

Local Market Update for December 2023

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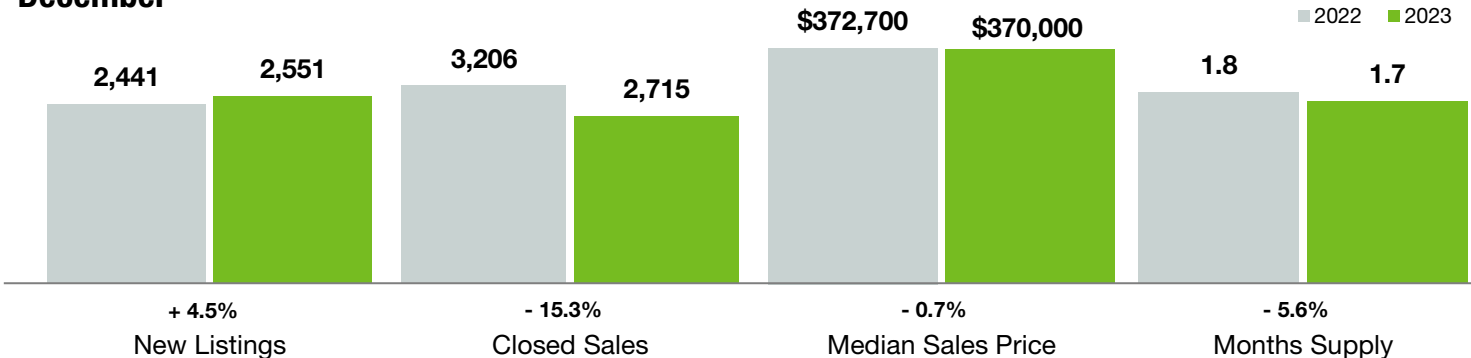
Charlotte Region

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	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	2,441	2,551	+ 4.5%	57,849	48,741	- 15.7%
Pending Sales	2,301	2,526	+ 9.8%	46,960	41,801	- 11.0%
Closed Sales	3,206	2,715	- 15.3%	50,222	41,546	- 17.3%
Median Sales Price*	\$372,700	\$370,000	- 0.7%	\$380,000	\$377,500	- 0.7%
Average Sales Price*	\$435,881	\$459,631	+ 5.4%	\$445,197	\$461,014	+ 3.6%
Percent of Original List Price Received*	94.8%	96.4%	+ 1.7%	99.7%	97.2%	- 2.5%
List to Close	100	85	- 15.0%	78	87	+ 11.5%
Days on Market Until Sale	41	34	- 17.1%	22	36	+ 63.6%
Cumulative Days on Market Until Sale	42	37	- 11.9%	22	38	+ 72.7%
Average List Price	\$405,883	\$460,500	+ 13.5%	\$457,953	\$488,799	+ 6.7%
Inventory of Homes for Sale	6,883	5,836	- 15.2%	--	--	--
Months Supply of Inventory	1.8	1.7	- 5.6%	--	--	--

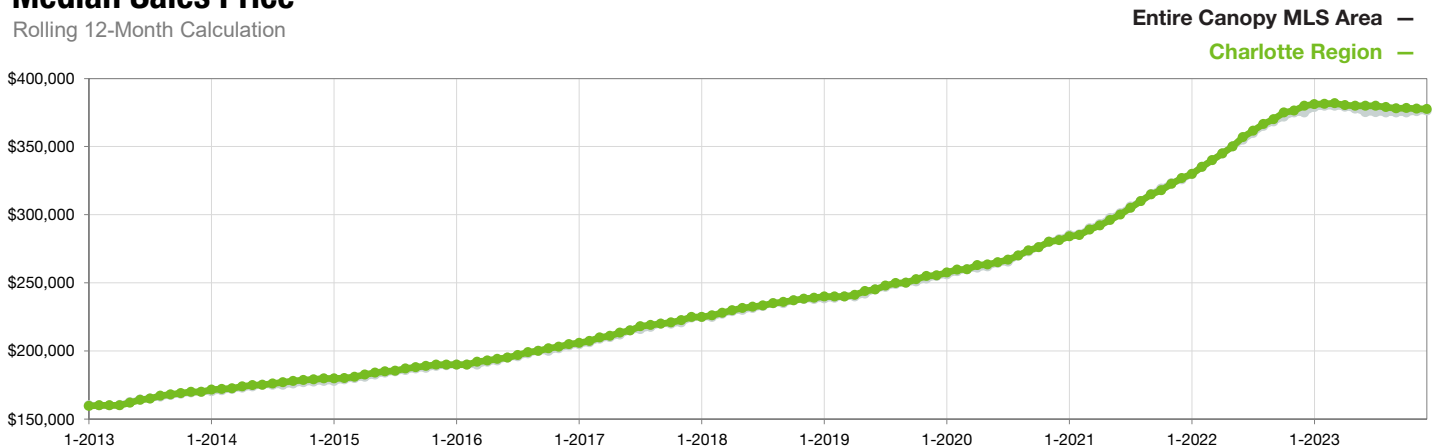
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December



Median Sales Price

Rolling 12-Month Calculation



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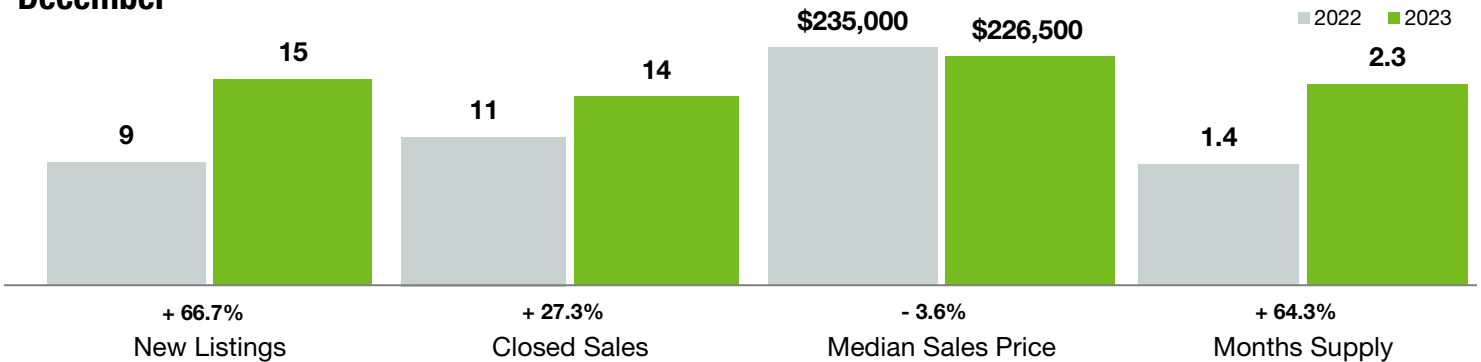
Alexander County

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	9	15	+ 66.7%	352	322	- 8.5%
Pending Sales	13	17	+ 30.8%	300	259	- 13.7%
Closed Sales	11	14	+ 27.3%	327	254	- 22.3%
Median Sales Price*	\$235,000	\$226,500	- 3.6%	\$258,000	\$265,000	+ 2.7%
Average Sales Price*	\$273,264	\$276,386	+ 1.1%	\$298,987	\$313,522	+ 4.9%
Percent of Original List Price Received*	96.0%	94.8%	- 1.3%	98.4%	95.6%	- 2.8%
List to Close	56	74	+ 32.1%	74	79	+ 6.8%
Days on Market Until Sale	14	33	+ 135.7%	21	36	+ 71.4%
Cumulative Days on Market Until Sale	15	33	+ 120.0%	23	42	+ 82.6%
Average List Price	\$354,400	\$474,525	+ 33.9%	\$322,847	\$346,000	+ 7.2%
Inventory of Homes for Sale	35	50	+ 42.9%	--	--	--
Months Supply of Inventory	1.4	2.3	+ 64.3%	--	--	--

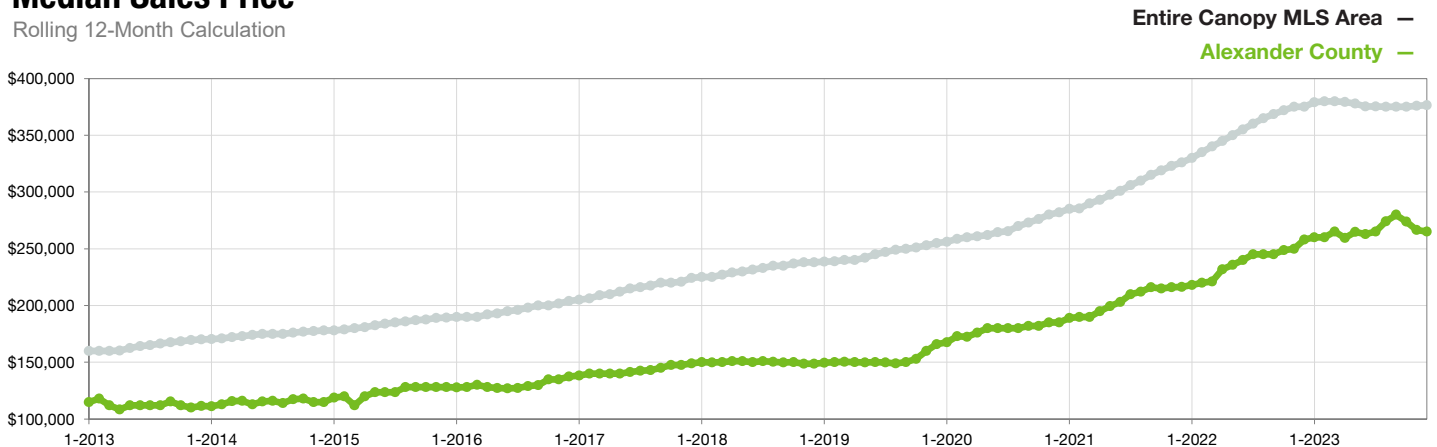
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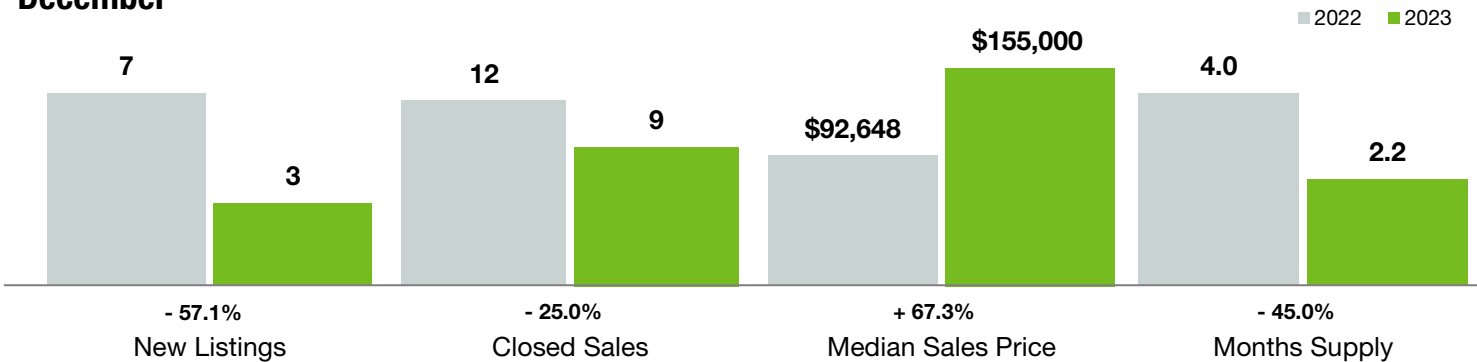
Anson County

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	7	3	- 57.1%	209	182	- 12.9%
Pending Sales	7	5	- 28.6%	151	163	+ 7.9%
Closed Sales	12	9	- 25.0%	170	156	- 8.2%
Median Sales Price*	\$92,648	\$155,000	+ 67.3%	\$145,000	\$172,000	+ 18.6%
Average Sales Price*	\$169,558	\$139,589	- 17.7%	\$177,852	\$193,047	+ 8.5%
Percent of Original List Price Received*	98.9%	84.3%	- 14.8%	93.9%	92.3%	- 1.7%
List to Close	63	83	+ 31.7%	92	107	+ 16.3%
Days on Market Until Sale	19	50	+ 163.2%	38	59	+ 55.3%
Cumulative Days on Market Until Sale	30	51	+ 70.0%	39	60	+ 53.8%
Average List Price	\$254,883	\$174,933	- 31.4%	\$202,369	\$221,942	+ 9.7%
Inventory of Homes for Sale	50	30	- 40.0%	--	--	--
Months Supply of Inventory	4.0	2.2	- 45.0%	--	--	--

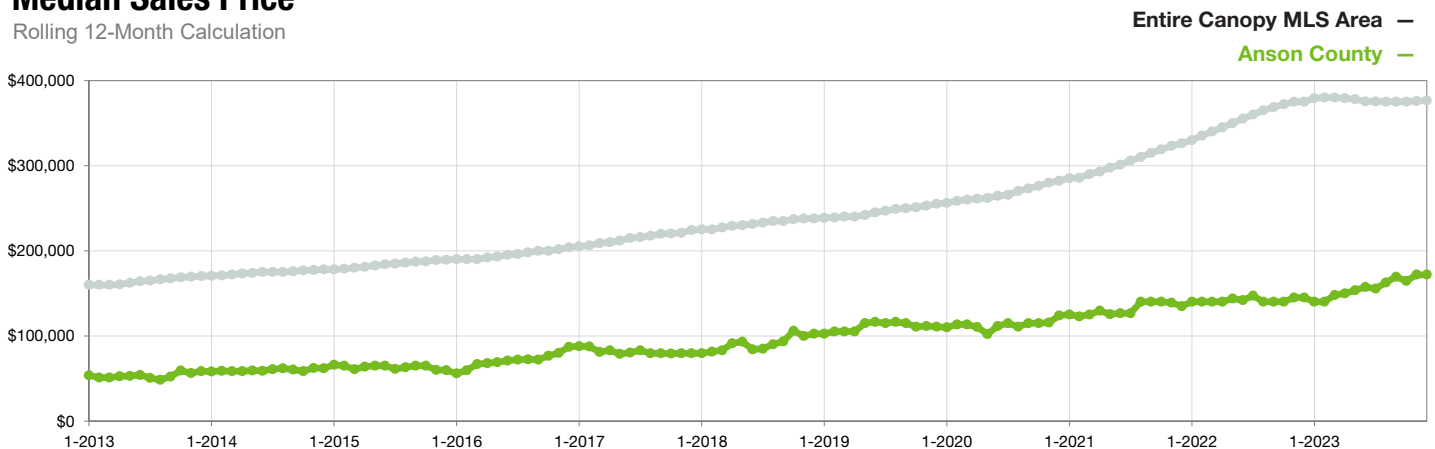
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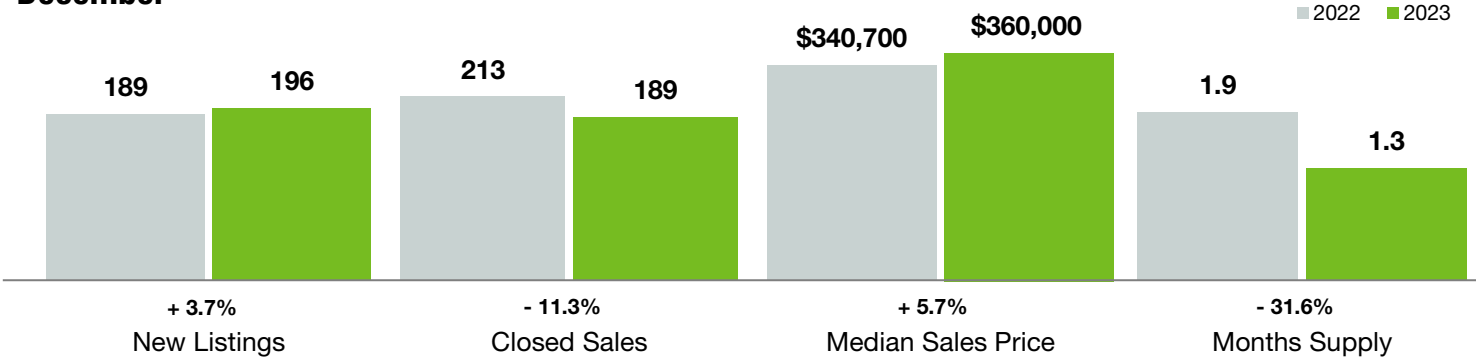
Cabarrus County

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	189	196	+ 3.7%	4,036	3,283	- 18.7%
Pending Sales	156	210	+ 34.6%	3,197	2,990	- 6.5%
Closed Sales	213	189	- 11.3%	3,531	2,880	- 18.4%
Median Sales Price*	\$340,700	\$360,000	+ 5.7%	\$373,000	\$369,000	- 1.1%
Average Sales Price*	\$365,968	\$377,234	+ 3.1%	\$394,089	\$395,636	+ 0.4%
Percent of Original List Price Received*	95.0%	96.6%	+ 1.7%	100.0%	97.1%	- 2.9%
List to Close	89	87	- 2.2%	71	87	+ 22.5%
Days on Market Until Sale	36	37	+ 2.8%	18	36	+ 100.0%
Cumulative Days on Market Until Sale	38	36	- 5.3%	17	38	+ 123.5%
Average List Price	\$345,465	\$396,453	+ 14.8%	\$395,023	\$421,324	+ 6.7%
Inventory of Homes for Sale	516	322	- 37.6%	--	--	--
Months Supply of Inventory	1.9	1.3	- 31.6%	--	--	--

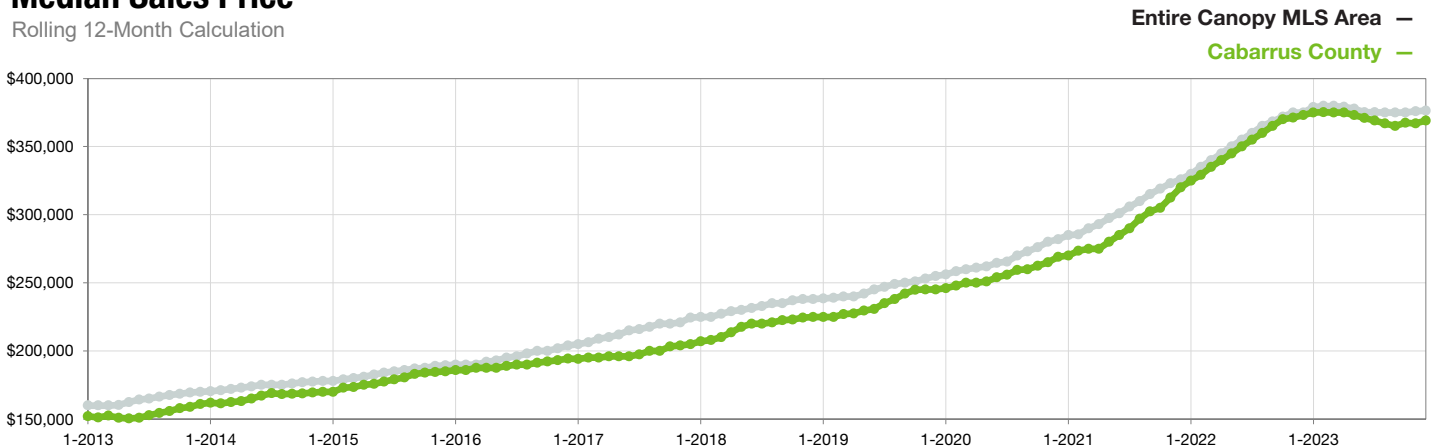
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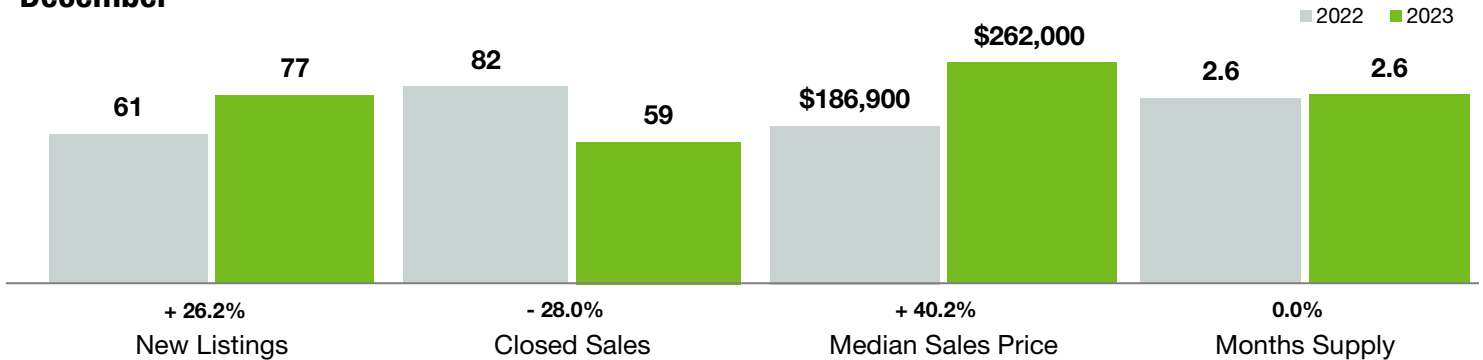
Cleveland County

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	61	77	+ 26.2%	1,293	1,304	+ 0.9%
Pending Sales	55	59	+ 7.3%	982	1,031	+ 5.0%
Closed Sales	82	59	- 28.0%	1,050	1,009	- 3.9%
Median Sales Price*	\$186,900	\$262,000	+ 40.2%	\$226,500	\$235,000	+ 3.8%
Average Sales Price*	\$223,803	\$279,647	+ 25.0%	\$258,442	\$264,783	+ 2.5%
Percent of Original List Price Received*	90.8%	95.2%	+ 4.8%	96.4%	95.2%	- 1.2%
List to Close	77	78	+ 1.3%	76	84	+ 10.5%
Days on Market Until Sale	36	35	- 2.8%	29	41	+ 41.4%
Cumulative Days on Market Until Sale	41	38	- 7.3%	30	46	+ 53.3%
Average List Price	\$245,747	\$303,359	+ 23.4%	\$266,934	\$287,563	+ 7.7%
Inventory of Homes for Sale	209	224	+ 7.2%	--	--	--
Months Supply of Inventory	2.6	2.6	0.0%	--	--	--

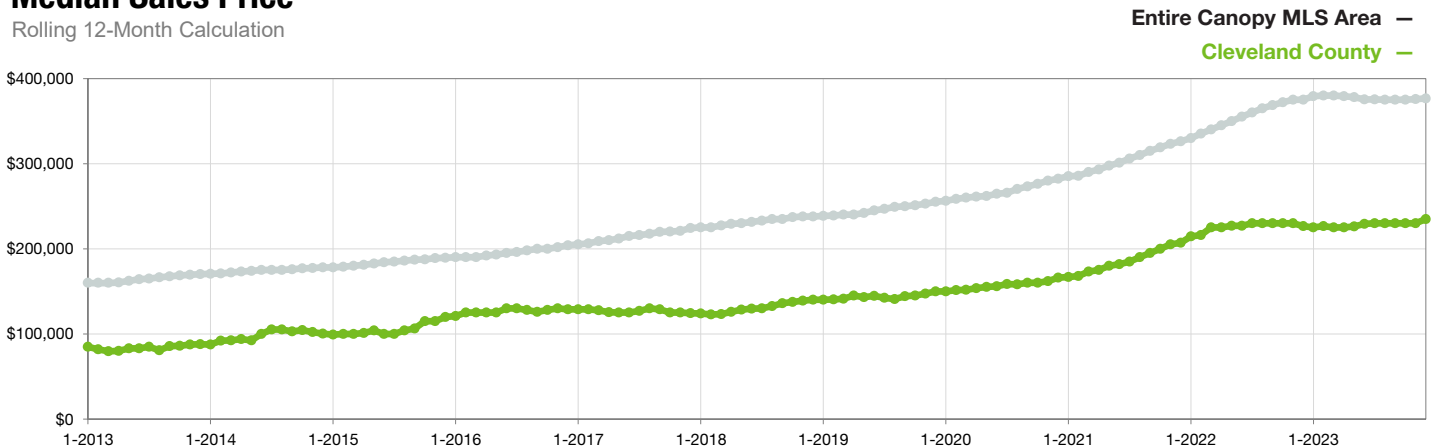
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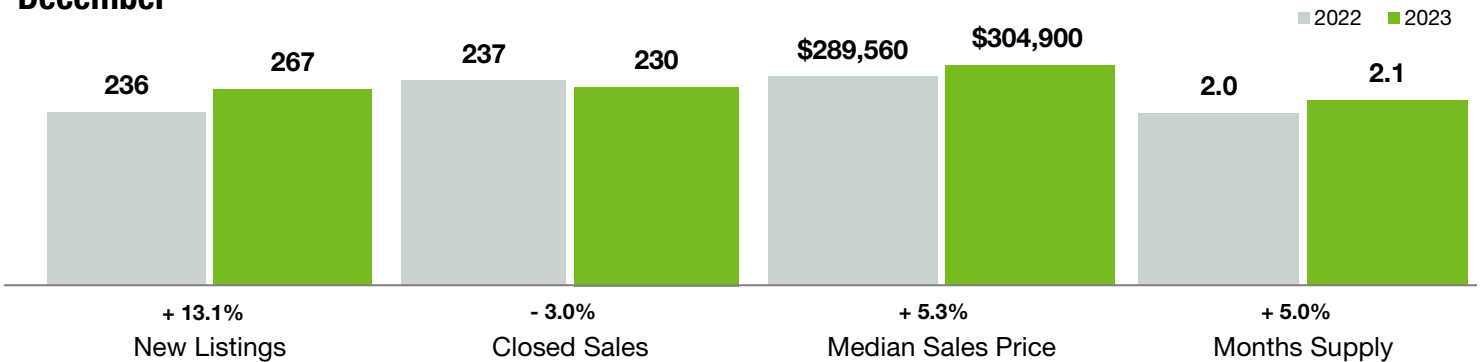
Gaston County

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	236	267	+ 13.1%	4,506	4,101	- 9.0%
Pending Sales	187	230	+ 23.0%	3,632	3,347	- 7.8%
Closed Sales	237	230	- 3.0%	3,869	3,283	- 15.1%
Median Sales Price*	\$289,560	\$304,900	+ 5.3%	\$305,000	\$300,000	- 1.6%
Average Sales Price*	\$314,471	\$324,448	+ 3.2%	\$326,385	\$335,700	+ 2.9%
Percent of Original List Price Received*	93.8%	96.5%	+ 2.9%	99.0%	96.3%	- 2.7%
List to Close	81	83	+ 2.5%	74	83	+ 12.2%
Days on Market Until Sale	35	31	- 11.4%	22	35	+ 59.1%
Cumulative Days on Market Until Sale	37	32	- 13.5%	21	38	+ 81.0%
Average List Price	\$355,287	\$342,928	- 3.5%	\$328,119	\$355,211	+ 8.3%
Inventory of Homes for Sale	601	595	- 1.0%	--	--	--
Months Supply of Inventory	2.0	2.1	+ 5.0%	--	--	--

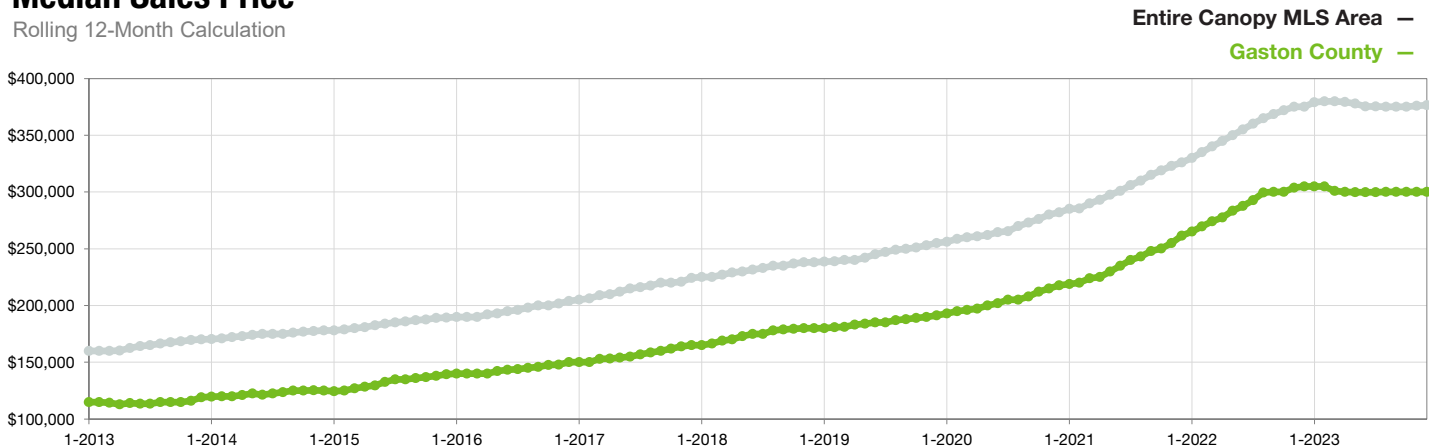
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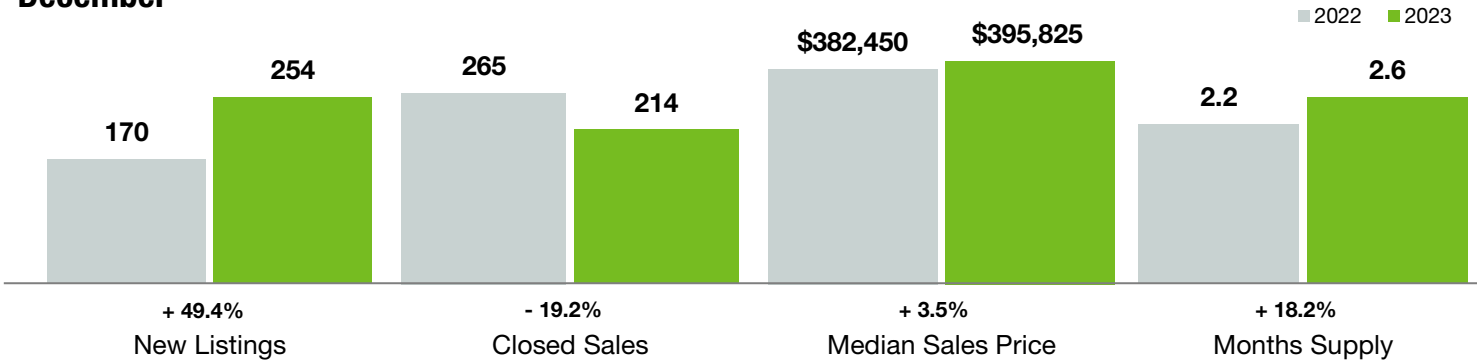
Iredell County

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	170	254	+ 49.4%	4,145	4,099	- 1.1%
Pending Sales	133	203	+ 52.6%	3,251	3,165	- 2.6%
Closed Sales	265	214	- 19.2%	3,418	3,071	- 10.2%
Median Sales Price*	\$382,450	\$395,825	+ 3.5%	\$385,000	\$379,000	- 1.6%
Average Sales Price*	\$459,040	\$575,549	+ 25.4%	\$485,973	\$501,847	+ 3.3%
Percent of Original List Price Received*	94.6%	95.7%	+ 1.2%	98.6%	96.4%	- 2.2%
List to Close	107	100	- 6.5%	77	96	+ 24.7%
Days on Market Until Sale	42	39	- 7.1%	25	43	+ 72.0%
Cumulative Days on Market Until Sale	43	45	+ 4.7%	24	47	+ 95.8%
Average List Price	\$429,298	\$555,183	+ 29.3%	\$507,748	\$537,423	+ 5.8%
Inventory of Homes for Sale	596	678	+ 13.8%	--	--	--
Months Supply of Inventory	2.2	2.6	+ 18.2%	--	--	--

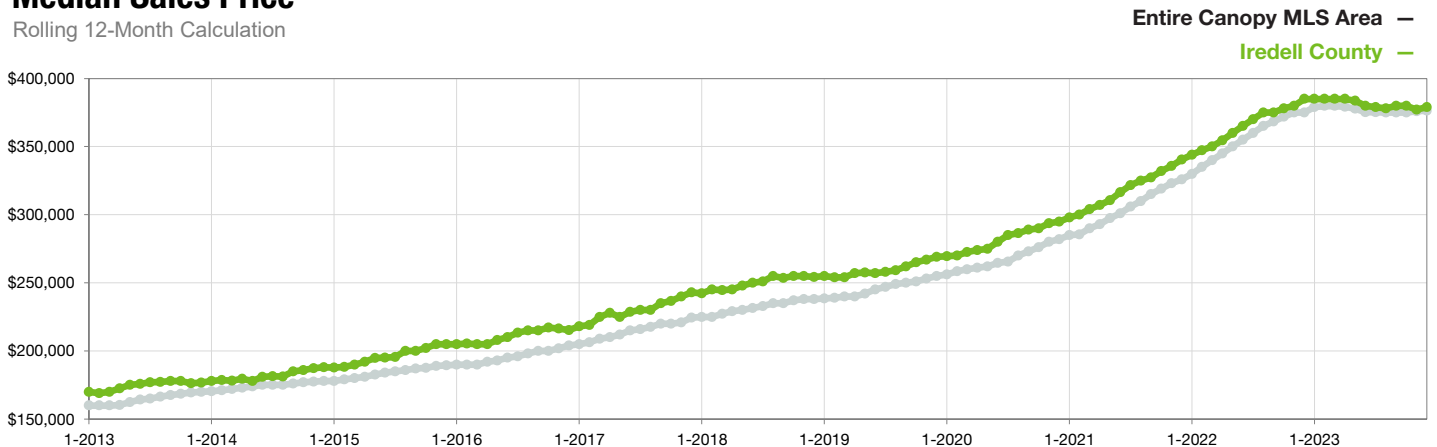
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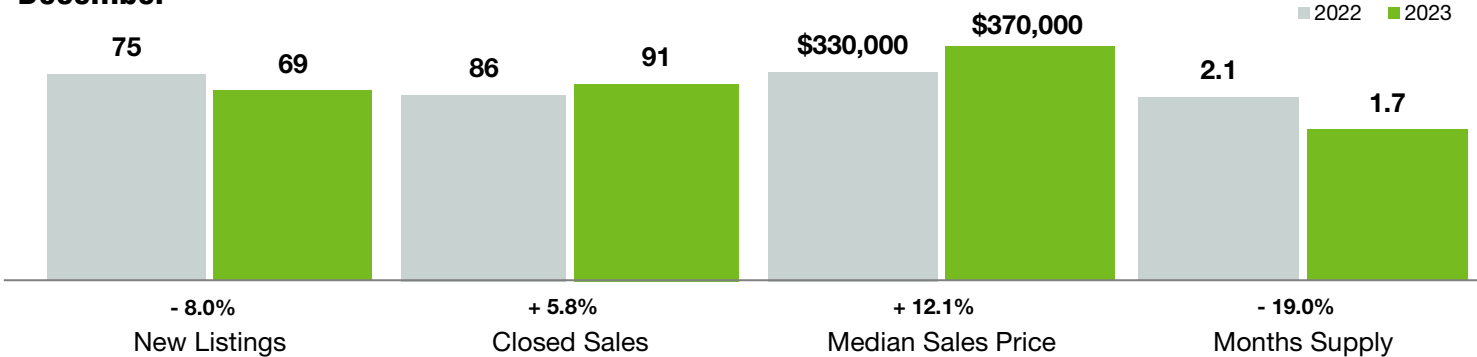
Lincoln County

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	75	69	- 8.0%	1,735	1,527	- 12.0%
Pending Sales	66	71	+ 7.6%	1,425	1,327	- 6.9%
Closed Sales	86	91	+ 5.8%	1,538	1,328	- 13.7%
Median Sales Price*	\$330,000	\$370,000	+ 12.1%	\$415,000	\$400,000	- 3.6%
Average Sales Price*	\$417,709	\$410,789	- 1.7%	\$453,245	\$472,247	+ 4.2%
Percent of Original List Price Received*	95.0%	95.4%	+ 0.4%	99.6%	96.4%	- 3.2%
List to Close	95	96	+ 1.1%	93	104	+ 11.8%
Days on Market Until Sale	67	42	- 37.3%	30	48	+ 60.0%
Cumulative Days on Market Until Sale	65	46	- 29.2%	30	50	+ 66.7%
Average List Price	\$362,607	\$486,848	+ 34.3%	\$470,448	\$504,184	+ 7.2%
Inventory of Homes for Sale	251	192	- 23.5%	--	--	--
Months Supply of Inventory	2.1	1.7	- 19.0%	--	--	--

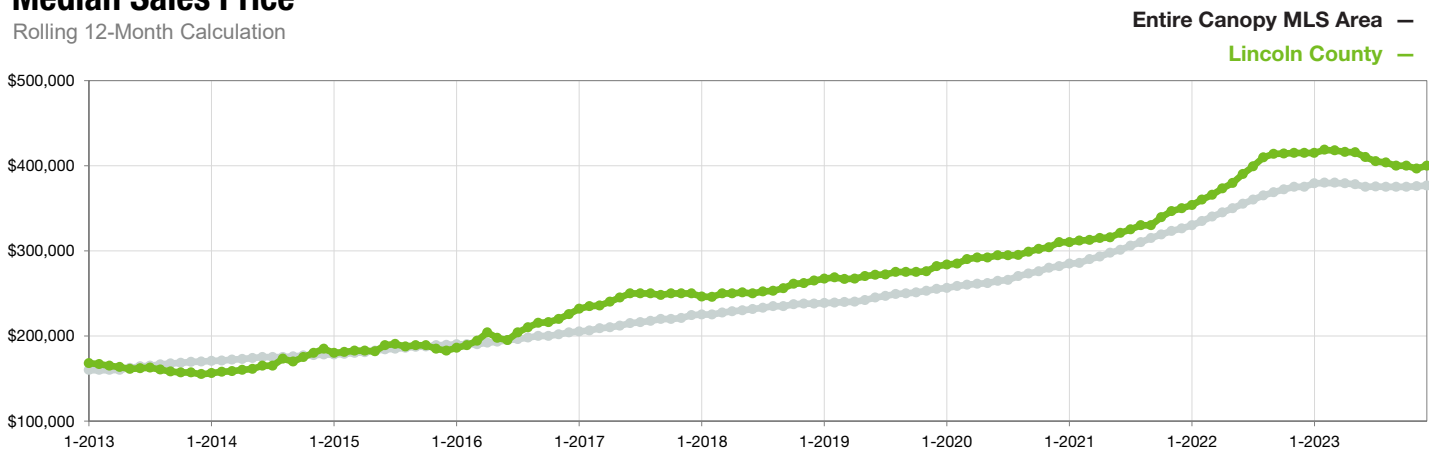
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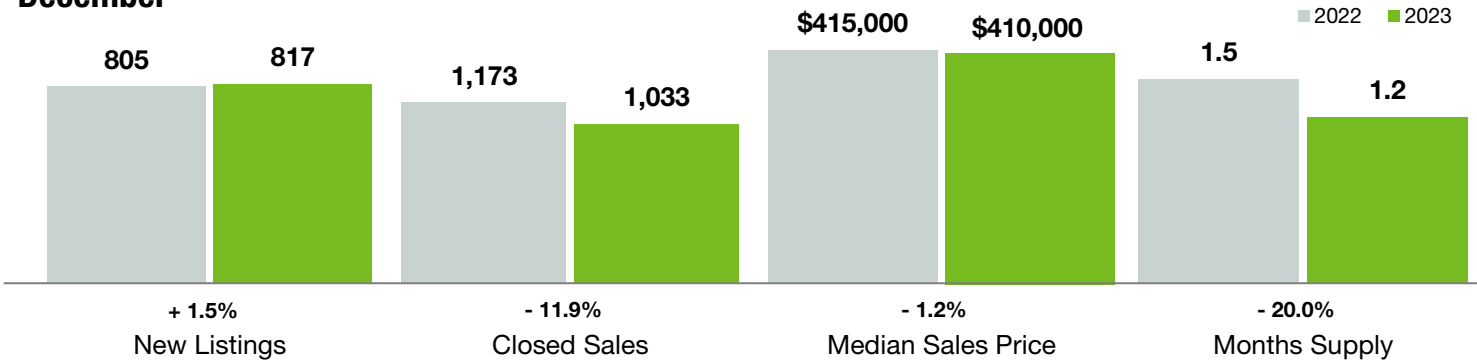
Mecklenburg County

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	805	817	+ 1.5%	21,599	17,304	- 19.9%
Pending Sales	818	893	+ 9.2%	17,801	15,393	- 13.5%
Closed Sales	1,173	1,033	- 11.9%	19,159	15,326	- 20.0%
Median Sales Price*	\$415,000	\$410,000	- 1.2%	\$415,000	\$425,000	+ 2.4%
Average Sales Price*	\$514,658	\$540,789	+ 5.1%	\$509,972	\$545,319	+ 6.9%
Percent of Original List Price Received*	95.3%	97.6%	+ 2.4%	100.7%	98.2%	- 2.5%
List to Close	104	83	- 20.2%	77	84	+ 9.1%
Days on Market Until Sale	42	31	- 26.2%	20	32	+ 60.0%
Cumulative Days on Market Until Sale	40	34	- 15.0%	19	34	+ 78.9%
Average List Price	\$488,647	\$550,433	+ 12.6%	\$526,082	\$581,165	+ 10.5%
Inventory of Homes for Sale	2,227	1,573	- 29.4%	--	--	--
Months Supply of Inventory	1.5	1.2	- 20.0%	--	--	--

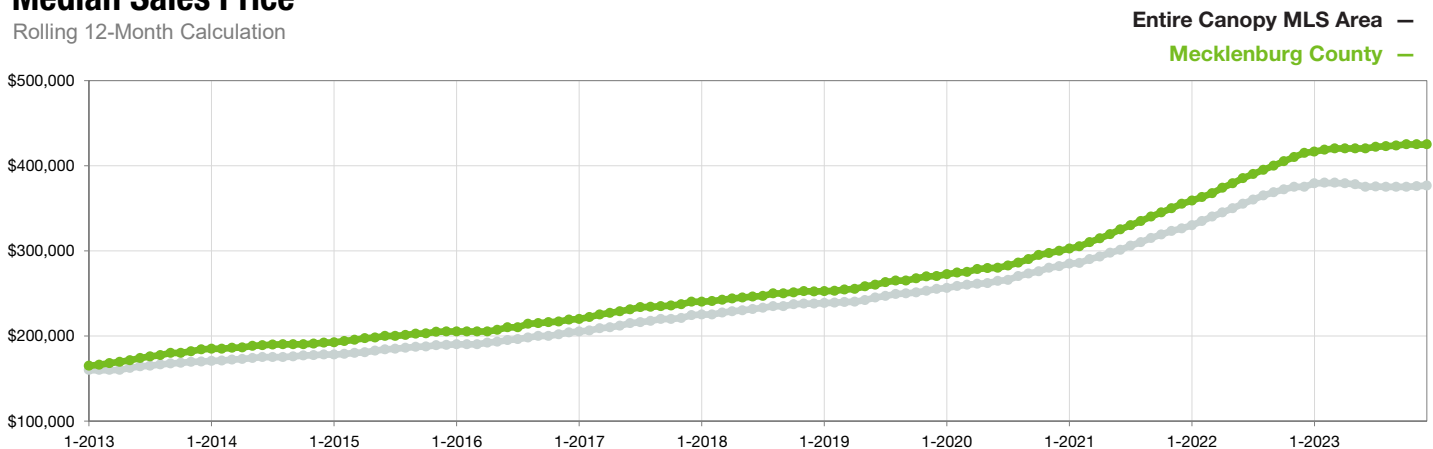
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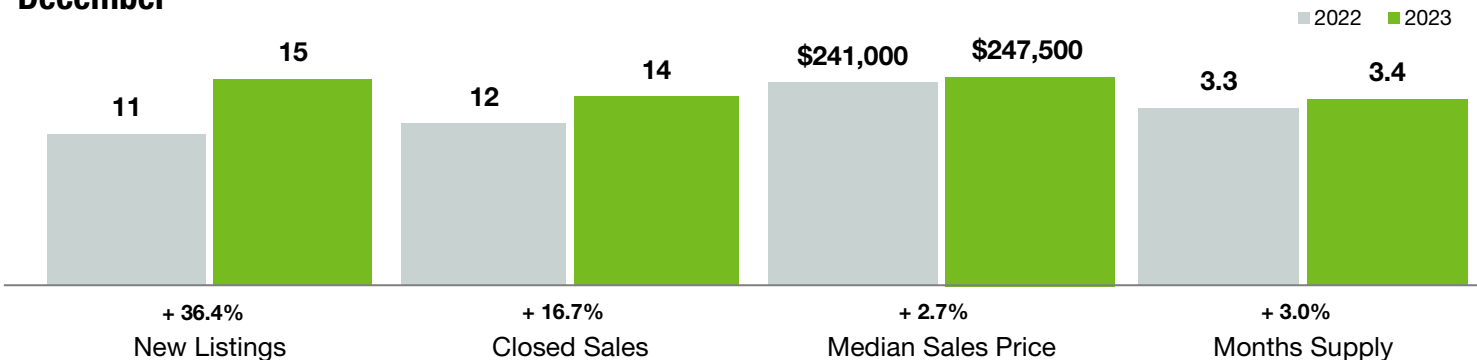
Montgomery County

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	11	15	+ 36.4%	344	356	+ 3.5%
Pending Sales	12	17	+ 41.7%	276	284	+ 2.9%
Closed Sales	12	14	+ 16.7%	284	277	- 2.5%
Median Sales Price*	\$241,000	\$247,500	+ 2.7%	\$227,500	\$185,250	- 18.6%
Average Sales Price*	\$859,358	\$305,564	- 64.4%	\$359,888	\$324,648	- 9.8%
Percent of Original List Price Received*	90.0%	88.5%	- 1.7%	93.7%	92.2%	- 1.6%
List to Close	120	81	- 32.5%	84	94	+ 11.9%
Days on Market Until Sale	63	47	- 25.4%	40	58	+ 45.0%
Cumulative Days on Market Until Sale	63	54	- 14.3%	43	65	+ 51.2%
Average List Price	\$281,591	\$360,856	+ 28.1%	\$365,457	\$372,361	+ 1.9%
Inventory of Homes for Sale	75	81	+ 8.0%	--	--	--
Months Supply of Inventory	3.3	3.4	+ 3.0%	--	--	--

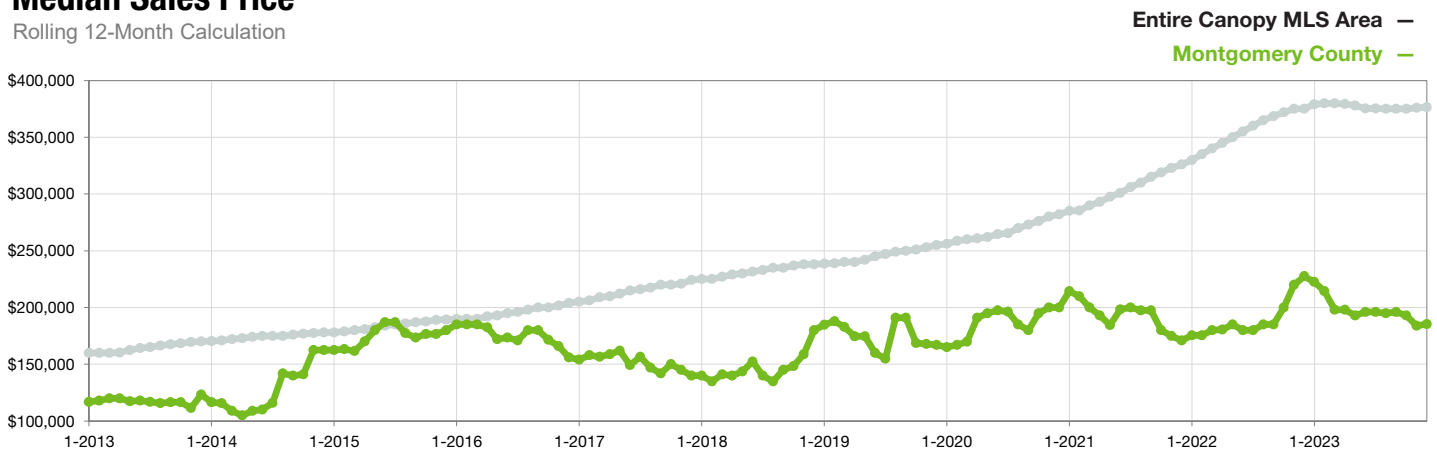
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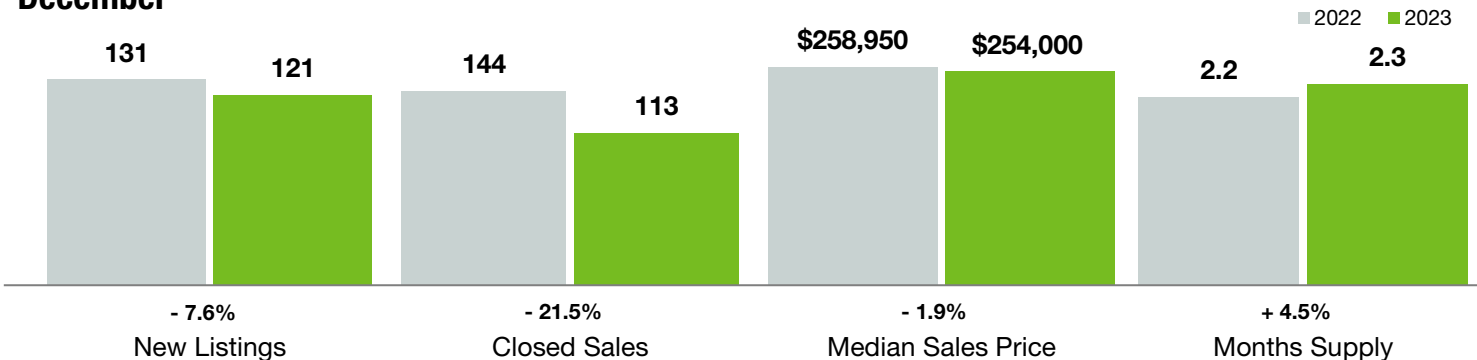
Rowan County

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	131	121	- 7.6%	2,498	2,025	- 18.9%
Pending Sales	117	105	- 10.3%	1,962	1,672	- 14.8%
Closed Sales	144	113	- 21.5%	2,099	1,658	- 21.0%
Median Sales Price*	\$258,950	\$254,000	- 1.9%	\$260,000	\$265,000	+ 1.9%
Average Sales Price*	\$269,439	\$270,368	+ 0.3%	\$287,479	\$292,841	+ 1.9%
Percent of Original List Price Received*	92.9%	93.3%	+ 0.4%	98.3%	95.6%	- 2.7%
List to Close	107	77	- 28.0%	75	81	+ 8.0%
Days on Market Until Sale	42	31	- 26.2%	22	36	+ 63.6%
Cumulative Days on Market Until Sale	44	35	- 20.5%	24	41	+ 70.8%
Average List Price	\$262,300	\$325,811	+ 24.2%	\$305,891	\$327,540	+ 7.1%
Inventory of Homes for Sale	354	322	- 9.0%	--	--	--
Months Supply of Inventory	2.2	2.3	+ 4.5%	--	--	--

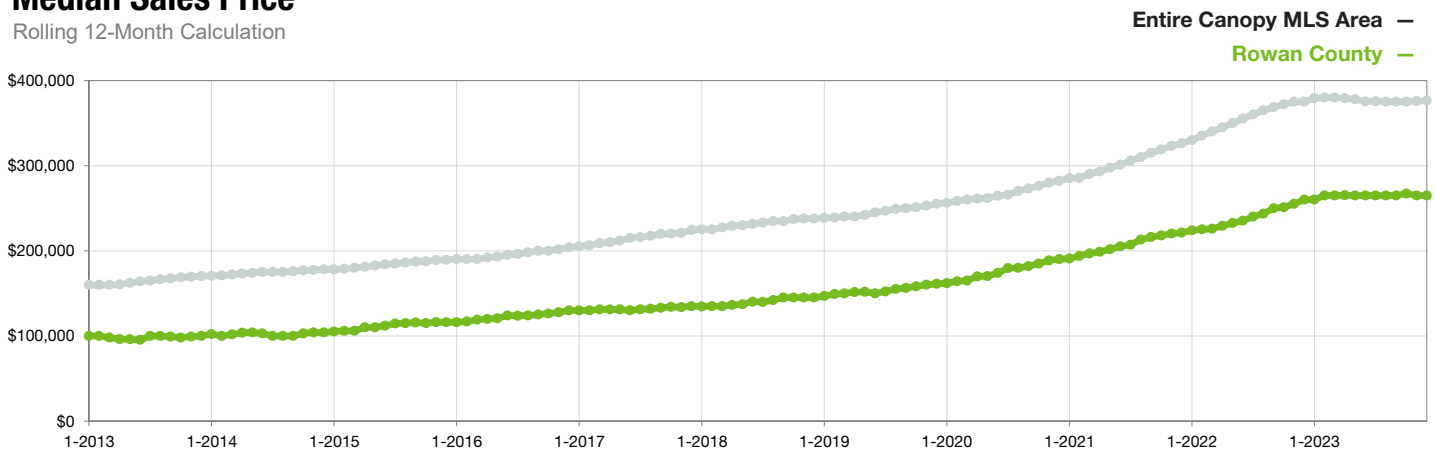
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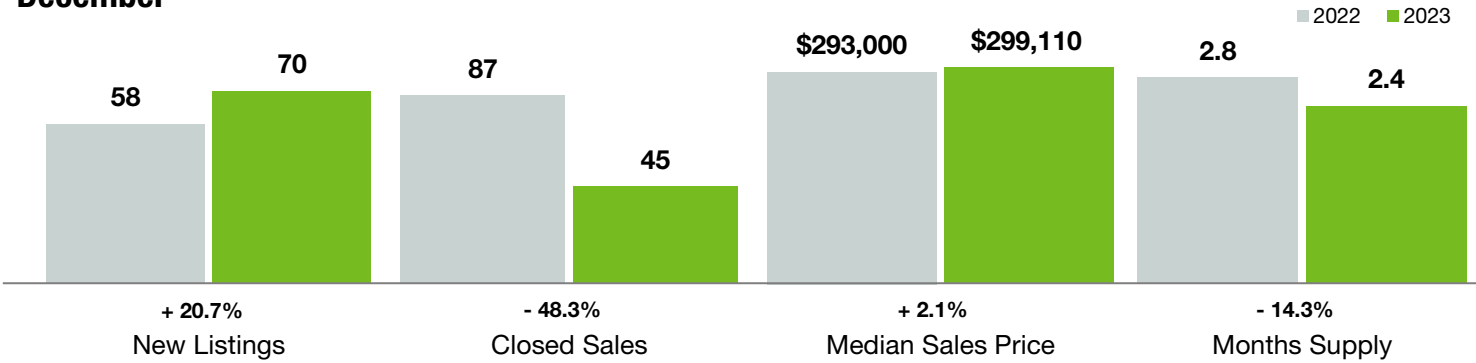
Stanly County

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	58	70	+ 20.7%	1,275	1,118	- 12.3%
Pending Sales	43	53	+ 23.3%	968	933	- 3.6%
Closed Sales	87	45	- 48.3%	1,017	921	- 9.4%
Median Sales Price*	\$293,000	\$299,110	+ 2.1%	\$290,000	\$300,000	+ 3.4%
Average Sales Price*	\$290,529	\$316,910	+ 9.1%	\$316,235	\$325,523	+ 2.9%
Percent of Original List Price Received*	94.8%	94.4%	- 0.4%	97.7%	95.3%	- 2.5%
List to Close	108	89	- 17.6%	84	98	+ 16.7%
Days on Market Until Sale	39	44	+ 12.8%	24	48	+ 100.0%
Cumulative Days on Market Until Sale	44	45	+ 2.3%	23	53	+ 130.4%
Average List Price	\$281,504	\$345,613	+ 22.8%	\$324,793	\$359,364	+ 10.6%
Inventory of Homes for Sale	229	190	- 17.0%	--	--	--
Months Supply of Inventory	2.8	2.4	- 14.3%	--	--	--

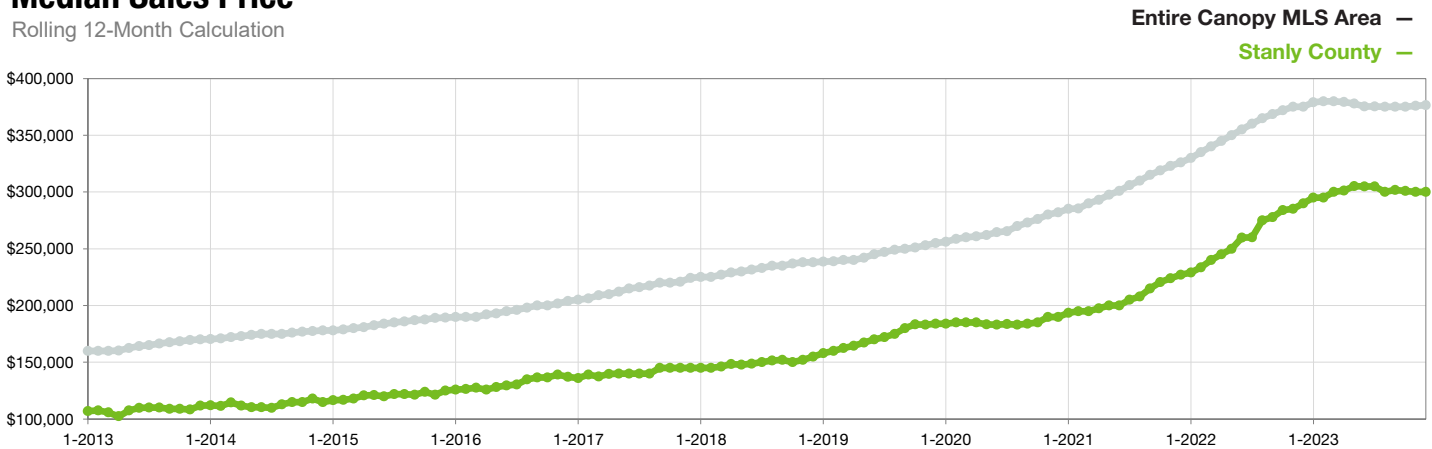
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December



Median Sales Price

Rolling 12-Month Calculation



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Local Market Update for December 2023



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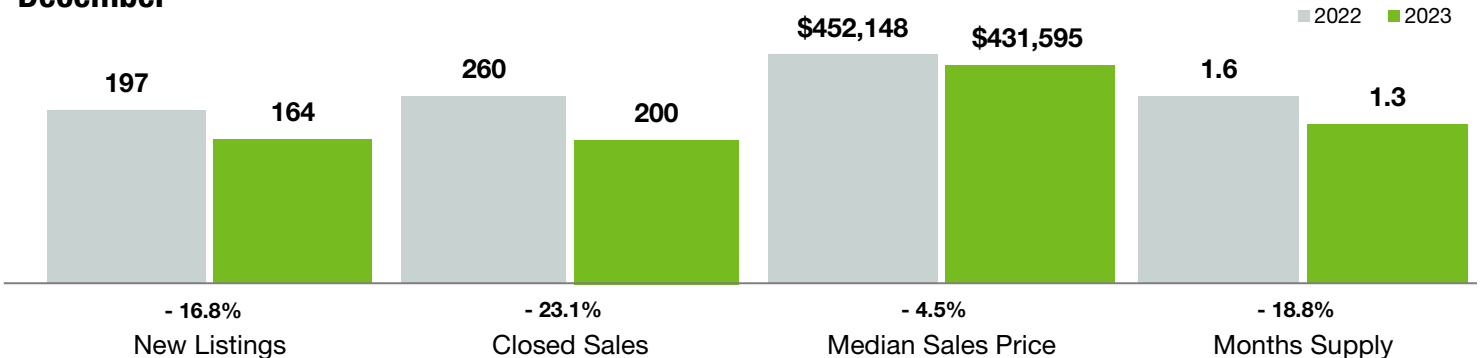
Union County

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	197	164	- 16.8%	5,010	3,710	- 25.9%
Pending Sales	213	197	- 7.5%	4,032	3,273	- 18.8%
Closed Sales	260	200	- 23.1%	4,318	3,379	- 21.7%
Median Sales Price*	\$452,148	\$431,595	- 4.5%	\$445,000	\$450,000	+ 1.1%
Average Sales Price*	\$517,531	\$551,274	+ 6.5%	\$539,772	\$559,166	+ 3.6%
Percent of Original List Price Received*	94.4%	96.9%	+ 2.6%	100.1%	97.7%	- 2.4%
List to Close	108	87	- 19.4%	86	96	+ 11.6%
Days on Market Until Sale	43	37	- 14.0%	21	39	+ 85.7%
Cumulative Days on Market Until Sale	49	41	- 16.3%	25	37	+ 48.0%
Average List Price	\$472,856	\$564,479	+ 19.4%	\$572,185	\$602,250	+ 5.3%
Inventory of Homes for Sale	521	361	- 30.7%	--	--	--
Months Supply of Inventory	1.6	1.3	- 18.8%	--	--	--

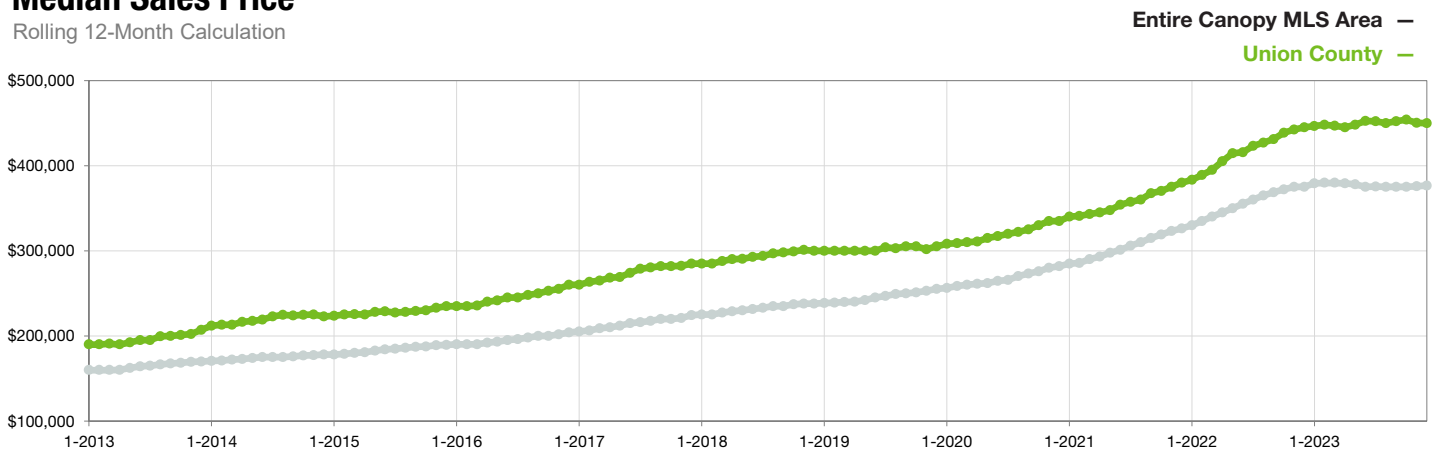
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December



Median Sales Price

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Local Market Update for December 2023



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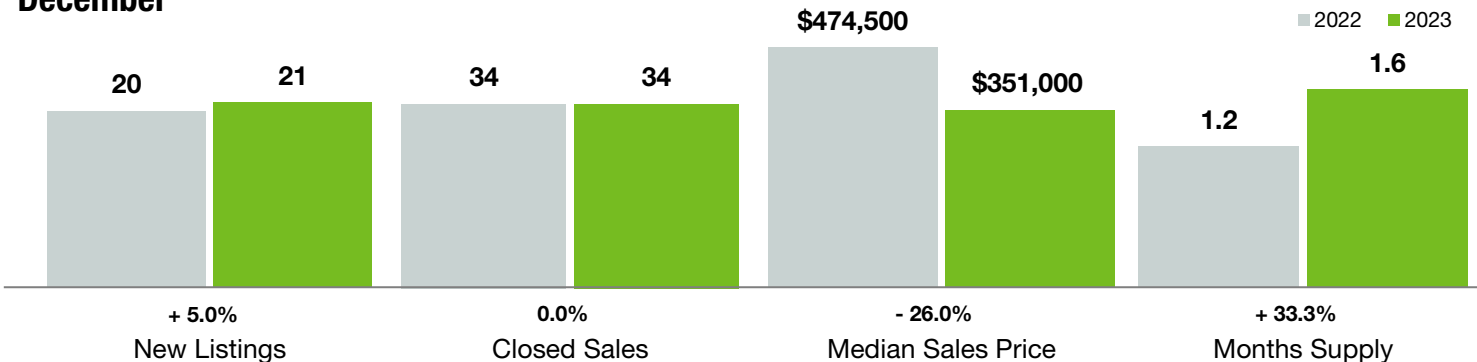
Belmont

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	20	21	+ 5.0%	585	560	- 4.3%
Pending Sales	20	28	+ 40.0%	504	469	- 6.9%
Closed Sales	34	34	0.0%	579	460	- 20.6%
Median Sales Price*	\$474,500	\$351,000	- 26.0%	\$439,106	\$417,555	- 4.9%
Average Sales Price*	\$460,575	\$447,150	- 2.9%	\$465,977	\$500,579	+ 7.4%
Percent of Original List Price Received*	95.7%	99.1%	+ 3.6%	99.9%	97.8%	- 2.1%
List to Close	81	66	- 18.5%	87	66	- 24.1%
Days on Market Until Sale	37	27	- 27.0%	24	29	+ 20.8%
Cumulative Days on Market Until Sale	36	23	- 36.1%	18	29	+ 61.1%
Average List Price	\$651,009	\$521,921	- 19.8%	\$479,957	\$537,744	+ 12.0%
Inventory of Homes for Sale	49	64	+ 30.6%	--	--	--
Months Supply of Inventory	1.2	1.6	+ 33.3%	--	--	--

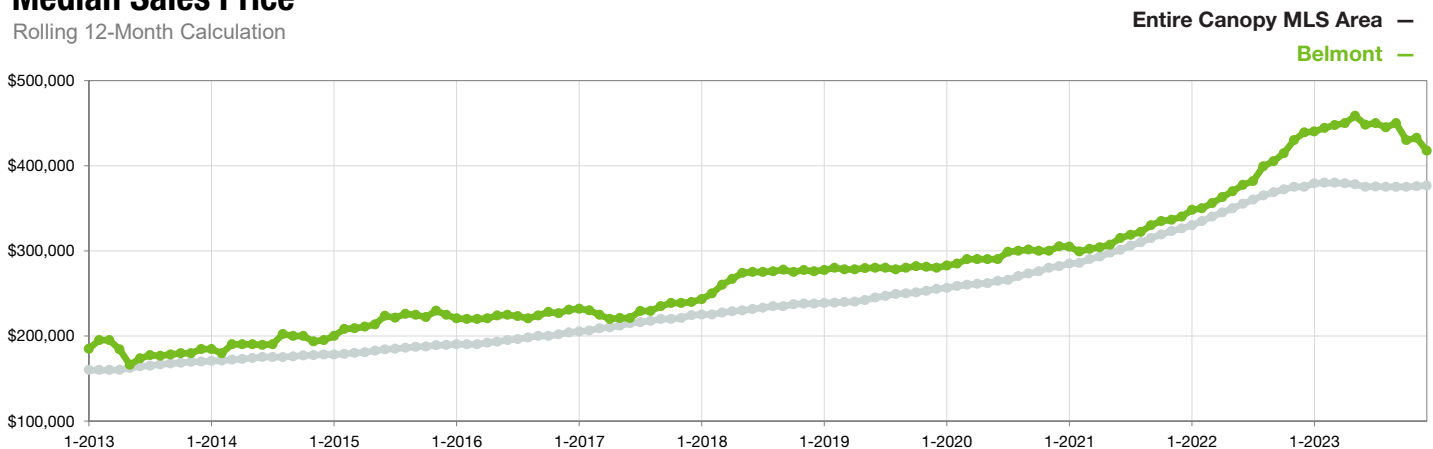
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December



Median Sales Price

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Local Market Update for December 2023

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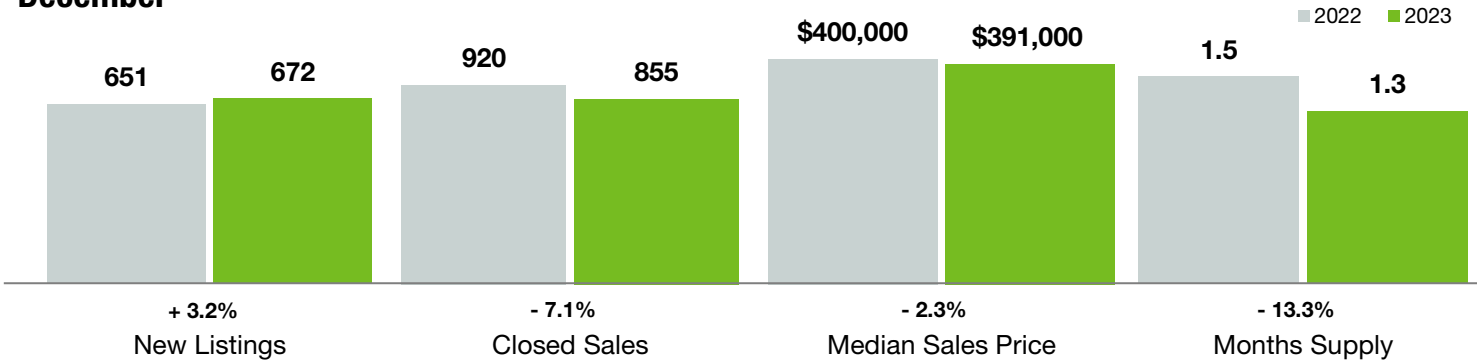
City of Charlotte

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	651	672	+ 3.2%	17,407	14,101	- 19.0%
Pending Sales	660	733	+ 11.1%	14,285	12,462	- 12.8%
Closed Sales	920	855	- 7.1%	15,308	12,385	- 19.1%
Median Sales Price*	\$400,000	\$391,000	- 2.3%	\$397,000	\$405,000	+ 2.0%
Average Sales Price*	\$496,203	\$511,253	+ 3.0%	\$494,063	\$527,989	+ 6.9%
Percent of Original List Price Received*	95.4%	97.7%	+ 2.4%	100.6%	98.2%	- 2.4%
List to Close	102	83	- 18.6%	75	83	+ 10.7%
Days on Market Until Sale	41	30	- 26.8%	20	31	+ 55.0%
Cumulative Days on Market Until Sale	40	33	- 17.5%	20	33	+ 65.0%
Average List Price	\$448,299	\$528,590	+ 17.9%	\$505,545	\$559,936	+ 10.8%
Inventory of Homes for Sale	1,813	1,319	- 27.2%	--	--	--
Months Supply of Inventory	1.5	1.3	- 13.3%	--	--	--

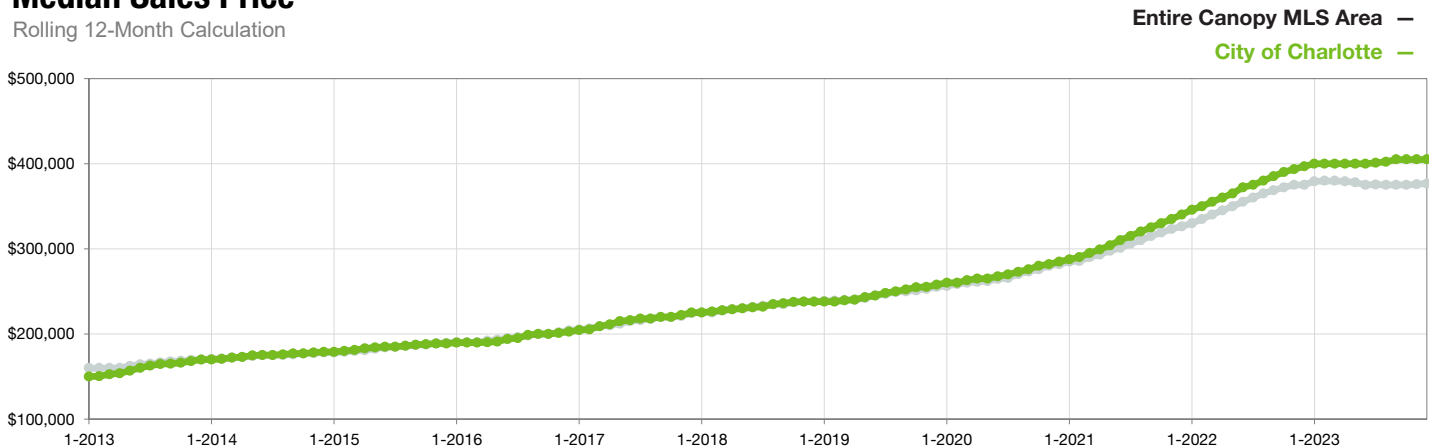
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December



Median Sales Price

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Local Market Update for December 2023

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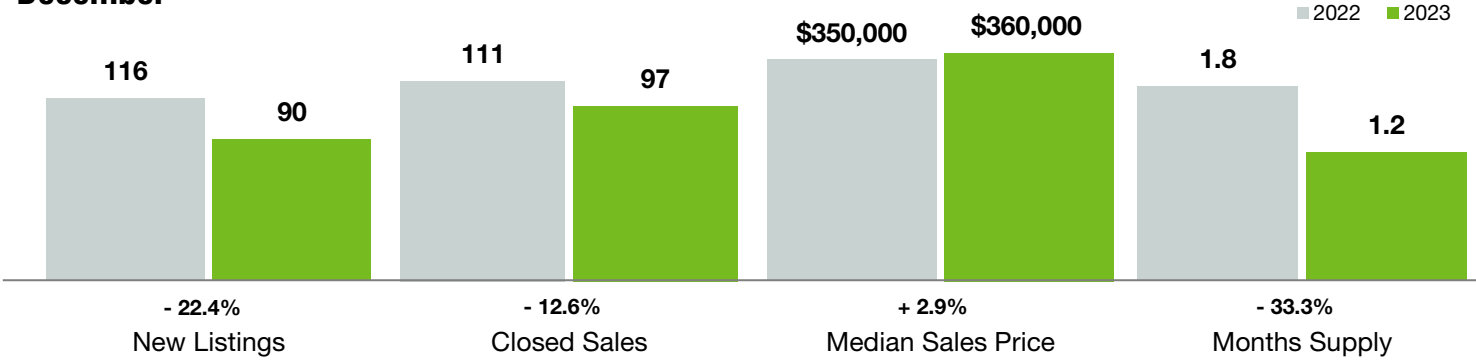
Concord

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	116	90	- 22.4%	2,293	1,630	- 28.9%
Pending Sales	81	105	+ 29.6%	1,853	1,513	- 18.3%
Closed Sales	111	97	- 12.6%	2,064	1,504	- 27.1%
Median Sales Price*	\$350,000	\$360,000	+ 2.9%	\$370,000	\$363,325	- 1.8%
Average Sales Price*	\$376,428	\$377,565	+ 0.3%	\$396,015	\$392,264	- 0.9%
Percent of Original List Price Received*	95.3%	96.1%	+ 0.8%	100.4%	96.8%	- 3.6%
List to Close	83	79	- 4.8%	71	81	+ 14.1%
Days on Market Until Sale	39	36	- 7.7%	17	34	+ 100.0%
Cumulative Days on Market Until Sale	38	35	- 7.9%	17	36	+ 111.8%
Average List Price	\$360,107	\$409,687	+ 13.8%	\$390,832	\$418,914	+ 7.2%
Inventory of Homes for Sale	276	149	- 46.0%	--	--	--
Months Supply of Inventory	1.8	1.2	- 33.3%	--	--	--

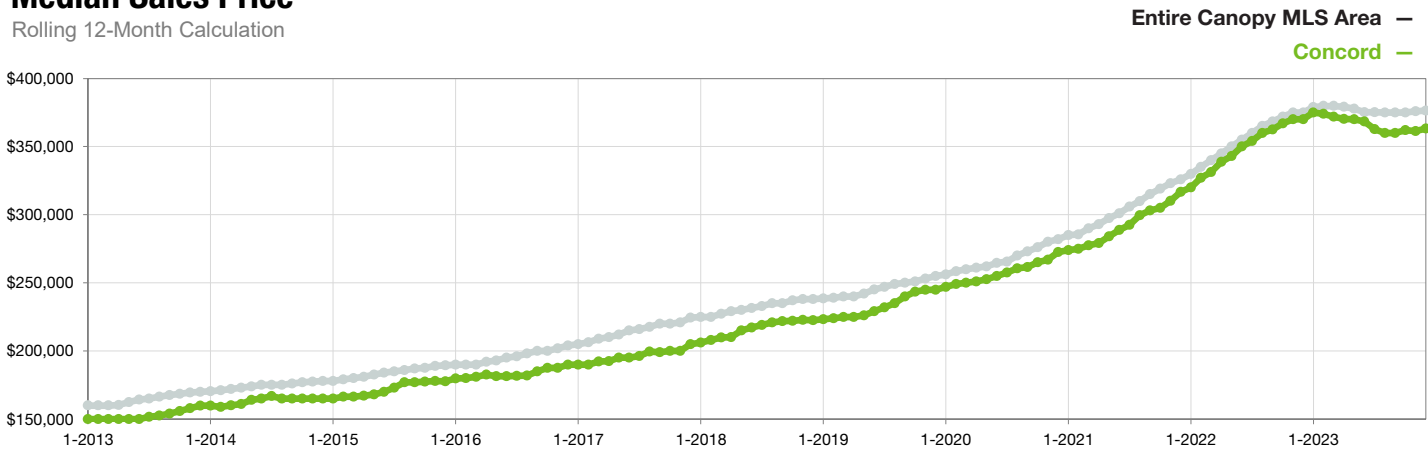
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December



Median Sales Price

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Local Market Update for December 2023

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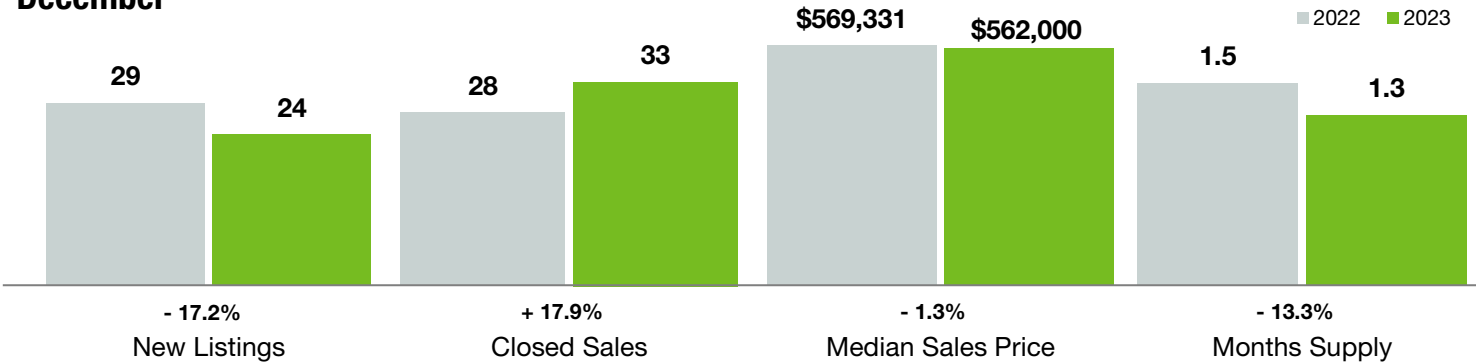
Cornelius

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	29	24	- 17.2%	801	596	- 25.6%
Pending Sales	24	33	+ 37.5%	653	518	- 20.7%
Closed Sales	28	33	+ 17.9%	655	516	- 21.2%
Median Sales Price*	\$569,331	\$562,000	- 1.3%	\$490,000	\$507,324	+ 3.5%
Average Sales Price*	\$847,034	\$1,018,777	+ 20.3%	\$740,431	\$804,349	+ 8.6%
Percent of Original List Price Received*	96.1%	98.2%	+ 2.2%	99.9%	96.7%	- 3.2%
List to Close	84	101	+ 20.2%	58	79	+ 36.2%
Days on Market Until Sale	29	38	+ 31.0%	18	34	+ 88.9%
Cumulative Days on Market Until Sale	29	45	+ 55.2%	18	36	+ 100.0%
Average List Price	\$928,660	\$898,588	- 3.2%	\$830,013	\$931,639	+ 12.2%
Inventory of Homes for Sale	81	54	- 33.3%	--	--	--
Months Supply of Inventory	1.5	1.3	- 13.3%	--	--	--

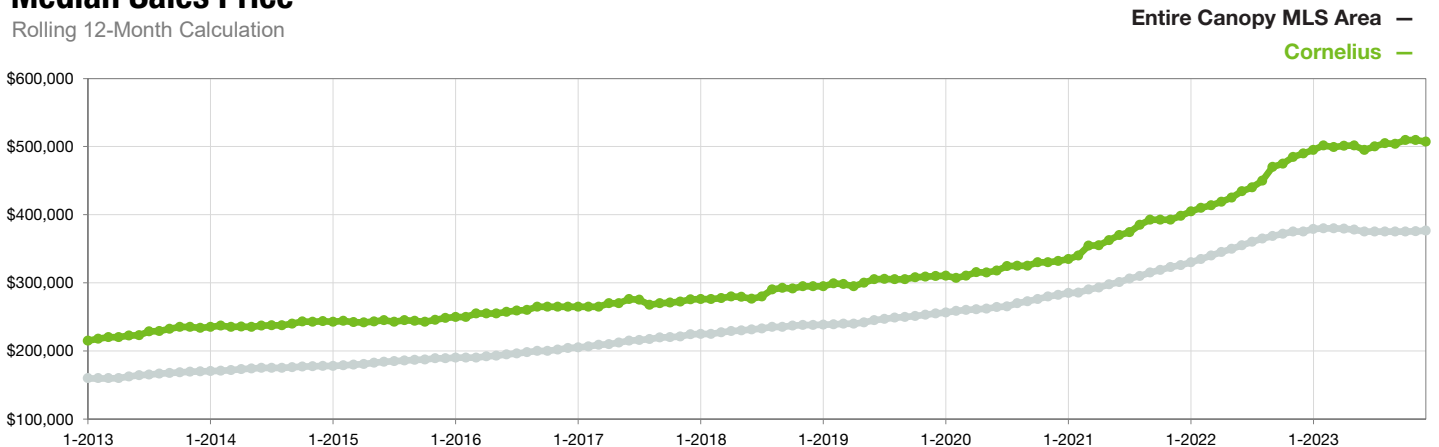
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December



Median Sales Price

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Local Market Update for December 2023



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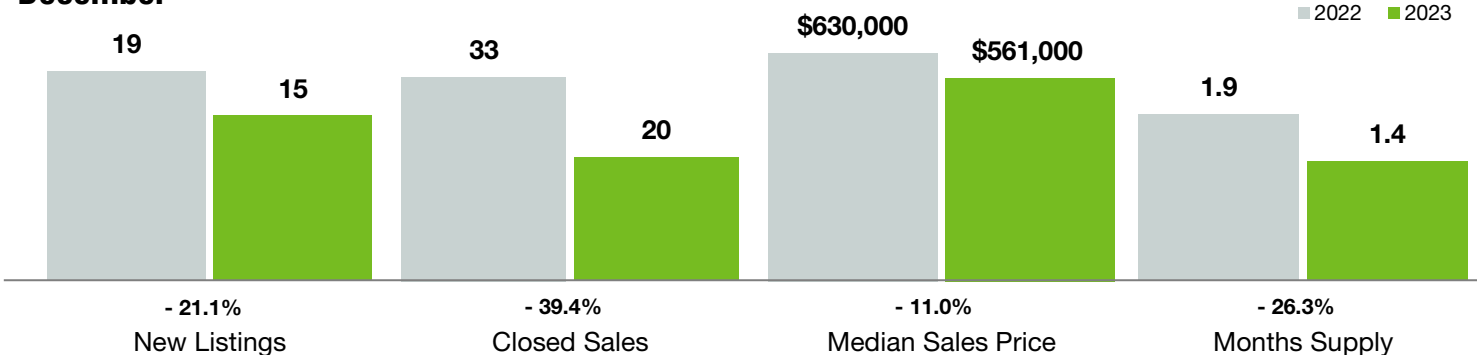
Davidson

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	19	15	- 21.1%	534	472	- 11.6%
Pending Sales	22	26	+ 18.2%	426	419	- 1.6%
Closed Sales	33	20	- 39.4%	456	404	- 11.4%
Median Sales Price*	\$630,000	\$561,000	- 11.0%	\$597,700	\$629,199	+ 5.3%
Average Sales Price*	\$633,875	\$1,075,991	+ 69.7%	\$690,625	\$792,027	+ 14.7%
Percent of Original List Price Received*	94.4%	98.0%	+ 3.8%	99.7%	98.8%	- 0.9%
List to Close	116	130	+ 12.1%	84	106	+ 26.2%
Days on Market Until Sale	52	49	- 5.8%	31	42	+ 35.5%
Cumulative Days on Market Until Sale	54	56	+ 3.7%	25	45	+ 80.0%
Average List Price	\$905,578	\$659,564	- 27.2%	\$758,716	\$821,847	+ 8.3%
Inventory of Homes for Sale	68	48	- 29.4%	--	--	--
Months Supply of Inventory	1.9	1.4	- 26.3%	--	--	--

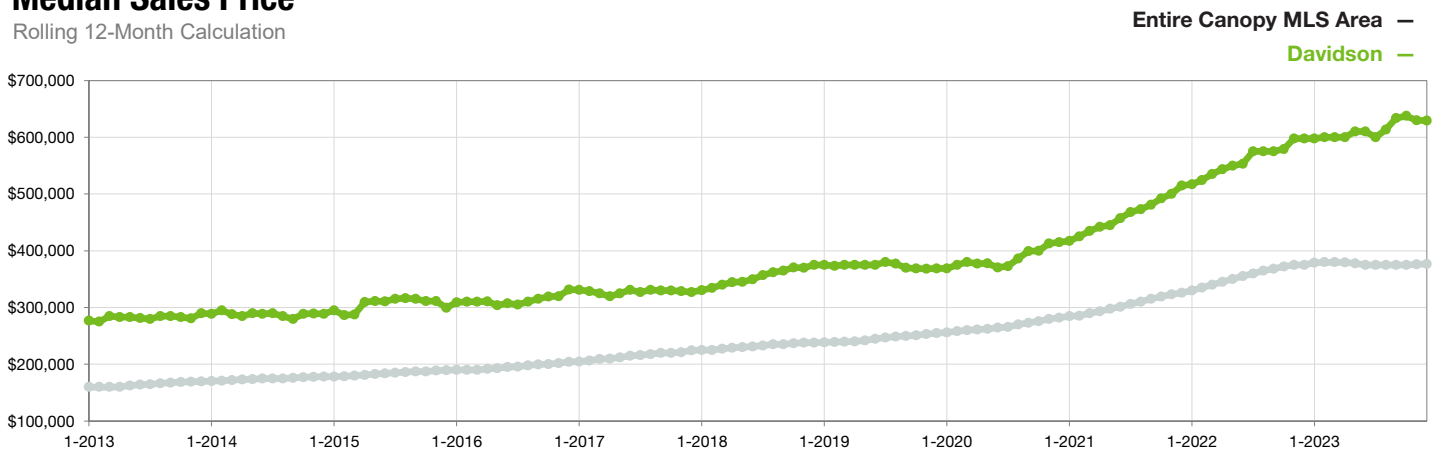
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December



Median Sales Price

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Local Market Update for December 2023



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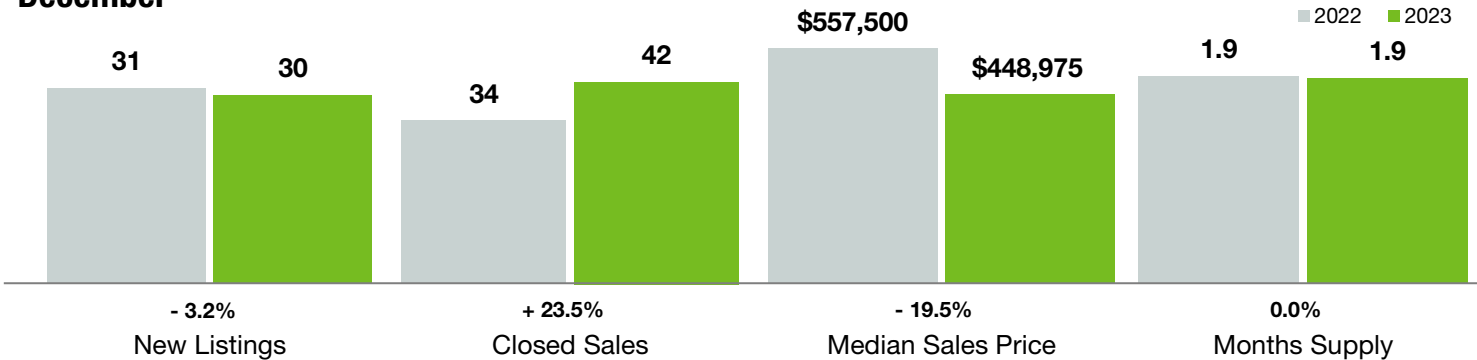
Denver

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	31	30	- 3.2%	765	762	- 0.4%
Pending Sales	33	36	+ 9.1%	630	636	+ 1.0%
Closed Sales	34	42	+ 23.5%	689	639	- 7.3%
Median Sales Price*	\$557,500	\$448,975	- 19.5%	\$483,125	\$485,918	+ 0.6%
Average Sales Price*	\$589,252	\$488,186	- 17.2%	\$590,001	\$609,126	+ 3.2%
Percent of Original List Price Received*	96.3%	97.1%	+ 0.8%	99.6%	97.3%	- 2.3%
List to Close	99	114	+ 15.2%	90	110	+ 22.2%
Days on Market Until Sale	72	47	- 34.7%	26	50	+ 92.3%
Cumulative Days on Market Until Sale	56	52	- 7.1%	19	46	+ 142.1%
Average List Price	\$412,289	\$602,208	+ 46.1%	\$611,210	\$651,190	+ 6.5%
Inventory of Homes for Sale	100	100	0.0%	--	--	--
Months Supply of Inventory	1.9	1.9	0.0%	--	--	--

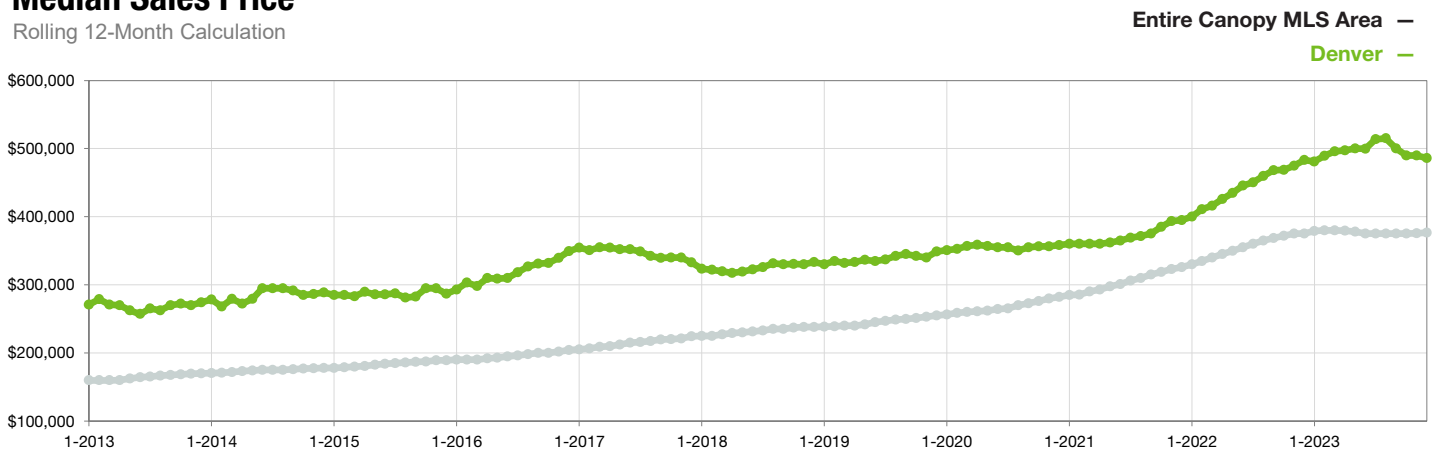
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December



Median Sales Price

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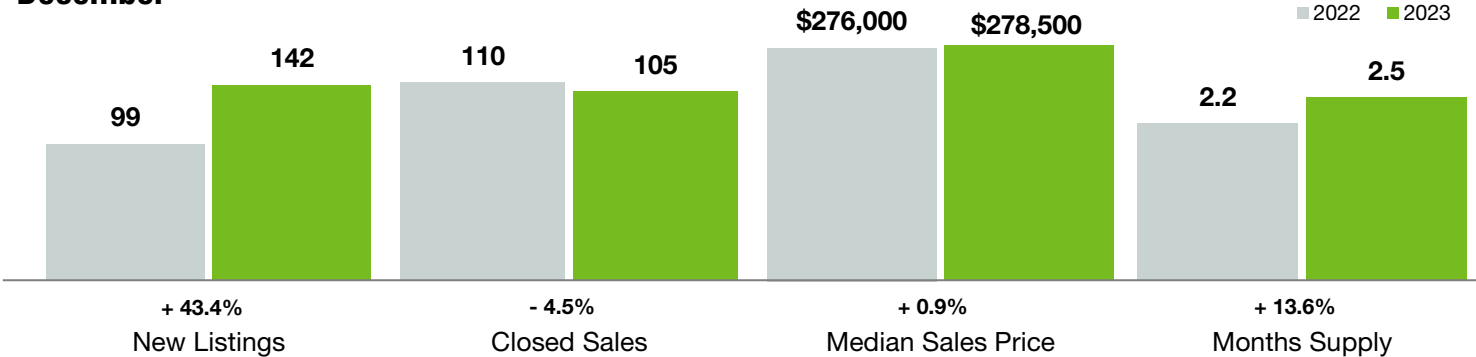
Gastonia

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	99	142	+ 43.4%	2,128	1,909	- 10.3%
Pending Sales	82	107	+ 30.5%	1,675	1,489	- 11.1%
Closed Sales	110	105	- 4.5%	1,811	1,437	- 20.7%
Median Sales Price*	\$276,000	\$278,500	+ 0.9%	\$285,000	\$275,000	- 3.5%
Average Sales Price*	\$280,216	\$274,565	- 2.0%	\$296,609	\$294,543	- 0.7%
Percent of Original List Price Received*	93.2%	95.9%	+ 2.9%	98.9%	96.1%	- 2.8%
List to Close	90	85	- 5.6%	75	83	+ 10.7%
Days on Market Until Sale	40	27	- 32.5%	21	38	+ 81.0%
Cumulative Days on Market Until Sale	44	31	- 29.5%	21	44	+ 109.5%
Average List Price	\$313,901	\$319,085	+ 1.7%	\$300,570	\$315,800	+ 5.1%
Inventory of Homes for Sale	302	313	+ 3.6%	--	--	--
Months Supply of Inventory	2.2	2.5	+ 13.6%	--	--	--

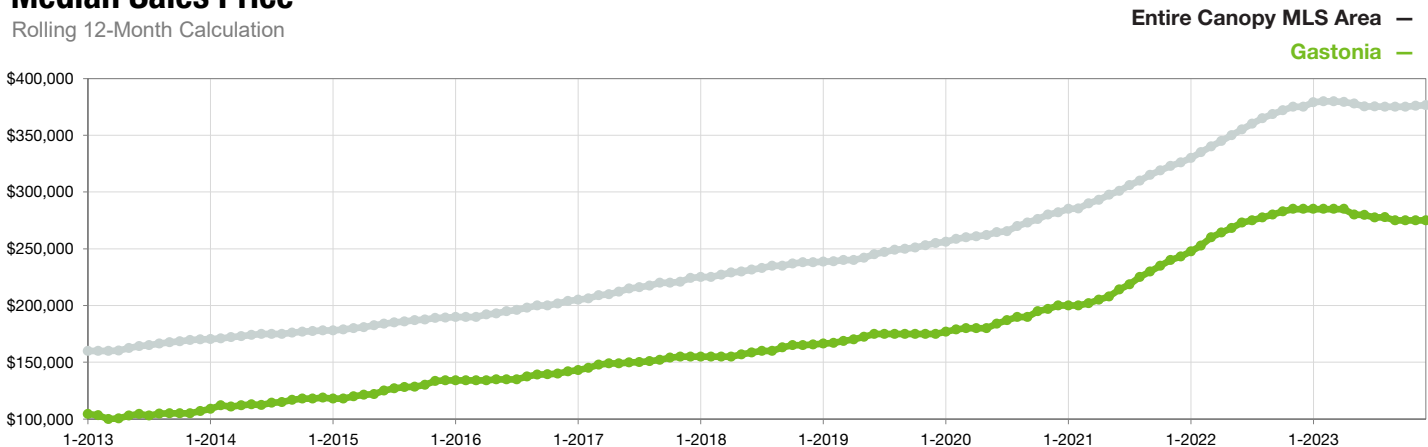
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December



Median Sales Price

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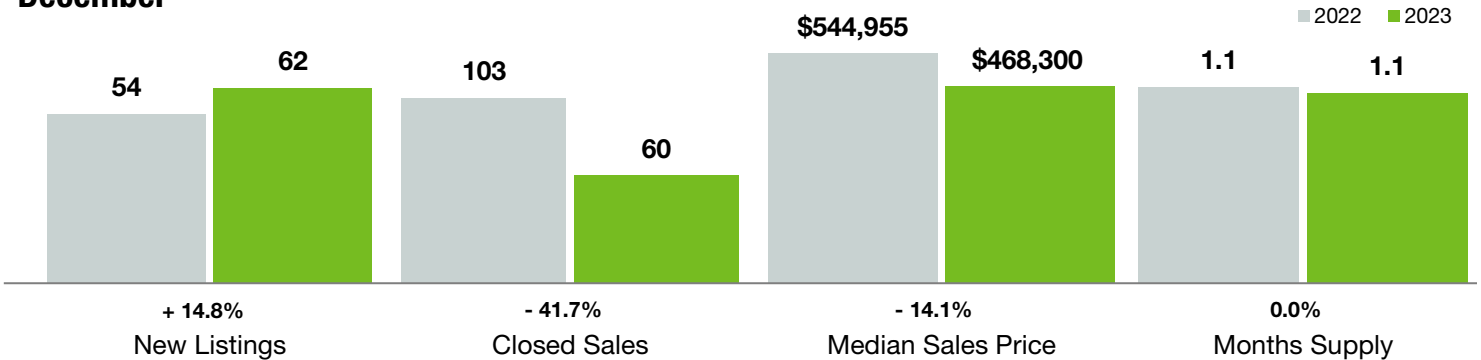
Huntersville

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	54	62	+ 14.8%	1,629	1,178	- 27.7%
Pending Sales	59	61	+ 3.4%	1,404	1,050	- 25.2%
Closed Sales	103	60	- 41.7%	1,629	1,010	- 38.0%
Median Sales Price*	\$544,955	\$468,300	- 14.1%	\$520,000	\$533,250	+ 2.5%
Average Sales Price*	\$575,001	\$582,818	+ 1.4%	\$546,682	\$584,911	+ 7.0%
Percent of Original List Price Received*	96.5%	97.9%	+ 1.5%	101.2%	98.5%	- 2.7%
List to Close	127	87	- 31.5%	100	84	- 16.0%
Days on Market Until Sale	46	32	- 30.4%	26	29	+ 11.5%
Cumulative Days on Market Until Sale	40	37	- 7.5%	20	31	+ 55.0%
Average List Price	\$611,596	\$605,452	- 1.0%	\$558,850	\$618,501	+ 10.7%
Inventory of Homes for Sale	127	92	- 27.6%	--	--	--
Months Supply of Inventory	1.1	1.1	0.0%	--	--	--

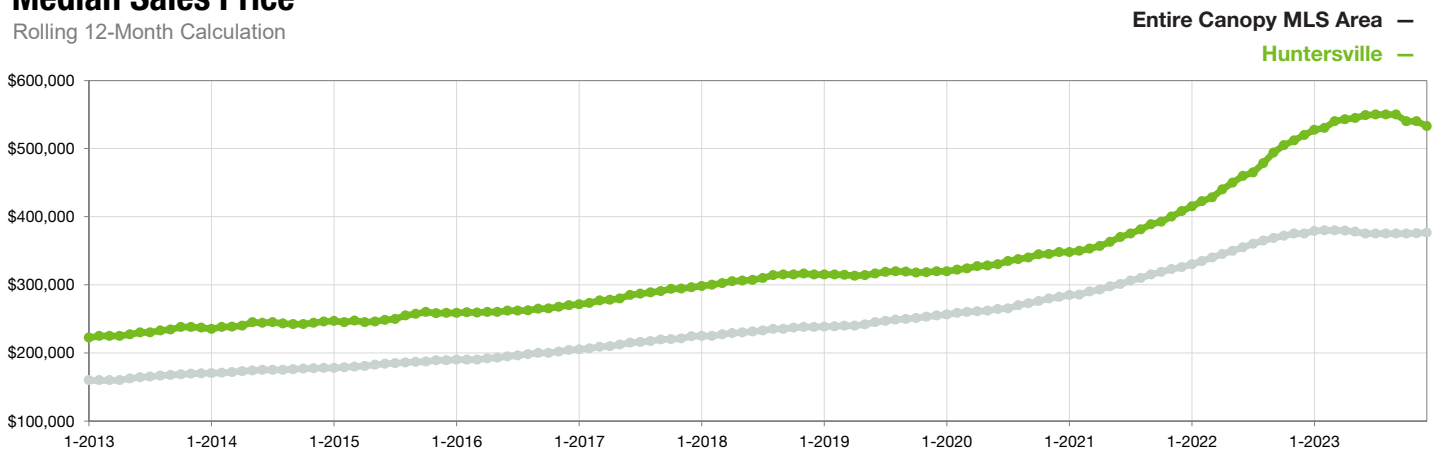
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December



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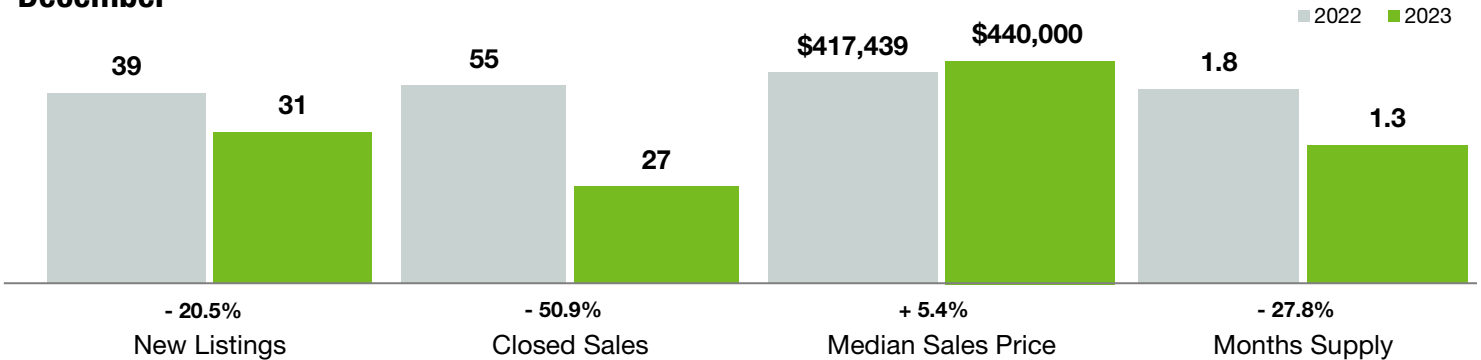
Indian Trail

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	39	31	- 20.5%	994	669	- 32.7%
Pending Sales	48	30	- 37.5%	792	624	- 21.2%
Closed Sales	55	27	- 50.9%	868	652	- 24.9%
Median Sales Price*	\$417,439	\$440,000	+ 5.4%	\$425,000	\$440,000	+ 3.5%
Average Sales Price*	\$446,962	\$450,500	+ 0.8%	\$446,295	\$457,465	+ 2.5%
Percent of Original List Price Received*	94.6%	98.3%	+ 3.9%	100.0%	97.7%	- 2.3%
List to Close	91	87	- 4.4%	97	99	+ 2.1%
Days on Market Until Sale	41	41	0.0%	22	38	+ 72.7%
Cumulative Days on Market Until Sale	45	37	- 17.8%	26	41	+ 57.7%
Average List Price	\$426,732	\$438,081	+ 2.7%	\$456,010	\$474,070	+ 4.0%
Inventory of Homes for Sale	118	66	- 44.1%	--	--	--
Months Supply of Inventory	1.8	1.3	- 27.8%	--	--	--

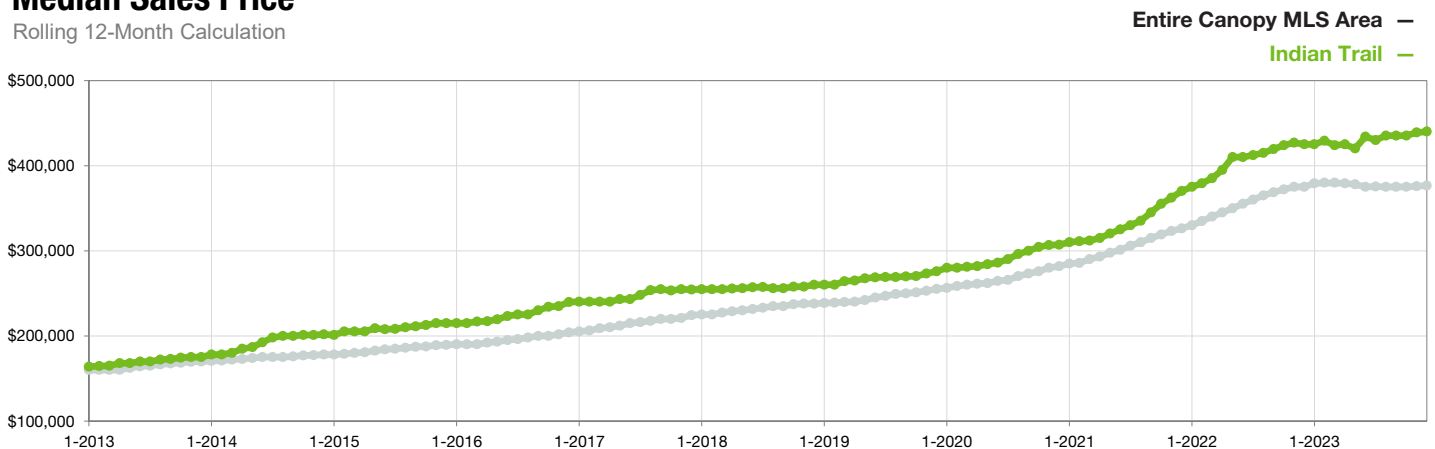
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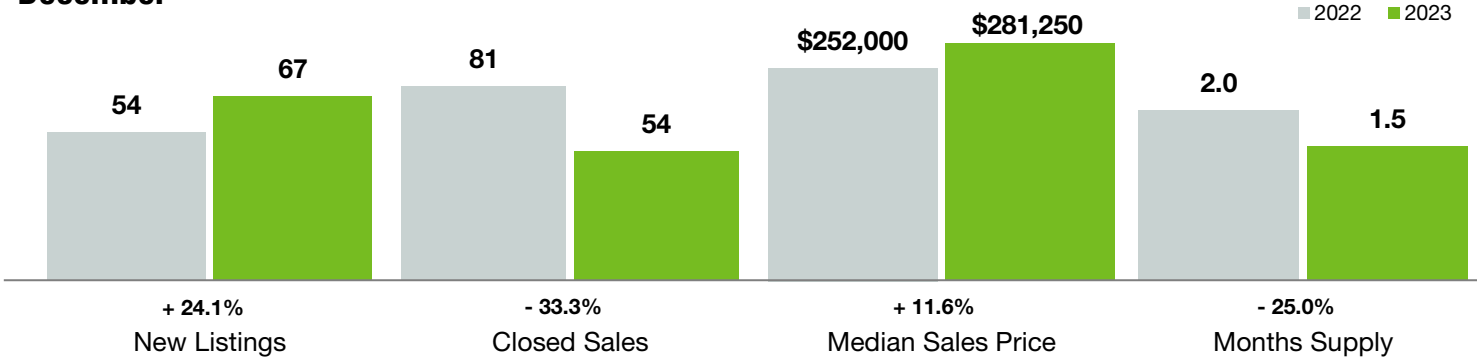
Kannapolis

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	54	67	+ 24.1%	1,078	944	- 12.4%
Pending Sales	47	54	+ 14.9%	858	822	- 4.2%
Closed Sales	81	54	- 33.3%	916	802	- 12.4%
Median Sales Price*	\$252,000	\$281,250	+ 11.6%	\$280,000	\$290,000	+ 3.6%
Average Sales Price*	\$264,317	\$275,499	+ 4.2%	\$288,980	\$299,042	+ 3.5%
Percent of Original List Price Received*	92.0%	94.3%	+ 2.5%	98.3%	96.0%	- 2.3%
List to Close	93	72	- 22.6%	66	77	+ 16.7%
Days on Market Until Sale	42	34	- 19.0%	23	35	+ 52.2%
Cumulative Days on Market Until Sale	46	38	- 17.4%	21	38	+ 81.0%
Average List Price	\$273,730	\$311,013	+ 13.6%	\$301,840	\$312,609	+ 3.6%
Inventory of Homes for Sale	140	106	- 24.3%	--	--	--
Months Supply of Inventory	2.0	1.5	- 25.0%	--	--	--

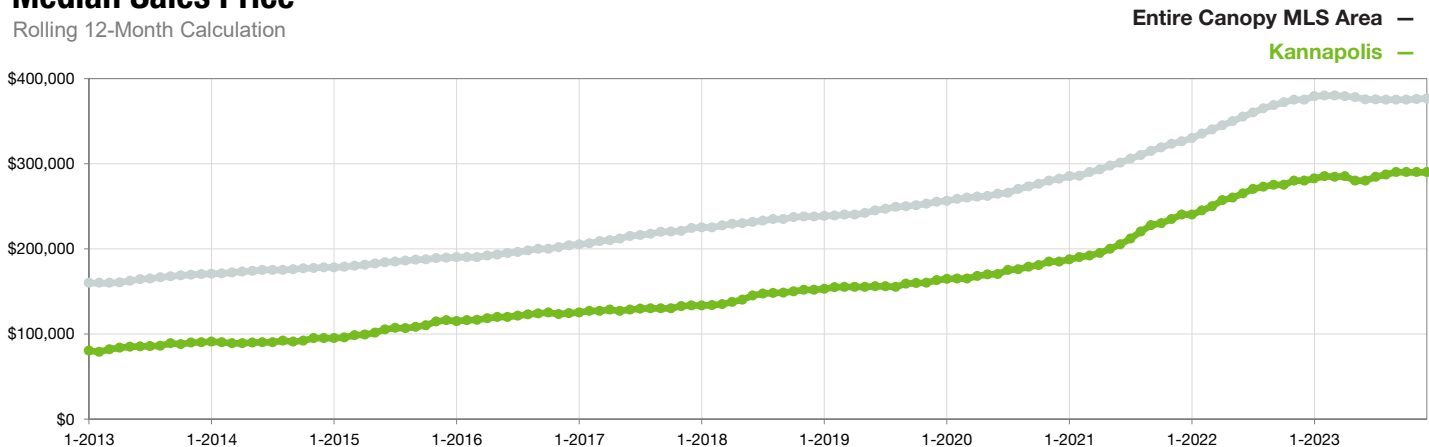
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December



Median Sales Price

Rolling 12-Month Calculation



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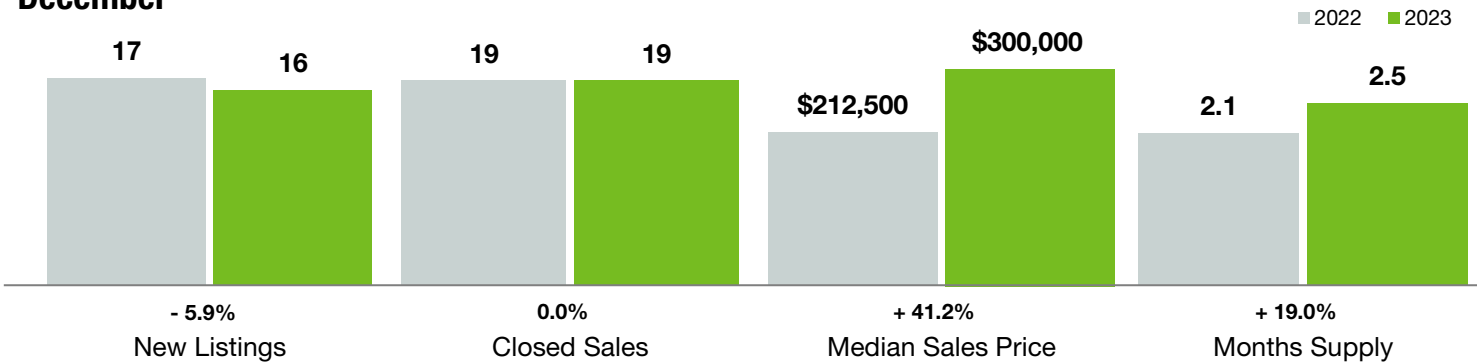
Kings Mountain

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	17	16	- 5.9%	415	300	- 27.7%
Pending Sales	20	16	- 20.0%	297	248	- 16.5%
Closed Sales	19	19	0.0%	306	248	- 19.0%
Median Sales Price*	\$212,500	\$300,000	+ 41.2%	\$247,500	\$239,950	- 3.1%
Average Sales Price*	\$236,000	\$303,368	+ 28.5%	\$280,742	\$274,036	- 2.4%
Percent of Original List Price Received*	94.1%	97.3%	+ 3.4%	97.0%	95.9%	- 1.1%
List to Close	74	66	- 10.8%	67	84	+ 25.4%
Days on Market Until Sale	36	32	- 11.1%	26	42	+ 61.5%
Cumulative Days on Market Until Sale	36	38	+ 5.6%	29	44	+ 51.7%
Average List Price	\$359,330	\$274,106	- 23.7%	\$276,862	\$299,905	+ 8.3%
Inventory of Homes for Sale	52	52	0.0%	--	--	--
Months Supply of Inventory	2.1	2.5	+ 19.0%	--	--	--

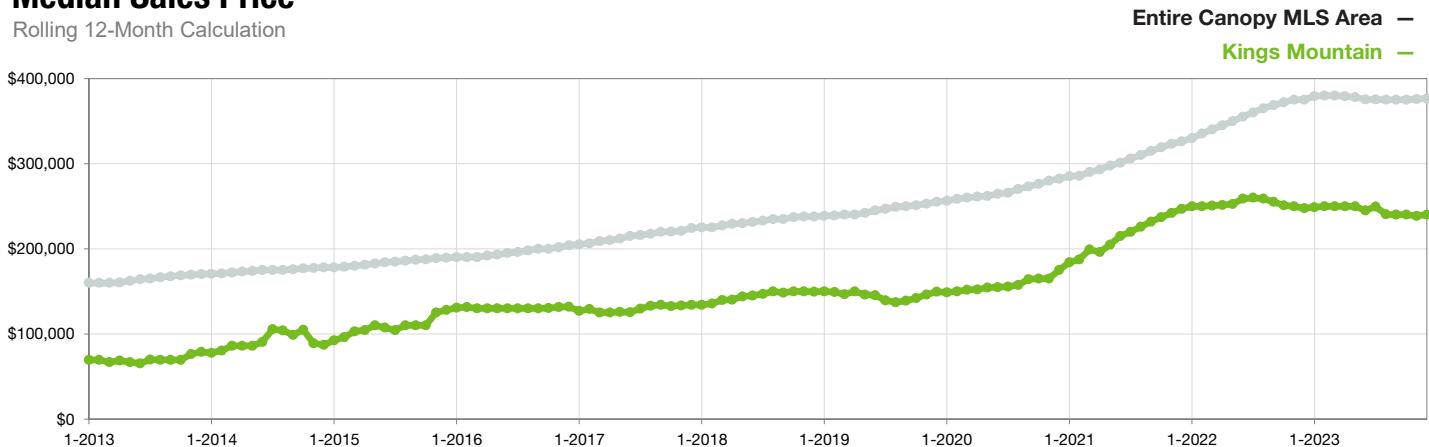
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December



Median Sales Price

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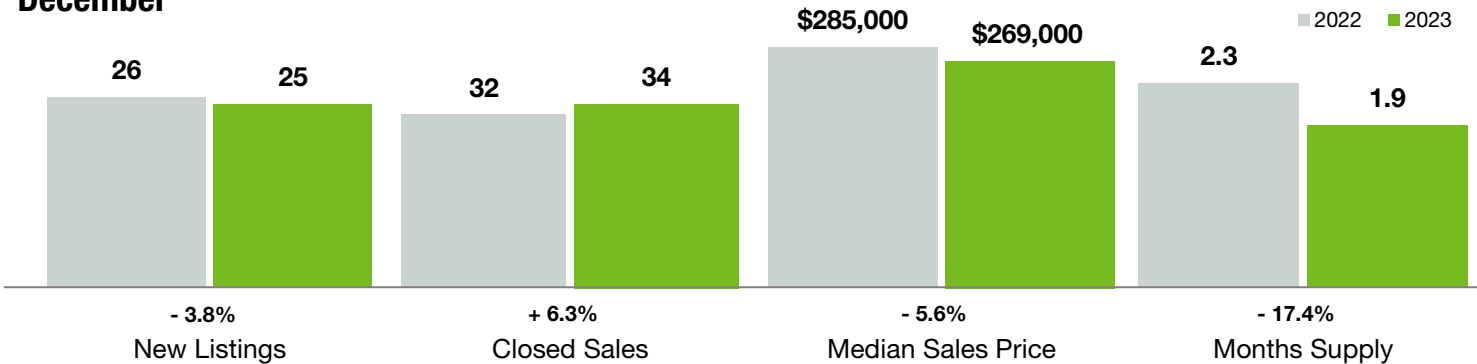
Lincolnton

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	26	25	- 3.8%	555	478	- 13.9%
Pending Sales	23	24	+ 4.3%	455	419	- 7.9%
Closed Sales	32	34	+ 6.3%	470	410	- 12.8%
Median Sales Price*	\$285,000	\$269,000	- 5.6%	\$285,000	\$293,000	+ 2.8%
Average Sales Price*	\$264,755	\$286,350	+ 8.2%	\$298,488	\$309,605	+ 3.7%
Percent of Original List Price Received*	95.6%	93.9%	- 1.8%	99.6%	95.6%	- 4.0%
List to Close	76	78	+ 2.6%	76	101	+ 32.9%
Days on Market Until Sale	59	41	- 30.5%	36	46	+ 27.8%
Cumulative Days on Market Until Sale	78	43	- 44.9%	43	51	+ 18.6%
Average List Price	\$295,060	\$348,504	+ 18.1%	\$306,119	\$332,573	+ 8.6%
Inventory of Homes for Sale	89	65	- 27.0%	--	--	--
Months Supply of Inventory	2.3	1.9	- 17.4%	--	--	--

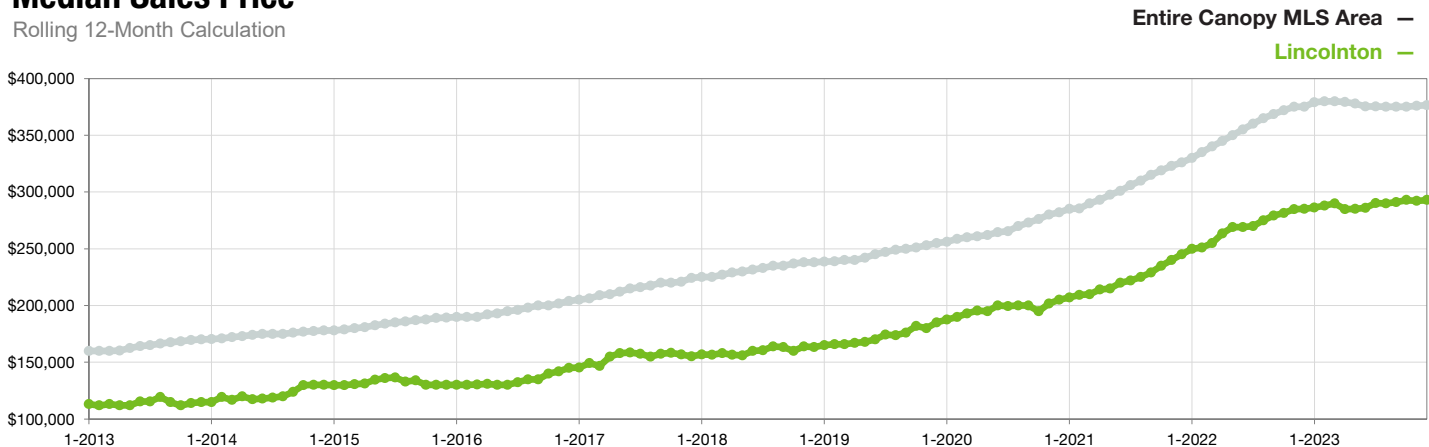
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December



Median Sales Price

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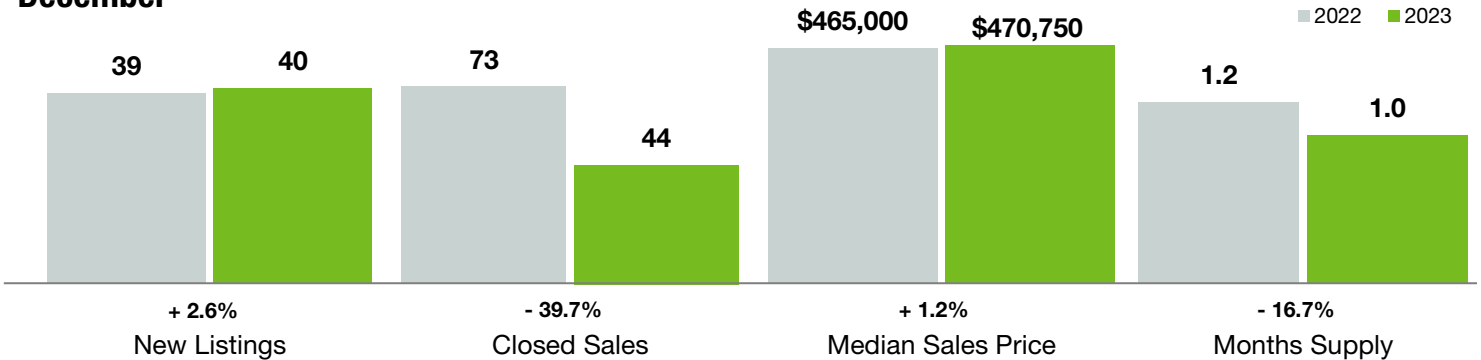
Matthews

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	39	40	+ 2.6%	1,185	898	- 24.2%
Pending Sales	49	40	- 18.4%	1,018	830	- 18.5%
Closed Sales	73	44	- 39.7%	1,090	842	- 22.8%
Median Sales Price*	\$465,000	\$470,750	+ 1.2%	\$452,500	\$500,000	+ 10.5%
Average Sales Price*	\$512,658	\$550,927	+ 7.5%	\$522,875	\$553,048	+ 5.8%
Percent of Original List Price Received*	96.5%	96.7%	+ 0.2%	101.7%	98.5%	- 3.1%
List to Close	80	69	- 13.8%	64	73	+ 14.1%
Days on Market Until Sale	27	26	- 3.7%	15	31	+ 106.7%
Cumulative Days on Market Until Sale	30	27	- 10.0%	14	31	+ 121.4%
Average List Price	\$526,033	\$549,059	+ 4.4%	\$521,519	\$583,436	+ 11.9%
Inventory of Homes for Sale	99	66	- 33.3%	--	--	--
Months Supply of Inventory	1.2	1.0	- 16.7%	--	--	--

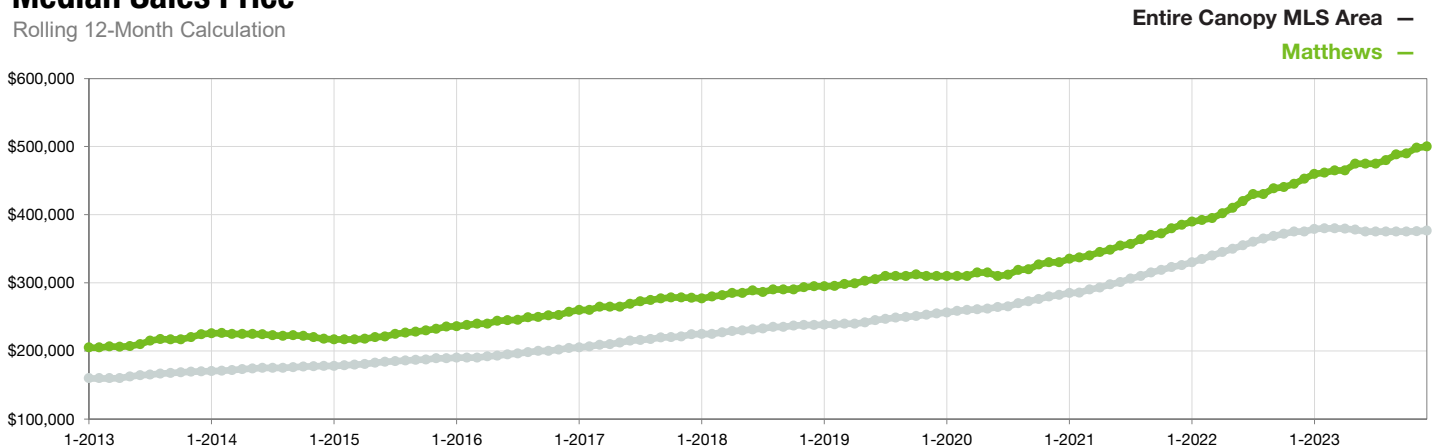
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December



Median Sales Price

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Local Market Update for December 2023

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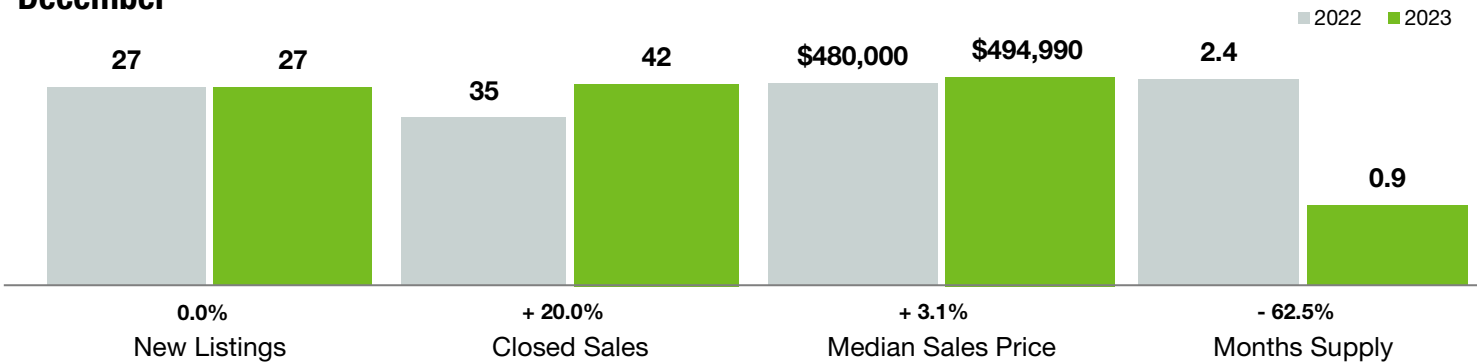
Mint Hill

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	27	27	0.0%	580	526	- 9.3%
Pending Sales	27	30	+ 11.1%	450	522	+ 16.0%
Closed Sales	35	42	+ 20.0%	456	536	+ 17.5%
Median Sales Price*	\$480,000	\$494,990	+ 3.1%	\$475,000	\$485,000	+ 2.1%
Average Sales Price*	\$509,175	\$511,481	+ 0.5%	\$501,709	\$494,310	- 1.5%
Percent of Original List Price Received*	93.1%	97.0%	+ 4.2%	100.8%	97.7%	- 3.1%
List to Close	122	81	- 33.6%	81	109	+ 34.6%
Days on Market Until Sale	58	26	- 55.2%	21	45	+ 114.3%
Cumulative Days on Market Until Sale	47	27	- 42.6%	20	44	+ 120.0%
Average List Price	\$463,514	\$567,970	+ 22.5%	\$511,834	\$526,227	+ 2.8%
Inventory of Homes for Sale	89	40	- 55.1%	--	--	--
Months Supply of Inventory	2.4	0.9	- 62.5%	--	--	--

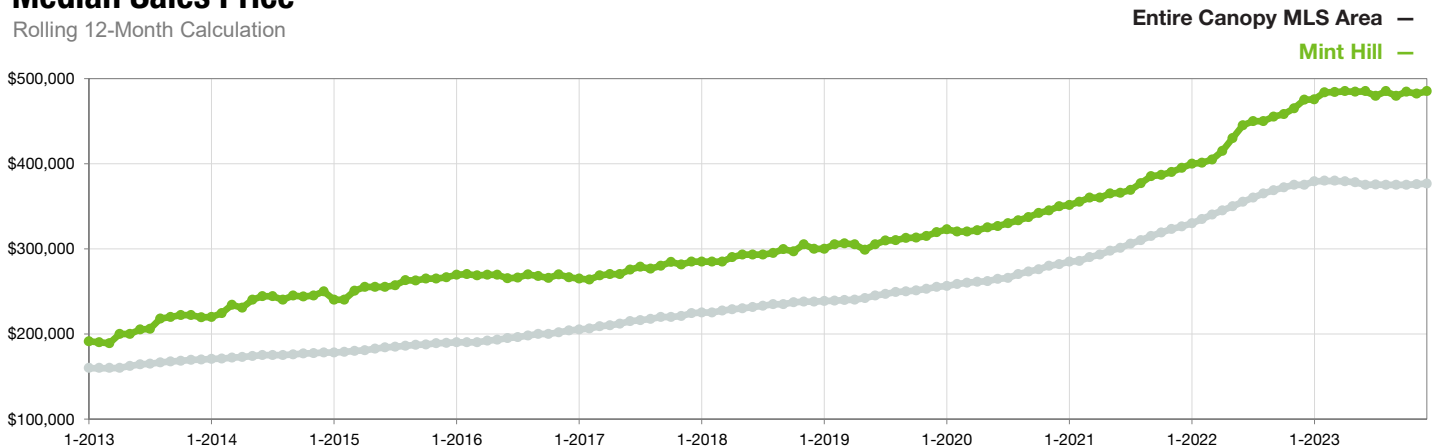
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December



Median Sales Price

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Local Market Update for December 2023



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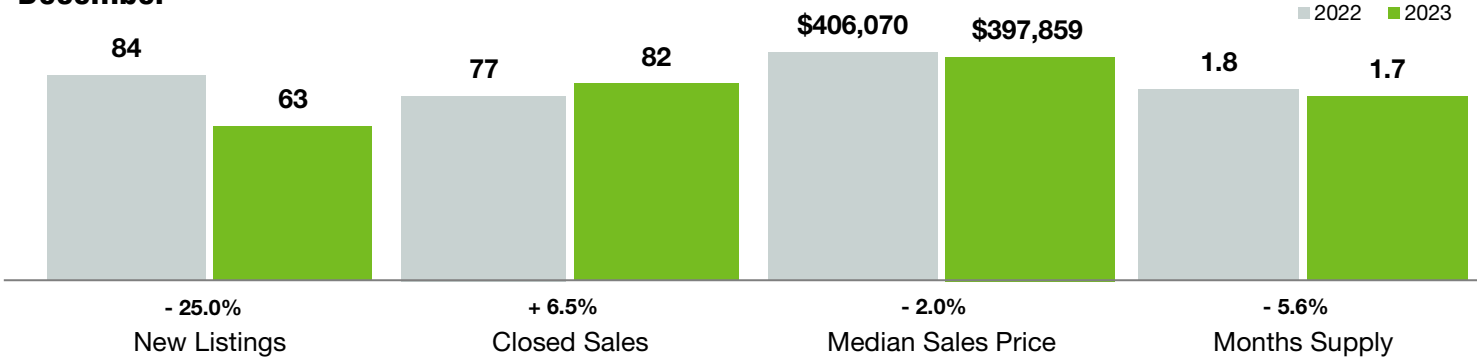
Monroe

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	84	63	- 25.0%	1,586	1,287	- 18.9%
Pending Sales	68	74	+ 8.8%	1,277	1,113	- 12.8%
Closed Sales	77	82	+ 6.5%	1,382	1,100	- 20.4%
Median Sales Price*	\$406,070	\$397,859	- 2.0%	\$381,297	\$380,000	- 0.3%
Average Sales Price*	\$396,350	\$424,126	+ 7.0%	\$388,717	\$399,817	+ 2.9%
Percent of Original List Price Received*	92.2%	97.1%	+ 5.3%	99.0%	97.0%	- 2.0%
List to Close	130	105	- 19.2%	82	97	+ 18.3%
Days on Market Until Sale	47	43	- 8.5%	22	40	+ 81.8%
Cumulative Days on Market Until Sale	56	53	- 5.4%	25	42	+ 68.0%
Average List Price	\$411,612	\$403,386	- 2.0%	\$397,397	\$419,378	+ 5.5%
Inventory of Homes for Sale	187	157	- 16.0%	--	--	--
Months Supply of Inventory	1.8	1.7	- 5.6%	--	--	--

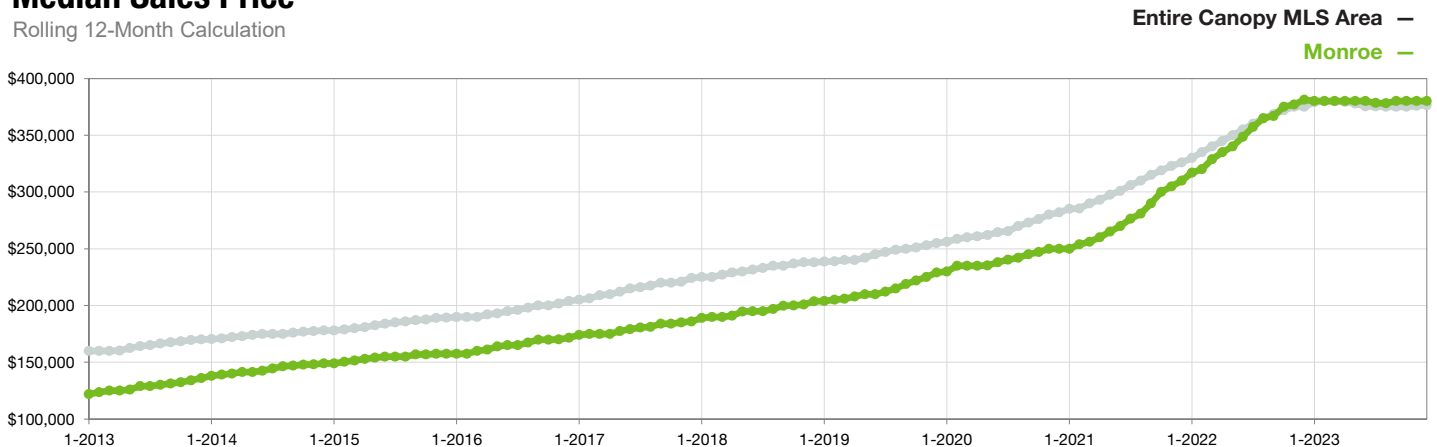
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December



Median Sales Price

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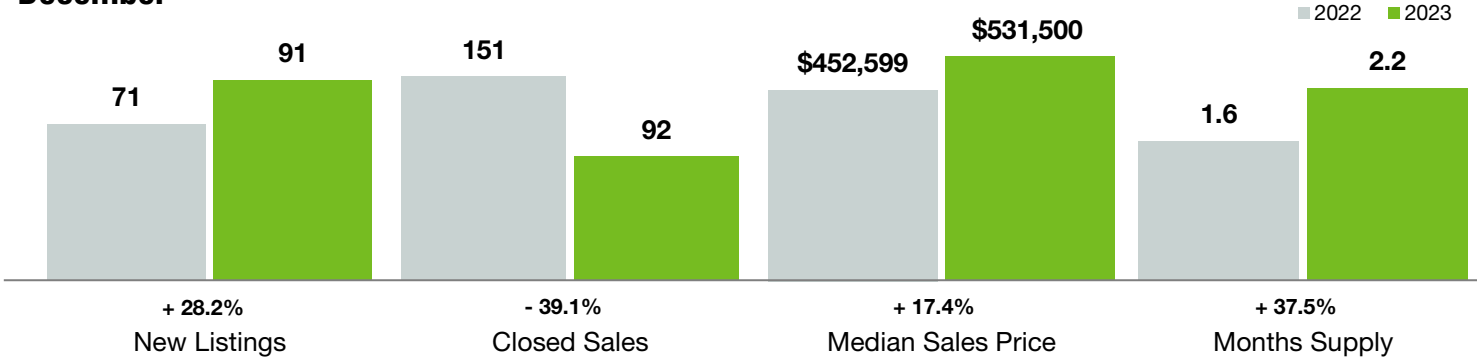
Mooreville

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	71	91	+ 28.2%	2,157	1,802	- 16.5%
Pending Sales	72	82	+ 13.9%	1,739	1,428	- 17.9%
Closed Sales	151	92	- 39.1%	1,813	1,456	- 19.7%
Median Sales Price*	\$452,599	\$531,500	+ 17.4%	\$457,000	\$475,000	+ 3.9%
Average Sales Price*	\$574,342	\$863,719	+ 50.4%	\$621,494	\$672,608	+ 8.2%
Percent of Original List Price Received*	94.3%	94.7%	+ 0.4%	99.0%	96.3%	- 2.7%
List to Close	110	86	- 21.8%	75	89	+ 18.7%
Days on Market Until Sale	46	41	- 10.9%	23	38	+ 65.2%
Cumulative Days on Market Until Sale	47	46	- 2.1%	23	41	+ 78.3%
Average List Price	\$546,212	\$886,065	+ 62.2%	\$667,561	\$747,649	+ 12.0%
Inventory of Homes for Sale	232	263	+ 13.4%	--	--	--
Months Supply of Inventory	1.6	2.2	+ 37.5%	--	--	--

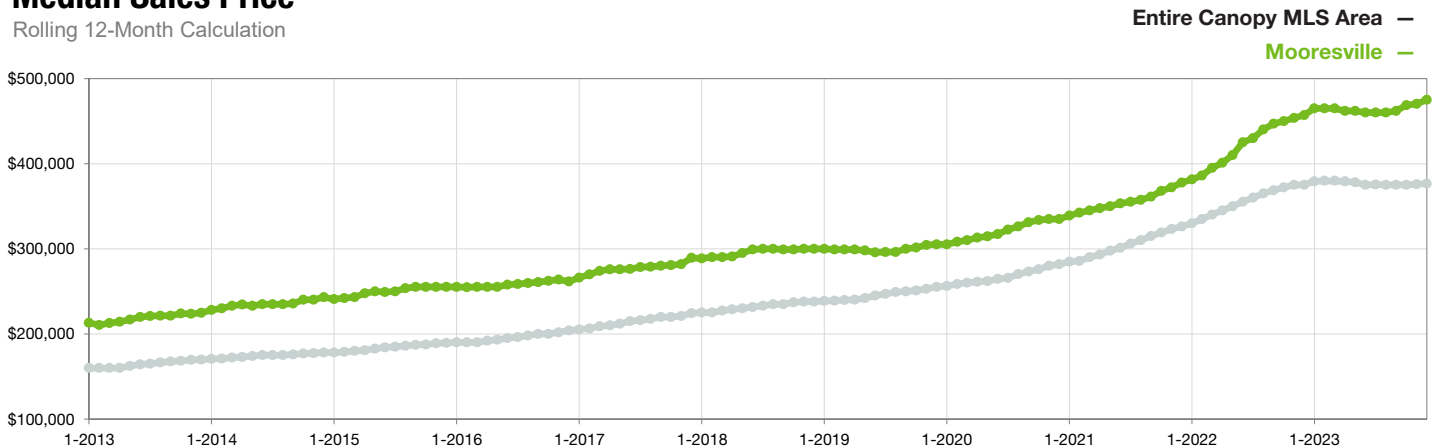
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December



Median Sales Price

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Local Market Update for December 2023

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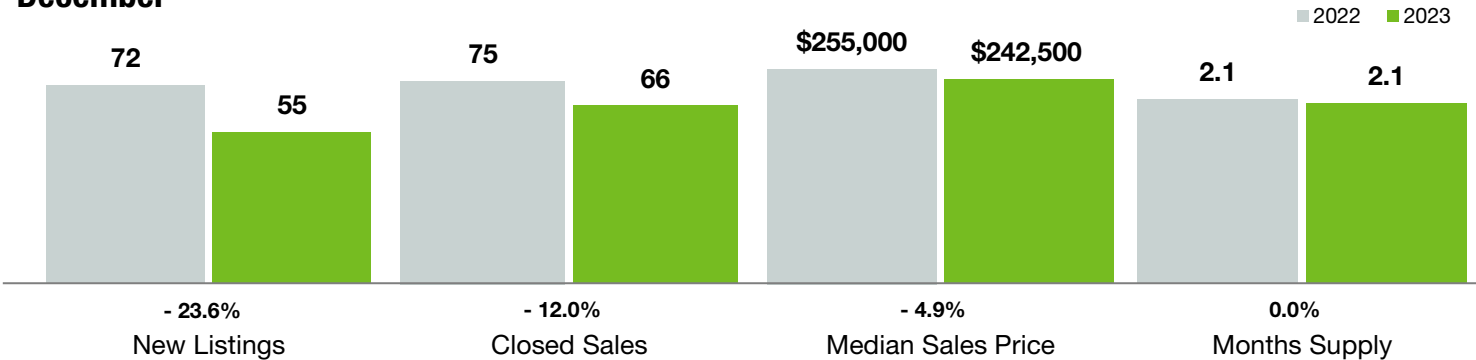
Salisbury

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	72	55	- 23.6%	1,341	1,139	- 15.1%
Pending Sales	68	48	- 29.4%	1,054	940	- 10.8%
Closed Sales	75	66	- 12.0%	1,142	941	- 17.6%
Median Sales Price*	\$255,000	\$242,500	- 4.9%	\$255,000	\$258,995	+ 1.6%
Average Sales Price*	\$263,168	\$259,336	- 1.5%	\$284,218	\$284,849	+ 0.2%
Percent of Original List Price Received*	92.7%	91.8%	- 1.0%	98.5%	95.1%	- 3.5%
List to Close	110	83	- 24.5%	79	82	+ 3.8%
Days on Market Until Sale	42	30	- 28.6%	21	37	+ 76.2%
Cumulative Days on Market Until Sale	45	35	- 22.2%	24	42	+ 75.0%
Average List Price	\$247,286	\$300,211	+ 21.4%	\$290,650	\$317,671	+ 9.3%
Inventory of Homes for Sale	186	162	- 12.9%	--	--	--
Months Supply of Inventory	2.1	2.1	0.0%	--	--	--

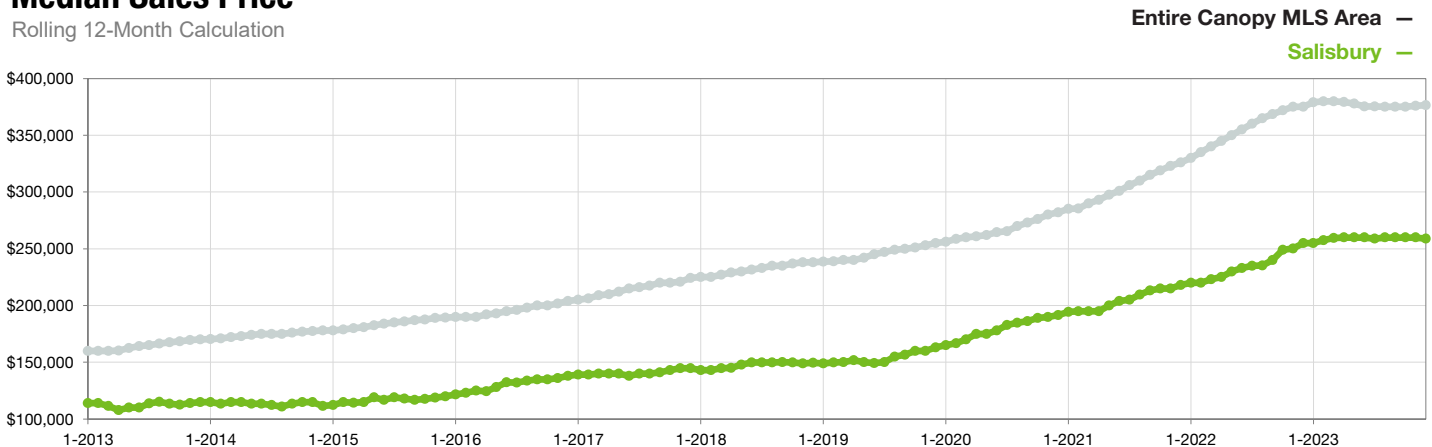
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December



Median Sales Price

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Local Market Update for December 2023



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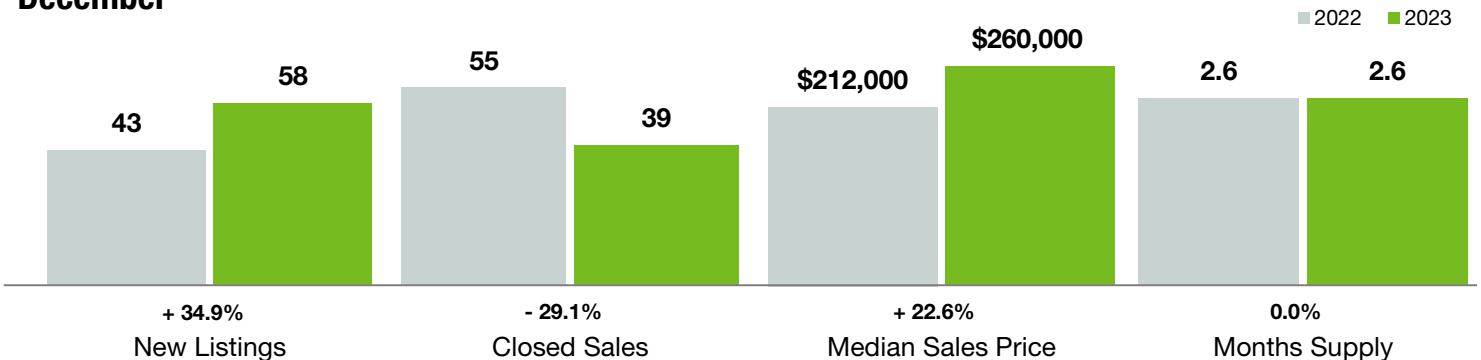
Shelby

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	43	58	+ 34.9%	751	838	+ 11.6%
Pending Sales	33	37	+ 12.1%	599	663	+ 10.7%
Closed Sales	55	39	- 29.1%	645	649	+ 0.6%
Median Sales Price*	\$212,000	\$260,000	+ 22.6%	\$225,000	\$238,099	+ 5.8%
Average Sales Price*	\$234,833	\$267,285	+ 13.8%	\$247,276	\$262,897	+ 6.3%
Percent of Original List Price Received*	91.6%	94.9%	+ 3.6%	96.7%	95.1%	- 1.7%
List to Close	74	80	+ 8.1%	79	84	+ 6.3%
Days on Market Until Sale	32	35	+ 9.4%	28	41	+ 46.4%
Cumulative Days on Market Until Sale	36	35	- 2.8%	29	46	+ 58.6%
Average List Price	\$254,504	\$313,779	+ 23.3%	\$260,139	\$282,829	+ 8.7%
Inventory of Homes for Sale	129	143	+ 10.9%	--	--	--
Months Supply of Inventory	2.6	2.6	0.0%	--	--	--

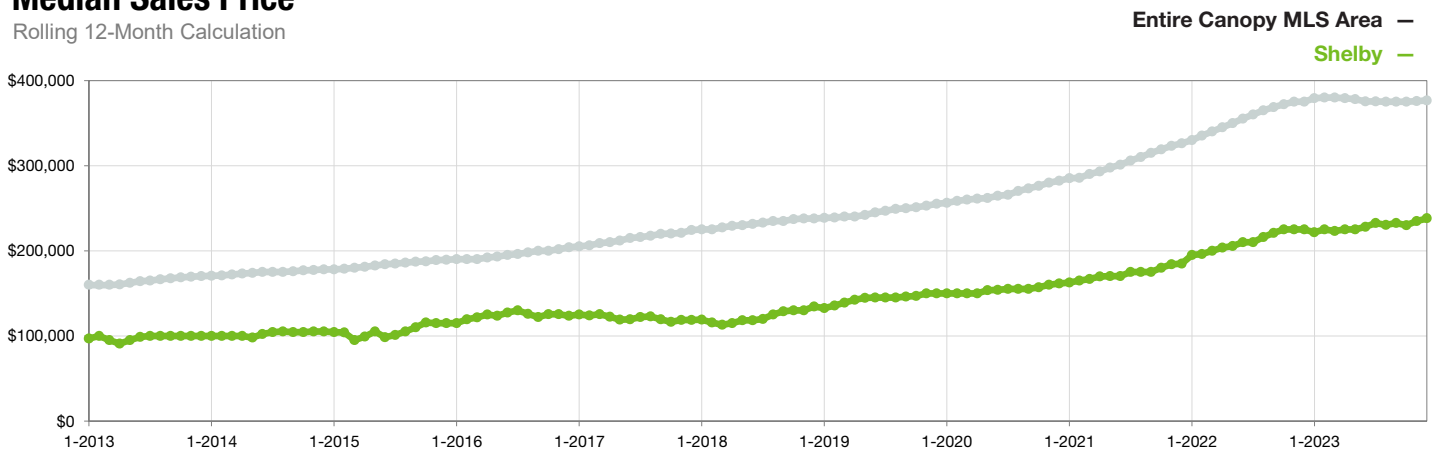
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December



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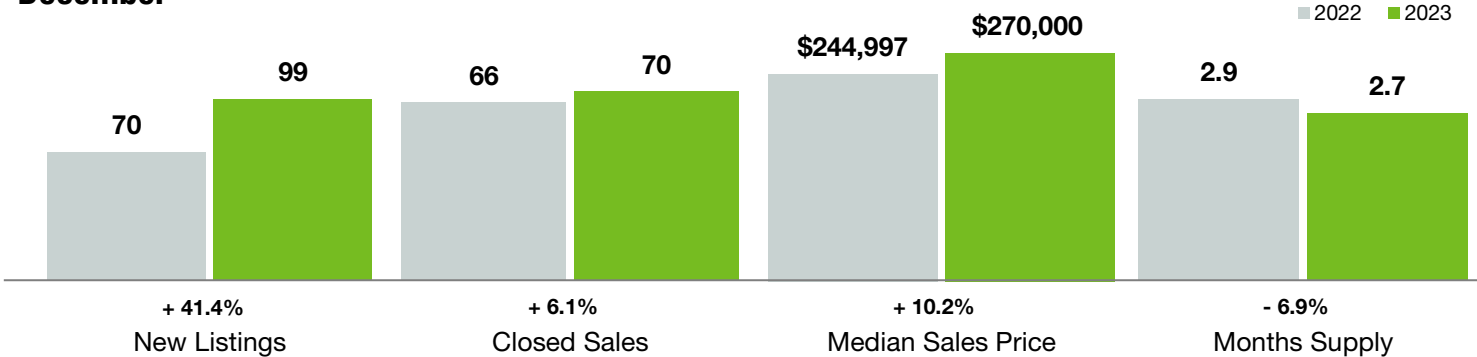
Statesville

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	70	99	+ 41.4%	1,399	1,464	+ 4.6%
Pending Sales	38	74	+ 94.7%	1,056	1,151	+ 9.0%
Closed Sales	66	70	+ 6.1%	1,111	1,090	- 1.9%
Median Sales Price*	\$244,997	\$270,000	+ 10.2%	\$275,000	\$294,500	+ 7.1%
Average Sales Price*	\$264,703	\$289,394	+ 9.3%	\$298,494	\$302,407	+ 1.3%
Percent of Original List Price Received*	93.7%	95.8%	+ 2.2%	98.1%	95.8%	- 2.3%
List to Close	101	93	- 7.9%	68	88	+ 29.4%
Days on Market Until Sale	44	38	- 13.6%	23	44	+ 91.3%
Cumulative Days on Market Until Sale	43	50	+ 16.3%	24	49	+ 104.2%
Average List Price	\$338,412	\$373,522	+ 10.4%	\$307,964	\$331,660	+ 7.7%
Inventory of Homes for Sale	257	258	+ 0.4%	--	--	--
Months Supply of Inventory	2.9	2.7	- 6.9%	--	--	--

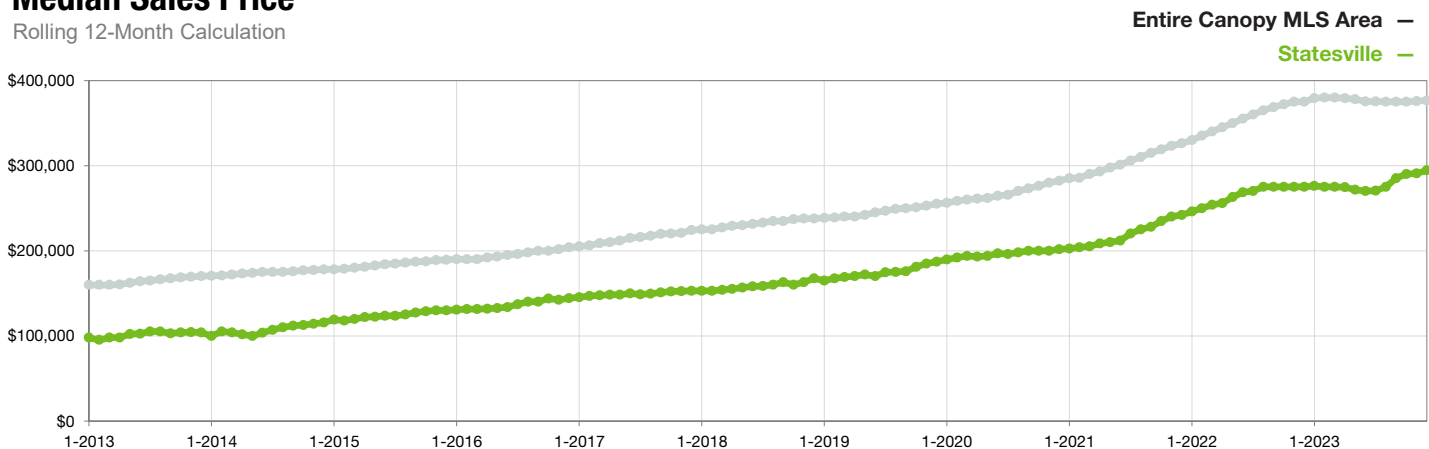
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December



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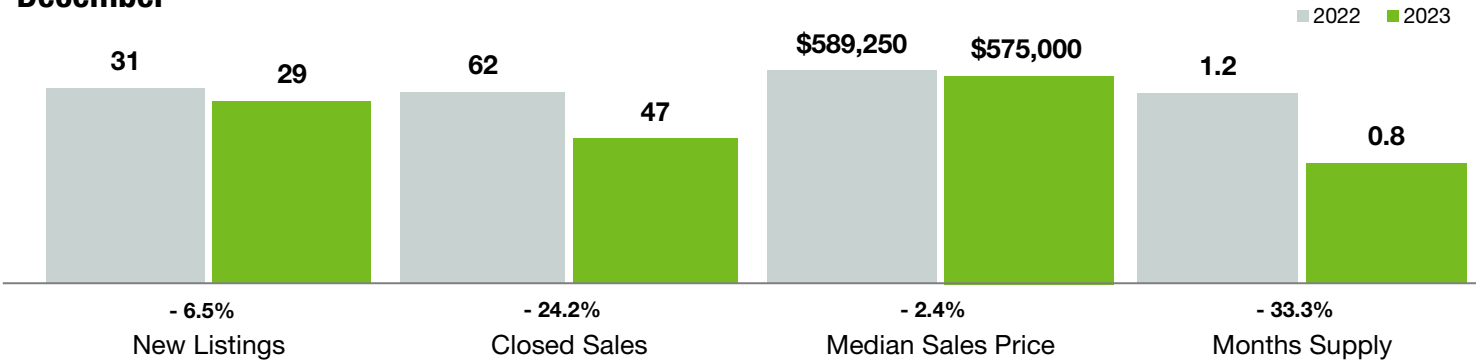
Waxhaw

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	31	29	- 6.5%	1,209	867	- 28.3%
Pending Sales	47	43	- 8.5%	1,010	802	- 20.6%
Closed Sales	62	47	- 24.2%	1,056	837	- 20.7%
Median Sales Price*	\$589,250	\$575,000	- 2.4%	\$600,000	\$657,000	+ 9.5%
Average Sales Price*	\$671,646	\$750,344	+ 11.7%	\$726,534	\$765,226	+ 5.3%
Percent of Original List Price Received*	95.2%	97.6%	+ 2.5%	101.1%	98.4%	- 2.7%
List to Close	97	68	- 29.9%	74	84	+ 13.5%
Days on Market Until Sale	40	33	- 17.5%	19	28	+ 47.4%
Cumulative Days on Market Until Sale	43	28	- 34.9%	17	28	+ 64.7%
Average List Price	\$613,807	\$721,317	+ 17.5%	\$737,881	\$817,527	+ 10.8%
Inventory of Homes for Sale	103	52	- 49.5%	--	--	--
Months Supply of Inventory	1.2	0.8	- 33.3%	--	--	--

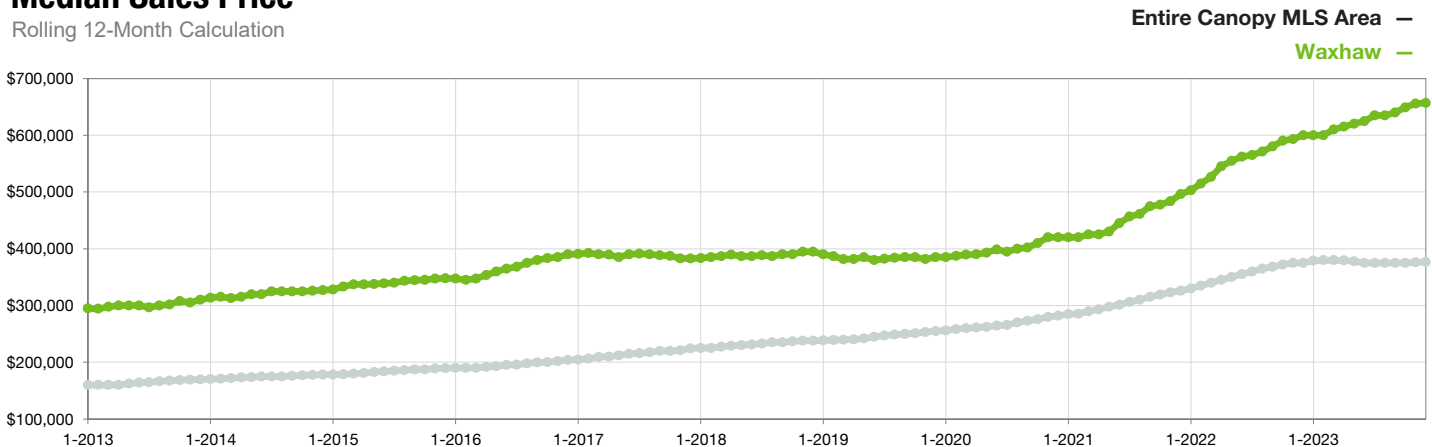
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December



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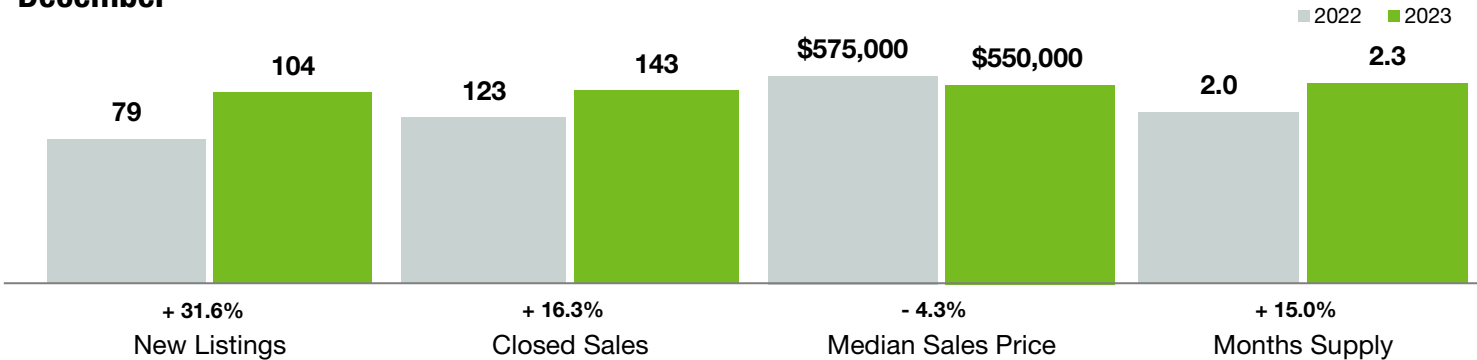
Lake Norman

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	79	104	+ 31.6%	2,414	2,309	- 4.3%
Pending Sales	81	93	+ 14.8%	1,887	1,825	- 3.3%
Closed Sales	123	143	+ 16.3%	1,989	1,853	- 6.8%
Median Sales Price*	\$575,000	\$550,000	- 4.3%	\$575,000	\$539,124	- 6.2%
Average Sales Price*	\$738,130	\$918,551	+ 24.4%	\$799,067	\$804,393	+ 0.7%
Percent of Original List Price Received*	95.2%	96.0%	+ 0.8%	98.8%	96.5%	- 2.3%
List to Close	99	107	+ 8.1%	77	98	+ 27.3%
Days on Market Until Sale	48	42	- 12.5%	25	41	+ 64.0%
Cumulative Days on Market Until Sale	51	48	- 5.9%	25	46	+ 84.0%
Average List Price	\$740,571	\$1,034,993	+ 39.8%	\$853,808	\$918,282	+ 7.6%
Inventory of Homes for Sale	310	351	+ 13.2%	--	--	--
Months Supply of Inventory	2.0	2.3	+ 15.0%	--	--	--

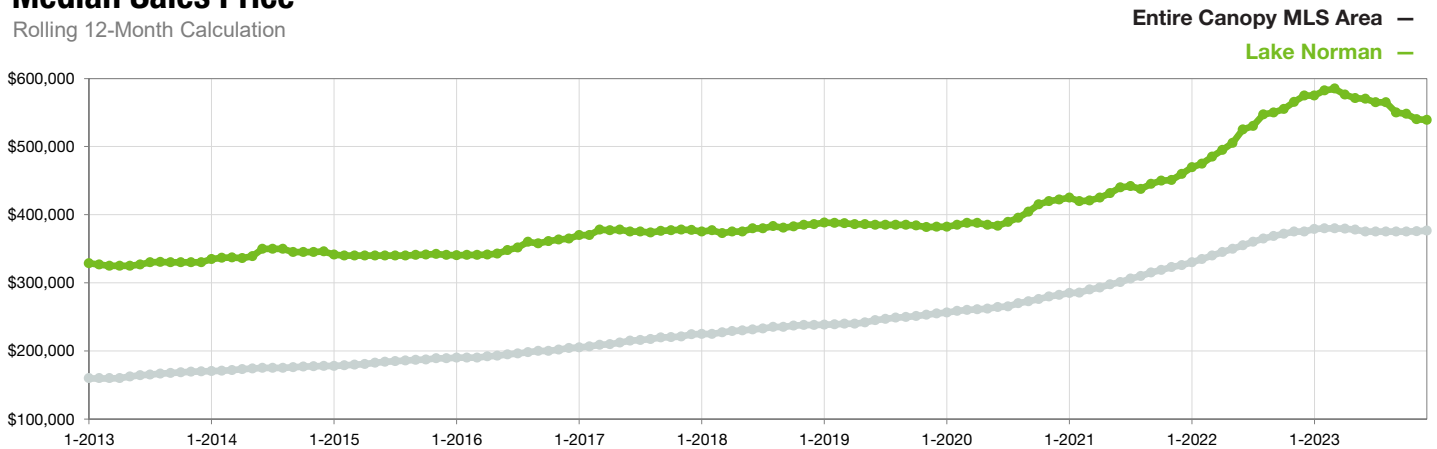
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December



Median Sales Price

Rolling 12-Month Calculation



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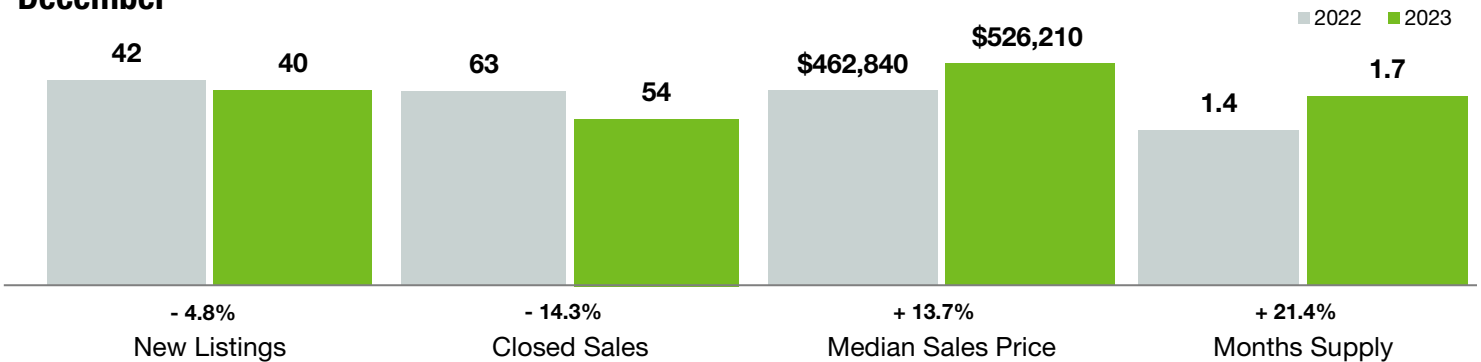
Lake Wylie

North Carolina and South Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	42	40	- 4.8%	1,439	1,104	- 23.3%
Pending Sales	58	47	- 19.0%	1,230	936	- 23.9%
Closed Sales	63	54	- 14.3%	1,390	986	- 29.1%
Median Sales Price*	\$462,840	\$526,210	+ 13.7%	\$524,095	\$520,500	- 0.7%
Average Sales Price*	\$539,709	\$654,259	+ 21.2%	\$588,028	\$619,399	+ 5.3%
Percent of Original List Price Received*	95.5%	97.6%	+ 2.2%	100.1%	97.6%	- 2.5%
List to Close	120	101	- 15.8%	106	96	- 9.4%
Days on Market Until Sale	52	58	+ 11.5%	24	38	+ 58.3%
Cumulative Days on Market Until Sale	50	44	- 12.0%	23	39	+ 69.6%
Average List Price	\$554,277	\$716,919	+ 29.3%	\$623,668	\$691,046	+ 10.8%
Inventory of Homes for Sale	146	136	- 6.8%	--	--	--
Months Supply of Inventory	1.4	1.7	+ 21.4%	--	--	--

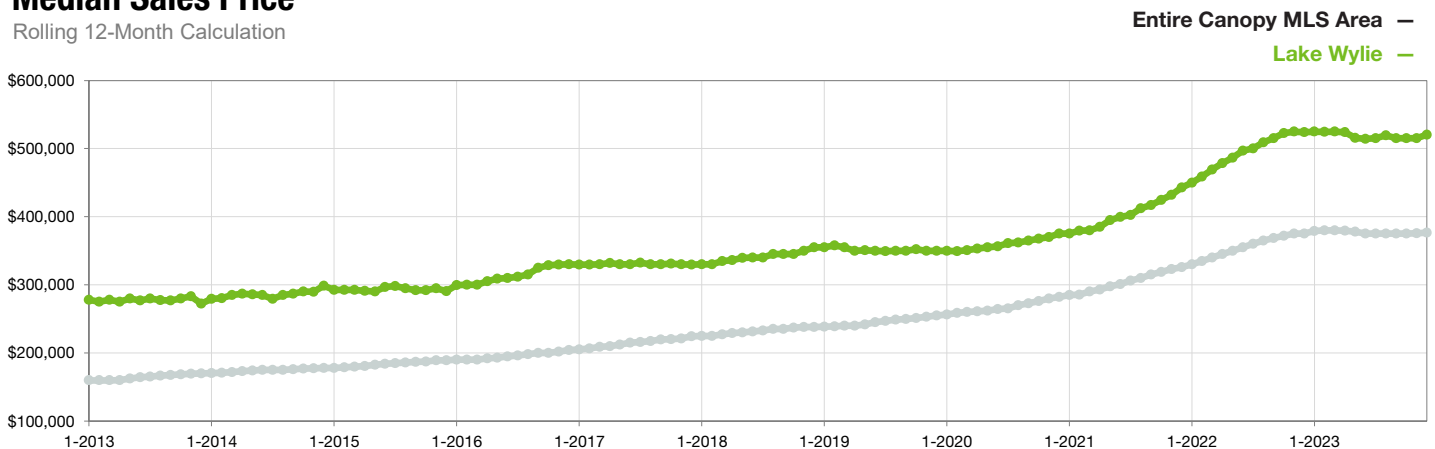
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December



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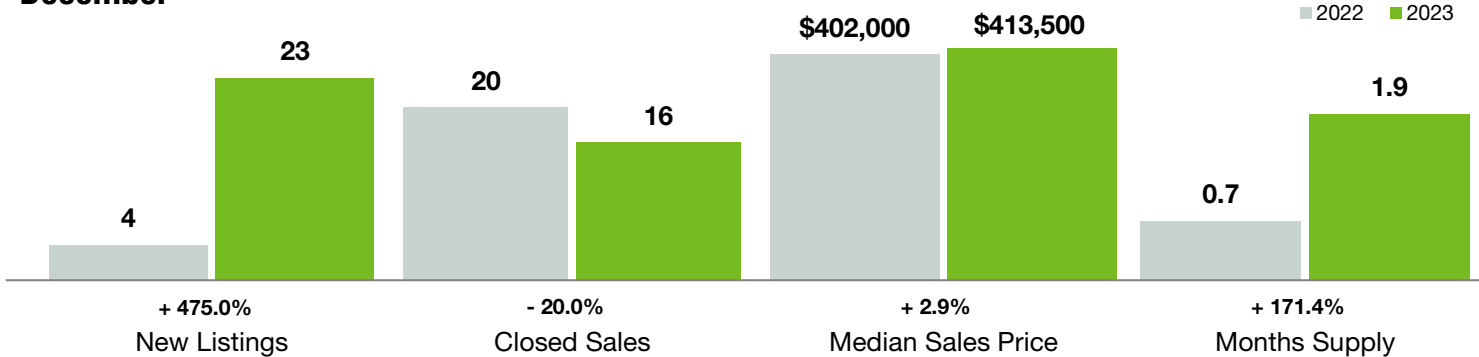
Uptown Charlotte

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	4	23	+ 475.0%	366	302	- 17.5%
Pending Sales	8	14	+ 75.0%	334	238	- 28.7%
Closed Sales	20	16	- 20.0%	357	228	- 36.1%
Median Sales Price*	\$402,000	\$413,500	+ 2.9%	\$370,000	\$391,250	+ 5.7%
Average Sales Price*	\$495,955	\$487,781	- 1.6%	\$429,528	\$486,899	+ 13.4%
Percent of Original List Price Received*	98.5%	96.3%	- 2.2%	99.5%	98.4%	- 1.1%
List to Close	69	64	- 7.2%	61	61	0.0%
Days on Market Until Sale	27	27	0.0%	24	27	+ 12.5%
Cumulative Days on Market Until Sale	27	30	+ 11.1%	27	30	+ 11.1%
Average List Price	\$388,725	\$678,274	+ 74.5%	\$433,283	\$537,230	+ 24.0%
Inventory of Homes for Sale	19	38	+ 100.0%	--	--	--
Months Supply of Inventory	0.7	1.9	+ 171.4%	--	--	--

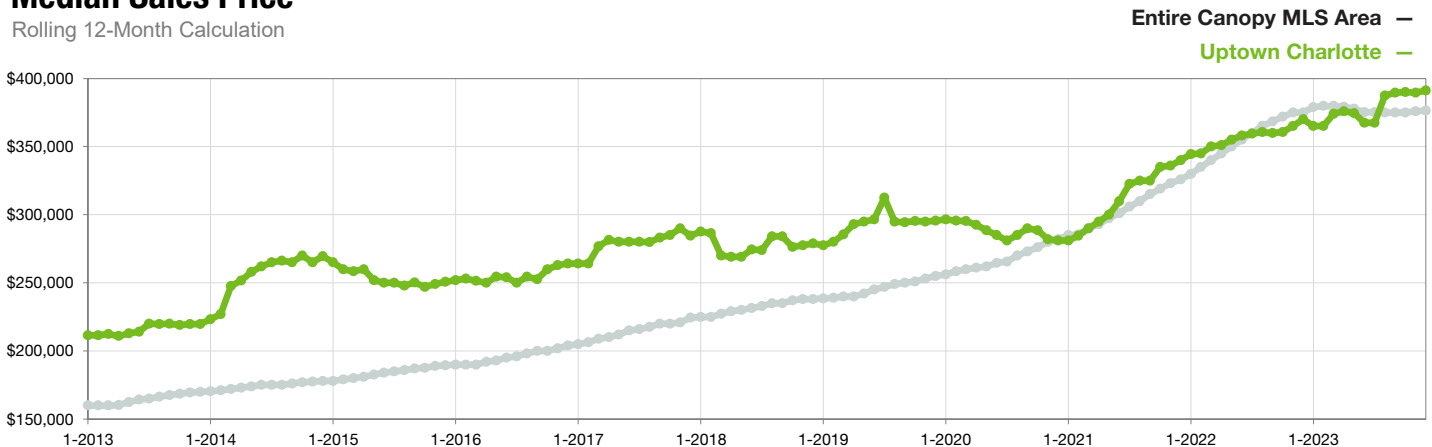
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December



Median Sales Price

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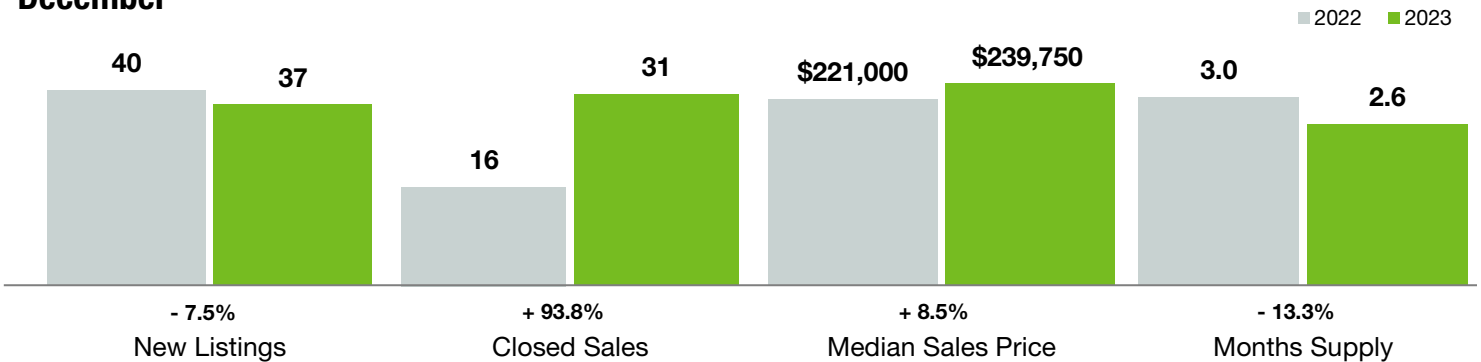
Chester County

South Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	40	37	- 7.5%	379	561	+ 48.0%
Pending Sales	28	21	- 25.0%	289	369	+ 27.7%
Closed Sales	16	31	+ 93.8%	289	367	+ 27.0%
Median Sales Price*	\$221,000	\$239,750	+ 8.5%	\$205,000	\$250,250	+ 22.1%
Average Sales Price*	\$226,856	\$275,710	+ 21.5%	\$222,018	\$249,692	+ 12.5%
Percent of Original List Price Received*	93.1%	97.0%	+ 4.2%	94.7%	95.6%	+ 1.0%
List to Close	130	79	- 39.2%	82	89	+ 8.5%
Days on Market Until Sale	67	33	- 50.7%	35	35	0.0%
Cumulative Days on Market Until Sale	84	50	- 40.5%	39	43	+ 10.3%
Average List Price	\$249,908	\$280,778	+ 12.4%	\$233,824	\$276,942	+ 18.4%
Inventory of Homes for Sale	73	80	+ 9.6%	--	--	--
Months Supply of Inventory	3.0	2.6	- 13.3%	--	--	--

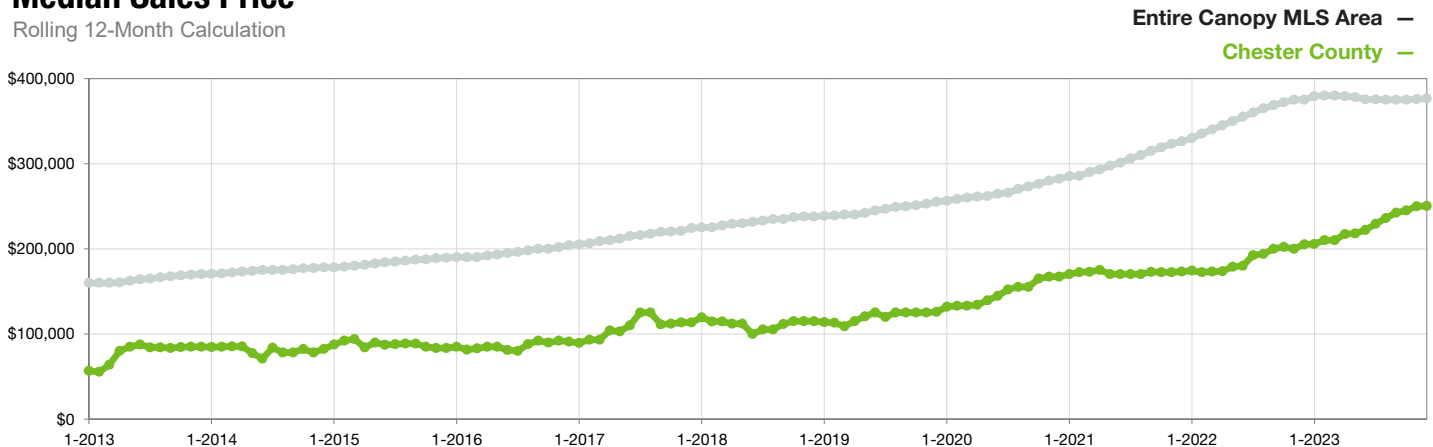
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December



Median Sales Price

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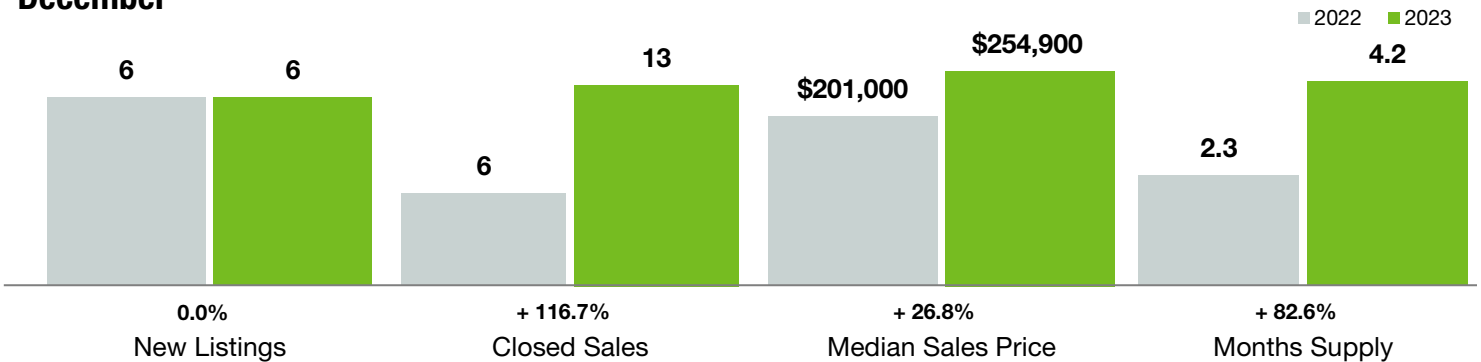
Chesterfield County

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	6	6	0.0%	148	132	- 10.8%
Pending Sales	5	10	+ 100.0%	137	105	- 23.4%
Closed Sales	6	13	+ 116.7%	144	101	- 29.9%
Median Sales Price*	\$201,000	\$254,900	+ 26.8%	\$229,900	\$244,900	+ 6.5%
Average Sales Price*	\$206,217	\$266,292	+ 29.1%	\$217,932	\$238,150	+ 9.3%
Percent of Original List Price Received*	95.8%	93.7%	- 2.2%	97.4%	95.5%	- 2.0%
List to Close	116	94	- 19.0%	118	112	- 5.1%
Days on Market Until Sale	69	46	- 33.3%	52	58	+ 11.5%
Cumulative Days on Market Until Sale	78	47	- 39.7%	55	62	+ 12.7%
Average List Price	\$216,200	\$249,762	+ 15.5%	\$227,539	\$253,754	+ 11.5%
Inventory of Homes for Sale	26	37	+ 42.3%	--	--	--
Months Supply of Inventory	2.3	4.2	+ 82.6%	--	--	--

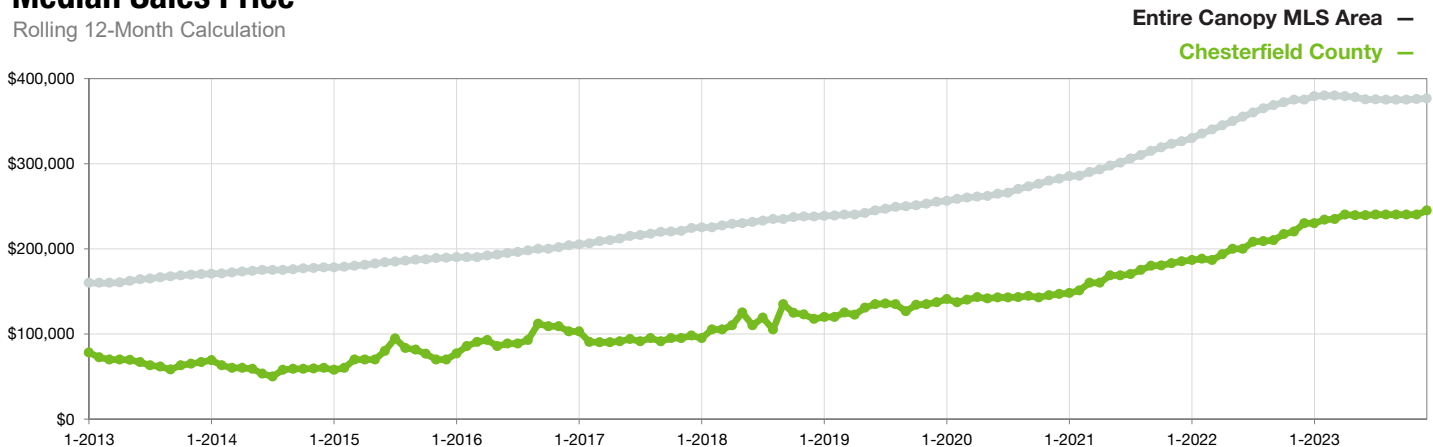
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December



Median Sales Price

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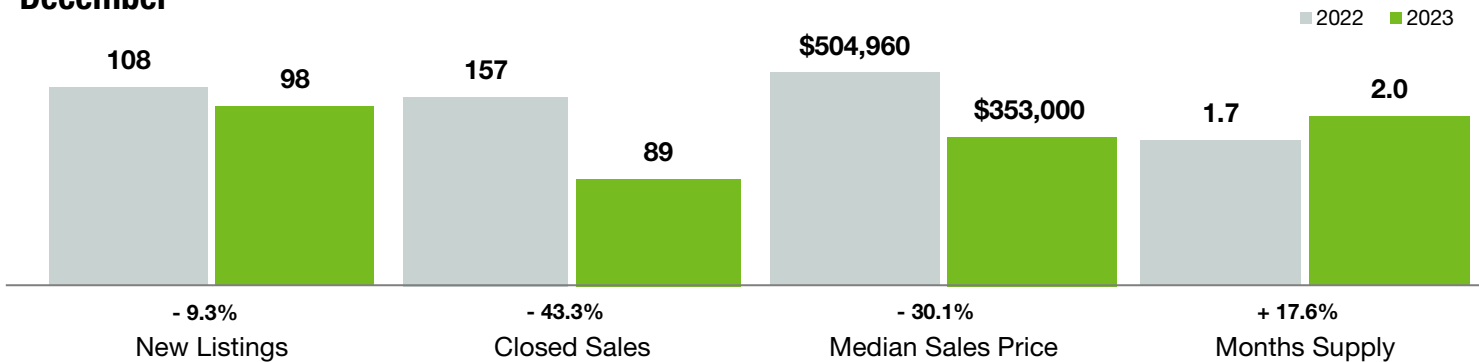
Lancaster County

South Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	108	98	- 9.3%	2,419	1,840	- 23.9%
Pending Sales	102	89	- 12.7%	1,965	1,567	- 20.3%
Closed Sales	157	89	- 43.3%	2,046	1,596	- 22.0%
Median Sales Price*	\$504,960	\$353,000	- 30.1%	\$437,000	\$415,000	- 5.0%
Average Sales Price*	\$491,864	\$402,178	- 18.2%	\$453,464	\$433,641	- 4.4%
Percent of Original List Price Received*	95.0%	93.5%	- 1.6%	99.7%	97.3%	- 2.4%
List to Close	115	85	- 26.1%	84	88	+ 4.8%
Days on Market Until Sale	48	42	- 12.5%	23	36	+ 56.5%
Cumulative Days on Market Until Sale	44	44	0.0%	21	39	+ 85.7%
Average List Price	\$462,701	\$371,993	- 19.6%	\$452,373	\$436,749	- 3.5%
Inventory of Homes for Sale	274	255	- 6.9%	--	--	--
Months Supply of Inventory	1.7	2.0	+ 17.6%	--	--	--

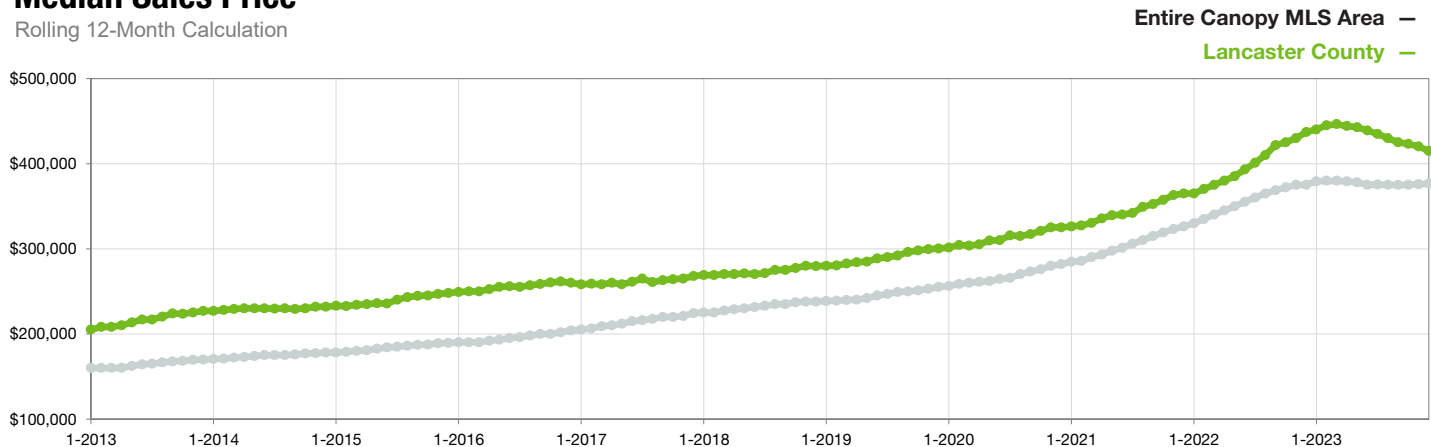
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December



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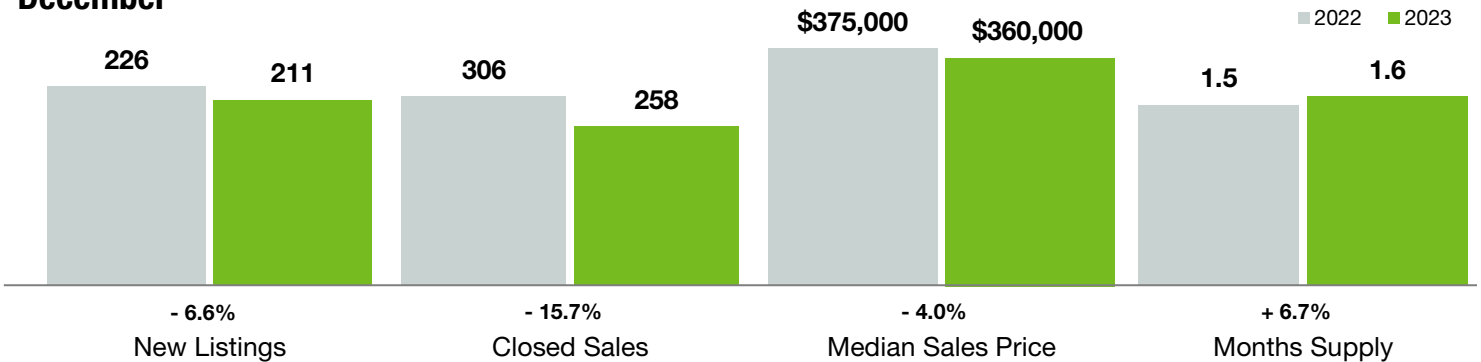
York County

South Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	226	211	- 6.6%	5,557	4,681	- 15.8%
Pending Sales	233	238	+ 2.1%	4,697	4,116	- 12.4%
Closed Sales	306	258	- 15.7%	5,025	4,114	- 18.1%
Median Sales Price*	\$375,000	\$360,000	- 4.0%	\$381,000	\$380,000	- 0.3%
Average Sales Price*	\$415,523	\$413,551	- 0.5%	\$426,561	\$436,390	+ 2.3%
Percent of Original List Price Received*	95.3%	95.8%	+ 0.5%	99.9%	97.3%	- 2.6%
List to Close	95	83	- 12.6%	76	82	+ 7.9%
Days on Market Until Sale	41	36	- 12.2%	22	34	+ 54.5%
Cumulative Days on Market Until Sale	40	36	- 10.0%	21	36	+ 71.4%
Average List Price	\$371,164	\$413,138	+ 11.3%	\$432,095	\$457,042	+ 5.8%
Inventory of Homes for Sale	585	536	- 8.4%	--	--	--
Months Supply of Inventory	1.5	1.6	+ 6.7%	--	--	--

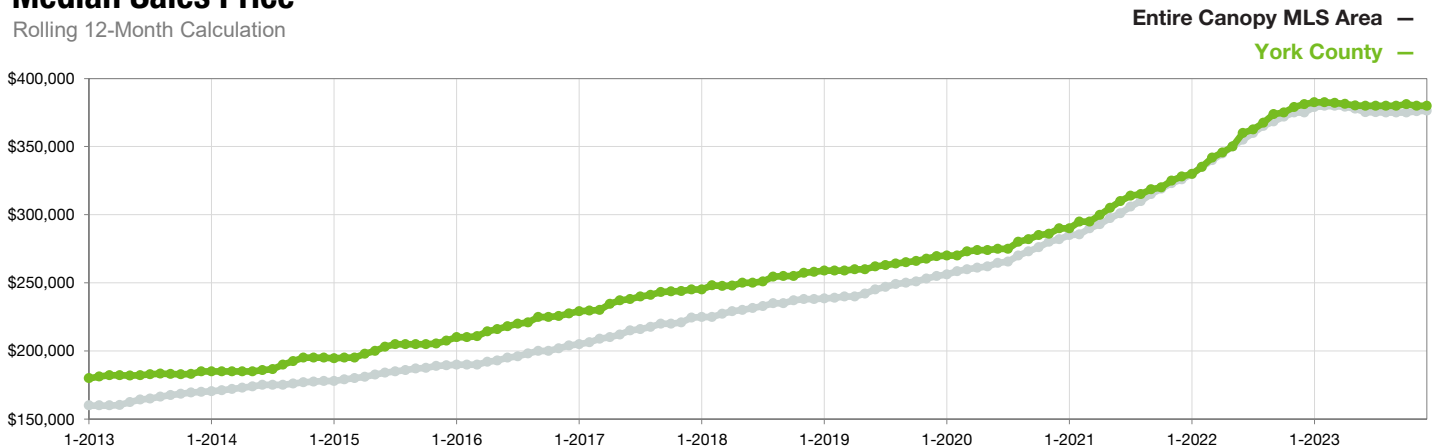
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December



Median Sales Price

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Local Market Update for December 2023

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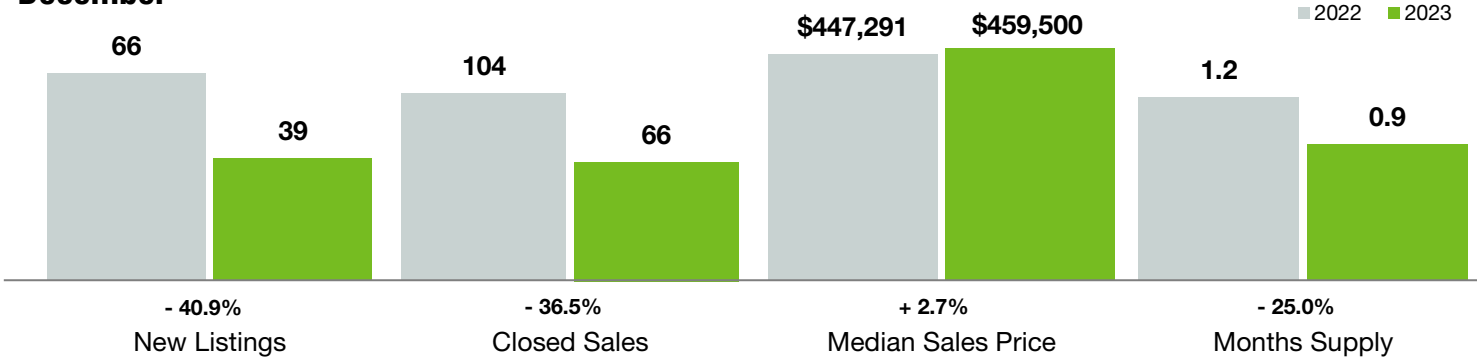
Fort Mill

South Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	66	39	- 40.9%	1,524	1,309	- 14.1%
Pending Sales	80	62	- 22.5%	1,321	1,205	- 8.8%
Closed Sales	104	66	- 36.5%	1,390	1,215	- 12.6%
Median Sales Price*	\$447,291	\$459,500	+ 2.7%	\$456,575	\$450,000	- 1.4%
Average Sales Price*	\$530,639	\$511,563	- 3.6%	\$526,206	\$519,000	- 1.4%
Percent of Original List Price Received*	96.4%	96.6%	+ 0.2%	100.9%	98.2%	- 2.7%
List to Close	96	78	- 18.8%	75	82	+ 9.3%
Days on Market Until Sale	37	32	- 13.5%	18	28	+ 55.6%
Cumulative Days on Market Until Sale	37	31	- 16.2%	17	29	+ 70.6%
Average List Price	\$521,670	\$485,618	- 6.9%	\$528,789	\$555,399	+ 5.0%
Inventory of Homes for Sale	130	88	- 32.3%	--	--	--
Months Supply of Inventory	1.2	0.9	- 25.0%	--	--	--

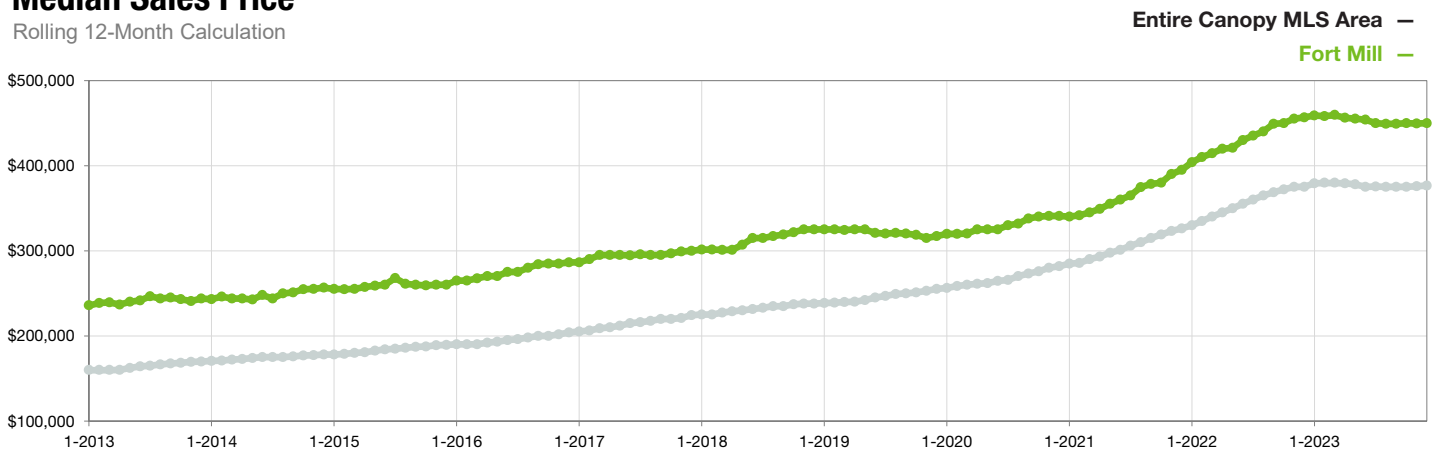
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December



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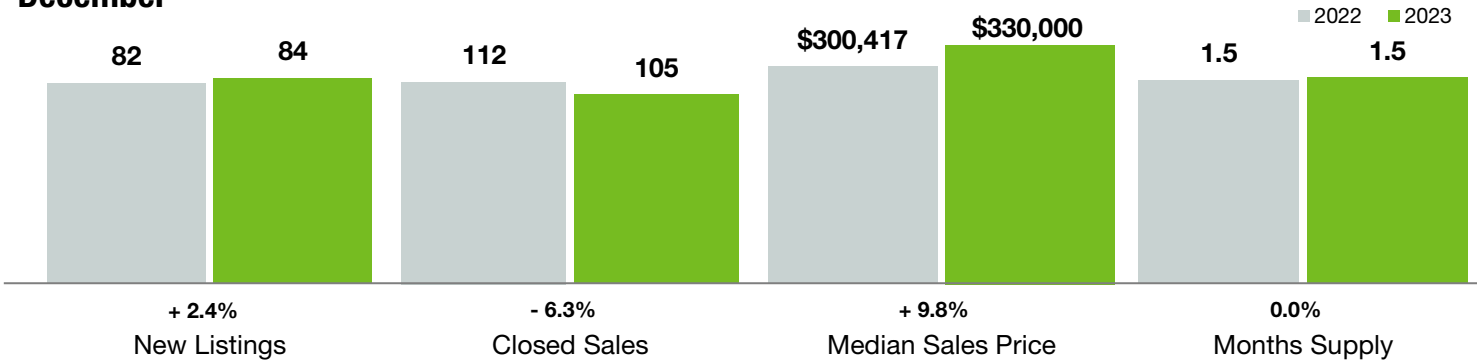
Rock Hill

South Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	82	84	+ 2.4%	2,045	1,637	- 20.0%
Pending Sales	82	96	+ 17.1%	1,682	1,465	- 12.9%
Closed Sales	112	105	- 6.3%	1,783	1,441	- 19.2%
Median Sales Price*	\$300,417	\$330,000	+ 9.8%	\$320,000	\$327,500	+ 2.3%
Average Sales Price*	\$341,799	\$349,938	+ 2.4%	\$337,327	\$348,291	+ 3.3%
Percent of Original List Price Received*	95.6%	95.1%	- 0.5%	99.7%	97.2%	- 2.5%
List to Close	81	82	+ 1.2%	65	74	+ 13.8%
Days on Market Until Sale	38	35	- 7.9%	22	31	+ 40.9%
Cumulative Days on Market Until Sale	34	34	0.0%	19	33	+ 73.7%
Average List Price	\$315,043	\$350,377	+ 11.2%	\$344,048	\$357,564	+ 3.9%
Inventory of Homes for Sale	210	185	- 11.9%	--	--	--
Months Supply of Inventory	1.5	1.5	0.0%	--	--	--

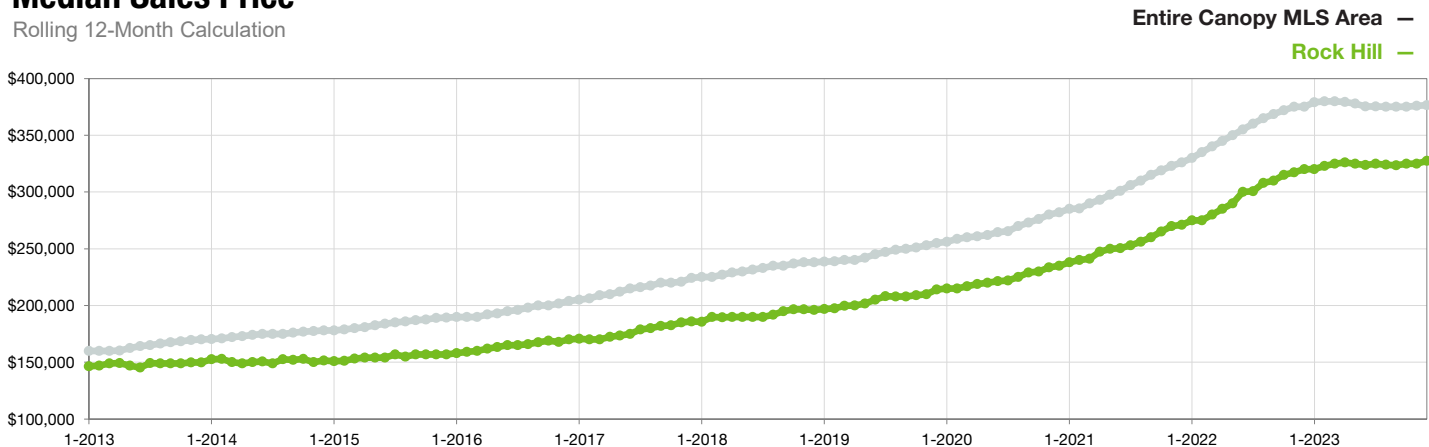
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December



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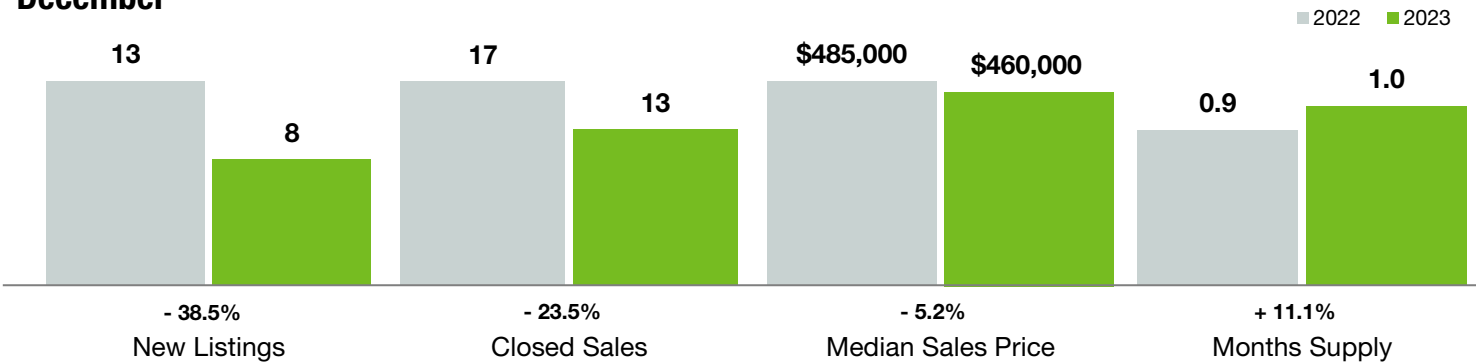
Tega Cay

South Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	13	8	- 38.5%	378	289	- 23.5%
Pending Sales	13	11	- 15.4%	350	254	- 27.4%
Closed Sales	17	13	- 23.5%	383	268	- 30.0%
Median Sales Price*	\$485,000	\$460,000	- 5.2%	\$475,112	\$475,000	- 0.0%
Average Sales Price*	\$509,138	\$516,084	+ 1.4%	\$515,157	\$539,159	+ 4.7%
Percent of Original List Price Received*	95.0%	96.6%	+ 1.7%	101.1%	97.8%	- 3.3%
List to Close	99	74	- 25.3%	99	98	- 1.0%
Days on Market Until Sale	40	28	- 30.0%	17	27	+ 58.8%
Cumulative Days on Market Until Sale	39	30	- 23.1%	22	35	+ 59.1%
Average List Price	\$524,368	\$425,625	- 18.8%	\$531,277	\$551,976	+ 3.9%
Inventory of Homes for Sale	25	21	- 16.0%	--	--	--
Months Supply of Inventory	0.9	1.0	+ 11.1%	--	--	--

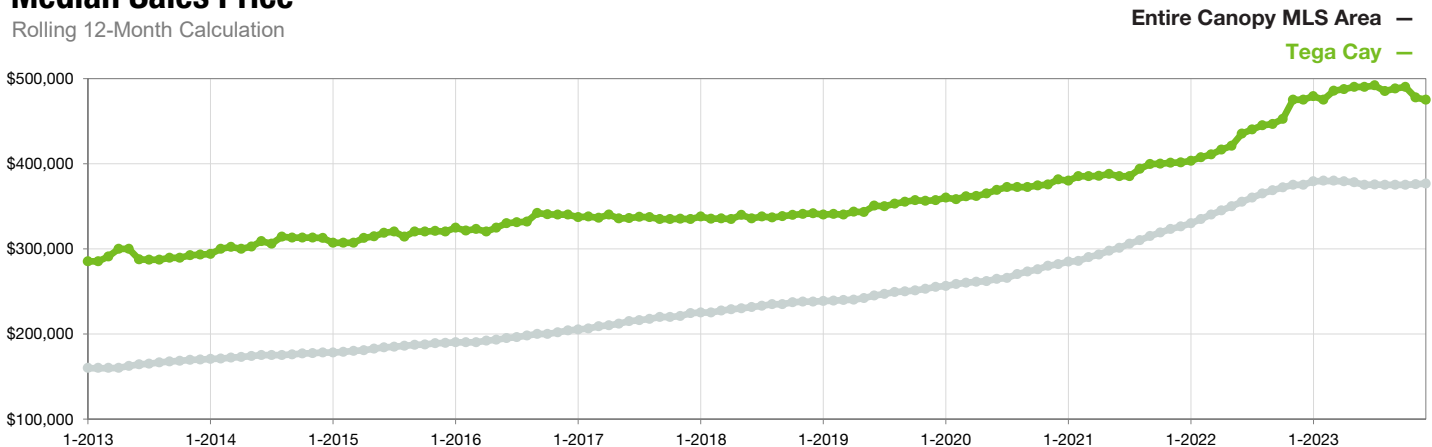
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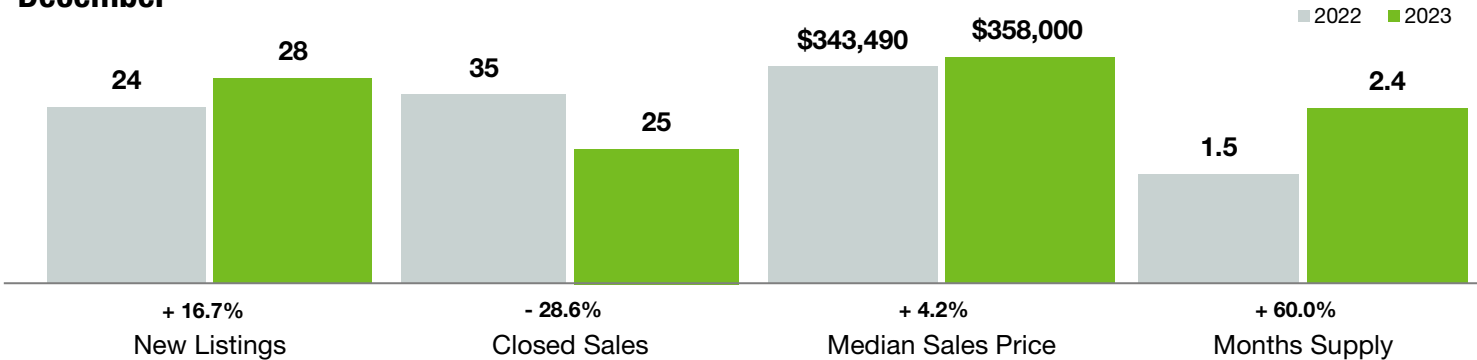
Town of Clover

South Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	24	28	+ 16.7%	673	495	- 26.4%
Pending Sales	30	21	- 30.0%	581	392	- 32.5%
Closed Sales	35	25	- 28.6%	651	395	- 39.3%
Median Sales Price*	\$343,490	\$358,000	+ 4.2%	\$363,820	\$380,000	+ 4.4%
Average Sales Price*	\$380,952	\$440,732	+ 15.7%	\$414,450	\$446,134	+ 7.6%
Percent of Original List Price Received*	90.5%	92.7%	+ 2.4%	99.2%	96.4%	- 2.8%
List to Close	132	84	- 36.4%	92	84	- 8.7%
Days on Market Until Sale	66	41	- 37.9%	27	41	+ 51.9%
Cumulative Days on Market Until Sale	78	56	- 28.2%	28	47	+ 67.9%
Average List Price	\$404,592	\$485,129	+ 19.9%	\$437,027	\$476,946	+ 9.1%
Inventory of Homes for Sale	73	79	+ 8.2%	--	--	--
Months Supply of Inventory	1.5	2.4	+ 60.0%	--	--	--

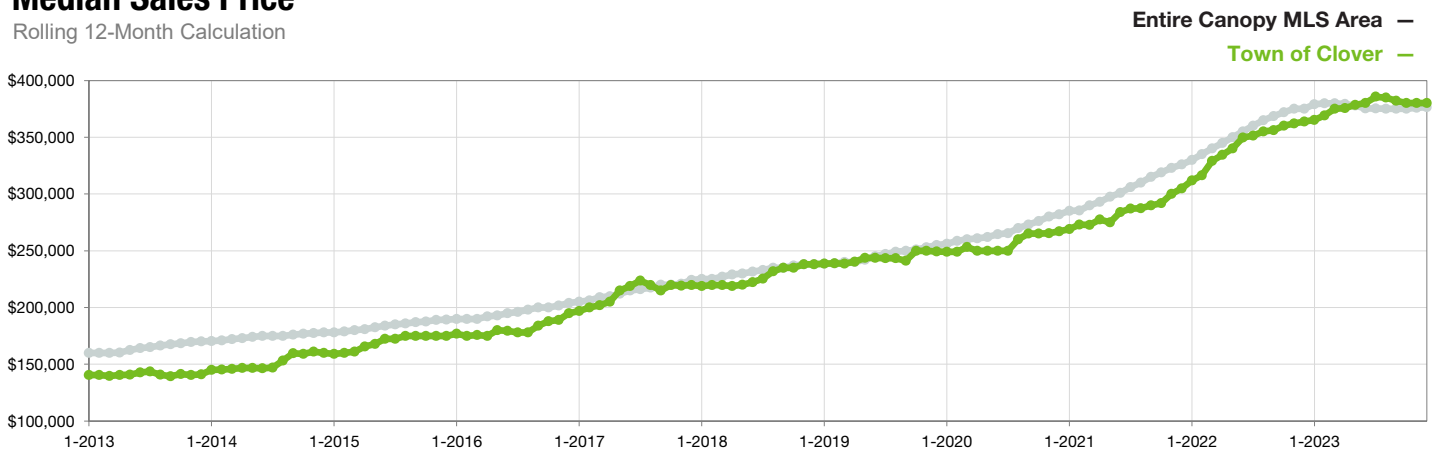
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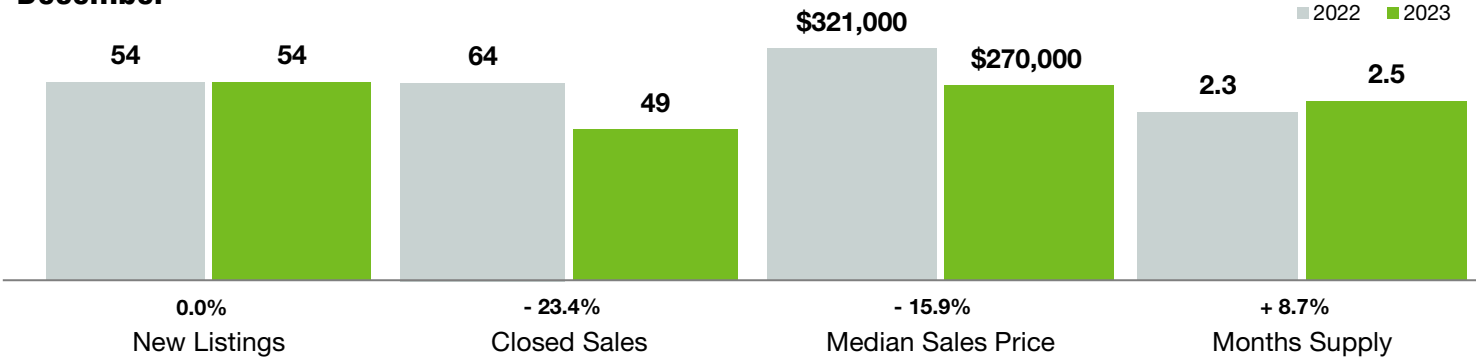
Town of Lancaster

South Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	54	54	0.0%	1,098	941	- 14.3%
Pending Sales	51	39	- 23.5%	828	771	- 6.9%
Closed Sales	64	49	- 23.4%	873	782	- 10.4%
Median Sales Price*	\$321,000	\$270,000	- 15.9%	\$335,000	\$305,000	- 9.0%
Average Sales Price*	\$345,433	\$301,645	- 12.7%	\$363,262	\$350,740	- 3.4%
Percent of Original List Price Received*	93.5%	90.7%	- 3.0%	98.7%	96.5%	- 2.2%
List to Close	86	99	+ 15.1%	82	90	+ 9.8%
Days on Market Until Sale	39	56	+ 43.6%	26	41	+ 57.7%
Cumulative Days on Market Until Sale	42	54	+ 28.6%	25	45	+ 80.0%
Average List Price	\$355,573	\$280,946	- 21.0%	\$365,975	\$363,123	- 0.8%
Inventory of Homes for Sale	160	159	- 0.6%	--	--	--
Months Supply of Inventory	2.3	2.5	+ 8.7%	--	--	--

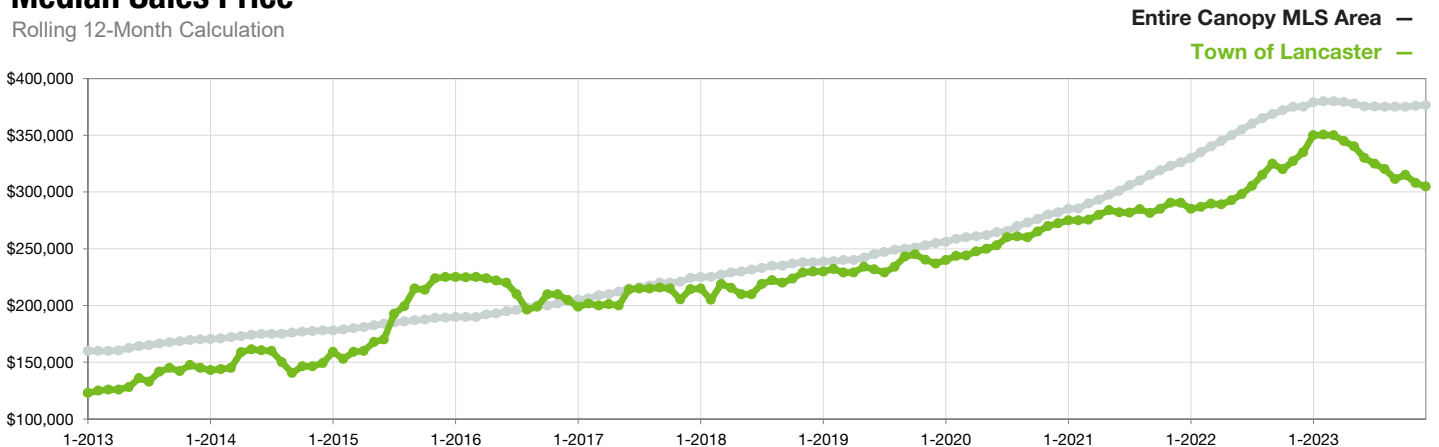
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Current as of January 5, 2024. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2024 ShowingTime.

Local Market Update for December 2023

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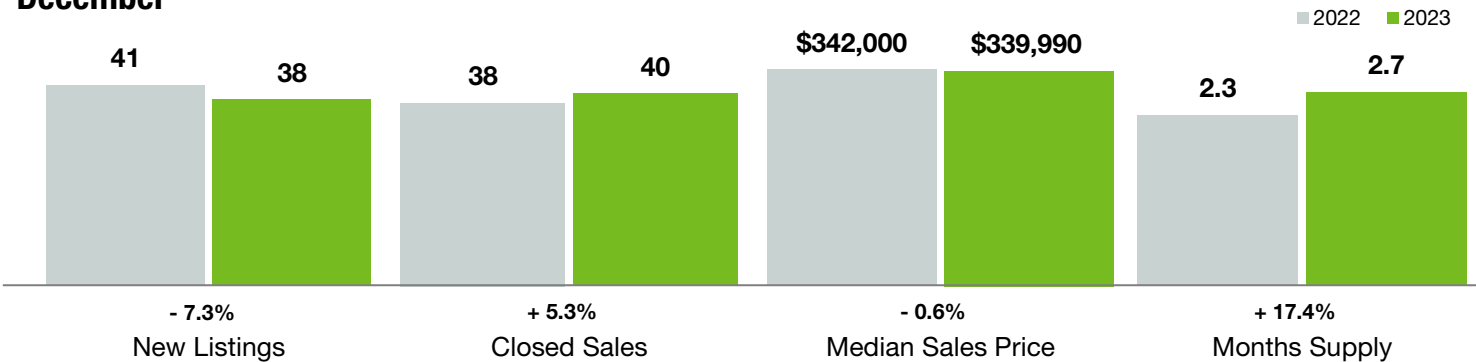
Town of York

South Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	41	38	- 7.3%	657	693	+ 5.5%
Pending Sales	33	33	0.0%	527	567	+ 7.6%
Closed Sales	38	40	+ 5.3%	540	568	+ 5.2%
Median Sales Price*	\$342,000	\$339,990	- 0.6%	\$363,078	\$350,000	- 3.6%
Average Sales Price*	\$390,536	\$355,089	- 9.1%	\$403,877	\$392,056	- 2.9%
Percent of Original List Price Received*	97.1%	97.6%	+ 0.5%	99.0%	96.4%	- 2.6%
List to Close	84	102	+ 21.4%	74	95	+ 28.4%
Days on Market Until Sale	39	51	+ 30.8%	25	49	+ 96.0%
Cumulative Days on Market Until Sale	31	41	+ 32.3%	23	51	+ 121.7%
Average List Price	\$314,847	\$374,731	+ 19.0%	\$403,375	\$411,413	+ 2.0%
Inventory of Homes for Sale	103	126	+ 22.3%	--	--	--
Months Supply of Inventory	2.3	2.7	+ 17.4%	--	--	--

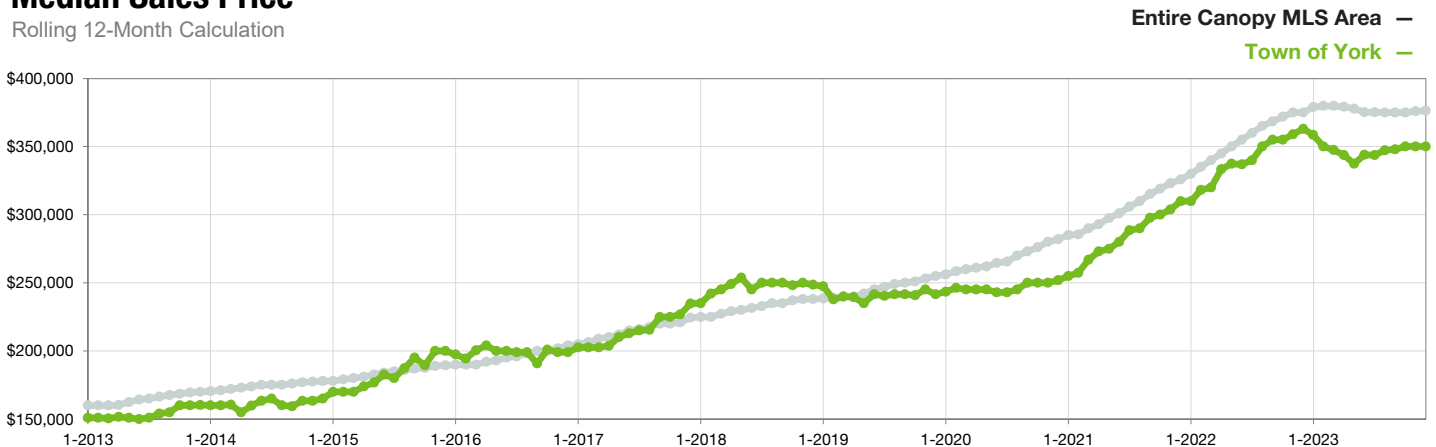
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December



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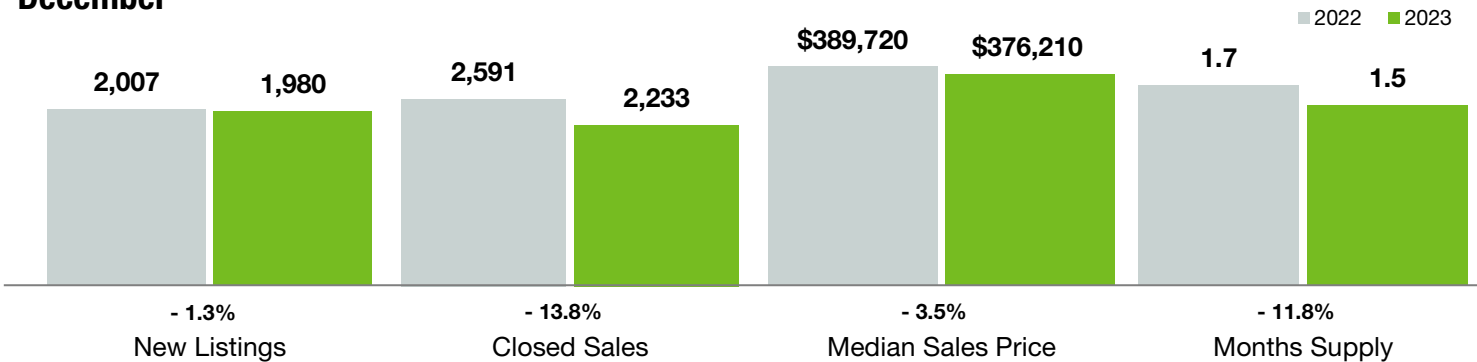
Charlotte MSA

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

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	2,007	1,980	- 1.3%	47,731	39,026	- 18.2%
Pending Sales	1,920	2,054	+ 7.0%	38,994	34,051	- 12.7%
Closed Sales	2,591	2,233	- 13.8%	41,868	33,928	- 19.0%
Median Sales Price*	\$389,720	\$376,210	- 3.5%	\$390,000	\$393,000	+ 0.8%
Average Sales Price*	\$452,865	\$462,963	+ 2.2%	\$458,337	\$476,889	+ 4.0%
Percent of Original List Price Received*	94.9%	96.7%	+ 1.9%	100.1%	97.5%	- 2.6%
List to Close	101	84	- 16.8%	78	86	+ 10.3%
Days on Market Until Sale	42	33	- 21.4%	21	35	+ 66.7%
Cumulative Days on Market Until Sale	42	36	- 14.3%	21	37	+ 76.2%
Average List Price	\$418,638	\$463,799	+ 10.8%	\$470,473	\$503,620	+ 7.0%
Inventory of Homes for Sale	5,402	4,236	- 21.6%	--	--	--
Months Supply of Inventory	1.7	1.5	- 11.8%	--	--	--

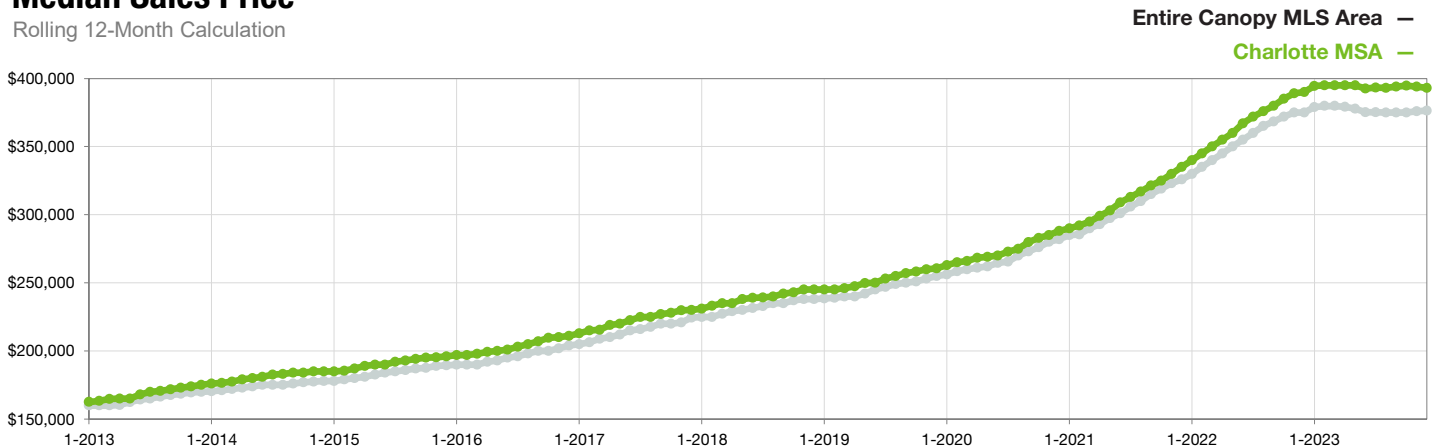
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December



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