

Local Market Update for November 2023

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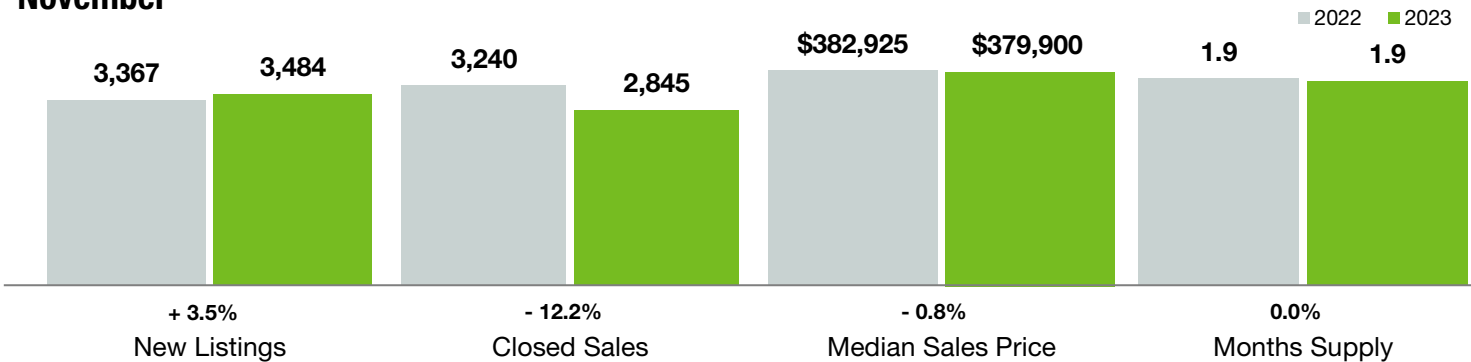
Charlotte Region

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	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	3,367	3,484	+ 3.5%	55,406	46,135	- 16.7%
Pending Sales	2,661	2,765	+ 3.9%	44,659	39,451	- 11.7%
Closed Sales	3,240	2,845	- 12.2%	47,015	38,684	- 17.7%
Median Sales Price*	\$382,925	\$379,900	- 0.8%	\$380,000	\$379,000	- 0.3%
Average Sales Price*	\$443,546	\$453,224	+ 2.2%	\$445,834	\$461,334	+ 3.5%
Percent of Original List Price Received*	95.7%	96.9%	+ 1.3%	100.1%	97.3%	- 2.8%
List to Close	91	83	- 8.8%	76	87	+ 14.5%
Days on Market Until Sale	35	32	- 8.6%	20	36	+ 80.0%
Cumulative Days on Market Until Sale	33	34	+ 3.0%	20	38	+ 90.0%
Average List Price	\$433,340	\$474,082	+ 9.4%	\$460,231	\$490,847	+ 6.7%
Inventory of Homes for Sale	7,661	6,526	- 14.8%	--	--	--
Months Supply of Inventory	1.9	1.9	0.0%	--	--	--

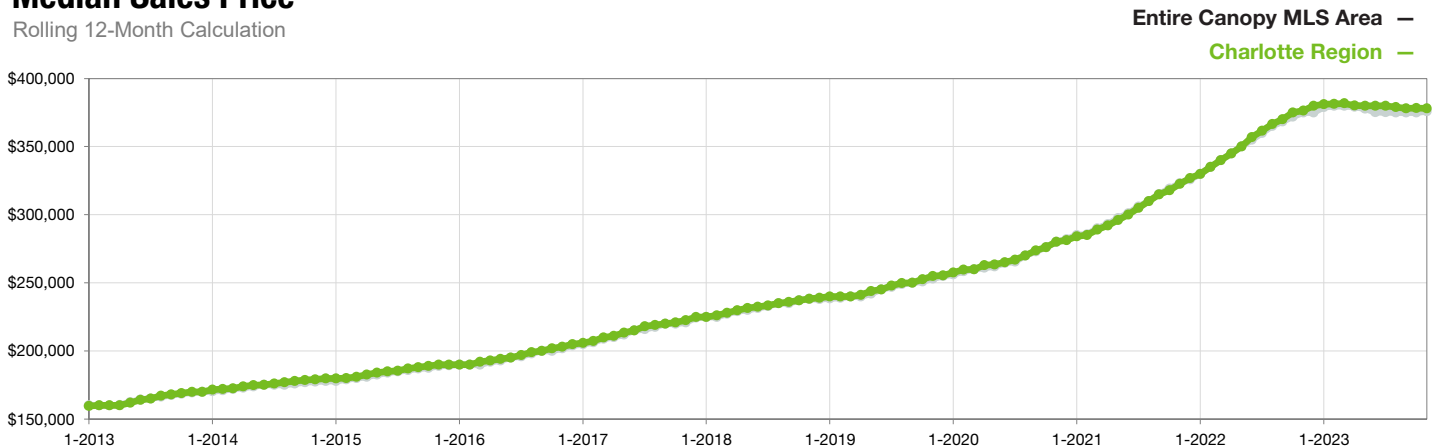
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November



Median Sales Price

Rolling 12-Month Calculation



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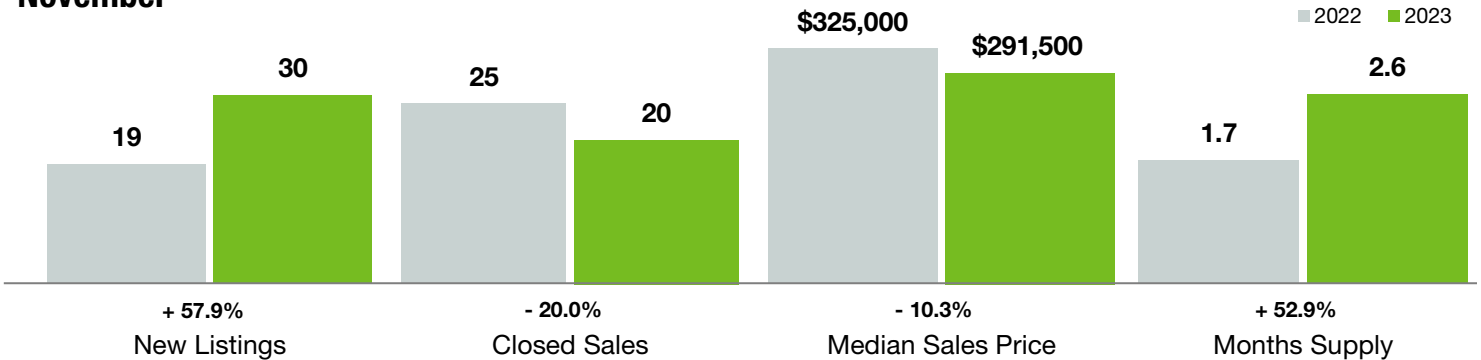
Alexander County

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	19	30	+ 57.9%	343	307	- 10.5%
Pending Sales	12	14	+ 16.7%	287	244	- 15.0%
Closed Sales	25	20	- 20.0%	316	239	- 24.4%
Median Sales Price*	\$325,000	\$291,500	- 10.3%	\$259,000	\$271,750	+ 4.9%
Average Sales Price*	\$379,164	\$360,813	- 4.8%	\$299,882	\$316,790	+ 5.6%
Percent of Original List Price Received*	96.6%	96.3%	- 0.3%	98.5%	95.5%	- 3.0%
List to Close	69	70	+ 1.4%	75	80	+ 6.7%
Days on Market Until Sale	28	25	- 10.7%	22	36	+ 63.6%
Cumulative Days on Market Until Sale	28	26	- 7.1%	23	43	+ 87.0%
Average List Price	\$301,733	\$346,713	+ 14.9%	\$321,991	\$340,324	+ 5.7%
Inventory of Homes for Sale	44	56	+ 27.3%	--	--	--
Months Supply of Inventory	1.7	2.6	+ 52.9%	--	--	--

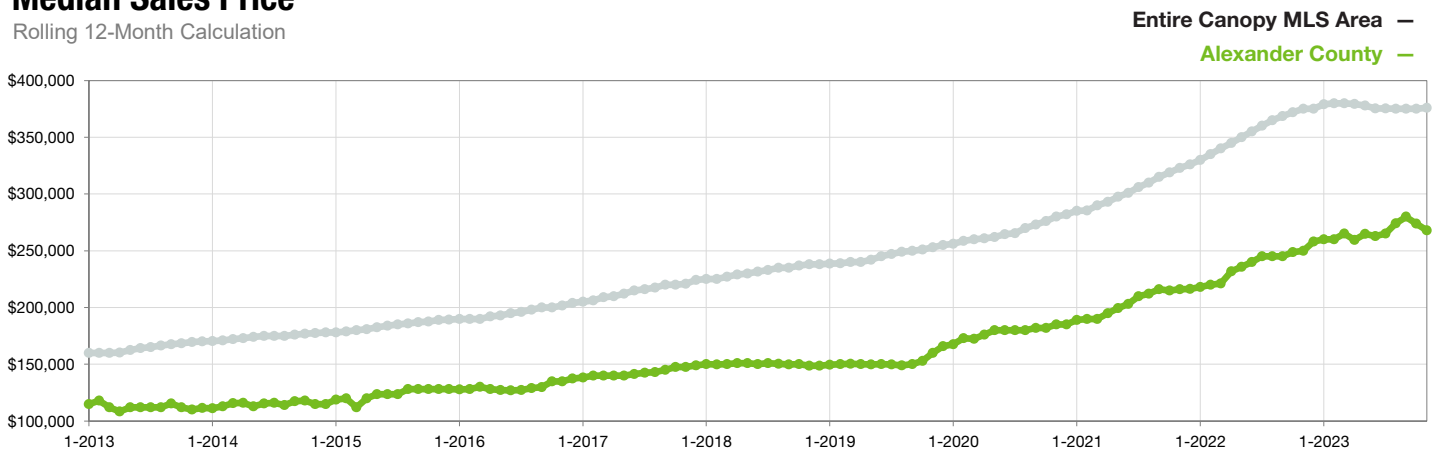
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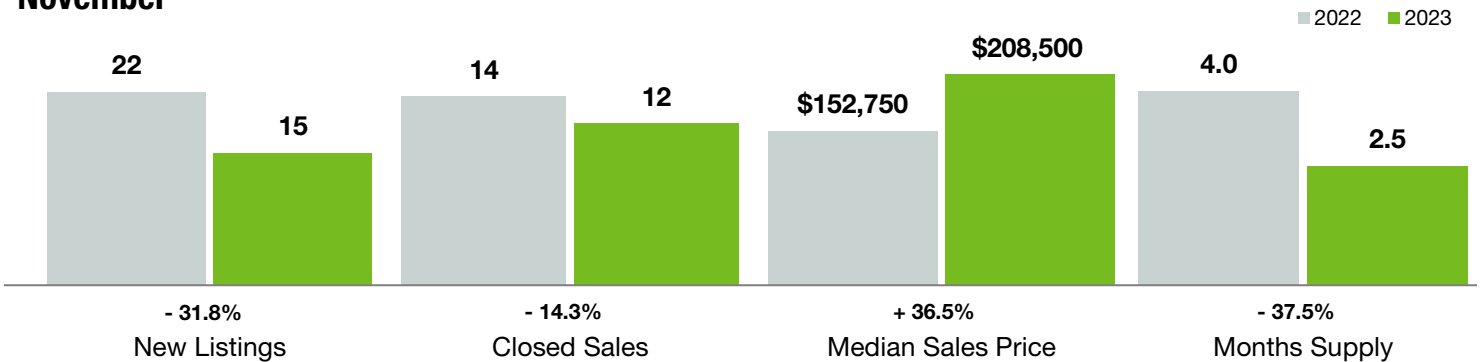
Anson County

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	22	15	- 31.8%	202	179	- 11.4%
Pending Sales	5	14	+ 180.0%	144	158	+ 9.7%
Closed Sales	14	12	- 14.3%	158	145	- 8.2%
Median Sales Price*	\$152,750	\$208,500	+ 36.5%	\$145,000	\$180,000	+ 24.1%
Average Sales Price*	\$160,414	\$261,908	+ 63.3%	\$178,482	\$196,132	+ 9.9%
Percent of Original List Price Received*	91.9%	94.6%	+ 2.9%	93.5%	92.8%	- 0.7%
List to Close	70	119	+ 70.0%	94	107	+ 13.8%
Days on Market Until Sale	31	58	+ 87.1%	40	57	+ 42.5%
Cumulative Days on Market Until Sale	30	58	+ 93.3%	40	59	+ 47.5%
Average List Price	\$192,995	\$203,420	+ 5.4%	\$200,801	\$223,054	+ 11.1%
Inventory of Homes for Sale	54	34	- 37.0%	--	--	--
Months Supply of Inventory	4.0	2.5	- 37.5%	--	--	--

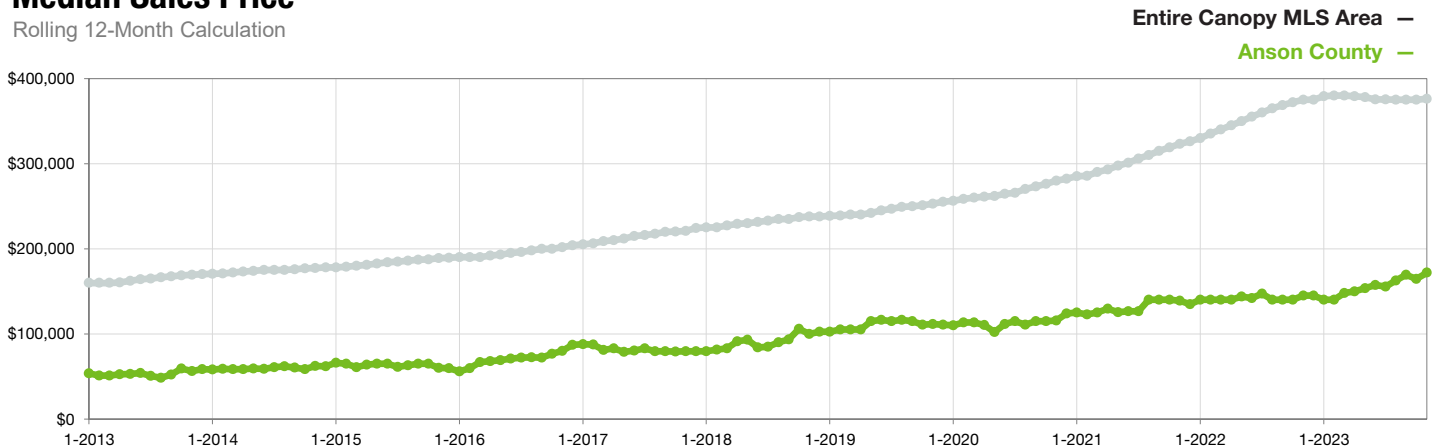
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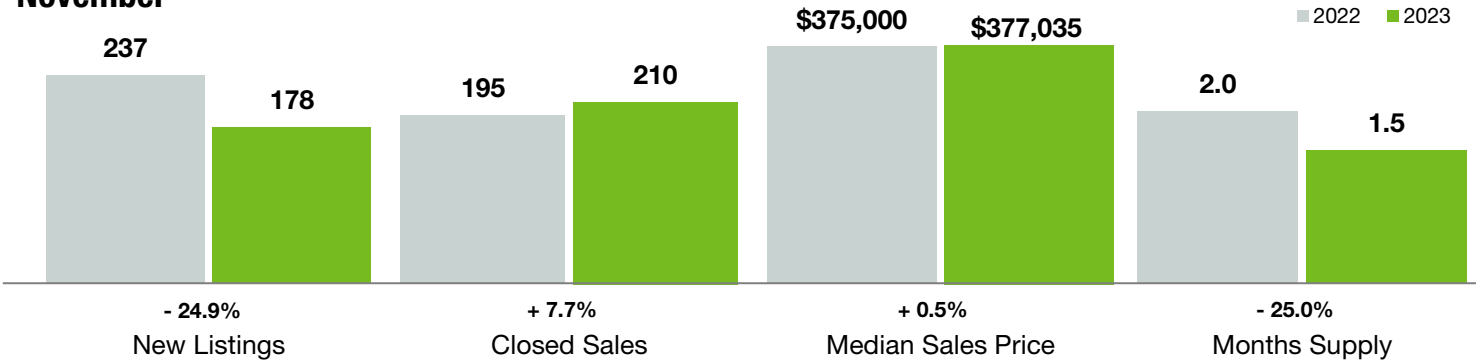
Cabarrus County

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	237	178	- 24.9%	3,847	3,082	- 19.9%
Pending Sales	176	172	- 2.3%	3,041	2,790	- 8.3%
Closed Sales	195	210	+ 7.7%	3,318	2,680	- 19.2%
Median Sales Price*	\$375,000	\$377,035	+ 0.5%	\$375,000	\$370,000	- 1.3%
Average Sales Price*	\$401,806	\$404,404	+ 0.6%	\$395,894	\$397,036	+ 0.3%
Percent of Original List Price Received*	95.1%	97.4%	+ 2.4%	100.4%	97.1%	- 3.3%
List to Close	88	85	- 3.4%	70	86	+ 22.9%
Days on Market Until Sale	42	27	- 35.7%	17	36	+ 111.8%
Cumulative Days on Market Until Sale	35	29	- 17.1%	16	38	+ 137.5%
Average List Price	\$369,669	\$420,270	+ 13.7%	\$397,475	\$423,242	+ 6.5%
Inventory of Homes for Sale	552	377	- 31.7%	--	--	--
Months Supply of Inventory	2.0	1.5	- 25.0%	--	--	--

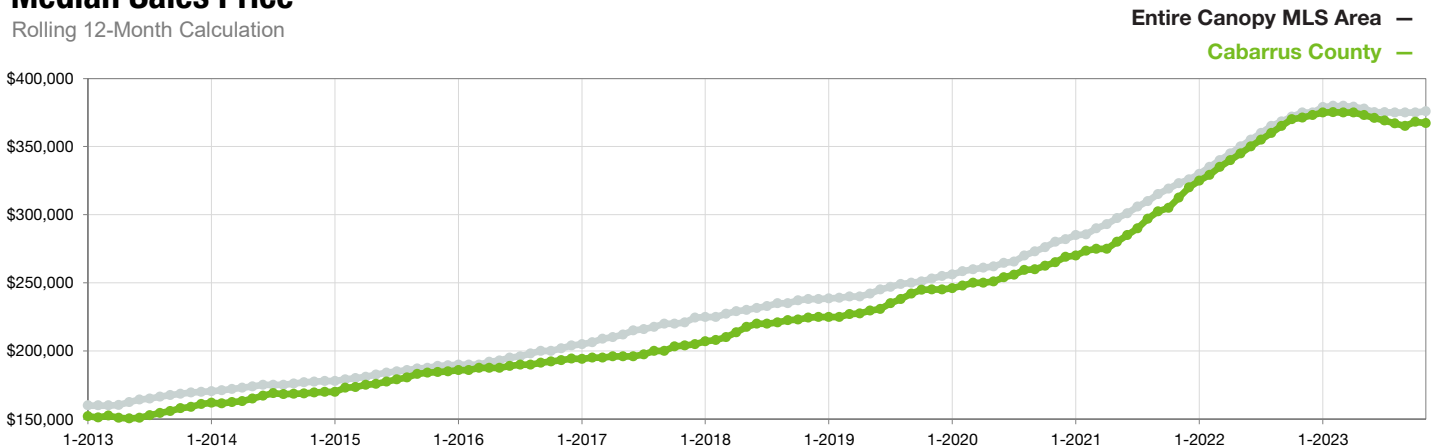
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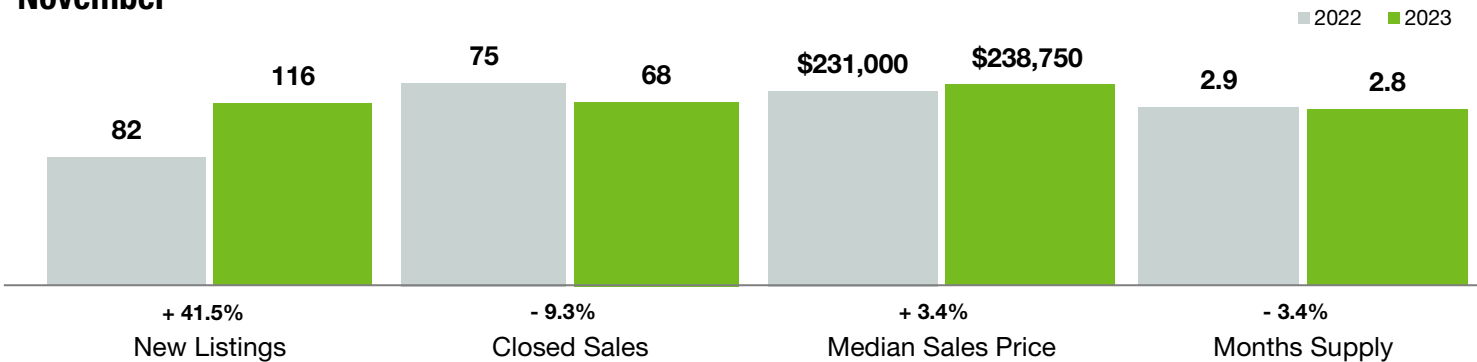
Cleveland County

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	82	116	+ 41.5%	1,232	1,227	- 0.4%
Pending Sales	80	64	- 20.0%	927	981	+ 5.8%
Closed Sales	75	68	- 9.3%	968	948	- 2.1%
Median Sales Price*	\$231,000	\$238,750	+ 3.4%	\$229,950	\$234,499	+ 2.0%
Average Sales Price*	\$258,617	\$266,060	+ 2.9%	\$261,340	\$263,536	+ 0.8%
Percent of Original List Price Received*	92.9%	95.2%	+ 2.5%	96.9%	95.2%	- 1.8%
List to Close	76	84	+ 10.5%	76	84	+ 10.5%
Days on Market Until Sale	37	32	- 13.5%	28	42	+ 50.0%
Cumulative Days on Market Until Sale	39	40	+ 2.6%	30	47	+ 56.7%
Average List Price	\$274,318	\$330,546	+ 20.5%	\$268,005	\$287,225	+ 7.2%
Inventory of Homes for Sale	241	245	+ 1.7%	--	--	--
Months Supply of Inventory	2.9	2.8	- 3.4%	--	--	--

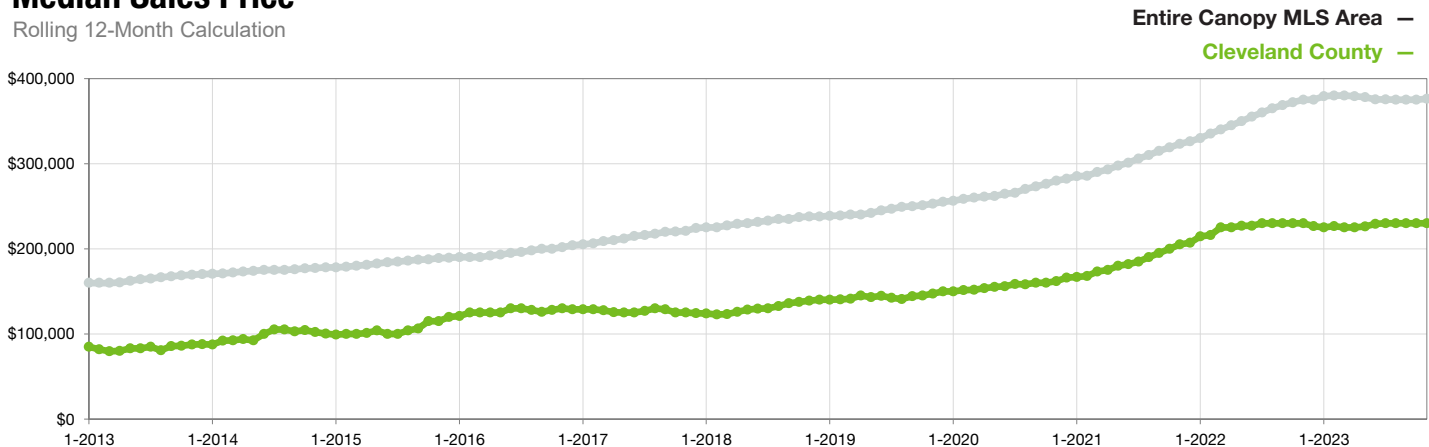
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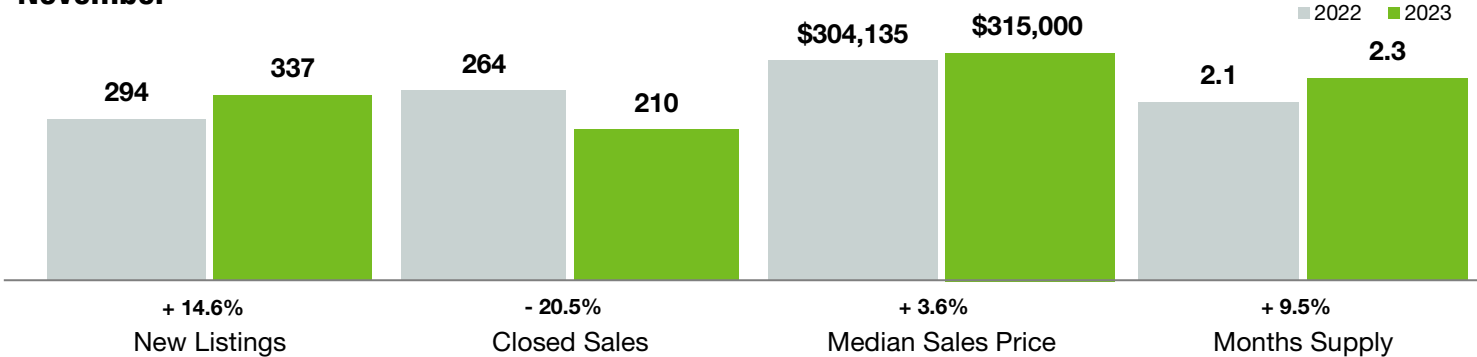
Gaston County

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	294	337	+ 14.6%	4,270	3,831	- 10.3%
Pending Sales	225	225	0.0%	3,444	3,144	- 8.7%
Closed Sales	264	210	- 20.5%	3,632	3,034	- 16.5%
Median Sales Price*	\$304,135	\$315,000	+ 3.6%	\$305,000	\$300,000	- 1.6%
Average Sales Price*	\$335,775	\$355,747	+ 5.9%	\$327,162	\$336,538	+ 2.9%
Percent of Original List Price Received*	95.2%	97.0%	+ 1.9%	99.4%	96.3%	- 3.1%
List to Close	87	75	- 13.8%	74	83	+ 12.2%
Days on Market Until Sale	33	32	- 3.0%	21	35	+ 66.7%
Cumulative Days on Market Until Sale	34	35	+ 2.9%	20	39	+ 95.0%
Average List Price	\$318,909	\$366,706	+ 15.0%	\$326,630	\$356,435	+ 9.1%
Inventory of Homes for Sale	636	646	+ 1.6%	--	--	--
Months Supply of Inventory	2.1	2.3	+ 9.5%	--	--	--

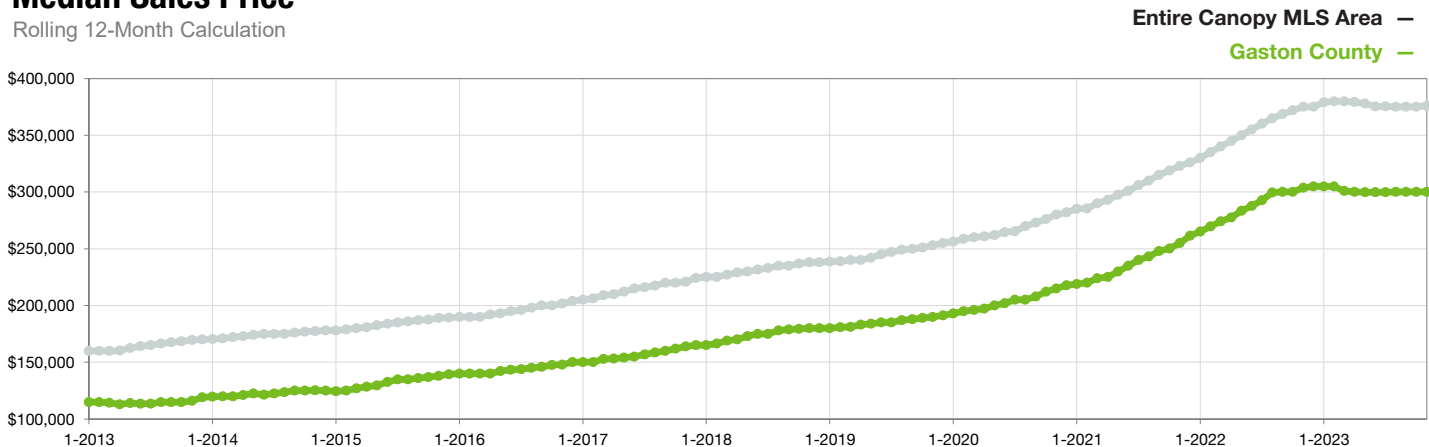
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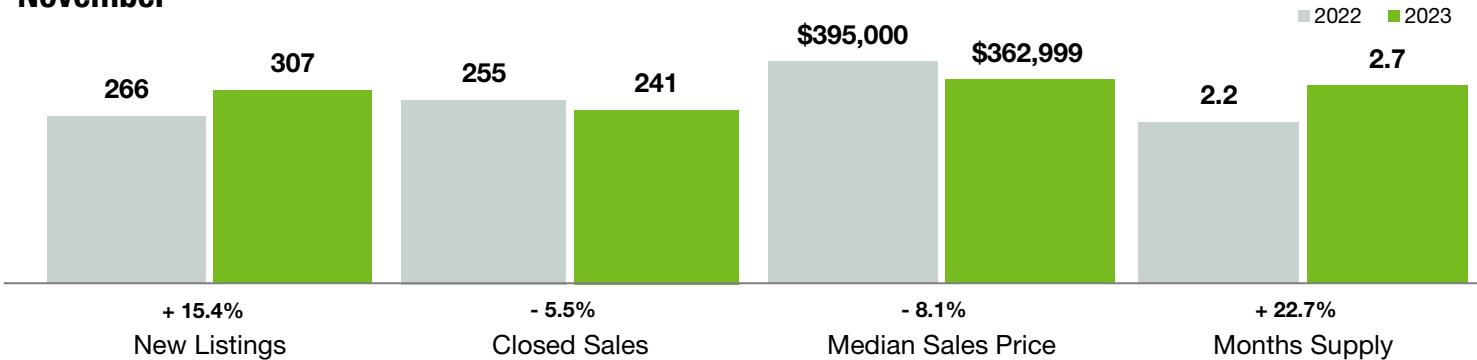
Iredell County

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	266	307	+ 15.4%	3,975	3,839	- 3.4%
Pending Sales	223	232	+ 4.0%	3,119	2,980	- 4.5%
Closed Sales	255	241	- 5.5%	3,153	2,844	- 9.8%
Median Sales Price*	\$395,000	\$362,999	- 8.1%	\$385,000	\$377,250	- 2.0%
Average Sales Price*	\$469,501	\$433,687	- 7.6%	\$488,229	\$497,081	+ 1.8%
Percent of Original List Price Received*	95.3%	96.1%	+ 0.8%	99.0%	96.5%	- 2.5%
List to Close	104	87	- 16.3%	74	96	+ 29.7%
Days on Market Until Sale	40	33	- 17.5%	24	43	+ 79.2%
Cumulative Days on Market Until Sale	40	37	- 7.5%	23	46	+ 100.0%
Average List Price	\$458,860	\$573,459	+ 25.0%	\$511,092	\$537,957	+ 5.3%
Inventory of Homes for Sale	621	708	+ 14.0%	--	--	--
Months Supply of Inventory	2.2	2.7	+ 22.7%	--	--	--

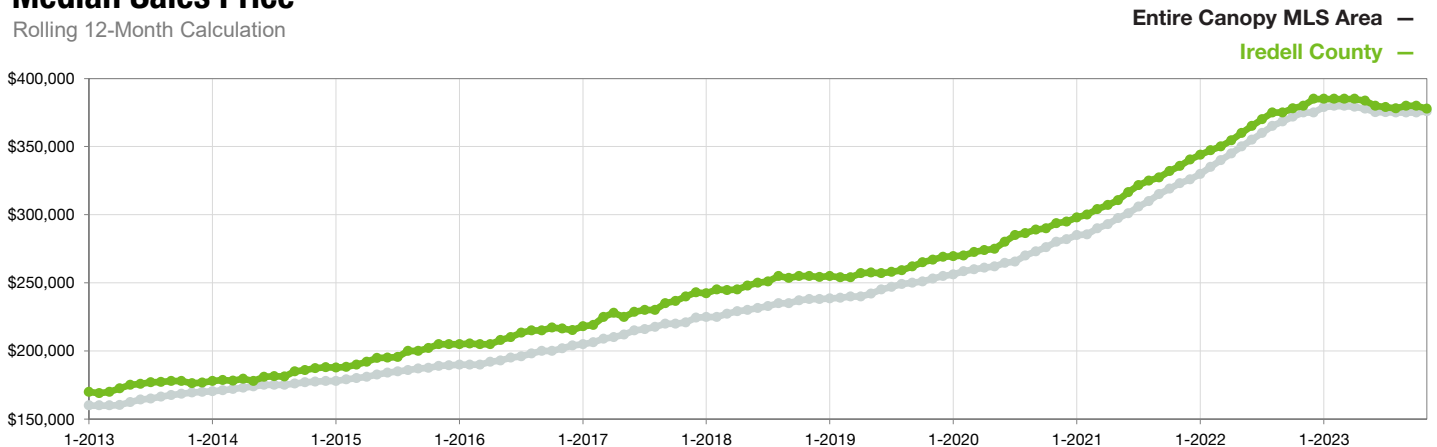
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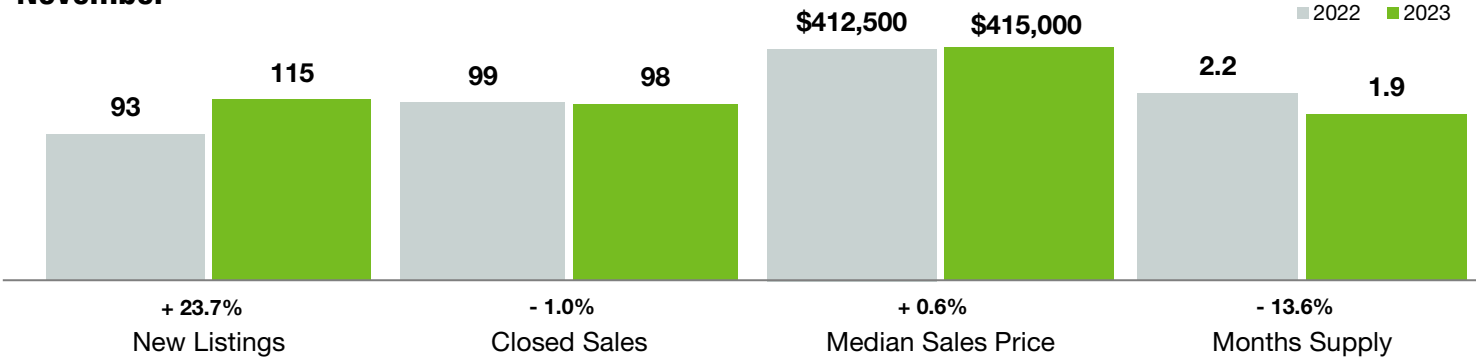
Lincoln County

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	93	115	+ 23.7%	1,660	1,456	- 12.3%
Pending Sales	73	106	+ 45.2%	1,360	1,262	- 7.2%
Closed Sales	99	98	- 1.0%	1,451	1,236	- 14.8%
Median Sales Price*	\$412,500	\$415,000	+ 0.6%	\$418,733	\$402,250	- 3.9%
Average Sales Price*	\$472,207	\$440,048	- 6.8%	\$455,416	\$477,090	+ 4.8%
Percent of Original List Price Received*	97.7%	95.6%	- 2.1%	99.8%	96.5%	- 3.3%
List to Close	100	93	- 7.0%	93	104	+ 11.8%
Days on Market Until Sale	35	41	+ 17.1%	28	49	+ 75.0%
Cumulative Days on Market Until Sale	36	46	+ 27.8%	27	50	+ 85.2%
Average List Price	\$500,032	\$453,773	- 9.3%	\$475,280	\$505,454	+ 6.3%
Inventory of Homes for Sale	261	212	- 18.8%	--	--	--
Months Supply of Inventory	2.2	1.9	- 13.6%	--	--	--

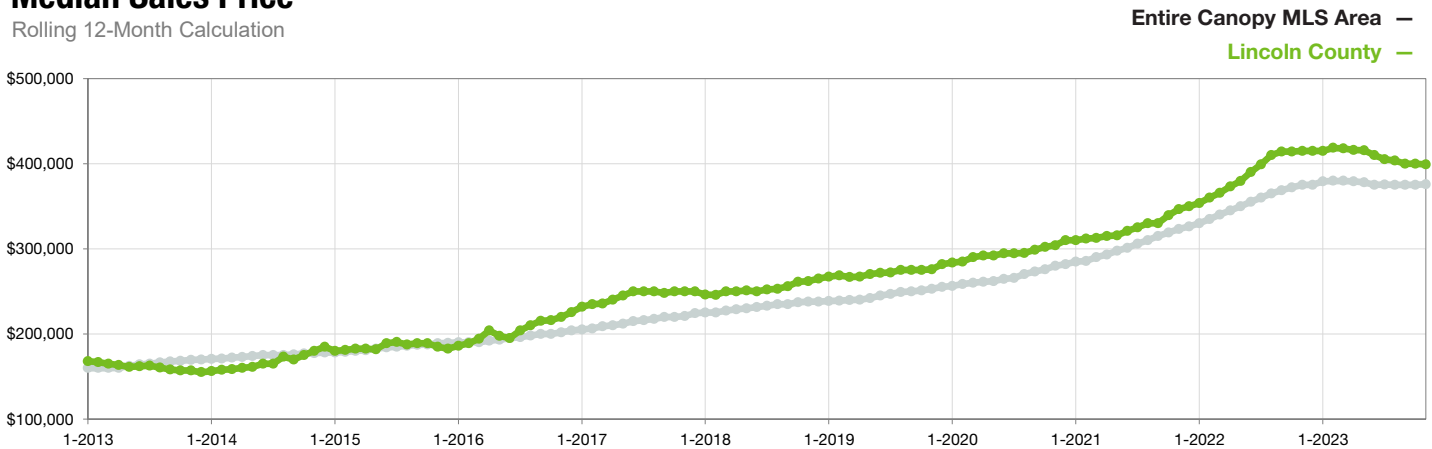
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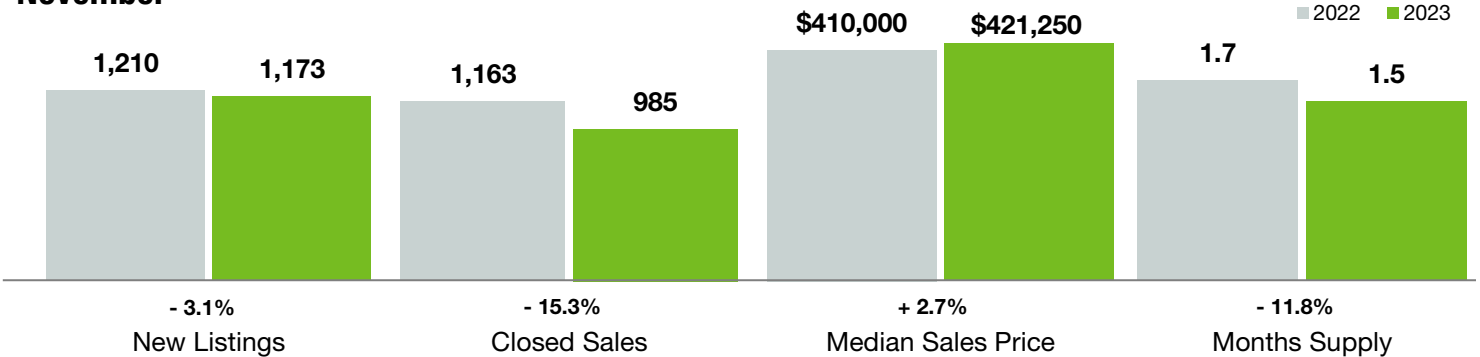
Mecklenburg County

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	1,210	1,173	- 3.1%	20,793	16,471	- 20.8%
Pending Sales	988	1,001	+ 1.3%	16,982	14,542	- 14.4%
Closed Sales	1,163	985	- 15.3%	17,986	14,237	- 20.8%
Median Sales Price*	\$410,000	\$421,250	+ 2.7%	\$415,000	\$425,000	+ 2.4%
Average Sales Price*	\$508,998	\$546,457	+ 7.4%	\$509,666	\$545,989	+ 7.1%
Percent of Original List Price Received*	96.0%	97.9%	+ 2.0%	101.0%	98.2%	- 2.8%
List to Close	91	78	- 14.3%	75	84	+ 12.0%
Days on Market Until Sale	35	27	- 22.9%	19	32	+ 68.4%
Cumulative Days on Market Until Sale	32	27	- 15.6%	18	33	+ 83.3%
Average List Price	\$512,854	\$545,202	+ 6.3%	\$527,481	\$582,999	+ 10.5%
Inventory of Homes for Sale	2,543	1,900	- 25.3%	--	--	--
Months Supply of Inventory	1.7	1.5	- 11.8%	--	--	--

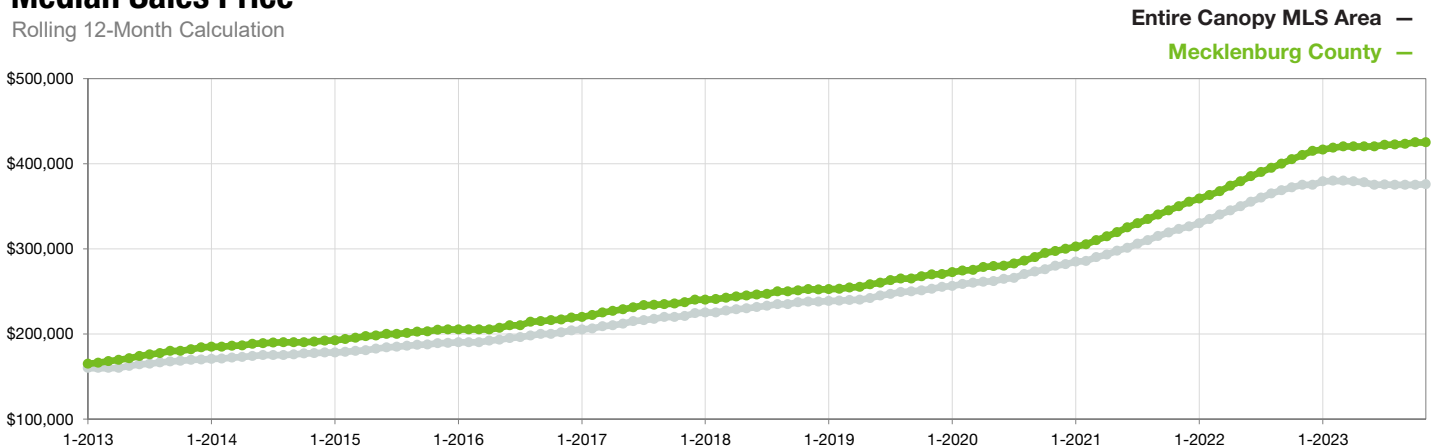
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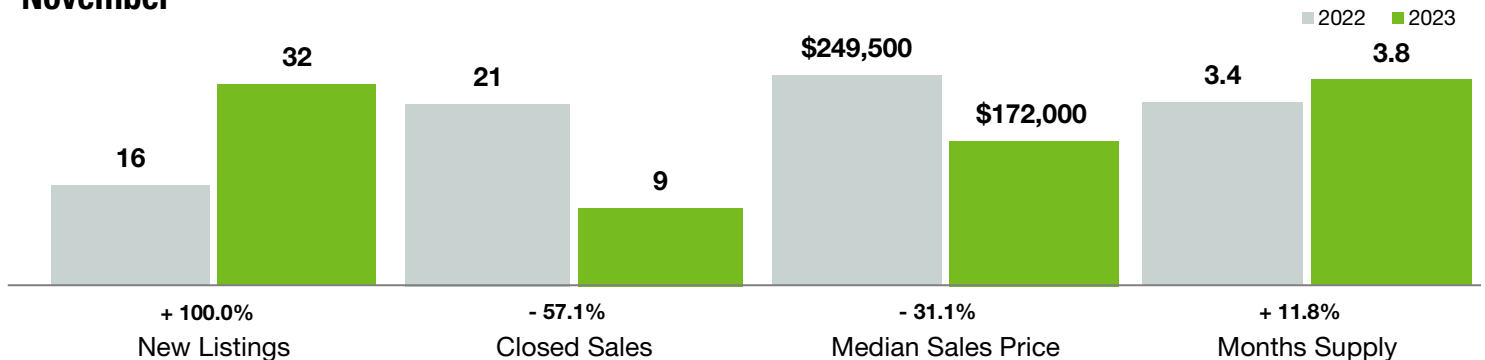
Montgomery County

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	16	32	+ 100.0%	333	341	+ 2.4%
Pending Sales	11	16	+ 45.5%	264	267	+ 1.1%
Closed Sales	21	9	- 57.1%	272	263	- 3.3%
Median Sales Price*	\$249,500	\$172,000	- 31.1%	\$227,500	\$180,750	- 20.5%
Average Sales Price*	\$389,857	\$214,711	- 44.9%	\$337,853	\$325,663	- 3.6%
Percent of Original List Price Received*	90.4%	94.1%	+ 4.1%	93.9%	92.4%	- 1.6%
List to Close	92	69	- 25.0%	82	95	+ 15.9%
Days on Market Until Sale	44	33	- 25.0%	39	59	+ 51.3%
Cumulative Days on Market Until Sale	49	36	- 26.5%	42	65	+ 54.8%
Average List Price	\$338,306	\$271,737	- 19.7%	\$367,957	\$373,134	+ 1.4%
Inventory of Homes for Sale	80	88	+ 10.0%	--	--	--
Months Supply of Inventory	3.4	3.8	+ 11.8%	--	--	--

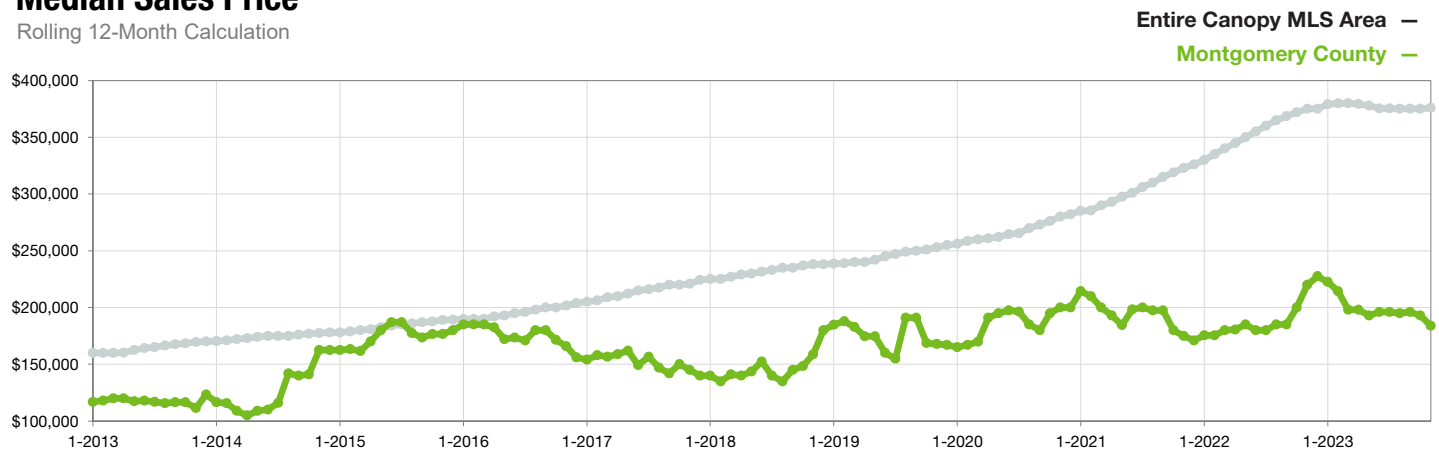
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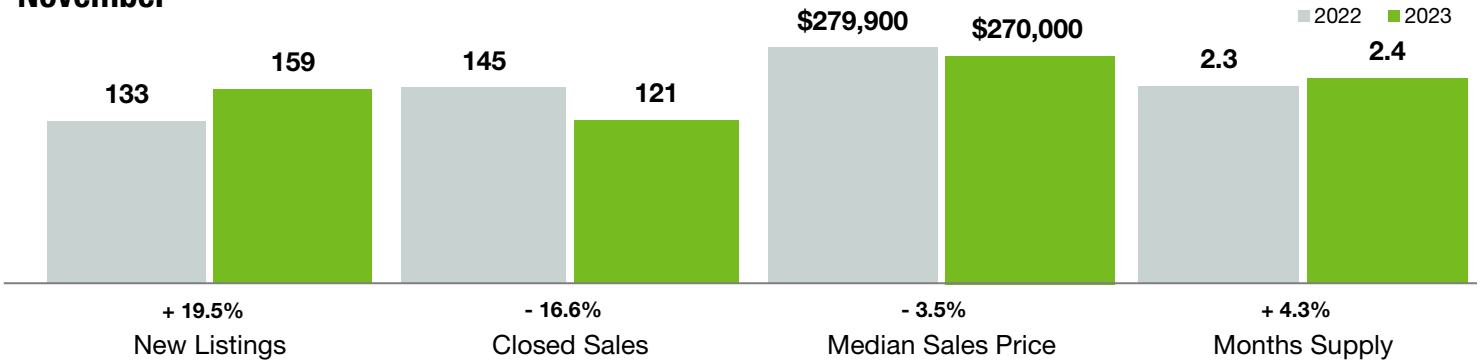
Rowan County

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	133	159	+ 19.5%	2,367	1,903	- 19.6%
Pending Sales	104	137	+ 31.7%	1,845	1,582	- 14.3%
Closed Sales	145	121	- 16.6%	1,955	1,539	- 21.3%
Median Sales Price*	\$279,900	\$270,000	- 3.5%	\$260,000	\$266,100	+ 2.3%
Average Sales Price*	\$304,121	\$283,960	- 6.6%	\$288,807	\$294,516	+ 2.0%
Percent of Original List Price Received*	96.3%	95.3%	- 1.0%	98.7%	95.8%	- 2.9%
List to Close	84	82	- 2.4%	72	82	+ 13.9%
Days on Market Until Sale	30	32	+ 6.7%	20	37	+ 85.0%
Cumulative Days on Market Until Sale	34	39	+ 14.7%	23	42	+ 82.6%
Average List Price	\$282,862	\$320,340	+ 13.2%	\$308,341	\$328,237	+ 6.5%
Inventory of Homes for Sale	382	334	- 12.6%	--	--	--
Months Supply of Inventory	2.3	2.4	+ 4.3%	--	--	--

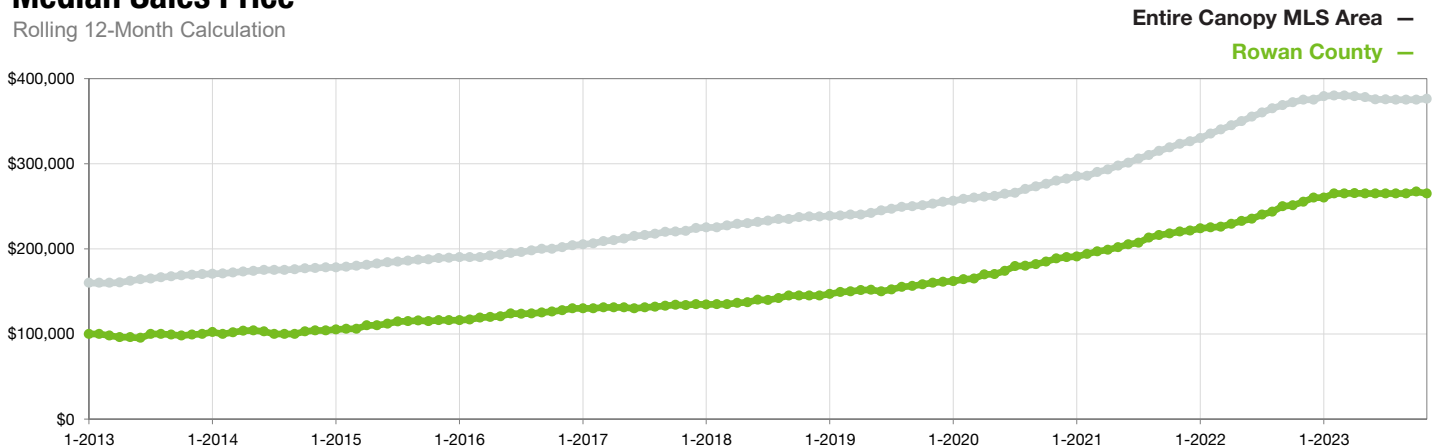
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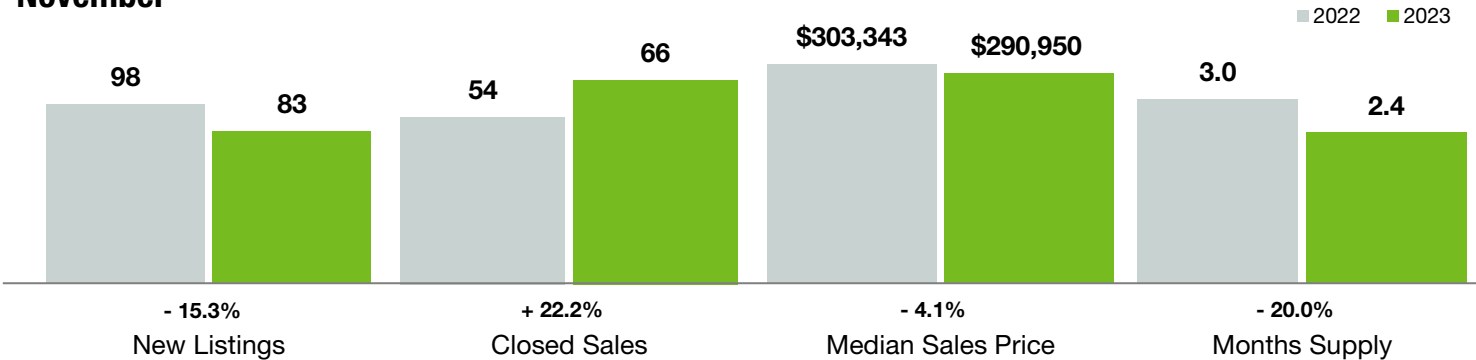
Stanly County

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	98	83	- 15.3%	1,217	1,046	- 14.1%
Pending Sales	62	52	- 16.1%	925	887	- 4.1%
Closed Sales	54	66	+ 22.2%	930	872	- 6.2%
Median Sales Price*	\$303,343	\$290,950	- 4.1%	\$290,000	\$300,000	+ 3.4%
Average Sales Price*	\$351,008	\$381,675	+ 8.7%	\$318,642	\$326,325	+ 2.4%
Percent of Original List Price Received*	94.9%	95.6%	+ 0.7%	98.0%	95.4%	- 2.7%
List to Close	109	78	- 28.4%	81	98	+ 21.0%
Days on Market Until Sale	30	37	+ 23.3%	22	48	+ 118.2%
Cumulative Days on Market Until Sale	33	45	+ 36.4%	21	53	+ 152.4%
Average List Price	\$316,752	\$401,879	+ 26.9%	\$326,868	\$360,745	+ 10.4%
Inventory of Homes for Sale	246	188	- 23.6%	--	--	--
Months Supply of Inventory	3.0	2.4	- 20.0%	--	--	--

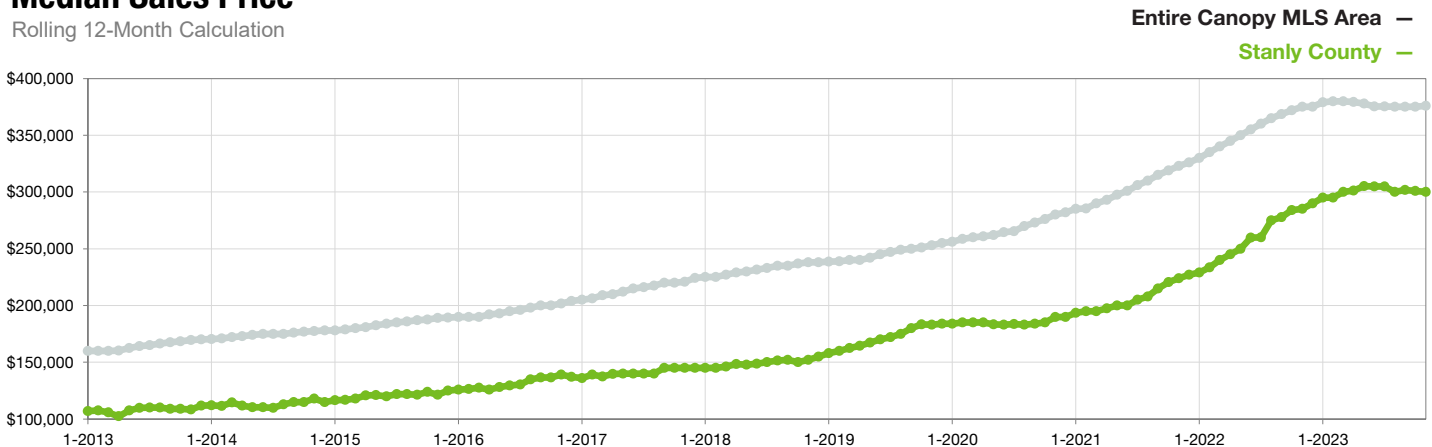
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November



Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for November 2023

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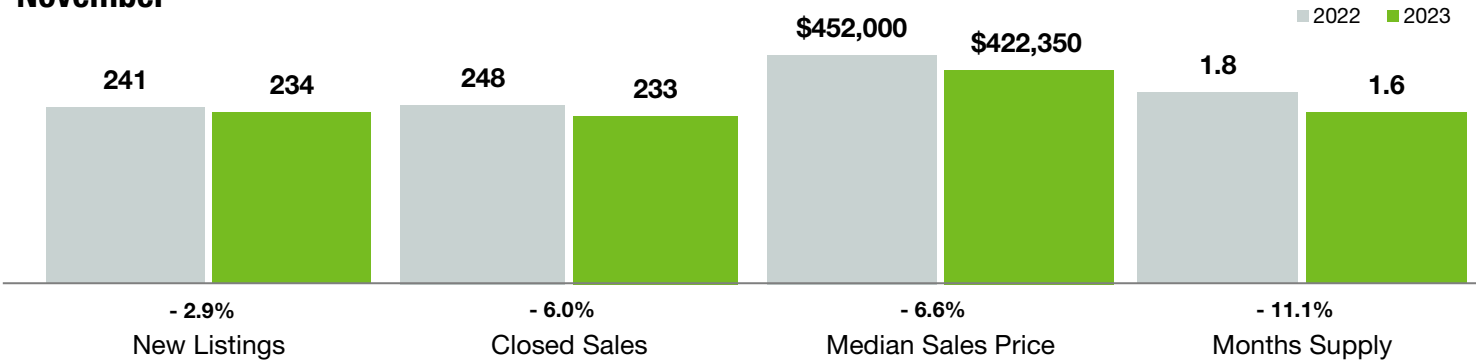
Union County

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	241	234	- 2.9%	4,812	3,538	- 26.5%
Pending Sales	205	184	- 10.2%	3,818	3,081	- 19.3%
Closed Sales	248	233	- 6.0%	4,058	3,170	- 21.9%
Median Sales Price*	\$452,000	\$422,350	- 6.6%	\$445,000	\$450,000	+ 1.1%
Average Sales Price*	\$517,872	\$525,481	+ 1.5%	\$541,197	\$559,542	+ 3.4%
Percent of Original List Price Received*	94.7%	96.9%	+ 2.3%	100.4%	97.7%	- 2.7%
List to Close	95	102	+ 7.4%	85	97	+ 14.1%
Days on Market Until Sale	34	40	+ 17.6%	19	39	+ 105.3%
Cumulative Days on Market Until Sale	36	37	+ 2.8%	24	37	+ 54.2%
Average List Price	\$531,011	\$632,370	+ 19.1%	\$576,125	\$604,301	+ 4.9%
Inventory of Homes for Sale	603	432	- 28.4%	--	--	--
Months Supply of Inventory	1.8	1.6	- 11.1%	--	--	--

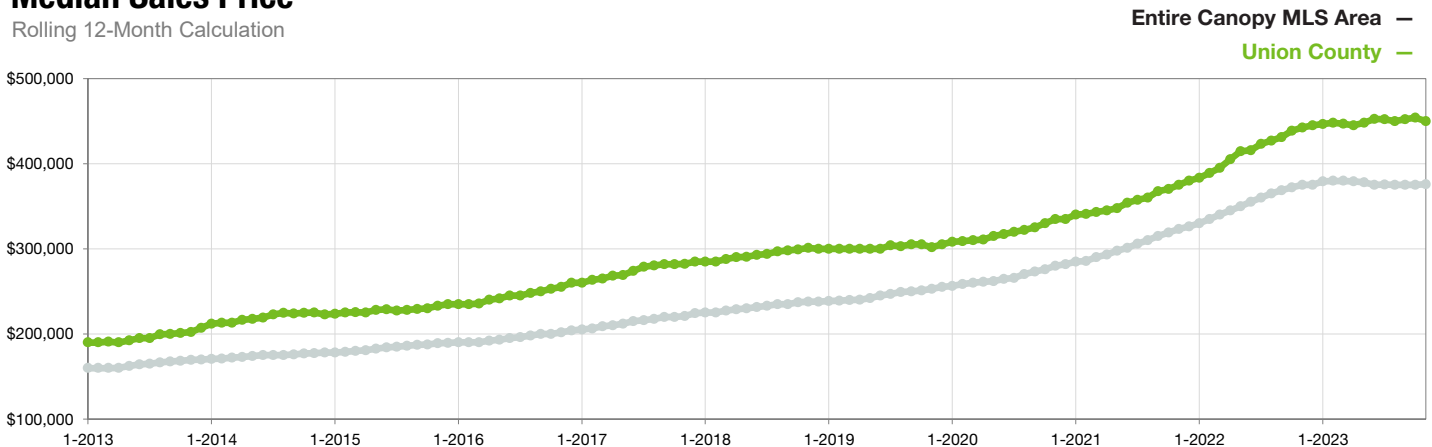
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November



Median Sales Price

Rolling 12-Month Calculation



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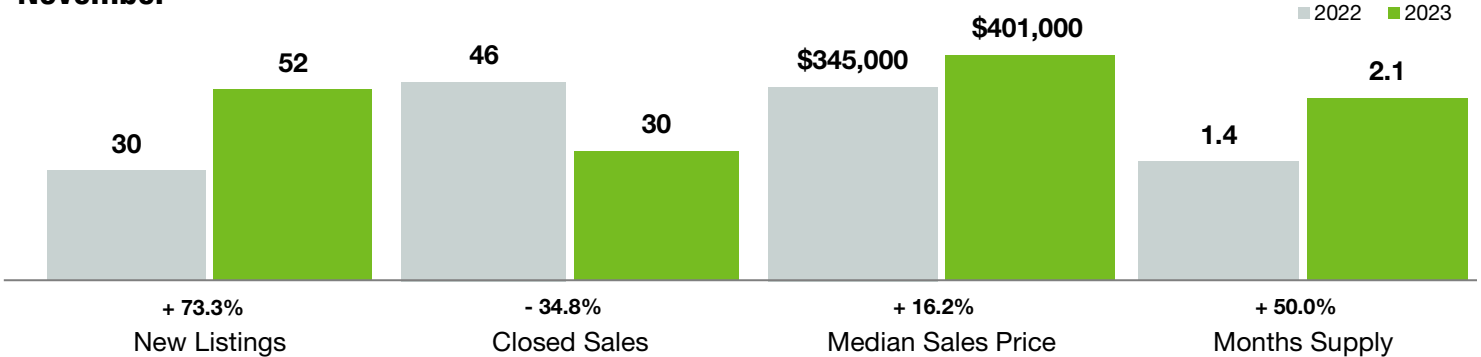
Belmont

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	30	52	+ 73.3%	565	538	- 4.8%
Pending Sales	27	28	+ 3.7%	484	443	- 8.5%
Closed Sales	46	30	- 34.8%	545	425	- 22.0%
Median Sales Price*	\$345,000	\$401,000	+ 16.2%	\$436,604	\$425,000	- 2.7%
Average Sales Price*	\$439,149	\$521,745	+ 18.8%	\$466,313	\$504,749	+ 8.2%
Percent of Original List Price Received*	96.7%	97.4%	+ 0.7%	100.2%	97.7%	- 2.5%
List to Close	80	63	- 21.3%	88	66	- 25.0%
Days on Market Until Sale	26	24	- 7.7%	23	29	+ 26.1%
Cumulative Days on Market Until Sale	26	32	+ 23.1%	17	30	+ 76.5%
Average List Price	\$520,085	\$553,085	+ 6.3%	\$473,815	\$538,726	+ 13.7%
Inventory of Homes for Sale	59	81	+ 37.3%	--	--	--
Months Supply of Inventory	1.4	2.1	+ 50.0%	--	--	--

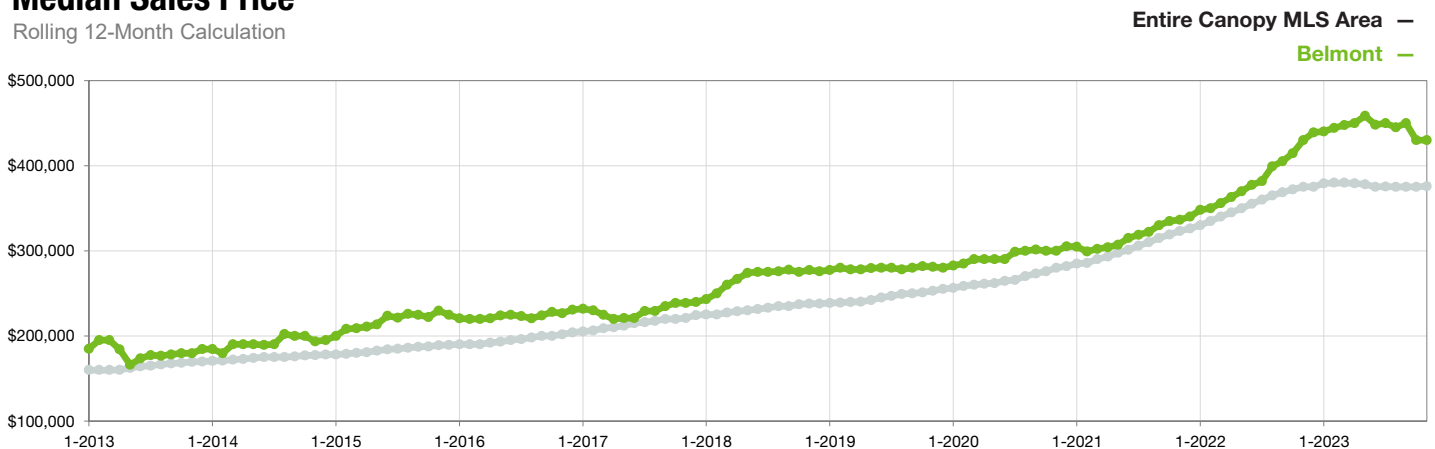
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November



Median Sales Price

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Local Market Update for November 2023

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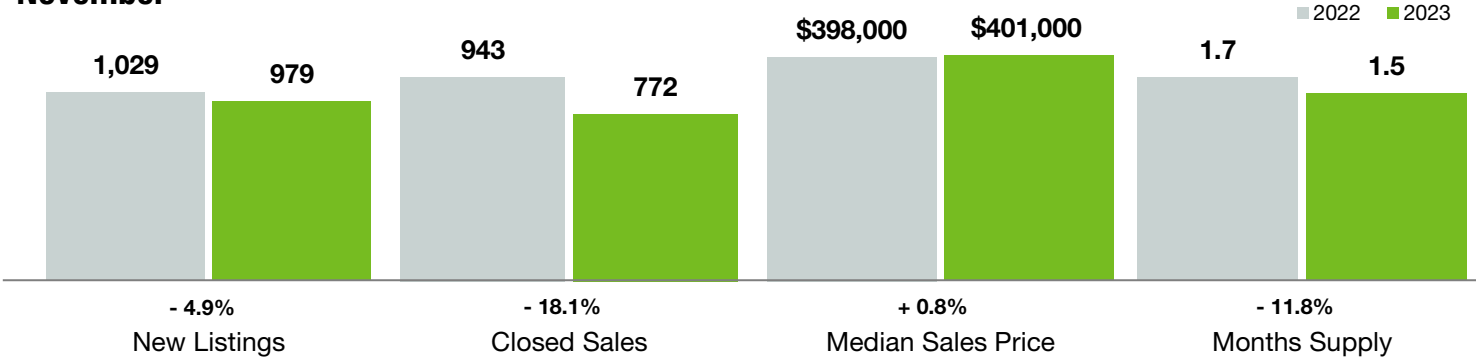
City of Charlotte

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	1,029	979	- 4.9%	16,755	13,411	- 20.0%
Pending Sales	825	819	- 0.7%	13,624	11,760	- 13.7%
Closed Sales	943	772	- 18.1%	14,388	11,492	- 20.1%
Median Sales Price*	\$398,000	\$401,000	+ 0.8%	\$396,500	\$407,000	+ 2.6%
Average Sales Price*	\$485,994	\$530,259	+ 9.1%	\$493,926	\$529,595	+ 7.2%
Percent of Original List Price Received*	95.9%	97.9%	+ 2.1%	101.0%	98.3%	- 2.7%
List to Close	91	79	- 13.2%	74	83	+ 12.2%
Days on Market Until Sale	37	27	- 27.0%	18	31	+ 72.2%
Cumulative Days on Market Until Sale	33	27	- 18.2%	18	33	+ 83.3%
Average List Price	\$498,902	\$525,113	+ 5.3%	\$507,769	\$561,832	+ 10.6%
Inventory of Homes for Sale	2,075	1,602	- 22.8%	--	--	--
Months Supply of Inventory	1.7	1.5	- 11.8%	--	--	--

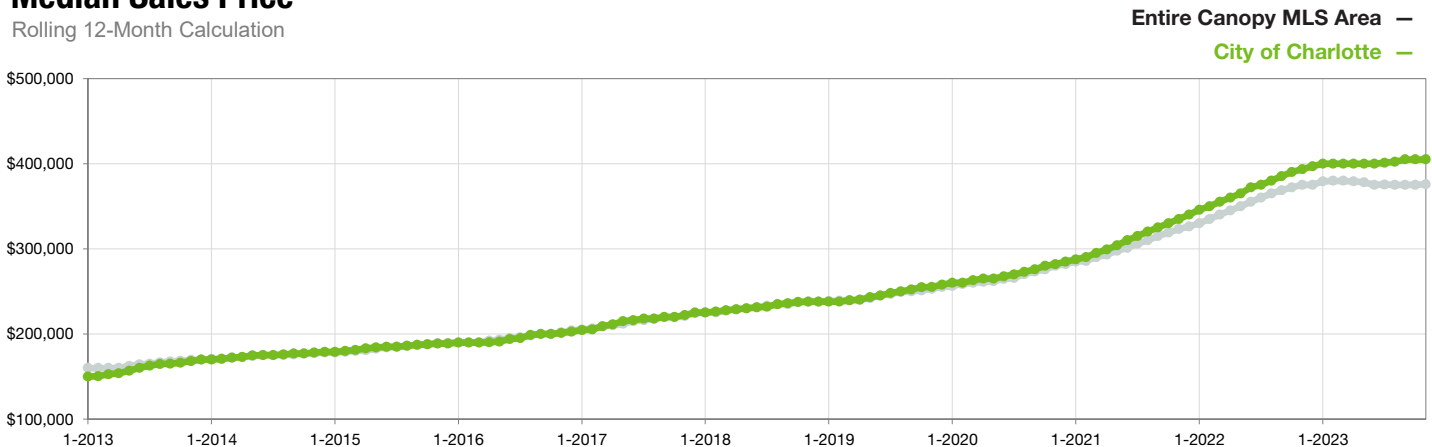
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November



Median Sales Price

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Local Market Update for November 2023



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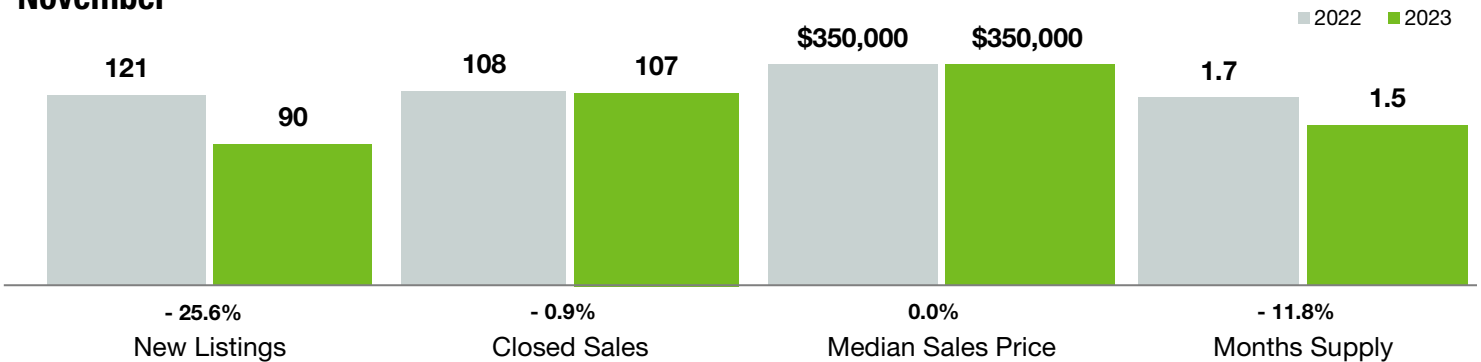
Concord

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	121	90	- 25.6%	2,177	1,539	- 29.3%
Pending Sales	104	96	- 7.7%	1,772	1,416	- 20.1%
Closed Sales	108	107	- 0.9%	1,953	1,403	- 28.2%
Median Sales Price*	\$350,000	\$350,000	0.0%	\$371,000	\$363,650	- 2.0%
Average Sales Price*	\$380,806	\$386,063	+ 1.4%	\$397,129	\$393,372	- 0.9%
Percent of Original List Price Received*	95.0%	96.0%	+ 1.1%	100.6%	96.8%	- 3.8%
List to Close	81	68	- 16.0%	70	81	+ 15.7%
Days on Market Until Sale	37	27	- 27.0%	16	34	+ 112.5%
Cumulative Days on Market Until Sale	37	29	- 21.6%	16	37	+ 131.3%
Average List Price	\$373,136	\$454,550	+ 21.8%	\$392,473	\$419,788	+ 7.0%
Inventory of Homes for Sale	281	184	- 34.5%	--	--	--
Months Supply of Inventory	1.7	1.5	- 11.8%	--	--	--

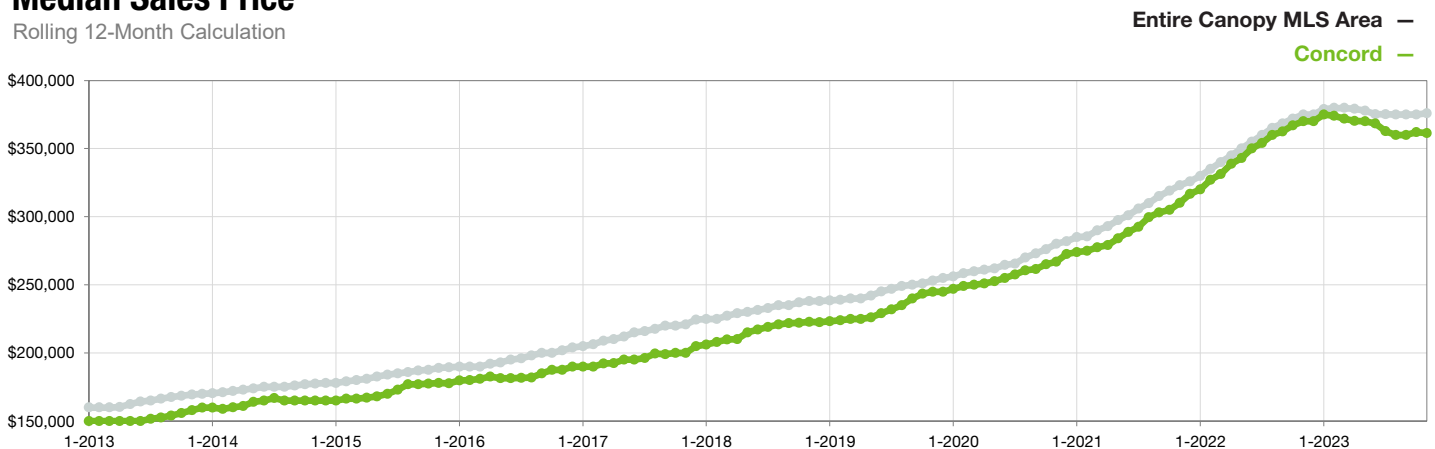
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November



Median Sales Price

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Local Market Update for November 2023

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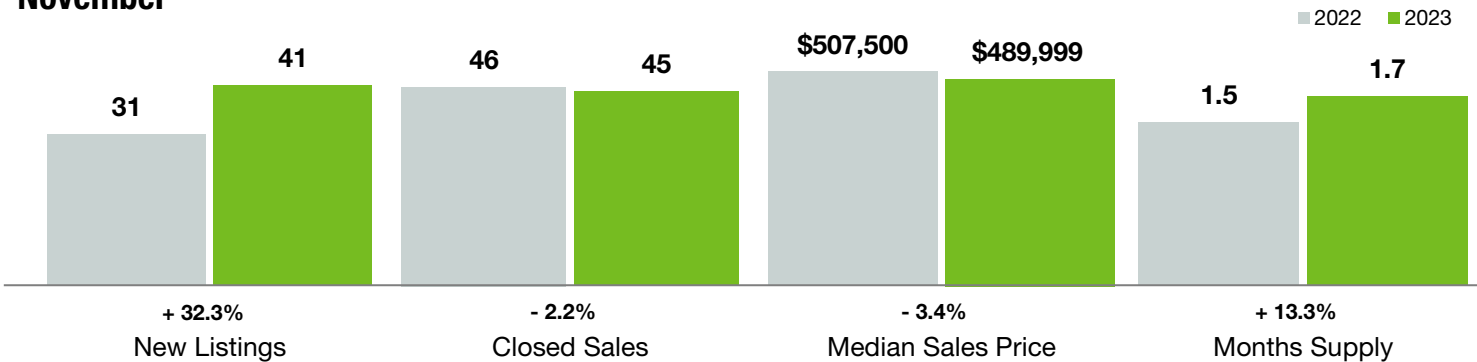
Cornelius

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	31	41	+ 32.3%	772	572	- 25.9%
Pending Sales	26	33	+ 26.9%	629	486	- 22.7%
Closed Sales	46	45	- 2.2%	627	482	- 23.1%
Median Sales Price*	\$507,500	\$489,999	- 3.4%	\$486,000	\$503,893	+ 3.7%
Average Sales Price*	\$817,477	\$765,254	- 6.4%	\$735,670	\$790,264	+ 7.4%
Percent of Original List Price Received*	95.3%	95.7%	+ 0.4%	100.0%	96.6%	- 3.4%
List to Close	68	79	+ 16.2%	57	78	+ 36.8%
Days on Market Until Sale	24	35	+ 45.8%	18	34	+ 88.9%
Cumulative Days on Market Until Sale	26	35	+ 34.6%	18	36	+ 100.0%
Average List Price	\$748,383	\$853,537	+ 14.1%	\$825,021	\$933,987	+ 13.2%
Inventory of Homes for Sale	83	74	- 10.8%	--	--	--
Months Supply of Inventory	1.5	1.7	+ 13.3%	--	--	--

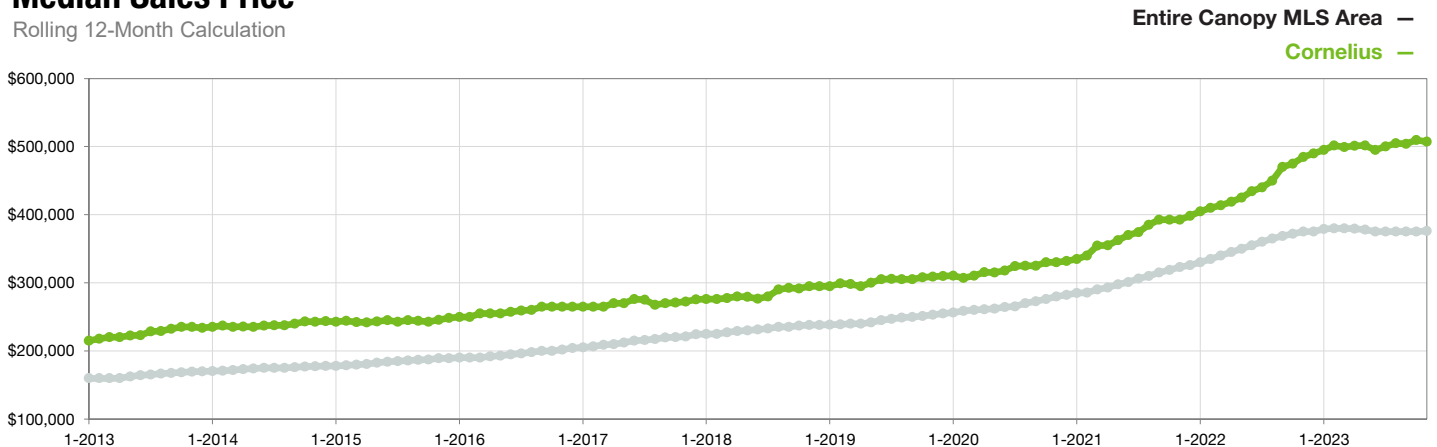
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November



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Local Market Update for November 2023



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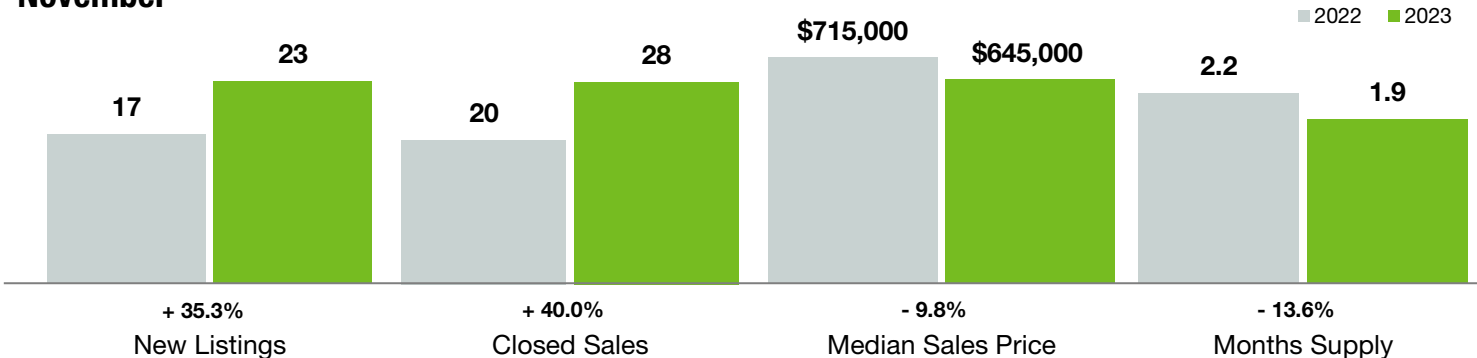
Davidson

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	17	23	+ 35.3%	515	456	- 11.5%
Pending Sales	25	14	- 44.0%	404	392	- 3.0%
Closed Sales	20	28	+ 40.0%	423	382	- 9.7%
Median Sales Price*	\$715,000	\$645,000	- 9.8%	\$597,500	\$632,000	+ 5.8%
Average Sales Price*	\$825,912	\$768,923	- 6.9%	\$695,052	\$778,307	+ 12.0%
Percent of Original List Price Received*	92.5%	98.9%	+ 6.9%	100.1%	98.8%	- 1.3%
List to Close	84	73	- 13.1%	82	104	+ 26.8%
Days on Market Until Sale	32	24	- 25.0%	29	41	+ 41.4%
Cumulative Days on Market Until Sale	31	21	- 32.3%	22	44	+ 100.0%
Average List Price	\$728,523	\$607,593	- 16.6%	\$753,532	\$827,395	+ 9.8%
Inventory of Homes for Sale	80	65	- 18.8%	--	--	--
Months Supply of Inventory	2.2	1.9	- 13.6%	--	--	--

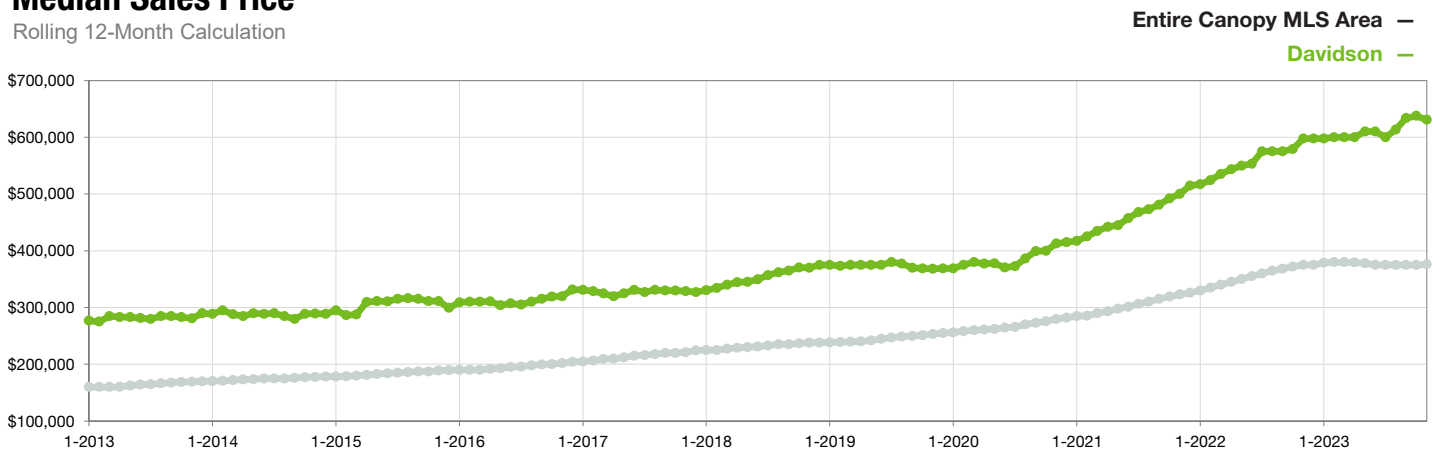
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November



Median Sales Price

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Local Market Update for November 2023

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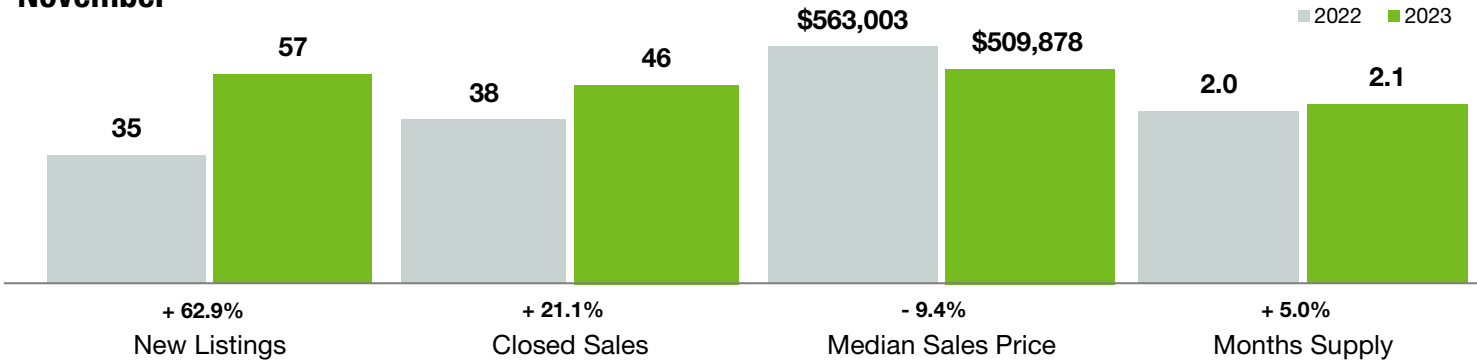
Denver

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	35	57	+ 62.9%	734	731	- 0.4%
Pending Sales	25	44	+ 76.0%	597	602	+ 0.8%
Closed Sales	38	46	+ 21.1%	655	598	- 8.7%
Median Sales Price*	\$563,003	\$509,878	- 9.4%	\$481,104	\$489,700	+ 1.8%
Average Sales Price*	\$670,615	\$561,695	- 16.2%	\$590,040	\$617,449	+ 4.6%
Percent of Original List Price Received*	98.2%	96.5%	- 1.7%	99.8%	97.3%	- 2.5%
List to Close	97	110	+ 13.4%	90	110	+ 22.2%
Days on Market Until Sale	26	36	+ 38.5%	23	51	+ 121.7%
Cumulative Days on Market Until Sale	26	42	+ 61.5%	17	46	+ 170.6%
Average List Price	\$699,592	\$558,857	- 20.1%	\$619,510	\$653,733	+ 5.5%
Inventory of Homes for Sale	106	109	+ 2.8%	--	--	--
Months Supply of Inventory	2.0	2.1	+ 5.0%	--	--	--

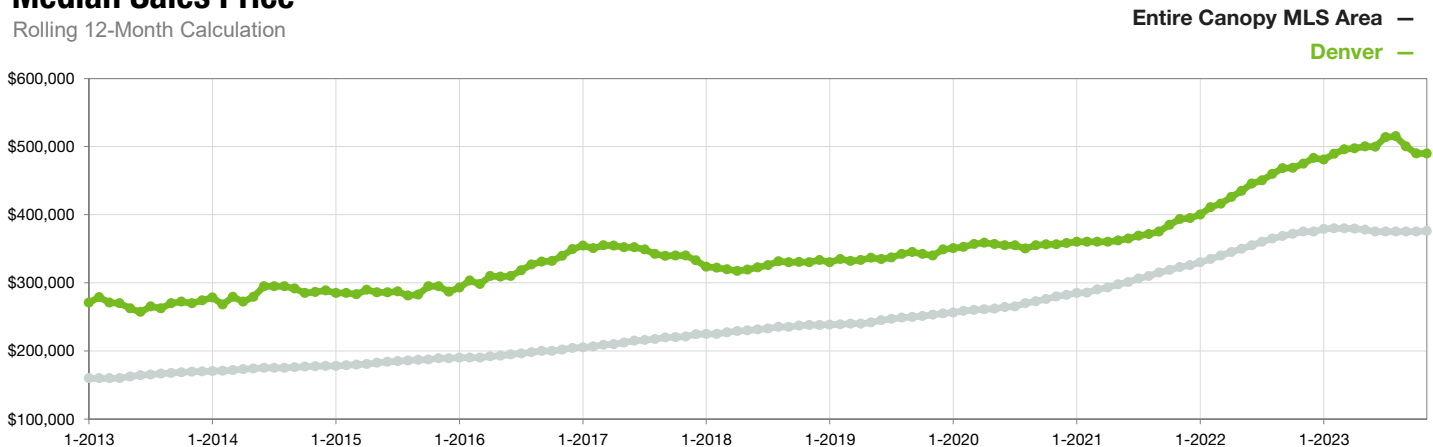
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November



Median Sales Price

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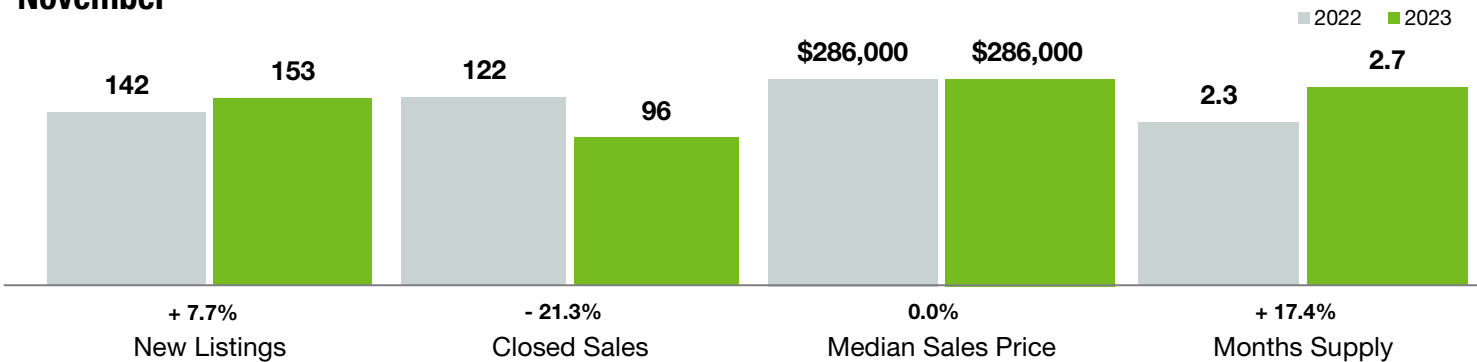
Gastonia

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	142	153	+ 7.7%	2,029	1,767	- 12.9%
Pending Sales	92	99	+ 7.6%	1,593	1,400	- 12.1%
Closed Sales	122	96	- 21.3%	1,701	1,324	- 22.2%
Median Sales Price*	\$286,000	\$286,000	0.0%	\$285,250	\$275,000	- 3.6%
Average Sales Price*	\$306,200	\$310,541	+ 1.4%	\$297,669	\$296,108	- 0.5%
Percent of Original List Price Received*	95.5%	96.5%	+ 1.0%	99.3%	96.1%	- 3.2%
List to Close	89	87	- 2.2%	74	83	+ 12.2%
Days on Market Until Sale	32	42	+ 31.3%	20	39	+ 95.0%
Cumulative Days on Market Until Sale	35	44	+ 25.7%	20	45	+ 125.0%
Average List Price	\$292,690	\$308,209	+ 5.3%	\$299,942	\$315,960	+ 5.3%
Inventory of Homes for Sale	325	338	+ 4.0%	--	--	--
Months Supply of Inventory	2.3	2.7	+ 17.4%	--	--	--

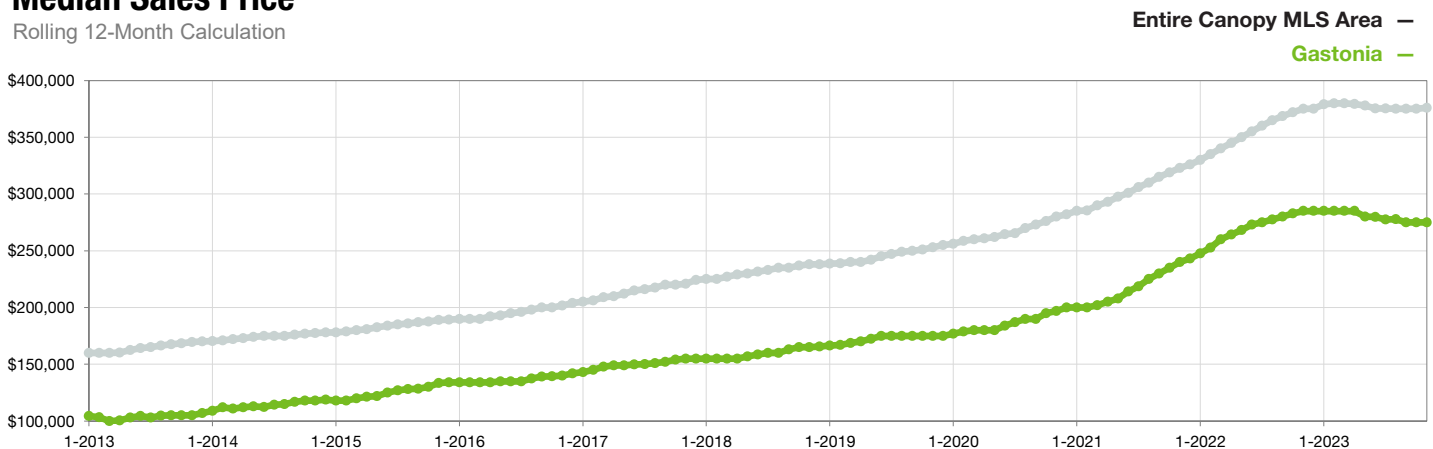
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November



Median Sales Price

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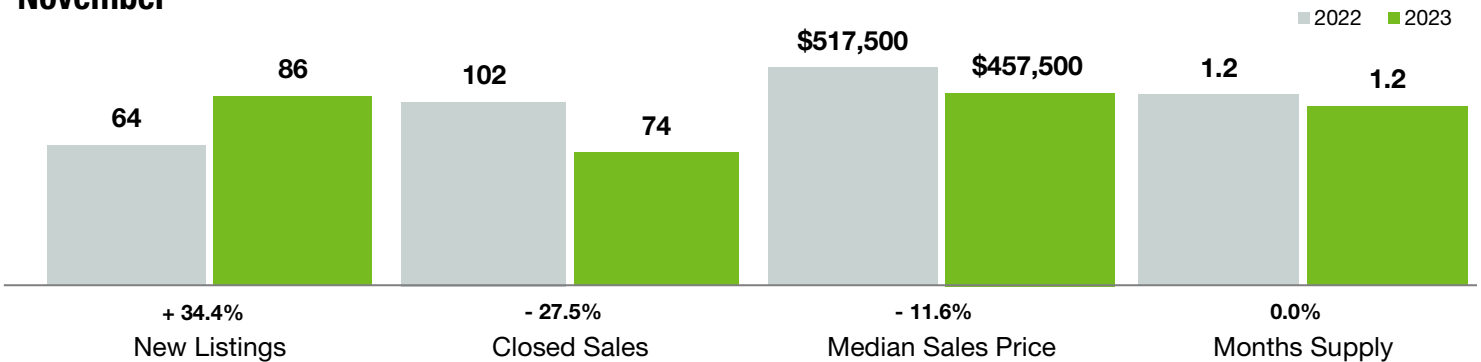
Huntersville

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	64	86	+ 34.4%	1,575	1,116	- 29.1%
Pending Sales	58	74	+ 27.6%	1,345	993	- 26.2%
Closed Sales	102	74	- 27.5%	1,526	947	- 37.9%
Median Sales Price*	\$517,500	\$457,500	- 11.6%	\$519,335	\$540,000	+ 4.0%
Average Sales Price*	\$555,311	\$542,177	- 2.4%	\$544,771	\$584,656	+ 7.3%
Percent of Original List Price Received*	97.3%	98.0%	+ 0.7%	101.5%	98.5%	- 3.0%
List to Close	98	71	- 27.6%	98	83	- 15.3%
Days on Market Until Sale	26	23	- 11.5%	25	29	+ 16.0%
Cumulative Days on Market Until Sale	27	24	- 11.1%	19	30	+ 57.9%
Average List Price	\$562,522	\$628,177	+ 11.7%	\$557,039	\$619,314	+ 11.2%
Inventory of Homes for Sale	150	101	- 32.7%	--	--	--
Months Supply of Inventory	1.2	1.2	0.0%	--	--	--

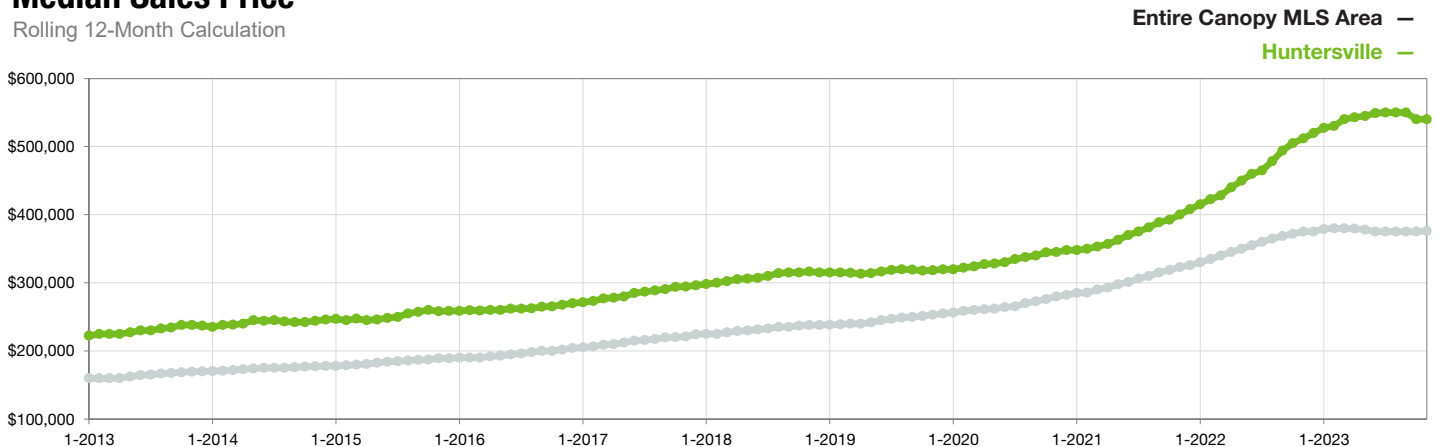
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November



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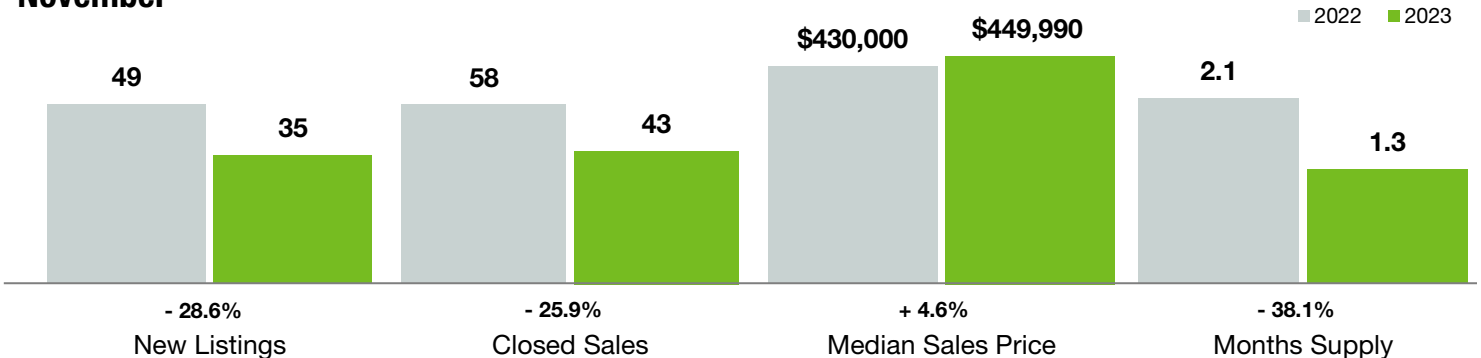
Indian Trail

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	49	35	- 28.6%	955	636	- 33.4%
Pending Sales	41	32	- 22.0%	744	593	- 20.3%
Closed Sales	58	43	- 25.9%	813	622	- 23.5%
Median Sales Price*	\$430,000	\$449,990	+ 4.6%	\$425,000	\$439,789	+ 3.5%
Average Sales Price*	\$445,349	\$467,223	+ 4.9%	\$446,250	\$457,677	+ 2.6%
Percent of Original List Price Received*	95.8%	96.2%	+ 0.4%	100.4%	97.6%	- 2.8%
List to Close	103	79	- 23.3%	97	99	+ 2.1%
Days on Market Until Sale	30	35	+ 16.7%	21	38	+ 81.0%
Cumulative Days on Market Until Sale	34	45	+ 32.4%	24	41	+ 70.8%
Average List Price	\$412,063	\$487,714	+ 18.4%	\$457,212	\$476,243	+ 4.2%
Inventory of Homes for Sale	142	70	- 50.7%	--	--	--
Months Supply of Inventory	2.1	1.3	- 38.1%	--	--	--

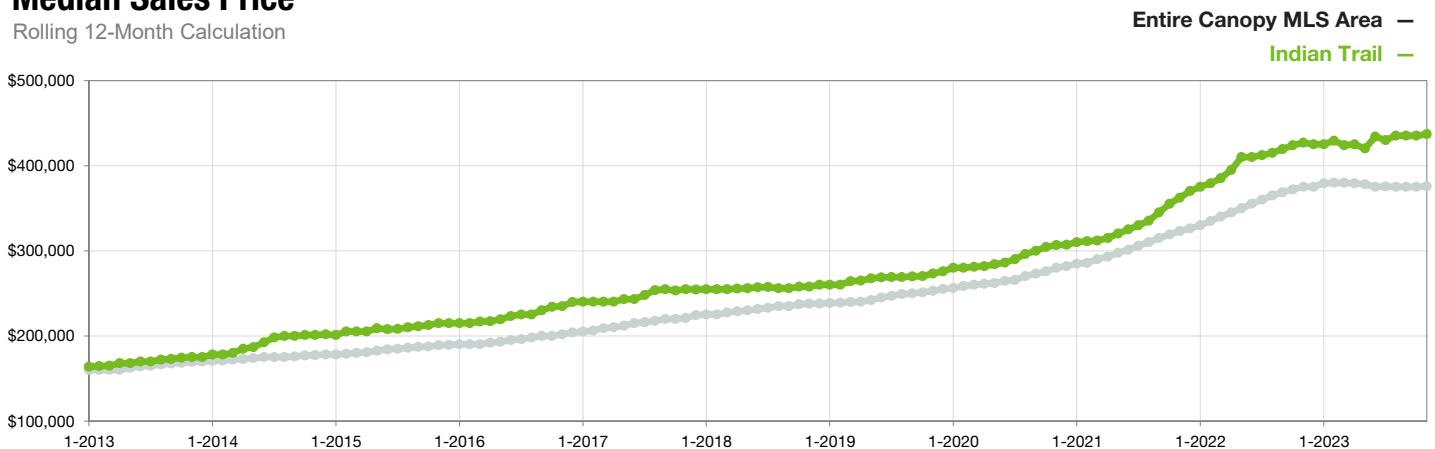
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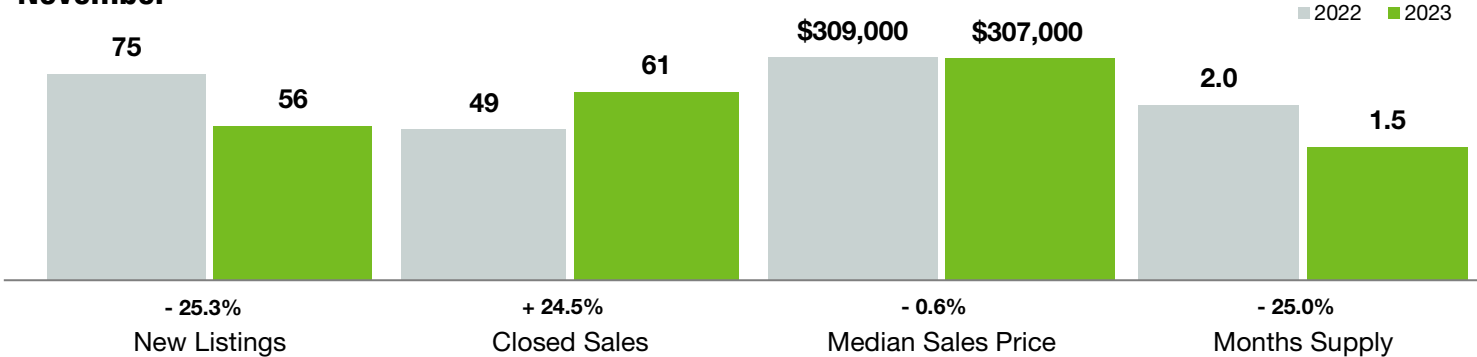
Kannapolis

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	75	56	- 25.3%	1,024	877	- 14.4%
Pending Sales	57	54	- 5.3%	811	773	- 4.7%
Closed Sales	49	61	+ 24.5%	835	741	- 11.3%
Median Sales Price*	\$309,000	\$307,000	- 0.6%	\$280,000	\$290,000	+ 3.6%
Average Sales Price*	\$325,078	\$302,855	- 6.8%	\$291,372	\$300,599	+ 3.2%
Percent of Original List Price Received*	92.8%	96.2%	+ 3.7%	98.9%	96.1%	- 2.8%
List to Close	102	78	- 23.5%	63	77	+ 22.2%
Days on Market Until Sale	60	33	- 45.0%	21	35	+ 66.7%
Cumulative Days on Market Until Sale	35	38	+ 8.6%	18	38	+ 111.1%
Average List Price	\$284,686	\$302,096	+ 6.1%	\$303,339	\$313,013	+ 3.2%
Inventory of Homes for Sale	150	105	- 30.0%	--	--	--
Months Supply of Inventory	2.0	1.5	- 25.0%	--	--	--

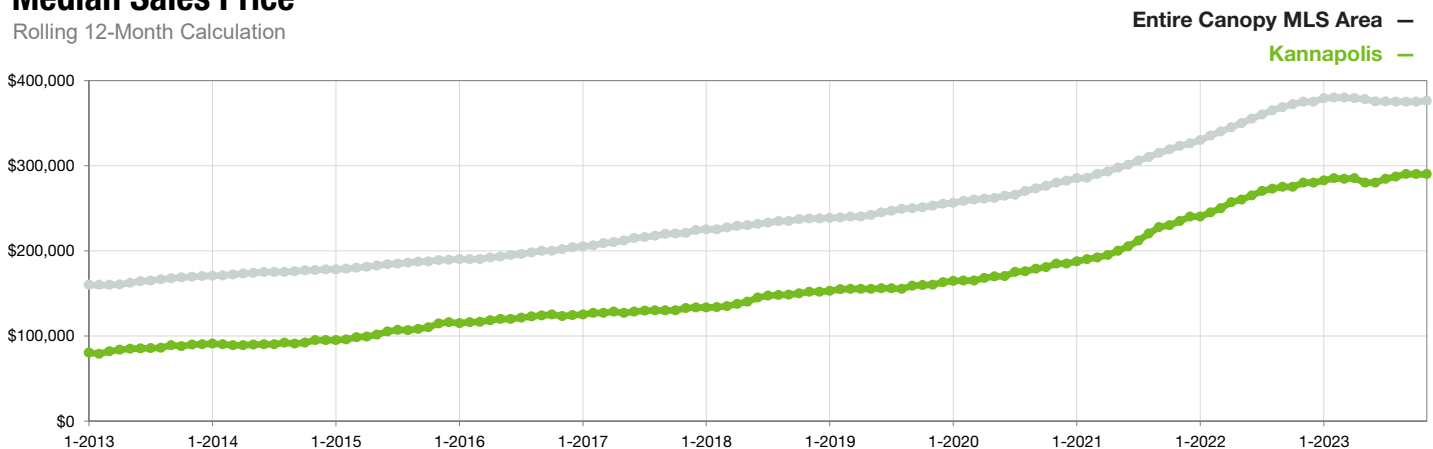
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November



Median Sales Price

Rolling 12-Month Calculation



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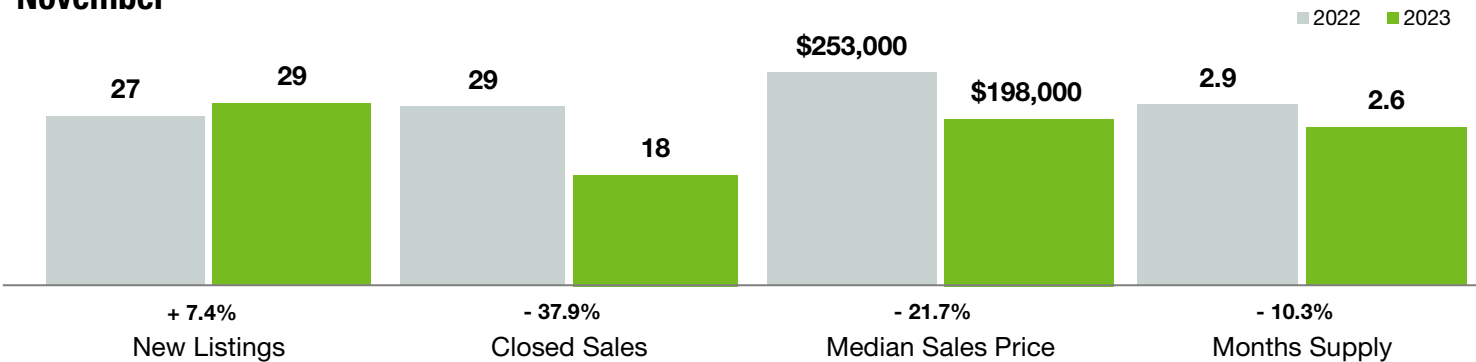
Kings Mountain

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	27	29	+ 7.4%	398	284	- 28.6%
Pending Sales	19	20	+ 5.3%	277	234	- 15.5%
Closed Sales	29	18	- 37.9%	287	228	- 20.6%
Median Sales Price*	\$253,000	\$198,000	- 21.7%	\$248,800	\$237,750	- 4.4%
Average Sales Price*	\$292,710	\$218,606	- 25.3%	\$283,548	\$269,795	- 4.9%
Percent of Original List Price Received*	93.1%	97.2%	+ 4.4%	97.2%	95.9%	- 1.3%
List to Close	79	83	+ 5.1%	66	85	+ 28.8%
Days on Market Until Sale	41	33	- 19.5%	26	43	+ 65.4%
Cumulative Days on Market Until Sale	47	48	+ 2.1%	28	44	+ 57.1%
Average List Price	\$274,881	\$377,772	+ 37.4%	\$273,258	\$302,343	+ 10.6%
Inventory of Homes for Sale	75	54	- 28.0%	--	--	--
Months Supply of Inventory	2.9	2.6	- 10.3%	--	--	--

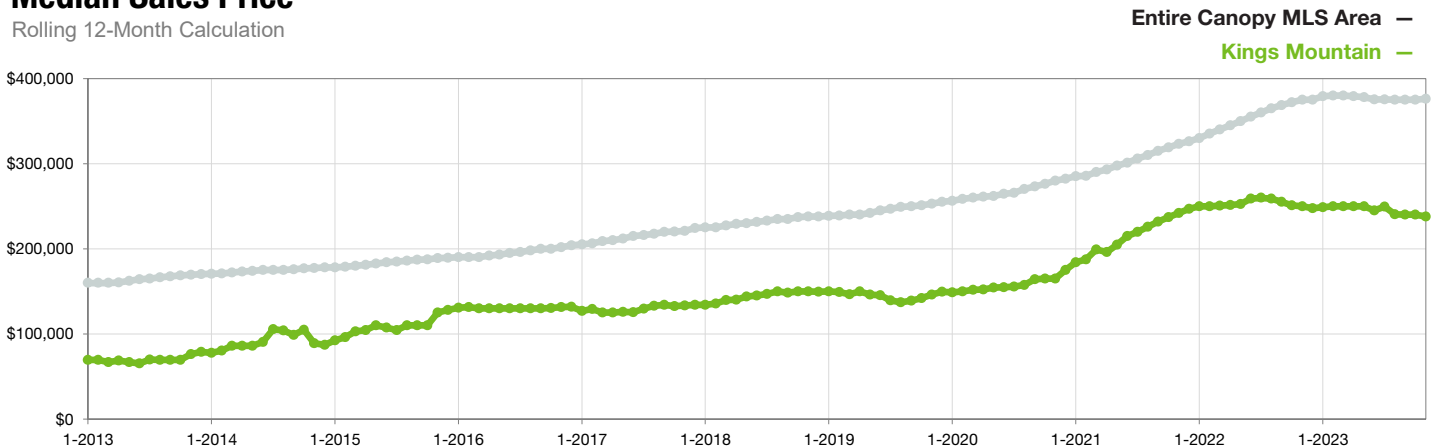
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November



Median Sales Price

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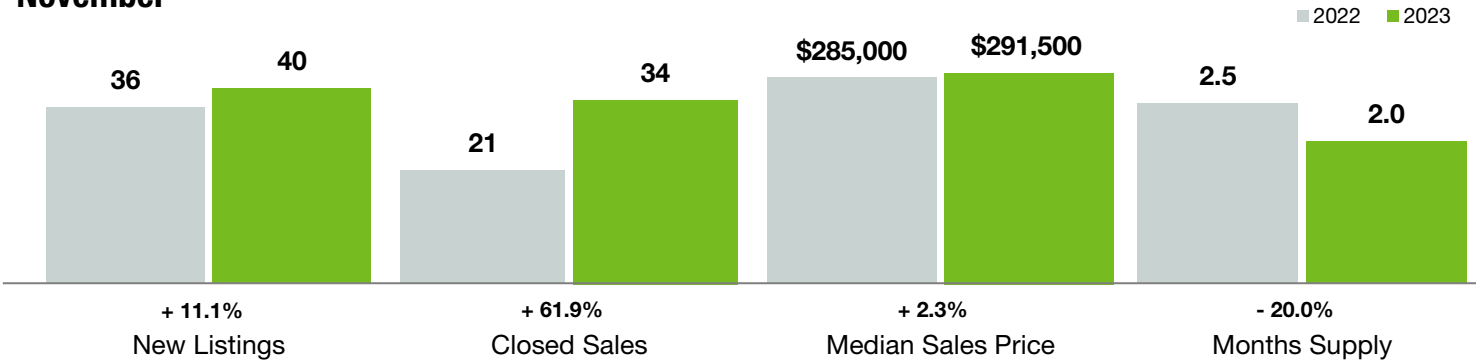
Lincolnton

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	36	40	+ 11.1%	529	452	- 14.6%
Pending Sales	27	41	+ 51.9%	432	399	- 7.6%
Closed Sales	21	34	+ 61.9%	437	375	- 14.2%
Median Sales Price*	\$285,000	\$291,500	+ 2.3%	\$285,000	\$293,750	+ 3.1%
Average Sales Price*	\$302,379	\$304,224	+ 0.6%	\$301,544	\$311,825	+ 3.4%
Percent of Original List Price Received*	95.3%	95.2%	- 0.1%	99.9%	95.8%	- 4.1%
List to Close	67	78	+ 16.4%	76	103	+ 35.5%
Days on Market Until Sale	22	46	+ 109.1%	32	47	+ 46.9%
Cumulative Days on Market Until Sale	26	53	+ 103.8%	39	52	+ 33.3%
Average List Price	\$286,541	\$297,094	+ 3.7%	\$306,655	\$331,995	+ 8.3%
Inventory of Homes for Sale	95	69	- 27.4%	--	--	--
Months Supply of Inventory	2.5	2.0	- 20.0%	--	--	--

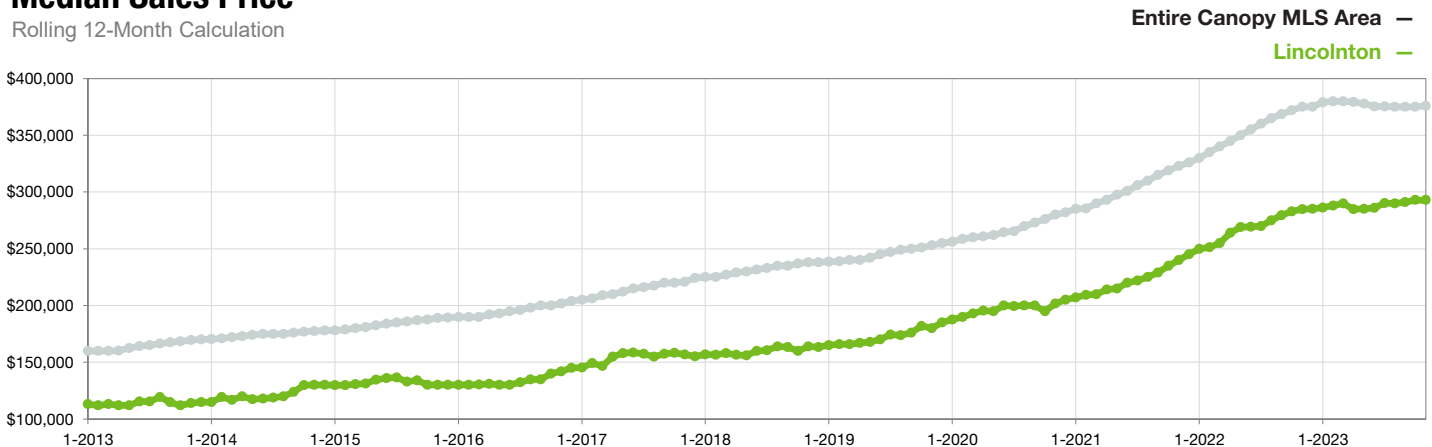
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November



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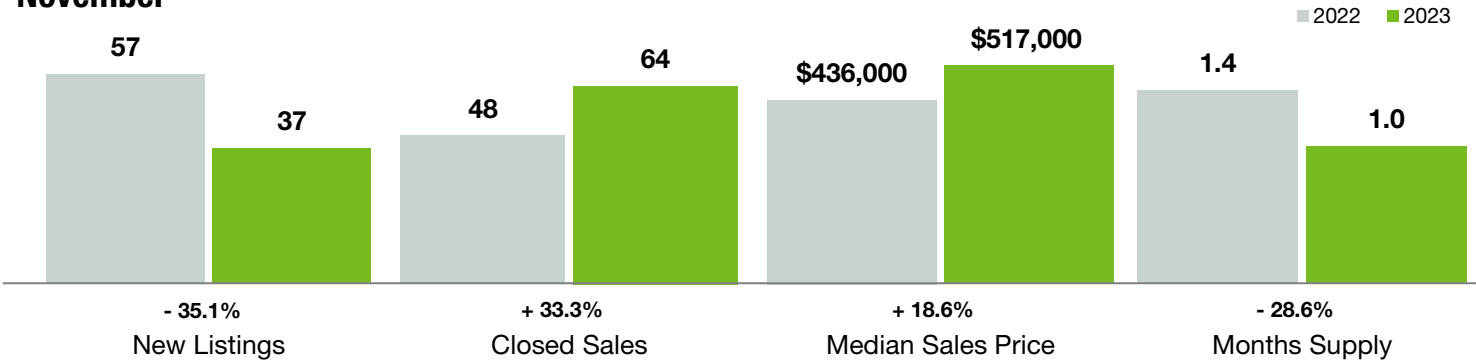
Matthews

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	57	37	- 35.1%	1,146	858	- 25.1%
Pending Sales	51	33	- 35.3%	969	792	- 18.3%
Closed Sales	48	64	+ 33.3%	1,017	792	- 22.1%
Median Sales Price*	\$436,000	\$517,000	+ 18.6%	\$452,000	\$500,000	+ 10.6%
Average Sales Price*	\$474,830	\$563,342	+ 18.6%	\$523,609	\$553,040	+ 5.6%
Percent of Original List Price Received*	96.3%	98.8%	+ 2.6%	102.0%	98.6%	- 3.3%
List to Close	85	67	- 21.2%	63	72	+ 14.3%
Days on Market Until Sale	20	26	+ 30.0%	14	32	+ 128.6%
Cumulative Days on Market Until Sale	22	28	+ 27.3%	12	31	+ 158.3%
Average List Price	\$465,935	\$609,920	+ 30.9%	\$521,383	\$585,362	+ 12.3%
Inventory of Homes for Sale	124	71	- 42.7%	--	--	--
Months Supply of Inventory	1.4	1.0	- 28.6%	--	--	--

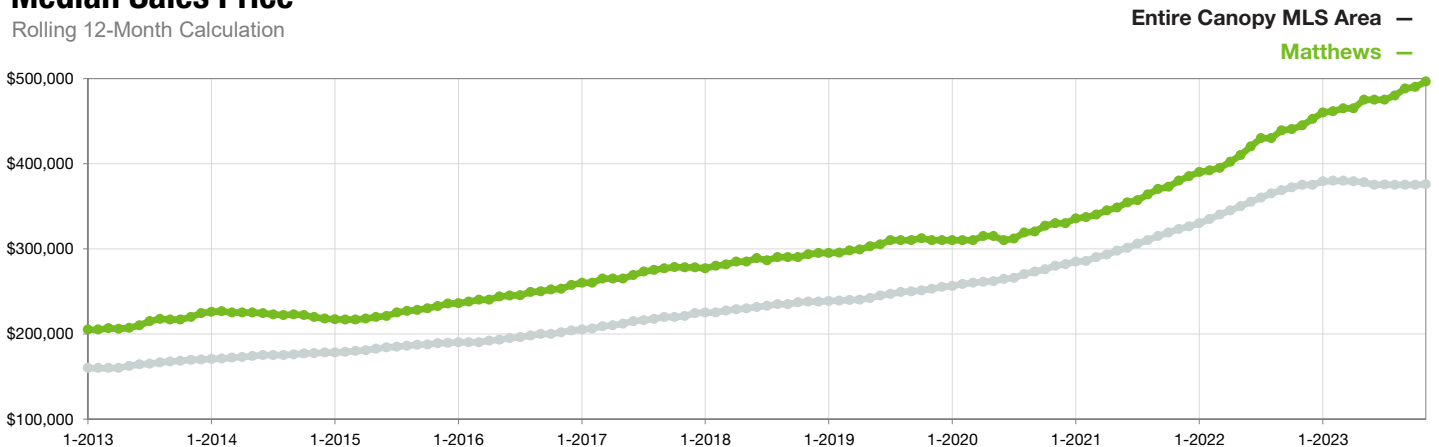
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November



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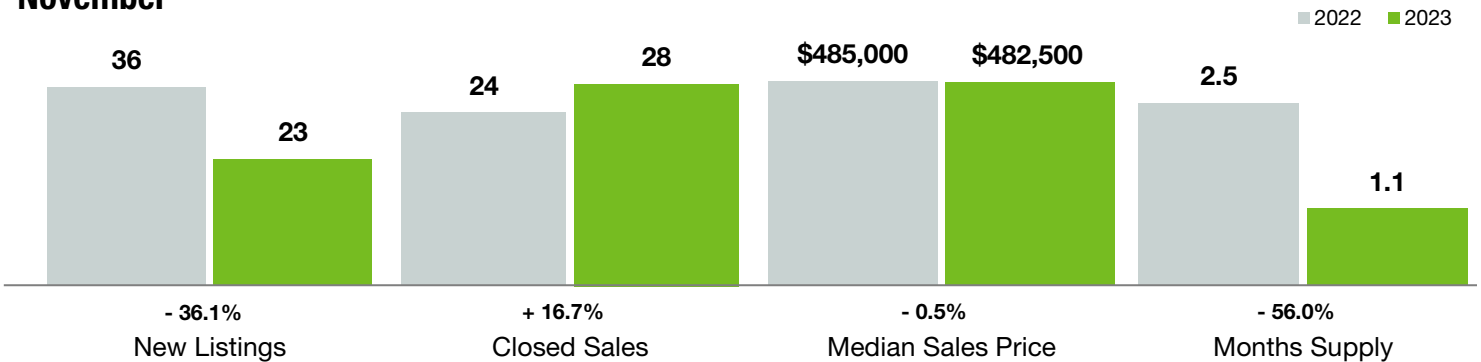
Mint Hill

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	36	23	- 36.1%	553	499	- 9.8%
Pending Sales	23	30	+ 30.4%	423	493	+ 16.5%
Closed Sales	24	28	+ 16.7%	421	488	+ 15.9%
Median Sales Price*	\$485,000	\$482,500	- 0.5%	\$475,000	\$485,000	+ 2.1%
Average Sales Price*	\$493,117	\$480,094	- 2.6%	\$501,088	\$493,783	- 1.5%
Percent of Original List Price Received*	95.8%	98.2%	+ 2.5%	101.5%	97.8%	- 3.6%
List to Close	134	79	- 41.0%	78	112	+ 43.6%
Days on Market Until Sale	58	31	- 46.6%	18	47	+ 161.1%
Cumulative Days on Market Until Sale	45	25	- 44.4%	18	46	+ 155.6%
Average List Price	\$531,726	\$572,356	+ 7.6%	\$514,224	\$524,348	+ 2.0%
Inventory of Homes for Sale	97	46	- 52.6%	--	--	--
Months Supply of Inventory	2.5	1.1	- 56.0%	--	--	--

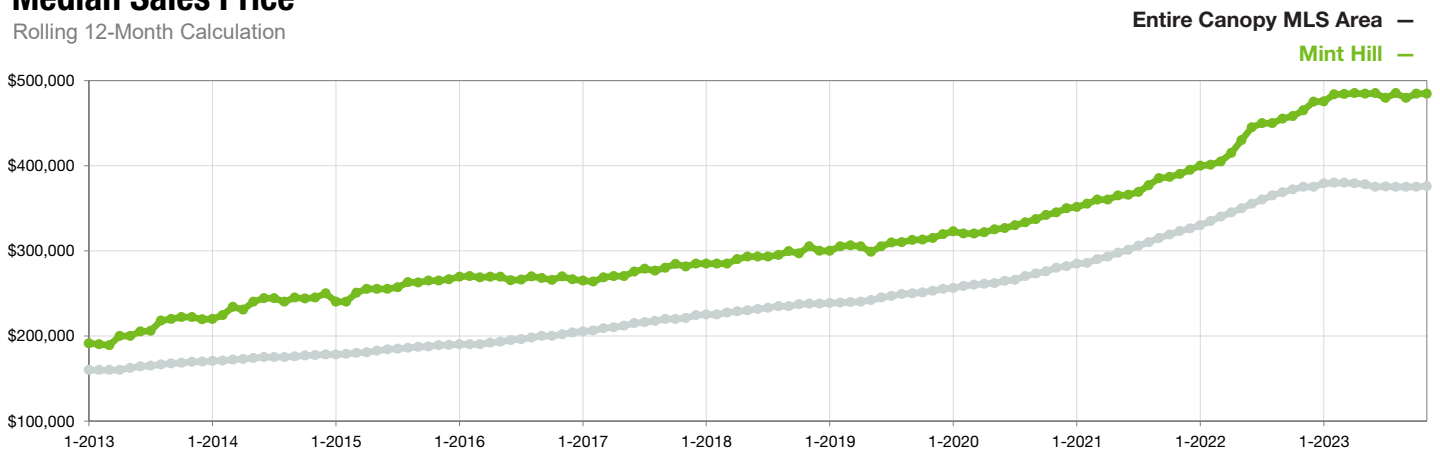
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November



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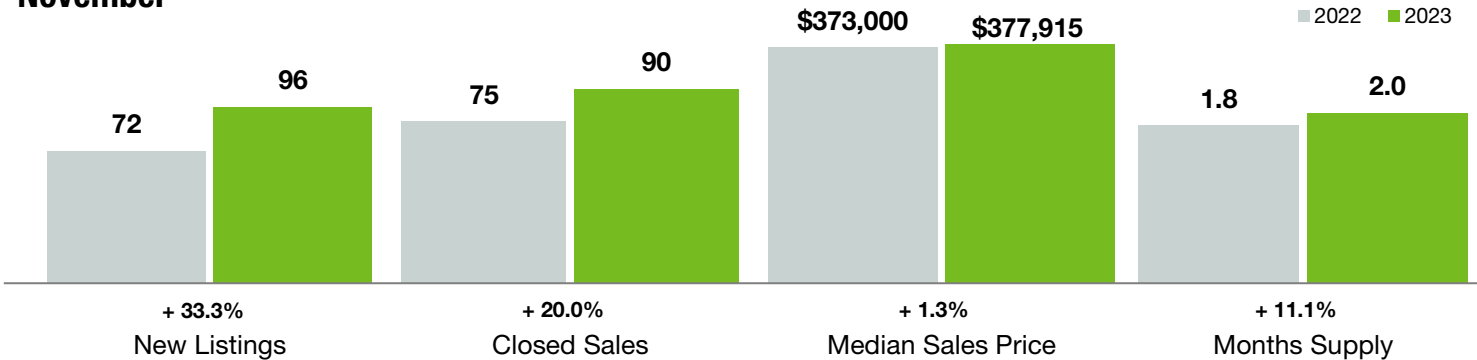
Monroe

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	72	96	+ 33.3%	1,502	1,222	- 18.6%
Pending Sales	50	73	+ 46.0%	1,209	1,046	- 13.5%
Closed Sales	75	90	+ 20.0%	1,305	1,016	- 22.1%
Median Sales Price*	\$373,000	\$377,915	+ 1.3%	\$380,000	\$380,000	0.0%
Average Sales Price*	\$376,913	\$408,514	+ 8.4%	\$388,267	\$397,841	+ 2.5%
Percent of Original List Price Received*	92.8%	96.7%	+ 4.2%	99.4%	97.0%	- 2.4%
List to Close	100	139	+ 39.0%	80	96	+ 20.0%
Days on Market Until Sale	38	47	+ 23.7%	21	40	+ 90.5%
Cumulative Days on Market Until Sale	44	40	- 9.1%	23	41	+ 78.3%
Average List Price	\$401,531	\$476,373	+ 18.6%	\$396,644	\$420,797	+ 6.1%
Inventory of Homes for Sale	199	182	- 8.5%	--	--	--
Months Supply of Inventory	1.8	2.0	+ 11.1%	--	--	--

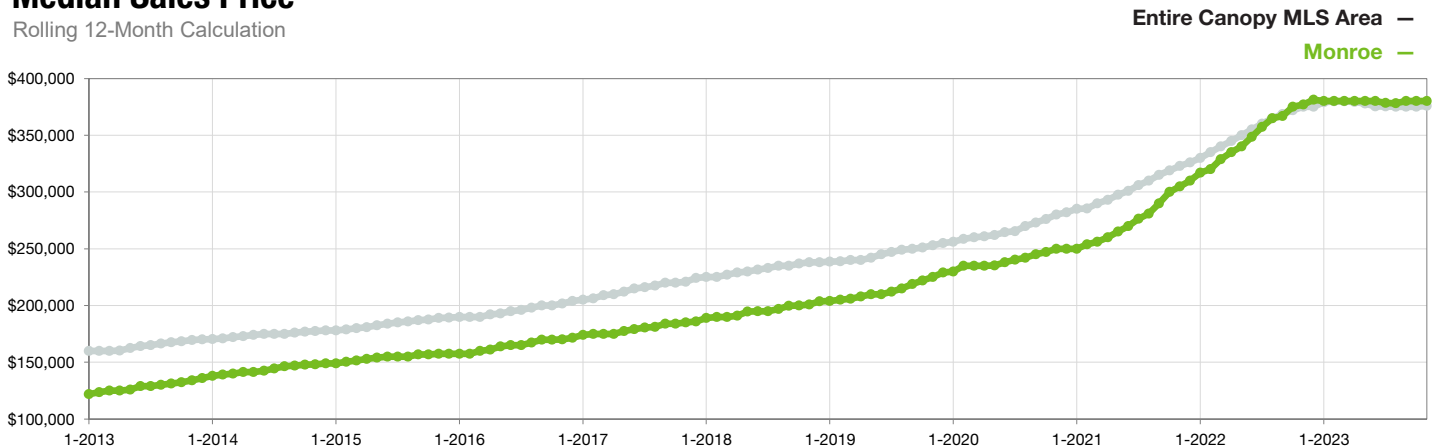
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November



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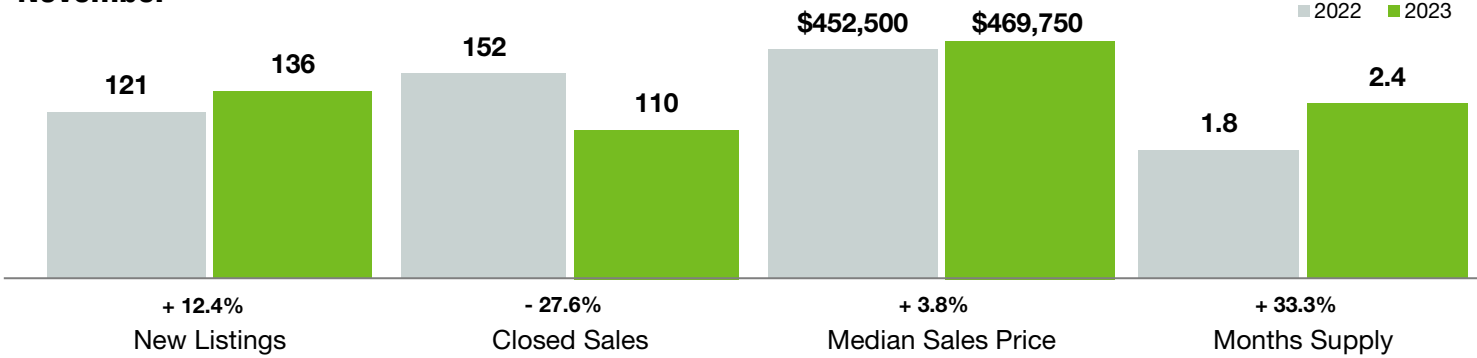
Mooreville

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	121	136	+ 12.4%	2,086	1,710	- 18.0%
Pending Sales	129	98	- 24.0%	1,668	1,351	- 19.0%
Closed Sales	152	110	- 27.6%	1,662	1,363	- 18.0%
Median Sales Price*	\$452,500	\$469,750	+ 3.8%	\$457,432	\$472,500	+ 3.3%
Average Sales Price*	\$565,435	\$544,339	- 3.7%	\$625,778	\$659,982	+ 5.5%
Percent of Original List Price Received*	95.2%	96.7%	+ 1.6%	99.5%	96.4%	- 3.1%
List to Close	105	85	- 19.0%	72	90	+ 25.0%
Days on Market Until Sale	40	32	- 20.0%	21	37	+ 76.2%
Cumulative Days on Market Until Sale	38	38	0.0%	21	41	+ 95.2%
Average List Price	\$619,333	\$816,112	+ 31.8%	\$671,699	\$742,911	+ 10.6%
Inventory of Homes for Sale	263	286	+ 8.7%	--	--	--
Months Supply of Inventory	1.8	2.4	+ 33.3%	--	--	--

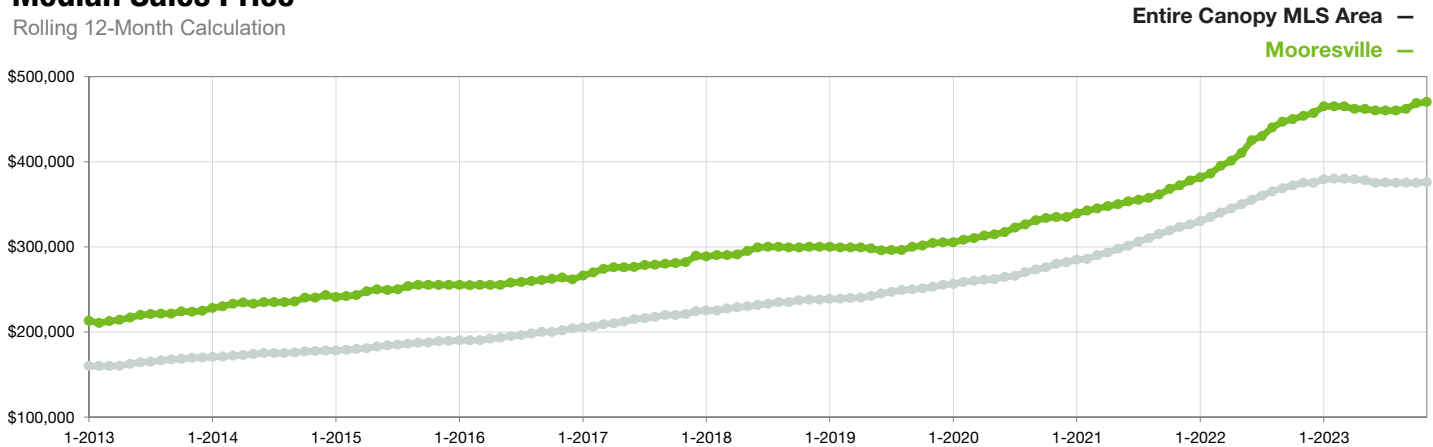
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November



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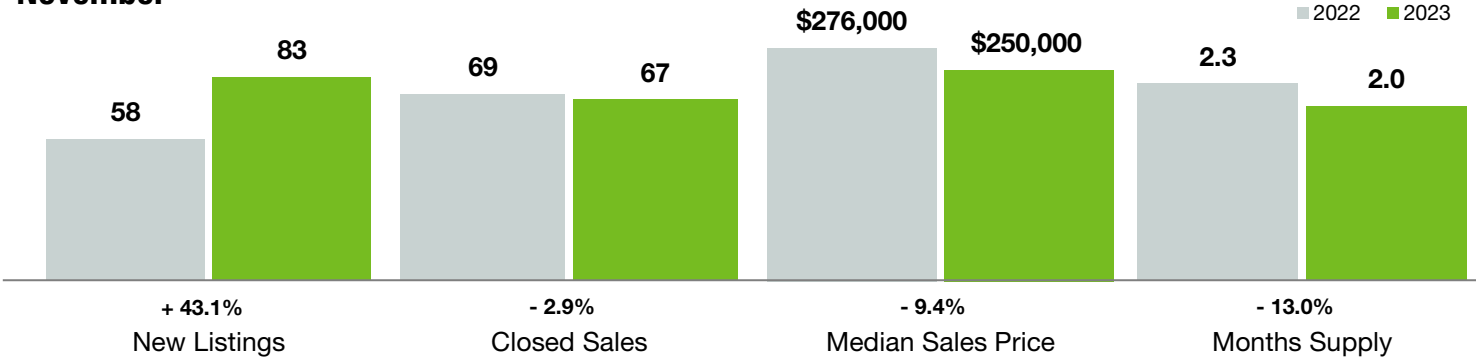
Salisbury

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	58	83	+ 43.1%	1,269	1,082	- 14.7%
Pending Sales	48	77	+ 60.4%	986	901	- 8.6%
Closed Sales	69	67	- 2.9%	1,067	872	- 18.3%
Median Sales Price*	\$276,000	\$250,000	- 9.4%	\$255,000	\$260,000	+ 2.0%
Average Sales Price*	\$290,435	\$259,597	- 10.6%	\$285,698	\$286,804	+ 0.4%
Percent of Original List Price Received*	95.5%	94.7%	- 0.8%	98.9%	95.3%	- 3.6%
List to Close	77	78	+ 1.3%	76	82	+ 7.9%
Days on Market Until Sale	26	35	+ 34.6%	19	37	+ 94.7%
Cumulative Days on Market Until Sale	32	44	+ 37.5%	22	42	+ 90.9%
Average List Price	\$291,098	\$324,127	+ 11.3%	\$293,224	\$318,990	+ 8.8%
Inventory of Homes for Sale	203	162	- 20.2%	--	--	--
Months Supply of Inventory	2.3	2.0	- 13.0%	--	--	--

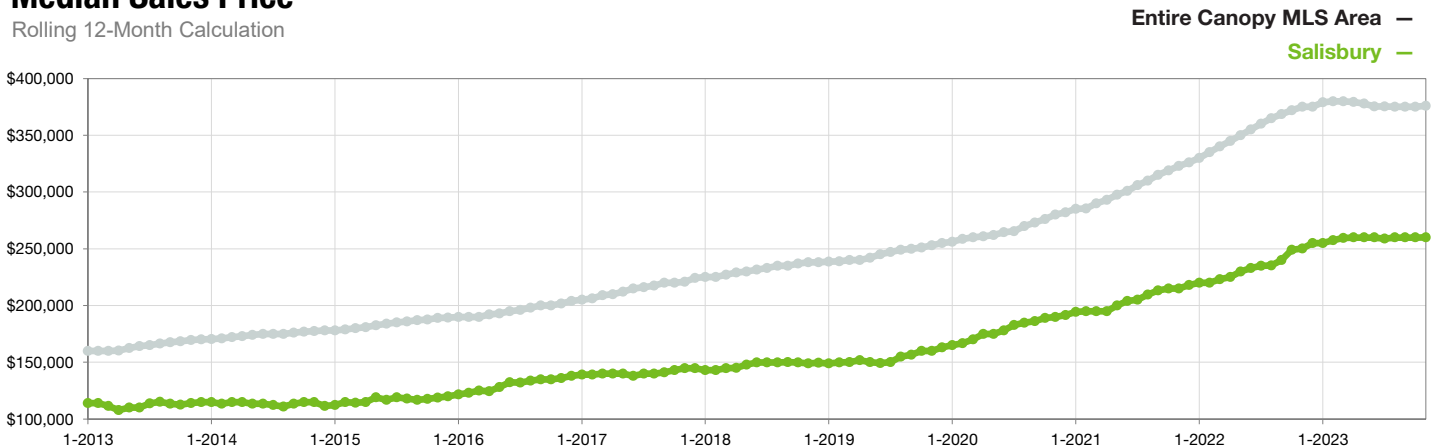
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November



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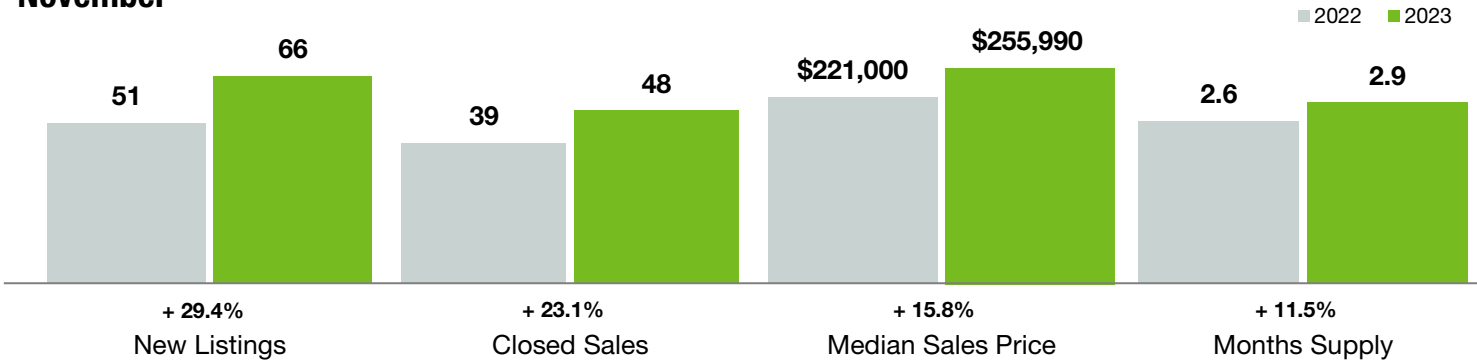
Shelby

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	51	66	+ 29.4%	708	779	+ 10.0%
Pending Sales	54	37	- 31.5%	566	630	+ 11.3%
Closed Sales	39	48	+ 23.1%	590	609	+ 3.2%
Median Sales Price*	\$221,000	\$255,990	+ 15.8%	\$225,000	\$237,500	+ 5.6%
Average Sales Price*	\$227,431	\$287,368	+ 26.4%	\$248,436	\$262,793	+ 5.8%
Percent of Original List Price Received*	91.2%	96.8%	+ 6.1%	97.2%	95.1%	- 2.2%
List to Close	80	81	+ 1.3%	80	85	+ 6.3%
Days on Market Until Sale	40	28	- 30.0%	28	41	+ 46.4%
Cumulative Days on Market Until Sale	40	35	- 12.5%	28	47	+ 67.9%
Average List Price	\$290,543	\$317,066	+ 9.1%	\$260,488	\$281,120	+ 7.9%
Inventory of Homes for Sale	132	161	+ 22.0%	--	--	--
Months Supply of Inventory	2.6	2.9	+ 11.5%	--	--	--

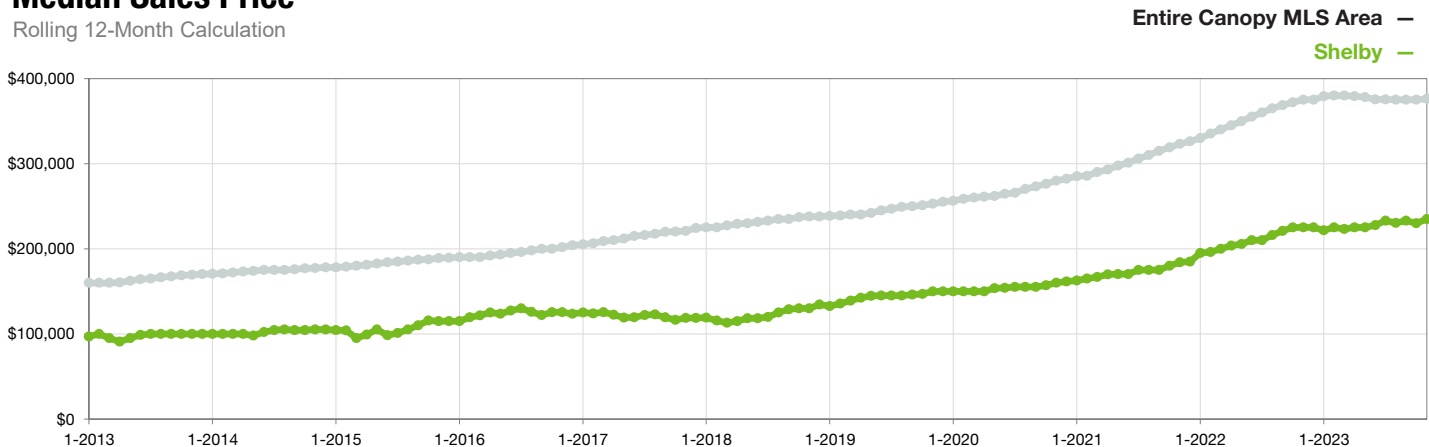
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November



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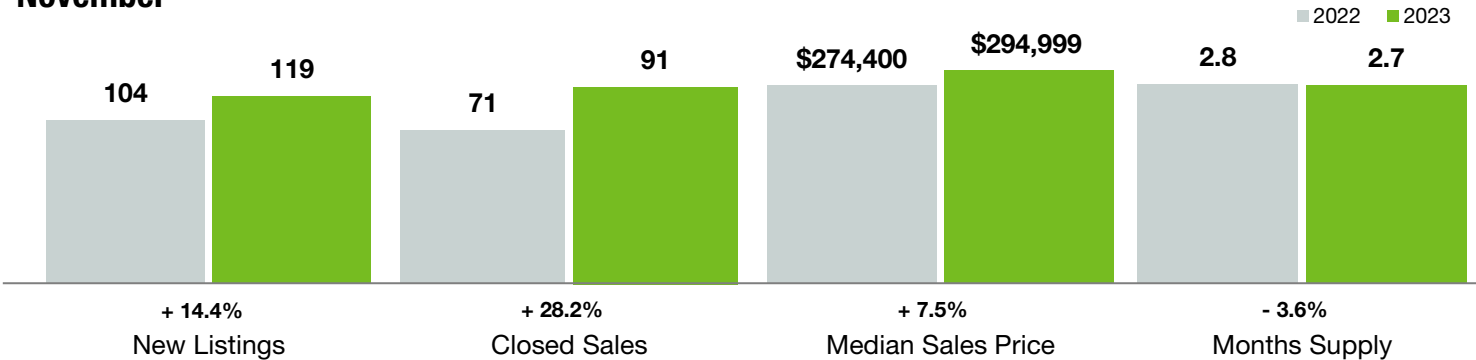
Statesville

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	104	119	+ 14.4%	1,329	1,363	+ 2.6%
Pending Sales	60	95	+ 58.3%	1,018	1,083	+ 6.4%
Closed Sales	71	91	+ 28.2%	1,045	1,011	- 3.3%
Median Sales Price*	\$274,400	\$294,999	+ 7.5%	\$276,000	\$295,000	+ 6.9%
Average Sales Price*	\$324,880	\$311,999	- 4.0%	\$300,598	\$302,920	+ 0.8%
Percent of Original List Price Received*	95.0%	95.1%	+ 0.1%	98.4%	95.8%	- 2.6%
List to Close	97	77	- 20.6%	66	88	+ 33.3%
Days on Market Until Sale	39	38	- 2.6%	22	44	+ 100.0%
Cumulative Days on Market Until Sale	47	41	- 12.8%	23	48	+ 108.7%
Average List Price	\$300,758	\$313,710	+ 4.3%	\$306,347	\$329,113	+ 7.4%
Inventory of Homes for Sale	252	256	+ 1.6%	--	--	--
Months Supply of Inventory	2.8	2.7	- 3.6%	--	--	--

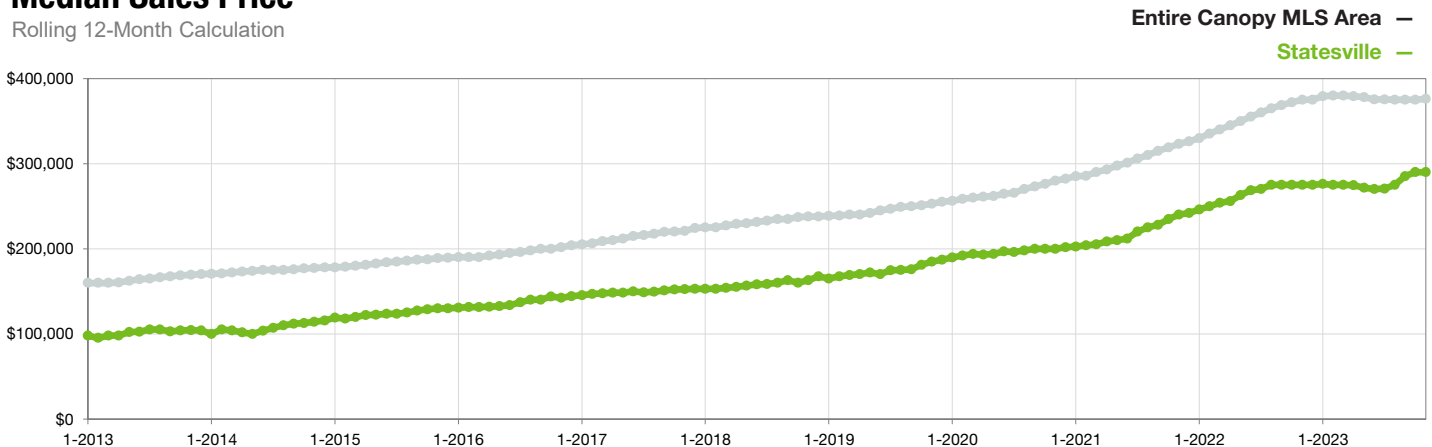
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November



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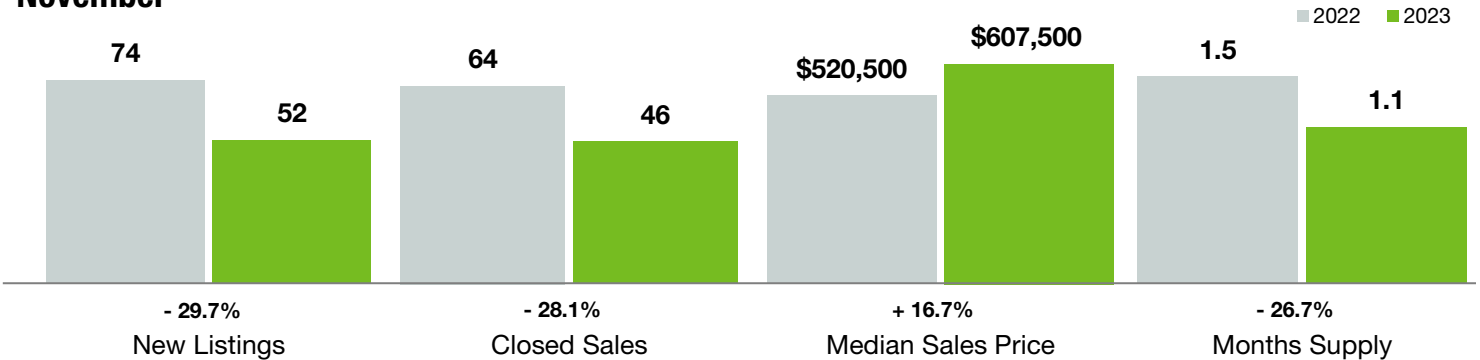
Waxhaw

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	74	52	- 29.7%	1,178	835	- 29.1%
Pending Sales	65	43	- 33.8%	963	757	- 21.4%
Closed Sales	64	46	- 28.1%	994	786	- 20.9%
Median Sales Price*	\$520,500	\$607,500	+ 16.7%	\$600,000	\$660,500	+ 10.1%
Average Sales Price*	\$656,429	\$715,729	+ 9.0%	\$729,961	\$767,022	+ 5.1%
Percent of Original List Price Received*	95.9%	97.6%	+ 1.8%	101.4%	98.5%	- 2.9%
List to Close	96	67	- 30.2%	73	85	+ 16.4%
Days on Market Until Sale	35	27	- 22.9%	18	28	+ 55.6%
Cumulative Days on Market Until Sale	31	28	- 9.7%	15	28	+ 86.7%
Average List Price	\$716,844	\$771,039	+ 7.6%	\$741,243	\$820,653	+ 10.7%
Inventory of Homes for Sale	129	77	- 40.3%	--	--	--
Months Supply of Inventory	1.5	1.1	- 26.7%	--	--	--

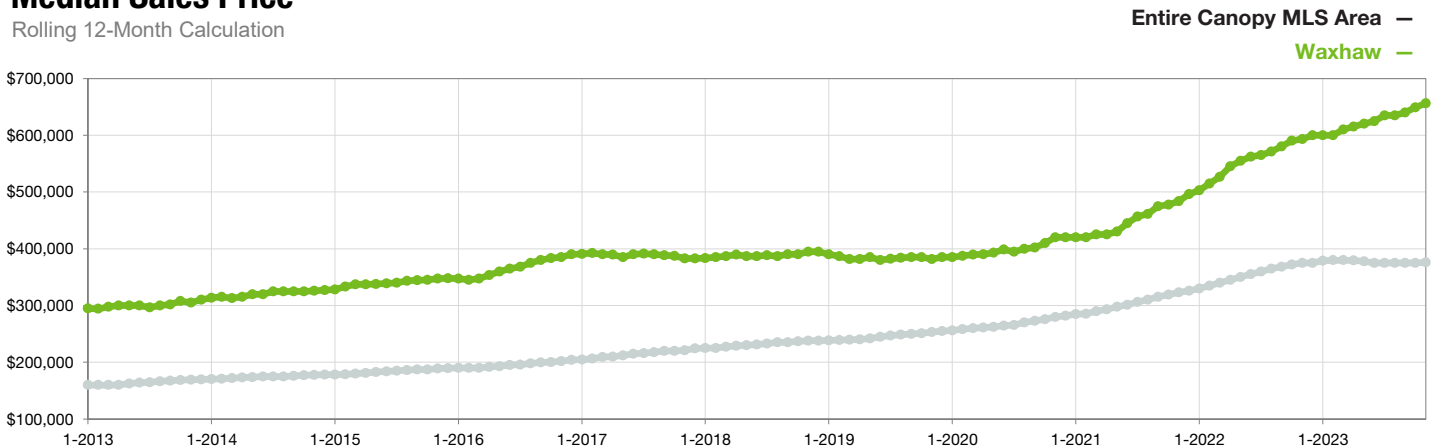
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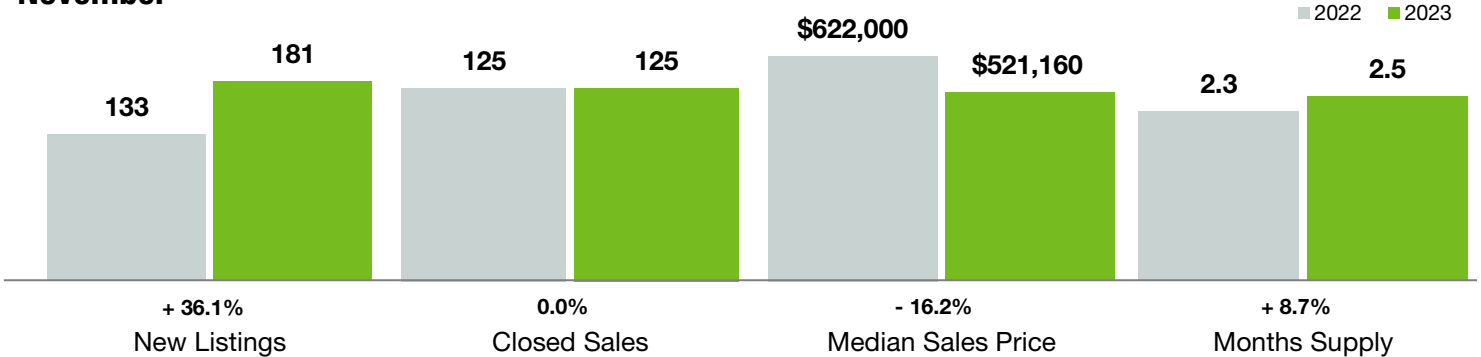
Lake Norman

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	133	181	+ 36.1%	2,335	2,203	- 5.7%
Pending Sales	103	120	+ 16.5%	1,807	1,736	- 3.9%
Closed Sales	125	125	0.0%	1,866	1,709	- 8.4%
Median Sales Price*	\$622,000	\$521,160	- 16.2%	\$575,000	\$535,530	- 6.9%
Average Sales Price*	\$813,365	\$699,187	- 14.0%	\$803,084	\$795,107	- 1.0%
Percent of Original List Price Received*	95.7%	96.5%	+ 0.8%	99.1%	96.6%	- 2.5%
List to Close	93	96	+ 3.2%	76	98	+ 28.9%
Days on Market Until Sale	35	35	0.0%	23	40	+ 73.9%
Cumulative Days on Market Until Sale	36	35	- 2.8%	23	46	+ 100.0%
Average List Price	\$740,740	\$936,025	+ 26.4%	\$857,333	\$915,511	+ 6.8%
Inventory of Homes for Sale	375	386	+ 2.9%	--	--	--
Months Supply of Inventory	2.3	2.5	+ 8.7%	--	--	--

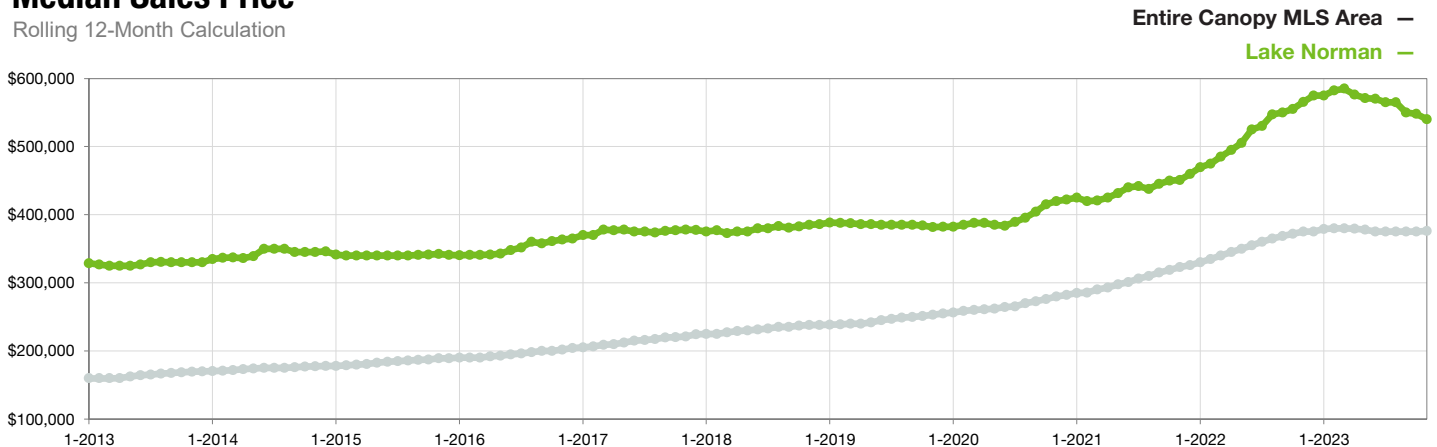
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November



Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for November 2023

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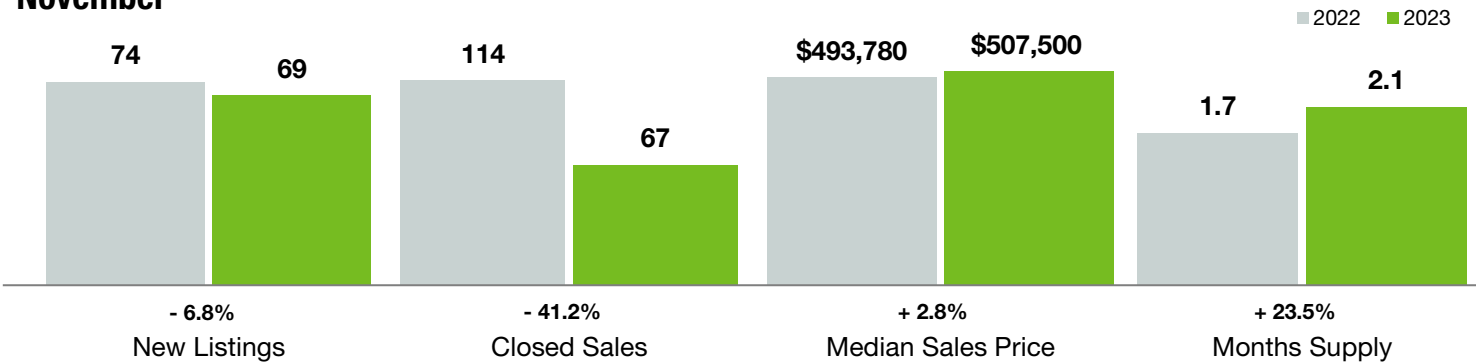
Lake Wylie

North Carolina and South Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	74	69	- 6.8%	1,396	1,060	- 24.1%
Pending Sales	73	62	- 15.1%	1,171	888	- 24.2%
Closed Sales	114	67	- 41.2%	1,327	927	- 30.1%
Median Sales Price*	\$493,780	\$507,500	+ 2.8%	\$525,000	\$521,000	- 0.8%
Average Sales Price*	\$595,284	\$600,921	+ 0.9%	\$590,322	\$617,101	+ 4.5%
Percent of Original List Price Received*	94.5%	97.1%	+ 2.8%	100.3%	97.6%	- 2.7%
List to Close	119	84	- 29.4%	105	96	- 8.6%
Days on Market Until Sale	44	33	- 25.0%	22	36	+ 63.6%
Cumulative Days on Market Until Sale	38	40	+ 5.3%	22	39	+ 77.3%
Average List Price	\$620,133	\$677,735	+ 9.3%	\$625,819	\$690,671	+ 10.4%
Inventory of Homes for Sale	186	162	- 12.9%	--	--	--
Months Supply of Inventory	1.7	2.1	+ 23.5%	--	--	--

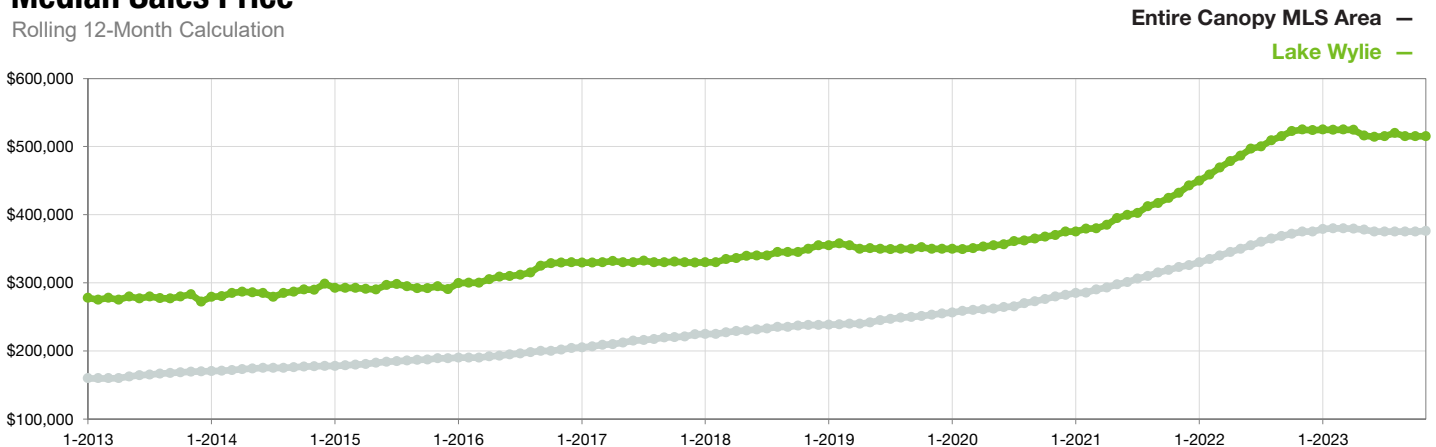
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November



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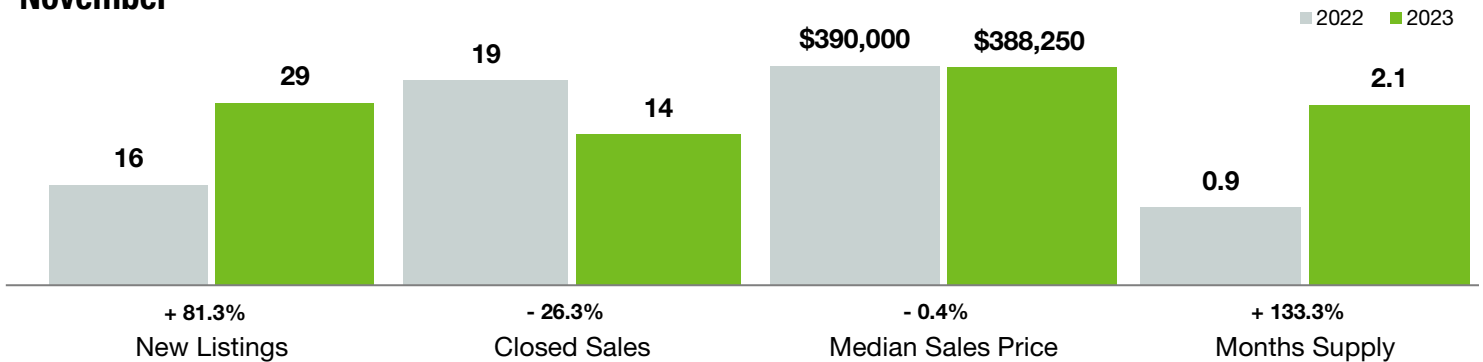
Uptown Charlotte

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	16	29	+ 81.3%	362	279	- 22.9%
Pending Sales	16	18	+ 12.5%	326	224	- 31.3%
Closed Sales	19	14	- 26.3%	337	212	- 37.1%
Median Sales Price*	\$390,000	\$388,250	- 0.4%	\$370,000	\$389,000	+ 5.1%
Average Sales Price*	\$425,574	\$420,398	- 1.2%	\$425,585	\$486,833	+ 14.4%
Percent of Original List Price Received*	98.0%	97.3%	- 0.7%	99.6%	98.6%	- 1.0%
List to Close	59	58	- 1.7%	61	61	0.0%
Days on Market Until Sale	28	27	- 3.6%	23	27	+ 17.4%
Cumulative Days on Market Until Sale	24	30	+ 25.0%	27	30	+ 11.1%
Average List Price	\$460,763	\$517,941	+ 12.4%	\$433,781	\$526,404	+ 21.4%
Inventory of Homes for Sale	26	40	+ 53.8%	--	--	--
Months Supply of Inventory	0.9	2.1	+ 133.3%	--	--	--

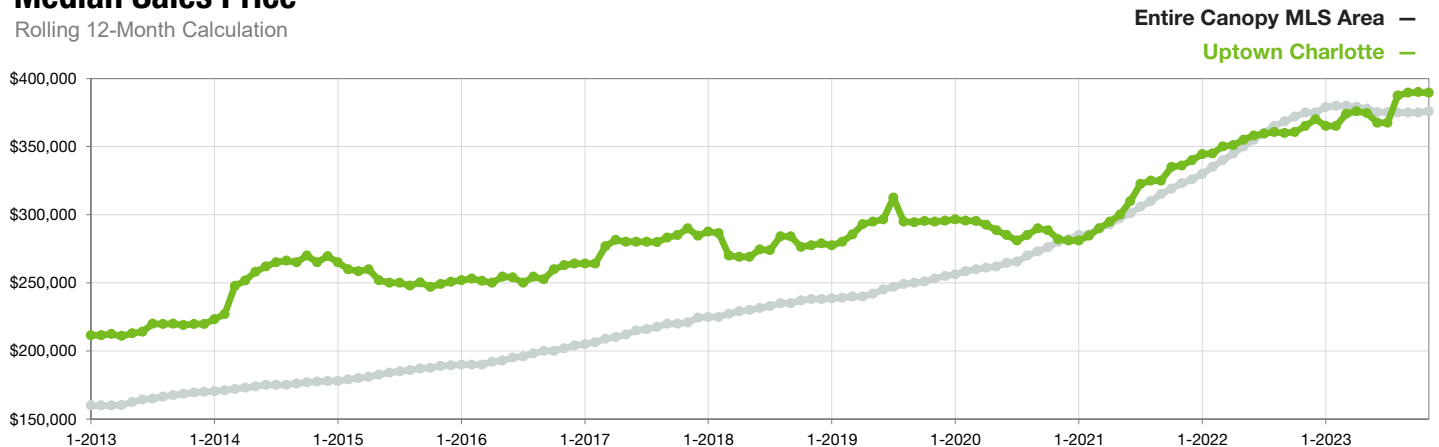
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November



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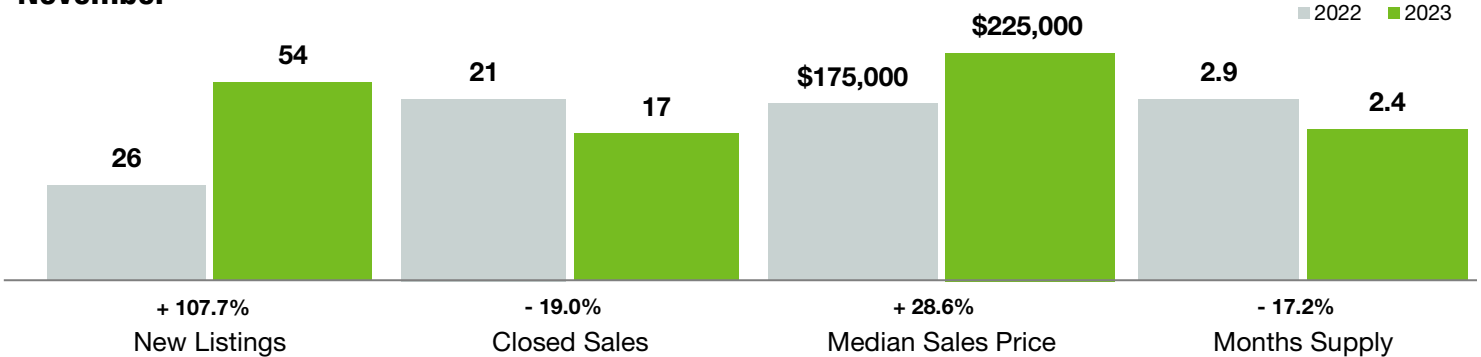
Chester County

South Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	26	54	+ 107.7%	339	524	+ 54.6%
Pending Sales	13	38	+ 192.3%	261	355	+ 36.0%
Closed Sales	21	17	- 19.0%	273	336	+ 23.1%
Median Sales Price*	\$175,000	\$225,000	+ 28.6%	\$205,000	\$252,500	+ 23.2%
Average Sales Price*	\$159,167	\$229,194	+ 44.0%	\$221,734	\$247,369	+ 11.6%
Percent of Original List Price Received*	91.8%	93.1%	+ 1.4%	94.8%	95.4%	+ 0.6%
List to Close	87	75	- 13.8%	79	90	+ 13.9%
Days on Market Until Sale	24	36	+ 50.0%	33	35	+ 6.1%
Cumulative Days on Market Until Sale	25	45	+ 80.0%	37	42	+ 13.5%
Average List Price	\$225,952	\$287,600	+ 27.3%	\$231,904	\$276,761	+ 19.3%
Inventory of Homes for Sale	69	78	+ 13.0%	--	--	--
Months Supply of Inventory	2.9	2.4	- 17.2%	--	--	--

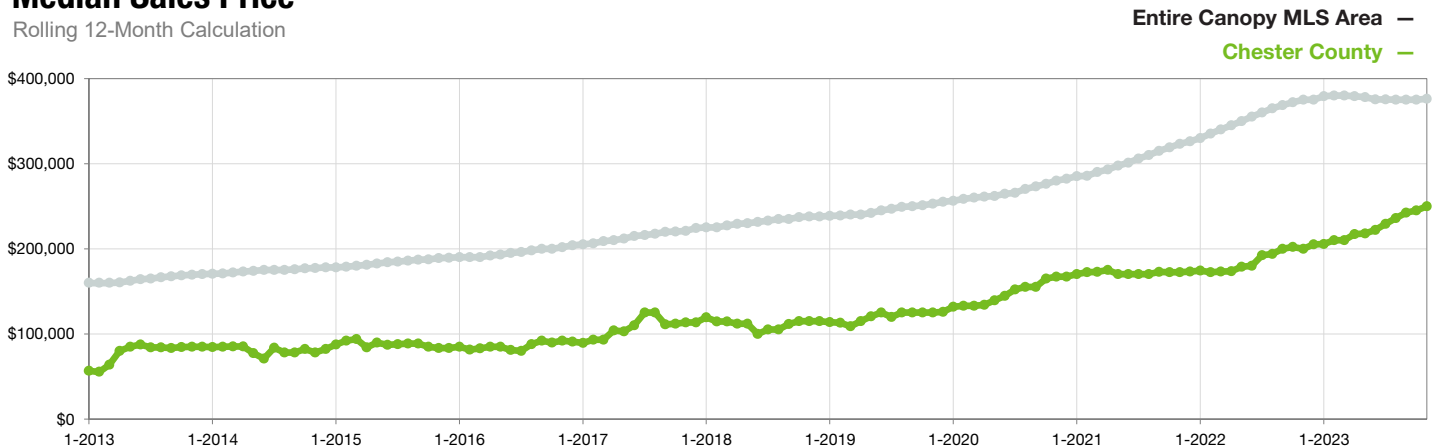
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November



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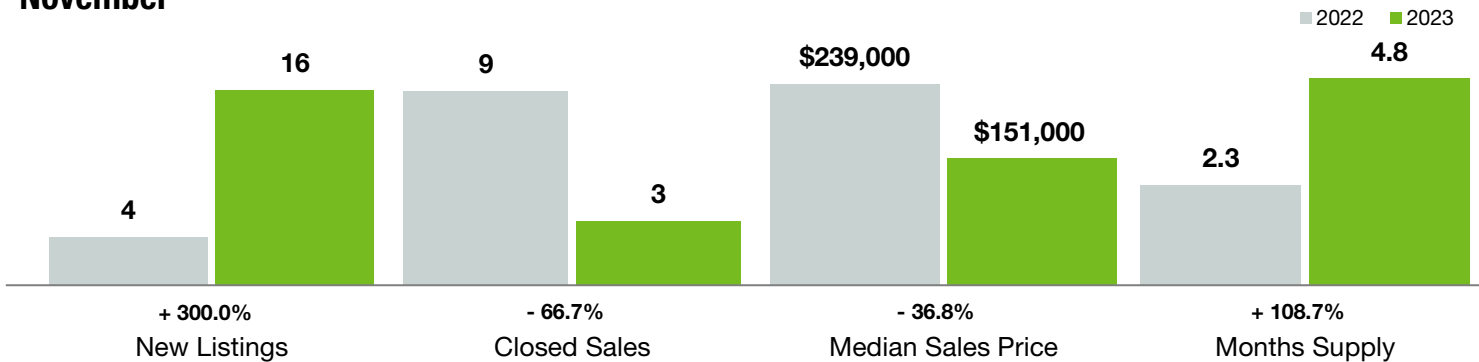
Chesterfield County

North Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	4	16	+ 300.0%	142	126	- 11.3%
Pending Sales	5	15	+ 200.0%	132	96	- 27.3%
Closed Sales	9	3	- 66.7%	138	88	- 36.2%
Median Sales Price*	\$239,000	\$151,000	- 36.8%	\$229,900	\$240,000	+ 4.4%
Average Sales Price*	\$256,189	\$188,000	- 26.6%	\$218,445	\$233,992	+ 7.1%
Percent of Original List Price Received*	98.3%	92.5%	- 5.9%	97.5%	95.8%	- 1.7%
List to Close	113	60	- 46.9%	118	114	- 3.4%
Days on Market Until Sale	44	25	- 43.2%	51	60	+ 17.6%
Cumulative Days on Market Until Sale	44	25	- 43.2%	54	64	+ 18.5%
Average List Price	\$181,225	\$260,625	+ 43.8%	\$228,025	\$254,302	+ 11.5%
Inventory of Homes for Sale	27	40	+ 48.1%	--	--	--
Months Supply of Inventory	2.3	4.8	+ 108.7%	--	--	--

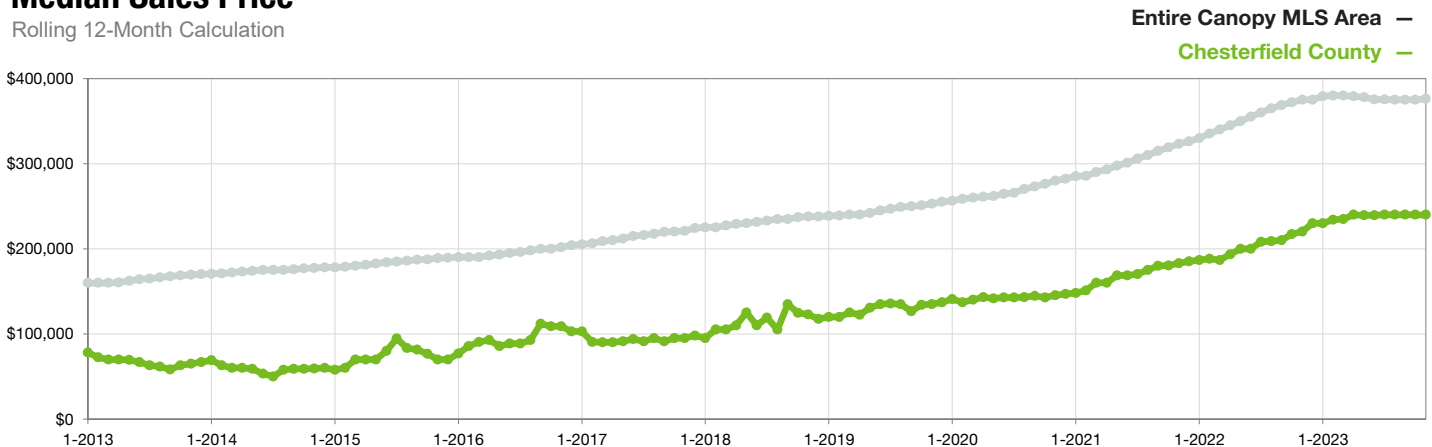
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November



Median Sales Price

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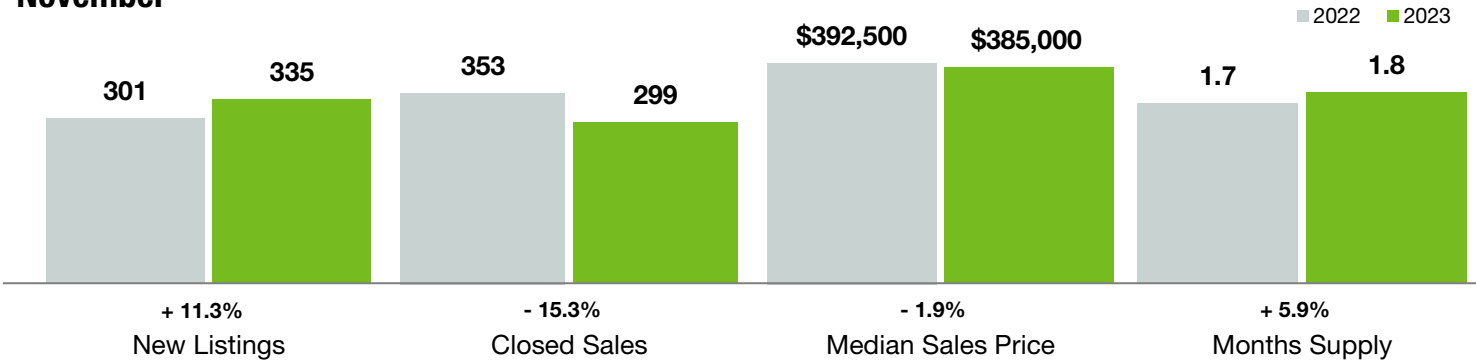
York County

South Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	301	335	+ 11.3%	5,331	4,462	- 16.3%
Pending Sales	255	264	+ 3.5%	4,464	3,891	- 12.8%
Closed Sales	353	299	- 15.3%	4,719	3,846	- 18.5%
Median Sales Price*	\$392,500	\$385,000	- 1.9%	\$381,410	\$381,250	- 0.0%
Average Sales Price*	\$440,883	\$436,692	- 1.0%	\$427,277	\$437,702	+ 2.4%
Percent of Original List Price Received*	96.3%	96.3%	0.0%	100.2%	97.4%	- 2.8%
List to Close	88	84	- 4.5%	74	82	+ 10.8%
Days on Market Until Sale	34	35	+ 2.9%	20	33	+ 65.0%
Cumulative Days on Market Until Sale	34	39	+ 14.7%	19	36	+ 89.5%
Average List Price	\$419,524	\$435,520	+ 3.8%	\$434,730	\$459,401	+ 5.7%
Inventory of Homes for Sale	665	605	- 9.0%	--	--	--
Months Supply of Inventory	1.7	1.8	+ 5.9%	--	--	--

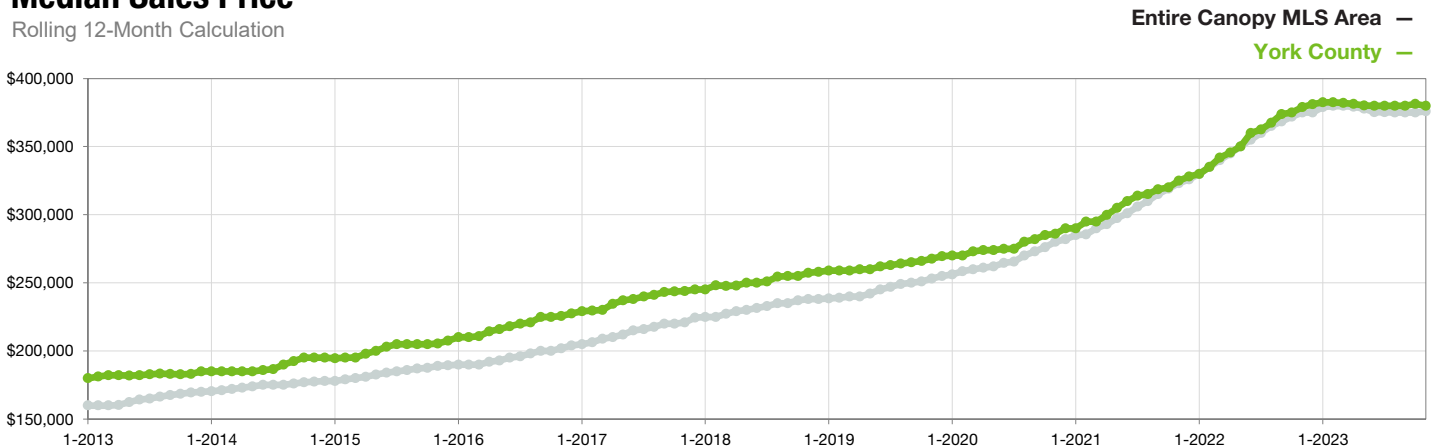
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November



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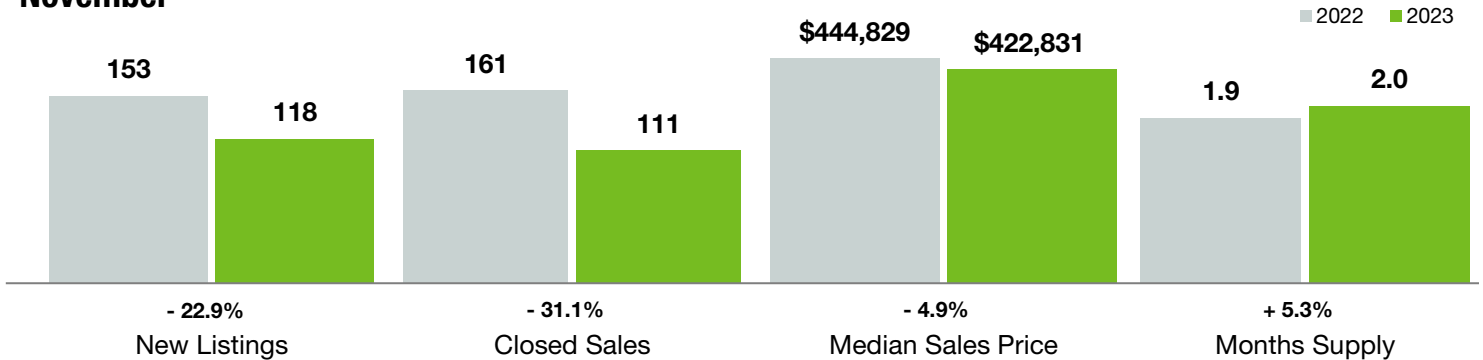
Lancaster County

South Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	153	118	- 22.9%	2,311	1,739	- 24.8%
Pending Sales	107	101	- 5.6%	1,864	1,483	- 20.4%
Closed Sales	161	111	- 31.1%	1,889	1,500	- 20.6%
Median Sales Price*	\$444,829	\$422,831	- 4.9%	\$435,000	\$416,500	- 4.3%
Average Sales Price*	\$482,168	\$418,129	- 13.3%	\$450,272	\$435,688	- 3.2%
Percent of Original List Price Received*	97.1%	96.6%	- 0.5%	100.1%	97.6%	- 2.5%
List to Close	106	92	- 13.2%	81	88	+ 8.6%
Days on Market Until Sale	37	34	- 8.1%	21	36	+ 71.4%
Cumulative Days on Market Until Sale	29	36	+ 24.1%	19	39	+ 105.3%
Average List Price	\$404,417	\$399,736	- 1.2%	\$451,882	\$440,820	- 2.4%
Inventory of Homes for Sale	316	269	- 14.9%	--	--	--
Months Supply of Inventory	1.9	2.0	+ 5.3%	--	--	--

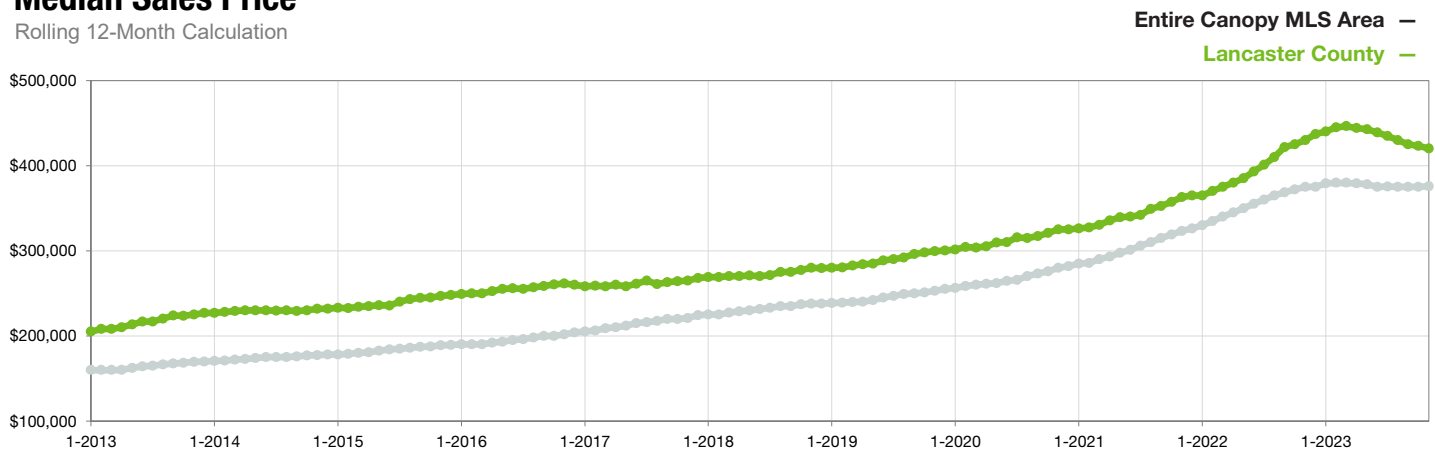
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November



Median Sales Price

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Local Market Update for November 2023



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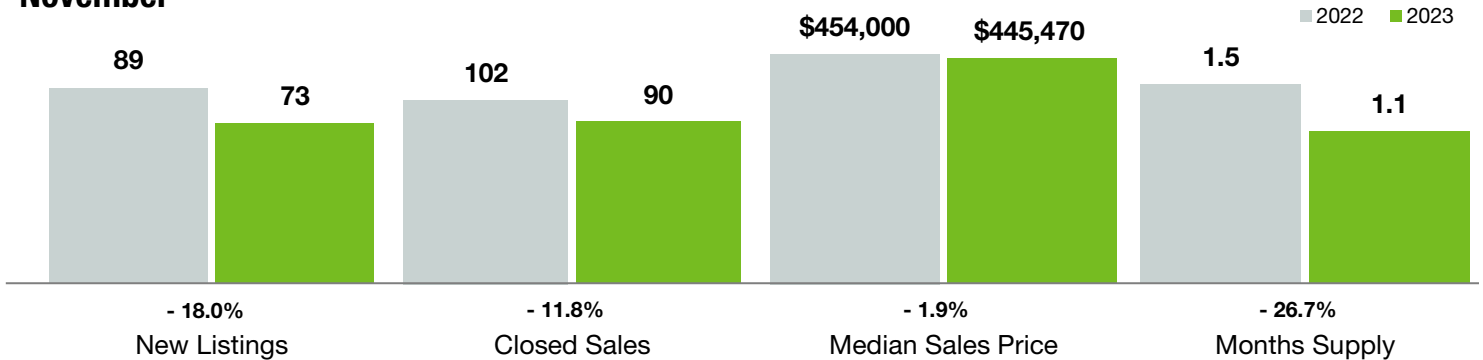
Fort Mill

South Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	89	73	- 18.0%	1,458	1,268	- 13.0%
Pending Sales	63	69	+ 9.5%	1,241	1,147	- 7.6%
Closed Sales	102	90	- 11.8%	1,286	1,146	- 10.9%
Median Sales Price*	\$454,000	\$445,470	- 1.9%	\$459,800	\$449,995	- 2.1%
Average Sales Price*	\$525,414	\$519,576	- 1.1%	\$525,847	\$519,716	- 1.2%
Percent of Original List Price Received*	96.4%	96.9%	+ 0.5%	101.3%	98.2%	- 3.1%
List to Close	79	80	+ 1.3%	73	82	+ 12.3%
Days on Market Until Sale	26	27	+ 3.8%	17	28	+ 64.7%
Cumulative Days on Market Until Sale	28	35	+ 25.0%	15	29	+ 93.3%
Average List Price	\$513,626	\$553,338	+ 7.7%	\$529,117	\$557,612	+ 5.4%
Inventory of Homes for Sale	162	115	- 29.0%	--	--	--
Months Supply of Inventory	1.5	1.1	- 26.7%	--	--	--

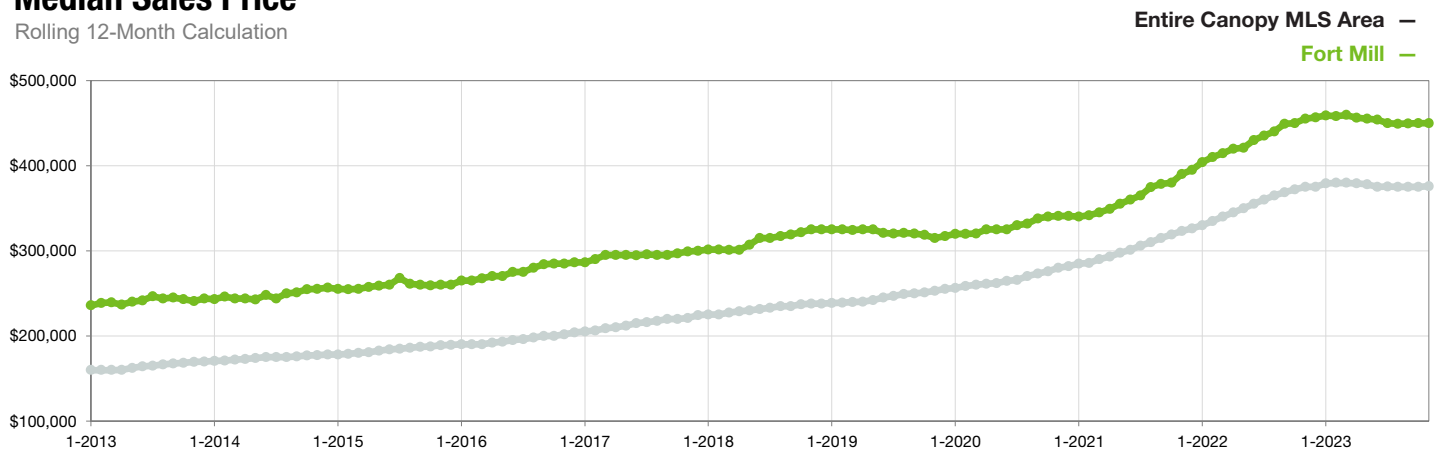
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November



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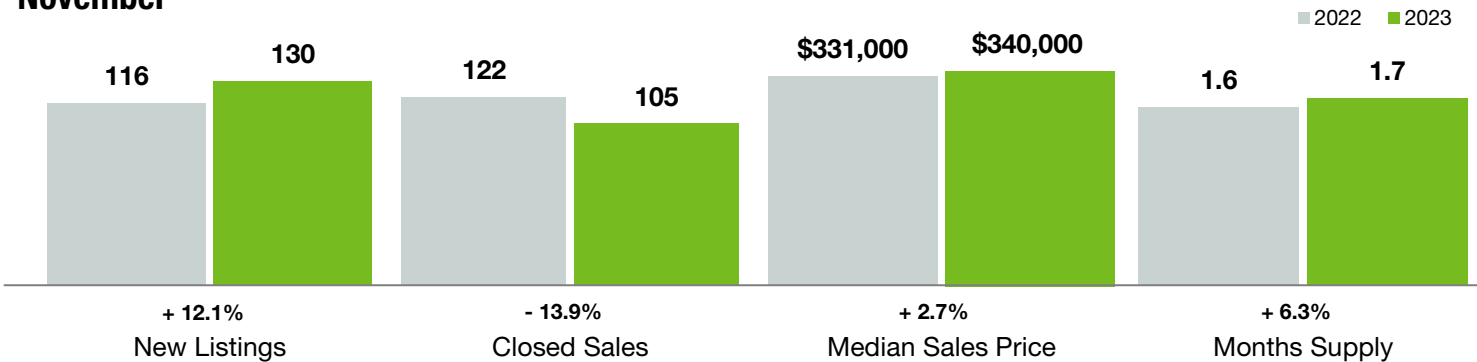
Rock Hill

South Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	116	130	+ 12.1%	1,963	1,550	- 21.0%
Pending Sales	97	106	+ 9.3%	1,600	1,374	- 14.1%
Closed Sales	122	105	- 13.9%	1,671	1,334	- 20.2%
Median Sales Price*	\$331,000	\$340,000	+ 2.7%	\$320,000	\$325,500	+ 1.7%
Average Sales Price*	\$336,472	\$375,739	+ 11.7%	\$337,027	\$347,999	+ 3.3%
Percent of Original List Price Received*	97.5%	95.5%	- 2.1%	99.9%	97.3%	- 2.6%
List to Close	84	82	- 2.4%	64	74	+ 15.6%
Days on Market Until Sale	36	38	+ 5.6%	21	30	+ 42.9%
Cumulative Days on Market Until Sale	34	33	- 2.9%	18	33	+ 83.3%
Average List Price	\$338,998	\$349,064	+ 3.0%	\$345,284	\$358,337	+ 3.8%
Inventory of Homes for Sale	237	209	- 11.8%	--	--	--
Months Supply of Inventory	1.6	1.7	+ 6.3%	--	--	--

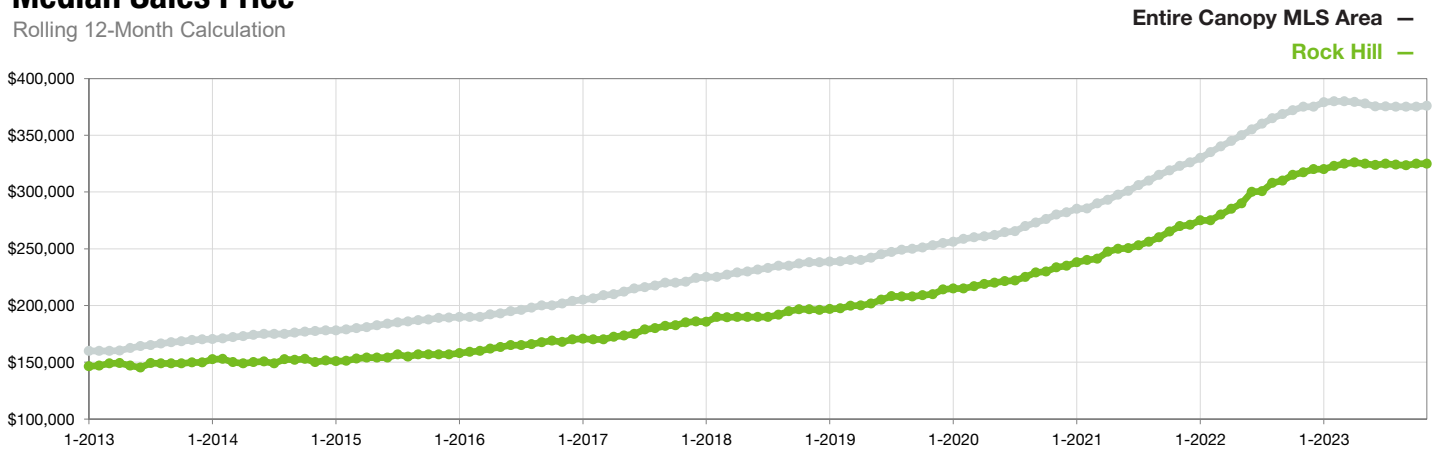
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November



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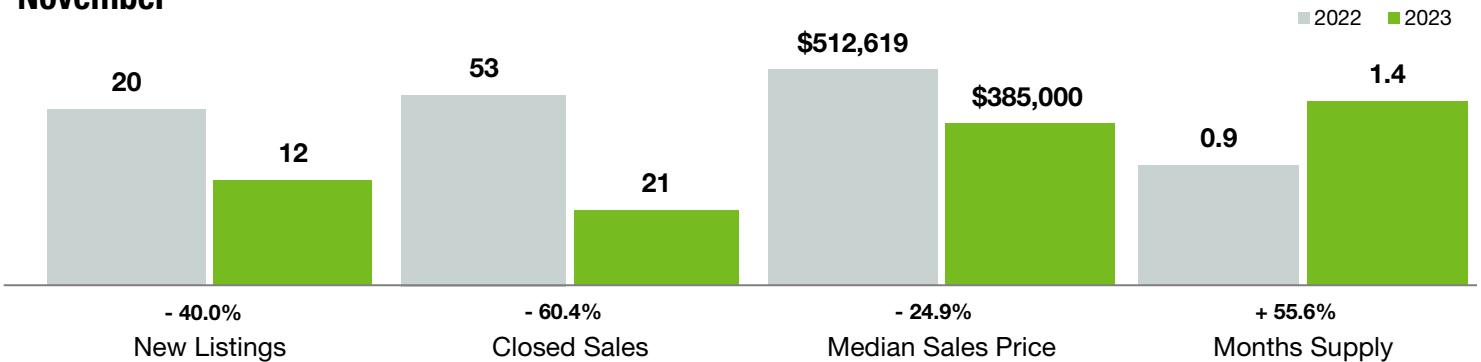
Tega Cay

South Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	20	12	- 40.0%	365	280	- 23.3%
Pending Sales	21	13	- 38.1%	337	243	- 27.9%
Closed Sales	53	21	- 60.4%	366	254	- 30.6%
Median Sales Price*	\$512,619	\$385,000	- 24.9%	\$475,000	\$476,200	+ 0.3%
Average Sales Price*	\$569,131	\$492,357	- 13.5%	\$515,437	\$538,526	+ 4.5%
Percent of Original List Price Received*	95.8%	97.0%	+ 1.3%	101.4%	97.9%	- 3.5%
List to Close	110	98	- 10.9%	99	99	0.0%
Days on Market Until Sale	30	28	- 6.7%	16	28	+ 75.0%
Cumulative Days on Market Until Sale	27	39	+ 44.4%	22	36	+ 63.6%
Average List Price	\$560,392	\$475,654	- 15.1%	\$531,528	\$554,415	+ 4.3%
Inventory of Homes for Sale	27	29	+ 7.4%	--	--	--
Months Supply of Inventory	0.9	1.4	+ 55.6%	--	--	--

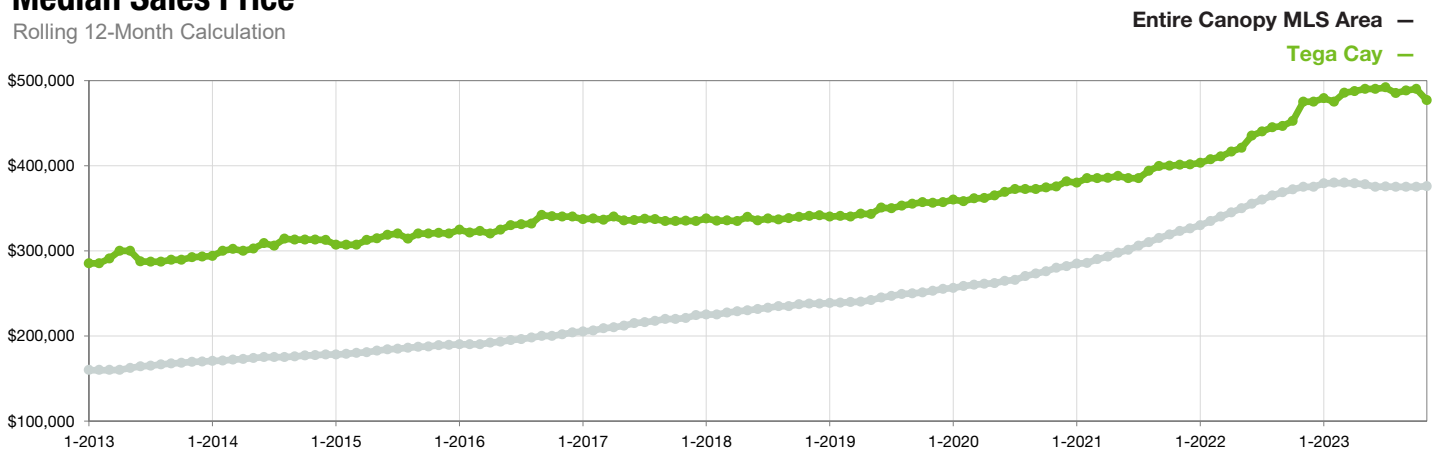
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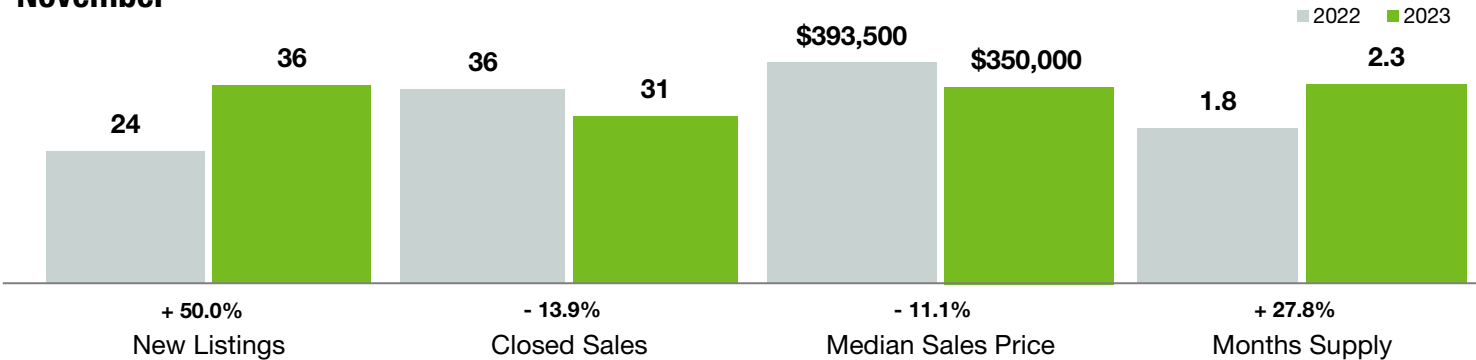
Town of Clover

South Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	24	36	+ 50.0%	649	466	- 28.2%
Pending Sales	22	23	+ 4.5%	551	373	- 32.3%
Closed Sales	36	31	- 13.9%	616	369	- 40.1%
Median Sales Price*	\$393,500	\$350,000	- 11.1%	\$363,910	\$380,000	+ 4.4%
Average Sales Price*	\$448,427	\$379,271	- 15.4%	\$416,353	\$445,347	+ 7.0%
Percent of Original List Price Received*	94.7%	96.4%	+ 1.8%	99.7%	96.6%	- 3.1%
List to Close	86	81	- 5.8%	90	84	- 6.7%
Days on Market Until Sale	43	38	- 11.6%	25	41	+ 64.0%
Cumulative Days on Market Until Sale	45	39	- 13.3%	25	46	+ 84.0%
Average List Price	\$372,699	\$473,681	+ 27.1%	\$438,247	\$477,573	+ 9.0%
Inventory of Homes for Sale	88	77	- 12.5%	--	--	--
Months Supply of Inventory	1.8	2.3	+ 27.8%	--	--	--

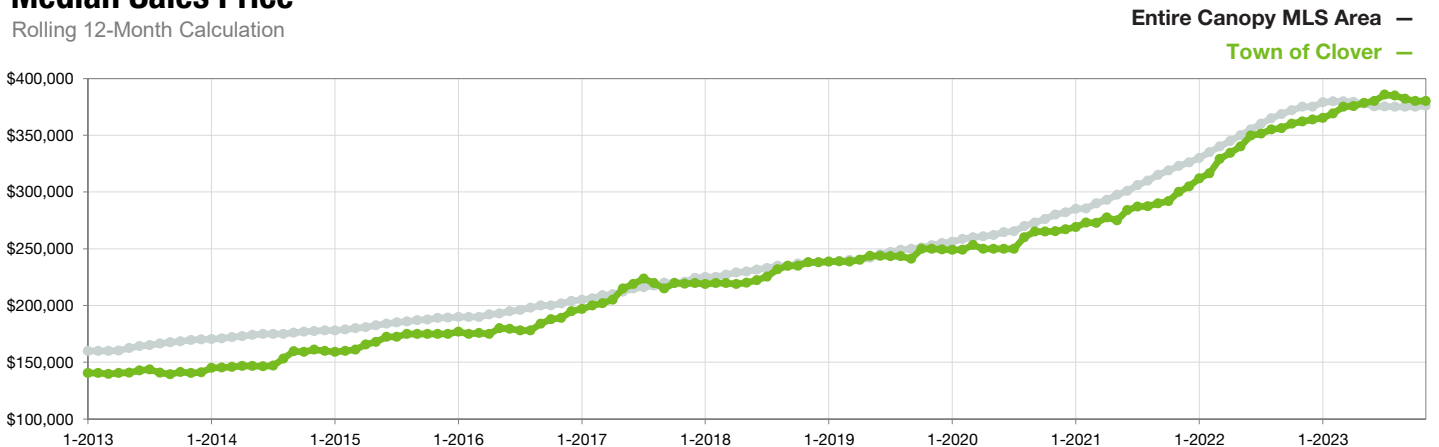
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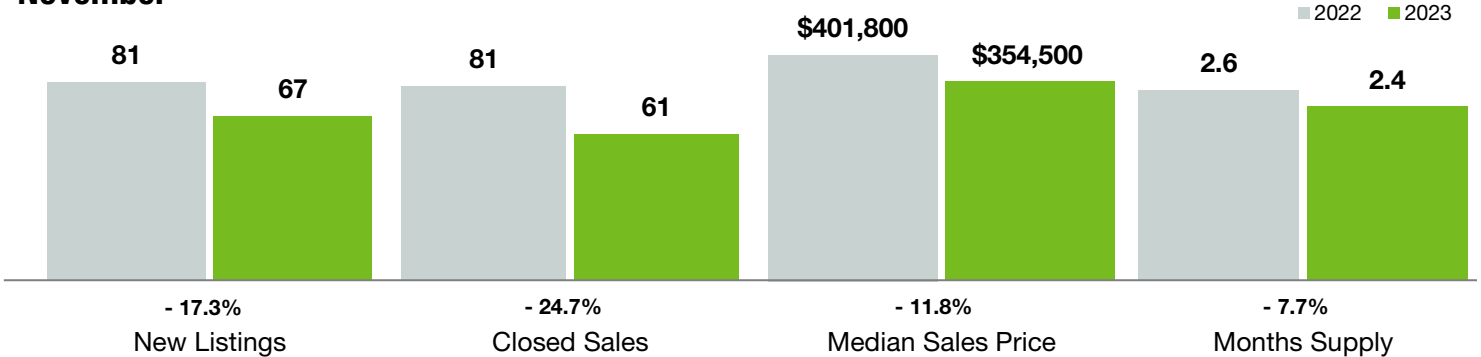
Town of Lancaster

South Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	81	67	- 17.3%	1,044	885	- 15.2%
Pending Sales	53	55	+ 3.8%	778	734	- 5.7%
Closed Sales	81	61	- 24.7%	809	729	- 9.9%
Median Sales Price*	\$401,800	\$354,500	- 11.8%	\$335,000	\$307,500	- 8.2%
Average Sales Price*	\$388,500	\$372,240	- 4.2%	\$364,672	\$354,143	- 2.9%
Percent of Original List Price Received*	96.7%	95.3%	- 1.4%	99.1%	96.8%	- 2.3%
List to Close	104	100	- 3.8%	81	89	+ 9.9%
Days on Market Until Sale	39	35	- 10.3%	25	40	+ 60.0%
Cumulative Days on Market Until Sale	35	38	+ 8.6%	23	45	+ 95.7%
Average List Price	\$323,143	\$334,470	+ 3.5%	\$366,531	\$369,154	+ 0.7%
Inventory of Homes for Sale	185	157	- 15.1%	--	--	--
Months Supply of Inventory	2.6	2.4	- 7.7%	--	--	--

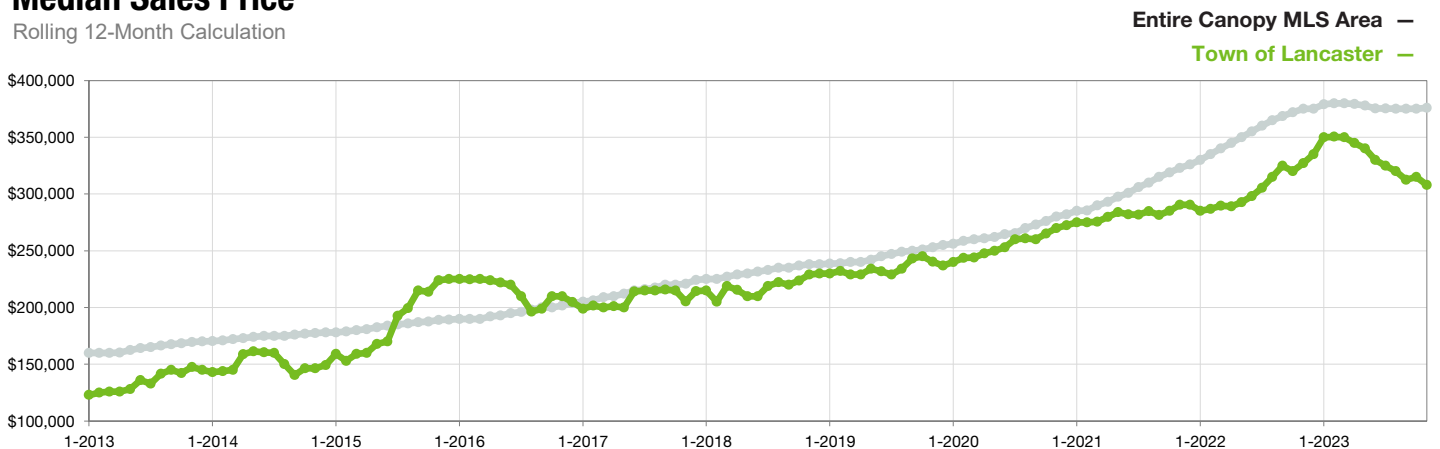
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

November



Median Sales Price

Rolling 12-Month Calculation



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

Local Market Update for November 2023

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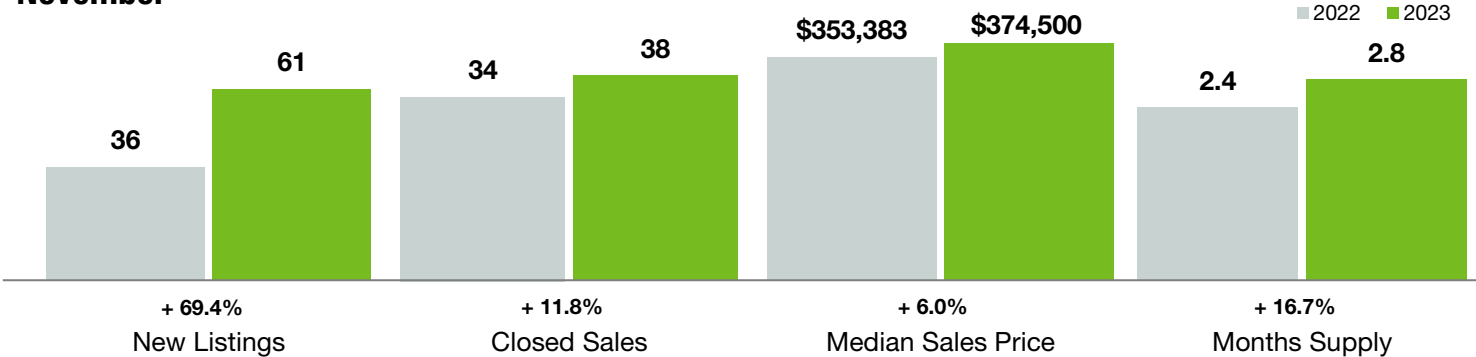
Town of York

South Carolina

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	36	61	+ 69.4%	616	653	+ 6.0%
Pending Sales	39	40	+ 2.6%	494	534	+ 8.1%
Closed Sales	34	38	+ 11.8%	502	525	+ 4.6%
Median Sales Price*	\$353,383	\$374,500	+ 6.0%	\$365,000	\$350,000	- 4.1%
Average Sales Price*	\$363,367	\$415,706	+ 14.4%	\$404,886	\$394,825	- 2.5%
Percent of Original List Price Received*	97.6%	95.5%	- 2.2%	99.1%	96.3%	- 2.8%
List to Close	69	98	+ 42.0%	73	94	+ 28.8%
Days on Market Until Sale	29	47	+ 62.1%	24	48	+ 100.0%
Cumulative Days on Market Until Sale	31	53	+ 71.0%	22	52	+ 136.4%
Average List Price	\$388,314	\$412,804	+ 6.3%	\$409,444	\$414,047	+ 1.1%
Inventory of Homes for Sale	106	131	+ 23.6%	--	--	--
Months Supply of Inventory	2.4	2.8	+ 16.7%	--	--	--

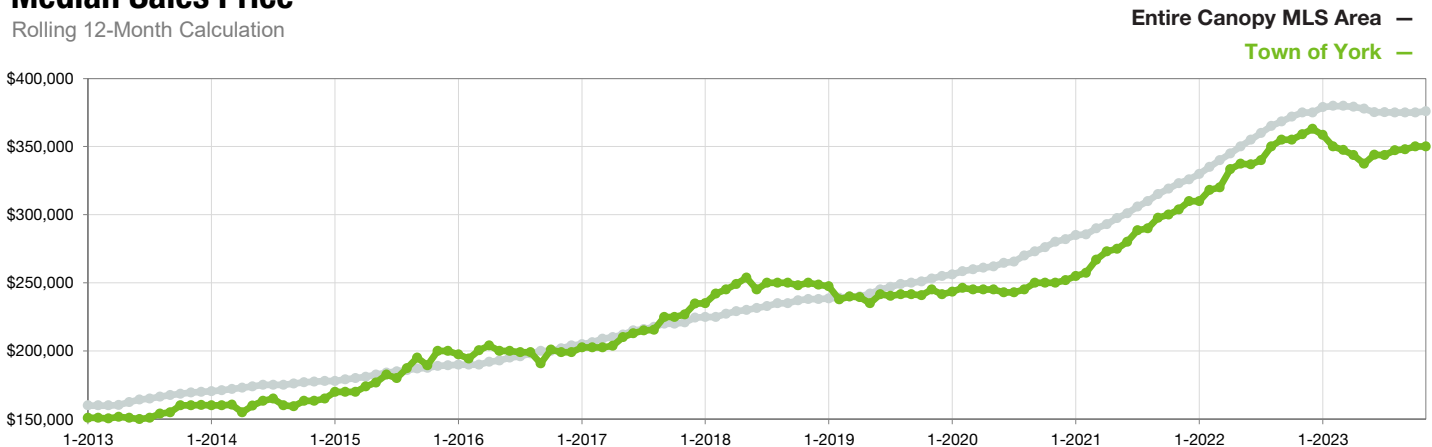
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November



Median Sales Price

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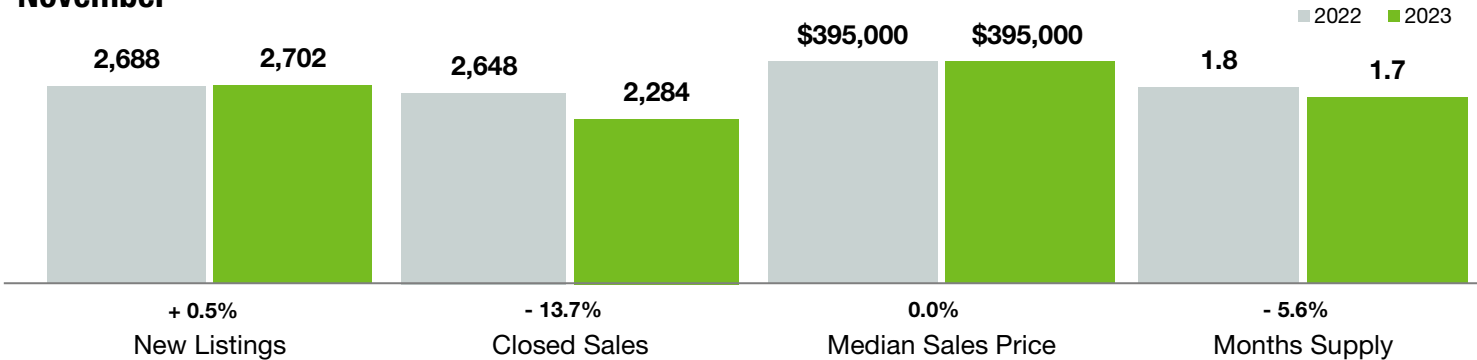
Charlotte MSA

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

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
New Listings	2,688	2,702	+ 0.5%	45,722	37,000	- 19.1%
Pending Sales	2,145	2,227	+ 3.8%	37,073	32,127	- 13.3%
Closed Sales	2,648	2,284	- 13.7%	39,276	31,576	- 19.6%
Median Sales Price*	\$395,000	\$395,000	0.0%	\$390,000	\$395,000	+ 1.3%
Average Sales Price*	\$458,688	\$472,264	+ 3.0%	\$458,701	\$478,043	+ 4.2%
Percent of Original List Price Received*	95.9%	97.1%	+ 1.3%	100.4%	97.6%	- 2.8%
List to Close	91	83	- 8.8%	76	86	+ 13.2%
Days on Market Until Sale	35	31	- 11.4%	20	35	+ 75.0%
Cumulative Days on Market Until Sale	33	33	0.0%	20	37	+ 85.0%
Average List Price	\$449,268	\$480,103	+ 6.9%	\$472,729	\$506,088	+ 7.1%
Inventory of Homes for Sale	6,027	4,853	- 19.5%	--	--	--
Months Supply of Inventory	1.8	1.7	- 5.6%	--	--	--

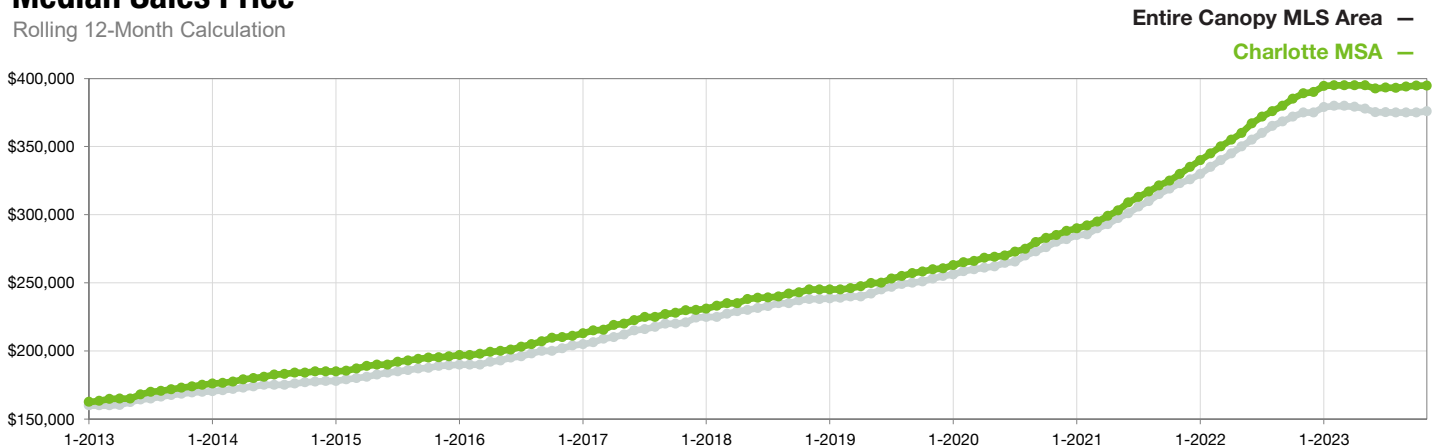
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November



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