



## Showings Report for October 2019

Analytic and Trend Data for the Charlotte Regional Realtor® Association

# Showing Statistics

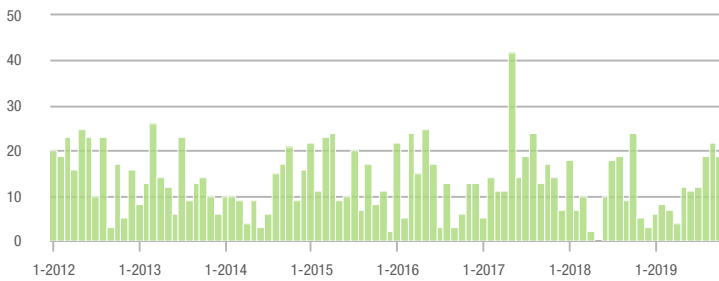
| MLS Area               | Total Showings | Buyer Interest (Showings / Listings) | Managed Listings |
|------------------------|----------------|--------------------------------------|------------------|
| Alexander County, NC   | 73             | 2.2                                  | 50               |
| Anson County, NC       | 96             | 2.0                                  | 69               |
| Cabarrus County, NC    | 5,119          | 6.6                                  | 893              |
| Charlotte MSA          | 61,015         | 6.5                                  | 10,718           |
| City of Charlotte, NC  | 25,321         | 7.6                                  | 3,547            |
| Concord, NC            | 2,959          | 6.8                                  | 499              |
| Davidson, NC           | 914            | 5.0                                  | 203              |
| Denver, NC             | 1,143          | 4.5                                  | 303              |
| Fort Mill, SC          | 2,110          | 7.1                                  | 330              |
| Gaston County, NC      | 4,565          | 5.9                                  | 948              |
| Gastonia, NC           | 2,003          | 6.2                                  | 370              |
| Huntersville, NC       | 2,467          | 6.2                                  | 431              |
| Iredell County, NC     | 5,045          | 5.3                                  | 1,197            |
| Kannapolis, NC         | 1,329          | 7.5                                  | 200              |
| Lake Norman            | 4,300          | 5.0                                  | 1,057            |
| Lake Wylie             | 1,918          | 4.5                                  | 538              |
| Lancaster County, SC   | 2,216          | 5.4                                  | 492              |
| Lincoln County, NC     | 1,903          | 4.5                                  | 527              |
| Lincolnton, NC         | 598            | 5.7                                  | 129              |
| Matthews, NC           | 1,921          | 7.4                                  | 276              |
| Mecklenburg County, NC | 31,718         | 7.3                                  | 4,687            |
| Monroe, NC             | 1,391          | 5.6                                  | 289              |
| Montgomery County, NC  | 239            | 1.6                                  | 224              |
| Mooresville, NC        | 3,113          | 5.2                                  | 724              |
| Rock Hill, SC          | 2,829          | 6.8                                  | 468              |
| Salisbury, NC          | 974            | 3.7                                  | 313              |
| Stanly County, NC      | 948            | 4.4                                  | 277              |
| Statesville, NC        | 1,538          | 5.9                                  | 339              |
| Union County, NC       | 5,889          | 6.0                                  | 1,167            |
| Uptown Charlotte       | 945            | 8.5                                  | 113              |
| Waxhaw, NC             | 1,952          | 6.2                                  | 383              |
| York County, SC        | 7,328          | 6.2                                  | 1,345            |

## Alexander County, NC

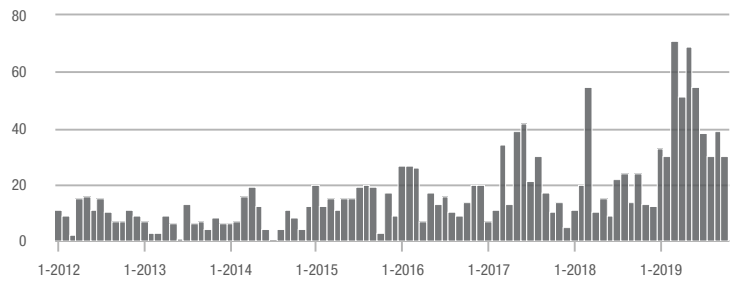
|                        | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
| Price Range            | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 19             | - 20.8%               | - 13.6%                 | 2.1                                | - 44.7%               | - 32.8%                 | 17               | - 19.0%               | + 13.3%                 |
| \$100,001 to \$200,000 | 30             | + 25.0%               | - 23.1%                 | 2.5                                | - 3.8%                | - 29.9%                 | 18               | + 20.0%               | + 5.9%                  |
| \$200,001 to \$300,000 | 10             | - 47.4%               | - 83.6%                 | 1.4                                | - 70.8%               | - 78.6%                 | 9                | + 12.5%               | - 25.0%                 |
| \$300,001 and Above    | 14             | - 39.1%               | - 22.2%                 | 2.8                                | - 36.4%               | - 17.6%                 | 6                | - 14.3%               | - 14.3%                 |
| Total                  | 73             | - 18.9%               | - 47.9%                 | 2.2                                | - 38.9%               | - 49.4%                 | 50               | - 2.0%                | - 2.0%                  |

### Showings

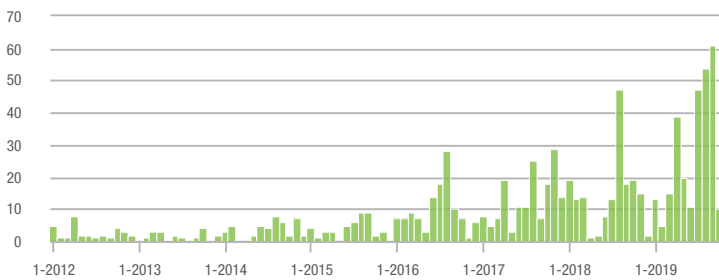
\$100,000 and Below



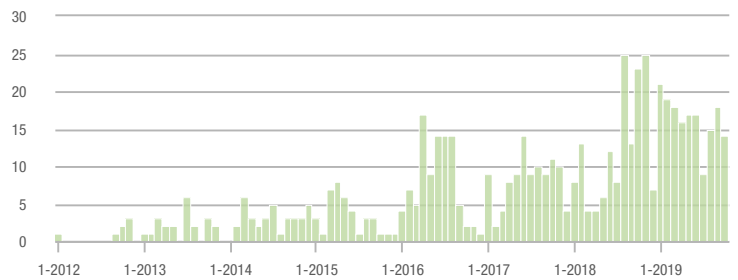
\$100,001 to \$200,000



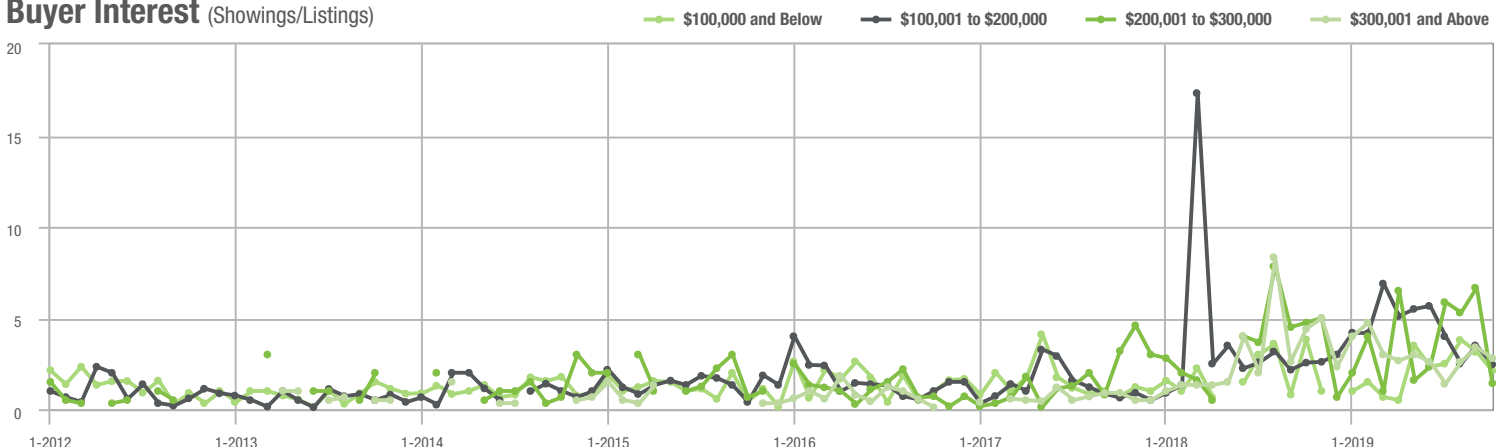
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

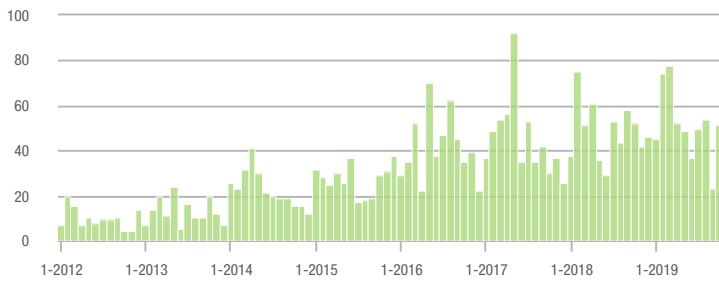


## Anson County, NC

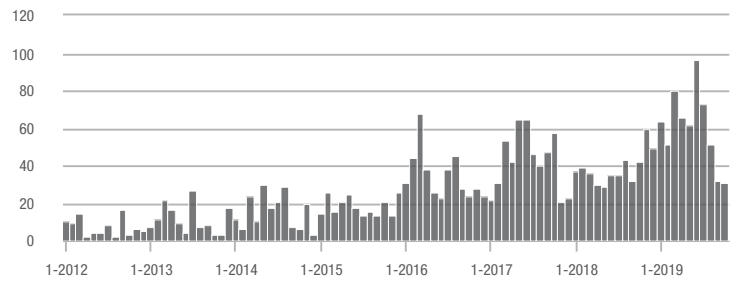
|                        | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
| Price Range            | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 51             | - 1.9%                | + 121.7%                | 2.0                                | + 25.0%               | + 126.1%                | 37               | - 39.3%               | - 9.8%                  |
| \$100,001 to \$200,000 | 31             | - 26.2%               | - 3.1%                  | 2.0                                | + 5.3%                | - 3.2%                  | 18               | - 43.8%               | - 18.2%                 |
| \$200,001 to \$300,000 | 9              | - 35.7%               | + 28.6%                 | 1.4                                | - 46.2%               | + 40.0%                 | 10               | - 9.1%                | - 9.1%                  |
| \$300,001 and Above    | 5              | + 66.7%               | 0.0%                    | 2.0                                | + 185.7%              | —                       | 4                | - 55.6%               | - 33.3%                 |
| Total                  | 96             | - 13.5%               | + 43.3%                 | 2.0                                | + 17.6%               | + 48.9%                 | 69               | - 38.9%               | - 13.8%                 |

### Showings

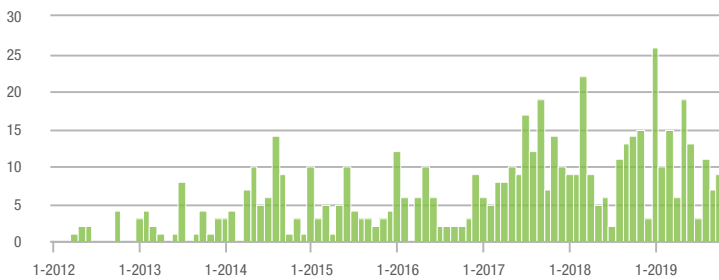
\$100,000 and Below



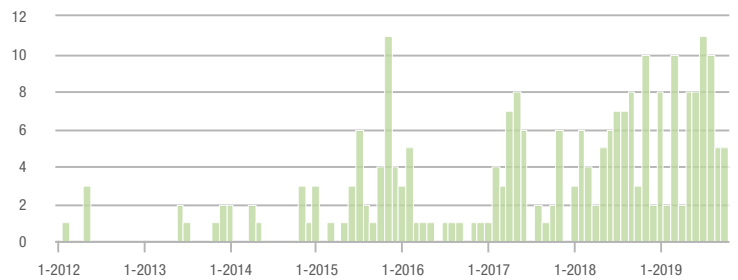
\$100,001 to \$200,000



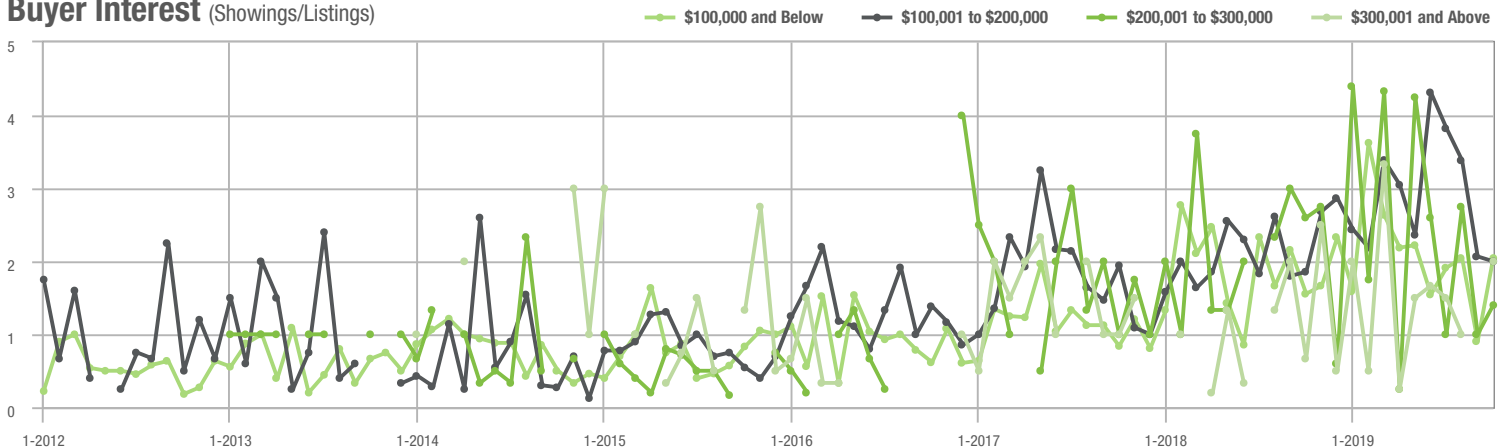
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

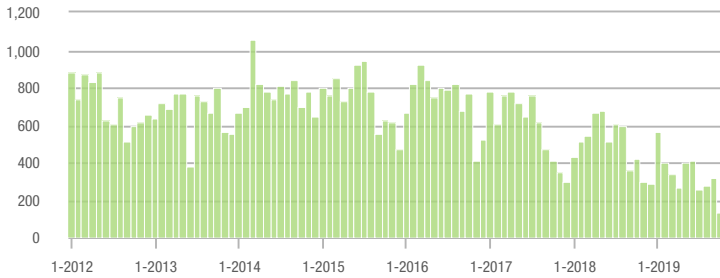


## Cabarrus County, NC

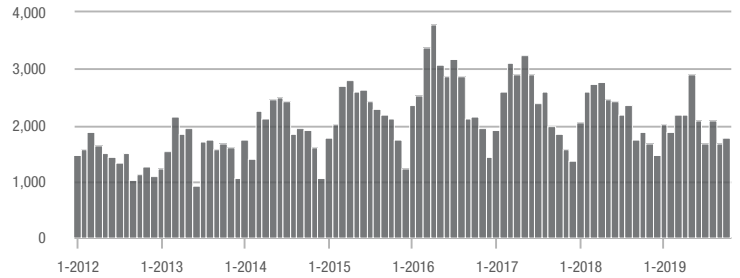
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 132            | - 68.4%               | - 58.4%                 | 2.6                                | - 66.2%               | - 53.3%                 | 68               | - 35.2%               | - 15.0%                 |
| \$100,001 to \$200,000 | 1,778          | - 5.2%                | + 5.6%                  | 9.5                                | + 20.3%               | + 0.2%                  | 204              | - 24.2%               | + 2.5%                  |
| \$200,001 to \$300,000 | 1,794          | + 7.6%                | + 0.1%                  | 7.7                                | + 24.2%               | - 2.1%                  | 260              | - 15.6%               | + 0.8%                  |
| \$300,001 and Above    | 1,415          | + 19.5%               | - 13.0%                 | 4.6                                | + 35.3%               | - 2.8%                  | 361              | - 22.7%               | - 12.2%                 |
| Total                  | 5,119          | - 0.5%                | - 5.5%                  | 6.6                                | + 15.8%               | - 1.8%                  | 893              | - 22.3%               | - 5.8%                  |

### Showings

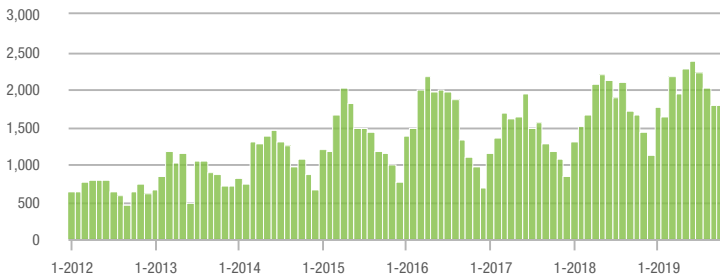
\$100,000 and Below



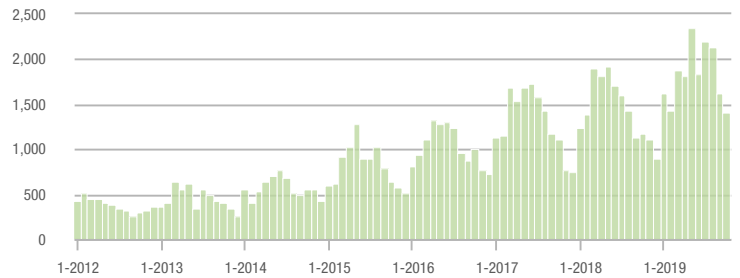
\$100,001 to \$200,000



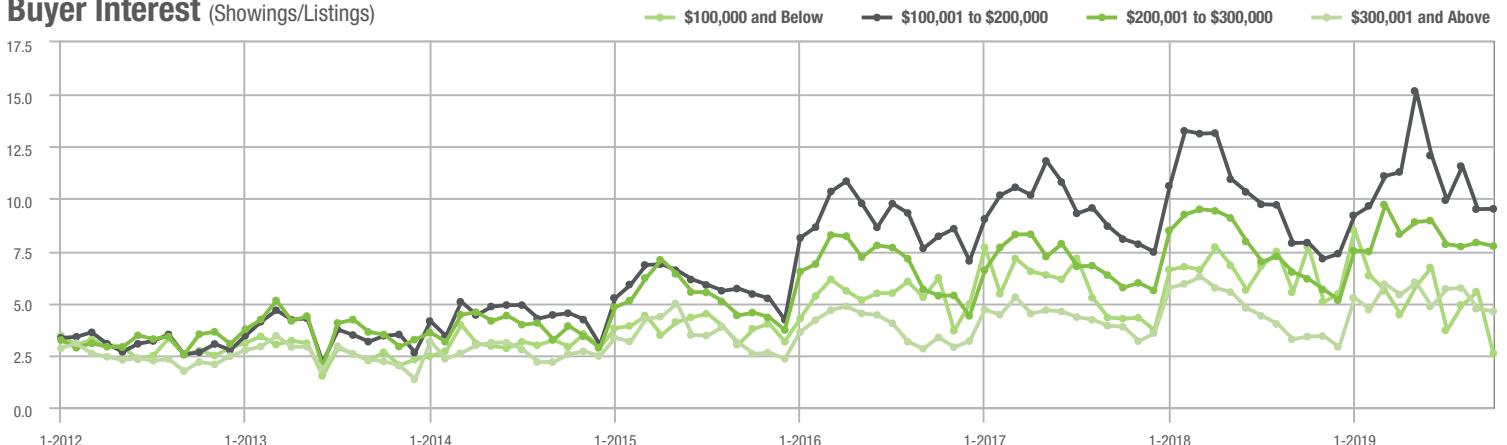
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

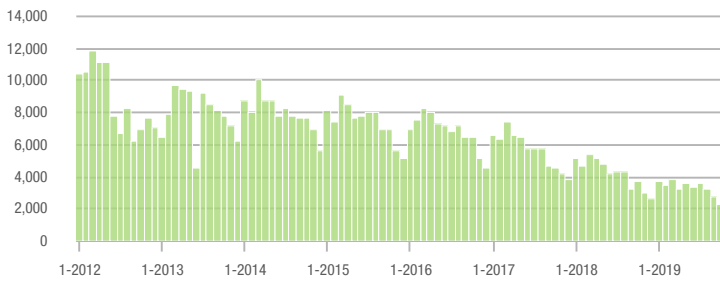


## Charlotte MSA

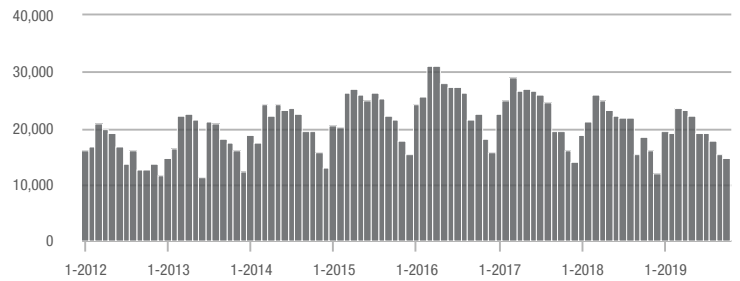
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 2,265          | - 38.2%               | - 17.9%                 | 4.1                                | - 16.3%               | - 10.2%                 | 921              | - 34.0%               | - 9.9%                  |
| \$100,001 to \$200,000 | 14,782         | - 19.2%               | - 3.4%                  | 8.3                                | + 1.2%                | + 0.2%                  | 1,941            | - 23.7%               | - 4.9%                  |
| \$200,001 to \$300,000 | 18,965         | + 12.3%               | - 4.0%                  | 7.4                                | + 12.1%               | + 3.5%                  | 2,774            | - 6.3%                | - 8.1%                  |
| \$300,001 and Above    | 25,003         | + 20.6%               | - 8.8%                  | 5.5                                | + 25.0%               | - 1.7%                  | 5,082            | - 11.4%               | - 9.2%                  |
| Total                  | 61,015         | + 2.4%                | - 6.5%                  | 6.5                                | + 12.1%               | + 0.3%                  | 10,718           | - 15.2%               | - 8.2%                  |

### Showings

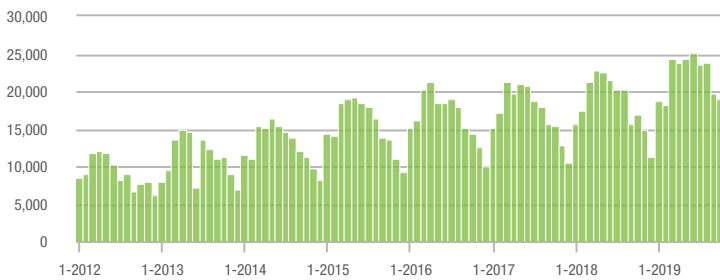
\$100,000 and Below



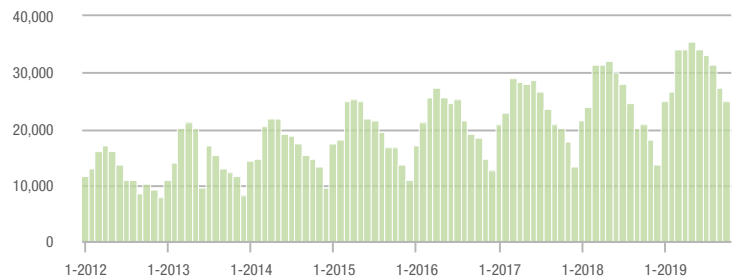
\$100,001 to \$200,000



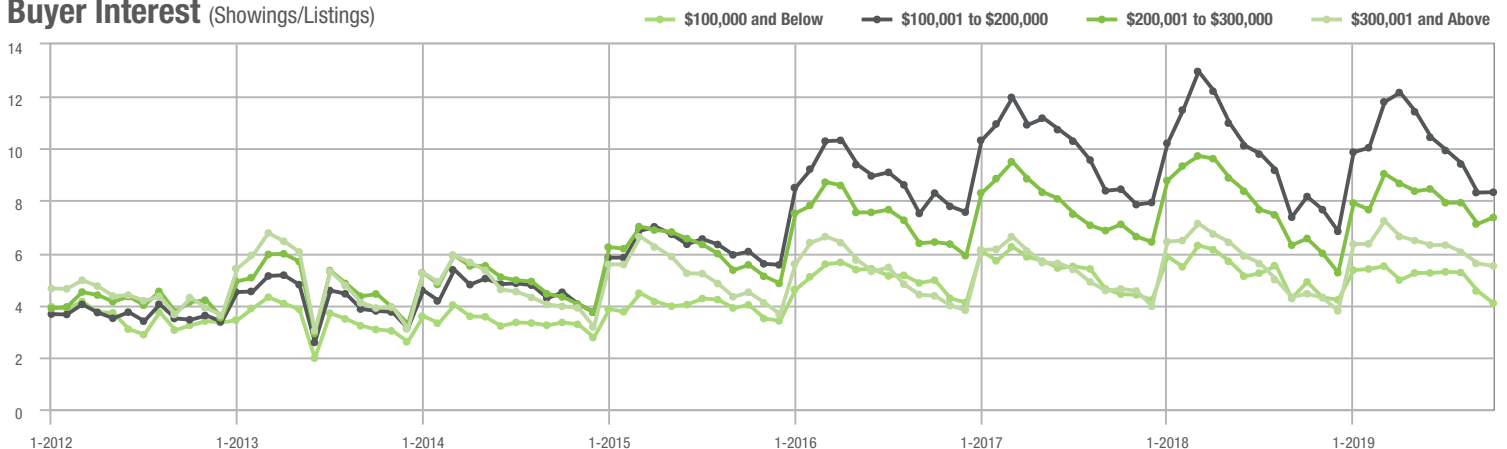
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

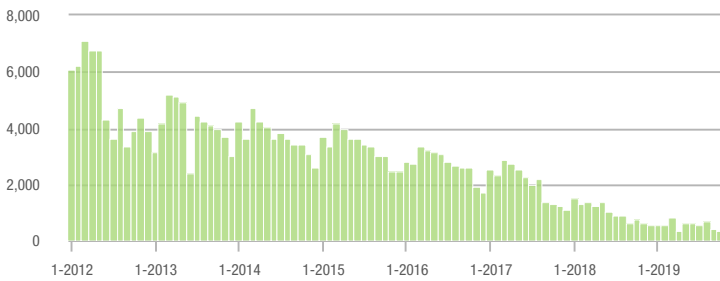


## City of Charlotte, NC

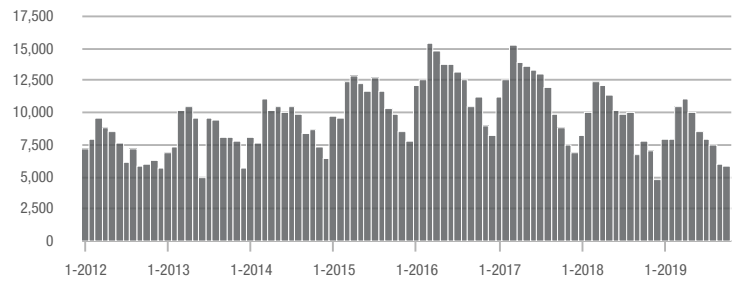
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 347            | - 55.7%               | - 19.5%                 | 5.5                                | - 27.6%               | - 16.4%                 | 92               | - 39.5%               | - 7.1%                  |
| \$100,001 to \$200,000 | 5,777          | - 25.9%               | - 3.3%                  | 10.3                               | + 8.4%                | + 5.4%                  | 573              | - 33.1%               | - 8.9%                  |
| \$200,001 to \$300,000 | 8,266          | + 17.9%               | + 0.3%                  | 8.2                                | + 13.9%               | + 7.6%                  | 1,049            | - 2.1%                | - 8.2%                  |
| \$300,001 and Above    | 10,931         | + 22.8%               | - 5.1%                  | 6.4                                | + 28.0%               | + 0.9%                  | 1,833            | - 11.0%               | - 7.3%                  |
| Total                  | 25,321         | + 3.4%                | - 3.2%                  | 7.6                                | + 13.4%               | + 3.6%                  | 3,547            | - 14.3%               | - 7.8%                  |

### Showings

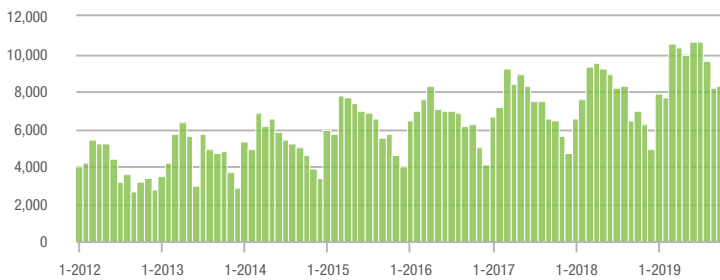
\$100,000 and Below



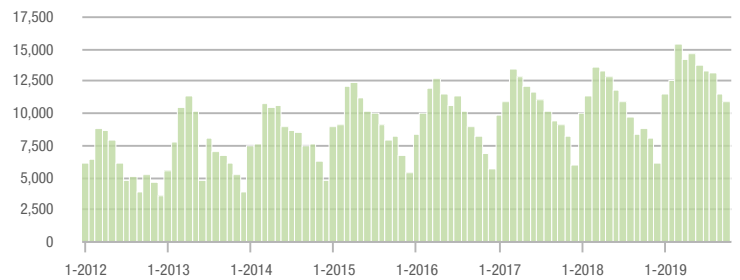
\$100,001 to \$200,000



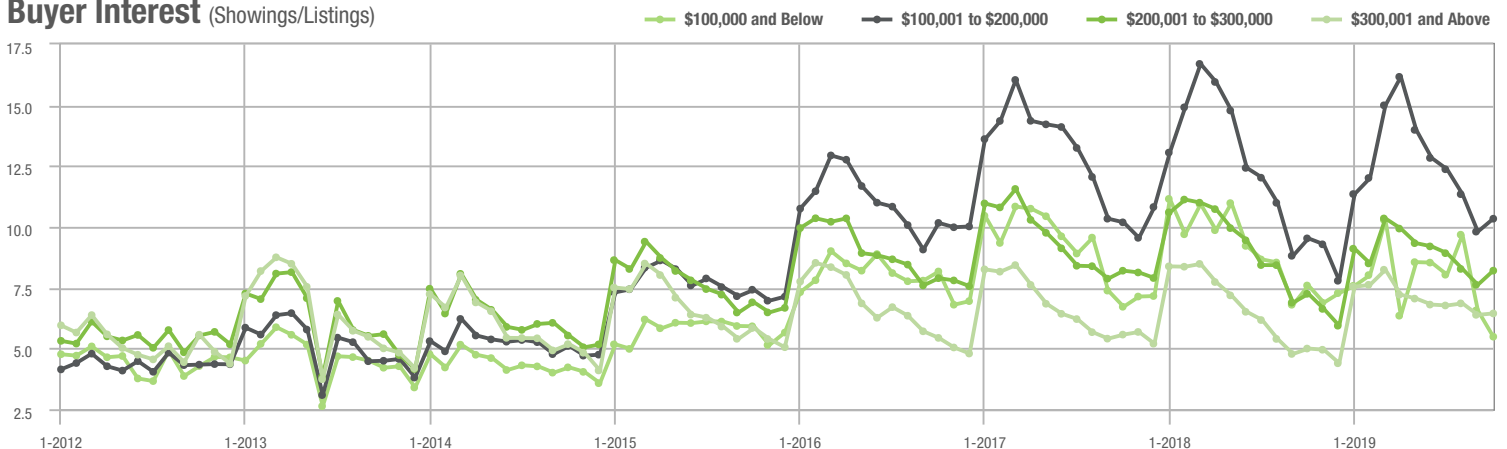
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

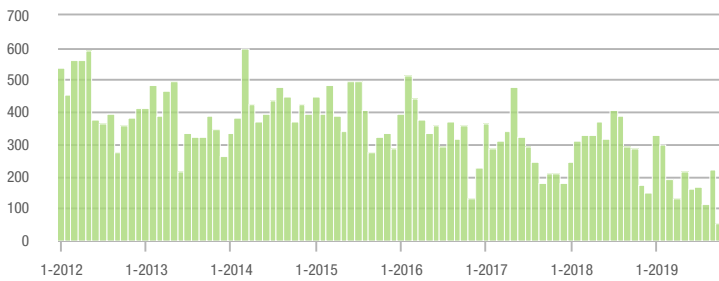


## Concord, NC

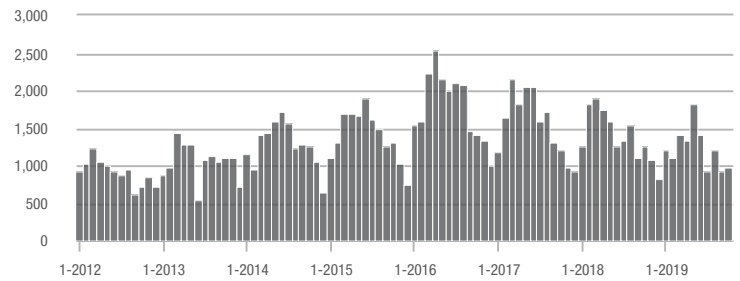
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 53             | - 81.5%               | - 76.1%                 | 2.3                                | - 72.0%               | - 76.6%                 | 31               | - 52.3%               | - 6.1%                  |
| \$100,001 to \$200,000 | 969            | - 23.6%               | + 4.1%                  | 9.9                                | + 6.5%                | + 1.6%                  | 103              | - 30.4%               | + 2.0%                  |
| \$200,001 to \$300,000 | 1,123          | + 16.1%               | + 5.2%                  | 7.9                                | + 14.5%               | + 5.8%                  | 156              | - 1.9%                | - 2.5%                  |
| \$300,001 and Above    | 814            | + 43.8%               | - 4.0%                  | 4.6                                | + 48.4%               | + 5.7%                  | 209              | - 14.0%               | - 11.4%                 |
| Total                  | 2,959          | - 4.2%                | - 3.6%                  | 6.8                                | + 7.9%                | + 0.1%                  | 499              | - 18.9%               | - 5.8%                  |

### Showings

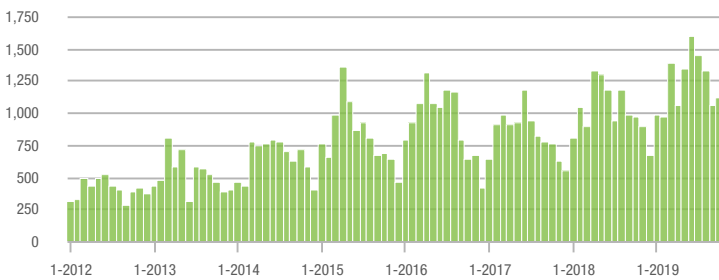
\$100,000 and Below



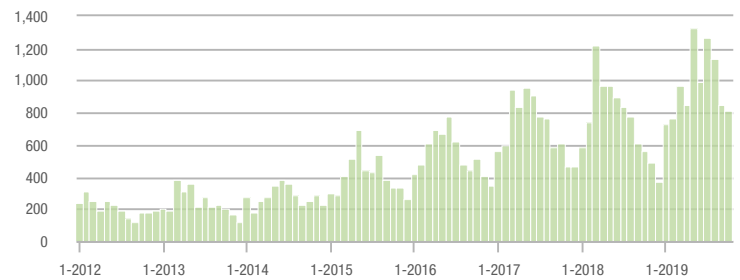
\$100,001 to \$200,000



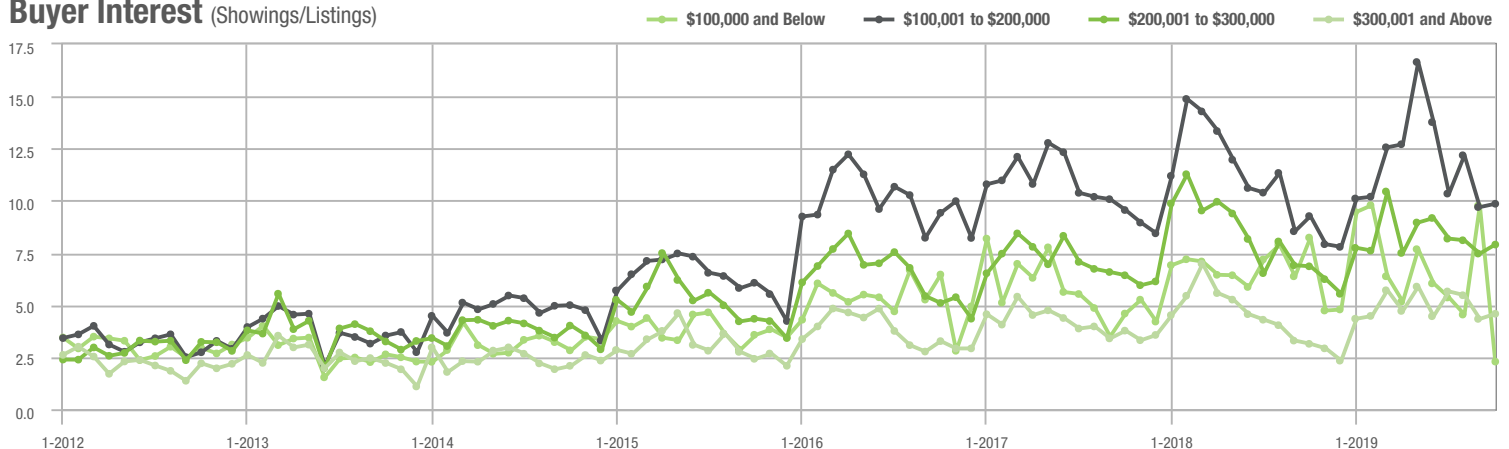
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

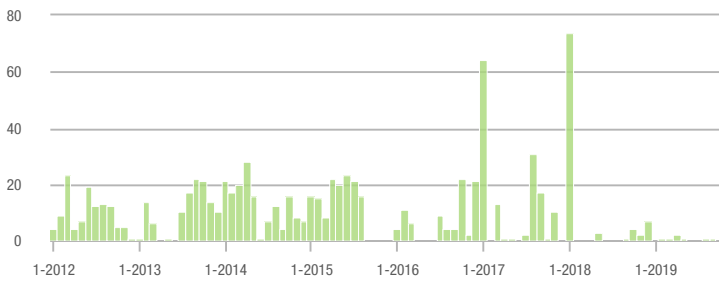


## Davidson, NC

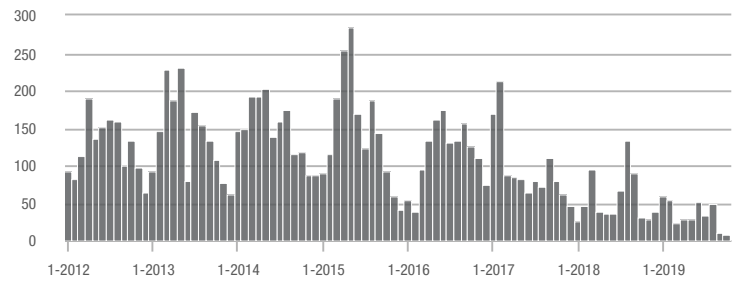
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|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 0              | - 100.0%              | - 100.0%                | 0.0                                | - 100.0%              | - 100.0%                | 2                | - 33.3%               | - 33.3%                 |
| \$100,001 to \$200,000 | 8              | - 75.0%               | - 27.3%                 | 1.0                                | - 75.0%               | - 45.5%                 | 9                | - 40.0%               | 0.0%                    |
| \$200,001 to \$300,000 | 146            | - 15.1%               | 0.0%                    | 5.4                                | + 3.8%                | - 10.0%                 | 29               | - 23.7%               | + 3.6%                  |
| \$300,001 and Above    | 760            | + 107.7%              | + 16.4%                 | 5.2                                | + 62.5%               | + 24.4%                 | 163              | + 19.0%               | - 5.8%                  |
| Total                  | 914            | + 59.2%               | + 12.7%                 | 5.0                                | + 35.1%               | + 16.1%                 | 203              | + 5.2%                | - 4.7%                  |

### Showings

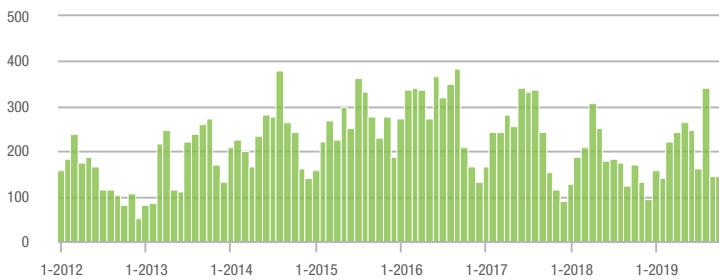
\$100,000 and Below



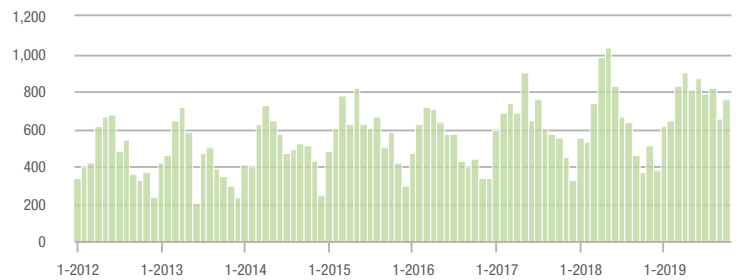
\$100,001 to \$200,000



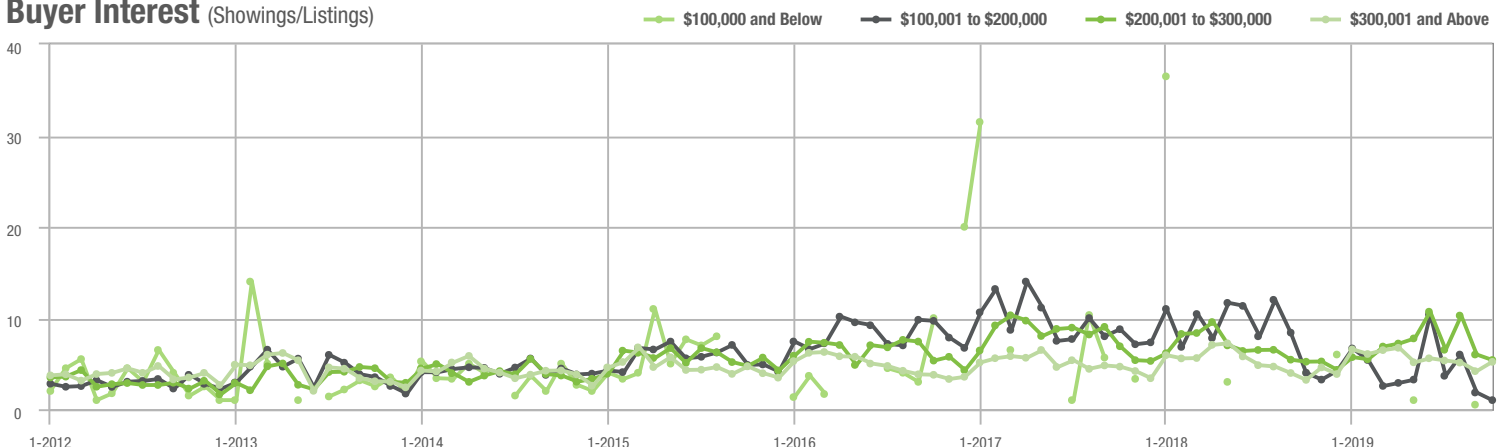
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)



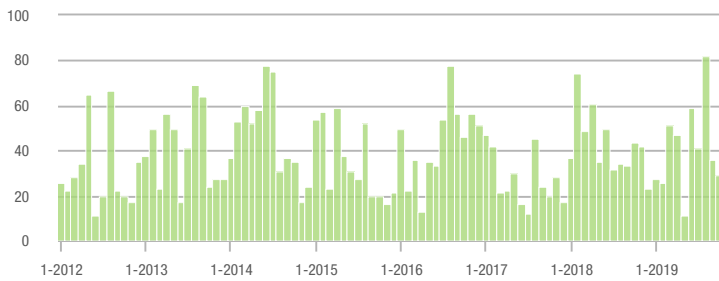


## Denver, NC

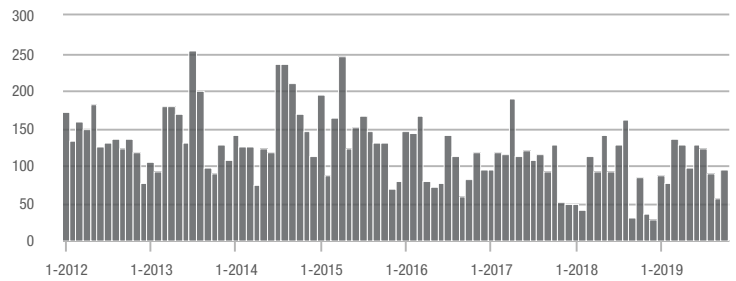
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|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 29             | - 34.1%               | - 19.4%                 | 1.0                                | - 58.3%               | - 21.2%                 | 45               | - 4.3%                | - 8.2%                  |
| \$100,001 to \$200,000 | 94             | + 10.6%               | + 67.9%                 | 8.7                                | + 55.4%               | + 39.8%                 | 14               | - 36.4%               | + 7.7%                  |
| \$200,001 to \$300,000 | 254            | + 53.9%               | - 2.3%                  | 6.0                                | + 46.3%               | - 2.7%                  | 49               | + 6.5%                | - 2.0%                  |
| \$300,001 and Above    | 766            | + 23.5%               | + 4.9%                  | 4.4                                | + 7.3%                | + 26.0%                 | 195              | 0.0%                  | - 15.2%                 |
| Total                  | 1,143          | + 25.1%               | + 5.6%                  | 4.5                                | + 9.8%                | + 19.6%                 | 303              | - 2.3%                | - 11.4%                 |

### Showings

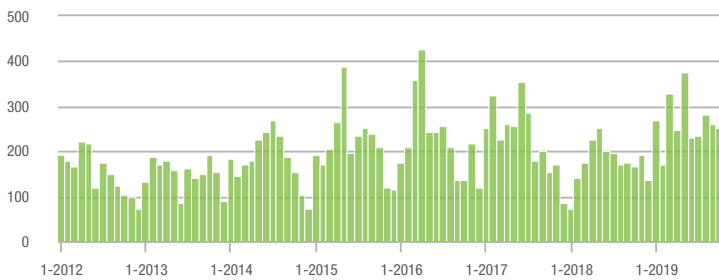
\$100,000 and Below



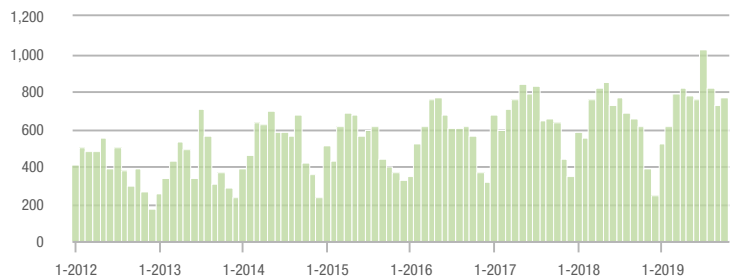
\$100,001 to \$200,000



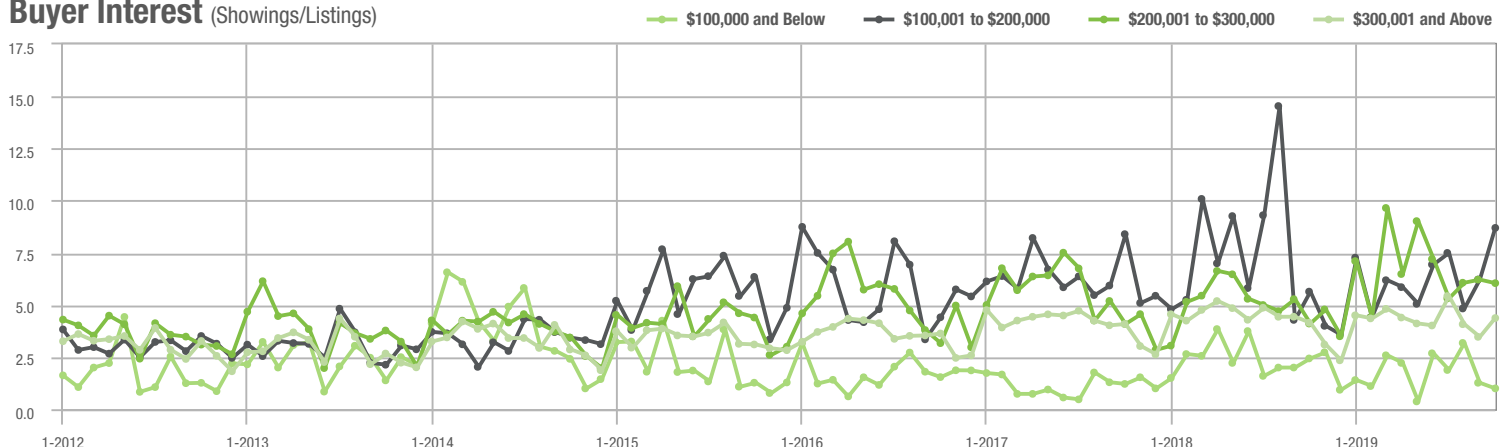
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

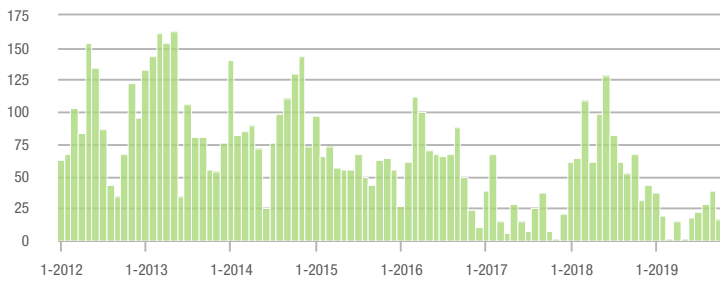


## Fort Mill, SC

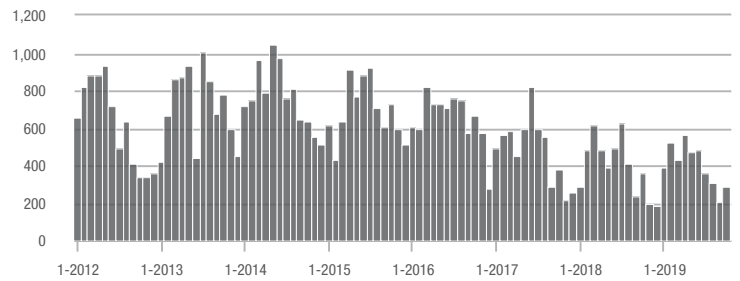
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 16             | - 76.5%               | - 59.0%                 | 5.3                                | - 5.4%                | - 59.0%                 | 4                | - 69.2%               | - 20.0%                 |
| \$100,001 to \$200,000 | 288            | - 19.8%               | + 41.9%                 | 10.3                               | + 1.0%                | + 7.1%                  | 35               | - 20.5%               | + 25.0%                 |
| \$200,001 to \$300,000 | 646            | + 14.9%               | - 19.0%                 | 9.5                                | + 37.7%               | - 4.7%                  | 69               | - 32.4%               | - 15.9%                 |
| \$300,001 and Above    | 1,160          | + 16.8%               | - 0.1%                  | 5.9                                | + 22.9%               | + 0.7%                  | 222              | - 10.8%               | - 5.1%                  |
| Total                  | 2,110          | + 6.5%                | - 4.1%                  | 7.1                                | + 18.3%               | - 1.6%                  | 330              | - 19.1%               | - 5.4%                  |

### Showings

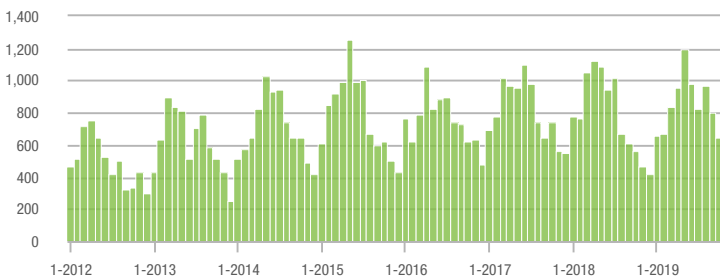
\$100,000 and Below



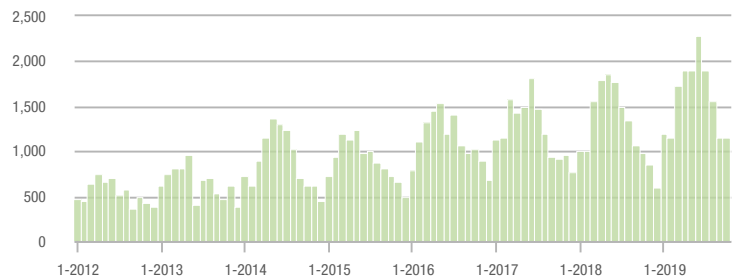
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

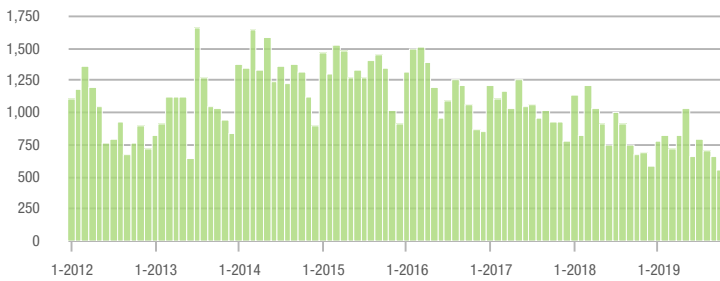


## Gaston County, NC

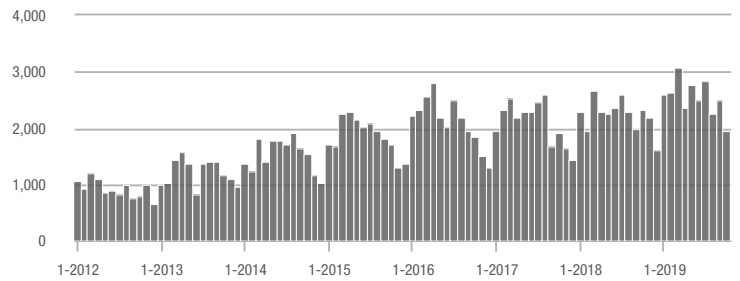
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 557            | - 18.1%               | - 15.6%                 | 5.5                                | + 22.2%               | - 2.7%                  | 185              | - 33.9%               | - 10.6%                 |
| \$100,001 to \$200,000 | 1,952          | - 15.8%               | - 22.0%                 | 7.0                                | 0.0%                  | - 13.0%                 | 298              | - 16.5%               | - 11.0%                 |
| \$200,001 to \$300,000 | 1,205          | + 57.9%               | + 2.5%                  | 5.9                                | + 22.9%               | + 5.9%                  | 230              | + 13.3%               | - 3.4%                  |
| \$300,001 and Above    | 851            | + 94.7%               | - 5.3%                  | 4.4                                | + 57.1%               | - 5.0%                  | 235              | + 16.3%               | - 1.3%                  |
| Total                  | 4,565          | + 8.7%                | - 12.8%                 | 5.9                                | + 11.3%               | - 6.7%                  | 948              | - 9.0%                | - 6.9%                  |

### Showings

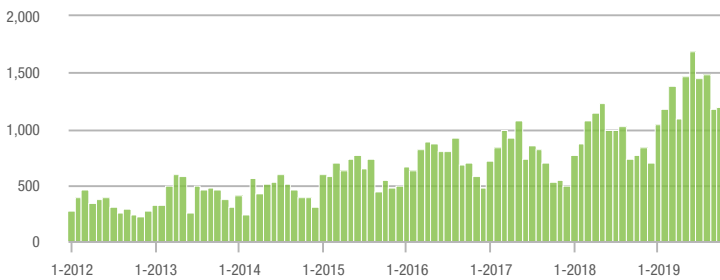
\$100,000 and Below



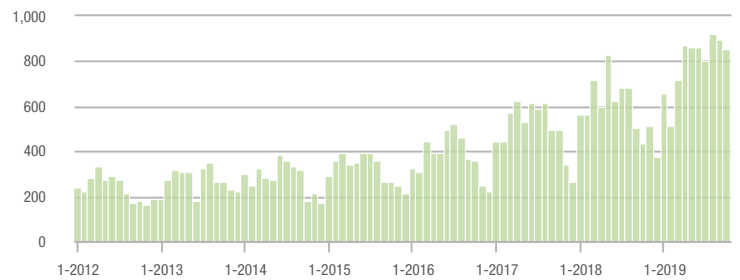
\$100,001 to \$200,000



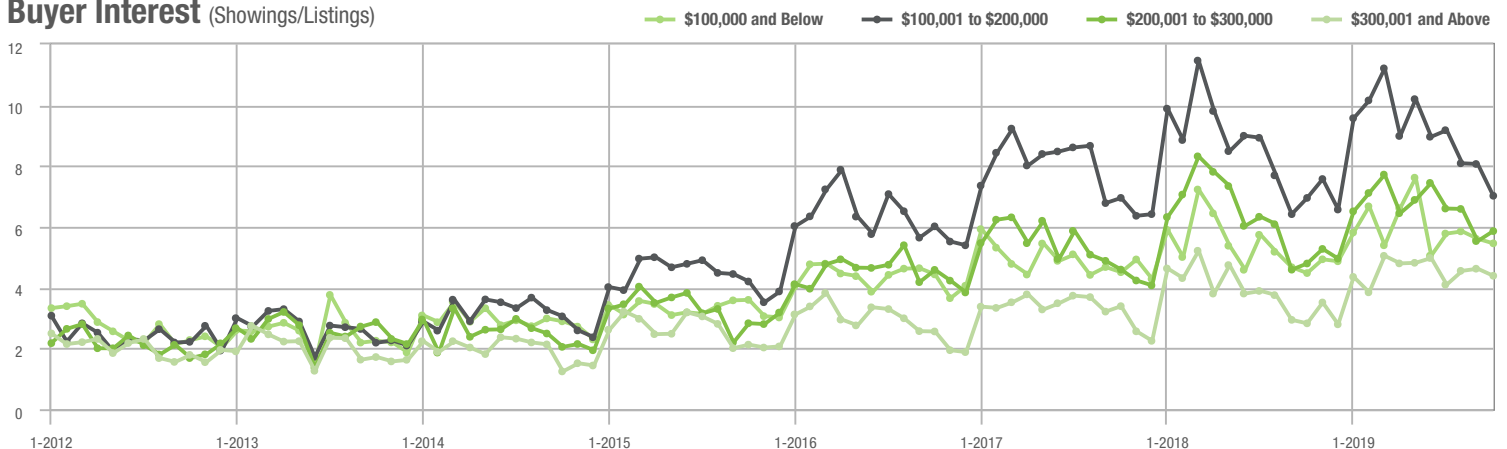
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

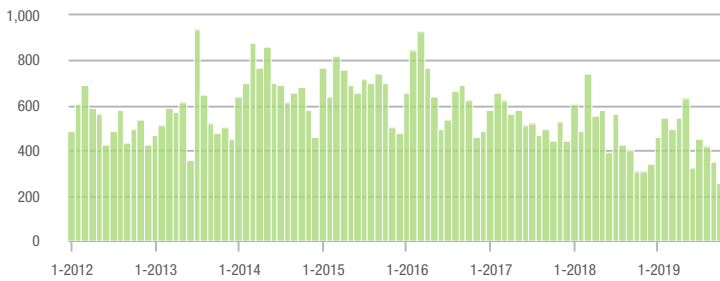


## Gastonia, NC

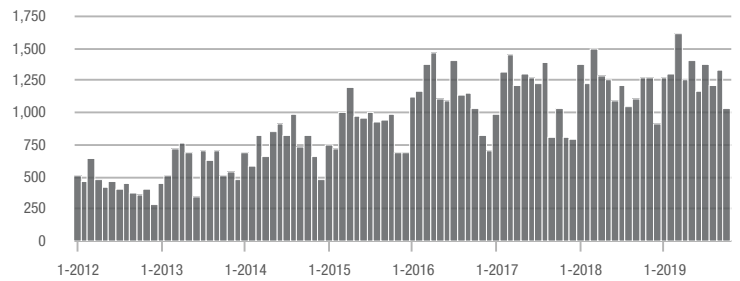
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 255            | - 17.5%               | - 26.7%                 | 5.3                                | + 10.4%               | - 17.0%                 | 70               | - 26.3%               | - 12.5%                 |
| \$100,001 to \$200,000 | 1,035          | - 19.0%               | - 22.6%                 | 7.6                                | + 11.8%               | - 14.2%                 | 145              | - 27.1%               | - 10.5%                 |
| \$200,001 to \$300,000 | 470            | + 39.9%               | - 14.1%                 | 5.9                                | + 5.4%                | - 5.0%                  | 84               | + 23.5%               | - 9.7%                  |
| \$300,001 and Above    | 243            | + 120.9%              | - 13.8%                 | 4.0                                | + 53.8%               | - 11.1%                 | 71               | + 24.6%               | - 5.3%                  |
| Total                  | 2,003          | - 1.5%                | - 20.3%                 | 6.2                                | + 6.9%                | - 12.4%                 | 370              | - 11.7%               | - 9.8%                  |

### Showings

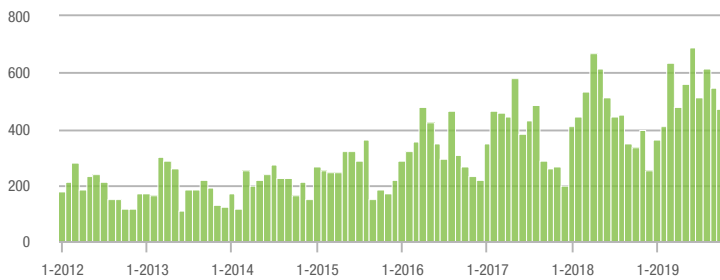
\$100,000 and Below



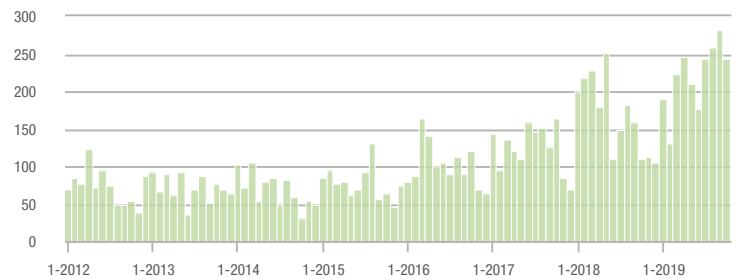
\$100,001 to \$200,000



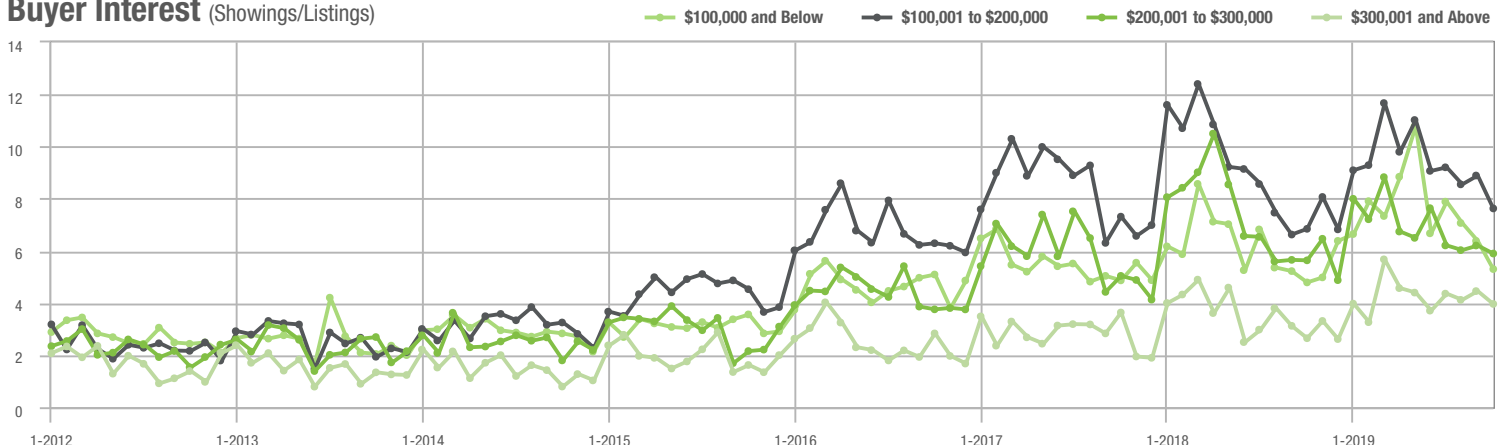
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

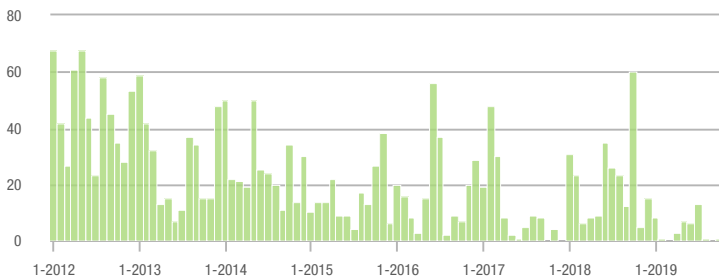


## Huntersville, NC

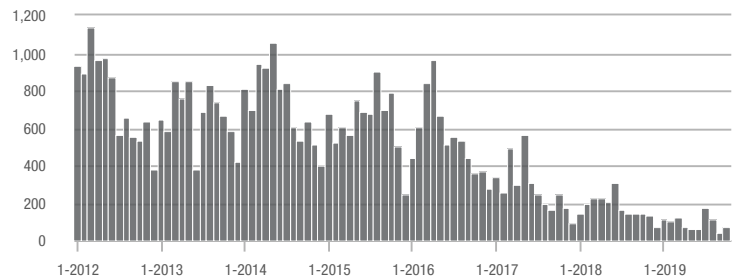
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 1              | - 98.3%               | —                       | 0.0                                | - 100.0%              | 0.0%                    | 4                | - 71.4%               | - 20.0%                 |
| \$100,001 to \$200,000 | 75             | - 46.0%               | + 66.7%                 | 9.0                                | + 45.2%               | + 160.0%                | 11               | - 62.1%               | - 35.3%                 |
| \$200,001 to \$300,000 | 818            | - 11.3%               | - 22.0%                 | 7.5                                | + 1.4%                | + 0.4%                  | 113              | - 15.0%               | - 22.1%                 |
| \$300,001 and Above    | 1,573          | + 35.7%               | - 11.4%                 | 5.7                                | + 26.7%               | - 5.1%                  | 303              | + 1.3%                | - 8.2%                  |
| Total                  | 2,467          | + 8.2%                | - 14.0%                 | 6.2                                | + 10.7%               | - 2.1%                  | 431              | - 9.3%                | - 13.3%                 |

### Showings

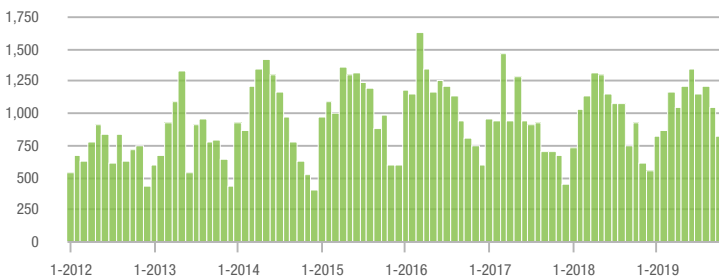
\$100,000 and Below



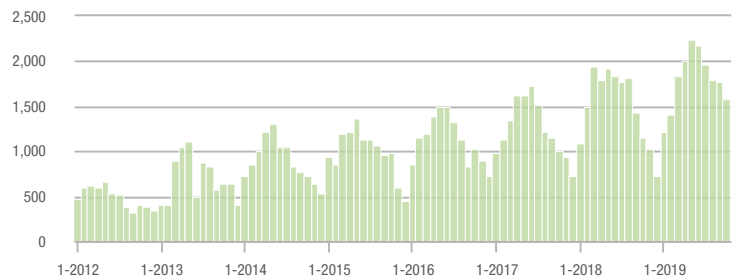
\$100,001 to \$200,000



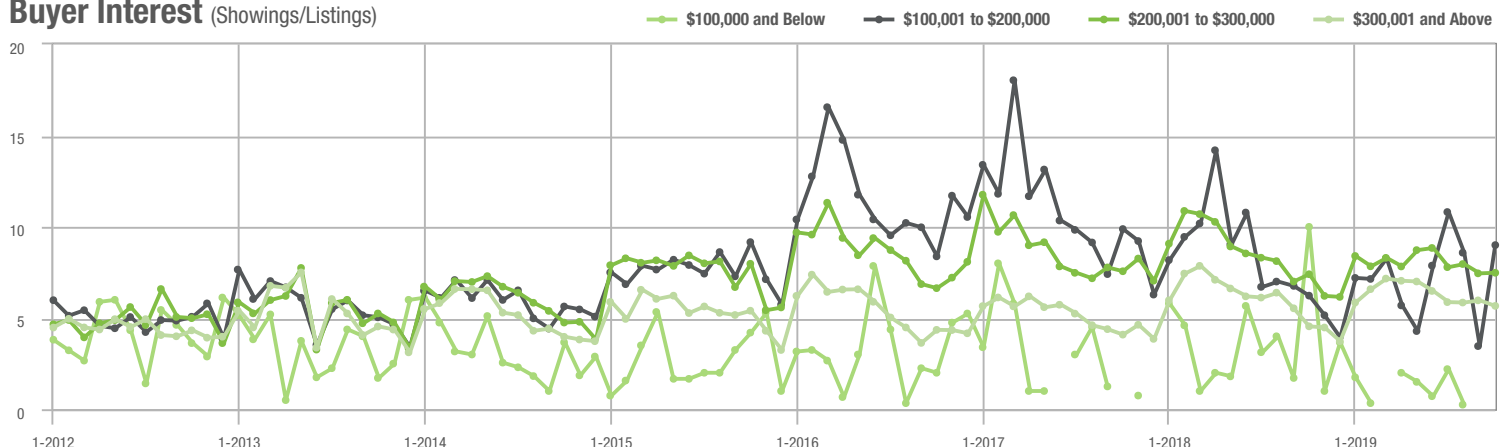
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

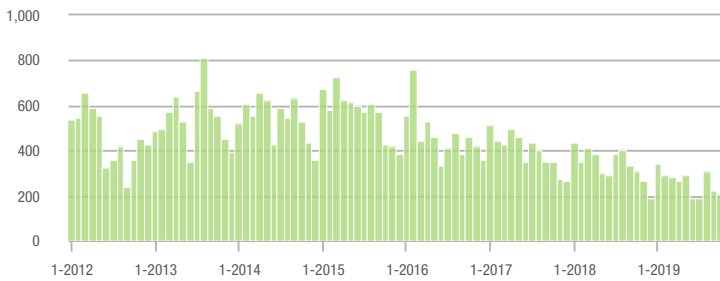


## Iredell County, NC

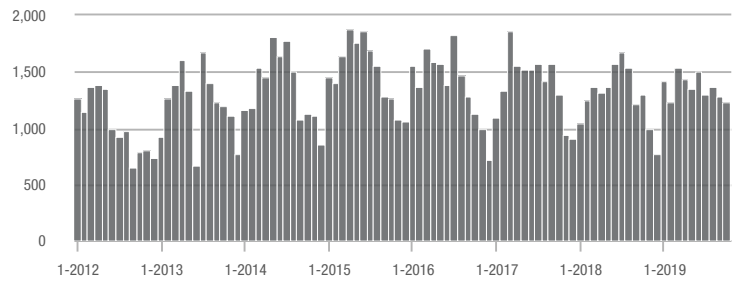
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 208            | - 32.5%               | - 5.5%                  | 3.4                                | + 6.3%                | + 2.9%                  | 147              | - 35.5%               | - 10.4%                 |
| \$100,001 to \$200,000 | 1,230          | - 4.8%                | - 3.6%                  | 7.5                                | + 23.0%               | + 6.1%                  | 189              | - 32.0%               | - 10.4%                 |
| \$200,001 to \$300,000 | 1,284          | + 13.9%               | + 8.0%                  | 5.2                                | + 10.6%               | + 5.3%                  | 297              | - 2.3%                | - 2.3%                  |
| \$300,001 and Above    | 2,323          | + 6.5%                | - 8.6%                  | 4.8                                | + 20.0%               | + 0.6%                  | 564              | - 17.9%               | - 11.6%                 |
| Total                  | 5,045          | + 2.8%                | - 3.5%                  | 5.3                                | + 17.8%               | + 3.3%                  | 1,197            | - 20.0%               | - 9.1%                  |

### Showings

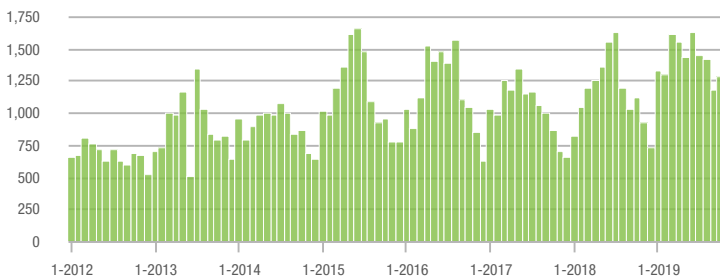
\$100,000 and Below



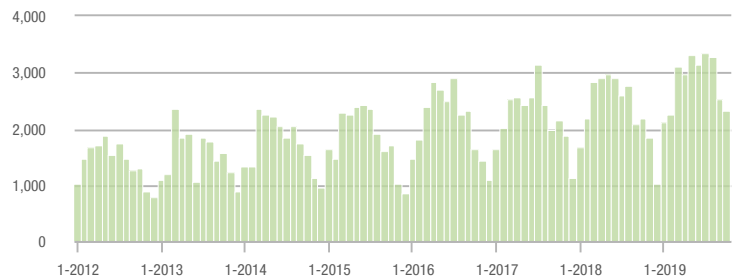
\$100,001 to \$200,000



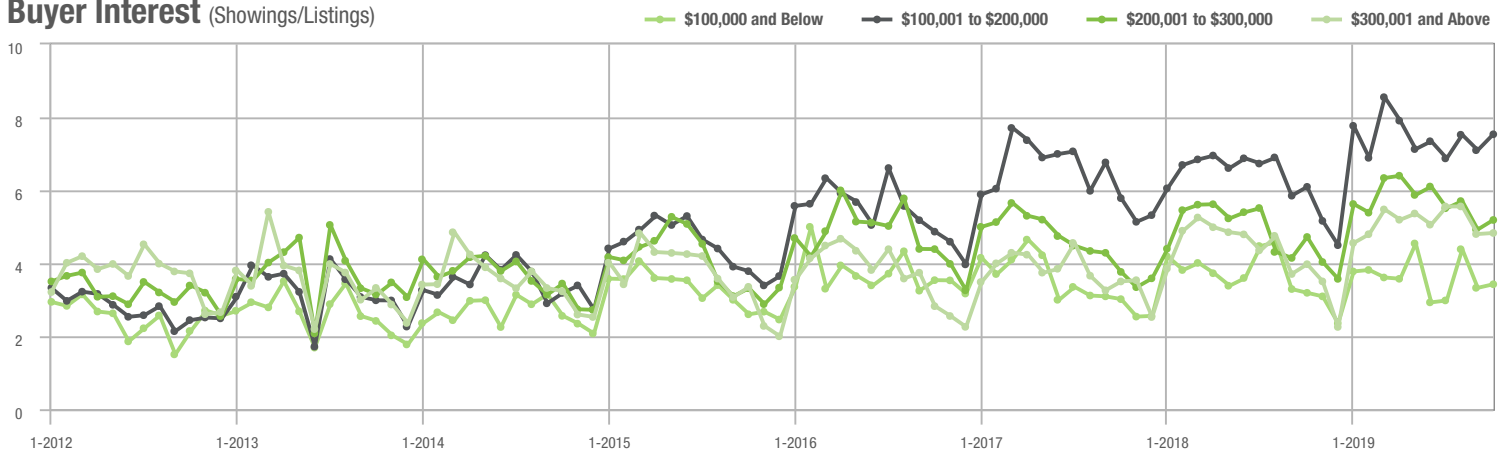
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

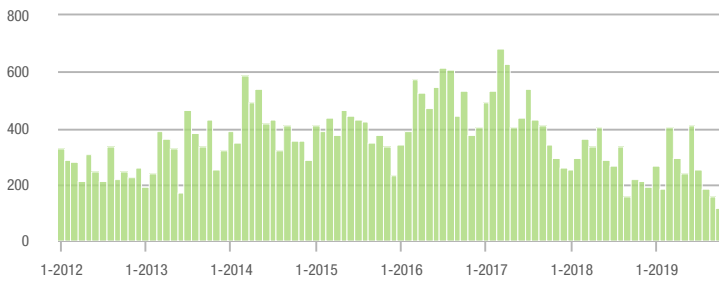


## Kannapolis, NC

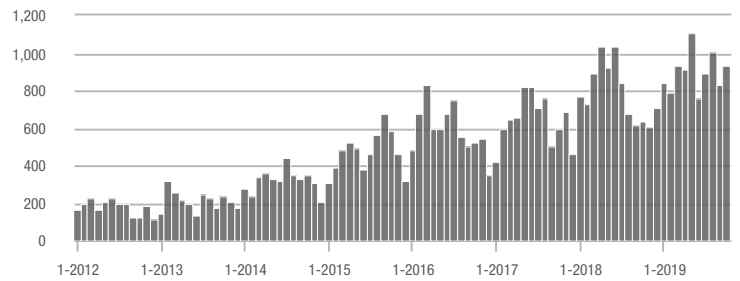
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 119            | - 44.9%               | - 24.2%                 | 5.3                                | - 32.9%               | - 10.6%                 | 31               | - 27.9%               | - 13.9%                 |
| \$100,001 to \$200,000 | 935            | + 47.5%               | + 12.1%                 | 10.2                               | + 45.7%               | + 5.4%                  | 94               | - 3.1%                | + 5.6%                  |
| \$200,001 to \$300,000 | 214            | + 4.9%                | + 8.1%                  | 5.3                                | - 13.1%               | - 9.2%                  | 44               | - 2.2%                | + 22.2%                 |
| \$300,001 and Above    | 61             | - 9.0%                | - 17.6%                 | 2.6                                | - 13.3%               | - 15.0%                 | 31               | - 11.4%               | - 3.1%                  |
| Total                  | 1,329          | + 18.6%               | + 5.2%                  | 7.5                                | + 15.4%               | + 0.2%                  | 200              | - 9.1%                | + 3.6%                  |

### Showings

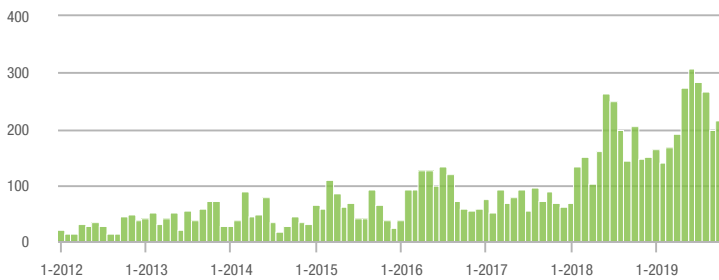
\$100,000 and Below



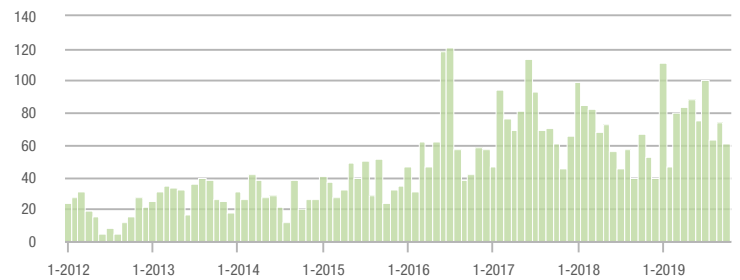
\$100,001 to \$200,000



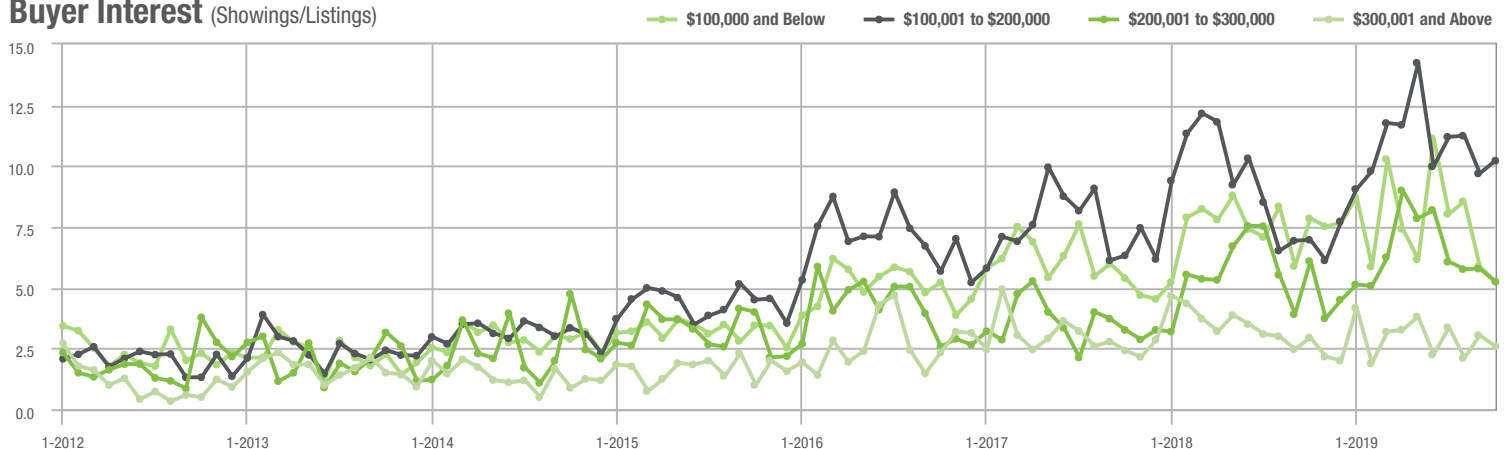
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

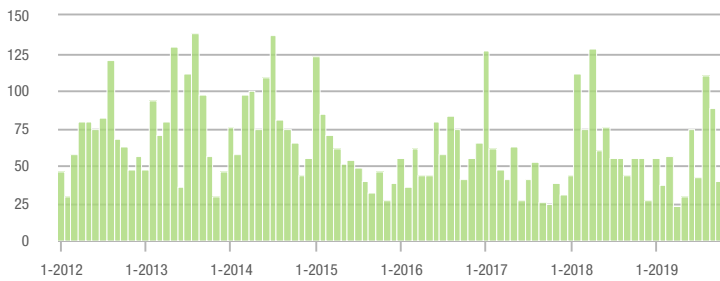


## Lake Norman

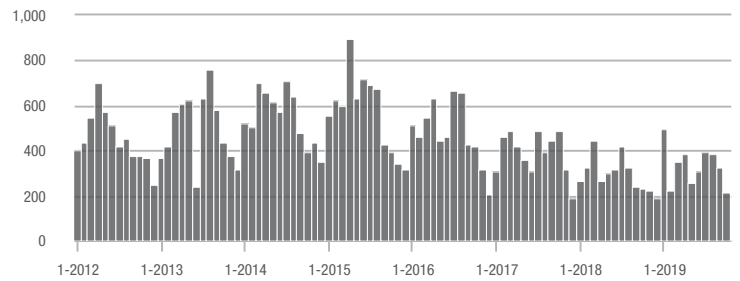
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 40             | - 27.3%               | - 54.5%                 | 0.8                                | - 50.0%               | - 62.0%                 | 97               | - 19.8%               | - 11.0%                 |
| \$100,001 to \$200,000 | 211            | - 7.0%                | - 35.7%                 | 4.6                                | 0.0%                  | - 24.4%                 | 69               | - 24.2%               | - 16.9%                 |
| \$200,001 to \$300,000 | 715            | + 16.8%               | - 18.4%                 | 5.5                                | + 12.2%               | - 11.0%                 | 161              | + 1.9%                | - 10.6%                 |
| \$300,001 and Above    | 3,334          | - 3.8%                | - 11.1%                 | 5.2                                | + 20.9%               | + 3.6%                  | 730              | - 23.7%               | - 14.5%                 |
| Total                  | 4,300          | - 1.4%                | - 14.7%                 | 5.0                                | + 13.6%               | - 2.0%                  | 1,057            | - 20.3%               | - 13.8%                 |

### Showings

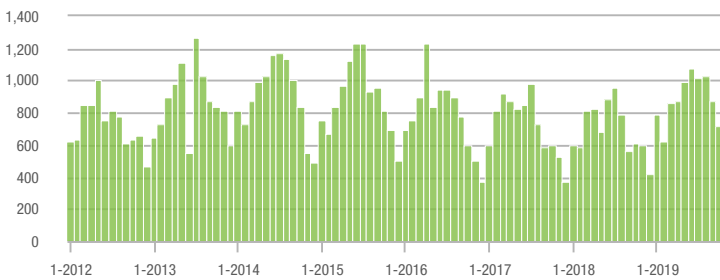
\$100,000 and Below



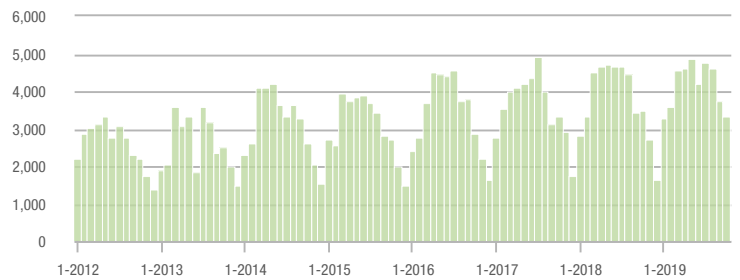
\$100,001 to \$200,000



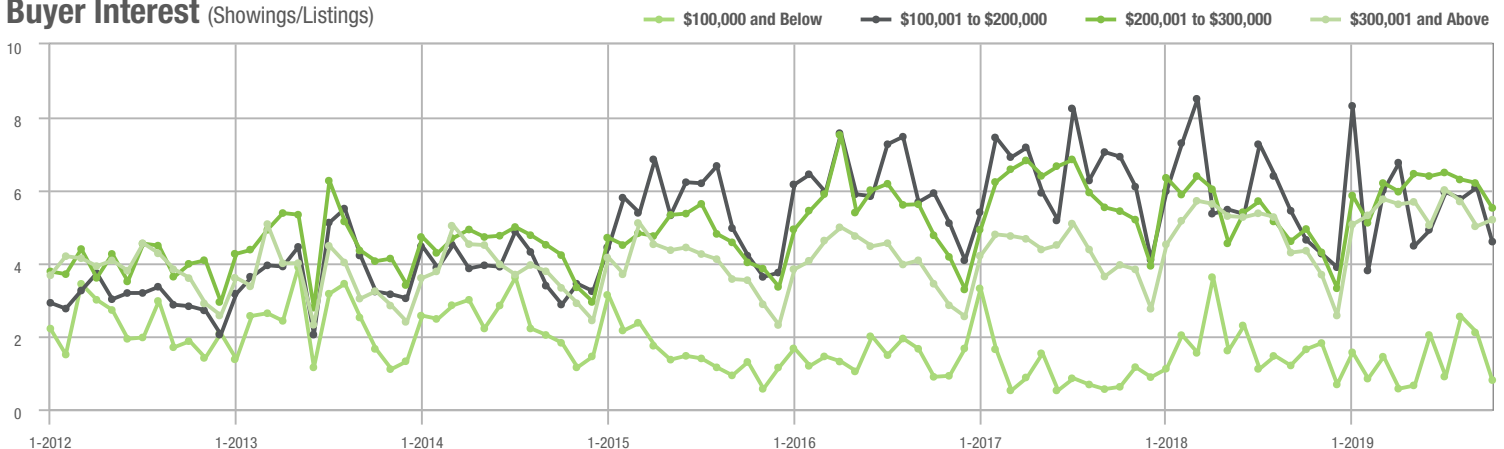
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)



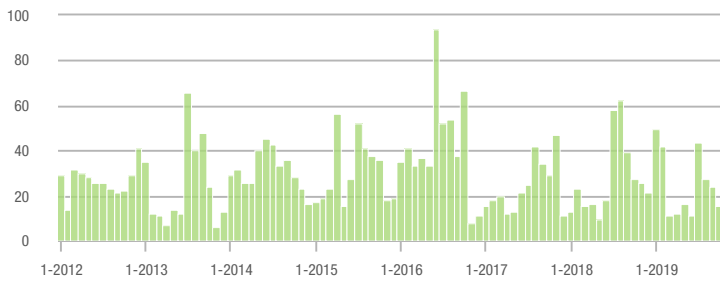


## Lake Wylie

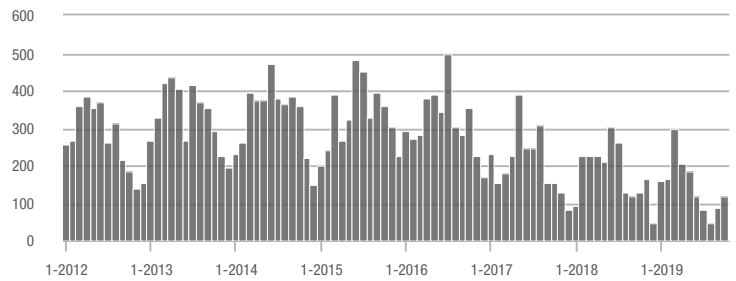
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 15             | - 44.4%               | - 37.5%                 | 0.6                                | - 33.3%               | - 42.1%                 | 38               | - 43.3%               | - 7.3%                  |
| \$100,001 to \$200,000 | 119            | - 8.5%                | + 33.7%                 | 7.3                                | + 21.7%               | + 44.5%                 | 33               | - 25.0%               | - 8.3%                  |
| \$200,001 to \$300,000 | 476            | + 5.5%                | - 14.4%                 | 5.5                                | - 1.8%                | - 1.6%                  | 119              | - 9.2%                | - 12.5%                 |
| \$300,001 and Above    | 1,308          | + 13.5%               | - 11.8%                 | 4.3                                | + 13.2%               | - 2.3%                  | 348              | - 10.5%               | - 13.4%                 |
| Total                  | 1,918          | + 9.0%                | - 10.9%                 | 4.5                                | + 9.8%                | - 0.9%                  | 538              | - 14.7%               | - 12.5%                 |

### Showings

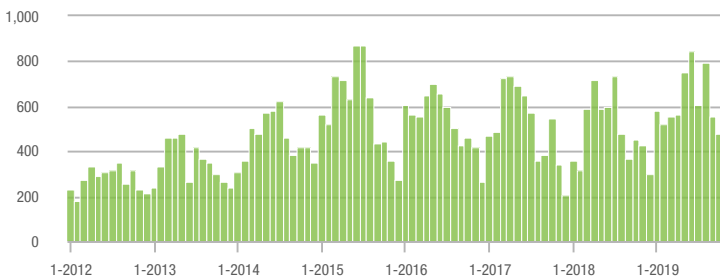
\$100,000 and Below



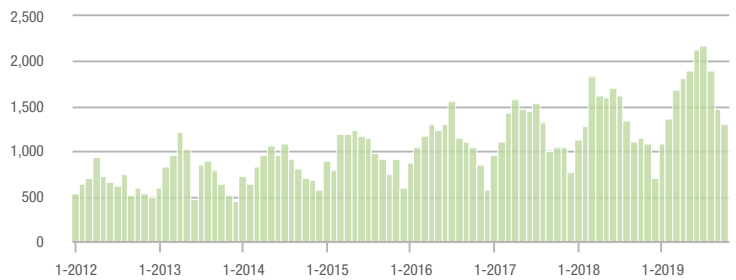
\$100,001 to \$200,000



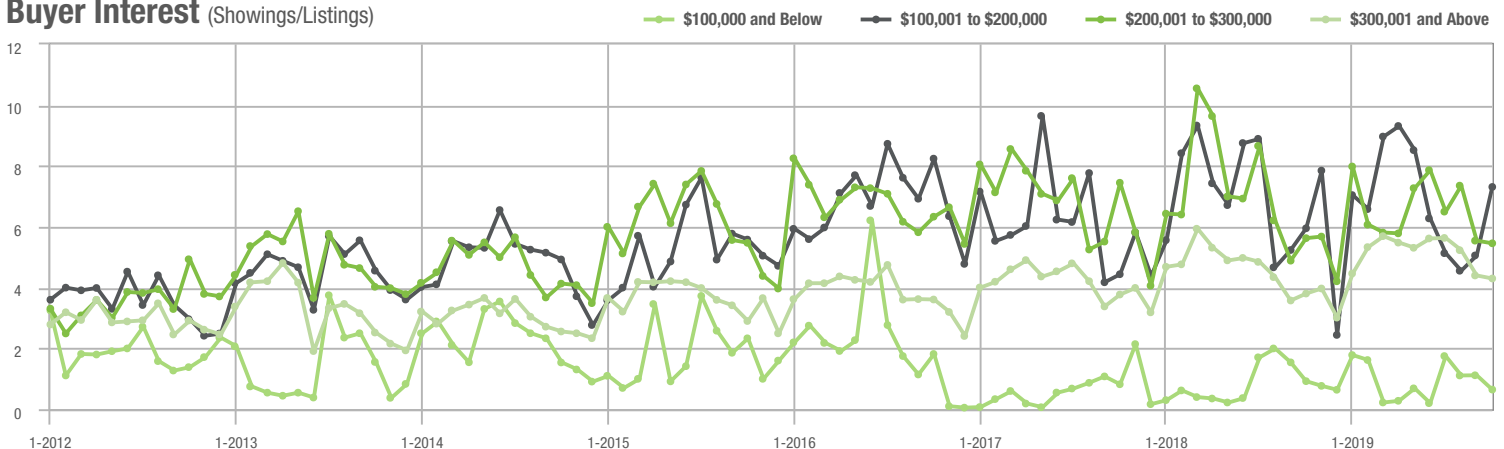
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

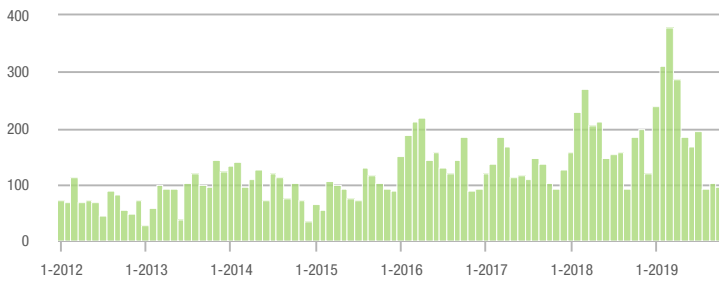


## Lancaster County, SC

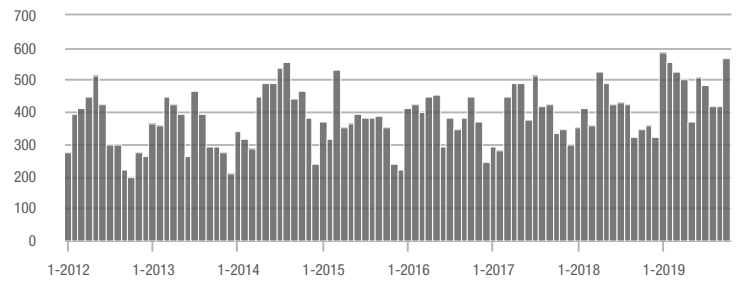
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 96             | - 47.8%               | - 7.7%                  | 2.6                                | - 25.7%               | + 11.4%                 | 54               | - 40.7%               | - 18.2%                 |
| \$100,001 to \$200,000 | 566            | + 61.7%               | + 35.4%                 | 6.7                                | + 34.0%               | + 30.6%                 | 101              | + 8.6%                | + 1.0%                  |
| \$200,001 to \$300,000 | 514            | - 24.3%               | - 23.9%                 | 5.9                                | - 7.8%                | - 1.1%                  | 97               | - 15.7%               | - 20.5%                 |
| \$300,001 and Above    | 1,040          | + 14.4%               | - 7.2%                  | 5.0                                | + 8.7%                | - 0.6%                  | 240              | - 1.2%                | - 13.0%                 |
| Total                  | 2,216          | + 4.4%                | - 4.4%                  | 5.4                                | + 8.0%                | + 6.4%                  | 492              | - 9.2%                | - 12.8%                 |

### Showings

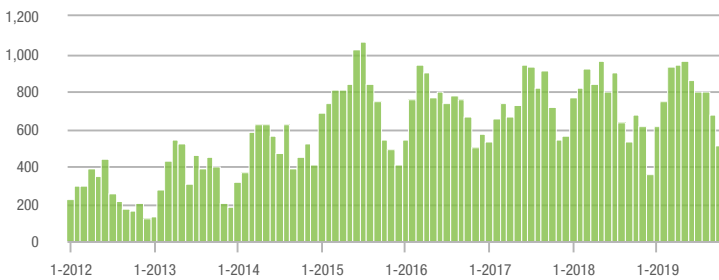
\$100,000 and Below



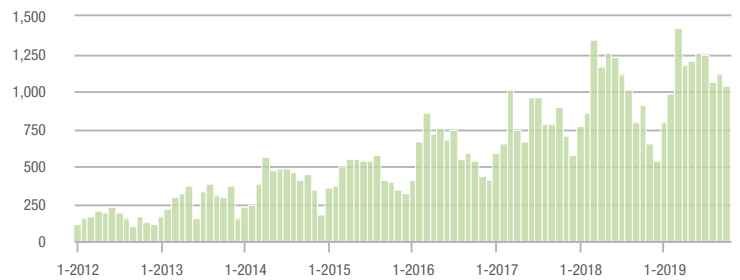
\$100,001 to \$200,000



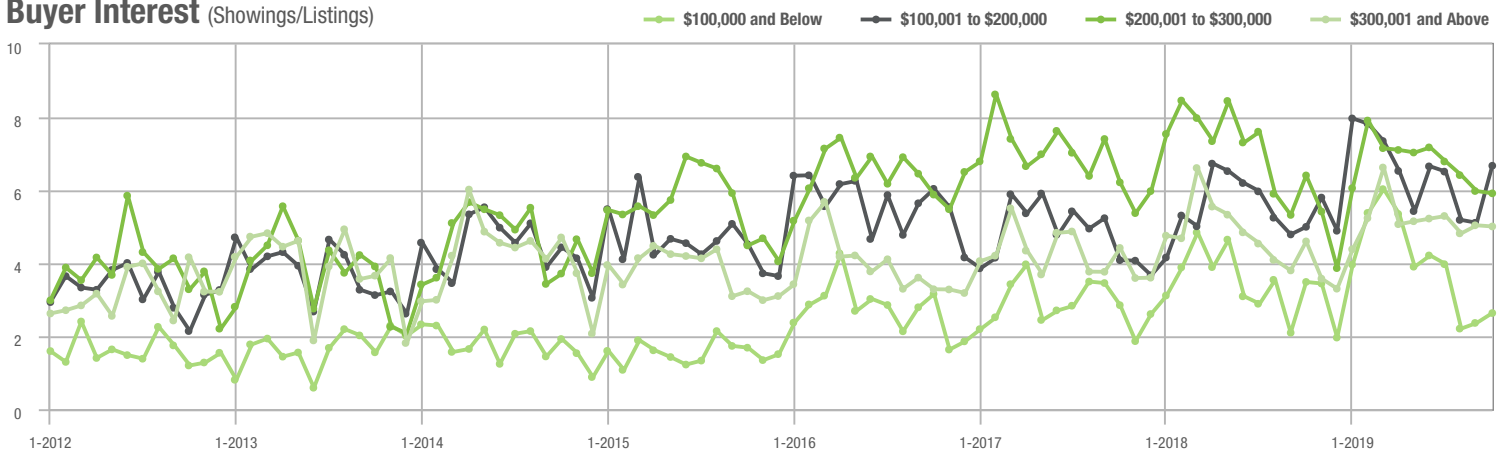
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

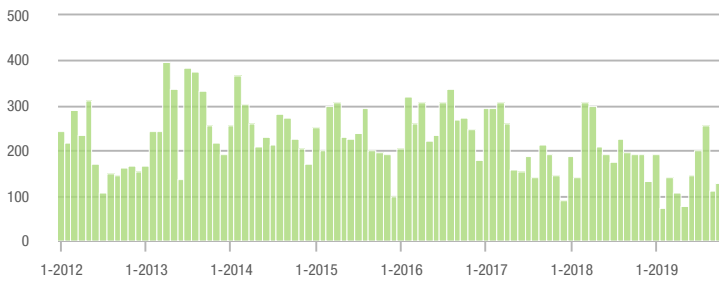


## Lincoln County, NC

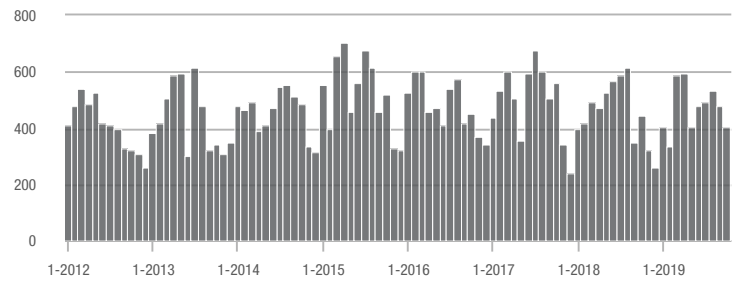
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 130            | - 32.6%               | + 15.0%                 | 2.5                                | - 30.6%               | + 35.8%                 | 106              | - 27.4%               | - 17.2%                 |
| \$100,001 to \$200,000 | 405            | - 9.4%                | - 15.6%                 | 6.3                                | + 21.2%               | - 14.3%                 | 77               | - 30.6%               | - 3.8%                  |
| \$200,001 to \$300,000 | 552            | + 50.4%               | + 5.5%                  | 6.1                                | + 56.4%               | + 3.4%                  | 103              | - 2.8%                | - 1.9%                  |
| \$300,001 and Above    | 816            | + 6.5%                | - 8.5%                  | 3.8                                | 0.0%                  | + 8.8%                  | 241              | - 11.1%               | - 14.5%                 |
| Total                  | 1,903          | + 7.3%                | - 5.2%                  | 4.5                                | + 9.8%                | + 5.3%                  | 527              | - 16.9%               | - 11.4%                 |

### Showings

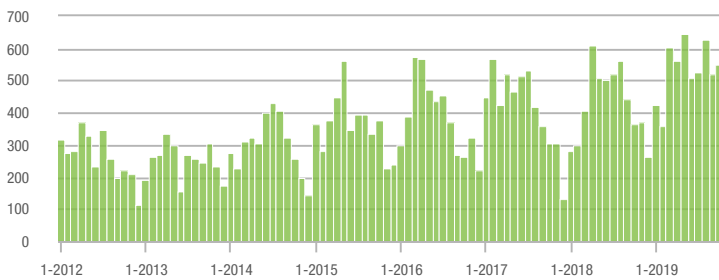
\$100,000 and Below



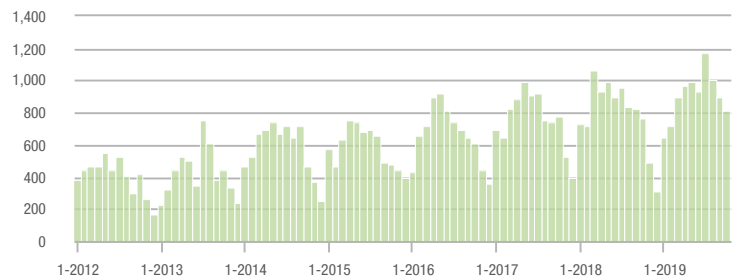
\$100,001 to \$200,000



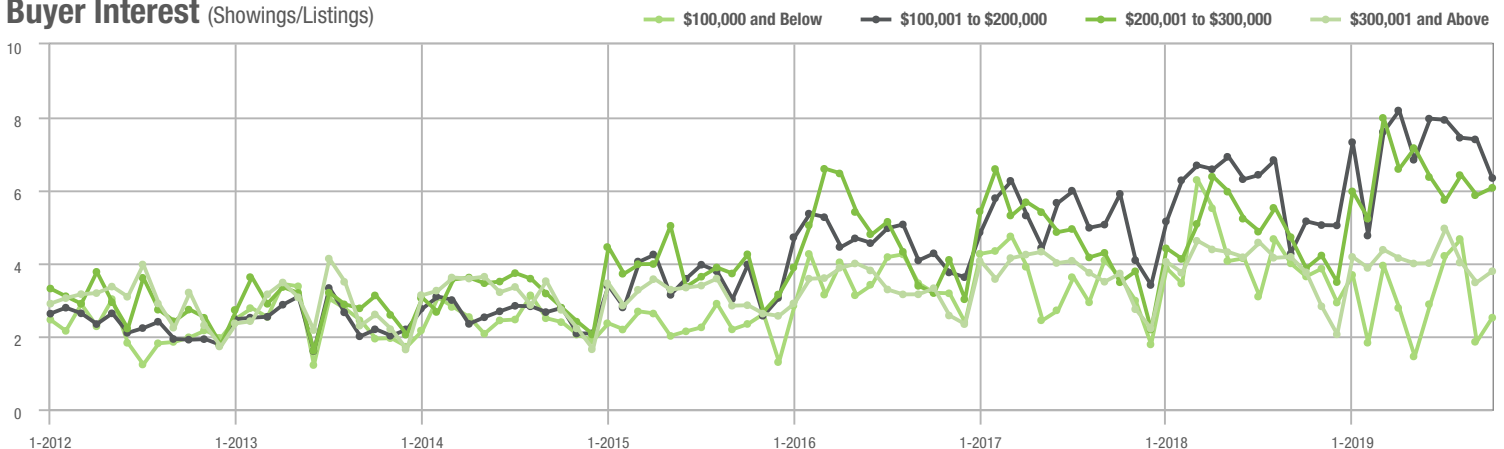
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

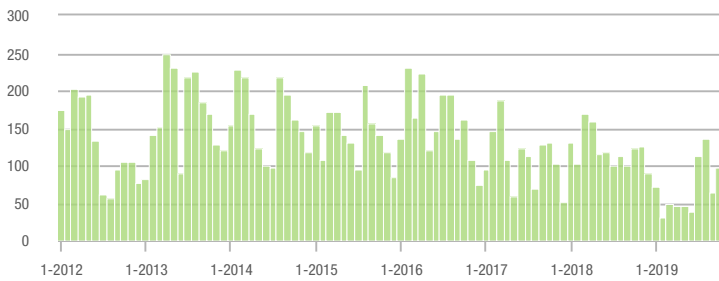


## Lincolnton, NC

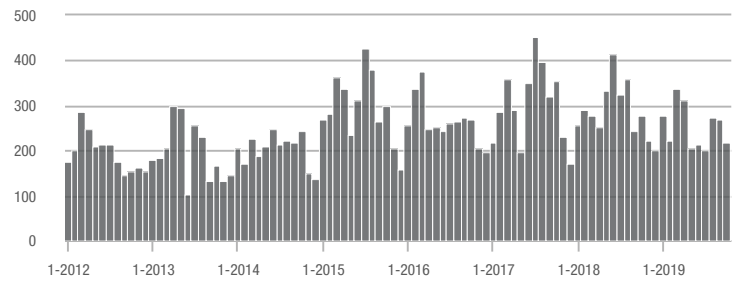
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 98             | - 19.7%               | + 50.8%                 | 7.3                                | + 58.7%               | + 139.4%                | 32               | - 41.8%               | - 25.6%                 |
| \$100,001 to \$200,000 | 218            | - 21.3%               | - 18.7%                 | 6.8                                | + 33.3%               | - 13.7%                 | 35               | - 44.4%               | - 7.9%                  |
| \$200,001 to \$300,000 | 196            | + 59.3%               | + 13.3%                 | 5.8                                | + 65.7%               | + 3.4%                  | 36               | - 5.3%                | + 2.9%                  |
| \$300,001 and Above    | 86             | + 45.8%               | + 3.6%                  | 3.4                                | + 25.9%               | - 7.6%                  | 26               | - 10.3%               | + 13.0%                 |
| Total                  | 598            | + 2.9%                | + 1.5%                  | 5.7                                | + 32.6%               | + 5.0%                  | 129              | - 30.3%               | - 7.2%                  |

### Showings

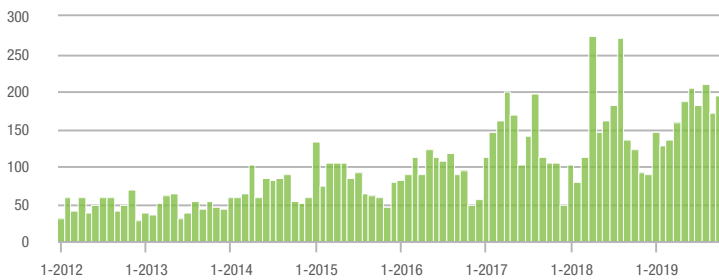
\$100,000 and Below



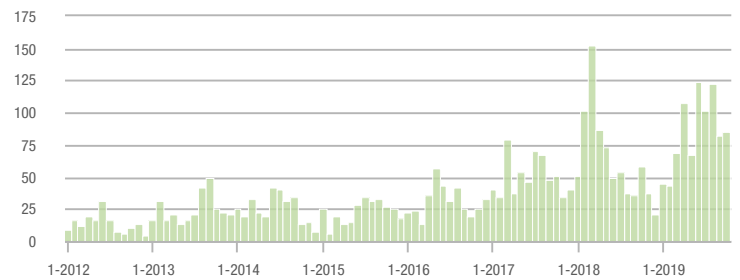
\$100,001 to \$200,000



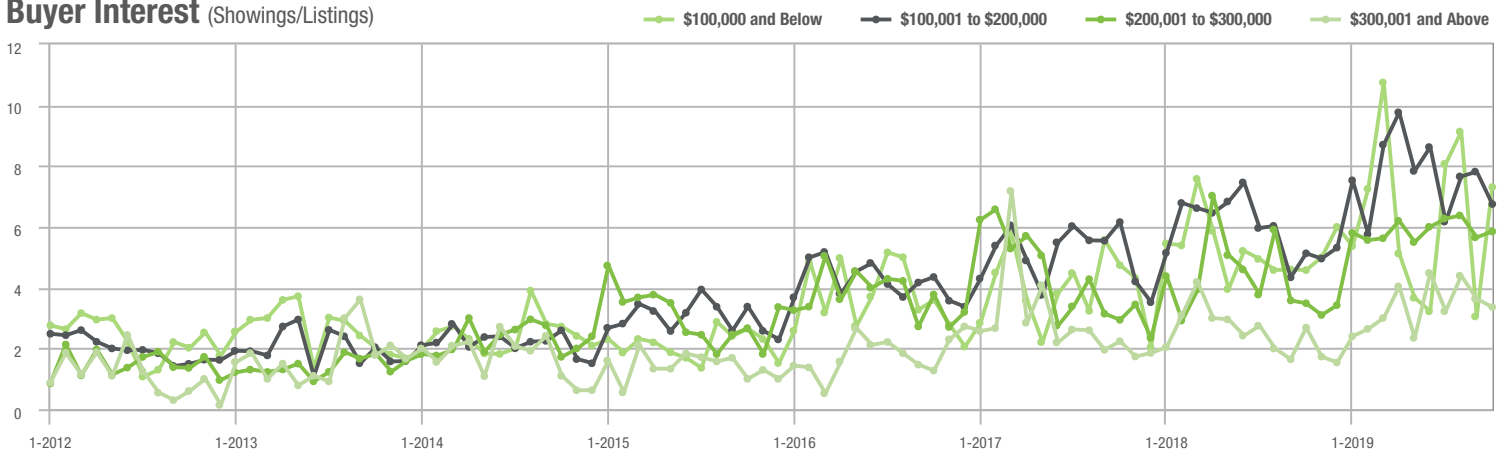
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

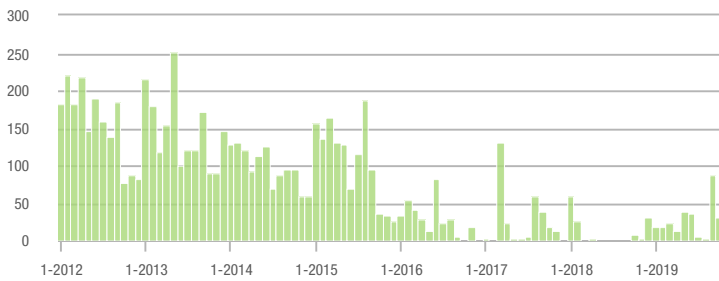


## Matthews, NC

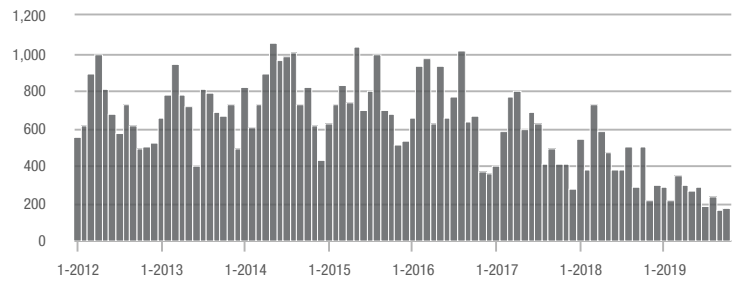
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 30             | + 328.6%              | - 65.9%                 | 9.3                                | + 32.9%               | - 78.5%                 | 6                | + 500.0%              | - 14.3%                 |
| \$100,001 to \$200,000 | 170            | - 66.3%               | + 3.7%                  | 8.0                                | - 42.9%               | - 7.3%                  | 24               | - 41.5%               | + 9.1%                  |
| \$200,001 to \$300,000 | 753            | + 11.4%               | - 7.0%                  | 9.9                                | - 5.7%                | + 10.1%                 | 76               | + 15.2%               | - 15.6%                 |
| \$300,001 and Above    | 968            | - 2.9%                | - 7.2%                  | 6.1                                | + 13.0%               | - 2.7%                  | 170              | - 17.9%               | - 8.1%                  |
| Total                  | 1,921          | - 12.0%               | - 8.7%                  | 7.4                                | - 3.9%                | - 1.9%                  | 276              | - 12.4%               | - 9.2%                  |

### Showings

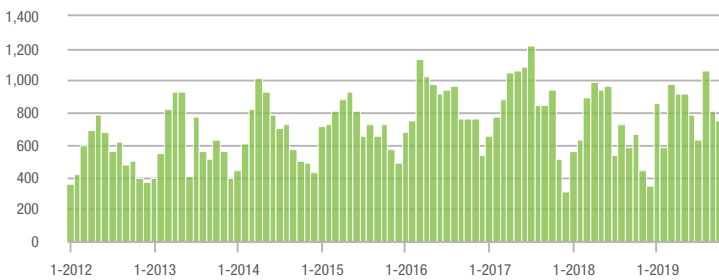
\$100,000 and Below



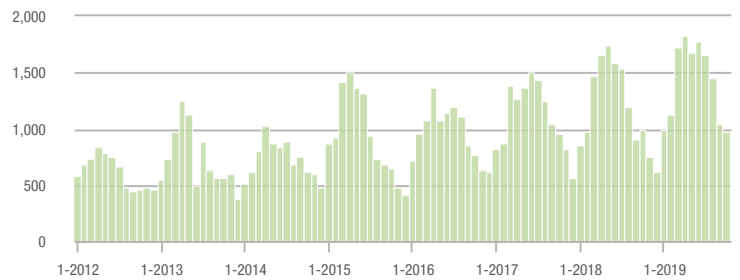
\$100,001 to \$200,000



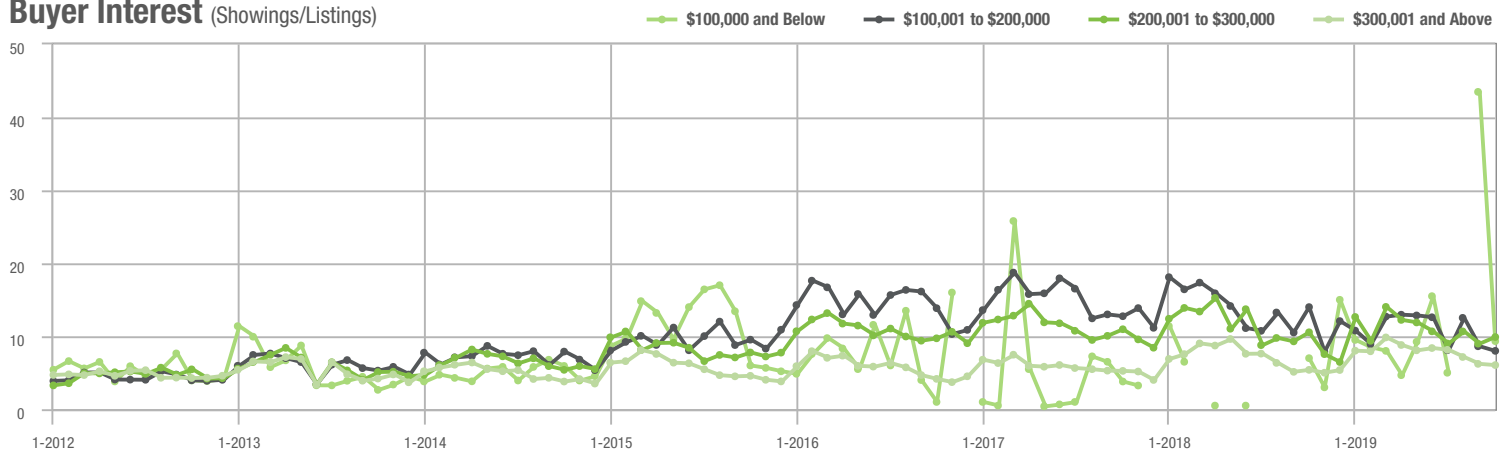
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

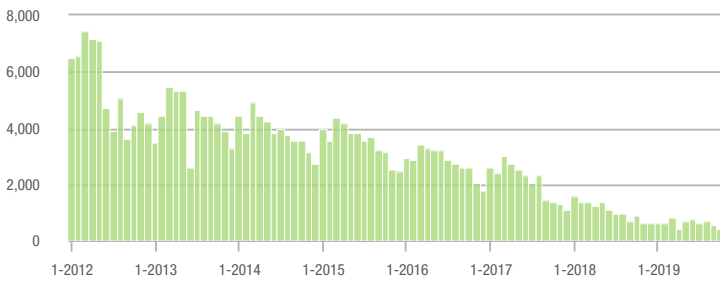


## Mecklenburg County, NC

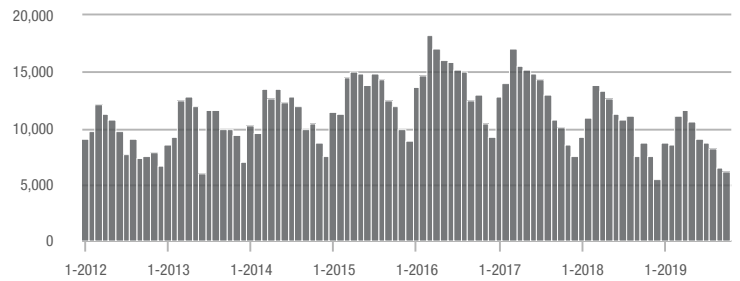
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 380            | - 57.2%               | - 29.6%                 | 5.2                                | - 29.7%               | - 25.1%                 | 109              | - 40.8%               | - 9.2%                  |
| \$100,001 to \$200,000 | 6,213          | - 28.3%               | - 4.3%                  | 10.0                               | + 4.2%                | + 5.4%                  | 636              | - 33.7%               | - 9.9%                  |
| \$200,001 to \$300,000 | 10,354         | + 11.5%               | - 3.0%                  | 8.1                                | + 9.5%                | + 6.5%                  | 1,324            | - 4.2%                | - 10.0%                 |
| \$300,001 and Above    | 14,771         | + 23.6%               | - 6.7%                  | 6.1                                | + 27.1%               | - 0.3%                  | 2,618            | - 8.7%                | - 7.9%                  |
| Total                  | 31,718         | + 3.0%                | - 5.4%                  | 7.3                                | + 12.3%               | + 2.4%                  | 4,687            | - 13.1%               | - 8.8%                  |

### Showings

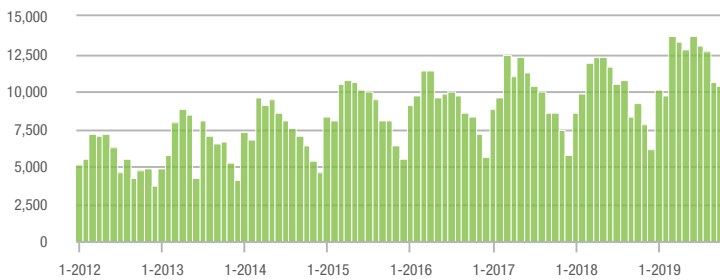
\$100,000 and Below



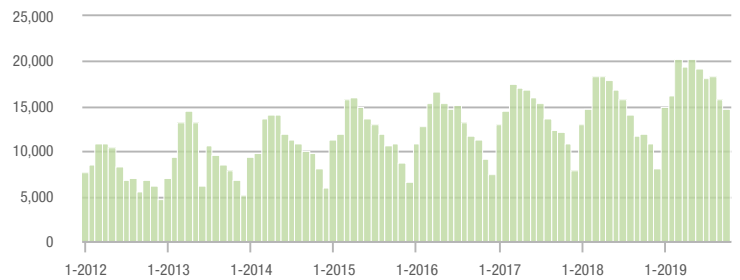
\$100,001 to \$200,000



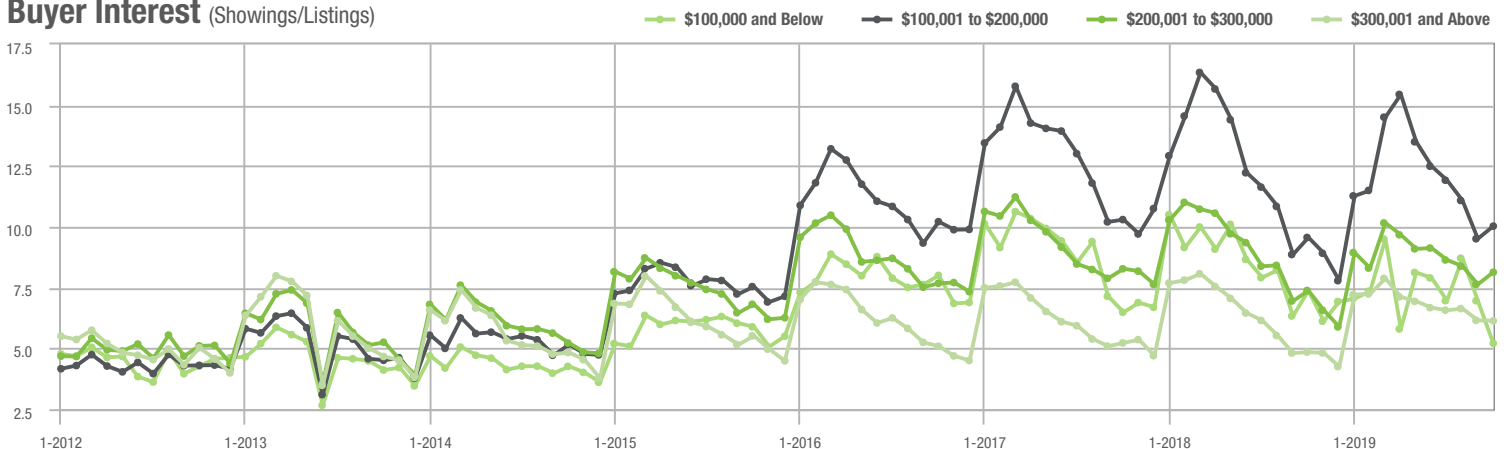
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

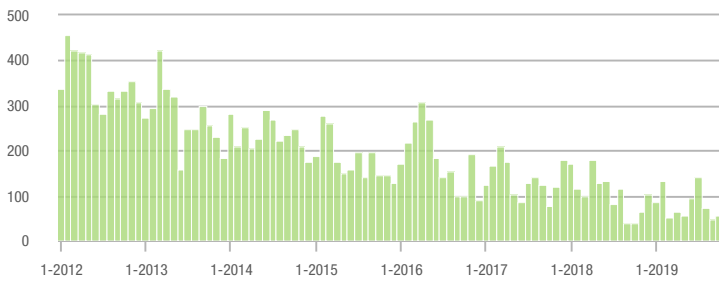


## Monroe, NC

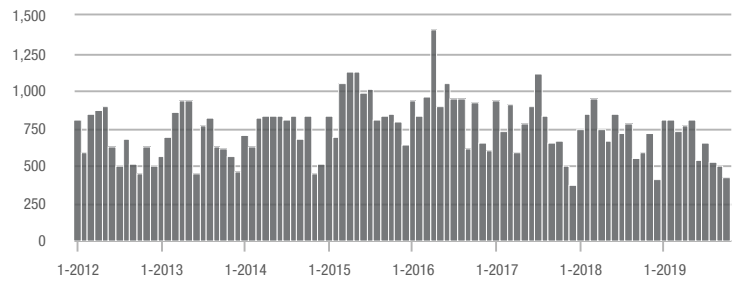
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 55             | + 48.6%               | + 14.6%                 | 2.5                                | + 19.0%               | - 1.2%                  | 34               | - 20.9%               | + 17.2%                 |
| \$100,001 to \$200,000 | 428            | - 27.7%               | - 15.1%                 | 7.0                                | - 1.4%                | - 1.5%                  | 68               | - 30.6%               | - 10.5%                 |
| \$200,001 to \$300,000 | 610            | + 12.3%               | - 5.6%                  | 6.3                                | + 14.5%               | - 3.5%                  | 103              | - 6.4%                | - 3.7%                  |
| \$300,001 and Above    | 298            | + 13.3%               | - 4.8%                  | 4.3                                | + 26.5%               | - 7.9%                  | 84               | - 16.0%               | 0.0%                    |
| Total                  | 1,391          | - 3.1%                | - 7.9%                  | 5.6                                | + 5.7%                | - 5.7%                  | 289              | - 17.7%               | - 2.4%                  |

### Showings

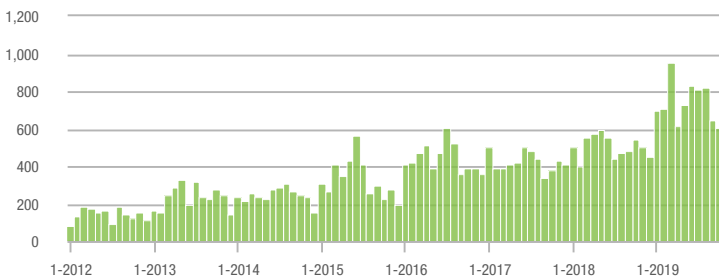
\$100,000 and Below



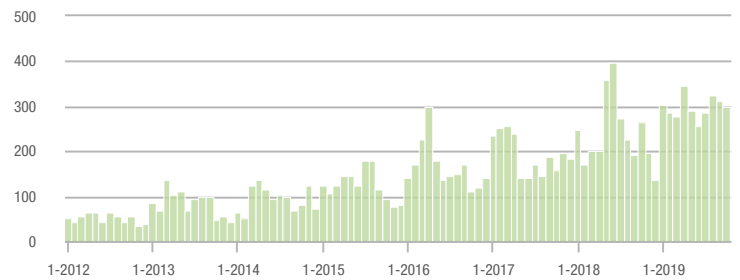
\$100,001 to \$200,000



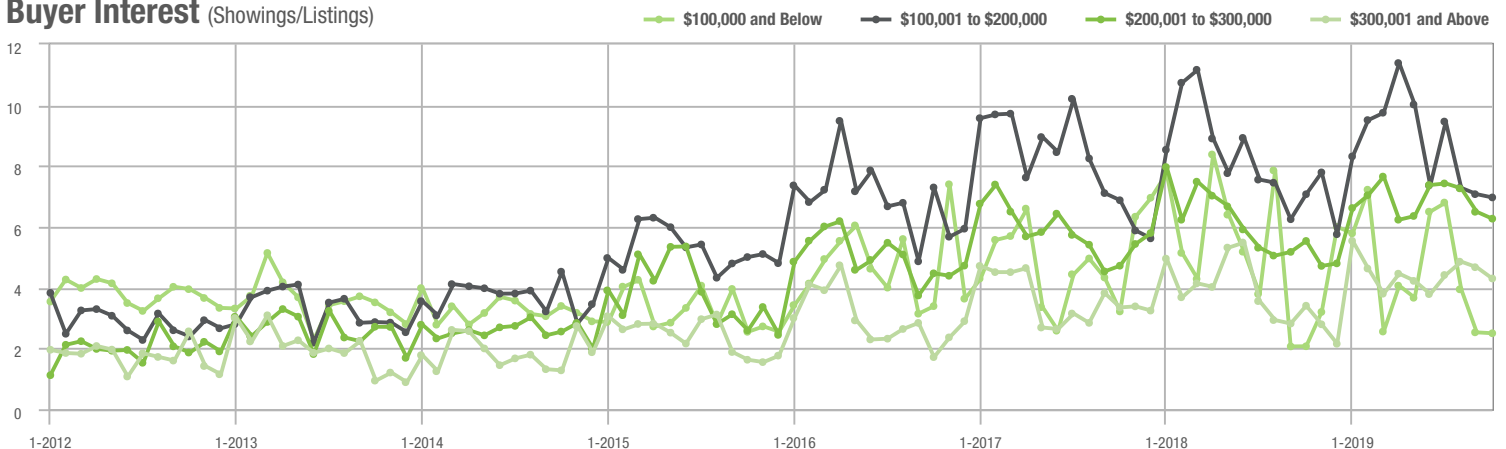
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

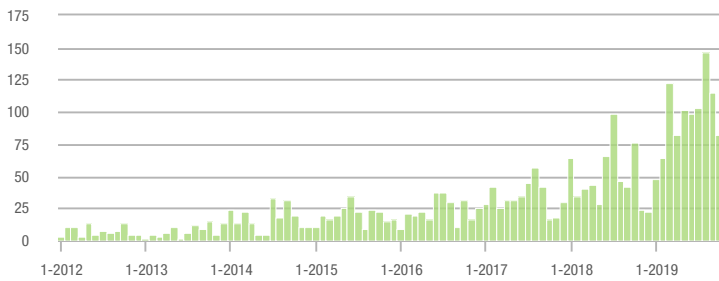


## Montgomery County, NC

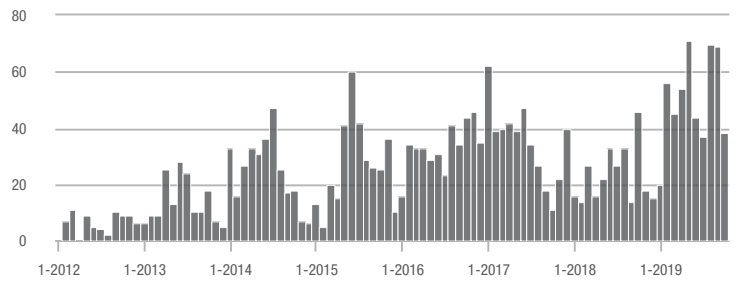
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 82             | + 7.9%                | - 28.7%                 | 1.4                                | - 30.0%               | - 27.7%                 | 95               | + 3.3%                | - 8.7%                  |
| \$100,001 to \$200,000 | 38             | - 17.4%               | - 44.9%                 | 1.1                                | - 47.6%               | - 44.3%                 | 48               | 0.0%                  | - 15.8%                 |
| \$200,001 to \$300,000 | 17             | + 54.5%               | - 5.6%                  | 1.0                                | 0.0%                  | - 17.6%                 | 20               | - 23.1%               | - 20.0%                 |
| \$300,001 and Above    | 102            | + 85.5%               | - 28.7%                 | 2.1                                | + 31.3%               | - 25.4%                 | 61               | + 1.7%                | - 12.9%                 |
| Total                  | 239            | + 27.1%               | - 30.7%                 | 1.6                                | - 11.1%               | - 28.4%                 | 224              | - 0.9%                | - 12.5%                 |

### Showings

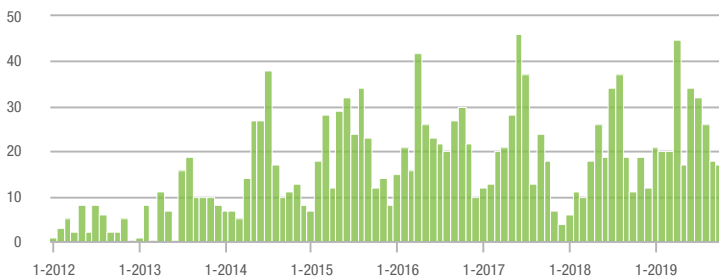
\$100,000 and Below



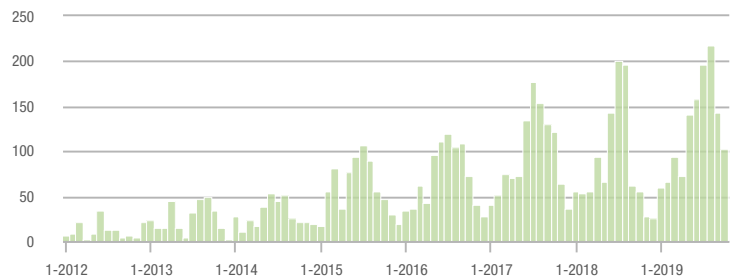
\$100,001 to \$200,000



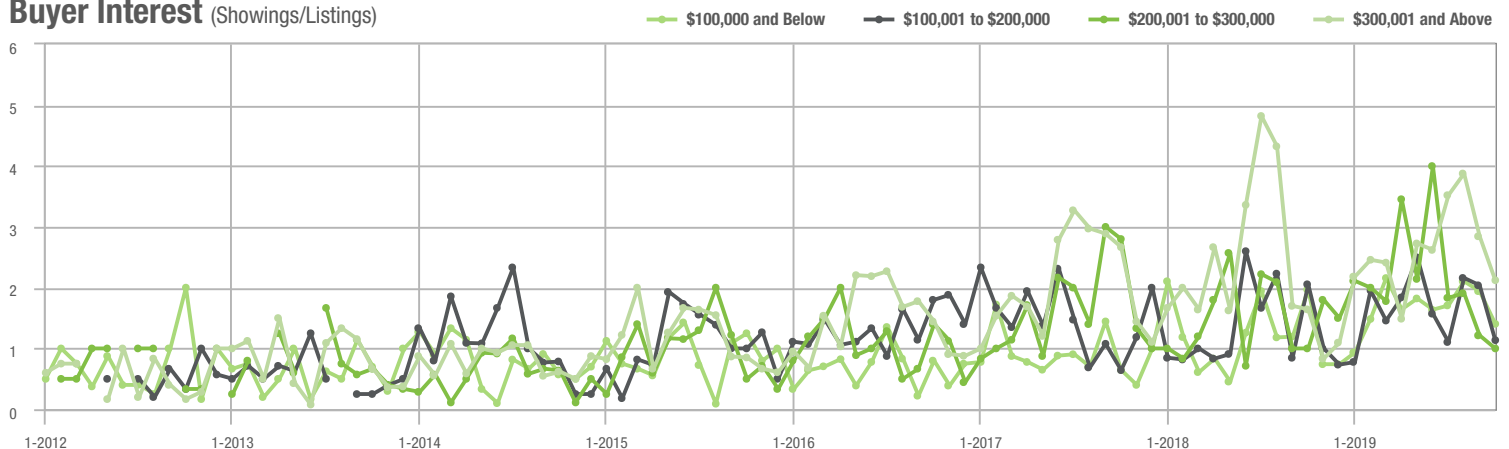
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)



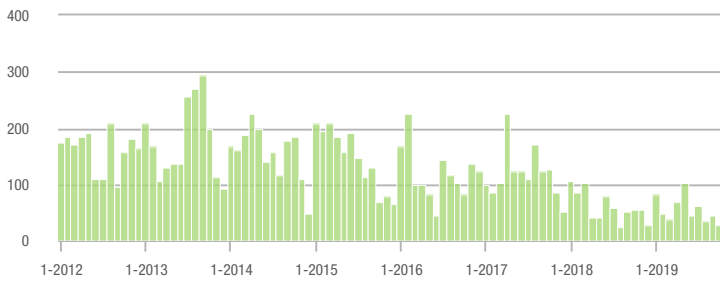


## Mooresville, NC

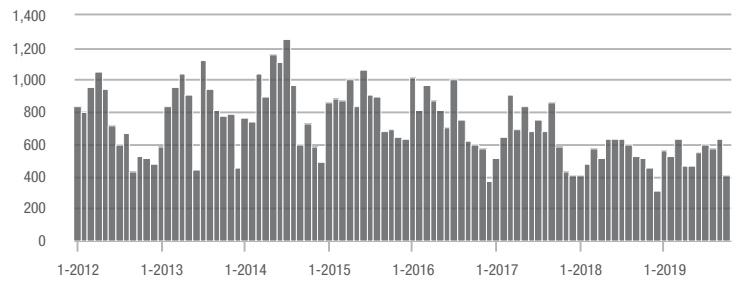
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 29             | - 48.2%               | - 32.6%                 | 1.3                                | - 51.9%               | - 29.4%                 | 48               | - 26.2%               | - 7.7%                  |
| \$100,001 to \$200,000 | 406            | - 21.0%               | - 36.2%                 | 8.1                                | + 9.5%                | - 6.4%                  | 60               | - 31.8%               | - 29.4%                 |
| \$200,001 to \$300,000 | 741            | - 13.2%               | - 0.5%                  | 5.2                                | - 1.9%                | + 1.2%                  | 170              | - 13.7%               | - 5.0%                  |
| \$300,001 and Above    | 1,937          | + 0.6%                | - 14.8%                 | 5.0                                | + 16.3%               | - 5.4%                  | 446              | - 18.9%               | - 12.4%                 |
| Total                  | 3,113          | - 7.1%                | - 15.8%                 | 5.2                                | + 8.3%                | - 6.0%                  | 724              | - 19.6%               | - 12.2%                 |

### Showings

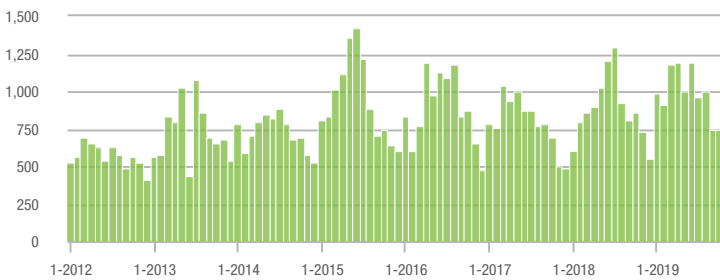
\$100,000 and Below



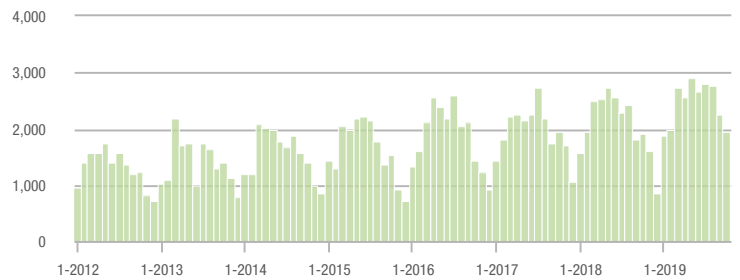
\$100,001 to \$200,000



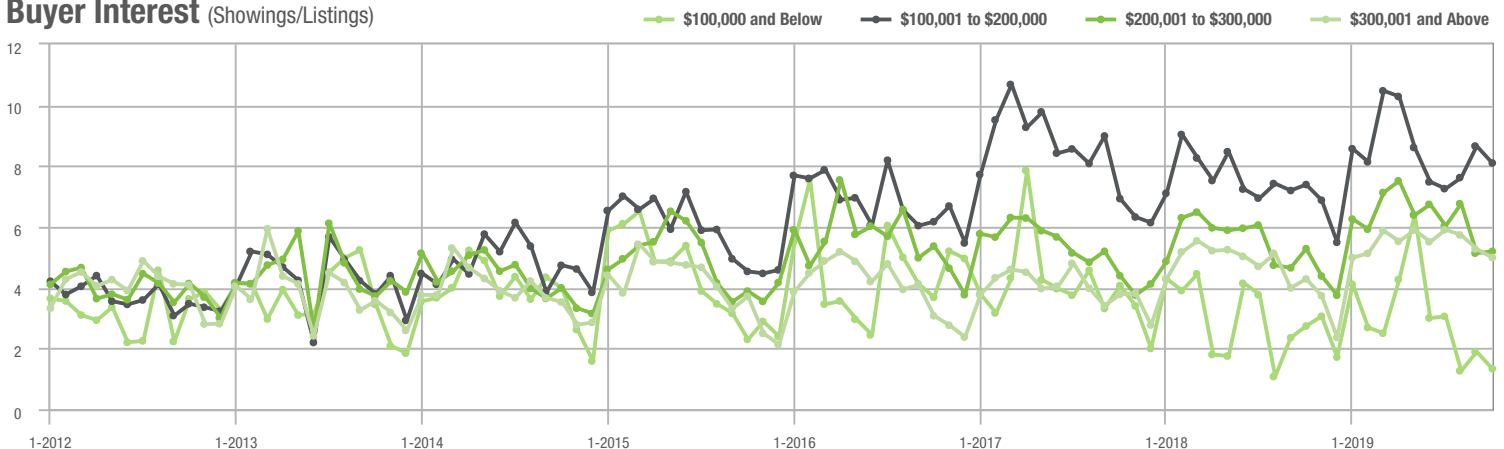
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

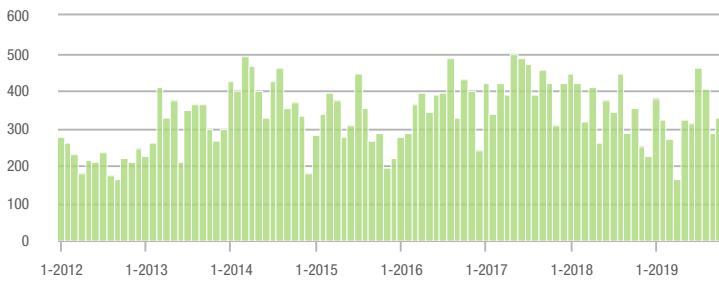


## Rock Hill, SC

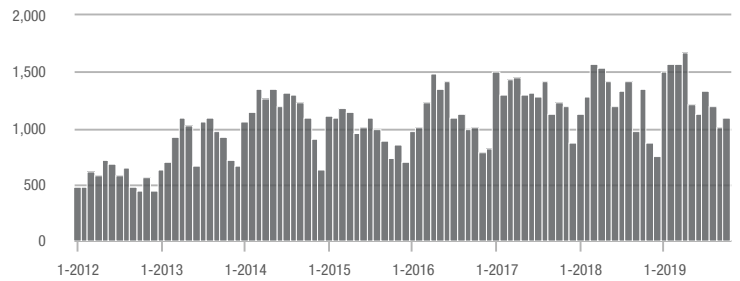
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 328            | - 7.9%                | + 14.3%                 | 7.4                                | + 21.3%               | + 25.6%                 | 62               | - 35.4%               | - 10.1%                 |
| \$100,001 to \$200,000 | 1,095          | - 19.1%               | + 9.1%                  | 8.7                                | - 18.7%               | + 5.3%                  | 129              | 0.0%                  | + 3.2%                  |
| \$200,001 to \$300,000 | 1,004          | + 22.1%               | - 7.0%                  | 7.5                                | + 13.6%               | + 2.1%                  | 143              | + 3.6%                | - 8.9%                  |
| \$300,001 and Above    | 402            | + 9.8%                | - 39.3%                 | 3.4                                | 0.0%                  | - 35.4%                 | 134              | + 2.3%                | - 9.5%                  |
| Total                  | 2,829          | - 2.4%                | - 6.7%                  | 6.8                                | - 2.9%                | - 1.9%                  | 468              | - 5.3%                | - 6.2%                  |

### Showings

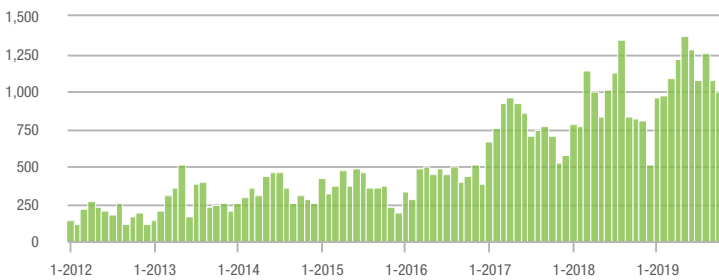
\$100,000 and Below



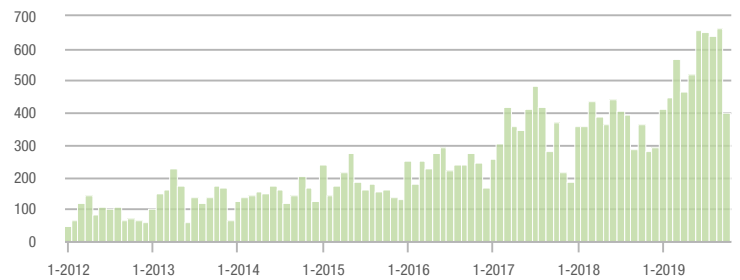
\$100,001 to \$200,000



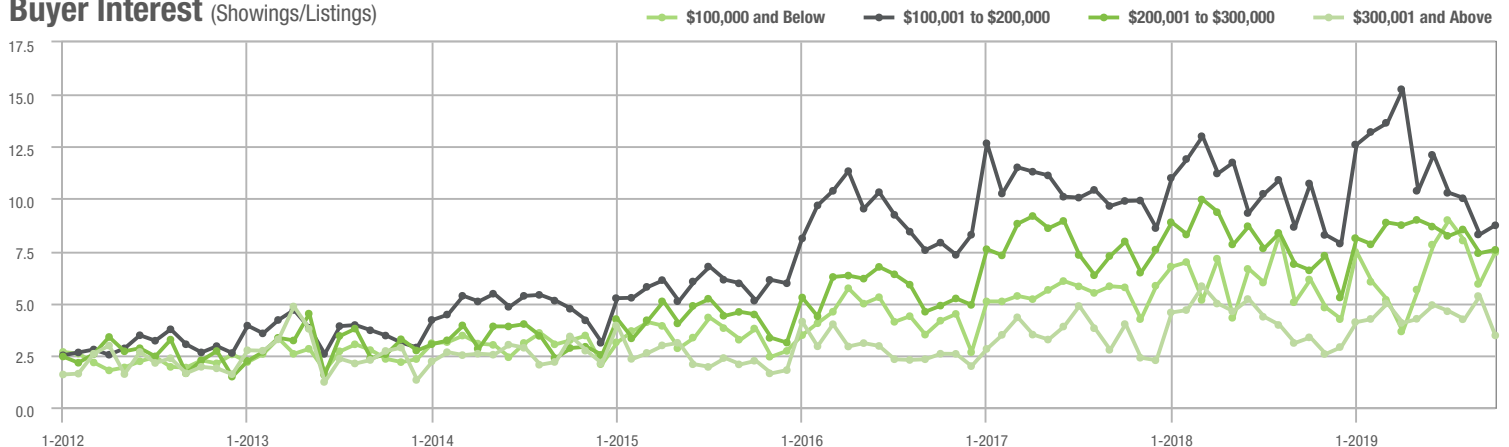
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

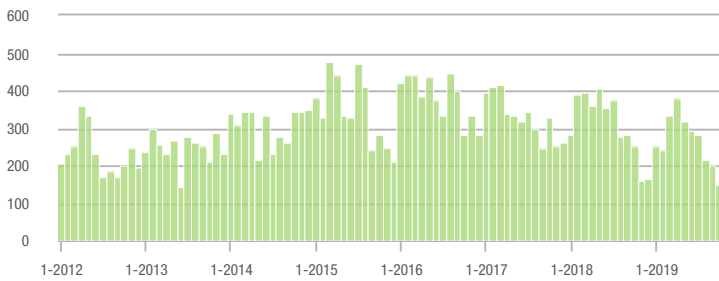


## Salisbury, NC

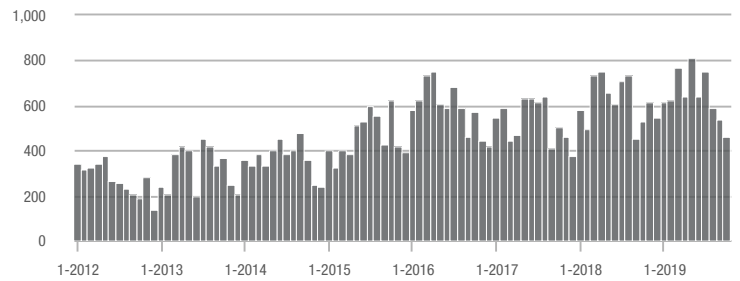
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 151            | - 39.6%               | - 24.1%                 | 2.7                                | - 27.0%               | - 12.9%                 | 79               | - 29.5%               | - 10.2%                 |
| \$100,001 to \$200,000 | 462            | - 13.5%               | - 13.6%                 | 5.1                                | - 15.0%               | - 16.2%                 | 103              | - 5.5%                | + 2.0%                  |
| \$200,001 to \$300,000 | 266            | + 19.8%               | + 10.4%                 | 3.6                                | + 9.1%                | - 8.9%                  | 77               | + 1.3%                | + 13.2%                 |
| \$300,001 and Above    | 95             | - 31.7%               | - 6.9%                  | 1.9                                | - 38.7%               | - 6.5%                  | 54               | + 1.9%                | - 3.6%                  |
| Total                  | 974            | - 14.9%               | - 9.6%                  | 3.7                                | - 14.0%               | - 12.1%                 | 313              | - 10.6%               | 0.0%                    |

### Showings

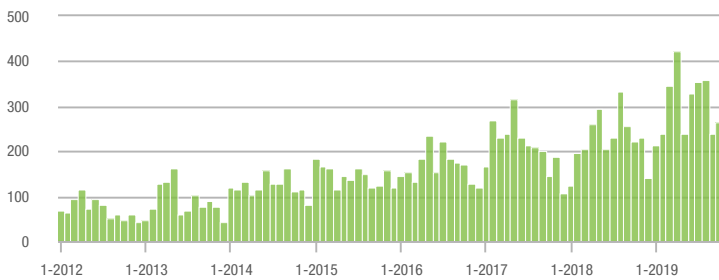
\$100,000 and Below



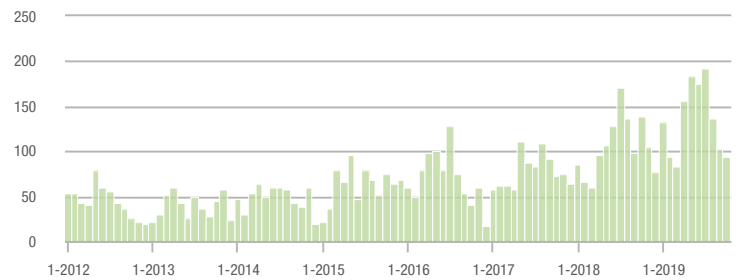
\$100,001 to \$200,000



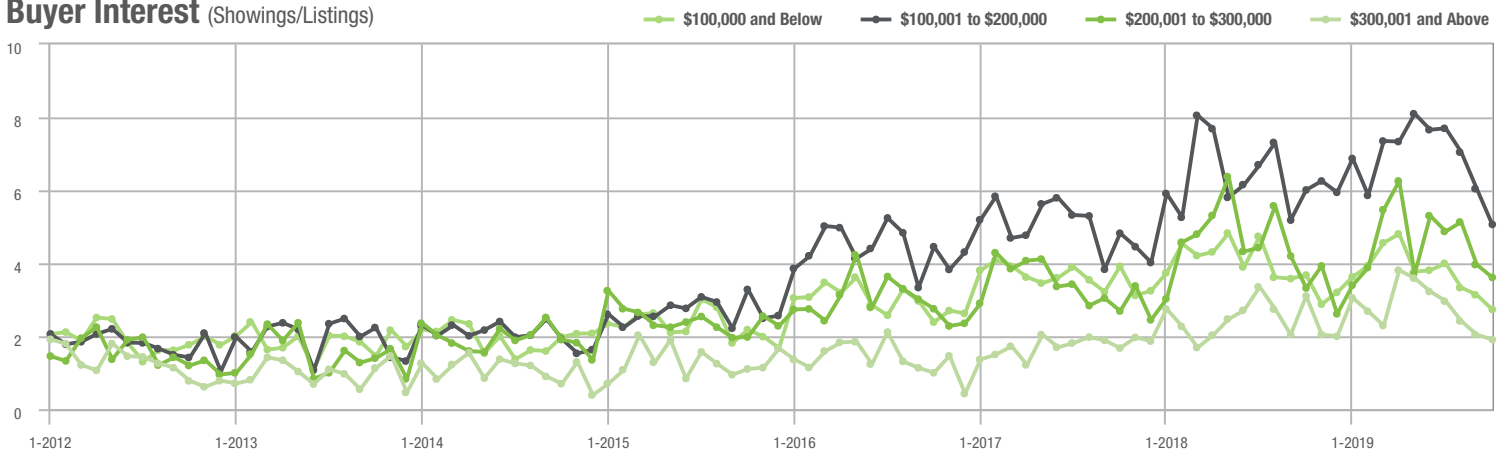
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

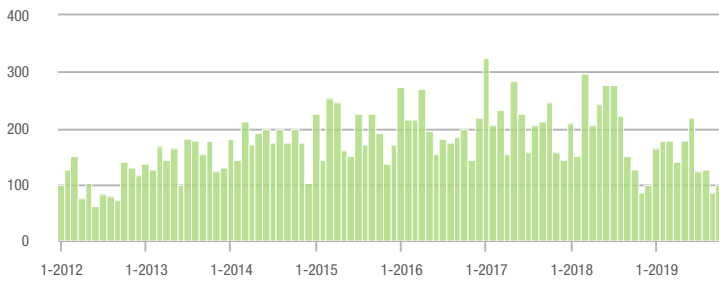


## Stanly County, NC

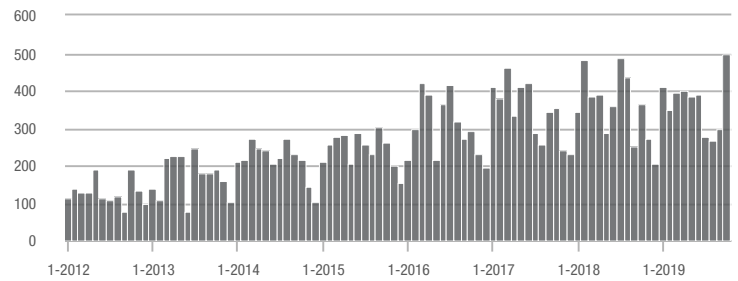
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 99             | - 22.0%               | + 13.8%                 | 3.0                                | - 11.8%               | + 16.5%                 | 60               | - 39.4%               | - 9.1%                  |
| \$100,001 to \$200,000 | 499            | + 37.1%               | + 69.2%                 | 6.2                                | + 37.8%               | + 67.6%                 | 90               | - 10.9%               | 0.0%                    |
| \$200,001 to \$300,000 | 210            | + 45.8%               | - 17.0%                 | 4.2                                | + 55.6%               | + 6.7%                  | 65               | - 17.7%               | - 17.7%                 |
| \$300,001 and Above    | 140            | + 14.8%               | - 37.8%                 | 2.6                                | + 62.5%               | - 31.1%                 | 62               | - 27.9%               | - 13.9%                 |
| Total                  | 948            | + 25.2%               | + 10.2%                 | 4.4                                | + 37.5%               | + 21.8%                 | 277              | - 24.1%               | - 9.8%                  |

### Showings

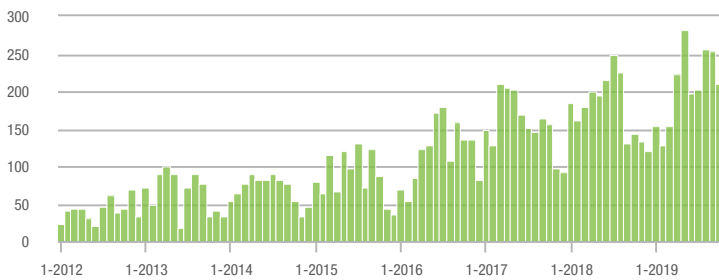
\$100,000 and Below



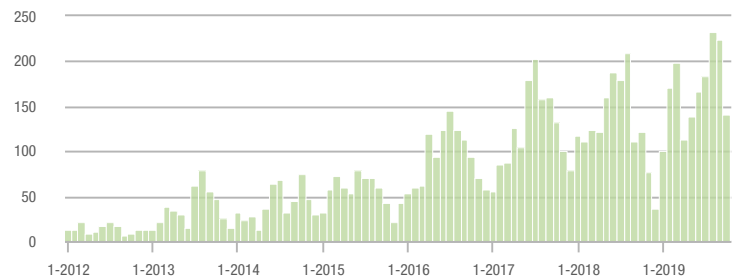
\$100,001 to \$200,000



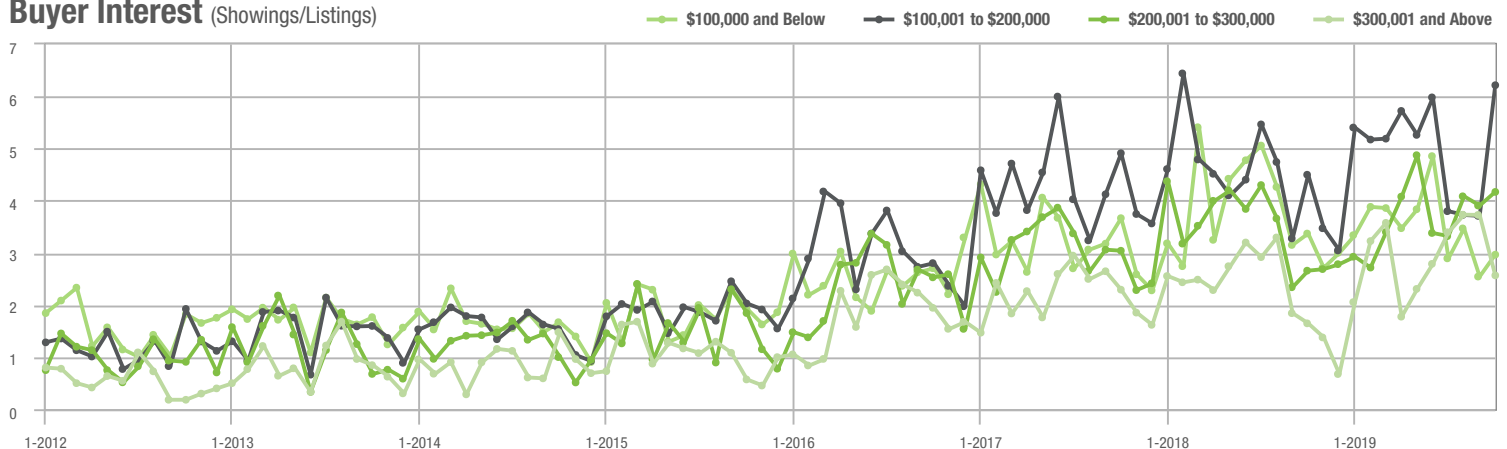
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

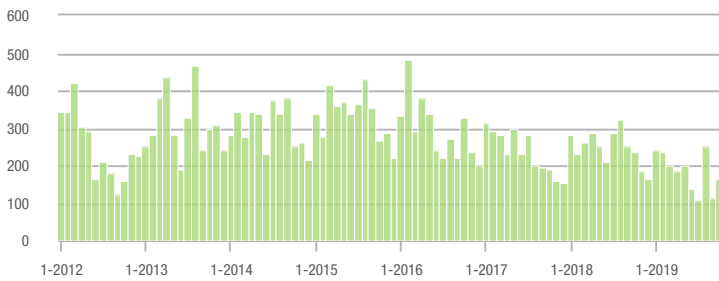


## Statesville, NC

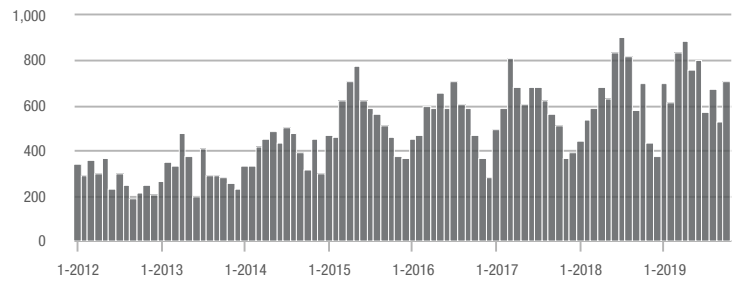
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 163            | - 30.3%               | + 43.0%                 | 4.8                                | + 29.7%               | + 59.1%                 | 72               | - 41.5%               | - 12.2%                 |
| \$100,001 to \$200,000 | 710            | + 1.9%                | + 34.7%                 | 7.9                                | + 38.6%               | + 24.6%                 | 100              | - 35.9%               | + 4.2%                  |
| \$200,001 to \$300,000 | 457            | + 110.6%              | + 24.9%                 | 5.4                                | + 50.0%               | + 18.8%                 | 100              | + 33.3%               | - 1.0%                  |
| \$300,001 and Above    | 208            | + 54.1%               | + 48.6%                 | 3.9                                | + 95.0%               | + 46.5%                 | 67               | - 23.9%               | - 1.5%                  |
| Total                  | 1,538          | + 19.9%               | + 34.1%                 | 5.9                                | + 43.9%               | + 29.9%                 | 339              | - 23.3%               | - 2.3%                  |

### Showings

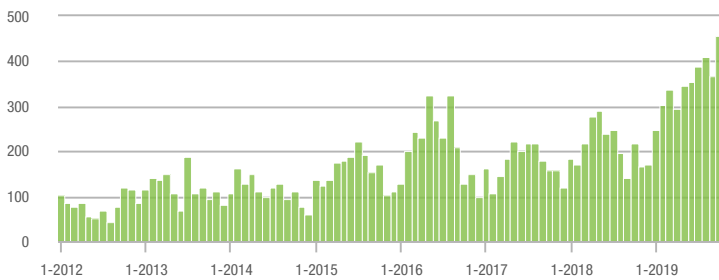
\$100,000 and Below



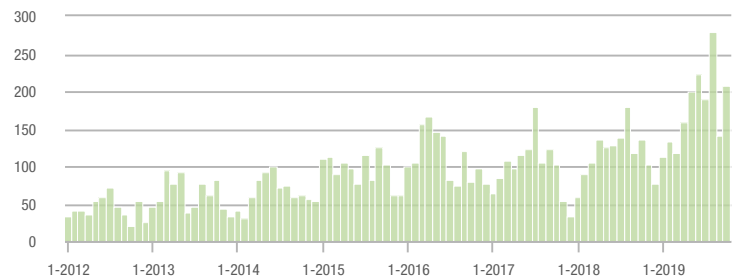
\$100,001 to \$200,000



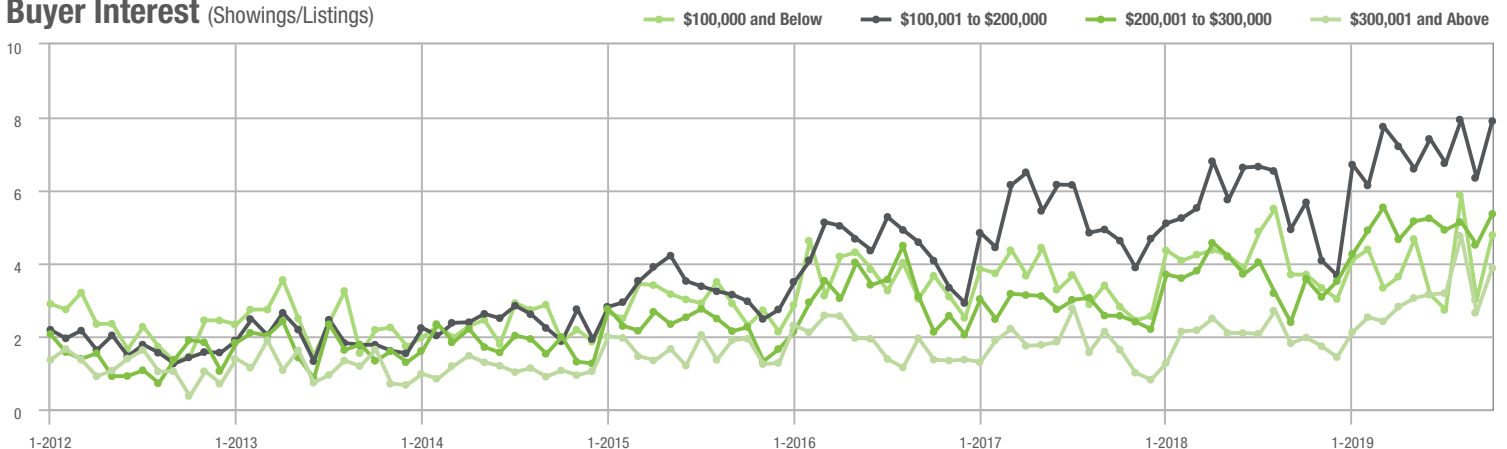
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

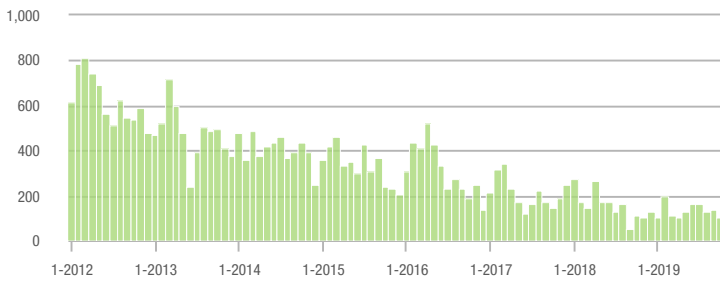


## Union County, NC

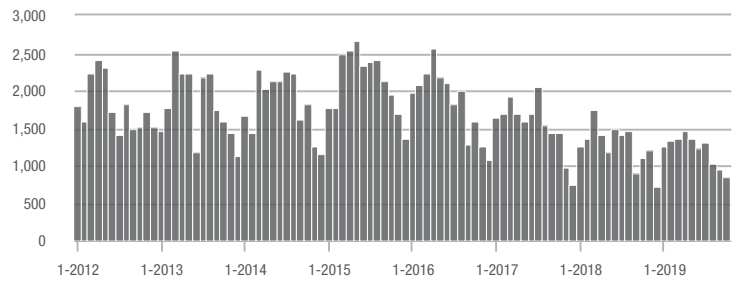
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 100            | - 7.4%                | - 24.8%                 | 1.9                                | - 26.9%               | - 27.0%                 | 90               | - 10.0%               | 0.0%                    |
| \$100,001 to \$200,000 | 846            | - 22.7%               | - 10.8%                 | 7.0                                | + 1.4%                | + 1.7%                  | 156              | - 29.1%               | - 11.9%                 |
| \$200,001 to \$300,000 | 1,785          | + 8.1%                | + 1.9%                  | 7.1                                | + 4.4%                | + 7.0%                  | 277              | - 6.7%                | - 6.7%                  |
| \$300,001 and Above    | 3,158          | + 10.4%               | - 11.5%                 | 5.6                                | + 30.2%               | - 1.4%                  | 644              | - 26.3%               | - 11.5%                 |
| Total                  | 5,889          | + 3.0%                | - 8.0%                  | 6.0                                | + 15.4%               | + 0.6%                  | 1,167            | - 21.7%               | - 9.7%                  |

### Showings

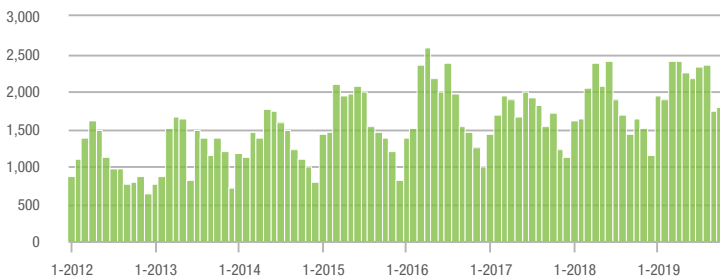
\$100,000 and Below



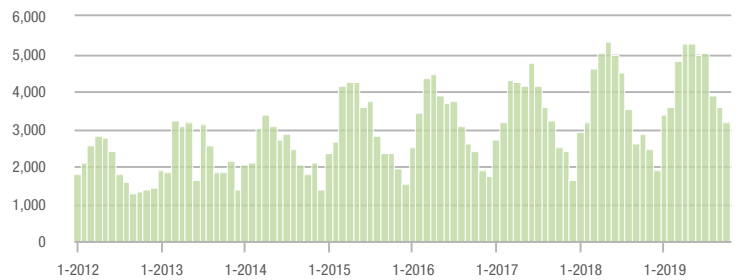
\$100,001 to \$200,000



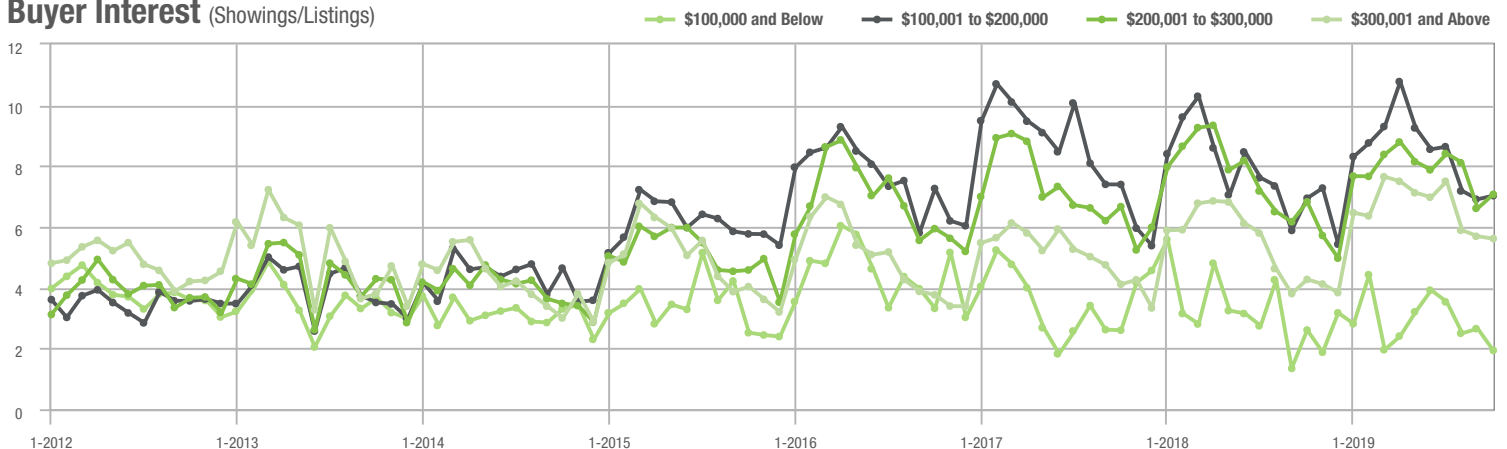
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

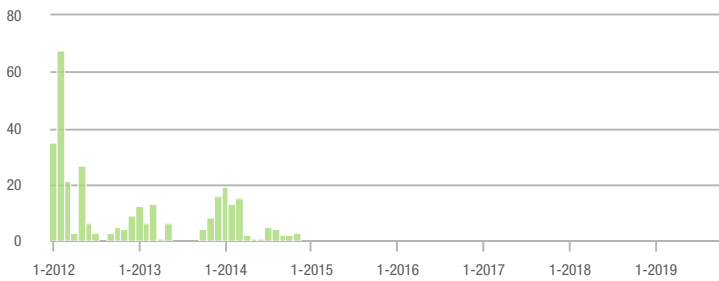


## Uptown Charlotte

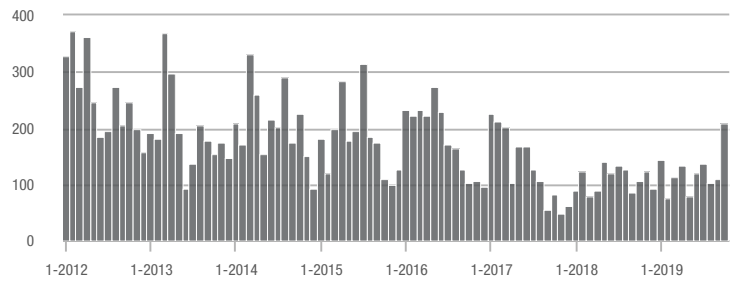
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 0              | 0.0%                  | 0.0%                    | 0.0                                | 0.0%                  | 0.0%                    | 0                | 0.0%                  | 0.0%                    |
| \$100,001 to \$200,000 | 210            | + 98.1%               | + 89.2%                 | 10.5                               | + 98.1%               | + 89.2%                 | 20               | 0.0%                  | 0.0%                    |
| \$200,001 to \$300,000 | 296            | - 1.7%                | + 41.0%                 | 10.6                               | + 21.8%               | + 61.9%                 | 28               | - 22.2%               | - 15.2%                 |
| \$300,001 and Above    | 439            | + 29.1%               | - 4.6%                  | 6.9                                | + 1.5%                | + 4.8%                  | 65               | + 22.6%               | - 7.1%                  |
| Total                  | 945            | + 26.5%               | + 21.0%                 | 8.5                                | + 18.1%               | + 32.5%                 | 113              | + 3.7%                | - 8.1%                  |

### Showings

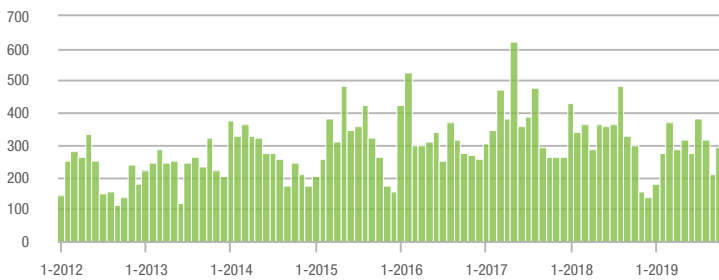
\$100,000 and Below



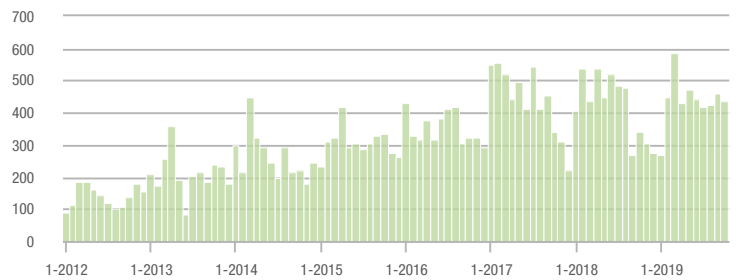
\$100,001 to \$200,000



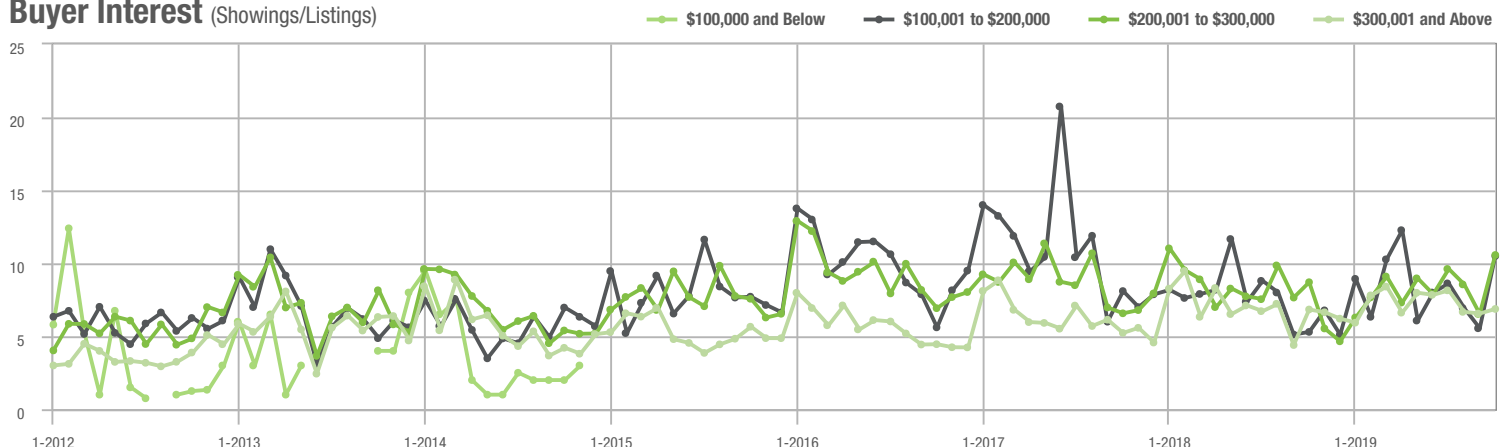
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

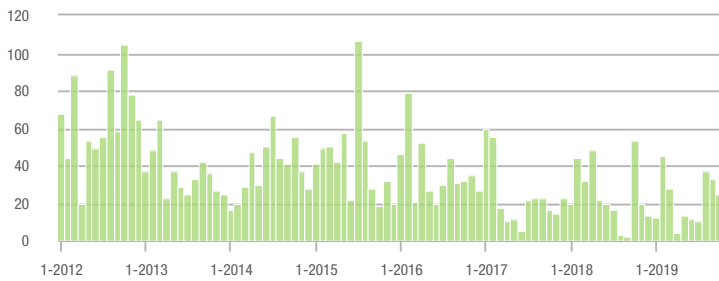


## Waxhaw, NC

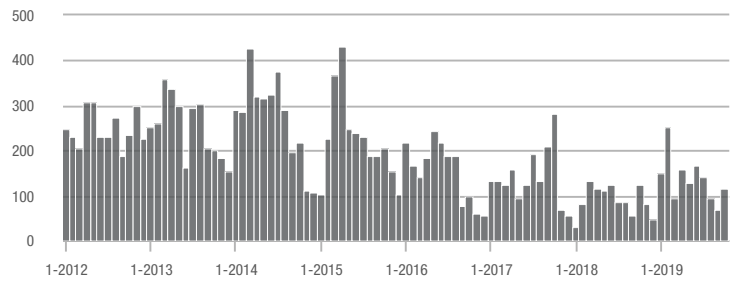
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 25             | - 52.8%               | - 24.2%                 | 1.3                                | - 75.0%               | - 36.7%                 | 33               | + 17.9%               | + 3.1%                  |
| \$100,001 to \$200,000 | 114            | - 8.8%                | + 65.2%                 | 5.8                                | - 3.3%                | + 94.4%                 | 36               | - 18.2%               | - 14.3%                 |
| \$200,001 to \$300,000 | 329            | + 17.9%               | + 33.2%                 | 7.4                                | + 13.8%               | + 29.7%                 | 58               | - 14.7%               | - 6.5%                  |
| \$300,001 and Above    | 1,484          | + 6.4%                | - 1.0%                  | 6.4                                | + 36.2%               | + 8.1%                  | 256              | - 33.5%               | - 9.5%                  |
| Total                  | 1,952          | + 5.4%                | + 5.6%                  | 6.2                                | + 24.0%               | + 12.7%                 | 383              | - 27.0%               | - 8.6%                  |

### Showings

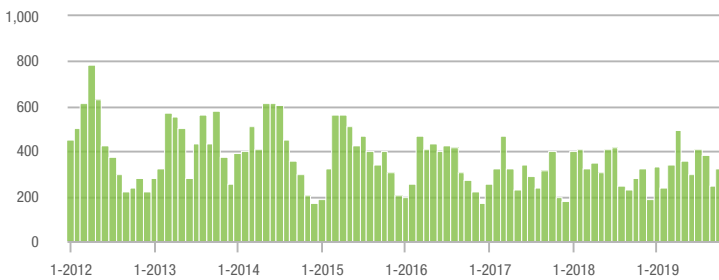
\$100,000 and Below



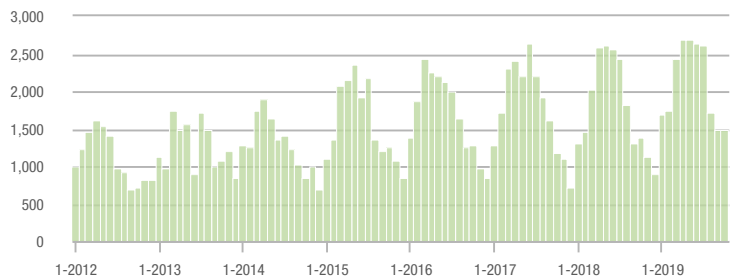
\$100,001 to \$200,000



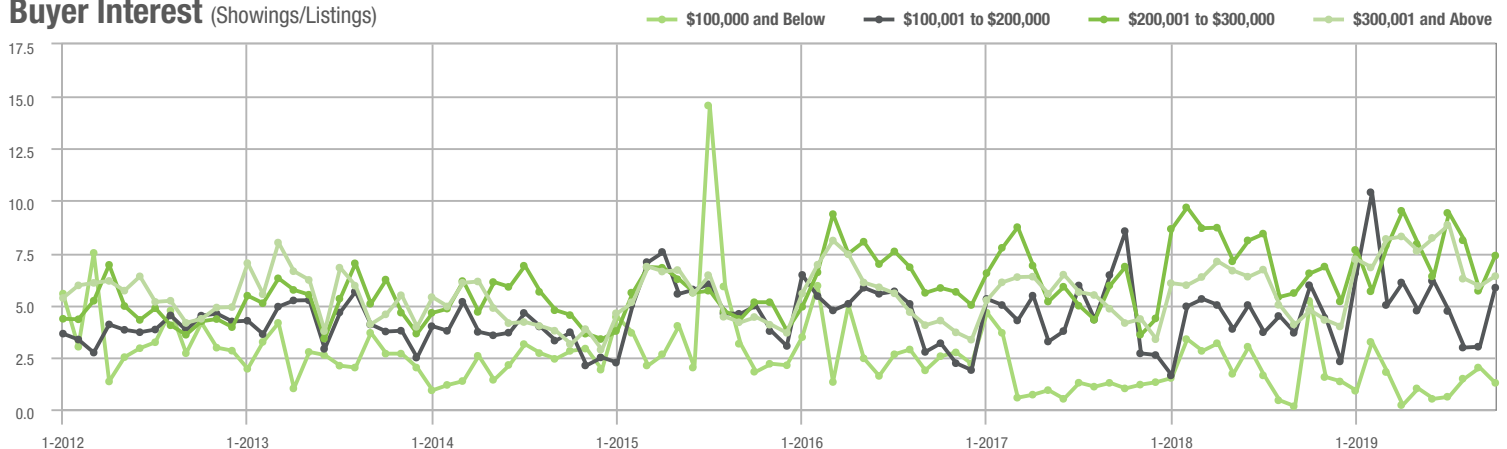
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)



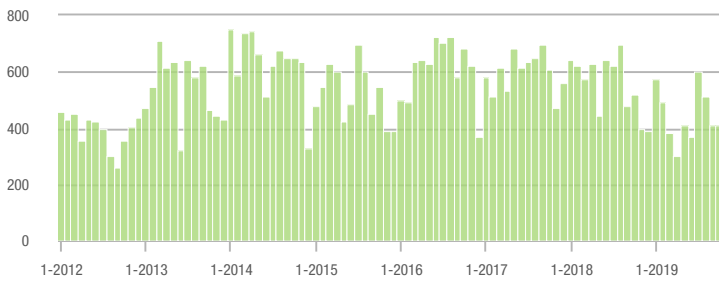


## York County, SC

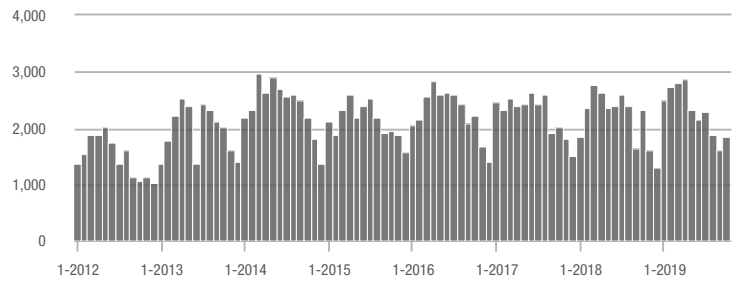
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | October 2019   | Year-Over-Year Change | Month-Over-Month Change | October 2019                       | Year-Over-Year Change | Month-Over-Month Change | October 2019     | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 407            | - 21.9%               | - 0.7%                  | 5.7                                | + 26.7%               | + 8.2%                  | 116              | - 45.5%               | - 10.8%                 |
| \$100,001 to \$200,000 | 1,853          | - 19.9%               | + 15.1%                 | 8.2                                | - 12.8%               | + 4.7%                  | 248              | - 11.1%               | + 7.4%                  |
| \$200,001 to \$300,000 | 2,338          | + 12.3%               | - 15.4%                 | 7.3                                | + 19.7%               | - 0.8%                  | 353              | - 15.3%               | - 14.3%                 |
| \$300,001 and Above    | 2,730          | + 14.4%               | - 15.8%                 | 4.8                                | + 11.6%               | - 11.1%                 | 628              | - 7.6%                | - 9.4%                  |
| Total                  | 7,328          | + 0.4%                | - 8.7%                  | 6.2                                | + 6.9%                | - 2.8%                  | 1,345            | - 15.4%               | - 8.3%                  |

### Showings

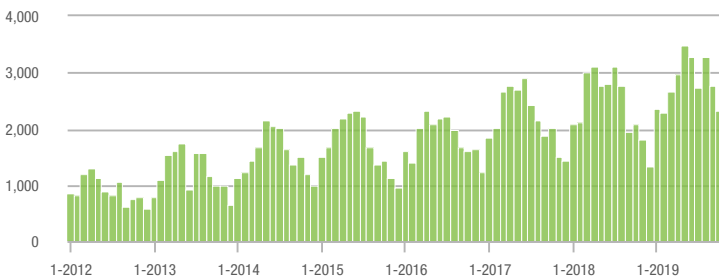
\$100,000 and Below



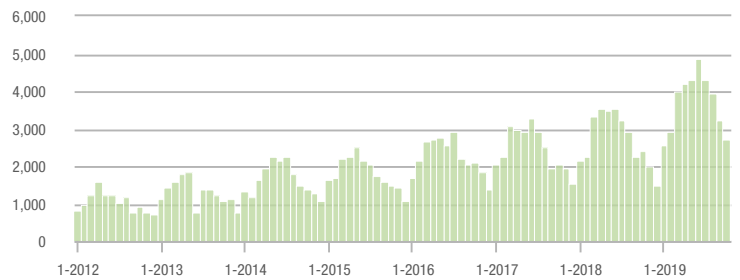
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

