

# Local Market Update for October 2019

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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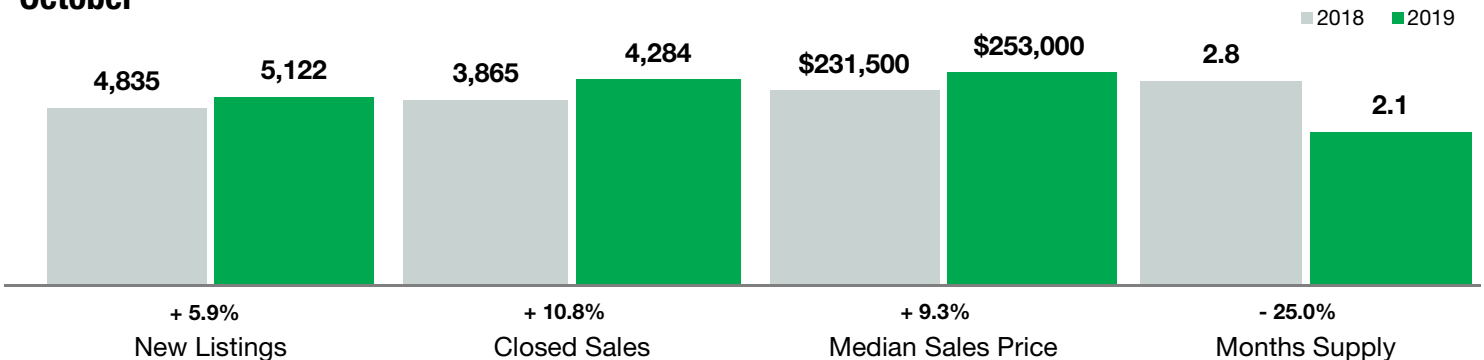
## Charlotte Region

Includes Alexander, Anson, Cabarrus, Catawba, Cleveland, Gaston, Iredell, Lincoln, Mecklenburg, Rowan, Stanly and Union Counties in North Carolina and Chester, Chesterfield, Lancaster and York Counties in South Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	4,835	5,122	+ 5.9%	53,437	54,502	+ 2.0%
Pending Sales	3,712	4,675	+ 25.9%	42,044	45,780	+ 8.9%
Closed Sales	3,865	4,284	+ 10.8%	41,114	42,879	+ 4.3%
Median Sales Price*	\$231,500	\$253,000	+ 9.3%	\$238,000	\$254,703	+ 7.0%
Average Sales Price*	\$278,811	\$305,890	+ 9.7%	\$287,178	\$302,977	+ 5.5%
Percent of Original List Price Received*	96.2%	96.5%	+ 0.3%	97.1%	96.8%	- 0.3%
List to Close	92	91	- 1.1%	92	93	+ 1.1%
Days on Market Until Sale	42	40	- 4.8%	42	43	+ 2.4%
Cumulative Days on Market Until Sale	50	48	- 4.0%	50	52	+ 4.0%
Average List Price	\$308,457	\$330,490	+ 7.1%	\$320,423	\$334,752	+ 4.5%
Inventory of Homes for Sale	11,291	9,094	- 19.5%	--	--	--
Months Supply of Inventory	2.8	2.1	- 25.0%	--	--	--

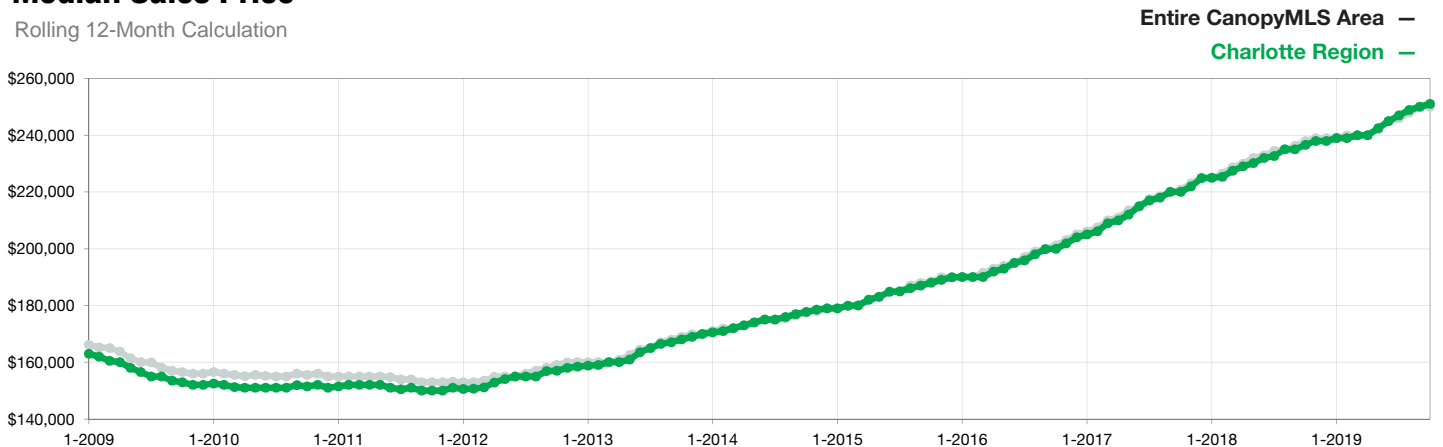
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### October



### Median Sales Price

Rolling 12-Month Calculation



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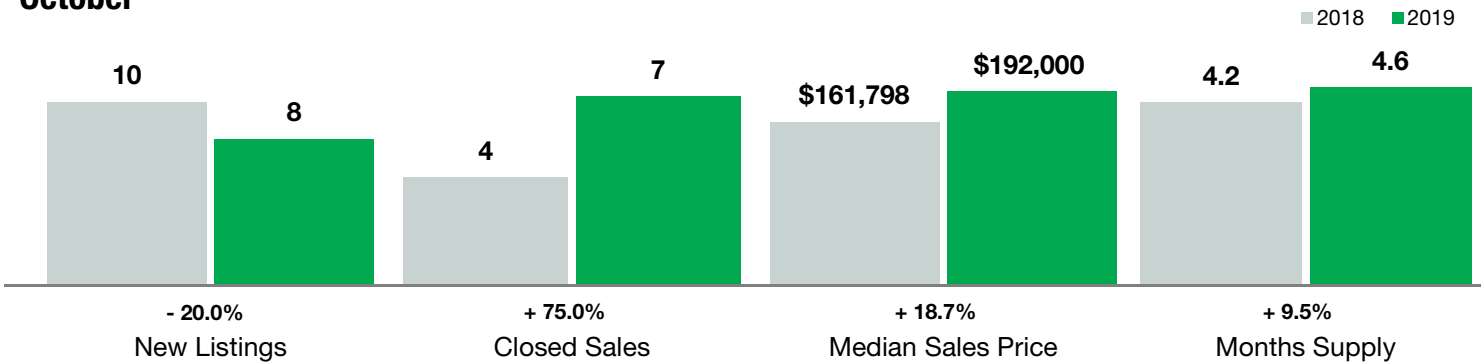
## Alexander County

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	10	8	- 20.0%	78	75	- 3.8%
Pending Sales	7	9	+ 28.6%	51	53	+ 3.9%
Closed Sales	4	7	+ 75.0%	54	44	- 18.5%
Median Sales Price*	\$161,798	\$192,000	+ 18.7%	\$161,798	\$161,500	- 0.2%
Average Sales Price*	\$176,427	\$230,371	+ 30.6%	\$210,717	\$210,494	- 0.1%
Percent of Original List Price Received*	96.7%	100.3%	+ 3.7%	92.0%	96.5%	+ 4.9%
List to Close	115	62	- 46.1%	149	108	- 27.5%
Days on Market Until Sale	87	17	- 80.5%	94	45	- 52.1%
Cumulative Days on Market Until Sale	87	19	- 78.2%	86	53	- 38.4%
Average List Price	\$183,510	\$146,769	- 20.0%	\$218,239	\$219,915	+ 0.8%
Inventory of Homes for Sale	27	22	- 18.5%	--	--	--
Months Supply of Inventory	4.2	4.6	+ 9.5%	--	--	--

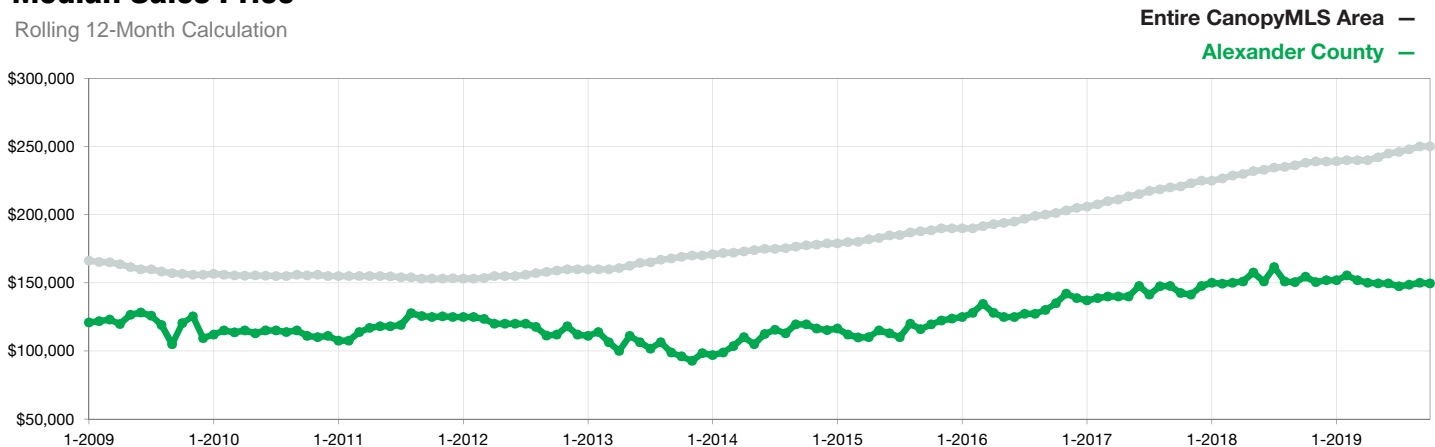
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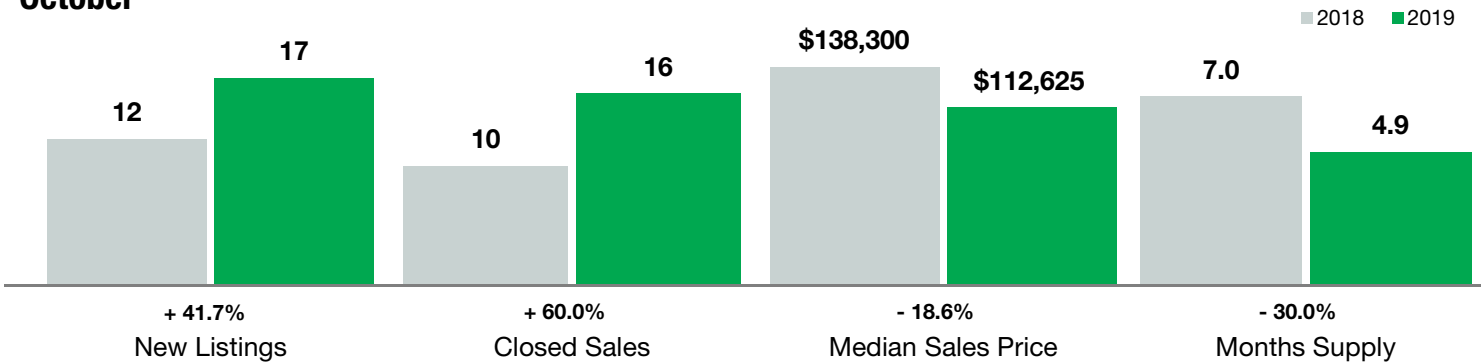
## Anson County

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	12	17	+ 41.7%	145	159	+ 9.7%
Pending Sales	14	14	0.0%	108	129	+ 19.4%
Closed Sales	10	16	+ 60.0%	103	120	+ 16.5%
Median Sales Price*	\$138,300	\$112,625	- 18.6%	\$106,500	\$115,000	+ 8.0%
Average Sales Price*	\$148,335	\$127,266	- 14.2%	\$120,154	\$125,859	+ 4.7%
Percent of Original List Price Received*	96.6%	99.4%	+ 2.9%	91.0%	93.1%	+ 2.3%
List to Close	183	129	- 29.5%	196	136	- 30.6%
Days on Market Until Sale	97	61	- 37.1%	159	86	- 45.9%
Cumulative Days on Market Until Sale	97	61	- 37.1%	164	98	- 40.2%
Average List Price	\$130,342	\$105,129	- 19.3%	\$140,175	\$135,821	- 3.1%
Inventory of Homes for Sale	73	58	- 20.5%	--	--	--
Months Supply of Inventory	7.0	4.9	- 30.0%	--	--	--

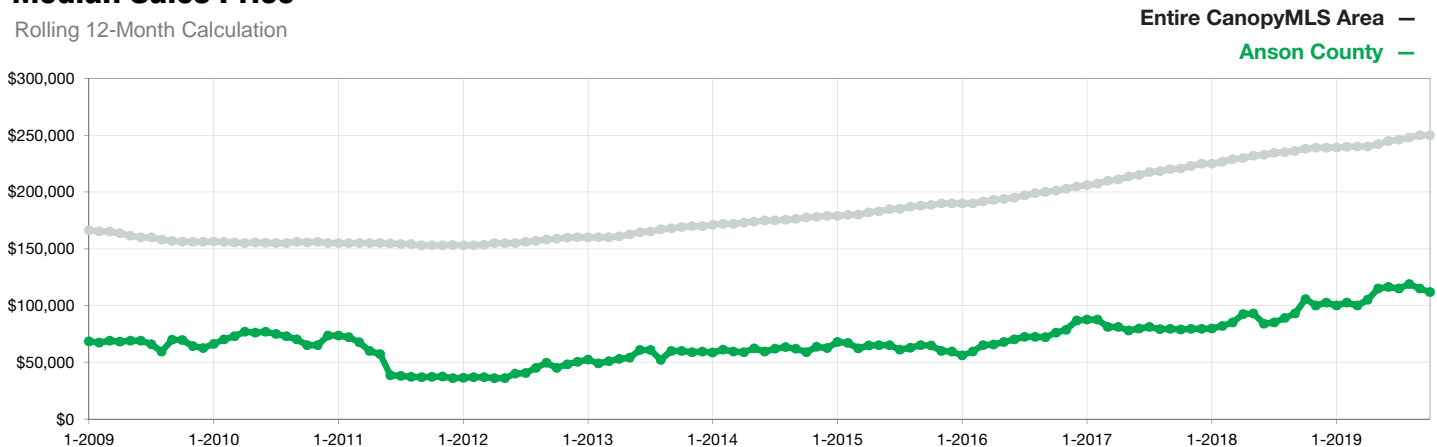
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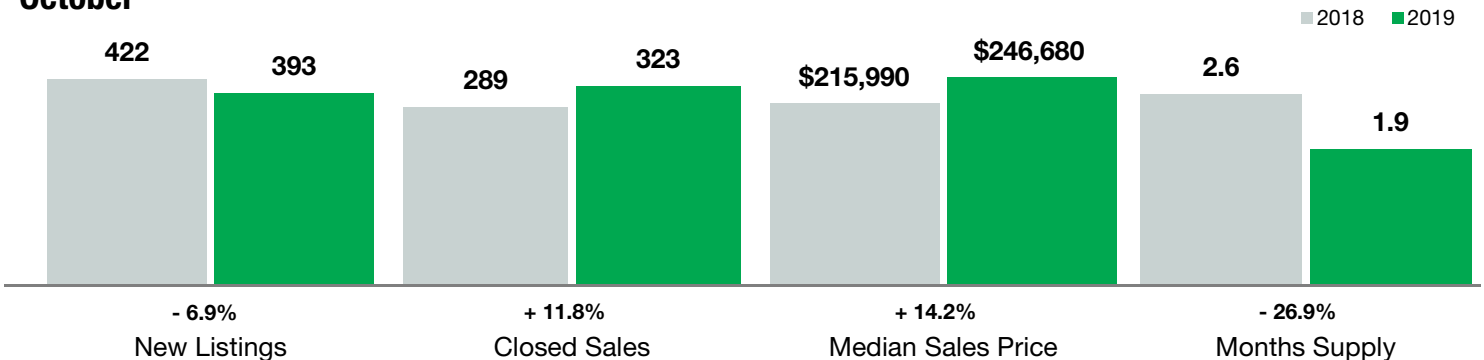
## Cabarrus County

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	422	393	- 6.9%	4,318	4,229	- 2.1%
Pending Sales	307	332	+ 8.1%	3,329	3,542	+ 6.4%
Closed Sales	289	323	+ 11.8%	3,273	3,410	+ 4.2%
Median Sales Price*	\$215,990	\$246,680	+ 14.2%	\$224,056	\$245,000	+ 9.3%
Average Sales Price*	\$242,096	\$261,150	+ 7.9%	\$245,895	\$262,810	+ 6.9%
Percent of Original List Price Received*	96.9%	96.8%	- 0.1%	97.3%	97.1%	- 0.2%
List to Close	93	89	- 4.3%	88	91	+ 3.4%
Days on Market Until Sale	41	36	- 12.2%	34	39	+ 14.7%
Cumulative Days on Market Until Sale	47	48	+ 2.1%	41	48	+ 17.1%
Average List Price	\$276,929	\$278,119	+ 0.4%	\$267,530	\$277,620	+ 3.8%
Inventory of Homes for Sale	833	631	- 24.2%	--	--	--
Months Supply of Inventory	2.6	1.9	- 26.9%	--	--	--

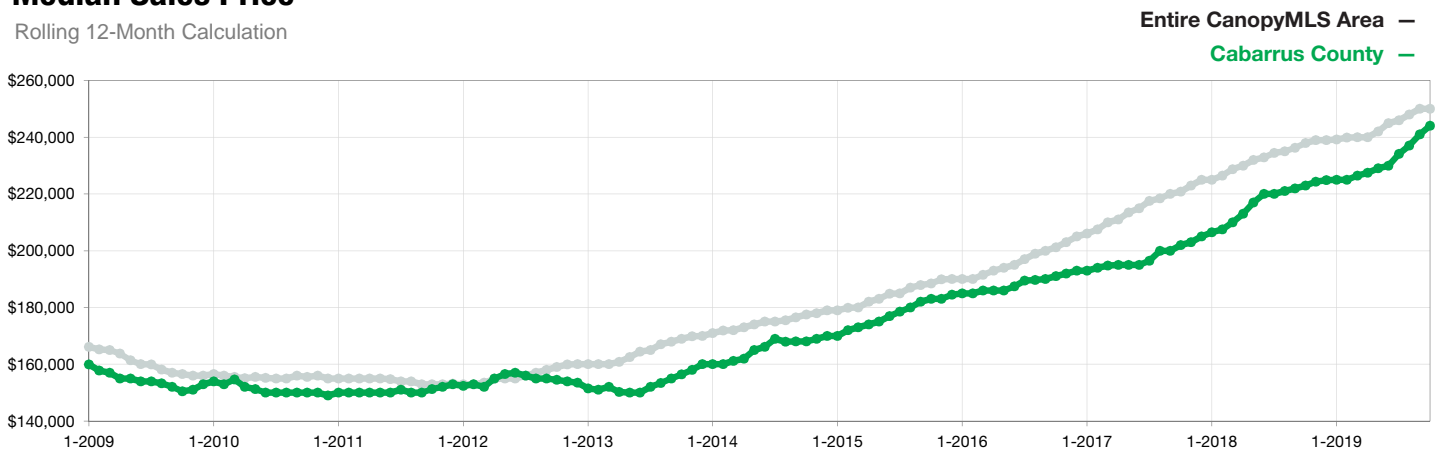
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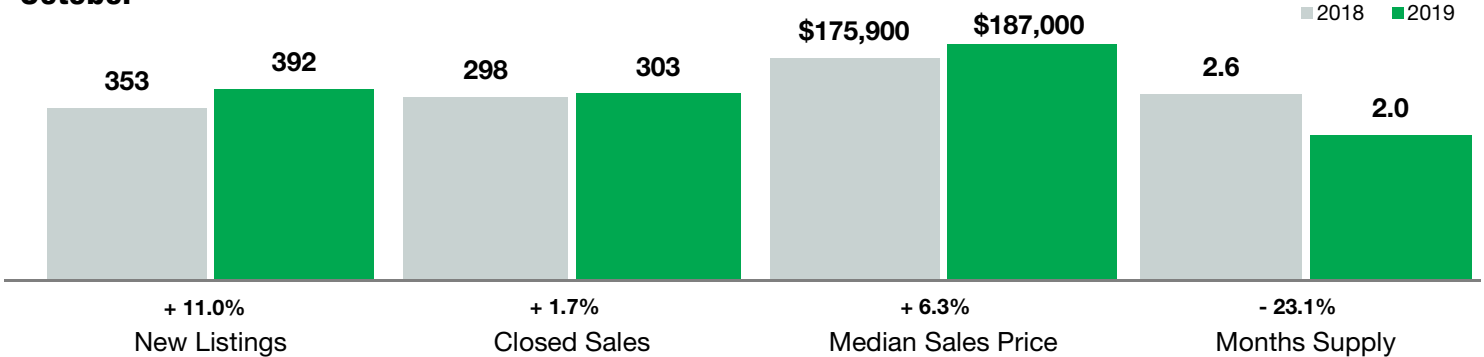
## Gaston County

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	353	<b>392</b>	+ 11.0%	3,563	<b>3,731</b>	+ 4.7%
Pending Sales	271	<b>361</b>	+ 33.2%	2,907	<b>3,211</b>	+ 10.5%
Closed Sales	298	<b>303</b>	+ 1.7%	2,820	<b>2,954</b>	+ 4.8%
Median Sales Price*	\$175,900	<b>\$187,000</b>	+ 6.3%	\$180,000	<b>\$190,000</b>	+ 5.6%
Average Sales Price*	\$200,890	<b>\$205,982</b>	+ 2.5%	\$197,001	<b>\$212,254</b>	+ 7.7%
Percent of Original List Price Received*	96.1%	<b>96.2%</b>	+ 0.1%	97.1%	<b>97.0%</b>	- 0.1%
List to Close	94	<b>82</b>	- 12.8%	92	<b>90</b>	- 2.2%
Days on Market Until Sale	41	<b>31</b>	- 24.4%	39	<b>38</b>	- 2.6%
Cumulative Days on Market Until Sale	49	<b>36</b>	- 26.5%	45	<b>43</b>	- 4.4%
Average List Price	\$216,741	<b>\$240,148</b>	+ 10.8%	\$212,332	<b>\$227,061</b>	+ 6.9%
Inventory of Homes for Sale	711	<b>607</b>	- 14.6%	--	--	--
Months Supply of Inventory	2.6	<b>2.0</b>	- 23.1%	--	--	--

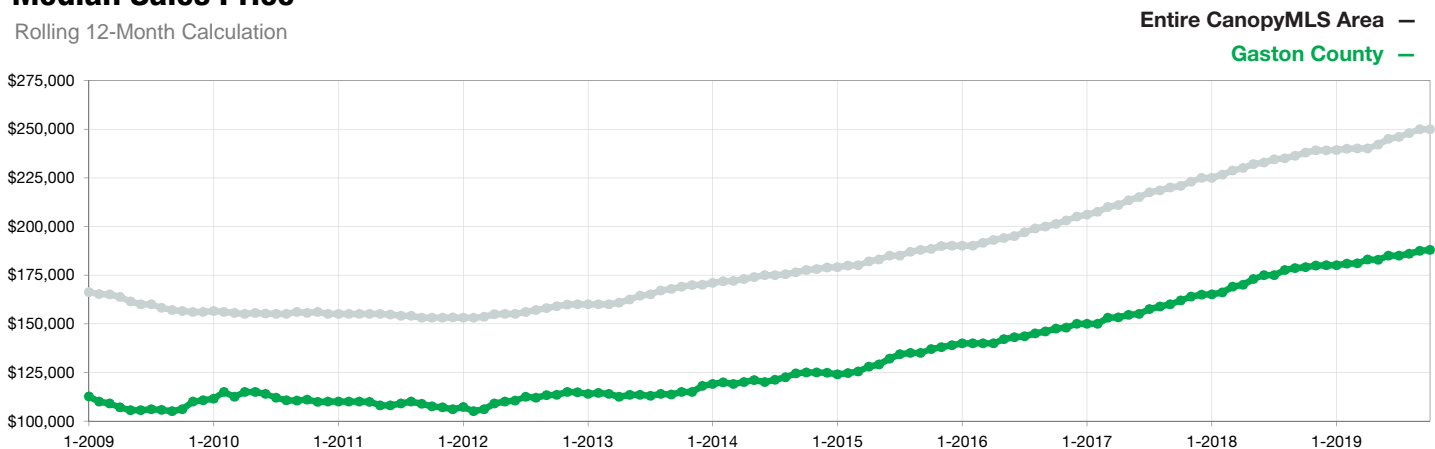
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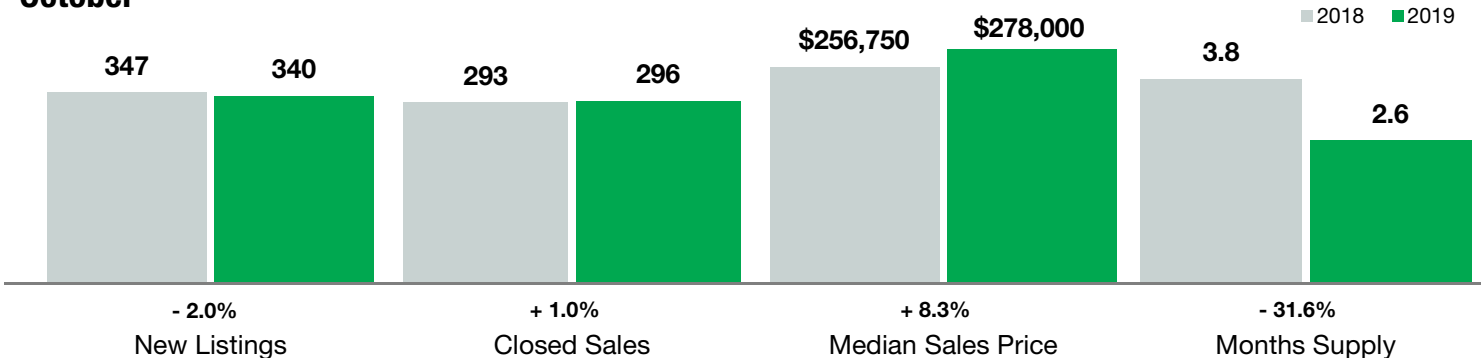
## Iredell County

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	347	340	- 2.0%	3,742	3,766	+ 0.6%
Pending Sales	268	327	+ 22.0%	2,820	3,173	+ 12.5%
Closed Sales	293	296	+ 1.0%	2,730	2,951	+ 8.1%
Median Sales Price*	\$256,750	\$278,000	+ 8.3%	\$255,000	\$266,000	+ 4.3%
Average Sales Price*	\$314,343	\$361,365	+ 15.0%	\$320,140	\$328,546	+ 2.6%
Percent of Original List Price Received*	95.2%	96.3%	+ 1.2%	95.8%	95.7%	- 0.1%
List to Close	103	114	+ 10.7%	112	111	- 0.9%
Days on Market Until Sale	49	57	+ 16.3%	62	60	- 3.2%
Cumulative Days on Market Until Sale	57	66	+ 15.8%	75	74	- 1.3%
Average List Price	\$358,383	\$373,332	+ 4.2%	\$357,951	\$374,650	+ 4.7%
Inventory of Homes for Sale	1,010	779	- 22.9%	--	--	--
Months Supply of Inventory	3.8	2.6	- 31.6%	--	--	--

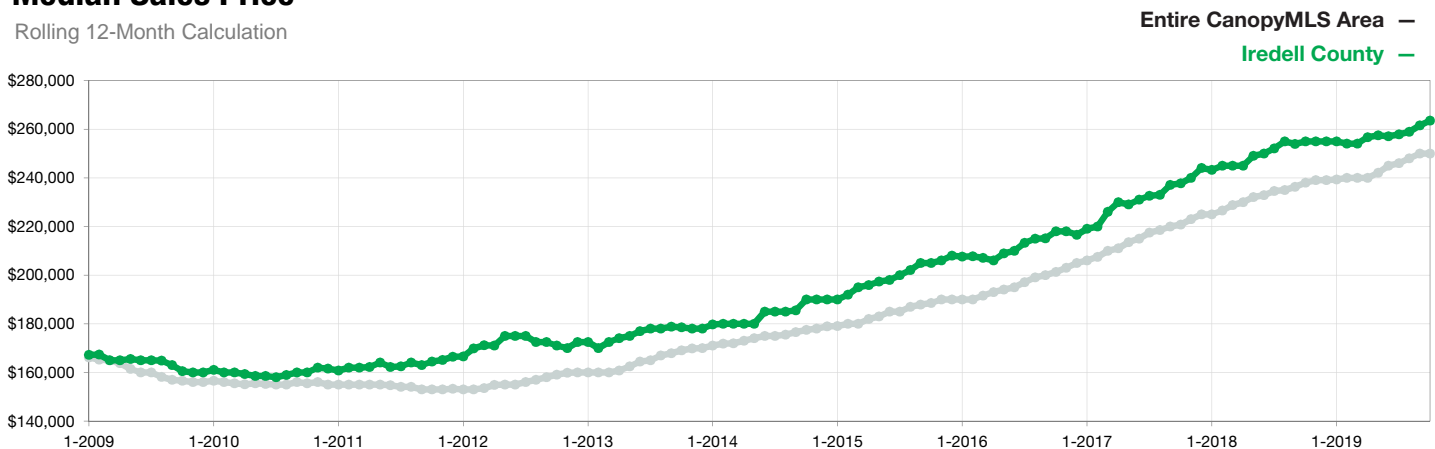
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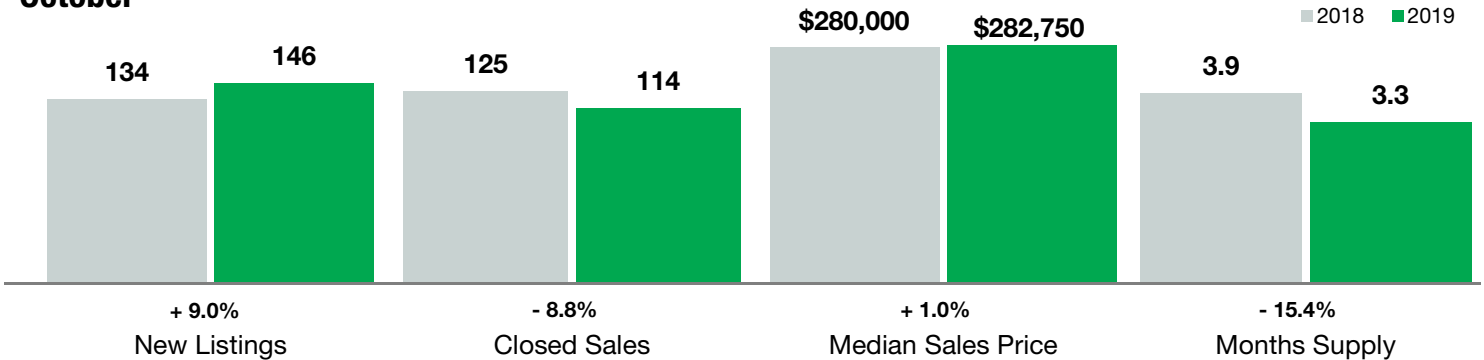
## Lincoln County

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	134	146	+ 9.0%	1,604	1,491	- 7.0%
Pending Sales	99	119	+ 20.2%	1,175	1,137	- 3.2%
Closed Sales	125	114	- 8.8%	1,135	1,084	- 4.5%
Median Sales Price*	\$280,000	\$282,750	+ 1.0%	\$270,000	\$282,250	+ 4.5%
Average Sales Price*	\$304,487	\$293,710	- 3.5%	\$296,563	\$312,257	+ 5.3%
Percent of Original List Price Received*	94.3%	96.7%	+ 2.5%	95.5%	96.1%	+ 0.6%
List to Close	116	95	- 18.1%	115	109	- 5.2%
Days on Market Until Sale	59	44	- 25.4%	60	57	- 5.0%
Cumulative Days on Market Until Sale	68	54	- 20.6%	72	71	- 1.4%
Average List Price	\$288,127	\$323,688	+ 12.3%	\$338,429	\$348,118	+ 2.9%
Inventory of Homes for Sale	438	364	- 16.9%	--	--	--
Months Supply of Inventory	3.9	3.3	- 15.4%	--	--	--

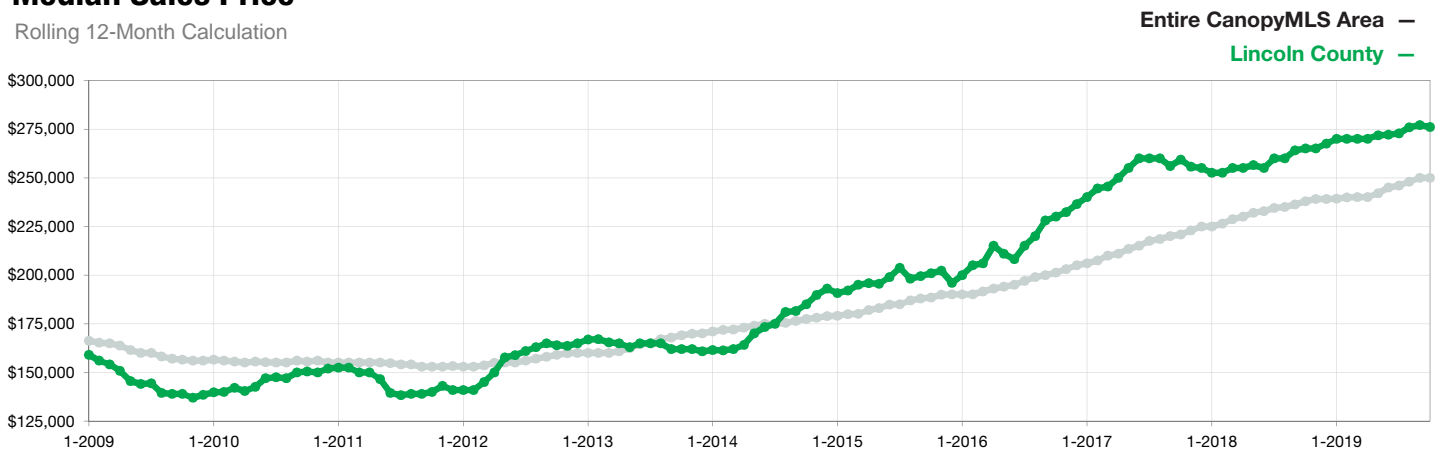
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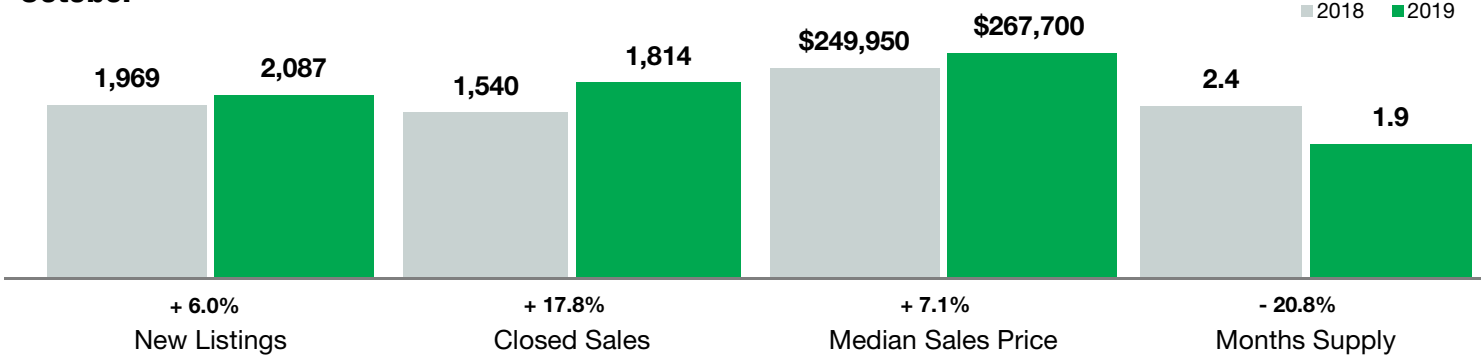
## Mecklenburg County

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	1,969	<b>2,087</b>	+ 6.0%	21,934	<b>22,449</b>	+ 2.3%
Pending Sales	1,481	<b>1,894</b>	+ 27.9%	17,388	<b>18,811</b>	+ 8.2%
Closed Sales	1,540	<b>1,814</b>	+ 17.8%	17,078	<b>17,612</b>	+ 3.1%
Median Sales Price*	\$249,950	<b>\$267,700</b>	+ 7.1%	\$252,500	<b>\$270,000</b>	+ 6.9%
Average Sales Price*	\$309,919	<b>\$343,903</b>	+ 11.0%	\$320,806	<b>\$341,041</b>	+ 6.3%
Percent of Original List Price Received*	96.7%	<b>96.7%</b>	0.0%	97.8%	<b>97.2%</b>	- 0.6%
List to Close	82	<b>86</b>	+ 4.9%	82	<b>86</b>	+ 4.9%
Days on Market Until Sale	34	<b>36</b>	+ 5.9%	32	<b>37</b>	+ 15.6%
Cumulative Days on Market Until Sale	41	<b>43</b>	+ 4.9%	38	<b>44</b>	+ 15.8%
Average List Price	\$345,640	<b>\$379,108</b>	+ 9.7%	\$360,879	<b>\$379,971</b>	+ 5.3%
Inventory of Homes for Sale	3,952	<b>3,263</b>	- 17.4%	--	--	--
Months Supply of Inventory	2.4	<b>1.9</b>	- 20.8%	--	--	--

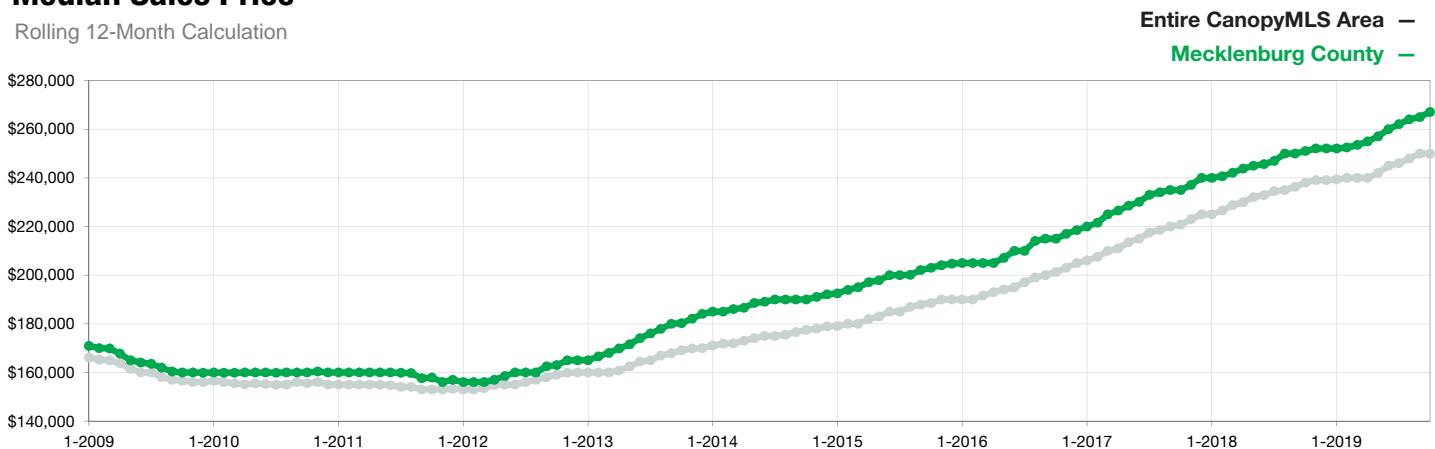
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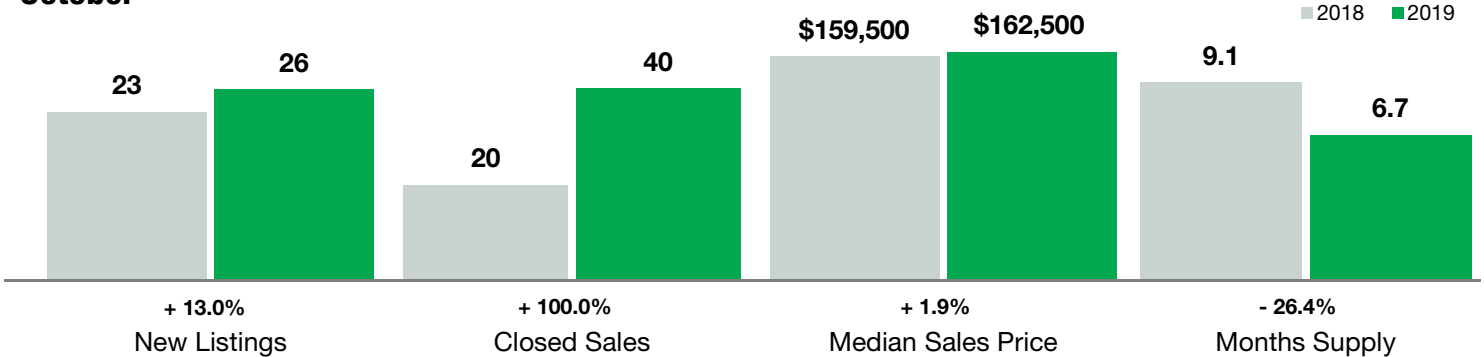
## Montgomery County

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	23	26	+ 13.0%	316	405	+ 28.2%
Pending Sales	17	31	+ 82.4%	202	274	+ 35.6%
Closed Sales	20	40	+ 100.0%	197	258	+ 31.0%
Median Sales Price*	\$159,500	\$162,500	+ 1.9%	\$131,000	\$131,000	0.0%
Average Sales Price*	\$351,299	\$266,828	- 24.0%	\$223,382	\$243,152	+ 8.9%
Percent of Original List Price Received*	87.4%	90.0%	+ 3.0%	88.4%	90.0%	+ 1.8%
List to Close	141	153	+ 8.5%	163	139	- 14.7%
Days on Market Until Sale	102	110	+ 7.8%	130	101	- 22.3%
Cumulative Days on Market Until Sale	102	117	+ 14.7%	149	113	- 24.2%
Average List Price	\$248,627	\$322,675	+ 29.8%	\$307,156	\$285,616	- 7.0%
Inventory of Homes for Sale	169	164	- 3.0%	--	--	--
Months Supply of Inventory	9.1	6.7	- 26.4%	--	--	--

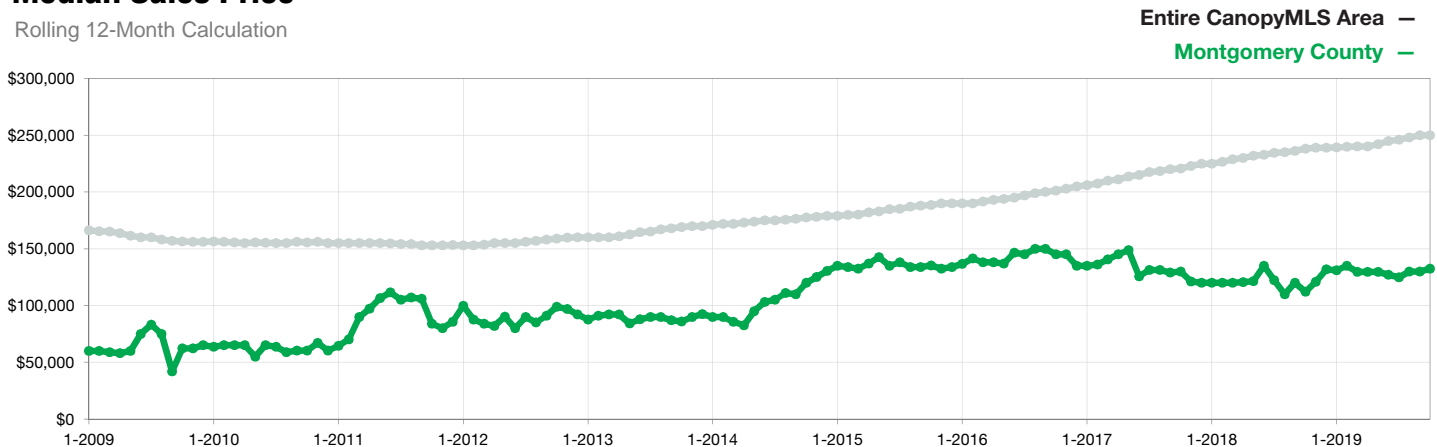
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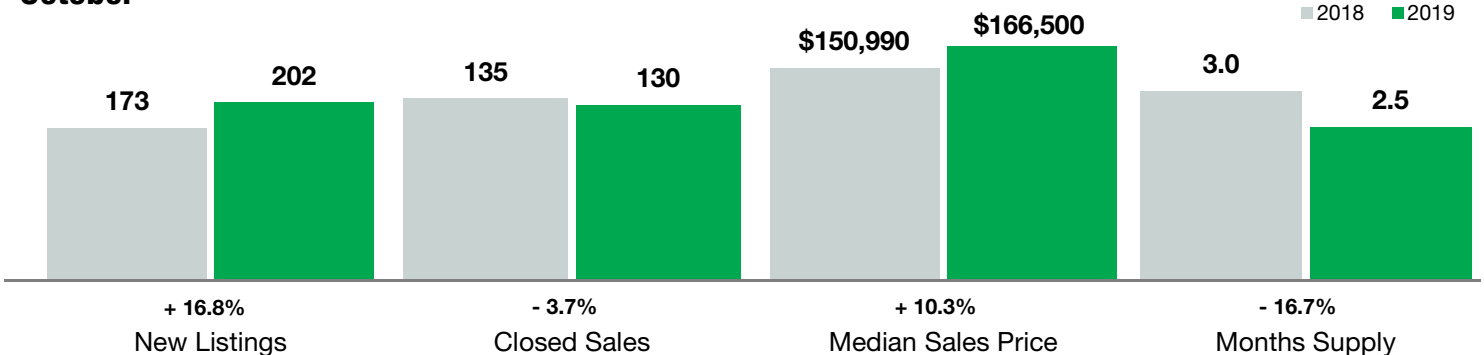
## Rowan County

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	173	202	+ 16.8%	1,756	1,816	+ 3.4%
Pending Sales	131	153	+ 16.8%	1,462	1,512	+ 3.4%
Closed Sales	135	130	- 3.7%	1,424	1,420	- 0.3%
Median Sales Price*	\$150,990	\$166,500	+ 10.3%	\$146,000	\$160,000	+ 9.6%
Average Sales Price*	\$177,471	\$192,713	+ 8.6%	\$162,315	\$176,687	+ 8.9%
Percent of Original List Price Received*	95.5%	94.6%	- 0.9%	95.1%	95.4%	+ 0.3%
List to Close	99	91	- 8.1%	103	97	- 5.8%
Days on Market Until Sale	44	43	- 2.3%	54	48	- 11.1%
Cumulative Days on Market Until Sale	53	48	- 9.4%	63	55	- 12.7%
Average List Price	\$182,321	\$220,149	+ 20.7%	\$188,693	\$203,201	+ 7.7%
Inventory of Homes for Sale	424	354	- 16.5%	--	--	--
Months Supply of Inventory	3.0	2.5	- 16.7%	--	--	--

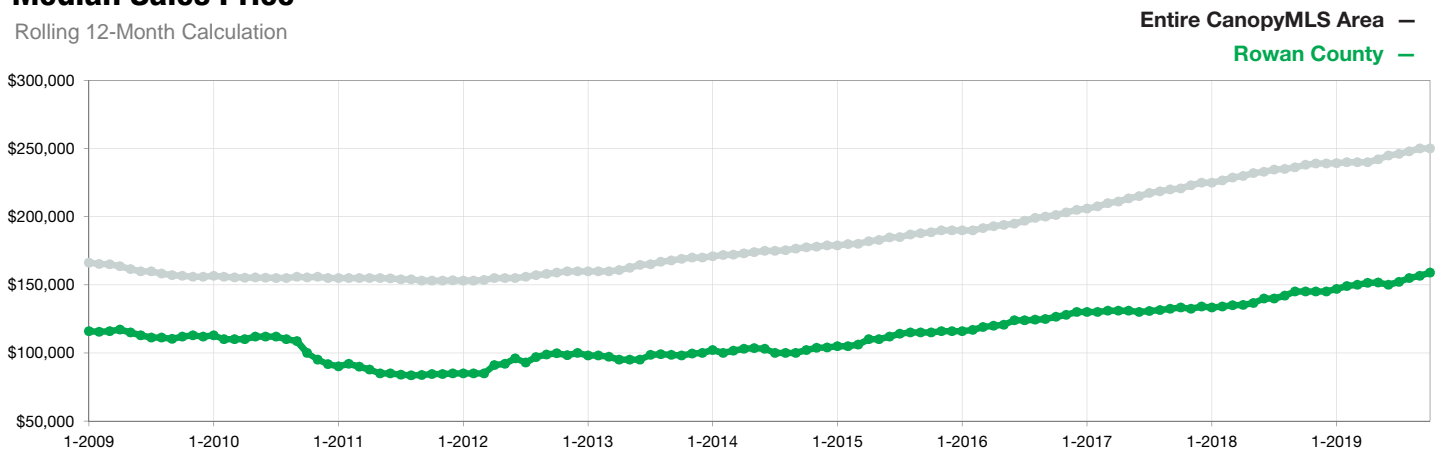
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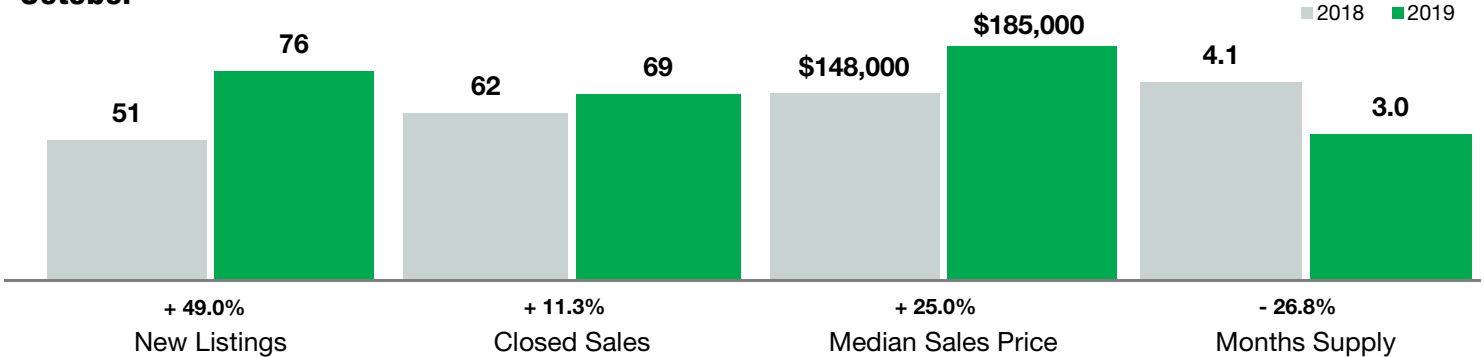
## Stanly County

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	51	76	+ 49.0%	782	782	0.0%
Pending Sales	55	90	+ 63.6%	618	641	+ 3.7%
Closed Sales	62	69	+ 11.3%	596	575	- 3.5%
Median Sales Price*	\$148,000	\$185,000	+ 25.0%	\$152,000	\$183,490	+ 20.7%
Average Sales Price*	\$155,548	\$216,306	+ 39.1%	\$175,256	\$206,677	+ 17.9%
Percent of Original List Price Received*	94.9%	95.3%	+ 0.4%	94.4%	94.8%	+ 0.4%
List to Close	109	106	- 2.8%	109	113	+ 3.7%
Days on Market Until Sale	45	53	+ 17.8%	60	59	- 1.7%
Cumulative Days on Market Until Sale	49	63	+ 28.6%	69	67	- 2.9%
Average List Price	\$255,844	\$188,794	- 26.2%	\$212,105	\$227,445	+ 7.2%
Inventory of Homes for Sale	238	182	- 23.5%	--	--	--
Months Supply of Inventory	4.1	3.0	- 26.8%	--	--	--

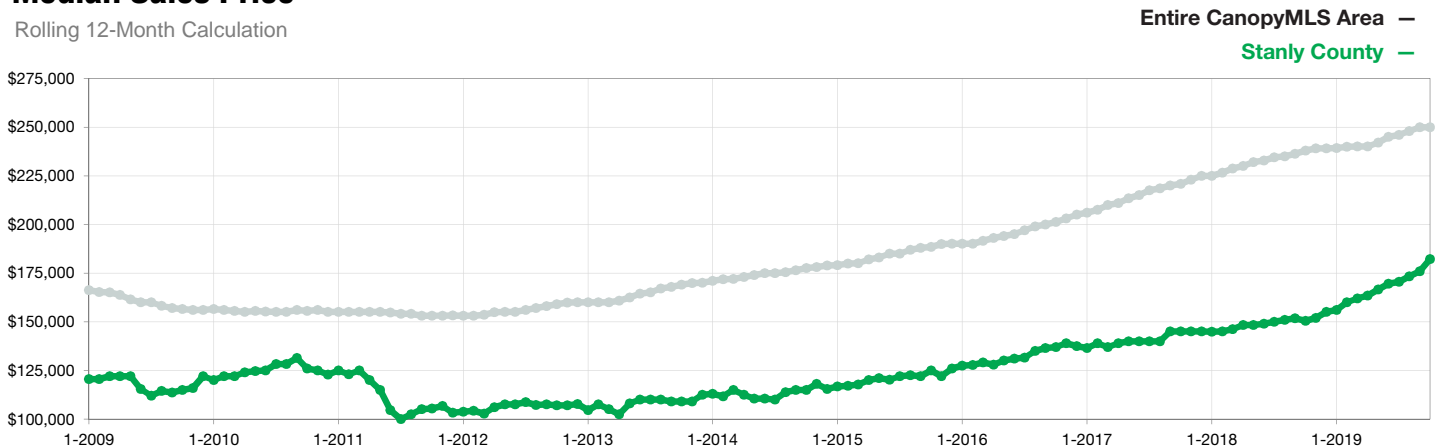
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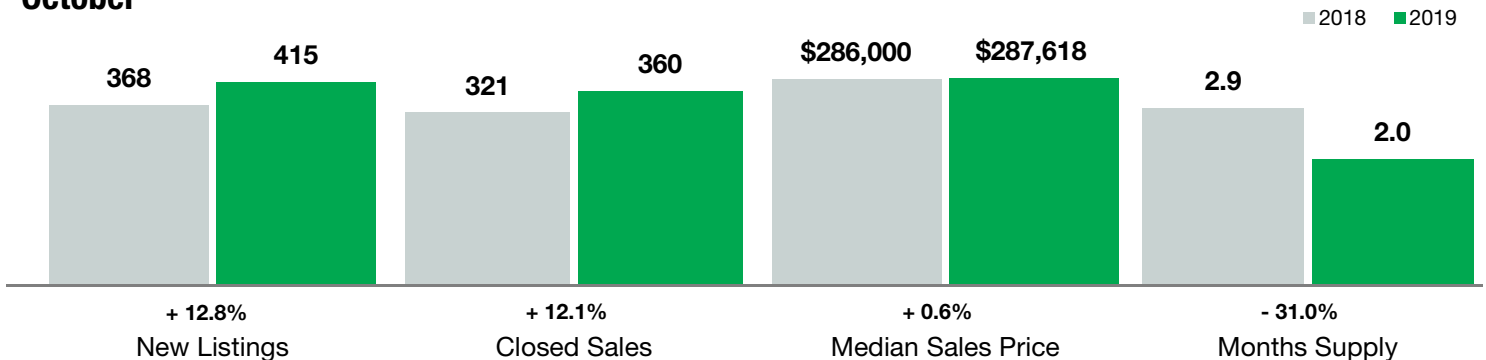
## Union County

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	368	415	+ 12.8%	4,673	4,807	+ 2.9%
Pending Sales	291	389	+ 33.7%	3,702	4,050	+ 9.4%
Closed Sales	321	360	+ 12.1%	3,604	3,780	+ 4.9%
Median Sales Price*	\$286,000	\$287,618	+ 0.6%	\$299,999	\$305,000	+ 1.7%
Average Sales Price*	\$326,970	\$334,218	+ 2.2%	\$351,683	\$357,243	+ 1.6%
Percent of Original List Price Received*	96.0%	96.1%	+ 0.1%	97.1%	97.1%	0.0%
List to Close	104	94	- 9.6%	96	94	- 2.1%
Days on Market Until Sale	50	43	- 14.0%	45	46	+ 2.2%
Cumulative Days on Market Until Sale	57	53	- 7.0%	56	55	- 1.8%
Average List Price	\$351,574	\$385,572	+ 9.7%	\$387,380	\$392,639	+ 1.4%
Inventory of Homes for Sale	994	767	- 22.8%	--	--	--
Months Supply of Inventory	2.9	2.0	- 31.0%	--	--	--

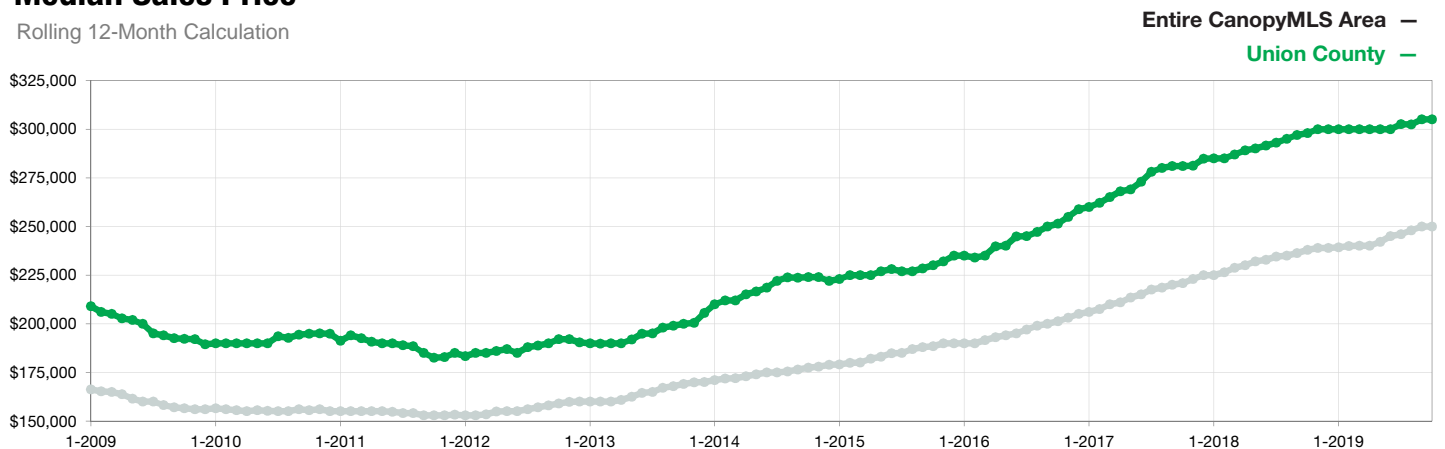
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### October



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for October 2019

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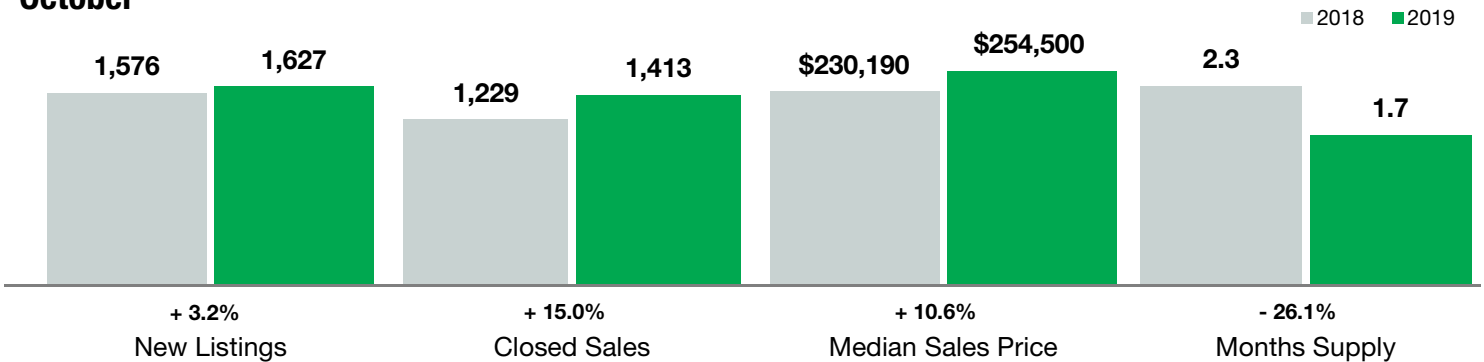
## City of Charlotte

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	1,576	<b>1,627</b>	+ 3.2%	17,330	<b>17,616</b>	+ 1.7%
Pending Sales	1,195	<b>1,508</b>	+ 26.2%	13,802	<b>14,963</b>	+ 8.4%
Closed Sales	1,229	<b>1,413</b>	+ 15.0%	13,577	<b>14,038</b>	+ 3.4%
Median Sales Price*	\$230,190	<b>\$254,500</b>	+ 10.6%	\$238,000	<b>\$256,000</b>	+ 7.6%
Average Sales Price*	\$299,160	<b>\$336,418</b>	+ 12.5%	\$309,753	<b>\$333,231</b>	+ 7.6%
Percent of Original List Price Received*	96.7%	<b>96.8%</b>	+ 0.1%	98.0%	<b>97.3%</b>	- 0.7%
List to Close	78	<b>84</b>	+ 7.7%	79	<b>84</b>	+ 6.3%
Days on Market Until Sale	31	<b>33</b>	+ 6.5%	29	<b>34</b>	+ 17.2%
Cumulative Days on Market Until Sale	36	<b>39</b>	+ 8.3%	35	<b>41</b>	+ 17.1%
Average List Price	\$328,953	<b>\$365,985</b>	+ 11.3%	\$351,966	<b>\$371,406</b>	+ 5.5%
Inventory of Homes for Sale	3,027	<b>2,421</b>	- 20.0%	--	--	--
Months Supply of Inventory	2.3	<b>1.7</b>	- 26.1%	--	--	--

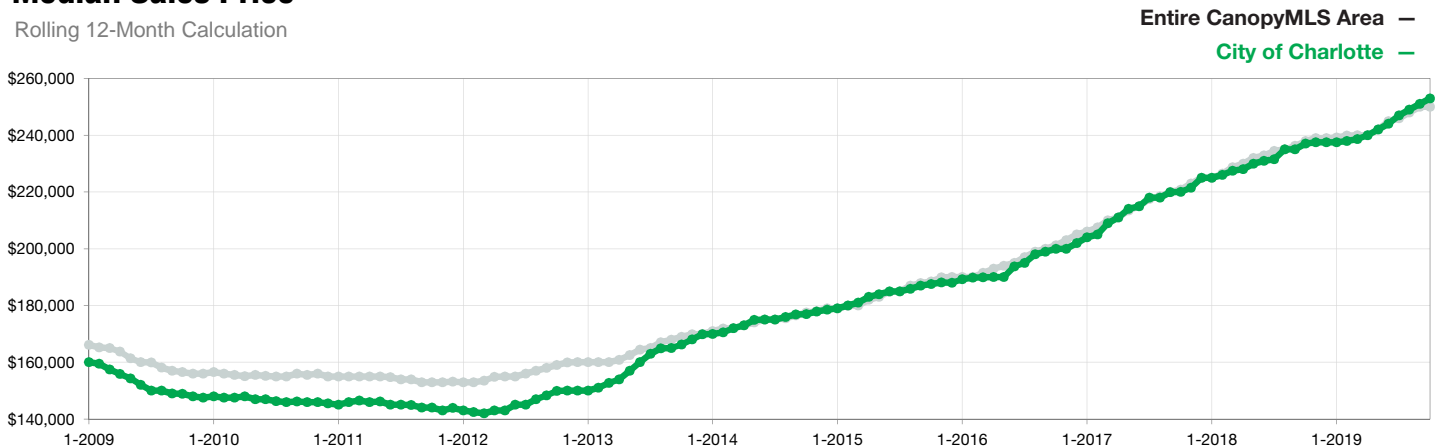
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### October



### Median Sales Price

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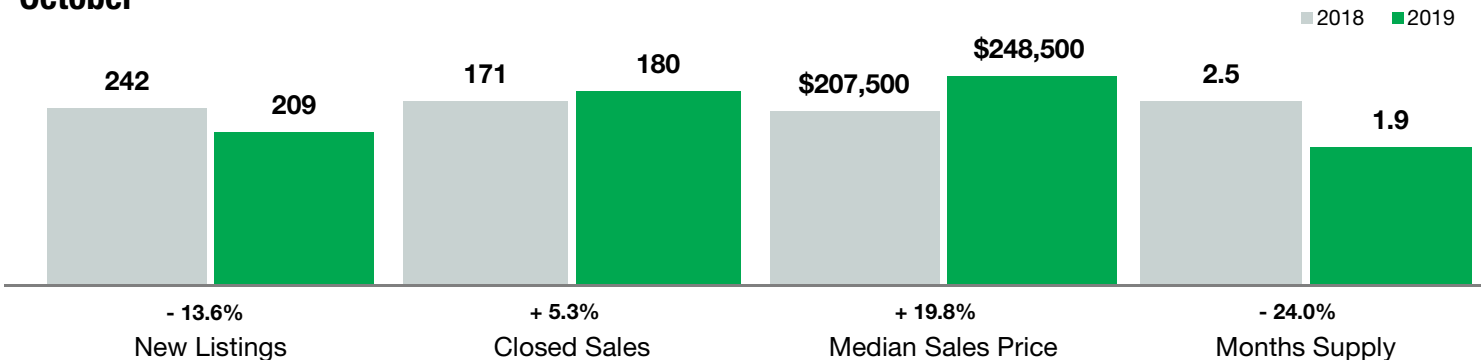
## Concord

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	242	209	- 13.6%	2,527	2,475	- 2.1%
Pending Sales	186	189	+ 1.6%	1,975	2,043	+ 3.4%
Closed Sales	171	180	+ 5.3%	1,973	1,969	- 0.2%
Median Sales Price*	\$207,500	\$248,500	+ 19.8%	\$222,125	\$245,000	+ 10.3%
Average Sales Price*	\$231,012	\$259,793	+ 12.5%	\$244,265	\$261,659	+ 7.1%
Percent of Original List Price Received*	97.1%	96.6%	- 0.5%	97.6%	97.1%	- 0.5%
List to Close	88	93	+ 5.7%	91	93	+ 2.2%
Days on Market Until Sale	39	38	- 2.6%	32	39	+ 21.9%
Cumulative Days on Market Until Sale	46	48	+ 4.3%	39	46	+ 17.9%
Average List Price	\$280,382	\$288,208	+ 2.8%	\$266,069	\$277,948	+ 4.5%
Inventory of Homes for Sale	477	370	- 22.4%	--	--	--
Months Supply of Inventory	2.5	1.9	- 24.0%	--	--	--

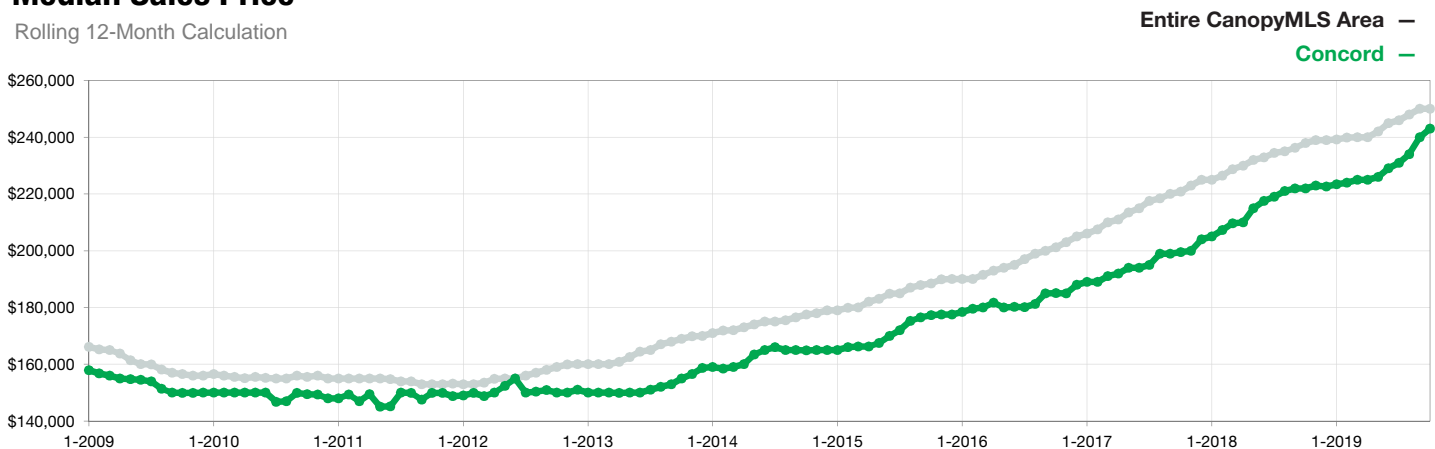
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### October



### Median Sales Price

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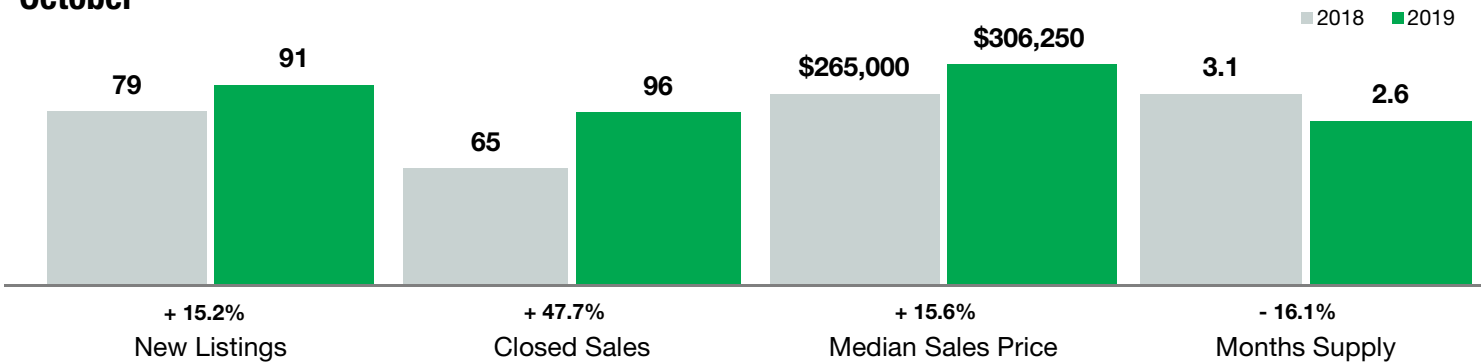
## Cornelius

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	79	91	+ 15.2%	1,014	977	- 3.6%
Pending Sales	66	76	+ 15.2%	770	779	+ 1.2%
Closed Sales	65	96	+ 47.7%	753	716	- 4.9%
Median Sales Price*	\$265,000	\$306,250	+ 15.6%	\$290,000	\$305,000	+ 5.2%
Average Sales Price*	\$382,796	\$429,840	+ 12.3%	\$442,309	\$453,106	+ 2.4%
Percent of Original List Price Received*	96.2%	95.5%	- 0.7%	96.6%	96.0%	- 0.6%
List to Close	91	91	0.0%	87	93	+ 6.9%
Days on Market Until Sale	42	52	+ 23.8%	46	51	+ 10.9%
Cumulative Days on Market Until Sale	54	62	+ 14.8%	54	60	+ 11.1%
Average List Price	\$643,996	\$522,241	- 18.9%	\$515,300	\$527,324	+ 2.3%
Inventory of Homes for Sale	222	191	- 14.0%	--	--	--
Months Supply of Inventory	3.1	2.6	- 16.1%	--	--	--

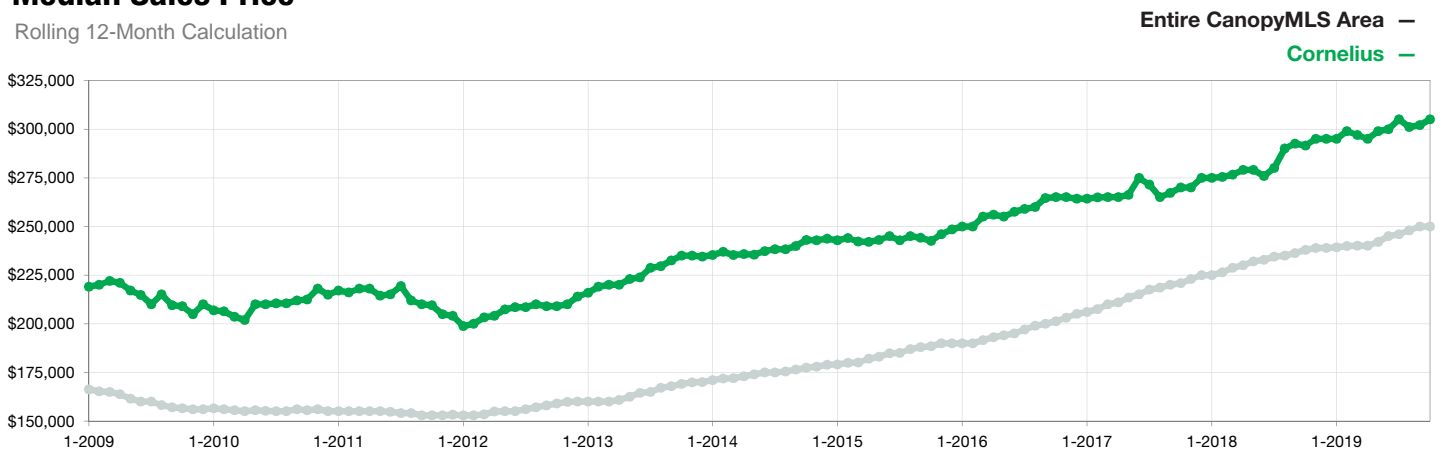
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### October



### Median Sales Price

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# Local Market Update for October 2019

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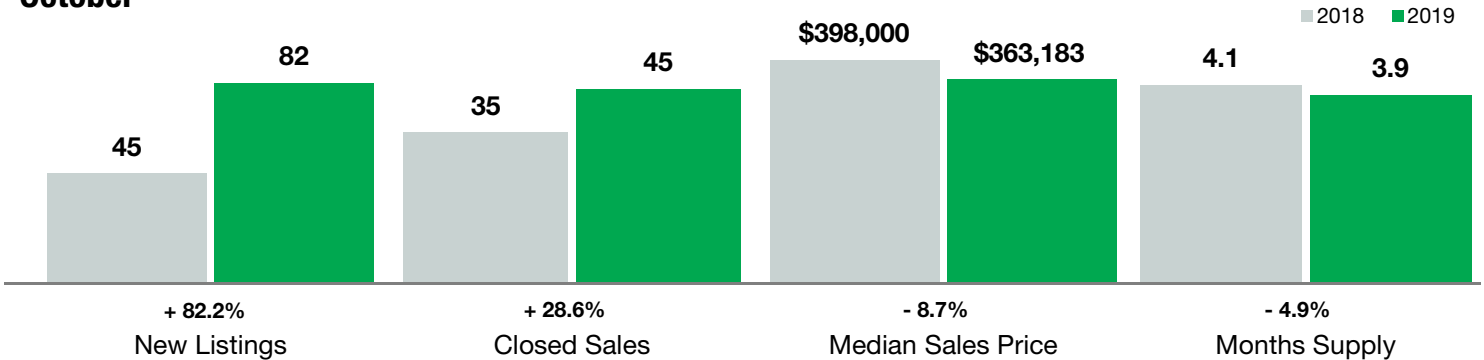
## Davidson

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	45	82	+ 82.2%	556	667	+ 20.0%
Pending Sales	35	55	+ 57.1%	405	487	+ 20.2%
Closed Sales	35	45	+ 28.6%	401	449	+ 12.0%
Median Sales Price*	\$398,000	\$363,183	- 8.7%	\$375,000	\$366,400	- 2.3%
Average Sales Price*	\$420,472	\$520,542	+ 23.8%	\$444,042	\$460,613	+ 3.7%
Percent of Original List Price Received*	95.9%	92.9%	- 3.1%	96.3%	95.1%	- 1.2%
List to Close	108	127	+ 17.6%	116	114	- 1.7%
Days on Market Until Sale	49	82	+ 67.3%	60	66	+ 10.0%
Cumulative Days on Market Until Sale	61	94	+ 54.1%	70	80	+ 14.3%
Average List Price	\$463,023	\$497,865	+ 7.5%	\$473,180	\$503,265	+ 6.4%
Inventory of Homes for Sale	158	177	+ 12.0%	--	--	--
Months Supply of Inventory	4.1	3.9	- 4.9%	--	--	--

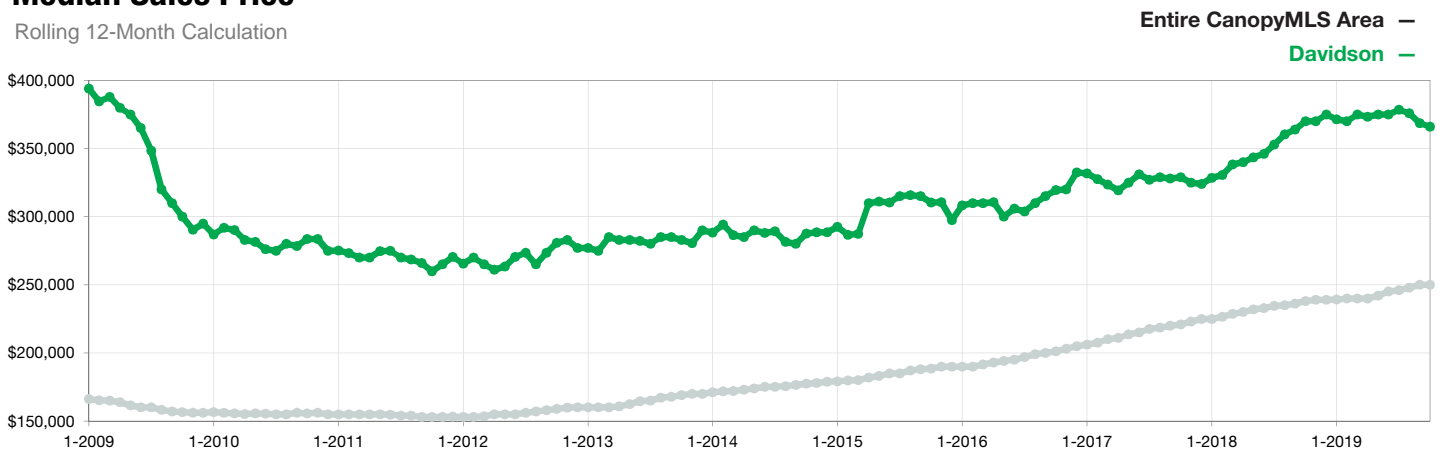
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### October



### Median Sales Price

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# Local Market Update for October 2019

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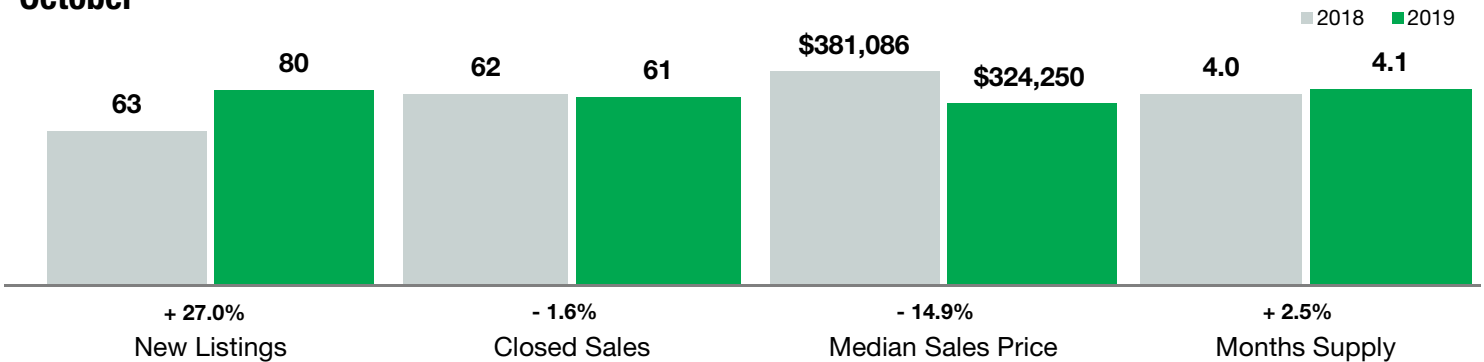
## Denver

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	63	80	+ 27.0%	862	800	- 7.2%
Pending Sales	44	58	+ 31.8%	619	595	- 3.9%
Closed Sales	62	61	- 1.6%	593	580	- 2.2%
Median Sales Price*	\$381,086	\$324,250	- 14.9%	\$334,250	\$346,000	+ 3.5%
Average Sales Price*	\$366,715	\$365,193	- 0.4%	\$375,242	\$393,488	+ 4.9%
Percent of Original List Price Received*	95.3%	96.1%	+ 0.8%	96.4%	96.3%	- 0.1%
List to Close	126	122	- 3.2%	120	123	+ 2.5%
Days on Market Until Sale	65	66	+ 1.5%	65	66	+ 1.5%
Cumulative Days on Market Until Sale	75	71	- 5.3%	79	82	+ 3.8%
Average List Price	\$377,791	\$408,881	+ 8.2%	\$432,869	\$436,388	+ 0.8%
Inventory of Homes for Sale	230	229	- 0.4%	--	--	--
Months Supply of Inventory	4.0	4.1	+ 2.5%	--	--	--

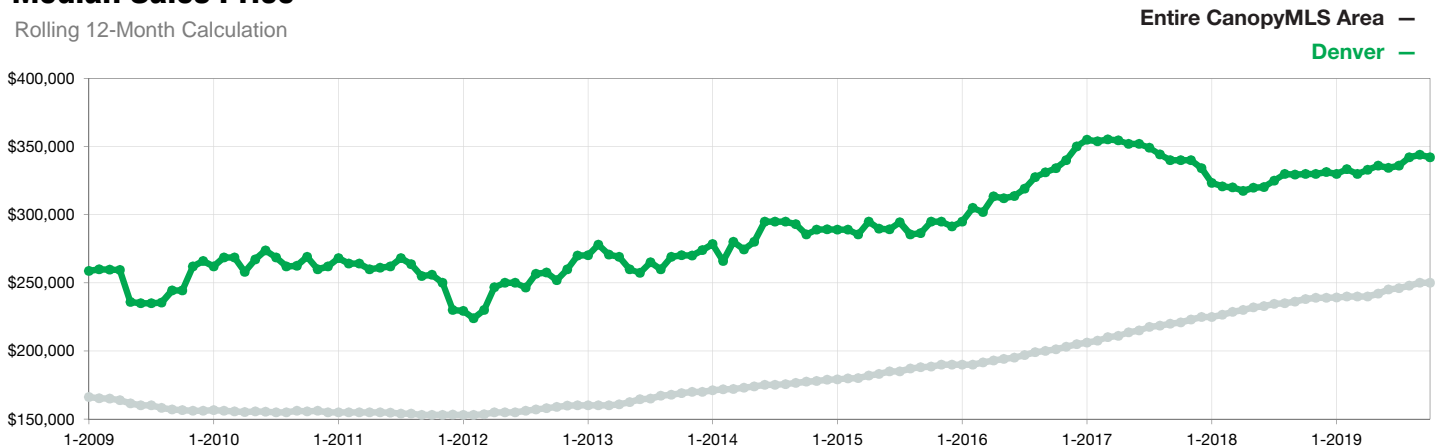
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### October



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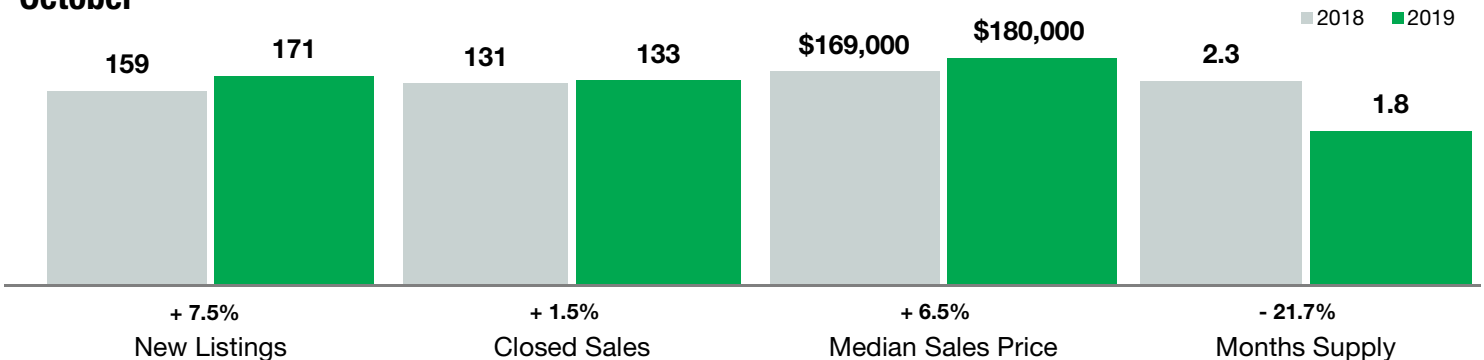
## Gastonia

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	159	171	+ 7.5%	1,588	1,585	- 0.2%
Pending Sales	120	162	+ 35.0%	1,267	1,365	+ 7.7%
Closed Sales	131	133	+ 1.5%	1,212	1,271	+ 4.9%
Median Sales Price*	\$169,000	\$180,000	+ 6.5%	\$166,000	\$176,018	+ 6.0%
Average Sales Price*	\$187,665	\$181,735	- 3.2%	\$174,763	\$185,041	+ 5.9%
Percent of Original List Price Received*	95.5%	95.9%	+ 0.4%	96.7%	97.0%	+ 0.3%
List to Close	90	66	- 26.7%	84	80	- 4.8%
Days on Market Until Sale	44	24	- 45.5%	36	34	- 5.6%
Cumulative Days on Market Until Sale	52	27	- 48.1%	42	40	- 4.8%
Average List Price	\$192,373	\$193,883	+ 0.8%	\$186,640	\$196,478	+ 5.3%
Inventory of Homes for Sale	283	230	- 18.7%	--	--	--
Months Supply of Inventory	2.3	1.8	- 21.7%	--	--	--

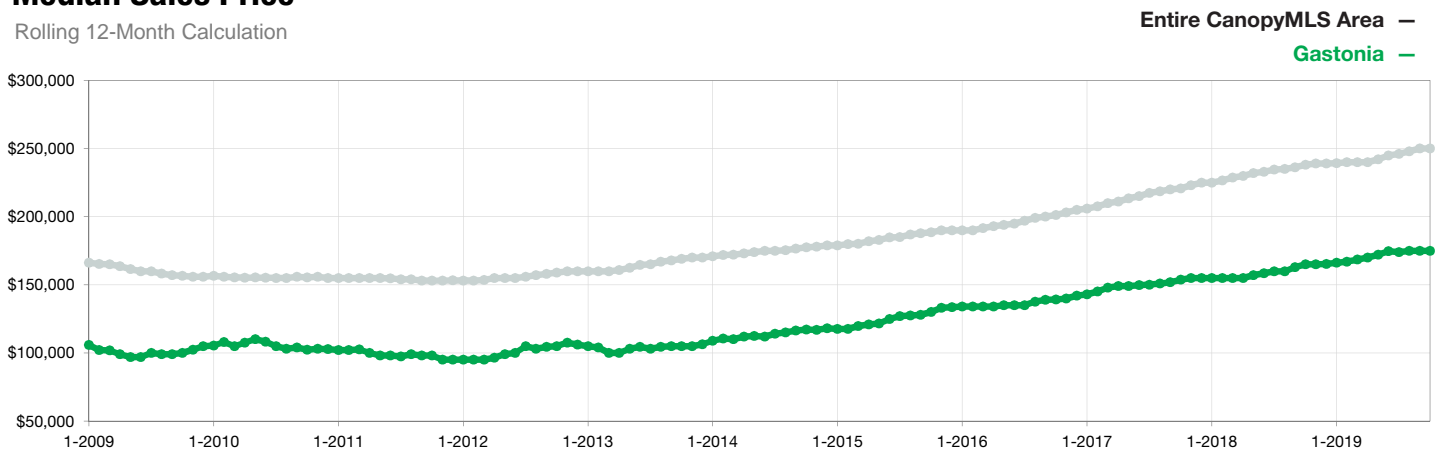
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### October



### Median Sales Price

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# Local Market Update for October 2019

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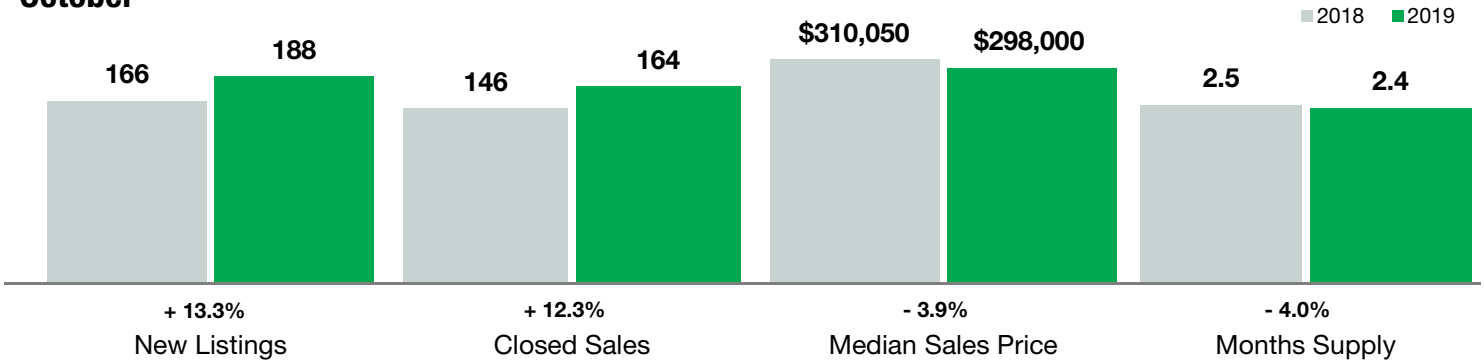
## Huntersville

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	166	188	+ 13.3%	1,874	1,913	+ 2.1%
Pending Sales	109	148	+ 35.8%	1,476	1,518	+ 2.8%
Closed Sales	146	164	+ 12.3%	1,460	1,423	- 2.5%
Median Sales Price*	\$310,050	\$298,000	- 3.9%	\$315,000	\$319,250	+ 1.3%
Average Sales Price*	\$349,168	\$331,070	- 5.2%	\$340,141	\$338,644	- 0.4%
Percent of Original List Price Received*	96.6%	96.2%	- 0.4%	97.3%	96.6%	- 0.7%
List to Close	108	94	- 13.0%	95	91	- 4.2%
Days on Market Until Sale	52	45	- 13.5%	44	45	+ 2.3%
Cumulative Days on Market Until Sale	71	52	- 26.8%	52	55	+ 5.8%
Average List Price	\$343,099	\$378,557	+ 10.3%	\$353,533	\$371,322	+ 5.0%
Inventory of Homes for Sale	339	340	+ 0.3%	--	--	--
Months Supply of Inventory	2.5	2.4	- 4.0%	--	--	--

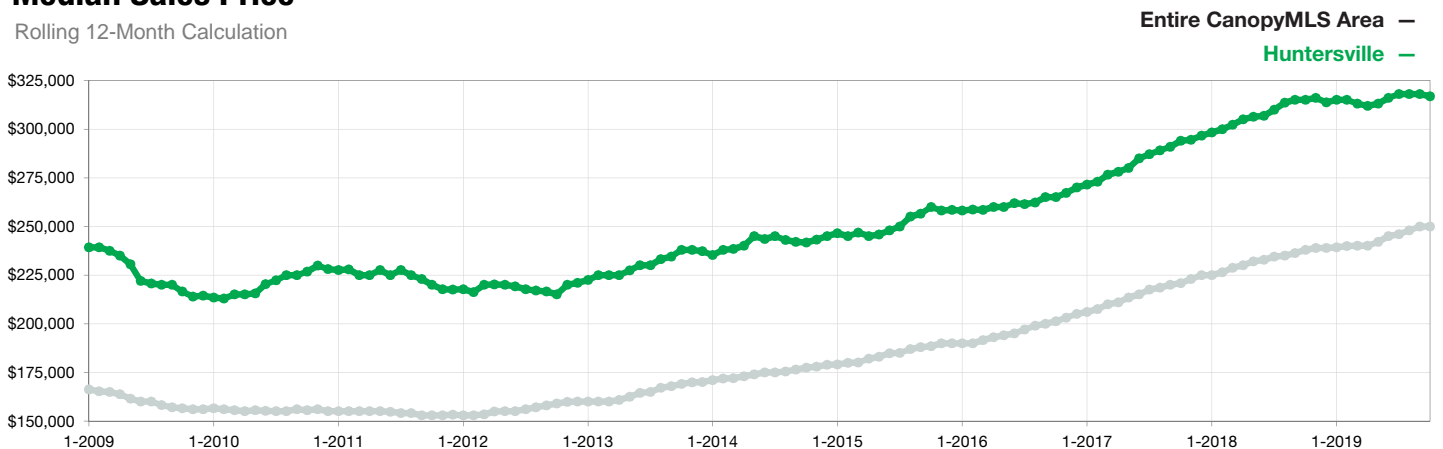
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### October



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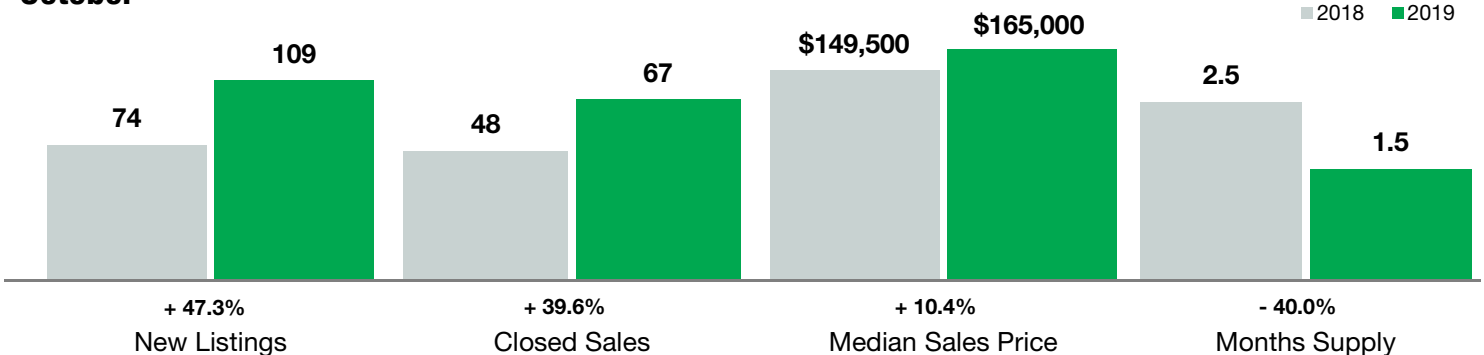
## Kannapolis

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	74	109	+ 47.3%	830	873	+ 5.2%
Pending Sales	47	97	+ 106.4%	692	779	+ 12.6%
Closed Sales	48	67	+ 39.6%	681	708	+ 4.0%
Median Sales Price*	\$149,500	\$165,000	+ 10.4%	\$150,000	\$160,000	+ 6.7%
Average Sales Price*	\$163,549	\$163,196	- 0.2%	\$163,916	\$174,907	+ 6.7%
Percent of Original List Price Received*	95.8%	96.3%	+ 0.5%	95.9%	96.4%	+ 0.5%
List to Close	100	69	- 31.0%	81	77	- 4.9%
Days on Market Until Sale	53	26	- 50.9%	36	35	- 2.8%
Cumulative Days on Market Until Sale	53	26	- 50.9%	43	42	- 2.3%
Average List Price	\$183,930	\$190,009	+ 3.3%	\$176,886	\$185,006	+ 4.6%
Inventory of Homes for Sale	160	113	- 29.4%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--

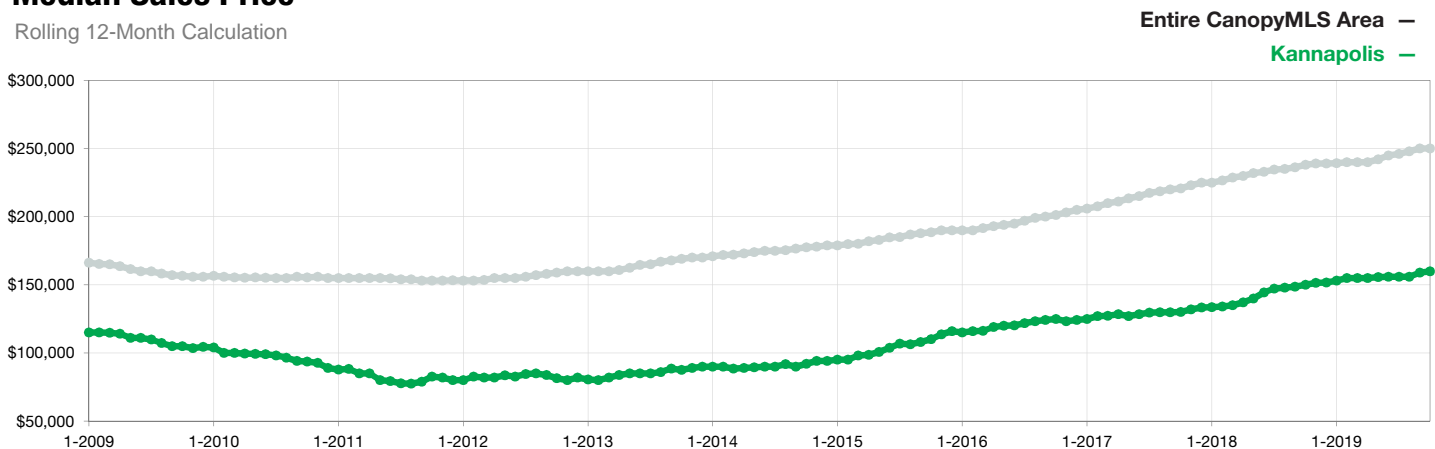
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### October



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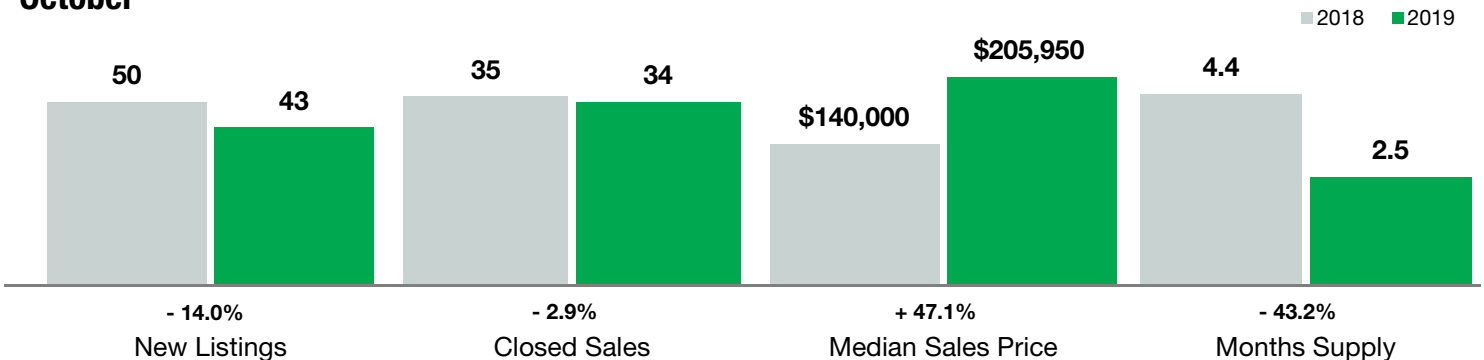
## Lincolnton

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	50	43	- 14.0%	475	429	- 9.7%
Pending Sales	31	39	+ 25.8%	351	347	- 1.1%
Closed Sales	35	34	- 2.9%	354	321	- 9.3%
Median Sales Price*	\$140,000	\$205,950	+ 47.1%	\$164,000	\$185,000	+ 12.8%
Average Sales Price*	\$161,682	\$235,885	+ 45.9%	\$188,297	\$202,159	+ 7.4%
Percent of Original List Price Received*	91.9%	95.2%	+ 3.6%	94.8%	96.0%	+ 1.3%
List to Close	108	69	- 36.1%	115	93	- 19.1%
Days on Market Until Sale	43	29	- 32.6%	57	48	- 15.8%
Cumulative Days on Market Until Sale	46	43	- 6.5%	63	56	- 11.1%
Average List Price	\$172,320	\$240,105	+ 39.3%	\$209,880	\$226,846	+ 8.1%
Inventory of Homes for Sale	151	84	- 44.4%	--	--	--
Months Supply of Inventory	4.4	2.5	- 43.2%	--	--	--

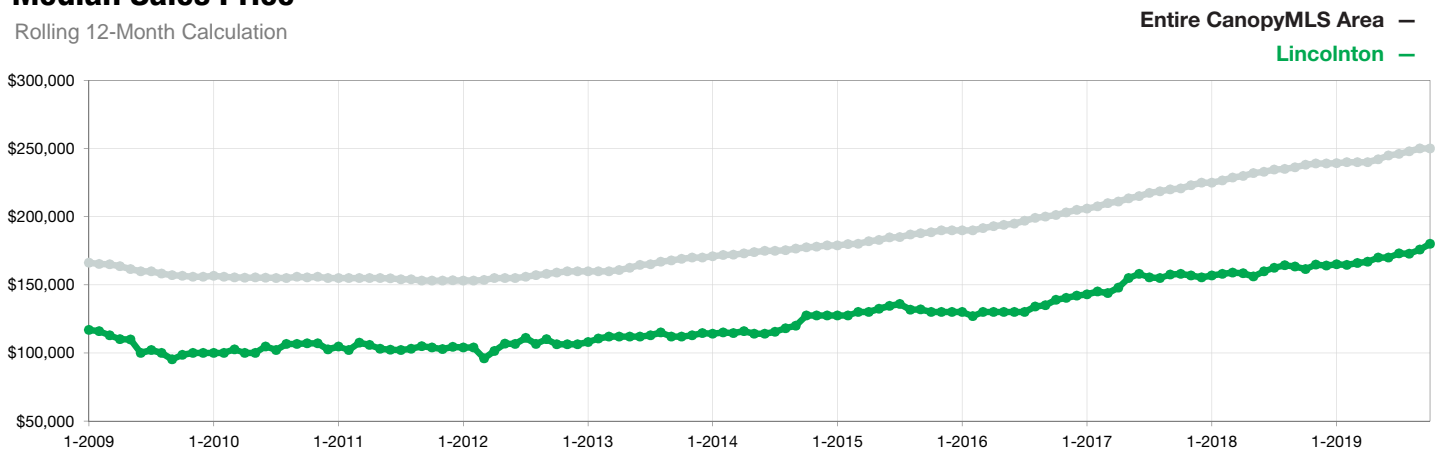
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### October



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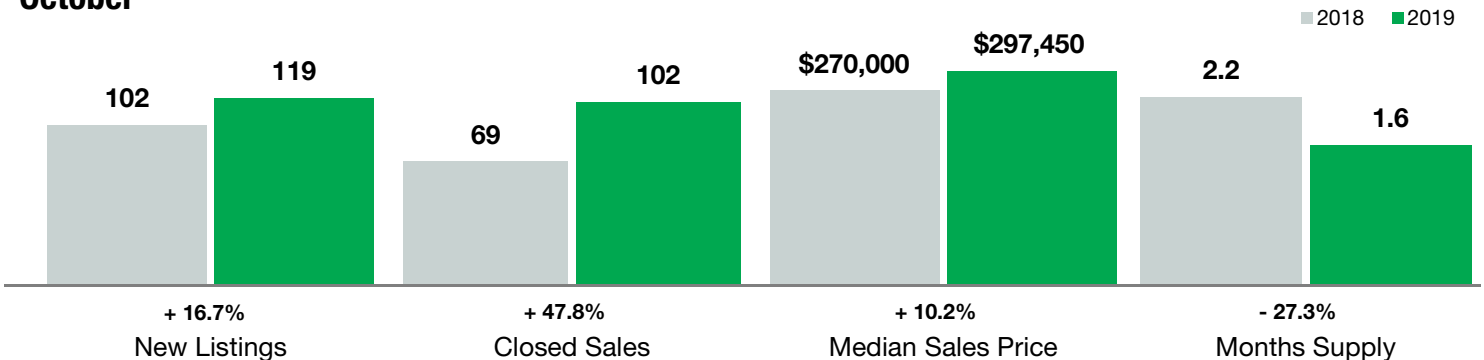
## Matthews

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	102	119	+ 16.7%	1,234	1,335	+ 8.2%
Pending Sales	89	106	+ 19.1%	1,001	1,095	+ 9.4%
Closed Sales	69	102	+ 47.8%	965	1,031	+ 6.8%
Median Sales Price*	\$270,000	\$297,450	+ 10.2%	\$295,000	\$315,000	+ 6.8%
Average Sales Price*	\$293,288	\$343,369	+ 17.1%	\$325,684	\$358,828	+ 10.2%
Percent of Original List Price Received*	97.6%	97.5%	- 0.1%	97.7%	97.5%	- 0.2%
List to Close	71	76	+ 7.0%	77	77	0.0%
Days on Market Until Sale	33	30	- 9.1%	33	32	- 3.0%
Cumulative Days on Market Until Sale	38	35	- 7.9%	42	40	- 4.8%
Average List Price	\$322,135	\$404,086	+ 25.4%	\$347,125	\$381,344	+ 9.9%
Inventory of Homes for Sale	206	162	- 21.4%	--	--	--
Months Supply of Inventory	2.2	1.6	- 27.3%	--	--	--

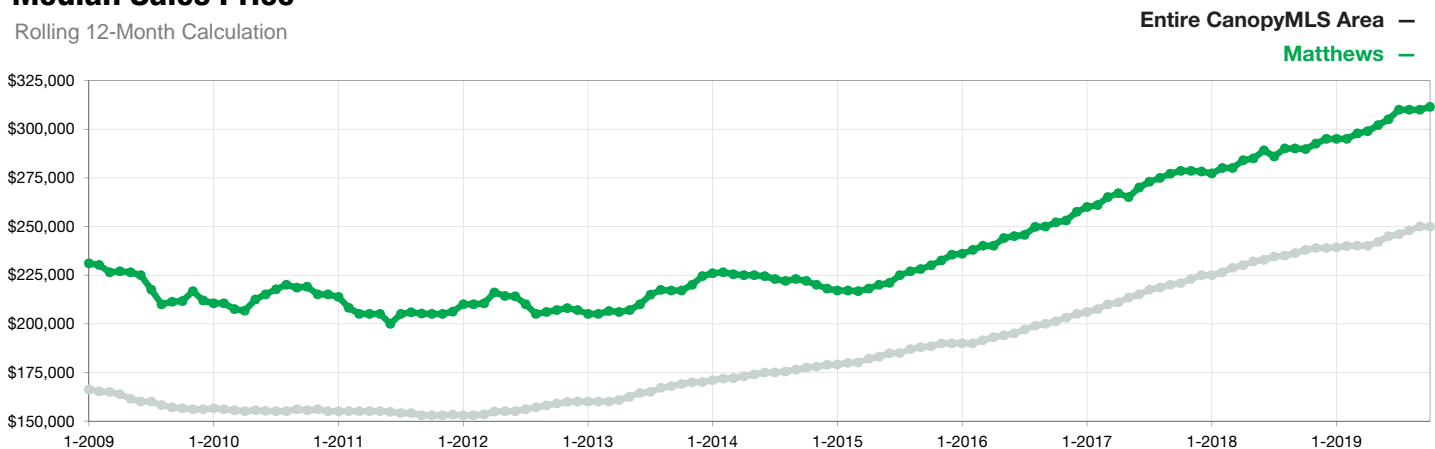
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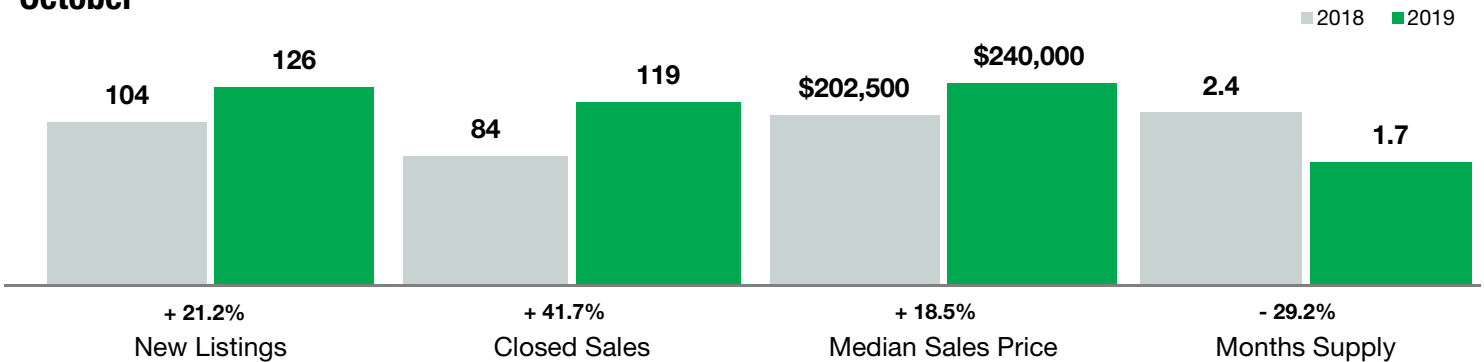
## Monroe

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	104	126	+ 21.2%	1,095	1,275	+ 16.4%
Pending Sales	74	102	+ 37.8%	893	1,100	+ 23.2%
Closed Sales	84	119	+ 41.7%	875	1,009	+ 15.3%
Median Sales Price*	\$202,500	\$240,000	+ 18.5%	\$204,000	\$225,000	+ 10.3%
Average Sales Price*	\$214,518	\$249,476	+ 16.3%	\$222,517	\$239,680	+ 7.7%
Percent of Original List Price Received*	96.6%	96.8%	+ 0.2%	97.0%	96.9%	- 0.1%
List to Close	88	93	+ 5.7%	79	83	+ 5.1%
Days on Market Until Sale	33	36	+ 9.1%	33	36	+ 9.1%
Cumulative Days on Market Until Sale	35	49	+ 40.0%	39	43	+ 10.3%
Average List Price	\$247,605	\$265,068	+ 7.1%	\$239,632	\$258,004	+ 7.7%
Inventory of Homes for Sale	202	175	- 13.4%	--	--	--
Months Supply of Inventory	2.4	1.7	- 29.2%	--	--	--

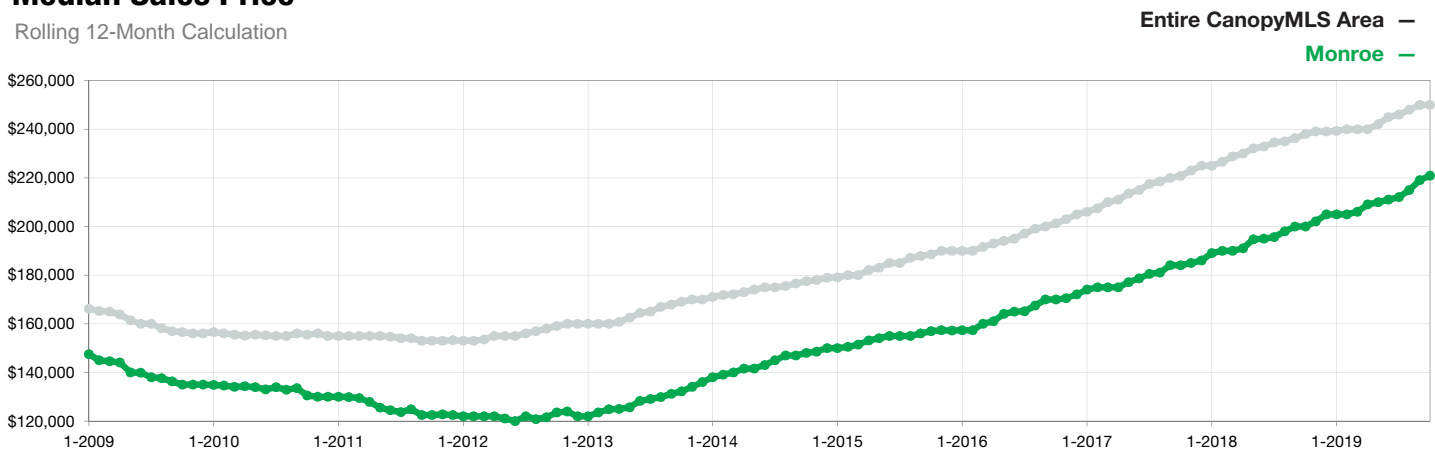
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### October



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for October 2019

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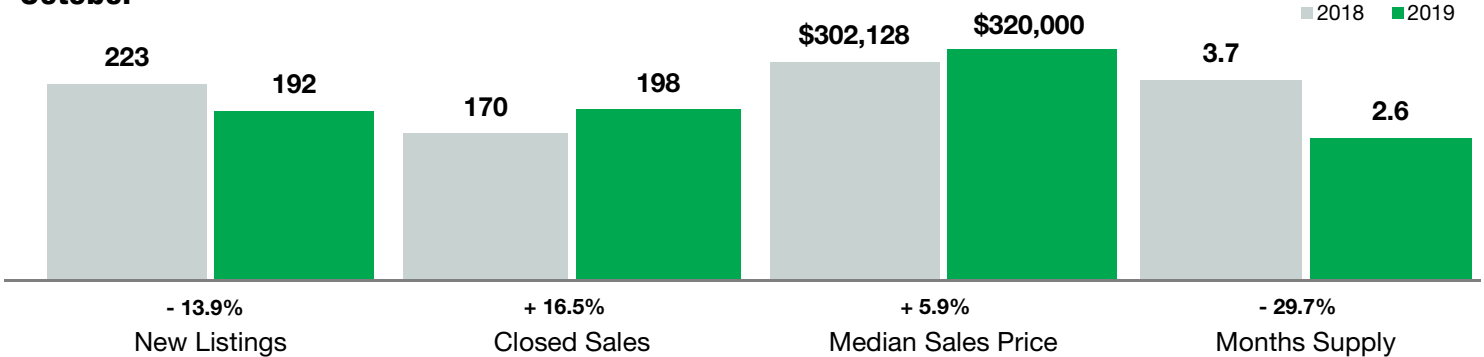
## Mooreville

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	223	192	- 13.9%	2,397	2,382	- 0.6%
Pending Sales	163	194	+ 19.0%	1,777	1,987	+ 11.8%
Closed Sales	170	198	+ 16.5%	1,721	1,866	+ 8.4%
Median Sales Price*	\$302,128	\$320,000	+ 5.9%	\$299,900	\$300,038	+ 0.0%
Average Sales Price*	\$388,644	\$429,826	+ 10.6%	\$390,830	\$389,826	- 0.3%
Percent of Original List Price Received*	95.5%	96.1%	+ 0.6%	96.1%	96.1%	0.0%
List to Close	103	123	+ 19.4%	113	114	+ 0.9%
Days on Market Until Sale	50	62	+ 24.0%	62	62	0.0%
Cumulative Days on Market Until Sale	56	69	+ 23.2%	76	79	+ 3.9%
Average List Price	\$433,802	\$463,581	+ 6.9%	\$428,945	\$439,452	+ 2.4%
Inventory of Homes for Sale	630	487	- 22.7%	--	--	--
Months Supply of Inventory	3.7	2.6	- 29.7%	--	--	--

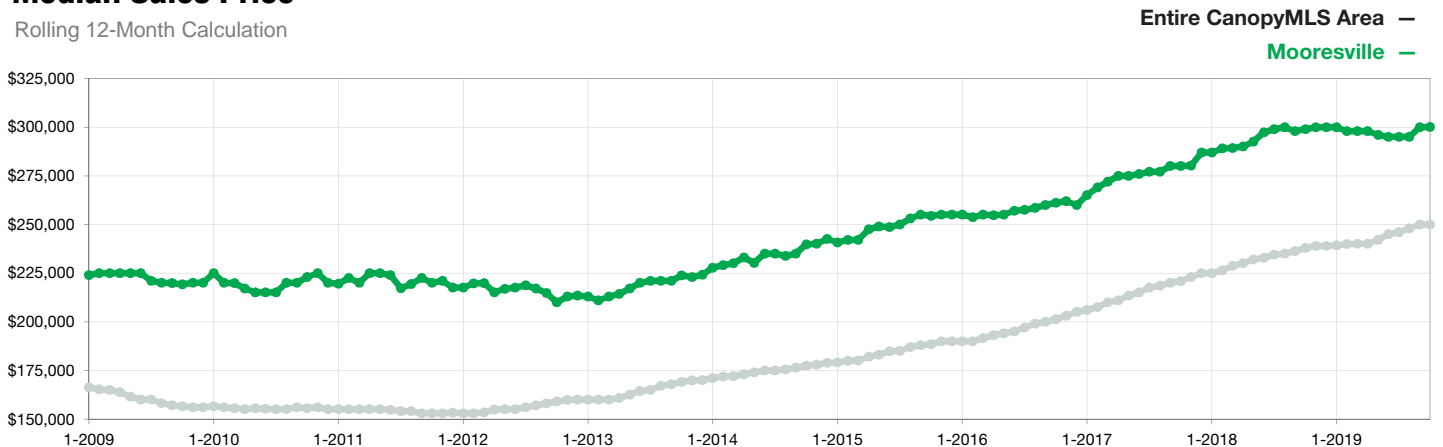
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### October



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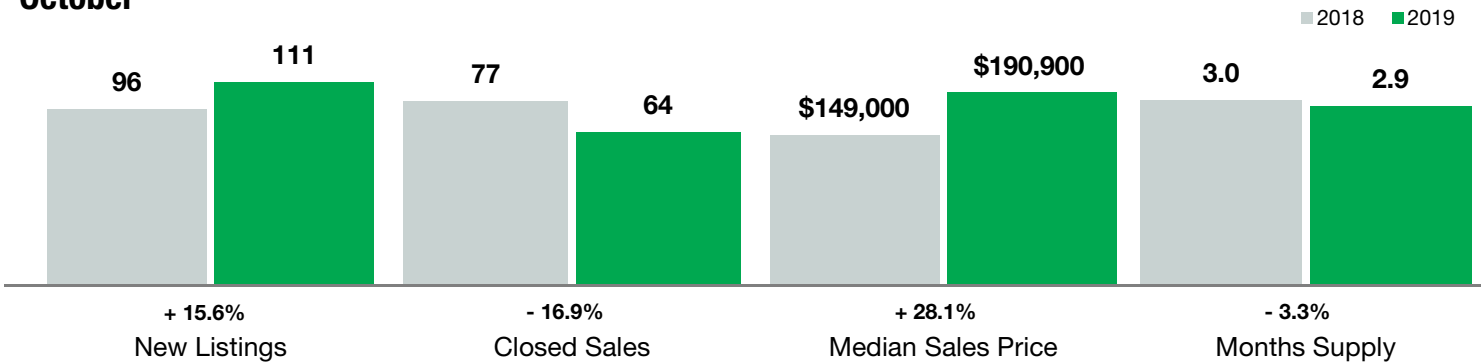
## Salisbury

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	96	111	+ 15.6%	946	1,012	+ 7.0%
Pending Sales	71	69	- 2.8%	803	828	+ 3.1%
Closed Sales	77	64	- 16.9%	781	776	- 0.6%
Median Sales Price*	\$149,000	\$190,900	+ 28.1%	\$149,900	\$160,000	+ 6.7%
Average Sales Price*	\$178,084	\$205,559	+ 15.4%	\$162,983	\$178,019	+ 9.2%
Percent of Original List Price Received*	95.1%	94.1%	- 1.1%	94.9%	95.1%	+ 0.2%
List to Close	103	106	+ 2.9%	110	101	- 8.2%
Days on Market Until Sale	44	58	+ 31.8%	61	52	- 14.8%
Cumulative Days on Market Until Sale	55	67	+ 21.8%	71	59	- 16.9%
Average List Price	\$185,842	\$228,271	+ 22.8%	\$185,280	\$200,484	+ 8.2%
Inventory of Homes for Sale	230	225	- 2.2%	--	--	--
Months Supply of Inventory	3.0	2.9	- 3.3%	--	--	--

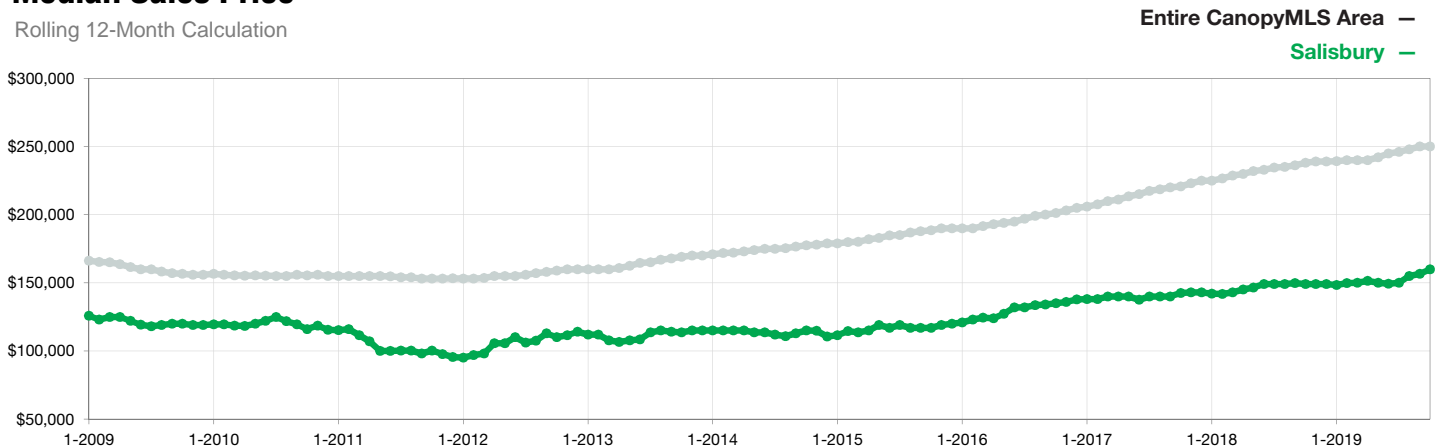
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### October



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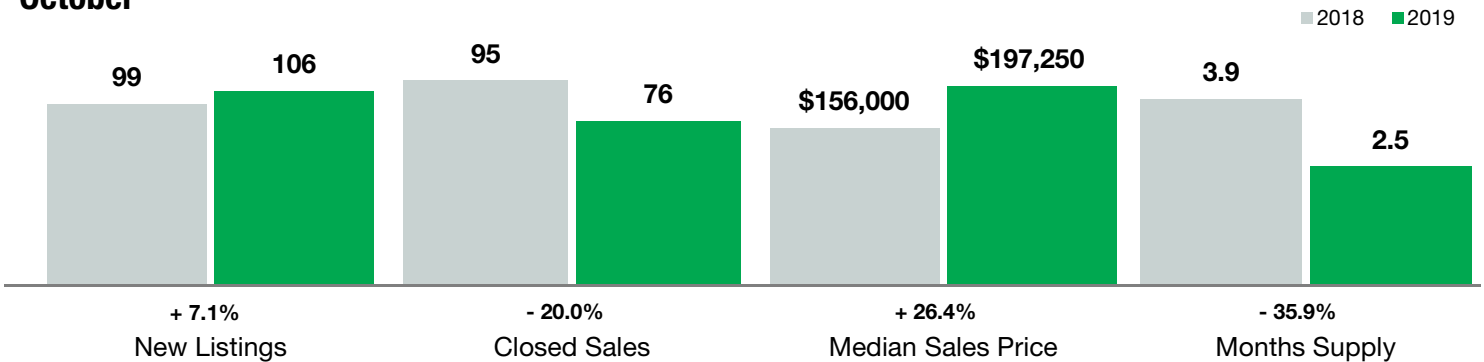
## Statesville

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	99	106	+ 7.1%	1,055	1,014	- 3.9%
Pending Sales	90	104	+ 15.6%	808	900	+ 11.4%
Closed Sales	95	76	- 20.0%	774	835	+ 7.9%
Median Sales Price*	\$156,000	\$197,250	+ 26.4%	\$165,000	\$181,500	+ 10.0%
Average Sales Price*	\$175,786	\$209,275	+ 19.1%	\$181,795	\$196,630	+ 8.2%
Percent of Original List Price Received*	94.6%	97.2%	+ 2.7%	95.3%	95.0%	- 0.3%
List to Close	107	94	- 12.1%	110	108	- 1.8%
Days on Market Until Sale	49	48	- 2.0%	60	56	- 6.7%
Cumulative Days on Market Until Sale	63	59	- 6.3%	73	66	- 9.6%
Average List Price	\$208,216	\$217,052	+ 4.2%	\$212,248	\$227,389	+ 7.1%
Inventory of Homes for Sale	295	206	- 30.2%	--	--	--
Months Supply of Inventory	3.9	2.5	- 35.9%	--	--	--

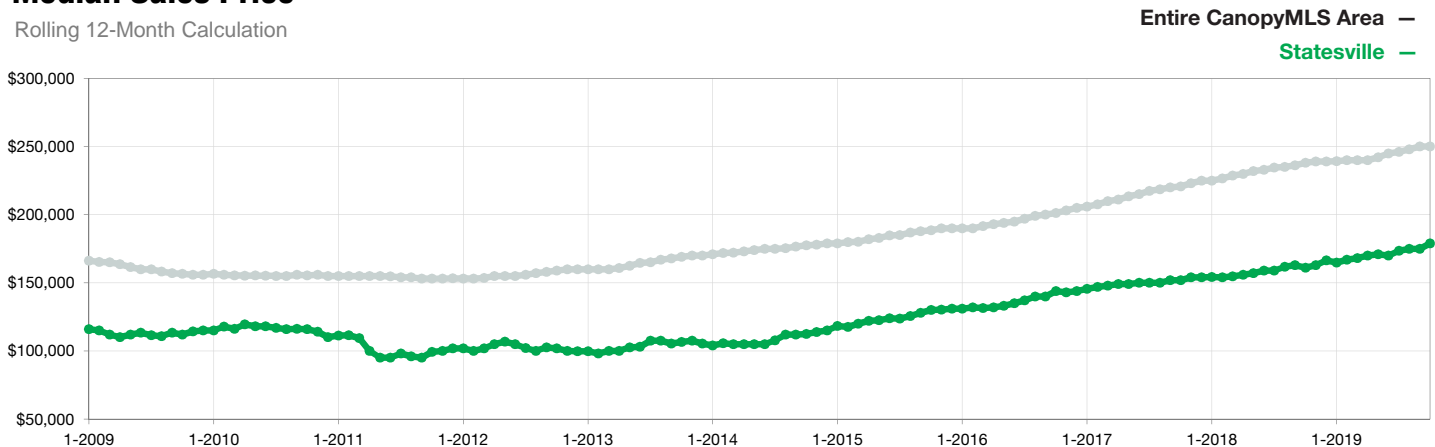
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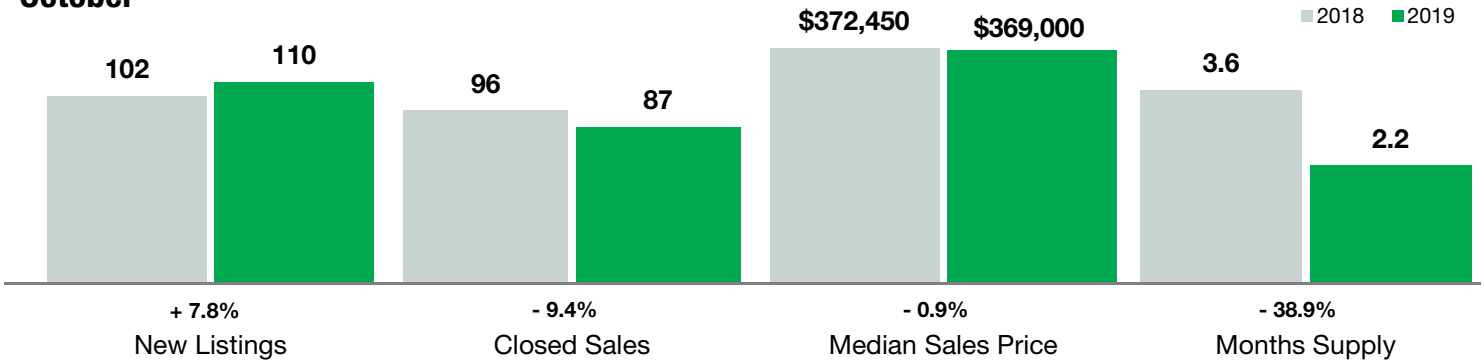
## Waxhaw

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	102	110	+ 7.8%	1,504	1,443	- 4.1%
Pending Sales	77	115	+ 49.4%	1,127	1,228	+ 9.0%
Closed Sales	96	87	- 9.4%	1,102	1,146	+ 4.0%
Median Sales Price*	\$372,450	\$369,000	- 0.9%	\$396,995	\$385,086	- 3.0%
Average Sales Price*	\$449,512	\$440,889	- 1.9%	\$454,594	\$452,299	- 0.5%
Percent of Original List Price Received*	94.8%	95.1%	+ 0.3%	96.7%	96.7%	0.0%
List to Close	121	116	- 4.1%	109	106	- 2.8%
Days on Market Until Sale	67	63	- 6.0%	55	56	+ 1.8%
Cumulative Days on Market Until Sale	79	70	- 11.4%	71	67	- 5.6%
Average List Price	\$432,084	\$483,203	+ 11.8%	\$506,147	\$502,943	- 0.6%
Inventory of Homes for Sale	374	244	- 34.8%	--	--	--
Months Supply of Inventory	3.6	2.2	- 38.9%	--	--	--

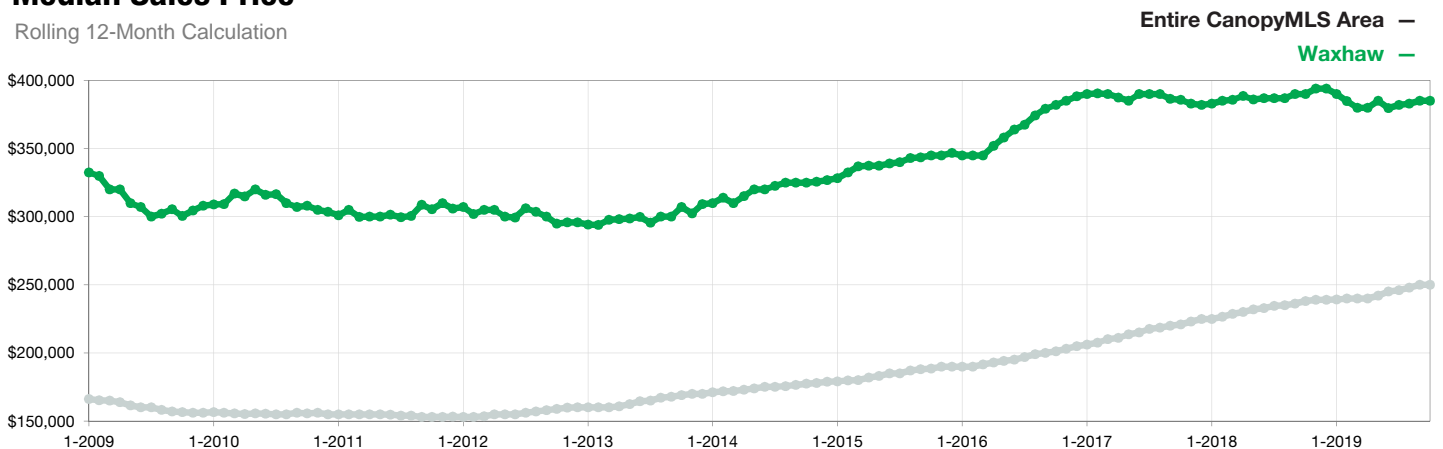
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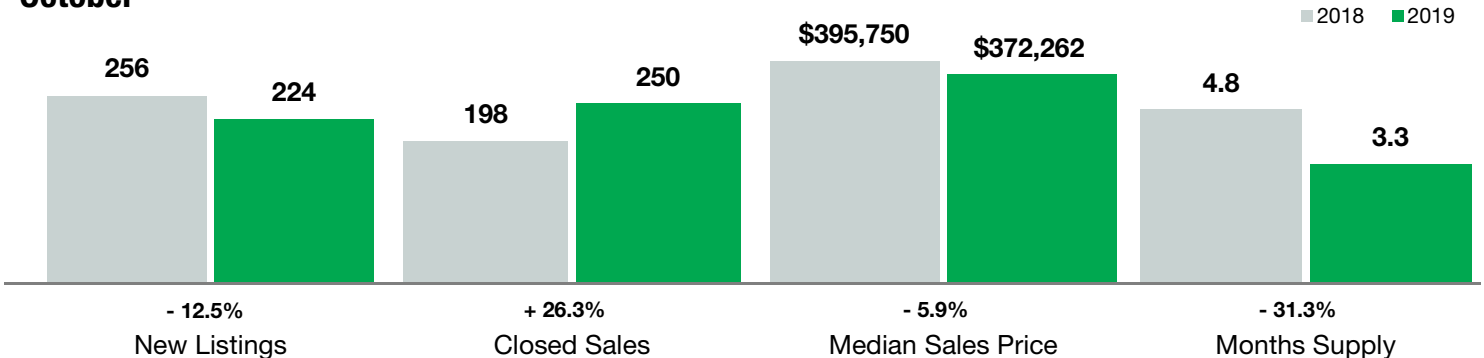
## Lake Norman

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	256	224	- 12.5%	2,976	2,844	- 4.4%
Pending Sales	150	212	+ 41.3%	2,045	2,236	+ 9.3%
Closed Sales	198	250	+ 26.3%	2,018	2,110	+ 4.6%
Median Sales Price*	\$395,750	\$372,262	- 5.9%	\$385,000	\$380,000	- 1.3%
Average Sales Price*	\$474,087	\$498,318	+ 5.1%	\$500,190	\$497,718	- 0.5%
Percent of Original List Price Received*	95.2%	95.3%	+ 0.1%	95.8%	95.4%	- 0.4%
List to Close	120	127	+ 5.8%	126	123	- 2.4%
Days on Market Until Sale	63	73	+ 15.9%	73	70	- 4.1%
Cumulative Days on Market Until Sale	86	85	- 1.2%	92	93	+ 1.1%
Average List Price	\$587,398	\$612,034	+ 4.2%	\$564,239	\$577,837	+ 2.4%
Inventory of Homes for Sale	933	690	- 26.0%	--	--	--
Months Supply of Inventory	4.8	3.3	- 31.3%	--	--	--

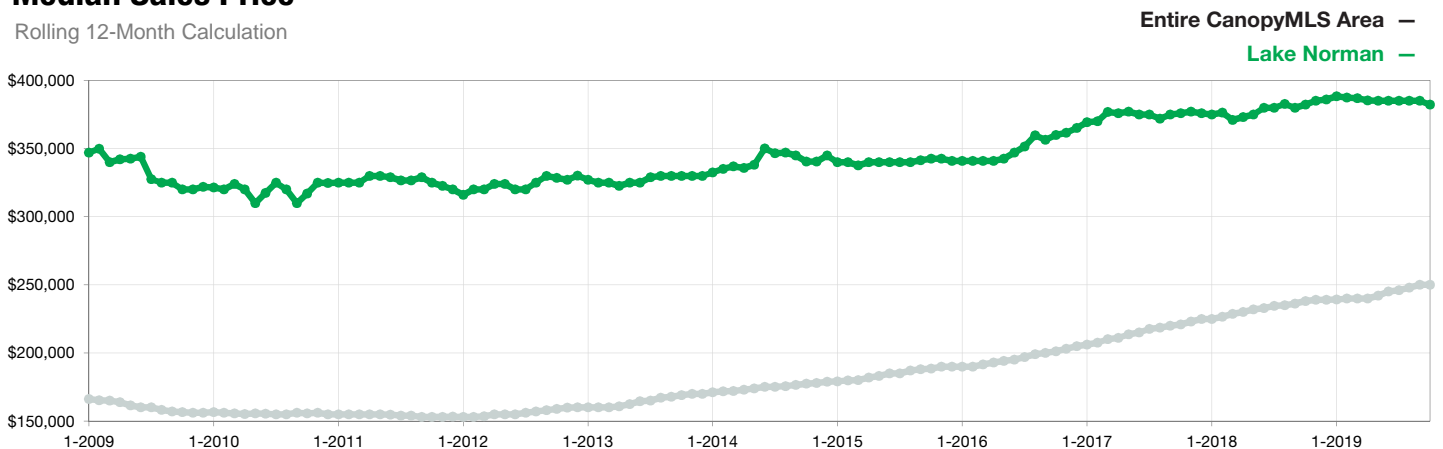
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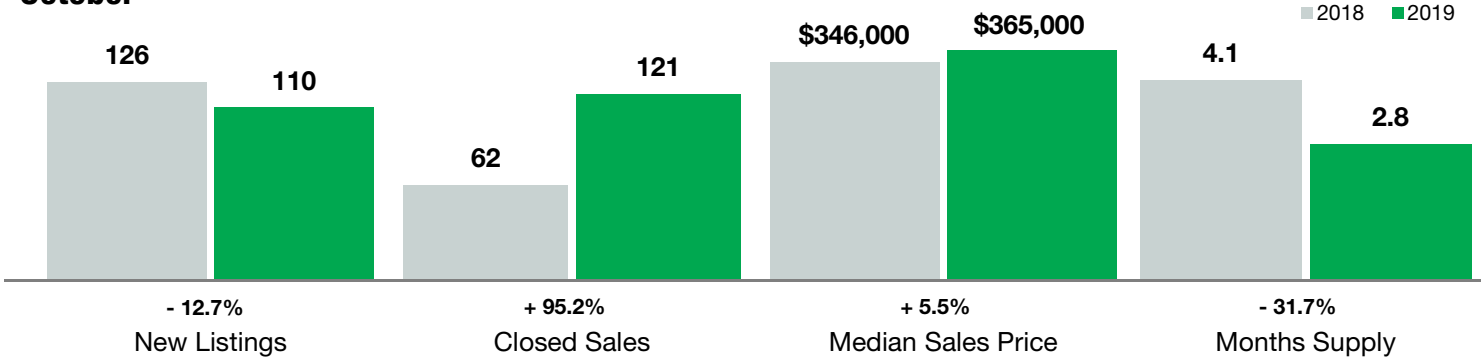
## Lake Wylie

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	126	110	- 12.7%	1,483	1,642	+ 10.7%
Pending Sales	98	133	+ 35.7%	1,071	1,352	+ 26.2%
Closed Sales	62	121	+ 95.2%	1,041	1,234	+ 18.5%
Median Sales Price*	\$346,000	\$365,000	+ 5.5%	\$349,900	\$349,563	- 0.1%
Average Sales Price*	\$379,032	\$438,669	+ 15.7%	\$394,631	\$402,342	+ 2.0%
Percent of Original List Price Received*	95.1%	96.5%	+ 1.5%	97.0%	96.5%	- 0.5%
List to Close	120	113	- 5.8%	122	116	- 4.9%
Days on Market Until Sale	73	53	- 27.4%	65	61	- 6.2%
Cumulative Days on Market Until Sale	89	64	- 28.1%	77	74	- 3.9%
Average List Price	\$421,920	\$450,100	+ 6.7%	\$454,515	\$438,008	- 3.6%
Inventory of Homes for Sale	422	350	- 17.1%	--	--	--
Months Supply of Inventory	4.1	2.8	- 31.7%	--	--	--

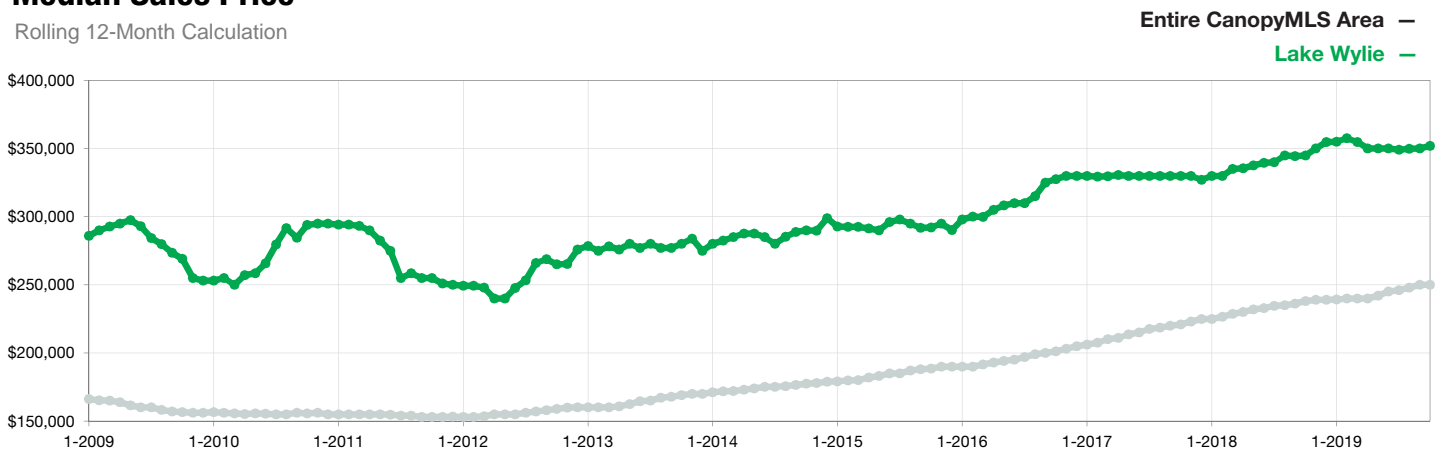
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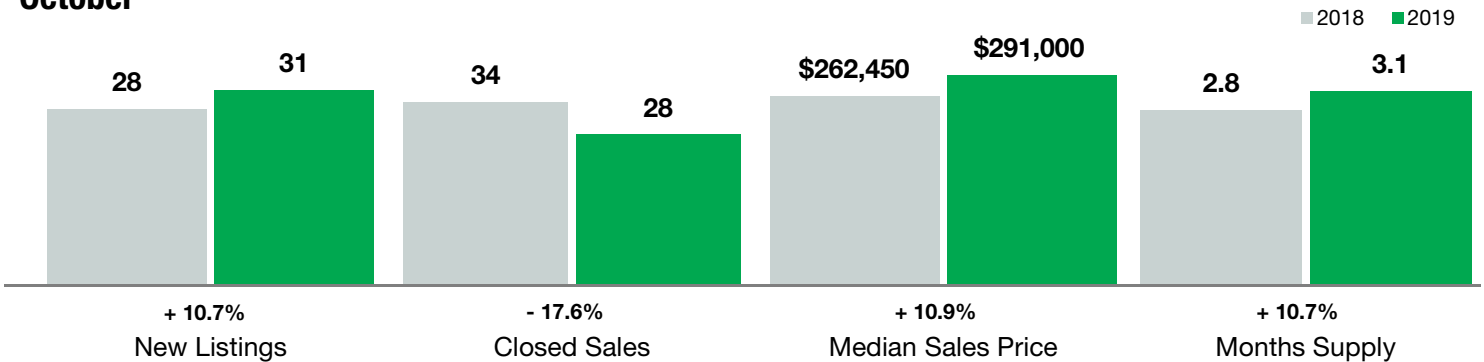
## Uptown Charlotte

North Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	28	31	+ 10.7%	429	399	- 7.0%
Pending Sales	21	28	+ 33.3%	327	312	- 4.6%
Closed Sales	34	28	- 17.6%	318	294	- 7.5%
Median Sales Price*	\$262,450	<b>\$291,000</b>	+ 10.9%	\$274,950	<b>\$295,000</b>	+ 7.3%
Average Sales Price*	\$329,450	<b>\$446,178</b>	+ 35.4%	\$323,756	<b>\$364,484</b>	+ 12.6%
Percent of Original List Price Received*	96.5%	<b>95.7%</b>	- 0.8%	96.6%	<b>96.8%</b>	+ 0.2%
List to Close	116	77	- 33.6%	103	92	- 10.7%
Days on Market Until Sale	48	36	- 25.0%	47	46	- 2.1%
Cumulative Days on Market Until Sale	66	36	- 45.5%	62	56	- 9.7%
Average List Price	\$375,189	<b>\$333,390</b>	- 11.1%	\$348,683	<b>\$391,295</b>	+ 12.2%
Inventory of Homes for Sale	84	89	+ 6.0%	--	--	--
Months Supply of Inventory	2.8	3.1	+ 10.7%	--	--	--

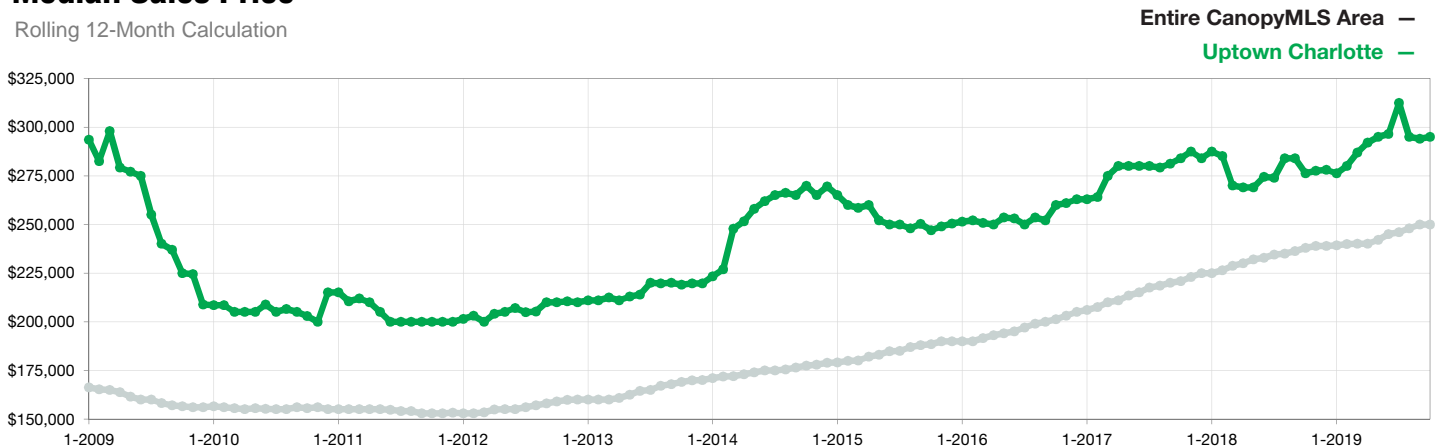
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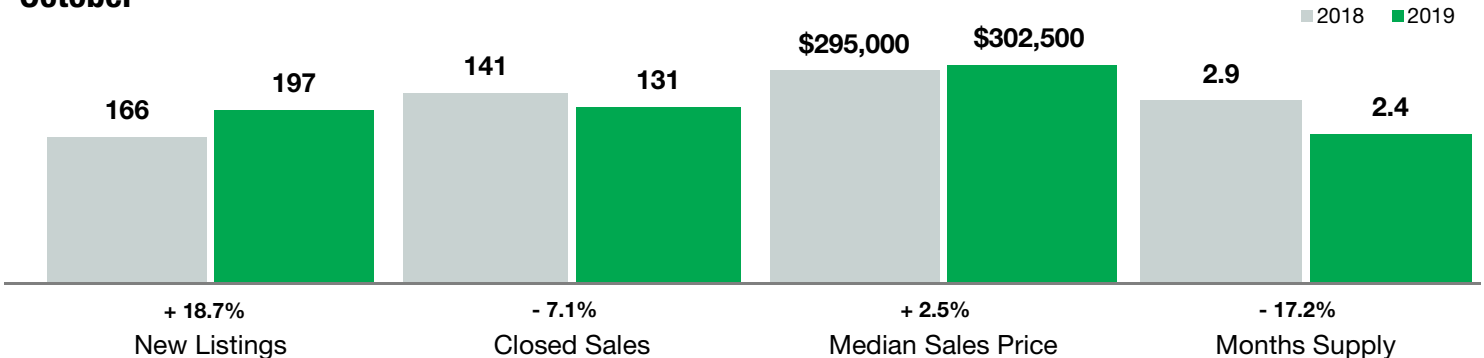
## Lancaster County

South Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	166	197	+ 18.7%	1,951	2,045	+ 4.8%
Pending Sales	139	171	+ 23.0%	1,611	1,745	+ 8.3%
Closed Sales	141	131	- 7.1%	1,561	1,625	+ 4.1%
Median Sales Price*	\$295,000	\$302,500	+ 2.5%	\$275,983	\$295,000	+ 6.9%
Average Sales Price*	\$292,245	\$299,223	+ 2.4%	\$282,882	\$293,069	+ 3.6%
Percent of Original List Price Received*	97.4%	97.9%	+ 0.5%	97.1%	97.2%	+ 0.1%
List to Close	104	96	- 7.7%	110	107	- 2.7%
Days on Market Until Sale	51	39	- 23.5%	56	49	- 12.5%
Cumulative Days on Market Until Sale	71	49	- 31.0%	69	58	- 15.9%
Average List Price	\$286,928	\$312,539	+ 8.9%	\$305,297	\$317,984	+ 4.2%
Inventory of Homes for Sale	452	394	- 12.8%	--	--	--
Months Supply of Inventory	2.9	2.4	- 17.2%	--	--	--

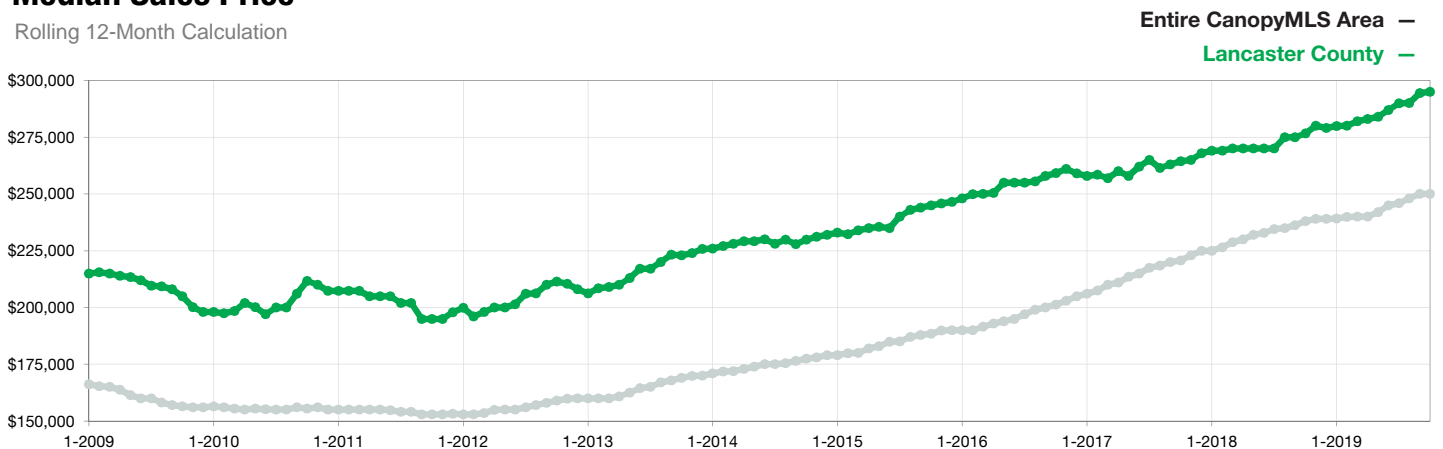
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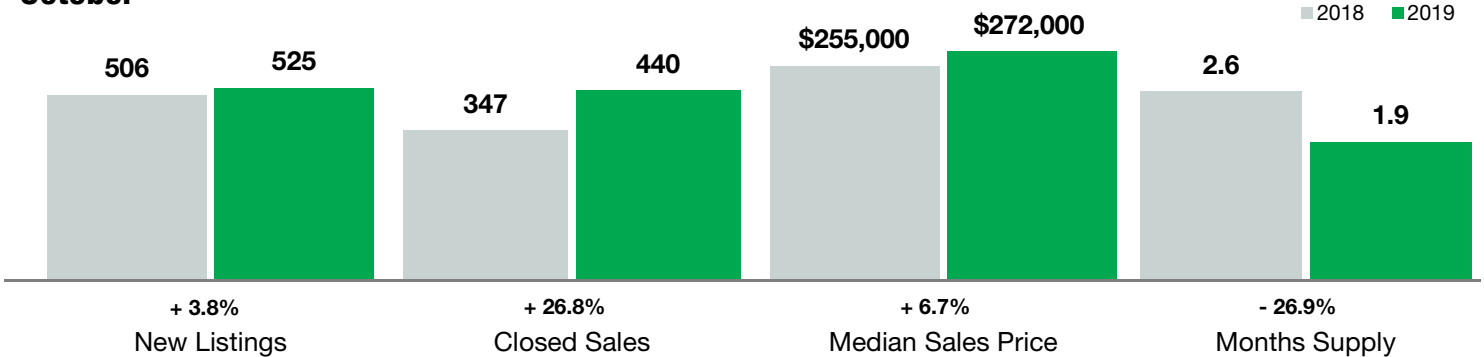
## York County

South Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	506	525	+ 3.8%	5,434	5,788	+ 6.5%
Pending Sales	397	516	+ 30.0%	4,316	4,965	+ 15.0%
Closed Sales	347	440	+ 26.8%	4,226	4,642	+ 9.8%
Median Sales Price*	\$255,000	\$272,000	+ 6.7%	\$255,000	\$266,250	+ 4.4%
Average Sales Price*	\$281,694	\$302,658	+ 7.4%	\$280,432	\$294,366	+ 5.0%
Percent of Original List Price Received*	96.1%	97.1%	+ 1.0%	97.3%	97.3%	0.0%
List to Close	87	86	- 1.1%	88	90	+ 2.3%
Days on Market Until Sale	44	39	- 11.4%	41	43	+ 4.9%
Cumulative Days on Market Until Sale	51	46	- 9.8%	49	52	+ 6.1%
Average List Price	\$305,434	\$304,962	- 0.2%	\$304,286	\$312,682	+ 2.8%
Inventory of Homes for Sale	1,069	886	- 17.1%	--	--	--
Months Supply of Inventory	2.6	1.9	- 26.9%	--	--	--

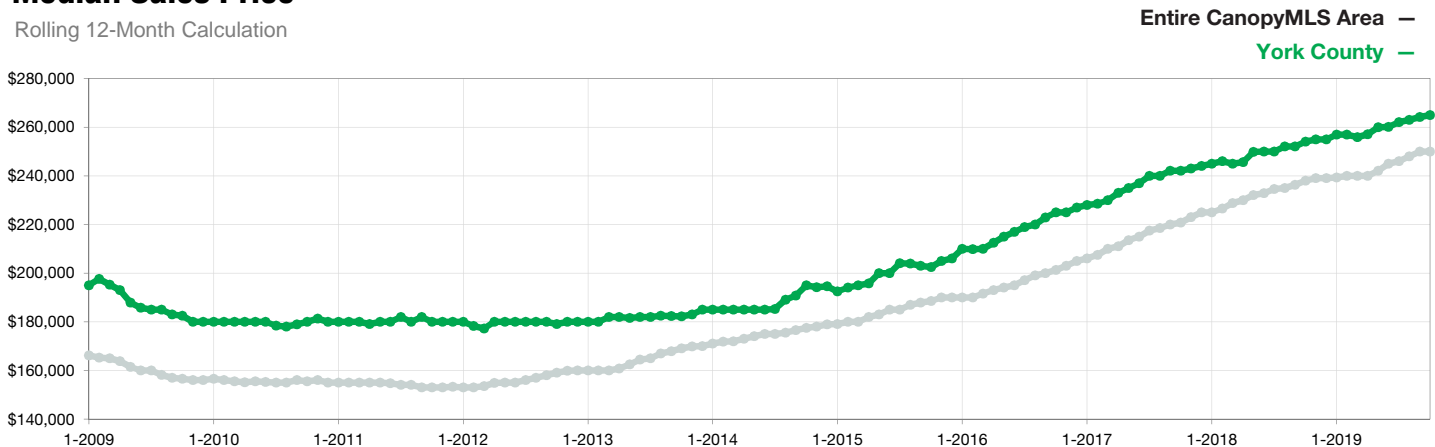
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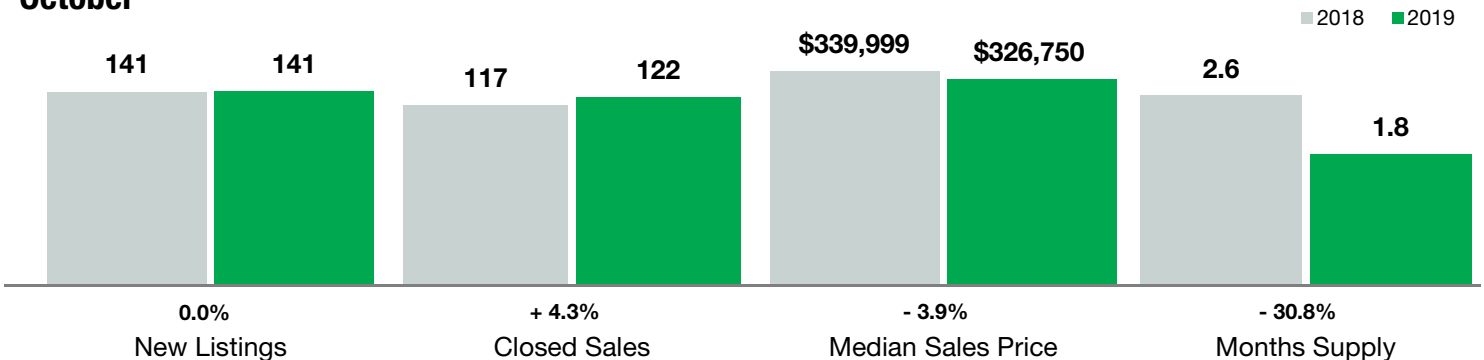
## Fort Mill

South Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	141	141	0.0%	1,741	1,832	+ 5.2%
Pending Sales	121	154	+ 27.3%	1,394	1,568	+ 12.5%
Closed Sales	117	122	+ 4.3%	1,362	1,494	+ 9.7%
Median Sales Price*	\$339,999	\$326,750	- 3.9%	\$320,000	\$312,500	- 2.3%
Average Sales Price*	\$354,622	\$361,598	+ 2.0%	\$341,786	\$349,702	+ 2.3%
Percent of Original List Price Received*	95.9%	97.7%	+ 1.9%	97.2%	97.7%	+ 0.5%
List to Close	96	97	+ 1.0%	97	98	+ 1.0%
Days on Market Until Sale	51	41	- 19.6%	47	47	0.0%
Cumulative Days on Market Until Sale	58	50	- 13.8%	57	58	+ 1.8%
Average List Price	\$379,488	\$374,275	- 1.4%	\$363,651	\$370,198	+ 1.8%
Inventory of Homes for Sale	345	267	- 22.6%	--	--	--
Months Supply of Inventory	2.6	1.8	- 30.8%	--	--	--

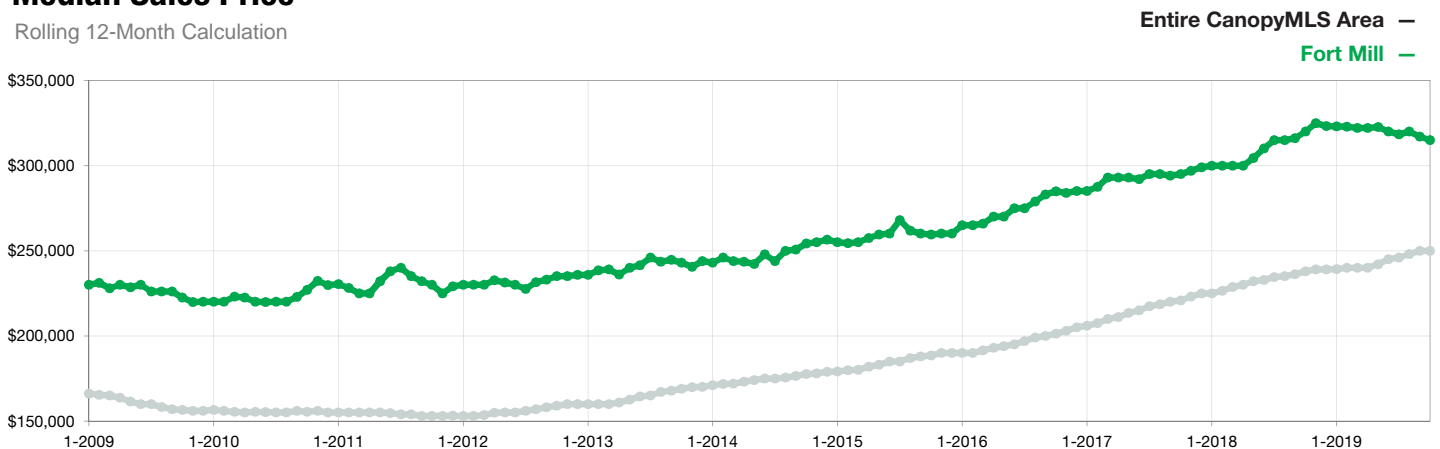
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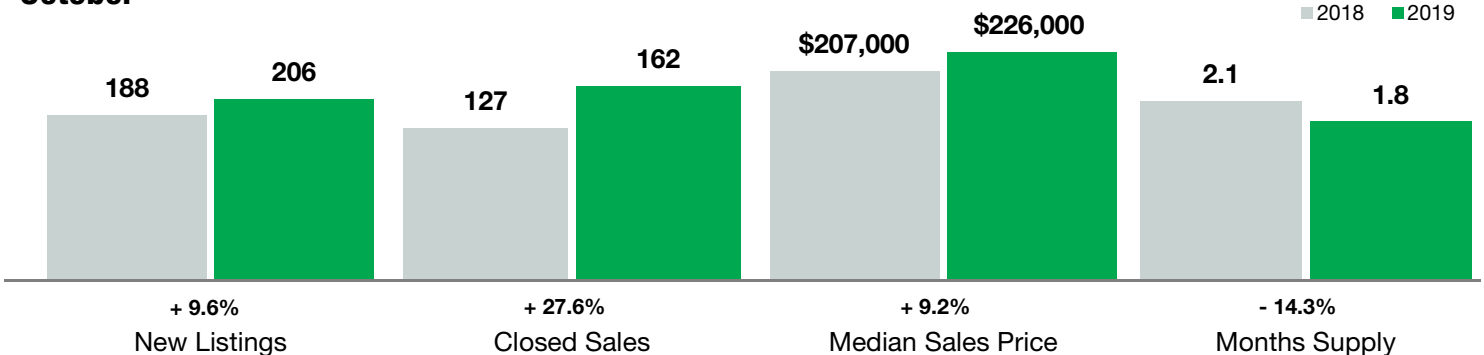
## Rock Hill

South Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	188	206	+ 9.6%	1,886	1,940	+ 2.9%
Pending Sales	135	183	+ 35.6%	1,554	1,682	+ 8.2%
Closed Sales	127	162	+ 27.6%	1,536	1,549	+ 0.8%
Median Sales Price*	\$207,000	\$226,000	+ 9.2%	\$196,050	\$210,000	+ 7.1%
Average Sales Price*	\$211,723	\$239,728	+ 13.2%	\$212,026	\$222,878	+ 5.1%
Percent of Original List Price Received*	96.2%	97.1%	+ 0.9%	97.7%	97.4%	- 0.3%
List to Close	69	79	+ 14.5%	72	77	+ 6.9%
Days on Market Until Sale	29	34	+ 17.2%	28	32	+ 14.3%
Cumulative Days on Market Until Sale	34	38	+ 11.8%	32	37	+ 15.6%
Average List Price	\$260,076	\$241,756	- 7.0%	\$231,482	\$237,326	+ 2.5%
Inventory of Homes for Sale	309	288	- 6.8%	--	--	--
Months Supply of Inventory	2.1	1.8	- 14.3%	--	--	--

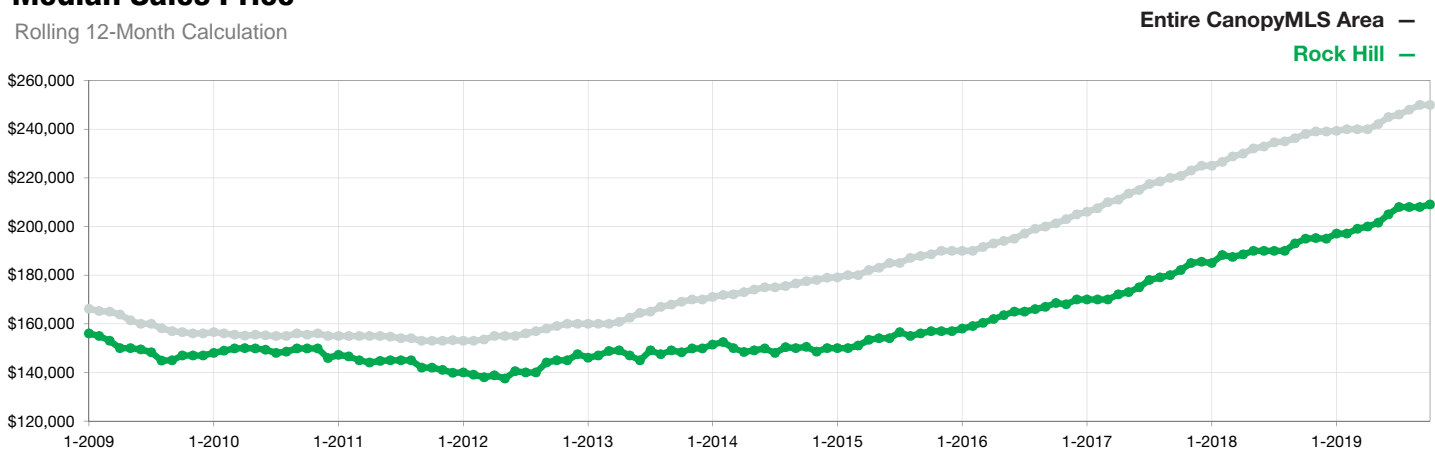
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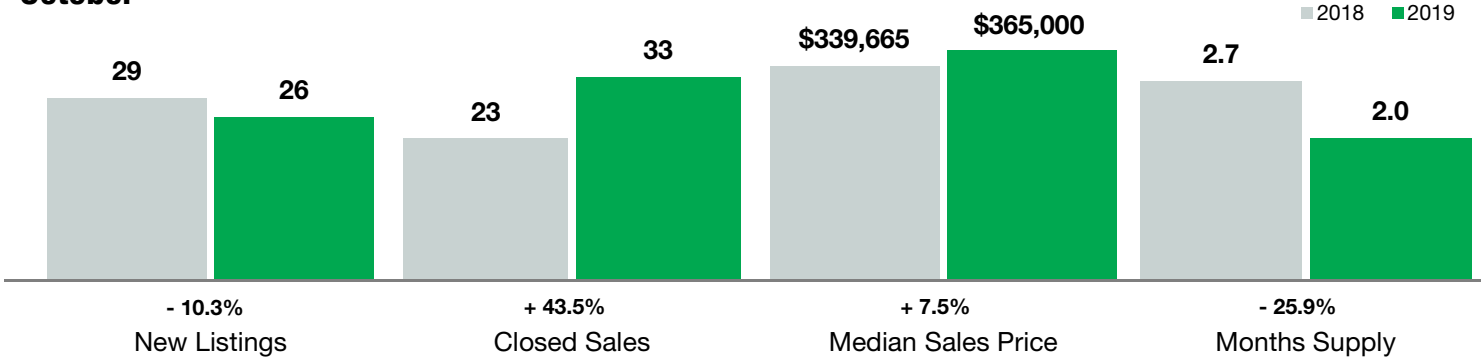
## Tega Cay

South Carolina

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	29	26	- 10.3%	387	424	+ 9.6%
Pending Sales	20	34	+ 70.0%	292	352	+ 20.5%
Closed Sales	23	33	+ 43.5%	290	319	+ 10.0%
Median Sales Price*	\$339,665	<b>\$365,000</b>	+ 7.5%	\$340,489	<b>\$360,000</b>	+ 5.7%
Average Sales Price*	\$415,544	<b>\$373,192</b>	- 10.2%	\$372,153	<b>\$379,016</b>	+ 1.8%
Percent of Original List Price Received*	93.8%	<b>96.1%</b>	+ 2.5%	96.2%	<b>96.6%</b>	+ 0.4%
List to Close	142	92	- 35.2%	107	102	- 4.7%
Days on Market Until Sale	93	50	- 46.2%	60	57	- 5.0%
Cumulative Days on Market Until Sale	121	62	- 48.8%	74	71	- 4.1%
Average List Price	\$343,630	<b>\$363,056</b>	+ 5.7%	\$382,908	<b>\$382,524</b>	- 0.1%
Inventory of Homes for Sale	74	64	- 13.5%	--	--	--
Months Supply of Inventory	2.7	2.0	- 25.9%	--	--	--

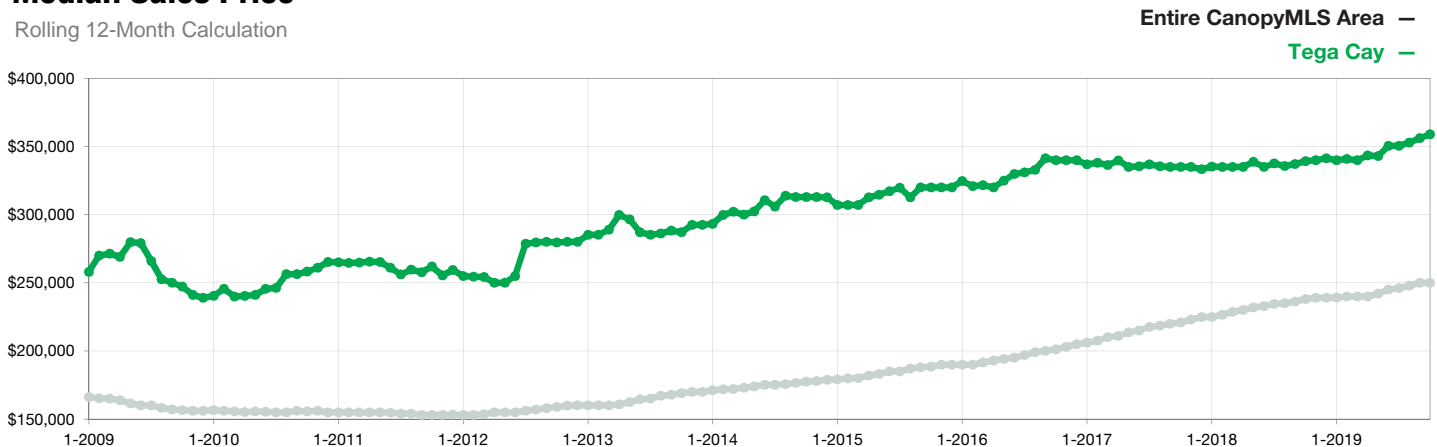
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### October



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for October 2019

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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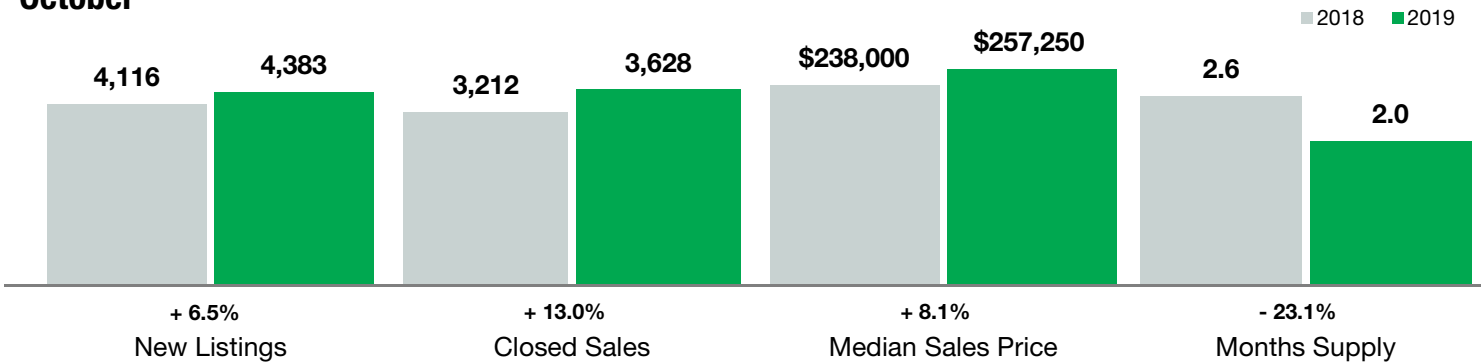
## Charlotte MSA

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

Key Metrics	October			Year to Date		
	2018	2019	Percent Change	Thru 10-2018	Thru 10-2019	Percent Change
New Listings	4,116	<b>4,383</b>	+ 6.5%	45,434	<b>46,590</b>	+ 2.5%
Pending Sales	3,131	<b>3,957</b>	+ 26.4%	36,019	<b>39,154</b>	+ 8.7%
Closed Sales	3,212	<b>3,628</b>	+ 13.0%	35,242	<b>36,690</b>	+ 4.1%
Median Sales Price*	\$238,000	<b>\$257,250</b>	+ 8.1%	\$244,000	<b>\$259,999</b>	+ 6.6%
Average Sales Price*	\$284,783	<b>\$309,668</b>	+ 8.7%	\$292,793	<b>\$308,979</b>	+ 5.5%
Percent of Original List Price Received*	96.4%	<b>96.6%</b>	+ 0.2%	97.4%	<b>97.0%</b>	- 0.4%
List to Close	90	<b>88</b>	- 2.2%	89	<b>90</b>	+ 1.1%
Days on Market Until Sale	40	<b>37</b>	- 7.5%	38	<b>41</b>	+ 7.9%
Cumulative Days on Market Until Sale	48	<b>45</b>	- 6.3%	46	<b>49</b>	+ 6.5%
Average List Price	\$310,964	<b>\$336,354</b>	+ 8.2%	\$325,687	<b>\$339,701</b>	+ 4.3%
Inventory of Homes for Sale	8,957	<b>7,335</b>	- 18.1%	--	--	--
Months Supply of Inventory	2.6	<b>2.0</b>	- 23.1%	--	--	--

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### October



### Median Sales Price

Rolling 12-Month Calculation

