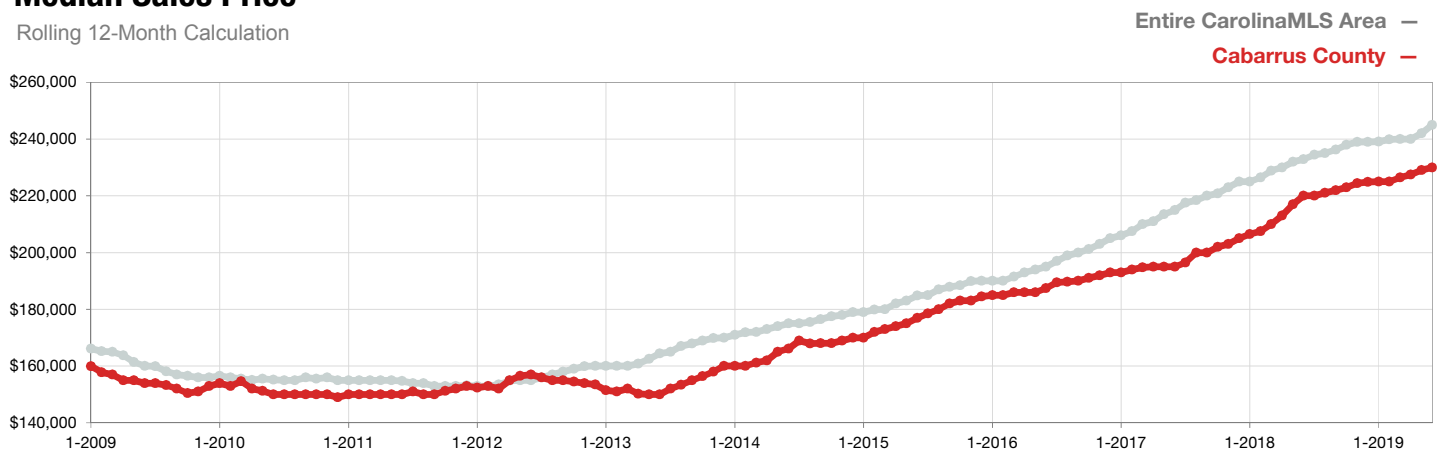
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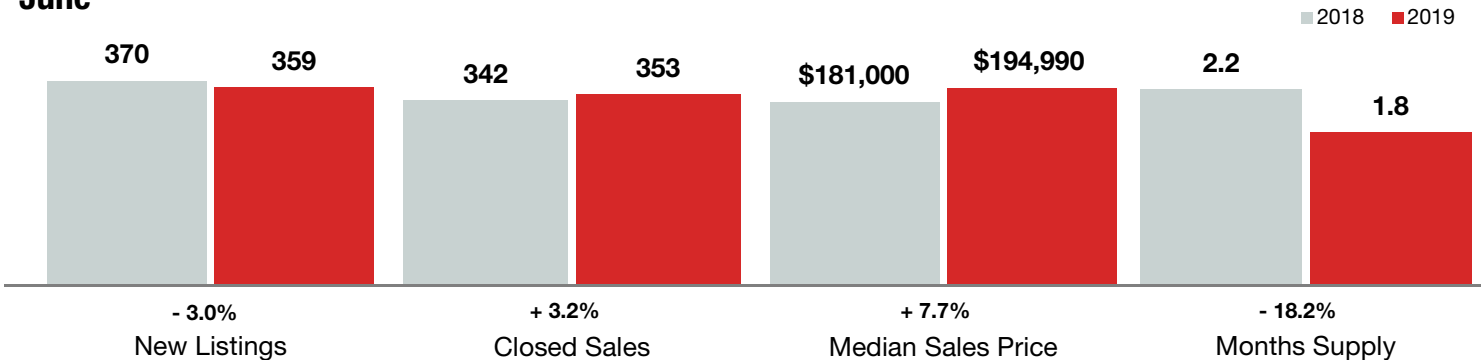
## Gaston County

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	370	359	- 3.0%	2,056	2,122	+ 3.2%
Pending Sales	303	359	+ 18.5%	1,756	1,931	+ 10.0%
Closed Sales	342	353	+ 3.2%	1,628	1,671	+ 2.6%
Median Sales Price*	\$181,000	\$194,990	+ 7.7%	\$178,000	\$187,900	+ 5.6%
Average Sales Price*	\$198,882	\$225,917	+ 13.6%	\$192,824	\$210,031	+ 8.9%
Percent of Original List Price Received*	97.9%	97.7%	- 0.2%	97.2%	96.9%	- 0.3%
List to Close	78	91	+ 16.7%	96	94	- 2.1%
Days on Market Until Sale	29	34	+ 17.2%	43	42	- 2.3%
Cumulative Days on Market Until Sale	32	38	+ 18.8%	48	48	0.0%
Average List Price	\$207,254	\$228,515	+ 10.3%	\$212,030	\$226,758	+ 6.9%
Inventory of Homes for Sale	621	510	- 17.9%	--	--	--
Months Supply of Inventory	2.2	1.8	- 18.2%	--	--	--

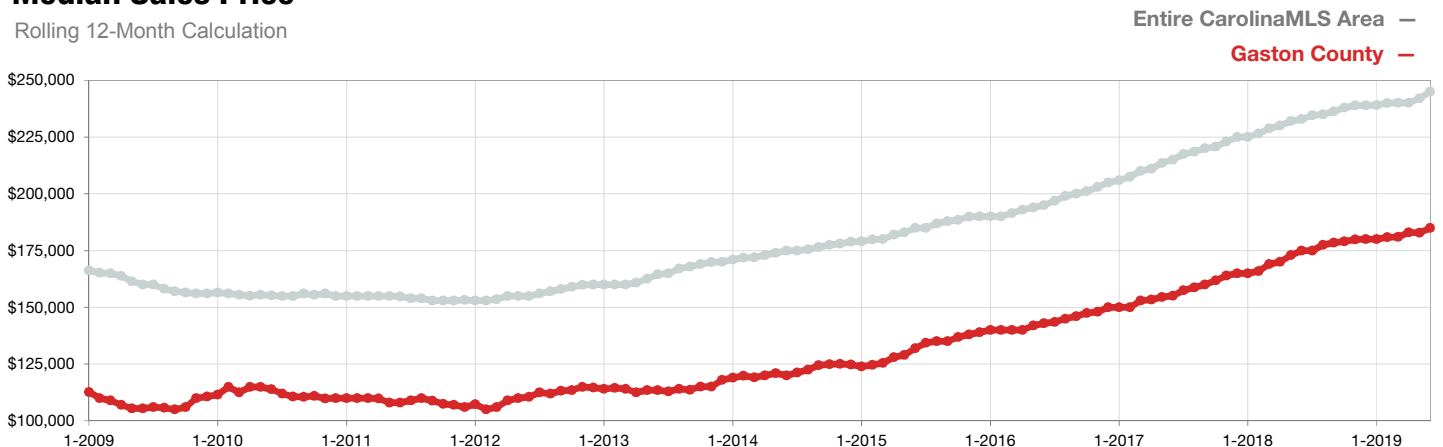
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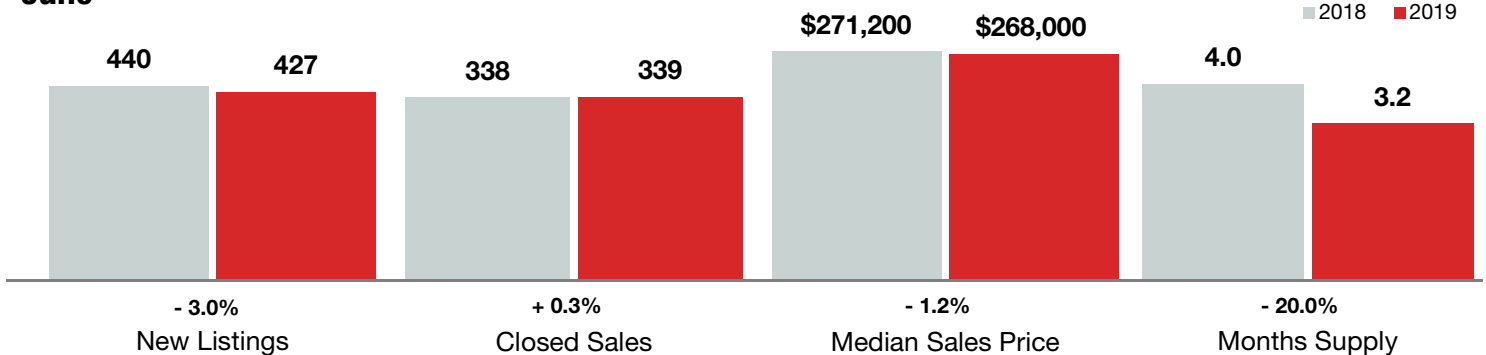
## Iredell County

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	440	427	- 3.0%	2,319	2,347	+ 1.2%
Pending Sales	291	389	+ 33.7%	1,693	1,950	+ 15.2%
Closed Sales	338	339	+ 0.3%	1,517	1,665	+ 9.8%
Median Sales Price*	\$271,200	\$268,000	- 1.2%	\$254,900	\$260,000	+ 2.0%
Average Sales Price*	\$340,993	\$327,583	- 3.9%	\$319,709	\$322,959	+ 1.0%
Percent of Original List Price Received*	96.7%	96.3%	- 0.4%	95.9%	95.6%	- 0.3%
List to Close	106	106	0.0%	120	113	- 5.8%
Days on Market Until Sale	56	56	0.0%	69	63	- 8.7%
Cumulative Days on Market Until Sale	71	74	+ 4.2%	81	79	- 2.5%
Average List Price	\$347,243	\$371,976	+ 7.1%	\$360,067	\$386,042	+ 7.2%
Inventory of Homes for Sale	1,083	934	- 13.8%	--	--	--
Months Supply of Inventory	4.0	3.2	- 20.0%	--	--	--

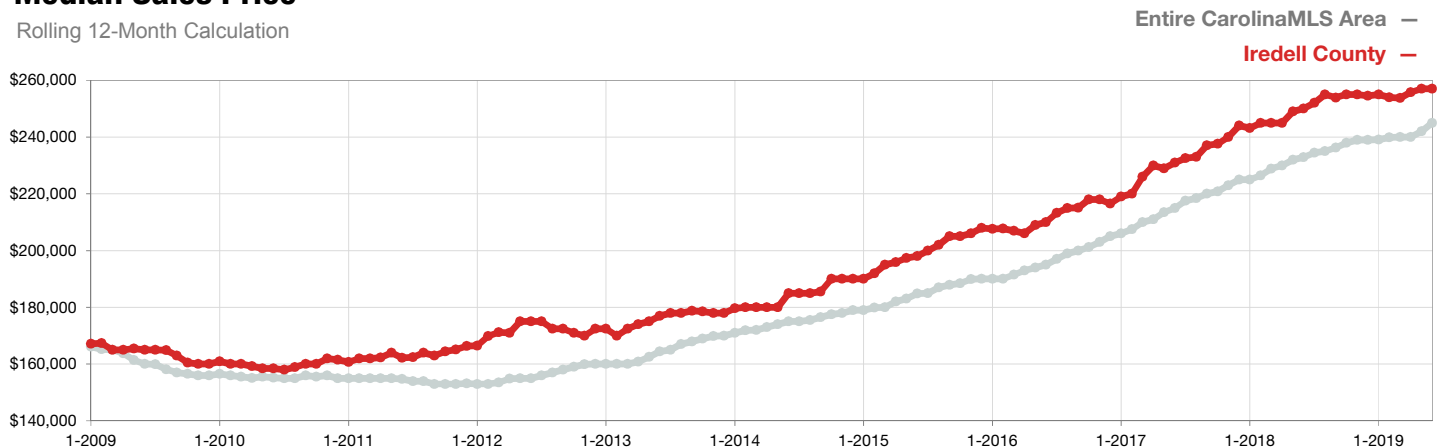
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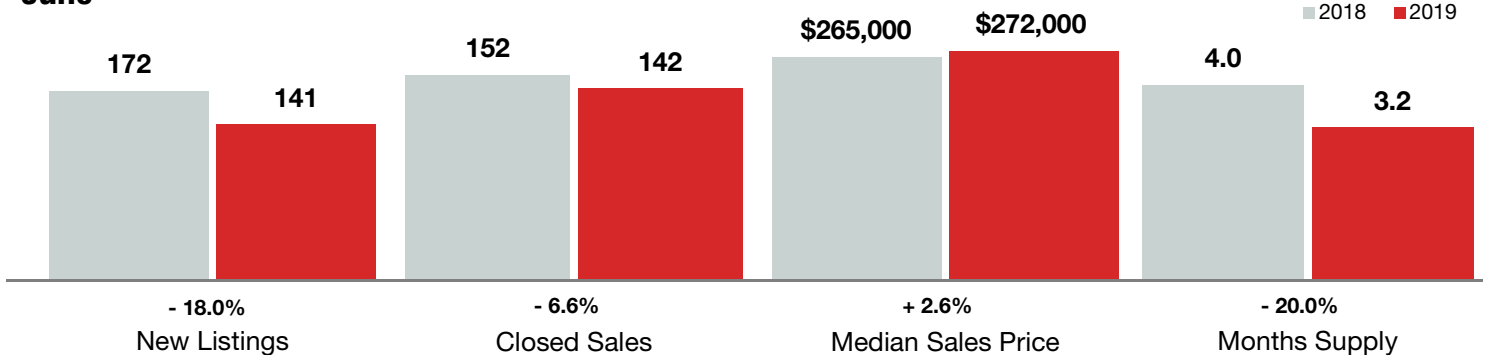
## Lincoln County

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	172	141	- 18.0%	993	876	- 11.8%
Pending Sales	140	128	- 8.6%	728	685	- 5.9%
Closed Sales	152	142	- 6.6%	640	616	- 3.8%
Median Sales Price*	\$265,000	\$272,000	+ 2.6%	\$261,771	\$272,058	+ 3.9%
Average Sales Price*	\$313,739	\$349,475	+ 11.4%	\$282,448	\$306,743	+ 8.6%
Percent of Original List Price Received*	96.6%	96.4%	- 0.2%	95.9%	96.0%	+ 0.1%
List to Close	109	99	- 9.2%	115	113	- 1.7%
Days on Market Until Sale	53	53	0.0%	62	62	0.0%
Cumulative Days on Market Until Sale	61	72	+ 18.0%	74	77	+ 4.1%
Average List Price	\$337,353	\$339,371	+ 0.6%	\$352,804	\$362,963	+ 2.9%
Inventory of Homes for Sale	464	341	- 26.5%	--	--	--
Months Supply of Inventory	4.0	3.2	- 20.0%	--	--	--

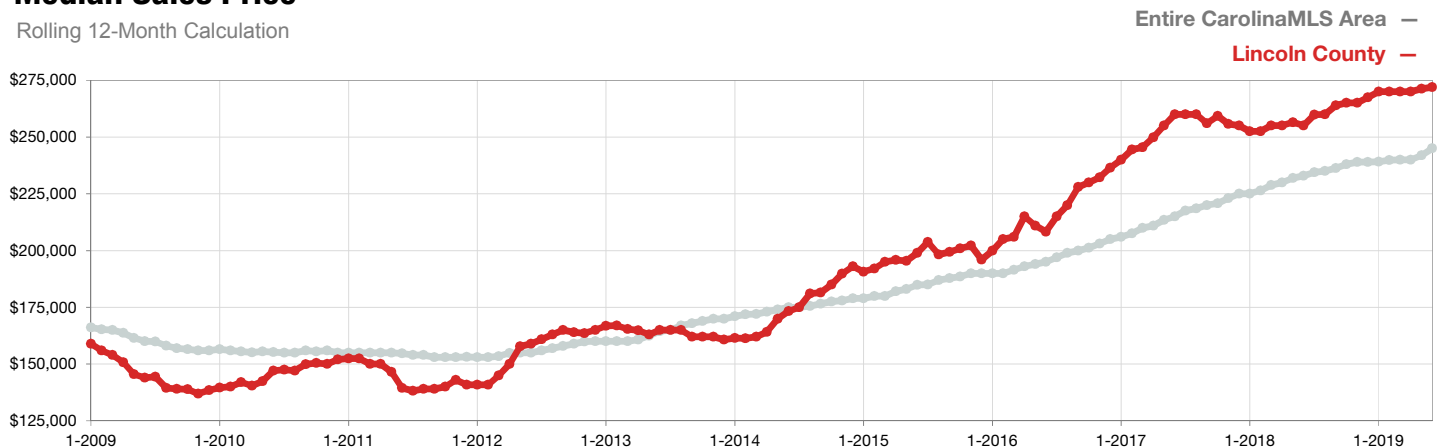
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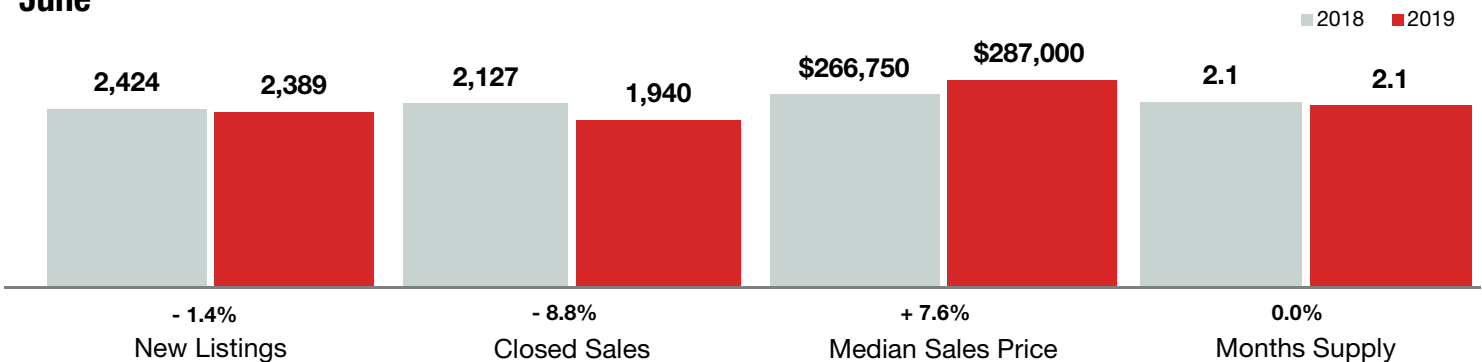
## Mecklenburg County

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	2,424	<b>2,389</b>	- 1.4%	13,672	<b>13,752</b>	+ 0.6%
Pending Sales	1,924	<b>2,146</b>	+ 11.5%	11,063	<b>11,489</b>	+ 3.9%
Closed Sales	2,127	<b>1,940</b>	- 8.8%	10,110	<b>9,797</b>	- 3.1%
Median Sales Price*	\$266,750	<b>\$287,000</b>	+ 7.6%	\$253,700	<b>\$267,325</b>	+ 5.4%
Average Sales Price*	\$338,836	<b>\$374,555</b>	+ 10.5%	\$323,714	<b>\$341,156</b>	+ 5.4%
Percent of Original List Price Received*	98.4%	<b>97.6%</b>	- 0.8%	98.1%	<b>97.2%</b>	- 0.9%
List to Close	78	<b>80</b>	+ 2.6%	83	<b>88</b>	+ 6.0%
Days on Market Until Sale	27	<b>31</b>	+ 14.8%	33	<b>39</b>	+ 18.2%
Cumulative Days on Market Until Sale	32	<b>39</b>	+ 21.9%	40	<b>47</b>	+ 17.5%
Average List Price	\$348,035	<b>\$375,693</b>	+ 7.9%	\$370,464	<b>\$390,087</b>	+ 5.3%
Inventory of Homes for Sale	3,644	<b>3,498</b>	- 4.0%	--	--	--
Months Supply of Inventory	2.1	<b>2.1</b>	0.0%	--	--	--

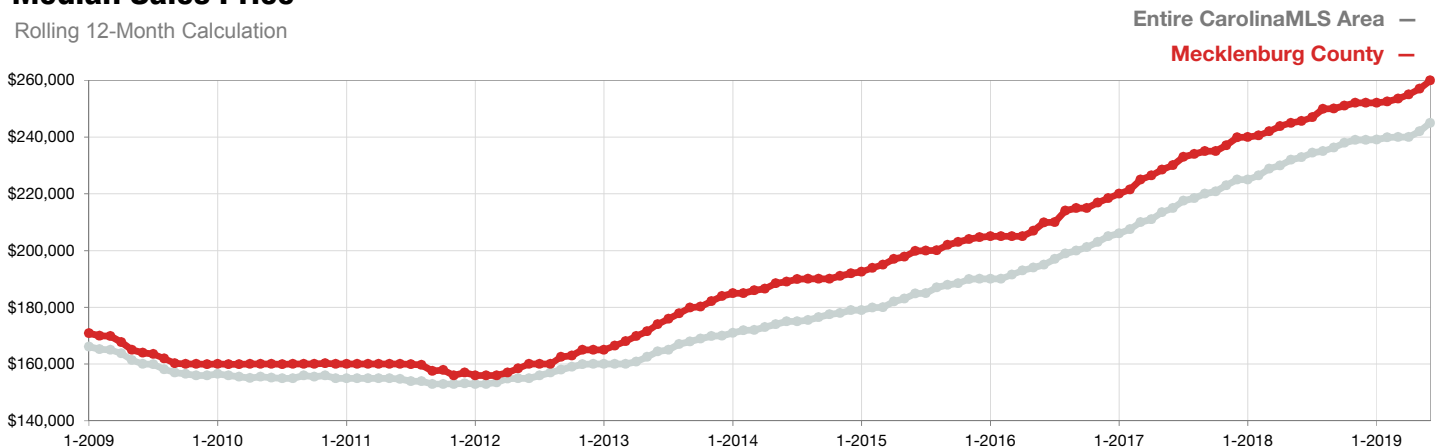
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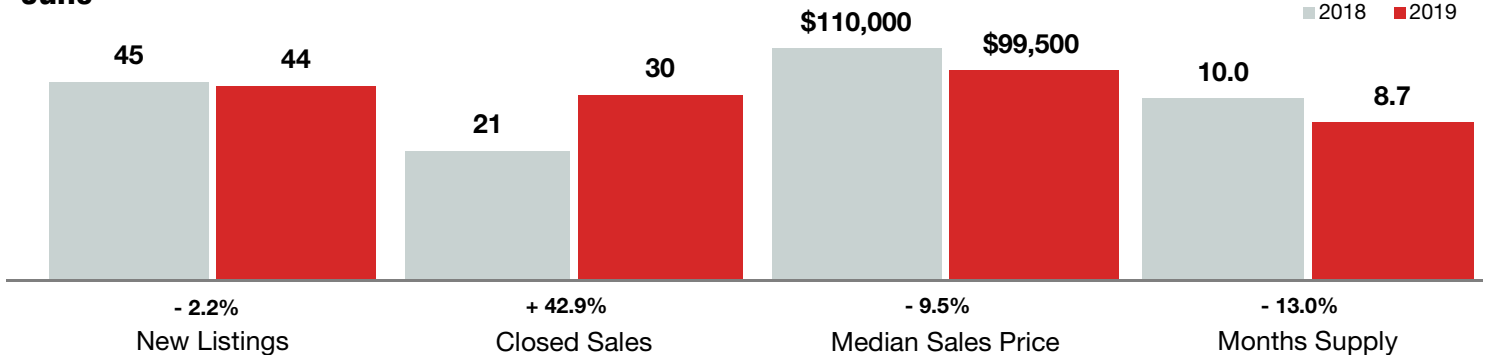
## Montgomery County

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	45	44	- 2.2%	201	249	+ 23.9%
Pending Sales	19	36	+ 89.5%	105	144	+ 37.1%
Closed Sales	21	30	+ 42.9%	96	116	+ 20.8%
Median Sales Price*	\$110,000	\$99,500	- 9.5%	\$142,500	\$125,500	- 11.9%
Average Sales Price*	\$230,724	\$253,380	+ 9.8%	\$237,270	\$217,835	- 8.2%
Percent of Original List Price Received*	84.7%	87.5%	+ 3.3%	88.4%	89.6%	+ 1.4%
List to Close	204	181	- 11.3%	158	152	- 3.8%
Days on Market Until Sale	169	142	- 16.0%	117	114	- 2.6%
Cumulative Days on Market Until Sale	174	150	- 13.8%	137	122	- 10.9%
Average List Price	\$381,518	\$367,977	- 3.5%	\$356,533	\$330,198	- 7.4%
Inventory of Homes for Sale	187	190	+ 1.6%	--	--	--
Months Supply of Inventory	10.0	8.7	- 13.0%	--	--	--

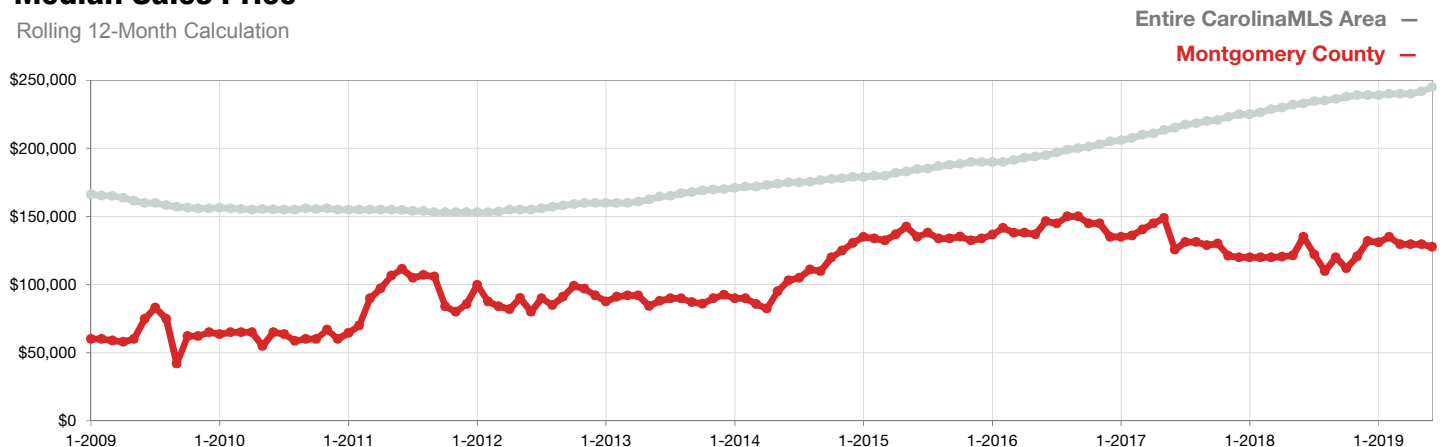
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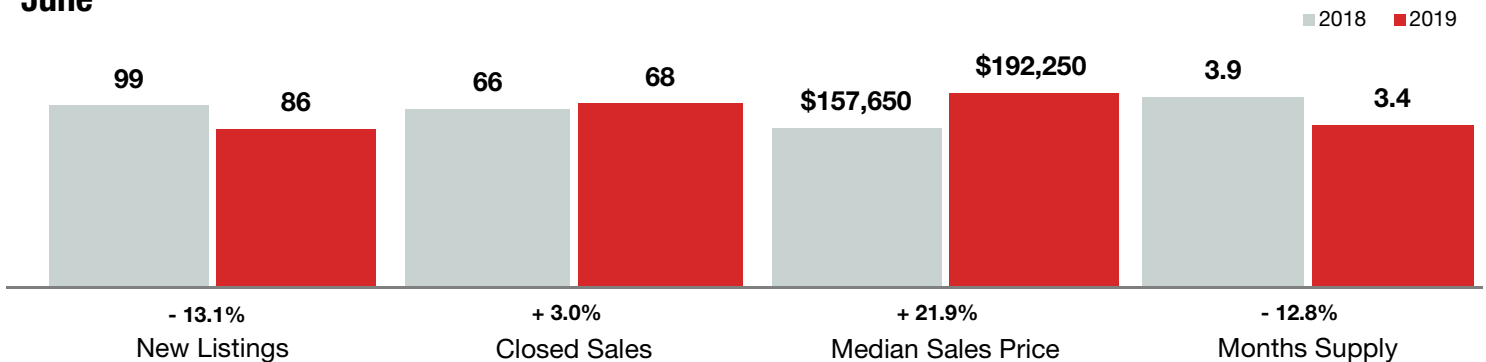
## Stanly County

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	99	86	- 13.1%	486	498	+ 2.5%
Pending Sales	68	83	+ 22.1%	386	396	+ 2.6%
Closed Sales	66	68	+ 3.0%	333	327	- 1.8%
Median Sales Price*	\$157,650	\$192,250	+ 21.9%	\$149,500	\$174,048	+ 16.4%
Average Sales Price*	\$177,504	\$217,247	+ 22.4%	\$170,125	\$201,512	+ 18.4%
Percent of Original List Price Received*	96.7%	93.9%	- 2.9%	94.2%	94.4%	+ 0.2%
List to Close	94	133	+ 41.5%	115	116	+ 0.9%
Days on Market Until Sale	40	73	+ 82.5%	66	62	- 6.1%
Cumulative Days on Market Until Sale	53	78	+ 47.2%	78	67	- 14.1%
Average List Price	\$200,083	\$211,663	+ 5.8%	\$210,347	\$225,577	+ 7.2%
Inventory of Homes for Sale	229	198	- 13.5%	--	--	--
Months Supply of Inventory	3.9	3.4	- 12.8%	--	--	--

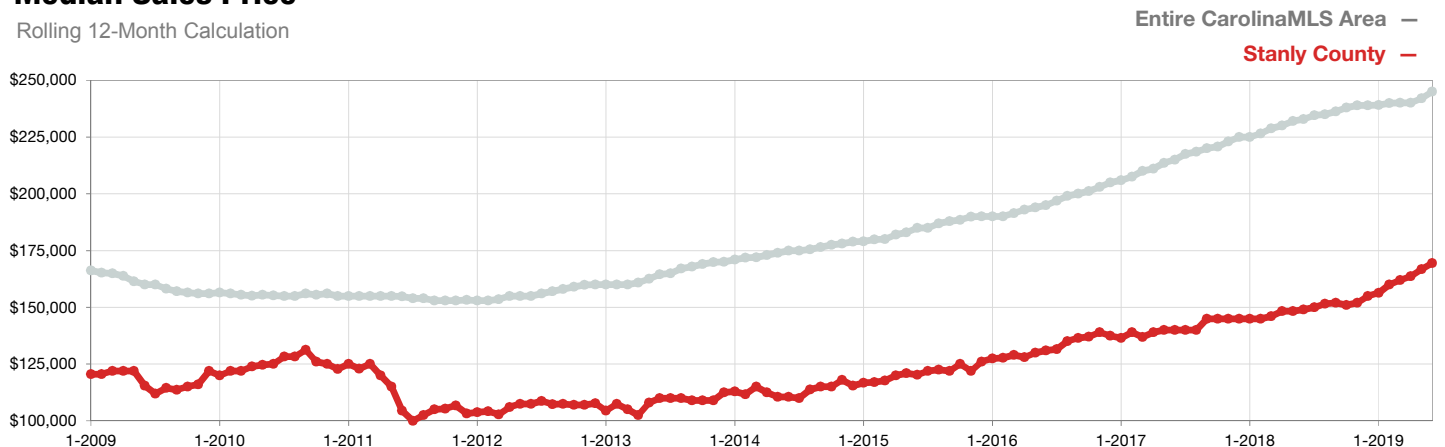
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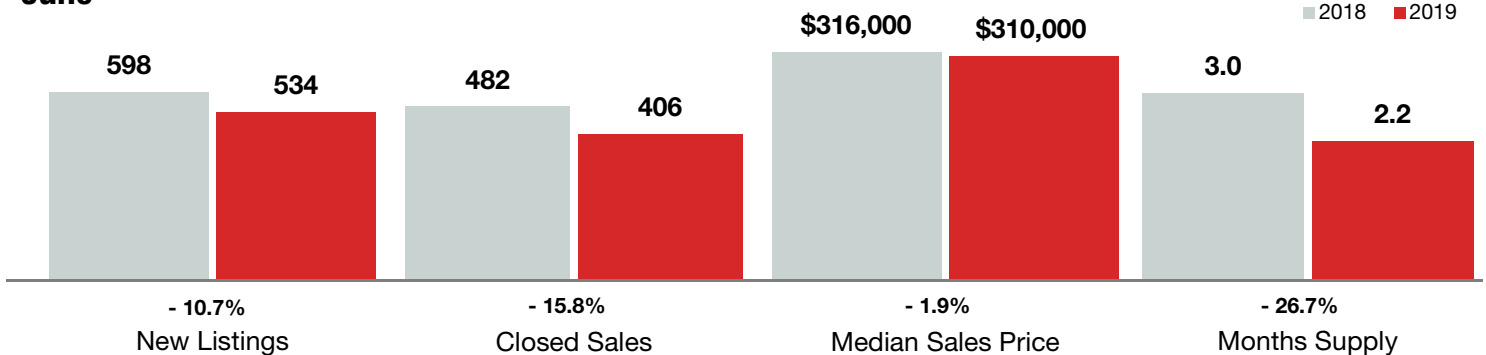
## Union County

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	598	534	- 10.7%	2,996	2,935	- 2.0%
Pending Sales	451	498	+ 10.4%	2,358	2,499	+ 6.0%
Closed Sales	482	406	- 15.8%	2,056	2,085	+ 1.4%
Median Sales Price*	\$316,000	\$310,000	- 1.9%	\$299,900	\$299,990	+ 0.0%
Average Sales Price*	\$367,728	\$363,931	- 1.0%	\$352,814	\$350,003	- 0.8%
Percent of Original List Price Received*	97.6%	97.2%	- 0.4%	97.2%	97.1%	- 0.1%
List to Close	87	88	+ 1.1%	99	99	0.0%
Days on Market Until Sale	38	45	+ 18.4%	48	51	+ 6.3%
Cumulative Days on Market Until Sale	45	52	+ 15.6%	61	63	+ 3.3%
Average List Price	\$363,302	\$386,840	+ 6.5%	\$396,836	\$404,008	+ 1.8%
Inventory of Homes for Sale	1,066	805	- 24.5%	--	--	--
Months Supply of Inventory	3.0	2.2	- 26.7%	--	--	--

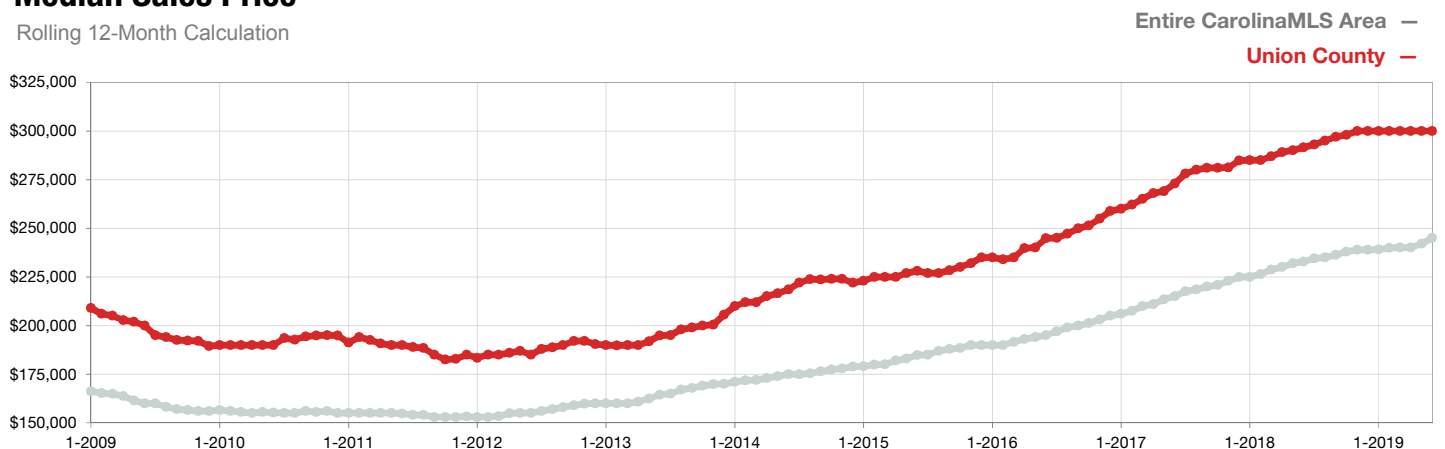
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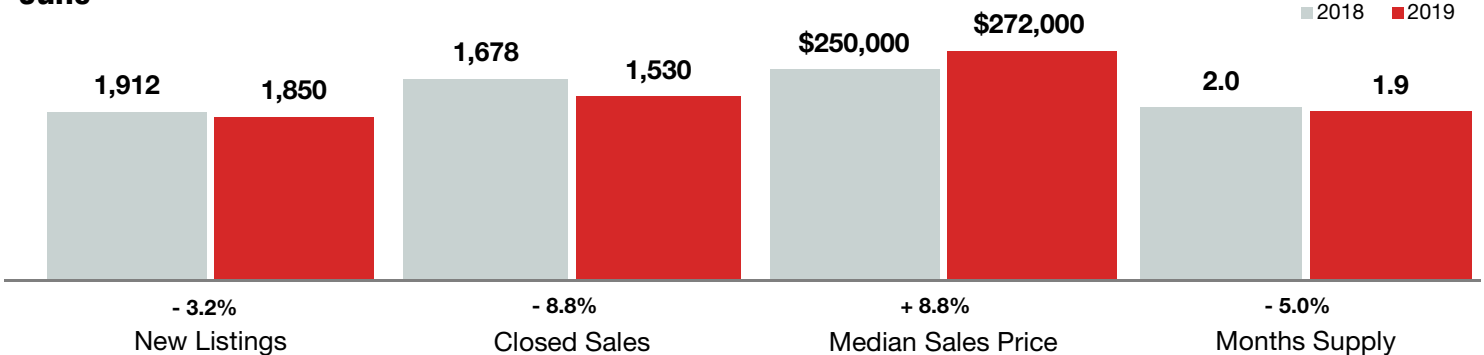
## City of Charlotte

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	1,912	<b>1,850</b>	- 3.2%	10,775	<b>10,816</b>	+ 0.4%
Pending Sales	1,505	<b>1,681</b>	+ 11.7%	8,791	<b>9,190</b>	+ 4.5%
Closed Sales	1,678	<b>1,530</b>	- 8.8%	8,126	<b>7,886</b>	- 3.0%
Median Sales Price*	\$250,000	<b>\$272,000</b>	+ 8.8%	\$240,000	<b>\$255,000</b>	+ 6.3%
Average Sales Price*	\$330,394	<b>\$361,455</b>	+ 9.4%	\$313,794	<b>\$333,192</b>	+ 6.2%
Percent of Original List Price Received*	98.6%	<b>97.8%</b>	- 0.8%	98.3%	<b>97.4%</b>	- 0.9%
List to Close	75	<b>77</b>	+ 2.7%	81	<b>85</b>	+ 4.9%
Days on Market Until Sale	25	<b>28</b>	+ 12.0%	30	<b>37</b>	+ 23.3%
Cumulative Days on Market Until Sale	29	<b>36</b>	+ 24.1%	36	<b>44</b>	+ 22.2%
Average List Price	\$338,722	<b>\$362,134</b>	+ 6.9%	\$363,292	<b>\$381,748</b>	+ 5.1%
Inventory of Homes for Sale	2,715	<b>2,592</b>	- 4.5%	--	--	--
Months Supply of Inventory	2.0	<b>1.9</b>	- 5.0%	--	--	--

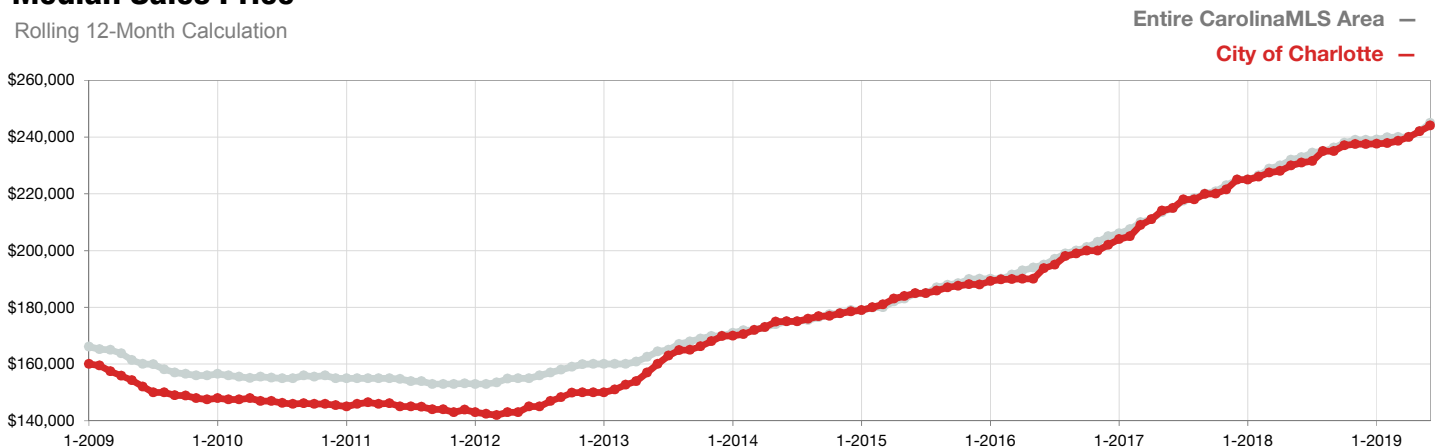
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### June



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for June 2019



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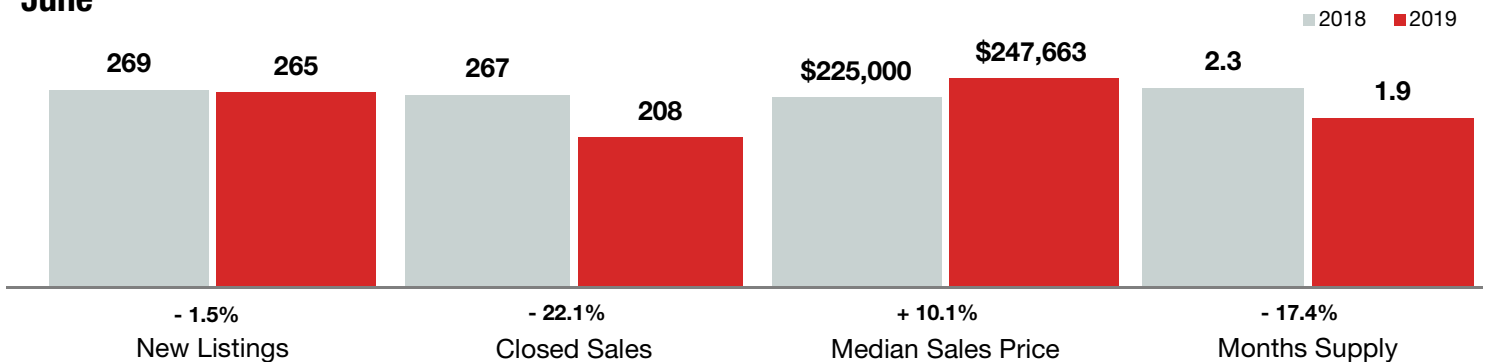
## Concord

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	269	265	- 1.5%	1,535	1,530	- 0.3%
Pending Sales	208	260	+ 25.0%	1,219	1,272	+ 4.3%
Closed Sales	267	208	- 22.1%	1,145	1,082	- 5.5%
Median Sales Price*	\$225,000	\$247,663	+ 10.1%	\$222,315	\$236,225	+ 6.3%
Average Sales Price*	\$245,886	\$273,091	+ 11.1%	\$245,633	\$256,525	+ 4.4%
Percent of Original List Price Received*	98.6%	97.8%	- 0.8%	97.7%	97.0%	- 0.7%
List to Close	88	96	+ 9.1%	95	99	+ 4.2%
Days on Market Until Sale	26	33	+ 26.9%	33	44	+ 33.3%
Cumulative Days on Market Until Sale	28	42	+ 50.0%	41	53	+ 29.3%
Average List Price	\$272,814	\$277,773	+ 1.8%	\$270,065	\$277,123	+ 2.6%
Inventory of Homes for Sale	430	374	- 13.0%	--	--	--
Months Supply of Inventory	2.3	1.9	- 17.4%	--	--	--

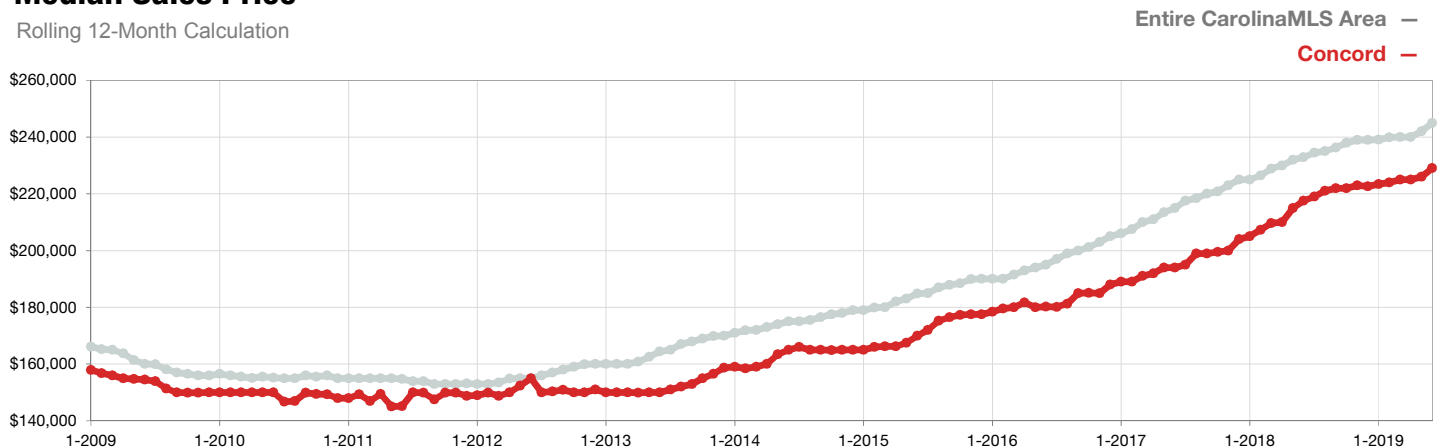
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### June



### Median Sales Price

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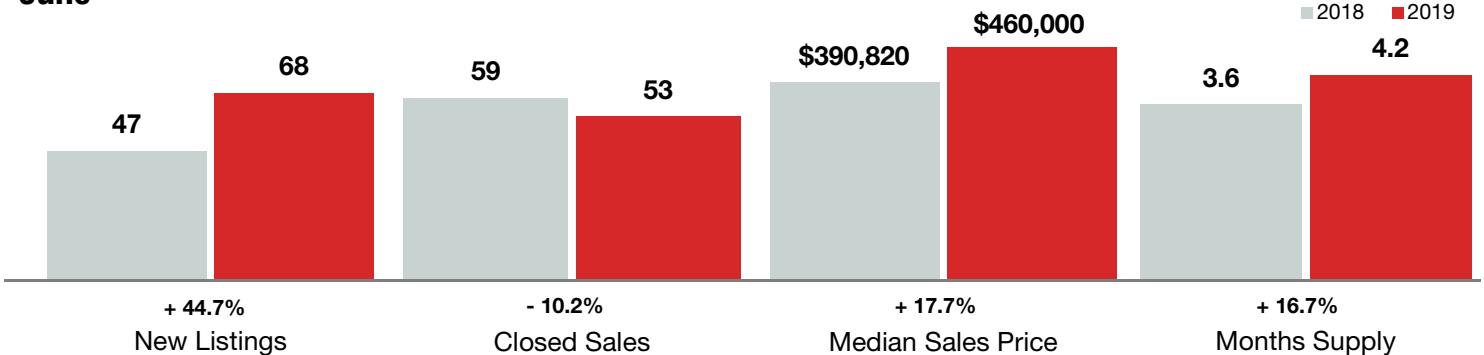
## Davidson

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	47	68	+ 44.7%	337	404	+ 19.9%
Pending Sales	52	52	0.0%	257	298	+ 16.0%
Closed Sales	59	53	- 10.2%	227	252	+ 11.0%
Median Sales Price*	\$390,820	\$460,000	+ 17.7%	\$365,500	\$368,477	+ 0.8%
Average Sales Price*	\$441,054	\$512,374	+ 16.2%	\$437,821	\$456,913	+ 4.4%
Percent of Original List Price Received*	97.5%	95.0%	- 2.6%	96.6%	95.7%	- 0.9%
List to Close	107	92	- 14.0%	116	110	- 5.2%
Days on Market Until Sale	52	46	- 11.5%	60	60	0.0%
Cumulative Days on Market Until Sale	64	50	- 21.9%	71	74	+ 4.2%
Average List Price	\$502,536	\$444,905	- 11.5%	\$480,718	\$516,867	+ 7.5%
Inventory of Homes for Sale	144	178	+ 23.6%	--	--	--
Months Supply of Inventory	3.6	4.2	+ 16.7%	--	--	--

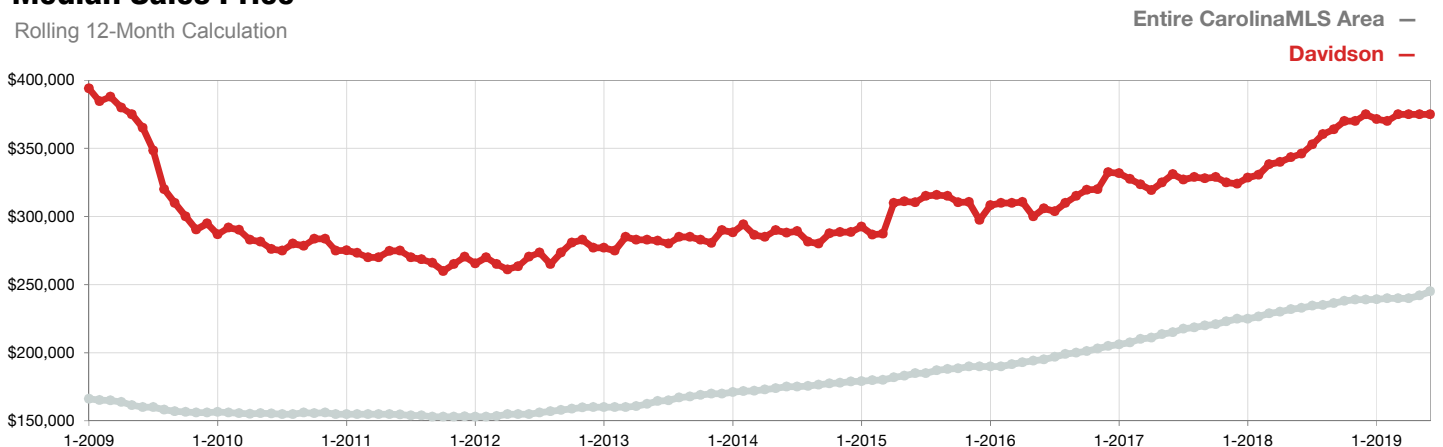
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### June



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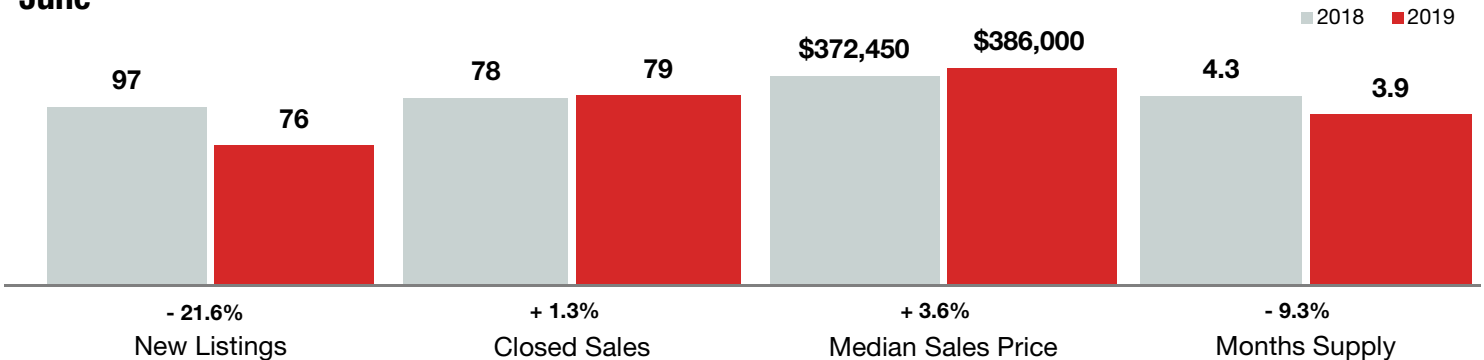
## Denver

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	97	76	- 21.6%	541	473	- 12.6%
Pending Sales	87	61	- 29.9%	393	364	- 7.4%
Closed Sales	78	79	+ 1.3%	325	332	+ 2.2%
Median Sales Price*	\$372,450	<b>\$386,000</b>	+ 3.6%	\$333,312	<b>\$334,500</b>	+ 0.4%
Average Sales Price*	\$411,128	<b>\$465,417</b>	+ 13.2%	\$363,996	<b>\$387,269</b>	+ 6.4%
Percent of Original List Price Received*	97.5%	<b>96.7%</b>	- 0.8%	97.3%	<b>96.5%</b>	- 0.8%
List to Close	112	117	+ 4.5%	123	127	+ 3.3%
Days on Market Until Sale	56	62	+ 10.7%	67	69	+ 3.0%
Cumulative Days on Market Until Sale	64	89	+ 39.1%	79	86	+ 8.9%
Average List Price	\$443,025	<b>\$448,562</b>	+ 1.2%	\$454,674	<b>\$455,146</b>	+ 0.1%
Inventory of Homes for Sale	260	218	- 16.2%	--	--	--
Months Supply of Inventory	4.3	3.9	- 9.3%	--	--	--

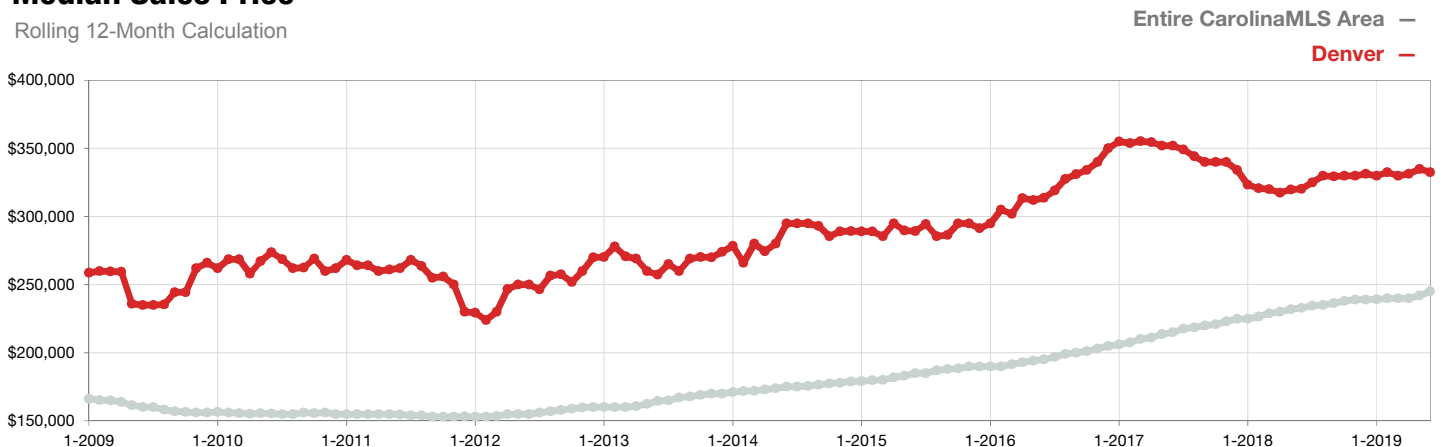
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### June



### Median Sales Price

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# Local Market Update for June 2019



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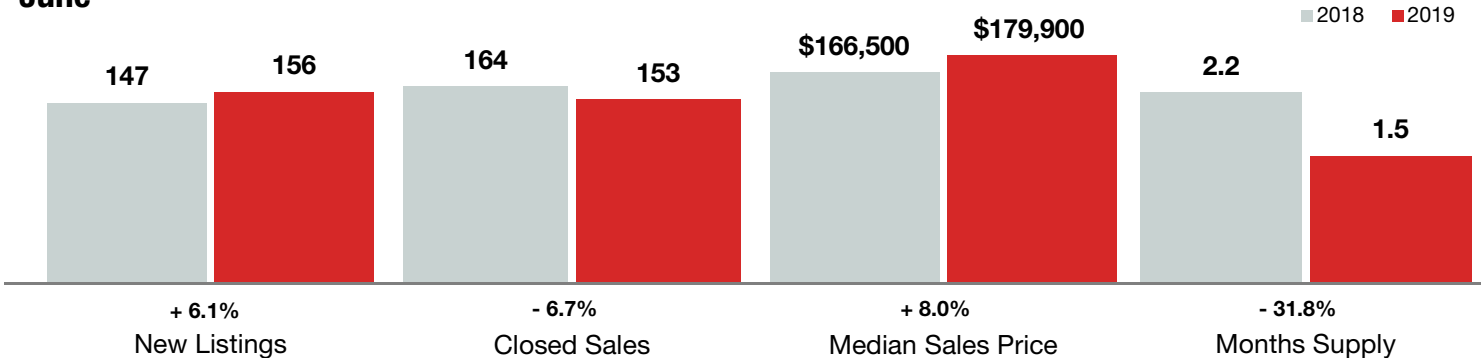
## Gastonia

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	147	156	+ 6.1%	927	885	- 4.5%
Pending Sales	122	153	+ 25.4%	779	833	+ 6.9%
Closed Sales	164	153	- 6.7%	705	741	+ 5.1%
Median Sales Price*	\$166,500	\$179,900	+ 8.0%	\$156,650	\$175,000	+ 11.7%
Average Sales Price*	\$174,792	\$198,097	+ 13.3%	\$166,751	\$186,243	+ 11.7%
Percent of Original List Price Received*	97.4%	97.9%	+ 0.5%	96.5%	97.0%	+ 0.5%
List to Close	69	78	+ 13.0%	85	86	+ 1.2%
Days on Market Until Sale	26	31	+ 19.2%	38	39	+ 2.6%
Cumulative Days on Market Until Sale	29	37	+ 27.6%	44	48	+ 9.1%
Average List Price	\$183,709	\$202,221	+ 10.1%	\$183,670	\$194,003	+ 5.6%
Inventory of Homes for Sale	259	184	- 29.0%	--	--	--
Months Supply of Inventory	2.2	1.5	- 31.8%	--	--	--

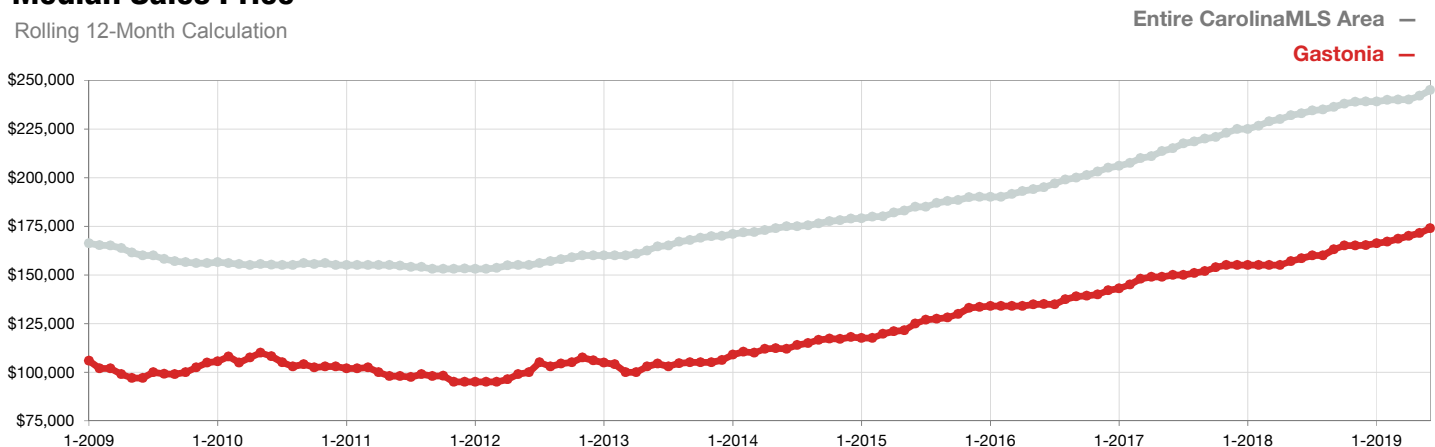
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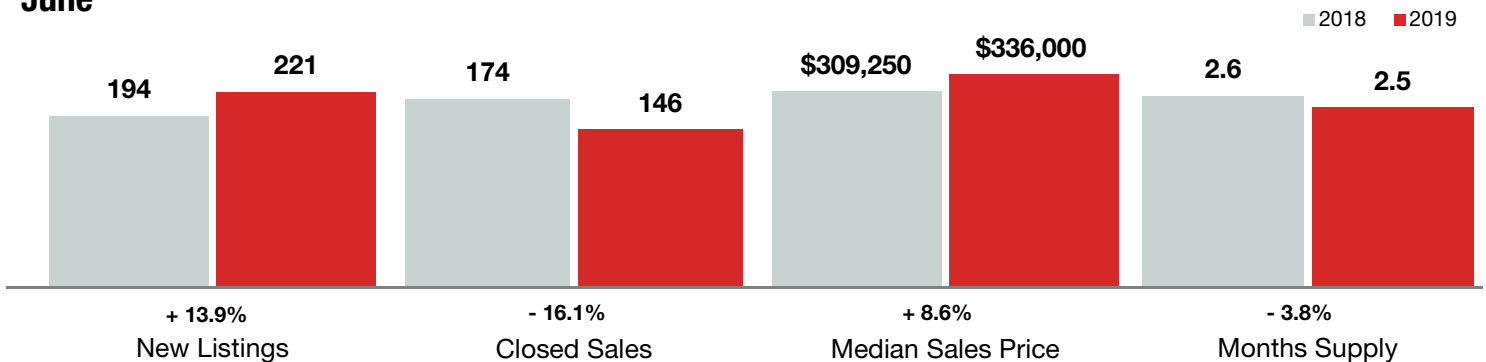
## Huntersville

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	194	221	+ 13.9%	1,172	1,136	- 3.1%
Pending Sales	157	192	+ 22.3%	928	898	- 3.2%
Closed Sales	174	146	- 16.1%	821	750	- 8.6%
Median Sales Price*	\$309,250	\$336,000	+ 8.6%	\$315,000	\$318,500	+ 1.1%
Average Sales Price*	\$329,695	\$348,783	+ 5.8%	\$338,876	\$333,823	- 1.5%
Percent of Original List Price Received*	98.0%	97.4%	- 0.6%	97.5%	96.8%	- 0.7%
List to Close	86	86	0.0%	97	93	- 4.1%
Days on Market Until Sale	34	37	+ 8.8%	45	47	+ 4.4%
Cumulative Days on Market Until Sale	36	44	+ 22.2%	51	58	+ 13.7%
Average List Price	\$350,220	\$404,554	+ 15.5%	\$350,668	\$376,893	+ 7.5%
Inventory of Homes for Sale	361	333	- 7.8%	--	--	--
Months Supply of Inventory	2.6	2.5	- 3.8%	--	--	--

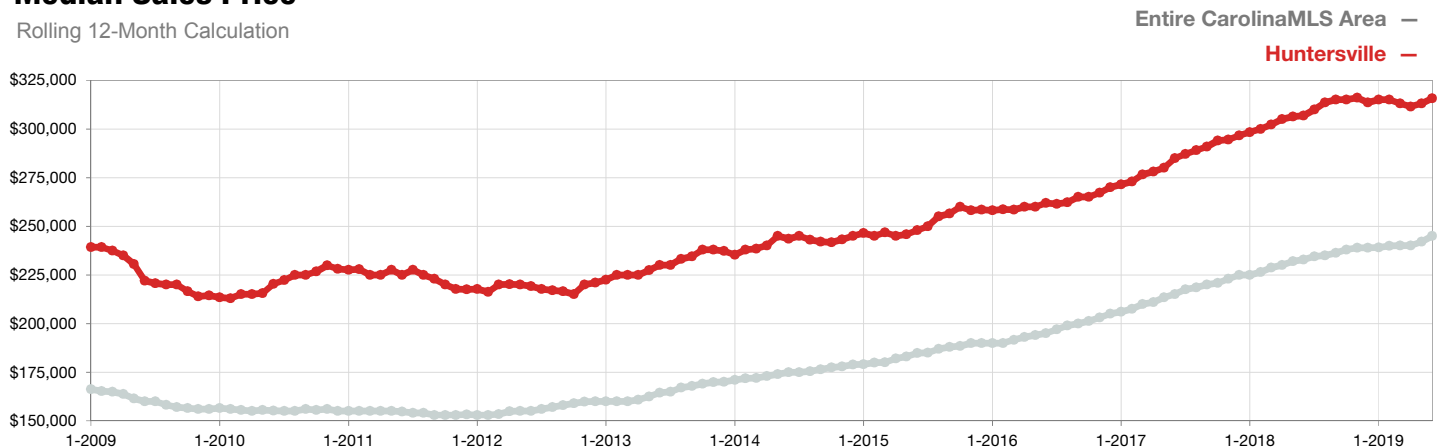
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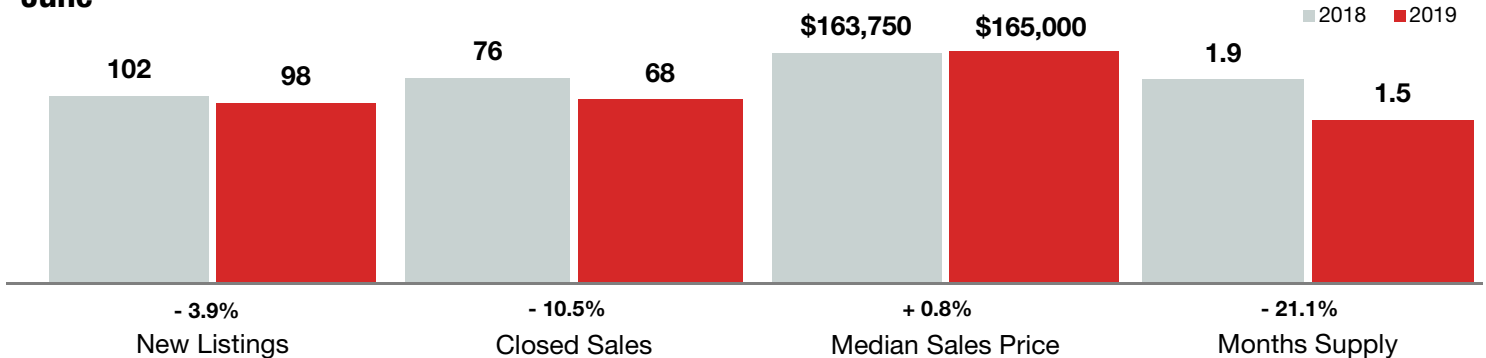
## Kannapolis

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	102	98	- 3.9%	500	482	- 3.6%
Pending Sales	88	89	+ 1.1%	445	448	+ 0.7%
Closed Sales	76	68	- 10.5%	388	401	+ 3.4%
Median Sales Price*	\$163,750	\$165,000	+ 0.8%	\$150,000	\$159,500	+ 6.3%
Average Sales Price*	\$187,213	\$183,955	- 1.7%	\$165,182	\$173,332	+ 4.9%
Percent of Original List Price Received*	96.7%	97.3%	+ 0.6%	95.9%	96.3%	+ 0.4%
List to Close	67	84	+ 25.4%	83	82	- 1.2%
Days on Market Until Sale	25	43	+ 72.0%	38	41	+ 7.9%
Cumulative Days on Market Until Sale	37	43	+ 16.2%	46	48	+ 4.3%
Average List Price	\$182,494	\$191,907	+ 5.2%	\$176,062	\$179,056	+ 1.7%
Inventory of Homes for Sale	124	100	- 19.4%	--	--	--
Months Supply of Inventory	1.9	1.5	- 21.1%	--	--	--

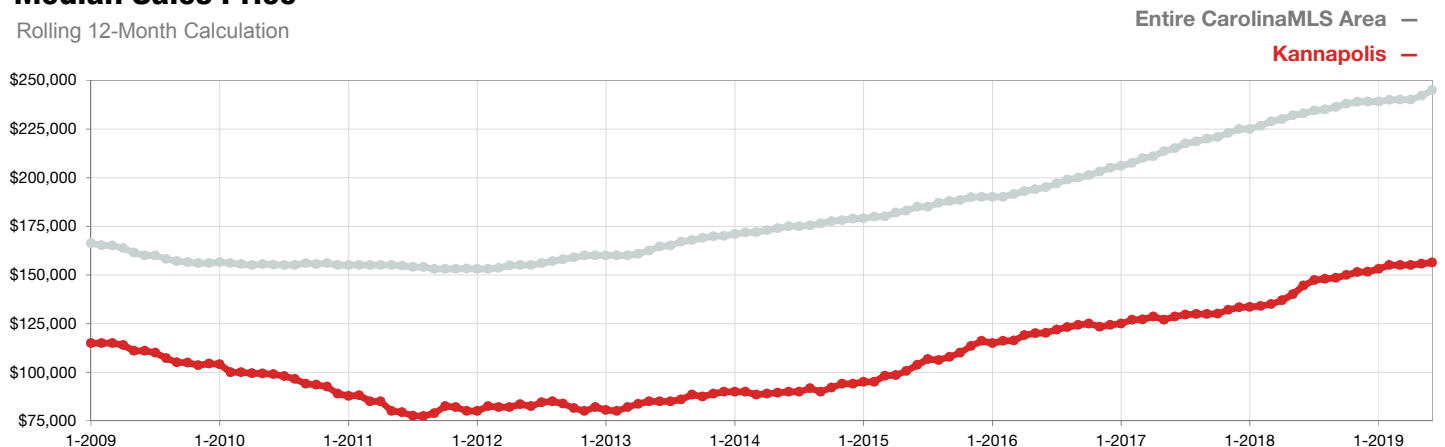
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### June



### Median Sales Price

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# Local Market Update for June 2019



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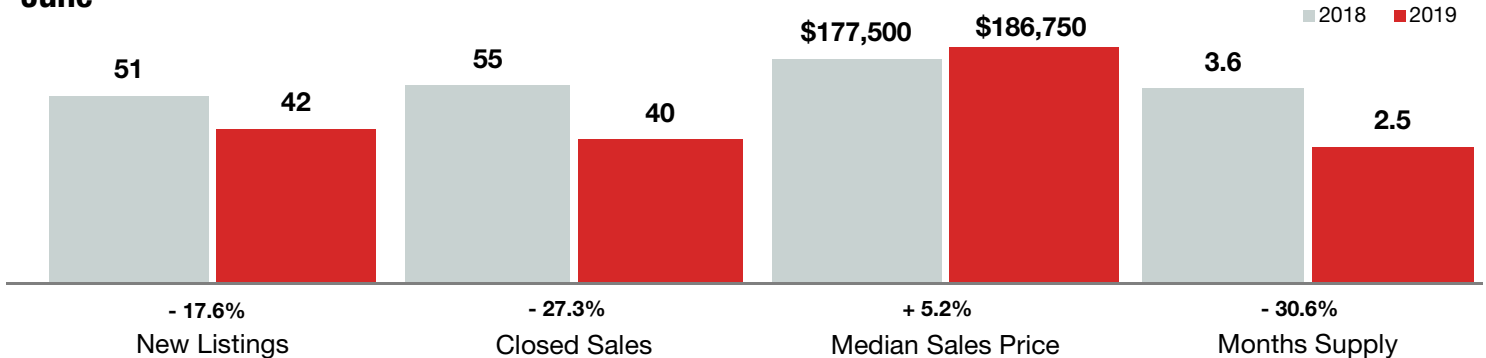
## Lincolnton

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	51	42	- 17.6%	285	248	- 13.0%
Pending Sales	39	39	0.0%	222	203	- 8.6%
Closed Sales	55	40	- 27.3%	214	186	- 13.1%
Median Sales Price*	\$177,500	\$186,750	+ 5.2%	\$165,000	\$175,000	+ 6.1%
Average Sales Price*	\$204,060	\$193,859	- 5.0%	\$186,292	\$185,591	- 0.4%
Percent of Original List Price Received*	96.1%	96.2%	+ 0.1%	94.9%	96.0%	+ 1.2%
List to Close	111	83	- 25.2%	115	102	- 11.3%
Days on Market Until Sale	52	41	- 21.2%	60	56	- 6.7%
Cumulative Days on Market Until Sale	59	50	- 15.3%	68	66	- 2.9%
Average List Price	\$234,269	\$226,357	- 3.4%	\$223,006	\$230,156	+ 3.2%
Inventory of Homes for Sale	130	81	- 37.7%	--	--	--
Months Supply of Inventory	3.6	2.5	- 30.6%	--	--	--

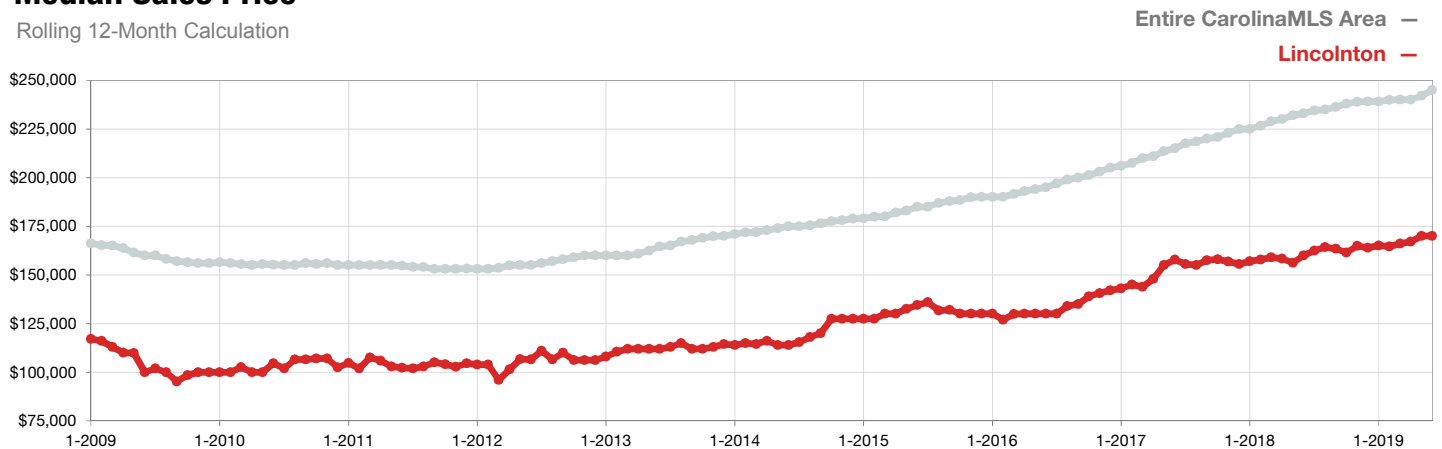
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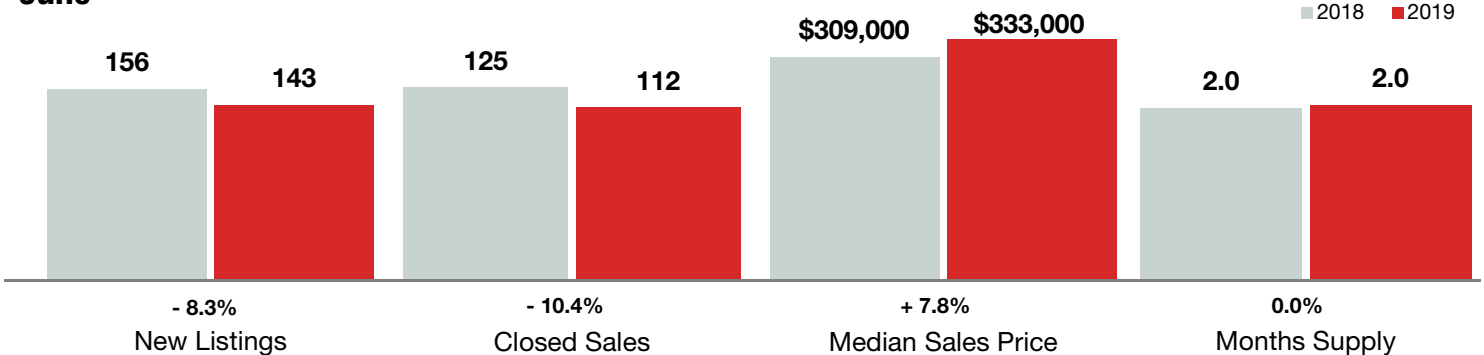
## Matthews

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	156	143	- 8.3%	786	828	+ 5.3%
Pending Sales	134	122	- 9.0%	637	670	+ 5.2%
Closed Sales	125	112	- 10.4%	552	564	+ 2.2%
Median Sales Price*	\$309,000	\$333,000	+ 7.8%	\$295,500	\$315,000	+ 6.6%
Average Sales Price*	\$335,971	\$377,013	+ 12.2%	\$327,199	\$361,692	+ 10.5%
Percent of Original List Price Received*	98.5%	97.7%	- 0.8%	98.0%	97.6%	- 0.4%
List to Close	64	67	+ 4.7%	78	77	- 1.3%
Days on Market Until Sale	22	24	+ 9.1%	33	32	- 3.0%
Cumulative Days on Market Until Sale	26	29	+ 11.5%	45	42	- 6.7%
Average List Price	\$358,694	\$385,950	+ 7.6%	\$353,031	\$390,317	+ 10.6%
Inventory of Homes for Sale	202	192	- 5.0%	--	--	--
Months Supply of Inventory	2.0	2.0	0.0%	--	--	--

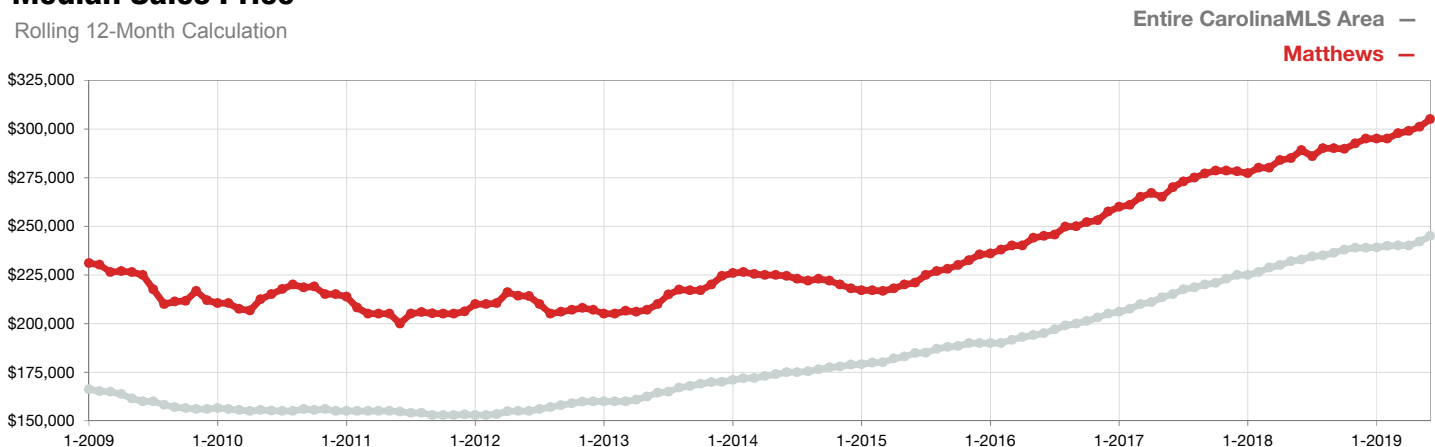
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### June



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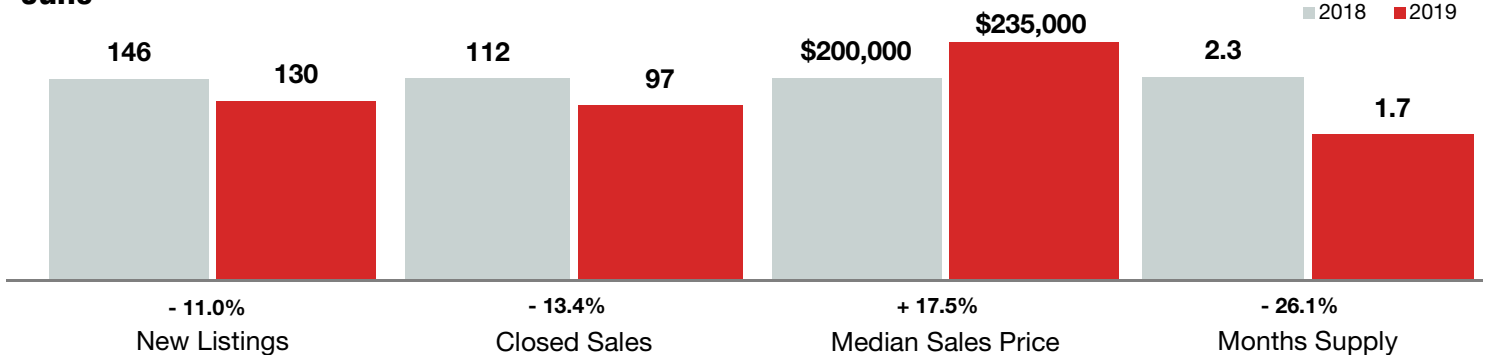
## Monroe

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	146	130	- 11.0%	671	751	+ 11.9%
Pending Sales	94	129	+ 37.2%	556	664	+ 19.4%
Closed Sales	112	97	- 13.4%	510	550	+ 7.8%
Median Sales Price*	\$200,000	\$235,000	+ 17.5%	\$200,000	\$219,948	+ 10.0%
Average Sales Price*	\$233,302	\$237,649	+ 1.9%	\$221,198	\$231,478	+ 4.6%
Percent of Original List Price Received*	97.7%	97.0%	- 0.7%	96.9%	96.7%	- 0.2%
List to Close	75	84	+ 12.0%	84	84	0.0%
Days on Market Until Sale	33	41	+ 24.2%	38	39	+ 2.6%
Cumulative Days on Market Until Sale	31	46	+ 48.4%	45	45	0.0%
Average List Price	\$226,704	\$246,201	+ 8.6%	\$238,697	\$255,802	+ 7.2%
Inventory of Homes for Sale	199	158	- 20.6%	--	--	--
Months Supply of Inventory	2.3	1.7	- 26.1%	--	--	--

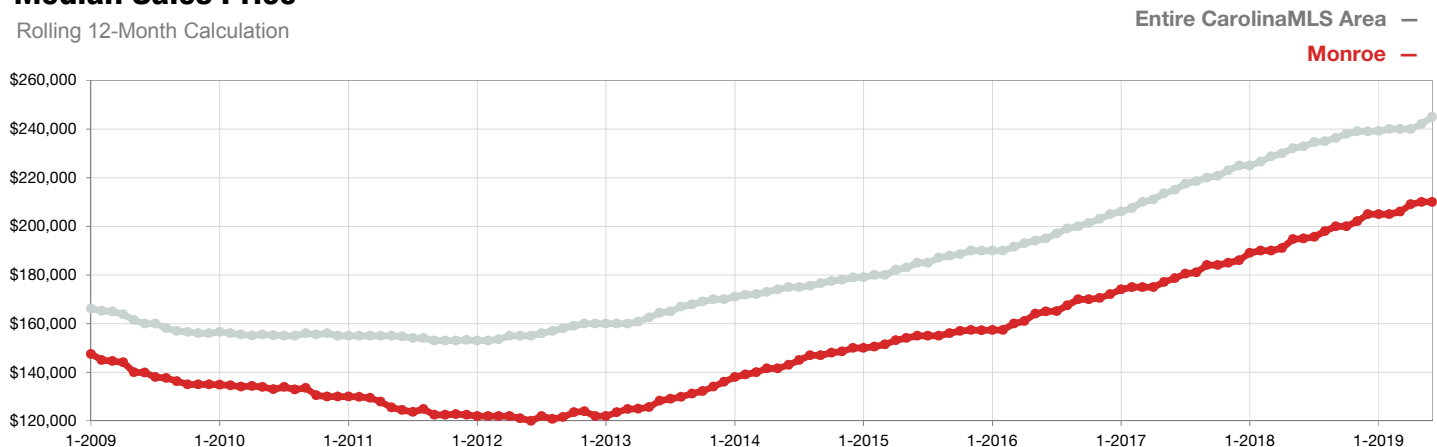
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### June



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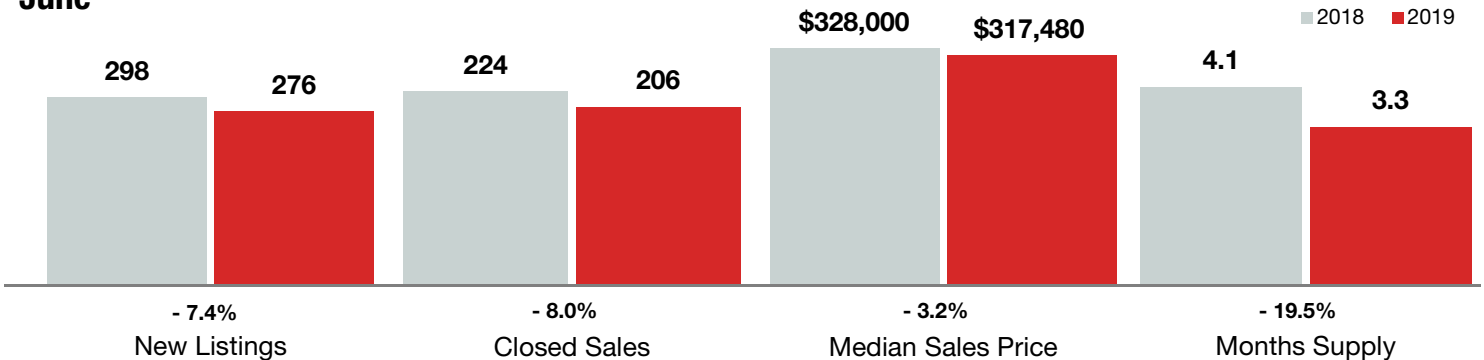
## Mooresville

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	298	276	- 7.4%	1,507	1,491	- 1.1%
Pending Sales	201	235	+ 16.9%	1,068	1,218	+ 14.0%
Closed Sales	224	206	- 8.0%	939	1,053	+ 12.1%
Median Sales Price*	\$328,000	\$317,480	- 3.2%	\$309,000	\$297,000	- 3.9%
Average Sales Price*	\$402,694	\$400,655	- 0.5%	\$395,213	\$386,377	- 2.2%
Percent of Original List Price Received*	97.3%	96.7%	- 0.6%	96.3%	96.0%	- 0.3%
List to Close	103	113	+ 9.7%	120	117	- 2.5%
Days on Market Until Sale	54	61	+ 13.0%	69	66	- 4.3%
Cumulative Days on Market Until Sale	70	83	+ 18.6%	80	87	+ 8.7%
Average List Price	\$394,036	\$414,610	+ 5.2%	\$428,976	\$449,384	+ 4.8%
Inventory of Homes for Sale	706	592	- 16.1%	--	--	--
Months Supply of Inventory	4.1	3.3	- 19.5%	--	--	--

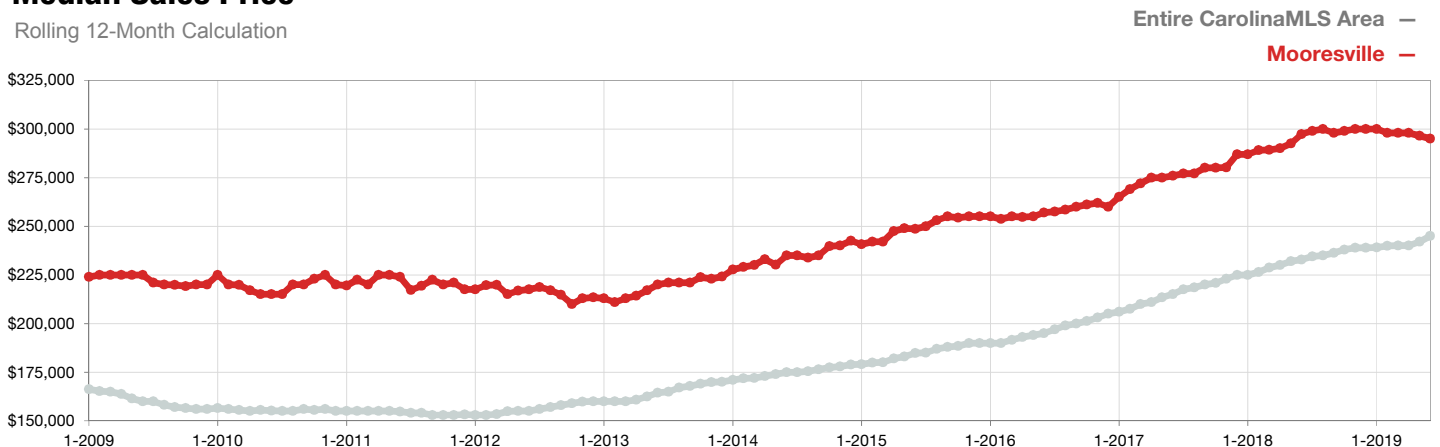
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### June



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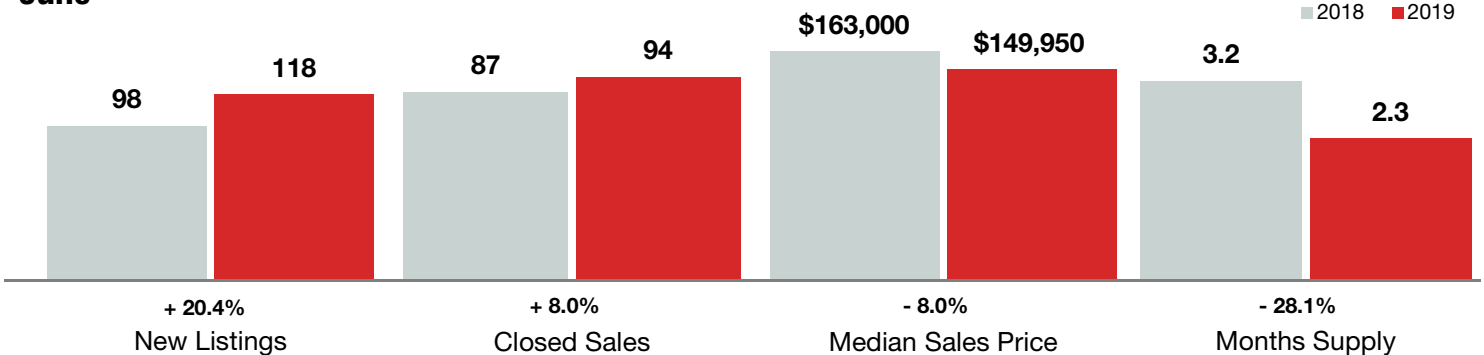
## Salisbury

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	98	118	+ 20.4%	573	600	+ 4.7%
Pending Sales	82	106	+ 29.3%	496	524	+ 5.6%
Closed Sales	87	94	+ 8.0%	460	447	- 2.8%
Median Sales Price*	\$163,000	\$149,950	- 8.0%	\$149,000	\$150,000	+ 0.7%
Average Sales Price*	\$161,579	\$174,960	+ 8.3%	\$158,540	\$166,798	+ 5.2%
Percent of Original List Price Received*	97.1%	95.3%	- 1.9%	95.2%	94.8%	- 0.4%
List to Close	97	101	+ 4.1%	114	108	- 5.3%
Days on Market Until Sale	52	56	+ 7.7%	67	57	- 14.9%
Cumulative Days on Market Until Sale	63	66	+ 4.8%	79	65	- 17.7%
Average List Price	\$226,243	\$198,146	- 12.4%	\$182,514	\$191,519	+ 4.9%
Inventory of Homes for Sale	232	178	- 23.3%	--	--	--
Months Supply of Inventory	3.2	2.3	- 28.1%	--	--	--

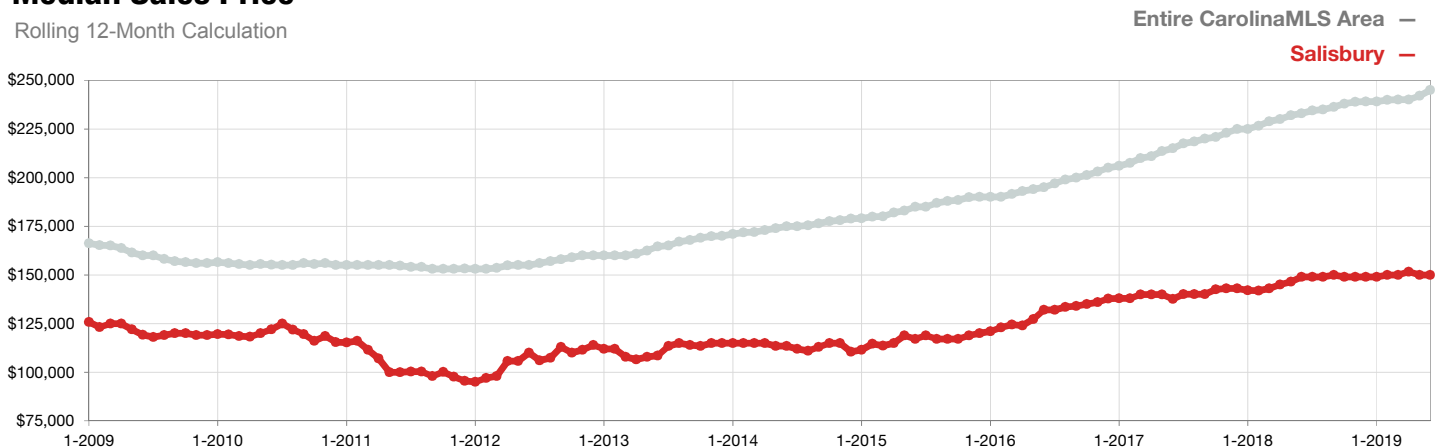
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### June



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for June 2019

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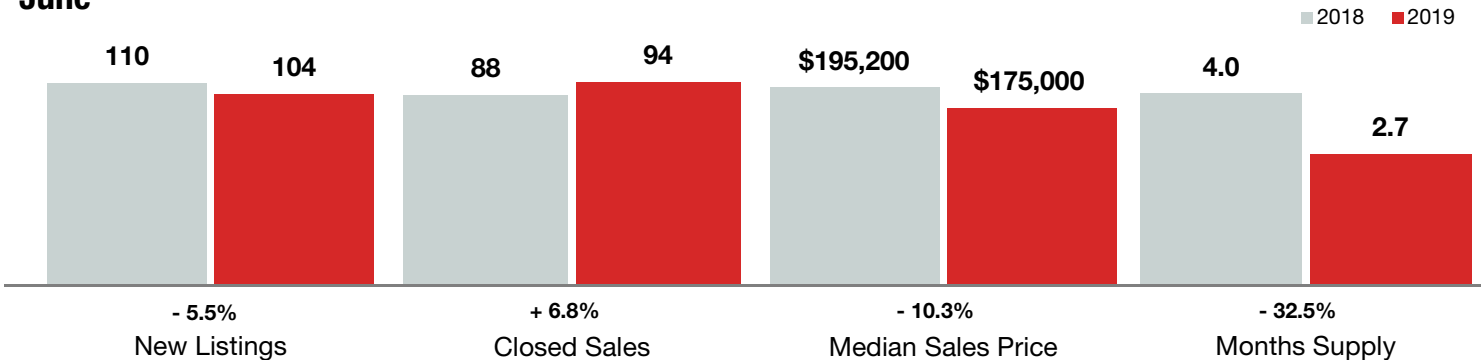
## Statesville

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	110	104	- 5.5%	637	621	- 2.5%
Pending Sales	75	121	+ 61.3%	477	568	+ 19.1%
Closed Sales	88	94	+ 6.8%	435	474	+ 9.0%
Median Sales Price*	\$195,200	\$175,000	- 10.3%	\$165,000	\$175,000	+ 6.1%
Average Sales Price*	\$199,553	\$187,333	- 6.1%	\$179,917	\$184,495	+ 2.5%
Percent of Original List Price Received*	96.2%	95.7%	- 0.5%	95.4%	94.5%	- 0.9%
List to Close	115	94	- 18.3%	119	109	- 8.4%
Days on Market Until Sale	59	44	- 25.4%	68	59	- 13.2%
Cumulative Days on Market Until Sale	72	58	- 19.4%	83	69	- 16.9%
Average List Price	\$213,406	\$268,359	+ 25.8%	\$208,159	\$236,059	+ 13.4%
Inventory of Homes for Sale	293	226	- 22.9%	--	--	--
Months Supply of Inventory	4.0	2.7	- 32.5%	--	--	--

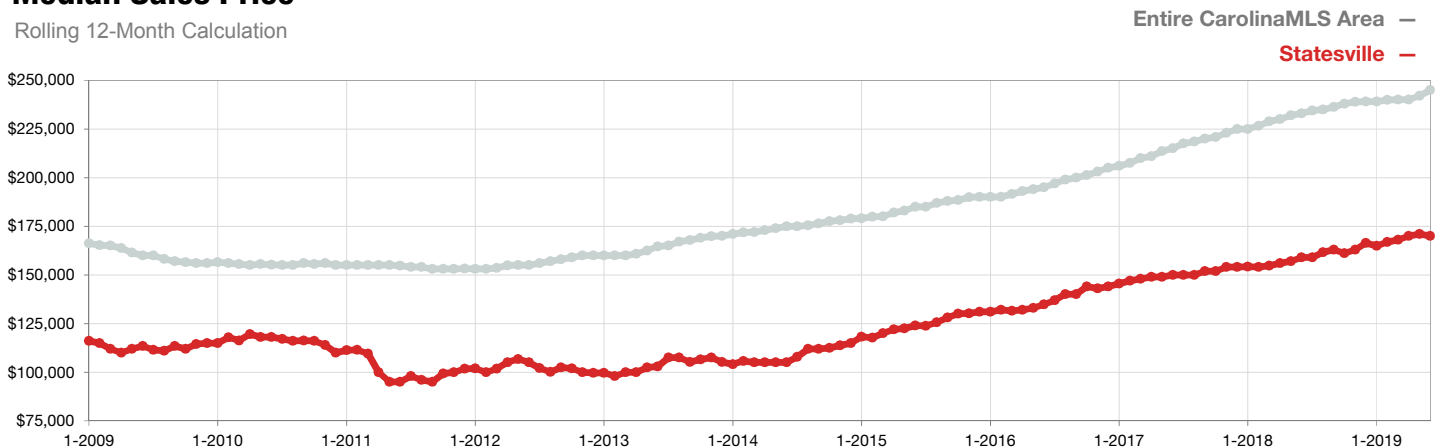
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### June



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# Local Market Update for June 2019



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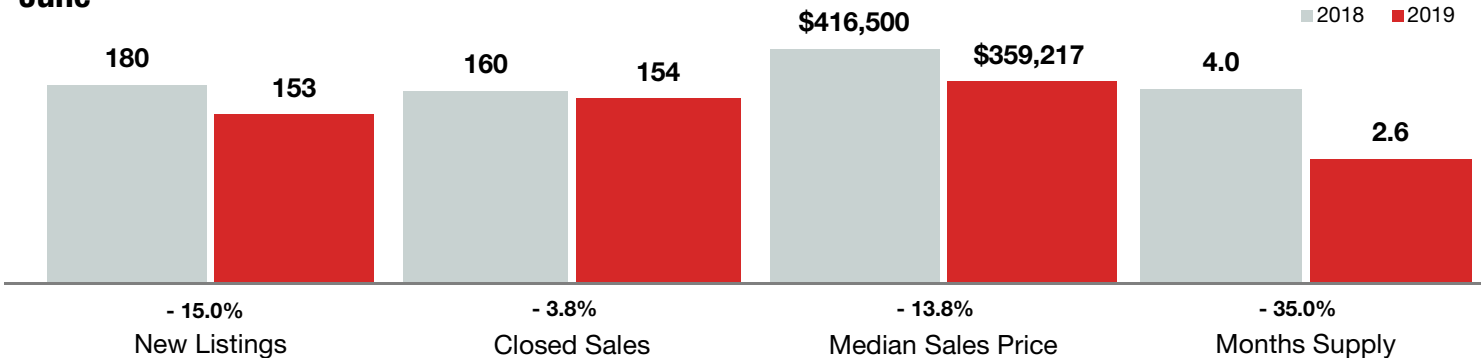
## Waxhaw

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	180	153	- 15.0%	1,014	952	- 6.1%
Pending Sales	143	168	+ 17.5%	741	815	+ 10.0%
Closed Sales	160	154	- 3.8%	637	654	+ 2.7%
Median Sales Price*	\$416,500	\$359,217	- 13.8%	\$399,885	\$374,000	- 6.5%
Average Sales Price*	\$475,543	\$446,189	- 6.2%	\$454,681	\$441,414	- 2.9%
Percent of Original List Price Received*	97.0%	97.1%	+ 0.1%	96.9%	96.6%	- 0.3%
List to Close	101	93	- 7.9%	113	114	+ 0.9%
Days on Market Until Sale	47	48	+ 2.1%	57	64	+ 12.3%
Cumulative Days on Market Until Sale	58	57	- 1.7%	73	75	+ 2.7%
Average List Price	\$470,895	\$475,298	+ 0.9%	\$518,273	\$516,939	- 0.3%
Inventory of Homes for Sale	439	283	- 35.5%	--	--	--
Months Supply of Inventory	4.0	2.6	- 35.0%	--	--	--

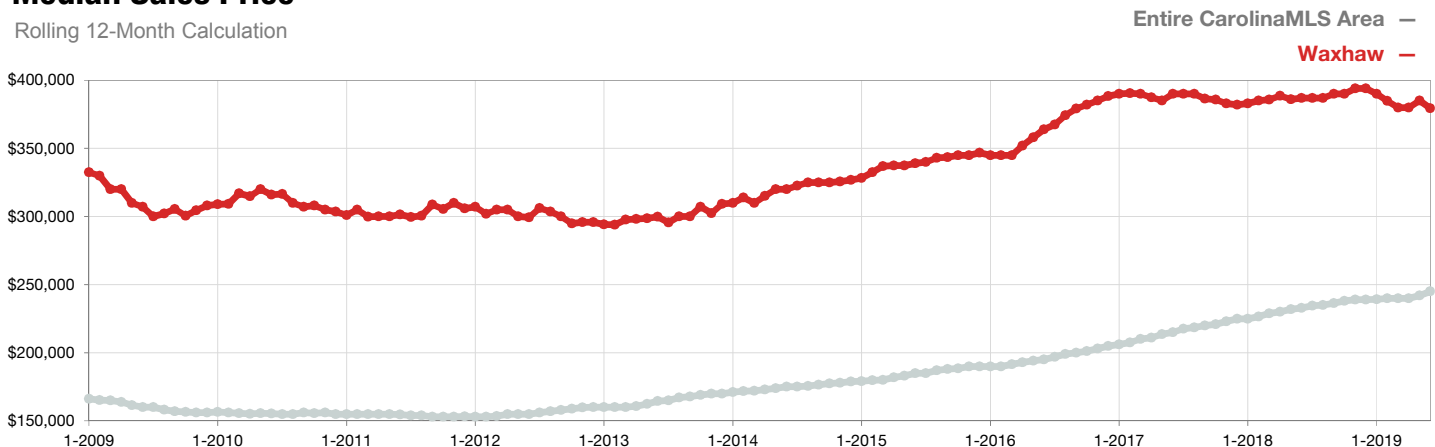
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### June



### Median Sales Price

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# Local Market Update for June 2019



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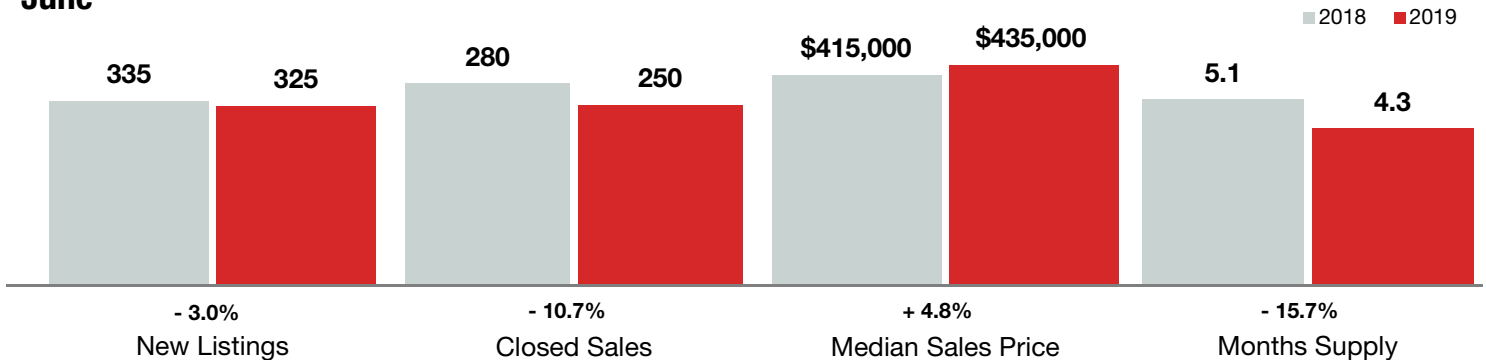
## Lake Norman

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	335	325	- 3.0%	1,922	1,807	- 6.0%
Pending Sales	236	267	+ 13.1%	1,280	1,342	+ 4.8%
Closed Sales	280	250	- 10.7%	1,122	1,159	+ 3.3%
Median Sales Price*	\$415,000	\$435,000	+ 4.8%	\$381,831	\$379,000	- 0.7%
Average Sales Price*	\$515,036	\$574,057	+ 11.5%	\$505,786	\$500,997	- 0.9%
Percent of Original List Price Received*	96.5%	95.4%	- 1.1%	96.0%	95.4%	- 0.6%
List to Close	123	121	- 1.6%	131	128	- 2.3%
Days on Market Until Sale	68	71	+ 4.4%	76	74	- 2.6%
Cumulative Days on Market Until Sale	89	97	+ 9.0%	92	99	+ 7.6%
Average List Price	\$546,130	\$560,825	+ 2.7%	\$570,362	\$596,369	+ 4.6%
Inventory of Homes for Sale	1,025	855	- 16.6%	--	--	--
Months Supply of Inventory	5.1	4.3	- 15.7%	--	--	--

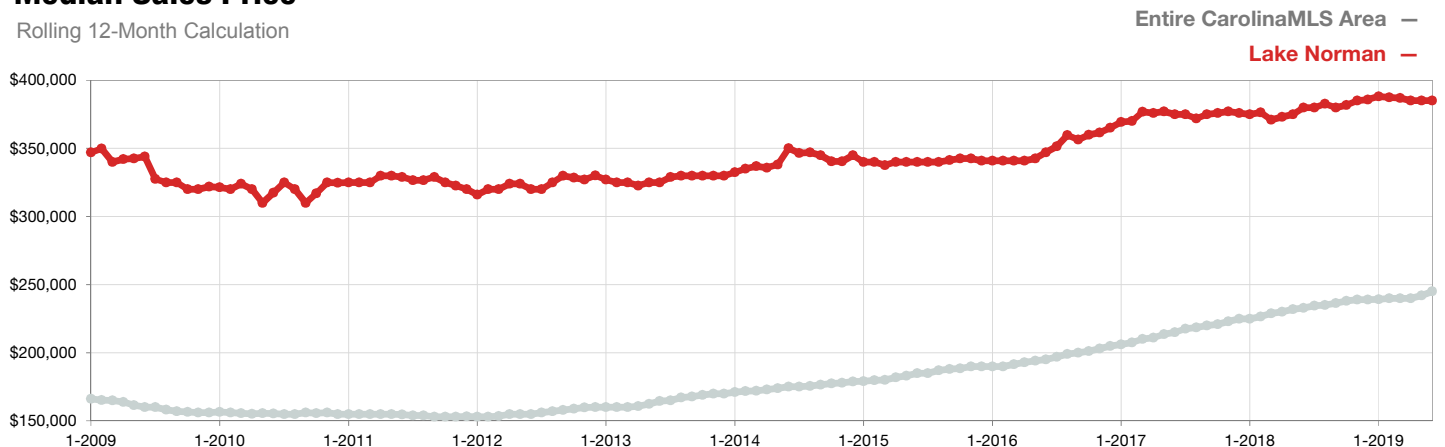
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### June



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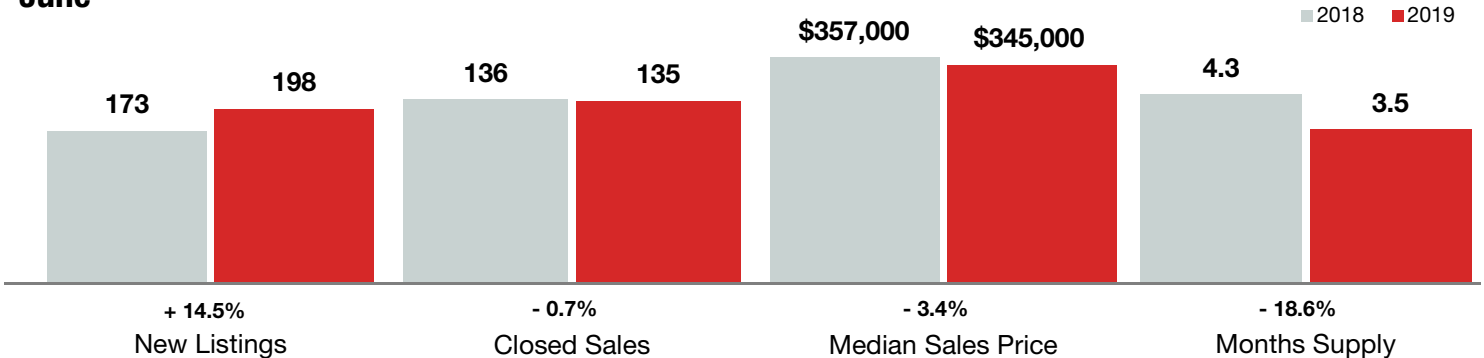
## Lake Wylie

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	173	198	+ 14.5%	954	1,019	+ 6.8%
Pending Sales	143	180	+ 25.9%	677	826	+ 22.0%
Closed Sales	136	135	- 0.7%	601	656	+ 9.2%
Median Sales Price*	\$357,000	\$345,000	- 3.4%	\$350,000	\$342,500	- 2.1%
Average Sales Price*	\$382,553	\$397,428	+ 3.9%	\$395,023	\$396,509	+ 0.4%
Percent of Original List Price Received*	98.3%	97.0%	- 1.3%	97.3%	96.4%	- 0.9%
List to Close	113	108	- 4.4%	128	121	- 5.5%
Days on Market Until Sale	55	58	+ 5.5%	70	65	- 7.1%
Cumulative Days on Market Until Sale	69	69	0.0%	84	79	- 6.0%
Average List Price	\$464,130	\$436,300	- 6.0%	\$466,137	\$445,289	- 4.5%
Inventory of Homes for Sale	436	398	- 8.7%	--	--	--
Months Supply of Inventory	4.3	3.5	- 18.6%	--	--	--

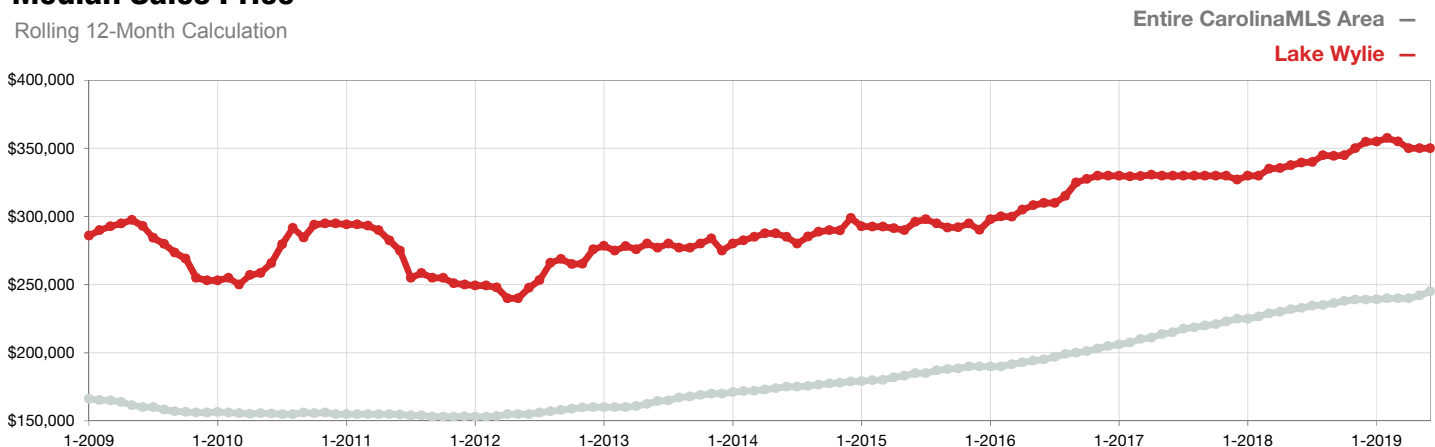
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### June



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# Local Market Update for June 2019



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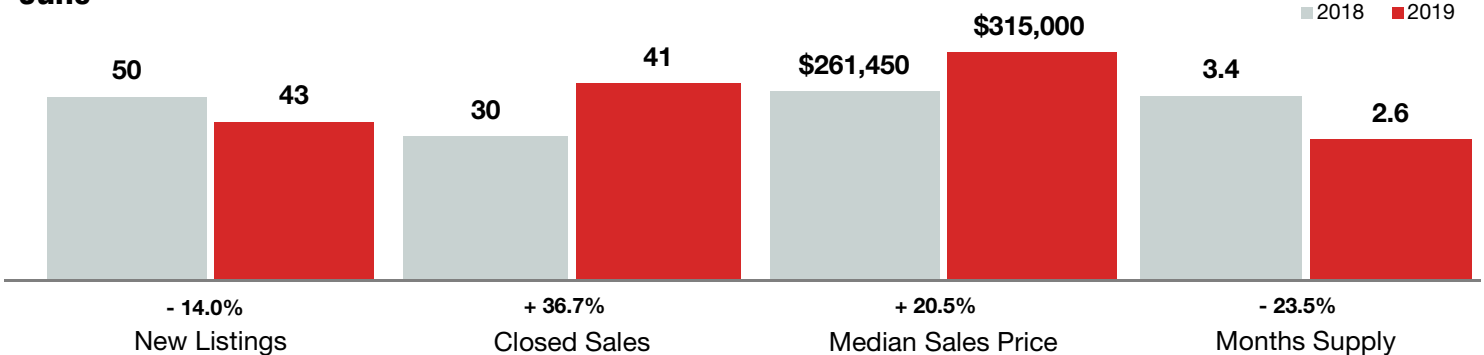
## Uptown Charlotte

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	50	43	- 14.0%	281	248	- 11.7%
Pending Sales	39	35	- 10.3%	201	202	+ 0.5%
Closed Sales	30	41	+ 36.7%	180	174	- 3.3%
Median Sales Price*	\$261,450	<b>\$315,000</b>	+ 20.5%	\$266,750	<b>\$302,900</b>	+ 13.6%
Average Sales Price*	\$296,440	<b>\$361,423</b>	+ 21.9%	\$321,538	<b>\$370,856</b>	+ 15.3%
Percent of Original List Price Received*	97.3%	<b>98.0%</b>	+ 0.7%	96.6%	<b>97.3%</b>	+ 0.7%
List to Close	54	88	+ 63.0%	89	89	0.0%
Days on Market Until Sale	23	31	+ 34.8%	45	46	+ 2.2%
Cumulative Days on Market Until Sale	23	31	+ 34.8%	57	62	+ 8.8%
Average List Price	\$372,344	<b>\$358,062</b>	- 3.8%	\$348,292	<b>\$390,901</b>	+ 12.2%
Inventory of Homes for Sale	103	77	- 25.2%	--	--	--
Months Supply of Inventory	3.4	2.6	- 23.5%	--	--	--

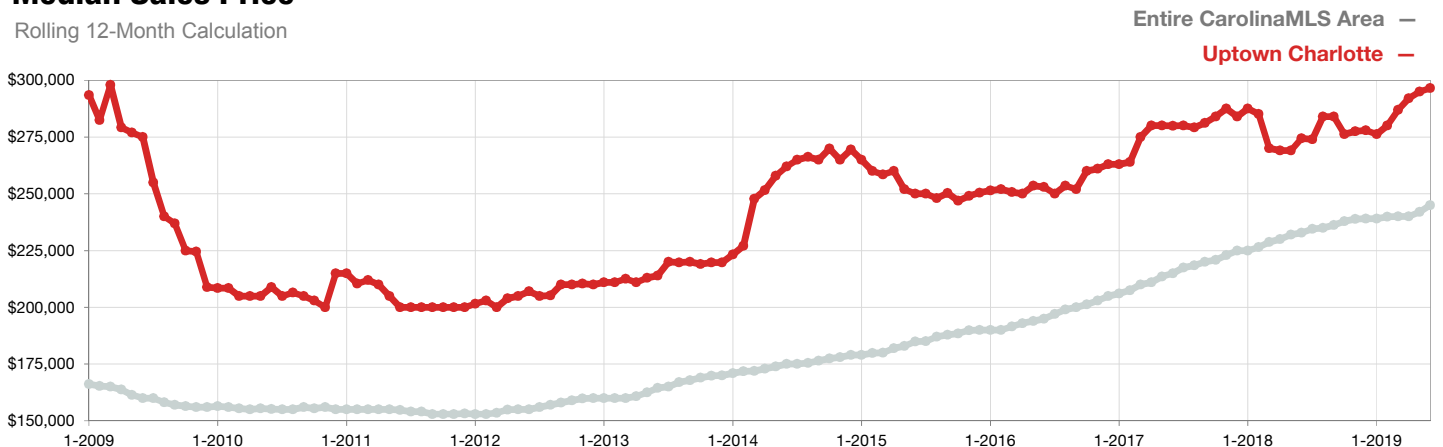
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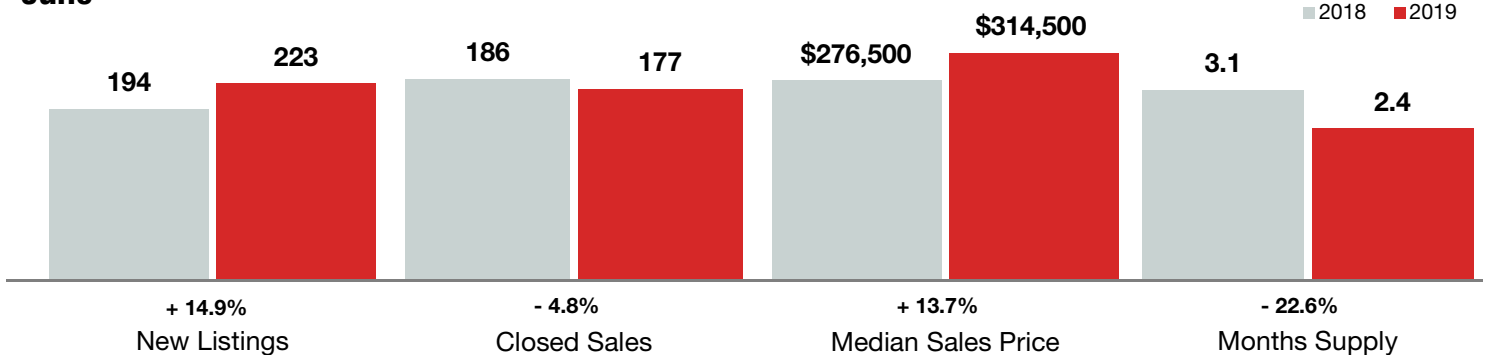
## Lancaster County

South Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	194	223	+ 14.9%	1,219	1,256	+ 3.0%
Pending Sales	170	215	+ 26.5%	1,021	1,094	+ 7.1%
Closed Sales	186	177	- 4.8%	915	927	+ 1.3%
Median Sales Price*	\$276,500	\$314,500	+ 13.7%	\$273,513	\$291,000	+ 6.4%
Average Sales Price*	\$288,569	\$302,395	+ 4.8%	\$281,365	\$288,365	+ 2.5%
Percent of Original List Price Received*	97.3%	96.7%	- 0.6%	97.1%	96.8%	- 0.3%
List to Close	108	100	- 7.4%	115	113	- 1.7%
Days on Market Until Sale	59	48	- 18.6%	62	55	- 11.3%
Cumulative Days on Market Until Sale	69	62	- 10.1%	77	65	- 15.6%
Average List Price	\$326,892	\$323,132	- 1.2%	\$307,136	\$317,939	+ 3.5%
Inventory of Homes for Sale	461	388	- 15.8%	--	--	--
Months Supply of Inventory	3.1	2.4	- 22.6%	--	--	--

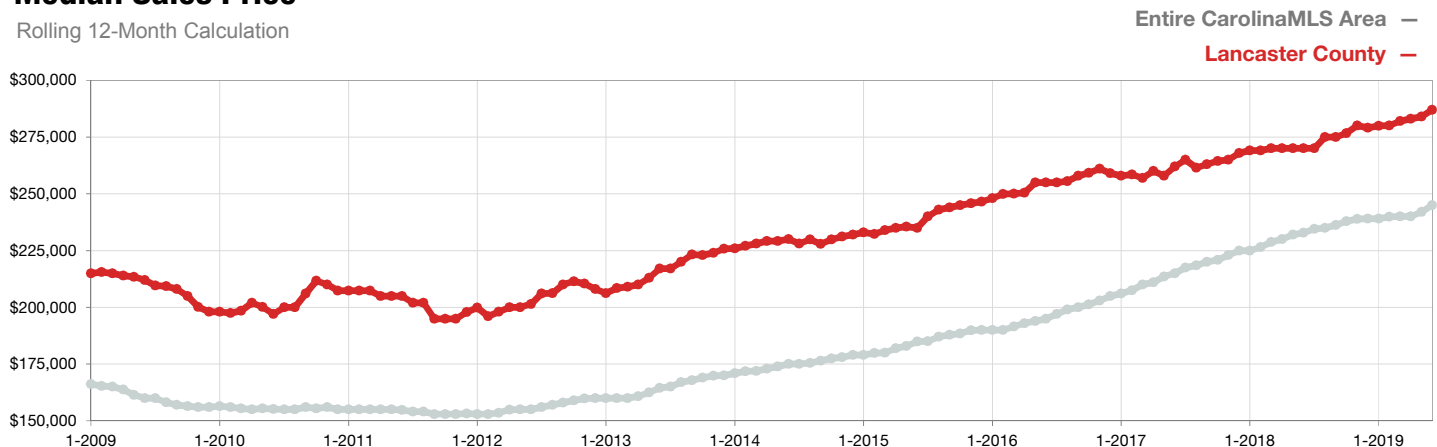
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### June



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# Local Market Update for June 2019



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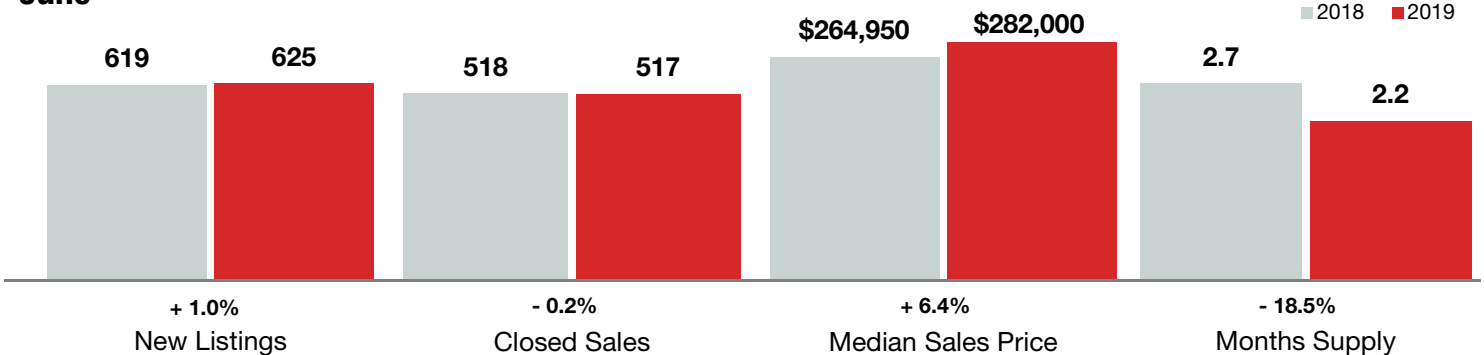
## York County

South Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	619	625	+ 1.0%	3,348	3,599	+ 7.5%
Pending Sales	440	612	+ 39.1%	2,634	3,055	+ 16.0%
Closed Sales	518	517	- 0.2%	2,431	2,576	+ 6.0%
Median Sales Price*	\$264,950	\$282,000	+ 6.4%	\$253,000	\$261,778	+ 3.5%
Average Sales Price*	\$290,354	\$316,660	+ 9.1%	\$277,536	\$289,831	+ 4.4%
Percent of Original List Price Received*	98.1%	97.7%	- 0.4%	97.4%	97.2%	- 0.2%
List to Close	87	88	+ 1.1%	92	93	+ 1.1%
Days on Market Until Sale	37	41	+ 10.8%	44	45	+ 2.3%
Cumulative Days on Market Until Sale	45	47	+ 4.4%	53	56	+ 5.7%
Average List Price	\$306,375	\$333,170	+ 8.7%	\$307,915	\$320,922	+ 4.2%
Inventory of Homes for Sale	1,082	977	- 9.7%	--	--	--
Months Supply of Inventory	2.7	2.2	- 18.5%	--	--	--

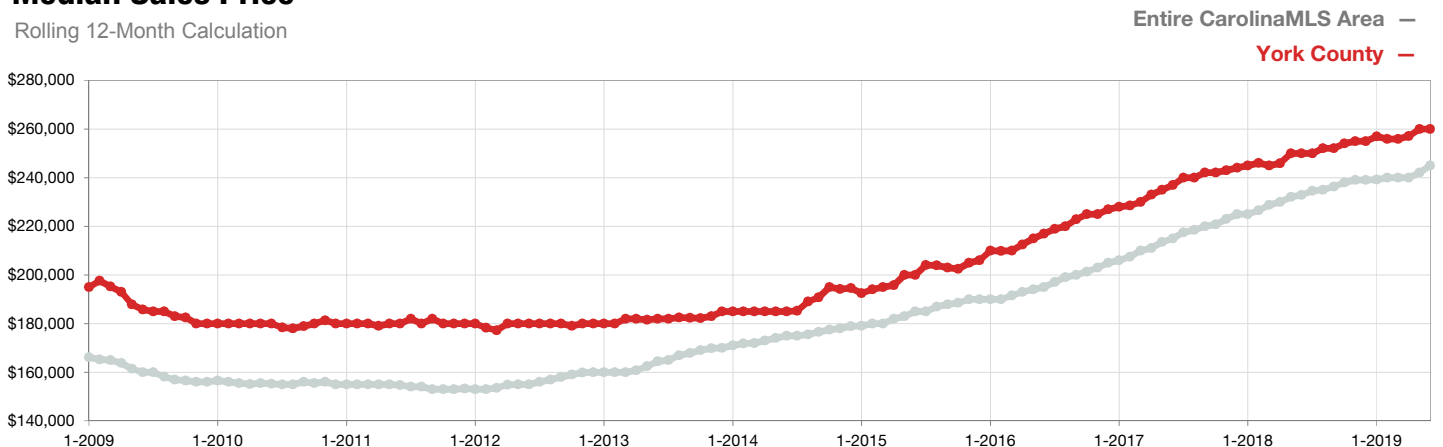
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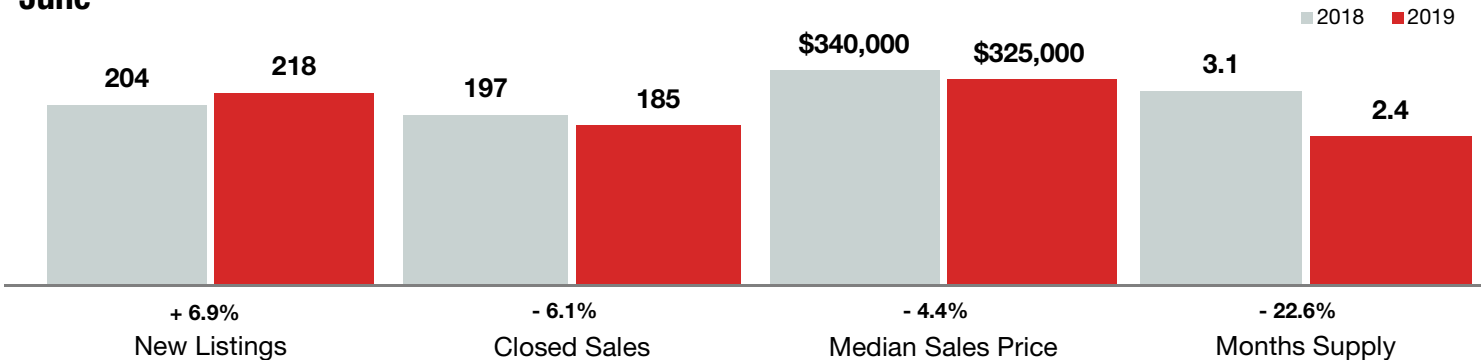
## Fort Mill

South Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	204	218	+ 6.9%	1,114	1,235	+ 10.9%
Pending Sales	131	214	+ 63.4%	848	1,004	+ 18.4%
Closed Sales	197	185	- 6.1%	786	828	+ 5.3%
Median Sales Price*	\$340,000	\$325,000	- 4.4%	\$315,822	\$305,000	- 3.4%
Average Sales Price*	\$356,306	\$375,132	+ 5.3%	\$338,023	\$345,457	+ 2.2%
Percent of Original List Price Received*	97.7%	97.8%	+ 0.1%	97.3%	97.6%	+ 0.3%
List to Close	99	84	- 15.2%	100	98	- 2.0%
Days on Market Until Sale	42	38	- 9.5%	49	46	- 6.1%
Cumulative Days on Market Until Sale	56	43	- 23.2%	61	59	- 3.3%
Average List Price	\$366,689	\$387,654	+ 5.7%	\$363,971	\$373,657	+ 2.7%
Inventory of Homes for Sale	399	349	- 12.5%	--	--	--
Months Supply of Inventory	3.1	2.4	- 22.6%	--	--	--

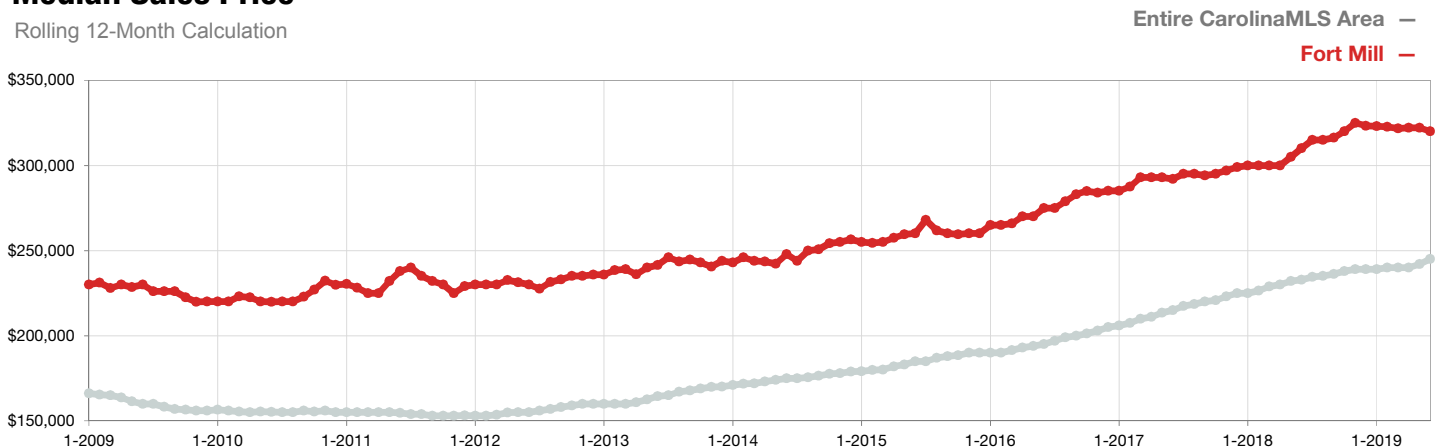
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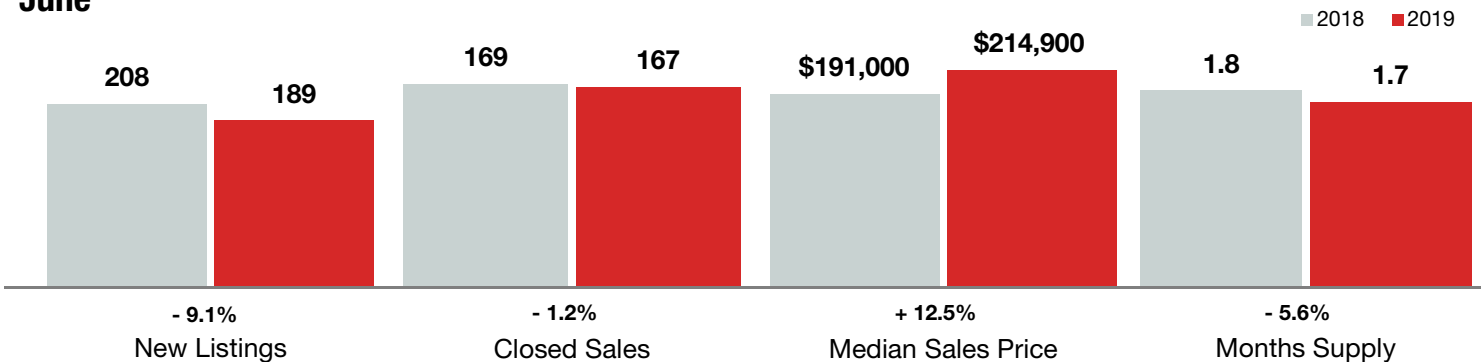
## Rock Hill

South Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	208	189	- 9.1%	1,118	1,133	+ 1.3%
Pending Sales	151	176	+ 16.6%	952	1,003	+ 5.4%
Closed Sales	169	167	- 1.2%	902	879	- 2.5%
Median Sales Price*	\$191,000	\$214,900	+ 12.5%	\$189,950	\$209,000	+ 10.0%
Average Sales Price*	\$208,613	\$233,795	+ 12.1%	\$208,369	\$218,451	+ 4.8%
Percent of Original List Price Received*	98.9%	97.4%	- 1.5%	97.9%	97.3%	- 0.6%
List to Close	70	83	+ 18.6%	75	80	+ 6.7%
Days on Market Until Sale	25	37	+ 48.0%	29	35	+ 20.7%
Cumulative Days on Market Until Sale	26	42	+ 61.5%	34	40	+ 17.6%
Average List Price	\$221,151	\$256,630	+ 16.0%	\$226,609	\$241,281	+ 6.5%
Inventory of Homes for Sale	267	257	- 3.7%	--	--	--
Months Supply of Inventory	1.8	1.7	- 5.6%	--	--	--

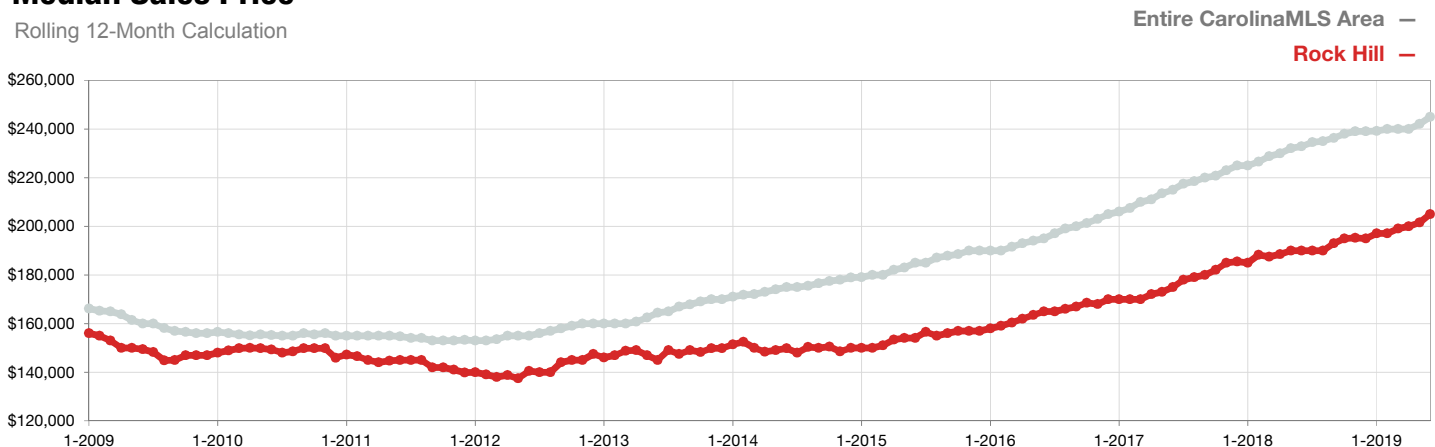
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### June



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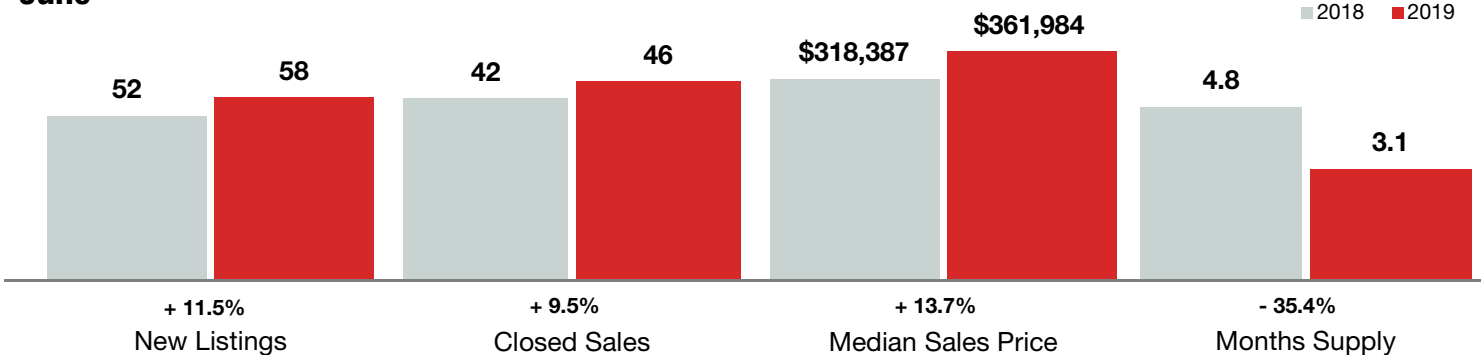
## Tega Cay

South Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	52	58	+ 11.5%	291	275	- 5.5%
Pending Sales	38	51	+ 34.2%	189	210	+ 11.1%
Closed Sales	42	46	+ 9.5%	159	166	+ 4.4%
Median Sales Price*	\$318,387	\$361,984	+ 13.7%	\$337,500	\$354,500	+ 5.0%
Average Sales Price*	\$351,553	\$387,702	+ 10.3%	\$358,349	\$375,083	+ 4.7%
Percent of Original List Price Received*	97.1%	97.5%	+ 0.4%	96.5%	96.6%	+ 0.1%
List to Close	82	86	+ 4.9%	107	108	+ 0.9%
Days on Market Until Sale	37	45	+ 21.6%	59	64	+ 8.5%
Cumulative Days on Market Until Sale	53	50	- 5.7%	72	82	+ 13.9%
Average List Price	\$363,339	\$405,563	+ 11.6%	\$382,030	\$395,888	+ 3.6%
Inventory of Homes for Sale	125	90	- 28.0%	--	--	--
Months Supply of Inventory	4.8	3.1	- 35.4%	--	--	--

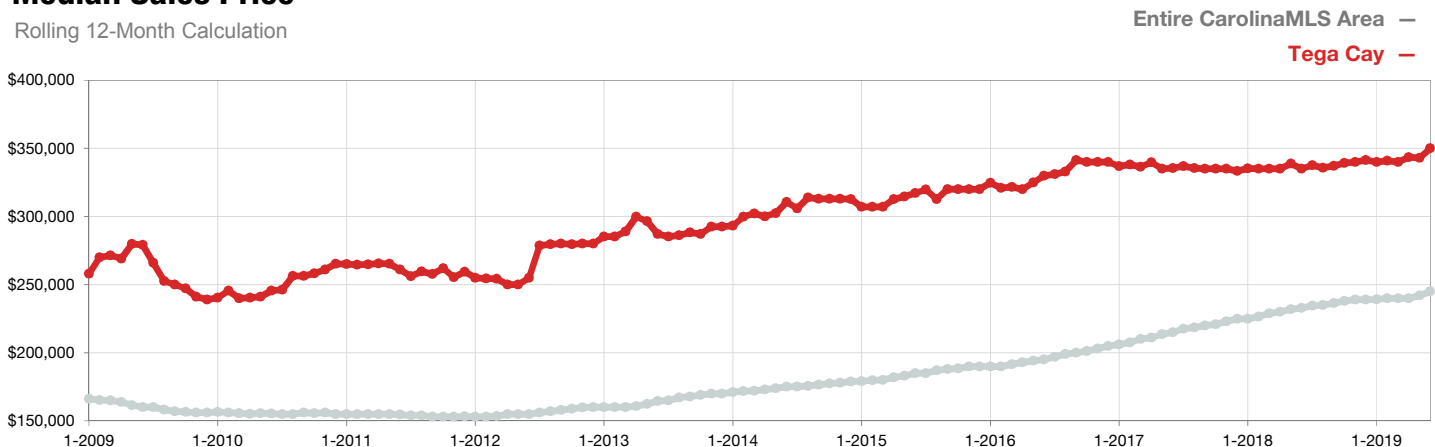
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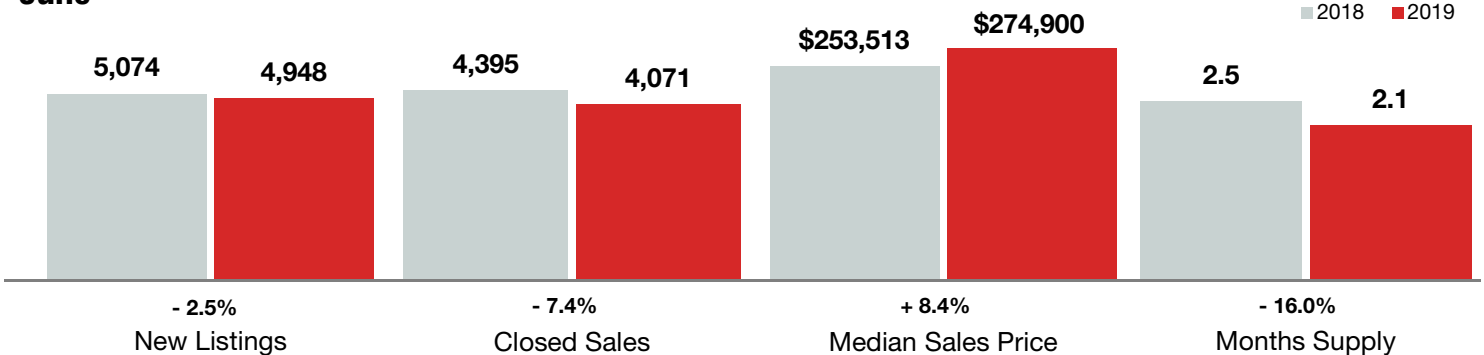
## Charlotte MSA

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	5,074	<b>4,948</b>	- 2.5%	28,055	<b>28,325</b>	+ 1.0%
Pending Sales	3,979	<b>4,574</b>	+ 15.0%	22,603	<b>23,988</b>	+ 6.1%
Closed Sales	4,395	<b>4,071</b>	- 7.4%	20,532	<b>20,495</b>	- 0.2%
Median Sales Price*	\$253,513	<b>\$274,900</b>	+ 8.4%	\$244,450	<b>\$256,000</b>	+ 4.7%
Average Sales Price*	\$307,421	<b>\$332,110</b>	+ 8.0%	\$293,366	<b>\$306,170</b>	+ 4.4%
Percent of Original List Price Received*	98.0%	<b>97.4%</b>	- 0.6%	97.6%	<b>97.0%</b>	- 0.6%
List to Close	83	<b>86</b>	+ 3.6%	91	<b>94</b>	+ 3.3%
Days on Market Until Sale	33	<b>37</b>	+ 12.1%	40	<b>44</b>	+ 10.0%
Cumulative Days on Market Until Sale	39	<b>45</b>	+ 15.4%	48	<b>53</b>	+ 10.4%
Average List Price	\$319,508	<b>\$340,696</b>	+ 6.6%	\$333,815	<b>\$347,949</b>	+ 4.2%
Inventory of Homes for Sale	8,548	<b>7,505</b>	- 12.2%	--	--	--
Months Supply of Inventory	2.5	<b>2.1</b>	- 16.0%	--	--	--

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### June



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