

# Local Market Update for October 2021

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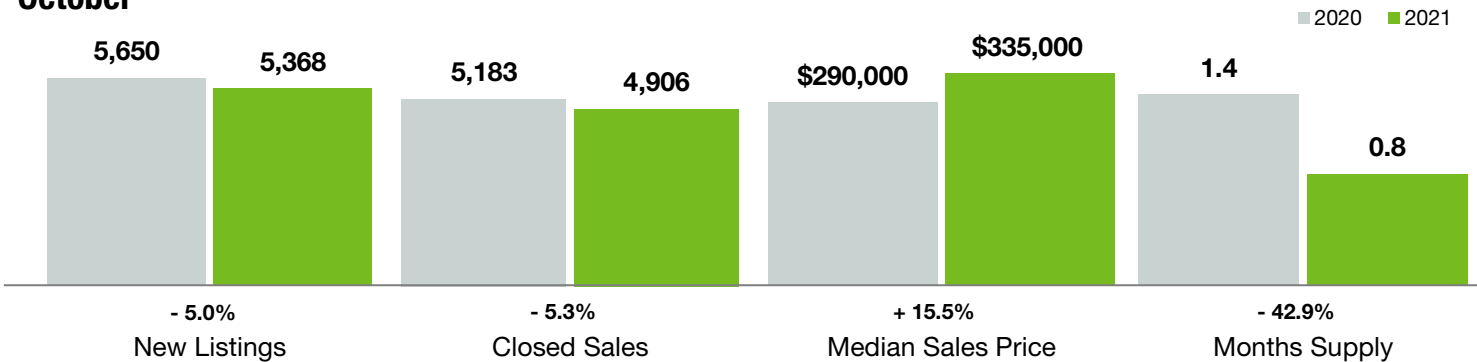
## Charlotte Region

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		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	5,650	5,368	- 5.0%	53,487	55,803	+ 4.3%
Pending Sales	5,036	5,319	+ 5.6%	48,961	51,752	+ 5.7%
Closed Sales	5,183	4,906	- 5.3%	45,054	49,271	+ 9.4%
Median Sales Price*	\$290,000	\$335,000	+ 15.5%	\$279,500	\$321,500	+ 15.0%
Average Sales Price*	\$354,627	\$388,987	+ 9.7%	\$331,920	\$382,905	+ 15.4%
Percent of Original List Price Received*	98.7%	100.4%	+ 1.7%	97.8%	100.9%	+ 3.2%
List to Close	80	71	- 11.3%	90	73	- 18.9%
Days on Market Until Sale	26	17	- 34.6%	37	19	- 48.6%
Cumulative Days on Market Until Sale	29	17	- 41.4%	43	19	- 55.8%
Average List Price	\$361,228	\$407,786	+ 12.9%	\$356,356	\$398,497	+ 11.8%
Inventory of Homes for Sale	6,482	4,067	- 37.3%	--	--	--
Months Supply of Inventory	1.4	0.8	- 42.9%	--	--	--

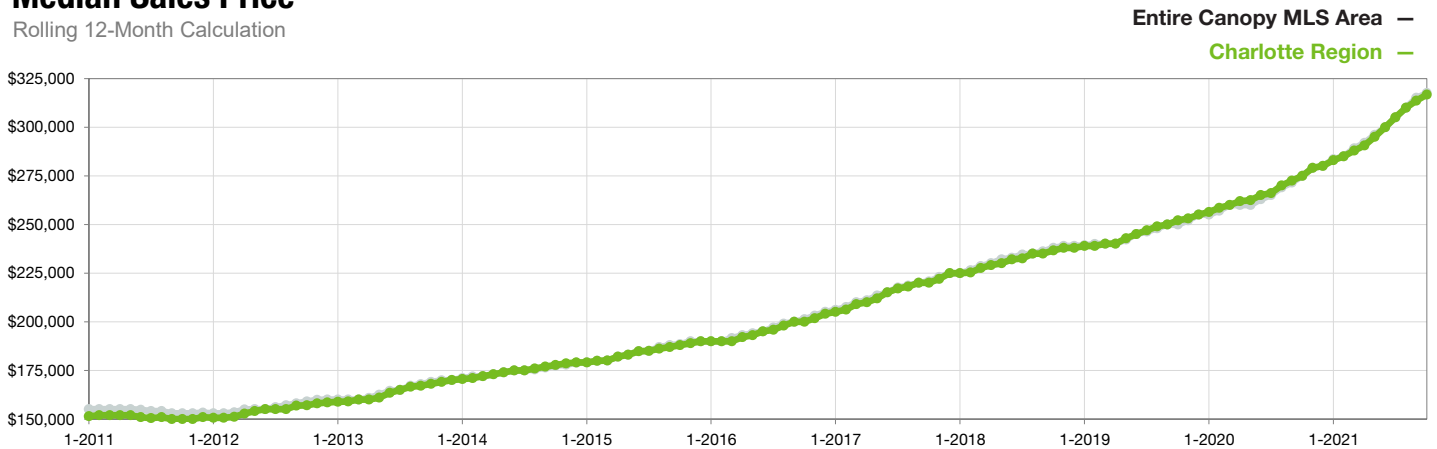
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### October



### Median Sales Price

Rolling 12-Month Calculation



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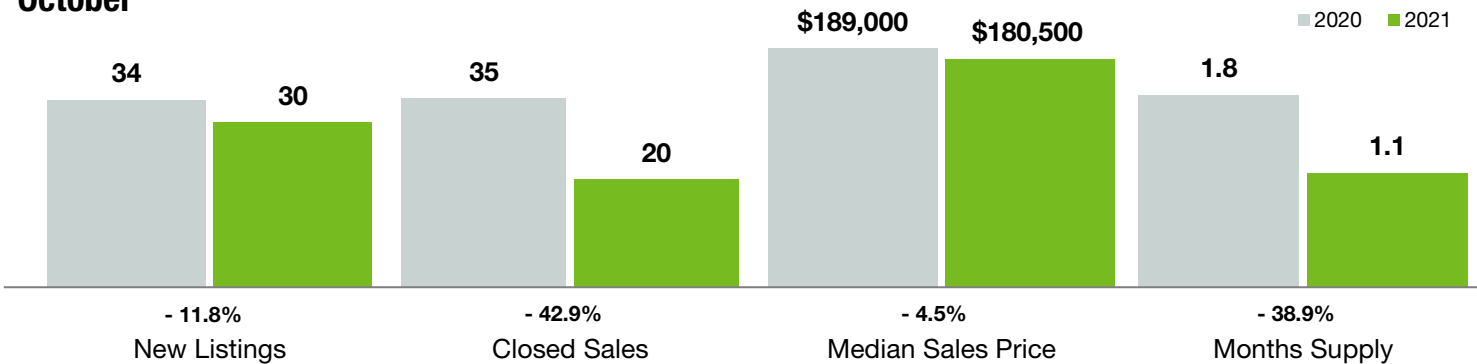
## Alexander County

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	34	30	- 11.8%	316	346	+ 9.5%
Pending Sales	34	29	- 14.7%	292	319	+ 9.2%
Closed Sales	35	20	- 42.9%	277	283	+ 2.2%
Median Sales Price*	\$189,000	\$180,500	- 4.5%	\$180,000	\$216,000	+ 20.0%
Average Sales Price*	\$238,033	\$253,995	+ 6.7%	\$233,744	\$256,356	+ 9.7%
Percent of Original List Price Received*	99.6%	95.8%	- 3.8%	96.8%	98.2%	+ 1.4%
List to Close	83	66	- 20.5%	102	70	- 31.4%
Days on Market Until Sale	31	24	- 22.6%	52	23	- 55.8%
Cumulative Days on Market Until Sale	43	22	- 48.8%	64	25	- 60.9%
Average List Price	\$336,941	\$313,360	- 7.0%	\$266,688	\$286,860	+ 7.6%
Inventory of Homes for Sale	49	32	- 34.7%	--	--	--
Months Supply of Inventory	1.8	1.1	- 38.9%	--	--	--

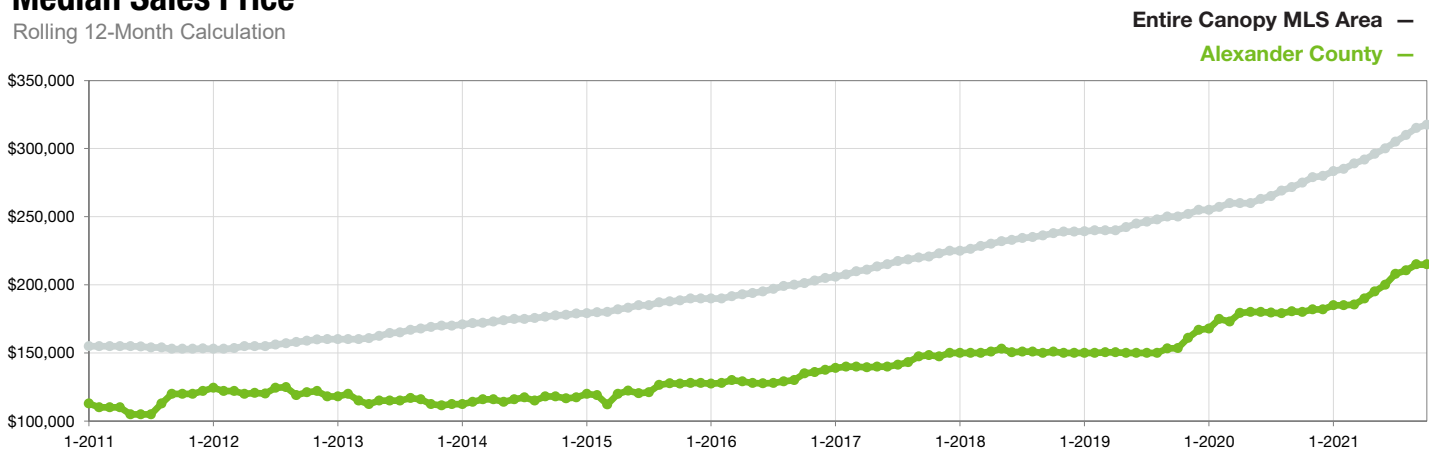
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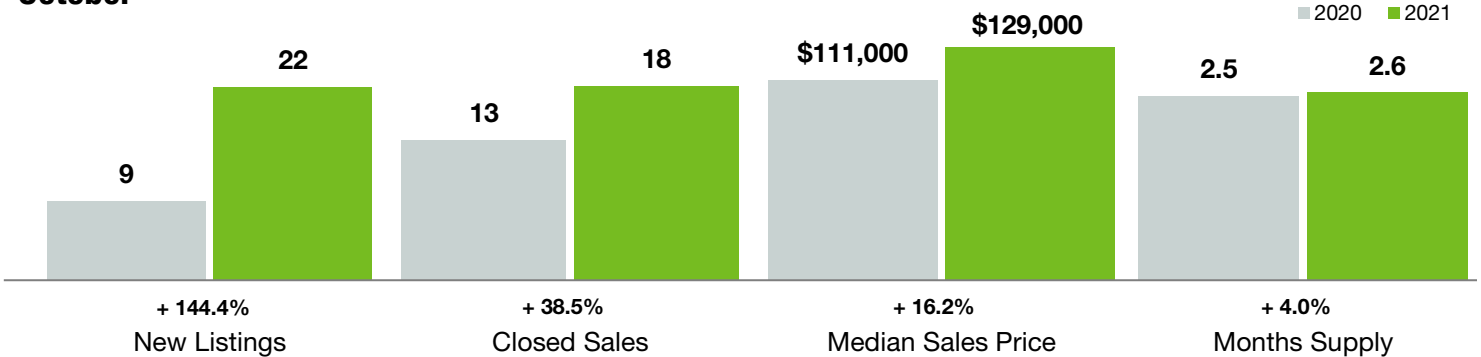
## Anson County

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	9	22	+ 144.4%	112	187	+ 67.0%
Pending Sales	12	10	- 16.7%	118	150	+ 27.1%
Closed Sales	13	18	+ 38.5%	114	152	+ 33.3%
Median Sales Price*	\$111,000	\$129,000	+ 16.2%	\$117,500	\$138,000	+ 17.4%
Average Sales Price*	\$120,923	\$134,328	+ 11.1%	\$124,930	\$160,571	+ 28.5%
Percent of Original List Price Received*	97.6%	94.2%	- 3.5%	91.8%	94.6%	+ 3.1%
List to Close	89	77	- 13.5%	150	94	- 37.3%
Days on Market Until Sale	51	28	- 45.1%	95	38	- 60.0%
Cumulative Days on Market Until Sale	51	27	- 47.1%	104	39	- 62.5%
Average List Price	\$234,822	\$225,827	- 3.8%	\$167,352	\$165,523	- 1.1%
Inventory of Homes for Sale	29	38	+ 31.0%	--	--	--
Months Supply of Inventory	2.5	2.6	+ 4.0%	--	--	--

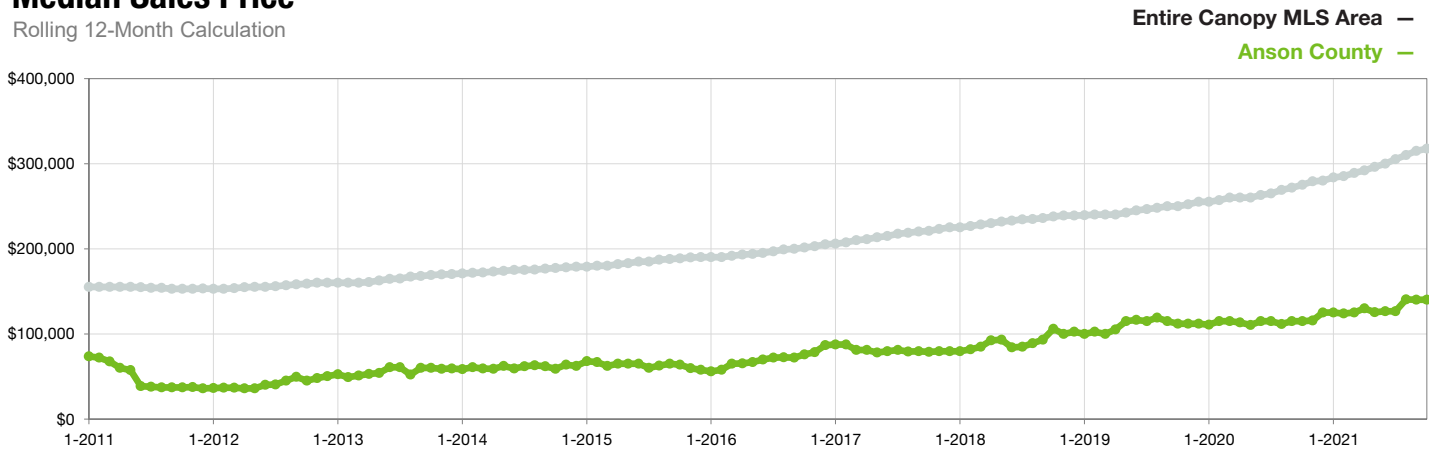
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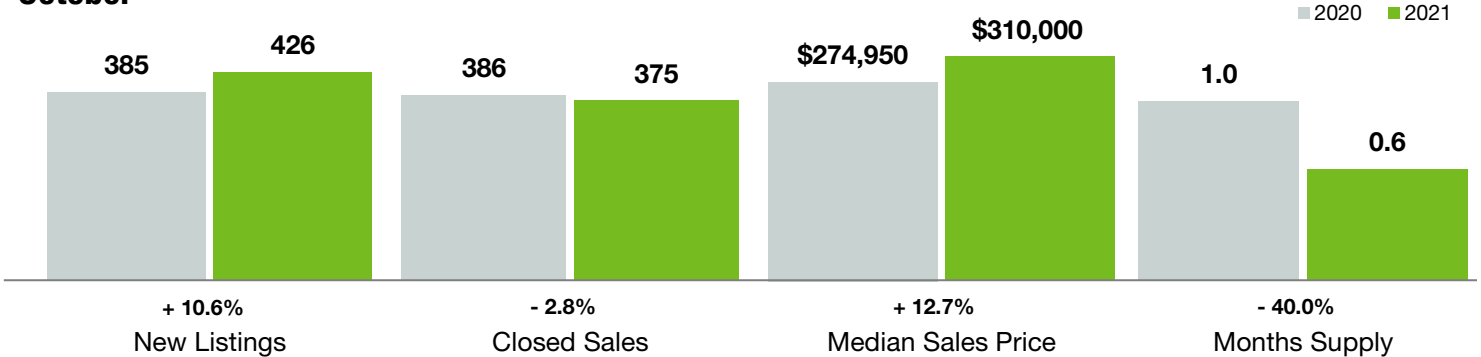
## Cabarrus County

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	385	426	+ 10.6%	3,960	4,157	+ 5.0%
Pending Sales	338	411	+ 21.6%	3,621	3,860	+ 6.6%
Closed Sales	386	375	- 2.8%	3,422	3,615	+ 5.6%
Median Sales Price*	\$274,950	\$310,000	+ 12.7%	\$266,000	\$310,500	+ 16.7%
Average Sales Price*	\$300,565	\$335,193	+ 11.5%	\$285,852	\$335,325	+ 17.3%
Percent of Original List Price Received*	98.7%	100.7%	+ 2.0%	97.9%	101.3%	+ 3.5%
List to Close	73	63	- 13.7%	83	61	- 26.5%
Days on Market Until Sale	22	13	- 40.9%	33	15	- 54.5%
Cumulative Days on Market Until Sale	22	13	- 40.9%	40	14	- 65.0%
Average List Price	\$303,483	\$389,675	+ 28.4%	\$299,727	\$346,008	+ 15.4%
Inventory of Homes for Sale	344	227	- 34.0%	--	--	--
Months Supply of Inventory	1.0	0.6	- 40.0%	--	--	--

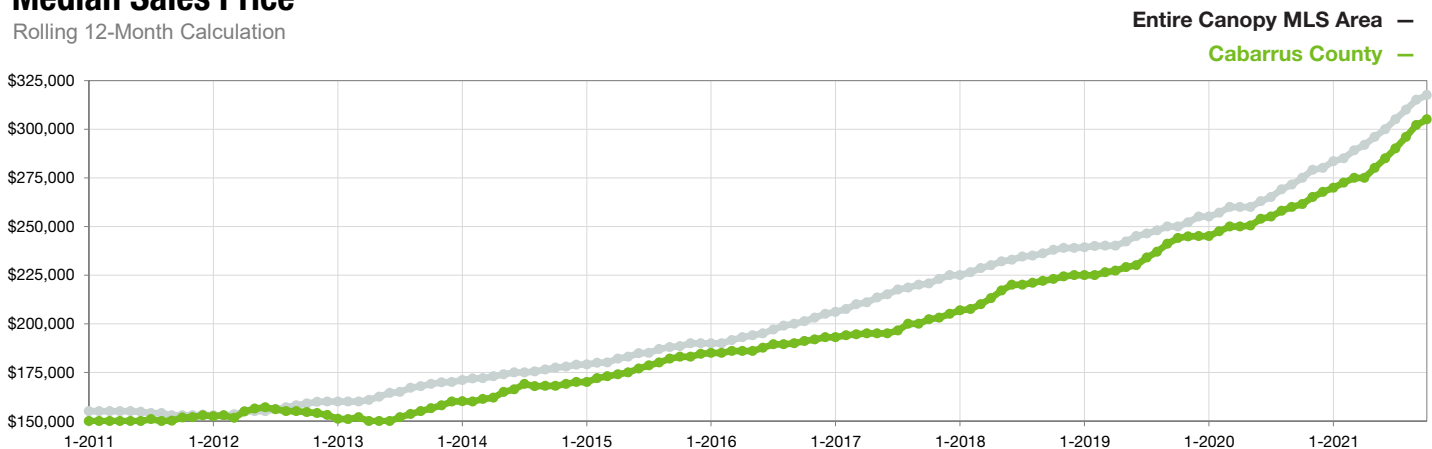
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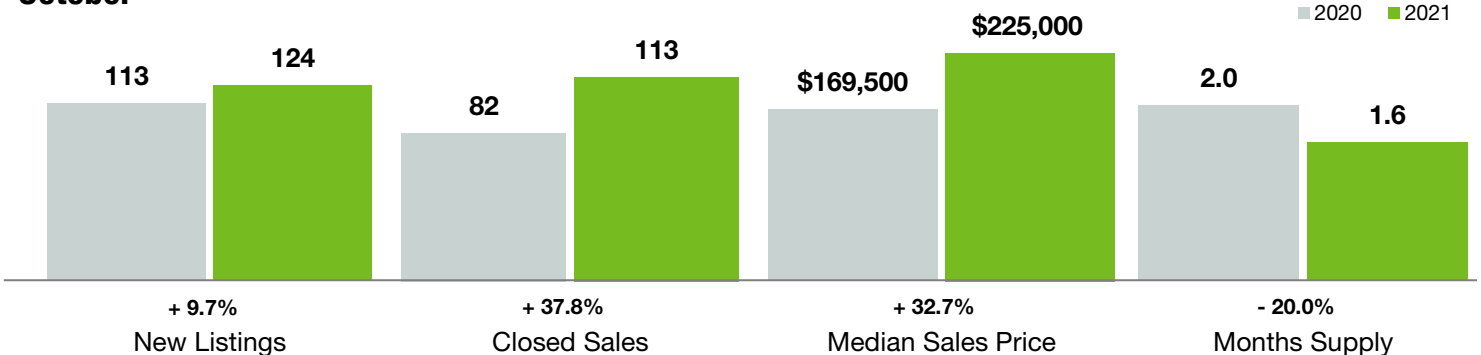
## Cleveland County

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	113	124	+ 9.7%	890	1,144	+ 28.5%
Pending Sales	79	108	+ 36.7%	774	995	+ 28.6%
Closed Sales	82	113	+ 37.8%	684	932	+ 36.3%
Median Sales Price*	\$169,500	\$225,000	+ 32.7%	\$160,000	\$204,000	+ 27.5%
Average Sales Price*	\$183,159	\$242,095	+ 32.2%	\$186,423	\$223,664	+ 20.0%
Percent of Original List Price Received*	98.8%	99.5%	+ 0.7%	96.1%	98.4%	+ 2.4%
List to Close	86	94	+ 9.3%	93	77	- 17.2%
Days on Market Until Sale	29	18	- 37.9%	43	19	- 55.8%
Cumulative Days on Market Until Sale	36	27	- 25.0%	48	23	- 52.1%
Average List Price	\$202,807	\$329,373	+ 62.4%	\$198,571	\$253,929	+ 27.9%
Inventory of Homes for Sale	143	152	+ 6.3%	--	--	--
Months Supply of Inventory	2.0	1.6	- 20.0%	--	--	--

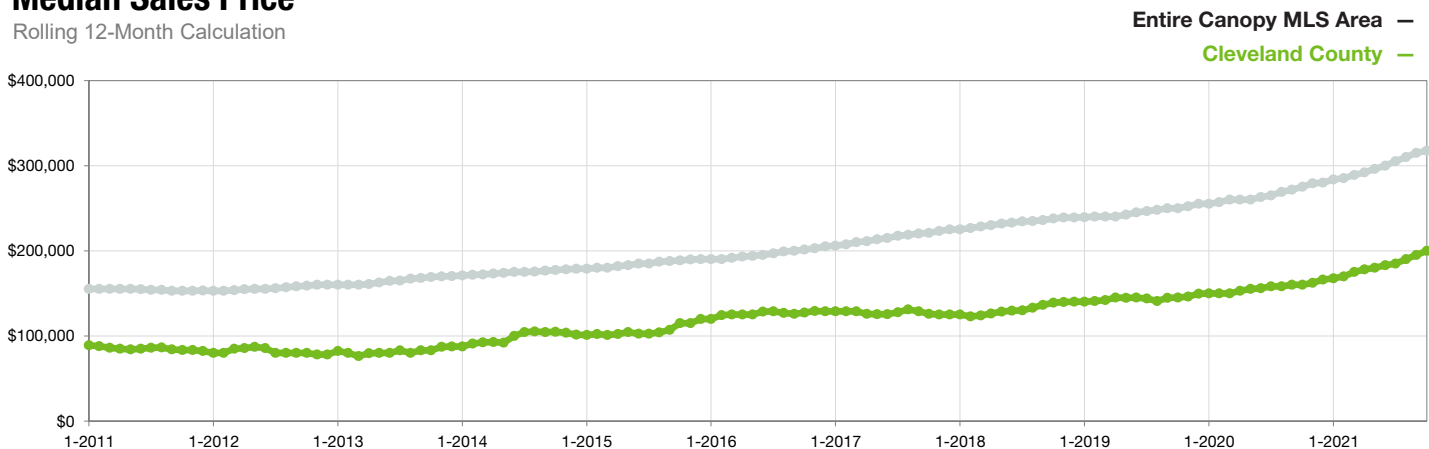
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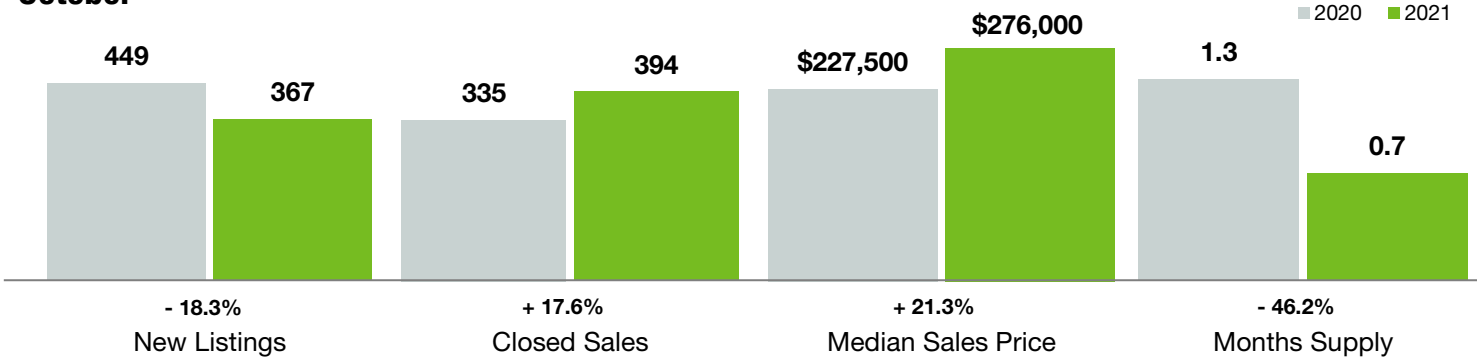
## Gaston County

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	449	367	- 18.3%	3,731	4,120	+ 10.4%
Pending Sales	405	408	+ 0.7%	3,489	3,852	+ 10.4%
Closed Sales	335	394	+ 17.6%	3,218	3,716	+ 15.5%
Median Sales Price*	\$227,500	\$276,000	+ 21.3%	\$215,000	\$255,990	+ 19.1%
Average Sales Price*	\$257,316	\$297,897	+ 15.8%	\$241,847	\$280,979	+ 16.2%
Percent of Original List Price Received*	98.3%	100.0%	+ 1.7%	97.4%	100.7%	+ 3.4%
List to Close	74	73	- 1.4%	91	78	- 14.3%
Days on Market Until Sale	25	15	- 40.0%	37	18	- 51.4%
Cumulative Days on Market Until Sale	26	14	- 46.2%	41	18	- 56.1%
Average List Price	\$282,408	\$299,646	+ 6.1%	\$249,480	\$281,994	+ 13.0%
Inventory of Homes for Sale	432	258	- 40.3%	--	--	--
Months Supply of Inventory	1.3	0.7	- 46.2%	--	--	--

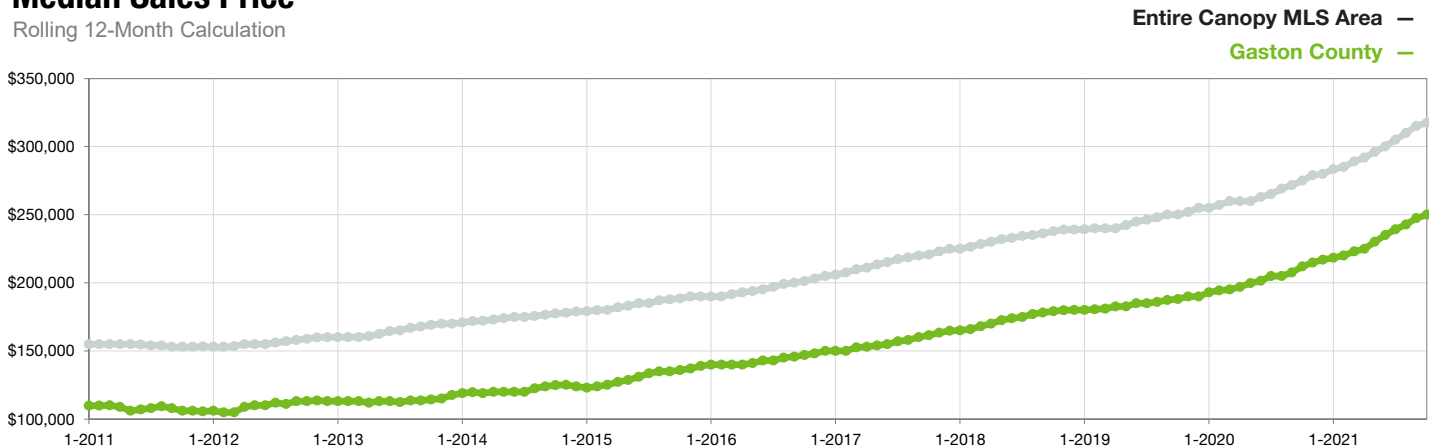
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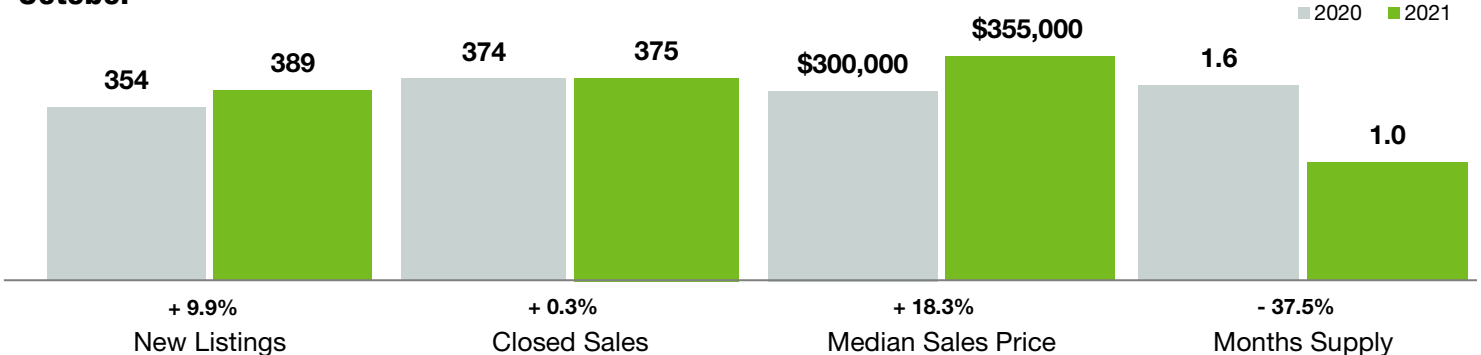
## Iredell County

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	354	<b>389</b>	+ 9.9%	3,710	<b>3,938</b>	+ 6.1%
Pending Sales	326	<b>370</b>	+ 13.5%	3,427	<b>3,647</b>	+ 6.4%
Closed Sales	374	<b>375</b>	+ 0.3%	3,177	<b>3,573</b>	+ 12.5%
Median Sales Price*	\$300,000	<b>\$355,000</b>	+ 18.3%	\$292,000	<b>\$335,000</b>	+ 14.7%
Average Sales Price*	\$426,827	<b>\$439,578</b>	+ 3.0%	\$372,204	<b>\$414,108</b>	+ 11.3%
Percent of Original List Price Received*	97.9%	<b>99.5%</b>	+ 1.6%	97.4%	<b>100.7%</b>	+ 3.4%
List to Close	88	<b>62</b>	- 29.5%	100	<b>73</b>	- 27.0%
Days on Market Until Sale	34	<b>17</b>	- 50.0%	48	<b>22</b>	- 54.2%
Cumulative Days on Market Until Sale	42	<b>15</b>	- 64.3%	55	<b>21</b>	- 61.8%
Average List Price	\$411,582	<b>\$459,248</b>	+ 11.6%	\$401,092	<b>\$446,267</b>	+ 11.3%
Inventory of Homes for Sale	523	<b>344</b>	- 34.2%	--	--	--
Months Supply of Inventory	1.6	<b>1.0</b>	- 37.5%	--	--	--

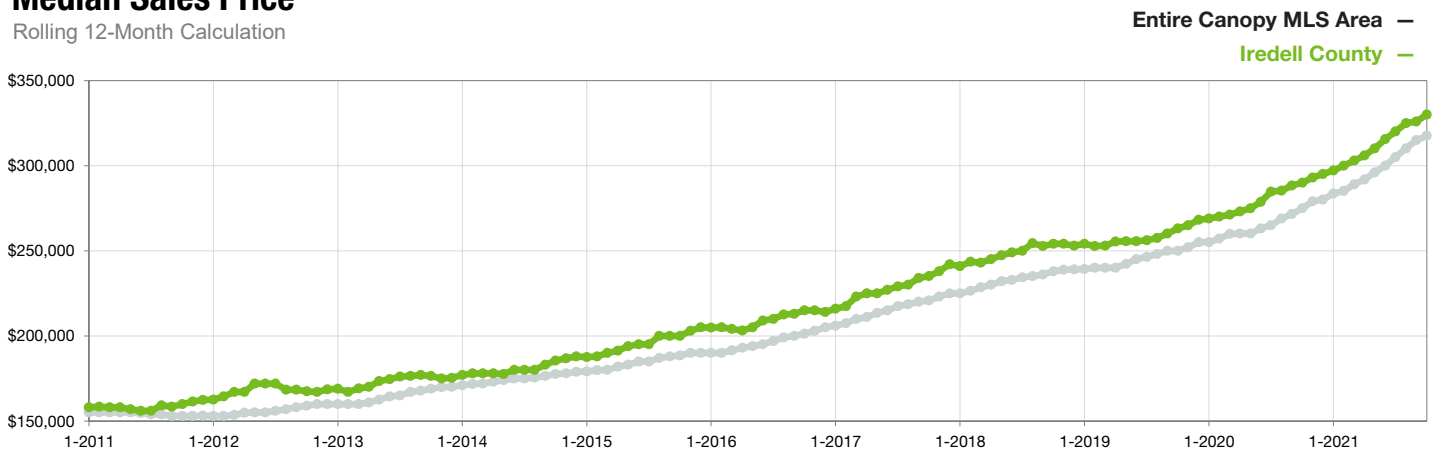
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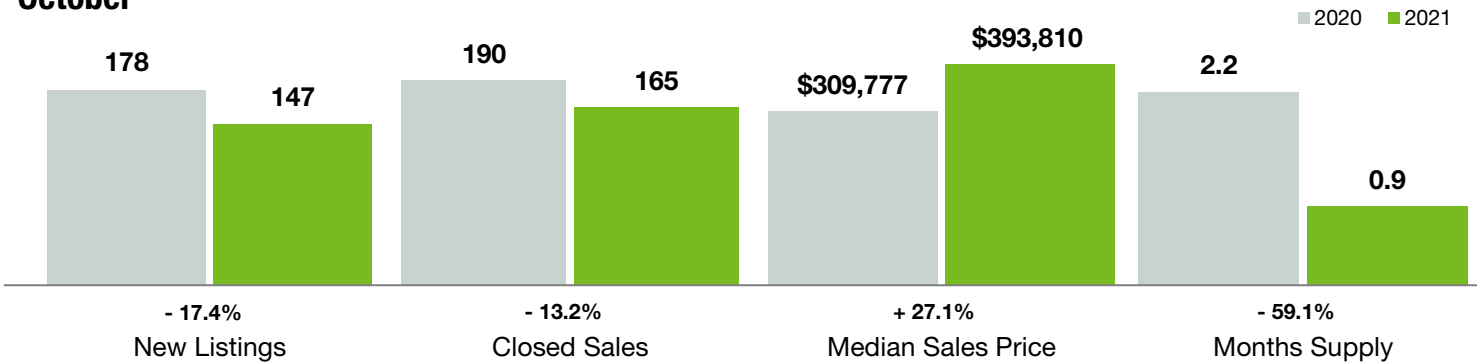
## Lincoln County

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	178	147	- 17.4%	1,690	1,745	+ 3.3%
Pending Sales	145	168	+ 15.9%	1,480	1,705	+ 15.2%
Closed Sales	190	165	- 13.2%	1,308	1,556	+ 19.0%
Median Sales Price*	\$309,777	\$393,810	+ 27.1%	\$302,000	\$340,471	+ 12.7%
Average Sales Price*	\$364,365	\$441,466	+ 21.2%	\$346,907	\$385,779	+ 11.2%
Percent of Original List Price Received*	98.2%	99.5%	+ 1.3%	97.0%	100.3%	+ 3.4%
List to Close	95	87	- 8.4%	109	88	- 19.3%
Days on Market Until Sale	41	29	- 29.3%	58	28	- 51.7%
Cumulative Days on Market Until Sale	49	25	- 49.0%	68	29	- 57.4%
Average List Price	\$390,044	\$420,409	+ 7.8%	\$359,889	\$409,132	+ 13.7%
Inventory of Homes for Sale	306	149	- 51.3%	--	--	--
Months Supply of Inventory	2.2	0.9	- 59.1%	--	--	--

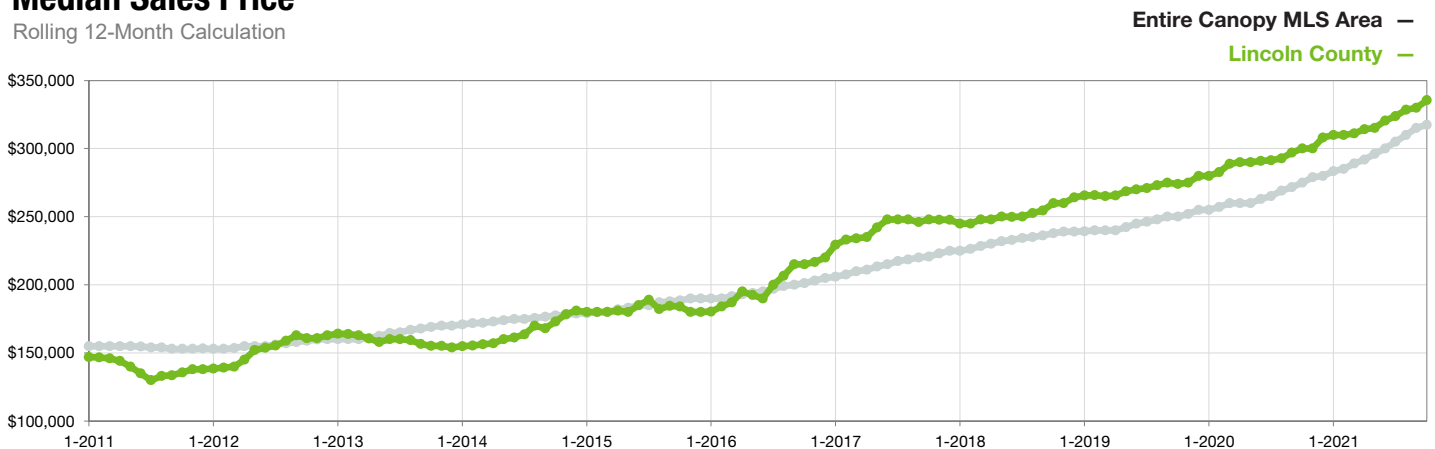
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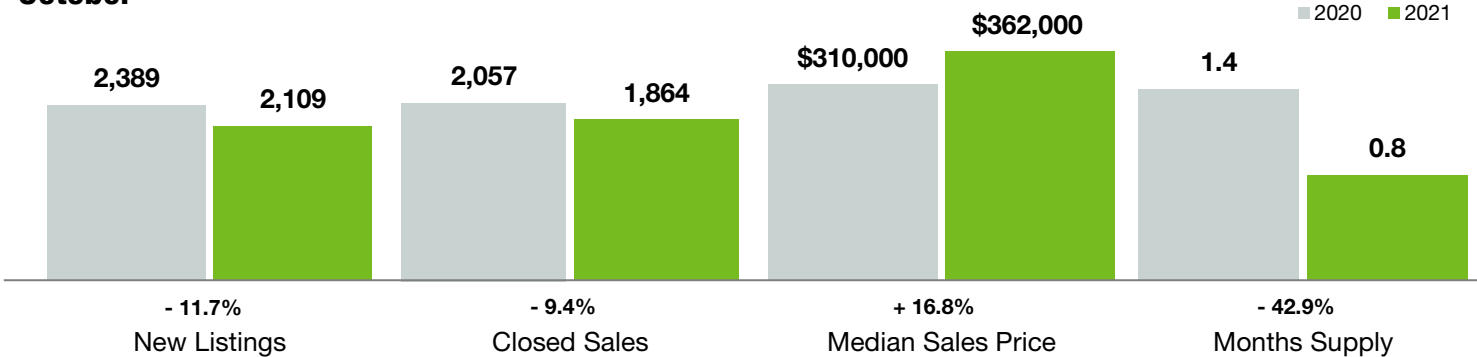
## Mecklenburg County

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	2,389	2,109	- 11.7%	21,786	21,790	+ 0.0%
Pending Sales	2,112	2,057	- 2.6%	19,658	20,312	+ 3.3%
Closed Sales	2,057	1,864	- 9.4%	18,126	19,336	+ 6.7%
Median Sales Price*	\$310,000	\$362,000	+ 16.8%	\$297,500	\$350,000	+ 17.6%
Average Sales Price*	\$389,635	\$436,232	+ 12.0%	\$371,516	\$436,668	+ 17.5%
Percent of Original List Price Received*	99.2%	101.3%	+ 2.1%	98.3%	101.4%	+ 3.2%
List to Close	77	73	- 5.2%	86	73	- 15.1%
Days on Market Until Sale	23	16	- 30.4%	32	19	- 40.6%
Cumulative Days on Market Until Sale	25	16	- 36.0%	36	20	- 44.4%
Average List Price	\$408,102	\$451,752	+ 10.7%	\$405,919	\$454,175	+ 11.9%
Inventory of Homes for Sale	2,616	1,507	- 42.4%	--	--	--
Months Supply of Inventory	1.4	0.8	- 42.9%	--	--	--

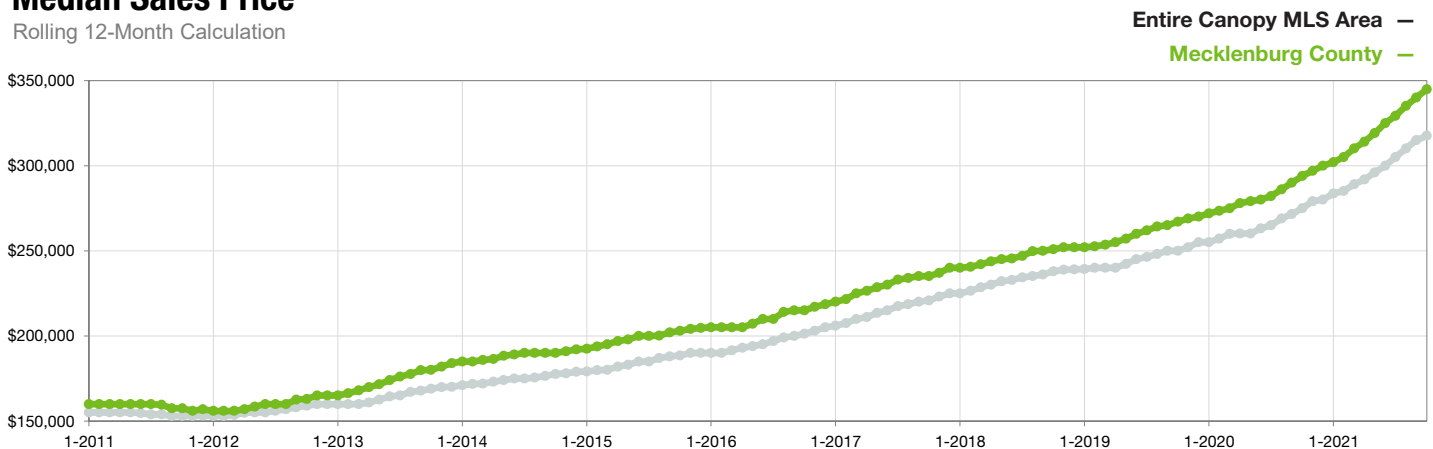
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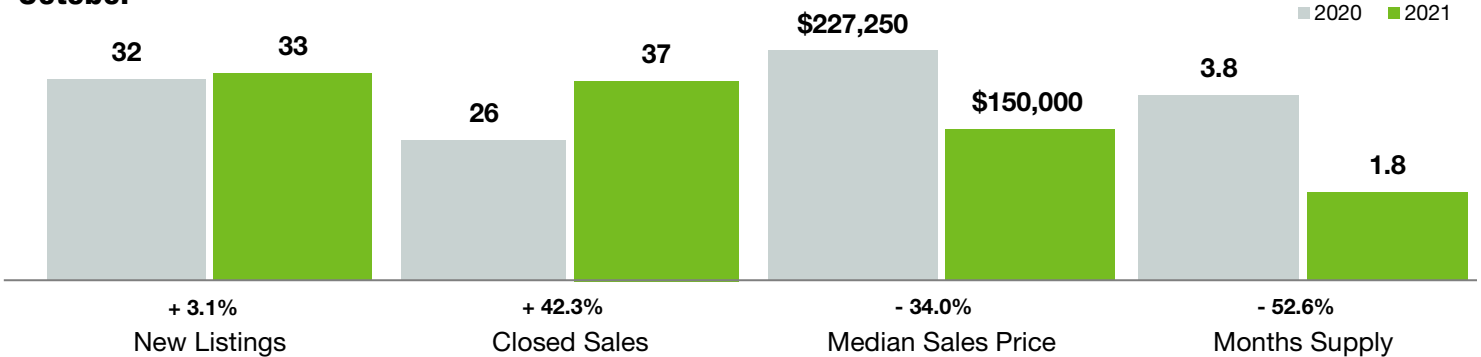
## Montgomery County

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	32	33	+ 3.1%	320	385	+ 20.3%
Pending Sales	22	34	+ 54.5%	302	357	+ 18.2%
Closed Sales	26	37	+ 42.3%	287	344	+ 19.9%
Median Sales Price*	\$227,250	\$150,000	- 34.0%	\$171,000	\$160,600	- 6.1%
Average Sales Price*	\$321,606	\$240,954	- 25.1%	\$258,203	\$279,700	+ 8.3%
Percent of Original List Price Received*	94.1%	96.0%	+ 2.0%	90.9%	93.4%	+ 2.8%
List to Close	138	90	- 34.8%	153	109	- 28.8%
Days on Market Until Sale	91	46	- 49.5%	112	67	- 40.2%
Cumulative Days on Market Until Sale	94	47	- 50.0%	130	72	- 44.6%
Average List Price	\$248,942	\$348,000	+ 39.8%	\$291,704	\$321,324	+ 10.2%
Inventory of Homes for Sale	105	61	- 41.9%	--	--	--
Months Supply of Inventory	3.8	1.8	- 52.6%	--	--	--

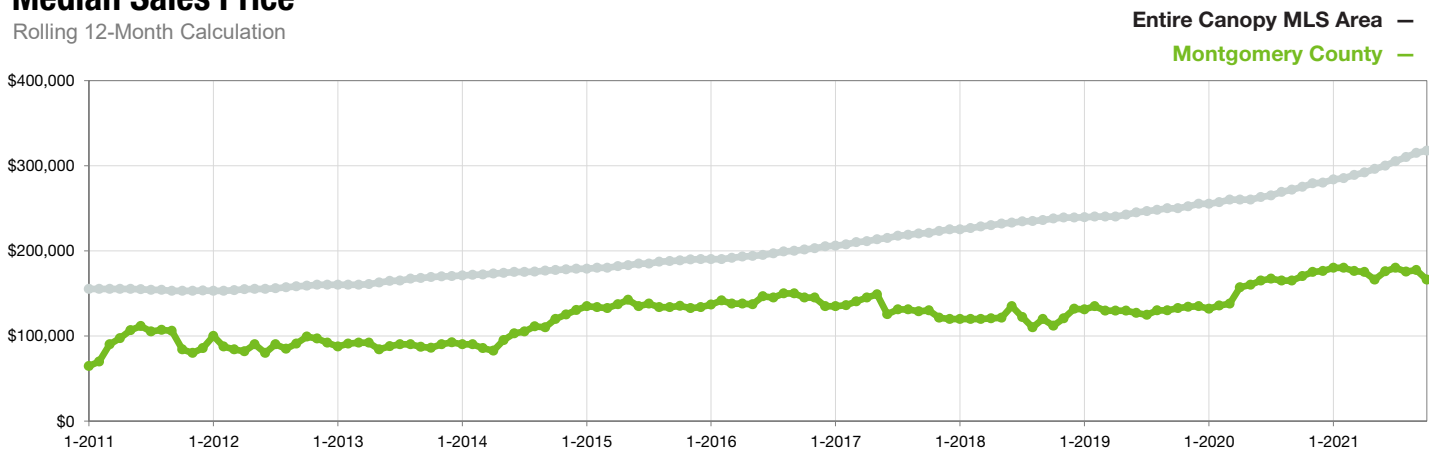
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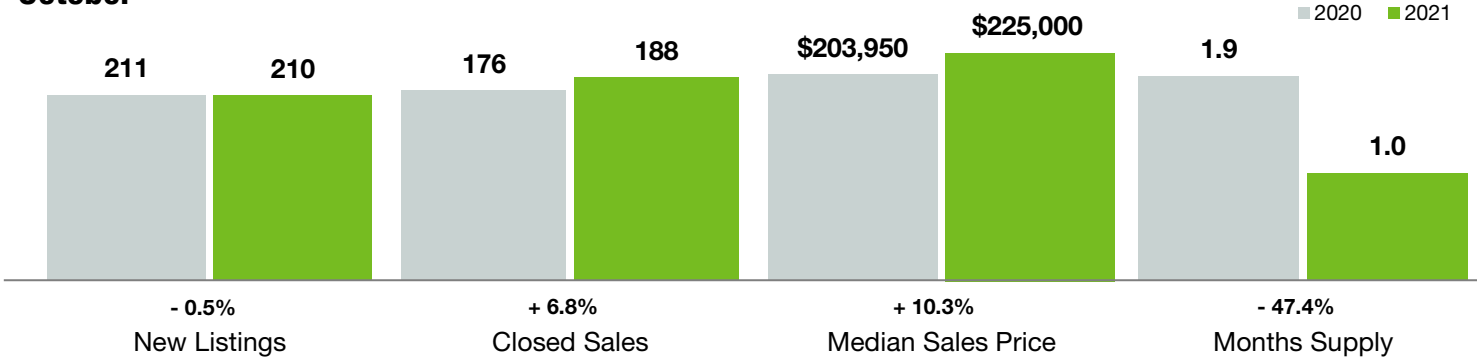
## Rowan County

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	211	210	- 0.5%	1,969	2,148	+ 9.1%
Pending Sales	183	211	+ 15.3%	1,761	1,957	+ 11.1%
Closed Sales	176	188	+ 6.8%	1,546	1,873	+ 21.2%
Median Sales Price*	\$203,950	\$225,000	+ 10.3%	\$186,250	\$220,000	+ 18.1%
Average Sales Price*	\$225,554	\$251,834	+ 11.7%	\$205,101	\$243,114	+ 18.5%
Percent of Original List Price Received*	97.3%	98.5%	+ 1.2%	96.9%	99.0%	+ 2.2%
List to Close	85	67	- 21.2%	92	74	- 19.6%
Days on Market Until Sale	31	18	- 41.9%	39	20	- 48.7%
Cumulative Days on Market Until Sale	35	18	- 48.6%	44	21	- 52.3%
Average List Price	\$247,057	\$262,614	+ 6.3%	\$222,666	\$255,247	+ 14.6%
Inventory of Homes for Sale	305	184	- 39.7%	--	--	--
Months Supply of Inventory	1.9	1.0	- 47.4%	--	--	--

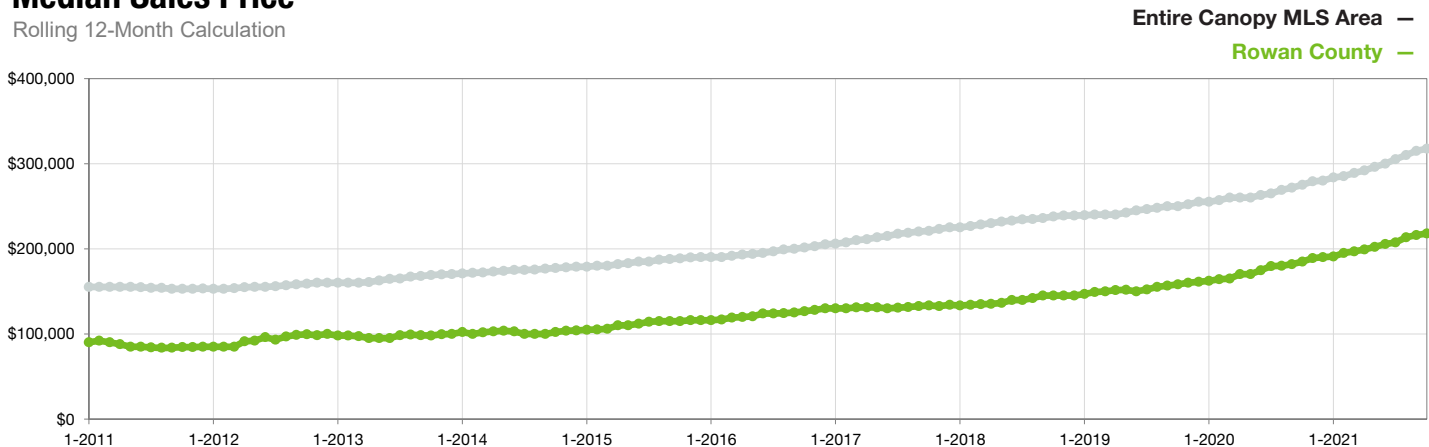
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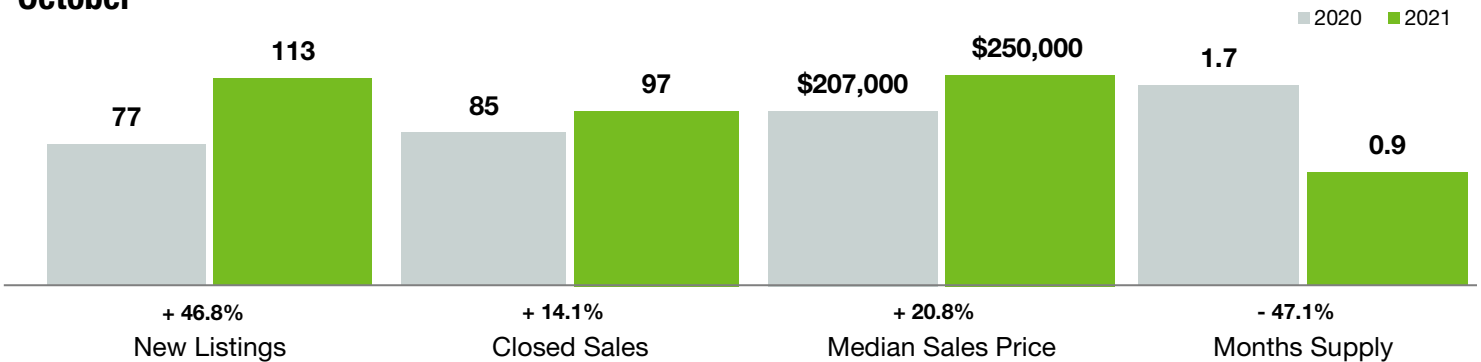
## Stanly County

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	77	113	+ 46.8%	735	929	+ 26.4%
Pending Sales	74	111	+ 50.0%	699	850	+ 21.6%
Closed Sales	85	97	+ 14.1%	668	801	+ 19.9%
Median Sales Price*	\$207,000	\$250,000	+ 20.8%	\$185,000	\$220,000	+ 18.9%
Average Sales Price*	\$237,120	\$267,782	+ 12.9%	\$210,642	\$252,594	+ 19.9%
Percent of Original List Price Received*	95.4%	98.5%	+ 3.2%	95.8%	98.7%	+ 3.0%
List to Close	91	58	- 36.3%	104	69	- 33.7%
Days on Market Until Sale	42	18	- 57.1%	49	24	- 51.0%
Cumulative Days on Market Until Sale	43	19	- 55.8%	59	23	- 61.0%
Average List Price	\$231,890	\$278,189	+ 20.0%	\$228,572	\$270,566	+ 18.4%
Inventory of Homes for Sale	111	76	- 31.5%	--	--	--
Months Supply of Inventory	1.7	0.9	- 47.1%	--	--	--

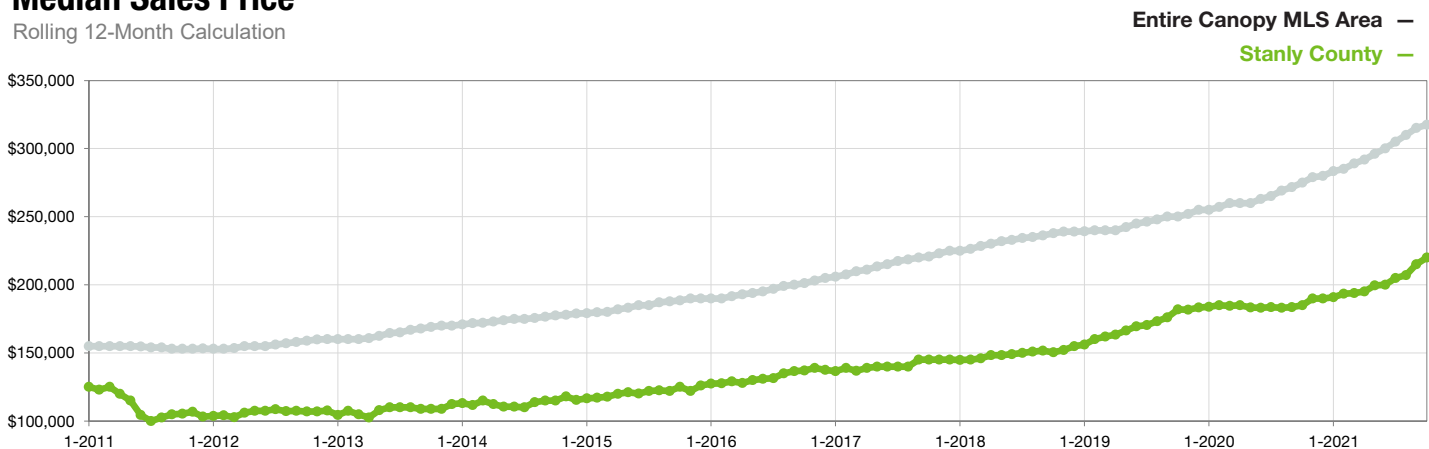
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### October



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for October 2021

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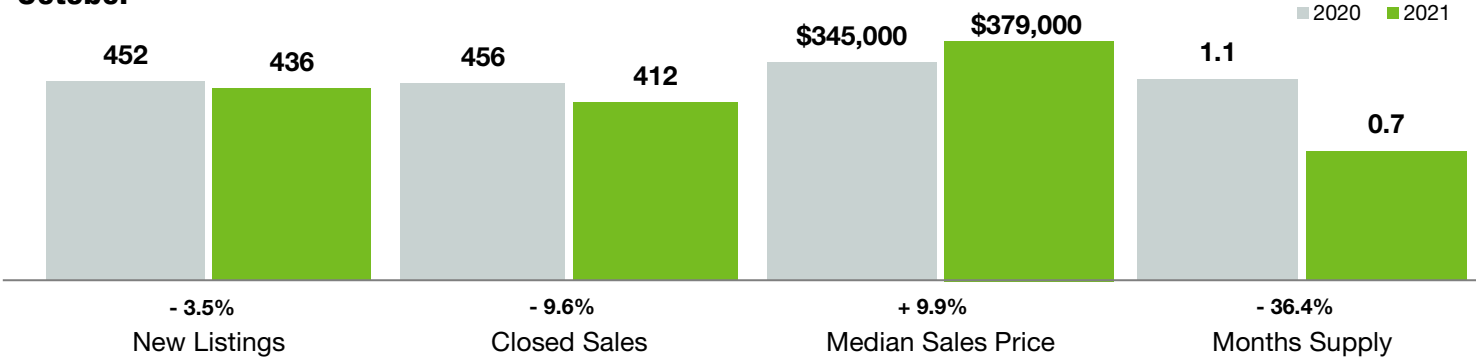
## Union County

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	452	436	- 3.5%	4,601	4,915	+ 6.8%
Pending Sales	435	416	- 4.4%	4,274	4,527	+ 5.9%
Closed Sales	456	412	- 9.6%	3,966	4,203	+ 6.0%
Median Sales Price*	\$345,000	\$379,000	+ 9.9%	\$332,000	\$375,000	+ 13.0%
Average Sales Price*	\$424,618	\$452,740	+ 6.6%	\$388,854	\$451,382	+ 16.1%
Percent of Original List Price Received*	98.9%	101.1%	+ 2.2%	98.0%	101.9%	+ 4.0%
List to Close	81	78	- 3.7%	89	71	- 20.2%
Days on Market Until Sale	28	15	- 46.4%	37	15	- 59.5%
Cumulative Days on Market Until Sale	31	18	- 41.9%	43	17	- 60.5%
Average List Price	\$392,640	\$469,814	+ 19.7%	\$413,315	\$467,827	+ 13.2%
Inventory of Homes for Sale	447	308	- 31.1%	--	--	--
Months Supply of Inventory	1.1	0.7	- 36.4%	--	--	--

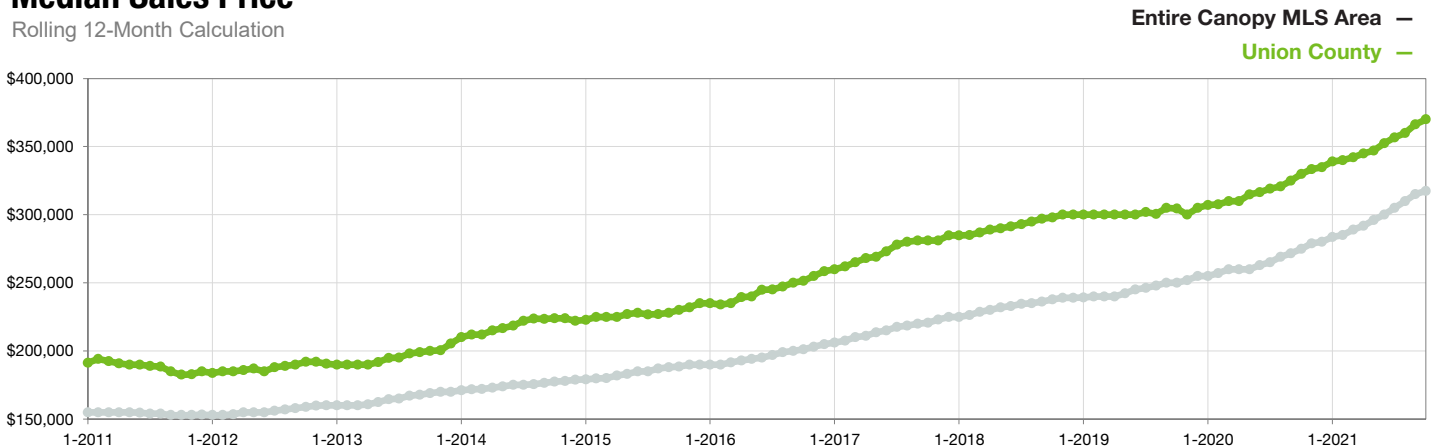
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### October



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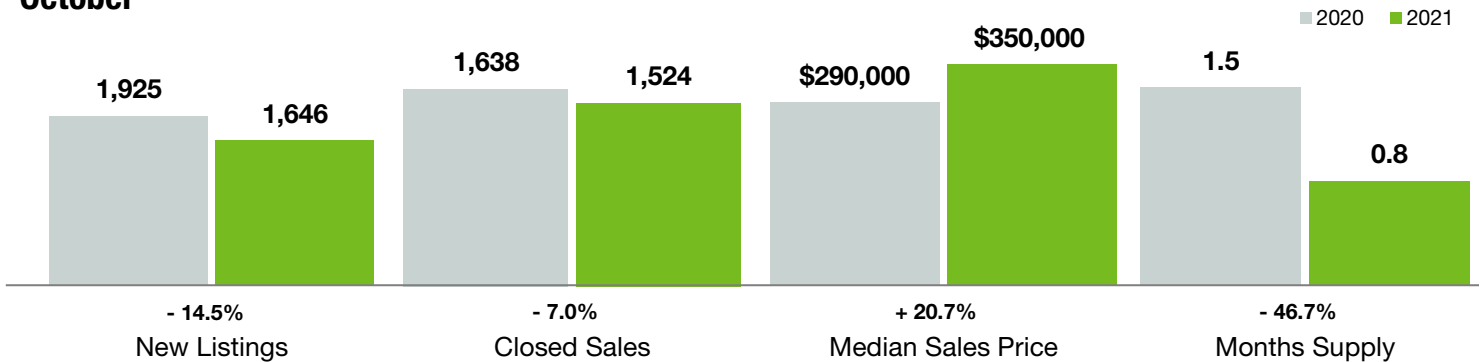
## City of Charlotte

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	1,925	<b>1,646</b>	- 14.5%	17,271	<b>17,520</b>	+ 1.4%
Pending Sales	1,688	<b>1,621</b>	- 4.0%	15,399	<b>16,331</b>	+ 6.1%
Closed Sales	1,638	<b>1,524</b>	- 7.0%	14,261	<b>15,465</b>	+ 8.4%
Median Sales Price*	\$290,000	<b>\$350,000</b>	+ 20.7%	\$282,000	<b>\$335,000</b>	+ 18.8%
Average Sales Price*	\$375,293	<b>\$418,484</b>	+ 11.5%	\$361,244	<b>\$425,804</b>	+ 17.9%
Percent of Original List Price Received*	99.3%	<b>101.2%</b>	+ 1.9%	98.5%	<b>101.3%</b>	+ 2.8%
List to Close	76	<b>74</b>	- 2.6%	84	<b>73</b>	- 13.1%
Days on Market Until Sale	21	<b>16</b>	- 23.8%	29	<b>18</b>	- 37.9%
Cumulative Days on Market Until Sale	23	<b>17</b>	- 26.1%	34	<b>20</b>	- 41.2%
Average List Price	\$395,130	<b>\$432,368</b>	+ 9.4%	\$398,438	<b>\$445,009</b>	+ 11.7%
Inventory of Homes for Sale	2,125	<b>1,196</b>	- 43.7%	--	--	--
Months Supply of Inventory	1.5	<b>0.8</b>	- 46.7%	--	--	--

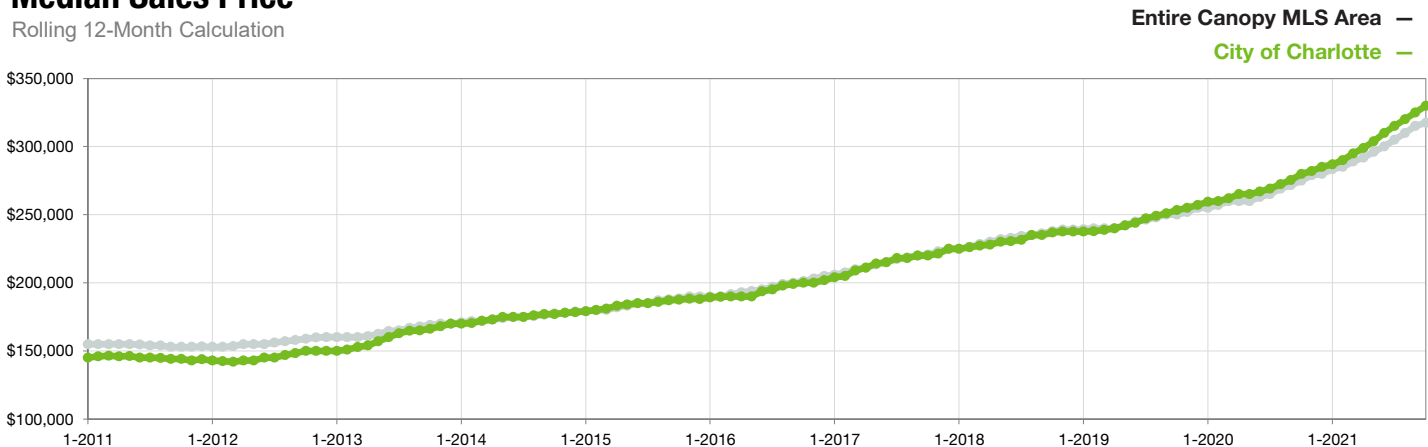
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### October



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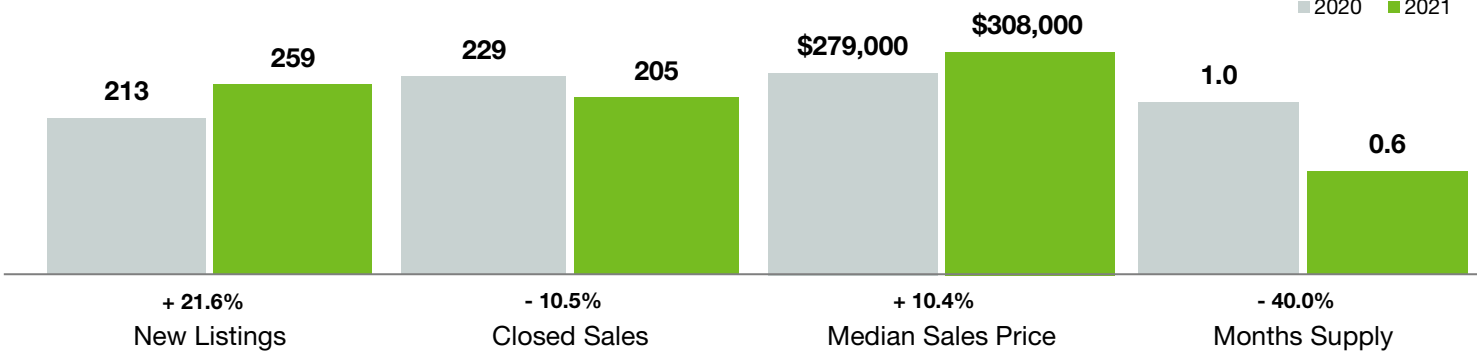
## Concord

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	213	259	+ 21.6%	2,340	2,371	+ 1.3%
Pending Sales	194	241	+ 24.2%	2,165	2,223	+ 2.7%
Closed Sales	229	205	- 10.5%	2,040	2,095	+ 2.7%
Median Sales Price*	\$279,000	\$308,000	+ 10.4%	\$267,000	\$310,000	+ 16.1%
Average Sales Price*	\$308,312	\$327,185	+ 6.1%	\$289,259	\$333,462	+ 15.3%
Percent of Original List Price Received*	98.1%	101.2%	+ 3.2%	98.1%	101.7%	+ 3.7%
List to Close	74	64	- 13.5%	86	61	- 29.1%
Days on Market Until Sale	23	12	- 47.8%	35	14	- 60.0%
Cumulative Days on Market Until Sale	23	12	- 47.8%	41	14	- 65.9%
Average List Price	\$294,146	\$405,175	+ 37.7%	\$300,945	\$346,618	+ 15.2%
Inventory of Homes for Sale	197	122	- 38.1%	--	--	--
Months Supply of Inventory	1.0	0.6	- 40.0%	--	--	--

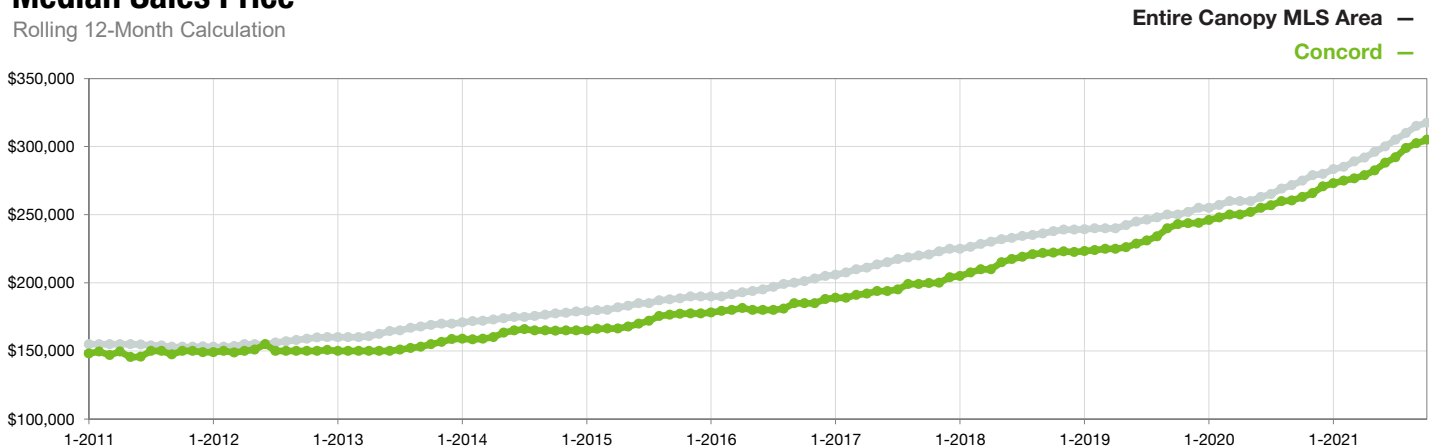
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### October



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# Local Market Update for October 2021

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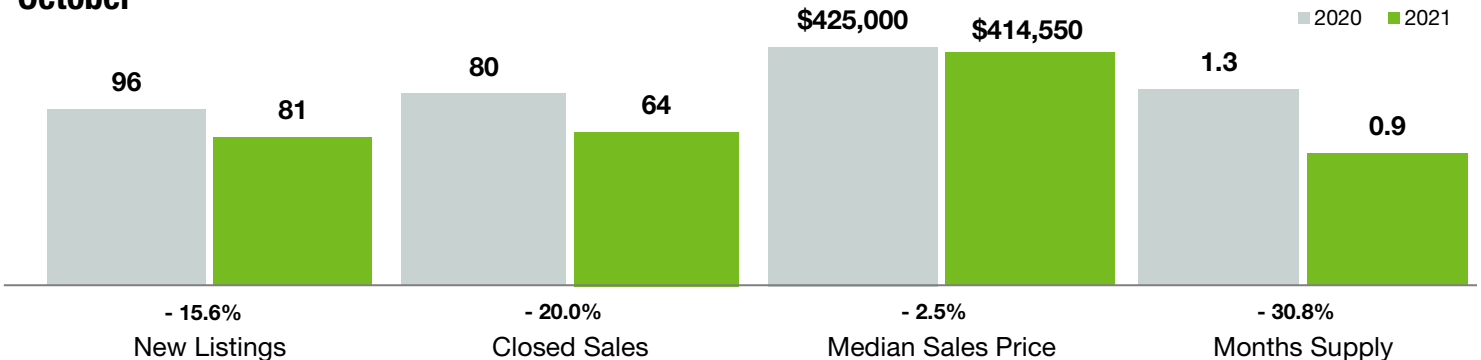
## Cornelius

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	96	81	- 15.6%	820	801	- 2.3%
Pending Sales	81	80	- 1.2%	776	744	- 4.1%
Closed Sales	80	64	- 20.0%	743	731	- 1.6%
Median Sales Price*	\$425,000	\$414,550	- 2.5%	\$330,000	\$395,100	+ 19.7%
Average Sales Price*	\$672,994	\$726,203	+ 7.9%	\$527,274	\$627,722	+ 19.1%
Percent of Original List Price Received*	98.0%	99.3%	+ 1.3%	97.4%	100.4%	+ 3.1%
List to Close	83	56	- 32.5%	88	62	- 29.5%
Days on Market Until Sale	32	12	- 62.5%	42	19	- 54.8%
Cumulative Days on Market Until Sale	38	12	- 68.4%	51	22	- 56.9%
Average List Price	\$660,534	\$630,406	- 4.6%	\$577,864	\$655,302	+ 13.4%
Inventory of Homes for Sale	93	62	- 33.3%	--	--	--
Months Supply of Inventory	1.3	0.9	- 30.8%	--	--	--

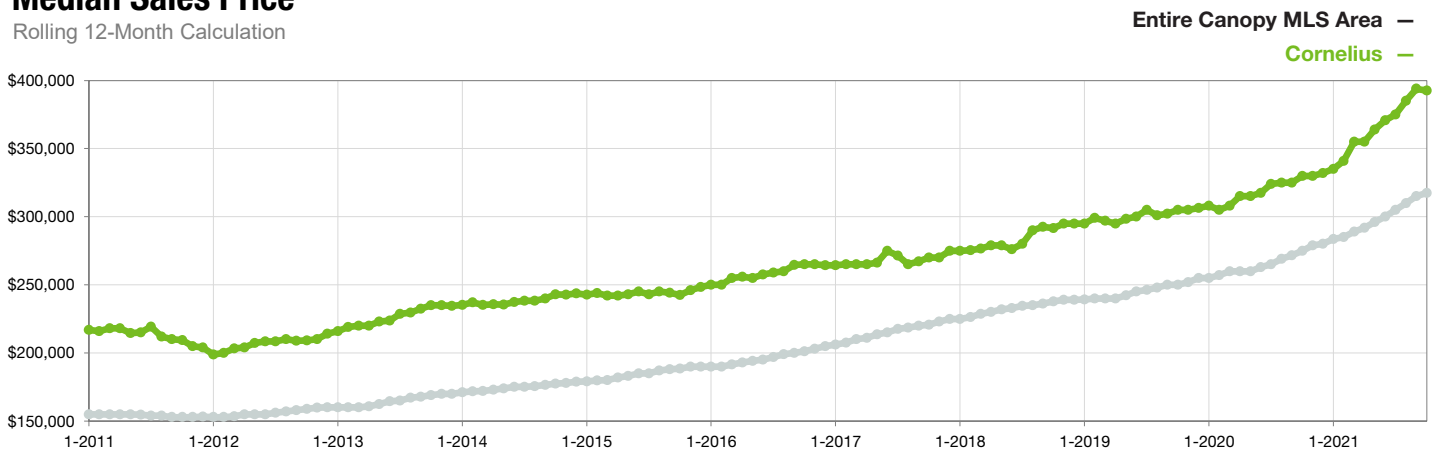
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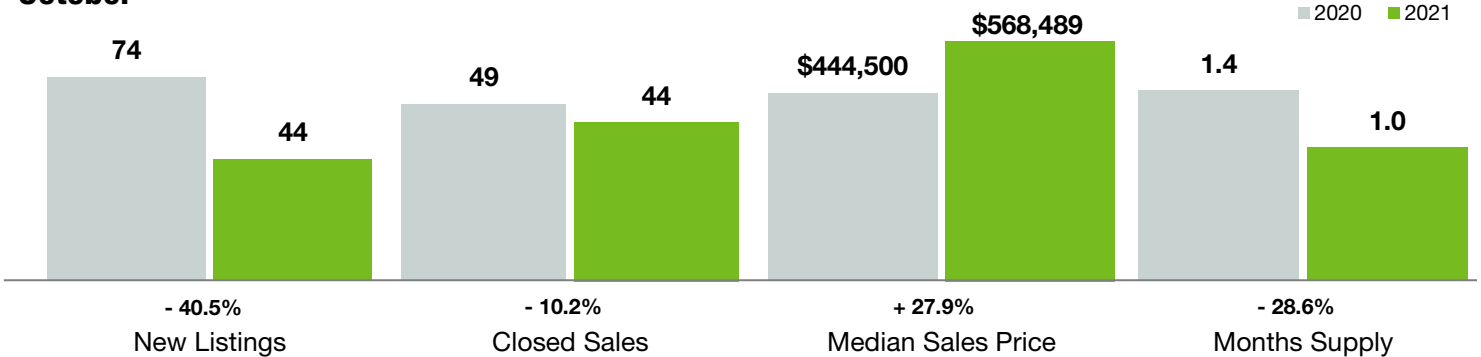
## Davidson

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	74	44	- 40.5%	672	488	- 27.4%
Pending Sales	61	45	- 26.2%	640	453	- 29.2%
Closed Sales	49	44	- 10.2%	549	491	- 10.6%
Median Sales Price*	\$444,500	\$568,489	+ 27.9%	\$412,500	\$506,215	+ 22.7%
Average Sales Price*	\$494,105	\$612,928	+ 24.0%	\$473,093	\$596,192	+ 26.0%
Percent of Original List Price Received*	98.3%	101.0%	+ 2.7%	96.8%	100.6%	+ 3.9%
List to Close	112	74	- 33.9%	108	89	- 17.6%
Days on Market Until Sale	66	26	- 60.6%	63	36	- 42.9%
Cumulative Days on Market Until Sale	65	22	- 66.2%	66	30	- 54.5%
Average List Price	\$588,519	\$666,659	+ 13.3%	\$526,496	\$620,157	+ 17.8%
Inventory of Homes for Sale	81	44	- 45.7%	--	--	--
Months Supply of Inventory	1.4	1.0	- 28.6%	--	--	--

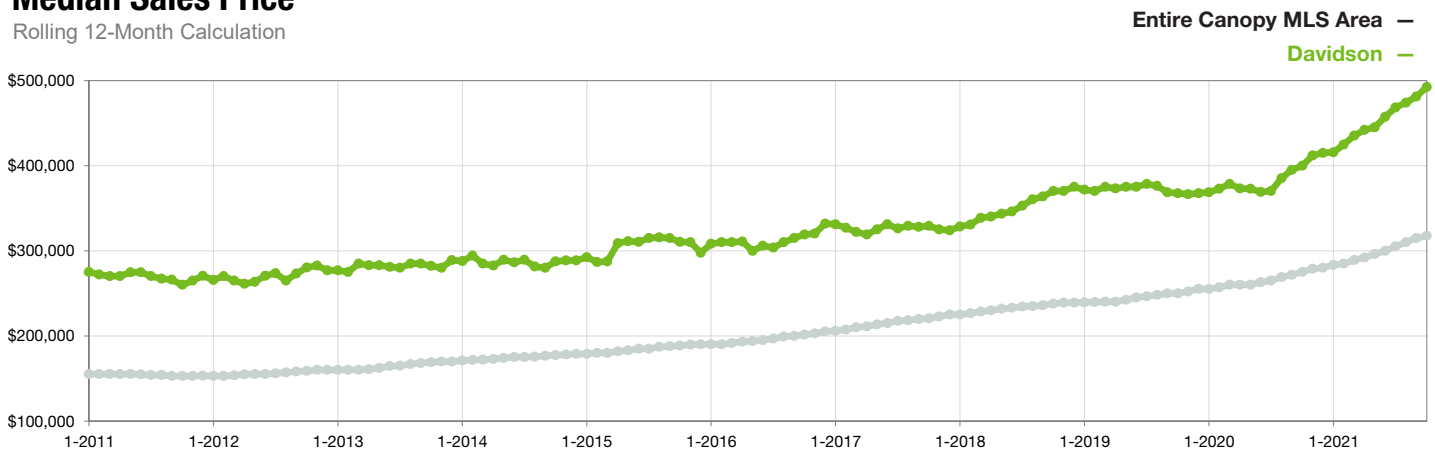
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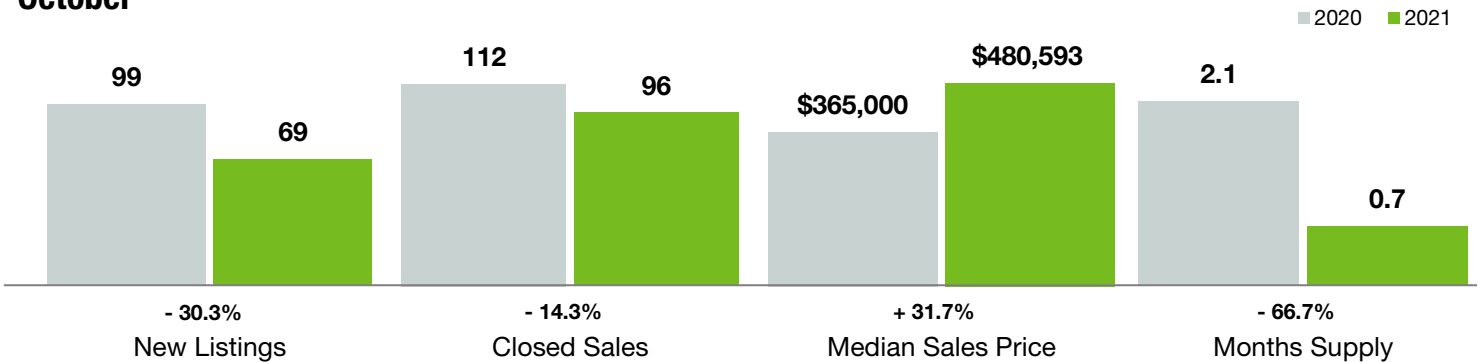
## Denver

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	99	69	- 30.3%	914	863	- 5.6%
Pending Sales	84	77	- 8.3%	805	850	+ 5.6%
Closed Sales	112	96	- 14.3%	711	812	+ 14.2%
Median Sales Price*	\$365,000	\$480,593	+ 31.7%	\$356,500	\$385,979	+ 8.3%
Average Sales Price*	\$462,268	\$558,790	+ 20.9%	\$431,668	\$479,448	+ 11.1%
Percent of Original List Price Received*	98.5%	99.5%	+ 1.0%	97.2%	100.4%	+ 3.3%
List to Close	102	92	- 9.8%	118	96	- 18.6%
Days on Market Until Sale	50	29	- 42.0%	67	32	- 52.2%
Cumulative Days on Market Until Sale	55	23	- 58.2%	76	31	- 59.2%
Average List Price	\$445,444	\$501,103	+ 12.5%	\$423,106	\$510,359	+ 20.6%
Inventory of Homes for Sale	158	58	- 63.3%	--	--	--
Months Supply of Inventory	2.1	0.7	- 66.7%	--	--	--

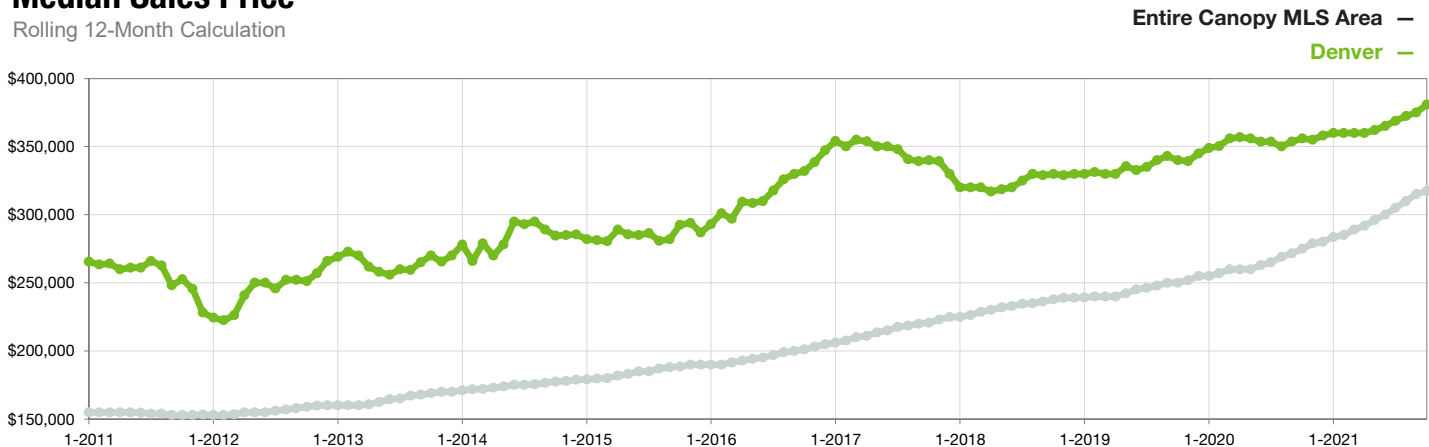
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### October



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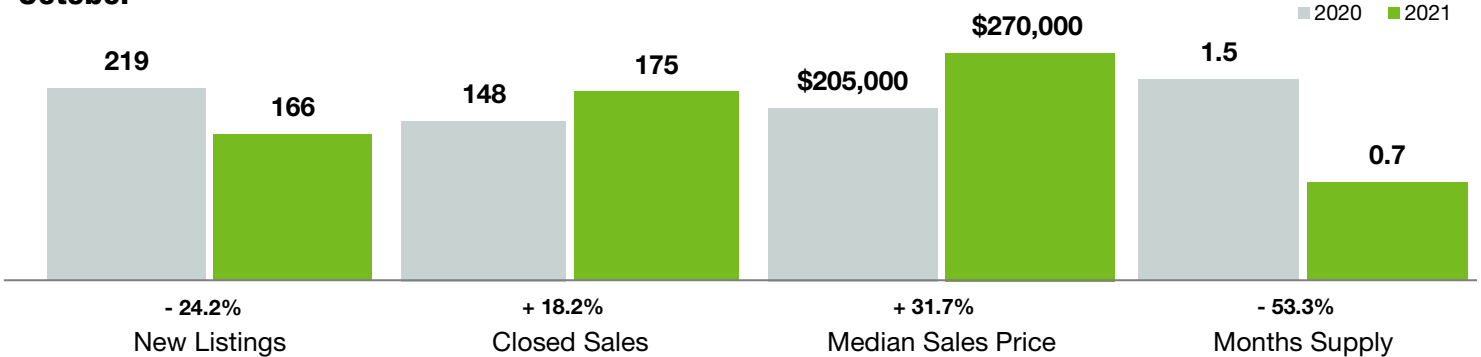
## Gastonia

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	219	166	- 24.2%	1,642	1,815	+ 10.5%
Pending Sales	182	181	- 0.5%	1,463	1,668	+ 14.0%
Closed Sales	148	175	+ 18.2%	1,322	1,549	+ 17.2%
Median Sales Price*	\$205,000	\$270,000	+ 31.7%	\$197,000	\$240,000	+ 21.8%
Average Sales Price*	\$221,972	\$273,873	+ 23.4%	\$210,445	\$249,490	+ 18.6%
Percent of Original List Price Received*	98.2%	99.3%	+ 1.1%	97.2%	100.5%	+ 3.4%
List to Close	72	73	+ 1.4%	80	69	- 13.8%
Days on Market Until Sale	23	15	- 34.8%	32	18	- 43.8%
Cumulative Days on Market Until Sale	26	16	- 38.5%	36	18	- 50.0%
Average List Price	\$239,153	\$272,083	+ 13.8%	\$215,211	\$254,536	+ 18.3%
Inventory of Homes for Sale	201	117	- 41.8%	--	--	--
Months Supply of Inventory	1.5	0.7	- 53.3%	--	--	--

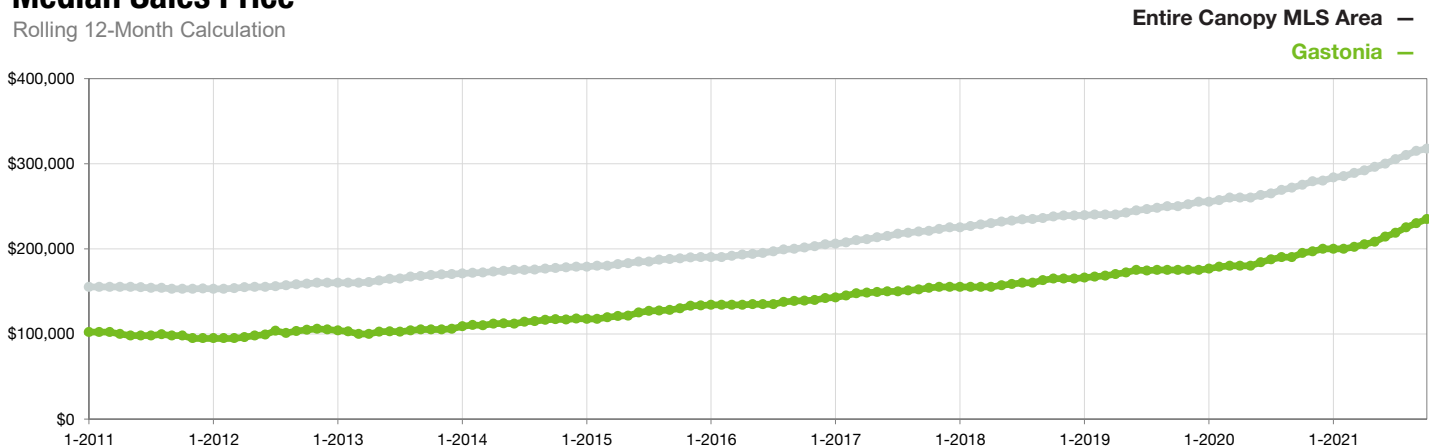
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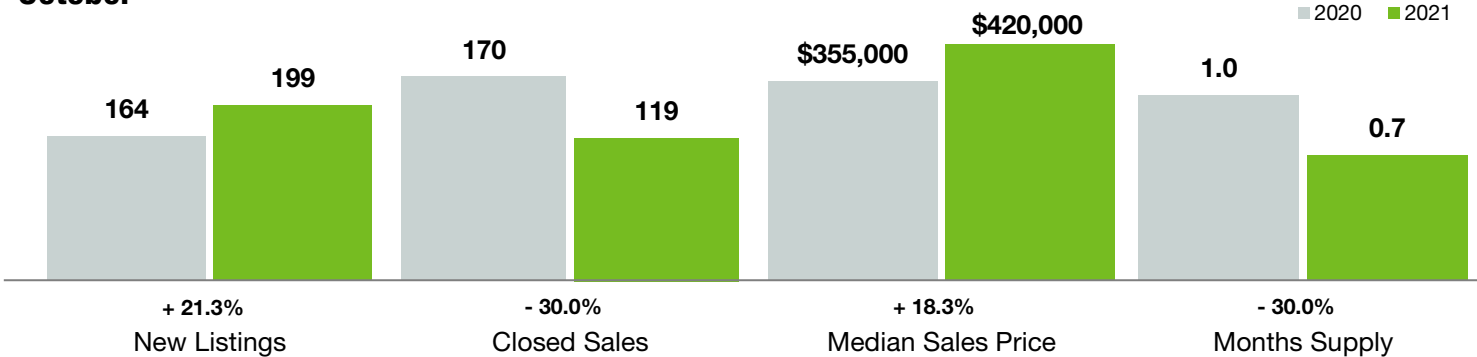
## Huntersville

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	164	199	+ 21.3%	1,799	1,649	- 8.3%
Pending Sales	170	184	+ 8.2%	1,715	1,543	- 10.0%
Closed Sales	170	119	- 30.0%	1,531	1,476	- 3.6%
Median Sales Price*	\$355,000	\$420,000	+ 18.3%	\$345,000	\$399,000	+ 15.7%
Average Sales Price*	\$381,113	\$480,298	+ 26.0%	\$375,842	\$440,253	+ 17.1%
Percent of Original List Price Received*	99.0%	102.3%	+ 3.3%	98.1%	102.0%	+ 4.0%
List to Close	79	72	- 8.9%	88	76	- 13.6%
Days on Market Until Sale	24	14	- 41.7%	38	19	- 50.0%
Cumulative Days on Market Until Sale	28	8	- 71.4%	44	15	- 65.9%
Average List Price	\$386,411	\$509,984	+ 32.0%	\$395,684	\$463,508	+ 17.1%
Inventory of Homes for Sale	163	104	- 36.2%	--	--	--
Months Supply of Inventory	1.0	0.7	- 30.0%	--	--	--

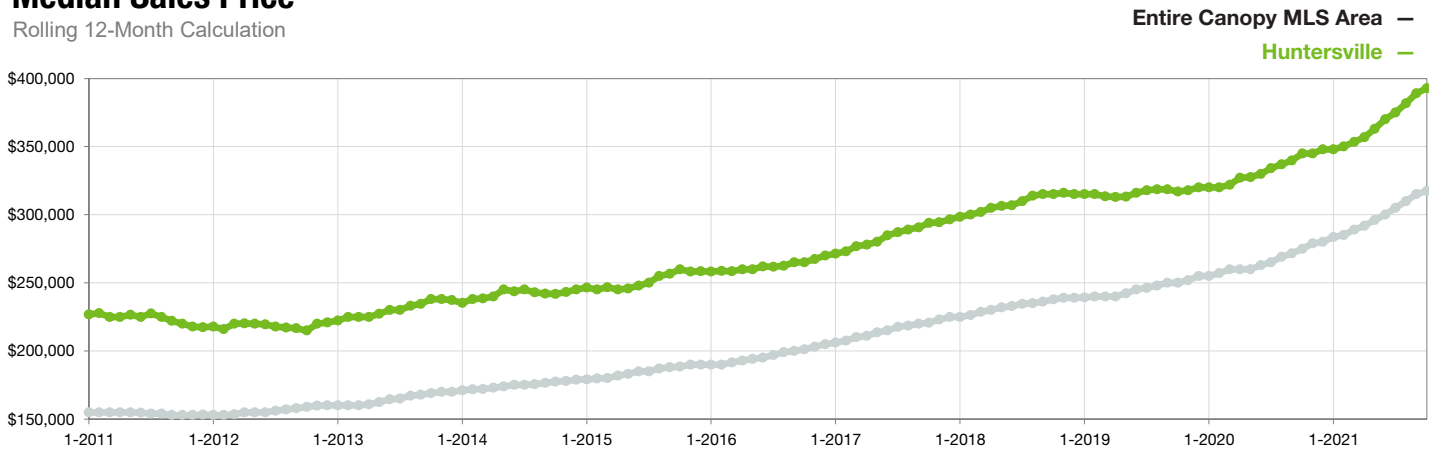
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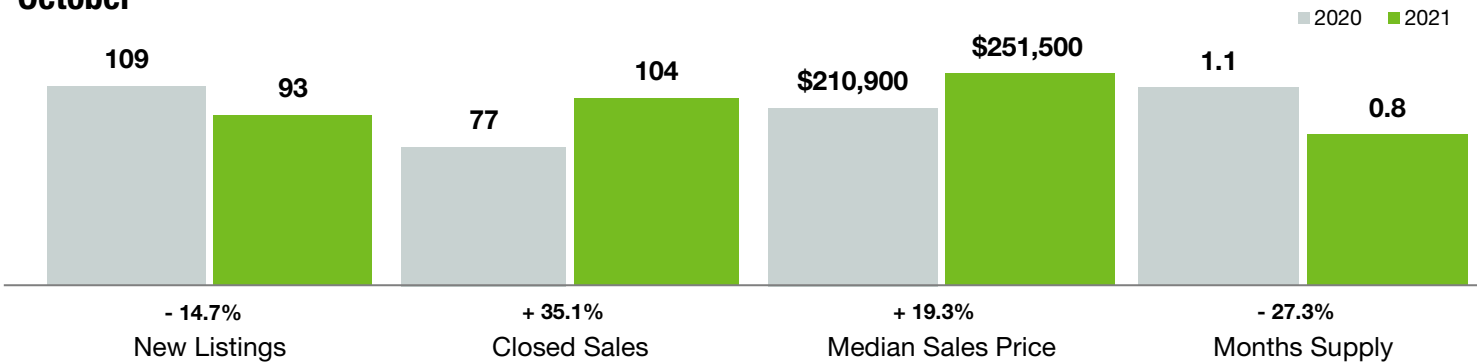
## Kannapolis

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	109	93	- 14.7%	890	1,020	+ 14.6%
Pending Sales	99	91	- 8.1%	811	935	+ 15.3%
Closed Sales	77	104	+ 35.1%	741	901	+ 21.6%
Median Sales Price*	\$210,900	\$251,500	+ 19.3%	\$182,000	\$235,000	+ 29.1%
Average Sales Price*	\$220,884	\$253,254	+ 14.7%	\$203,947	\$247,784	+ 21.5%
Percent of Original List Price Received*	98.7%	99.2%	+ 0.5%	97.4%	99.3%	+ 2.0%
List to Close	68	54	- 20.6%	75	59	- 21.3%
Days on Market Until Sale	18	14	- 22.2%	29	14	- 51.7%
Cumulative Days on Market Until Sale	20	14	- 30.0%	33	14	- 57.6%
Average List Price	\$245,350	\$288,804	+ 17.7%	\$218,679	\$258,284	+ 18.1%
Inventory of Homes for Sale	85	75	- 11.8%	--	--	--
Months Supply of Inventory	1.1	0.8	- 27.3%	--	--	--

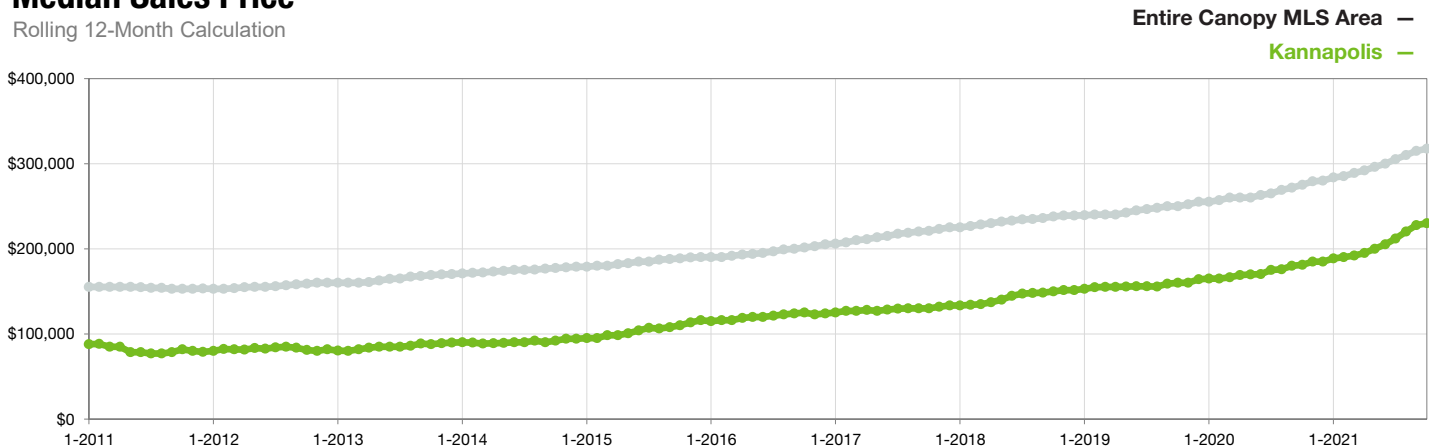
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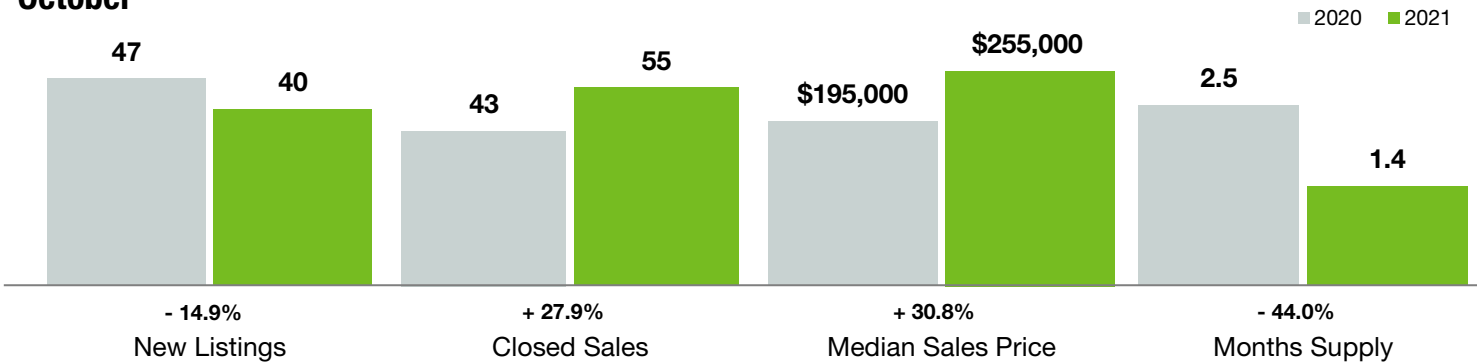
## Lincolnton

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	47	40	- 14.9%	440	528	+ 20.0%
Pending Sales	34	49	+ 44.1%	383	488	+ 27.4%
Closed Sales	43	55	+ 27.9%	356	430	+ 20.8%
Median Sales Price*	\$195,000	\$255,000	+ 30.8%	\$196,350	\$238,000	+ 21.2%
Average Sales Price*	\$214,477	\$292,659	+ 36.5%	\$220,138	\$262,818	+ 19.4%
Percent of Original List Price Received*	95.3%	100.2%	+ 5.1%	96.3%	99.7%	+ 3.5%
List to Close	99	66	- 33.3%	92	67	- 27.2%
Days on Market Until Sale	38	19	- 50.0%	43	20	- 53.5%
Cumulative Days on Market Until Sale	47	17	- 63.8%	50	21	- 58.0%
Average List Price	\$272,509	\$285,555	+ 4.8%	\$250,253	\$285,923	+ 14.3%
Inventory of Homes for Sale	89	62	- 30.3%	--	--	--
Months Supply of Inventory	2.5	1.4	- 44.0%	--	--	--

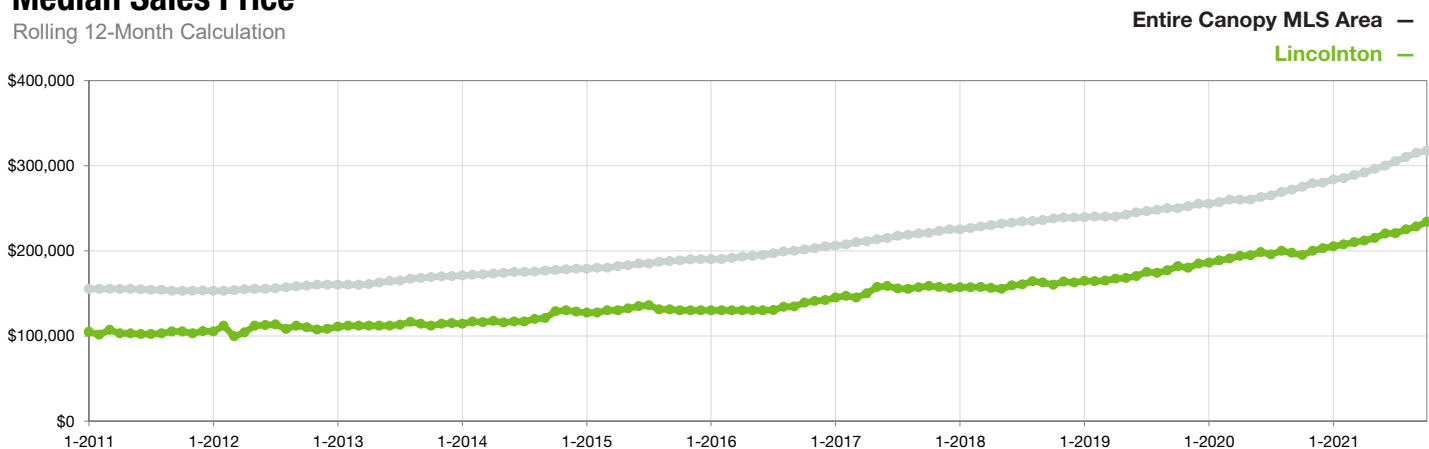
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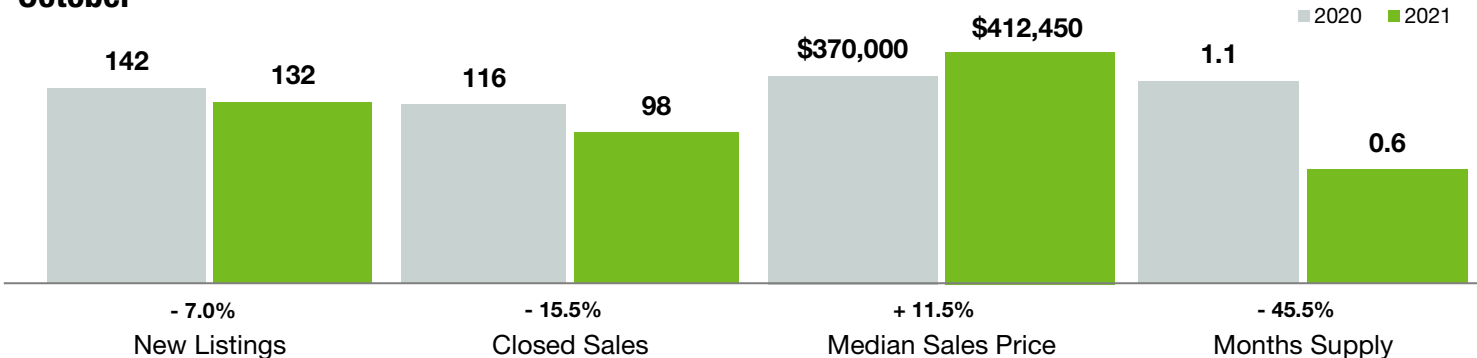
## Matthews

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	142	132	- 7.0%	1,253	1,253	0.0%
Pending Sales	122	120	- 1.6%	1,162	1,166	+ 0.3%
Closed Sales	116	98	- 15.5%	1,085	1,113	+ 2.6%
Median Sales Price*	\$370,000	\$412,450	+ 11.5%	\$330,000	\$380,000	+ 15.2%
Average Sales Price*	\$401,203	\$458,619	+ 14.3%	\$369,561	\$444,004	+ 20.1%
Percent of Original List Price Received*	98.9%	102.5%	+ 3.6%	98.5%	102.9%	+ 4.5%
List to Close	57	54	- 5.3%	78	61	- 21.8%
Days on Market Until Sale	14	12	- 14.3%	28	13	- 53.6%
Cumulative Days on Market Until Sale	14	13	- 7.1%	31	13	- 58.1%
Average List Price	\$366,754	\$487,427	+ 32.9%	\$385,952	\$444,563	+ 15.2%
Inventory of Homes for Sale	124	70	- 43.5%	--	--	--
Months Supply of Inventory	1.1	0.6	- 45.5%	--	--	--

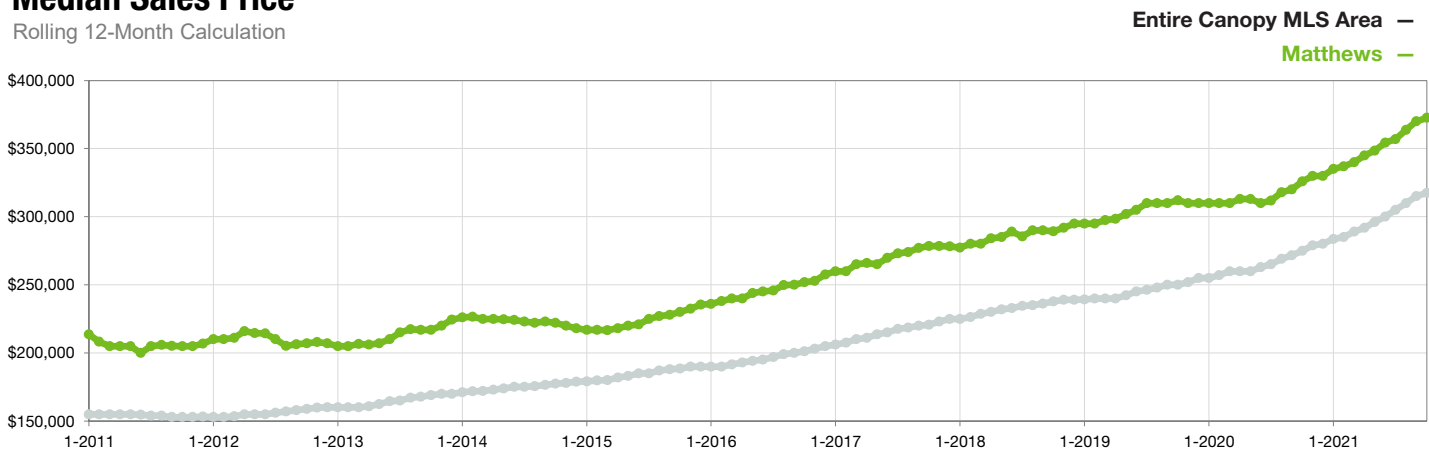
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Rolling 12-Month Calculation



# Local Market Update for October 2021

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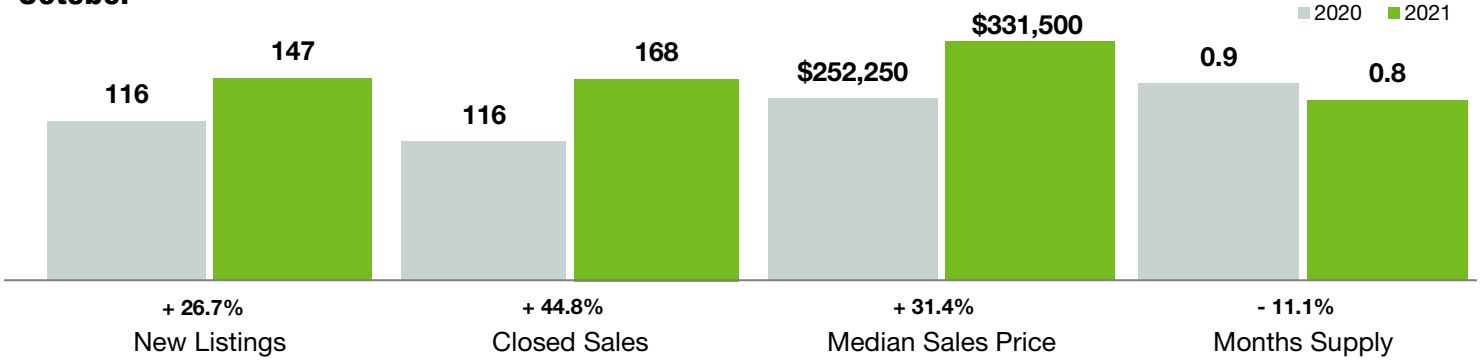
## Monroe

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	116	147	+ 26.7%	1,173	1,578	+ 34.5%
Pending Sales	125	143	+ 14.4%	1,093	1,433	+ 31.1%
Closed Sales	116	168	+ 44.8%	1,020	1,319	+ 29.3%
Median Sales Price*	\$252,250	\$331,500	+ 31.4%	\$248,750	\$304,900	+ 22.6%
Average Sales Price*	\$267,676	\$332,209	+ 24.1%	\$259,541	\$314,553	+ 21.2%
Percent of Original List Price Received*	99.1%	101.1%	+ 2.0%	98.4%	101.0%	+ 2.6%
List to Close	62	97	+ 56.5%	81	81	0.0%
Days on Market Until Sale	17	14	- 17.6%	30	16	- 46.7%
Cumulative Days on Market Until Sale	22	23	+ 4.5%	35	20	- 42.9%
Average List Price	\$279,778	\$366,196	+ 30.9%	\$270,661	\$333,221	+ 23.1%
Inventory of Homes for Sale	93	112	+ 20.4%	--	--	--
Months Supply of Inventory	0.9	0.8	- 11.1%	--	--	--

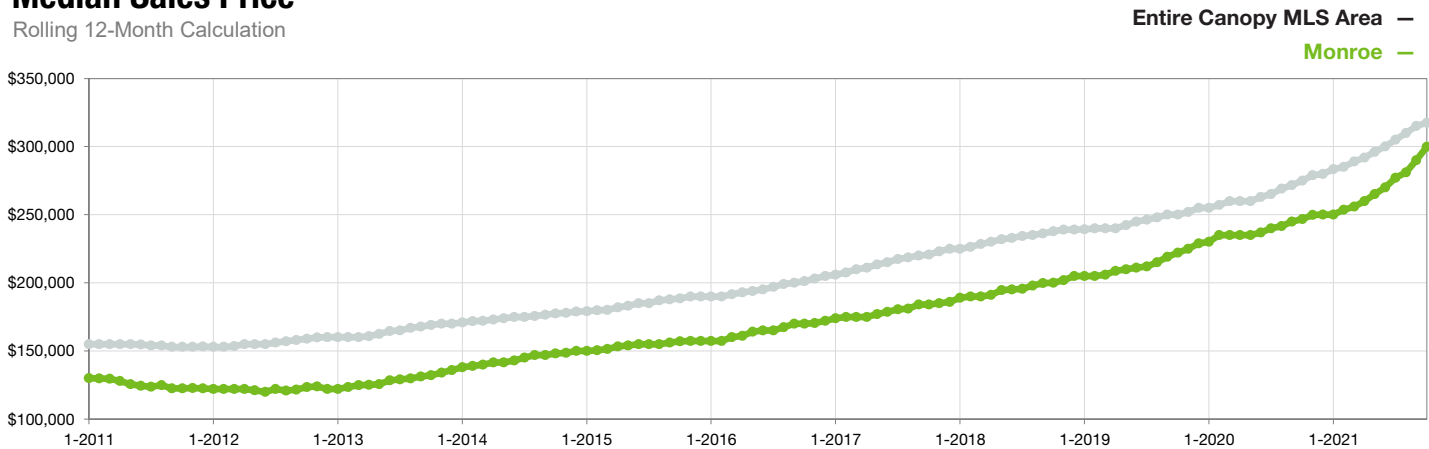
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### October



### Median Sales Price

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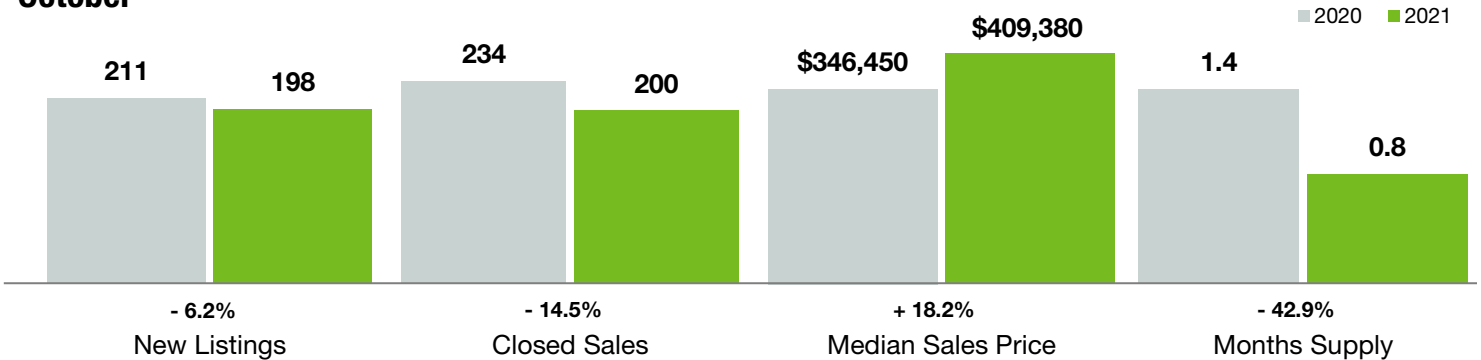
## Mooreville

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	211	198	- 6.2%	2,376	2,296	- 3.4%
Pending Sales	215	199	- 7.4%	2,215	2,181	- 1.5%
Closed Sales	234	200	- 14.5%	2,022	2,179	+ 7.8%
Median Sales Price*	\$346,450	\$409,380	+ 18.2%	\$335,000	\$372,708	+ 11.3%
Average Sales Price*	\$520,066	\$555,802	+ 6.9%	\$444,037	\$489,413	+ 10.2%
Percent of Original List Price Received*	98.3%	100.6%	+ 2.3%	97.6%	101.3%	+ 3.8%
List to Close	91	59	- 35.2%	101	75	- 25.7%
Days on Market Until Sale	35	13	- 62.9%	50	21	- 58.0%
Cumulative Days on Market Until Sale	46	13	- 71.7%	57	20	- 64.9%
Average List Price	\$517,296	\$612,534	+ 18.4%	\$474,982	\$542,570	+ 14.2%
Inventory of Homes for Sale	297	170	- 42.8%	--	--	--
Months Supply of Inventory	1.4	0.8	- 42.9%	--	--	--

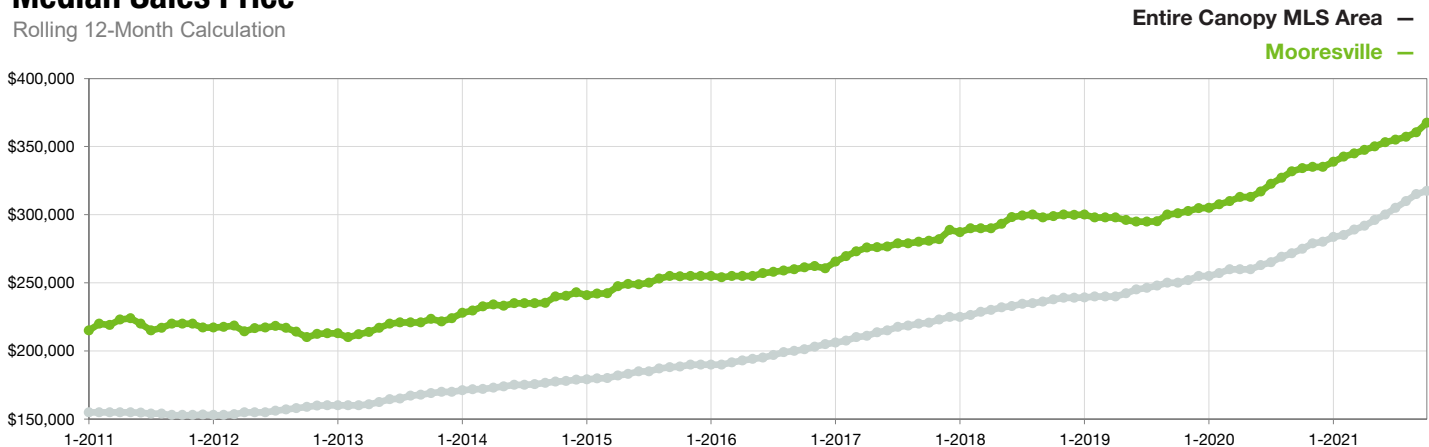
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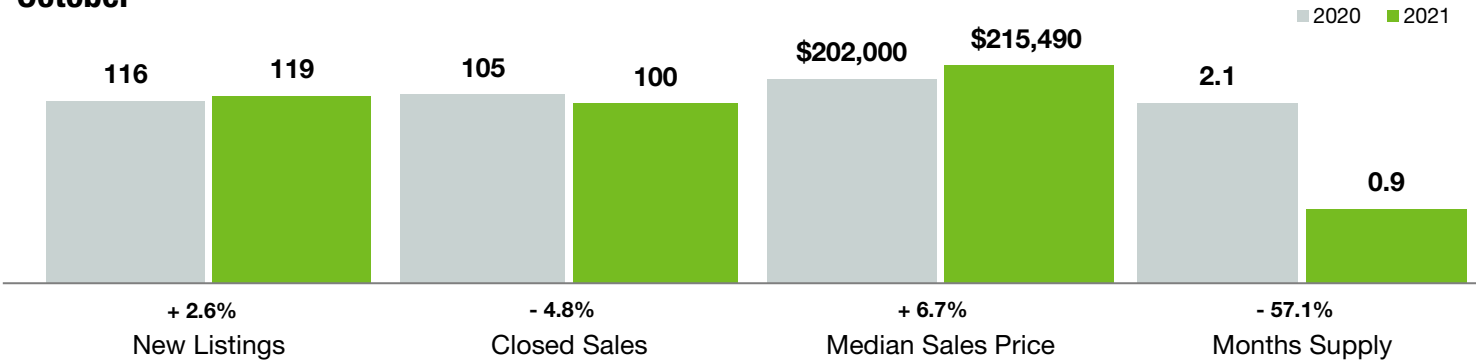
## Salisbury

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	116	119	+ 2.6%	1,068	1,213	+ 13.6%
Pending Sales	98	130	+ 32.7%	960	1,119	+ 16.6%
Closed Sales	105	100	- 4.8%	852	1,032	+ 21.1%
Median Sales Price*	\$202,000	\$215,490	+ 6.7%	\$189,950	\$215,000	+ 13.2%
Average Sales Price*	\$226,566	\$233,639	+ 3.1%	\$204,609	\$240,130	+ 17.4%
Percent of Original List Price Received*	97.0%	97.6%	+ 0.6%	96.4%	98.8%	+ 2.5%
List to Close	88	70	- 20.5%	93	74	- 20.4%
Days on Market Until Sale	38	19	- 50.0%	42	20	- 52.4%
Cumulative Days on Market Until Sale	45	18	- 60.0%	49	21	- 57.1%
Average List Price	\$246,933	\$237,159	- 4.0%	\$217,990	\$250,317	+ 14.8%
Inventory of Homes for Sale	184	90	- 51.1%	--	--	--
Months Supply of Inventory	2.1	0.9	- 57.1%	--	--	--

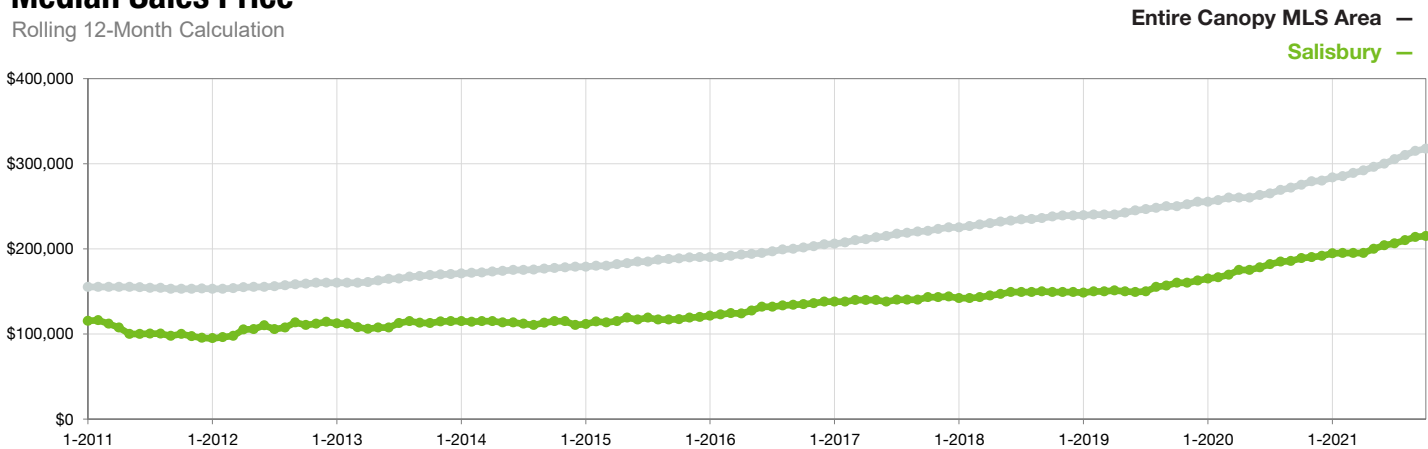
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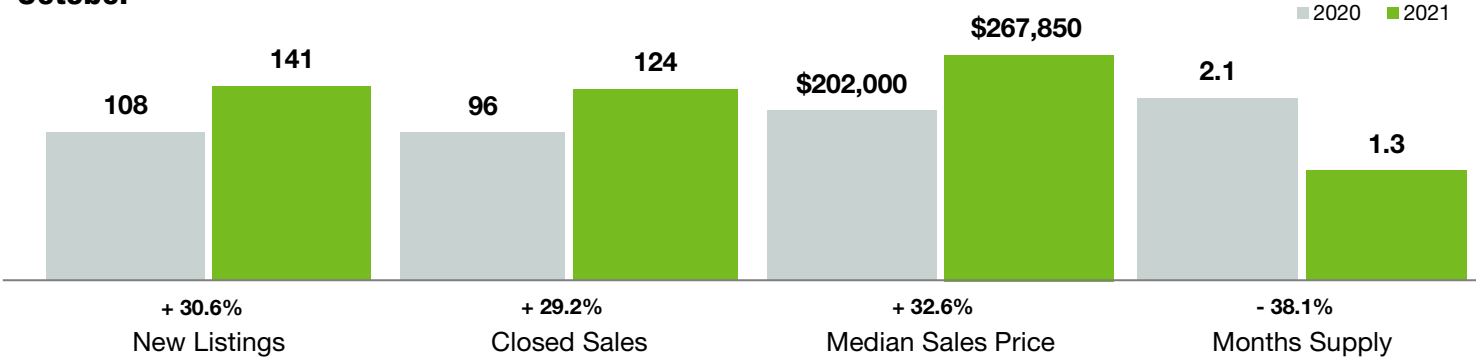
## Statesville

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	108	141	+ 30.6%	1,019	1,142	+ 12.1%
Pending Sales	81	120	+ 48.1%	912	1,039	+ 13.9%
Closed Sales	96	124	+ 29.2%	869	1,008	+ 16.0%
Median Sales Price*	\$202,000	\$267,850	+ 32.6%	\$200,000	\$239,900	+ 20.0%
Average Sales Price*	\$223,857	\$279,884	+ 25.0%	\$215,313	\$262,280	+ 21.8%
Percent of Original List Price Received*	96.3%	97.7%	+ 1.5%	96.9%	99.4%	+ 2.6%
List to Close	74	60	- 18.9%	93	66	- 29.0%
Days on Market Until Sale	26	21	- 19.2%	41	22	- 46.3%
Cumulative Days on Market Until Sale	33	21	- 36.4%	48	23	- 52.1%
Average List Price	\$222,771	\$280,390	+ 25.9%	\$235,147	\$271,906	+ 15.6%
Inventory of Homes for Sale	183	126	- 31.1%	--	--	--
Months Supply of Inventory	2.1	1.3	- 38.1%	--	--	--

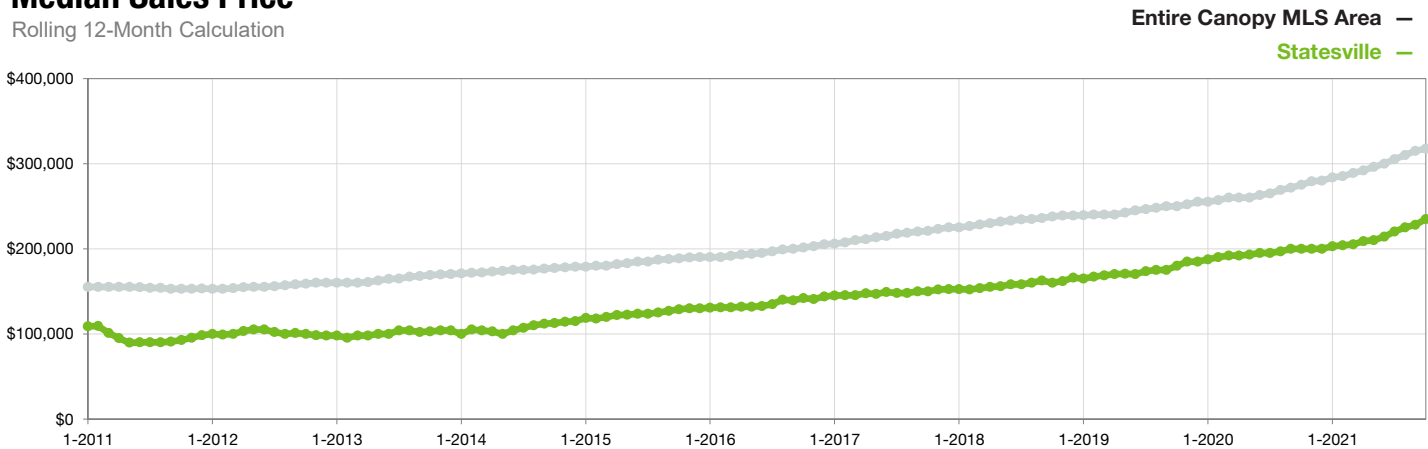
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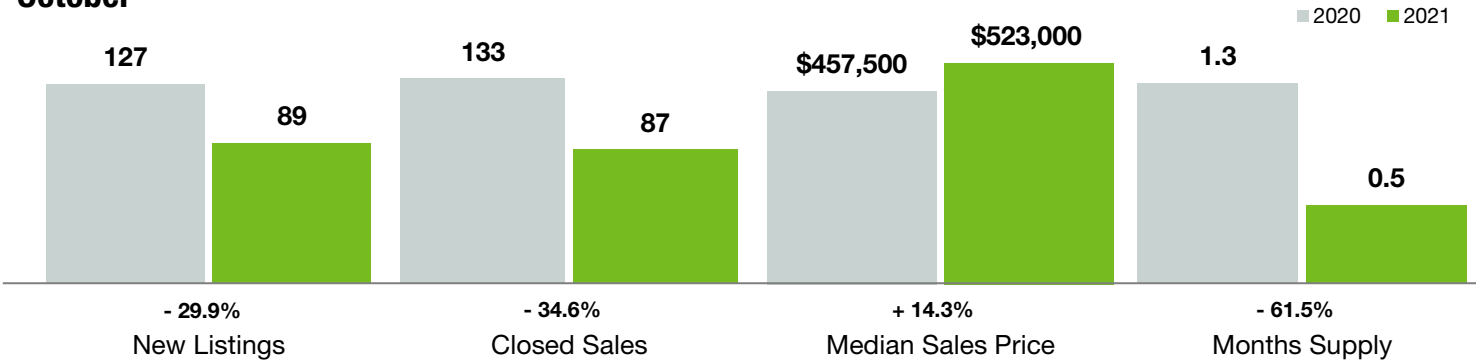
## Waxhaw

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	127	89	- 29.9%	1,483	1,247	- 15.9%
Pending Sales	120	88	- 26.7%	1,348	1,182	- 12.3%
Closed Sales	133	87	- 34.6%	1,231	1,168	- 5.1%
Median Sales Price*	\$457,500	\$523,000	+ 14.3%	\$420,000	\$489,000	+ 16.4%
Average Sales Price*	\$563,469	\$597,633	+ 6.1%	\$489,569	\$584,445	+ 19.4%
Percent of Original List Price Received*	98.5%	100.5%	+ 2.0%	97.8%	102.4%	+ 4.7%
List to Close	86	65	- 24.4%	94	75	- 20.2%
Days on Market Until Sale	36	18	- 50.0%	42	18	- 57.1%
Cumulative Days on Market Until Sale	41	15	- 63.4%	50	19	- 62.0%
Average List Price	\$468,727	\$594,175	+ 26.8%	\$517,164	\$602,448	+ 16.5%
Inventory of Homes for Sale	160	58	- 63.8%	--	--	--
Months Supply of Inventory	1.3	0.5	- 61.5%	--	--	--

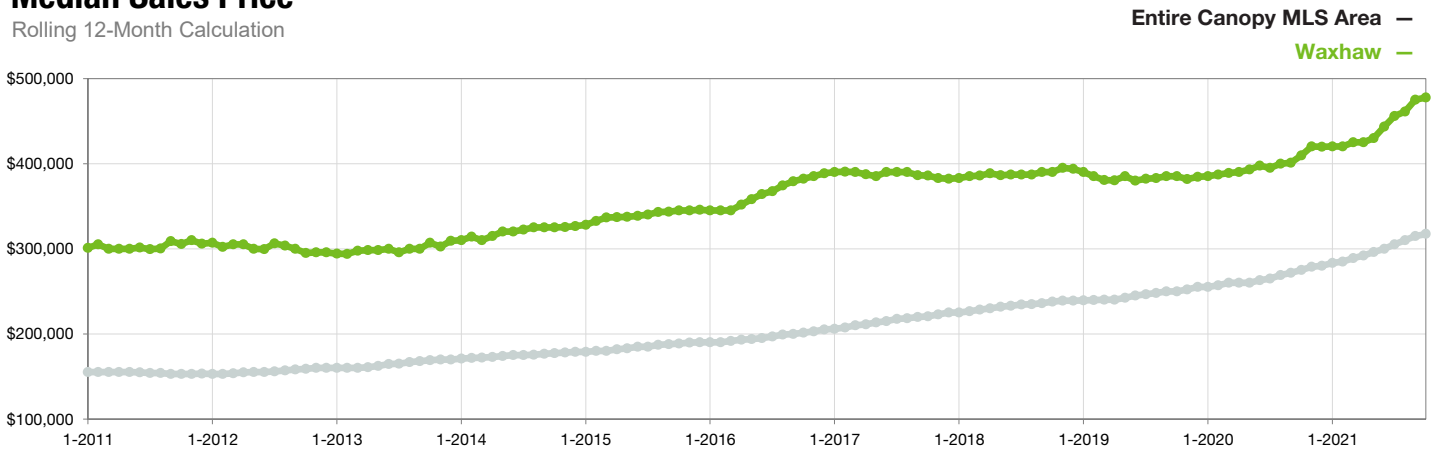
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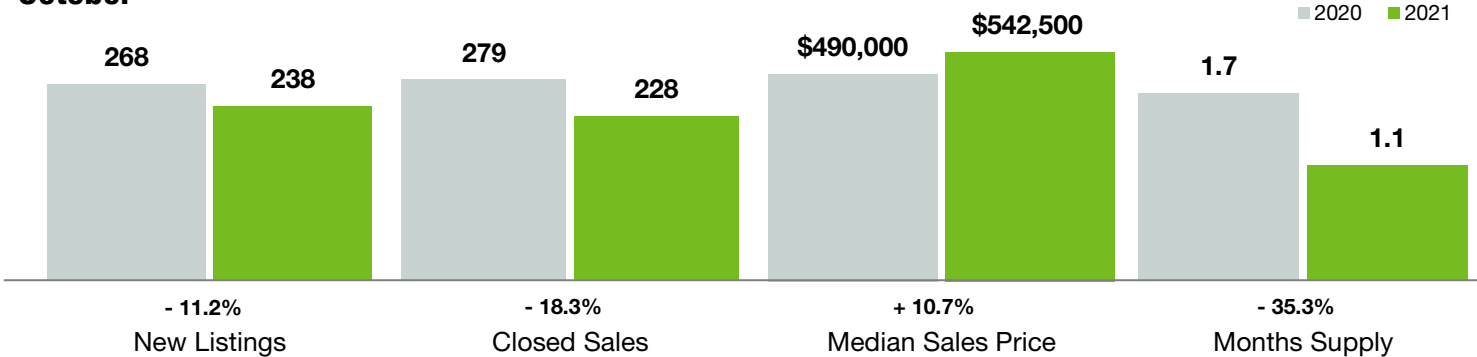
## Lake Norman

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	268	238	- 11.2%	2,733	2,632	- 3.7%
Pending Sales	247	239	- 3.2%	2,490	2,419	- 2.9%
Closed Sales	279	228	- 18.3%	2,295	2,354	+ 2.6%
Median Sales Price*	\$490,000	\$542,500	+ 10.7%	\$417,500	\$450,000	+ 7.8%
Average Sales Price*	\$683,726	\$753,626	+ 10.2%	\$574,487	\$649,228	+ 13.0%
Percent of Original List Price Received*	97.9%	99.0%	+ 1.1%	96.9%	100.1%	+ 3.3%
List to Close	95	77	- 18.9%	112	81	- 27.7%
Days on Market Until Sale	40	23	- 42.5%	59	26	- 55.9%
Cumulative Days on Market Until Sale	53	18	- 66.0%	72	27	- 62.5%
Average List Price	\$690,606	\$723,944	+ 4.8%	\$607,955	\$710,652	+ 16.9%
Inventory of Homes for Sale	398	248	- 37.7%	--	--	--
Months Supply of Inventory	1.7	1.1	- 35.3%	--	--	--

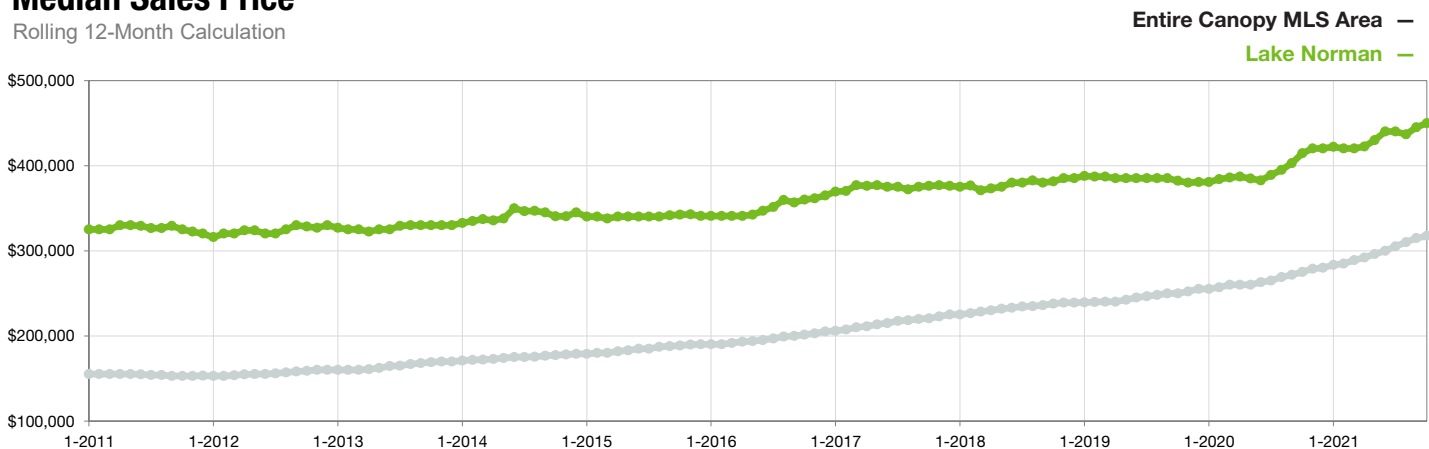
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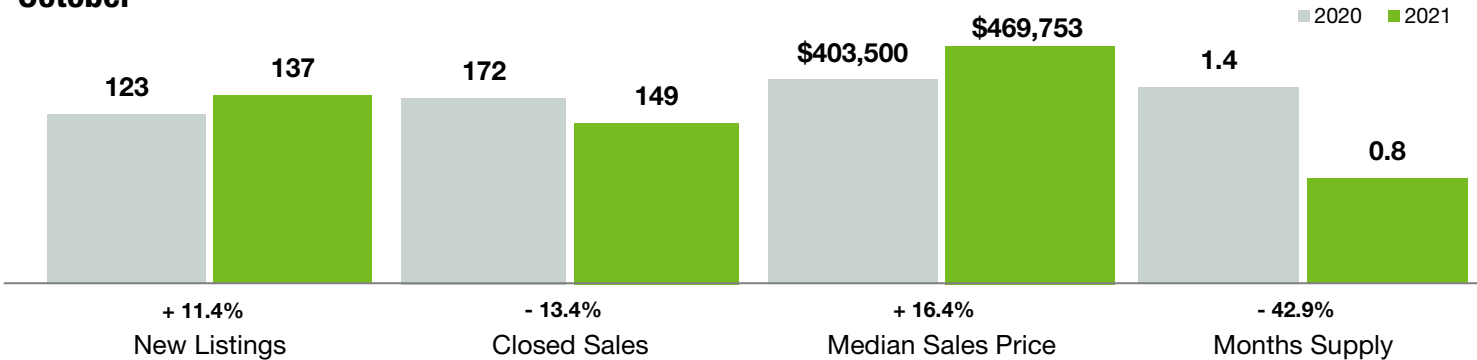
## Lake Wylie

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	123	137	+ 11.4%	1,576	1,676	+ 6.3%
Pending Sales	133	134	+ 0.8%	1,494	1,597	+ 6.9%
Closed Sales	172	149	- 13.4%	1,340	1,524	+ 13.7%
Median Sales Price*	\$403,500	\$469,753	+ 16.4%	\$370,000	\$431,816	+ 16.7%
Average Sales Price*	\$485,559	\$515,572	+ 6.2%	\$424,980	\$493,288	+ 16.1%
Percent of Original List Price Received*	98.2%	101.5%	+ 3.4%	97.7%	101.4%	+ 3.8%
List to Close	88	104	+ 18.2%	111	99	- 10.8%
Days on Market Until Sale	31	16	- 48.4%	51	21	- 58.8%
Cumulative Days on Market Until Sale	33	18	- 45.5%	61	23	- 62.3%
Average List Price	\$498,765	\$578,767	+ 16.0%	\$448,626	\$534,362	+ 19.1%
Inventory of Homes for Sale	202	118	- 41.6%	--	--	--
Months Supply of Inventory	1.4	0.8	- 42.9%	--	--	--

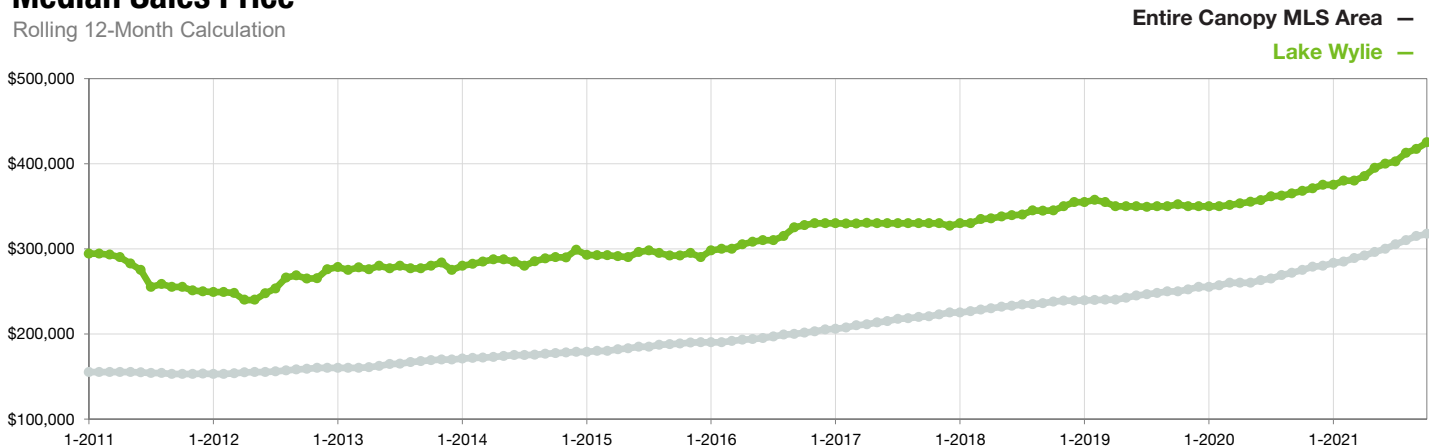
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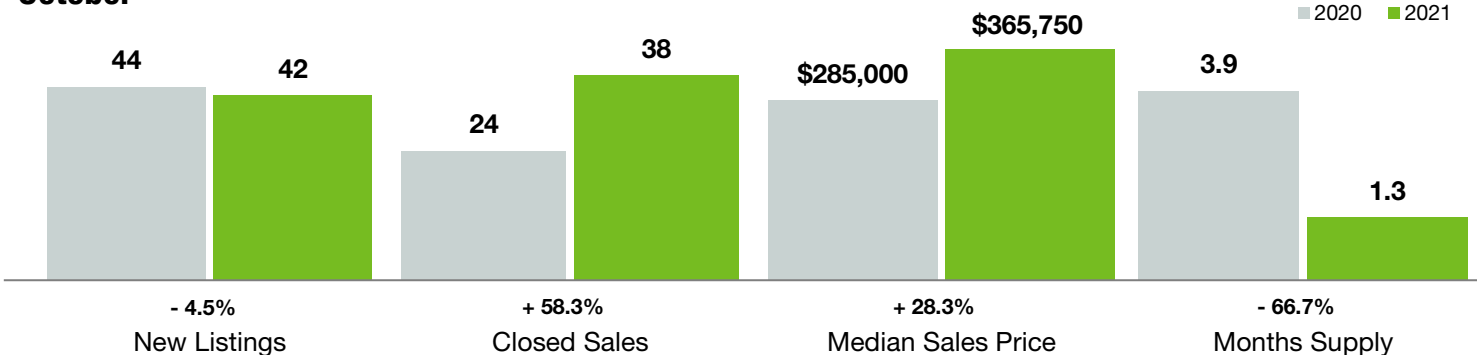
## Uptown Charlotte

North Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	44	42	- 4.5%	425	440	+ 3.5%
Pending Sales	30	44	+ 46.7%	288	416	+ 44.4%
Closed Sales	24	38	+ 58.3%	280	393	+ 40.4%
Median Sales Price*	\$285,000	\$365,750	+ 28.3%	\$285,000	\$340,000	+ 19.3%
Average Sales Price*	\$295,000	\$440,271	+ 49.2%	\$323,080	\$393,086	+ 21.7%
Percent of Original List Price Received*	95.6%	96.2%	+ 0.6%	96.6%	97.3%	+ 0.7%
List to Close	76	77	+ 1.3%	83	85	+ 2.4%
Days on Market Until Sale	38	36	- 5.3%	41	44	+ 7.3%
Cumulative Days on Market Until Sale	45	54	+ 20.0%	49	51	+ 4.1%
Average List Price	\$458,420	\$419,221	- 8.6%	\$390,845	\$424,078	+ 8.5%
Inventory of Homes for Sale	112	50	- 55.4%	--	--	--
Months Supply of Inventory	3.9	1.3	- 66.7%	--	--	--

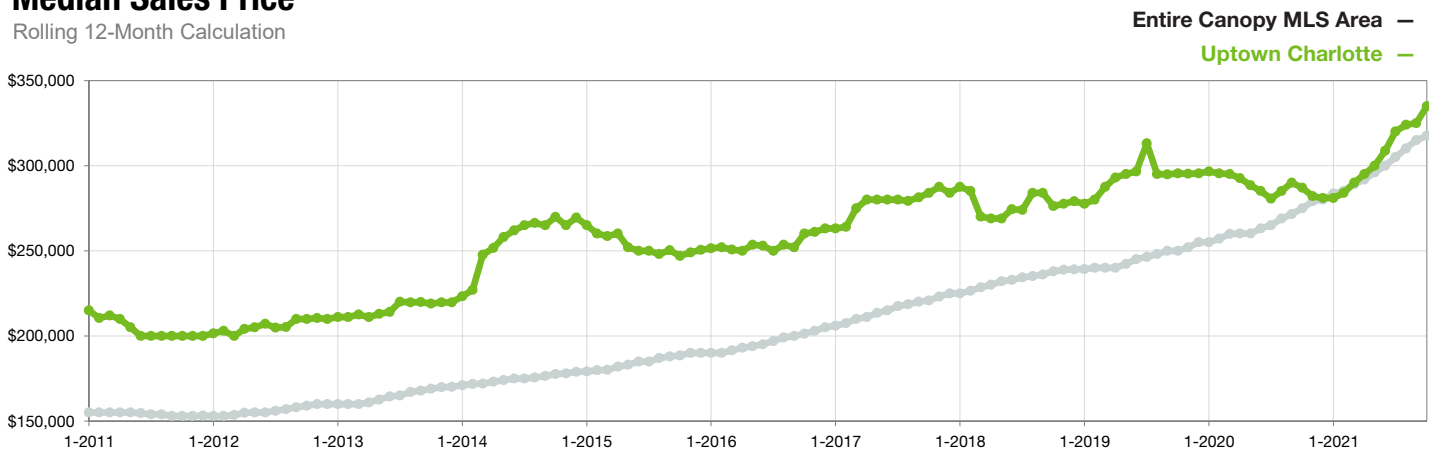
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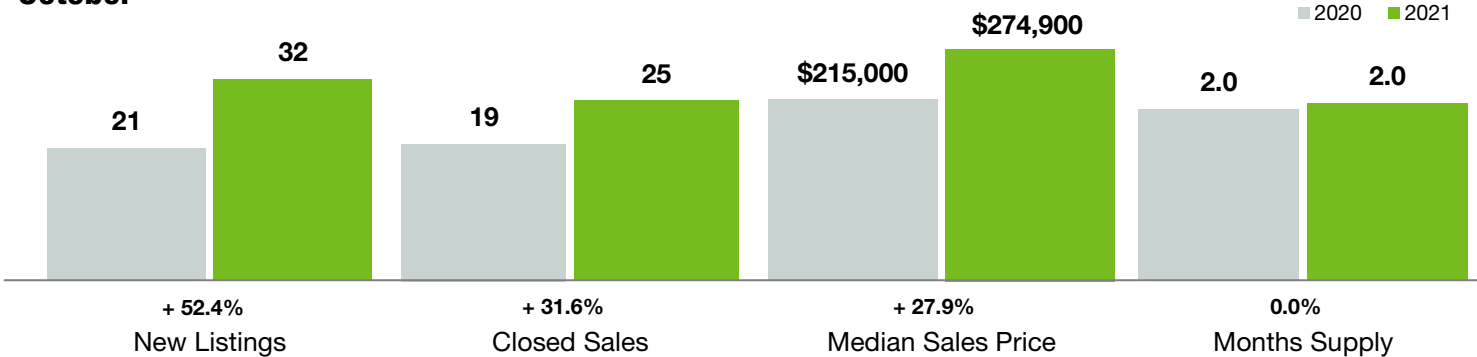
## Chester County

South Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	21	32	+ 52.4%	215	281	+ 30.7%
Pending Sales	15	30	+ 100.0%	206	228	+ 10.7%
Closed Sales	19	25	+ 31.6%	190	208	+ 9.5%
Median Sales Price*	\$215,000	\$274,900	+ 27.9%	\$167,250	\$173,000	+ 3.4%
Average Sales Price*	\$256,200	\$301,267	+ 17.6%	\$188,645	\$208,161	+ 10.3%
Percent of Original List Price Received*	97.0%	98.4%	+ 1.4%	95.4%	97.8%	+ 2.5%
List to Close	75	73	- 2.7%	105	81	- 22.9%
Days on Market Until Sale	20	26	+ 30.0%	49	27	- 44.9%
Cumulative Days on Market Until Sale	20	19	- 5.0%	55	29	- 47.3%
Average List Price	\$191,465	\$179,706	- 6.1%	\$200,798	\$231,179	+ 15.1%
Inventory of Homes for Sale	38	42	+ 10.5%	--	--	--
Months Supply of Inventory	2.0	2.0	0.0%	--	--	--

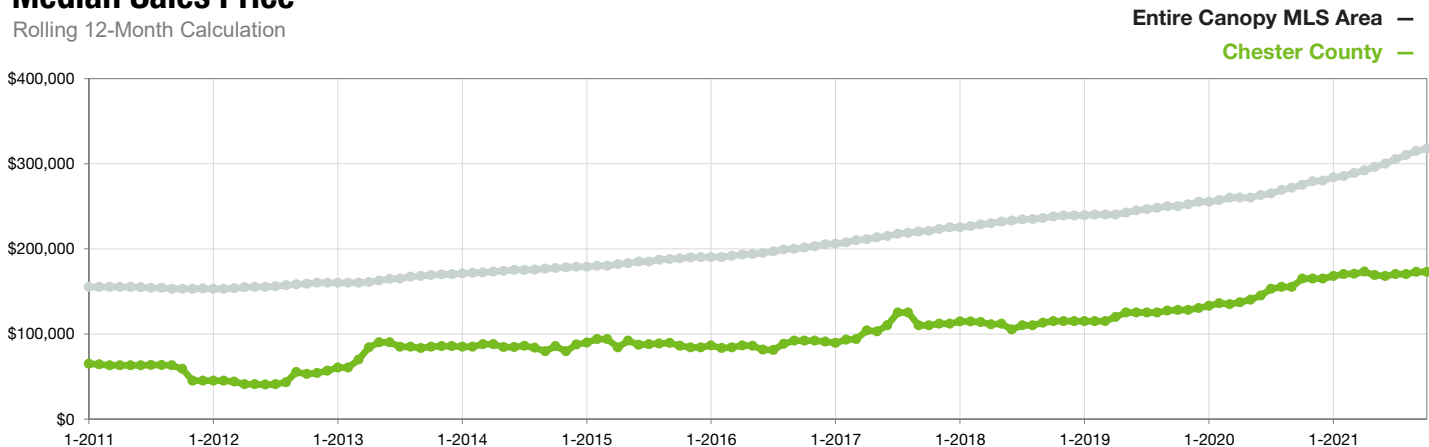
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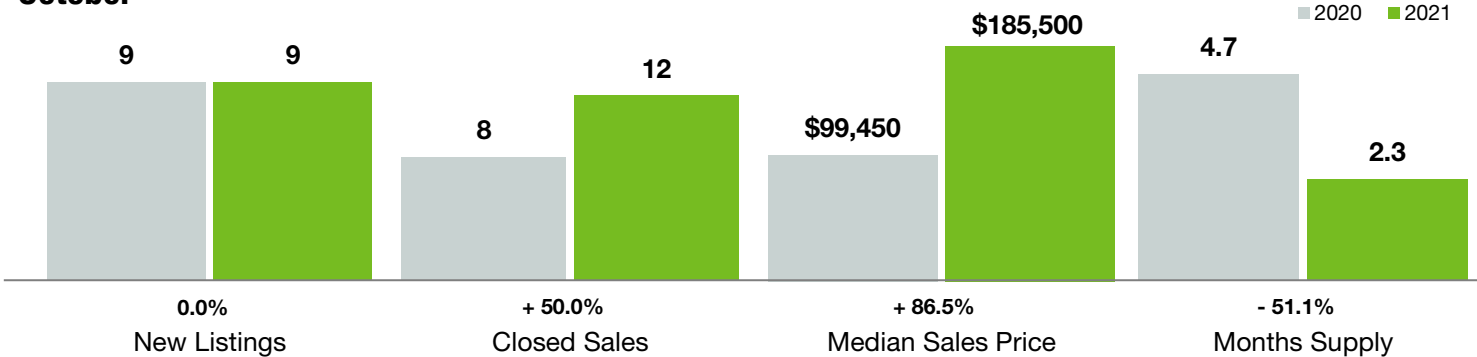
## Chesterfield County

South Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	9	9	0.0%	94	133	+ 41.5%
Pending Sales	9	8	- 11.1%	81	116	+ 43.2%
Closed Sales	8	12	+ 50.0%	70	112	+ 60.0%
Median Sales Price*	\$99,450	\$185,500	+ 86.5%	\$145,250	\$184,900	+ 27.3%
Average Sales Price*	\$122,146	\$194,167	+ 59.0%	\$139,504	\$206,278	+ 47.9%
Percent of Original List Price Received*	94.7%	95.3%	+ 0.6%	93.4%	97.1%	+ 4.0%
List to Close	163	150	- 8.0%	176	128	- 27.3%
Days on Market Until Sale	92	30	- 67.4%	109	50	- 54.1%
Cumulative Days on Market Until Sale	197	37	- 81.2%	127	51	- 59.8%
Average List Price	\$160,211	\$168,278	+ 5.0%	\$172,894	\$201,585	+ 16.6%
Inventory of Homes for Sale	34	27	- 20.6%	--	--	--
Months Supply of Inventory	4.7	2.3	- 51.1%	--	--	--

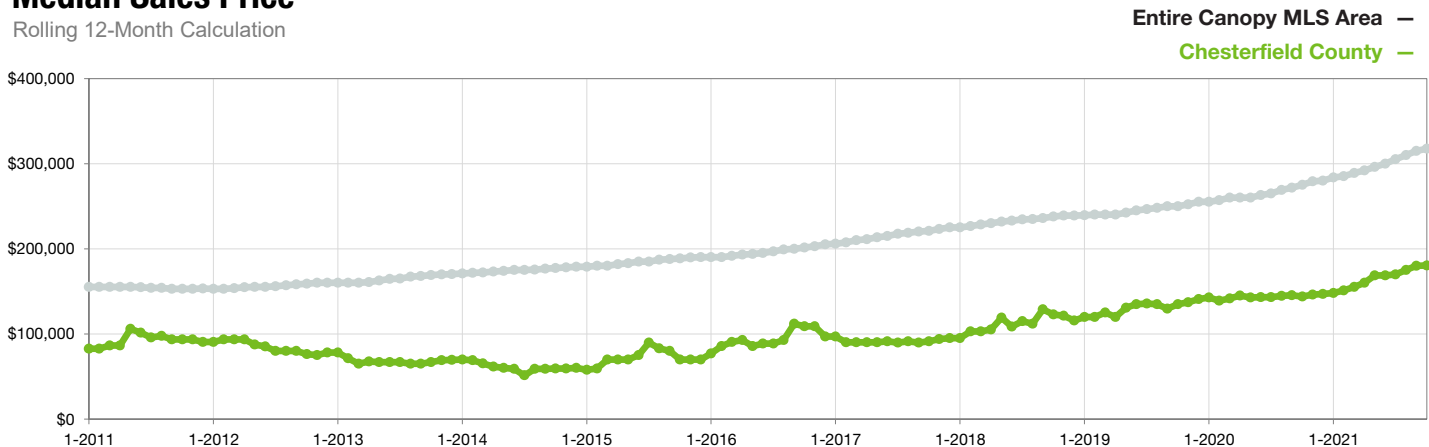
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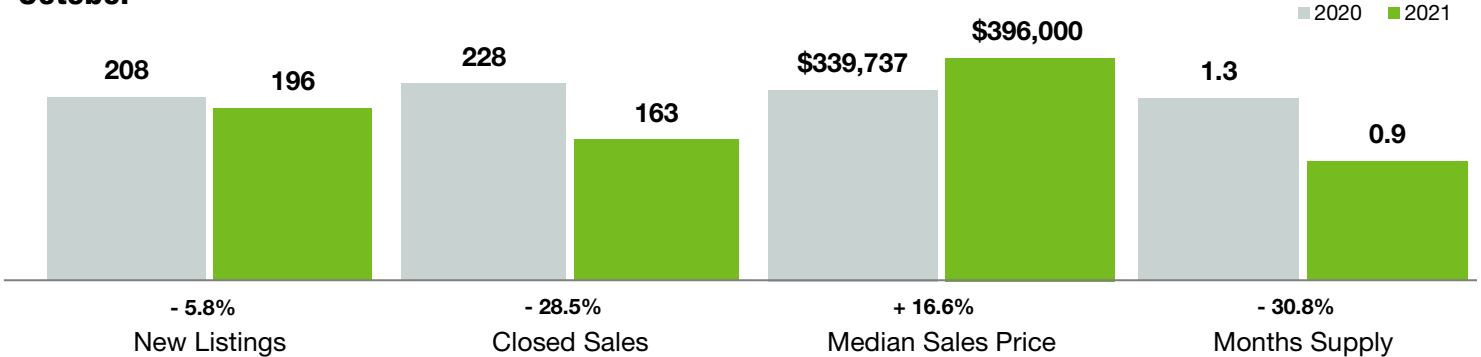
## Lancaster County

South Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	208	196	- 5.8%	2,205	1,980	- 10.2%
Pending Sales	175	194	+ 10.9%	2,123	1,822	- 14.2%
Closed Sales	228	163	- 28.5%	1,912	1,877	- 1.8%
Median Sales Price*	\$339,737	\$396,000	+ 16.6%	\$322,750	\$361,155	+ 11.9%
Average Sales Price*	\$336,350	\$420,905	+ 25.1%	\$326,259	\$374,489	+ 14.8%
Percent of Original List Price Received*	99.2%	99.9%	+ 0.7%	97.9%	100.7%	+ 2.9%
List to Close	92	63	- 31.5%	103	82	- 20.4%
Days on Market Until Sale	32	15	- 53.1%	49	21	- 57.1%
Cumulative Days on Market Until Sale	27	16	- 40.7%	52	18	- 65.4%
Average List Price	\$345,028	\$396,493	+ 14.9%	\$343,780	\$387,214	+ 12.6%
Inventory of Homes for Sale	266	159	- 40.2%	--	--	--
Months Supply of Inventory	1.3	0.9	- 30.8%	--	--	--

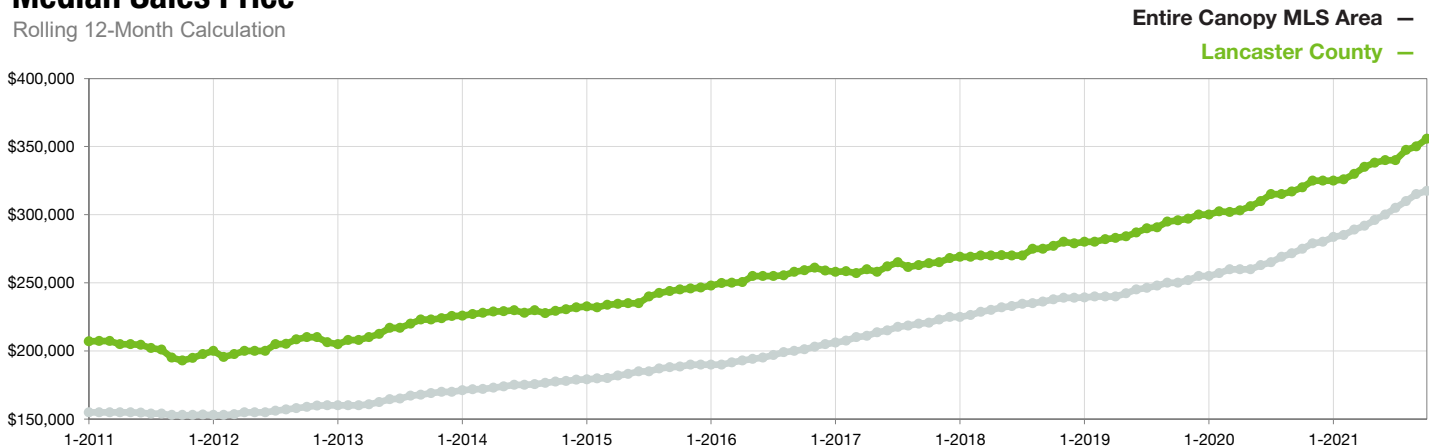
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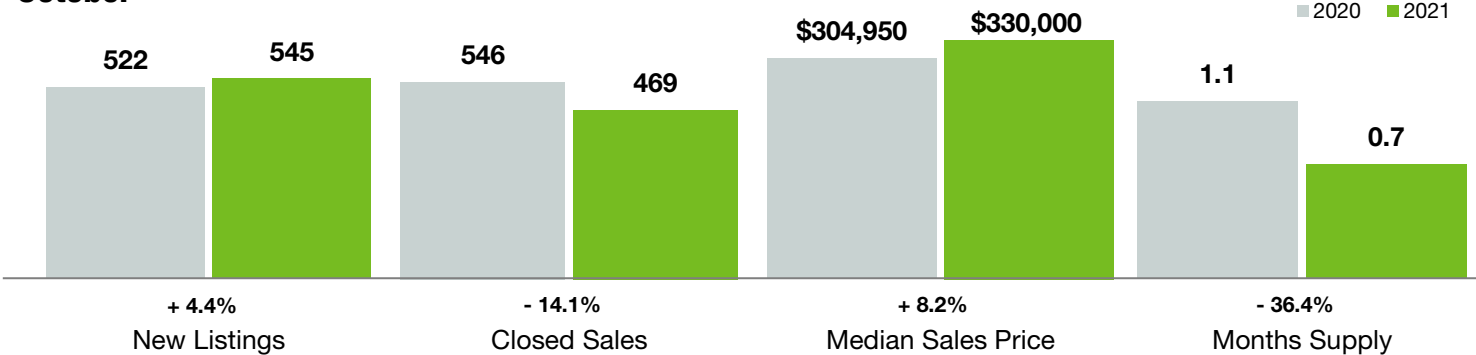
## York County

South Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	522	545	+ 4.4%	5,403	5,575	+ 3.2%
Pending Sales	483	548	+ 13.5%	5,103	5,208	+ 2.1%
Closed Sales	546	469	- 14.1%	4,660	5,007	+ 7.4%
Median Sales Price*	\$304,950	\$330,000	+ 8.2%	\$285,000	\$325,000	+ 14.0%
Average Sales Price*	\$348,359	\$370,730	+ 6.4%	\$321,276	\$368,928	+ 14.8%
Percent of Original List Price Received*	98.9%	100.8%	+ 1.9%	98.1%	101.3%	+ 3.3%
List to Close	76	65	- 14.5%	87	69	- 20.7%
Days on Market Until Sale	23	16	- 30.4%	36	17	- 52.8%
Cumulative Days on Market Until Sale	26	15	- 42.3%	42	16	- 61.9%
Average List Price	\$331,827	\$406,234	+ 22.4%	\$332,821	\$381,845	+ 14.7%
Inventory of Homes for Sale	544	369	- 32.2%	--	--	--
Months Supply of Inventory	1.1	0.7	- 36.4%	--	--	--

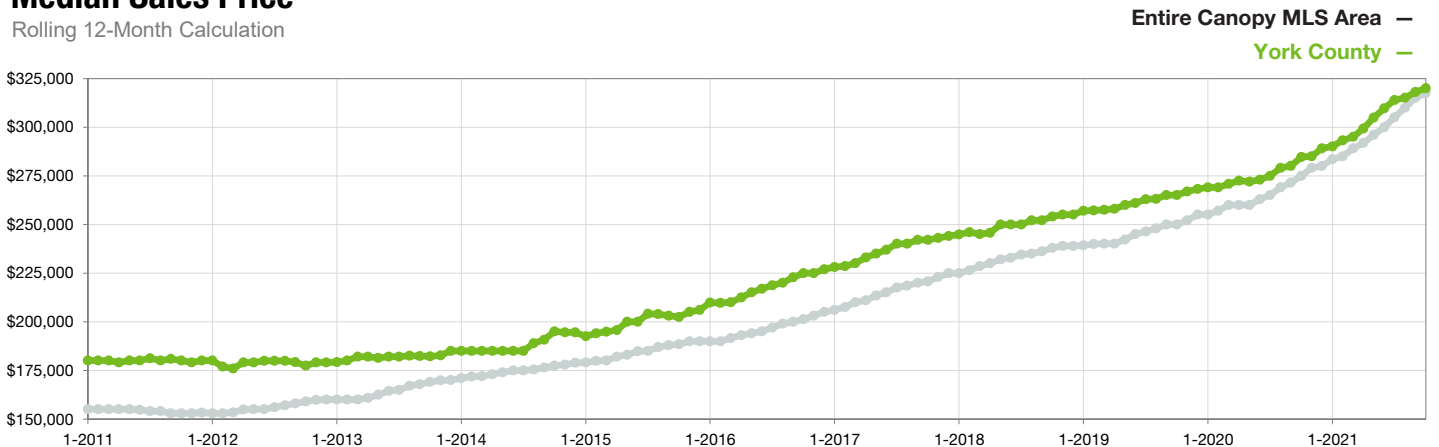
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### October



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for October 2021

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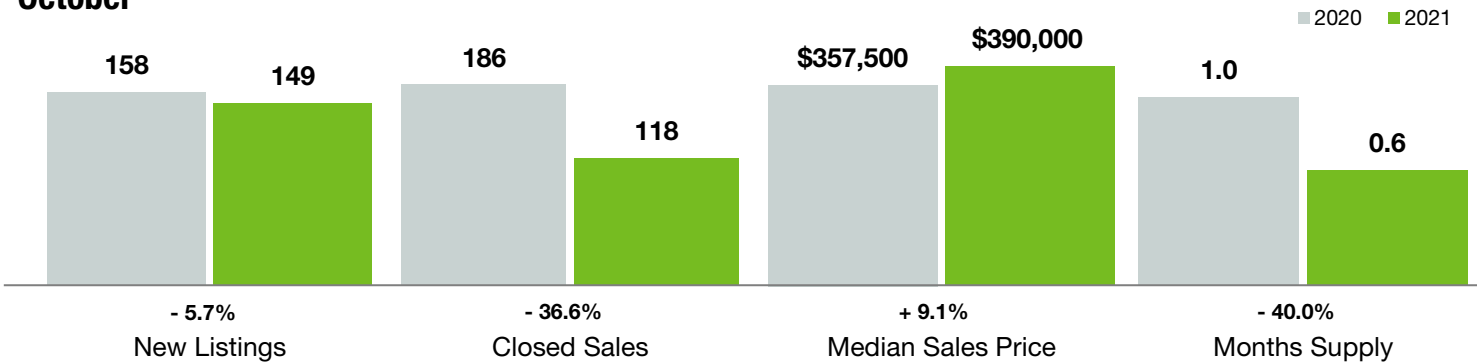
## Fort Mill

South Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	158	149	- 5.7%	1,685	1,606	- 4.7%
Pending Sales	153	154	+ 0.7%	1,582	1,518	- 4.0%
Closed Sales	186	118	- 36.6%	1,459	1,483	+ 1.6%
Median Sales Price*	\$357,500	\$390,000	+ 9.1%	\$340,000	\$385,000	+ 13.2%
Average Sales Price*	\$394,750	\$422,366	+ 7.0%	\$379,969	\$433,103	+ 14.0%
Percent of Original List Price Received*	99.2%	101.2%	+ 2.0%	98.4%	101.6%	+ 3.3%
List to Close	82	61	- 25.6%	93	65	- 30.1%
Days on Market Until Sale	22	17	- 22.7%	36	16	- 55.6%
Cumulative Days on Market Until Sale	26	17	- 34.6%	41	14	- 65.9%
Average List Price	\$383,329	\$466,876	+ 21.8%	\$383,247	\$447,642	+ 16.8%
Inventory of Homes for Sale	152	93	- 38.8%	--	--	--
Months Supply of Inventory	1.0	0.6	- 40.0%	--	--	--

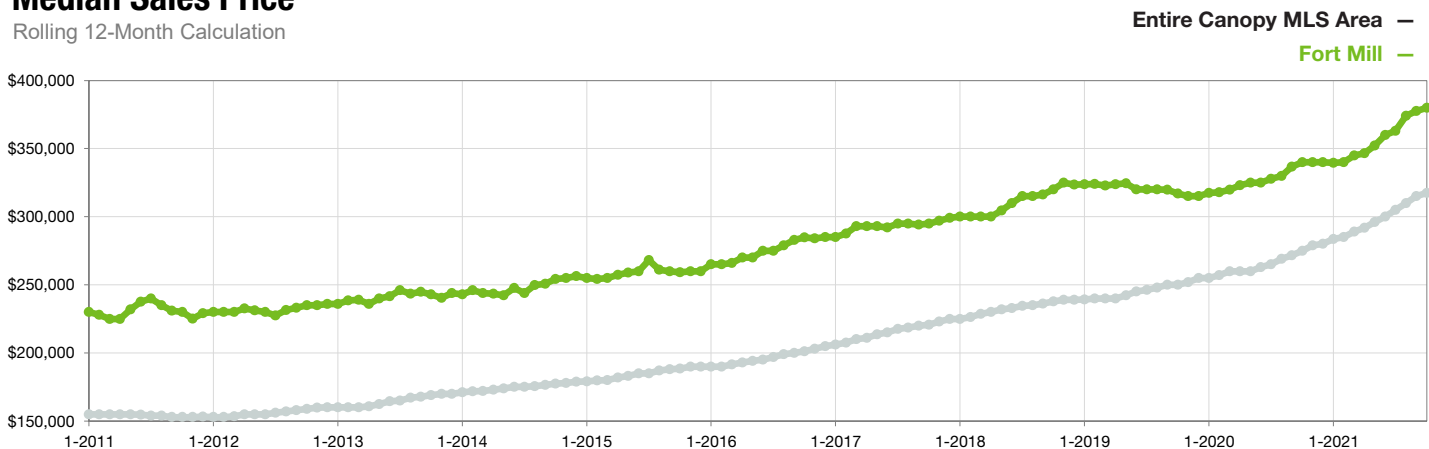
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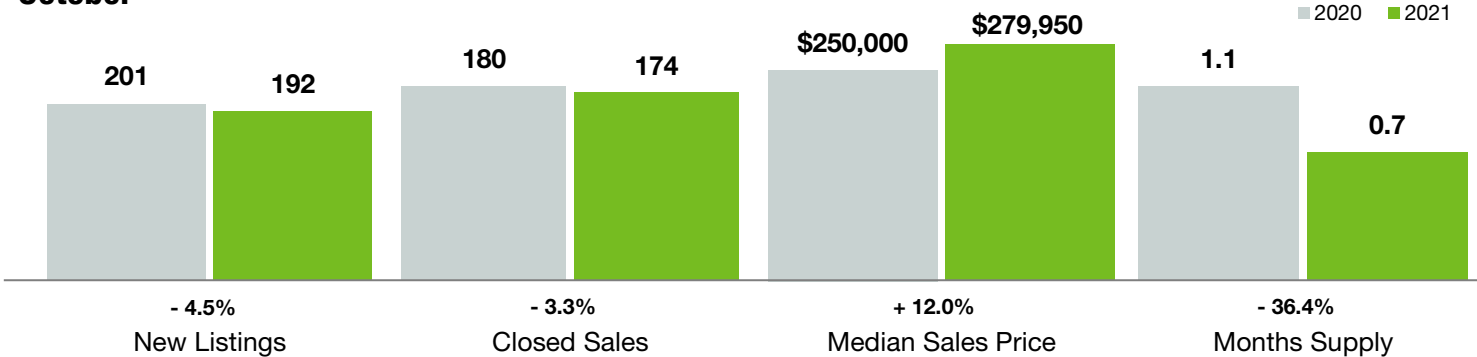
## Rock Hill

South Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	201	192	- 4.5%	1,745	1,914	+ 9.7%
Pending Sales	170	204	+ 20.0%	1,663	1,783	+ 7.2%
Closed Sales	180	174	- 3.3%	1,566	1,721	+ 9.9%
Median Sales Price*	\$250,000	\$279,950	+ 12.0%	\$235,000	\$267,995	+ 14.0%
Average Sales Price*	\$267,406	\$300,810	+ 12.5%	\$250,291	\$287,765	+ 15.0%
Percent of Original List Price Received*	98.7%	100.6%	+ 1.9%	98.1%	101.6%	+ 3.6%
List to Close	68	56	- 17.6%	76	58	- 23.7%
Days on Market Until Sale	20	17	- 15.0%	29	15	- 48.3%
Cumulative Days on Market Until Sale	22	12	- 45.5%	34	13	- 61.8%
Average List Price	\$267,967	\$318,715	+ 18.9%	\$255,625	\$296,121	+ 15.8%
Inventory of Homes for Sale	170	122	- 28.2%	--	--	--
Months Supply of Inventory	1.1	0.7	- 36.4%	--	--	--

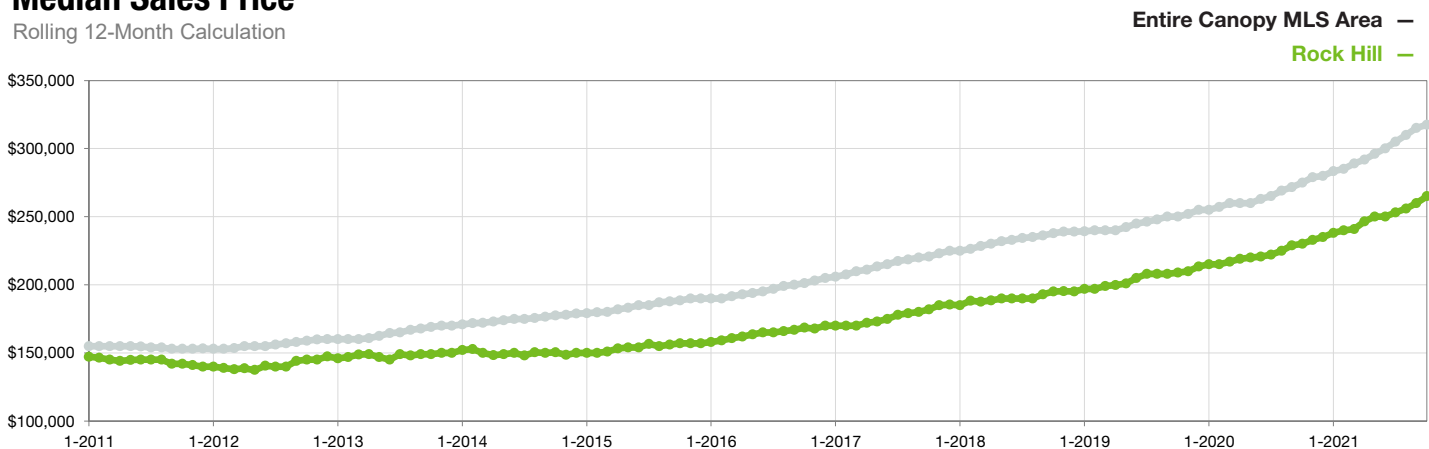
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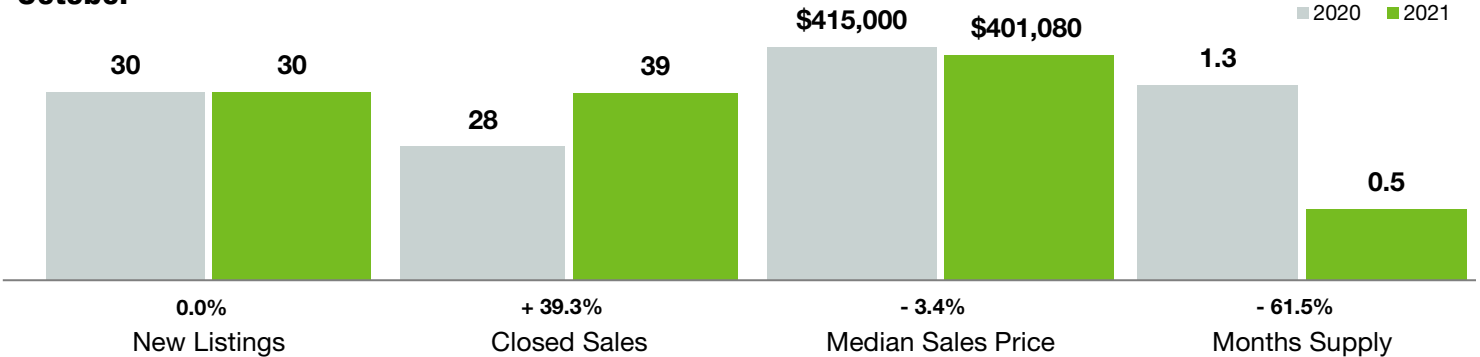
## Tega Cay

South Carolina

Key Metrics	October			Year to Date		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	30	30	0.0%	394	408	+ 3.6%
Pending Sales	33	30	- 9.1%	354	387	+ 9.3%
Closed Sales	28	39	+ 39.3%	295	369	+ 25.1%
Median Sales Price*	\$415,000	\$401,080	- 3.4%	\$379,900	\$400,000	+ 5.3%
Average Sales Price*	\$480,298	\$436,355	- 9.1%	\$398,710	\$449,625	+ 12.8%
Percent of Original List Price Received*	99.4%	101.8%	+ 2.4%	97.7%	101.9%	+ 4.3%
List to Close	81	75	- 7.4%	85	82	- 3.5%
Days on Market Until Sale	25	13	- 48.0%	41	12	- 70.7%
Cumulative Days on Market Until Sale	23	25	+ 8.7%	51	21	- 58.8%
Average List Price	\$411,975	\$479,095	+ 16.3%	\$422,596	\$451,426	+ 6.8%
Inventory of Homes for Sale	40	17	- 57.5%	--	--	--
Months Supply of Inventory	1.3	0.5	- 61.5%	--	--	--

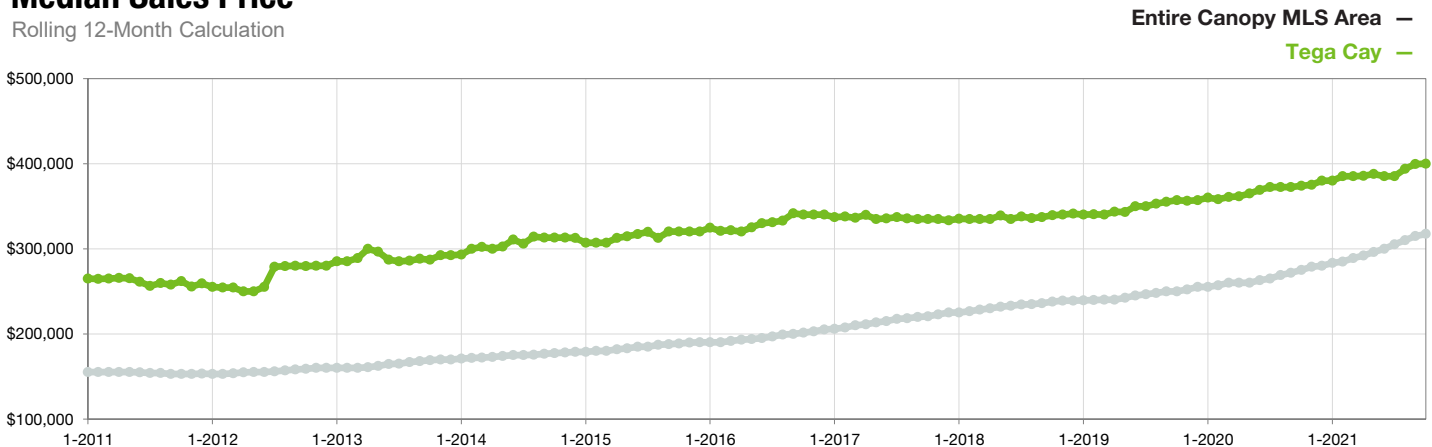
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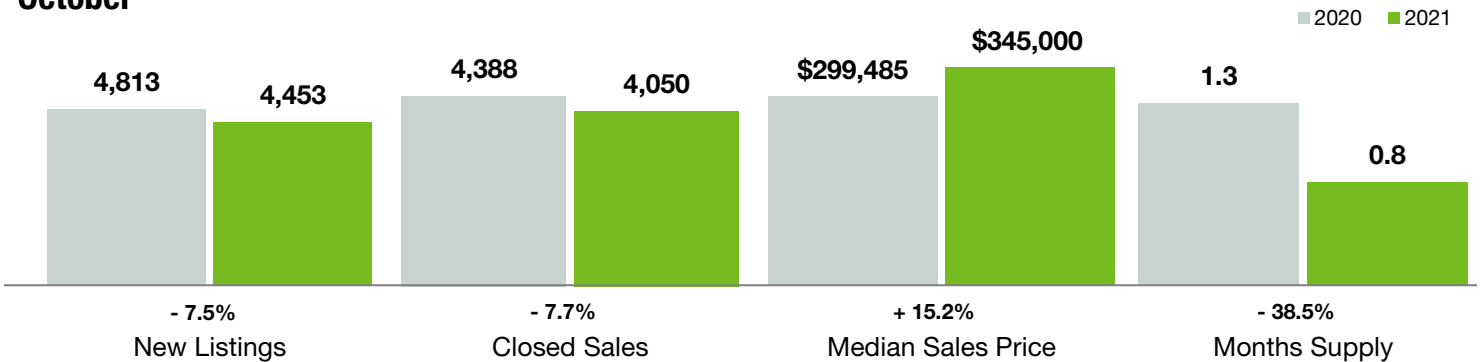
## Charlotte MSA

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		
	2020	2021	Percent Change	Thru 10-2020	Thru 10-2021	Percent Change
New Listings	4,813	<b>4,453</b>	- 7.5%	45,476	<b>46,663</b>	+ 2.6%
Pending Sales	4,289	<b>4,433</b>	+ 3.4%	41,626	<b>43,428</b>	+ 4.3%
Closed Sales	4,388	<b>4,050</b>	- 7.7%	38,258	<b>41,338</b>	+ 8.1%
Median Sales Price*	\$299,485	<b>\$345,000</b>	+ 15.2%	\$285,000	<b>\$330,000</b>	+ 15.8%
Average Sales Price*	\$359,015	<b>\$397,588</b>	+ 10.7%	\$338,148	<b>\$392,232</b>	+ 16.0%
Percent of Original List Price Received*	98.9%	<b>100.8%</b>	+ 1.9%	98.0%	<b>101.1%</b>	+ 3.2%
List to Close	79	<b>72</b>	- 8.9%	88	<b>73</b>	- 17.0%
Days on Market Until Sale	25	<b>16</b>	- 36.0%	35	<b>18</b>	- 48.6%
Cumulative Days on Market Until Sale	27	<b>16</b>	- 40.7%	41	<b>19</b>	- 53.7%
Average List Price	\$367,085	<b>\$415,365</b>	+ 13.2%	\$362,650	<b>\$407,142</b>	+ 12.3%
Inventory of Homes for Sale	5,267	<b>3,170</b>	- 39.8%	--	--	--
Months Supply of Inventory	1.3	<b>0.8</b>	- 38.5%	--	--	--

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