

# Local Market Update for January 2020

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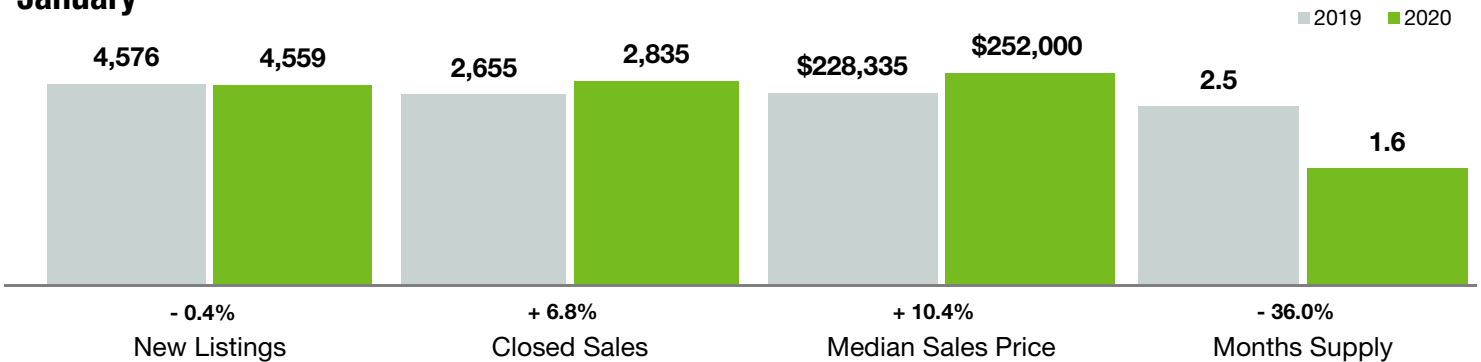
## Charlotte Region

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	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	4,576	<b>4,559</b>	- 0.4%	4,576	<b>4,559</b>	- 0.4%
Pending Sales	3,610	<b>4,575</b>	+ 26.7%	3,610	<b>4,575</b>	+ 26.7%
Closed Sales	2,655	<b>2,835</b>	+ 6.8%	2,655	<b>2,835</b>	+ 6.8%
Median Sales Price*	\$228,335	<b>\$252,000</b>	+ 10.4%	\$228,335	<b>\$252,000</b>	+ 10.4%
Average Sales Price*	\$269,701	<b>\$297,821</b>	+ 10.4%	\$269,701	<b>\$297,821</b>	+ 10.4%
Percent of Original List Price Received*	95.6%	<b>96.1%</b>	+ 0.5%	95.6%	<b>96.1%</b>	+ 0.5%
List to Close	107	<b>99</b>	- 7.5%	107	<b>99</b>	- 7.5%
Days on Market Until Sale	51	<b>47</b>	- 7.8%	51	<b>47</b>	- 7.8%
Cumulative Days on Market Until Sale	60	<b>56</b>	- 6.7%	60	<b>56</b>	- 6.7%
Average List Price	\$323,714	<b>\$339,845</b>	+ 5.0%	\$323,714	<b>\$339,845</b>	+ 5.0%
Inventory of Homes for Sale	9,842	<b>7,075</b>	- 28.1%	--	--	--
Months Supply of Inventory	2.5	<b>1.6</b>	- 36.0%	--	--	--

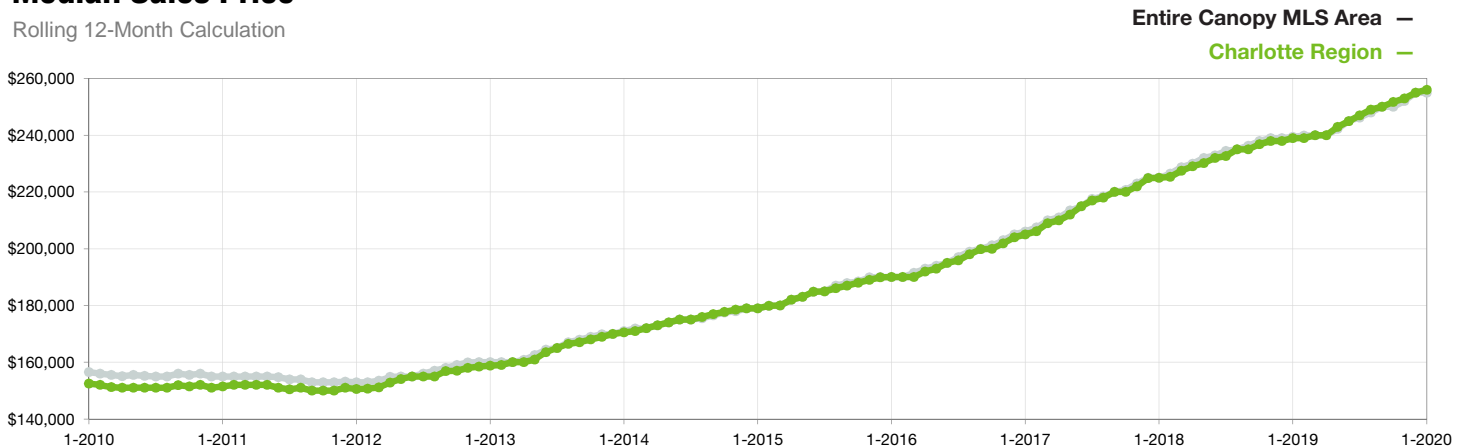
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Rolling 12-Month Calculation



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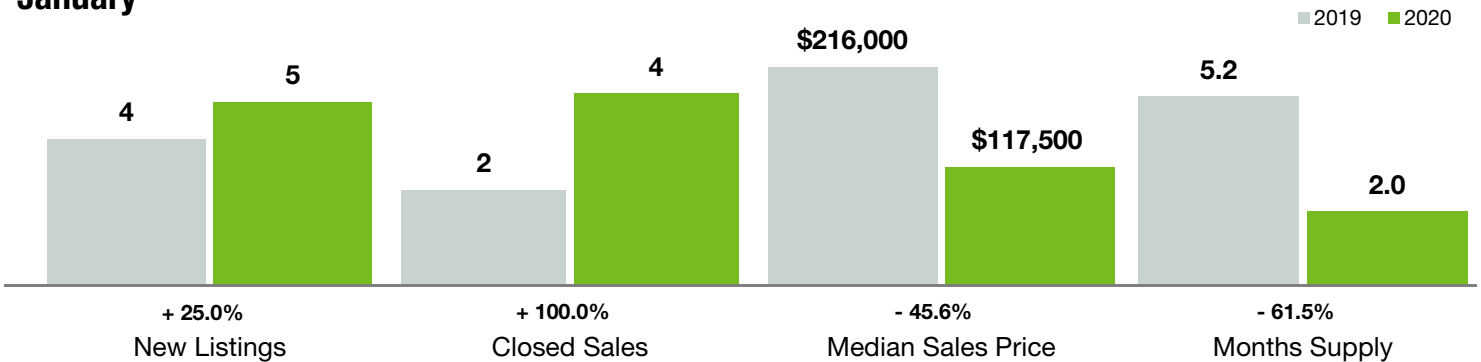
## Alexander County

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	4	5	+ 25.0%	4	5	+ 25.0%
Pending Sales	3	7	+ 133.3%	3	7	+ 133.3%
Closed Sales	2	4	+ 100.0%	2	4	+ 100.0%
Median Sales Price*	\$216,000	\$117,500	- 45.6%	\$216,000	\$117,500	- 45.6%
Average Sales Price*	\$216,000	\$131,625	- 39.1%	\$216,000	\$131,625	- 39.1%
Percent of Original List Price Received*	91.6%	88.8%	- 3.1%	91.6%	88.8%	- 3.1%
List to Close	155	162	+ 4.5%	155	162	+ 4.5%
Days on Market Until Sale	118	125	+ 5.9%	118	125	+ 5.9%
Cumulative Days on Market Until Sale	118	125	+ 5.9%	118	125	+ 5.9%
Average List Price	\$237,975	\$223,660	- 6.0%	\$237,975	\$223,660	- 6.0%
Inventory of Homes for Sale	23	11	- 52.2%	--	--	--
Months Supply of Inventory	5.2	2.0	- 61.5%	--	--	--

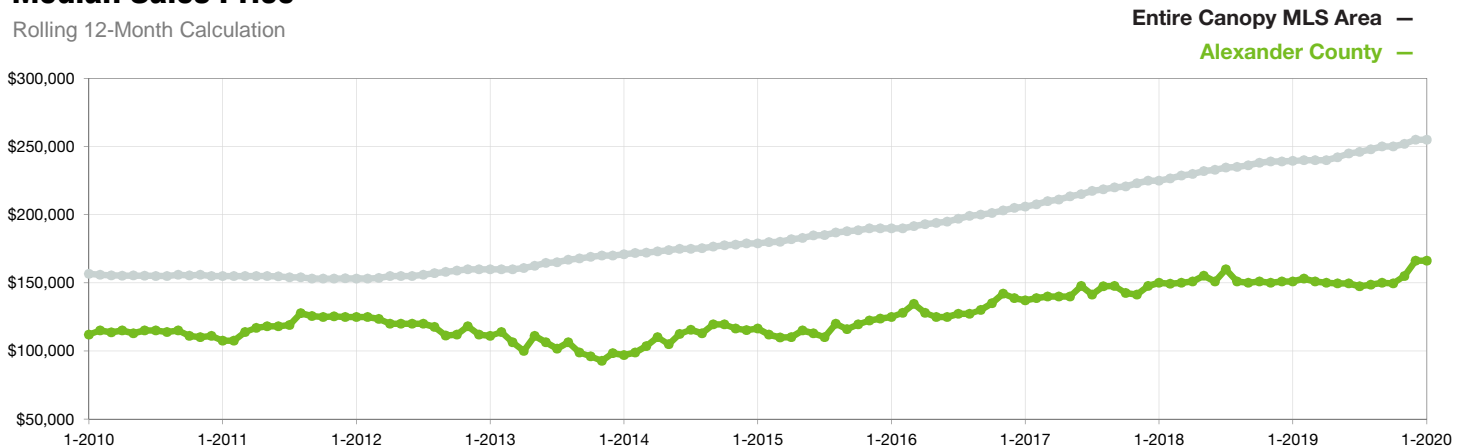
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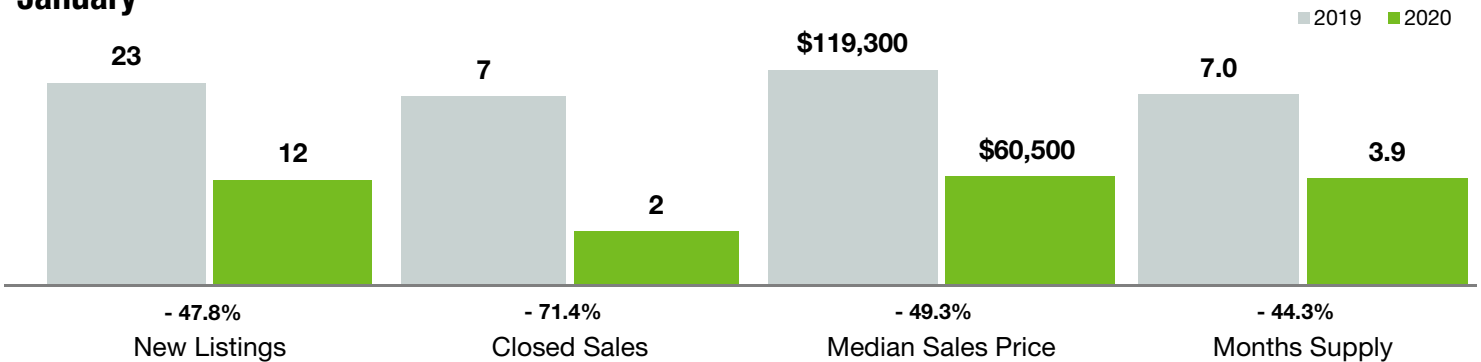
## Anson County

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	23	12	- 47.8%	23	12	- 47.8%
Pending Sales	15	16	+ 6.7%	15	16	+ 6.7%
Closed Sales	7	2	- 71.4%	7	2	- 71.4%
Median Sales Price*	\$119,300	\$60,500	- 49.3%	\$119,300	\$60,500	- 49.3%
Average Sales Price*	\$106,614	\$60,500	- 43.3%	\$106,614	\$60,500	- 43.3%
Percent of Original List Price Received*	87.1%	80.1%	- 8.0%	87.1%	80.1%	- 8.0%
List to Close	152	76	- 50.0%	152	76	- 50.0%
Days on Market Until Sale	113	33	- 70.8%	113	33	- 70.8%
Cumulative Days on Market Until Sale	113	98	- 13.3%	113	98	- 13.3%
Average List Price	\$229,036	\$135,717	- 40.7%	\$229,036	\$135,717	- 40.7%
Inventory of Homes for Sale	72	48	- 33.3%	--	--	--
Months Supply of Inventory	7.0	3.9	- 44.3%	--	--	--

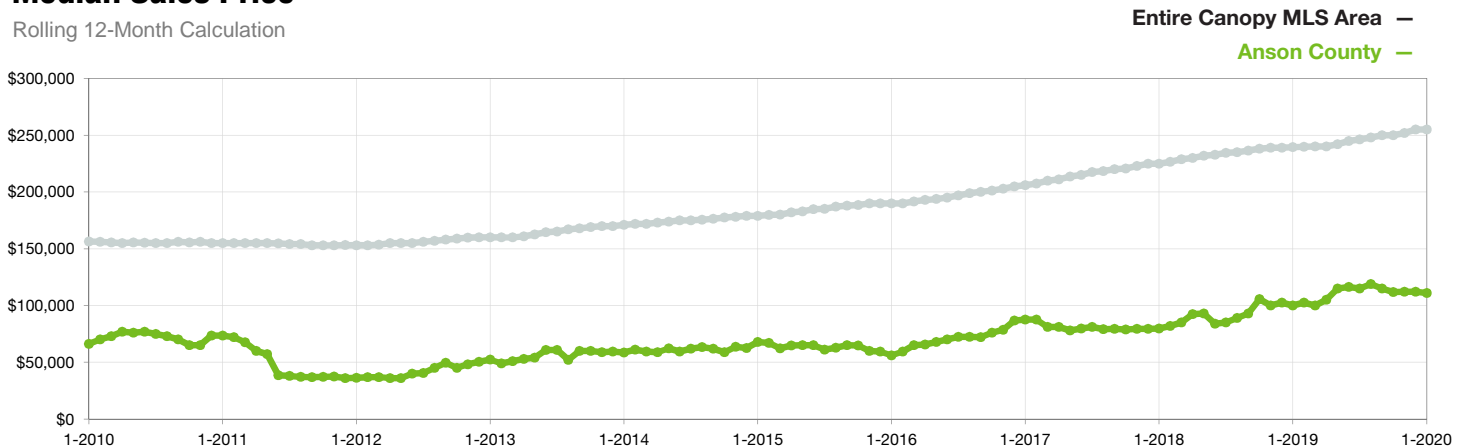
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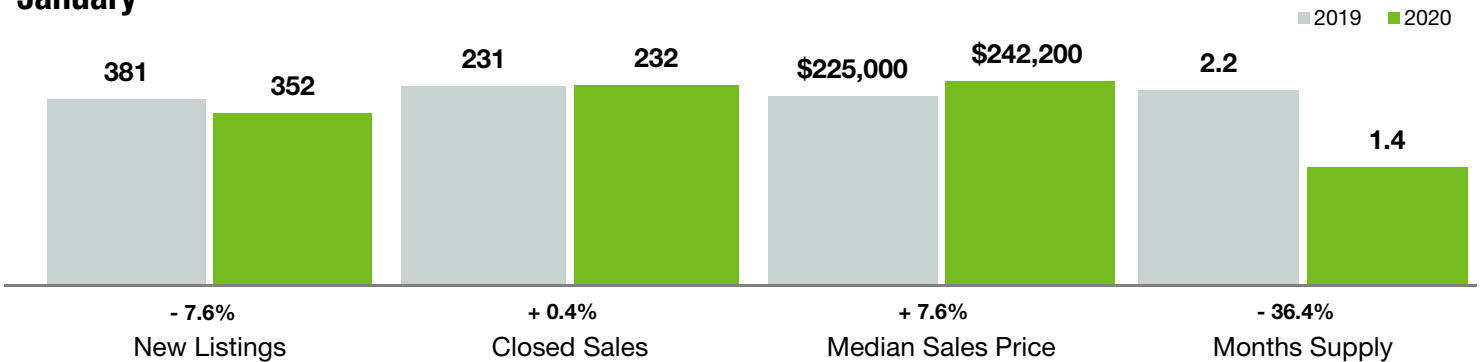
## Cabarrus County

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	381	352	- 7.6%	381	352	- 7.6%
Pending Sales	306	315	+ 2.9%	306	315	+ 2.9%
Closed Sales	231	232	+ 0.4%	231	232	+ 0.4%
Median Sales Price*	\$225,000	\$242,200	+ 7.6%	\$225,000	\$242,200	+ 7.6%
Average Sales Price*	\$245,710	\$265,834	+ 8.2%	\$245,710	\$265,834	+ 8.2%
Percent of Original List Price Received*	95.9%	96.2%	+ 0.3%	95.9%	96.2%	+ 0.3%
List to Close	103	95	- 7.8%	103	95	- 7.8%
Days on Market Until Sale	50	43	- 14.0%	50	43	- 14.0%
Cumulative Days on Market Until Sale	61	60	- 1.6%	61	60	- 1.6%
Average List Price	\$272,041	\$289,634	+ 6.5%	\$272,041	\$289,634	+ 6.5%
Inventory of Homes for Sale	720	459	- 36.3%	--	--	--
Months Supply of Inventory	2.2	1.4	- 36.4%	--	--	--

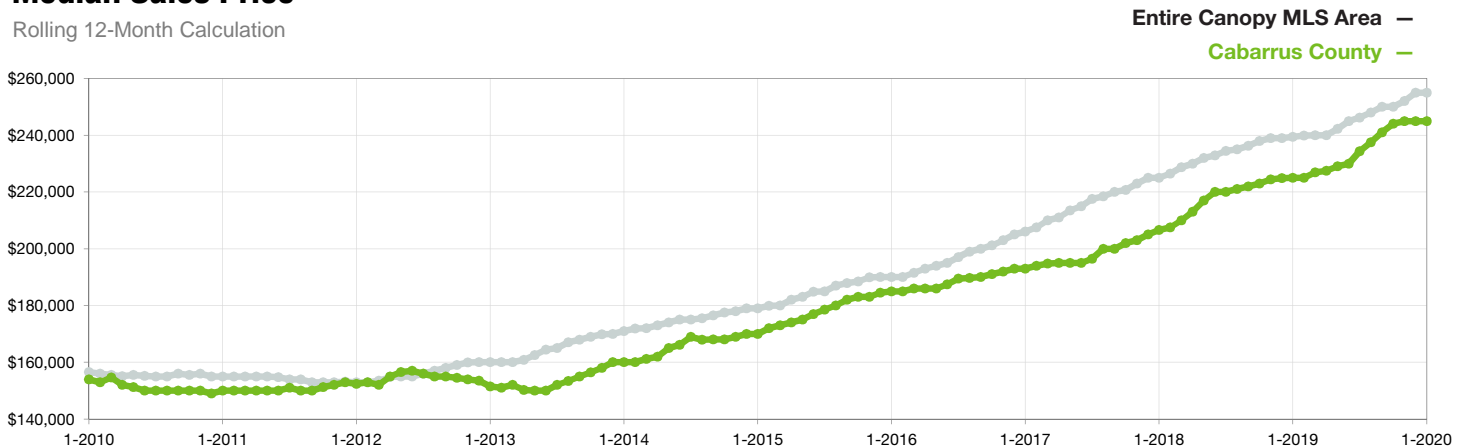
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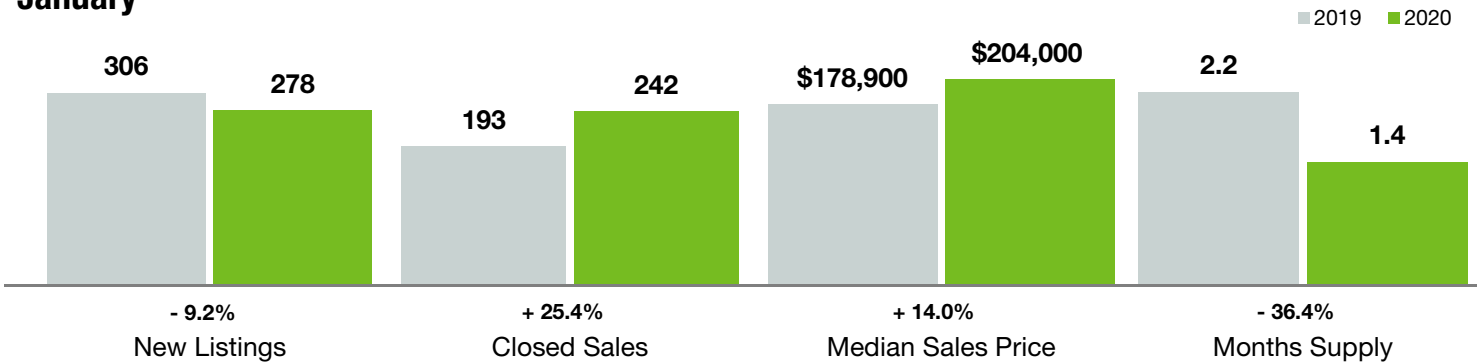
## Gaston County

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	306	278	- 9.2%	306	278	- 9.2%
Pending Sales	257	340	+ 32.3%	257	340	+ 32.3%
Closed Sales	193	242	+ 25.4%	193	242	+ 25.4%
Median Sales Price*	\$178,900	\$204,000	+ 14.0%	\$178,900	\$204,000	+ 14.0%
Average Sales Price*	\$196,091	\$238,903	+ 21.8%	\$196,091	\$238,903	+ 21.8%
Percent of Original List Price Received*	95.0%	96.9%	+ 2.0%	95.0%	96.9%	+ 2.0%
List to Close	106	109	+ 2.8%	106	109	+ 2.8%
Days on Market Until Sale	48	41	- 14.6%	48	41	- 14.6%
Cumulative Days on Market Until Sale	52	45	- 13.5%	52	45	- 13.5%
Average List Price	\$211,308	\$228,947	+ 8.3%	\$211,308	\$228,947	+ 8.3%
Inventory of Homes for Sale	612	444	- 27.5%	--	--	--
Months Supply of Inventory	2.2	1.4	- 36.4%	--	--	--

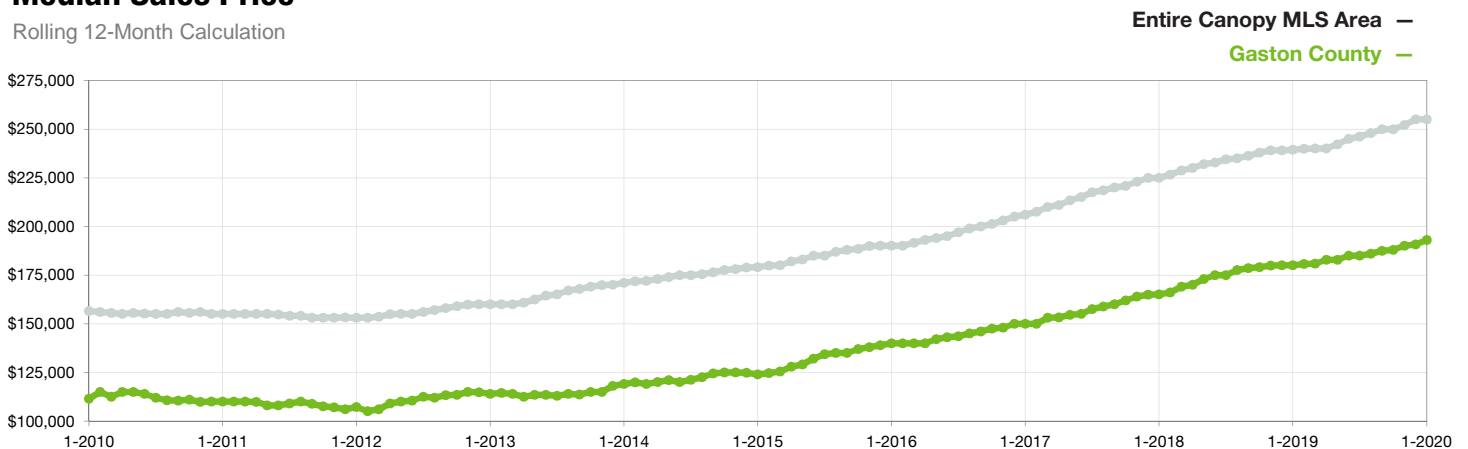
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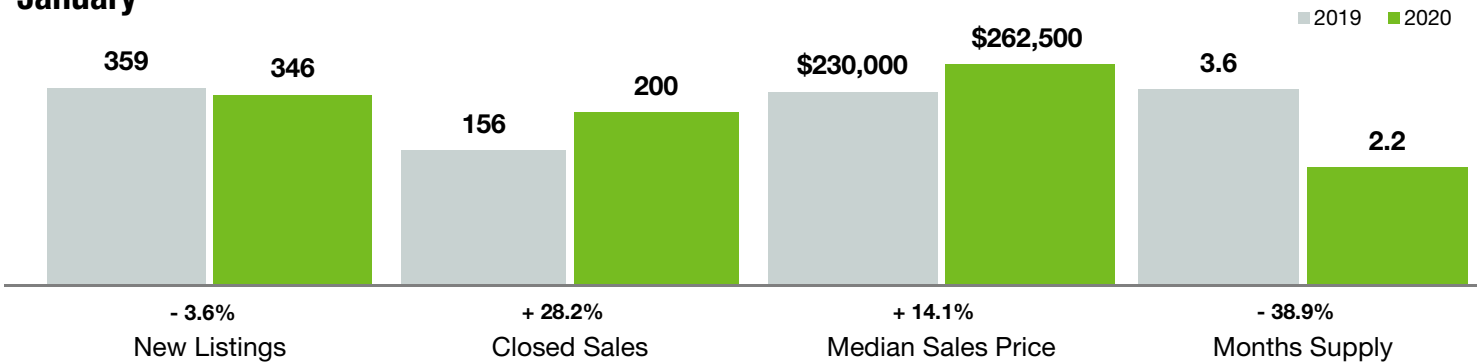
## Iredell County

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	359	<b>346</b>	- 3.6%	359	<b>346</b>	- 3.6%
Pending Sales	270	<b>315</b>	+ 16.7%	270	<b>315</b>	+ 16.7%
Closed Sales	156	<b>200</b>	+ 28.2%	156	<b>200</b>	+ 28.2%
Median Sales Price*	\$230,000	<b>\$262,500</b>	+ 14.1%	\$230,000	<b>\$262,500</b>	+ 14.1%
Average Sales Price*	\$314,809	<b>\$320,692</b>	+ 1.9%	\$314,809	<b>\$320,692</b>	+ 1.9%
Percent of Original List Price Received*	93.5%	<b>95.8%</b>	+ 2.5%	93.5%	<b>95.8%</b>	+ 2.5%
List to Close	114	<b>108</b>	- 5.3%	114	<b>108</b>	- 5.3%
Days on Market Until Sale	58	<b>57</b>	- 1.7%	58	<b>57</b>	- 1.7%
Cumulative Days on Market Until Sale	72	<b>68</b>	- 5.6%	72	<b>68</b>	- 5.6%
Average List Price	\$338,826	<b>\$365,747</b>	+ 7.9%	\$338,826	<b>\$365,747</b>	+ 7.9%
Inventory of Homes for Sale	975	<b>659</b>	- 32.4%	--	--	--
Months Supply of Inventory	3.6	<b>2.2</b>	- 38.9%	--	--	--

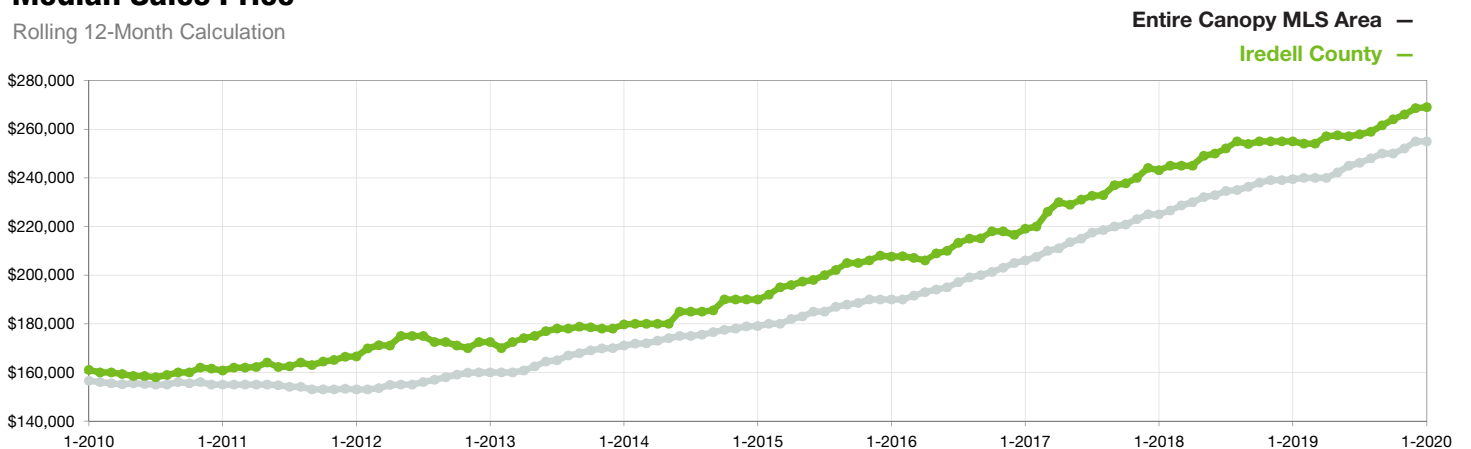
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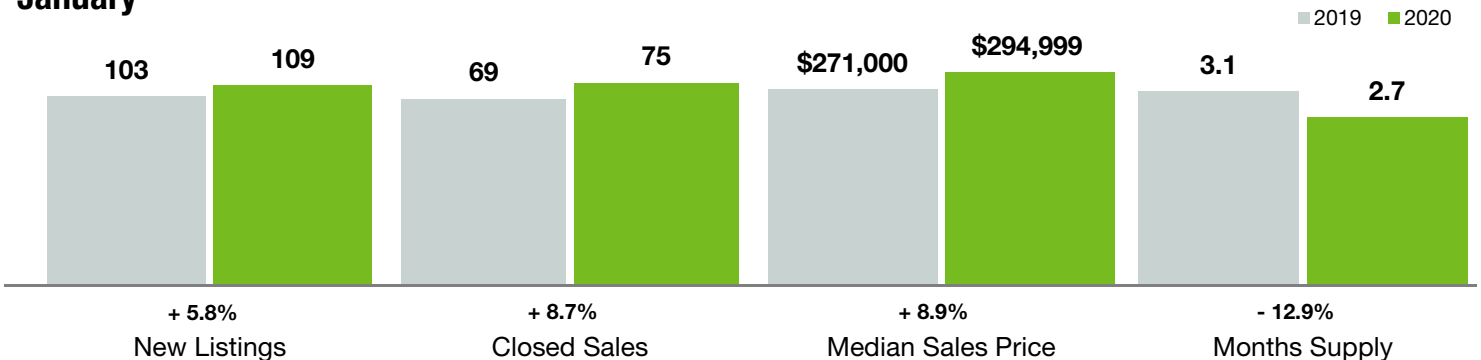
## Lincoln County

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	103	109	+ 5.8%	103	109	+ 5.8%
Pending Sales	84	108	+ 28.6%	84	108	+ 28.6%
Closed Sales	69	75	+ 8.7%	69	75	+ 8.7%
Median Sales Price*	\$271,000	\$294,999	+ 8.9%	\$271,000	\$294,999	+ 8.9%
Average Sales Price*	\$264,305	\$320,091	+ 21.1%	\$264,305	\$320,091	+ 21.1%
Percent of Original List Price Received*	93.9%	94.2%	+ 0.3%	93.9%	94.2%	+ 0.3%
List to Close	126	132	+ 4.8%	126	132	+ 4.8%
Days on Market Until Sale	64	85	+ 32.8%	64	85	+ 32.8%
Cumulative Days on Market Until Sale	72	101	+ 40.3%	72	101	+ 40.3%
Average List Price	\$349,334	\$319,920	- 8.4%	\$349,334	\$319,920	- 8.4%
Inventory of Homes for Sale	345	296	- 14.2%	--	--	--
Months Supply of Inventory	3.1	2.7	- 12.9%	--	--	--

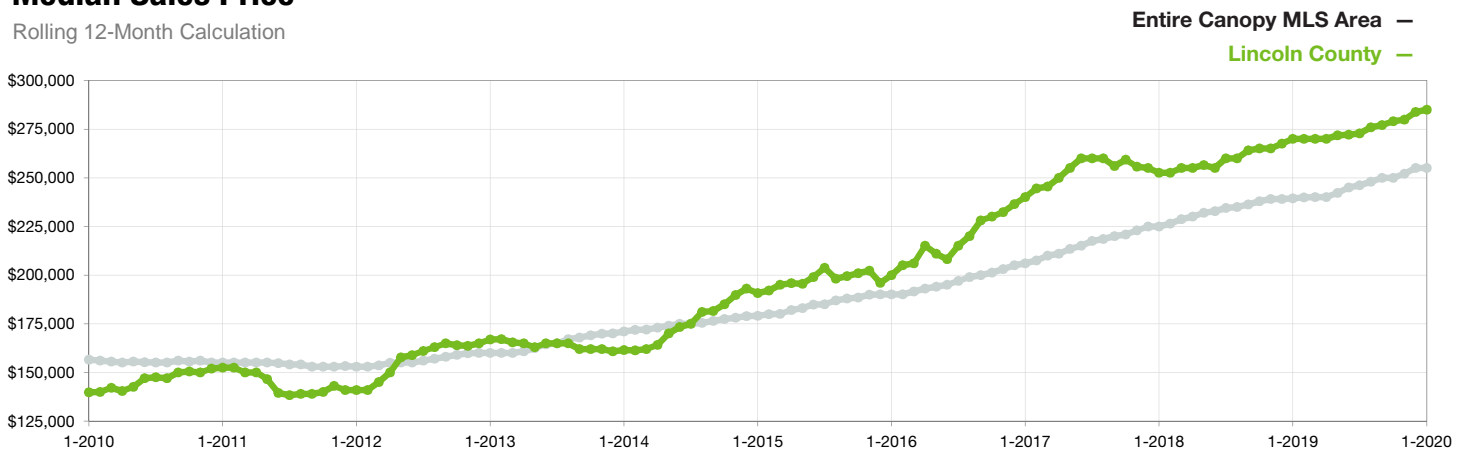
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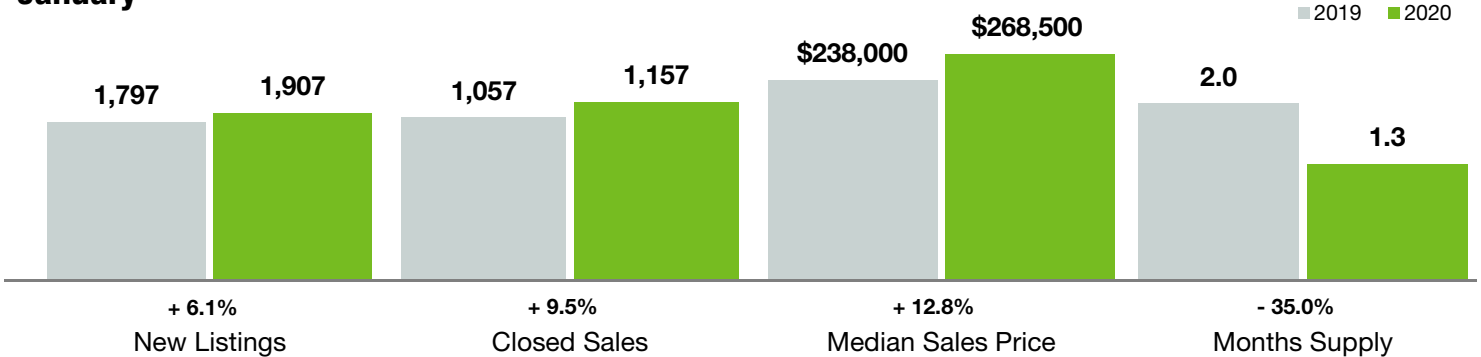
## Mecklenburg County

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	1,797	<b>1,907</b>	+ 6.1%	1,797	<b>1,907</b>	+ 6.1%
Pending Sales	1,468	<b>1,902</b>	+ 29.6%	1,468	<b>1,902</b>	+ 29.6%
Closed Sales	1,057	<b>1,157</b>	+ 9.5%	1,057	<b>1,157</b>	+ 9.5%
Median Sales Price*	\$238,000	<b>\$268,500</b>	+ 12.8%	\$238,000	<b>\$268,500</b>	+ 12.8%
Average Sales Price*	\$295,942	<b>\$339,608</b>	+ 14.8%	\$295,942	<b>\$339,608</b>	+ 14.8%
Percent of Original List Price Received*	96.2%	<b>96.5%</b>	+ 0.3%	96.2%	<b>96.5%</b>	+ 0.3%
List to Close	101	<b>95</b>	- 5.9%	101	<b>95</b>	- 5.9%
Days on Market Until Sale	46	<b>42</b>	- 8.7%	46	<b>42</b>	- 8.7%
Cumulative Days on Market Until Sale	55	<b>50</b>	- 9.1%	55	<b>50</b>	- 9.1%
Average List Price	\$377,427	<b>\$381,508</b>	+ 1.1%	\$377,427	<b>\$381,508</b>	+ 1.1%
Inventory of Homes for Sale	3,349	<b>2,426</b>	- 27.6%	--	--	--
Months Supply of Inventory	2.0	<b>1.3</b>	- 35.0%	--	--	--

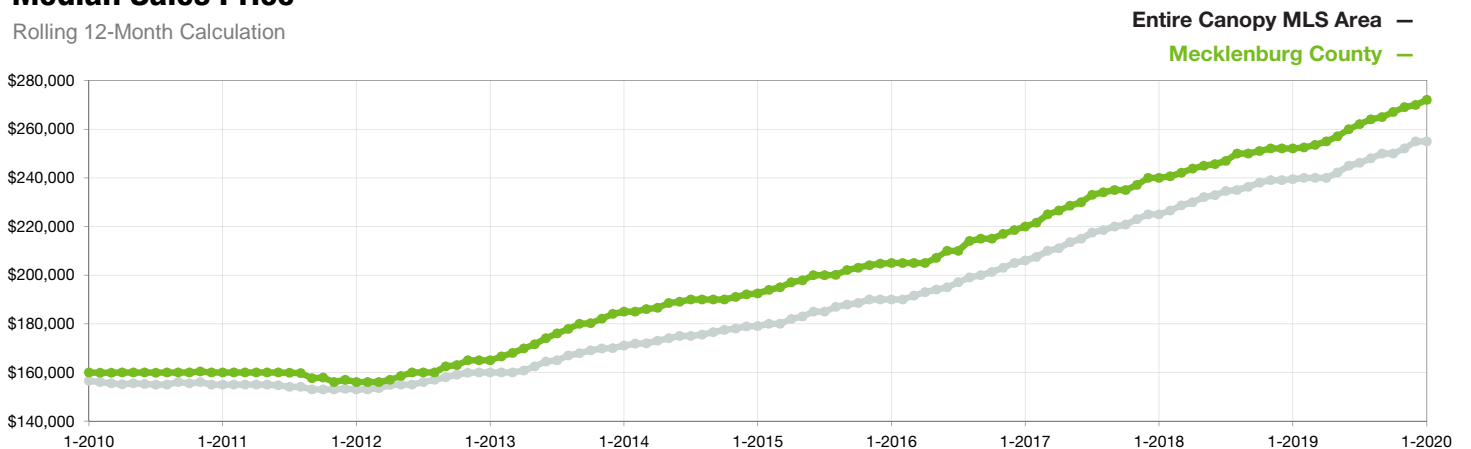
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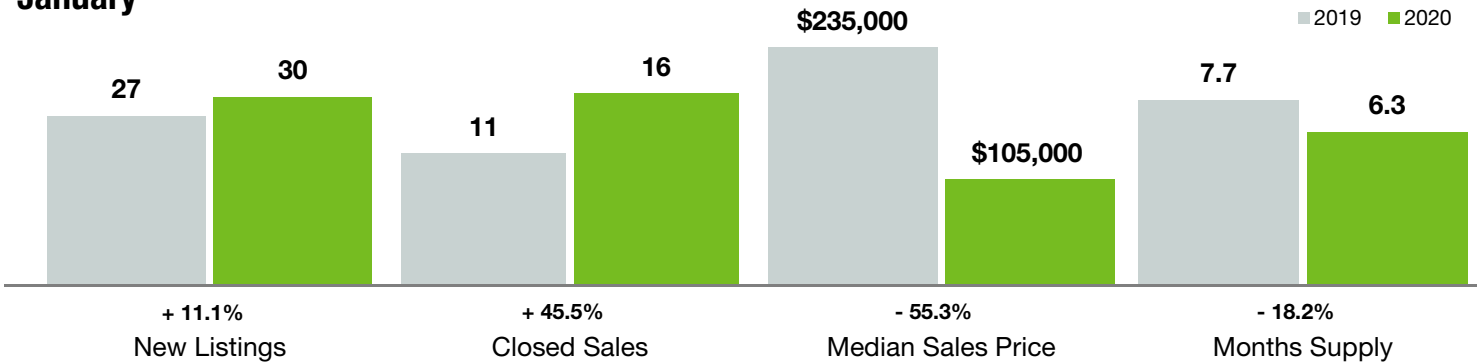
## Montgomery County

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	27	30	+ 11.1%	27	30	+ 11.1%
Pending Sales	14	16	+ 14.3%	14	16	+ 14.3%
Closed Sales	11	16	+ 45.5%	11	16	+ 45.5%
Median Sales Price*	\$235,000	\$105,000	- 55.3%	\$235,000	\$105,000	- 55.3%
Average Sales Price*	\$234,545	\$157,619	- 32.8%	\$234,545	\$157,619	- 32.8%
Percent of Original List Price Received*	90.0%	89.6%	- 0.4%	90.0%	89.6%	- 0.4%
List to Close	142	158	+ 11.3%	142	158	+ 11.3%
Days on Market Until Sale	107	119	+ 11.2%	107	119	+ 11.2%
Cumulative Days on Market Until Sale	107	136	+ 27.1%	107	136	+ 27.1%
Average List Price	\$252,831	\$299,348	+ 18.4%	\$252,831	\$299,348	+ 18.4%
Inventory of Homes for Sale	145	158	+ 9.0%	--	--	--
Months Supply of Inventory	7.7	6.3	- 18.2%	--	--	--

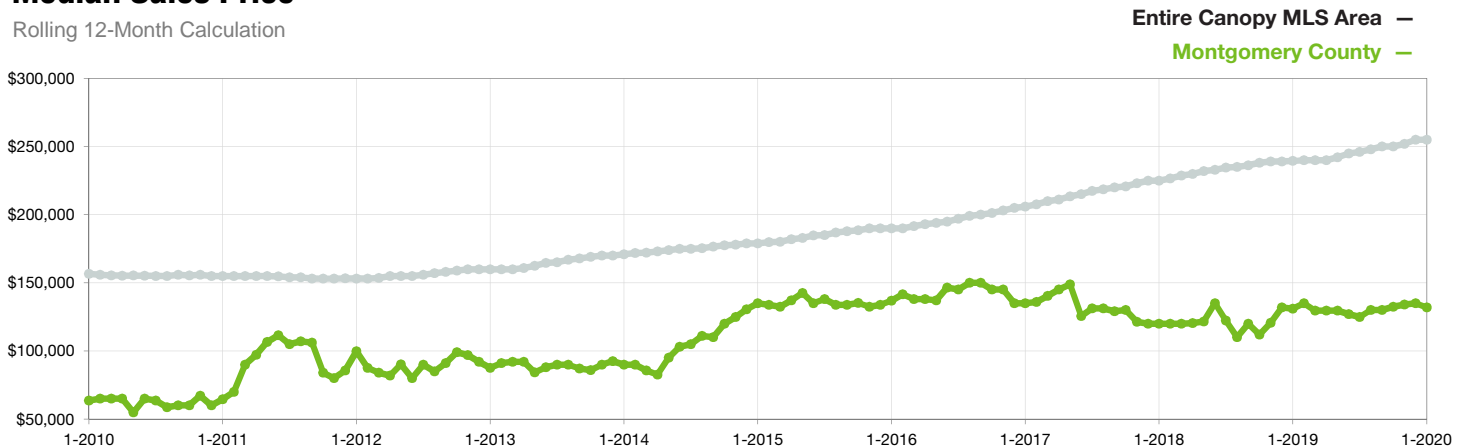
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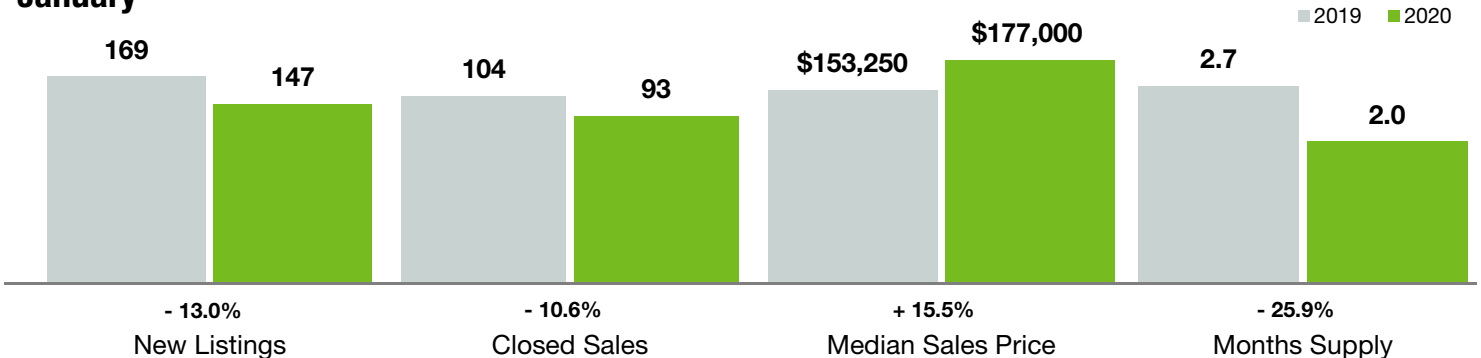
## Rowan County

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	169	147	- 13.0%	169	147	- 13.0%
Pending Sales	126	150	+ 19.0%	126	150	+ 19.0%
Closed Sales	104	93	- 10.6%	104	93	- 10.6%
Median Sales Price*	\$153,250	\$177,000	+ 15.5%	\$153,250	\$177,000	+ 15.5%
Average Sales Price*	\$155,707	\$185,041	+ 18.8%	\$155,707	\$185,041	+ 18.8%
Percent of Original List Price Received*	93.9%	92.2%	- 1.8%	93.9%	92.2%	- 1.8%
List to Close	116	120	+ 3.4%	116	120	+ 3.4%
Days on Market Until Sale	57	70	+ 22.8%	57	70	+ 22.8%
Cumulative Days on Market Until Sale	66	71	+ 7.6%	66	71	+ 7.6%
Average List Price	\$201,990	\$235,232	+ 16.5%	\$201,990	\$235,232	+ 16.5%
Inventory of Homes for Sale	375	278	- 25.9%	--	--	--
Months Supply of Inventory	2.7	2.0	- 25.9%	--	--	--

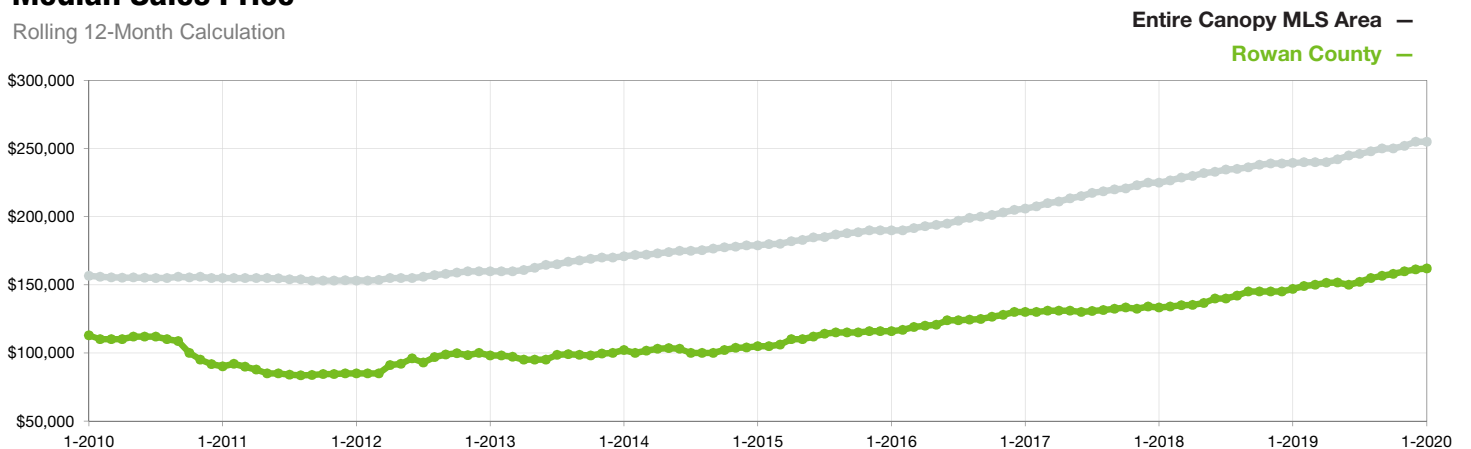
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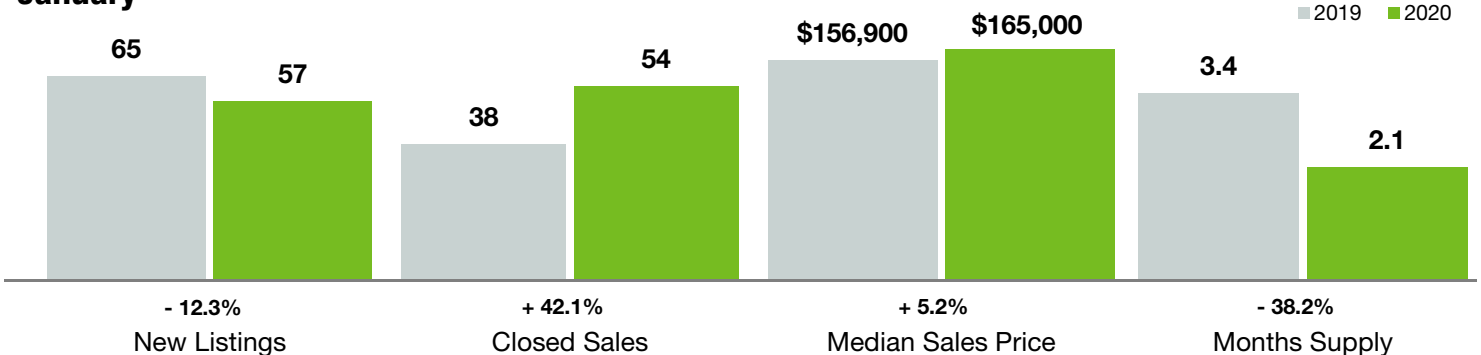
## Stanly County

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	65	57	- 12.3%	65	57	- 12.3%
Pending Sales	48	66	+ 37.5%	48	66	+ 37.5%
Closed Sales	38	54	+ 42.1%	38	54	+ 42.1%
Median Sales Price*	\$156,900	\$165,000	+ 5.2%	\$156,900	\$165,000	+ 5.2%
Average Sales Price*	\$181,971	\$172,931	- 5.0%	\$181,971	\$172,931	- 5.0%
Percent of Original List Price Received*	89.7%	94.4%	+ 5.2%	89.7%	94.4%	+ 5.2%
List to Close	122	127	+ 4.1%	122	127	+ 4.1%
Days on Market Until Sale	72	58	- 19.4%	72	58	- 19.4%
Cumulative Days on Market Until Sale	74	81	+ 9.5%	74	81	+ 9.5%
Average List Price	\$209,312	\$213,395	+ 2.0%	\$209,312	\$213,395	+ 2.0%
Inventory of Homes for Sale	198	130	- 34.3%	--	--	--
Months Supply of Inventory	3.4	2.1	- 38.2%	--	--	--

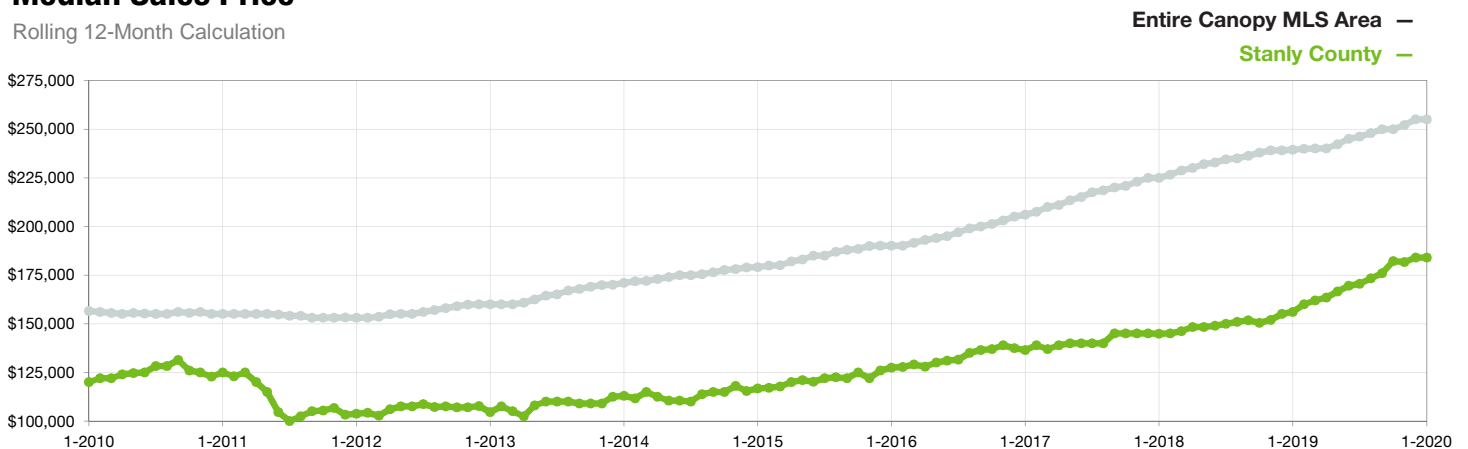
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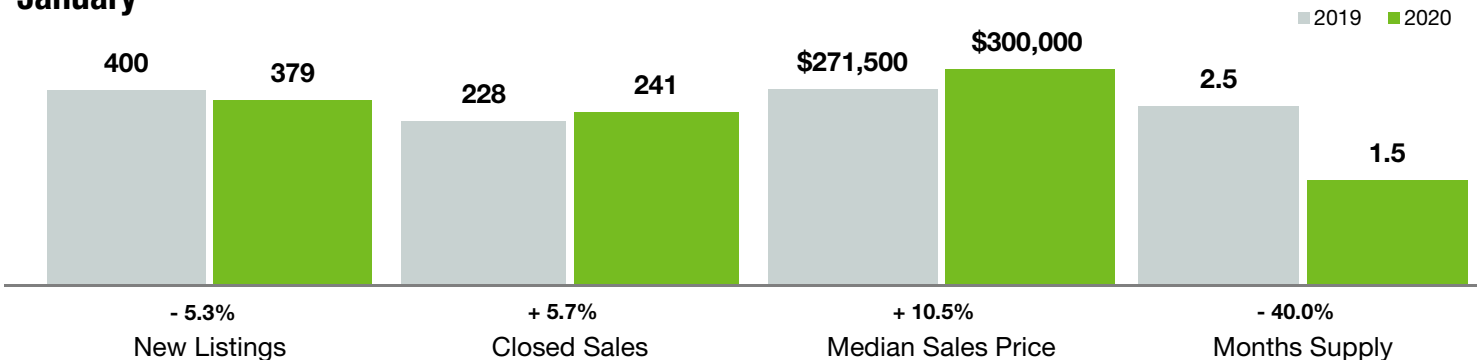
## Union County

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	400	379	- 5.3%	400	379	- 5.3%
Pending Sales	302	407	+ 34.8%	302	407	+ 34.8%
Closed Sales	228	241	+ 5.7%	228	241	+ 5.7%
Median Sales Price*	\$271,500	\$300,000	+ 10.5%	\$271,500	\$300,000	+ 10.5%
Average Sales Price*	\$323,235	\$332,675	+ 2.9%	\$323,235	\$332,675	+ 2.9%
Percent of Original List Price Received*	96.9%	96.5%	- 0.4%	96.9%	96.5%	- 0.4%
List to Close	106	97	- 8.5%	106	97	- 8.5%
Days on Market Until Sale	51	47	- 7.8%	51	47	- 7.8%
Cumulative Days on Market Until Sale	61	56	- 8.2%	61	56	- 8.2%
Average List Price	\$379,307	\$420,143	+ 10.8%	\$379,307	\$420,143	+ 10.8%
Inventory of Homes for Sale	863	563	- 34.8%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--

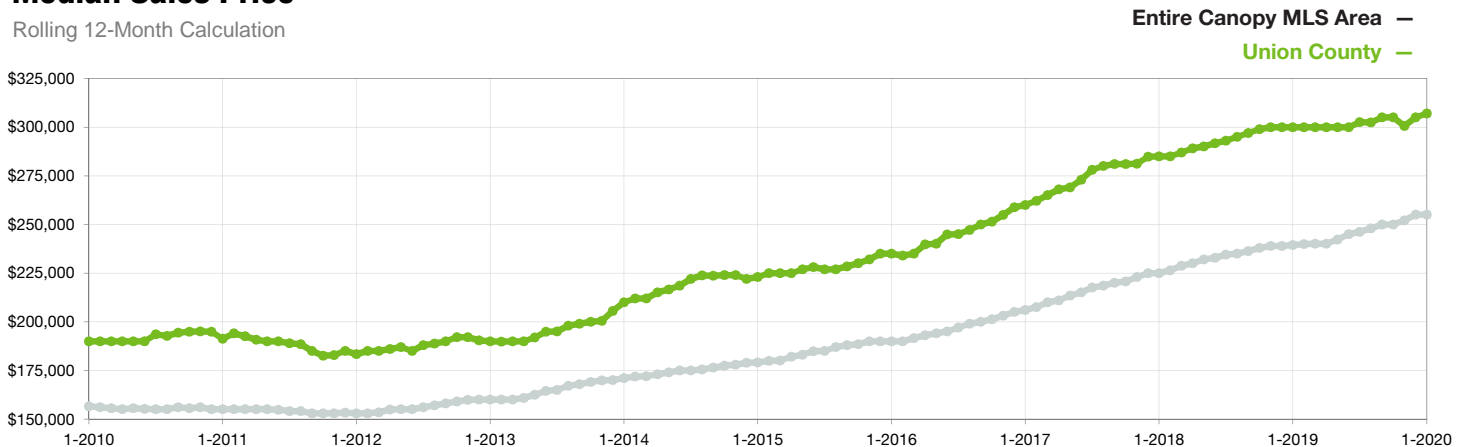
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### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2020

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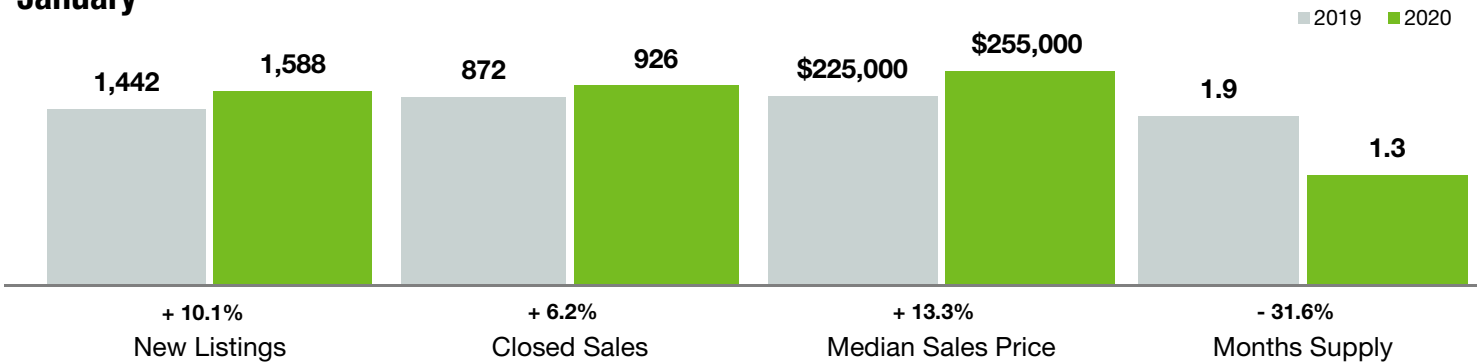
## City of Charlotte

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	1,442	<b>1,588</b>	+ 10.1%	1,442	<b>1,588</b>	+ 10.1%
Pending Sales	1,215	<b>1,546</b>	+ 27.2%	1,215	<b>1,546</b>	+ 27.2%
Closed Sales	872	<b>926</b>	+ 6.2%	872	<b>926</b>	+ 6.2%
Median Sales Price*	\$225,000	<b>\$255,000</b>	+ 13.3%	\$225,000	<b>\$255,000</b>	+ 13.3%
Average Sales Price*	\$282,452	<b>\$320,165</b>	+ 13.4%	\$282,452	<b>\$320,165</b>	+ 13.4%
Percent of Original List Price Received*	96.2%	<b>96.6%</b>	+ 0.4%	96.2%	<b>96.6%</b>	+ 0.4%
List to Close	98	<b>92</b>	- 6.1%	98	<b>92</b>	- 6.1%
Days on Market Until Sale	44	<b>39</b>	- 11.4%	44	<b>39</b>	- 11.4%
Cumulative Days on Market Until Sale	52	<b>46</b>	- 11.5%	52	<b>46</b>	- 11.5%
Average List Price	\$372,652	<b>\$373,345</b>	+ 0.2%	\$372,652	<b>\$373,345</b>	+ 0.2%
Inventory of Homes for Sale	2,553	<b>1,828</b>	- 28.4%	--	--	--
Months Supply of Inventory	1.9	<b>1.3</b>	- 31.6%	--	--	--

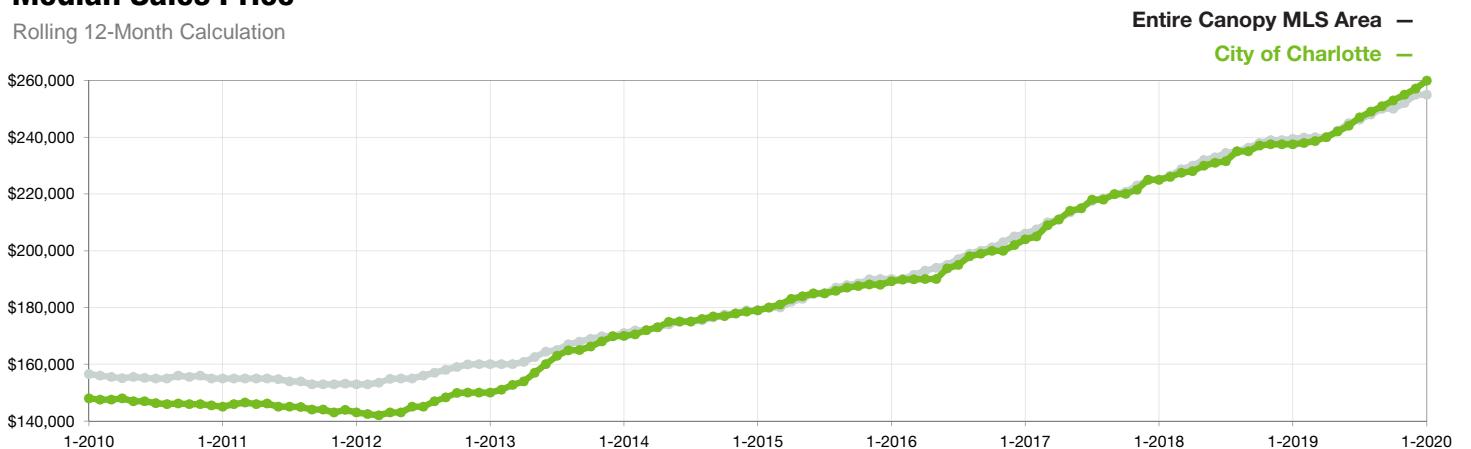
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### January



### Median Sales Price

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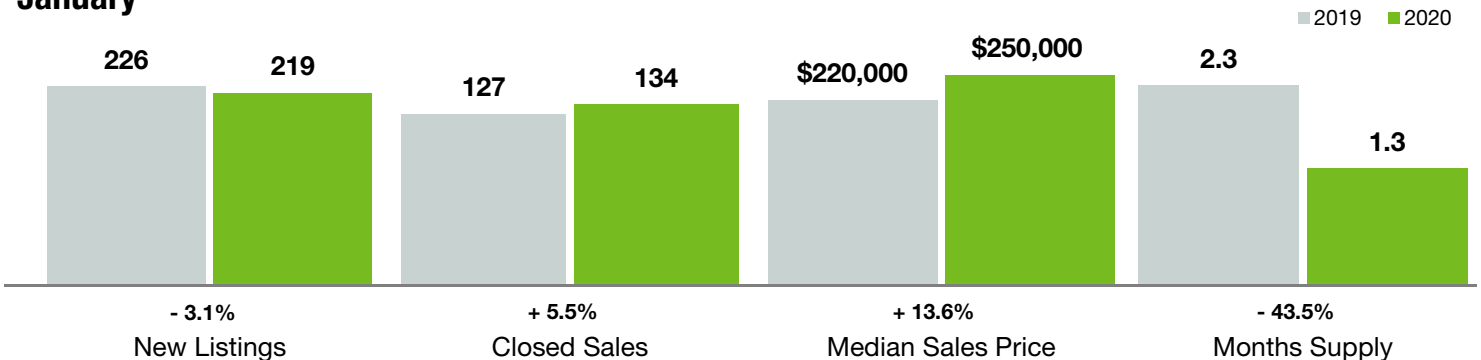
## Concord

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	226	219	- 3.1%	226	219	- 3.1%
Pending Sales	162	209	+ 29.0%	162	209	+ 29.0%
Closed Sales	127	134	+ 5.5%	127	134	+ 5.5%
Median Sales Price*	\$220,000	\$250,000	+ 13.6%	\$220,000	\$250,000	+ 13.6%
Average Sales Price*	\$233,362	\$272,621	+ 16.8%	\$233,362	\$272,621	+ 16.8%
Percent of Original List Price Received*	96.2%	97.0%	+ 0.8%	96.2%	97.0%	+ 0.8%
List to Close	101	101	0.0%	101	101	0.0%
Days on Market Until Sale	44	48	+ 9.1%	44	48	+ 9.1%
Cumulative Days on Market Until Sale	54	68	+ 25.9%	54	68	+ 25.9%
Average List Price	\$265,514	\$279,606	+ 5.3%	\$265,514	\$279,606	+ 5.3%
Inventory of Homes for Sale	436	265	- 39.2%	--	--	--
Months Supply of Inventory	2.3	1.3	- 43.5%	--	--	--

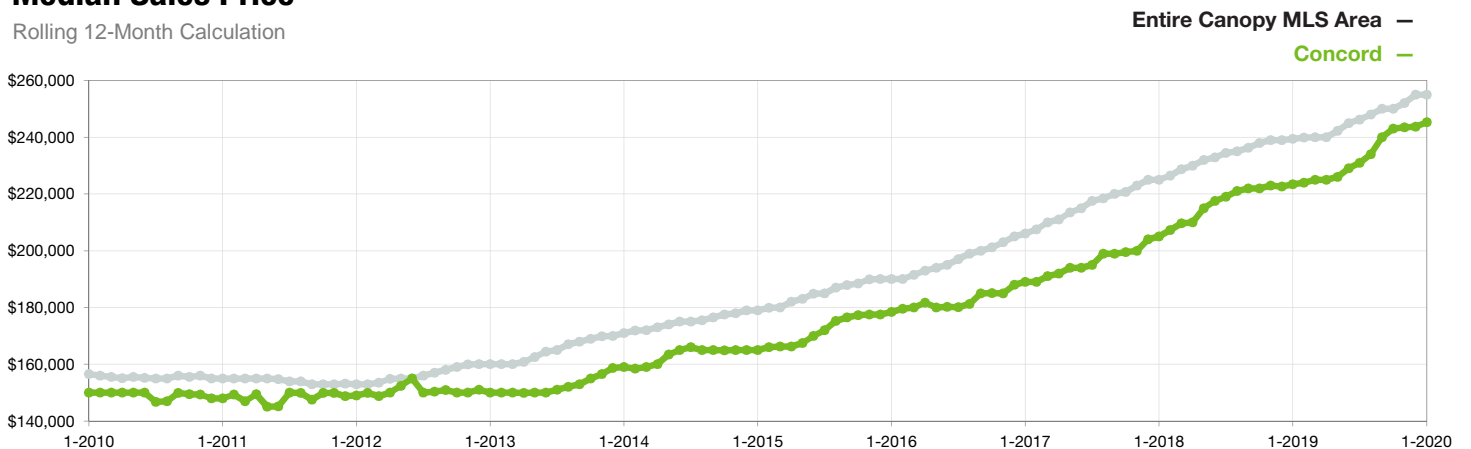
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### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2020

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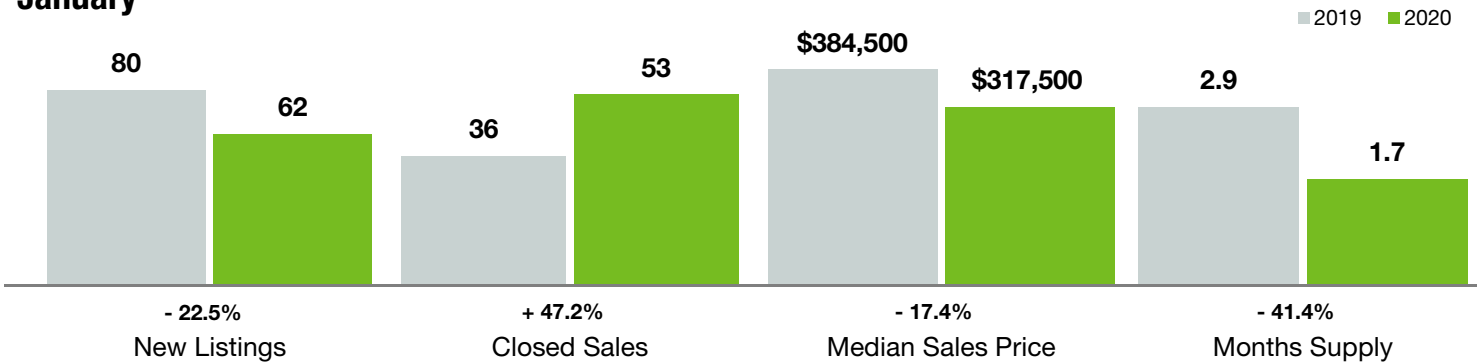
## Cornelius

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	80	62	- 22.5%	80	62	- 22.5%
Pending Sales	44	65	+ 47.7%	44	65	+ 47.7%
Closed Sales	36	53	+ 47.2%	36	53	+ 47.2%
Median Sales Price*	\$384,500	\$317,500	- 17.4%	\$384,500	\$317,500	- 17.4%
Average Sales Price*	\$427,759	\$543,789	+ 27.1%	\$427,759	\$543,789	+ 27.1%
Percent of Original List Price Received*	93.8%	94.8%	+ 1.1%	93.8%	94.8%	+ 1.1%
List to Close	119	101	- 15.1%	119	101	- 15.1%
Days on Market Until Sale	73	55	- 24.7%	73	55	- 24.7%
Cumulative Days on Market Until Sale	83	76	- 8.4%	83	76	- 8.4%
Average List Price	\$485,636	\$503,042	+ 3.6%	\$485,636	\$503,042	+ 3.6%
Inventory of Homes for Sale	201	129	- 35.8%	--	--	--
Months Supply of Inventory	2.9	1.7	- 41.4%	--	--	--

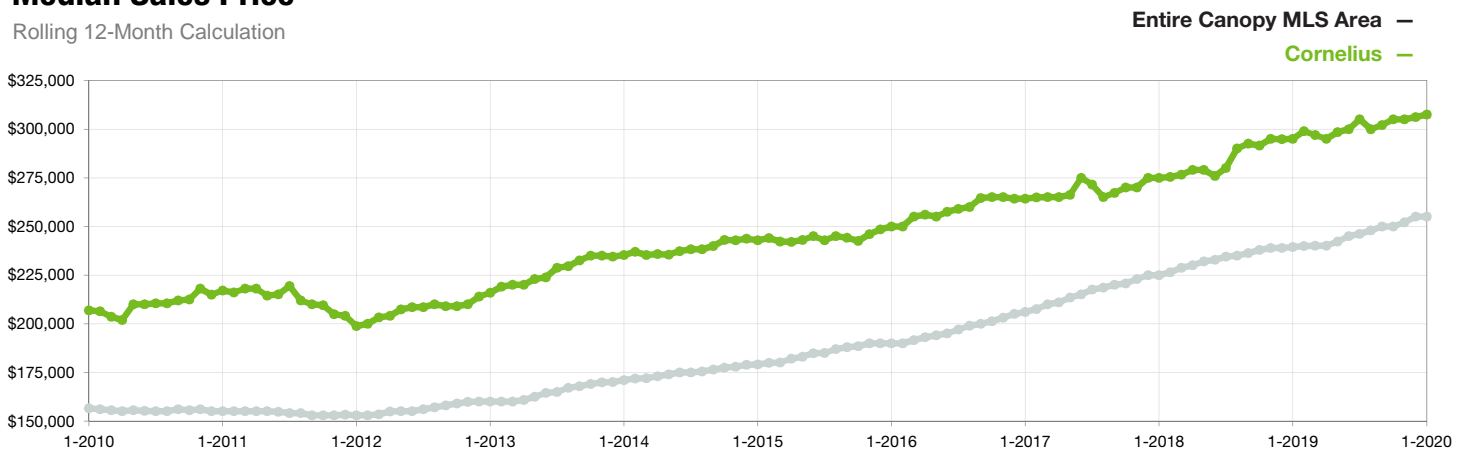
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### January



### Median Sales Price

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# Local Market Update for January 2020

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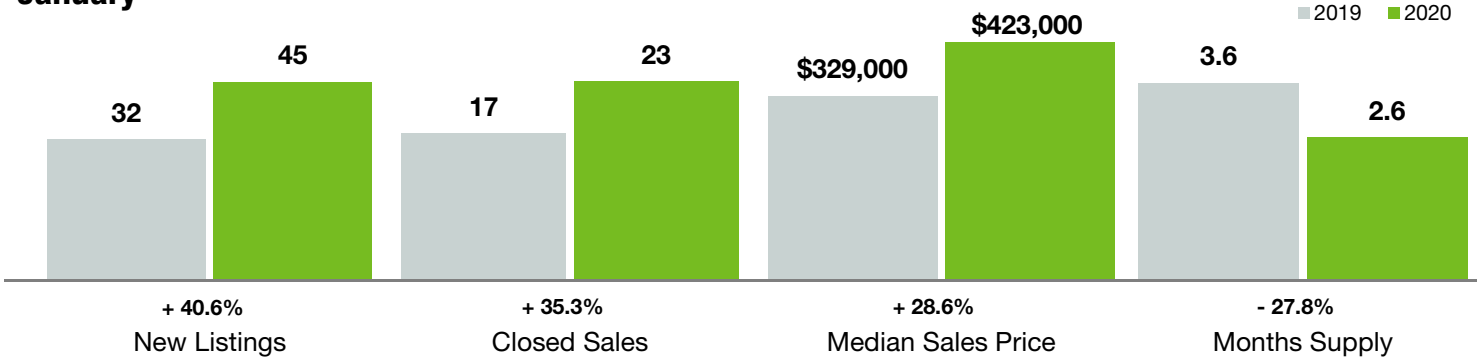
## Davidson

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	32	45	+ 40.6%	32	45	+ 40.6%
Pending Sales	31	64	+ 106.5%	31	64	+ 106.5%
Closed Sales	17	23	+ 35.3%	17	23	+ 35.3%
Median Sales Price*	\$329,000	<b>\$423,000</b>	+ 28.6%	\$329,000	<b>\$423,000</b>	+ 28.6%
Average Sales Price*	\$457,252	<b>\$514,276</b>	+ 12.5%	\$457,252	<b>\$514,276</b>	+ 12.5%
Percent of Original List Price Received*	94.1%	<b>95.9%</b>	+ 1.9%	94.1%	<b>95.9%</b>	+ 1.9%
List to Close	117	124	+ 6.0%	117	124	+ 6.0%
Days on Market Until Sale	59	66	+ 11.9%	59	66	+ 11.9%
Cumulative Days on Market Until Sale	91	66	- 27.5%	91	66	- 27.5%
Average List Price	\$563,658	<b>\$562,038</b>	- 0.3%	\$563,658	<b>\$562,038</b>	- 0.3%
Inventory of Homes for Sale	141	127	- 9.9%	--	--	--
Months Supply of Inventory	3.6	2.6	- 27.8%	--	--	--

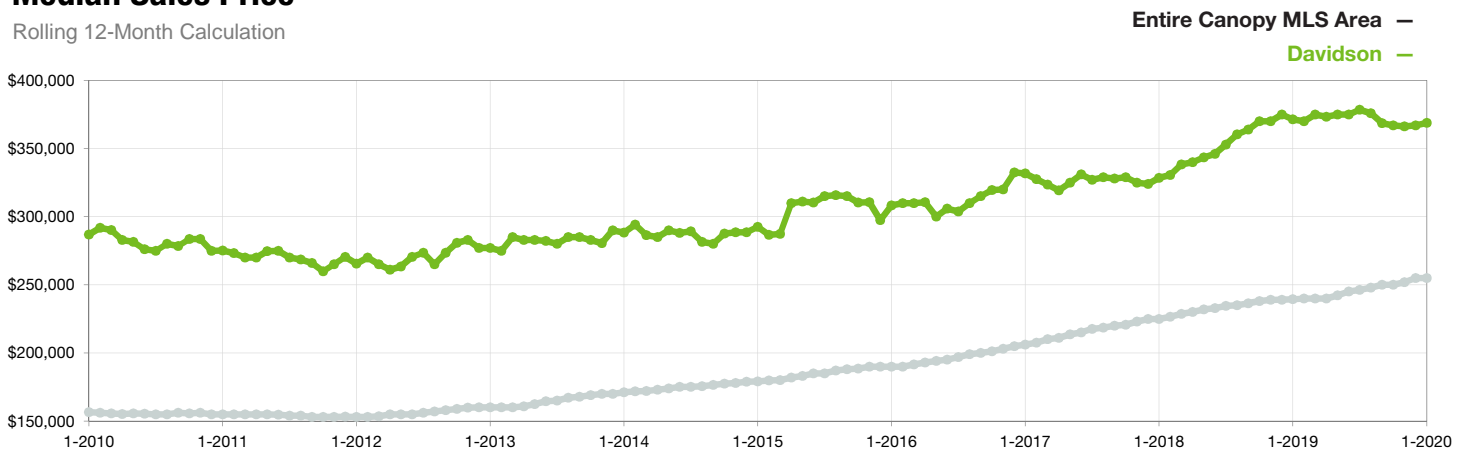
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### January



### Median Sales Price

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# Local Market Update for January 2020

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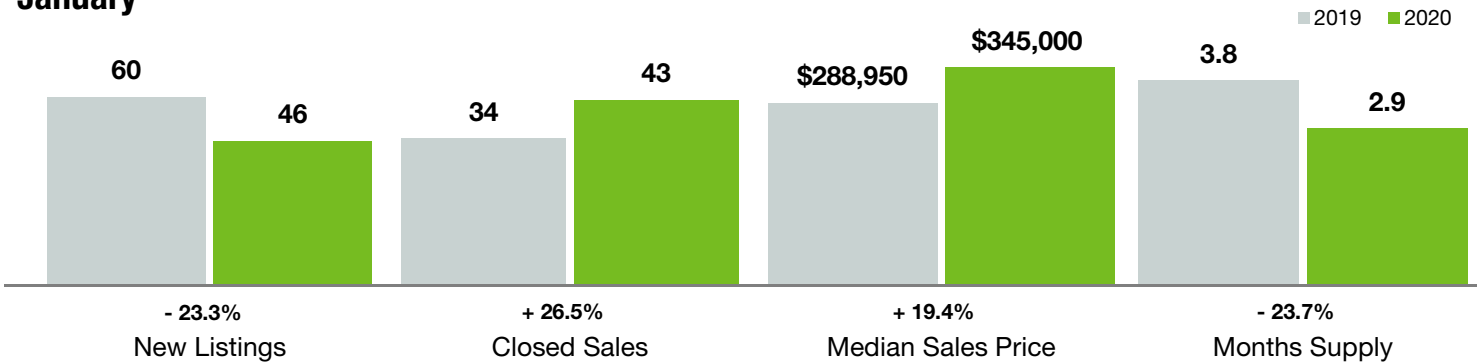
## Denver

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	60	46	- 23.3%	60	46	- 23.3%
Pending Sales	43	61	+ 41.9%	43	61	+ 41.9%
Closed Sales	34	43	+ 26.5%	34	43	+ 26.5%
Median Sales Price*	\$288,950	\$345,000	+ 19.4%	\$288,950	\$345,000	+ 19.4%
Average Sales Price*	\$316,273	\$428,997	+ 35.6%	\$316,273	\$428,997	+ 35.6%
Percent of Original List Price Received*	94.9%	94.7%	- 0.2%	94.9%	94.7%	- 0.2%
List to Close	136	146	+ 7.4%	136	146	+ 7.4%
Days on Market Until Sale	60	99	+ 65.0%	60	99	+ 65.0%
Cumulative Days on Market Until Sale	60	115	+ 91.7%	60	115	+ 91.7%
Average List Price	\$414,077	\$380,175	- 8.2%	\$414,077	\$380,175	- 8.2%
Inventory of Homes for Sale	216	169	- 21.8%	--	--	--
Months Supply of Inventory	3.8	2.9	- 23.7%	--	--	--

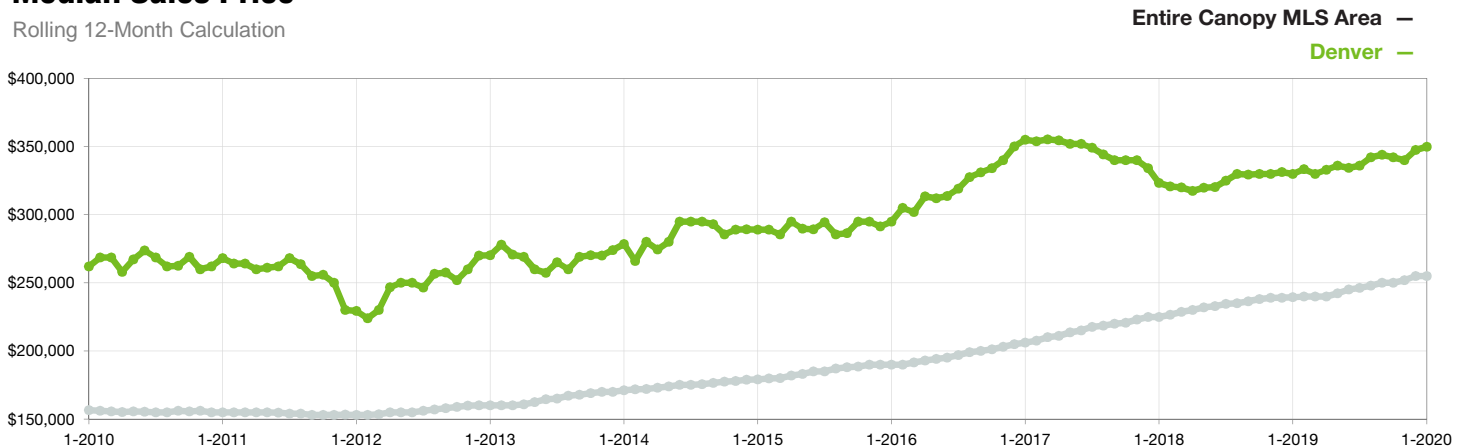
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### January



### Median Sales Price

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# Local Market Update for January 2020

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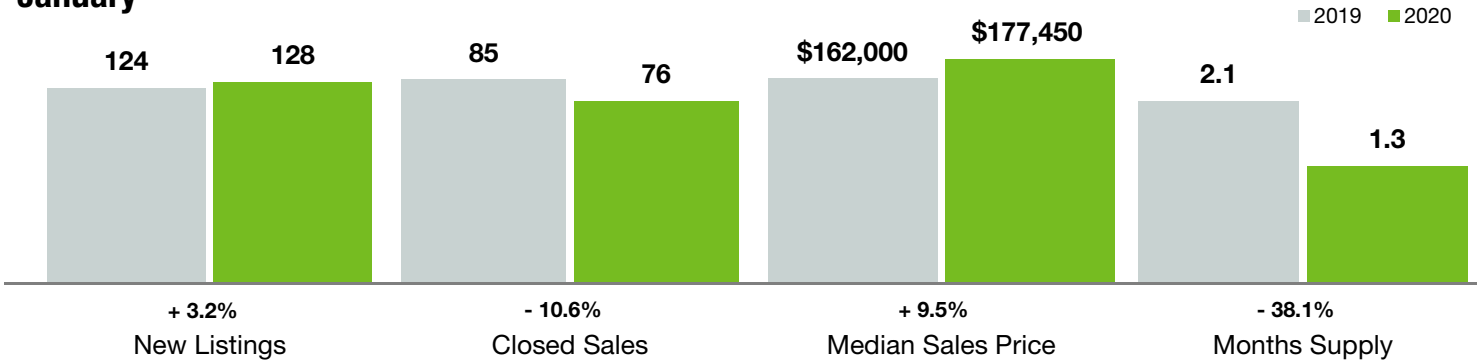
## Gastonia

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	124	<b>128</b>	+ 3.2%	124	<b>128</b>	+ 3.2%
Pending Sales	98	<b>148</b>	+ 51.0%	98	<b>148</b>	+ 51.0%
Closed Sales	85	<b>76</b>	- 10.6%	85	<b>76</b>	- 10.6%
Median Sales Price*	\$162,000	<b>\$177,450</b>	+ 9.5%	\$162,000	<b>\$177,450</b>	+ 9.5%
Average Sales Price*	\$175,801	<b>\$198,655</b>	+ 13.0%	\$175,801	<b>\$198,655</b>	+ 13.0%
Percent of Original List Price Received*	94.3%	<b>96.1%</b>	+ 1.9%	94.3%	<b>96.1%</b>	+ 1.9%
List to Close	104	<b>101</b>	- 2.9%	104	<b>101</b>	- 2.9%
Days on Market Until Sale	48	<b>43</b>	- 10.4%	48	<b>43</b>	- 10.4%
Cumulative Days on Market Until Sale	54	<b>45</b>	- 16.7%	54	<b>45</b>	- 16.7%
Average List Price	\$160,558	<b>\$189,207</b>	+ 17.8%	\$160,558	<b>\$189,207</b>	+ 17.8%
Inventory of Homes for Sale	253	<b>175</b>	- 30.8%	--	--	--
Months Supply of Inventory	2.1	<b>1.3</b>	- 38.1%	--	--	--

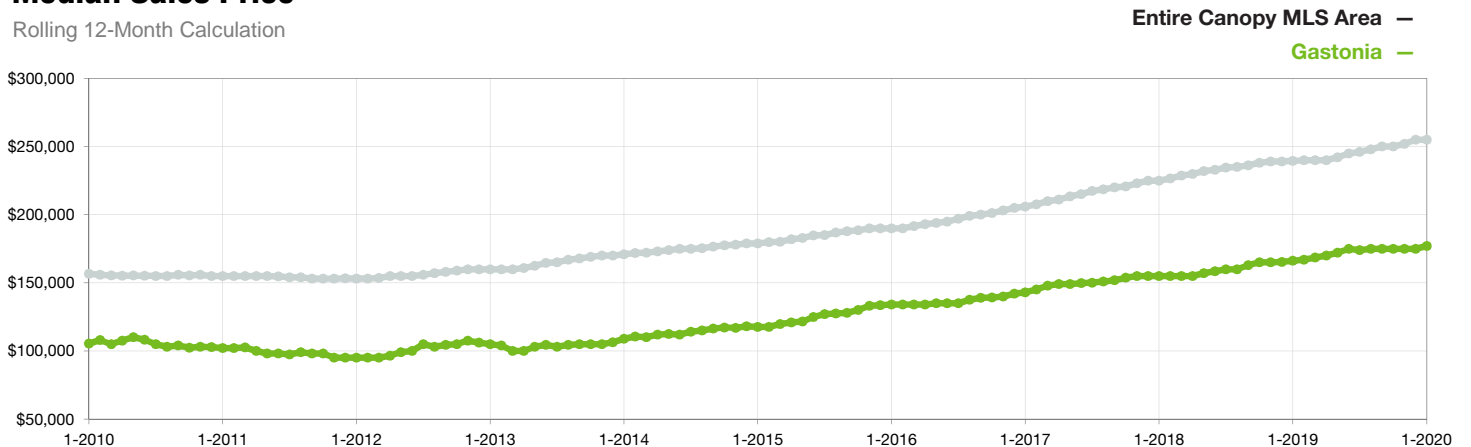
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### January



### Median Sales Price

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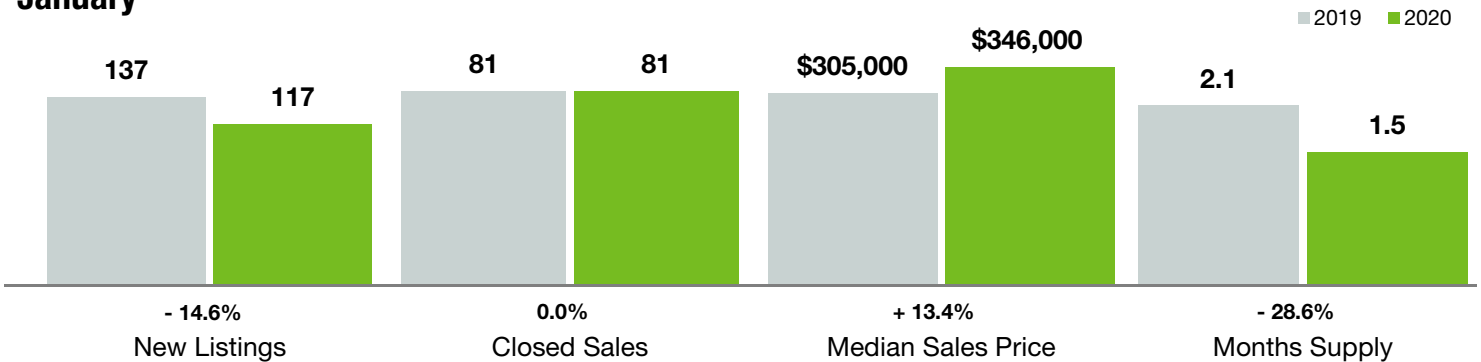
## Huntersville

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	137	117	- 14.6%	137	117	- 14.6%
Pending Sales	92	129	+ 40.2%	92	129	+ 40.2%
Closed Sales	81	81	0.0%	81	81	0.0%
Median Sales Price*	\$305,000	\$346,000	+ 13.4%	\$305,000	\$346,000	+ 13.4%
Average Sales Price*	\$324,042	\$404,183	+ 24.7%	\$324,042	\$404,183	+ 24.7%
Percent of Original List Price Received*	96.4%	96.1%	- 0.3%	96.4%	96.1%	- 0.3%
List to Close	105	122	+ 16.2%	105	122	+ 16.2%
Days on Market Until Sale	59	62	+ 5.1%	59	62	+ 5.1%
Cumulative Days on Market Until Sale	70	77	+ 10.0%	70	77	+ 10.0%
Average List Price	\$374,031	\$385,046	+ 2.9%	\$374,031	\$385,046	+ 2.9%
Inventory of Homes for Sale	280	223	- 20.4%	--	--	--
Months Supply of Inventory	2.1	1.5	- 28.6%	--	--	--

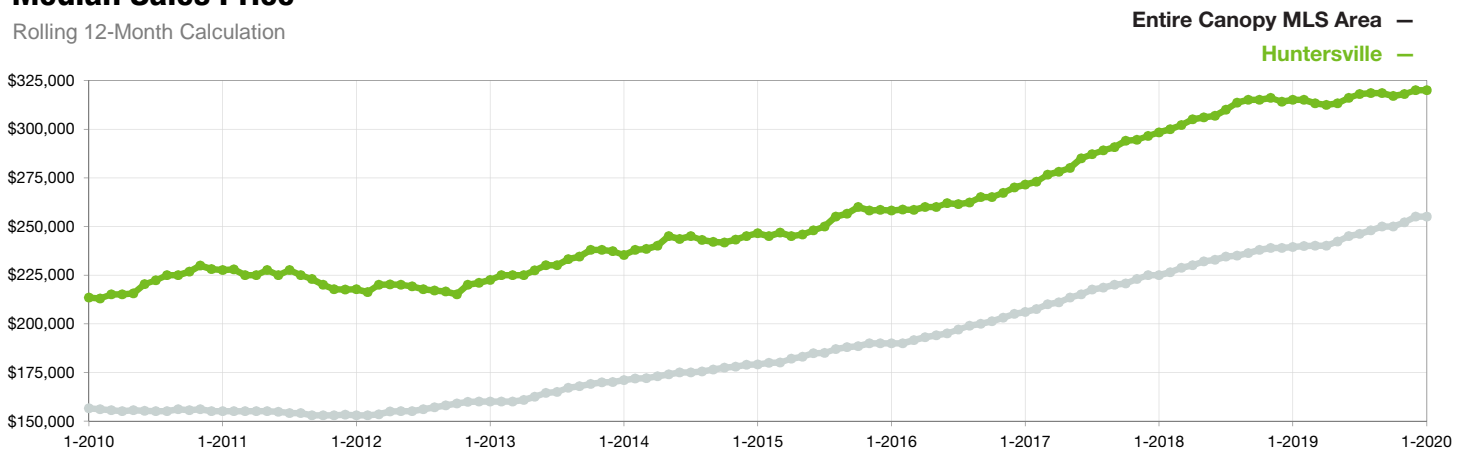
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### January



### Median Sales Price

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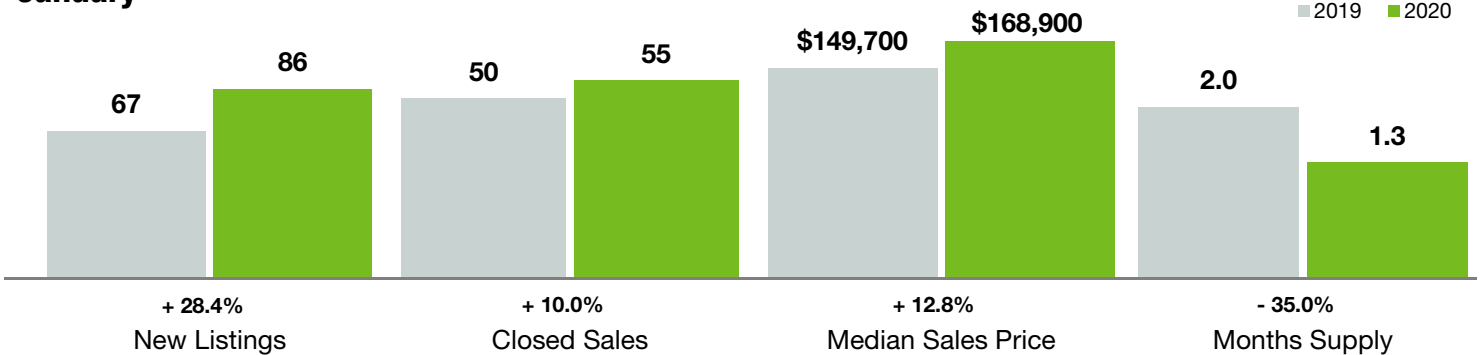
## Kannapolis

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	67	<b>86</b>	+ 28.4%	67	<b>86</b>	+ 28.4%
Pending Sales	72	<b>62</b>	- 13.9%	72	<b>62</b>	- 13.9%
Closed Sales	50	<b>55</b>	+ 10.0%	50	<b>55</b>	+ 10.0%
Median Sales Price*	\$149,700	<b>\$168,900</b>	+ 12.8%	\$149,700	<b>\$168,900</b>	+ 12.8%
Average Sales Price*	\$168,954	<b>\$190,142</b>	+ 12.5%	\$168,954	<b>\$190,142</b>	+ 12.5%
Percent of Original List Price Received*	95.1%	<b>93.3%</b>	- 1.9%	95.1%	<b>93.3%</b>	- 1.9%
List to Close	88	<b>79</b>	- 10.2%	88	<b>79</b>	- 10.2%
Days on Market Until Sale	47	<b>39</b>	- 17.0%	47	<b>39</b>	- 17.0%
Cumulative Days on Market Until Sale	63	<b>49</b>	- 22.2%	63	<b>49</b>	- 22.2%
Average List Price	\$183,004	<b>\$253,708</b>	+ 38.6%	\$183,004	<b>\$253,708</b>	+ 38.6%
Inventory of Homes for Sale	130	<b>97</b>	- 25.4%	--	--	--
Months Supply of Inventory	2.0	<b>1.3</b>	- 35.0%	--	--	--

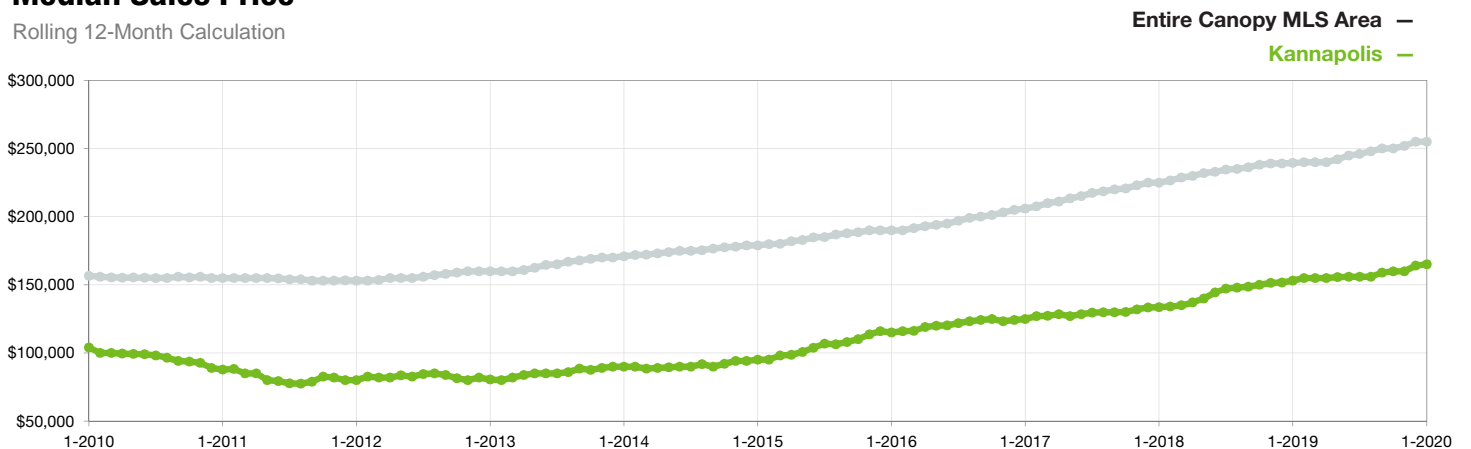
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### January



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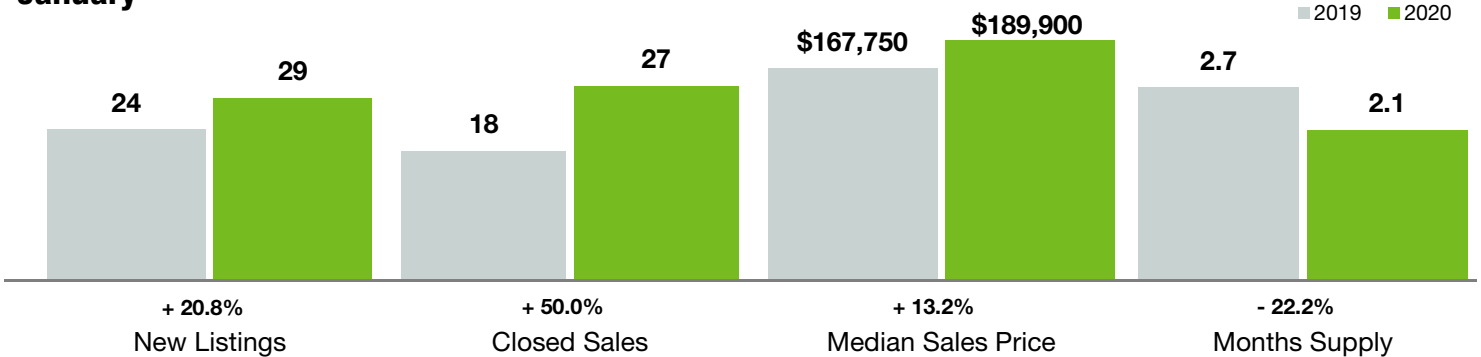
## Lincolnton

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	24	<b>29</b>	+ 20.8%	24	<b>29</b>	+ 20.8%
Pending Sales	30	<b>31</b>	+ 3.3%	30	<b>31</b>	+ 3.3%
Closed Sales	18	<b>27</b>	+ 50.0%	18	<b>27</b>	+ 50.0%
Median Sales Price*	\$167,750	<b>\$189,900</b>	+ 13.2%	\$167,750	<b>\$189,900</b>	+ 13.2%
Average Sales Price*	\$168,622	<b>\$191,700</b>	+ 13.7%	\$168,622	<b>\$191,700</b>	+ 13.7%
Percent of Original List Price Received*	94.3%	<b>93.8%</b>	- 0.5%	94.3%	<b>93.8%</b>	- 0.5%
List to Close	106	<b>125</b>	+ 17.9%	106	<b>125</b>	+ 17.9%
Days on Market Until Sale	61	<b>71</b>	+ 16.4%	61	<b>71</b>	+ 16.4%
Cumulative Days on Market Until Sale	61	<b>84</b>	+ 37.7%	61	<b>84</b>	+ 37.7%
Average List Price	\$227,352	<b>\$212,824</b>	- 6.4%	\$227,352	<b>\$212,824</b>	- 6.4%
Inventory of Homes for Sale	90	<b>66</b>	- 26.7%	--	--	--
Months Supply of Inventory	2.7	<b>2.1</b>	- 22.2%	--	--	--

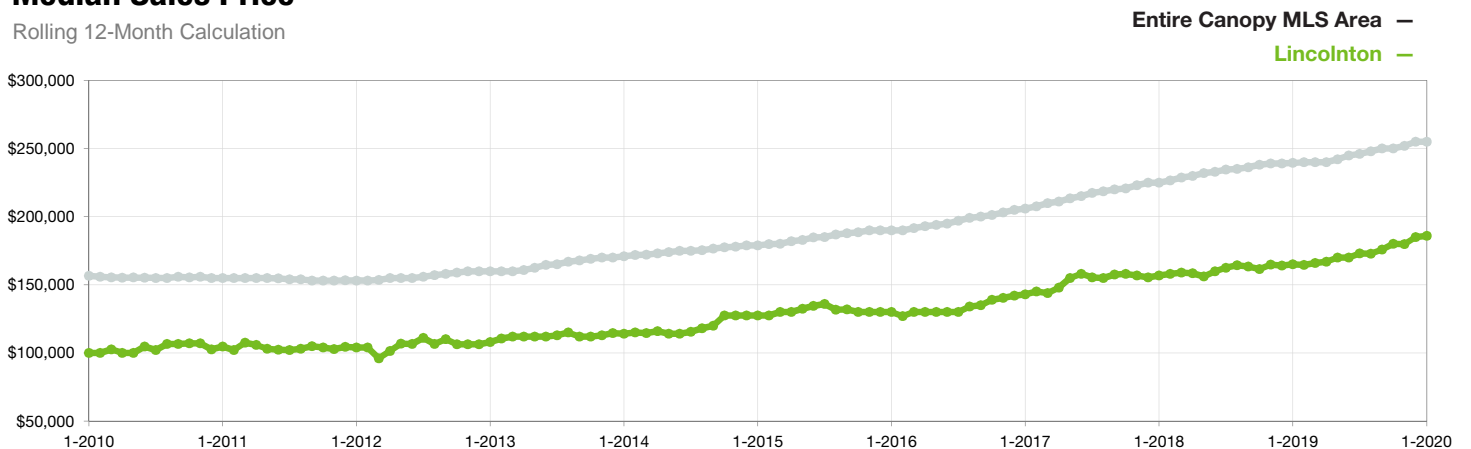
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### January



### Median Sales Price

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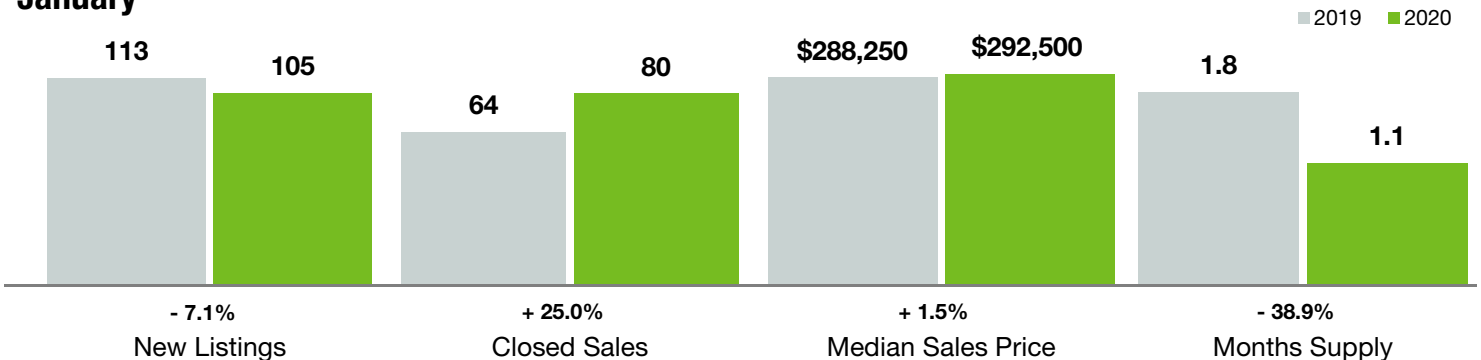
## Matthews

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	113	105	- 7.1%	113	105	- 7.1%
Pending Sales	76	113	+ 48.7%	76	113	+ 48.7%
Closed Sales	64	80	+ 25.0%	64	80	+ 25.0%
Median Sales Price*	\$288,250	\$292,500	+ 1.5%	\$288,250	\$292,500	+ 1.5%
Average Sales Price*	\$366,357	\$330,048	- 9.9%	\$366,357	\$330,048	- 9.9%
Percent of Original List Price Received*	96.2%	96.7%	+ 0.5%	96.2%	96.7%	+ 0.5%
List to Close	113	92	- 18.6%	113	92	- 18.6%
Days on Market Until Sale	57	38	- 33.3%	57	38	- 33.3%
Cumulative Days on Market Until Sale	65	41	- 36.9%	65	41	- 36.9%
Average List Price	\$371,868	\$358,357	- 3.6%	\$371,868	\$358,357	- 3.6%
Inventory of Homes for Sale	166	121	- 27.1%	--	--	--
Months Supply of Inventory	1.8	1.1	- 38.9%	--	--	--

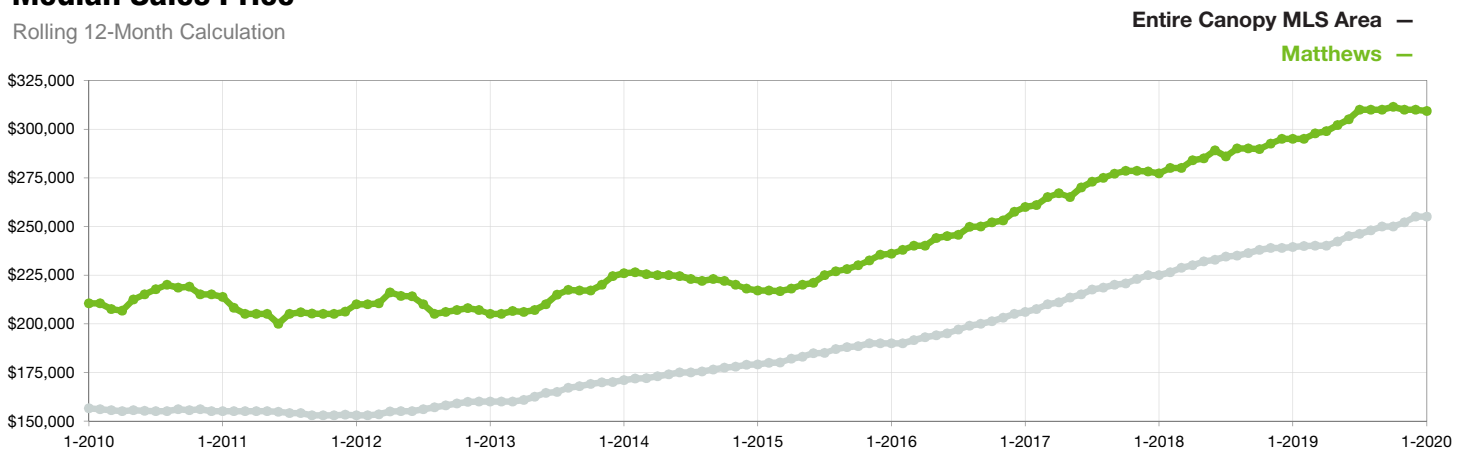
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### January



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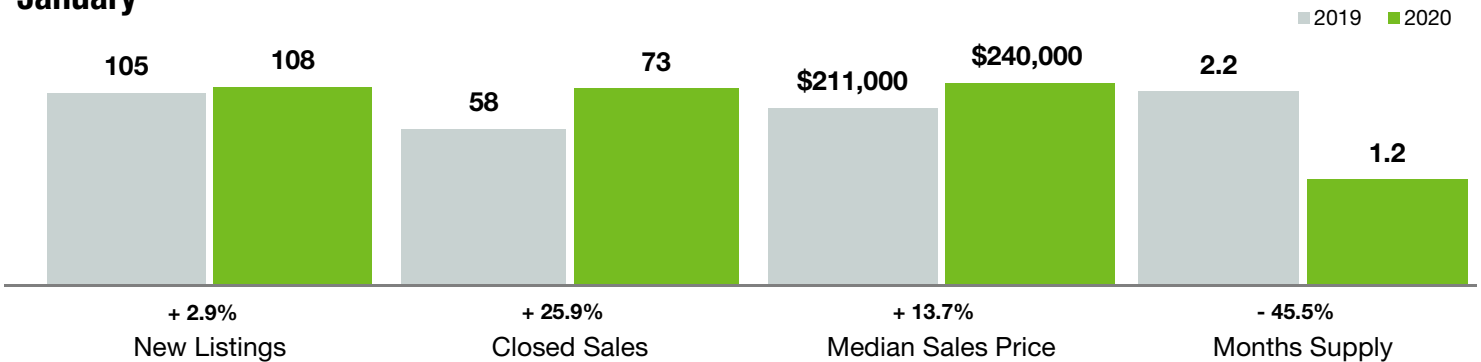
## Monroe

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	105	108	+ 2.9%	105	108	+ 2.9%
Pending Sales	92	108	+ 17.4%	92	108	+ 17.4%
Closed Sales	58	73	+ 25.9%	58	73	+ 25.9%
Median Sales Price*	\$211,000	\$240,000	+ 13.7%	\$211,000	\$240,000	+ 13.7%
Average Sales Price*	\$216,465	\$252,698	+ 16.7%	\$216,465	\$252,698	+ 16.7%
Percent of Original List Price Received*	96.6%	98.5%	+ 2.0%	96.6%	98.5%	+ 2.0%
List to Close	84	84	0.0%	84	84	0.0%
Days on Market Until Sale	34	34	0.0%	34	34	0.0%
Cumulative Days on Market Until Sale	42	41	- 2.4%	42	41	- 2.4%
Average List Price	\$224,511	\$287,681	+ 28.1%	\$224,511	\$287,681	+ 28.1%
Inventory of Homes for Sale	191	126	- 34.0%	--	--	--
Months Supply of Inventory	2.2	1.2	- 45.5%	--	--	--

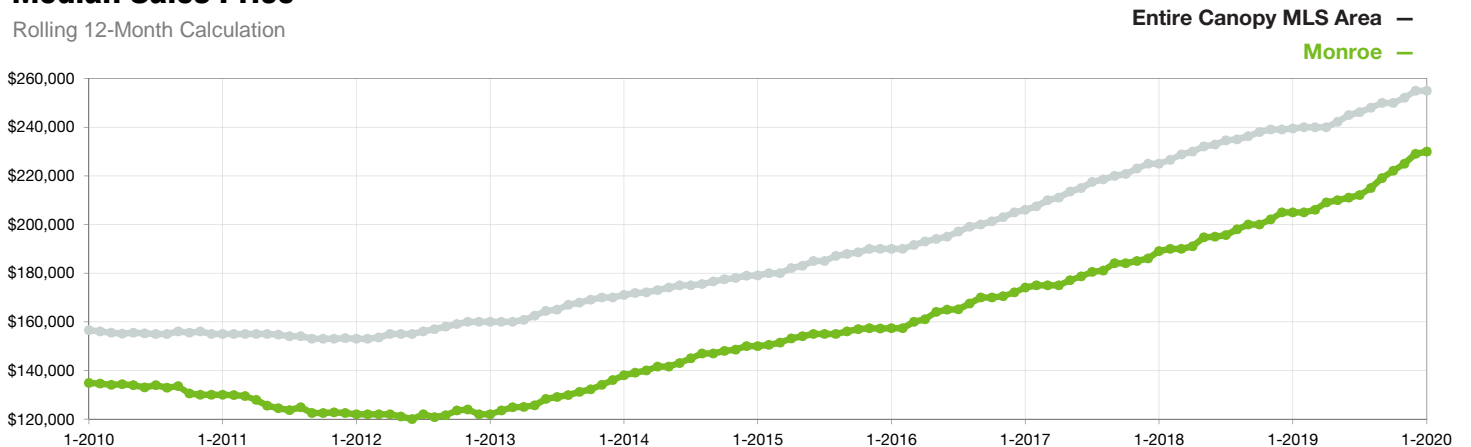
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### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2020

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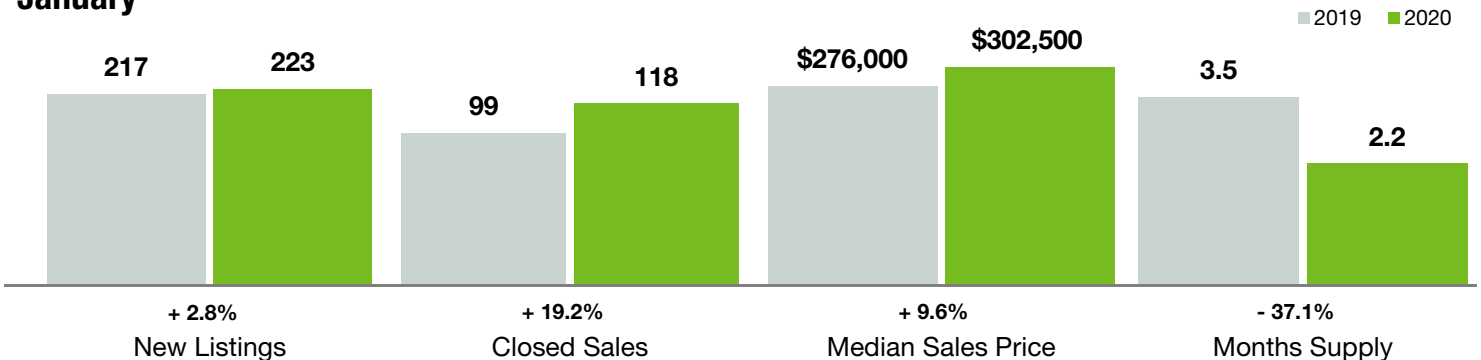
## Mooreville

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	217	<b>223</b>	+ 2.8%	217	<b>223</b>	+ 2.8%
Pending Sales	170	<b>201</b>	+ 18.2%	170	<b>201</b>	+ 18.2%
Closed Sales	99	<b>118</b>	+ 19.2%	99	<b>118</b>	+ 19.2%
Median Sales Price*	\$276,000	<b>\$302,500</b>	+ 9.6%	\$276,000	<b>\$302,500</b>	+ 9.6%
Average Sales Price*	\$393,598	<b>\$399,220</b>	+ 1.4%	\$393,598	<b>\$399,220</b>	+ 1.4%
Percent of Original List Price Received*	94.3%	<b>96.0%</b>	+ 1.8%	94.3%	<b>96.0%</b>	+ 1.8%
List to Close	115	<b>117</b>	+ 1.7%	115	<b>117</b>	+ 1.7%
Days on Market Until Sale	61	<b>66</b>	+ 8.2%	61	<b>66</b>	+ 8.2%
Cumulative Days on Market Until Sale	76	<b>81</b>	+ 6.6%	76	<b>81</b>	+ 6.6%
Average List Price	\$398,885	<b>\$444,757</b>	+ 11.5%	\$398,885	<b>\$444,757</b>	+ 11.5%
Inventory of Homes for Sale	596	<b>424</b>	- 28.9%	--	--	--
Months Supply of Inventory	3.5	<b>2.2</b>	- 37.1%	--	--	--

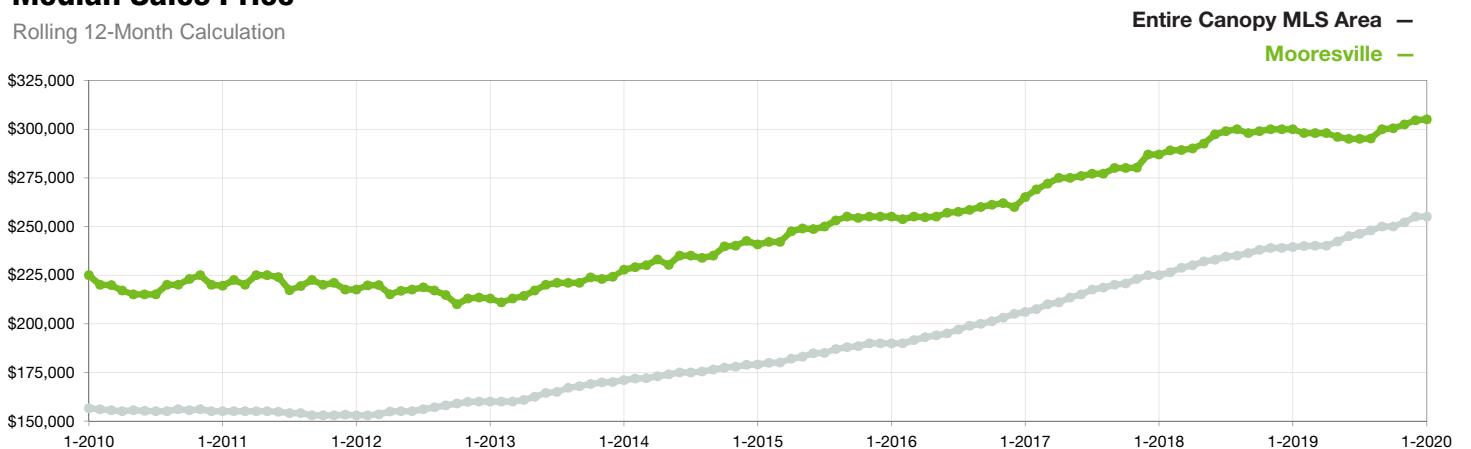
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### January



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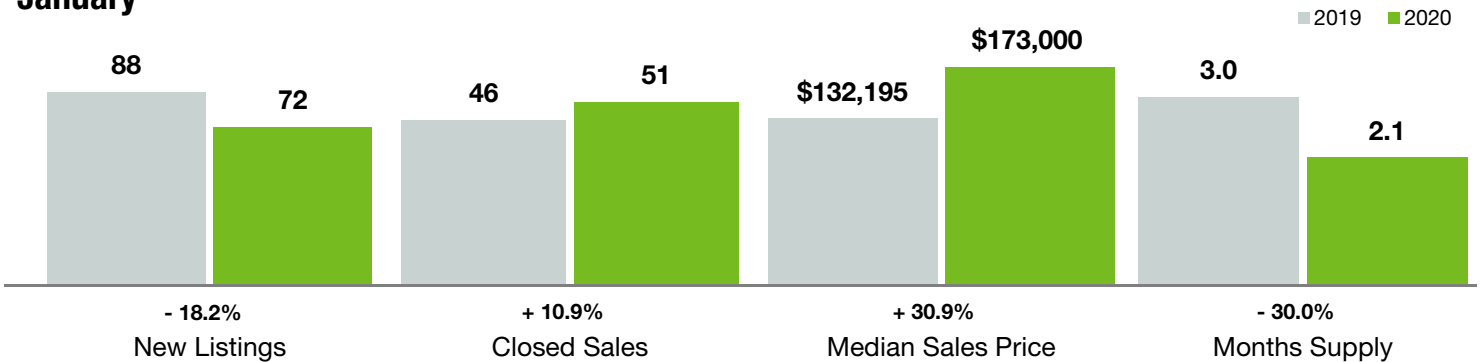
## Salisbury

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	88	72	- 18.2%	88	72	- 18.2%
Pending Sales	60	82	+ 36.7%	60	82	+ 36.7%
Closed Sales	46	51	+ 10.9%	46	51	+ 10.9%
Median Sales Price*	\$132,195	<b>\$173,000</b>	+ 30.9%	\$132,195	<b>\$173,000</b>	+ 30.9%
Average Sales Price*	\$143,494	<b>\$181,246</b>	+ 26.3%	\$143,494	<b>\$181,246</b>	+ 26.3%
Percent of Original List Price Received*	91.5%	<b>90.2%</b>	- 1.4%	91.5%	<b>90.2%</b>	- 1.4%
List to Close	114	127	+ 11.4%	114	127	+ 11.4%
Days on Market Until Sale	59	79	+ 33.9%	59	79	+ 33.9%
Cumulative Days on Market Until Sale	69	80	+ 15.9%	69	80	+ 15.9%
Average List Price	\$191,929	<b>\$230,481</b>	+ 20.1%	\$191,929	<b>\$230,481</b>	+ 20.1%
Inventory of Homes for Sale	226	162	- 28.3%	--	--	--
Months Supply of Inventory	3.0	2.1	- 30.0%	--	--	--

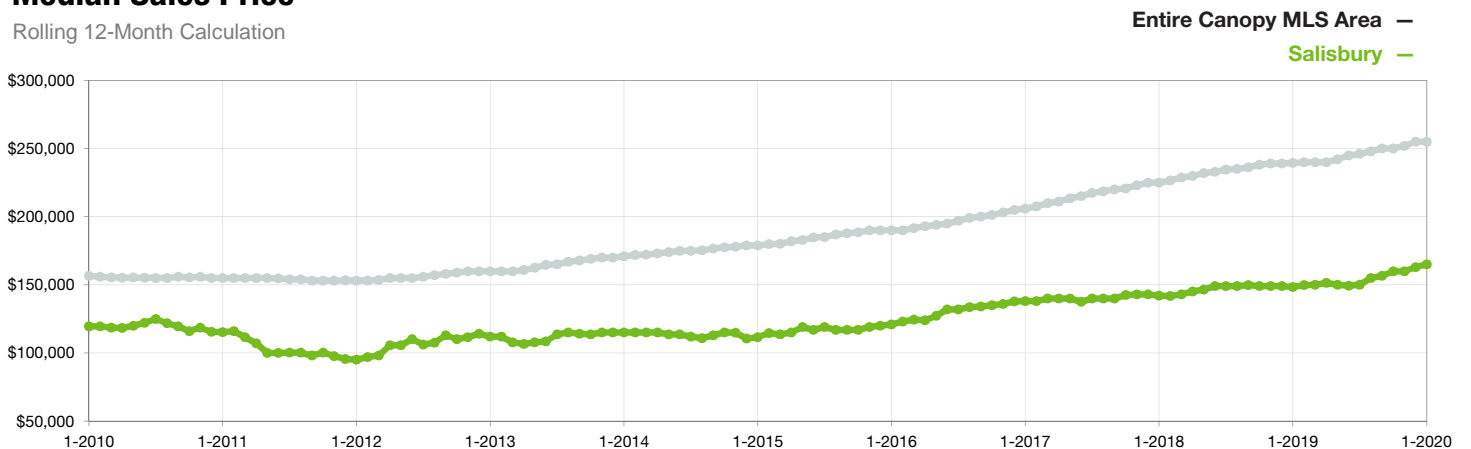
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### January



### Median Sales Price

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# Local Market Update for January 2020

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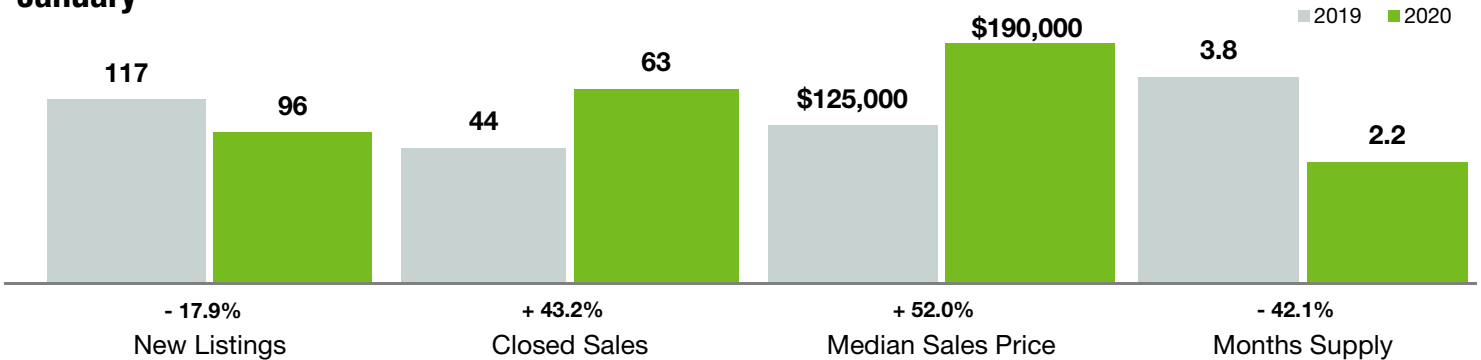
## Statesville

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	117	96	- 17.9%	117	96	- 17.9%
Pending Sales	84	79	- 6.0%	84	79	- 6.0%
Closed Sales	44	63	+ 43.2%	44	63	+ 43.2%
Median Sales Price*	\$125,000	\$190,000	+ 52.0%	\$125,000	\$190,000	+ 52.0%
Average Sales Price*	\$131,353	\$207,264	+ 57.8%	\$131,353	\$207,264	+ 57.8%
Percent of Original List Price Received*	90.7%	95.6%	+ 5.4%	90.7%	95.6%	+ 5.4%
List to Close	115	95	- 17.4%	115	95	- 17.4%
Days on Market Until Sale	55	42	- 23.6%	55	42	- 23.6%
Cumulative Days on Market Until Sale	58	46	- 20.7%	58	46	- 20.7%
Average List Price	\$222,692	\$194,963	- 12.5%	\$222,692	\$194,963	- 12.5%
Inventory of Homes for Sale	293	189	- 35.5%	--	--	--
Months Supply of Inventory	3.8	2.2	- 42.1%	--	--	--

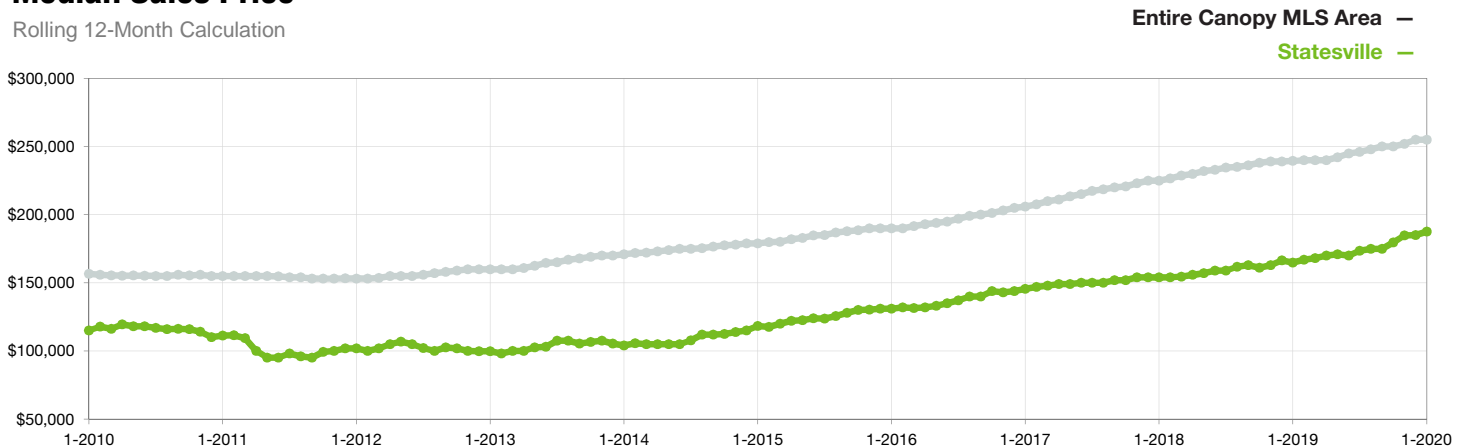
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### January



### Median Sales Price

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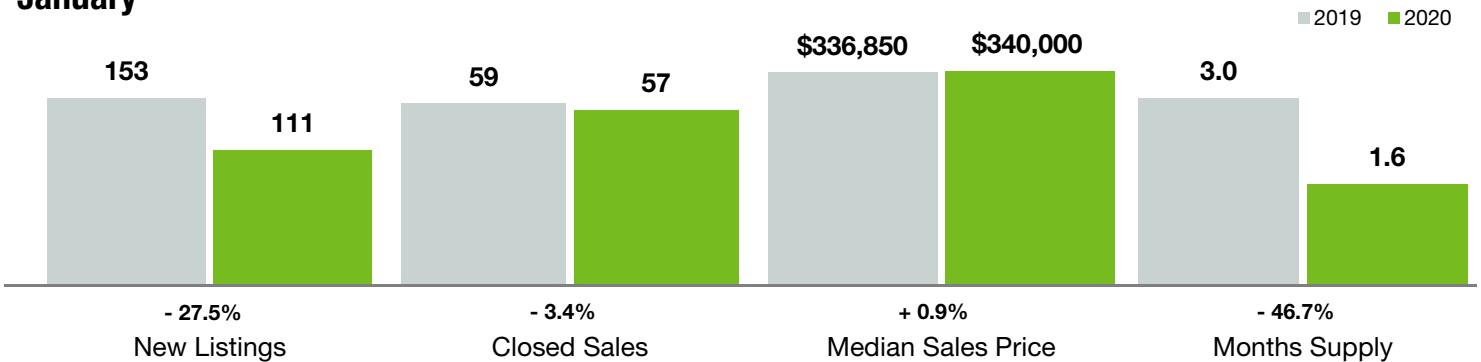
## Waxhaw

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	153	111	- 27.5%	153	111	- 27.5%
Pending Sales	106	116	+ 9.4%	106	116	+ 9.4%
Closed Sales	59	57	- 3.4%	59	57	- 3.4%
Median Sales Price*	\$336,850	\$340,000	+ 0.9%	\$336,850	\$340,000	+ 0.9%
Average Sales Price*	\$410,040	\$393,616	- 4.0%	\$410,040	\$393,616	- 4.0%
Percent of Original List Price Received*	96.1%	94.4%	- 1.8%	96.1%	94.4%	- 1.8%
List to Close	122	109	- 10.7%	122	109	- 10.7%
Days on Market Until Sale	69	62	- 10.1%	69	62	- 10.1%
Cumulative Days on Market Until Sale	86	76	- 11.6%	86	76	- 11.6%
Average List Price	\$460,635	\$548,292	+ 19.0%	\$460,635	\$548,292	+ 19.0%
Inventory of Homes for Sale	320	186	- 41.9%	--	--	--
Months Supply of Inventory	3.0	1.6	- 46.7%	--	--	--

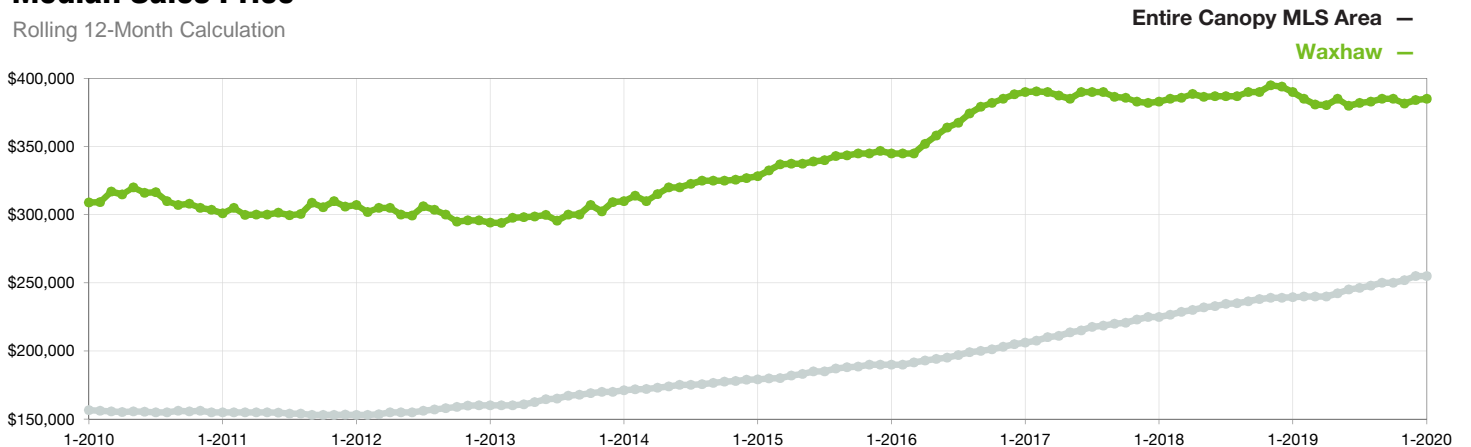
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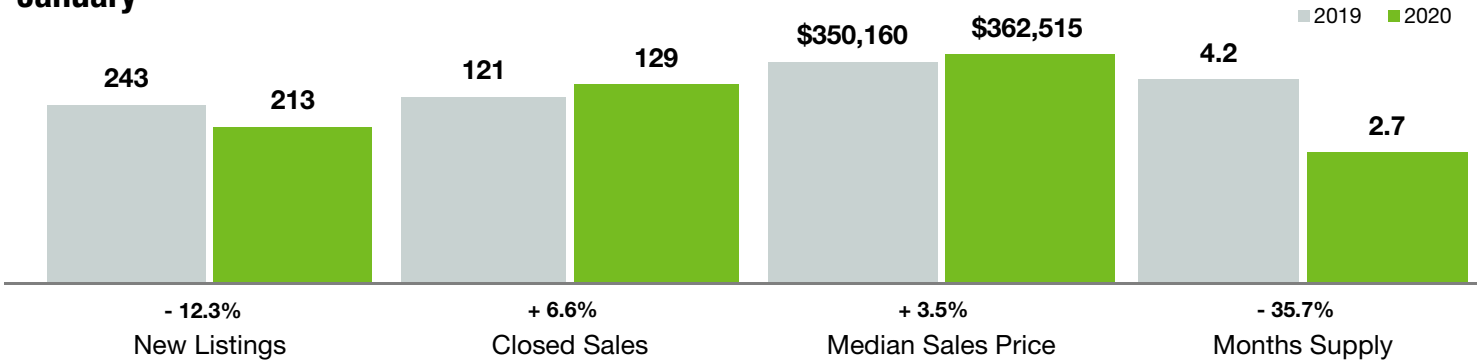
## Lake Norman

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	243	213	- 12.3%	243	213	- 12.3%
Pending Sales	173	199	+ 15.0%	173	199	+ 15.0%
Closed Sales	121	129	+ 6.6%	121	129	+ 6.6%
Median Sales Price*	\$350,160	\$362,515	+ 3.5%	\$350,160	\$362,515	+ 3.5%
Average Sales Price*	\$456,486	\$553,043	+ 21.2%	\$456,486	\$553,043	+ 21.2%
Percent of Original List Price Received*	94.0%	94.4%	+ 0.4%	94.0%	94.4%	+ 0.4%
List to Close	142	133	- 6.3%	142	133	- 6.3%
Days on Market Until Sale	74	79	+ 6.8%	74	79	+ 6.8%
Cumulative Days on Market Until Sale	90	96	+ 6.7%	90	96	+ 6.7%
Average List Price	\$522,844	\$553,304	+ 5.8%	\$522,844	\$553,304	+ 5.8%
Inventory of Homes for Sale	827	571	- 31.0%	--	--	--
Months Supply of Inventory	4.2	2.7	- 35.7%	--	--	--

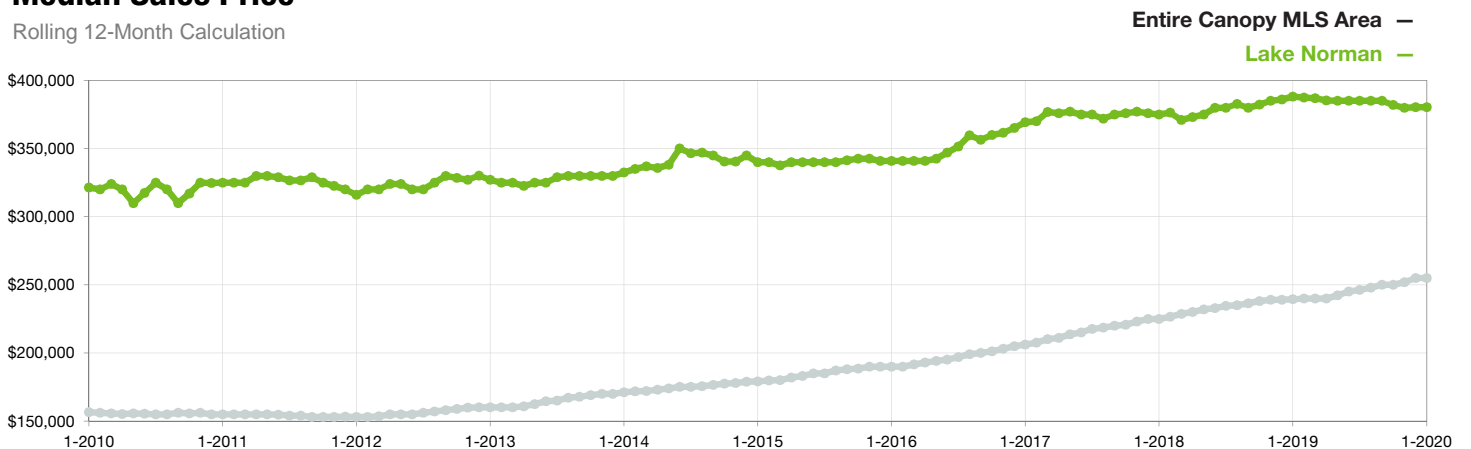
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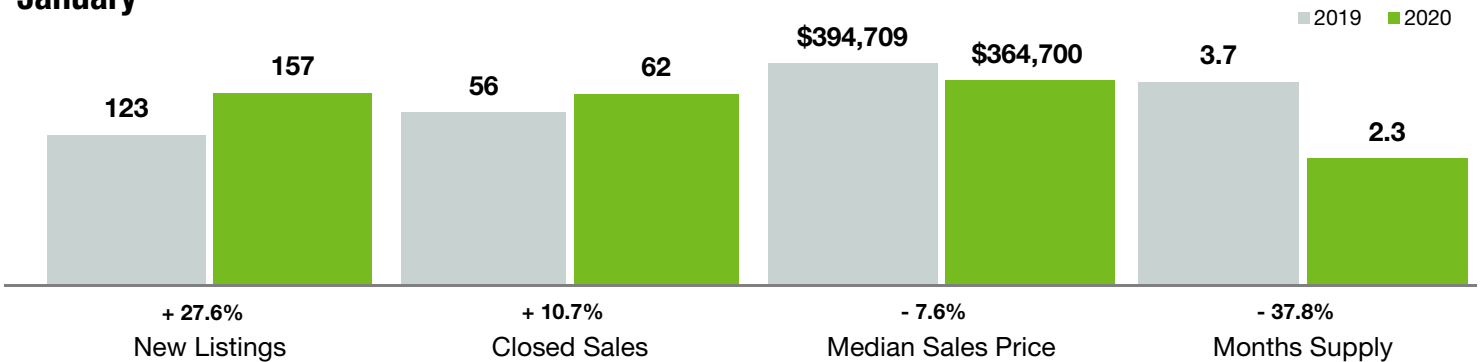
## Lake Wylie

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	123	157	+ 27.6%	123	157	+ 27.6%
Pending Sales	93	131	+ 40.9%	93	131	+ 40.9%
Closed Sales	56	62	+ 10.7%	56	62	+ 10.7%
Median Sales Price*	\$394,709	\$364,700	- 7.6%	\$394,709	\$364,700	- 7.6%
Average Sales Price*	\$465,313	\$387,899	- 16.6%	\$465,313	\$387,899	- 16.6%
Percent of Original List Price Received*	95.9%	95.7%	- 0.2%	95.9%	95.7%	- 0.2%
List to Close	139	106	- 23.7%	139	106	- 23.7%
Days on Market Until Sale	63	56	- 11.1%	63	56	- 11.1%
Cumulative Days on Market Until Sale	86	68	- 20.9%	86	68	- 20.9%
Average List Price	\$429,288	\$393,102	- 8.4%	\$429,288	\$393,102	- 8.4%
Inventory of Homes for Sale	381	305	- 19.9%	--	--	--
Months Supply of Inventory	3.7	2.3	- 37.8%	--	--	--

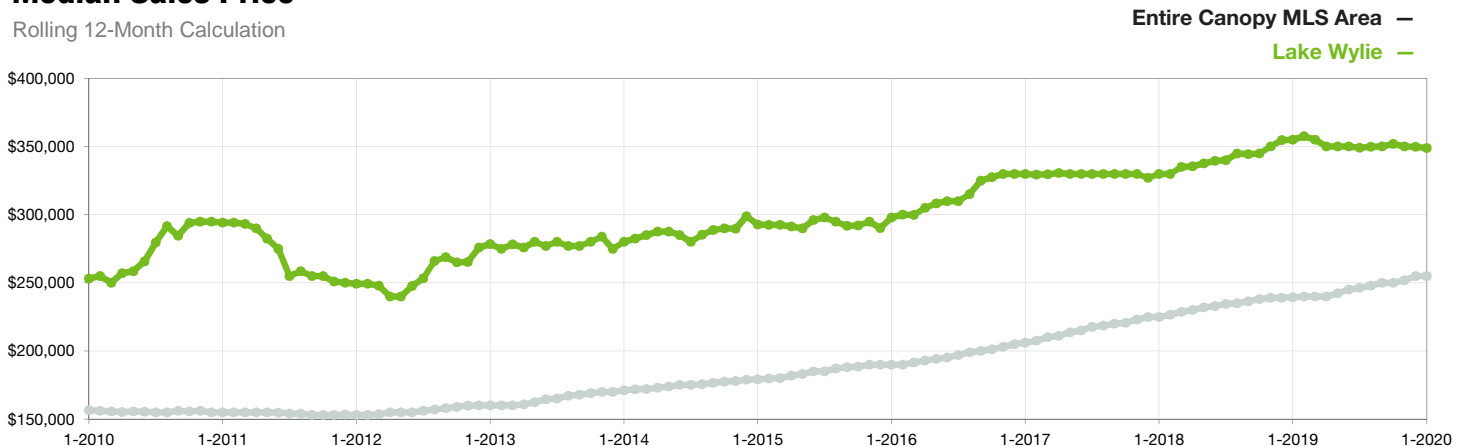
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### January



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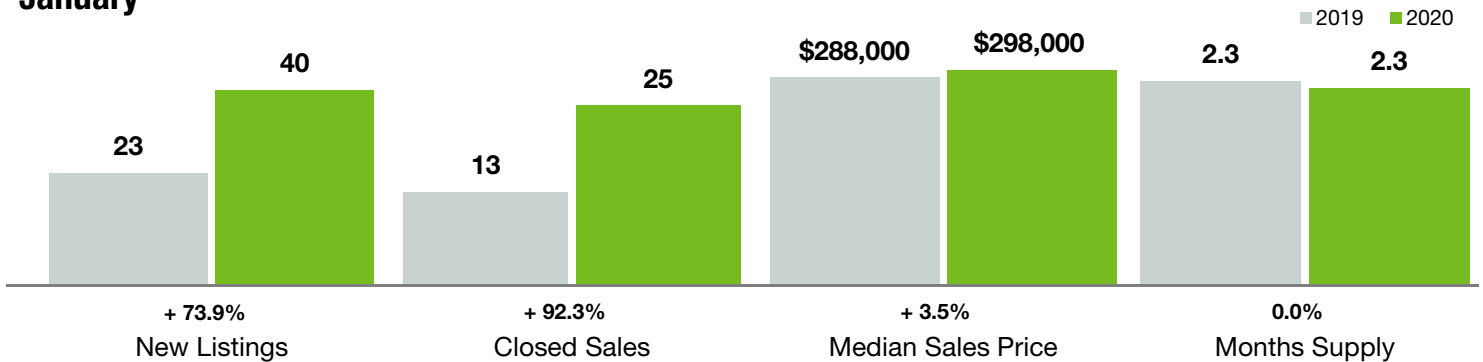
## Uptown Charlotte

North Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	23	40	+ 73.9%	23	40	+ 73.9%
Pending Sales	22	31	+ 40.9%	22	31	+ 40.9%
Closed Sales	13	25	+ 92.3%	13	25	+ 92.3%
Median Sales Price*	\$288,000	\$298,000	+ 3.5%	\$288,000	\$298,000	+ 3.5%
Average Sales Price*	\$431,977	\$324,583	- 24.9%	\$431,977	\$324,583	- 24.9%
Percent of Original List Price Received*	96.8%	96.7%	- 0.1%	96.8%	96.7%	- 0.1%
List to Close	95	89	- 6.3%	95	89	- 6.3%
Days on Market Until Sale	54	46	- 14.8%	54	46	- 14.8%
Cumulative Days on Market Until Sale	96	52	- 45.8%	96	52	- 45.8%
Average List Price	\$380,461	\$329,187	- 13.5%	\$380,461	\$329,187	- 13.5%
Inventory of Homes for Sale	68	71	+ 4.4%	--	--	--
Months Supply of Inventory	2.3	2.3	0.0%	--	--	--

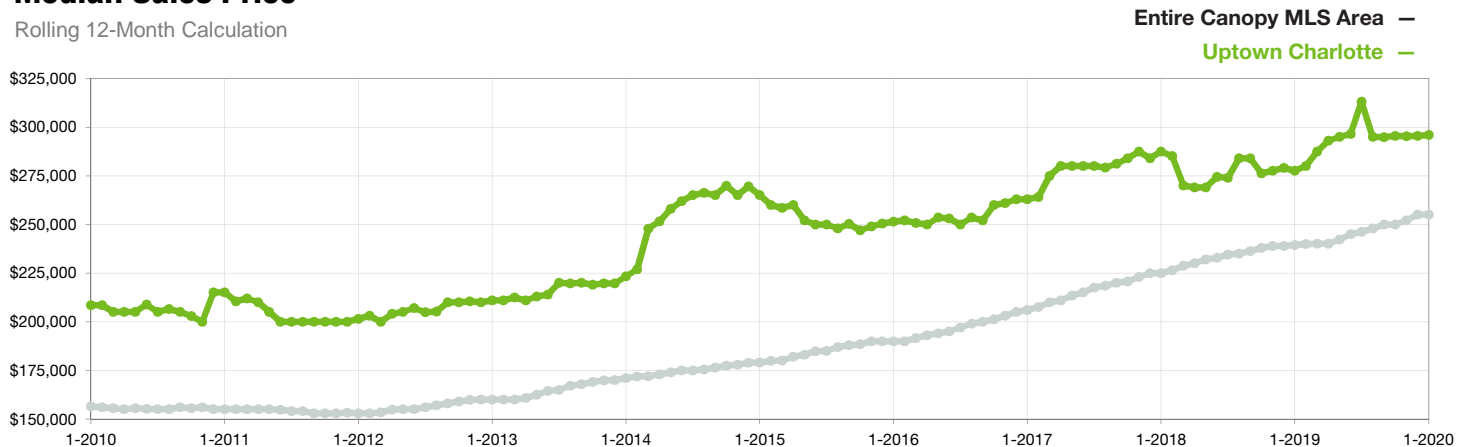
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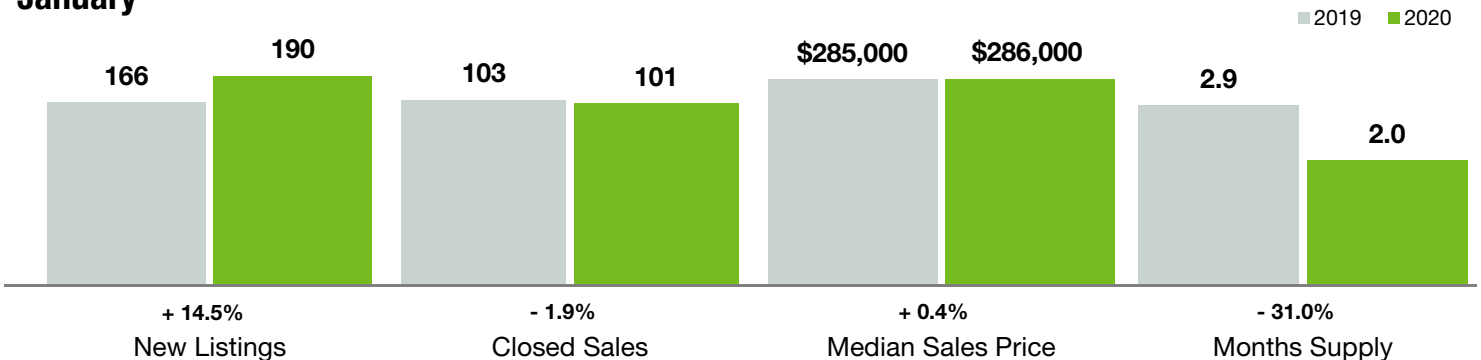
## Lancaster County

South Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	166	190	+ 14.5%	166	190	+ 14.5%
Pending Sales	128	180	+ 40.6%	128	180	+ 40.6%
Closed Sales	103	101	- 1.9%	103	101	- 1.9%
Median Sales Price*	\$285,000	\$286,000	+ 0.4%	\$285,000	\$286,000	+ 0.4%
Average Sales Price*	\$275,884	\$304,094	+ 10.2%	\$275,884	\$304,094	+ 10.2%
Percent of Original List Price Received*	97.1%	96.5%	- 0.6%	97.1%	96.5%	- 0.6%
List to Close	125	105	- 16.0%	125	105	- 16.0%
Days on Market Until Sale	51	51	0.0%	51	51	0.0%
Cumulative Days on Market Until Sale	62	66	+ 6.5%	62	66	+ 6.5%
Average List Price	\$298,432	\$348,503	+ 16.8%	\$298,432	\$348,503	+ 16.8%
Inventory of Homes for Sale	437	340	- 22.2%	--	--	--
Months Supply of Inventory	2.9	2.0	- 31.0%	--	--	--

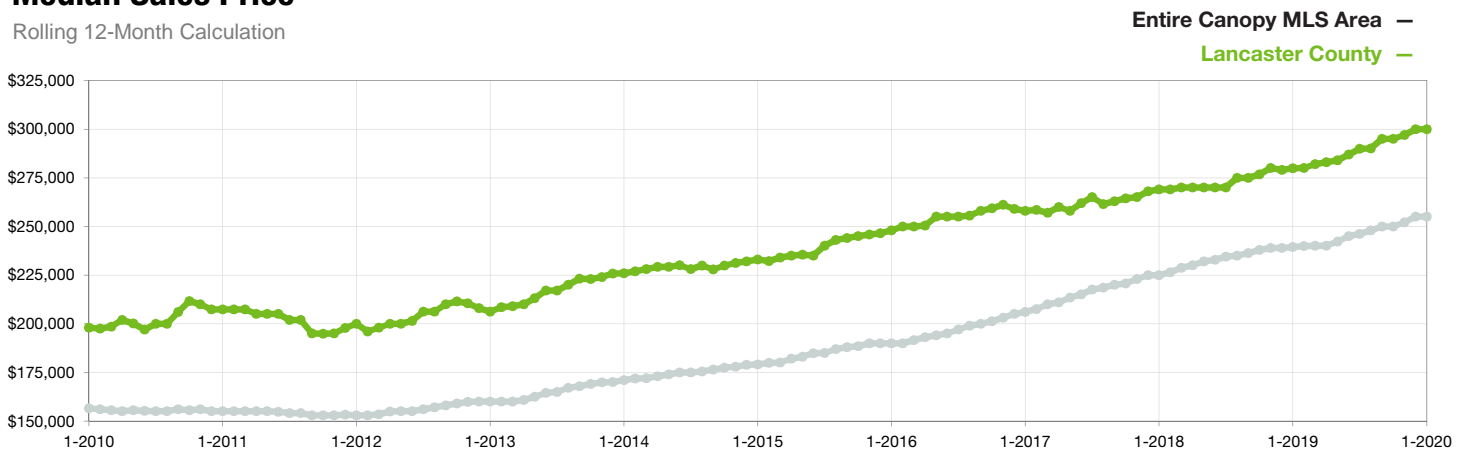
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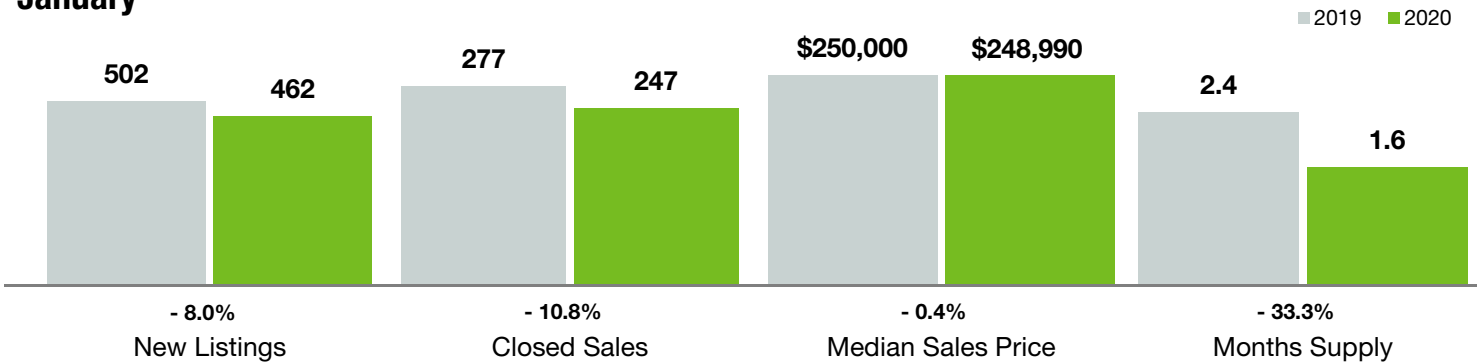
## York County

South Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	502	462	- 8.0%	502	462	- 8.0%
Pending Sales	359	449	+ 25.1%	359	449	+ 25.1%
Closed Sales	277	247	- 10.8%	277	247	- 10.8%
Median Sales Price*	\$250,000	\$248,990	- 0.4%	\$250,000	\$248,990	- 0.4%
Average Sales Price*	\$284,626	\$275,672	- 3.1%	\$284,626	\$275,672	- 3.1%
Percent of Original List Price Received*	96.5%	96.5%	0.0%	96.5%	96.5%	0.0%
List to Close	102	90	- 11.8%	102	90	- 11.8%
Days on Market Until Sale	46	44	- 4.3%	46	44	- 4.3%
Cumulative Days on Market Until Sale	55	50	- 9.1%	55	50	- 9.1%
Average List Price	\$301,449	\$309,967	+ 2.8%	\$301,449	\$309,967	+ 2.8%
Inventory of Homes for Sale	983	760	- 22.7%	--	--	--
Months Supply of Inventory	2.4	1.6	- 33.3%	--	--	--

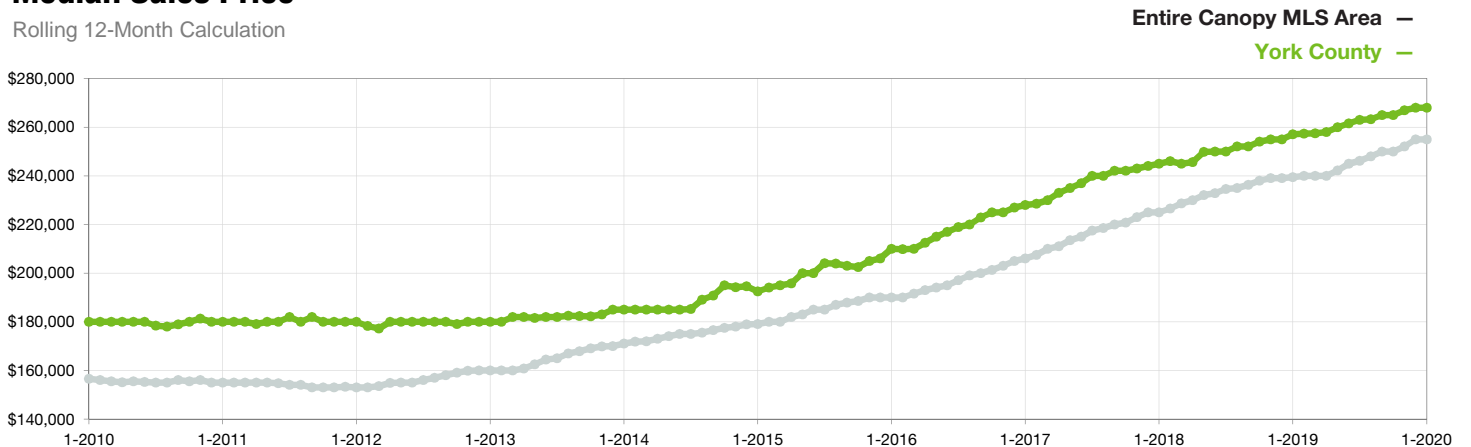
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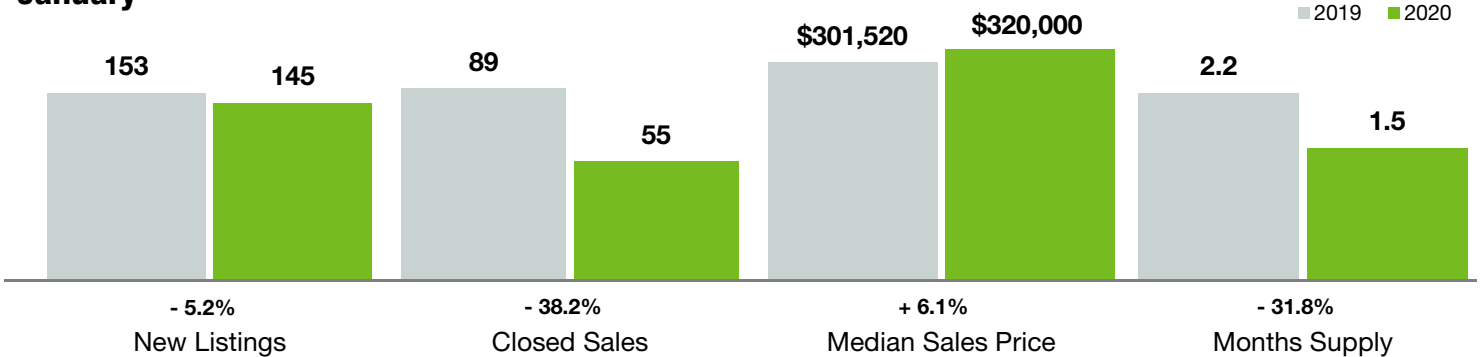
## Fort Mill

South Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	153	145	- 5.2%	153	145	- 5.2%
Pending Sales	118	132	+ 11.9%	118	132	+ 11.9%
Closed Sales	89	55	- 38.2%	89	55	- 38.2%
Median Sales Price*	\$301,520	\$320,000	+ 6.1%	\$301,520	\$320,000	+ 6.1%
Average Sales Price*	\$334,446	\$344,480	+ 3.0%	\$334,446	\$344,480	+ 3.0%
Percent of Original List Price Received*	97.0%	96.7%	- 0.3%	97.0%	96.7%	- 0.3%
List to Close	102	104	+ 2.0%	102	104	+ 2.0%
Days on Market Until Sale	45	56	+ 24.4%	45	56	+ 24.4%
Cumulative Days on Market Until Sale	62	71	+ 14.5%	62	71	+ 14.5%
Average List Price	\$358,184	\$370,817	+ 3.5%	\$358,184	\$370,817	+ 3.5%
Inventory of Homes for Sale	292	220	- 24.7%	--	--	--
Months Supply of Inventory	2.2	1.5	- 31.8%	--	--	--

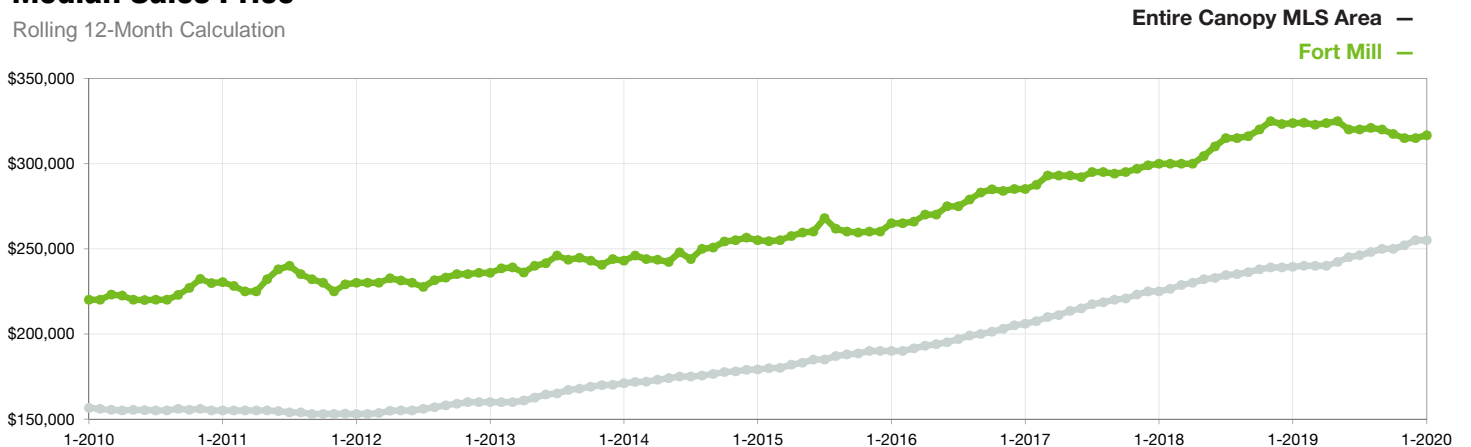
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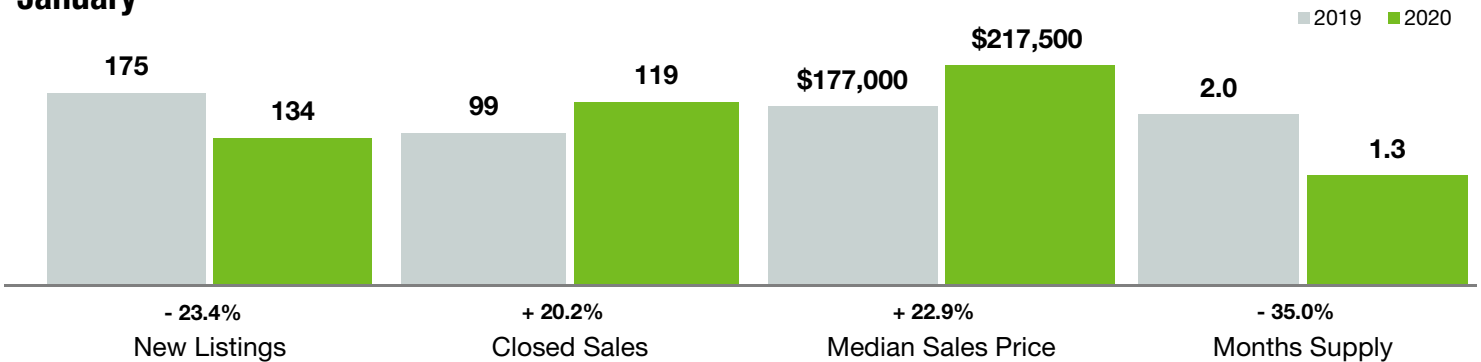
## Rock Hill

South Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	175	134	- 23.4%	175	134	- 23.4%
Pending Sales	123	160	+ 30.1%	123	160	+ 30.1%
Closed Sales	99	119	+ 20.2%	99	119	+ 20.2%
Median Sales Price*	\$177,000	\$217,500	+ 22.9%	\$177,000	\$217,500	+ 22.9%
Average Sales Price*	\$201,484	\$222,809	+ 10.6%	\$201,484	\$222,809	+ 10.6%
Percent of Original List Price Received*	96.8%	96.2%	- 0.6%	96.8%	96.2%	- 0.6%
List to Close	97	85	- 12.4%	97	85	- 12.4%
Days on Market Until Sale	40	39	- 2.5%	40	39	- 2.5%
Cumulative Days on Market Until Sale	42	44	+ 4.8%	42	44	+ 4.8%
Average List Price	\$218,585	\$232,787	+ 6.5%	\$218,585	\$232,787	+ 6.5%
Inventory of Homes for Sale	283	203	- 28.3%	--	--	--
Months Supply of Inventory	2.0	1.3	- 35.0%	--	--	--

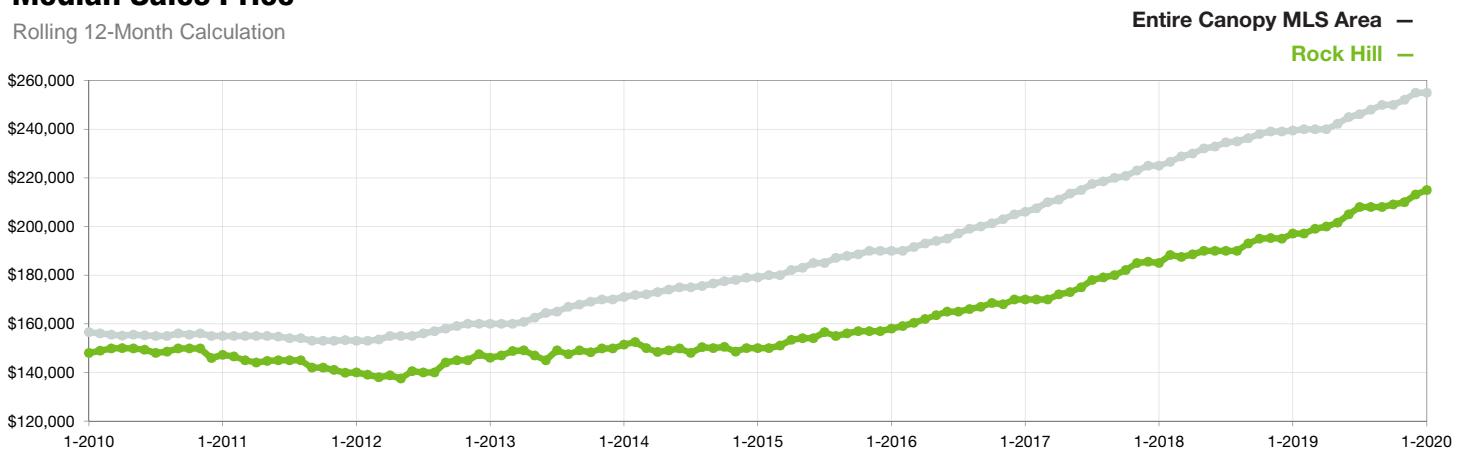
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2020

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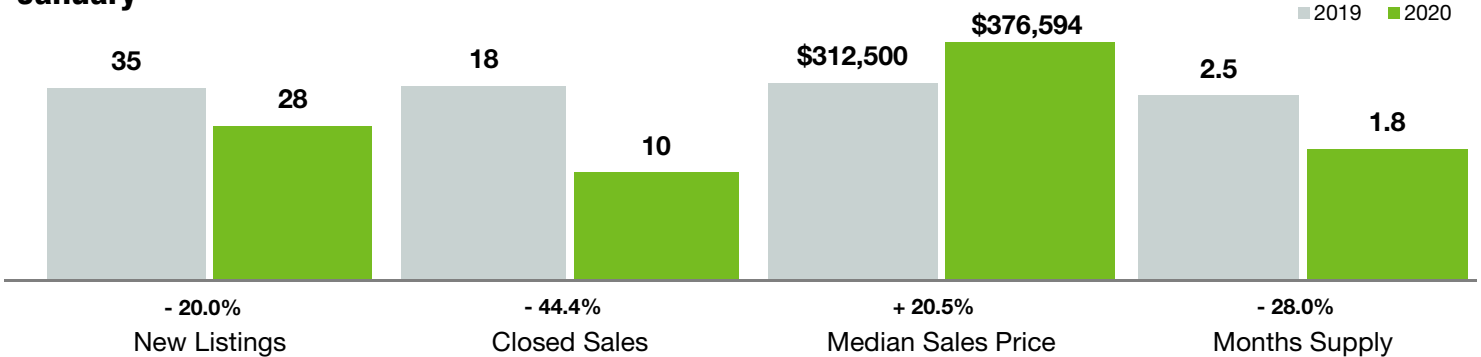
## Tega Cay

South Carolina

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	35	28	- 20.0%	35	28	- 20.0%
Pending Sales	18	22	+ 22.2%	18	22	+ 22.2%
Closed Sales	18	10	- 44.4%	18	10	- 44.4%
Median Sales Price*	\$312,500	<b>\$376,594</b>	+ 20.5%	\$312,500	<b>\$376,594</b>	+ 20.5%
Average Sales Price*	\$323,782	<b>\$344,725</b>	+ 6.5%	\$323,782	<b>\$344,725</b>	+ 6.5%
Percent of Original List Price Received*	95.6%	<b>97.5%</b>	+ 2.0%	95.6%	<b>97.5%</b>	+ 2.0%
List to Close	110	112	+ 1.8%	110	112	+ 1.8%
Days on Market Until Sale	59	62	+ 5.1%	59	62	+ 5.1%
Cumulative Days on Market Until Sale	73	80	+ 9.6%	73	80	+ 9.6%
Average List Price	\$381,697	<b>\$393,302</b>	+ 3.0%	\$381,697	<b>\$393,302</b>	+ 3.0%
Inventory of Homes for Sale	69	58	- 15.9%	--	--	--
Months Supply of Inventory	2.5	1.8	- 28.0%	--	--	--

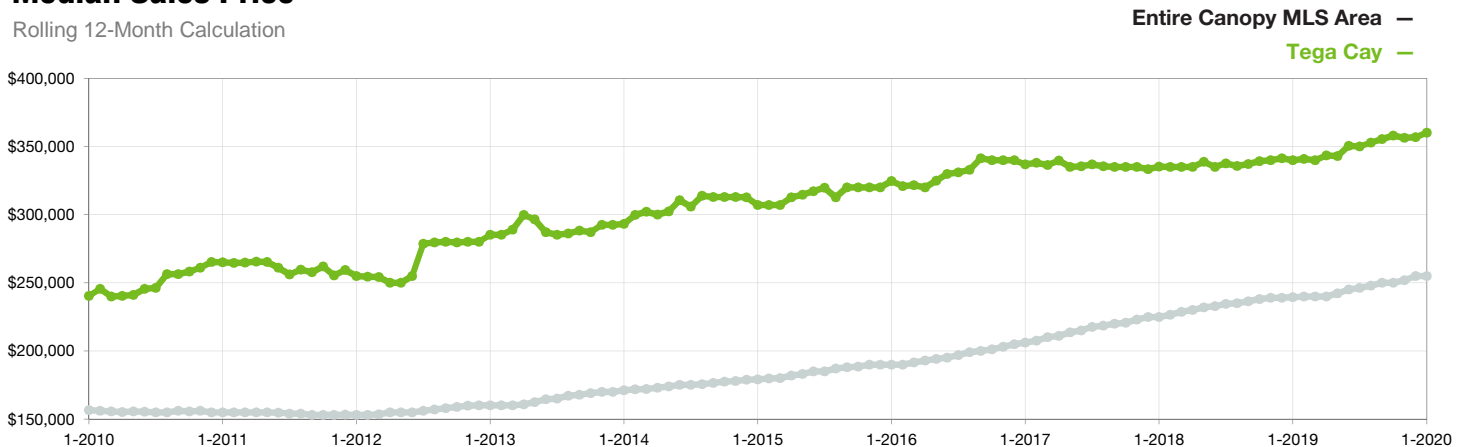
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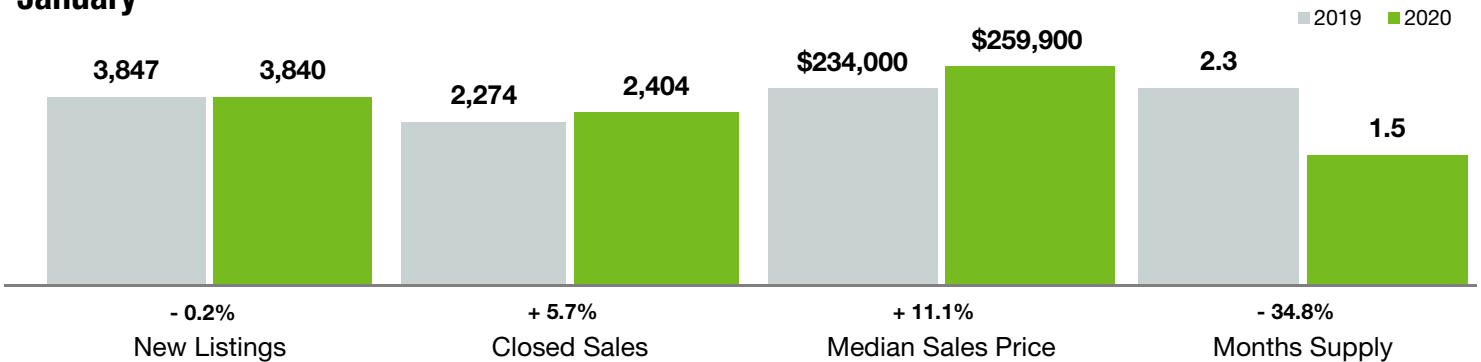
## Charlotte MSA

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

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	3,847	<b>3,840</b>	- 0.2%	3,847	<b>3,840</b>	- 0.2%
Pending Sales	3,039	<b>3,873</b>	+ 27.4%	3,039	<b>3,873</b>	+ 27.4%
Closed Sales	2,274	<b>2,404</b>	+ 5.7%	2,274	<b>2,404</b>	+ 5.7%
Median Sales Price*	\$234,000	<b>\$259,900</b>	+ 11.1%	\$234,000	<b>\$259,900</b>	+ 11.1%
Average Sales Price*	\$274,616	<b>\$305,752</b>	+ 11.3%	\$274,616	<b>\$305,752</b>	+ 11.3%
Percent of Original List Price Received*	96.0%	<b>96.3%</b>	+ 0.3%	96.0%	<b>96.3%</b>	+ 0.3%
List to Close	105	<b>99</b>	- 5.7%	105	<b>99</b>	- 5.7%
Days on Market Until Sale	49	<b>45</b>	- 8.2%	49	<b>45</b>	- 8.2%
Cumulative Days on Market Until Sale	58	<b>54</b>	- 6.9%	58	<b>54</b>	- 6.9%
Average List Price	\$330,531	<b>\$347,382</b>	+ 5.1%	\$330,531	<b>\$347,382</b>	+ 5.1%
Inventory of Homes for Sale	7,757	<b>5,626</b>	- 27.5%	--	--	--
Months Supply of Inventory	2.3	<b>1.5</b>	- 34.8%	--	--	--

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### January



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