

Local Market Update for August 2019

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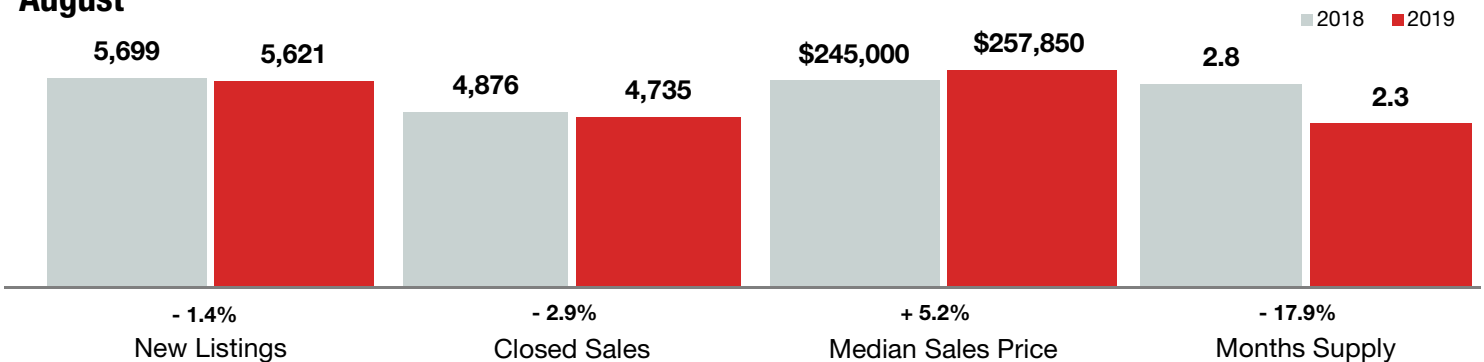
Charlotte Region

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	5,699	5,621	- 1.4%	44,241	44,405	+ 0.4%
Pending Sales	4,300	5,096	+ 18.5%	35,021	37,378	+ 6.7%
Closed Sales	4,876	4,735	- 2.9%	33,405	33,942	+ 1.6%
Median Sales Price*	\$245,000	\$257,850	+ 5.2%	\$239,900	\$253,569	+ 5.7%
Average Sales Price*	\$294,534	\$310,691	+ 5.5%	\$288,860	\$302,960	+ 4.9%
Percent of Original List Price Received*	97.0%	96.9%	- 0.1%	97.2%	96.8%	- 0.4%
List to Close	87	87	0.0%	92	94	+ 2.2%
Days on Market Until Sale	38	38	0.0%	42	44	+ 4.8%
Cumulative Days on Market Until Sale	46	44	- 4.3%	50	53	+ 6.0%
Average List Price	\$309,025	\$329,260	+ 6.5%	\$322,427	\$337,402	+ 4.6%
Inventory of Homes for Sale	11,413	9,412	- 17.5%	--	--	--
Months Supply of Inventory	2.8	2.3	- 17.9%	--	--	--

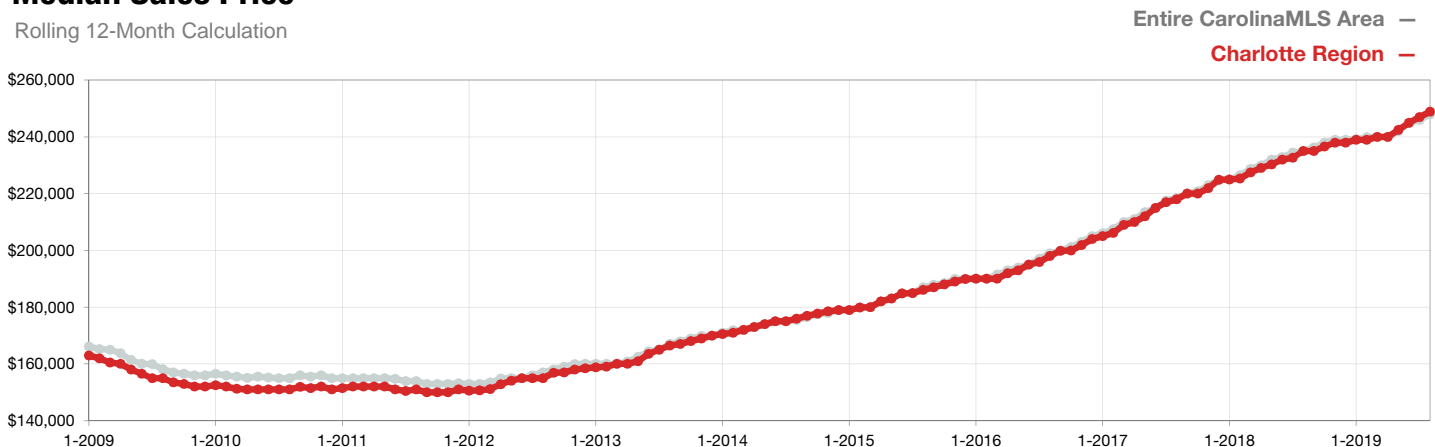
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August



Median Sales Price

Rolling 12-Month Calculation



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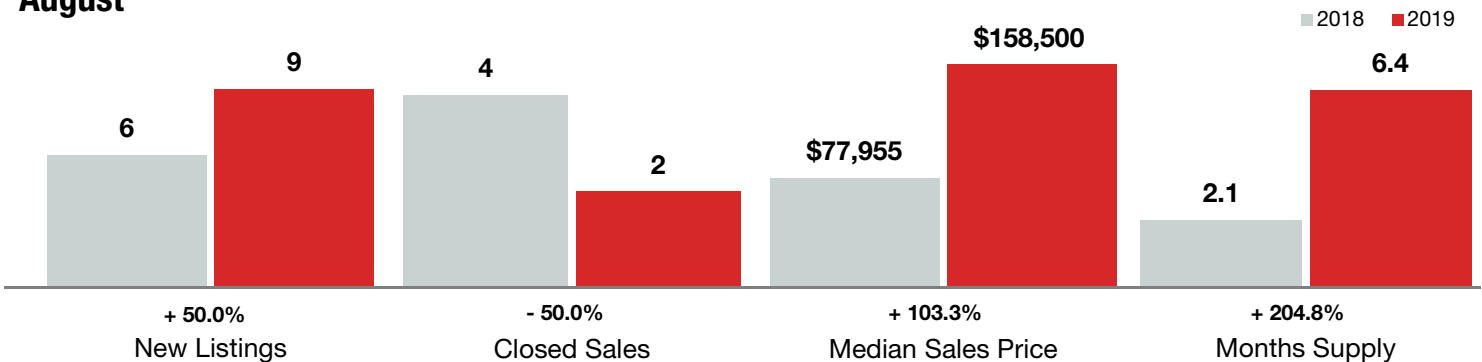
Alexander County

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	6	9	+ 50.0%	53	58	+ 9.4%
Pending Sales	9	5	- 44.4%	41	36	- 12.2%
Closed Sales	4	2	- 50.0%	43	33	- 23.3%
Median Sales Price*	\$77,955	\$158,500	+ 103.3%	\$170,757	\$150,000	- 12.2%
Average Sales Price*	\$85,978	\$158,500	+ 84.3%	\$216,582	\$191,573	- 11.5%
Percent of Original List Price Received*	87.9%	99.2%	+ 12.9%	90.8%	96.3%	+ 6.1%
List to Close	76	51	- 32.9%	165	117	- 29.1%
Days on Market Until Sale	32	10	- 68.8%	105	48	- 54.3%
Cumulative Days on Market Until Sale	32	10	- 68.8%	93	51	- 45.2%
Average List Price	\$273,633	\$215,122	- 21.4%	\$212,254	\$222,662	+ 4.9%
Inventory of Homes for Sale	17	27	+ 58.8%	--	--	--
Months Supply of Inventory	2.1	6.4	+ 204.8%	--	--	--

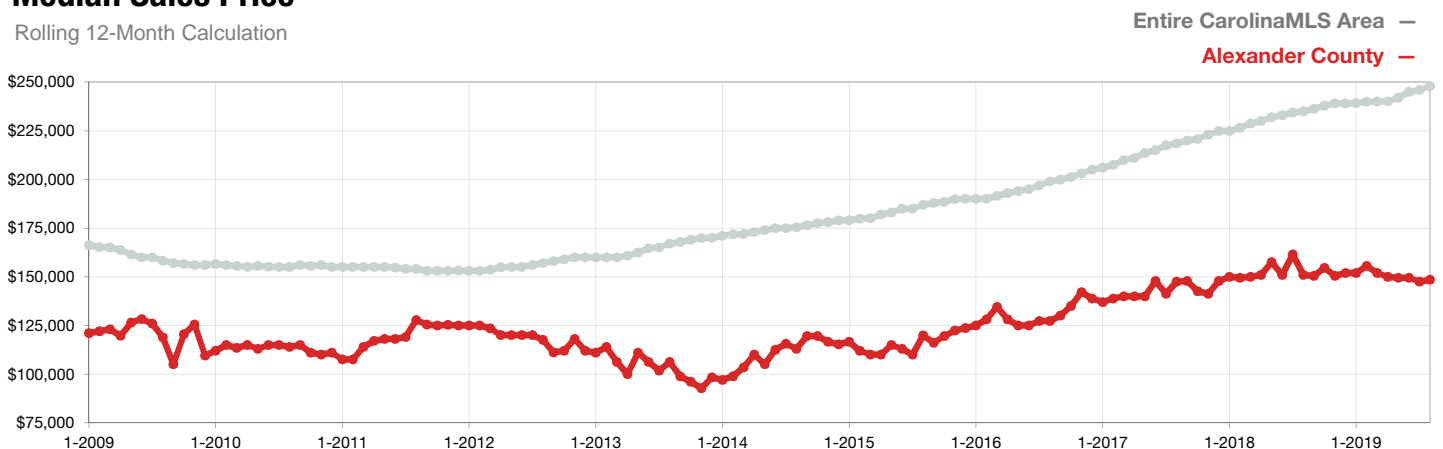
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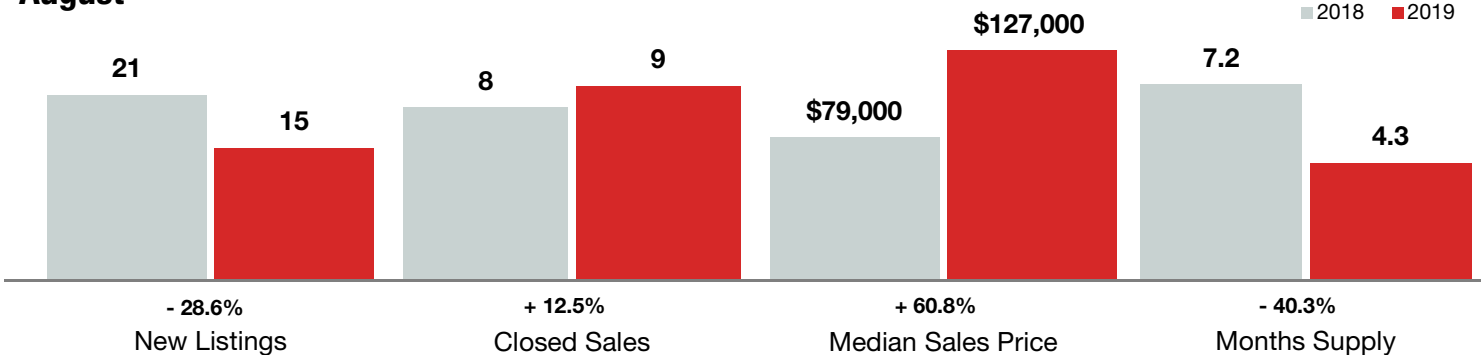
Anson County

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	21	15	- 28.6%	114	124	+ 8.8%
Pending Sales	9	17	+ 88.9%	89	110	+ 23.6%
Closed Sales	8	9	+ 12.5%	91	93	+ 2.2%
Median Sales Price*	\$79,000	\$127,000	+ 60.8%	\$90,000	\$119,000	+ 32.2%
Average Sales Price*	\$92,375	\$123,911	+ 34.1%	\$116,709	\$126,569	+ 8.4%
Percent of Original List Price Received*	91.4%	95.0%	+ 3.9%	90.4%	92.1%	+ 1.9%
List to Close	213	118	- 44.6%	197	144	- 26.9%
Days on Market Until Sale	160	61	- 61.9%	165	96	- 41.8%
Cumulative Days on Market Until Sale	198	101	- 49.0%	171	112	- 34.5%
Average List Price	\$173,459	\$153,493	- 11.5%	\$147,651	\$140,644	- 4.7%
Inventory of Homes for Sale	76	51	- 32.9%	--	--	--
Months Supply of Inventory	7.2	4.3	- 40.3%	--	--	--

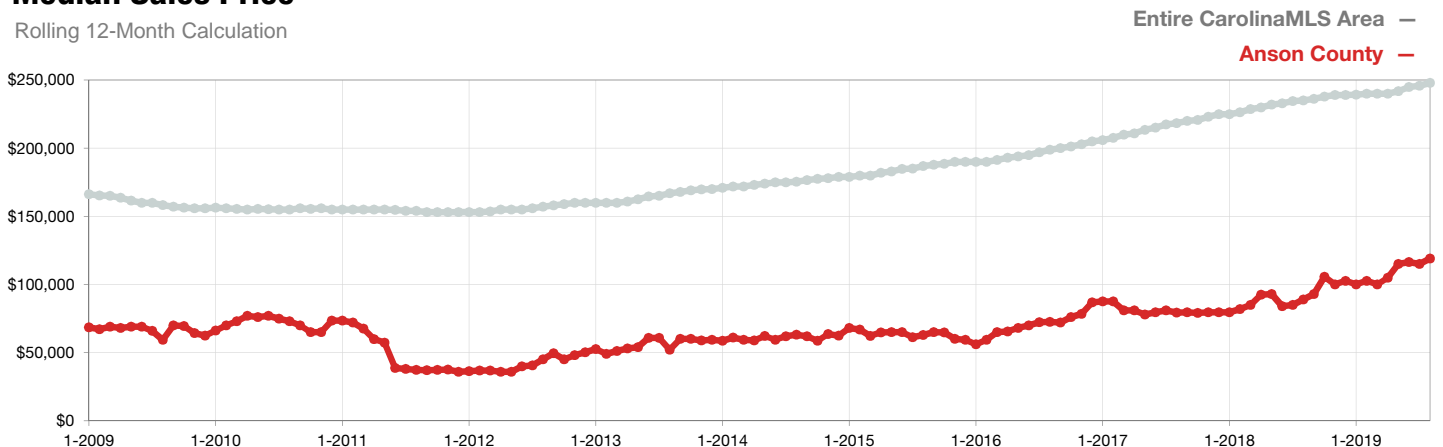
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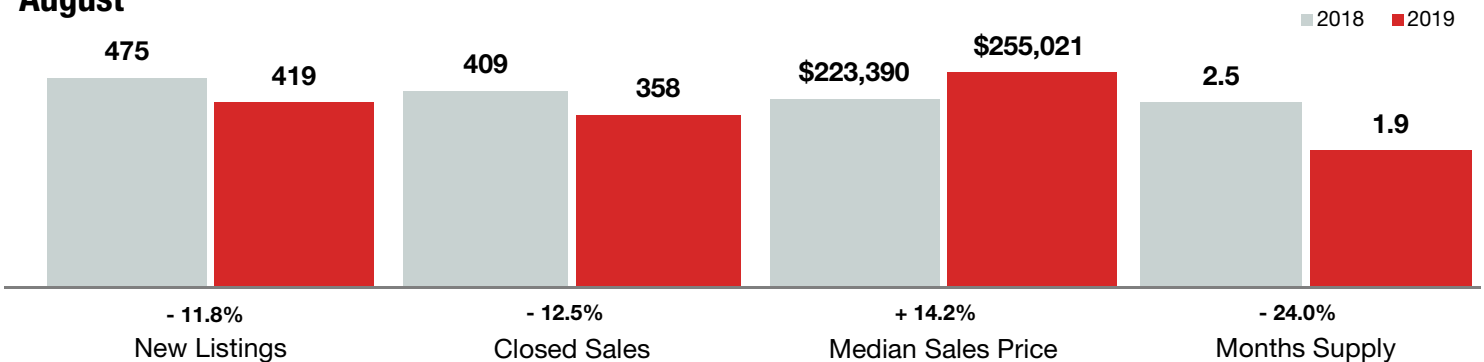
Cabarrus County

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	475	419	- 11.8%	3,550	3,436	- 3.2%
Pending Sales	345	377	+ 9.3%	2,764	2,914	+ 5.4%
Closed Sales	409	358	- 12.5%	2,644	2,704	+ 2.3%
Median Sales Price*	\$223,390	\$255,021	+ 14.2%	\$225,000	\$243,500	+ 8.2%
Average Sales Price*	\$251,408	\$261,384	+ 4.0%	\$247,396	\$261,950	+ 5.9%
Percent of Original List Price Received*	97.2%	97.3%	+ 0.1%	97.5%	97.1%	- 0.4%
List to Close	82	78	- 4.9%	88	92	+ 4.5%
Days on Market Until Sale	31	28	- 9.7%	34	40	+ 17.6%
Cumulative Days on Market Until Sale	37	34	- 8.1%	41	49	+ 19.5%
Average List Price	\$256,102	\$284,018	+ 10.9%	\$266,864	\$279,378	+ 4.7%
Inventory of Homes for Sale	812	622	- 23.4%	--	--	--
Months Supply of Inventory	2.5	1.9	- 24.0%	--	--	--

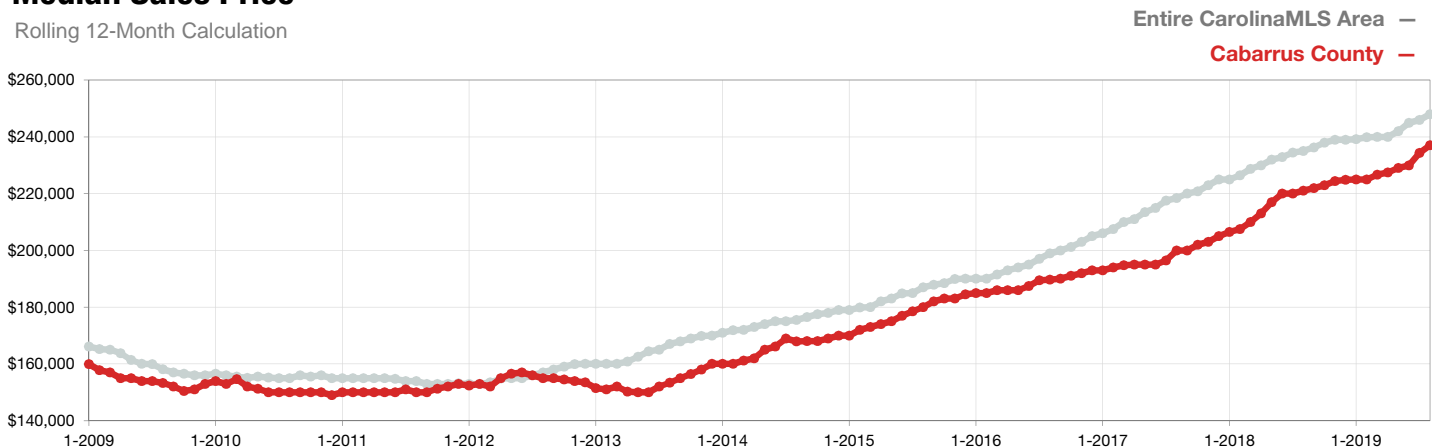
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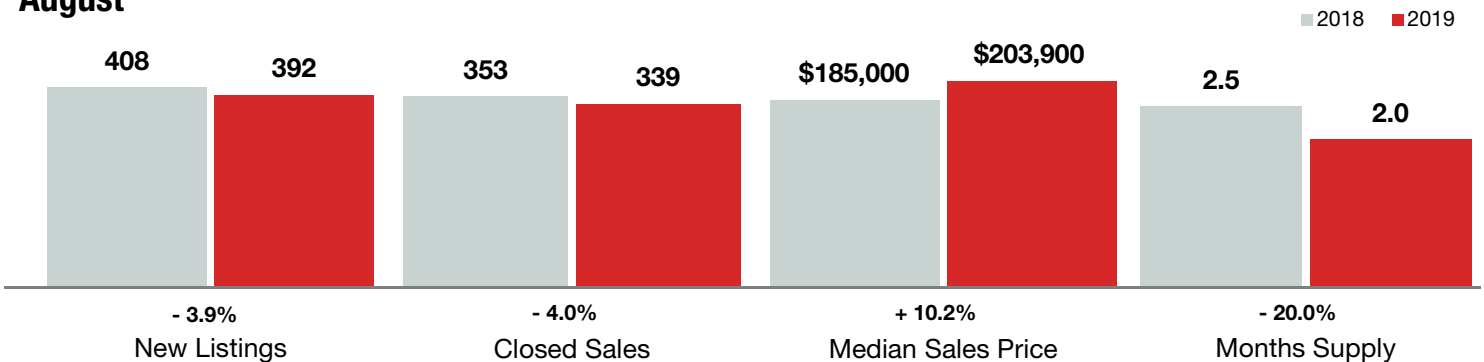
Gaston County

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	408	392	- 3.9%	2,875	2,911	+ 1.3%
Pending Sales	324	350	+ 8.0%	2,379	2,550	+ 7.2%
Closed Sales	353	339	- 4.0%	2,268	2,354	+ 3.8%
Median Sales Price*	\$185,000	\$203,900	+ 10.2%	\$180,000	\$190,000	+ 5.6%
Average Sales Price*	\$204,726	\$226,088	+ 10.4%	\$195,408	\$212,938	+ 9.0%
Percent of Original List Price Received*	97.4%	97.6%	+ 0.2%	97.3%	97.0%	- 0.3%
List to Close	82	85	+ 3.7%	92	91	- 1.1%
Days on Market Until Sale	34	36	+ 5.9%	40	40	0.0%
Cumulative Days on Market Until Sale	40	40	0.0%	45	45	0.0%
Average List Price	\$216,231	\$239,555	+ 10.8%	\$213,250	\$226,543	+ 6.2%
Inventory of Homes for Sale	685	591	- 13.7%	--	--	--
Months Supply of Inventory	2.5	2.0	- 20.0%	--	--	--

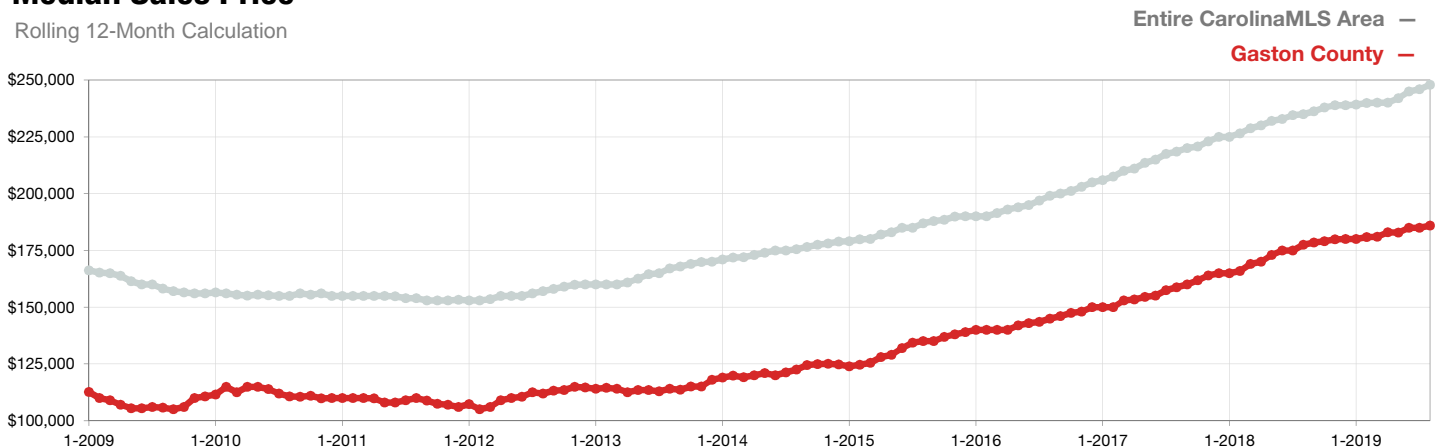
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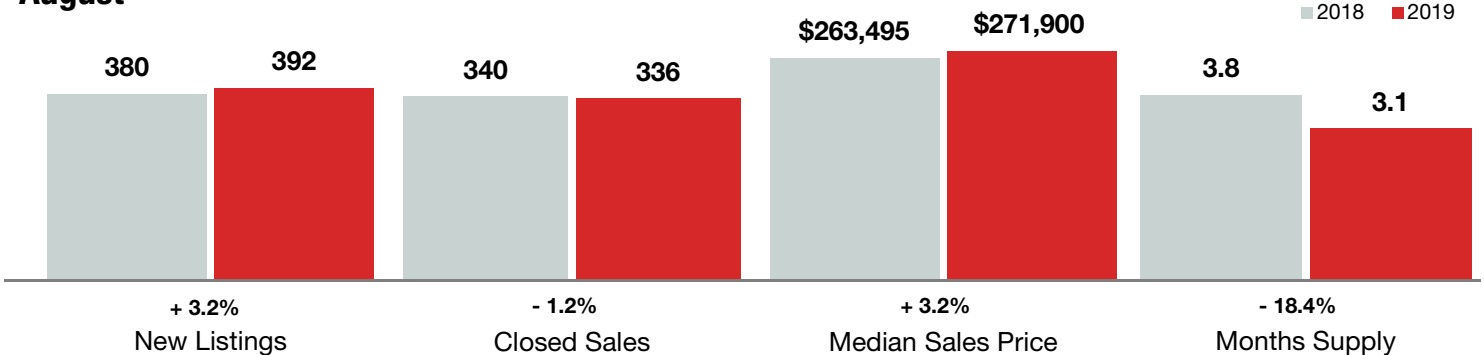
Iredell County

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	380	392	+ 3.2%	3,089	3,107	+ 0.6%
Pending Sales	304	364	+ 19.7%	2,329	2,575	+ 10.6%
Closed Sales	340	336	- 1.2%	2,164	2,346	+ 8.4%
Median Sales Price*	\$263,495	\$271,900	+ 3.2%	\$256,768	\$263,000	+ 2.4%
Average Sales Price*	\$335,387	\$344,446	+ 2.7%	\$322,896	\$324,790	+ 0.6%
Percent of Original List Price Received*	96.0%	95.3%	- 0.7%	95.9%	95.6%	- 0.3%
List to Close	104	104	0.0%	115	111	- 3.5%
Days on Market Until Sale	56	55	- 1.8%	65	61	- 6.2%
Cumulative Days on Market Until Sale	68	68	0.0%	78	76	- 2.6%
Average List Price	\$388,443	\$357,588	- 7.9%	\$359,213	\$378,253	+ 5.3%
Inventory of Homes for Sale	1,043	901	- 13.6%	--	--	--
Months Supply of Inventory	3.8	3.1	- 18.4%	--	--	--

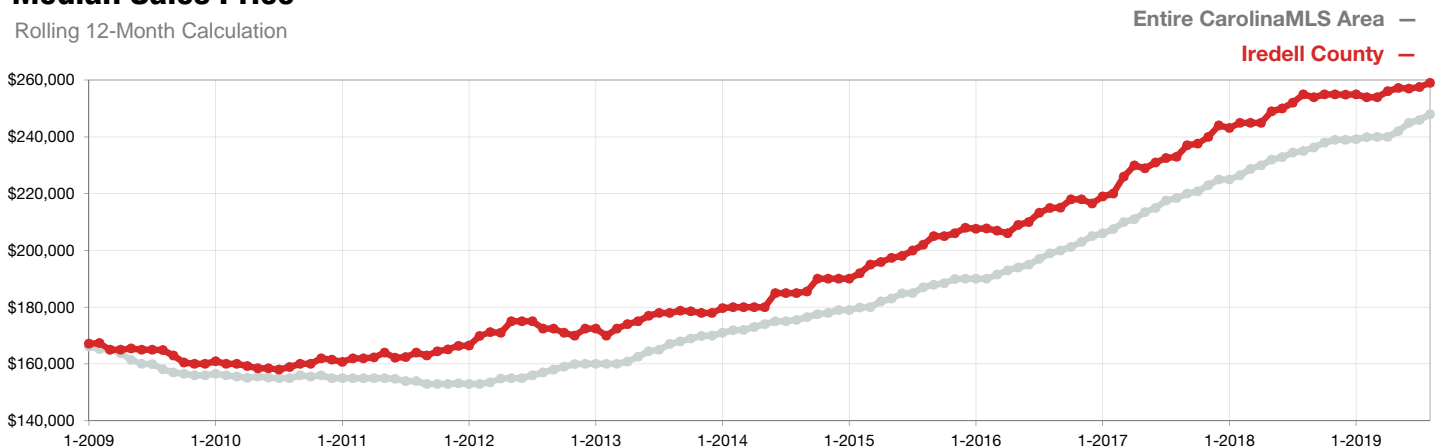
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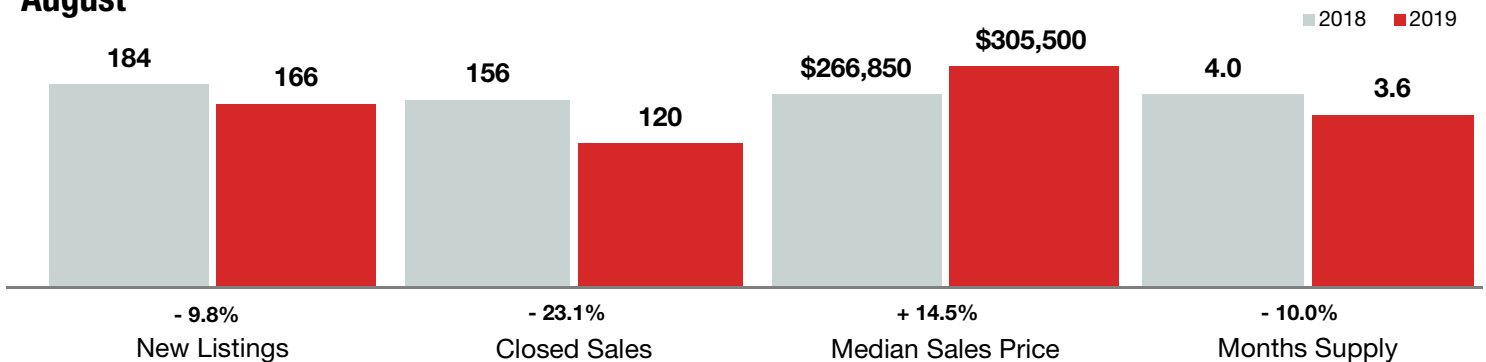
Lincoln County

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	184	166	- 9.8%	1,348	1,207	- 10.5%
Pending Sales	119	134	+ 12.6%	987	921	- 6.7%
Closed Sales	156	120	- 23.1%	928	858	- 7.5%
Median Sales Price*	\$266,850	\$305,500	+ 14.5%	\$268,732	\$282,000	+ 4.9%
Average Sales Price*	\$324,431	\$329,823	+ 1.7%	\$297,343	\$316,274	+ 6.4%
Percent of Original List Price Received*	95.3%	95.9%	+ 0.6%	95.7%	96.0%	+ 0.3%
List to Close	116	105	- 9.5%	116	111	- 4.3%
Days on Market Until Sale	61	50	- 18.0%	62	59	- 4.8%
Cumulative Days on Market Until Sale	77	59	- 23.4%	74	74	0.0%
Average List Price	\$327,632	\$340,347	+ 3.9%	\$344,656	\$354,303	+ 2.8%
Inventory of Homes for Sale	451	379	- 16.0%	--	--	--
Months Supply of Inventory	4.0	3.6	- 10.0%	--	--	--

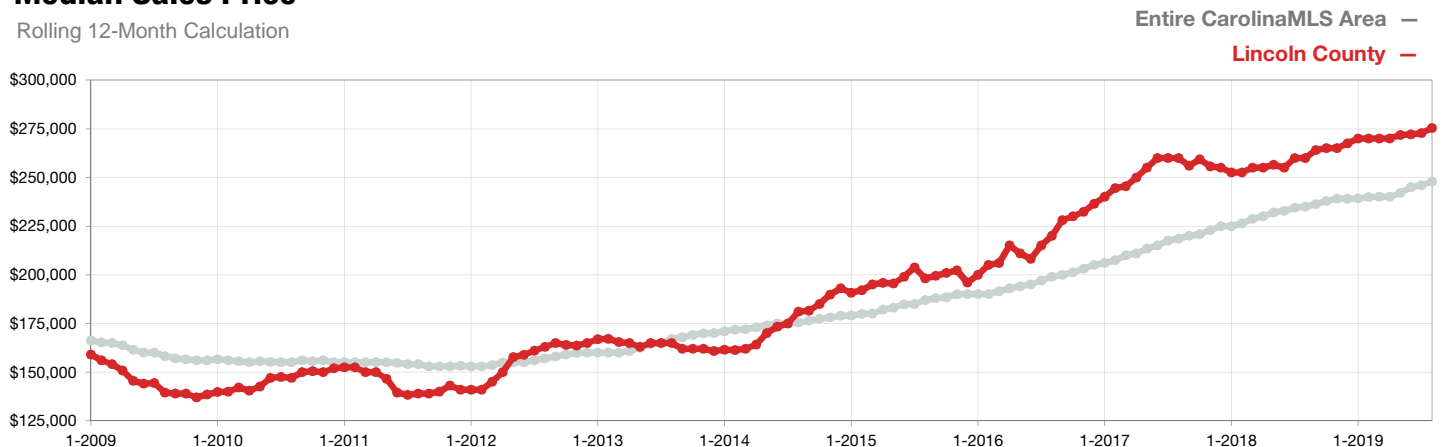
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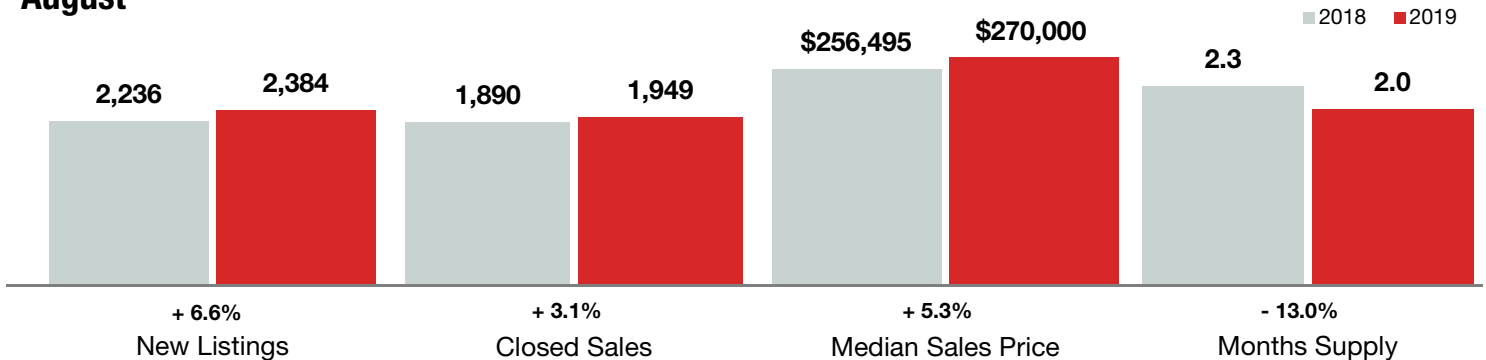
Mecklenburg County

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	2,236	2,384	+ 6.6%	18,133	18,392	+ 1.4%
Pending Sales	1,701	2,107	+ 23.9%	14,537	15,333	+ 5.5%
Closed Sales	1,890	1,949	+ 3.1%	13,939	13,846	- 0.7%
Median Sales Price*	\$256,495	\$270,000	+ 5.3%	\$253,850	\$270,000	+ 6.4%
Average Sales Price*	\$324,464	\$340,674	+ 5.0%	\$322,743	\$341,922	+ 5.9%
Percent of Original List Price Received*	97.5%	97.2%	- 0.3%	98.0%	97.2%	- 0.8%
List to Close	78	83	+ 6.4%	81	86	+ 6.2%
Days on Market Until Sale	31	34	+ 9.7%	32	37	+ 15.6%
Cumulative Days on Market Until Sale	36	39	+ 8.3%	38	45	+ 18.4%
Average List Price	\$337,536	\$365,326	+ 8.2%	\$361,692	\$381,610	+ 5.5%
Inventory of Homes for Sale	3,886	3,458	- 11.0%	--	--	--
Months Supply of Inventory	2.3	2.0	- 13.0%	--	--	--

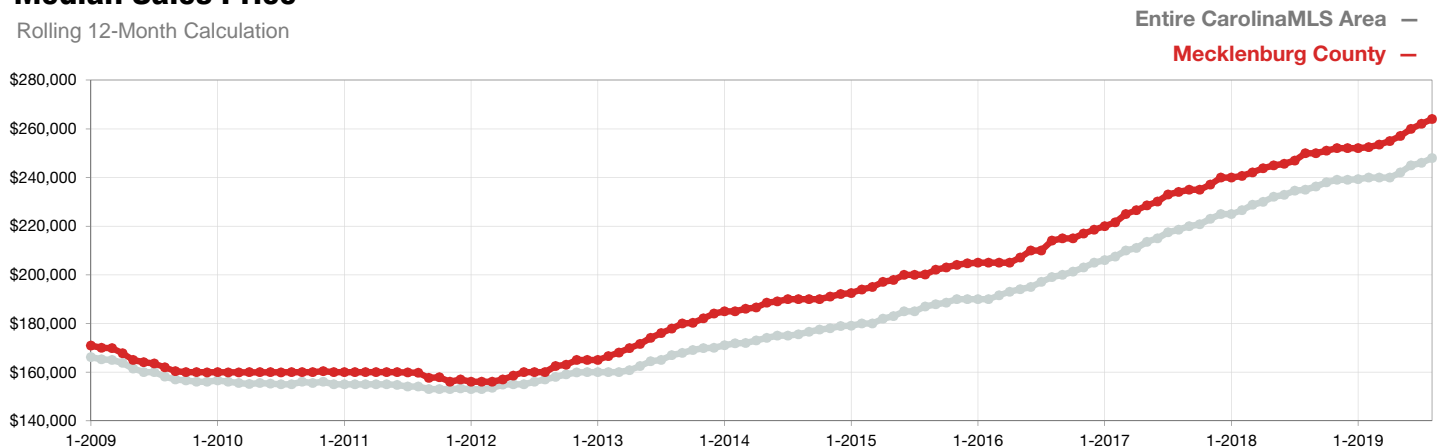
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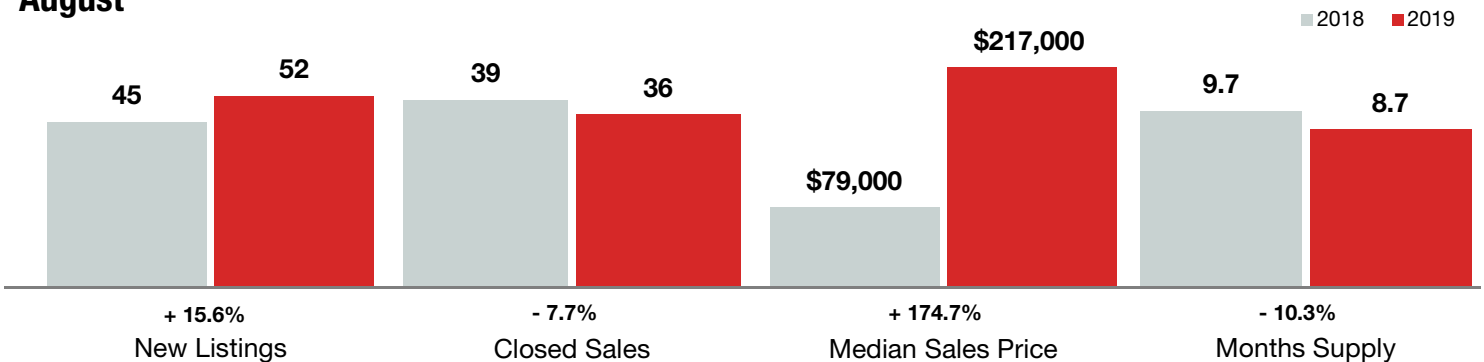
Montgomery County

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	45	52	+ 15.6%	277	346	+ 24.9%
Pending Sales	30	30	0.0%	168	214	+ 27.4%
Closed Sales	39	36	- 7.7%	155	193	+ 24.5%
Median Sales Price*	\$79,000	\$217,000	+ 174.7%	\$117,500	\$126,250	+ 7.4%
Average Sales Price*	\$144,614	\$321,660	+ 122.4%	\$202,015	\$237,150	+ 17.4%
Percent of Original List Price Received*	88.7%	91.7%	+ 3.4%	88.3%	90.0%	+ 1.9%
List to Close	172	112	- 34.9%	164	135	- 17.7%
Days on Market Until Sale	163	78	- 52.1%	132	98	- 25.8%
Cumulative Days on Market Until Sale	167	92	- 44.9%	147	112	- 23.8%
Average List Price	\$185,189	\$190,335	+ 2.8%	\$318,055	\$295,477	- 7.1%
Inventory of Homes for Sale	185	195	+ 5.4%	--	--	--
Months Supply of Inventory	9.7	8.7	- 10.3%	--	--	--

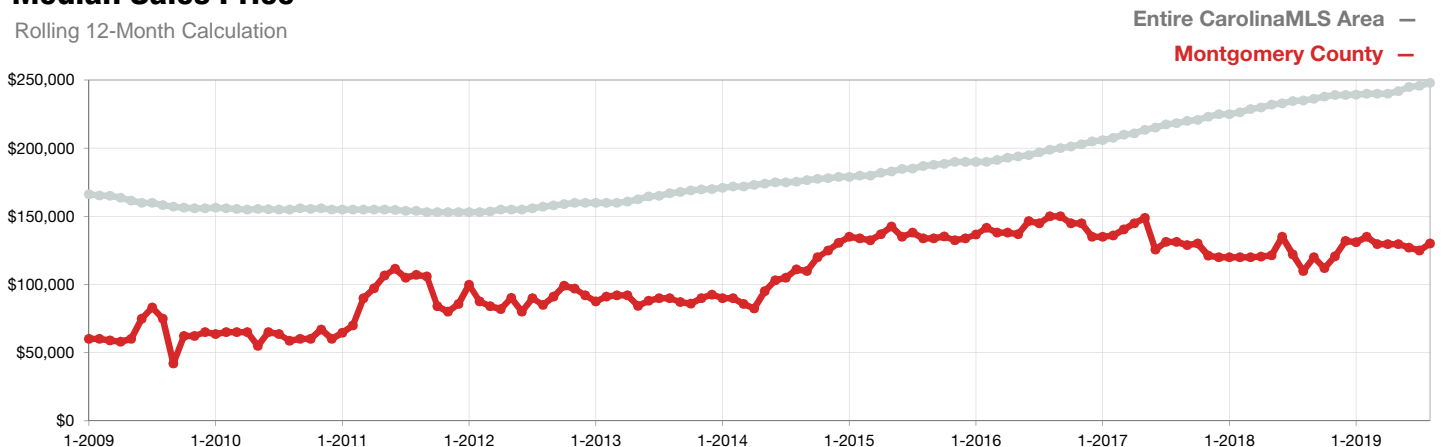
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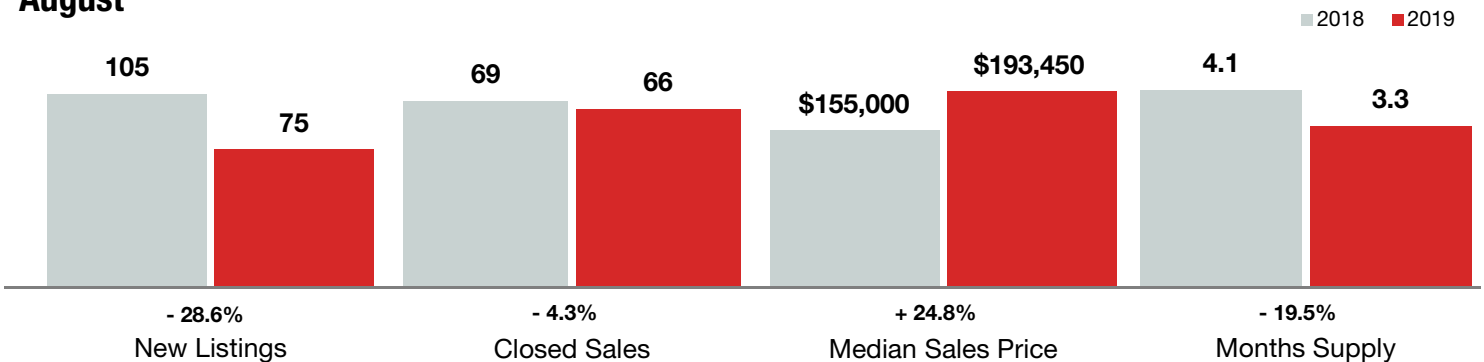
Stanly County

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	105	75	- 28.6%	674	637	- 5.5%
Pending Sales	70	66	- 5.7%	526	515	- 2.1%
Closed Sales	69	66	- 4.3%	482	461	- 4.4%
Median Sales Price*	\$155,000	\$193,450	+ 24.8%	\$151,750	\$180,000	+ 18.6%
Average Sales Price*	\$188,858	\$213,122	+ 12.8%	\$175,893	\$203,075	+ 15.5%
Percent of Original List Price Received*	95.0%	95.4%	+ 0.4%	94.3%	94.7%	+ 0.4%
List to Close	114	102	- 10.5%	112	114	+ 1.8%
Days on Market Until Sale	70	55	- 21.4%	64	60	- 6.3%
Cumulative Days on Market Until Sale	79	62	- 21.5%	75	69	- 8.0%
Average List Price	\$216,147	\$277,981	+ 28.6%	\$210,708	\$232,716	+ 10.4%
Inventory of Homes for Sale	248	191	- 23.0%	--	--	--
Months Supply of Inventory	4.1	3.3	- 19.5%	--	--	--

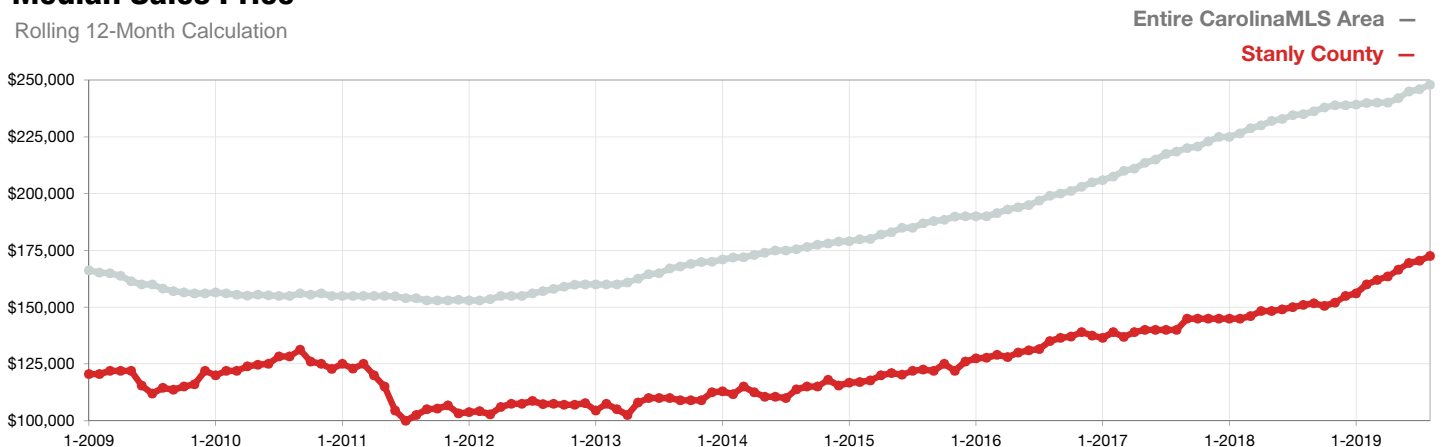
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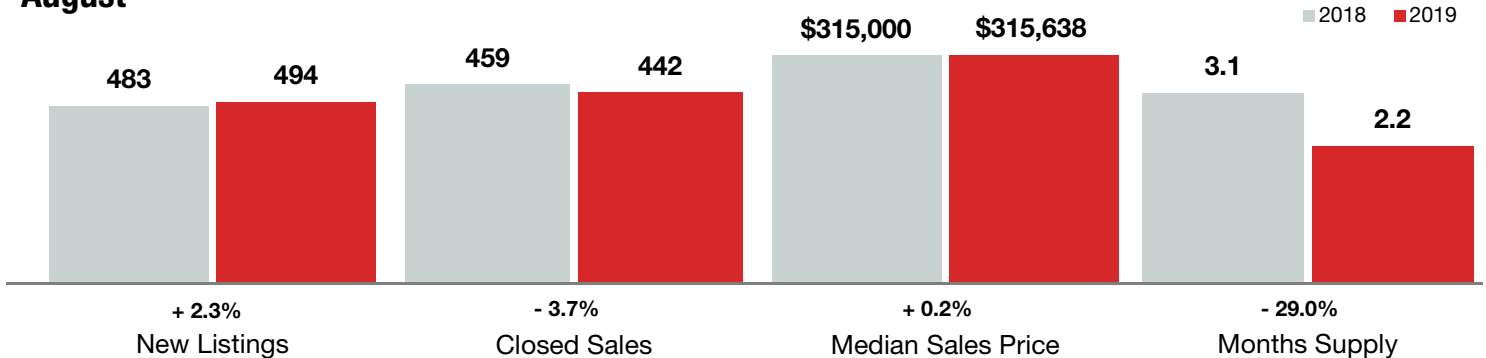
Union County

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	483	494	+ 2.3%	3,978	3,959	- 0.5%
Pending Sales	383	423	+ 10.4%	3,133	3,340	+ 6.6%
Closed Sales	459	442	- 3.7%	2,959	3,021	+ 2.1%
Median Sales Price*	\$315,000	\$315,638	+ 0.2%	\$301,000	\$306,000	+ 1.7%
Average Sales Price*	\$365,500	\$386,029	+ 5.6%	\$357,136	\$361,866	+ 1.3%
Percent of Original List Price Received*	97.4%	97.0%	- 0.4%	97.3%	97.2%	- 0.1%
List to Close	84	90	+ 7.1%	95	95	0.0%
Days on Market Until Sale	36	40	+ 11.1%	45	48	+ 6.7%
Cumulative Days on Market Until Sale	47	44	- 6.4%	56	57	+ 1.8%
Average List Price	\$380,565	\$387,427	+ 1.8%	\$392,623	\$395,997	+ 0.9%
Inventory of Homes for Sale	1,090	805	- 26.1%	--	--	--
Months Supply of Inventory	3.1	2.2	- 29.0%	--	--	--

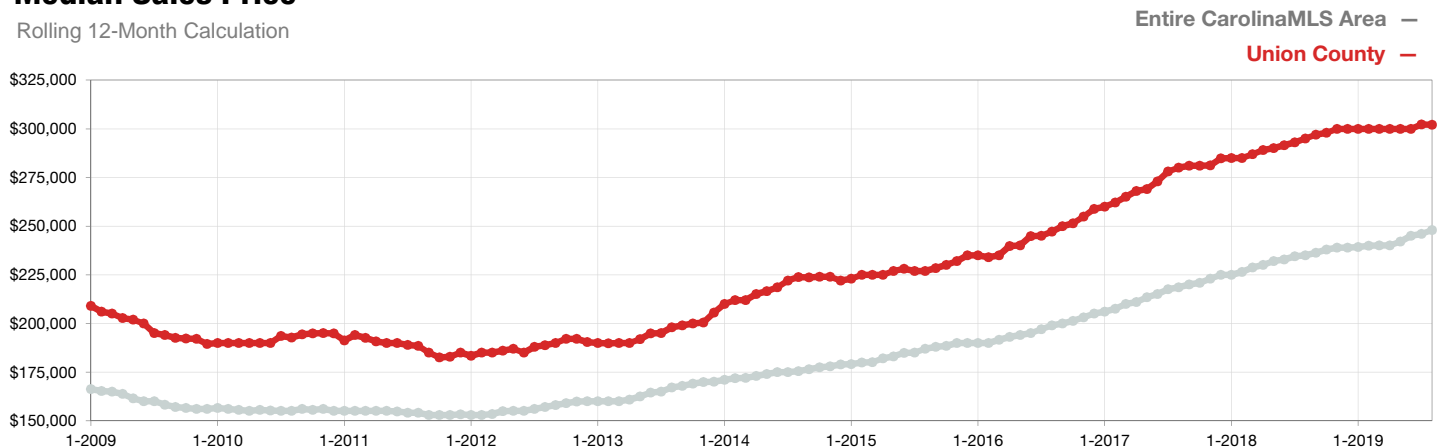
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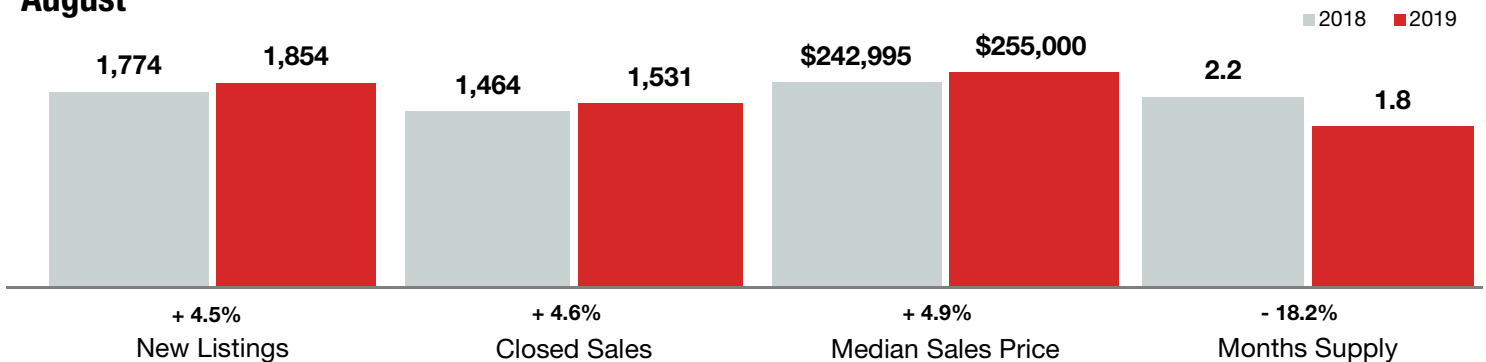
City of Charlotte

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	1,774	1,854	+ 4.5%	14,271	14,430	+ 1.1%
Pending Sales	1,338	1,666	+ 24.5%	11,498	12,238	+ 6.4%
Closed Sales	1,464	1,531	+ 4.6%	11,102	11,045	- 0.5%
Median Sales Price*	\$242,995	\$255,000	+ 4.9%	\$240,000	\$255,000	+ 6.3%
Average Sales Price*	\$311,068	\$333,921	+ 7.3%	\$312,530	\$333,832	+ 6.8%
Percent of Original List Price Received*	97.6%	97.4%	- 0.2%	98.2%	97.4%	- 0.8%
List to Close	76	81	+ 6.6%	79	84	+ 6.3%
Days on Market Until Sale	27	30	+ 11.1%	29	35	+ 20.7%
Cumulative Days on Market Until Sale	33	35	+ 6.1%	35	42	+ 20.0%
Average List Price	\$325,976	\$353,533	+ 8.5%	\$352,874	\$373,196	+ 5.8%
Inventory of Homes for Sale	2,952	2,519	- 14.7%	--	--	--
Months Supply of Inventory	2.2	1.8	- 18.2%	--	--	--

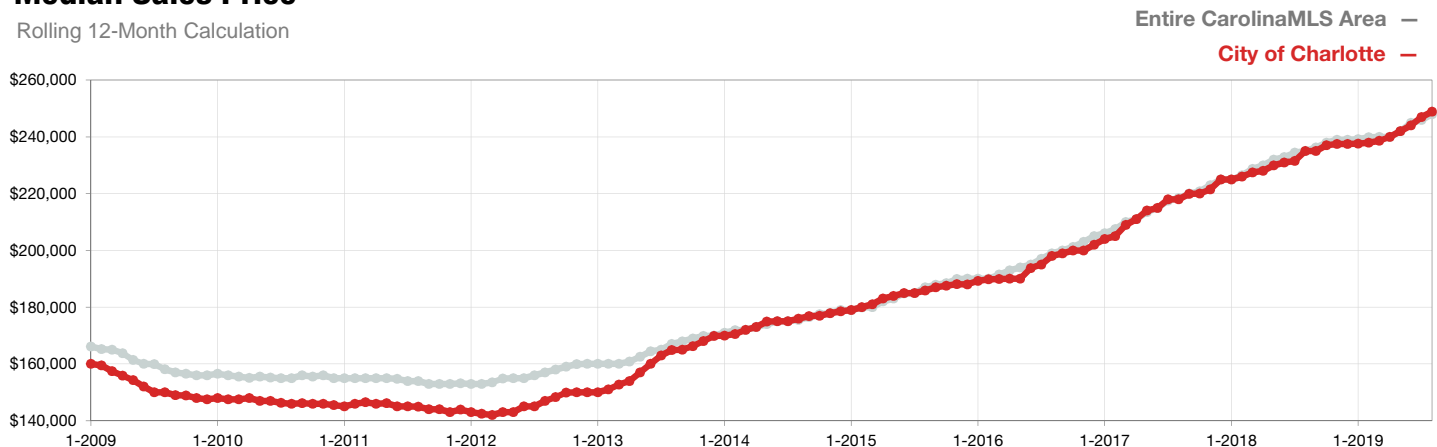
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August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2019

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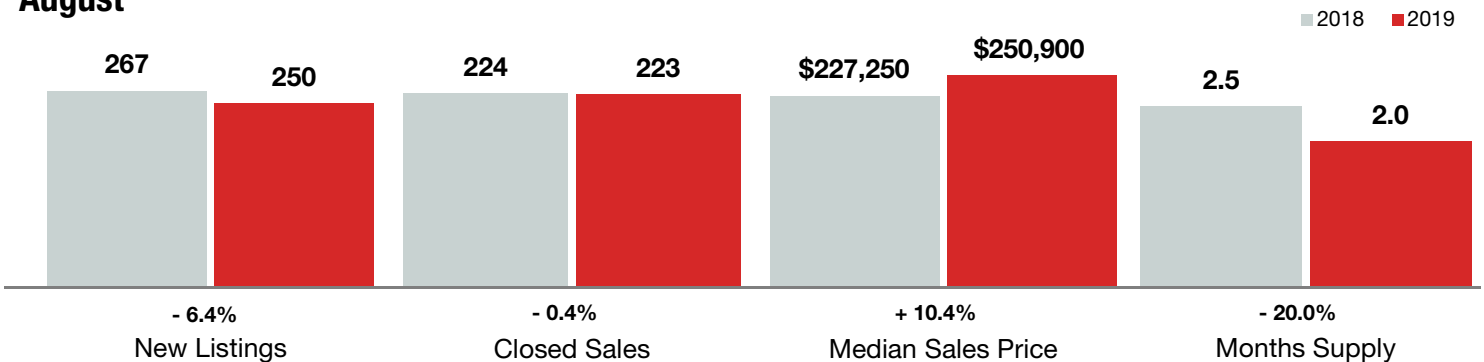
Concord

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	267	250	- 6.4%	2,069	2,048	- 1.0%
Pending Sales	188	204	+ 8.5%	1,621	1,688	+ 4.1%
Closed Sales	224	223	- 0.4%	1,596	1,553	- 2.7%
Median Sales Price*	\$227,250	\$250,900	+ 10.4%	\$224,900	\$240,000	+ 6.7%
Average Sales Price*	\$258,185	\$264,689	+ 2.5%	\$247,293	\$260,093	+ 5.2%
Percent of Original List Price Received*	97.5%	97.5%	0.0%	97.7%	97.1%	- 0.6%
List to Close	81	79	- 2.5%	91	93	+ 2.2%
Days on Market Until Sale	26	26	0.0%	32	40	+ 25.0%
Cumulative Days on Market Until Sale	34	31	- 8.8%	40	47	+ 17.5%
Average List Price	\$252,137	\$292,090	+ 15.8%	\$265,728	\$278,429	+ 4.8%
Inventory of Homes for Sale	472	389	- 17.6%	--	--	--
Months Supply of Inventory	2.5	2.0	- 20.0%	--	--	--

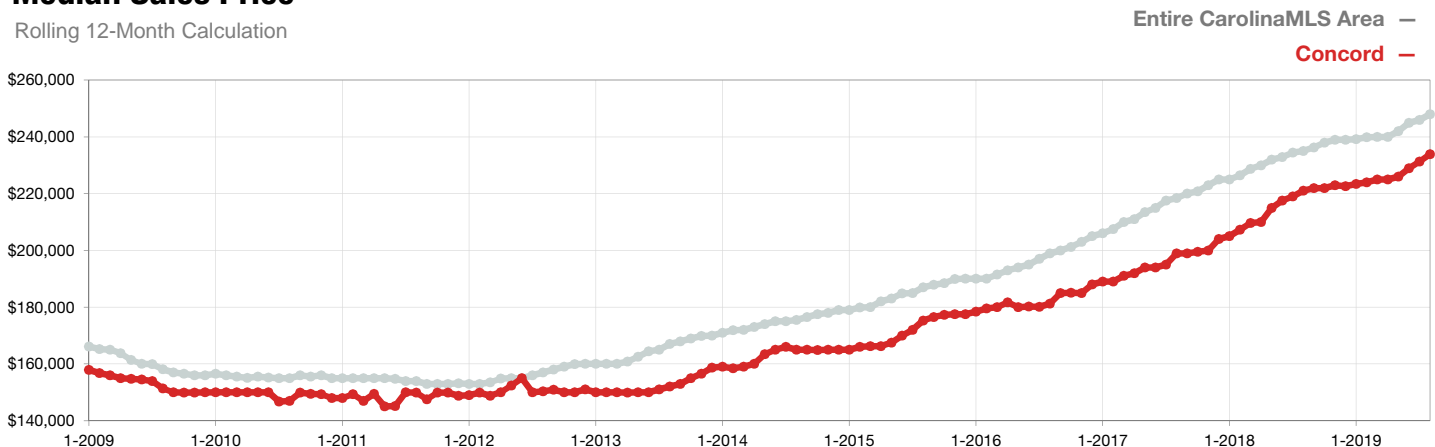
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August



Median Sales Price

Rolling 12-Month Calculation



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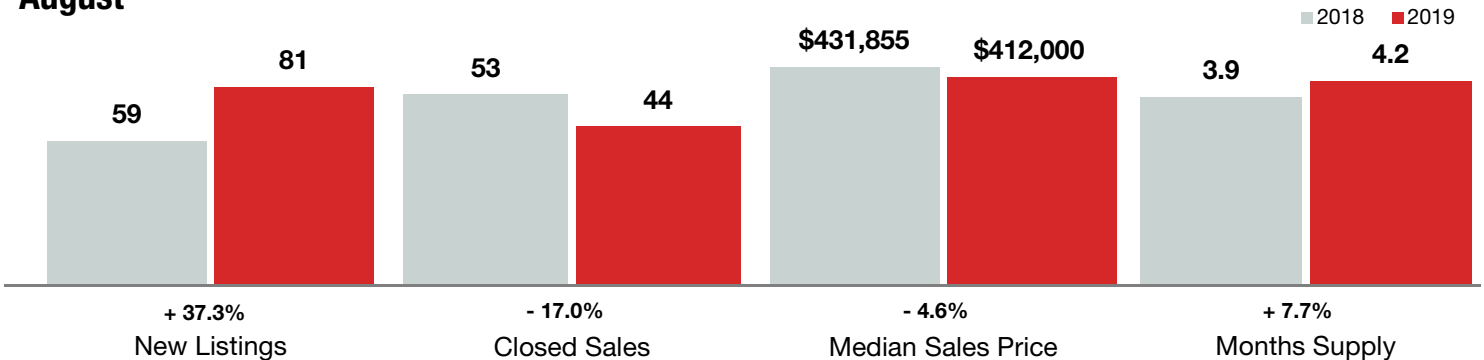
Davidson

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	59	81	+ 37.3%	473	537	+ 13.5%
Pending Sales	49	64	+ 30.6%	348	395	+ 13.5%
Closed Sales	53	44	- 17.0%	332	354	+ 6.6%
Median Sales Price*	\$431,855	\$412,000	- 4.6%	\$375,000	\$381,425	+ 1.7%
Average Sales Price*	\$469,235	\$461,016	- 1.8%	\$445,537	\$465,576	+ 4.5%
Percent of Original List Price Received*	95.5%	94.3%	- 1.3%	96.5%	95.4%	- 1.1%
List to Close	109	120	+ 10.1%	117	113	- 3.4%
Days on Market Until Sale	64	76	+ 18.8%	63	64	+ 1.6%
Cumulative Days on Market Until Sale	64	86	+ 34.4%	70	80	+ 14.3%
Average List Price	\$478,668	\$481,568	+ 0.6%	\$470,876	\$510,641	+ 8.4%
Inventory of Homes for Sale	154	179	+ 16.2%	--	--	--
Months Supply of Inventory	3.9	4.2	+ 7.7%	--	--	--

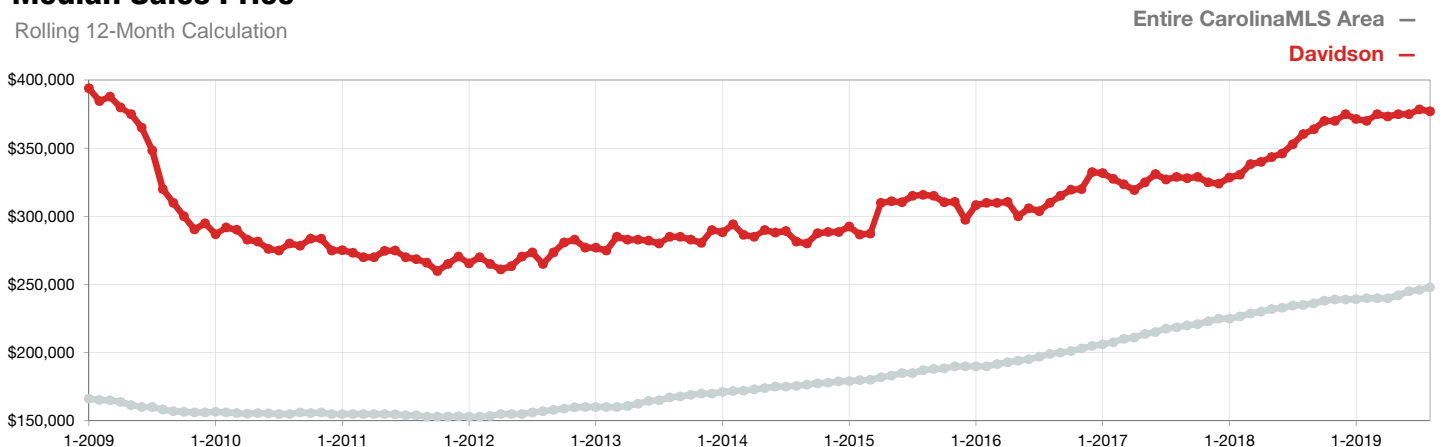
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August



Median Sales Price

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Local Market Update for August 2019



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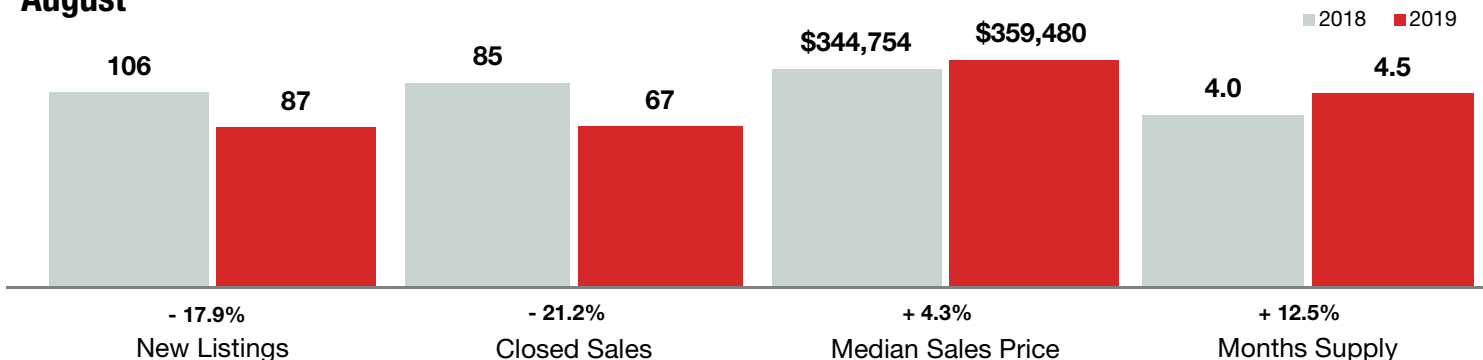
Denver

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	106	87	- 17.9%	734	647	- 11.9%
Pending Sales	64	54	- 15.6%	536	483	- 9.9%
Closed Sales	85	67	- 21.2%	491	463	- 5.7%
Median Sales Price*	\$344,754	\$359,480	+ 4.3%	\$335,000	\$348,870	+ 4.1%
Average Sales Price*	\$413,982	\$413,668	- 0.1%	\$378,113	\$398,863	+ 5.5%
Percent of Original List Price Received*	95.3%	95.3%	0.0%	96.6%	96.4%	- 0.2%
List to Close	109	112	+ 2.8%	119	123	+ 3.4%
Days on Market Until Sale	62	57	- 8.1%	65	66	+ 1.5%
Cumulative Days on Market Until Sale	86	72	- 16.3%	80	84	+ 5.0%
Average List Price	\$383,209	\$438,545	+ 14.4%	\$439,961	\$443,839	+ 0.9%
Inventory of Homes for Sale	239	240	+ 0.4%	--	--	--
Months Supply of Inventory	4.0	4.5	+ 12.5%	--	--	--

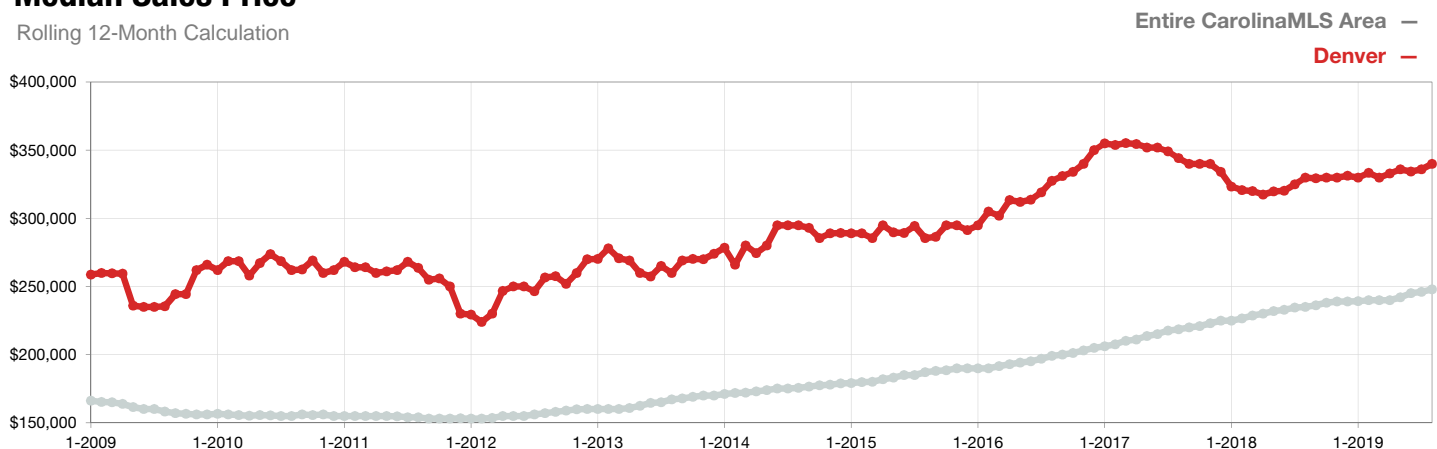
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August



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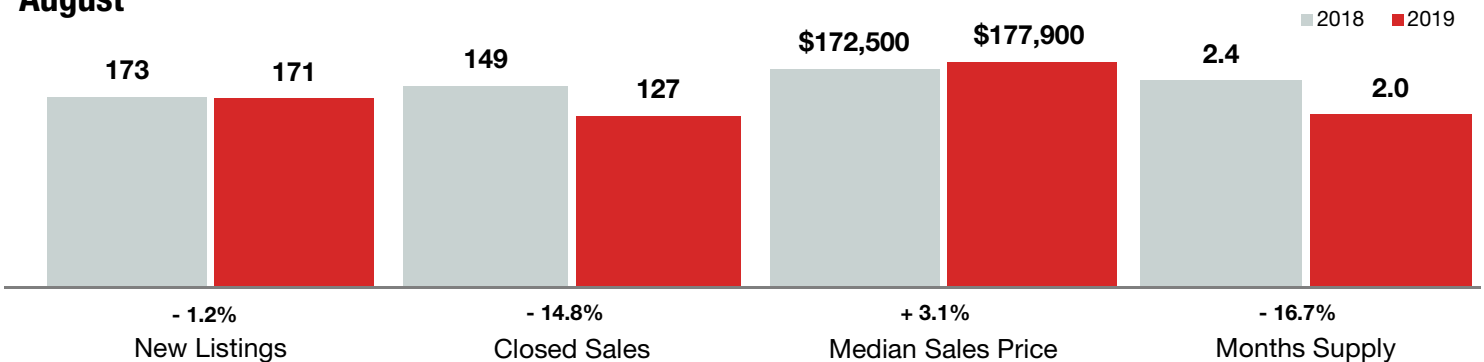
Gastonia

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	173	171	- 1.2%	1,277	1,239	- 3.0%
Pending Sales	136	152	+ 11.8%	1,033	1,081	+ 4.6%
Closed Sales	149	127	- 14.8%	966	1,018	+ 5.4%
Median Sales Price*	\$172,500	\$177,900	+ 3.1%	\$164,983	\$177,000	+ 7.3%
Average Sales Price*	\$187,913	\$183,139	- 2.5%	\$172,840	\$186,883	+ 8.1%
Percent of Original List Price Received*	98.0%	97.9%	- 0.1%	96.9%	97.1%	+ 0.2%
List to Close	78	81	+ 3.8%	83	83	0.0%
Days on Market Until Sale	34	34	0.0%	35	36	+ 2.9%
Cumulative Days on Market Until Sale	44	37	- 15.9%	42	44	+ 4.8%
Average List Price	\$196,538	\$206,454	+ 5.0%	\$186,705	\$196,240	+ 5.1%
Inventory of Homes for Sale	283	249	- 12.0%	--	--	--
Months Supply of Inventory	2.4	2.0	- 16.7%	--	--	--

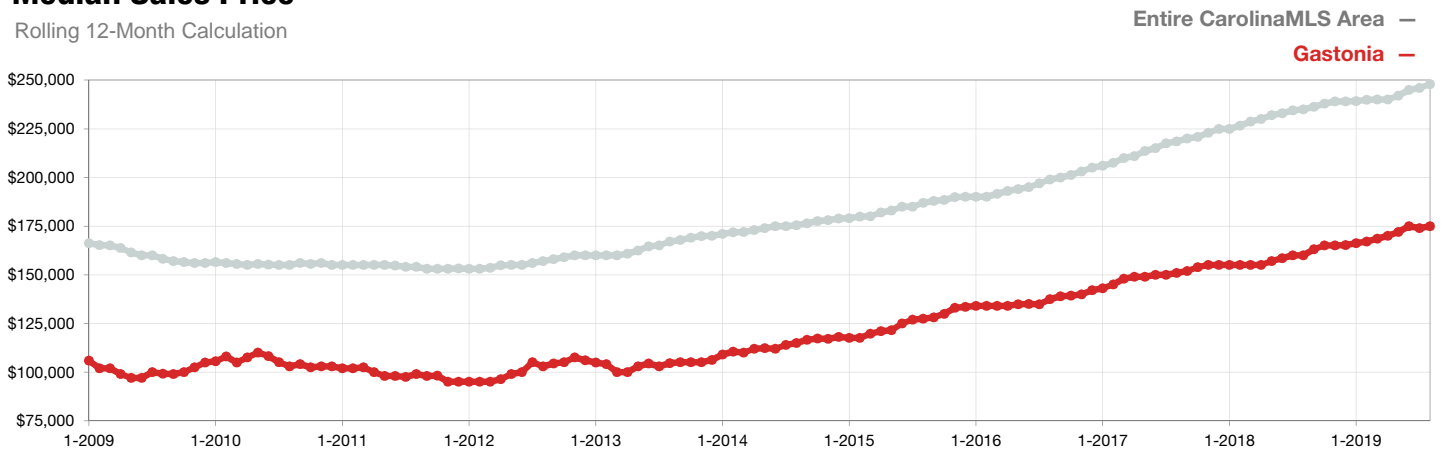
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August



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Local Market Update for August 2019

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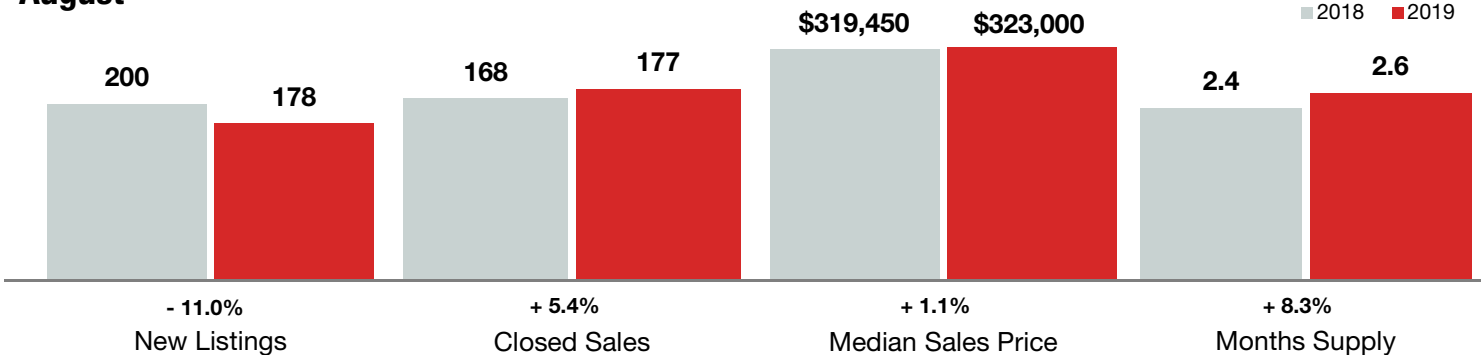
Huntersville

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	200	178	- 11.0%	1,558	1,542	- 1.0%
Pending Sales	161	172	+ 6.8%	1,254	1,224	- 2.4%
Closed Sales	168	177	+ 5.4%	1,152	1,110	- 3.6%
Median Sales Price*	\$319,450	\$323,000	+ 1.1%	\$315,000	\$320,000	+ 1.6%
Average Sales Price*	\$335,676	\$338,030	+ 0.7%	\$336,371	\$336,112	- 0.1%
Percent of Original List Price Received*	97.3%	96.6%	- 0.7%	97.4%	96.8%	- 0.6%
List to Close	81	84	+ 3.7%	93	91	- 2.2%
Days on Market Until Sale	38	40	+ 5.3%	43	45	+ 4.7%
Cumulative Days on Market Until Sale	44	43	- 2.3%	49	54	+ 10.2%
Average List Price	\$357,954	\$355,208	- 0.8%	\$353,544	\$372,181	+ 5.3%
Inventory of Homes for Sale	335	346	+ 3.3%	--	--	--
Months Supply of Inventory	2.4	2.6	+ 8.3%	--	--	--

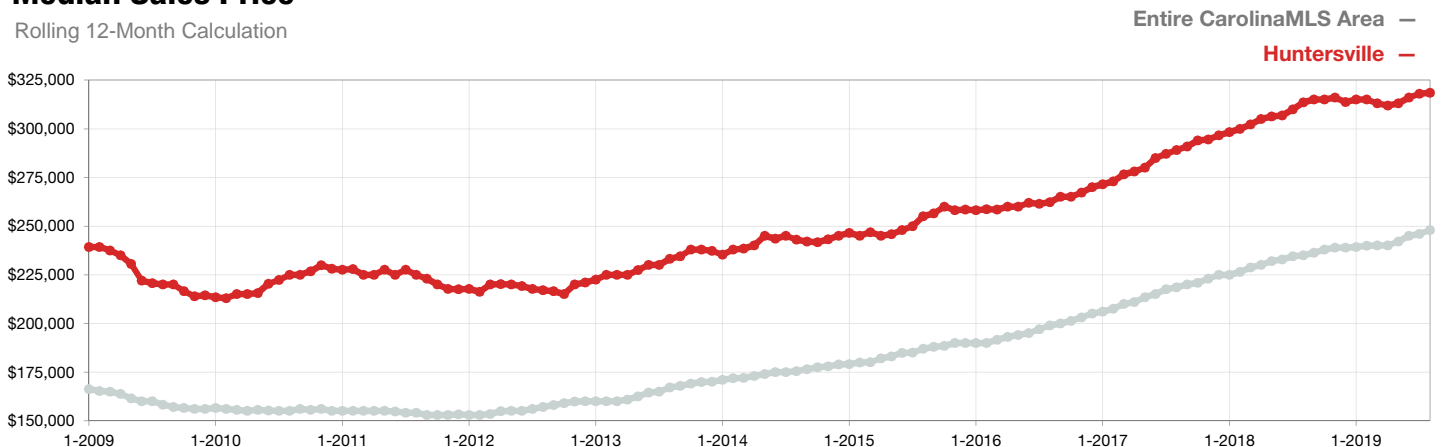
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August



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Local Market Update for August 2019

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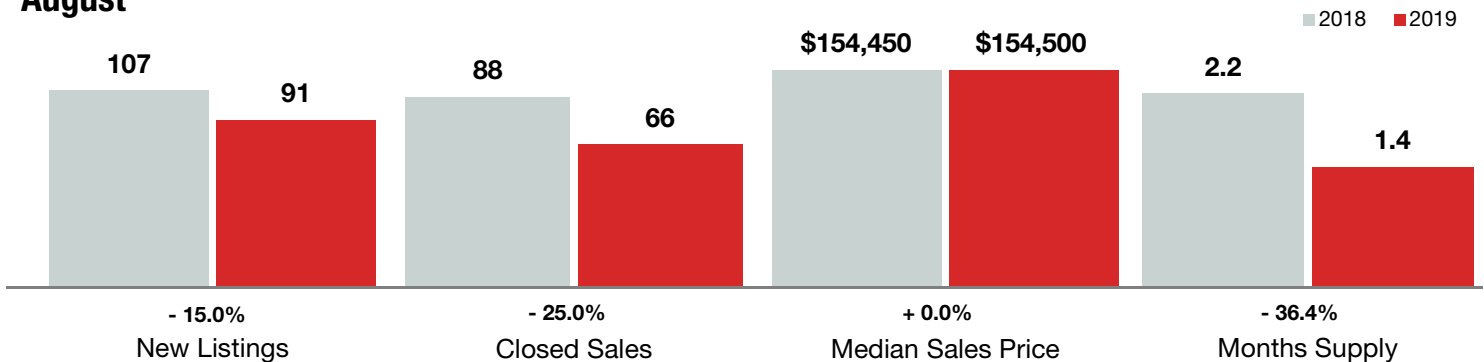
Kannapolis

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	107	91	- 15.0%	704	674	- 4.3%
Pending Sales	76	98	+ 28.9%	599	620	+ 3.5%
Closed Sales	88	66	- 25.0%	567	556	- 1.9%
Median Sales Price*	\$154,450	\$154,500	+ 0.0%	\$151,500	\$158,000	+ 4.3%
Average Sales Price*	\$154,883	\$168,605	+ 8.9%	\$163,809	\$172,381	+ 5.2%
Percent of Original List Price Received*	95.8%	95.8%	0.0%	96.1%	96.4%	+ 0.3%
List to Close	75	80	+ 6.7%	79	78	- 1.3%
Days on Market Until Sale	29	37	+ 27.6%	34	37	+ 8.8%
Cumulative Days on Market Until Sale	37	43	+ 16.2%	42	44	+ 4.8%
Average List Price	\$190,736	\$184,618	- 3.2%	\$176,540	\$183,875	+ 4.2%
Inventory of Homes for Sale	150	94	- 37.3%	--	--	--
Months Supply of Inventory	2.2	1.4	- 36.4%	--	--	--

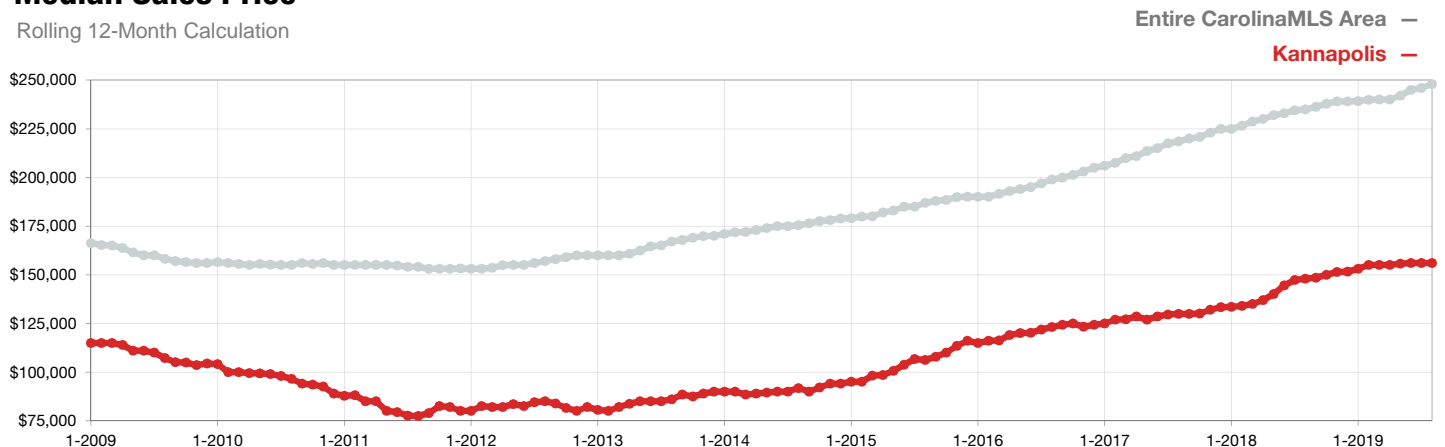
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August



Median Sales Price

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Local Market Update for August 2019

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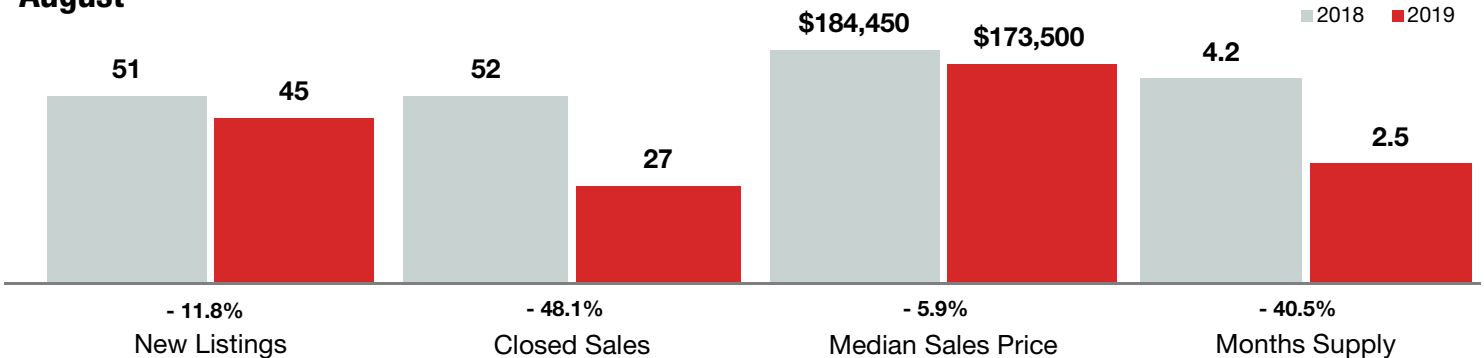
Lincolnton

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	51	45	- 11.8%	391	339	- 13.3%
Pending Sales	35	55	+ 57.1%	294	279	- 5.1%
Closed Sales	52	27	- 48.1%	294	248	- 15.6%
Median Sales Price*	\$184,450	\$173,500	- 5.9%	\$167,000	\$176,500	+ 5.7%
Average Sales Price*	\$204,460	\$220,811	+ 8.0%	\$191,048	\$193,205	+ 1.1%
Percent of Original List Price Received*	95.7%	96.8%	+ 1.1%	95.0%	96.2%	+ 1.3%
List to Close	124	94	- 24.2%	119	97	- 18.5%
Days on Market Until Sale	59	37	- 37.3%	61	50	- 18.0%
Cumulative Days on Market Until Sale	59	41	- 30.5%	67	59	- 11.9%
Average List Price	\$199,796	\$242,840	+ 21.5%	\$216,827	\$227,526	+ 4.9%
Inventory of Homes for Sale	147	81	- 44.9%	--	--	--
Months Supply of Inventory	4.2	2.5	- 40.5%	--	--	--

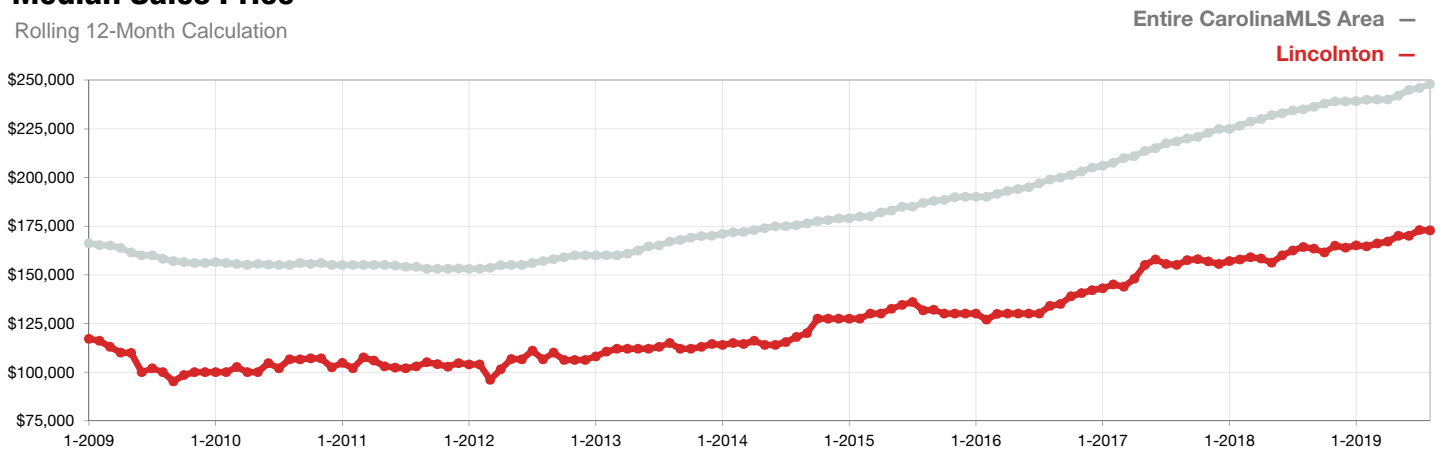
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August



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Local Market Update for August 2019

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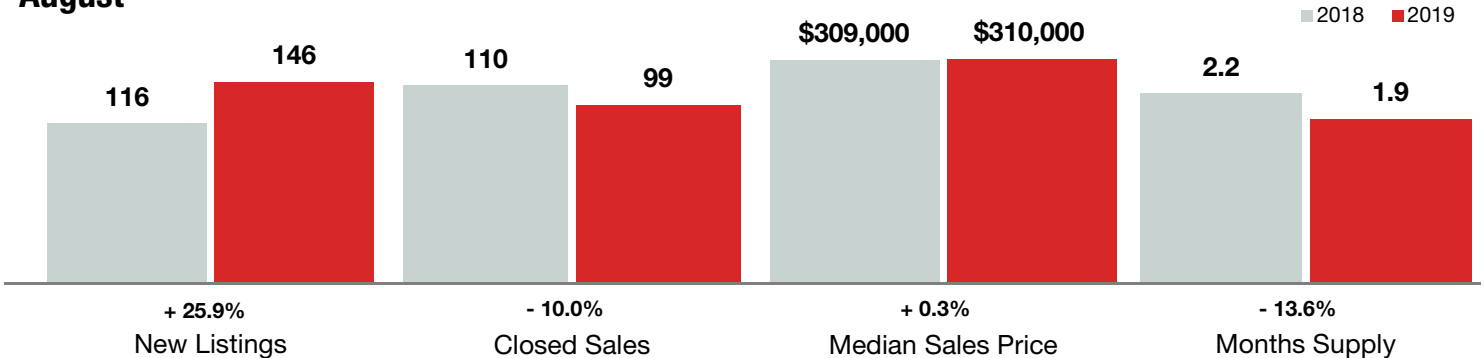
Matthews

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	116	146	+ 25.9%	1,040	1,109	+ 6.6%
Pending Sales	104	137	+ 31.7%	846	902	+ 6.6%
Closed Sales	110	99	- 10.0%	797	816	+ 2.4%
Median Sales Price*	\$309,000	\$310,000	+ 0.3%	\$295,000	\$317,000	+ 7.5%
Average Sales Price*	\$326,499	\$359,555	+ 10.1%	\$327,450	\$364,415	+ 11.3%
Percent of Original List Price Received*	97.1%	97.1%	0.0%	97.9%	97.5%	- 0.4%
List to Close	73	72	- 1.4%	75	77	+ 2.7%
Days on Market Until Sale	30	32	+ 6.7%	31	32	+ 3.2%
Cumulative Days on Market Until Sale	34	33	- 2.9%	41	40	- 2.4%
Average List Price	\$315,058	\$355,129	+ 12.7%	\$349,690	\$383,114	+ 9.6%
Inventory of Homes for Sale	216	184	- 14.8%	--	--	--
Months Supply of Inventory	2.2	1.9	- 13.6%	--	--	--

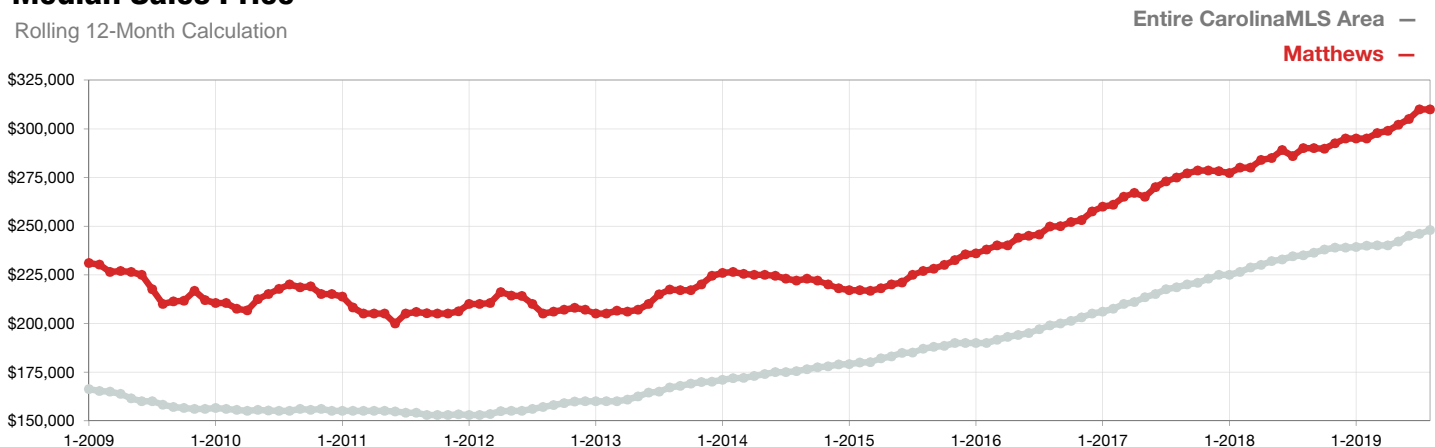
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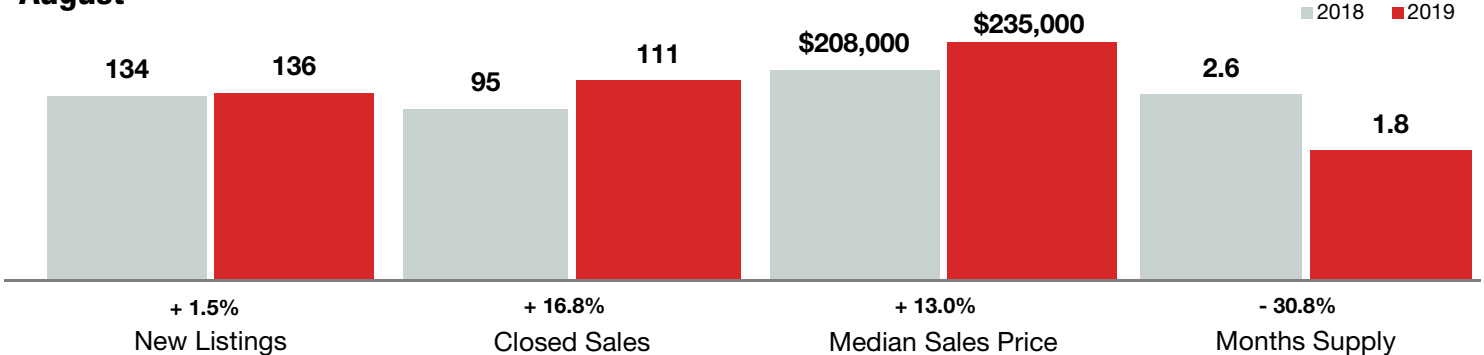
Monroe

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	134	136	+ 1.5%	911	1,045	+ 14.7%
Pending Sales	91	120	+ 31.9%	744	902	+ 21.2%
Closed Sales	95	111	+ 16.8%	697	782	+ 12.2%
Median Sales Price*	\$208,000	\$235,000	+ 13.0%	\$205,000	\$222,000	+ 8.3%
Average Sales Price*	\$225,248	\$258,048	+ 14.6%	\$224,346	\$236,782	+ 5.5%
Percent of Original List Price Received*	96.9%	97.2%	+ 0.3%	97.1%	96.9%	- 0.2%
List to Close	62	83	+ 33.9%	79	81	+ 2.5%
Days on Market Until Sale	20	33	+ 65.0%	34	36	+ 5.9%
Cumulative Days on Market Until Sale	26	33	+ 26.9%	41	43	+ 4.9%
Average List Price	\$237,327	\$263,865	+ 11.2%	\$239,588	\$256,793	+ 7.2%
Inventory of Homes for Sale	218	176	- 19.3%	--	--	--
Months Supply of Inventory	2.6	1.8	- 30.8%	--	--	--

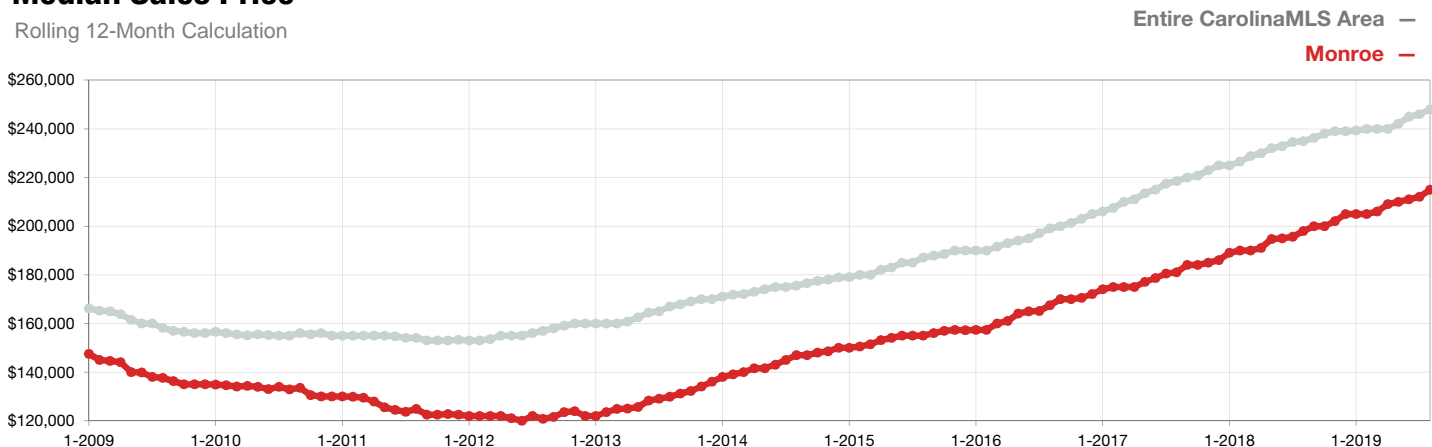
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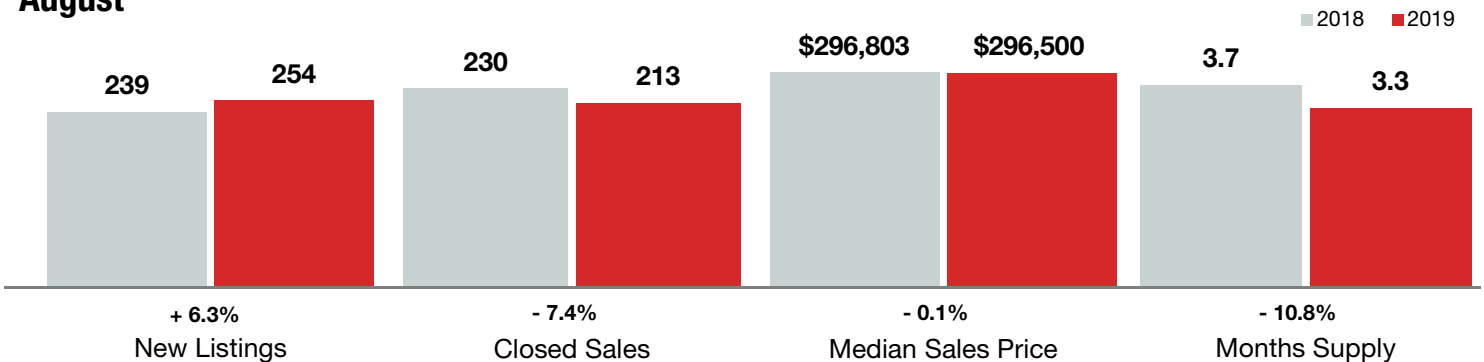
Mooresville

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	239	254	+ 6.3%	1,984	1,999	+ 0.8%
Pending Sales	191	240	+ 25.7%	1,481	1,620	+ 9.4%
Closed Sales	230	213	- 7.4%	1,379	1,475	+ 7.0%
Median Sales Price*	\$296,803	\$296,500	- 0.1%	\$305,000	\$297,500	- 2.5%
Average Sales Price*	\$398,883	\$371,220	- 6.9%	\$394,715	\$383,684	- 2.8%
Percent of Original List Price Received*	95.7%	96.1%	+ 0.4%	96.2%	96.1%	- 0.1%
List to Close	108	102	- 5.6%	115	114	- 0.9%
Days on Market Until Sale	60	53	- 11.7%	65	63	- 3.1%
Cumulative Days on Market Until Sale	78	67	- 14.1%	79	82	+ 3.8%
Average List Price	\$456,482	\$419,473	- 8.1%	\$429,173	\$439,503	+ 2.4%
Inventory of Homes for Sale	651	592	- 9.1%	--	--	--
Months Supply of Inventory	3.7	3.3	- 10.8%	--	--	--

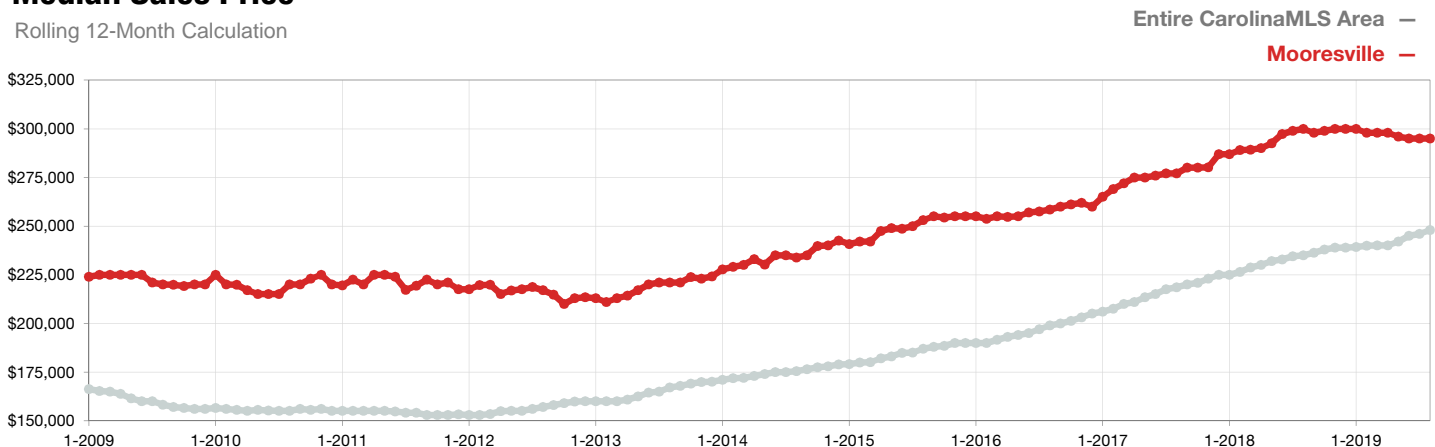
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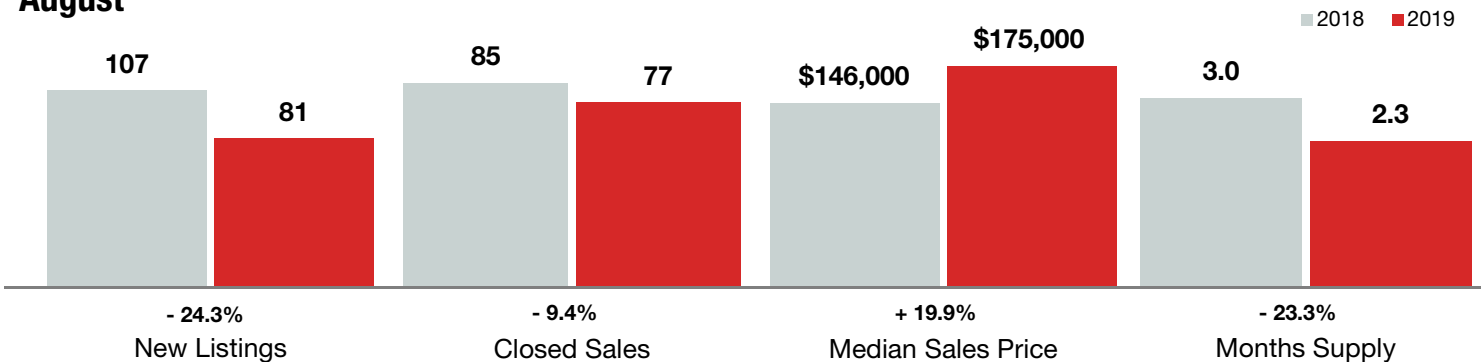
Salisbury

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	107	81	- 24.3%	772	823	+ 6.6%
Pending Sales	75	98	+ 30.7%	665	710	+ 6.8%
Closed Sales	85	77	- 9.4%	631	623	- 1.3%
Median Sales Price*	\$146,000	\$175,000	+ 19.9%	\$148,995	\$159,000	+ 6.7%
Average Sales Price*	\$172,381	\$208,688	+ 21.1%	\$160,226	\$172,242	+ 7.5%
Percent of Original List Price Received*	95.2%	95.5%	+ 0.3%	95.1%	95.2%	+ 0.1%
List to Close	107	83	- 22.4%	112	100	- 10.7%
Days on Market Until Sale	60	36	- 40.0%	65	51	- 21.5%
Cumulative Days on Market Until Sale	66	46	- 30.3%	75	58	- 22.7%
Average List Price	\$196,496	\$233,307	+ 18.7%	\$185,231	\$198,923	+ 7.4%
Inventory of Homes for Sale	225	187	- 16.9%	--	--	--
Months Supply of Inventory	3.0	2.3	- 23.3%	--	--	--

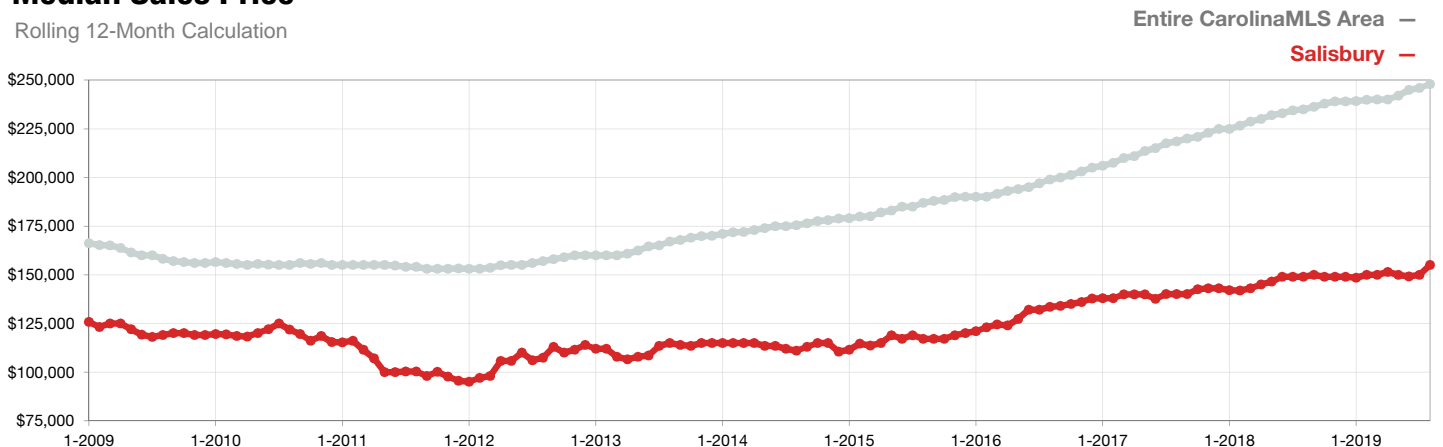
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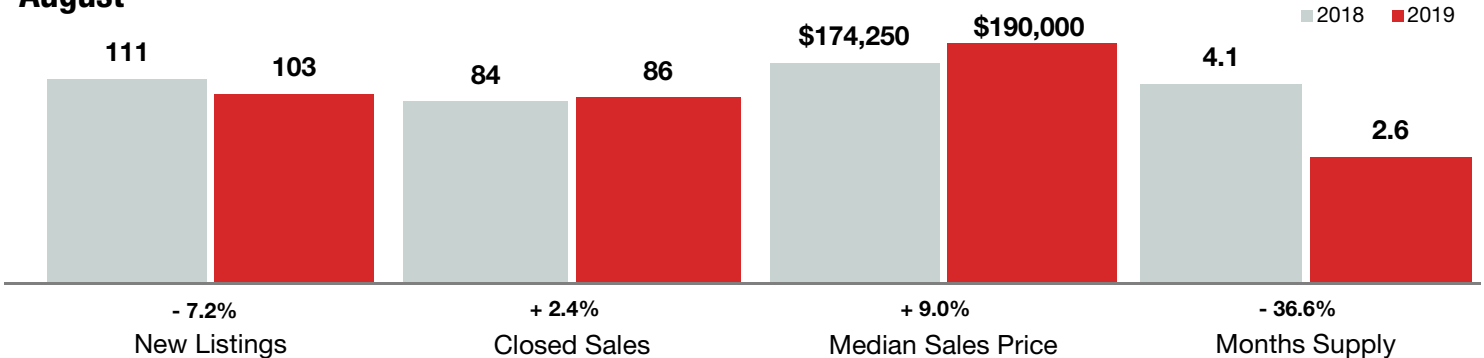
Statesville

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	111	103	- 7.2%	865	808	- 6.6%
Pending Sales	88	96	+ 9.1%	649	727	+ 12.0%
Closed Sales	84	86	+ 2.4%	599	669	+ 11.7%
Median Sales Price*	\$174,250	\$190,000	+ 9.0%	\$165,000	\$179,000	+ 8.5%
Average Sales Price*	\$188,140	\$259,393	+ 37.9%	\$180,831	\$197,365	+ 9.1%
Percent of Original List Price Received*	96.8%	93.1%	- 3.8%	95.6%	94.6%	- 1.0%
List to Close	86	112	+ 30.2%	112	111	- 0.9%
Days on Market Until Sale	41	56	+ 36.6%	62	59	- 4.8%
Cumulative Days on Market Until Sale	45	67	+ 48.9%	74	68	- 8.1%
Average List Price	\$248,586	\$211,401	- 15.0%	\$212,852	\$230,878	+ 8.5%
Inventory of Homes for Sale	311	216	- 30.5%	--	--	--
Months Supply of Inventory	4.1	2.6	- 36.6%	--	--	--

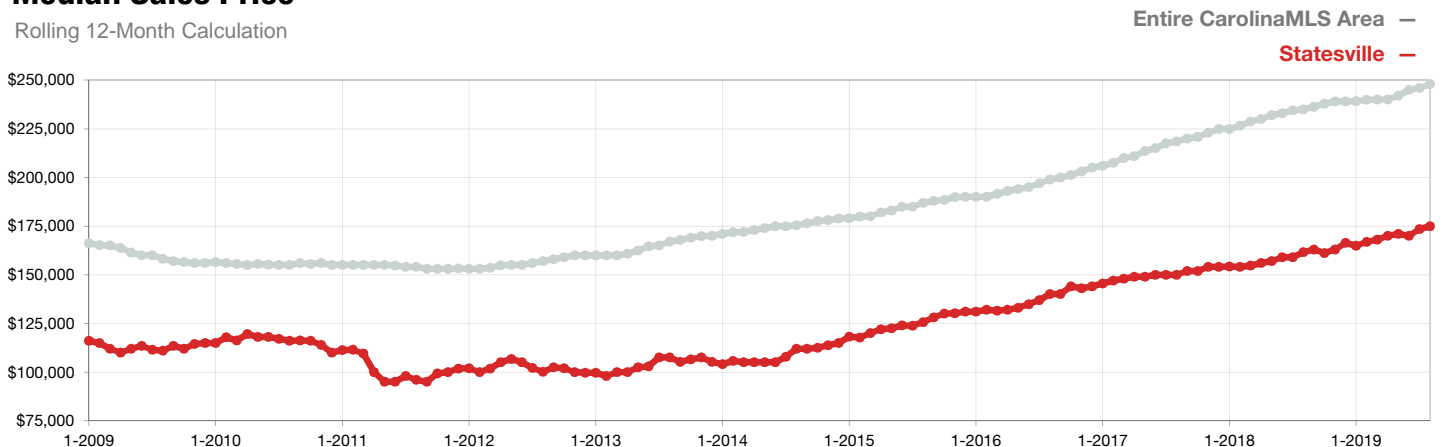
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August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2019

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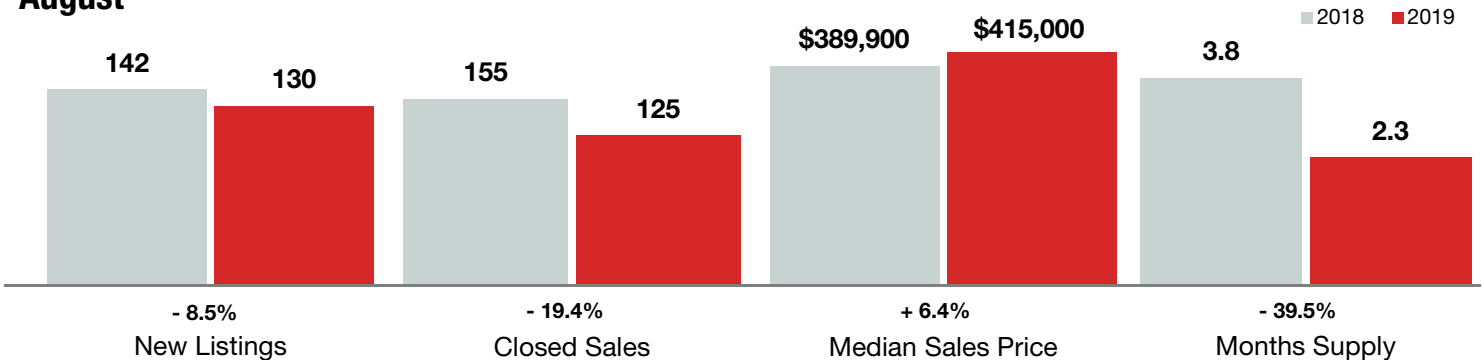
Waxhaw

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	142	130	- 8.5%	1,293	1,208	- 6.6%
Pending Sales	106	116	+ 9.4%	966	1,035	+ 7.1%
Closed Sales	155	125	- 19.4%	926	936	+ 1.1%
Median Sales Price*	\$389,900	\$415,000	+ 6.4%	\$398,950	\$386,086	- 3.2%
Average Sales Price*	\$454,475	\$489,476	+ 7.7%	\$457,804	\$456,116	- 0.4%
Percent of Original List Price Received*	97.1%	96.5%	- 0.6%	96.9%	96.8%	- 0.1%
List to Close	97	92	- 5.2%	107	107	0.0%
Days on Market Until Sale	47	41	- 12.8%	54	57	+ 5.6%
Cumulative Days on Market Until Sale	65	48	- 26.2%	69	69	0.0%
Average List Price	\$529,602	\$518,972	- 2.0%	\$517,782	\$509,798	- 1.5%
Inventory of Homes for Sale	412	258	- 37.4%	--	--	--
Months Supply of Inventory	3.8	2.3	- 39.5%	--	--	--

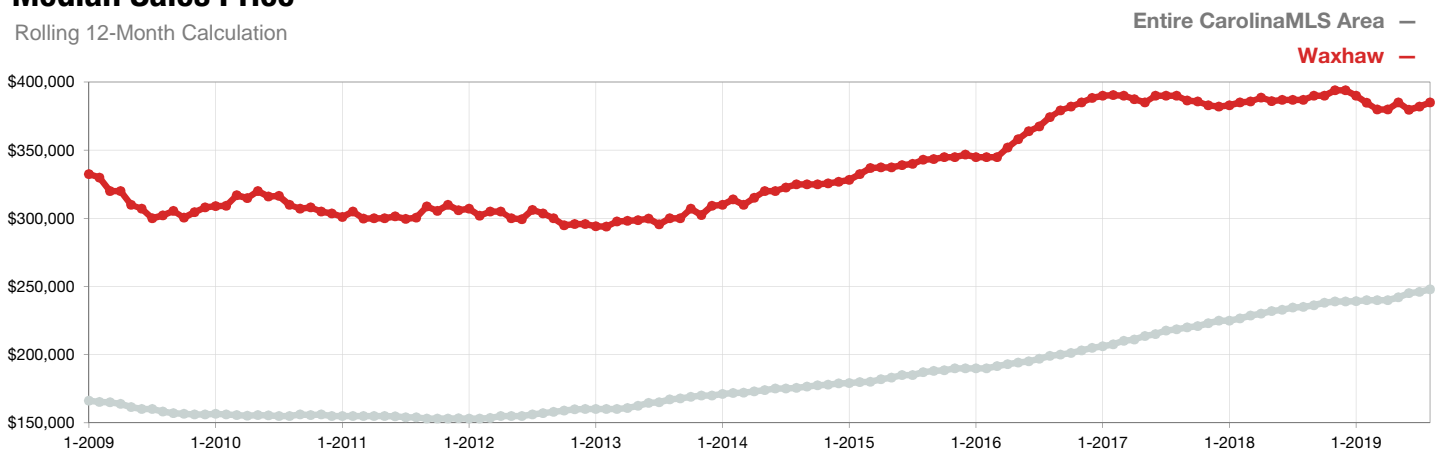
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August



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Local Market Update for August 2019

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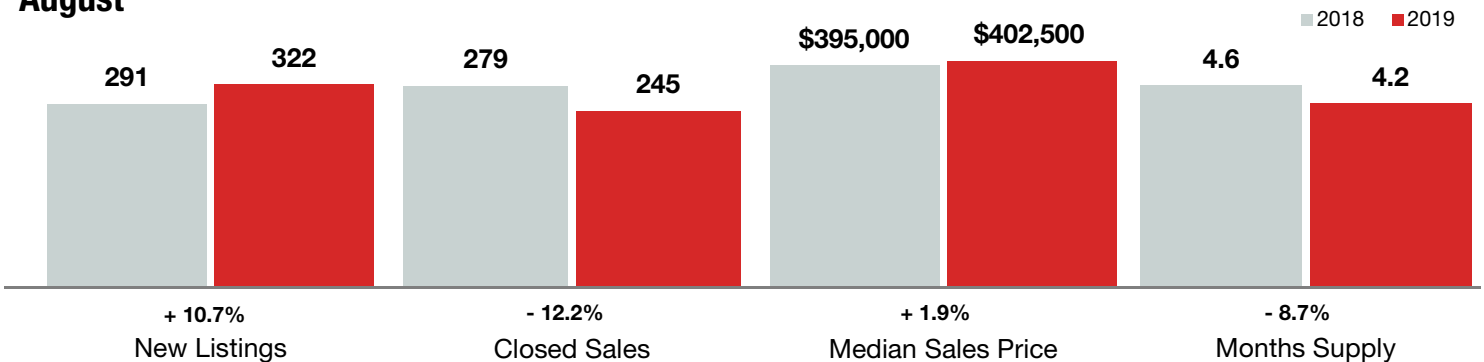
Lake Norman

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	291	322	+ 10.7%	2,501	2,403	- 3.9%
Pending Sales	221	277	+ 25.3%	1,754	1,814	+ 3.4%
Closed Sales	279	245	- 12.2%	1,648	1,647	- 0.1%
Median Sales Price*	\$395,000	\$402,500	+ 1.9%	\$385,000	\$380,005	- 1.3%
Average Sales Price*	\$500,863	\$513,722	+ 2.6%	\$500,667	\$500,742	+ 0.0%
Percent of Original List Price Received*	95.5%	95.1%	- 0.4%	95.9%	95.4%	- 0.5%
List to Close	117	113	- 3.4%	126	123	- 2.4%
Days on Market Until Sale	77	65	- 15.6%	74	70	- 5.4%
Cumulative Days on Market Until Sale	100	89	- 11.0%	93	95	+ 2.2%
Average List Price	\$575,663	\$533,449	- 7.3%	\$566,438	\$578,556	+ 2.1%
Inventory of Homes for Sale	936	837	- 10.6%	--	--	--
Months Supply of Inventory	4.6	4.2	- 8.7%	--	--	--

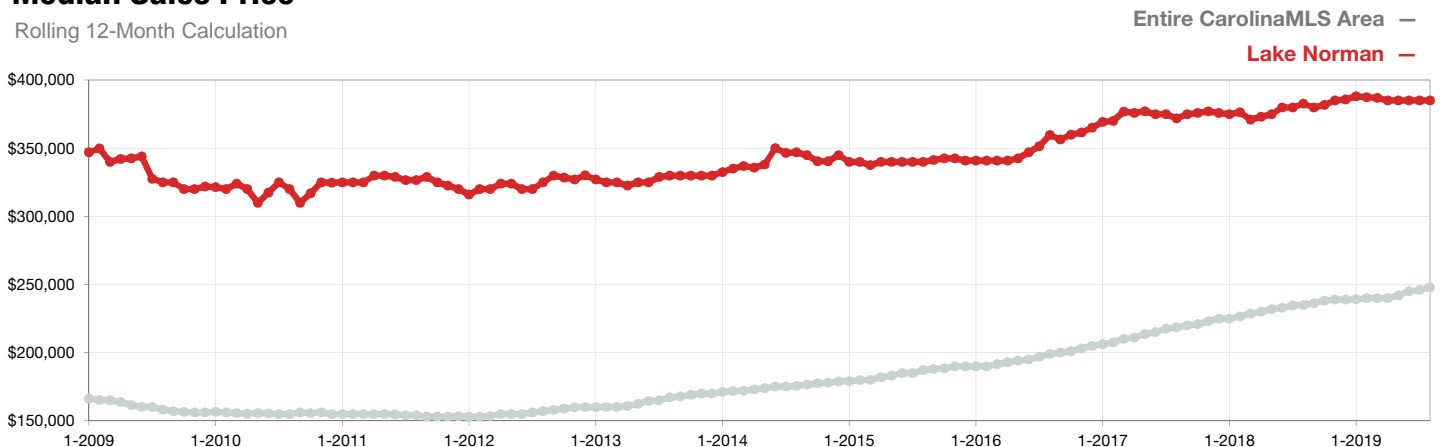
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August



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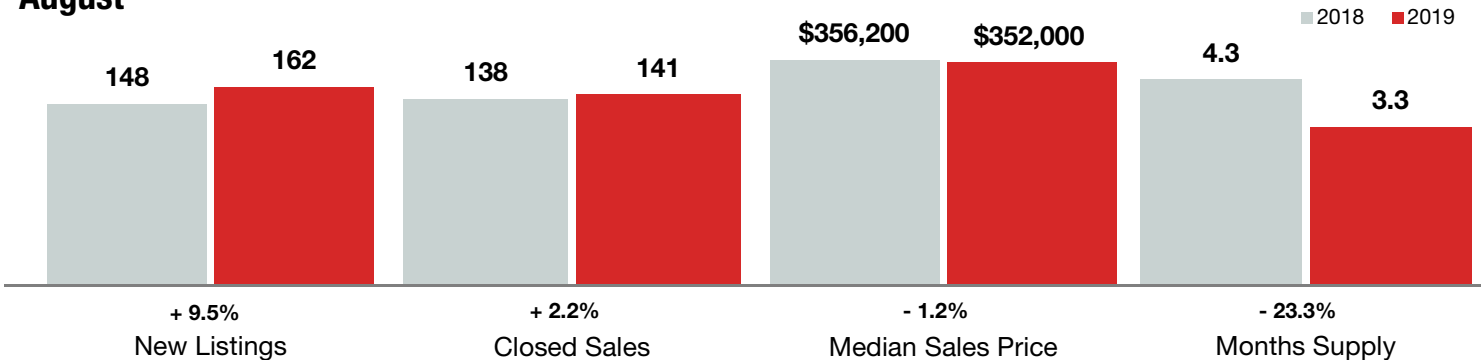
Lake Wylie

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	148	162	+ 9.5%	1,249	1,370	+ 9.7%
Pending Sales	88	174	+ 97.7%	907	1,116	+ 23.0%
Closed Sales	138	141	+ 2.2%	871	966	+ 10.9%
Median Sales Price*	\$356,200	\$352,000	- 1.2%	\$350,000	\$345,000	- 1.4%
Average Sales Price*	\$386,967	\$406,428	+ 5.0%	\$395,693	\$395,166	- 0.1%
Percent of Original List Price Received*	96.2%	96.3%	+ 0.1%	97.1%	96.5%	- 0.6%
List to Close	111	103	- 7.2%	123	117	- 4.9%
Days on Market Until Sale	63	54	- 14.3%	66	63	- 4.5%
Cumulative Days on Market Until Sale	74	69	- 6.8%	78	76	- 2.6%
Average List Price	\$403,583	\$419,542	+ 4.0%	\$454,556	\$438,160	- 3.6%
Inventory of Homes for Sale	441	385	- 12.7%	--	--	--
Months Supply of Inventory	4.3	3.3	- 23.3%	--	--	--

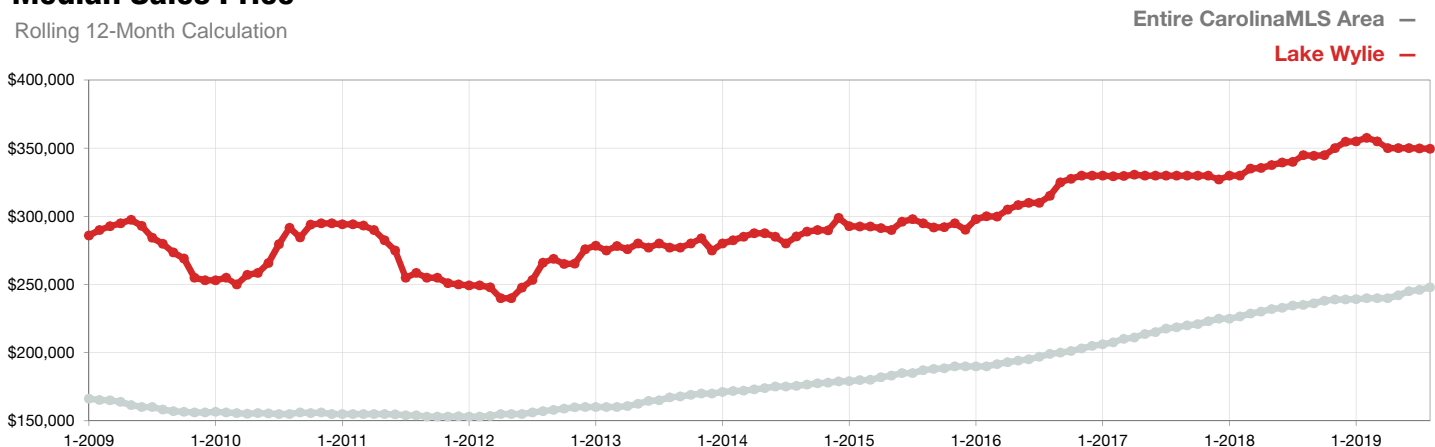
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August



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Local Market Update for August 2019

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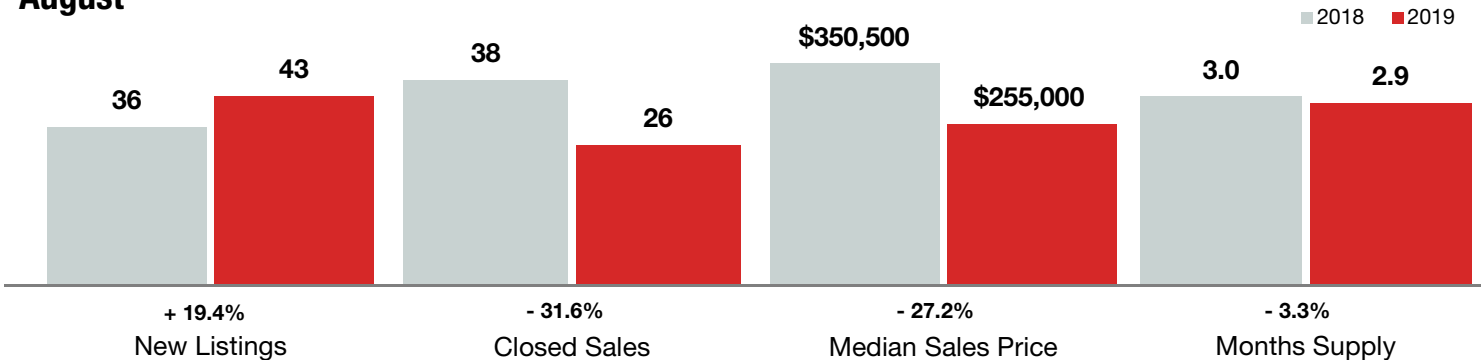
Uptown Charlotte

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	36	43	+ 19.4%	361	324	- 10.2%
Pending Sales	43	31	- 27.9%	273	257	- 5.9%
Closed Sales	38	26	- 31.6%	254	238	- 6.3%
Median Sales Price*	\$350,500	\$255,000	- 27.2%	\$279,000	\$296,250	+ 6.2%
Average Sales Price*	\$361,828	\$274,481	- 24.1%	\$322,256	\$361,582	+ 12.2%
Percent of Original List Price Received*	97.0%	96.2%	- 0.8%	96.5%	97.2%	+ 0.7%
List to Close	180	78	- 56.7%	102	92	- 9.8%
Days on Market Until Sale	52	42	- 19.2%	47	46	- 2.1%
Cumulative Days on Market Until Sale	72	45	- 37.5%	60	58	- 3.3%
Average List Price	\$353,753	\$428,530	+ 21.1%	\$347,966	\$391,927	+ 12.6%
Inventory of Homes for Sale	93	83	- 10.8%	--	--	--
Months Supply of Inventory	3.0	2.9	- 3.3%	--	--	--

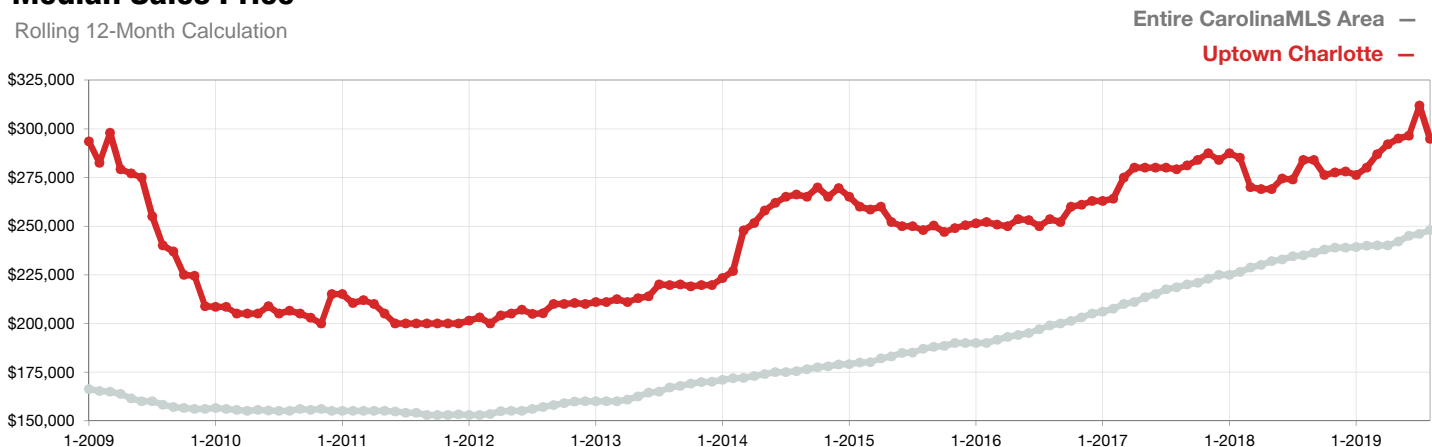
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August



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Local Market Update for August 2019

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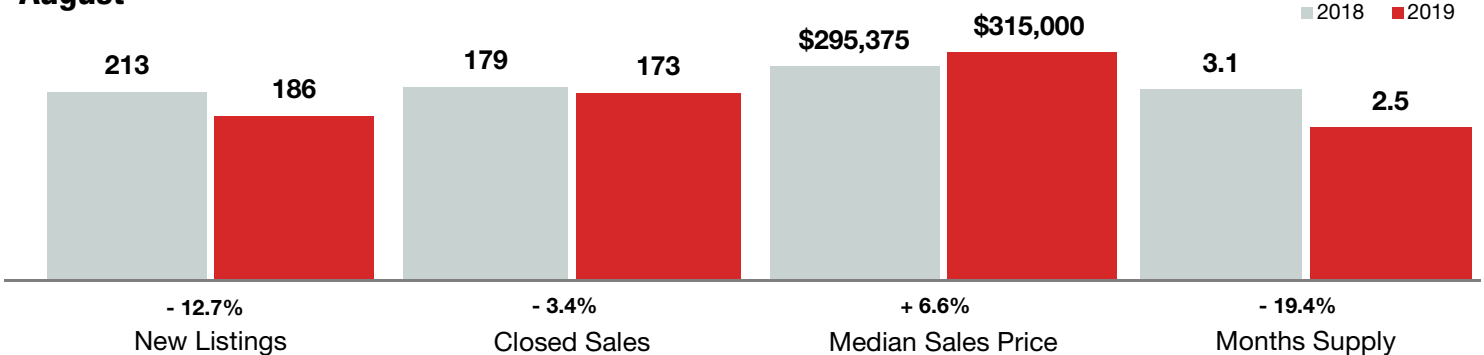
Lancaster County

South Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	213	186	- 12.7%	1,642	1,651	+ 0.5%
Pending Sales	161	181	+ 12.4%	1,352	1,428	+ 5.6%
Closed Sales	179	173	- 3.4%	1,269	1,299	+ 2.4%
Median Sales Price*	\$295,375	\$315,000	+ 6.6%	\$275,000	\$293,000	+ 6.5%
Average Sales Price*	\$294,123	\$307,727	+ 4.6%	\$281,450	\$290,210	+ 3.1%
Percent of Original List Price Received*	96.9%	97.5%	+ 0.6%	97.1%	97.1%	0.0%
List to Close	113	100	- 11.5%	111	108	- 2.7%
Days on Market Until Sale	51	40	- 21.6%	57	50	- 12.3%
Cumulative Days on Market Until Sale	67	41	- 38.8%	71	59	- 16.9%
Average List Price	\$318,808	\$321,238	+ 0.8%	\$308,286	\$317,831	+ 3.1%
Inventory of Homes for Sale	474	391	- 17.5%	--	--	--
Months Supply of Inventory	3.1	2.5	- 19.4%	--	--	--

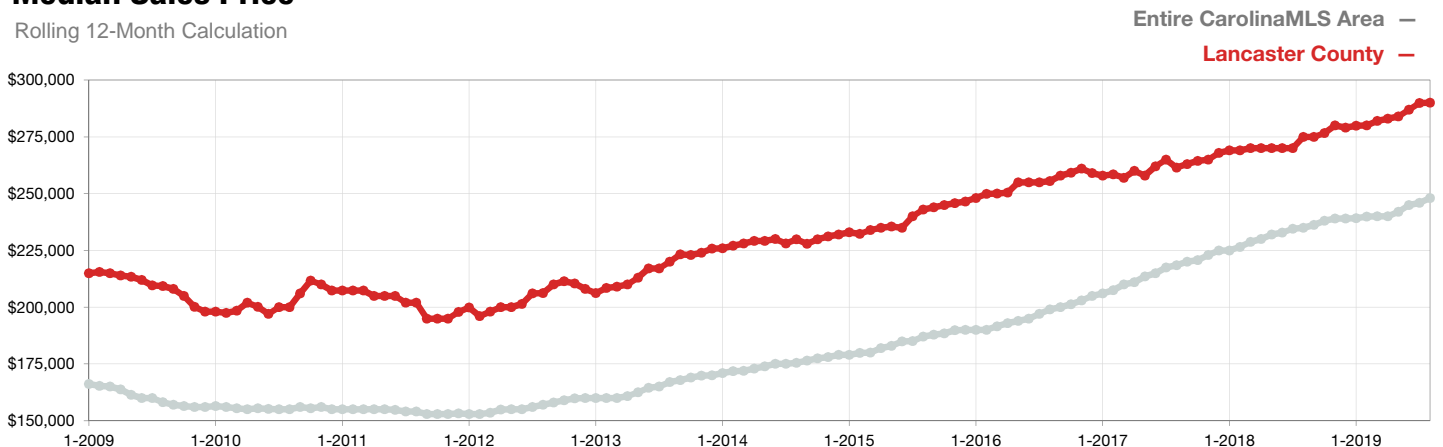
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August



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Local Market Update for August 2019

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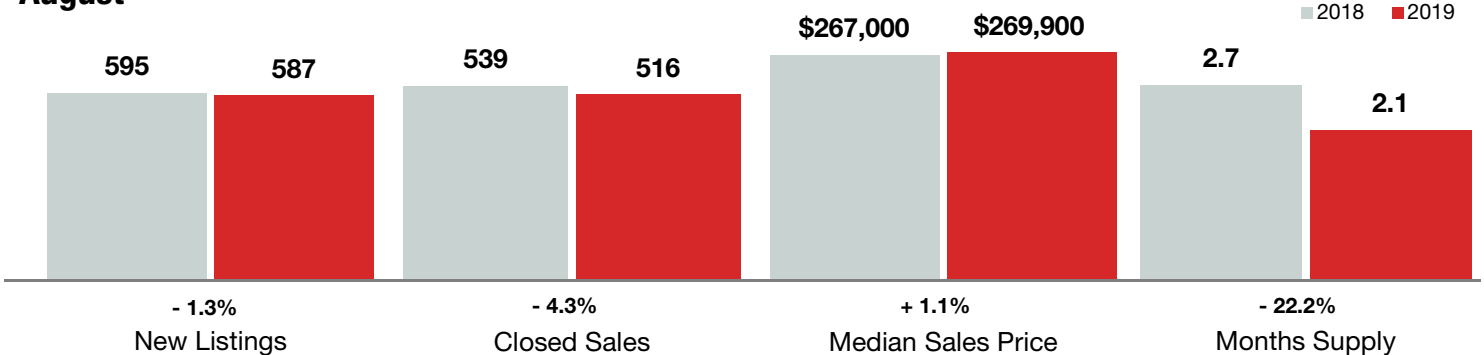
York County

South Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	595	587	- 1.3%	4,530	4,775	+ 5.4%
Pending Sales	467	563	+ 20.6%	3,607	4,095	+ 13.5%
Closed Sales	539	516	- 4.3%	3,449	3,687	+ 6.9%
Median Sales Price*	\$267,000	\$269,900	+ 1.1%	\$255,900	\$265,500	+ 3.8%
Average Sales Price*	\$289,434	\$298,124	+ 3.0%	\$281,647	\$294,045	+ 4.4%
Percent of Original List Price Received*	97.4%	97.2%	- 0.2%	97.4%	97.3%	- 0.1%
List to Close	83	83	0.0%	89	91	+ 2.2%
Days on Market Until Sale	38	37	- 2.6%	41	44	+ 7.3%
Cumulative Days on Market Until Sale	45	45	0.0%	50	53	+ 6.0%
Average List Price	\$300,646	\$309,082	+ 2.8%	\$305,234	\$314,934	+ 3.2%
Inventory of Homes for Sale	1,099	933	- 15.1%	--	--	--
Months Supply of Inventory	2.7	2.1	- 22.2%	--	--	--

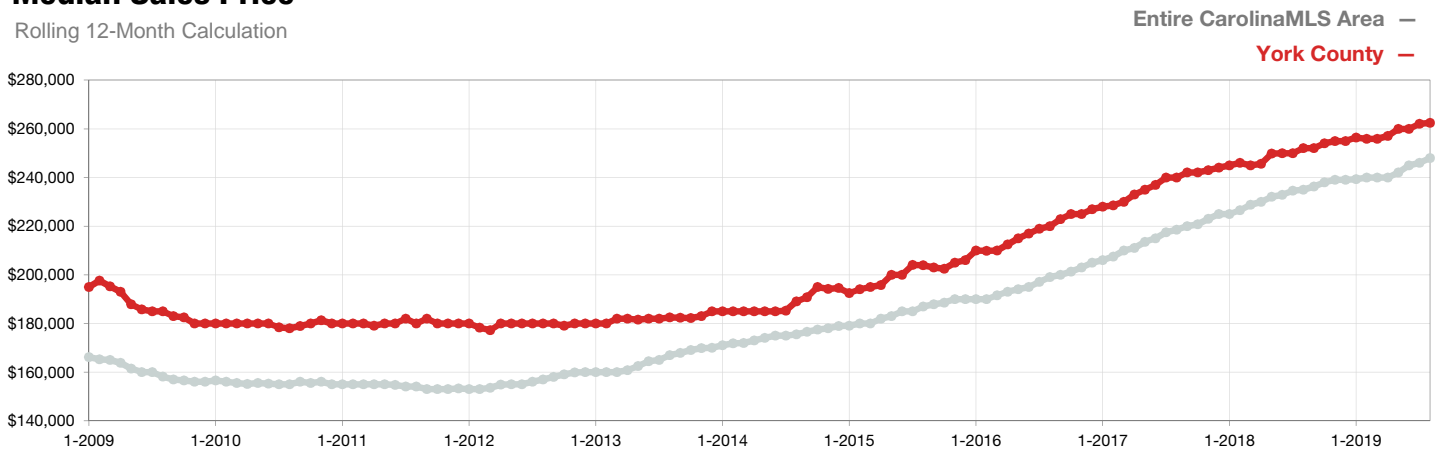
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August



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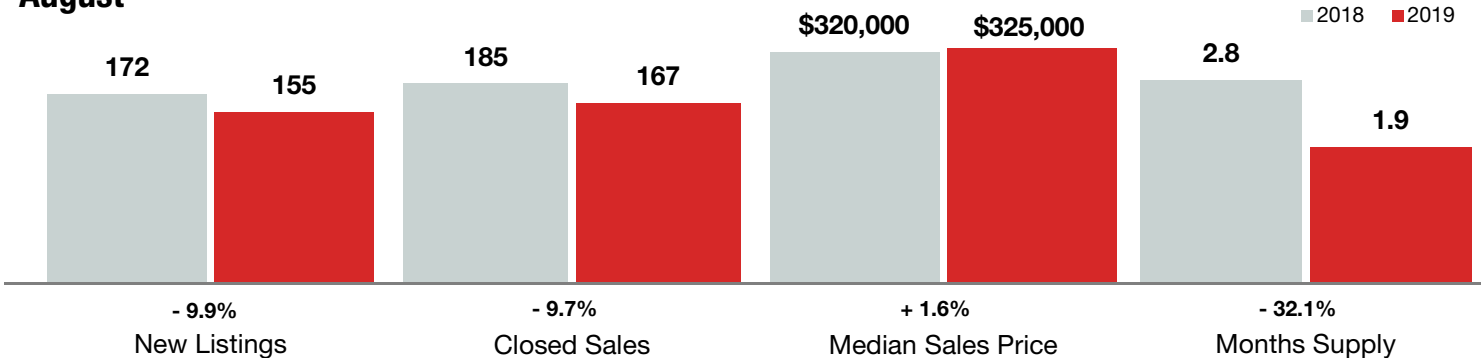
Fort Mill

South Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	172	155	- 9.9%	1,468	1,547	+ 5.4%
Pending Sales	135	157	+ 16.3%	1,165	1,332	+ 14.3%
Closed Sales	185	167	- 9.7%	1,137	1,208	+ 6.2%
Median Sales Price*	\$320,000	\$325,000	+ 1.6%	\$320,000	\$312,750	- 2.3%
Average Sales Price*	\$346,280	\$363,753	+ 5.0%	\$341,185	\$350,563	+ 2.7%
Percent of Original List Price Received*	97.8%	97.3%	- 0.5%	97.4%	97.7%	+ 0.3%
List to Close	93	97	+ 4.3%	98	98	0.0%
Days on Market Until Sale	47	51	+ 8.5%	47	48	+ 2.1%
Cumulative Days on Market Until Sale	54	62	+ 14.8%	58	59	+ 1.7%
Average List Price	\$385,477	\$381,175	- 1.1%	\$363,700	\$369,478	+ 1.6%
Inventory of Homes for Sale	366	276	- 24.6%	--	--	--
Months Supply of Inventory	2.8	1.9	- 32.1%	--	--	--

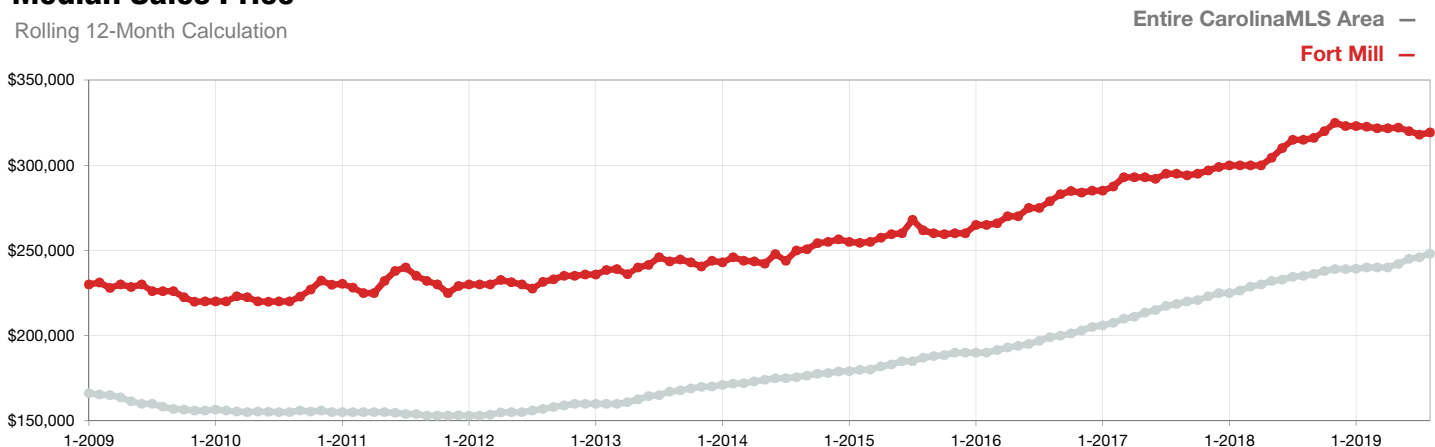
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August



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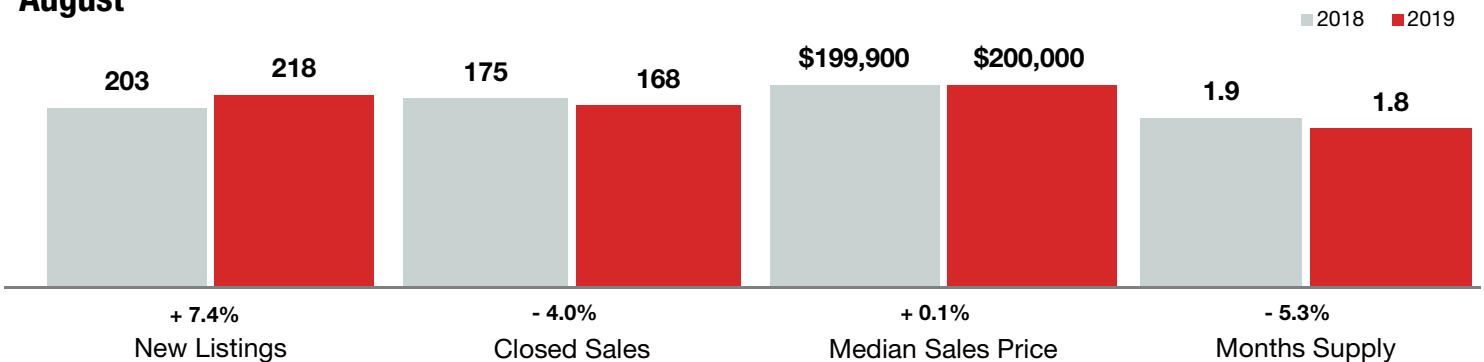
Rock Hill

South Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	203	218	+ 7.4%	1,550	1,559	+ 0.6%
Pending Sales	178	206	+ 15.7%	1,303	1,360	+ 4.4%
Closed Sales	175	168	- 4.0%	1,232	1,217	- 1.2%
Median Sales Price*	\$199,900	\$200,000	+ 0.1%	\$190,000	\$210,000	+ 10.5%
Average Sales Price*	\$217,053	\$218,024	+ 0.4%	\$210,609	\$219,504	+ 4.2%
Percent of Original List Price Received*	97.4%	97.5%	+ 0.1%	97.9%	97.3%	- 0.6%
List to Close	65	64	- 1.5%	73	77	+ 5.5%
Days on Market Until Sale	22	22	0.0%	28	32	+ 14.3%
Cumulative Days on Market Until Sale	27	28	+ 3.7%	33	37	+ 12.1%
Average List Price	\$232,018	\$229,238	- 1.2%	\$228,267	\$238,614	+ 4.5%
Inventory of Homes for Sale	296	277	- 6.4%	--	--	--
Months Supply of Inventory	1.9	1.8	- 5.3%	--	--	--

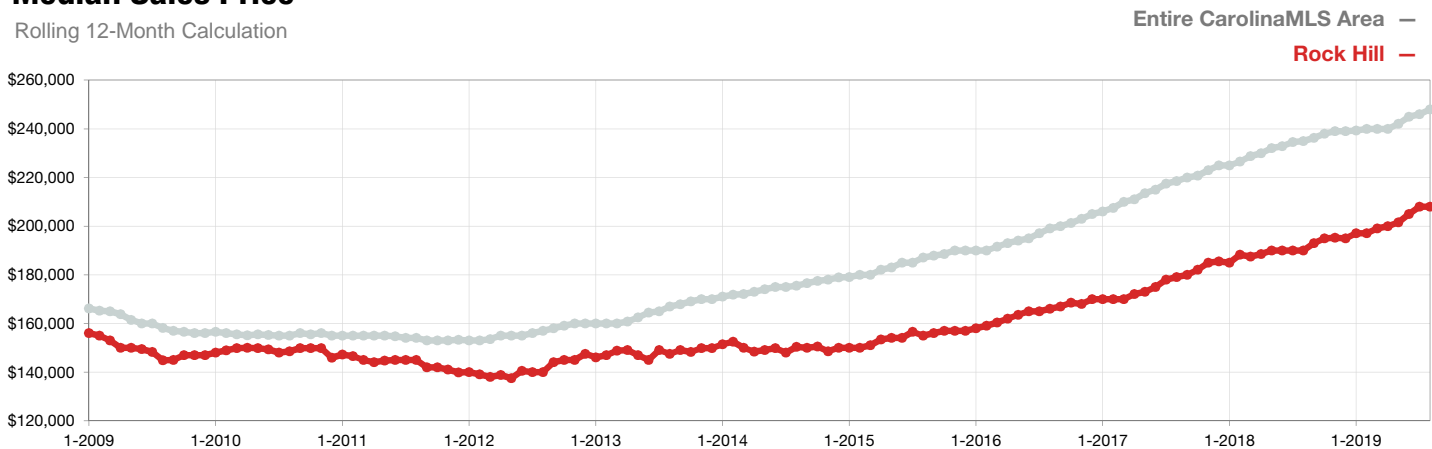
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August



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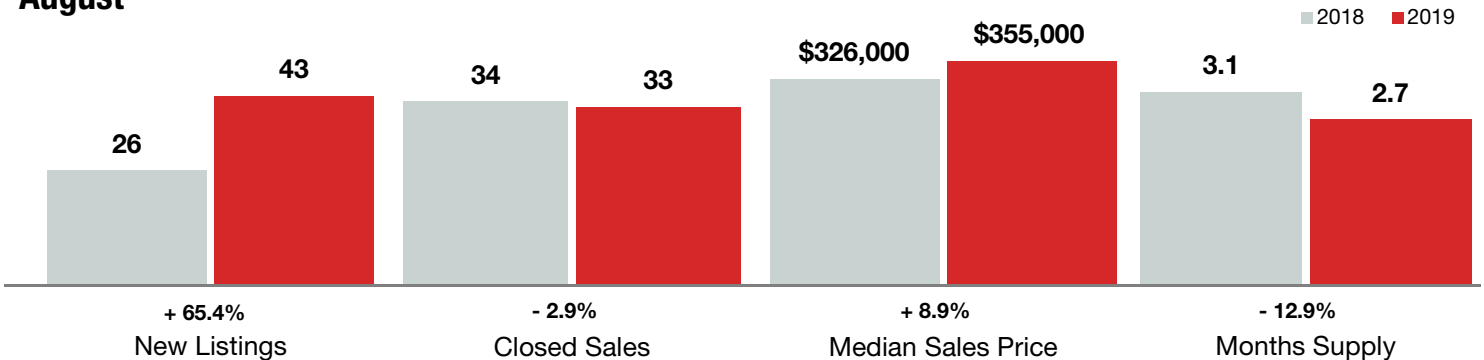
Tega Cay

South Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	26	43	+ 65.4%	339	357	+ 5.3%
Pending Sales	28	48	+ 71.4%	254	288	+ 13.4%
Closed Sales	34	33	- 2.9%	236	251	+ 6.4%
Median Sales Price*	\$326,000	\$355,000	+ 8.9%	\$339,441	\$357,000	+ 5.2%
Average Sales Price*	\$355,772	\$363,232	+ 2.1%	\$365,517	\$377,011	+ 3.1%
Percent of Original List Price Received*	96.9%	96.0%	- 0.9%	96.6%	96.6%	0.0%
List to Close	83	107	+ 28.9%	101	104	+ 3.0%
Days on Market Until Sale	46	58	+ 26.1%	56	60	+ 7.1%
Cumulative Days on Market Until Sale	54	61	+ 13.0%	68	73	+ 7.4%
Average List Price	\$410,331	\$353,740	- 13.8%	\$386,424	\$386,909	+ 0.1%
Inventory of Homes for Sale	83	81	- 2.4%	--	--	--
Months Supply of Inventory	3.1	2.7	- 12.9%	--	--	--

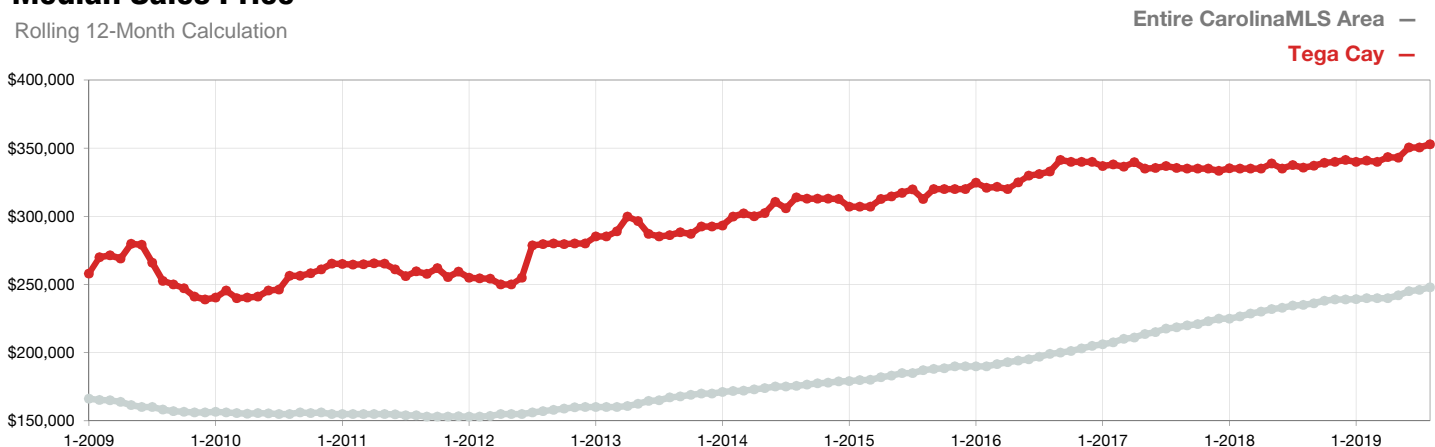
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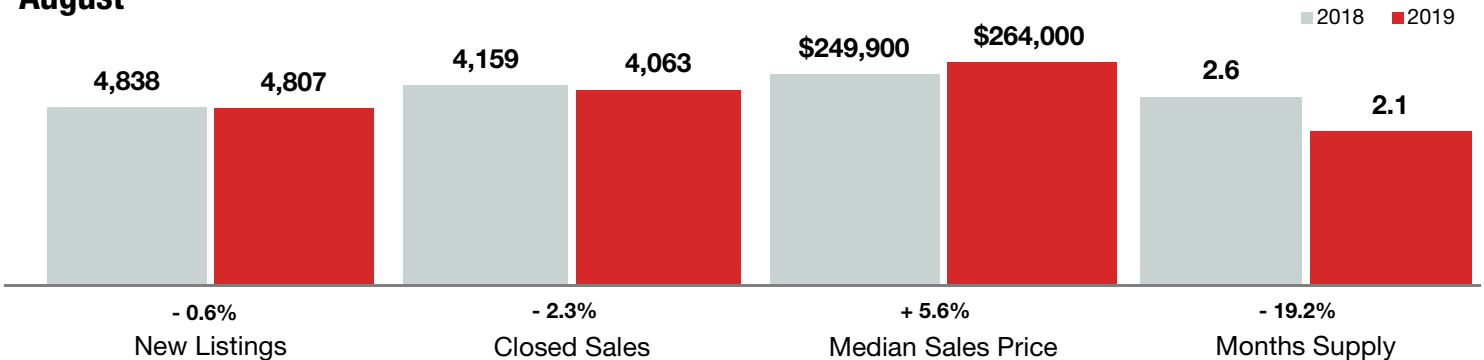
Charlotte MSA

North Carolina

Key Metrics	August			Year to Date		
	2018	2019	Percent Change	Thru 8-2018	Thru 8-2019	Percent Change
New Listings	4,838	4,807	- 0.6%	37,658	37,988	+ 0.9%
Pending Sales	3,641	4,331	+ 19.0%	30,070	32,000	+ 6.4%
Closed Sales	4,159	4,063	- 2.3%	28,713	29,034	+ 1.1%
Median Sales Price*	\$249,900	\$264,000	+ 5.6%	\$245,000	\$259,900	+ 6.1%
Average Sales Price*	\$299,341	\$315,800	+ 5.5%	\$294,544	\$309,499	+ 5.1%
Percent of Original List Price Received*	97.2%	97.1%	- 0.1%	97.5%	97.1%	- 0.4%
List to Close	84	85	+ 1.2%	89	91	+ 2.2%
Days on Market Until Sale	36	36	0.0%	38	41	+ 7.9%
Cumulative Days on Market Until Sale	43	41	- 4.7%	46	50	+ 8.7%
Average List Price	\$310,823	\$335,329	+ 7.9%	\$327,576	\$341,961	+ 4.4%
Inventory of Homes for Sale	9,001	7,555	- 16.1%	--	--	--
Months Supply of Inventory	2.6	2.1	- 19.2%	--	--	--

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