

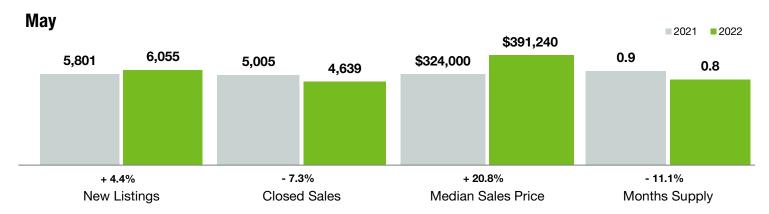


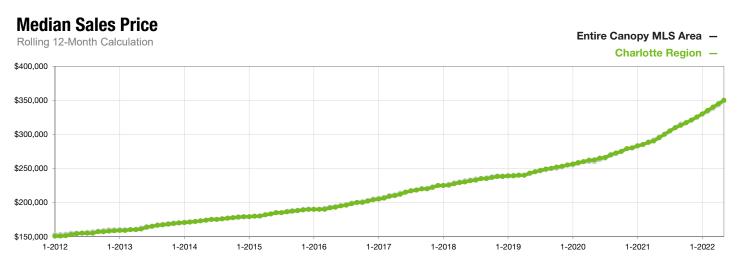
## **Charlotte Region**

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

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 5,801     | 6,055     | + 4.4%         | 26,471       | 25,271      | - 4.5%         |
| Pending Sales                            | 5,355     | 5,241     | - 2.1%         | 25,237       | 23,233      | - 7.9%         |
| Closed Sales                             | 5,005     | 4,639     | - 7.3%         | 22,228       | 21,361      | - 3.9%         |
| Median Sales Price*                      | \$324,000 | \$391,240 | + 20.8%        | \$307,000    | \$370,000   | + 20.5%        |
| Average Sales Price*                     | \$394,219 | \$462,465 | + 17.3%        | \$368,169    | \$430,244   | + 16.9%        |
| Percent of Original List Price Received* | 101.6%    | 102.9%    | + 1.3%         | 100.3%       | 101.8%      | + 1.5%         |
| List to Close                            | 70        | 66        | - 5.7%         | 79           | 75          | - 5.1%         |
| Days on Market Until Sale                | 17        | 14        | - 17.6%        | 24           | 19          | - 20.8%        |
| Cumulative Days on Market Until Sale     | 18        | 14        | - 22.2%        | 25           | 19          | - 24.0%        |
| Average List Price                       | \$399,642 | \$487,607 | + 22.0%        | \$393,352    | \$461,746   | + 17.4%        |
| Inventory of Homes for Sale              | 4,319     | 3,788     | - 12.3%        |              |             |                |
| Months Supply of Inventory               | 0.9       | 0.8       | - 11.1%        |              |             |                |

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





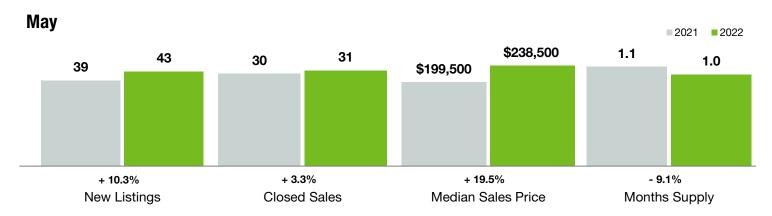


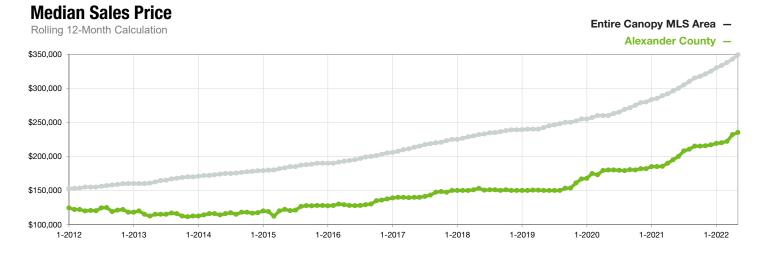


# **Alexander County**

|  |           | May       |                |             | Year to Date |                |  |
|--|-----------|-----------|----------------|-------------|--------------|----------------|--|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021 | Thru 5-2022  | Percent Change |  |
| New Listings                             | 39        | 43        | + 10.3%        | 159         | 172          | + 8.2%         |  |
| Pending Sales                            | 27        | 31        | + 14.8%        | 157         | 155          | - 1.3%         |  |
| Closed Sales                             | 30        | 31        | + 3.3%         | 131         | 160          | + 22.1%        |  |
| Median Sales Price*                      | \$199,500 | \$238,500 | + 19.5%        | \$201,000   | \$249,950    | + 24.4%        |  |
| Average Sales Price*                     | \$309,533 | \$266,193 | - 14.0%        | \$257,696   | \$295,491    | + 14.7%        |  |
| Percent of Original List Price Received* | 98.3%     | 100.0%    | + 1.7%         | 97.2%       | 99.4%        | + 2.3%         |  |
| List to Close                            | 76        | 70        | - 7.9%         | 75          | 90           | + 20.0%        |  |
| Days on Market Until Sale                | 27        | 14        | - 48.1%        | 28          | 23           | - 17.9%        |  |
| Cumulative Days on Market Until Sale     | 26        | 12        | - 53.8%        | 29          | 26           | - 10.3%        |  |
| Average List Price                       | \$295,305 | \$296,722 | + 0.5%         | \$278,852   | \$312,622    | + 12.1%        |  |
| Inventory of Homes for Sale              | 33        | 31        | - 6.1%         |             |              |                |  |
| Months Supply of Inventory               | 1.1       | 1.0       | - 9.1%         |             |              |                |  |

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





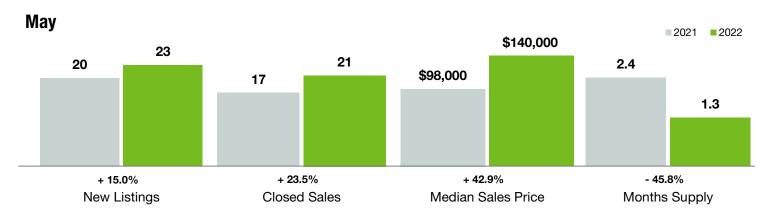


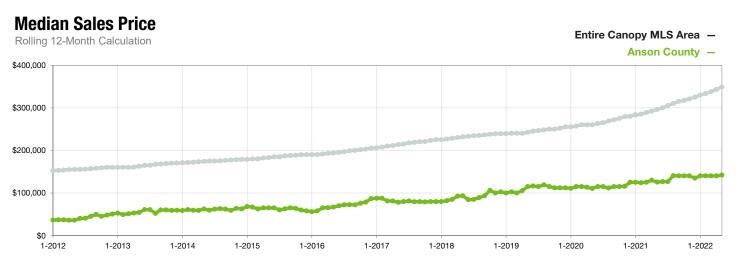


# **Anson County**

|  |           | May       |                |             | Year to Date |                |  |
|--|-----------|-----------|----------------|-------------|--------------|----------------|--|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021 | Thru 5-2022  | Percent Change |  |
| New Listings                             | 20        | 23        | + 15.0%        | 94          | 85           | - 9.6%         |  |
| Pending Sales                            | 11        | 16        | + 45.5%        | 73          | 81           | + 11.0%        |  |
| Closed Sales                             | 17        | 21        | + 23.5%        | 68          | 81           | + 19.1%        |  |
| Median Sales Price*                      | \$98,000  | \$140,000 | + 42.9%        | \$129,900   | \$148,000    | + 13.9%        |  |
| Average Sales Price*                     | \$128,135 | \$150,305 | + 17.3%        | \$145,854   | \$175,754    | + 20.5%        |  |
| Percent of Original List Price Received* | 93.0%     | 96.3%     | + 3.5%         | 94.9%       | 93.9%        | - 1.1%         |  |
| List to Close                            | 117       | 114       | - 2.6%         | 103         | 106          | + 2.9%         |  |
| Days on Market Until Sale                | 51        | 37        | - 27.5%        | 49          | 45           | - 8.2%         |  |
| Cumulative Days on Market Until Sale     | 51        | 37        | - 27.5%        | 49          | 45           | - 8.2%         |  |
| Average List Price                       | \$184,257 | \$167,313 | - 9.2%         | \$152,824   | \$196,702    | + 28.7%        |  |
| Inventory of Homes for Sale              | 33        | 21        | - 36.4%        |             |              |                |  |
| Months Supply of Inventory               | 2.4       | 1.3       | - 45.8%        |             |              |                |  |

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





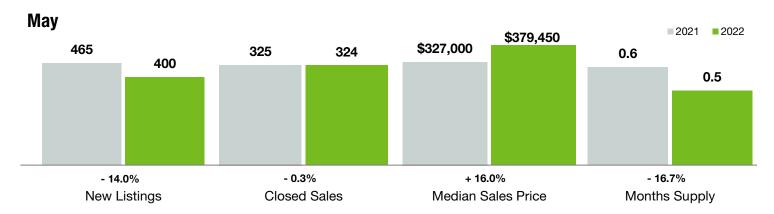


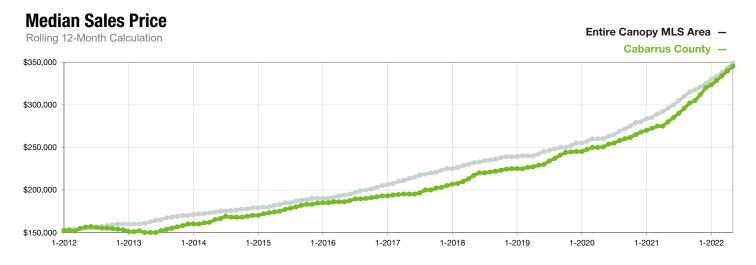


# **Cabarrus County**

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 465       | 400       | - 14.0%        | 1,875        | 1,733       | - 7.6%         |
| Pending Sales                            | 416       | 394       | - 5.3%         | 1,766        | 1,640       | - 7.1%         |
| Closed Sales                             | 325       | 324       | - 0.3%         | 1,521        | 1,590       | + 4.5%         |
| Median Sales Price*                      | \$327,000 | \$379,450 | + 16.0%        | \$292,500    | \$364,960   | + 24.8%        |
| Average Sales Price*                     | \$342,307 | \$413,861 | + 20.9%        | \$316,788    | \$382,726   | + 20.8%        |
| Percent of Original List Price Received* | 102.2%    | 103.3%    | + 1.1%         | 100.4%       | 102.2%      | + 1.8%         |
| List to Close                            | 53        | 58        | + 9.4%         | 65           | 67          | + 3.1%         |
| Days on Market Until Sale                | 11        | 9         | - 18.2%        | 18           | 15          | - 16.7%        |
| Cumulative Days on Market Until Sale     | 12        | 10        | - 16.7%        | 18           | 14          | - 22.2%        |
| Average List Price                       | \$343,099 | \$407,666 | + 18.8%        | \$330,745    | \$391,974   | + 18.5%        |
| Inventory of Homes for Sale              | 226       | 176       | - 22.1%        |              |             |                |
| Months Supply of Inventory               | 0.6       | 0.5       | - 16.7%        |              |             |                |

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







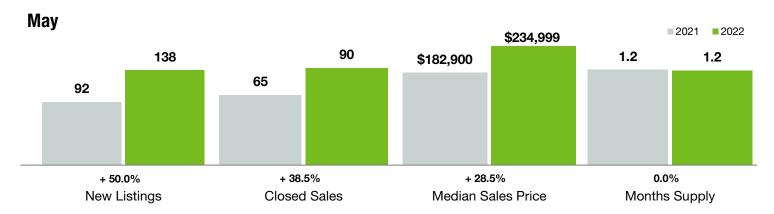


# **Cleveland County**

North Carolina

|  |           | May       |                |             | Year to Date |                |  |
|--|-----------|-----------|----------------|-------------|--------------|----------------|--|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021 | Thru 5-2022  | Percent Change |  |
| New Listings                             | 92        | 138       | + 50.0%        | 532         | 520          | - 2.3%         |  |
| Pending Sales                            | 85        | 108       | + 27.1%        | 485         | 488          | + 0.6%         |  |
| Closed Sales                             | 65        | 90        | + 38.5%        | 403         | 477          | + 18.4%        |  |
| Median Sales Price*                      | \$182,900 | \$234,999 | + 28.5%        | \$183,400   | \$226,750    | + 23.6%        |  |
| Average Sales Price*                     | \$220,958 | \$269,251 | + 21.9%        | \$207,583   | \$260,387    | + 25.4%        |  |
| Percent of Original List Price Received* | 99.2%     | 98.1%     | - 1.1%         | 96.6%       | 97.4%        | + 0.8%         |  |
| List to Close                            | 58        | 80        | + 37.9%        | 74          | 81           | + 9.5%         |  |
| Days on Market Until Sale                | 15        | 27        | + 80.0%        | 25          | 31           | + 24.0%        |  |
| Cumulative Days on Market Until Sale     | 13        | 27        | + 107.7%       | 27          | 32           | + 18.5%        |  |
| Average List Price                       | \$224,916 | \$279,201 | + 24.1%        | \$229,439   | \$270,962    | + 18.1%        |  |
| Inventory of Homes for Sale              | 112       | 120       | + 7.1%         |             |              |                |  |
| Months Supply of Inventory               | 1.2       | 1.2       | 0.0%           |             |              |                |  |

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





Entire Canopy MLS Area -Cleveland County -\$400,000 \$300,000 \$200,000 \$100,000 1-2012 1-2013 1-2014 1-2015 1-2016 1-2017 1-2018 1-2019 1-2020 1-2021 1-2022

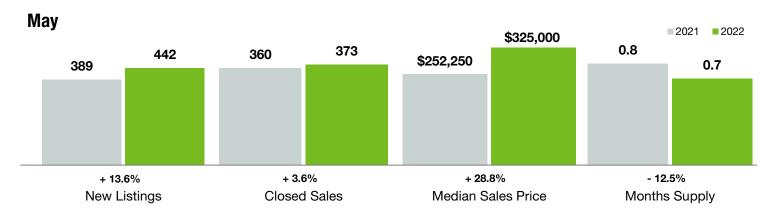


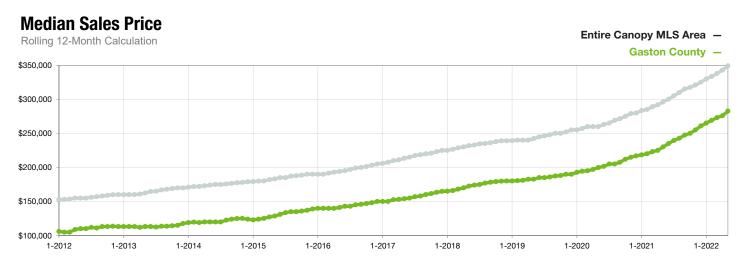


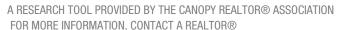
# **Gaston County**

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 389       | 442       | + 13.6%        | 1,876        | 1,901       | + 1.3%         |
| Pending Sales                            | 350       | 401       | + 14.6%        | 1,792        | 1,784       | - 0.4%         |
| Closed Sales                             | 360       | 373       | + 3.6%         | 1,646        | 1,671       | + 1.5%         |
| Median Sales Price*                      | \$252,250 | \$325,000 | + 28.8%        | \$240,000    | \$305,000   | + 27.1%        |
| Average Sales Price*                     | \$284,942 | \$345,316 | + 21.2%        | \$265,292    | \$317,674   | + 19.7%        |
| Percent of Original List Price Received* | 101.9%    | 102.3%    | + 0.4%         | 100.2%       | 101.0%      | + 0.8%         |
| List to Close                            | 83        | 63        | - 24.1%        | 84           | 74          | - 11.9%        |
| Days on Market Until Sale                | 17        | 13        | - 23.5%        | 23           | 20          | - 13.0%        |
| Cumulative Days on Market Until Sale     | 17        | 11        | - 35.3%        | 24           | 18          | - 25.0%        |
| Average List Price                       | \$276,195 | \$342,230 | + 23.9%        | \$272,233    | \$326,510   | + 19.9%        |
| Inventory of Homes for Sale              | 300       | 263       | - 12.3%        |              |             |                |
| Months Supply of Inventory               | 0.8       | 0.7       | - 12.5%        |              |             |                |

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





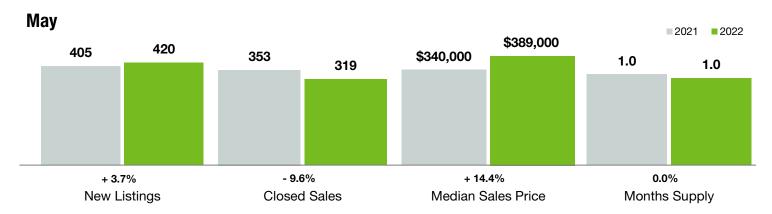


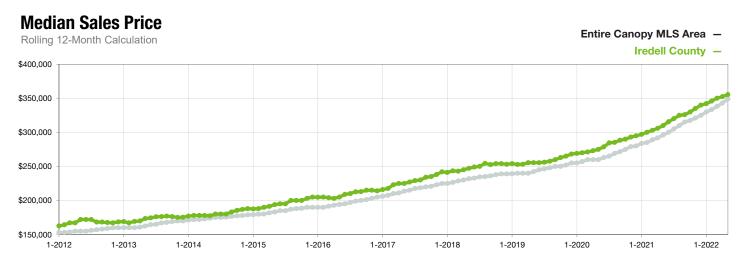


# **Iredell County**

|  |           | May       |                |             | Year to Date |                |  |
|--|-----------|-----------|----------------|-------------|--------------|----------------|--|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021 | Thru 5-2022  | Percent Change |  |
| New Listings                             | 405       | 420       | + 3.7%         | 1,856       | 1,733        | - 6.6%         |  |
| Pending Sales                            | 344       | 356       | + 3.5%         | 1,789       | 1,554        | - 13.1%        |  |
| Closed Sales                             | 353       | 319       | - 9.6%         | 1,635       | 1,417        | - 13.3%        |  |
| Median Sales Price*                      | \$340,000 | \$389,000 | + 14.4%        | \$320,000   | \$370,250    | + 15.7%        |  |
| Average Sales Price*                     | \$409,149 | \$510,418 | + 24.8%        | \$382,145   | \$465,289    | + 21.8%        |  |
| Percent of Original List Price Received* | 101.8%    | 100.9%    | - 0.9%         | 100.3%      | 100.5%       | + 0.2%         |  |
| List to Close                            | 66        | 63        | - 4.5%         | 81          | 72           | - 11.1%        |  |
| Days on Market Until Sale                | 16        | 20        | + 25.0%        | 27          | 24           | - 11.1%        |  |
| Cumulative Days on Market Until Sale     | 17        | 18        | + 5.9%         | 27          | 23           | - 14.8%        |  |
| Average List Price                       | \$480,220 | \$535,061 | + 11.4%        | \$446,633   | \$501,218    | + 12.2%        |  |
| Inventory of Homes for Sale              | 358       | 314       | - 12.3%        |             |              |                |  |
| Months Supply of Inventory               | 1.0       | 1.0       | 0.0%           |             |              |                |  |

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





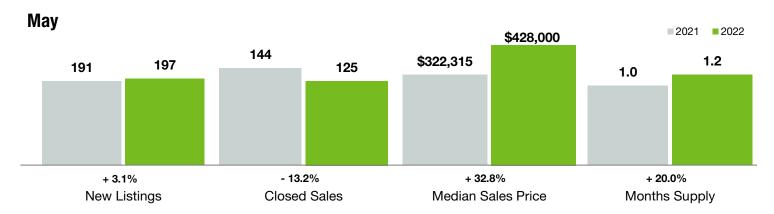


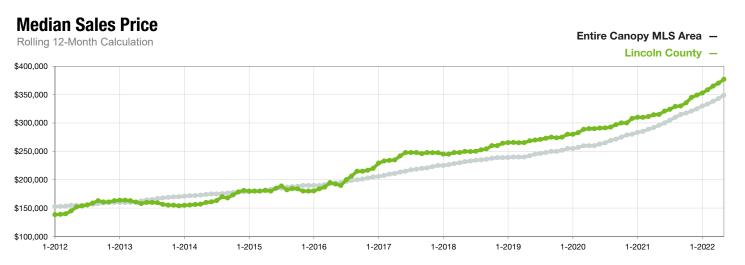


# **Lincoln County**

|  |           | May       |                |             | Year to Date |                |  |
|--|-----------|-----------|----------------|-------------|--------------|----------------|--|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021 | Thru 5-2022  | Percent Change |  |
| New Listings                             | 191       | 197       | + 3.1%         | 845         | 786          | - 7.0%         |  |
| Pending Sales                            | 172       | 144       | - 16.3%        | 865         | 703          | - 18.7%        |  |
| Closed Sales                             | 144       | 125       | - 13.2%        | 681         | 625          | - 8.2%         |  |
| Median Sales Price*                      | \$322,315 | \$428,000 | + 32.8%        | \$325,000   | \$413,840    | + 27.3%        |  |
| Average Sales Price*                     | \$373,350 | \$468,912 | + 25.6%        | \$366,581   | \$450,097    | + 22.8%        |  |
| Percent of Original List Price Received* | 101.4%    | 101.7%    | + 0.3%         | 99.9%       | 100.5%       | + 0.6%         |  |
| List to Close                            | 82        | 87        | + 6.1%         | 94          | 93           | - 1.1%         |  |
| Days on Market Until Sale                | 25        | 25        | 0.0%           | 38          | 26           | - 31.6%        |  |
| Cumulative Days on Market Until Sale     | 34        | 22        | - 35.3%        | 41          | 24           | - 41.5%        |  |
| Average List Price                       | \$414,043 | \$448,138 | + 8.2%         | \$403,107   | \$473,235    | + 17.4%        |  |
| Inventory of Homes for Sale              | 169       | 172       | + 1.8%         |             |              |                |  |
| Months Supply of Inventory               | 1.0       | 1.2       | + 20.0%        |             |              |                |  |

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





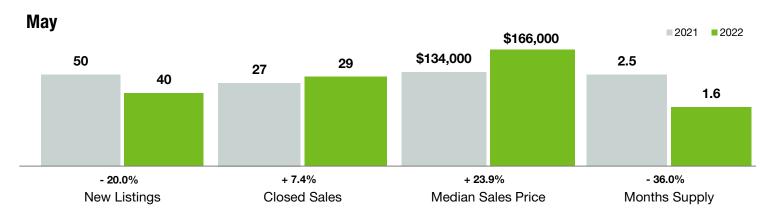


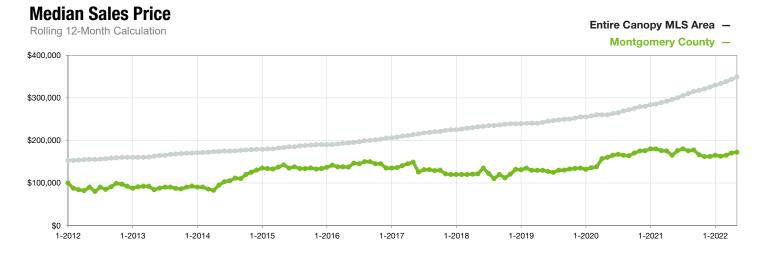


# **Montgomery County**

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 50        | 40        | - 20.0%        | 186          | 157         | - 15.6%        |
| Pending Sales                            | 44        | 37        | - 15.9%        | 165          | 144         | - 12.7%        |
| Closed Sales                             | 27        | 29        | + 7.4%         | 140          | 127         | - 9.3%         |
| Median Sales Price*                      | \$134,000 | \$166,000 | + 23.9%        | \$155,000    | \$185,000   | + 19.4%        |
| Average Sales Price*                     | \$234,248 | \$288,217 | + 23.0%        | \$250,736    | \$330,855   | + 32.0%        |
| Percent of Original List Price Received* | 91.9%     | 96.2%     | + 4.7%         | 91.0%        | 94.6%       | + 4.0%         |
| List to Close                            | 101       | 67        | - 33.7%        | 132          | 84          | - 36.4%        |
| Days on Market Until Sale                | 60        | 34        | - 43.3%        | 85           | 44          | - 48.2%        |
| Cumulative Days on Market Until Sale     | 67        | 46        | - 31.3%        | 95           | 50          | - 47.4%        |
| Average List Price                       | \$423,204 | \$353,647 | - 16.4%        | \$352,230    | \$357,505   | + 1.5%         |
| Inventory of Homes for Sale              | 82        | 52        | - 36.6%        |              |             |                |
| Months Supply of Inventory               | 2.5       | 1.6       | - 36.0%        |              |             |                |

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





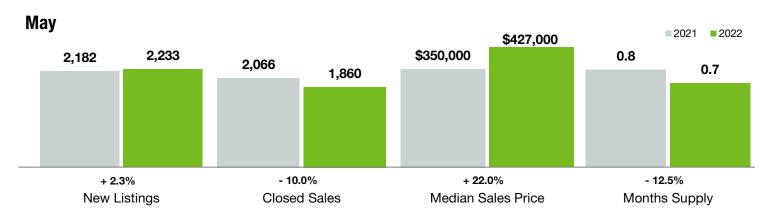


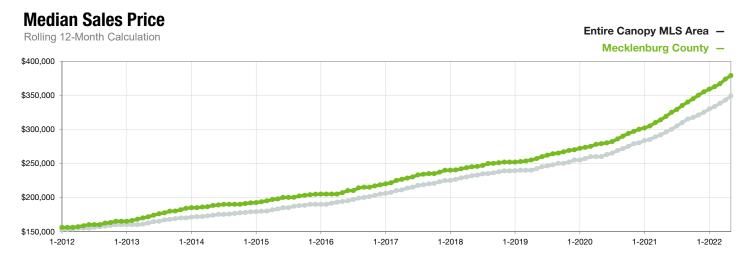


# **Mecklenburg County**

|  |           | May       |                |             | Year to Date |                |  |
|--|-----------|-----------|----------------|-------------|--------------|----------------|--|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021 | Thru 5-2022  | Percent Change |  |
| New Listings                             | 2,182     | 2,233     | + 2.3%         | 10,531      | 9,633        | - 8.5%         |  |
| Pending Sales                            | 2,094     | 1,948     | - 7.0%         | 10,098      | 8,896        | - 11.9%        |  |
| Closed Sales                             | 2,066     | 1,860     | - 10.0%        | 8,991       | 8,323        | - 7.4%         |  |
| Median Sales Price*                      | \$350,000 | \$427,000 | + 22.0%        | \$335,000   | \$402,000    | + 20.0%        |  |
| Average Sales Price*                     | \$459,506 | \$530,728 | + 15.5%        | \$426,927   | \$493,536    | + 15.6%        |  |
| Percent of Original List Price Received* | 102.0%    | 104.1%    | + 2.1%         | 100.7%      | 103.0%       | + 2.3%         |  |
| List to Close                            | 70        | 64        | - 8.6%         | 78          | 74           | - 5.1%         |  |
| Days on Market Until Sale                | 17        | 12        | - 29.4%        | 23          | 17           | - 26.1%        |  |
| Cumulative Days on Market Until Sale     | 19        | 11        | - 42.1%        | 26          | 17           | - 34.6%        |  |
| Average List Price                       | \$457,376 | \$572,822 | + 25.2%        | \$455,589   | \$533,858    | + 17.2%        |  |
| Inventory of Homes for Sale              | 1,621     | 1,296     | - 20.0%        |             |              |                |  |
| Months Supply of Inventory               | 0.8       | 0.7       | - 12.5%        |             |              |                |  |

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





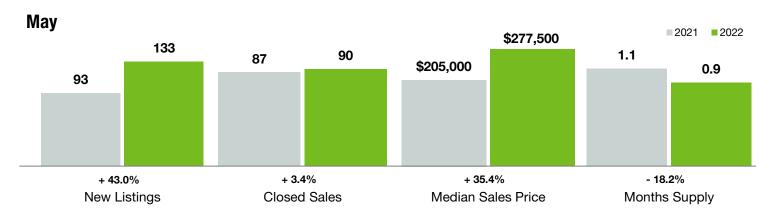


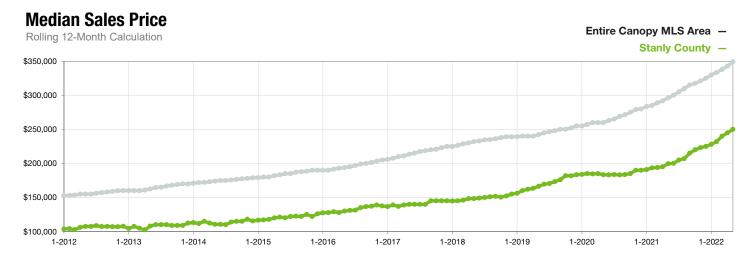


# **Stanly County**

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 93        | 133       | + 43.0%        | 397          | 530         | + 33.5%        |
| Pending Sales                            | 75        | 105       | + 40.0%        | 379          | 482         | + 27.2%        |
| Closed Sales                             | 87        | 90        | + 3.4%         | 343          | 384         | + 12.0%        |
| Median Sales Price*                      | \$205,000 | \$277,500 | + 35.4%        | \$195,000    | \$260,000   | + 33.3%        |
| Average Sales Price*                     | \$275,934 | \$332,353 | + 20.4%        | \$233,747    | \$303,494   | + 29.8%        |
| Percent of Original List Price Received* | 99.3%     | 98.2%     | - 1.1%         | 98.5%        | 98.5%       | 0.0%           |
| List to Close                            | 69        | 74        | + 7.2%         | 78           | 74          | - 5.1%         |
| Days on Market Until Sale                | 24        | 22        | - 8.3%         | 34           | 24          | - 29.4%        |
| Cumulative Days on Market Until Sale     | 21        | 17        | - 19.0%        | 33           | 22          | - 33.3%        |
| Average List Price                       | \$276,519 | \$371,596 | + 34.4%        | \$252,922    | \$331,611   | + 31.1%        |
| Inventory of Homes for Sale              | 80        | 85        | + 6.3%         |              |             |                |
| Months Supply of Inventory               | 1.1       | 0.9       | - 18.2%        |              |             |                |

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





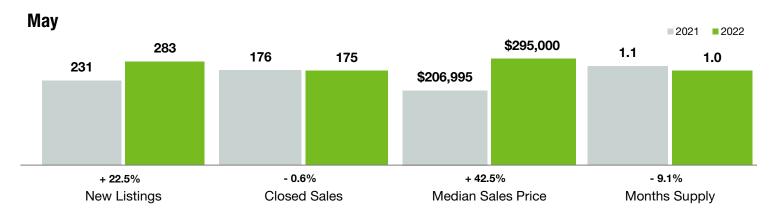




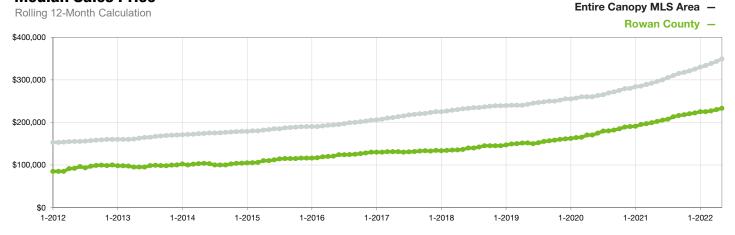
# **Rowan County**

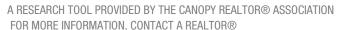
|  |           | May       |                |             | Year to Date |                |  |
|--|-----------|-----------|----------------|-------------|--------------|----------------|--|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021 | Thru 5-2022  | Percent Change |  |
| New Listings                             | 231       | 283       | + 22.5%        | 988         | 1,063        | + 7.6%         |  |
| Pending Sales                            | 219       | 235       | + 7.3%         | 928         | 927          | - 0.1%         |  |
| Closed Sales                             | 176       | 175       | - 0.6%         | 864         | 877          | + 1.5%         |  |
| Median Sales Price*                      | \$206,995 | \$295,000 | + 42.5%        | \$212,000   | \$246,750    | + 16.4%        |  |
| Average Sales Price*                     | \$233,597 | \$314,317 | + 34.6%        | \$233,200   | \$282,398    | + 21.1%        |  |
| Percent of Original List Price Received* | 100.3%    | 101.3%    | + 1.0%         | 99.0%       | 99.8%        | + 0.8%         |  |
| List to Close                            | 73        | 63        | - 13.7%        | 82          | 73           | - 11.0%        |  |
| Days on Market Until Sale                | 19        | 18        | - 5.3%         | 23          | 20           | - 13.0%        |  |
| Cumulative Days on Market Until Sale     | 19        | 21        | + 10.5%        | 25          | 23           | - 8.0%         |  |
| Average List Price                       | \$255,169 | \$308,599 | + 20.9%        | \$244,325   | \$296,079    | + 21.2%        |  |
| Inventory of Homes for Sale              | 200       | 201       | + 0.5%         |             |              |                |  |
| Months Supply of Inventory               | 1.1       | 1.0       | - 9.1%         |             |              |                |  |

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







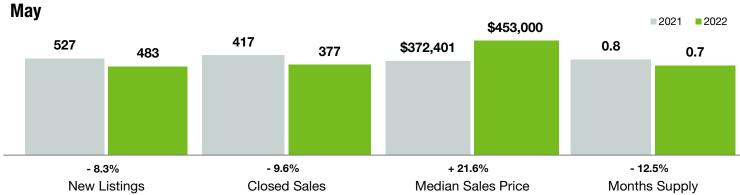


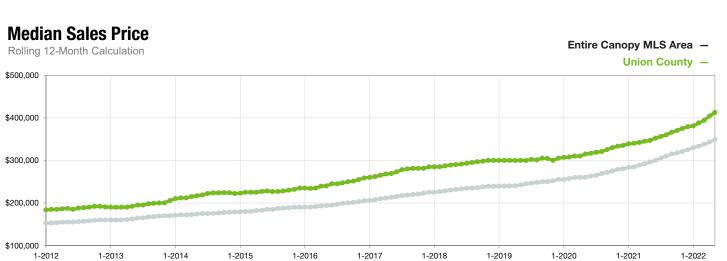


# **Union County**

|  | May       |           |                | Year to Date |             |                |  |
|--|-----------|-----------|----------------|--------------|-------------|----------------|--|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |  |
| New Listings                             | 527       | 483       | - 8.3%         | 2,380        | 2,218       | - 6.8%         |  |
| Pending Sales                            | 496       | 437       | - 11.9%        | 2,238        | 1,986       | - 11.3%        |  |
| Closed Sales                             | 417       | 377       | - 9.6%         | 1,802        | 1,720       | - 4.6%         |  |
| Median Sales Price*                      | \$372,401 | \$453,000 | + 21.6%        | \$357,250    | \$439,900   | + 23.1%        |  |
| Average Sales Price*                     | \$450,465 | \$546,014 | + 21.2%        | \$423,788    | \$523,037   | + 23.4%        |  |
| Percent of Original List Price Received* | 102.6%    | 103.1%    | + 0.5%         | 101.2%       | 102.6%      | + 1.4%         |  |
| List to Close                            | 68        | 66        | - 2.9%         | 76           | 77          | + 1.3%         |  |
| Days on Market Until Sale                | 13        | 12        | - 7.7%         | 20           | 17          | - 15.0%        |  |
| Cumulative Days on Market Until Sale     | 16        | 14        | - 12.5%        | 23           | 19          | - 17.4%        |  |
| Average List Price                       | \$468,250 | \$599,407 | + 28.0%        | \$451,970    | \$566,969   | + 25.4%        |  |
| Inventory of Homes for Sale              | 348       | 305       | - 12.4%        |              |             |                |  |
| Months Supply of Inventory               | 0.8       | 0.7       | - 12.5%        |              |             |                |  |

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





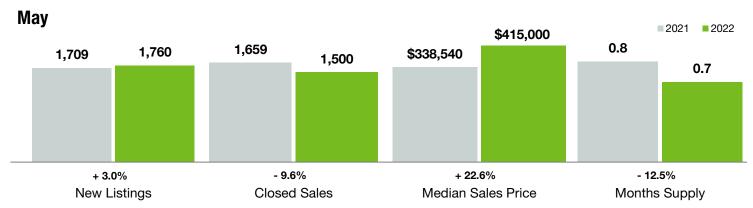


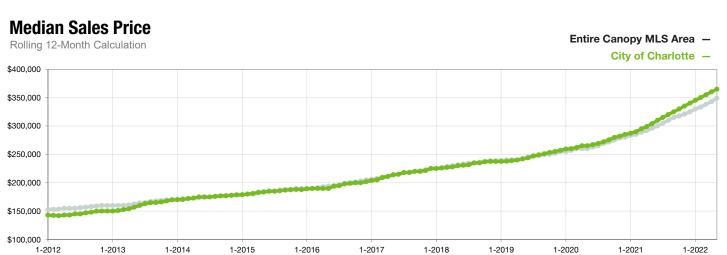


## **City of Charlotte**

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 1,709     | 1,760     | + 3.0%         | 8,461        | 7,743       | - 8.5%         |
| Pending Sales                            | 1,661     | 1,553     | - 6.5%         | 8,130        | 7,191       | - 11.5%        |
| Closed Sales                             | 1,659     | 1,500     | - 9.6%         | 7,171        | 6,770       | - 5.6%         |
| Median Sales Price*                      | \$338,540 | \$415,000 | + 22.6%        | \$320,875    | \$390,000   | + 21.5%        |
| Average Sales Price*                     | \$448,407 | \$519,749 | + 15.9%        | \$417,572    | \$482,928   | + 15.7%        |
| Percent of Original List Price Received* | 102.0%    | 104.0%    | + 2.0%         | 100.6%       | 102.9%      | + 2.3%         |
| List to Close                            | 69        | 64        | - 7.2%         | 77           | 73          | - 5.2%         |
| Days on Market Until Sale                | 17        | 12        | - 29.4%        | 23           | 17          | - 26.1%        |
| Cumulative Days on Market Until Sale     | 19        | 11        | - 42.1%        | 26           | 17          | - 34.6%        |
| Average List Price                       | \$456,021 | \$544,851 | + 19.5%        | \$450,446    | \$514,653   | + 14.3%        |
| Inventory of Homes for Sale              | 1,313     | 988       | - 24.8%        |              |             |                |
| Months Supply of Inventory               | 0.8       | 0.7       | - 12.5%        |              |             |                |

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





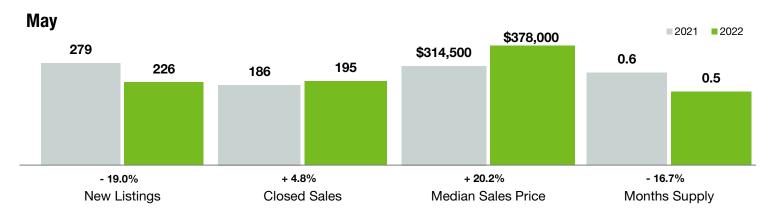


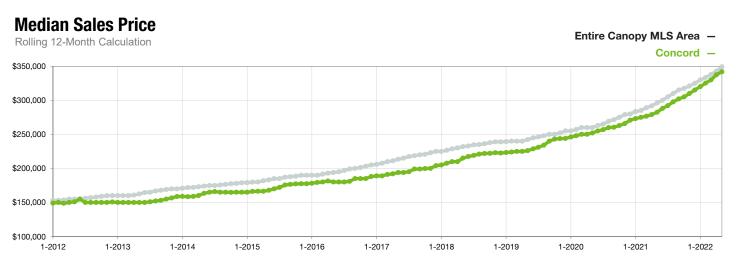


## **Concord**

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 279       | 226       | - 19.0%        | 1,066        | 991         | - 7.0%         |
| Pending Sales                            | 254       | 227       | - 10.6%        | 1,012        | 960         | - 5.1%         |
| Closed Sales                             | 186       | 195       | + 4.8%         | 903          | 932         | + 3.2%         |
| Median Sales Price*                      | \$314,500 | \$378,000 | + 20.2%        | \$290,000    | \$361,151   | + 24.5%        |
| Average Sales Price*                     | \$340,898 | \$411,711 | + 20.8%        | \$316,674    | \$388,848   | + 22.8%        |
| Percent of Original List Price Received* | 102.5%    | 103.8%    | + 1.3%         | 100.8%       | 102.7%      | + 1.9%         |
| List to Close                            | 51        | 60        | + 17.6%        | 67           | 68          | + 1.5%         |
| Days on Market Until Sale                | 13        | 8         | - 38.5%        | 19           | 14          | - 26.3%        |
| Cumulative Days on Market Until Sale     | 16        | 9         | - 43.8%        | 19           | 14          | - 26.3%        |
| Average List Price                       | \$339,533 | \$407,566 | + 20.0%        | \$328,658    | \$391,003   | + 19.0%        |
| Inventory of Homes for Sale              | 124       | 100       | - 19.4%        |              |             |                |
| Months Supply of Inventory               | 0.6       | 0.5       | - 16.7%        |              |             |                |

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





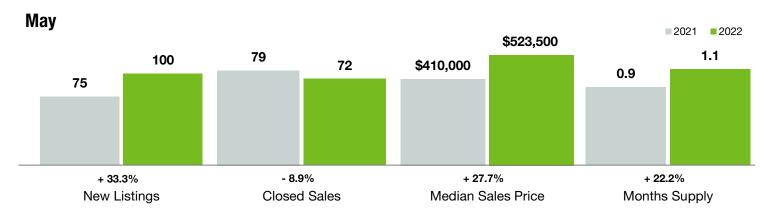


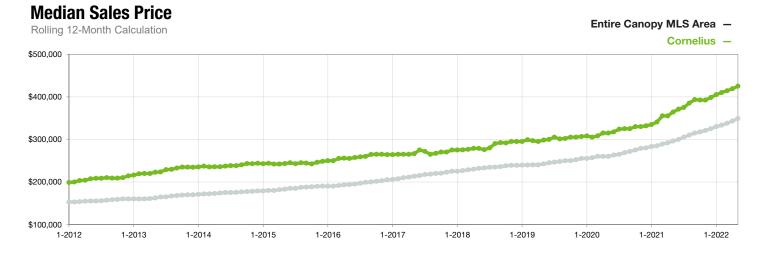


## **Cornelius**

|  |           | May       |                |             | Year to Date |                |  |
|--|-----------|-----------|----------------|-------------|--------------|----------------|--|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021 | Thru 5-2022  | Percent Change |  |
| New Listings                             | 75        | 100       | + 33.3%        | 395         | 374          | - 5.3%         |  |
| Pending Sales                            | 69        | 77        | + 11.6%        | 371         | 318          | - 14.3%        |  |
| Closed Sales                             | 79        | 72        | - 8.9%         | 356         | 268          | - 24.7%        |  |
| Median Sales Price*                      | \$410,000 | \$523,500 | + 27.7%        | \$385,000   | \$470,000    | + 22.1%        |  |
| Average Sales Price*                     | \$818,672 | \$649,479 | - 20.7%        | \$632,973   | \$646,149    | + 2.1%         |  |
| Percent of Original List Price Received* | 100.5%    | 104.2%    | + 3.7%         | 100.1%      | 102.9%       | + 2.8%         |  |
| List to Close                            | 53        | 53        | 0.0%           | 71          | 53           | - 25.4%        |  |
| Days on Market Until Sale                | 14        | 20        | + 42.9%        | 25          | 15           | - 40.0%        |  |
| Cumulative Days on Market Until Sale     | 26        | 13        | - 50.0%        | 32          | 14           | - 56.3%        |  |
| Average List Price                       | \$536,028 | \$969,451 | + 80.9%        | \$648,784   | \$801,874    | + 23.6%        |  |
| Inventory of Homes for Sale              | 69        | 69        | 0.0%           |             |              |                |  |
| Months Supply of Inventory               | 0.9       | 1.1       | + 22.2%        |             |              |                |  |

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







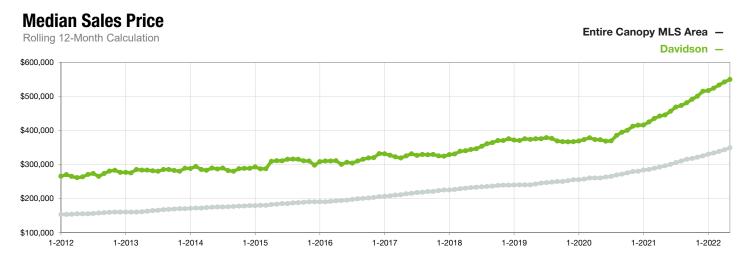


## **Davidson**

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 65        | 56        | - 13.8%        | 261          | 230         | - 11.9%        |
| Pending Sales                            | 63        | 43        | - 31.7%        | 245          | 206         | - 15.9%        |
| Closed Sales                             | 39        | 50        | + 28.2%        | 228          | 193         | - 15.4%        |
| Median Sales Price*                      | \$524,510 | \$598,750 | + 14.2%        | \$483,957    | \$580,000   | + 19.8%        |
| Average Sales Price*                     | \$530,482 | \$742,896 | + 40.0%        | \$555,119    | \$662,290   | + 19.3%        |
| Percent of Original List Price Received* | 101.4%    | 103.8%    | + 2.4%         | 100.3%       | 101.7%      | + 1.4%         |
| List to Close                            | 94        | 53        | - 43.6%        | 103          | 89          | - 13.6%        |
| Days on Market Until Sale                | 33        | 11        | - 66.7%        | 43           | 39          | - 9.3%         |
| Cumulative Days on Market Until Sale     | 50        | 11        | - 78.0%        | 41           | 24          | - 41.5%        |
| Average List Price                       | \$606,266 | \$937,030 | + 54.6%        | \$594,489    | \$800,783   | + 34.7%        |
| Inventory of Homes for Sale              | 50        | 36        | - 28.0%        |              |             |                |
| Months Supply of Inventory               | 0.9       | 0.9       | 0.0%           |              |             |                |

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





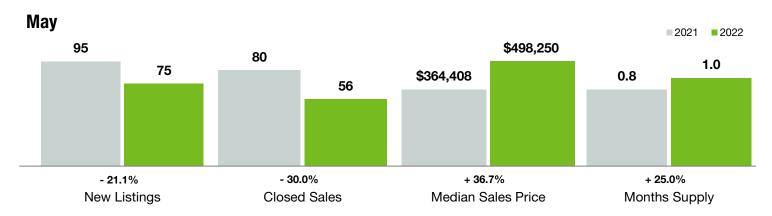


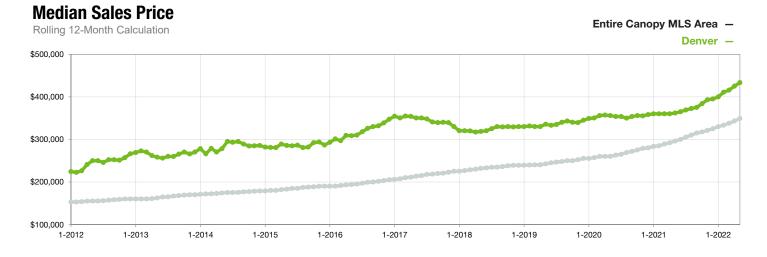


#### **Denver**

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 95        | 75        | - 21.1%        | 448          | 335         | - 25.2%        |
| Pending Sales                            | 92        | 56        | - 39.1%        | 449          | 289         | - 35.6%        |
| Closed Sales                             | 80        | 56        | - 30.0%        | 363          | 302         | - 16.8%        |
| Median Sales Price*                      | \$364,408 | \$498,250 | + 36.7%        | \$365,000    | \$475,000   | + 30.1%        |
| Average Sales Price*                     | \$438,158 | \$607,828 | + 38.7%        | \$464,561    | \$574,884   | + 23.7%        |
| Percent of Original List Price Received* | 100.6%    | 102.7%    | + 2.1%         | 99.8%        | 101.2%      | + 1.4%         |
| List to Close                            | 76        | 86        | + 13.2%        | 98           | 94          | - 4.1%         |
| Days on Market Until Sale                | 25        | 26        | + 4.0%         | 41           | 25          | - 39.0%        |
| Cumulative Days on Market Until Sale     | 29        | 11        | - 62.1%        | 43           | 17          | - 60.5%        |
| Average List Price                       | \$494,043 | \$620,987 | + 25.7%        | \$496,983    | \$617,919   | + 24.3%        |
| Inventory of Homes for Sale              | 77        | 65        | - 15.6%        |              |             |                |
| Months Supply of Inventory               | 0.8       | 1.0       | + 25.0%        |              |             |                |

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





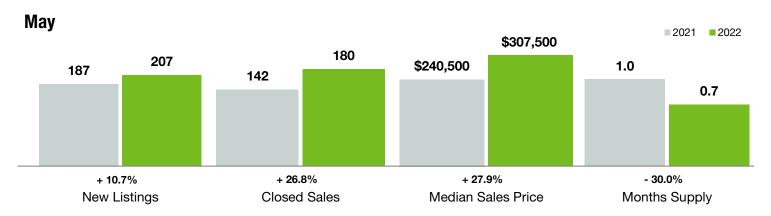


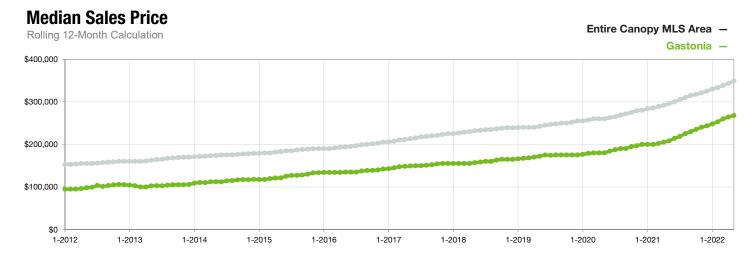


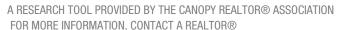
## **Gastonia**

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 187       | 207       | + 10.7%        | 763          | 882         | + 15.6%        |
| Pending Sales                            | 156       | 203       | + 30.1%        | 704          | 829         | + 17.8%        |
| Closed Sales                             | 142       | 180       | + 26.8%        | 665          | 774         | + 16.4%        |
| Median Sales Price*                      | \$240,500 | \$307,500 | + 27.9%        | \$220,000    | \$283,950   | + 29.1%        |
| Average Sales Price*                     | \$244,371 | \$311,137 | + 27.3%        | \$227,699    | \$292,285   | + 28.4%        |
| Percent of Original List Price Received* | 102.3%    | 102.9%    | + 0.6%         | 99.8%        | 101.0%      | + 1.2%         |
| List to Close                            | 80        | 68        | - 15.0%        | 78           | 75          | - 3.8%         |
| Days on Market Until Sale                | 17        | 14        | - 17.6%        | 24           | 19          | - 20.8%        |
| Cumulative Days on Market Until Sale     | 18        | 13        | - 27.8%        | 24           | 18          | - 25.0%        |
| Average List Price                       | \$250,618 | \$311,521 | + 24.3%        | \$234,886    | \$295,060   | + 25.6%        |
| Inventory of Homes for Sale              | 141       | 116       | - 17.7%        |              |             |                |
| Months Supply of Inventory               | 1.0       | 0.7       | - 30.0%        |              |             |                |

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





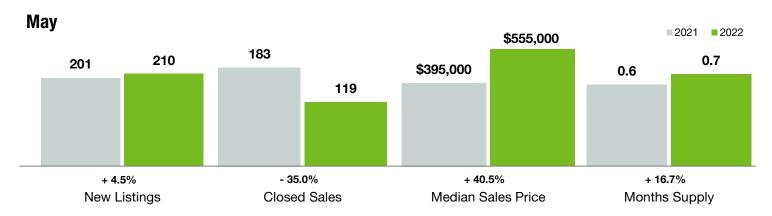


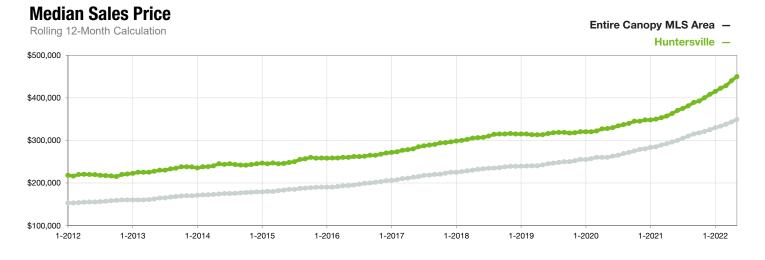


## **Huntersville**

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 201       | 210       | + 4.5%         | 801          | 753         | - 6.0%         |
| Pending Sales                            | 185       | 174       | - 5.9%         | 773          | 689         | - 10.9%        |
| Closed Sales                             | 183       | 119       | - 35.0%        | 708          | 614         | - 13.3%        |
| Median Sales Price*                      | \$395,000 | \$555,000 | + 40.5%        | \$383,330    | \$490,000   | + 27.8%        |
| Average Sales Price*                     | \$449,835 | \$577,257 | + 28.3%        | \$418,873    | \$526,338   | + 25.7%        |
| Percent of Original List Price Received* | 102.3%    | 104.8%    | + 2.4%         | 101.4%       | 103.7%      | + 2.3%         |
| List to Close                            | 81        | 74        | - 8.6%         | 86           | 91          | + 5.8%         |
| Days on Market Until Sale                | 20        | 14        | - 30.0%        | 24           | 21          | - 12.5%        |
| Cumulative Days on Market Until Sale     | 15        | 5         | - 66.7%        | 21           | 20          | - 4.8%         |
| Average List Price                       | \$445,888 | \$571,797 | + 28.2%        | \$439,033    | \$558,426   | + 27.2%        |
| Inventory of Homes for Sale              | 100       | 99        | - 1.0%         |              |             |                |
| Months Supply of Inventory               | 0.6       | 0.7       | + 16.7%        |              |             |                |

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





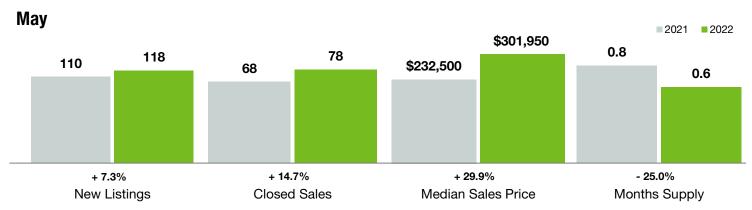


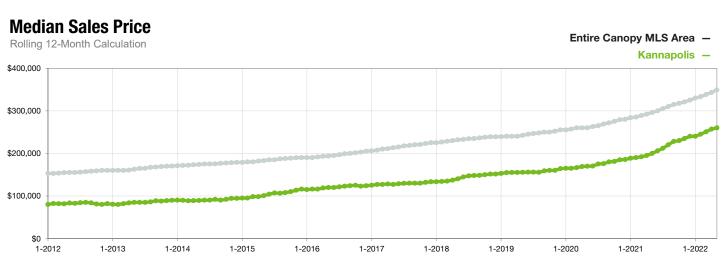


## **Kannapolis**

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 110       | 118       | + 7.3%         | 437          | 485         | + 11.0%        |
| Pending Sales                            | 85        | 114       | + 34.1%        | 406          | 445         | + 9.6%         |
| Closed Sales                             | 68        | 78        | + 14.7%        | 372          | 407         | + 9.4%         |
| Median Sales Price*                      | \$232,500 | \$301,950 | + 29.9%        | \$215,500    | \$281,500   | + 30.6%        |
| Average Sales Price*                     | \$243,359 | \$312,785 | + 28.5%        | \$229,812    | \$287,951   | + 25.3%        |
| Percent of Original List Price Received* | 100.3%    | 101.7%    | + 1.4%         | 98.4%        | 101.1%      | + 2.7%         |
| List to Close                            | 64        | 51        | - 20.3%        | 63           | 57          | - 9.5%         |
| Days on Market Until Sale                | 8         | 10        | + 25.0%        | 15           | 16          | + 6.7%         |
| Cumulative Days on Market Until Sale     | 8         | 11        | + 37.5%        | 17           | 15          | - 11.8%        |
| Average List Price                       | \$257,848 | \$300,838 | + 16.7%        | \$235,899    | \$300,418   | + 27.4%        |
| Inventory of Homes for Sale              | 69        | 60        | - 13.0%        |              |             |                |
| Months Supply of Inventory               | 0.8       | 0.6       | - 25.0%        |              |             |                |

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





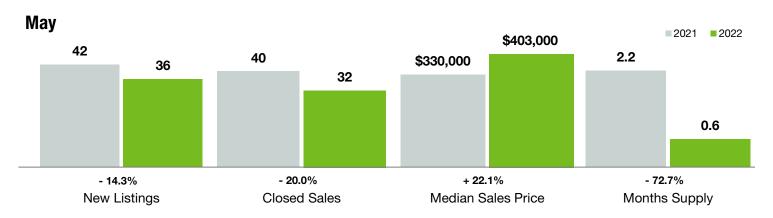


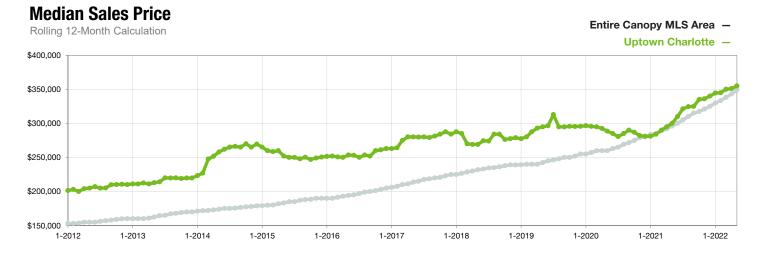


# **Uptown Charlotte**

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 42        | 36        | - 14.3%        | 222          | 194         | - 12.6%        |
| Pending Sales                            | 45        | 43        | - 4.4%         | 216          | 190         | - 12.0%        |
| Closed Sales                             | 40        | 32        | - 20.0%        | 187          | 171         | - 8.6%         |
| Median Sales Price*                      | \$330,000 | \$403,000 | + 22.1%        | \$329,500    | \$375,000   | + 13.8%        |
| Average Sales Price*                     | \$383,694 | \$511,505 | + 33.3%        | \$371,289    | \$447,419   | + 20.5%        |
| Percent of Original List Price Received* | 98.1%     | 100.6%    | + 2.5%         | 97.0%        | 100.3%      | + 3.4%         |
| List to Close                            | 66        | 48        | - 27.3%        | 91           | 66          | - 27.5%        |
| Days on Market Until Sale                | 33        | 11        | - 66.7%        | 49           | 28          | - 42.9%        |
| Cumulative Days on Market Until Sale     | 40        | 15        | - 62.5%        | 58           | 31          | - 46.6%        |
| Average List Price                       | \$432,593 | \$416,003 | - 3.8%         | \$411,890    | \$445,765   | + 8.2%         |
| Inventory of Homes for Sale              | 78        | 24        | - 69.2%        |              |             |                |
| Months Supply of Inventory               | 2.2       | 0.6       | - 72.7%        |              |             |                |

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





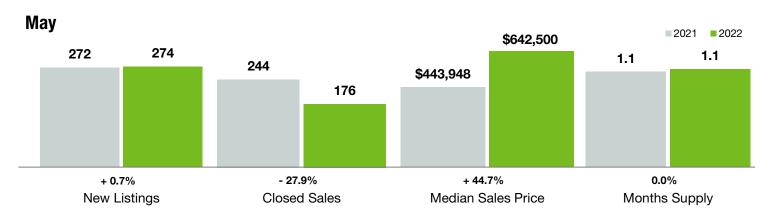


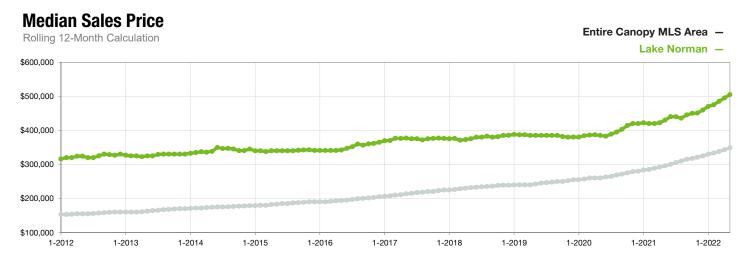


## **Lake Norman**

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 272       | 274       | + 0.7%         | 1,320        | 1,053       | - 20.2%        |
| Pending Sales                            | 253       | 208       | - 17.8%        | 1,240        | 917         | - 26.0%        |
| Closed Sales                             | 244       | 176       | - 27.9%        | 1,118        | 873         | - 21.9%        |
| Median Sales Price*                      | \$443,948 | \$642,500 | + 44.7%        | \$410,000    | \$539,000   | + 31.5%        |
| Average Sales Price*                     | \$702,786 | \$815,073 | + 16.0%        | \$611,502    | \$737,073   | + 20.5%        |
| Percent of Original List Price Received* | 100.9%    | 102.6%    | + 1.7%         | 100.0%       | 101.0%      | + 1.0%         |
| List to Close                            | 68        | 52        | - 23.5%        | 87           | 78          | - 10.3%        |
| Days on Market Until Sale                | 19        | 14        | - 26.3%        | 32           | 22          | - 31.3%        |
| Cumulative Days on Market Until Sale     | 25        | 13        | - 48.0%        | 37           | 23          | - 37.8%        |
| Average List Price                       | \$734,829 | \$921,305 | + 25.4%        | \$708,578    | \$857,319   | + 21.0%        |
| Inventory of Homes for Sale              | 270       | 214       | - 20.7%        |              |             |                |
| Months Supply of Inventory               | 1.1       | 1.1       | 0.0%           |              |             |                |

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





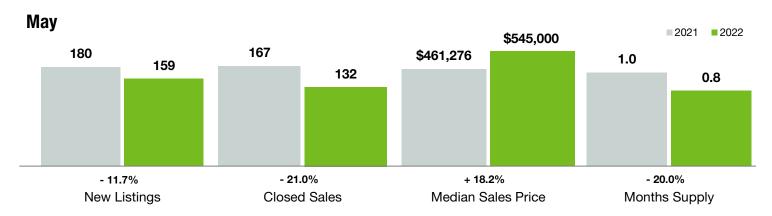


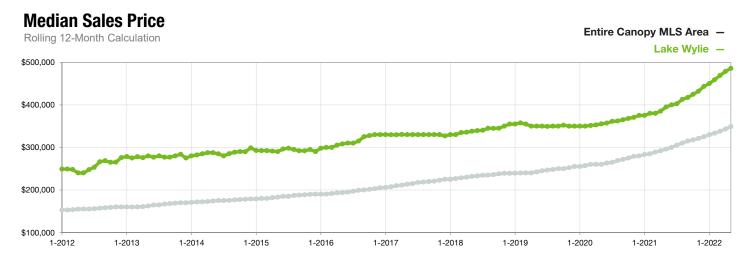


## **Lake Wylie**

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 180       | 159       | - 11.7%        | 884          | 642         | - 27.4%        |
| Pending Sales                            | 157       | 123       | - 21.7%        | 845          | 598         | - 29.2%        |
| Closed Sales                             | 167       | 132       | - 21.0%        | 662          | 585         | - 11.6%        |
| Median Sales Price*                      | \$461,276 | \$545,000 | + 18.2%        | \$402,223    | \$520,000   | + 29.3%        |
| Average Sales Price*                     | \$518,369 | \$600,717 | + 15.9%        | \$461,725    | \$568,280   | + 23.1%        |
| Percent of Original List Price Received* | 101.6%    | 102.4%    | + 0.8%         | 101.1%       | 101.9%      | + 0.8%         |
| List to Close                            | 87        | 109       | + 25.3%        | 101          | 110         | + 8.9%         |
| Days on Market Until Sale                | 19        | 19        | 0.0%           | 27           | 22          | - 18.5%        |
| Cumulative Days on Market Until Sale     | 22        | 17        | - 22.7%        | 30           | 20          | - 33.3%        |
| Average List Price                       | \$567,897 | \$674,267 | + 18.7%        | \$526,970    | \$632,086   | + 19.9%        |
| Inventory of Homes for Sale              | 164       | 109       | - 33.5%        |              |             |                |
| Months Supply of Inventory               | 1.0       | 8.0       | - 20.0%        |              |             |                |

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







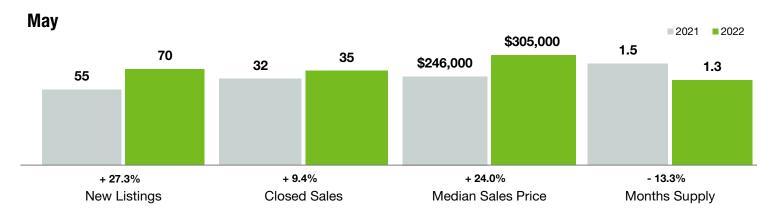


Entire Canopy MLS Area -

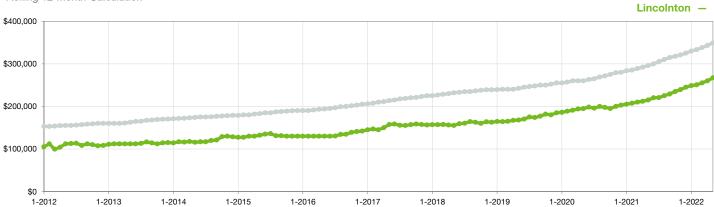
## Lincolnton

|  |           | May       |                |             | Year to Date |                |  |
|--|-----------|-----------|----------------|-------------|--------------|----------------|--|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021 | Thru 5-2022  | Percent Change |  |
| New Listings                             | 55        | 70        | + 27.3%        | 219         | 255          | + 16.4%        |  |
| Pending Sales                            | 46        | 38        | - 17.4%        | 215         | 232          | + 7.9%         |  |
| Closed Sales                             | 32        | 35        | + 9.4%         | 171         | 192          | + 12.3%        |  |
| Median Sales Price*                      | \$246,000 | \$305,000 | + 24.0%        | \$220,000   | \$279,250    | + 26.9%        |  |
| Average Sales Price*                     | \$255,184 | \$305,958 | + 19.9%        | \$237,056   | \$300,367    | + 26.7%        |  |
| Percent of Original List Price Received* | 103.1%    | 100.5%    | - 2.5%         | 99.1%       | 99.0%        | - 0.1%         |  |
| List to Close                            | 82        | 72        | - 12.2%        | 74          | 79           | + 6.8%         |  |
| Days on Market Until Sale                | 22        | 26        | + 18.2%        | 25          | 29           | + 16.0%        |  |
| Cumulative Days on Market Until Sale     | 21        | 37        | + 76.2%        | 28          | 34           | + 21.4%        |  |
| Average List Price                       | \$308,974 | \$241,362 | - 21.9%        | \$265,094   | \$306,893    | + 15.8%        |  |
| Inventory of Homes for Sale              | 59        | 60        | + 1.7%         |             |              |                |  |
| Months Supply of Inventory               | 1.5       | 1.3       | - 13.3%        |             |              |                |  |

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











### **Matthews**

North Carolina

1-2013

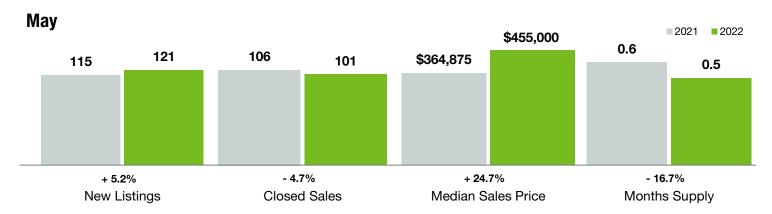
1-2014

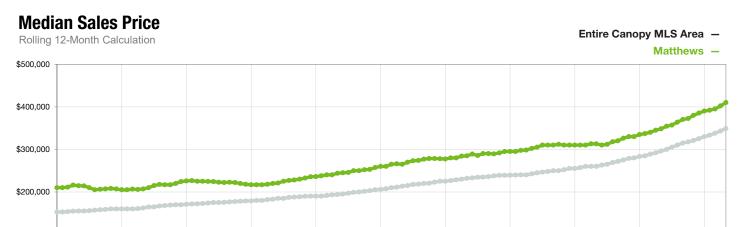
1-2015

1-2016

|  |           | May       |                |             | Year to Date |                |  |
|--|-----------|-----------|----------------|-------------|--------------|----------------|--|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021 | Thru 5-2022  | Percent Change |  |
| New Listings                             | 115       | 121       | + 5.2%         | 572         | 500          | - 12.6%        |  |
| Pending Sales                            | 109       | 123       | + 12.8%        | 536         | 474          | - 11.6%        |  |
| Closed Sales                             | 106       | 101       | - 4.7%         | 503         | 427          | - 15.1%        |  |
| Median Sales Price*                      | \$364,875 | \$455,000 | + 24.7%        | \$358,750   | \$440,500    | + 22.8%        |  |
| Average Sales Price*                     | \$433,936 | \$512,416 | + 18.1%        | \$417,546   | \$512,895    | + 22.8%        |  |
| Percent of Original List Price Received* | 104.0%    | 105.7%    | + 1.6%         | 102.2%      | 104.0%       | + 1.8%         |  |
| List to Close                            | 51        | 58        | + 13.7%        | 72          | 67           | - 6.9%         |  |
| Days on Market Until Sale                | 8         | 9         | + 12.5%        | 18          | 14           | - 22.2%        |  |
| Cumulative Days on Market Until Sale     | 8         | 7         | - 12.5%        | 17          | 12           | - 29.4%        |  |
| Average List Price                       | \$438,356 | \$570,371 | + 30.1%        | \$416,593   | \$524,750    | + 26.0%        |  |
| Inventory of Homes for Sale              | 64        | 52        | - 18.8%        |             |              |                |  |
| Months Supply of Inventory               | 0.6       | 0.5       | - 16.7%        |             |              |                |  |

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





1-2017

1-2019

1-2020

1-2021

1-2022

1-2018

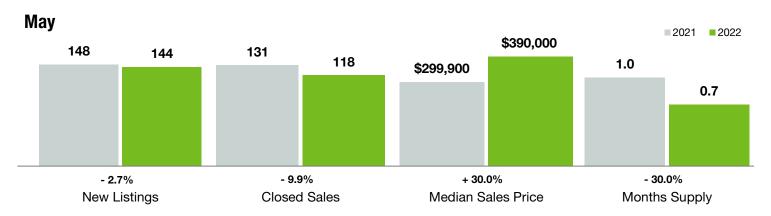


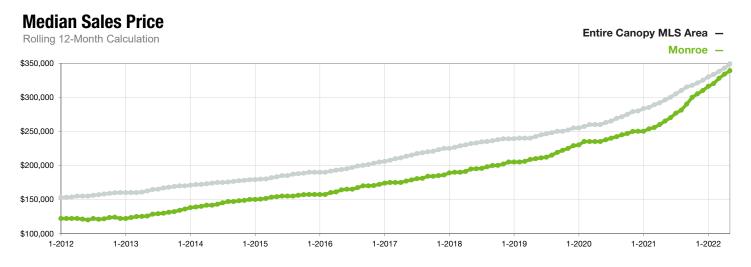


### **Monroe**

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 148       | 144       | - 2.7%         | 751          | 732         | - 2.5%         |
| Pending Sales                            | 135       | 142       | + 5.2%         | 686          | 662         | - 3.5%         |
| Closed Sales                             | 131       | 118       | - 9.9%         | 520          | 578         | + 11.2%        |
| Median Sales Price*                      | \$299,900 | \$390,000 | + 30.0%        | \$283,098    | \$376,005   | + 32.8%        |
| Average Sales Price*                     | \$331,993 | \$377,236 | + 13.6%        | \$298,873    | \$380,281   | + 27.2%        |
| Percent of Original List Price Received* | 100.9%    | 101.0%    | + 0.1%         | 100.5%       | 101.5%      | + 1.0%         |
| List to Close                            | 78        | 66        | - 15.4%        | 76           | 73          | - 3.9%         |
| Days on Market Until Sale                | 21        | 12        | - 42.9%        | 20           | 17          | - 15.0%        |
| Cumulative Days on Market Until Sale     | 27        | 16        | - 40.7%        | 23           | 20          | - 13.0%        |
| Average List Price                       | \$308,853 | \$426,927 | + 38.2%        | \$316,883    | \$400,900   | + 26.5%        |
| Inventory of Homes for Sale              | 121       | 93        | - 23.1%        |              |             |                |
| Months Supply of Inventory               | 1.0       | 0.7       | - 30.0%        |              |             |                |

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





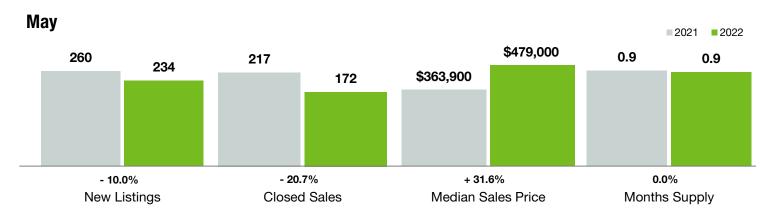


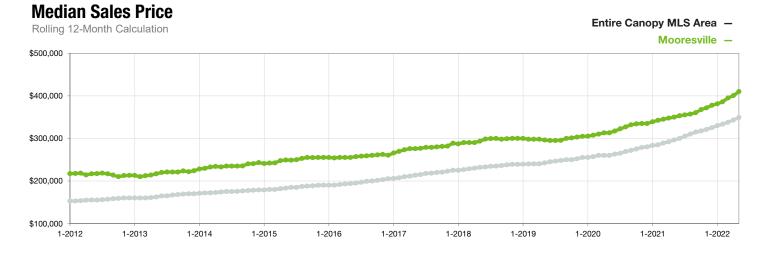


## Mooresville

|  |           | May       |                |             | Year to Date |                |  |
|--|-----------|-----------|----------------|-------------|--------------|----------------|--|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021 | Thru 5-2022  | Percent Change |  |
| New Listings                             | 260       | 234       | - 10.0%        | 1,146       | 957          | - 16.5%        |  |
| Pending Sales                            | 235       | 202       | - 14.0%        | 1,113       | 843          | - 24.3%        |  |
| Closed Sales                             | 217       | 172       | - 20.7%        | 1,012       | 738          | - 27.1%        |  |
| Median Sales Price*                      | \$363,900 | \$479,000 | + 31.6%        | \$355,000   | \$449,950    | + 26.7%        |  |
| Average Sales Price*                     | \$489,389 | \$657,961 | + 34.4%        | \$450,901   | \$586,998    | + 30.2%        |  |
| Percent of Original List Price Received* | 102.0%    | 102.8%    | + 0.8%         | 100.8%      | 101.3%       | + 0.5%         |  |
| List to Close                            | 67        | 47        | - 29.9%        | 84          | 67           | - 20.2%        |  |
| Days on Market Until Sale                | 15        | 11        | - 26.7%        | 28          | 20           | - 28.6%        |  |
| Cumulative Days on Market Until Sale     | 15        | 11        | - 26.7%        | 28          | 20           | - 28.6%        |  |
| Average List Price                       | \$560,690 | \$689,987 | + 23.1%        | \$537,844   | \$637,469    | + 18.5%        |  |
| Inventory of Homes for Sale              | 200       | 156       | - 22.0%        |             |              |                |  |
| Months Supply of Inventory               | 0.9       | 0.9       | 0.0%           |             |              |                |  |

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





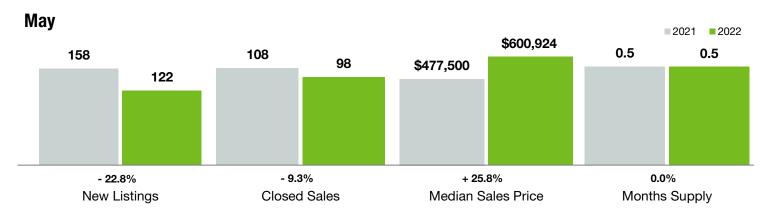


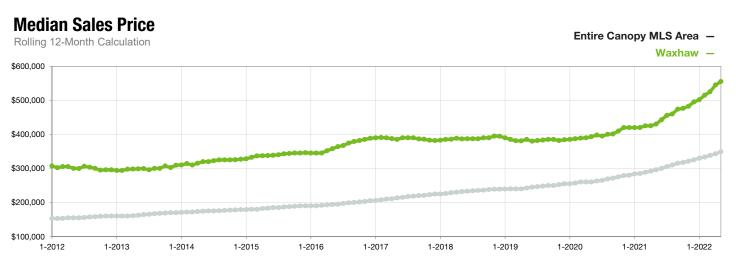


### Waxhaw

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 158       | 122       | - 22.8%        | 664          | 513         | - 22.7%        |
| Pending Sales                            | 157       | 105       | - 33.1%        | 659          | 478         | - 27.5%        |
| Closed Sales                             | 108       | 98        | - 9.3%         | 531          | 438         | - 17.5%        |
| Median Sales Price*                      | \$477,500 | \$600,924 | + 25.8%        | \$432,228    | \$580,000   | + 34.2%        |
| Average Sales Price*                     | \$559,776 | \$725,785 | + 29.7%        | \$525,542    | \$685,583   | + 30.5%        |
| Percent of Original List Price Received* | 103.5%    | 104.0%    | + 0.5%         | 101.6%       | 103.7%      | + 2.1%         |
| List to Close                            | 73        | 60        | - 17.8%        | 85           | 70          | - 17.6%        |
| Days on Market Until Sale                | 7         | 10        | + 42.9%        | 22           | 16          | - 27.3%        |
| Cumulative Days on Market Until Sale     | 11        | 10        | - 9.1%         | 26           | 13          | - 50.0%        |
| Average List Price                       | \$602,766 | \$844,760 | + 40.1%        | \$571,521    | \$765,743   | + 34.0%        |
| Inventory of Homes for Sale              | 75        | 52        | - 30.7%        |              |             |                |
| Months Supply of Inventory               | 0.5       | 0.5       | 0.0%           |              |             |                |

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







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

## **Salisbury**

1-2013

1-2014

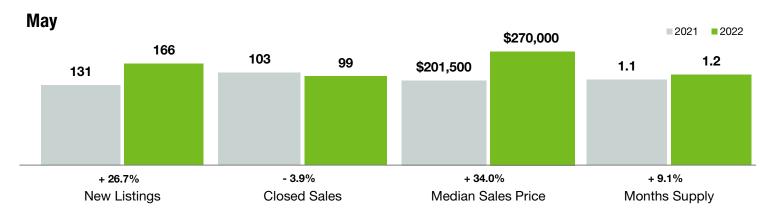
1-2015

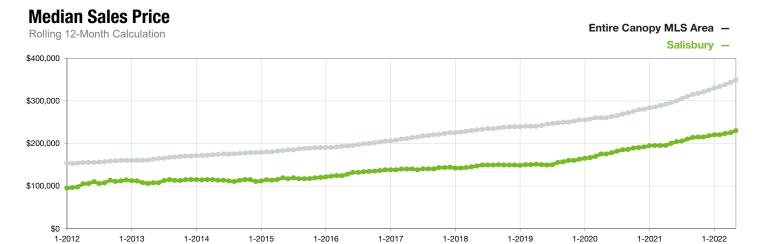
1-2016

North Carolina

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 131       | 166       | + 26.7%        | 571          | 594         | + 4.0%         |
| Pending Sales                            | 132       | 129       | - 2.3%         | 539          | 501         | - 7.1%         |
| Closed Sales                             | 103       | 99        | - 3.9%         | 468          | 474         | + 1.3%         |
| Median Sales Price*                      | \$201,500 | \$270,000 | + 34.0%        | \$207,000    | \$240,000   | + 15.9%        |
| Average Sales Price*                     | \$232,012 | \$304,359 | + 31.2%        | \$231,591    | \$278,545   | + 20.3%        |
| Percent of Original List Price Received* | 99.9%     | 101.2%    | + 1.3%         | 98.5%        | 100.4%      | + 1.9%         |
| List to Close                            | 79        | 58        | - 26.6%        | 82           | 77          | - 6.1%         |
| Days on Market Until Sale                | 23        | 11        | - 52.2%        | 24           | 19          | - 20.8%        |
| Cumulative Days on Market Until Sale     | 23        | 12        | - 47.8%        | 24           | 22          | - 8.3%         |
| Average List Price                       | \$254,597 | \$289,138 | + 13.6%        | \$248,422    | \$279,499   | + 12.5%        |
| Inventory of Homes for Sale              | 112       | 123       | + 9.8%         |              |             |                |
| Months Supply of Inventory               | 1.1       | 1.2       | + 9.1%         |              |             |                |

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





1-2017

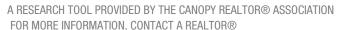
1-2019

1-2020

1-2021

1-2022

1-2018

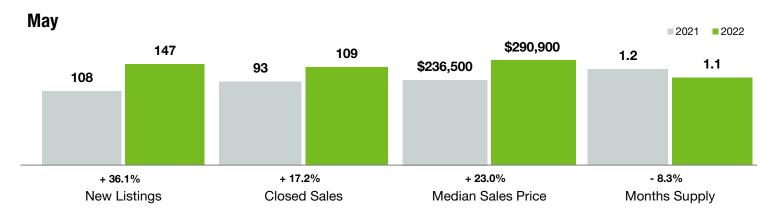


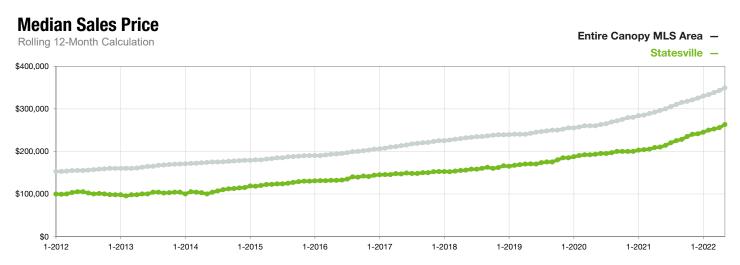


## **Statesville**

|  |           | May       |                |             | Year to Date |                |  |
|--|-----------|-----------|----------------|-------------|--------------|----------------|--|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021 | Thru 5-2022  | Percent Change |  |
| New Listings                             | 108       | 147       | + 36.1%        | 479         | 584          | + 21.9%        |  |
| Pending Sales                            | 85        | 123       | + 44.7%        | 460         | 522          | + 13.5%        |  |
| Closed Sales                             | 93        | 109       | + 17.2%        | 444         | 484          | + 9.0%         |  |
| Median Sales Price*                      | \$236,500 | \$290,900 | + 23.0%        | \$215,000   | \$272,000    | + 26.5%        |  |
| Average Sales Price*                     | \$239,359 | \$302,516 | + 26.4%        | \$236,364   | \$296,450    | + 25.4%        |  |
| Percent of Original List Price Received* | 101.8%    | 98.2%     | - 3.5%         | 99.3%       | 99.7%        | + 0.4%         |  |
| List to Close                            | 56        | 68        | + 21.4%        | 72          | 64           | - 11.1%        |  |
| Days on Market Until Sale                | 13        | 23        | + 76.9%        | 24          | 22           | - 8.3%         |  |
| Cumulative Days on Market Until Sale     | 14        | 22        | + 57.1%        | 24          | 22           | - 8.3%         |  |
| Average List Price                       | \$284,797 | \$335,024 | + 17.6%        | \$254,953   | \$304,683    | + 19.5%        |  |
| Inventory of Homes for Sale              | 115       | 119       | + 3.5%         |             |              |                |  |
| Months Supply of Inventory               | 1.2       | 1.1       | - 8.3%         |             |              |                |  |

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





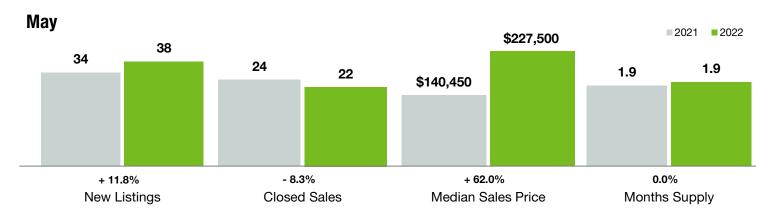


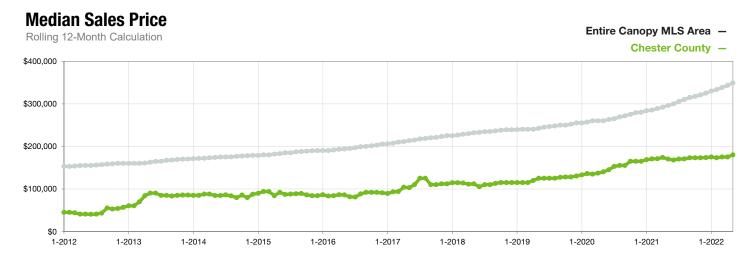


# **Chester County**

|  |           | May       |                |             | Year to Date |                |  |
|--|-----------|-----------|----------------|-------------|--------------|----------------|--|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021 | Thru 5-2022  | Percent Change |  |
| New Listings                             | 34        | 38        | + 11.8%        | 111         | 156          | + 40.5%        |  |
| Pending Sales                            | 30        | 26        | - 13.3%        | 101         | 130          | + 28.7%        |  |
| Closed Sales                             | 24        | 22        | - 8.3%         | 85          | 122          | + 43.5%        |  |
| Median Sales Price*                      | \$140,450 | \$227,500 | + 62.0%        | \$165,000   | \$193,500    | + 17.3%        |  |
| Average Sales Price*                     | \$160,250 | \$268,208 | + 67.4%        | \$170,302   | \$216,506    | + 27.1%        |  |
| Percent of Original List Price Received* | 96.1%     | 96.9%     | + 0.8%         | 96.2%       | 95.2%        | - 1.0%         |  |
| List to Close                            | 86        | 86        | 0.0%           | 95          | 83           | - 12.6%        |  |
| Days on Market Until Sale                | 43        | 36        | - 16.3%        | 35          | 37           | + 5.7%         |  |
| Cumulative Days on Market Until Sale     | 60        | 36        | - 40.0%        | 43          | 41           | - 4.7%         |  |
| Average List Price                       | \$246,857 | \$294,003 | + 19.1%        | \$191,726   | \$251,280    | + 31.1%        |  |
| Inventory of Homes for Sale              | 34        | 48        | + 41.2%        |             |              |                |  |
| Months Supply of Inventory               | 1.9       | 1.9       | 0.0%           |             |              |                |  |

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





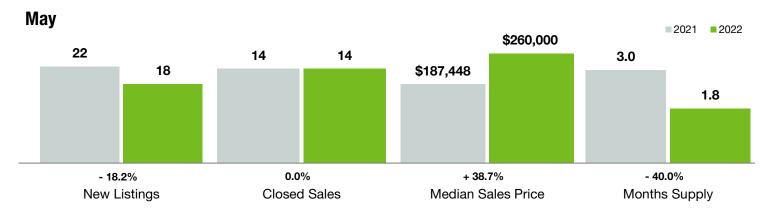


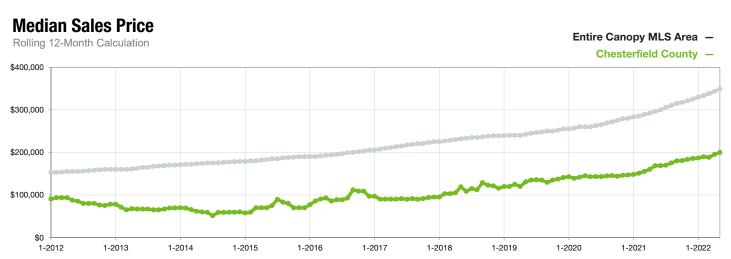


# **Chesterfield County**

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 22        | 18        | - 18.2%        | 70           | 84          | + 20.0%        |
| Pending Sales                            | 9         | 17        | + 88.9%        | 59           | 87          | + 47.5%        |
| Closed Sales                             | 14        | 14        | 0.0%           | 58           | 66          | + 13.8%        |
| Median Sales Price*                      | \$187,448 | \$260,000 | + 38.7%        | \$177,450    | \$210,000   | + 18.3%        |
| Average Sales Price*                     | \$200,203 | \$252,127 | + 25.9%        | \$196,563    | \$211,898   | + 7.8%         |
| Percent of Original List Price Received* | 98.1%     | 102.1%    | + 4.1%         | 97.4%        | 98.4%       | + 1.0%         |
| List to Close                            | 111       | 92        | - 17.1%        | 130          | 111         | - 14.6%        |
| Days on Market Until Sale                | 51        | 30        | - 41.2%        | 61           | 52          | - 14.8%        |
| Cumulative Days on Market Until Sale     | 51        | 30        | - 41.2%        | 61           | 54          | - 11.5%        |
| Average List Price                       | \$197,749 | \$224,261 | + 13.4%        | \$198,499    | \$212,973   | + 7.3%         |
| Inventory of Homes for Sale              | 31        | 23        | - 25.8%        |              |             |                |
| Months Supply of Inventory               | 3.0       | 1.8       | - 40.0%        |              |             |                |

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





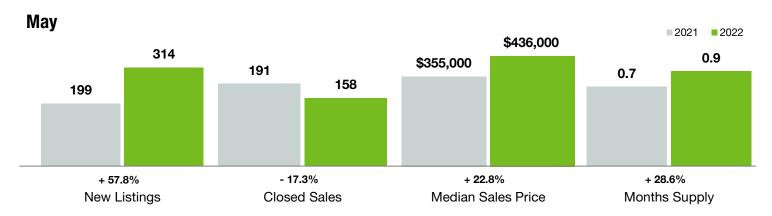


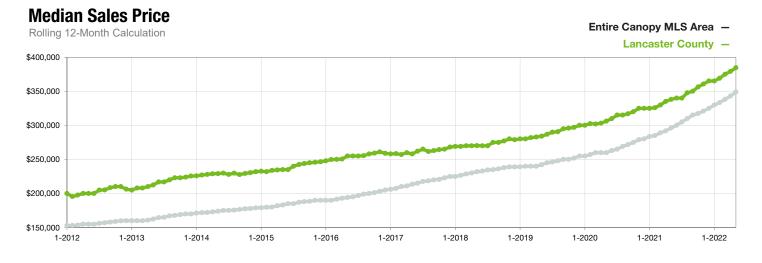


# **Lancaster County**

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 199       | 314       | + 57.8%        | 967          | 1,098       | + 13.5%        |
| Pending Sales                            | 191       | 270       | + 41.4%        | 922          | 1,000       | + 8.5%         |
| Closed Sales                             | 191       | 158       | - 17.3%        | 921          | 787         | - 14.5%        |
| Median Sales Price*                      | \$355,000 | \$436,000 | + 22.8%        | \$350,000    | \$400,000   | + 14.3%        |
| Average Sales Price*                     | \$376,068 | \$454,638 | + 20.9%        | \$352,814    | \$414,863   | + 17.6%        |
| Percent of Original List Price Received* | 100.5%    | 102.5%    | + 2.0%         | 100.0%       | 101.5%      | + 1.5%         |
| List to Close                            | 80        | 64        | - 20.0%        | 94           | 78          | - 17.0%        |
| Days on Market Until Sale                | 15        | 11        | - 26.7%        | 27           | 21          | - 22.2%        |
| Cumulative Days on Market Until Sale     | 11        | 10        | - 9.1%         | 25           | 20          | - 20.0%        |
| Average List Price                       | \$368,595 | \$509,336 | + 38.2%        | \$363,125    | \$460,298   | + 26.8%        |
| Inventory of Homes for Sale              | 148       | 158       | + 6.8%         |              |             |                |
| Months Supply of Inventory               | 0.7       | 0.9       | + 28.6%        |              |             |                |

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





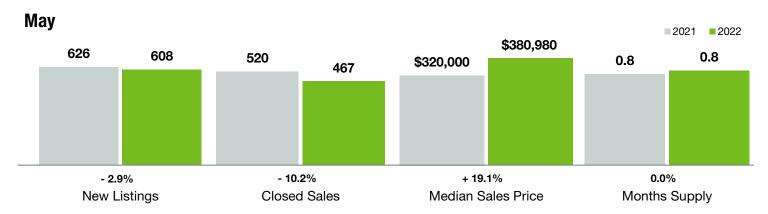


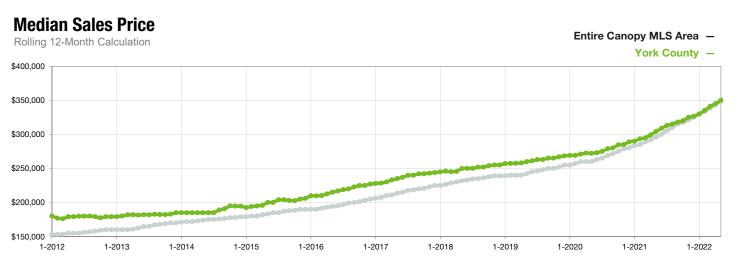


# **York County**

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 626       | 608       | - 2.9%         | 2,658        | 2,415       | - 9.1%         |
| Pending Sales                            | 577       | 524       | - 9.2%         | 2,546        | 2,301       | - 9.6%         |
| Closed Sales                             | 520       | 467       | - 10.2%        | 2,235        | 2,106       | - 5.8%         |
| Median Sales Price*                      | \$320,000 | \$380,980 | + 19.1%        | \$309,656    | \$372,000   | + 20.1%        |
| Average Sales Price*                     | \$371,845 | \$433,536 | + 16.6%        | \$350,686    | \$414,496   | + 18.2%        |
| Percent of Original List Price Received* | 101.9%    | 103.2%    | + 1.3%         | 100.8%       | 101.9%      | + 1.1%         |
| List to Close                            | 67        | 72        | + 7.5%         | 74           | 75          | + 1.4%         |
| Days on Market Until Sale                | 18        | 15        | - 16.7%        | 20           | 20          | 0.0%           |
| Cumulative Days on Market Until Sale     | 14        | 15        | + 7.1%         | 20           | 18          | - 10.0%        |
| Average List Price                       | \$376,244 | \$450,077 | + 19.6%        | \$369,445    | \$430,327   | + 16.5%        |
| Inventory of Homes for Sale              | 381       | 375       | - 1.6%         |              |             |                |
| Months Supply of Inventory               | 0.8       | 0.8       | 0.0%           |              |             |                |

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





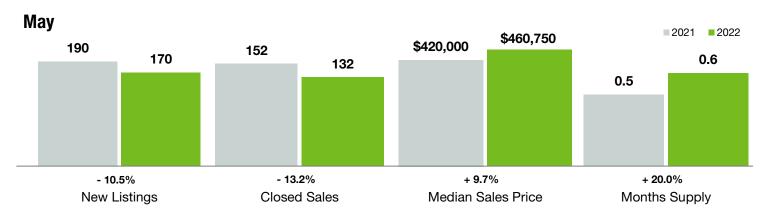


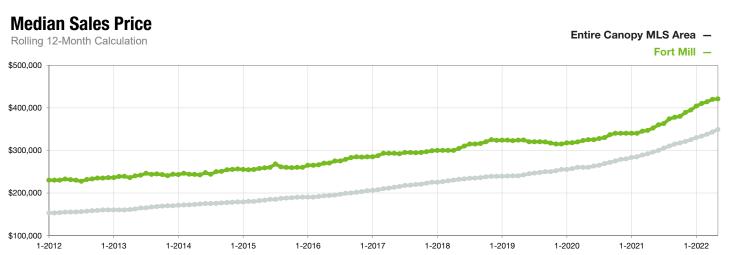


## **Fort Mill**

|  | May       |           |                | Year to Date |             |                |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |
| New Listings                             | 190       | 170       | - 10.5%        | 807          | 685         | - 15.1%        |
| Pending Sales                            | 184       | 149       | - 19.0%        | 793          | 675         | - 14.9%        |
| Closed Sales                             | 152       | 132       | - 13.2%        | 697          | 601         | - 13.8%        |
| Median Sales Price*                      | \$420,000 | \$460,750 | + 9.7%         | \$360,000    | \$440,000   | + 22.2%        |
| Average Sales Price*                     | \$465,002 | \$517,674 | + 11.3%        | \$406,673    | \$495,010   | + 21.7%        |
| Percent of Original List Price Received* | 102.3%    | 104.6%    | + 2.2%         | 100.9%       | 103.1%      | + 2.2%         |
| List to Close                            | 64        | 76        | + 18.8%        | 71           | 76          | + 7.0%         |
| Days on Market Until Sale                | 20        | 13        | - 35.0%        | 20           | 18          | - 10.0%        |
| Cumulative Days on Market Until Sale     | 13        | 11        | - 15.4%        | 17           | 14          | - 17.6%        |
| Average List Price                       | \$446,414 | \$552,271 | + 23.7%        | \$422,932    | \$519,555   | + 22.8%        |
| Inventory of Homes for Sale              | 72        | 80        | + 11.1%        |              |             |                |
| Months Supply of Inventory               | 0.5       | 0.6       | + 20.0%        |              |             |                |

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





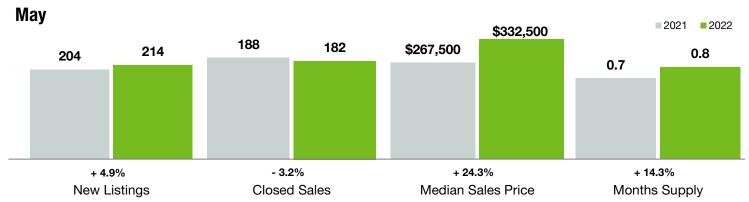


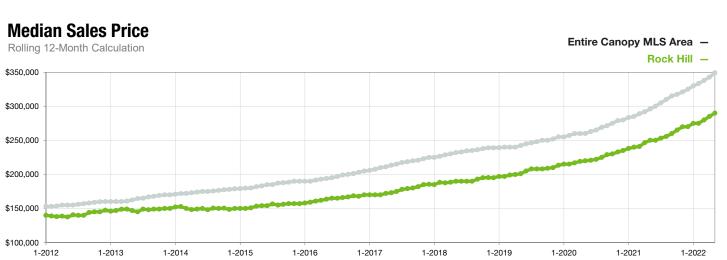


## **Rock Hill**

|  | May       |           |                | Year to Date |             |                |  |
|--|-----------|-----------|----------------|--------------|-------------|----------------|--|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |  |
| New Listings                             | 204       | 214       | + 4.9%         | 853          | 865         | + 1.4%         |  |
| Pending Sales                            | 199       | 200       | + 0.5%         | 825          | 794         | - 3.8%         |  |
| Closed Sales                             | 188       | 182       | - 3.2%         | 751          | 750         | - 0.1%         |  |
| Median Sales Price*                      | \$267,500 | \$332,500 | + 24.3%        | \$260,000    | \$310,000   | + 19.2%        |  |
| Average Sales Price*                     | \$282,125 | \$347,229 | + 23.1%        | \$275,154    | \$327,030   | + 18.9%        |  |
| Percent of Original List Price Received* | 101.7%    | 103.1%    | + 1.4%         | 101.0%       | 101.6%      | + 0.6%         |  |
| List to Close                            | 59        | 56        | - 5.1%         | 61           | 62          | + 1.6%         |  |
| Days on Market Until Sale                | 16        | 13        | - 18.8%        | 17           | 19          | + 11.8%        |  |
| Cumulative Days on Market Until Sale     | 10        | 14        | + 40.0%        | 15           | 16          | + 6.7%         |  |
| Average List Price                       | \$295,220 | \$352,767 | + 19.5%        | \$279,931    | \$339,855   | + 21.4%        |  |
| Inventory of Homes for Sale              | 110       | 130       | + 18.2%        |              |             |                |  |
| Months Supply of Inventory               | 0.7       | 8.0       | + 14.3%        |              |             |                |  |

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





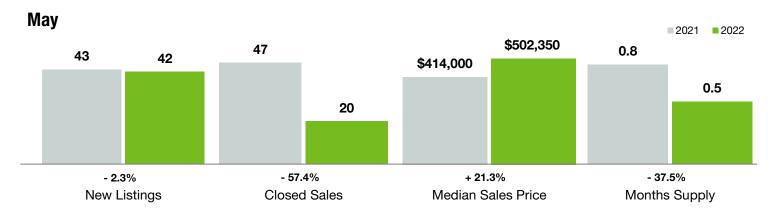


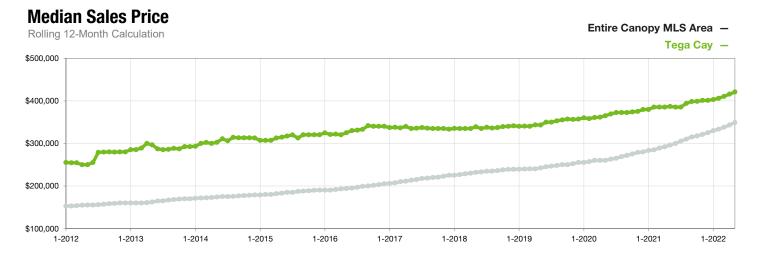


## **Tega Cay**

|  | May       |           |                | Year to Date |             |                |  |
|--|-----------|-----------|----------------|--------------|-------------|----------------|--|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |  |
| New Listings                             | 43        | 42        | - 2.3%         | 207          | 176         | - 15.0%        |  |
| Pending Sales                            | 37        | 34        | - 8.1%         | 194          | 175         | - 9.8%         |  |
| Closed Sales                             | 47        | 20        | - 57.4%        | 155          | 134         | - 13.5%        |  |
| Median Sales Price*                      | \$414,000 | \$502,350 | + 21.3%        | \$400,000    | \$447,500   | + 11.9%        |  |
| Average Sales Price*                     | \$432,537 | \$520,595 | + 20.4%        | \$433,126    | \$491,150   | + 13.4%        |  |
| Percent of Original List Price Received* | 102.7%    | 102.8%    | + 0.1%         | 101.5%       | 103.2%      | + 1.7%         |  |
| List to Close                            | 84        | 107       | + 27.4%        | 86           | 87          | + 1.2%         |  |
| Days on Market Until Sale                | 12        | 16        | + 33.3%        | 14           | 12          | - 14.3%        |  |
| Cumulative Days on Market Until Sale     | 25        | 25        | 0.0%           | 28           | 14          | - 50.0%        |  |
| Average List Price                       | \$423,312 | \$560,388 | + 32.4%        | \$440,180    | \$509,088   | + 15.7%        |  |
| Inventory of Homes for Sale              | 31        | 18        | - 41.9%        |              |             |                |  |
| Months Supply of Inventory               | 0.8       | 0.5       | - 37.5%        |              |             |                |  |

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









### **Charlotte MSA**

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

|  | May       |           |                | Year to Date |             |                |  |
|--|-----------|-----------|----------------|--------------|-------------|----------------|--|
| Key Metrics                              | 2021      | 2022      | Percent Change | Thru 5-2021  | Thru 5-2022 | Percent Change |  |
| New Listings                             | 4,838     | 4,998     | + 3.3%         | 22,192       | 20,978      | - 5.5%         |  |
| Pending Sales                            | 4,539     | 4,379     | - 3.5%         | 21,217       | 19,341      | - 8.8%         |  |
| Closed Sales                             | 4,221     | 3,872     | - 8.3%         | 18,724       | 17,779      | - 5.0%         |  |
| Median Sales Price*                      | \$332,000 | \$405,000 | + 22.0%        | \$315,000    | \$381,000   | + 21.0%        |  |
| Average Sales Price*                     | \$406,018 | \$475,778 | + 17.2%        | \$378,331    | \$443,112   | + 17.1%        |  |
| Percent of Original List Price Received* | 101.9%    | 103.4%    | + 1.5%         | 100.6%       | 102.2%      | + 1.6%         |  |
| List to Close                            | 70        | 65        | - 7.1%         | 79           | 74          | - 6.3%         |  |
| Days on Market Until Sale                | 17        | 13        | - 23.5%        | 23           | 18          | - 21.7%        |  |
| Cumulative Days on Market Until Sale     | 18        | 12        | - 33.3%        | 25           | 18          | - 28.0%        |  |
| Average List Price                       | \$406,077 | \$500,871 | + 23.3%        | \$402,080    | \$474,711   | + 18.1%        |  |
| Inventory of Homes for Sale              | 3,396     | 2,963     | - 12.8%        |              |             |                |  |
| Months Supply of Inventory               | 0.8       | 0.7       | - 12.5%        |              |             |                |  |

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

