

Local Market Update for October 2020

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION
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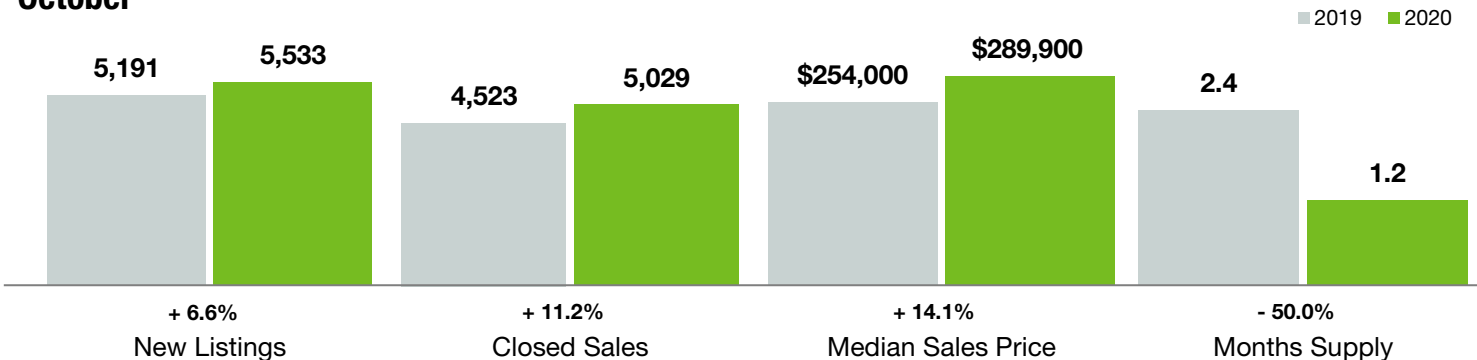
Charlotte Region

Includes Alexander, Anson, Cabarrus, Catawba, Cleveland, Gaston, Iredell, Lincoln, Mecklenburg, Rowan, Stanly and Union Counties in North Carolina and Chester, Chesterfield, Lancaster and York Counties in South Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	5,191	5,533	+ 6.6%	54,791	52,787	- 3.7%
Pending Sales	4,312	5,182	+ 20.2%	45,392	48,770	+ 7.4%
Closed Sales	4,523	5,029	+ 11.2%	43,207	44,686	+ 3.4%
Median Sales Price*	\$254,000	\$289,900	+ 14.1%	\$255,000	\$279,151	+ 9.5%
Average Sales Price*	\$305,371	\$354,248	+ 16.0%	\$303,019	\$331,722	+ 9.5%
Percent of Original List Price Received*	96.5%	98.7%	+ 2.3%	96.8%	97.8%	+ 1.0%
List to Close	92	79	- 14.1%	93	90	- 3.2%
Days on Market Until Sale	40	25	- 37.5%	43	37	- 14.0%
Cumulative Days on Market Until Sale	48	29	- 39.6%	52	43	- 17.3%
Average List Price	\$326,914	\$361,150	+ 10.5%	\$334,042	\$356,158	+ 6.6%
Inventory of Homes for Sale	10,315	5,405	- 47.6%	--	--	--
Months Supply of Inventory	2.4	1.2	- 50.0%	--	--	--

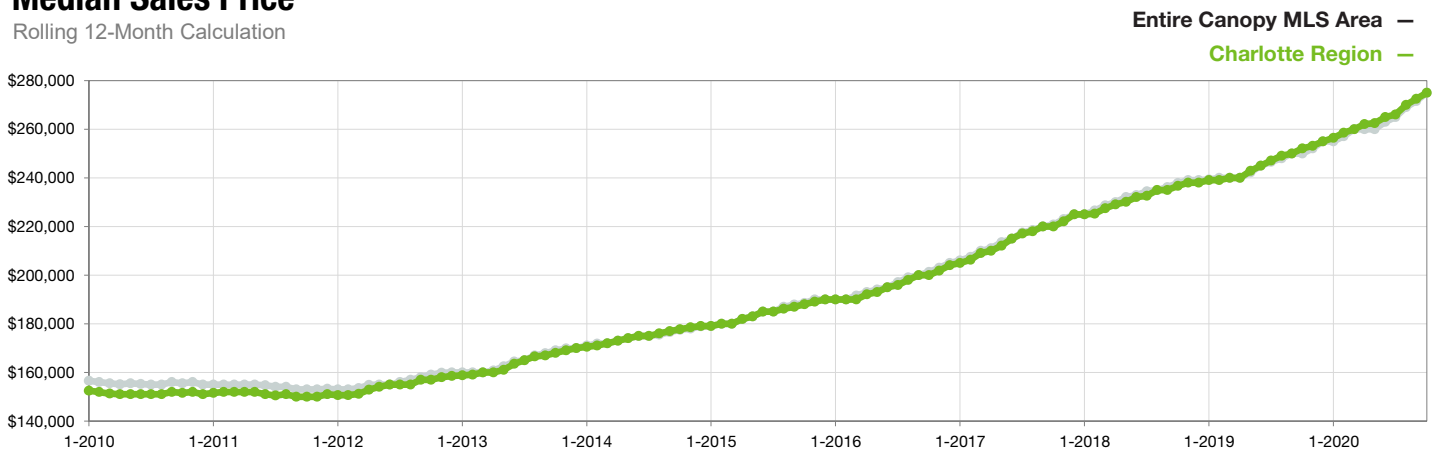
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October



Median Sales Price

Rolling 12-Month Calculation



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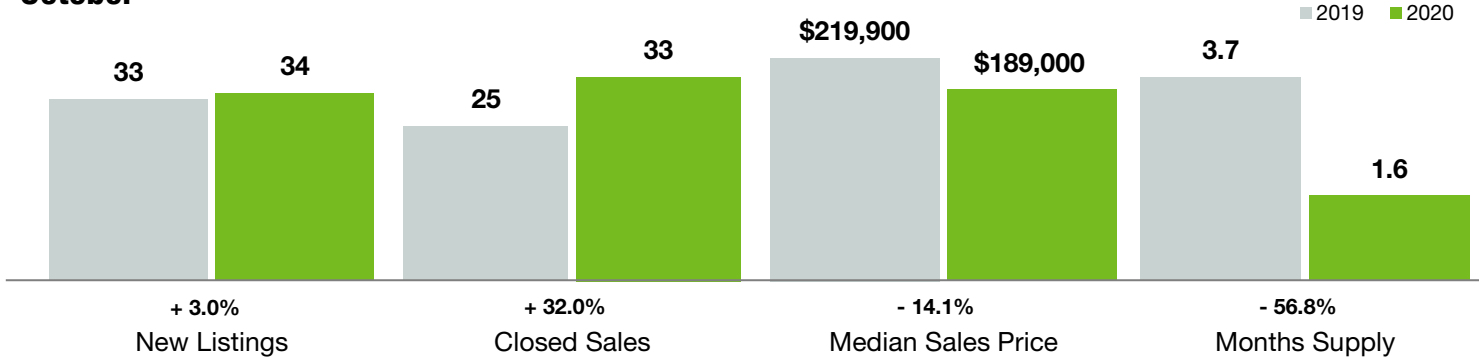
Alexander County

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	33	34	+ 3.0%	294	313	+ 6.5%
Pending Sales	25	35	+ 40.0%	251	292	+ 16.3%
Closed Sales	25	33	+ 32.0%	237	272	+ 14.8%
Median Sales Price*	\$219,900	\$189,000	- 14.1%	\$163,000	\$180,000	+ 10.4%
Average Sales Price*	\$244,185	\$241,262	- 1.2%	\$201,102	\$234,180	+ 16.4%
Percent of Original List Price Received*	95.9%	99.6%	+ 3.9%	94.9%	96.8%	+ 2.0%
List to Close	118	85	- 28.0%	115	103	- 10.4%
Days on Market Until Sale	43	30	- 30.2%	61	51	- 16.4%
Cumulative Days on Market Until Sale	76	43	- 43.4%	74	64	- 13.5%
Average List Price	\$229,792	\$341,676	+ 48.7%	\$240,215	\$268,747	+ 11.9%
Inventory of Homes for Sale	87	43	- 50.6%	--	--	--
Months Supply of Inventory	3.7	1.6	- 56.8%	--	--	--

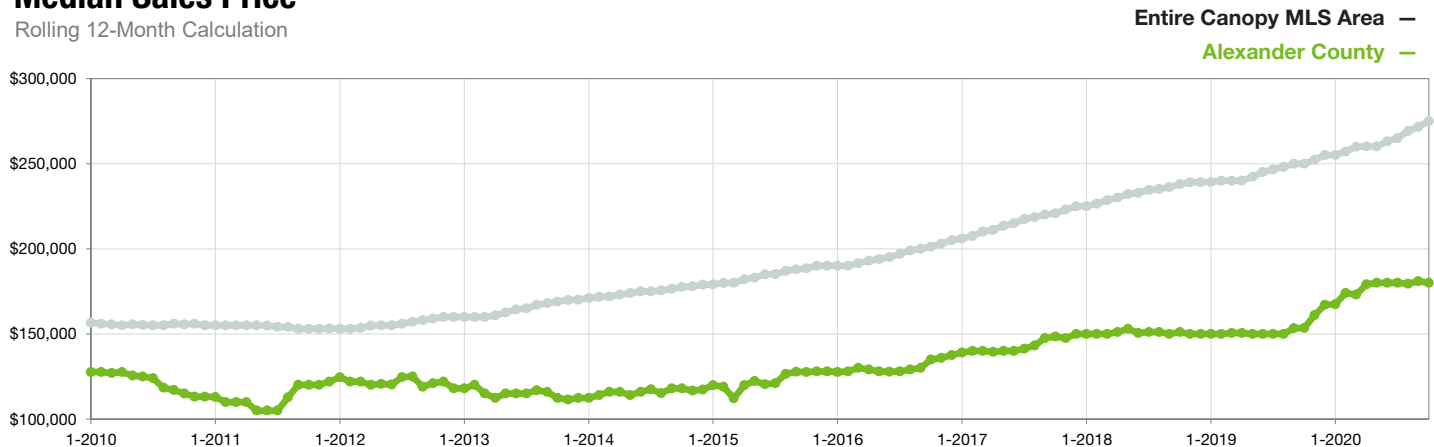
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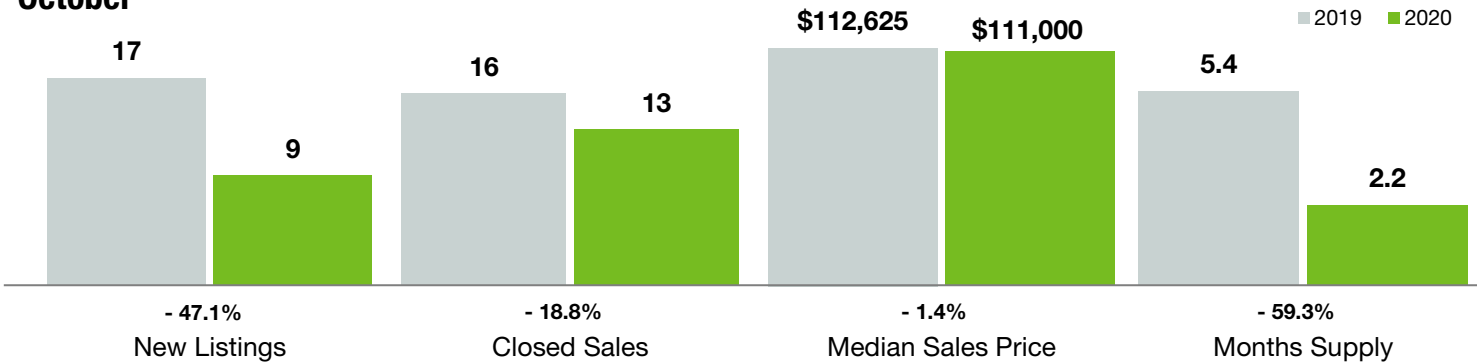
Anson County

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	17	9	- 47.1%	159	112	- 29.6%
Pending Sales	11	15	+ 36.4%	126	121	- 4.0%
Closed Sales	16	13	- 18.8%	120	113	- 5.8%
Median Sales Price*	\$112,625	\$111,000	- 1.4%	\$115,000	\$116,000	+ 0.9%
Average Sales Price*	\$127,266	\$120,923	- 5.0%	\$125,859	\$124,354	- 1.2%
Percent of Original List Price Received*	99.4%	97.6%	- 1.8%	93.1%	91.9%	- 1.3%
List to Close	129	89	- 31.0%	136	151	+ 11.0%
Days on Market Until Sale	61	51	- 16.4%	86	96	+ 11.6%
Cumulative Days on Market Until Sale	61	51	- 16.4%	98	105	+ 7.1%
Average List Price	\$104,831	\$239,933	+ 128.9%	\$136,010	\$168,029	+ 23.5%
Inventory of Homes for Sale	62	26	- 58.1%	--	--	--
Months Supply of Inventory	5.4	2.2	- 59.3%	--	--	--

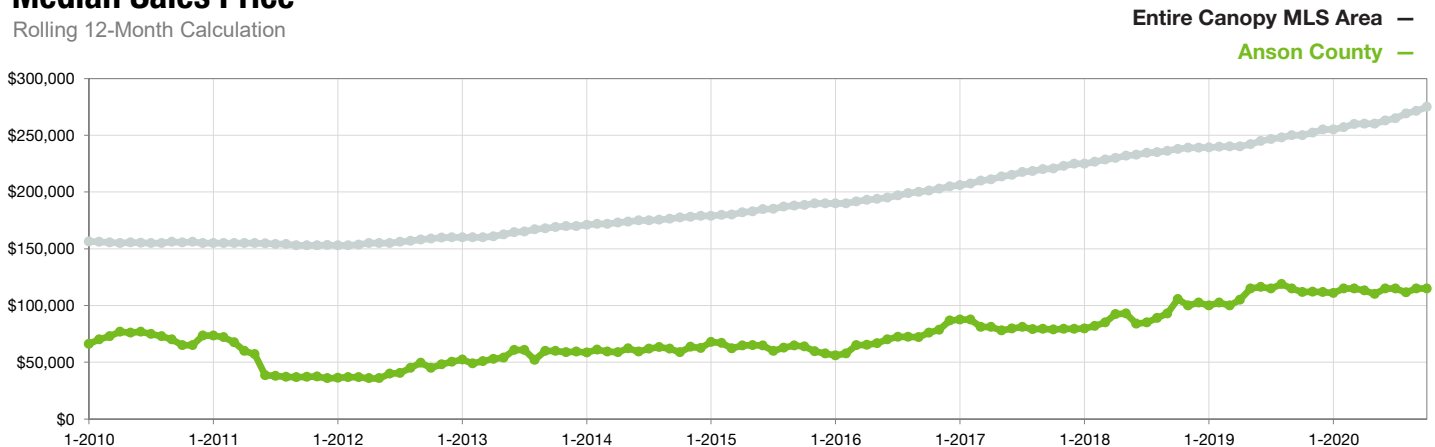
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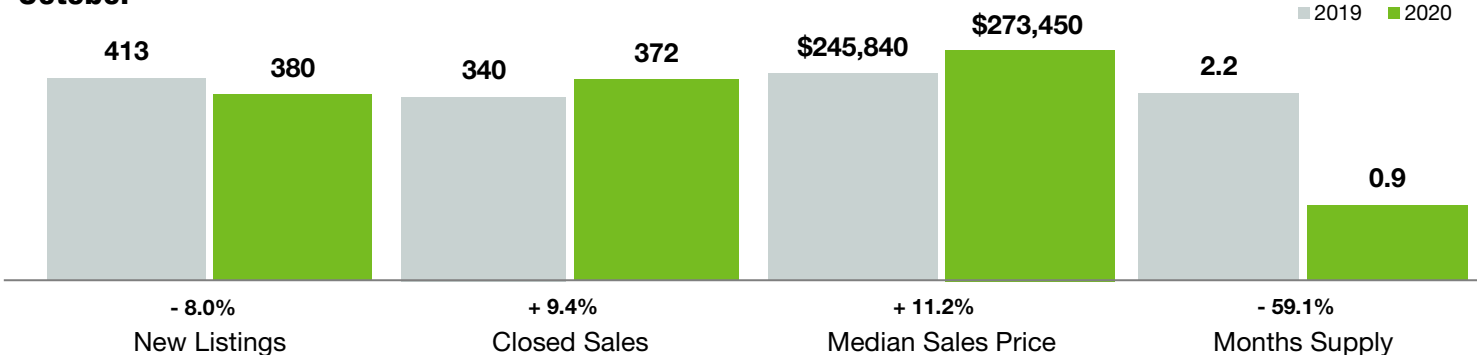
Cabarrus County

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	413	380	- 8.0%	4,282	3,921	- 8.4%
Pending Sales	314	348	+ 10.8%	3,537	3,608	+ 2.0%
Closed Sales	340	372	+ 9.4%	3,434	3,391	- 1.3%
Median Sales Price*	\$245,840	\$273,450	+ 11.2%	\$245,000	\$265,840	+ 8.5%
Average Sales Price*	\$260,387	\$298,435	+ 14.6%	\$262,969	\$284,687	+ 8.3%
Percent of Original List Price Received*	96.9%	98.6%	+ 1.8%	97.1%	97.9%	+ 0.8%
List to Close	89	71	- 20.2%	92	83	- 9.8%
Days on Market Until Sale	36	22	- 38.9%	39	33	- 15.4%
Cumulative Days on Market Until Sale	47	22	- 53.2%	48	40	- 16.7%
Average List Price	\$275,787	\$304,100	+ 10.3%	\$277,542	\$299,580	+ 7.9%
Inventory of Homes for Sale	724	301	- 58.4%	--	--	--
Months Supply of Inventory	2.2	0.9	- 59.1%	--	--	--

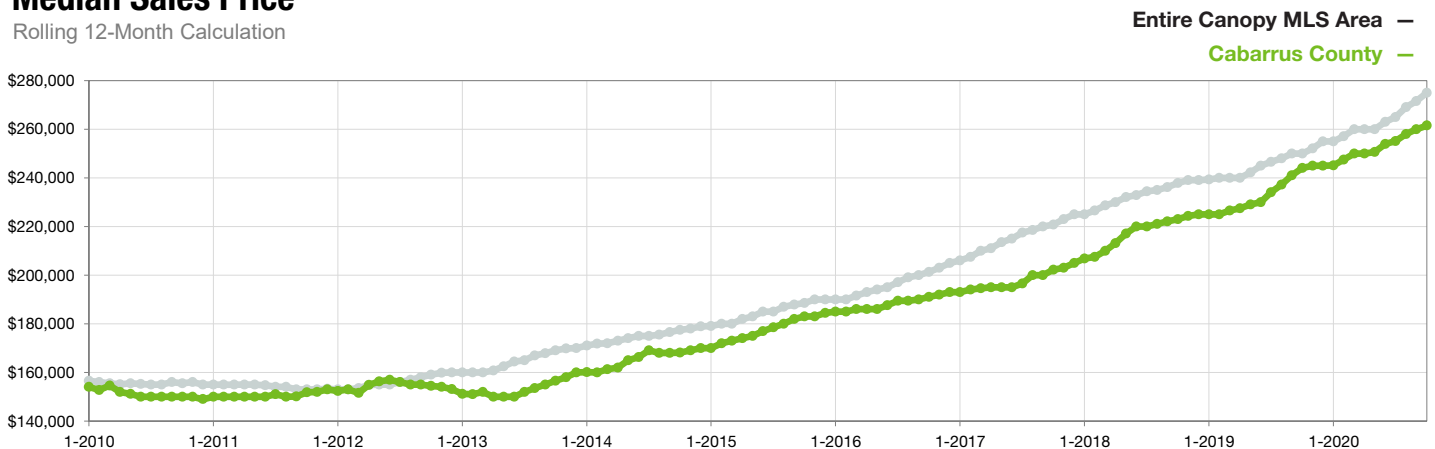
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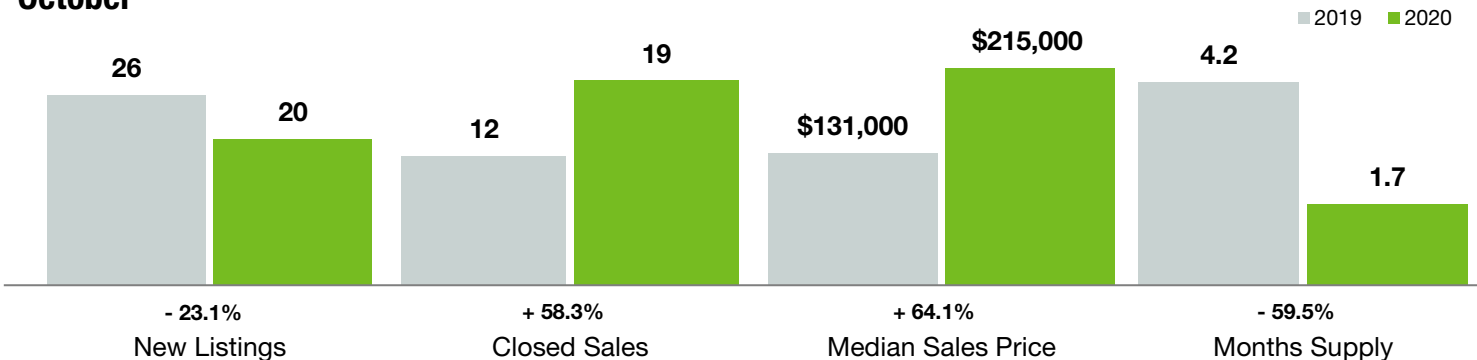
Chester County

South Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	26	20	- 23.1%	224	210	- 6.3%
Pending Sales	20	17	- 15.0%	169	204	+ 20.7%
Closed Sales	12	19	+ 58.3%	155	187	+ 20.6%
Median Sales Price*	\$131,000	\$215,000	+ 64.1%	\$127,250	\$167,000	+ 31.2%
Average Sales Price*	\$129,792	\$256,200	+ 97.4%	\$144,854	\$188,552	+ 30.2%
Percent of Original List Price Received*	91.7%	97.0%	+ 5.8%	91.9%	95.4%	+ 3.8%
List to Close	88	75	- 14.8%	106	107	+ 0.9%
Days on Market Until Sale	29	20	- 31.0%	59	49	- 16.9%
Cumulative Days on Market Until Sale	45	20	- 55.6%	74	55	- 25.7%
Average List Price	\$227,511	\$192,590	- 15.3%	\$171,898	\$201,011	+ 16.9%
Inventory of Homes for Sale	67	32	- 52.2%	--	--	--
Months Supply of Inventory	4.2	1.7	- 59.5%	--	--	--

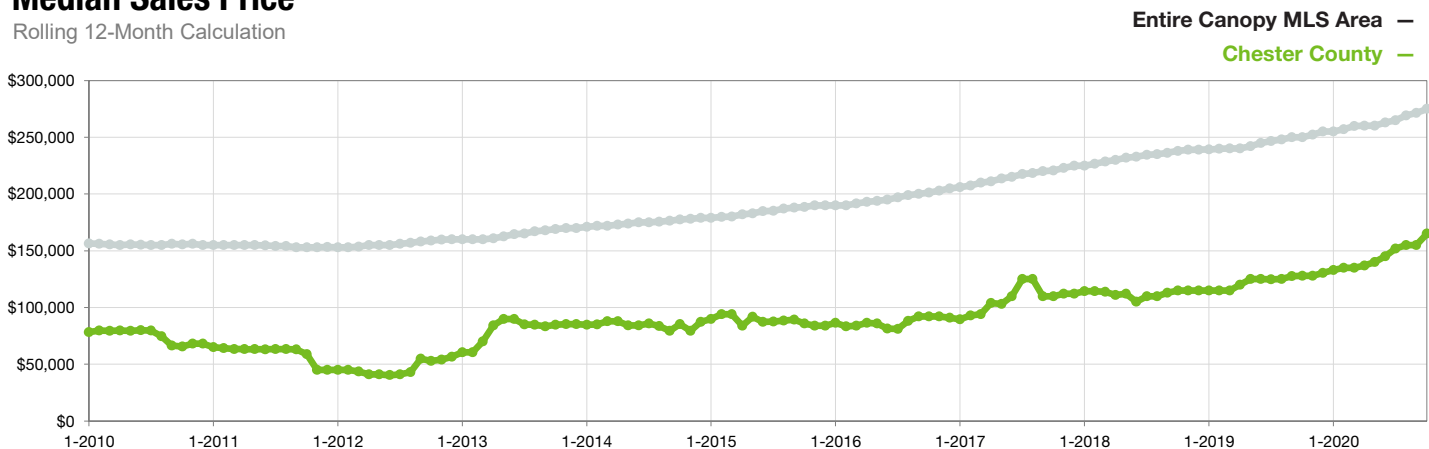
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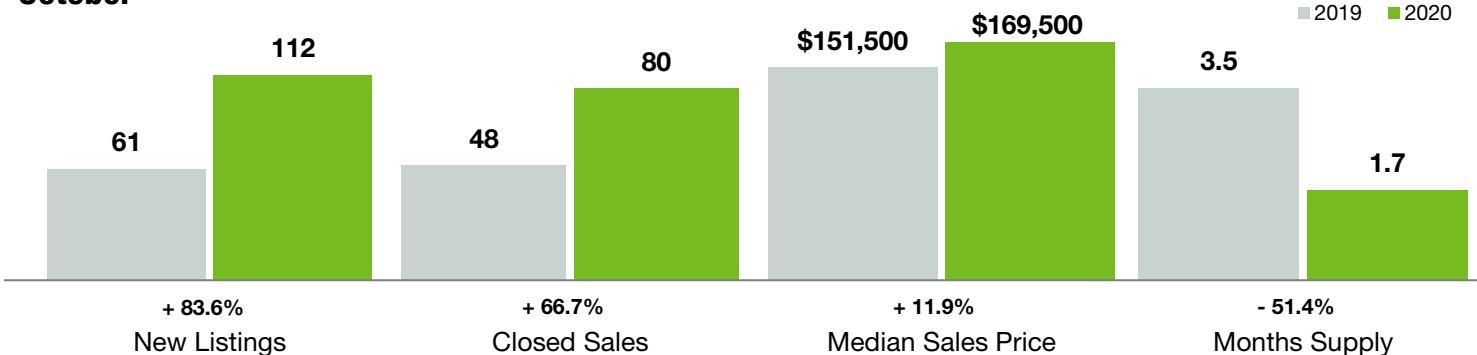
Cleveland County

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	61	112	+ 83.6%	622	883	+ 42.0%
Pending Sales	53	85	+ 60.4%	511	779	+ 52.4%
Closed Sales	48	80	+ 66.7%	496	678	+ 36.7%
Median Sales Price*	\$151,500	\$169,500	+ 11.9%	\$145,850	\$160,000	+ 9.7%
Average Sales Price*	\$180,268	\$184,863	+ 2.5%	\$171,279	\$186,603	+ 8.9%
Percent of Original List Price Received*	97.5%	98.7%	+ 1.2%	94.8%	96.1%	+ 1.4%
List to Close	95	87	- 8.4%	116	93	- 19.8%
Days on Market Until Sale	44	29	- 34.1%	60	43	- 28.3%
Cumulative Days on Market Until Sale	49	36	- 26.5%	67	48	- 28.4%
Average List Price	\$174,034	\$202,854	+ 16.6%	\$188,470	\$198,642	+ 5.4%
Inventory of Homes for Sale	172	118	- 31.4%	--	--	--
Months Supply of Inventory	3.5	1.7	- 51.4%	--	--	--

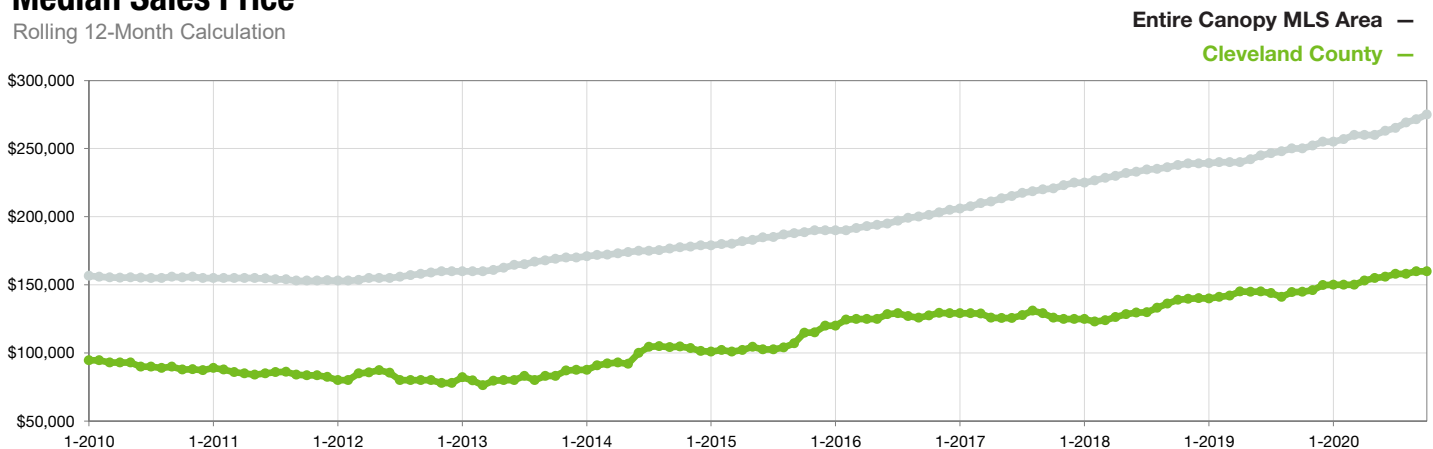
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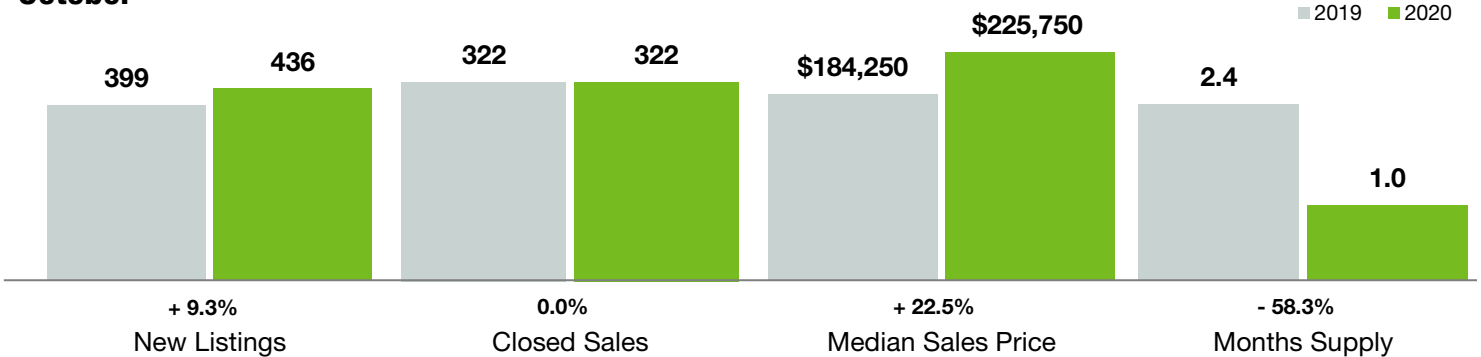
Gaston County

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	399	436	+ 9.3%	3,762	3,661	- 2.7%
Pending Sales	323	422	+ 30.7%	3,167	3,467	+ 9.5%
Closed Sales	322	322	0.0%	2,983	3,191	+ 7.0%
Median Sales Price*	\$184,250	\$225,750	+ 22.5%	\$190,000	\$215,000	+ 13.2%
Average Sales Price*	\$203,918	\$256,703	+ 25.9%	\$211,845	\$241,803	+ 14.1%
Percent of Original List Price Received*	96.0%	98.3%	+ 2.4%	96.9%	97.4%	+ 0.5%
List to Close	82	73	- 11.0%	90	91	+ 1.1%
Days on Market Until Sale	31	23	- 25.8%	38	37	- 2.6%
Cumulative Days on Market Until Sale	36	26	- 27.8%	43	41	- 4.7%
Average List Price	\$239,449	\$279,895	+ 16.9%	\$227,395	\$247,366	+ 8.8%
Inventory of Homes for Sale	726	346	- 52.3%	--	--	--
Months Supply of Inventory	2.4	1.0	- 58.3%	--	--	--

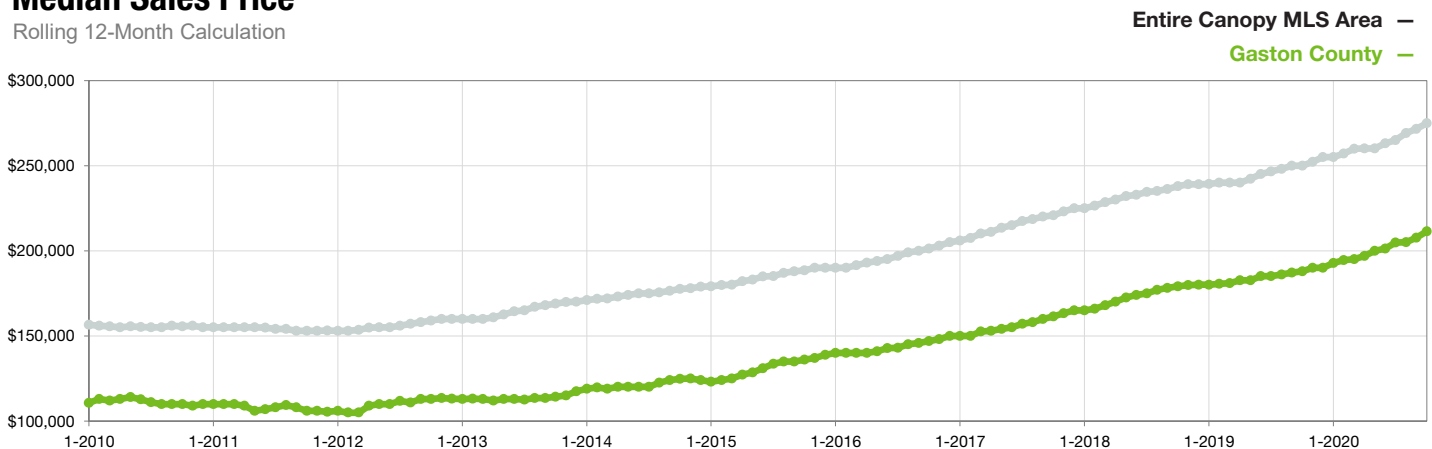
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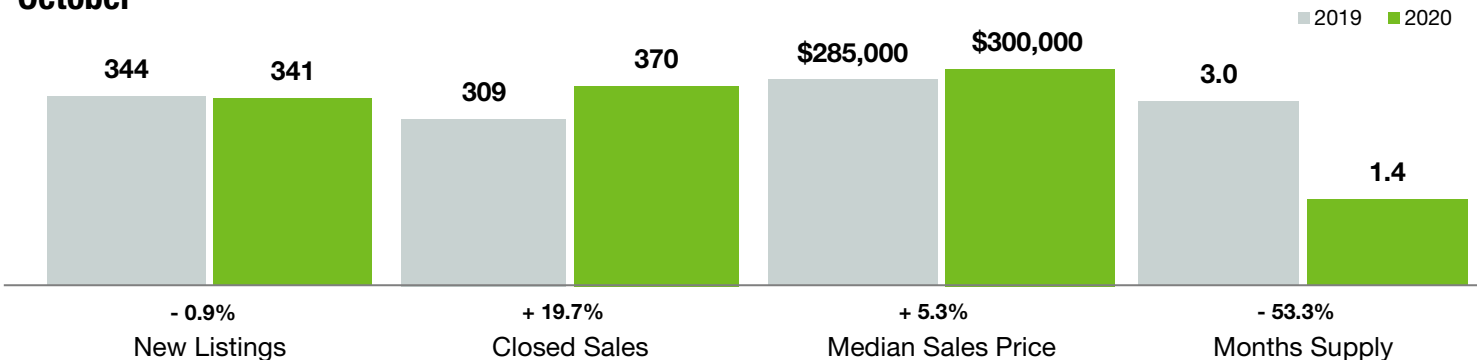
Iredell County

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	344	341	- 0.9%	3,812	3,664	- 3.9%
Pending Sales	292	336	+ 15.1%	3,161	3,413	+ 8.0%
Closed Sales	309	370	+ 19.7%	2,988	3,160	+ 5.8%
Median Sales Price*	\$285,000	\$300,000	+ 5.3%	\$265,785	\$291,990	+ 9.9%
Average Sales Price*	\$358,735	\$426,934	+ 19.0%	\$327,398	\$371,712	+ 13.5%
Percent of Original List Price Received*	96.3%	98.0%	+ 1.8%	95.7%	97.4%	+ 1.8%
List to Close	116	88	- 24.1%	111	100	- 9.9%
Days on Market Until Sale	59	33	- 44.1%	60	48	- 20.0%
Cumulative Days on Market Until Sale	68	42	- 38.2%	74	55	- 25.7%
Average List Price	\$362,743	\$409,582	+ 12.9%	\$371,715	\$400,483	+ 7.7%
Inventory of Homes for Sale	877	450	- 48.7%	--	--	--
Months Supply of Inventory	3.0	1.4	- 53.3%	--	--	--

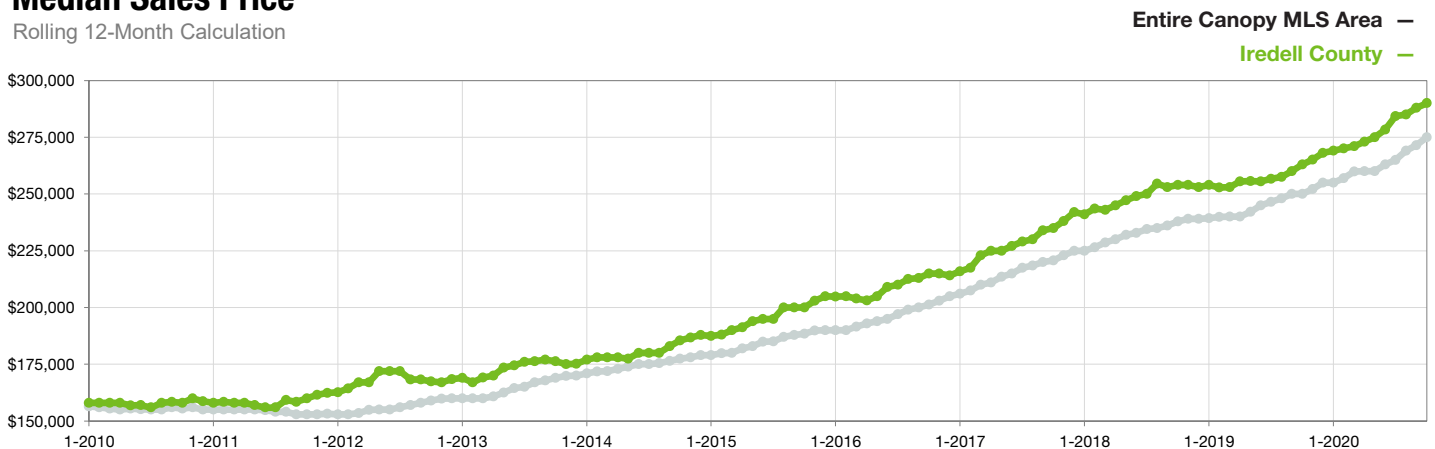
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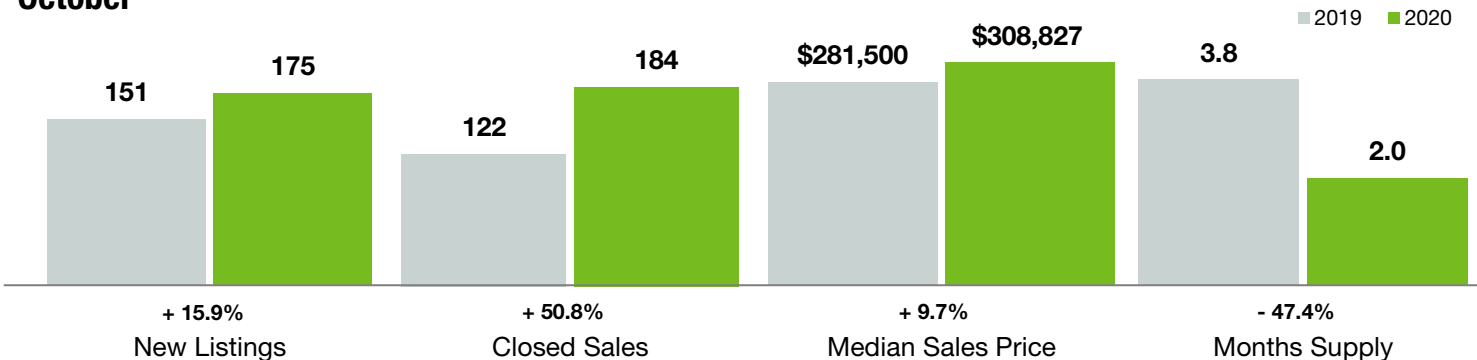
Lincoln County

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	151	175	+ 15.9%	1,544	1,664	+ 7.8%
Pending Sales	110	150	+ 36.4%	1,156	1,467	+ 26.9%
Closed Sales	122	184	+ 50.8%	1,122	1,297	+ 15.6%
Median Sales Price*	\$281,500	\$308,827	+ 9.7%	\$279,980	\$300,121	+ 7.2%
Average Sales Price*	\$290,137	\$366,628	+ 26.4%	\$309,263	\$346,688	+ 12.1%
Percent of Original List Price Received*	96.7%	98.2%	+ 1.6%	96.2%	97.0%	+ 0.8%
List to Close	95	93	- 2.1%	109	109	0.0%
Days on Market Until Sale	44	39	- 11.4%	57	58	+ 1.8%
Cumulative Days on Market Until Sale	55	50	- 9.1%	70	69	- 1.4%
Average List Price	\$325,998	\$387,323	+ 18.8%	\$343,621	\$358,890	+ 4.4%
Inventory of Homes for Sale	420	269	- 36.0%	--	--	--
Months Supply of Inventory	3.8	2.0	- 47.4%	--	--	--

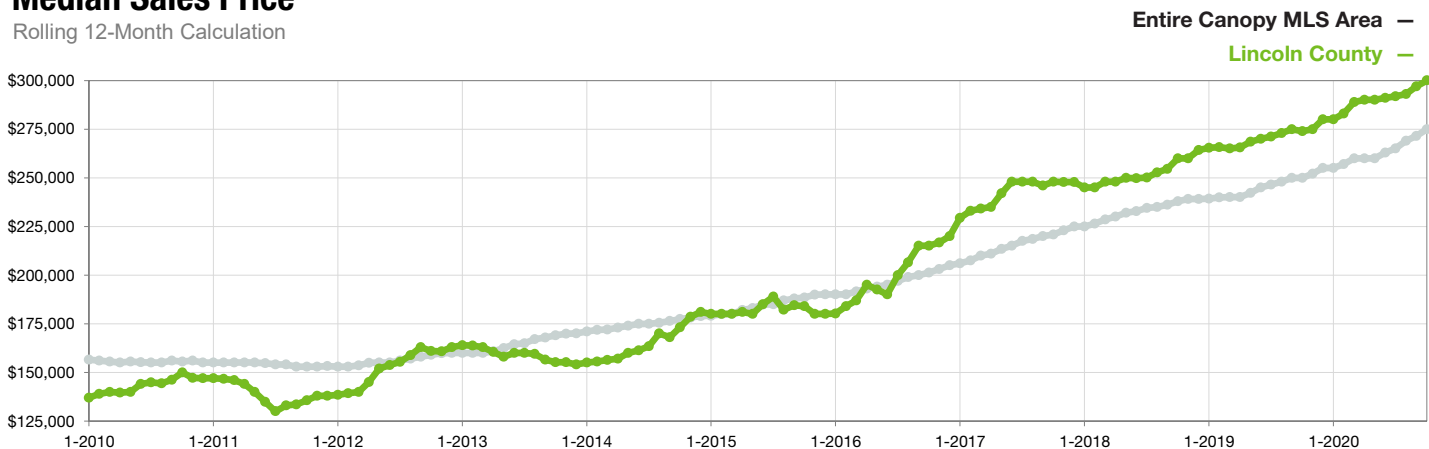
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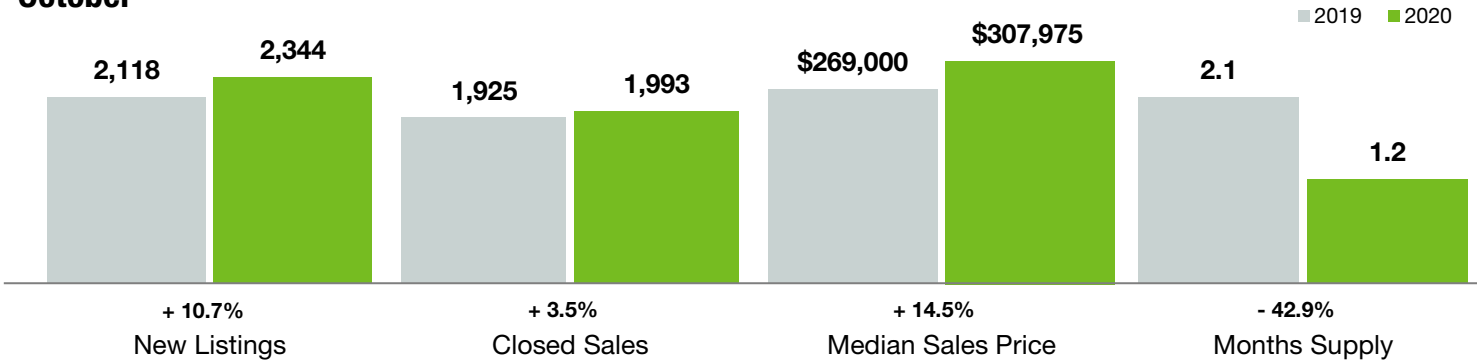
Mecklenburg County

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	2,118	2,344	+ 10.7%	22,593	21,554	- 4.6%
Pending Sales	1,789	2,149	+ 20.1%	18,715	19,586	+ 4.7%
Closed Sales	1,925	1,993	+ 3.5%	17,763	18,006	+ 1.4%
Median Sales Price*	\$269,000	\$307,975	+ 14.5%	\$270,000	\$297,329	+ 10.1%
Average Sales Price*	\$343,515	\$389,072	+ 13.3%	\$340,897	\$371,316	+ 8.9%
Percent of Original List Price Received*	96.6%	99.2%	+ 2.7%	97.2%	98.3%	+ 1.1%
List to Close	87	77	- 11.5%	86	85	- 1.2%
Days on Market Until Sale	37	22	- 40.5%	37	31	- 16.2%
Cumulative Days on Market Until Sale	43	24	- 44.2%	44	36	- 18.2%
Average List Price	\$375,288	\$409,109	+ 9.0%	\$378,897	\$406,004	+ 7.2%
Inventory of Homes for Sale	3,745	2,222	- 40.7%	--	--	--
Months Supply of Inventory	2.1	1.2	- 42.9%	--	--	--

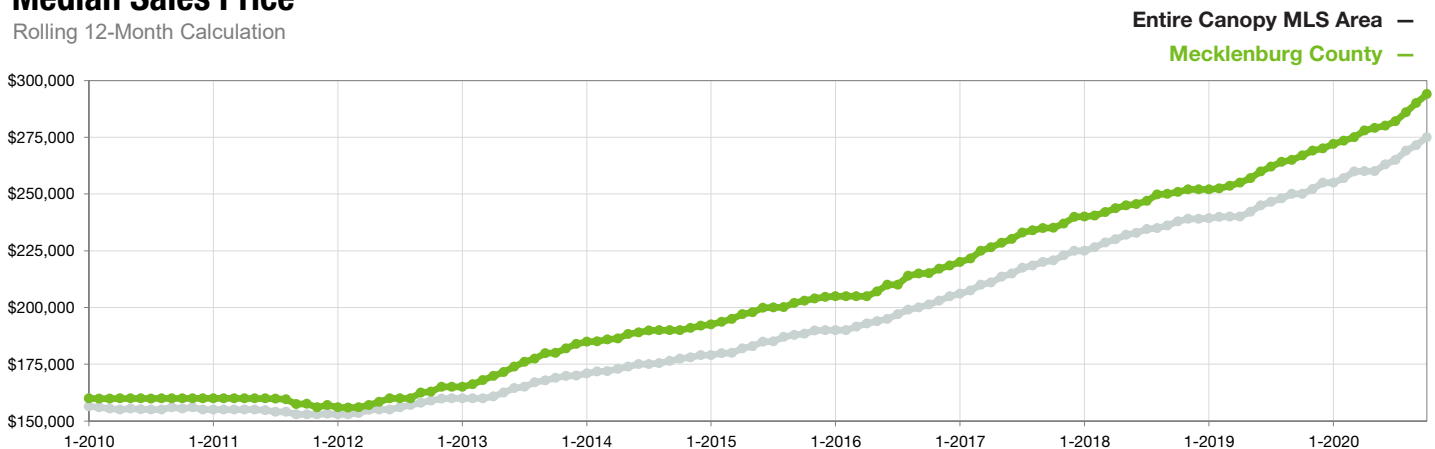
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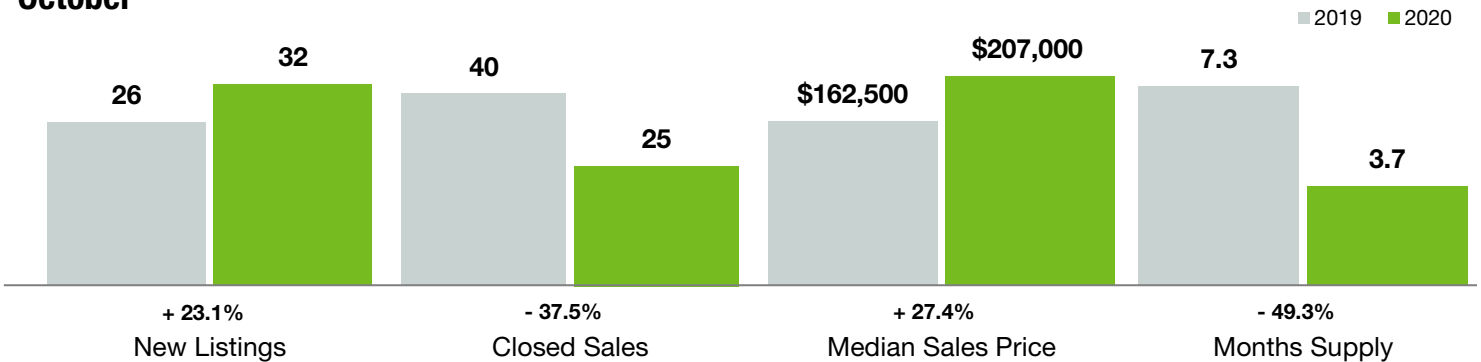
Montgomery County

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	26	32	+ 23.1%	406	319	- 21.4%
Pending Sales	30	22	- 26.7%	270	301	+ 11.5%
Closed Sales	40	25	- 37.5%	258	286	+ 10.9%
Median Sales Price*	\$162,500	\$207,000	+ 27.4%	\$131,000	\$170,500	+ 30.2%
Average Sales Price*	\$266,828	\$315,670	+ 18.3%	\$243,152	\$257,462	+ 5.9%
Percent of Original List Price Received*	90.0%	94.1%	+ 4.6%	90.0%	90.9%	+ 1.0%
List to Close	153	143	- 6.5%	139	154	+ 10.8%
Days on Market Until Sale	110	94	- 14.5%	101	112	+ 10.9%
Cumulative Days on Market Until Sale	117	94	- 19.7%	113	130	+ 15.0%
Average List Price	\$319,014	\$244,284	- 23.4%	\$281,745	\$291,930	+ 3.6%
Inventory of Homes for Sale	178	100	- 43.8%	--	--	--
Months Supply of Inventory	7.3	3.7	- 49.3%	--	--	--

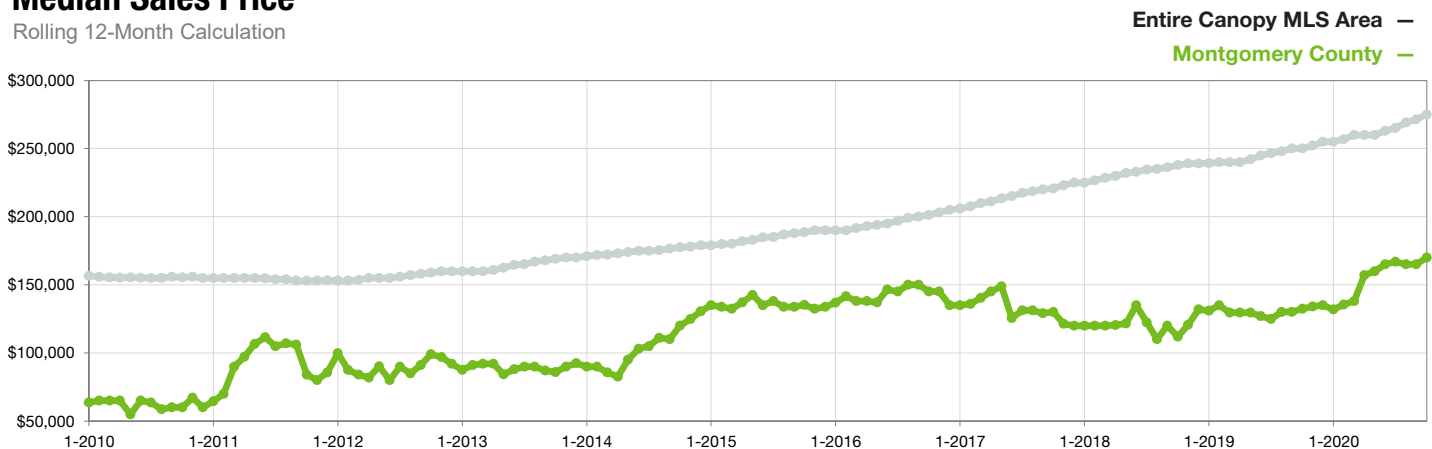
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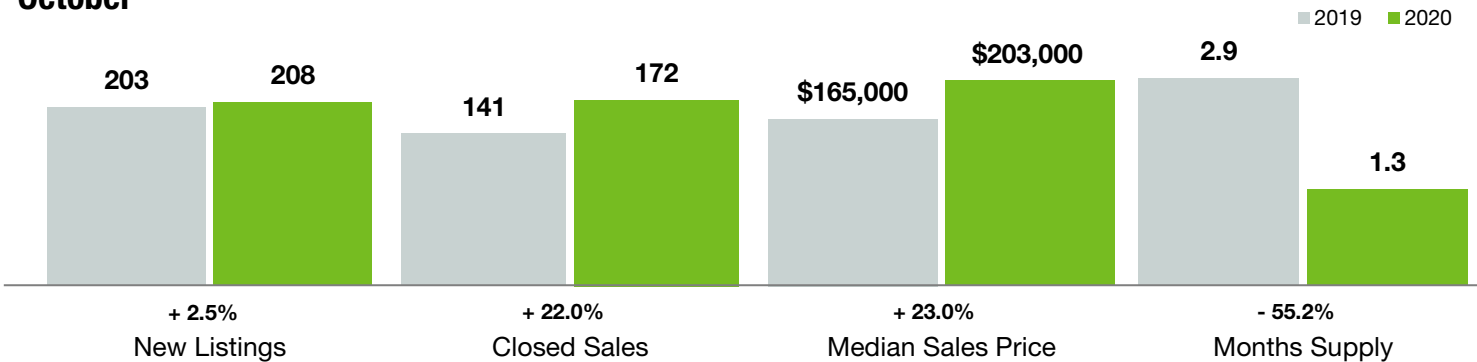
Rowan County

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	203	208	+ 2.5%	1,818	1,934	+ 6.4%
Pending Sales	136	194	+ 42.6%	1,484	1,781	+ 20.0%
Closed Sales	141	172	+ 22.0%	1,431	1,538	+ 7.5%
Median Sales Price*	\$165,000	\$203,000	+ 23.0%	\$160,000	\$185,700	+ 16.1%
Average Sales Price*	\$188,898	\$225,480	+ 19.4%	\$176,357	\$205,001	+ 16.2%
Percent of Original List Price Received*	94.9%	97.2%	+ 2.4%	95.4%	96.9%	+ 1.6%
List to Close	93	82	- 11.8%	97	91	- 6.2%
Days on Market Until Sale	42	30	- 28.6%	48	39	- 18.8%
Cumulative Days on Market Until Sale	49	34	- 30.6%	55	44	- 20.0%
Average List Price	\$216,487	\$252,762	+ 16.8%	\$202,219	\$224,111	+ 10.8%
Inventory of Homes for Sale	403	218	- 45.9%	--	--	--
Months Supply of Inventory	2.9	1.3	- 55.2%	--	--	--

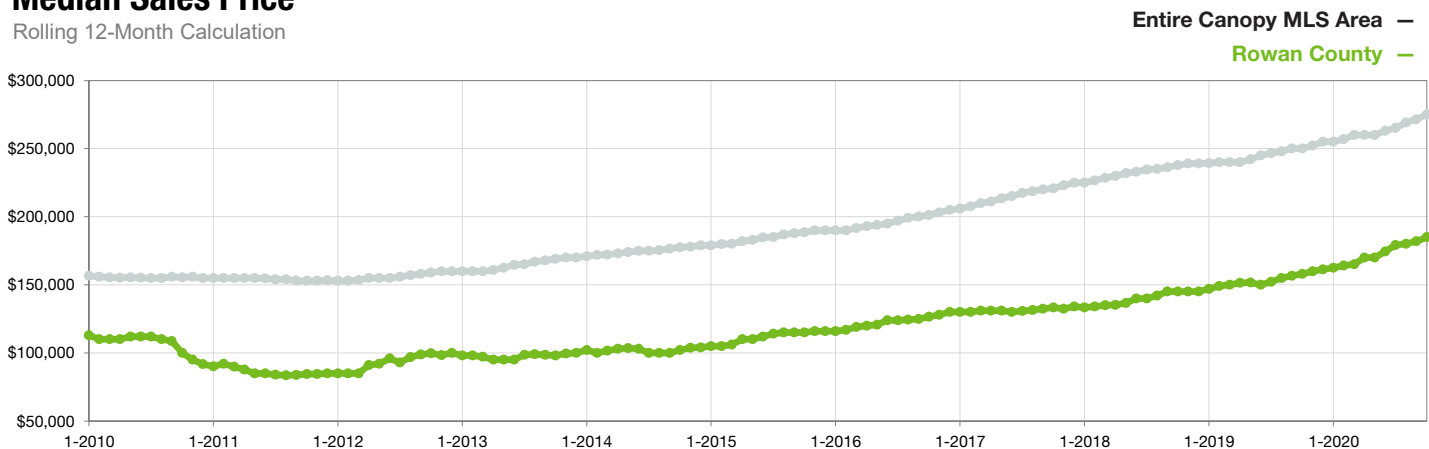
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October



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for October 2020

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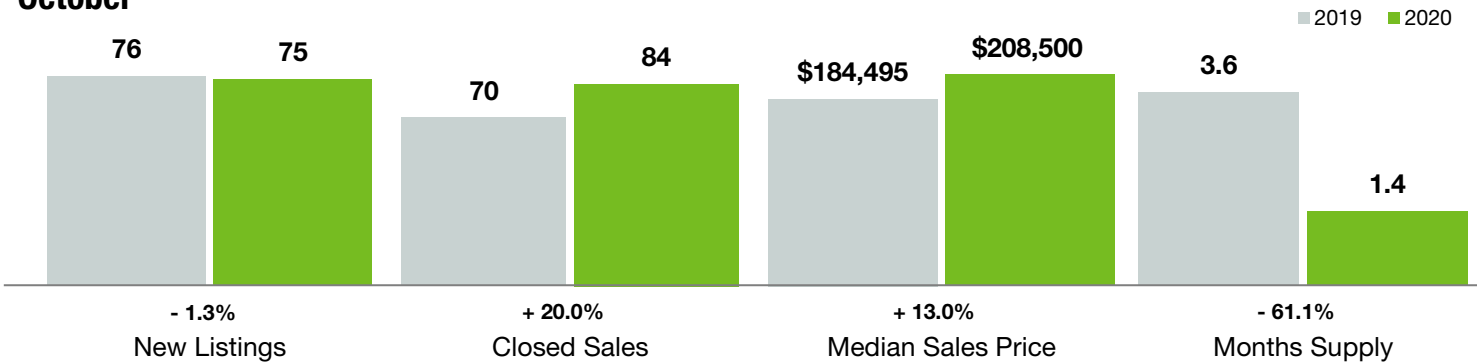
Stanly County

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	76	75	- 1.3%	782	725	- 7.3%
Pending Sales	78	79	+ 1.3%	622	697	+ 12.1%
Closed Sales	70	84	+ 20.0%	576	665	+ 15.5%
Median Sales Price*	\$184,495	\$208,500	+ 13.0%	\$183,445	\$185,000	+ 0.8%
Average Sales Price*	\$215,630	\$238,472	+ 10.6%	\$206,612	\$210,587	+ 1.9%
Percent of Original List Price Received*	95.4%	95.4%	0.0%	94.8%	95.8%	+ 1.1%
List to Close	107	91	- 15.0%	113	104	- 8.0%
Days on Market Until Sale	53	42	- 20.8%	59	49	- 16.9%
Cumulative Days on Market Until Sale	63	43	- 31.7%	67	59	- 11.9%
Average List Price	\$186,820	\$233,592	+ 25.0%	\$226,608	\$228,918	+ 1.0%
Inventory of Homes for Sale	208	91	- 56.3%	--	--	--
Months Supply of Inventory	3.6	1.4	- 61.1%	--	--	--

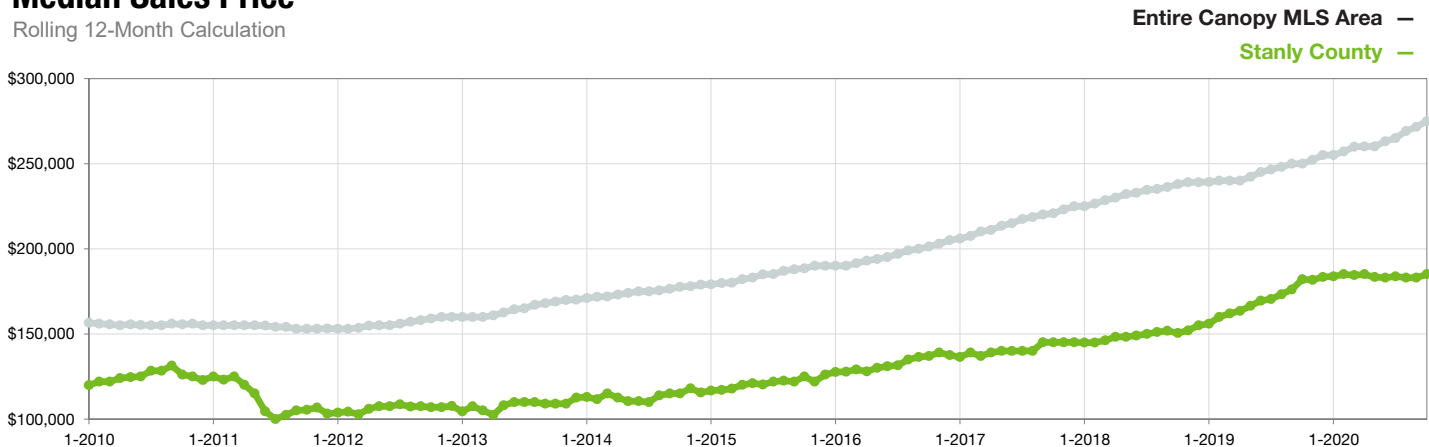
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October



Median Sales Price

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Local Market Update for October 2020

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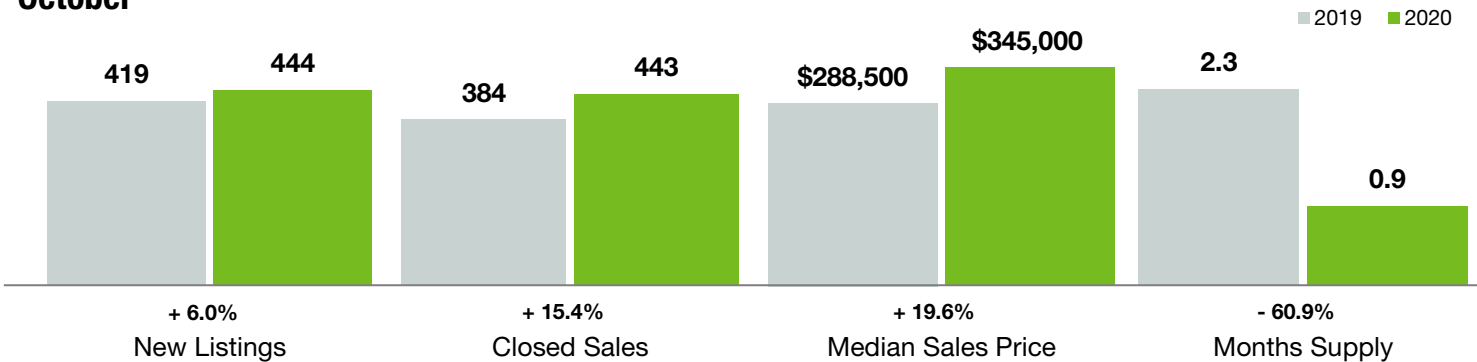
Union County

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	419	444	+ 6.0%	4,839	4,553	- 5.9%
Pending Sales	360	444	+ 23.3%	4,037	4,263	+ 5.6%
Closed Sales	384	443	+ 15.4%	3,819	3,942	+ 3.2%
Median Sales Price*	\$288,500	\$345,000	+ 19.6%	\$303,000	\$332,000	+ 9.6%
Average Sales Price*	\$332,803	\$423,246	+ 27.2%	\$356,272	\$388,748	+ 9.1%
Percent of Original List Price Received*	96.3%	98.9%	+ 2.7%	97.1%	98.1%	+ 1.0%
List to Close	94	79	- 16.0%	95	88	- 7.4%
Days on Market Until Sale	44	25	- 43.2%	46	37	- 19.6%
Cumulative Days on Market Until Sale	54	29	- 46.3%	56	43	- 23.2%
Average List Price	\$379,362	\$390,770	+ 3.0%	\$390,890	\$413,057	+ 5.7%
Inventory of Homes for Sale	850	367	- 56.8%	--	--	--
Months Supply of Inventory	2.3	0.9	- 60.9%	--	--	--

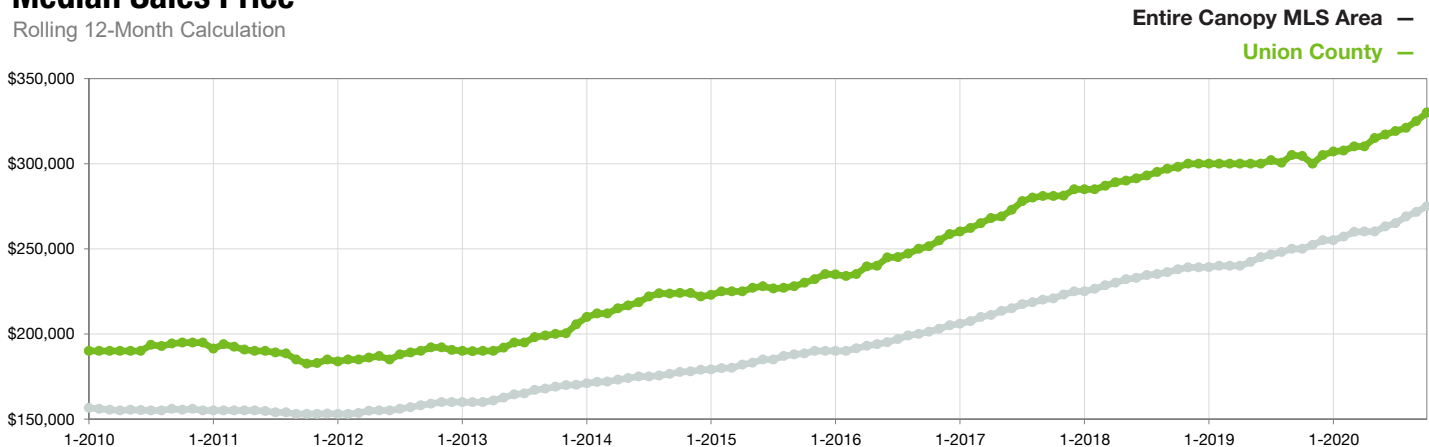
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October



Median Sales Price

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Local Market Update for October 2020

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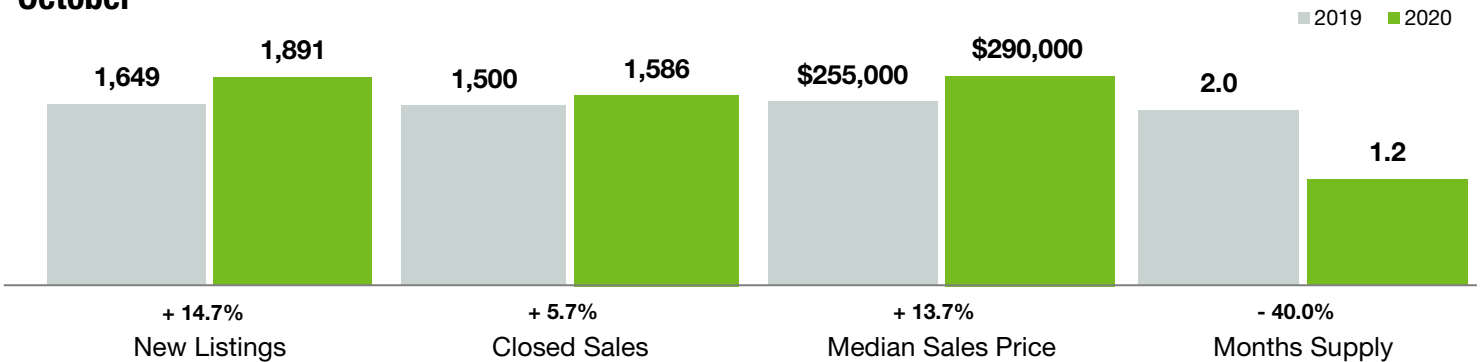
City of Charlotte

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	1,649	1,891	+ 14.7%	17,712	17,144	- 3.2%
Pending Sales	1,409	1,720	+ 22.1%	14,849	15,403	+ 3.7%
Closed Sales	1,500	1,586	+ 5.7%	14,157	14,176	+ 0.1%
Median Sales Price*	\$255,000	\$290,000	+ 13.7%	\$256,000	\$282,000	+ 10.2%
Average Sales Price*	\$334,657	\$374,833	+ 12.0%	\$332,942	\$361,203	+ 8.5%
Percent of Original List Price Received*	96.8%	99.3%	+ 2.6%	97.3%	98.5%	+ 1.2%
List to Close	85	76	- 10.6%	84	84	0.0%
Days on Market Until Sale	33	20	- 39.4%	34	29	- 14.7%
Cumulative Days on Market Until Sale	40	23	- 42.5%	41	34	- 17.1%
Average List Price	\$362,265	\$396,523	+ 9.5%	\$370,302	\$398,771	+ 7.7%
Inventory of Homes for Sale	2,809	1,791	- 36.2%	--	--	--
Months Supply of Inventory	2.0	1.2	- 40.0%	--	--	--

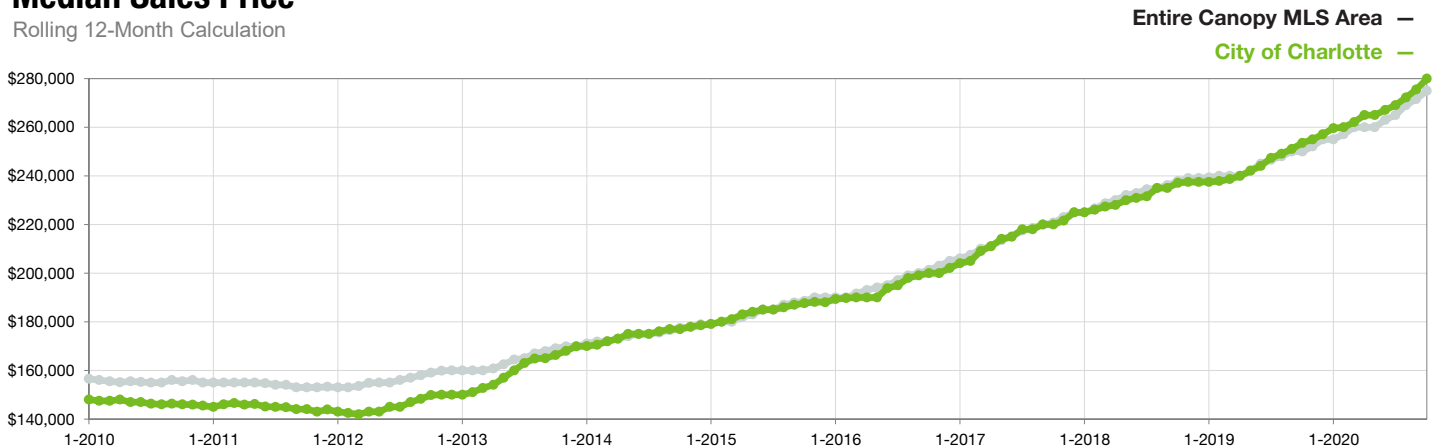
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October



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for October 2020

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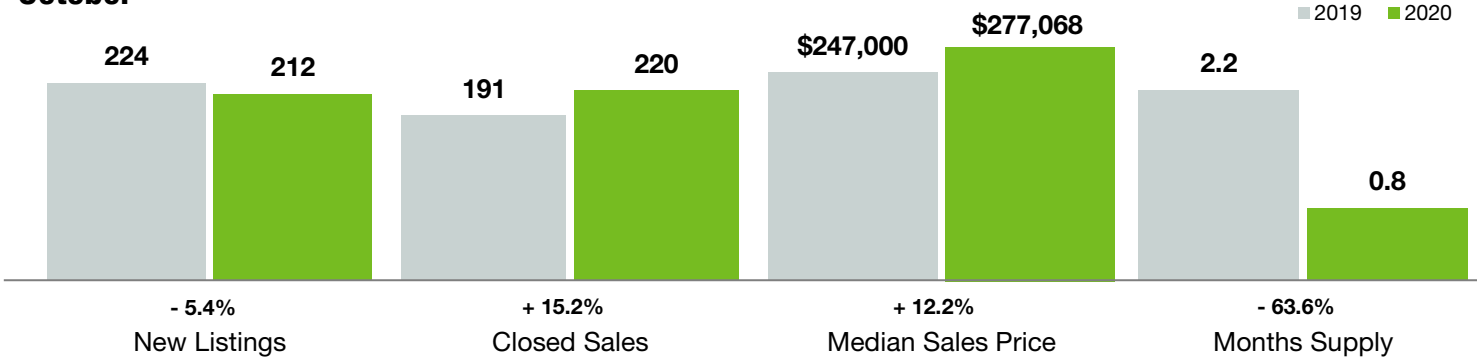
Concord

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	224	212	- 5.4%	2,516	2,316	- 7.9%
Pending Sales	184	202	+ 9.8%	2,049	2,155	+ 5.2%
Closed Sales	191	220	+ 15.2%	1,987	2,018	+ 1.6%
Median Sales Price*	\$247,000	\$277,068	+ 12.2%	\$245,000	\$266,555	+ 8.8%
Average Sales Price*	\$259,410	\$303,466	+ 17.0%	\$262,037	\$287,111	+ 9.6%
Percent of Original List Price Received*	96.7%	97.9%	+ 1.2%	97.2%	98.1%	+ 0.9%
List to Close	94	70	- 25.5%	94	85	- 9.6%
Days on Market Until Sale	38	22	- 42.1%	39	35	- 10.3%
Cumulative Days on Market Until Sale	47	22	- 53.2%	46	41	- 10.9%
Average List Price	\$286,522	\$295,077	+ 3.0%	\$278,144	\$300,616	+ 8.1%
Inventory of Homes for Sale	426	172	- 59.6%	--	--	--
Months Supply of Inventory	2.2	0.8	- 63.6%	--	--	--

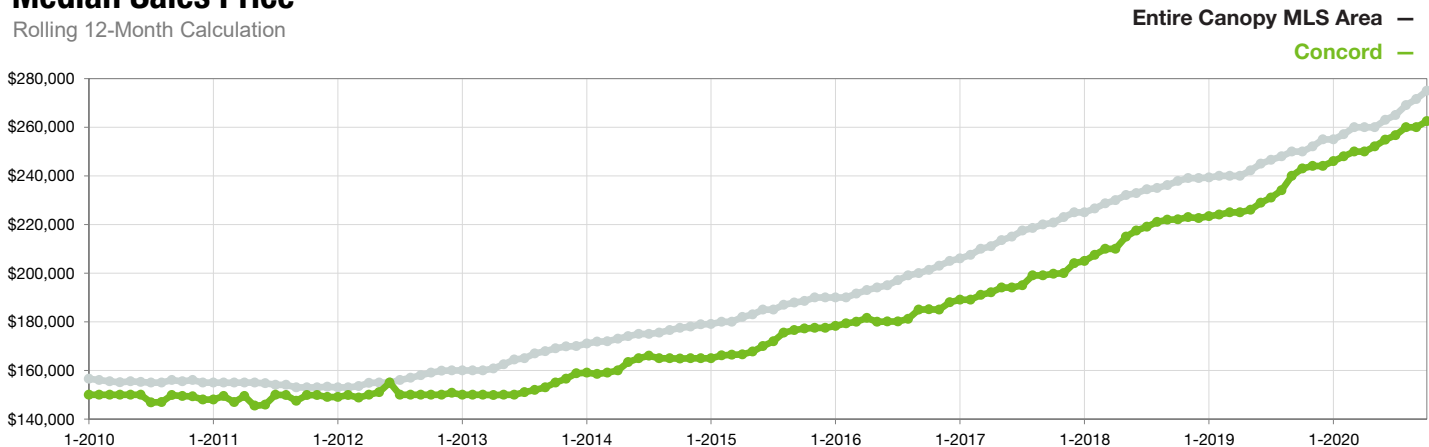
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October



Median Sales Price

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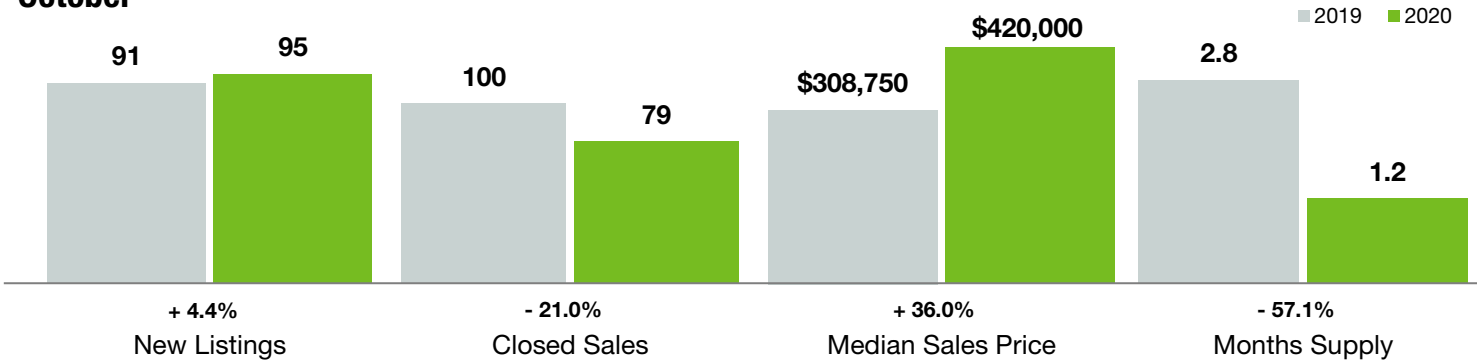
Cornelius

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	91	95	+ 4.4%	977	814	- 16.7%
Pending Sales	72	82	+ 13.9%	774	773	- 0.1%
Closed Sales	100	79	- 21.0%	720	738	+ 2.5%
Median Sales Price*	\$308,750	\$420,000	+ 36.0%	\$305,000	\$330,000	+ 8.2%
Average Sales Price*	\$433,811	\$673,274	+ 55.2%	\$453,529	\$527,489	+ 16.3%
Percent of Original List Price Received*	95.6%	97.9%	+ 2.4%	96.0%	97.4%	+ 1.5%
List to Close	91	79	- 13.2%	93	88	- 5.4%
Days on Market Until Sale	52	28	- 46.2%	51	41	- 19.6%
Cumulative Days on Market Until Sale	63	34	- 46.0%	60	51	- 15.0%
Average List Price	\$517,029	\$663,728	+ 28.4%	\$525,543	\$578,138	+ 10.0%
Inventory of Homes for Sale	202	86	- 57.4%	--	--	--
Months Supply of Inventory	2.8	1.2	- 57.1%	--	--	--

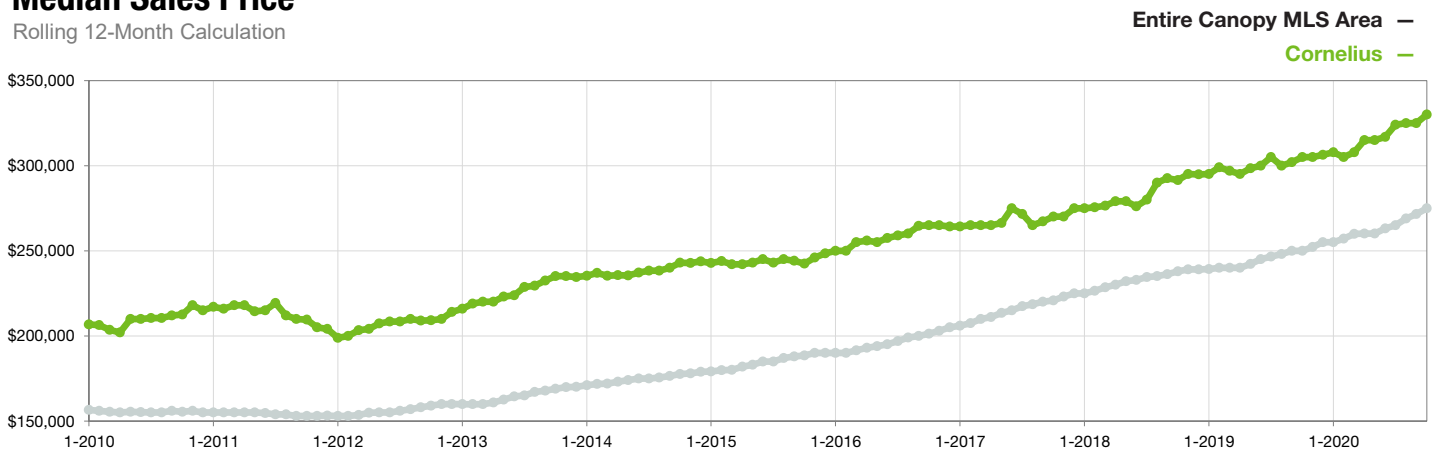
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October



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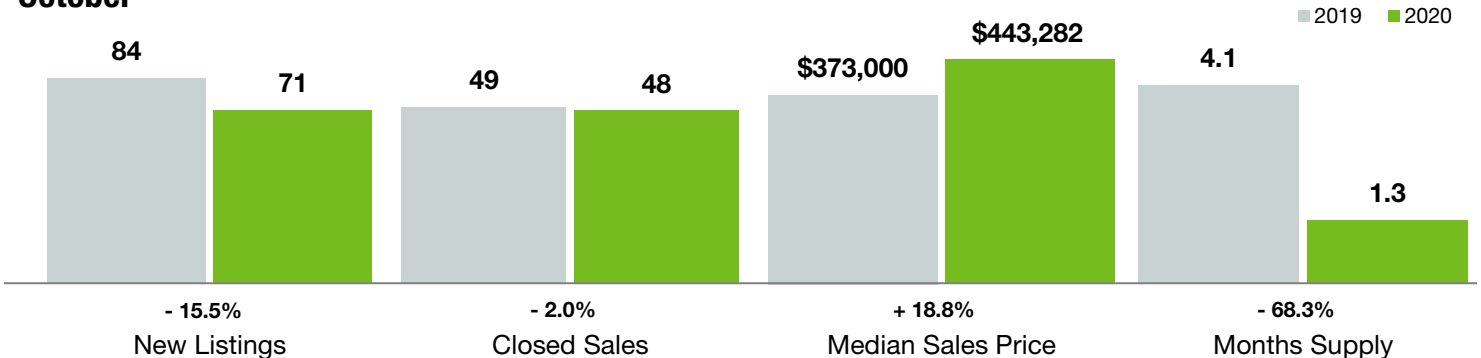
Davidson

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	84	71	- 15.5%	681	645	- 5.3%
Pending Sales	56	61	+ 8.9%	498	617	+ 23.9%
Closed Sales	49	48	- 2.0%	453	543	+ 19.9%
Median Sales Price*	\$373,000	\$443,282	+ 18.8%	\$368,203	\$412,500	+ 12.0%
Average Sales Price*	\$527,070	\$494,818	- 6.1%	\$462,334	\$473,907	+ 2.5%
Percent of Original List Price Received*	92.4%	98.3%	+ 6.4%	95.0%	96.8%	+ 1.9%
List to Close	127	112	- 11.8%	114	107	- 6.1%
Days on Market Until Sale	81	65	- 19.8%	66	62	- 6.1%
Cumulative Days on Market Until Sale	92	65	- 29.3%	80	66	- 17.5%
Average List Price	\$500,627	\$583,021	+ 16.5%	\$503,963	\$525,958	+ 4.4%
Inventory of Homes for Sale	190	74	- 61.1%	--	--	--
Months Supply of Inventory	4.1	1.3	- 68.3%	--	--	--

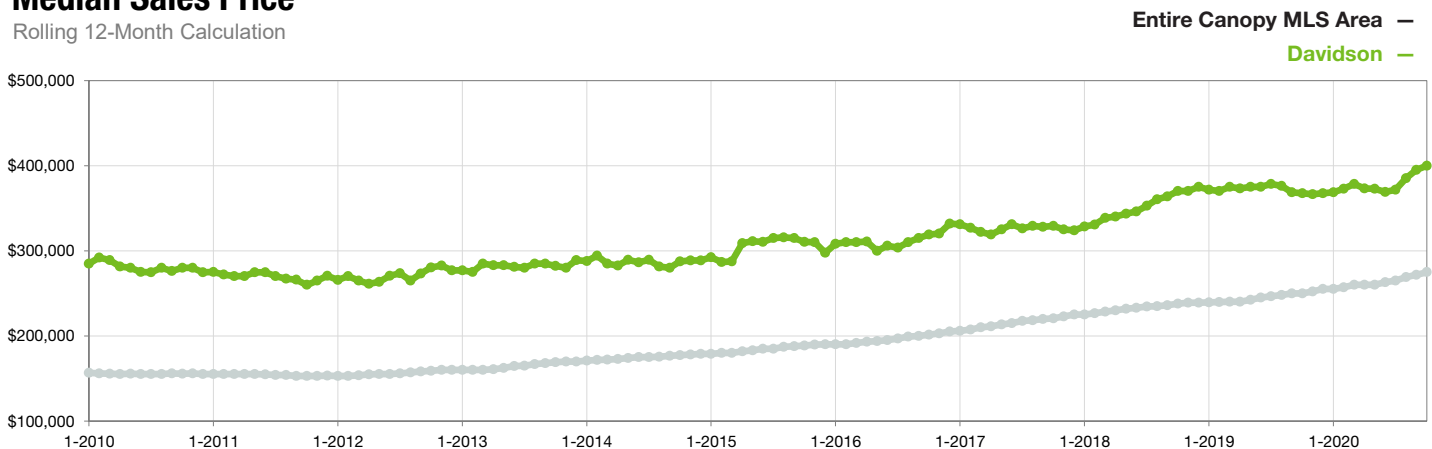
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October



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Local Market Update for October 2020

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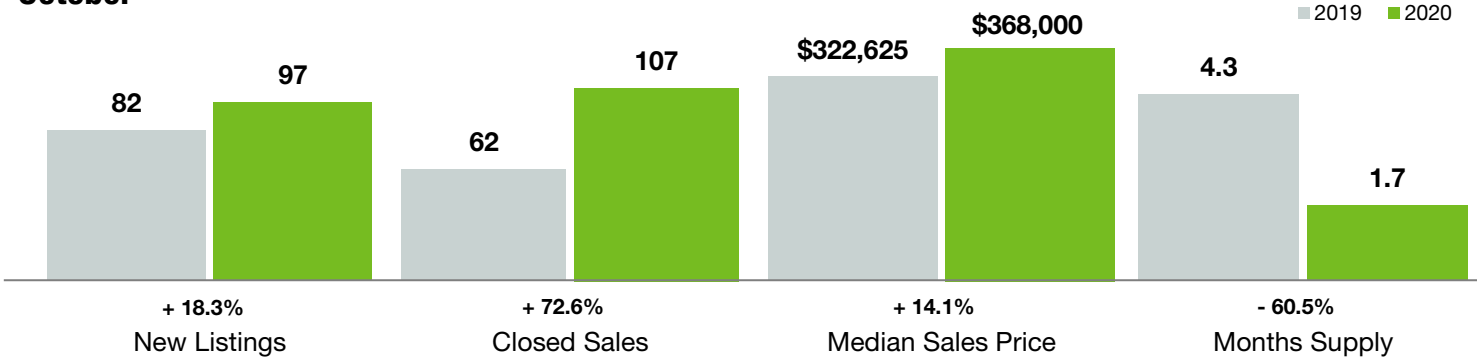
Denver

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	82	97	+ 18.3%	808	892	+ 10.4%
Pending Sales	55	89	+ 61.8%	597	792	+ 32.7%
Closed Sales	62	107	+ 72.6%	584	704	+ 20.5%
Median Sales Price*	\$322,625	\$368,000	+ 14.1%	\$343,479	\$357,500	+ 4.1%
Average Sales Price*	\$364,464	\$470,273	+ 29.0%	\$392,138	\$431,698	+ 10.1%
Percent of Original List Price Received*	96.1%	98.5%	+ 2.5%	96.4%	97.2%	+ 0.8%
List to Close	122	98	- 19.7%	123	118	- 4.1%
Days on Market Until Sale	66	47	- 28.8%	65	67	+ 3.1%
Cumulative Days on Market Until Sale	71	56	- 21.1%	81	76	- 6.2%
Average List Price	\$408,742	\$444,433	+ 8.7%	\$433,703	\$422,270	- 2.6%
Inventory of Homes for Sale	243	128	- 47.3%	--	--	--
Months Supply of Inventory	4.3	1.7	- 60.5%	--	--	--

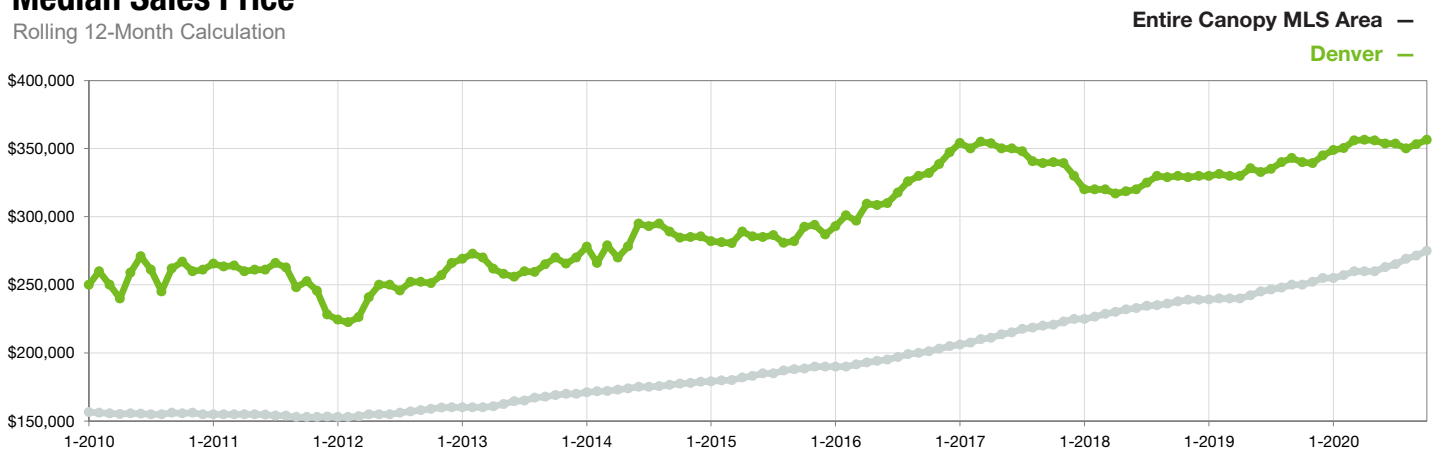
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October



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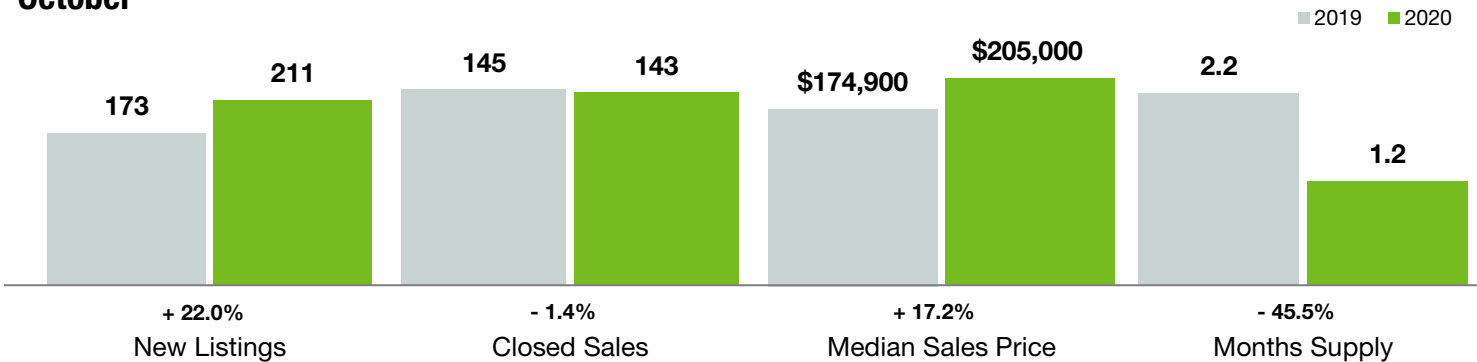
Gastonia

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	173	211	+ 22.0%	1,595	1,608	+ 0.8%
Pending Sales	146	189	+ 29.5%	1,345	1,450	+ 7.8%
Closed Sales	145	143	- 1.4%	1,285	1,309	+ 1.9%
Median Sales Price*	\$174,900	\$205,000	+ 17.2%	\$176,000	\$197,900	+ 12.4%
Average Sales Price*	\$178,060	\$222,574	+ 25.0%	\$184,735	\$210,829	+ 14.1%
Percent of Original List Price Received*	95.7%	98.2%	+ 2.6%	97.0%	97.2%	+ 0.2%
List to Close	66	71	+ 7.6%	80	81	+ 1.3%
Days on Market Until Sale	25	22	- 12.0%	34	32	- 5.9%
Cumulative Days on Market Until Sale	27	25	- 7.4%	41	36	- 12.2%
Average List Price	\$192,056	\$238,849	+ 24.4%	\$196,718	\$214,114	+ 8.8%
Inventory of Homes for Sale	284	162	- 43.0%	--	--	--
Months Supply of Inventory	2.2	1.2	- 45.5%	--	--	--

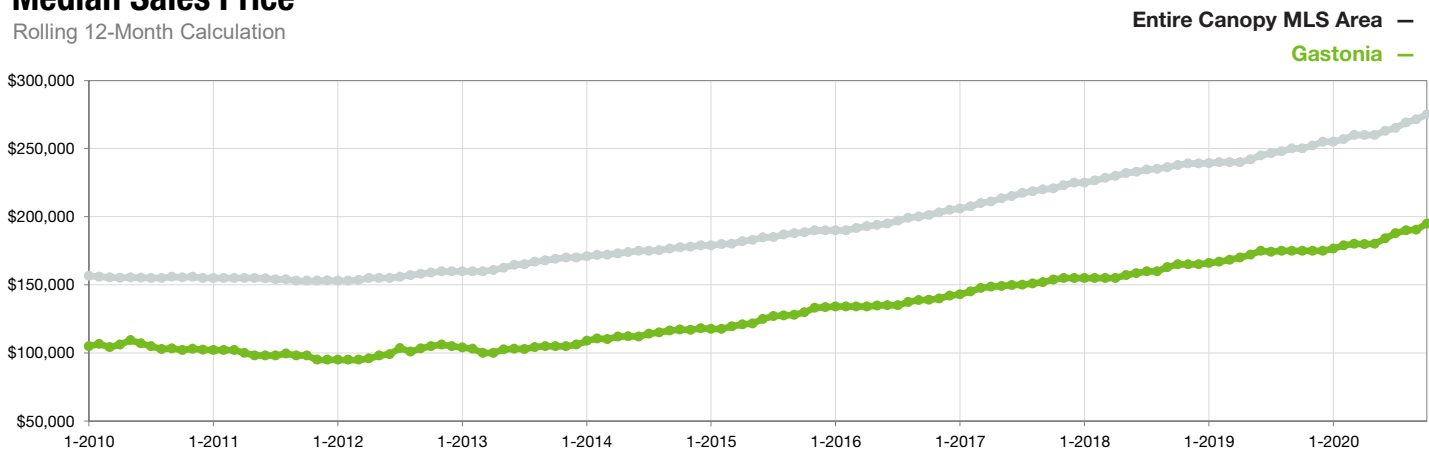
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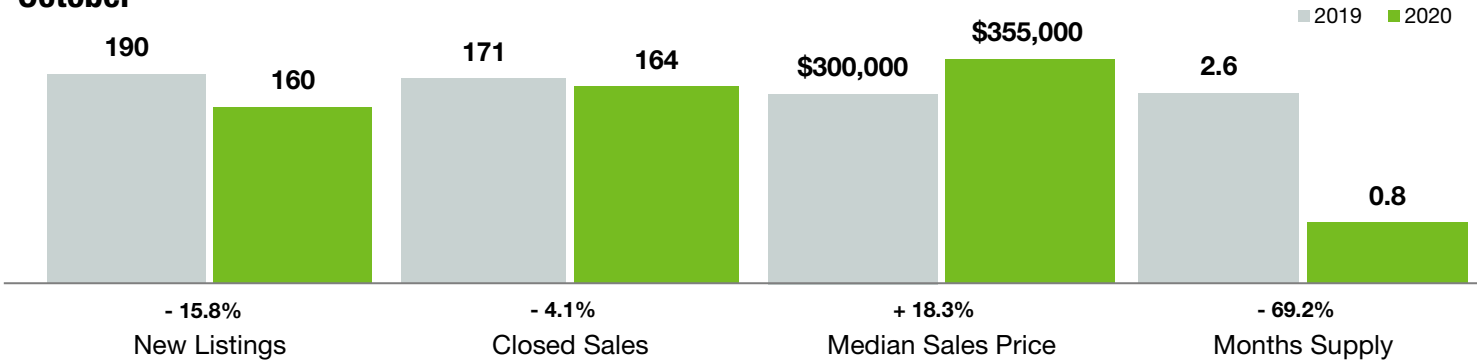
Huntersville

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	190	160	- 15.8%	1,917	1,773	- 7.5%
Pending Sales	144	174	+ 20.8%	1,512	1,705	+ 12.8%
Closed Sales	171	164	- 4.1%	1,430	1,520	+ 6.3%
Median Sales Price*	\$300,000	\$355,000	+ 18.3%	\$319,603	\$345,000	+ 7.9%
Average Sales Price*	\$331,673	\$380,681	+ 14.8%	\$338,742	\$375,667	+ 10.9%
Percent of Original List Price Received*	96.3%	99.0%	+ 2.8%	96.6%	98.1%	+ 1.6%
List to Close	94	80	- 14.9%	91	88	- 3.3%
Days on Market Until Sale	46	25	- 45.7%	45	38	- 15.6%
Cumulative Days on Market Until Sale	53	29	- 45.3%	55	44	- 20.0%
Average List Price	\$373,205	\$385,818	+ 3.4%	\$370,193	\$394,927	+ 6.7%
Inventory of Homes for Sale	367	133	- 63.8%	--	--	--
Months Supply of Inventory	2.6	0.8	- 69.2%	--	--	--

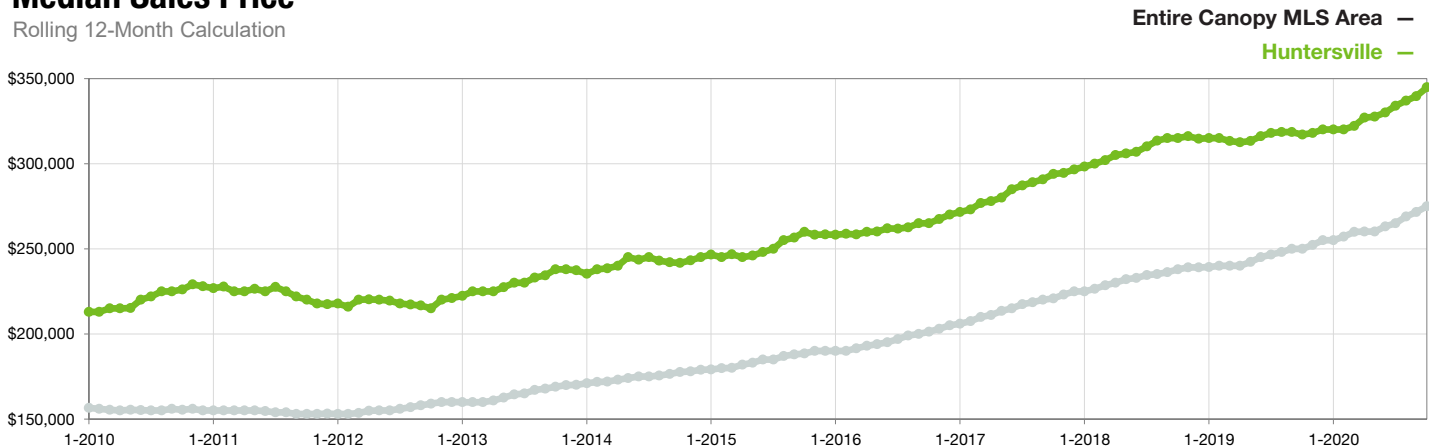
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October



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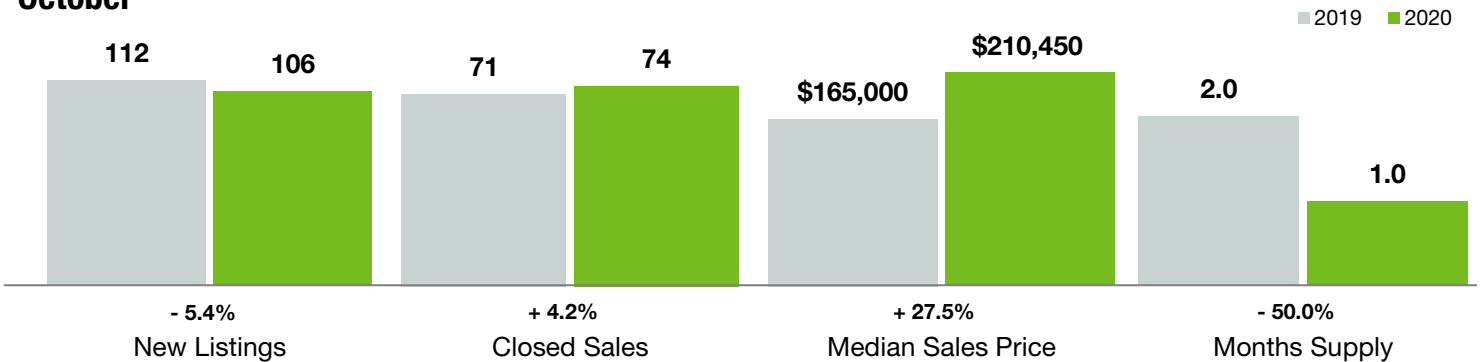
Kannapolis

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	112	106	- 5.4%	880	882	+ 0.2%
Pending Sales	85	98	+ 15.3%	767	808	+ 5.3%
Closed Sales	71	74	+ 4.2%	713	738	+ 3.5%
Median Sales Price*	\$165,000	\$210,450	+ 27.5%	\$160,000	\$181,500	+ 13.4%
Average Sales Price*	\$164,544	\$221,575	+ 34.7%	\$174,871	\$203,947	+ 16.6%
Percent of Original List Price Received*	96.4%	98.6%	+ 2.3%	96.4%	97.4%	+ 1.0%
List to Close	68	70	+ 2.9%	77	75	- 2.6%
Days on Market Until Sale	26	18	- 30.8%	35	30	- 14.3%
Cumulative Days on Market Until Sale	26	21	- 19.2%	42	33	- 21.4%
Average List Price	\$188,550	\$245,234	+ 30.1%	\$184,588	\$218,673	+ 18.5%
Inventory of Homes for Sale	142	75	- 47.2%	--	--	--
Months Supply of Inventory	2.0	1.0	- 50.0%	--	--	--

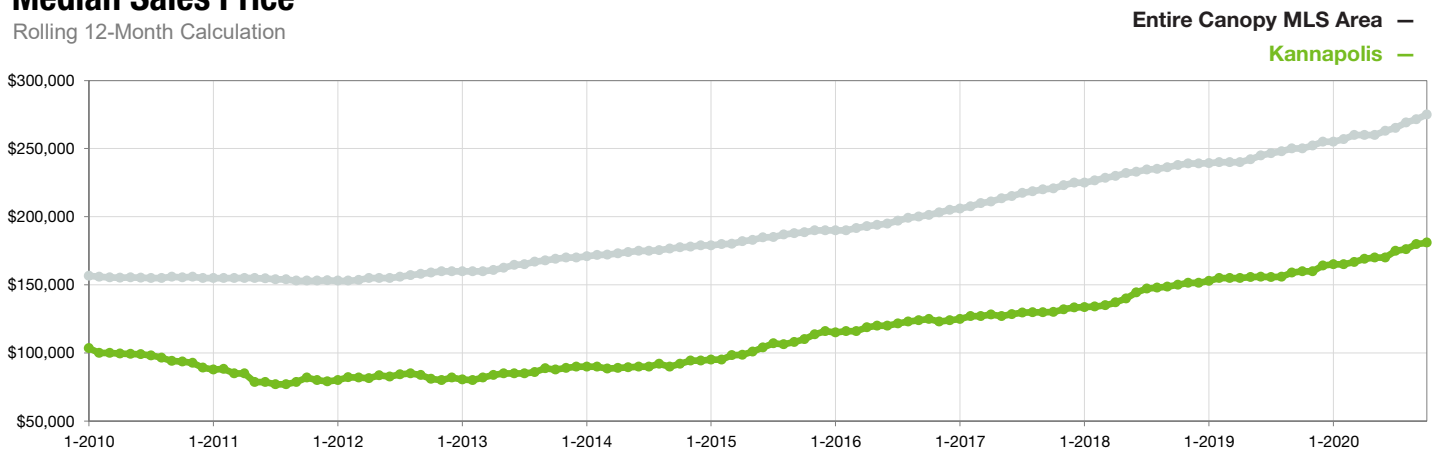
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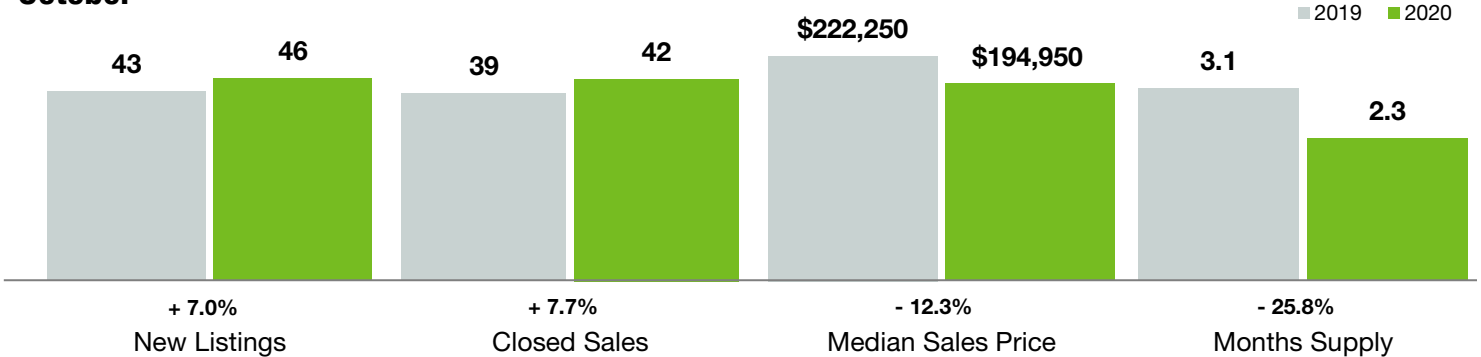
Lincolnton

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	43	46	+ 7.0%	458	436	- 4.8%
Pending Sales	34	36	+ 5.9%	358	384	+ 7.3%
Closed Sales	39	42	+ 7.7%	343	353	+ 2.9%
Median Sales Price*	\$222,250	\$194,950	- 12.3%	\$187,000	\$195,000	+ 4.3%
Average Sales Price*	\$239,821	\$212,083	- 11.6%	\$204,542	\$219,876	+ 7.5%
Percent of Original List Price Received*	95.5%	95.3%	- 0.2%	96.1%	96.3%	+ 0.2%
List to Close	73	100	+ 37.0%	93	93	0.0%
Days on Market Until Sale	33	38	+ 15.2%	47	43	- 8.5%
Cumulative Days on Market Until Sale	50	47	- 6.0%	56	50	- 10.7%
Average List Price	\$234,965	\$274,256	+ 16.7%	\$224,425	\$249,824	+ 11.3%
Inventory of Homes for Sale	108	82	- 24.1%	--	--	--
Months Supply of Inventory	3.1	2.3	- 25.8%	--	--	--

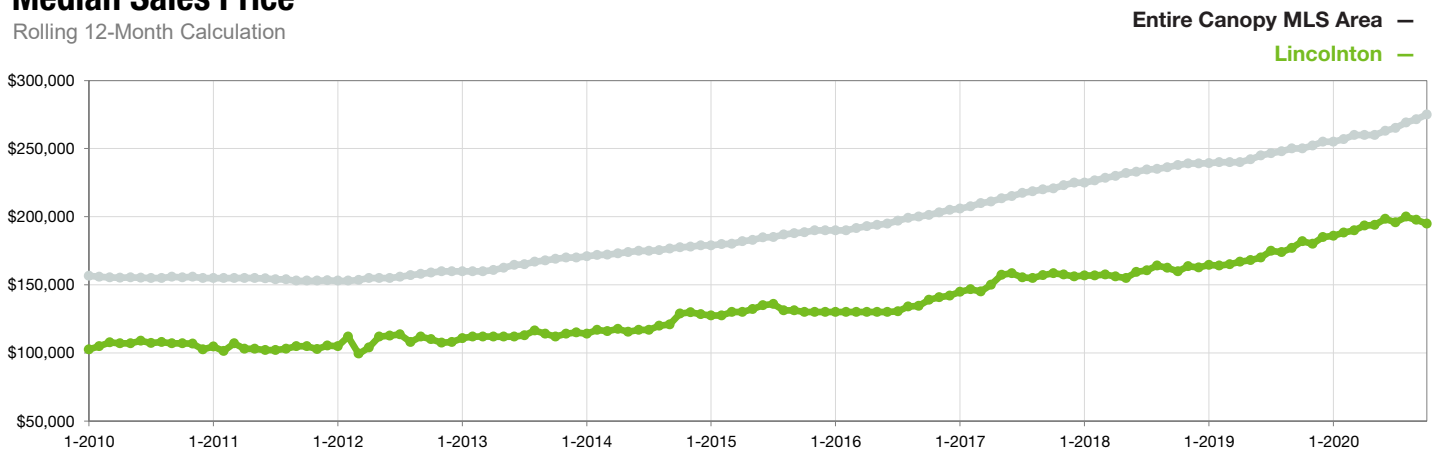
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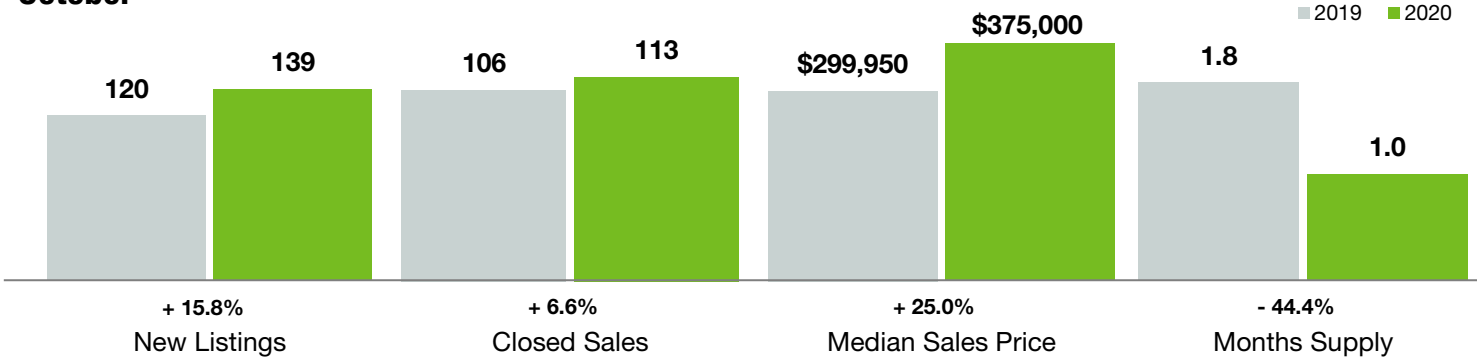
Matthews

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	120	139	+ 15.8%	1,340	1,226	- 8.5%
Pending Sales	98	123	+ 25.5%	1,092	1,143	+ 4.7%
Closed Sales	106	113	+ 6.6%	1,038	1,078	+ 3.9%
Median Sales Price*	\$299,950	\$375,000	+ 25.0%	\$315,000	\$330,000	+ 4.8%
Average Sales Price*	\$342,581	\$404,401	+ 18.0%	\$358,892	\$370,242	+ 3.2%
Percent of Original List Price Received*	97.5%	99.2%	+ 1.7%	97.5%	98.5%	+ 1.0%
List to Close	75	57	- 24.0%	77	78	+ 1.3%
Days on Market Until Sale	29	14	- 51.7%	32	28	- 12.5%
Cumulative Days on Market Until Sale	34	14	- 58.8%	40	31	- 22.5%
Average List Price	\$397,762	\$366,606	- 7.8%	\$379,320	\$385,529	+ 1.6%
Inventory of Homes for Sale	183	107	- 41.5%	--	--	--
Months Supply of Inventory	1.8	1.0	- 44.4%	--	--	--

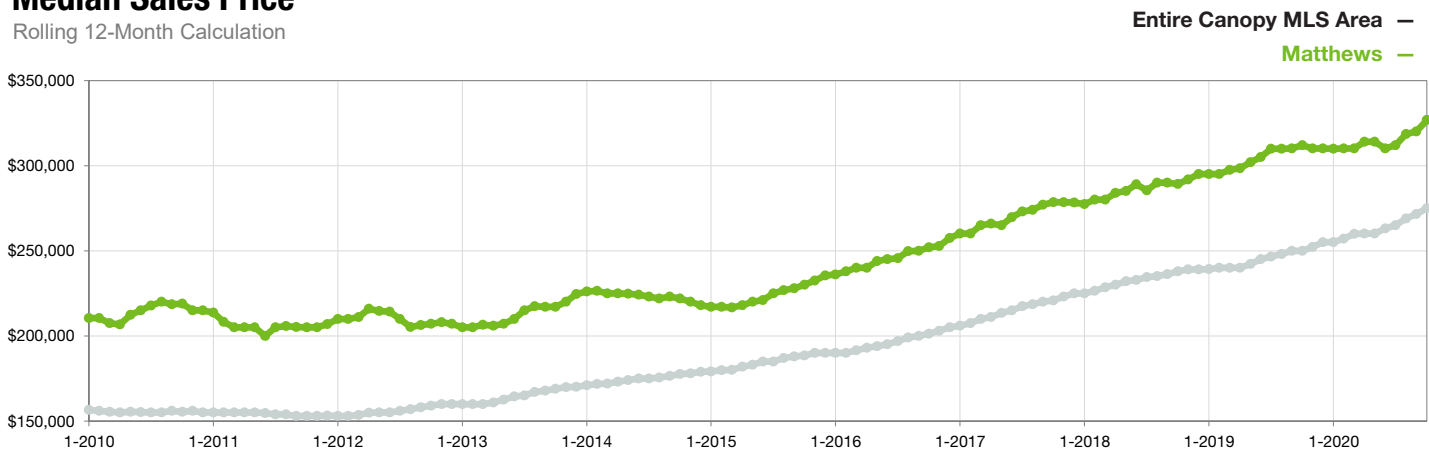
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October



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for October 2020

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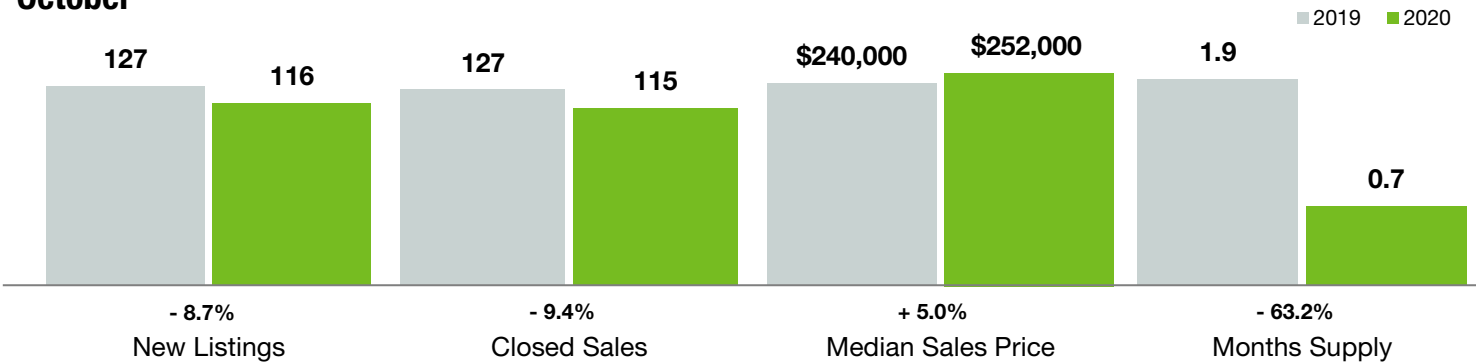
Monroe

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	127	116	- 8.7%	1,278	1,167	- 8.7%
Pending Sales	94	130	+ 38.3%	1,093	1,096	+ 0.3%
Closed Sales	127	115	- 9.4%	1,018	1,018	0.0%
Median Sales Price*	\$240,000	\$252,000	+ 5.0%	\$225,000	\$248,750	+ 10.6%
Average Sales Price*	\$249,758	\$267,699	+ 7.2%	\$239,716	\$259,606	+ 8.3%
Percent of Original List Price Received*	97.3%	99.1%	+ 1.8%	96.9%	98.4%	+ 1.5%
List to Close	93	63	- 32.3%	83	81	- 2.4%
Days on Market Until Sale	35	18	- 48.6%	36	30	- 16.7%
Cumulative Days on Market Until Sale	48	22	- 54.2%	42	35	- 16.7%
Average List Price	\$261,218	\$279,621	+ 7.0%	\$257,337	\$270,611	+ 5.2%
Inventory of Homes for Sale	194	75	- 61.3%	--	--	--
Months Supply of Inventory	1.9	0.7	- 63.2%	--	--	--

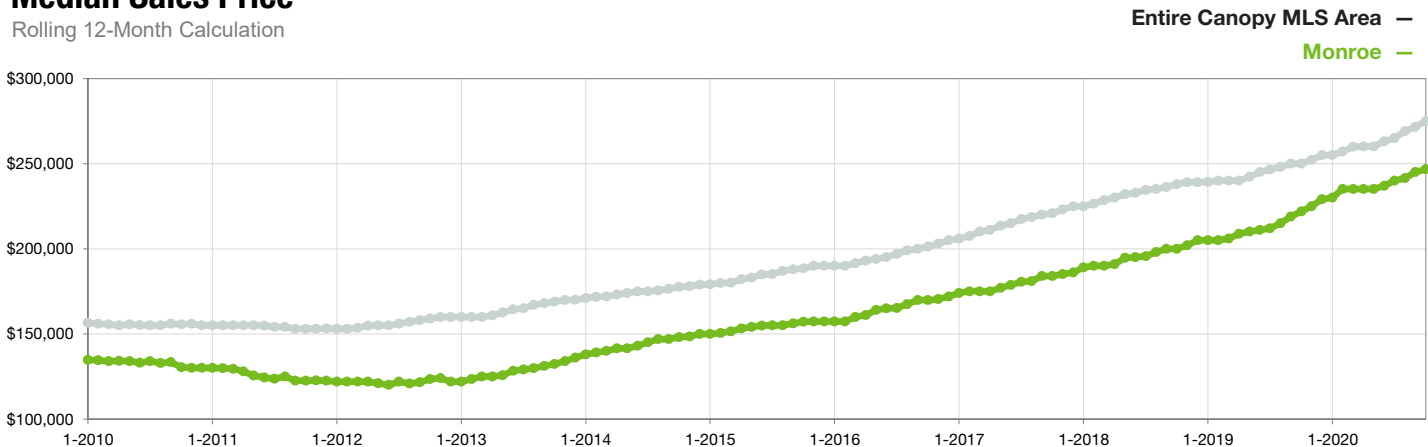
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October



Median Sales Price

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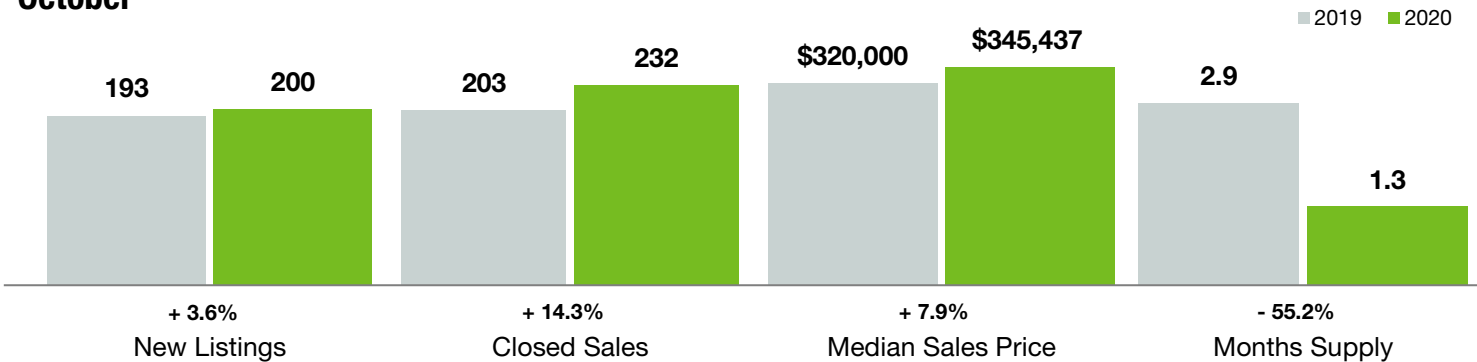
Mooreville

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	193	200	+ 3.6%	2,397	2,342	- 2.3%
Pending Sales	175	215	+ 22.9%	1,976	2,199	+ 11.3%
Closed Sales	203	232	+ 14.3%	1,877	2,013	+ 7.2%
Median Sales Price*	\$320,000	\$345,437	+ 7.9%	\$300,870	\$335,000	+ 11.3%
Average Sales Price*	\$427,088	\$518,879	+ 21.5%	\$389,340	\$442,936	+ 13.8%
Percent of Original List Price Received*	96.2%	98.3%	+ 2.2%	96.1%	97.6%	+ 1.6%
List to Close	123	91	- 26.0%	114	101	- 11.4%
Days on Market Until Sale	61	36	- 41.0%	62	50	- 19.4%
Cumulative Days on Market Until Sale	71	45	- 36.6%	79	57	- 27.8%
Average List Price	\$454,409	\$514,029	+ 13.1%	\$437,130	\$474,310	+ 8.5%
Inventory of Homes for Sale	543	262	- 51.7%	--	--	--
Months Supply of Inventory	2.9	1.3	- 55.2%	--	--	--

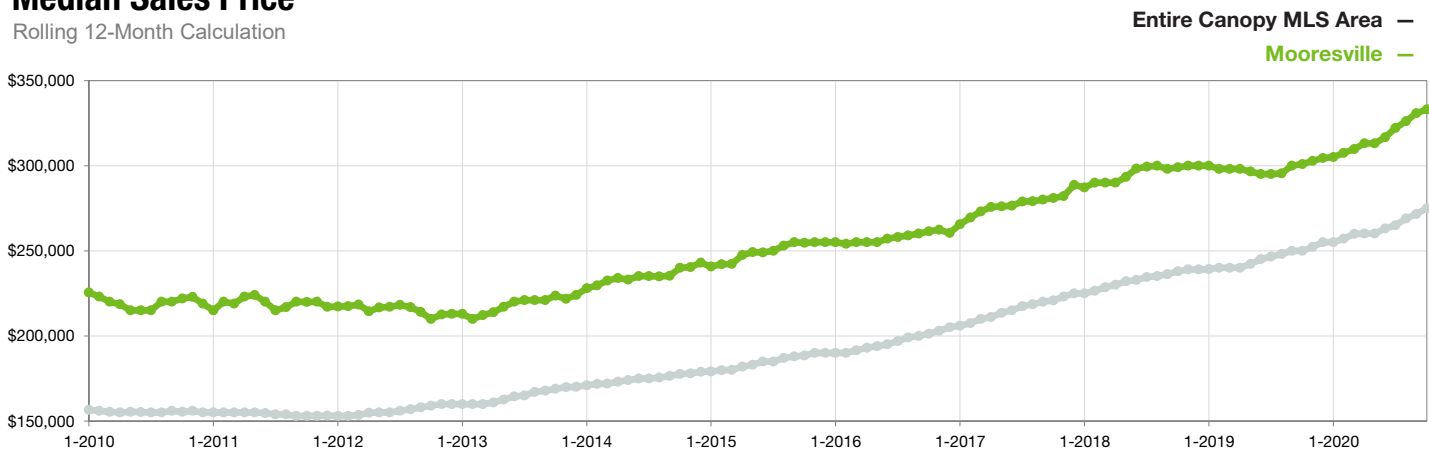
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October



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Local Market Update for October 2020

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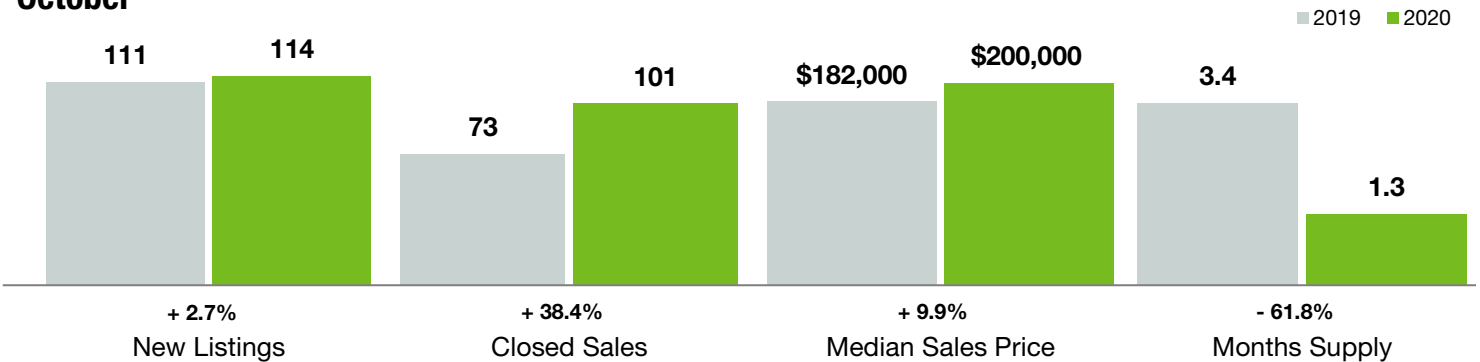
Salisbury

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	111	114	+ 2.7%	1,014	1,036	+ 2.2%
Pending Sales	60	102	+ 70.0%	812	972	+ 19.7%
Closed Sales	73	101	+ 38.4%	787	845	+ 7.4%
Median Sales Price*	\$182,000	\$200,000	+ 9.9%	\$160,000	\$189,900	+ 18.7%
Average Sales Price*	\$198,708	\$226,481	+ 14.0%	\$177,377	\$204,432	+ 15.3%
Percent of Original List Price Received*	94.5%	96.7%	+ 2.3%	95.1%	96.3%	+ 1.3%
List to Close	108	83	- 23.1%	101	92	- 8.9%
Days on Market Until Sale	55	37	- 32.7%	52	42	- 19.2%
Cumulative Days on Market Until Sale	68	44	- 35.3%	60	50	- 16.7%
Average List Price	\$223,454	\$248,850	+ 11.4%	\$199,265	\$219,276	+ 10.0%
Inventory of Homes for Sale	257	118	- 54.1%	--	--	--
Months Supply of Inventory	3.4	1.3	- 61.8%	--	--	--

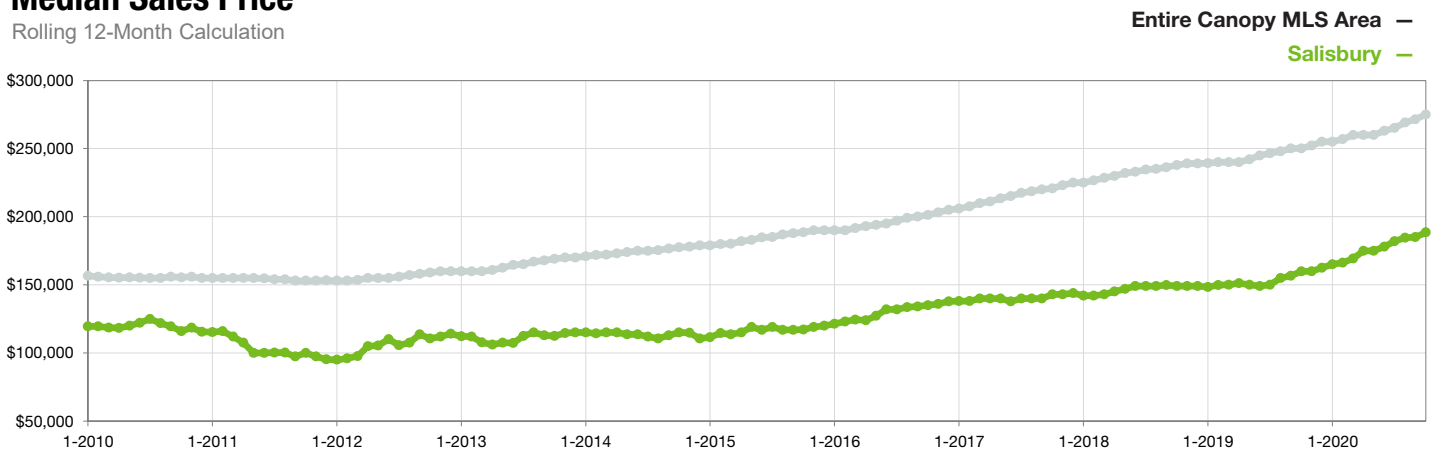
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October



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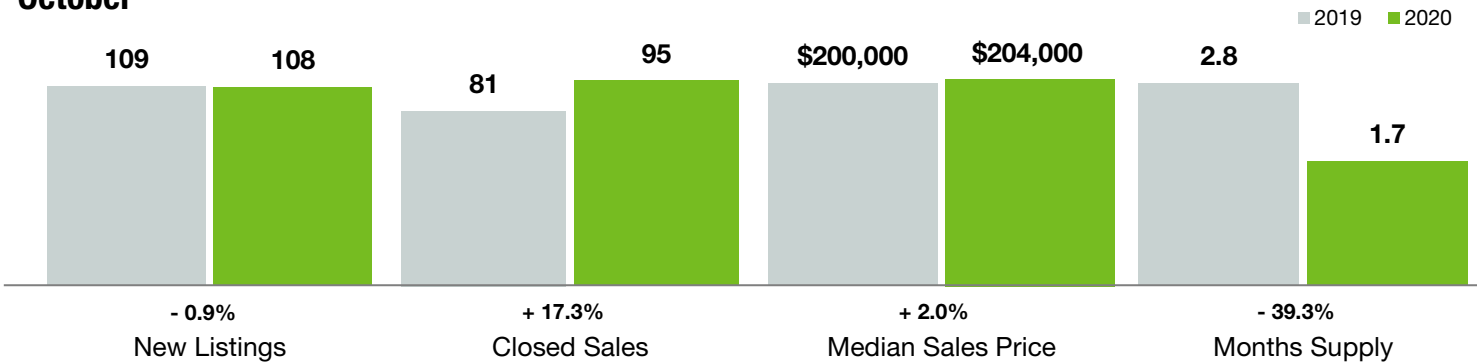
Statesville

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	109	108	- 0.9%	1,041	1,014	- 2.6%
Pending Sales	91	89	- 2.2%	901	917	+ 1.8%
Closed Sales	81	95	+ 17.3%	853	863	+ 1.2%
Median Sales Price*	\$200,000	\$204,000	+ 2.0%	\$182,000	\$200,000	+ 9.9%
Average Sales Price*	\$217,385	\$225,635	+ 3.8%	\$197,244	\$215,479	+ 9.2%
Percent of Original List Price Received*	96.7%	96.5%	- 0.2%	95.0%	97.0%	+ 2.1%
List to Close	102	73	- 28.4%	109	93	- 14.7%
Days on Market Until Sale	54	25	- 53.7%	57	41	- 28.1%
Cumulative Days on Market Until Sale	67	33	- 50.7%	66	48	- 27.3%
Average List Price	\$215,382	\$223,720	+ 3.9%	\$226,882	\$235,013	+ 3.6%
Inventory of Homes for Sale	235	151	- 35.7%	--	--	--
Months Supply of Inventory	2.8	1.7	- 39.3%	--	--	--

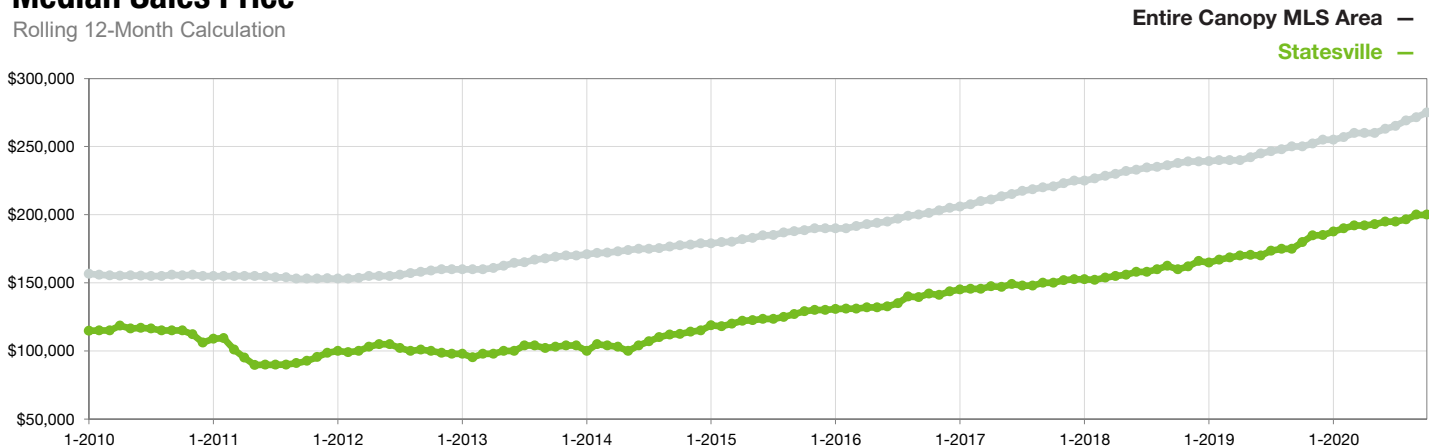
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October



Median Sales Price

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Local Market Update for October 2020

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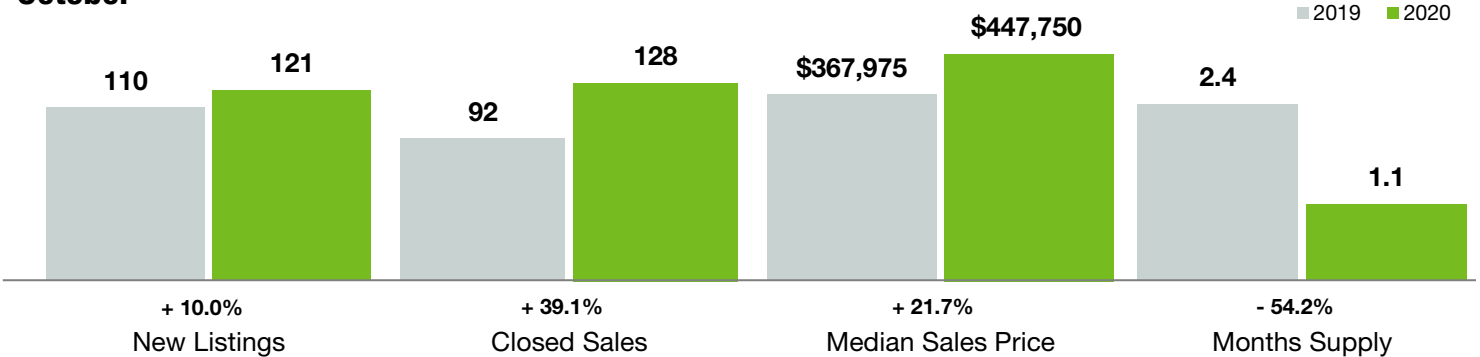
Waxhaw

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	110	121	+ 10.0%	1,448	1,460	+ 0.8%
Pending Sales	104	115	+ 10.6%	1,215	1,335	+ 9.9%
Closed Sales	92	128	+ 39.1%	1,152	1,220	+ 5.9%
Median Sales Price*	\$367,975	\$447,750	+ 21.7%	\$385,000	\$418,112	+ 8.6%
Average Sales Price*	\$437,399	\$560,316	+ 28.1%	\$451,811	\$489,787	+ 8.4%
Percent of Original List Price Received*	95.2%	98.6%	+ 3.6%	96.7%	97.9%	+ 1.2%
List to Close	116	83	- 28.4%	106	94	- 11.3%
Days on Market Until Sale	62	31	- 50.0%	56	41	- 26.8%
Cumulative Days on Market Until Sale	70	40	- 42.9%	67	50	- 25.4%
Average List Price	\$471,878	\$466,643	- 1.1%	\$502,008	\$517,264	+ 3.0%
Inventory of Homes for Sale	272	130	- 52.2%	--	--	--
Months Supply of Inventory	2.4	1.1	- 54.2%	--	--	--

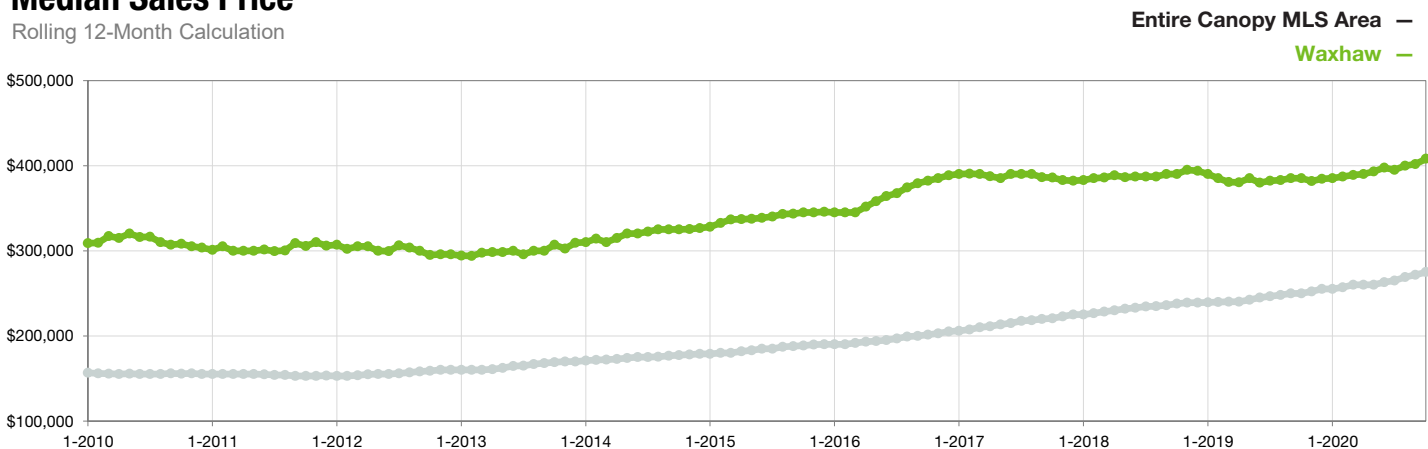
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October



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Local Market Update for October 2020

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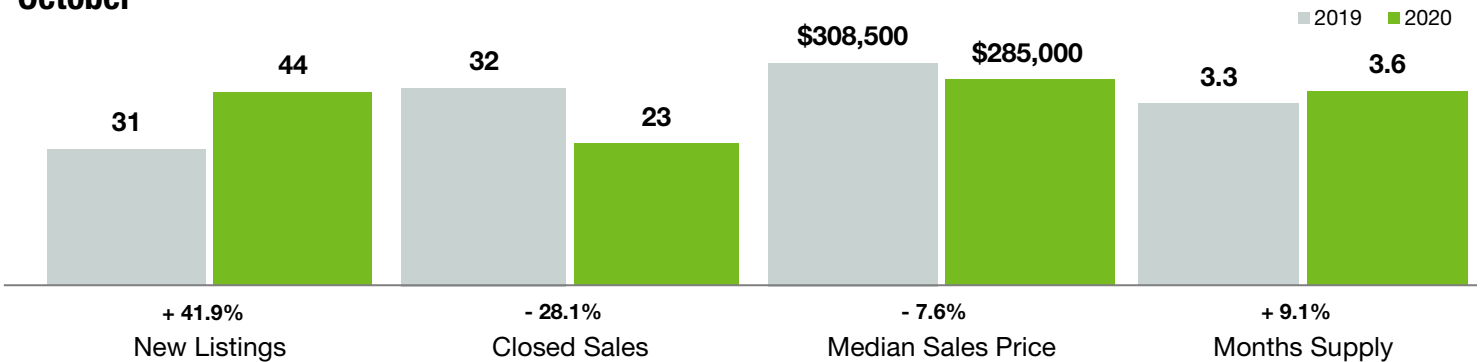
Uptown Charlotte

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	31	44	+ 41.9%	401	426	+ 6.2%
Pending Sales	26	30	+ 15.4%	312	288	- 7.7%
Closed Sales	32	23	- 28.1%	299	281	- 6.0%
Median Sales Price*	\$308,500	\$285,000	- 7.6%	\$295,000	\$285,000	- 3.4%
Average Sales Price*	\$446,187	\$293,174	- 34.3%	\$366,448	\$323,139	- 11.8%
Percent of Original List Price Received*	95.9%	95.5%	- 0.4%	96.8%	96.6%	- 0.2%
List to Close	97	76	- 21.6%	96	86	- 10.4%
Days on Market Until Sale	55	39	- 29.1%	48	41	- 14.6%
Cumulative Days on Market Until Sale	67	47	- 29.9%	59	49	- 16.9%
Average List Price	\$329,903	\$466,523	+ 41.4%	\$389,891	\$393,168	+ 0.8%
Inventory of Homes for Sale	95	102	+ 7.4%	--	--	--
Months Supply of Inventory	3.3	3.6	+ 9.1%	--	--	--

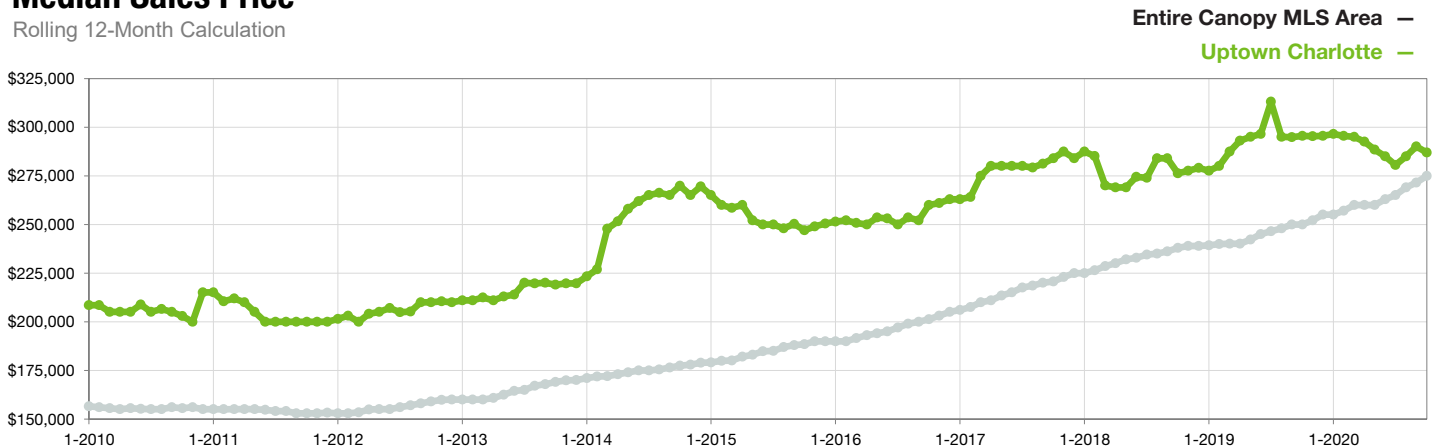
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October



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Local Market Update for October 2020

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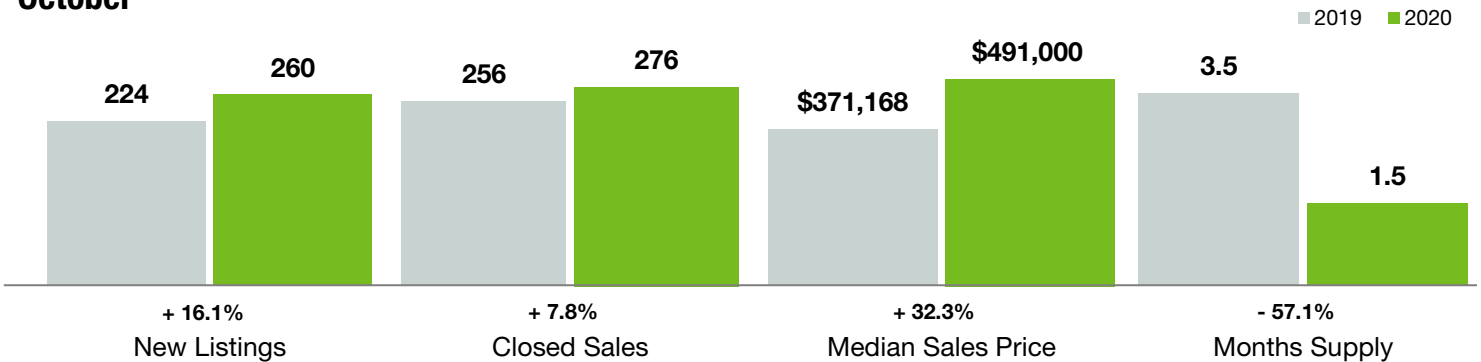
Lake Norman

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	224	260	+ 16.1%	2,853	2,705	- 5.2%
Pending Sales	197	254	+ 28.9%	2,226	2,481	+ 11.5%
Closed Sales	256	276	+ 7.8%	2,118	2,287	+ 8.0%
Median Sales Price*	\$371,168	\$491,000	+ 32.3%	\$380,000	\$416,222	+ 9.5%
Average Sales Price*	\$497,314	\$685,315	+ 37.8%	\$497,448	\$573,730	+ 15.3%
Percent of Original List Price Received*	95.3%	97.9%	+ 2.7%	95.4%	96.9%	+ 1.6%
List to Close	128	95	- 25.8%	123	112	- 8.9%
Days on Market Until Sale	73	40	- 45.2%	70	59	- 15.7%
Cumulative Days on Market Until Sale	86	53	- 38.4%	92	72	- 21.7%
Average List Price	\$603,516	\$687,605	+ 13.9%	\$574,948	\$607,262	+ 5.6%
Inventory of Homes for Sale	740	348	- 53.0%	--	--	--
Months Supply of Inventory	3.5	1.5	- 57.1%	--	--	--

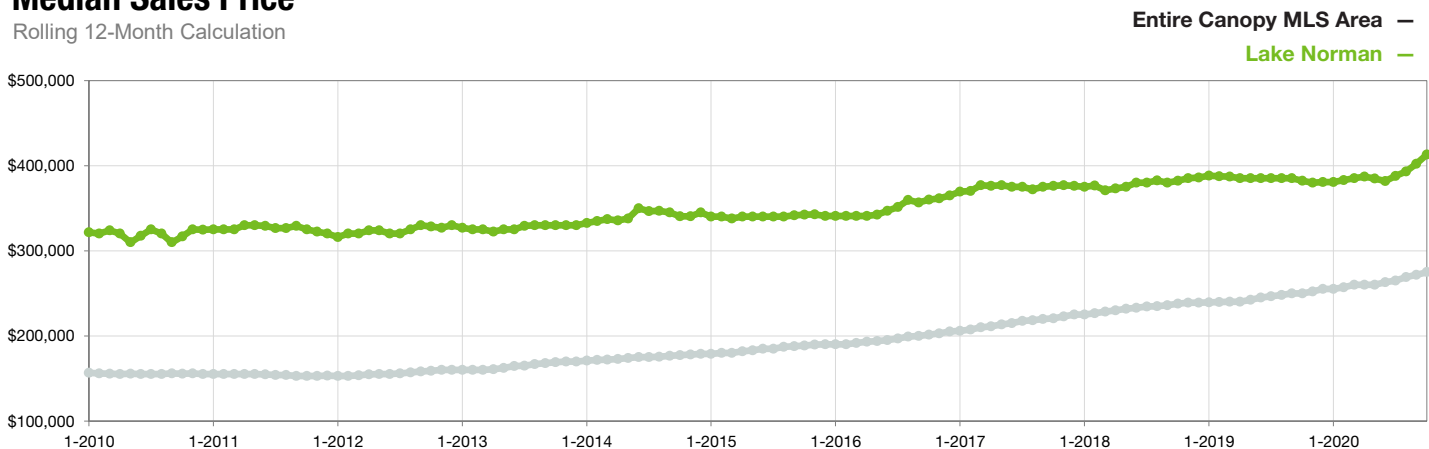
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October



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Local Market Update for October 2020

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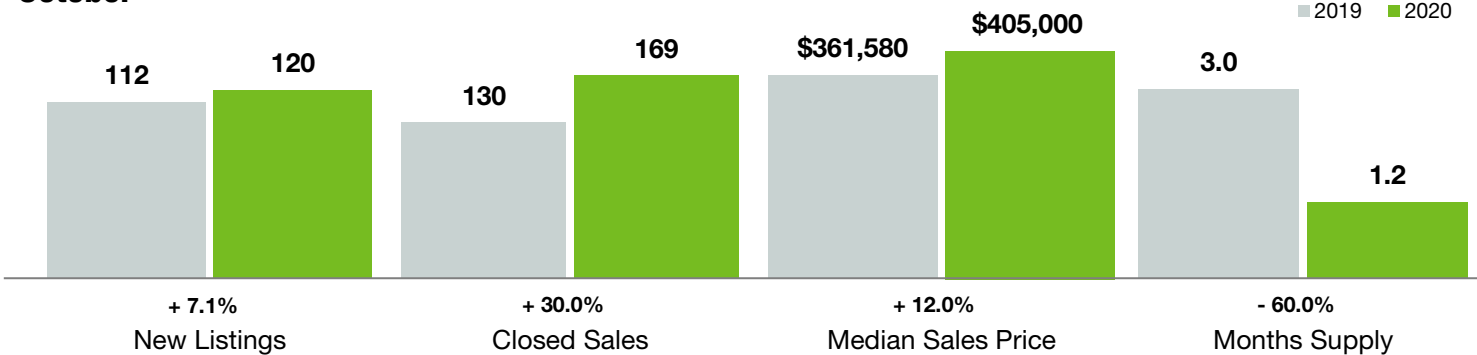
Lake Wylie

North Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	112	120	+ 7.1%	1,649	1,558	- 5.5%
Pending Sales	129	134	+ 3.9%	1,345	1,496	+ 11.2%
Closed Sales	130	169	+ 30.0%	1,248	1,333	+ 6.8%
Median Sales Price*	\$361,580	\$405,000	+ 12.0%	\$349,113	\$370,000	+ 6.0%
Average Sales Price*	\$432,153	\$485,271	+ 12.3%	\$401,850	\$425,335	+ 5.8%
Percent of Original List Price Received*	96.5%	98.3%	+ 1.9%	96.5%	97.7%	+ 1.2%
List to Close	116	90	- 22.4%	117	111	- 5.1%
Days on Market Until Sale	52	30	- 42.3%	61	51	- 16.4%
Cumulative Days on Market Until Sale	63	33	- 47.6%	73	61	- 16.4%
Average List Price	\$440,978	\$498,510	+ 13.0%	\$436,843	\$446,954	+ 2.3%
Inventory of Homes for Sale	376	171	- 54.5%	--	--	--
Months Supply of Inventory	3.0	1.2	- 60.0%	--	--	--

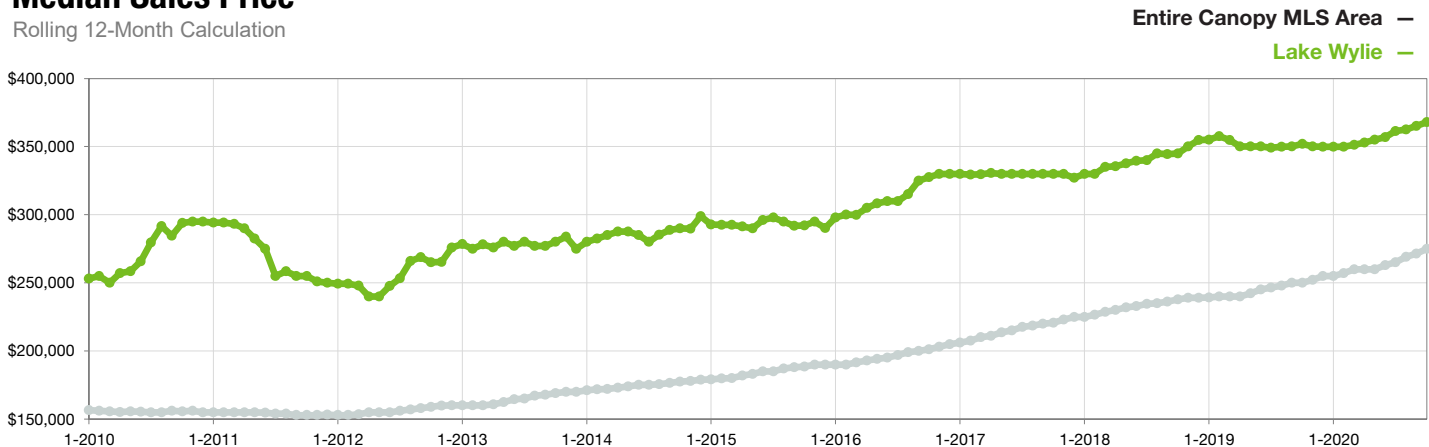
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October



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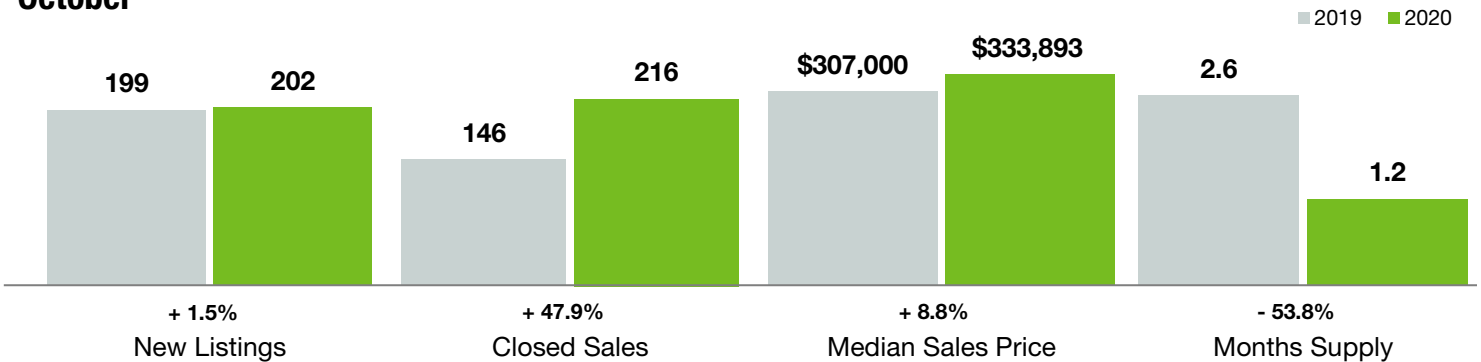
Lancaster County

South Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	199	202	+ 1.5%	2,061	2,135	+ 3.6%
Pending Sales	160	177	+ 10.6%	1,743	2,067	+ 18.6%
Closed Sales	146	216	+ 47.9%	1,648	1,883	+ 14.3%
Median Sales Price*	\$307,000	\$333,893	+ 8.8%	\$297,000	\$320,000	+ 7.7%
Average Sales Price*	\$301,407	\$330,739	+ 9.7%	\$293,794	\$324,844	+ 10.6%
Percent of Original List Price Received*	97.8%	99.2%	+ 1.4%	97.2%	97.9%	+ 0.7%
List to Close	98	87	- 11.2%	107	102	- 4.7%
Days on Market Until Sale	40	24	- 40.0%	49	47	- 4.1%
Cumulative Days on Market Until Sale	49	28	- 42.9%	58	52	- 10.3%
Average List Price	\$309,276	\$341,482	+ 10.4%	\$317,133	\$342,679	+ 8.1%
Inventory of Homes for Sale	430	230	- 46.5%	--	--	--
Months Supply of Inventory	2.6	1.2	- 53.8%	--	--	--

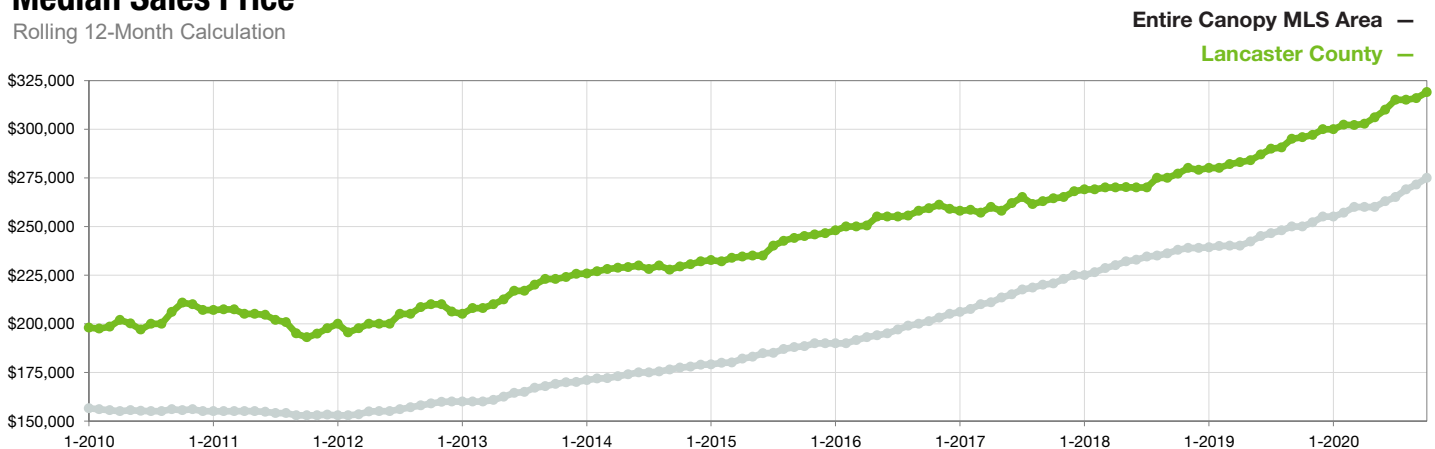
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October



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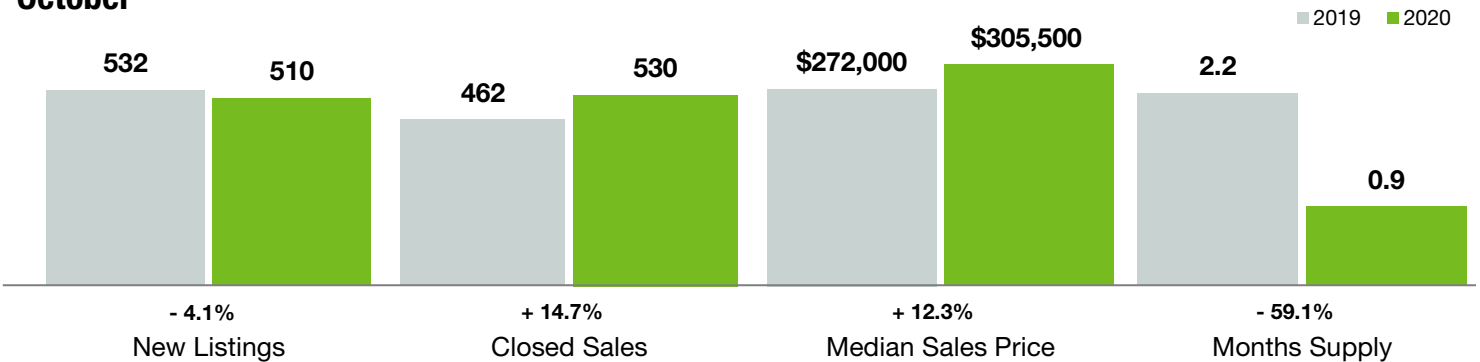
York County

South Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	532	510	- 4.1%	5,835	5,307	- 9.0%
Pending Sales	477	498	+ 4.4%	4,926	5,072	+ 3.0%
Closed Sales	462	530	+ 14.7%	4,690	4,582	- 2.3%
Median Sales Price*	\$272,000	\$305,500	+ 12.3%	\$267,000	\$285,663	+ 7.0%
Average Sales Price*	\$303,031	\$349,584	+ 15.4%	\$295,295	\$321,661	+ 8.9%
Percent of Original List Price Received*	97.2%	98.9%	+ 1.7%	97.3%	98.0%	+ 0.7%
List to Close	88	77	- 12.5%	91	87	- 4.4%
Days on Market Until Sale	38	23	- 39.5%	42	36	- 14.3%
Cumulative Days on Market Until Sale	45	26	- 42.2%	51	42	- 17.6%
Average List Price	\$302,023	\$330,847	+ 9.5%	\$313,420	\$332,036	+ 5.9%
Inventory of Homes for Sale	1,021	429	- 58.0%	--	--	--
Months Supply of Inventory	2.2	0.9	- 59.1%	--	--	--

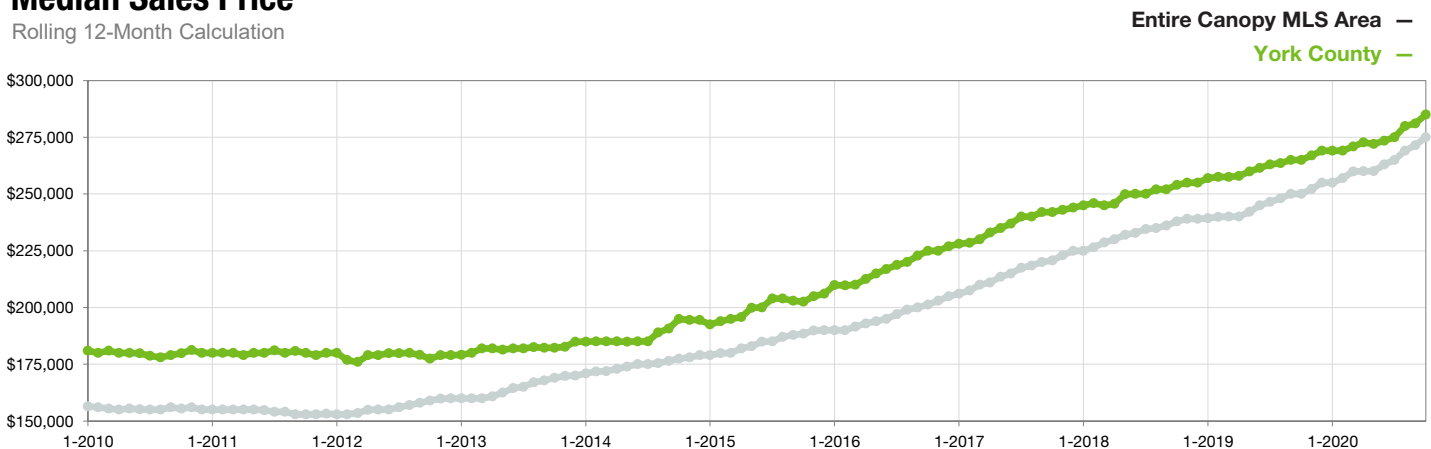
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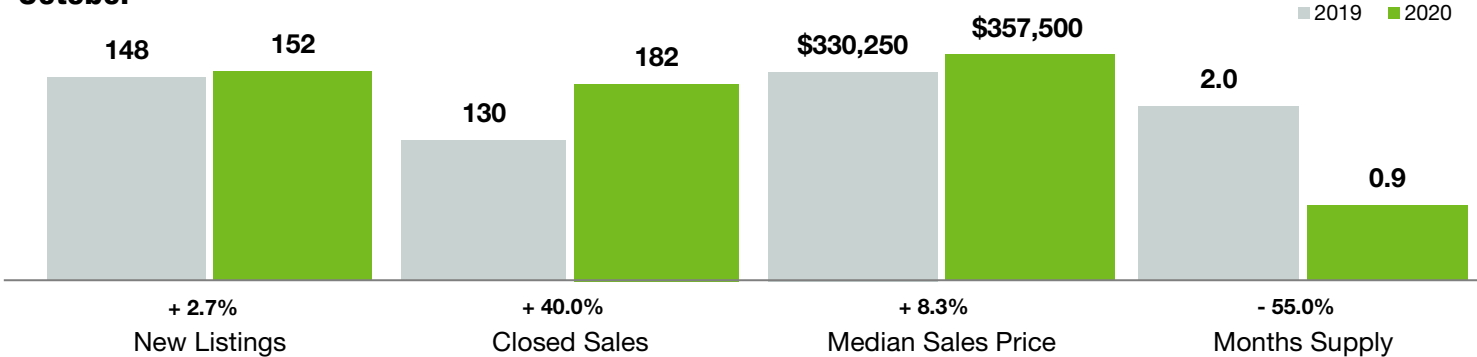
Fort Mill

South Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	148	152	+ 2.7%	1,868	1,644	- 12.0%
Pending Sales	150	152	+ 1.3%	1,584	1,553	- 2.0%
Closed Sales	130	182	+ 40.0%	1,524	1,420	- 6.8%
Median Sales Price*	\$330,250	\$357,500	+ 8.3%	\$315,000	\$341,000	+ 8.3%
Average Sales Price*	\$363,412	\$391,418	+ 7.7%	\$351,996	\$380,481	+ 8.1%
Percent of Original List Price Received*	97.8%	99.2%	+ 1.4%	97.7%	98.3%	+ 0.6%
List to Close	102	82	- 19.6%	99	92	- 7.1%
Days on Market Until Sale	41	23	- 43.9%	46	35	- 23.9%
Cumulative Days on Market Until Sale	50	26	- 48.0%	57	41	- 28.1%
Average List Price	\$375,169	\$379,180	+ 1.1%	\$373,483	\$381,261	+ 2.1%
Inventory of Homes for Sale	299	124	- 58.5%	--	--	--
Months Supply of Inventory	2.0	0.9	- 55.0%	--	--	--

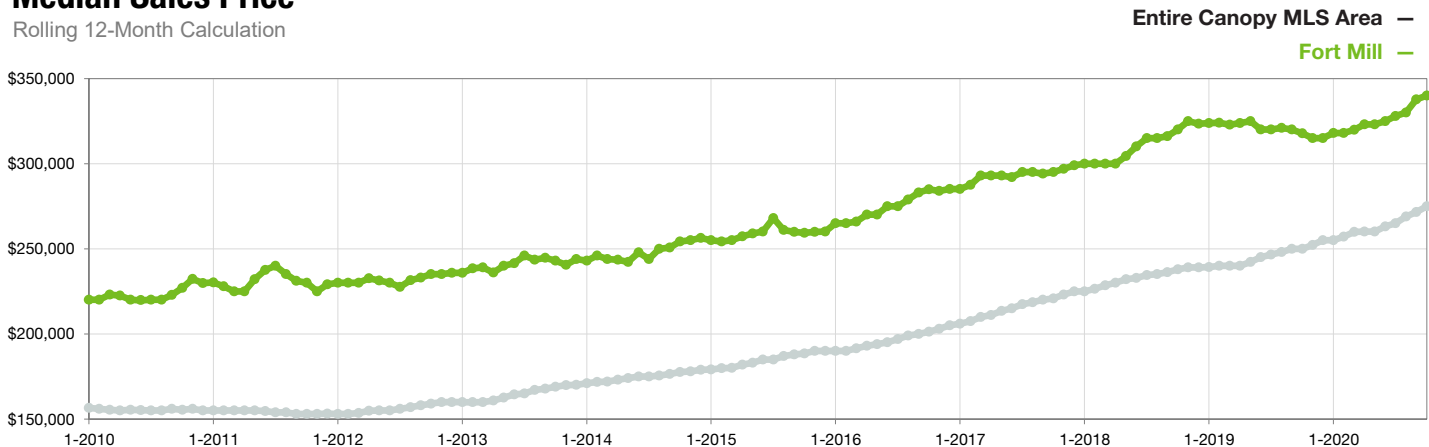
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October



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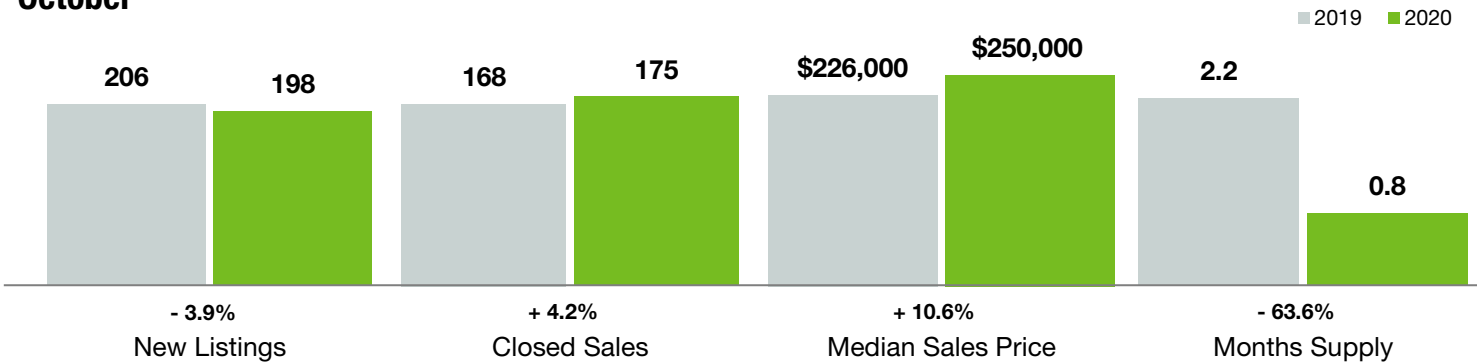
Rock Hill

South Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	206	198	- 3.9%	1,939	1,715	- 11.6%
Pending Sales	163	179	+ 9.8%	1,648	1,655	+ 0.4%
Closed Sales	168	175	+ 4.2%	1,556	1,545	- 0.7%
Median Sales Price*	\$226,000	\$250,000	+ 10.6%	\$210,000	\$235,000	+ 11.9%
Average Sales Price*	\$239,356	\$269,355	+ 12.5%	\$222,777	\$250,414	+ 12.4%
Percent of Original List Price Received*	97.2%	98.7%	+ 1.5%	97.4%	98.1%	+ 0.7%
List to Close	80	68	- 15.0%	77	76	- 1.3%
Days on Market Until Sale	33	20	- 39.4%	32	29	- 9.4%
Cumulative Days on Market Until Sale	37	22	- 40.5%	37	34	- 8.1%
Average List Price	\$237,342	\$267,753	+ 12.8%	\$236,517	\$255,461	+ 8.0%
Inventory of Homes for Sale	334	131	- 60.8%	--	--	--
Months Supply of Inventory	2.2	0.8	- 63.6%	--	--	--

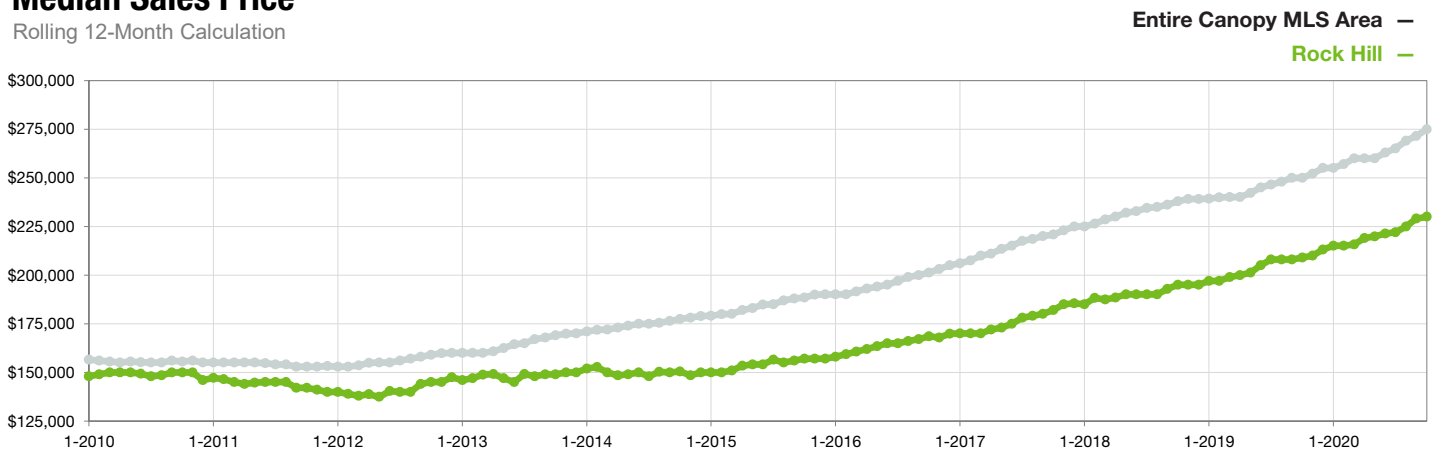
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

October



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for October 2020

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION
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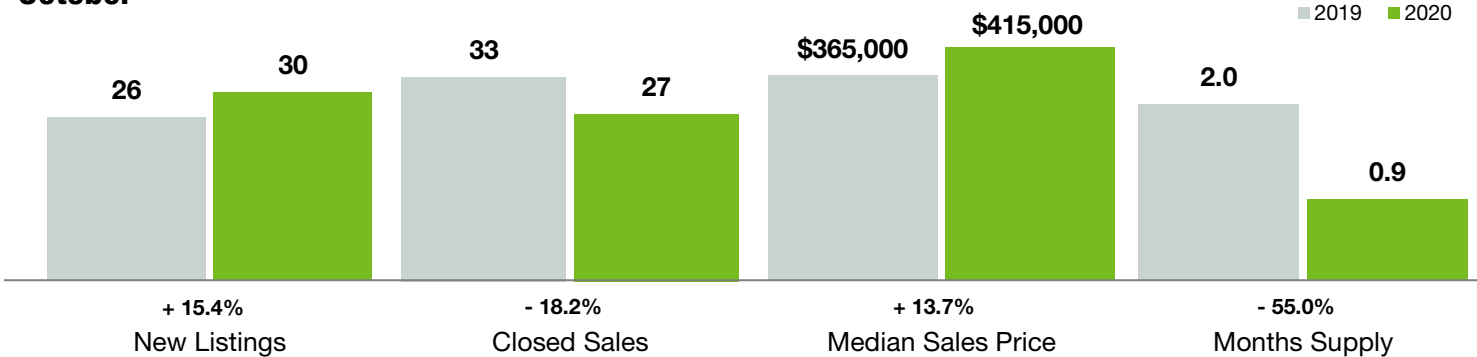
Tega Cay

South Carolina

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	26	30	+ 15.4%	424	390	- 8.0%
Pending Sales	34	34	0.0%	351	359	+ 2.3%
Closed Sales	33	27	- 18.2%	320	292	- 8.8%
Median Sales Price*	\$365,000	\$415,000	+ 13.7%	\$359,484	\$383,094	+ 6.6%
Average Sales Price*	\$373,192	\$484,198	+ 29.7%	\$378,863	\$399,947	+ 5.6%
Percent of Original List Price Received*	96.1%	99.4%	+ 3.4%	96.6%	97.7%	+ 1.1%
List to Close	92	82	- 10.9%	102	85	- 16.7%
Days on Market Until Sale	50	23	- 54.0%	58	40	- 31.0%
Cumulative Days on Market Until Sale	62	23	- 62.9%	72	51	- 29.2%
Average List Price	\$356,191	\$410,130	+ 15.1%	\$381,582	\$422,158	+ 10.6%
Inventory of Homes for Sale	66	30	- 54.5%	--	--	--
Months Supply of Inventory	2.0	0.9	- 55.0%	--	--	--

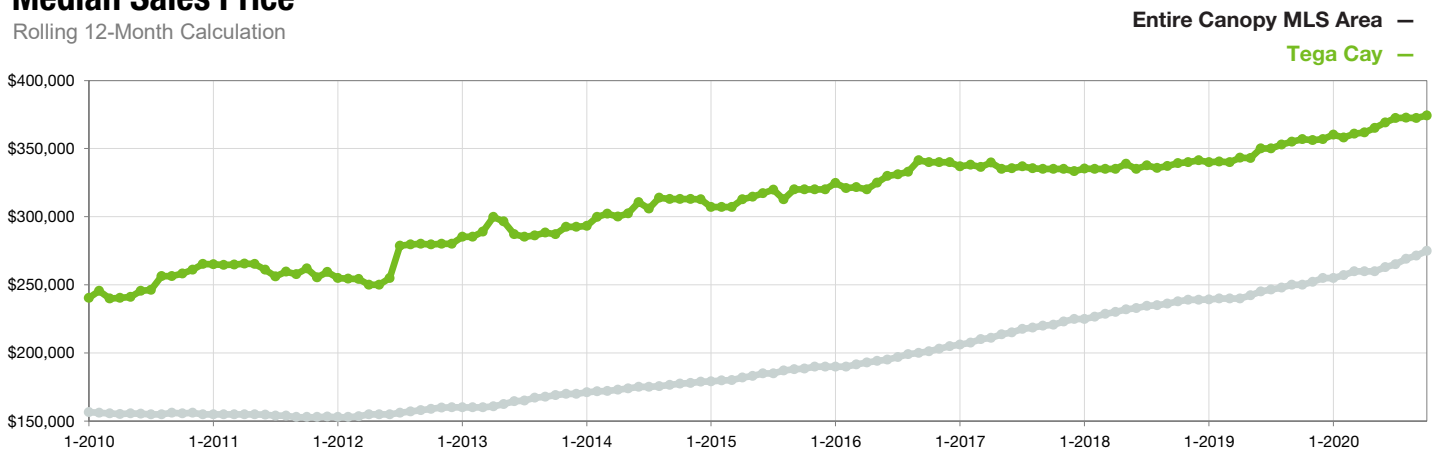
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October



Median Sales Price

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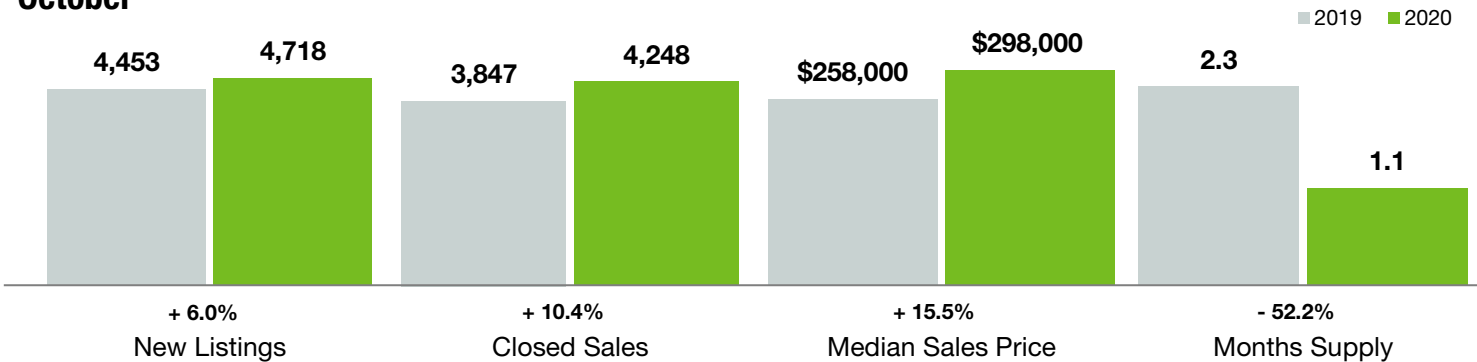
Charlotte MSA

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

Key Metrics	October			Year to Date		
	2019	2020	Percent Change	Thru 10-2019	Thru 10-2020	Percent Change
New Listings	4,453	4,718	+ 6.0%	46,870	44,868	- 4.3%
Pending Sales	3,679	4,398	+ 19.5%	38,872	41,439	+ 6.6%
Closed Sales	3,847	4,248	+ 10.4%	36,990	37,934	+ 2.6%
Median Sales Price*	\$258,000	\$298,000	+ 15.5%	\$260,000	\$285,000	+ 9.6%
Average Sales Price*	\$309,123	\$358,615	+ 16.0%	\$309,034	\$337,971	+ 9.4%
Percent of Original List Price Received*	96.6%	98.9%	+ 2.4%	97.0%	98.0%	+ 1.0%
List to Close	89	77	- 13.5%	91	88	- 3.3%
Days on Market Until Sale	37	24	- 35.1%	41	35	- 14.6%
Cumulative Days on Market Until Sale	45	27	- 40.0%	48	41	- 14.6%
Average List Price	\$333,172	\$367,056	+ 10.2%	\$339,112	\$362,443	+ 6.9%
Inventory of Homes for Sale	8,339	4,382	- 47.5%	--	--	--
Months Supply of Inventory	2.3	1.1	- 52.2%	--	--	--

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October



Median Sales Price

Rolling 12-Month Calculation

