

Showing Statistics

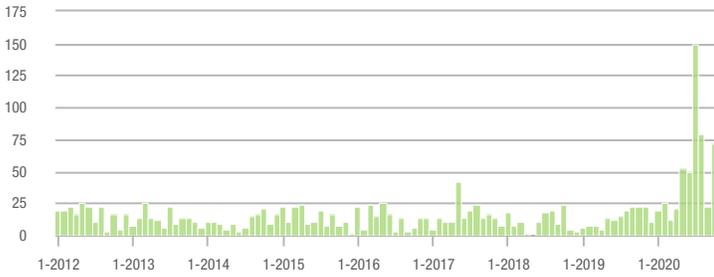
MLS Area	Total Showings	Buyer Interest (Showings / Listings)	Managed Listings
Alexander County, NC	475	5.3	115
Anson County, NC	93	2.3	65
Cabarrus County, NC	7,189	12.2	661
Charlotte MSA	79,471	10.7	8,495
City of Charlotte, NC	33,073	11.3	3,145
Concord, NC	4,581	13.4	375
Davidson, NC	883	9.2	116
Denver, NC	1,423	7.6	224
Fort Mill, SC	2,530	11.7	237
Gaston County, NC	6,373	10.4	738
Gastonia, NC	3,362	11.8	315
Huntersville, NC	3,175	14.0	272
Iredell County, NC	5,833	8.0	921
Kannapolis, NC	1,612	10.5	166
Lake Norman	5,229	9.0	753
Lake Wylie	1,857	6.5	388
Lancaster County, SC	2,570	7.9	390
Lincoln County, NC	2,455	7.7	398
Lincolnton, NC	742	7.9	120
Matthews, NC	3,095	15.4	215
Mecklenburg County, NC	41,434	11.5	3,907
Monroe, NC	2,204	11.8	214
Montgomery County, NC	264	2.3	177
Mooresville, NC	3,623	8.5	496
Rock Hill, SC	3,468	11.9	321
Salisbury, NC	1,508	6.7	271
Stanly County, NC	984	5.6	237
Statesville, NC	1,829	8.0	317
Union County, NC	8,110	11.1	868
Uptown Charlotte	725	5.1	145
Waxhaw, NC	2,347	10.2	280
York County, SC	8,398	10.3	963

Alexander County, NC

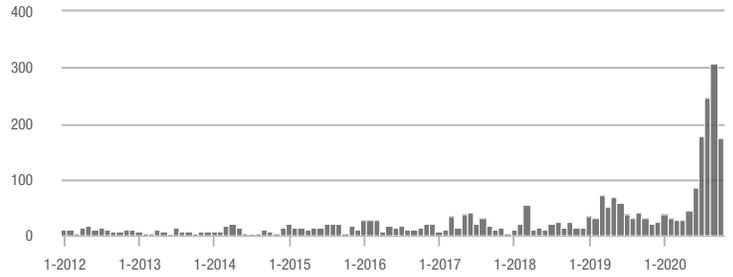
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	72	+ 227.3%	+ 227.3%	4.3	+ 126.3%	+ 167.9%	31	+ 3.3%	0.0%
\$100,001 to \$200,000	176	+ 467.7%	- 42.5%	7.5	+ 275.0%	- 21.8%	30	+ 15.4%	- 23.1%
\$200,001 to \$300,000	103	+ 543.8%	+ 37.3%	6.1	+ 205.0%	+ 14.6%	19	+ 90.0%	+ 11.8%
\$300,001 and Above	124	+ 675.0%	+ 10.7%	3.7	+ 105.6%	+ 0.7%	35	+ 169.2%	+ 9.4%
Total	475	+ 458.8%	- 7.8%	5.3	+ 178.9%	- 12.2%	115	+ 45.6%	- 3.4%

Showings

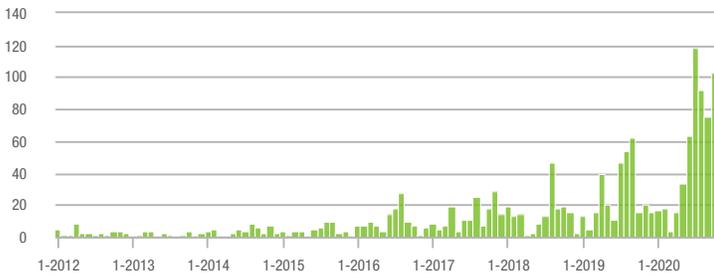
\$100,000 and Below



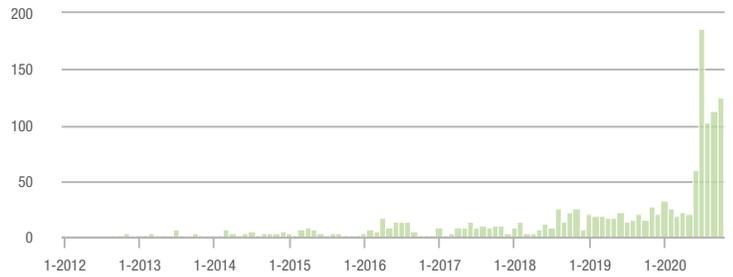
\$100,001 to \$200,000



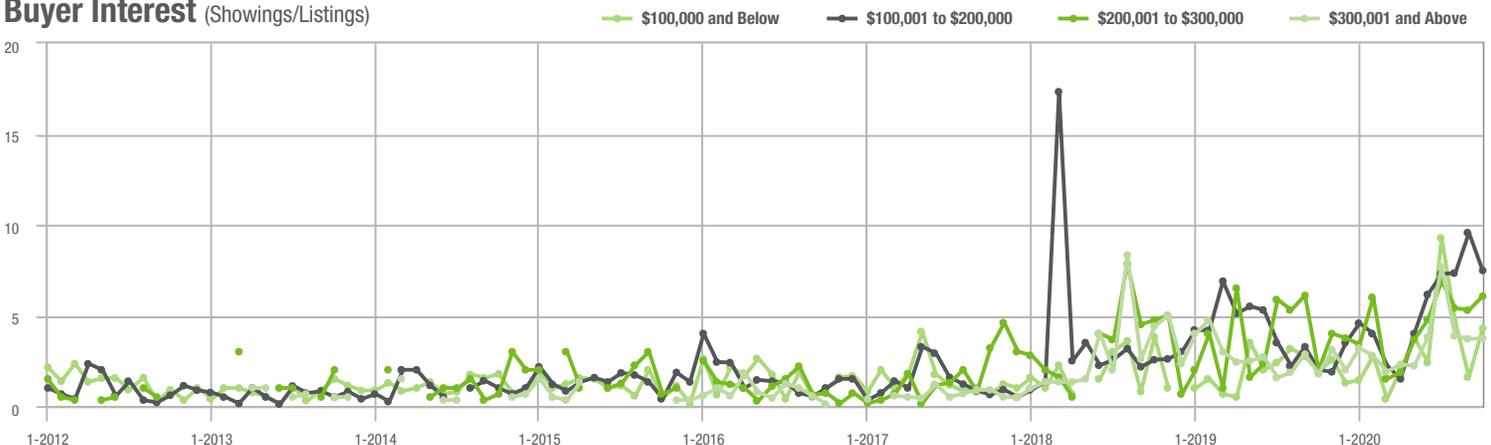
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

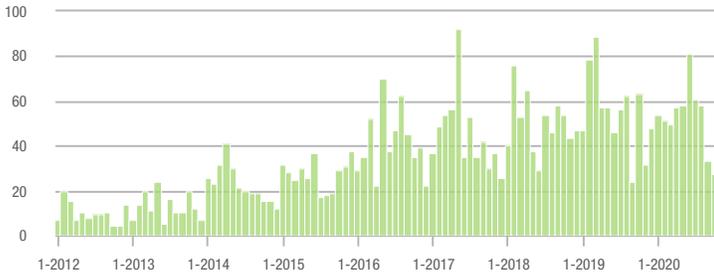


Anson County, NC

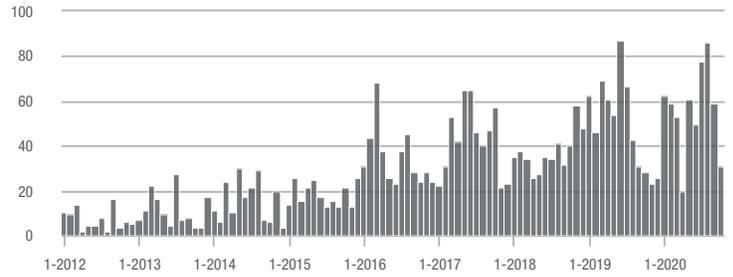
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\$100,000 and Below	27	- 57.1%	- 18.2%	1.5	- 28.6%	- 22.7%	30	- 50.8%	- 11.8%
\$100,001 to \$200,000	31	+ 10.7%	- 47.5%	2.4	+ 41.2%	- 24.5%	19	- 17.4%	- 13.6%
\$200,001 to \$300,000	28	+ 180.0%	+ 55.6%	4.8	+ 200.0%	- 10.0%	8	- 42.9%	+ 33.3%
\$300,001 and Above	7	+ 40.0%	- 61.1%	1.0	- 50.0%	- 77.8%	8	0.0%	- 11.1%
Total	93	- 12.3%	- 27.3%	2.3	+ 21.1%	- 27.9%	65	- 38.7%	- 8.5%

Showings

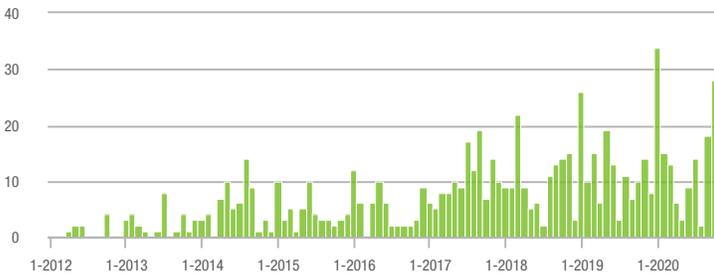
\$100,000 and Below



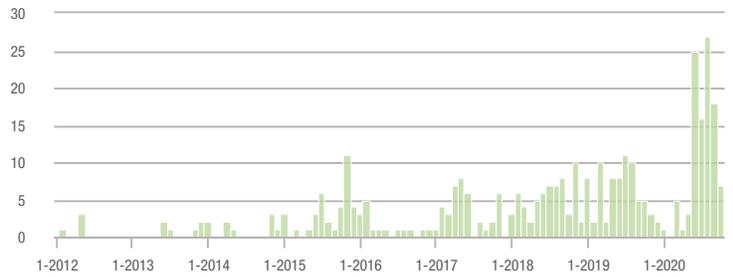
\$100,001 to \$200,000



\$200,001 to \$300,000

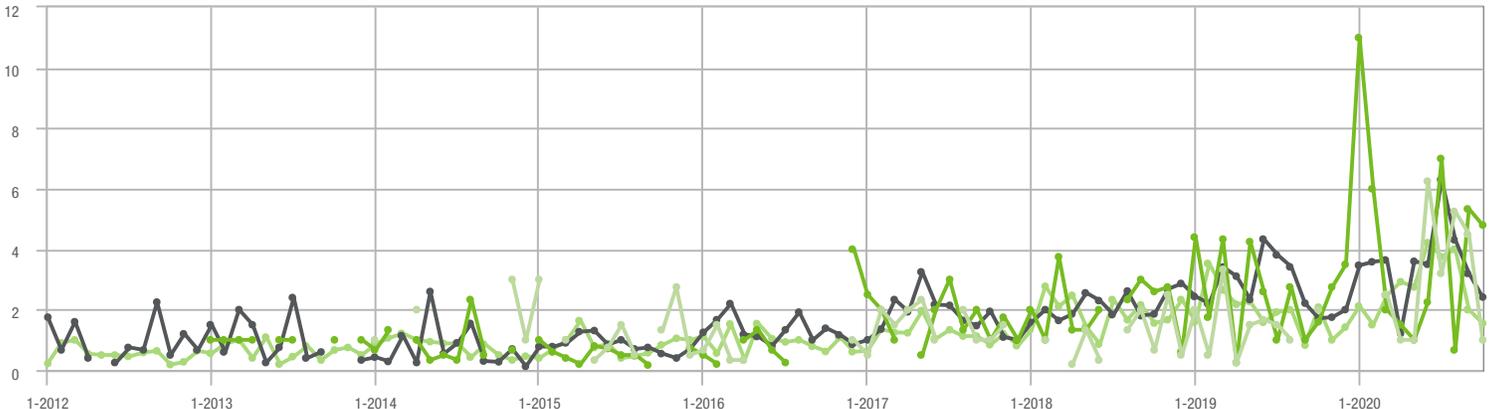


\$300,001 and Above



Buyer Interest (Showings/Listings)

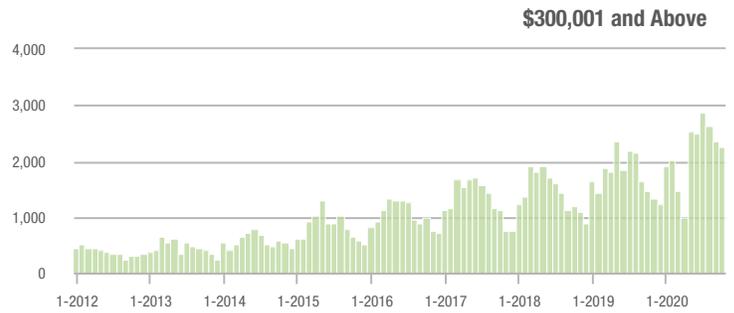
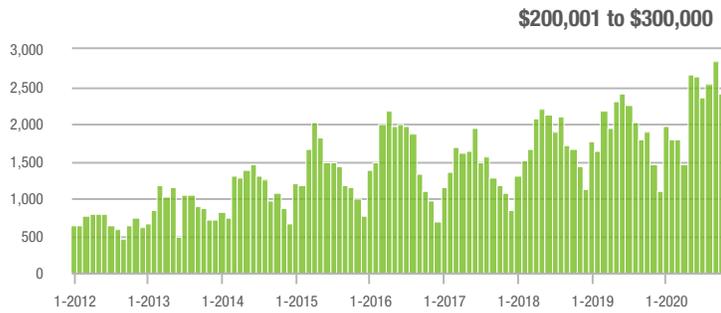
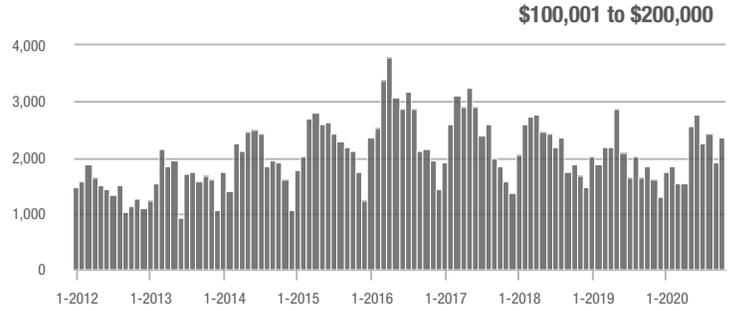
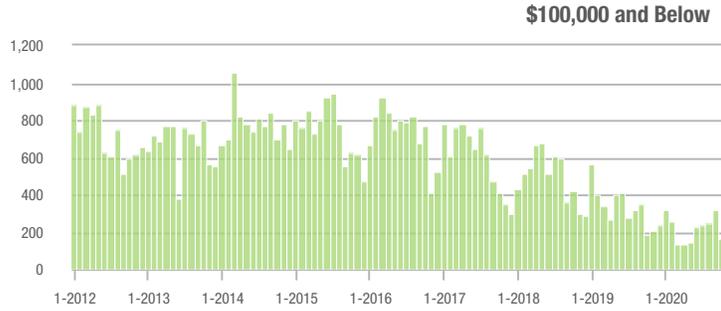
— \$100,000 and Below
 — \$100,001 to \$200,000
 — \$200,001 to \$300,000
 — \$300,001 and Above



Cabarrus County, NC

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	164	- 13.2%	- 48.1%	5.0	+ 47.1%	- 33.0%	51	- 41.4%	- 19.0%
\$100,001 to \$200,000	2,368	+ 28.8%	+ 24.4%	16.3	+ 89.5%	+ 19.1%	158	- 33.6%	+ 1.3%
\$200,001 to \$300,000	2,398	+ 26.7%	- 15.8%	14.2	+ 84.4%	- 5.7%	177	- 41.2%	- 12.4%
\$300,001 and Above	2,259	+ 52.1%	- 4.0%	9.3	+ 106.7%	+ 6.6%	275	- 35.1%	- 13.0%
Total	7,189	+ 33.0%	- 3.1%	12.2	+ 90.6%	+ 5.4%	661	- 37.0%	- 10.3%

Showings



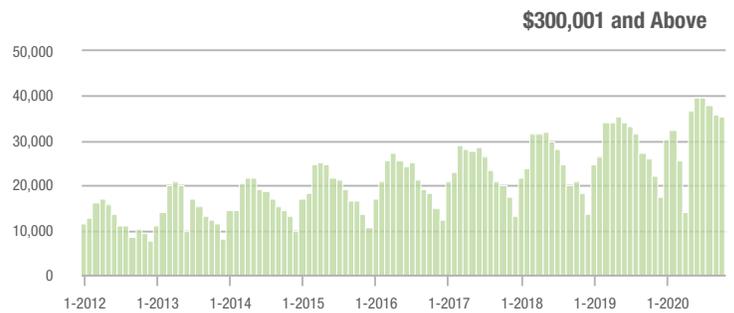
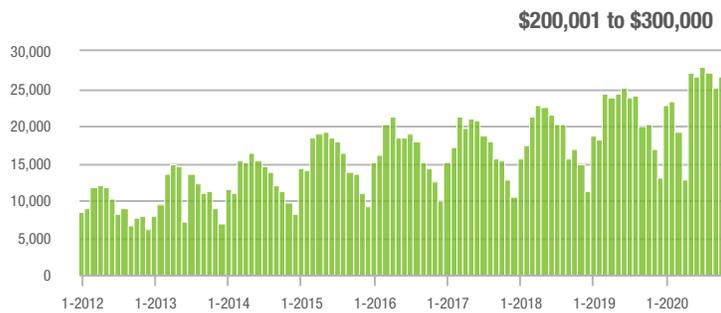
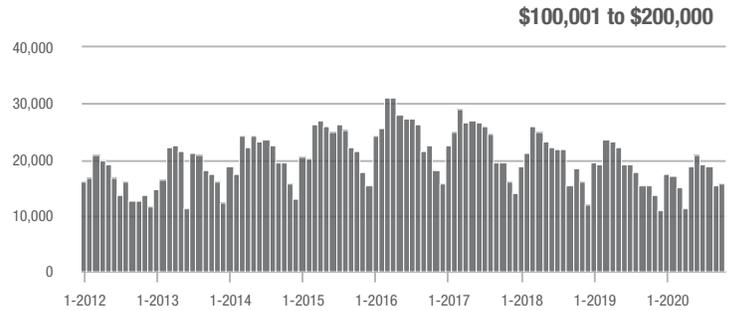
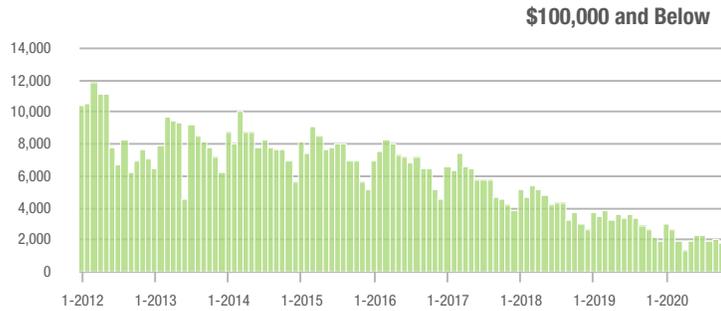
Buyer Interest (Showings/Listings)



Charlotte MSA

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	1,748	- 33.0%	- 15.7%	4.3	+ 4.9%	- 8.5%	687	- 46.8%	- 11.6%
\$100,001 to \$200,000	15,843	+ 1.9%	+ 2.2%	12.7	+ 60.8%	+ 4.5%	1,398	- 38.7%	- 4.6%
\$200,001 to \$300,000	26,616	+ 31.9%	+ 6.3%	13.1	+ 81.9%	+ 7.2%	2,168	- 32.5%	- 2.4%
\$300,001 and Above	35,264	+ 34.8%	- 1.7%	9.3	+ 72.2%	+ 3.4%	4,242	- 27.2%	- 7.0%
Total	79,471	+ 23.2%	+ 1.2%	10.7	+ 69.8%	+ 5.0%	8,495	- 32.7%	- 5.9%

Showings



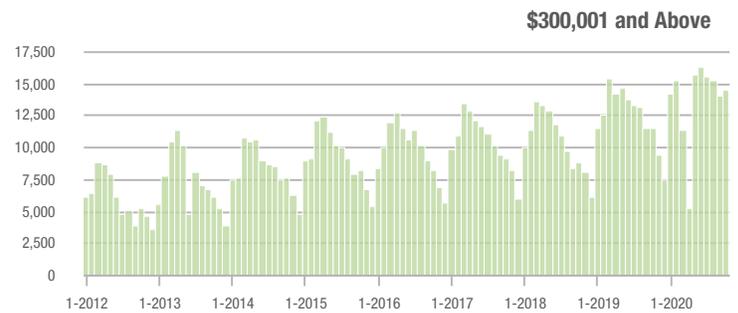
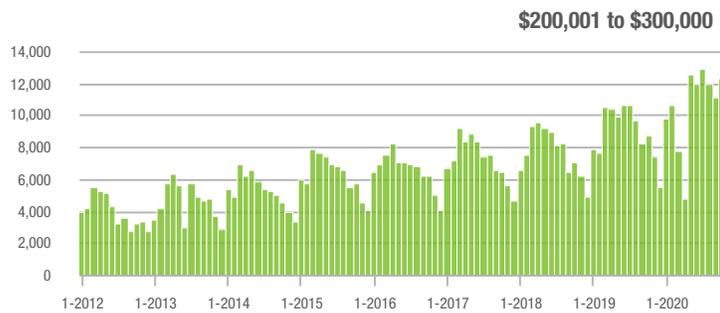
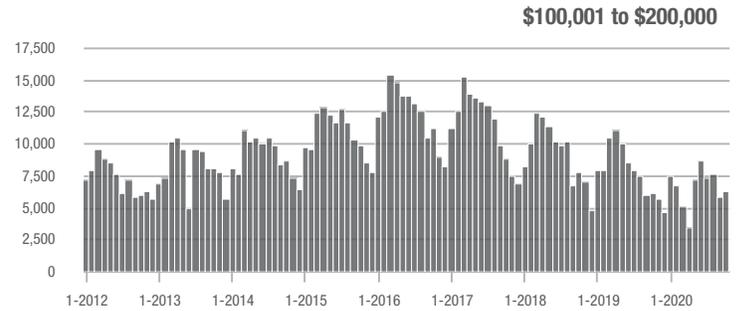
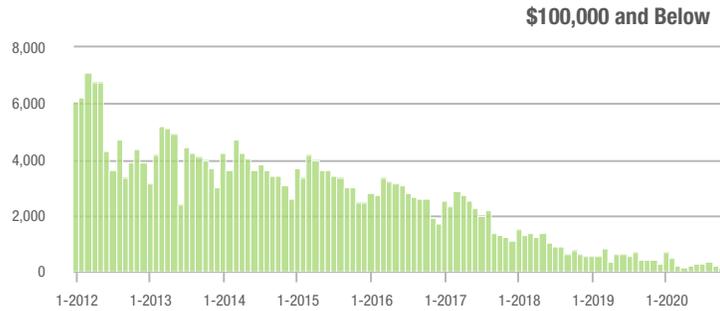
Buyer Interest (Showings/Listings)



City of Charlotte, NC

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	124	- 70.2%	- 37.1%	3.7	- 37.3%	- 2.0%	53	- 54.7%	- 24.3%
\$100,001 to \$200,000	6,228	+ 2.7%	+ 5.5%	16.2	+ 67.0%	+ 5.7%	395	- 40.1%	- 1.3%
\$200,001 to \$300,000	12,270	+ 39.9%	+ 10.3%	14.2	+ 82.1%	+ 4.6%	893	- 26.3%	+ 3.5%
\$300,001 and Above	14,451	+ 26.1%	+ 2.8%	8.7	+ 35.9%	+ 0.6%	1,804	- 12.5%	- 0.1%
Total	33,073	+ 23.8%	+ 5.7%	11.3	+ 52.7%	+ 3.2%	3,145	- 22.3%	+ 0.2%

Showings



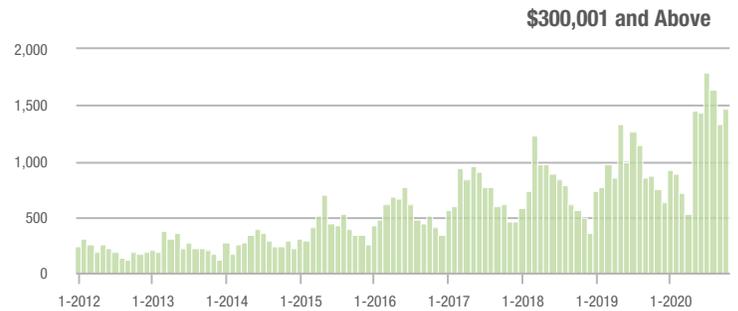
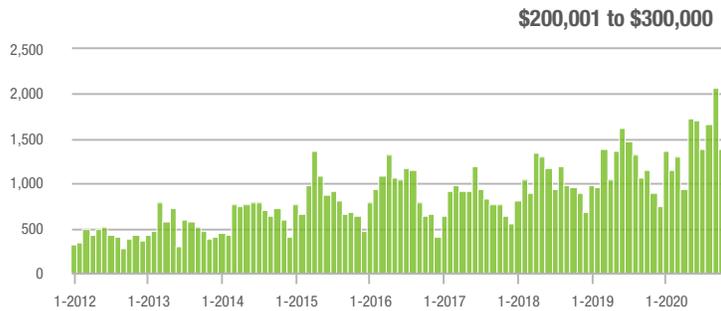
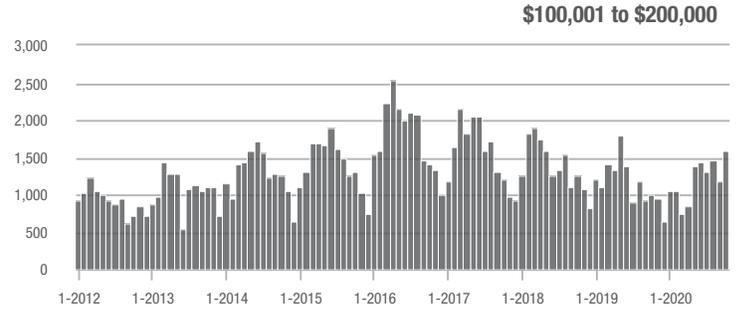
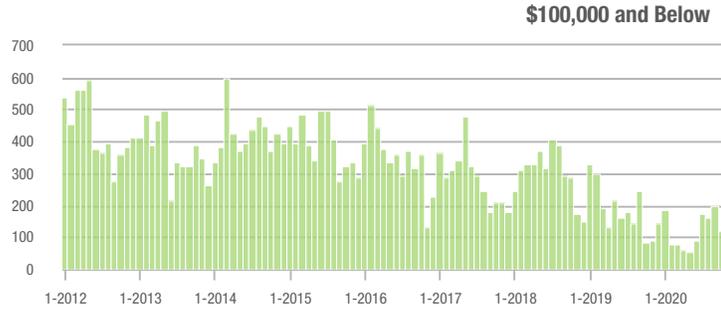
Buyer Interest (Showings/Listings)



Concord, NC

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	121	+ 40.7%	- 38.9%	6.3	+ 70.3%	- 22.9%	28	- 26.3%	- 15.2%
\$100,001 to \$200,000	1,593	+ 58.3%	+ 35.8%	18.7	+ 107.8%	+ 23.7%	92	- 22.7%	+ 5.7%
\$200,001 to \$300,000	1,399	+ 20.8%	- 32.8%	15.4	+ 94.9%	- 8.6%	95	- 47.2%	- 26.9%
\$300,001 and Above	1,468	+ 68.5%	+ 10.1%	9.9	+ 115.2%	+ 17.8%	160	- 34.2%	- 9.1%
Total	4,581	+ 46.8%	- 4.3%	13.4	+ 100.0%	+ 7.3%	375	- 35.3%	- 12.0%

Showings



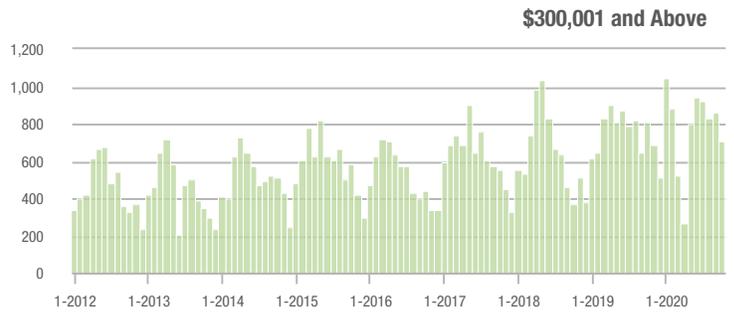
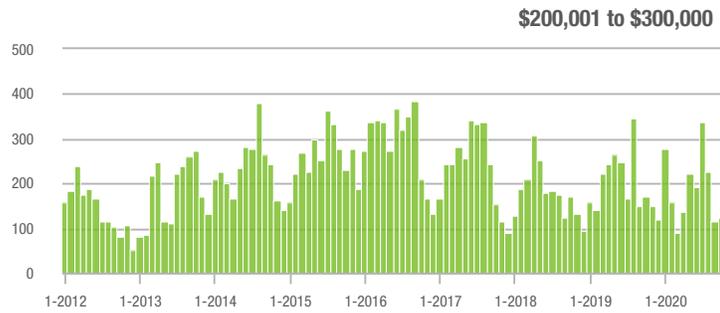
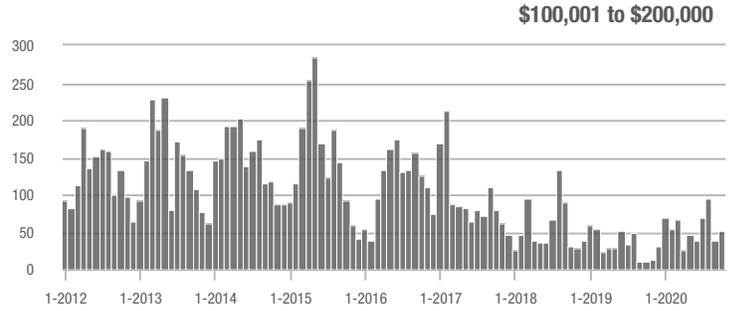
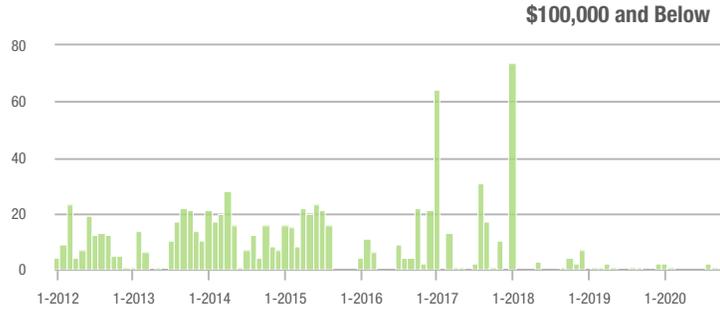
Buyer Interest (Showings/Listings)



Davidson, NC

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	0	0.0%	- 100.0%	0.0	0.0%	0.0%	2	- 50.0%	0.0%
\$100,001 to \$200,000	51	+ 363.6%	+ 34.2%	7.3	+ 461.5%	+ 45.7%	7	- 30.0%	- 12.5%
\$200,001 to \$300,000	125	- 26.0%	+ 7.8%	9.6	+ 88.2%	- 42.0%	13	- 63.9%	+ 85.7%
\$300,001 and Above	707	- 12.6%	- 17.7%	9.3	+ 78.8%	- 11.4%	94	- 51.3%	- 8.7%
Total	883	- 10.7%	- 12.9%	9.2	+ 84.0%	- 12.8%	116	- 52.3%	- 3.3%

Showings



Buyer Interest (Showings/Listings)

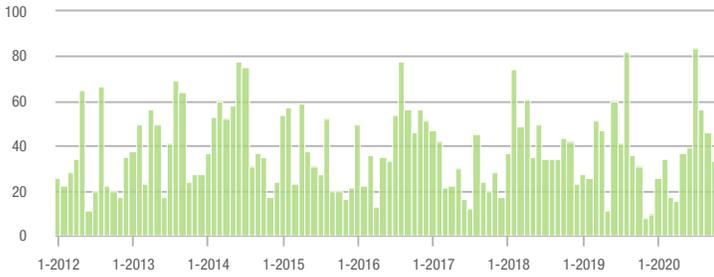


Denver, NC

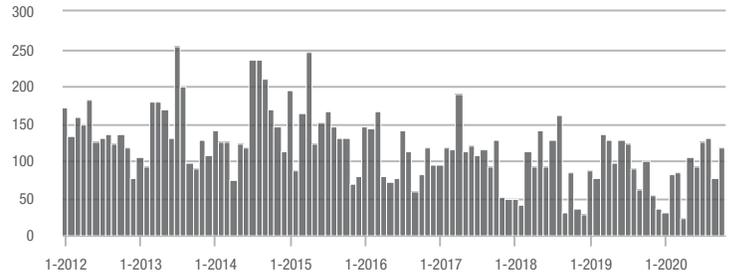
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\$100,000 and Below	33	+ 6.5%	- 28.3%	1.6	+ 60.0%	- 18.4%	33	- 37.7%	- 5.7%
\$100,001 to \$200,000	119	+ 19.0%	+ 54.5%	7.4	+ 21.3%	+ 25.6%	16	- 23.8%	+ 6.7%
\$200,001 to \$300,000	136	- 46.2%	- 46.5%	7.7	+ 40.0%	- 17.2%	22	- 60.7%	- 29.0%
\$300,001 and Above	1,135	+ 45.5%	- 0.9%	8.5	+ 93.2%	- 2.8%	153	- 32.0%	- 2.5%
Total	1,423	+ 22.3%	- 6.5%	7.6	+ 72.7%	- 3.4%	224	- 36.9%	- 5.9%

Showings

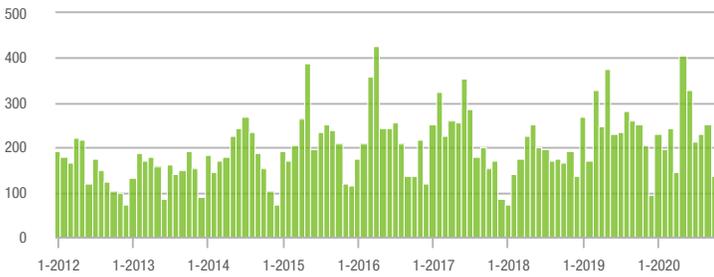
\$100,000 and Below



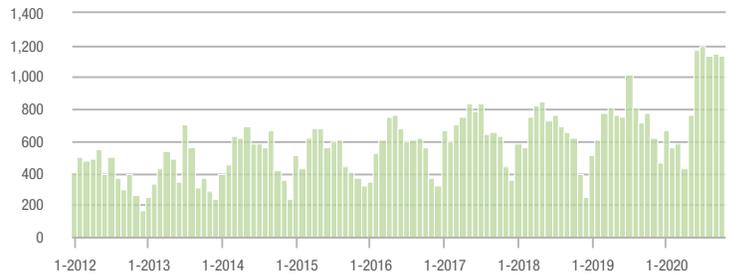
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



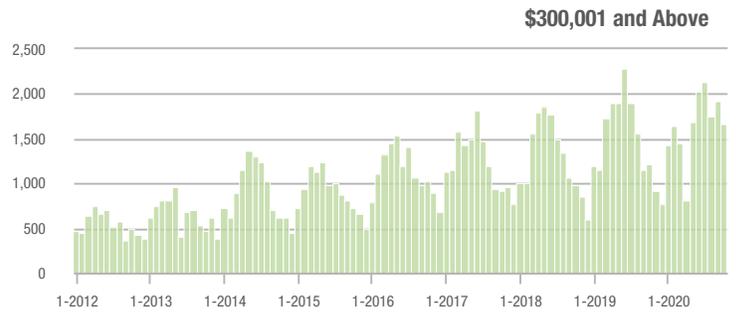
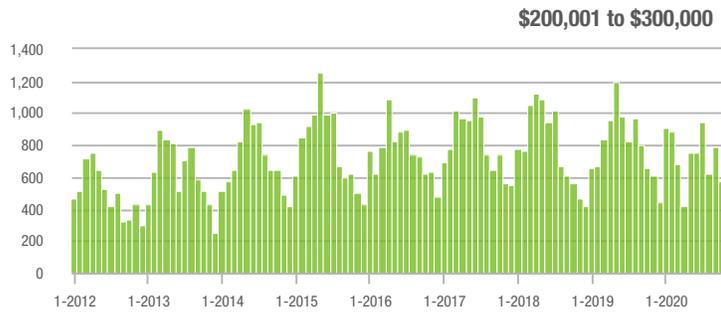
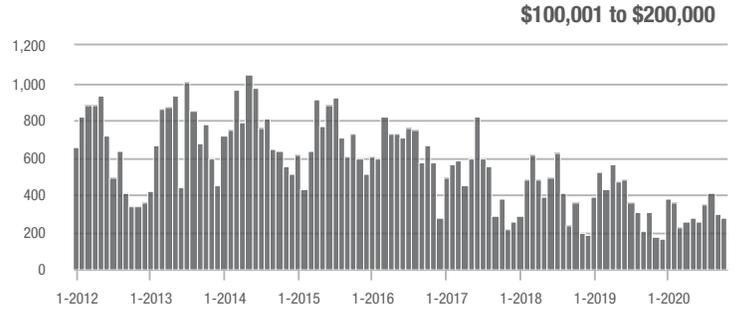
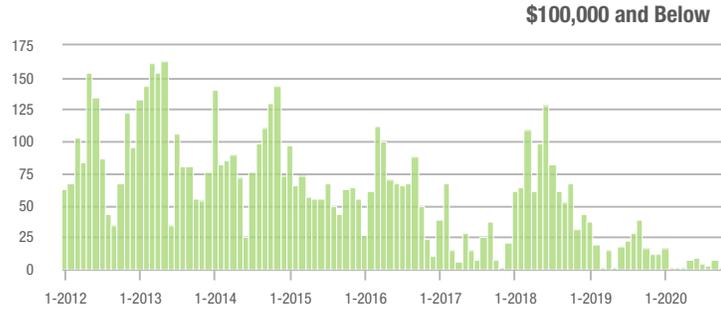
Buyer Interest (Showings/Listings)



Fort Mill, SC

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	1	- 93.8%	- 85.7%	0.0	- 100.0%	- 100.0%	5	- 28.6%	0.0%
\$100,001 to \$200,000	272	- 12.3%	- 7.5%	10.3	+ 6.2%	- 19.1%	32	- 22.0%	+ 10.3%
\$200,001 to \$300,000	580	- 12.1%	- 26.1%	13.2	+ 48.3%	+ 4.1%	45	- 43.0%	- 28.6%
\$300,001 and Above	1,677	+ 38.1%	- 13.2%	11.8	+ 107.0%	+ 4.3%	155	- 39.7%	- 16.7%
Total	2,530	+ 15.0%	- 16.2%	11.7	+ 72.1%	+ 0.8%	237	- 38.3%	- 16.3%

Showings



Buyer Interest (Showings/Listings)

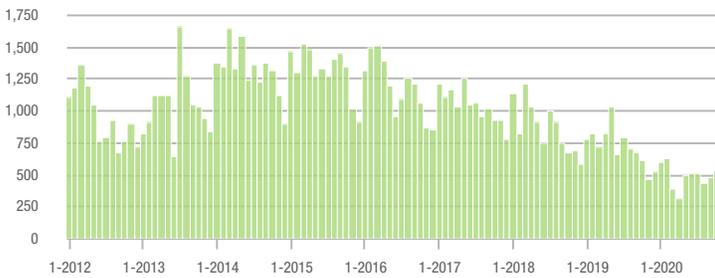


Gaston County, NC

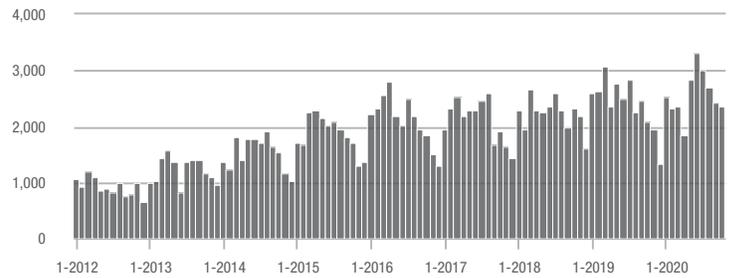
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\$100,000 and Below	519	- 14.5%	+ 8.8%	7.3	+ 46.0%	+ 4.2%	129	- 48.4%	- 7.2%
\$100,001 to \$200,000	2,357	+ 13.2%	- 3.2%	12.2	+ 76.8%	- 5.5%	217	- 36.2%	+ 1.9%
\$200,001 to \$300,000	2,360	+ 80.8%	+ 38.4%	12.7	+ 119.0%	+ 30.6%	203	- 25.6%	+ 4.6%
\$300,001 and Above	1,137	+ 26.6%	+ 8.4%	6.8	+ 54.5%	+ 3.3%	189	- 28.9%	+ 2.2%
Total	6,373	+ 30.2%	+ 12.5%	10.4	+ 79.3%	+ 7.9%	738	- 34.6%	+ 1.0%

Showings

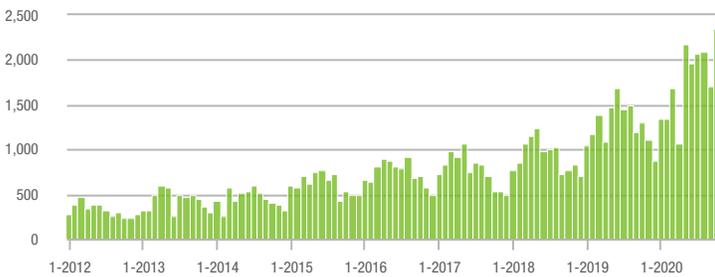
\$100,000 and Below



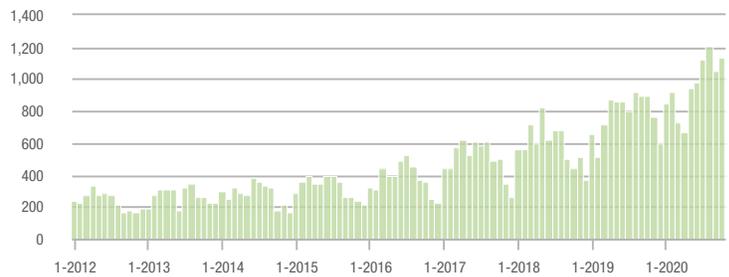
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



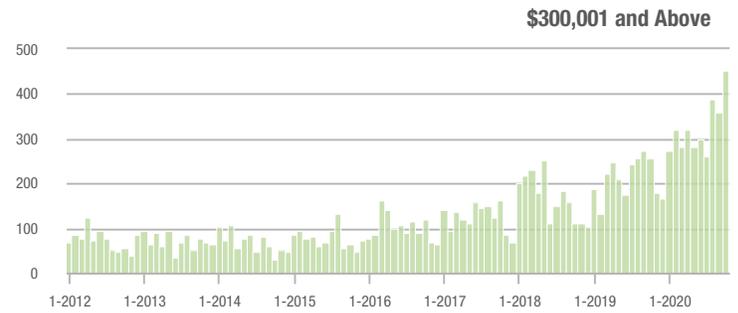
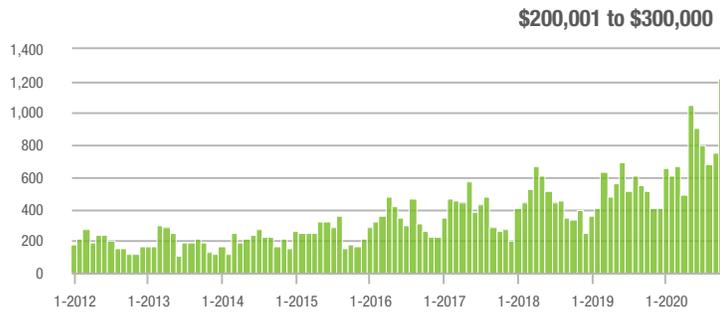
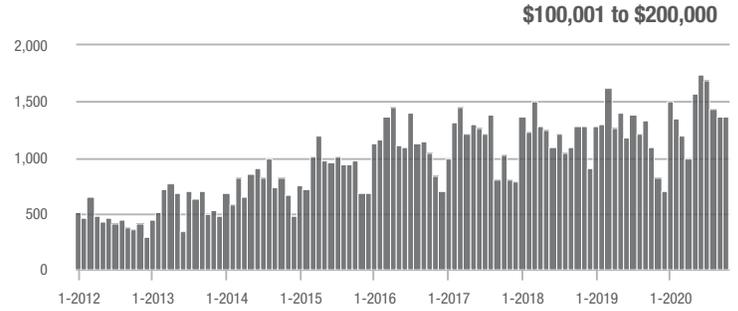
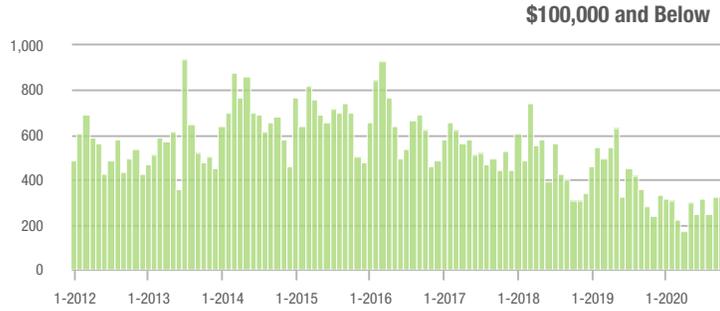
Buyer Interest (Showings/Listings)



Gastonia, NC

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	328	+ 16.3%	+ 0.6%	10.2	+ 112.5%	- 8.2%	42	- 58.8%	- 10.6%
\$100,001 to \$200,000	1,362	+ 24.4%	- 0.1%	12.8	+ 77.8%	- 4.2%	119	- 31.2%	+ 6.3%
\$200,001 to \$300,000	1,220	+ 137.8%	+ 60.9%	15.0	+ 154.2%	+ 42.7%	83	- 14.4%	+ 13.7%
\$300,001 and Above	452	+ 77.3%	+ 26.3%	6.8	+ 74.4%	+ 7.1%	71	- 9.0%	+ 10.9%
Total	3,362	+ 56.7%	+ 19.8%	11.8	+ 100.0%	+ 9.1%	315	- 30.0%	+ 6.4%

Showings



Buyer Interest (Showings/Listings)

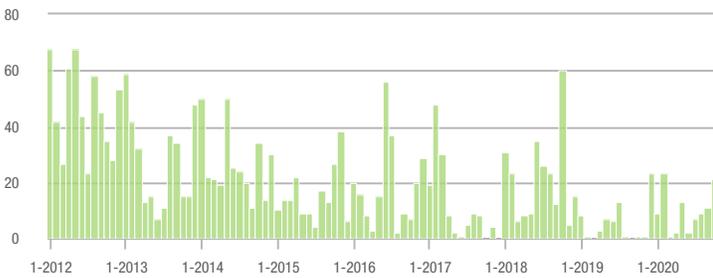


Huntersville, NC

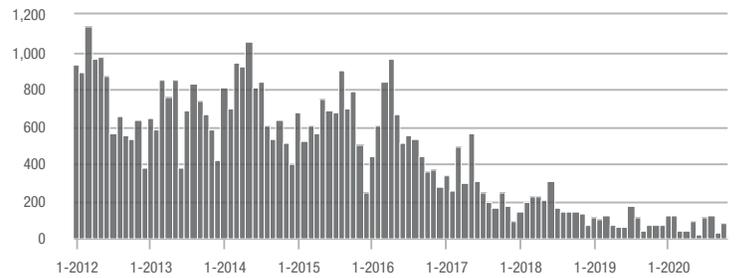
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	21	+ 2,000.0%	+ 90.9%	3.0	—	+ 157.1%	10	+ 11.1%	0.0%
\$100,001 to \$200,000	86	+ 14.7%	+ 186.7%	17.0	+ 88.9%	+ 126.7%	7	- 46.2%	0.0%
\$200,001 to \$300,000	864	- 1.4%	- 9.4%	16.3	+ 117.3%	+ 10.1%	63	- 51.5%	- 13.7%
\$300,001 and Above	2,204	+ 30.8%	+ 6.8%	13.5	+ 141.1%	+ 26.4%	192	- 45.9%	- 15.4%
Total	3,175	+ 20.4%	+ 3.8%	14.0	+ 125.8%	+ 22.4%	272	- 46.4%	- 14.2%

Showings

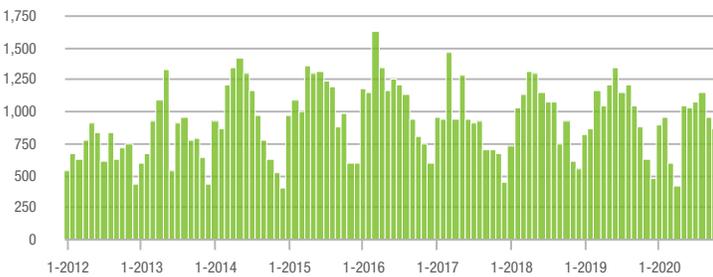
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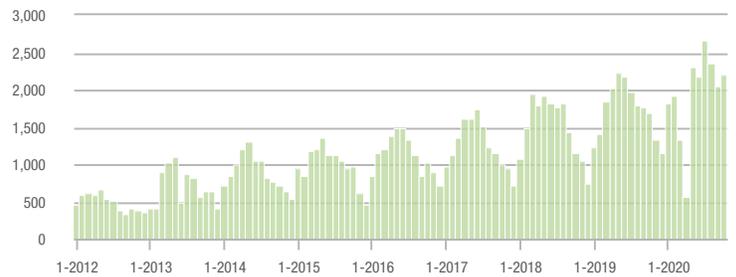
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



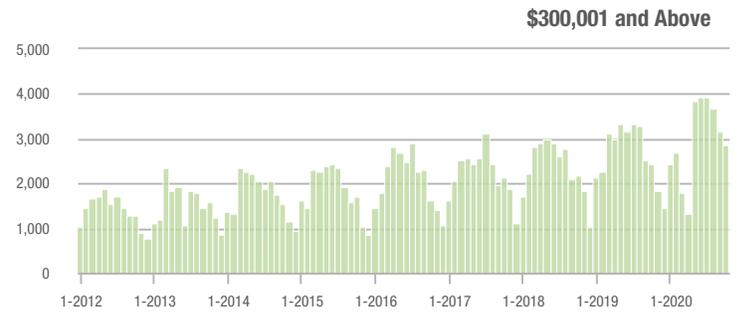
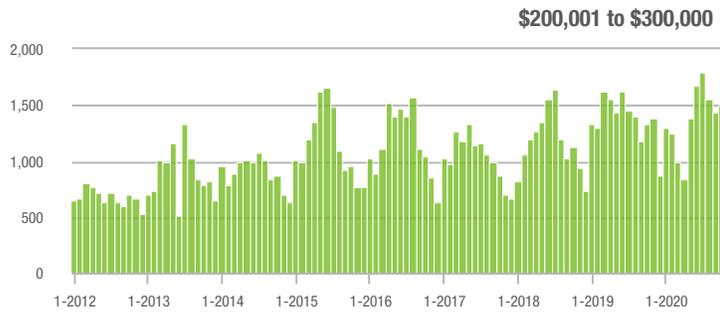
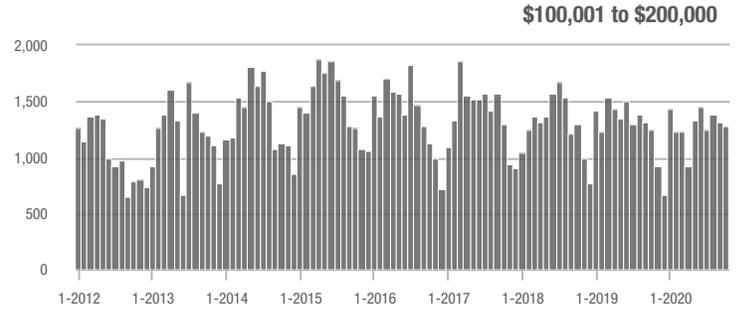
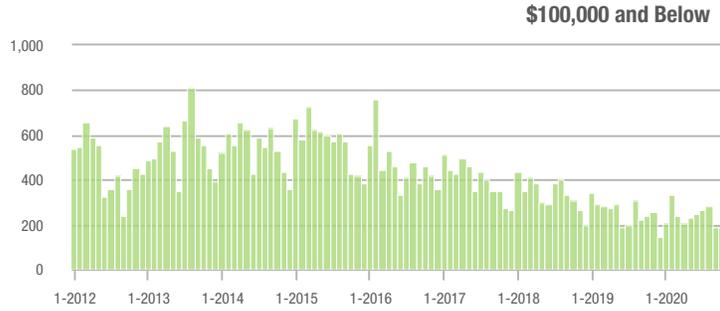
Buyer Interest (Showings/Listings)



Iredell County, NC

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	189	- 21.9%	+ 1.1%	3.2	- 8.6%	+ 37.7%	147	- 37.2%	- 13.5%
\$100,001 to \$200,000	1,282	+ 2.5%	- 3.1%	9.1	+ 30.0%	- 1.7%	162	- 28.9%	- 4.1%
\$200,001 to \$300,000	1,500	+ 12.7%	+ 4.6%	9.1	+ 85.7%	+ 9.4%	189	- 45.1%	- 5.0%
\$300,001 and Above	2,862	+ 18.3%	- 9.6%	7.8	+ 62.5%	- 5.4%	423	- 35.6%	- 10.0%
Total	5,833	+ 11.2%	- 4.5%	8.0	+ 53.8%	+ 0.9%	921	- 37.0%	- 8.6%

Showings



Buyer Interest (Showings/Listings)

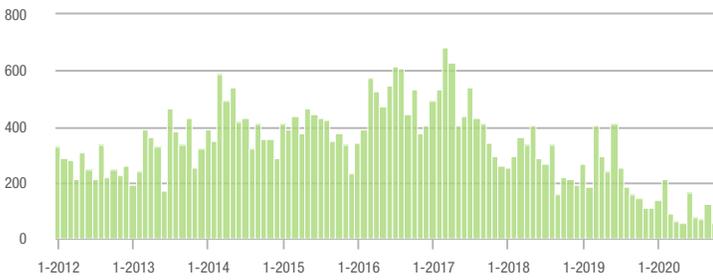


Kannapolis, NC

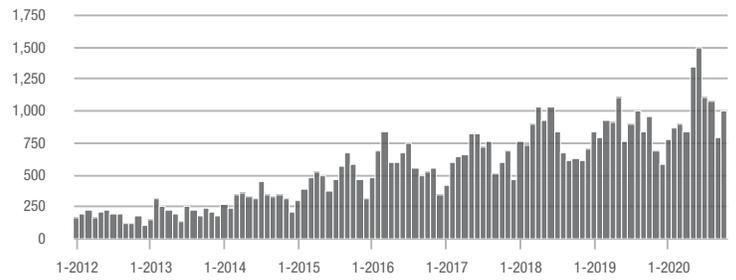
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	52	- 63.4%	- 57.0%	5.4	+ 5.9%	- 43.7%	14	- 66.7%	- 26.3%
\$100,001 to \$200,000	1,000	+ 4.1%	+ 25.0%	13.8	+ 51.6%	+ 16.1%	74	- 32.7%	+ 7.2%
\$200,001 to \$300,000	461	+ 99.6%	- 5.5%	8.6	+ 72.0%	- 14.9%	57	+ 7.5%	+ 5.6%
\$300,001 and Above	99	+ 57.1%	- 18.9%	4.9	+ 81.5%	- 9.7%	21	- 38.2%	- 25.0%
Total	1,612	+ 15.4%	+ 5.3%	10.5	+ 52.2%	+ 3.1%	166	- 30.5%	- 2.4%

Showings

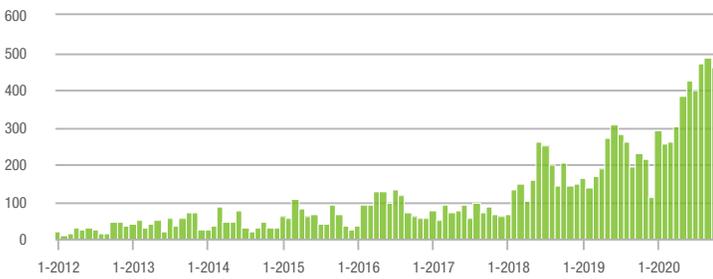
\$100,000 and Below



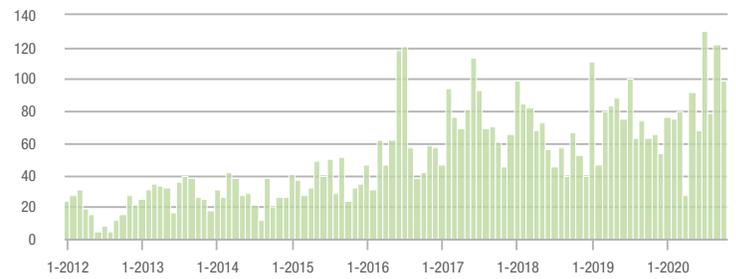
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



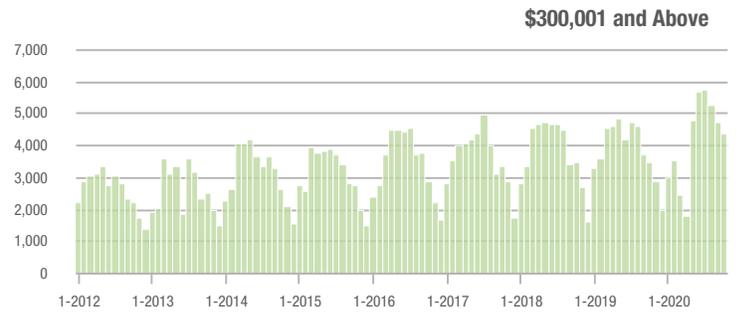
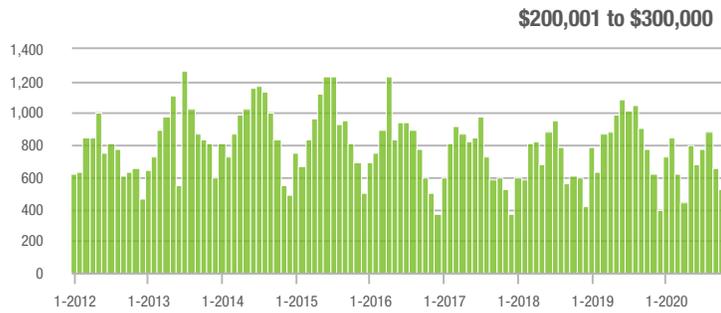
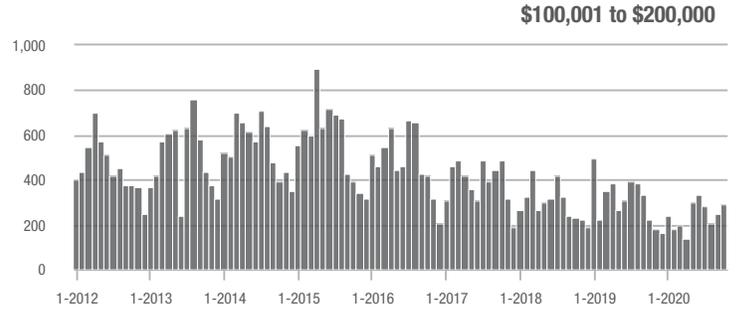
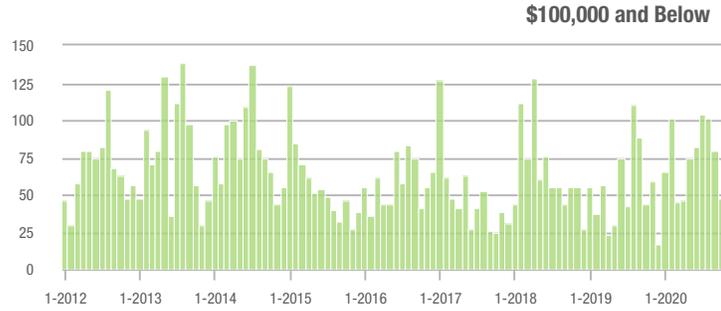
Buyer Interest (Showings/Listings)



Lake Norman

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	47	+ 9.3%	- 41.3%	1.0	+ 25.0%	- 3.1%	104	- 33.8%	- 14.8%
\$100,001 to \$200,000	289	+ 30.2%	+ 18.0%	6.4	+ 52.4%	+ 13.4%	62	- 31.1%	- 7.5%
\$200,001 to \$300,000	524	- 32.6%	- 20.8%	7.8	+ 39.3%	- 5.5%	82	- 56.6%	- 14.6%
\$300,001 and Above	4,369	+ 25.2%	- 7.8%	10.2	+ 96.2%	- 5.1%	505	- 39.1%	- 8.8%
Total	5,229	+ 15.3%	- 8.7%	9.0	+ 80.0%	- 3.7%	753	- 40.5%	- 10.3%

Showings



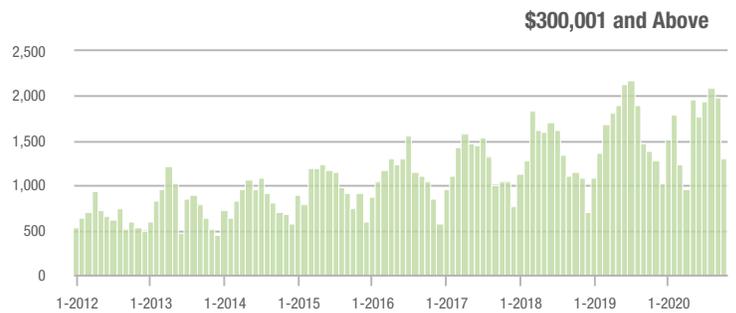
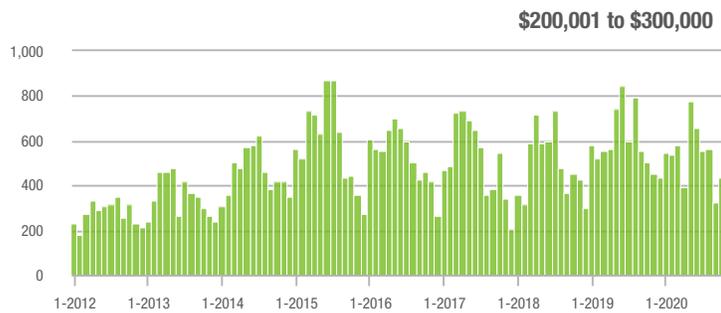
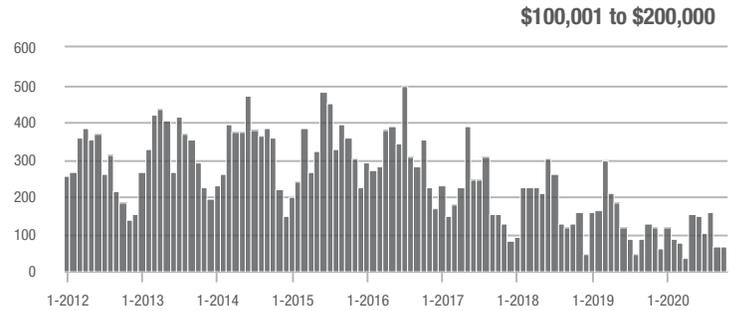
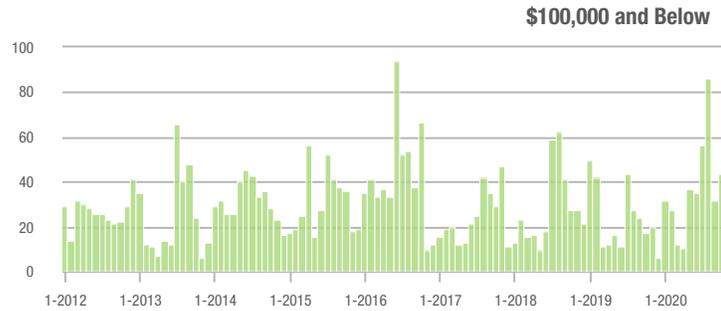
Buyer Interest (Showings/Listings)



Lake Wylie

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	44	+ 158.8%	+ 37.5%	1.2	+ 71.4%	+ 9.5%	58	- 7.9%	- 3.3%
\$100,001 to \$200,000	67	- 46.8%	- 1.5%	2.7	- 62.0%	- 13.6%	34	- 17.1%	- 8.1%
\$200,001 to \$300,000	434	- 14.2%	+ 31.9%	9.4	+ 70.9%	+ 44.4%	78	- 45.8%	- 6.0%
\$300,001 and Above	1,312	- 5.2%	- 33.8%	6.8	+ 58.1%	- 13.3%	218	- 44.4%	- 23.8%
Total	1,857	- 8.7%	- 23.0%	6.5	+ 44.4%	- 7.1%	388	- 39.4%	- 16.7%

Showings



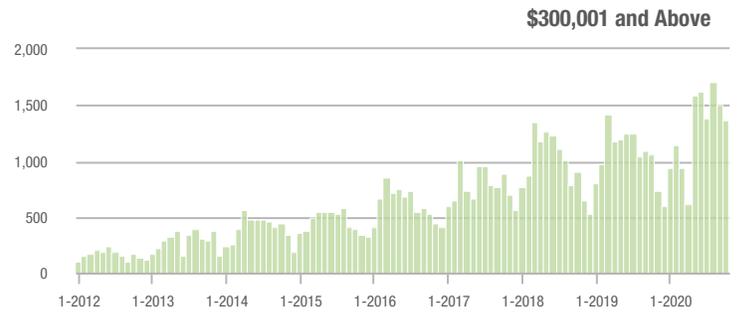
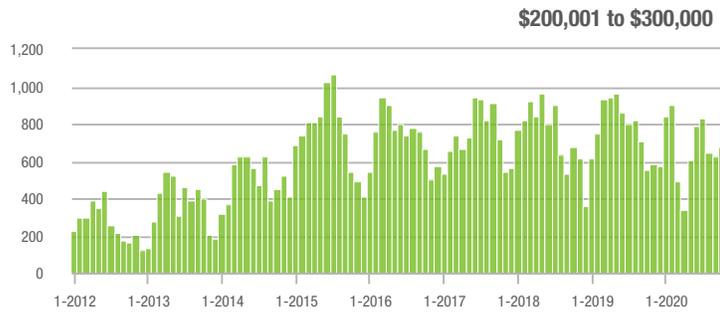
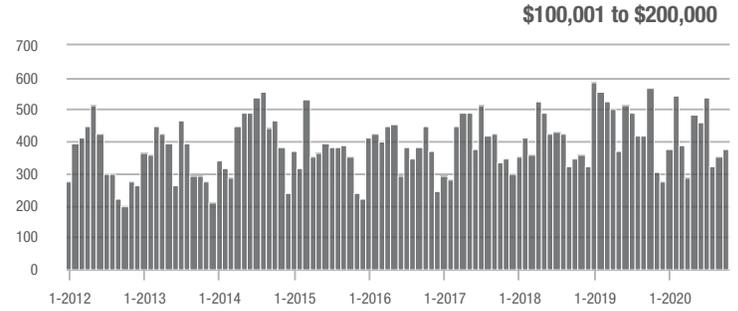
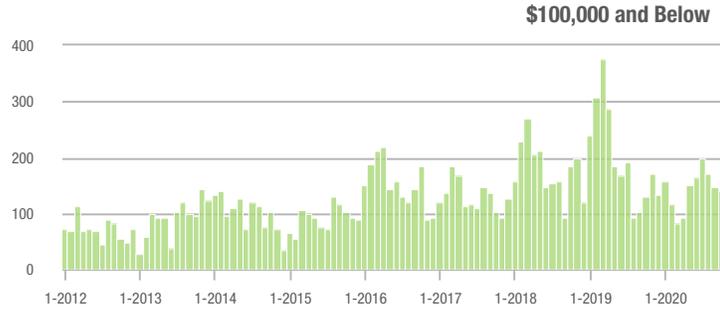
Buyer Interest (Showings/Listings)



Lancaster County, SC

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	141	+ 8.5%	- 4.7%	3.9	+ 25.8%	+ 4.3%	60	- 26.8%	- 10.4%
\$100,001 to \$200,000	374	- 34.0%	+ 6.6%	8.9	+ 45.9%	+ 51.2%	52	- 55.9%	- 26.8%
\$200,001 to \$300,000	679	+ 21.9%	+ 8.6%	9.5	+ 75.9%	+ 4.1%	76	- 37.7%	+ 1.3%
\$300,001 and Above	1,376	+ 29.3%	- 9.0%	7.8	+ 62.5%	+ 7.0%	202	- 32.0%	- 17.2%
Total	2,570	+ 10.9%	- 2.5%	7.9	+ 54.9%	+ 12.1%	390	- 37.0%	- 14.7%

Showings



Buyer Interest (Showings/Listings)

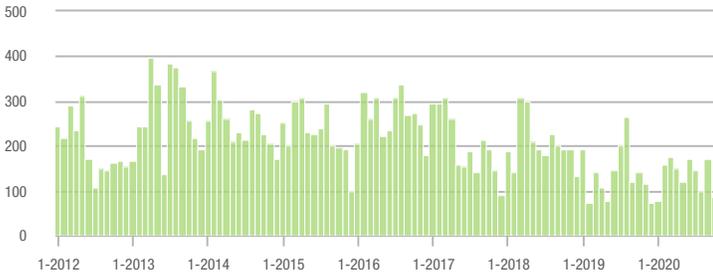


Lincoln County, NC

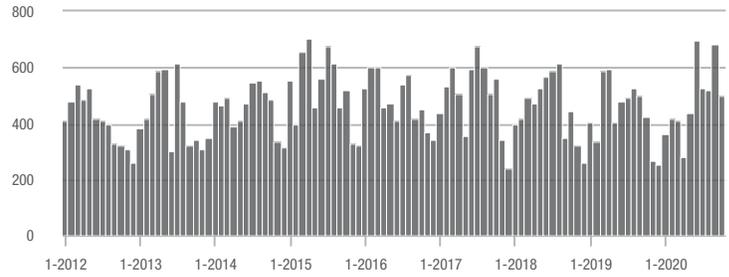
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	85	- 40.1%	- 50.3%	2.7	0.0%	- 36.1%	66	- 54.2%	- 15.4%
\$100,001 to \$200,000	496	+ 17.8%	- 27.2%	9.1	+ 54.2%	- 19.2%	58	- 37.6%	- 12.1%
\$200,001 to \$300,000	463	- 16.7%	- 25.4%	7.6	+ 35.7%	- 4.5%	75	- 39.0%	- 18.5%
\$300,001 and Above	1,411	+ 65.6%	+ 9.3%	8.1	+ 113.2%	+ 9.8%	199	- 30.2%	- 3.9%
Total	2,455	+ 24.6%	- 11.2%	7.7	+ 75.0%	- 1.7%	398	- 38.3%	- 10.2%

Showings

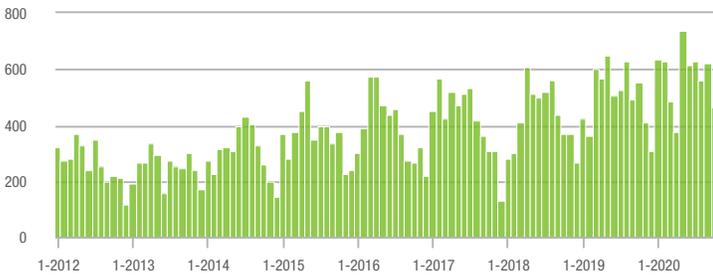
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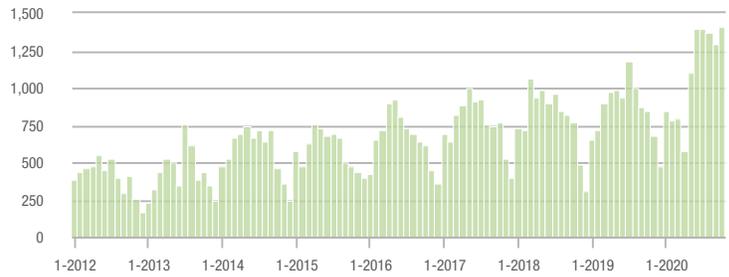
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

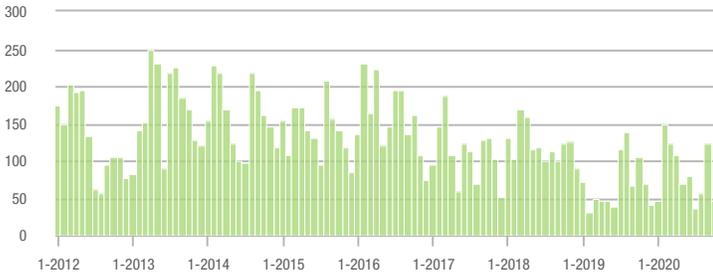


Lincolnton, NC

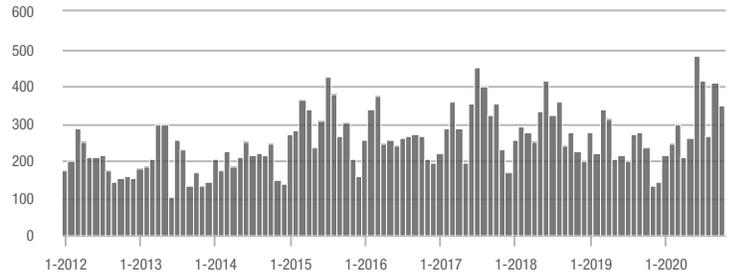
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	47	- 55.2%	- 61.8%	5.1	- 25.0%	- 43.3%	19	- 60.4%	- 26.9%
\$100,001 to \$200,000	350	+ 48.9%	- 14.4%	12.5	+ 71.2%	- 14.3%	31	- 20.5%	0.0%
\$200,001 to \$300,000	191	- 6.4%	- 30.0%	5.6	0.0%	- 30.1%	42	- 12.5%	- 2.3%
\$300,001 and Above	154	+ 69.2%	+ 43.9%	6.5	+ 97.0%	+ 58.7%	28	- 6.7%	- 6.7%
Total	742	+ 16.9%	- 18.6%	7.9	+ 38.6%	- 12.8%	120	- 27.3%	- 7.7%

Showings

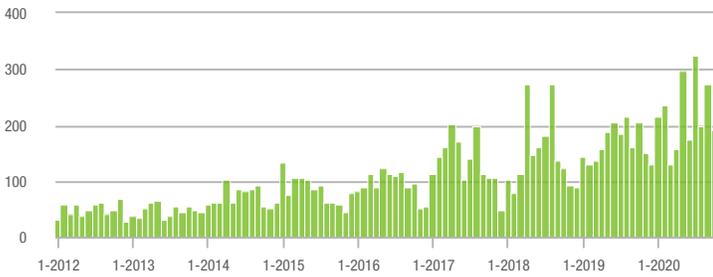
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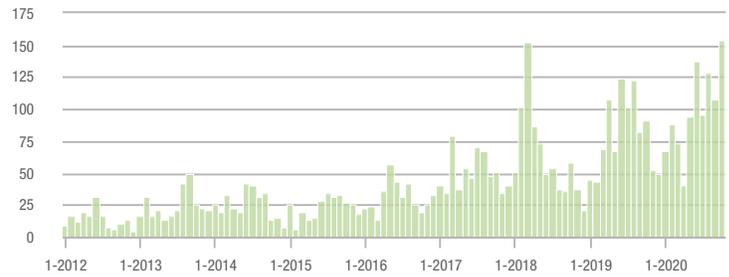
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

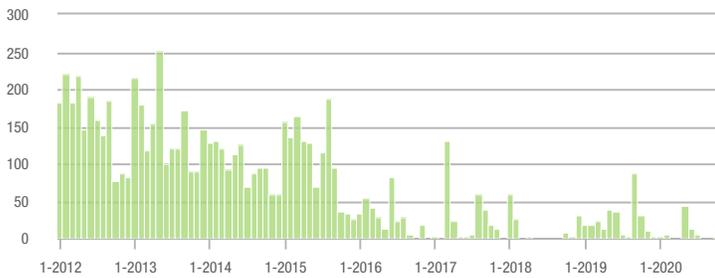


Matthews, NC

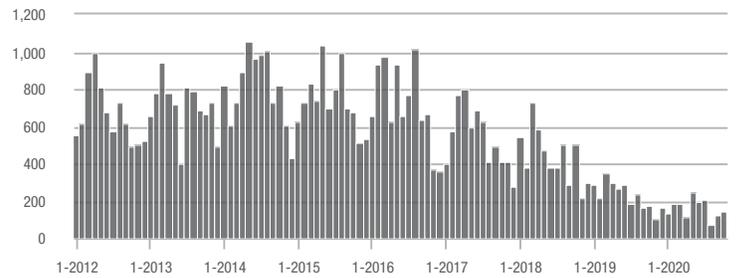
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	3	- 90.6%	—	3.0	- 60.0%	—	1	- 87.5%	—
\$100,001 to \$200,000	139	- 20.6%	+ 13.0%	10.3	+ 30.4%	- 32.6%	14	- 41.7%	+ 75.0%
\$200,001 to \$300,000	1,182	+ 41.4%	+ 22.4%	21.8	+ 113.7%	+ 6.0%	55	- 34.5%	+ 14.6%
\$300,001 and Above	1,771	+ 76.7%	- 5.4%	13.3	+ 118.0%	- 0.3%	145	- 20.8%	- 6.5%
Total	3,095	+ 51.3%	+ 4.5%	15.4	+ 105.3%	+ 1.2%	215	- 28.1%	+ 1.9%

Showings

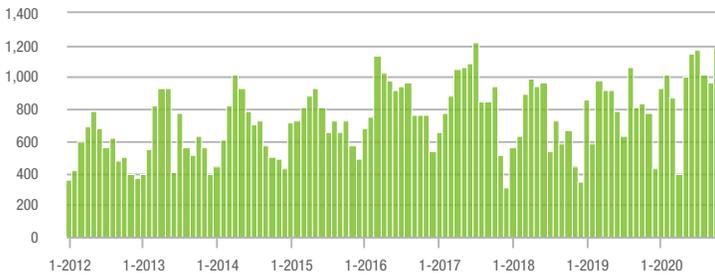
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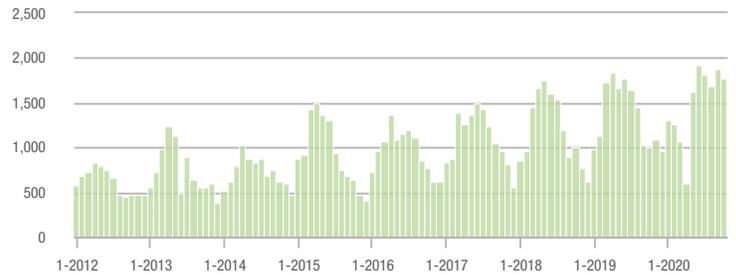
\$100,001 to \$200,000



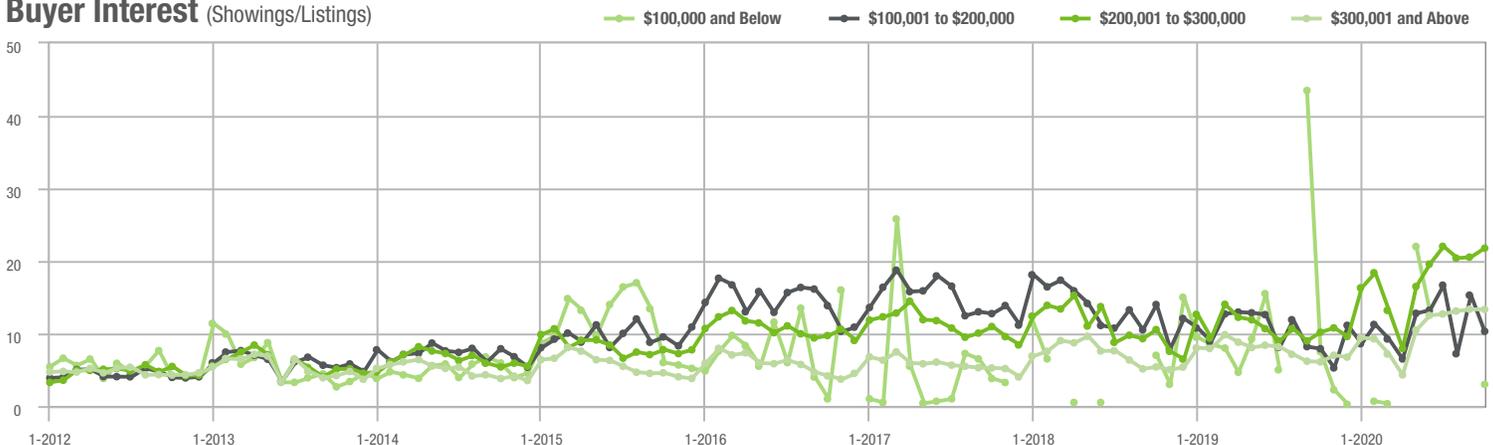
\$200,001 to \$300,000



\$300,001 and Above



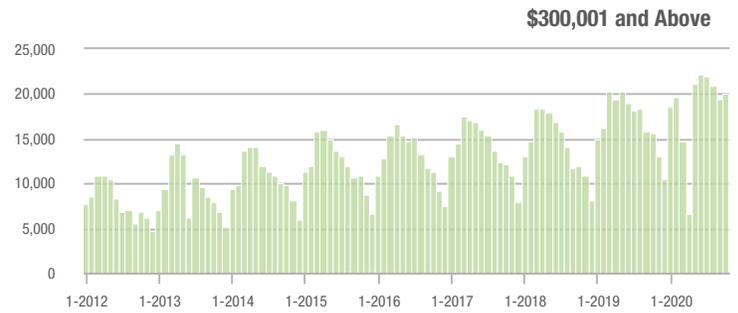
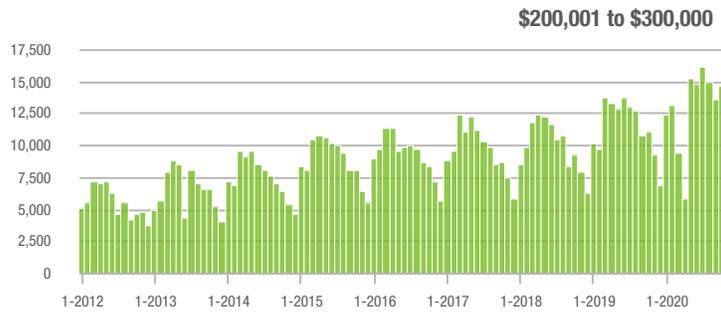
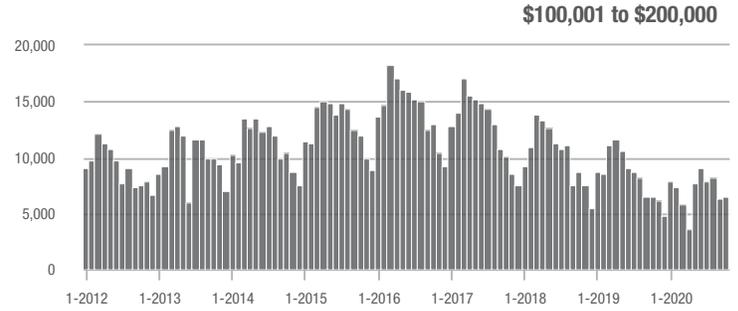
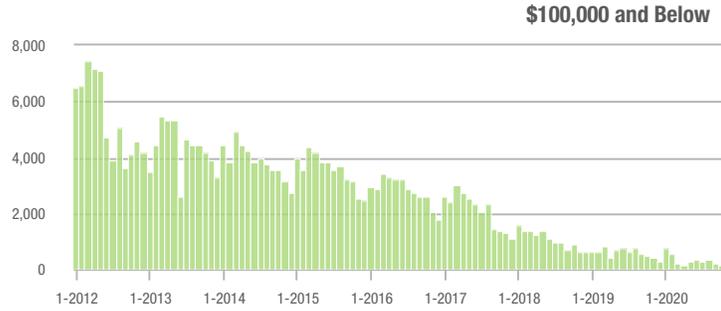
Buyer Interest (Showings/Listings)



Mecklenburg County, NC

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	148	- 67.2%	- 28.8%	3.3	- 38.9%	- 3.4%	69	- 53.4%	- 15.9%
\$100,001 to \$200,000	6,555	+ 0.6%	+ 4.9%	15.8	+ 66.3%	+ 5.5%	427	- 41.6%	- 2.1%
\$200,001 to \$300,000	14,707	+ 33.0%	+ 8.2%	14.4	+ 82.3%	+ 4.8%	1,061	- 30.2%	+ 1.7%
\$300,001 and Above	20,024	+ 29.0%	+ 2.5%	9.4	+ 54.1%	+ 2.6%	2,350	- 20.5%	- 2.4%
Total	41,434	+ 23.5%	+ 4.7%	11.5	+ 62.0%	+ 4.0%	3,907	- 27.0%	- 1.6%

Showings



Buyer Interest (Showings/Listings)

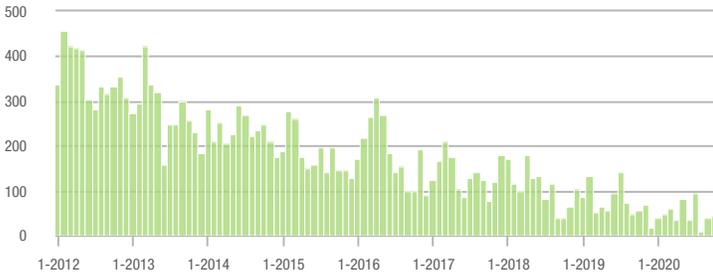


Monroe, NC

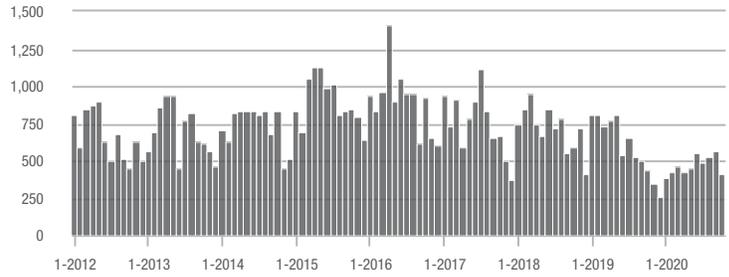
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	44	- 22.8%	+ 15.8%	4.3	+ 79.2%	+ 23.8%	15	- 67.4%	- 16.7%
\$100,001 to \$200,000	408	- 5.8%	- 28.2%	12.4	+ 79.7%	- 1.4%	40	- 45.9%	- 25.9%
\$200,001 to \$300,000	1,011	+ 52.7%	+ 10.1%	12.4	+ 100.0%	+ 15.4%	86	- 27.1%	- 6.5%
\$300,001 and Above	741	+ 145.4%	+ 18.2%	11.9	+ 183.3%	+ 32.5%	73	- 19.8%	- 12.0%
Total	2,204	+ 51.6%	+ 2.5%	11.8	+ 114.5%	+ 16.0%	214	- 35.0%	- 13.4%

Showings

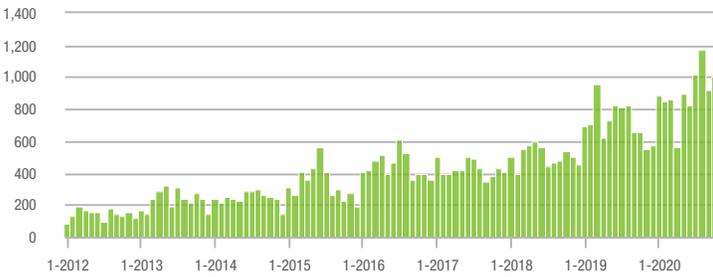
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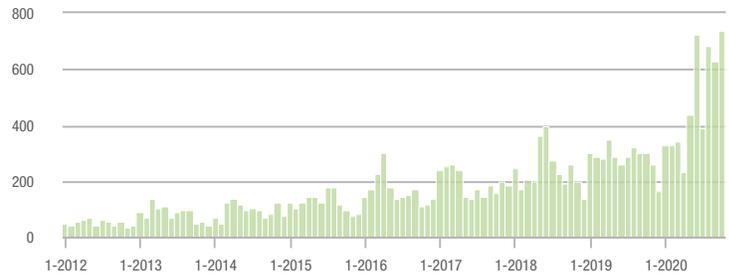
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\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

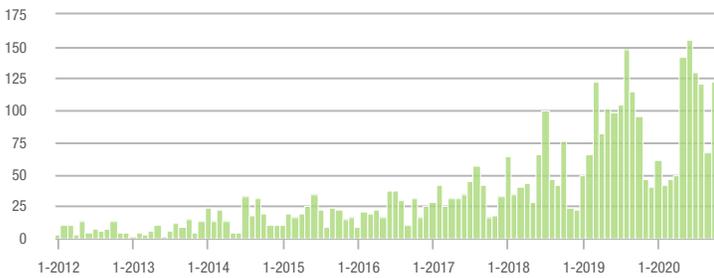


Montgomery County, NC

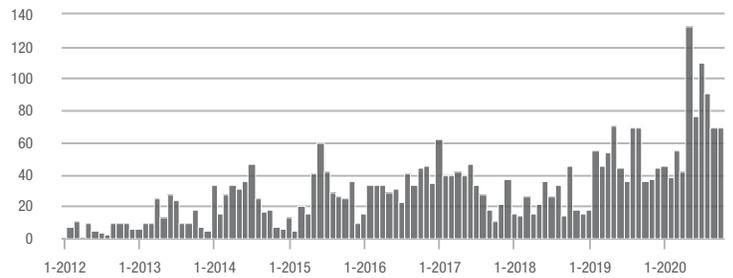
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	123	+ 29.5%	+ 83.6%	2.3	+ 64.3%	+ 129.1%	89	- 34.1%	- 16.0%
\$100,001 to \$200,000	69	+ 91.7%	0.0%	2.5	+ 127.3%	- 18.9%	42	- 26.3%	- 2.3%
\$200,001 to \$300,000	21	+ 10.5%	- 57.1%	2.5	+ 177.8%	- 42.7%	12	- 57.1%	- 25.0%
\$300,001 and Above	51	- 51.0%	- 56.8%	1.7	- 19.0%	- 50.9%	34	- 48.5%	- 22.7%
Total	264	+ 3.9%	- 12.9%	2.3	+ 53.3%	- 7.0%	177	- 38.1%	- 15.3%

Showings

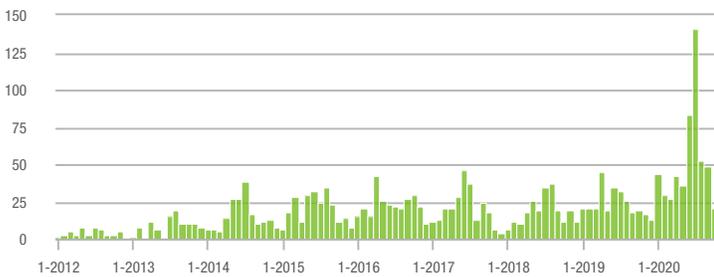
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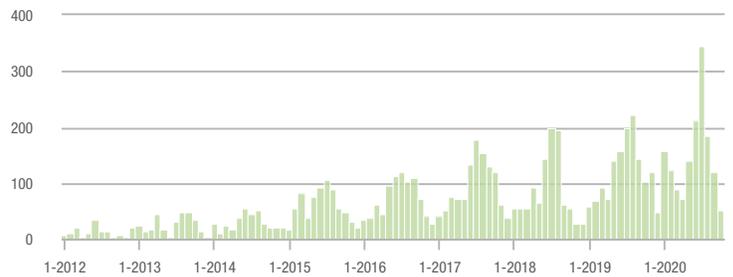
\$100,001 to \$200,000



\$200,001 to \$300,000

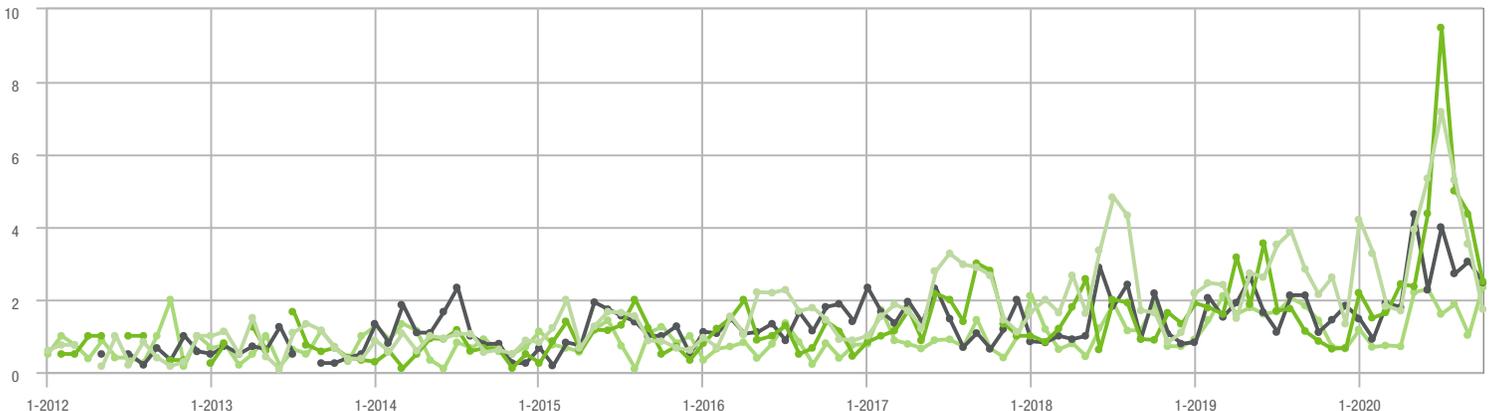


\$300,001 and Above



Buyer Interest (Showings/Listings)

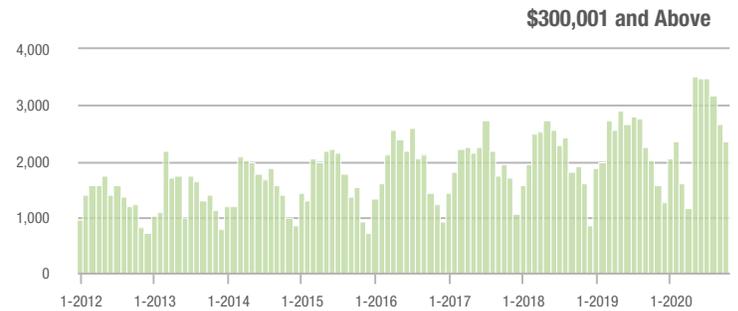
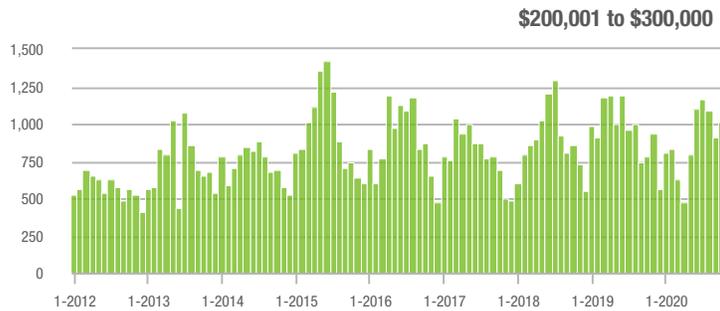
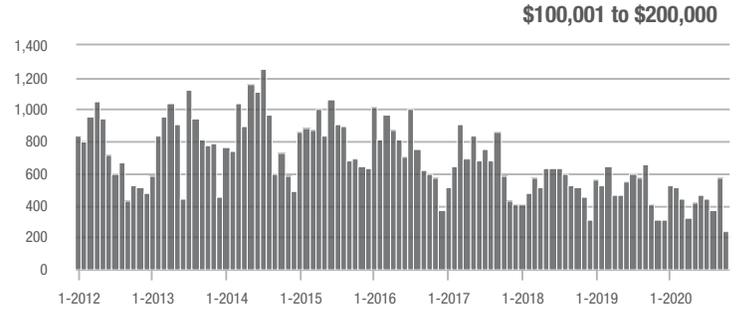
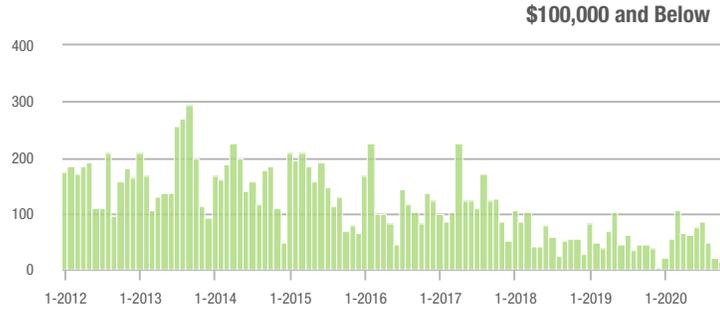
—●— \$100,000 and Below
 —●— \$100,001 to \$200,000
 —●— \$200,001 to \$300,000
 —●— \$300,001 and Above



Mooresville, NC

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	13	- 71.7%	- 38.1%	0.8	- 61.9%	- 33.8%	31	- 50.0%	- 8.8%
\$100,001 to \$200,000	243	- 40.1%	- 57.7%	6.7	- 6.9%	- 49.2%	43	- 44.2%	- 18.9%
\$200,001 to \$300,000	1,018	+ 31.2%	+ 11.1%	11.0	+ 120.0%	+ 16.1%	101	- 50.0%	- 6.5%
\$300,001 and Above	2,349	+ 15.6%	- 11.8%	8.3	+ 66.0%	- 8.5%	321	- 36.1%	- 9.1%
Total	3,623	+ 11.1%	- 13.2%	8.5	+ 66.7%	- 8.3%	496	- 41.2%	- 9.5%

Showings



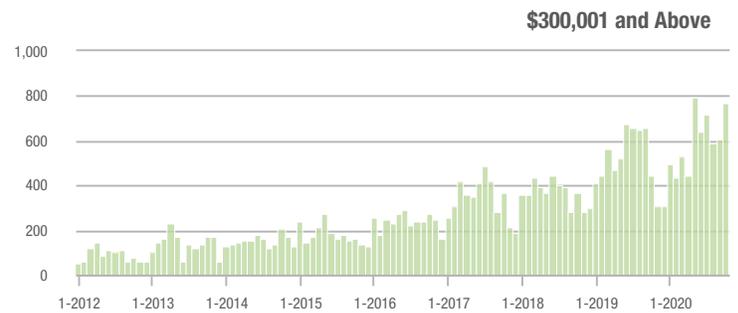
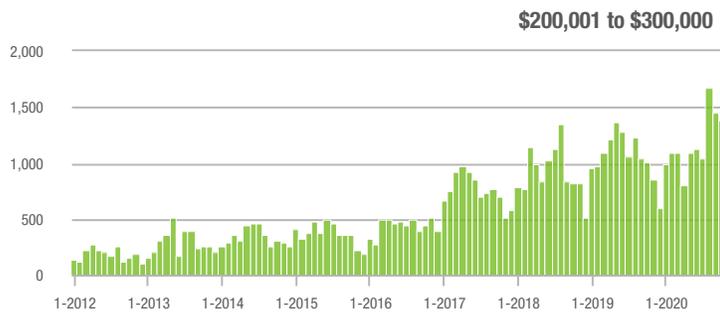
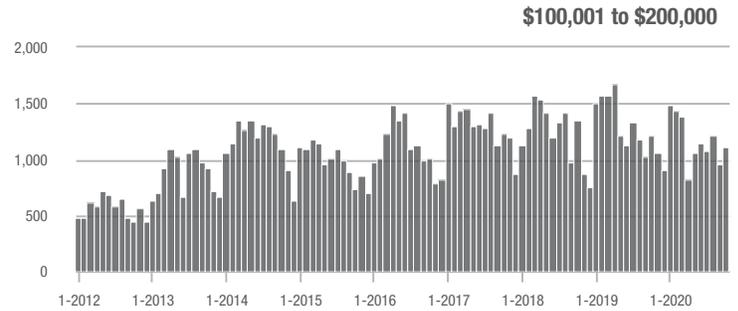
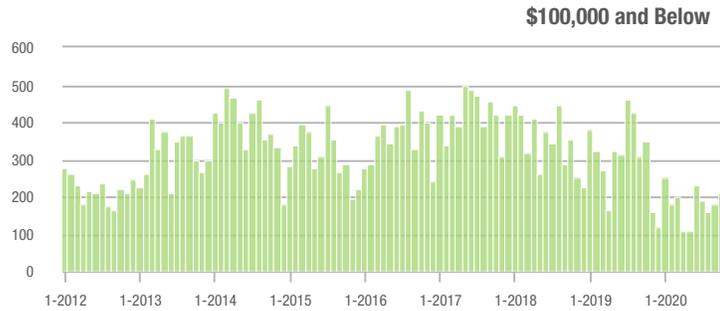
Buyer Interest (Showings/Listings)



Rock Hill, SC

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	211	- 39.5%	+ 19.2%	7.6	+ 18.8%	+ 35.2%	40	- 54.5%	- 11.1%
\$100,001 to \$200,000	1,111	- 8.0%	+ 16.9%	12.2	+ 41.9%	+ 16.2%	93	- 36.7%	- 1.1%
\$200,001 to \$300,000	1,378	+ 35.8%	- 5.0%	15.0	+ 105.5%	+ 2.9%	97	- 39.0%	- 9.3%
\$300,001 and Above	768	+ 73.8%	+ 25.7%	9.3	+ 165.7%	+ 29.5%	91	- 40.1%	- 5.2%
Total	3,468	+ 15.1%	+ 8.8%	11.9	+ 80.3%	+ 13.7%	321	- 41.2%	- 6.1%

Showings



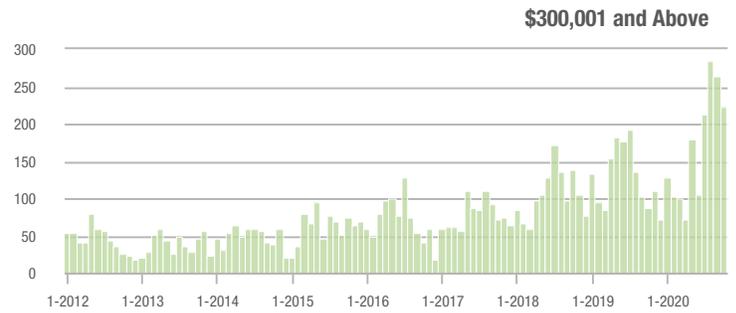
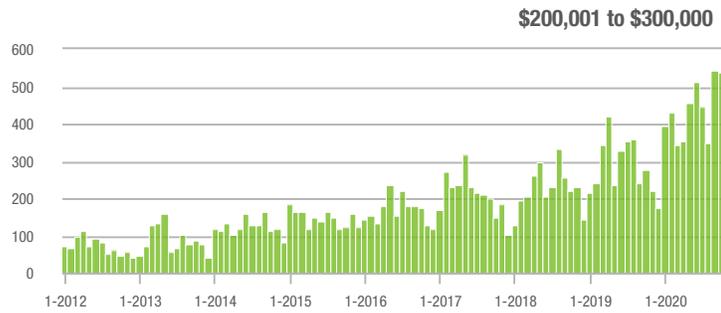
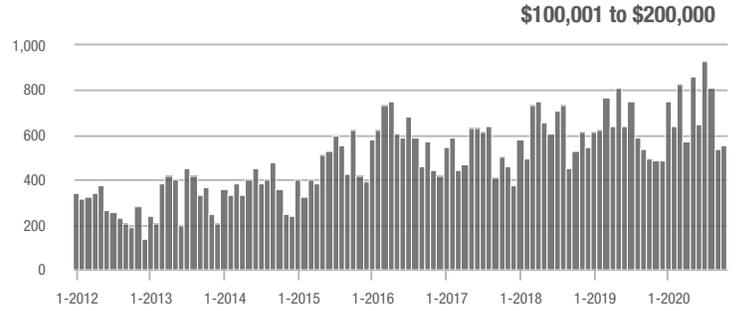
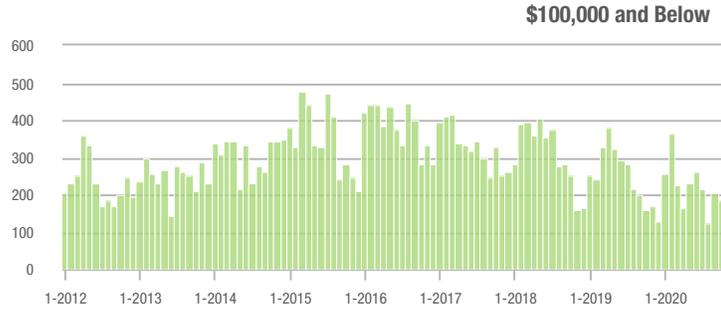
Buyer Interest (Showings/Listings)



Salisbury, NC

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	185	+ 14.9%	- 9.8%	3.5	+ 45.8%	- 16.8%	77	- 33.0%	- 7.2%
\$100,001 to \$200,000	559	+ 12.7%	+ 3.7%	8.9	+ 89.4%	+ 12.1%	73	- 42.1%	- 9.9%
\$200,001 to \$300,000	541	+ 93.9%	- 0.9%	7.9	+ 113.5%	- 11.8%	73	- 16.1%	+ 7.4%
\$300,001 and Above	223	+ 156.3%	- 15.2%	5.1	+ 218.8%	- 11.5%	48	- 28.4%	- 7.7%
Total	1,508	+ 47.4%	- 2.9%	6.7	+ 97.1%	- 4.1%	271	- 31.4%	- 4.6%

Showings



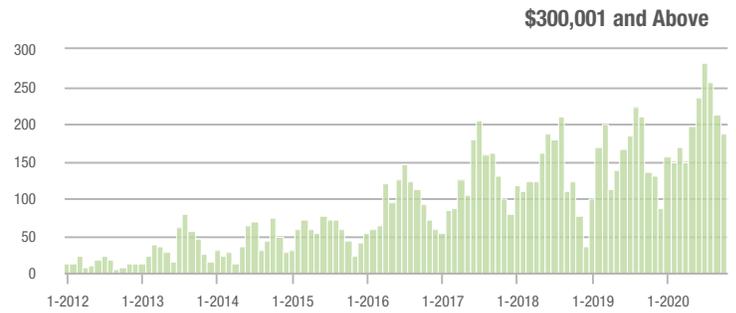
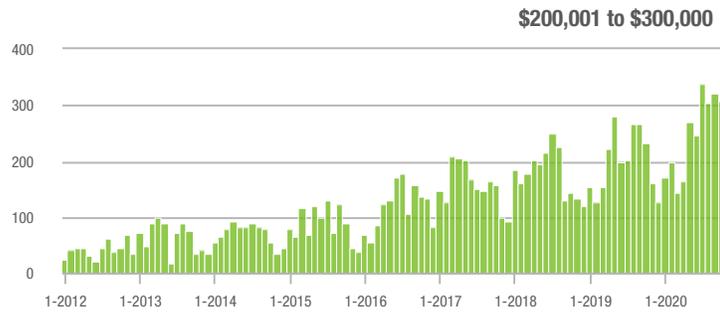
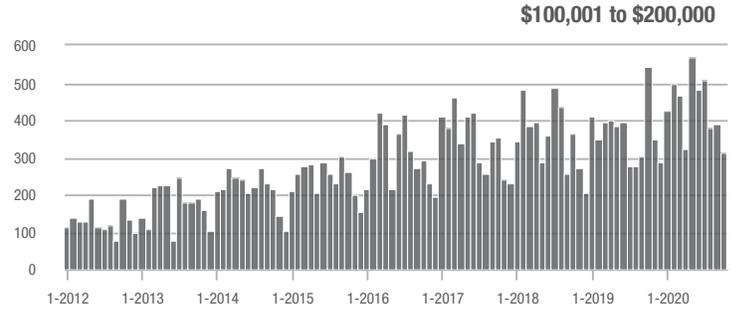
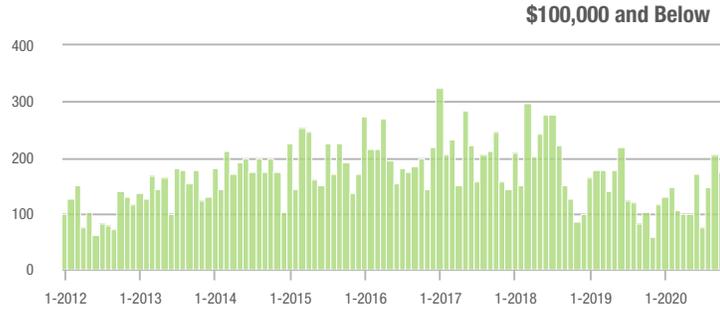
Buyer Interest (Showings/Listings)



Stanly County, NC

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	175	+ 68.3%	- 15.0%	5.8	+ 107.1%	- 23.1%	56	- 33.3%	0.0%
\$100,001 to \$200,000	312	- 42.4%	- 20.2%	6.0	- 3.2%	- 15.5%	66	- 38.9%	- 8.3%
\$200,001 to \$300,000	309	+ 32.6%	- 4.0%	5.5	+ 31.0%	- 5.8%	67	- 22.1%	- 2.9%
\$300,001 and Above	188	+ 38.2%	- 11.7%	5.2	+ 116.7%	+ 2.5%	48	- 31.4%	- 12.7%
Total	984	- 3.1%	- 13.1%	5.6	+ 30.2%	- 10.8%	237	- 31.9%	- 6.0%

Showings



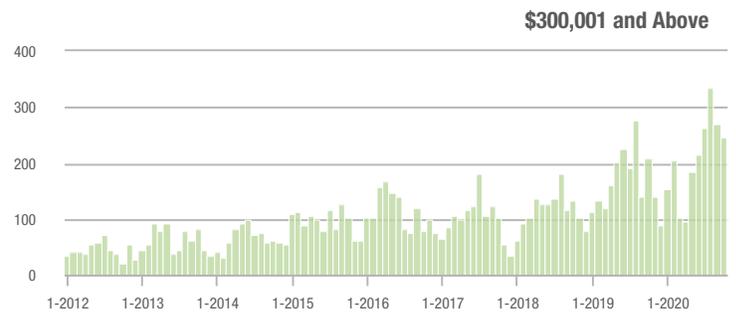
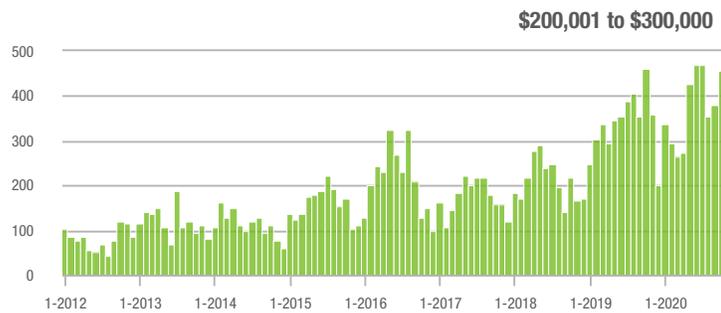
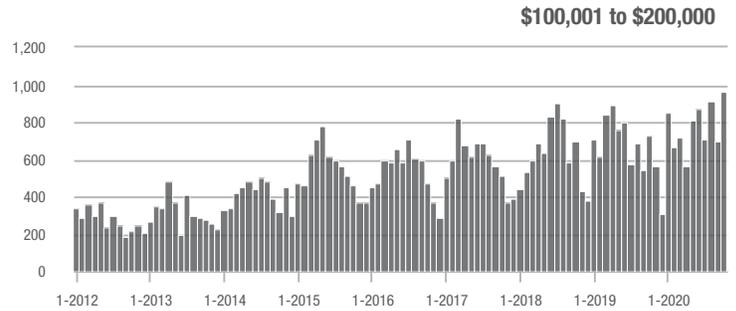
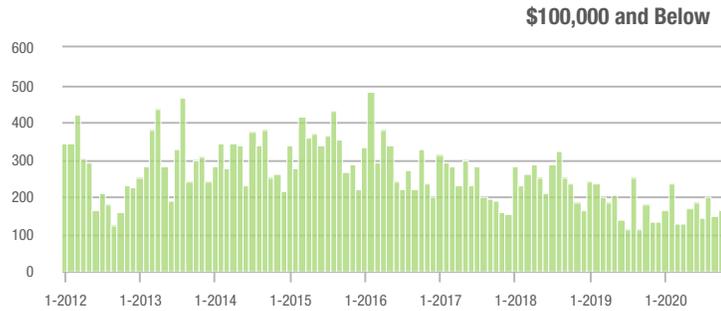
Buyer Interest (Showings/Listings)



Statesville, NC

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	163	- 9.4%	+ 8.7%	4.4	- 2.2%	+ 32.0%	89	- 21.9%	- 10.1%
\$100,001 to \$200,000	961	+ 32.2%	+ 38.5%	10.8	+ 45.9%	+ 33.8%	98	- 14.8%	+ 1.0%
\$200,001 to \$300,000	458	- 0.7%	+ 20.5%	7.5	+ 44.2%	+ 20.1%	72	- 30.1%	+ 1.4%
\$300,001 and Above	247	+ 19.3%	- 8.5%	5.3	+ 39.5%	- 6.2%	58	- 31.0%	- 9.4%
Total	1,829	+ 16.1%	+ 22.4%	8.0	+ 42.9%	+ 25.2%	317	- 23.8%	- 4.2%

Showings



Buyer Interest (Showings/Listings)

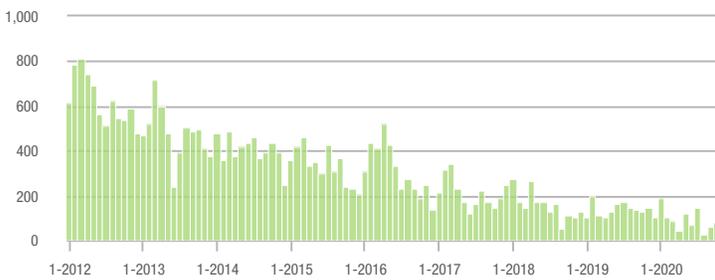


Union County, NC

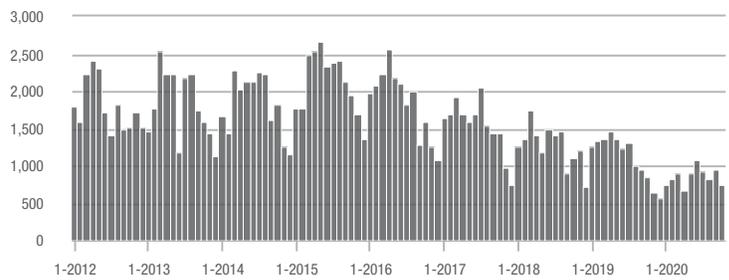
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	80	- 37.0%	+ 37.9%	2.0	- 4.8%	+ 11.6%	52	- 60.3%	- 3.7%
\$100,001 to \$200,000	731	- 14.0%	- 21.9%	8.7	+ 29.9%	- 18.4%	113	- 39.9%	- 8.1%
\$200,001 to \$300,000	2,421	+ 24.7%	+ 16.5%	12.9	+ 84.3%	+ 21.5%	203	- 36.2%	- 4.7%
\$300,001 and Above	4,878	+ 49.6%	- 7.5%	11.2	+ 103.6%	+ 4.6%	500	- 33.3%	- 12.1%
Total	8,110	+ 31.3%	- 2.8%	11.1	+ 91.4%	+ 6.2%	868	- 37.4%	- 9.5%

Showings

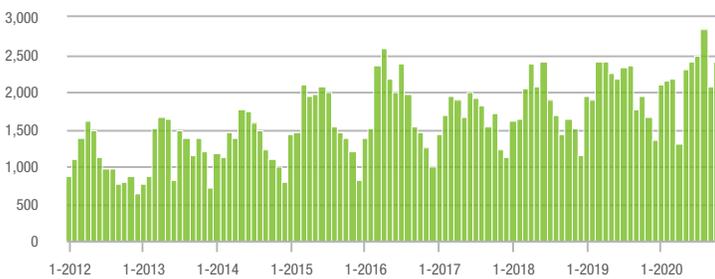
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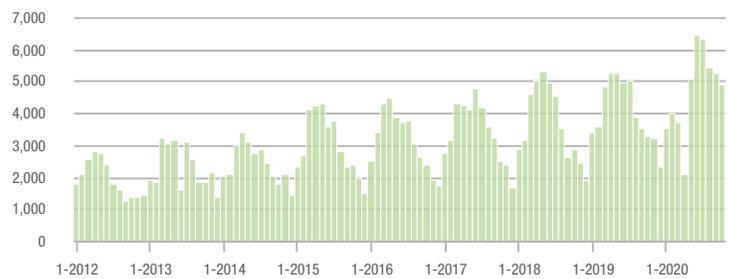
\$100,001 to \$200,000



\$200,001 to \$300,000

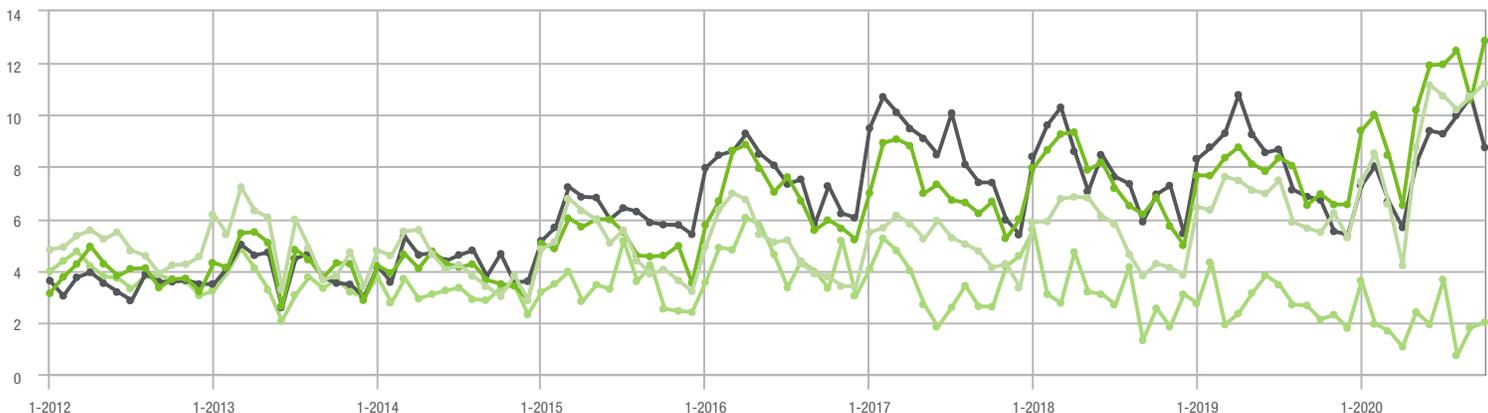


\$300,001 and Above



Buyer Interest (Showings/Listings)

— \$100,000 and Below
 — \$100,001 to \$200,000
 — \$200,001 to \$300,000
 — \$300,001 and Above

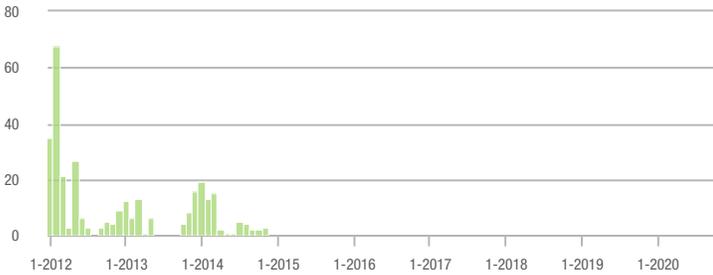


Uptown Charlotte

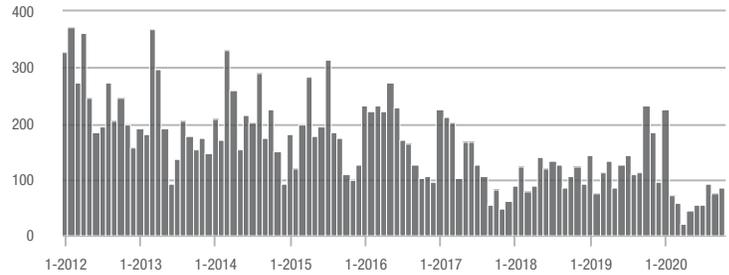
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	0	0.0%	0.0%	0.0	0.0%	0.0%	0	0.0%	0.0%
\$100,001 to \$200,000	87	- 62.7%	+ 17.6%	5.5	- 45.5%	- 16.6%	14	- 39.1%	+ 16.7%
\$200,001 to \$300,000	276	- 21.6%	- 13.8%	6.0	- 47.4%	- 10.0%	47	+ 51.6%	- 4.1%
\$300,001 and Above	362	- 18.3%	- 13.0%	4.5	- 36.6%	- 13.8%	84	+ 31.3%	+ 1.2%
Total	725	- 29.5%	- 10.5%	5.1	- 42.7%	- 12.8%	145	+ 22.9%	+ 0.7%

Showings

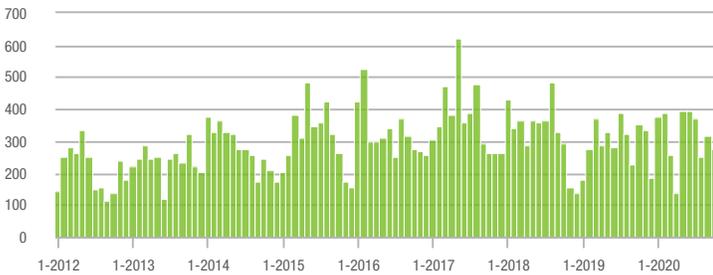
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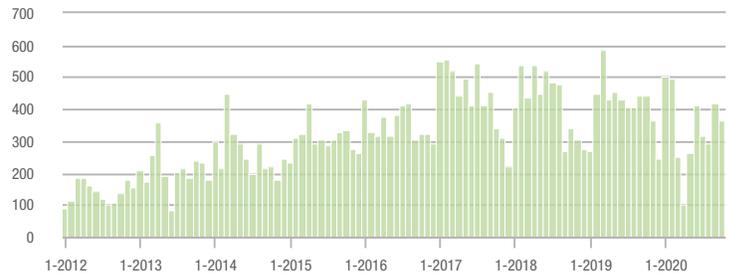
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



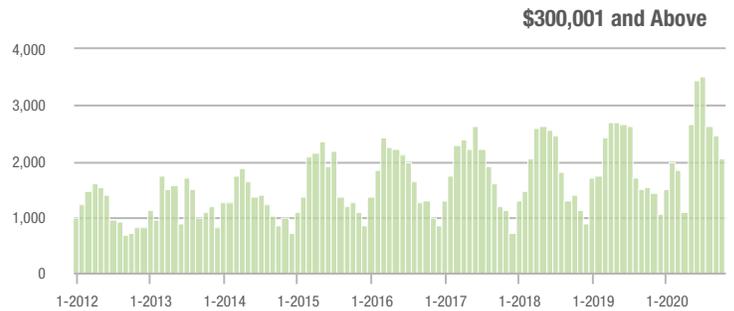
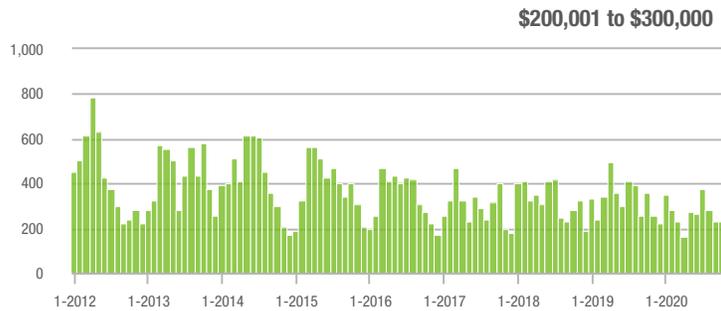
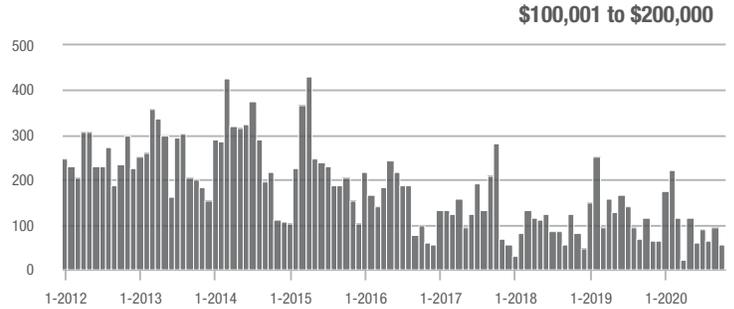
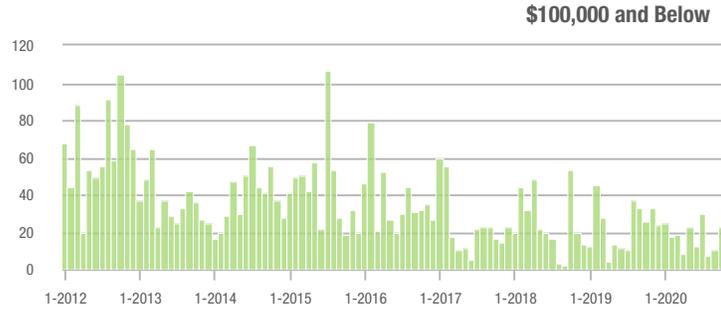
Buyer Interest (Showings/Listings)



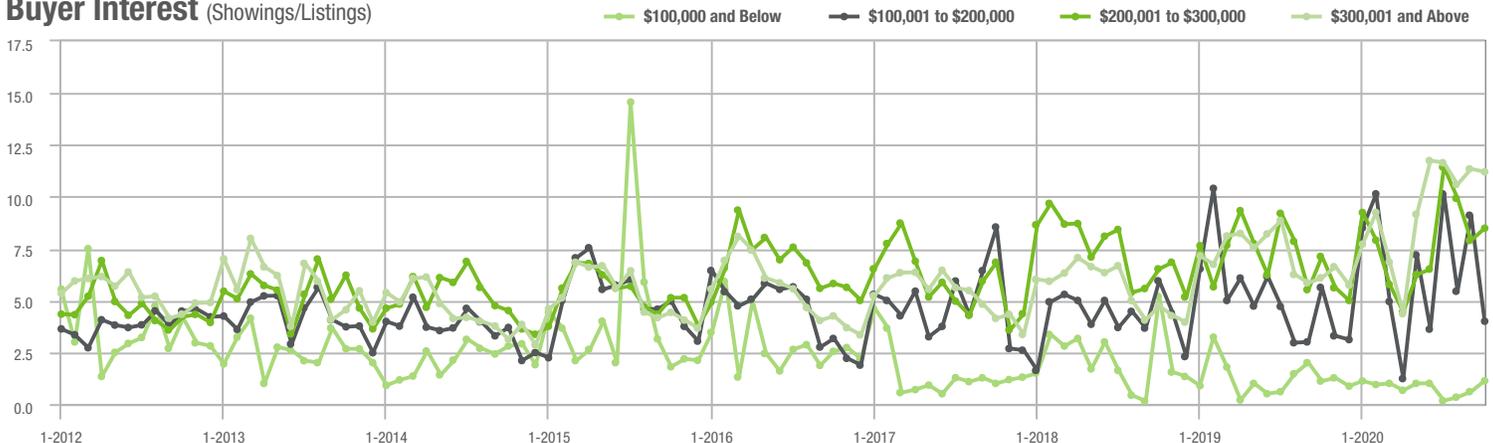
Waxhaw, NC

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	23	- 11.5%	+ 130.0%	1.1	0.0%	+ 87.5%	23	- 52.1%	+ 4.5%
\$100,001 to \$200,000	55	- 52.6%	- 42.7%	4.0	- 28.6%	- 56.1%	19	- 53.7%	- 9.5%
\$200,001 to \$300,000	230	- 35.4%	- 0.9%	8.5	+ 19.7%	+ 7.4%	32	- 54.3%	- 11.1%
\$300,001 and Above	2,039	+ 31.9%	- 17.6%	11.2	+ 83.6%	- 1.3%	206	- 32.0%	- 16.6%
Total	2,347	+ 14.8%	- 16.6%	10.2	+ 72.9%	- 4.2%	280	- 39.4%	- 14.1%

Showings



Buyer Interest (Showings/Listings)

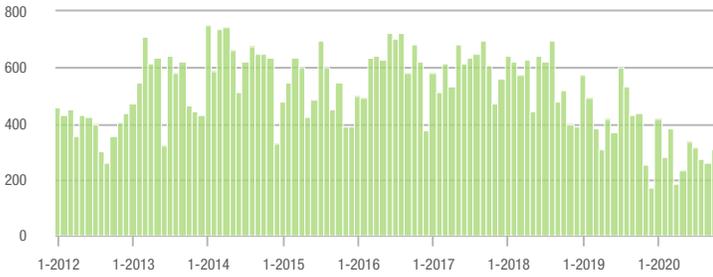


York County, SC

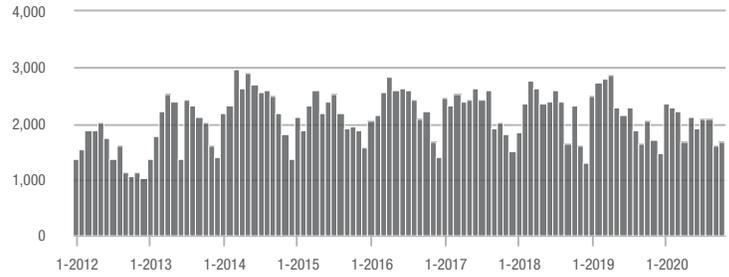
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change	October 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	309	- 29.9%	+ 17.9%	5.3	+ 6.0%	+ 21.3%	105	- 38.2%	- 6.3%
\$100,001 to \$200,000	1,677	- 18.0%	+ 3.5%	10.6	+ 34.2%	+ 4.4%	187	- 37.7%	- 5.6%
\$200,001 to \$300,000	2,689	+ 11.1%	- 4.4%	12.5	+ 76.1%	+ 8.3%	240	- 41.3%	- 12.1%
\$300,001 and Above	3,723	+ 29.5%	- 15.0%	9.6	+ 100.0%	+ 1.7%	431	- 39.6%	- 17.1%
Total	8,398	+ 7.9%	- 7.5%	10.3	+ 68.9%	+ 4.8%	963	- 39.5%	- 12.7%

Showings

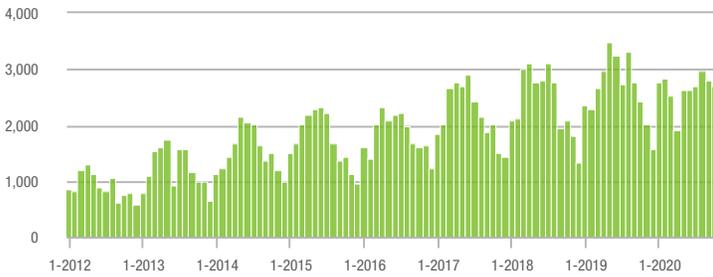
\$100,000 and Below



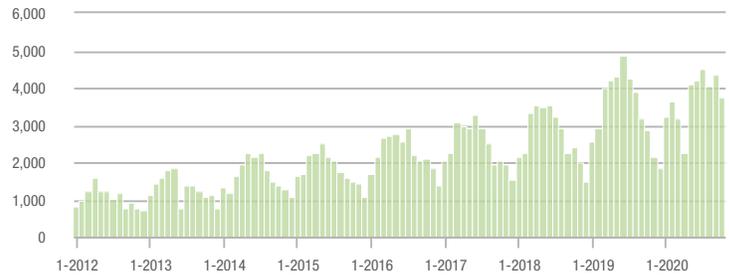
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

