

Local Market Update for October 2023

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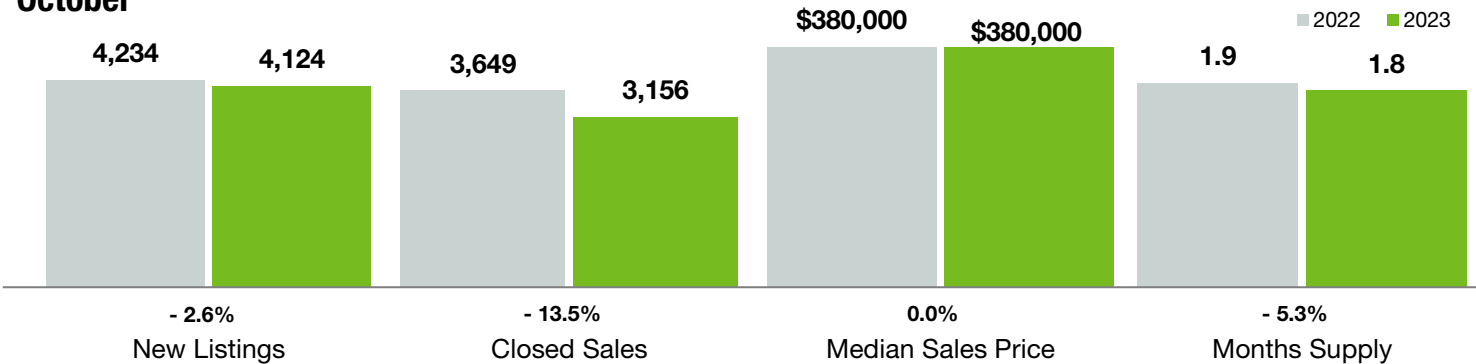
Charlotte Region

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	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	4,234	4,124	- 2.6%	52,038	42,588	- 18.2%
Pending Sales	3,114	3,207	+ 3.0%	41,999	36,892	- 12.2%
Closed Sales	3,649	3,156	- 13.5%	43,773	35,698	- 18.4%
Median Sales Price*	\$380,000	\$380,000	0.0%	\$380,000	\$379,000	- 0.3%
Average Sales Price*	\$456,458	\$467,869	+ 2.5%	\$445,999	\$462,195	+ 3.6%
Percent of Original List Price Received*	96.5%	97.4%	+ 0.9%	100.4%	97.3%	- 3.1%
List to Close	84	79	- 6.0%	75	87	+ 16.0%
Days on Market Until Sale	28	32	+ 14.3%	19	36	+ 89.5%
Cumulative Days on Market Until Sale	29	34	+ 17.2%	19	39	+ 105.3%
Average List Price	\$459,528	\$494,531	+ 7.6%	\$461,966	\$492,939	+ 6.7%
Inventory of Homes for Sale	7,852	6,322	- 19.5%	--	--	--
Months Supply of Inventory	1.9	1.8	- 5.3%	--	--	--

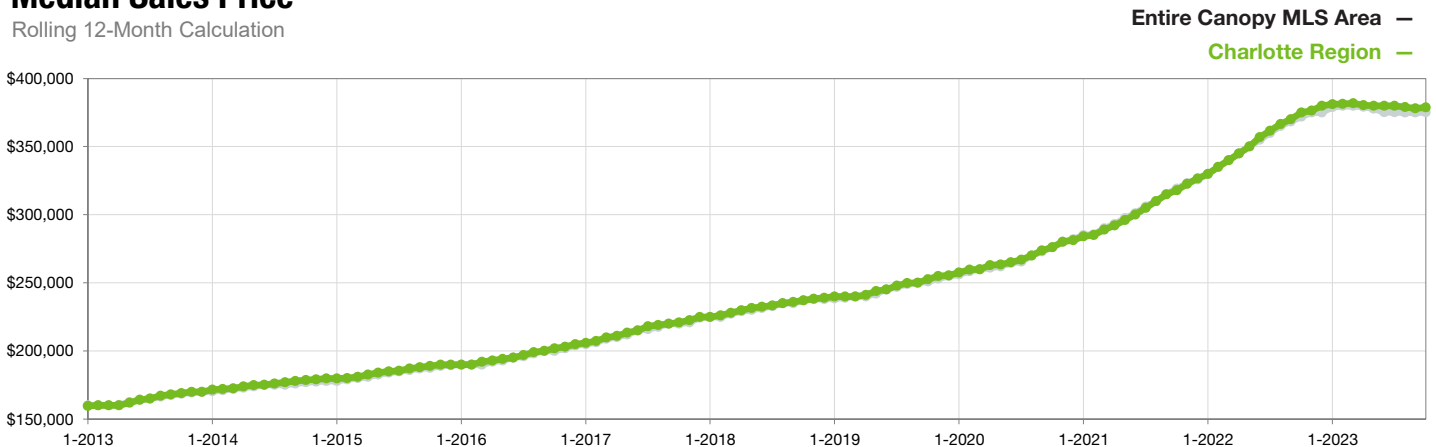
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October



Median Sales Price

Rolling 12-Month Calculation



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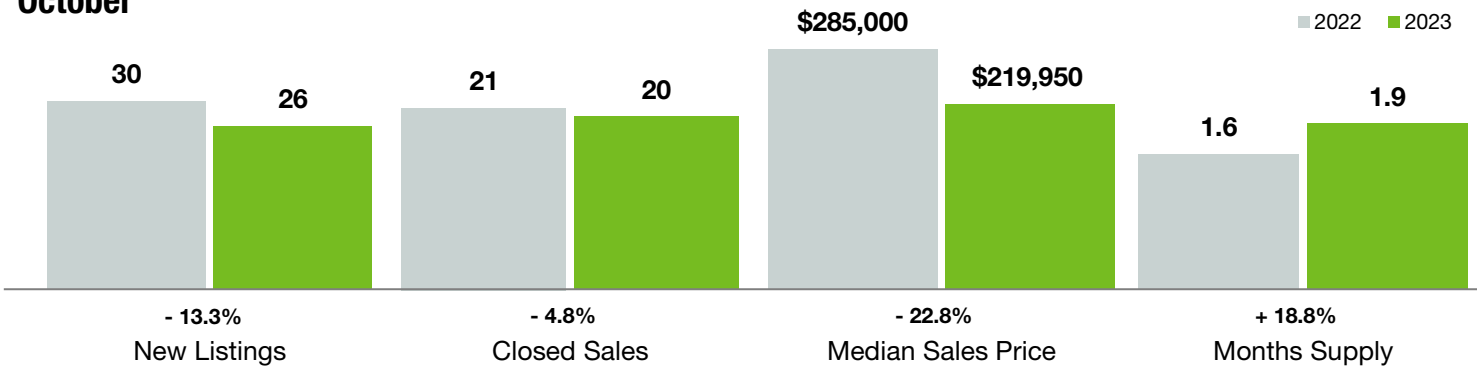
Alexander County

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	30	26	- 13.3%	324	277	- 14.5%
Pending Sales	22	23	+ 4.5%	275	233	- 15.3%
Closed Sales	21	20	- 4.8%	291	219	- 24.7%
Median Sales Price*	\$285,000	\$219,950	- 22.8%	\$250,400	\$269,500	+ 7.6%
Average Sales Price*	\$339,292	\$266,185	- 21.5%	\$293,071	\$312,752	+ 6.7%
Percent of Original List Price Received*	92.5%	92.0%	- 0.5%	98.7%	95.4%	- 3.3%
List to Close	61	81	+ 32.8%	75	81	+ 8.0%
Days on Market Until Sale	26	47	+ 80.8%	21	37	+ 76.2%
Cumulative Days on Market Until Sale	25	51	+ 104.0%	23	44	+ 91.3%
Average List Price	\$373,121	\$431,413	+ 15.6%	\$323,152	\$341,389	+ 5.6%
Inventory of Homes for Sale	42	41	- 2.4%	--	--	--
Months Supply of Inventory	1.6	1.9	+ 18.8%	--	--	--

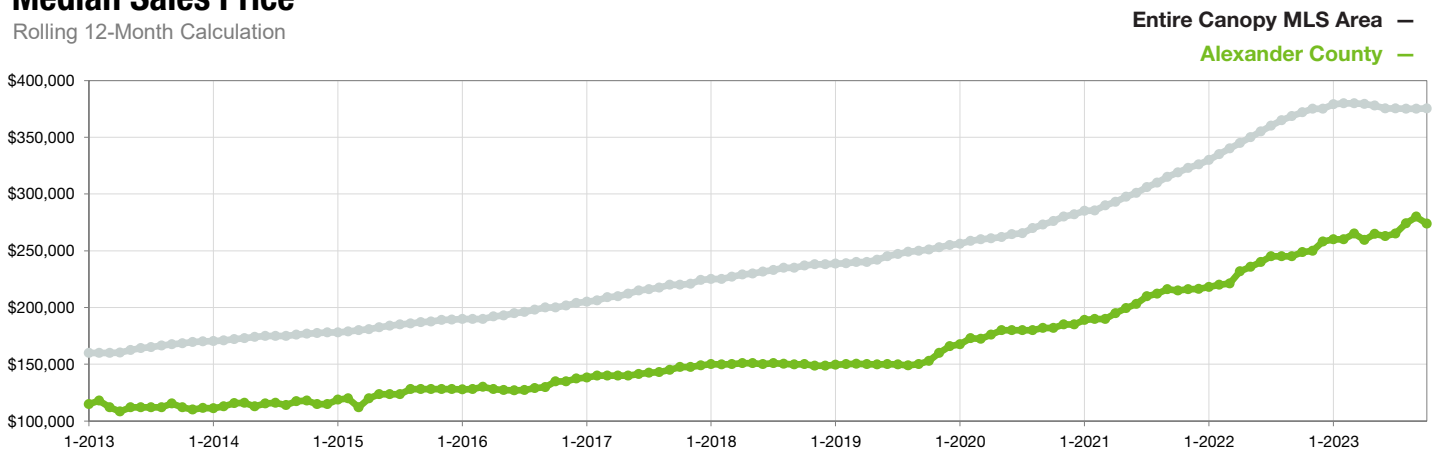
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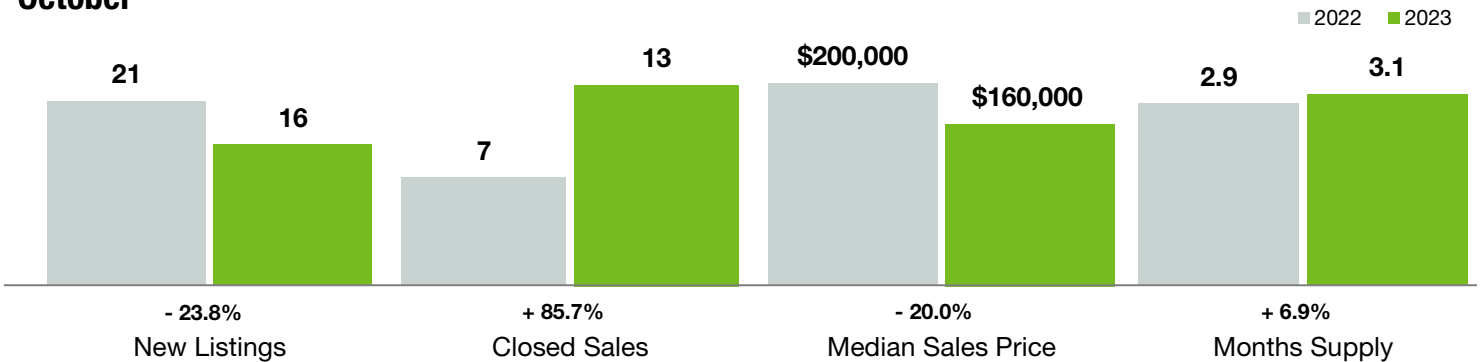
Anson County

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	21	16	- 23.8%	180	164	- 8.9%
Pending Sales	14	5	- 64.3%	139	144	+ 3.6%
Closed Sales	7	13	+ 85.7%	144	132	- 8.3%
Median Sales Price*	\$200,000	\$160,000	- 20.0%	\$142,500	\$173,500	+ 21.8%
Average Sales Price*	\$208,199	\$208,500	+ 0.1%	\$180,239	\$189,971	+ 5.4%
Percent of Original List Price Received*	91.4%	93.2%	+ 2.0%	93.6%	92.6%	- 1.1%
List to Close	80	106	+ 32.5%	97	106	+ 9.3%
Days on Market Until Sale	39	56	+ 43.6%	41	58	+ 41.5%
Cumulative Days on Market Until Sale	39	57	+ 46.2%	41	59	+ 43.9%
Average List Price	\$245,920	\$265,981	+ 8.2%	\$201,760	\$225,472	+ 11.8%
Inventory of Homes for Sale	42	40	- 4.8%	--	--	--
Months Supply of Inventory	2.9	3.1	+ 6.9%	--	--	--

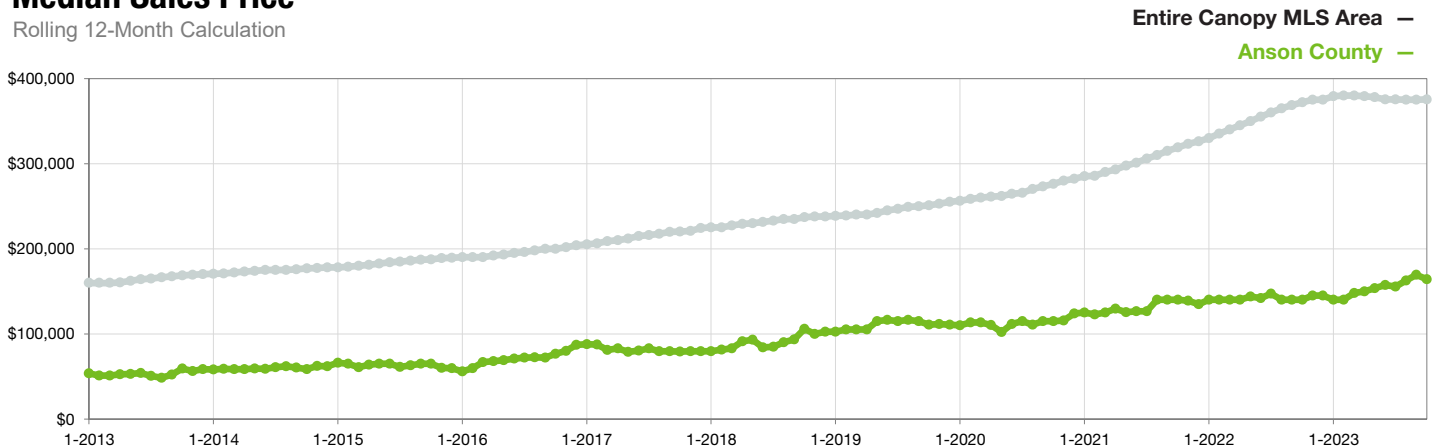
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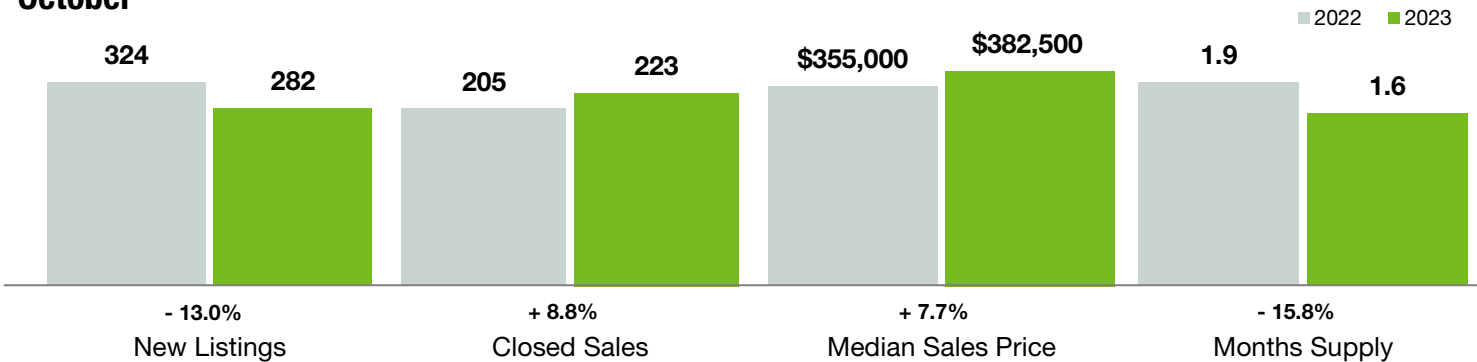
Cabarrus County

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	324	282	- 13.0%	3,610	2,900	- 19.7%
Pending Sales	195	239	+ 22.6%	2,865	2,642	- 7.8%
Closed Sales	205	223	+ 8.8%	3,123	2,464	- 21.1%
Median Sales Price*	\$355,000	\$382,500	+ 7.7%	\$375,000	\$370,000	- 1.3%
Average Sales Price*	\$376,280	\$406,307	+ 8.0%	\$395,525	\$396,453	+ 0.2%
Percent of Original List Price Received*	95.8%	98.4%	+ 2.7%	100.7%	97.1%	- 3.6%
List to Close	75	84	+ 12.0%	69	87	+ 26.1%
Days on Market Until Sale	26	29	+ 11.5%	15	37	+ 146.7%
Cumulative Days on Market Until Sale	26	30	+ 15.4%	15	39	+ 160.0%
Average List Price	\$400,840	\$416,772	+ 4.0%	\$399,325	\$424,016	+ 6.2%
Inventory of Homes for Sale	552	393	- 28.8%	--	--	--
Months Supply of Inventory	1.9	1.6	- 15.8%	--	--	--

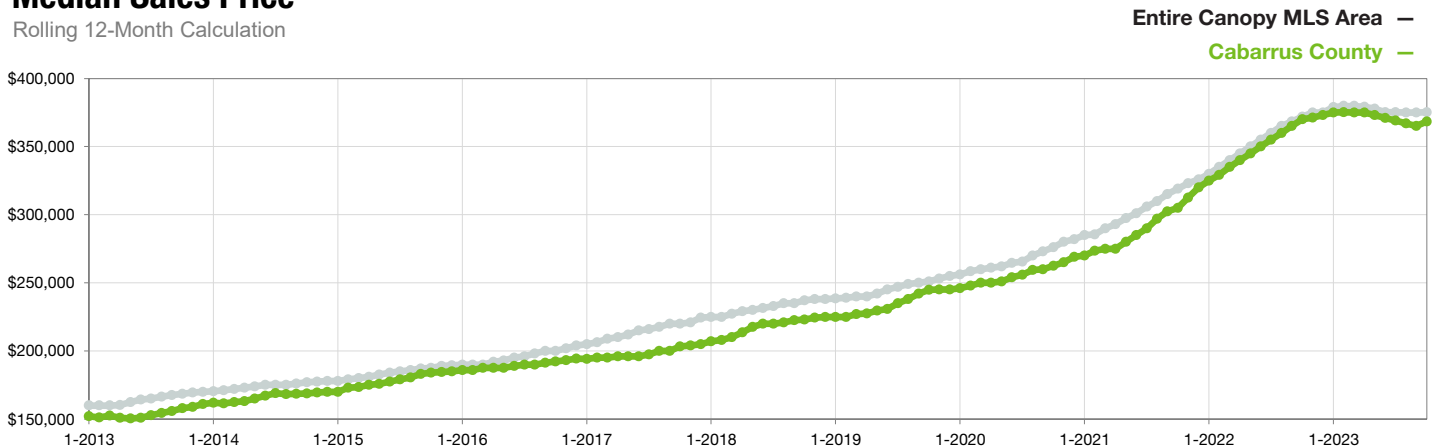
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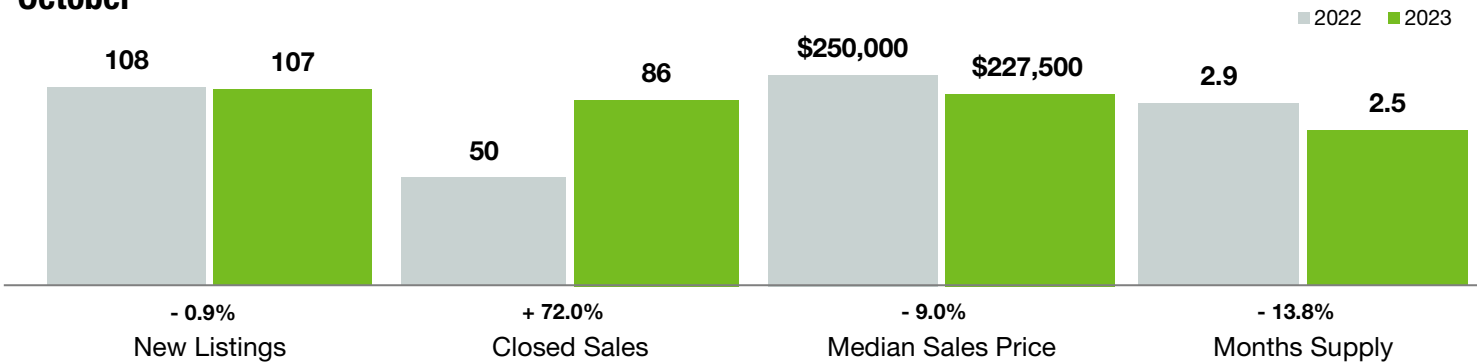
Cleveland County

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	108	107	- 0.9%	1,150	1,111	- 3.4%
Pending Sales	72	91	+ 26.4%	847	926	+ 9.3%
Closed Sales	50	86	+ 72.0%	893	879	- 1.6%
Median Sales Price*	\$250,000	\$227,500	- 9.0%	\$229,900	\$233,000	+ 1.3%
Average Sales Price*	\$254,622	\$280,090	+ 10.0%	\$261,569	\$263,429	+ 0.7%
Percent of Original List Price Received*	93.5%	94.9%	+ 1.5%	97.2%	95.2%	- 2.1%
List to Close	77	80	+ 3.9%	76	84	+ 10.5%
Days on Market Until Sale	34	40	+ 17.6%	27	42	+ 55.6%
Cumulative Days on Market Until Sale	34	43	+ 26.5%	29	47	+ 62.1%
Average List Price	\$260,817	\$279,402	+ 7.1%	\$267,557	\$283,745	+ 6.1%
Inventory of Homes for Sale	255	221	- 13.3%	--	--	--
Months Supply of Inventory	2.9	2.5	- 13.8%	--	--	--

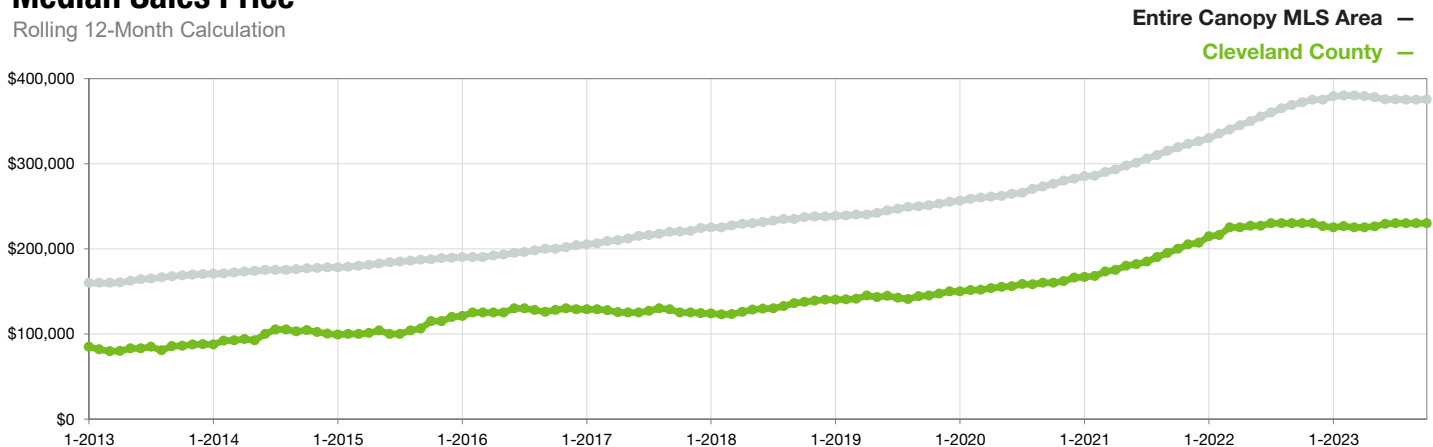
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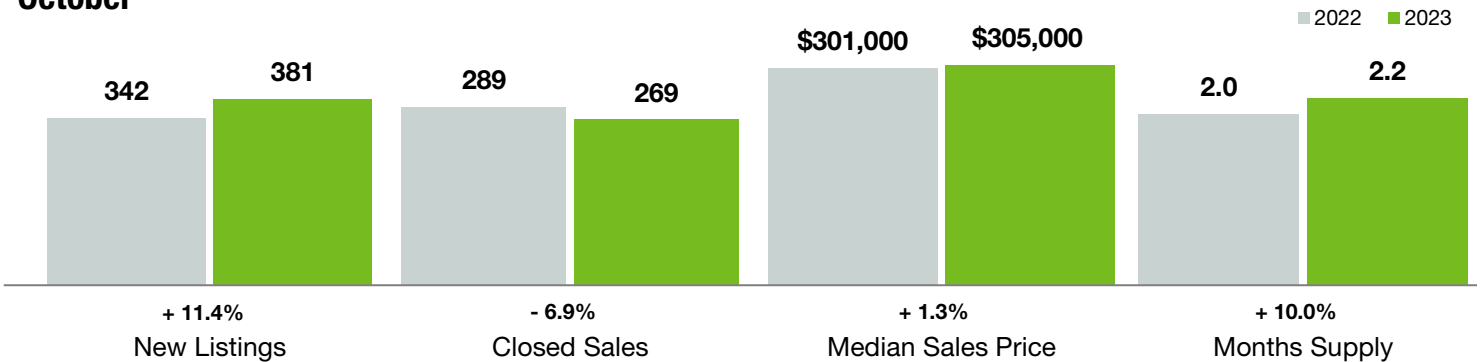
Gaston County

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	342	381	+ 11.4%	3,976	3,492	- 12.2%
Pending Sales	241	267	+ 10.8%	3,219	2,937	- 8.8%
Closed Sales	289	269	- 6.9%	3,368	2,809	- 16.6%
Median Sales Price*	\$301,000	\$305,000	+ 1.3%	\$305,000	\$300,000	- 1.6%
Average Sales Price*	\$320,522	\$329,858	+ 2.9%	\$326,487	\$335,457	+ 2.7%
Percent of Original List Price Received*	95.3%	96.8%	+ 1.6%	99.7%	96.3%	- 3.4%
List to Close	77	71	- 7.8%	73	84	+ 15.1%
Days on Market Until Sale	26	27	+ 3.8%	20	36	+ 80.0%
Cumulative Days on Market Until Sale	28	34	+ 21.4%	19	39	+ 105.3%
Average List Price	\$322,583	\$371,418	+ 15.1%	\$327,199	\$355,772	+ 8.7%
Inventory of Homes for Sale	623	601	- 3.5%	--	--	--
Months Supply of Inventory	2.0	2.2	+ 10.0%	--	--	--

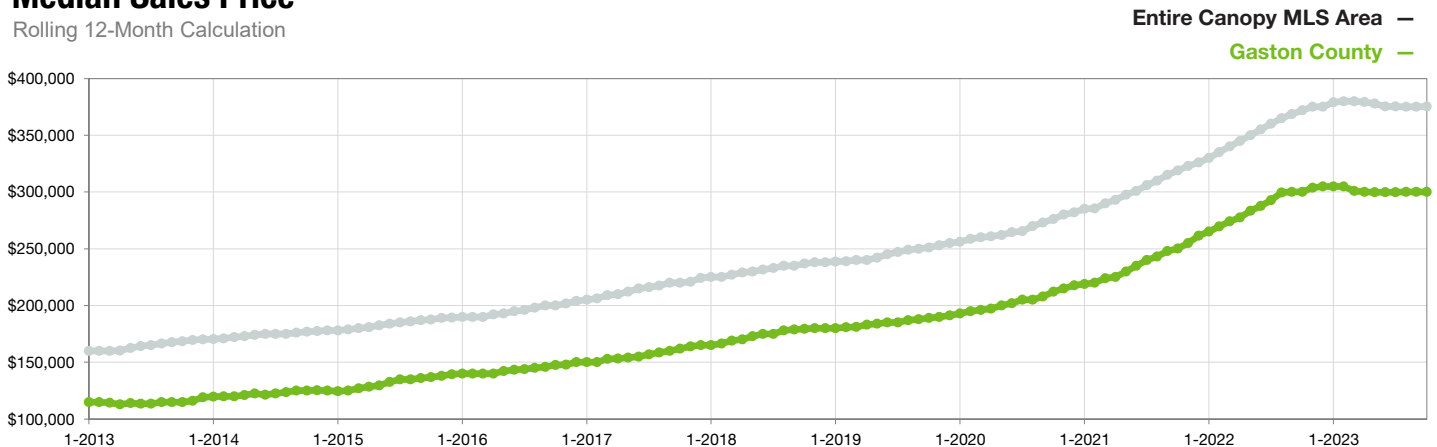
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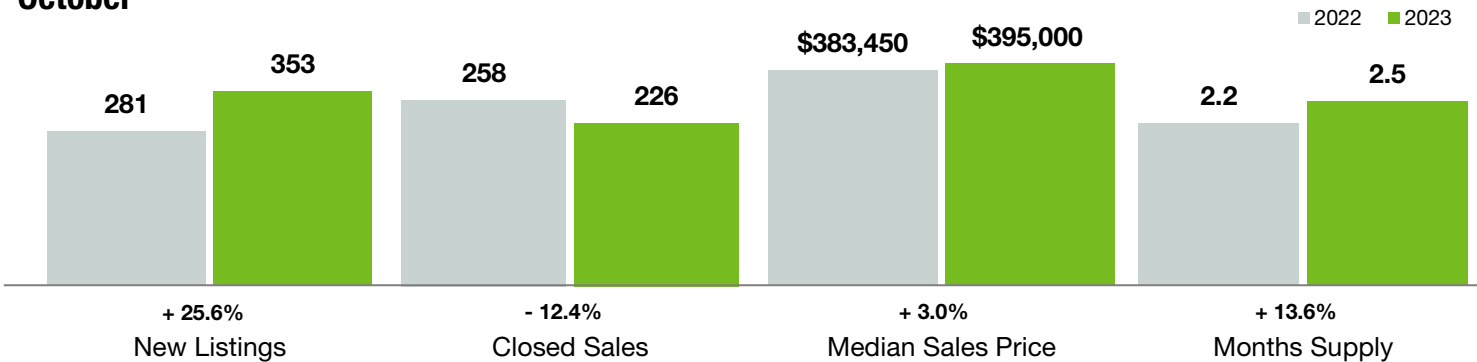
Iredell County

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	281	353	+ 25.6%	3,709	3,526	- 4.9%
Pending Sales	250	241	- 3.6%	2,896	2,780	- 4.0%
Closed Sales	258	226	- 12.4%	2,897	2,581	- 10.9%
Median Sales Price*	\$383,450	\$395,000	+ 3.0%	\$383,600	\$379,990	- 0.9%
Average Sales Price*	\$548,948	\$529,441	- 3.6%	\$489,803	\$504,035	+ 2.9%
Percent of Original List Price Received*	96.0%	97.0%	+ 1.0%	99.3%	96.5%	- 2.8%
List to Close	94	85	- 9.6%	72	97	+ 34.7%
Days on Market Until Sale	30	36	+ 20.0%	22	43	+ 95.5%
Cumulative Days on Market Until Sale	32	41	+ 28.1%	21	47	+ 123.8%
Average List Price	\$458,837	\$504,744	+ 10.0%	\$514,845	\$535,932	+ 4.1%
Inventory of Homes for Sale	633	664	+ 4.9%	--	--	--
Months Supply of Inventory	2.2	2.5	+ 13.6%	--	--	--

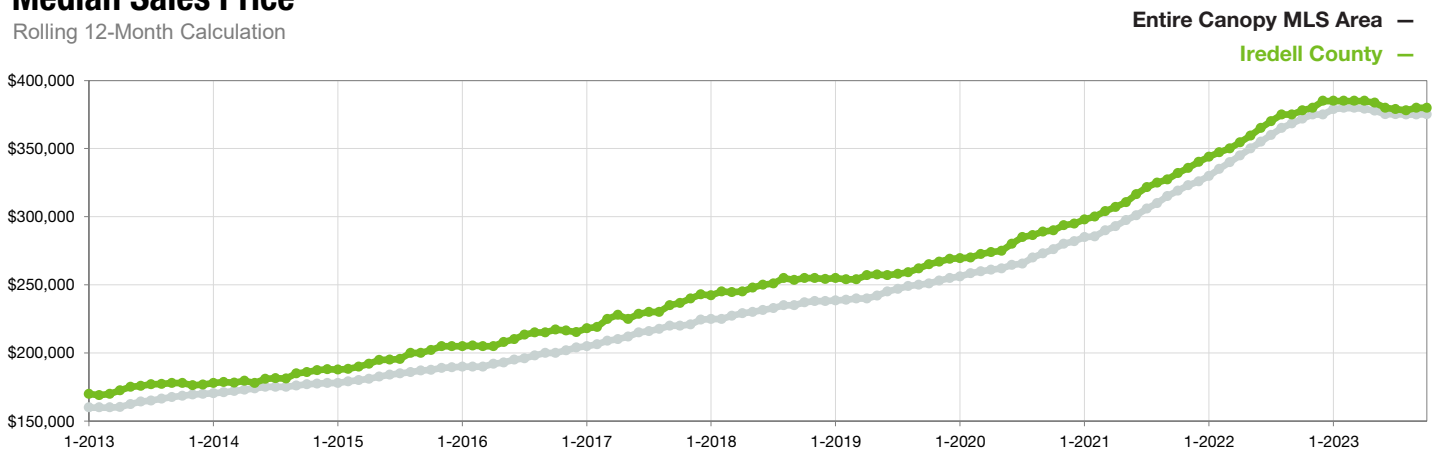
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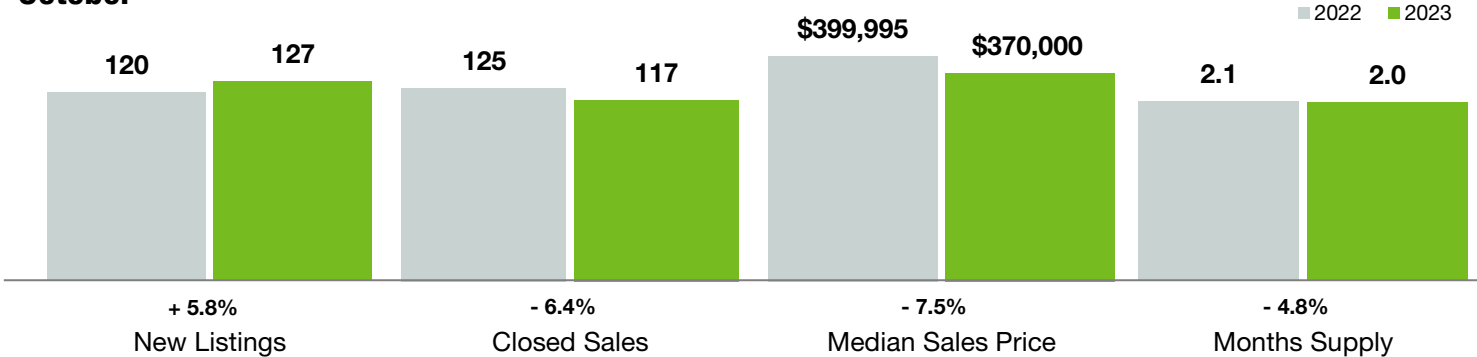
Lincoln County

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	120	127	+ 5.8%	1,567	1,339	- 14.6%
Pending Sales	88	105	+ 19.3%	1,287	1,163	- 9.6%
Closed Sales	125	117	- 6.4%	1,352	1,138	- 15.8%
Median Sales Price*	\$399,995	\$370,000	- 7.5%	\$419,854	\$400,000	- 4.7%
Average Sales Price*	\$436,879	\$461,679	+ 5.7%	\$454,182	\$480,654	+ 5.8%
Percent of Original List Price Received*	96.2%	95.9%	- 0.3%	100.0%	96.6%	- 3.4%
List to Close	87	100	+ 14.9%	93	106	+ 14.0%
Days on Market Until Sale	34	44	+ 29.4%	27	50	+ 85.2%
Cumulative Days on Market Until Sale	30	44	+ 46.7%	26	51	+ 96.2%
Average List Price	\$530,364	\$472,164	- 11.0%	\$473,860	\$510,765	+ 7.8%
Inventory of Homes for Sale	260	222	- 14.6%	--	--	--
Months Supply of Inventory	2.1	2.0	- 4.8%	--	--	--

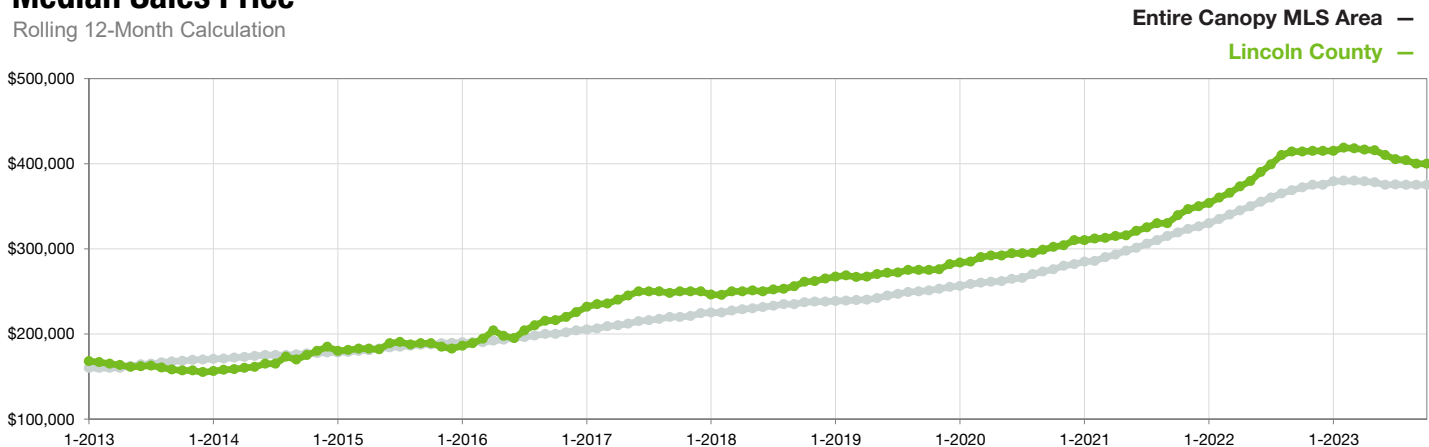
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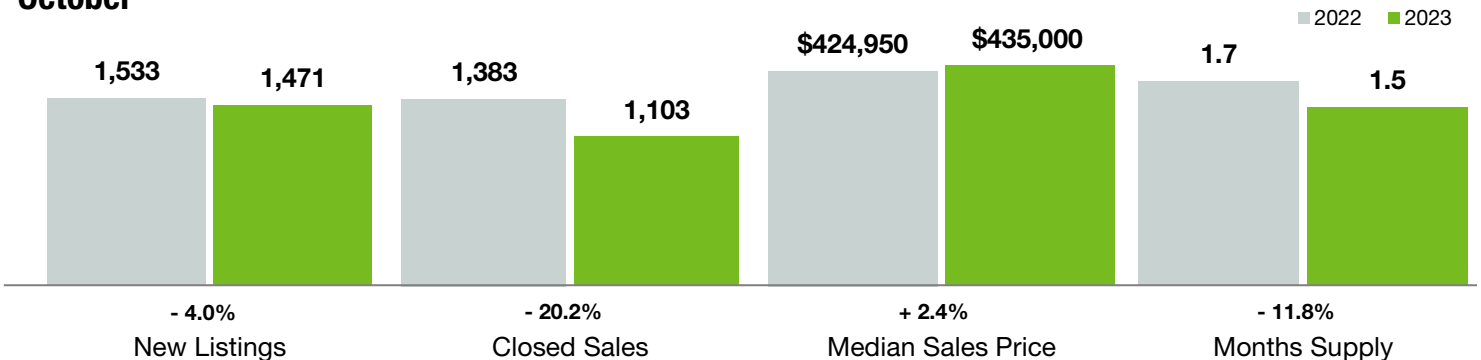
Mecklenburg County

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	1,533	1,471	- 4.0%	19,582	15,280	- 22.0%
Pending Sales	1,104	1,158	+ 4.9%	15,995	13,588	- 15.0%
Closed Sales	1,383	1,103	- 20.2%	16,822	13,198	- 21.5%
Median Sales Price*	\$424,950	\$435,000	+ 2.4%	\$415,000	\$425,000	+ 2.4%
Average Sales Price*	\$517,423	\$569,084	+ 10.0%	\$509,720	\$546,190	+ 7.2%
Percent of Original List Price Received*	97.2%	98.3%	+ 1.1%	101.4%	98.3%	- 3.1%
List to Close	84	77	- 8.3%	74	84	+ 13.5%
Days on Market Until Sale	27	28	+ 3.7%	18	32	+ 77.8%
Cumulative Days on Market Until Sale	27	30	+ 11.1%	17	34	+ 100.0%
Average List Price	\$528,296	\$593,996	+ 12.4%	\$528,394	\$586,592	+ 11.0%
Inventory of Homes for Sale	2,702	1,891	- 30.0%	--	--	--
Months Supply of Inventory	1.7	1.5	- 11.8%	--	--	--

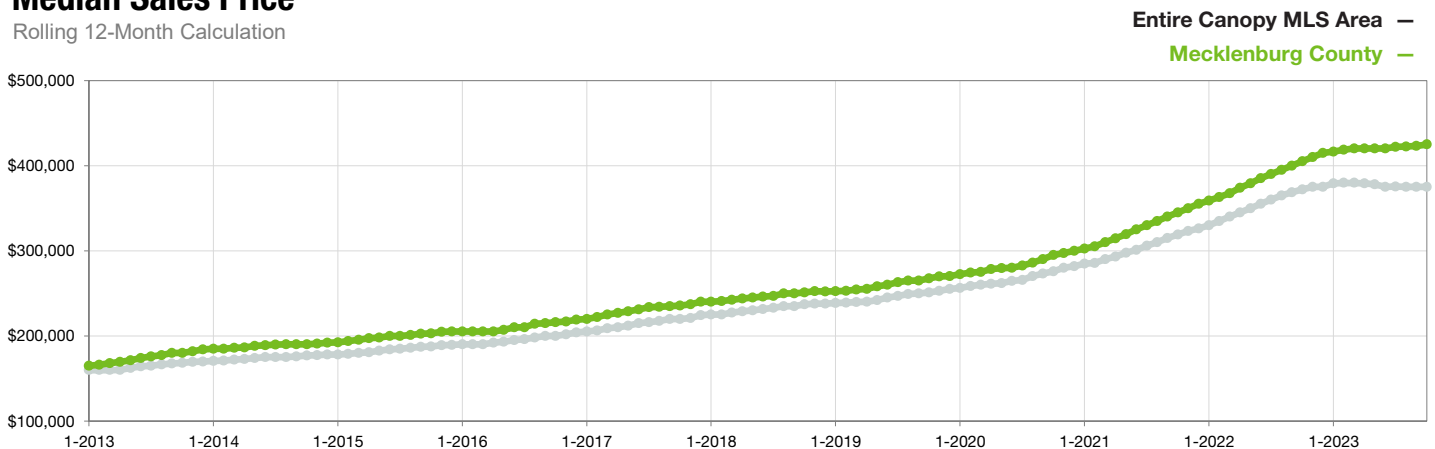
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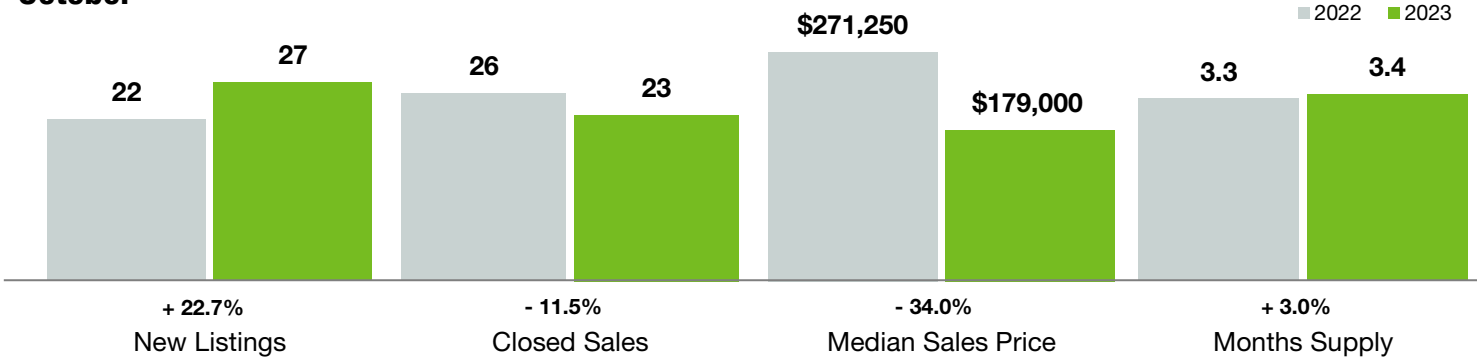
Montgomery County

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	22	27	+ 22.7%	317	308	- 2.8%
Pending Sales	15	15	0.0%	253	253	0.0%
Closed Sales	26	23	- 11.5%	251	254	+ 1.2%
Median Sales Price*	\$271,250	\$179,000	- 34.0%	\$220,000	\$182,375	- 17.1%
Average Sales Price*	\$275,265	\$398,391	+ 44.7%	\$333,502	\$329,595	- 1.2%
Percent of Original List Price Received*	89.7%	91.2%	+ 1.7%	94.2%	92.3%	- 2.0%
List to Close	104	71	- 31.7%	81	96	+ 18.5%
Days on Market Until Sale	61	38	- 37.7%	39	60	+ 53.8%
Cumulative Days on Market Until Sale	61	55	- 9.8%	41	66	+ 61.0%
Average List Price	\$297,527	\$409,107	+ 37.5%	\$369,463	\$385,656	+ 4.4%
Inventory of Homes for Sale	84	79	- 6.0%	--	--	--
Months Supply of Inventory	3.3	3.4	+ 3.0%	--	--	--

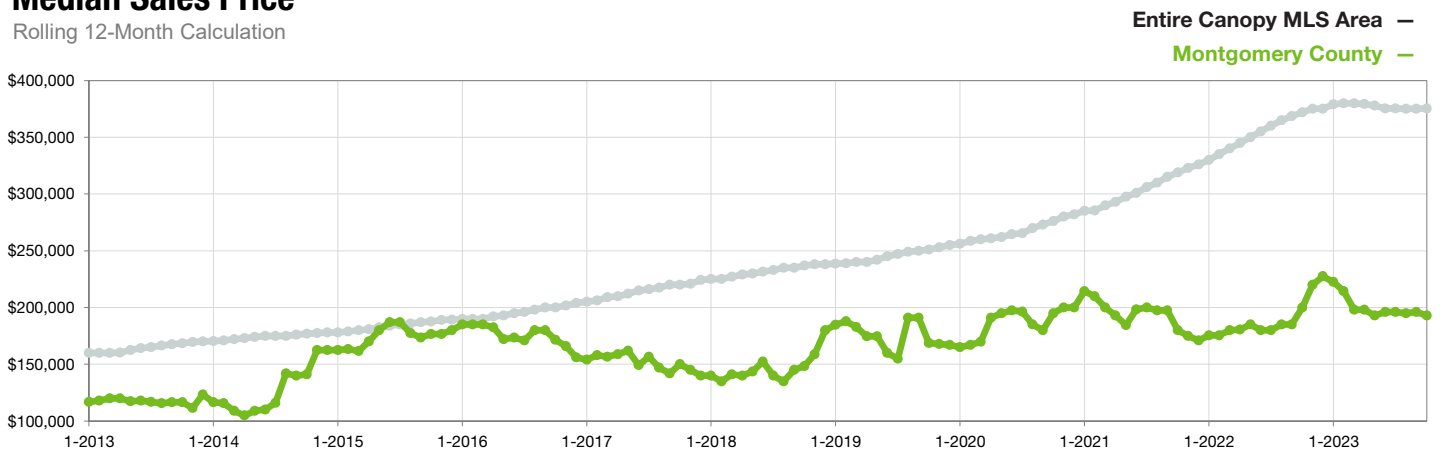
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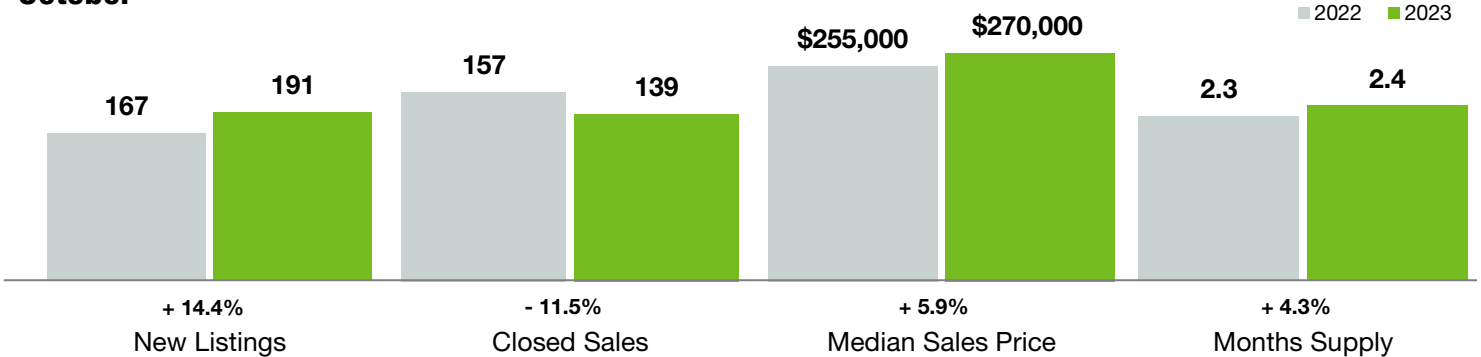
Rowan County

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	167	191	+ 14.4%	2,234	1,742	- 22.0%
Pending Sales	122	128	+ 4.9%	1,741	1,455	- 16.4%
Closed Sales	157	139	- 11.5%	1,810	1,417	- 21.7%
Median Sales Price*	\$255,000	\$270,000	+ 5.9%	\$259,500	\$265,150	+ 2.2%
Average Sales Price*	\$270,086	\$294,284	+ 9.0%	\$287,581	\$295,549	+ 2.8%
Percent of Original List Price Received*	94.8%	96.5%	+ 1.8%	98.9%	95.8%	- 3.1%
List to Close	86	68	- 20.9%	71	82	+ 15.5%
Days on Market Until Sale	29	27	- 6.9%	20	37	+ 85.0%
Cumulative Days on Market Until Sale	32	32	0.0%	22	42	+ 90.9%
Average List Price	\$327,820	\$357,148	+ 8.9%	\$309,866	\$329,793	+ 6.4%
Inventory of Homes for Sale	401	337	- 16.0%	--	--	--
Months Supply of Inventory	2.3	2.4	+ 4.3%	--	--	--

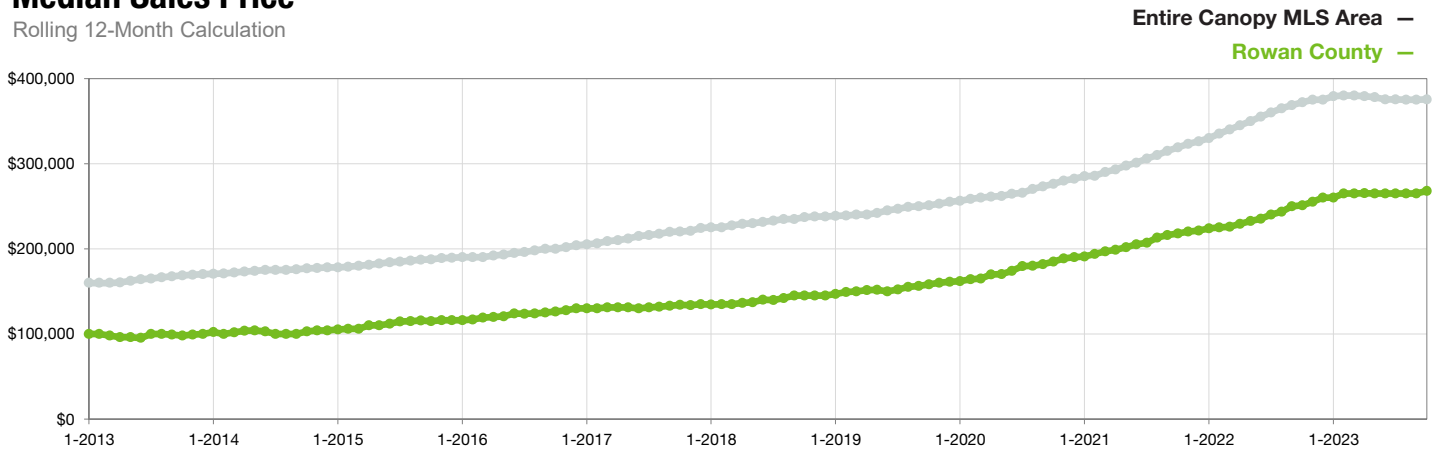
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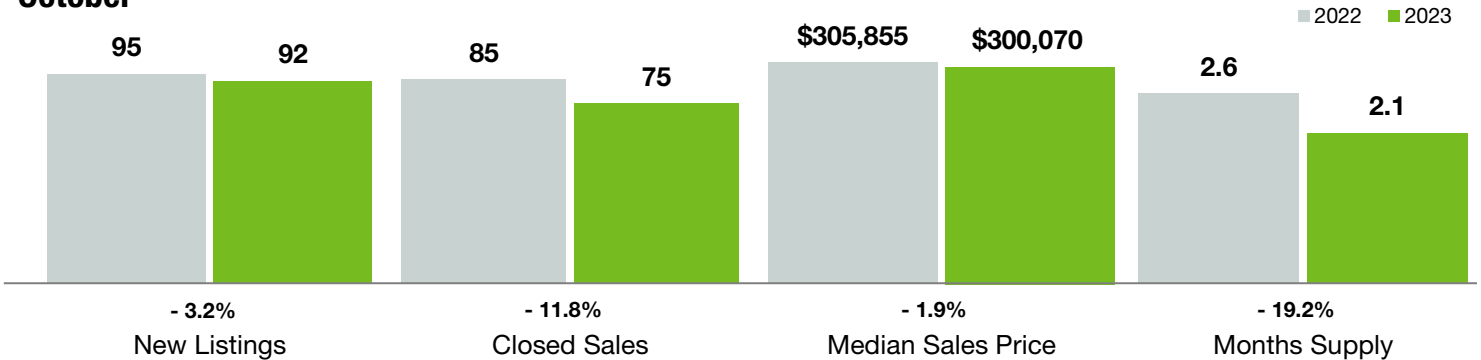
Stanly County

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	95	92	- 3.2%	1,119	958	- 14.4%
Pending Sales	61	77	+ 26.2%	863	838	- 2.9%
Closed Sales	85	75	- 11.8%	876	802	- 8.4%
Median Sales Price*	\$305,855	\$300,070	- 1.9%	\$290,000	\$304,000	+ 4.8%
Average Sales Price*	\$347,431	\$332,969	- 4.2%	\$316,645	\$322,155	+ 1.7%
Percent of Original List Price Received*	96.5%	96.0%	- 0.5%	98.2%	95.4%	- 2.9%
List to Close	95	89	- 6.3%	80	101	+ 26.3%
Days on Market Until Sale	27	45	+ 66.7%	22	49	+ 122.7%
Cumulative Days on Market Until Sale	33	47	+ 42.4%	21	54	+ 157.1%
Average List Price	\$405,772	\$370,009	- 8.8%	\$327,757	\$357,617	+ 9.1%
Inventory of Homes for Sale	221	163	- 26.2%	--	--	--
Months Supply of Inventory	2.6	2.1	- 19.2%	--	--	--

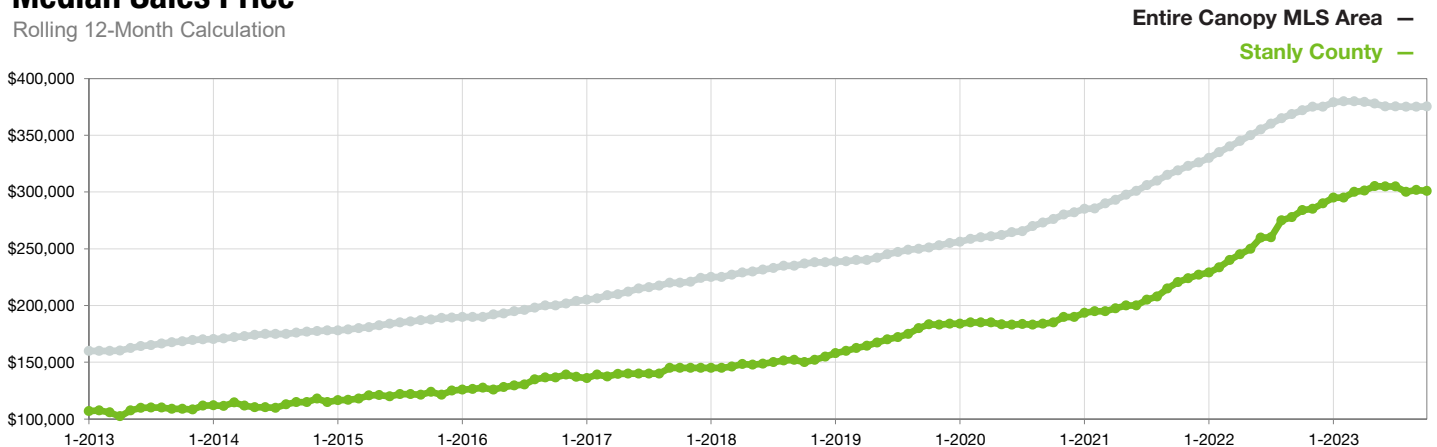
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October



Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for October 2023

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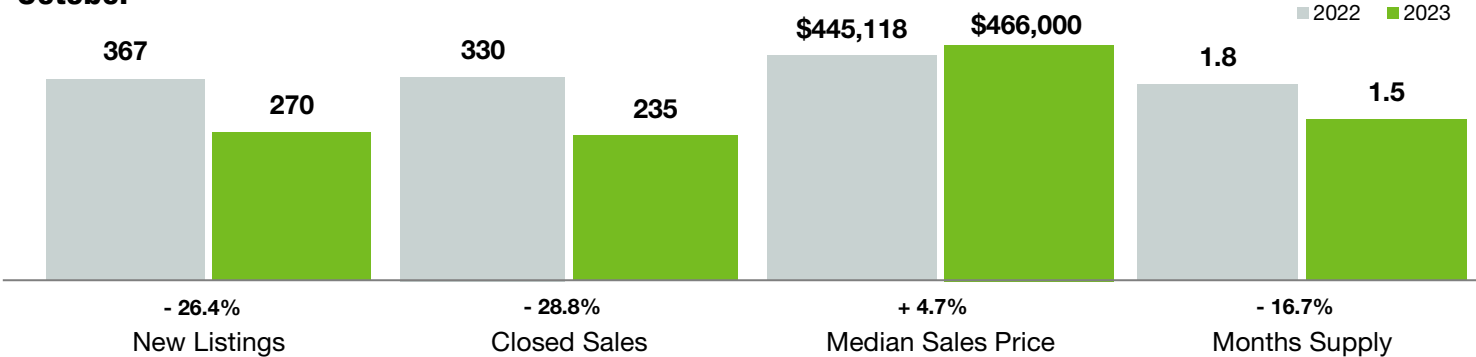
Union County

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	367	270	- 26.4%	4,571	3,295	- 27.9%
Pending Sales	285	230	- 19.3%	3,613	2,903	- 19.7%
Closed Sales	330	235	- 28.8%	3,810	2,928	- 23.1%
Median Sales Price*	\$445,118	\$466,000	+ 4.7%	\$443,650	\$455,000	+ 2.6%
Average Sales Price*	\$579,628	\$555,491	- 4.2%	\$542,716	\$562,762	+ 3.7%
Percent of Original List Price Received*	97.1%	97.5%	+ 0.4%	100.8%	97.8%	- 3.0%
List to Close	90	84	- 6.7%	84	96	+ 14.3%
Days on Market Until Sale	26	36	+ 38.5%	18	39	+ 116.7%
Cumulative Days on Market Until Sale	34	32	- 5.9%	23	37	+ 60.9%
Average List Price	\$588,204	\$621,477	+ 5.7%	\$578,327	\$602,828	+ 4.2%
Inventory of Homes for Sale	643	410	- 36.2%	--	--	--
Months Supply of Inventory	1.8	1.5	- 16.7%	--	--	--

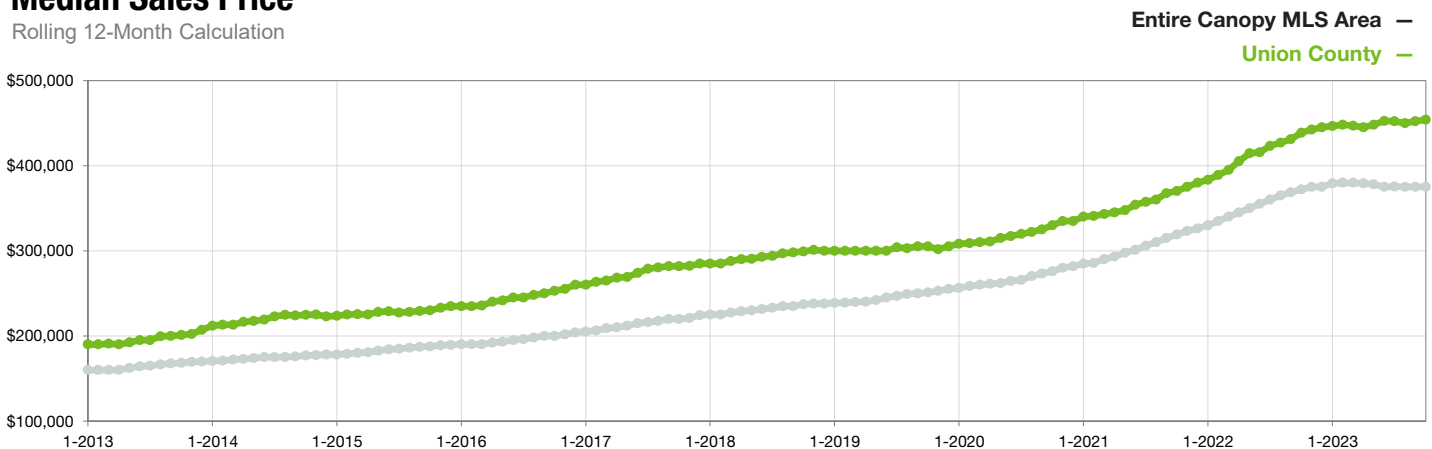
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October



Median Sales Price

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Local Market Update for October 2023

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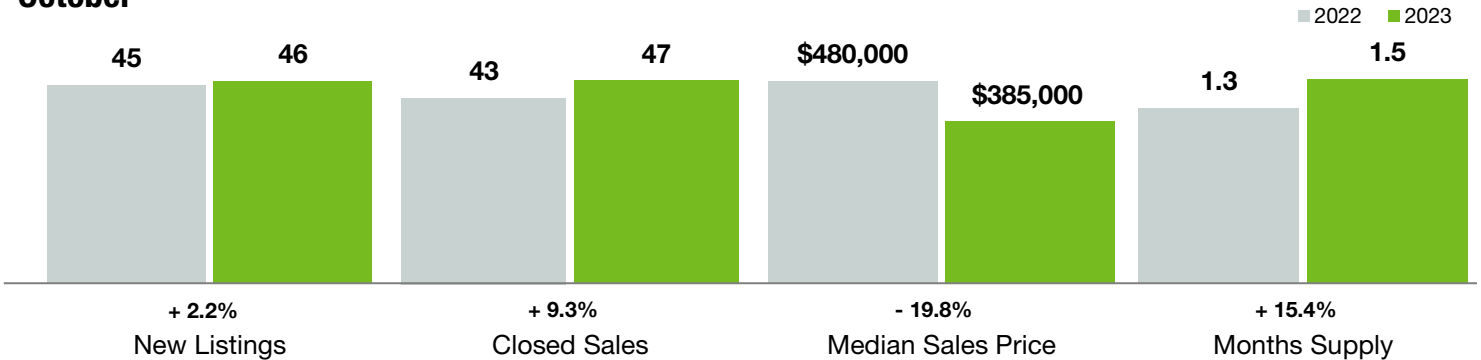
Belmont

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	45	46	+ 2.2%	535	486	- 9.2%
Pending Sales	36	41	+ 13.9%	457	417	- 8.8%
Closed Sales	43	47	+ 9.3%	499	394	- 21.0%
Median Sales Price*	\$480,000	\$385,000	- 19.8%	\$437,455	\$428,950	- 1.9%
Average Sales Price*	\$481,390	\$452,397	- 6.0%	\$468,818	\$503,947	+ 7.5%
Percent of Original List Price Received*	98.0%	98.1%	+ 0.1%	100.5%	97.7%	- 2.8%
List to Close	94	54	- 42.6%	88	66	- 25.0%
Days on Market Until Sale	21	21	0.0%	23	29	+ 26.1%
Cumulative Days on Market Until Sale	22	24	+ 9.1%	16	30	+ 87.5%
Average List Price	\$471,023	\$628,816	+ 33.5%	\$471,181	\$536,650	+ 13.9%
Inventory of Homes for Sale	59	58	- 1.7%	--	--	--
Months Supply of Inventory	1.3	1.5	+ 15.4%	--	--	--

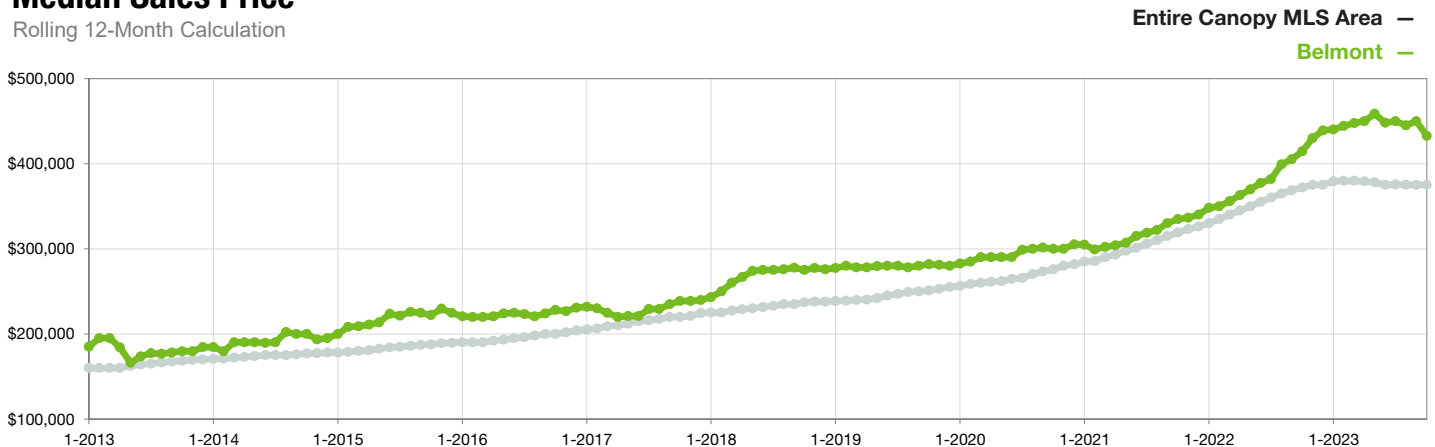
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October



Median Sales Price

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Local Market Update for October 2023

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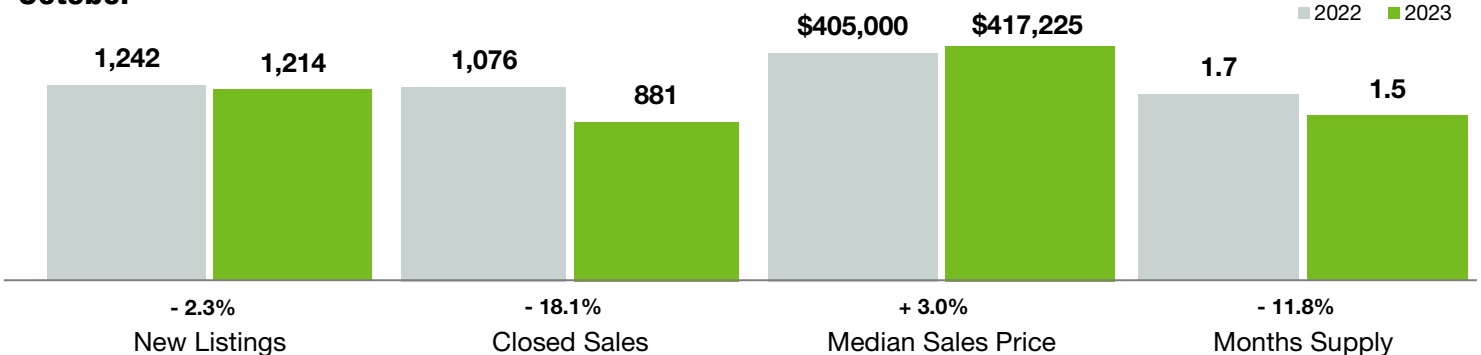
City of Charlotte

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	1,242	1,214	- 2.3%	15,725	12,421	- 21.0%
Pending Sales	883	935	+ 5.9%	12,799	10,984	- 14.2%
Closed Sales	1,076	881	- 18.1%	13,444	10,677	- 20.6%
Median Sales Price*	\$405,000	\$417,225	+ 3.0%	\$396,100	\$407,900	+ 3.0%
Average Sales Price*	\$495,583	\$538,727	+ 8.7%	\$494,491	\$529,850	+ 7.2%
Percent of Original List Price Received*	97.1%	98.5%	+ 1.4%	101.3%	98.3%	- 3.0%
List to Close	82	78	- 4.9%	72	83	+ 15.3%
Days on Market Until Sale	26	27	+ 3.8%	17	32	+ 88.2%
Cumulative Days on Market Until Sale	27	29	+ 7.4%	17	34	+ 100.0%
Average List Price	\$508,380	\$572,623	+ 12.6%	\$508,361	\$565,398	+ 11.2%
Inventory of Homes for Sale	2,191	1,575	- 28.1%	--	--	--
Months Supply of Inventory	1.7	1.5	- 11.8%	--	--	--

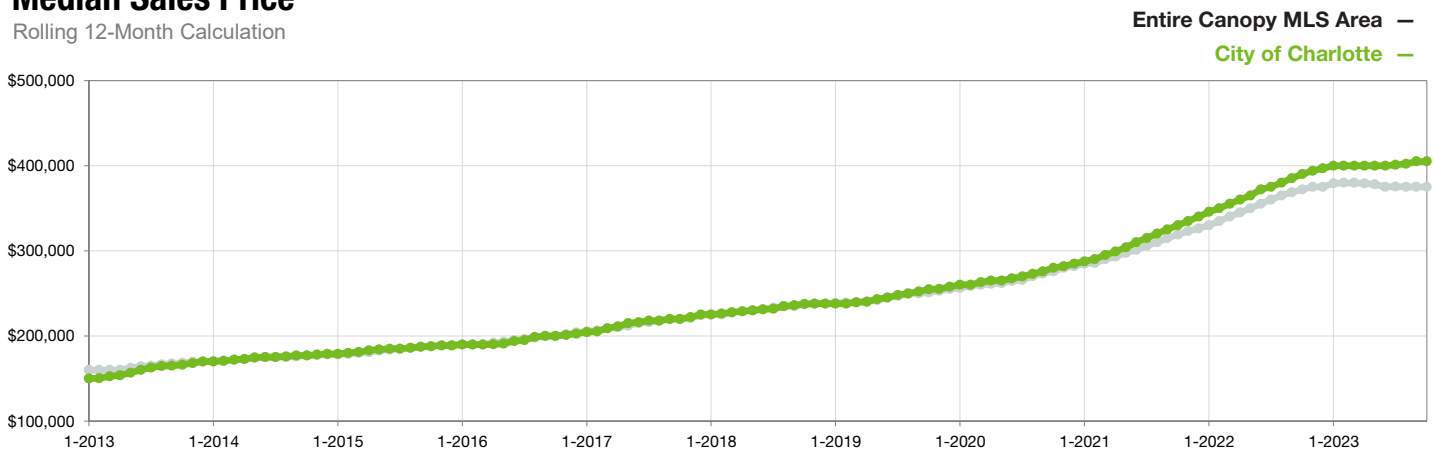
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October



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Local Market Update for October 2023

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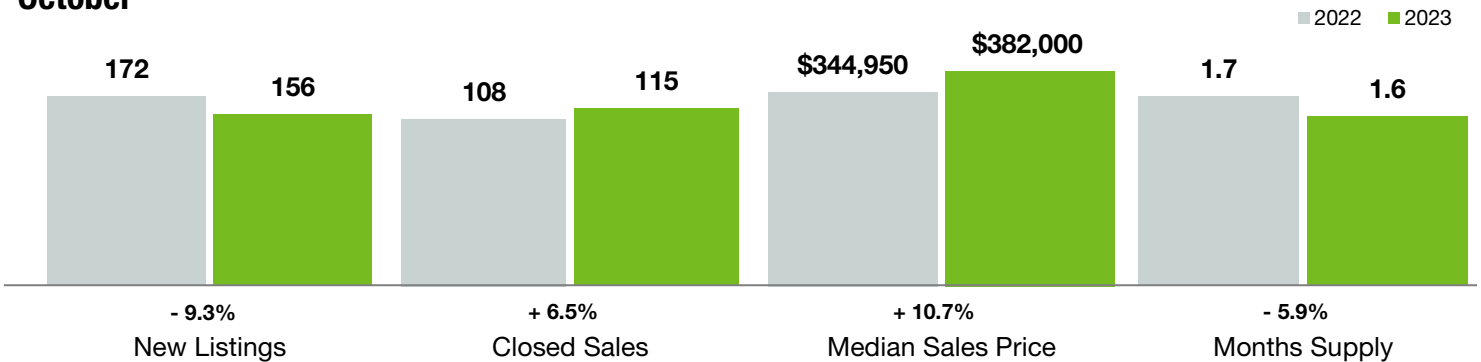
Concord

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	172	156	- 9.3%	2,056	1,445	- 29.7%
Pending Sales	100	119	+ 19.0%	1,668	1,333	- 20.1%
Closed Sales	108	115	+ 6.5%	1,845	1,291	- 30.0%
Median Sales Price*	\$344,950	\$382,000	+ 10.7%	\$372,500	\$365,000	- 2.0%
Average Sales Price*	\$363,082	\$405,148	+ 11.6%	\$398,084	\$393,898	- 1.1%
Percent of Original List Price Received*	94.8%	99.4%	+ 4.9%	101.0%	96.9%	- 4.1%
List to Close	64	71	+ 10.9%	69	82	+ 18.8%
Days on Market Until Sale	25	24	- 4.0%	15	35	+ 133.3%
Cumulative Days on Market Until Sale	27	24	- 11.1%	14	37	+ 164.3%
Average List Price	\$395,169	\$398,551	+ 0.9%	\$393,627	\$418,294	+ 6.3%
Inventory of Homes for Sale	301	197	- 34.6%	--	--	--
Months Supply of Inventory	1.7	1.6	- 5.9%	--	--	--

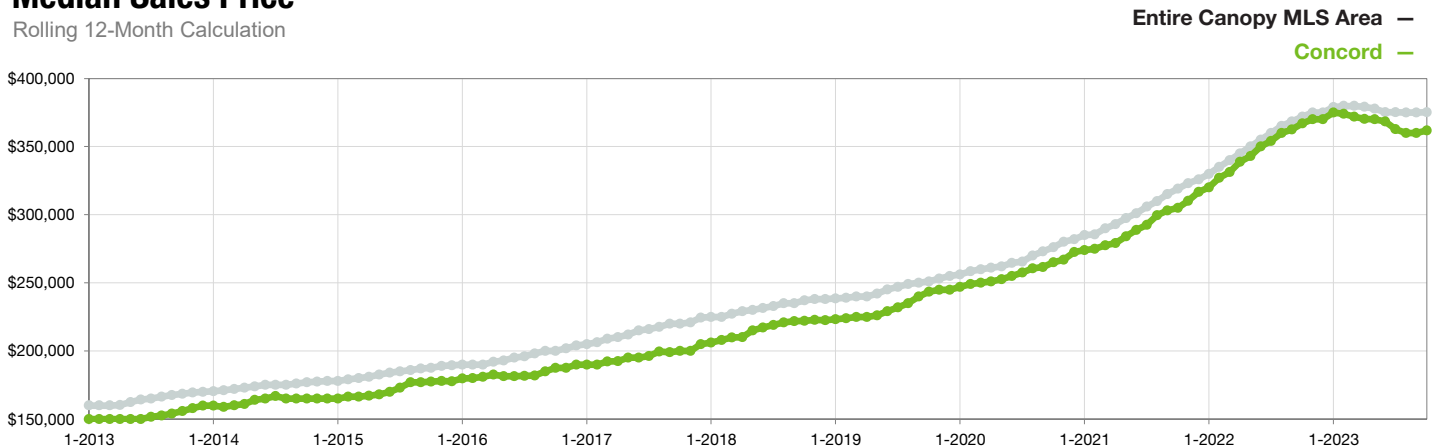
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October



Median Sales Price

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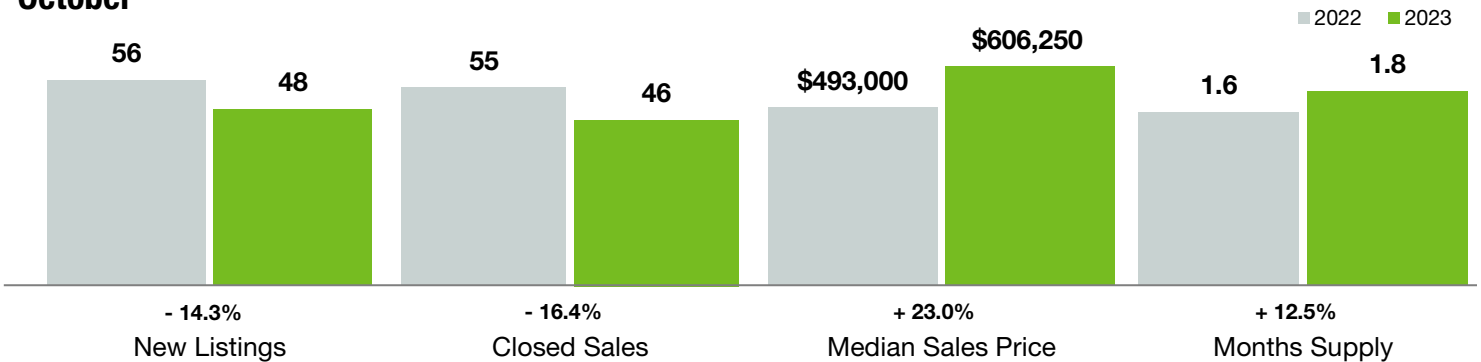
Cornelius

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	56	48	- 14.3%	741	531	- 28.3%
Pending Sales	46	43	- 6.5%	604	454	- 24.8%
Closed Sales	55	46	- 16.4%	581	436	- 25.0%
Median Sales Price*	\$493,000	\$606,250	+ 23.0%	\$484,500	\$504,493	+ 4.1%
Average Sales Price*	\$781,414	\$962,135	+ 23.1%	\$729,193	\$793,855	+ 8.9%
Percent of Original List Price Received*	96.1%	96.6%	+ 0.5%	100.4%	96.6%	- 3.8%
List to Close	71	75	+ 5.6%	56	78	+ 39.3%
Days on Market Until Sale	33	34	+ 3.0%	17	34	+ 100.0%
Cumulative Days on Market Until Sale	32	39	+ 21.9%	17	36	+ 111.8%
Average List Price	\$928,450	\$935,834	+ 0.8%	\$828,100	\$941,592	+ 13.7%
Inventory of Homes for Sale	92	75	- 18.5%	--	--	--
Months Supply of Inventory	1.6	1.8	+ 12.5%	--	--	--

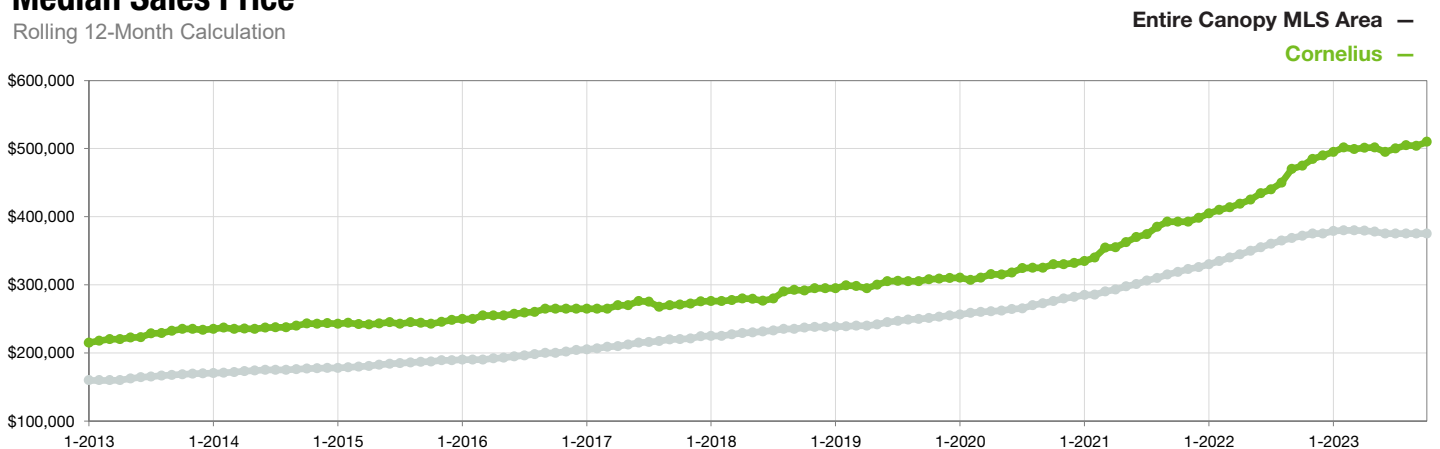
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October



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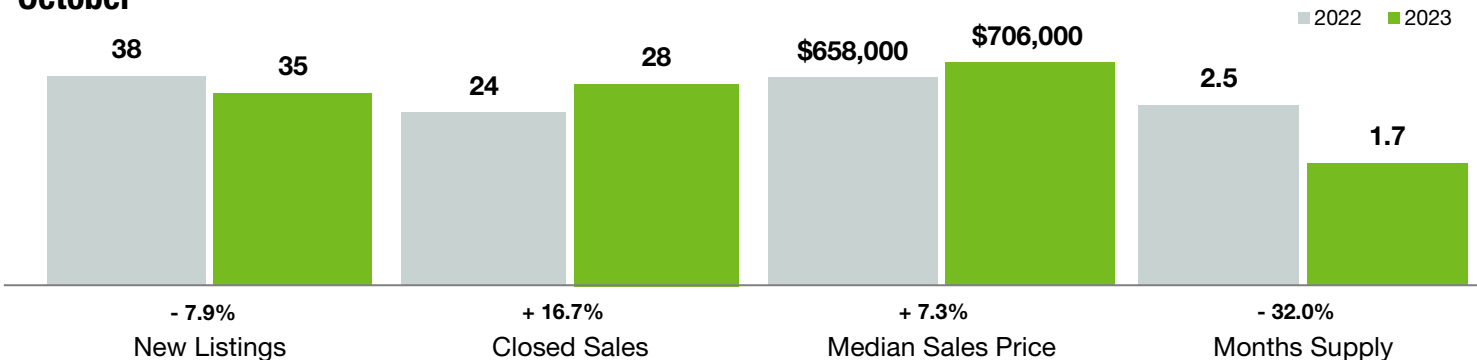
Davidson

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	38	35	- 7.9%	498	431	- 13.5%
Pending Sales	24	35	+ 45.8%	379	379	0.0%
Closed Sales	24	28	+ 16.7%	403	354	- 12.2%
Median Sales Price*	\$658,000	\$706,000	+ 7.3%	\$585,000	\$629,900	+ 7.7%
Average Sales Price*	\$775,750	\$892,421	+ 15.0%	\$688,558	\$779,051	+ 13.1%
Percent of Original List Price Received*	95.4%	97.9%	+ 2.6%	100.4%	98.8%	- 1.6%
List to Close	75	104	+ 38.7%	82	106	+ 29.3%
Days on Market Until Sale	31	35	+ 12.9%	29	42	+ 44.8%
Cumulative Days on Market Until Sale	34	36	+ 5.9%	22	46	+ 109.1%
Average List Price	\$710,199	\$1,029,119	+ 44.9%	\$754,395	\$840,631	+ 11.4%
Inventory of Homes for Sale	95	60	- 36.8%	--	--	--
Months Supply of Inventory	2.5	1.7	- 32.0%	--	--	--

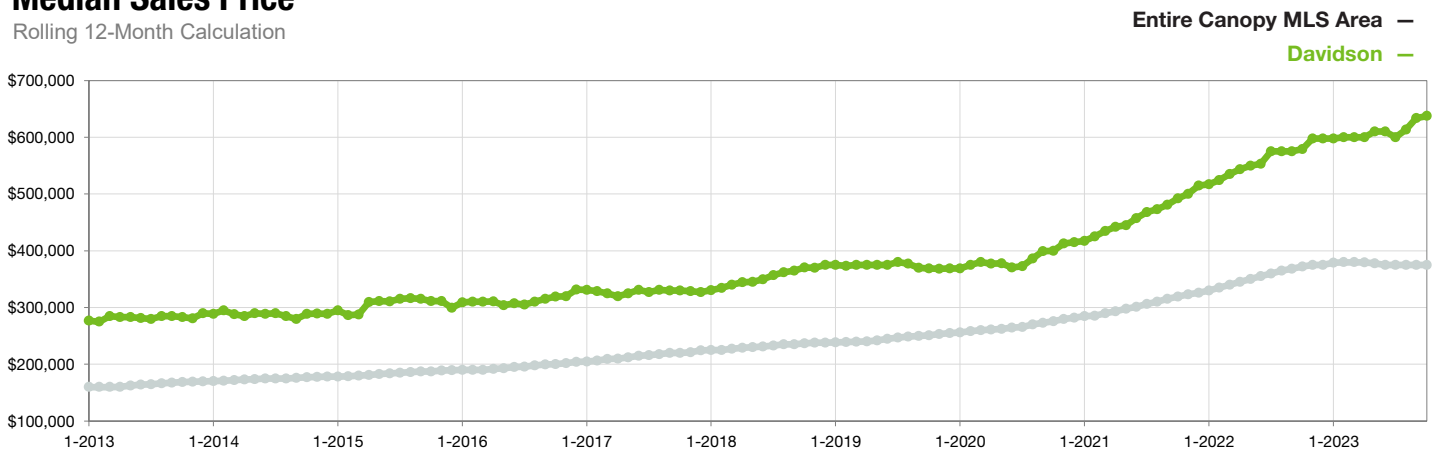
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October



Median Sales Price

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Local Market Update for October 2023

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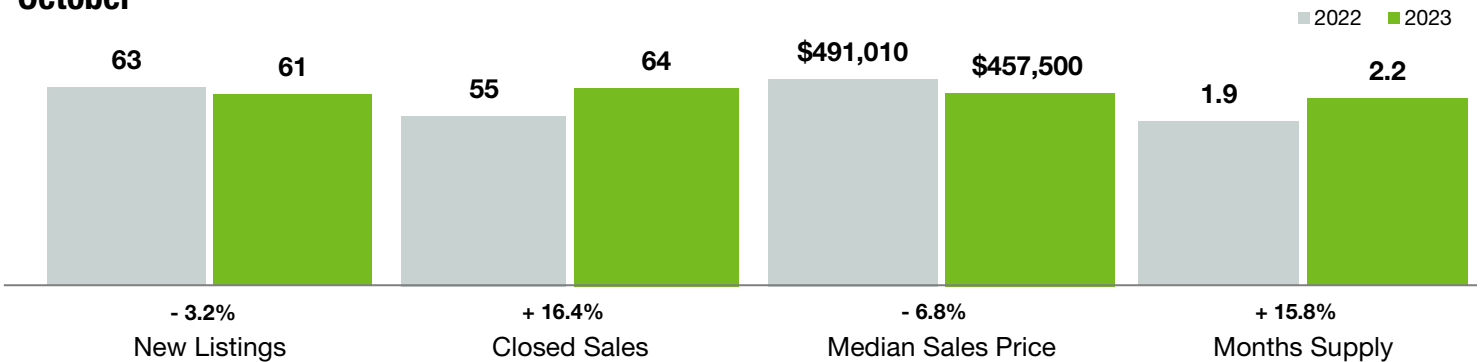
Denver

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	63	61	- 3.2%	699	674	- 3.6%
Pending Sales	38	38	0.0%	572	559	- 2.3%
Closed Sales	55	64	+ 16.4%	617	553	- 10.4%
Median Sales Price*	\$491,010	\$457,500	- 6.8%	\$480,000	\$488,000	+ 1.7%
Average Sales Price*	\$587,268	\$591,044	+ 0.6%	\$585,077	\$622,342	+ 6.4%
Percent of Original List Price Received*	97.5%	96.9%	- 0.6%	99.9%	97.4%	- 2.5%
List to Close	90	104	+ 15.6%	89	111	+ 24.7%
Days on Market Until Sale	34	49	+ 44.1%	23	52	+ 126.1%
Cumulative Days on Market Until Sale	23	49	+ 113.0%	17	47	+ 176.5%
Average List Price	\$614,414	\$603,360	- 1.8%	\$615,504	\$662,970	+ 7.7%
Inventory of Homes for Sale	106	111	+ 4.7%	--	--	--
Months Supply of Inventory	1.9	2.2	+ 15.8%	--	--	--

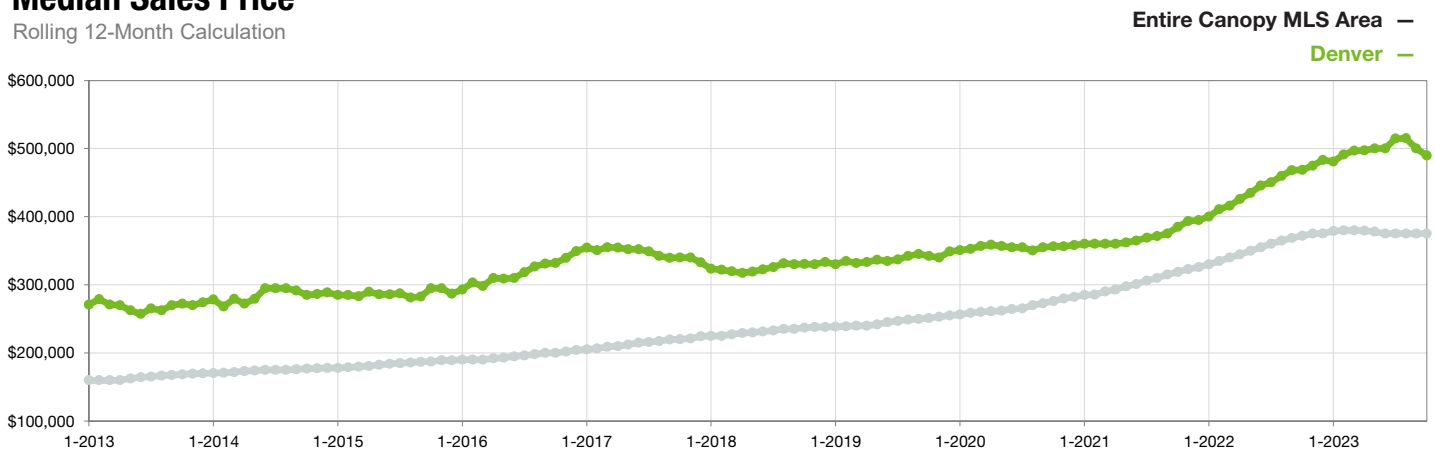
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October



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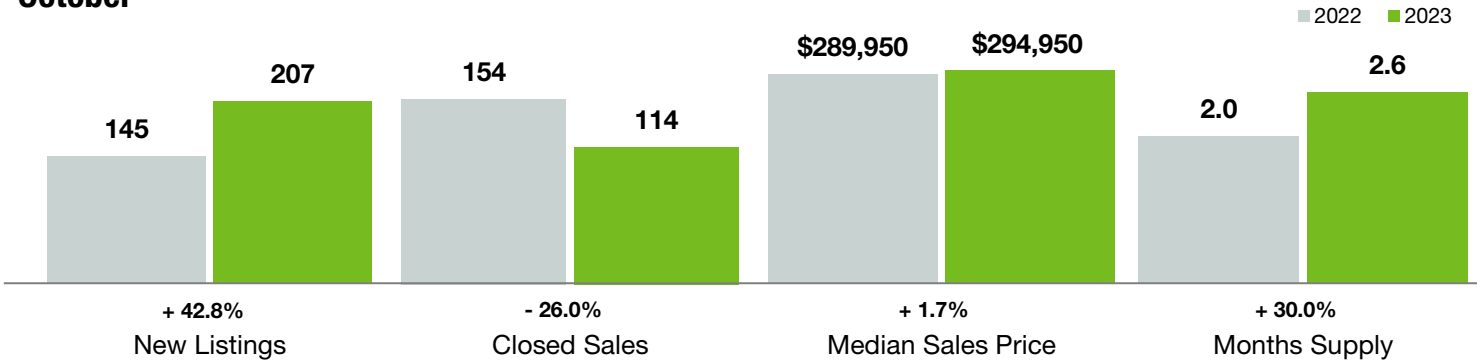
Gastonia

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	145	207	+ 42.8%	1,887	1,611	- 14.6%
Pending Sales	120	112	- 6.7%	1,501	1,308	- 12.9%
Closed Sales	154	114	- 26.0%	1,579	1,224	- 22.5%
Median Sales Price*	\$289,950	\$294,950	+ 1.7%	\$285,250	\$275,000	- 3.6%
Average Sales Price*	\$292,277	\$306,416	+ 4.8%	\$297,010	\$295,176	- 0.6%
Percent of Original List Price Received*	95.0%	96.8%	+ 1.9%	99.6%	96.1%	- 3.5%
List to Close	74	80	+ 8.1%	72	83	+ 15.3%
Days on Market Until Sale	28	30	+ 7.1%	19	39	+ 105.3%
Cumulative Days on Market Until Sale	29	41	+ 41.4%	19	45	+ 136.8%
Average List Price	\$285,053	\$330,404	+ 15.9%	\$300,487	\$317,219	+ 5.6%
Inventory of Homes for Sale	303	326	+ 7.6%	--	--	--
Months Supply of Inventory	2.0	2.6	+ 30.0%	--	--	--

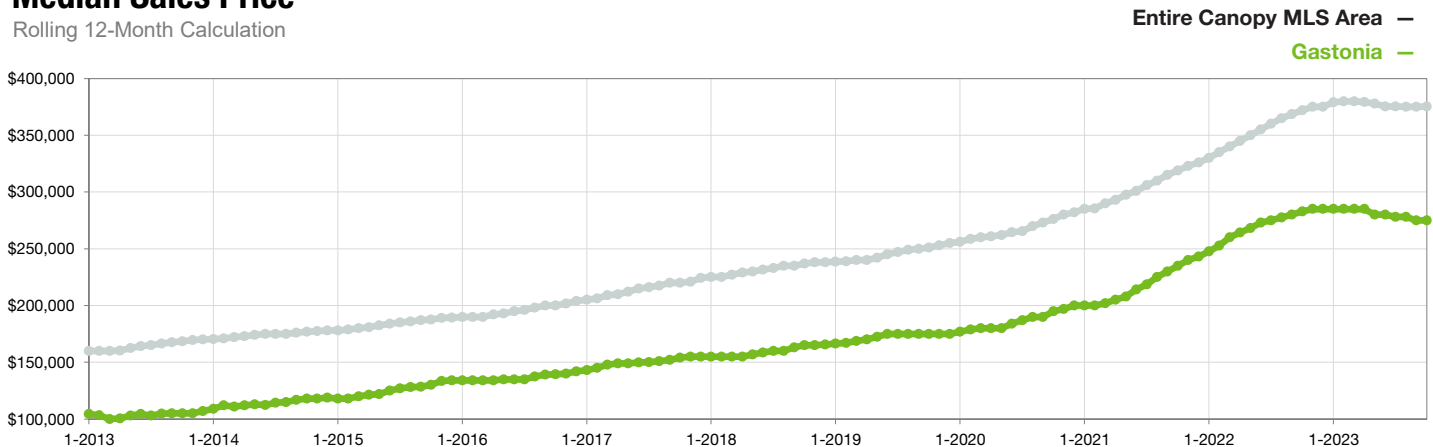
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October



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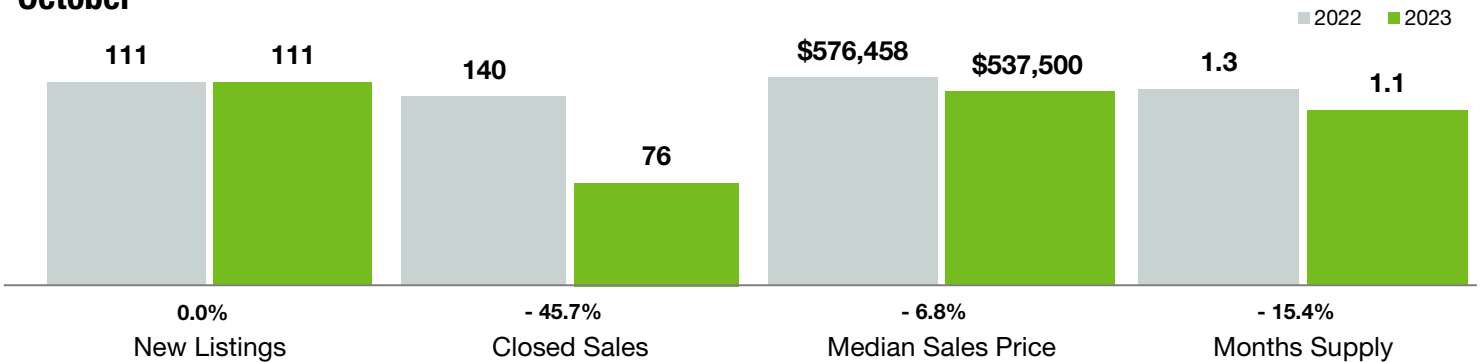
Huntersville

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	111	111	0.0%	1,511	1,027	- 32.0%
Pending Sales	90	98	+ 8.9%	1,287	922	- 28.4%
Closed Sales	140	76	- 45.7%	1,424	867	- 39.1%
Median Sales Price*	\$576,458	\$537,500	- 6.8%	\$519,335	\$542,500	+ 4.5%
Average Sales Price*	\$578,687	\$638,726	+ 10.4%	\$544,016	\$587,473	+ 8.0%
Percent of Original List Price Received*	98.2%	98.6%	+ 0.4%	101.8%	98.6%	- 3.1%
List to Close	109	75	- 31.2%	98	84	- 14.3%
Days on Market Until Sale	30	26	- 13.3%	24	29	+ 20.8%
Cumulative Days on Market Until Sale	22	28	+ 27.3%	18	31	+ 72.2%
Average List Price	\$541,096	\$567,344	+ 4.9%	\$556,806	\$619,239	+ 11.2%
Inventory of Homes for Sale	163	98	- 39.9%	--	--	--
Months Supply of Inventory	1.3	1.1	- 15.4%	--	--	--

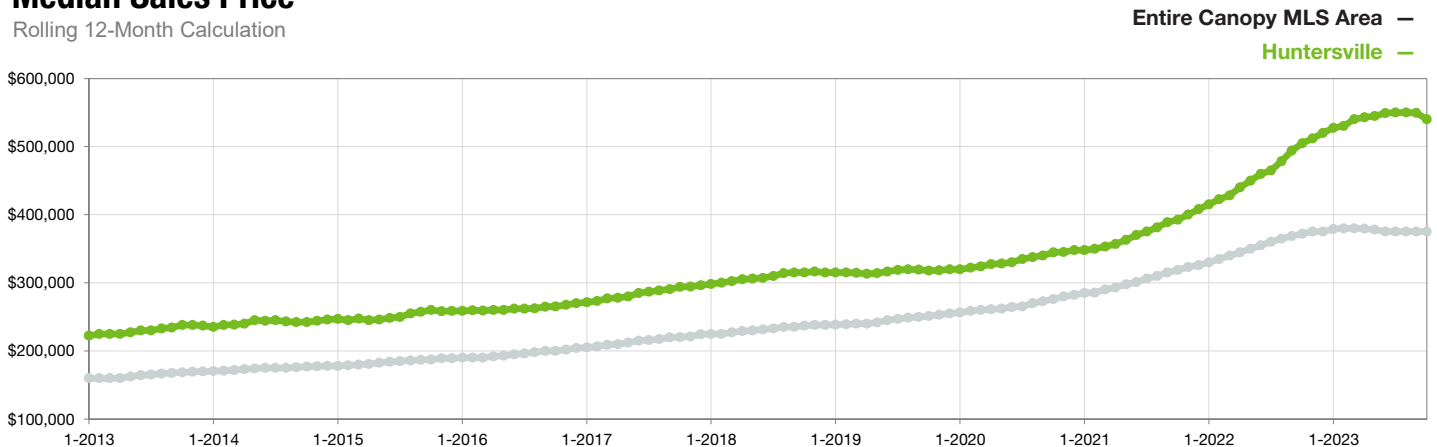
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October



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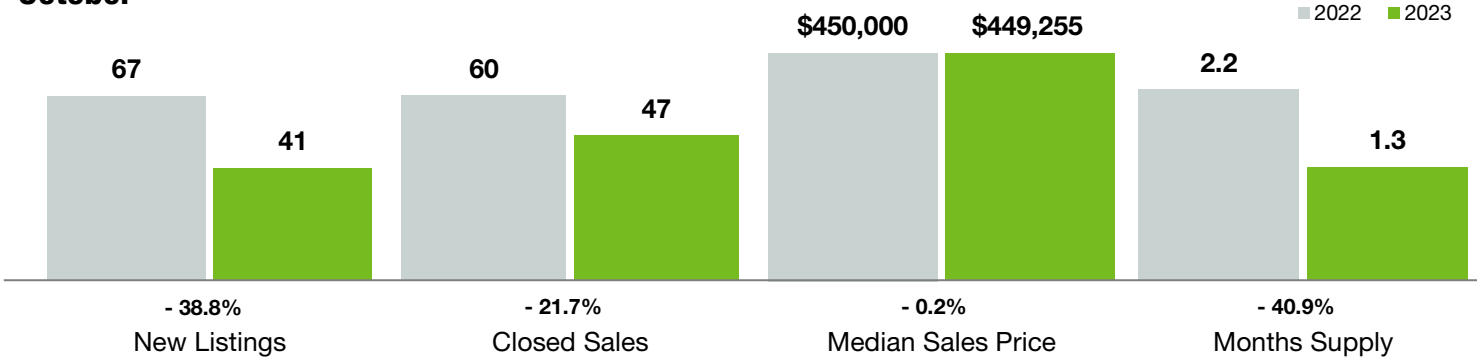
Indian Trail

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	67	41	- 38.8%	906	600	- 33.8%
Pending Sales	60	45	- 25.0%	703	562	- 20.1%
Closed Sales	60	47	- 21.7%	755	576	- 23.7%
Median Sales Price*	\$450,000	\$449,255	- 0.2%	\$425,000	\$439,789	+ 3.5%
Average Sales Price*	\$475,988	\$455,253	- 4.4%	\$446,319	\$457,124	+ 2.4%
Percent of Original List Price Received*	97.3%	98.1%	+ 0.8%	100.8%	97.7%	- 3.1%
List to Close	114	82	- 28.1%	97	101	+ 4.1%
Days on Market Until Sale	30	33	+ 10.0%	20	38	+ 90.0%
Cumulative Days on Market Until Sale	33	31	- 6.1%	24	41	+ 70.8%
Average List Price	\$461,374	\$455,467	- 1.3%	\$459,668	\$476,031	+ 3.6%
Inventory of Homes for Sale	152	71	- 53.3%	--	--	--
Months Supply of Inventory	2.2	1.3	- 40.9%	--	--	--

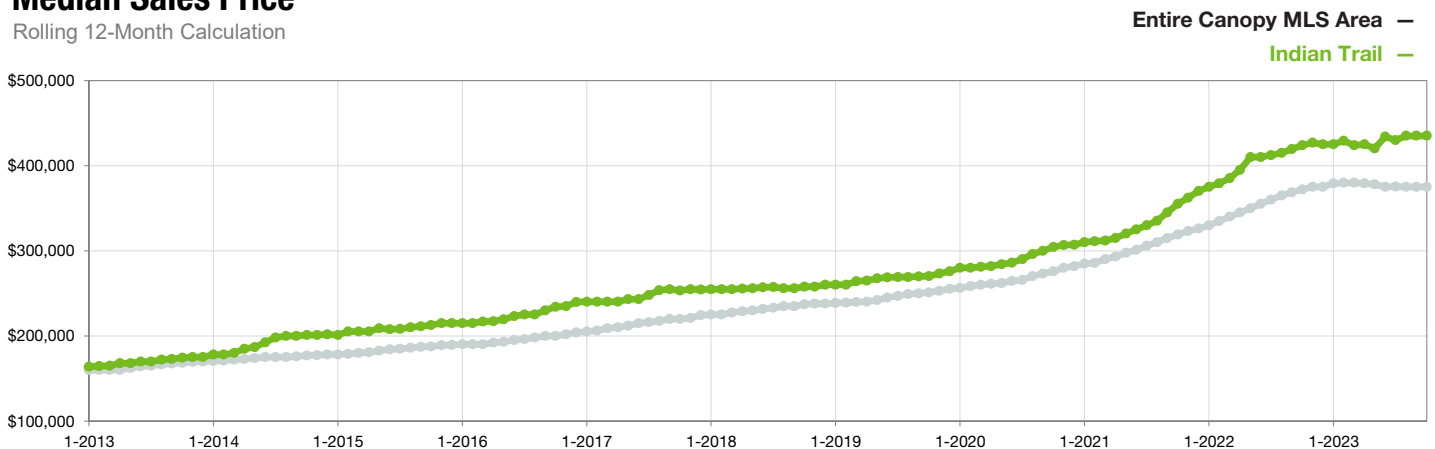
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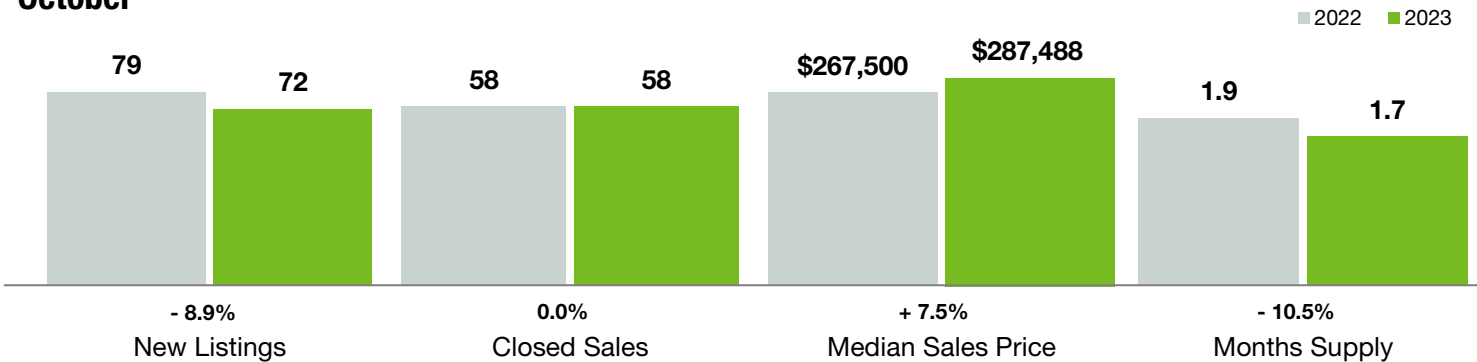
Kannapolis

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	79	72	- 8.9%	949	821	- 13.5%
Pending Sales	56	67	+ 19.6%	754	723	- 4.1%
Closed Sales	58	58	0.0%	786	679	- 13.6%
Median Sales Price*	\$267,500	\$287,488	+ 7.5%	\$279,950	\$290,000	+ 3.6%
Average Sales Price*	\$281,914	\$296,075	+ 5.0%	\$289,271	\$300,375	+ 3.8%
Percent of Original List Price Received*	96.8%	95.5%	- 1.3%	99.3%	96.1%	- 3.2%
List to Close	90	68	- 24.4%	61	77	+ 26.2%
Days on Market Until Sale	32	34	+ 6.3%	18	36	+ 100.0%
Cumulative Days on Market Until Sale	28	36	+ 28.6%	17	38	+ 123.5%
Average List Price	\$304,232	\$302,643	- 0.5%	\$304,832	\$314,248	+ 3.1%
Inventory of Homes for Sale	149	118	- 20.8%	--	--	--
Months Supply of Inventory	1.9	1.7	- 10.5%	--	--	--

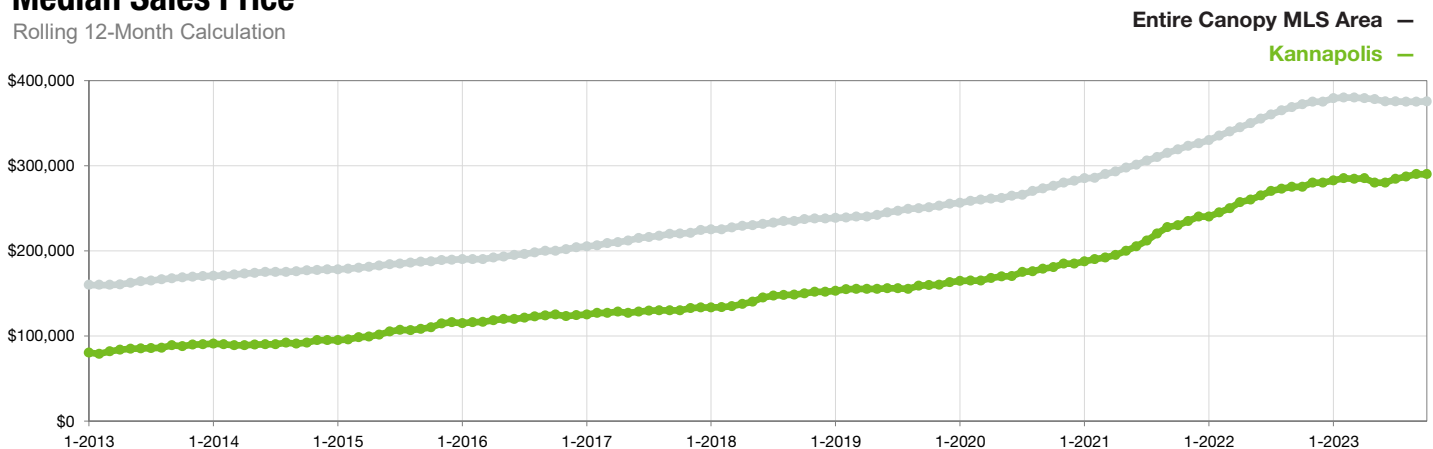
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October



Median Sales Price

Rolling 12-Month Calculation



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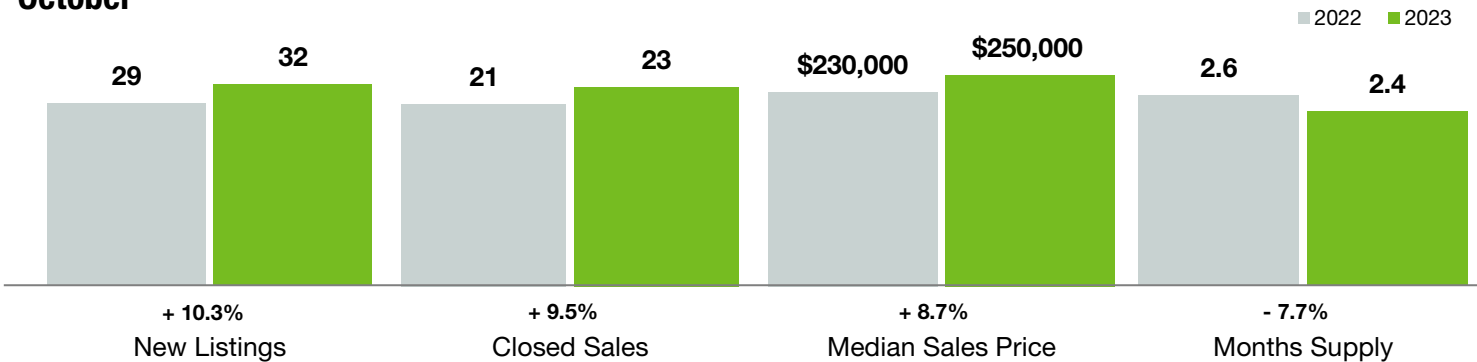
Kings Mountain

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	29	32	+ 10.3%	371	255	- 31.3%
Pending Sales	29	23	- 20.7%	258	215	- 16.7%
Closed Sales	21	23	+ 9.5%	258	210	- 18.6%
Median Sales Price*	\$230,000	\$250,000	+ 8.7%	\$247,250	\$240,000	- 2.9%
Average Sales Price*	\$224,862	\$287,735	+ 28.0%	\$282,518	\$274,225	- 2.9%
Percent of Original List Price Received*	94.1%	94.8%	+ 0.7%	97.7%	95.8%	- 1.9%
List to Close	59	69	+ 16.9%	65	86	+ 32.3%
Days on Market Until Sale	27	29	+ 7.4%	24	43	+ 79.2%
Cumulative Days on Market Until Sale	27	31	+ 14.8%	26	44	+ 69.2%
Average List Price	\$269,261	\$289,750	+ 7.6%	\$273,141	\$295,273	+ 8.1%
Inventory of Homes for Sale	70	51	- 27.1%	--	--	--
Months Supply of Inventory	2.6	2.4	- 7.7%	--	--	--

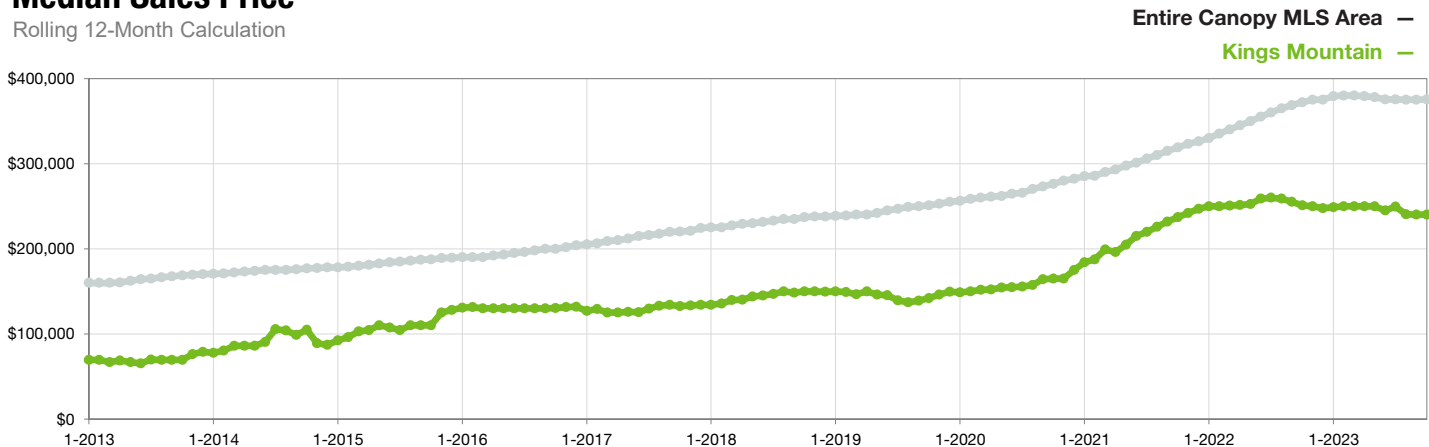
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October



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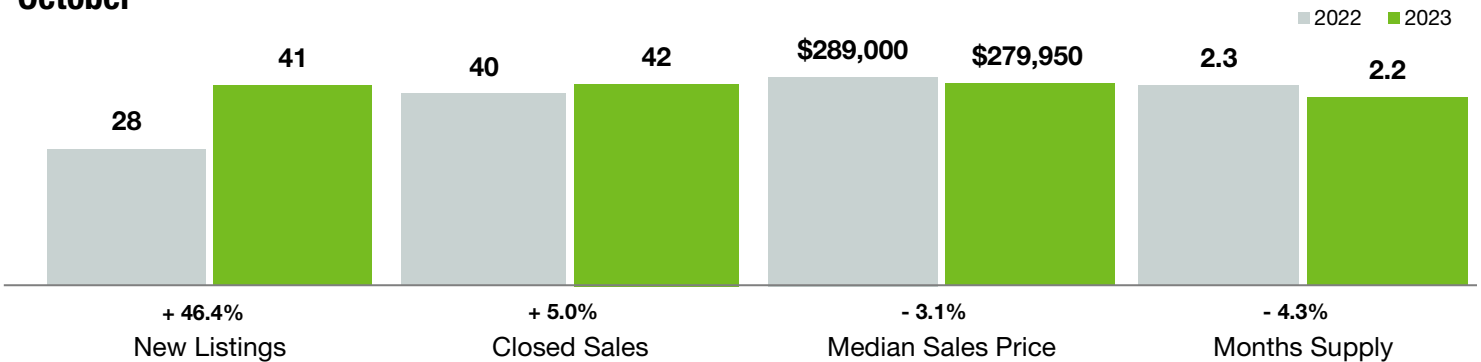
Lincolnton

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	28	41	+ 46.4%	493	410	- 16.8%
Pending Sales	21	45	+ 114.3%	405	360	- 11.1%
Closed Sales	40	42	+ 5.0%	416	340	- 18.3%
Median Sales Price*	\$289,000	\$279,950	- 3.1%	\$285,000	\$293,750	+ 3.1%
Average Sales Price*	\$284,224	\$302,306	+ 6.4%	\$301,501	\$312,598	+ 3.7%
Percent of Original List Price Received*	95.5%	96.8%	+ 1.4%	100.1%	95.8%	- 4.3%
List to Close	69	101	+ 46.4%	77	106	+ 37.7%
Days on Market Until Sale	26	42	+ 61.5%	33	47	+ 42.4%
Cumulative Days on Market Until Sale	30	41	+ 36.7%	39	52	+ 33.3%
Average List Price	\$382,610	\$329,985	- 13.8%	\$308,074	\$336,425	+ 9.2%
Inventory of Homes for Sale	92	74	- 19.6%	--	--	--
Months Supply of Inventory	2.3	2.2	- 4.3%	--	--	--

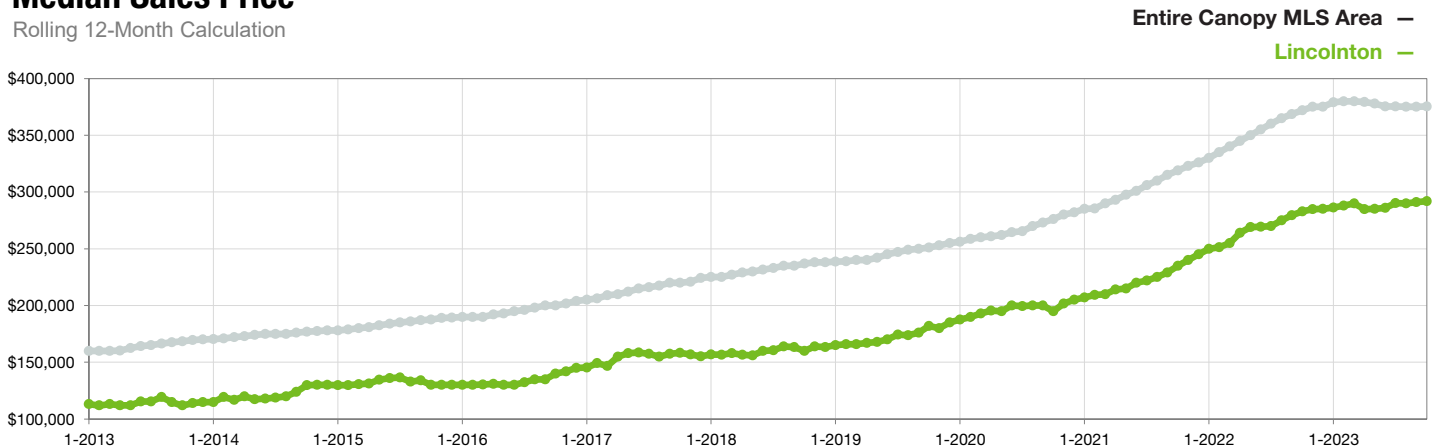
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October



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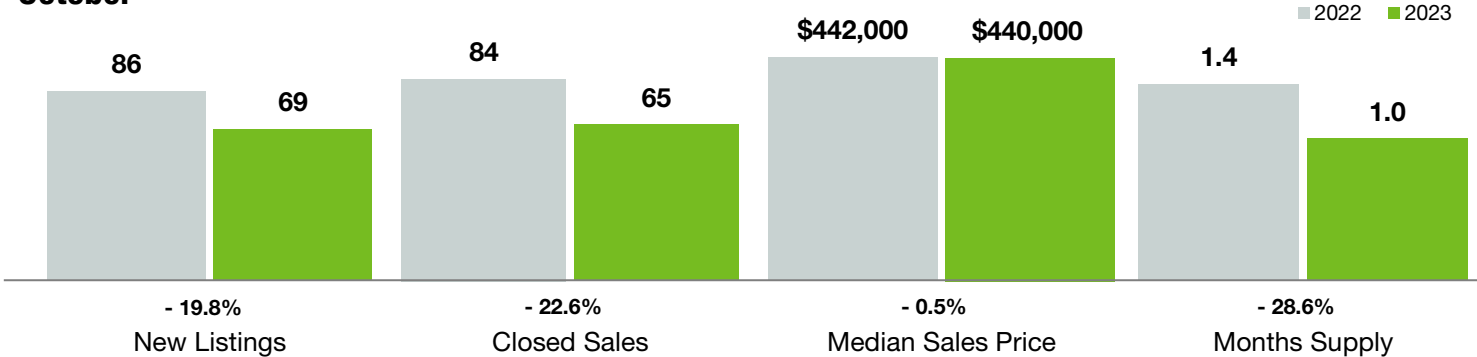
Matthews

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	86	69	- 19.8%	1,089	820	- 24.7%
Pending Sales	56	72	+ 28.6%	918	763	- 16.9%
Closed Sales	84	65	- 22.6%	969	724	- 25.3%
Median Sales Price*	\$442,000	\$440,000	- 0.5%	\$455,000	\$500,000	+ 9.9%
Average Sales Price*	\$488,510	\$520,481	+ 6.5%	\$526,025	\$552,173	+ 5.0%
Percent of Original List Price Received*	97.9%	97.5%	- 0.4%	102.3%	98.6%	- 3.6%
List to Close	60	62	+ 3.3%	62	73	+ 17.7%
Days on Market Until Sale	26	30	+ 15.4%	14	32	+ 128.6%
Cumulative Days on Market Until Sale	19	27	+ 42.1%	12	32	+ 166.7%
Average List Price	\$511,550	\$621,285	+ 21.5%	\$524,328	\$584,075	+ 11.4%
Inventory of Homes for Sale	135	75	- 44.4%	--	--	--
Months Supply of Inventory	1.4	1.0	- 28.6%	--	--	--

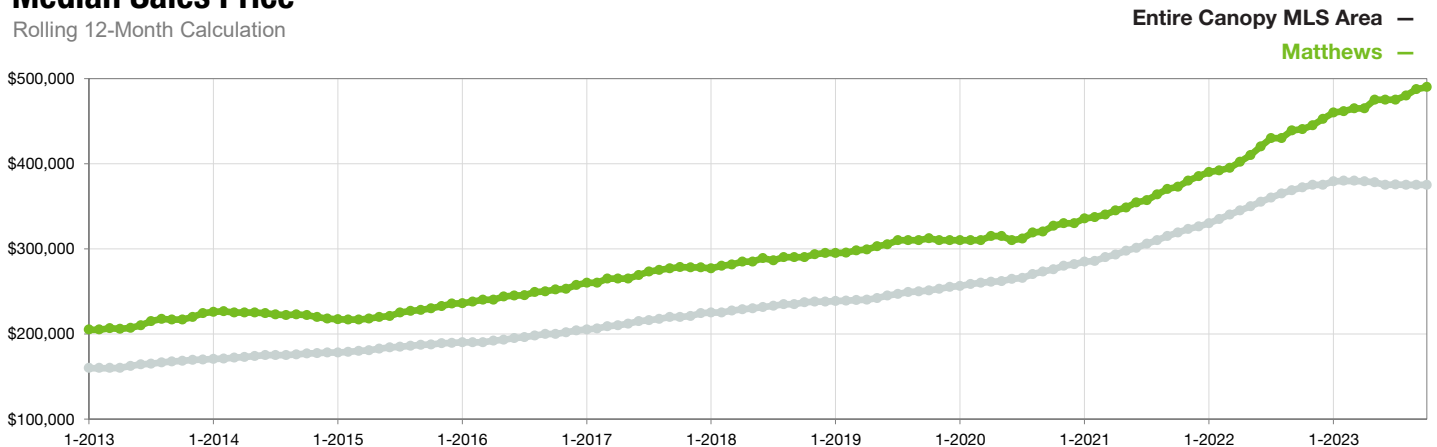
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October



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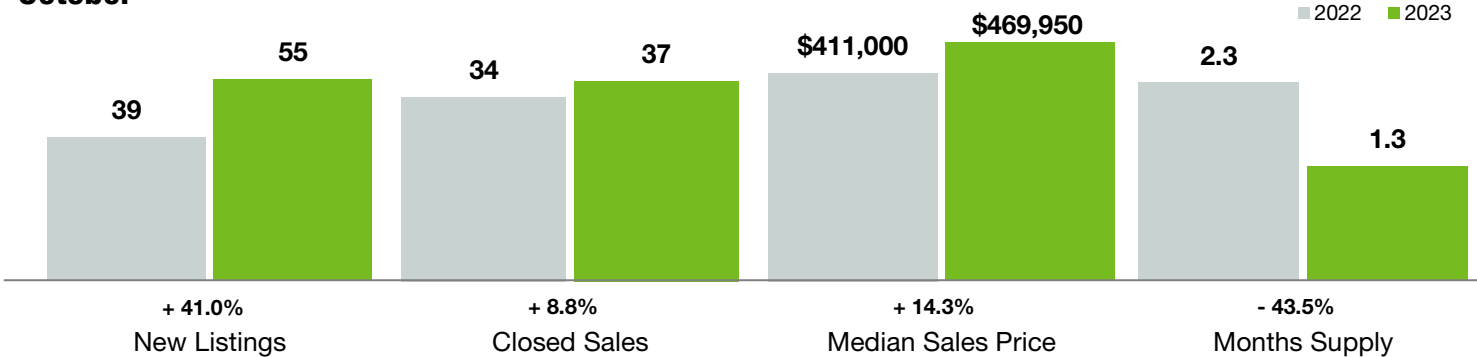
Mint Hill

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	39	55	+ 41.0%	517	475	- 8.1%
Pending Sales	26	38	+ 46.2%	400	463	+ 15.8%
Closed Sales	34	37	+ 8.8%	397	460	+ 15.9%
Median Sales Price*	\$411,000	\$469,950	+ 14.3%	\$475,000	\$485,000	+ 2.1%
Average Sales Price*	\$468,913	\$485,269	+ 3.5%	\$501,570	\$494,618	- 1.4%
Percent of Original List Price Received*	97.6%	96.8%	- 0.8%	101.8%	97.8%	- 3.9%
List to Close	97	91	- 6.2%	75	114	+ 52.0%
Days on Market Until Sale	28	38	+ 35.7%	15	48	+ 220.0%
Cumulative Days on Market Until Sale	28	38	+ 35.7%	16	47	+ 193.8%
Average List Price	\$443,296	\$529,651	+ 19.5%	\$512,988	\$522,492	+ 1.9%
Inventory of Homes for Sale	94	56	- 40.4%	--	--	--
Months Supply of Inventory	2.3	1.3	- 43.5%	--	--	--

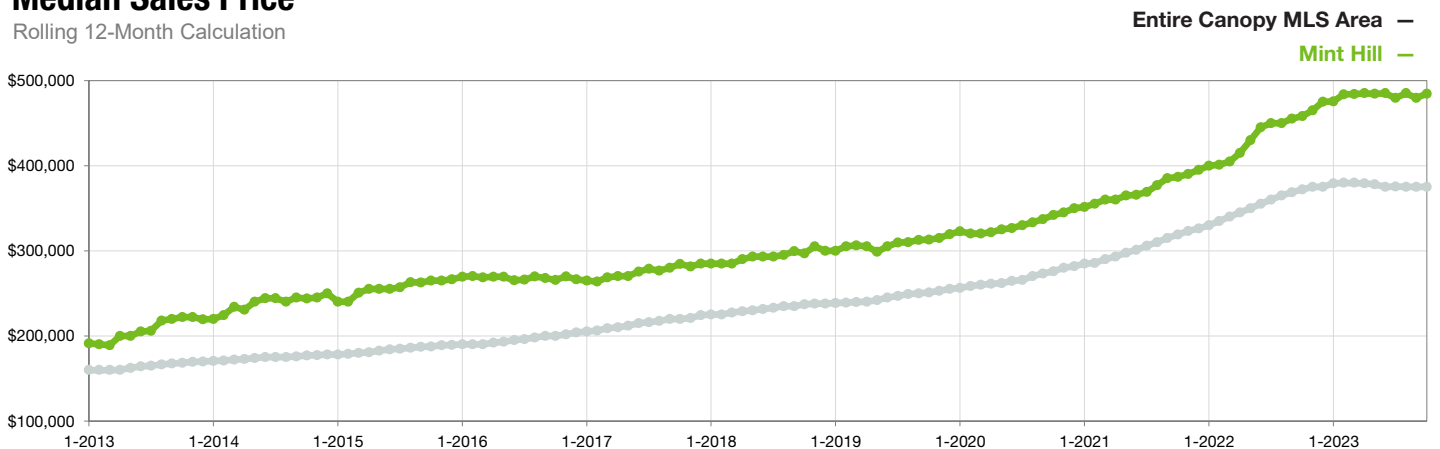
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October



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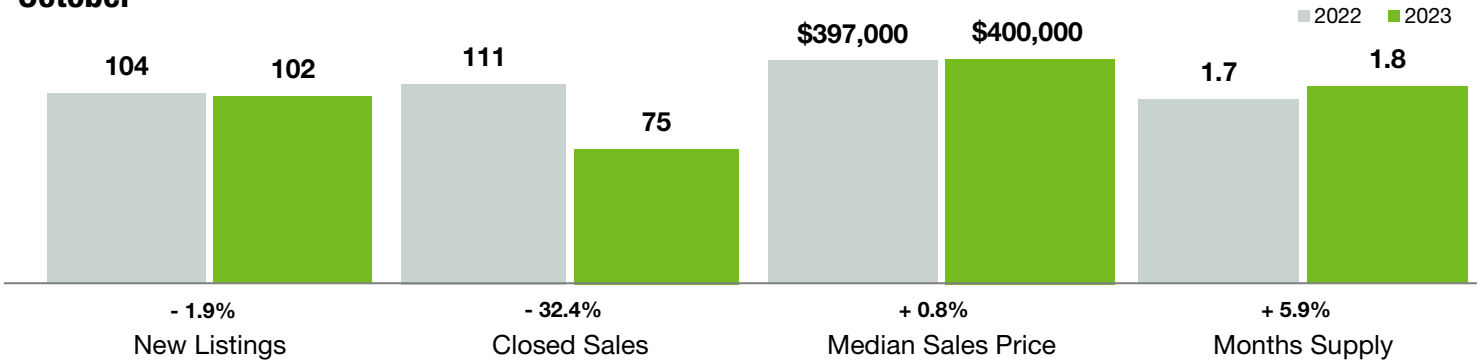
Monroe

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	104	102	- 1.9%	1,430	1,122	- 21.5%
Pending Sales	92	87	- 5.4%	1,159	978	- 15.6%
Closed Sales	111	75	- 32.4%	1,230	924	- 24.9%
Median Sales Price*	\$397,000	\$400,000	+ 0.8%	\$380,050	\$380,000	- 0.0%
Average Sales Price*	\$393,479	\$428,376	+ 8.9%	\$388,959	\$397,162	+ 2.1%
Percent of Original List Price Received*	96.1%	98.1%	+ 2.1%	99.8%	97.0%	- 2.8%
List to Close	80	98	+ 22.5%	78	92	+ 17.9%
Days on Market Until Sale	26	42	+ 61.5%	19	39	+ 105.3%
Cumulative Days on Market Until Sale	26	34	+ 30.8%	22	42	+ 90.9%
Average List Price	\$371,575	\$421,739	+ 13.5%	\$396,415	\$416,629	+ 5.1%
Inventory of Homes for Sale	197	166	- 15.7%	--	--	--
Months Supply of Inventory	1.7	1.8	+ 5.9%	--	--	--

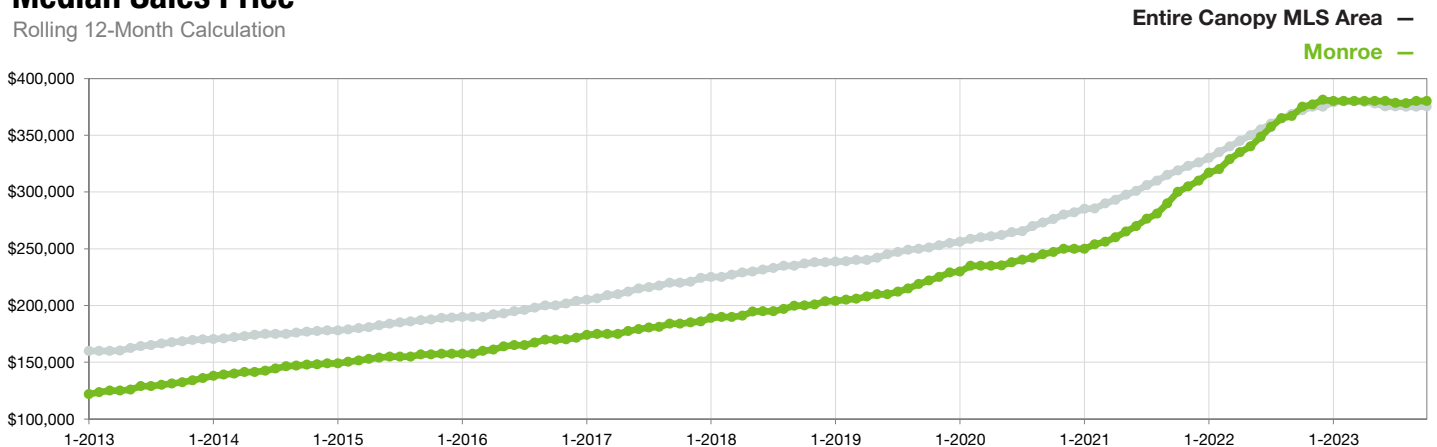
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October



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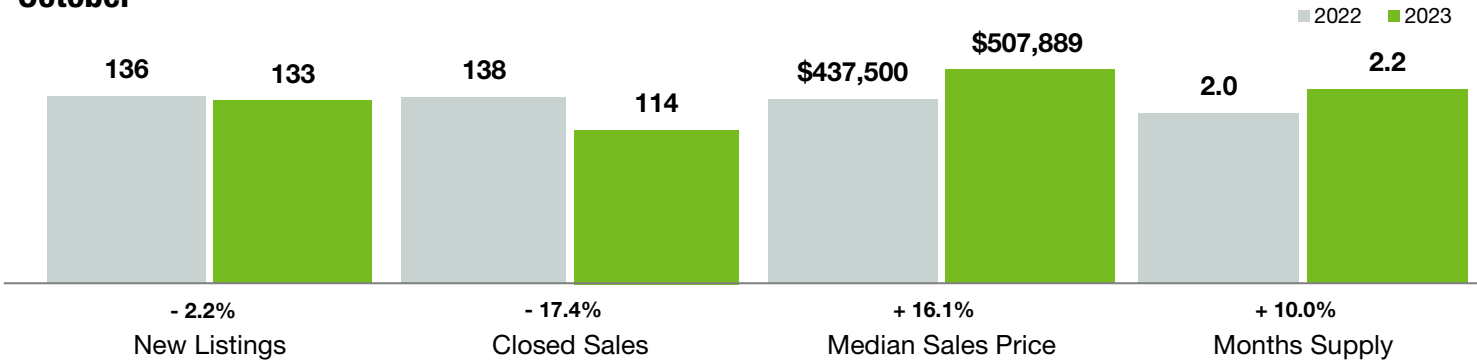
Mooreville

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	136	133	- 2.2%	1,965	1,573	- 19.9%
Pending Sales	130	97	- 25.4%	1,539	1,263	- 17.9%
Closed Sales	138	114	- 17.4%	1,509	1,248	- 17.3%
Median Sales Price*	\$437,500	\$507,889	+ 16.1%	\$458,000	\$471,250	+ 2.9%
Average Sales Price*	\$747,052	\$731,456	- 2.1%	\$631,803	\$671,028	+ 6.2%
Percent of Original List Price Received*	96.5%	95.6%	- 0.9%	99.9%	96.4%	- 3.5%
List to Close	94	89	- 5.3%	69	90	+ 30.4%
Days on Market Until Sale	29	40	+ 37.9%	19	38	+ 100.0%
Cumulative Days on Market Until Sale	29	45	+ 55.2%	19	41	+ 115.8%
Average List Price	\$586,553	\$747,030	+ 27.4%	\$674,921	\$737,920	+ 9.3%
Inventory of Homes for Sale	293	272	- 7.2%	--	--	--
Months Supply of Inventory	2.0	2.2	+ 10.0%	--	--	--

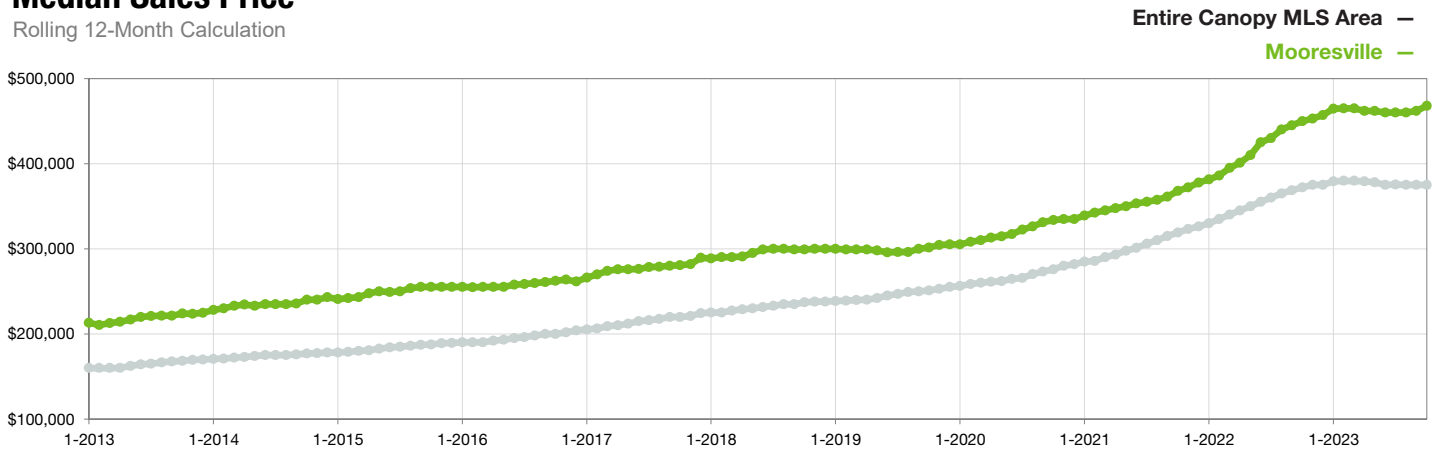
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October



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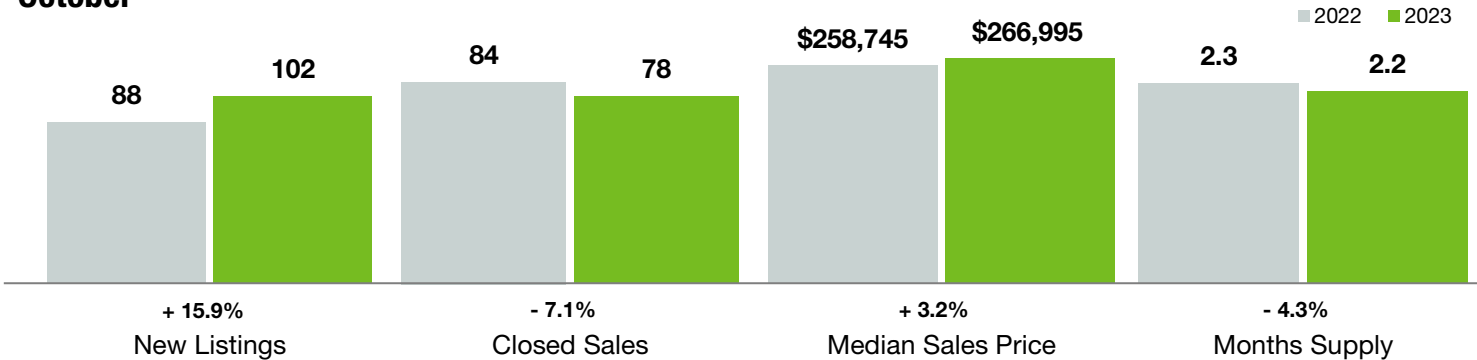
Salisbury

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	88	102	+ 15.9%	1,211	998	- 17.6%
Pending Sales	60	76	+ 26.7%	938	828	- 11.7%
Closed Sales	84	78	- 7.1%	998	804	- 19.4%
Median Sales Price*	\$258,745	\$266,995	+ 3.2%	\$255,000	\$260,000	+ 2.0%
Average Sales Price*	\$263,793	\$285,731	+ 8.3%	\$285,370	\$289,300	+ 1.4%
Percent of Original List Price Received*	95.0%	96.0%	+ 1.1%	99.1%	95.4%	- 3.7%
List to Close	92	75	- 18.5%	76	82	+ 7.9%
Days on Market Until Sale	28	32	+ 14.3%	19	37	+ 94.7%
Cumulative Days on Market Until Sale	33	38	+ 15.2%	22	42	+ 90.9%
Average List Price	\$290,479	\$371,613	+ 27.9%	\$293,325	\$319,092	+ 8.8%
Inventory of Homes for Sale	217	174	- 19.8%	--	--	--
Months Supply of Inventory	2.3	2.2	- 4.3%	--	--	--

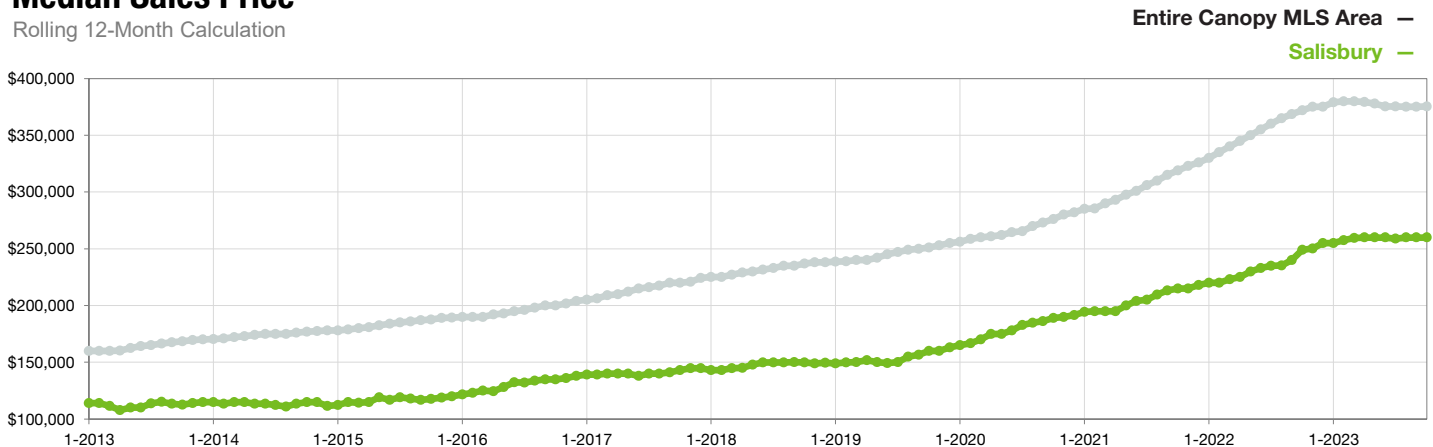
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October



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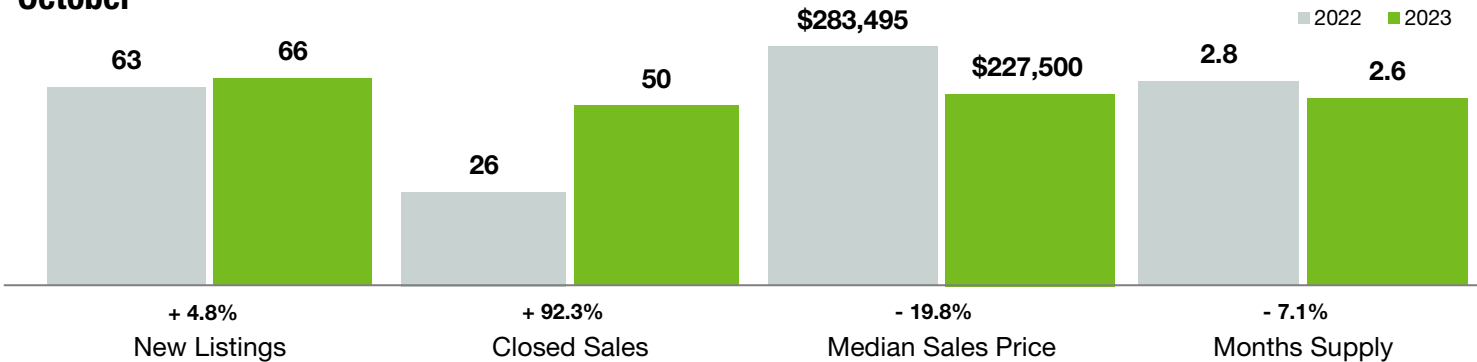
Shelby

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	63	66	+ 4.8%	657	712	+ 8.4%
Pending Sales	37	59	+ 59.5%	512	597	+ 16.6%
Closed Sales	26	50	+ 92.3%	551	561	+ 1.8%
Median Sales Price*	\$283,495	\$227,500	- 19.8%	\$225,000	\$235,000	+ 4.4%
Average Sales Price*	\$292,434	\$248,981	- 14.9%	\$249,922	\$260,675	+ 4.3%
Percent of Original List Price Received*	94.0%	93.9%	- 0.1%	97.6%	94.9%	- 2.8%
List to Close	86	86	0.0%	80	85	+ 6.3%
Days on Market Until Sale	39	44	+ 12.8%	27	42	+ 55.6%
Cumulative Days on Market Until Sale	39	55	+ 41.0%	27	48	+ 77.8%
Average List Price	\$275,954	\$279,218	+ 1.2%	\$258,205	\$278,570	+ 7.9%
Inventory of Homes for Sale	145	147	+ 1.4%	--	--	--
Months Supply of Inventory	2.8	2.6	- 7.1%	--	--	--

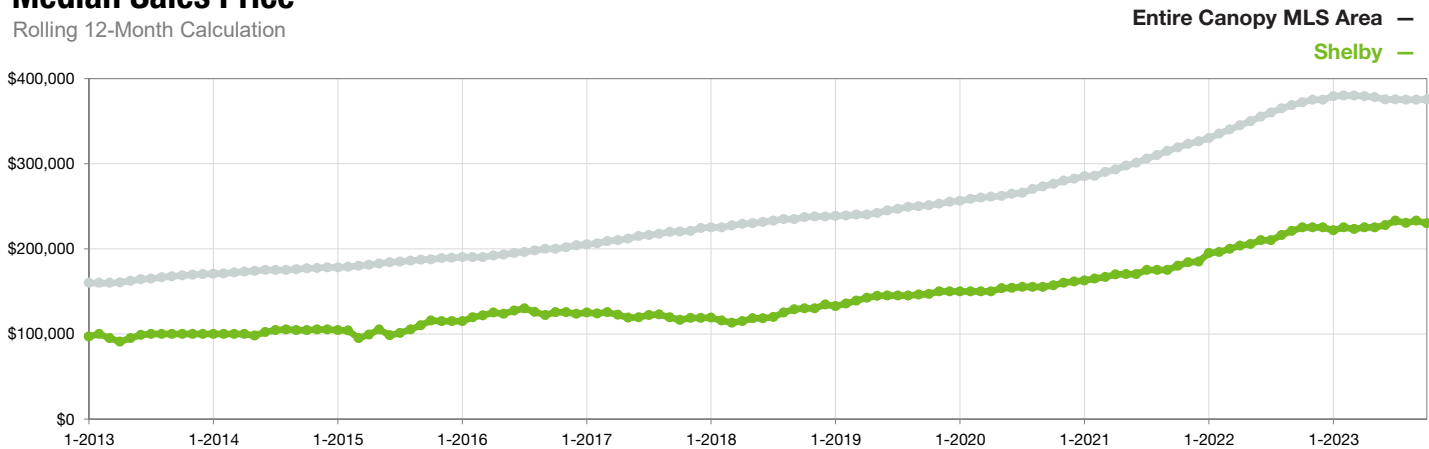
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October



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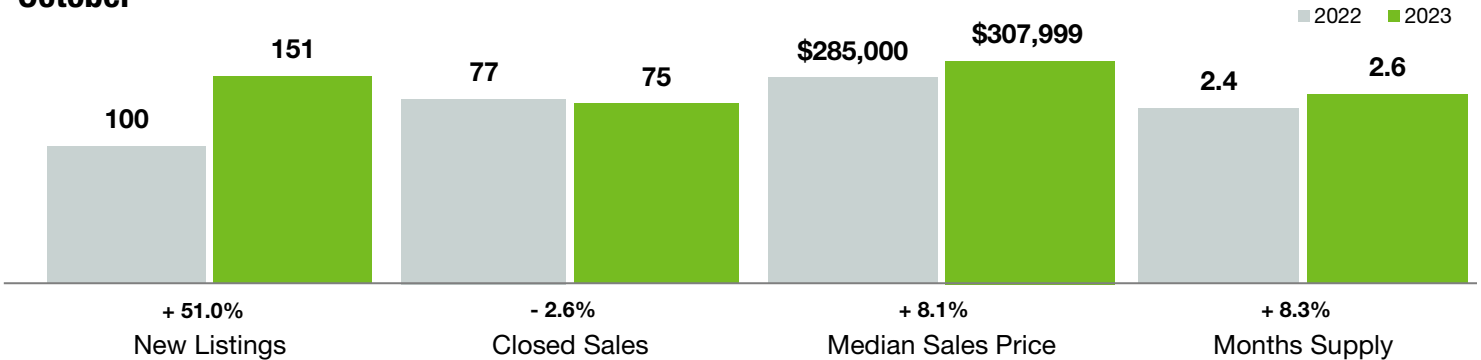
Statesville

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	100	151	+ 51.0%	1,225	1,240	+ 1.2%
Pending Sales	82	102	+ 24.4%	958	999	+ 4.3%
Closed Sales	77	75	- 2.6%	974	910	- 6.6%
Median Sales Price*	\$285,000	\$307,999	+ 8.1%	\$276,000	\$293,499	+ 6.3%
Average Sales Price*	\$283,608	\$289,523	+ 2.1%	\$298,826	\$301,894	+ 1.0%
Percent of Original List Price Received*	94.7%	97.3%	+ 2.7%	98.6%	95.9%	- 2.7%
List to Close	75	71	- 5.3%	64	89	+ 39.1%
Days on Market Until Sale	33	27	- 18.2%	21	45	+ 114.3%
Cumulative Days on Market Until Sale	36	32	- 11.1%	21	49	+ 133.3%
Average List Price	\$304,595	\$340,153	+ 11.7%	\$306,825	\$331,009	+ 7.9%
Inventory of Homes for Sale	226	239	+ 5.8%	--	--	--
Months Supply of Inventory	2.4	2.6	+ 8.3%	--	--	--

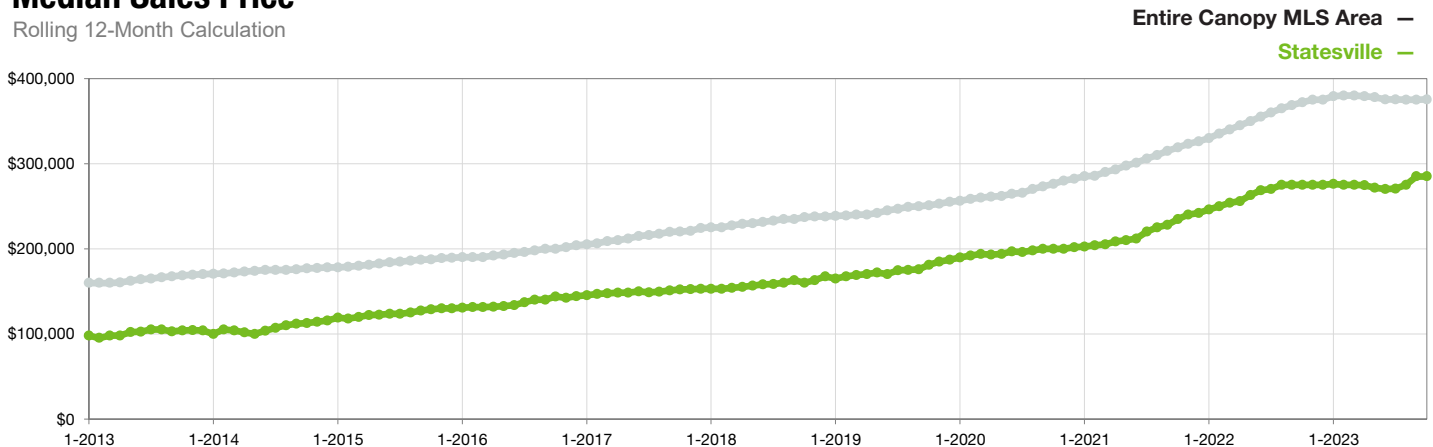
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October



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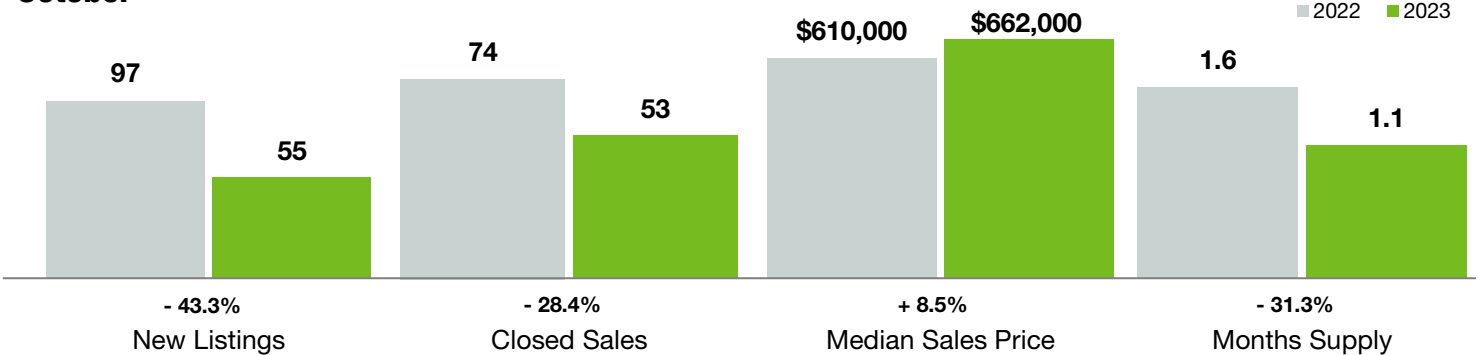
Waxhaw

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	97	55	- 43.3%	1,104	782	- 29.2%
Pending Sales	67	48	- 28.4%	898	715	- 20.4%
Closed Sales	74	53	- 28.4%	930	738	- 20.6%
Median Sales Price*	\$610,000	\$662,000	+ 8.5%	\$610,000	\$665,000	+ 9.0%
Average Sales Price*	\$857,775	\$786,403	- 8.3%	\$735,027	\$770,790	+ 4.9%
Percent of Original List Price Received*	96.6%	97.8%	+ 1.2%	101.8%	98.5%	- 3.2%
List to Close	70	62	- 11.4%	71	86	+ 21.1%
Days on Market Until Sale	26	22	- 15.4%	17	28	+ 64.7%
Cumulative Days on Market Until Sale	27	19	- 29.6%	14	28	+ 100.0%
Average List Price	\$711,670	\$784,672	+ 10.3%	\$742,931	\$825,090	+ 11.1%
Inventory of Homes for Sale	137	76	- 44.5%	--	--	--
Months Supply of Inventory	1.6	1.1	- 31.3%	--	--	--

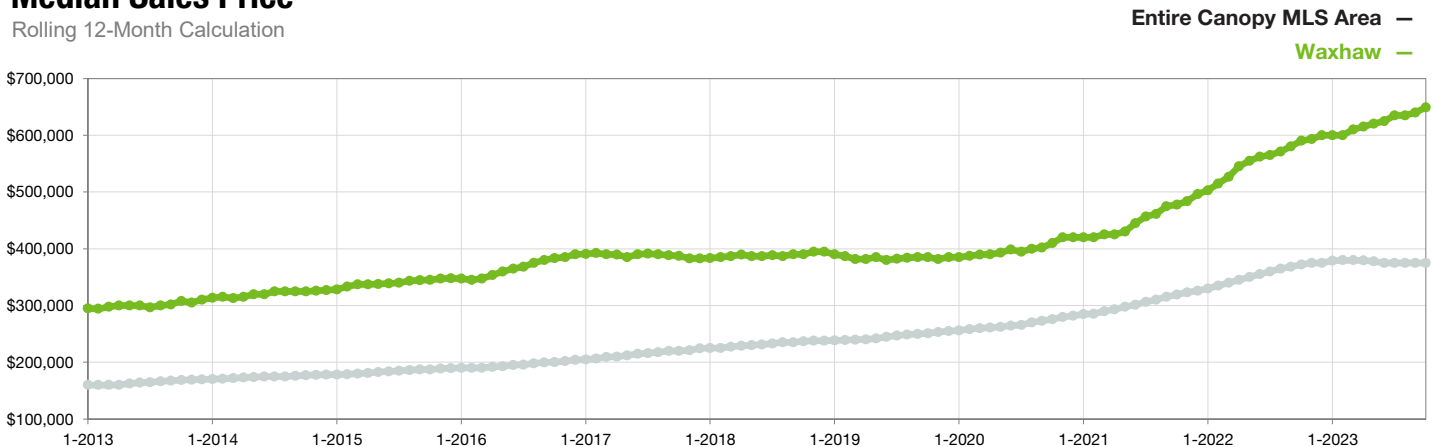
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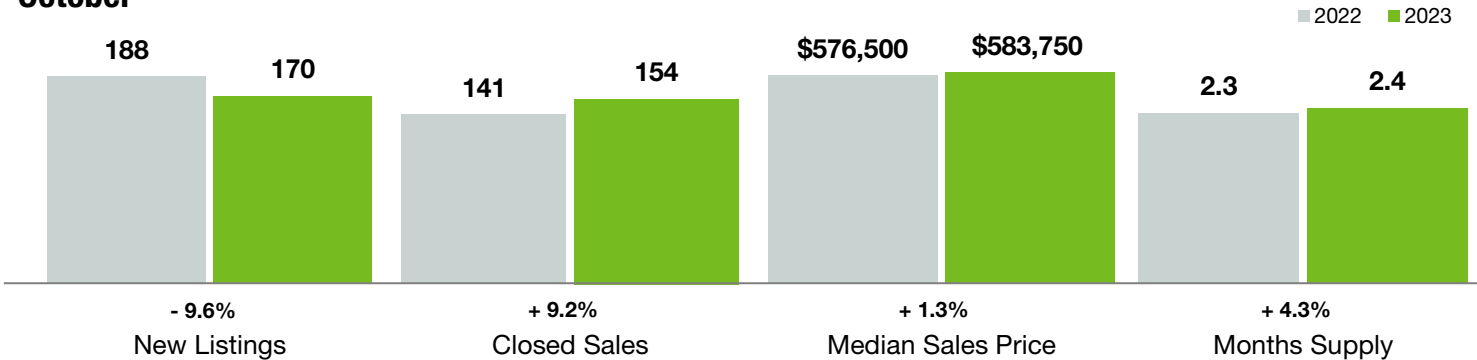
Lake Norman

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	188	170	- 9.6%	2,202	2,020	- 8.3%
Pending Sales	137	122	- 10.9%	1,704	1,627	- 4.5%
Closed Sales	141	154	+ 9.2%	1,740	1,576	- 9.4%
Median Sales Price*	\$576,500	\$583,750	+ 1.3%	\$570,500	\$540,000	- 5.3%
Average Sales Price*	\$956,828	\$903,167	- 5.6%	\$802,400	\$804,729	+ 0.3%
Percent of Original List Price Received*	95.1%	96.2%	+ 1.2%	99.3%	96.6%	- 2.7%
List to Close	91	88	- 3.3%	75	98	+ 30.7%
Days on Market Until Sale	35	41	+ 17.1%	22	41	+ 86.4%
Cumulative Days on Market Until Sale	35	49	+ 40.0%	23	46	+ 100.0%
Average List Price	\$750,602	\$914,045	+ 21.8%	\$864,455	\$915,387	+ 5.9%
Inventory of Homes for Sale	388	366	- 5.7%	--	--	--
Months Supply of Inventory	2.3	2.4	+ 4.3%	--	--	--

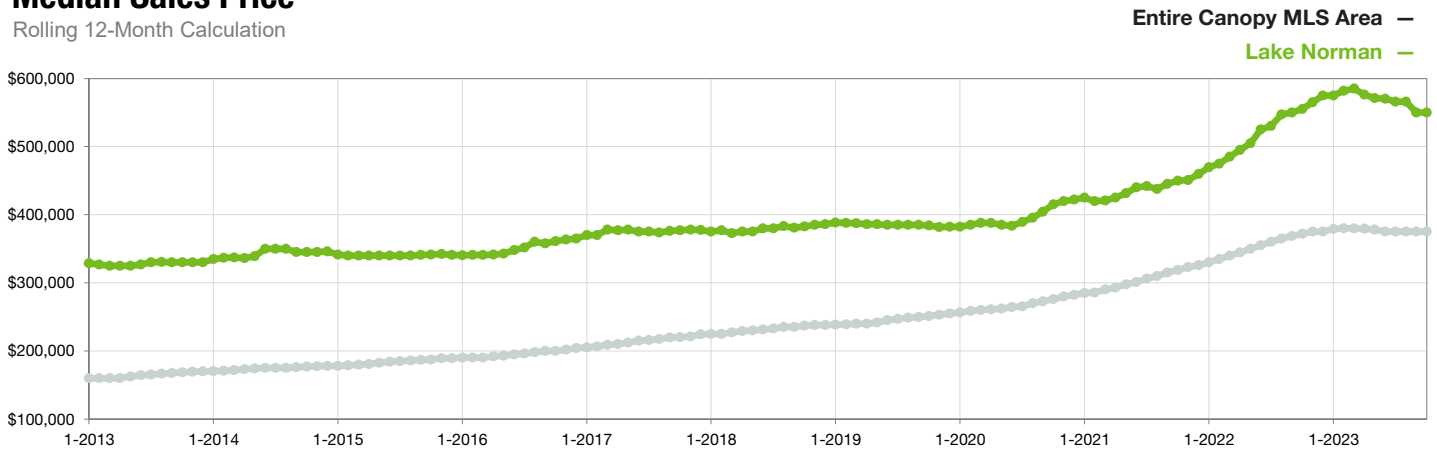
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October



Median Sales Price

Rolling 12-Month Calculation



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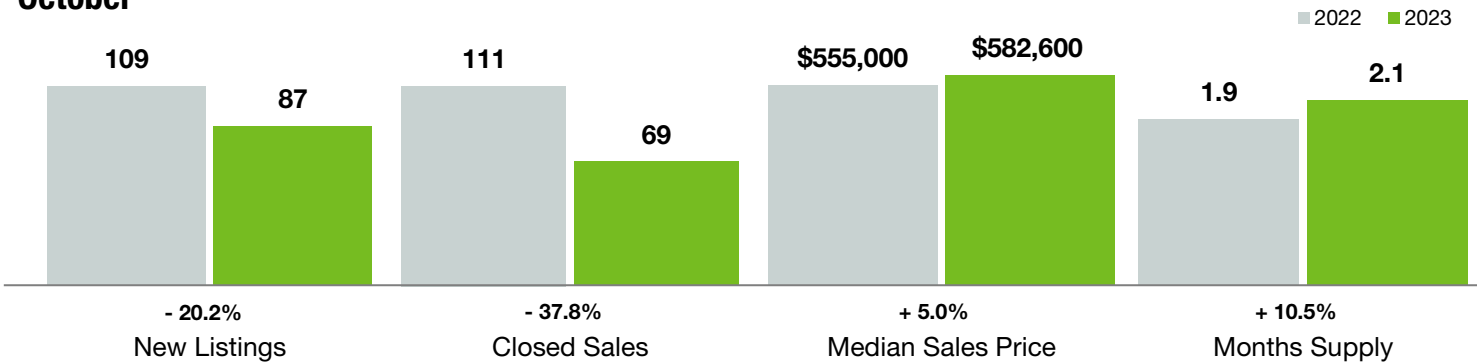
Lake Wylie

North Carolina and South Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	109	87	- 20.2%	1,322	991	- 25.0%
Pending Sales	72	73	+ 1.4%	1,098	830	- 24.4%
Closed Sales	111	69	- 37.8%	1,213	856	- 29.4%
Median Sales Price*	\$555,000	\$582,600	+ 5.0%	\$528,500	\$525,000	- 0.7%
Average Sales Price*	\$593,635	\$607,938	+ 2.4%	\$589,855	\$619,082	+ 5.0%
Percent of Original List Price Received*	98.5%	96.9%	- 1.6%	100.9%	97.6%	- 3.3%
List to Close	113	104	- 8.0%	104	97	- 6.7%
Days on Market Until Sale	24	49	+ 104.2%	20	36	+ 80.0%
Cumulative Days on Market Until Sale	27	53	+ 96.3%	21	39	+ 85.7%
Average List Price	\$663,123	\$776,129	+ 17.0%	\$626,135	\$693,038	+ 10.7%
Inventory of Homes for Sale	209	171	- 18.2%	--	--	--
Months Supply of Inventory	1.9	2.1	+ 10.5%	--	--	--

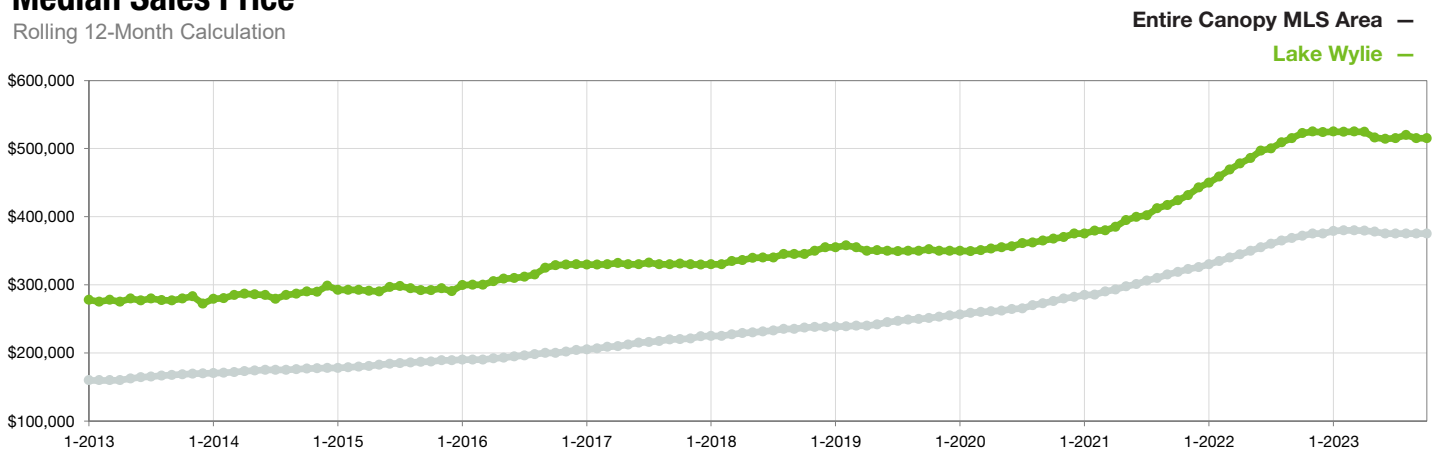
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October



Median Sales Price

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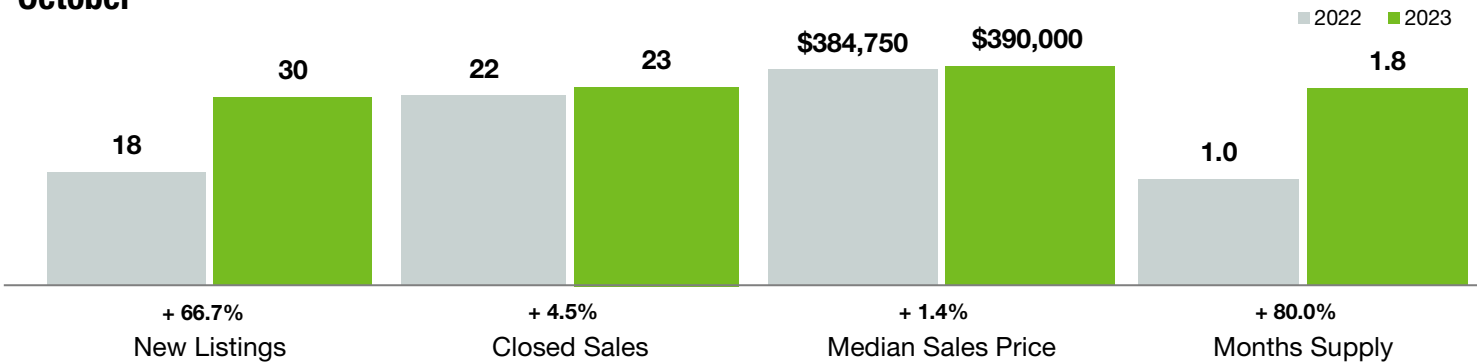
Uptown Charlotte

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	18	30	+ 66.7%	346	251	- 27.5%
Pending Sales	23	18	- 21.7%	310	207	- 33.2%
Closed Sales	22	23	+ 4.5%	318	198	- 37.7%
Median Sales Price*	\$384,750	\$390,000	+ 1.4%	\$367,500	\$389,000	+ 5.9%
Average Sales Price*	\$436,273	\$470,013	+ 7.7%	\$425,586	\$491,530	+ 15.5%
Percent of Original List Price Received*	98.1%	99.0%	+ 0.9%	99.6%	98.7%	- 0.9%
List to Close	52	51	- 1.9%	61	61	0.0%
Days on Market Until Sale	25	15	- 40.0%	23	27	+ 17.4%
Cumulative Days on Market Until Sale	44	16	- 63.6%	27	30	+ 11.1%
Average List Price	\$364,900	\$460,220	+ 26.1%	\$432,518	\$528,948	+ 22.3%
Inventory of Homes for Sale	30	35	+ 16.7%	--	--	--
Months Supply of Inventory	1.0	1.8	+ 80.0%	--	--	--

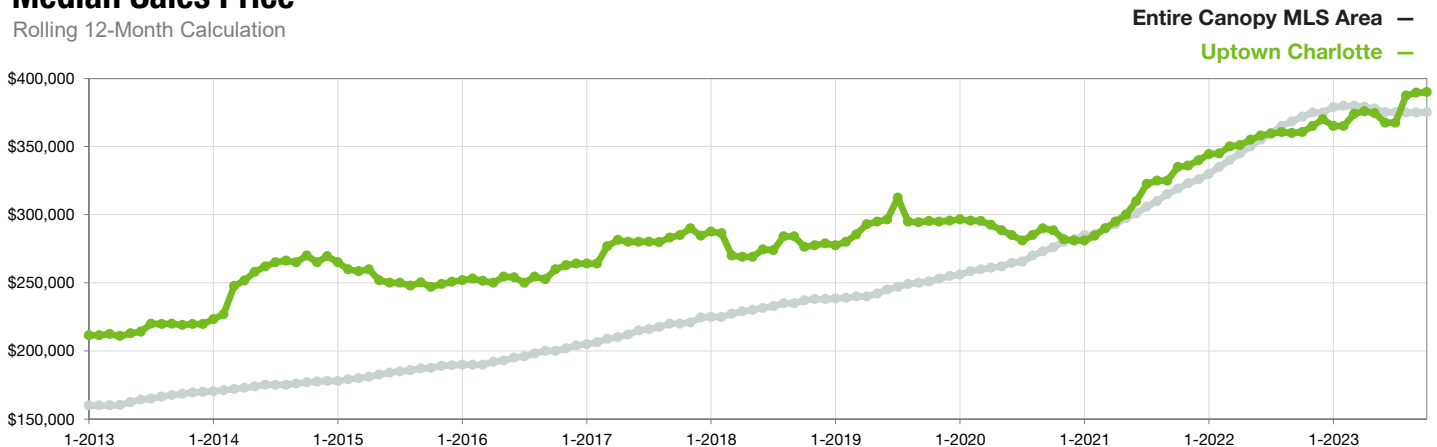
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October



Median Sales Price

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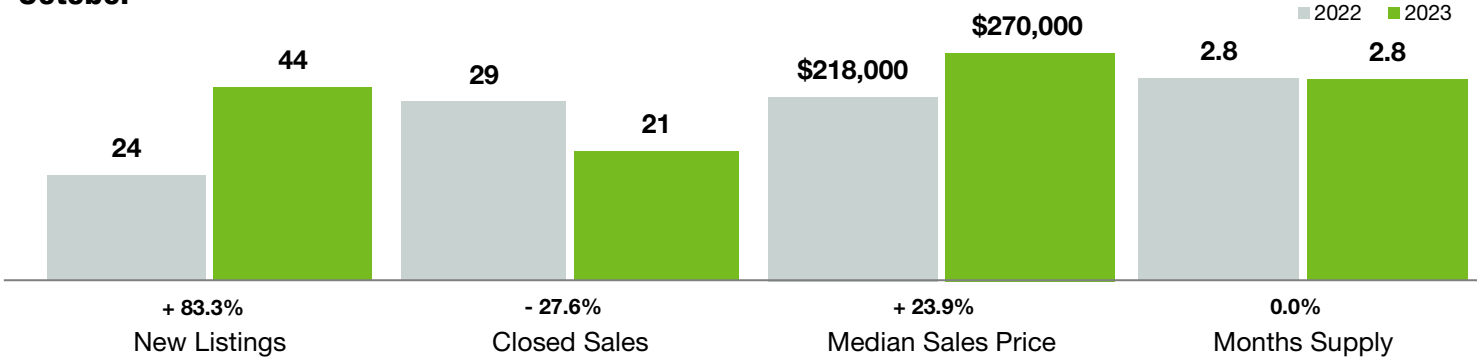
Chester County

South Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	24	44	+ 83.3%	313	470	+ 50.2%
Pending Sales	17	27	+ 58.8%	248	326	+ 31.5%
Closed Sales	29	21	- 27.6%	252	318	+ 26.2%
Median Sales Price*	\$218,000	\$270,000	+ 23.9%	\$208,000	\$255,000	+ 22.6%
Average Sales Price*	\$237,476	\$282,350	+ 18.9%	\$226,948	\$248,815	+ 9.6%
Percent of Original List Price Received*	94.8%	95.7%	+ 0.9%	95.1%	95.6%	+ 0.5%
List to Close	78	87	+ 11.5%	79	91	+ 15.2%
Days on Market Until Sale	33	35	+ 6.1%	33	35	+ 6.1%
Cumulative Days on Market Until Sale	37	51	+ 37.8%	38	42	+ 10.5%
Average List Price	\$244,475	\$266,583	+ 9.0%	\$232,384	\$276,155	+ 18.8%
Inventory of Homes for Sale	67	85	+ 26.9%	--	--	--
Months Supply of Inventory	2.8	2.8	0.0%	--	--	--

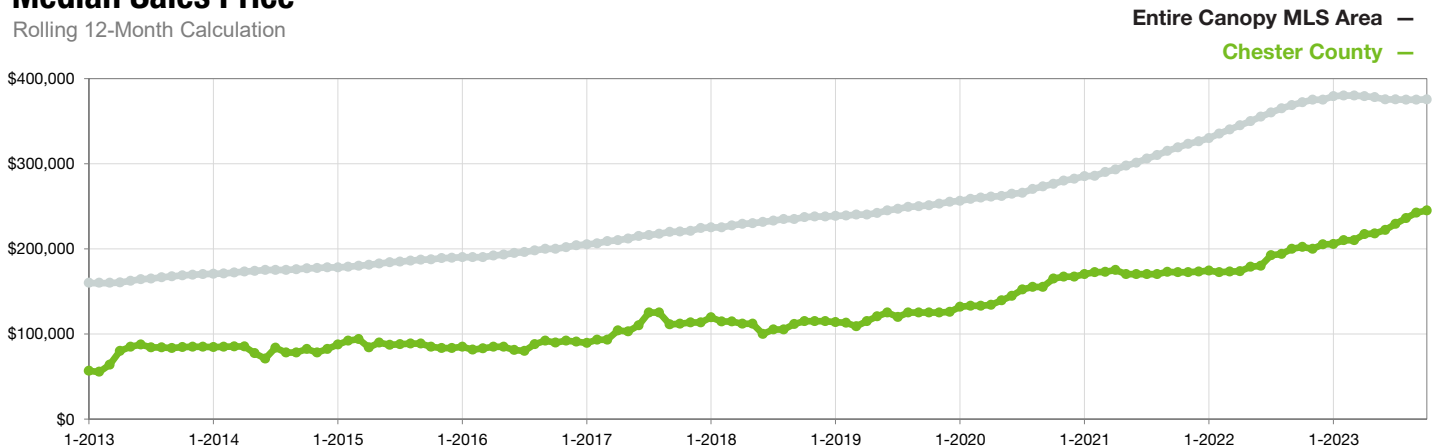
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October



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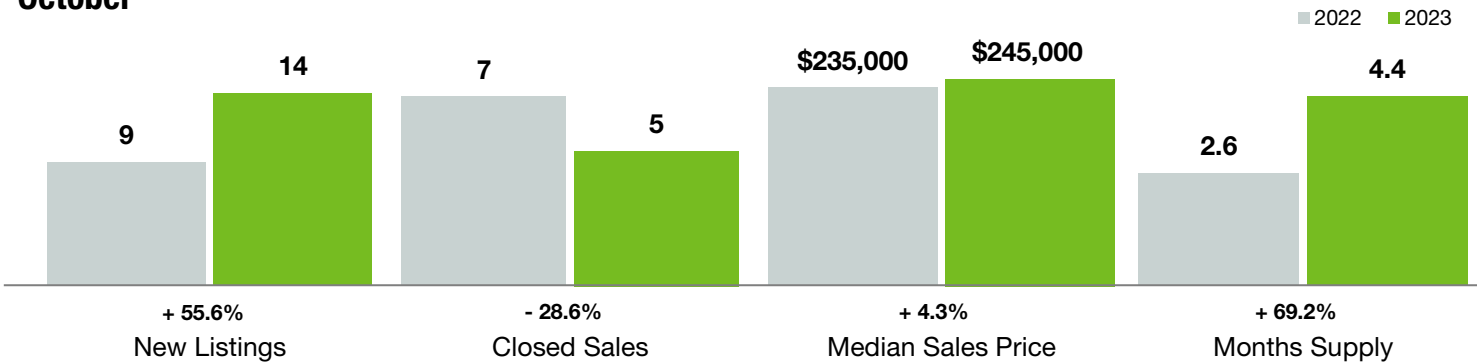
Chesterfield County

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	9	14	+ 55.6%	138	110	- 20.3%
Pending Sales	9	5	- 44.4%	127	81	- 36.2%
Closed Sales	7	5	- 28.6%	129	85	- 34.1%
Median Sales Price*	\$235,000	\$245,000	+ 4.3%	\$228,300	\$240,000	+ 5.1%
Average Sales Price*	\$222,897	\$210,980	- 5.3%	\$215,791	\$235,615	+ 9.2%
Percent of Original List Price Received*	101.2%	92.8%	- 8.3%	97.5%	95.9%	- 1.6%
List to Close	111	92	- 17.1%	118	116	- 1.7%
Days on Market Until Sale	42	30	- 28.6%	52	61	+ 17.3%
Cumulative Days on Market Until Sale	48	30	- 37.5%	55	65	+ 18.2%
Average List Price	\$214,311	\$302,007	+ 40.9%	\$229,401	\$253,918	+ 10.7%
Inventory of Homes for Sale	31	33	+ 6.5%	--	--	--
Months Supply of Inventory	2.6	4.4	+ 69.2%	--	--	--

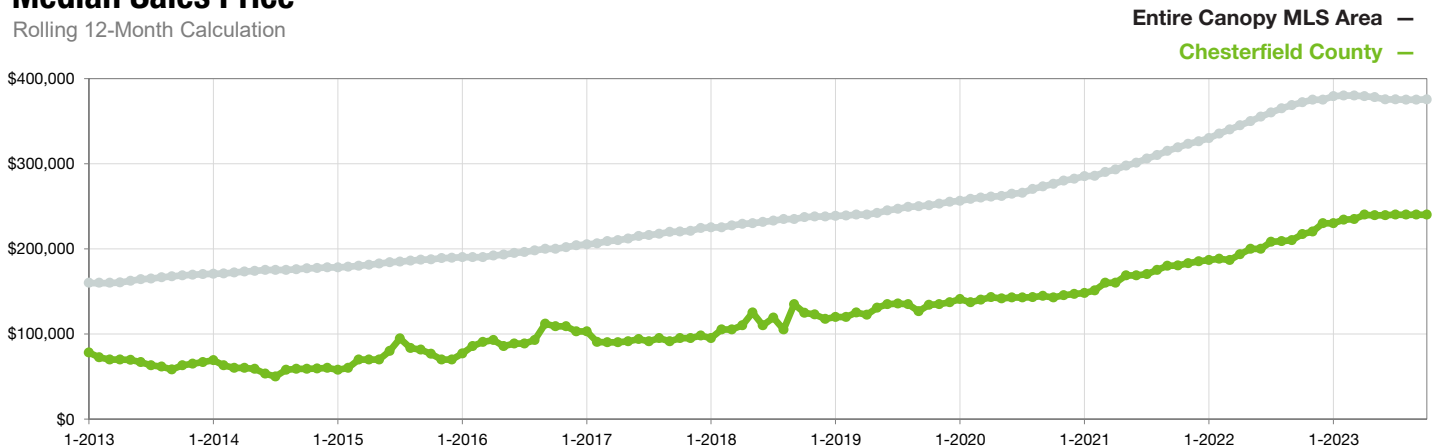
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October



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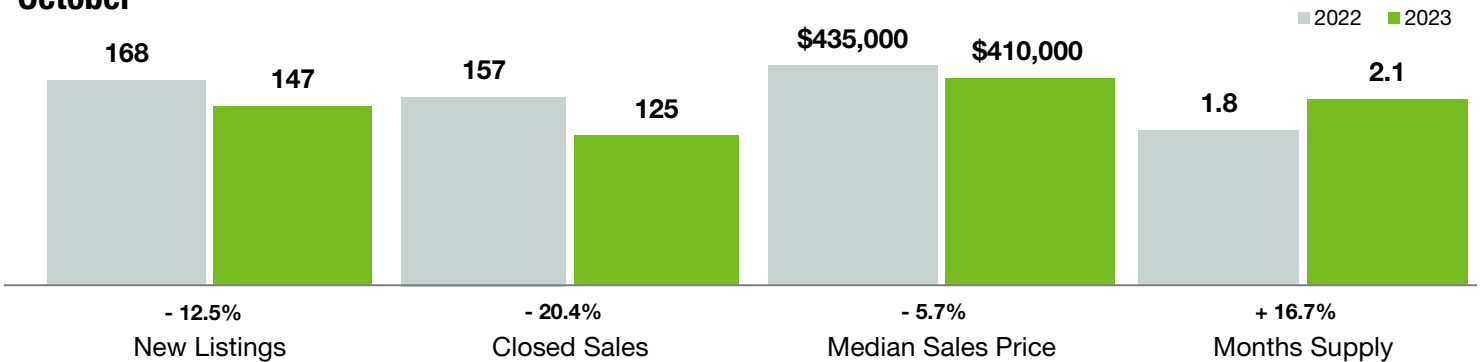
Lancaster County

South Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	168	147	- 12.5%	2,158	1,618	- 25.0%
Pending Sales	149	113	- 24.2%	1,757	1,389	- 20.9%
Closed Sales	157	125	- 20.4%	1,728	1,383	- 20.0%
Median Sales Price*	\$435,000	\$410,000	- 5.7%	\$435,000	\$415,000	- 4.6%
Average Sales Price*	\$472,101	\$416,564	- 11.8%	\$447,300	\$436,422	- 2.4%
Percent of Original List Price Received*	97.0%	97.8%	+ 0.8%	100.4%	97.7%	- 2.7%
List to Close	102	87	- 14.7%	79	88	+ 11.4%
Days on Market Until Sale	33	33	0.0%	20	36	+ 80.0%
Cumulative Days on Market Until Sale	25	36	+ 44.0%	18	40	+ 122.2%
Average List Price	\$493,177	\$443,485	- 10.1%	\$455,274	\$444,478	- 2.4%
Inventory of Homes for Sale	304	285	- 6.3%	--	--	--
Months Supply of Inventory	1.8	2.1	+ 16.7%	--	--	--

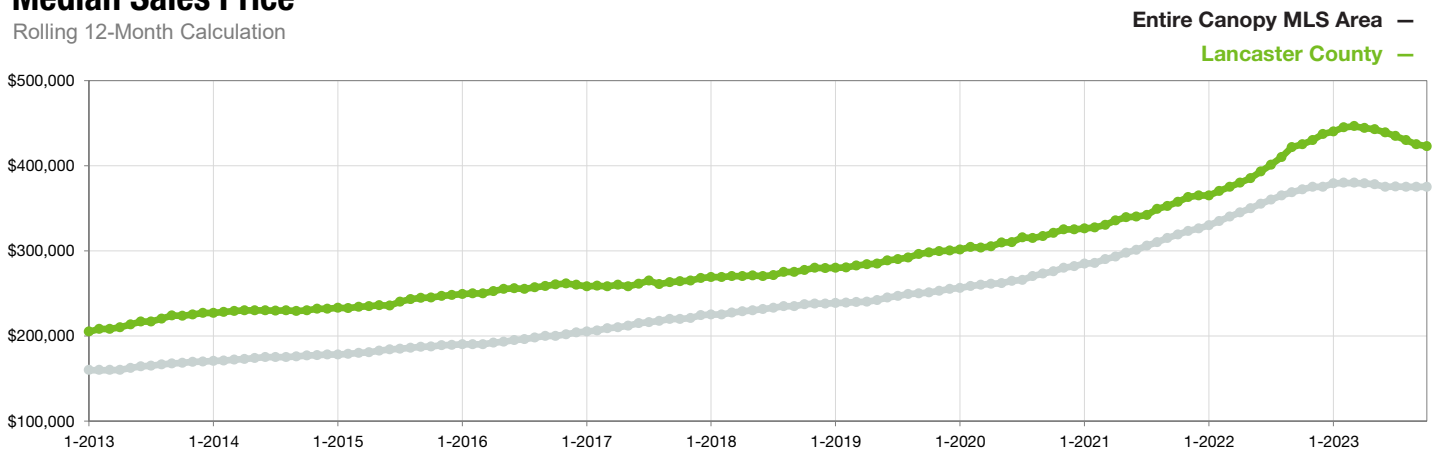
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October



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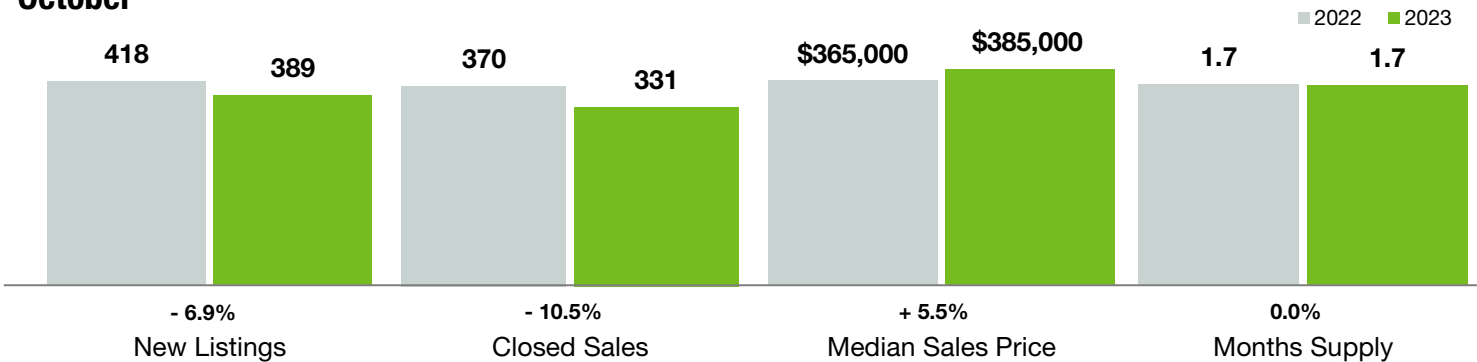
York County

South Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	418	389	- 6.9%	5,030	4,117	- 18.2%
Pending Sales	319	329	+ 3.1%	4,209	3,649	- 13.3%
Closed Sales	370	331	- 10.5%	4,366	3,536	- 19.0%
Median Sales Price*	\$365,000	\$385,000	+ 5.5%	\$380,120	\$380,000	- 0.0%
Average Sales Price*	\$425,900	\$448,435	+ 5.3%	\$426,177	\$437,808	+ 2.7%
Percent of Original List Price Received*	96.4%	97.3%	+ 0.9%	100.5%	97.4%	- 3.1%
List to Close	76	78	+ 2.6%	73	82	+ 12.3%
Days on Market Until Sale	28	36	+ 28.6%	19	33	+ 73.7%
Cumulative Days on Market Until Sale	29	33	+ 13.8%	18	36	+ 100.0%
Average List Price	\$422,692	\$464,332	+ 9.9%	\$435,653	\$462,194	+ 6.1%
Inventory of Homes for Sale	695	571	- 17.8%	--	--	--
Months Supply of Inventory	1.7	1.7	0.0%	--	--	--

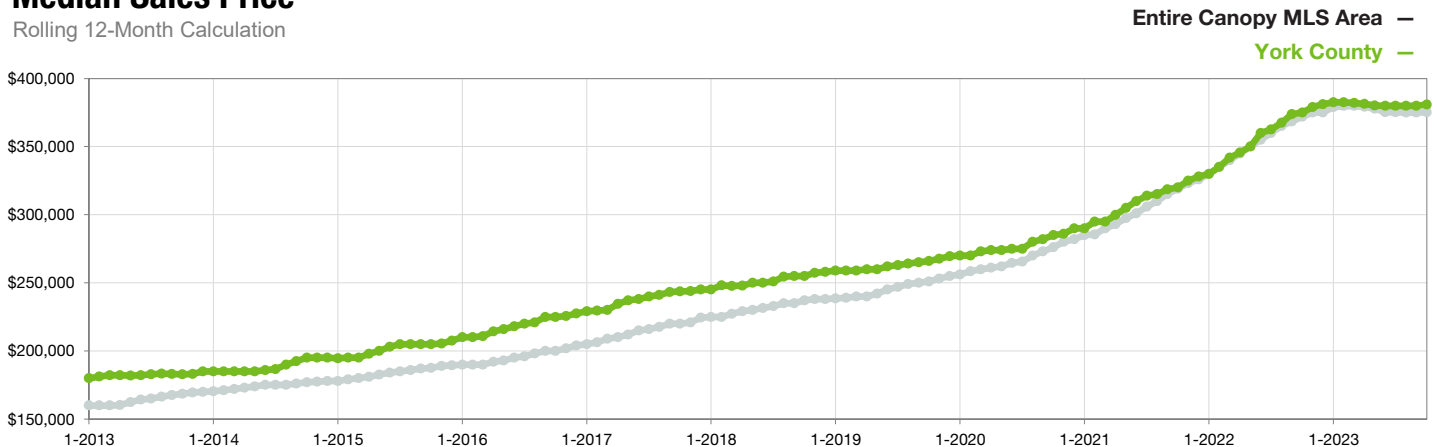
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October



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Local Market Update for October 2023

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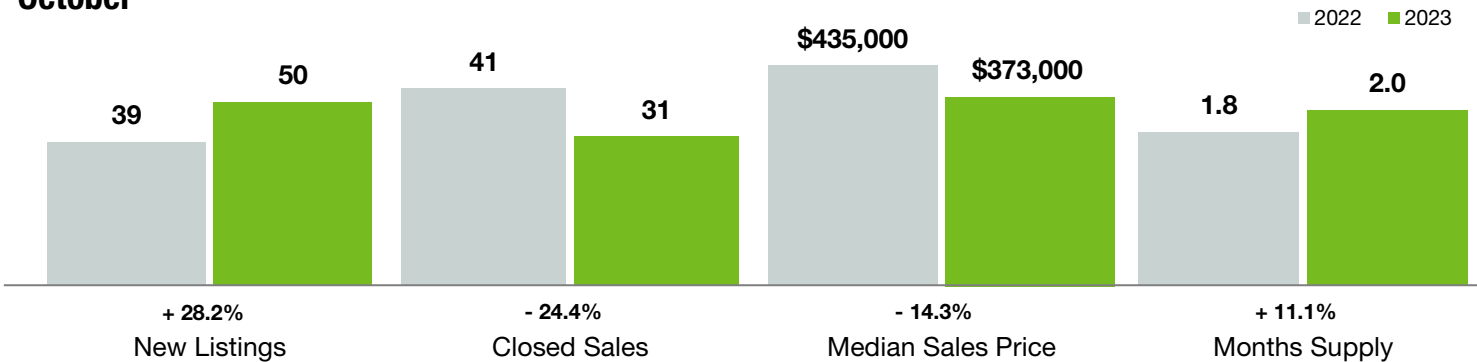
Town of Clover

South Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	39	50	+ 28.2%	625	429	- 31.4%
Pending Sales	40	36	- 10.0%	529	353	- 33.3%
Closed Sales	41	31	- 24.4%	580	337	- 41.9%
Median Sales Price*	\$435,000	\$373,000	- 14.3%	\$363,000	\$380,000	+ 4.7%
Average Sales Price*	\$480,291	\$498,439	+ 3.8%	\$414,363	\$451,914	+ 9.1%
Percent of Original List Price Received*	96.4%	96.8%	+ 0.4%	100.0%	96.6%	- 3.4%
List to Close	77	78	+ 1.3%	90	85	- 5.6%
Days on Market Until Sale	24	40	+ 66.7%	23	41	+ 78.3%
Cumulative Days on Market Until Sale	28	46	+ 64.3%	24	47	+ 95.8%
Average List Price	\$459,429	\$546,699	+ 19.0%	\$440,809	\$479,804	+ 8.8%
Inventory of Homes for Sale	94	68	- 27.7%	--	--	--
Months Supply of Inventory	1.8	2.0	+ 11.1%	--	--	--

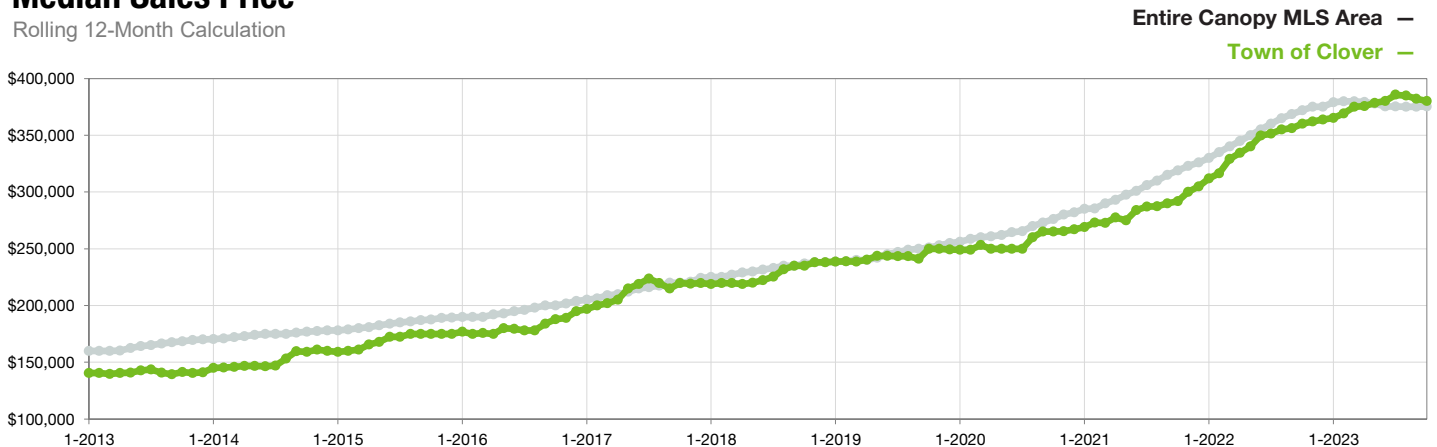
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October



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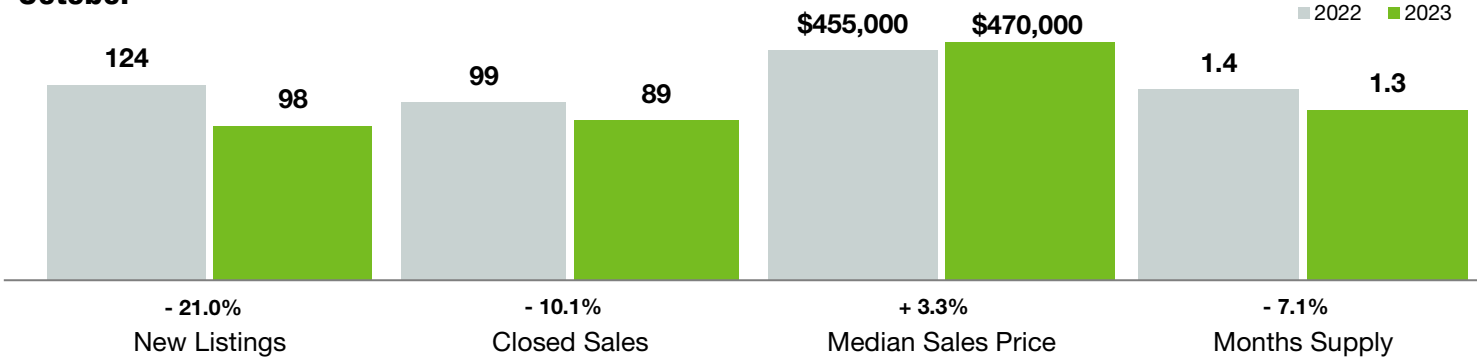
Fort Mill

South Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	124	98	- 21.0%	1,369	1,193	- 12.9%
Pending Sales	107	87	- 18.7%	1,178	1,082	- 8.1%
Closed Sales	99	89	- 10.1%	1,184	1,052	- 11.1%
Median Sales Price*	\$455,000	\$470,000	+ 3.3%	\$459,945	\$450,000	- 2.2%
Average Sales Price*	\$569,154	\$555,778	- 2.4%	\$525,885	\$520,040	- 1.1%
Percent of Original List Price Received*	97.5%	98.3%	+ 0.8%	101.7%	98.4%	- 3.2%
List to Close	70	76	+ 8.6%	72	83	+ 15.3%
Days on Market Until Sale	23	32	+ 39.1%	16	28	+ 75.0%
Cumulative Days on Market Until Sale	24	25	+ 4.2%	14	28	+ 100.0%
Average List Price	\$521,340	\$586,296	+ 12.5%	\$530,144	\$558,775	+ 5.4%
Inventory of Homes for Sale	161	128	- 20.5%	--	--	--
Months Supply of Inventory	1.4	1.3	- 7.1%	--	--	--

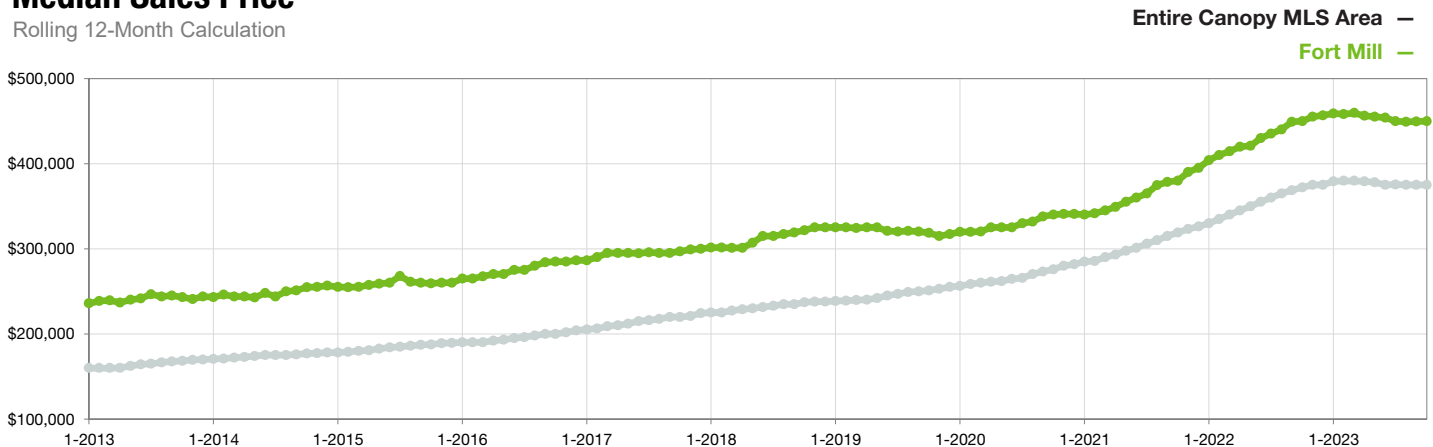
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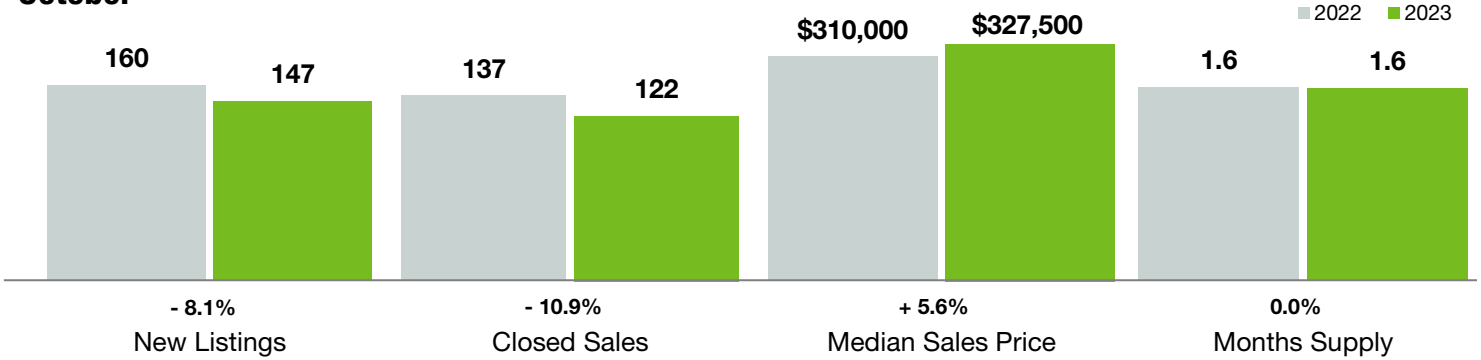
Rock Hill

South Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	160	147	- 8.1%	1,847	1,414	- 23.4%
Pending Sales	120	124	+ 3.3%	1,503	1,274	- 15.2%
Closed Sales	137	122	- 10.9%	1,549	1,227	- 20.8%
Median Sales Price*	\$310,000	\$327,500	+ 5.6%	\$320,000	\$325,000	+ 1.6%
Average Sales Price*	\$327,003	\$358,064	+ 9.5%	\$337,070	\$345,385	+ 2.5%
Percent of Original List Price Received*	95.5%	97.8%	+ 2.4%	100.1%	97.5%	- 2.6%
List to Close	69	73	+ 5.8%	62	73	+ 17.7%
Days on Market Until Sale	26	31	+ 19.2%	19	30	+ 57.9%
Cumulative Days on Market Until Sale	27	28	+ 3.7%	17	33	+ 94.1%
Average List Price	\$332,713	\$363,263	+ 9.2%	\$345,688	\$359,619	+ 4.0%
Inventory of Homes for Sale	240	193	- 19.6%	--	--	--
Months Supply of Inventory	1.6	1.6	0.0%	--	--	--

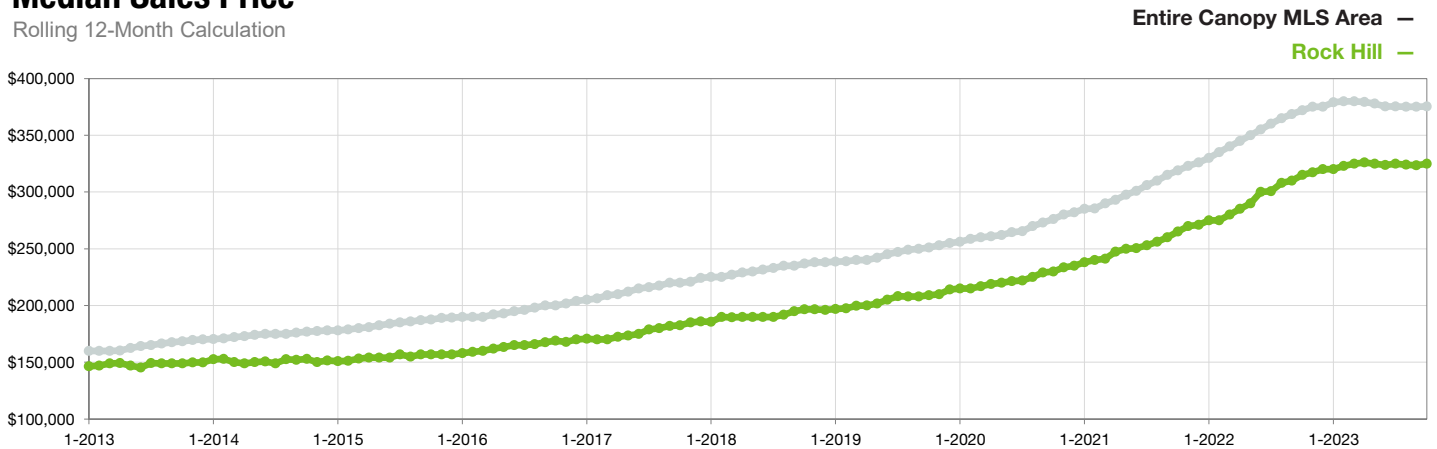
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October



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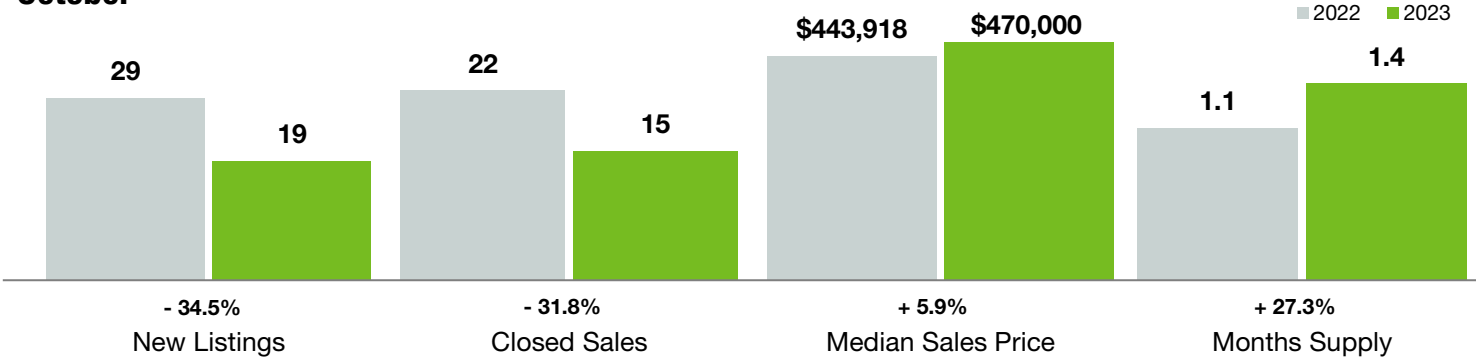
Tega Cay

South Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	29	19	- 34.5%	345	268	- 22.3%
Pending Sales	22	20	- 9.1%	316	231	- 26.9%
Closed Sales	22	15	- 31.8%	313	229	- 26.8%
Median Sales Price*	\$443,918	\$470,000	+ 5.9%	\$470,000	\$485,000	+ 3.2%
Average Sales Price*	\$509,231	\$511,456	+ 0.4%	\$506,345	\$544,059	+ 7.4%
Percent of Original List Price Received*	98.4%	97.5%	- 0.9%	102.3%	98.0%	- 4.2%
List to Close	99	94	- 5.1%	97	100	+ 3.1%
Days on Market Until Sale	15	46	+ 206.7%	14	28	+ 100.0%
Cumulative Days on Market Until Sale	42	31	- 26.2%	21	36	+ 71.4%
Average List Price	\$521,513	\$504,633	- 3.2%	\$529,910	\$558,556	+ 5.4%
Inventory of Homes for Sale	34	32	- 5.9%	--	--	--
Months Supply of Inventory	1.1	1.4	+ 27.3%	--	--	--

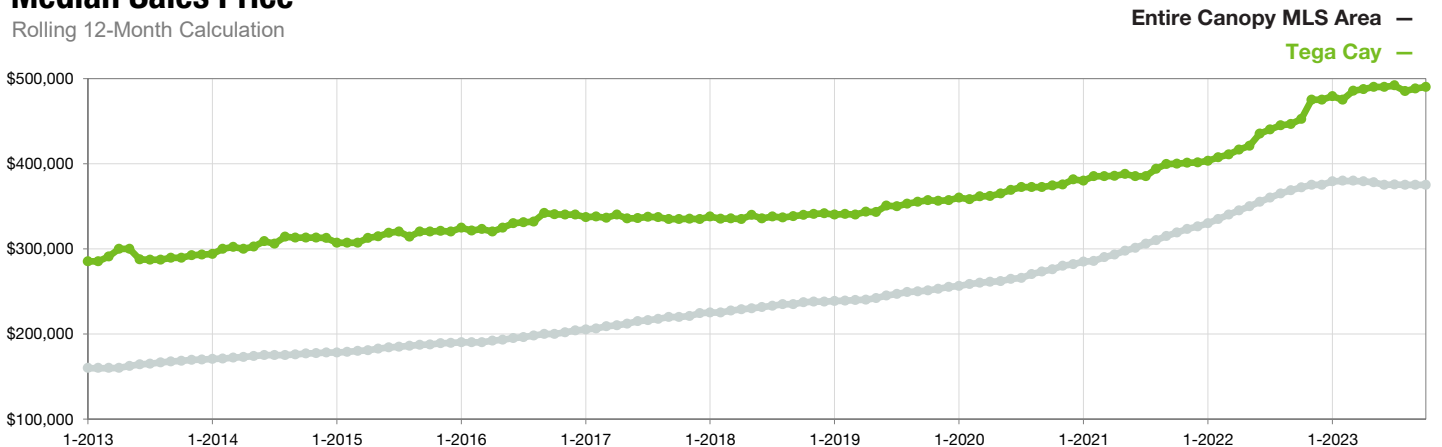
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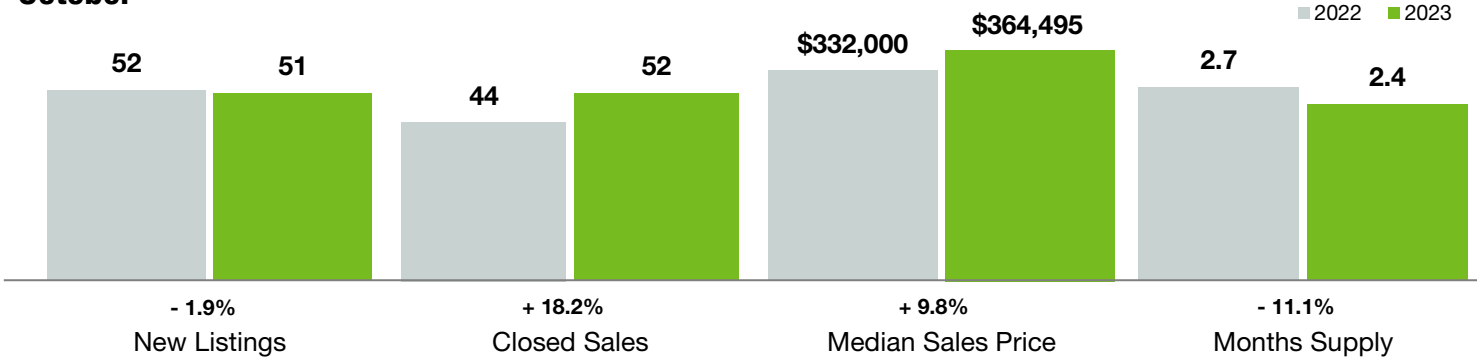
Town of York

South Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	52	51	- 1.9%	580	592	+ 2.1%
Pending Sales	27	42	+ 55.6%	455	500	+ 9.9%
Closed Sales	44	52	+ 18.2%	468	487	+ 4.1%
Median Sales Price*	\$332,000	\$364,495	+ 9.8%	\$365,000	\$350,000	- 4.1%
Average Sales Price*	\$379,847	\$391,915	+ 3.2%	\$407,903	\$393,195	- 3.6%
Percent of Original List Price Received*	95.4%	95.5%	+ 0.1%	99.2%	96.4%	- 2.8%
List to Close	89	89	0.0%	73	94	+ 28.8%
Days on Market Until Sale	44	48	+ 9.1%	23	48	+ 108.7%
Cumulative Days on Market Until Sale	35	48	+ 37.1%	21	52	+ 147.6%
Average List Price	\$368,758	\$384,383	+ 4.2%	\$410,718	\$415,598	+ 1.2%
Inventory of Homes for Sale	120	116	- 3.3%	--	--	--
Months Supply of Inventory	2.7	2.4	- 11.1%	--	--	--

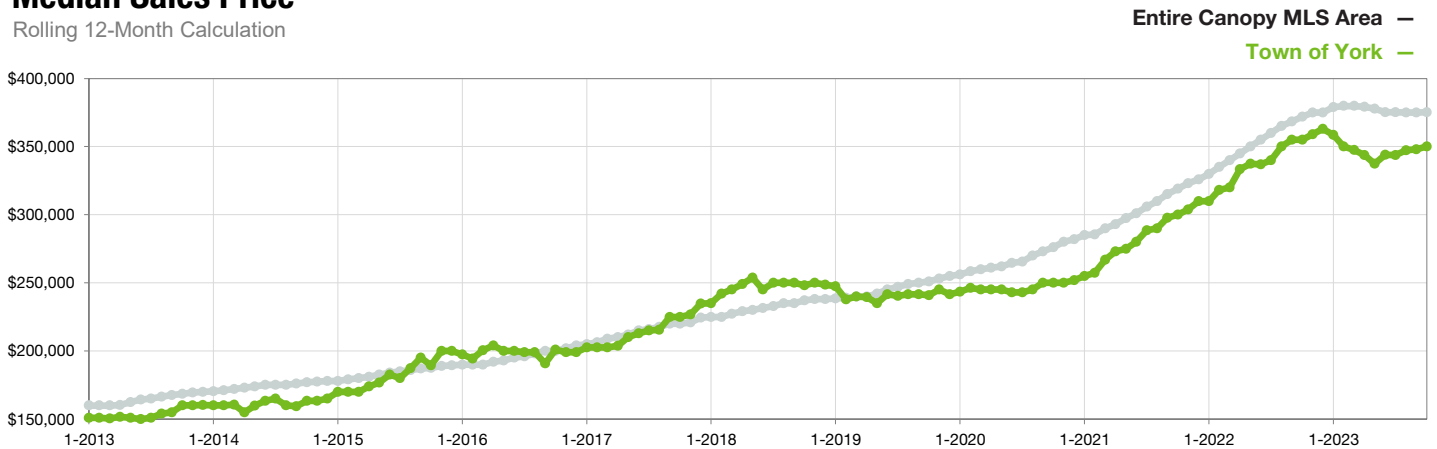
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

October



Median Sales Price

Rolling 12-Month Calculation



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

Local Market Update for October 2023

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION
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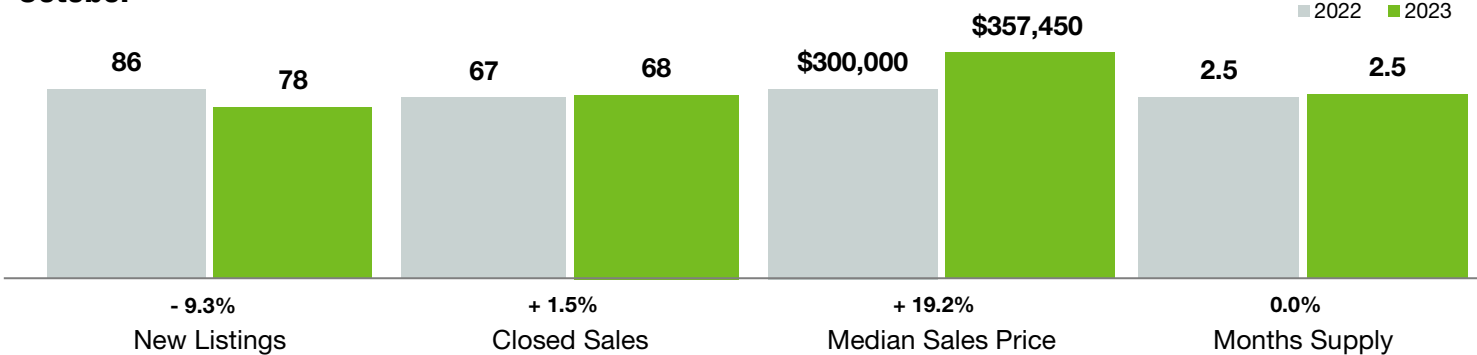
Town of Lancaster

South Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	86	78	- 9.3%	963	814	- 15.5%
Pending Sales	81	54	- 33.3%	725	684	- 5.7%
Closed Sales	67	68	+ 1.5%	728	665	- 8.7%
Median Sales Price*	\$300,000	\$357,450	+ 19.2%	\$320,450	\$305,000	- 4.8%
Average Sales Price*	\$393,133	\$357,757	- 9.0%	\$362,021	\$351,760	- 2.8%
Percent of Original List Price Received*	96.1%	96.7%	+ 0.6%	99.4%	97.0%	- 2.4%
List to Close	75	108	+ 44.0%	79	88	+ 11.4%
Days on Market Until Sale	27	41	+ 51.9%	23	40	+ 73.9%
Cumulative Days on Market Until Sale	29	44	+ 51.7%	22	46	+ 109.1%
Average List Price	\$437,952	\$418,691	- 4.4%	\$370,227	\$372,361	+ 0.6%
Inventory of Homes for Sale	180	167	- 7.2%	--	--	--
Months Supply of Inventory	2.5	2.5	0.0%	--	--	--

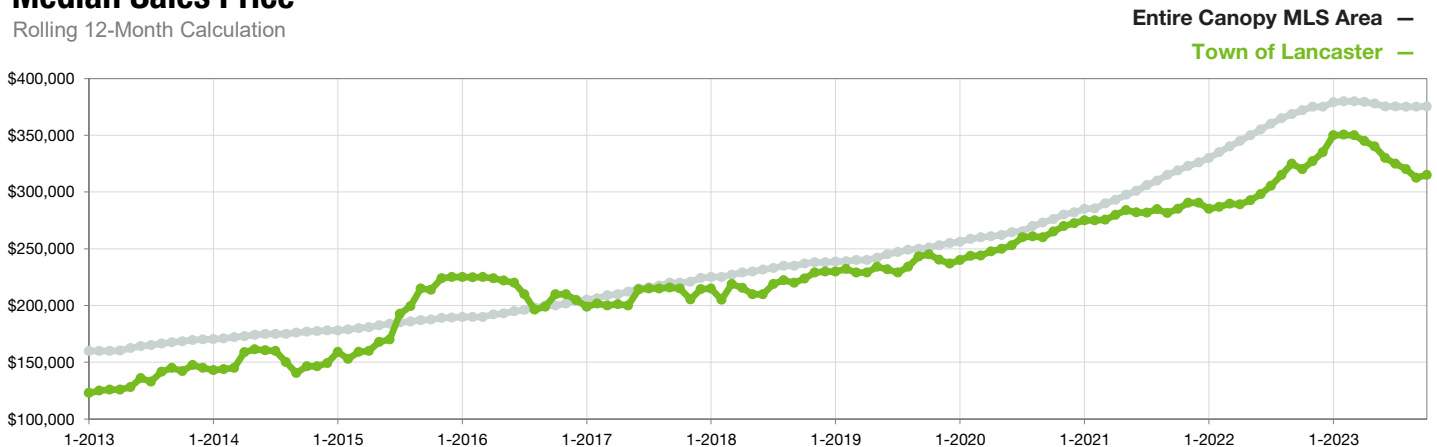
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October



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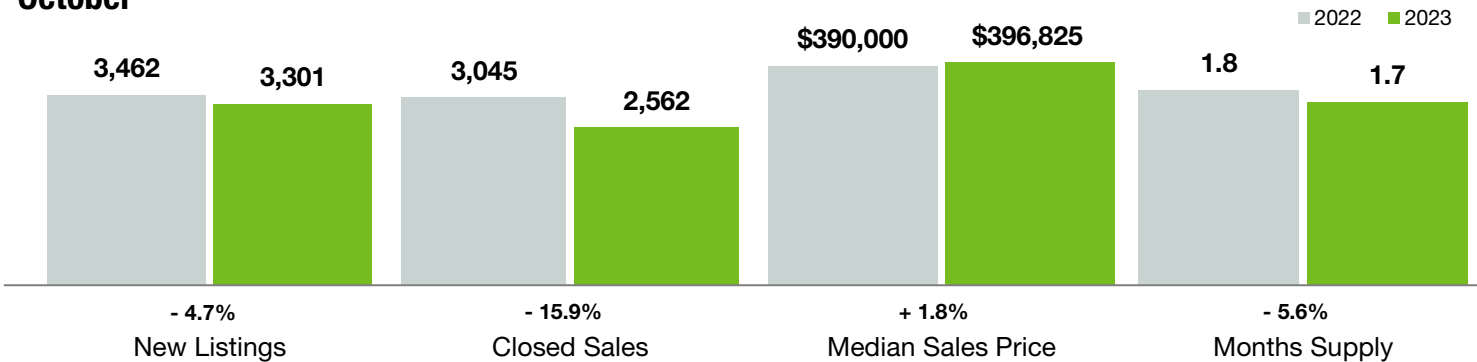
Charlotte MSA

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

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	3,462	3,301	- 4.7%	43,033	34,248	- 20.4%
Pending Sales	2,519	2,596	+ 3.1%	34,929	30,050	- 14.0%
Closed Sales	3,045	2,562	- 15.9%	36,627	29,189	- 20.3%
Median Sales Price*	\$390,000	\$396,825	+ 1.8%	\$390,000	\$395,000	+ 1.3%
Average Sales Price*	\$463,783	\$483,401	+ 4.2%	\$458,704	\$478,665	+ 4.4%
Percent of Original List Price Received*	96.6%	97.7%	+ 1.1%	100.7%	97.6%	- 3.1%
List to Close	83	79	- 4.8%	75	86	+ 14.7%
Days on Market Until Sale	27	31	+ 14.8%	19	35	+ 84.2%
Cumulative Days on Market Until Sale	28	32	+ 14.3%	19	37	+ 94.7%
Average List Price	\$476,074	\$510,842	+ 7.3%	\$474,185	\$508,797	+ 7.3%
Inventory of Homes for Sale	6,246	4,794	- 23.2%	--	--	--
Months Supply of Inventory	1.8	1.7	- 5.6%	--	--	--

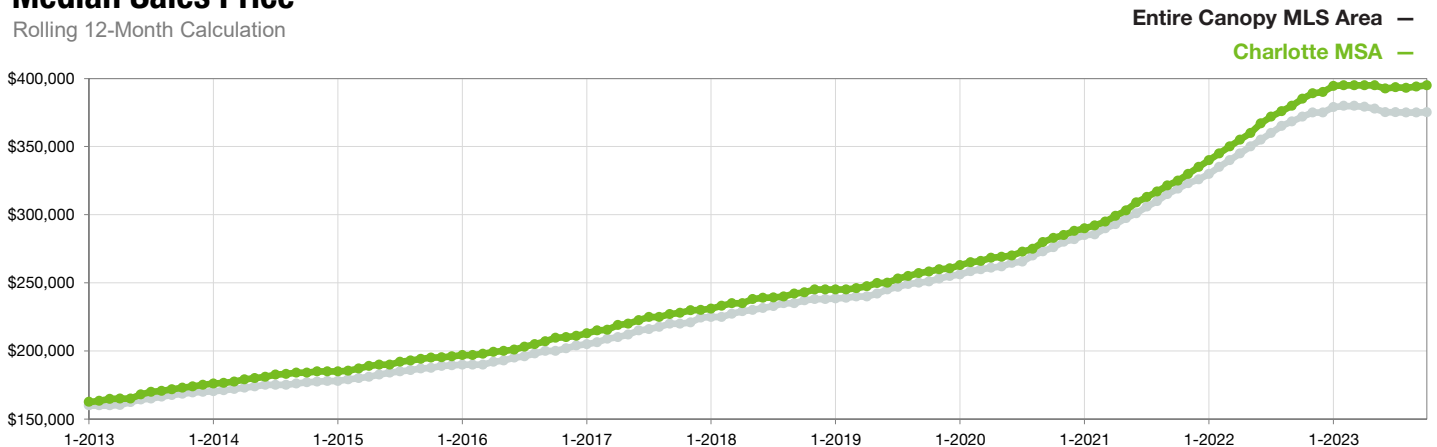
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October



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