

# Local Market Update for May 2020

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION  
FOR MORE INFORMATION, CONTACT A REALTOR®

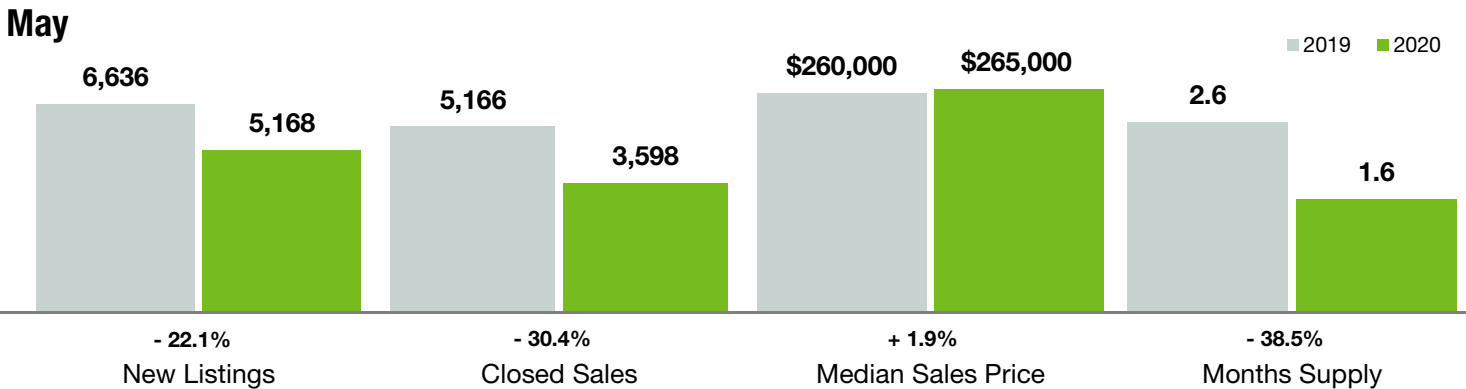


## Charlotte Region

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

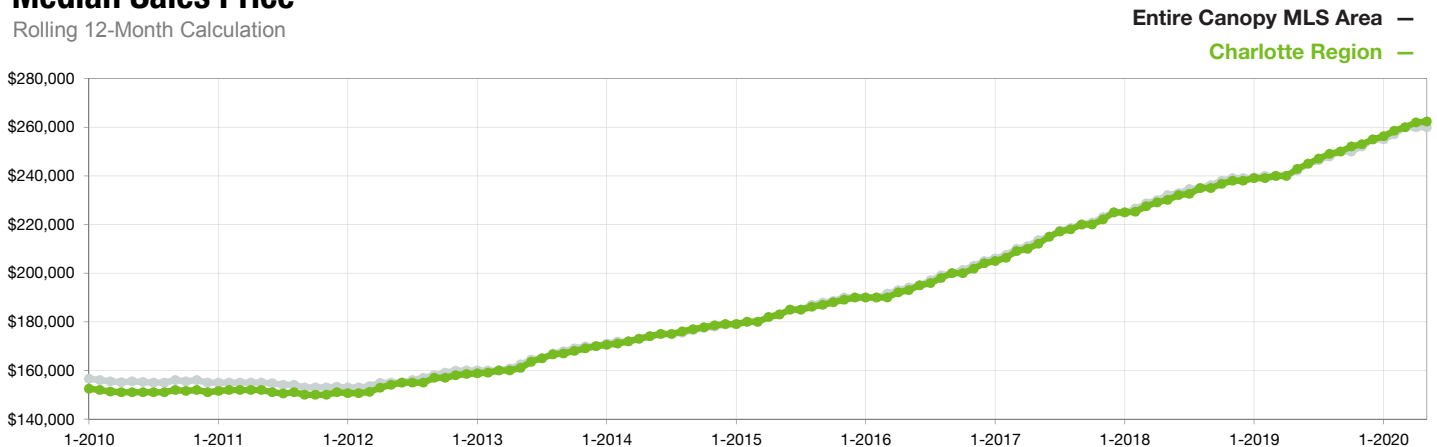
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	6,636	5,168	- 22.1%	27,431	24,650	- 10.1%
Pending Sales	5,163	5,926	+ 14.8%	22,526	22,433	- 0.4%
Closed Sales	5,166	3,598	- 30.4%	19,353	18,107	- 6.4%
Median Sales Price*	\$260,000	\$265,000	+ 1.9%	\$246,572	\$265,000	+ 7.5%
Average Sales Price*	\$309,444	\$310,166	+ 0.2%	\$293,952	\$311,381	+ 5.9%
Percent of Original List Price Received*	97.3%	97.6%	+ 0.3%	96.6%	97.2%	+ 0.6%
List to Close	89	90	+ 1.1%	98	95	- 3.1%
Days on Market Until Sale	42	35	- 16.7%	48	43	- 10.4%
Cumulative Days on Market Until Sale	51	39	- 23.5%	58	51	- 12.1%
Average List Price	\$337,941	\$375,709	+ 11.2%	\$343,360	\$350,344	+ 2.0%
Inventory of Homes for Sale	10,654	6,712	- 37.0%	--	--	--
Months Supply of Inventory	2.6	1.6	- 38.5%	--	--	--

\* 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.



## Median Sales Price

Rolling 12-Month Calculation



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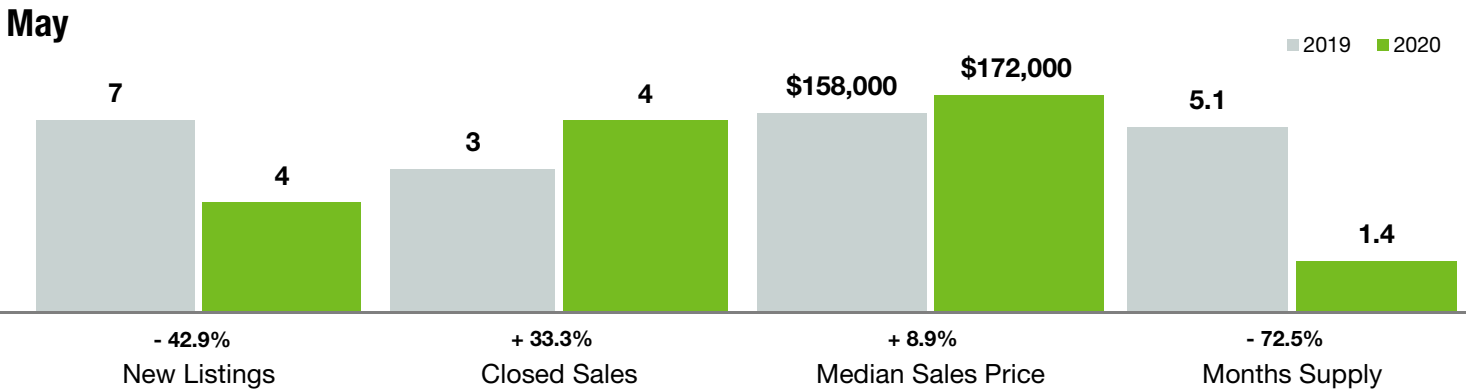


## Alexander County

North Carolina

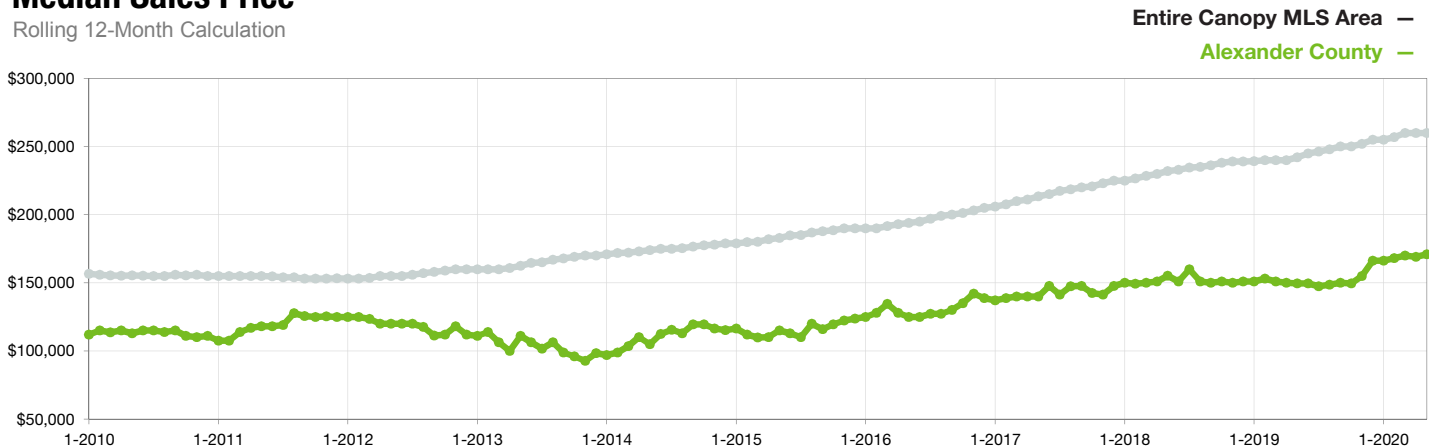
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	7	4	- 42.9%	30	22	- 26.7%
Pending Sales	8	4	- 50.0%	24	22	- 8.3%
Closed Sales	3	4	+ 33.3%	15	22	+ 46.7%
Median Sales Price*	\$158,000	\$172,000	+ 8.9%	\$150,000	\$170,000	+ 13.3%
Average Sales Price*	\$218,333	\$217,967	- 0.2%	\$179,733	\$197,646	+ 10.0%
Percent of Original List Price Received*	101.6%	92.9%	- 8.6%	95.0%	93.2%	- 1.9%
List to Close	72	94	+ 30.6%	130	126	- 3.1%
Days on Market Until Sale	23	65	+ 182.6%	59	78	+ 32.2%
Cumulative Days on Market Until Sale	53	65	+ 22.6%	65	123	+ 89.2%
Average List Price	\$215,057	\$483,625	+ 124.9%	\$212,680	\$317,323	+ 49.2%
Inventory of Homes for Sale	23	7	- 69.6%	--	--	--
Months Supply of Inventory	5.1	1.4	- 72.5%	--	--	--

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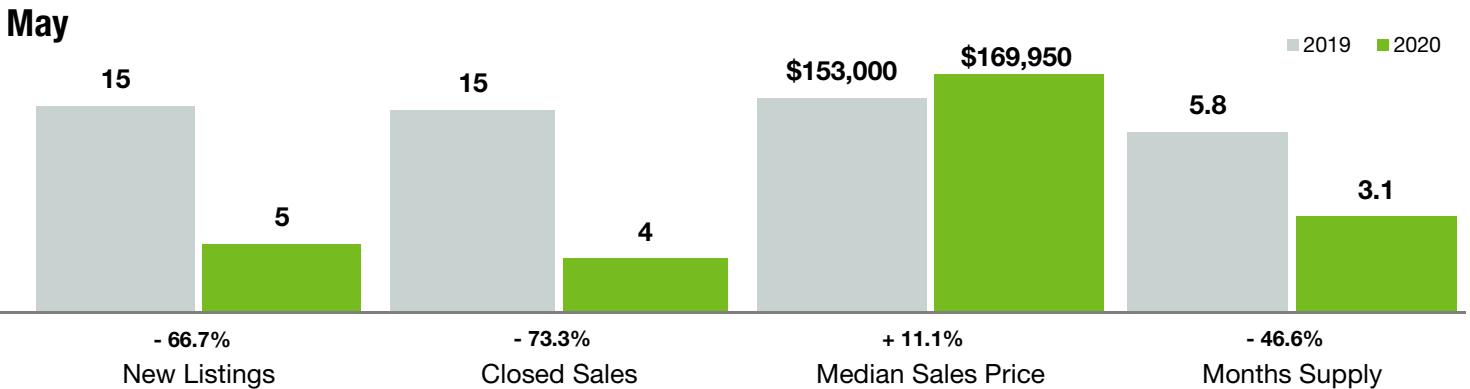


## Anson County

North Carolina

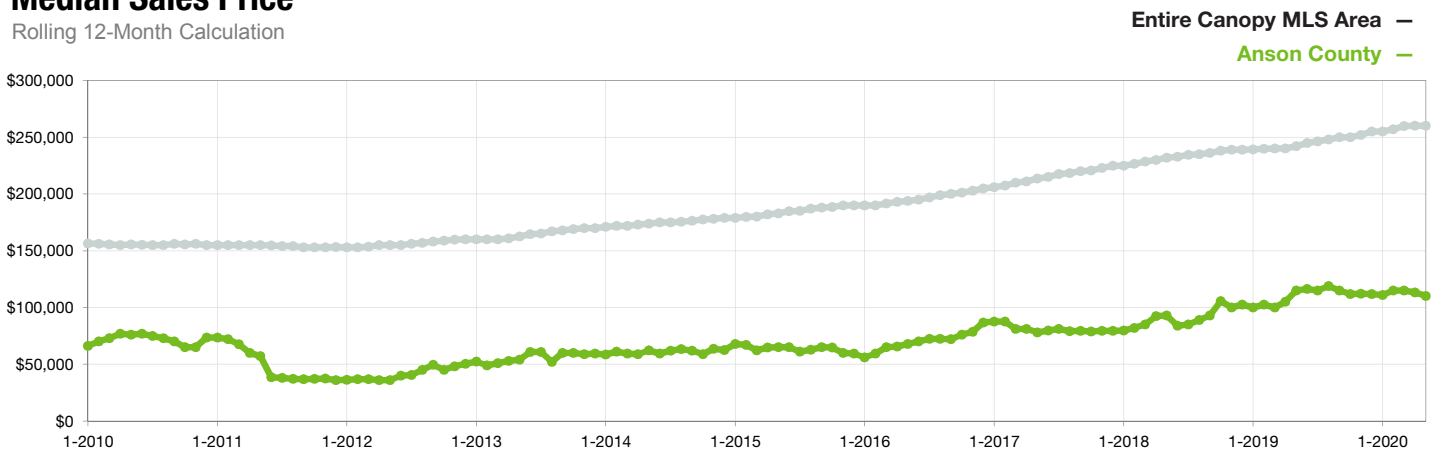
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	15	5	- 66.7%	79	52	- 34.2%
Pending Sales	10	11	+ 10.0%	66	57	- 13.6%
Closed Sales	15	4	- 73.3%	63	50	- 20.6%
Median Sales Price*	\$153,000	\$169,950	+ 11.1%	\$119,300	\$135,500	+ 13.6%
Average Sales Price*	\$150,020	\$149,325	- 0.5%	\$136,424	\$125,839	- 7.8%
Percent of Original List Price Received*	96.7%	95.4%	- 1.3%	93.5%	90.6%	- 3.1%
List to Close	103	76	- 26.2%	143	179	+ 25.2%
Days on Market Until Sale	56	38	- 32.1%	96	125	+ 30.2%
Cumulative Days on Market Until Sale	56	38	- 32.1%	111	131	+ 18.0%
Average List Price	\$101,493	\$104,920	+ 3.4%	\$149,854	\$154,550	+ 3.1%
Inventory of Homes for Sale	61	35	- 42.6%	--	--	--
Months Supply of Inventory	5.8	3.1	- 46.6%	--	--	--

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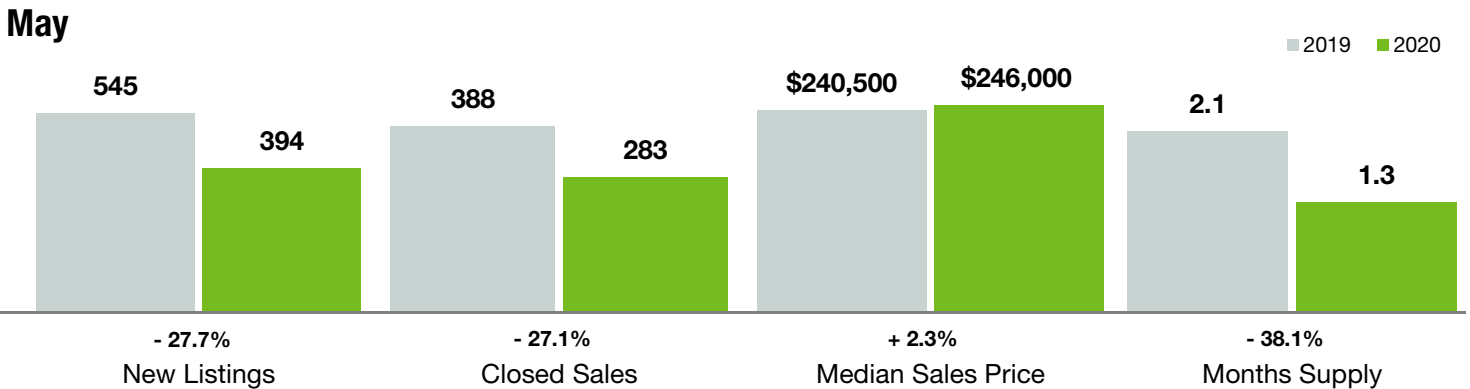


## Cabarrus County

North Carolina

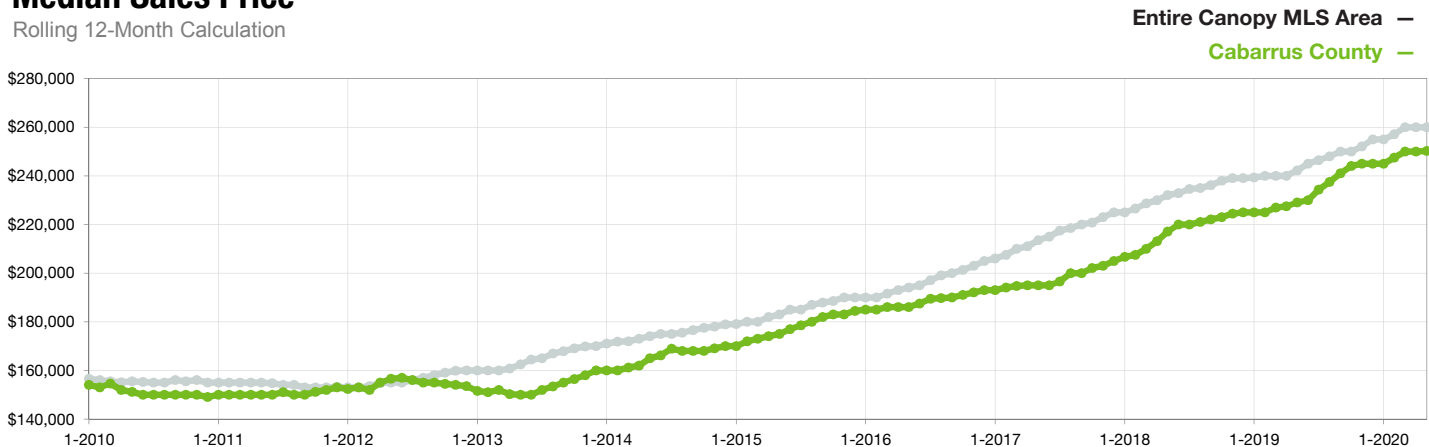
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	545	394	- 27.7%	2,124	1,849	- 12.9%
Pending Sales	423	438	+ 3.5%	1,787	1,659	- 7.2%
Closed Sales	388	283	- 27.1%	1,545	1,398	- 9.5%
Median Sales Price*	\$240,500	\$246,000	+ 2.3%	\$237,733	\$254,600	+ 7.1%
Average Sales Price*	\$254,540	\$262,801	+ 3.2%	\$257,220	\$272,423	+ 5.9%
Percent of Original List Price Received*	97.4%	97.4%	0.0%	96.7%	97.2%	+ 0.5%
List to Close	90	82	- 8.9%	98	91	- 7.1%
Days on Market Until Sale	39	34	- 12.8%	46	41	- 10.9%
Cumulative Days on Market Until Sale	45	40	- 11.1%	55	52	- 5.5%
Average List Price	\$284,438	\$307,380	+ 8.1%	\$278,171	\$298,026	+ 7.1%
Inventory of Homes for Sale	685	416	- 39.3%	--	--	--
Months Supply of Inventory	2.1	1.3	- 38.1%	--	--	--

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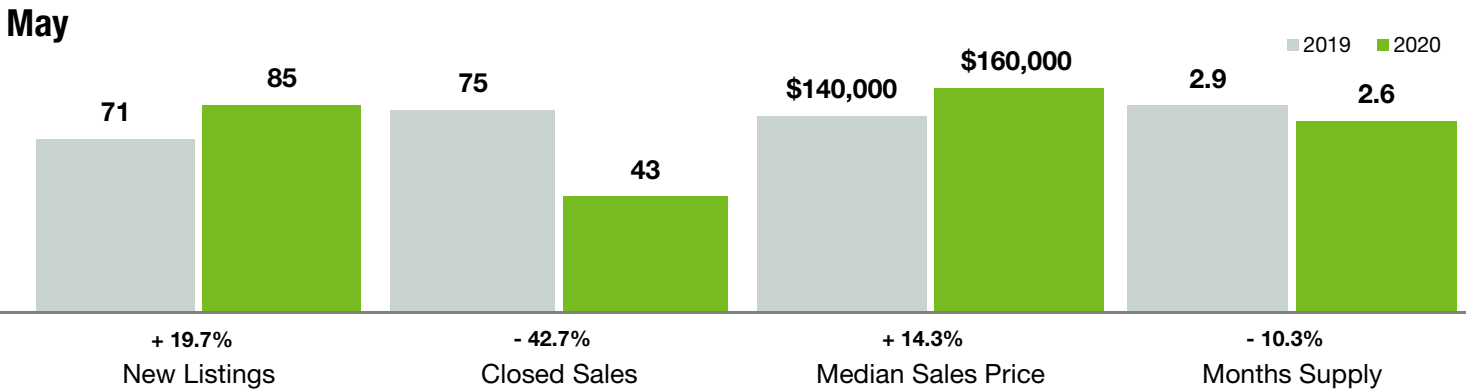


## Cleveland County

North Carolina

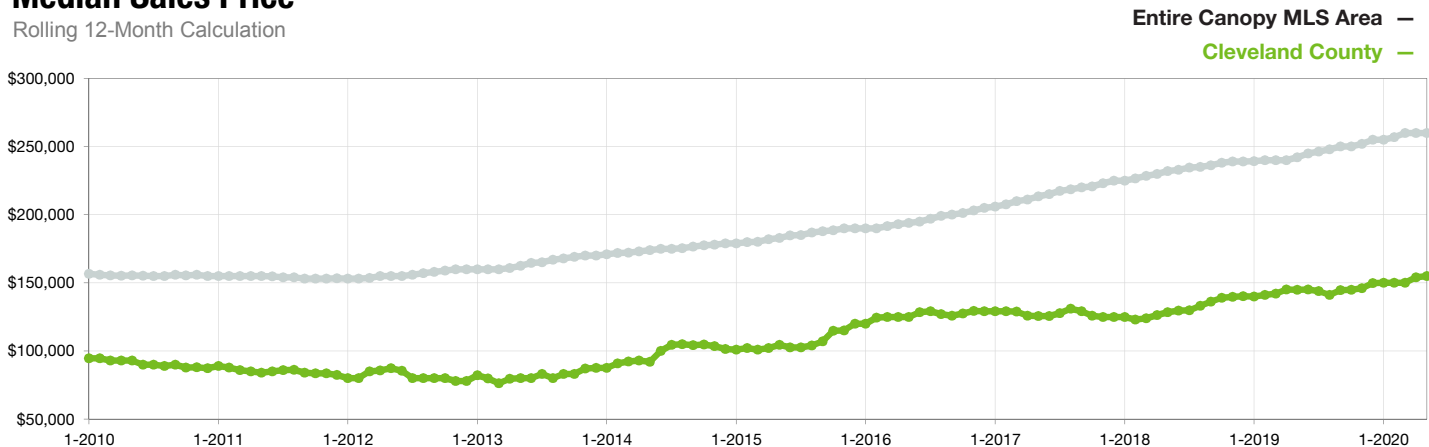
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	71	85	+ 19.7%	300	403	+ 34.3%
Pending Sales	52	78	+ 50.0%	266	333	+ 25.2%
Closed Sales	75	43	- 42.7%	250	253	+ 1.2%
Median Sales Price*	\$140,000	\$160,000	+ 14.3%	\$139,045	\$152,900	+ 10.0%
Average Sales Price*	\$181,167	\$189,635	+ 4.7%	\$165,823	\$176,835	+ 6.6%
Percent of Original List Price Received*	95.5%	92.8%	- 2.8%	94.8%	94.6%	- 0.2%
List to Close	114	120	+ 5.3%	125	97	- 22.4%
Days on Market Until Sale	58	69	+ 19.0%	63	50	- 20.6%
Cumulative Days on Market Until Sale	62	60	- 3.2%	70	52	- 25.7%
Average List Price	\$214,611	\$205,901	- 4.1%	\$188,582	\$190,763	+ 1.2%
Inventory of Homes for Sale	142	144	+ 1.4%	--	--	--
Months Supply of Inventory	2.9	2.6	- 10.3%	--	--	--

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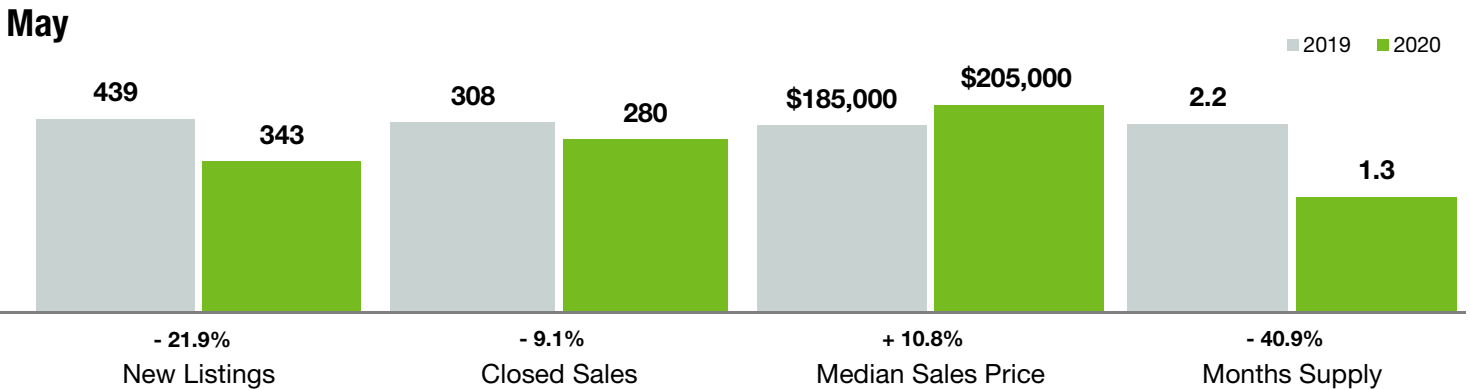


## Gaston County

North Carolina

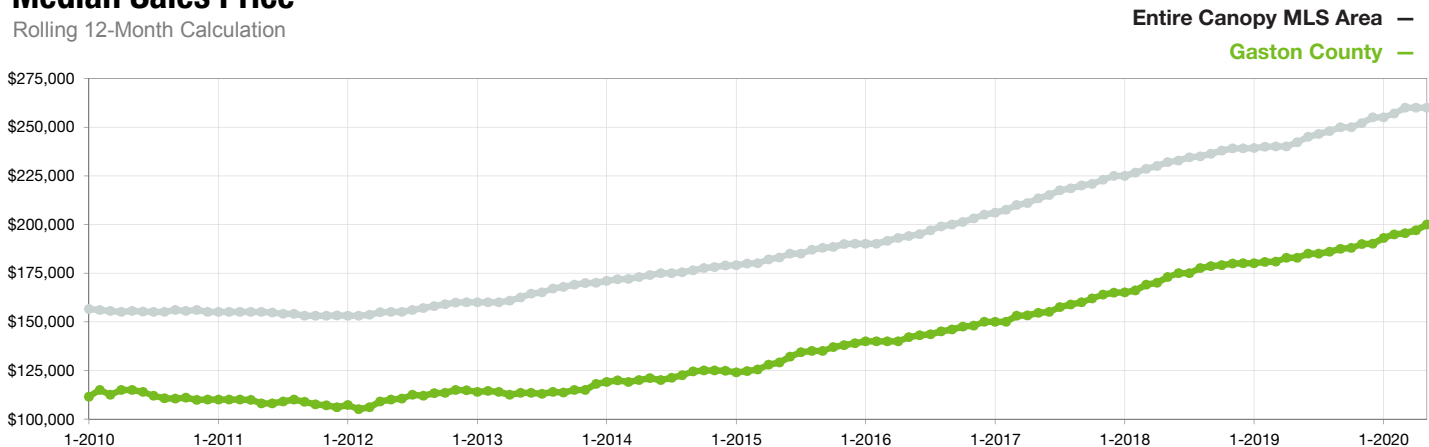
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	439	343	- 21.9%	1,770	1,712	- 3.3%
Pending Sales	349	442	+ 26.6%	1,553	1,644	+ 5.9%
Closed Sales	308	280	- 9.1%	1,325	1,381	+ 4.2%
Median Sales Price*	\$185,000	\$205,000	+ 10.8%	\$184,900	\$207,000	+ 12.0%
Average Sales Price*	\$208,558	\$226,945	+ 8.8%	\$205,681	\$234,693	+ 14.1%
Percent of Original List Price Received*	97.5%	96.4%	- 1.1%	96.6%	96.7%	+ 0.1%
List to Close	92	96	+ 4.3%	95	99	+ 4.2%
Days on Market Until Sale	40	41	+ 2.5%	45	43	- 4.4%
Cumulative Days on Market Until Sale	43	46	+ 7.0%	51	48	- 5.9%
Average List Price	\$240,375	\$243,076	+ 1.1%	\$226,082	\$233,811	+ 3.4%
Inventory of Homes for Sale	619	415	- 33.0%	--	--	--
Months Supply of Inventory	2.2	1.3	- 40.9%	--	--	--

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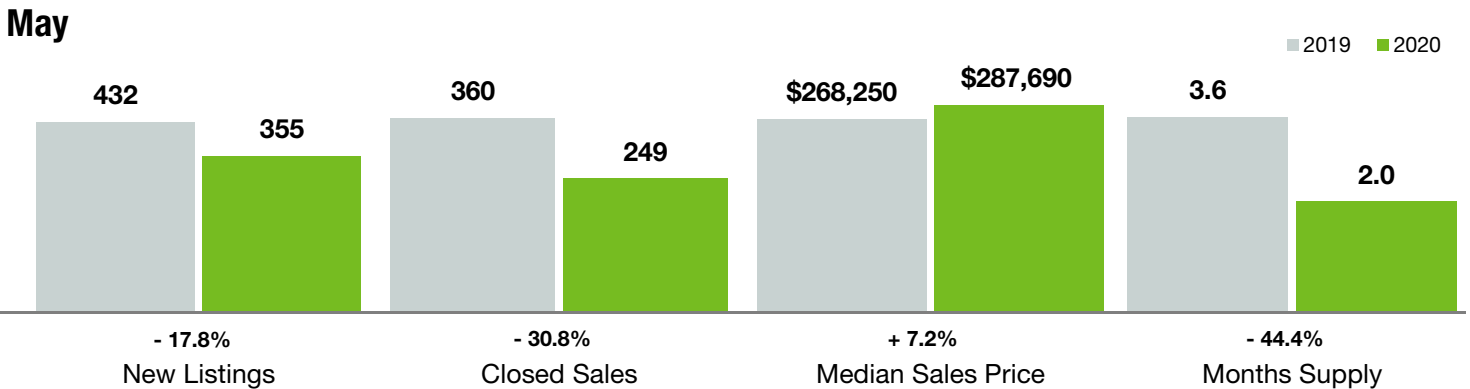


## Iredell County

North Carolina

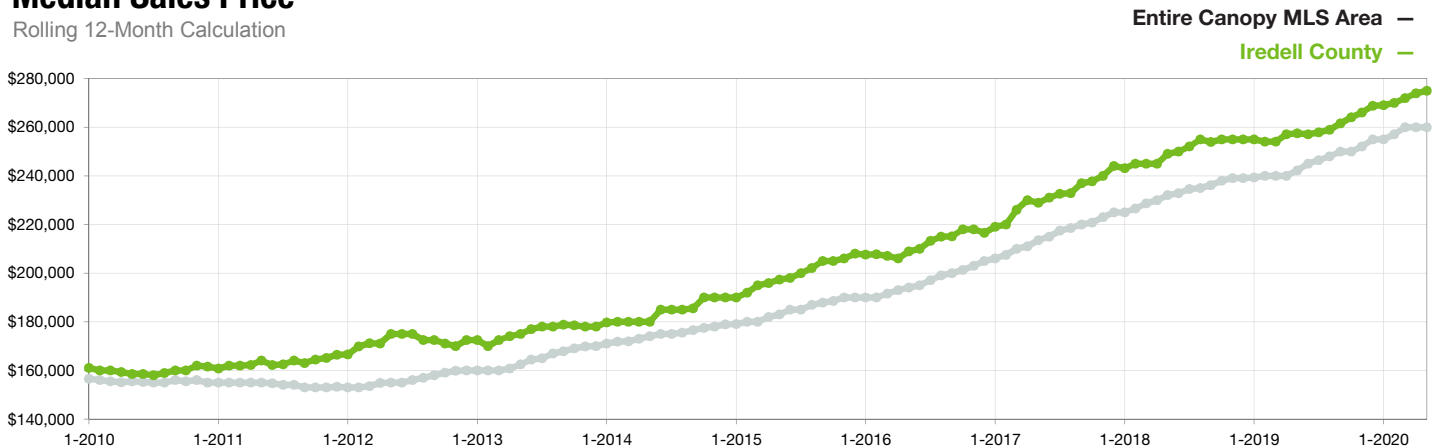
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	432	355	- 17.8%	1,935	1,743	- 9.9%
Pending Sales	334	434	+ 29.9%	1,557	1,552	- 0.3%
Closed Sales	360	249	- 30.8%	1,335	1,243	- 6.9%
Median Sales Price*	\$268,250	\$287,690	+ 7.2%	\$260,000	\$279,000	+ 7.3%
Average Sales Price*	\$331,544	\$327,531	- 1.2%	\$321,476	\$328,995	+ 2.3%
Percent of Original List Price Received*	95.8%	97.4%	+ 1.7%	95.4%	96.7%	+ 1.4%
List to Close	114	93	- 18.4%	115	104	- 9.6%
Days on Market Until Sale	66	43	- 34.8%	64	54	- 15.6%
Cumulative Days on Market Until Sale	86	42	- 51.2%	80	61	- 23.8%
Average List Price	\$389,846	\$429,142	+ 10.1%	\$385,418	\$394,888	+ 2.5%
Inventory of Homes for Sale	1,005	611	- 39.2%	--	--	--
Months Supply of Inventory	3.6	2.0	- 44.4%	--	--	--

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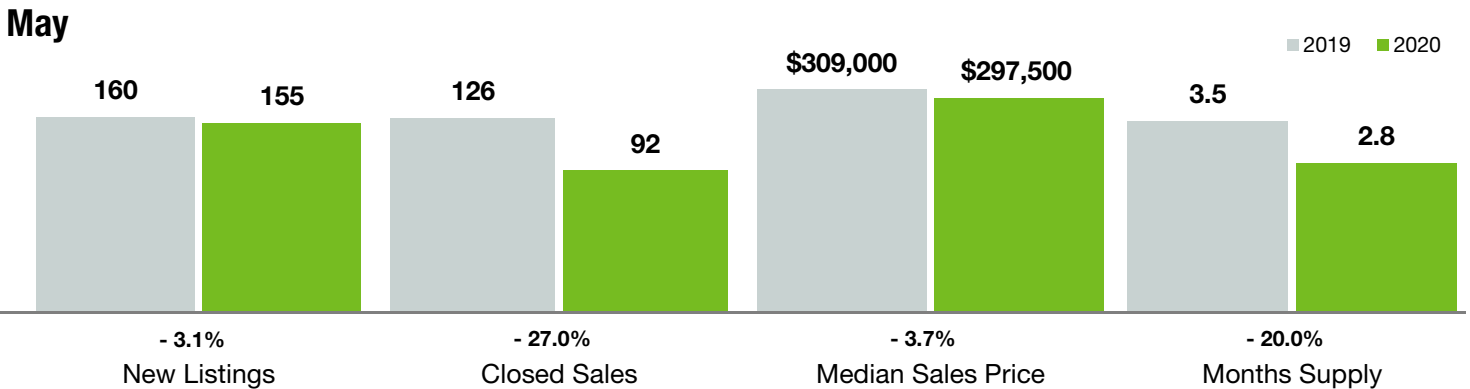


## Lincoln County

North Carolina

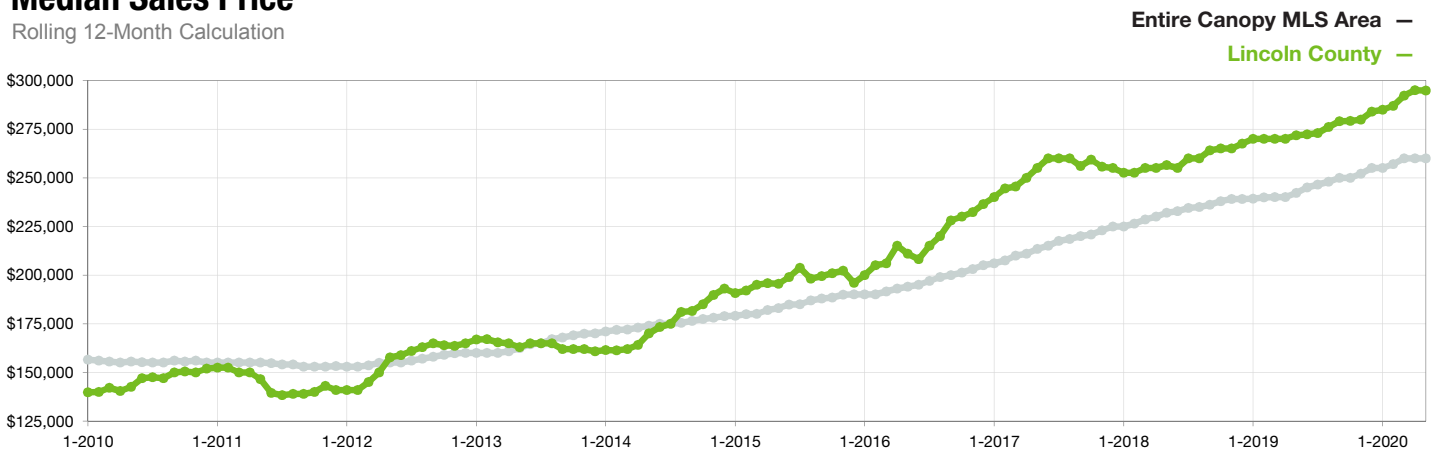
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	160	155	- 3.1%	741	729	- 1.6%
Pending Sales	131	144	+ 9.9%	556	610	+ 9.7%
Closed Sales	126	92	- 27.0%	478	480	+ 0.4%
Median Sales Price*	\$309,000	\$297,500	- 3.7%	\$272,500	\$301,000	+ 10.5%
Average Sales Price*	\$326,657	\$324,647	- 0.6%	\$294,659	\$331,967	+ 12.7%
Percent of Original List Price Received*	96.9%	97.6%	+ 0.7%	95.9%	96.5%	+ 0.6%
List to Close	106	91	- 14.2%	117	110	- 6.0%
Days on Market Until Sale	58	45	- 22.4%	64	62	- 3.1%
Cumulative Days on Market Until Sale	74	56	- 24.3%	78	75	- 3.8%
Average List Price	\$393,383	\$356,639	- 9.3%	\$364,213	\$362,123	- 0.6%
Inventory of Homes for Sale	385	308	- 20.0%	--	--	--
Months Supply of Inventory	3.5	2.8	- 20.0%	--	--	--

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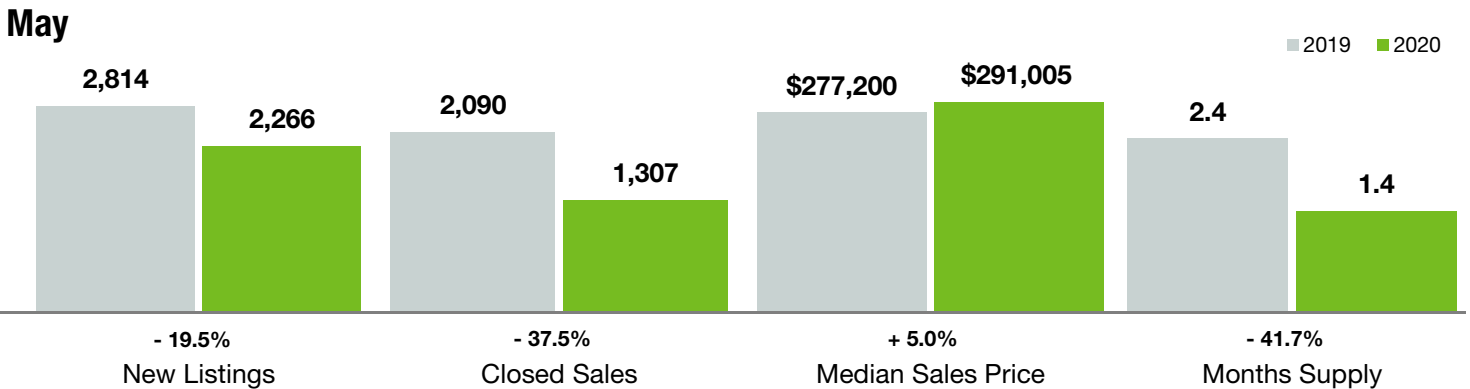


## Mecklenburg County

North Carolina

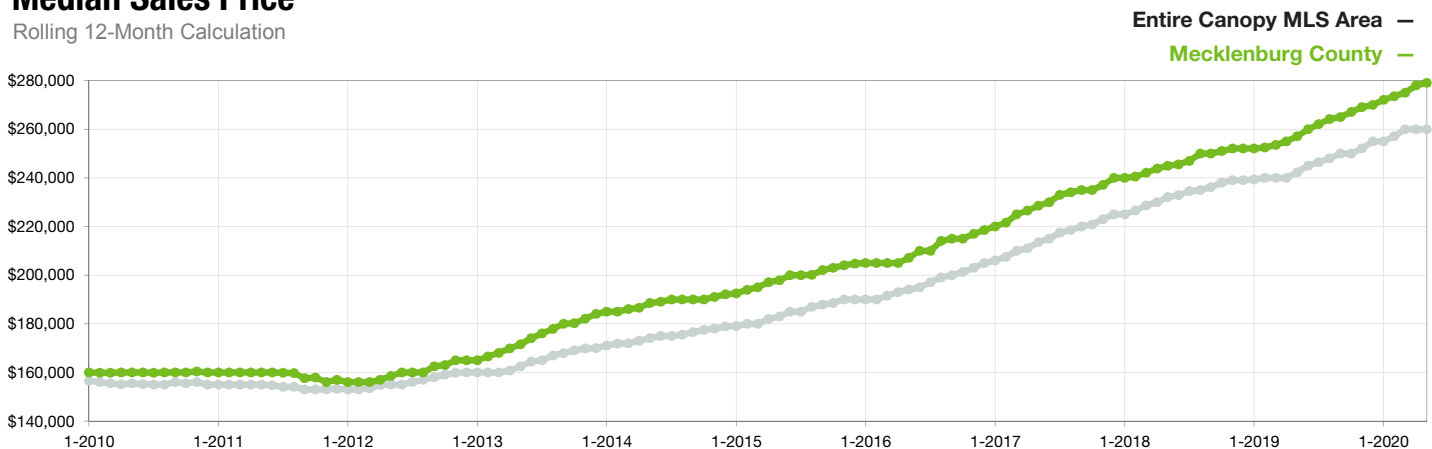
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	2,814	<b>2,266</b>	- 19.5%	11,389	<b>9,889</b>	- 13.2%
Pending Sales	2,090	<b>2,456</b>	+ 17.5%	9,255	<b>8,921</b>	- 3.6%
Closed Sales	2,090	<b>1,307</b>	- 37.5%	7,883	<b>7,221</b>	- 8.4%
Median Sales Price*	\$277,200	<b>\$291,005</b>	+ 5.0%	\$264,038	<b>\$285,000</b>	+ 7.9%
Average Sales Price*	\$353,686	<b>\$349,773</b>	- 1.1%	\$332,843	<b>\$352,865</b>	+ 6.0%
Percent of Original List Price Received*	97.8%	<b>98.3%</b>	+ 0.5%	97.1%	<b>97.7%</b>	+ 0.6%
List to Close	79	<b>91</b>	+ 15.2%	90	<b>91</b>	+ 1.1%
Days on Market Until Sale	34	<b>30</b>	- 11.8%	41	<b>37</b>	- 9.8%
Cumulative Days on Market Until Sale	41	<b>34</b>	- 17.1%	49	<b>45</b>	- 8.2%
Average List Price	\$370,866	<b>\$435,236</b>	+ 17.4%	\$390,981	<b>\$402,288</b>	+ 2.9%
Inventory of Homes for Sale	3,957	<b>2,448</b>	- 38.1%	--	--	--
Months Supply of Inventory	2.4	<b>1.4</b>	- 41.7%	--	--	--

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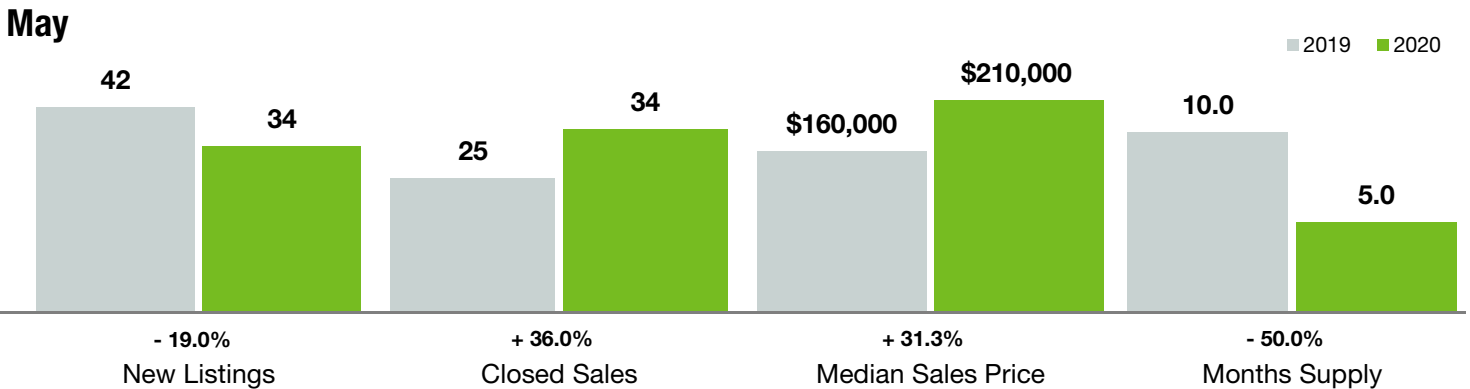


## Montgomery County

North Carolina

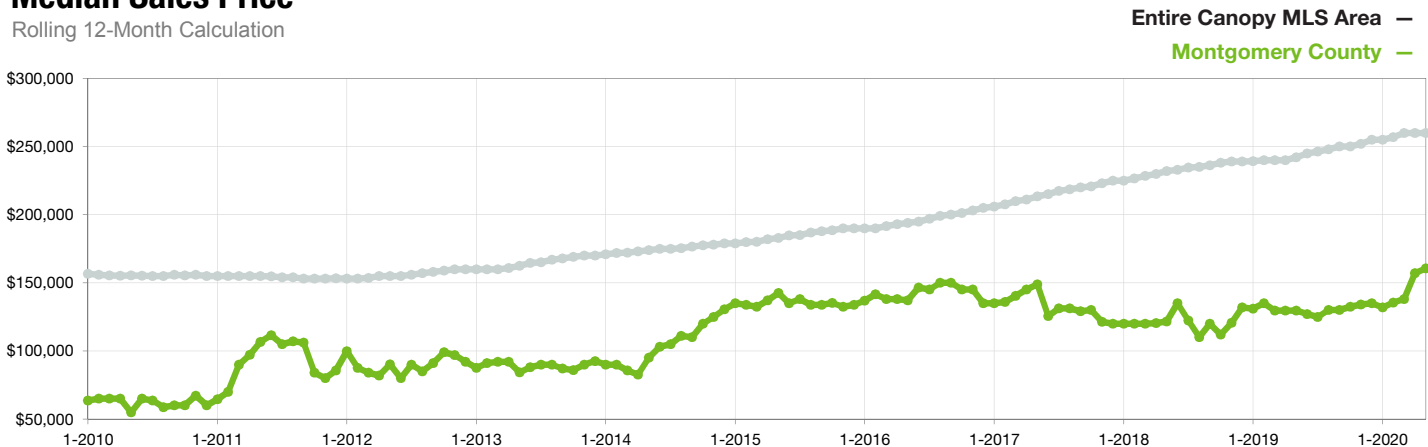
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	42	34	- 19.0%	205	147	- 28.3%
Pending Sales	27	43	+ 59.3%	104	124	+ 19.2%
Closed Sales	25	34	+ 36.0%	86	100	+ 16.3%
Median Sales Price*	\$160,000	\$210,000	+ 31.3%	\$139,000	\$181,750	+ 30.8%
Average Sales Price*	\$221,100	\$236,321	+ 6.9%	\$205,231	\$249,428	+ 21.5%
Percent of Original List Price Received*	91.8%	89.4%	- 2.6%	90.4%	90.1%	- 0.3%
List to Close	124	167	+ 34.7%	141	173	+ 22.7%
Days on Market Until Sale	89	129	+ 44.9%	103	128	+ 24.3%
Cumulative Days on Market Until Sale	97	155	+ 59.8%	112	152	+ 35.7%
Average List Price	\$225,645	\$252,840	+ 12.1%	\$314,238	\$300,337	- 4.4%
Inventory of Homes for Sale	200	132	- 34.0%	--	--	--
Months Supply of Inventory	10.0	5.0	- 50.0%	--	--	--

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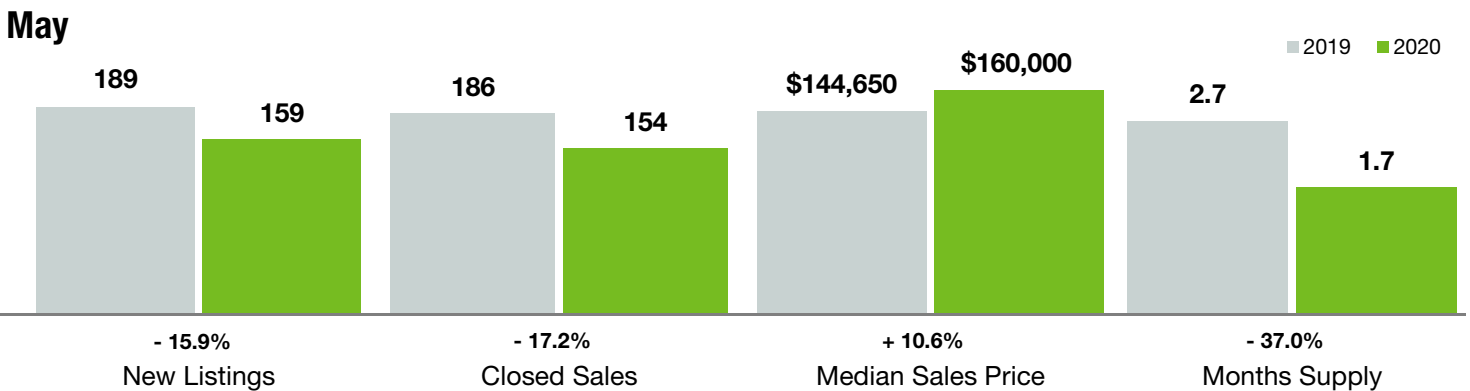


## Rowan County

North Carolina

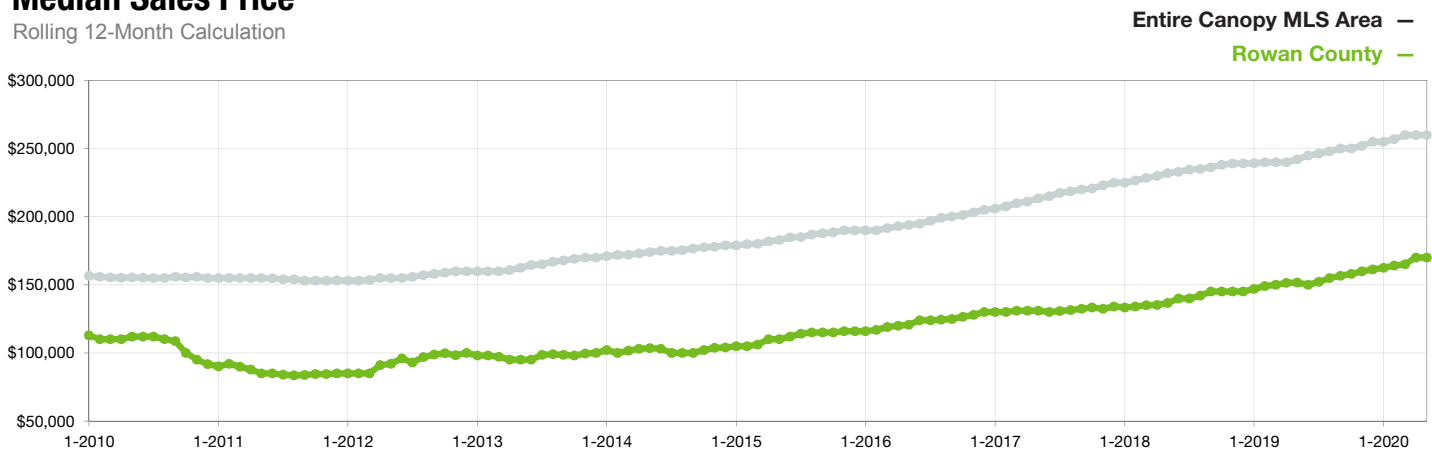
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	189	159	- 15.9%	889	902	+ 1.5%
Pending Sales	178	210	+ 18.0%	739	809	+ 9.5%
Closed Sales	186	154	- 17.2%	668	621	- 7.0%
Median Sales Price*	\$144,650	\$160,000	+ 10.6%	\$153,500	\$177,500	+ 15.6%
Average Sales Price*	\$162,004	\$173,466	+ 7.1%	\$164,590	\$192,878	+ 17.2%
Percent of Original List Price Received*	95.7%	96.9%	+ 1.3%	95.3%	95.9%	+ 0.6%
List to Close	107	87	- 18.7%	104	94	- 9.6%
Days on Market Until Sale	53	32	- 39.6%	54	45	- 16.7%
Cumulative Days on Market Until Sale	61	38	- 37.7%	61	50	- 18.0%
Average List Price	\$212,962	\$227,693	+ 6.9%	\$198,229	\$214,223	+ 8.1%
Inventory of Homes for Sale	366	254	- 30.6%	--	--	--
Months Supply of Inventory	2.7	1.7	- 37.0%	--	--	--

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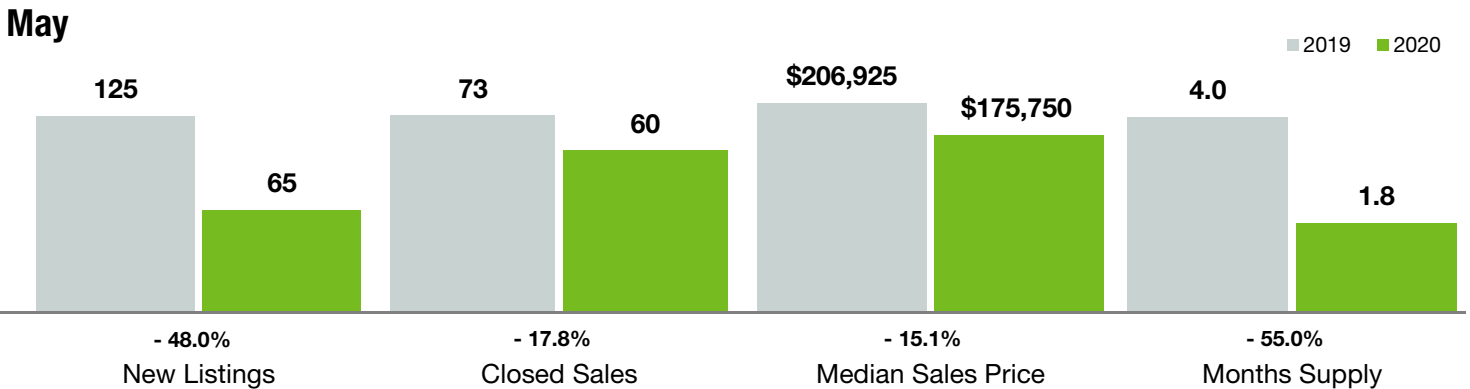


## Stanly County

North Carolina

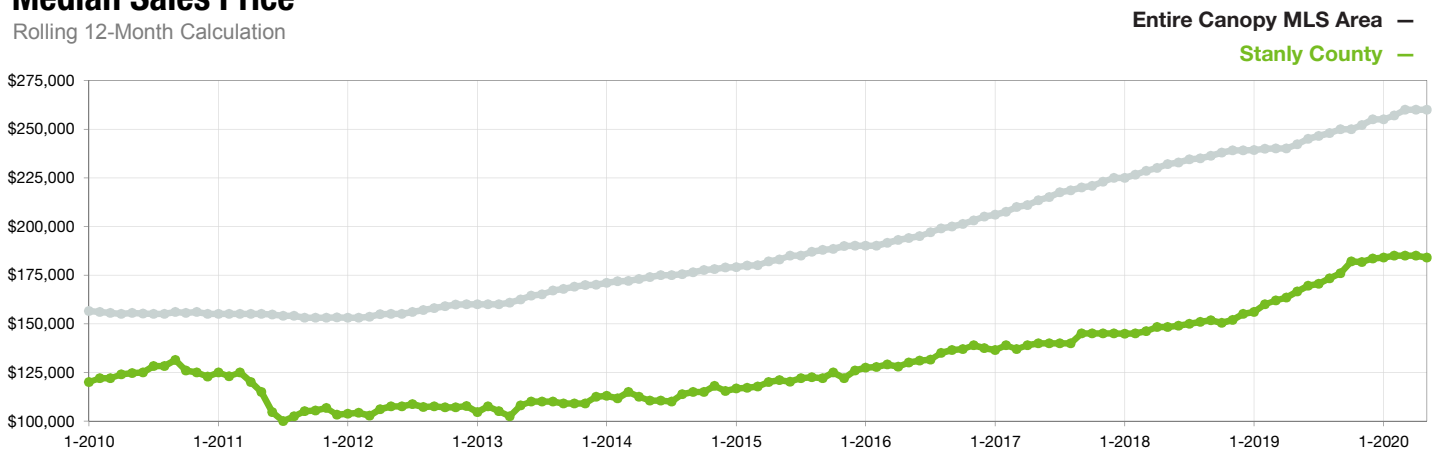
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	125	65	- 48.0%	412	330	- 19.9%
Pending Sales	82	82	0.0%	305	320	+ 4.9%
Closed Sales	73	60	- 17.8%	259	275	+ 6.2%
Median Sales Price*	\$206,925	\$175,750	- 15.1%	\$171,000	\$176,745	+ 3.4%
Average Sales Price*	\$232,283	\$191,238	- 17.7%	\$197,381	\$191,652	- 2.9%
Percent of Original List Price Received*	96.3%	94.7%	- 1.7%	94.5%	95.1%	+ 0.6%
List to Close	94	102	+ 8.5%	111	111	0.0%
Days on Market Until Sale	53	48	- 9.4%	60	54	- 10.0%
Cumulative Days on Market Until Sale	58	48	- 17.2%	64	67	+ 4.7%
Average List Price	\$207,942	\$224,654	+ 8.0%	\$226,445	\$220,444	- 2.7%
Inventory of Homes for Sale	230	114	- 50.4%	--	--	--
Months Supply of Inventory	4.0	1.8	- 55.0%	--	--	--

\* 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.



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2020

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION  
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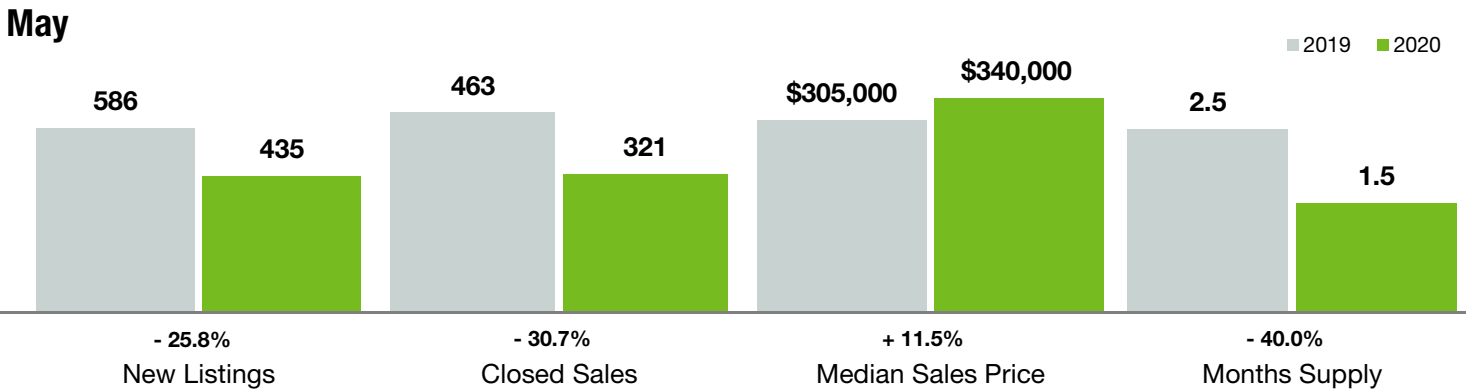


## Union County

North Carolina

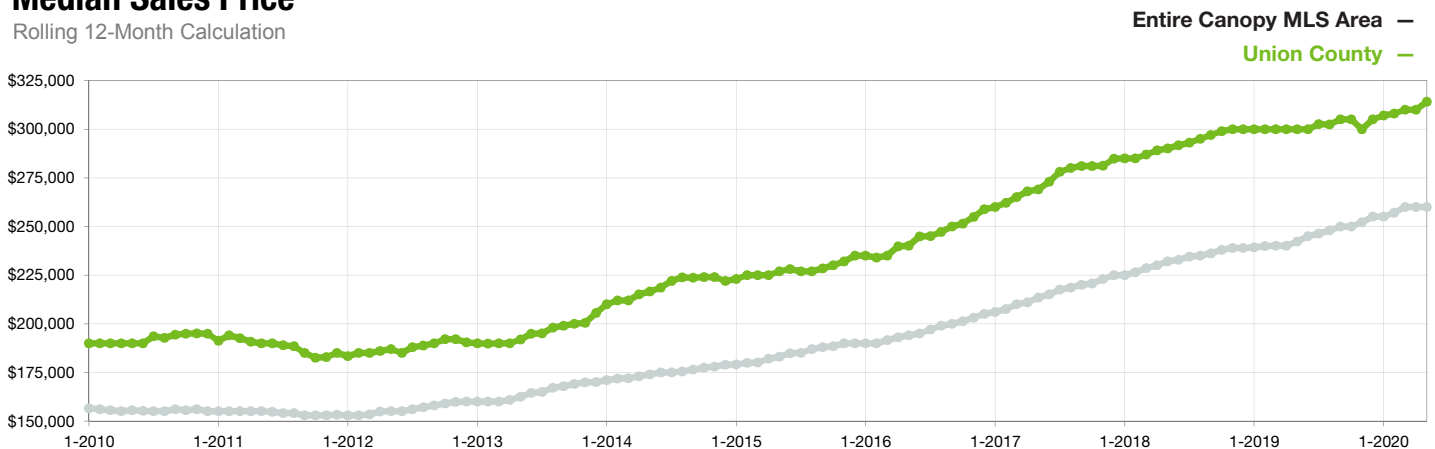
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	586	435	- 25.8%	2,409	2,133	- 11.5%
Pending Sales	483	473	- 2.1%	1,998	1,921	- 3.9%
Closed Sales	463	321	- 30.7%	1,682	1,522	- 9.5%
Median Sales Price*	\$305,000	\$340,000	+ 11.5%	\$298,000	\$320,000	+ 7.4%
Average Sales Price*	\$359,886	\$391,476	+ 8.8%	\$346,609	\$364,420	+ 5.1%
Percent of Original List Price Received*	97.8%	97.8%	0.0%	97.0%	97.4%	+ 0.4%
List to Close	90	83	- 7.8%	102	94	- 7.8%
Days on Market Until Sale	43	34	- 20.9%	53	45	- 15.1%
Cumulative Days on Market Until Sale	54	37	- 31.5%	65	53	- 18.5%
Average List Price	\$392,773	\$434,681	+ 10.7%	\$405,706	\$420,171	+ 3.6%
Inventory of Homes for Sale	899	562	- 37.5%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2020

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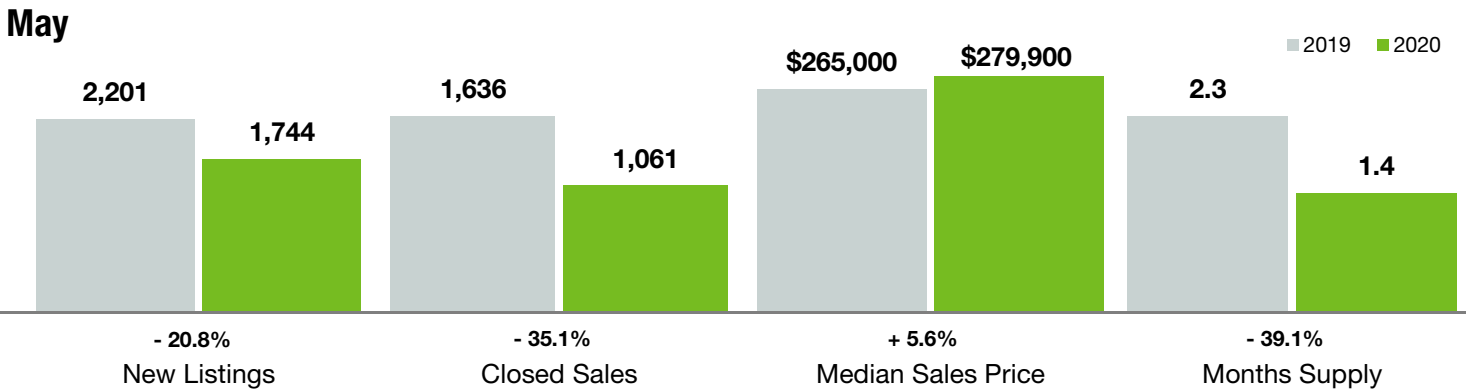


## City of Charlotte

North Carolina

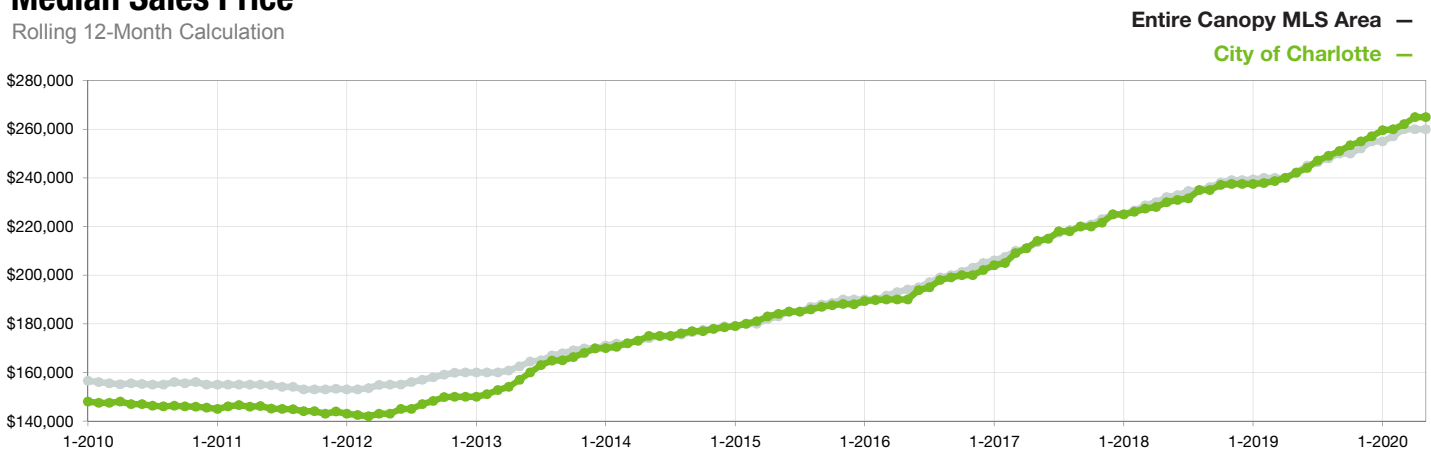
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	2,201	<b>1,744</b>	- 20.8%	8,985	<b>7,931</b>	- 11.7%
Pending Sales	1,645	<b>1,890</b>	+ 14.9%	7,434	<b>7,116</b>	- 4.3%
Closed Sales	1,636	<b>1,061</b>	- 35.1%	6,376	<b>5,782</b>	- 9.3%
Median Sales Price*	\$265,000	<b>\$279,900</b>	+ 5.6%	\$250,000	<b>\$271,000</b>	+ 8.4%
Average Sales Price*	\$353,132	<b>\$346,500</b>	- 1.9%	\$326,294	<b>\$344,191</b>	+ 5.5%
Percent of Original List Price Received*	98.0%	<b>98.5%</b>	+ 0.5%	97.3%	<b>97.9%</b>	+ 0.6%
List to Close	76	<b>91</b>	+ 19.7%	88	<b>89</b>	+ 1.1%
Days on Market Until Sale	31	<b>27</b>	- 12.9%	39	<b>34</b>	- 12.8%
Cumulative Days on Market Until Sale	37	<b>32</b>	- 13.5%	46	<b>41</b>	- 10.9%
Average List Price	\$360,039	<b>\$429,788</b>	+ 19.4%	\$383,910	<b>\$396,588</b>	+ 3.3%
Inventory of Homes for Sale	2,967	<b>1,900</b>	- 36.0%	--	--	--
Months Supply of Inventory	2.3	<b>1.4</b>	- 39.1%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2020

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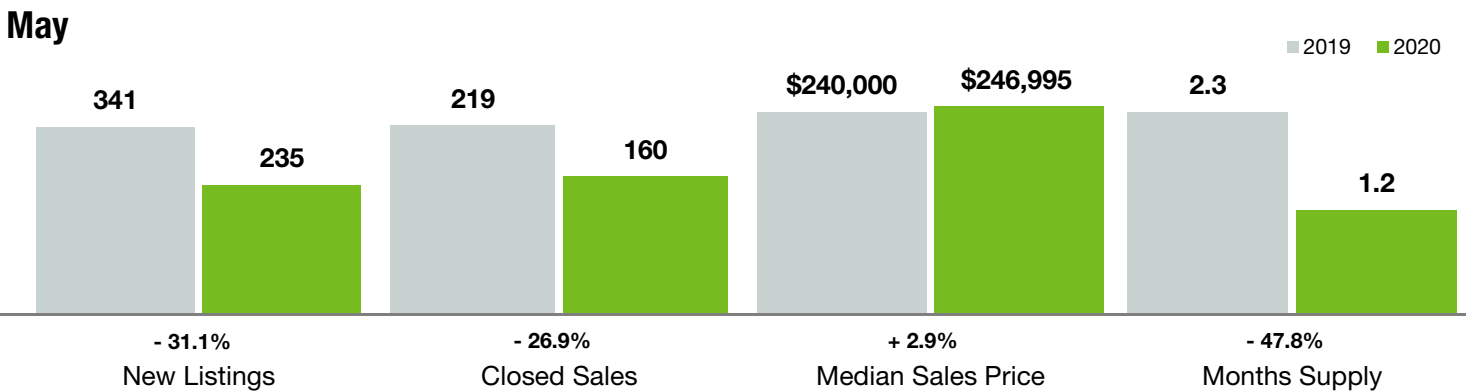


## Concord

North Carolina

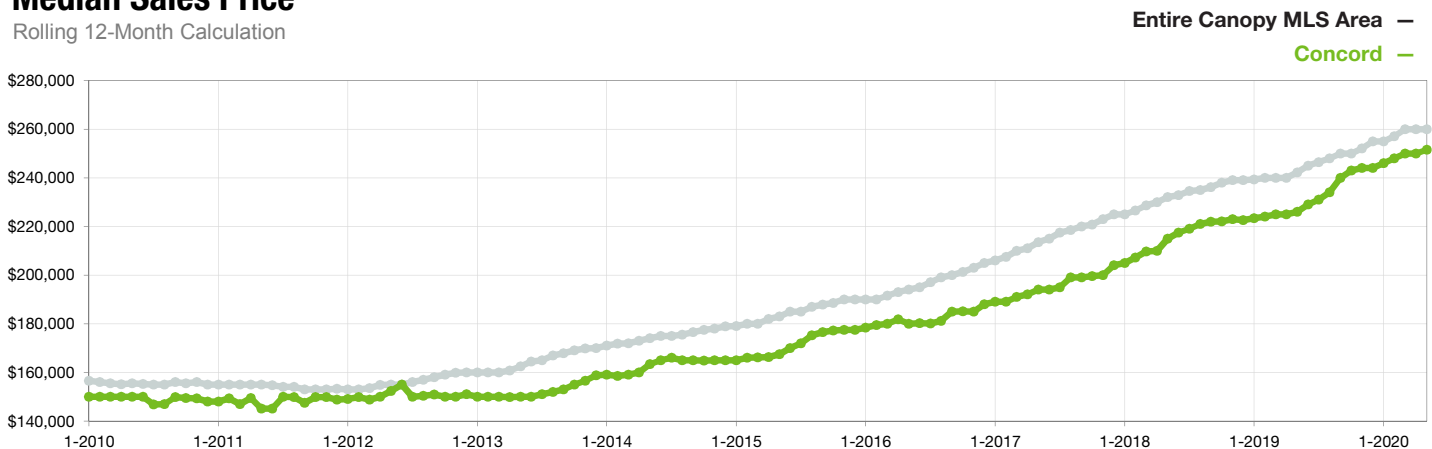
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	341	235	- 31.1%	1,288	1,122	- 12.9%
Pending Sales	239	270	+ 13.0%	1,026	1,026	0.0%
Closed Sales	219	160	- 26.9%	877	847	- 3.4%
Median Sales Price*	\$240,000	\$246,995	+ 2.9%	\$233,000	\$254,995	+ 9.4%
Average Sales Price*	\$253,624	\$263,570	+ 3.9%	\$252,877	\$274,102	+ 8.4%
Percent of Original List Price Received*	97.4%	97.8%	+ 0.4%	96.8%	97.5%	+ 0.7%
List to Close	93	79	- 15.1%	100	94	- 6.0%
Days on Market Until Sale	40	30	- 25.0%	47	43	- 8.5%
Cumulative Days on Market Until Sale	48	34	- 29.2%	55	54	- 1.8%
Average List Price	\$289,664	\$307,497	+ 6.2%	\$276,509	\$300,672	+ 8.7%
Inventory of Homes for Sale	442	236	- 46.6%	--	--	--
Months Supply of Inventory	2.3	1.2	- 47.8%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2020

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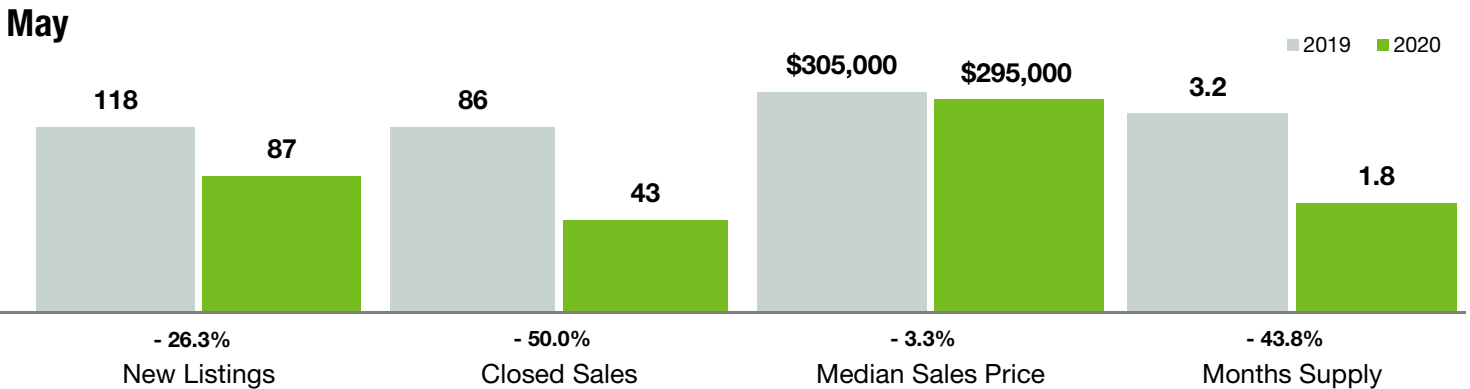


## Cornelius

North Carolina

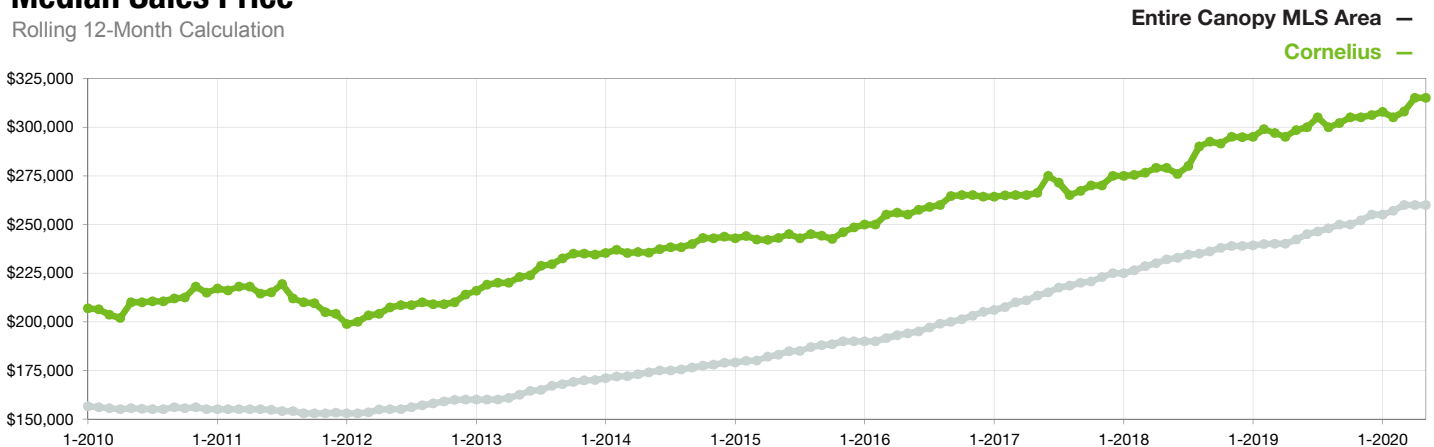
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	118	87	- 26.3%	500	351	- 29.8%
Pending Sales	105	109	+ 3.8%	370	320	- 13.5%
Closed Sales	86	43	- 50.0%	281	275	- 2.1%
Median Sales Price*	\$305,000	\$295,000	- 3.3%	\$289,500	\$309,900	+ 7.0%
Average Sales Price*	\$429,597	\$393,625	- 8.4%	\$435,612	\$463,505	+ 6.4%
Percent of Original List Price Received*	97.5%	97.4%	- 0.1%	95.9%	97.2%	+ 1.4%
List to Close	84	75	- 10.7%	97	90	- 7.2%
Days on Market Until Sale	37	26	- 29.7%	54	41	- 24.1%
Cumulative Days on Market Until Sale	45	26	- 42.2%	62	56	- 9.7%
Average List Price	\$533,355	\$654,736	+ 22.8%	\$535,489	\$544,570	+ 1.7%
Inventory of Homes for Sale	222	122	- 45.0%	--	--	--
Months Supply of Inventory	3.2	1.8	- 43.8%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation





# Local Market Update for May 2020

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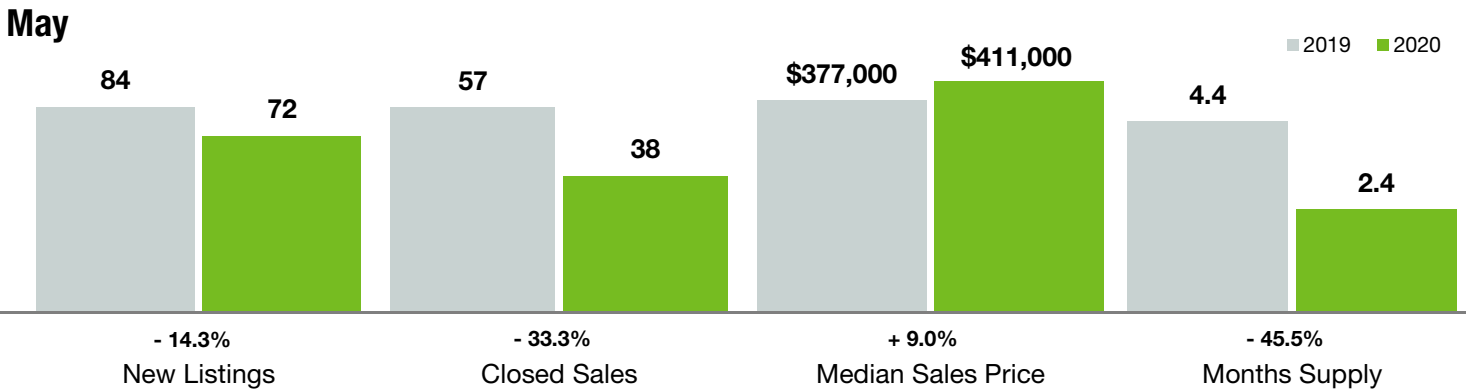


## Davidson

North Carolina

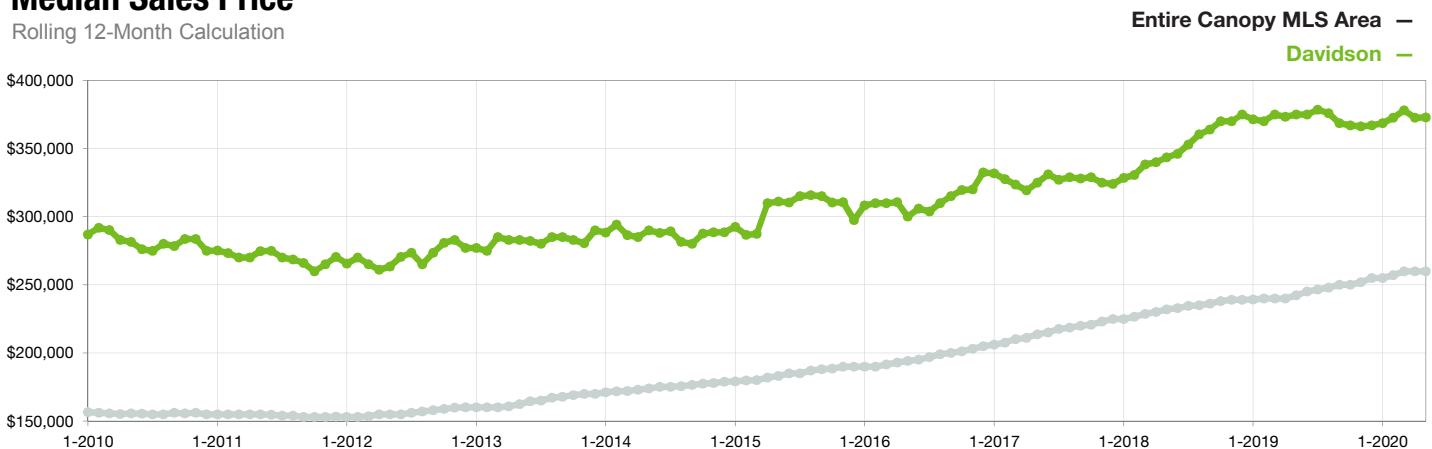
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	84	72	- 14.3%	336	291	- 13.4%
Pending Sales	57	75	+ 31.6%	243	279	+ 14.8%
Closed Sales	57	38	- 33.3%	200	217	+ 8.5%
Median Sales Price*	\$377,000	\$411,000	+ 9.0%	\$356,426	\$386,000	+ 8.3%
Average Sales Price*	\$451,110	\$418,497	- 7.2%	\$441,916	\$440,941	- 0.2%
Percent of Original List Price Received*	95.1%	95.9%	+ 0.8%	95.9%	95.6%	- 0.3%
List to Close	114	118	+ 3.5%	115	120	+ 4.3%
Days on Market Until Sale	67	74	+ 10.4%	63	74	+ 17.5%
Cumulative Days on Market Until Sale	87	86	- 1.1%	81	81	0.0%
Average List Price	\$529,549	\$470,576	- 11.1%	\$525,725	\$502,901	- 4.3%
Inventory of Homes for Sale	183	115	- 37.2%	--	--	--
Months Supply of Inventory	4.4	2.4	- 45.5%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2020

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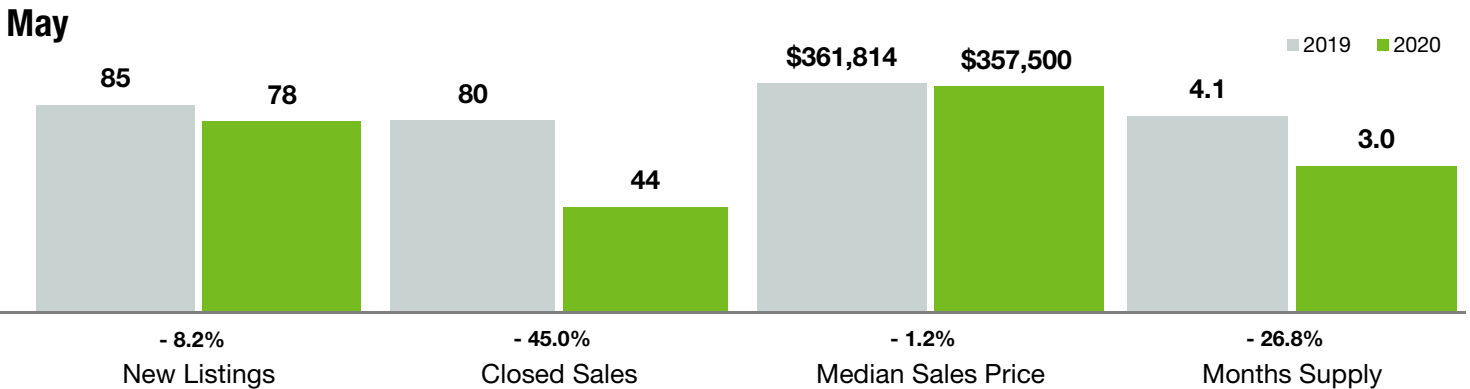


## Denver

North Carolina

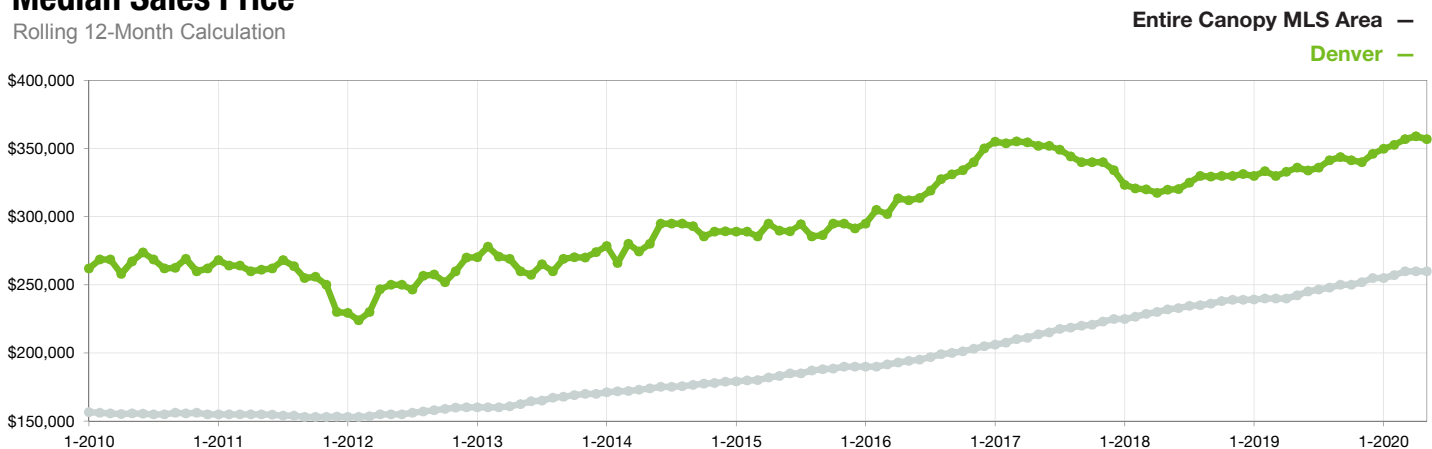
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	85	78	- 8.2%	400	390	- 2.5%
Pending Sales	69	73	+ 5.8%	304	324	+ 6.6%
Closed Sales	80	44	- 45.0%	257	259	+ 0.8%
Median Sales Price*	\$361,814	\$357,500	- 1.2%	\$328,900	\$356,500	+ 8.4%
Average Sales Price*	\$394,474	\$410,496	+ 4.1%	\$363,128	\$414,598	+ 14.2%
Percent of Original List Price Received*	96.9%	96.6%	- 0.3%	96.5%	96.5%	0.0%
List to Close	125	98	- 21.6%	130	124	- 4.6%
Days on Market Until Sale	72	52	- 27.8%	70	75	+ 7.1%
Cumulative Days on Market Until Sale	89	67	- 24.7%	84	87	+ 3.6%
Average List Price	\$502,462	\$386,976	- 23.0%	\$450,097	\$427,135	- 5.1%
Inventory of Homes for Sale	236	178	- 24.6%	--	--	--
Months Supply of Inventory	4.1	3.0	- 26.8%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2020

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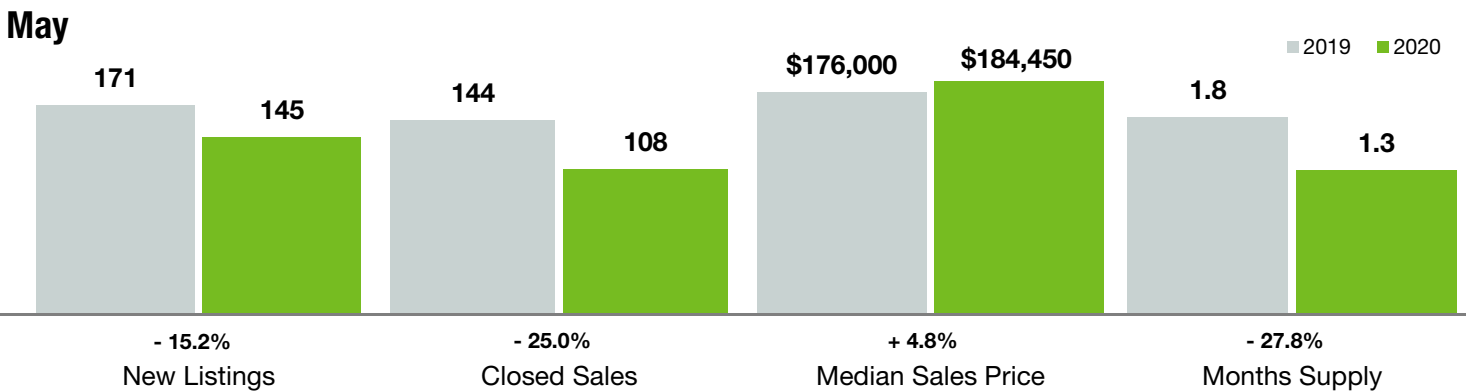


## Gastonia

North Carolina

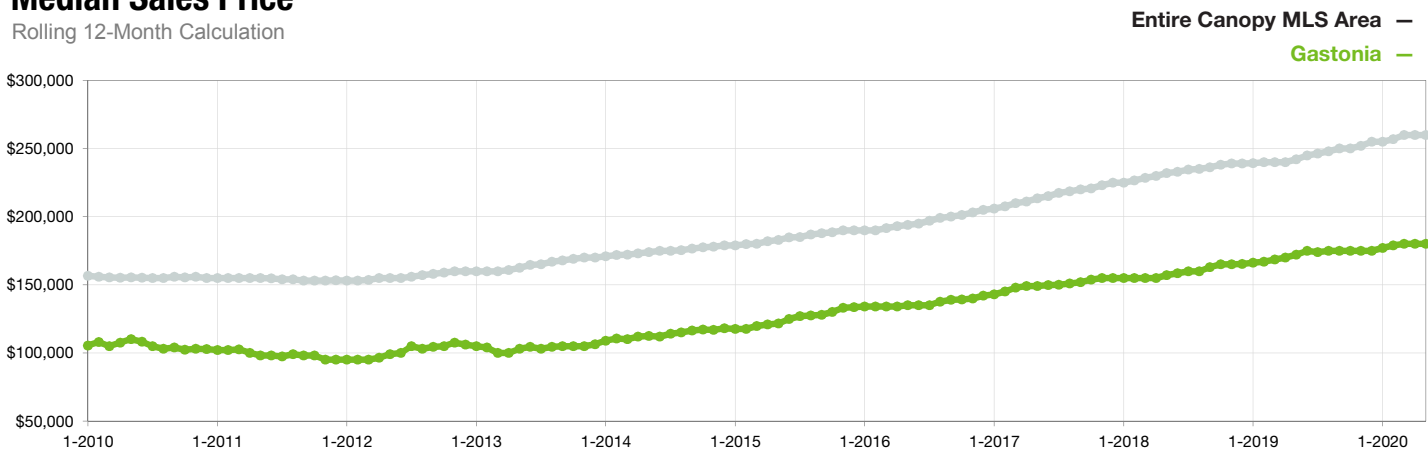
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	171	145	- 15.2%	731	753	+ 3.0%
Pending Sales	153	205	+ 34.0%	672	693	+ 3.1%
Closed Sales	144	108	- 25.0%	589	534	- 9.3%
Median Sales Price*	\$176,000	\$184,450	+ 4.8%	\$175,000	\$189,450	+ 8.3%
Average Sales Price*	\$182,660	\$188,911	+ 3.4%	\$183,315	\$202,215	+ 10.3%
Percent of Original List Price Received*	96.9%	96.2%	- 0.7%	96.8%	96.3%	- 0.5%
List to Close	83	73	- 12.0%	88	86	- 2.3%
Days on Market Until Sale	38	31	- 18.4%	41	36	- 12.2%
Cumulative Days on Market Until Sale	42	36	- 14.3%	51	42	- 17.6%
Average List Price	\$214,867	\$195,277	- 9.1%	\$192,203	\$198,747	+ 3.4%
Inventory of Homes for Sale	223	169	- 24.2%	--	--	--
Months Supply of Inventory	1.8	1.3	- 27.8%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2020

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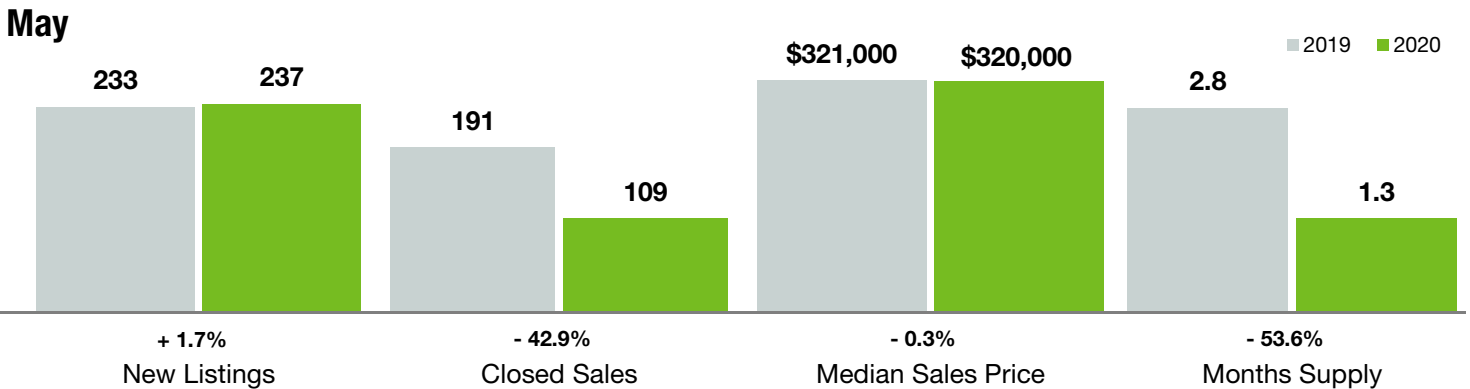


## Huntersville

North Carolina

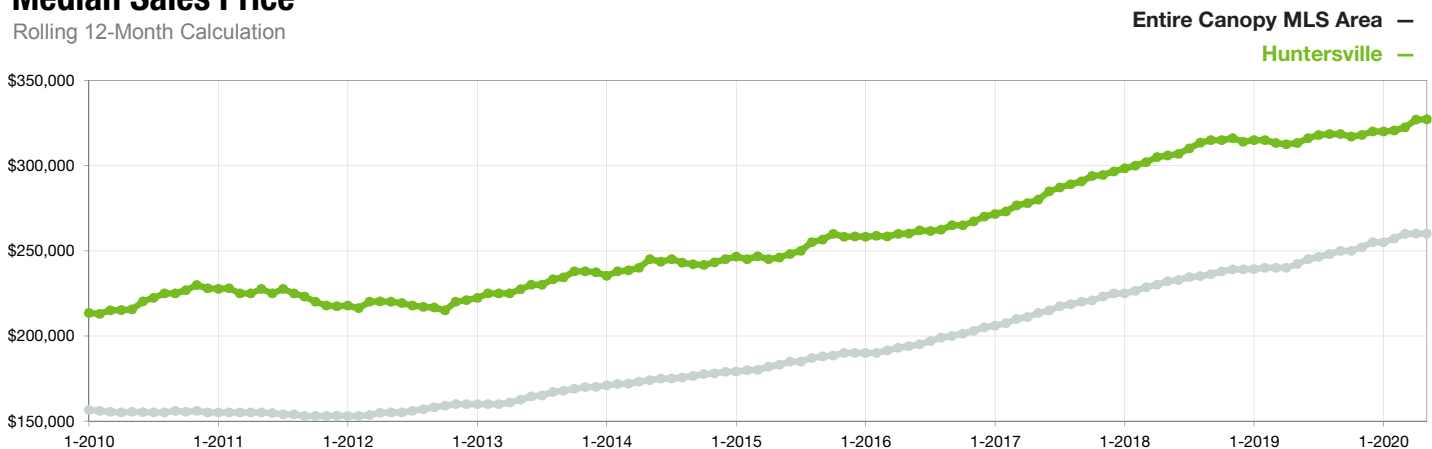
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	233	237	+ 1.7%	919	806	- 12.3%
Pending Sales	166	249	+ 50.0%	699	762	+ 9.0%
Closed Sales	191	109	- 42.9%	604	569	- 5.8%
Median Sales Price*	\$321,000	\$320,000	- 0.3%	\$315,000	\$336,000	+ 6.7%
Average Sales Price*	\$325,656	\$346,014	+ 6.3%	\$330,207	\$370,566	+ 12.2%
Percent of Original List Price Received*	96.6%	98.2%	+ 1.7%	96.6%	97.1%	+ 0.5%
List to Close	94	95	+ 1.1%	95	102	+ 7.4%
Days on Market Until Sale	49	43	- 12.2%	49	53	+ 8.2%
Cumulative Days on Market Until Sale	64	49	- 23.4%	62	65	+ 4.8%
Average List Price	\$356,801	\$417,680	+ 17.1%	\$368,017	\$397,737	+ 8.1%
Inventory of Homes for Sale	368	191	- 48.1%	--	--	--
Months Supply of Inventory	2.8	1.3	- 53.6%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2020

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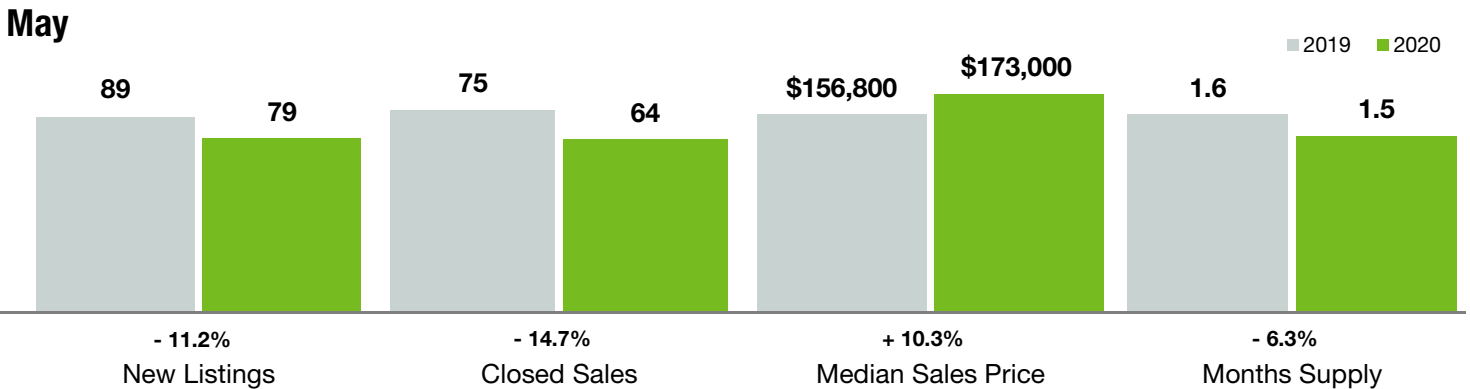


## Kannapolis

North Carolina

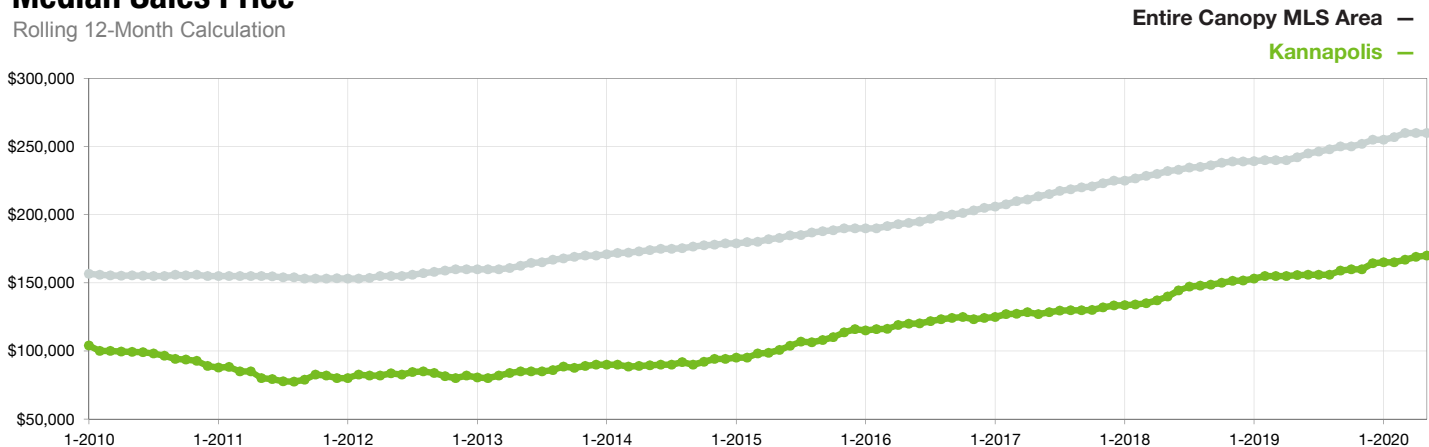
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	89	79	- 11.2%	383	409	+ 6.8%
Pending Sales	73	89	+ 21.9%	358	345	- 3.6%
Closed Sales	75	64	- 14.7%	333	293	- 12.0%
Median Sales Price*	\$156,800	\$173,000	+ 10.3%	\$158,000	\$171,000	+ 8.2%
Average Sales Price*	\$172,891	\$189,004	+ 9.3%	\$171,126	\$190,728	+ 11.5%
Percent of Original List Price Received*	95.1%	97.5%	+ 2.5%	96.0%	96.6%	+ 0.6%
List to Close	93	75	- 19.4%	82	78	- 4.9%
Days on Market Until Sale	49	31	- 36.7%	41	34	- 17.1%
Cumulative Days on Market Until Sale	51	36	- 29.4%	49	40	- 18.4%
Average List Price	\$182,296	\$208,881	+ 14.6%	\$174,766	\$214,554	+ 22.8%
Inventory of Homes for Sale	109	106	- 2.8%	--	--	--
Months Supply of Inventory	1.6	1.5	- 6.3%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2020

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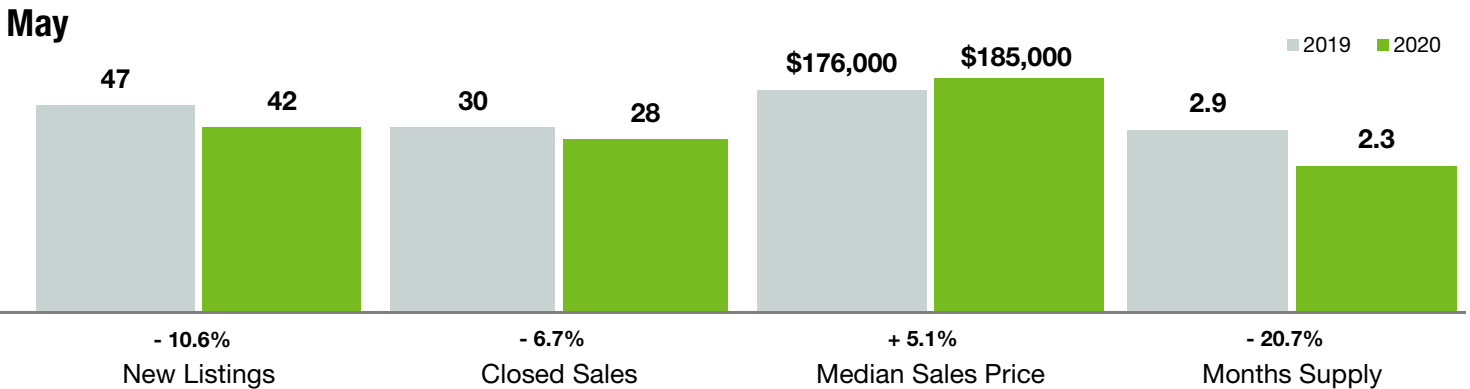


## Lincolnton

North Carolina

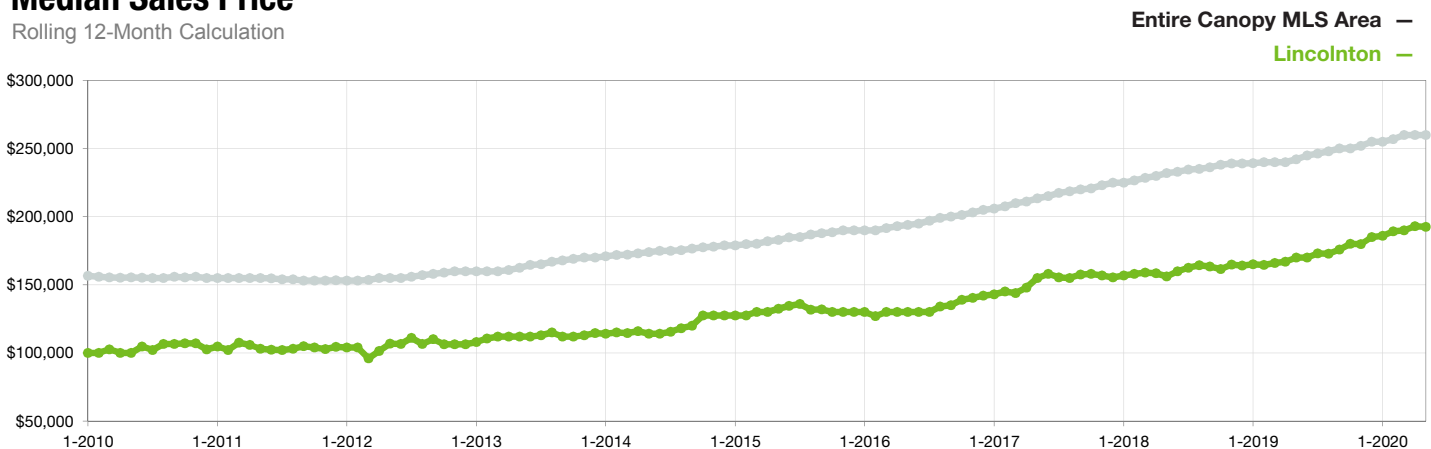
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	47	42	- 10.6%	208	194	- 6.7%
Pending Sales	37	40	+ 8.1%	163	168	+ 3.1%
Closed Sales	30	28	- 6.7%	146	135	- 7.5%
Median Sales Price*	\$176,000	\$185,000	+ 5.1%	\$169,000	\$190,000	+ 12.4%
Average Sales Price*	\$192,523	\$229,054	+ 19.0%	\$183,326	\$207,135	+ 13.0%
Percent of Original List Price Received*	97.5%	99.6%	+ 2.2%	96.0%	96.4%	+ 0.4%
List to Close	68	63	- 7.4%	107	93	- 13.1%
Days on Market Until Sale	30	22	- 26.7%	60	46	- 23.3%
Cumulative Days on Market Until Sale	34	22	- 35.3%	71	53	- 25.4%
Average List Price	\$221,837	\$258,267	+ 16.4%	\$230,134	\$239,438	+ 4.0%
Inventory of Homes for Sale	95	75	- 21.1%	--	--	--
Months Supply of Inventory	2.9	2.3	- 20.7%	--	--	--

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### Median Sales Price

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# Local Market Update for May 2020

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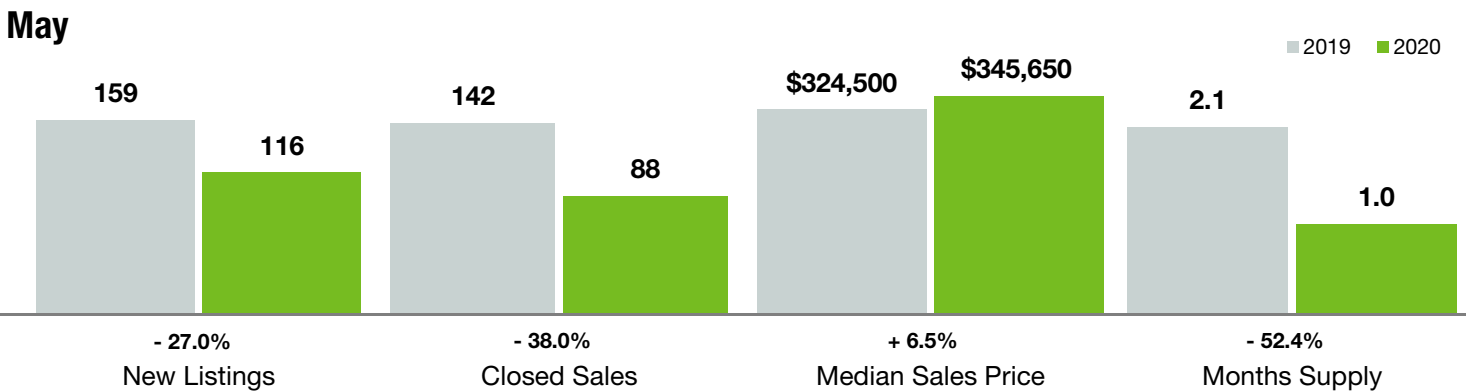


## Matthews

North Carolina

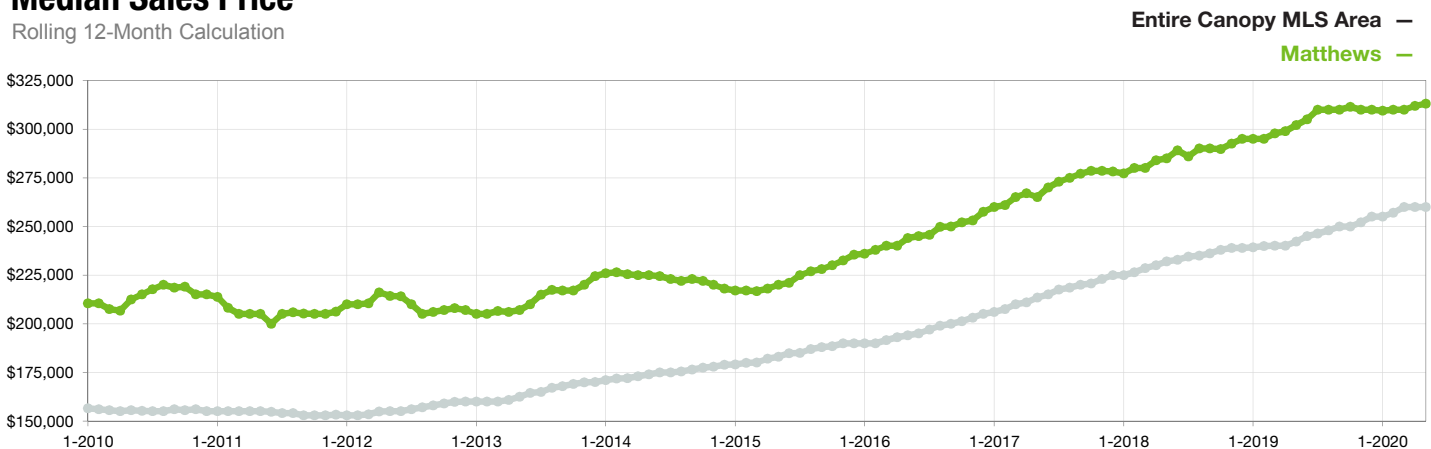
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	159	116	- 27.0%	685	548	- 20.0%
Pending Sales	125	135	+ 8.0%	545	516	- 5.3%
Closed Sales	142	88	- 38.0%	454	436	- 4.0%
Median Sales Price*	\$324,500	\$345,650	+ 6.5%	\$310,000	\$318,250	+ 2.7%
Average Sales Price*	\$361,961	\$387,779	+ 7.1%	\$358,044	\$355,326	- 0.8%
Percent of Original List Price Received*	98.1%	98.2%	+ 0.1%	97.5%	97.8%	+ 0.3%
List to Close	70	75	+ 7.1%	81	87	+ 7.4%
Days on Market Until Sale	25	23	- 8.0%	35	35	0.0%
Cumulative Days on Market Until Sale	34	24	- 29.4%	46	41	- 10.9%
Average List Price	\$377,777	\$426,791	+ 13.0%	\$389,890	\$380,630	- 2.4%
Inventory of Homes for Sale	207	106	- 48.8%	--	--	--
Months Supply of Inventory	2.1	1.0	- 52.4%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2020

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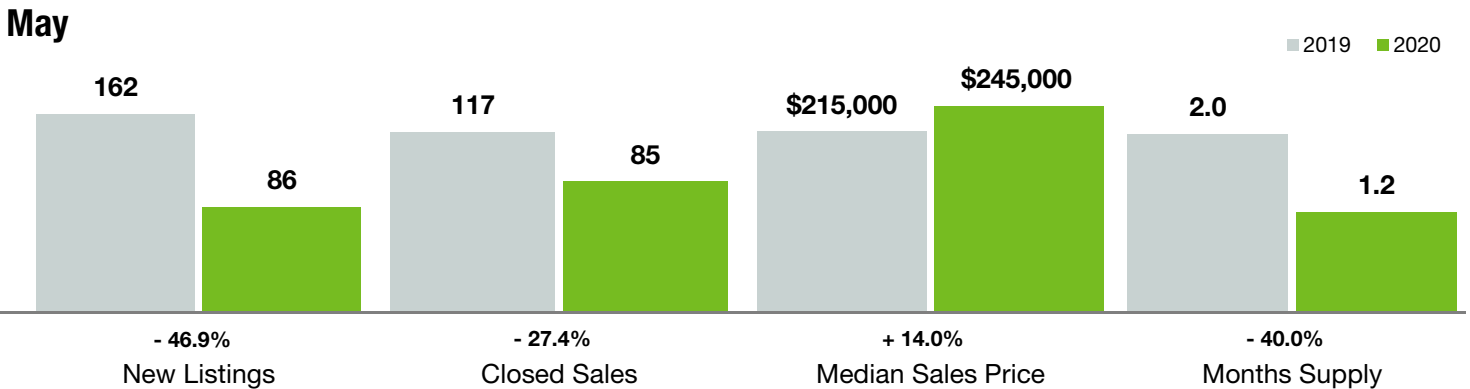


## Monroe

North Carolina

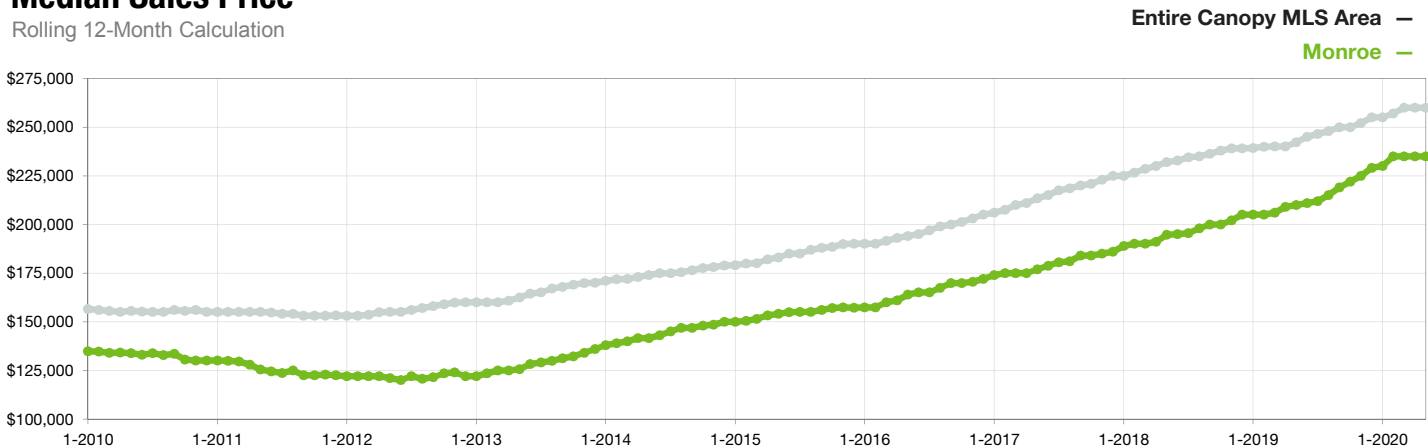
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	162	86	- 46.9%	621	535	- 13.8%
Pending Sales	138	125	- 9.4%	532	497	- 6.6%
Closed Sales	117	85	- 27.4%	453	398	- 12.1%
Median Sales Price*	\$215,000	\$245,000	+ 14.0%	\$219,000	\$240,050	+ 9.6%
Average Sales Price*	\$226,933	\$260,282	+ 14.7%	\$230,157	\$253,885	+ 10.3%
Percent of Original List Price Received*	98.4%	97.0%	- 1.4%	96.6%	97.8%	+ 1.2%
List to Close	71	72	+ 1.4%	83	82	- 1.2%
Days on Market Until Sale	27	28	+ 3.7%	38	37	- 2.6%
Cumulative Days on Market Until Sale	35	30	- 14.3%	45	44	- 2.2%
Average List Price	\$250,450	\$274,743	+ 9.7%	\$256,608	\$269,097	+ 4.9%
Inventory of Homes for Sale	187	115	- 38.5%	--	--	--
Months Supply of Inventory	2.0	1.2	- 40.0%	--	--	--

\* 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.



### Median Sales Price

Rolling 12-Month Calculation





# Local Market Update for May 2020

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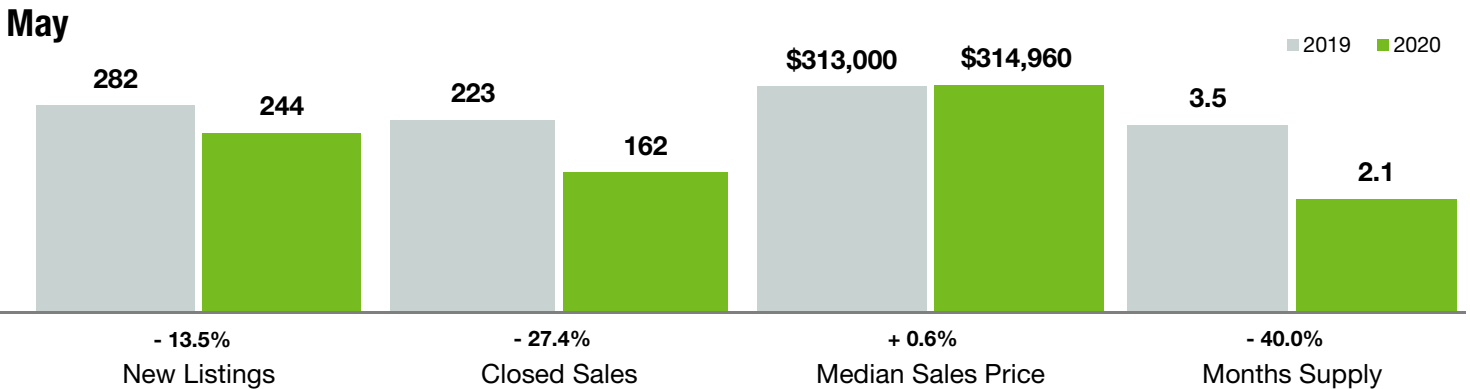


## Mooreville

North Carolina

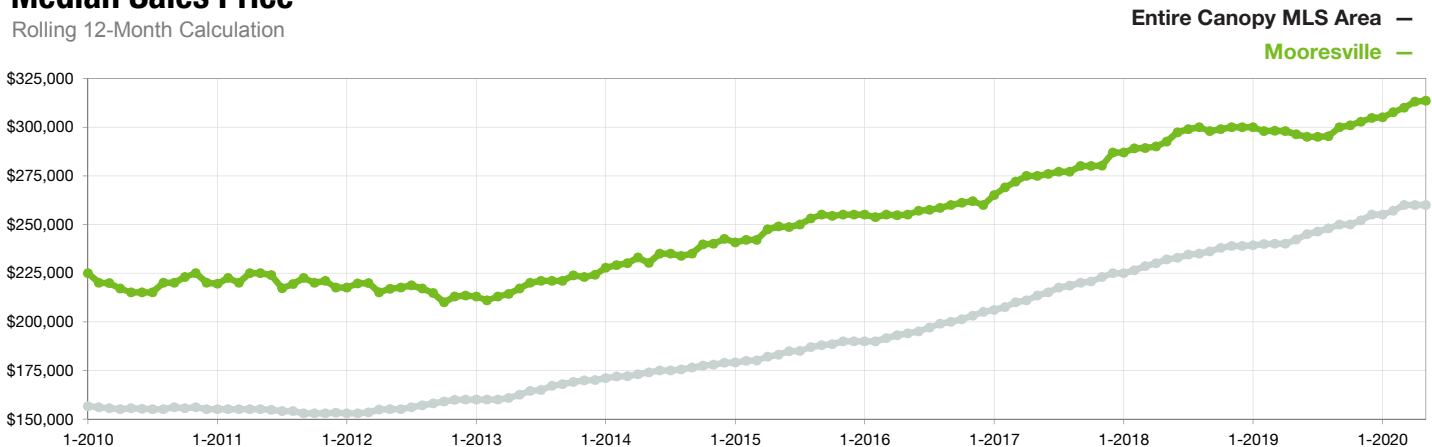
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	282	244	- 13.5%	1,224	1,118	- 8.7%
Pending Sales	207	295	+ 42.5%	983	985	+ 0.2%
Closed Sales	223	162	- 27.4%	855	775	- 9.4%
Median Sales Price*	\$313,000	\$314,960	+ 0.6%	\$293,000	\$315,000	+ 7.5%
Average Sales Price*	\$402,817	\$374,690	- 7.0%	\$382,178	\$387,984	+ 1.5%
Percent of Original List Price Received*	96.2%	97.3%	+ 1.1%	95.8%	96.8%	+ 1.0%
List to Close	118	95	- 19.5%	119	107	- 10.1%
Days on Market Until Sale	69	44	- 36.2%	67	57	- 14.9%
Cumulative Days on Market Until Sale	95	43	- 54.7%	87	65	- 25.3%
Average List Price	\$452,990	\$504,649	+ 11.4%	\$453,026	\$467,254	+ 3.1%
Inventory of Homes for Sale	615	391	- 36.4%	--	--	--
Months Supply of Inventory	3.5	2.1	- 40.0%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2020

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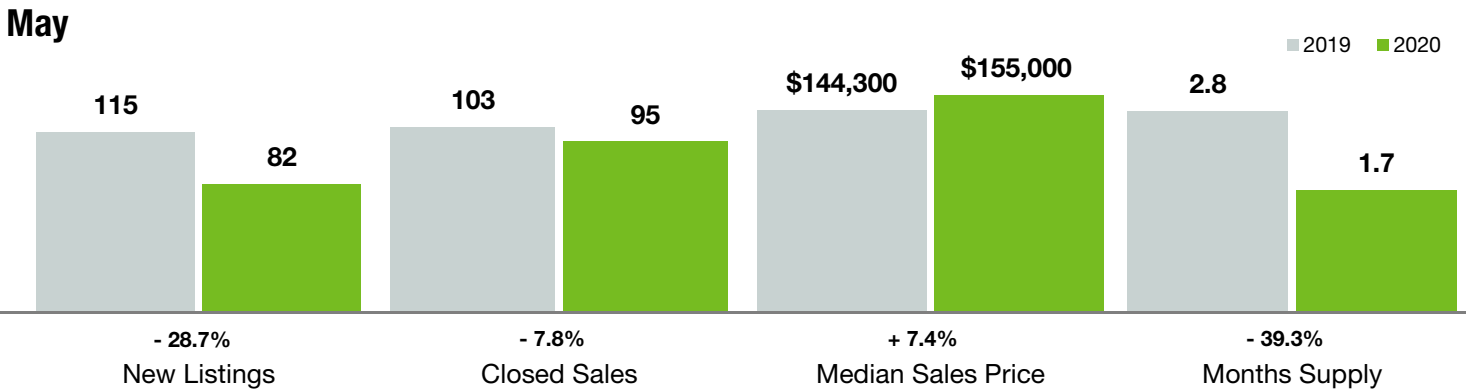


## Salisbury

North Carolina

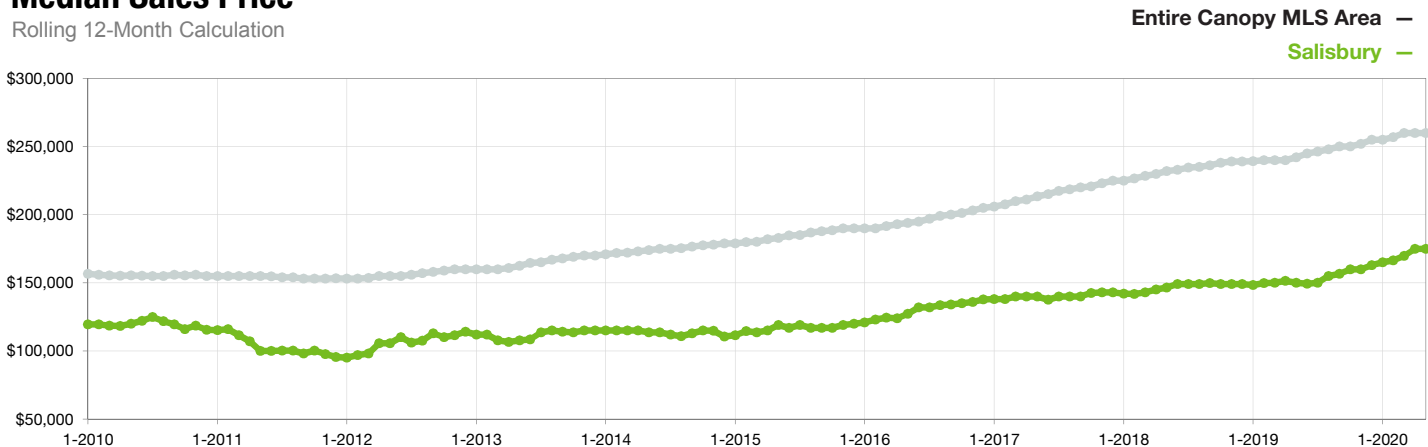
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	115	82	- 28.7%	483	465	- 3.7%
Pending Sales	111	111	0.0%	410	437	+ 6.6%
Closed Sales	103	95	- 7.8%	355	341	- 3.9%
Median Sales Price*	\$144,300	\$155,000	+ 7.4%	\$149,300	\$185,500	+ 24.2%
Average Sales Price*	\$156,926	\$172,248	+ 9.8%	\$164,329	\$195,028	+ 18.7%
Percent of Original List Price Received*	96.3%	96.2%	- 0.1%	94.7%	94.9%	+ 0.2%
List to Close	115	93	- 19.1%	110	102	- 7.3%
Days on Market Until Sale	58	36	- 37.9%	58	52	- 10.3%
Cumulative Days on Market Until Sale	64	45	- 29.7%	65	61	- 6.2%
Average List Price	\$188,805	\$222,298	+ 17.7%	\$189,449	\$210,444	+ 11.1%
Inventory of Homes for Sale	210	133	- 36.7%	--	--	--
Months Supply of Inventory	2.8	1.7	- 39.3%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2020

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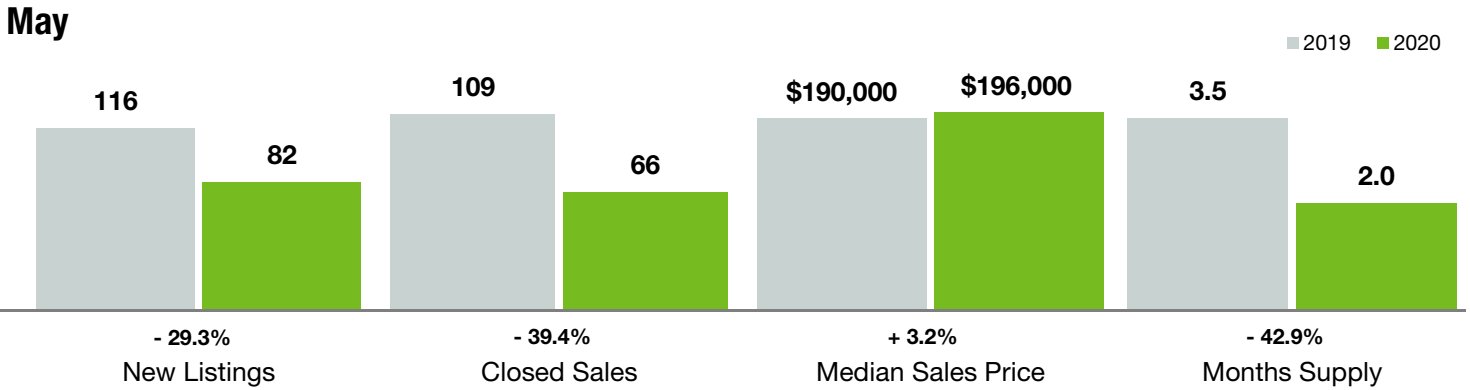


## Statesville

North Carolina

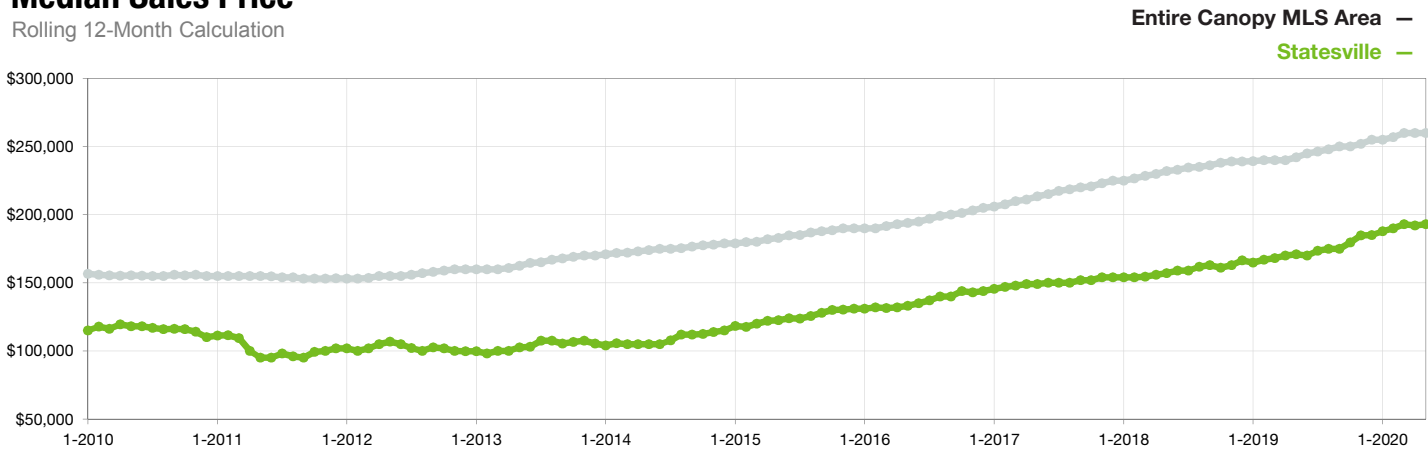
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	116	82	- 29.3%	524	476	- 9.2%
Pending Sales	93	117	+ 25.8%	443	427	- 3.6%
Closed Sales	109	66	- 39.4%	380	345	- 9.2%
Median Sales Price*	\$190,000	\$196,000	+ 3.2%	\$175,000	\$195,000	+ 11.4%
Average Sales Price*	\$187,768	\$207,767	+ 10.7%	\$183,792	\$203,294	+ 10.6%
Percent of Original List Price Received*	94.8%	97.8%	+ 3.2%	94.2%	96.6%	+ 2.5%
List to Close	114	84	- 26.3%	113	95	- 15.9%
Days on Market Until Sale	68	37	- 45.6%	63	46	- 27.0%
Cumulative Days on Market Until Sale	77	37	- 51.9%	71	52	- 26.8%
Average List Price	\$230,369	\$235,614	+ 2.3%	\$228,400	\$225,204	- 1.4%
Inventory of Homes for Sale	282	165	- 41.5%	--	--	--
Months Supply of Inventory	3.5	2.0	- 42.9%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2020

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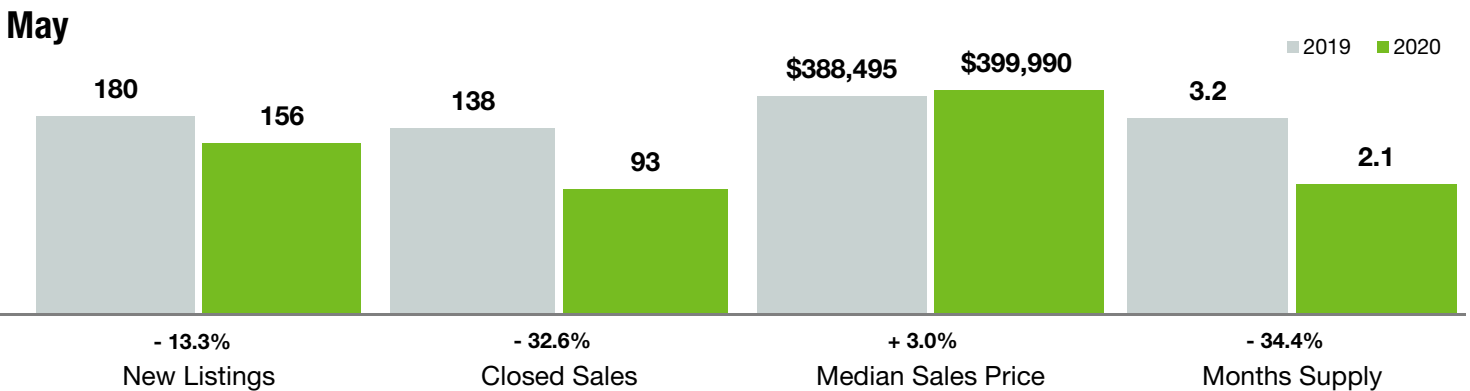


## Waxhaw

North Carolina

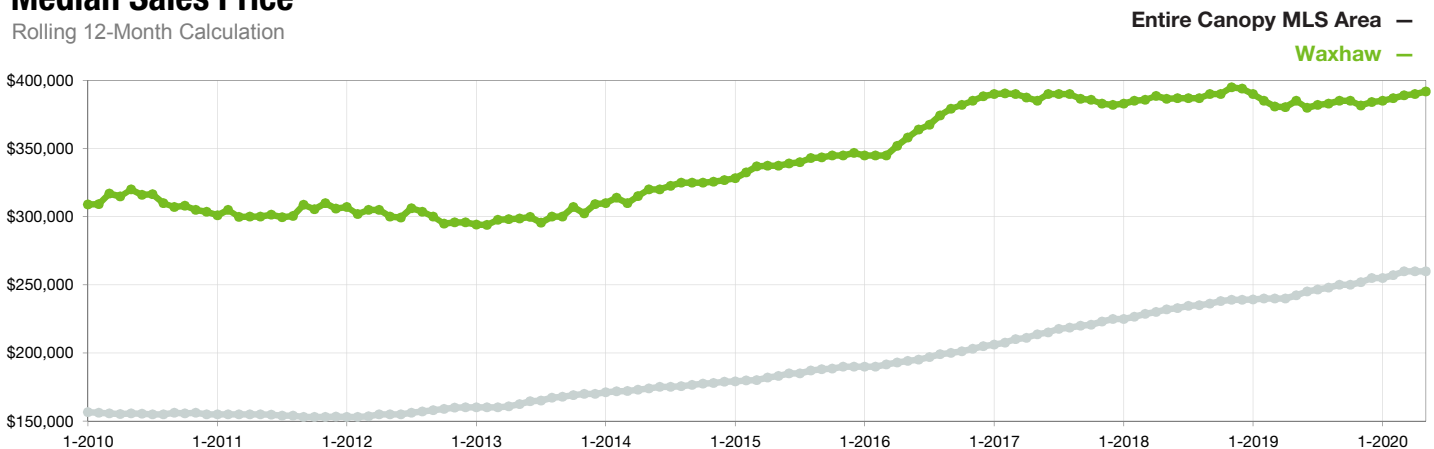
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	180	156	- 13.3%	800	689	- 13.9%
Pending Sales	152	147	- 3.3%	644	562	- 12.7%
Closed Sales	138	93	- 32.6%	502	427	- 14.9%
Median Sales Price*	\$388,495	\$399,990	+ 3.0%	\$375,000	\$389,000	+ 3.7%
Average Sales Price*	\$436,696	\$491,482	+ 12.5%	\$439,511	\$457,206	+ 4.0%
Percent of Original List Price Received*	96.9%	97.8%	+ 0.9%	96.4%	97.0%	+ 0.6%
List to Close	117	77	- 34.2%	120	98	- 18.3%
Days on Market Until Sale	62	31	- 50.0%	69	50	- 27.5%
Cumulative Days on Market Until Sale	75	39	- 48.0%	81	62	- 23.5%
Average List Price	\$534,405	\$520,083	- 2.7%	\$523,381	\$537,782	+ 2.8%
Inventory of Homes for Sale	341	223	- 34.6%	--	--	--
Months Supply of Inventory	3.2	2.1	- 34.4%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2020

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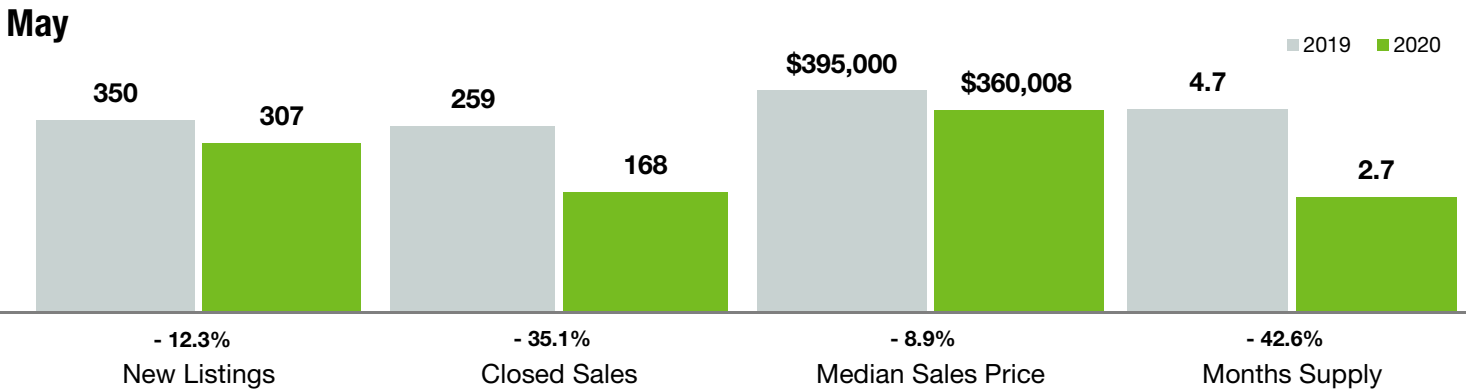


## Lake Norman

North Carolina

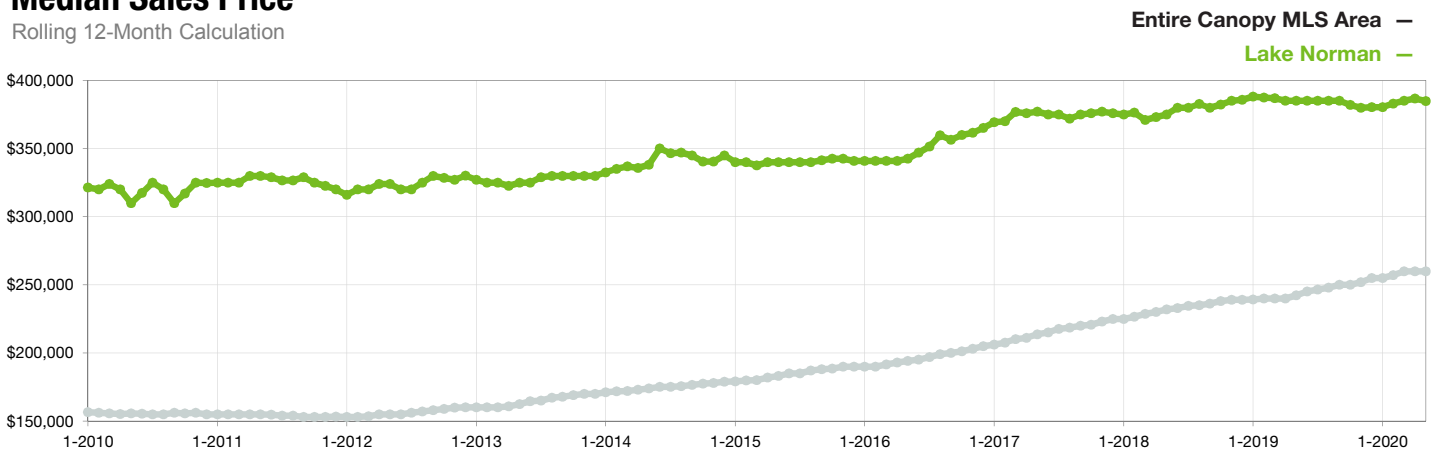
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	350	307	- 12.3%	1,489	1,292	- 13.2%
Pending Sales	253	355	+ 40.3%	1,071	1,079	+ 0.7%
Closed Sales	259	168	- 35.1%	917	833	- 9.2%
Median Sales Price*	\$395,000	\$360,008	- 8.9%	\$370,000	\$377,000	+ 1.9%
Average Sales Price*	\$504,039	\$476,150	- 5.5%	\$480,080	\$504,705	+ 5.1%
Percent of Original List Price Received*	95.7%	96.8%	+ 1.1%	95.5%	96.3%	+ 0.8%
List to Close	122	96	- 21.3%	130	122	- 6.2%
Days on Market Until Sale	71	42	- 40.8%	74	67	- 9.5%
Cumulative Days on Market Until Sale	106	49	- 53.8%	99	82	- 17.2%
Average List Price	\$603,068	\$619,268	+ 2.7%	\$596,188	\$588,323	- 1.3%
Inventory of Homes for Sale	917	557	- 39.3%	--	--	--
Months Supply of Inventory	4.7	2.7	- 42.6%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2020

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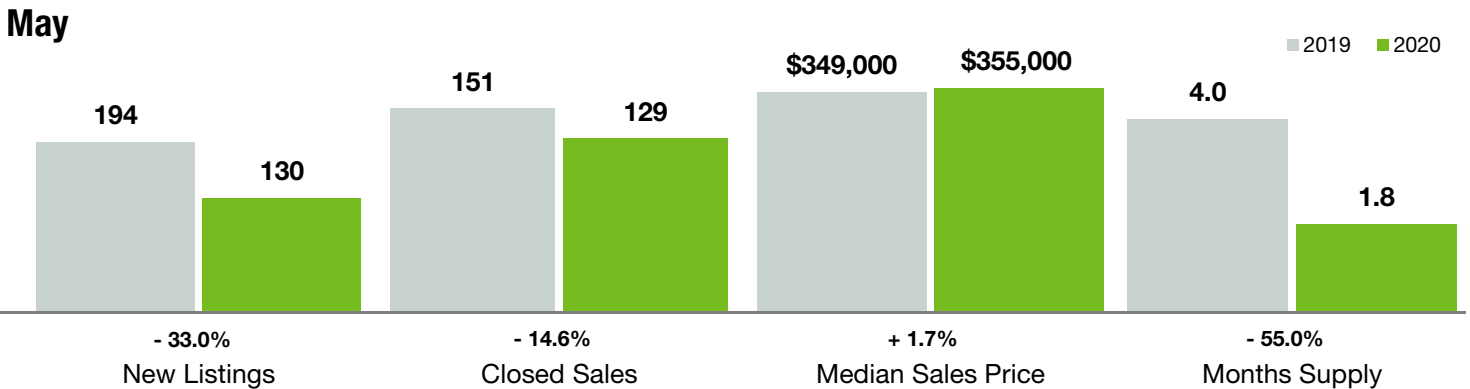


## Lake Wylie

North Carolina

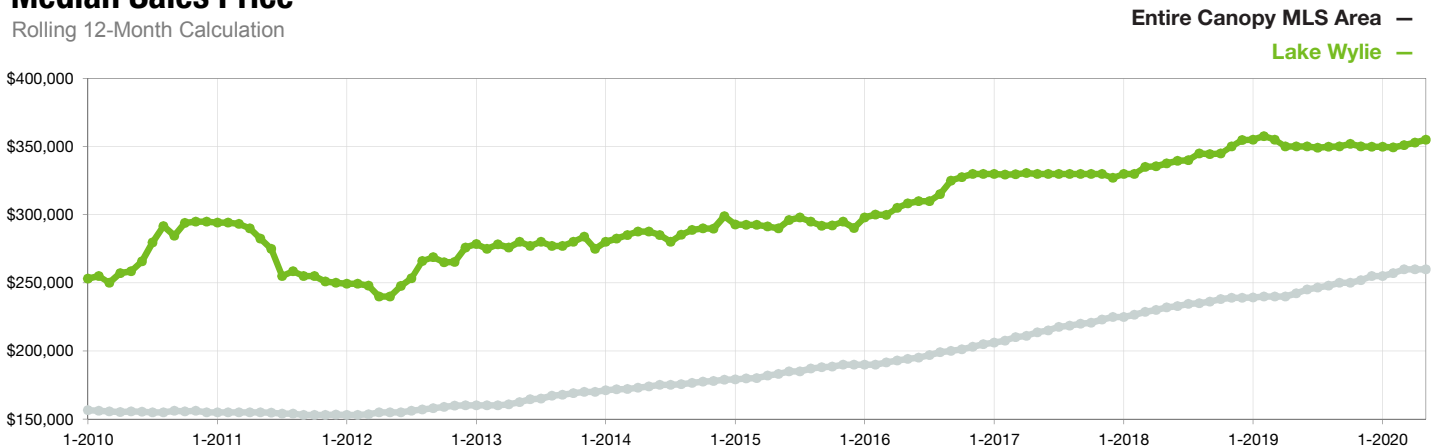
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	194	130	- 33.0%	826	718	- 13.1%
Pending Sales	153	191	+ 24.8%	646	686	+ 6.2%
Closed Sales	151	129	- 14.6%	523	544	+ 4.0%
Median Sales Price*	\$349,000	\$355,000	+ 1.7%	\$340,000	\$357,500	+ 5.1%
Average Sales Price*	\$386,792	\$381,388	- 1.4%	\$396,143	\$390,193	- 1.5%
Percent of Original List Price Received*	96.7%	98.3%	+ 1.7%	96.3%	97.4%	+ 1.1%
List to Close	114	115	+ 0.9%	125	118	- 5.6%
Days on Market Until Sale	63	53	- 15.9%	67	57	- 14.9%
Cumulative Days on Market Until Sale	72	57	- 20.8%	81	70	- 13.6%
Average List Price	\$455,624	\$451,010	- 1.0%	\$443,304	\$419,148	- 5.4%
Inventory of Homes for Sale	441	240	- 45.6%	--	--	--
Months Supply of Inventory	4.0	1.8	- 55.0%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2020

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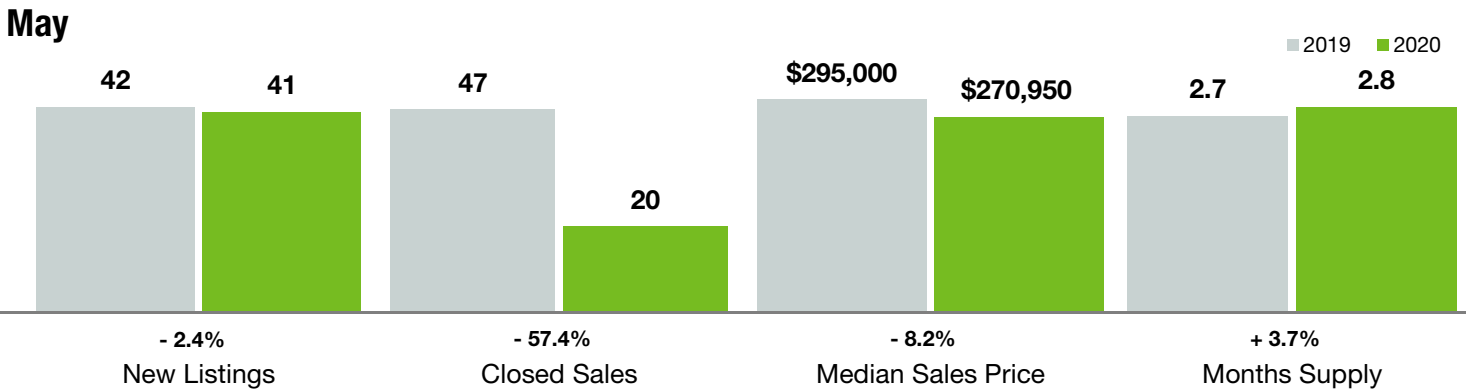


## Uptown Charlotte

North Carolina

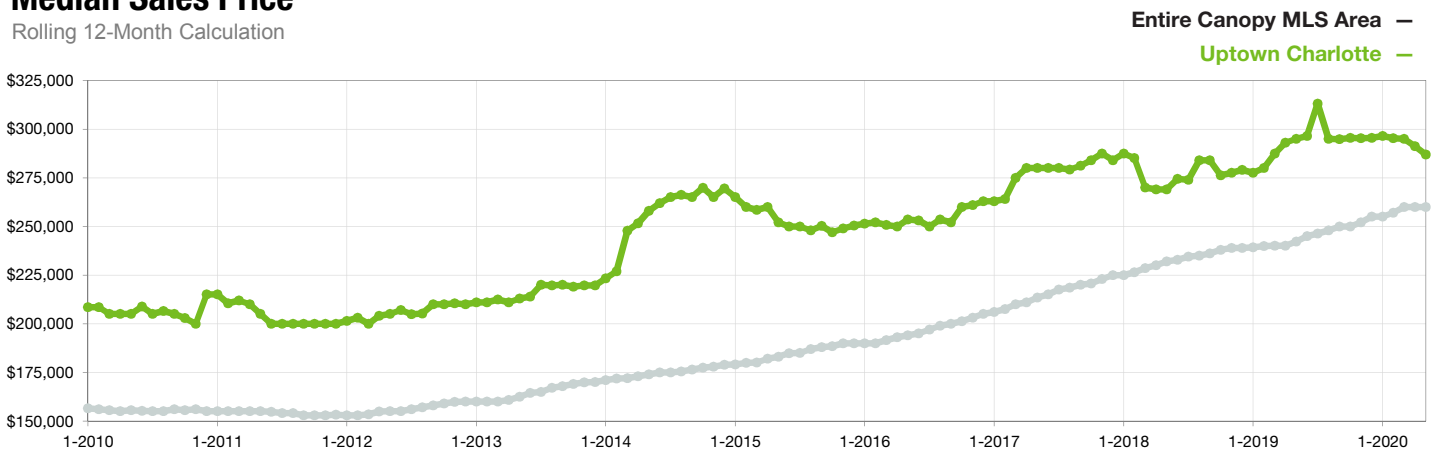
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	42	41	- 2.4%	205	179	- 12.7%
Pending Sales	33	29	- 12.1%	166	131	- 21.1%
Closed Sales	47	20	- 57.4%	133	121	- 9.0%
Median Sales Price*	\$295,000	\$270,950	- 8.2%	\$297,000	\$280,000	- 5.7%
Average Sales Price*	\$383,610	\$321,540	- 16.2%	\$373,648	\$309,578	- 17.1%
Percent of Original List Price Received*	97.1%	97.4%	+ 0.3%	97.0%	96.3%	- 0.7%
List to Close	76	79	+ 3.9%	90	89	- 1.1%
Days on Market Until Sale	38	34	- 10.5%	51	46	- 9.8%
Cumulative Days on Market Until Sale	51	57	+ 11.8%	72	57	- 20.8%
Average List Price	\$390,369	\$343,827	- 11.9%	\$395,873	\$348,357	- 12.0%
Inventory of Homes for Sale	81	78	- 3.7%	--	--	--
Months Supply of Inventory	2.7	2.8	+ 3.7%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2020

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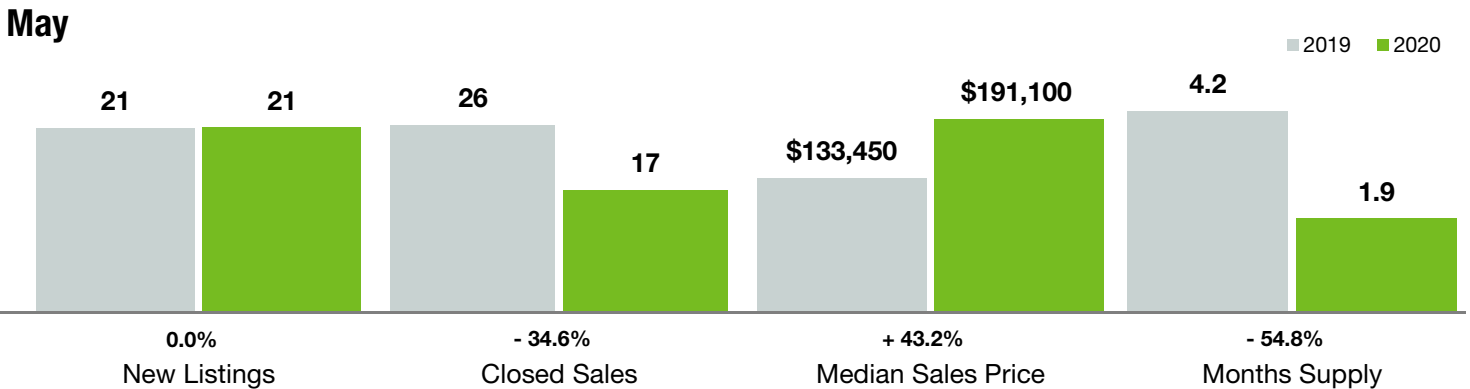


## Chester County

South Carolina

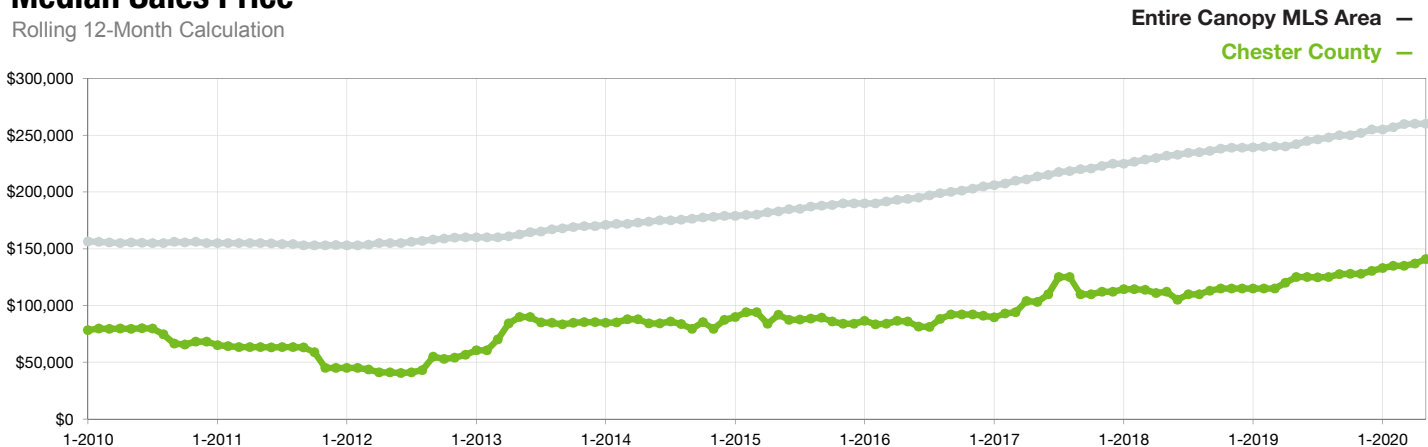
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	21	21	0.0%	117	107	- 8.5%
Pending Sales	16	32	+ 100.0%	87	108	+ 24.1%
Closed Sales	26	17	- 34.6%	76	74	- 2.6%
Median Sales Price*	\$133,450	\$191,100	+ 43.2%	\$121,000	\$150,500	+ 24.4%
Average Sales Price*	\$153,707	\$215,568	+ 40.2%	\$141,909	\$182,438	+ 28.6%
Percent of Original List Price Received*	93.9%	96.0%	+ 2.2%	93.2%	94.9%	+ 1.8%
List to Close	80	102	+ 27.5%	107	108	+ 0.9%
Days on Market Until Sale	40	59	+ 47.5%	61	53	- 13.1%
Cumulative Days on Market Until Sale	75	72	- 4.0%	78	64	- 17.9%
Average List Price	\$195,681	\$198,652	+ 1.5%	\$160,814	\$203,018	+ 26.2%
Inventory of Homes for Sale	61	35	- 42.6%	--	--	--
Months Supply of Inventory	4.2	1.9	- 54.8%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation





# Local Market Update for May 2020

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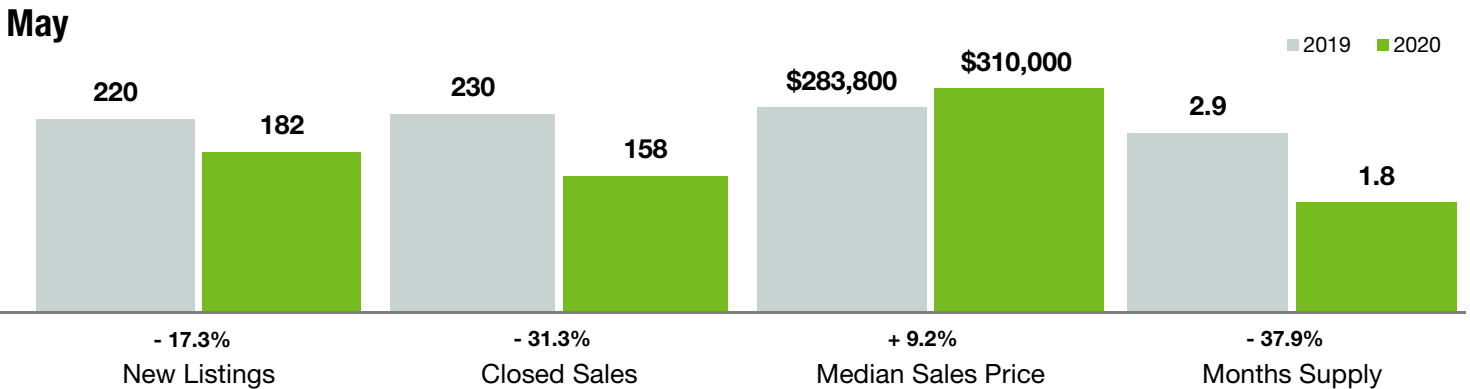


## Lancaster County

South Carolina

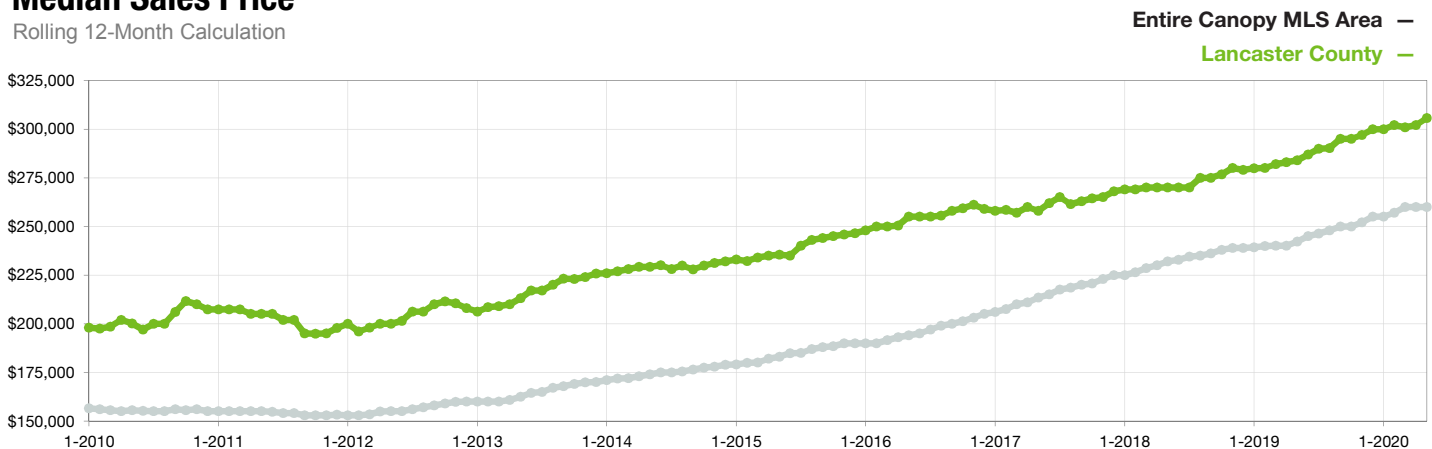
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	220	182	- 17.3%	1,041	984	- 5.5%
Pending Sales	210	227	+ 8.1%	877	937	+ 6.8%
Closed Sales	230	158	- 31.3%	756	751	- 0.7%
Median Sales Price*	\$283,800	\$310,000	+ 9.2%	\$284,800	\$300,000	+ 5.3%
Average Sales Price*	\$291,297	\$324,175	+ 11.3%	\$284,654	\$309,200	+ 8.6%
Percent of Original List Price Received*	97.4%	97.6%	+ 0.2%	96.8%	97.1%	+ 0.3%
List to Close	92	115	+ 25.0%	116	106	- 8.6%
Days on Market Until Sale	41	57	+ 39.0%	57	53	- 7.0%
Cumulative Days on Market Until Sale	54	52	- 3.7%	66	61	- 7.6%
Average List Price	\$333,553	\$329,739	- 1.1%	\$315,824	\$333,494	+ 5.6%
Inventory of Homes for Sale	448	302	- 32.6%	--	--	--
Months Supply of Inventory	2.9	1.8	- 37.9%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2020

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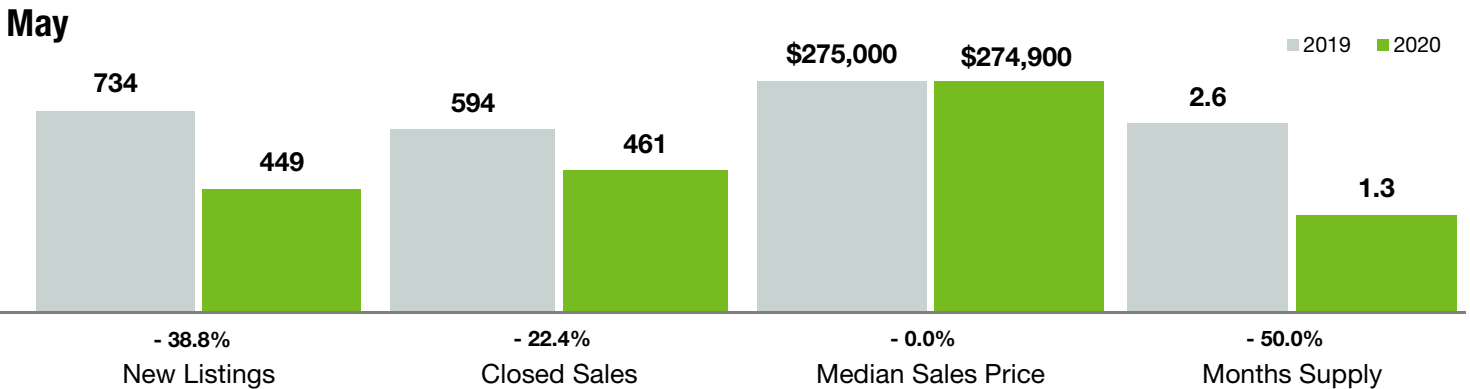


## York County

South Carolina

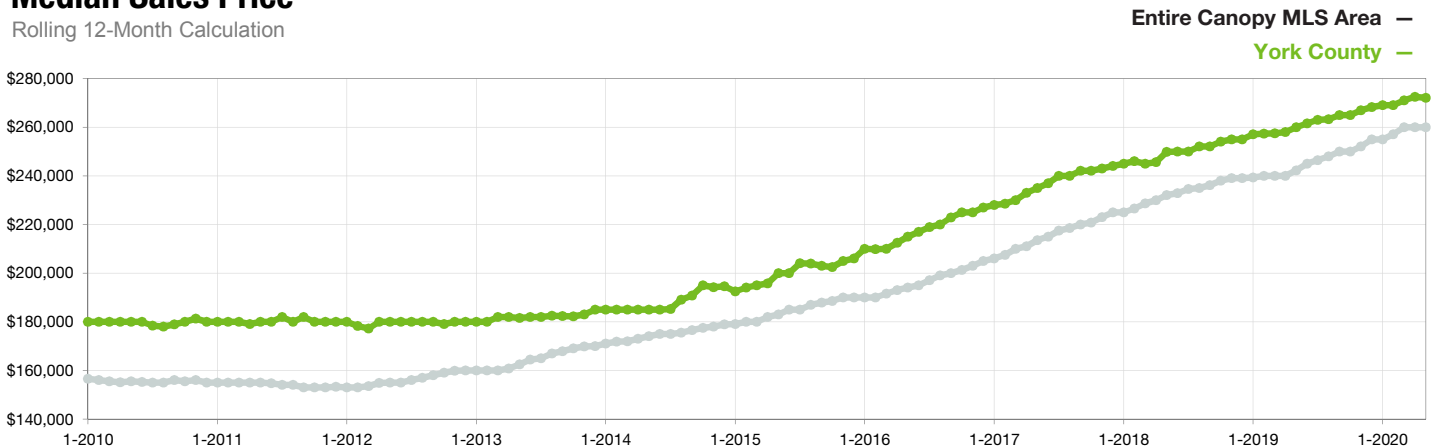
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	734	449	- 38.8%	2,991	2,570	- 14.1%
Pending Sales	582	611	+ 5.0%	2,434	2,452	+ 0.7%
Closed Sales	594	461	- 22.4%	2,088	1,954	- 6.4%
Median Sales Price*	\$275,000	\$274,900	- 0.0%	\$258,700	\$267,750	+ 3.5%
Average Sales Price*	\$297,722	\$301,742	+ 1.4%	\$284,863	\$298,196	+ 4.7%
Percent of Original List Price Received*	97.3%	98.3%	+ 1.0%	97.1%	97.7%	+ 0.6%
List to Close	89	79	- 11.2%	96	90	- 6.3%
Days on Market Until Sale	41	29	- 29.3%	46	40	- 13.0%
Cumulative Days on Market Until Sale	50	35	- 30.0%	58	48	- 17.2%
Average List Price	\$327,115	\$342,456	+ 4.7%	\$318,803	\$323,942	+ 1.6%
Inventory of Homes for Sale	1,123	619	- 44.9%	--	--	--
Months Supply of Inventory	2.6	1.3	- 50.0%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2020

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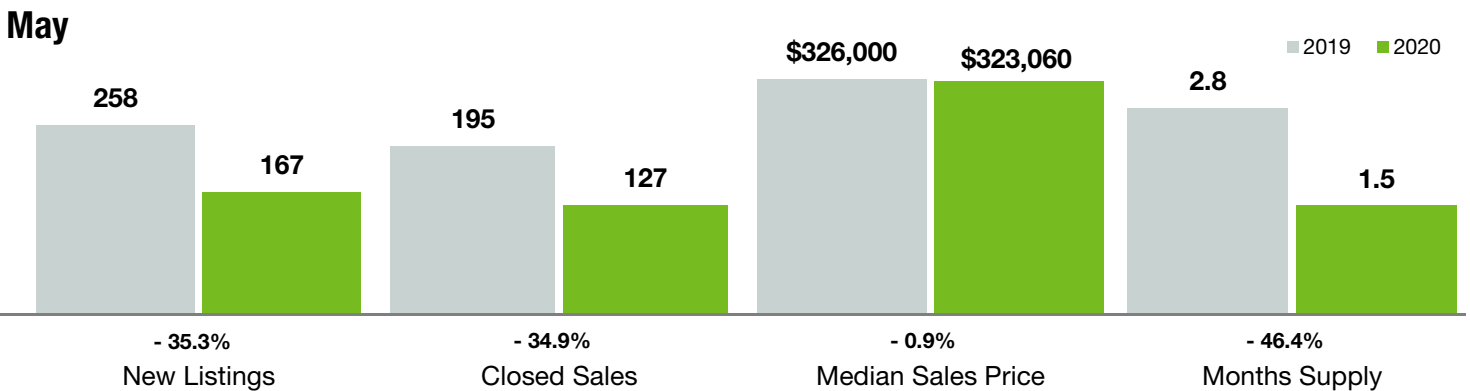


## Fort Mill

South Carolina

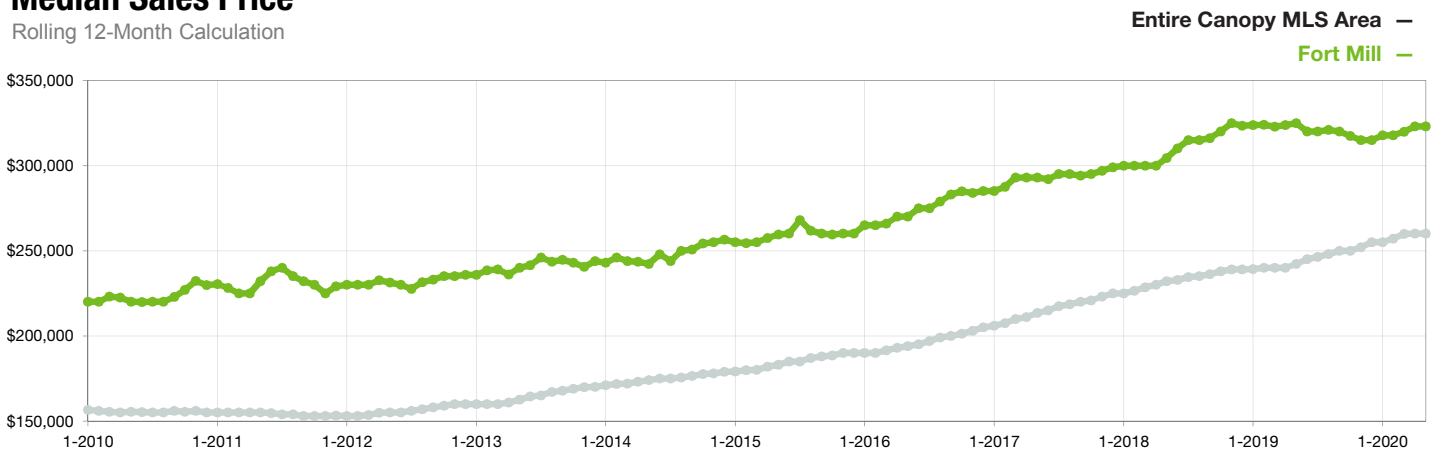
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	258	167	- 35.3%	1,036	796	- 23.2%
Pending Sales	197	190	- 3.6%	805	721	- 10.4%
Closed Sales	195	127	- 34.9%	665	578	- 13.1%
Median Sales Price*	\$326,000	\$323,060	- 0.9%	\$303,140	\$321,750	+ 6.1%
Average Sales Price*	\$345,023	\$364,936	+ 5.8%	\$340,925	\$362,649	+ 6.4%
Percent of Original List Price Received*	97.5%	98.4%	+ 0.9%	97.6%	98.1%	+ 0.5%
List to Close	95	86	- 9.5%	103	101	- 1.9%
Days on Market Until Sale	40	29	- 27.5%	48	42	- 12.5%
Cumulative Days on Market Until Sale	53	37	- 30.2%	62	51	- 17.7%
Average List Price	\$379,135	\$401,110	+ 5.8%	\$374,200	\$382,848	+ 2.3%
Inventory of Homes for Sale	401	207	- 48.4%	--	--	--
Months Supply of Inventory	2.8	1.5	- 46.4%	--	--	--

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### Median Sales Price

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# Local Market Update for May 2020

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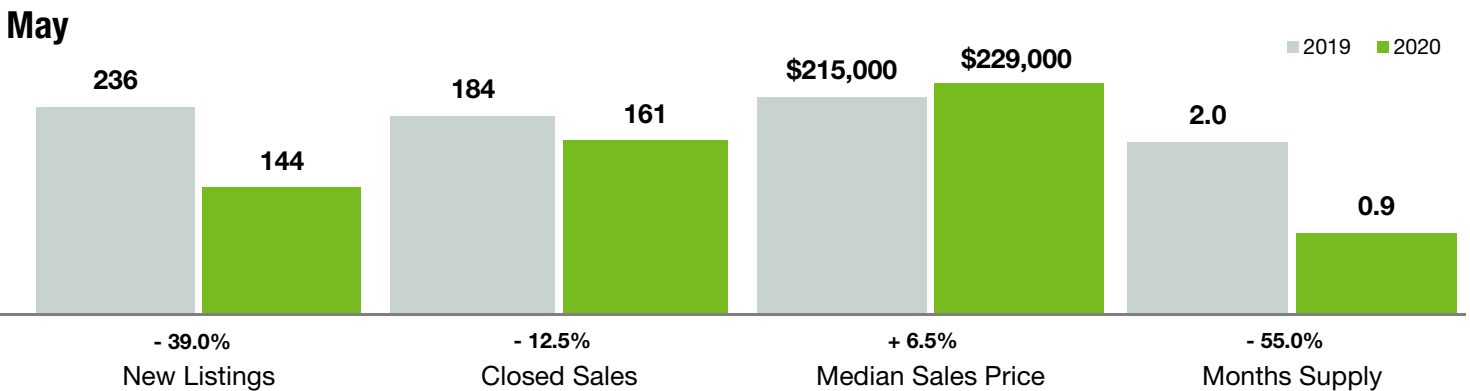


## Rock Hill

South Carolina

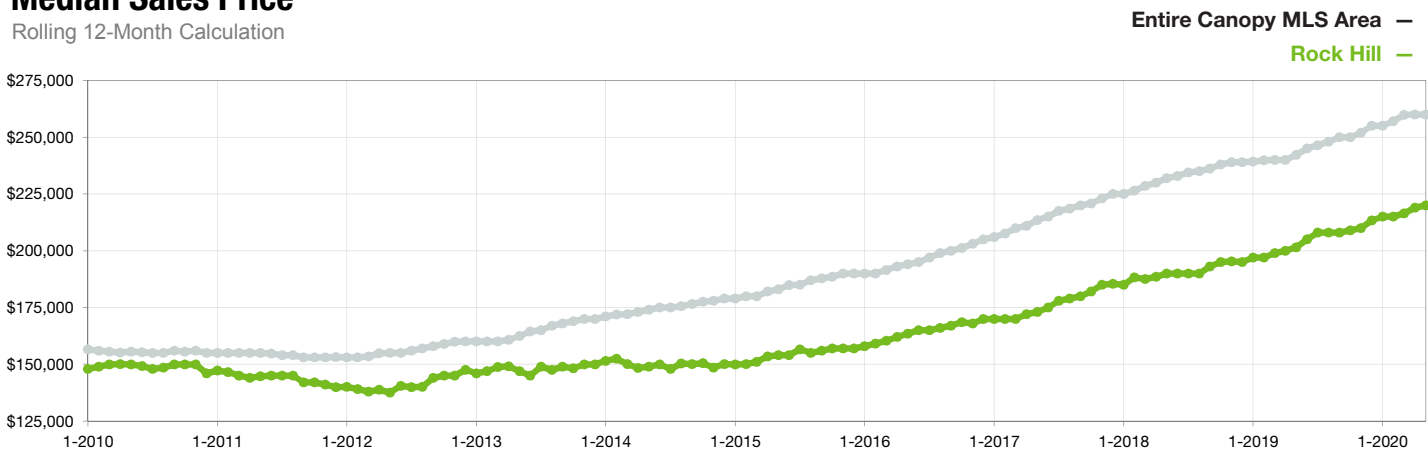
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	236	144	- 39.0%	943	820	- 13.0%
Pending Sales	202	199	- 1.5%	815	832	+ 2.1%
Closed Sales	184	161	- 12.5%	714	699	- 2.1%
Median Sales Price*	\$215,000	\$229,000	+ 6.5%	\$206,000	\$222,000	+ 7.8%
Average Sales Price*	\$224,457	\$237,634	+ 5.9%	\$214,600	\$235,050	+ 9.5%
Percent of Original List Price Received*	97.5%	98.5%	+ 1.0%	97.3%	97.4%	+ 0.1%
List to Close	74	69	- 6.8%	80	80	0.0%
Days on Market Until Sale	32	20	- 37.5%	34	33	- 2.9%
Cumulative Days on Market Until Sale	35	26	- 25.7%	40	40	0.0%
Average List Price	\$246,264	\$254,526	+ 3.4%	\$237,400	\$245,963	+ 3.6%
Inventory of Homes for Sale	293	148	- 49.5%	--	--	--
Months Supply of Inventory	2.0	0.9	- 55.0%	--	--	--

\* 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.



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2020

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION  
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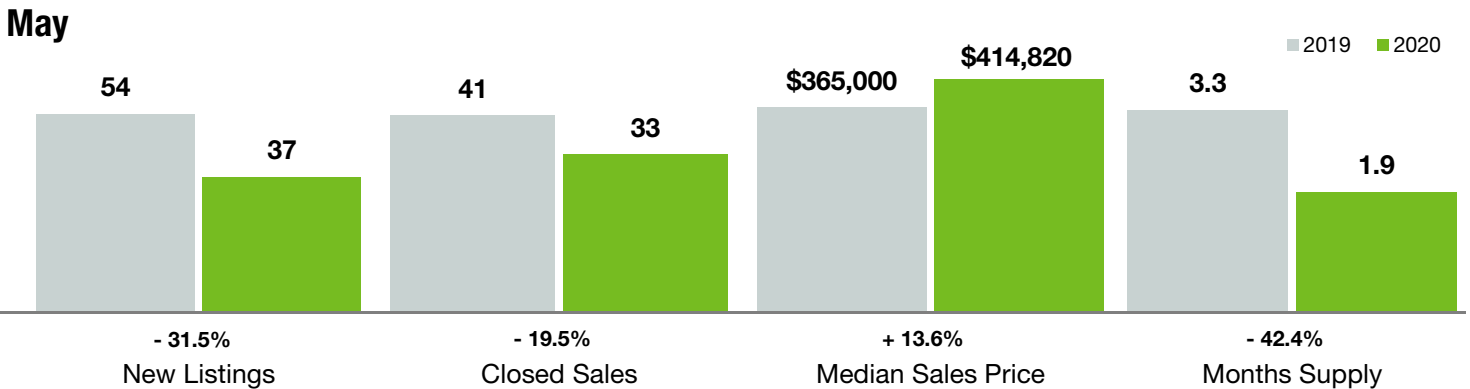


## Tega Cay

South Carolina

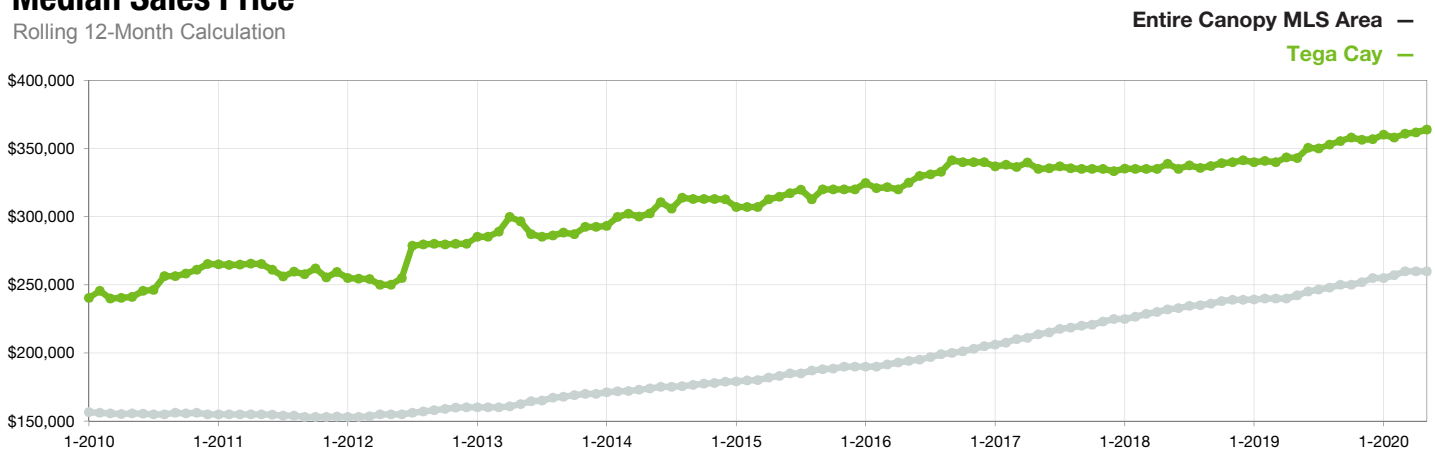
Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	54	37	- 31.5%	218	192	- 11.9%
Pending Sales	48	47	- 2.1%	159	158	- 0.6%
Closed Sales	41	33	- 19.5%	120	110	- 8.3%
Median Sales Price*	\$365,000	\$414,820	+ 13.6%	\$350,500	\$375,250	+ 7.1%
Average Sales Price*	\$364,196	\$413,692	+ 13.6%	\$370,246	\$385,379	+ 4.1%
Percent of Original List Price Received*	97.1%	97.9%	+ 0.8%	96.2%	97.5%	+ 1.4%
List to Close	97	69	- 28.9%	117	83	- 29.1%
Days on Market Until Sale	52	27	- 48.1%	71	40	- 43.7%
Cumulative Days on Market Until Sale	75	39	- 48.0%	94	49	- 47.9%
Average List Price	\$400,722	\$376,198	- 6.1%	\$391,641	\$405,001	+ 3.4%
Inventory of Homes for Sale	92	61	- 33.7%	--	--	--
Months Supply of Inventory	3.3	1.9	- 42.4%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2020

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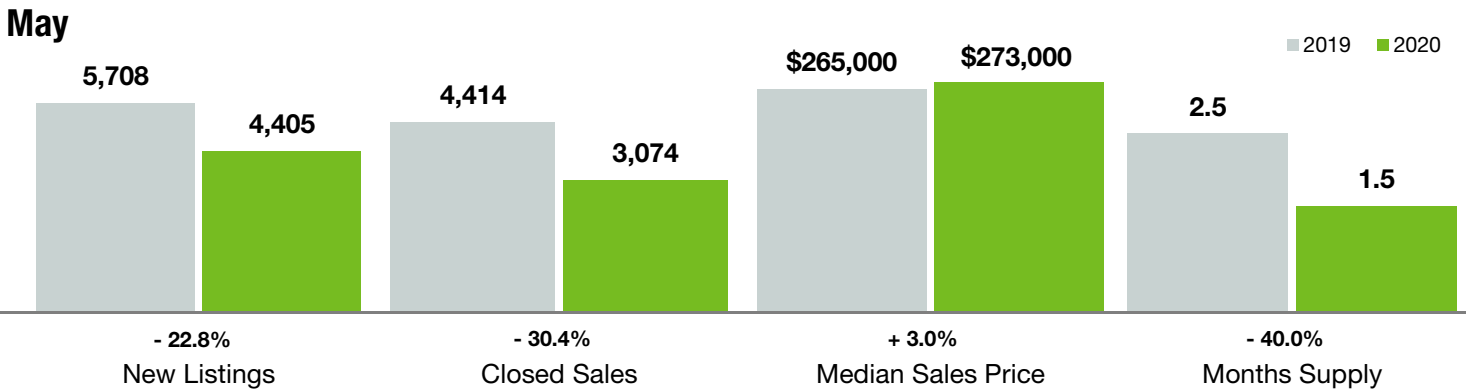


## Charlotte MSA

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

Key Metrics	May			Year to Date		
	2019	2020	Percent Change	Thru 5-2019	Thru 5-2020	Percent Change
New Listings	5,708	4,405	- 22.8%	23,478	20,879	- 11.1%
Pending Sales	4,463	5,033	+ 12.8%	19,291	19,063	- 1.2%
Closed Sales	4,414	3,074	- 30.4%	16,506	15,402	- 6.7%
Median Sales Price*	\$265,000	\$273,000	+ 3.0%	\$252,058	\$273,000	+ 8.3%
Average Sales Price*	\$314,496	\$316,021	+ 0.5%	\$299,874	\$319,134	+ 6.4%
Percent of Original List Price Received*	97.5%	97.9%	+ 0.4%	96.9%	97.4%	+ 0.5%
List to Close	86	89	+ 3.5%	96	93	- 3.1%
Days on Market Until Sale	39	34	- 12.8%	46	41	- 10.9%
Cumulative Days on Market Until Sale	47	38	- 19.1%	55	49	- 10.9%
Average List Price	\$342,502	\$383,527	+ 12.0%	\$347,942	\$357,597	+ 2.8%
Inventory of Homes for Sale	8,552	5,368	- 37.2%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--

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## Median Sales Price

Rolling 12-Month Calculation

