

Local Market Update for August 2020

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



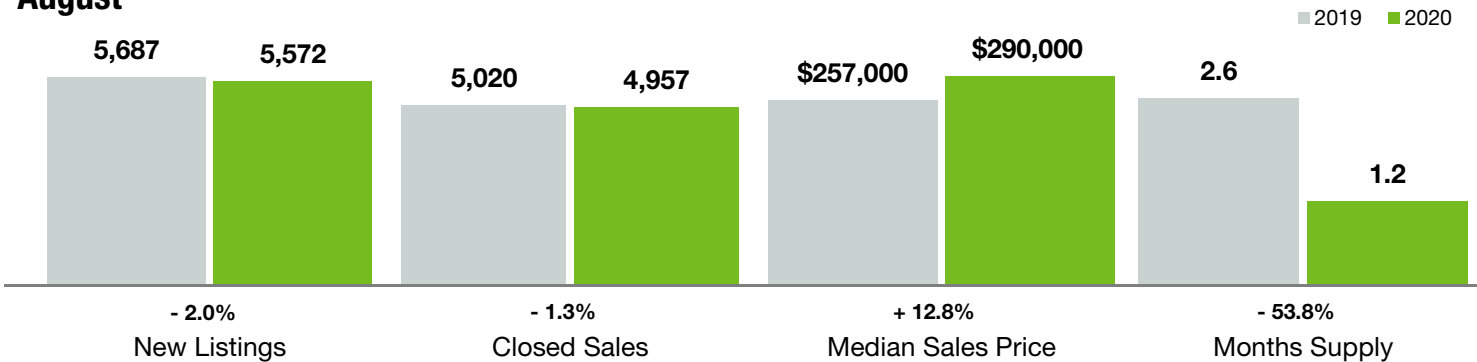
Charlotte Region

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	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	5,687	5,572	- 2.0%	44,628	41,592	- 6.8%
Pending Sales	4,677	5,915	+ 26.5%	36,841	39,063	+ 6.0%
Closed Sales	5,020	4,957	- 1.3%	34,316	34,253	- 0.2%
Median Sales Price*	\$257,000	\$290,000	+ 12.8%	\$254,000	\$275,000	+ 8.3%
Average Sales Price*	\$309,448	\$350,986	+ 13.4%	\$303,022	\$325,914	+ 7.6%
Percent of Original List Price Received*	96.9%	98.5%	+ 1.7%	96.8%	97.6%	+ 0.8%
List to Close	88	86	- 2.3%	94	92	- 2.1%
Days on Market Until Sale	38	34	- 10.5%	44	40	- 9.1%
Cumulative Days on Market Until Sale	44	39	- 11.4%	53	46	- 13.2%
Average List Price	\$324,194	\$360,286	+ 11.1%	\$335,976	\$355,124	+ 5.7%
Inventory of Homes for Sale	10,679	5,203	- 51.3%	--	--	--
Months Supply of Inventory	2.6	1.2	- 53.8%	--	--	--

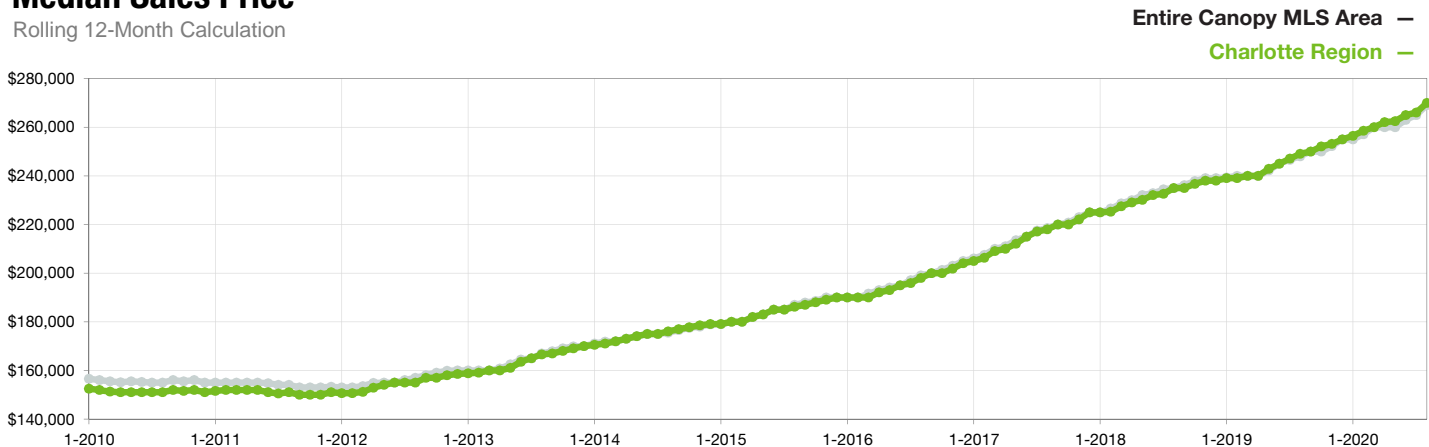
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



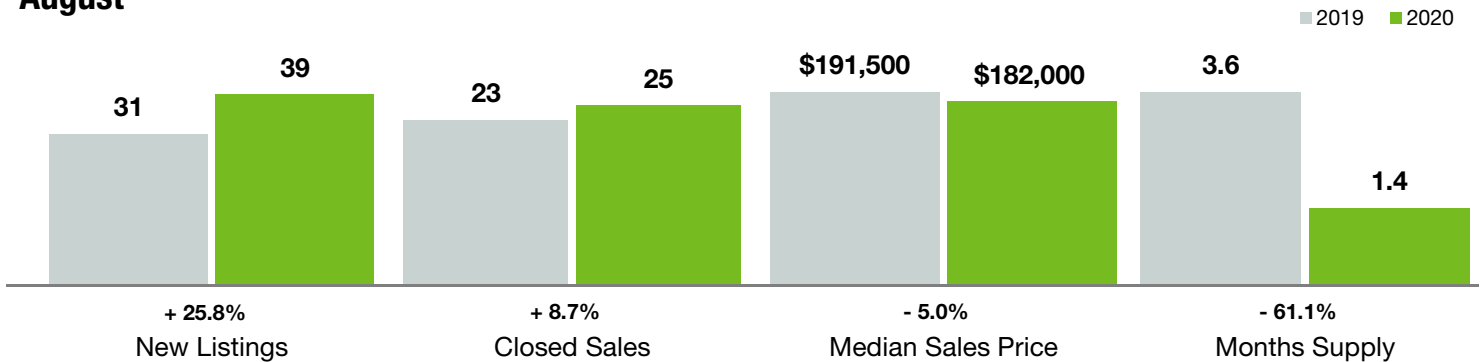
Alexander County

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	31	39	+ 25.8%	231	244	+ 5.6%
Pending Sales	25	43	+ 72.0%	204	234	+ 14.7%
Closed Sales	23	25	+ 8.7%	192	198	+ 3.1%
Median Sales Price*	\$191,500	\$182,000	- 5.0%	\$158,120	\$173,000	+ 9.4%
Average Sales Price*	\$226,156	\$279,796	+ 23.7%	\$192,063	\$228,802	+ 19.1%
Percent of Original List Price Received*	95.9%	96.4%	+ 0.5%	94.8%	95.8%	+ 1.1%
List to Close	96	129	+ 34.4%	117	110	- 6.0%
Days on Market Until Sale	53	76	+ 43.4%	65	60	- 7.7%
Cumulative Days on Market Until Sale	53	93	+ 75.5%	75	73	- 2.7%
Average List Price	\$231,145	\$266,841	+ 15.4%	\$237,037	\$253,192	+ 6.8%
Inventory of Homes for Sale	87	38	- 56.3%	--	--	--
Months Supply of Inventory	3.6	1.4	- 61.1%	--	--	--

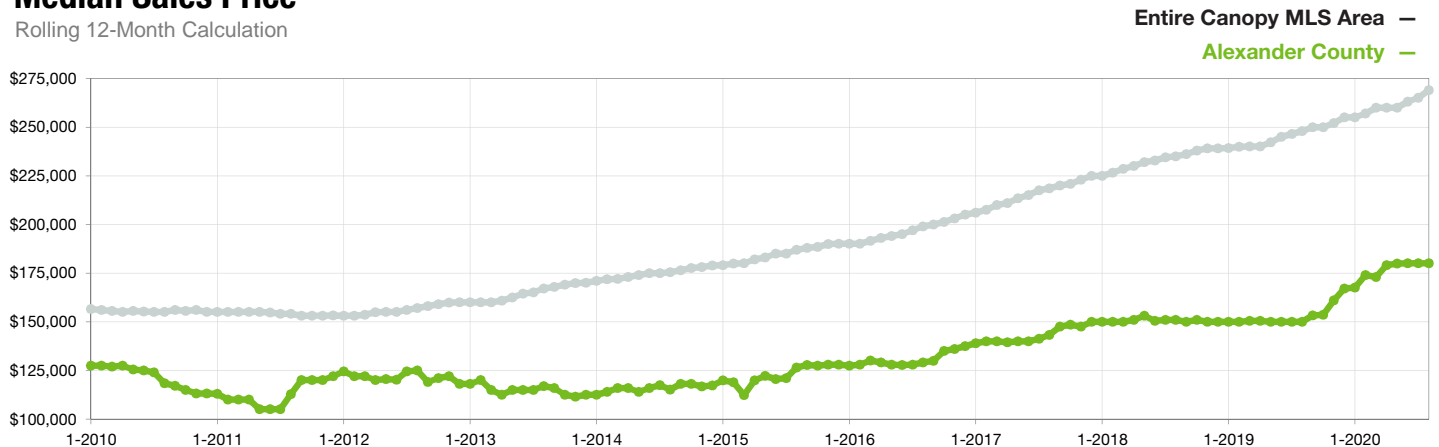
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



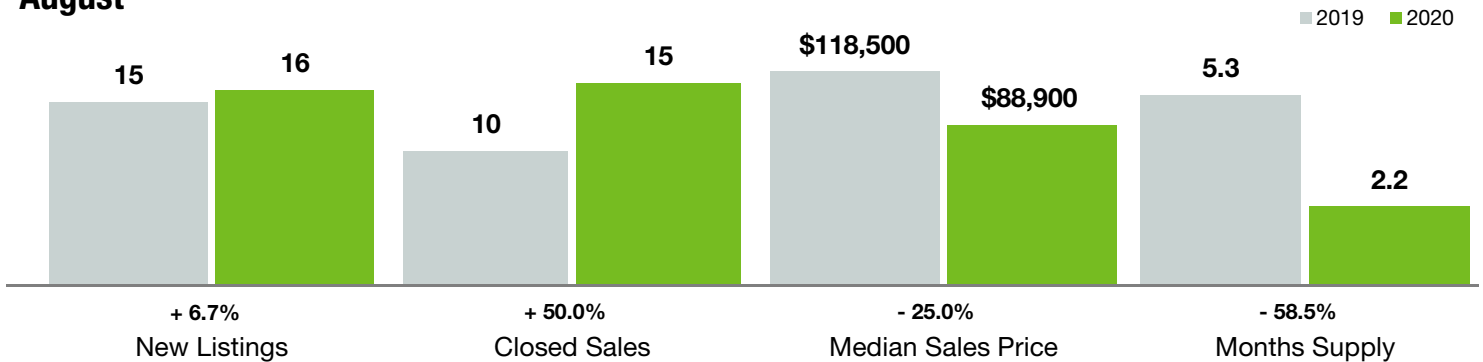
Anson County

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	15	16	+ 6.7%	124	89	- 28.2%
Pending Sales	13	16	+ 23.1%	105	98	- 6.7%
Closed Sales	10	15	+ 50.0%	94	86	- 8.5%
Median Sales Price*	\$118,500	\$88,900	- 25.0%	\$117,750	\$119,450	+ 1.4%
Average Sales Price*	\$118,880	\$97,013	- 18.4%	\$126,005	\$120,600	- 4.3%
Percent of Original List Price Received*	94.7%	90.1%	- 4.9%	92.1%	90.7%	- 1.5%
List to Close	116	148	+ 27.6%	144	161	+ 11.8%
Days on Market Until Sale	63	91	+ 44.4%	96	104	+ 8.3%
Cumulative Days on Market Until Sale	99	127	+ 28.3%	111	116	+ 4.5%
Average List Price	\$158,157	\$154,531	- 2.3%	\$140,266	\$160,297	+ 14.3%
Inventory of Homes for Sale	60	25	- 58.3%	--	--	--
Months Supply of Inventory	5.3	2.2	- 58.5%	--	--	--

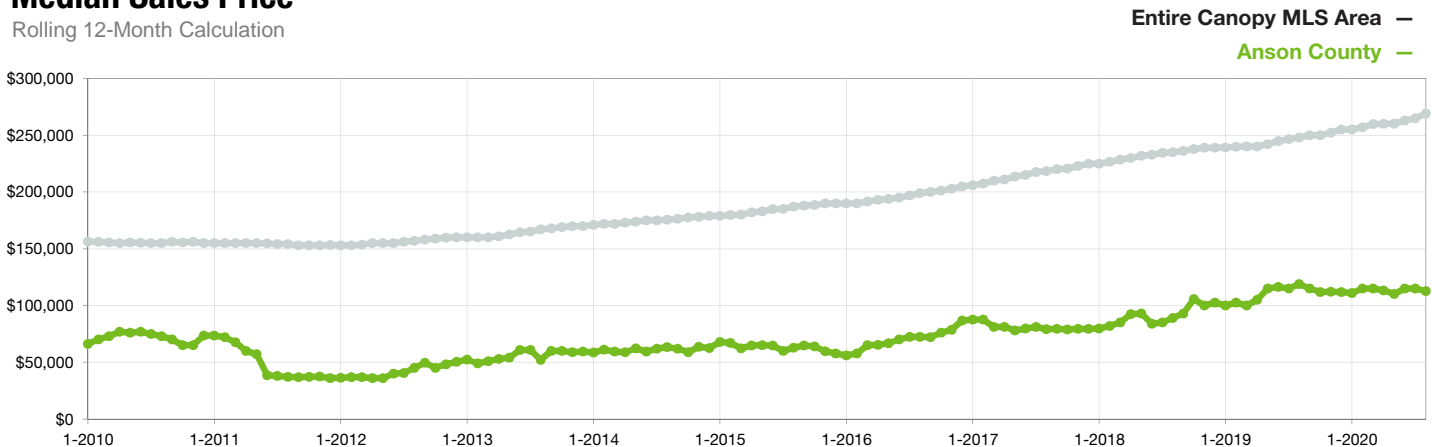
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



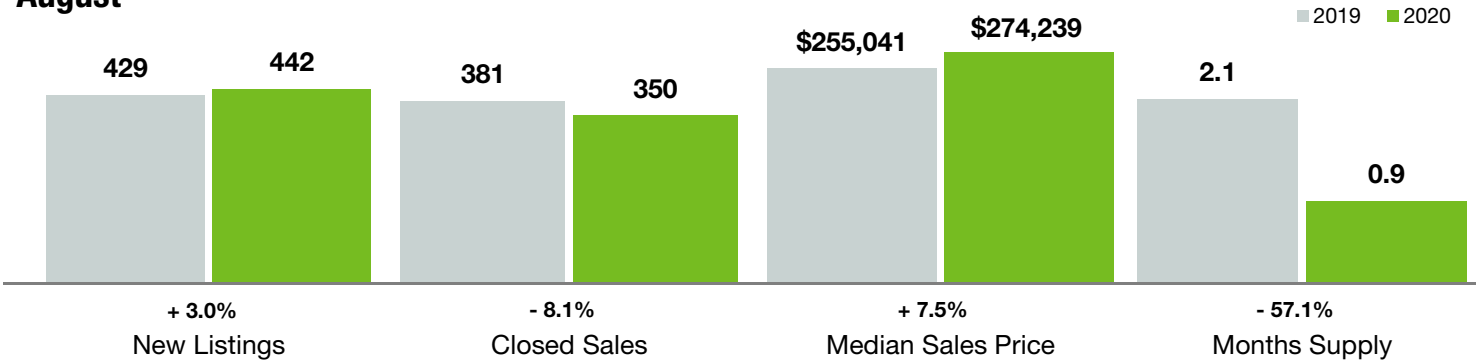
Cabarrus County

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	429	442	+ 3.0%	3,487	3,131	- 10.2%
Pending Sales	356	408	+ 14.6%	2,915	2,873	- 1.4%
Closed Sales	381	350	- 8.1%	2,732	2,628	- 3.8%
Median Sales Price*	\$255,041	\$274,239	+ 7.5%	\$244,000	\$265,000	+ 8.6%
Average Sales Price*	\$261,945	\$294,236	+ 12.3%	\$261,996	\$282,073	+ 7.7%
Percent of Original List Price Received*	97.3%	98.6%	+ 1.3%	97.1%	97.7%	+ 0.6%
List to Close	80	79	- 1.3%	92	86	- 6.5%
Days on Market Until Sale	28	29	+ 3.6%	40	37	- 7.5%
Cumulative Days on Market Until Sale	33	35	+ 6.1%	49	44	- 10.2%
Average List Price	\$279,988	\$308,150	+ 10.1%	\$278,772	\$298,596	+ 7.1%
Inventory of Homes for Sale	702	319	- 54.6%	--	--	--
Months Supply of Inventory	2.1	0.9	- 57.1%	--	--	--

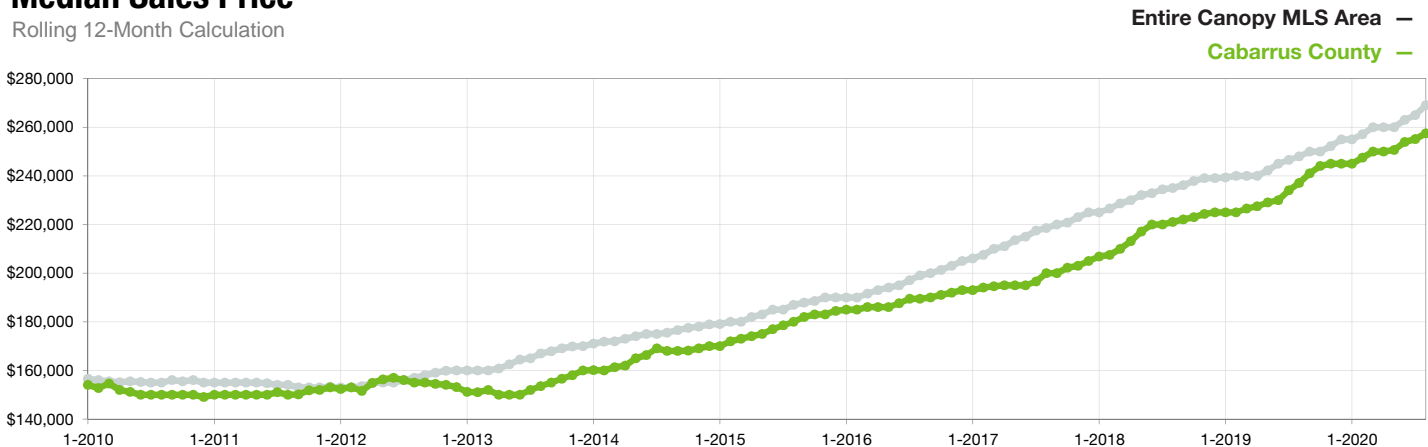
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



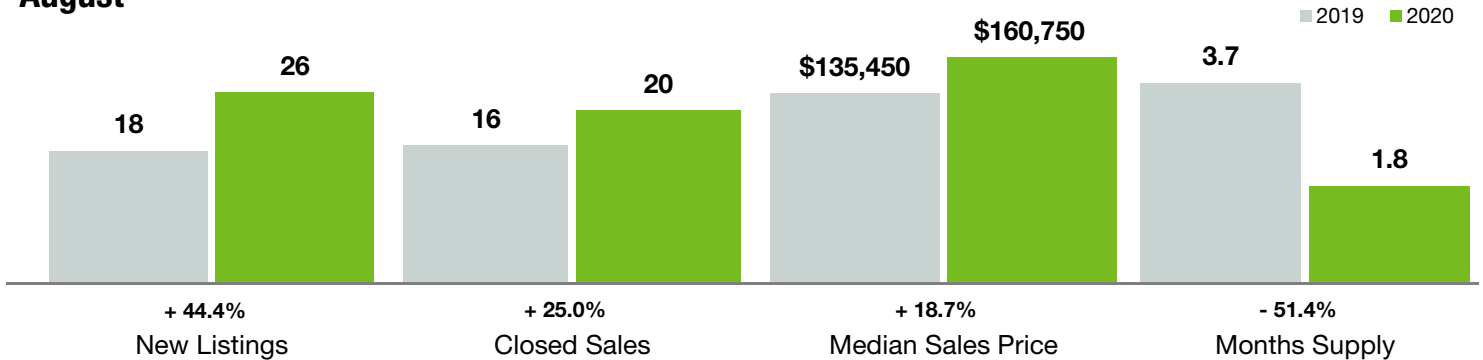
Chester County

South Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	18	26	+ 44.4%	179	169	- 5.6%
Pending Sales	14	23	+ 64.3%	139	166	+ 19.4%
Closed Sales	16	20	+ 25.0%	125	146	+ 16.8%
Median Sales Price*	\$135,450	\$160,750	+ 18.7%	\$125,000	\$163,250	+ 30.6%
Average Sales Price*	\$146,797	\$228,980	+ 56.0%	\$143,455	\$185,439	+ 29.3%
Percent of Original List Price Received*	92.7%	95.9%	+ 3.5%	91.2%	95.1%	+ 4.3%
List to Close	87	117	+ 34.5%	104	114	+ 9.6%
Days on Market Until Sale	44	57	+ 29.5%	58	57	- 1.7%
Cumulative Days on Market Until Sale	79	57	- 27.8%	76	65	- 14.5%
Average List Price	\$161,078	\$210,300	+ 30.6%	\$168,266	\$206,411	+ 22.7%
Inventory of Homes for Sale	58	33	- 43.1%	--	--	--
Months Supply of Inventory	3.7	1.8	- 51.4%	--	--	--

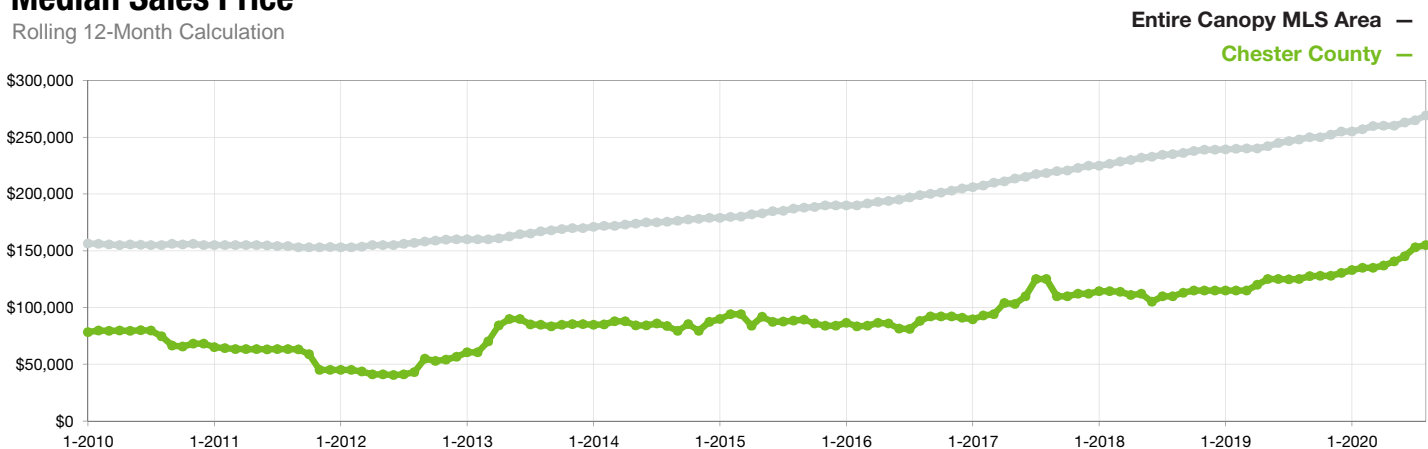
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



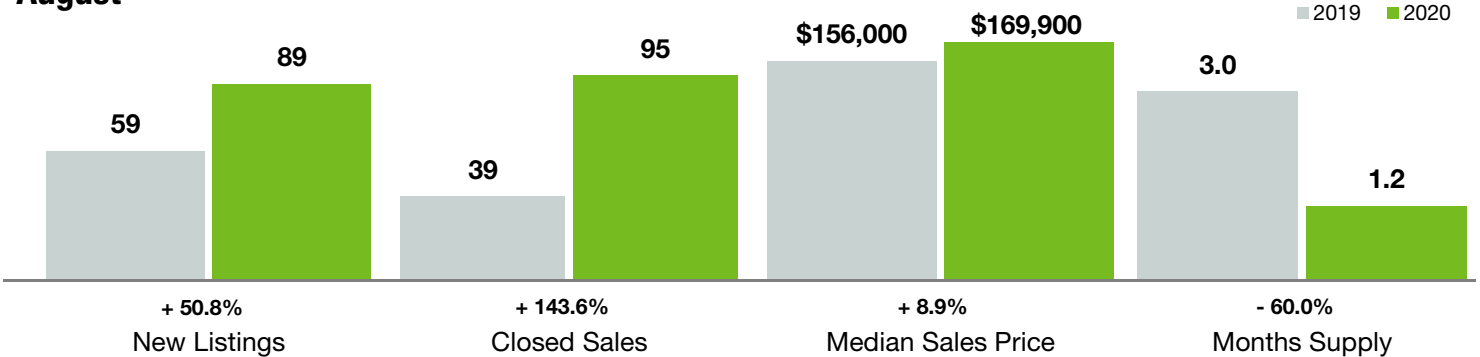
Cleveland County

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	59	89	+ 50.8%	475	665	+ 40.0%
Pending Sales	44	94	+ 113.6%	407	622	+ 52.8%
Closed Sales	39	95	+ 143.6%	402	516	+ 28.4%
Median Sales Price*	\$156,000	\$169,900	+ 8.9%	\$145,000	\$158,450	+ 9.3%
Average Sales Price*	\$170,562	\$209,243	+ 22.7%	\$170,710	\$188,733	+ 10.6%
Percent of Original List Price Received*	93.3%	97.0%	+ 4.0%	94.7%	95.3%	+ 0.6%
List to Close	100	91	- 9.0%	120	94	- 21.7%
Days on Market Until Sale	49	41	- 16.3%	63	46	- 27.0%
Cumulative Days on Market Until Sale	59	52	- 11.9%	70	51	- 27.1%
Average List Price	\$196,346	\$189,031	- 3.7%	\$189,357	\$193,547	+ 2.2%
Inventory of Homes for Sale	147	80	- 45.6%	--	--	--
Months Supply of Inventory	3.0	1.2	- 60.0%	--	--	--

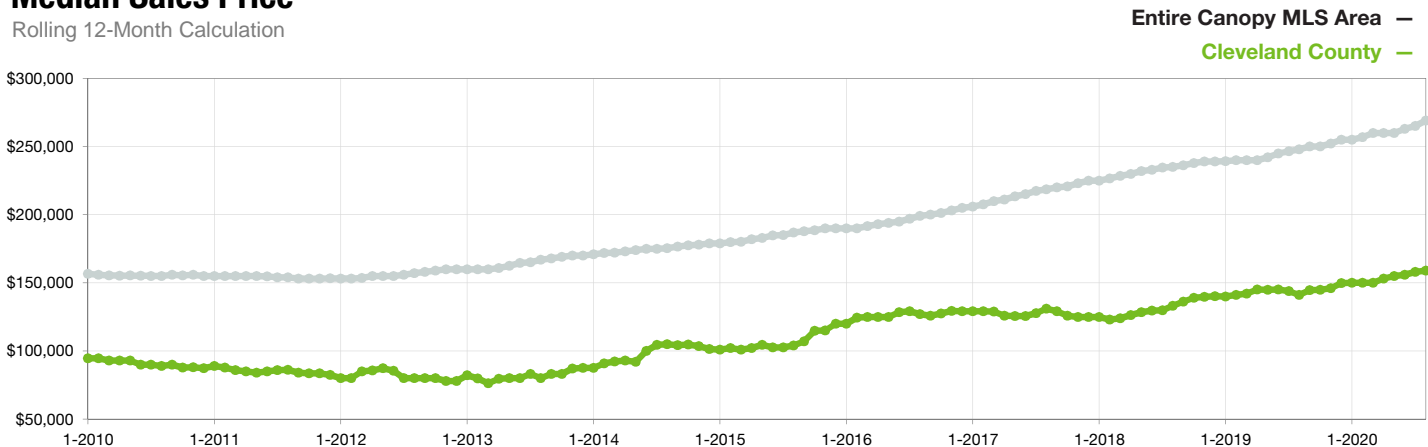
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



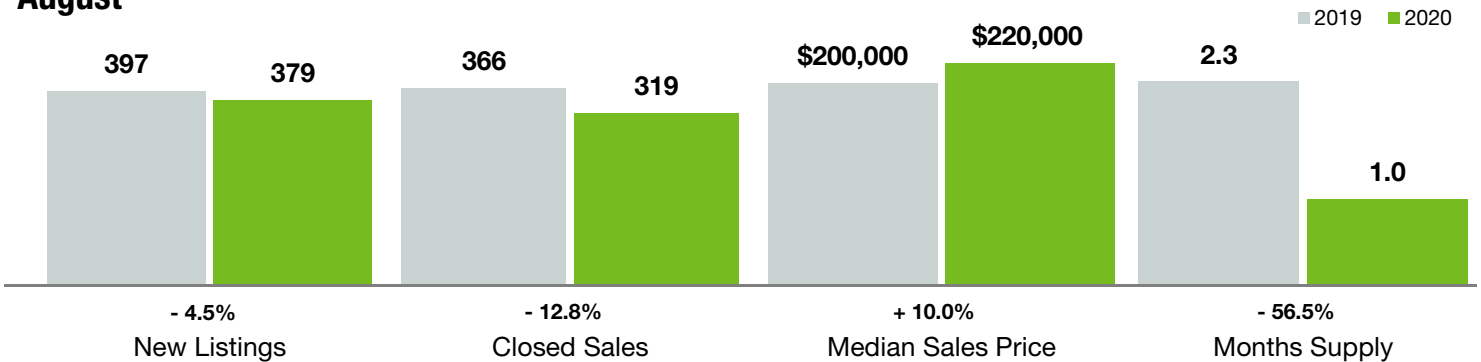
Gaston County

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	397	379	- 4.5%	2,934	2,837	- 3.3%
Pending Sales	316	399	+ 26.3%	2,517	2,745	+ 9.1%
Closed Sales	366	319	- 12.8%	2,389	2,500	+ 4.6%
Median Sales Price*	\$200,000	\$220,000	+ 10.0%	\$190,000	\$211,430	+ 11.3%
Average Sales Price*	\$225,512	\$243,637	+ 8.0%	\$212,830	\$237,967	+ 11.8%
Percent of Original List Price Received*	97.6%	98.4%	+ 0.8%	97.0%	97.1%	+ 0.1%
List to Close	84	86	+ 2.4%	91	94	+ 3.3%
Days on Market Until Sale	34	30	- 11.8%	39	39	0.0%
Cumulative Days on Market Until Sale	39	32	- 17.9%	45	43	- 4.4%
Average List Price	\$239,431	\$249,266	+ 4.1%	\$226,418	\$240,482	+ 6.2%
Inventory of Homes for Sale	677	323	- 52.3%	--	--	--
Months Supply of Inventory	2.3	1.0	- 56.5%	--	--	--

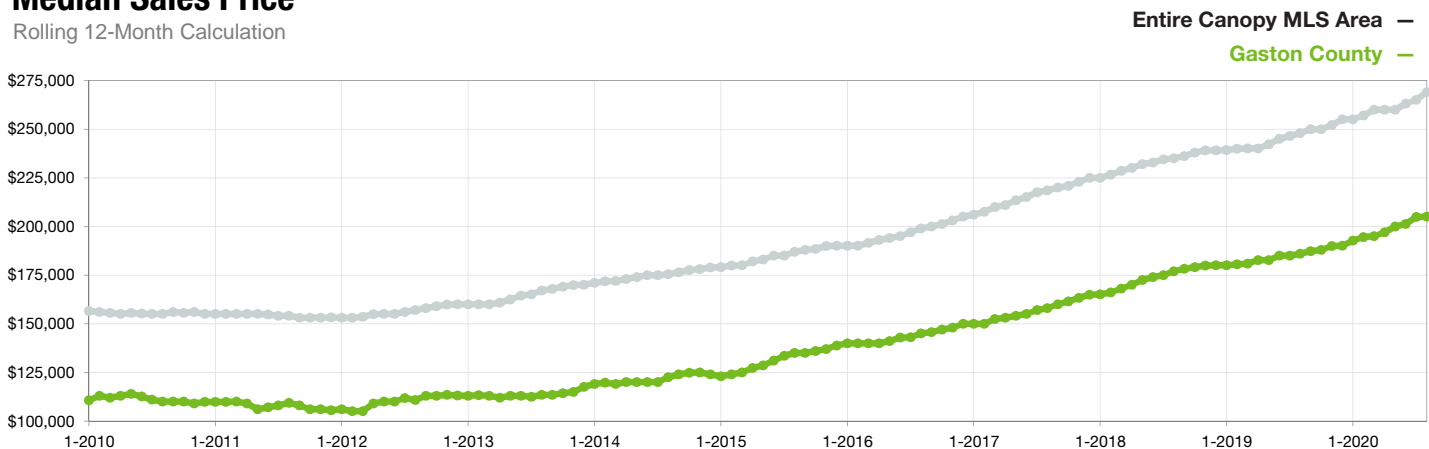
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



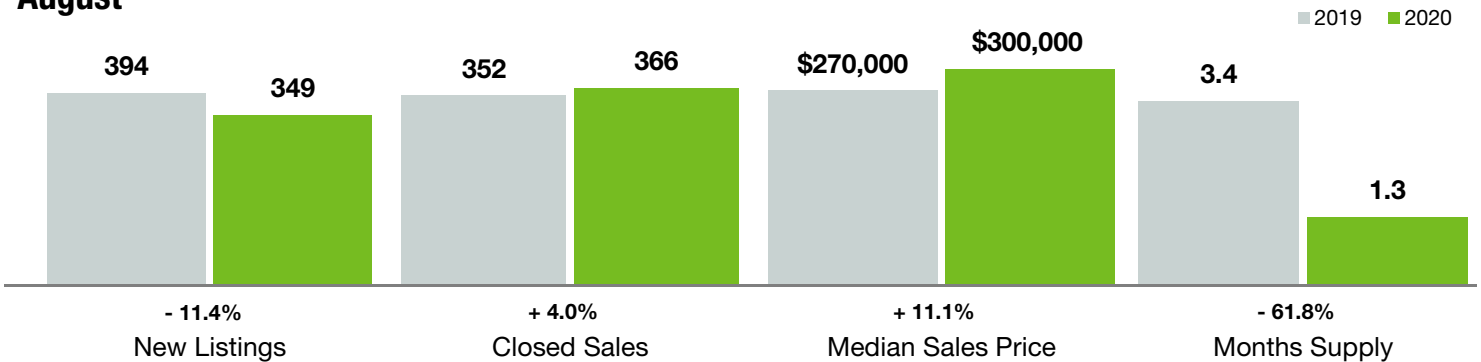
Iredell County

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	394	349	- 11.4%	3,151	2,872	- 8.9%
Pending Sales	339	427	+ 26.0%	2,569	2,771	+ 7.9%
Closed Sales	352	366	+ 4.0%	2,380	2,411	+ 1.3%
Median Sales Price*	\$270,000	\$300,000	+ 11.1%	\$262,818	\$288,995	+ 10.0%
Average Sales Price*	\$340,753	\$406,687	+ 19.3%	\$323,595	\$358,495	+ 10.8%
Percent of Original List Price Received*	95.4%	98.3%	+ 3.0%	95.6%	97.2%	+ 1.7%
List to Close	105	99	- 5.7%	112	101	- 9.8%
Days on Market Until Sale	54	46	- 14.8%	61	50	- 18.0%
Cumulative Days on Market Until Sale	67	50	- 25.4%	76	57	- 25.0%
Average List Price	\$351,755	\$395,843	+ 12.5%	\$374,707	\$397,829	+ 6.2%
Inventory of Homes for Sale	976	402	- 58.8%	--	--	--
Months Supply of Inventory	3.4	1.3	- 61.8%	--	--	--

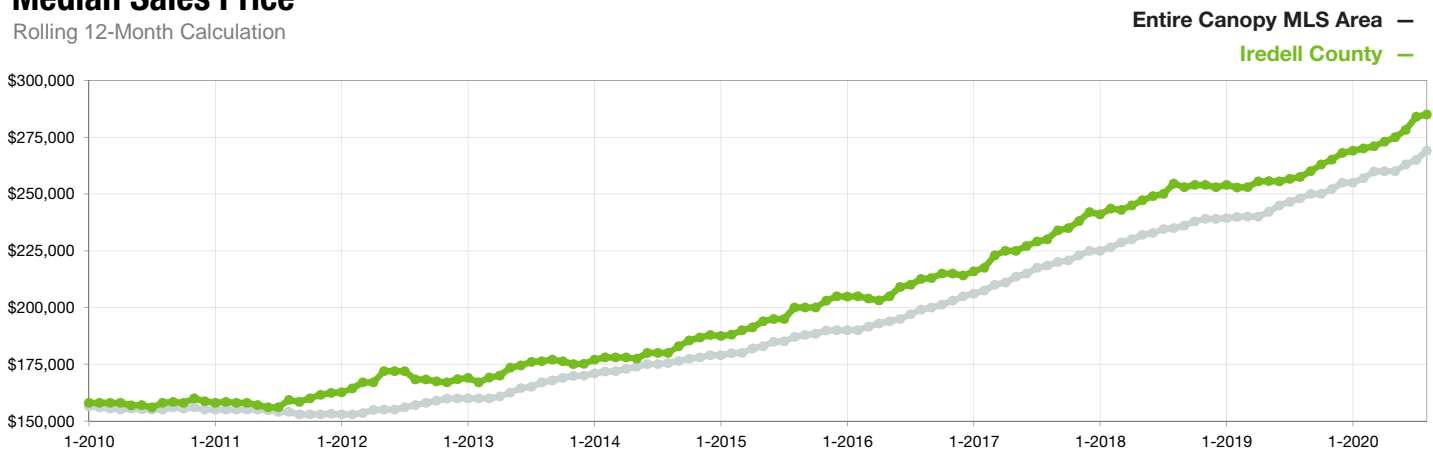
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



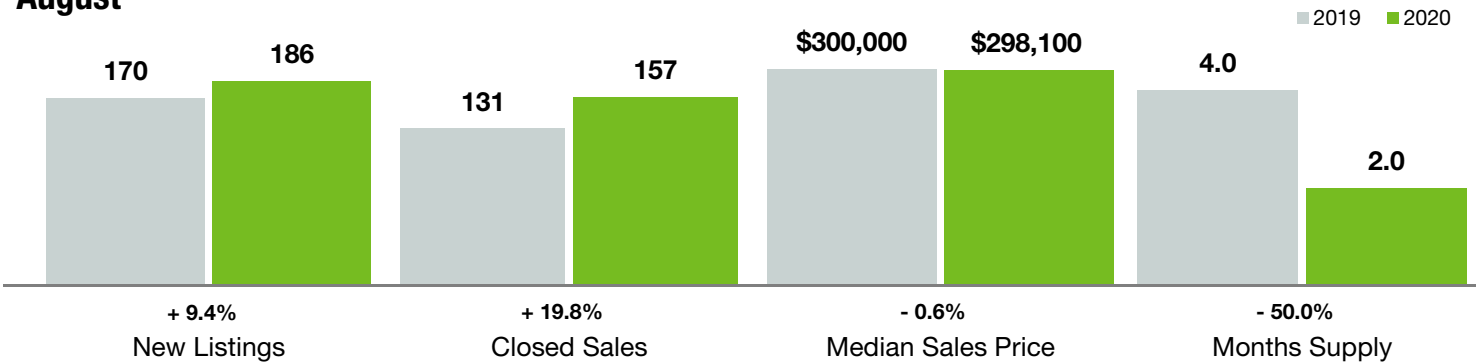
Lincoln County

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	170	186	+ 9.4%	1,249	1,280	+ 2.5%
Pending Sales	122	178	+ 45.9%	928	1,144	+ 23.3%
Closed Sales	131	157	+ 19.8%	893	968	+ 8.4%
Median Sales Price*	\$300,000	\$298,100	- 0.6%	\$279,960	\$298,050	+ 6.5%
Average Sales Price*	\$323,897	\$335,847	+ 3.7%	\$312,970	\$333,744	+ 6.6%
Percent of Original List Price Received*	96.1%	97.2%	+ 1.1%	96.1%	96.7%	+ 0.6%
List to Close	104	107	+ 2.9%	110	110	0.0%
Days on Market Until Sale	49	57	+ 16.3%	58	60	+ 3.4%
Cumulative Days on Market Until Sale	59	63	+ 6.8%	73	70	- 4.1%
Average List Price	\$332,765	\$378,189	+ 13.7%	\$348,173	\$356,572	+ 2.4%
Inventory of Homes for Sale	437	261	- 40.3%	--	--	--
Months Supply of Inventory	4.0	2.0	- 50.0%	--	--	--

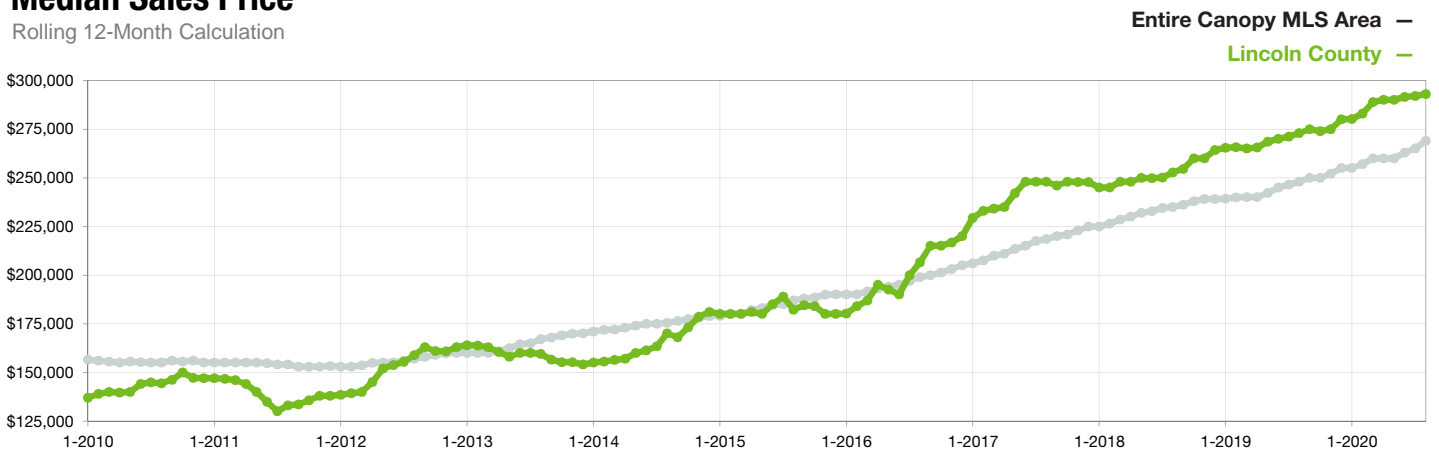
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



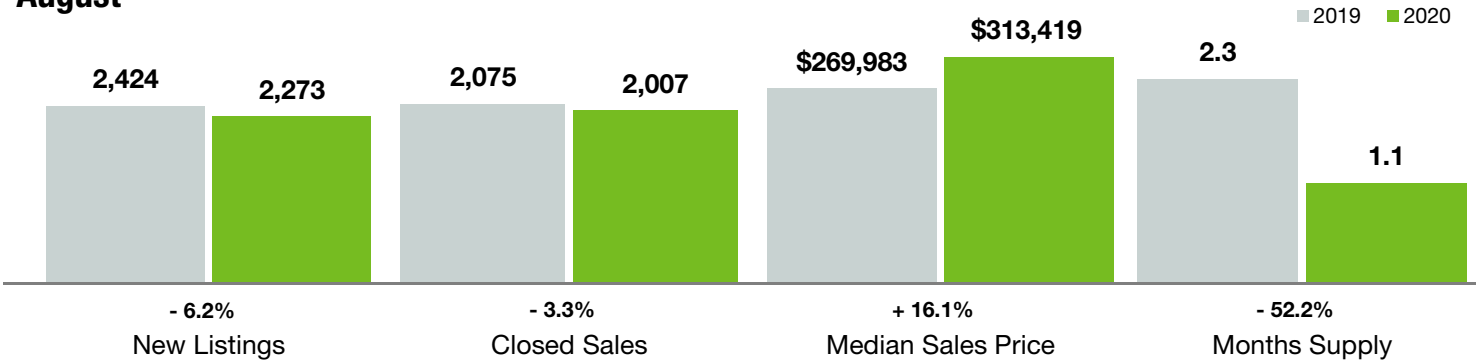
Mecklenburg County

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	2,424	2,273	- 6.2%	18,489	16,990	- 8.1%
Pending Sales	1,974	2,389	+ 21.0%	15,148	15,687	+ 3.6%
Closed Sales	2,075	2,007	- 3.3%	14,006	13,795	- 1.5%
Median Sales Price*	\$269,983	\$313,419	+ 16.1%	\$270,000	\$295,000	+ 9.3%
Average Sales Price*	\$339,511	\$392,814	+ 15.7%	\$341,868	\$366,424	+ 7.2%
Percent of Original List Price Received*	97.2%	99.1%	+ 2.0%	97.2%	98.1%	+ 0.9%
List to Close	84	80	- 4.8%	86	88	+ 2.3%
Days on Market Until Sale	34	27	- 20.6%	37	34	- 8.1%
Cumulative Days on Market Until Sale	39	30	- 23.1%	45	40	- 11.1%
Average List Price	\$358,365	\$409,021	+ 14.1%	\$379,602	\$406,258	+ 7.0%
Inventory of Homes for Sale	3,963	2,095	- 47.1%	--	--	--
Months Supply of Inventory	2.3	1.1	- 52.2%	--	--	--

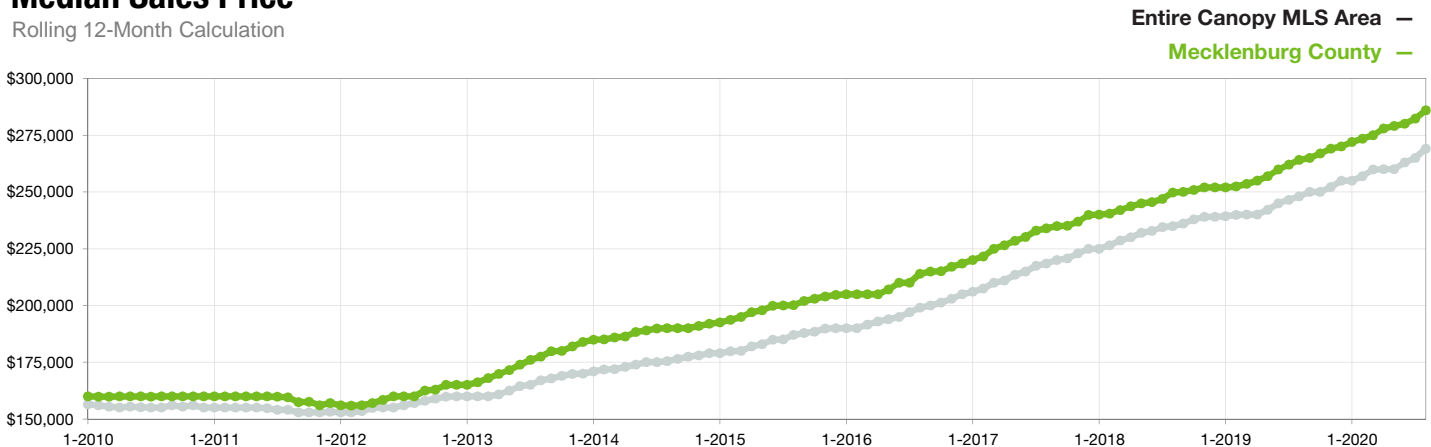
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



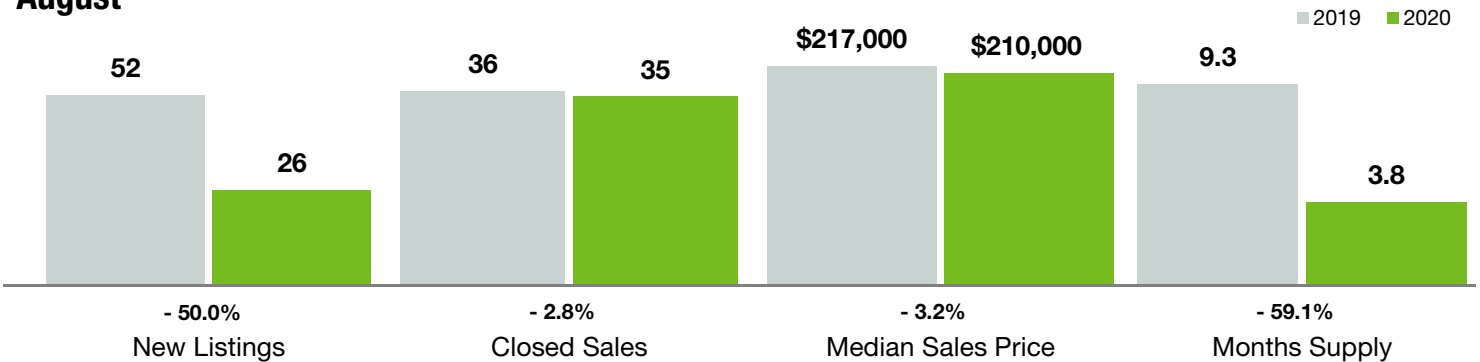
Montgomery County

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	52	26	- 50.0%	347	261	- 24.8%
Pending Sales	30	29	- 3.3%	213	244	+ 14.6%
Closed Sales	36	35	- 2.8%	193	219	+ 13.5%
Median Sales Price*	\$217,000	\$210,000	- 3.2%	\$126,250	\$170,000	+ 34.7%
Average Sales Price*	\$321,660	\$295,249	- 8.2%	\$237,124	\$252,149	+ 6.3%
Percent of Original List Price Received*	91.7%	92.2%	+ 0.5%	90.0%	90.4%	+ 0.4%
List to Close	112	148	+ 32.1%	135	155	+ 14.8%
Days on Market Until Sale	78	111	+ 42.3%	98	114	+ 16.3%
Cumulative Days on Market Until Sale	92	116	+ 26.1%	112	137	+ 22.3%
Average List Price	\$185,437	\$258,738	+ 39.5%	\$289,263	\$294,348	+ 1.8%
Inventory of Homes for Sale	207	105	- 49.3%	--	--	--
Months Supply of Inventory	9.3	3.8	- 59.1%	--	--	--

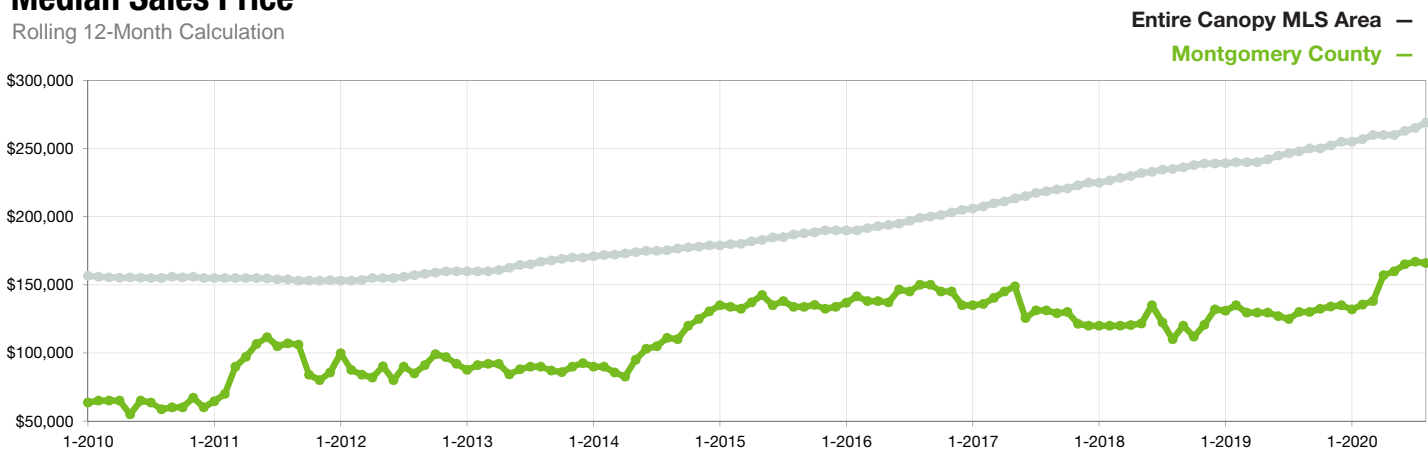
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



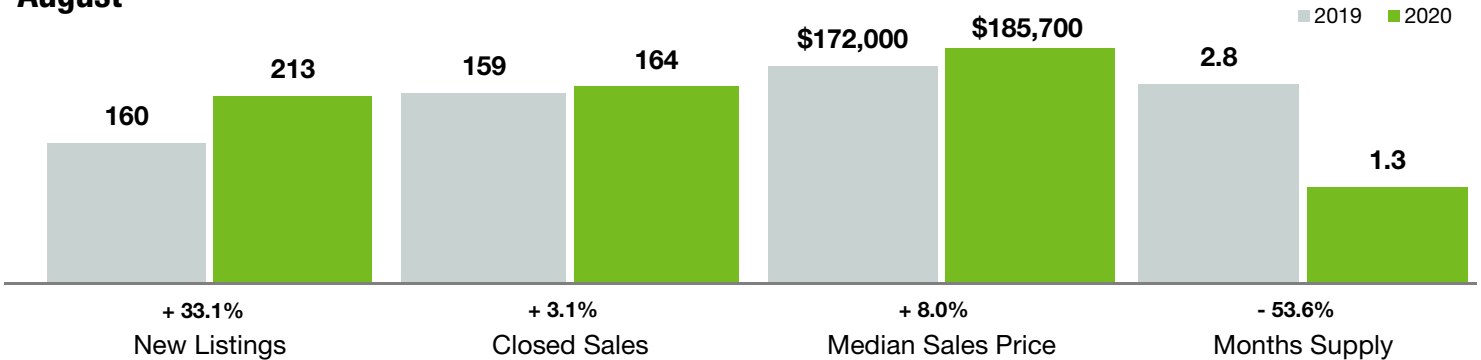
Rowan County

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	160	213	+ 33.1%	1,470	1,508	+ 2.6%
Pending Sales	152	244	+ 60.5%	1,224	1,419	+ 15.9%
Closed Sales	159	164	+ 3.1%	1,145	1,174	+ 2.5%
Median Sales Price*	\$172,000	\$185,700	+ 8.0%	\$159,450	\$184,900	+ 16.0%
Average Sales Price*	\$191,971	\$202,952	+ 5.7%	\$173,219	\$200,828	+ 15.9%
Percent of Original List Price Received*	95.4%	97.3%	+ 2.0%	95.5%	96.6%	+ 1.2%
List to Close	85	89	+ 4.7%	97	92	- 5.2%
Days on Market Until Sale	40	39	- 2.5%	49	41	- 16.3%
Cumulative Days on Market Until Sale	46	42	- 8.7%	55	47	- 14.5%
Average List Price	\$221,310	\$250,359	+ 13.1%	\$201,228	\$219,987	+ 9.3%
Inventory of Homes for Sale	387	207	- 46.5%	--	--	--
Months Supply of Inventory	2.8	1.3	- 53.6%	--	--	--

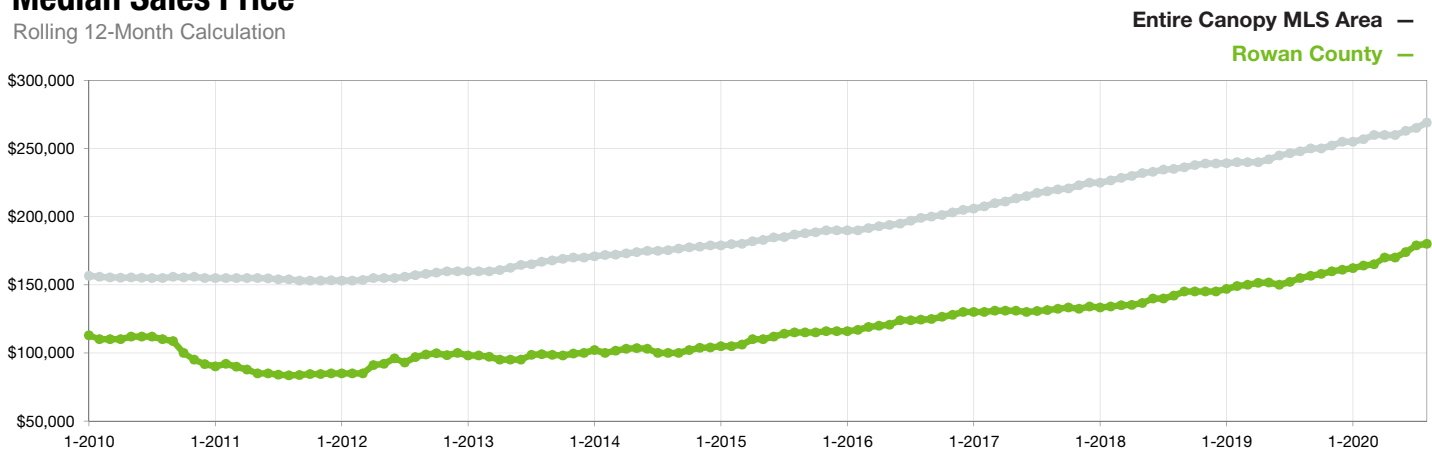
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



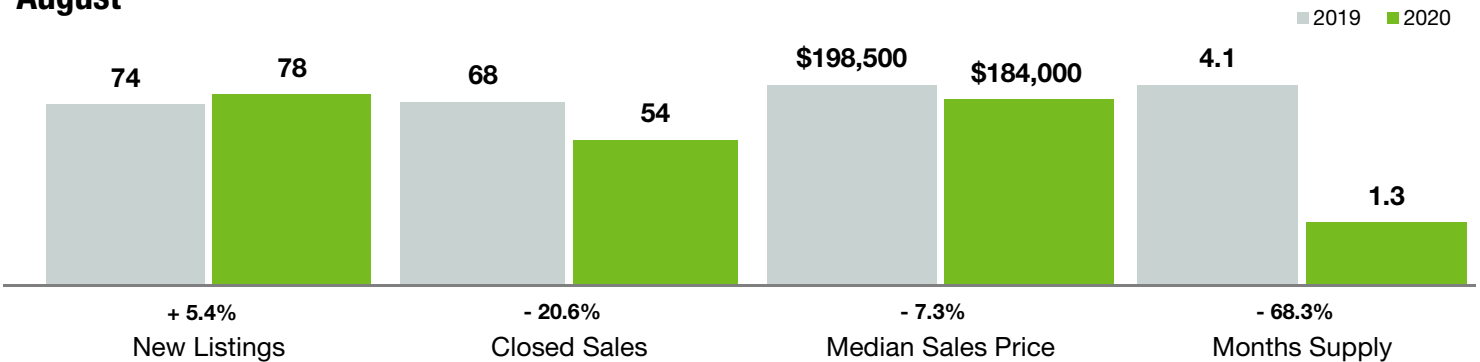
Stanly County

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	74	78	+ 5.4%	636	564	- 11.3%
Pending Sales	58	90	+ 55.2%	489	556	+ 13.7%
Closed Sales	68	54	- 20.6%	463	494	+ 6.7%
Median Sales Price*	\$198,500	\$184,000	- 7.3%	\$180,000	\$180,000	0.0%
Average Sales Price*	\$214,264	\$225,933	+ 5.4%	\$203,286	\$206,061	+ 1.4%
Percent of Original List Price Received*	95.5%	96.9%	+ 1.5%	94.7%	95.6%	+ 1.0%
List to Close	101	86	- 14.9%	114	109	- 4.4%
Days on Market Until Sale	54	32	- 40.7%	60	54	- 10.0%
Cumulative Days on Market Until Sale	60	36	- 40.0%	68	65	- 4.4%
Average List Price	\$272,136	\$251,449	- 7.6%	\$230,834	\$228,571	- 1.0%
Inventory of Homes for Sale	228	86	- 62.3%	--	--	--
Months Supply of Inventory	4.1	1.3	- 68.3%	--	--	--

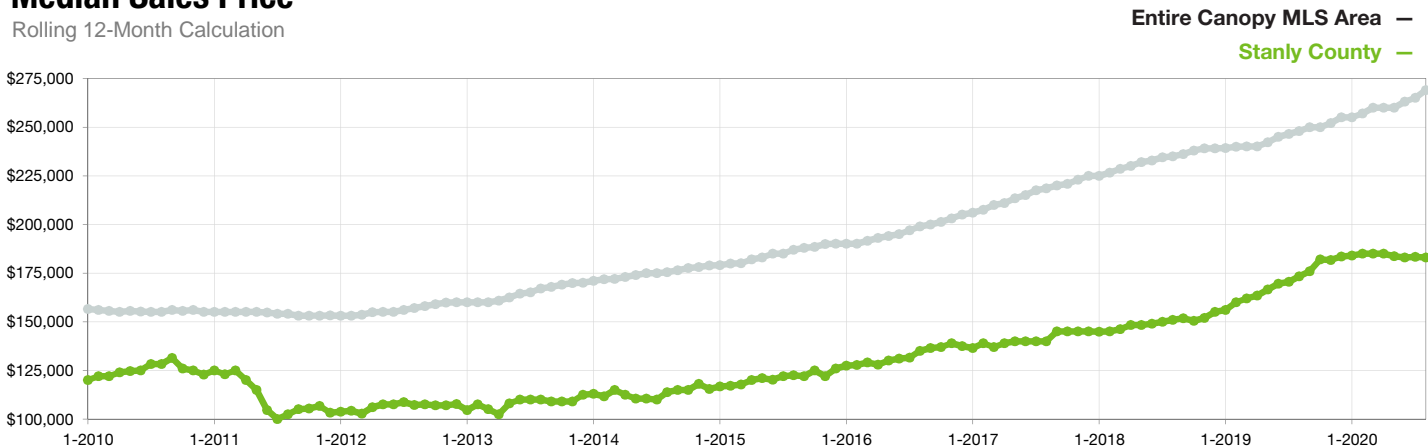
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



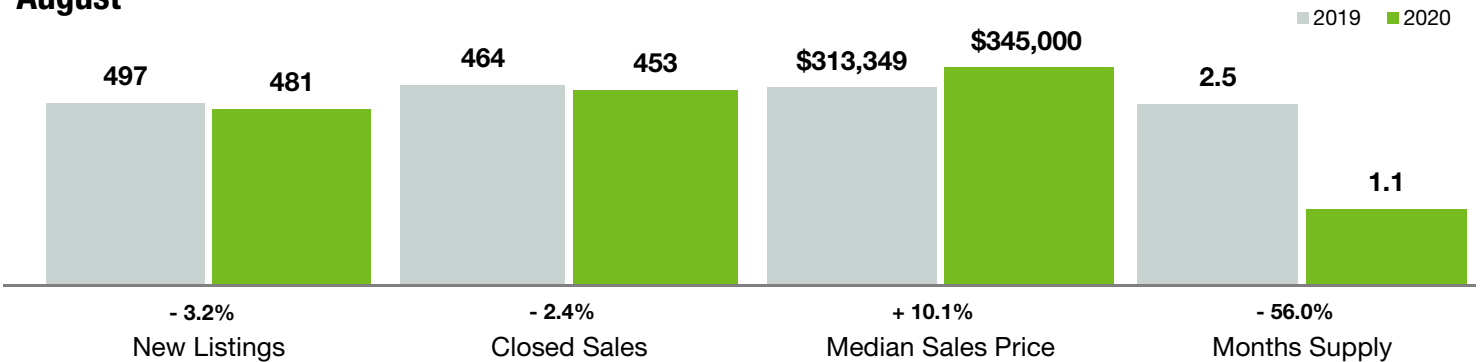
Union County

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	497	481	- 3.2%	3,984	3,643	- 8.6%
Pending Sales	390	557	+ 42.8%	3,307	3,423	+ 3.5%
Closed Sales	464	453	- 2.4%	3,064	2,989	- 2.4%
Median Sales Price*	\$313,349	\$345,000	+ 10.1%	\$305,000	\$329,900	+ 8.2%
Average Sales Price*	\$380,147	\$408,901	+ 7.6%	\$360,560	\$381,871	+ 5.9%
Percent of Original List Price Received*	97.1%	98.9%	+ 1.9%	97.2%	97.8%	+ 0.6%
List to Close	91	81	- 11.0%	96	90	- 6.3%
Days on Market Until Sale	40	32	- 20.0%	48	40	- 16.7%
Cumulative Days on Market Until Sale	44	38	- 13.6%	57	46	- 19.3%
Average List Price	\$379,374	\$400,441	+ 5.6%	\$393,363	\$414,015	+ 5.3%
Inventory of Homes for Sale	908	412	- 54.6%	--	--	--
Months Supply of Inventory	2.5	1.1	- 56.0%	--	--	--

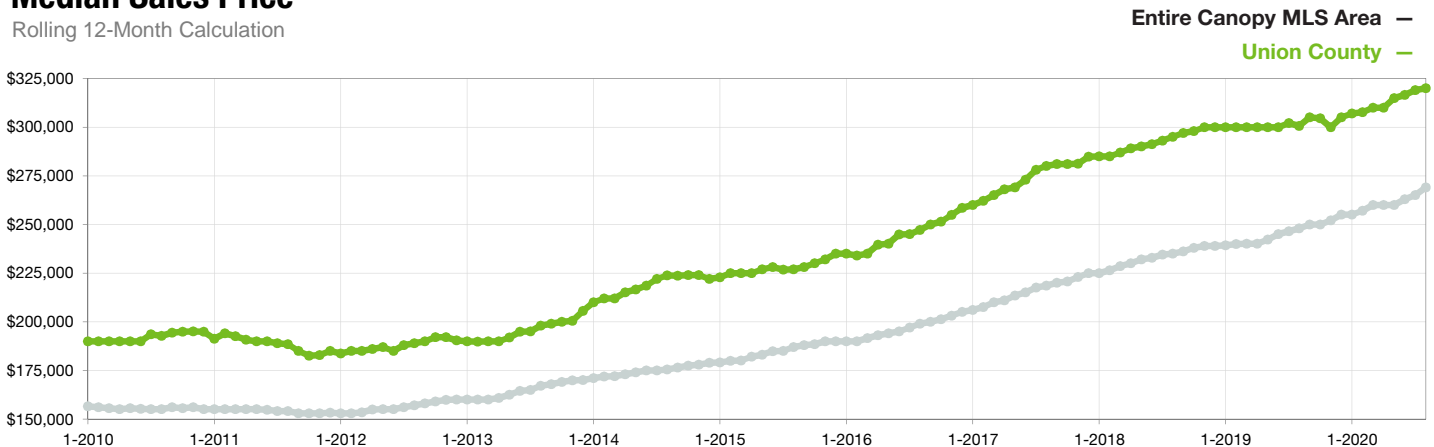
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



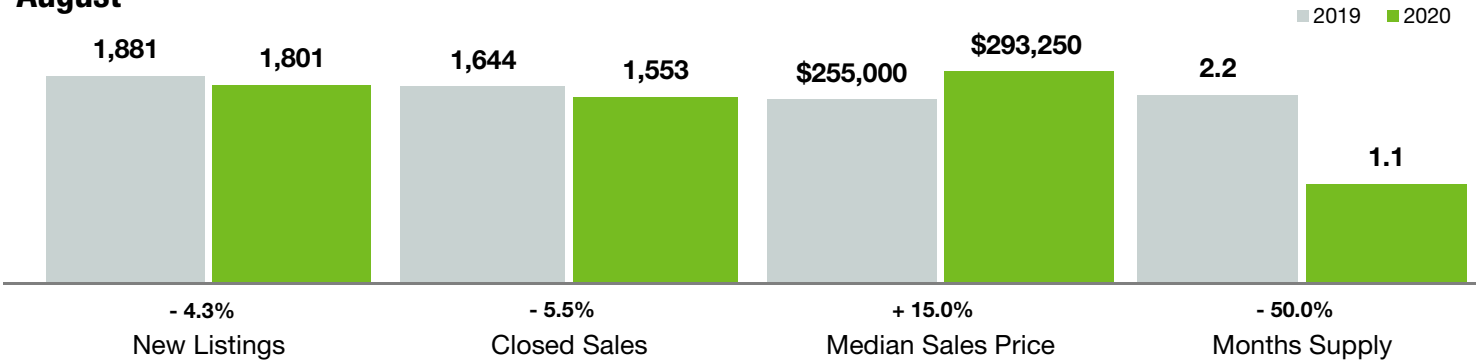
City of Charlotte

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	1,881	1,801	- 4.3%	14,493	13,497	- 6.9%
Pending Sales	1,545	1,864	+ 20.6%	12,063	12,341	+ 2.3%
Closed Sales	1,644	1,553	- 5.5%	11,186	10,865	- 2.9%
Median Sales Price*	\$255,000	\$293,250	+ 15.0%	\$255,000	\$280,000	+ 9.8%
Average Sales Price*	\$333,765	\$383,397	+ 14.9%	\$333,946	\$357,458	+ 7.0%
Percent of Original List Price Received*	97.3%	99.2%	+ 2.0%	97.4%	98.3%	+ 0.9%
List to Close	82	80	- 2.4%	84	87	+ 3.6%
Days on Market Until Sale	30	26	- 13.3%	35	31	- 11.4%
Cumulative Days on Market Until Sale	36	29	- 19.4%	42	37	- 11.9%
Average List Price	\$347,166	\$398,769	+ 14.9%	\$371,246	\$399,450	+ 7.6%
Inventory of Homes for Sale	2,930	1,645	- 43.9%	--	--	--
Months Supply of Inventory	2.2	1.1	- 50.0%	--	--	--

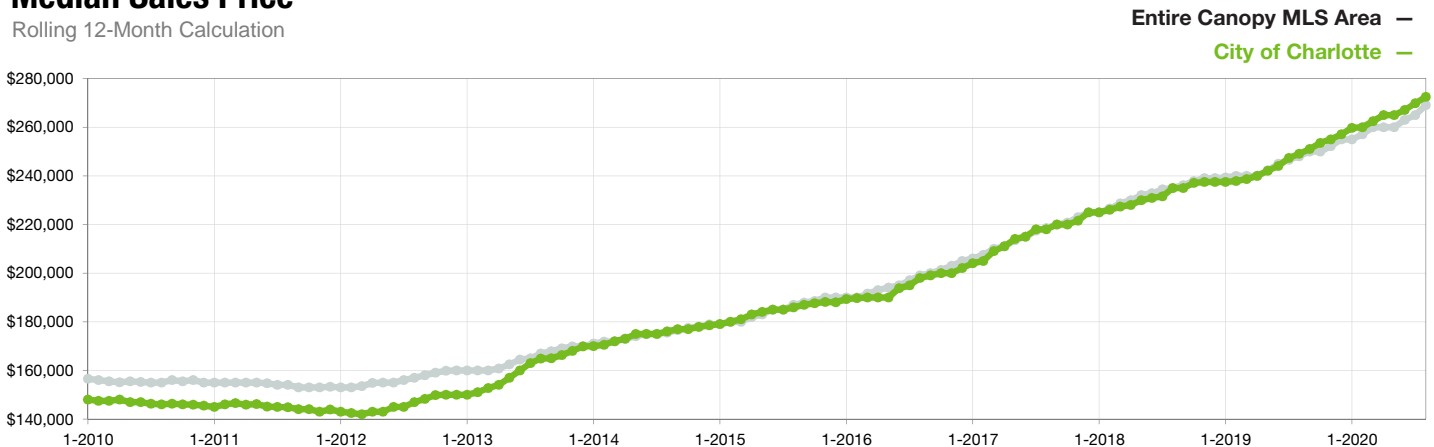
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



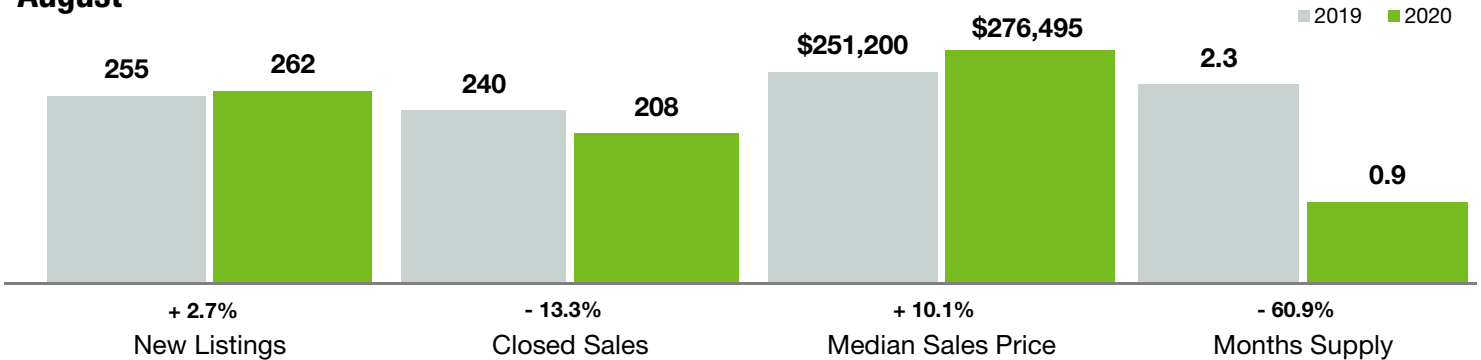
Concord

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	255	262	+ 2.7%	2,084	1,856	- 10.9%
Pending Sales	190	237	+ 24.7%	1,687	1,726	+ 2.3%
Closed Sales	240	208	- 13.3%	1,574	1,580	+ 0.4%
Median Sales Price*	\$251,200	\$276,495	+ 10.1%	\$240,250	\$265,000	+ 10.3%
Average Sales Price*	\$265,539	\$301,037	+ 13.4%	\$260,231	\$284,115	+ 9.2%
Percent of Original List Price Received*	97.6%	98.3%	+ 0.7%	97.2%	97.9%	+ 0.7%
List to Close	81	81	0.0%	93	89	- 4.3%
Days on Market Until Sale	26	32	+ 23.1%	39	38	- 2.6%
Cumulative Days on Market Until Sale	31	40	+ 29.0%	47	46	- 2.1%
Average List Price	\$287,058	\$312,651	+ 8.9%	\$277,904	\$301,360	+ 8.4%
Inventory of Homes for Sale	444	188	- 57.7%	--	--	--
Months Supply of Inventory	2.3	0.9	- 60.9%	--	--	--

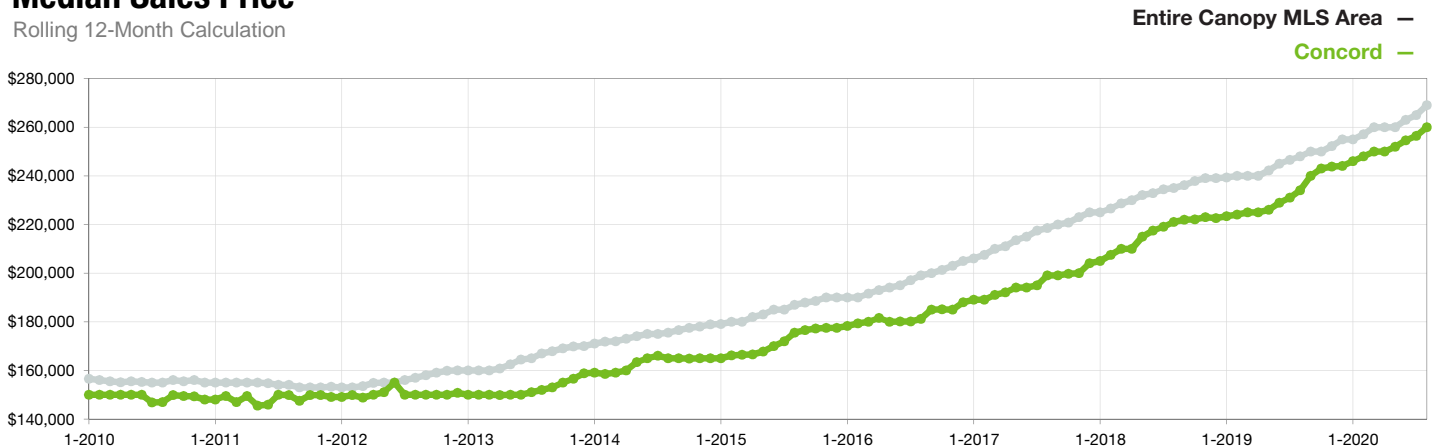
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



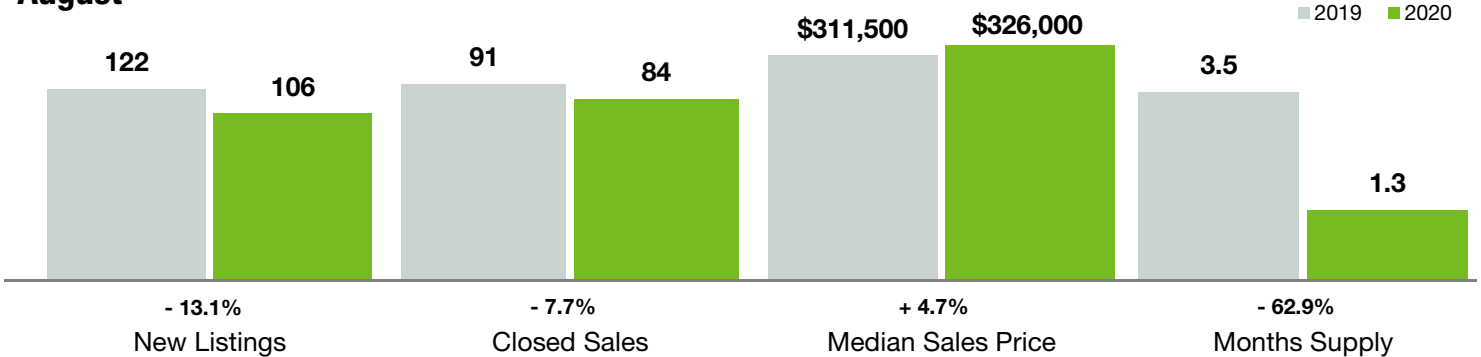
Cornelius

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	122	106	- 13.1%	797	649	- 18.6%
Pending Sales	76	104	+ 36.8%	598	616	+ 3.0%
Closed Sales	91	84	- 7.7%	558	543	- 2.7%
Median Sales Price*	\$311,500	\$326,000	+ 4.7%	\$301,000	\$325,000	+ 8.0%
Average Sales Price*	\$431,286	\$491,721	+ 14.0%	\$460,859	\$497,703	+ 8.0%
Percent of Original List Price Received*	95.4%	98.5%	+ 3.2%	96.0%	97.2%	+ 1.3%
List to Close	96	74	- 22.9%	95	89	- 6.3%
Days on Market Until Sale	57	31	- 45.6%	53	43	- 18.9%
Cumulative Days on Market Until Sale	65	37	- 43.1%	63	55	- 12.7%
Average List Price	\$516,080	\$542,043	+ 5.0%	\$526,683	\$562,529	+ 6.8%
Inventory of Homes for Sale	233	97	- 58.4%	--	--	--
Months Supply of Inventory	3.5	1.3	- 62.9%	--	--	--

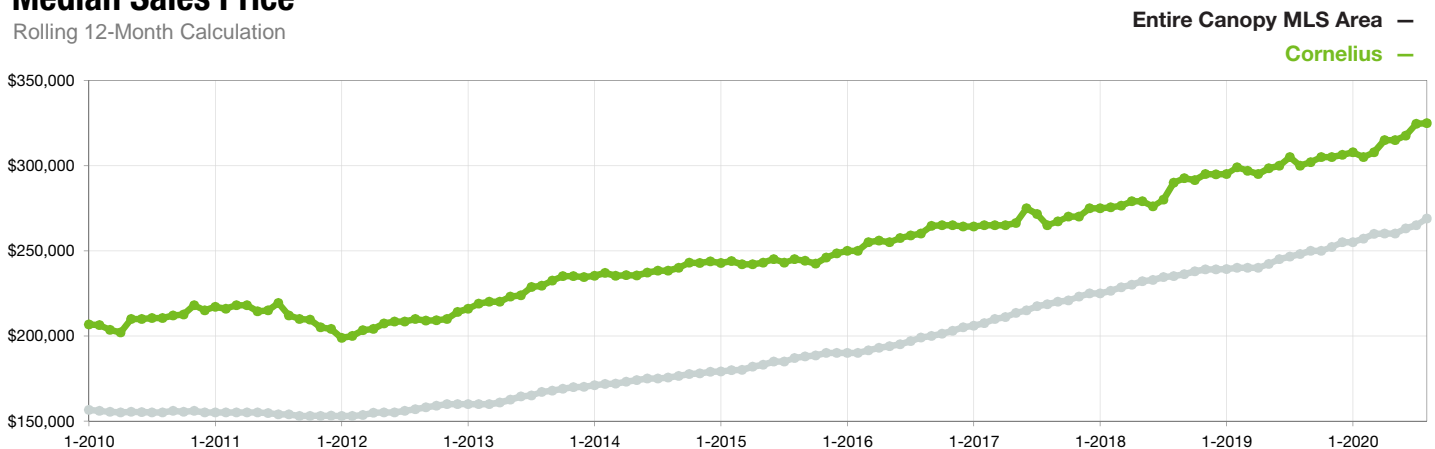
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



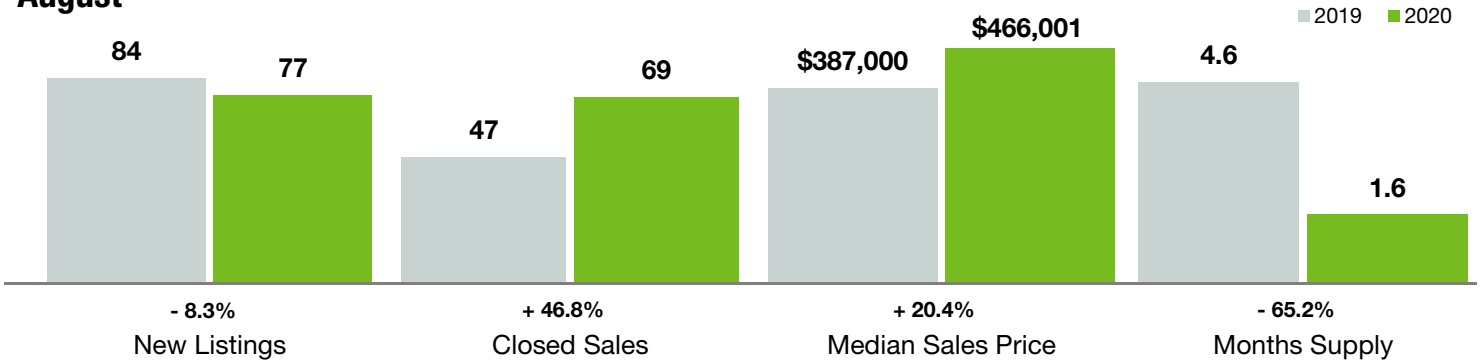
Davidson

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	84	77	- 8.3%	545	521	- 4.4%
Pending Sales	62	79	+ 27.4%	394	501	+ 27.2%
Closed Sales	47	69	+ 46.8%	357	435	+ 21.8%
Median Sales Price*	\$387,000	\$466,001	+ 20.4%	\$380,000	\$402,500	+ 5.9%
Average Sales Price*	\$446,610	\$585,082	+ 31.0%	\$464,257	\$466,791	+ 0.5%
Percent of Original List Price Received*	94.4%	97.4%	+ 3.2%	95.5%	96.4%	+ 0.9%
List to Close	118	86	- 27.1%	113	108	- 4.4%
Days on Market Until Sale	73	44	- 39.7%	64	63	- 1.6%
Cumulative Days on Market Until Sale	82	49	- 40.2%	79	68	- 13.9%
Average List Price	\$472,656	\$544,484	+ 15.2%	\$509,605	\$510,740	+ 0.2%
Inventory of Homes for Sale	196	87	- 55.6%	--	--	--
Months Supply of Inventory	4.6	1.6	- 65.2%	--	--	--

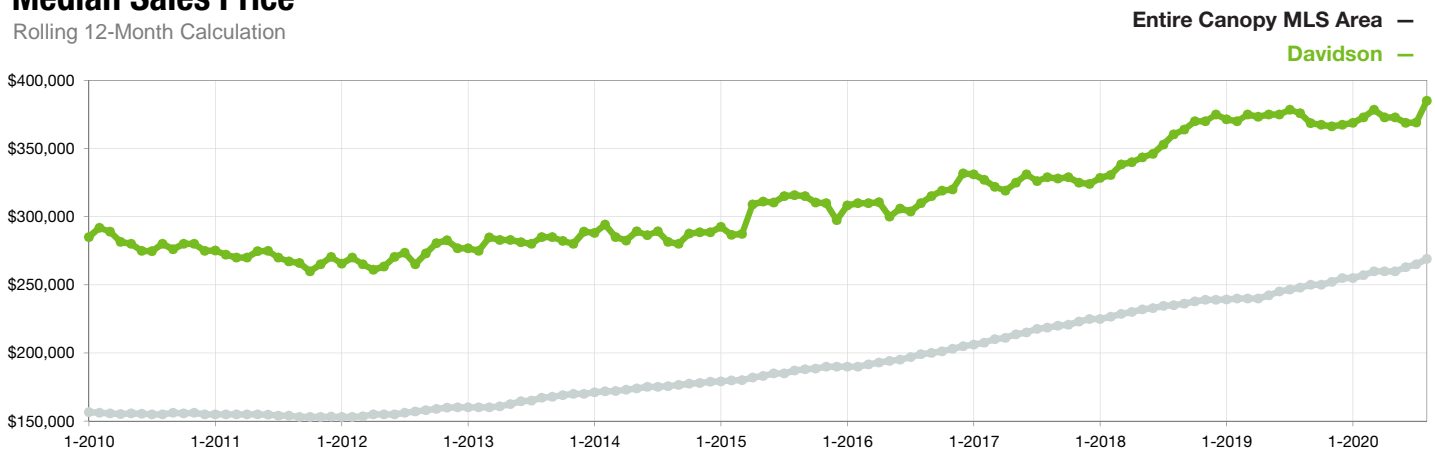
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



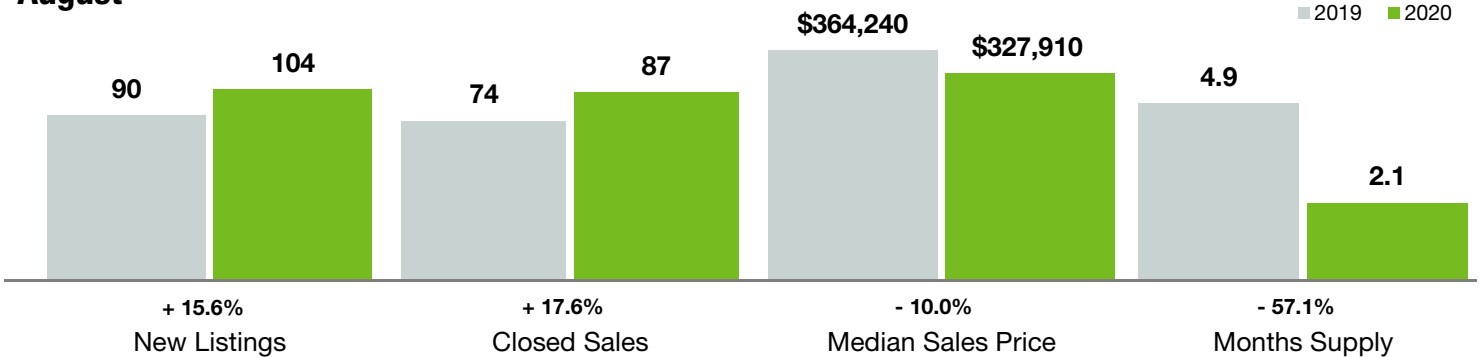
Denver

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	90	104	+ 15.6%	656	692	+ 5.5%
Pending Sales	51	96	+ 88.2%	479	613	+ 28.0%
Closed Sales	74	87	+ 17.6%	472	514	+ 8.9%
Median Sales Price*	\$364,240	\$327,910	- 10.0%	\$347,400	\$351,268	+ 1.1%
Average Sales Price*	\$408,658	\$400,690	- 1.9%	\$396,974	\$411,676	+ 3.7%
Percent of Original List Price Received*	95.7%	98.0%	+ 2.4%	96.5%	96.8%	+ 0.3%
List to Close	112	108	- 3.6%	122	120	- 1.6%
Days on Market Until Sale	57	59	+ 3.5%	65	70	+ 7.7%
Cumulative Days on Market Until Sale	74	57	- 23.0%	83	77	- 7.2%
Average List Price	\$431,307	\$468,259	+ 8.6%	\$438,960	\$420,579	- 4.2%
Inventory of Homes for Sale	262	146	- 44.3%	--	--	--
Months Supply of Inventory	4.9	2.1	- 57.1%	--	--	--

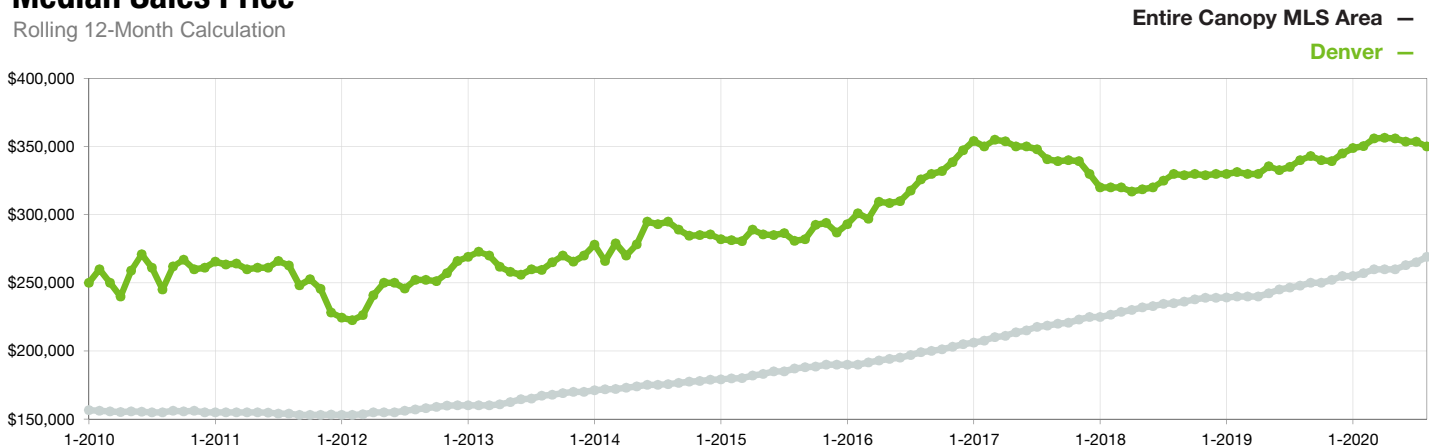
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



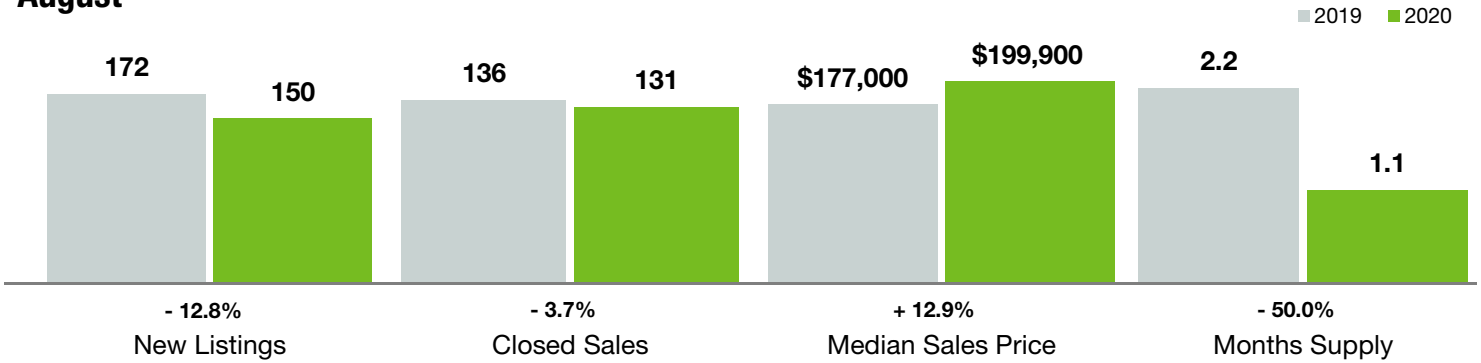
Gastonia

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	172	150	- 12.8%	1,246	1,237	- 0.7%
Pending Sales	136	153	+ 12.5%	1,068	1,138	+ 6.6%
Closed Sales	136	131	- 3.7%	1,029	1,014	- 1.5%
Median Sales Price*	\$177,000	\$199,900	+ 12.9%	\$176,468	\$195,000	+ 10.5%
Average Sales Price*	\$179,470	\$214,405	+ 19.5%	\$186,456	\$207,288	+ 11.2%
Percent of Original List Price Received*	98.0%	99.1%	+ 1.1%	97.1%	96.9%	- 0.2%
List to Close	78	74	- 5.1%	83	82	- 1.2%
Days on Market Until Sale	32	27	- 15.6%	36	34	- 5.6%
Cumulative Days on Market Until Sale	35	27	- 22.9%	44	38	- 13.6%
Average List Price	\$204,881	\$224,233	+ 9.4%	\$196,074	\$208,533	+ 6.4%
Inventory of Homes for Sale	280	141	- 49.6%	--	--	--
Months Supply of Inventory	2.2	1.1	- 50.0%	--	--	--

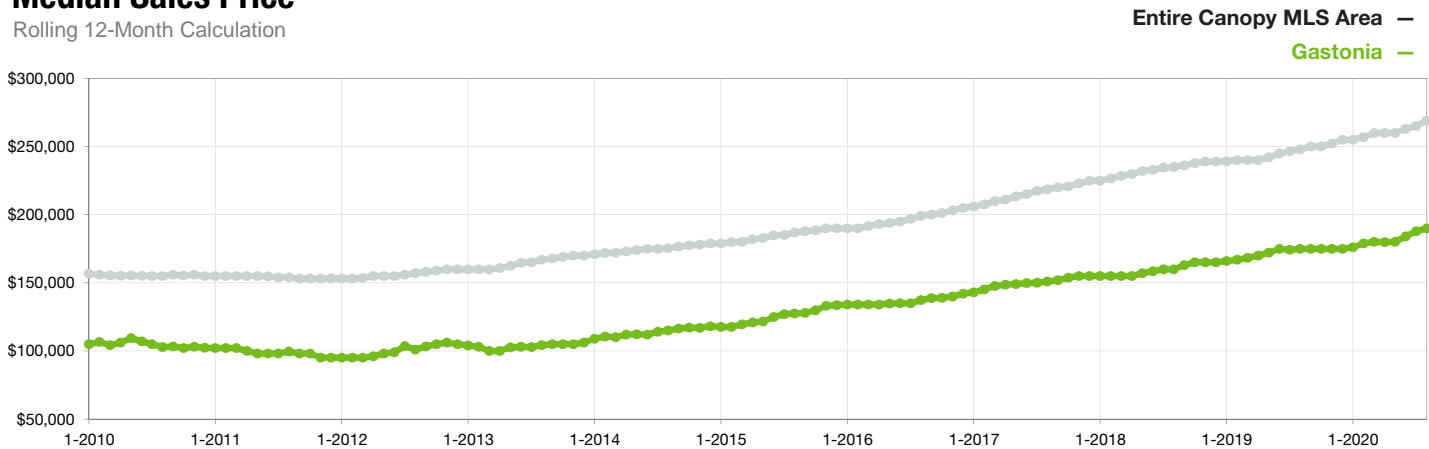
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



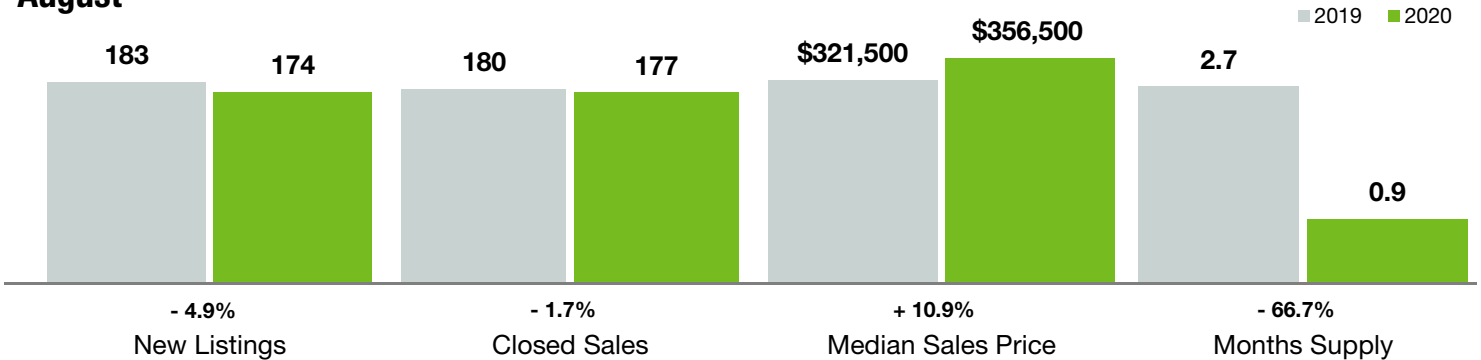
Huntersville

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	183	174	- 4.9%	1,550	1,415	- 8.7%
Pending Sales	174	209	+ 20.1%	1,224	1,377	+ 12.5%
Closed Sales	180	177	- 1.7%	1,113	1,168	+ 4.9%
Median Sales Price*	\$321,500	\$356,500	+ 10.9%	\$320,000	\$345,000	+ 7.8%
Average Sales Price*	\$339,930	\$387,946	+ 14.1%	\$336,425	\$373,037	+ 10.9%
Percent of Original List Price Received*	96.6%	99.2%	+ 2.7%	96.8%	97.8%	+ 1.0%
List to Close	83	70	- 15.7%	90	91	+ 1.1%
Days on Market Until Sale	40	22	- 45.0%	45	42	- 6.7%
Cumulative Days on Market Until Sale	43	25	- 41.9%	54	49	- 9.3%
Average List Price	\$350,323	\$408,906	+ 16.7%	\$369,851	\$399,549	+ 8.0%
Inventory of Homes for Sale	365	138	- 62.2%	--	--	--
Months Supply of Inventory	2.7	0.9	- 66.7%	--	--	--

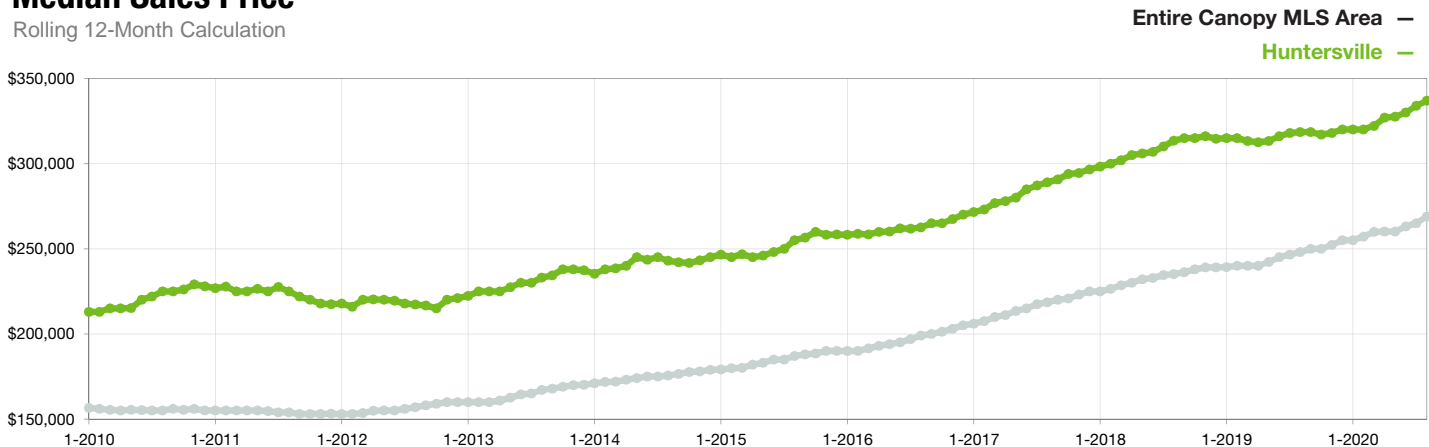
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



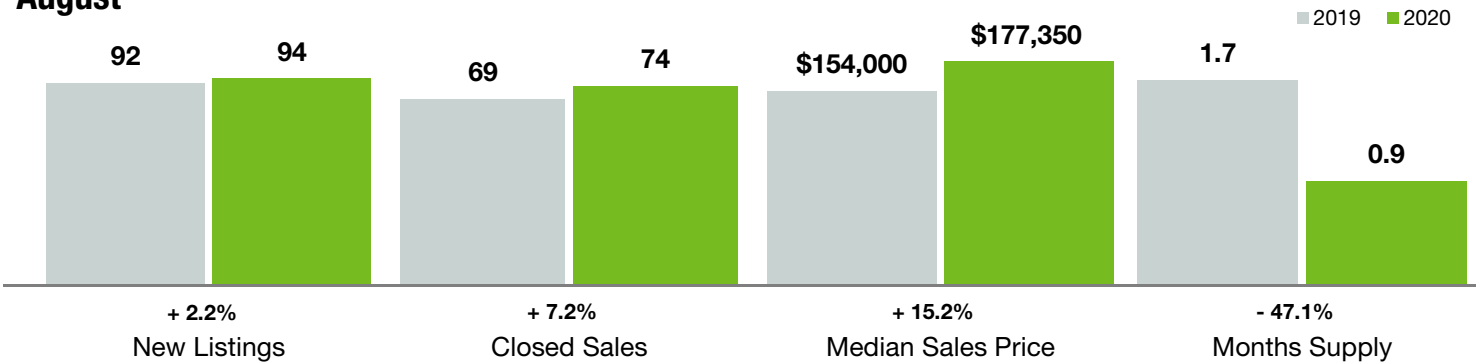
Kannapolis

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	92	94	+ 2.2%	678	680	+ 0.3%
Pending Sales	88	96	+ 9.1%	612	628	+ 2.6%
Closed Sales	69	74	+ 7.2%	560	561	+ 0.2%
Median Sales Price*	\$154,000	\$177,350	+ 15.2%	\$158,000	\$177,500	+ 12.3%
Average Sales Price*	\$168,296	\$199,140	+ 18.3%	\$172,176	\$200,228	+ 16.3%
Percent of Original List Price Received*	95.9%	98.0%	+ 2.2%	96.4%	97.0%	+ 0.6%
List to Close	79	76	- 3.8%	78	79	+ 1.3%
Days on Market Until Sale	36	28	- 22.2%	37	33	- 10.8%
Cumulative Days on Market Until Sale	42	31	- 26.2%	44	37	- 15.9%
Average List Price	\$184,166	\$210,180	+ 14.1%	\$183,362	\$211,704	+ 15.5%
Inventory of Homes for Sale	115	65	- 43.5%	--	--	--
Months Supply of Inventory	1.7	0.9	- 47.1%	--	--	--

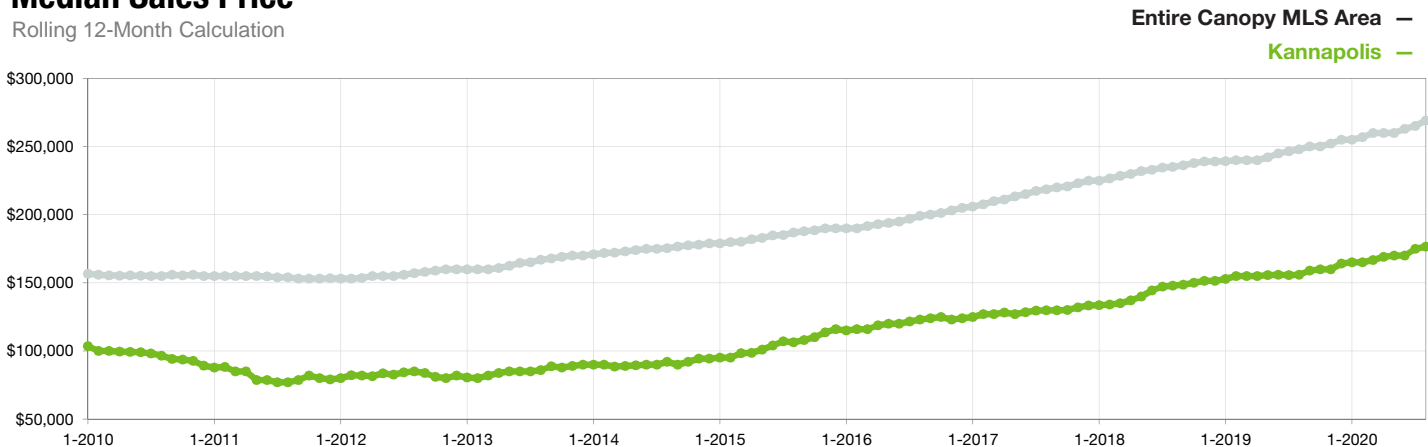
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



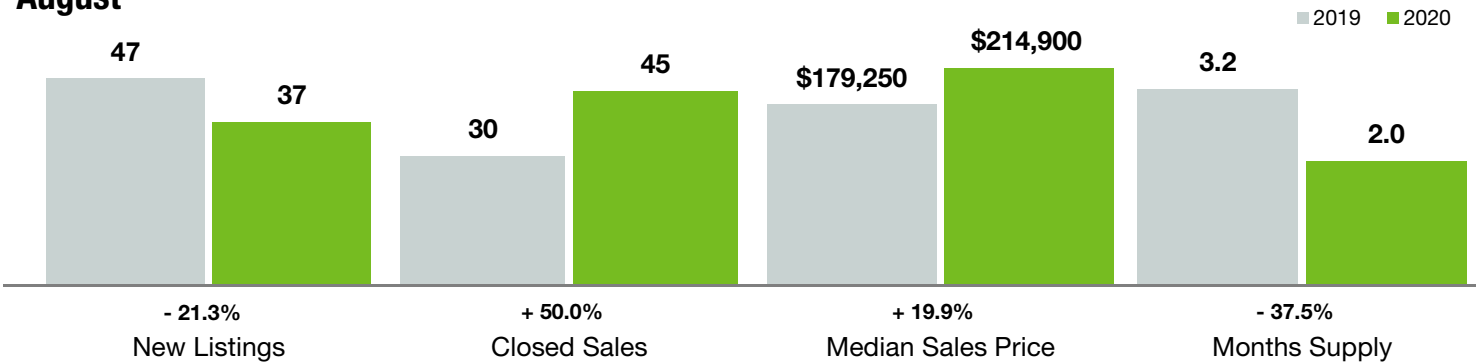
Lincolnton

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	47	37	- 21.3%	365	340	- 6.8%
Pending Sales	48	46	- 4.2%	286	309	+ 8.0%
Closed Sales	30	45	+ 50.0%	265	279	+ 5.3%
Median Sales Price*	\$179,250	\$214,900	+ 19.9%	\$179,900	\$197,700	+ 9.9%
Average Sales Price*	\$220,580	\$243,296	+ 10.3%	\$195,647	\$218,529	+ 11.7%
Percent of Original List Price Received*	97.2%	96.1%	- 1.1%	96.3%	96.5%	+ 0.2%
List to Close	91	101	+ 11.0%	96	90	- 6.3%
Days on Market Until Sale	35	47	+ 34.3%	50	43	- 14.0%
Cumulative Days on Market Until Sale	38	54	+ 42.1%	58	50	- 13.8%
Average List Price	\$238,668	\$256,157	+ 7.3%	\$225,387	\$246,525	+ 9.4%
Inventory of Homes for Sale	107	71	- 33.6%	--	--	--
Months Supply of Inventory	3.2	2.0	- 37.5%	--	--	--

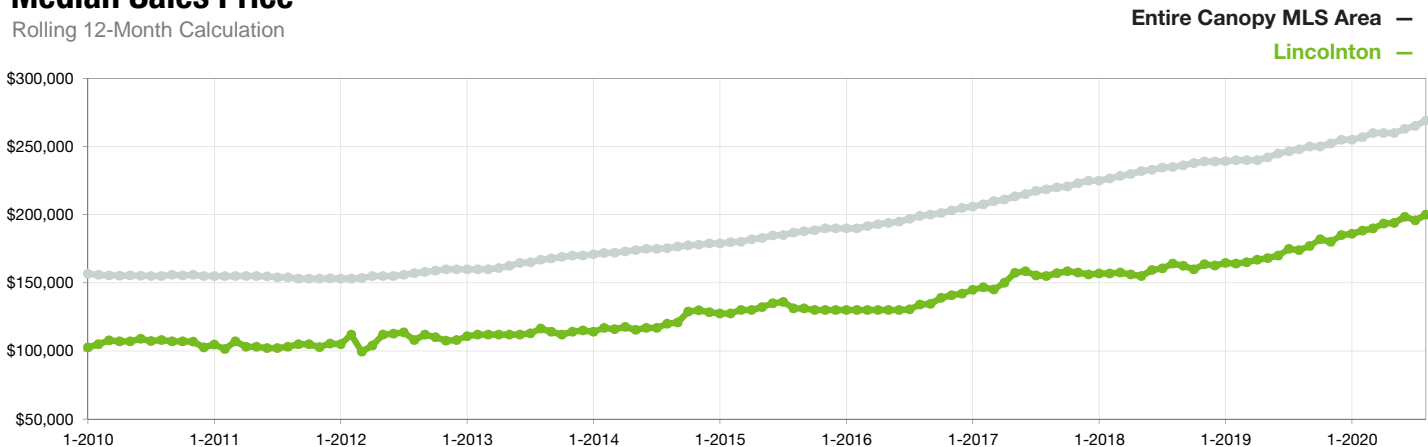
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



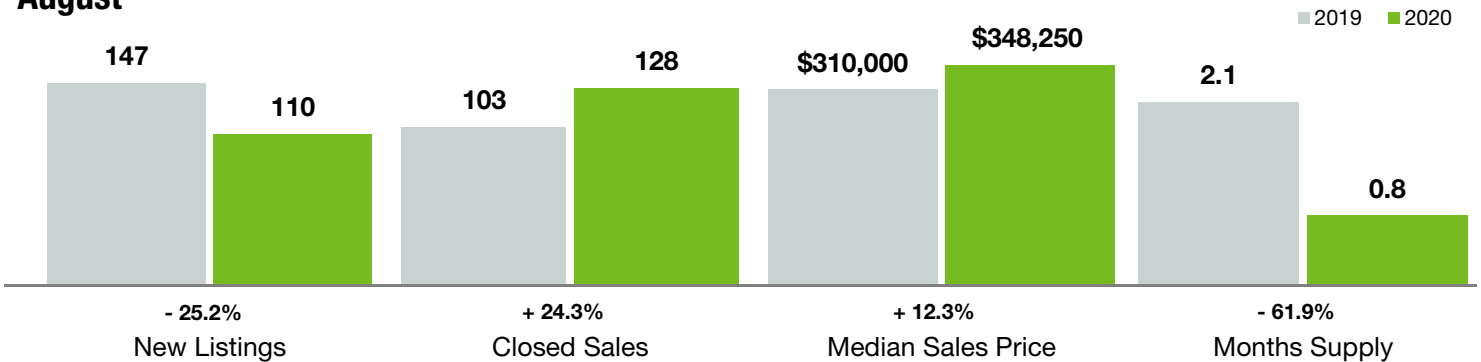
Matthews

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	147	110	- 25.2%	1,109	937	- 15.5%
Pending Sales	128	121	- 5.5%	892	900	+ 0.9%
Closed Sales	103	128	+ 24.3%	823	847	+ 2.9%
Median Sales Price*	\$310,000	\$348,250	+ 12.3%	\$317,000	\$329,000	+ 3.8%
Average Sales Price*	\$359,781	\$381,810	+ 6.1%	\$364,271	\$362,819	- 0.4%
Percent of Original List Price Received*	97.0%	99.0%	+ 2.1%	97.5%	98.3%	+ 0.8%
List to Close	72	88	+ 22.2%	77	81	+ 5.2%
Days on Market Until Sale	32	31	- 3.1%	32	31	- 3.1%
Cumulative Days on Market Until Sale	33	33	0.0%	39	35	- 10.3%
Average List Price	\$350,468	\$379,425	+ 8.3%	\$381,395	\$384,173	+ 0.7%
Inventory of Homes for Sale	204	85	- 58.3%	--	--	--
Months Supply of Inventory	2.1	0.8	- 61.9%	--	--	--

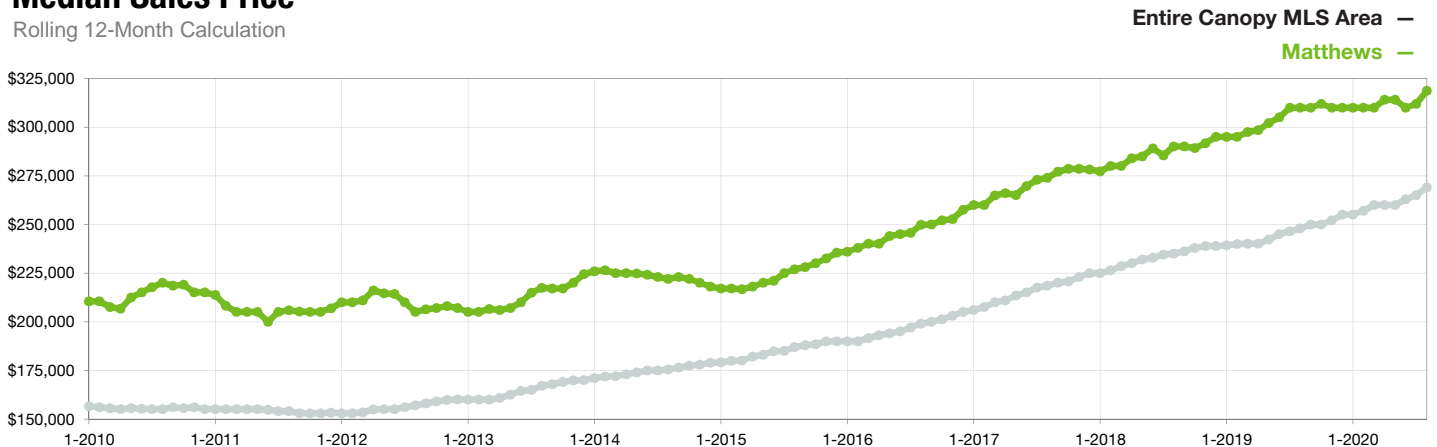
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



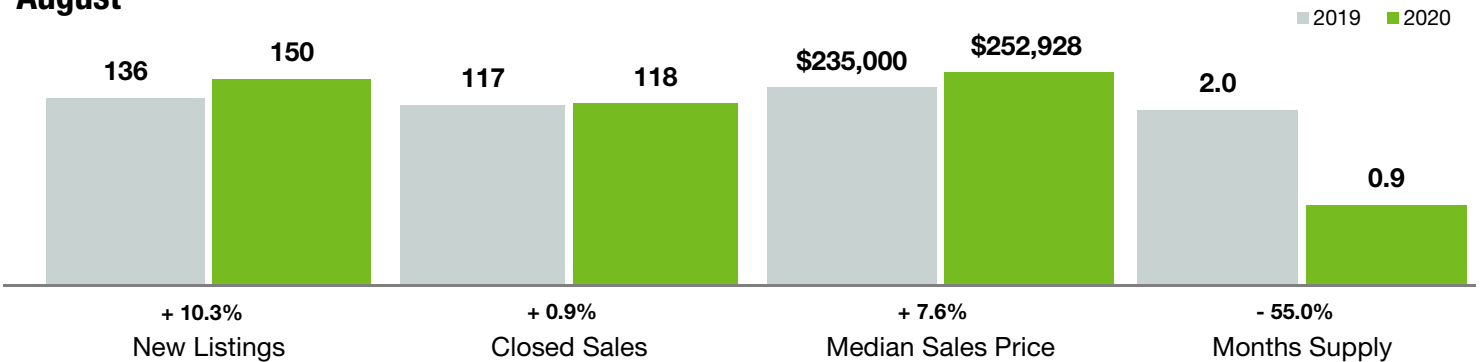
Monroe

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	136	150	+ 10.3%	1,047	936	- 10.6%
Pending Sales	110	162	+ 47.3%	891	873	- 2.0%
Closed Sales	117	118	+ 0.9%	791	755	- 4.6%
Median Sales Price*	\$235,000	\$252,928	+ 7.6%	\$222,000	\$245,000	+ 10.4%
Average Sales Price*	\$256,082	\$253,522	- 1.0%	\$236,604	\$257,126	+ 8.7%
Percent of Original List Price Received*	97.5%	99.8%	+ 2.4%	97.0%	98.2%	+ 1.2%
List to Close	82	92	+ 12.2%	81	83	+ 2.5%
Days on Market Until Sale	31	29	- 6.5%	36	34	- 5.6%
Cumulative Days on Market Until Sale	31	36	+ 16.1%	42	39	- 7.1%
Average List Price	\$260,034	\$279,007	+ 7.3%	\$255,858	\$268,876	+ 5.1%
Inventory of Homes for Sale	197	93	- 52.8%	--	--	--
Months Supply of Inventory	2.0	0.9	- 55.0%	--	--	--

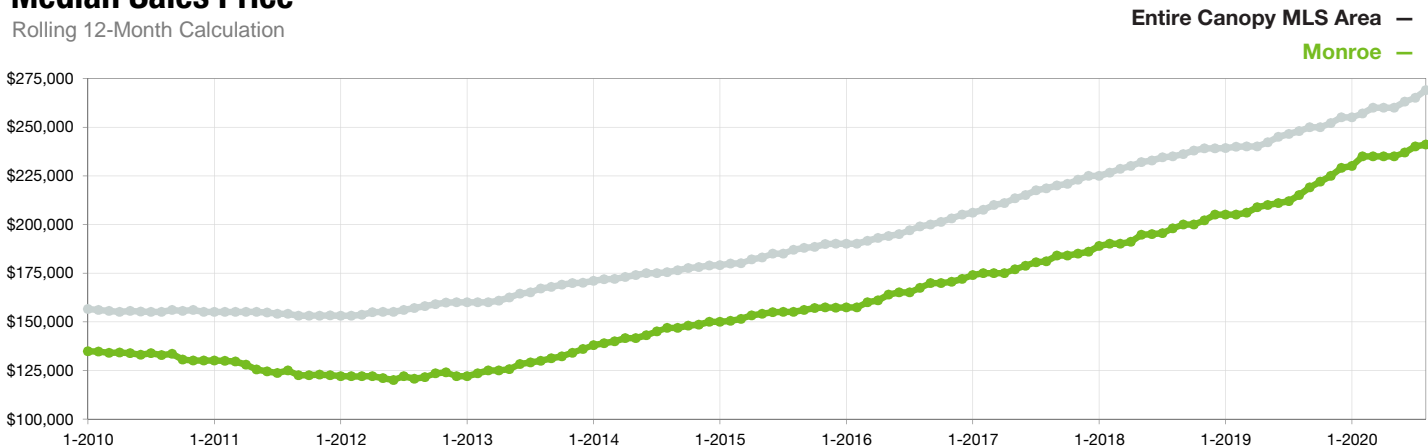
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



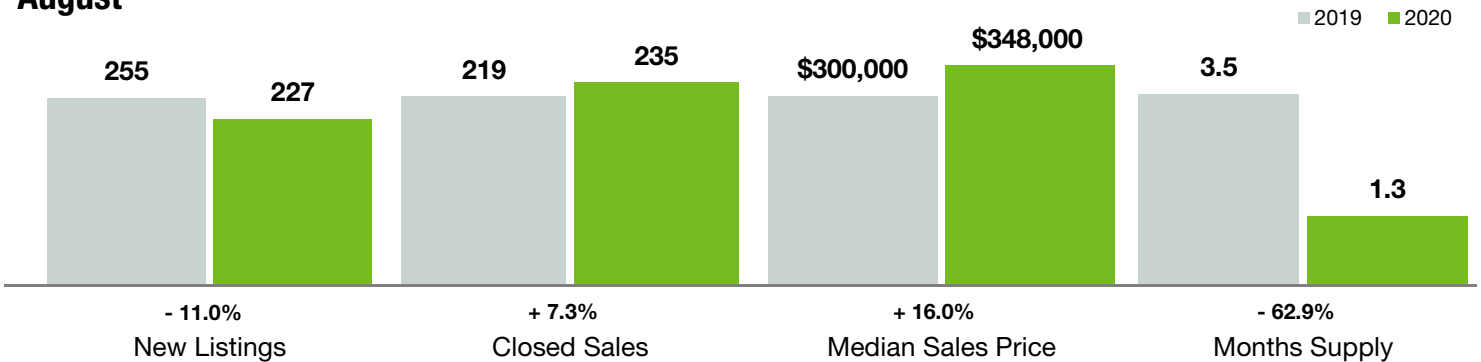
Mooreville

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	255	227	- 11.0%	2,018	1,861	- 7.8%
Pending Sales	226	283	+ 25.2%	1,616	1,785	+ 10.5%
Closed Sales	219	235	+ 7.3%	1,487	1,529	+ 2.8%
Median Sales Price*	\$300,000	\$348,000	+ 16.0%	\$298,000	\$331,126	+ 11.1%
Average Sales Price*	\$371,498	\$479,981	+ 29.2%	\$383,504	\$426,666	+ 11.3%
Percent of Original List Price Received*	96.1%	98.6%	+ 2.6%	96.1%	97.4%	+ 1.4%
List to Close	103	103	0.0%	114	103	- 9.6%
Days on Market Until Sale	52	51	- 1.9%	63	53	- 15.9%
Cumulative Days on Market Until Sale	66	54	- 18.2%	82	61	- 25.6%
Average List Price	\$413,055	\$464,705	+ 12.5%	\$436,089	\$468,999	+ 7.5%
Inventory of Homes for Sale	633	257	- 59.4%	--	--	--
Months Supply of Inventory	3.5	1.3	- 62.9%	--	--	--

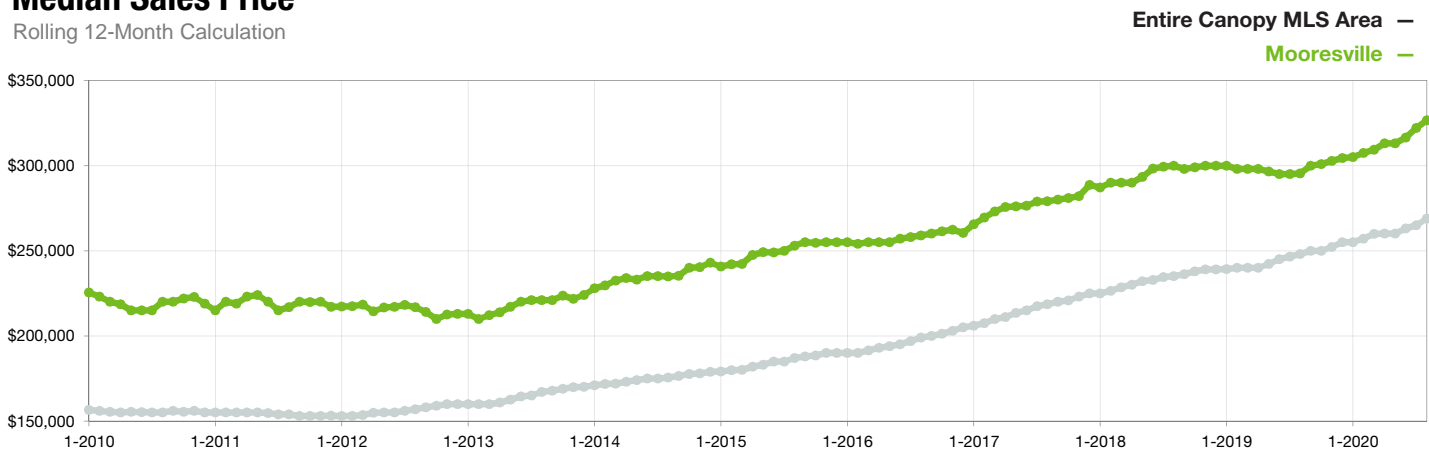
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



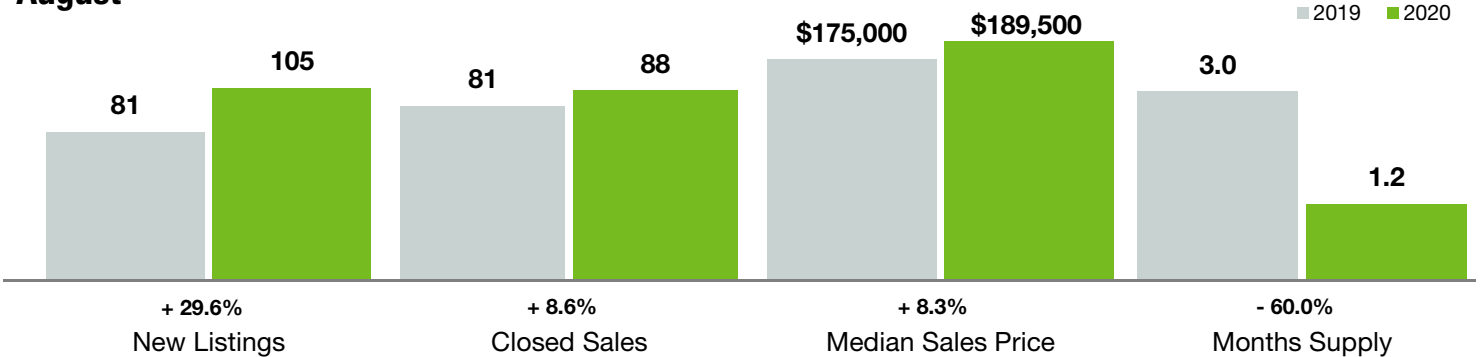
Salisbury

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	81	105	+ 29.6%	825	790	- 4.2%
Pending Sales	83	133	+ 60.2%	684	771	+ 12.7%
Closed Sales	81	88	+ 8.6%	630	645	+ 2.4%
Median Sales Price*	\$175,000	\$189,500	+ 8.3%	\$159,000	\$185,900	+ 16.9%
Average Sales Price*	\$206,518	\$205,206	- 0.6%	\$171,877	\$199,930	+ 16.3%
Percent of Original List Price Received*	95.3%	98.0%	+ 2.8%	95.1%	96.1%	+ 1.1%
List to Close	84	74	- 11.9%	101	94	- 6.9%
Days on Market Until Sale	38	29	- 23.7%	52	43	- 17.3%
Cumulative Days on Market Until Sale	47	33	- 29.8%	58	52	- 10.3%
Average List Price	\$227,888	\$232,771	+ 2.1%	\$197,569	\$216,501	+ 9.6%
Inventory of Homes for Sale	235	103	- 56.2%	--	--	--
Months Supply of Inventory	3.0	1.2	- 60.0%	--	--	--

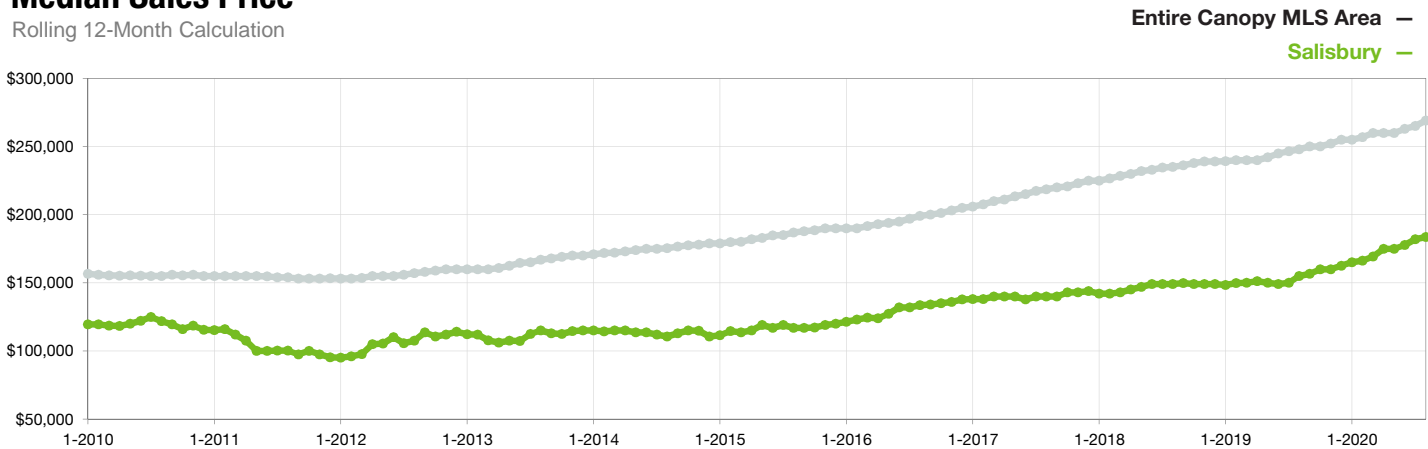
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



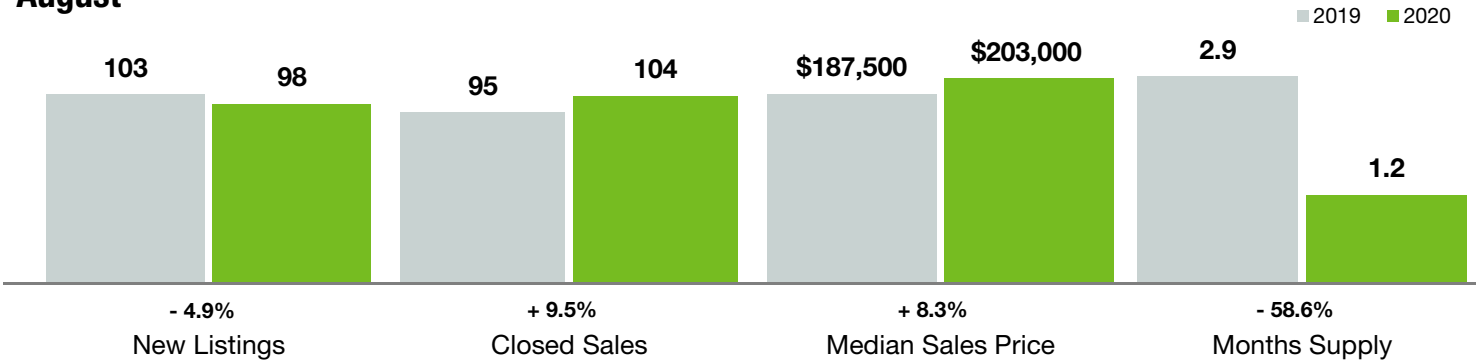
Statesville

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	103	98	- 4.9%	829	777	- 6.3%
Pending Sales	90	118	+ 31.1%	731	751	+ 2.7%
Closed Sales	95	104	+ 9.5%	685	668	- 2.5%
Median Sales Price*	\$187,500	\$203,000	+ 8.3%	\$178,750	\$198,000	+ 10.8%
Average Sales Price*	\$253,545	\$215,837	- 14.9%	\$197,174	\$209,706	+ 6.4%
Percent of Original List Price Received*	93.4%	98.1%	+ 5.0%	94.6%	96.9%	+ 2.4%
List to Close	113	86	- 23.9%	110	95	- 13.6%
Days on Market Until Sale	57	35	- 38.6%	58	43	- 25.9%
Cumulative Days on Market Until Sale	67	40	- 40.3%	67	49	- 26.9%
Average List Price	\$208,551	\$244,560	+ 17.3%	\$229,616	\$232,114	+ 1.1%
Inventory of Homes for Sale	238	108	- 54.6%	--	--	--
Months Supply of Inventory	2.9	1.2	- 58.6%	--	--	--

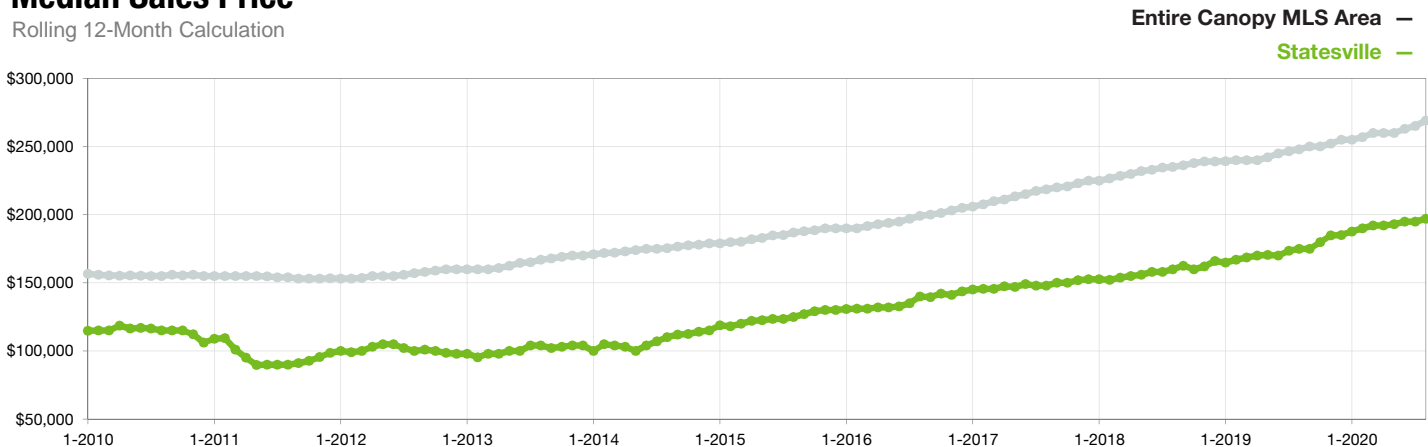
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



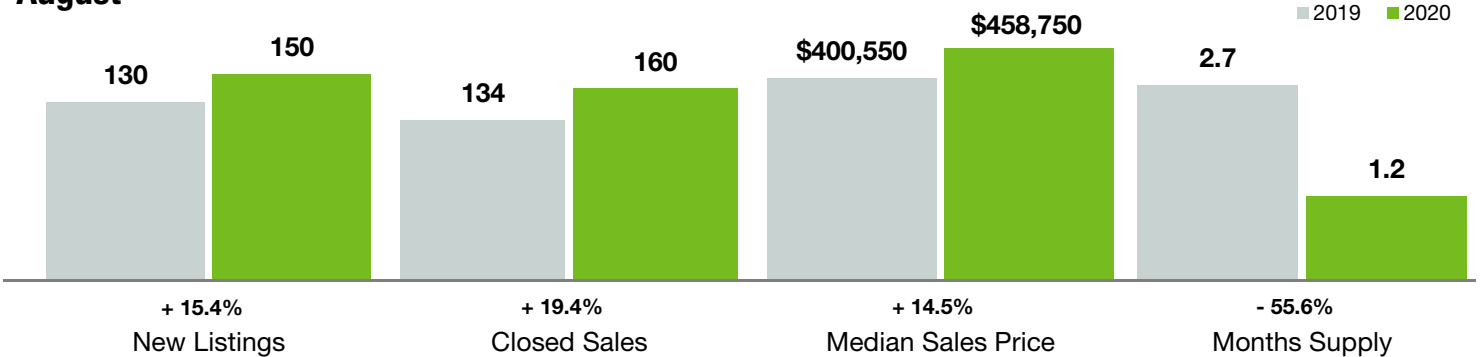
Waxhaw

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	130	150	+ 15.4%	1,212	1,175	- 3.1%
Pending Sales	105	191	+ 81.9%	1,018	1,085	+ 6.6%
Closed Sales	134	160	+ 19.4%	950	915	- 3.7%
Median Sales Price*	\$400,550	\$458,750	+ 14.5%	\$385,000	\$406,900	+ 5.7%
Average Sales Price*	\$481,721	\$528,360	+ 9.7%	\$454,672	\$475,724	+ 4.6%
Percent of Original List Price Received*	96.6%	98.6%	+ 2.1%	96.8%	97.7%	+ 0.9%
List to Close	94	76	- 19.1%	108	93	- 13.9%
Days on Market Until Sale	41	34	- 17.1%	58	43	- 25.9%
Cumulative Days on Market Until Sale	48	42	- 12.5%	69	52	- 24.6%
Average List Price	\$511,062	\$481,947	- 5.7%	\$508,721	\$518,588	+ 1.9%
Inventory of Homes for Sale	293	137	- 53.2%	--	--	--
Months Supply of Inventory	2.7	1.2	- 55.6%	--	--	--

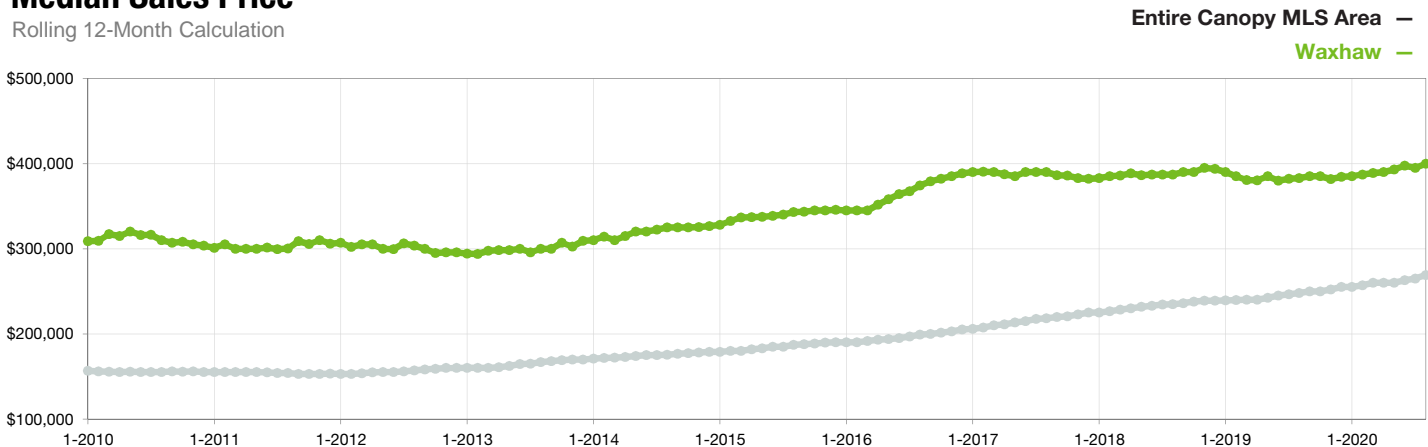
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



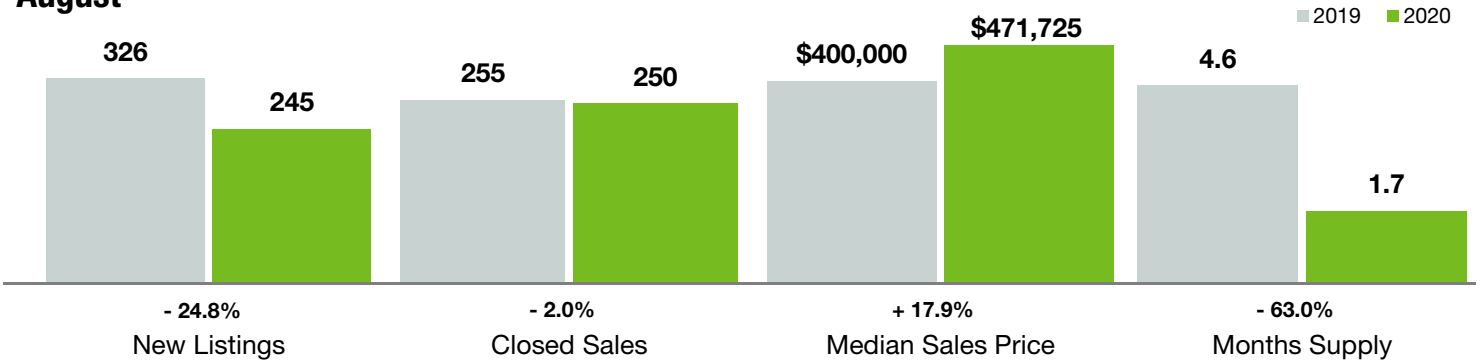
Lake Norman

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	326	245	- 24.8%	2,415	2,152	- 10.9%
Pending Sales	260	299	+ 15.0%	1,792	1,995	+ 11.3%
Closed Sales	255	250	- 2.0%	1,660	1,708	+ 2.9%
Median Sales Price*	\$400,000	\$471,725	+ 17.9%	\$380,253	\$402,506	+ 5.9%
Average Sales Price*	\$509,440	\$632,781	+ 24.2%	\$500,038	\$544,140	+ 8.8%
Percent of Original List Price Received*	95.2%	97.4%	+ 2.3%	95.4%	96.7%	+ 1.4%
List to Close	114	106	- 7.0%	123	116	- 5.7%
Days on Market Until Sale	64	55	- 14.1%	70	63	- 10.0%
Cumulative Days on Market Until Sale	88	64	- 27.3%	95	76	- 20.0%
Average List Price	\$522,756	\$654,859	+ 25.3%	\$573,305	\$598,299	+ 4.4%
Inventory of Homes for Sale	896	375	- 58.1%	--	--	--
Months Supply of Inventory	4.6	1.7	- 63.0%	--	--	--

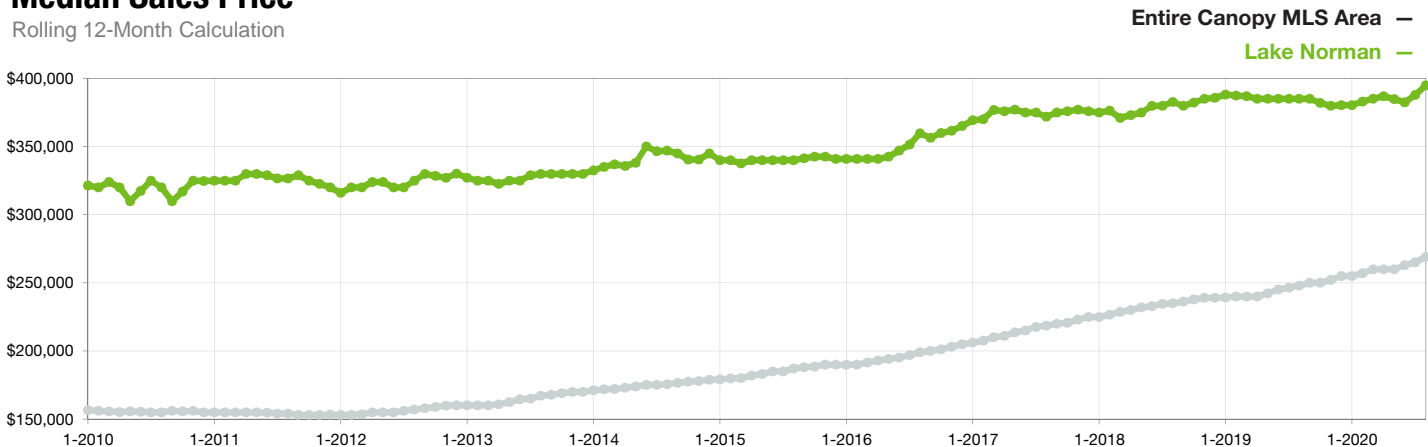
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



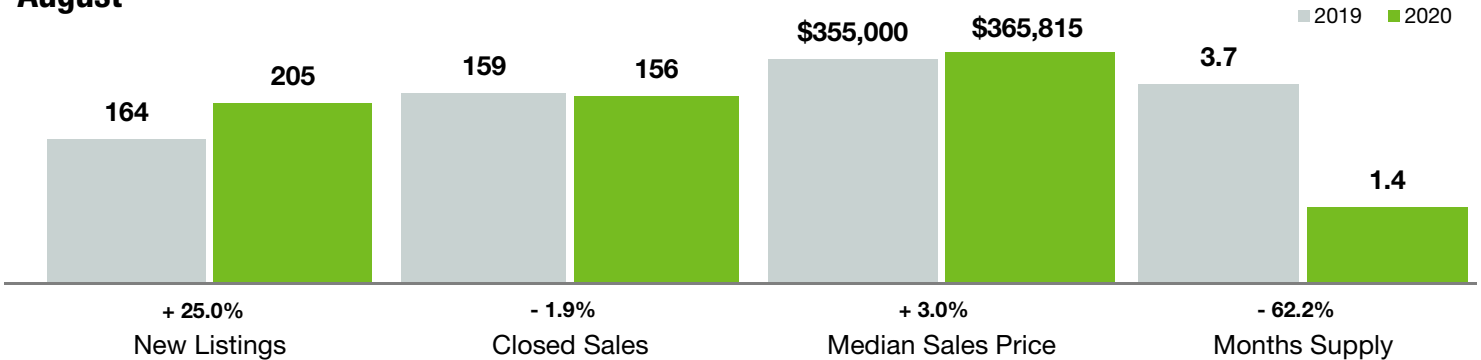
Lake Wylie

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	164	205	+ 25.0%	1,379	1,240	- 10.1%
Pending Sales	163	201	+ 23.3%	1,100	1,199	+ 9.0%
Closed Sales	159	156	- 1.9%	989	1,033	+ 4.4%
Median Sales Price*	\$355,000	\$365,815	+ 3.0%	\$345,000	\$365,000	+ 5.8%
Average Sales Price*	\$410,538	\$432,606	+ 5.4%	\$395,806	\$413,713	+ 4.5%
Percent of Original List Price Received*	96.1%	97.7%	+ 1.7%	96.5%	97.4%	+ 0.9%
List to Close	108	100	- 7.4%	118	117	- 0.8%
Days on Market Until Sale	57	45	- 21.1%	64	57	- 10.9%
Cumulative Days on Market Until Sale	70	47	- 32.9%	76	68	- 10.5%
Average List Price	\$417,962	\$456,073	+ 9.1%	\$436,060	\$438,970	+ 0.7%
Inventory of Homes for Sale	427	190	- 55.5%	--	--	--
Months Supply of Inventory	3.7	1.4	- 62.2%	--	--	--

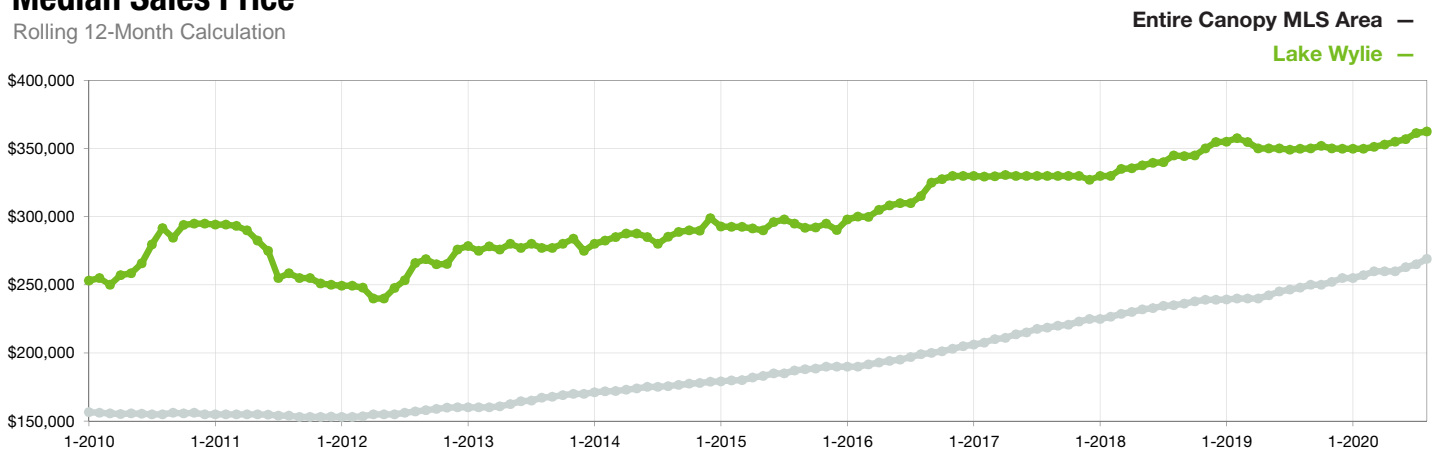
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



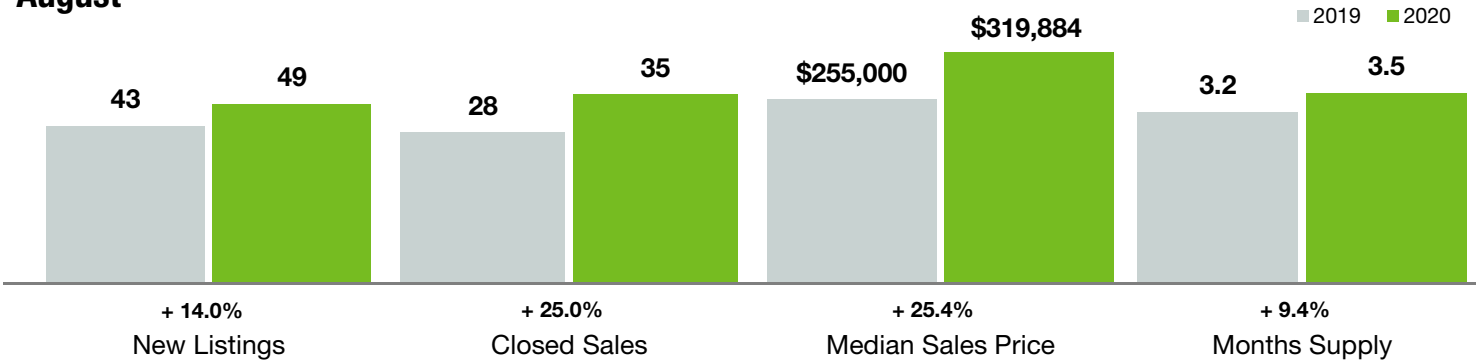
Uptown Charlotte

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	43	49	+ 14.0%	326	333	+ 2.1%
Pending Sales	29	28	- 3.4%	257	233	- 9.3%
Closed Sales	28	35	+ 25.0%	241	226	- 6.2%
Median Sales Price*	\$255,000	\$319,884	+ 25.4%	\$297,000	\$281,500	- 5.2%
Average Sales Price*	\$275,536	\$358,011	+ 29.9%	\$362,094	\$317,890	- 12.2%
Percent of Original List Price Received*	96.3%	97.5%	+ 1.2%	97.2%	96.7%	- 0.5%
List to Close	76	94	+ 23.7%	93	91	- 2.2%
Days on Market Until Sale	40	32	- 20.0%	46	43	- 6.5%
Cumulative Days on Market Until Sale	43	32	- 25.6%	58	51	- 12.1%
Average List Price	\$422,521	\$459,495	+ 8.8%	\$389,787	\$375,445	- 3.7%
Inventory of Homes for Sale	89	100	+ 12.4%	--	--	--
Months Supply of Inventory	3.2	3.5	+ 9.4%	--	--	--

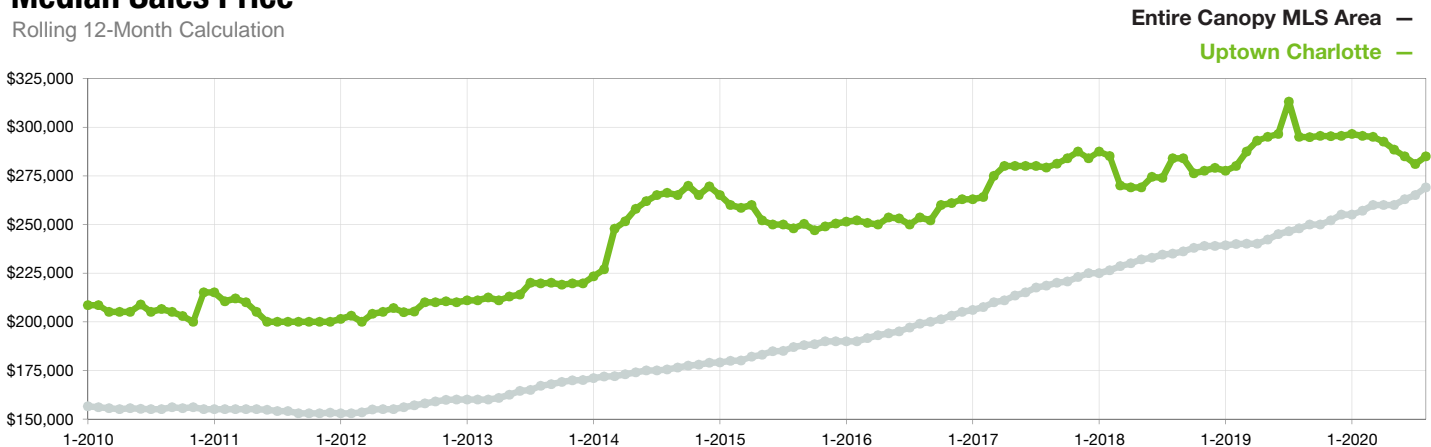
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



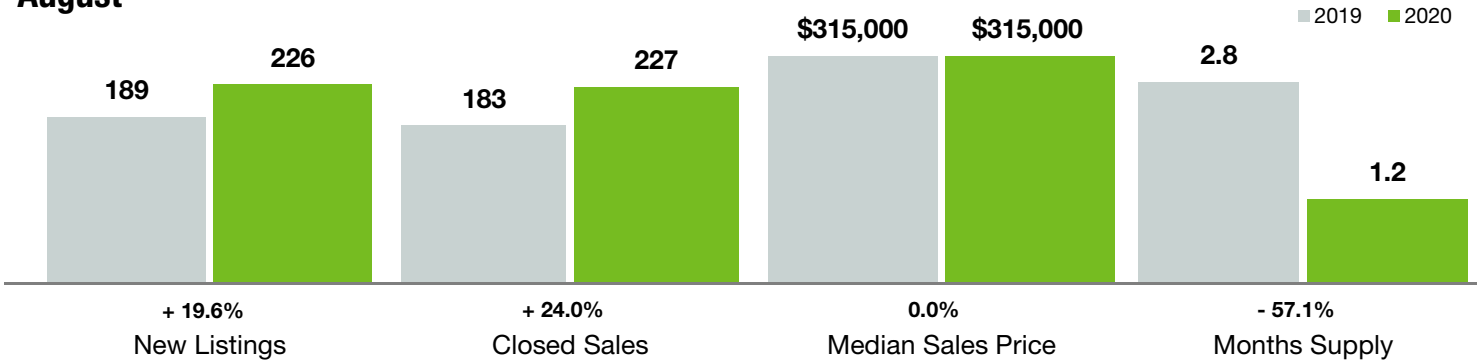
Lancaster County

South Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	189	226	+ 19.6%	1,662	1,684	+ 1.3%
Pending Sales	167	239	+ 43.1%	1,411	1,667	+ 18.1%
Closed Sales	183	227	+ 24.0%	1,313	1,439	+ 9.6%
Median Sales Price*	\$315,000	\$315,000	0.0%	\$293,200	\$315,865	+ 7.7%
Average Sales Price*	\$308,716	\$324,801	+ 5.2%	\$290,323	\$323,630	+ 11.5%
Percent of Original List Price Received*	97.5%	98.3%	+ 0.8%	97.1%	97.5%	+ 0.4%
List to Close	101	105	+ 4.0%	109	106	- 2.8%
Days on Market Until Sale	40	51	+ 27.5%	50	53	+ 6.0%
Cumulative Days on Market Until Sale	42	48	+ 14.3%	59	57	- 3.4%
Average List Price	\$316,861	\$346,244	+ 9.3%	\$316,829	\$341,712	+ 7.9%
Inventory of Homes for Sale	440	217	- 50.7%	--	--	--
Months Supply of Inventory	2.8	1.2	- 57.1%	--	--	--

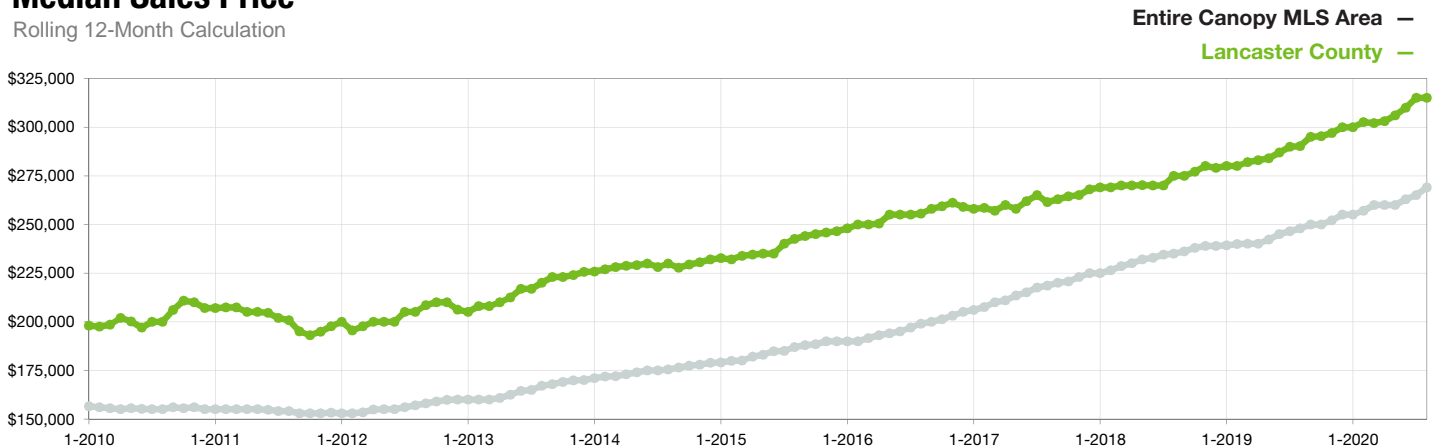
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



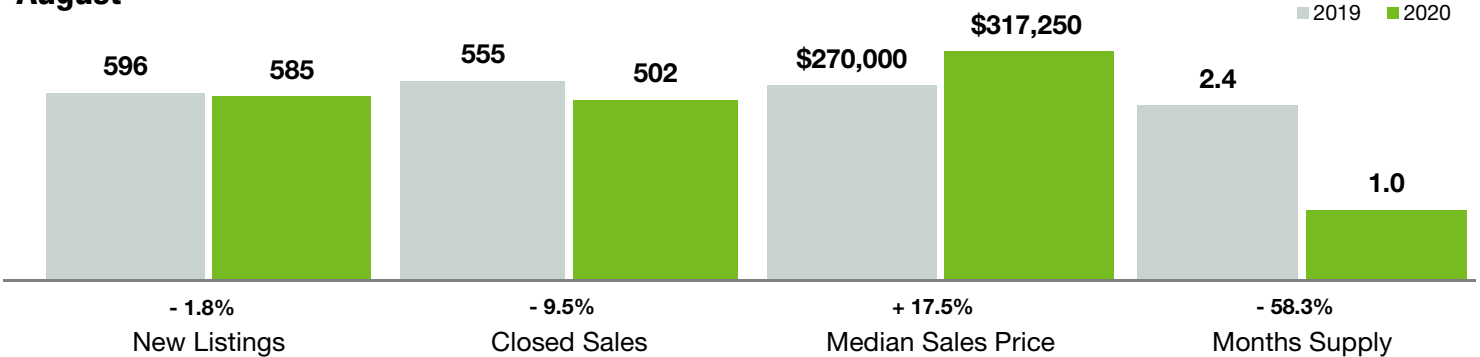
York County

South Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	596	585	- 1.8%	4,817	4,228	- 12.2%
Pending Sales	511	592	+ 15.9%	4,040	4,099	+ 1.5%
Closed Sales	555	502	- 9.5%	3,756	3,547	- 5.6%
Median Sales Price*	\$270,000	\$317,250	+ 17.5%	\$267,000	\$284,000	+ 6.4%
Average Sales Price*	\$299,282	\$344,434	+ 15.1%	\$295,188	\$314,499	+ 6.5%
Percent of Original List Price Received*	97.1%	98.0%	+ 0.9%	97.3%	97.8%	+ 0.5%
List to Close	85	86	+ 1.2%	92	90	- 2.2%
Days on Market Until Sale	38	37	- 2.6%	44	39	- 11.4%
Cumulative Days on Market Until Sale	46	44	- 4.3%	53	46	- 13.2%
Average List Price	\$307,306	\$347,859	+ 13.2%	\$315,690	\$330,666	+ 4.7%
Inventory of Homes for Sale	1,076	450	- 58.2%	--	--	--
Months Supply of Inventory	2.4	1.0	- 58.3%	--	--	--

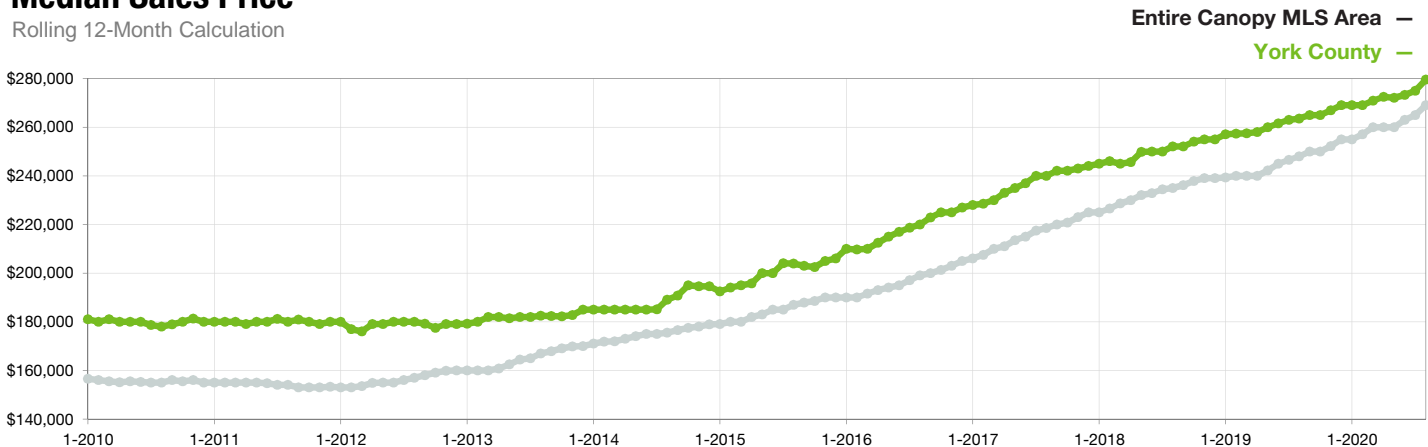
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



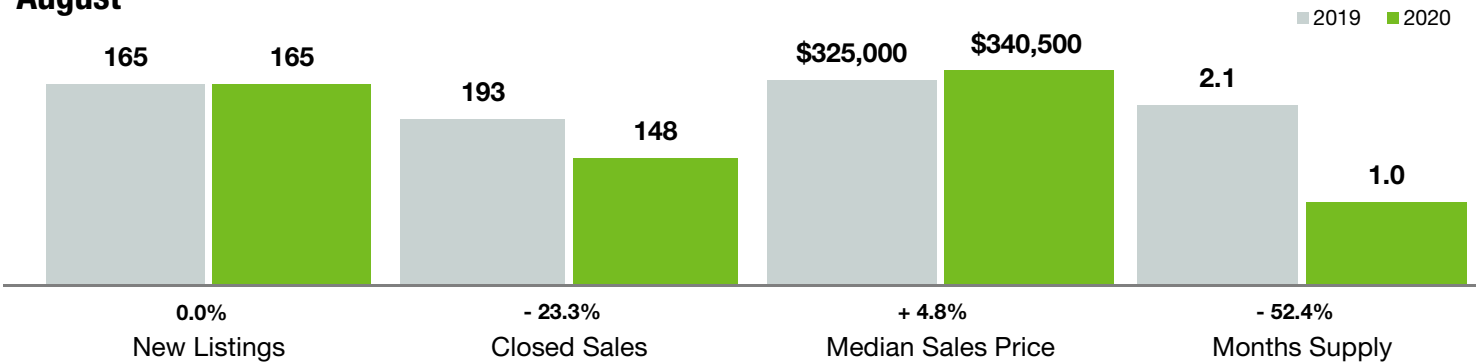
Fort Mill

South Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	165	165	0.0%	1,578	1,303	- 17.4%
Pending Sales	150	182	+ 21.3%	1,345	1,241	- 7.7%
Closed Sales	193	148	- 23.3%	1,257	1,080	- 14.1%
Median Sales Price*	\$325,000	\$340,500	+ 4.8%	\$315,000	\$335,000	+ 6.3%
Average Sales Price*	\$361,783	\$390,604	+ 8.0%	\$352,448	\$373,173	+ 5.9%
Percent of Original List Price Received*	97.3%	98.2%	+ 0.9%	97.7%	98.2%	+ 0.5%
List to Close	98	78	- 20.4%	99	95	- 4.0%
Days on Market Until Sale	49	29	- 40.8%	47	38	- 19.1%
Cumulative Days on Market Until Sale	59	35	- 40.7%	58	45	- 22.4%
Average List Price	\$385,490	\$375,770	- 2.5%	\$373,463	\$383,034	+ 2.6%
Inventory of Homes for Sale	308	131	- 57.5%	--	--	--
Months Supply of Inventory	2.1	1.0	- 52.4%	--	--	--

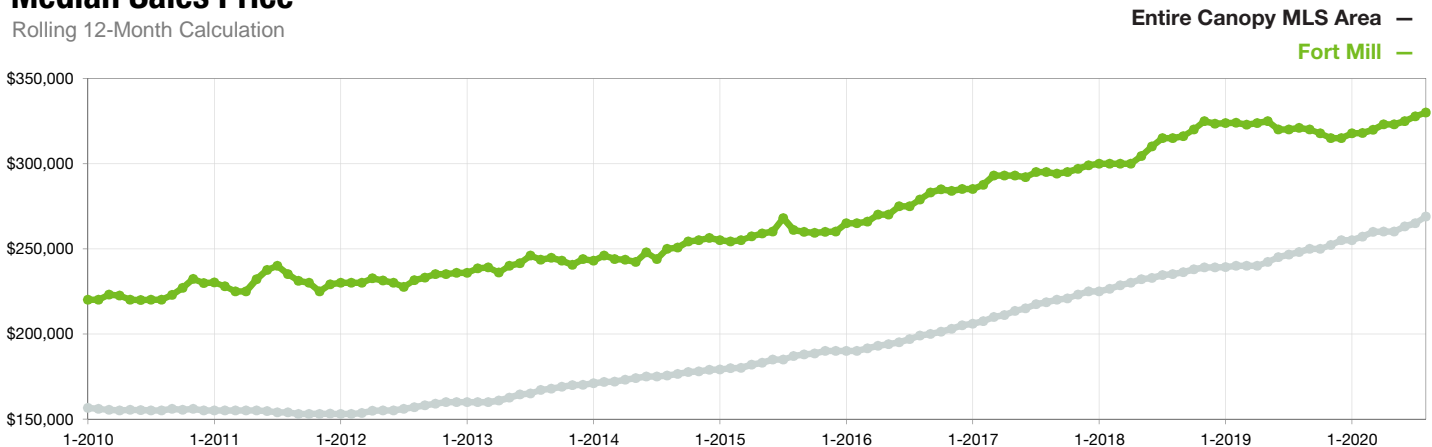
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



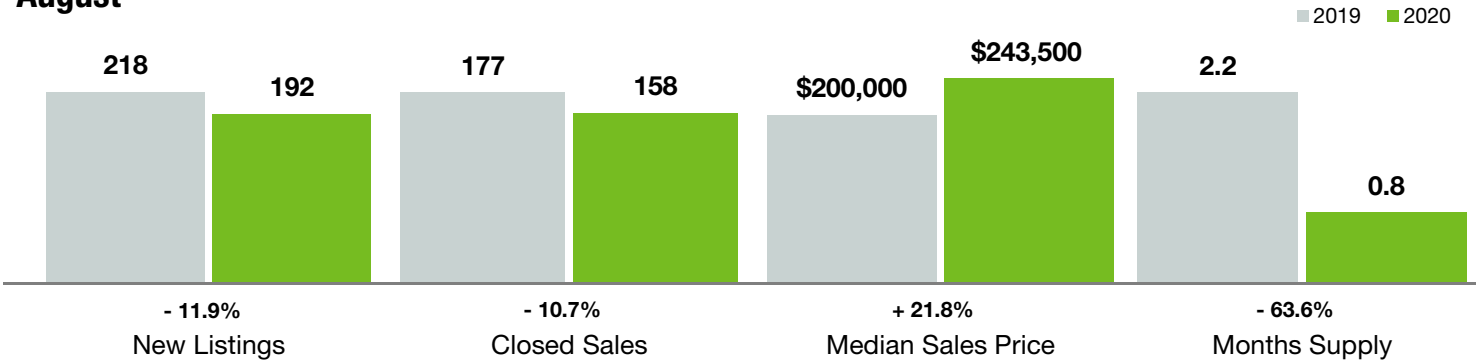
Rock Hill

South Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	218	192	- 11.9%	1,558	1,344	- 13.7%
Pending Sales	181	189	+ 4.4%	1,323	1,332	+ 0.7%
Closed Sales	177	158	- 10.7%	1,228	1,208	- 1.6%
Median Sales Price*	\$200,000	\$243,500	+ 21.8%	\$210,000	\$230,000	+ 9.5%
Average Sales Price*	\$221,701	\$271,789	+ 22.6%	\$219,992	\$247,128	+ 12.3%
Percent of Original List Price Received*	97.3%	98.5%	+ 1.2%	97.3%	97.9%	+ 0.6%
List to Close	68	77	+ 13.2%	77	79	+ 2.6%
Days on Market Until Sale	24	30	+ 25.0%	32	31	- 3.1%
Cumulative Days on Market Until Sale	29	37	+ 27.6%	37	37	0.0%
Average List Price	\$226,777	\$275,698	+ 21.6%	\$237,732	\$252,792	+ 6.3%
Inventory of Homes for Sale	326	129	- 60.4%	--	--	--
Months Supply of Inventory	2.2	0.8	- 63.6%	--	--	--

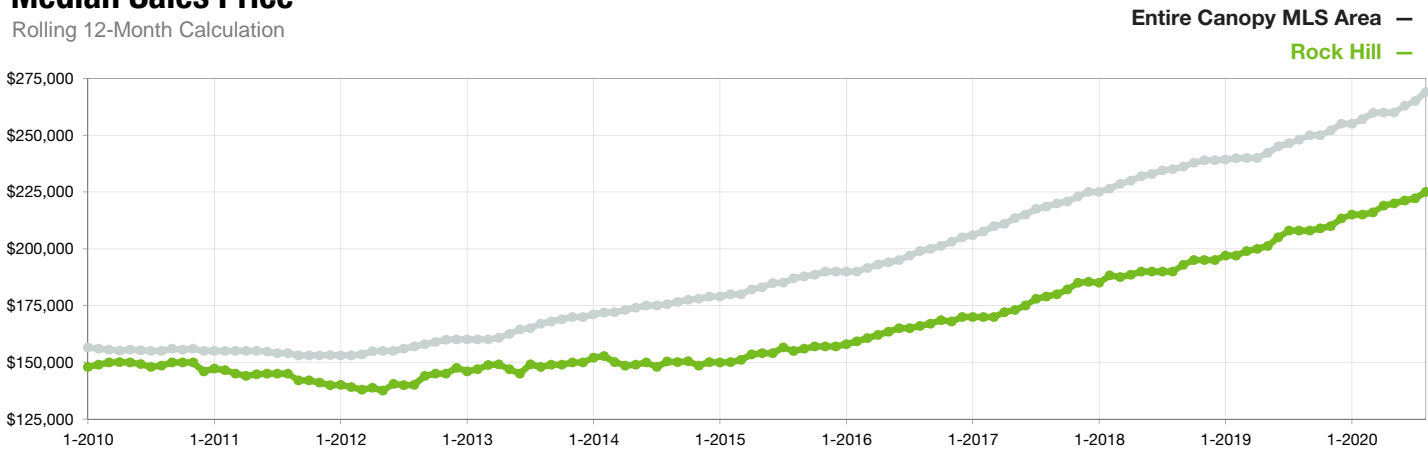
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



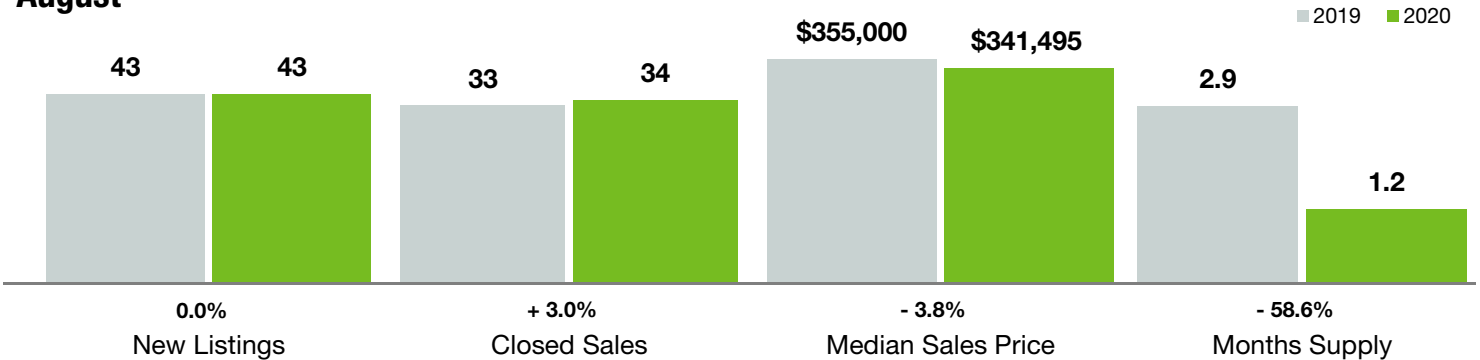
Tega Cay

South Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	43	43	0.0%	357	320	- 10.4%
Pending Sales	44	42	- 4.5%	284	288	+ 1.4%
Closed Sales	33	34	+ 3.0%	252	233	- 7.5%
Median Sales Price*	\$355,000	\$341,495	- 3.8%	\$356,950	\$375,500	+ 5.2%
Average Sales Price*	\$363,232	\$388,433	+ 6.9%	\$376,825	\$393,442	+ 4.4%
Percent of Original List Price Received*	96.0%	99.3%	+ 3.4%	96.6%	97.3%	+ 0.7%
List to Close	107	76	- 29.0%	104	88	- 15.4%
Days on Market Until Sale	58	34	- 41.4%	60	44	- 26.7%
Cumulative Days on Market Until Sale	61	44	- 27.9%	73	53	- 27.4%
Average List Price	\$348,011	\$455,934	+ 31.0%	\$385,069	\$422,123	+ 9.6%
Inventory of Homes for Sale	86	38	- 55.8%	--	--	--
Months Supply of Inventory	2.9	1.2	- 58.6%	--	--	--

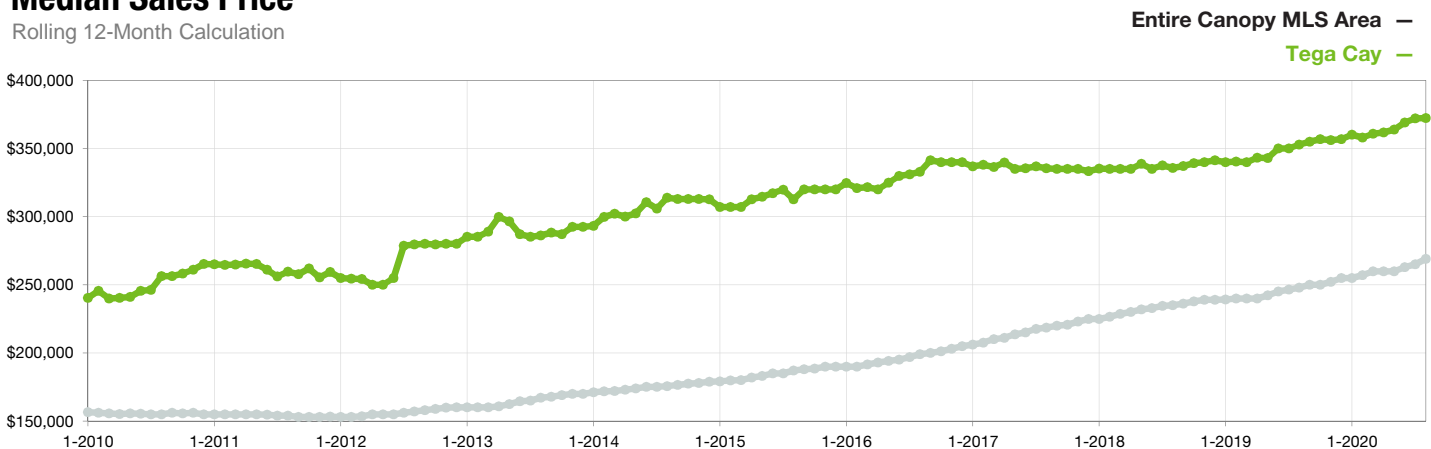
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2020

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



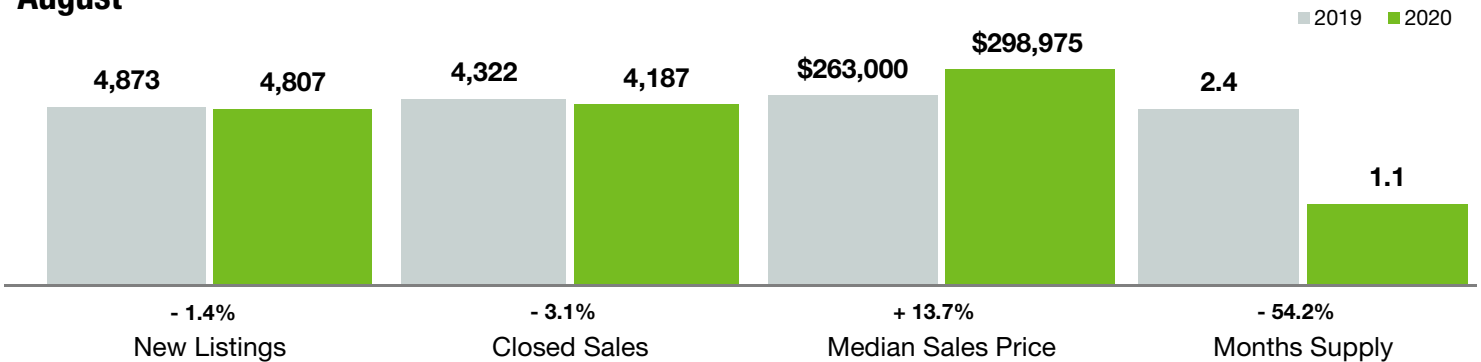
Charlotte MSA

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

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	4,873	4,807	- 1.4%	38,201	35,392	- 7.4%
Pending Sales	3,997	5,020	+ 25.6%	31,583	33,141	+ 4.9%
Closed Sales	4,322	4,187	- 3.1%	29,376	29,109	- 0.9%
Median Sales Price*	\$263,000	\$298,975	+ 13.7%	\$260,000	\$282,000	+ 8.5%
Average Sales Price*	\$314,586	\$355,507	+ 13.0%	\$309,576	\$332,606	+ 7.4%
Percent of Original List Price Received*	97.1%	98.7%	+ 1.6%	97.1%	97.8%	+ 0.7%
List to Close	86	84	- 2.3%	91	91	0.0%
Days on Market Until Sale	36	32	- 11.1%	41	38	- 7.3%
Cumulative Days on Market Until Sale	41	36	- 12.2%	50	44	- 12.0%
Average List Price	\$330,148	\$366,724	+ 11.1%	\$340,637	\$361,766	+ 6.2%
Inventory of Homes for Sale	8,602	4,283	- 50.2%	--	--	--
Months Supply of Inventory	2.4	1.1	- 54.2%	--	--	--

* 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.

August



Median Sales Price

Rolling 12-Month Calculation

