



Charlotte Region Showings Report for December 2019

ANALYTIC AND TREND DATA FOR THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Showing Statistics

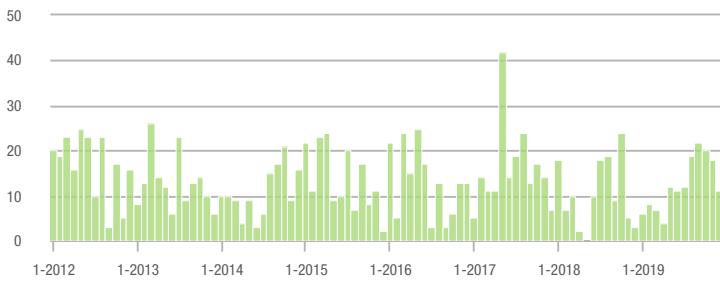
MLS Area	Total Showings	Buyer Interest (Showings / Listings)	Managed Listings
Alexander County, NC	62	3.2	37
Anson County, NC	84	1.9	66
Cabarrus County, NC	3,849	6.3	722
Charlotte MSA	43,454	5.9	8,664
City of Charlotte, NC	17,914	7.1	2,740
Concord, NC	2,174	6.2	407
Davidson, NC	651	4.2	174
Denver, NC	608	2.8	266
Fort Mill, SC	1,403	6.0	256
Gaston County, NC	3,313	5.3	789
Gastonia, NC	1,603	6.0	321
Huntersville, NC	1,730	6.0	323
Iredell County, NC	3,147	4.3	972
Kannapolis, NC	856	6.8	143
Lake Norman	2,585	3.8	886
Lake Wylie	1,514	4.5	448
Lancaster County, SC	1,583	4.5	429
Lincoln County, NC	1,093	3.1	459
Lincolnton, NC	363	4.5	103
Matthews, NC	1,580	8.0	217
Mecklenburg County, NC	22,533	6.8	3,623
Monroe, NC	1,012	5.5	226
Montgomery County, NC	146	1.1	208
Mooresville, NC	2,164	4.5	598
Rock Hill, SC	1,929	5.9	374
Salisbury, NC	859	3.6	287
Stanly County, NC	616	3.5	243
Statesville, NC	731	3.9	258
Union County, NC	4,378	5.7	963
Uptown Charlotte	525	5.7	94
Waxhaw, NC	1,363	5.4	318
York County, SC	5,023	5.4	1,083

Alexander County, NC

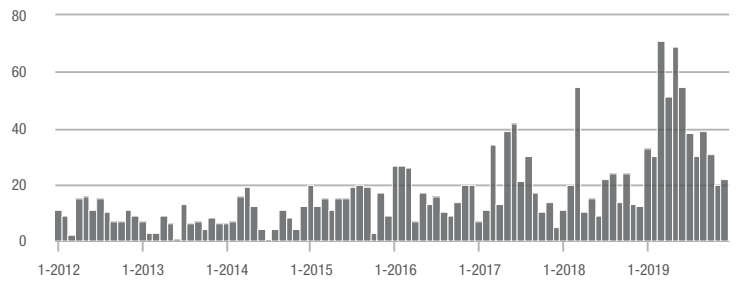
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	11	+ 266.7%	- 38.9%	1.5	—	- 50.0%	15	- 21.1%	- 6.3%
\$100,001 to \$200,000	22	+ 83.3%	+ 10.0%	4.0	+ 33.3%	+ 88.2%	12	+ 20.0%	- 20.0%
\$200,001 to \$300,000	14	+ 600.0%	- 30.0%	7.0	+ 900.0%	+ 40.0%	4	- 55.6%	- 33.3%
\$300,001 and Above	15	+ 114.3%	- 31.8%	3.0	+ 30.4%	- 45.5%	6	+ 20.0%	+ 20.0%
Total	62	+ 158.3%	- 22.5%	3.2	+ 100.0%	- 7.9%	37	- 14.0%	- 11.9%

Showings

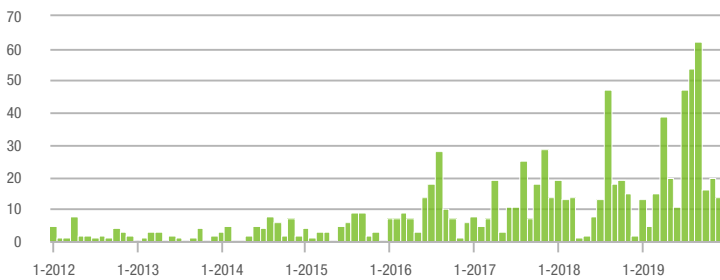
\$100,000 and Below



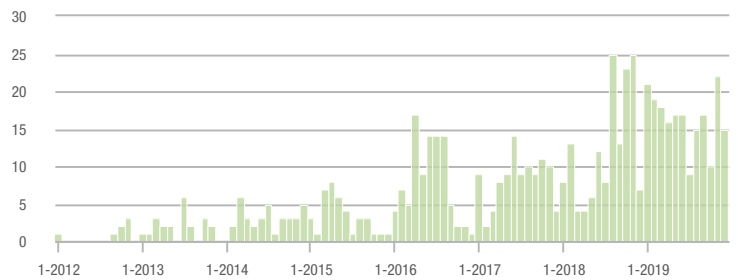
\$100,001 to \$200,000



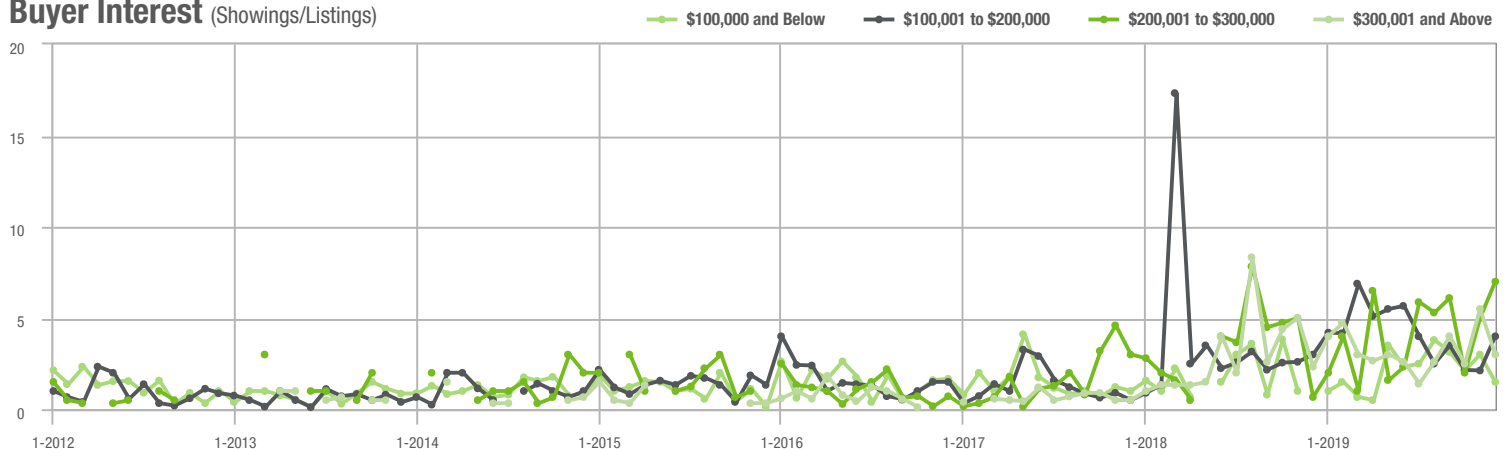
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

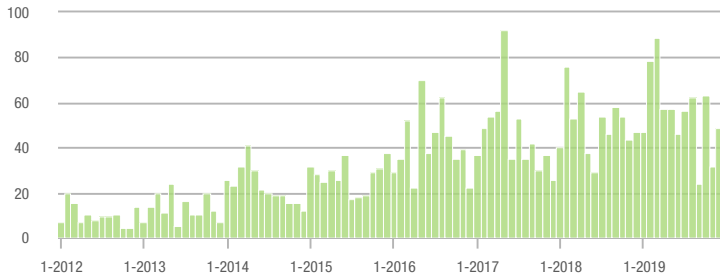


Anson County, NC

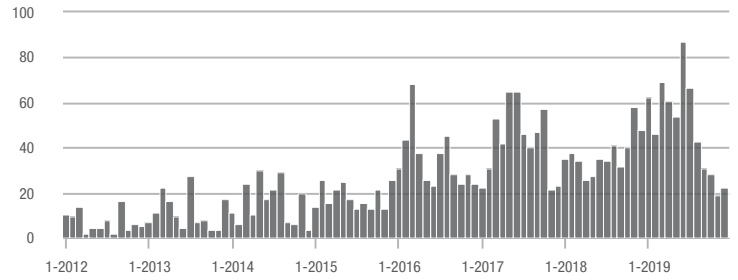
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	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	49	+ 4.3%	+ 53.1%	1.6	- 30.4%	+ 51.3%	37	- 35.1%	- 11.9%
\$100,001 to \$200,000	22	- 54.2%	+ 15.8%	1.9	- 34.5%	+ 22.9%	15	- 54.5%	- 6.3%
\$200,001 to \$300,000	11	+ 266.7%	- 38.9%	3.3	+ 450.0%	+ 11.1%	9	- 30.8%	- 25.0%
\$300,001 and Above	2	0.0%	- 33.3%	0.0	- 100.0%	0.0%	5	- 50.0%	0.0%
Total	84	- 16.0%	+ 16.7%	1.9	- 13.6%	+ 26.8%	66	- 41.6%	- 12.0%

Showings

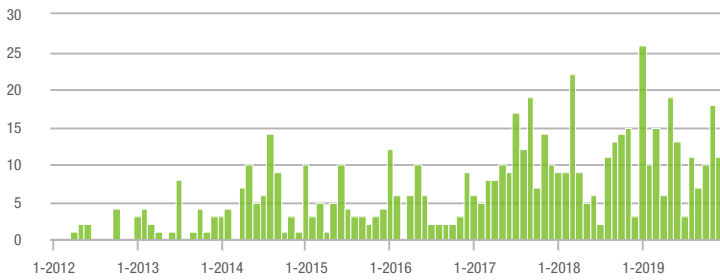
\$100,000 and Below



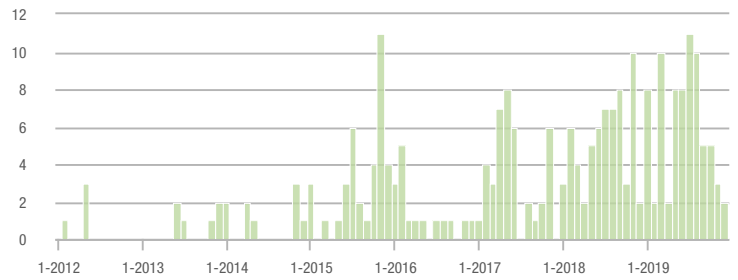
\$100,001 to \$200,000



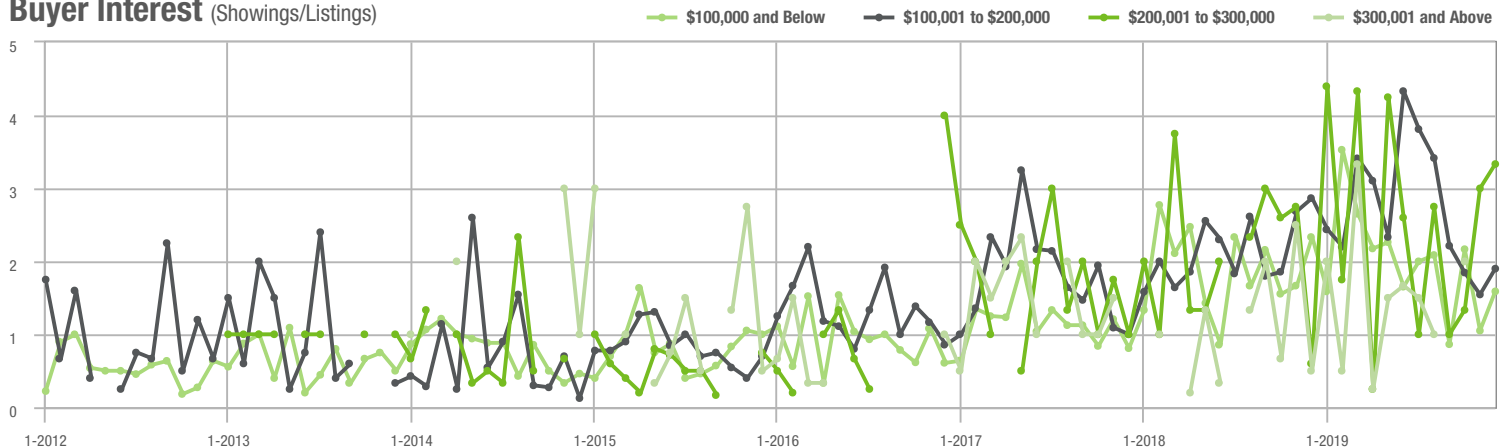
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

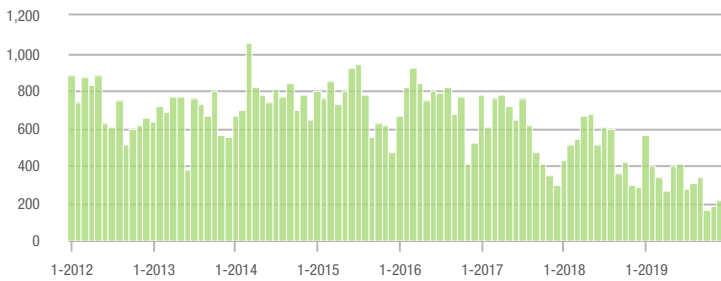


Cabarrus County, NC

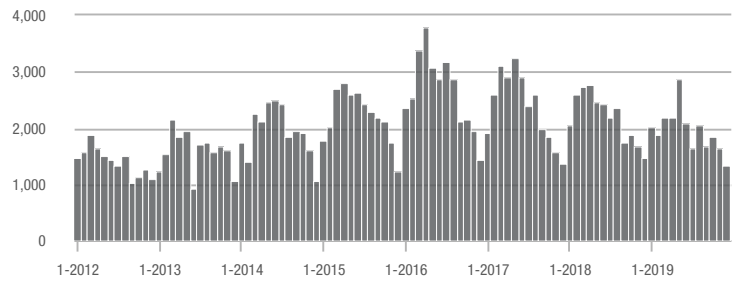
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\$100,000 and Below	211	- 27.2%	+ 13.4%	5.7	+ 7.5%	+ 42.1%	63	- 36.4%	- 17.1%
\$100,001 to \$200,000	1,321	- 10.2%	- 19.4%	8.0	+ 8.1%	- 3.1%	180	- 23.4%	- 17.4%
\$200,001 to \$300,000	1,099	- 1.7%	- 24.3%	6.6	+ 29.4%	- 8.0%	191	- 24.2%	- 21.1%
\$300,001 and Above	1,218	+ 37.3%	- 9.0%	5.0	+ 72.4%	+ 20.0%	288	- 31.3%	- 23.6%
Total	3,849	+ 2.2%	- 16.6%	6.3	+ 28.6%	+ 4.5%	722	- 28.2%	- 20.9%

Showings

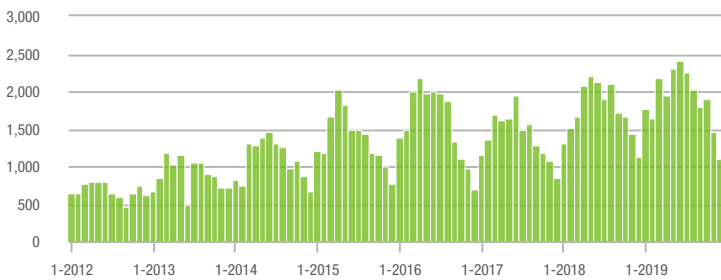
\$100,000 and Below



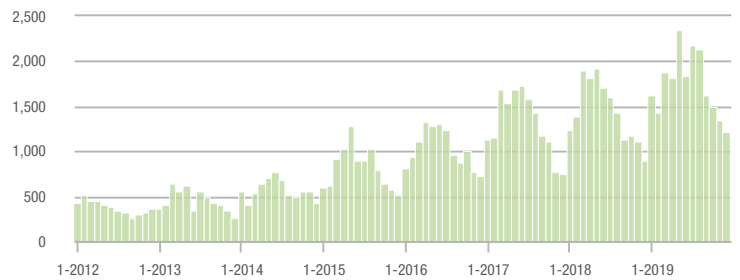
\$100,001 to \$200,000



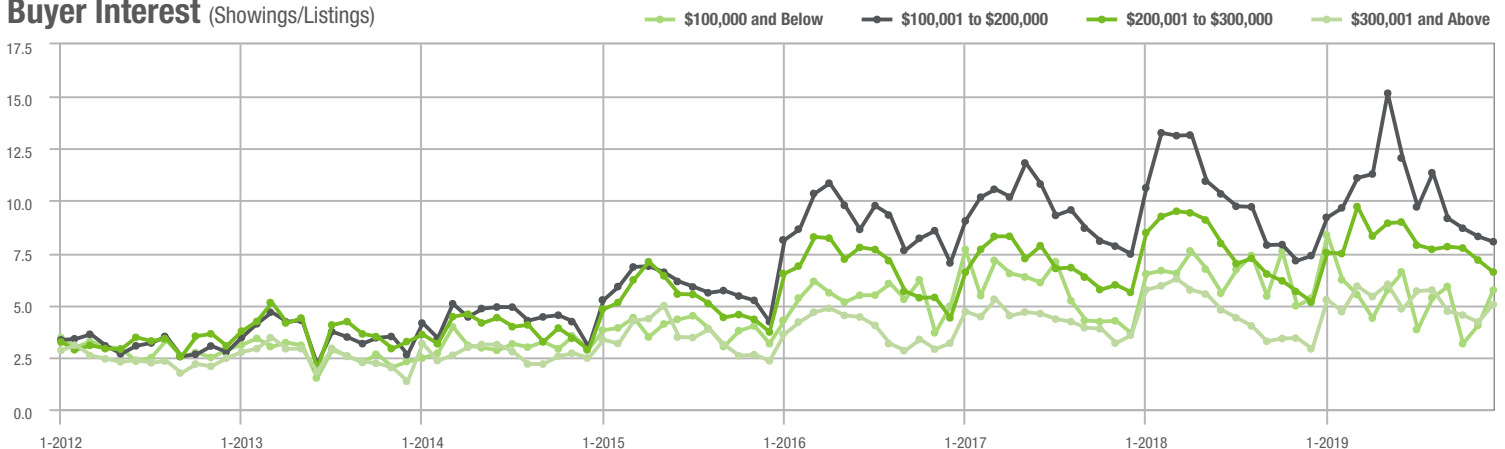
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\$300,001 and Above



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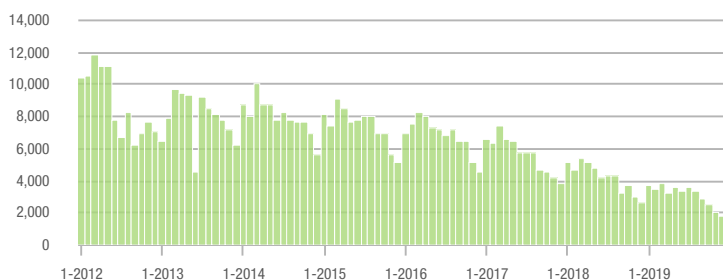


Charlotte MSA

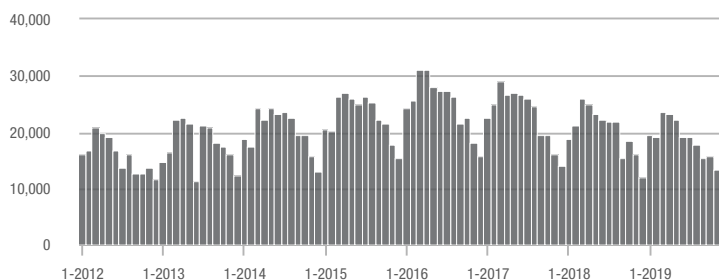
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	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	1,742	- 33.1%	- 16.6%	3.7	- 11.9%	- 6.6%	830	- 34.1%	- 11.1%
\$100,001 to \$200,000	10,898	- 9.5%	- 19.3%	7.4	+ 8.8%	- 6.5%	1,642	- 21.4%	- 13.7%
\$200,001 to \$300,000	12,925	+ 13.8%	- 23.0%	6.7	+ 28.8%	- 4.1%	2,118	- 17.3%	- 20.0%
\$300,001 and Above	17,889	+ 29.8%	- 20.1%	5.1	+ 34.2%	- 4.2%	4,074	- 13.0%	- 16.9%
Total	43,454	+ 9.2%	- 20.6%	5.9	+ 20.4%	- 4.9%	8,664	- 18.2%	- 16.6%

Showings

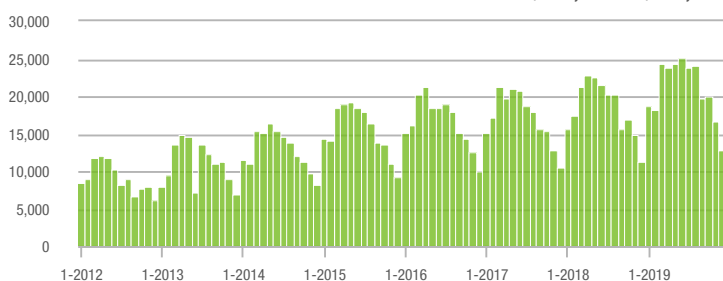
\$100,000 and Below



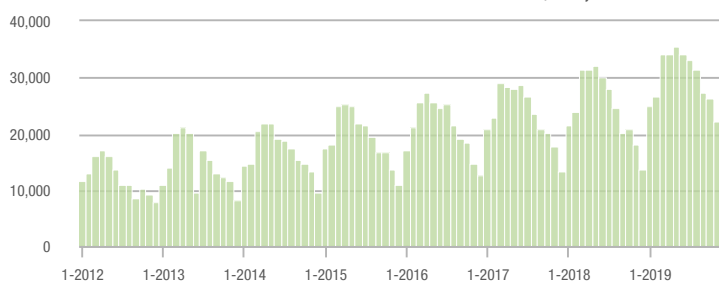
\$100,001 to \$200,000



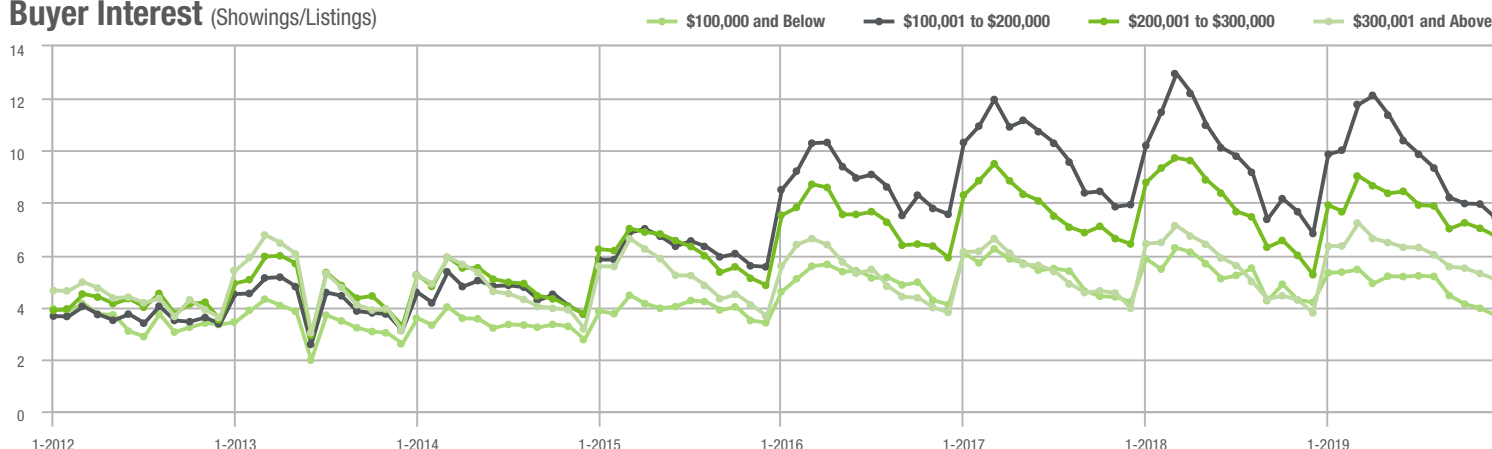
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

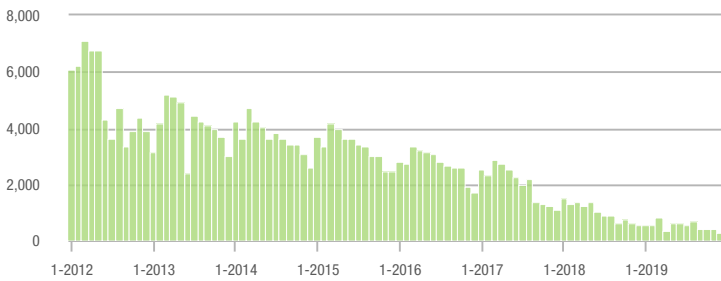


City of Charlotte, NC

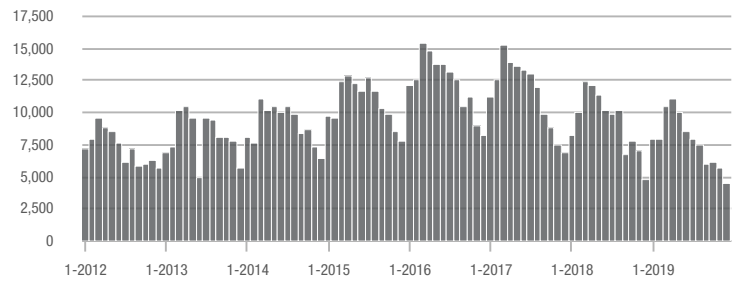
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	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	249	- 54.0%	- 40.0%	4.7	- 35.6%	- 32.0%	77	- 35.3%	- 10.5%
\$100,001 to \$200,000	4,541	- 5.3%	- 21.0%	9.9	+ 26.9%	- 8.2%	472	- 28.0%	- 14.6%
\$200,001 to \$300,000	5,449	+ 10.7%	- 25.5%	7.9	+ 33.9%	- 1.1%	743	- 20.1%	- 24.3%
\$300,001 and Above	7,675	+ 24.7%	- 19.8%	5.9	+ 34.1%	- 4.5%	1,448	- 13.2%	- 15.9%
Total	17,914	+ 9.2%	- 22.3%	7.1	+ 26.8%	- 5.0%	2,740	- 18.8%	- 18.0%

Showings

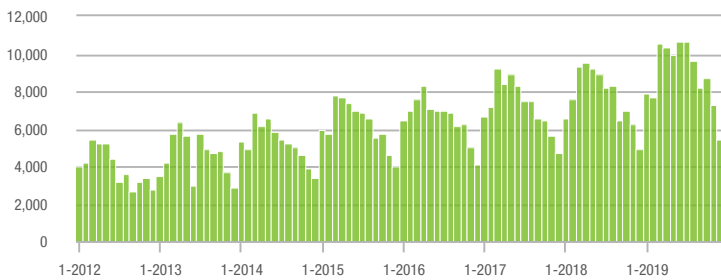
\$100,000 and Below



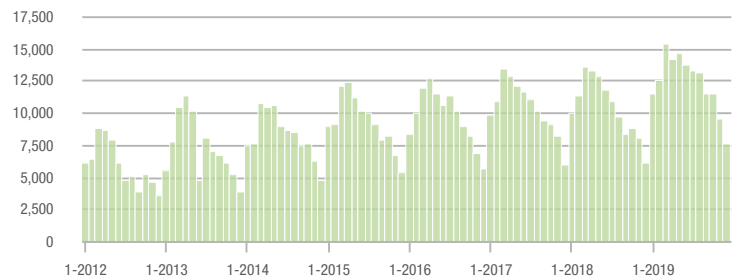
\$100,001 to \$200,000



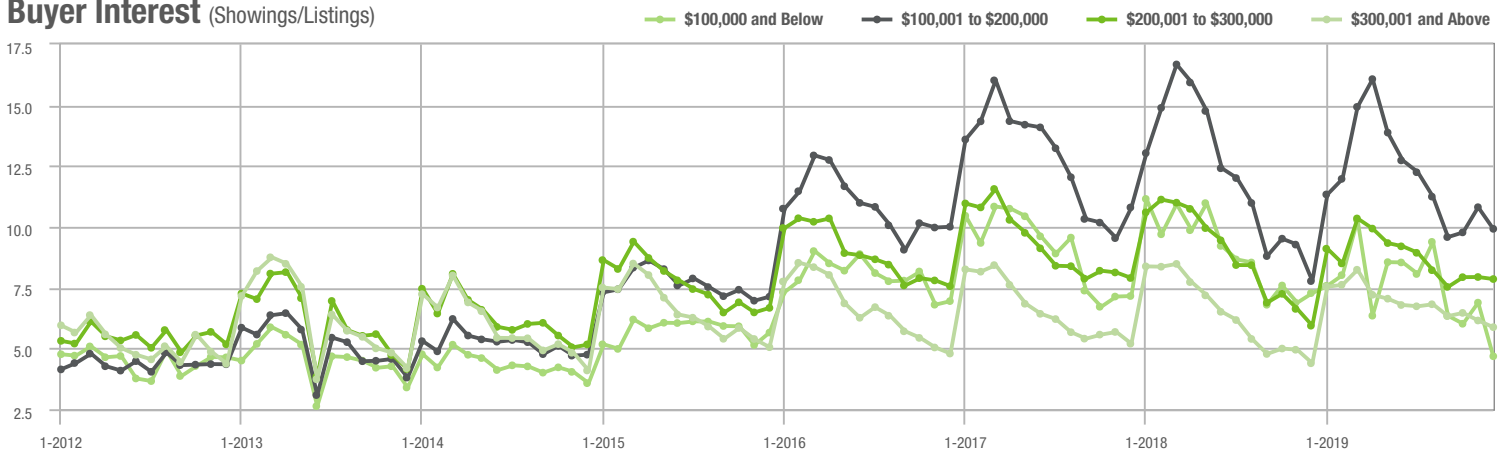
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

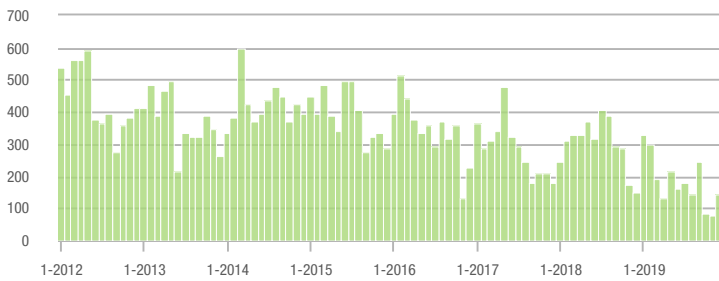


Concord, NC

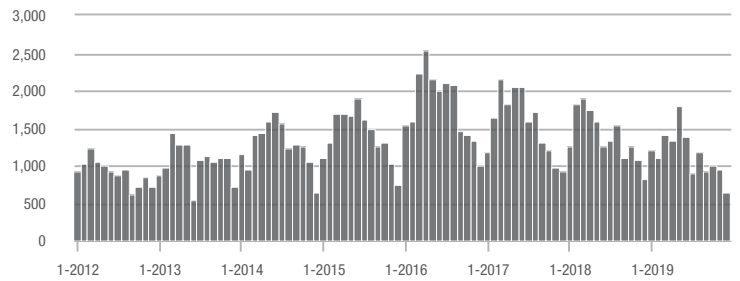
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\$100,000 and Below	142	- 5.3%	+ 77.5%	8.8	+ 83.3%	+ 112.8%	28	- 47.2%	- 12.5%
\$100,001 to \$200,000	647	- 20.9%	- 32.5%	7.3	- 6.4%	- 17.4%	92	- 22.7%	- 19.3%
\$200,001 to \$300,000	755	+ 11.2%	- 15.1%	6.8	+ 23.6%	- 3.6%	124	- 11.4%	- 17.9%
\$300,001 and Above	630	+ 72.1%	- 16.0%	4.6	+ 100.0%	+ 9.9%	163	- 25.9%	- 23.1%
Total	2,174	+ 8.0%	- 18.8%	6.2	+ 24.0%	- 0.6%	407	- 23.5%	- 20.0%

Showings

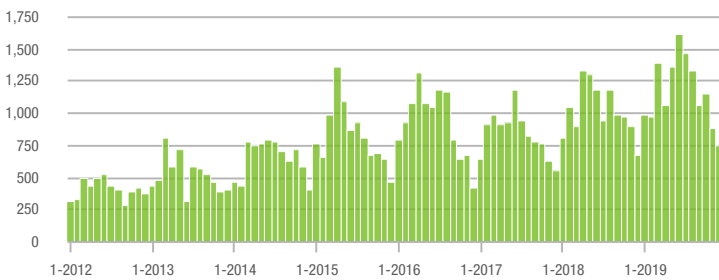
\$100,000 and Below



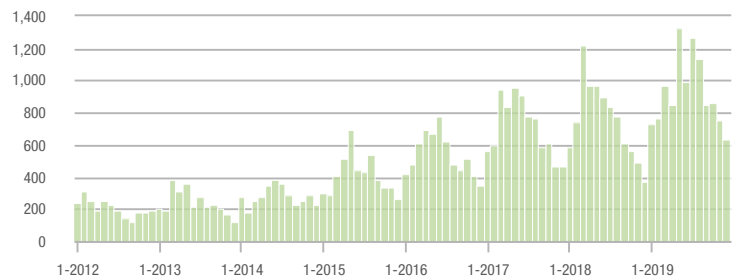
\$100,001 to \$200,000



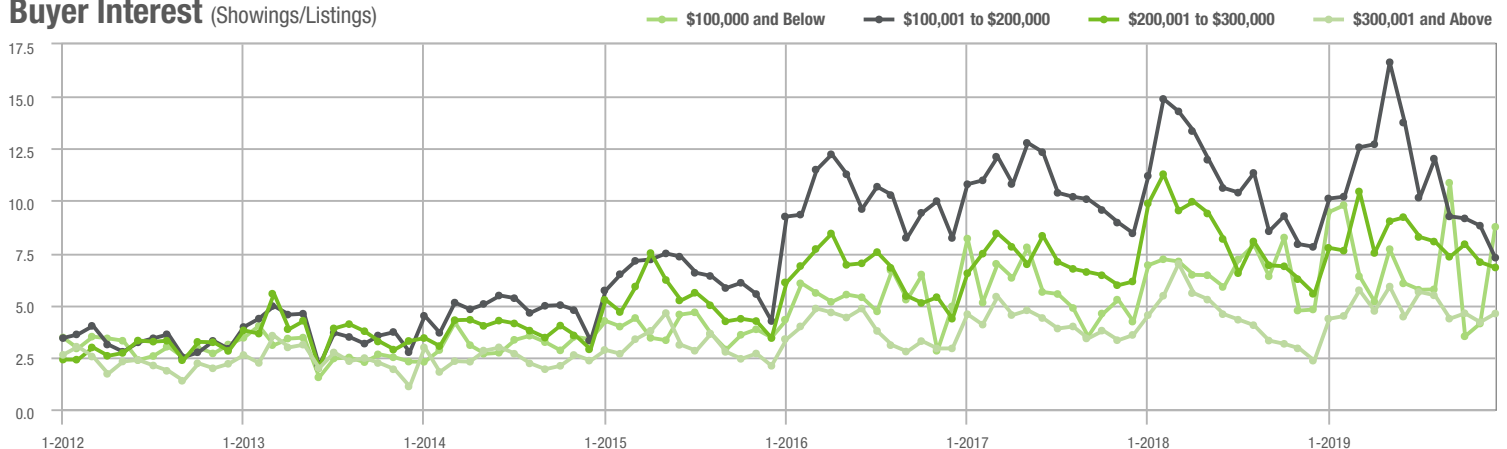
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

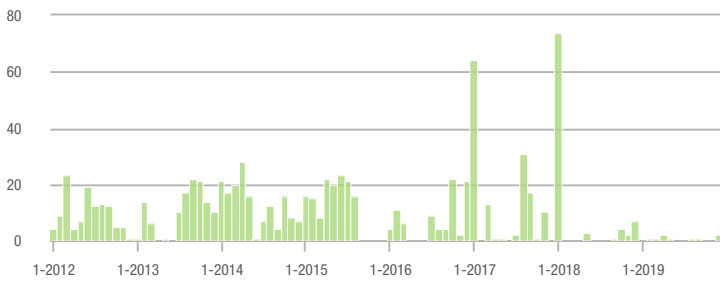


Davidson, NC

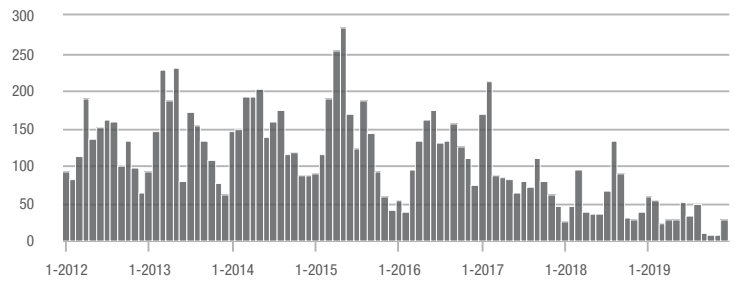
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	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	2	- 71.4%	—	1.0	- 83.3%	—	3	- 25.0%	0.0%
\$100,001 to \$200,000	28	- 26.3%	+ 300.0%	3.5	- 16.7%	+ 150.0%	10	- 33.3%	+ 42.9%
\$200,001 to \$300,000	102	+ 6.3%	- 28.7%	3.9	- 9.3%	- 29.7%	28	+ 3.7%	0.0%
\$300,001 and Above	519	+ 35.9%	- 25.6%	4.3	+ 10.3%	- 10.9%	133	+ 3.9%	- 17.4%
Total	651	+ 24.5%	- 23.2%	4.2	+ 5.0%	- 13.2%	174	0.0%	- 12.6%

Showings

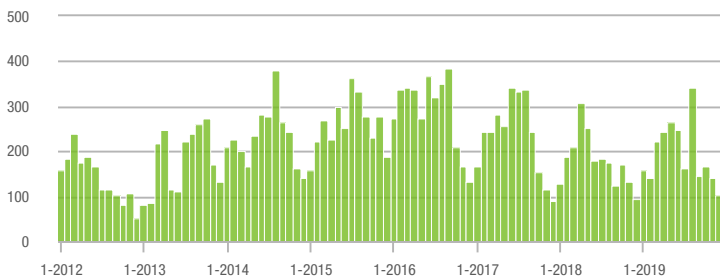
\$100,000 and Below



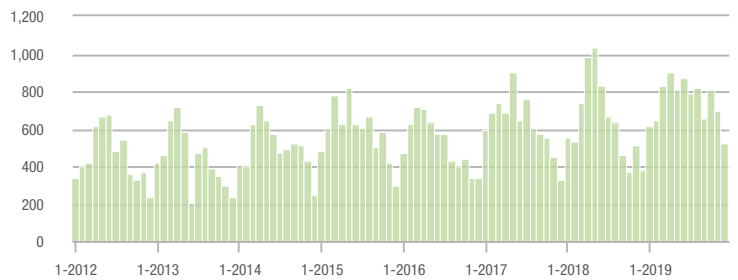
\$100,001 to \$200,000



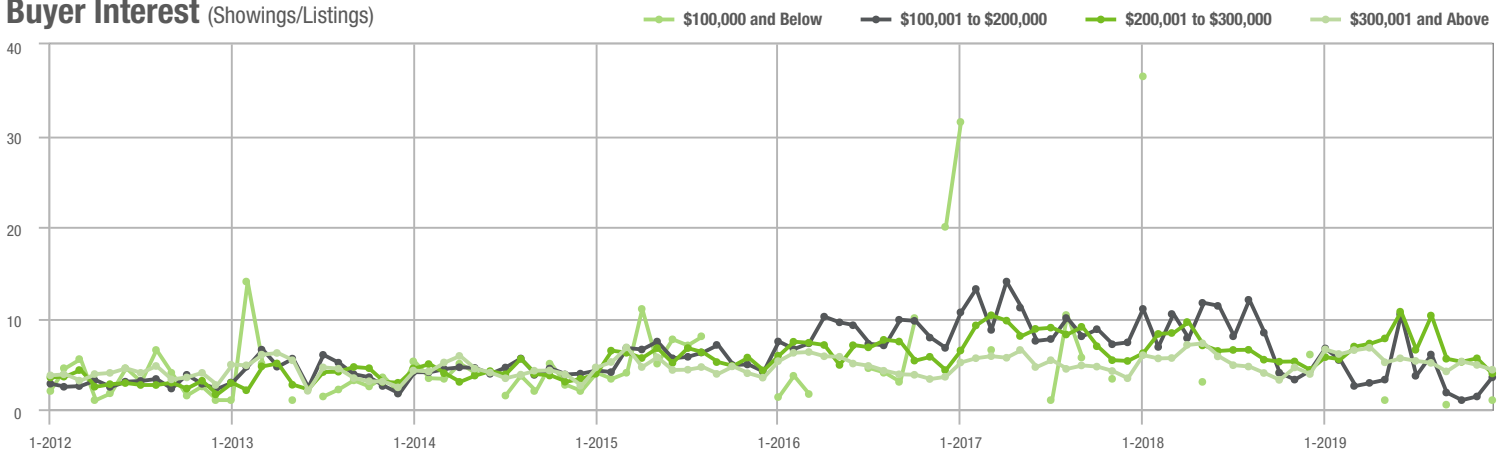
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\$300,001 and Above



Buyer Interest (Showings/Listings)

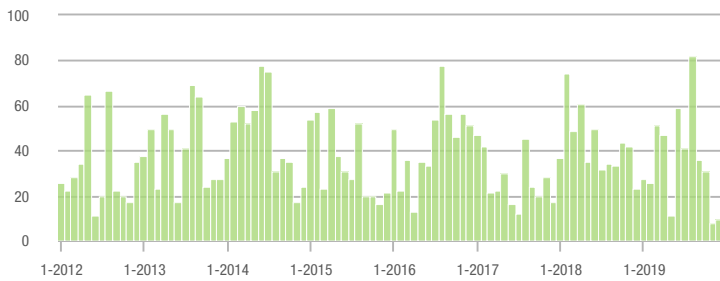


Denver, NC

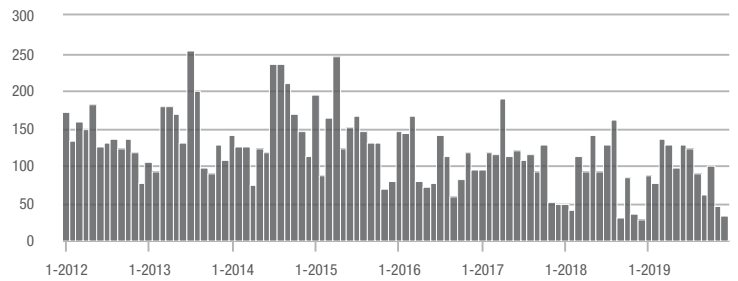
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\$100,000 and Below	9	- 60.9%	+ 12.5%	0.4	- 55.6%	+ 26.7%	39	- 15.2%	0.0%
\$100,001 to \$200,000	34	+ 21.4%	- 27.7%	2.6	- 27.8%	- 24.4%	16	0.0%	- 5.9%
\$200,001 to \$300,000	96	- 29.4%	- 54.1%	2.6	- 25.7%	- 49.5%	44	- 2.2%	- 8.3%
\$300,001 and Above	469	+ 86.9%	- 24.4%	3.3	+ 43.5%	- 12.3%	167	+ 0.6%	- 14.8%
Total	608	+ 38.8%	- 31.2%	2.8	+ 12.0%	- 23.0%	266	- 2.6%	- 11.3%

Showings

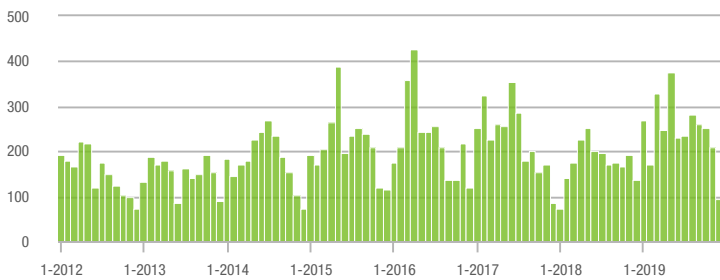
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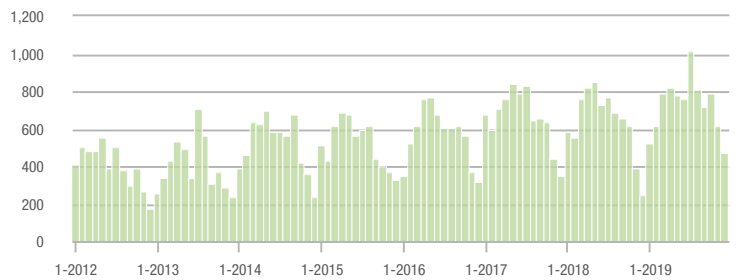
\$100,001 to \$200,000



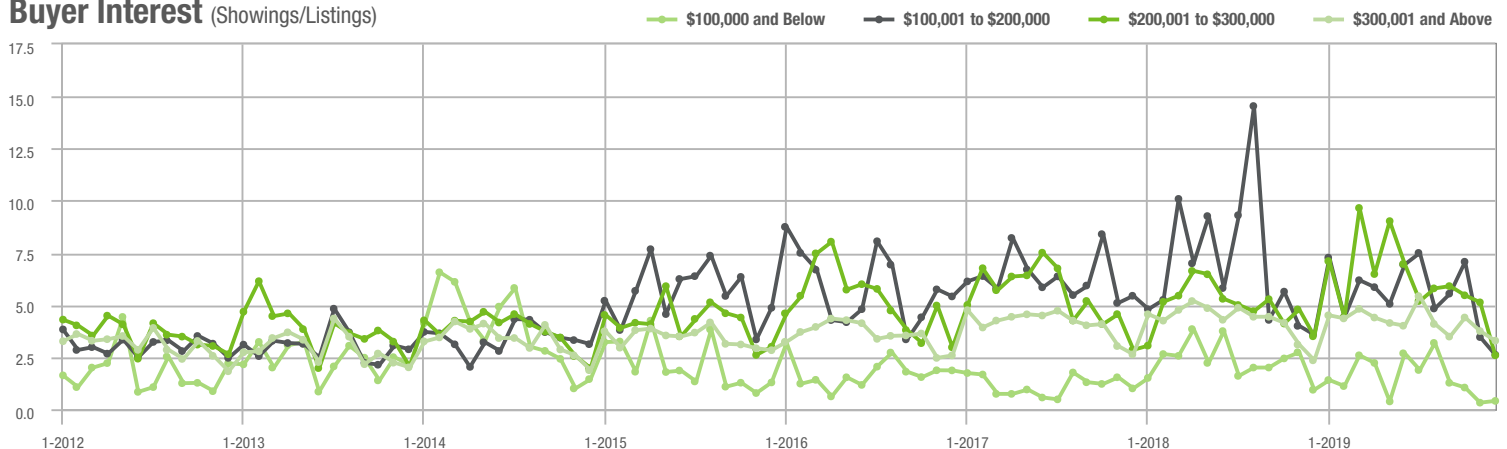
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Buyer Interest (Showings/Listings)

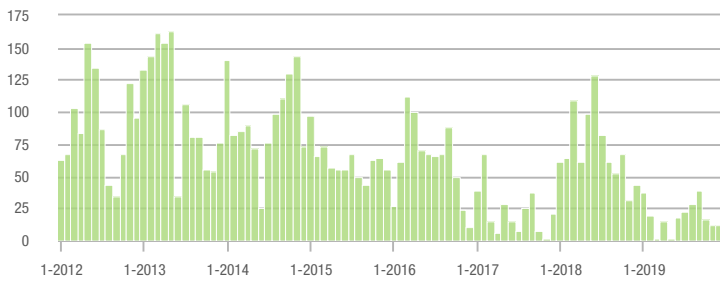


Fort Mill, SC

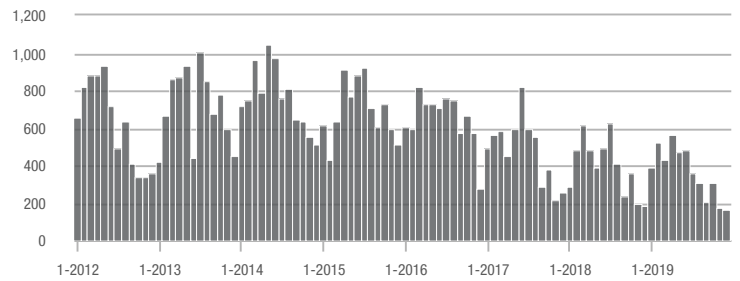
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\$100,000 and Below	12	- 72.7%	0.0%	4.0	- 9.1%	+ 33.3%	4	- 63.6%	- 20.0%
\$100,001 to \$200,000	165	- 9.3%	- 7.3%	9.5	+ 41.8%	- 3.6%	23	- 37.8%	- 4.2%
\$200,001 to \$300,000	441	+ 4.5%	- 27.5%	8.4	+ 29.2%	- 3.6%	52	- 40.9%	- 27.8%
\$300,001 and Above	785	+ 33.3%	- 14.3%	4.9	+ 19.5%	- 2.3%	177	- 7.3%	- 14.5%
Total	1,403	+ 13.4%	- 18.1%	6.0	+ 17.6%	- 4.2%	256	- 21.7%	- 16.9%

Showings

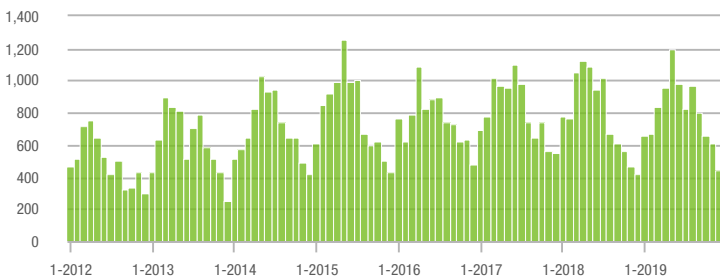
\$100,000 and Below



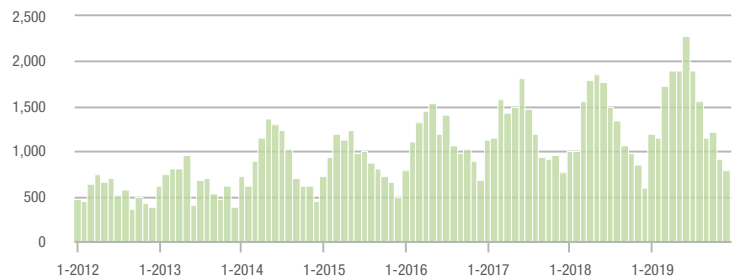
\$100,001 to \$200,000



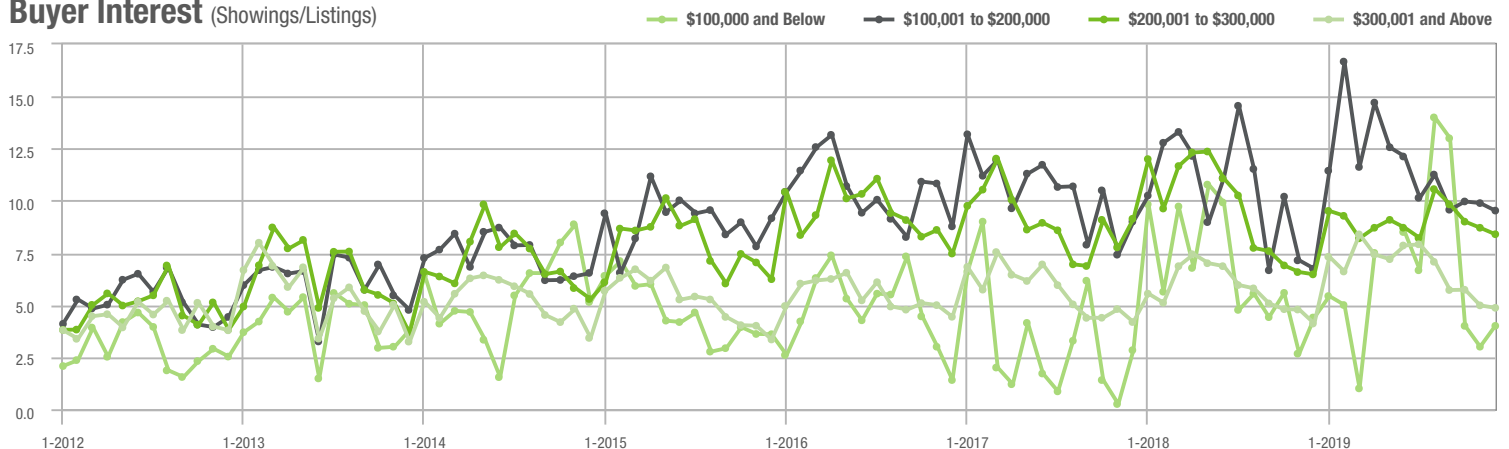
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

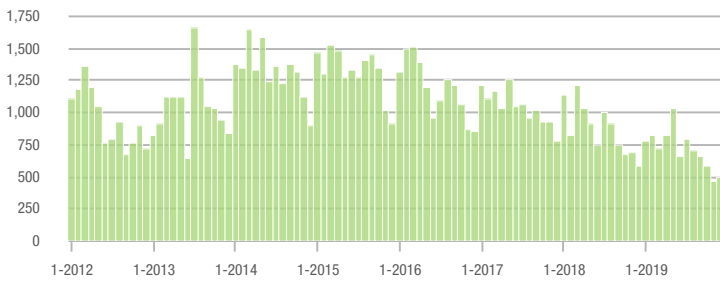


Gaston County, NC

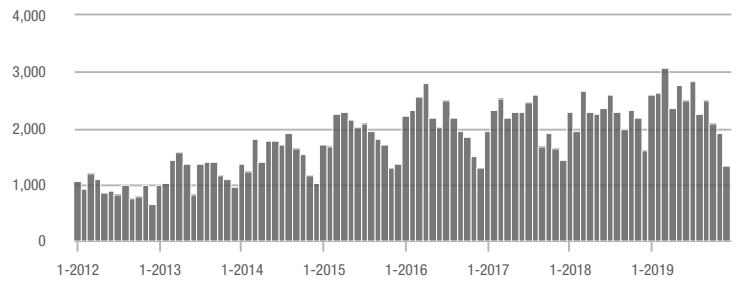
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	487	- 16.2%	+ 5.0%	5.9	+ 20.4%	+ 13.1%	164	- 34.1%	- 8.4%
\$100,001 to \$200,000	1,330	- 17.0%	- 30.8%	5.9	- 10.6%	- 13.4%	252	- 7.4%	- 19.2%
\$200,001 to \$300,000	891	+ 28.2%	- 19.2%	5.5	+ 10.0%	- 7.2%	183	+ 2.8%	- 15.7%
\$300,001 and Above	605	+ 61.3%	- 23.3%	3.9	+ 39.3%	- 6.9%	190	0.0%	- 17.4%
Total	3,313	+ 1.8%	- 22.6%	5.3	+ 3.9%	- 7.7%	789	- 11.2%	- 15.9%

Showings

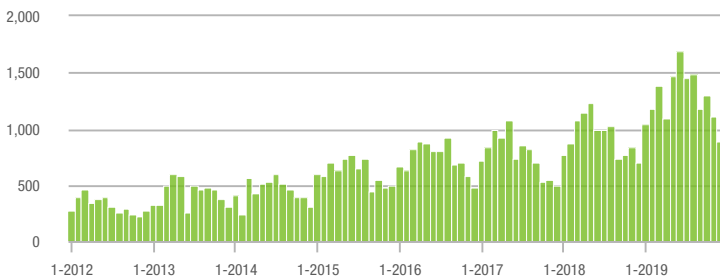
\$100,000 and Below



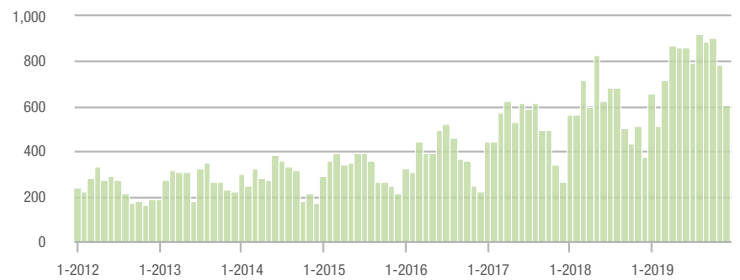
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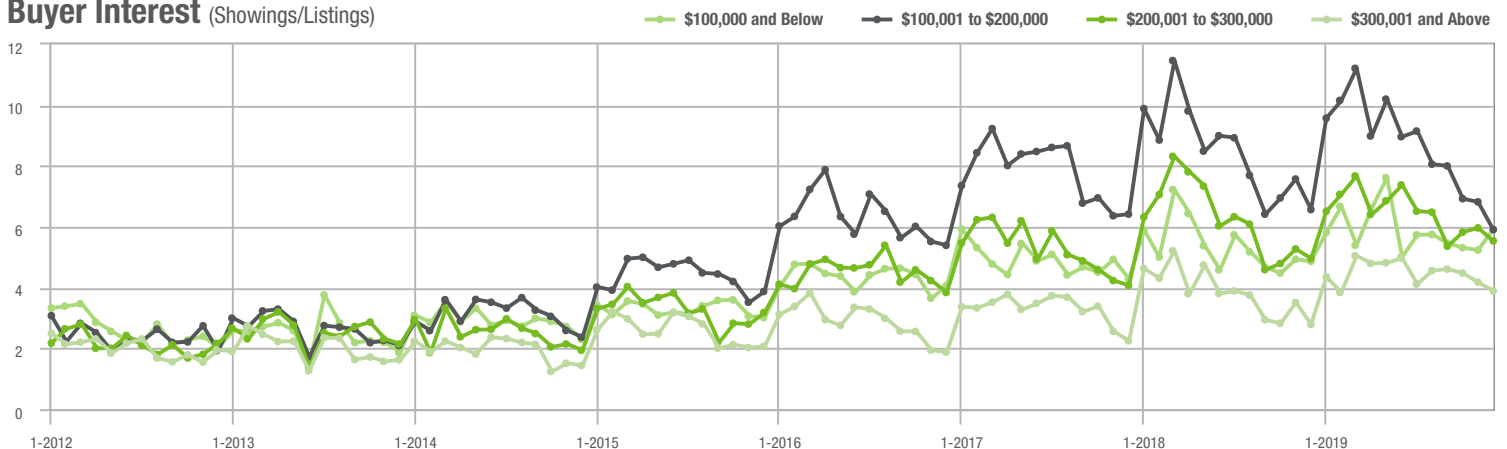
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

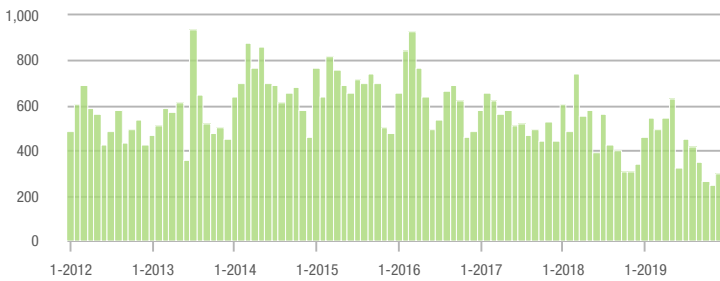


Gastonia, NC

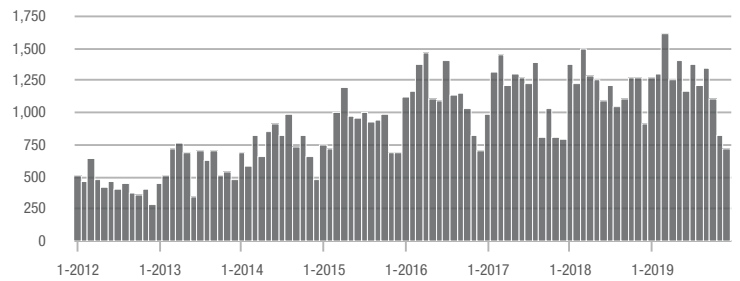
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	298	- 13.6%	+ 20.6%	8.5	+ 32.8%	+ 27.9%	63	- 27.6%	- 6.0%
\$100,001 to \$200,000	712	- 21.8%	- 12.7%	6.4	- 5.9%	- 3.2%	126	- 16.6%	- 10.6%
\$200,001 to \$300,000	427	+ 70.1%	+ 3.1%	6.1	+ 24.5%	+ 3.2%	75	+ 31.6%	- 3.8%
\$300,001 and Above	166	+ 59.6%	- 7.8%	3.5	+ 34.6%	+ 5.6%	57	- 3.4%	- 12.3%
Total	1,603	- 0.4%	- 3.3%	6.0	+ 3.4%	+ 4.1%	321	- 9.3%	- 8.5%

Showings

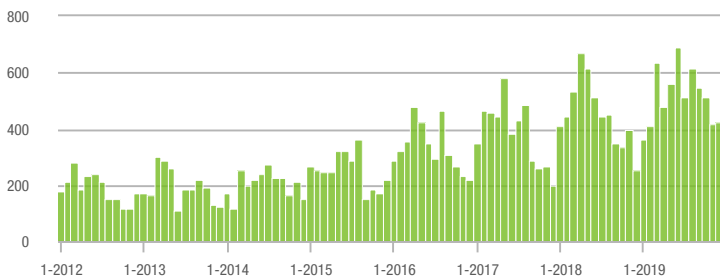
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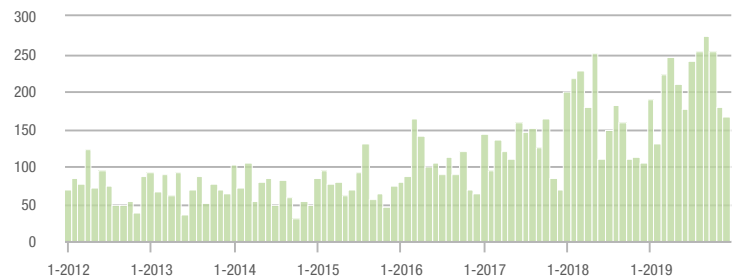
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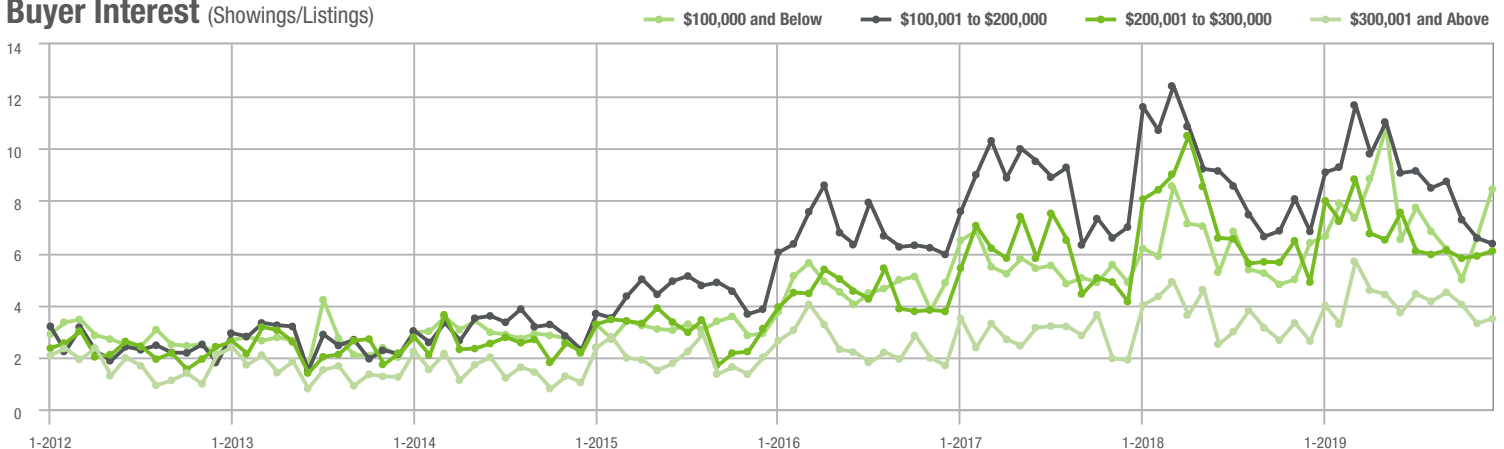
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

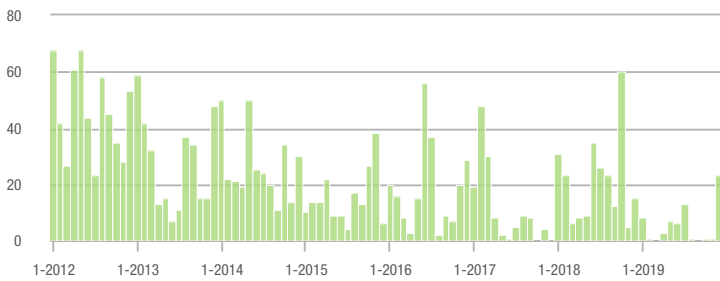


Huntersville, NC

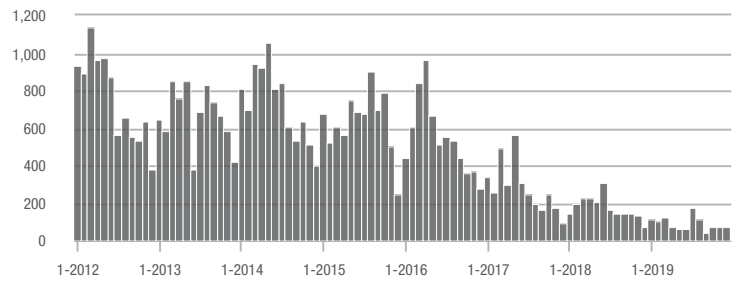
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	23	+ 53.3%	+ 2,200.0%	4.4	+ 18.9%	+ 1,660.0%	7	- 36.4%	+ 16.7%
\$100,001 to \$200,000	67	0.0%	- 8.2%	8.4	+ 115.4%	+ 14.7%	10	- 56.5%	- 16.7%
\$200,001 to \$300,000	481	- 13.5%	- 23.2%	7.7	+ 24.2%	+ 2.8%	68	- 32.7%	- 24.4%
\$300,001 and Above	1,159	+ 57.3%	- 12.4%	5.4	+ 45.9%	+ 1.1%	238	- 3.3%	- 13.8%
Total	1,730	+ 25.8%	- 14.5%	6.0	+ 33.3%	+ 1.7%	323	- 15.2%	- 15.9%

Showings

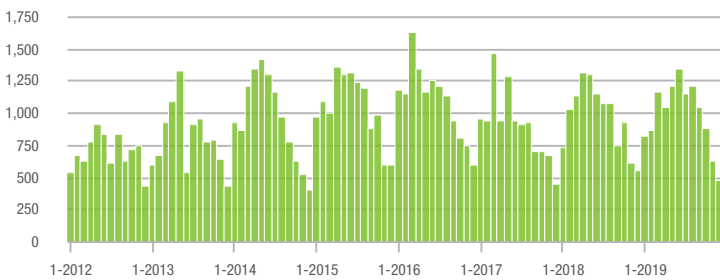
\$100,000 and Below



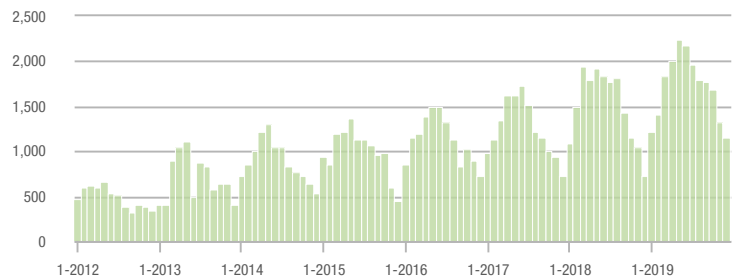
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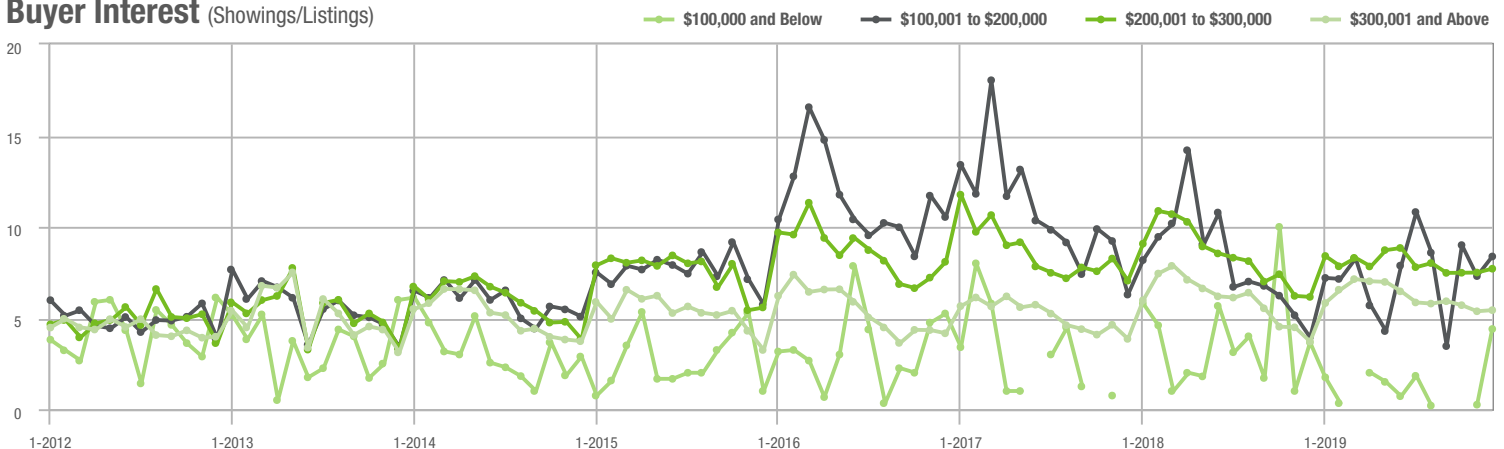
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

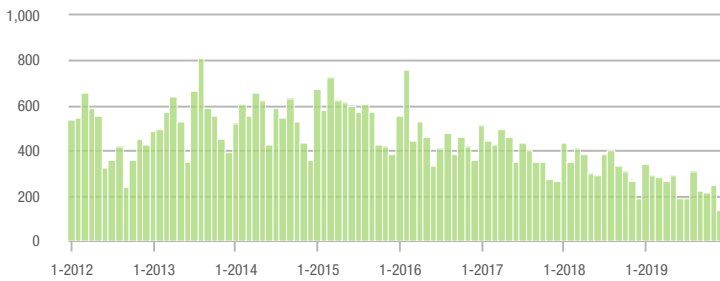


Iredell County, NC

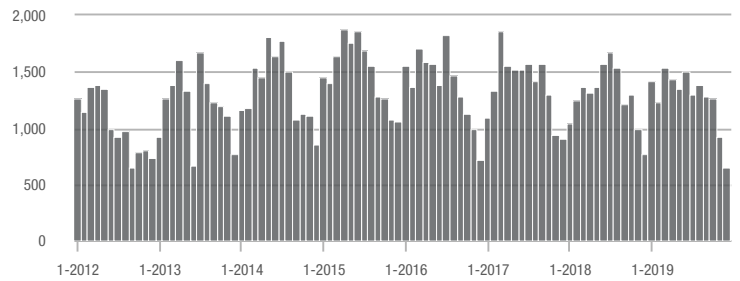
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	139	- 27.6%	- 44.0%	2.6	+ 8.3%	- 34.9%	138	- 32.0%	- 12.1%
\$100,001 to \$200,000	649	- 15.4%	- 29.1%	5.4	+ 20.0%	- 9.5%	149	- 36.6%	- 19.5%
\$200,001 to \$300,000	869	+ 17.4%	- 36.6%	5.3	+ 47.2%	- 8.7%	208	- 30.7%	- 29.5%
\$300,001 and Above	1,490	+ 46.2%	- 19.5%	3.8	+ 65.2%	- 10.3%	477	- 20.0%	- 12.2%
Total	3,147	+ 15.8%	- 28.3%	4.3	+ 43.3%	- 12.5%	972	- 27.1%	- 17.6%

Showings

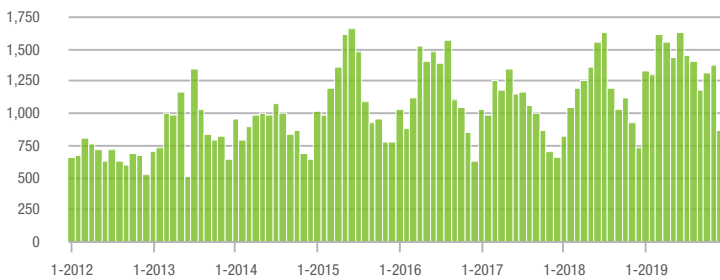
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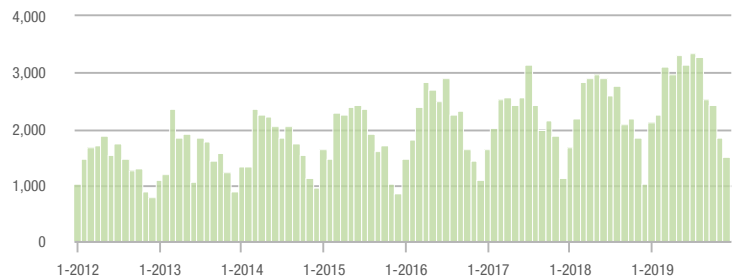
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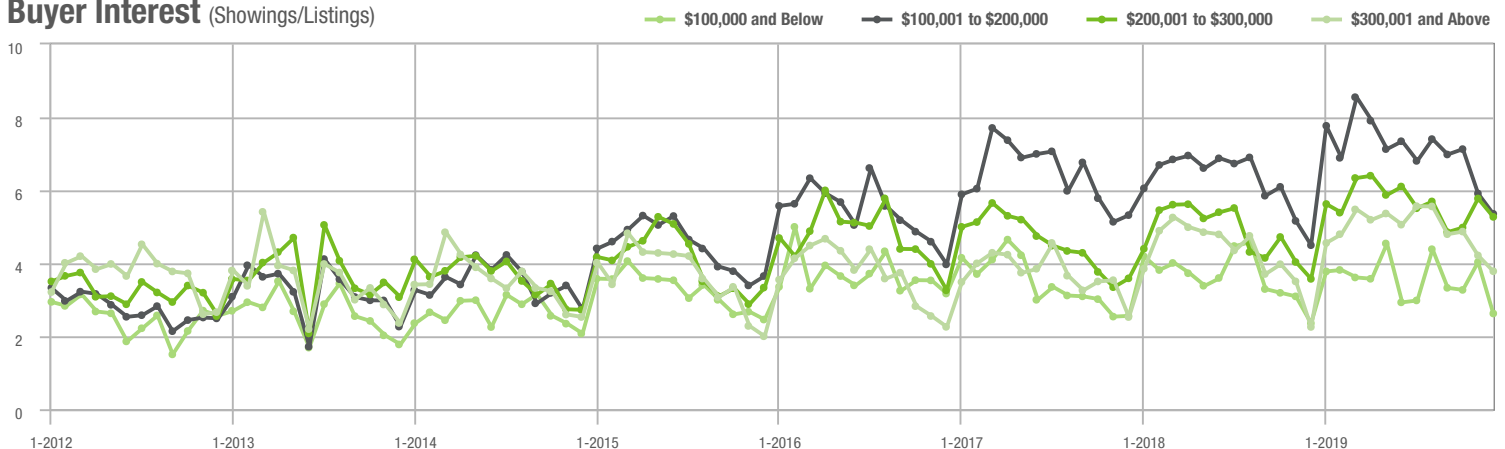
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

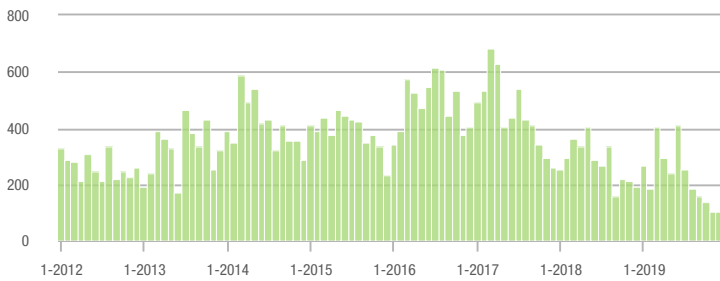


Kannapolis, NC

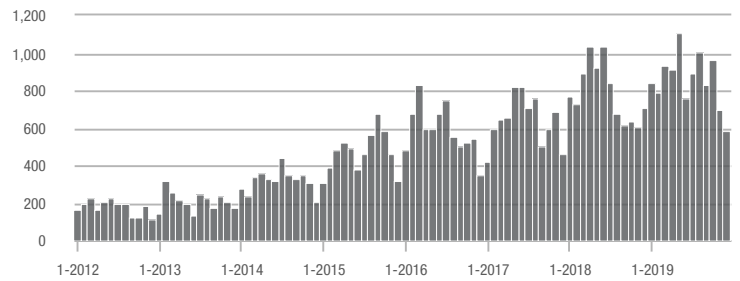
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	104	- 45.5%	+ 2.0%	6.8	- 8.1%	+ 19.7%	23	- 48.9%	- 23.3%
\$100,001 to \$200,000	584	- 17.5%	- 16.1%	8.1	+ 5.2%	- 1.5%	73	- 26.3%	- 15.1%
\$200,001 to \$300,000	111	- 26.5%	- 49.3%	4.8	+ 6.7%	- 24.6%	26	- 38.1%	- 31.6%
\$300,001 and Above	57	+ 42.5%	- 16.2%	3.6	+ 80.0%	+ 28.6%	21	- 32.3%	- 34.4%
Total	856	- 21.5%	- 21.1%	6.8	+ 4.6%	+ 1.5%	143	- 34.1%	- 23.1%

Showings

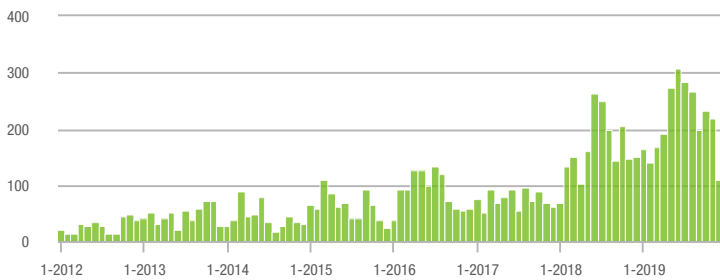
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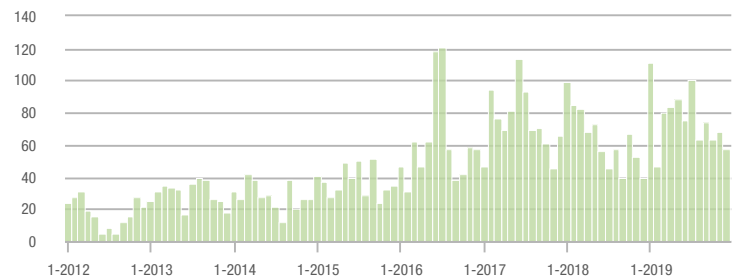
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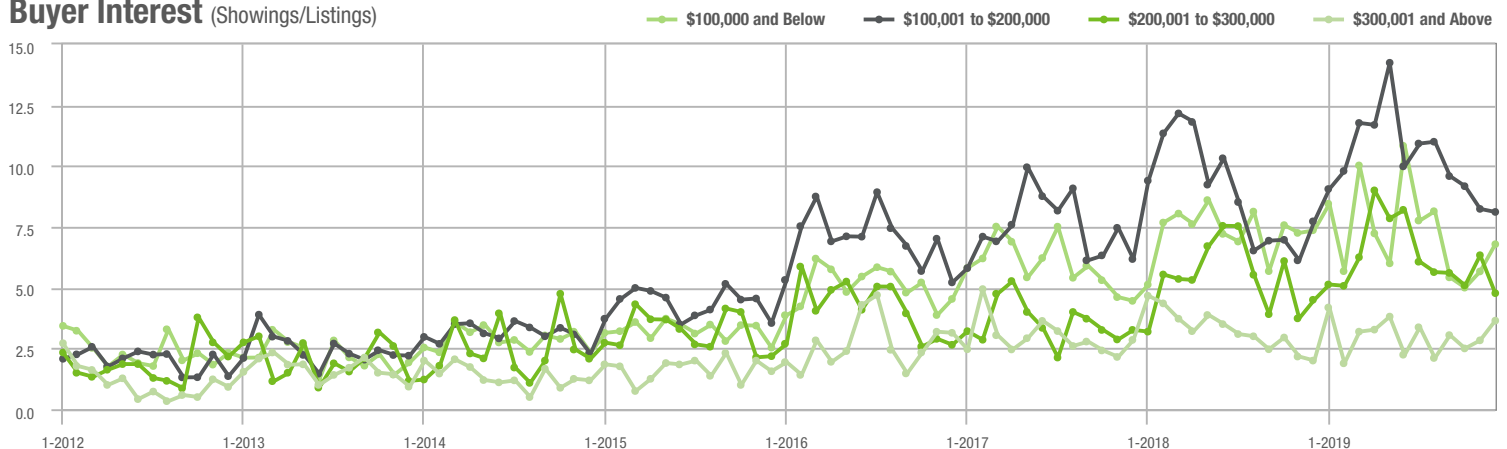
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

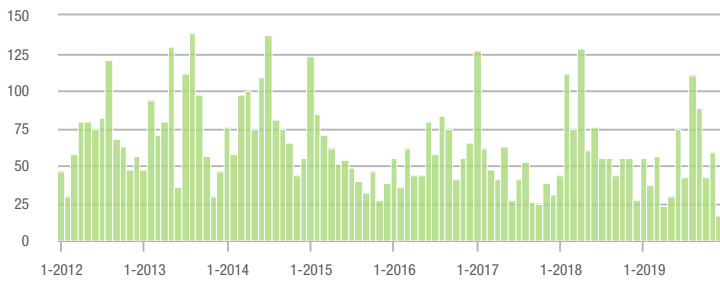


Lake Norman

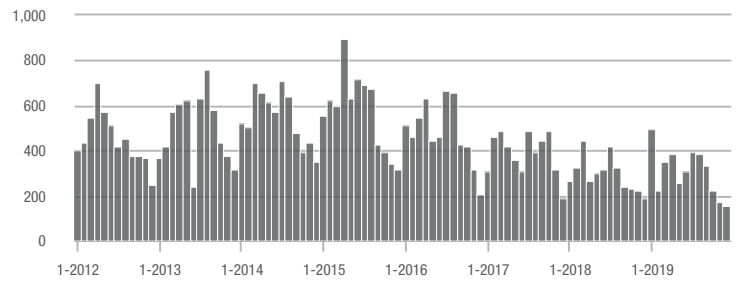
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	17	- 37.0%	- 71.2%	0.3	- 57.1%	- 81.6%	93	- 17.7%	- 6.1%
\$100,001 to \$200,000	155	- 17.6%	- 7.7%	3.2	- 17.9%	- 9.4%	71	- 22.8%	- 2.7%
\$200,001 to \$300,000	403	- 4.7%	- 35.1%	4.1	+ 24.2%	- 29.4%	129	- 16.2%	- 12.2%
\$300,001 and Above	2,010	+ 23.9%	- 30.7%	4.0	+ 53.8%	- 16.5%	593	- 25.6%	- 16.5%
Total	2,585	+ 14.4%	- 31.1%	3.8	+ 40.7%	- 19.9%	886	- 23.4%	- 13.9%

Showings

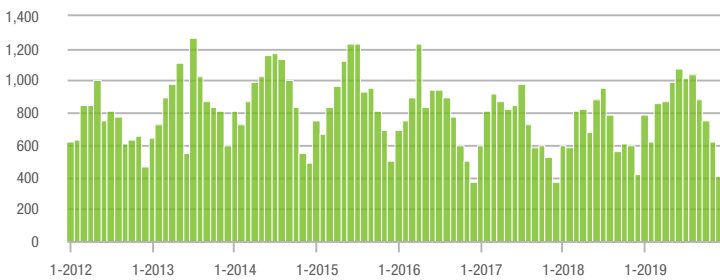
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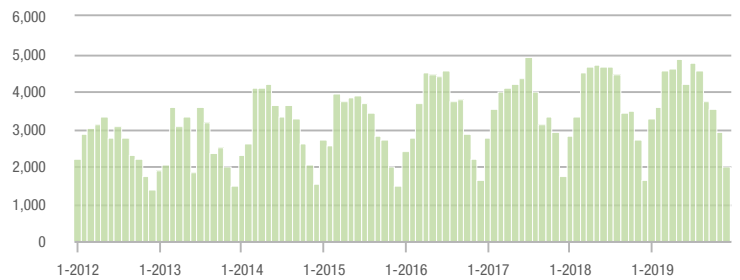
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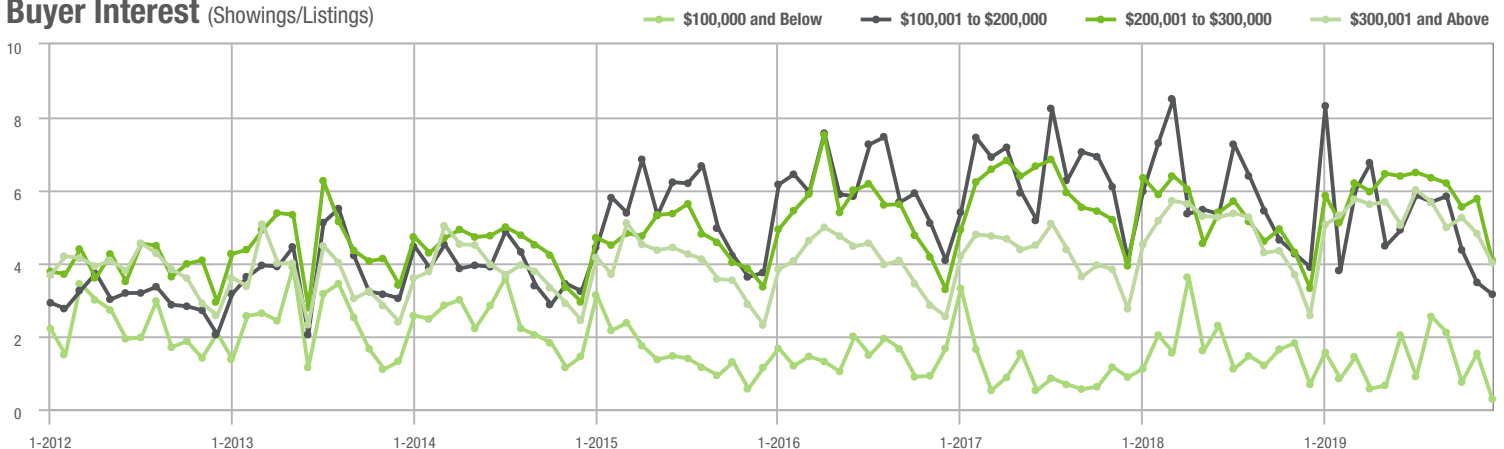
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

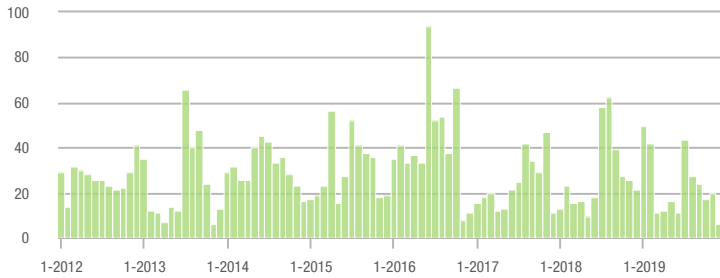


Lake Wylie

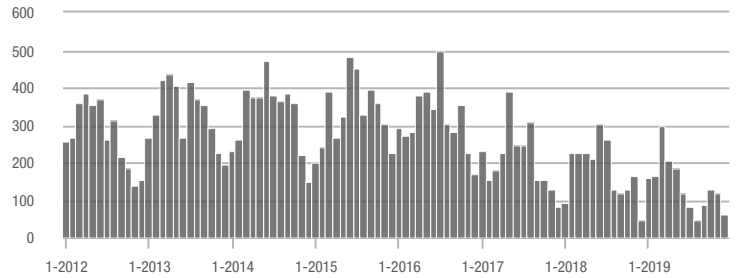
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	6	- 71.4%	- 70.0%	0.3	- 50.0%	- 37.5%	42	- 30.0%	0.0%
\$100,001 to \$200,000	59	+ 28.3%	- 50.0%	6.5	+ 170.8%	- 29.1%	25	- 39.0%	- 16.7%
\$200,001 to \$300,000	421	+ 40.3%	- 5.0%	7.0	+ 66.7%	+ 28.0%	96	- 24.4%	- 19.3%
\$300,001 and Above	1,028	+ 44.2%	- 20.4%	4.2	+ 40.0%	- 8.4%	285	- 8.1%	- 14.7%
Total	1,514	+ 40.2%	- 19.1%	4.5	+ 50.0%	- 3.6%	448	- 16.7%	- 14.7%

Showings

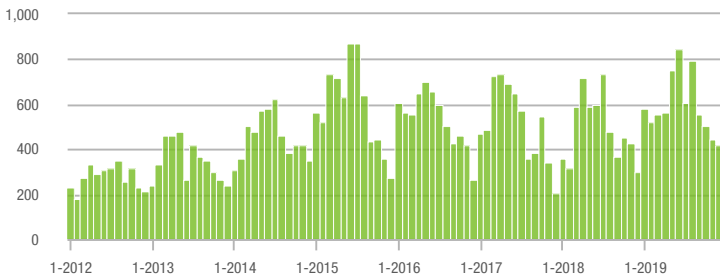
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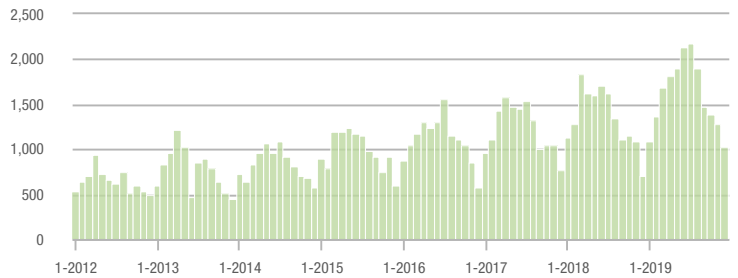
\$100,001 to \$200,000



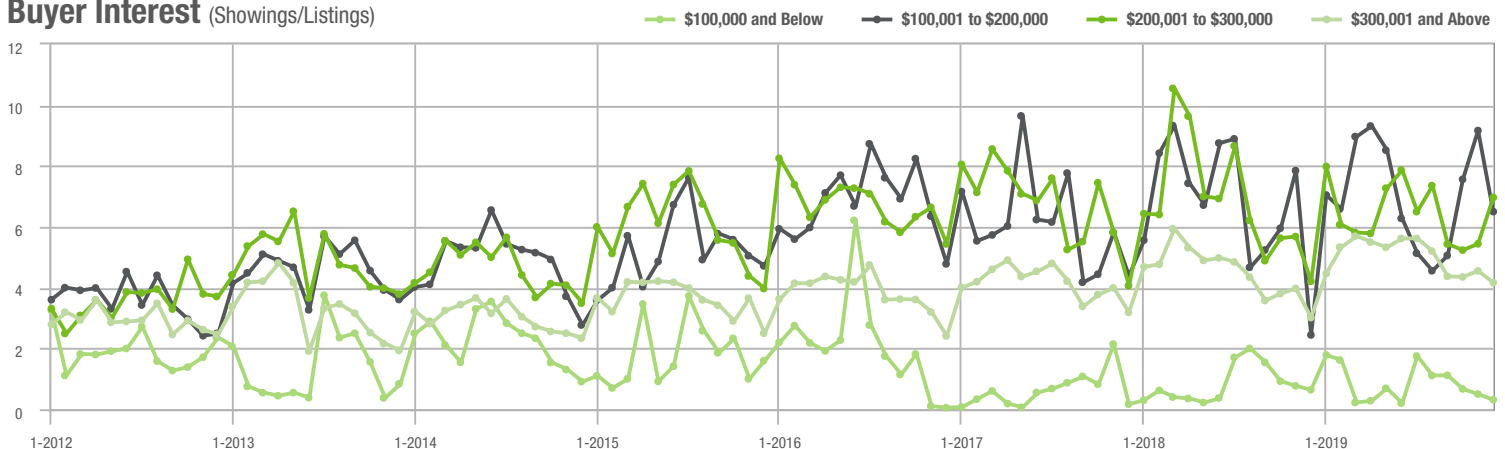
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

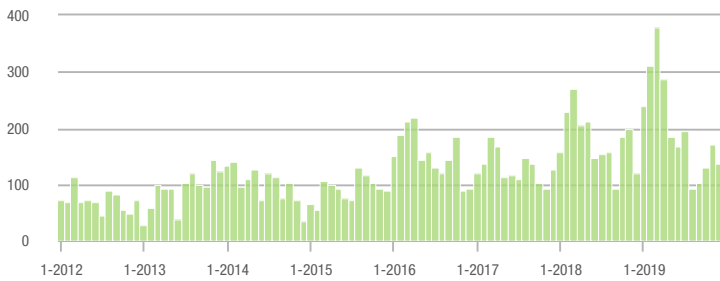


Lancaster County, SC

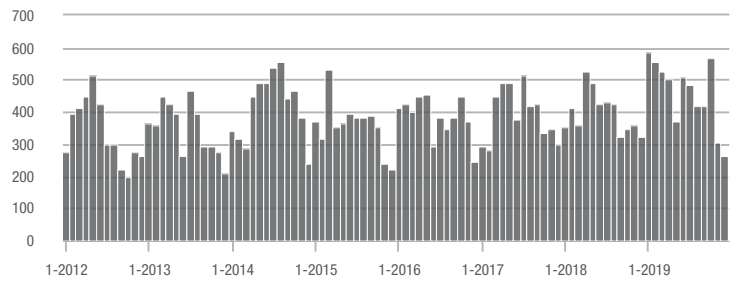
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	138	+ 16.9%	- 19.3%	3.2	+ 60.0%	- 15.6%	60	- 43.9%	- 11.8%
\$100,001 to \$200,000	264	- 18.0%	- 13.2%	4.4	- 10.2%	+ 5.9%	75	- 19.4%	- 16.7%
\$200,001 to \$300,000	573	+ 58.7%	- 0.7%	5.9	+ 51.3%	+ 3.2%	109	+ 4.8%	- 5.2%
\$300,001 and Above	608	+ 13.2%	- 17.9%	4.0	+ 21.2%	- 0.7%	185	- 9.8%	- 20.6%
Total	1,583	+ 18.3%	- 11.7%	4.5	+ 28.6%	+ 1.3%	429	- 15.7%	- 15.2%

Showings

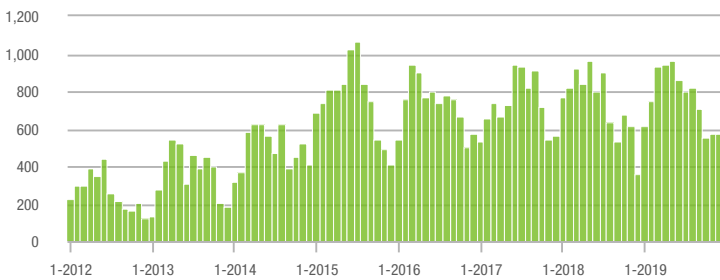
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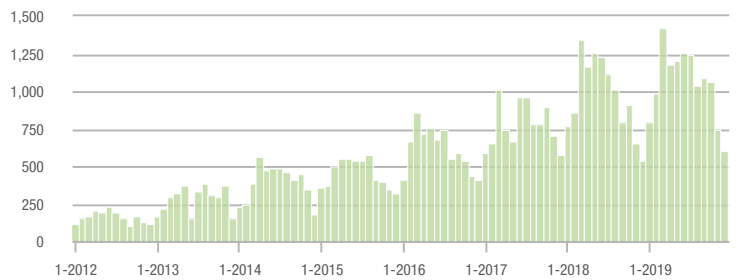
\$100,001 to \$200,000



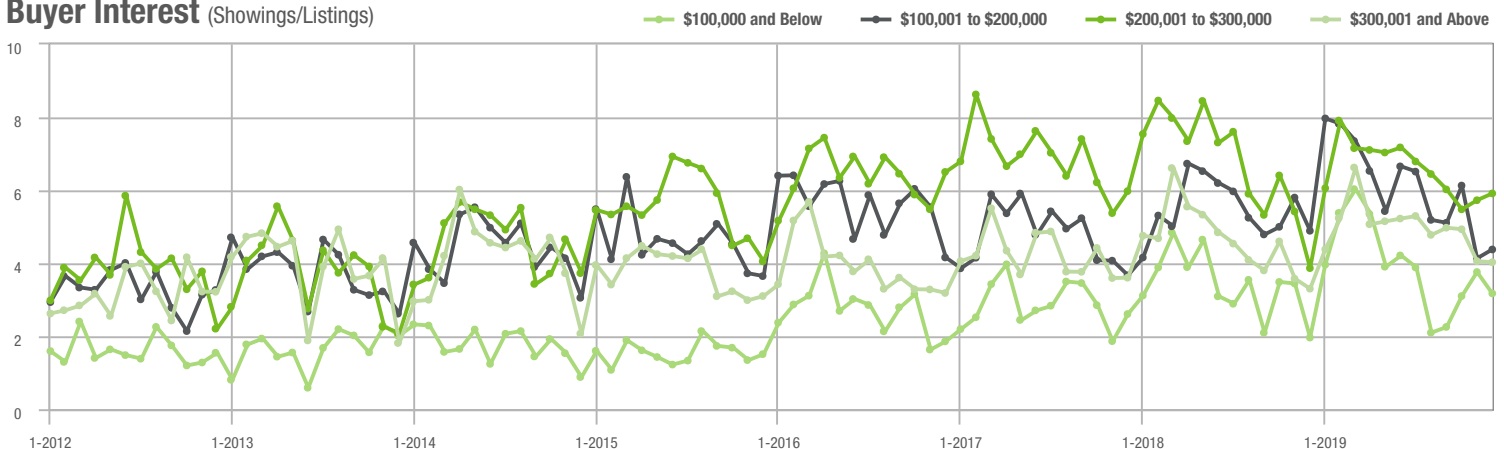
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

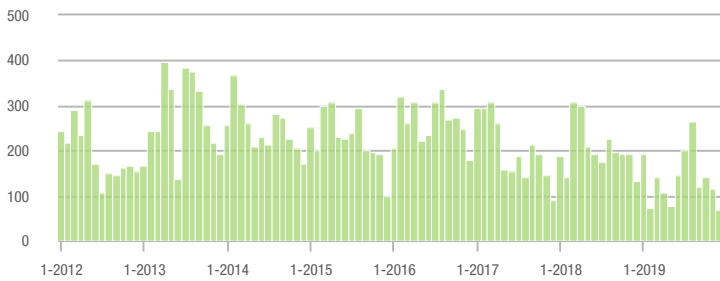


Lincoln County, NC

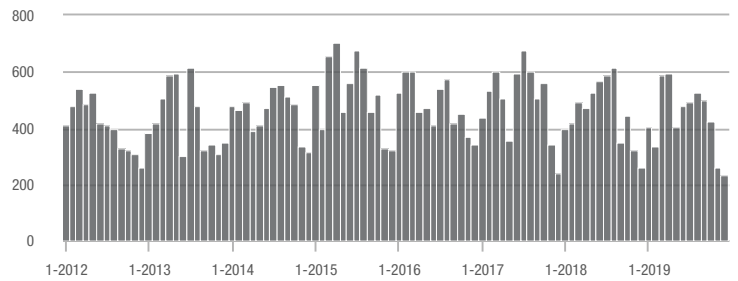
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	68	- 49.3%	- 40.4%	1.5	- 48.3%	- 44.3%	96	- 30.9%	- 4.0%
\$100,001 to \$200,000	234	- 10.0%	- 9.7%	4.3	- 14.0%	+ 6.1%	67	- 17.3%	- 13.0%
\$200,001 to \$300,000	312	+ 17.7%	- 24.5%	3.8	+ 8.6%	- 17.4%	91	+ 5.8%	- 8.1%
\$300,001 and Above	479	+ 56.0%	- 28.9%	2.7	+ 28.6%	- 13.3%	205	- 9.3%	- 17.3%
Total	1,093	+ 13.1%	- 25.1%	3.1	+ 3.3%	- 13.0%	459	- 13.7%	- 12.4%

Showings

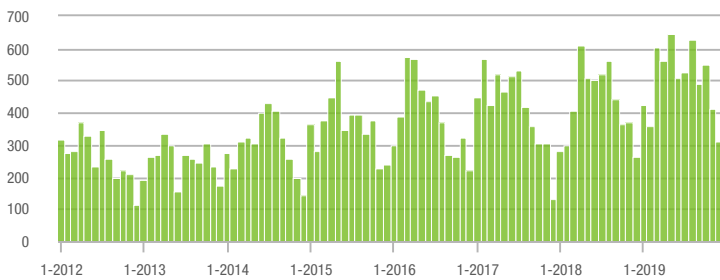
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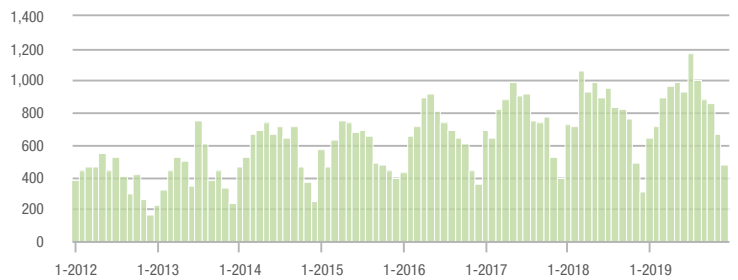
\$100,001 to \$200,000



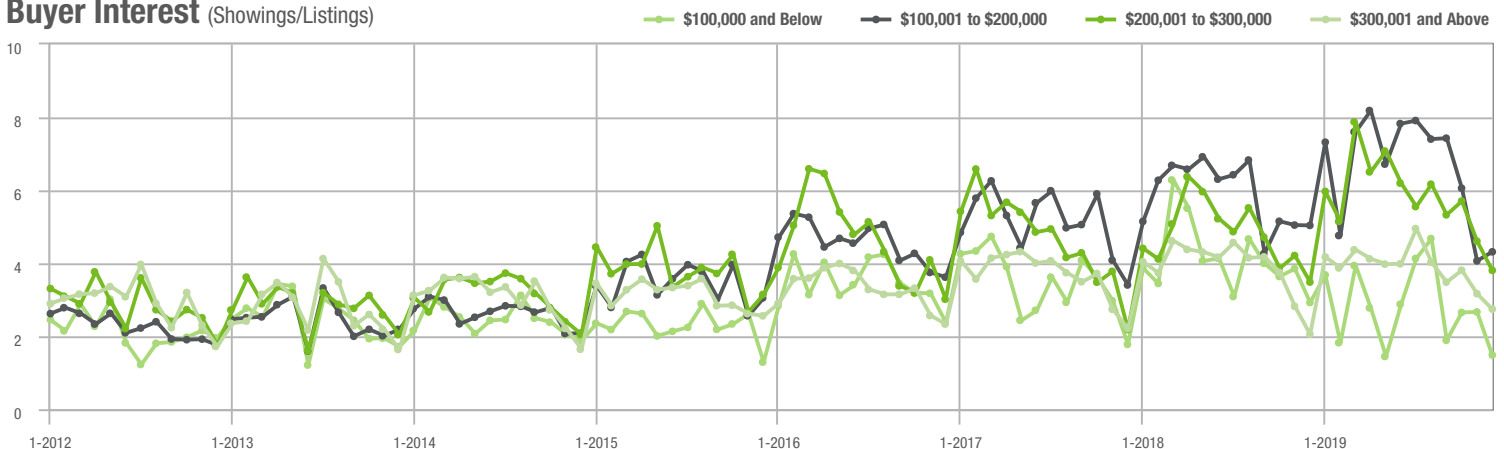
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

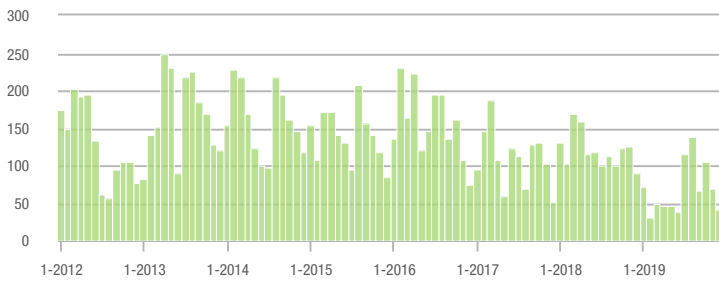


Lincolnton, NC

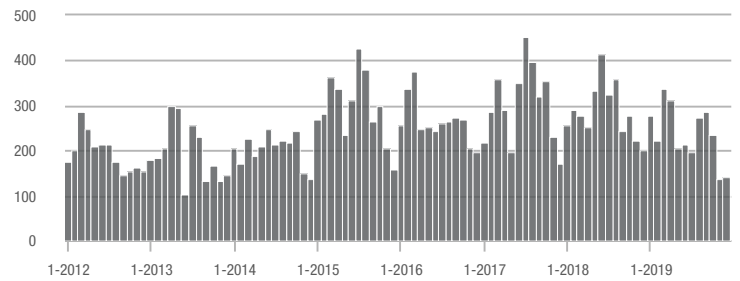
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	40	- 56.0%	- 42.0%	5.6	- 6.7%	- 32.5%	25	- 41.9%	- 10.7%
\$100,001 to \$200,000	142	- 29.7%	+ 2.9%	5.0	- 5.7%	- 0.1%	30	- 37.5%	0.0%
\$200,001 to \$300,000	131	+ 45.6%	- 12.1%	4.6	+ 35.3%	- 8.5%	30	+ 3.4%	- 3.2%
\$300,001 and Above	50	+ 138.1%	- 3.8%	2.9	+ 93.3%	+ 41.3%	18	- 25.0%	- 33.3%
Total	363	- 10.1%	- 11.0%	4.5	+ 4.7%	+ 0.1%	103	- 28.5%	- 11.2%

Showings

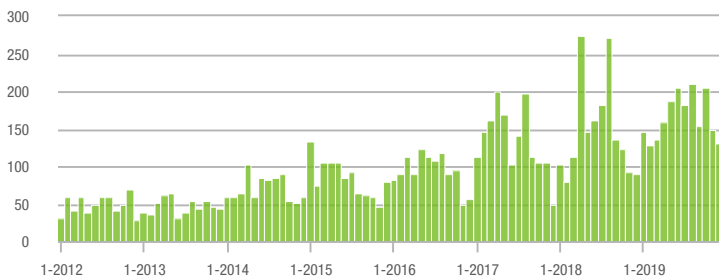
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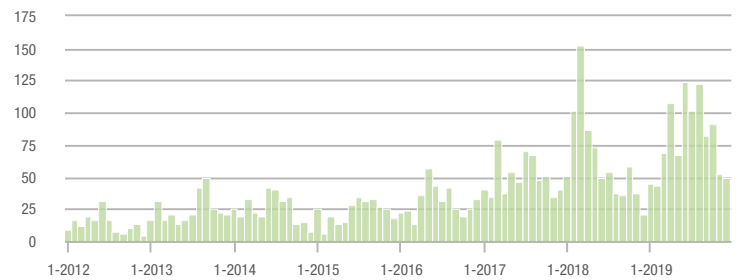
\$100,001 to \$200,000



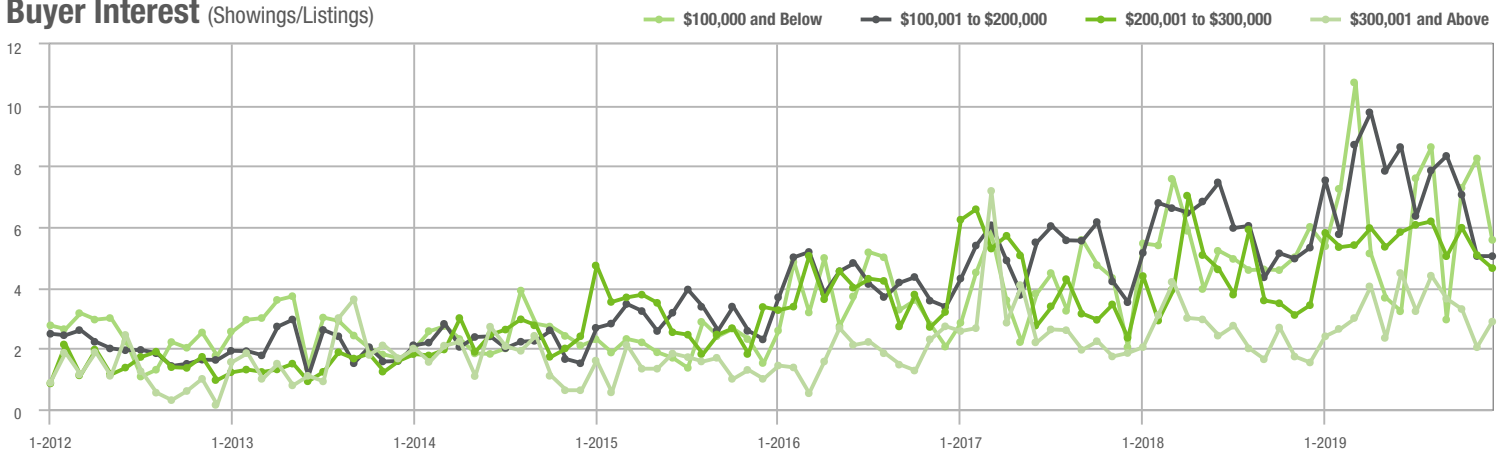
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

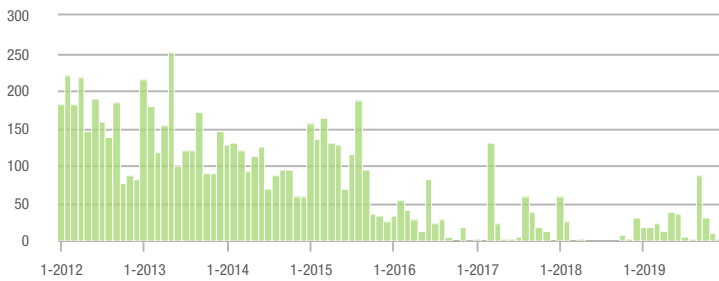


Matthews, NC

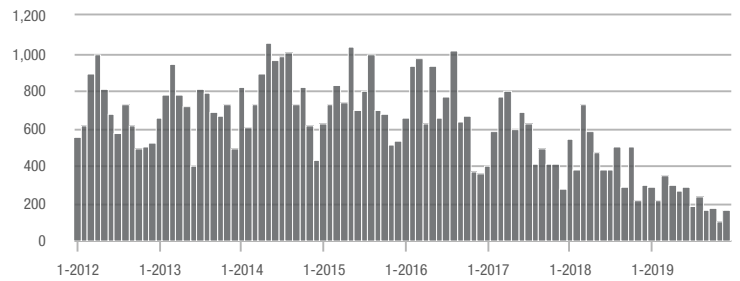
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	3	- 90.0%	- 70.0%	0.5	- 96.7%	- 77.8%	5	+ 25.0%	- 37.5%
\$100,001 to \$200,000	167	- 44.7%	+ 67.0%	11.1	- 8.3%	+ 111.5%	18	- 41.9%	- 18.2%
\$200,001 to \$300,000	420	+ 22.4%	- 46.2%	10.4	+ 60.0%	- 5.1%	41	- 28.1%	- 43.1%
\$300,001 and Above	990	+ 61.0%	- 8.2%	7.0	+ 29.6%	- 0.7%	153	+ 9.3%	- 8.4%
Total	1,580	+ 22.5%	- 19.8%	8.0	+ 19.4%	- 0.3%	217	- 6.5%	- 19.3%

Showings

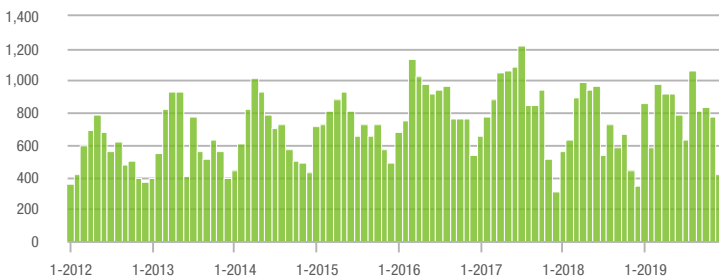
\$100,000 and Below



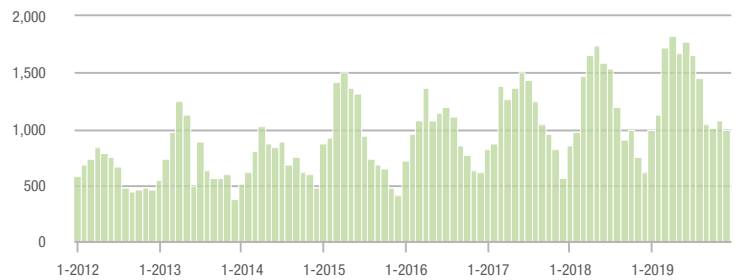
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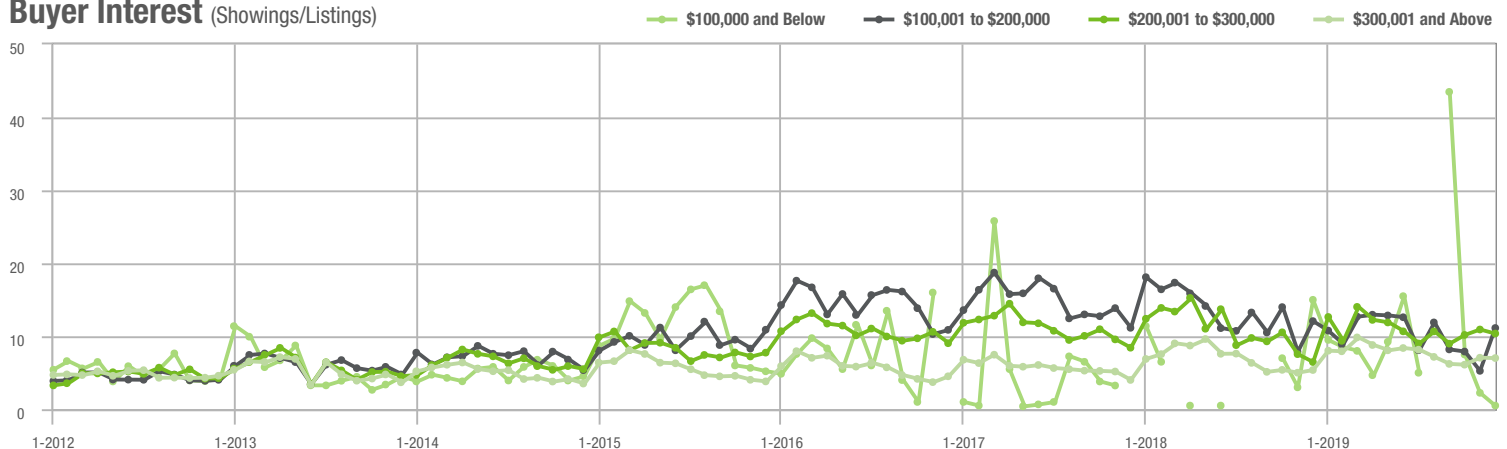
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

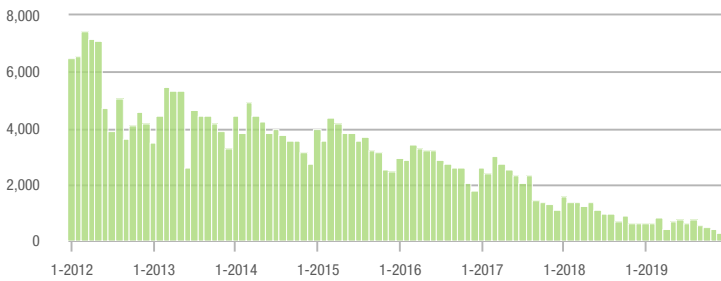


Mecklenburg County, NC

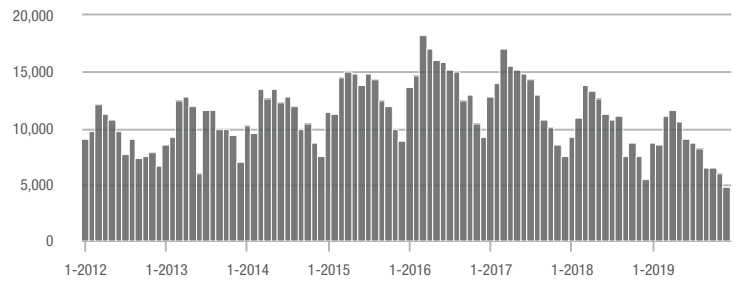
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	279	- 53.2%	- 35.0%	4.3	- 37.7%	- 28.0%	97	- 30.7%	- 10.2%
\$100,001 to \$200,000	4,825	- 10.9%	- 20.5%	9.8	+ 25.6%	- 7.7%	509	- 32.0%	- 14.5%
\$200,001 to \$300,000	6,790	+ 9.2%	- 25.7%	7.7	+ 30.5%	- 2.2%	935	- 20.6%	- 23.6%
\$300,001 and Above	10,639	+ 30.5%	- 19.5%	5.7	+ 32.6%	- 4.5%	2,082	- 9.9%	- 15.6%
Total	22,533	+ 10.5%	- 21.9%	6.8	+ 23.6%	- 5.1%	3,623	- 17.3%	- 17.5%

Showings

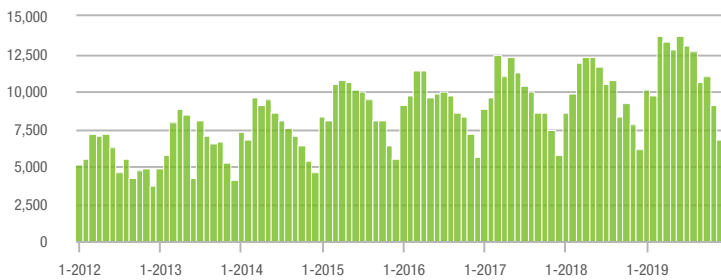
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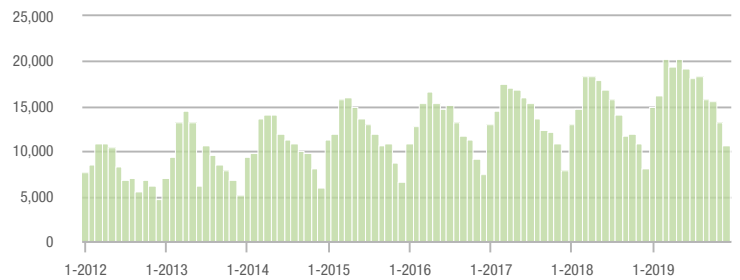
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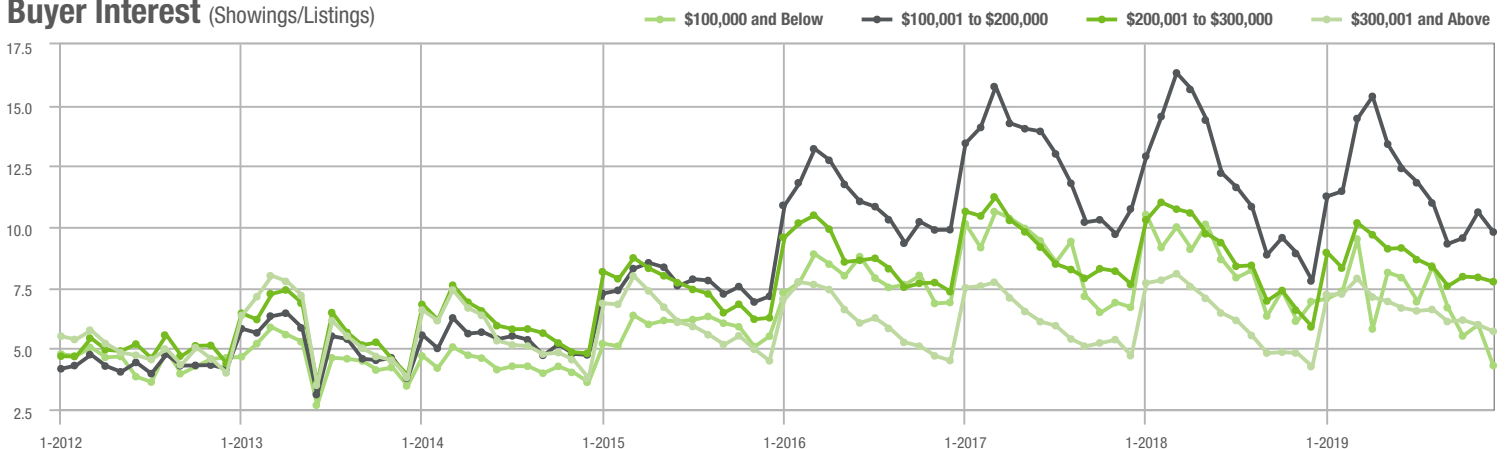
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

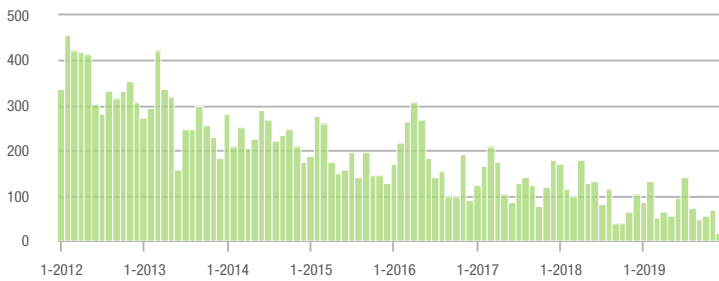


Monroe, NC

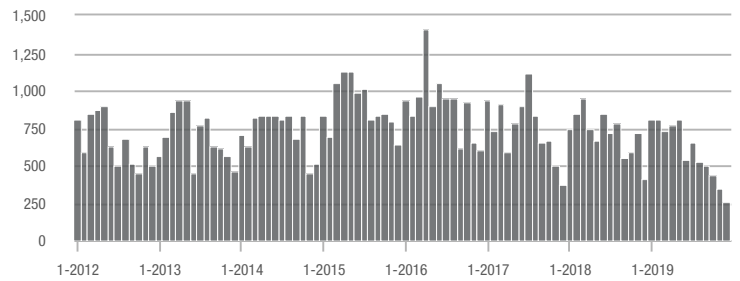
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	16	- 84.3%	- 76.8%	1.0	- 83.3%	- 69.4%	23	- 45.2%	- 25.8%
\$100,001 to \$200,000	256	- 36.9%	- 26.6%	5.9	+ 1.7%	- 3.0%	51	- 40.7%	- 21.5%
\$200,001 to \$300,000	573	+ 26.2%	+ 3.6%	6.6	+ 37.5%	+ 25.1%	94	- 13.8%	- 16.1%
\$300,001 and Above	167	+ 22.8%	- 35.8%	3.8	+ 72.7%	- 18.7%	58	- 27.5%	- 19.4%
Total	1,012	- 7.8%	- 17.8%	5.5	+ 19.6%	+ 5.1%	226	- 28.7%	- 19.3%

Showings

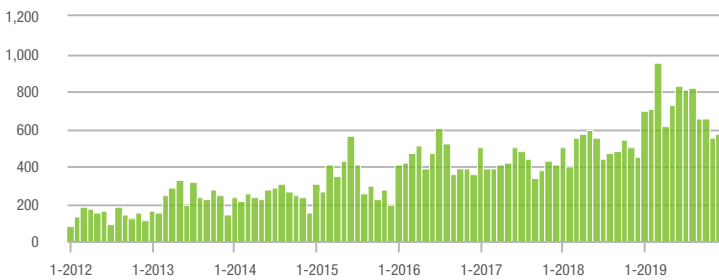
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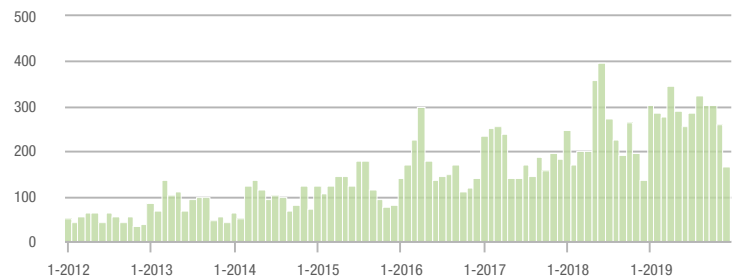
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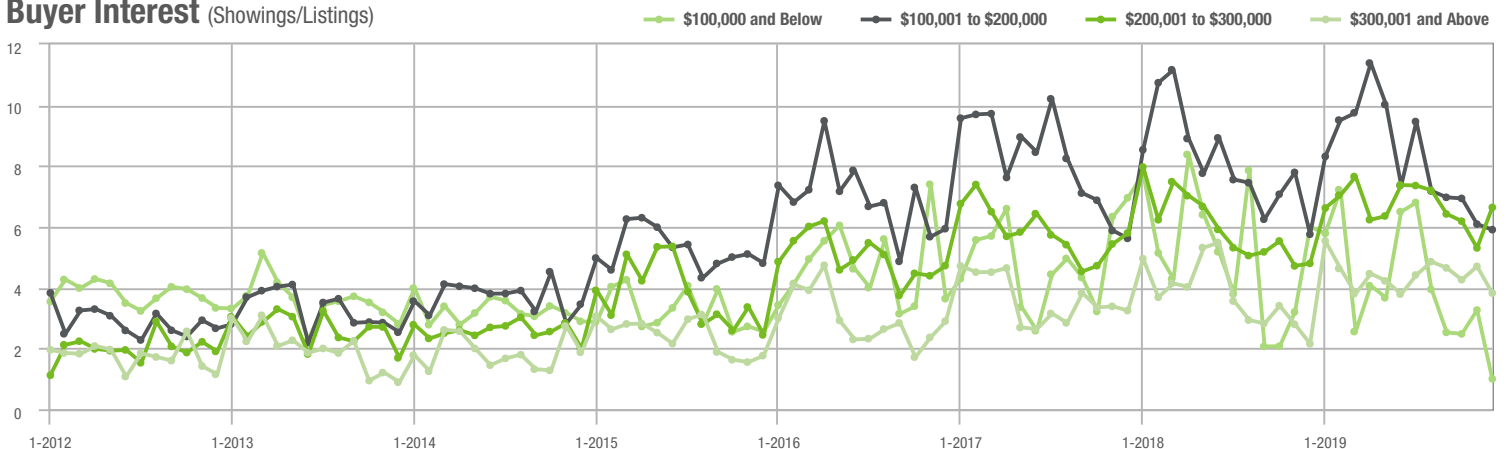
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

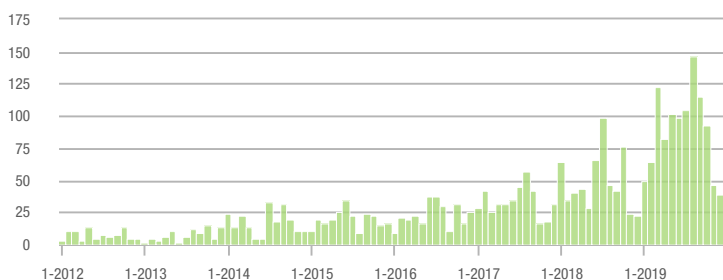


Montgomery County, NC

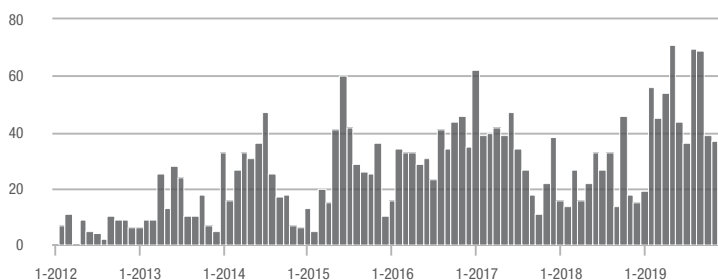
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	39	+ 77.3%	- 15.2%	0.7	0.0%	- 6.7%	95	+ 5.6%	- 9.5%
\$100,001 to \$200,000	36	+ 140.0%	- 2.7%	1.3	+ 85.7%	+ 1.0%	40	- 11.1%	- 11.1%
\$200,001 to \$300,000	22	+ 83.3%	+ 29.4%	1.4	- 6.7%	+ 96.0%	21	- 12.5%	- 4.5%
\$300,001 and Above	49	+ 88.5%	- 58.5%	1.4	+ 27.3%	- 47.4%	52	+ 8.3%	- 13.3%
Total	146	+ 94.7%	- 33.0%	1.1	+ 22.2%	- 24.8%	208	+ 0.5%	- 10.3%

Showings

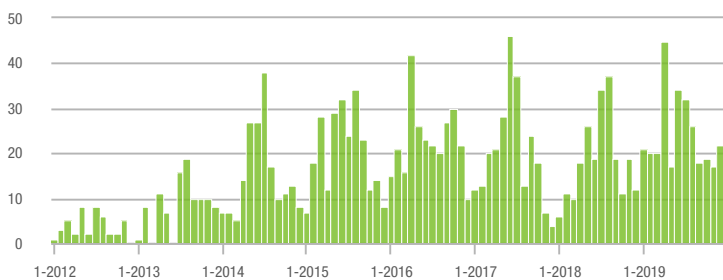
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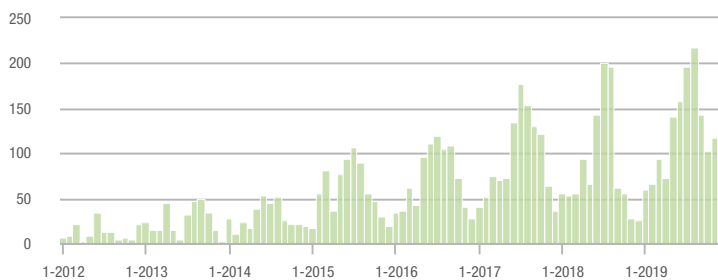
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

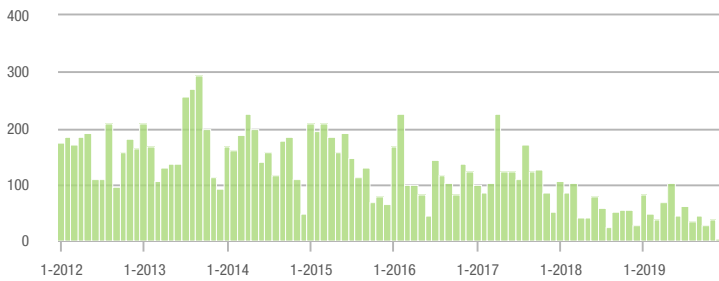


Mooreville, NC

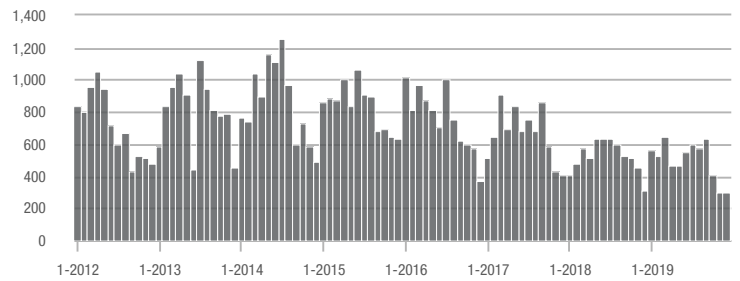
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	3	- 89.3%	- 92.1%	0.3	- 82.4%	- 89.4%	36	- 34.5%	- 12.2%
\$100,001 to \$200,000	294	- 6.7%	- 0.7%	6.5	+ 18.2%	+ 10.7%	58	- 23.7%	- 7.9%
\$200,001 to \$300,000	581	+ 6.2%	- 37.6%	5.9	+ 55.3%	- 11.0%	122	- 35.8%	- 29.5%
\$300,001 and Above	1,286	+ 49.4%	- 19.0%	4.0	+ 66.7%	- 10.3%	382	- 18.9%	- 10.7%
Total	2,164	+ 23.6%	- 24.2%	4.5	+ 50.0%	- 10.7%	598	- 24.5%	- 15.2%

Showings

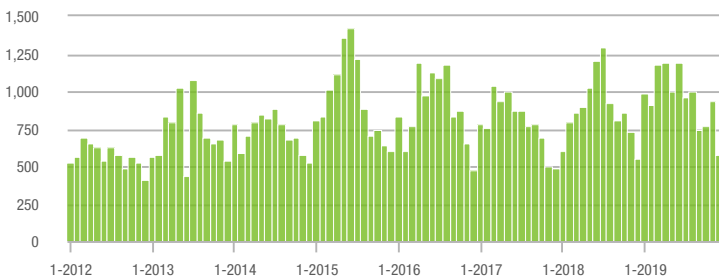
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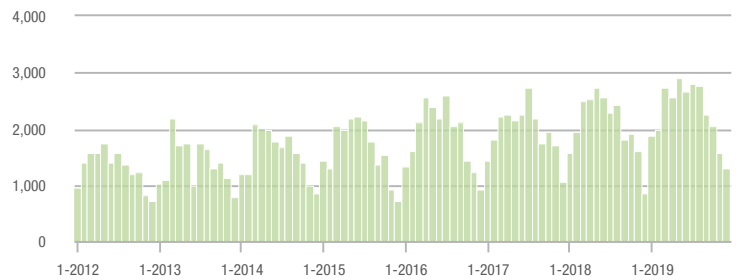
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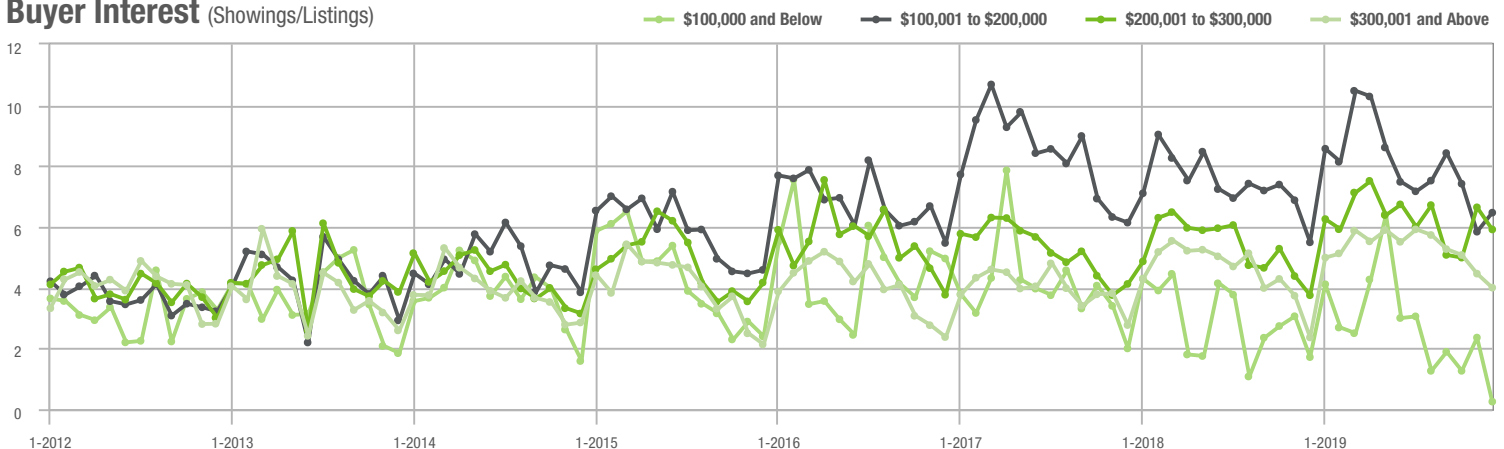
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

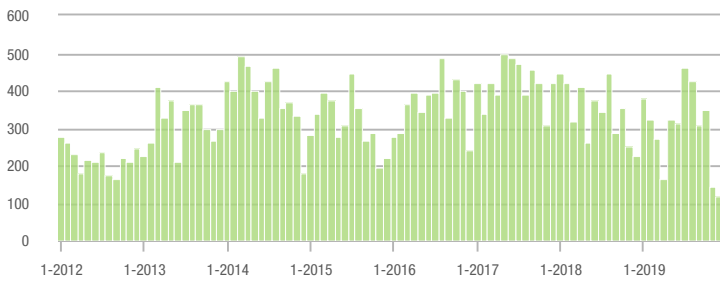


Rock Hill, SC

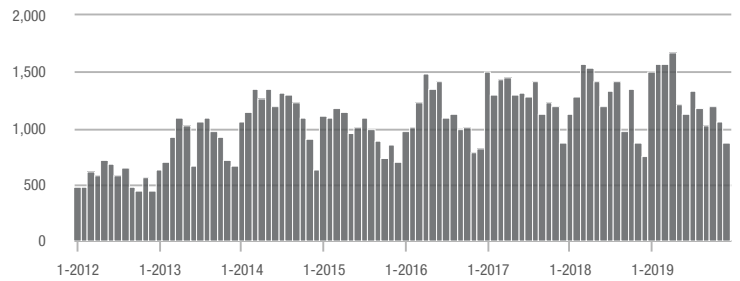
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	119	- 47.3%	- 16.8%	4.5	+ 7.1%	+ 21.0%	42	- 53.8%	- 23.6%
\$100,001 to \$200,000	875	+ 17.3%	- 17.7%	8.3	+ 5.1%	- 4.4%	110	+ 10.0%	- 14.7%
\$200,001 to \$300,000	627	+ 21.5%	- 27.1%	6.3	+ 18.9%	- 6.7%	108	- 3.6%	- 23.4%
\$300,001 and Above	308	+ 4.1%	- 0.6%	3.2	+ 10.3%	+ 7.9%	114	- 16.2%	- 10.2%
Total	1,929	+ 8.1%	- 18.8%	5.9	+ 15.7%	- 2.9%	374	- 14.8%	- 17.3%

Showings

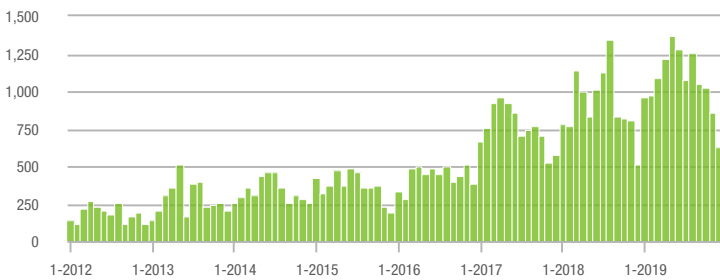
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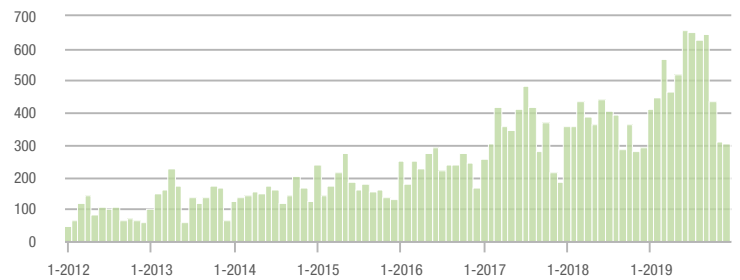
\$100,001 to \$200,000



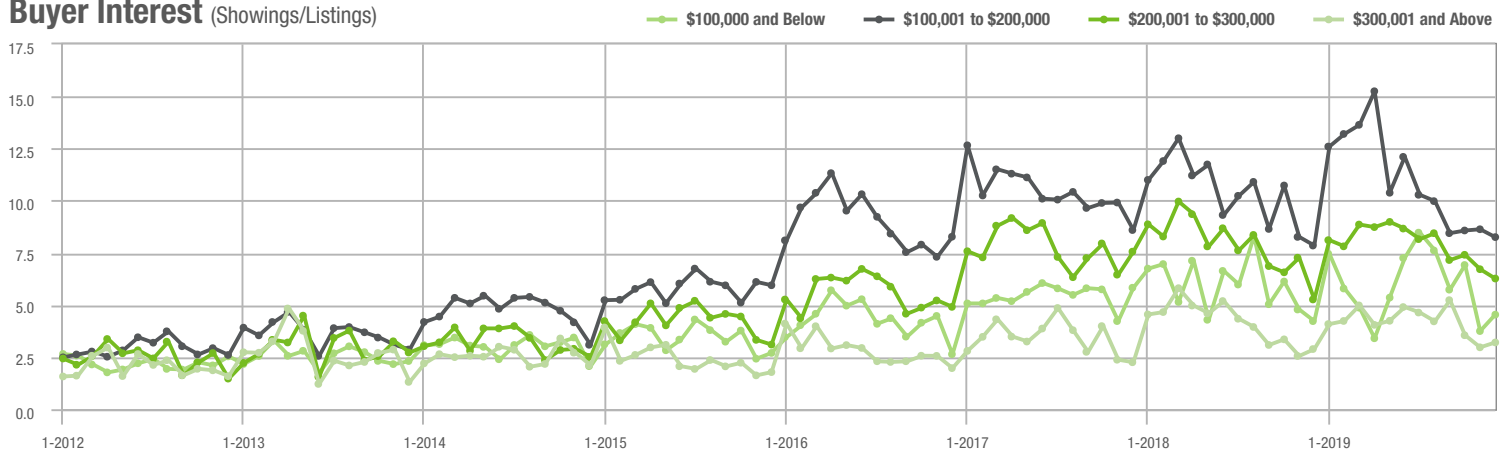
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

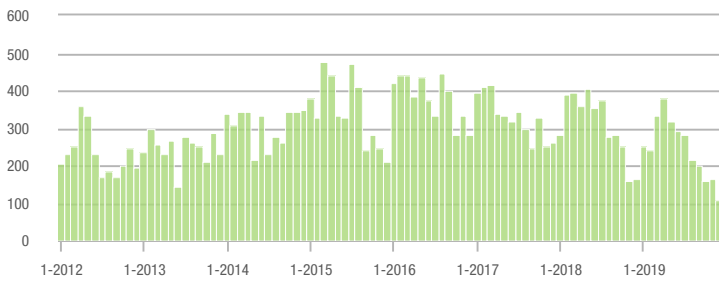


Salisbury, NC

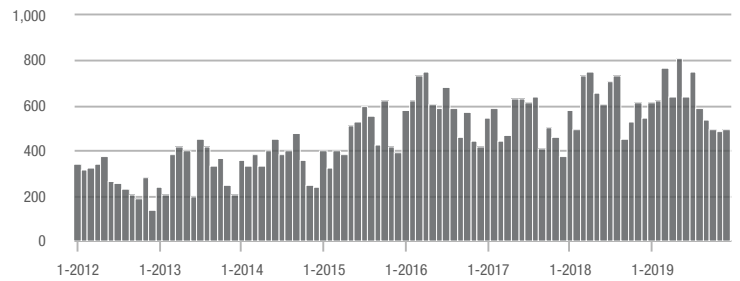
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	110	- 32.9%	- 33.7%	2.0	- 37.5%	- 23.4%	76	- 19.1%	- 14.6%
\$100,001 to \$200,000	498	- 9.6%	+ 2.7%	6.0	+ 1.7%	+ 12.0%	94	- 18.3%	- 10.5%
\$200,001 to \$300,000	180	+ 25.9%	- 17.8%	3.0	+ 15.4%	- 16.1%	65	+ 4.8%	- 7.1%
\$300,001 and Above	71	- 6.6%	- 36.0%	1.7	- 15.0%	- 19.2%	52	+ 8.3%	- 10.3%
Total	859	- 8.0%	- 12.4%	3.6	- 10.0%	- 2.8%	287	- 10.0%	- 10.9%

Showings

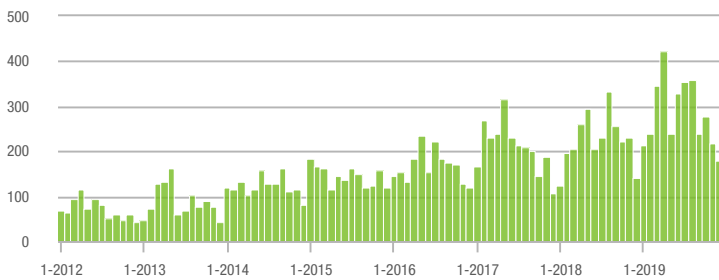
\$100,000 and Below



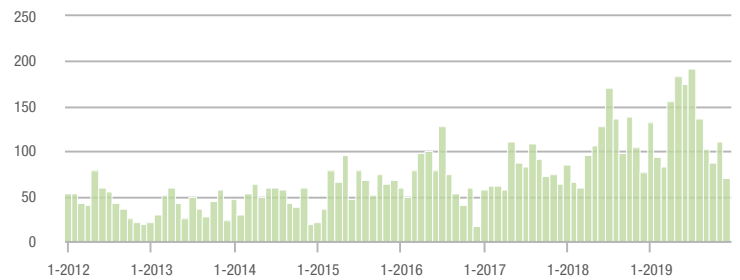
\$100,001 to \$200,000



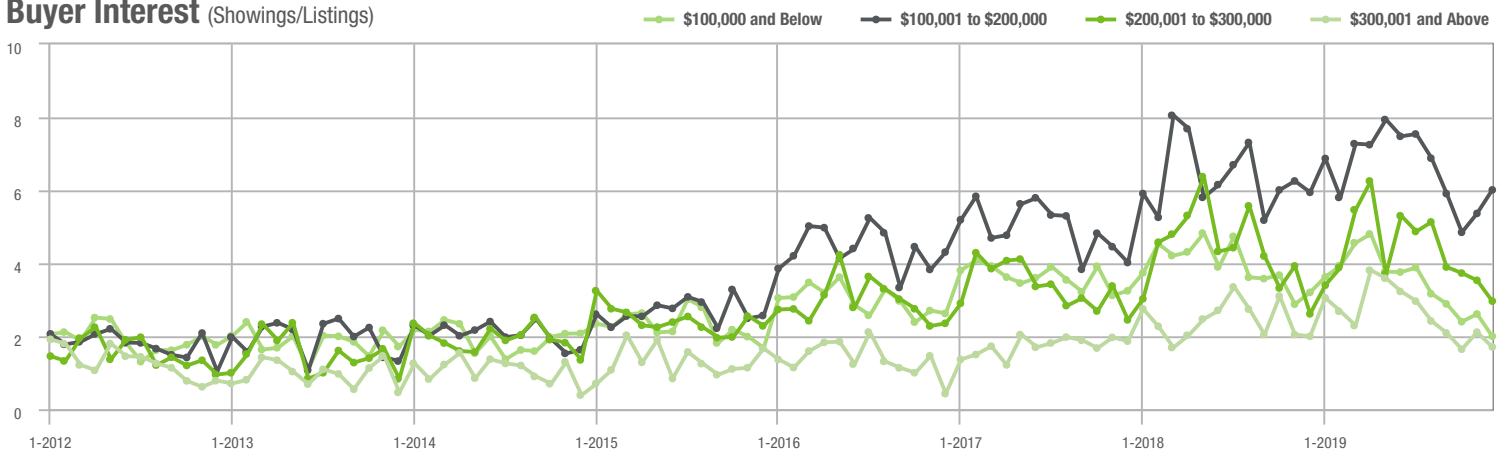
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

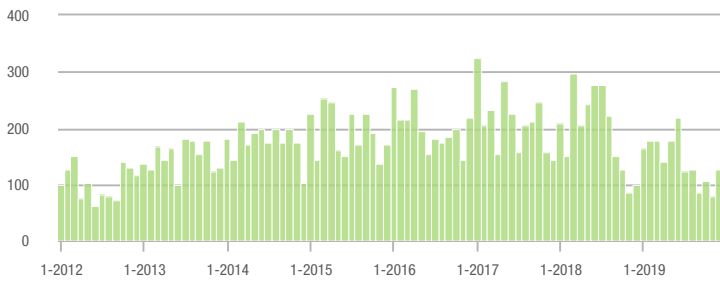


Stanly County, NC

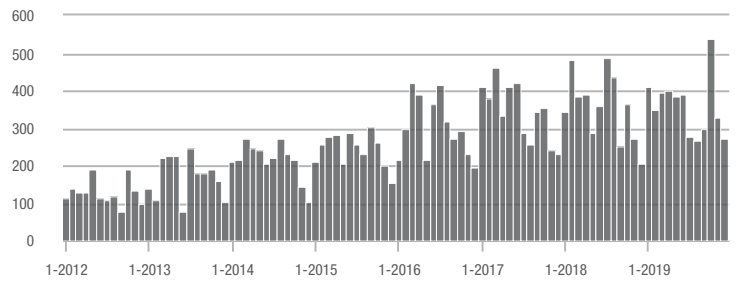
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	128	+ 30.6%	+ 66.2%	3.5	+ 16.7%	+ 47.7%	67	- 23.0%	+ 1.5%
\$100,001 to \$200,000	273	+ 32.5%	- 16.5%	4.8	+ 60.0%	- 1.3%	67	- 24.7%	- 16.3%
\$200,001 to \$300,000	128	+ 5.8%	- 21.0%	3.0	+ 7.1%	- 2.5%	56	- 22.2%	- 17.6%
\$300,001 and Above	87	+ 135.1%	- 33.1%	2.1	+ 200.0%	- 19.4%	53	- 23.2%	- 11.7%
Total	616	+ 33.3%	- 11.5%	3.5	+ 45.8%	+ 0.3%	243	- 23.3%	- 11.3%

Showings

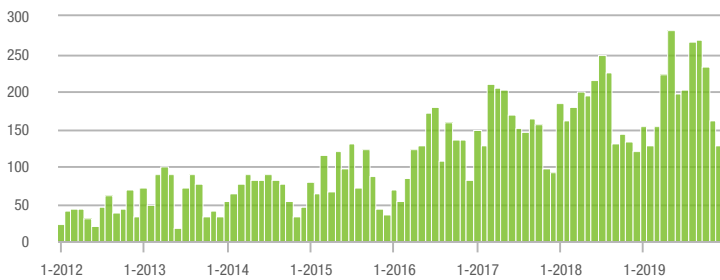
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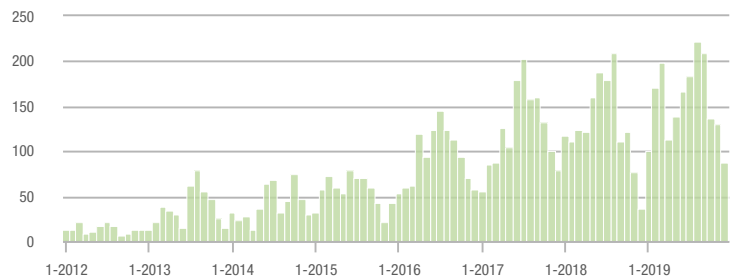
\$100,001 to \$200,000



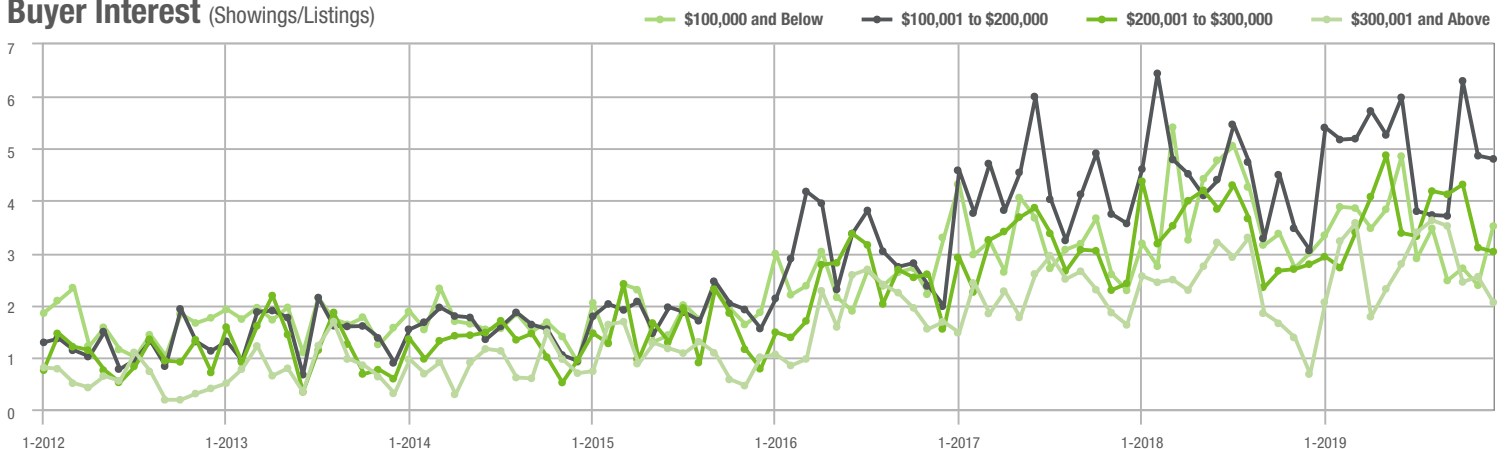
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

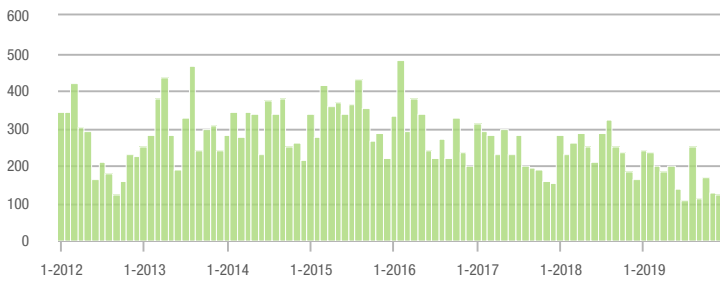


Statesville, NC

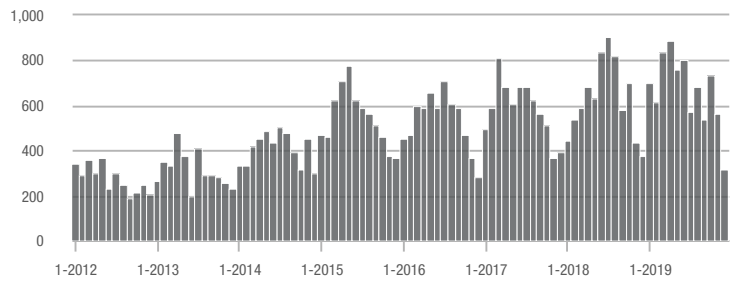
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	125	- 23.8%	- 1.6%	3.7	+ 23.3%	- 5.7%	71	- 34.9%	- 5.3%
\$100,001 to \$200,000	316	- 16.0%	- 44.1%	5.3	+ 43.2%	- 22.9%	69	- 48.5%	- 26.6%
\$200,001 to \$300,000	188	+ 10.6%	- 46.6%	3.4	- 2.9%	- 22.5%	65	- 9.7%	- 29.3%
\$300,001 and Above	102	+ 30.8%	- 29.2%	2.5	+ 78.6%	- 11.8%	53	- 29.3%	- 18.5%
Total	731	- 7.2%	- 38.5%	3.9	+ 25.8%	- 20.3%	258	- 33.8%	- 20.9%

Showings

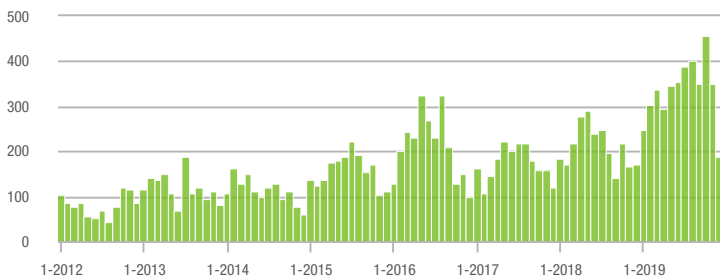
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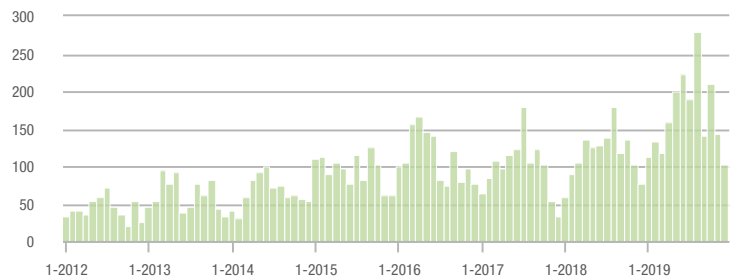
\$100,001 to \$200,000



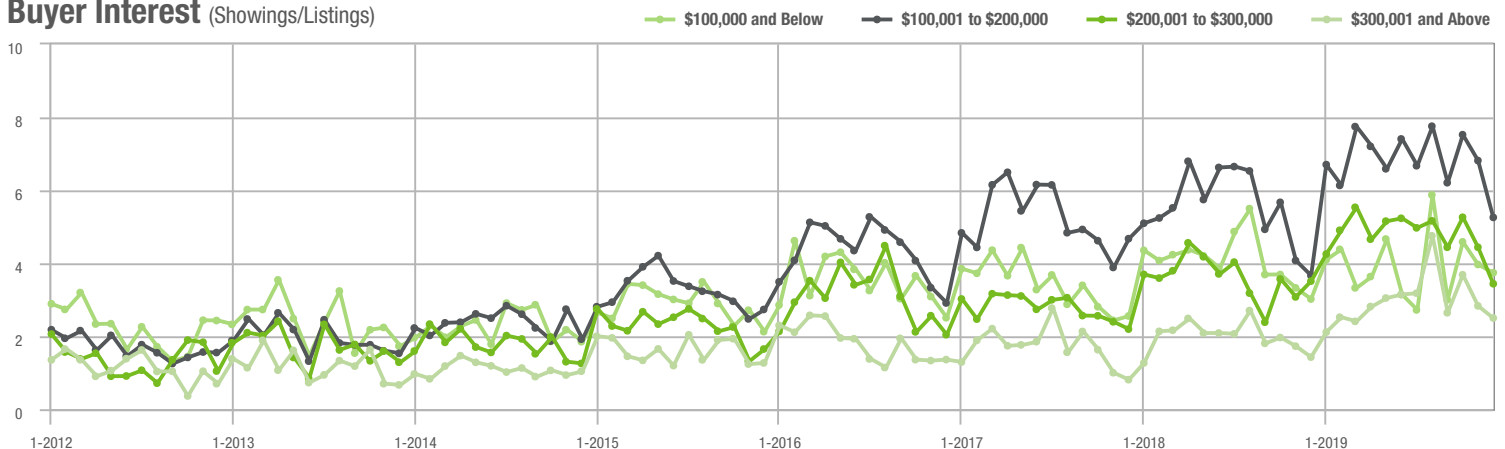
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

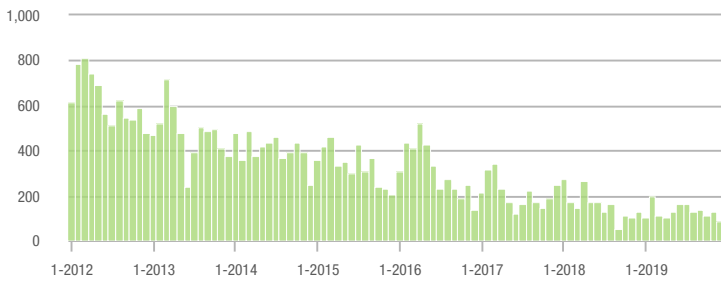


Union County, NC

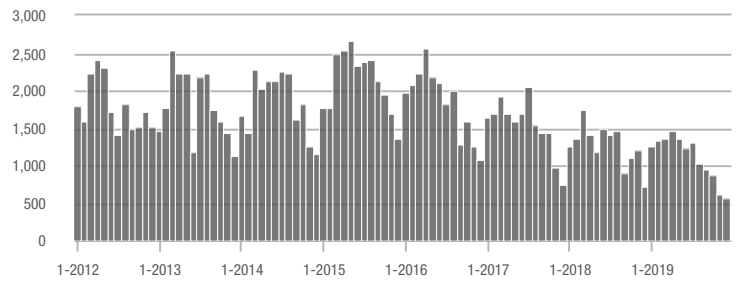
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	89	- 28.2%	- 32.1%	1.6	- 48.4%	- 26.9%	87	- 7.4%	- 15.5%
\$100,001 to \$200,000	558	- 22.8%	- 10.7%	5.6	+ 3.7%	+ 1.8%	141	- 27.3%	- 9.6%
\$200,001 to \$300,000	1,380	+ 19.0%	- 18.4%	7.0	+ 40.0%	+ 3.1%	224	- 25.3%	- 19.7%
\$300,001 and Above	2,351	+ 24.3%	- 27.3%	5.5	+ 44.7%	- 12.0%	511	- 23.6%	- 18.6%
Total	4,378	+ 12.3%	- 23.0%	5.7	+ 29.5%	- 6.4%	963	- 23.4%	- 17.4%

Showings

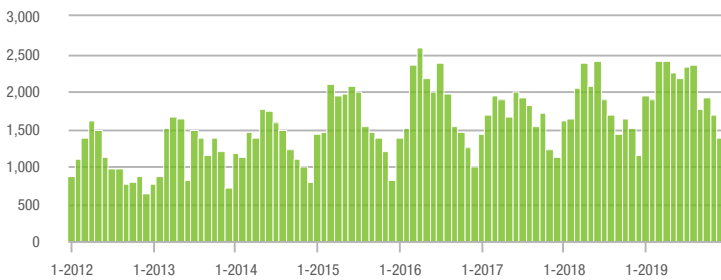
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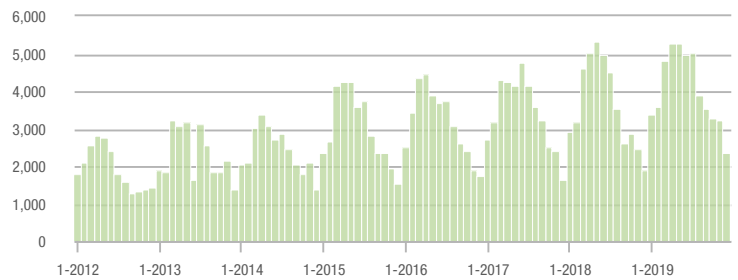
\$100,001 to \$200,000



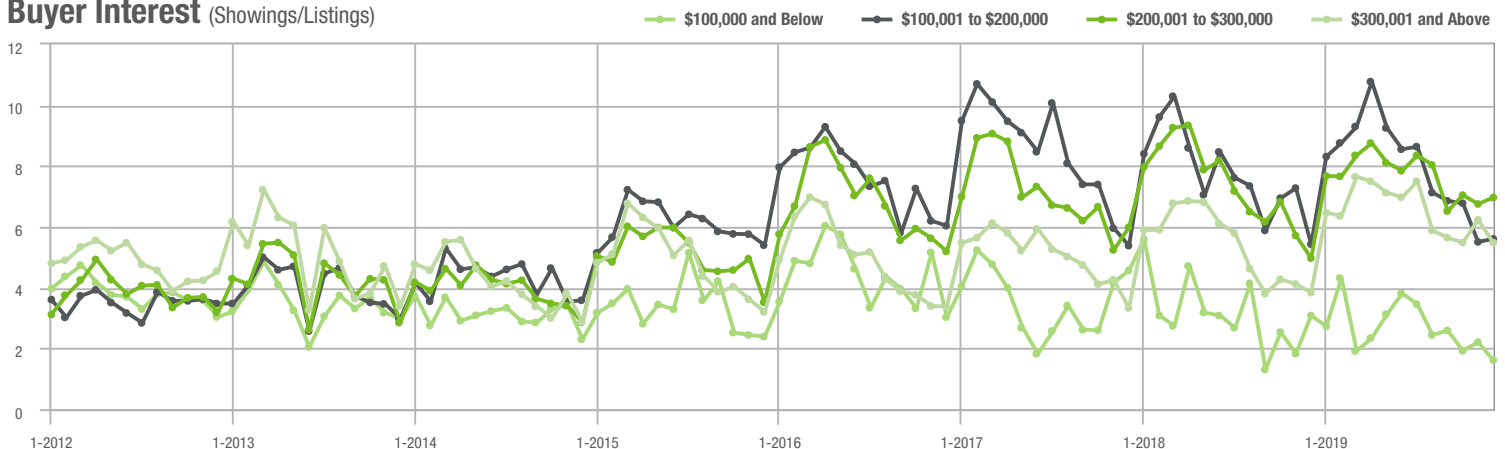
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

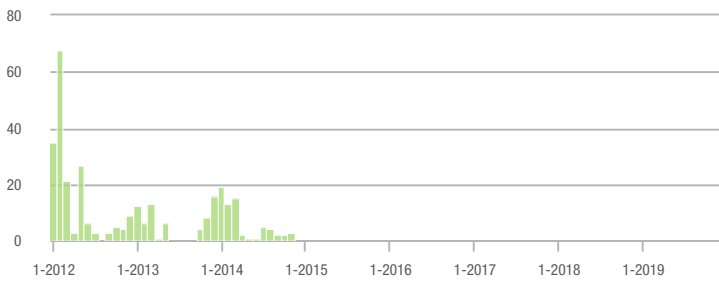


Uptown Charlotte

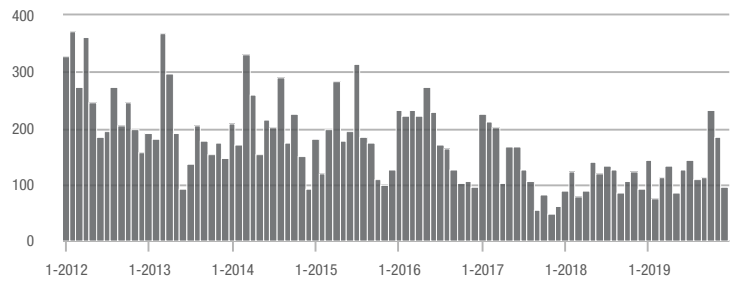
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	0	0.0%	0.0%	0.0	0.0%	0.0%	0	0.0%	0.0%
\$100,001 to \$200,000	96	+ 4.3%	- 47.5%	6.0	+ 17.6%	- 27.9%	16	- 11.1%	- 27.3%
\$200,001 to \$300,000	173	+ 28.1%	- 45.4%	6.9	+ 46.8%	- 25.8%	25	- 16.7%	- 26.5%
\$300,001 and Above	256	- 7.2%	- 33.0%	5.0	- 19.4%	- 25.5%	53	+ 12.8%	- 10.2%
Total	525	+ 4.4%	- 40.5%	5.7	+ 3.6%	- 27.1%	94	- 1.1%	- 18.3%

Showings

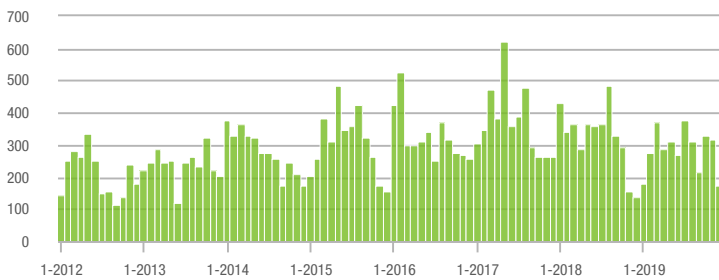
\$100,000 and Below



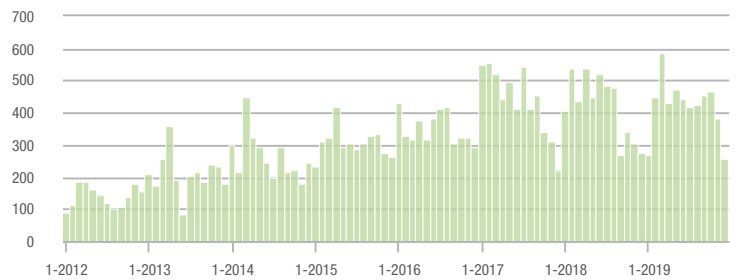
\$100,001 to \$200,000



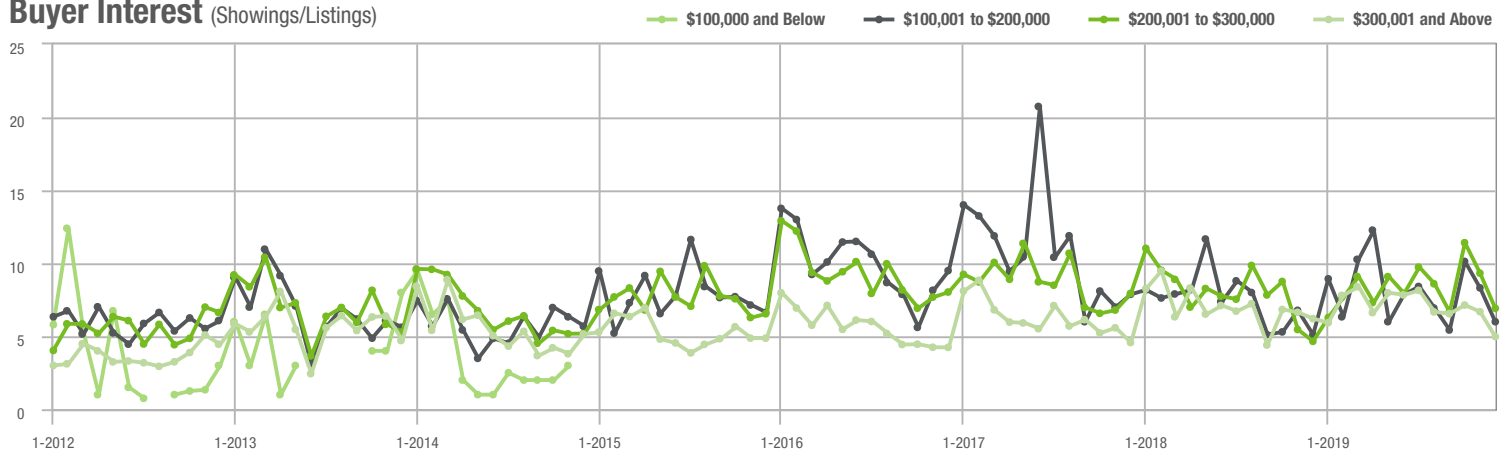
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

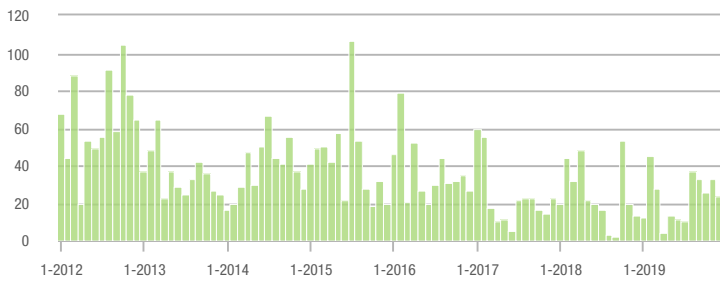


Waxhaw, NC

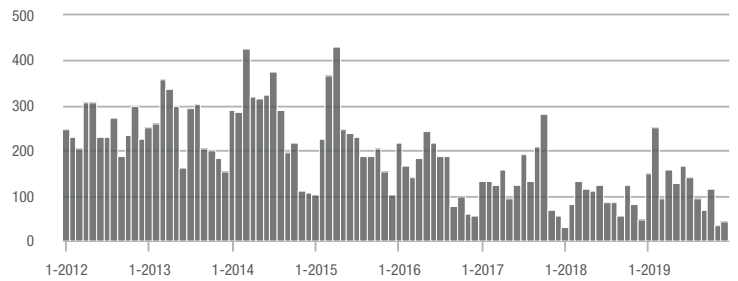
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	24	+ 84.6%	- 27.3%	0.9	- 30.8%	- 31.6%	35	+ 34.6%	- 7.9%
\$100,001 to \$200,000	43	- 6.5%	+ 19.4%	2.3	0.0%	+ 5.8%	31	- 24.4%	0.0%
\$200,001 to \$300,000	241	+ 26.8%	- 13.9%	5.4	+ 3.8%	- 10.2%	54	- 16.9%	- 5.3%
\$300,001 and Above	1,055	+ 16.8%	- 25.6%	6.1	+ 52.5%	- 8.7%	198	- 36.3%	- 20.2%
Total	1,363	+ 18.3%	- 22.9%	5.4	+ 38.5%	- 10.7%	318	- 28.2%	- 15.0%

Showings

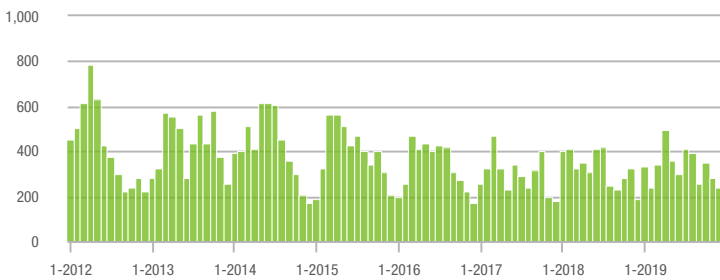
\$100,000 and Below



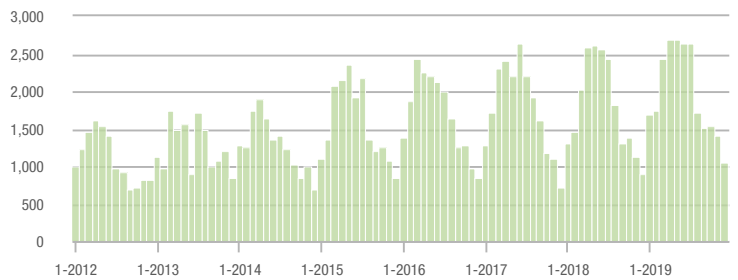
\$100,001 to \$200,000



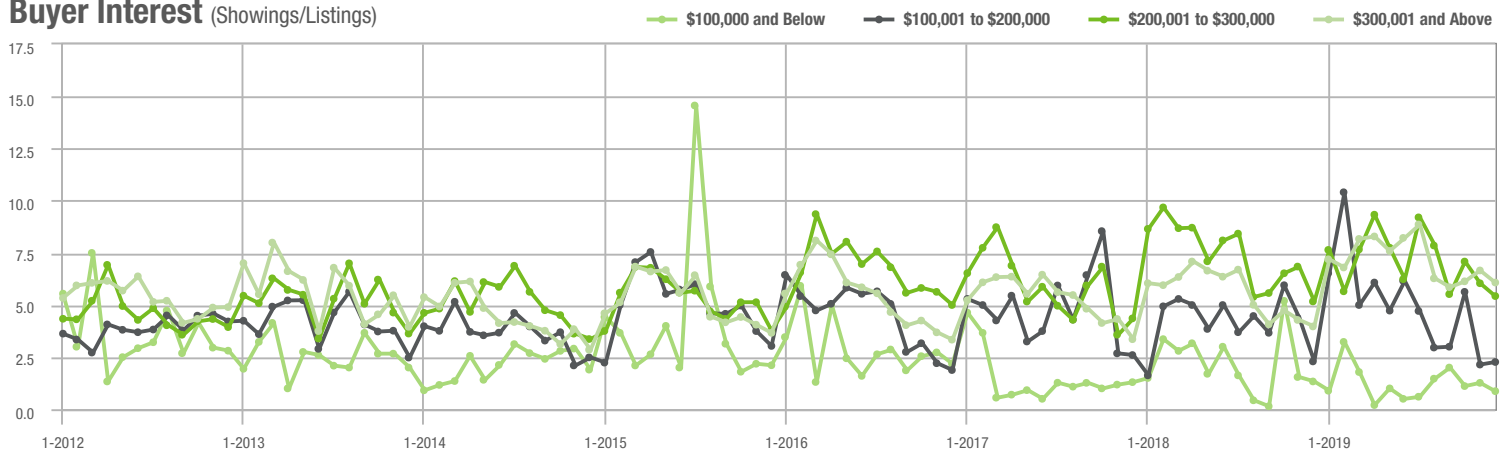
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

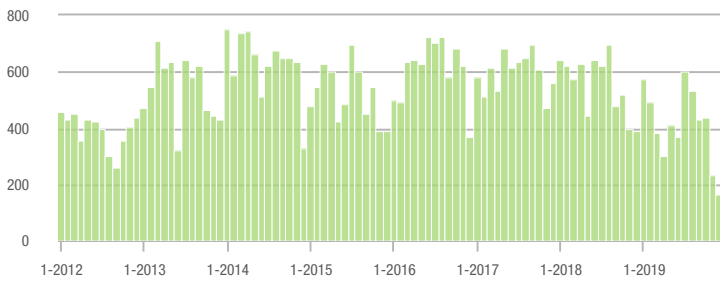


York County, SC

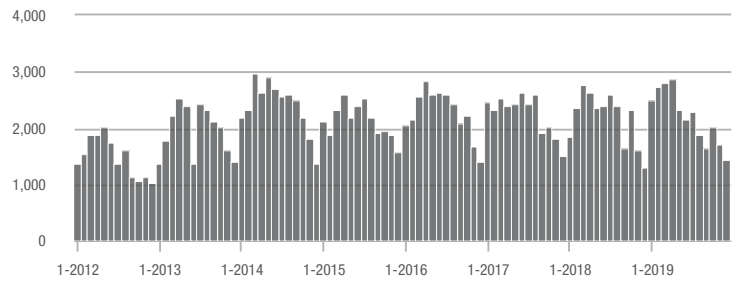
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change	December 2019	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	165	- 57.9%	- 29.8%	3.5	- 7.9%	- 3.3%	92	- 54.5%	- 14.0%
\$100,001 to \$200,000	1,443	+ 11.8%	- 15.3%	7.7	+ 14.9%	- 5.1%	208	- 8.8%	- 10.7%
\$200,001 to \$300,000	1,575	+ 18.9%	- 22.1%	6.5	+ 30.0%	+ 0.0%	273	- 22.2%	- 22.4%
\$300,001 and Above	1,840	+ 22.4%	- 15.8%	4.1	+ 20.6%	- 3.3%	510	- 8.8%	- 14.6%
Total	5,023	+ 11.4%	- 18.3%	5.4	+ 17.4%	- 3.1%	1,083	- 19.2%	- 16.0%

Showings

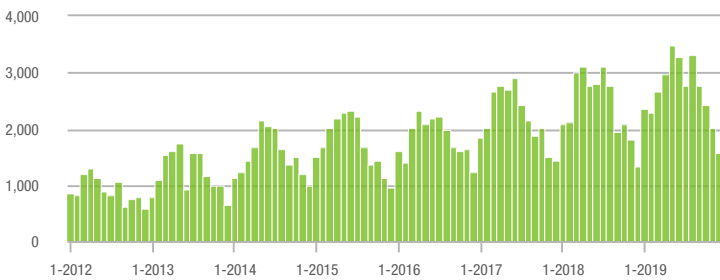
\$100,000 and Below



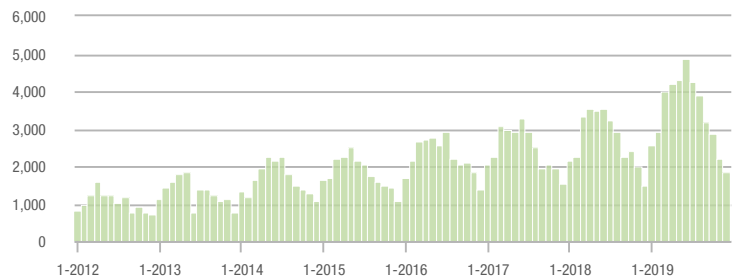
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

