

Local Market Update for March 2023

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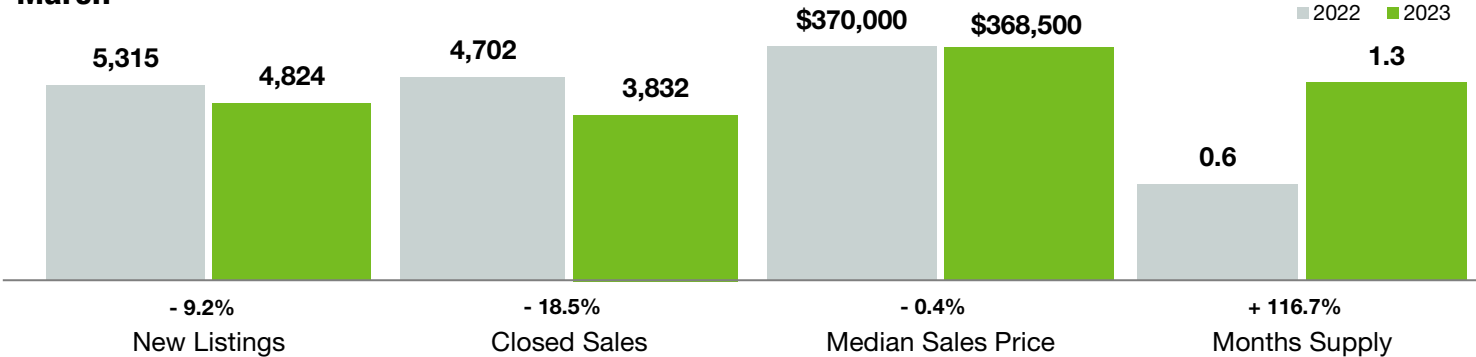
Charlotte Region

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

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	5,315	4,824	- 9.2%	13,448	11,474	- 14.7%
Pending Sales	4,682	4,407	- 5.9%	12,977	11,576	- 10.8%
Closed Sales	4,702	3,832	- 18.5%	12,084	8,965	- 25.8%
Median Sales Price*	\$370,000	\$368,500	- 0.4%	\$360,000	\$365,000	+ 1.4%
Average Sales Price*	\$429,497	\$442,628	+ 3.1%	\$411,973	\$429,563	+ 4.3%
Percent of Original List Price Received*	101.9%	96.2%	- 5.6%	101.0%	95.5%	- 5.4%
List to Close	78	98	+ 25.6%	80	102	+ 27.5%
Days on Market Until Sale	21	48	+ 128.6%	22	48	+ 118.2%
Cumulative Days on Market Until Sale	20	52	+ 160.0%	22	51	+ 131.8%
Average List Price	\$451,782	\$506,955	+ 12.2%	\$439,335	\$478,670	+ 9.0%
Inventory of Homes for Sale	2,991	4,835	+ 61.7%	--	--	--
Months Supply of Inventory	0.6	1.3	+ 116.7%	--	--	--

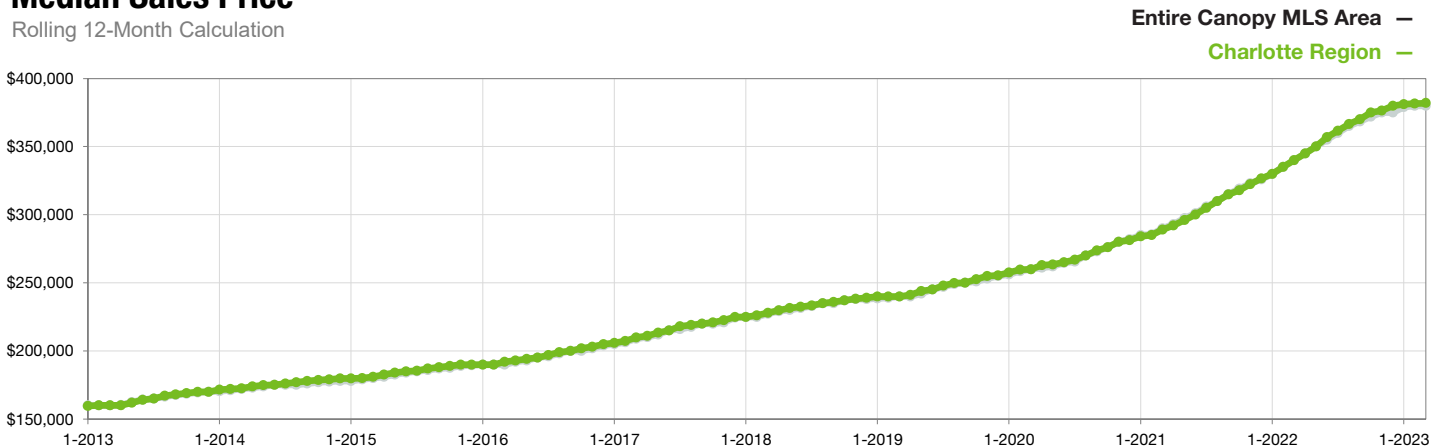
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March



Median Sales Price

Rolling 12-Month Calculation



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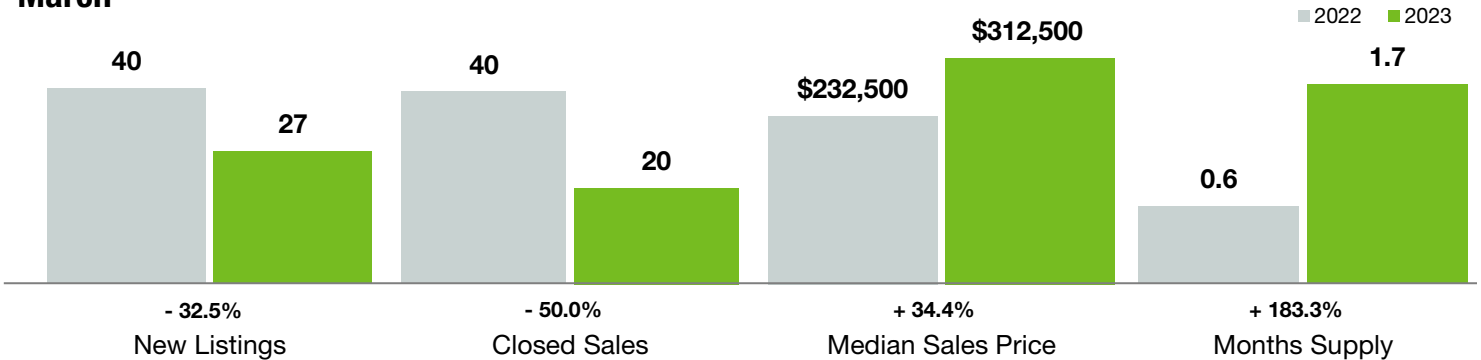
Alexander County

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	40	27	- 32.5%	90	66	- 26.7%
Pending Sales	41	22	- 46.3%	96	56	- 41.7%
Closed Sales	40	20	- 50.0%	93	45	- 51.6%
Median Sales Price*	\$232,500	\$312,500	+ 34.4%	\$240,000	\$260,000	+ 8.3%
Average Sales Price*	\$265,408	\$322,315	+ 21.4%	\$277,591	\$289,518	+ 4.3%
Percent of Original List Price Received*	98.2%	97.3%	- 0.9%	98.5%	94.4%	- 4.2%
List to Close	102	71	- 30.4%	100	87	- 13.0%
Days on Market Until Sale	32	33	+ 3.1%	25	44	+ 76.0%
Cumulative Days on Market Until Sale	44	38	- 13.6%	30	47	+ 56.7%
Average List Price	\$312,058	\$389,759	+ 24.9%	\$310,740	\$341,982	+ 10.1%
Inventory of Homes for Sale	19	36	+ 89.5%	--	--	--
Months Supply of Inventory	0.6	1.7	+ 183.3%	--	--	--

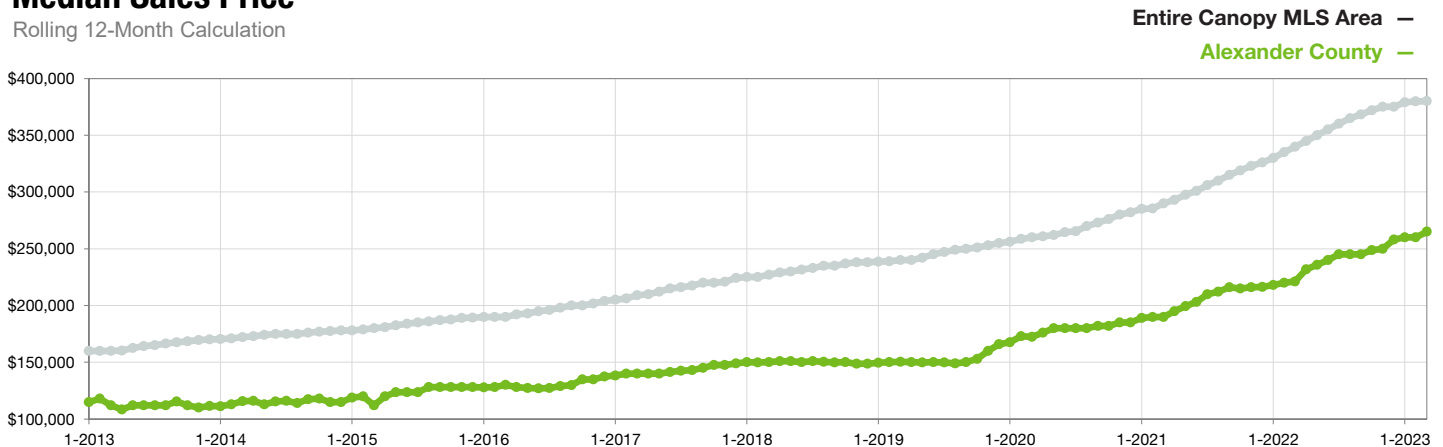
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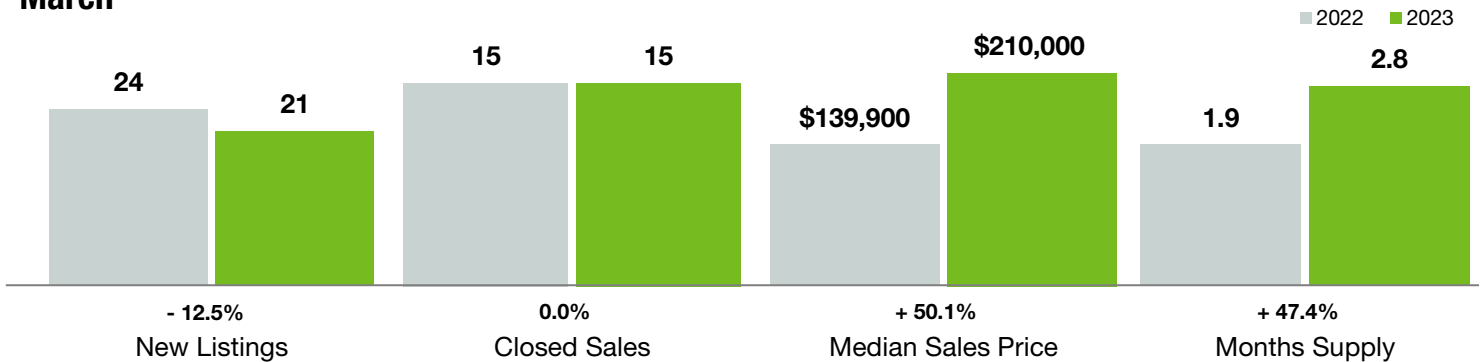
Anson County

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	24	21	- 12.5%	50	43	- 14.0%
Pending Sales	14	21	+ 50.0%	44	50	+ 13.6%
Closed Sales	15	15	0.0%	48	30	- 37.5%
Median Sales Price*	\$139,900	\$210,000	+ 50.1%	\$162,500	\$186,950	+ 15.0%
Average Sales Price*	\$153,673	\$214,833	+ 39.8%	\$185,731	\$205,013	+ 10.4%
Percent of Original List Price Received*	86.3%	89.8%	+ 4.1%	93.7%	90.1%	- 3.8%
List to Close	131	113	- 13.7%	106	117	+ 10.4%
Days on Market Until Sale	58	68	+ 17.2%	48	63	+ 31.3%
Cumulative Days on Market Until Sale	58	74	+ 27.6%	48	68	+ 41.7%
Average List Price	\$213,996	\$205,333	- 4.0%	\$183,582	\$212,847	+ 15.9%
Inventory of Homes for Sale	29	36	+ 24.1%	--	--	--
Months Supply of Inventory	1.9	2.8	+ 47.4%	--	--	--

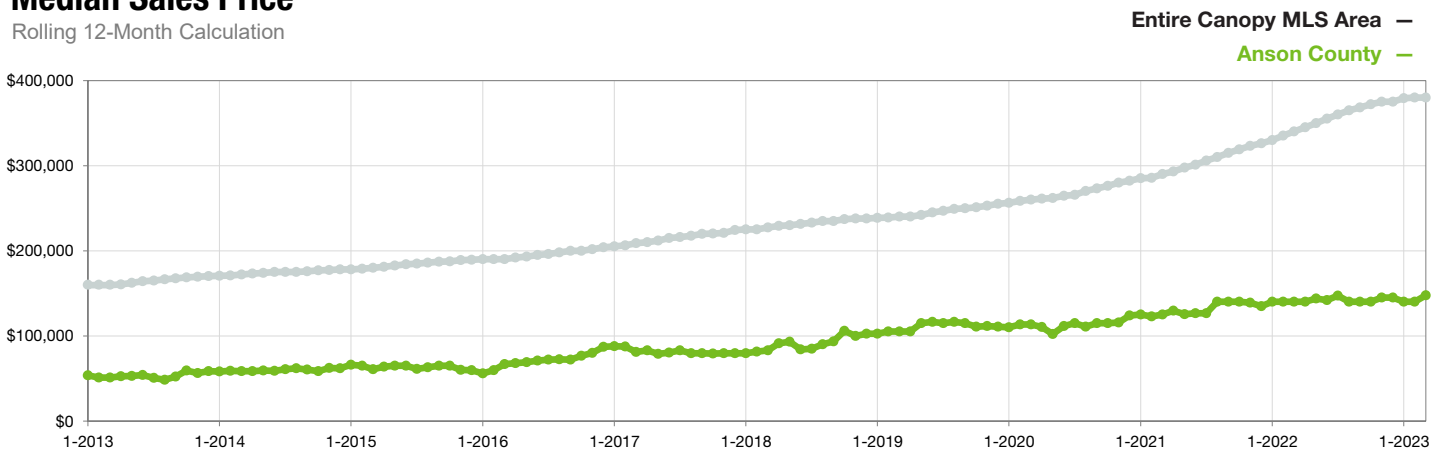
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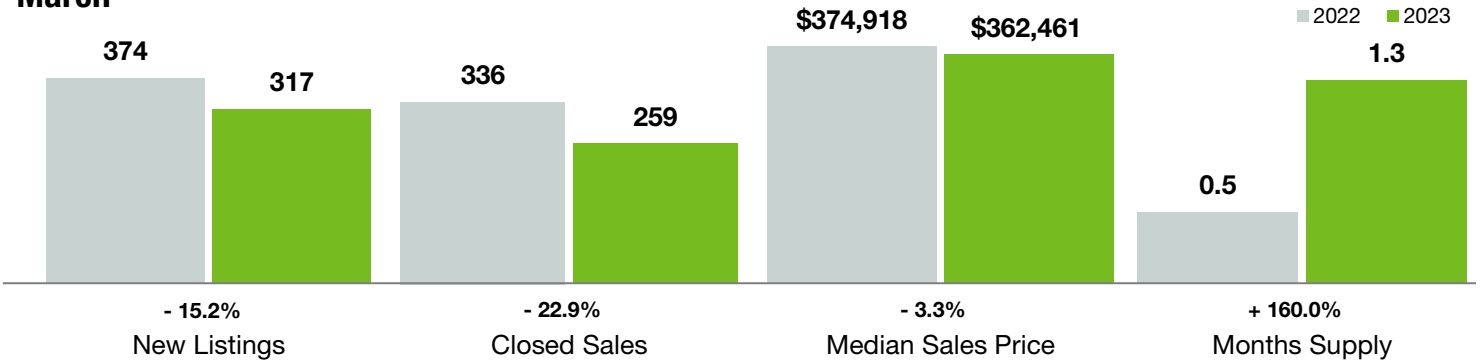
Cabarrus County

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	374	317	- 15.2%	934	770	- 17.6%
Pending Sales	349	327	- 6.3%	908	816	- 10.1%
Closed Sales	336	259	- 22.9%	919	584	- 36.5%
Median Sales Price*	\$374,918	\$362,461	- 3.3%	\$356,000	\$360,000	+ 1.1%
Average Sales Price*	\$391,649	\$383,842	- 2.0%	\$370,644	\$376,829	+ 1.7%
Percent of Original List Price Received*	102.8%	95.3%	- 7.3%	101.8%	94.6%	- 7.1%
List to Close	67	108	+ 61.2%	72	101	+ 40.3%
Days on Market Until Sale	16	57	+ 256.3%	18	51	+ 183.3%
Cumulative Days on Market Until Sale	16	59	+ 268.8%	17	53	+ 211.8%
Average List Price	\$400,074	\$455,262	+ 13.8%	\$377,811	\$432,575	+ 14.5%
Inventory of Homes for Sale	169	338	+ 100.0%	--	--	--
Months Supply of Inventory	0.5	1.3	+ 160.0%	--	--	--

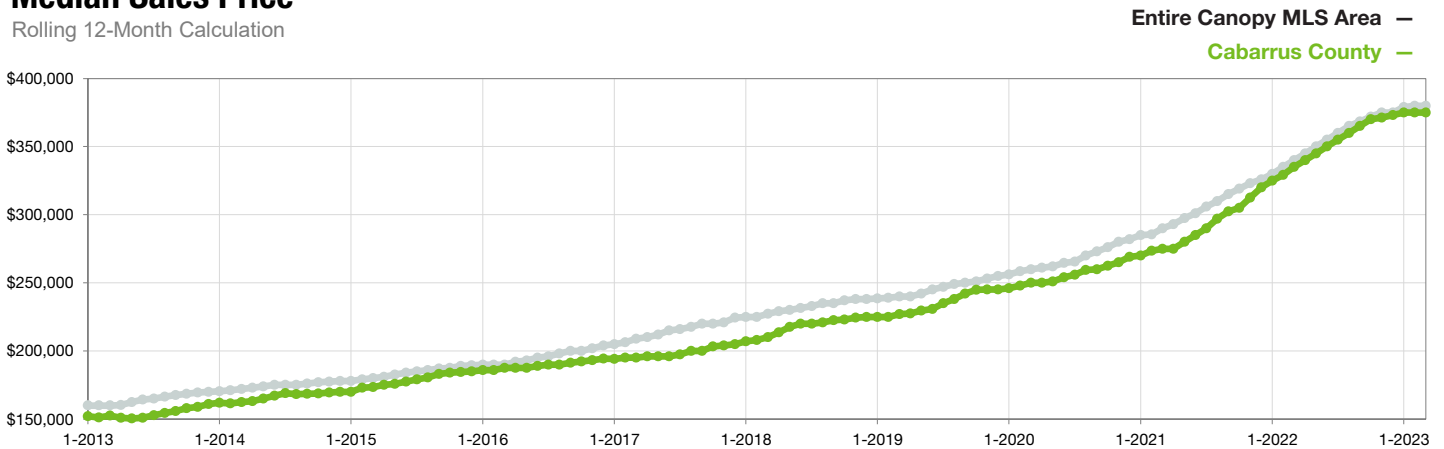
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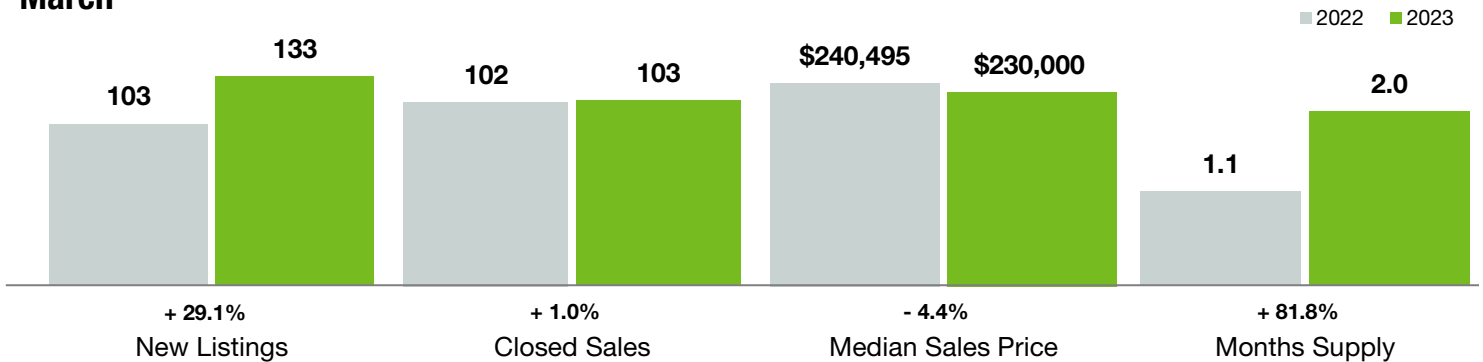
Cleveland County

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	103	133	+ 29.1%	276	310	+ 12.3%
Pending Sales	89	111	+ 24.7%	282	295	+ 4.6%
Closed Sales	102	103	+ 1.0%	265	226	- 14.7%
Median Sales Price*	\$240,495	\$230,000	- 4.4%	\$226,000	\$225,000	- 0.4%
Average Sales Price*	\$305,849	\$269,949	- 11.7%	\$259,487	\$248,249	- 4.3%
Percent of Original List Price Received*	97.9%	94.7%	- 3.3%	96.8%	93.6%	- 3.3%
List to Close	83	98	+ 18.1%	81	96	+ 18.5%
Days on Market Until Sale	33	57	+ 72.7%	32	54	+ 68.8%
Cumulative Days on Market Until Sale	36	64	+ 77.8%	33	60	+ 81.8%
Average List Price	\$274,682	\$316,419	+ 15.2%	\$269,697	\$287,965	+ 6.8%
Inventory of Homes for Sale	102	166	+ 62.7%	--	--	--
Months Supply of Inventory	1.1	2.0	+ 81.8%	--	--	--

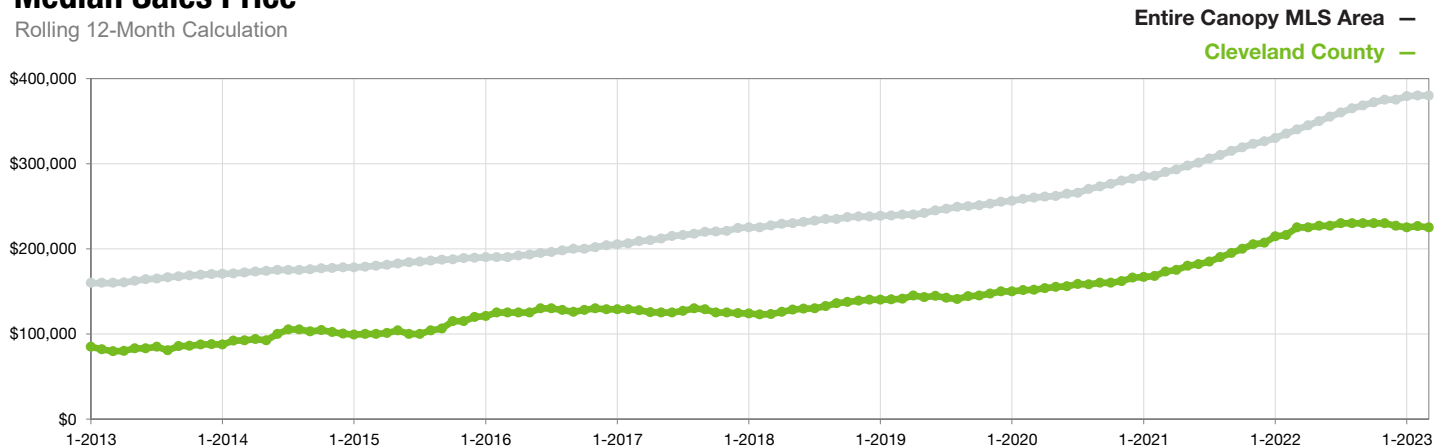
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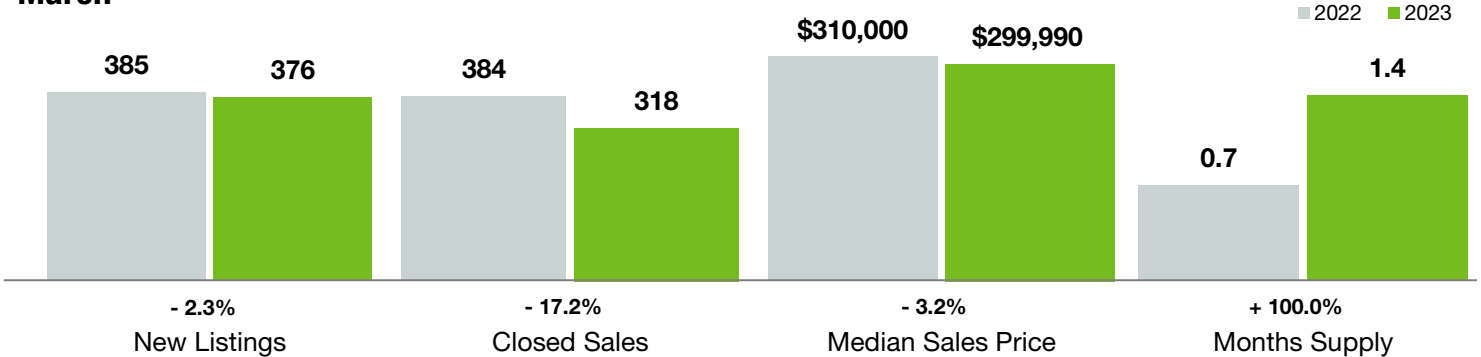
Gaston County

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	385	376	- 2.3%	1,029	911	- 11.5%
Pending Sales	330	350	+ 6.1%	988	947	- 4.1%
Closed Sales	384	318	- 17.2%	967	713	- 26.3%
Median Sales Price*	\$310,000	\$299,990	- 3.2%	\$295,000	\$292,500	- 0.8%
Average Sales Price*	\$320,492	\$341,472	+ 6.5%	\$305,926	\$323,034	+ 5.6%
Percent of Original List Price Received*	101.1%	95.0%	- 6.0%	100.2%	94.5%	- 5.7%
List to Close	77	105	+ 36.4%	80	102	+ 27.5%
Days on Market Until Sale	24	55	+ 129.2%	22	51	+ 131.8%
Cumulative Days on Market Until Sale	18	58	+ 222.2%	21	55	+ 161.9%
Average List Price	\$317,429	\$344,109	+ 8.4%	\$315,011	\$329,190	+ 4.5%
Inventory of Homes for Sale	251	408	+ 62.5%	--	--	--
Months Supply of Inventory	0.7	1.4	+ 100.0%	--	--	--

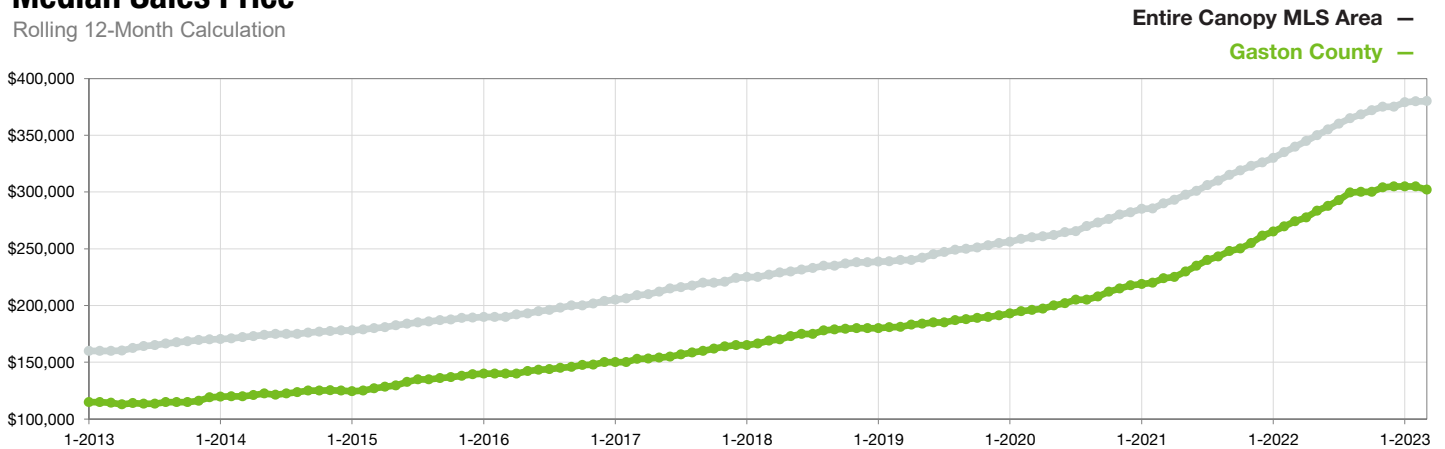
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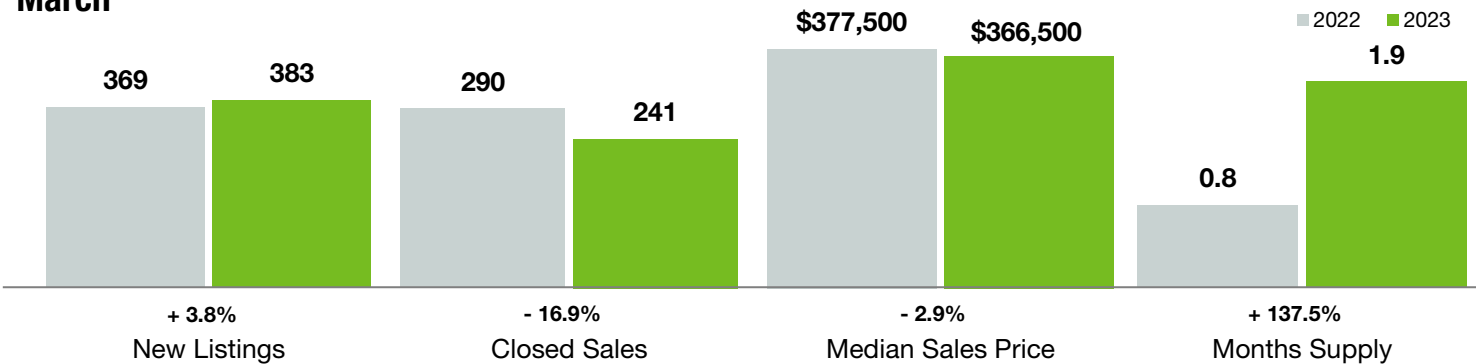
Iredell County

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	369	383	+ 3.8%	846	903	+ 6.7%
Pending Sales	312	321	+ 2.9%	820	796	- 2.9%
Closed Sales	290	241	- 16.9%	790	594	- 24.8%
Median Sales Price*	\$377,500	\$366,500	- 2.9%	\$369,450	\$365,750	- 1.0%
Average Sales Price*	\$473,047	\$484,047	+ 2.3%	\$456,335	\$456,811	+ 0.1%
Percent of Original List Price Received*	101.8%	96.2%	- 5.5%	100.3%	95.2%	- 5.1%
List to Close	70	102	+ 45.7%	77	109	+ 41.6%
Days on Market Until Sale	25	53	+ 112.0%	27	52	+ 92.6%
Cumulative Days on Market Until Sale	24	60	+ 150.0%	26	57	+ 119.2%
Average List Price	\$446,083	\$553,676	+ 24.1%	\$463,370	\$506,794	+ 9.4%
Inventory of Homes for Sale	243	509	+ 109.5%	--	--	--
Months Supply of Inventory	0.8	1.9	+ 137.5%	--	--	--

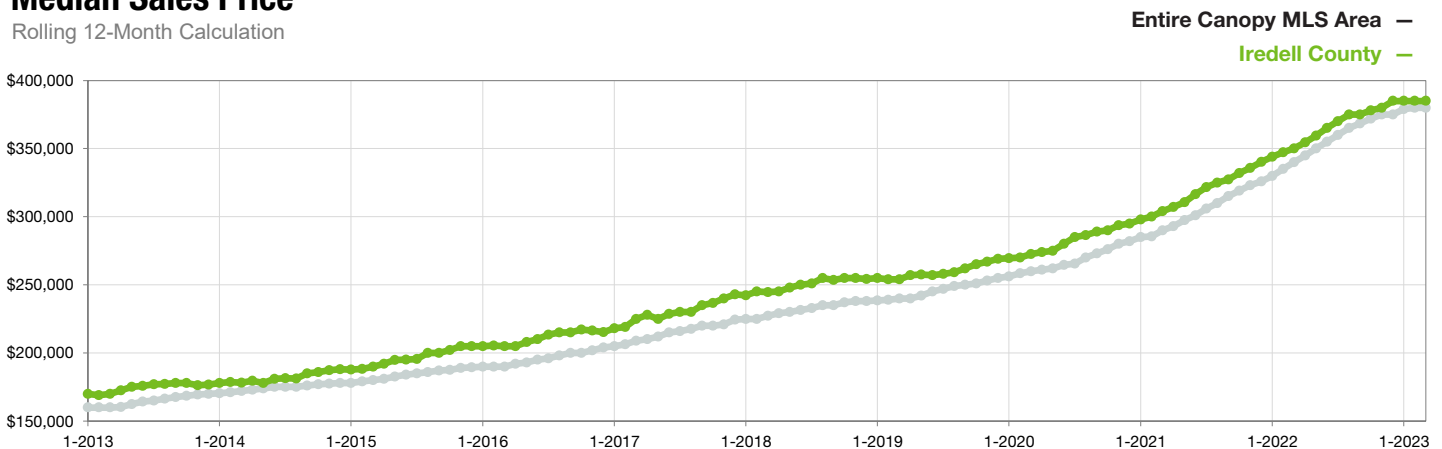
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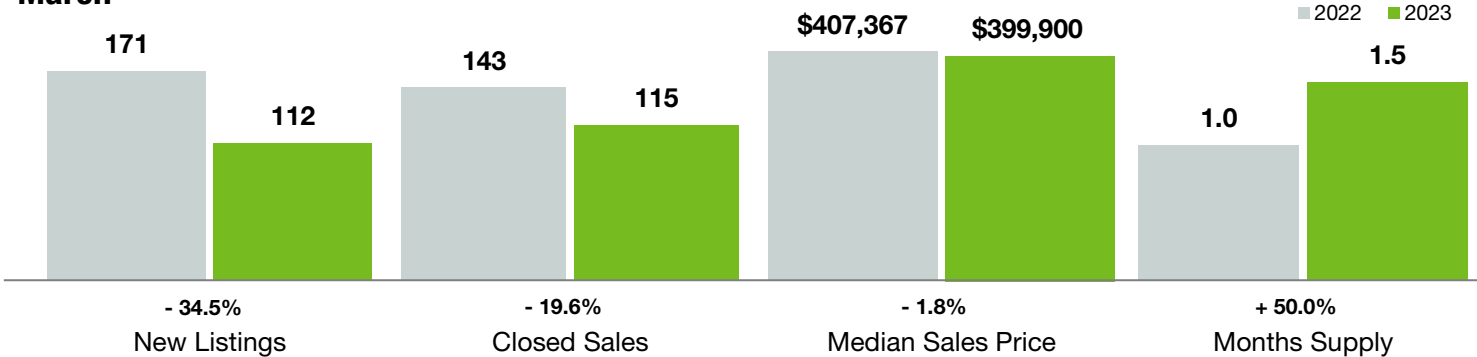
Lincoln County

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	171	112	- 34.5%	436	319	- 26.8%
Pending Sales	152	122	- 19.7%	414	352	- 15.0%
Closed Sales	143	115	- 19.6%	355	280	- 21.1%
Median Sales Price*	\$407,367	\$399,900	- 1.8%	\$409,925	\$412,500	+ 0.6%
Average Sales Price*	\$439,552	\$496,462	+ 12.9%	\$434,491	\$480,556	+ 10.6%
Percent of Original List Price Received*	100.3%	96.0%	- 4.3%	100.0%	95.6%	- 4.4%
List to Close	101	104	+ 3.0%	103	113	+ 9.7%
Days on Market Until Sale	24	56	+ 133.3%	28	58	+ 107.1%
Cumulative Days on Market Until Sale	22	59	+ 168.2%	24	56	+ 133.3%
Average List Price	\$483,511	\$550,663	+ 13.9%	\$458,126	\$494,677	+ 8.0%
Inventory of Homes for Sale	152	165	+ 8.6%	--	--	--
Months Supply of Inventory	1.0	1.5	+ 50.0%	--	--	--

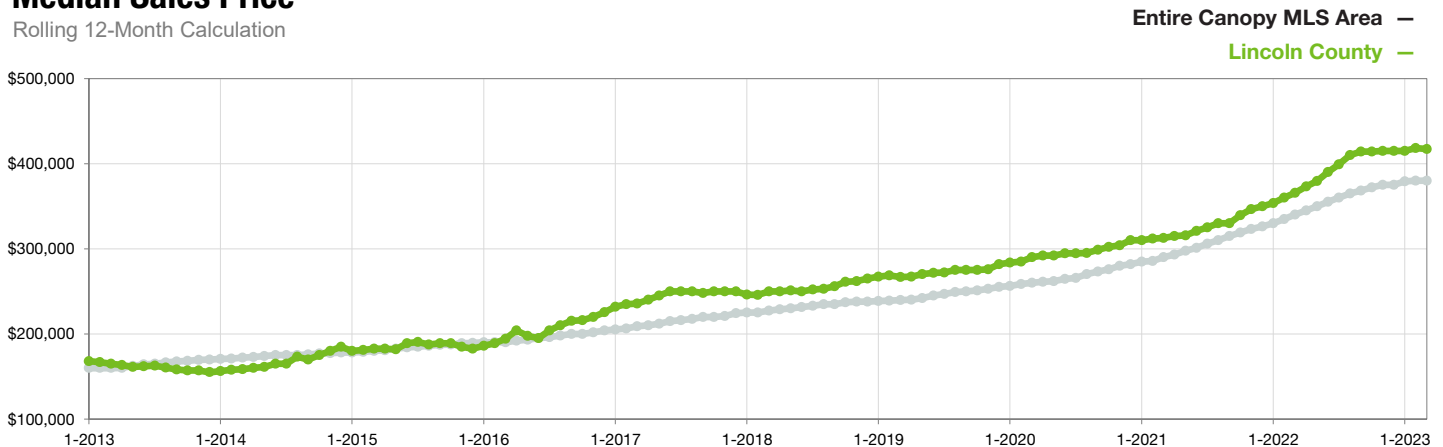
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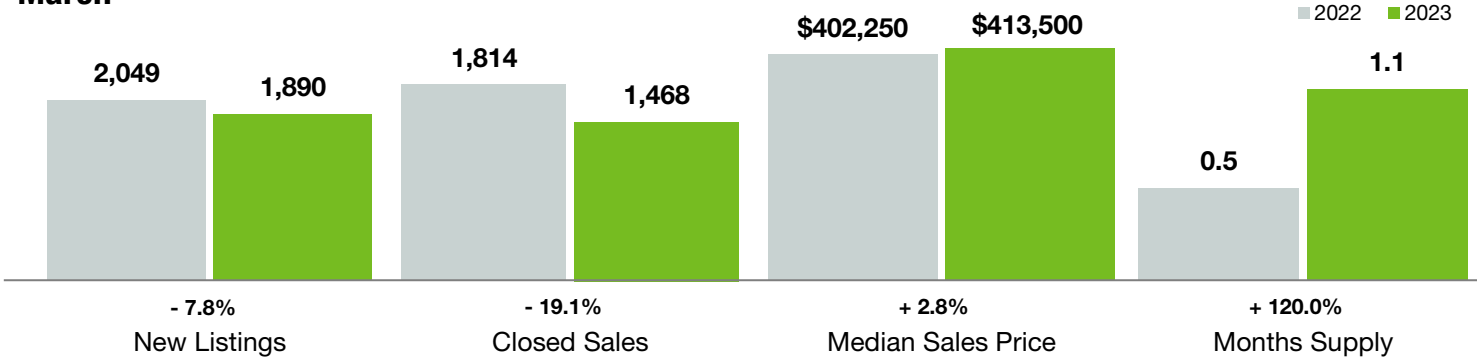
Mecklenburg County

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	2,049	1,890	- 7.8%	5,180	4,321	- 16.6%
Pending Sales	1,812	1,654	- 8.7%	5,013	4,369	- 12.8%
Closed Sales	1,814	1,468	- 19.1%	4,644	3,398	- 26.8%
Median Sales Price*	\$402,250	\$413,500	+ 2.8%	\$389,300	\$405,459	+ 4.2%
Average Sales Price*	\$490,661	\$519,059	+ 5.8%	\$468,999	\$500,272	+ 6.7%
Percent of Original List Price Received*	103.3%	97.2%	- 5.9%	102.2%	96.3%	- 5.8%
List to Close	78	92	+ 17.9%	80	100	+ 25.0%
Days on Market Until Sale	19	43	+ 126.3%	21	45	+ 114.3%
Cumulative Days on Market Until Sale	17	45	+ 164.7%	20	47	+ 135.0%
Average List Price	\$522,416	\$596,666	+ 14.2%	\$503,946	\$572,607	+ 13.6%
Inventory of Homes for Sale	957	1,513	+ 58.1%	--	--	--
Months Supply of Inventory	0.5	1.1	+ 120.0%	--	--	--

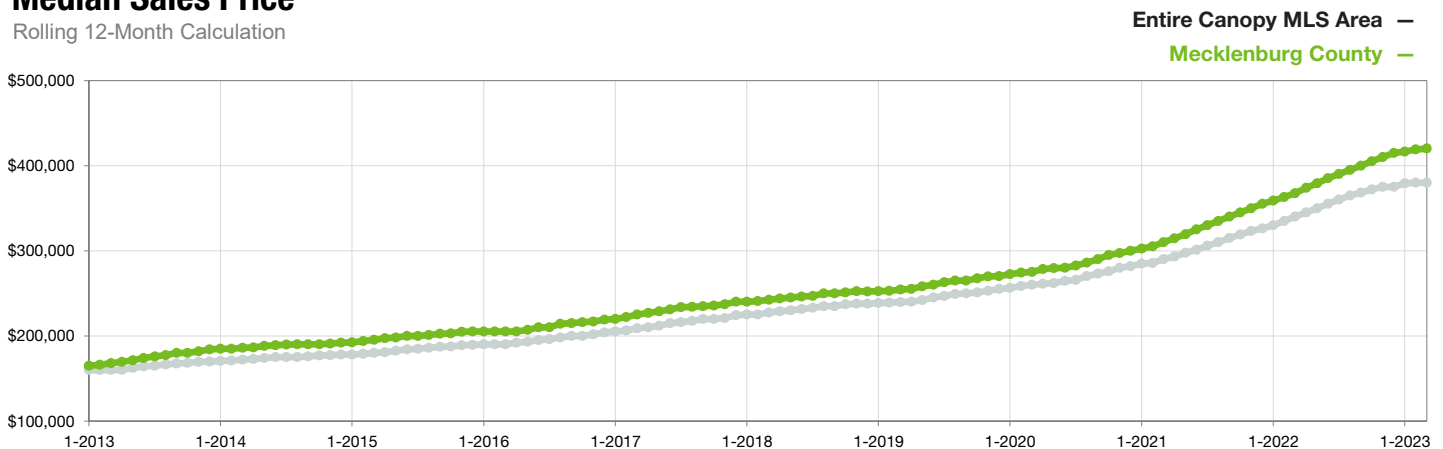
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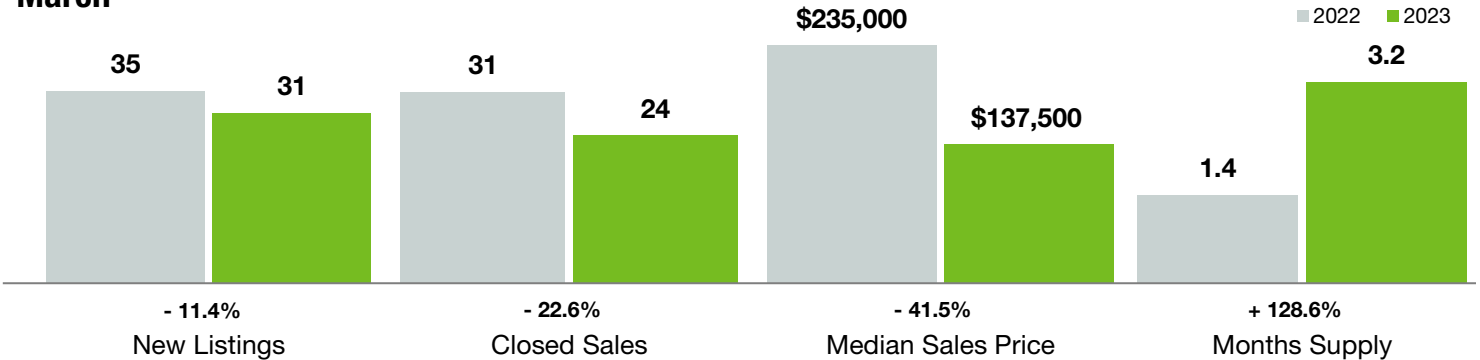
Montgomery County

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	35	31	- 11.4%	73	77	+ 5.5%
Pending Sales	31	33	+ 6.5%	73	63	- 13.7%
Closed Sales	31	24	- 22.6%	66	50	- 24.2%
Median Sales Price*	\$235,000	\$137,500	- 41.5%	\$205,300	\$148,275	- 27.8%
Average Sales Price*	\$402,102	\$355,056	- 11.7%	\$354,738	\$289,218	- 18.5%
Percent of Original List Price Received*	94.7%	91.0%	- 3.9%	95.0%	91.9%	- 3.3%
List to Close	81	122	+ 50.6%	93	108	+ 16.1%
Days on Market Until Sale	42	93	+ 121.4%	49	76	+ 55.1%
Cumulative Days on Market Until Sale	42	102	+ 142.9%	49	80	+ 63.3%
Average List Price	\$366,188	\$295,484	- 19.3%	\$360,586	\$373,801	+ 3.7%
Inventory of Homes for Sale	42	72	+ 71.4%	--	--	--
Months Supply of Inventory	1.4	3.2	+ 128.6%	--	--	--

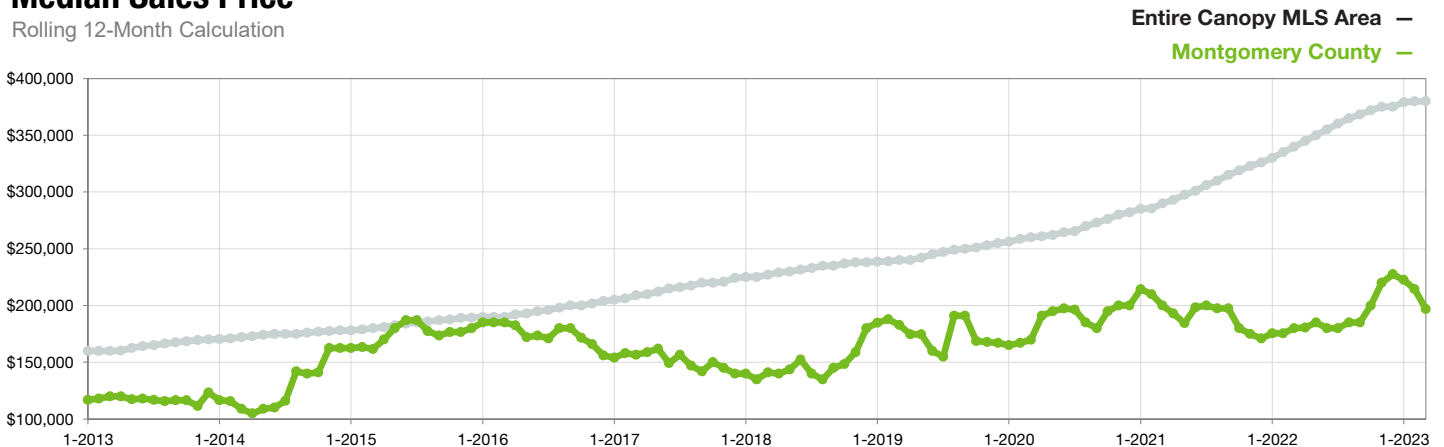
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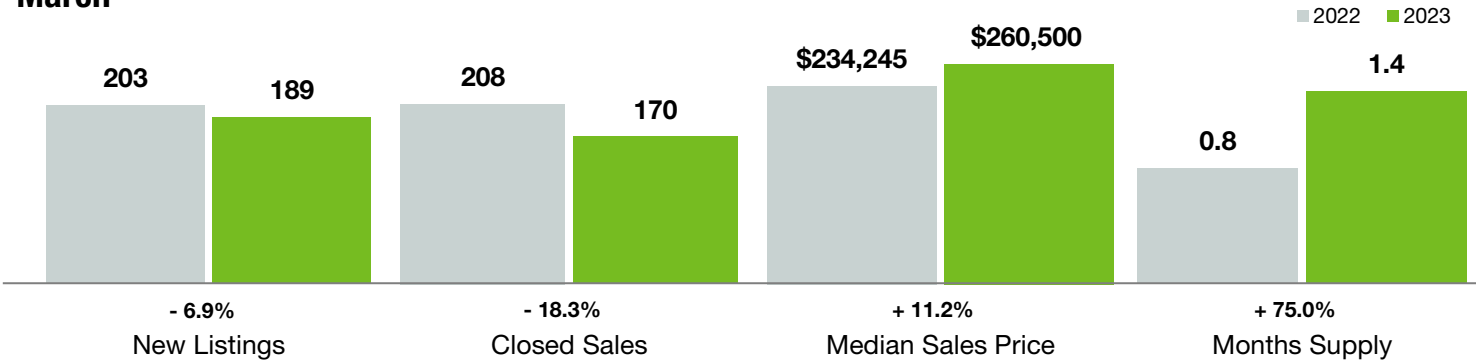
Rowan County

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	203	189	- 6.9%	532	479	- 10.0%
Pending Sales	161	190	+ 18.0%	491	501	+ 2.0%
Closed Sales	208	170	- 18.3%	527	403	- 23.5%
Median Sales Price*	\$234,245	\$260,500	+ 11.2%	\$233,490	\$255,000	+ 9.2%
Average Sales Price*	\$269,747	\$287,911	+ 6.7%	\$268,435	\$280,742	+ 4.6%
Percent of Original List Price Received*	99.0%	93.9%	- 5.2%	98.5%	93.7%	- 4.9%
List to Close	79	100	+ 26.6%	78	96	+ 23.1%
Days on Market Until Sale	20	52	+ 160.0%	23	47	+ 104.3%
Cumulative Days on Market Until Sale	24	61	+ 154.2%	27	54	+ 100.0%
Average List Price	\$289,919	\$282,280	- 2.6%	\$286,549	\$292,191	+ 2.0%
Inventory of Homes for Sale	159	233	+ 46.5%	--	--	--
Months Supply of Inventory	0.8	1.4	+ 75.0%	--	--	--

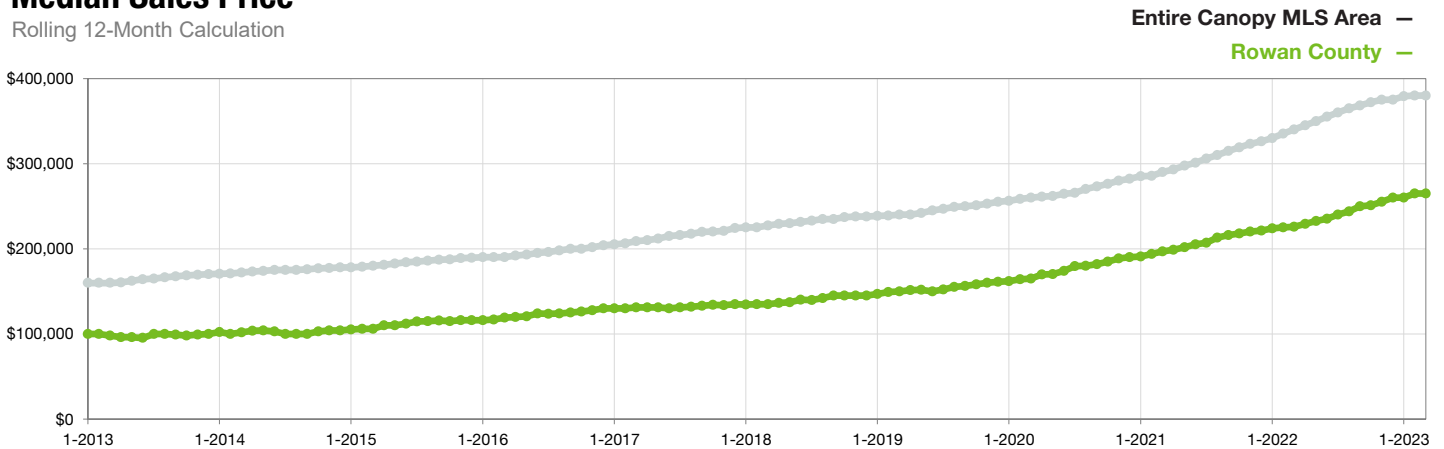
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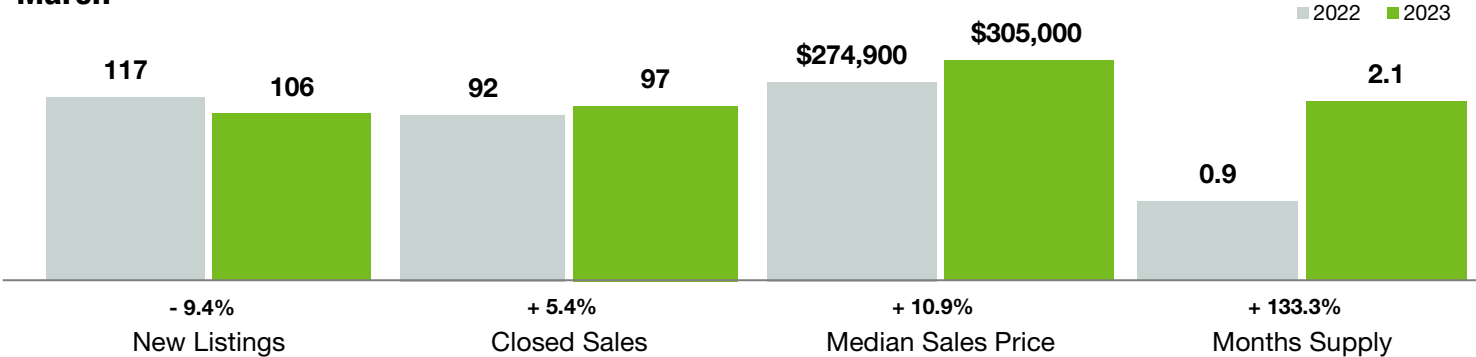
Stanly County

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	117	106	- 9.4%	288	262	- 9.0%
Pending Sales	102	109	+ 6.9%	269	270	+ 0.4%
Closed Sales	92	97	+ 5.4%	215	193	- 10.2%
Median Sales Price*	\$274,900	\$305,000	+ 10.9%	\$259,450	\$298,500	+ 15.1%
Average Sales Price*	\$275,763	\$307,709	+ 11.6%	\$293,642	\$303,619	+ 3.4%
Percent of Original List Price Received*	99.2%	94.2%	- 5.0%	98.5%	93.6%	- 5.0%
List to Close	67	112	+ 67.2%	71	110	+ 54.9%
Days on Market Until Sale	14	58	+ 314.3%	23	56	+ 143.5%
Cumulative Days on Market Until Sale	14	63	+ 350.0%	22	62	+ 181.8%
Average List Price	\$304,966	\$442,228	+ 45.0%	\$307,967	\$366,496	+ 19.0%
Inventory of Homes for Sale	80	166	+ 107.5%	--	--	--
Months Supply of Inventory	0.9	2.1	+ 133.3%	--	--	--

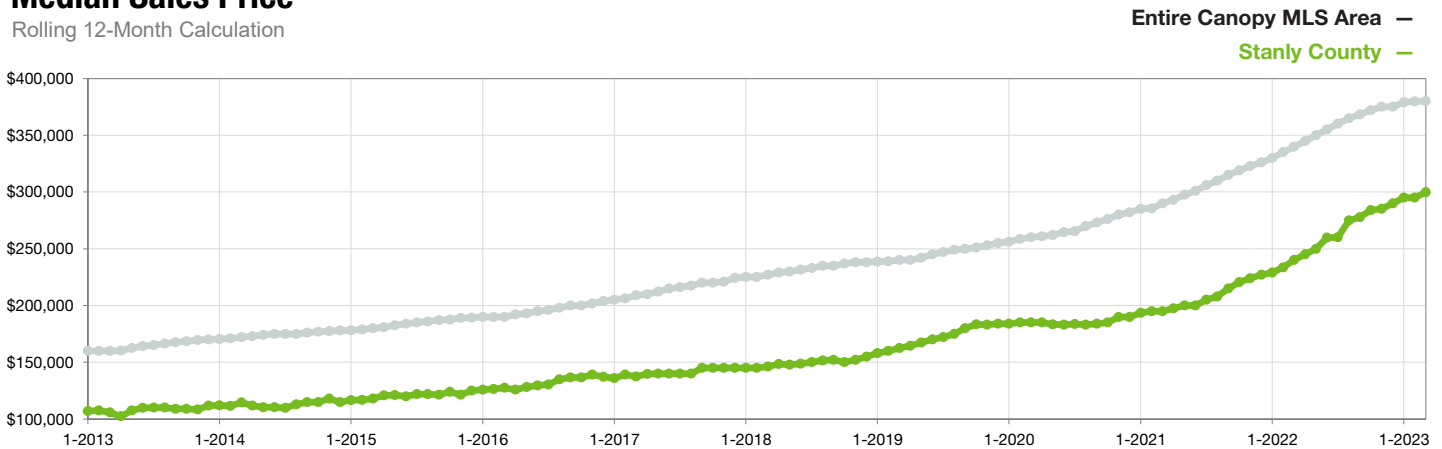
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March



Median Sales Price

Rolling 12-Month Calculation



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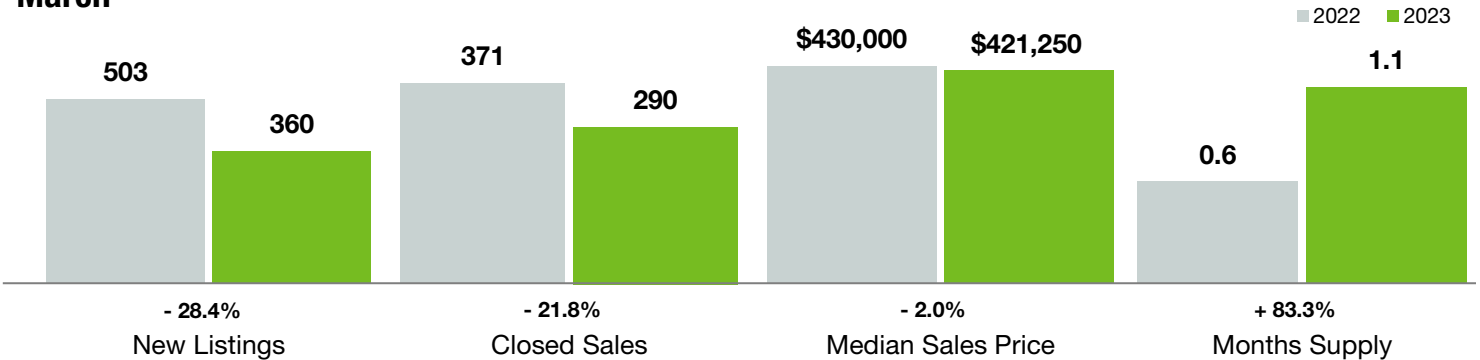
Union County

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	503	360	- 28.4%	1,212	861	- 29.0%
Pending Sales	409	343	- 16.1%	1,108	870	- 21.5%
Closed Sales	371	290	- 21.8%	958	718	- 25.1%
Median Sales Price*	\$430,000	\$421,250	- 2.0%	\$423,950	\$427,936	+ 0.9%
Average Sales Price*	\$522,407	\$508,998	- 2.6%	\$499,947	\$514,265	+ 2.9%
Percent of Original List Price Received*	102.9%	96.0%	- 6.7%	102.0%	95.4%	- 6.5%
List to Close	78	113	+ 44.9%	84	115	+ 36.9%
Days on Market Until Sale	18	44	+ 144.4%	20	45	+ 125.0%
Cumulative Days on Market Until Sale	19	50	+ 163.2%	23	51	+ 121.7%
Average List Price	\$570,953	\$618,071	+ 8.3%	\$550,674	\$568,335	+ 3.2%
Inventory of Homes for Sale	234	340	+ 45.3%	--	--	--
Months Supply of Inventory	0.6	1.1	+ 83.3%	--	--	--

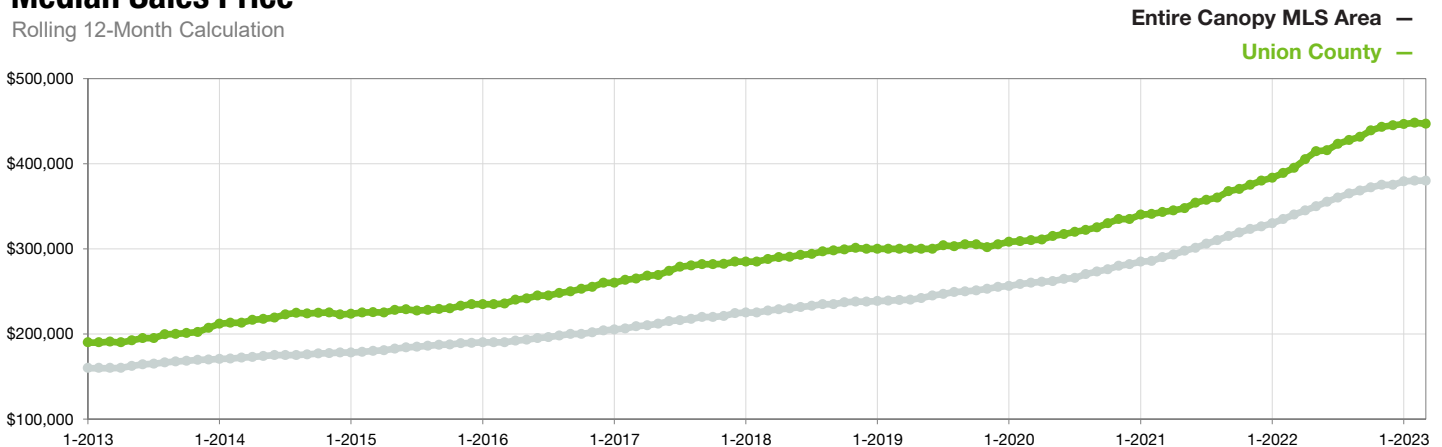
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March



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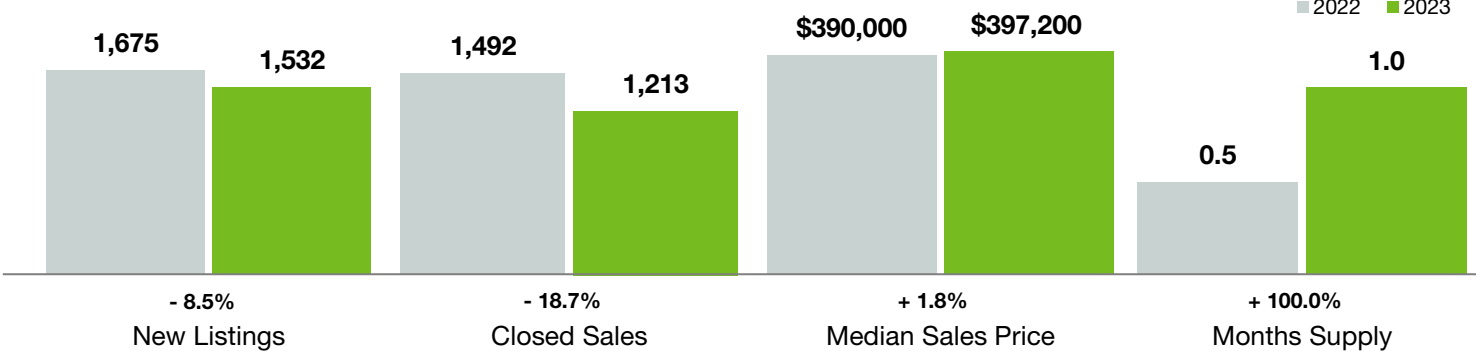
City of Charlotte

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	1,675	1,532	- 8.5%	4,224	3,542	- 16.1%
Pending Sales	1,468	1,370	- 6.7%	4,101	3,616	- 11.8%
Closed Sales	1,492	1,213	- 18.7%	3,810	2,783	- 27.0%
Median Sales Price*	\$390,000	\$397,200	+ 1.8%	\$377,040	\$390,000	+ 3.4%
Average Sales Price*	\$484,820	\$518,124	+ 6.9%	\$457,818	\$487,737	+ 6.5%
Percent of Original List Price Received*	103.2%	97.0%	- 6.0%	102.1%	96.2%	- 5.8%
List to Close	77	92	+ 19.5%	79	98	+ 24.1%
Days on Market Until Sale	20	44	+ 120.0%	21	45	+ 114.3%
Cumulative Days on Market Until Sale	18	46	+ 155.6%	20	47	+ 135.0%
Average List Price	\$504,955	\$588,408	+ 16.5%	\$487,581	\$554,899	+ 13.8%
Inventory of Homes for Sale	769	1,185	+ 54.1%	--	--	--
Months Supply of Inventory	0.5	1.0	+ 100.0%	--	--	--

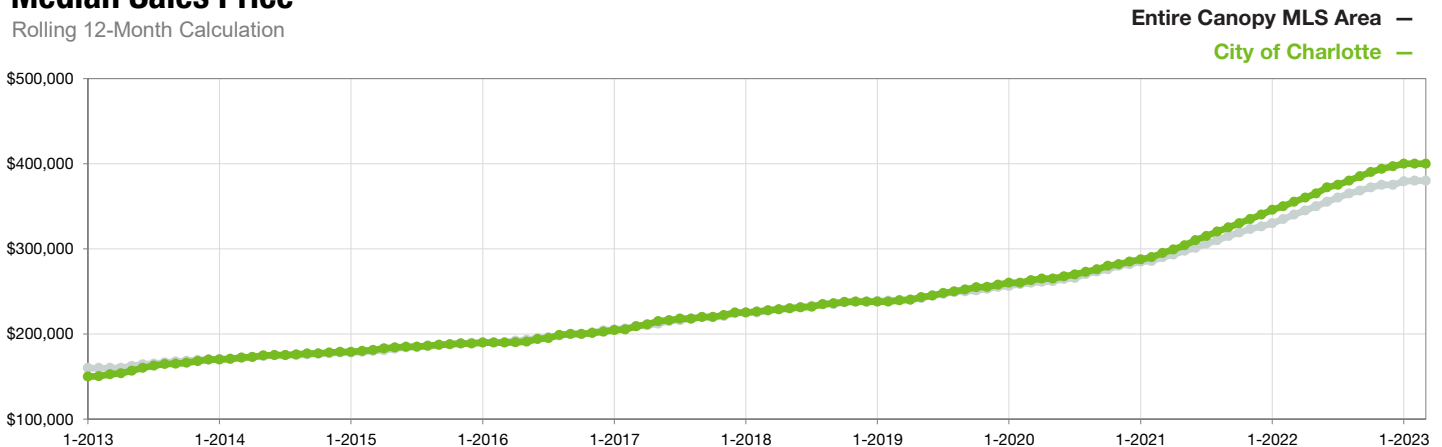
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March



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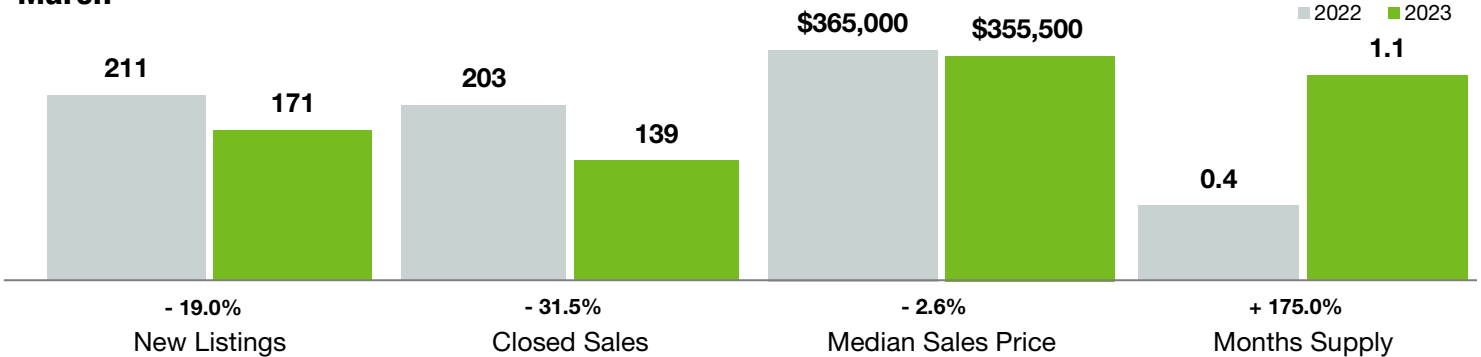
Concord

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	211	171	- 19.0%	540	380	- 29.6%
Pending Sales	206	172	- 16.5%	541	427	- 21.1%
Closed Sales	203	139	- 31.5%	529	324	- 38.8%
Median Sales Price*	\$365,000	\$355,500	- 2.6%	\$353,645	\$355,000	+ 0.4%
Average Sales Price*	\$394,314	\$379,389	- 3.8%	\$377,126	\$369,299	- 2.1%
Percent of Original List Price Received*	103.2%	95.1%	- 7.8%	102.7%	94.6%	- 7.9%
List to Close	68	103	+ 51.5%	72	98	+ 36.1%
Days on Market Until Sale	17	54	+ 217.6%	18	47	+ 161.1%
Cumulative Days on Market Until Sale	17	54	+ 217.6%	16	49	+ 206.3%
Average List Price	\$413,504	\$487,093	+ 17.8%	\$378,742	\$432,530	+ 14.2%
Inventory of Homes for Sale	88	164	+ 86.4%	--	--	--
Months Supply of Inventory	0.4	1.1	+ 175.0%	--	--	--

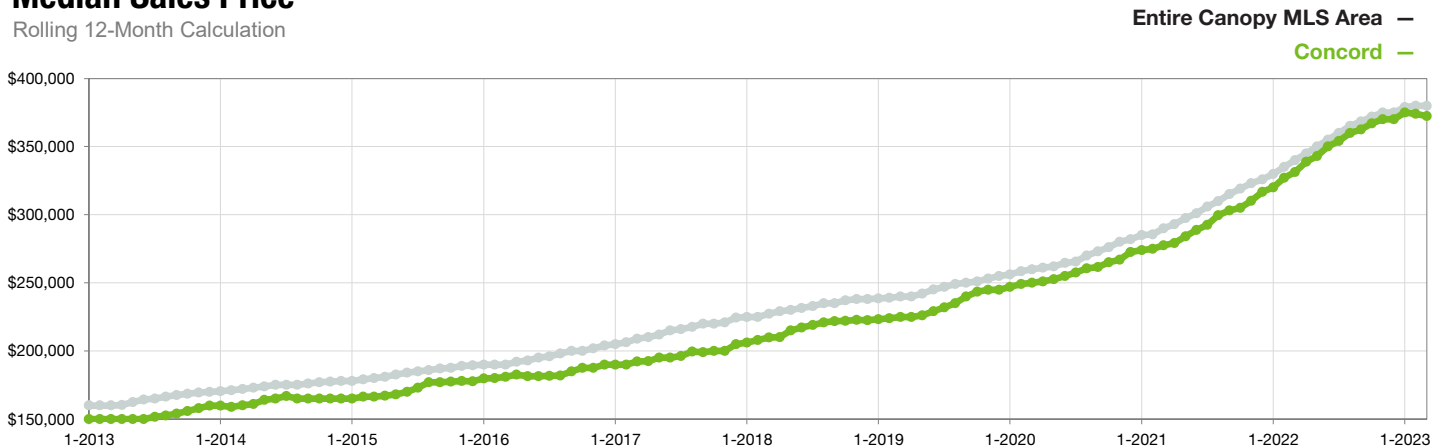
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March



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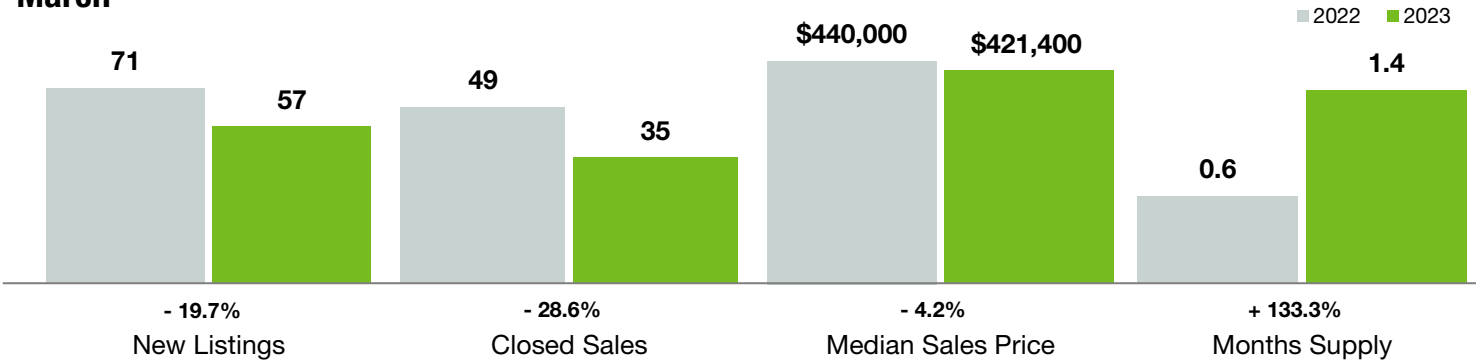
Cornelius

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	71	57	- 19.7%	183	145	- 20.8%
Pending Sales	71	46	- 35.2%	166	129	- 22.3%
Closed Sales	49	35	- 28.6%	130	104	- 20.0%
Median Sales Price*	\$440,000	\$421,400	- 4.2%	\$430,375	\$455,000	+ 5.7%
Average Sales Price*	\$632,358	\$468,053	- 26.0%	\$627,819	\$633,486	+ 0.9%
Percent of Original List Price Received*	102.2%	97.2%	- 4.9%	101.5%	96.4%	- 5.0%
List to Close	59	61	+ 3.4%	56	87	+ 55.4%
Days on Market Until Sale	15	28	+ 86.7%	15	42	+ 180.0%
Cumulative Days on Market Until Sale	14	38	+ 171.4%	15	45	+ 200.0%
Average List Price	\$749,454	\$834,824	+ 11.4%	\$764,953	\$947,084	+ 23.8%
Inventory of Homes for Sale	42	73	+ 73.8%	--	--	--
Months Supply of Inventory	0.6	1.4	+ 133.3%	--	--	--

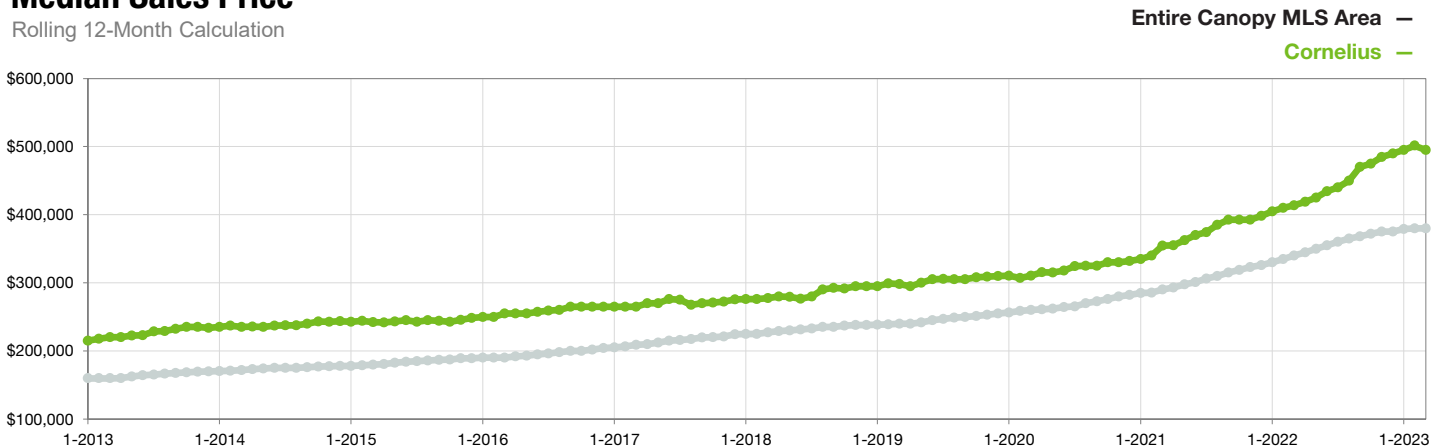
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March



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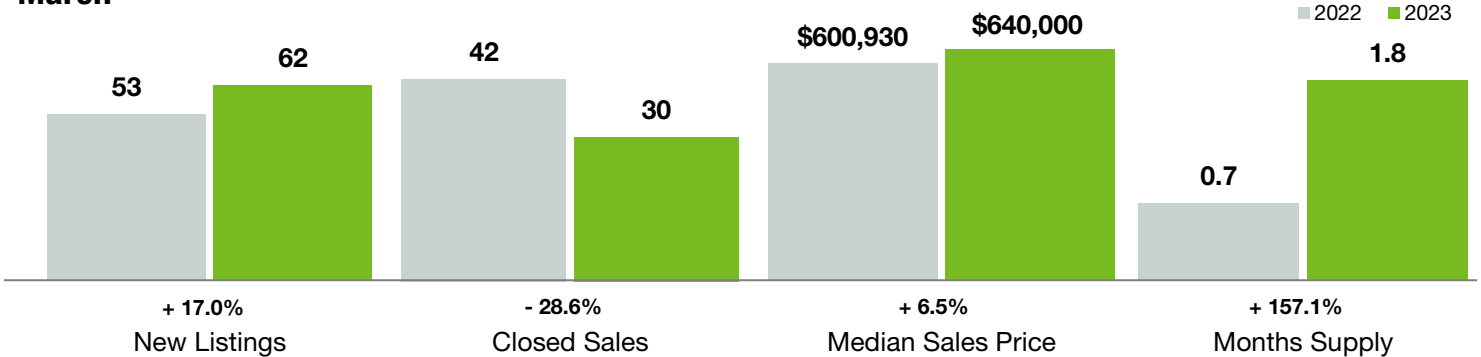
Davidson

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	53	62	+ 17.0%	114	126	+ 10.5%
Pending Sales	45	57	+ 26.7%	105	110	+ 4.8%
Closed Sales	42	30	- 28.6%	100	78	- 22.0%
Median Sales Price*	\$600,930	\$640,000	+ 6.5%	\$542,500	\$596,300	+ 9.9%
Average Sales Price*	\$670,913	\$764,972	+ 14.0%	\$633,733	\$699,806	+ 10.4%
Percent of Original List Price Received*	101.0%	99.7%	- 1.3%	100.4%	98.3%	- 2.1%
List to Close	98	100	+ 2.0%	99	132	+ 33.3%
Days on Market Until Sale	51	34	- 33.3%	48	45	- 6.3%
Cumulative Days on Market Until Sale	24	52	+ 116.7%	36	55	+ 52.8%
Average List Price	\$753,110	\$865,520	+ 14.9%	\$723,490	\$799,367	+ 10.5%
Inventory of Homes for Sale	31	66	+ 112.9%	--	--	--
Months Supply of Inventory	0.7	1.8	+ 157.1%	--	--	--

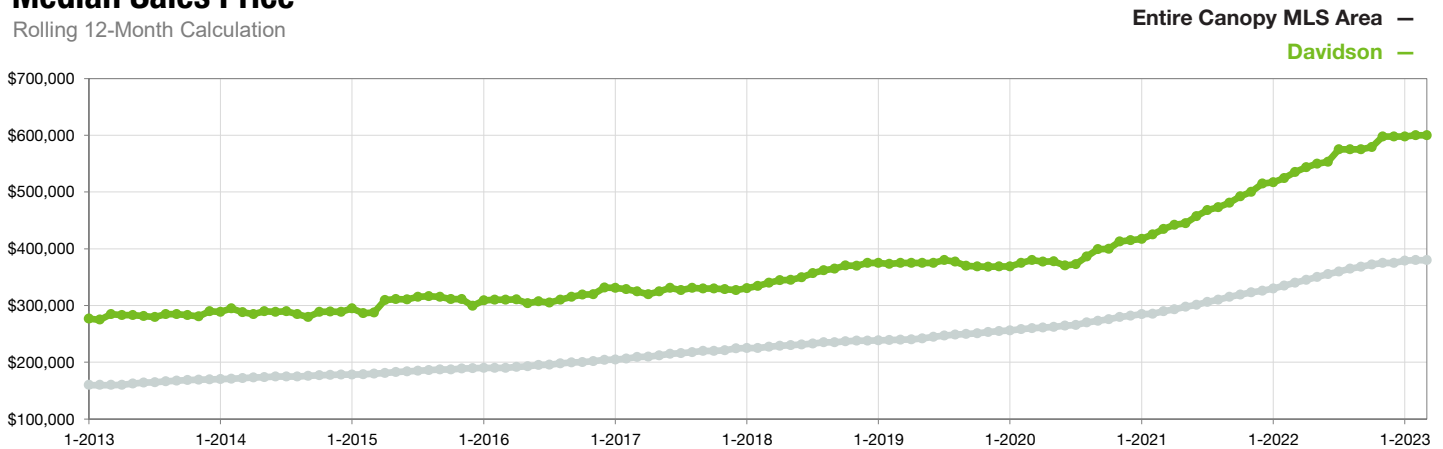
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March



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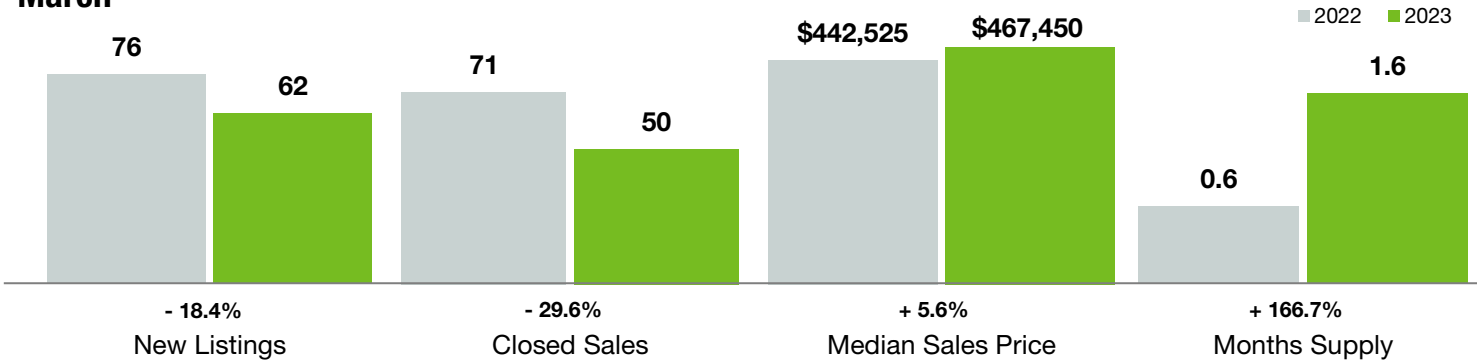
Denver

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	76	62	- 18.4%	182	163	- 10.4%
Pending Sales	68	57	- 16.2%	171	157	- 8.2%
Closed Sales	71	50	- 29.6%	173	124	- 28.3%
Median Sales Price*	\$442,525	\$467,450	+ 5.6%	\$468,125	\$488,750	+ 4.4%
Average Sales Price*	\$582,987	\$697,983	+ 19.7%	\$565,045	\$631,793	+ 11.8%
Percent of Original List Price Received*	100.6%	96.7%	- 3.9%	100.5%	96.4%	- 4.1%
List to Close	99	125	+ 26.3%	107	135	+ 26.2%
Days on Market Until Sale	23	65	+ 182.6%	29	68	+ 134.5%
Cumulative Days on Market Until Sale	18	67	+ 272.2%	20	58	+ 190.0%
Average List Price	\$607,482	\$761,083	+ 25.3%	\$586,003	\$667,297	+ 13.9%
Inventory of Homes for Sale	47	79	+ 68.1%	--	--	--
Months Supply of Inventory	0.6	1.6	+ 166.7%	--	--	--

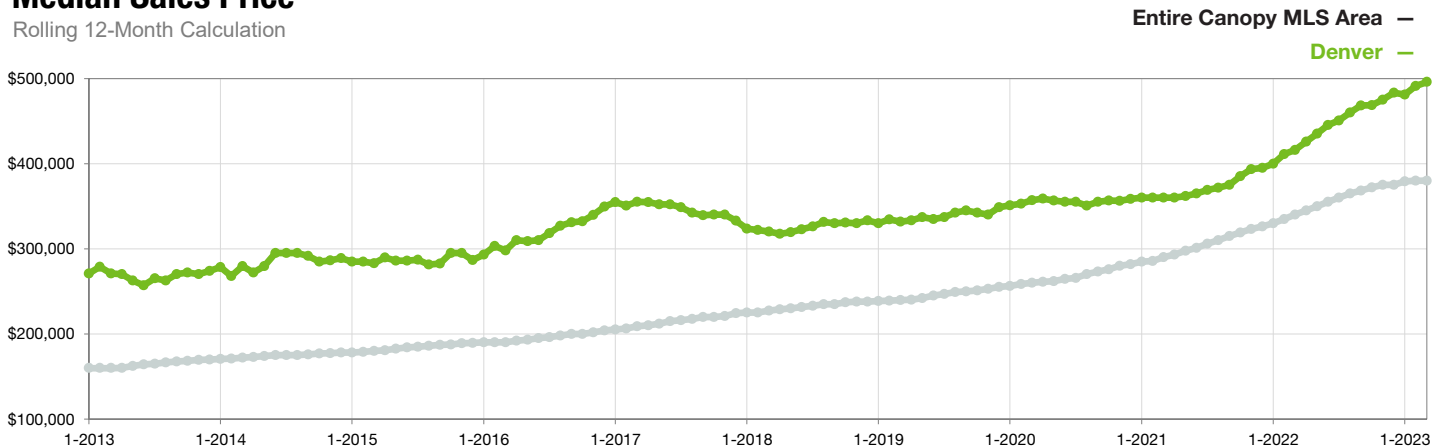
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March



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Local Market Update for March 2023

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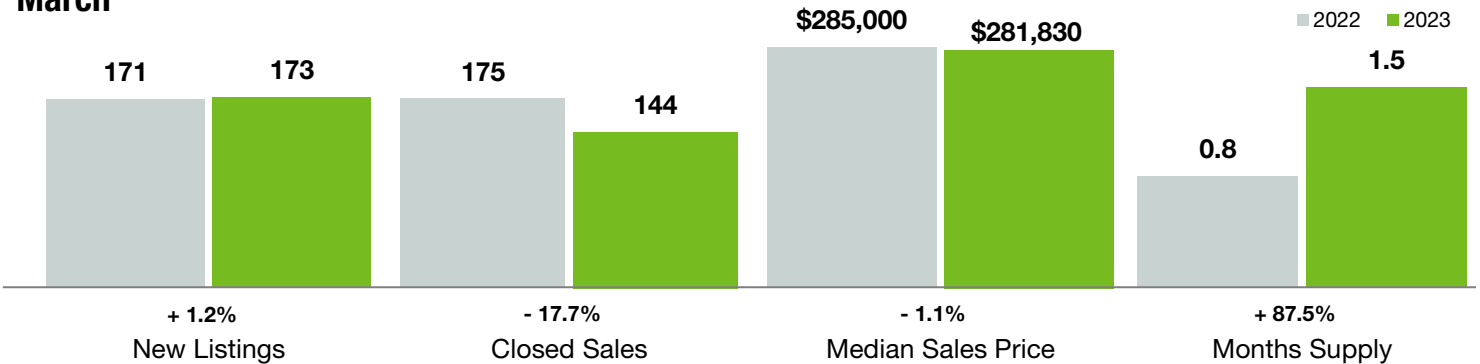
Gastonia

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	171	173	+ 1.2%	469	398	- 15.1%
Pending Sales	143	160	+ 11.9%	436	413	- 5.3%
Closed Sales	175	144	- 17.7%	443	331	- 25.3%
Median Sales Price*	\$285,000	\$281,830	- 1.1%	\$275,000	\$275,000	0.0%
Average Sales Price*	\$291,073	\$304,795	+ 4.7%	\$283,491	\$299,260	+ 5.6%
Percent of Original List Price Received*	101.0%	94.8%	- 6.1%	100.2%	94.3%	- 5.9%
List to Close	75	103	+ 37.3%	80	103	+ 28.8%
Days on Market Until Sale	23	58	+ 152.2%	21	56	+ 166.7%
Cumulative Days on Market Until Sale	18	63	+ 250.0%	20	62	+ 210.0%
Average List Price	\$295,038	\$308,908	+ 4.7%	\$287,027	\$293,678	+ 2.3%
Inventory of Homes for Sale	133	203	+ 52.6%	--	--	--
Months Supply of Inventory	0.8	1.5	+ 87.5%	--	--	--

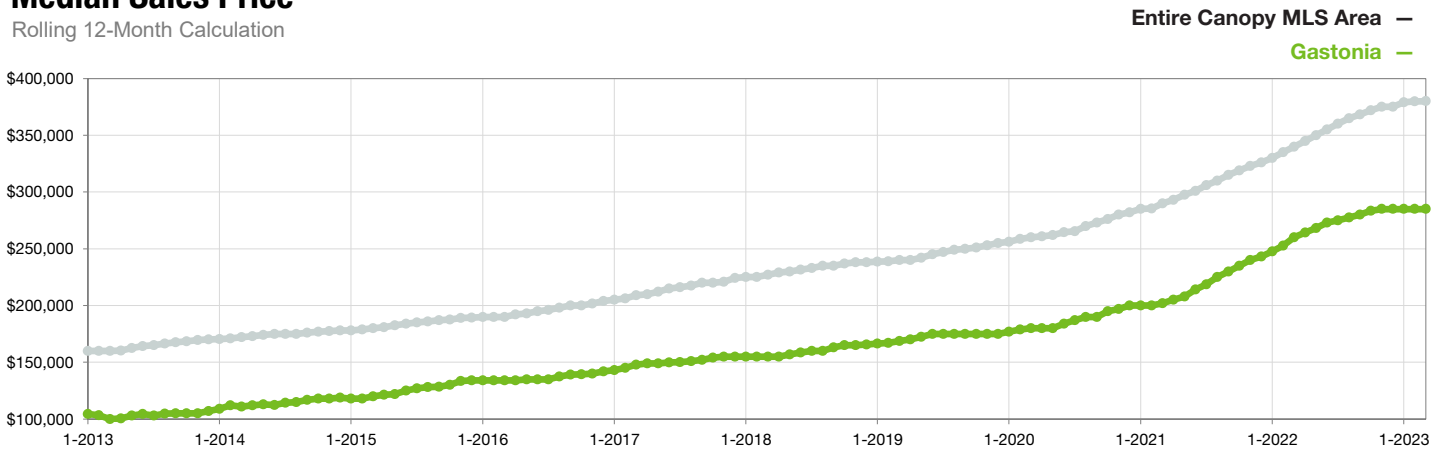
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March



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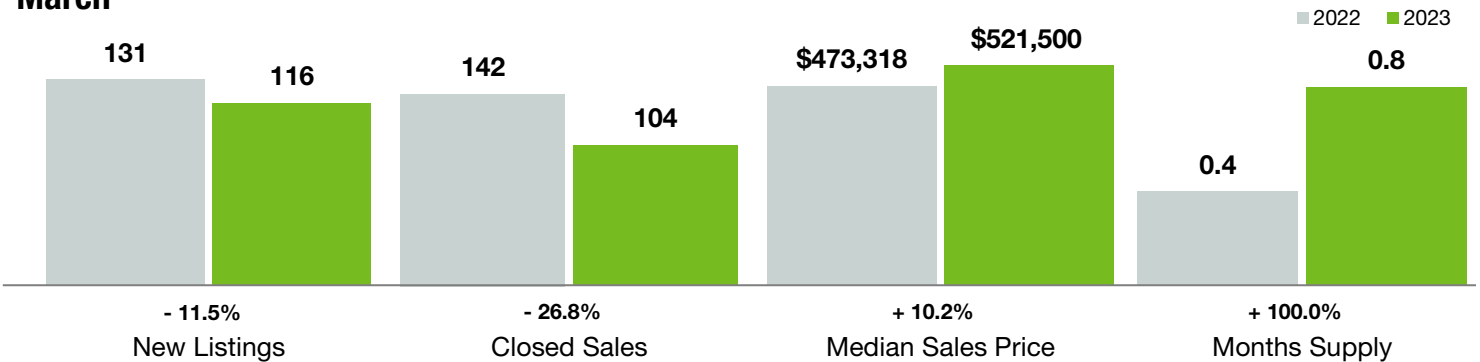
Huntersville

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	131	116	- 11.5%	367	280	- 23.7%
Pending Sales	124	99	- 20.2%	360	282	- 21.7%
Closed Sales	142	104	- 26.8%	368	231	- 37.2%
Median Sales Price*	\$473,318	\$521,500	+ 10.2%	\$465,055	\$532,500	+ 14.5%
Average Sales Price*	\$503,840	\$549,563	+ 9.1%	\$511,106	\$564,765	+ 10.5%
Percent of Original List Price Received*	104.6%	98.2%	- 6.1%	103.2%	97.1%	- 5.9%
List to Close	93	90	- 3.2%	96	107	+ 11.5%
Days on Market Until Sale	18	37	+ 105.6%	25	46	+ 84.0%
Cumulative Days on Market Until Sale	15	38	+ 153.3%	23	44	+ 91.3%
Average List Price	\$554,181	\$590,440	+ 6.5%	\$532,536	\$575,733	+ 8.1%
Inventory of Homes for Sale	58	91	+ 56.9%	--	--	--
Months Supply of Inventory	0.4	0.8	+ 100.0%	--	--	--

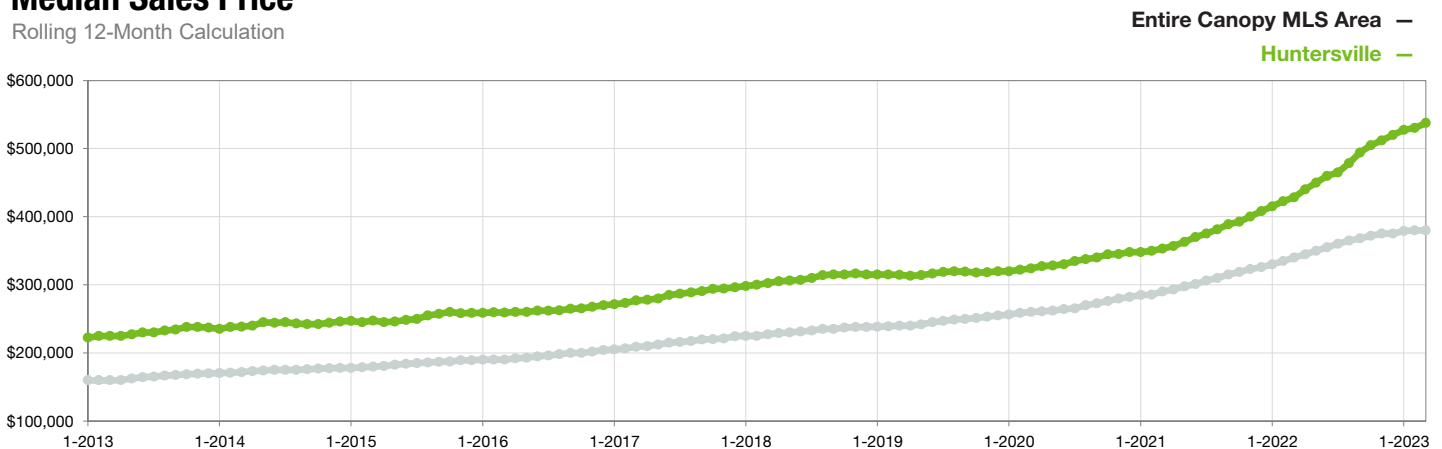
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March



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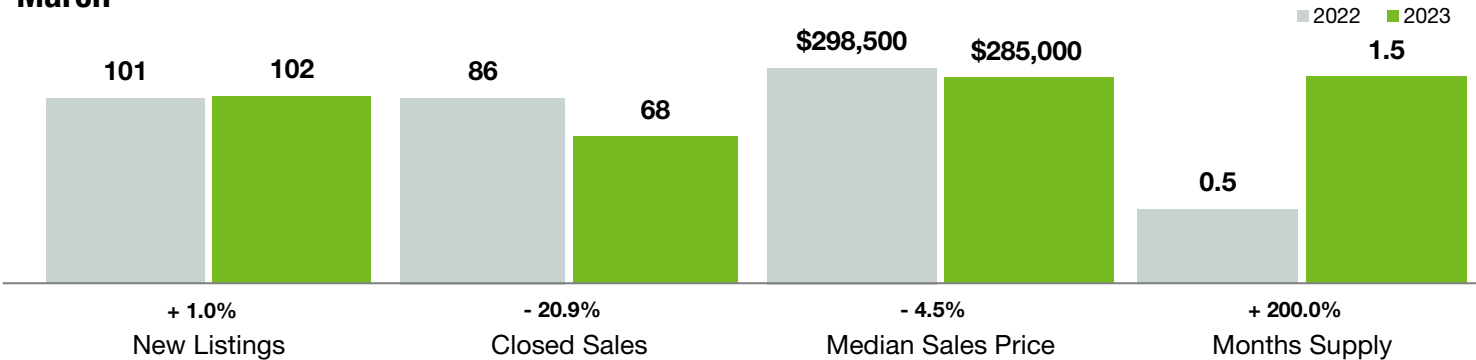
Kannapolis

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	101	102	+ 1.0%	252	235	- 6.7%
Pending Sales	96	94	- 2.1%	249	228	- 8.4%
Closed Sales	86	68	- 20.9%	243	157	- 35.4%
Median Sales Price*	\$298,500	\$285,000	- 4.5%	\$270,000	\$285,000	+ 5.6%
Average Sales Price*	\$307,907	\$276,459	- 10.2%	\$279,258	\$286,421	+ 2.6%
Percent of Original List Price Received*	100.6%	95.3%	- 5.3%	100.0%	93.9%	- 6.1%
List to Close	58	91	+ 56.9%	63	92	+ 46.0%
Days on Market Until Sale	17	46	+ 170.6%	20	49	+ 145.0%
Cumulative Days on Market Until Sale	17	48	+ 182.4%	19	52	+ 173.7%
Average List Price	\$306,774	\$297,379	- 3.1%	\$299,734	\$302,000	+ 0.8%
Inventory of Homes for Sale	50	106	+ 112.0%	--	--	--
Months Supply of Inventory	0.5	1.5	+ 200.0%	--	--	--

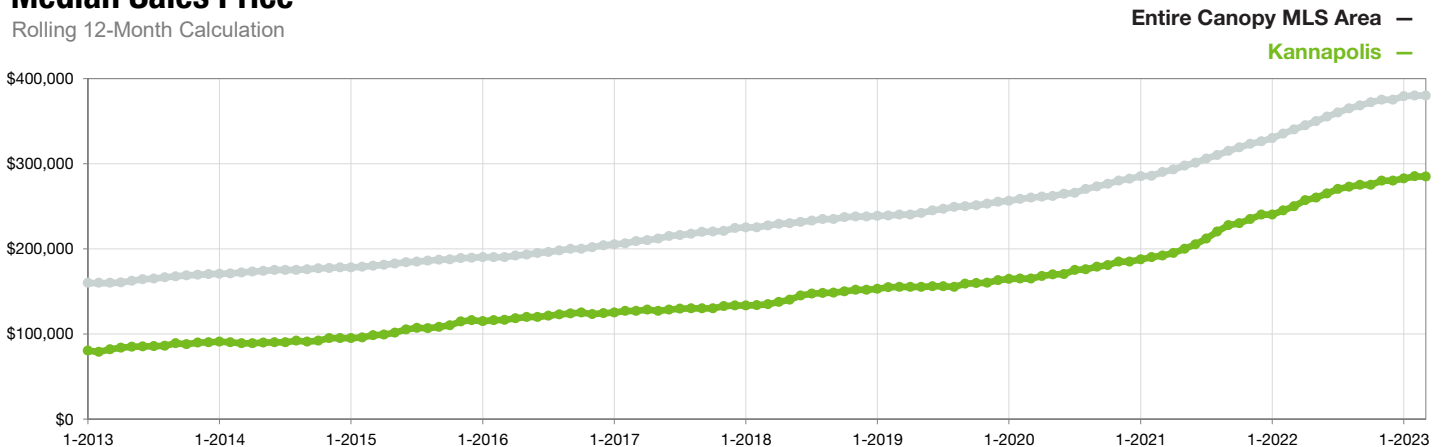
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March



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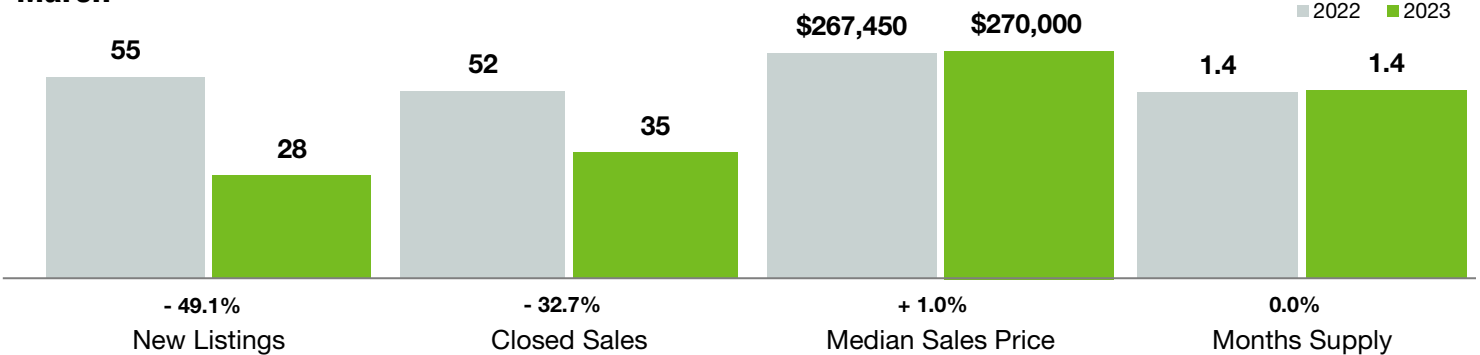
Lincolnton

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	55	28	- 49.1%	142	89	- 37.3%
Pending Sales	46	38	- 17.4%	134	113	- 15.7%
Closed Sales	52	35	- 32.7%	114	86	- 24.6%
Median Sales Price*	\$267,450	\$270,000	+ 1.0%	\$272,500	\$283,250	+ 3.9%
Average Sales Price*	\$273,147	\$289,257	+ 5.9%	\$285,649	\$296,347	+ 3.7%
Percent of Original List Price Received*	98.5%	94.7%	- 3.9%	98.5%	94.2%	- 4.4%
List to Close	81	98	+ 21.0%	84	89	+ 6.0%
Days on Market Until Sale	25	52	+ 108.0%	30	45	+ 50.0%
Cumulative Days on Market Until Sale	26	56	+ 115.4%	34	50	+ 47.1%
Average List Price	\$342,037	\$296,311	- 13.4%	\$329,444	\$296,491	- 10.0%
Inventory of Homes for Sale	63	51	- 19.0%	--	--	--
Months Supply of Inventory	1.4	1.4	0.0%	--	--	--

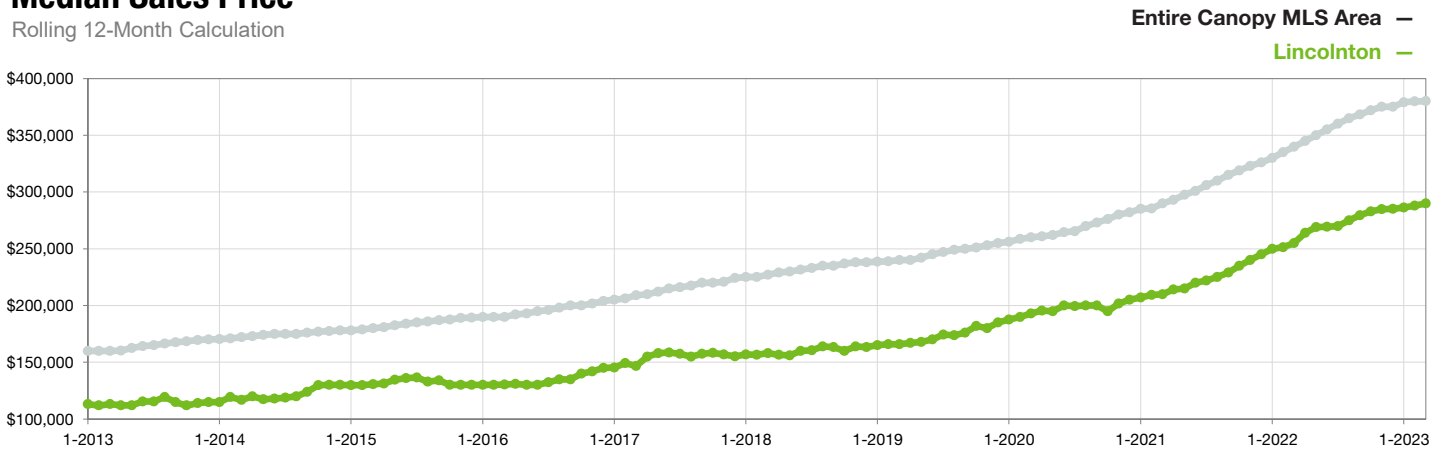
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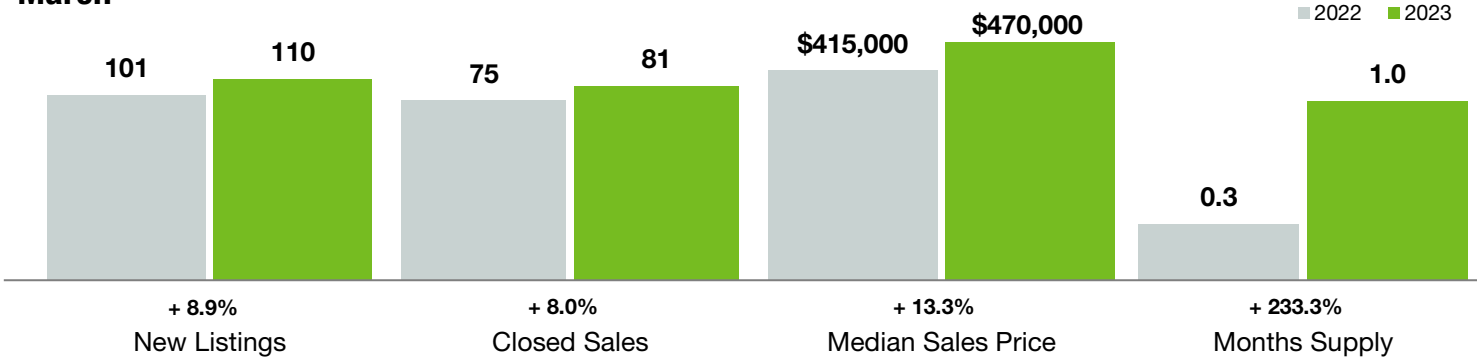
Matthews

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	101	110	+ 8.9%	256	228	- 10.9%
Pending Sales	97	74	- 23.7%	254	215	- 15.4%
Closed Sales	75	81	+ 8.0%	221	184	- 16.7%
Median Sales Price*	\$415,000	\$470,000	+ 13.3%	\$402,000	\$465,000	+ 15.7%
Average Sales Price*	\$541,121	\$492,673	- 9.0%	\$503,063	\$485,009	- 3.6%
Percent of Original List Price Received*	104.4%	97.4%	- 6.7%	102.5%	96.0%	- 6.3%
List to Close	86	93	+ 8.1%	74	87	+ 17.6%
Days on Market Until Sale	18	46	+ 155.6%	17	42	+ 147.1%
Cumulative Days on Market Until Sale	10	41	+ 310.0%	15	45	+ 200.0%
Average List Price	\$527,701	\$598,286	+ 13.4%	\$502,369	\$566,608	+ 12.8%
Inventory of Homes for Sale	34	81	+ 138.2%	--	--	--
Months Supply of Inventory	0.3	1.0	+ 233.3%	--	--	--

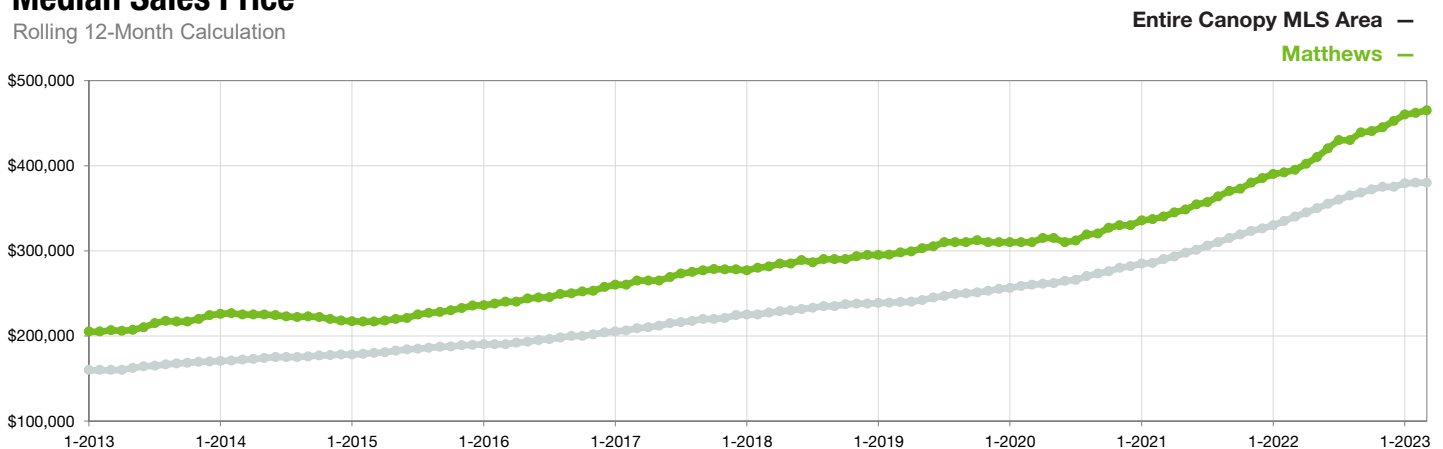
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March



Median Sales Price

Rolling 12-Month Calculation



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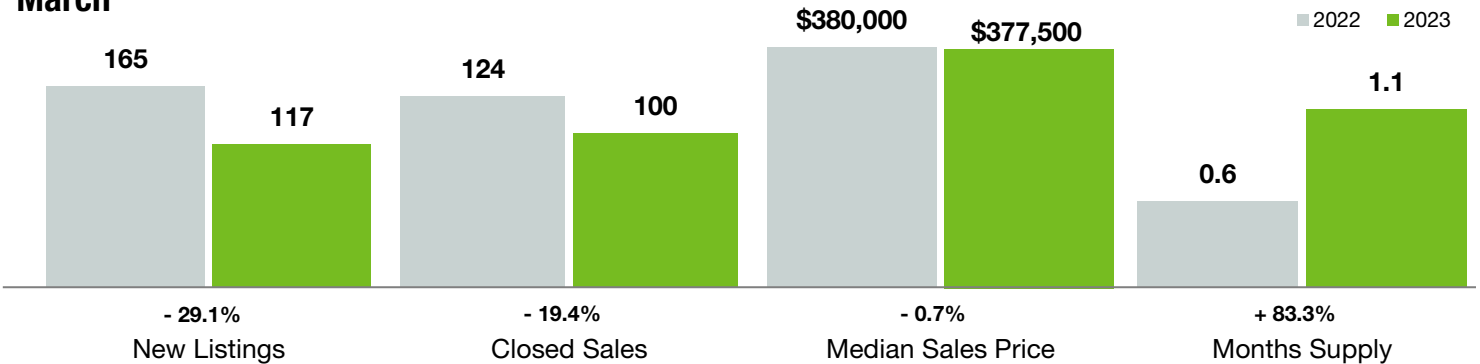
Monroe

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	165	117	- 29.1%	421	300	- 28.7%
Pending Sales	136	105	- 22.8%	386	301	- 22.0%
Closed Sales	124	100	- 19.4%	350	231	- 34.0%
Median Sales Price*	\$380,000	\$377,500	- 0.7%	\$374,995	\$360,000	- 4.0%
Average Sales Price*	\$381,977	\$377,171	- 1.3%	\$375,331	\$366,208	- 2.4%
Percent of Original List Price Received*	102.7%	94.5%	- 8.0%	101.6%	94.3%	- 7.2%
List to Close	67	103	+ 53.7%	78	100	+ 28.2%
Days on Market Until Sale	16	51	+ 218.8%	19	47	+ 147.4%
Cumulative Days on Market Until Sale	17	61	+ 258.8%	21	55	+ 161.9%
Average List Price	\$390,771	\$426,359	+ 9.1%	\$392,018	\$402,657	+ 2.7%
Inventory of Homes for Sale	75	113	+ 50.7%	--	--	--
Months Supply of Inventory	0.6	1.1	+ 83.3%	--	--	--

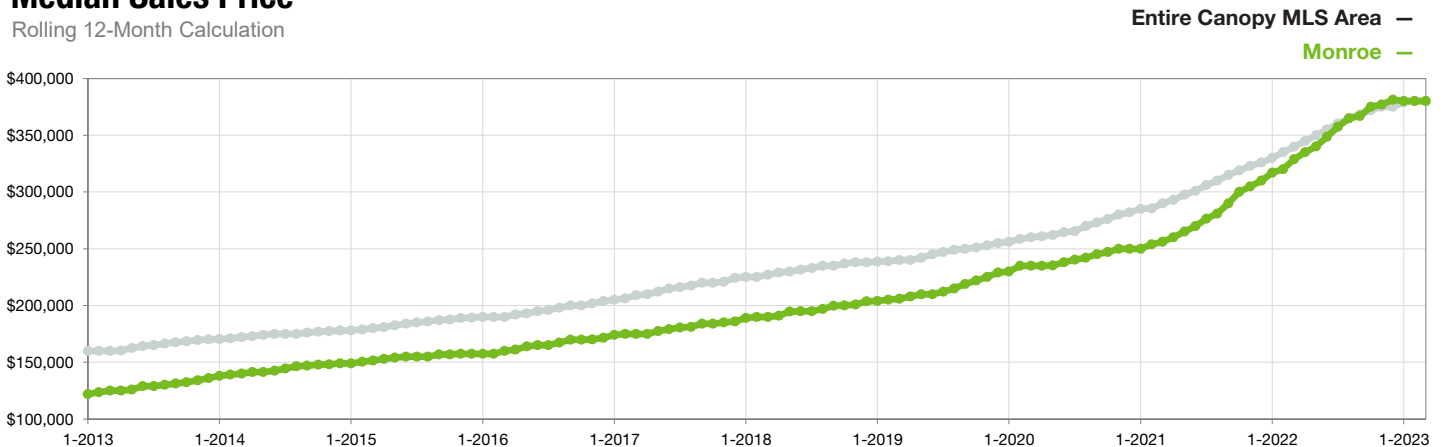
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March



Median Sales Price

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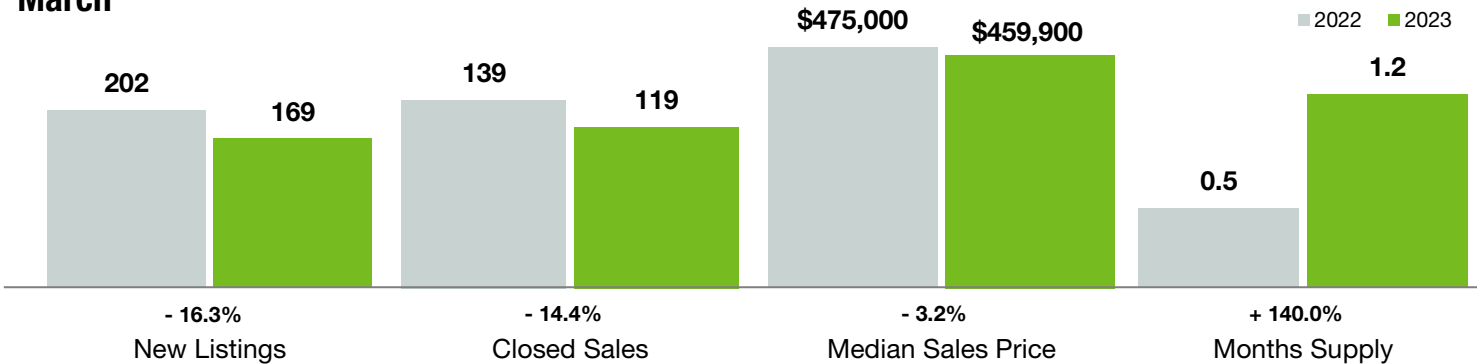
Mooreville

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	202	169	- 16.3%	434	382	- 12.0%
Pending Sales	164	153	- 6.7%	420	366	- 12.9%
Closed Sales	139	119	- 14.4%	409	297	- 27.4%
Median Sales Price*	\$475,000	\$459,900	- 3.2%	\$437,276	\$462,000	+ 5.7%
Average Sales Price*	\$601,019	\$653,570	+ 8.7%	\$561,000	\$606,300	+ 8.1%
Percent of Original List Price Received*	102.1%	96.8%	- 5.2%	100.3%	95.4%	- 4.9%
List to Close	64	99	+ 54.7%	77	111	+ 44.2%
Days on Market Until Sale	17	54	+ 217.6%	23	51	+ 121.7%
Cumulative Days on Market Until Sale	18	60	+ 233.3%	24	56	+ 133.3%
Average List Price	\$570,455	\$739,405	+ 29.6%	\$594,767	\$700,780	+ 17.8%
Inventory of Homes for Sale	94	175	+ 86.2%	--	--	--
Months Supply of Inventory	0.5	1.2	+ 140.0%	--	--	--

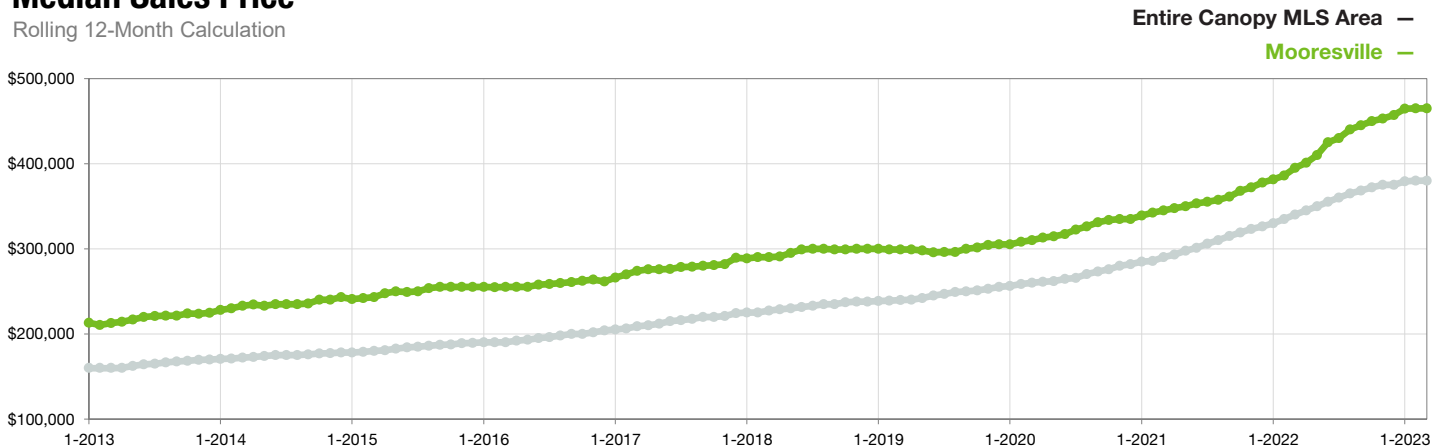
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March



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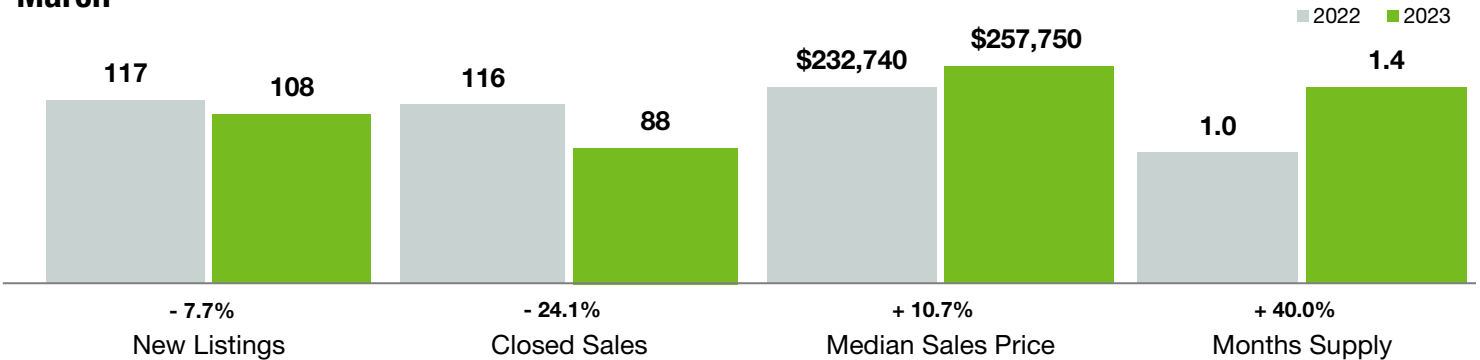
Salisbury

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	117	108	- 7.7%	291	263	- 9.6%
Pending Sales	83	111	+ 33.7%	260	271	+ 4.2%
Closed Sales	116	88	- 24.1%	280	214	- 23.6%
Median Sales Price*	\$232,740	\$257,750	+ 10.7%	\$233,240	\$250,000	+ 7.2%
Average Sales Price*	\$265,206	\$268,248	+ 1.1%	\$265,714	\$265,114	- 0.2%
Percent of Original List Price Received*	99.9%	93.0%	- 6.9%	99.4%	92.6%	- 6.8%
List to Close	87	101	+ 16.1%	84	97	+ 15.5%
Days on Market Until Sale	19	54	+ 184.2%	23	49	+ 113.0%
Cumulative Days on Market Until Sale	22	58	+ 163.6%	28	54	+ 92.9%
Average List Price	\$265,123	\$273,873	+ 3.3%	\$268,614	\$282,004	+ 5.0%
Inventory of Homes for Sale	99	128	+ 29.3%	--	--	--
Months Supply of Inventory	1.0	1.4	+ 40.0%	--	--	--

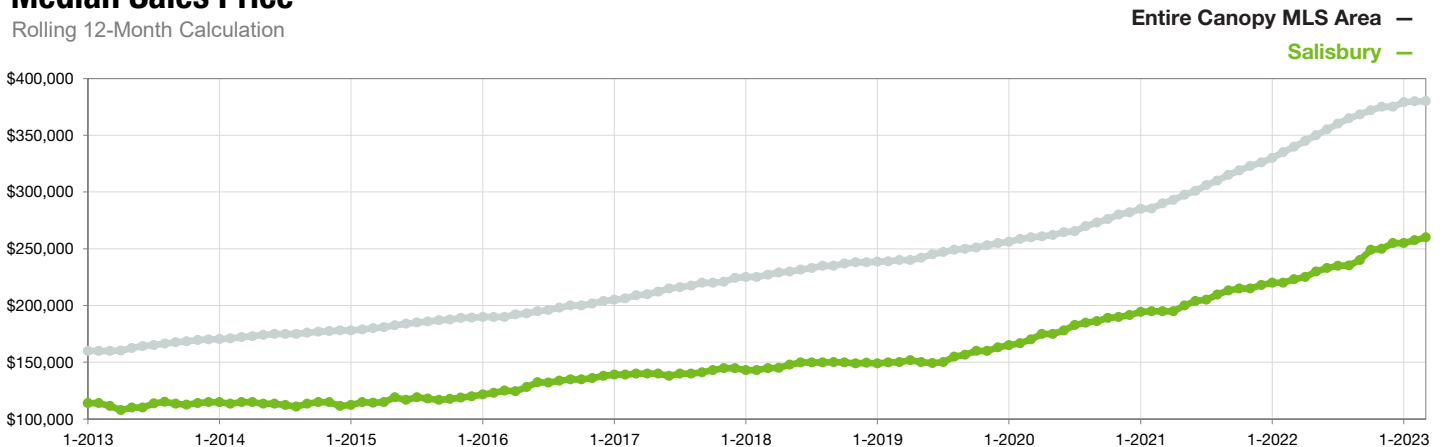
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March



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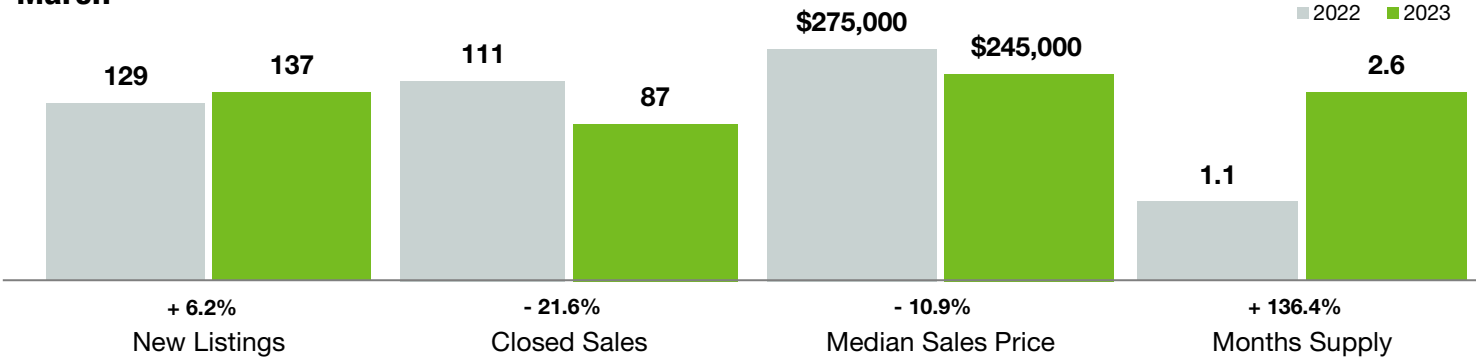
Statesville

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	129	137	+ 6.2%	306	345	+ 12.7%
Pending Sales	105	104	- 1.0%	281	286	+ 1.8%
Closed Sales	111	87	- 21.6%	264	214	- 18.9%
Median Sales Price*	\$275,000	\$245,000	- 10.9%	\$265,500	\$250,000	- 5.8%
Average Sales Price*	\$318,436	\$265,090	- 16.8%	\$301,514	\$275,745	- 8.5%
Percent of Original List Price Received*	101.2%	95.4%	- 5.7%	100.3%	94.3%	- 6.0%
List to Close	66	88	+ 33.3%	62	89	+ 43.5%
Days on Market Until Sale	27	49	+ 81.5%	22	48	+ 118.2%
Cumulative Days on Market Until Sale	30	48	+ 60.0%	24	52	+ 116.7%
Average List Price	\$271,107	\$319,366	+ 17.8%	\$278,690	\$304,868	+ 9.4%
Inventory of Homes for Sale	108	230	+ 113.0%	--	--	--
Months Supply of Inventory	1.1	2.6	+ 136.4%	--	--	--

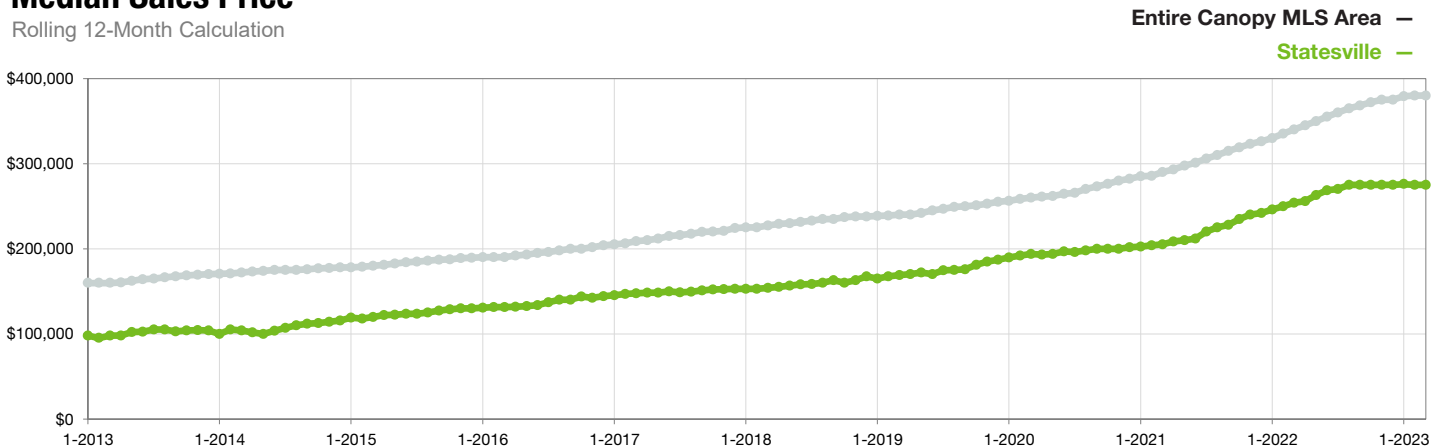
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March



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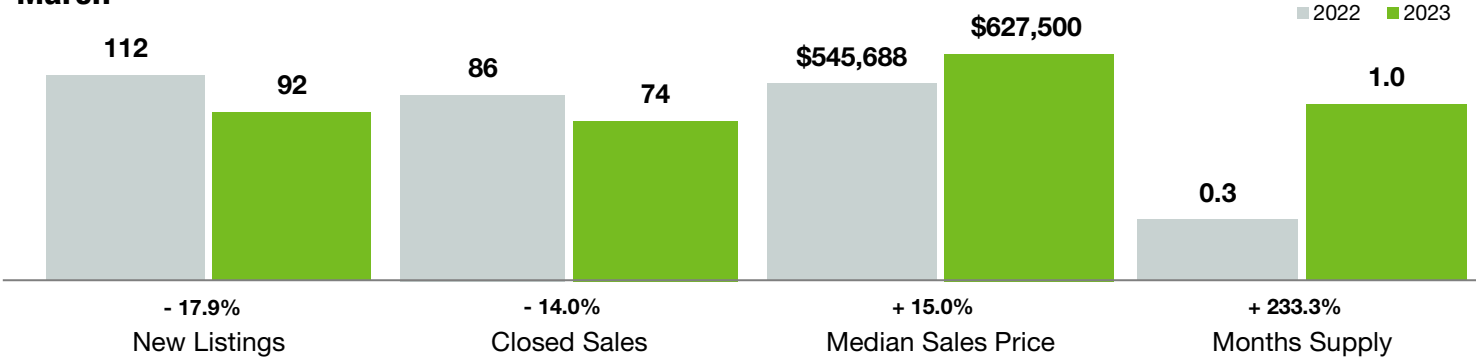
Waxhaw

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	112	92	- 17.9%	269	194	- 27.9%
Pending Sales	103	71	- 31.1%	265	195	- 26.4%
Closed Sales	86	74	- 14.0%	222	182	- 18.0%
Median Sales Price*	\$545,688	\$627,500	+ 15.0%	\$552,172	\$559,000	+ 1.2%
Average Sales Price*	\$665,014	\$708,079	+ 6.5%	\$651,646	\$665,545	+ 2.1%
Percent of Original List Price Received*	103.5%	97.0%	- 6.3%	103.0%	96.5%	- 6.3%
List to Close	73	127	+ 74.0%	74	130	+ 75.7%
Days on Market Until Sale	17	36	+ 111.8%	19	40	+ 110.5%
Cumulative Days on Market Until Sale	14	38	+ 171.4%	15	42	+ 180.0%
Average List Price	\$771,219	\$899,695	+ 16.7%	\$721,888	\$833,618	+ 15.5%
Inventory of Homes for Sale	34	76	+ 123.5%	--	--	--
Months Supply of Inventory	0.3	1.0	+ 233.3%	--	--	--

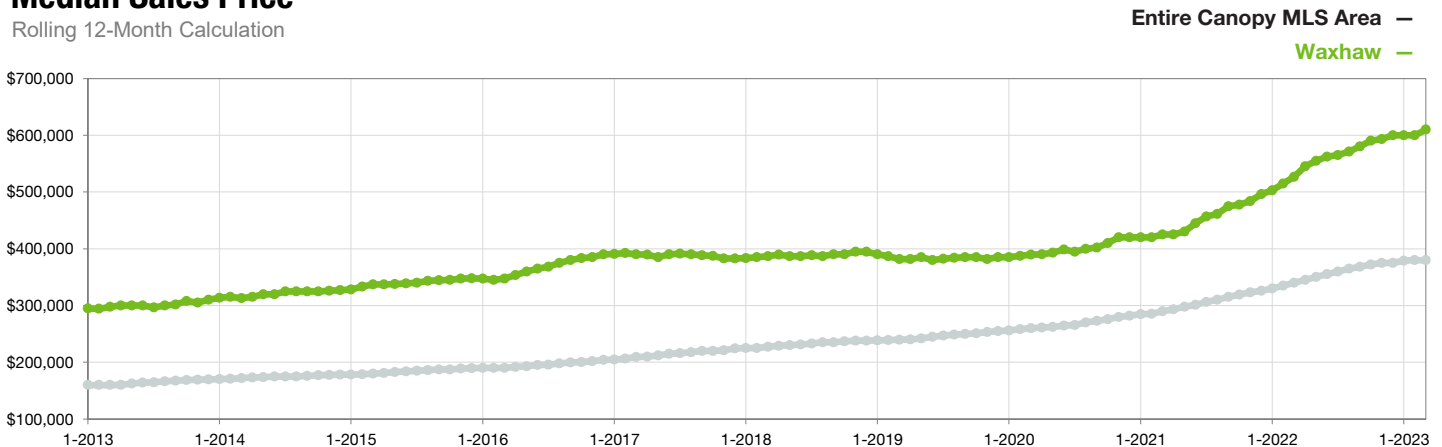
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March



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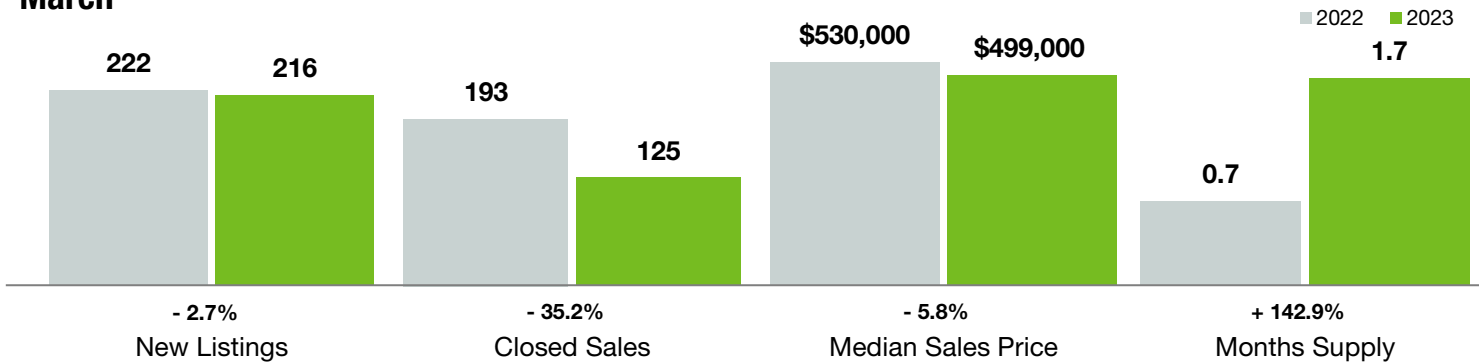
Lake Norman

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	222	216	- 2.7%	519	506	- 2.5%
Pending Sales	197	174	- 11.7%	501	448	- 10.6%
Closed Sales	193	125	- 35.2%	494	342	- 30.8%
Median Sales Price*	\$530,000	\$499,000	- 5.8%	\$515,877	\$535,000	+ 3.7%
Average Sales Price*	\$722,858	\$808,305	+ 11.8%	\$713,026	\$738,383	+ 3.6%
Percent of Original List Price Received*	101.2%	96.1%	- 5.0%	100.1%	95.6%	- 4.5%
List to Close	78	104	+ 33.3%	90	119	+ 32.2%
Days on Market Until Sale	20	55	+ 175.0%	26	54	+ 107.7%
Cumulative Days on Market Until Sale	23	69	+ 200.0%	27	61	+ 125.9%
Average List Price	\$775,657	\$917,807	+ 18.3%	\$809,190	\$889,369	+ 9.9%
Inventory of Homes for Sale	142	262	+ 84.5%	--	--	--
Months Supply of Inventory	0.7	1.7	+ 142.9%	--	--	--

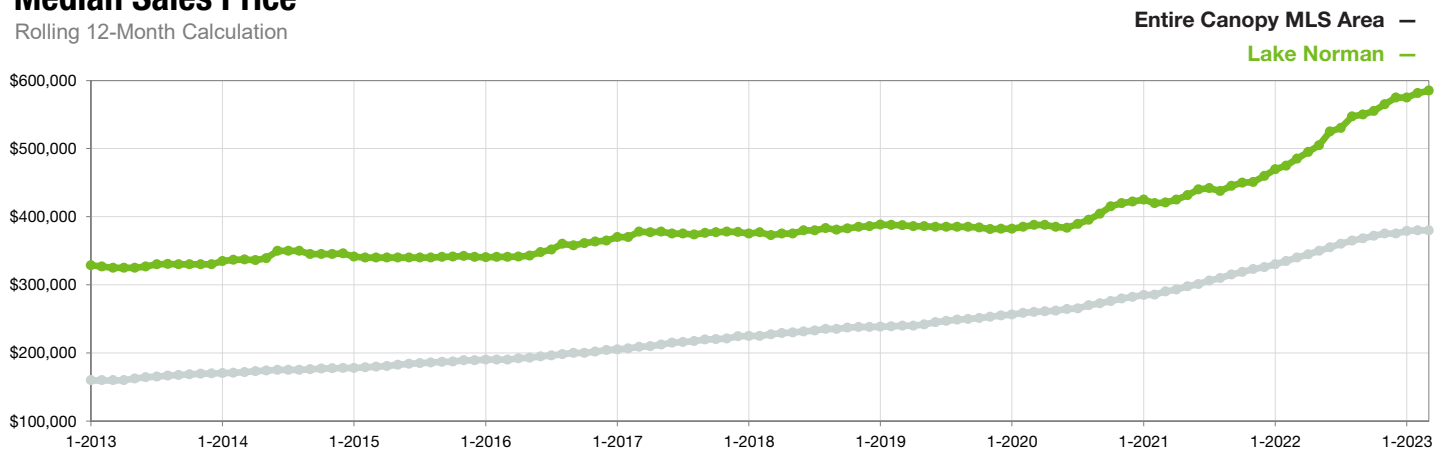
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March



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Local Market Update for March 2023

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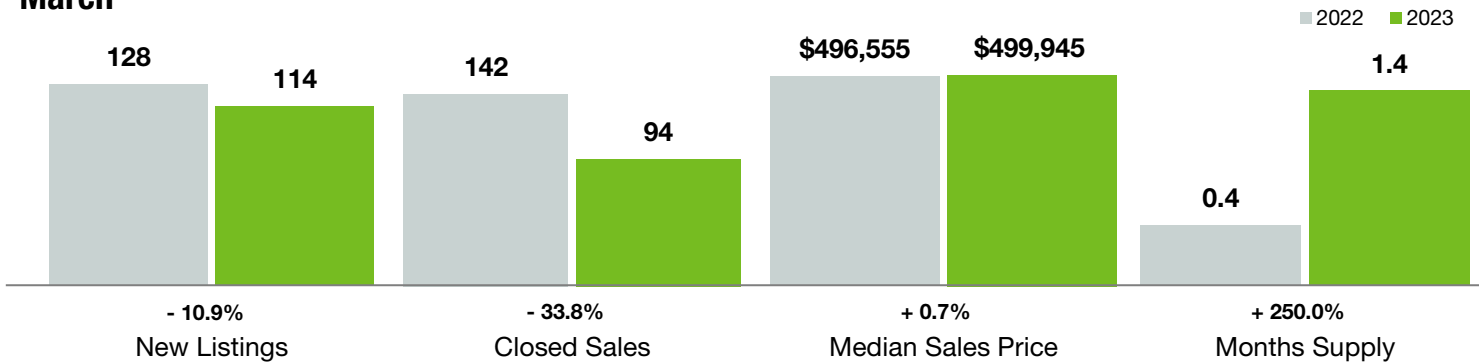
Lake Wylie

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	128	114	- 10.9%	329	273	- 17.0%
Pending Sales	119	89	- 25.2%	343	247	- 28.0%
Closed Sales	142	94	- 33.8%	340	219	- 35.6%
Median Sales Price*	\$496,555	\$499,945	+ 0.7%	\$501,640	\$497,980	- 0.7%
Average Sales Price*	\$542,242	\$593,636	+ 9.5%	\$543,130	\$566,418	+ 4.3%
Percent of Original List Price Received*	102.5%	95.9%	- 6.4%	101.6%	95.9%	- 5.6%
List to Close	97	103	+ 6.2%	114	104	- 8.8%
Days on Market Until Sale	23	51	+ 121.7%	24	45	+ 87.5%
Cumulative Days on Market Until Sale	23	54	+ 134.8%	24	48	+ 100.0%
Average List Price	\$616,121	\$661,227	+ 7.3%	\$600,891	\$624,243	+ 3.9%
Inventory of Homes for Sale	61	135	+ 121.3%	--	--	--
Months Supply of Inventory	0.4	1.4	+ 250.0%	--	--	--

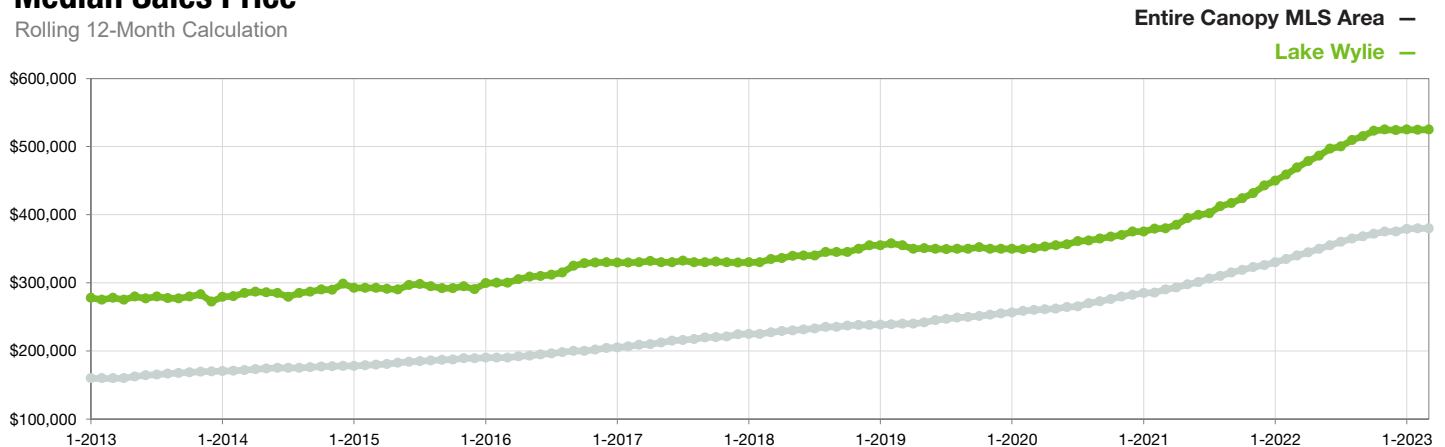
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March



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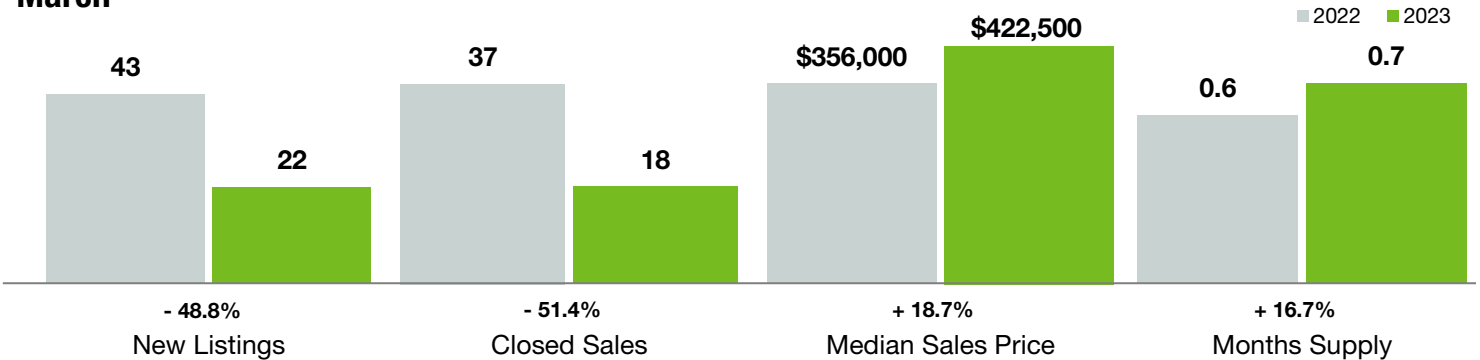
Uptown Charlotte

North Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	43	22	- 48.8%	109	55	- 49.5%
Pending Sales	36	18	- 50.0%	109	51	- 53.2%
Closed Sales	37	18	- 51.4%	95	39	- 58.9%
Median Sales Price*	\$356,000	\$422,500	+ 18.7%	\$382,000	\$415,000	+ 8.6%
Average Sales Price*	\$427,900	\$448,361	+ 4.8%	\$432,697	\$427,846	- 1.1%
Percent of Original List Price Received*	100.2%	97.5%	- 2.7%	99.8%	97.5%	- 2.3%
List to Close	60	93	+ 55.0%	74	82	+ 10.8%
Days on Market Until Sale	26	60	+ 130.8%	35	50	+ 42.9%
Cumulative Days on Market Until Sale	31	60	+ 93.5%	39	52	+ 33.3%
Average List Price	\$455,791	\$758,032	+ 66.3%	\$433,375	\$663,795	+ 53.2%
Inventory of Homes for Sale	24	17	- 29.2%	--	--	--
Months Supply of Inventory	0.6	0.7	+ 16.7%	--	--	--

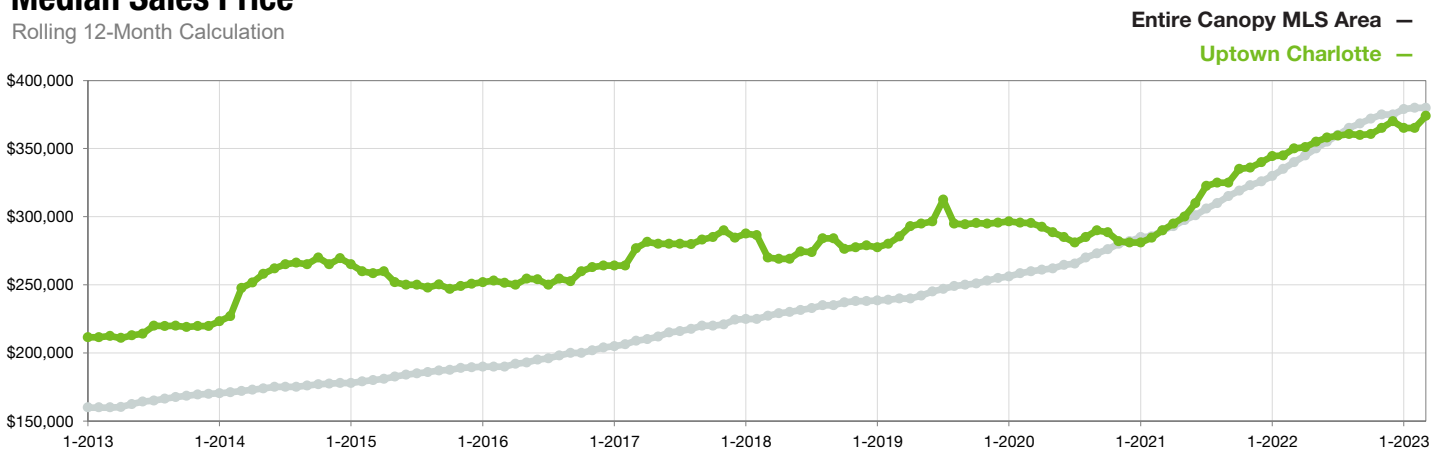
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March



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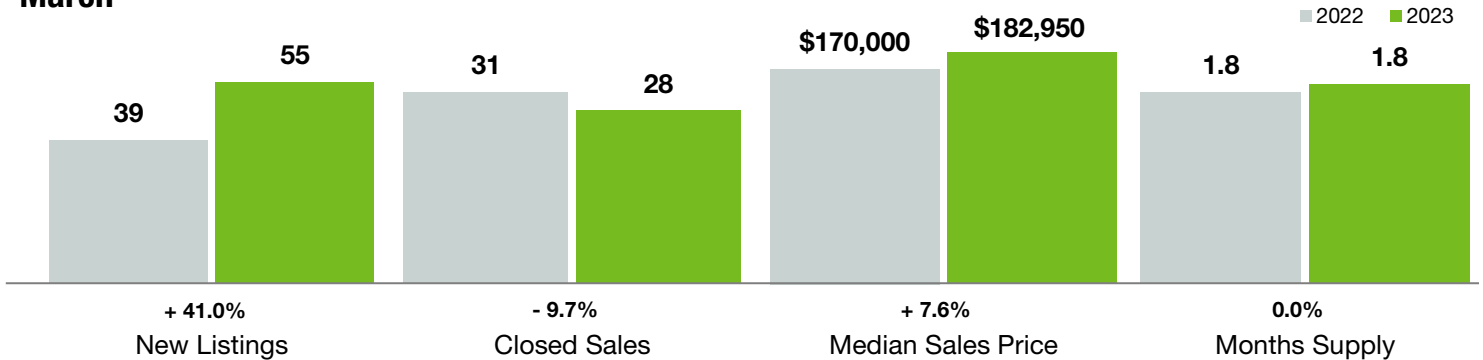
Chester County

South Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	39	55	+ 41.0%	82	142	+ 73.2%
Pending Sales	27	49	+ 81.5%	75	132	+ 76.0%
Closed Sales	31	28	- 9.7%	74	79	+ 6.8%
Median Sales Price*	\$170,000	\$182,950	+ 7.6%	\$176,500	\$214,400	+ 21.5%
Average Sales Price*	\$174,416	\$204,018	+ 17.0%	\$204,930	\$223,048	+ 8.8%
Percent of Original List Price Received*	92.7%	93.1%	+ 0.4%	95.2%	93.5%	- 1.8%
List to Close	84	97	+ 15.5%	86	97	+ 12.8%
Days on Market Until Sale	41	48	+ 17.1%	39	48	+ 23.1%
Cumulative Days on Market Until Sale	64	55	- 14.1%	46	52	+ 13.0%
Average List Price	\$266,875	\$283,389	+ 6.2%	\$240,430	\$267,038	+ 11.1%
Inventory of Homes for Sale	43	53	+ 23.3%	--	--	--
Months Supply of Inventory	1.8	1.8	0.0%	--	--	--

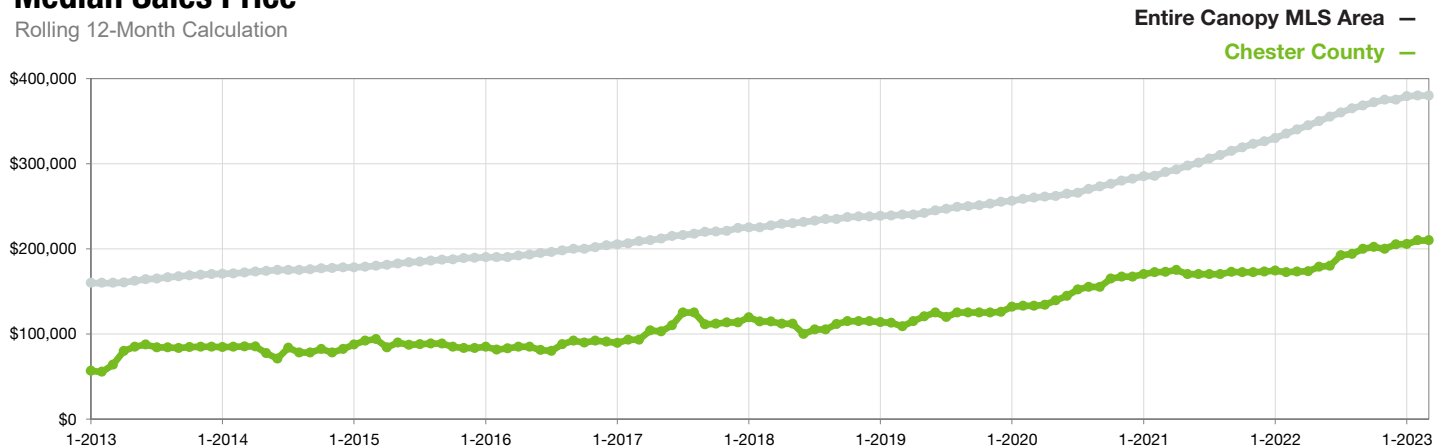
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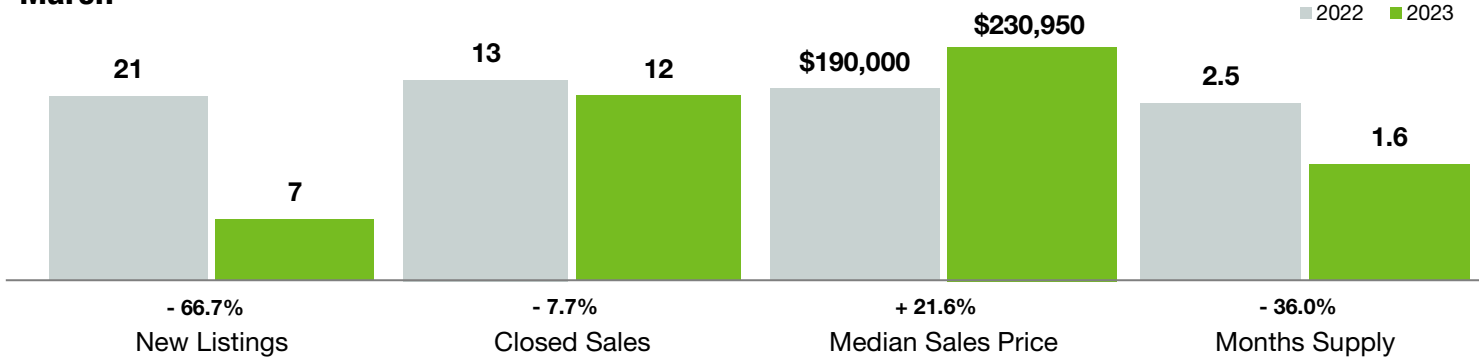
Chesterfield County

South Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	21	7	- 66.7%	48	28	- 41.7%
Pending Sales	20	12	- 40.0%	50	33	- 34.0%
Closed Sales	13	12	- 7.7%	35	24	- 31.4%
Median Sales Price*	\$190,000	\$230,950	+ 21.6%	\$199,900	\$231,450	+ 15.8%
Average Sales Price*	\$172,046	\$280,392	+ 63.0%	\$193,729	\$244,096	+ 26.0%
Percent of Original List Price Received*	90.3%	96.2%	+ 6.5%	94.0%	94.0%	0.0%
List to Close	113	165	+ 46.0%	124	127	+ 2.4%
Days on Market Until Sale	64	111	+ 73.4%	63	74	+ 17.5%
Cumulative Days on Market Until Sale	71	121	+ 70.4%	65	80	+ 23.1%
Average List Price	\$203,855	\$283,100	+ 38.9%	\$201,215	\$246,793	+ 22.7%
Inventory of Homes for Sale	28	16	- 42.9%	--	--	--
Months Supply of Inventory	2.5	1.6	- 36.0%	--	--	--

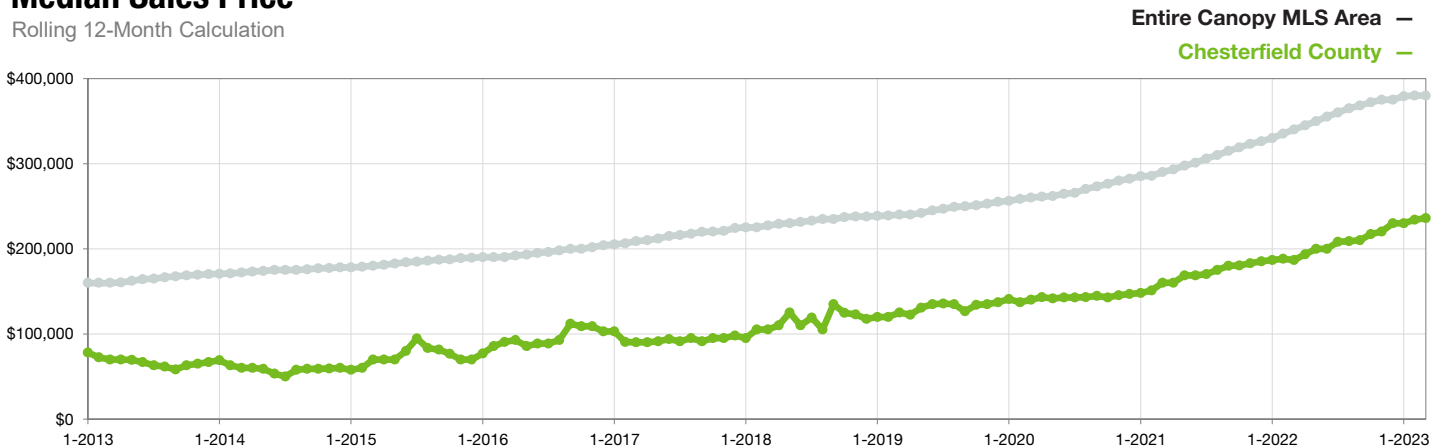
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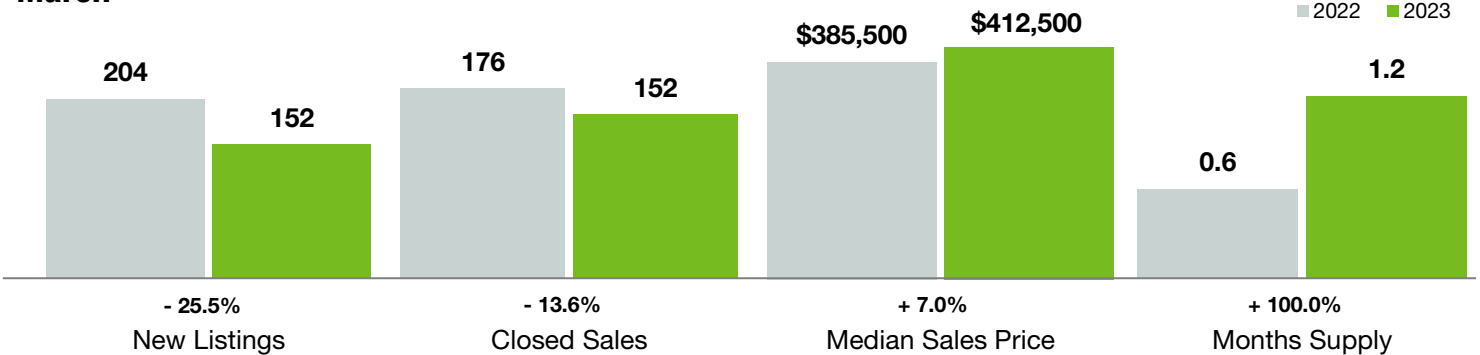
Lancaster County

South Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	204	152	- 25.5%	563	426	- 24.3%
Pending Sales	180	166	- 7.8%	534	451	- 15.5%
Closed Sales	176	152	- 13.6%	464	364	- 21.6%
Median Sales Price*	\$385,500	\$412,500	+ 7.0%	\$375,623	\$411,012	+ 9.4%
Average Sales Price*	\$411,450	\$456,287	+ 10.9%	\$395,296	\$448,430	+ 13.4%
Percent of Original List Price Received*	102.2%	96.8%	- 5.3%	101.2%	96.4%	- 4.7%
List to Close	79	112	+ 41.8%	83	104	+ 25.3%
Days on Market Until Sale	18	58	+ 222.2%	23	52	+ 126.1%
Cumulative Days on Market Until Sale	19	63	+ 231.6%	22	54	+ 145.5%
Average List Price	\$422,273	\$450,909	+ 6.8%	\$430,913	\$435,349	+ 1.0%
Inventory of Homes for Sale	100	184	+ 84.0%	--	--	--
Months Supply of Inventory	0.6	1.2	+ 100.0%	--	--	--

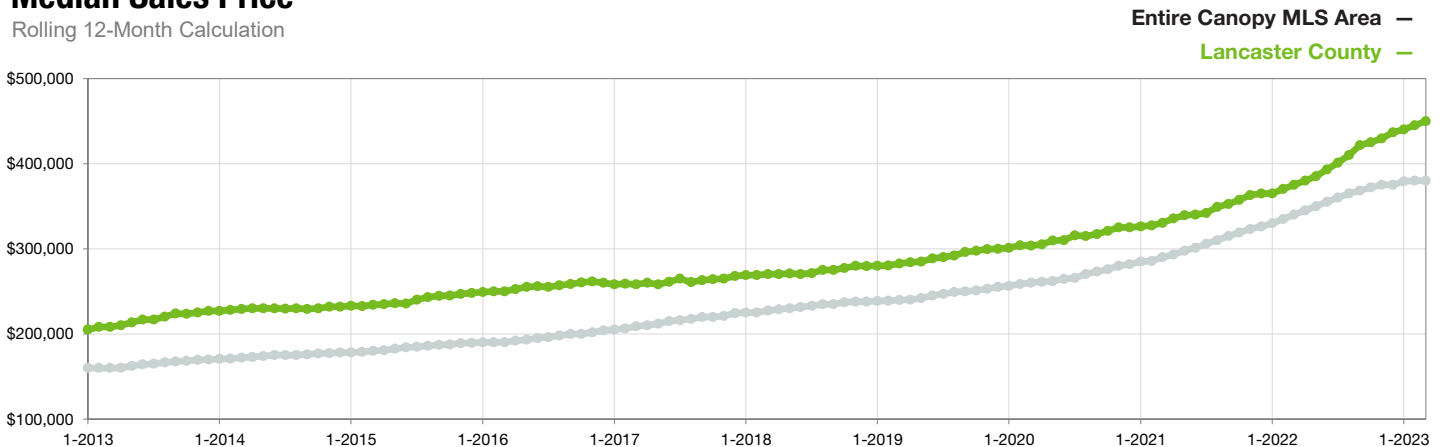
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March



Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for March 2023

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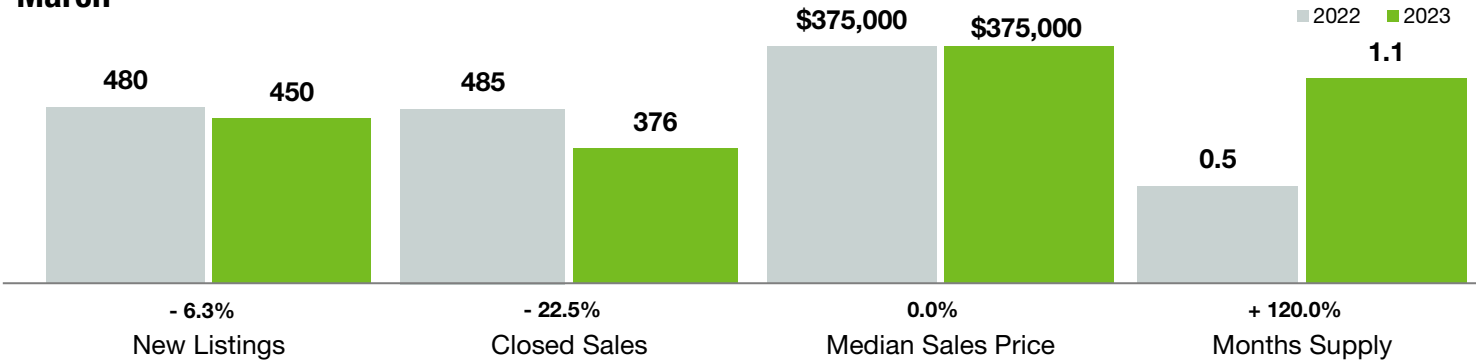
York County

South Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	480	450	- 6.3%	1,276	1,072	- 16.0%
Pending Sales	462	399	- 13.6%	1,310	1,094	- 16.5%
Closed Sales	485	376	- 22.5%	1,208	859	- 28.9%
Median Sales Price*	\$375,000	\$375,000	0.0%	\$365,000	\$372,000	+ 1.9%
Average Sales Price*	\$422,252	\$417,133	- 1.2%	\$402,860	\$411,181	+ 2.1%
Percent of Original List Price Received*	102.0%	95.9%	- 6.0%	101.1%	95.6%	- 5.4%
List to Close	77	91	+ 18.2%	77	94	+ 22.1%
Days on Market Until Sale	22	46	+ 109.1%	21	46	+ 119.0%
Cumulative Days on Market Until Sale	19	53	+ 178.9%	18	50	+ 177.8%
Average List Price	\$425,960	\$455,197	+ 6.9%	\$415,963	\$448,814	+ 7.9%
Inventory of Homes for Sale	261	422	+ 61.7%	--	--	--
Months Supply of Inventory	0.5	1.1	+ 120.0%	--	--	--

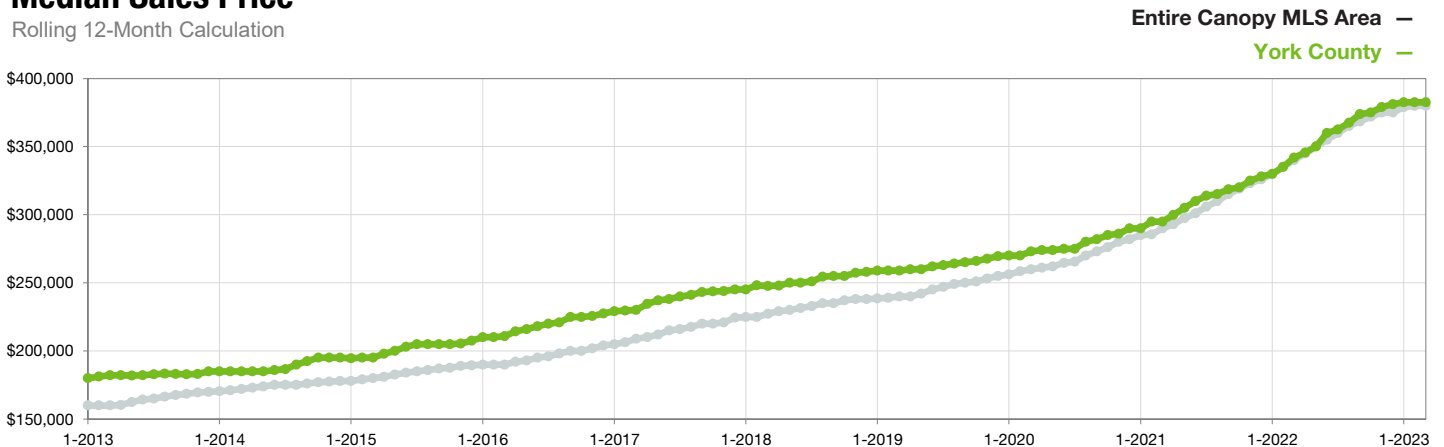
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March



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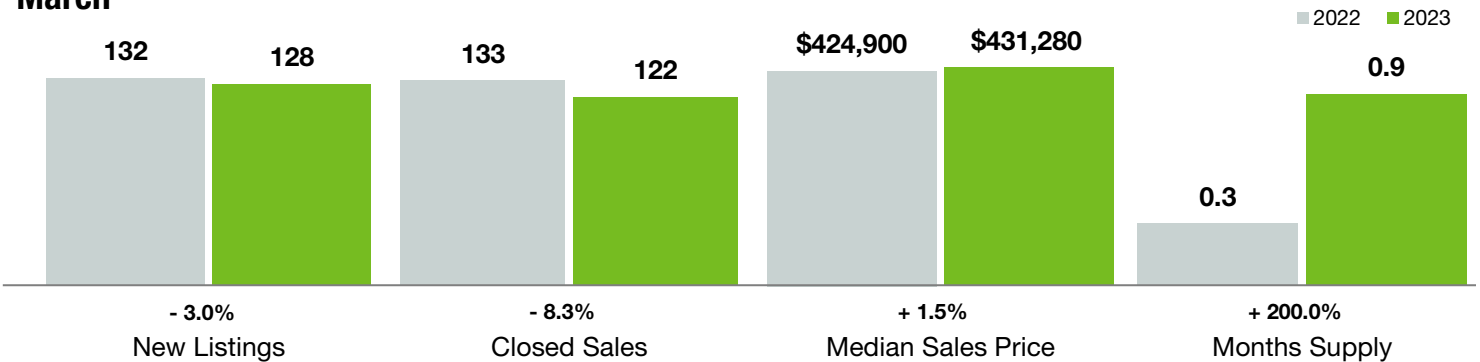
Fort Mill

South Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	132	128	- 3.0%	350	307	- 12.3%
Pending Sales	140	108	- 22.9%	380	315	- 17.1%
Closed Sales	133	122	- 8.3%	335	246	- 26.6%
Median Sales Price*	\$424,900	\$431,280	+ 1.5%	\$424,900	\$432,780	+ 1.9%
Average Sales Price*	\$502,394	\$490,953	- 2.3%	\$483,786	\$489,376	+ 1.2%
Percent of Original List Price Received*	103.5%	97.2%	- 6.1%	102.0%	96.5%	- 5.4%
List to Close	72	88	+ 22.2%	72	97	+ 34.7%
Days on Market Until Sale	18	37	+ 105.6%	18	43	+ 138.9%
Cumulative Days on Market Until Sale	12	41	+ 241.7%	13	44	+ 238.5%
Average List Price	\$506,126	\$564,932	+ 11.6%	\$507,370	\$550,674	+ 8.5%
Inventory of Homes for Sale	39	92	+ 135.9%	--	--	--
Months Supply of Inventory	0.3	0.9	+ 200.0%	--	--	--

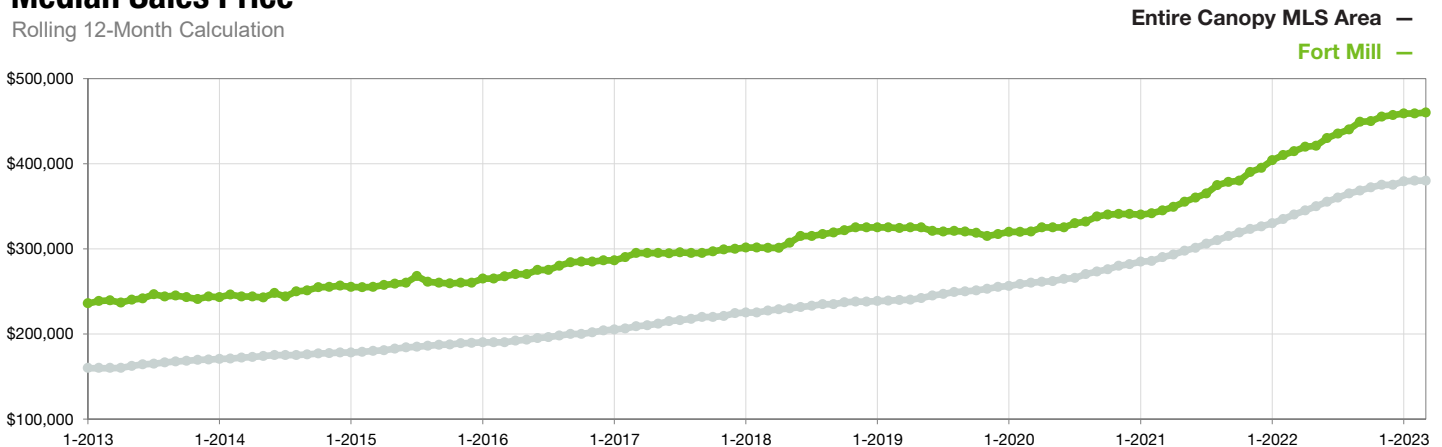
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March



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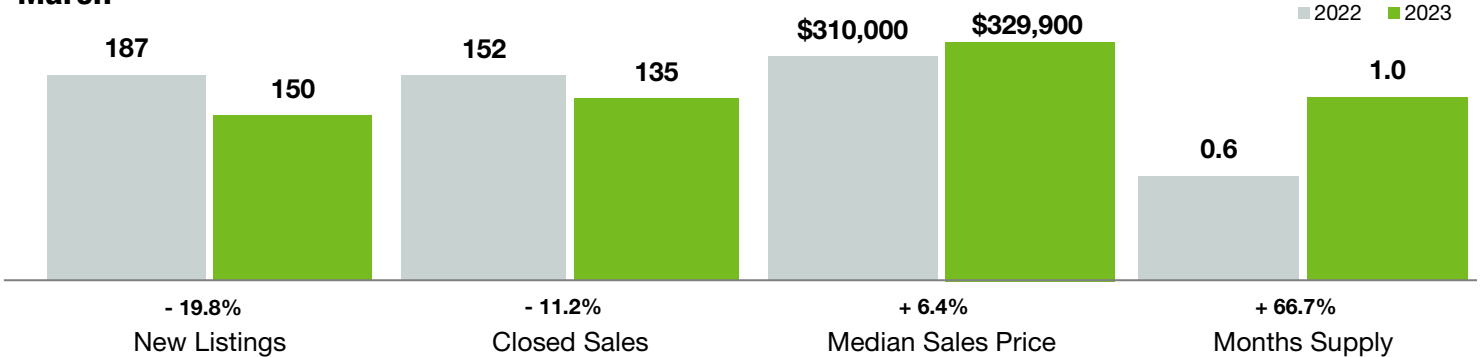
Rock Hill

South Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	187	150	- 19.8%	464	391	- 15.7%
Pending Sales	159	137	- 13.8%	437	412	- 5.7%
Closed Sales	152	135	- 11.2%	421	324	- 23.0%
Median Sales Price*	\$310,000	\$329,900	+ 6.4%	\$300,000	\$319,000	+ 6.3%
Average Sales Price*	\$335,777	\$344,111	+ 2.5%	\$316,223	\$343,099	+ 8.5%
Percent of Original List Price Received*	101.9%	96.0%	- 5.8%	101.0%	95.5%	- 5.4%
List to Close	71	82	+ 15.5%	70	84	+ 20.0%
Days on Market Until Sale	23	42	+ 82.6%	23	42	+ 82.6%
Cumulative Days on Market Until Sale	16	53	+ 231.3%	18	48	+ 166.7%
Average List Price	\$337,371	\$349,887	+ 3.7%	\$324,704	\$355,977	+ 9.6%
Inventory of Homes for Sale	99	140	+ 41.4%	--	--	--
Months Supply of Inventory	0.6	1.0	+ 66.7%	--	--	--

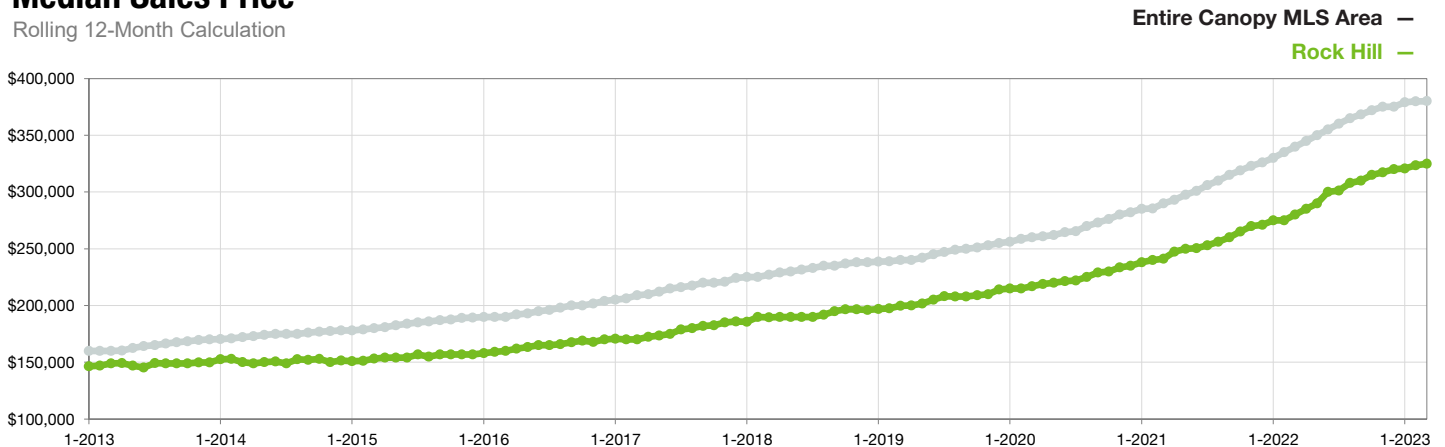
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March



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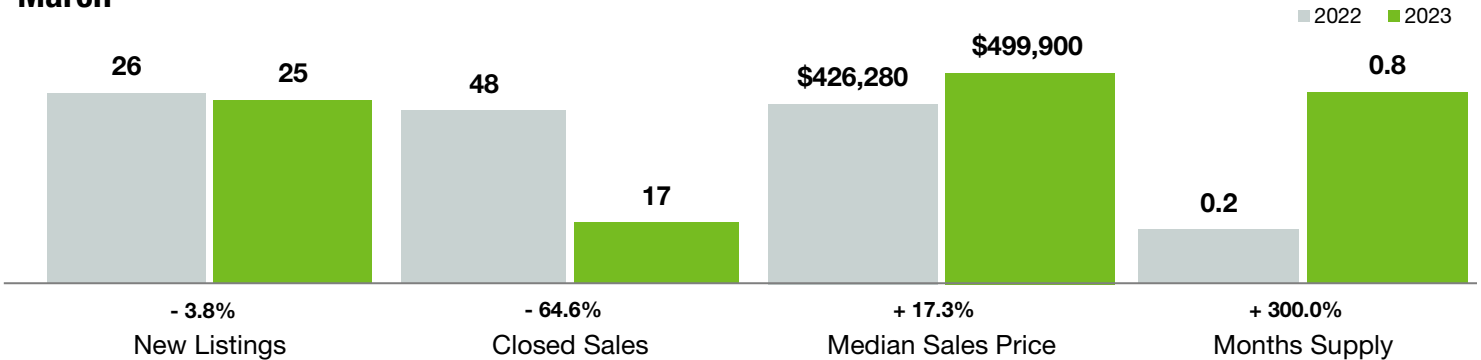
Tega Cay

South Carolina

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	26	25	- 3.8%	97	65	- 33.0%
Pending Sales	34	21	- 38.2%	110	62	- 43.6%
Closed Sales	48	17	- 64.6%	92	53	- 42.4%
Median Sales Price*	\$426,280	\$499,900	+ 17.3%	\$439,953	\$475,000	+ 8.0%
Average Sales Price*	\$489,058	\$570,200	+ 16.6%	\$475,402	\$510,948	+ 7.5%
Percent of Original List Price Received*	104.1%	96.7%	- 7.1%	103.2%	96.0%	- 7.0%
List to Close	75	75	0.0%	93	87	- 6.5%
Days on Market Until Sale	13	41	+ 215.4%	12	34	+ 183.3%
Cumulative Days on Market Until Sale	15	41	+ 173.3%	13	35	+ 169.2%
Average List Price	\$451,910	\$516,314	+ 14.3%	\$488,689	\$530,953	+ 8.6%
Inventory of Homes for Sale	8	20	+ 150.0%	--	--	--
Months Supply of Inventory	0.2	0.8	+ 300.0%	--	--	--

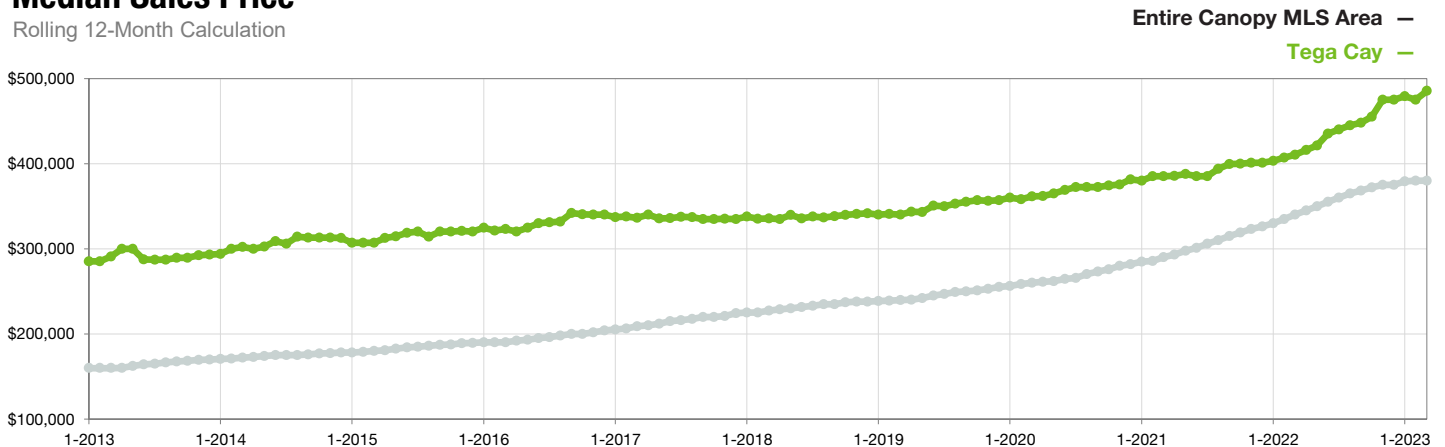
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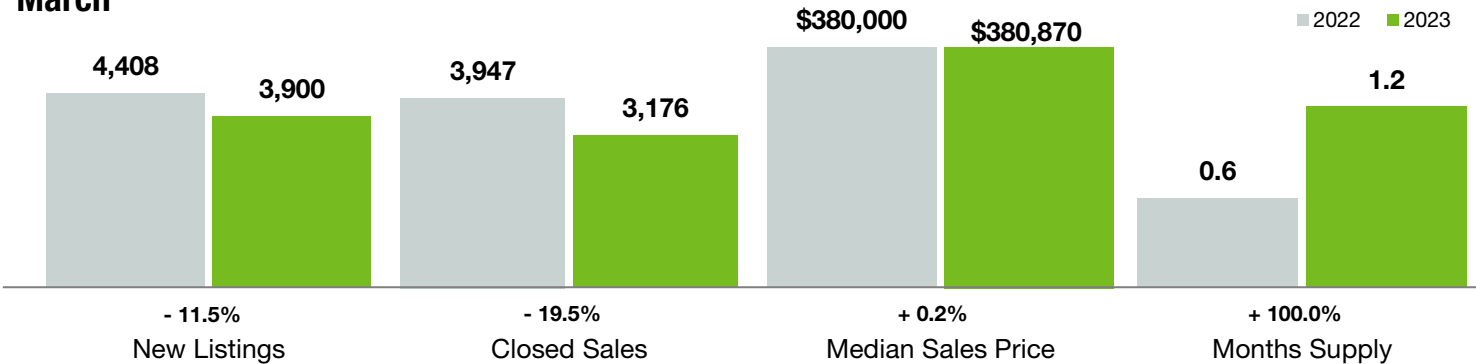
Charlotte MSA

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

Key Metrics	March			Year to Date		
	2022	2023	Percent Change	Thru 3-2022	Thru 3-2023	Percent Change
New Listings	4,408	3,900	- 11.5%	11,241	9,300	- 17.3%
Pending Sales	3,882	3,600	- 7.3%	10,838	9,532	- 12.1%
Closed Sales	3,947	3,176	- 19.5%	10,114	7,398	- 26.9%
Median Sales Price*	\$380,000	\$380,870	+ 0.2%	\$370,000	\$380,000	+ 2.7%
Average Sales Price*	\$440,728	\$458,311	+ 4.0%	\$422,524	\$446,248	+ 5.6%
Percent of Original List Price Received*	102.4%	96.3%	- 6.0%	101.4%	95.6%	- 5.7%
List to Close	78	98	+ 25.6%	80	101	+ 26.3%
Days on Market Until Sale	20	47	+ 135.0%	21	47	+ 123.8%
Cumulative Days on Market Until Sale	18	51	+ 183.3%	21	50	+ 138.1%
Average List Price	\$470,008	\$519,717	+ 10.6%	\$453,506	\$494,220	+ 9.0%
Inventory of Homes for Sale	2,326	3,655	+ 57.1%	--	--	--
Months Supply of Inventory	0.6	1.2	+ 100.0%	--	--	--

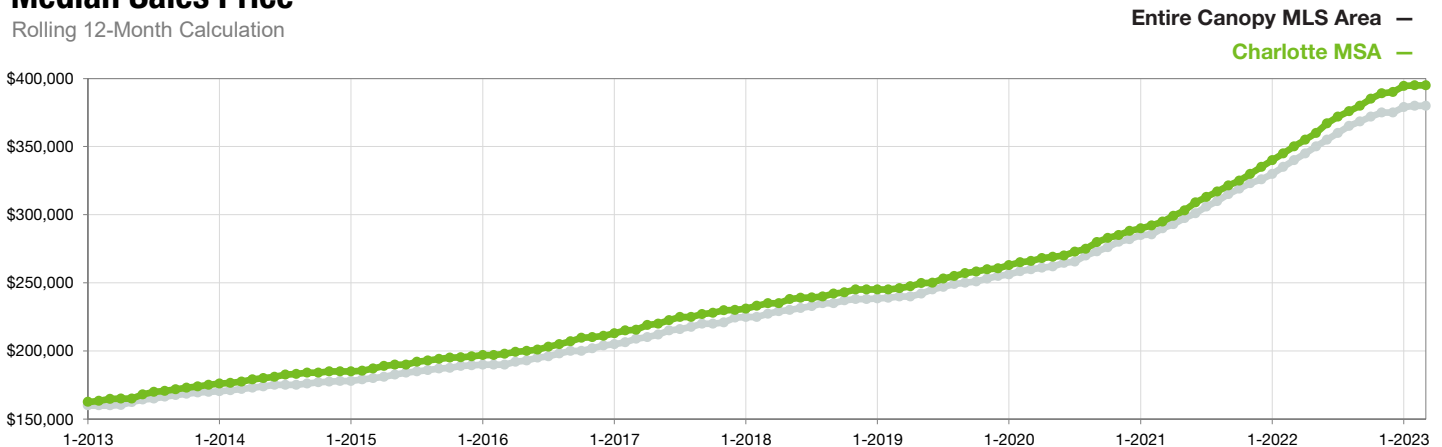
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