

Local Market Update for July 2018

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

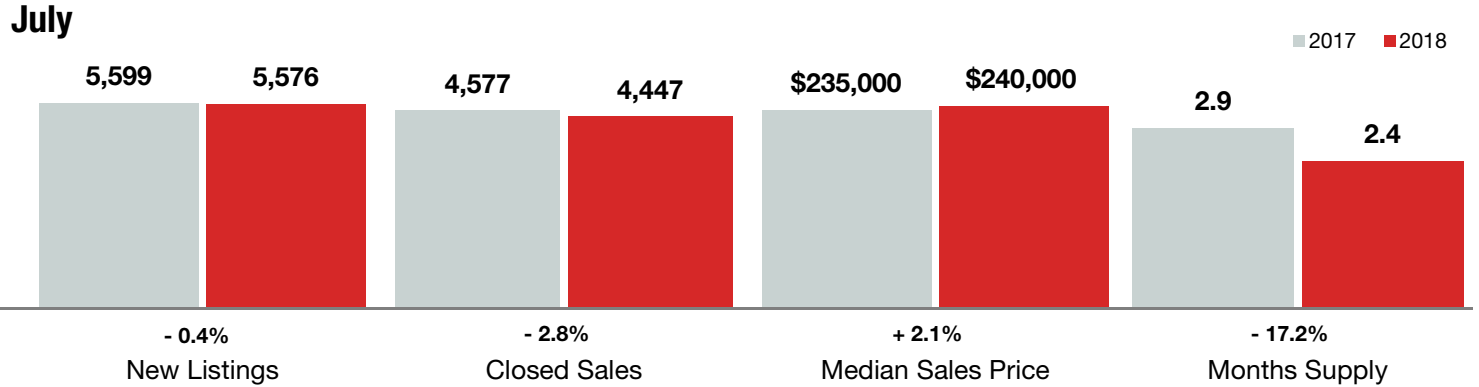


Charlotte Region

North Carolina

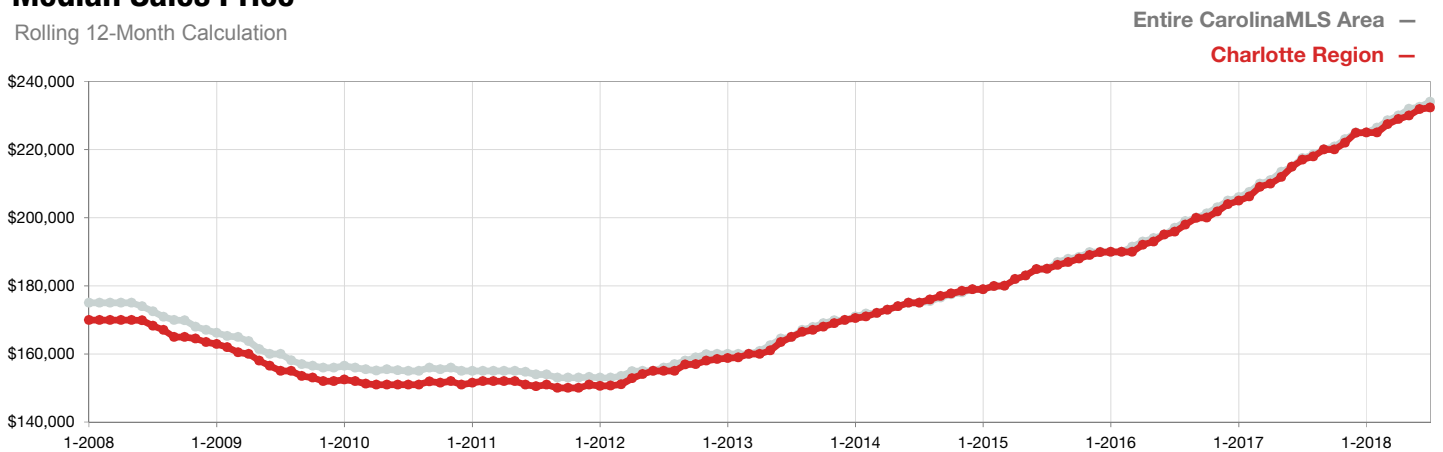
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 5,599 | 5,576 | - 0.4% | 38,586 | 38,339 | - 0.6% |
| Pending Sales | 4,398 | 4,947 | + 12.5% | 30,882 | 31,359 | + 1.5% |
| Closed Sales | 4,577 | 4,447 | - 2.8% | 28,507 | 28,215 | - 1.0% |
| Median Sales Price* | \$235,000 | \$240,000 | + 2.1% | \$224,000 | \$238,000 | + 6.3% |
| Average Sales Price* | \$276,434 | \$290,486 | + 5.1% | \$269,638 | \$287,642 | + 6.7% |
| Percent of Original List Price Received* | 97.2% | 97.2% | 0.0% | 97.0% | 97.2% | + 0.2% |
| List to Close | 91 | 83 | - 8.8% | 100 | 93 | - 7.0% |
| Days on Market Until Sale | 42 | 36 | - 14.3% | 49 | 43 | - 12.2% |
| Cumulative Days on Market Until Sale | 49 | 42 | - 14.3% | 58 | 51 | - 12.1% |
| Inventory of Homes for Sale | 11,701 | 9,790 | - 16.3% | -- | -- | -- |
| Months Supply of Inventory | 2.9 | 2.4 | - 17.2% | -- | -- | -- |

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



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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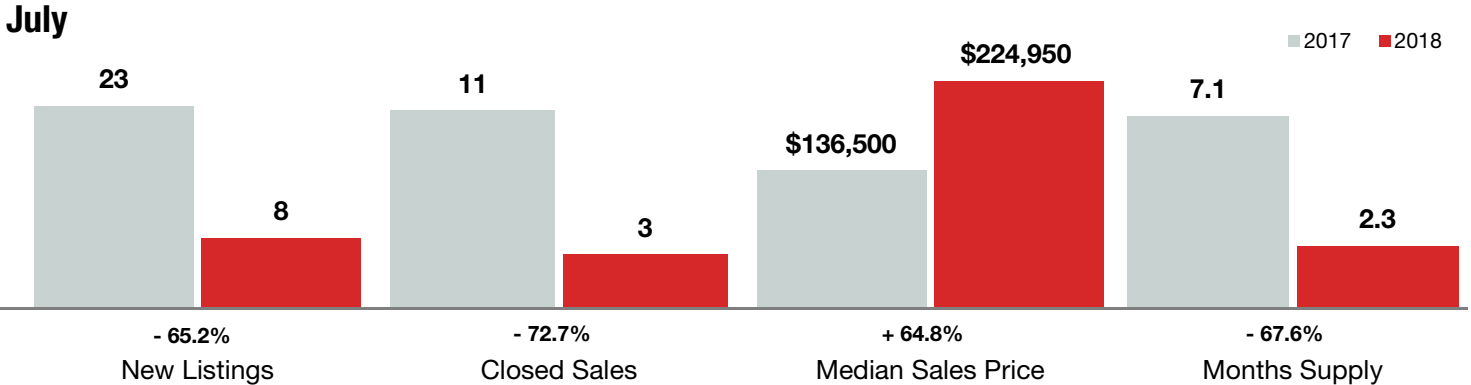


Alexander County

North Carolina

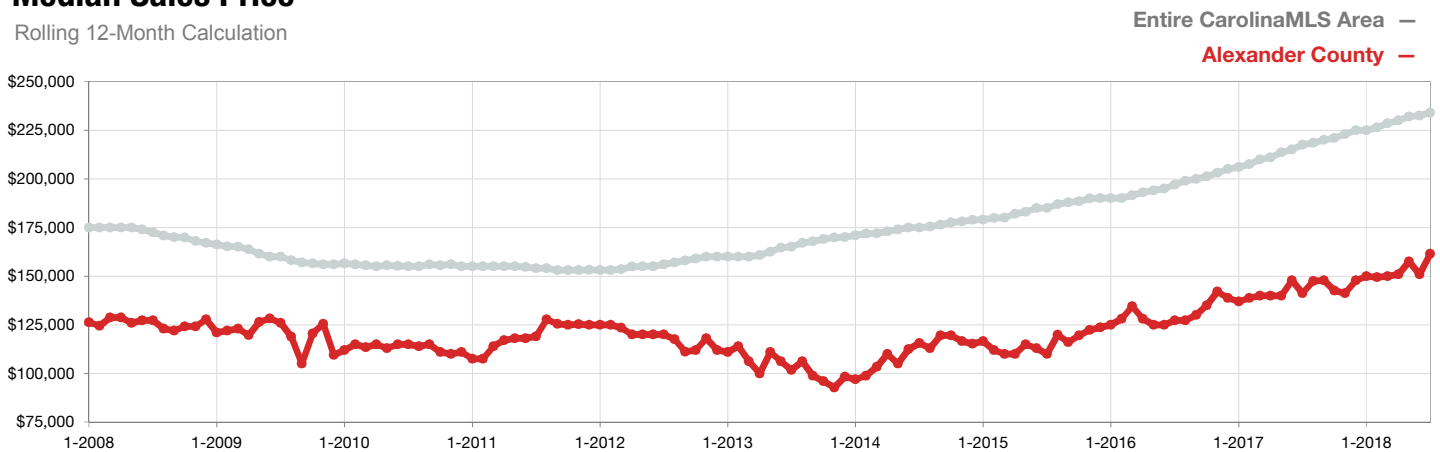
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 23 | 8 | - 65.2% | 138 | 47 | - 65.9% |
| Pending Sales | 10 | 4 | - 60.0% | 93 | 33 | - 64.5% |
| Closed Sales | 11 | 3 | - 72.7% | 91 | 38 | - 58.2% |
| Median Sales Price* | \$136,500 | \$224,950 | + 64.8% | \$140,000 | \$189,900 | + 35.6% |
| Average Sales Price* | \$178,918 | \$224,950 | + 25.7% | \$180,601 | \$216,871 | + 20.1% |
| Percent of Original List Price Received* | 95.2% | 98.3% | + 3.3% | 92.8% | 90.8% | - 2.2% |
| List to Close | 110 | 287 | + 160.9% | 134 | 175 | + 30.6% |
| Days on Market Until Sale | 63 | 12 | - 81.0% | 81 | 113 | + 39.5% |
| Cumulative Days on Market Until Sale | 79 | 12 | - 84.8% | 87 | 100 | + 14.9% |
| Inventory of Homes for Sale | 86 | 19 | - 77.9% | -- | -- | -- |
| Months Supply of Inventory | 7.1 | 2.3 | - 67.6% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



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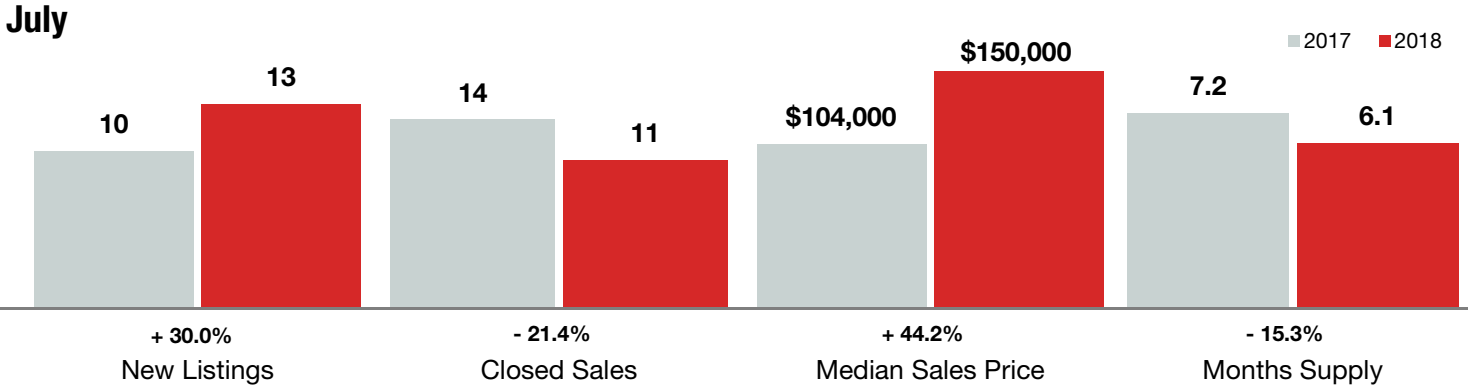


Anson County

North Carolina

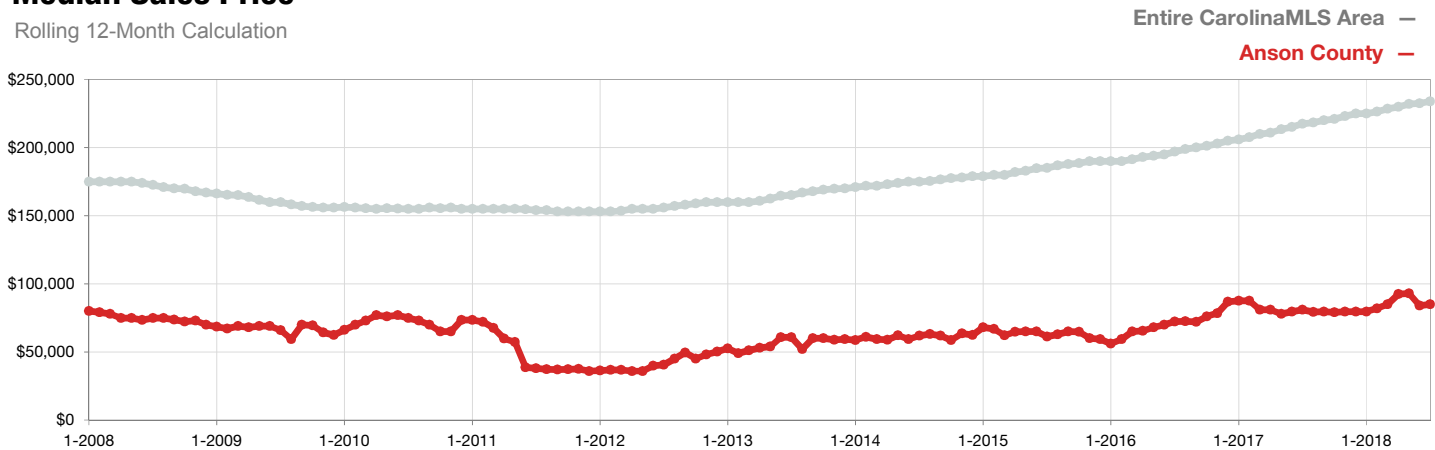
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 10 | 13 | + 30.0% | 106 | 93 | - 12.3% |
| Pending Sales | 13 | 10 | - 23.1% | 93 | 81 | - 12.9% |
| Closed Sales | 14 | 11 | - 21.4% | 87 | 83 | - 4.6% |
| Median Sales Price* | \$104,000 | \$150,000 | + 44.2% | \$79,500 | \$94,000 | + 18.2% |
| Average Sales Price* | \$113,057 | \$137,932 | + 22.0% | \$108,082 | \$119,054 | + 10.2% |
| Percent of Original List Price Received* | 87.5% | 90.6% | + 3.5% | 90.4% | 90.3% | - 0.1% |
| List to Close | 149 | 213 | + 43.0% | 220 | 195 | - 11.4% |
| Days on Market Until Sale | 95 | 149 | + 56.8% | 179 | 165 | - 7.8% |
| Cumulative Days on Market Until Sale | 91 | 185 | + 103.3% | 182 | 168 | - 7.7% |
| Inventory of Homes for Sale | 85 | 66 | - 22.4% | -- | -- | -- |
| Months Supply of Inventory | 7.2 | 6.1 | - 15.3% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



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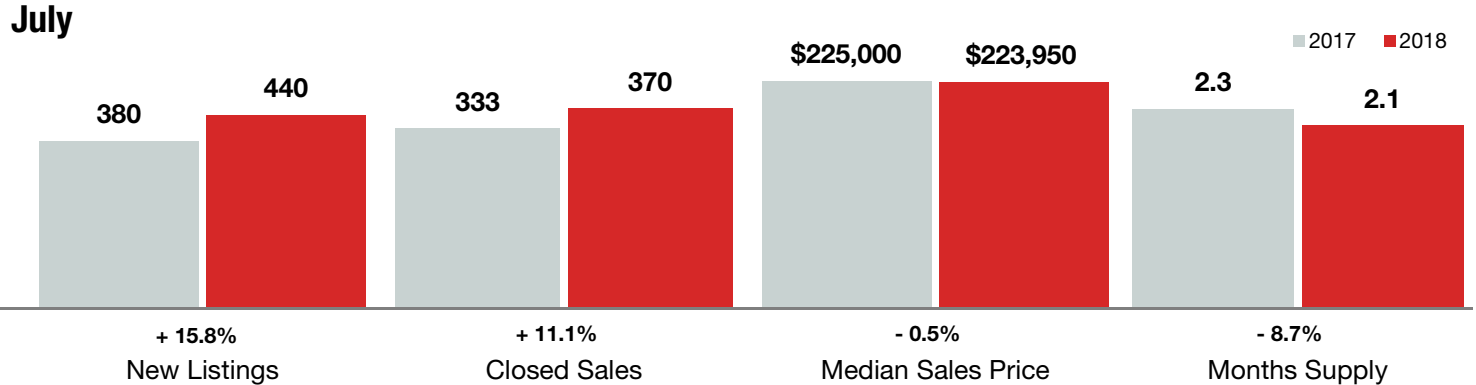
Charlotte Regional Realtor® Association

Cabarrus County

North Carolina

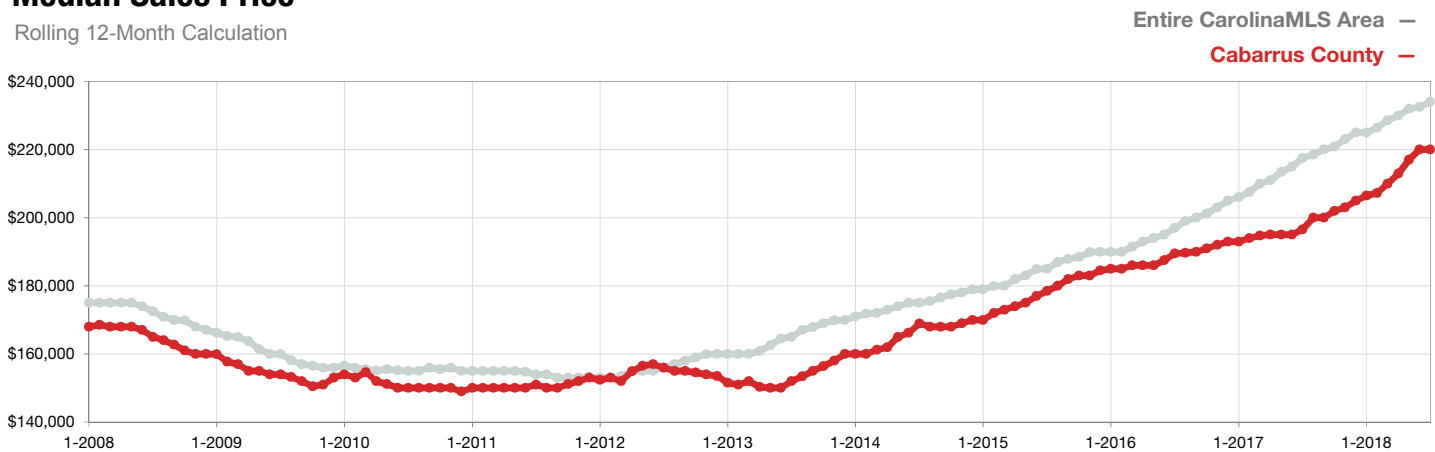
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 380 | 440 | + 15.8% | 2,856 | 3,020 | + 5.7% |
| Pending Sales | 308 | 398 | + 29.2% | 2,332 | 2,432 | + 4.3% |
| Closed Sales | 333 | 370 | + 11.1% | 2,084 | 2,203 | + 5.7% |
| Median Sales Price* | \$225,000 | \$223,950 | - 0.5% | \$200,000 | \$225,000 | + 12.5% |
| Average Sales Price* | \$243,767 | \$239,742 | - 1.7% | \$223,802 | \$246,419 | + 10.1% |
| Percent of Original List Price Received* | 97.9% | 97.6% | - 0.3% | 97.2% | 97.5% | + 0.3% |
| List to Close | 84 | 80 | - 4.8% | 89 | 89 | 0.0% |
| Days on Market Until Sale | 36 | 33 | - 8.3% | 41 | 35 | - 14.6% |
| Cumulative Days on Market Until Sale | 42 | 41 | - 2.4% | 48 | 42 | - 12.5% |
| Inventory of Homes for Sale | 691 | 673 | - 2.6% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 2.1 | - 8.7% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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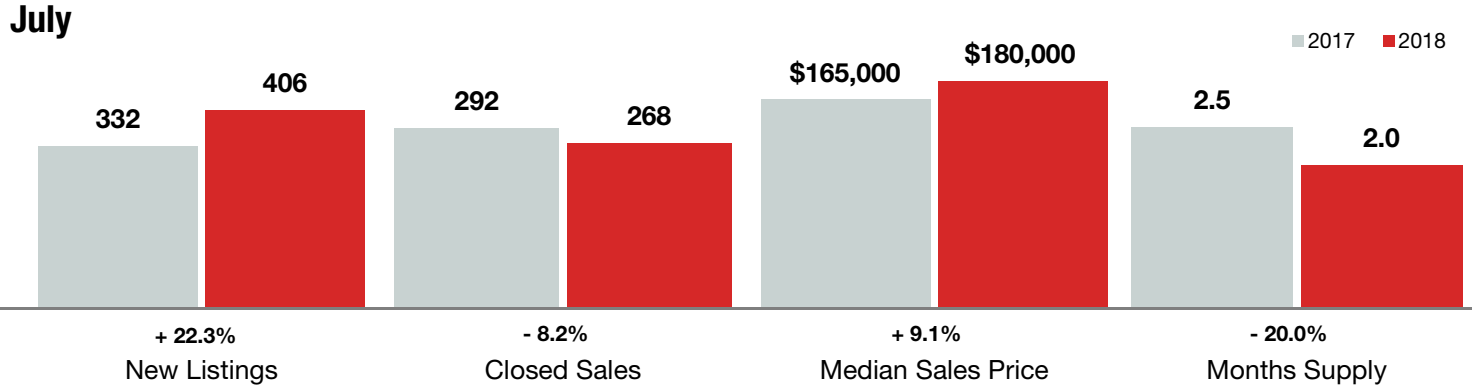


Gaston County

North Carolina

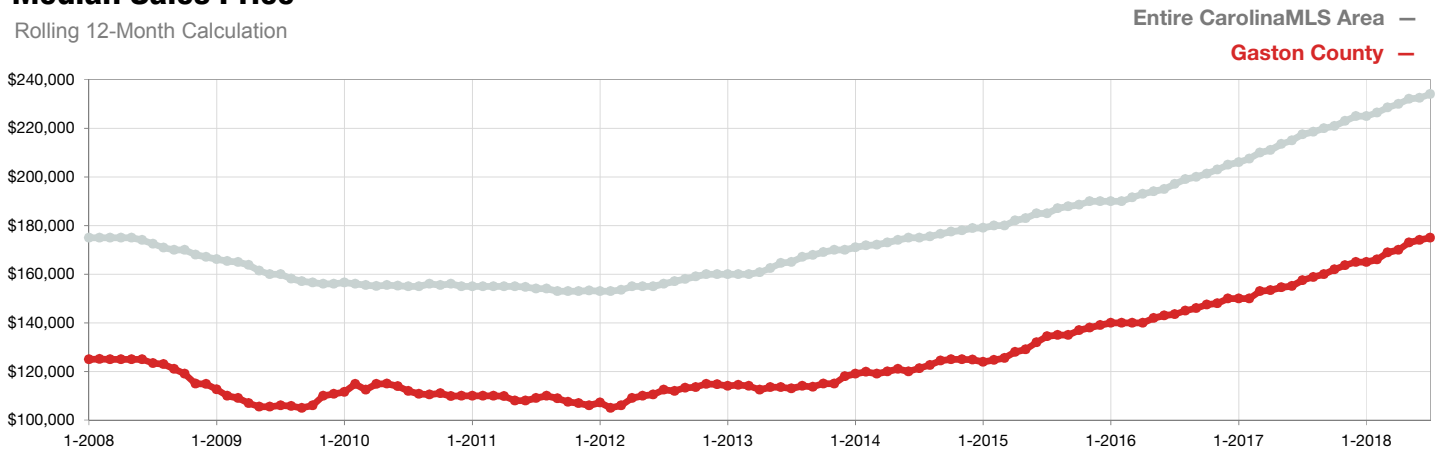
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 332 | 406 | + 22.3% | 2,312 | 2,447 | + 5.8% |
| Pending Sales | 302 | 340 | + 12.6% | 1,994 | 2,123 | + 6.5% |
| Closed Sales | 292 | 268 | - 8.2% | 1,871 | 1,891 | + 1.1% |
| Median Sales Price* | \$165,000 | \$180,000 | + 9.1% | \$160,272 | \$178,700 | + 11.5% |
| Average Sales Price* | \$190,114 | \$197,439 | + 3.9% | \$180,578 | \$193,350 | + 7.1% |
| Percent of Original List Price Received* | 97.3% | 97.7% | + 0.4% | 96.9% | 97.3% | + 0.4% |
| List to Close | 104 | 80 | - 23.1% | 109 | 94 | - 13.8% |
| Days on Market Until Sale | 47 | 30 | - 36.2% | 53 | 41 | - 22.6% |
| Cumulative Days on Market Until Sale | 55 | 33 | - 40.0% | 61 | 46 | - 24.6% |
| Inventory of Homes for Sale | 668 | 558 | - 16.5% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 2.0 | - 20.0% | -- | -- | -- |

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Median Sales Price

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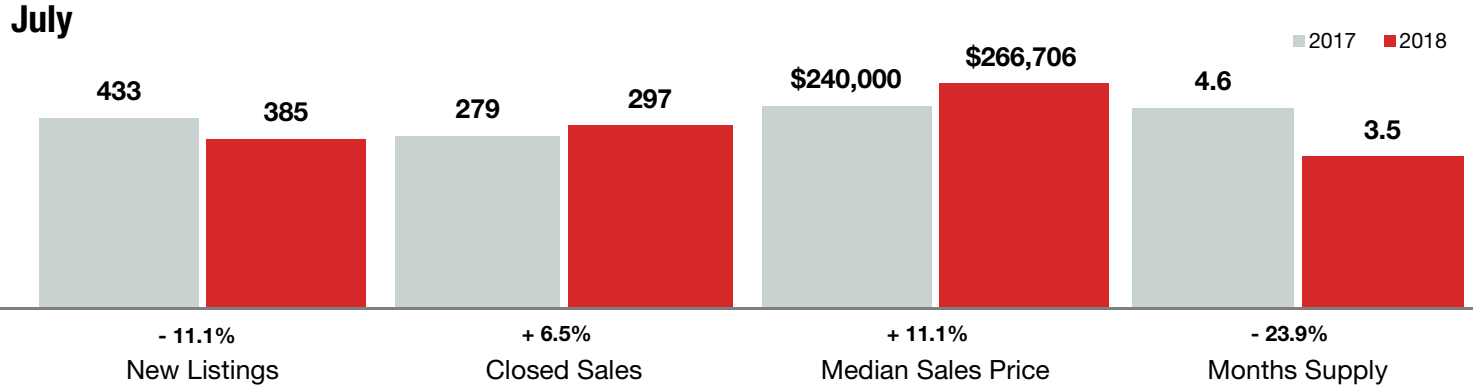
Charlotte Regional Realtor® Association

Iredell County

North Carolina

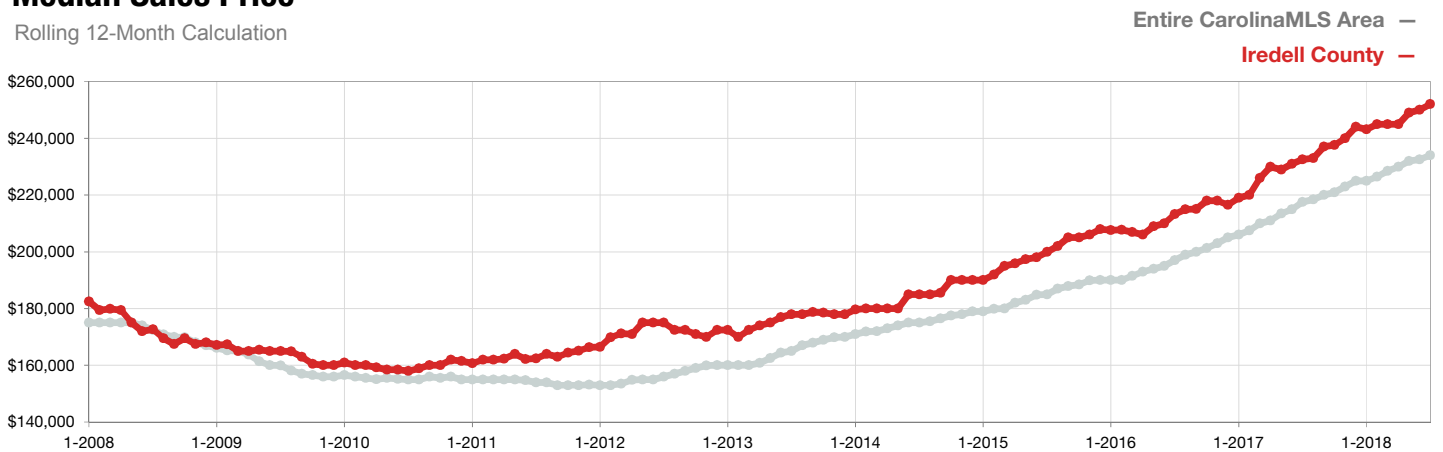
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 433 | 385 | - 11.1% | 2,721 | 2,682 | - 1.4% |
| Pending Sales | 296 | 365 | + 23.3% | 1,915 | 2,056 | + 7.4% |
| Closed Sales | 279 | 297 | + 6.5% | 1,736 | 1,811 | + 4.3% |
| Median Sales Price* | \$240,000 | \$266,706 | + 11.1% | \$240,000 | \$255,000 | + 6.3% |
| Average Sales Price* | \$314,110 | \$326,600 | + 4.0% | \$297,415 | \$320,668 | + 7.8% |
| Percent of Original List Price Received* | 95.8% | 95.9% | + 0.1% | 95.5% | 95.9% | + 0.4% |
| List to Close | 107 | 102 | - 4.7% | 118 | 117 | - 0.8% |
| Days on Market Until Sale | 57 | 53 | - 7.0% | 68 | 66 | - 2.9% |
| Cumulative Days on Market Until Sale | 68 | 71 | + 4.4% | 82 | 80 | - 2.4% |
| Inventory of Homes for Sale | 1,174 | 954 | - 18.7% | -- | -- | -- |
| Months Supply of Inventory | 4.6 | 3.5 | - 23.9% | -- | -- | -- |

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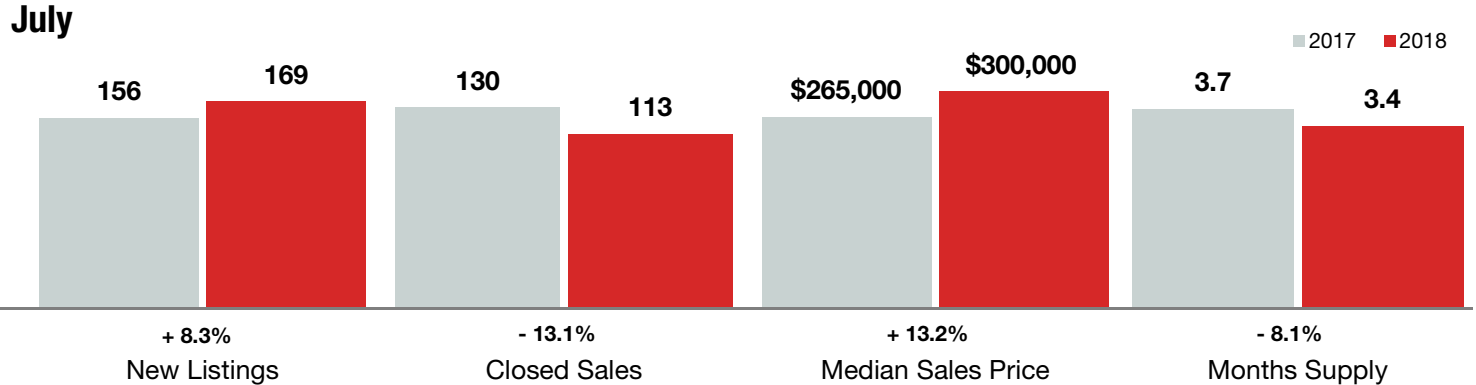
Charlotte Regional Realtor® Association

Lincoln County

North Carolina

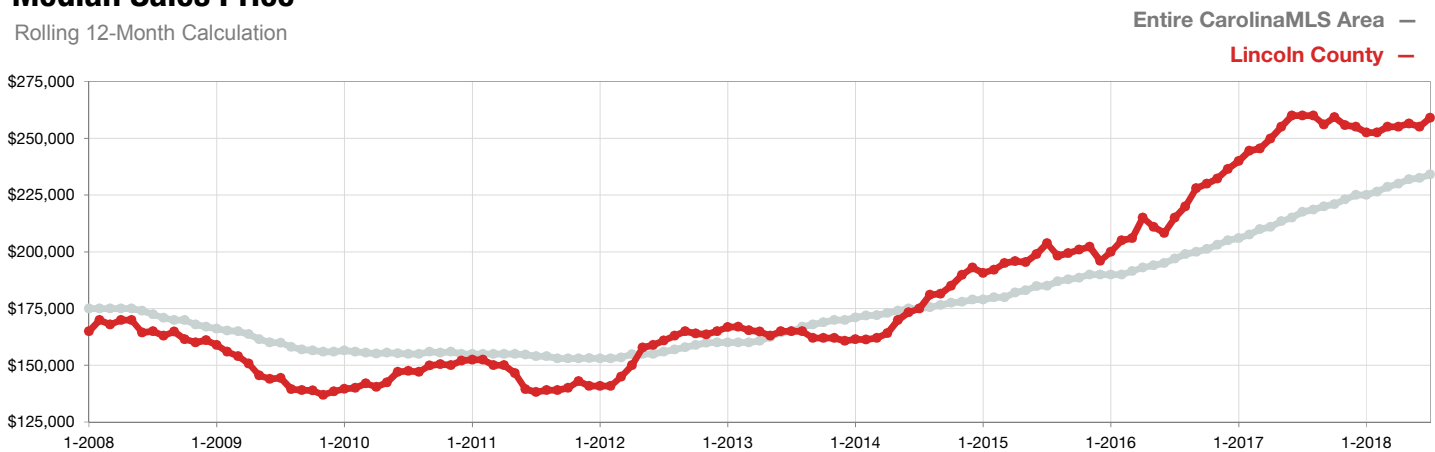
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 156 | 169 | + 8.3% | 1,201 | 1,153 | - 4.0% |
| Pending Sales | 156 | 152 | - 2.6% | 939 | 882 | - 6.1% |
| Closed Sales | 130 | 113 | - 13.1% | 812 | 751 | - 7.5% |
| Median Sales Price* | \$265,000 | \$300,000 | + 13.2% | \$261,500 | \$266,000 | + 1.7% |
| Average Sales Price* | \$303,164 | \$343,492 | + 13.3% | \$287,646 | \$290,985 | + 1.2% |
| Percent of Original List Price Received* | 96.4% | 94.3% | - 2.2% | 96.5% | 95.7% | - 0.8% |
| List to Close | 112 | 125 | + 11.6% | 113 | 116 | + 2.7% |
| Days on Market Until Sale | 58 | 68 | + 17.2% | 61 | 63 | + 3.3% |
| Cumulative Days on Market Until Sale | 60 | 79 | + 31.7% | 71 | 74 | + 4.2% |
| Inventory of Homes for Sale | 451 | 386 | - 14.4% | -- | -- | -- |
| Months Supply of Inventory | 3.7 | 3.4 | - 8.1% | -- | -- | -- |

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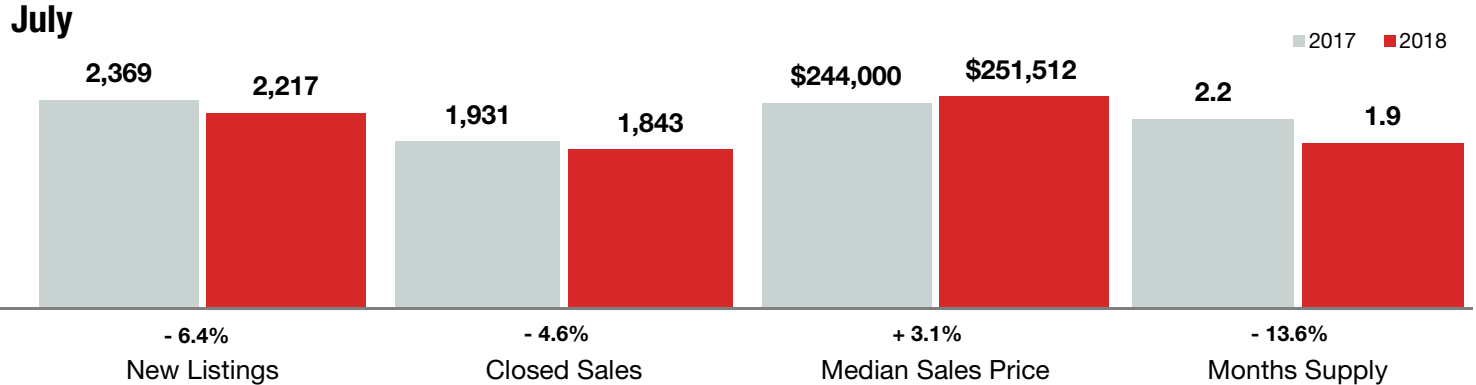


Mecklenburg County

North Carolina

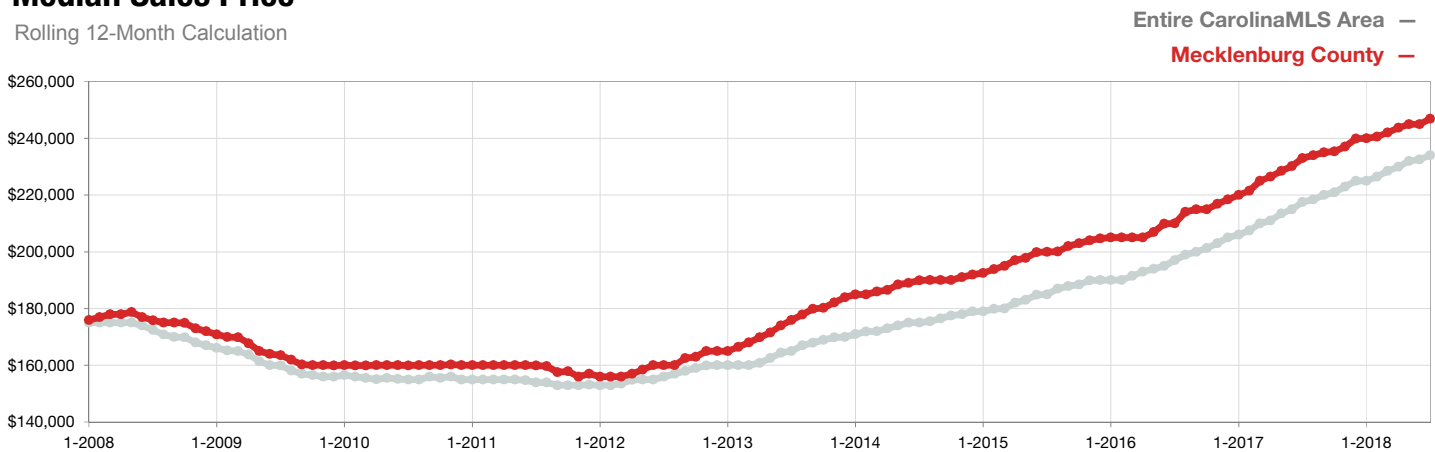
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 2,369 | 2,217 | - 6.4% | 16,224 | 15,844 | - 2.3% |
| Pending Sales | 1,846 | 1,940 | + 5.1% | 13,222 | 13,067 | - 1.2% |
| Closed Sales | 1,931 | 1,843 | - 4.6% | 12,343 | 11,928 | - 3.4% |
| Median Sales Price* | \$244,000 | \$251,512 | + 3.1% | \$240,000 | \$253,000 | + 5.4% |
| Average Sales Price* | \$297,171 | \$317,005 | + 6.7% | \$300,811 | \$322,468 | + 7.2% |
| Percent of Original List Price Received* | 98.0% | 97.8% | - 0.2% | 98.1% | 98.1% | 0.0% |
| List to Close | 78 | 74 | - 5.1% | 87 | 82 | - 5.7% |
| Days on Market Until Sale | 27 | 27 | 0.0% | 33 | 32 | - 3.0% |
| Cumulative Days on Market Until Sale | 32 | 32 | 0.0% | 40 | 38 | - 5.0% |
| Inventory of Homes for Sale | 3,725 | 3,279 | - 12.0% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 1.9 | - 13.6% | -- | -- | -- |

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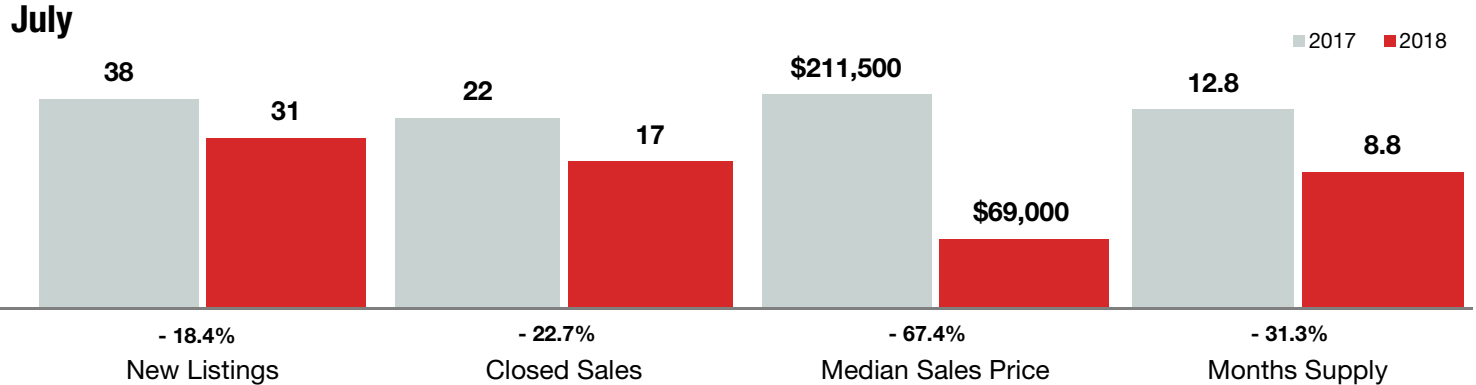
Charlotte Regional Realtor® Association

Montgomery County

North Carolina

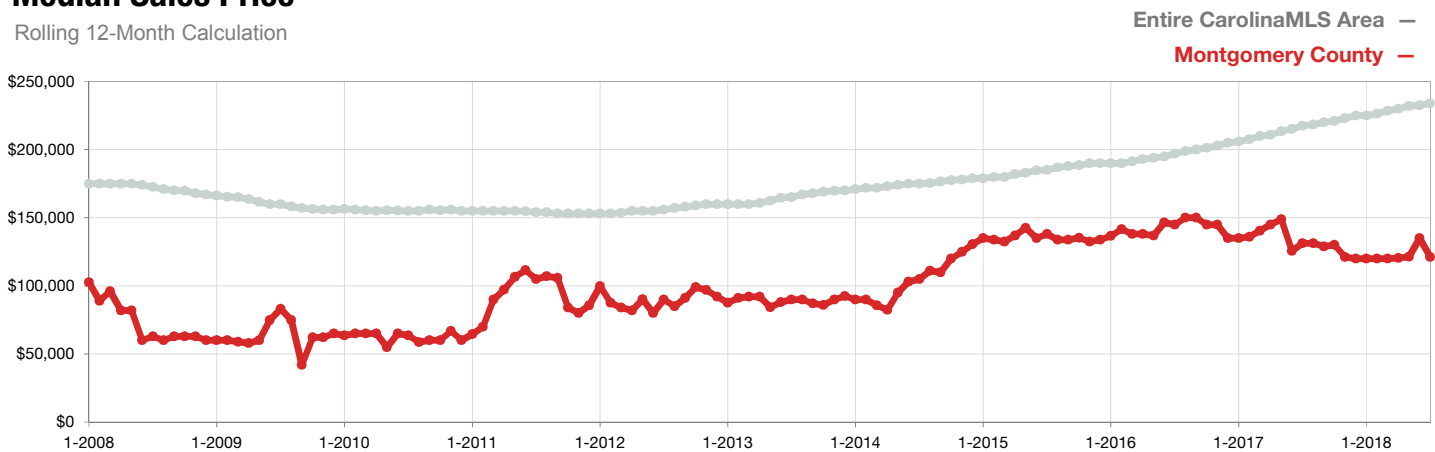
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 38 | 31 | - 18.4% | 223 | 232 | + 4.0% |
| Pending Sales | 32 | 35 | + 9.4% | 139 | 141 | + 1.4% |
| Closed Sales | 22 | 17 | - 22.7% | 117 | 112 | - 4.3% |
| Median Sales Price* | \$211,500 | \$69,000 | - 67.4% | \$119,000 | \$135,000 | + 13.4% |
| Average Sales Price* | \$339,791 | \$110,150 | - 67.6% | \$216,127 | \$220,409 | + 2.0% |
| Percent of Original List Price Received* | 87.2% | 86.6% | - 0.7% | 87.7% | 88.2% | + 0.6% |
| List to Close | 193 | 183 | - 5.2% | 204 | 161 | - 21.1% |
| Days on Market Until Sale | 181 | 151 | - 16.6% | 171 | 121 | - 29.2% |
| Cumulative Days on Market Until Sale | 199 | 151 | - 24.1% | 193 | 139 | - 28.0% |
| Inventory of Homes for Sale | 221 | 167 | - 24.4% | -- | -- | -- |
| Months Supply of Inventory | 12.8 | 8.8 | - 31.3% | -- | -- | -- |

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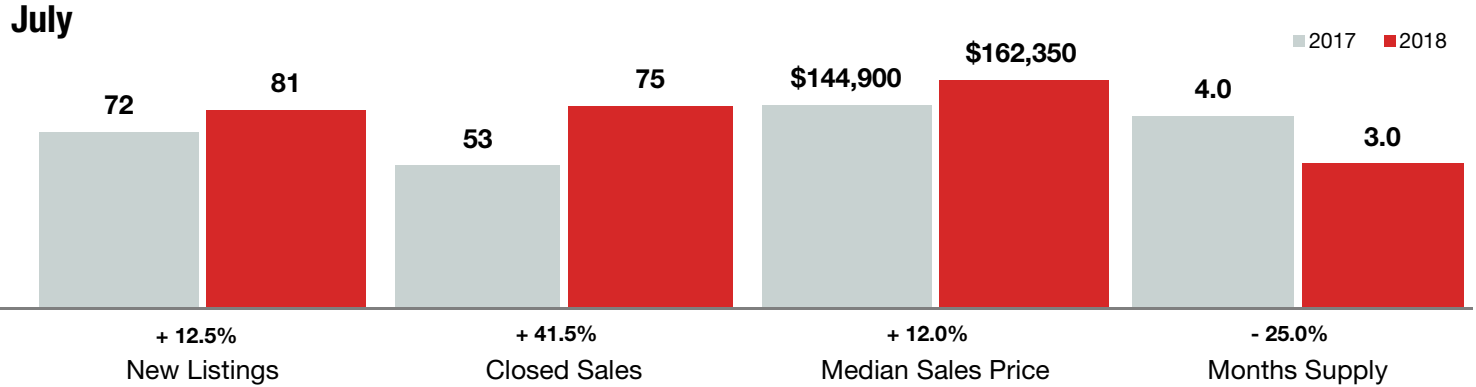


Stanly County

North Carolina

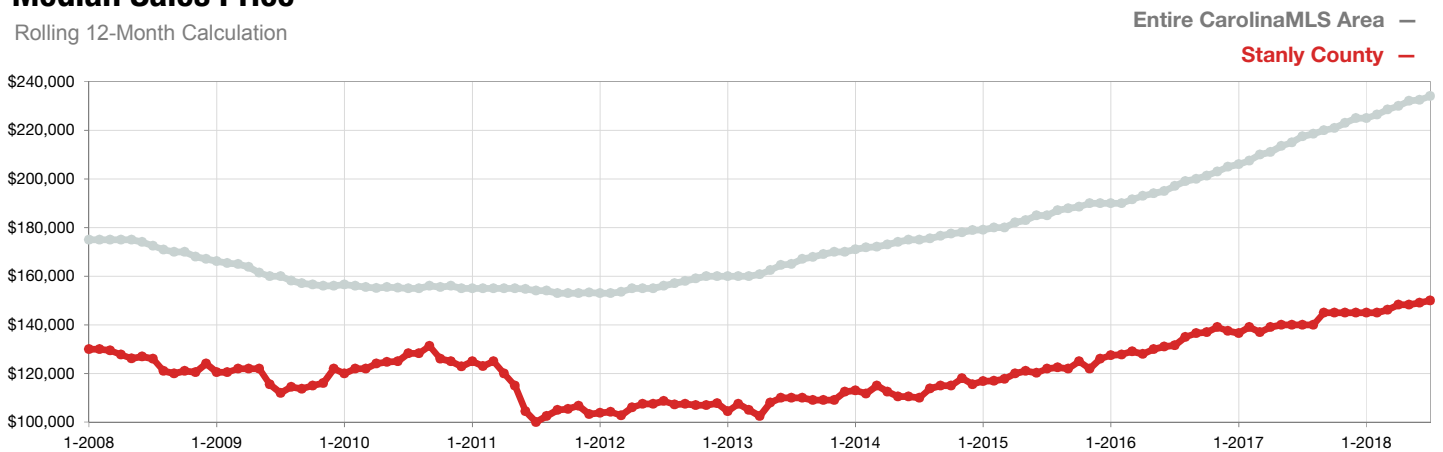
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|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 72 | 81 | + 12.5% | 498 | 565 | + 13.5% |
| Pending Sales | 58 | 78 | + 34.5% | 430 | 479 | + 11.4% |
| Closed Sales | 53 | 75 | + 41.5% | 391 | 408 | + 4.3% |
| Median Sales Price* | \$144,900 | \$162,350 | + 12.0% | \$141,250 | \$150,250 | + 6.4% |
| Average Sales Price* | \$154,062 | \$191,737 | + 24.5% | \$154,825 | \$174,091 | + 12.4% |
| Percent of Original List Price Received* | 92.1% | 94.1% | + 2.2% | 93.7% | 94.2% | + 0.5% |
| List to Close | 141 | 100 | - 29.1% | 132 | 112 | - 15.2% |
| Days on Market Until Sale | 92 | 53 | - 42.4% | 80 | 64 | - 20.0% |
| Cumulative Days on Market Until Sale | 105 | 59 | - 43.8% | 93 | 74 | - 20.4% |
| Inventory of Homes for Sale | 217 | 183 | - 15.7% | -- | -- | -- |
| Months Supply of Inventory | 4.0 | 3.0 | - 25.0% | -- | -- | -- |

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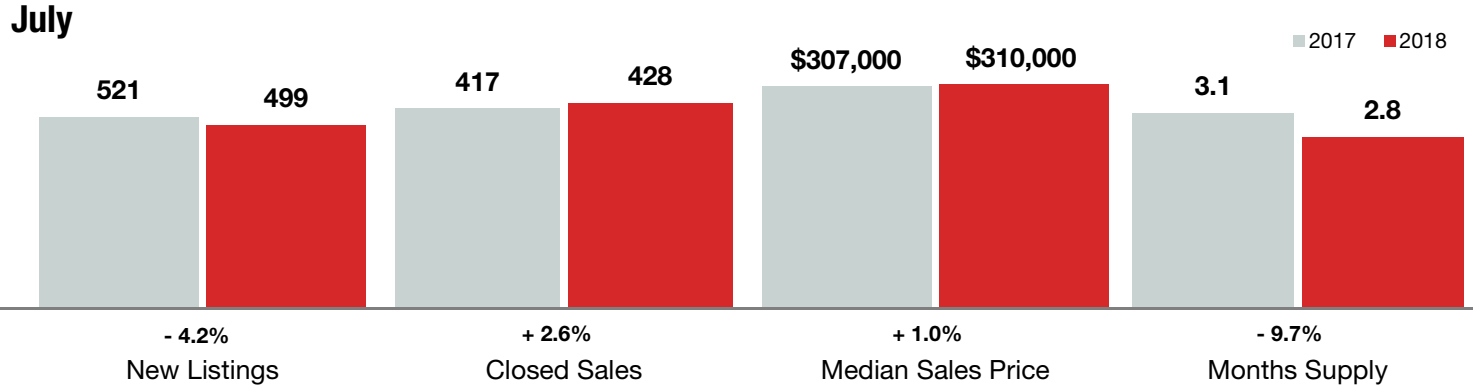


Union County

North Carolina

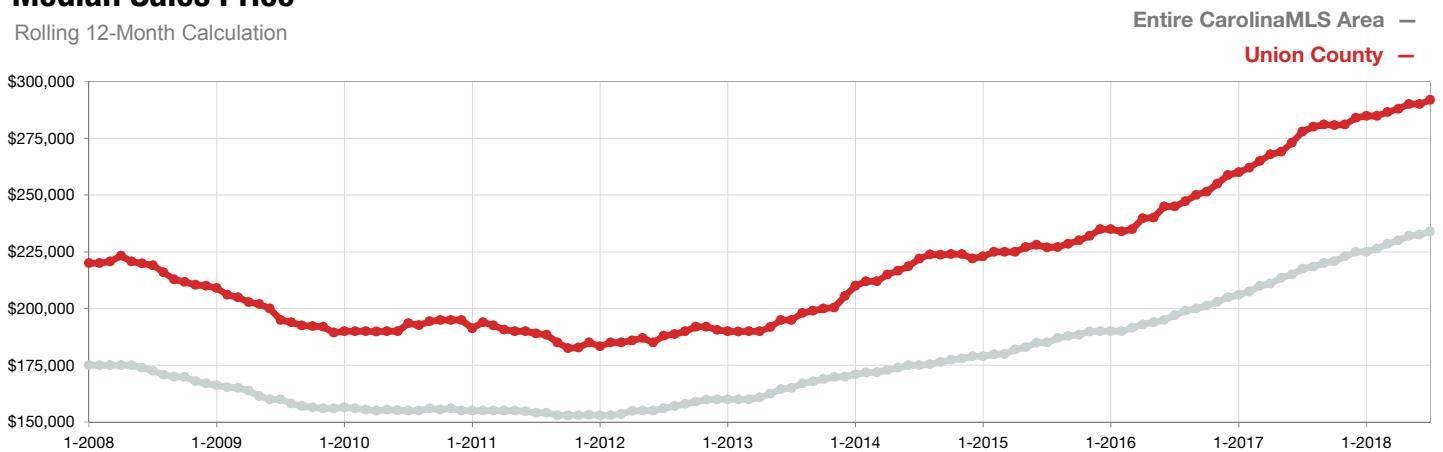
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|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 521 | 499 | - 4.2% | 3,404 | 3,484 | + 2.4% |
| Pending Sales | 394 | 429 | + 8.9% | 2,623 | 2,796 | + 6.6% |
| Closed Sales | 417 | 428 | + 2.6% | 2,409 | 2,480 | + 2.9% |
| Median Sales Price* | \$307,000 | \$310,000 | + 1.0% | \$285,000 | \$300,000 | + 5.3% |
| Average Sales Price* | \$352,902 | \$368,361 | + 4.4% | \$338,828 | \$355,324 | + 4.9% |
| Percent of Original List Price Received* | 97.7% | 97.4% | - 0.3% | 97.3% | 97.2% | - 0.1% |
| List to Close | 85 | 83 | - 2.4% | 103 | 96 | - 6.8% |
| Days on Market Until Sale | 35 | 37 | + 5.7% | 50 | 46 | - 8.0% |
| Cumulative Days on Market Until Sale | 47 | 47 | 0.0% | 61 | 58 | - 4.9% |
| Inventory of Homes for Sale | 1,081 | 991 | - 8.3% | -- | -- | -- |
| Months Supply of Inventory | 3.1 | 2.8 | - 9.7% | -- | -- | -- |

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Median Sales Price

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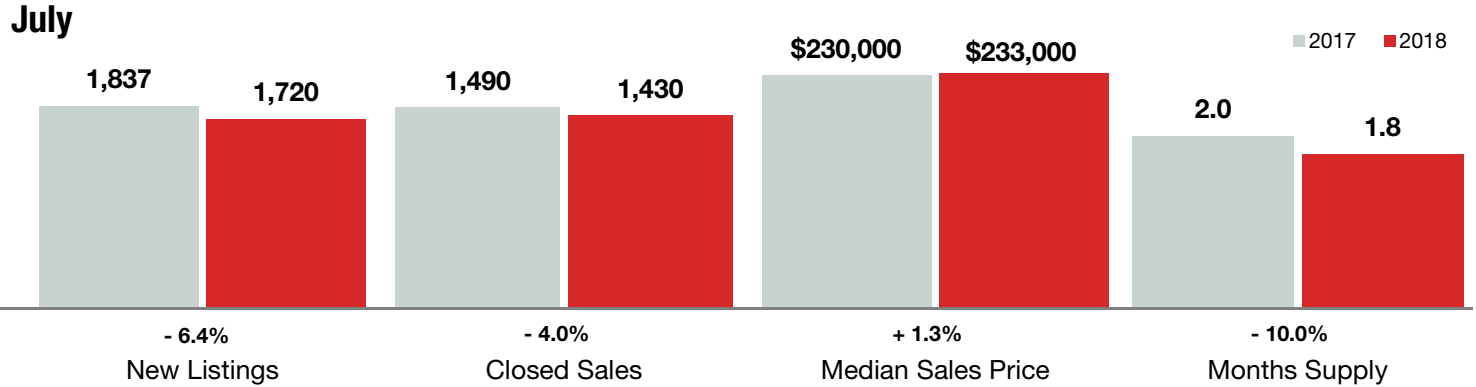


City of Charlotte

North Carolina

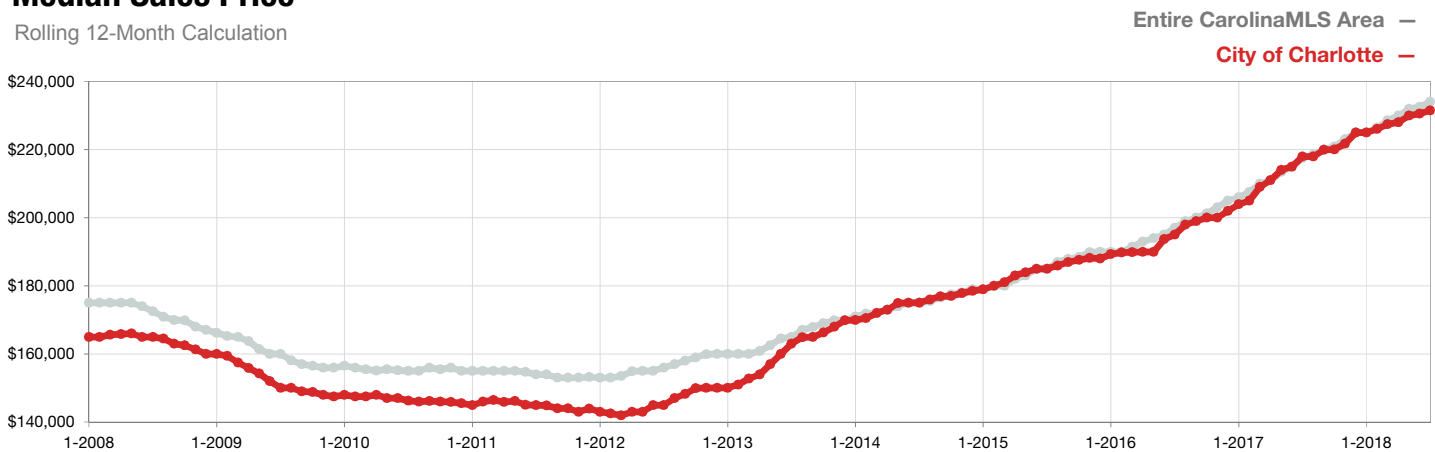
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|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 1,837 | 1,720 | - 6.4% | 12,693 | 12,465 | - 1.8% |
| Pending Sales | 1,462 | 1,510 | + 3.3% | 10,502 | 10,363 | - 1.3% |
| Closed Sales | 1,490 | 1,430 | - 4.0% | 9,809 | 9,537 | - 2.8% |
| Median Sales Price* | \$230,000 | \$233,000 | + 1.3% | \$227,000 | \$239,995 | + 5.7% |
| Average Sales Price* | \$285,127 | \$308,713 | + 8.3% | \$291,123 | \$312,921 | + 7.5% |
| Percent of Original List Price Received* | 98.2% | 97.9% | - 0.3% | 98.2% | 98.3% | + 0.1% |
| List to Close | 77 | 72 | - 6.5% | 85 | 79 | - 7.1% |
| Days on Market Until Sale | 24 | 25 | + 4.2% | 30 | 29 | - 3.3% |
| Cumulative Days on Market Until Sale | 28 | 30 | + 7.1% | 37 | 35 | - 5.4% |
| Inventory of Homes for Sale | 2,689 | 2,444 | - 9.1% | -- | -- | -- |
| Months Supply of Inventory | 2.0 | 1.8 | - 10.0% | -- | -- | -- |

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



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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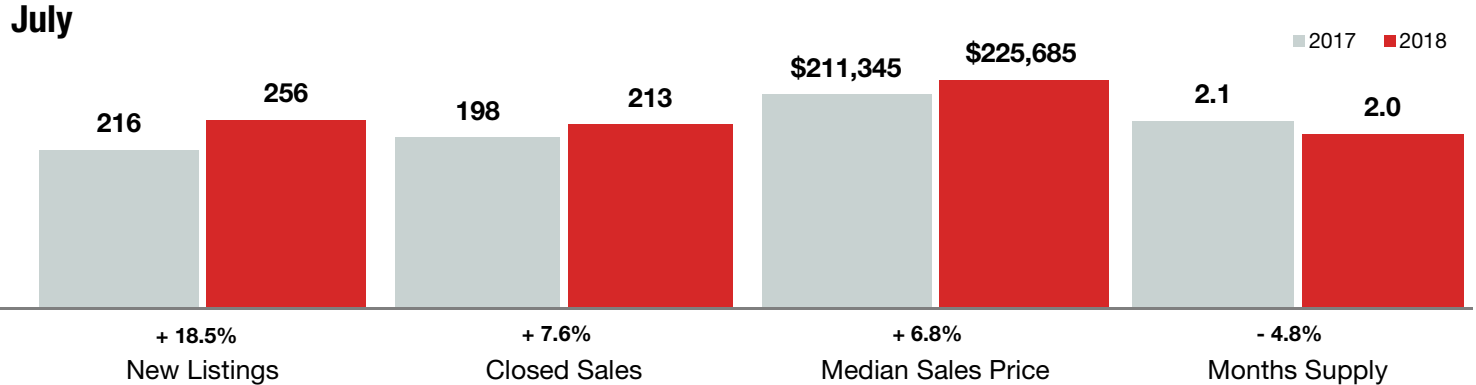
Charlotte Regional Realtor® Association

Concord

North Carolina

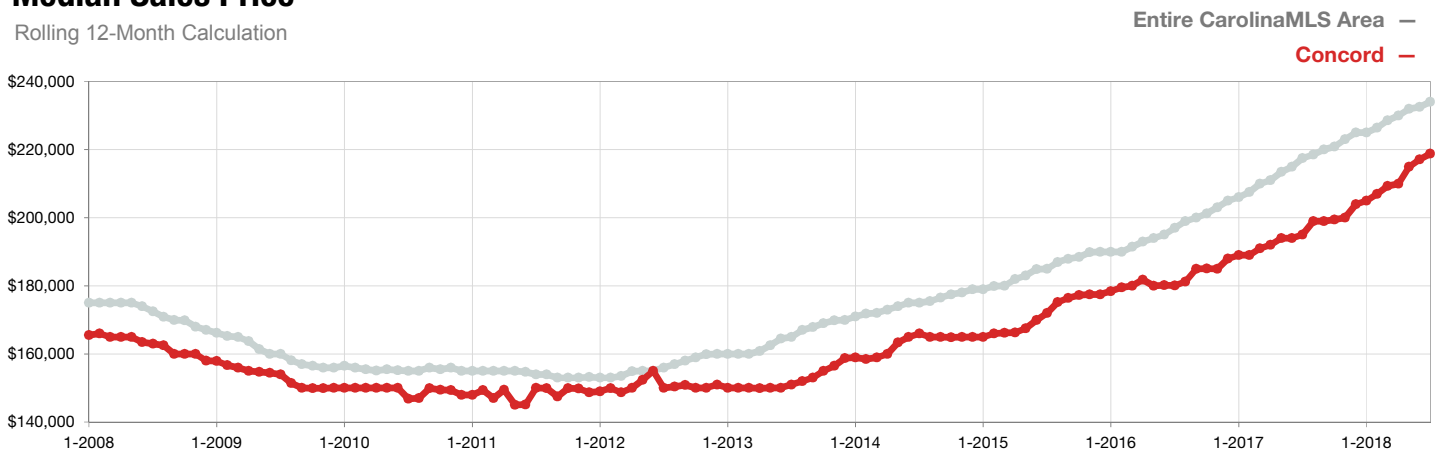
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 216 | 256 | + 18.5% | 1,737 | 1,757 | + 1.2% |
| Pending Sales | 183 | 222 | + 21.3% | 1,414 | 1,430 | + 1.1% |
| Closed Sales | 198 | 213 | + 7.6% | 1,243 | 1,352 | + 8.8% |
| Median Sales Price* | \$211,345 | \$225,685 | + 6.8% | \$197,500 | \$223,000 | + 12.9% |
| Average Sales Price* | \$230,407 | \$241,745 | + 4.9% | \$221,298 | \$244,890 | + 10.7% |
| Percent of Original List Price Received* | 98.4% | 97.7% | - 0.7% | 97.4% | 97.7% | + 0.3% |
| List to Close | 79 | 81 | + 2.5% | 85 | 93 | + 9.4% |
| Days on Market Until Sale | 31 | 34 | + 9.7% | 36 | 33 | - 8.3% |
| Cumulative Days on Market Until Sale | 35 | 44 | + 25.7% | 42 | 41 | - 2.4% |
| Inventory of Homes for Sale | 393 | 381 | - 3.1% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 2.0 | - 4.8% | -- | -- | -- |

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



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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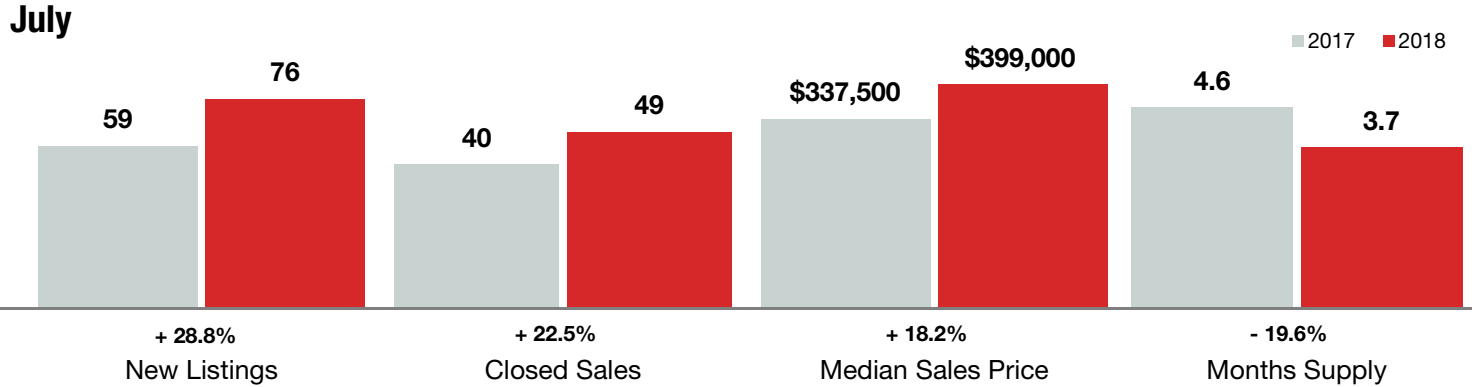


Davidson

North Carolina

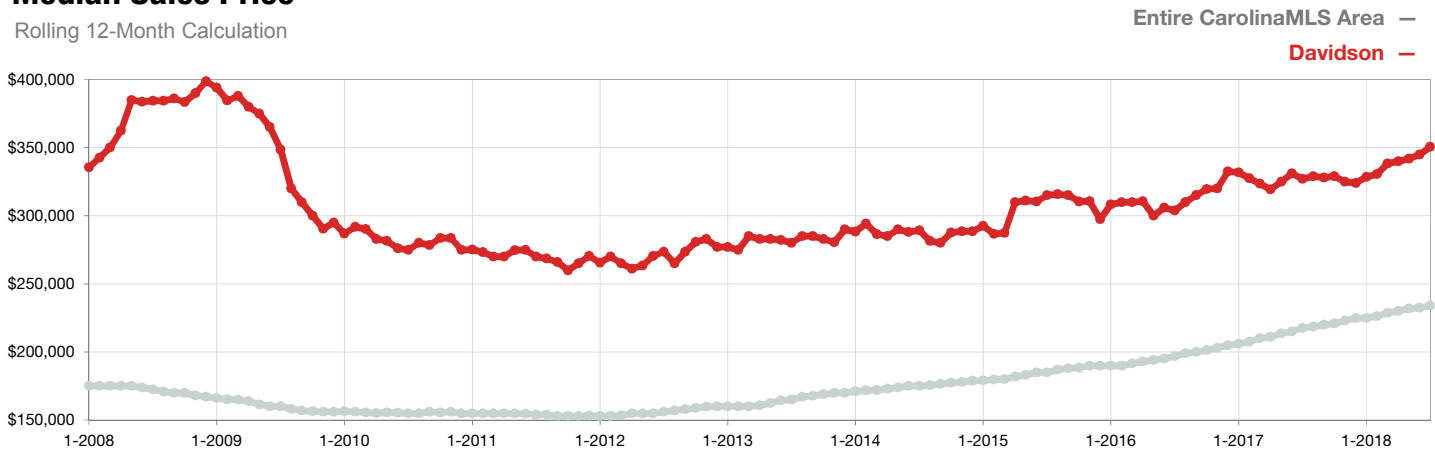
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 59 | 76 | + 28.8% | 388 | 413 | + 6.4% |
| Pending Sales | 42 | 42 | 0.0% | 290 | 300 | + 3.4% |
| Closed Sales | 40 | 49 | + 22.5% | 261 | 275 | + 5.4% |
| Median Sales Price* | \$337,500 | \$399,000 | + 18.2% | \$316,500 | \$365,500 | + 15.5% |
| Average Sales Price* | \$425,047 | \$455,628 | + 7.2% | \$410,892 | \$436,533 | + 6.2% |
| Percent of Original List Price Received* | 96.9% | 97.1% | + 0.2% | 97.0% | 96.7% | - 0.3% |
| List to Close | 116 | 129 | + 11.2% | 131 | 117 | - 10.7% |
| Days on Market Until Sale | 67 | 76 | + 13.4% | 77 | 63 | - 18.2% |
| Cumulative Days on Market Until Sale | 96 | 76 | - 20.8% | 90 | 72 | - 20.0% |
| Inventory of Homes for Sale | 169 | 147 | - 13.0% | -- | -- | -- |
| Months Supply of Inventory | 4.6 | 3.7 | - 19.6% | -- | -- | -- |

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



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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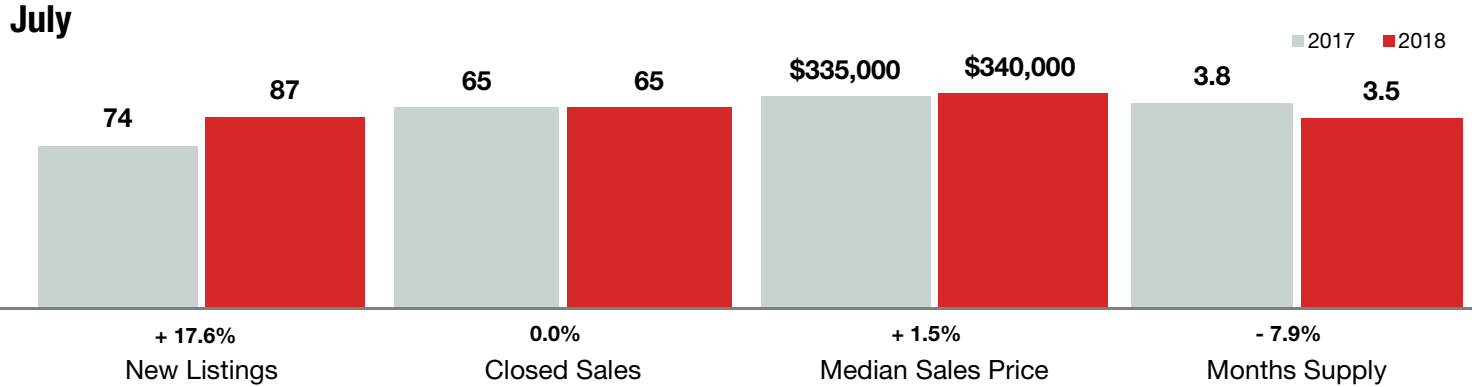


Denver

North Carolina

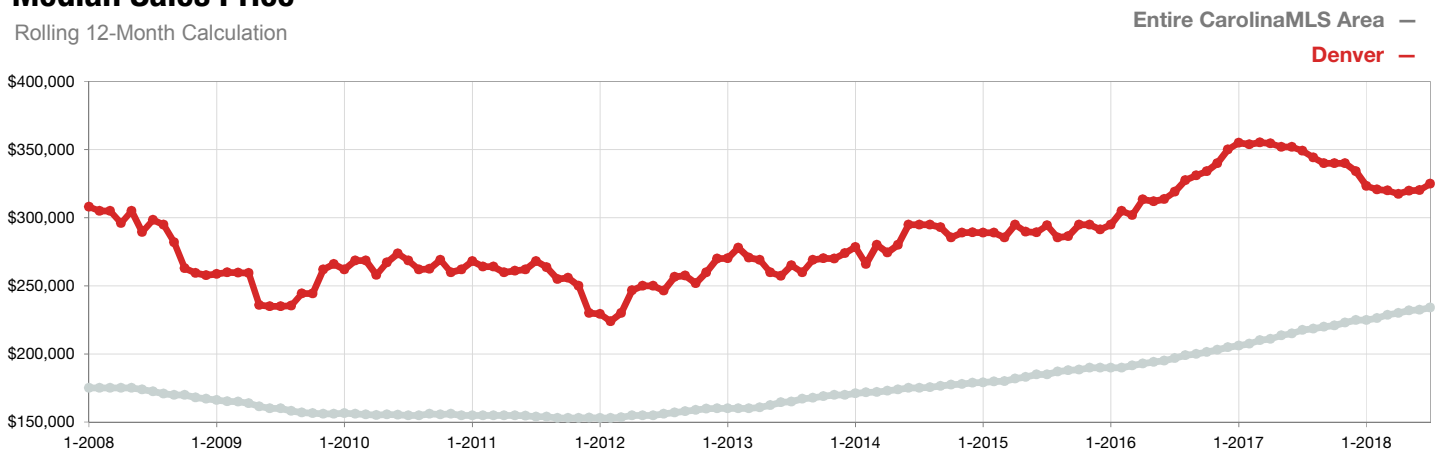
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 74 | 87 | + 17.6% | 667 | 620 | - 7.0% |
| Pending Sales | 80 | 78 | - 2.5% | 525 | 469 | - 10.7% |
| Closed Sales | 65 | 65 | 0.0% | 454 | 388 | - 14.5% |
| Median Sales Price* | \$335,000 | \$340,000 | + 1.5% | \$343,953 | \$335,750 | - 2.4% |
| Average Sales Price* | \$408,896 | \$417,949 | + 2.2% | \$372,142 | \$372,200 | + 0.0% |
| Percent of Original List Price Received* | 96.8% | 94.9% | - 2.0% | 97.1% | 96.9% | - 0.2% |
| List to Close | 124 | 125 | + 0.8% | 110 | 123 | + 11.8% |
| Days on Market Until Sale | 68 | 71 | + 4.4% | 60 | 67 | + 11.7% |
| Cumulative Days on Market Until Sale | 73 | 87 | + 19.2% | 71 | 80 | + 12.7% |
| Inventory of Homes for Sale | 255 | 208 | - 18.4% | -- | -- | -- |
| Months Supply of Inventory | 3.8 | 3.5 | - 7.9% | -- | -- | -- |

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



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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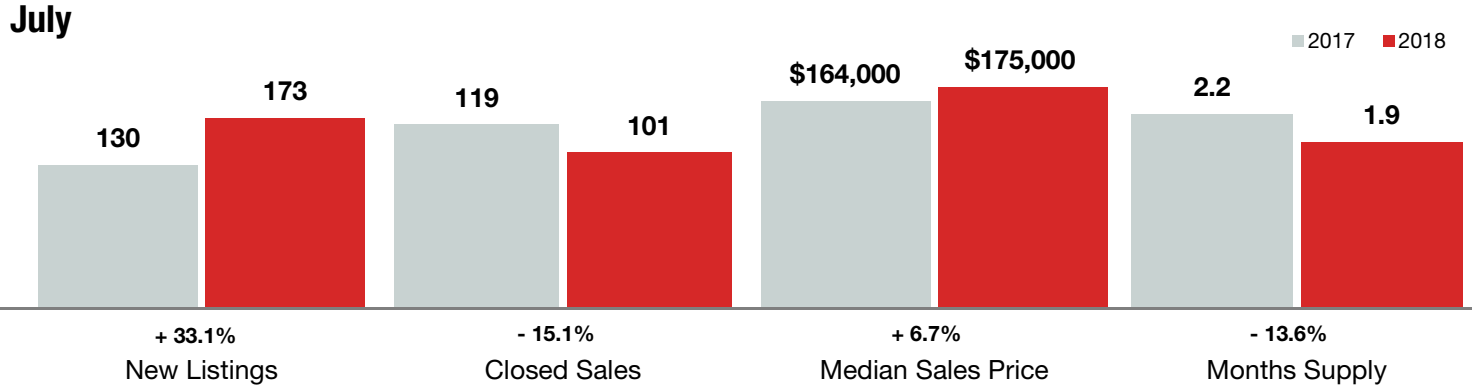


Gastonia

North Carolina

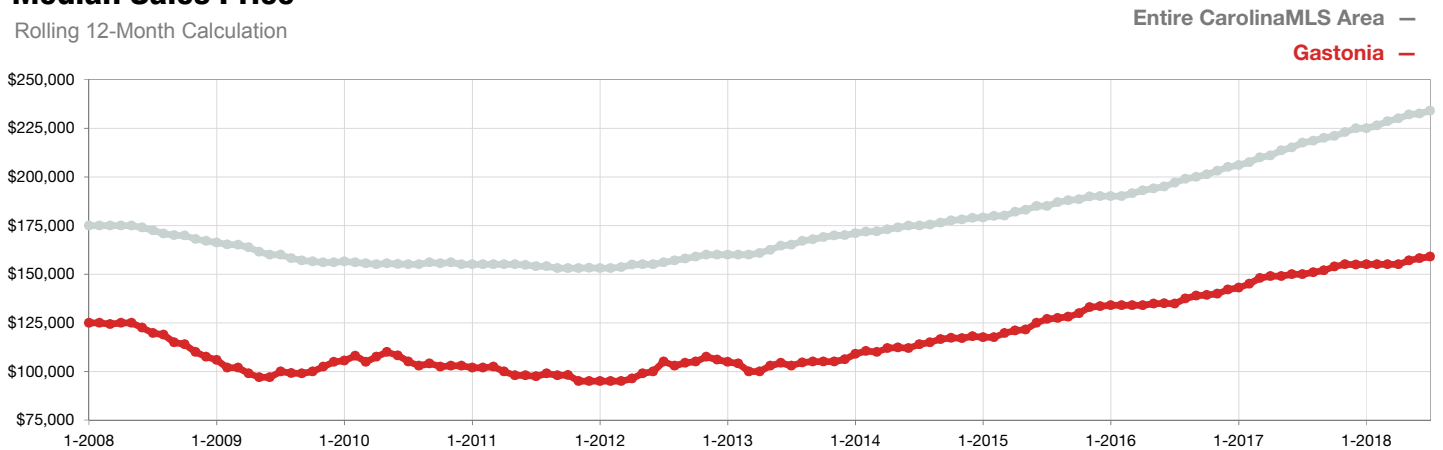
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 130 | 173 | + 33.1% | 1,014 | 1,098 | + 8.3% |
| Pending Sales | 112 | 133 | + 18.8% | 895 | 928 | + 3.7% |
| Closed Sales | 119 | 101 | - 15.1% | 875 | 805 | - 8.0% |
| Median Sales Price* | \$164,000 | \$175,000 | + 6.7% | \$153,000 | \$160,000 | + 4.6% |
| Average Sales Price* | \$171,501 | \$190,764 | + 11.2% | \$164,603 | \$169,588 | + 3.0% |
| Percent of Original List Price Received* | 96.5% | 97.9% | + 1.5% | 96.6% | 96.7% | + 0.1% |
| List to Close | 103 | 68 | - 34.0% | 109 | 83 | - 23.9% |
| Days on Market Until Sale | 52 | 18 | - 65.4% | 55 | 35 | - 36.4% |
| Cumulative Days on Market Until Sale | 63 | 20 | - 68.3% | 62 | 41 | - 33.9% |
| Inventory of Homes for Sale | 279 | 232 | - 16.8% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 1.9 | - 13.6% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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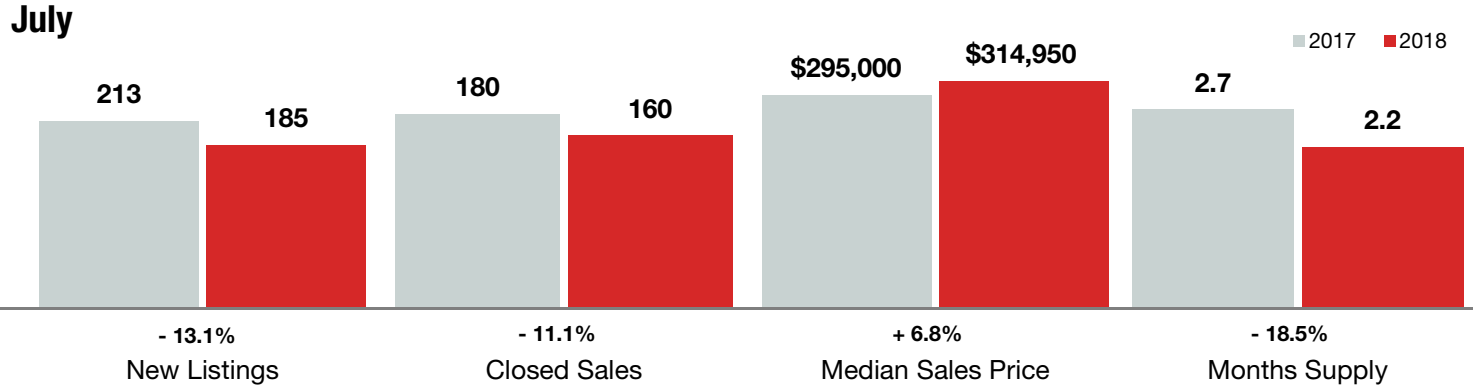
Charlotte Regional Realtor® Association

Huntersville

North Carolina

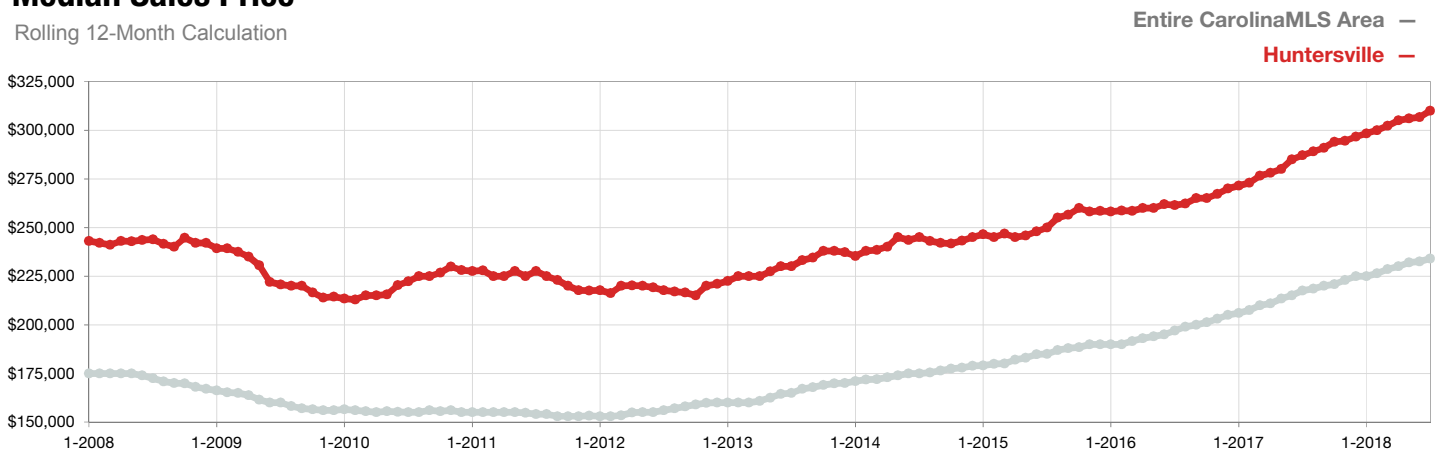
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 213 | 185 | - 13.1% | 1,447 | 1,358 | - 6.2% |
| Pending Sales | 140 | 175 | + 25.0% | 1,104 | 1,106 | + 0.2% |
| Closed Sales | 180 | 160 | - 11.1% | 1,028 | 979 | - 4.8% |
| Median Sales Price* | \$295,000 | \$314,950 | + 6.8% | \$290,000 | \$315,000 | + 8.6% |
| Average Sales Price* | \$317,097 | \$320,357 | + 1.0% | \$315,204 | \$335,760 | + 6.5% |
| Percent of Original List Price Received* | 97.4% | 96.9% | - 0.5% | 98.0% | 97.4% | - 0.6% |
| List to Close | 84 | 83 | - 1.2% | 92 | 95 | + 3.3% |
| Days on Market Until Sale | 35 | 38 | + 8.6% | 38 | 44 | + 15.8% |
| Cumulative Days on Market Until Sale | 43 | 46 | + 7.0% | 45 | 50 | + 11.1% |
| Inventory of Homes for Sale | 393 | 312 | - 20.6% | -- | -- | -- |
| Months Supply of Inventory | 2.7 | 2.2 | - 18.5% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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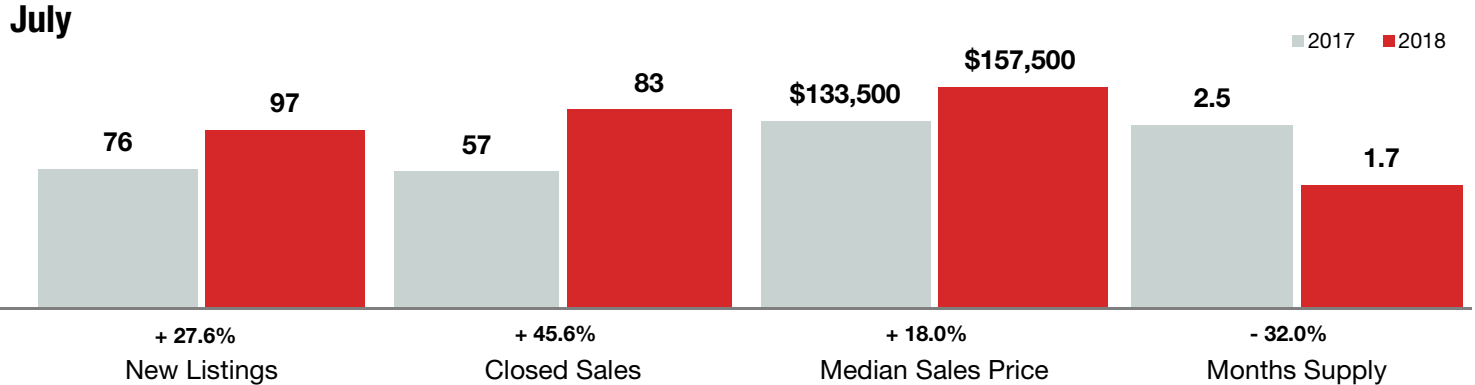


Kannapolis

North Carolina

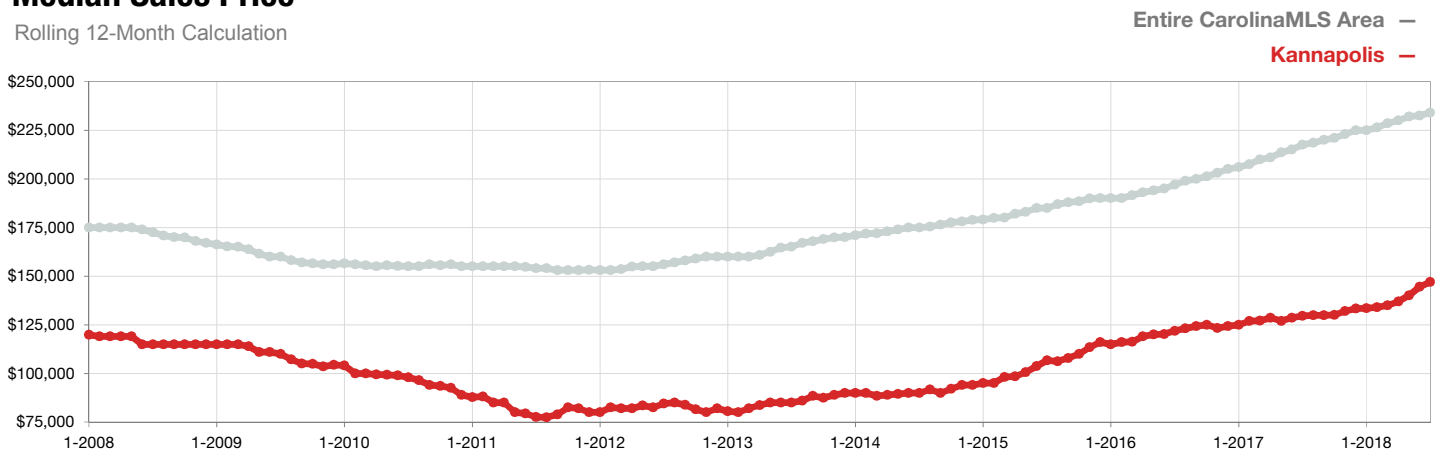
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 76 | 97 | + 27.6% | 563 | 597 | + 6.0% |
| Pending Sales | 65 | 93 | + 43.1% | 468 | 540 | + 15.4% |
| Closed Sales | 57 | 83 | + 45.6% | 438 | 471 | + 7.5% |
| Median Sales Price* | \$133,500 | \$157,500 | + 18.0% | \$130,000 | \$150,000 | + 15.4% |
| Average Sales Price* | \$155,964 | \$163,194 | + 4.6% | \$143,998 | \$164,831 | + 14.5% |
| Percent of Original List Price Received* | 96.8% | 97.0% | + 0.2% | 96.0% | 96.1% | + 0.1% |
| List to Close | 100 | 65 | - 35.0% | 97 | 80 | - 17.5% |
| Days on Market Until Sale | 48 | 26 | - 45.8% | 52 | 36 | - 30.8% |
| Cumulative Days on Market Until Sale | 70 | 34 | - 51.4% | 59 | 44 | - 25.4% |
| Inventory of Homes for Sale | 157 | 117 | - 25.5% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 1.7 | - 32.0% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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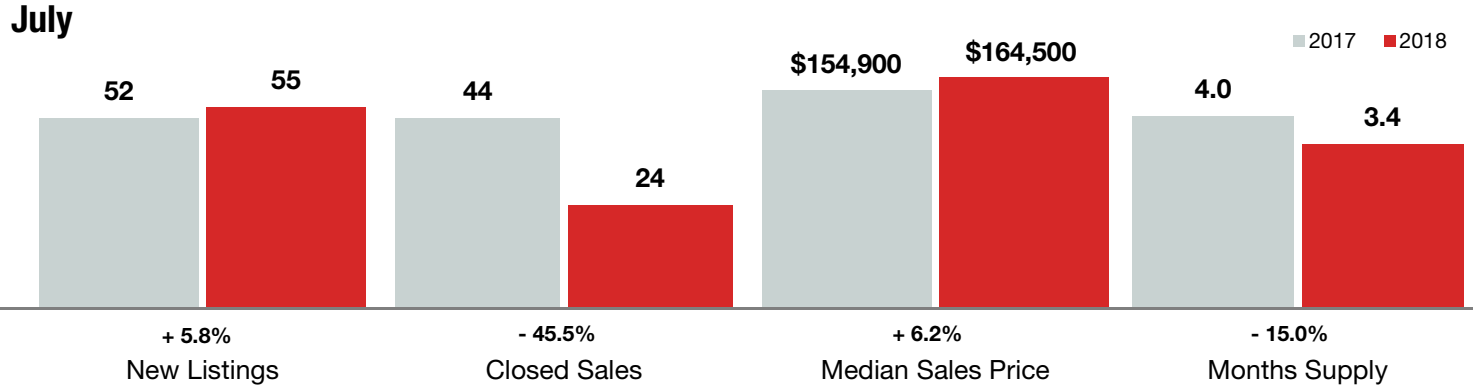
Charlotte Regional Realtor® Association

Lincolnton

North Carolina

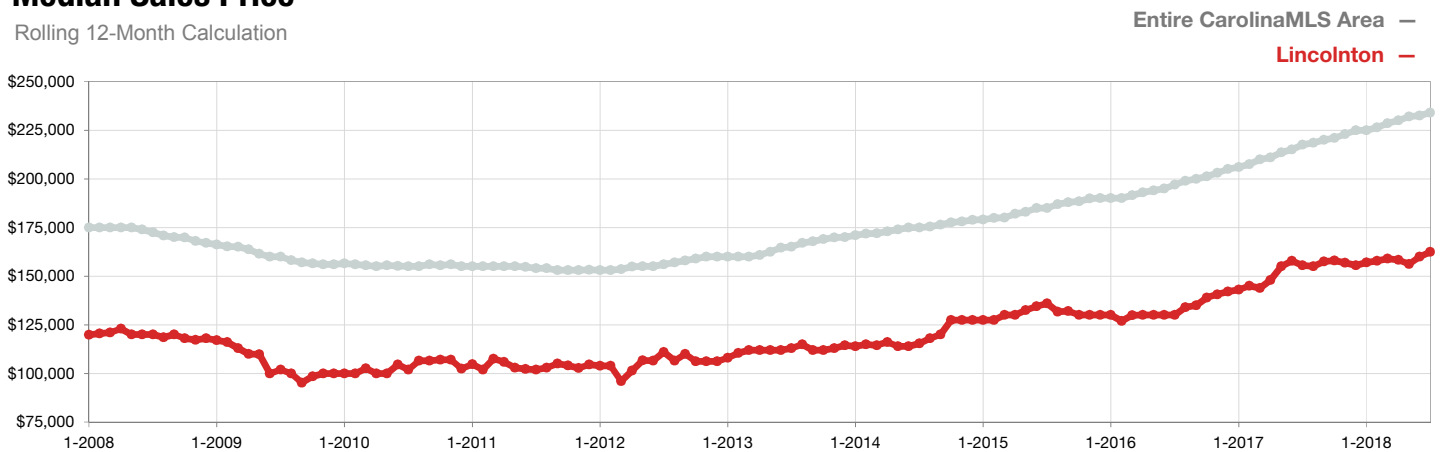
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 52 | 55 | + 5.8% | 345 | 340 | - 1.4% |
| Pending Sales | 43 | 43 | 0.0% | 259 | 269 | + 3.9% |
| Closed Sales | 44 | 24 | - 45.5% | 231 | 238 | + 3.0% |
| Median Sales Price* | \$154,900 | \$164,500 | + 6.2% | \$154,950 | \$164,500 | + 6.2% |
| Average Sales Price* | \$166,192 | \$197,070 | + 18.6% | \$169,113 | \$187,379 | + 10.8% |
| Percent of Original List Price Received* | 96.5% | 93.2% | - 3.4% | 95.3% | 94.7% | - 0.6% |
| List to Close | 104 | 143 | + 37.5% | 114 | 118 | + 3.5% |
| Days on Market Until Sale | 50 | 73 | + 46.0% | 59 | 61 | + 3.4% |
| Cumulative Days on Market Until Sale | 50 | 73 | + 46.0% | 71 | 68 | - 4.2% |
| Inventory of Homes for Sale | 140 | 125 | - 10.7% | -- | -- | -- |
| Months Supply of Inventory | 4.0 | 3.4 | - 15.0% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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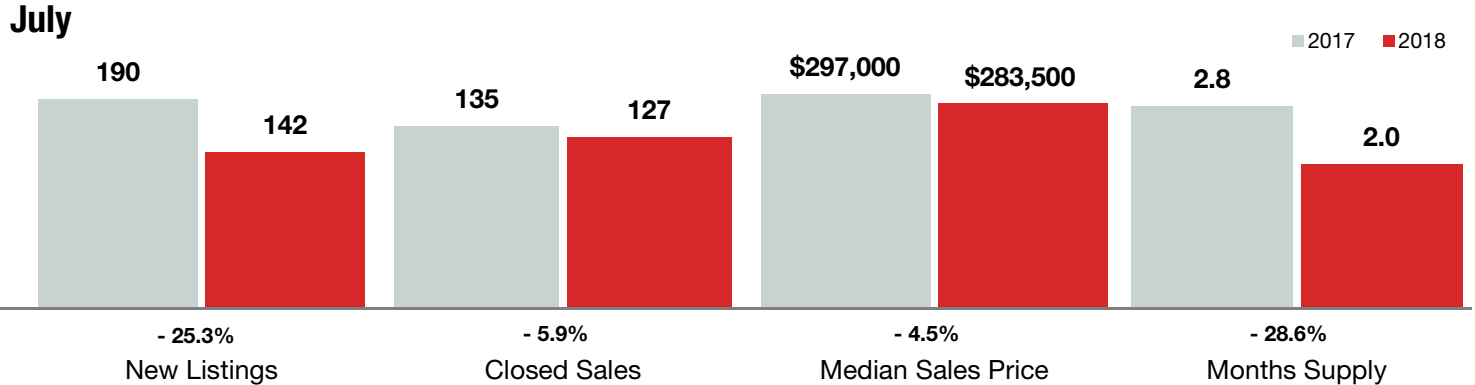


Matthews

North Carolina

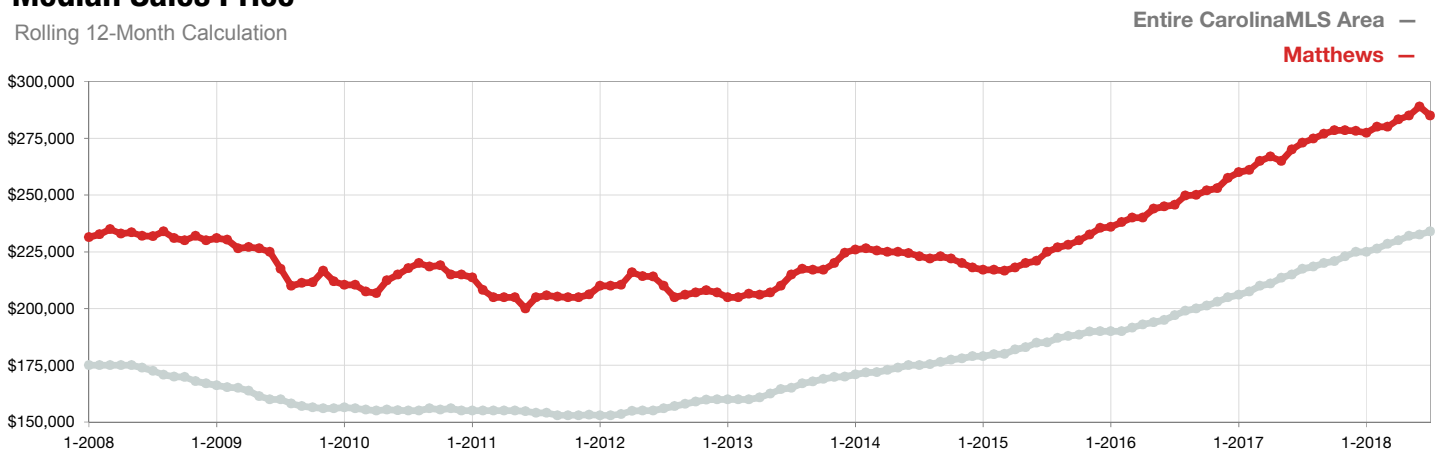
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 190 | 142 | - 25.3% | 1,047 | 930 | - 11.2% |
| Pending Sales | 139 | 115 | - 17.3% | 787 | 755 | - 4.1% |
| Closed Sales | 135 | 127 | - 5.9% | 692 | 677 | - 2.2% |
| Median Sales Price* | \$297,000 | \$283,500 | - 4.5% | \$280,750 | \$293,000 | + 4.4% |
| Average Sales Price* | \$325,030 | \$331,503 | + 2.0% | \$315,840 | \$327,744 | + 3.8% |
| Percent of Original List Price Received* | 98.1% | 97.8% | - 0.3% | 98.2% | 98.0% | - 0.2% |
| List to Close | 71 | 68 | - 4.2% | 82 | 75 | - 8.5% |
| Days on Market Until Sale | 25 | 27 | + 8.0% | 35 | 31 | - 11.4% |
| Cumulative Days on Market Until Sale | 33 | 32 | - 3.0% | 44 | 42 | - 4.5% |
| Inventory of Homes for Sale | 280 | 200 | - 28.6% | -- | -- | -- |
| Months Supply of Inventory | 2.8 | 2.0 | - 28.6% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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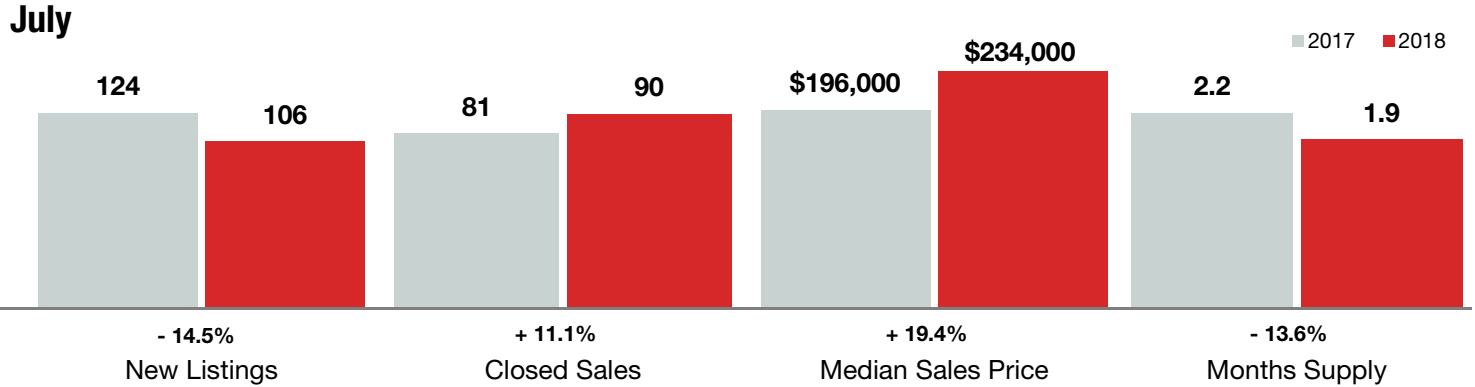


Monroe

North Carolina

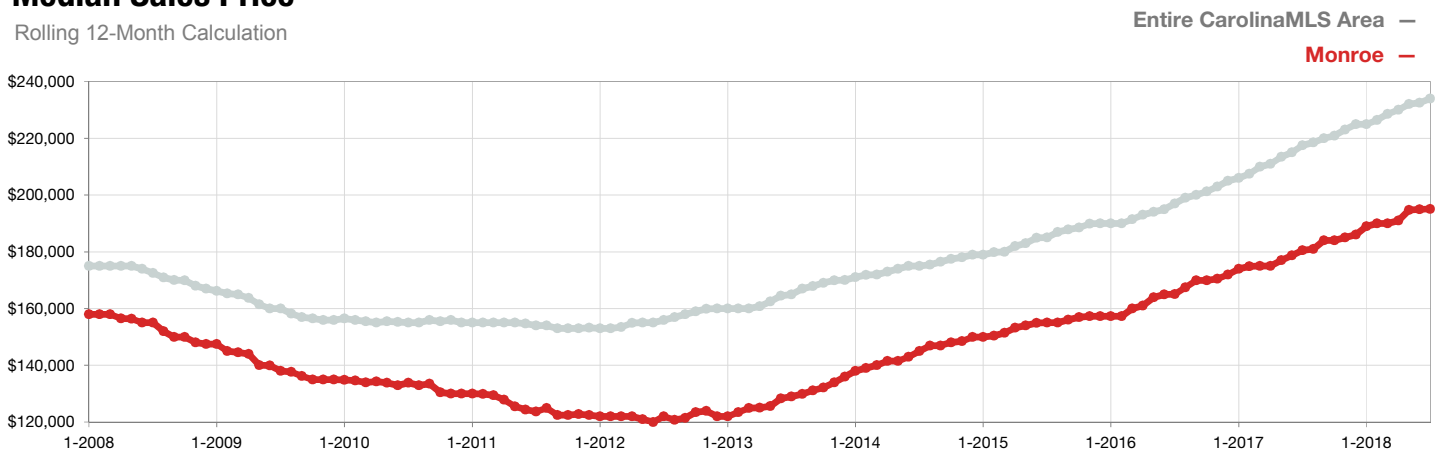
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 124 | 106 | - 14.5% | 718 | 771 | + 7.4% |
| Pending Sales | 95 | 103 | + 8.4% | 637 | 660 | + 3.6% |
| Closed Sales | 81 | 90 | + 11.1% | 593 | 600 | + 1.2% |
| Median Sales Price* | \$196,000 | \$234,000 | + 19.4% | \$185,000 | \$203,750 | + 10.1% |
| Average Sales Price* | \$216,223 | \$240,548 | + 11.2% | \$204,836 | \$224,100 | + 9.4% |
| Percent of Original List Price Received* | 97.6% | 98.7% | + 1.1% | 96.8% | 97.1% | + 0.3% |
| List to Close | 63 | 69 | + 9.5% | 92 | 82 | - 10.9% |
| Days on Market Until Sale | 20 | 26 | + 30.0% | 45 | 36 | - 20.0% |
| Cumulative Days on Market Until Sale | 25 | 35 | + 40.0% | 55 | 43 | - 21.8% |
| Inventory of Homes for Sale | 196 | 167 | - 14.8% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 1.9 | - 13.6% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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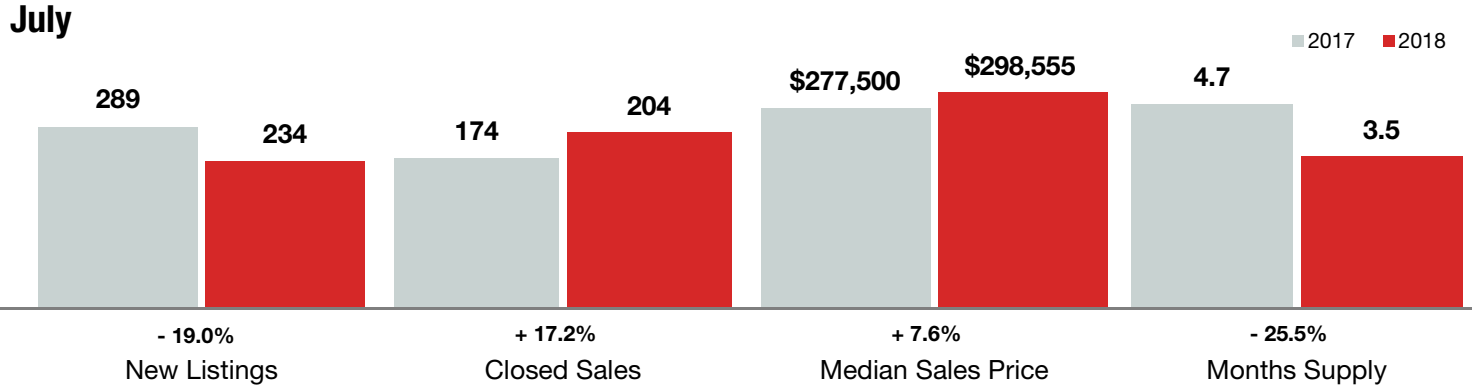


Mooresville

North Carolina

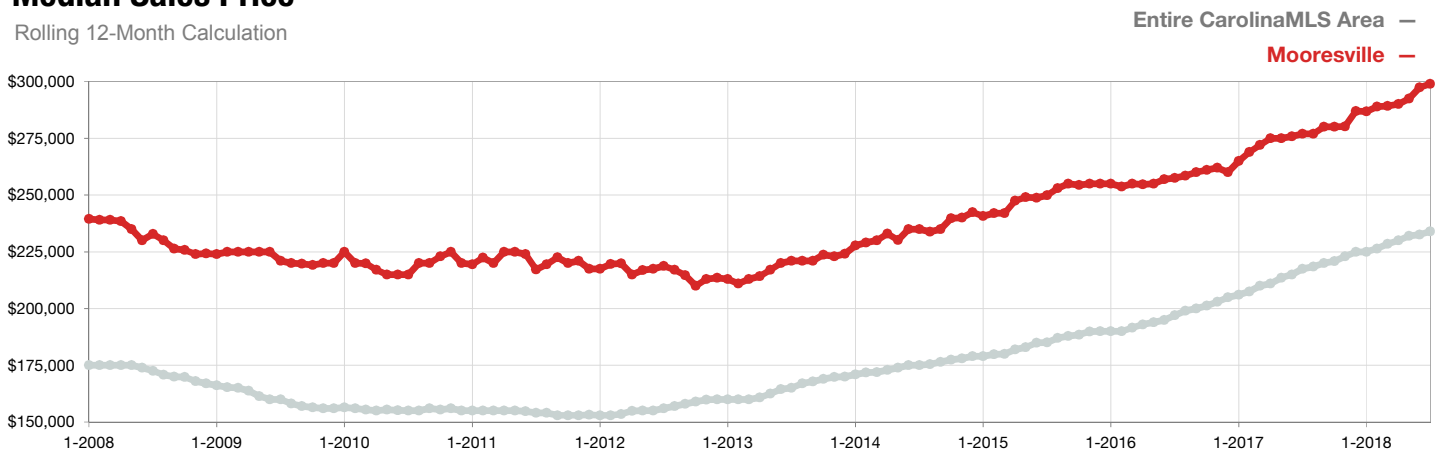
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 289 | 234 | - 19.0% | 1,781 | 1,724 | - 3.2% |
| Pending Sales | 196 | 245 | + 25.0% | 1,221 | 1,302 | + 6.6% |
| Closed Sales | 174 | 204 | + 17.2% | 1,089 | 1,143 | + 5.0% |
| Median Sales Price* | \$277,500 | \$298,555 | + 7.6% | \$285,000 | \$307,900 | + 8.0% |
| Average Sales Price* | \$381,693 | \$388,518 | + 1.8% | \$359,738 | \$393,688 | + 9.4% |
| Percent of Original List Price Received* | 95.8% | 96.4% | + 0.6% | 96.1% | 96.3% | + 0.2% |
| List to Close | 111 | 100 | - 9.9% | 118 | 117 | - 0.8% |
| Days on Market Until Sale | 62 | 53 | - 14.5% | 66 | 66 | 0.0% |
| Cumulative Days on Market Until Sale | 72 | 75 | + 4.2% | 80 | 79 | - 1.3% |
| Inventory of Homes for Sale | 754 | 613 | - 18.7% | -- | -- | -- |
| Months Supply of Inventory | 4.7 | 3.5 | - 25.5% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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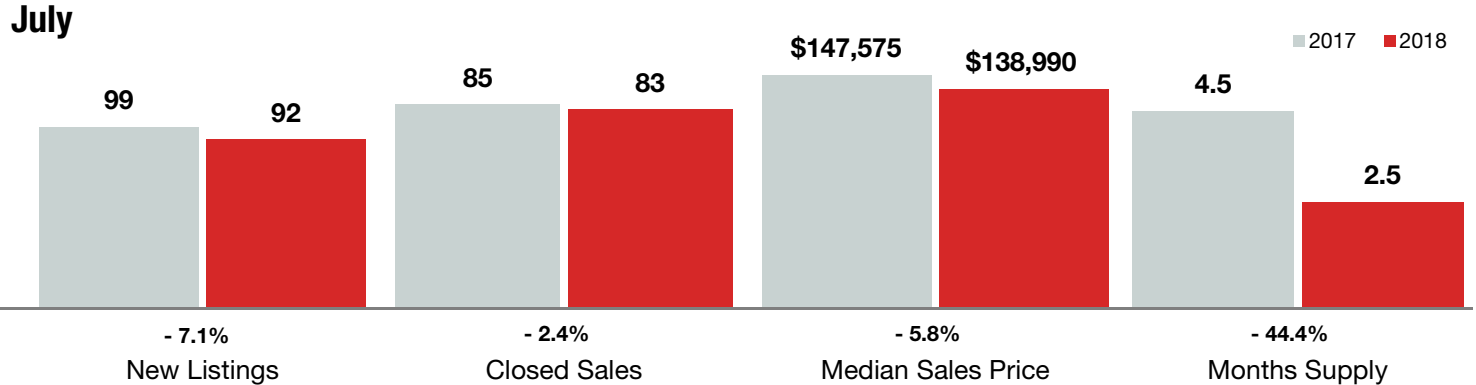


Salisbury

North Carolina

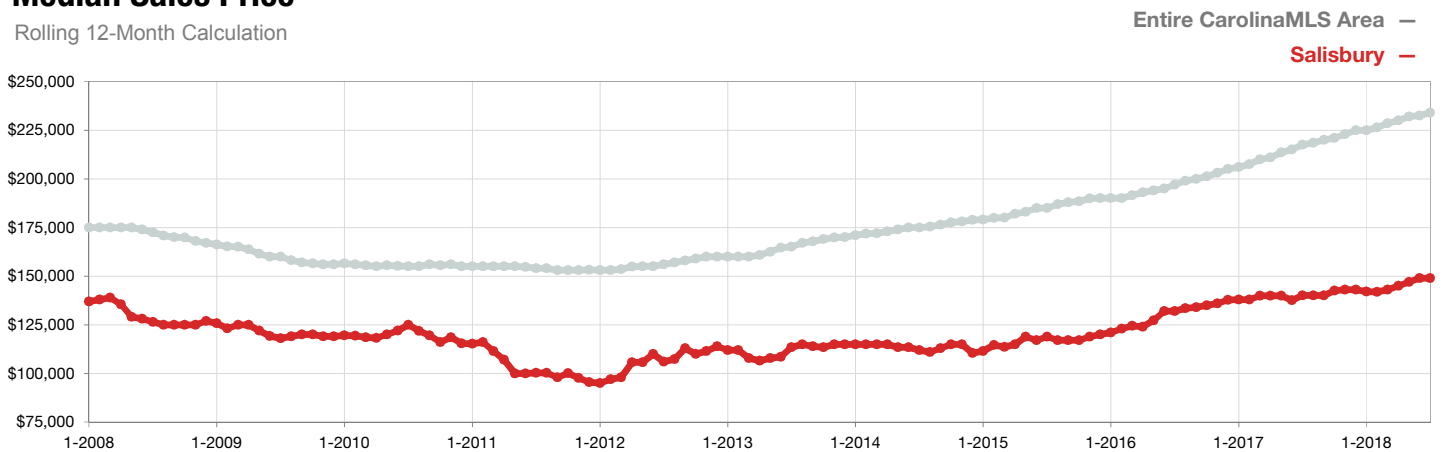
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 99 | 92 | - 7.1% | 647 | 666 | + 2.9% |
| Pending Sales | 76 | 109 | + 43.4% | 497 | 614 | + 23.5% |
| Closed Sales | 85 | 83 | - 2.4% | 481 | 542 | + 12.7% |
| Median Sales Price* | \$147,575 | \$138,990 | - 5.8% | \$142,000 | \$149,000 | + 4.9% |
| Average Sales Price* | \$168,594 | \$155,635 | - 7.7% | \$153,172 | \$158,208 | + 3.3% |
| Percent of Original List Price Received* | 95.6% | 94.2% | - 1.5% | 92.9% | 95.0% | + 2.3% |
| List to Close | 98 | 107 | + 9.2% | 130 | 113 | - 13.1% |
| Days on Market Until Sale | 60 | 60 | 0.0% | 83 | 66 | - 20.5% |
| Cumulative Days on Market Until Sale | 78 | 65 | - 16.7% | 98 | 77 | - 21.4% |
| Inventory of Homes for Sale | 301 | 186 | - 38.2% | -- | -- | -- |
| Months Supply of Inventory | 4.5 | 2.5 | - 44.4% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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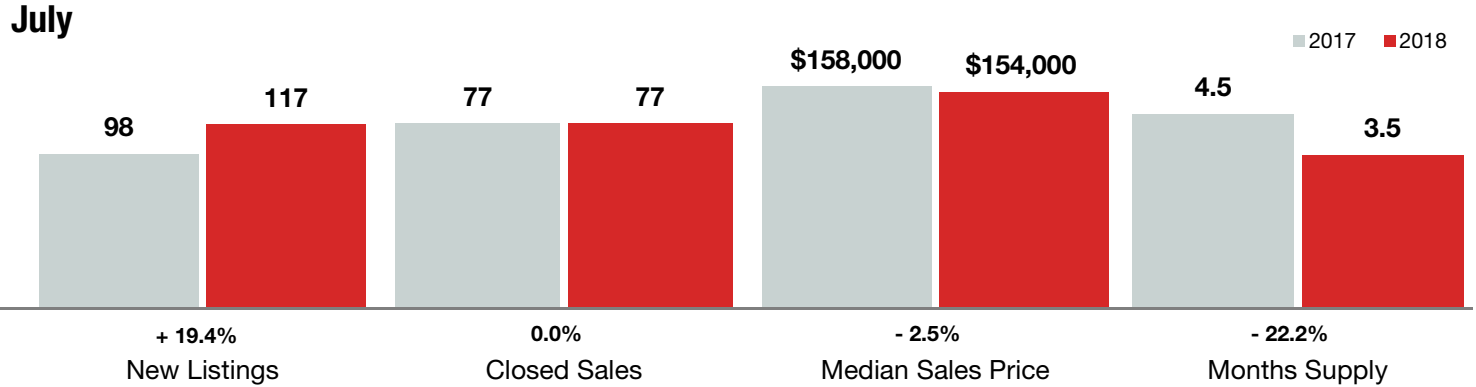


Statesville

North Carolina

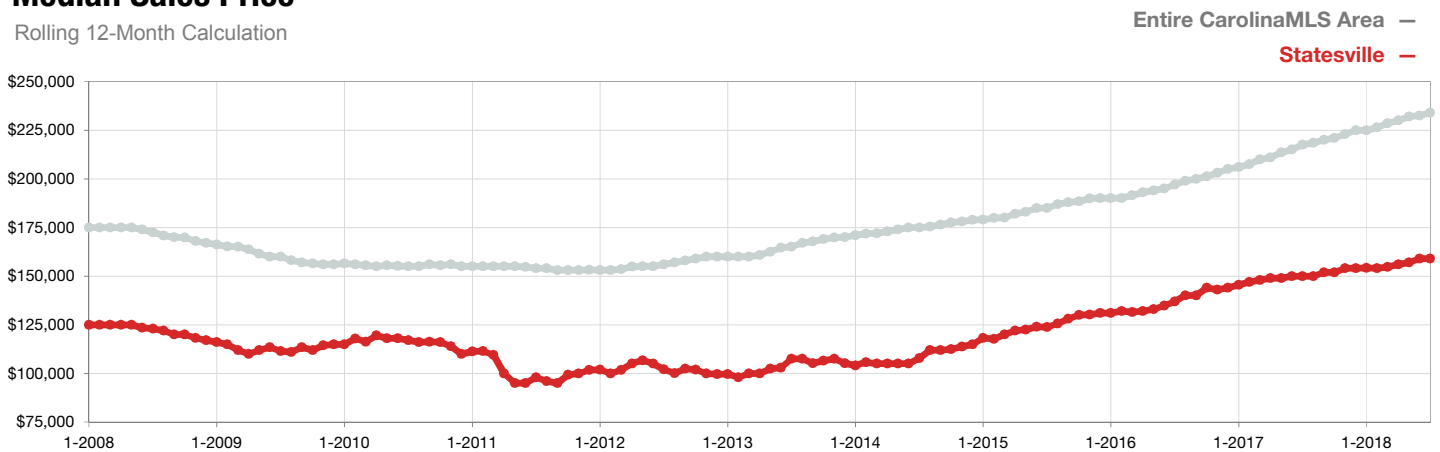
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 98 | 117 | + 19.4% | 707 | 750 | + 6.1% |
| Pending Sales | 71 | 94 | + 32.4% | 513 | 580 | + 13.1% |
| Closed Sales | 77 | 77 | 0.0% | 479 | 509 | + 6.3% |
| Median Sales Price* | \$158,000 | \$154,000 | - 2.5% | \$152,000 | \$160,564 | + 5.6% |
| Average Sales Price* | \$173,764 | \$178,346 | + 2.6% | \$167,721 | \$179,003 | + 6.7% |
| Percent of Original List Price Received* | 95.3% | 95.4% | + 0.1% | 94.5% | 95.4% | + 1.0% |
| List to Close | 96 | 97 | + 1.0% | 111 | 115 | + 3.6% |
| Days on Market Until Sale | 47 | 47 | 0.0% | 66 | 65 | - 1.5% |
| Cumulative Days on Market Until Sale | 58 | 53 | - 8.6% | 79 | 79 | 0.0% |
| Inventory of Homes for Sale | 318 | 270 | - 15.1% | -- | -- | -- |
| Months Supply of Inventory | 4.5 | 3.5 | - 22.2% | -- | -- | -- |

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



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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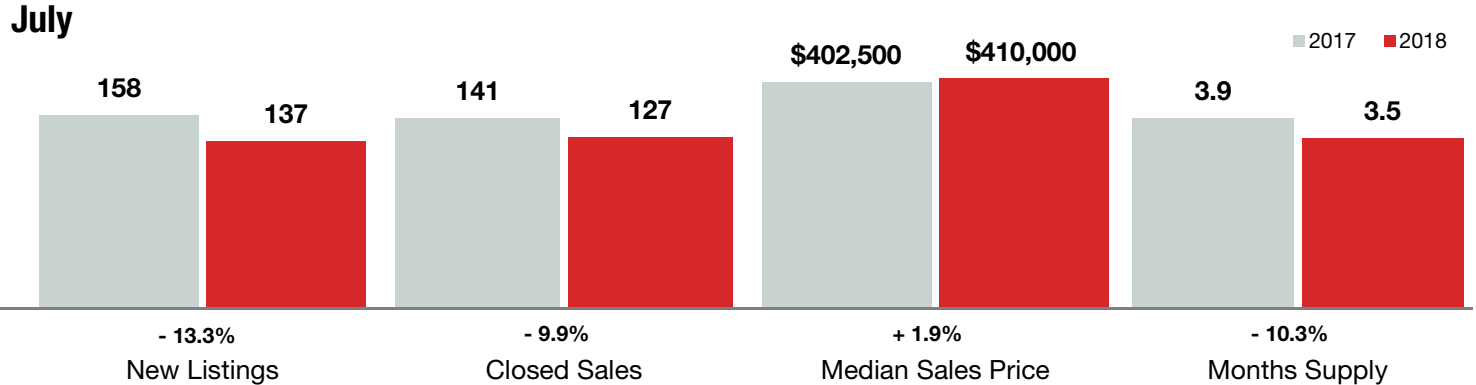
Charlotte Regional Realtor® Association

Waxhaw

North Carolina

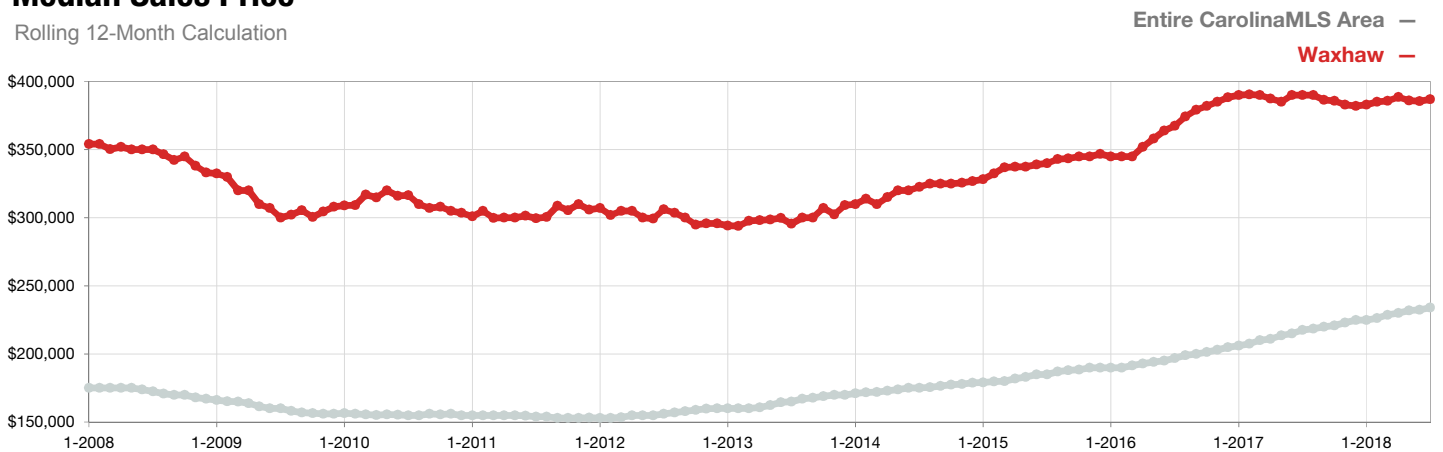
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 158 | 137 | - 13.3% | 1,149 | 1,151 | + 0.2% |
| Pending Sales | 131 | 133 | + 1.5% | 829 | 882 | + 6.4% |
| Closed Sales | 141 | 127 | - 9.9% | 758 | 762 | + 0.5% |
| Median Sales Price* | \$402,500 | \$410,000 | + 1.9% | \$390,000 | \$399,900 | + 2.5% |
| Average Sales Price* | \$449,228 | \$481,363 | + 7.2% | \$444,180 | \$458,853 | + 3.3% |
| Percent of Original List Price Received* | 96.9% | 96.8% | - 0.1% | 96.6% | 96.9% | + 0.3% |
| List to Close | 99 | 89 | - 10.1% | 115 | 109 | - 5.2% |
| Days on Market Until Sale | 45 | 45 | 0.0% | 59 | 55 | - 6.8% |
| Cumulative Days on Market Until Sale | 55 | 56 | + 1.8% | 76 | 70 | - 7.9% |
| Inventory of Homes for Sale | 408 | 389 | - 4.7% | -- | -- | -- |
| Months Supply of Inventory | 3.9 | 3.5 | - 10.3% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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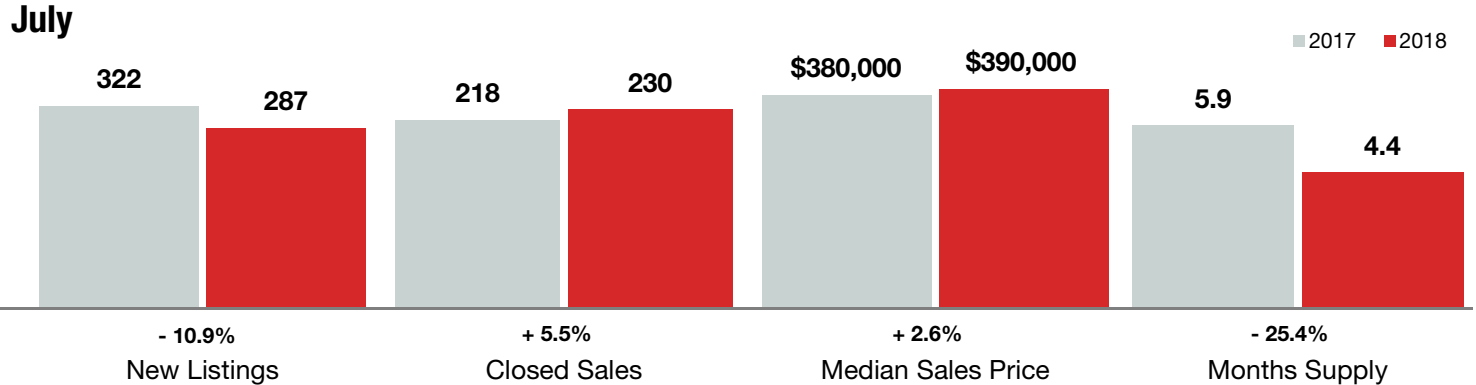
Charlotte Regional Realtor® Association

Lake Norman

North Carolina

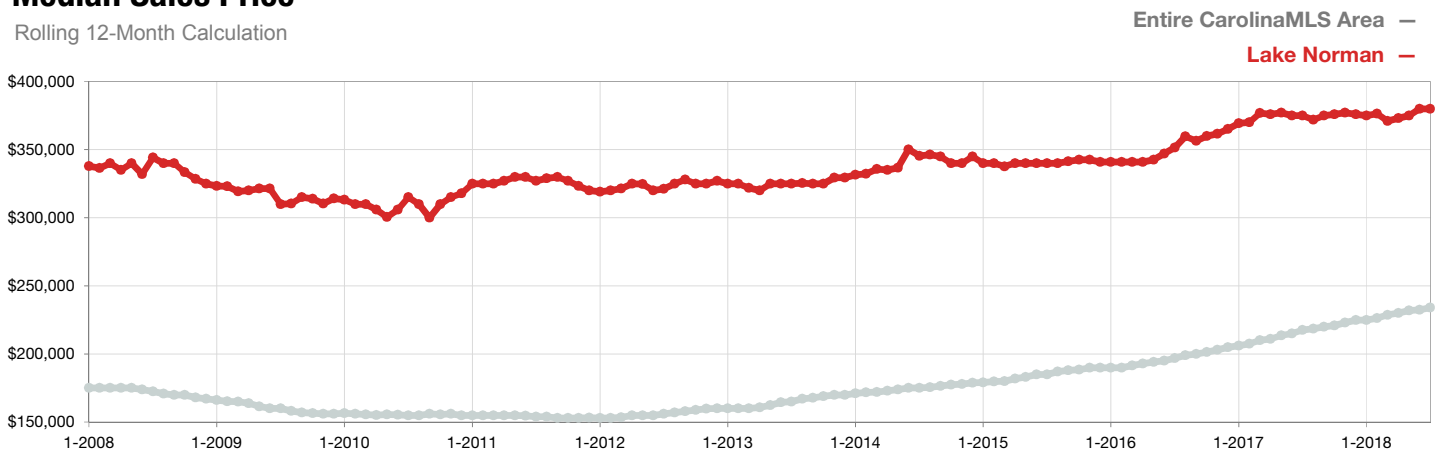
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 322 | 287 | - 10.9% | 2,270 | 2,204 | - 2.9% |
| Pending Sales | 235 | 274 | + 16.6% | 1,478 | 1,556 | + 5.3% |
| Closed Sales | 218 | 230 | + 5.5% | 1,317 | 1,348 | + 2.4% |
| Median Sales Price* | \$380,000 | \$390,000 | + 2.6% | \$376,772 | \$383,000 | + 1.7% |
| Average Sales Price* | \$493,949 | \$485,547 | - 1.7% | \$470,048 | \$502,297 | + 6.9% |
| Percent of Original List Price Received* | 95.0% | 95.9% | + 0.9% | 95.3% | 96.0% | + 0.7% |
| List to Close | 130 | 119 | - 8.5% | 134 | 129 | - 3.7% |
| Days on Market Until Sale | 78 | 66 | - 15.4% | 79 | 74 | - 6.3% |
| Cumulative Days on Market Until Sale | 95 | 92 | - 3.2% | 95 | 92 | - 3.2% |
| Inventory of Homes for Sale | 1,119 | 890 | - 20.5% | -- | -- | -- |
| Months Supply of Inventory | 5.9 | 4.4 | - 25.4% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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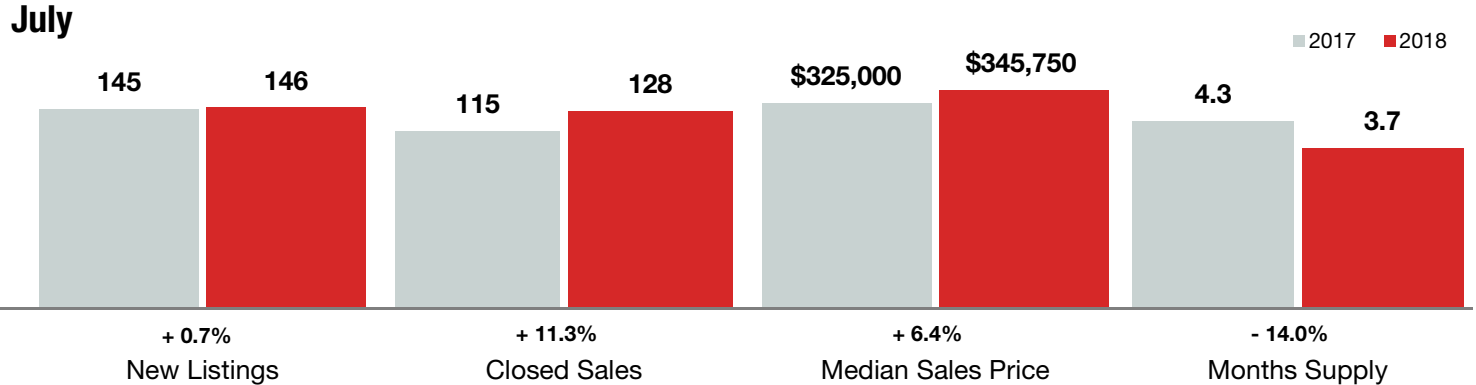
Charlotte Regional Realtor® Association

Lake Wylie

North Carolina

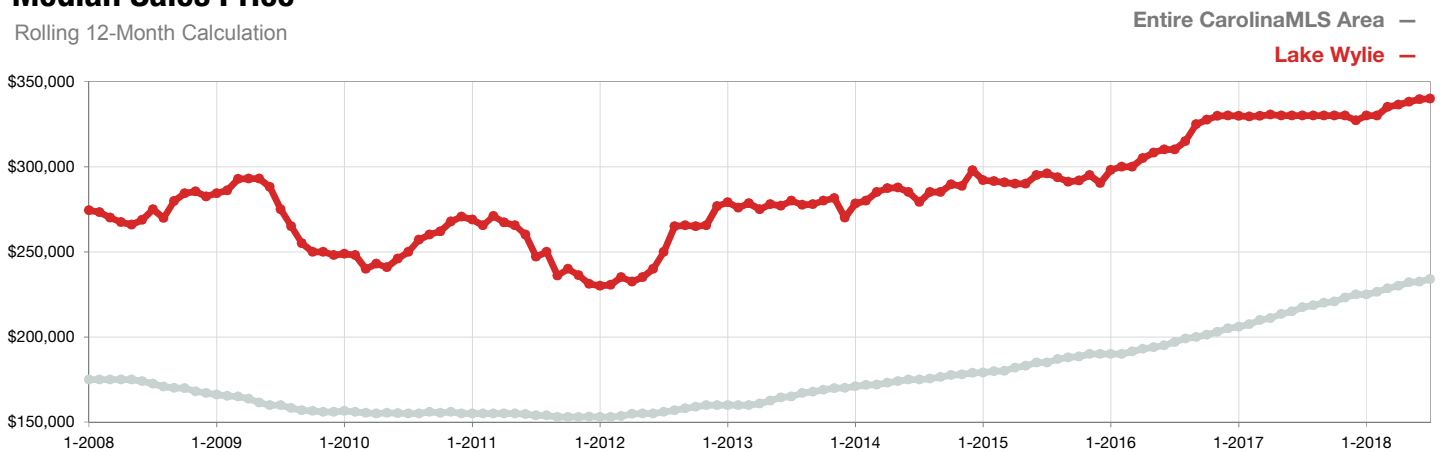
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 145 | 146 | + 0.7% | 996 | 1,098 | + 10.2% |
| Pending Sales | 102 | 147 | + 44.1% | 721 | 833 | + 15.5% |
| Closed Sales | 115 | 128 | + 11.3% | 640 | 725 | + 13.3% |
| Median Sales Price* | \$325,000 | \$345,750 | + 6.4% | \$329,900 | \$350,000 | + 6.1% |
| Average Sales Price* | \$391,405 | \$409,133 | + 4.5% | \$378,769 | \$397,635 | + 5.0% |
| Percent of Original List Price Received* | 97.7% | 97.2% | - 0.5% | 97.4% | 97.3% | - 0.1% |
| List to Close | 114 | 109 | - 4.4% | 123 | 125 | + 1.6% |
| Days on Market Until Sale | 54 | 50 | - 7.4% | 60 | 67 | + 11.7% |
| Cumulative Days on Market Until Sale | 64 | 59 | - 7.8% | 76 | 80 | + 5.3% |
| Inventory of Homes for Sale | 393 | 388 | - 1.3% | -- | -- | -- |
| Months Supply of Inventory | 4.3 | 3.7 | - 14.0% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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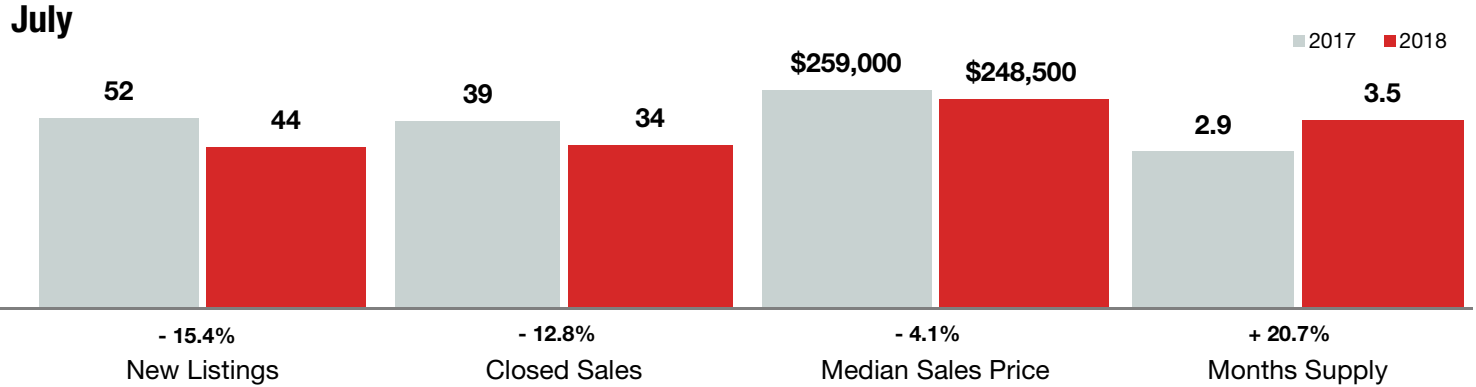


Uptown Charlotte

North Carolina

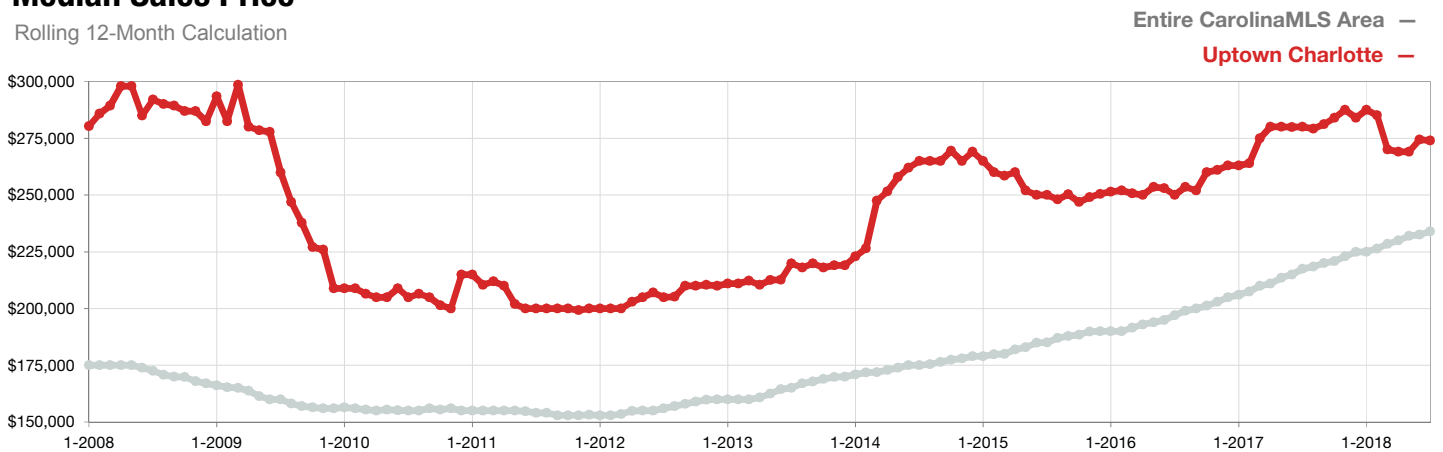
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 52 | 44 | - 15.4% | 359 | 325 | - 9.5% |
| Pending Sales | 37 | 29 | - 21.6% | 290 | 233 | - 19.7% |
| Closed Sales | 39 | 34 | - 12.8% | 275 | 214 | - 22.2% |
| Median Sales Price* | \$259,000 | \$248,500 | - 4.1% | \$279,900 | \$264,450 | - 5.5% |
| Average Sales Price* | \$303,043 | \$286,158 | - 5.6% | \$317,540 | \$315,917 | - 0.5% |
| Percent of Original List Price Received* | 97.0% | 95.9% | - 1.1% | 96.9% | 96.5% | - 0.4% |
| List to Close | 109 | 89 | - 18.3% | 102 | 89 | - 12.7% |
| Days on Market Until Sale | 45 | 53 | + 17.8% | 51 | 47 | - 7.8% |
| Cumulative Days on Market Until Sale | 46 | 67 | + 45.7% | 58 | 59 | + 1.7% |
| Inventory of Homes for Sale | 99 | 104 | + 5.1% | -- | -- | -- |
| Months Supply of Inventory | 2.9 | 3.5 | + 20.7% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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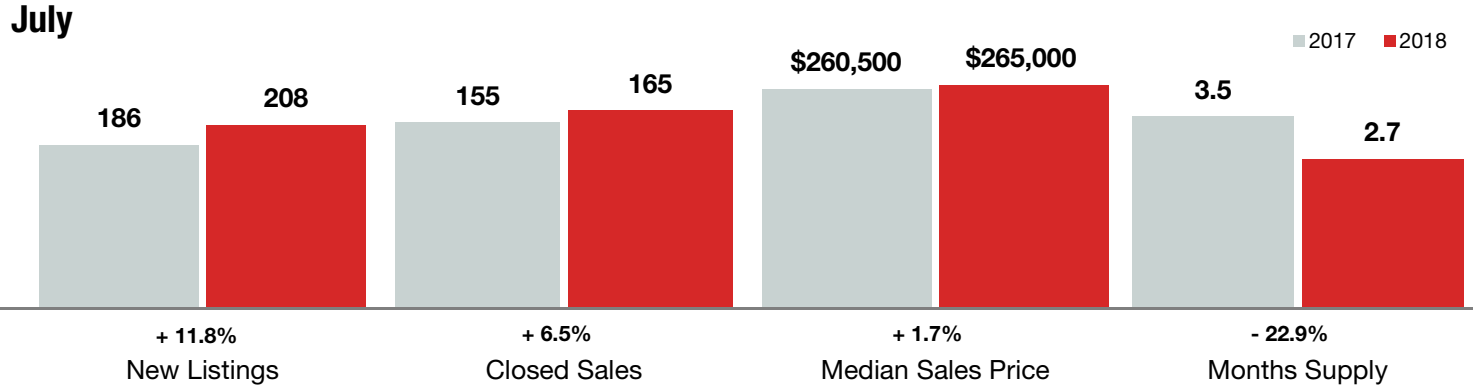


Lancaster County

South Carolina

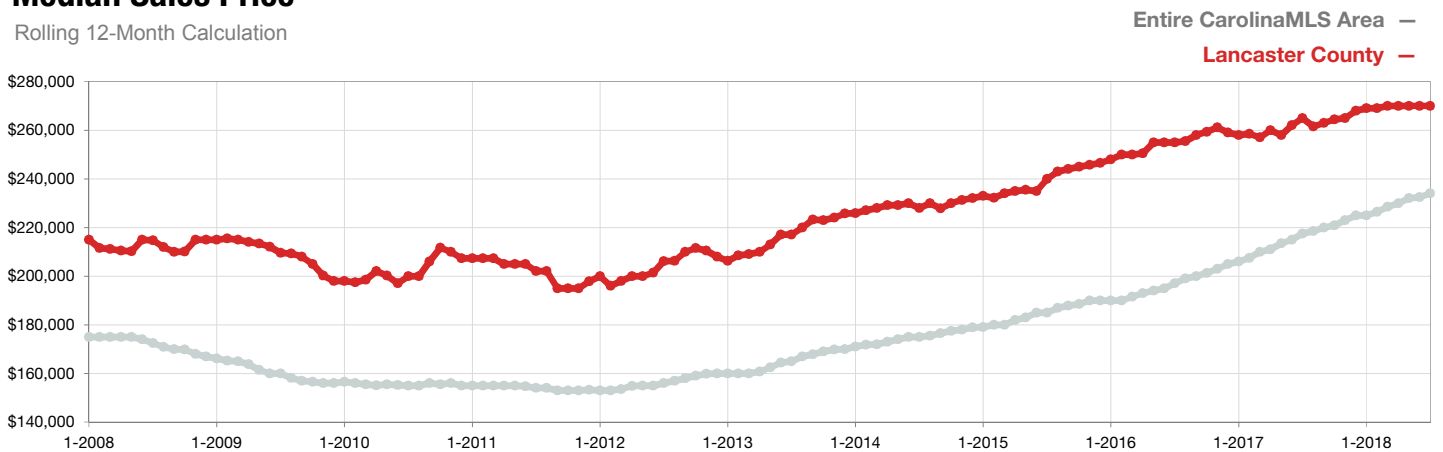
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 186 | 208 | + 11.8% | 1,295 | 1,425 | + 10.0% |
| Pending Sales | 157 | 178 | + 13.4% | 980 | 1,222 | + 24.7% |
| Closed Sales | 155 | 165 | + 6.5% | 879 | 1,077 | + 22.5% |
| Median Sales Price* | \$260,500 | \$265,000 | + 1.7% | \$264,943 | \$271,250 | + 2.4% |
| Average Sales Price* | \$272,874 | \$269,011 | - 1.4% | \$270,393 | \$279,582 | + 3.4% |
| Percent of Original List Price Received* | 96.7% | 97.5% | + 0.8% | 96.9% | 97.2% | + 0.3% |
| List to Close | 106 | 89 | - 16.0% | 108 | 111 | + 2.8% |
| Days on Market Until Sale | 54 | 41 | - 24.1% | 56 | 59 | + 5.4% |
| Cumulative Days on Market Until Sale | 65 | 46 | - 29.2% | 69 | 72 | + 4.3% |
| Inventory of Homes for Sale | 437 | 423 | - 3.2% | -- | -- | -- |
| Months Supply of Inventory | 3.5 | 2.7 | - 22.9% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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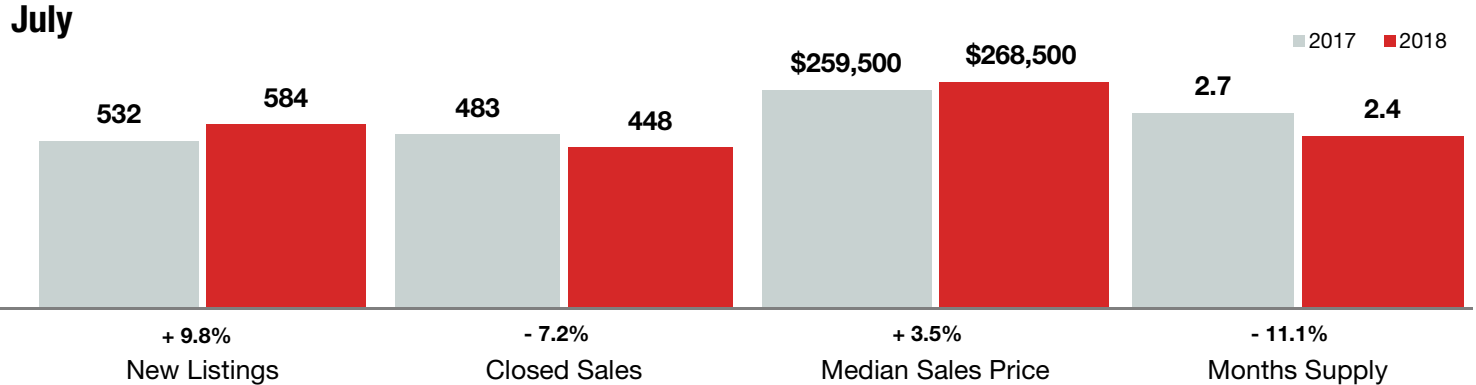


York County

South Carolina

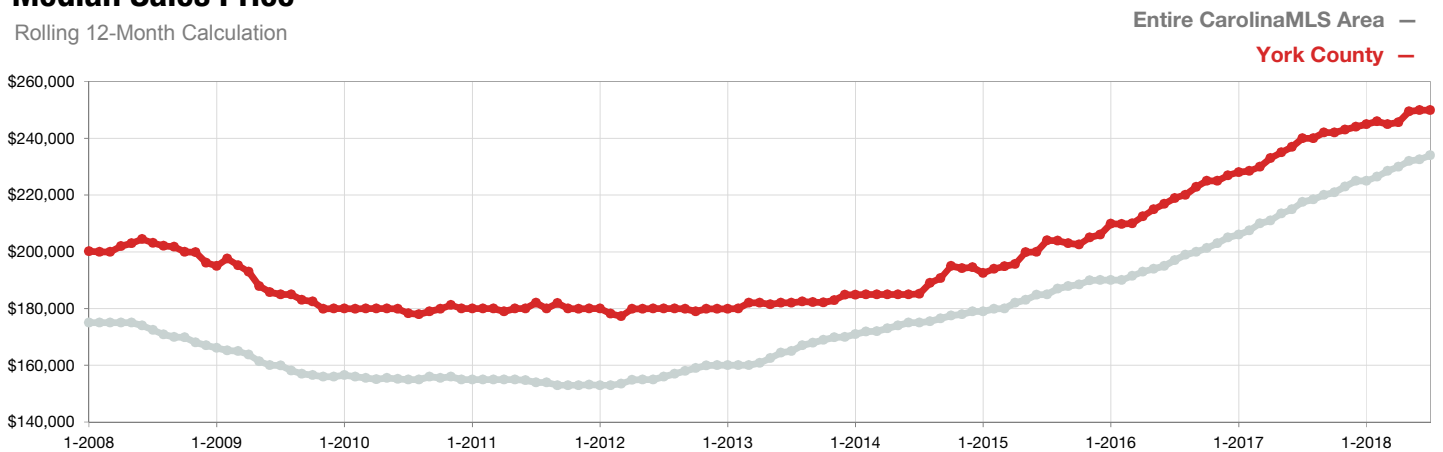
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 532 | 584 | + 9.8% | 3,668 | 3,918 | + 6.8% |
| Pending Sales | 416 | 544 | + 30.8% | 3,018 | 3,187 | + 5.6% |
| Closed Sales | 483 | 448 | - 7.2% | 2,775 | 2,861 | + 3.1% |
| Median Sales Price* | \$259,500 | \$268,500 | + 3.5% | \$245,000 | \$254,000 | + 3.7% |
| Average Sales Price* | \$282,908 | \$288,712 | + 2.1% | \$271,583 | \$278,415 | + 2.5% |
| Percent of Original List Price Received* | 97.4% | 97.6% | + 0.2% | 97.1% | 97.4% | + 0.3% |
| List to Close | 94 | 76 | - 19.1% | 102 | 90 | - 11.8% |
| Days on Market Until Sale | 40 | 32 | - 20.0% | 48 | 42 | - 12.5% |
| Cumulative Days on Market Until Sale | 47 | 41 | - 12.8% | 57 | 51 | - 10.5% |
| Inventory of Homes for Sale | 1,061 | 972 | - 8.4% | -- | -- | -- |
| Months Supply of Inventory | 2.7 | 2.4 | - 11.1% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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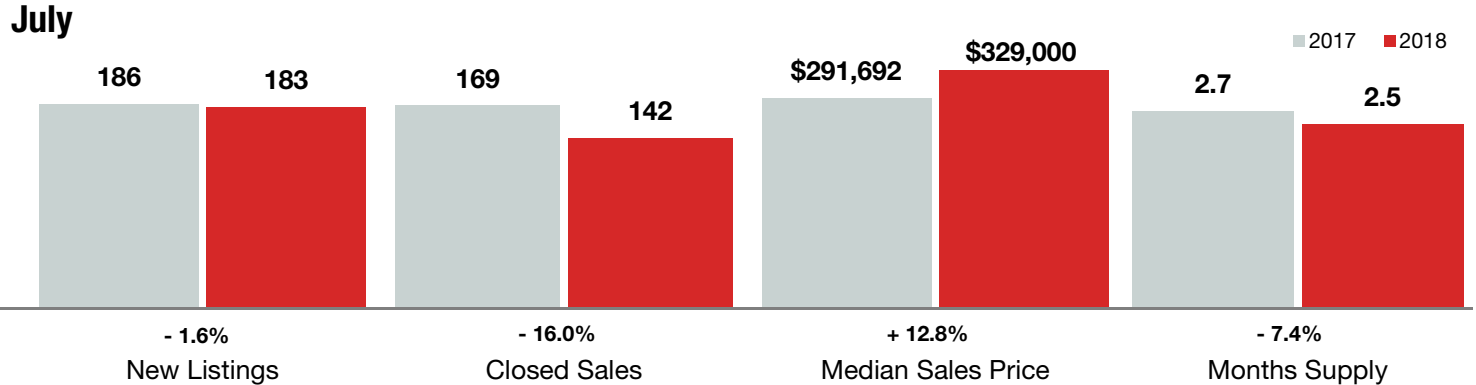
Charlotte Regional Realtor® Association

Fort Mill

South Carolina

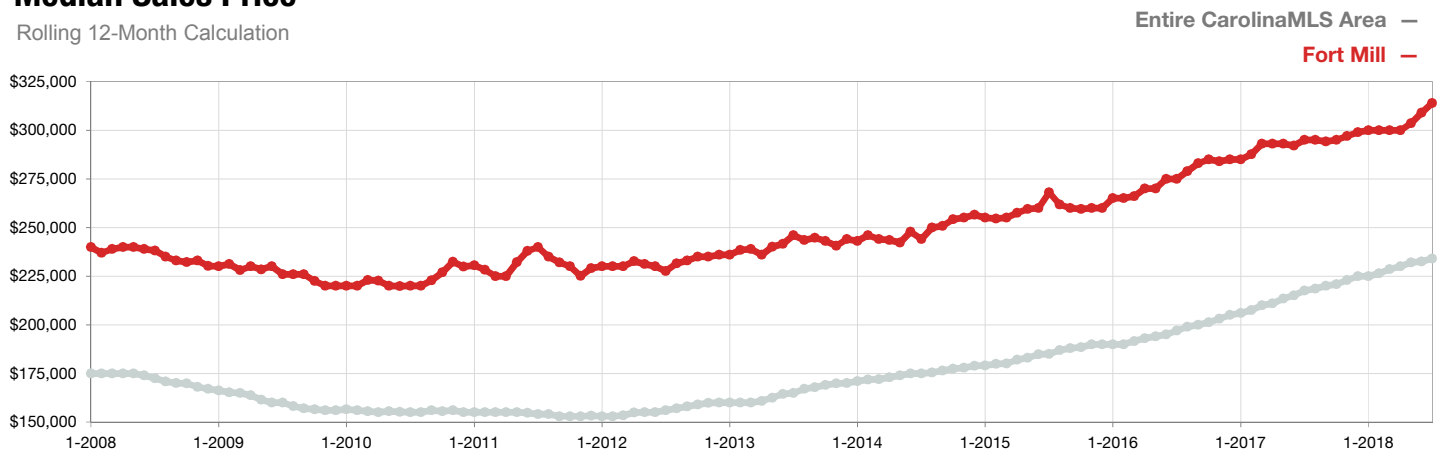
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 186 | 183 | - 1.6% | 1,291 | 1,287 | - 0.3% |
| Pending Sales | 144 | 190 | + 31.9% | 1,022 | 1,035 | + 1.3% |
| Closed Sales | 169 | 142 | - 16.0% | 940 | 914 | - 2.8% |
| Median Sales Price* | \$291,692 | \$329,000 | + 12.8% | \$297,000 | \$316,500 | + 6.6% |
| Average Sales Price* | \$336,169 | \$347,011 | + 3.2% | \$328,742 | \$338,018 | + 2.8% |
| Percent of Original List Price Received* | 97.9% | 97.0% | - 0.9% | 97.5% | 97.3% | - 0.2% |
| List to Close | 93 | 86 | - 7.5% | 101 | 98 | - 3.0% |
| Days on Market Until Sale | 43 | 39 | - 9.3% | 49 | 48 | - 2.0% |
| Cumulative Days on Market Until Sale | 50 | 48 | - 4.0% | 57 | 59 | + 3.5% |
| Inventory of Homes for Sale | 366 | 332 | - 9.3% | -- | -- | -- |
| Months Supply of Inventory | 2.7 | 2.5 | - 7.4% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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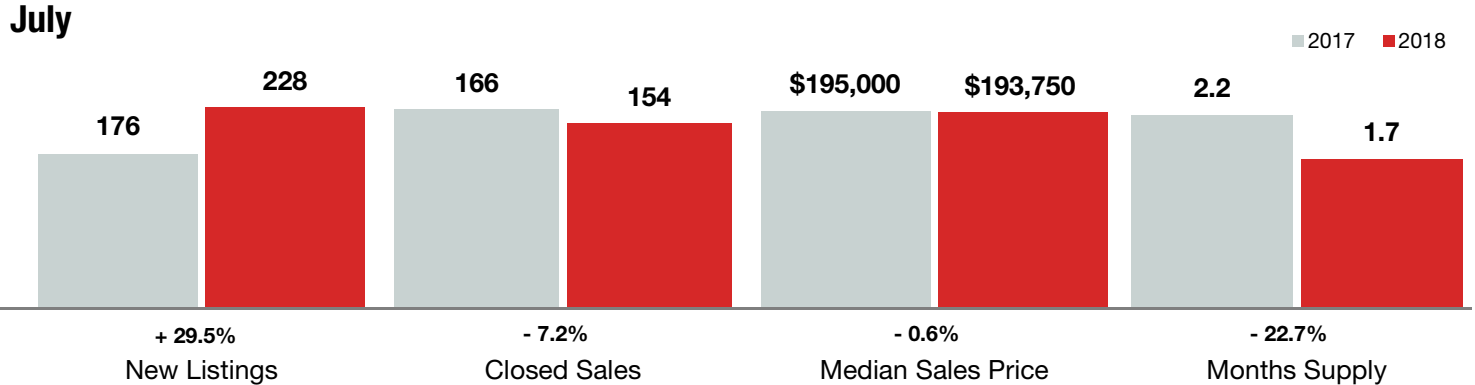


Rock Hill

South Carolina

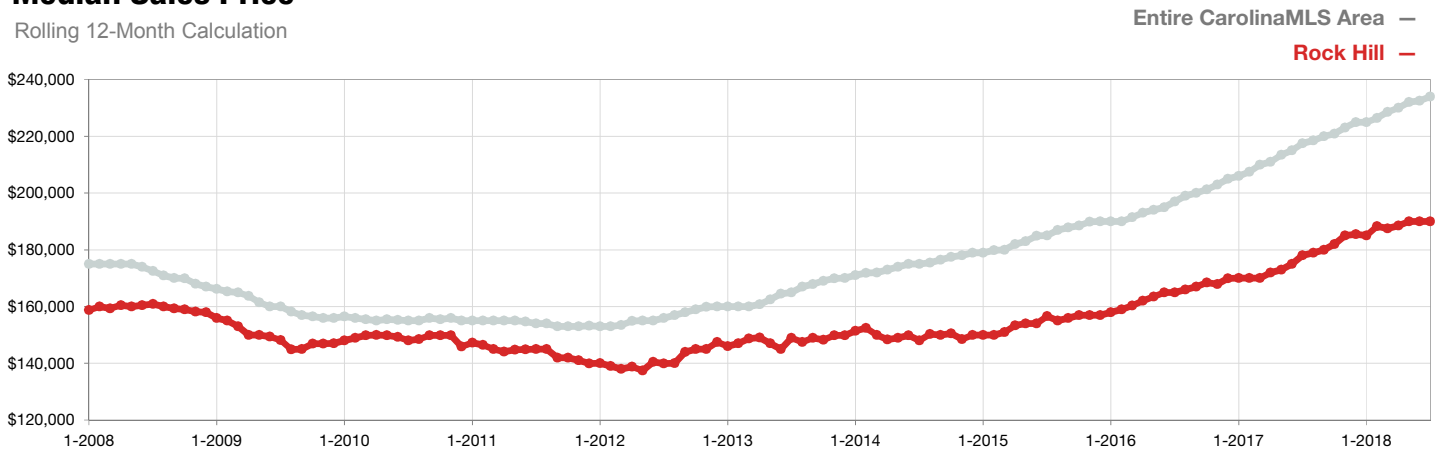
| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 176 | 228 | + 29.5% | 1,238 | 1,342 | + 8.4% |
| Pending Sales | 146 | 195 | + 33.6% | 1,064 | 1,151 | + 8.2% |
| Closed Sales | 166 | 154 | - 7.2% | 972 | 1,053 | + 8.3% |
| Median Sales Price* | \$195,000 | \$193,750 | - 0.6% | \$185,000 | \$190,000 | + 2.7% |
| Average Sales Price* | \$208,213 | \$215,787 | + 3.6% | \$199,436 | \$209,093 | + 4.8% |
| Percent of Original List Price Received* | 97.4% | 98.3% | + 0.9% | 97.1% | 98.0% | + 0.9% |
| List to Close | 85 | 69 | - 18.8% | 92 | 74 | - 19.6% |
| Days on Market Until Sale | 31 | 25 | - 19.4% | 40 | 28 | - 30.0% |
| Cumulative Days on Market Until Sale | 40 | 31 | - 22.5% | 48 | 34 | - 29.2% |
| Inventory of Homes for Sale | 303 | 262 | - 13.5% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 1.7 | - 22.7% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



Local Market Update for July 2018

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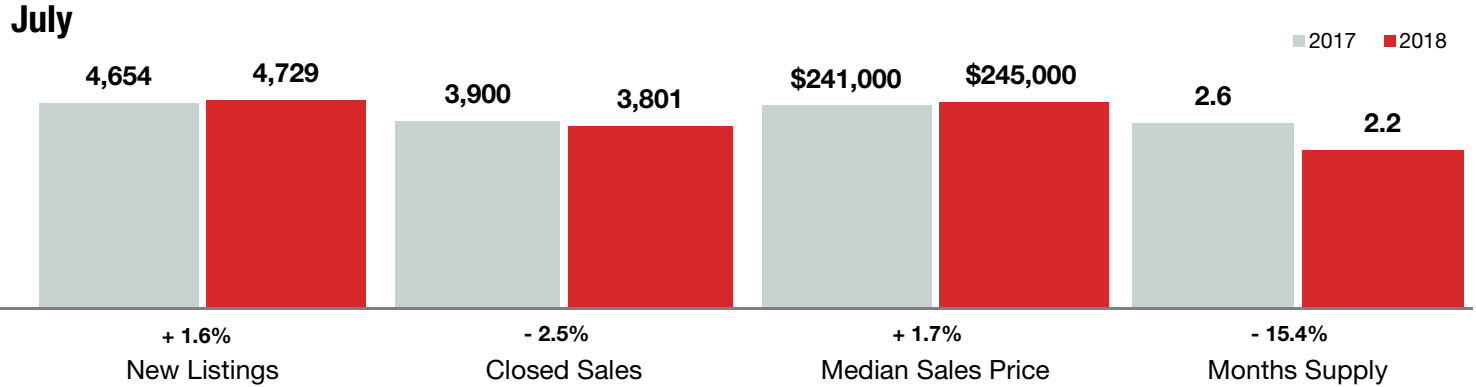


Charlotte MSA

North Carolina

| Key Metrics | July | | | Year to Date | | |
|------------------------------------------|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 7-2017 | Thru 7-2018 | Percent Change |
| New Listings | 4,654 | 4,729 | + 1.6% | 32,246 | 32,650 | + 1.3% |
| Pending Sales | 3,727 | 4,189 | + 12.4% | 26,127 | 26,933 | + 3.1% |
| Closed Sales | 3,900 | 3,801 | - 2.5% | 24,149 | 24,267 | + 0.5% |
| Median Sales Price* | \$241,000 | \$245,000 | + 1.7% | \$230,000 | \$244,400 | + 6.3% |
| Average Sales Price* | \$282,604 | \$295,397 | + 4.5% | \$277,615 | \$293,454 | + 5.7% |
| Percent of Original List Price Received* | 97.7% | 97.5% | - 0.2% | 97.5% | 97.5% | 0.0% |
| List to Close | 86 | 79 | - 8.1% | 95 | 89 | - 6.3% |
| Days on Market Until Sale | 35 | 32 | - 8.6% | 42 | 39 | - 7.1% |
| Cumulative Days on Market Until Sale | 42 | 39 | - 7.1% | 50 | 47 | - 6.0% |
| Inventory of Homes for Sale | 8,692 | 7,668 | - 11.8% | -- | -- | -- |
| Months Supply of Inventory | 2.6 | 2.2 | - 15.4% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation

