

# Local Market Update for November 2020



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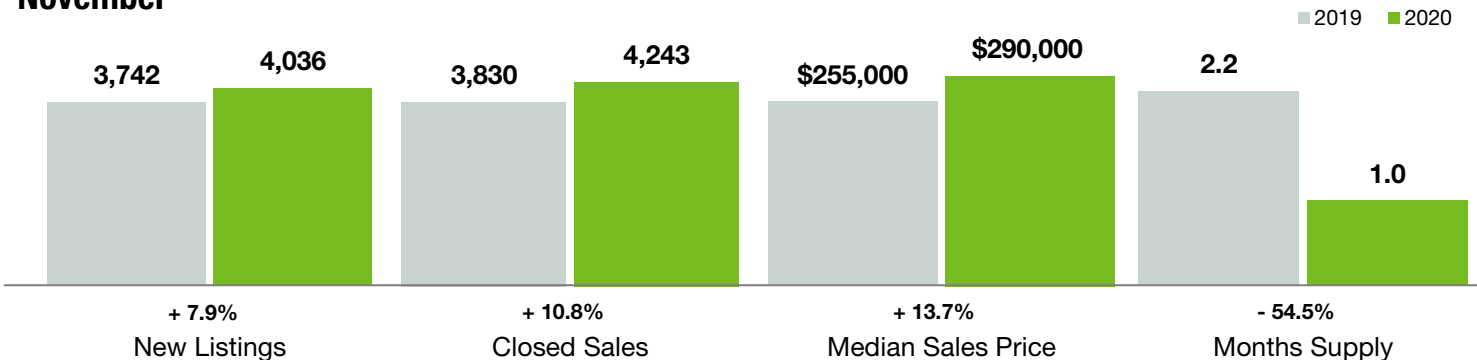
## Charlotte Region

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	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	3,742	<b>4,036</b>	+ 7.9%	58,535	<b>56,851</b>	- 2.9%
Pending Sales	3,567	<b>4,509</b>	+ 26.4%	48,961	<b>53,108</b>	+ 8.5%
Closed Sales	3,830	<b>4,243</b>	+ 10.8%	47,039	<b>49,010</b>	+ 4.2%
Median Sales Price*	\$255,000	<b>\$290,000</b>	+ 13.7%	\$255,000	<b>\$280,000</b>	+ 9.8%
Average Sales Price*	\$306,010	<b>\$349,562</b>	+ 14.2%	\$303,259	<b>\$333,360</b>	+ 9.9%
Percent of Original List Price Received*	96.2%	<b>98.9%</b>	+ 2.8%	96.8%	<b>97.9%</b>	+ 1.1%
List to Close	92	<b>77</b>	- 16.3%	93	<b>89</b>	- 4.3%
Days on Market Until Sale	42	<b>24</b>	- 42.9%	43	<b>36</b>	- 16.3%
Cumulative Days on Market Until Sale	50	<b>28</b>	- 44.0%	51	<b>42</b>	- 17.6%
Average List Price	\$332,458	<b>\$352,274</b>	+ 6.0%	\$333,943	<b>\$355,837</b>	+ 6.6%
Inventory of Homes for Sale	9,568	<b>4,554</b>	- 52.4%	--	--	--
Months Supply of Inventory	2.2	<b>1.0</b>	- 54.5%	--	--	--

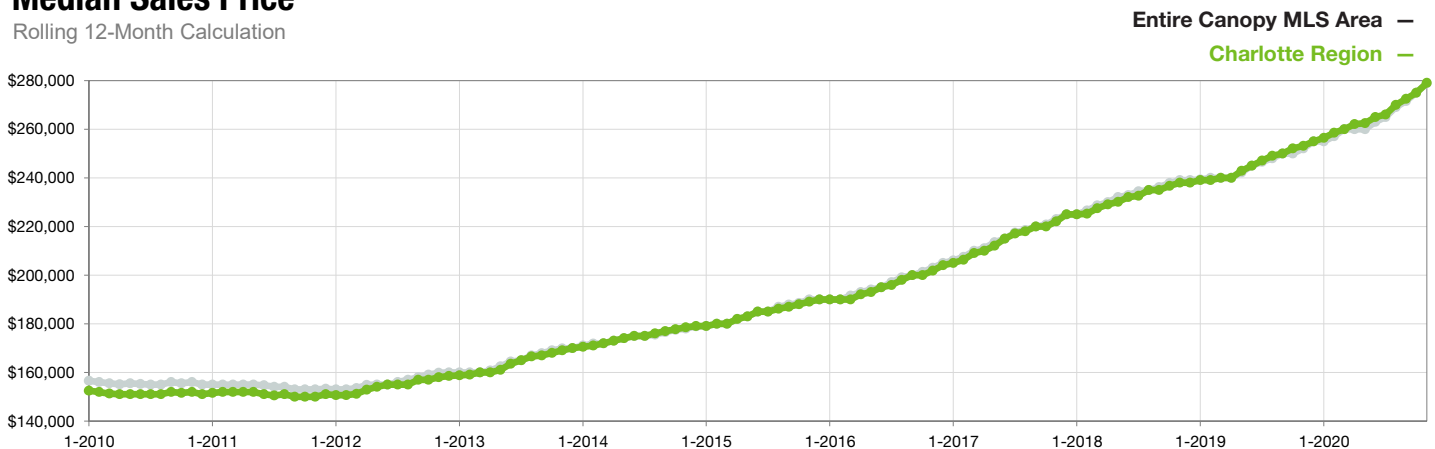
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### Median Sales Price

Rolling 12-Month Calculation



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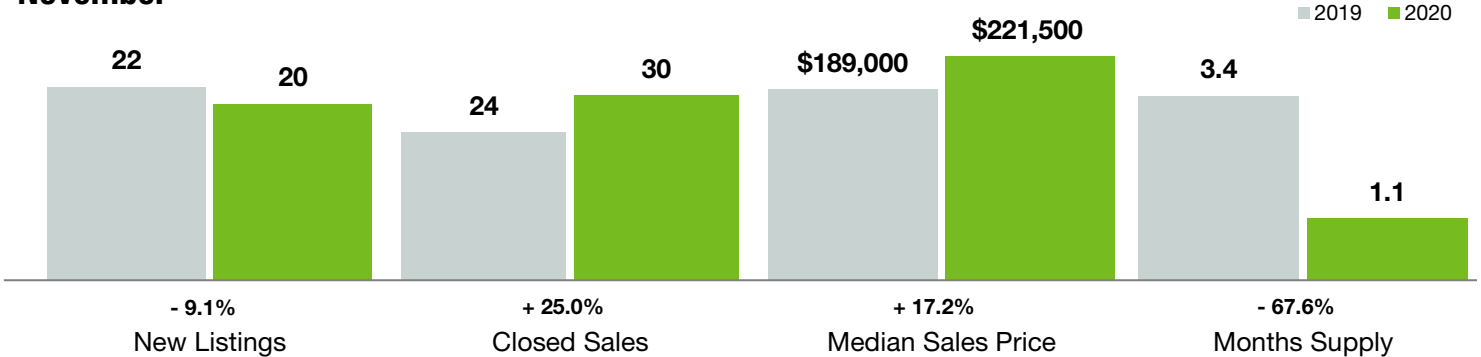
## Alexander County

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	22	20	- 9.1%	316	333	+ 5.4%
Pending Sales	21	31	+ 47.6%	272	320	+ 17.6%
Closed Sales	24	30	+ 25.0%	261	302	+ 15.7%
Median Sales Price*	\$189,000	\$221,500	+ 17.2%	\$165,000	\$182,000	+ 10.3%
Average Sales Price*	\$208,933	\$270,365	+ 29.4%	\$201,822	\$237,787	+ 17.8%
Percent of Original List Price Received*	94.6%	96.0%	+ 1.5%	94.9%	96.8%	+ 2.0%
List to Close	98	103	+ 5.1%	114	103	- 9.6%
Days on Market Until Sale	48	47	- 2.1%	60	51	- 15.0%
Cumulative Days on Market Until Sale	64	47	- 26.6%	73	62	- 15.1%
Average List Price	\$249,818	\$318,375	+ 27.4%	\$240,885	\$270,691	+ 12.4%
Inventory of Homes for Sale	80	32	- 60.0%	--	--	--
Months Supply of Inventory	3.4	1.1	- 67.6%	--	--	--

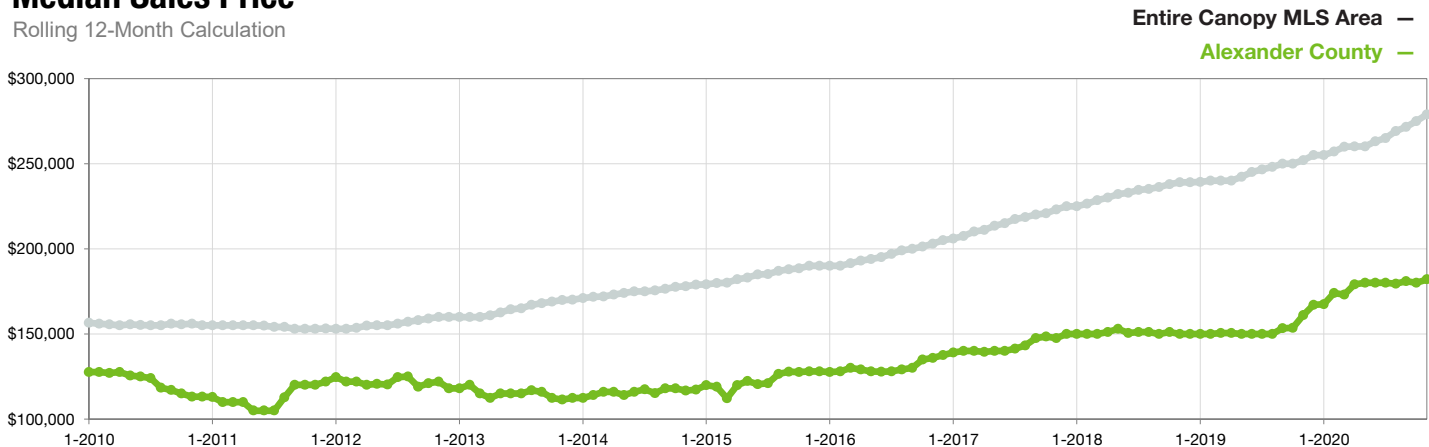
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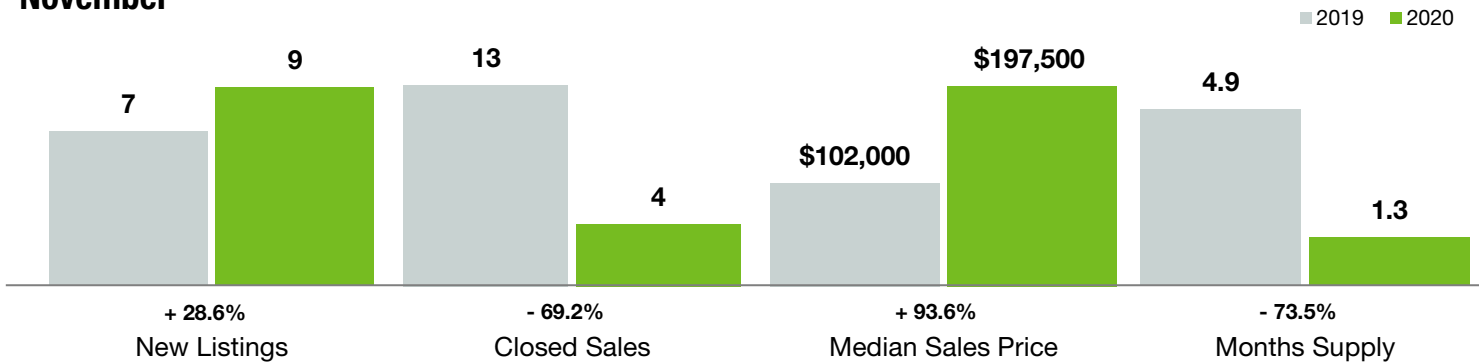
## Anson County

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	7	9	+ 28.6%	166	121	- 27.1%
Pending Sales	11	15	+ 36.4%	137	135	- 1.5%
Closed Sales	13	4	- 69.2%	133	118	- 11.3%
Median Sales Price*	\$102,000	\$197,500	+ 93.6%	\$113,500	\$119,450	+ 5.2%
Average Sales Price*	\$128,692	\$191,225	+ 48.6%	\$126,138	\$127,177	+ 0.8%
Percent of Original List Price Received*	87.5%	95.6%	+ 9.3%	92.5%	91.9%	- 0.6%
List to Close	123	70	- 43.1%	135	147	+ 8.9%
Days on Market Until Sale	77	30	- 61.0%	85	93	+ 9.4%
Cumulative Days on Market Until Sale	84	30	- 64.3%	97	101	+ 4.1%
Average List Price	\$124,641	\$108,589	- 12.9%	\$135,522	\$163,567	+ 20.7%
Inventory of Homes for Sale	58	16	- 72.4%	--	--	--
Months Supply of Inventory	4.9	1.3	- 73.5%	--	--	--

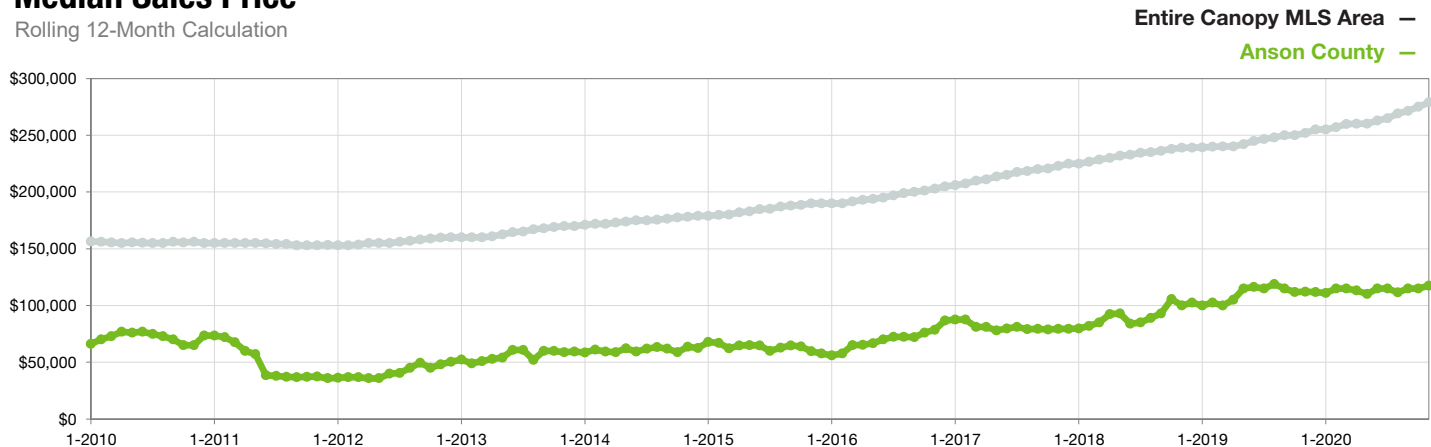
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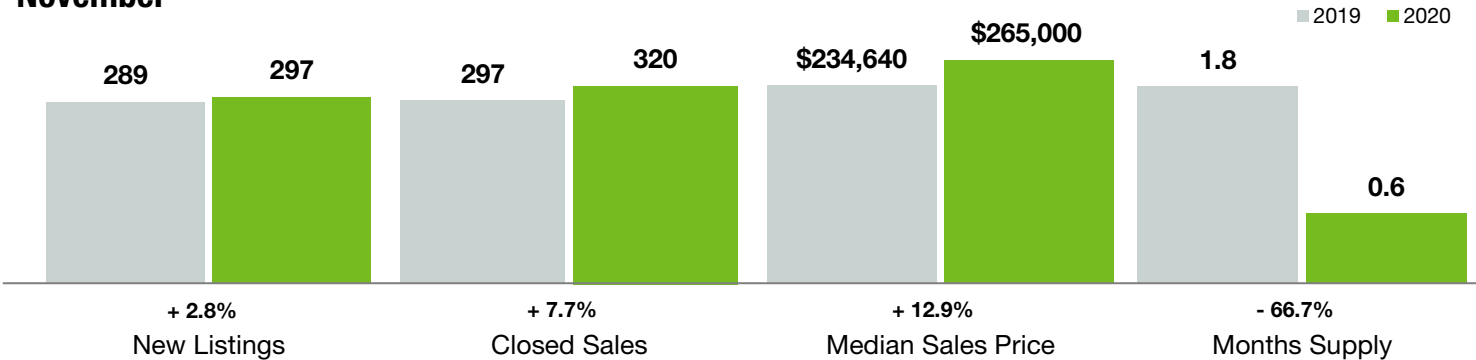
## Cabarrus County

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	289	297	+ 2.8%	4,571	4,220	- 7.7%
Pending Sales	298	351	+ 17.8%	3,835	3,951	+ 3.0%
Closed Sales	297	320	+ 7.7%	3,731	3,725	- 0.2%
Median Sales Price*	\$234,640	\$265,000	+ 12.9%	\$245,000	\$265,950	+ 8.6%
Average Sales Price*	\$244,700	\$294,712	+ 20.4%	\$261,518	\$286,531	+ 9.6%
Percent of Original List Price Received*	96.6%	99.0%	+ 2.5%	97.1%	98.0%	+ 0.9%
List to Close	91	72	- 20.9%	91	82	- 9.9%
Days on Market Until Sale	34	21	- 38.2%	39	32	- 17.9%
Cumulative Days on Market Until Sale	40	23	- 42.5%	47	38	- 19.1%
Average List Price	\$282,910	\$286,567	+ 1.3%	\$277,881	\$298,523	+ 7.4%
Inventory of Homes for Sale	614	225	- 63.4%	--	--	--
Months Supply of Inventory	1.8	0.6	- 66.7%	--	--	--

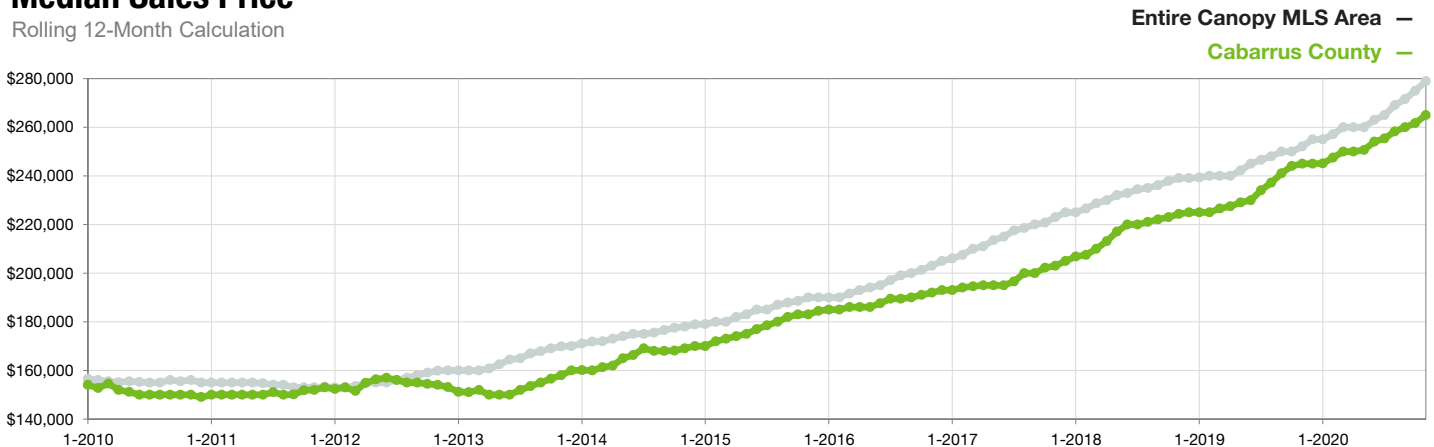
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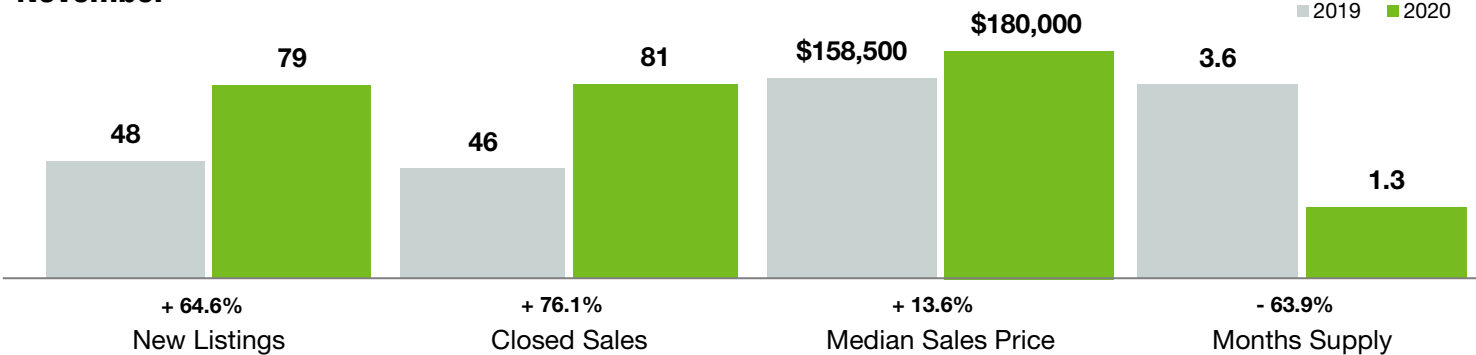
## Cleveland County

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	48	79	+ 64.6%	670	963	+ 43.7%
Pending Sales	38	97	+ 155.3%	549	871	+ 58.7%
Closed Sales	46	81	+ 76.1%	542	759	+ 40.0%
Median Sales Price*	\$158,500	\$180,000	+ 13.6%	\$148,000	\$162,500	+ 9.8%
Average Sales Price*	\$177,972	\$204,777	+ 15.1%	\$171,847	\$188,618	+ 9.8%
Percent of Original List Price Received*	94.9%	98.0%	+ 3.3%	94.8%	96.3%	+ 1.6%
List to Close	82	93	+ 13.4%	113	93	- 17.7%
Days on Market Until Sale	36	31	- 13.9%	58	42	- 27.6%
Cumulative Days on Market Until Sale	40	41	+ 2.5%	65	47	- 27.7%
Average List Price	\$185,388	\$207,034	+ 11.7%	\$188,253	\$199,291	+ 5.9%
Inventory of Homes for Sale	173	100	- 42.2%	--	--	--
Months Supply of Inventory	3.6	1.3	- 63.9%	--	--	--

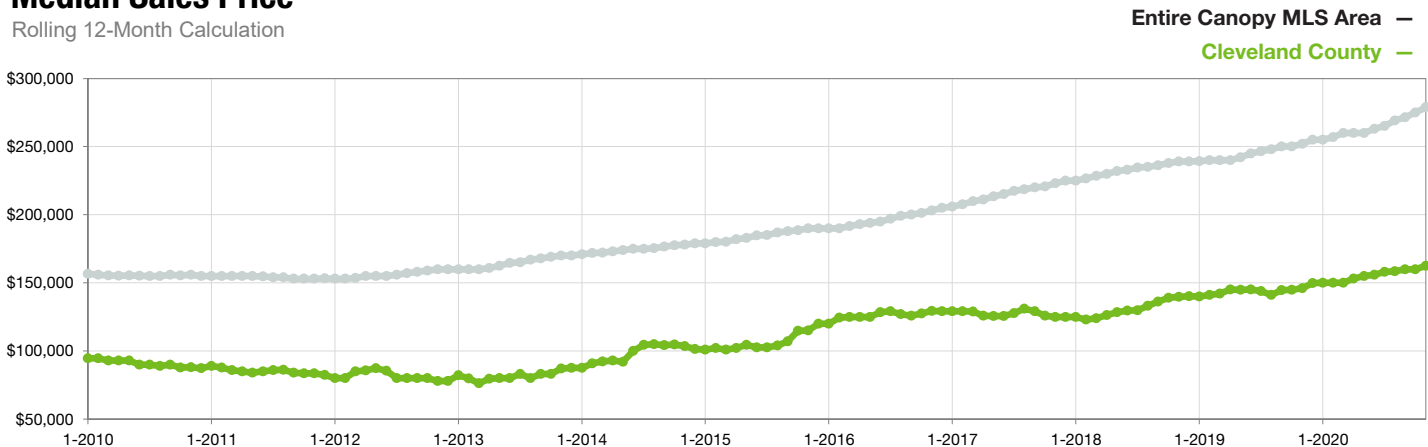
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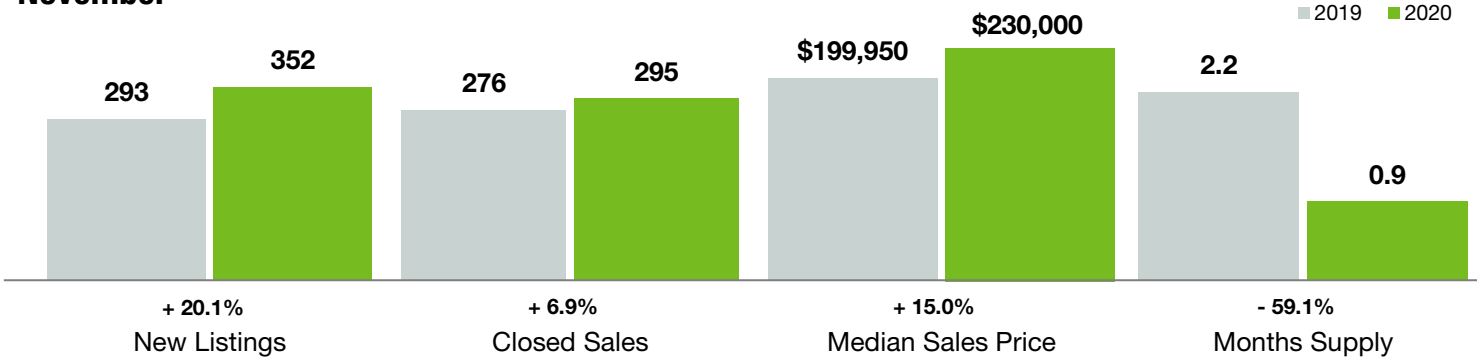
## Gaston County

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	293	352	+ 20.1%	4,055	4,016	- 1.0%
Pending Sales	295	360	+ 22.0%	3,462	3,813	+ 10.1%
Closed Sales	276	295	+ 6.9%	3,259	3,492	+ 7.1%
Median Sales Price*	\$199,950	\$230,000	+ 15.0%	\$190,000	\$216,000	+ 13.7%
Average Sales Price*	\$230,312	\$247,642	+ 7.5%	\$213,411	\$242,344	+ 13.6%
Percent of Original List Price Received*	95.9%	99.0%	+ 3.2%	96.9%	97.5%	+ 0.6%
List to Close	81	72	- 11.1%	89	90	+ 1.1%
Days on Market Until Sale	34	24	- 29.4%	38	36	- 5.3%
Cumulative Days on Market Until Sale	36	30	- 16.7%	42	40	- 4.8%
Average List Price	\$254,372	\$252,977	- 0.5%	\$229,344	\$247,962	+ 8.1%
Inventory of Homes for Sale	657	304	- 53.7%	--	--	--
Months Supply of Inventory	2.2	0.9	- 59.1%	--	--	--

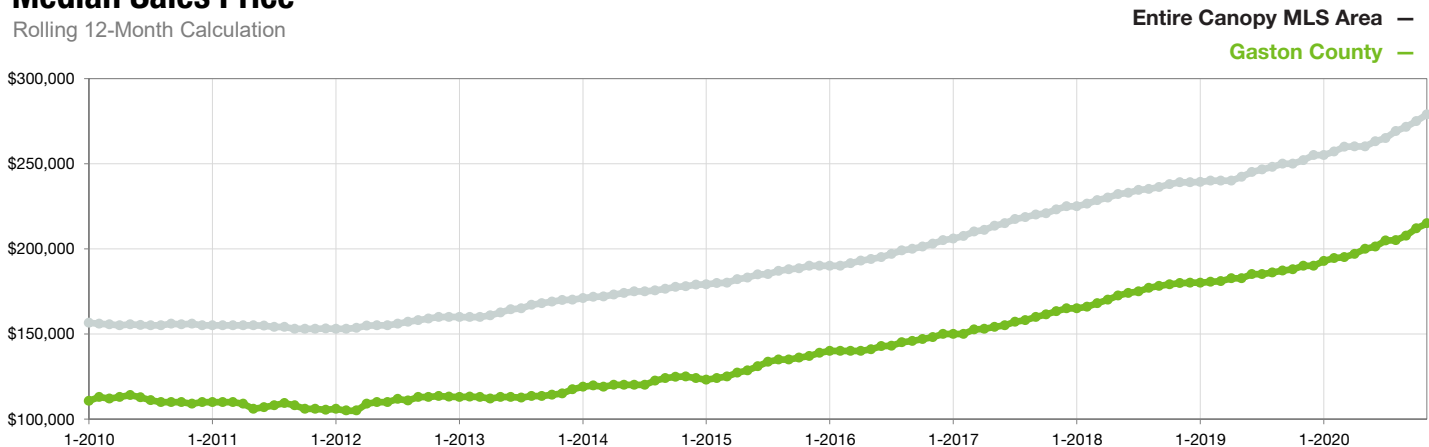
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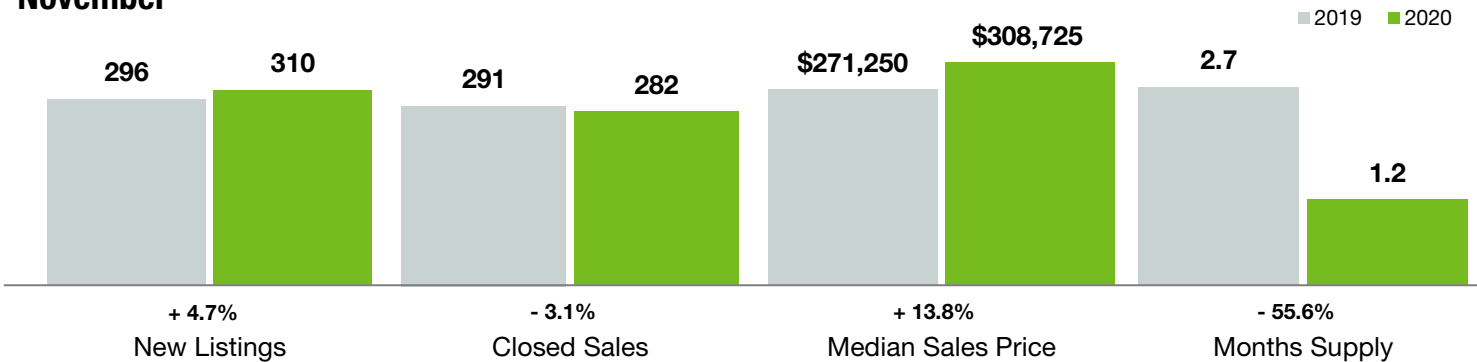
## Iredell County

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	296	310	+ 4.7%	4,108	3,975	- 3.2%
Pending Sales	272	352	+ 29.4%	3,433	3,749	+ 9.2%
Closed Sales	291	282	- 3.1%	3,279	3,446	+ 5.1%
Median Sales Price*	\$271,250	\$308,725	+ 13.8%	\$266,869	\$293,700	+ 10.1%
Average Sales Price*	\$363,071	\$398,838	+ 9.9%	\$330,556	\$373,812	+ 13.1%
Percent of Original List Price Received*	95.3%	97.7%	+ 2.5%	95.7%	97.4%	+ 1.8%
List to Close	102	82	- 19.6%	111	98	- 11.7%
Days on Market Until Sale	54	28	- 48.1%	59	46	- 22.0%
Cumulative Days on Market Until Sale	69	33	- 52.2%	74	53	- 28.4%
Average List Price	\$373,455	\$398,241	+ 6.6%	\$371,839	\$400,271	+ 7.6%
Inventory of Homes for Sale	821	388	- 52.7%	--	--	--
Months Supply of Inventory	2.7	1.2	- 55.6%	--	--	--

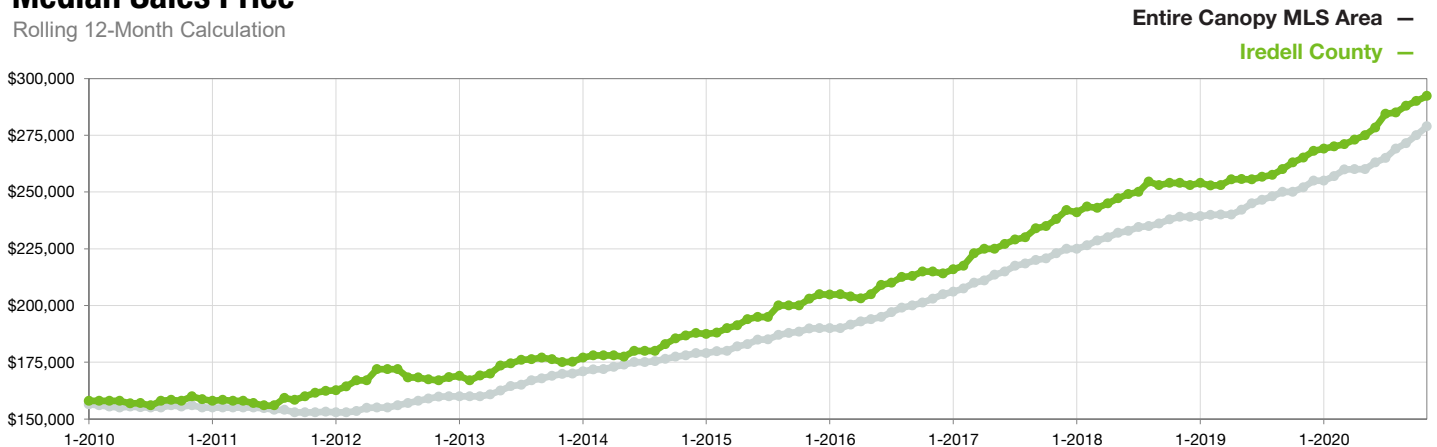
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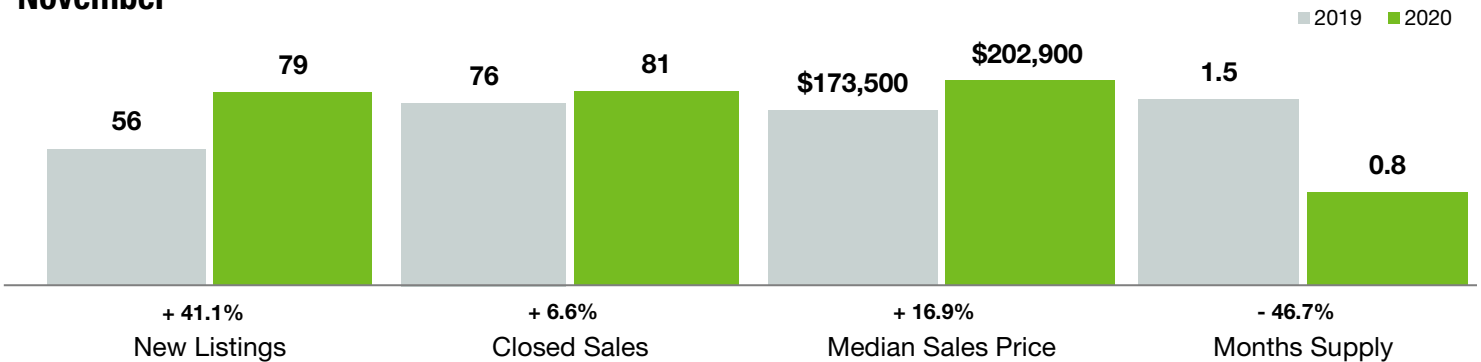
## Kannapolis

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	56	79	+ 41.1%	936	961	+ 2.7%
Pending Sales	68	90	+ 32.4%	835	894	+ 7.1%
Closed Sales	76	81	+ 6.6%	789	820	+ 3.9%
Median Sales Price*	\$173,500	\$202,900	+ 16.9%	\$160,500	\$184,950	+ 15.2%
Average Sales Price*	\$174,580	\$225,494	+ 29.2%	\$174,843	\$206,095	+ 17.9%
Percent of Original List Price Received*	96.3%	99.2%	+ 3.0%	96.4%	97.6%	+ 1.2%
List to Close	75	65	- 13.3%	76	74	- 2.6%
Days on Market Until Sale	29	16	- 44.8%	35	28	- 20.0%
Cumulative Days on Market Until Sale	31	18	- 41.9%	41	32	- 22.0%
Average List Price	\$224,759	\$211,502	- 5.9%	\$187,005	\$217,949	+ 16.5%
Inventory of Homes for Sale	114	61	- 46.5%	--	--	--
Months Supply of Inventory	1.5	0.8	- 46.7%	--	--	--

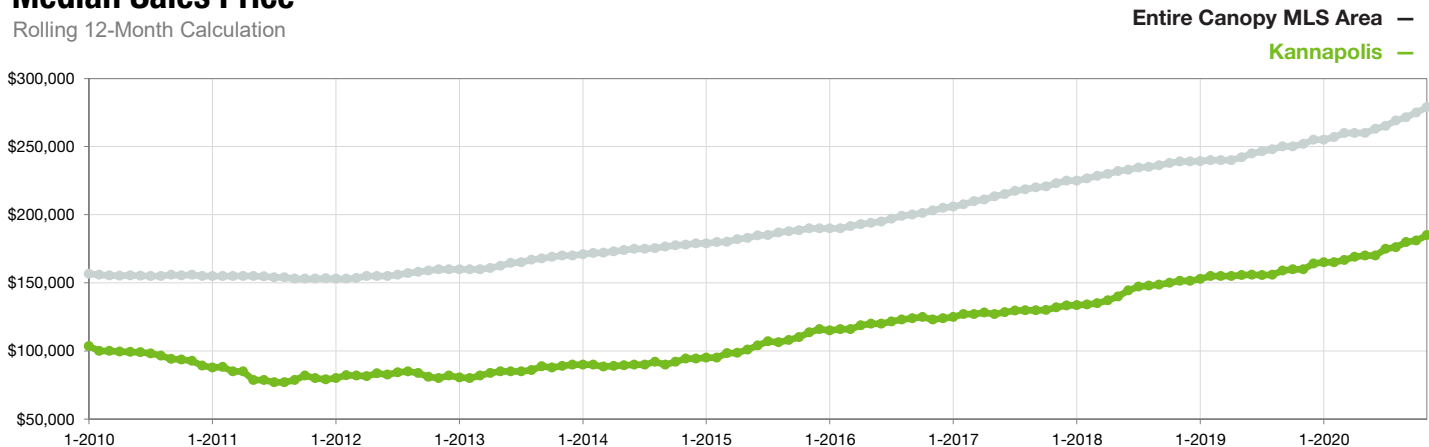
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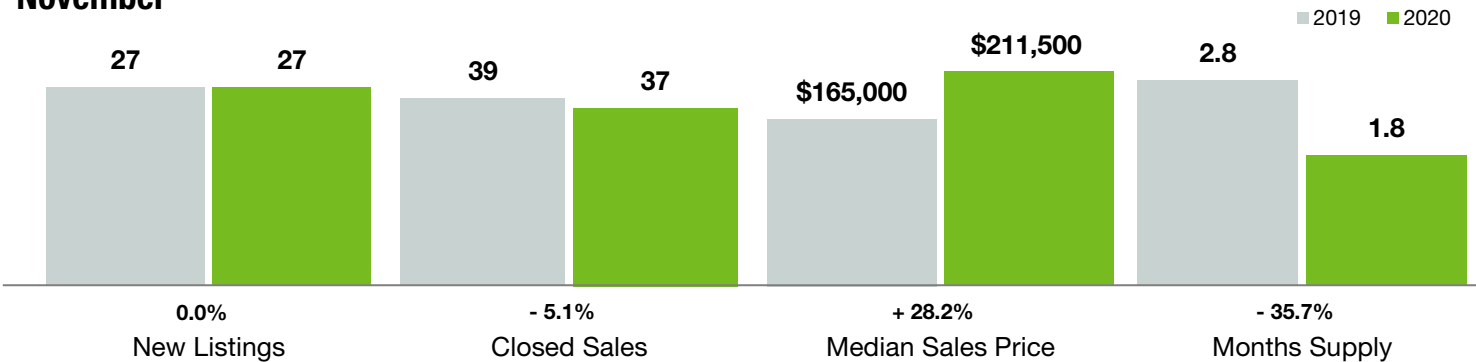
## Lincolnton

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	27	27	0.0%	485	465	- 4.1%
Pending Sales	23	39	+ 69.6%	381	424	+ 11.3%
Closed Sales	39	37	- 5.1%	382	391	+ 2.4%
Median Sales Price*	\$165,000	\$211,500	+ 28.2%	\$185,000	\$200,000	+ 8.1%
Average Sales Price*	\$178,010	\$238,985	+ 34.3%	\$201,833	\$221,927	+ 10.0%
Percent of Original List Price Received*	95.7%	95.9%	+ 0.2%	96.1%	96.2%	+ 0.1%
List to Close	91	121	+ 33.0%	93	95	+ 2.2%
Days on Market Until Sale	37	53	+ 43.2%	46	44	- 4.3%
Cumulative Days on Market Until Sale	39	25	- 35.9%	54	48	- 11.1%
Average List Price	\$236,237	\$246,230	+ 4.2%	\$225,091	\$249,473	+ 10.8%
Inventory of Homes for Sale	96	67	- 30.2%	--	--	--
Months Supply of Inventory	2.8	1.8	- 35.7%	--	--	--

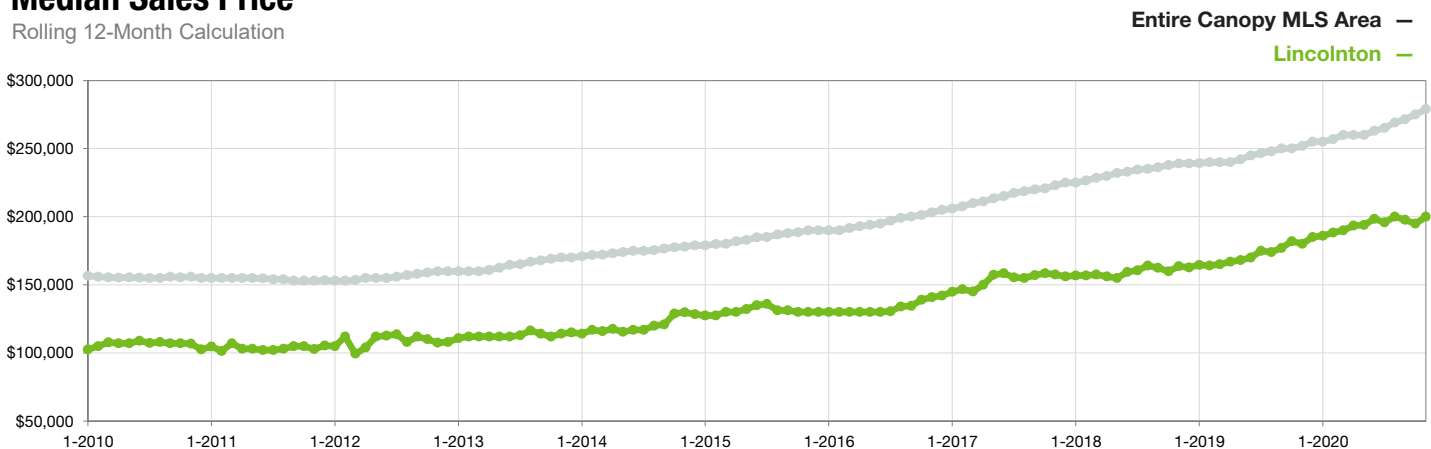
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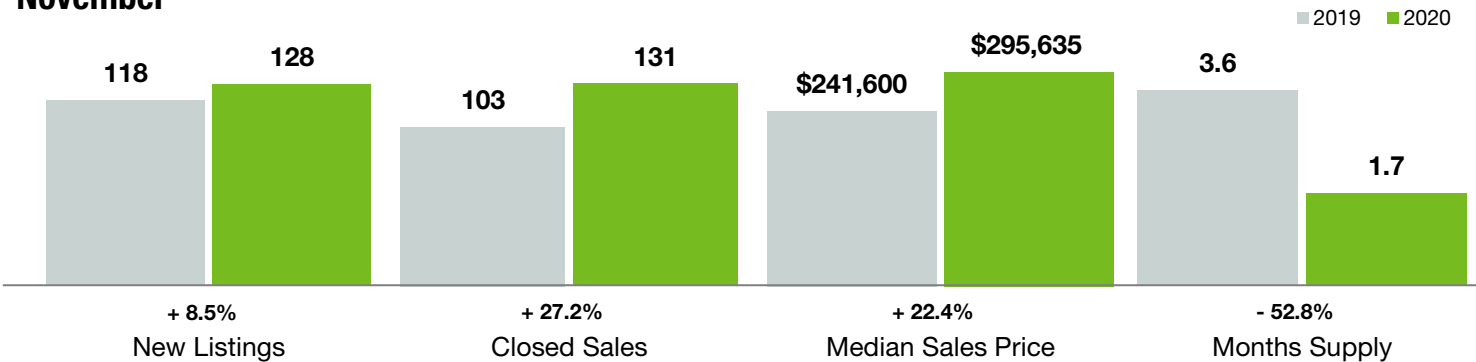
## Lincoln County

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	118	128	+ 8.5%	1,662	1,794	+ 7.9%
Pending Sales	94	140	+ 48.9%	1,250	1,607	+ 28.6%
Closed Sales	103	131	+ 27.2%	1,225	1,429	+ 16.7%
Median Sales Price*	\$241,600	\$295,635	+ 22.4%	\$275,029	\$300,000	+ 9.1%
Average Sales Price*	\$294,367	\$325,374	+ 10.5%	\$308,010	\$344,712	+ 11.9%
Percent of Original List Price Received*	95.0%	97.1%	+ 2.2%	96.1%	97.0%	+ 0.9%
List to Close	117	102	- 12.8%	109	108	- 0.9%
Days on Market Until Sale	61	44	- 27.9%	57	56	- 1.8%
Cumulative Days on Market Until Sale	65	45	- 30.8%	70	67	- 4.3%
Average List Price	\$364,336	\$377,924	+ 3.7%	\$345,042	\$360,238	+ 4.4%
Inventory of Homes for Sale	396	238	- 39.9%	--	--	--
Months Supply of Inventory	3.6	1.7	- 52.8%	--	--	--

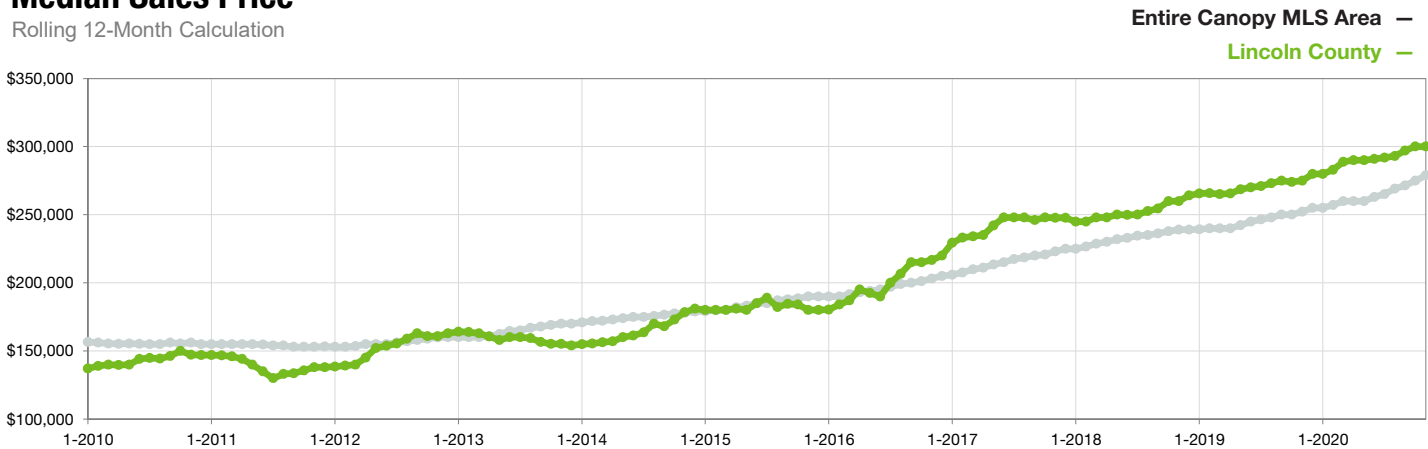
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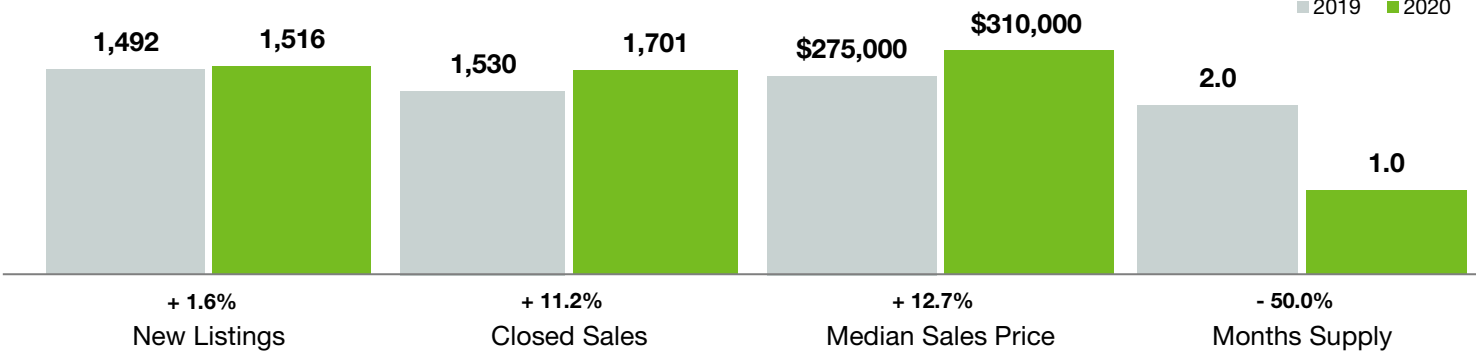
## Mecklenburg County

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	1,492	<b>1,516</b>	+ 1.6%	24,086	<b>23,074</b>	- 4.2%
Pending Sales	1,467	<b>1,723</b>	+ 17.5%	20,183	<b>21,246</b>	+ 5.3%
Closed Sales	1,530	<b>1,701</b>	+ 11.2%	19,295	<b>19,745</b>	+ 2.3%
Median Sales Price*	\$275,000	<b>\$310,000</b>	+ 12.7%	\$270,000	<b>\$299,000</b>	+ 10.7%
Average Sales Price*	\$346,680	<b>\$391,816</b>	+ 13.0%	\$341,344	<b>\$373,151</b>	+ 9.3%
Percent of Original List Price Received*	96.6%	<b>99.3%</b>	+ 2.8%	97.1%	<b>98.4%</b>	+ 1.3%
List to Close	86	<b>76</b>	- 11.6%	86	<b>85</b>	- 1.2%
Days on Market Until Sale	37	<b>22</b>	- 40.5%	37	<b>31</b>	- 16.2%
Cumulative Days on Market Until Sale	44	<b>24</b>	- 45.5%	44	<b>35</b>	- 20.5%
Average List Price	\$374,303	<b>\$400,654</b>	+ 7.0%	\$378,617	<b>\$405,592</b>	+ 7.1%
Inventory of Homes for Sale	3,446	<b>1,817</b>	- 47.3%	--	--	--
Months Supply of Inventory	2.0	<b>1.0</b>	- 50.0%	--	--	--

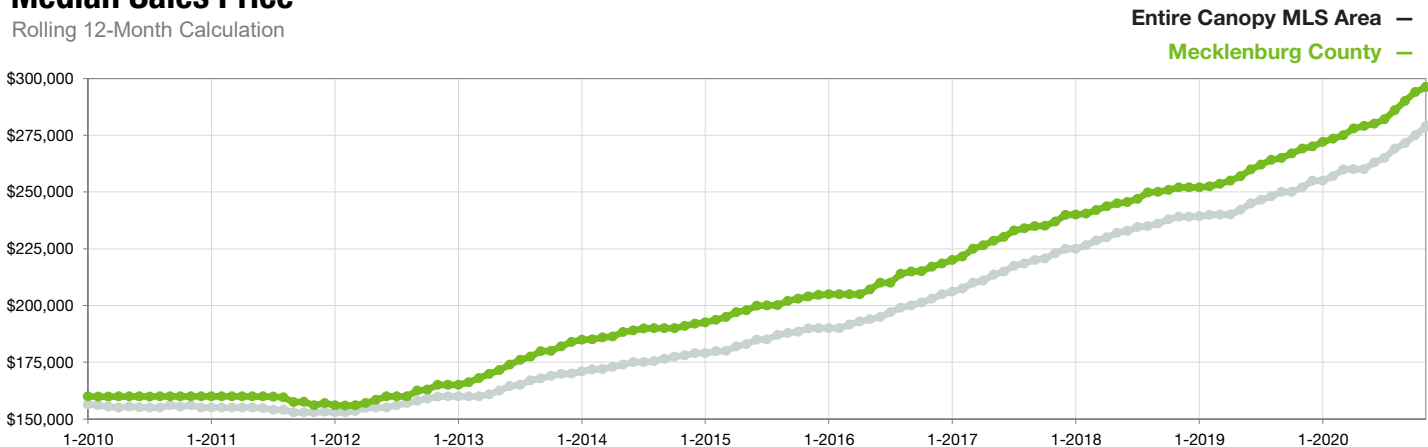
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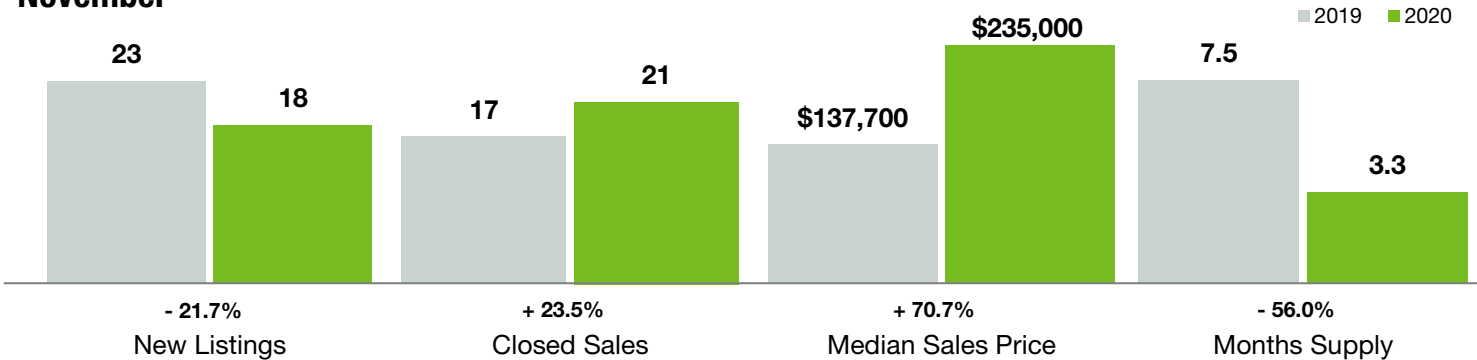
## Montgomery County

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	23	18	- 21.7%	429	337	- 21.4%
Pending Sales	11	21	+ 90.9%	281	321	+ 14.2%
Closed Sales	17	21	+ 23.5%	275	307	+ 11.6%
Median Sales Price*	\$137,700	\$235,000	+ 70.7%	\$132,500	\$175,000	+ 32.1%
Average Sales Price*	\$219,159	\$377,703	+ 72.3%	\$241,663	\$265,687	+ 9.9%
Percent of Original List Price Received*	87.5%	92.1%	+ 5.3%	89.9%	91.0%	+ 1.2%
List to Close	119	194	+ 63.0%	138	156	+ 13.0%
Days on Market Until Sale	84	132	+ 57.1%	100	113	+ 13.0%
Cumulative Days on Market Until Sale	84	163	+ 94.0%	111	133	+ 19.8%
Average List Price	\$261,465	\$282,067	+ 7.9%	\$280,653	\$291,002	+ 3.7%
Inventory of Homes for Sale	178	94	- 47.2%	--	--	--
Months Supply of Inventory	7.5	3.3	- 56.0%	--	--	--

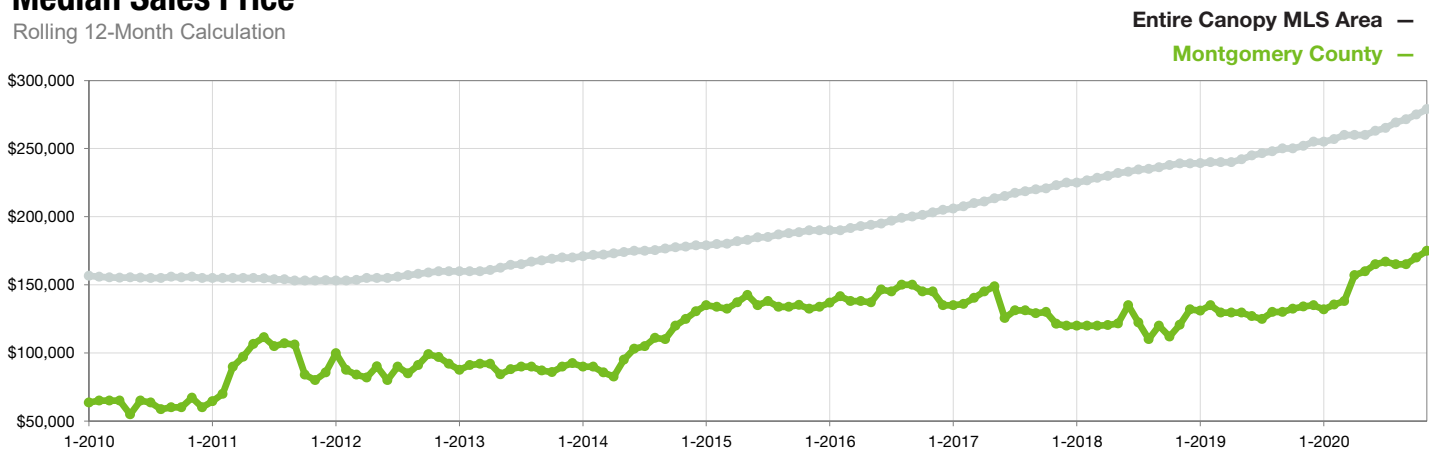
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### November



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for November 2020

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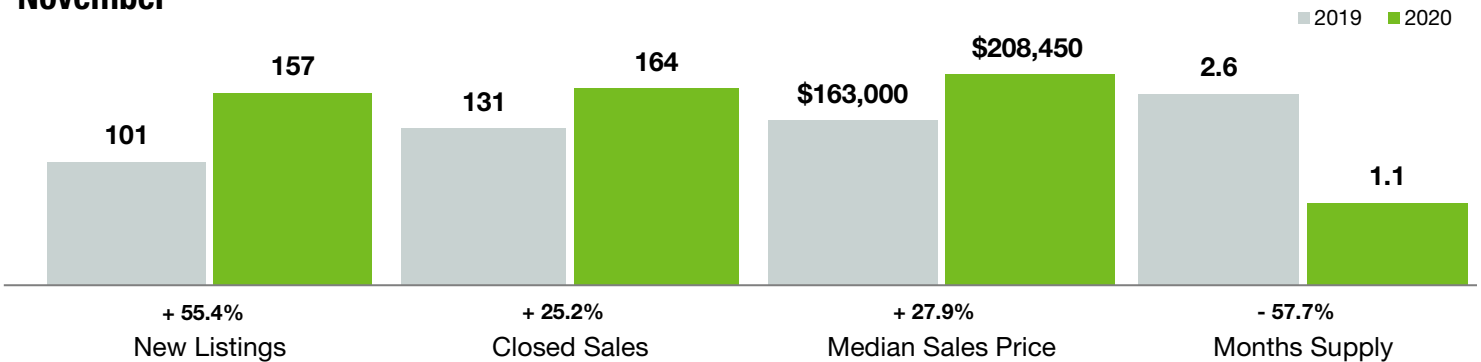
## Rowan County

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	101	157	+ 55.4%	1,919	2,091	+ 9.0%
Pending Sales	98	173	+ 76.5%	1,582	1,943	+ 22.8%
Closed Sales	131	164	+ 25.2%	1,562	1,703	+ 9.0%
Median Sales Price*	\$163,000	\$208,450	+ 27.9%	\$160,000	\$188,900	+ 18.1%
Average Sales Price*	\$178,372	\$234,779	+ 31.6%	\$176,527	\$207,841	+ 17.7%
Percent of Original List Price Received*	93.8%	97.8%	+ 4.3%	95.3%	97.0%	+ 1.8%
List to Close	101	81	- 19.8%	97	90	- 7.2%
Days on Market Until Sale	49	27	- 44.9%	48	37	- 22.9%
Cumulative Days on Market Until Sale	52	30	- 42.3%	54	43	- 20.4%
Average List Price	\$189,774	\$243,671	+ 28.4%	\$201,572	\$225,462	+ 11.9%
Inventory of Homes for Sale	367	193	- 47.4%	--	--	--
Months Supply of Inventory	2.6	1.1	- 57.7%	--	--	--

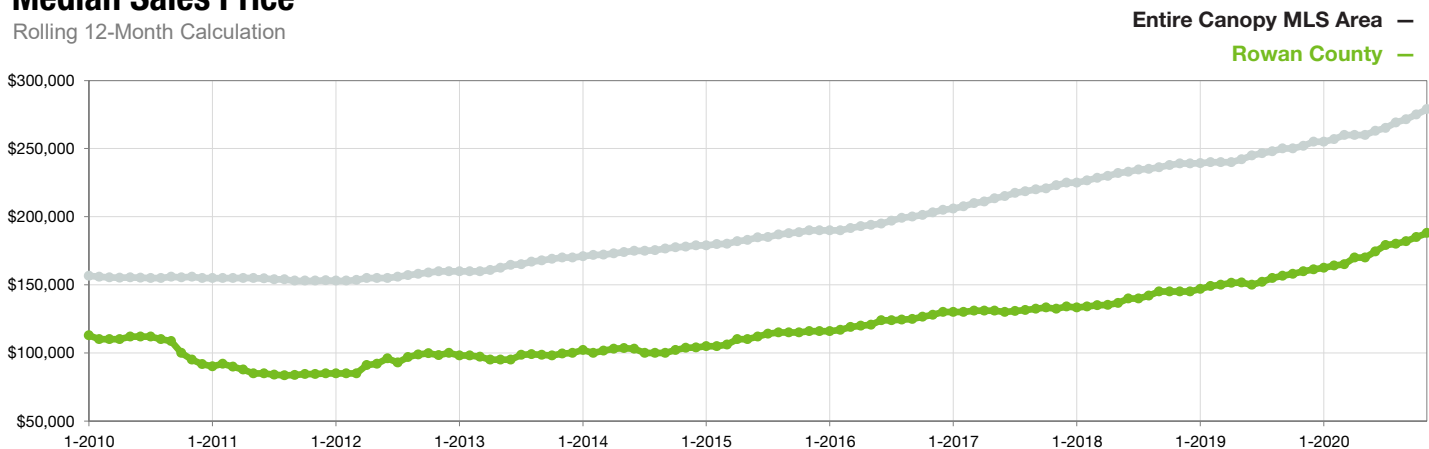
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### November



### Median Sales Price

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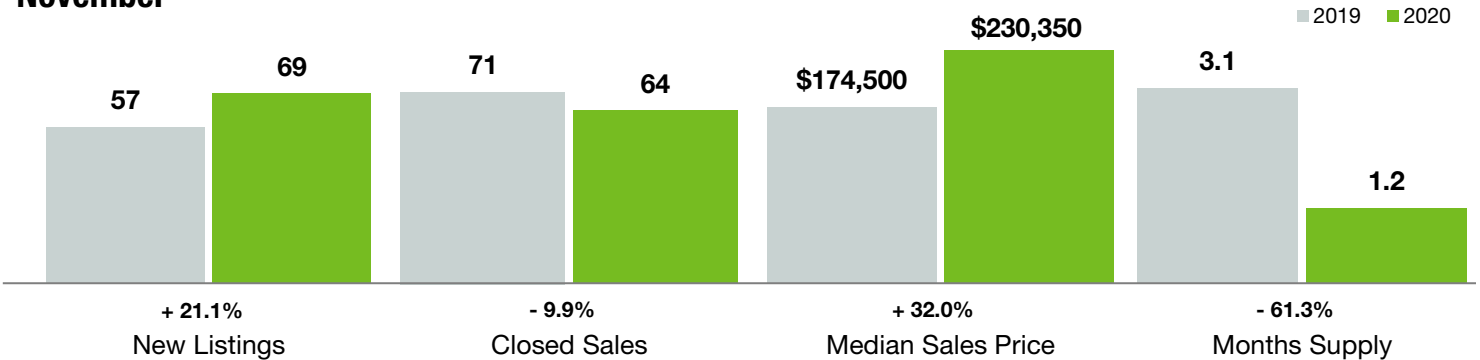
## Stanly County

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	57	69	+ 21.1%	839	795	- 5.2%
Pending Sales	58	72	+ 24.1%	680	768	+ 12.9%
Closed Sales	71	64	- 9.9%	647	729	+ 12.7%
Median Sales Price*	\$174,500	\$230,350	+ 32.0%	\$181,745	\$188,995	+ 4.0%
Average Sales Price*	\$188,933	\$257,352	+ 36.2%	\$204,745	\$214,698	+ 4.9%
Percent of Original List Price Received*	92.8%	97.6%	+ 5.2%	94.6%	95.9%	+ 1.4%
List to Close	102	79	- 22.5%	112	102	- 8.9%
Days on Market Until Sale	50	29	- 42.0%	58	47	- 19.0%
Cumulative Days on Market Until Sale	60	41	- 31.7%	67	57	- 14.9%
Average List Price	\$200,419	\$235,685	+ 17.6%	\$224,825	\$229,216	+ 2.0%
Inventory of Homes for Sale	186	82	- 55.9%	--	--	--
Months Supply of Inventory	3.1	1.2	- 61.3%	--	--	--

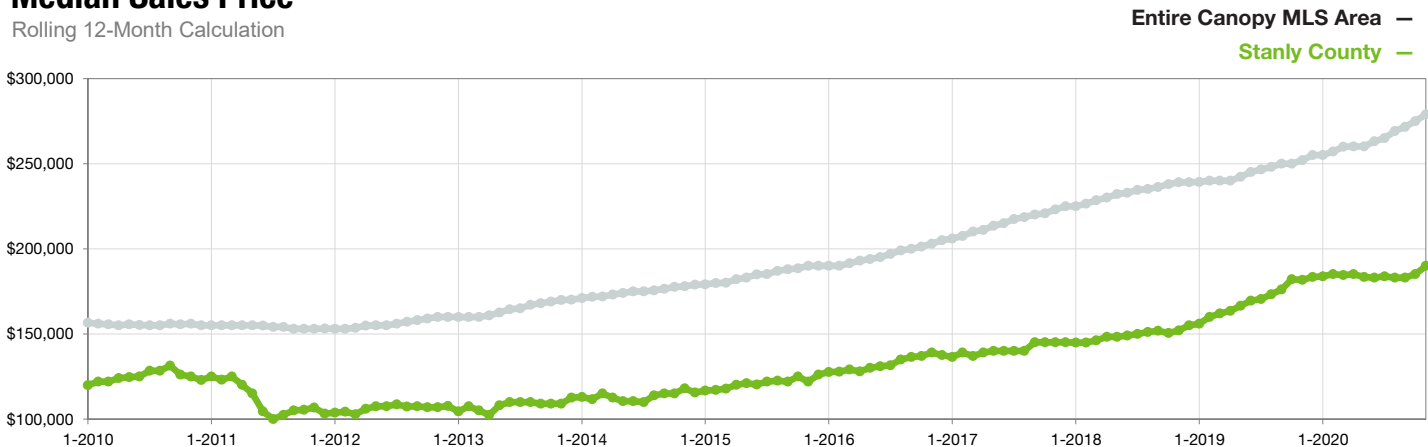
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### November



### Median Sales Price

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# Local Market Update for November 2020

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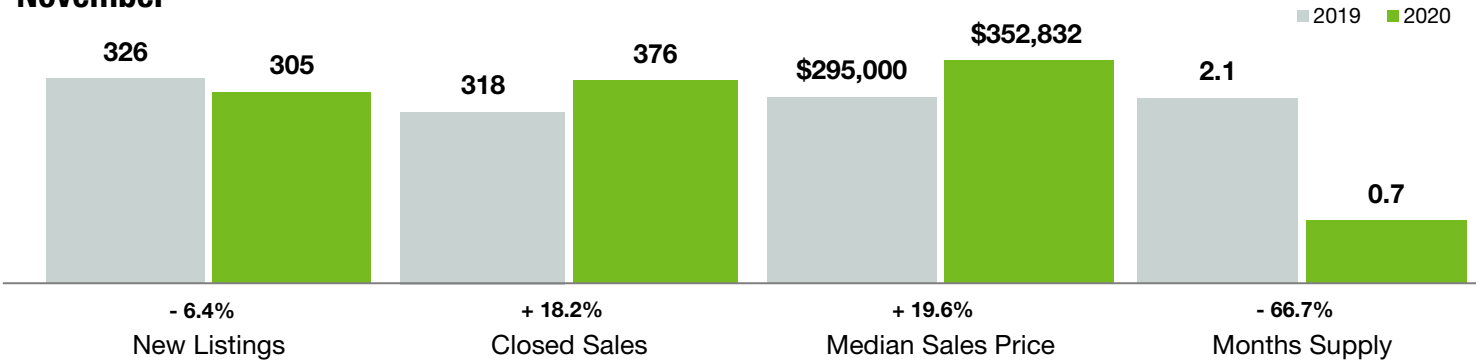
## Union County

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	326	305	- 6.4%	5,165	4,867	- 5.8%
Pending Sales	296	359	+ 21.3%	4,333	4,618	+ 6.6%
Closed Sales	318	376	+ 18.2%	4,137	4,325	+ 4.5%
Median Sales Price*	\$295,000	\$352,832	+ 19.6%	\$302,000	\$334,000	+ 10.6%
Average Sales Price*	\$341,941	\$423,783	+ 23.9%	\$355,170	\$391,739	+ 10.3%
Percent of Original List Price Received*	96.6%	99.2%	+ 2.7%	97.0%	98.2%	+ 1.2%
List to Close	95	71	- 25.3%	95	87	- 8.4%
Days on Market Until Sale	46	20	- 56.5%	46	36	- 21.7%
Cumulative Days on Market Until Sale	54	23	- 57.4%	55	41	- 25.5%
Average List Price	\$363,464	\$413,551	+ 13.8%	\$389,169	\$413,151	+ 6.2%
Inventory of Homes for Sale	804	293	- 63.6%	--	--	--
Months Supply of Inventory	2.1	0.7	- 66.7%	--	--	--

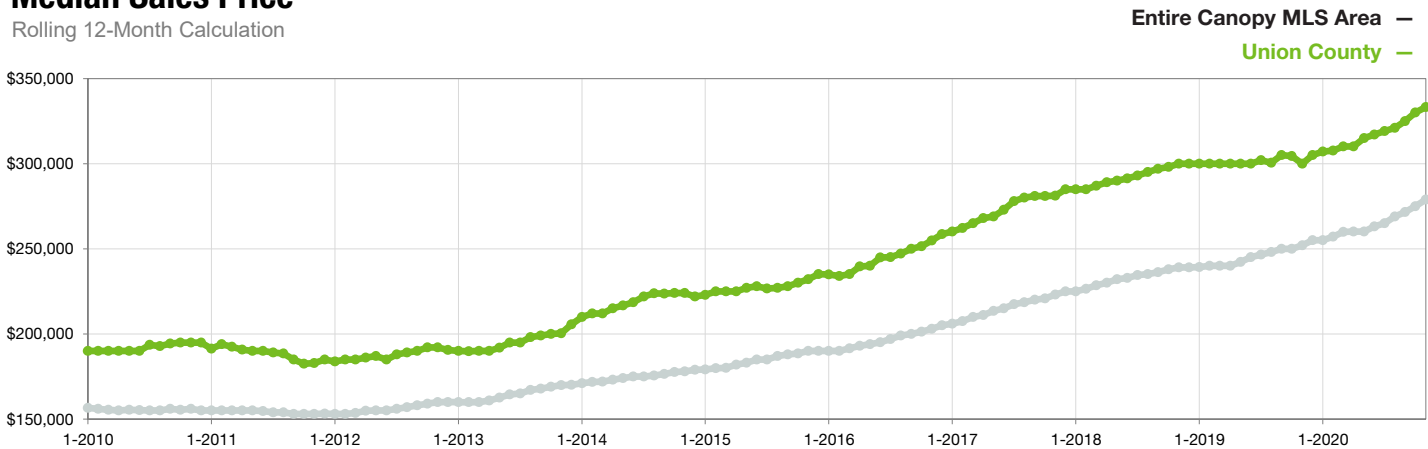
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### November



### Median Sales Price

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# Local Market Update for November 2020

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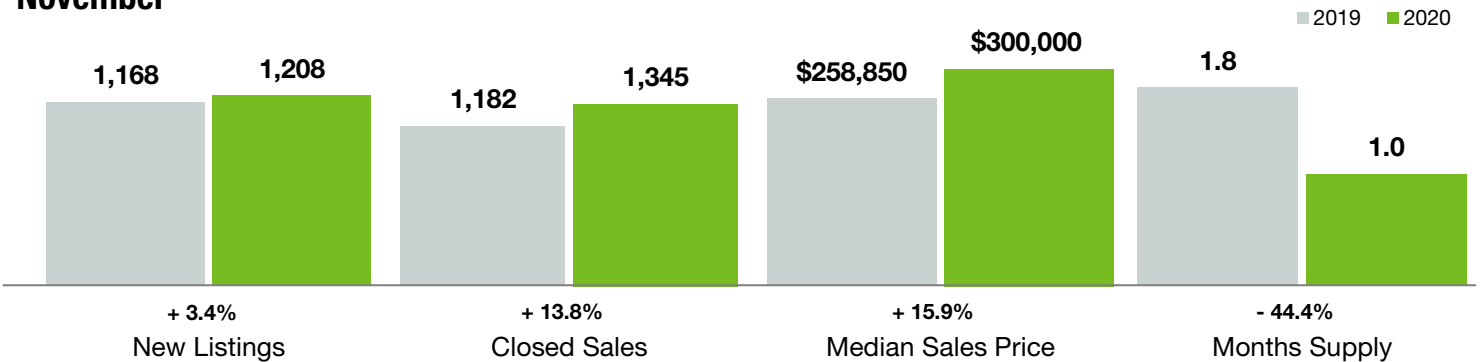
## City of Charlotte

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	1,168	<b>1,208</b>	+ 3.4%	18,881	<b>18,353</b>	- 2.8%
Pending Sales	1,176	<b>1,329</b>	+ 13.0%	16,026	<b>16,678</b>	+ 4.1%
Closed Sales	1,182	<b>1,345</b>	+ 13.8%	15,341	<b>15,553</b>	+ 1.4%
Median Sales Price*	\$258,850	<b>\$300,000</b>	+ 15.9%	\$256,537	<b>\$284,500</b>	+ 10.9%
Average Sales Price*	\$335,403	<b>\$381,407</b>	+ 13.7%	\$333,118	<b>\$363,067</b>	+ 9.0%
Percent of Original List Price Received*	96.8%	<b>99.3%</b>	+ 2.6%	97.3%	<b>98.5%</b>	+ 1.2%
List to Close	83	<b>74</b>	- 10.8%	84	<b>83</b>	- 1.2%
Days on Market Until Sale	34	<b>20</b>	- 41.2%	34	<b>28</b>	- 17.6%
Cumulative Days on Market Until Sale	42	<b>23</b>	- 45.2%	41	<b>33</b>	- 19.5%
Average List Price	\$355,461	<b>\$384,367</b>	+ 8.1%	\$369,393	<b>\$397,627</b>	+ 7.6%
Inventory of Homes for Sale	2,554	<b>1,504</b>	- 41.1%	--	--	--
Months Supply of Inventory	1.8	<b>1.0</b>	- 44.4%	--	--	--

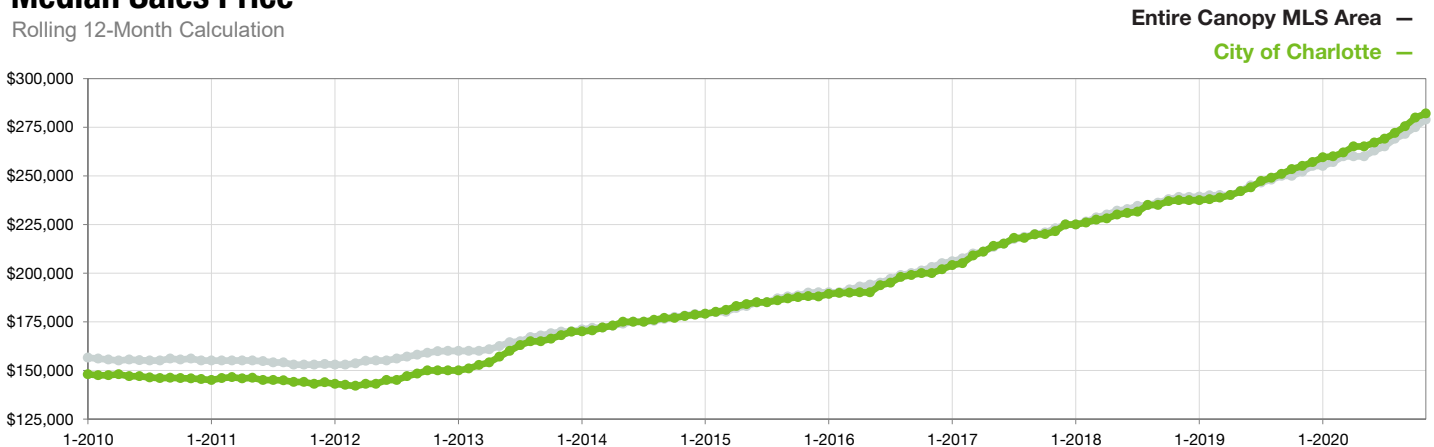
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### November



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# Local Market Update for November 2020



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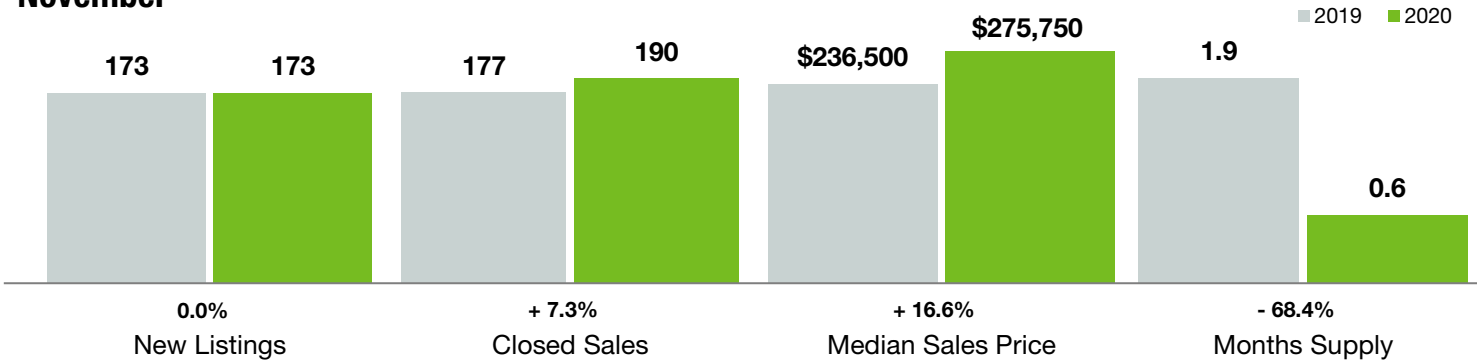
## Concord

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	173	173	0.0%	2,689	2,491	- 7.4%
Pending Sales	170	202	+ 18.8%	2,219	2,356	+ 6.2%
Closed Sales	177	190	+ 7.3%	2,164	2,219	+ 2.5%
Median Sales Price*	\$236,500	\$275,750	+ 16.6%	\$244,000	\$268,745	+ 10.1%
Average Sales Price*	\$248,093	\$301,237	+ 21.4%	\$260,902	\$289,999	+ 11.2%
Percent of Original List Price Received*	96.1%	99.1%	+ 3.1%	97.1%	98.2%	+ 1.1%
List to Close	98	70	- 28.6%	94	84	- 10.6%
Days on Market Until Sale	37	19	- 48.6%	38	34	- 10.5%
Cumulative Days on Market Until Sale	46	20	- 56.5%	46	39	- 15.2%
Average List Price	\$275,755	\$287,666	+ 4.3%	\$277,991	\$299,559	+ 7.8%
Inventory of Homes for Sale	369	131	- 64.5%	--	--	--
Months Supply of Inventory	1.9	0.6	- 68.4%	--	--	--

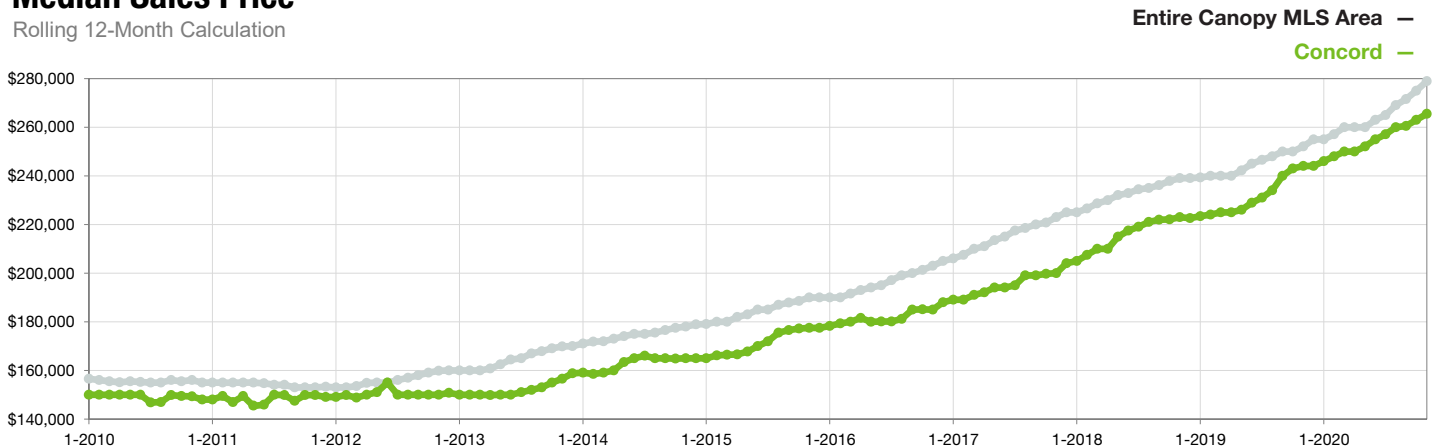
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### November



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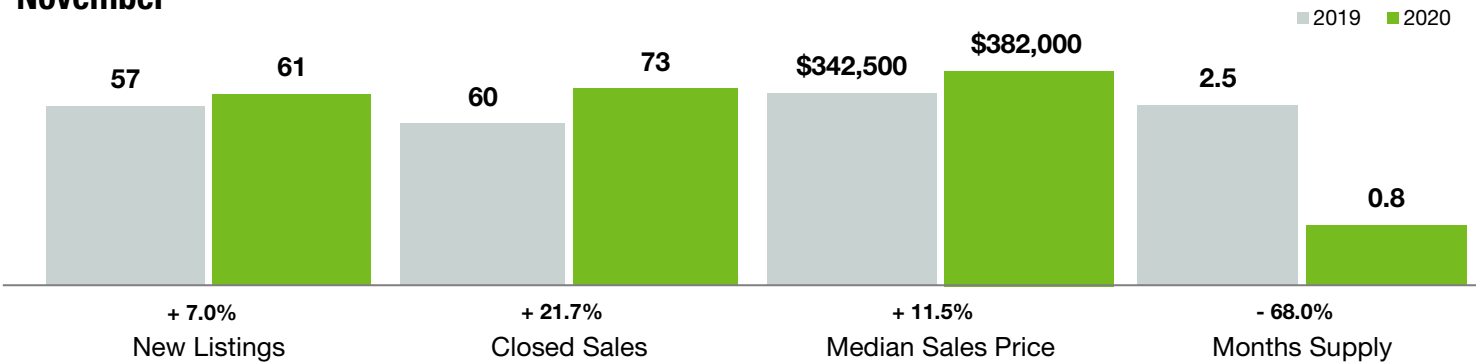
## Cornelius

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	57	61	+ 7.0%	1,034	875	- 15.4%
Pending Sales	59	77	+ 30.5%	833	847	+ 1.7%
Closed Sales	60	73	+ 21.7%	780	811	+ 4.0%
Median Sales Price*	\$342,500	\$382,000	+ 11.5%	\$305,000	\$330,000	+ 8.2%
Average Sales Price*	\$548,344	\$589,363	+ 7.5%	\$460,822	\$533,059	+ 15.7%
Percent of Original List Price Received*	96.9%	100.1%	+ 3.3%	96.0%	97.6%	+ 1.7%
List to Close	101	93	- 7.9%	93	88	- 5.4%
Days on Market Until Sale	50	42	- 16.0%	51	41	- 19.6%
Cumulative Days on Market Until Sale	57	49	- 14.0%	60	50	- 16.7%
Average List Price	\$715,665	\$621,241	- 13.2%	\$536,044	\$580,957	+ 8.4%
Inventory of Homes for Sale	180	62	- 65.6%	--	--	--
Months Supply of Inventory	2.5	0.8	- 68.0%	--	--	--

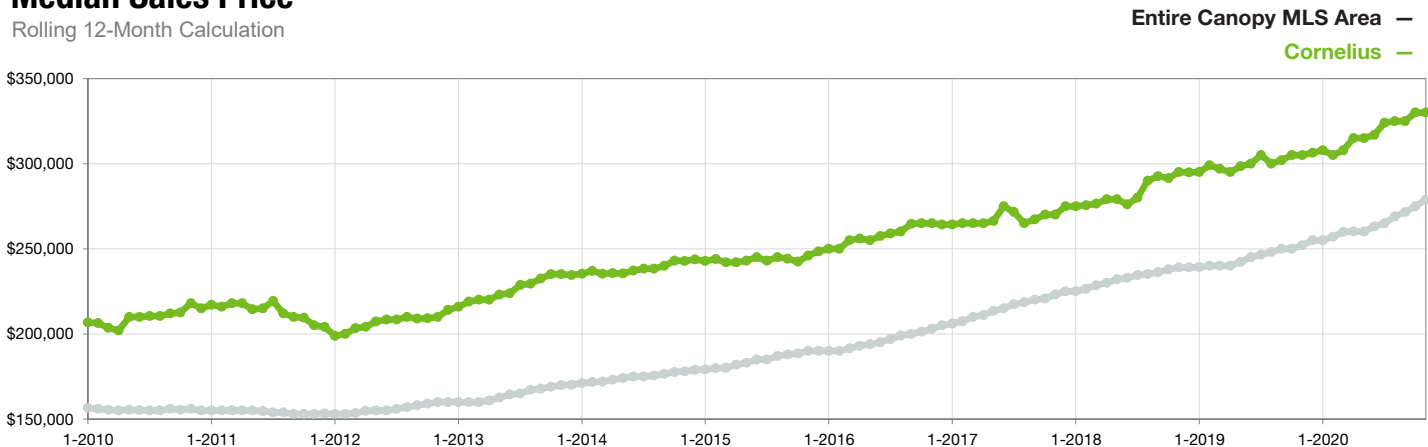
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### November



### Median Sales Price

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# Local Market Update for November 2020

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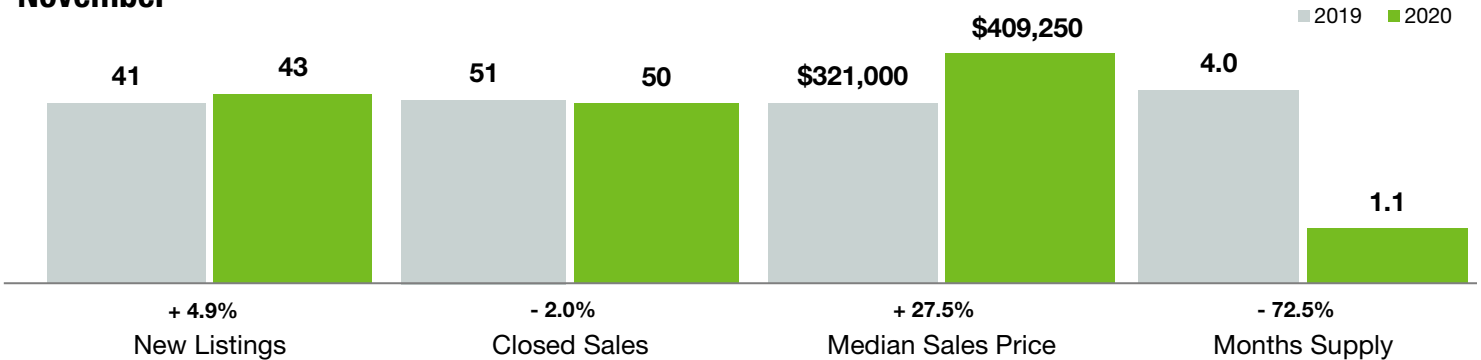
## Davidson

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	41	43	+ 4.9%	722	688	- 4.7%
Pending Sales	30	46	+ 53.3%	528	662	+ 25.4%
Closed Sales	51	50	- 2.0%	504	593	+ 17.7%
Median Sales Price*	\$321,000	\$409,250	+ 27.5%	\$363,592	\$412,500	+ 13.5%
Average Sales Price*	\$403,218	\$495,558	+ 22.9%	\$456,352	\$475,733	+ 4.2%
Percent of Original List Price Received*	93.0%	98.2%	+ 5.6%	94.8%	96.9%	+ 2.2%
List to Close	109	98	- 10.1%	114	107	- 6.1%
Days on Market Until Sale	57	38	- 33.3%	65	60	- 7.7%
Cumulative Days on Market Until Sale	64	41	- 35.9%	78	64	- 17.9%
Average List Price	\$458,241	\$532,140	+ 16.1%	\$501,409	\$526,300	+ 5.0%
Inventory of Homes for Sale	183	65	- 64.5%	--	--	--
Months Supply of Inventory	4.0	1.1	- 72.5%	--	--	--

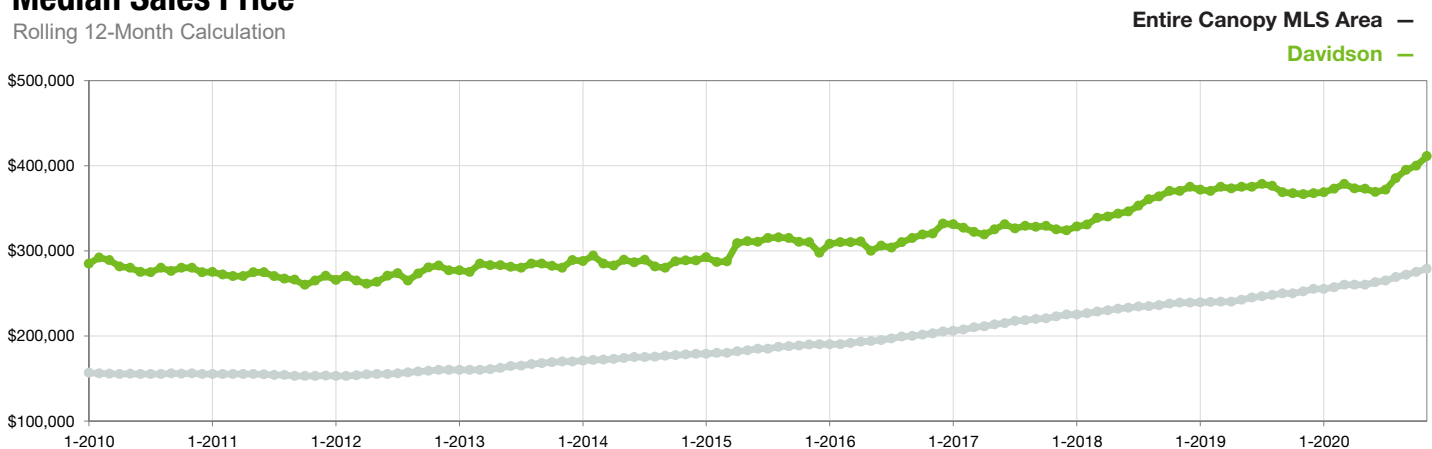
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### November



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# Local Market Update for November 2020

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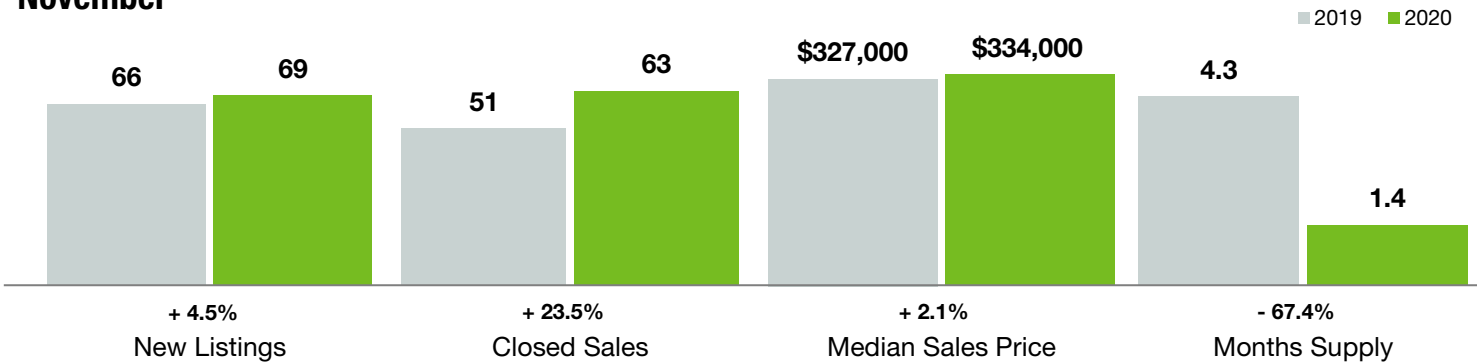
## Denver

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	66	69	+ 4.5%	874	961	+ 10.0%
Pending Sales	46	76	+ 65.2%	643	865	+ 34.5%
Closed Sales	51	63	+ 23.5%	635	767	+ 20.8%
Median Sales Price*	\$327,000	\$334,000	+ 2.1%	\$342,000	\$355,000	+ 3.8%
Average Sales Price*	\$386,944	\$382,828	- 1.1%	\$391,721	\$427,684	+ 9.2%
Percent of Original List Price Received*	94.4%	98.1%	+ 3.9%	96.2%	97.3%	+ 1.1%
List to Close	144	99	- 31.3%	125	116	- 7.2%
Days on Market Until Sale	87	48	- 44.8%	67	65	- 3.0%
Cumulative Days on Market Until Sale	91	59	- 35.2%	82	75	- 8.5%
Average List Price	\$446,336	\$490,784	+ 10.0%	\$434,663	\$427,099	- 1.7%
Inventory of Homes for Sale	244	105	- 57.0%	--	--	--
Months Supply of Inventory	4.3	1.4	- 67.4%	--	--	--

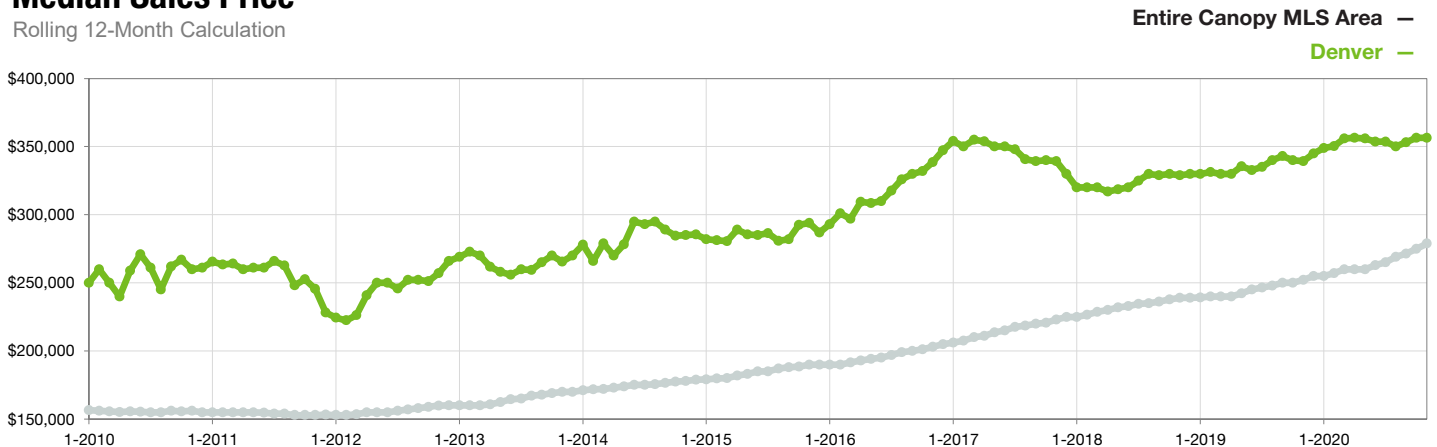
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### November



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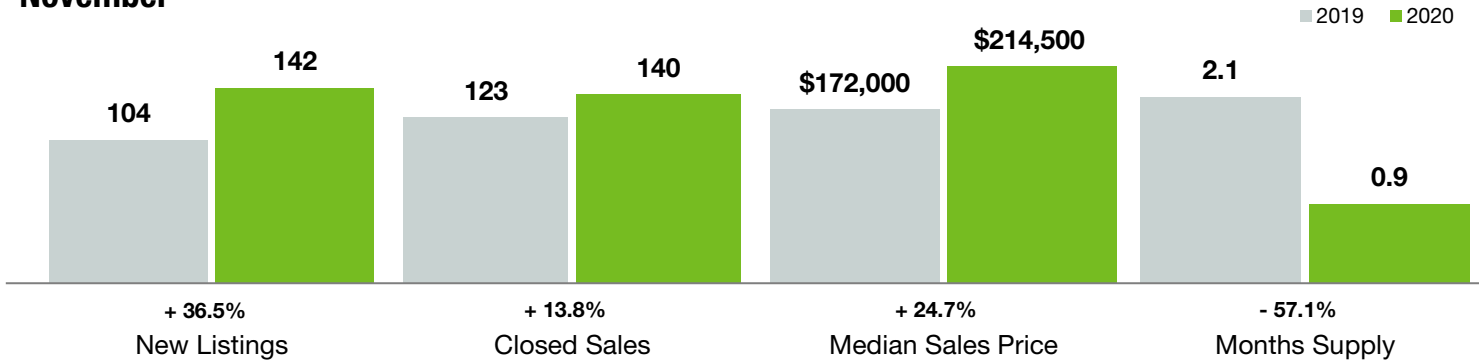
## Gastonia

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	104	142	+ 36.5%	1,699	1,750	+ 3.0%
Pending Sales	92	169	+ 83.7%	1,437	1,609	+ 12.0%
Closed Sales	123	140	+ 13.8%	1,408	1,449	+ 2.9%
Median Sales Price*	\$172,000	\$214,500	+ 24.7%	\$175,000	\$199,900	+ 14.2%
Average Sales Price*	\$180,351	\$224,850	+ 24.7%	\$184,351	\$212,188	+ 15.1%
Percent of Original List Price Received*	94.8%	98.7%	+ 4.1%	96.8%	97.3%	+ 0.5%
List to Close	69	66	- 4.3%	79	79	0.0%
Days on Market Until Sale	29	23	- 20.7%	33	31	- 6.1%
Cumulative Days on Market Until Sale	33	28	- 15.2%	40	36	- 10.0%
Average List Price	\$191,933	\$211,654	+ 10.3%	\$196,425	\$213,876	+ 8.9%
Inventory of Homes for Sale	271	128	- 52.8%	--	--	--
Months Supply of Inventory	2.1	0.9	- 57.1%	--	--	--

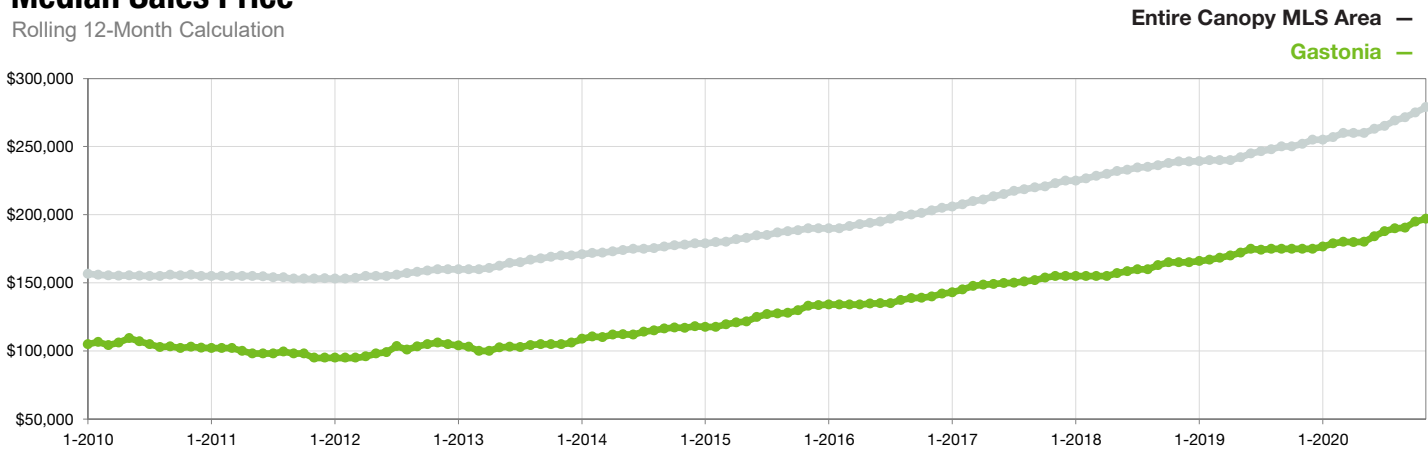
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### November



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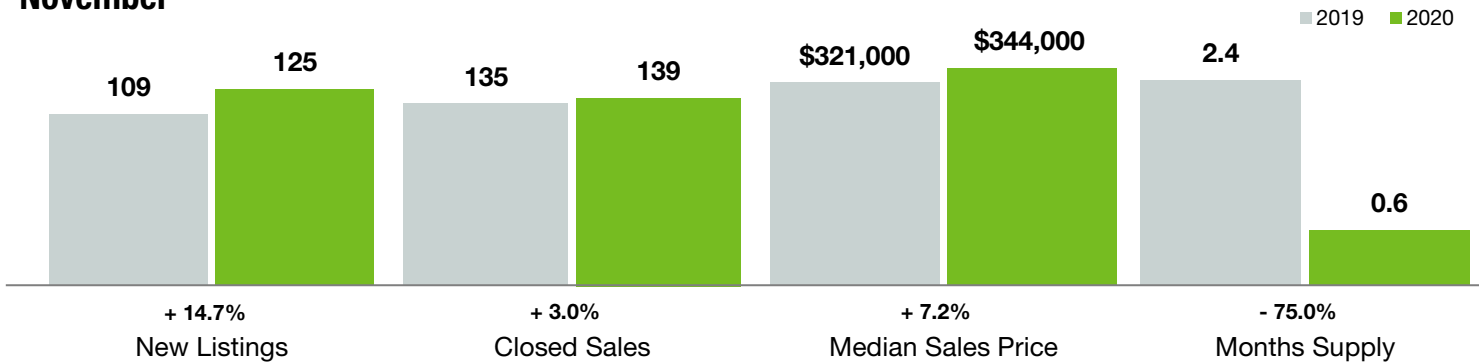
## Huntersville

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	109	125	+ 14.7%	2,026	1,899	- 6.3%
Pending Sales	113	148	+ 31.0%	1,625	1,848	+ 13.7%
Closed Sales	135	139	+ 3.0%	1,565	1,664	+ 6.3%
Median Sales Price*	\$321,000	\$344,000	+ 7.2%	\$319,700	\$345,000	+ 7.9%
Average Sales Price*	\$361,001	\$361,571	+ 0.2%	\$340,662	\$374,480	+ 9.9%
Percent of Original List Price Received*	96.5%	99.3%	+ 2.9%	96.6%	98.2%	+ 1.7%
List to Close	90	75	- 16.7%	91	87	- 4.4%
Days on Market Until Sale	44	20	- 54.5%	45	36	- 20.0%
Cumulative Days on Market Until Sale	48	26	- 45.8%	54	43	- 20.4%
Average List Price	\$388,288	\$414,736	+ 6.8%	\$371,166	\$396,164	+ 6.7%
Inventory of Homes for Sale	337	102	- 69.7%	--	--	--
Months Supply of Inventory	2.4	0.6	- 75.0%	--	--	--

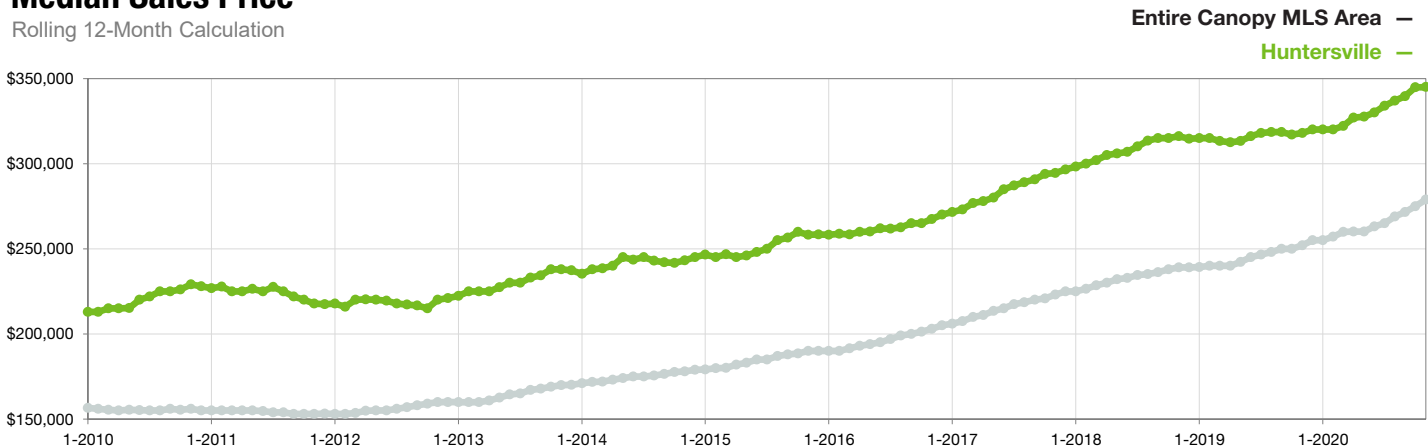
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### November



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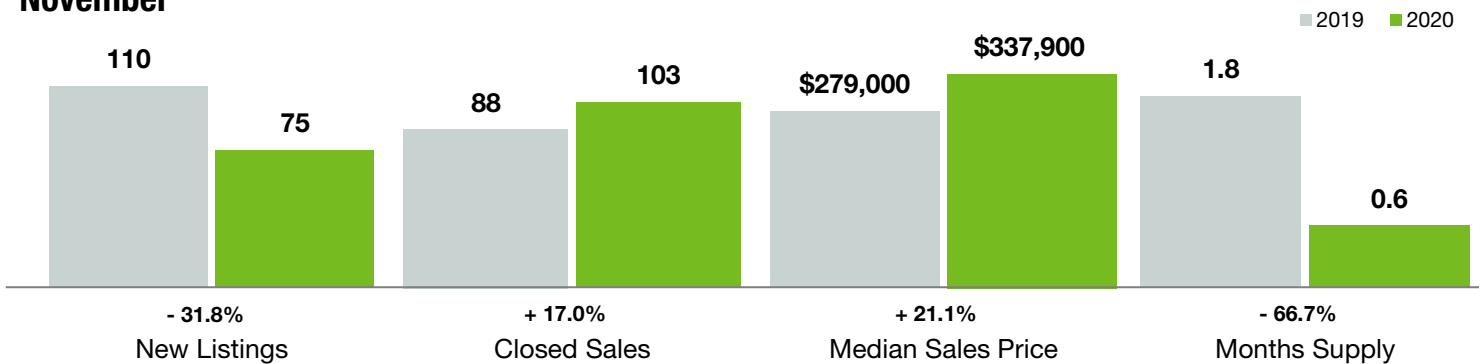
## Matthews

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	110	75	- 31.8%	1,450	1,302	- 10.2%
Pending Sales	94	108	+ 14.9%	1,186	1,250	+ 5.4%
Closed Sales	88	103	+ 17.0%	1,126	1,184	+ 5.2%
Median Sales Price*	\$279,000	\$337,900	+ 21.1%	\$310,000	\$330,000	+ 6.5%
Average Sales Price*	\$307,902	\$390,831	+ 26.9%	\$354,907	\$371,760	+ 4.7%
Percent of Original List Price Received*	96.0%	99.8%	+ 4.0%	97.4%	98.7%	+ 1.3%
List to Close	71	64	- 9.9%	77	77	0.0%
Days on Market Until Sale	27	11	- 59.3%	32	26	- 18.8%
Cumulative Days on Market Until Sale	35	12	- 65.7%	39	30	- 23.1%
Average List Price	\$359,655	\$395,831	+ 10.1%	\$377,827	\$386,006	+ 2.2%
Inventory of Homes for Sale	183	63	- 65.6%	--	--	--
Months Supply of Inventory	1.8	0.6	- 66.7%	--	--	--

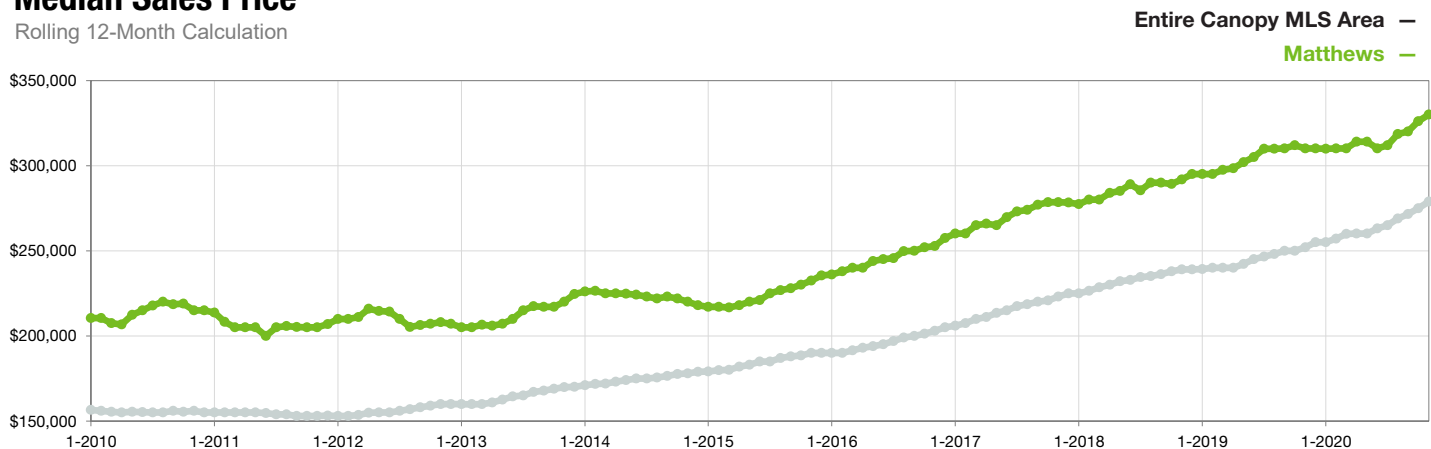
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### November



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for November 2020

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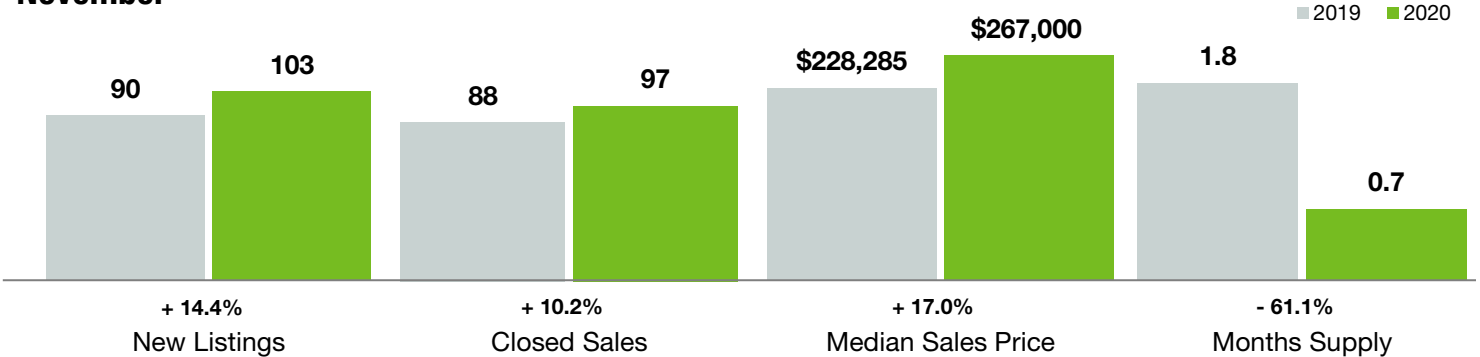
## Monroe

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	90	103	+ 14.4%	1,368	1,269	- 7.2%
Pending Sales	80	108	+ 35.0%	1,173	1,199	+ 2.2%
Closed Sales	88	97	+ 10.2%	1,106	1,116	+ 0.9%
Median Sales Price*	\$228,285	\$267,000	+ 17.0%	\$225,250	\$250,000	+ 11.0%
Average Sales Price*	\$258,223	\$281,261	+ 8.9%	\$241,188	\$261,493	+ 8.4%
Percent of Original List Price Received*	97.2%	98.9%	+ 1.7%	96.9%	98.5%	+ 1.7%
List to Close	87	64	- 26.4%	83	79	- 4.8%
Days on Market Until Sale	37	17	- 54.1%	36	29	- 19.4%
Cumulative Days on Market Until Sale	43	23	- 46.5%	42	34	- 19.0%
Average List Price	\$241,846	\$276,363	+ 14.3%	\$256,316	\$271,007	+ 5.7%
Inventory of Homes for Sale	185	69	- 62.7%	--	--	--
Months Supply of Inventory	1.8	0.7	- 61.1%	--	--	--

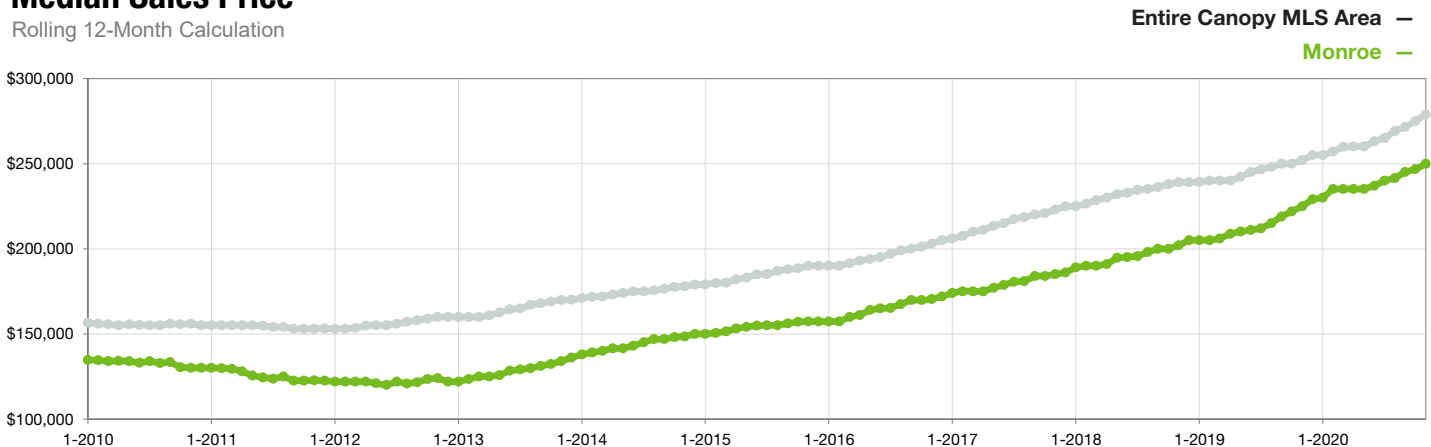
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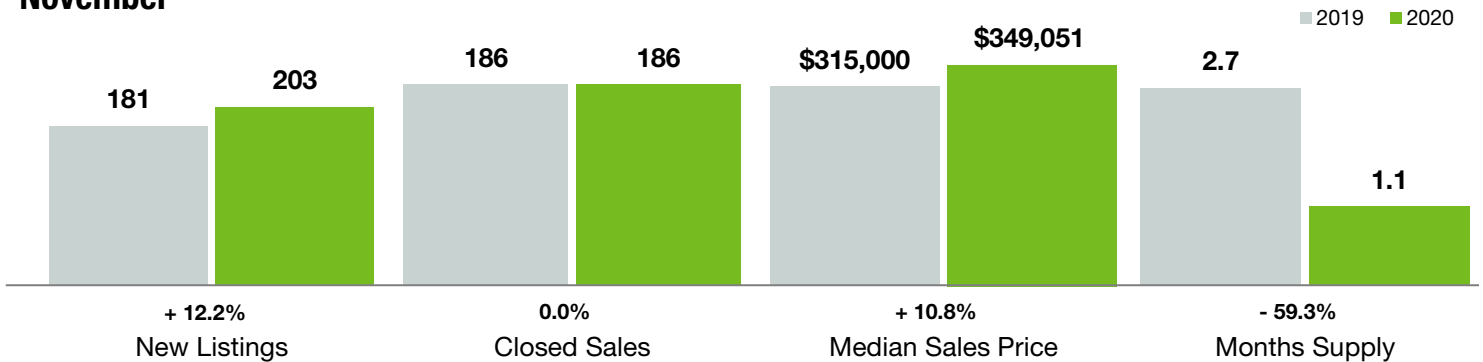
## Mooreville

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	181	203	+ 12.2%	2,578	2,545	- 1.3%
Pending Sales	162	220	+ 35.8%	2,138	2,411	+ 12.8%
Closed Sales	186	186	0.0%	2,063	2,200	+ 6.6%
Median Sales Price*	\$315,000	\$349,051	+ 10.8%	\$301,328	\$336,914	+ 11.8%
Average Sales Price*	\$419,979	\$483,937	+ 15.2%	\$392,089	\$446,411	+ 13.9%
Percent of Original List Price Received*	95.9%	97.9%	+ 2.1%	96.1%	97.6%	+ 1.6%
List to Close	110	85	- 22.7%	114	100	- 12.3%
Days on Market Until Sale	59	31	- 47.5%	62	49	- 21.0%
Cumulative Days on Market Until Sale	73	36	- 50.7%	79	56	- 29.1%
Average List Price	\$441,172	\$459,517	+ 4.2%	\$437,411	\$473,121	+ 8.2%
Inventory of Homes for Sale	511	229	- 55.2%	--	--	--
Months Supply of Inventory	2.7	1.1	- 59.3%	--	--	--

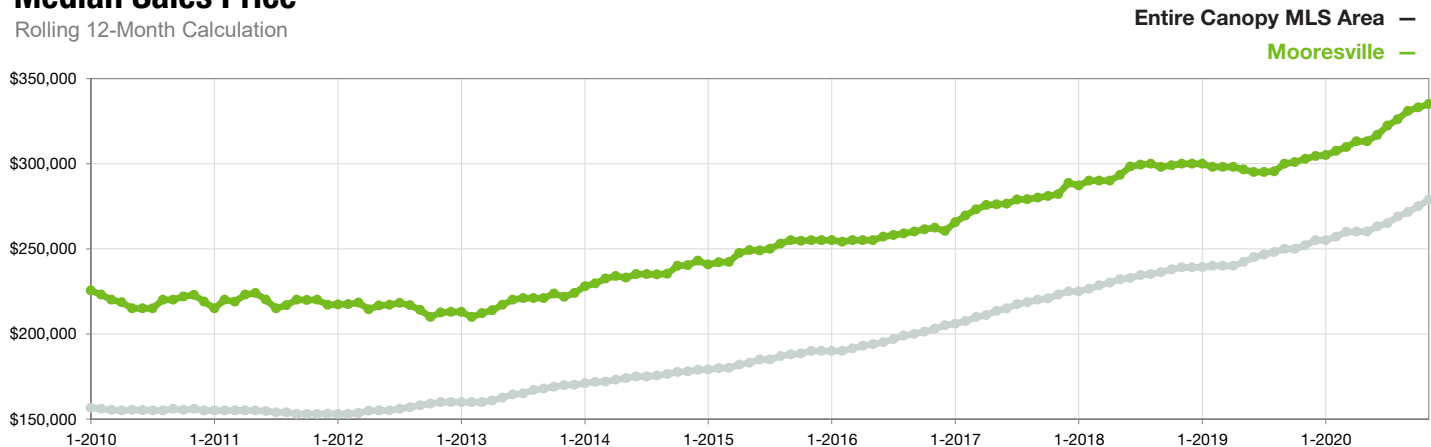
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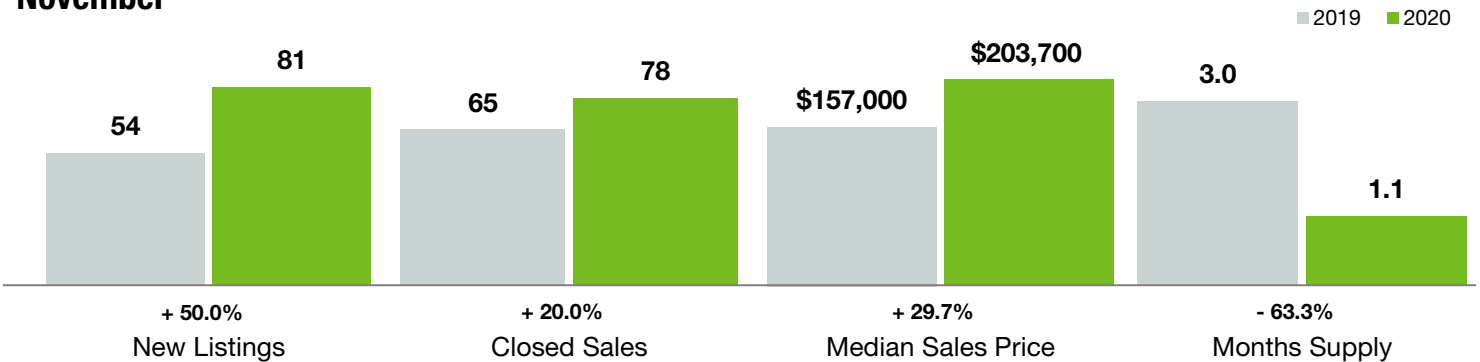
## Salisbury

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	54	81	+ 50.0%	1,068	1,117	+ 4.6%
Pending Sales	58	90	+ 55.2%	870	1,055	+ 21.3%
Closed Sales	65	78	+ 20.0%	852	924	+ 8.5%
Median Sales Price*	\$157,000	\$203,700	+ 29.7%	\$160,000	\$190,000	+ 18.8%
Average Sales Price*	\$173,850	\$218,839	+ 25.9%	\$177,108	\$205,597	+ 16.1%
Percent of Original List Price Received*	93.6%	97.0%	+ 3.6%	95.0%	96.4%	+ 1.5%
List to Close	121	80	- 33.9%	103	91	- 11.7%
Days on Market Until Sale	66	32	- 51.5%	53	41	- 22.6%
Cumulative Days on Market Until Sale	68	33	- 51.5%	60	48	- 20.0%
Average List Price	\$183,960	\$228,483	+ 24.2%	\$198,502	\$219,827	+ 10.7%
Inventory of Homes for Sale	227	103	- 54.6%	--	--	--
Months Supply of Inventory	3.0	1.1	- 63.3%	--	--	--

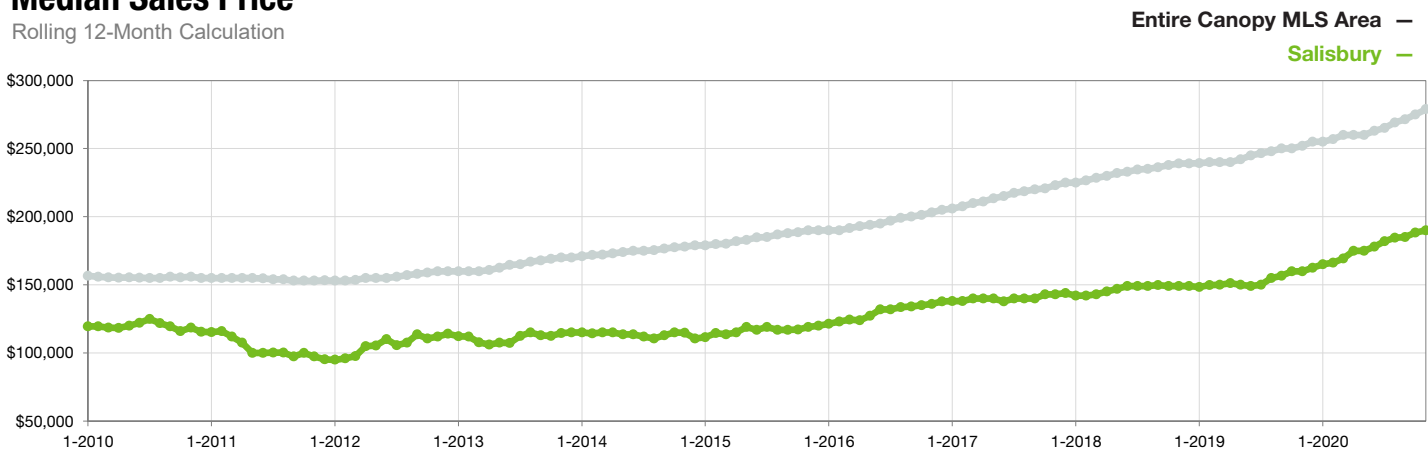
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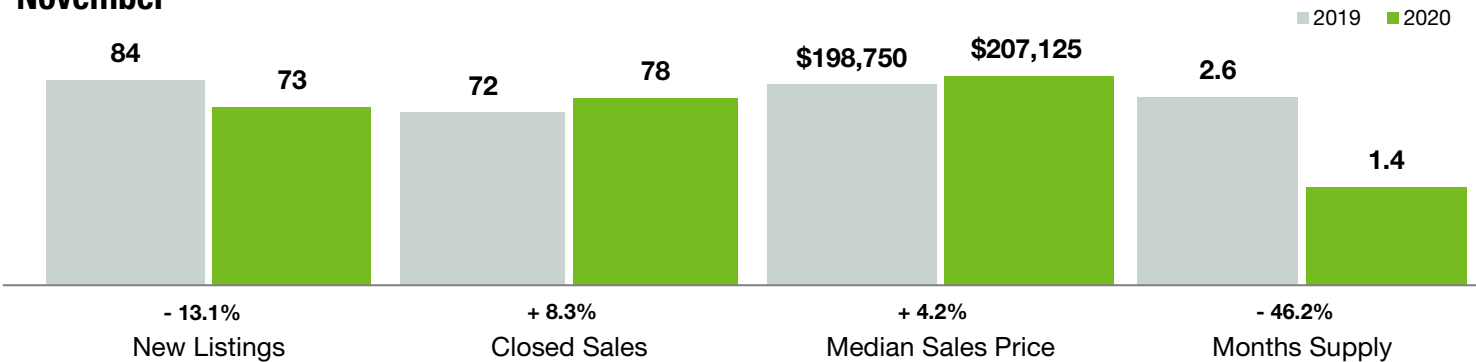
## Statesville

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	84	73	- 13.1%	1,125	1,087	- 3.4%
Pending Sales	82	99	+ 20.7%	983	1,010	+ 2.7%
Closed Sales	72	78	+ 8.3%	925	943	+ 1.9%
Median Sales Price*	\$198,750	\$207,125	+ 4.2%	\$185,000	\$200,000	+ 8.1%
Average Sales Price*	\$205,059	\$217,293	+ 6.0%	\$197,853	\$215,505	+ 8.9%
Percent of Original List Price Received*	95.4%	97.5%	+ 2.2%	95.0%	97.0%	+ 2.1%
List to Close	78	79	+ 1.3%	107	91	- 15.0%
Days on Market Until Sale	35	25	- 28.6%	55	40	- 27.3%
Cumulative Days on Market Until Sale	48	28	- 41.7%	64	46	- 28.1%
Average List Price	\$258,383	\$241,624	- 6.5%	\$229,188	\$235,458	+ 2.7%
Inventory of Homes for Sale	223	120	- 46.2%	--	--	--
Months Supply of Inventory	2.6	1.4	- 46.2%	--	--	--

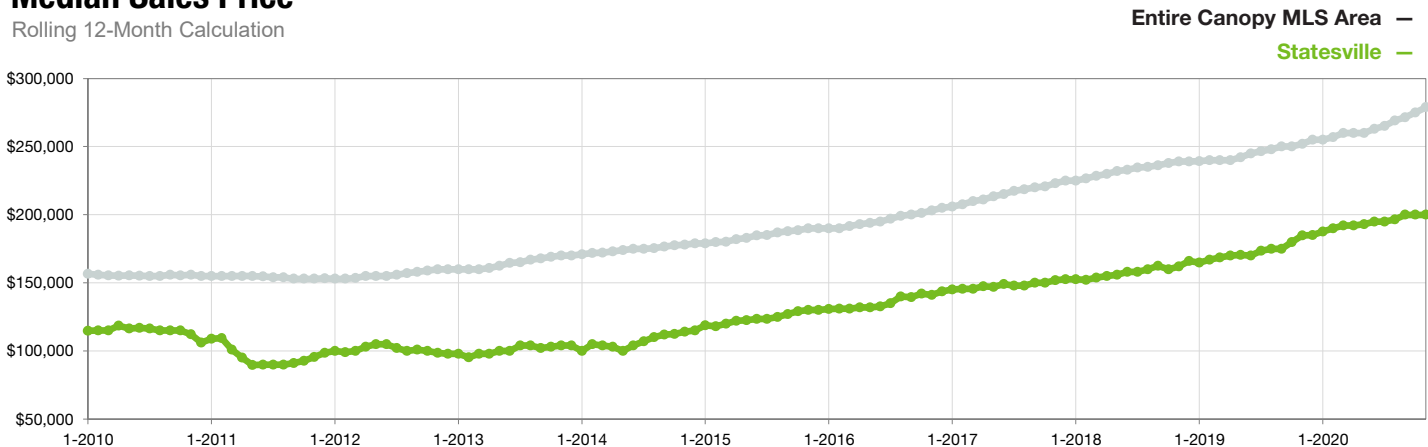
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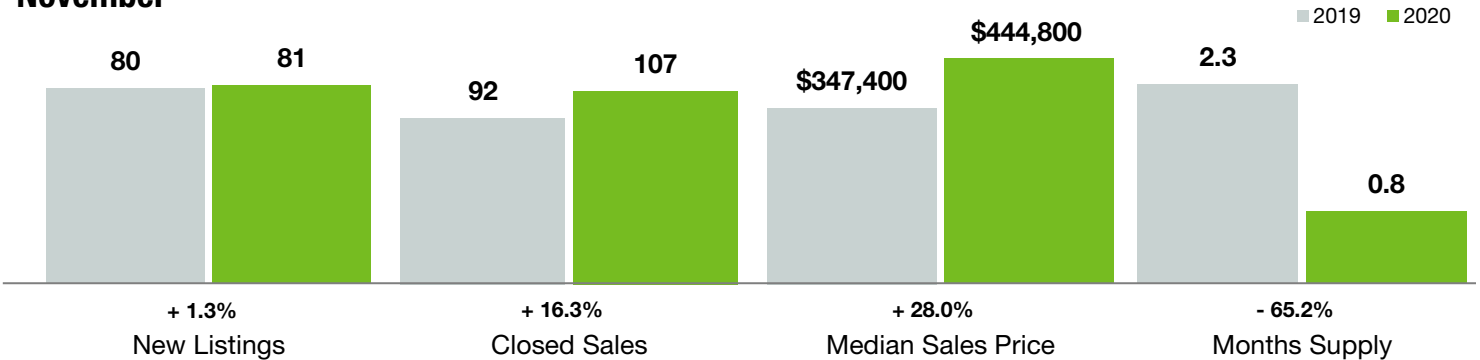
## Waxhaw

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	80	81	+ 1.3%	1,528	1,548	+ 1.3%
Pending Sales	75	98	+ 30.7%	1,290	1,439	+ 11.6%
Closed Sales	92	107	+ 16.3%	1,244	1,329	+ 6.8%
Median Sales Price*	\$347,400	\$444,800	+ 28.0%	\$382,000	\$422,000	+ 10.5%
Average Sales Price*	\$427,614	\$567,191	+ 32.6%	\$450,021	\$495,970	+ 10.2%
Percent of Original List Price Received*	95.7%	98.9%	+ 3.3%	96.6%	97.9%	+ 1.3%
List to Close	123	78	- 36.6%	108	92	- 14.8%
Days on Market Until Sale	69	27	- 60.9%	57	40	- 29.8%
Cumulative Days on Market Until Sale	87	29	- 66.7%	68	48	- 29.4%
Average List Price	\$484,882	\$529,967	+ 9.3%	\$501,108	\$517,775	+ 3.3%
Inventory of Homes for Sale	256	104	- 59.4%	--	--	--
Months Supply of Inventory	2.3	0.8	- 65.2%	--	--	--

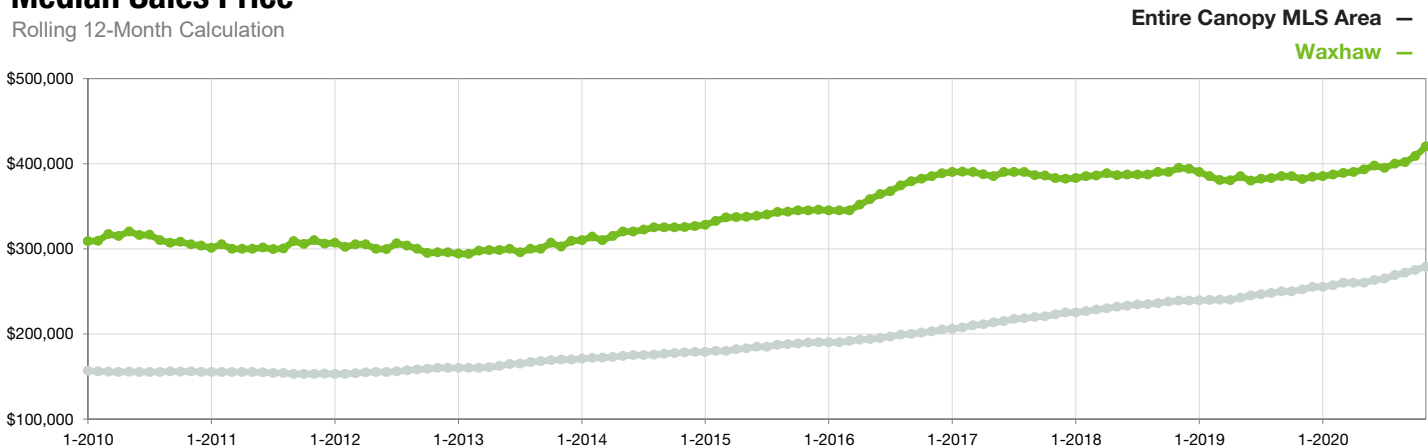
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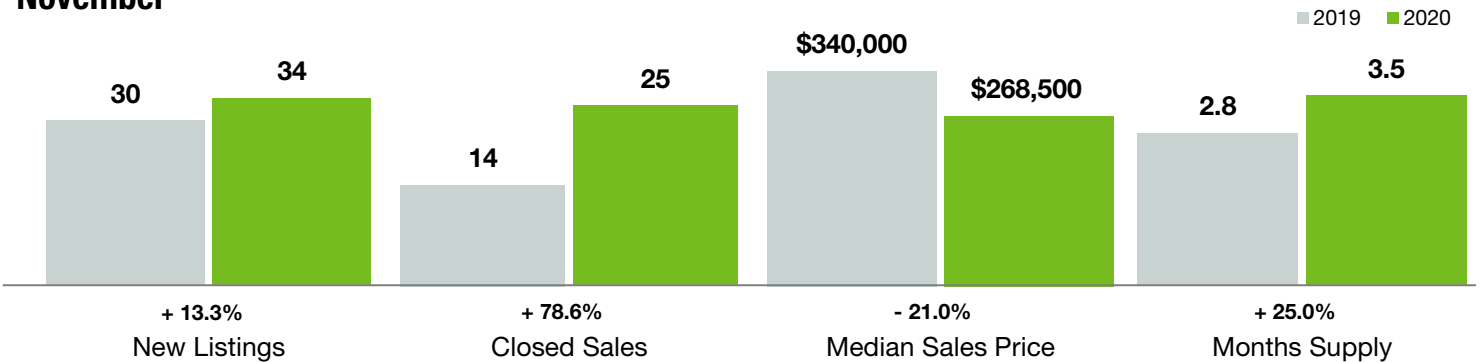
## Uptown Charlotte

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	30	34	+ 13.3%	431	459	+ 6.5%
Pending Sales	34	24	- 29.4%	346	312	- 9.8%
Closed Sales	14	25	+ 78.6%	313	306	- 2.2%
Median Sales Price*	\$340,000	\$268,500	- 21.0%	\$297,000	\$281,500	- 5.2%
Average Sales Price*	\$360,050	\$310,952	- 13.6%	\$366,161	\$322,143	- 12.0%
Percent of Original List Price Received*	98.1%	96.8%	- 1.3%	96.9%	96.6%	- 0.3%
List to Close	89	86	- 3.4%	95	86	- 9.5%
Days on Market Until Sale	51	44	- 13.7%	48	41	- 14.6%
Cumulative Days on Market Until Sale	51	50	- 2.0%	58	49	- 15.5%
Average List Price	\$332,359	\$415,170	+ 24.9%	\$385,886	\$393,672	+ 2.0%
Inventory of Homes for Sale	84	97	+ 15.5%	--	--	--
Months Supply of Inventory	2.8	3.5	+ 25.0%	--	--	--

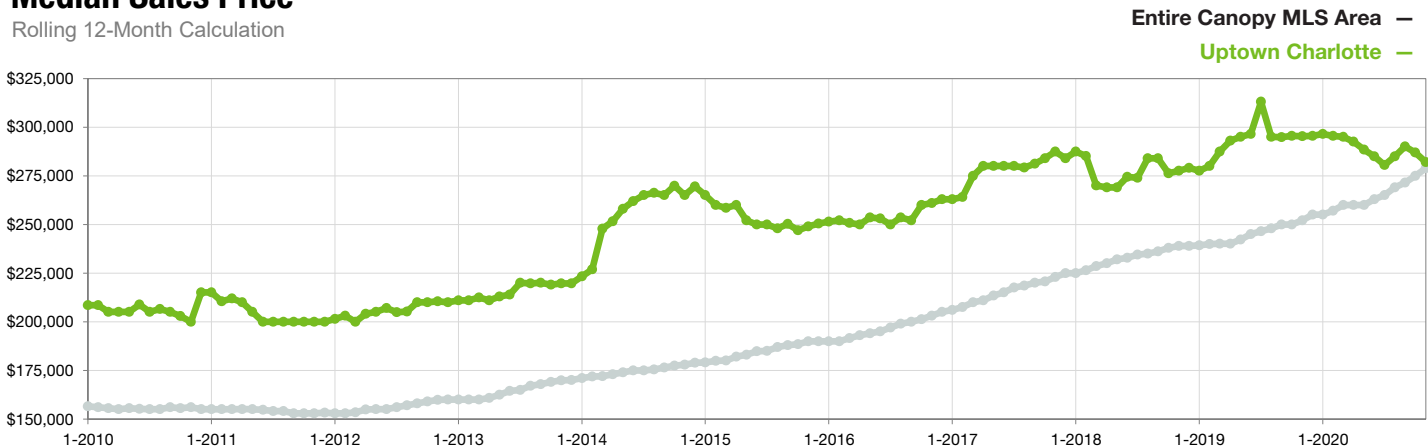
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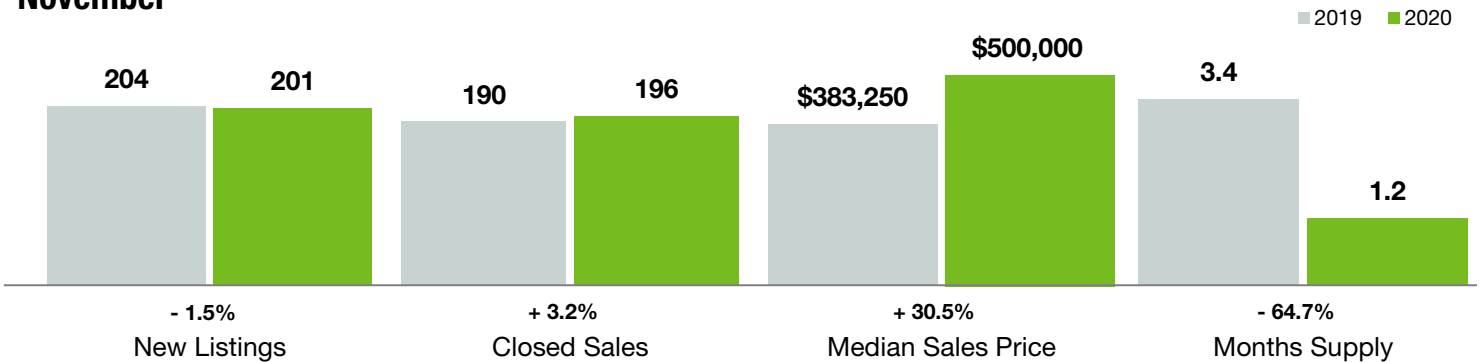
## Lake Norman

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	204	201	- 1.5%	3,057	2,906	- 4.9%
Pending Sales	159	232	+ 45.9%	2,385	2,705	+ 13.4%
Closed Sales	190	196	+ 3.2%	2,308	2,484	+ 7.6%
Median Sales Price*	\$383,250	\$500,000	+ 30.5%	\$380,000	\$420,375	+ 10.6%
Average Sales Price*	\$548,730	\$648,349	+ 18.2%	\$501,670	\$579,507	+ 15.5%
Percent of Original List Price Received*	94.5%	97.8%	+ 3.5%	95.4%	97.0%	+ 1.7%
List to Close	133	97	- 27.1%	124	110	- 11.3%
Days on Market Until Sale	75	43	- 42.7%	70	58	- 17.1%
Cumulative Days on Market Until Sale	93	54	- 41.9%	92	70	- 23.9%
Average List Price	\$612,824	\$634,150	+ 3.5%	\$577,474	\$609,003	+ 5.5%
Inventory of Homes for Sale	713	292	- 59.0%	--	--	--
Months Supply of Inventory	3.4	1.2	- 64.7%	--	--	--

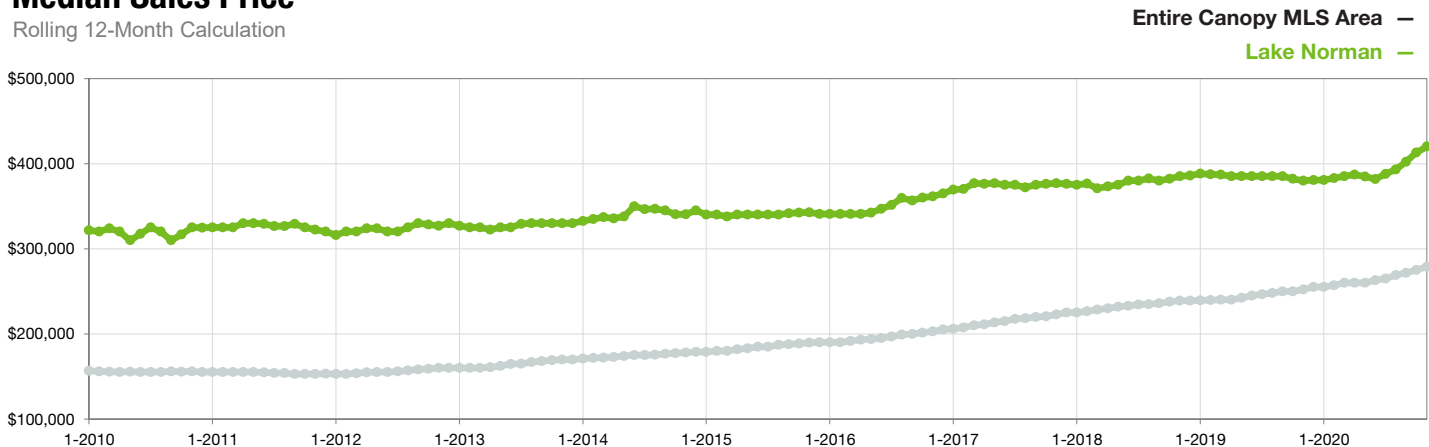
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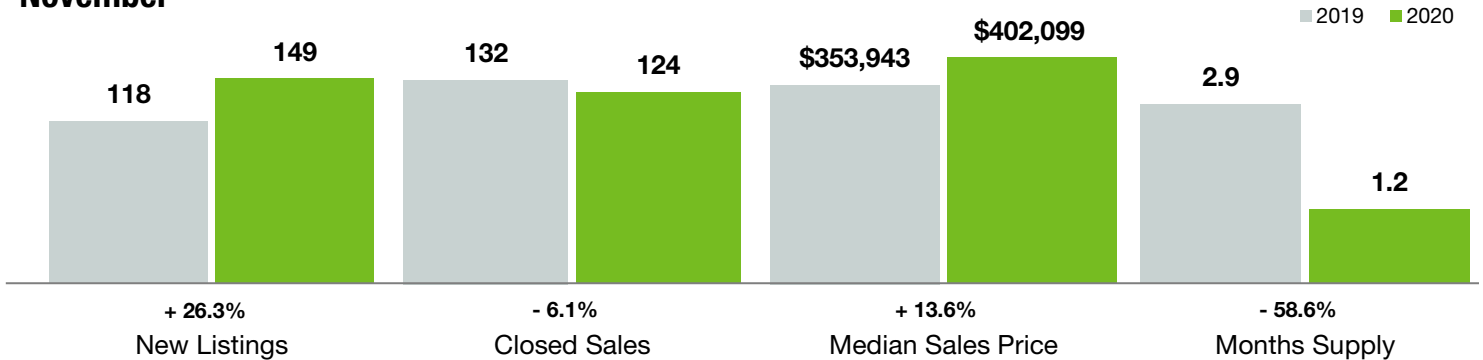
## Lake Wylie

North Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	118	149	+ 26.3%	1,767	1,708	- 3.3%
Pending Sales	99	139	+ 40.4%	1,444	1,631	+ 13.0%
Closed Sales	132	124	- 6.1%	1,380	1,457	+ 5.6%
Median Sales Price*	\$353,943	\$402,099	+ 13.6%	\$349,900	\$375,000	+ 7.2%
Average Sales Price*	\$402,663	\$446,518	+ 10.9%	\$401,927	\$427,139	+ 6.3%
Percent of Original List Price Received*	94.7%	98.9%	+ 4.4%	96.4%	97.8%	+ 1.5%
List to Close	110	93	- 15.5%	116	110	- 5.2%
Days on Market Until Sale	55	32	- 41.8%	61	50	- 18.0%
Cumulative Days on Market Until Sale	69	48	- 30.4%	73	60	- 17.8%
Average List Price	\$455,468	\$494,095	+ 8.5%	\$438,089	\$450,944	+ 2.9%
Inventory of Homes for Sale	361	171	- 52.6%	--	--	--
Months Supply of Inventory	2.9	1.2	- 58.6%	--	--	--

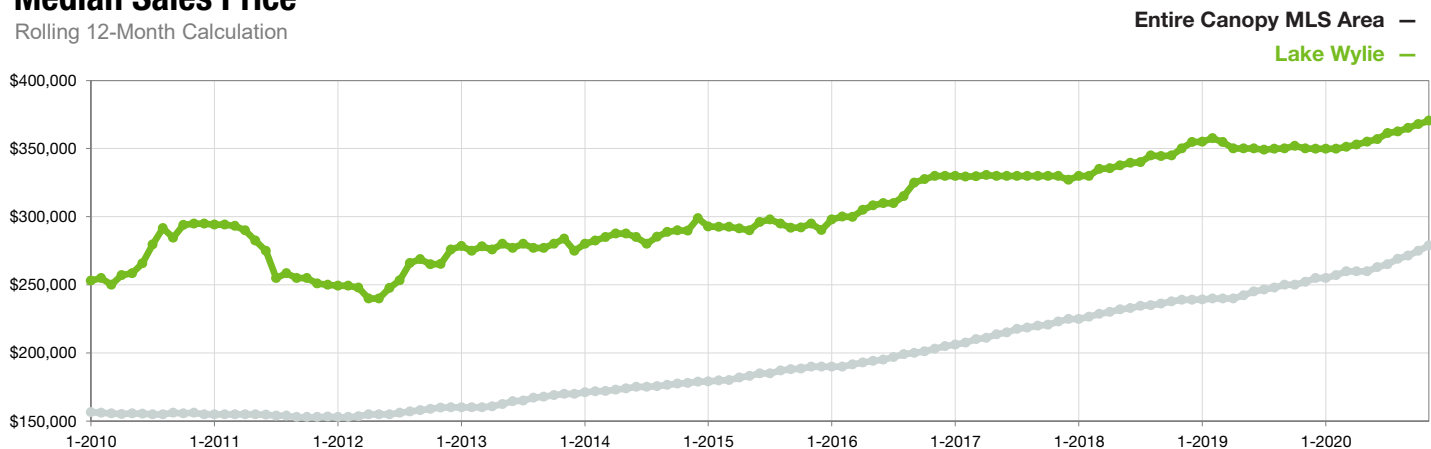
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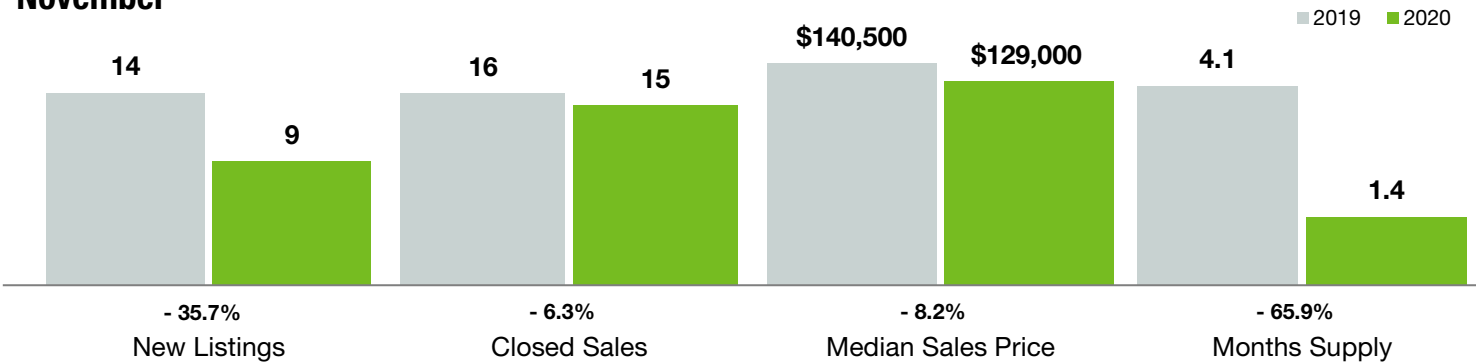
## Chester County

South Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	14	9	- 35.7%	238	219	- 8.0%
Pending Sales	12	11	- 8.3%	181	216	+ 19.3%
Closed Sales	16	15	- 6.3%	171	202	+ 18.1%
Median Sales Price*	\$140,500	\$129,000	- 8.2%	\$128,950	\$165,000	+ 28.0%
Average Sales Price*	\$184,550	\$143,627	- 22.2%	\$148,590	\$185,216	+ 24.6%
Percent of Original List Price Received*	95.6%	94.0%	- 1.7%	92.3%	95.3%	+ 3.3%
List to Close	130	78	- 40.0%	108	104	- 3.7%
Days on Market Until Sale	74	24	- 67.6%	60	48	- 20.0%
Cumulative Days on Market Until Sale	75	24	- 68.0%	74	53	- 28.4%
Average List Price	\$171,739	\$78,925	- 54.0%	\$171,888	\$196,506	+ 14.3%
Inventory of Homes for Sale	65	27	- 58.5%	--	--	--
Months Supply of Inventory	4.1	1.4	- 65.9%	--	--	--

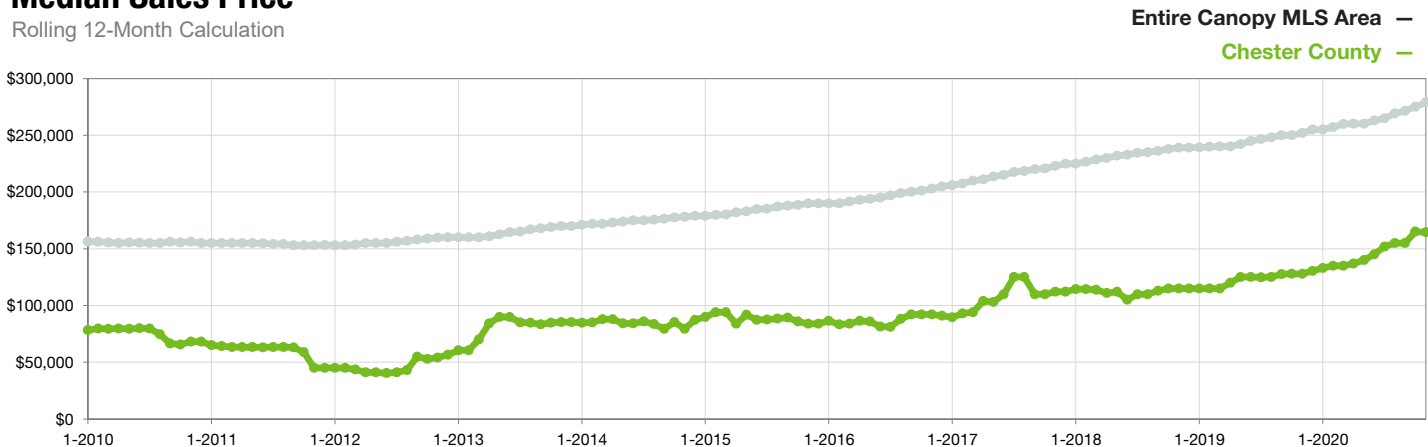
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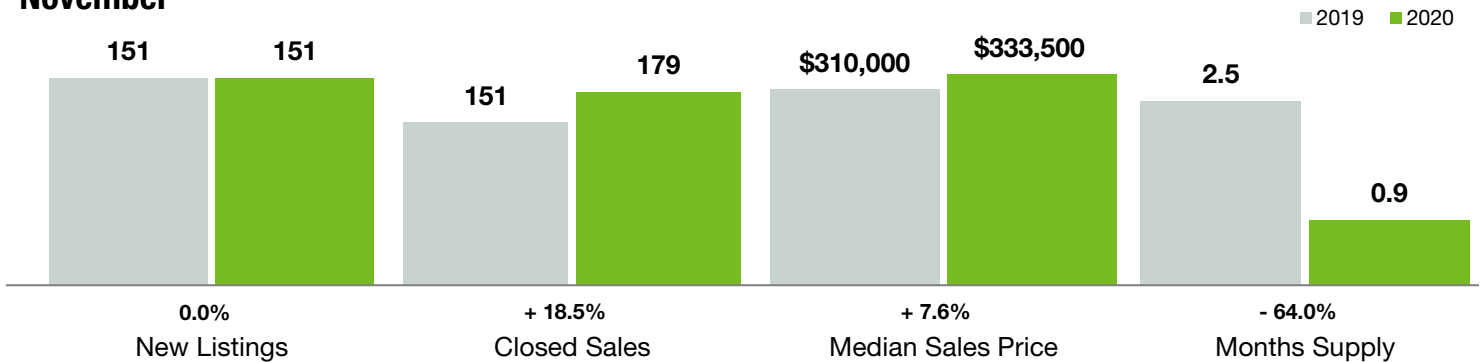
## Lancaster County

South Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	151	151	0.0%	2,212	2,287	+ 3.4%
Pending Sales	140	194	+ 38.6%	1,883	2,253	+ 19.6%
Closed Sales	151	179	+ 18.5%	1,799	2,064	+ 14.7%
Median Sales Price*	\$310,000	\$333,500	+ 7.6%	\$299,900	\$321,875	+ 7.3%
Average Sales Price*	\$311,170	\$349,080	+ 12.2%	\$295,253	\$327,080	+ 10.8%
Percent of Original List Price Received*	97.9%	99.2%	+ 1.3%	97.2%	98.0%	+ 0.8%
List to Close	100	87	- 13.0%	107	101	- 5.6%
Days on Market Until Sale	45	29	- 35.6%	49	46	- 6.1%
Cumulative Days on Market Until Sale	55	37	- 32.7%	57	50	- 12.3%
Average List Price	\$300,737	\$377,663	+ 25.6%	\$316,045	\$345,015	+ 9.2%
Inventory of Homes for Sale	419	177	- 57.8%	--	--	--
Months Supply of Inventory	2.5	0.9	- 64.0%	--	--	--

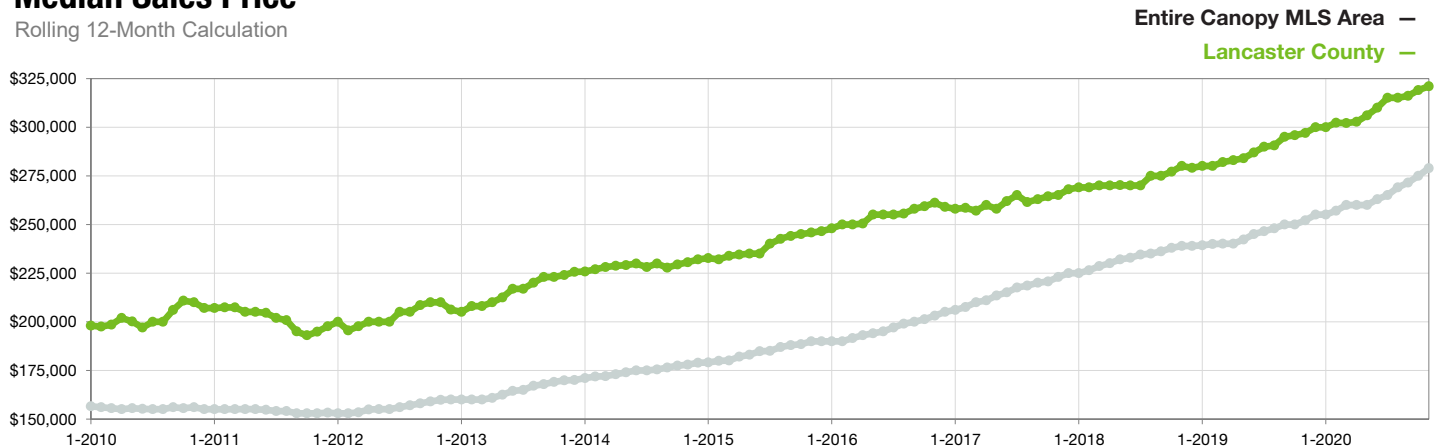
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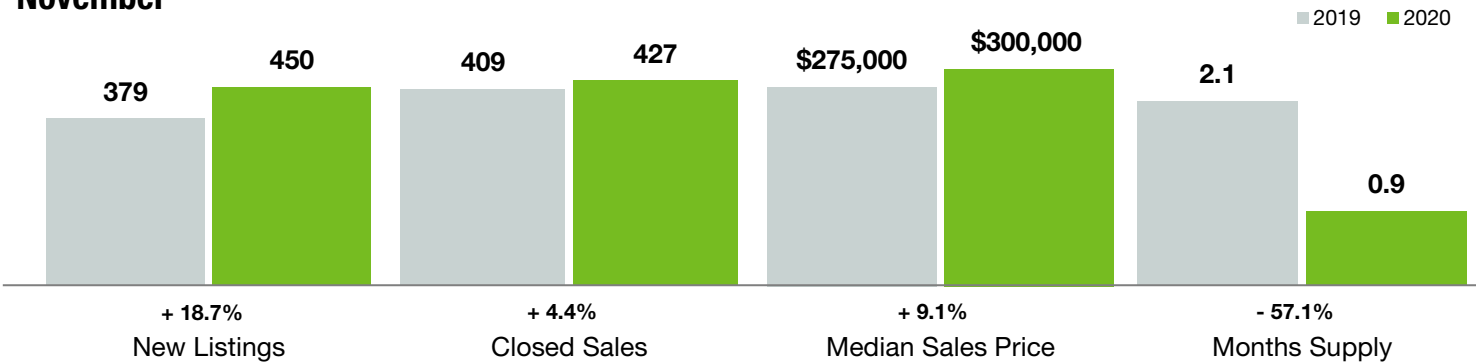
## York County

South Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	379	450	+ 18.7%	6,215	5,759	- 7.3%
Pending Sales	336	449	+ 33.6%	5,263	5,496	+ 4.4%
Closed Sales	409	427	+ 4.4%	5,099	5,014	- 1.7%
Median Sales Price*	\$275,000	\$300,000	+ 9.1%	\$268,000	\$287,250	+ 7.2%
Average Sales Price*	\$302,690	\$326,132	+ 7.7%	\$295,889	\$321,967	+ 8.8%
Percent of Original List Price Received*	96.8%	99.4%	+ 2.7%	97.2%	98.2%	+ 1.0%
List to Close	94	73	- 22.3%	91	86	- 5.5%
Days on Market Until Sale	43	24	- 44.2%	43	35	- 18.6%
Cumulative Days on Market Until Sale	52	28	- 46.2%	51	41	- 19.6%
Average List Price	\$324,356	\$337,556	+ 4.1%	\$314,084	\$332,429	+ 5.8%
Inventory of Homes for Sale	979	410	- 58.1%	--	--	--
Months Supply of Inventory	2.1	0.9	- 57.1%	--	--	--

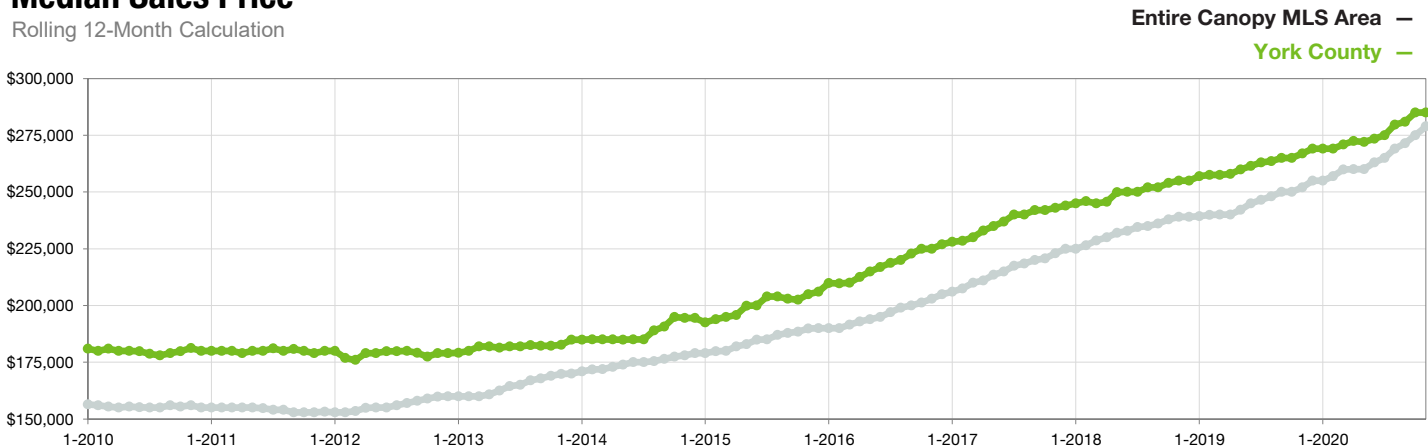
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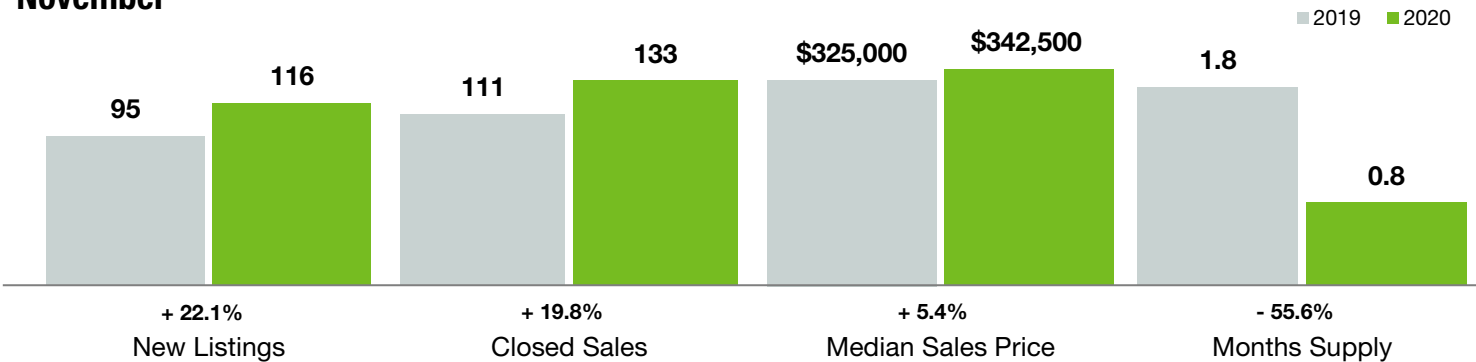
## Fort Mill

South Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	95	116	+ 22.1%	1,963	1,760	- 10.3%
Pending Sales	100	121	+ 21.0%	1,684	1,666	- 1.1%
Closed Sales	111	133	+ 19.8%	1,635	1,555	- 4.9%
Median Sales Price*	\$325,000	\$342,500	+ 5.4%	\$315,000	\$341,000	+ 8.3%
Average Sales Price*	\$373,509	\$387,229	+ 3.7%	\$353,457	\$380,949	+ 7.8%
Percent of Original List Price Received*	97.2%	100.1%	+ 3.0%	97.7%	98.5%	+ 0.8%
List to Close	94	78	- 17.0%	98	91	- 7.1%
Days on Market Until Sale	40	26	- 35.0%	46	34	- 26.1%
Cumulative Days on Market Until Sale	51	36	- 29.4%	57	40	- 29.8%
Average List Price	\$408,410	\$370,430	- 9.3%	\$375,156	\$380,629	+ 1.5%
Inventory of Homes for Sale	270	110	- 59.3%	--	--	--
Months Supply of Inventory	1.8	0.8	- 55.6%	--	--	--

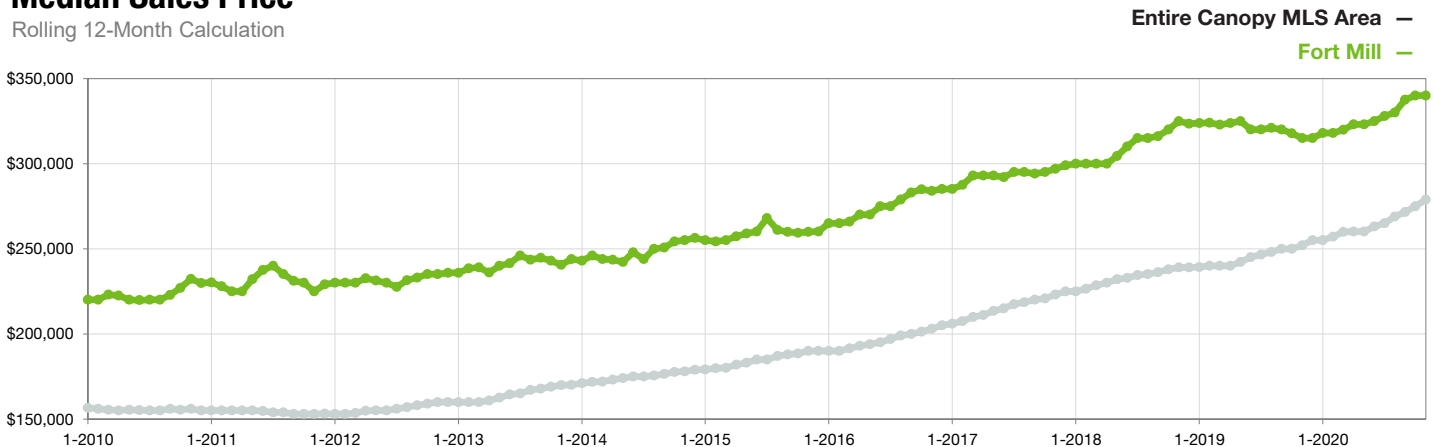
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### November



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for November 2020

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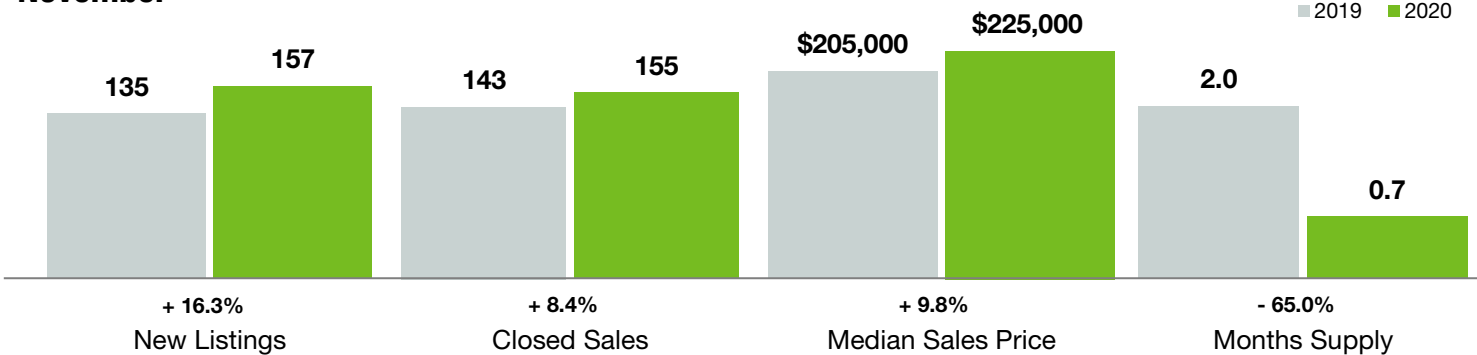
## Rock Hill

South Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	135	157	+ 16.3%	2,075	1,872	- 9.8%
Pending Sales	137	171	+ 24.8%	1,786	1,817	+ 1.7%
Closed Sales	143	155	+ 8.4%	1,699	1,701	+ 0.1%
Median Sales Price*	\$205,000	\$225,000	+ 9.8%	\$210,000	\$235,000	+ 11.9%
Average Sales Price*	\$229,024	\$247,481	+ 8.1%	\$223,303	\$250,066	+ 12.0%
Percent of Original List Price Received*	96.8%	99.3%	+ 2.6%	97.3%	98.2%	+ 0.9%
List to Close	85	67	- 21.2%	78	75	- 3.8%
Days on Market Until Sale	37	21	- 43.2%	32	28	- 12.5%
Cumulative Days on Market Until Sale	45	22	- 51.1%	37	33	- 10.8%
Average List Price	\$218,824	\$254,165	+ 16.2%	\$235,372	\$255,309	+ 8.5%
Inventory of Homes for Sale	311	114	- 63.3%	--	--	--
Months Supply of Inventory	2.0	0.7	- 65.0%	--	--	--

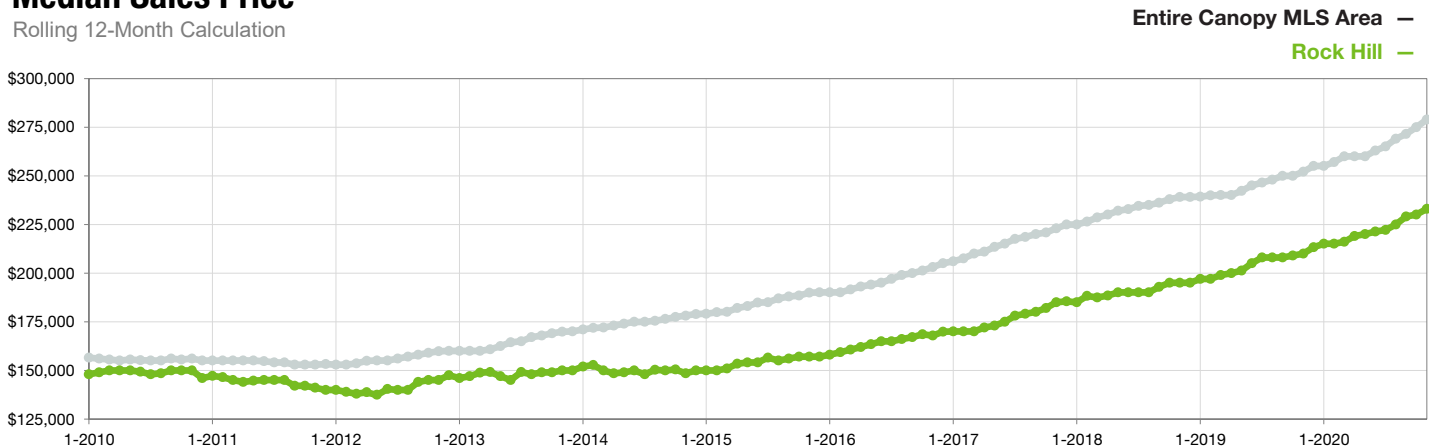
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### November



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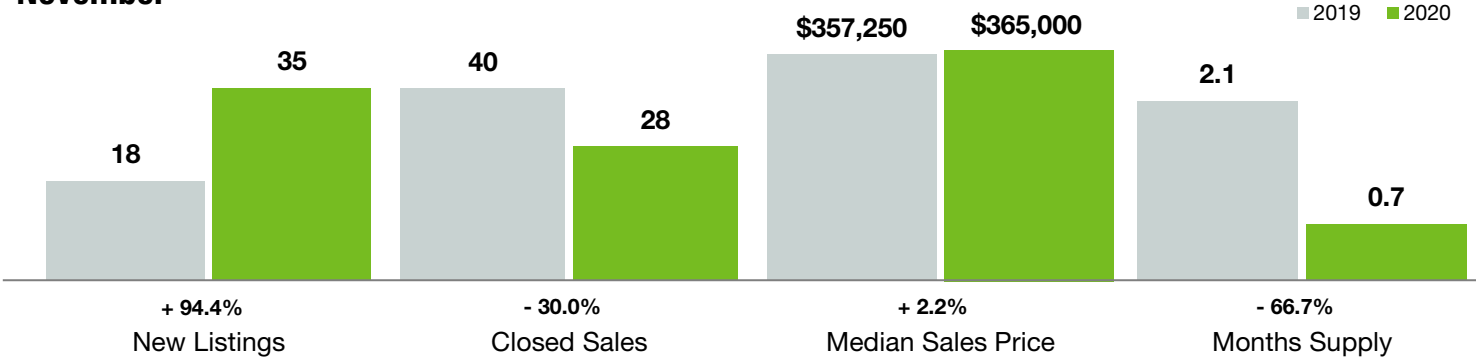
## Tega Cay

South Carolina

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	18	35	+ 94.4%	442	425	- 3.8%
Pending Sales	14	35	+ 150.0%	365	393	+ 7.7%
Closed Sales	40	28	- 30.0%	360	320	- 11.1%
Median Sales Price*	\$357,250	\$365,000	+ 2.2%	\$359,484	\$377,950	+ 5.1%
Average Sales Price*	\$361,106	\$389,791	+ 7.9%	\$376,890	\$399,058	+ 5.9%
Percent of Original List Price Received*	96.1%	99.5%	+ 3.5%	96.5%	97.9%	+ 1.5%
List to Close	101	97	- 4.0%	102	86	- 15.7%
Days on Market Until Sale	54	36	- 33.3%	57	40	- 29.8%
Cumulative Days on Market Until Sale	71	41	- 42.3%	71	50	- 29.6%
Average List Price	\$372,112	\$458,194	+ 23.1%	\$381,197	\$425,034	+ 11.5%
Inventory of Homes for Sale	65	22	- 66.2%	--	--	--
Months Supply of Inventory	2.1	0.7	- 66.7%	--	--	--

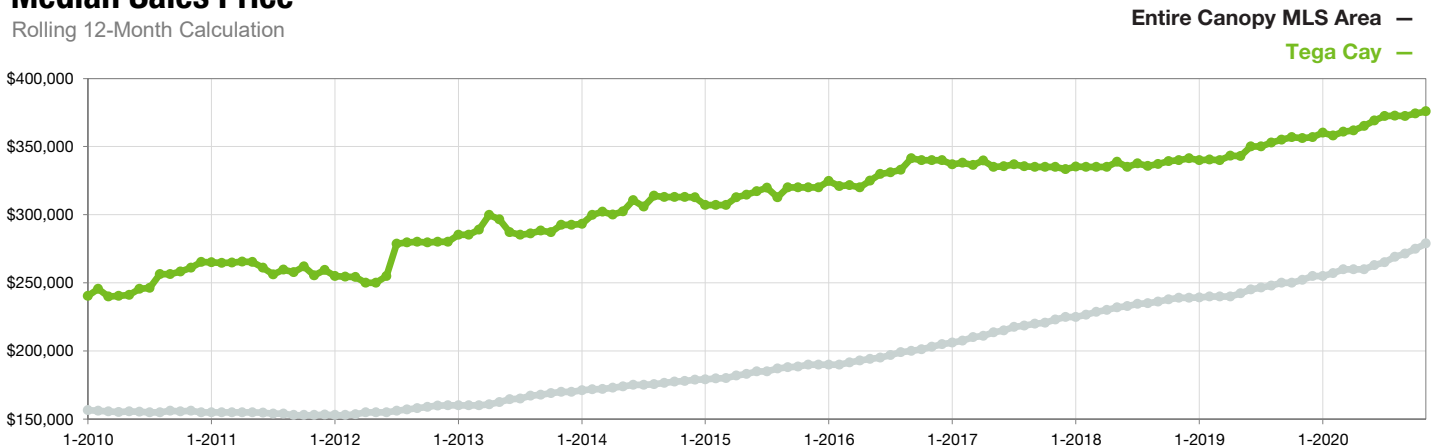
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### November



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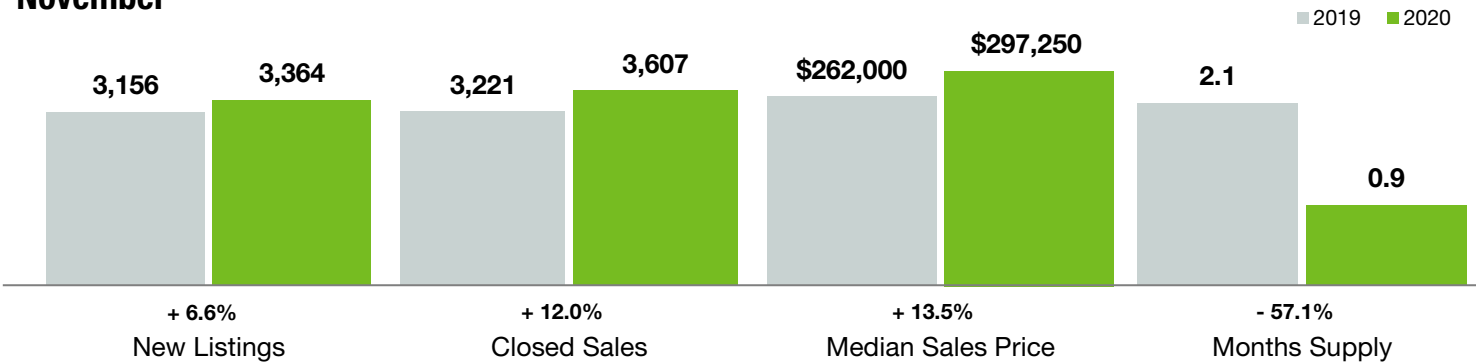
## Charlotte MSA

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

Key Metrics	November			Year to Date		
	2019	2020	Percent Change	Thru 11-2019	Thru 11-2020	Percent Change
New Listings	3,156	<b>3,364</b>	+ 6.6%	50,028	<b>48,255</b>	- 3.5%
Pending Sales	3,032	<b>3,759</b>	+ 24.0%	41,906	<b>45,066</b>	+ 7.5%
Closed Sales	3,221	<b>3,607</b>	+ 12.0%	40,213	<b>41,615</b>	+ 3.5%
Median Sales Price*	\$262,000	<b>\$297,250</b>	+ 13.5%	\$260,000	<b>\$285,500</b>	+ 9.8%
Average Sales Price*	\$310,768	<b>\$353,891</b>	+ 13.9%	\$309,169	<b>\$339,467</b>	+ 9.8%
Percent of Original List Price Received*	96.5%	<b>99.1%</b>	+ 2.7%	97.0%	<b>98.1%</b>	+ 1.1%
List to Close	90	<b>76</b>	- 15.6%	91	<b>87</b>	- 4.4%
Days on Market Until Sale	40	<b>23</b>	- 42.5%	40	<b>34</b>	- 15.0%
Cumulative Days on Market Until Sale	47	<b>27</b>	- 42.6%	48	<b>39</b>	- 18.8%
Average List Price	\$337,470	<b>\$357,803</b>	+ 6.0%	\$339,010	<b>\$362,092</b>	+ 6.8%
Inventory of Homes for Sale	7,702	<b>3,652</b>	- 52.6%	--	--	--
Months Supply of Inventory	2.1	<b>0.9</b>	- 57.1%	--	--	--

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