

Local Market Update for July 2023

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

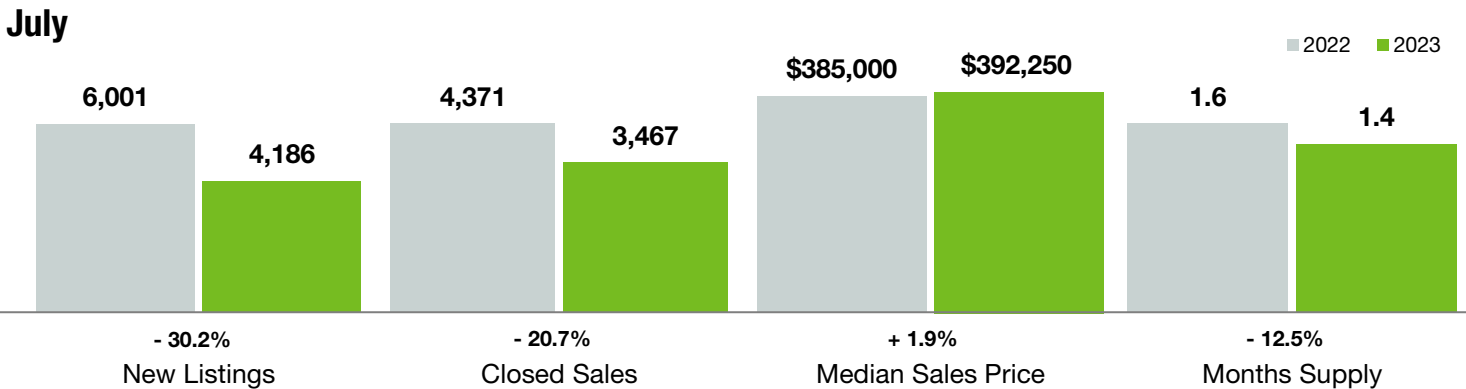


Charlotte Region

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

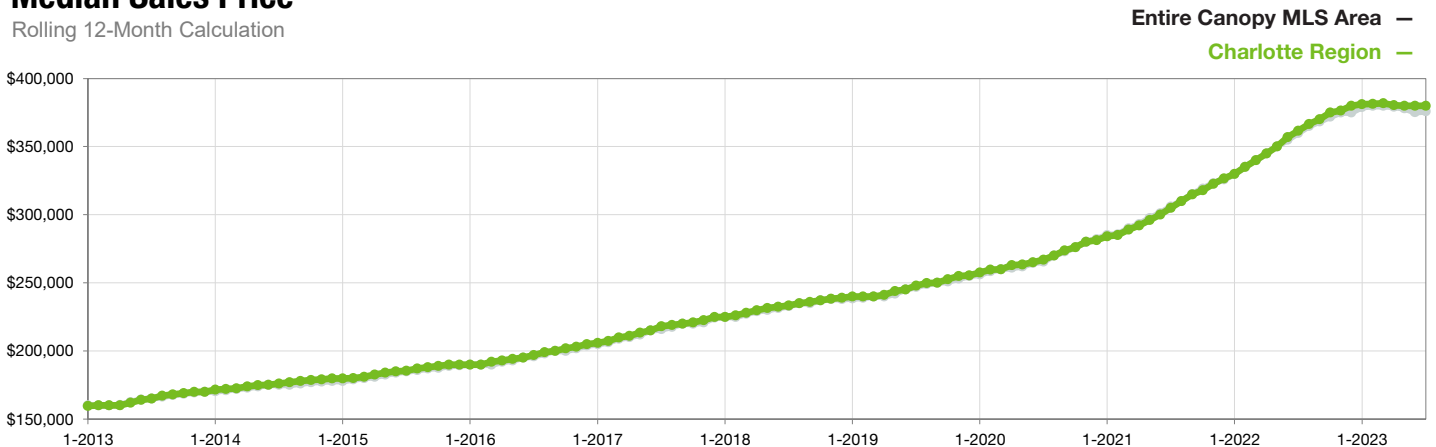
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 6,001 | 4,186 | - 30.2% | 37,909 | 29,431 | - 22.4% |
| Pending Sales | 4,160 | 3,877 | - 6.8% | 31,196 | 27,236 | - 12.7% |
| Closed Sales | 4,371 | 3,467 | - 20.7% | 31,156 | 24,902 | - 20.1% |
| Median Sales Price* | \$385,000 | \$392,250 | + 1.9% | \$378,000 | \$376,269 | - 0.5% |
| Average Sales Price* | \$458,527 | \$476,645 | + 4.0% | \$442,294 | \$458,980 | + 3.8% |
| Percent of Original List Price Received* | 100.3% | 98.3% | - 2.0% | 101.6% | 97.1% | - 4.4% |
| List to Close | 72 | 77 | + 6.9% | 74 | 90 | + 21.6% |
| Days on Market Until Sale | 15 | 29 | + 93.3% | 18 | 39 | + 116.7% |
| Cumulative Days on Market Until Sale | 15 | 30 | + 100.0% | 18 | 41 | + 127.8% |
| Average List Price | \$463,373 | \$493,537 | + 6.5% | \$463,638 | \$495,860 | + 6.9% |
| Inventory of Homes for Sale | 7,152 | 5,005 | - 30.0% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 1.4 | - 12.5% | -- | -- | -- |

* 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.



Median Sales Price

Rolling 12-Month Calculation



Current as of August 5, 2023. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2023 ShowingTime.

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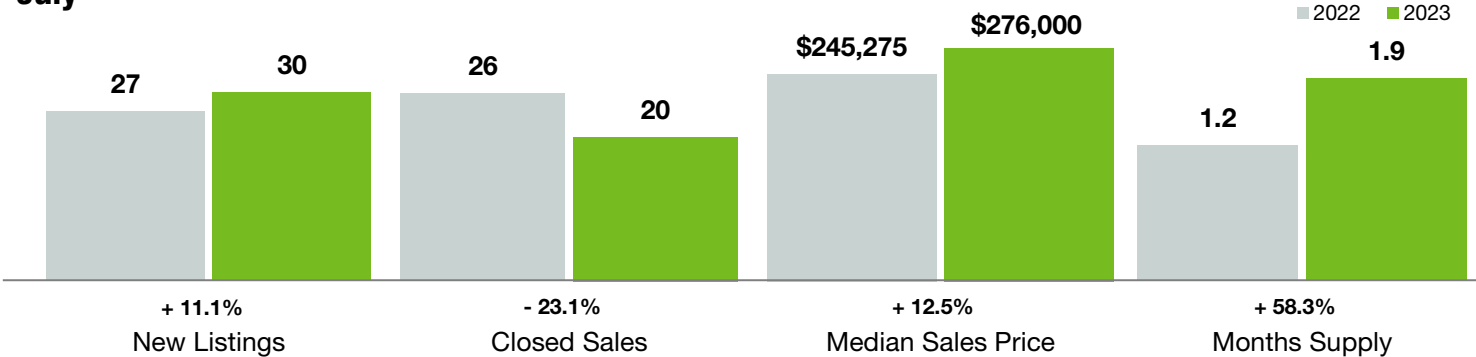
Alexander County

North Carolina

| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 27 | 30 | + 11.1% | 233 | 192 | - 17.6% |
| Pending Sales | 27 | 32 | + 18.5% | 204 | 162 | - 20.6% |
| Closed Sales | 26 | 20 | - 23.1% | 217 | 141 | - 35.0% |
| Median Sales Price* | \$245,275 | \$276,000 | + 12.5% | \$250,000 | \$264,000 | + 5.6% |
| Average Sales Price* | \$275,284 | \$352,596 | + 28.1% | \$294,725 | \$320,228 | + 8.7% |
| Percent of Original List Price Received* | 97.0% | 95.1% | - 2.0% | 99.0% | 96.2% | - 2.8% |
| List to Close | 72 | 100 | + 38.9% | 82 | 82 | 0.0% |
| Days on Market Until Sale | 33 | 57 | + 72.7% | 22 | 39 | + 77.3% |
| Cumulative Days on Market Until Sale | 35 | 58 | + 65.7% | 25 | 45 | + 80.0% |
| Average List Price | \$324,944 | \$375,023 | + 15.4% | \$318,611 | \$337,707 | + 6.0% |
| Inventory of Homes for Sale | 34 | 40 | + 17.6% | -- | -- | -- |
| Months Supply of Inventory | 1.2 | 1.9 | + 58.3% | -- | -- | -- |

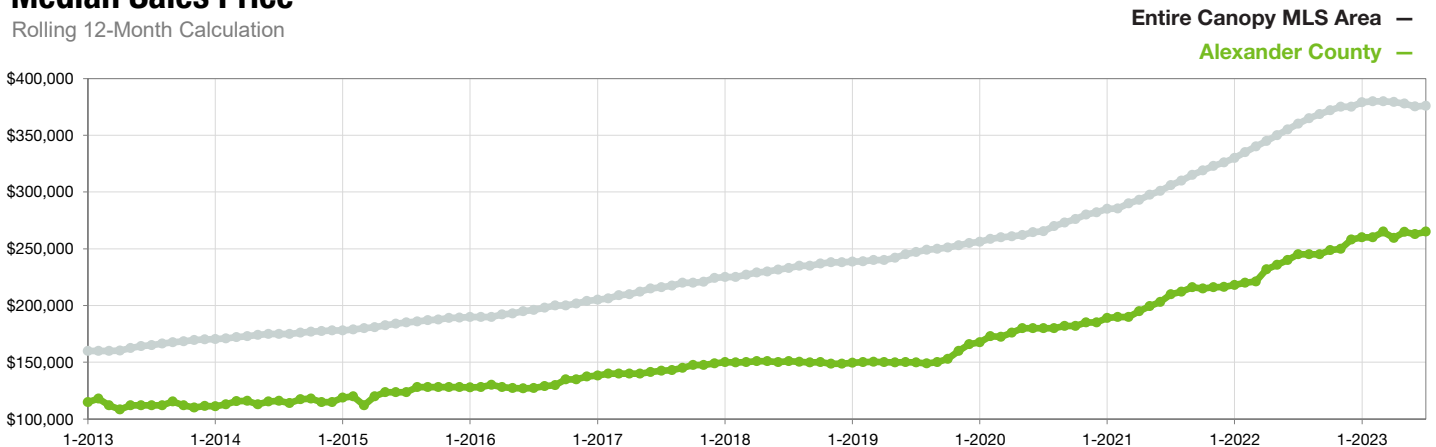
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July



Median Sales Price

Rolling 12-Month Calculation



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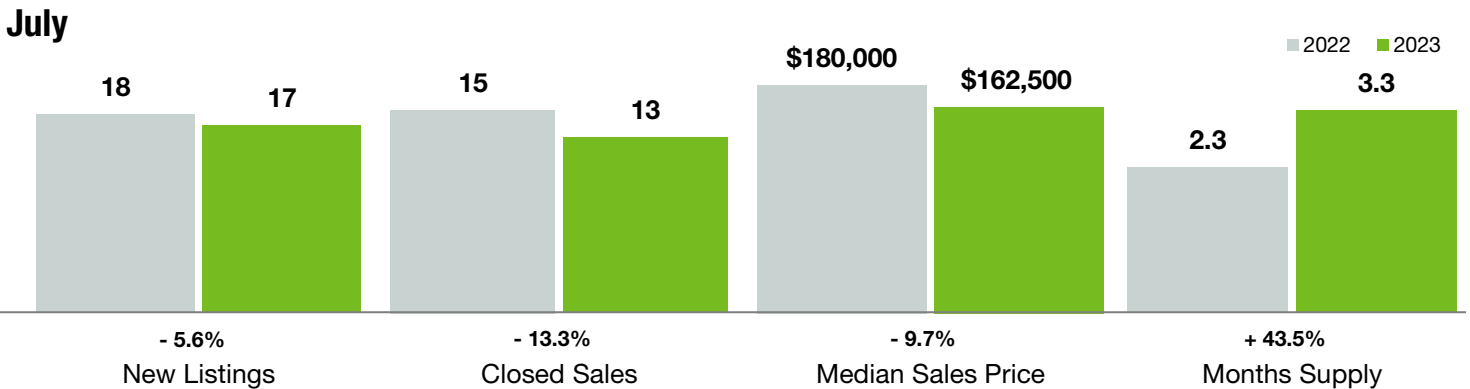


Anson County

North Carolina

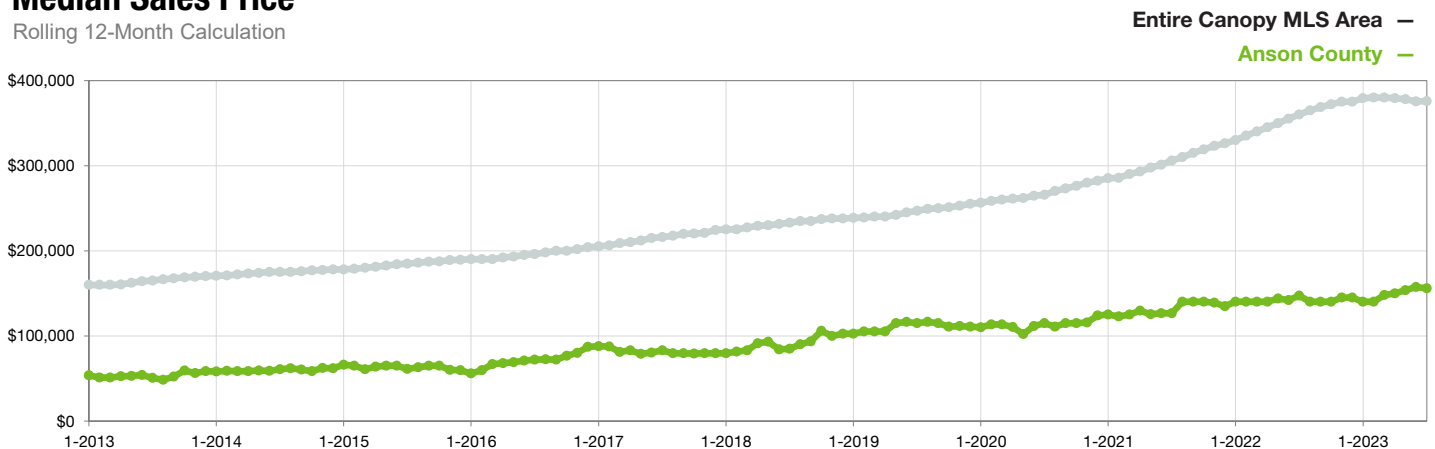
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 18 | 17 | - 5.6% | 121 | 119 | - 1.7% |
| Pending Sales | 6 | 15 | + 150.0% | 100 | 104 | + 4.0% |
| Closed Sales | 15 | 13 | - 13.3% | 110 | 89 | - 19.1% |
| Median Sales Price* | \$180,000 | \$162,500 | - 9.7% | \$147,625 | \$170,000 | + 15.2% |
| Average Sales Price* | \$249,800 | \$174,885 | - 30.0% | \$179,427 | \$181,963 | + 1.4% |
| Percent of Original List Price Received* | 91.7% | 95.1% | + 3.7% | 94.1% | 91.7% | - 2.6% |
| List to Close | 93 | 84 | - 9.7% | 100 | 110 | + 10.0% |
| Days on Market Until Sale | 45 | 39 | - 13.3% | 41 | 61 | + 48.8% |
| Cumulative Days on Market Until Sale | 45 | 40 | - 11.1% | 41 | 63 | + 53.7% |
| Average List Price | \$234,339 | \$240,035 | + 2.4% | \$191,450 | \$220,900 | + 15.4% |
| Inventory of Homes for Sale | 33 | 42 | + 27.3% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 3.3 | + 43.5% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



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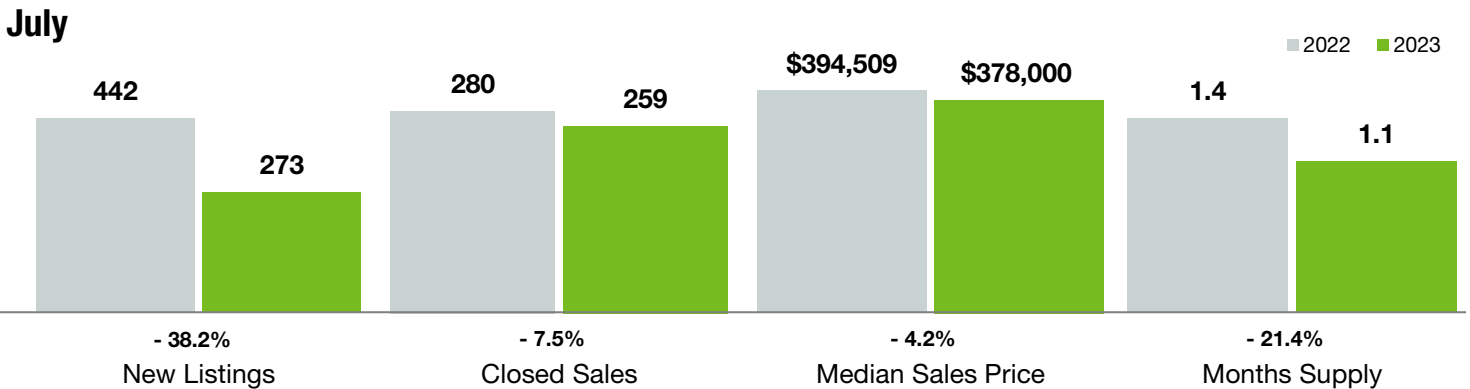


Cabarrus County

North Carolina

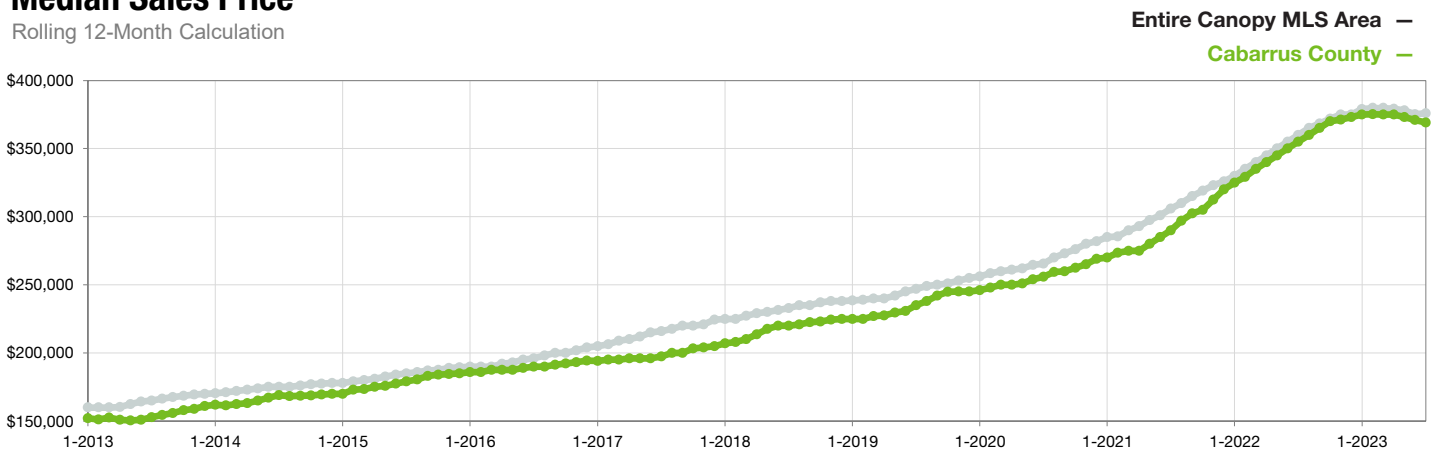
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 442 | 273 | - 38.2% | 2,636 | 2,005 | - 23.9% |
| Pending Sales | 263 | 279 | + 6.1% | 2,156 | 1,974 | - 8.4% |
| Closed Sales | 280 | 259 | - 7.5% | 2,294 | 1,739 | - 24.2% |
| Median Sales Price* | \$394,509 | \$378,000 | - 4.2% | \$371,613 | \$364,338 | - 2.0% |
| Average Sales Price* | \$416,151 | \$402,699 | - 3.2% | \$393,618 | \$389,898 | - 0.9% |
| Percent of Original List Price Received* | 100.4% | 98.8% | - 1.6% | 102.0% | 96.7% | - 5.2% |
| List to Close | 75 | 79 | + 5.3% | 68 | 89 | + 30.9% |
| Days on Market Until Sale | 12 | 30 | + 150.0% | 14 | 40 | + 185.7% |
| Cumulative Days on Market Until Sale | 13 | 32 | + 146.2% | 14 | 43 | + 207.1% |
| Average List Price | \$414,630 | \$445,191 | + 7.4% | \$398,320 | \$432,000 | + 8.5% |
| Inventory of Homes for Sale | 483 | 280 | - 42.0% | -- | -- | -- |
| Months Supply of Inventory | 1.4 | 1.1 | - 21.4% | -- | -- | -- |

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Median Sales Price

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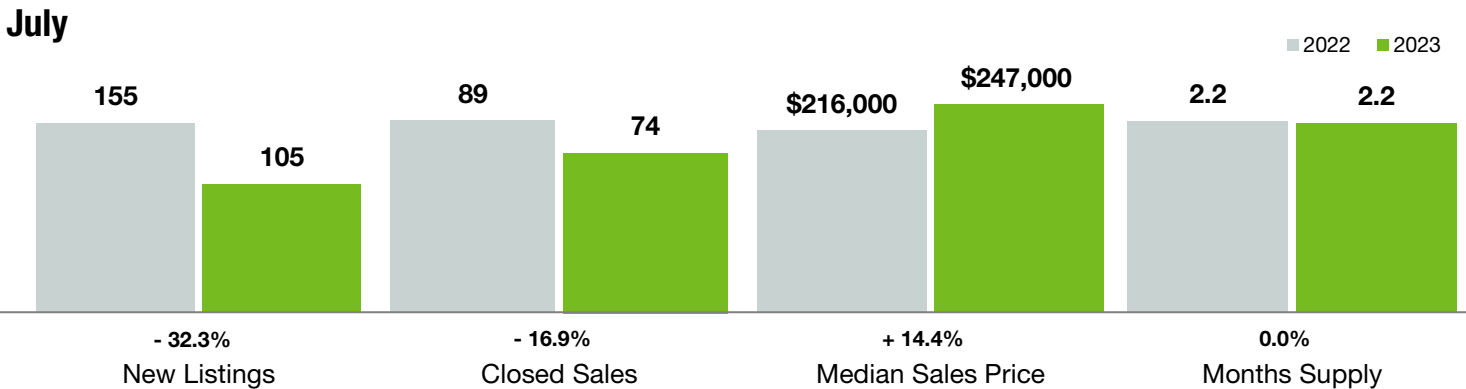


Cleveland County

North Carolina

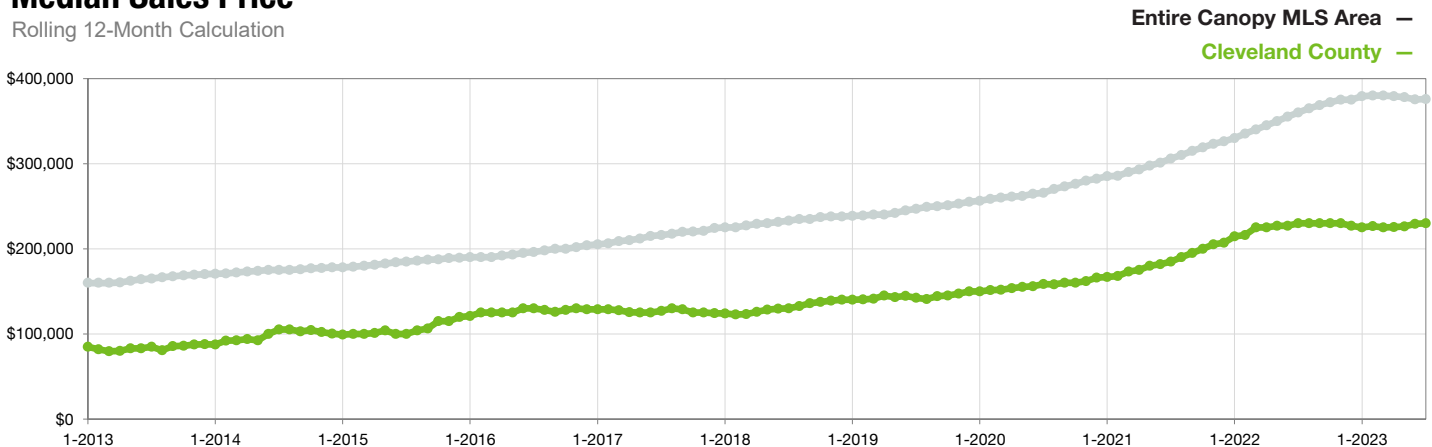
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 155 | 105 | - 32.3% | 794 | 778 | - 2.0% |
| Pending Sales | 106 | 106 | 0.0% | 640 | 677 | + 5.8% |
| Closed Sales | 89 | 74 | - 16.9% | 652 | 593 | - 9.0% |
| Median Sales Price* | \$216,000 | \$247,000 | + 14.4% | \$227,000 | \$232,263 | + 2.3% |
| Average Sales Price* | \$257,643 | \$281,076 | + 9.1% | \$261,554 | \$263,625 | + 0.8% |
| Percent of Original List Price Received* | 98.7% | 96.3% | - 2.4% | 97.5% | 95.5% | - 2.1% |
| List to Close | 71 | 67 | - 5.6% | 77 | 86 | + 11.7% |
| Days on Market Until Sale | 22 | 24 | + 9.1% | 27 | 44 | + 63.0% |
| Cumulative Days on Market Until Sale | 26 | 30 | + 15.4% | 30 | 50 | + 66.7% |
| Average List Price | \$258,455 | \$290,688 | + 12.5% | \$272,012 | \$286,121 | + 5.2% |
| Inventory of Homes for Sale | 208 | 185 | - 11.1% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 2.2 | 0.0% | -- | -- | -- |

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Median Sales Price

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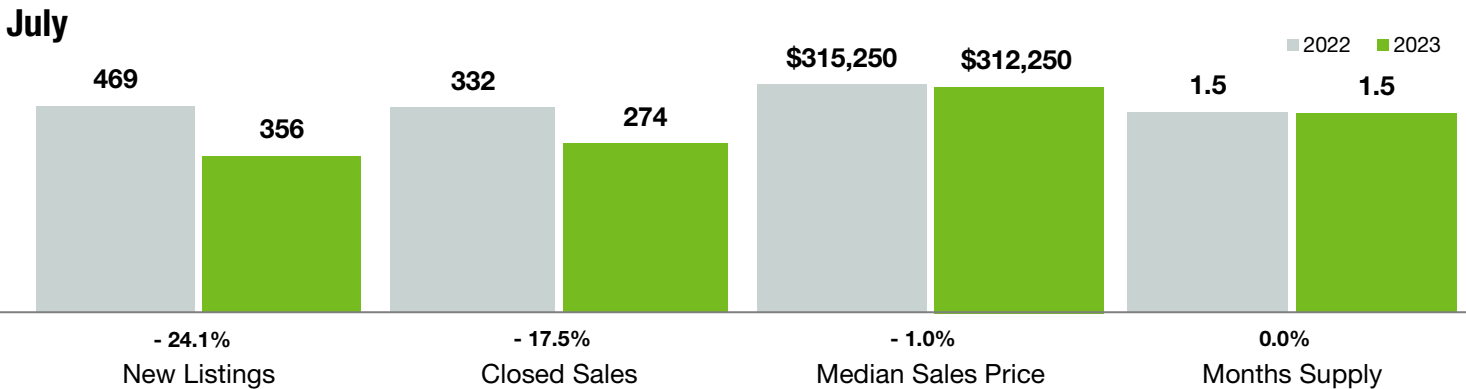


Gaston County

North Carolina

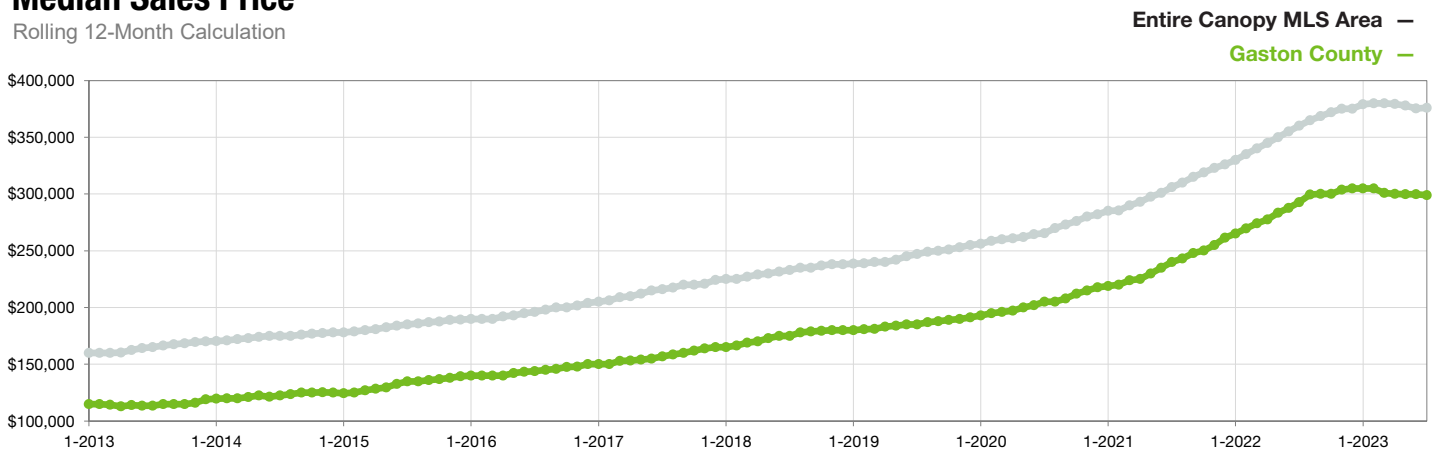
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 469 | 356 | - 24.1% | 2,851 | 2,300 | - 19.3% |
| Pending Sales | 333 | 305 | - 8.4% | 2,387 | 2,138 | - 10.4% |
| Closed Sales | 332 | 274 | - 17.5% | 2,411 | 1,958 | - 18.8% |
| Median Sales Price* | \$315,250 | \$312,250 | - 1.0% | \$305,000 | \$295,990 | - 3.0% |
| Average Sales Price* | \$342,263 | \$339,622 | - 0.8% | \$325,667 | \$330,274 | + 1.4% |
| Percent of Original List Price Received* | 99.7% | 97.1% | - 2.6% | 100.9% | 95.8% | - 5.1% |
| List to Close | 67 | 70 | + 4.5% | 72 | 88 | + 22.2% |
| Days on Market Until Sale | 16 | 24 | + 50.0% | 19 | 39 | + 105.3% |
| Cumulative Days on Market Until Sale | 14 | 27 | + 92.9% | 17 | 43 | + 152.9% |
| Average List Price | \$336,549 | \$372,942 | + 10.8% | \$328,273 | \$349,670 | + 6.5% |
| Inventory of Homes for Sale | 517 | 413 | - 20.1% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 1.5 | 0.0% | -- | -- | -- |

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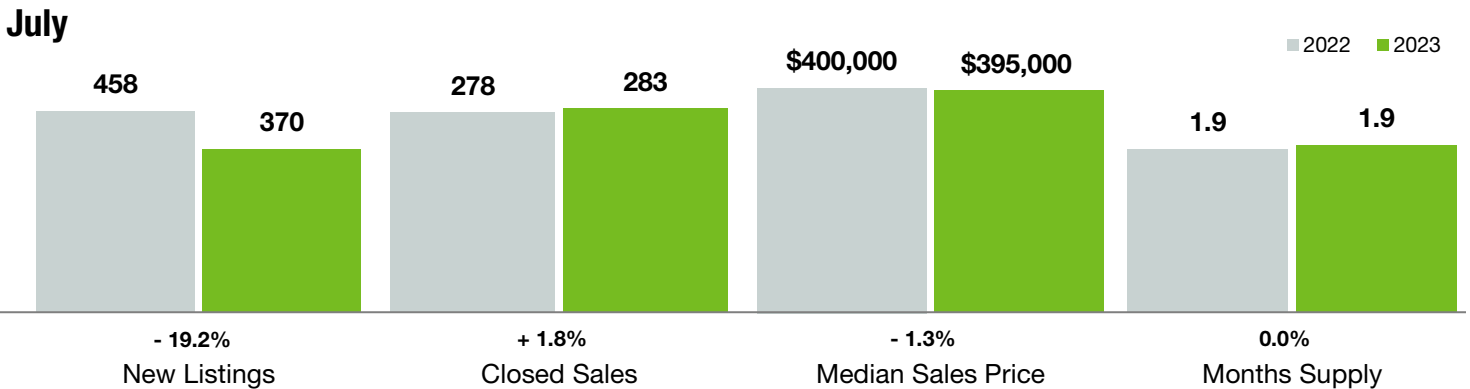


Iredell County

North Carolina

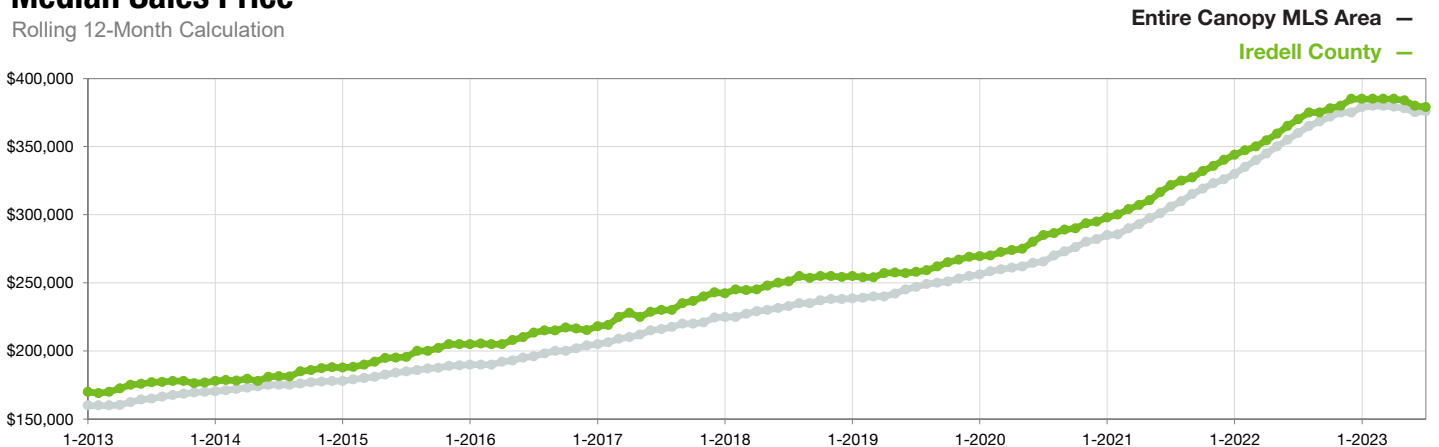
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 458 | 370 | - 19.2% | 2,676 | 2,385 | - 10.9% |
| Pending Sales | 292 | 355 | + 21.6% | 2,111 | 2,057 | - 2.6% |
| Closed Sales | 278 | 283 | + 1.8% | 2,035 | 1,750 | - 14.0% |
| Median Sales Price* | \$400,000 | \$395,000 | - 1.3% | \$385,000 | \$375,000 | - 2.6% |
| Average Sales Price* | \$487,418 | \$504,156 | + 3.4% | \$480,243 | \$490,195 | + 2.1% |
| Percent of Original List Price Received* | 99.5% | 97.3% | - 2.2% | 100.3% | 96.2% | - 4.1% |
| List to Close | 67 | 87 | + 29.9% | 69 | 100 | + 44.9% |
| Days on Market Until Sale | 16 | 37 | + 131.3% | 22 | 46 | + 109.1% |
| Cumulative Days on Market Until Sale | 13 | 38 | + 192.3% | 20 | 50 | + 150.0% |
| Average List Price | \$601,190 | \$554,586 | - 7.8% | \$520,592 | \$542,477 | + 4.2% |
| Inventory of Homes for Sale | 584 | 514 | - 12.0% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 1.9 | 0.0% | -- | -- | -- |

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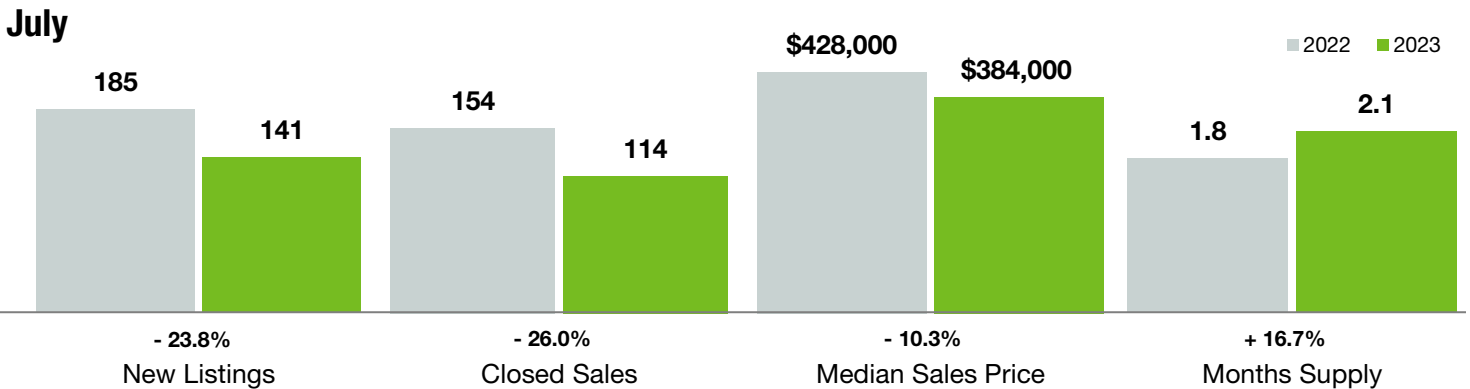


Lincoln County

North Carolina

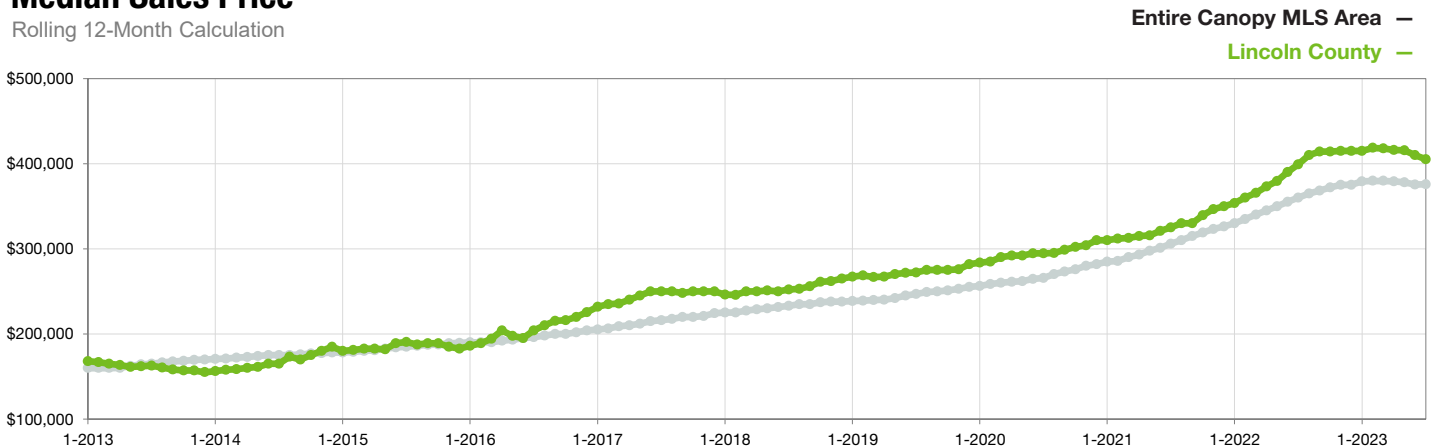
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|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 185 | 141 | - 23.8% | 1,130 | 916 | - 18.9% |
| Pending Sales | 143 | 113 | - 21.0% | 940 | 835 | - 11.2% |
| Closed Sales | 154 | 114 | - 26.0% | 926 | 790 | - 14.7% |
| Median Sales Price* | \$428,000 | \$384,000 | - 10.3% | \$423,163 | \$410,000 | - 3.1% |
| Average Sales Price* | \$483,391 | \$483,955 | + 0.1% | \$458,615 | \$483,918 | + 5.5% |
| Percent of Original List Price Received* | 101.2% | 97.3% | - 3.9% | 101.1% | 96.4% | - 4.6% |
| List to Close | 100 | 107 | + 7.0% | 97 | 109 | + 12.4% |
| Days on Market Until Sale | 23 | 52 | + 126.1% | 25 | 52 | + 108.0% |
| Cumulative Days on Market Until Sale | 21 | 38 | + 81.0% | 25 | 51 | + 104.0% |
| Average List Price | \$466,685 | \$604,296 | + 29.5% | \$473,463 | \$536,822 | + 13.4% |
| Inventory of Homes for Sale | 249 | 230 | - 7.6% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 2.1 | + 16.7% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



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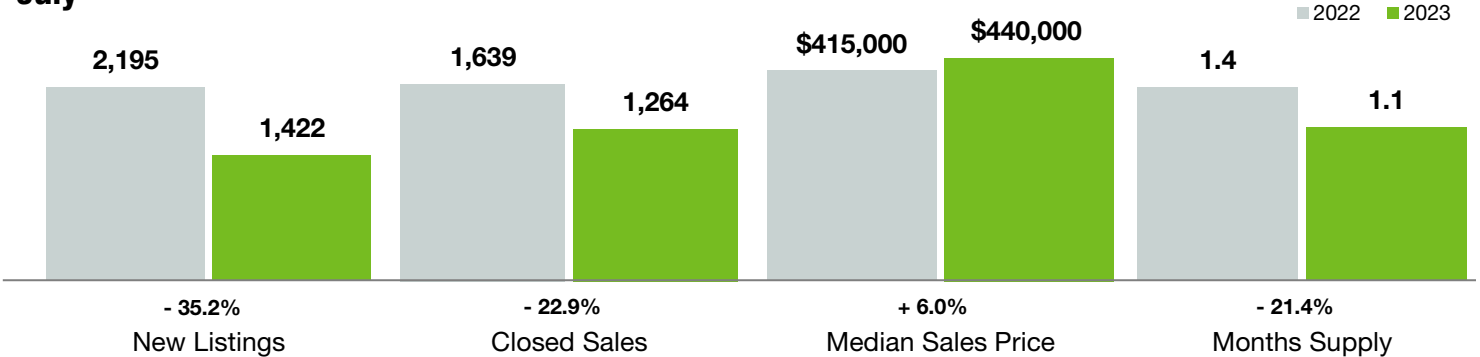
Mecklenburg County

North Carolina

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 2,195 | 1,422 | - 35.2% | 14,474 | 10,713 | - 26.0% |
| Pending Sales | 1,534 | 1,326 | - 13.6% | 11,999 | 10,092 | - 15.9% |
| Closed Sales | 1,639 | 1,264 | - 22.9% | 12,068 | 9,366 | - 22.4% |
| Median Sales Price* | \$415,000 | \$440,000 | + 6.0% | \$410,000 | \$425,000 | + 3.7% |
| Average Sales Price* | \$517,725 | \$558,633 | + 7.9% | \$506,761 | \$543,894 | + 7.3% |
| Percent of Original List Price Received* | 101.0% | 99.6% | - 1.4% | 102.7% | 98.1% | - 4.5% |
| List to Close | 70 | 73 | + 4.3% | 72 | 87 | + 20.8% |
| Days on Market Until Sale | 12 | 24 | + 100.0% | 16 | 35 | + 118.8% |
| Cumulative Days on Market Until Sale | 12 | 27 | + 125.0% | 15 | 37 | + 146.7% |
| Average List Price | \$501,607 | \$567,869 | + 13.2% | \$526,311 | \$587,831 | + 11.7% |
| Inventory of Homes for Sale | 2,512 | 1,492 | - 40.6% | -- | -- | -- |
| Months Supply of Inventory | 1.4 | 1.1 | - 21.4% | -- | -- | -- |

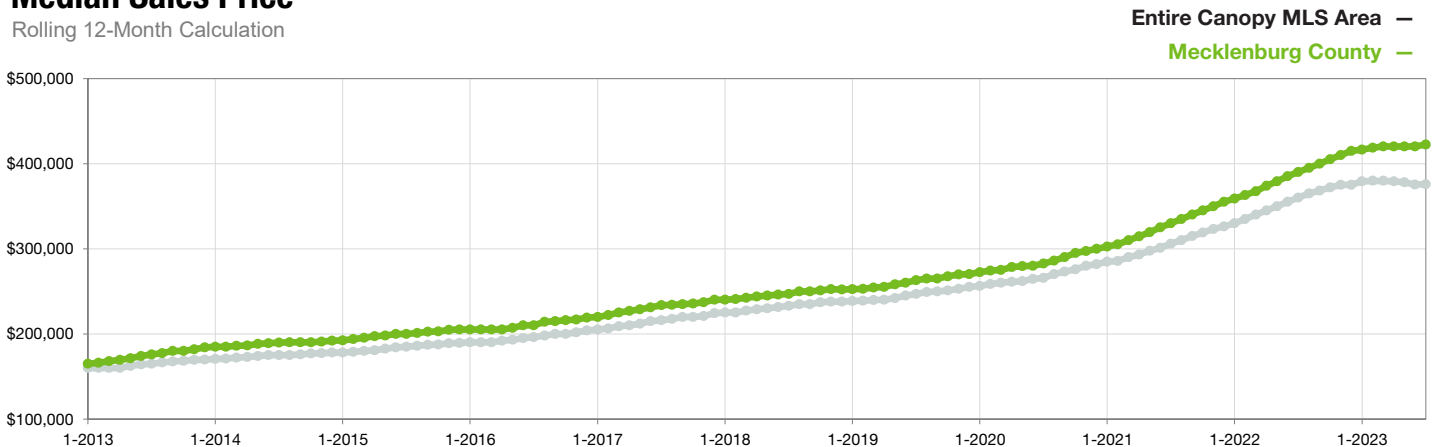
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July



Median Sales Price

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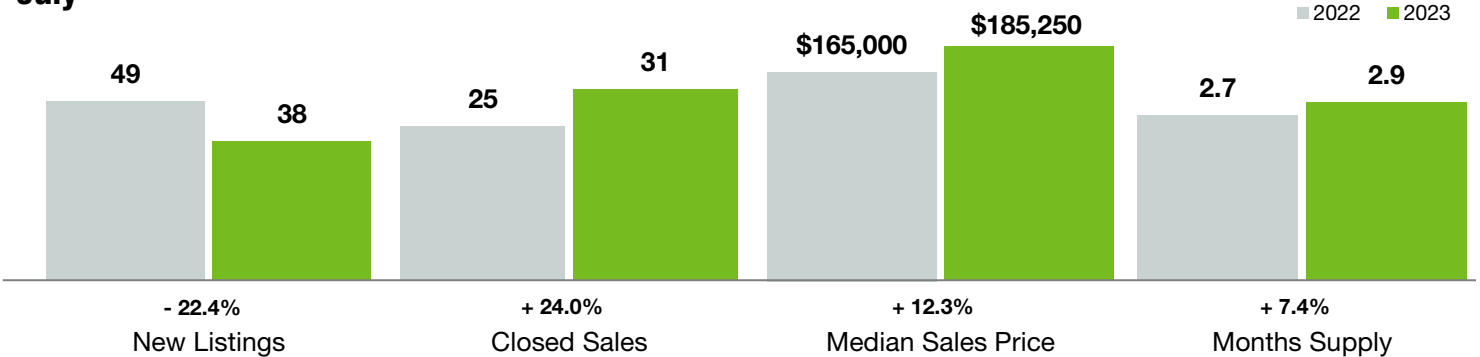
Montgomery County

North Carolina

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|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 49 | 38 | - 22.4% | 215 | 210 | - 2.3% |
| Pending Sales | 29 | 36 | + 24.1% | 177 | 185 | + 4.5% |
| Closed Sales | 25 | 31 | + 24.0% | 164 | 165 | + 0.6% |
| Median Sales Price* | \$165,000 | \$185,250 | + 12.3% | \$200,000 | \$177,000 | - 11.5% |
| Average Sales Price* | \$298,111 | \$328,826 | + 10.3% | \$343,371 | \$303,439 | - 11.6% |
| Percent of Original List Price Received* | 93.0% | 91.5% | - 1.6% | 94.9% | 92.0% | - 3.1% |
| List to Close | 85 | 98 | + 15.3% | 83 | 105 | + 26.5% |
| Days on Market Until Sale | 41 | 63 | + 53.7% | 41 | 71 | + 73.2% |
| Cumulative Days on Market Until Sale | 41 | 67 | + 63.4% | 44 | 78 | + 77.3% |
| Average List Price | \$353,763 | \$367,442 | + 3.9% | \$402,440 | \$372,577 | - 7.4% |
| Inventory of Homes for Sale | 70 | 68 | - 2.9% | -- | -- | -- |
| Months Supply of Inventory | 2.7 | 2.9 | + 7.4% | -- | -- | -- |

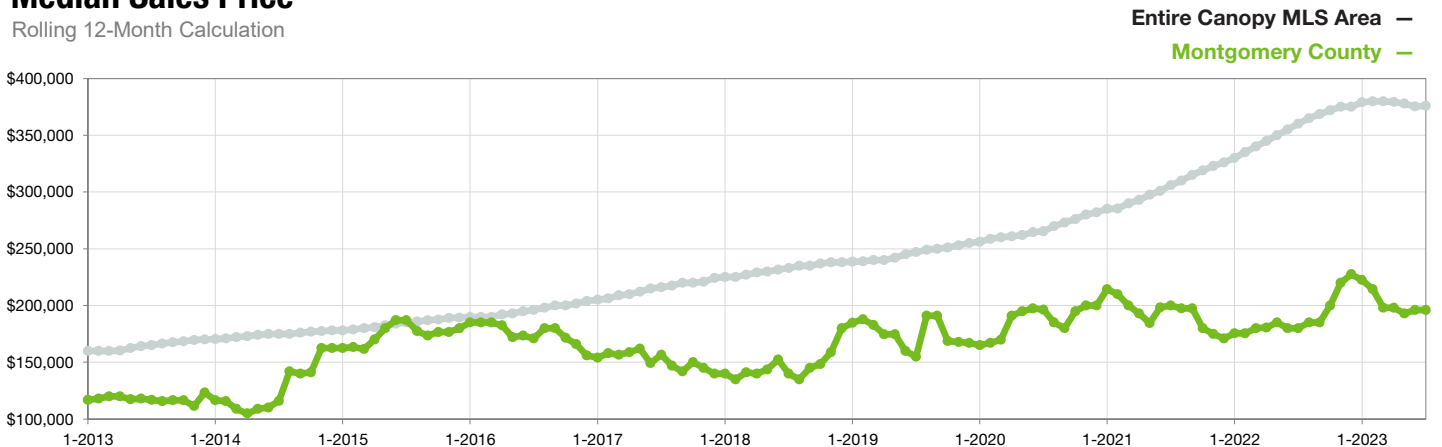
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July



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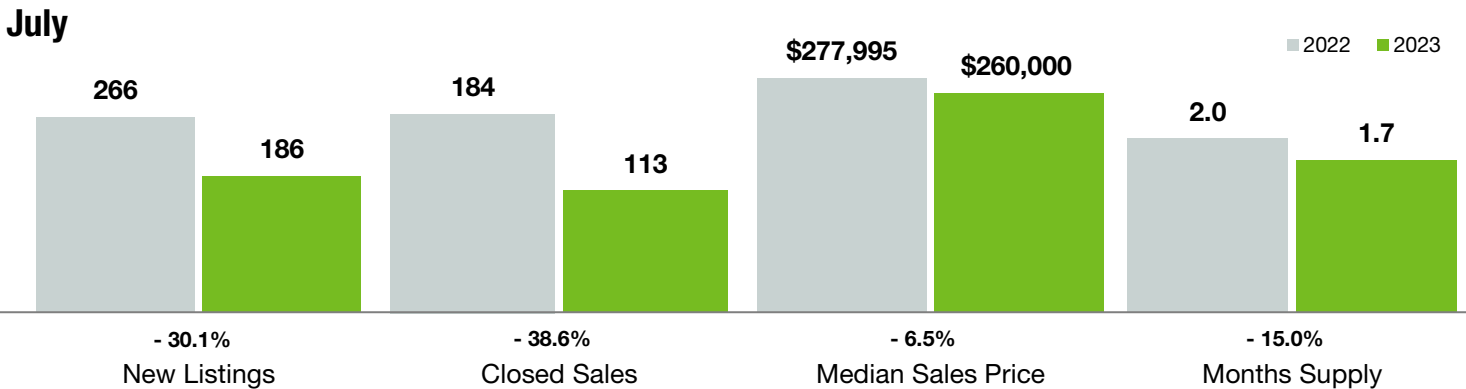


Rowan County

North Carolina

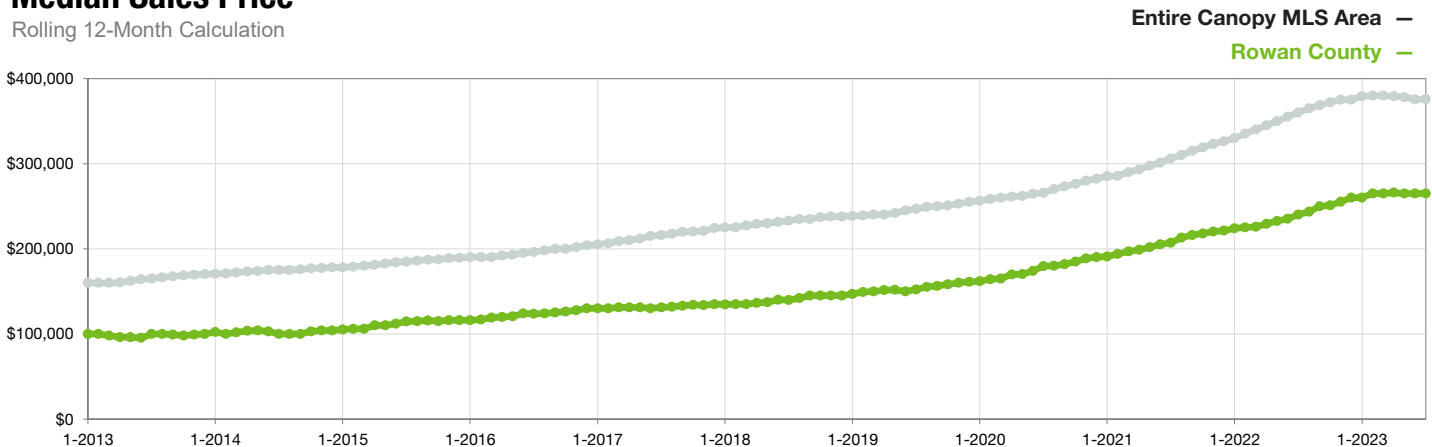
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|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 266 | 186 | - 30.1% | 1,630 | 1,164 | - 28.6% |
| Pending Sales | 209 | 148 | - 29.2% | 1,277 | 1,059 | - 17.1% |
| Closed Sales | 184 | 113 | - 38.6% | 1,248 | 989 | - 20.8% |
| Median Sales Price* | \$277,995 | \$260,000 | - 6.5% | \$255,000 | \$261,250 | + 2.5% |
| Average Sales Price* | \$308,465 | \$299,255 | - 3.0% | \$287,014 | \$288,711 | + 0.6% |
| Percent of Original List Price Received* | 100.3% | 96.3% | - 4.0% | 100.0% | 95.6% | - 4.4% |
| List to Close | 71 | 79 | + 11.3% | 70 | 85 | + 21.4% |
| Days on Market Until Sale | 14 | 36 | + 157.1% | 18 | 39 | + 116.7% |
| Cumulative Days on Market Until Sale | 14 | 40 | + 185.7% | 20 | 45 | + 125.0% |
| Average List Price | \$347,845 | \$338,020 | - 2.8% | \$311,760 | \$316,229 | + 1.4% |
| Inventory of Homes for Sale | 372 | 254 | - 31.7% | -- | -- | -- |
| Months Supply of Inventory | 2.0 | 1.7 | - 15.0% | -- | -- | -- |

* 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.



Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for July 2023

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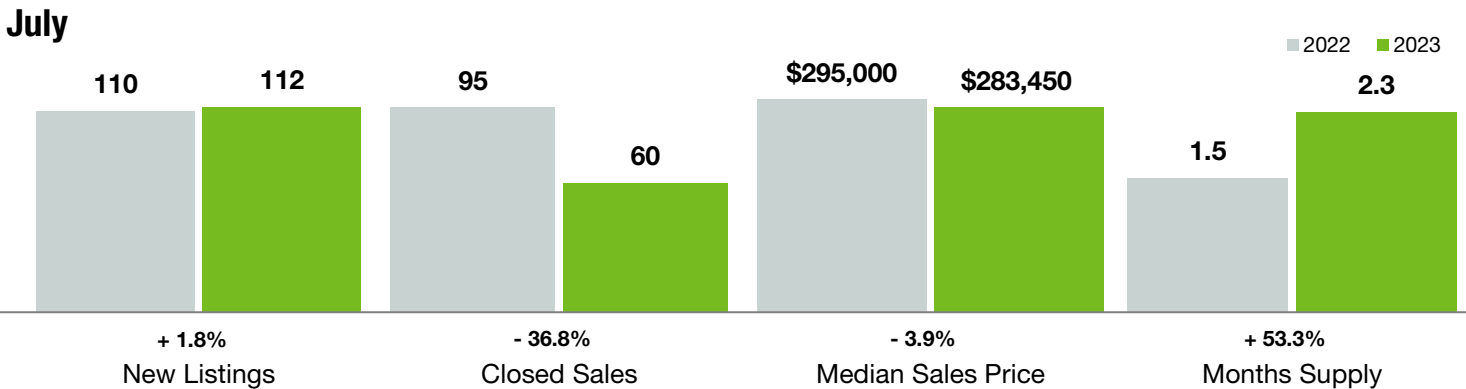


Stanly County

North Carolina

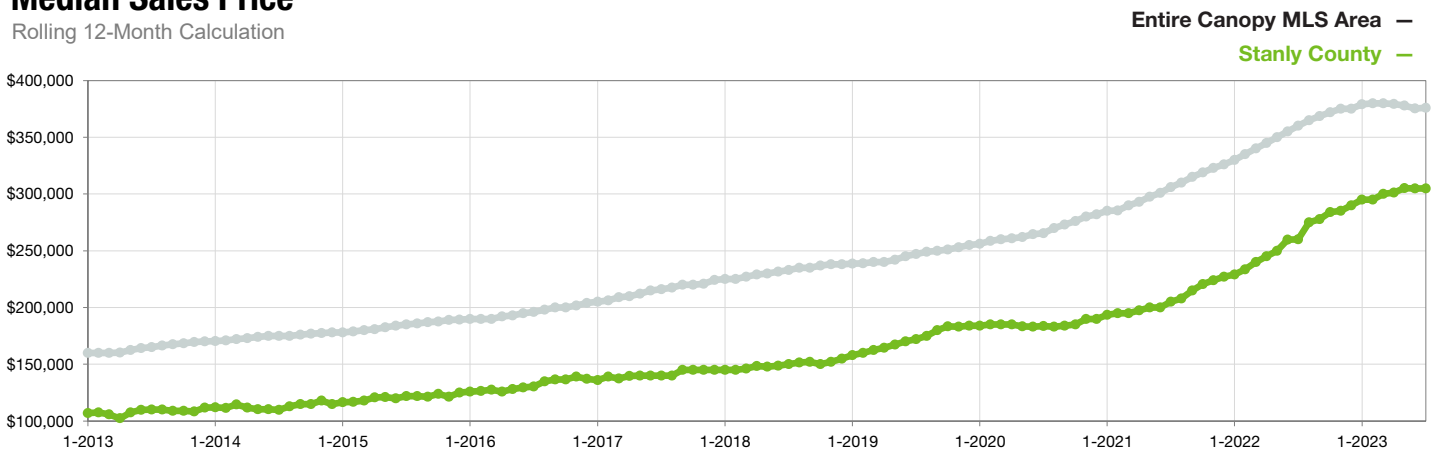
| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 110 | 112 | + 1.8% | 766 | 685 | - 10.6% |
| Pending Sales | 94 | 95 | + 1.1% | 645 | 608 | - 5.7% |
| Closed Sales | 95 | 60 | - 36.8% | 577 | 543 | - 5.9% |
| Median Sales Price* | \$295,000 | \$283,450 | - 3.9% | \$275,000 | \$305,098 | + 10.9% |
| Average Sales Price* | \$317,112 | \$305,509 | - 3.7% | \$309,489 | \$321,641 | + 3.9% |
| Percent of Original List Price Received* | 97.4% | 96.0% | - 1.4% | 98.9% | 95.1% | - 3.8% |
| List to Close | 77 | 93 | + 20.8% | 76 | 107 | + 40.8% |
| Days on Market Until Sale | 20 | 46 | + 130.0% | 21 | 54 | + 157.1% |
| Cumulative Days on Market Until Sale | 18 | 43 | + 138.9% | 18 | 59 | + 227.8% |
| Average List Price | \$318,577 | \$339,993 | + 6.7% | \$323,985 | \$352,230 | + 8.7% |
| Inventory of Homes for Sale | 140 | 179 | + 27.9% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 2.3 | + 53.3% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for July 2023

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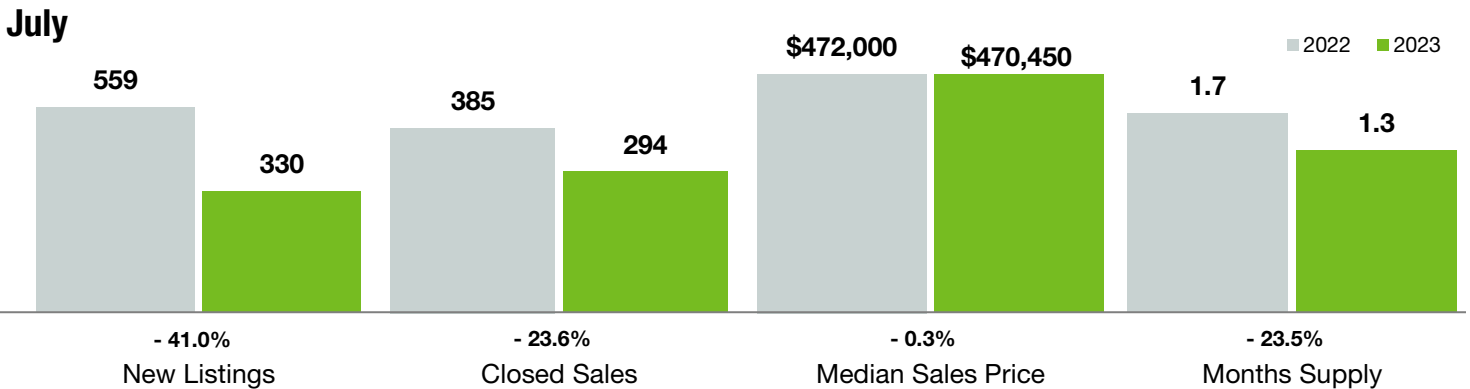


Union County

North Carolina

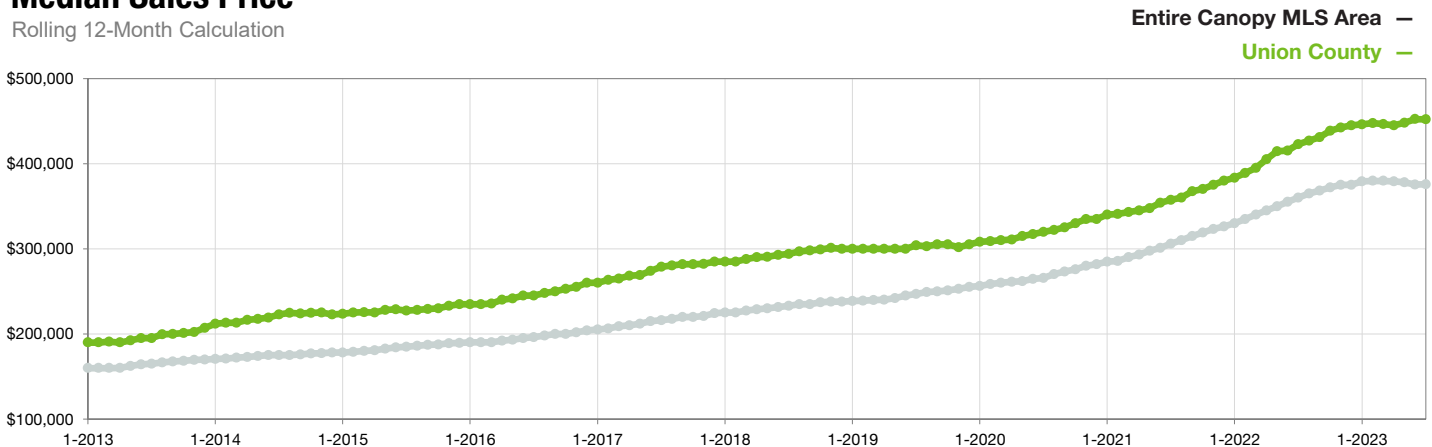
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 559 | 330 | - 41.0% | 3,358 | 2,337 | - 30.4% |
| Pending Sales | 352 | 306 | - 13.1% | 2,669 | 2,142 | - 19.7% |
| Closed Sales | 385 | 294 | - 23.6% | 2,652 | 2,057 | - 22.4% |
| Median Sales Price* | \$472,000 | \$470,450 | - 0.3% | \$441,500 | \$455,000 | + 3.1% |
| Average Sales Price* | \$597,194 | \$595,346 | - 0.3% | \$535,640 | \$561,464 | + 4.8% |
| Percent of Original List Price Received* | 100.9% | 99.1% | - 1.8% | 102.3% | 97.6% | - 4.6% |
| List to Close | 83 | 84 | + 1.2% | 81 | 100 | + 23.5% |
| Days on Market Until Sale | 13 | 35 | + 169.2% | 16 | 42 | + 162.5% |
| Cumulative Days on Market Until Sale | 21 | 28 | + 33.3% | 19 | 40 | + 110.5% |
| Average List Price | \$593,974 | \$584,924 | - 1.5% | \$584,541 | \$606,211 | + 3.7% |
| Inventory of Homes for Sale | 642 | 393 | - 38.8% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 1.3 | - 23.5% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for July 2023

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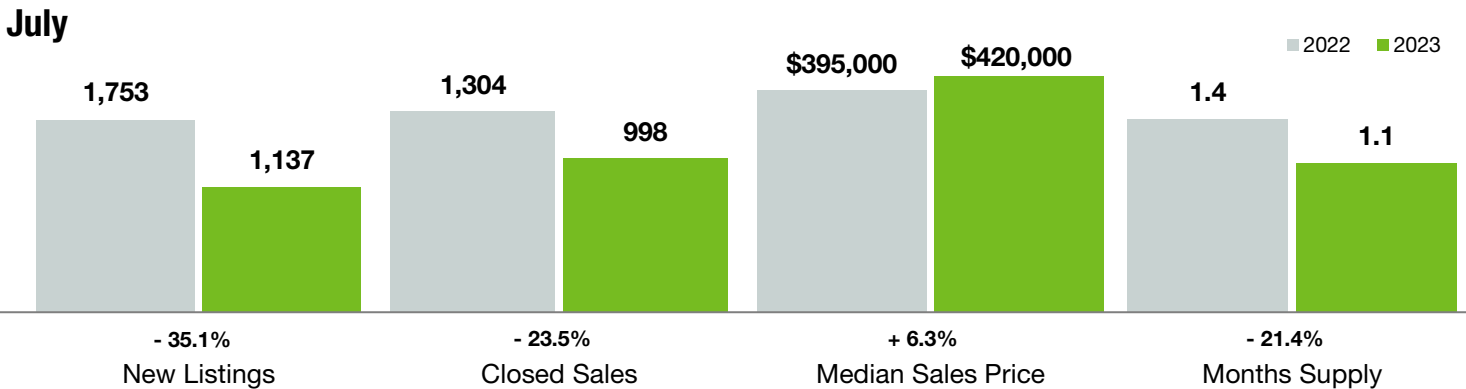


City of Charlotte

North Carolina

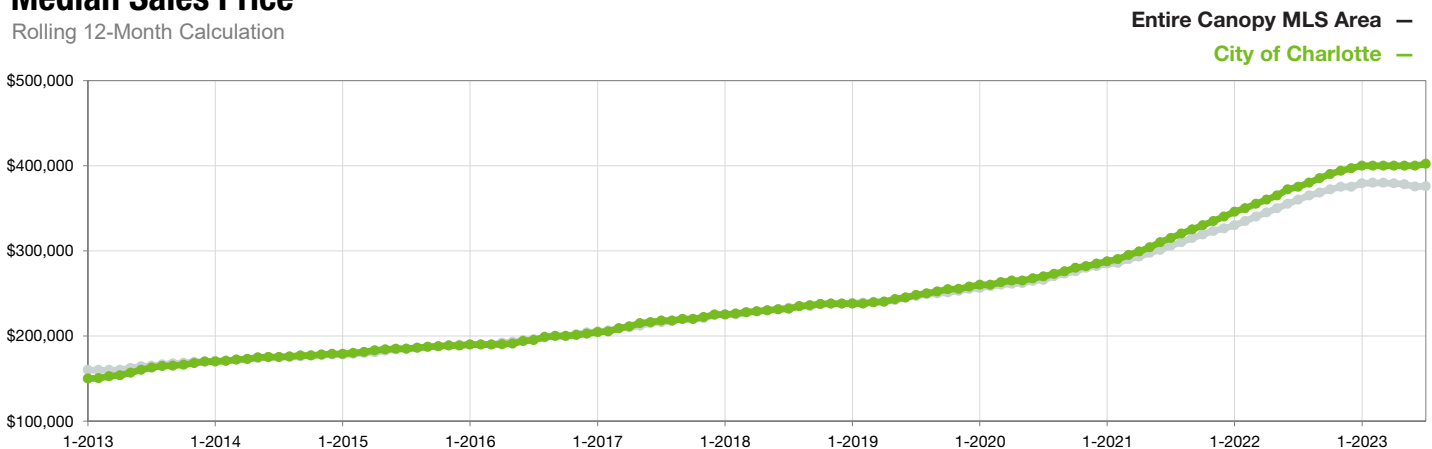
| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 1,753 | 1,137 | - 35.1% | 11,617 | 8,666 | - 25.4% |
| Pending Sales | 1,191 | 1,080 | - 9.3% | 9,630 | 8,192 | - 14.9% |
| Closed Sales | 1,304 | 998 | - 23.5% | 9,738 | 7,547 | - 22.5% |
| Median Sales Price* | \$395,000 | \$420,000 | + 6.3% | \$395,000 | \$407,000 | + 3.0% |
| Average Sales Price* | \$503,162 | \$534,373 | + 6.2% | \$493,858 | \$529,252 | + 7.2% |
| Percent of Original List Price Received* | 101.1% | 99.7% | - 1.4% | 102.7% | 98.1% | - 4.5% |
| List to Close | 69 | 72 | + 4.3% | 71 | 86 | + 21.1% |
| Days on Market Until Sale | 12 | 22 | + 83.3% | 15 | 34 | + 126.7% |
| Cumulative Days on Market Until Sale | 12 | 25 | + 108.3% | 16 | 36 | + 125.0% |
| Average List Price | \$485,538 | \$541,477 | + 11.5% | \$507,848 | \$567,364 | + 11.7% |
| Inventory of Homes for Sale | 2,011 | 1,179 | - 41.4% | -- | -- | -- |
| Months Supply of Inventory | 1.4 | 1.1 | - 21.4% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for July 2023

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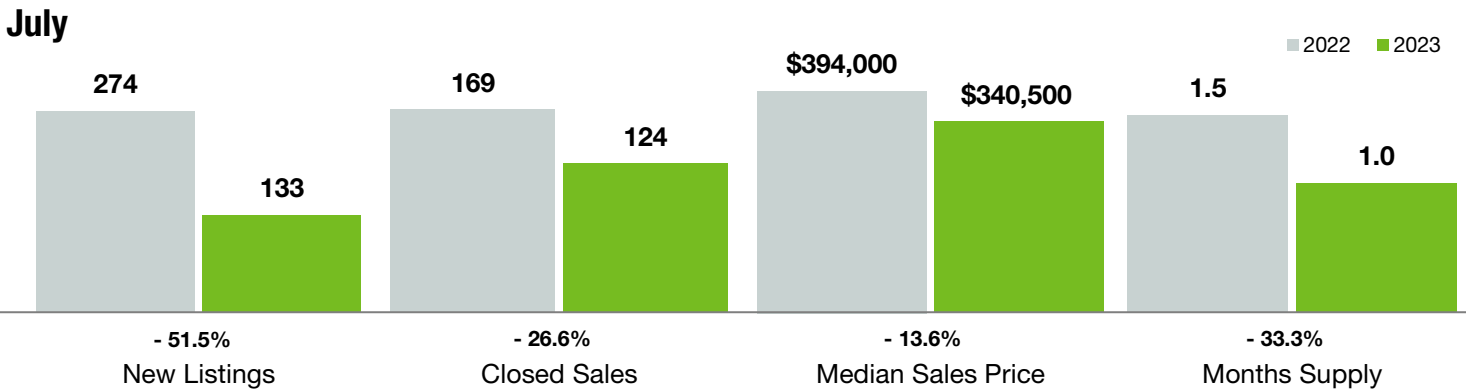


Concord

North Carolina

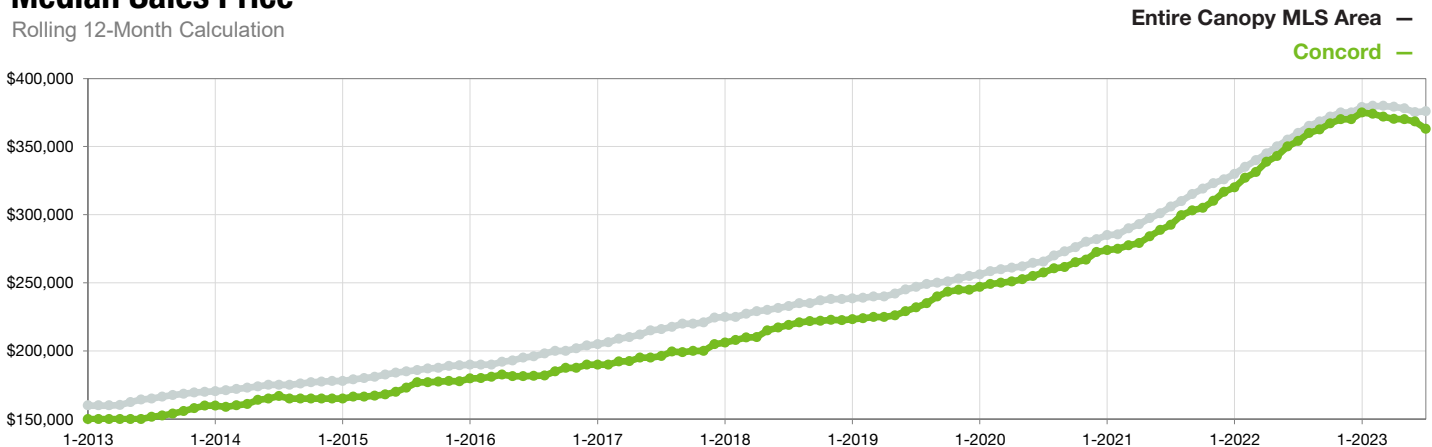
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 274 | 133 | - 51.5% | 1,524 | 992 | - 34.9% |
| Pending Sales | 157 | 140 | - 10.8% | 1,259 | 1,011 | - 19.7% |
| Closed Sales | 169 | 124 | - 26.6% | 1,354 | 943 | - 30.4% |
| Median Sales Price* | \$394,000 | \$340,500 | - 13.6% | \$370,000 | \$355,000 | - 4.1% |
| Average Sales Price* | \$418,681 | \$391,448 | - 6.5% | \$398,635 | \$384,317 | - 3.6% |
| Percent of Original List Price Received* | 100.6% | 98.8% | - 1.8% | 102.4% | 96.5% | - 5.8% |
| List to Close | 79 | 65 | - 17.7% | 69 | 86 | + 24.6% |
| Days on Market Until Sale | 12 | 23 | + 91.7% | 14 | 38 | + 171.4% |
| Cumulative Days on Market Until Sale | 14 | 26 | + 85.7% | 13 | 41 | + 215.4% |
| Average List Price | \$412,446 | \$440,157 | + 6.7% | \$396,492 | \$426,234 | + 7.5% |
| Inventory of Homes for Sale | 284 | 127 | - 55.3% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 1.0 | - 33.3% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for July 2023

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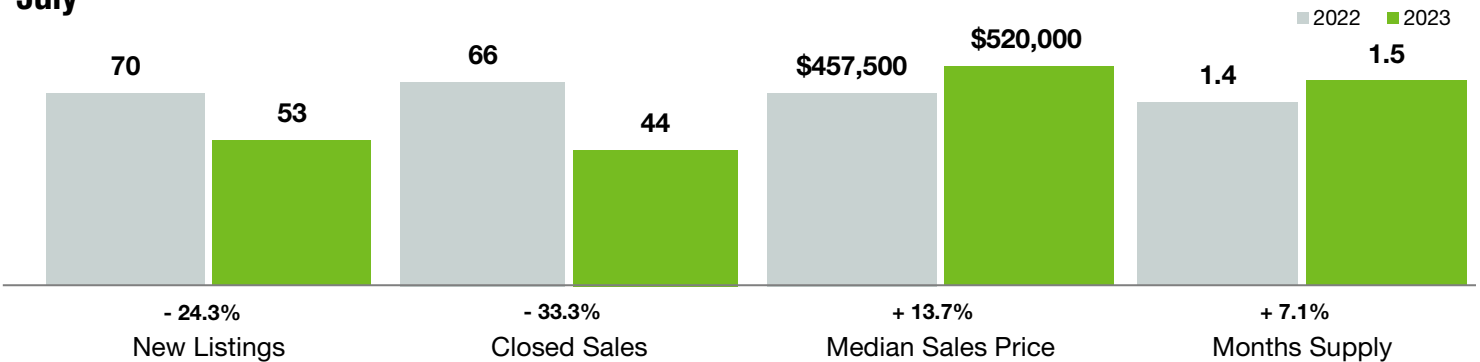
Cornelius

North Carolina

| Key Metrics | July | | | Year to Date | | |
|--|-----------|-------------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 70 | 53 | - 24.3% | 548 | 373 | - 31.9% |
| Pending Sales | 56 | 46 | - 17.9% | 445 | 325 | - 27.0% |
| Closed Sales | 66 | 44 | - 33.3% | 412 | 306 | - 25.7% |
| Median Sales Price* | \$457,500 | \$520,000 | + 13.7% | \$479,450 | \$497,500 | + 3.8% |
| Average Sales Price* | \$700,360 | \$1,051,365 | + 50.1% | \$707,343 | \$785,531 | + 11.1% |
| Percent of Original List Price Received* | 99.5% | 98.6% | - 0.9% | 102.0% | 96.6% | - 5.3% |
| List to Close | 45 | 71 | + 57.8% | 53 | 81 | + 52.8% |
| Days on Market Until Sale | 9 | 28 | + 211.1% | 14 | 36 | + 157.1% |
| Cumulative Days on Market Until Sale | 9 | 39 | + 333.3% | 13 | 39 | + 200.0% |
| Average List Price | \$734,811 | \$928,456 | + 26.4% | \$778,468 | \$932,777 | + 19.8% |
| Inventory of Homes for Sale | 85 | 67 | - 21.2% | -- | -- | -- |
| Months Supply of Inventory | 1.4 | 1.5 | + 7.1% | -- | -- | -- |

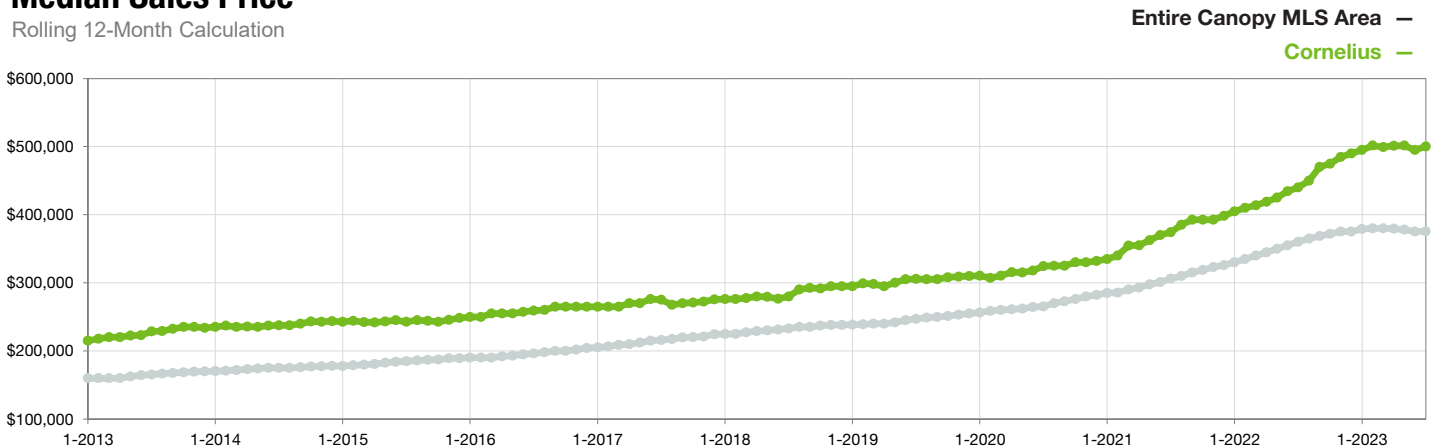
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July



Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for July 2023

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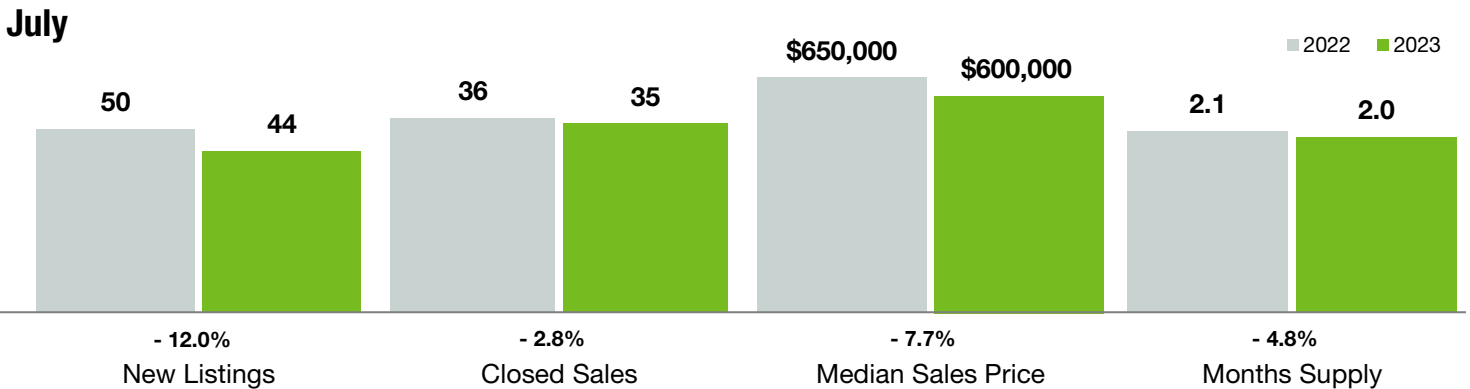


Davidson

North Carolina

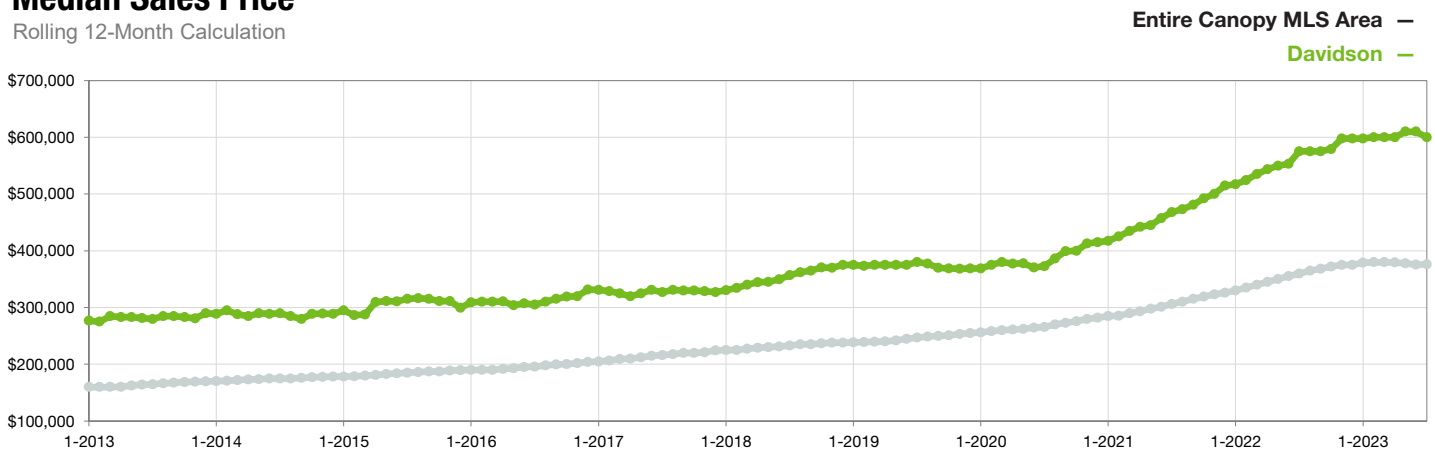
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 50 | 44 | - 12.0% | 362 | 316 | - 12.7% |
| Pending Sales | 38 | 34 | - 10.5% | 285 | 281 | - 1.4% |
| Closed Sales | 36 | 35 | - 2.8% | 286 | 250 | - 12.6% |
| Median Sales Price* | \$650,000 | \$600,000 | - 7.7% | \$589,925 | \$600,000 | + 1.7% |
| Average Sales Price* | \$762,009 | \$756,324 | - 0.7% | \$681,939 | \$738,325 | + 8.3% |
| Percent of Original List Price Received* | 99.7% | 98.9% | - 0.8% | 101.5% | 99.0% | - 2.5% |
| List to Close | 71 | 103 | + 45.1% | 86 | 106 | + 23.3% |
| Days on Market Until Sale | 15 | 56 | + 273.3% | 34 | 43 | + 26.5% |
| Cumulative Days on Market Until Sale | 16 | 68 | + 325.0% | 24 | 48 | + 100.0% |
| Average List Price | \$795,871 | \$744,125 | - 6.5% | \$759,426 | \$802,570 | + 5.7% |
| Inventory of Homes for Sale | 86 | 71 | - 17.4% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 2.0 | - 4.8% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for July 2023

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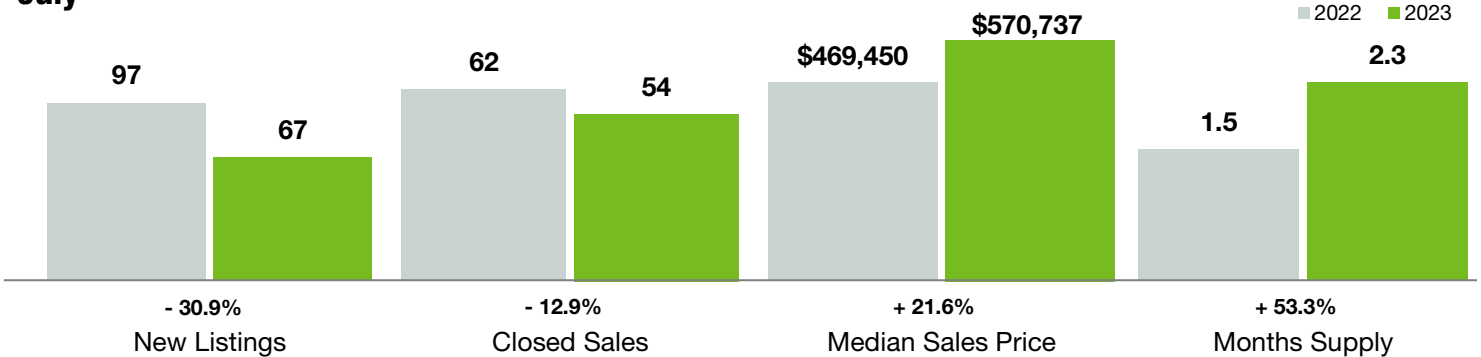
Denver

North Carolina

| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 97 | 67 | - 30.9% | 507 | 475 | - 6.3% |
| Pending Sales | 71 | 54 | - 23.9% | 417 | 403 | - 3.4% |
| Closed Sales | 62 | 54 | - 12.9% | 431 | 371 | - 13.9% |
| Median Sales Price* | \$469,450 | \$570,737 | + 21.6% | \$479,000 | \$520,000 | + 8.6% |
| Average Sales Price* | \$650,403 | \$622,575 | - 4.3% | \$585,170 | \$636,875 | + 8.8% |
| Percent of Original List Price Received* | 99.9% | 96.9% | - 3.0% | 101.1% | 97.1% | - 4.0% |
| List to Close | 92 | 127 | + 38.0% | 94 | 116 | + 23.4% |
| Days on Market Until Sale | 18 | 71 | + 294.4% | 22 | 59 | + 168.2% |
| Cumulative Days on Market Until Sale | 13 | 41 | + 215.4% | 15 | 49 | + 226.7% |
| Average List Price | \$602,027 | \$744,481 | + 23.7% | \$615,254 | \$691,131 | + 12.3% |
| Inventory of Homes for Sale | 98 | 117 | + 19.4% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 2.3 | + 53.3% | -- | -- | -- |

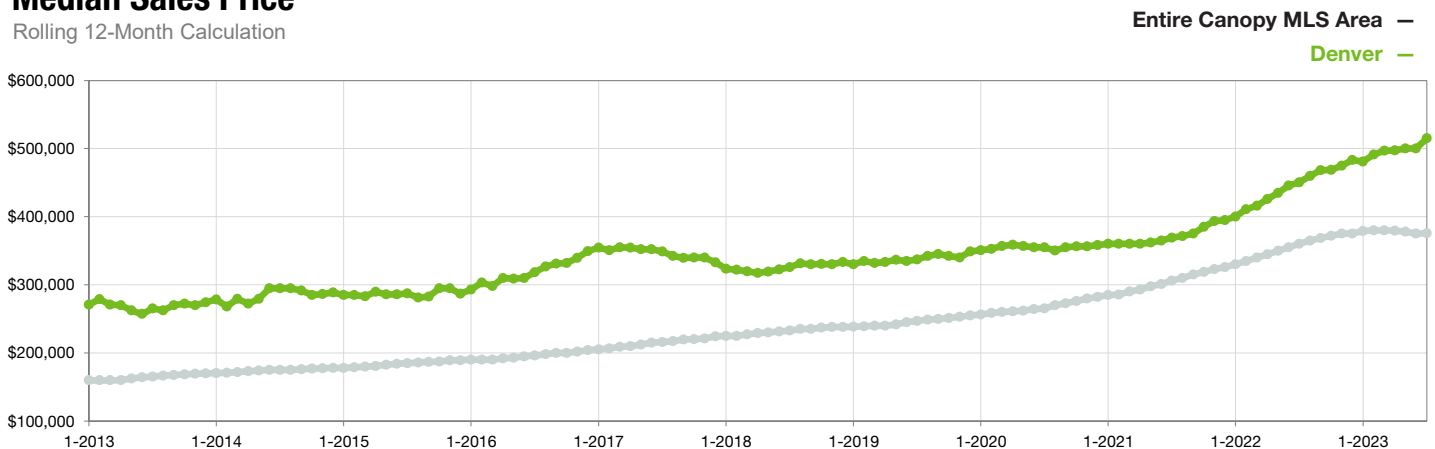
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July



Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for July 2023

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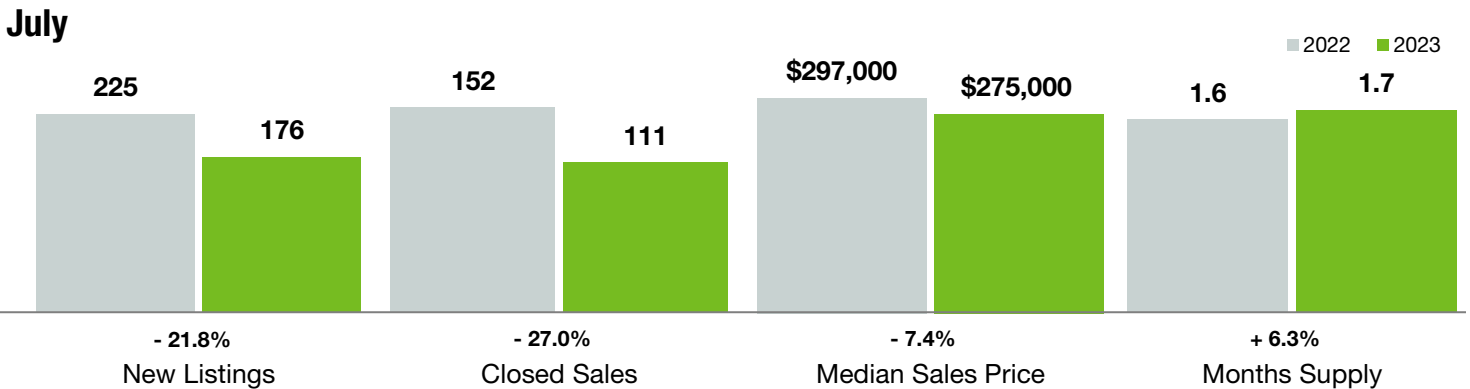


Gastonia

North Carolina

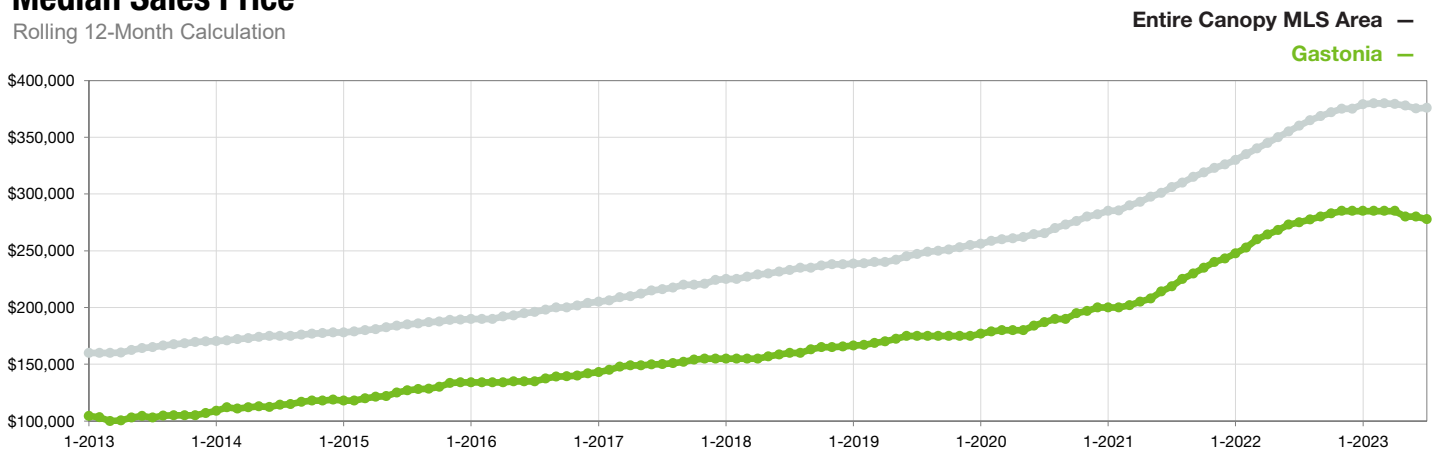
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 225 | 176 | - 21.8% | 1,335 | 1,046 | - 21.6% |
| Pending Sales | 144 | 148 | + 2.8% | 1,090 | 955 | - 12.4% |
| Closed Sales | 152 | 111 | - 27.0% | 1,129 | 867 | - 23.2% |
| Median Sales Price* | \$297,000 | \$275,000 | - 7.4% | \$285,000 | \$273,140 | - 4.2% |
| Average Sales Price* | \$308,208 | \$302,570 | - 1.8% | \$295,521 | \$291,748 | - 1.3% |
| Percent of Original List Price Received* | 100.6% | 97.2% | - 3.4% | 100.9% | 95.6% | - 5.3% |
| List to Close | 69 | 64 | - 7.2% | 74 | 87 | + 17.6% |
| Days on Market Until Sale | 15 | 25 | + 66.7% | 18 | 43 | + 138.9% |
| Cumulative Days on Market Until Sale | 13 | 28 | + 115.4% | 17 | 49 | + 188.2% |
| Average List Price | \$318,209 | \$335,272 | + 5.4% | \$299,110 | \$311,426 | + 4.1% |
| Inventory of Homes for Sale | 257 | 215 | - 16.3% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 1.7 | + 6.3% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for July 2023

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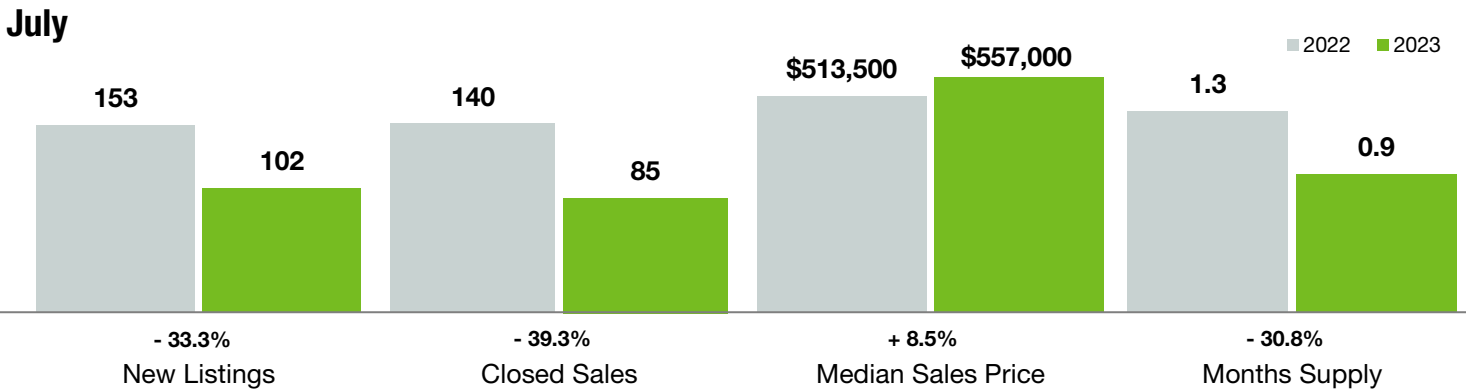


Huntersville

North Carolina

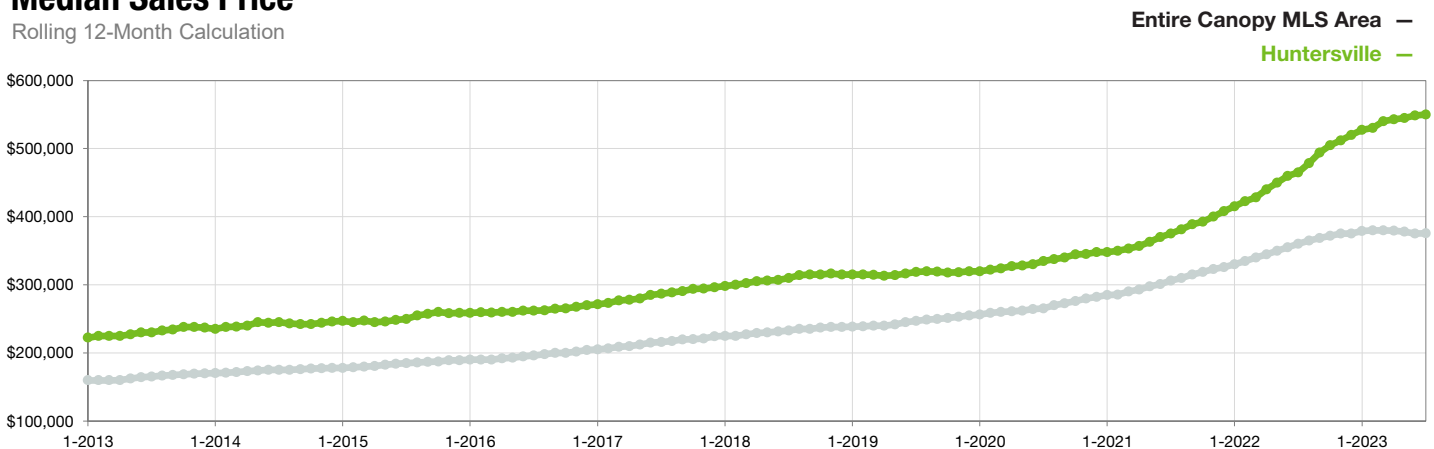
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 153 | 102 | - 33.3% | 1,143 | 714 | - 37.5% |
| Pending Sales | 126 | 85 | - 32.5% | 957 | 667 | - 30.3% |
| Closed Sales | 140 | 85 | - 39.3% | 968 | 634 | - 34.5% |
| Median Sales Price* | \$513,500 | \$557,000 | + 8.5% | \$500,000 | \$550,000 | + 10.0% |
| Average Sales Price* | \$531,509 | \$582,561 | + 9.6% | \$533,979 | \$584,893 | + 9.5% |
| Percent of Original List Price Received* | 100.8% | 100.0% | - 0.8% | 103.4% | 98.3% | - 4.9% |
| List to Close | 105 | 77 | - 26.7% | 92 | 89 | - 3.3% |
| Days on Market Until Sale | 22 | 25 | + 13.6% | 21 | 32 | + 52.4% |
| Cumulative Days on Market Until Sale | 12 | 28 | + 133.3% | 17 | 33 | + 94.1% |
| Average List Price | \$549,352 | \$613,064 | + 11.6% | \$557,173 | \$631,601 | + 13.4% |
| Inventory of Homes for Sale | 186 | 83 | - 55.4% | -- | -- | -- |
| Months Supply of Inventory | 1.3 | 0.9 | - 30.8% | -- | -- | -- |

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Median Sales Price

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Local Market Update for July 2023

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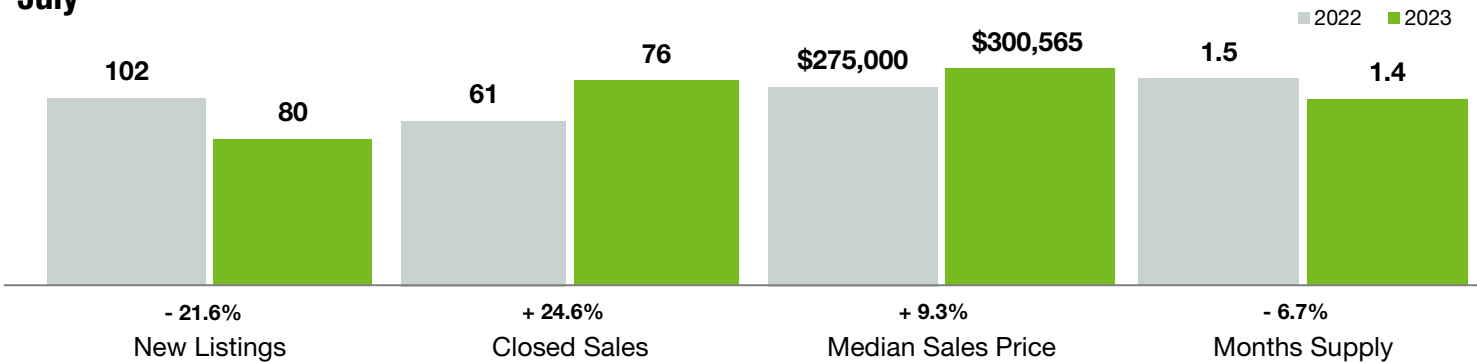
Kannapolis

North Carolina

| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 102 | 80 | - 21.6% | 701 | 557 | - 20.5% |
| Pending Sales | 73 | 74 | + 1.4% | 568 | 516 | - 9.2% |
| Closed Sales | 61 | 76 | + 24.6% | 571 | 470 | - 17.7% |
| Median Sales Price* | \$275,000 | \$300,565 | + 9.3% | \$283,900 | \$289,950 | + 2.1% |
| Average Sales Price* | \$286,948 | \$307,091 | + 7.0% | \$290,947 | \$298,173 | + 2.5% |
| Percent of Original List Price Received* | 99.3% | 97.9% | - 1.4% | 100.7% | 95.9% | - 4.8% |
| List to Close | 63 | 67 | + 6.3% | 57 | 80 | + 40.4% |
| Days on Market Until Sale | 16 | 26 | + 62.5% | 16 | 38 | + 137.5% |
| Cumulative Days on Market Until Sale | 15 | 27 | + 80.0% | 15 | 39 | + 160.0% |
| Average List Price | \$309,056 | \$370,331 | + 19.8% | \$301,785 | \$323,139 | + 7.1% |
| Inventory of Homes for Sale | 132 | 92 | - 30.3% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 1.4 | - 6.7% | -- | -- | -- |

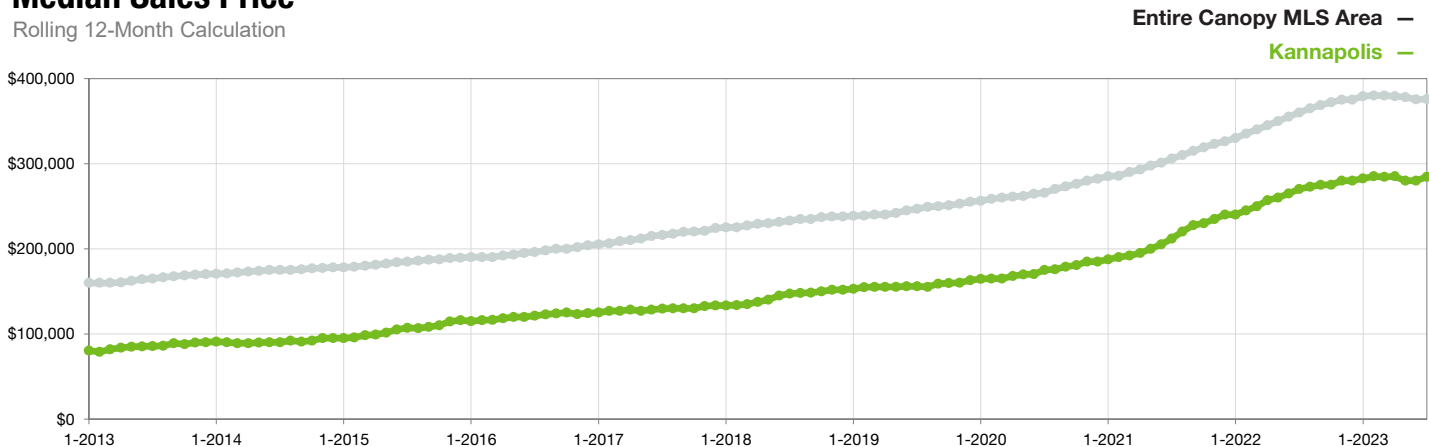
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July



Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for July 2023

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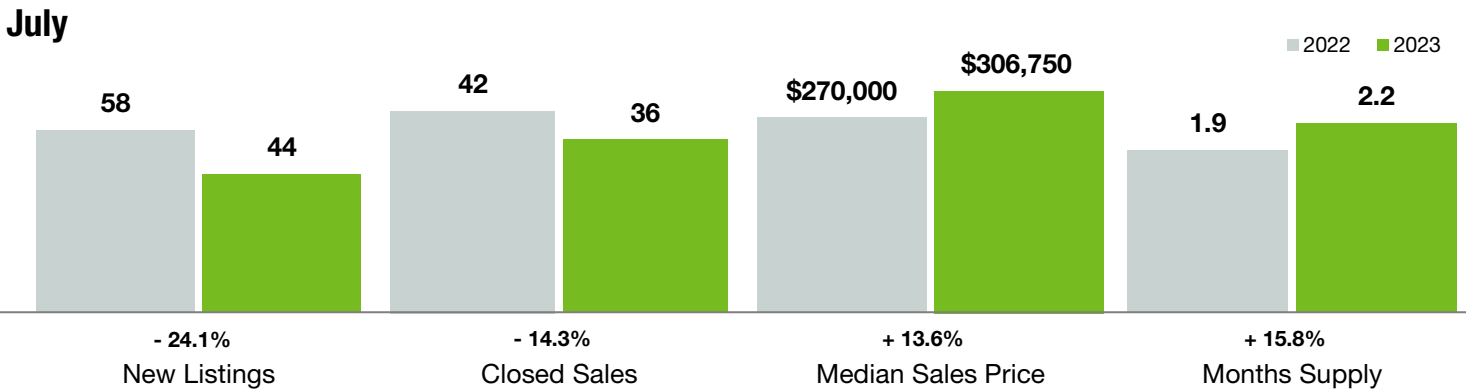


Lincolnton

North Carolina

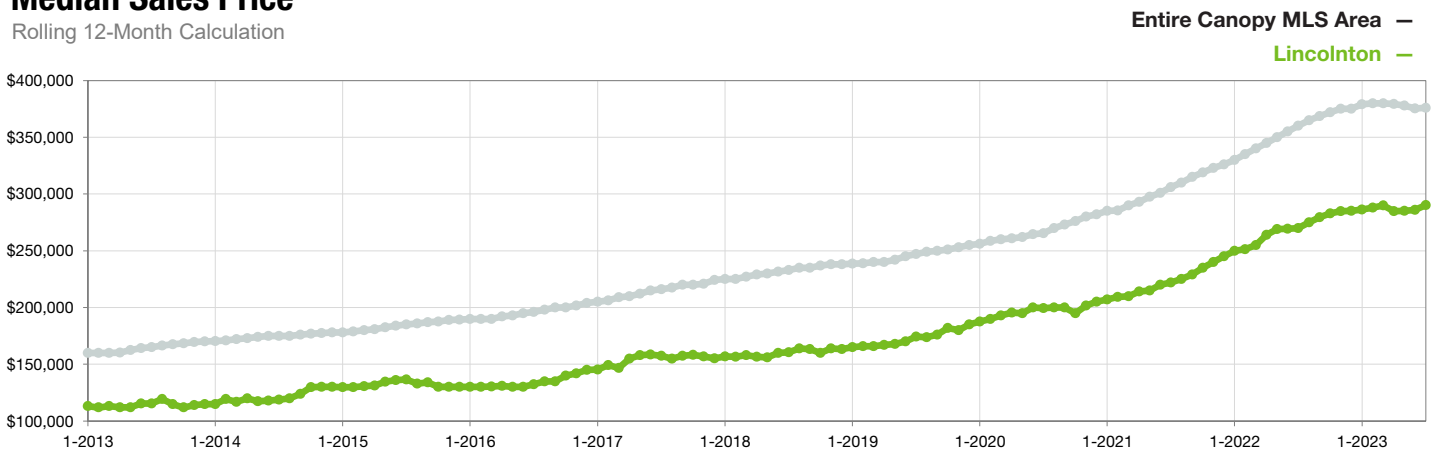
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 58 | 44 | - 24.1% | 357 | 262 | - 26.6% |
| Pending Sales | 50 | 36 | - 28.0% | 302 | 251 | - 16.9% |
| Closed Sales | 42 | 36 | - 14.3% | 273 | 237 | - 13.2% |
| Median Sales Price* | \$270,000 | \$306,750 | + 13.6% | \$279,000 | \$290,000 | + 3.9% |
| Average Sales Price* | \$288,237 | \$322,790 | + 12.0% | \$297,702 | \$311,036 | + 4.5% |
| Percent of Original List Price Received* | 104.9% | 97.3% | - 7.2% | 101.2% | 95.4% | - 5.7% |
| List to Close | 65 | 110 | + 69.2% | 80 | 106 | + 32.5% |
| Days on Market Until Sale | 25 | 42 | + 68.0% | 32 | 45 | + 40.6% |
| Cumulative Days on Market Until Sale | 25 | 44 | + 76.0% | 41 | 48 | + 17.1% |
| Average List Price | \$290,589 | \$368,605 | + 26.8% | \$307,852 | \$335,944 | + 9.1% |
| Inventory of Homes for Sale | 85 | 74 | - 12.9% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 2.2 | + 15.8% | -- | -- | -- |

* 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.



Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for July 2023

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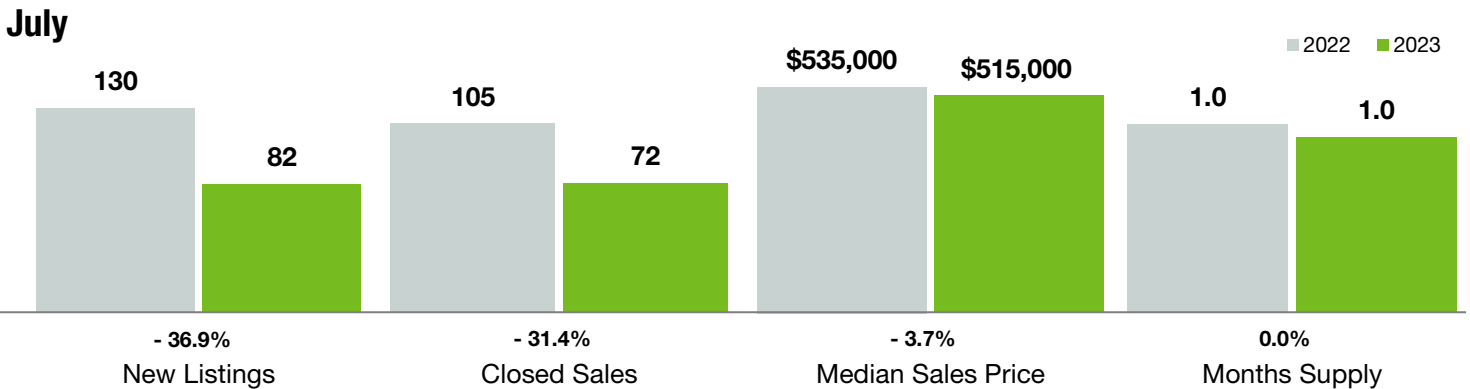


Matthews

North Carolina

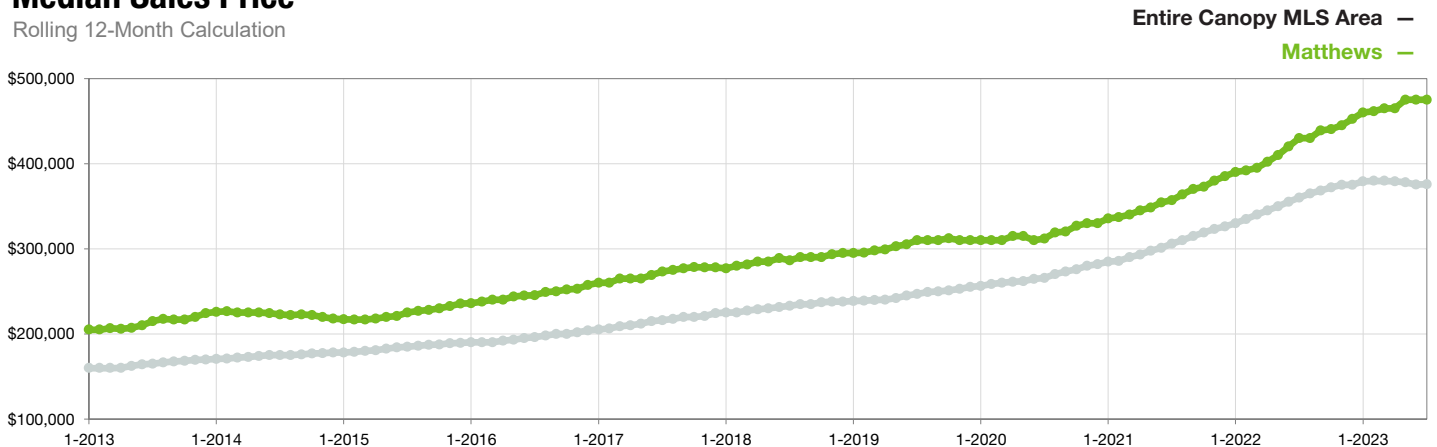
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 130 | 82 | - 36.9% | 785 | 573 | - 27.0% |
| Pending Sales | 105 | 73 | - 30.5% | 683 | 544 | - 20.4% |
| Closed Sales | 105 | 72 | - 31.4% | 671 | 514 | - 23.4% |
| Median Sales Price* | \$535,000 | \$515,000 | - 3.7% | \$452,000 | \$490,500 | + 8.5% |
| Average Sales Price* | \$582,170 | \$570,930 | - 1.9% | \$530,347 | \$540,997 | + 2.0% |
| Percent of Original List Price Received* | 101.6% | 99.8% | - 1.8% | 103.8% | 98.4% | - 5.2% |
| List to Close | 54 | 64 | + 18.5% | 63 | 77 | + 22.2% |
| Days on Market Until Sale | 9 | 25 | + 177.8% | 12 | 35 | + 191.7% |
| Cumulative Days on Market Until Sale | 8 | 28 | + 250.0% | 10 | 35 | + 250.0% |
| Average List Price | \$513,010 | \$602,952 | + 17.5% | \$526,805 | \$583,438 | + 10.8% |
| Inventory of Homes for Sale | 109 | 71 | - 34.9% | -- | -- | -- |
| Months Supply of Inventory | 1.0 | 1.0 | 0.0% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for July 2023

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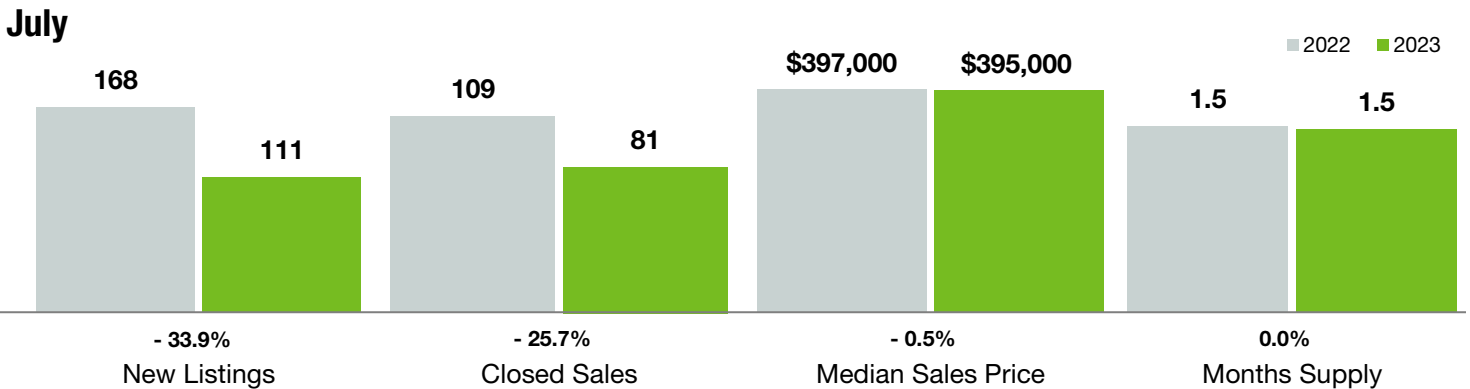


Monroe

North Carolina

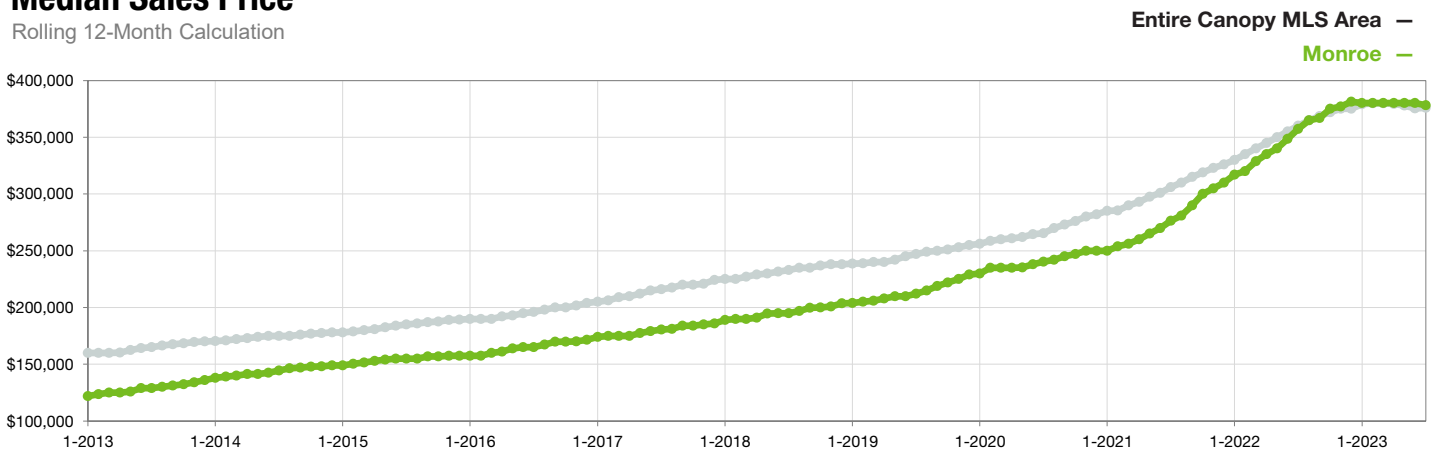
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 168 | 111 | - 33.9% | 1,058 | 769 | - 27.3% |
| Pending Sales | 100 | 107 | + 7.0% | 854 | 700 | - 18.0% |
| Closed Sales | 109 | 81 | - 25.7% | 862 | 624 | - 27.6% |
| Median Sales Price* | \$397,000 | \$395,000 | - 0.5% | \$382,000 | \$376,000 | - 1.6% |
| Average Sales Price* | \$420,372 | \$421,674 | + 0.3% | \$390,121 | \$390,340 | + 0.1% |
| Percent of Original List Price Received* | 99.3% | 98.3% | - 1.0% | 101.3% | 96.2% | - 5.0% |
| List to Close | 80 | 72 | - 10.0% | 75 | 89 | + 18.7% |
| Days on Market Until Sale | 20 | 25 | + 25.0% | 16 | 41 | + 156.3% |
| Cumulative Days on Market Until Sale | 23 | 28 | + 21.7% | 19 | 46 | + 142.1% |
| Average List Price | \$389,452 | \$417,714 | + 7.3% | \$398,665 | \$412,945 | + 3.6% |
| Inventory of Homes for Sale | 197 | 142 | - 27.9% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 1.5 | 0.0% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



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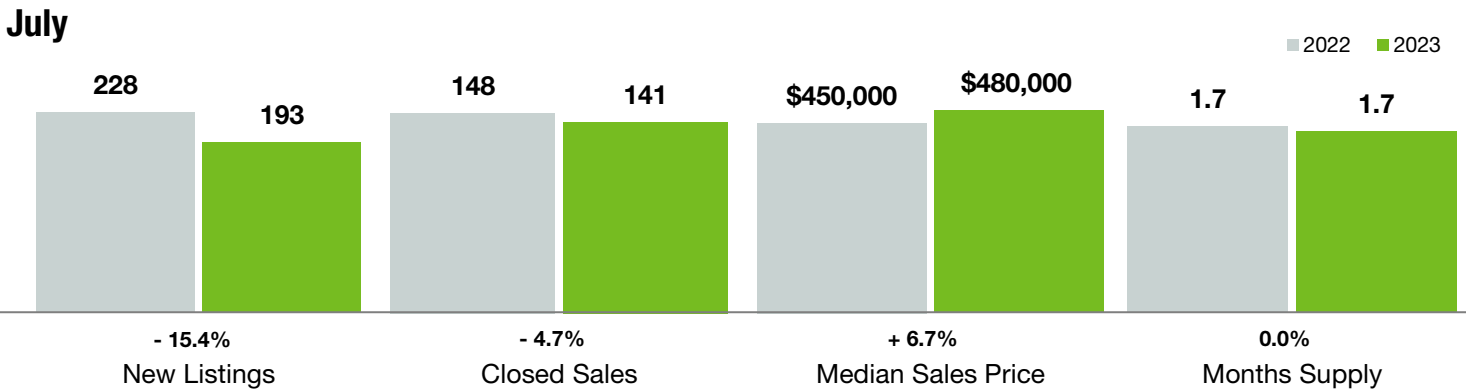


Mooreville

North Carolina

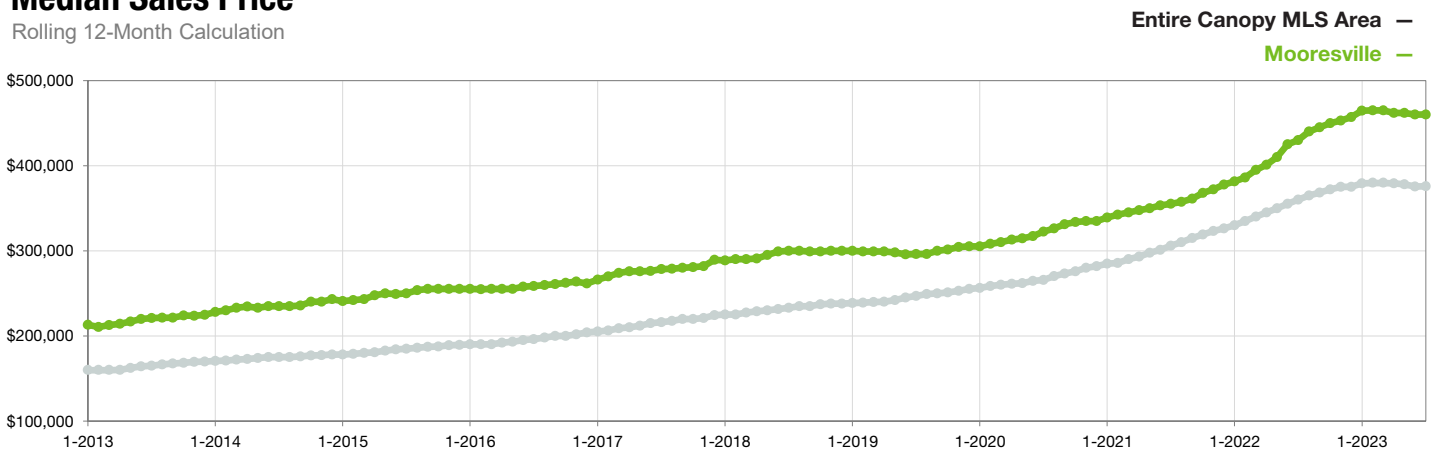
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 228 | 193 | - 15.4% | 1,456 | 1,087 | - 25.3% |
| Pending Sales | 145 | 161 | + 11.0% | 1,135 | 940 | - 17.2% |
| Closed Sales | 148 | 141 | - 4.7% | 1,082 | 856 | - 20.9% |
| Median Sales Price* | \$450,000 | \$480,000 | + 6.7% | \$462,500 | \$467,500 | + 1.1% |
| Average Sales Price* | \$620,656 | \$650,910 | + 4.9% | \$603,223 | \$644,587 | + 6.9% |
| Percent of Original List Price Received* | 99.9% | 96.4% | - 3.5% | 101.0% | 96.3% | - 4.7% |
| List to Close | 66 | 75 | + 13.6% | 65 | 94 | + 44.6% |
| Days on Market Until Sale | 12 | 34 | + 183.3% | 17 | 40 | + 135.3% |
| Cumulative Days on Market Until Sale | 11 | 32 | + 190.9% | 17 | 43 | + 152.9% |
| Average List Price | \$883,097 | \$708,329 | - 19.8% | \$676,363 | \$733,902 | + 8.5% |
| Inventory of Homes for Sale | 290 | 215 | - 25.9% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 1.7 | 0.0% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for July 2023

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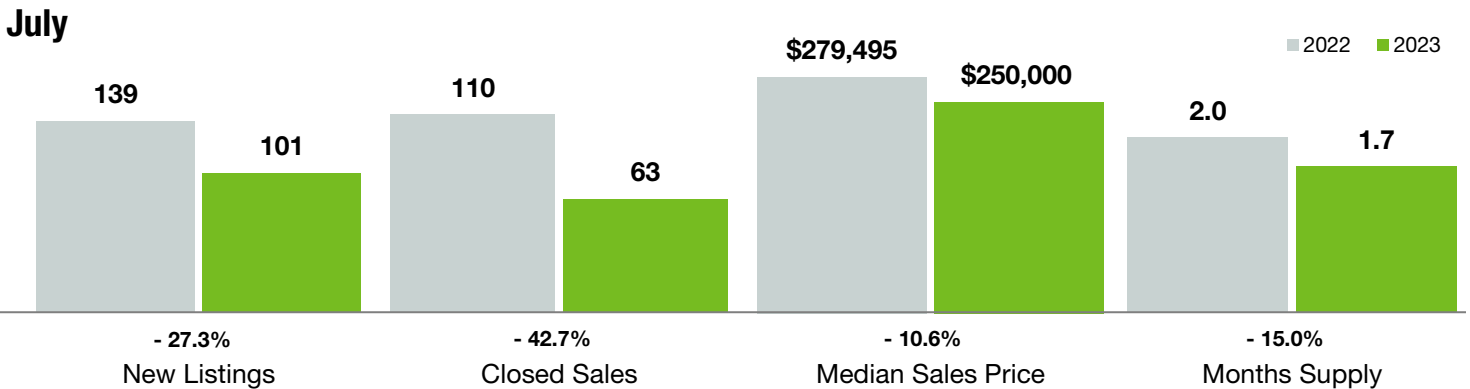


Salisbury

North Carolina

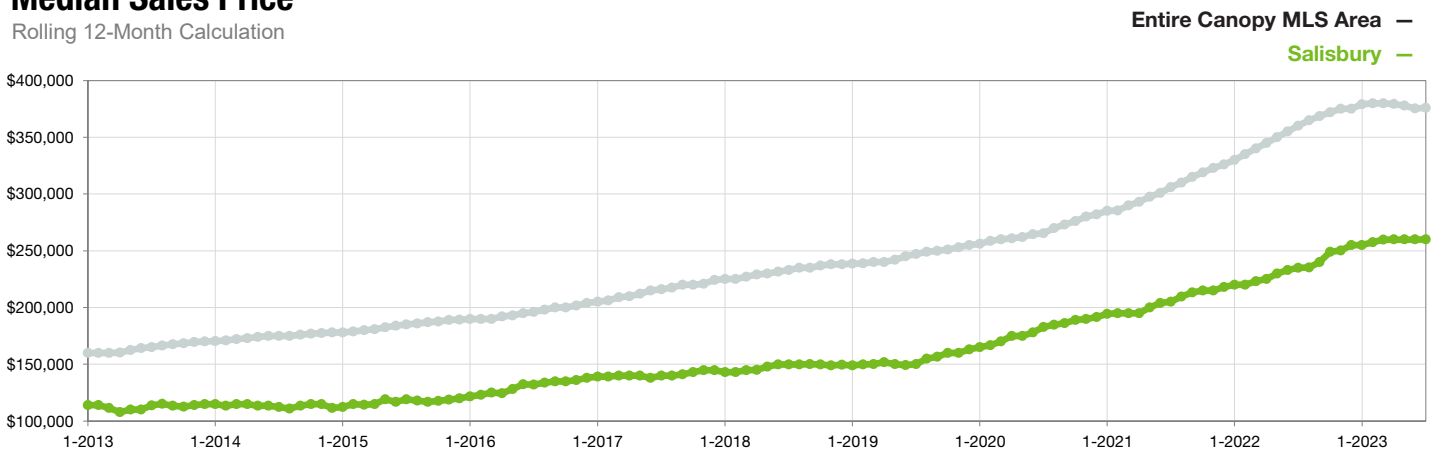
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 139 | 101 | - 27.3% | 892 | 677 | - 24.1% |
| Pending Sales | 117 | 88 | - 24.8% | 694 | 606 | - 12.7% |
| Closed Sales | 110 | 63 | - 42.7% | 691 | 548 | - 20.7% |
| Median Sales Price* | \$279,495 | \$250,000 | - 10.6% | \$250,000 | \$255,000 | + 2.0% |
| Average Sales Price* | \$296,223 | \$299,326 | + 1.0% | \$283,166 | \$279,352 | - 1.3% |
| Percent of Original List Price Received* | 99.1% | 96.5% | - 2.6% | 100.4% | 95.2% | - 5.2% |
| List to Close | 82 | 79 | - 3.7% | 76 | 84 | + 10.5% |
| Days on Market Until Sale | 14 | 31 | + 121.4% | 17 | 39 | + 129.4% |
| Cumulative Days on Market Until Sale | 14 | 39 | + 178.6% | 19 | 44 | + 131.6% |
| Average List Price | \$289,919 | \$314,910 | + 8.6% | \$295,369 | \$303,351 | + 2.7% |
| Inventory of Homes for Sale | 205 | 135 | - 34.1% | -- | -- | -- |
| Months Supply of Inventory | 2.0 | 1.7 | - 15.0% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for July 2023

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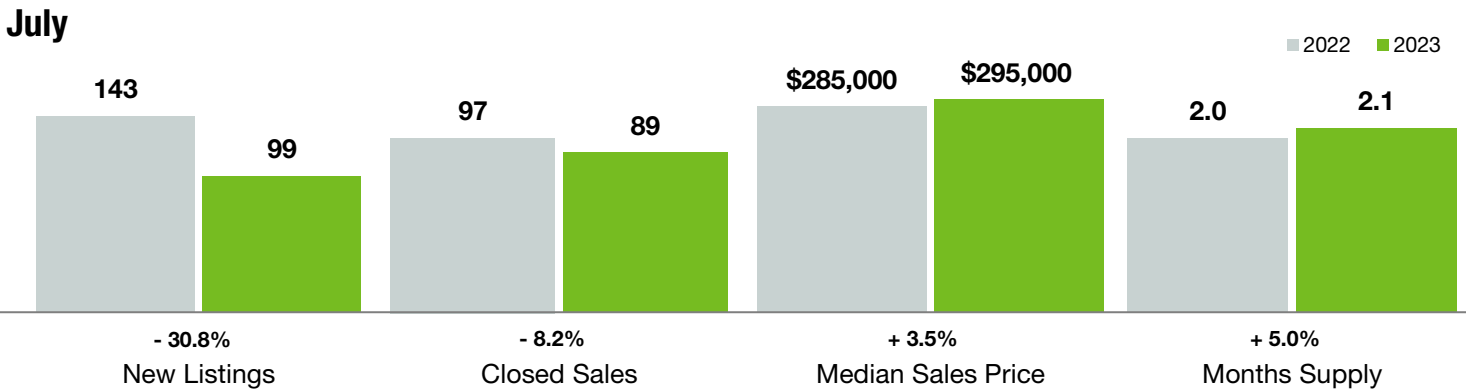


Statesville

North Carolina

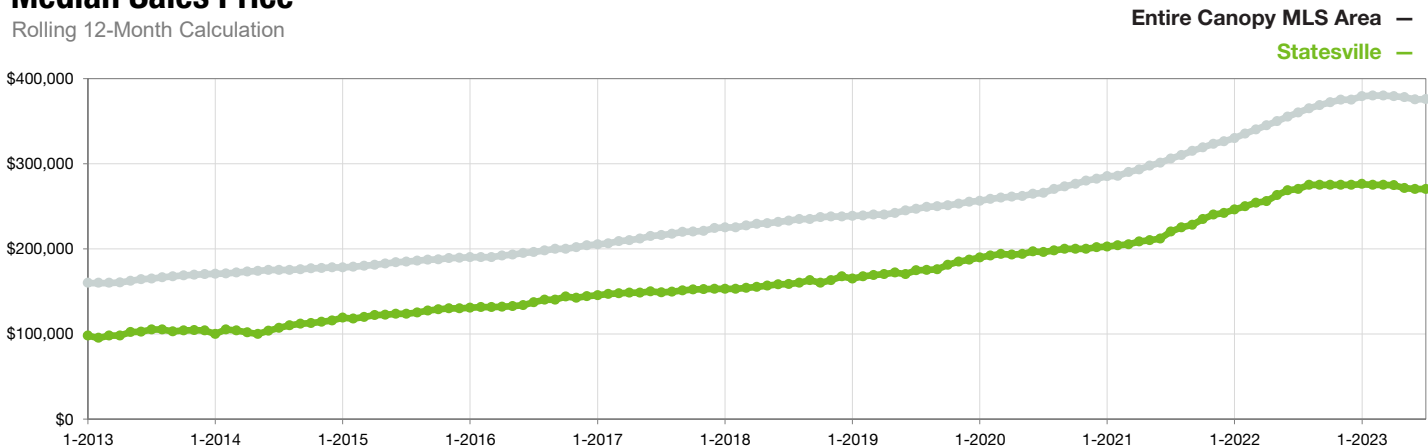
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 143 | 99 | - 30.8% | 884 | 816 | - 7.7% |
| Pending Sales | 92 | 130 | + 41.3% | 711 | 727 | + 2.3% |
| Closed Sales | 97 | 89 | - 8.2% | 692 | 599 | - 13.4% |
| Median Sales Price* | \$285,000 | \$295,000 | + 3.5% | \$280,000 | \$274,997 | - 1.8% |
| Average Sales Price* | \$300,732 | \$321,188 | + 6.8% | \$304,490 | \$292,829 | - 3.8% |
| Percent of Original List Price Received* | 99.1% | 97.6% | - 1.5% | 99.7% | 95.6% | - 4.1% |
| List to Close | 51 | 75 | + 47.1% | 61 | 86 | + 41.0% |
| Days on Market Until Sale | 12 | 31 | + 158.3% | 19 | 44 | + 131.6% |
| Cumulative Days on Market Until Sale | 11 | 35 | + 218.2% | 19 | 49 | + 157.9% |
| Average List Price | \$318,678 | \$346,413 | + 8.7% | \$306,031 | \$330,995 | + 8.2% |
| Inventory of Homes for Sale | 203 | 189 | - 6.9% | -- | -- | -- |
| Months Supply of Inventory | 2.0 | 2.1 | + 5.0% | -- | -- | -- |

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Median Sales Price

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Local Market Update for July 2023

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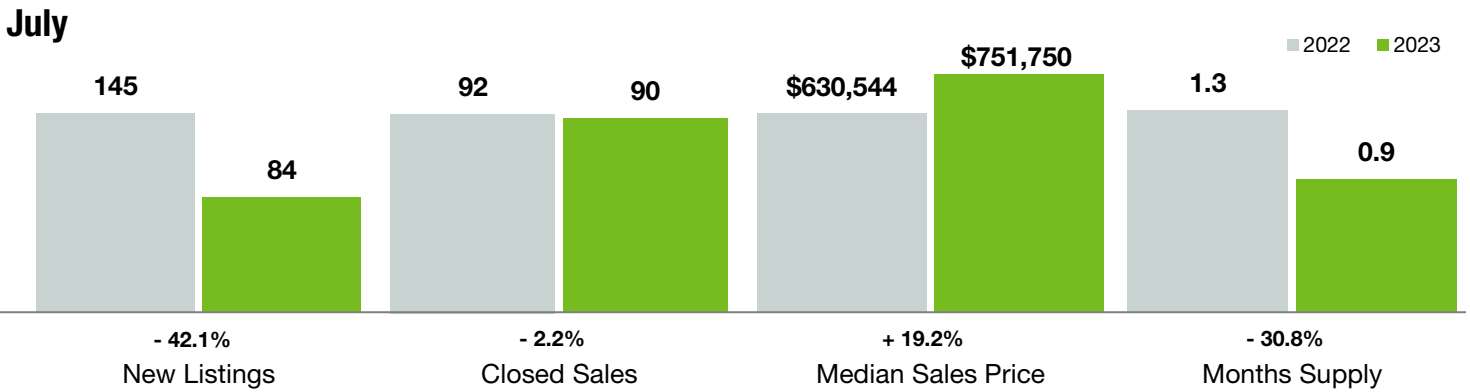


Waxhaw

North Carolina

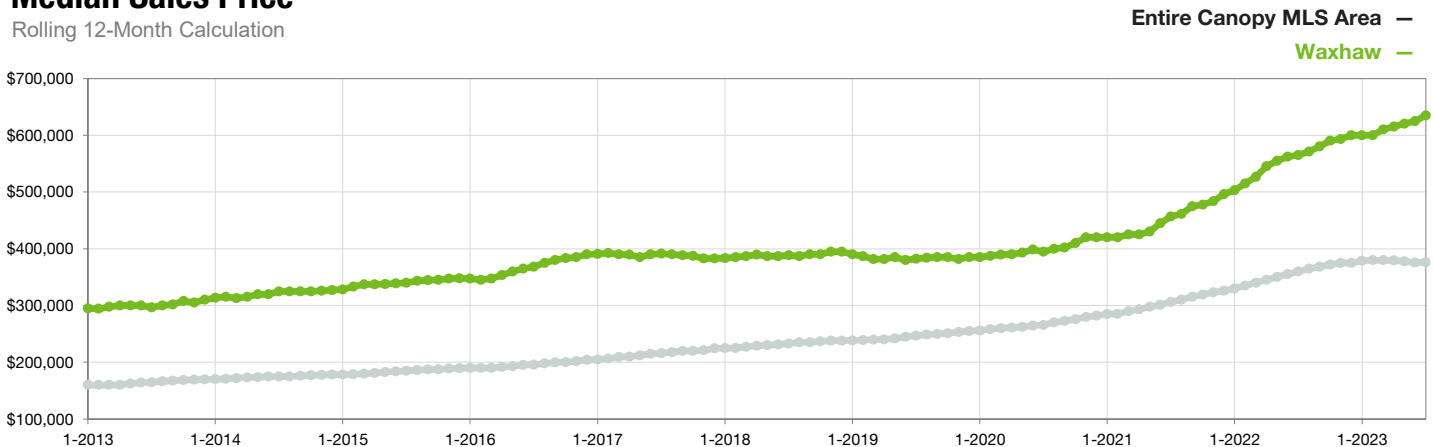
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 145 | 84 | - 42.1% | 805 | 578 | - 28.2% |
| Pending Sales | 95 | 72 | - 24.2% | 674 | 557 | - 17.4% |
| Closed Sales | 92 | 90 | - 2.2% | 658 | 545 | - 17.2% |
| Median Sales Price* | \$630,544 | \$751,750 | + 19.2% | \$601,000 | \$660,000 | + 9.8% |
| Average Sales Price* | \$805,215 | \$833,661 | + 3.5% | \$713,156 | \$768,583 | + 7.8% |
| Percent of Original List Price Received* | 101.0% | 98.8% | - 2.2% | 103.5% | 98.5% | - 4.8% |
| List to Close | 68 | 78 | + 14.7% | 72 | 93 | + 29.2% |
| Days on Market Until Sale | 10 | 32 | + 220.0% | 14 | 29 | + 107.1% |
| Cumulative Days on Market Until Sale | 8 | 33 | + 312.5% | 12 | 30 | + 150.0% |
| Average List Price | \$727,348 | \$793,299 | + 9.1% | \$753,481 | \$831,636 | + 10.4% |
| Inventory of Homes for Sale | 120 | 64 | - 46.7% | -- | -- | -- |
| Months Supply of Inventory | 1.3 | 0.9 | - 30.8% | -- | -- | -- |

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Median Sales Price

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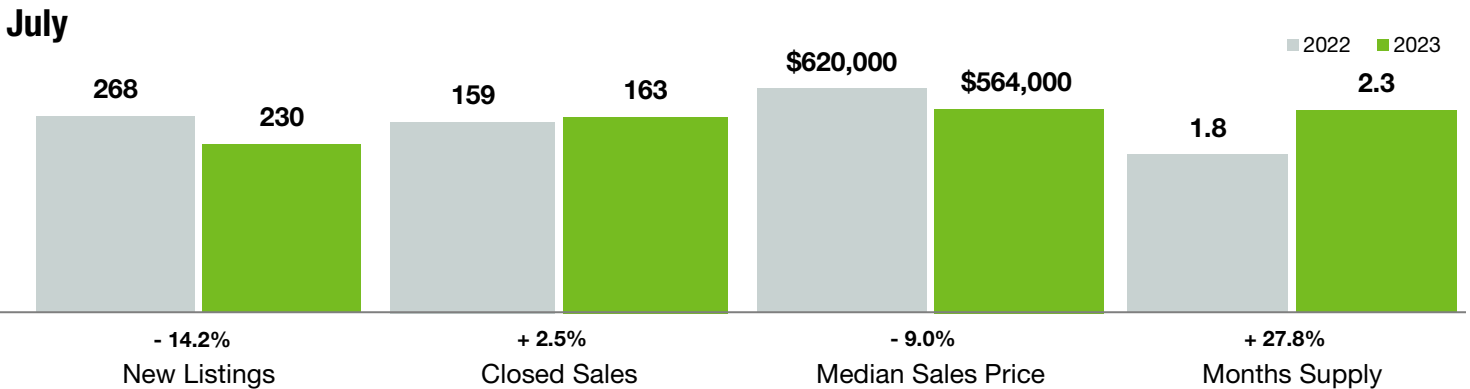


Lake Norman

North Carolina

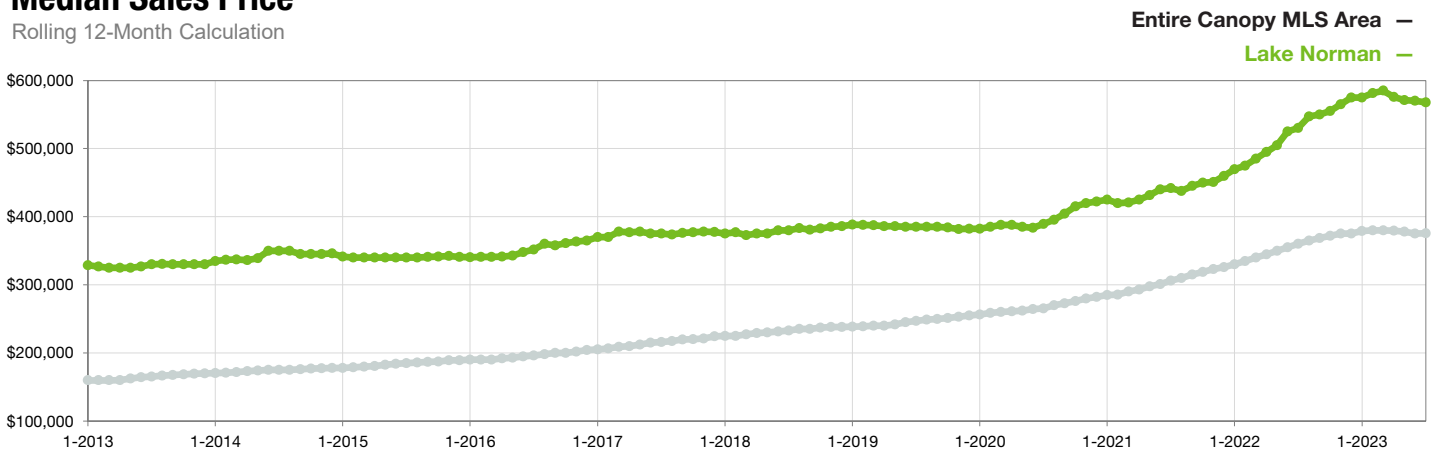
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 268 | 230 | - 14.2% | 1,587 | 1,460 | - 8.0% |
| Pending Sales | 182 | 193 | + 6.0% | 1,259 | 1,200 | - 4.7% |
| Closed Sales | 159 | 163 | + 2.5% | 1,263 | 1,048 | - 17.0% |
| Median Sales Price* | \$620,000 | \$564,000 | - 9.0% | \$561,000 | \$550,000 | - 2.0% |
| Average Sales Price* | \$875,012 | \$870,955 | - 0.5% | \$774,390 | \$797,949 | + 3.0% |
| Percent of Original List Price Received* | 99.0% | 97.0% | - 2.0% | 100.6% | 96.4% | - 4.2% |
| List to Close | 69 | 84 | + 21.7% | 75 | 102 | + 36.0% |
| Days on Market Until Sale | 16 | 32 | + 100.0% | 20 | 43 | + 115.0% |
| Cumulative Days on Market Until Sale | 15 | 35 | + 133.3% | 21 | 49 | + 133.3% |
| Average List Price | \$922,032 | \$870,637 | - 5.6% | \$862,845 | \$907,893 | + 5.2% |
| Inventory of Homes for Sale | 339 | 354 | + 4.4% | -- | -- | -- |
| Months Supply of Inventory | 1.8 | 2.3 | + 27.8% | -- | -- | -- |

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Median Sales Price

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Local Market Update for July 2023

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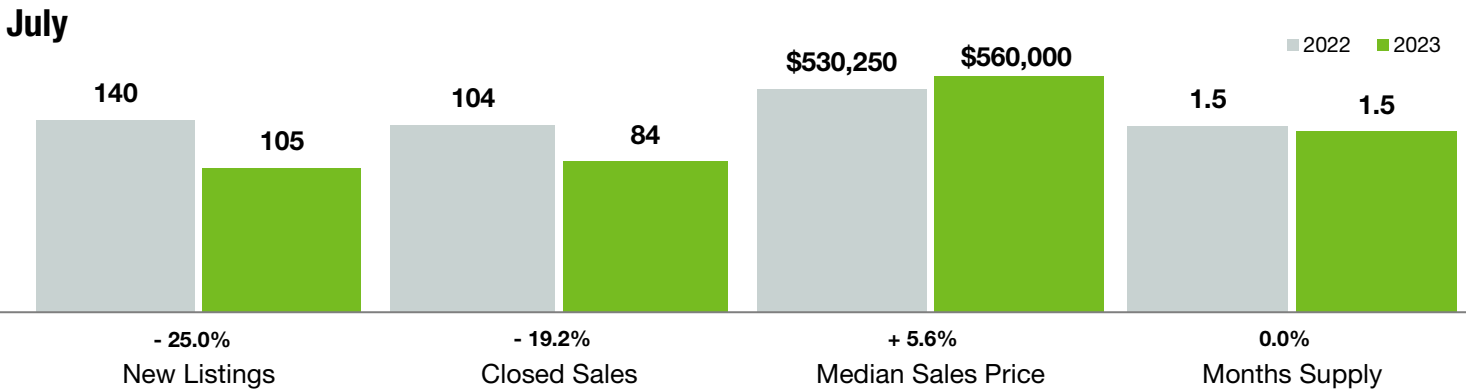


Lake Wylie

North Carolina

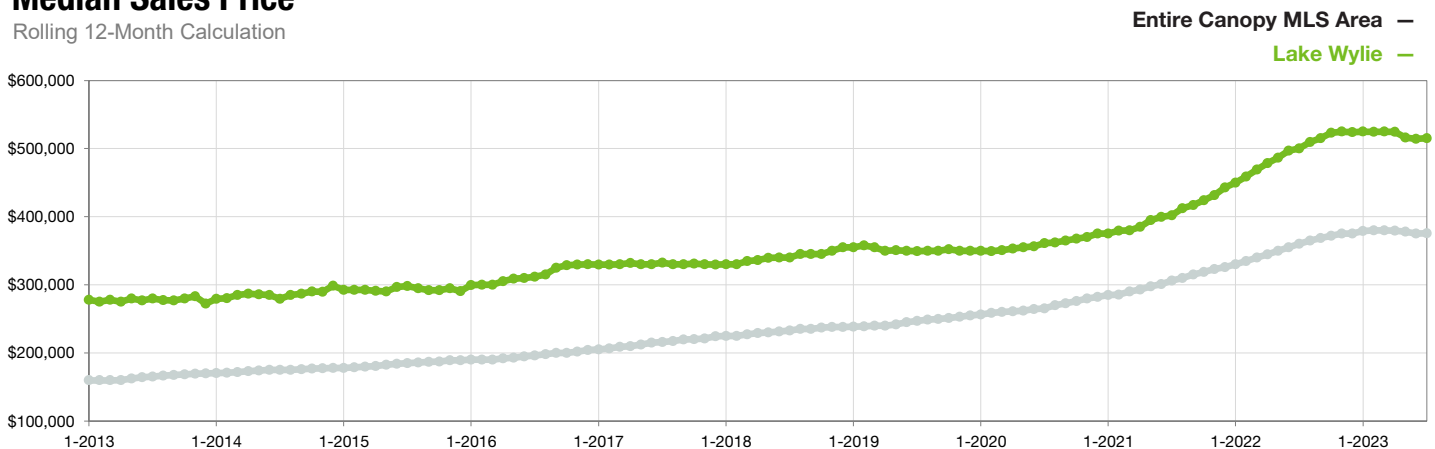
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 140 | 105 | - 25.0% | 978 | 678 | - 30.7% |
| Pending Sales | 107 | 97 | - 9.3% | 820 | 615 | - 25.0% |
| Closed Sales | 104 | 84 | - 19.2% | 825 | 583 | - 29.3% |
| Median Sales Price* | \$530,250 | \$560,000 | + 5.6% | \$526,904 | \$515,000 | - 2.3% |
| Average Sales Price* | \$547,516 | \$646,882 | + 18.1% | \$584,722 | \$609,945 | + 4.3% |
| Percent of Original List Price Received* | 101.5% | 97.7% | - 3.7% | 101.9% | 97.5% | - 4.3% |
| List to Close | 88 | 72 | - 18.2% | 105 | 92 | - 12.4% |
| Days on Market Until Sale | 9 | 27 | + 200.0% | 20 | 36 | + 80.0% |
| Cumulative Days on Market Until Sale | 10 | 24 | + 140.0% | 18 | 38 | + 111.1% |
| Average List Price | \$659,731 | \$716,952 | + 8.7% | \$627,323 | \$676,020 | + 7.8% |
| Inventory of Homes for Sale | 188 | 128 | - 31.9% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 1.5 | 0.0% | -- | -- | -- |

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Median Sales Price

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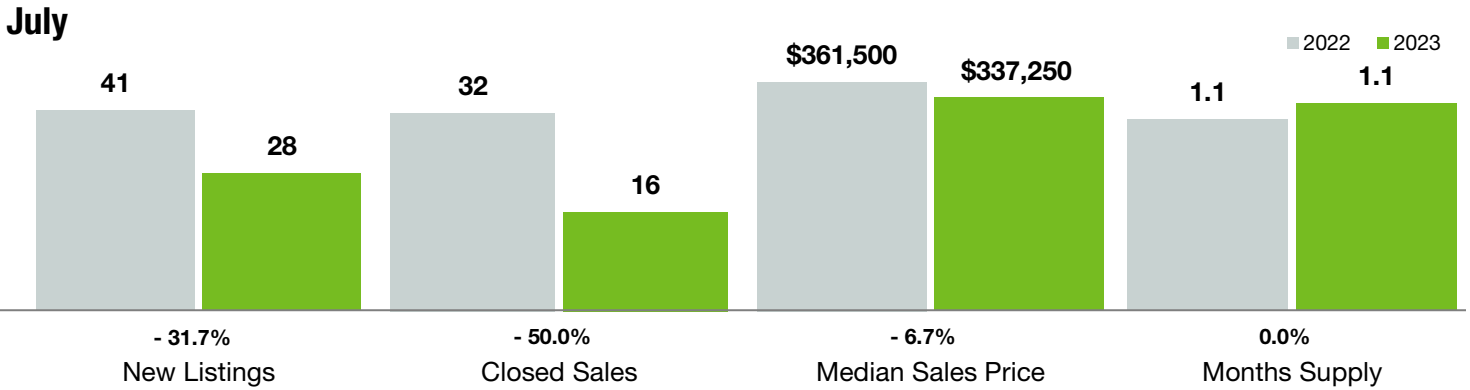


Uptown Charlotte

North Carolina

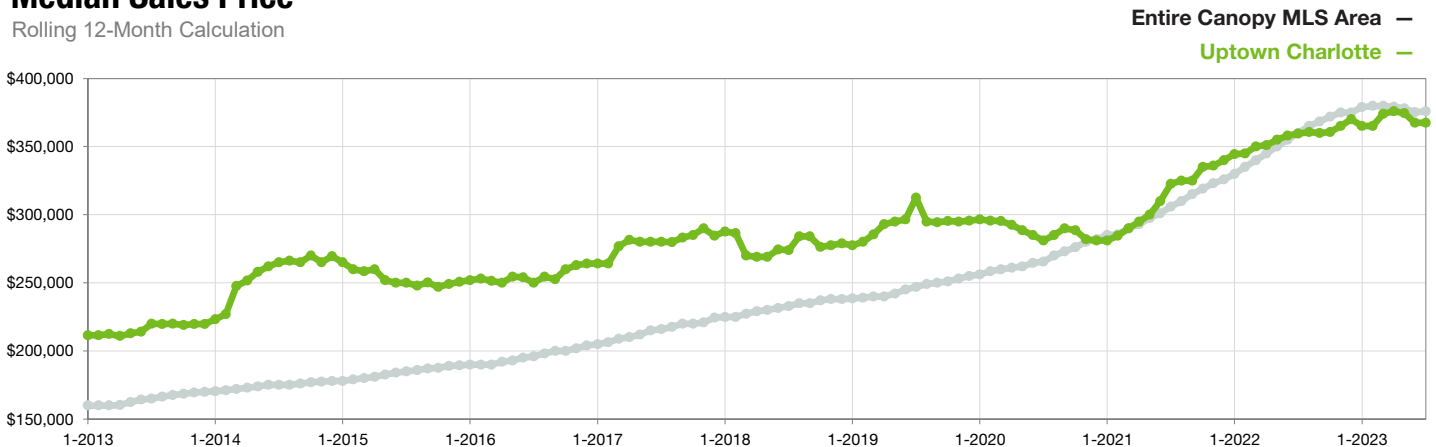
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 41 | 28 | - 31.7% | 277 | 160 | - 42.2% |
| Pending Sales | 35 | 28 | - 20.0% | 245 | 142 | - 42.0% |
| Closed Sales | 32 | 16 | - 50.0% | 237 | 120 | - 49.4% |
| Median Sales Price* | \$361,500 | \$337,250 | - 6.7% | \$375,000 | \$372,000 | - 0.8% |
| Average Sales Price* | \$416,648 | \$444,213 | + 6.6% | \$437,113 | \$453,985 | + 3.9% |
| Percent of Original List Price Received* | 100.9% | 99.8% | - 1.1% | 100.3% | 98.7% | - 1.6% |
| List to Close | 49 | 43 | - 12.2% | 62 | 63 | + 1.6% |
| Days on Market Until Sale | 9 | 14 | + 55.6% | 23 | 29 | + 26.1% |
| Cumulative Days on Market Until Sale | 14 | 15 | + 7.1% | 26 | 31 | + 19.2% |
| Average List Price | \$434,472 | \$448,617 | + 3.3% | \$435,824 | \$563,277 | + 29.2% |
| Inventory of Homes for Sale | 37 | 22 | - 40.5% | -- | -- | -- |
| Months Supply of Inventory | 1.1 | 1.1 | 0.0% | -- | -- | -- |

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Median Sales Price

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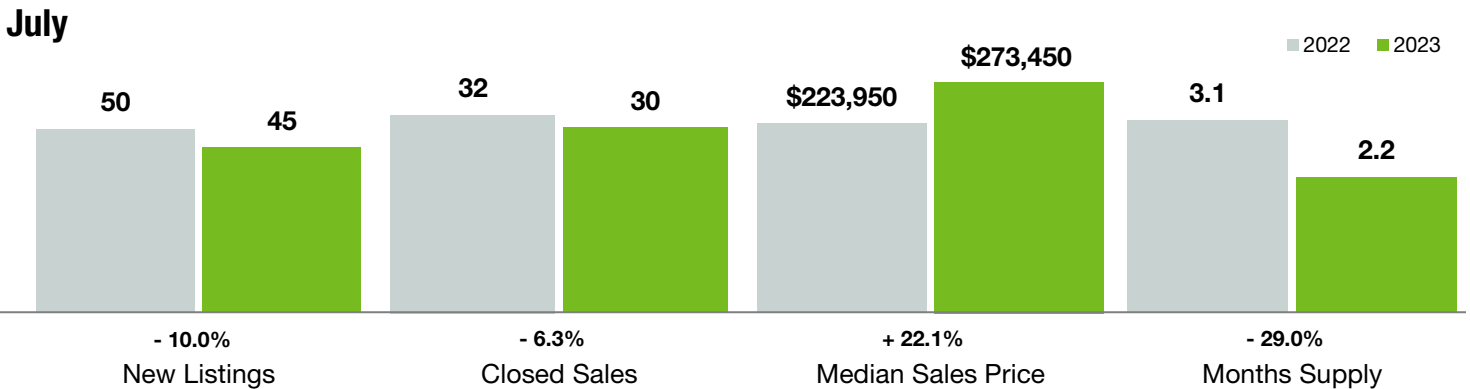


Chester County

South Carolina

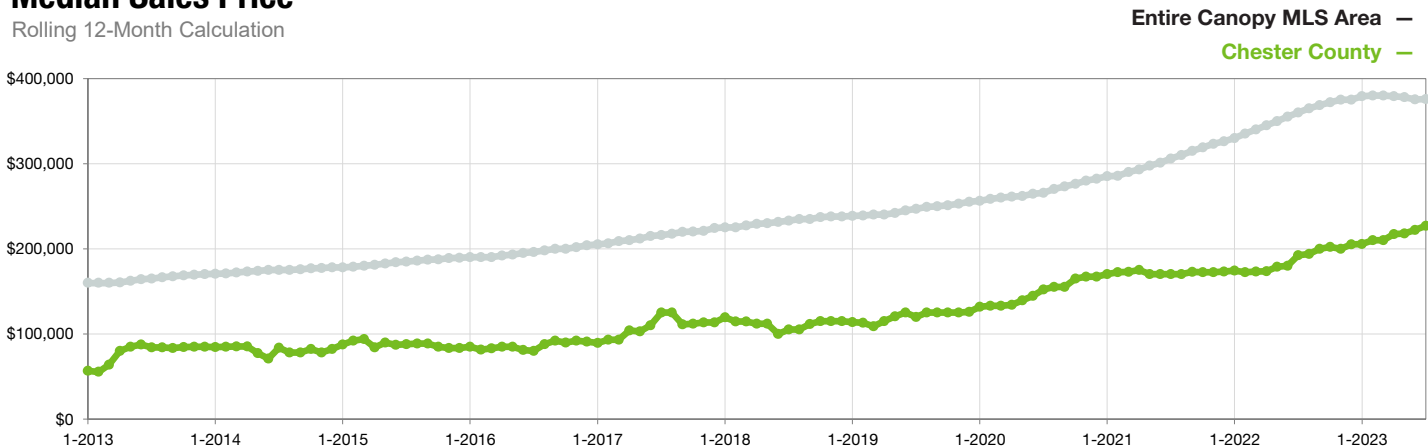
| Key Metrics | July | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 50 | 45 | - 10.0% | 231 | 321 | + 39.0% |
| Pending Sales | 26 | 37 | + 42.3% | 177 | 251 | + 41.8% |
| Closed Sales | 32 | 30 | - 6.3% | 176 | 222 | + 26.1% |
| Median Sales Price* | \$223,950 | \$273,450 | + 22.1% | \$201,000 | \$242,750 | + 20.8% |
| Average Sales Price* | \$248,484 | \$254,708 | + 2.5% | \$222,567 | \$234,613 | + 5.4% |
| Percent of Original List Price Received* | 94.4% | 97.3% | + 3.1% | 95.4% | 95.1% | - 0.3% |
| List to Close | 72 | 84 | + 16.7% | 81 | 92 | + 13.6% |
| Days on Market Until Sale | 29 | 25 | - 13.8% | 34 | 37 | + 8.8% |
| Cumulative Days on Market Until Sale | 35 | 39 | + 11.4% | 40 | 45 | + 12.5% |
| Average List Price | \$208,576 | \$321,965 | + 54.4% | \$238,123 | \$271,455 | + 14.0% |
| Inventory of Homes for Sale | 75 | 66 | - 12.0% | -- | -- | -- |
| Months Supply of Inventory | 3.1 | 2.2 | - 29.0% | -- | -- | -- |

* 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.



Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for July 2023

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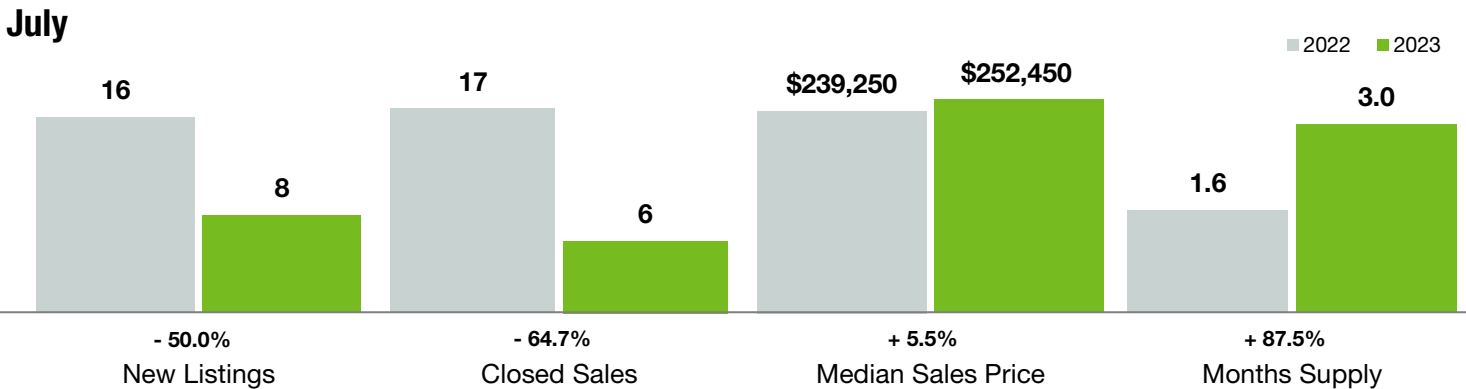


Chesterfield County

South Carolina

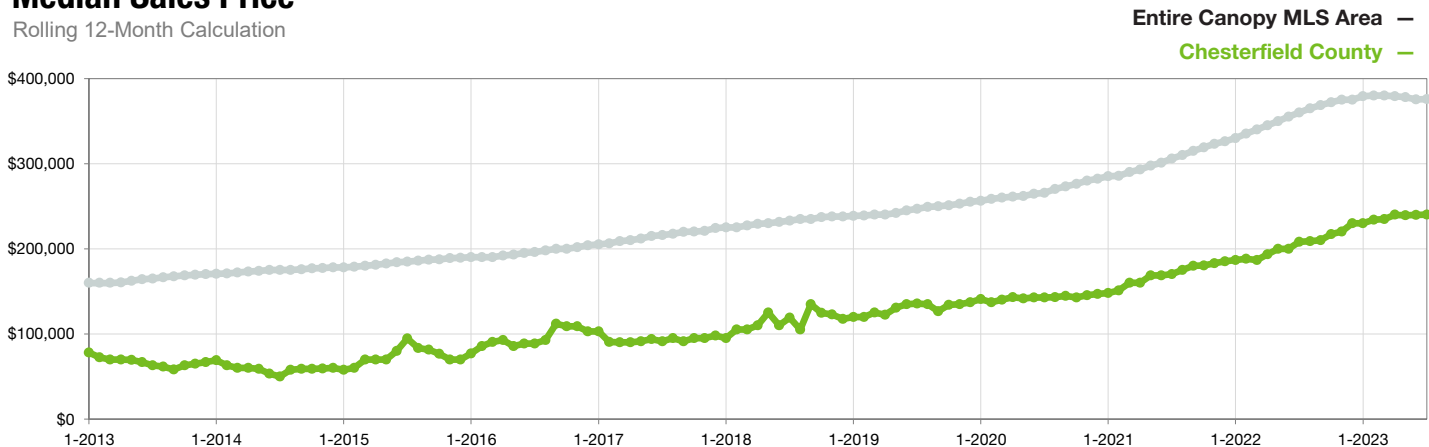
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 16 | 8 | - 50.0% | 104 | 77 | - 26.0% |
| Pending Sales | 14 | 5 | - 64.3% | 107 | 69 | - 35.5% |
| Closed Sales | 17 | 6 | - 64.7% | 97 | 66 | - 32.0% |
| Median Sales Price* | \$239,250 | \$252,450 | + 5.5% | \$228,300 | \$242,450 | + 6.2% |
| Average Sales Price* | \$225,091 | \$229,767 | + 2.1% | \$214,905 | \$242,055 | + 12.6% |
| Percent of Original List Price Received* | 97.0% | 96.0% | - 1.0% | 98.0% | 95.6% | - 2.4% |
| List to Close | 134 | 91 | - 32.1% | 117 | 123 | + 5.1% |
| Days on Market Until Sale | 69 | 36 | - 47.8% | 56 | 71 | + 26.8% |
| Cumulative Days on Market Until Sale | 75 | 38 | - 49.3% | 58 | 76 | + 31.0% |
| Average List Price | \$238,827 | \$362,375 | + 51.7% | \$215,110 | \$254,430 | + 18.3% |
| Inventory of Homes for Sale | 21 | 25 | + 19.0% | -- | -- | -- |
| Months Supply of Inventory | 1.6 | 3.0 | + 87.5% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for July 2023

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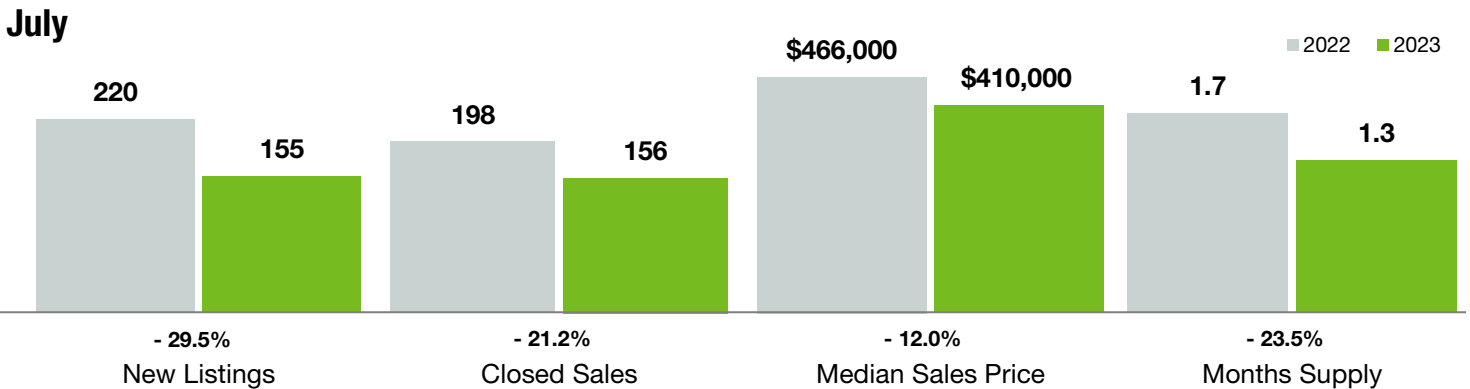


Lancaster County

South Carolina

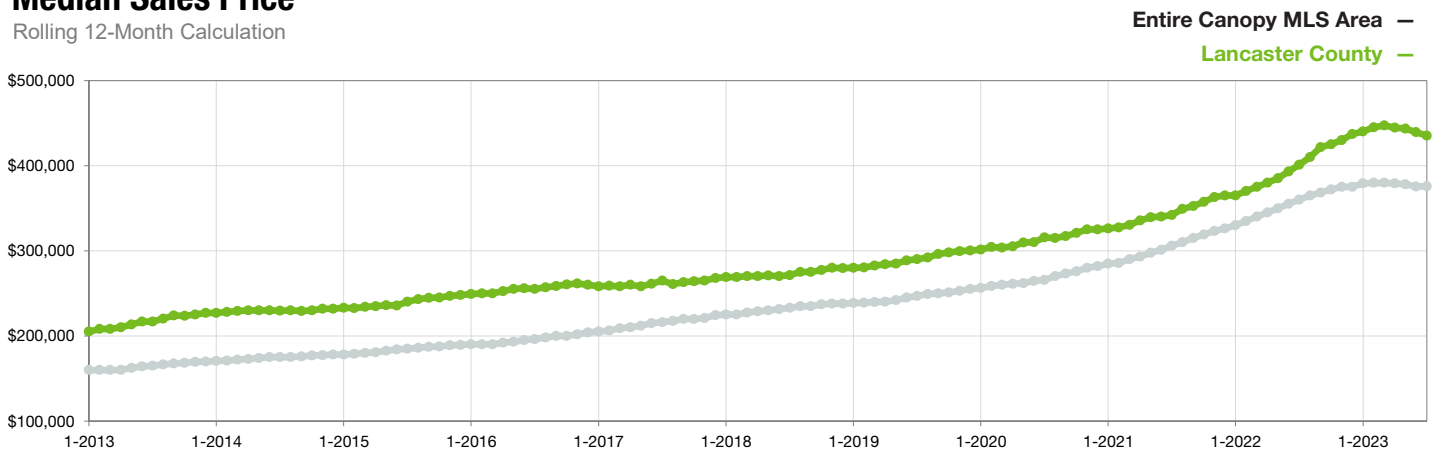
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 220 | 155 | - 29.5% | 1,597 | 1,105 | - 30.8% |
| Pending Sales | 160 | 144 | - 10.0% | 1,314 | 1,047 | - 20.3% |
| Closed Sales | 198 | 156 | - 21.2% | 1,204 | 980 | - 18.6% |
| Median Sales Price* | \$466,000 | \$410,000 | - 12.0% | \$420,000 | \$415,000 | - 1.2% |
| Average Sales Price* | \$458,883 | \$428,936 | - 6.5% | \$430,687 | \$439,670 | + 2.1% |
| Percent of Original List Price Received* | 100.5% | 98.3% | - 2.2% | 101.4% | 97.4% | - 3.9% |
| List to Close | 69 | 71 | + 2.9% | 75 | 89 | + 18.7% |
| Days on Market Until Sale | 13 | 28 | + 115.4% | 18 | 40 | + 122.2% |
| Cumulative Days on Market Until Sale | 9 | 30 | + 233.3% | 17 | 43 | + 152.9% |
| Average List Price | \$443,518 | \$438,981 | - 1.0% | \$455,412 | \$442,877 | - 2.8% |
| Inventory of Homes for Sale | 295 | 179 | - 39.3% | -- | -- | -- |
| Months Supply of Inventory | 1.7 | 1.3 | - 23.5% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for July 2023

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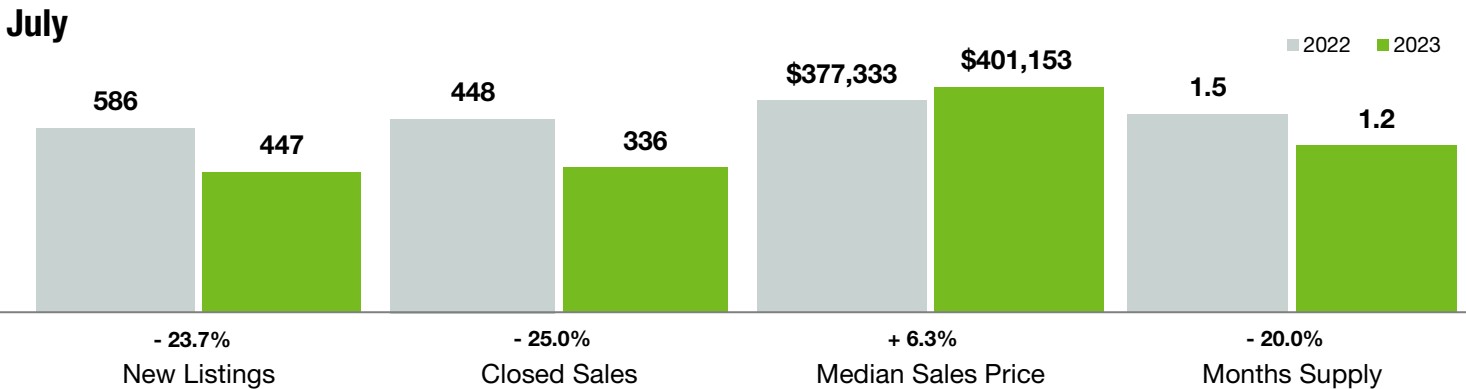


York County

South Carolina

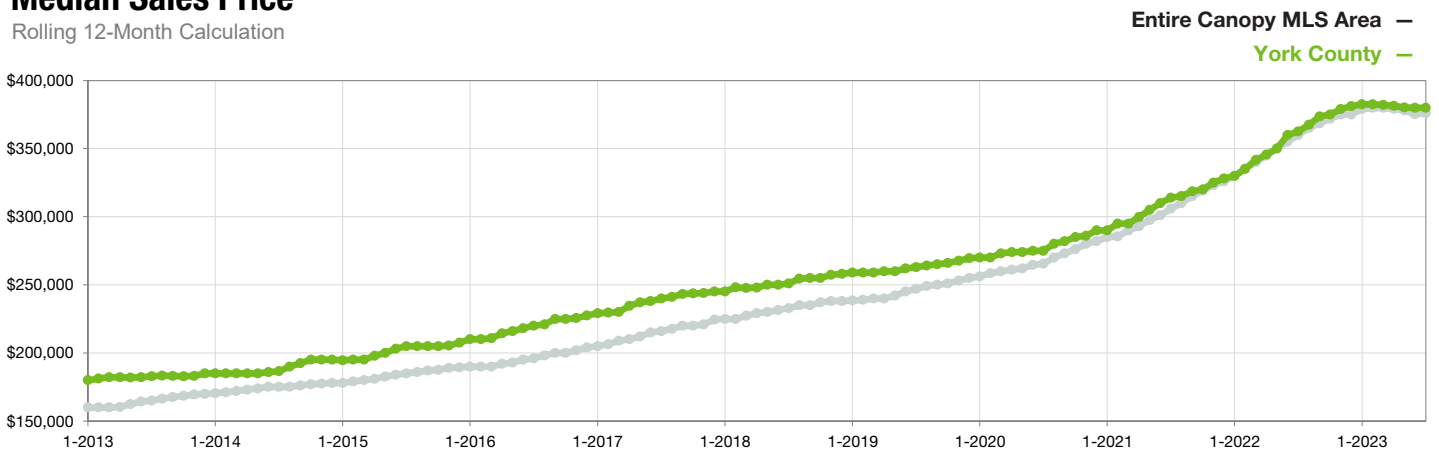
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 586 | 447 | - 23.7% | 3,637 | 2,840 | - 21.9% |
| Pending Sales | 418 | 414 | - 1.0% | 3,099 | 2,682 | - 13.5% |
| Closed Sales | 448 | 336 | - 25.0% | 3,110 | 2,388 | - 23.2% |
| Median Sales Price* | \$377,333 | \$401,153 | + 6.3% | \$380,000 | \$378,500 | - 0.4% |
| Average Sales Price* | \$426,594 | \$462,555 | + 8.4% | \$423,612 | \$426,914 | + 0.8% |
| Percent of Original List Price Received* | 100.2% | 98.0% | - 2.2% | 101.6% | 97.3% | - 4.2% |
| List to Close | 70 | 67 | - 4.3% | 73 | 81 | + 11.0% |
| Days on Market Until Sale | 15 | 23 | + 53.3% | 18 | 35 | + 94.4% |
| Cumulative Days on Market Until Sale | 13 | 25 | + 92.3% | 16 | 38 | + 137.5% |
| Average List Price | \$449,440 | \$487,285 | + 8.4% | \$438,580 | \$465,668 | + 6.2% |
| Inventory of Homes for Sale | 661 | 438 | - 33.7% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 1.2 | - 20.0% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for July 2023

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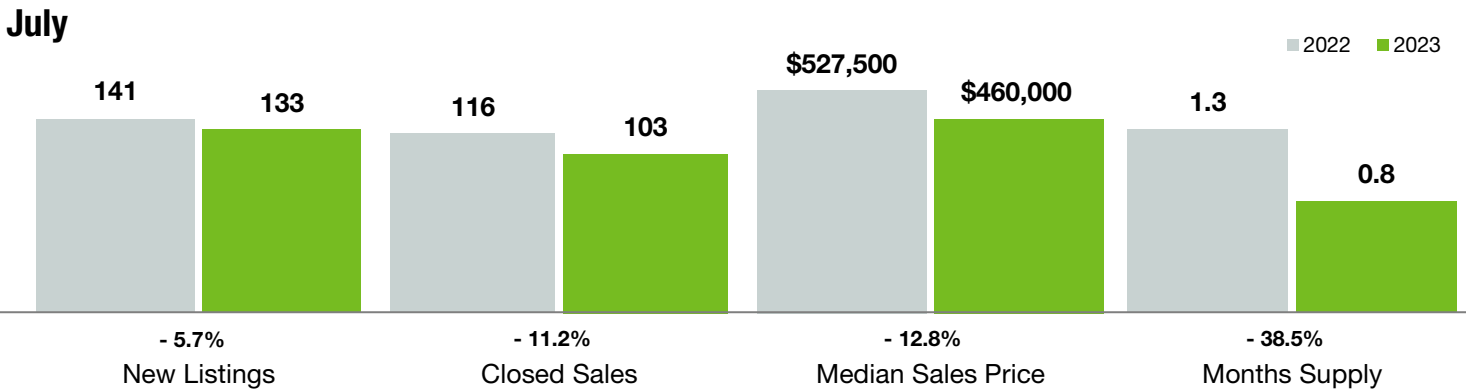


Fort Mill

South Carolina

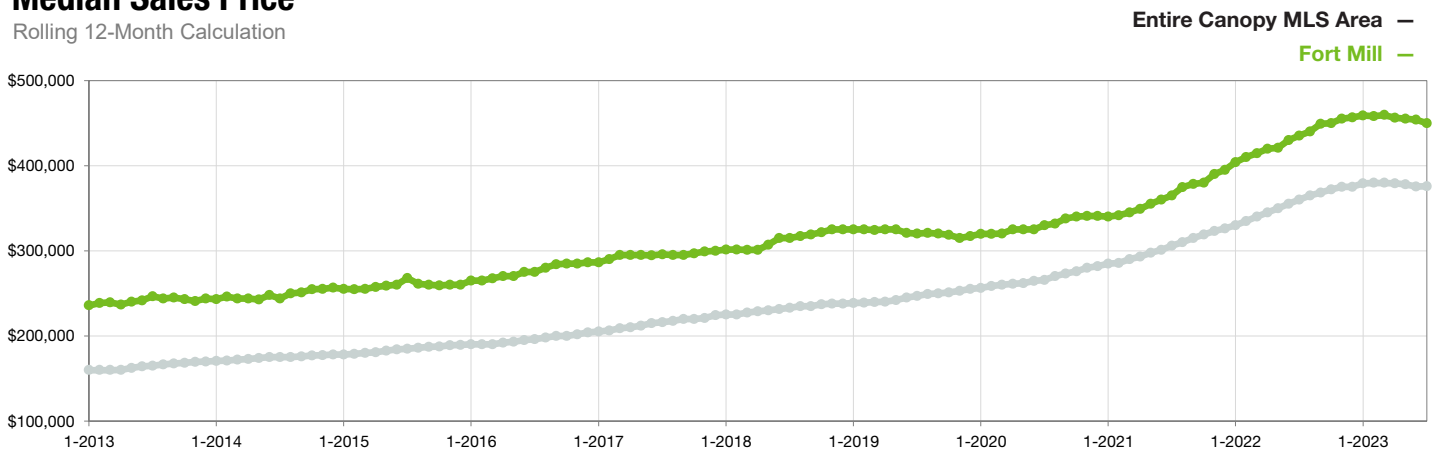
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 141 | 133 | - 5.7% | 1,000 | 846 | - 15.4% |
| Pending Sales | 110 | 121 | + 10.0% | 867 | 817 | - 5.8% |
| Closed Sales | 116 | 103 | - 11.2% | 860 | 715 | - 16.9% |
| Median Sales Price* | \$527,500 | \$460,000 | - 12.8% | \$453,500 | \$445,000 | - 1.9% |
| Average Sales Price* | \$584,678 | \$515,233 | - 11.9% | \$516,711 | \$503,215 | - 2.6% |
| Percent of Original List Price Received* | 101.6% | 99.0% | - 2.6% | 102.9% | 98.2% | - 4.6% |
| List to Close | 56 | 67 | + 19.6% | 70 | 81 | + 15.7% |
| Days on Market Until Sale | 7 | 21 | + 200.0% | 14 | 30 | + 114.3% |
| Cumulative Days on Market Until Sale | 7 | 22 | + 214.3% | 11 | 30 | + 172.7% |
| Average List Price | \$584,854 | \$564,663 | - 3.5% | \$543,320 | \$559,840 | + 3.0% |
| Inventory of Homes for Sale | 166 | 87 | - 47.6% | -- | -- | -- |
| Months Supply of Inventory | 1.3 | 0.8 | - 38.5% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for July 2023

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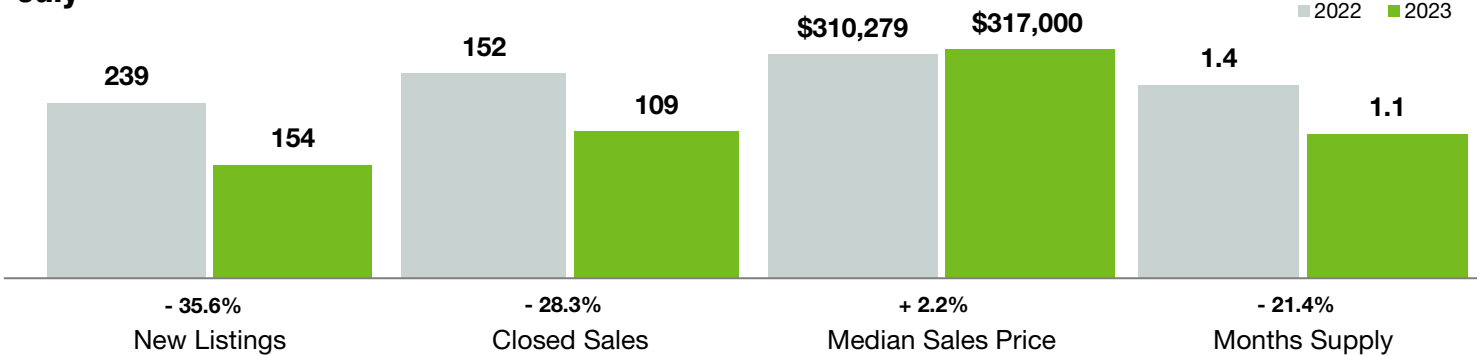
Rock Hill

South Carolina

| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 239 | 154 | - 35.6% | 1,312 | 967 | - 26.3% |
| Pending Sales | 149 | 145 | - 2.7% | 1,082 | 934 | - 13.7% |
| Closed Sales | 152 | 109 | - 28.3% | 1,101 | 840 | - 23.7% |
| Median Sales Price* | \$310,279 | \$317,000 | + 2.2% | \$315,000 | \$322,750 | + 2.5% |
| Average Sales Price* | \$332,216 | \$352,902 | + 6.2% | \$333,084 | \$340,891 | + 2.3% |
| Percent of Original List Price Received* | 100.1% | 98.4% | - 1.7% | 101.3% | 97.2% | - 4.0% |
| List to Close | 66 | 57 | - 13.6% | 62 | 74 | + 19.4% |
| Days on Market Until Sale | 22 | 18 | - 18.2% | 18 | 31 | + 72.2% |
| Cumulative Days on Market Until Sale | 13 | 18 | + 38.5% | 15 | 35 | + 133.3% |
| Average List Price | \$354,847 | \$389,222 | + 9.7% | \$345,744 | \$361,657 | + 4.6% |
| Inventory of Homes for Sale | 230 | 136 | - 40.9% | -- | -- | -- |
| Months Supply of Inventory | 1.4 | 1.1 | - 21.4% | -- | -- | -- |

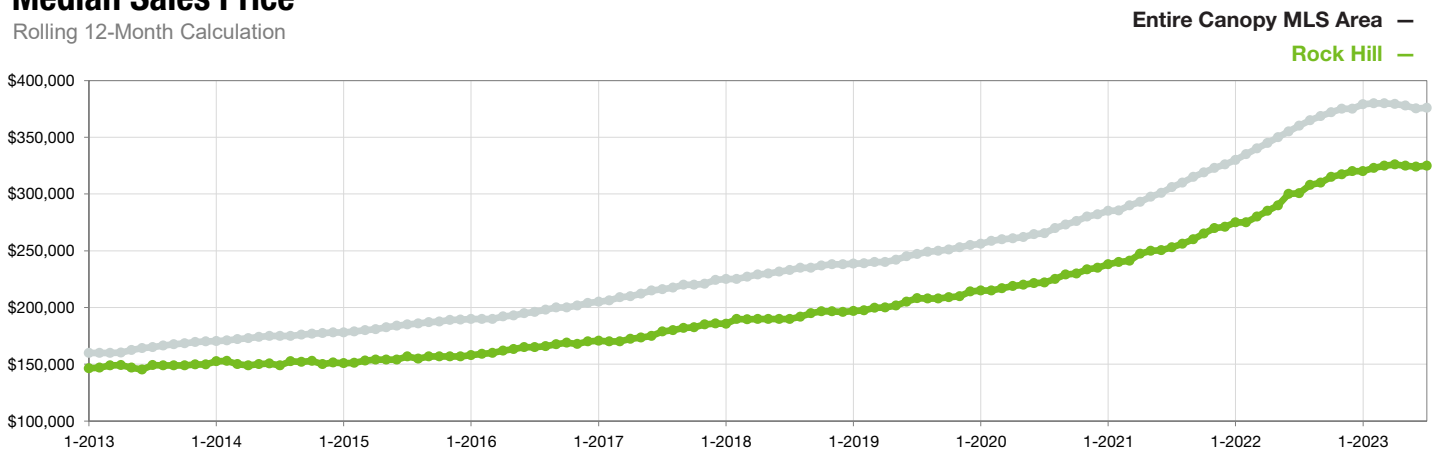
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July



Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for July 2023

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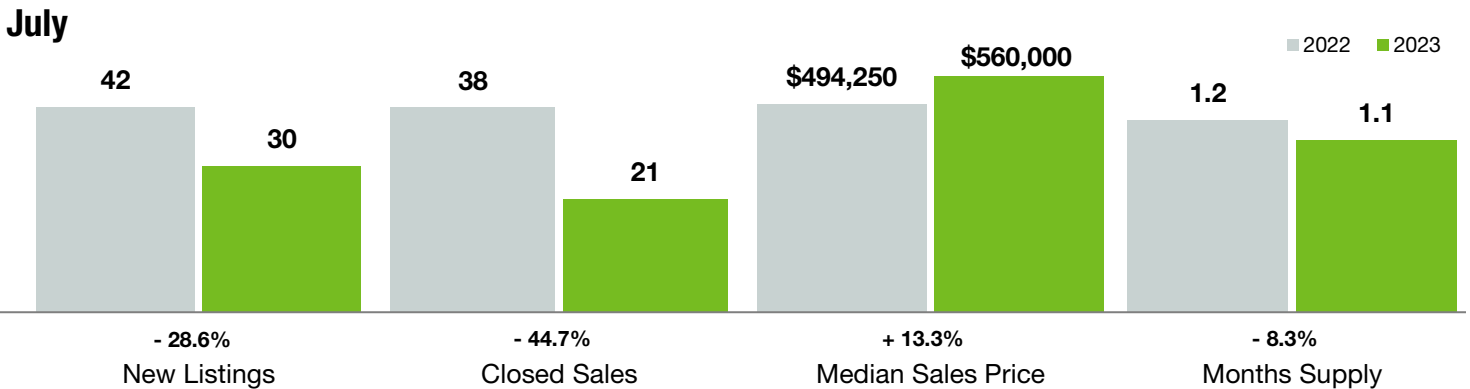


Tega Cay

South Carolina

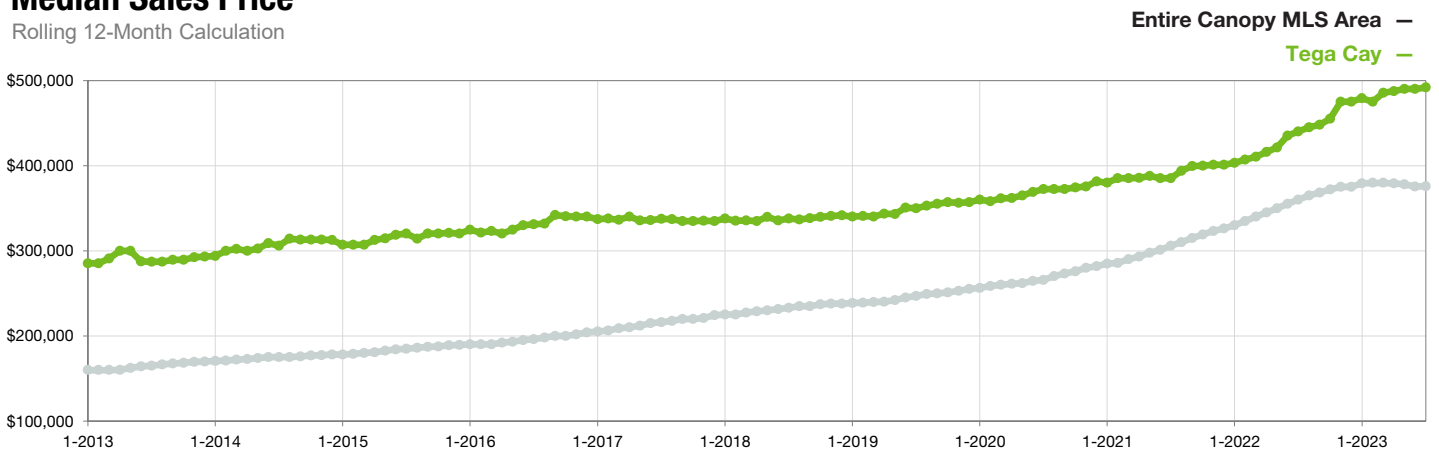
| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 42 | 30 | - 28.6% | 265 | 184 | - 30.6% |
| Pending Sales | 34 | 30 | - 11.8% | 238 | 169 | - 29.0% |
| Closed Sales | 38 | 21 | - 44.7% | 214 | 143 | - 33.2% |
| Median Sales Price* | \$494,250 | \$560,000 | + 13.3% | \$462,500 | \$495,000 | + 7.0% |
| Average Sales Price* | \$497,438 | \$552,310 | + 11.0% | \$496,681 | \$545,734 | + 9.9% |
| Percent of Original List Price Received* | 102.9% | 97.3% | - 5.4% | 103.4% | 97.5% | - 5.7% |
| List to Close | 93 | 56 | - 39.8% | 91 | 86 | - 5.5% |
| Days on Market Until Sale | 11 | 18 | + 63.6% | 12 | 29 | + 141.7% |
| Cumulative Days on Market Until Sale | 13 | 20 | + 53.8% | 14 | 37 | + 164.3% |
| Average List Price | \$605,454 | \$537,818 | - 11.2% | \$524,208 | \$539,110 | + 2.8% |
| Inventory of Homes for Sale | 40 | 26 | - 35.0% | -- | -- | -- |
| Months Supply of Inventory | 1.2 | 1.1 | - 8.3% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for July 2023

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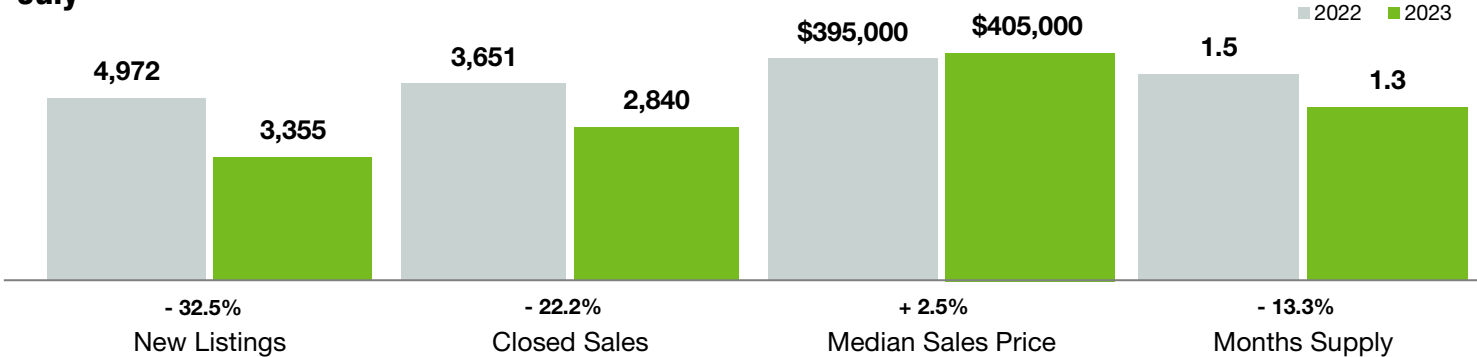
Charlotte MSA

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

| Key Metrics | July | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2022 | 2023 | Percent Change | Thru 7-2022 | Thru 7-2023 | Percent Change |
| New Listings | 4,972 | 3,355 | - 32.5% | 31,538 | 23,697 | - 24.9% |
| Pending Sales | 3,438 | 3,072 | - 10.6% | 26,014 | 22,219 | - 14.6% |
| Closed Sales | 3,651 | 2,840 | - 22.2% | 26,085 | 20,489 | - 21.5% |
| Median Sales Price* | \$395,000 | \$405,000 | + 2.5% | \$390,000 | \$392,000 | + 0.5% |
| Average Sales Price* | \$473,767 | \$492,063 | + 3.9% | \$455,464 | \$475,605 | + 4.4% |
| Percent of Original List Price Received* | 100.6% | 98.7% | - 1.9% | 102.0% | 97.4% | - 4.5% |
| List to Close | 73 | 75 | + 2.7% | 74 | 89 | + 20.3% |
| Days on Market Until Sale | 14 | 27 | + 92.9% | 17 | 38 | + 123.5% |
| Cumulative Days on Market Until Sale | 14 | 29 | + 107.1% | 17 | 40 | + 135.3% |
| Average List Price | \$467,288 | \$507,607 | + 8.6% | \$475,025 | \$512,230 | + 7.8% |
| Inventory of Homes for Sale | 5,804 | 3,743 | - 35.5% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 1.3 | - 13.3% | -- | -- | -- |

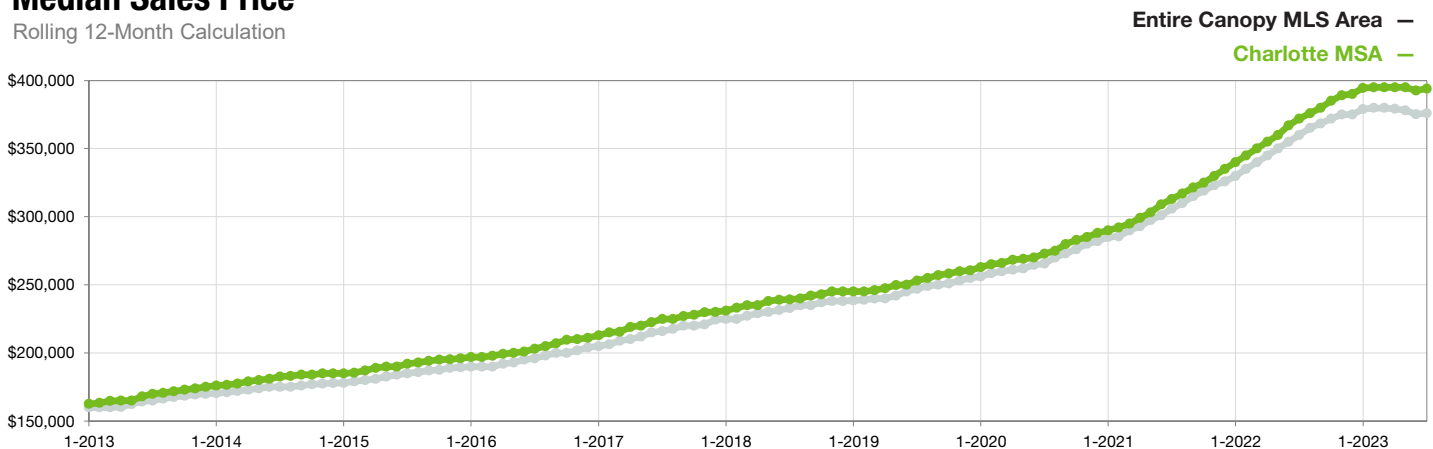
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July



Median Sales Price

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