

Local Market Update for June 2018

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



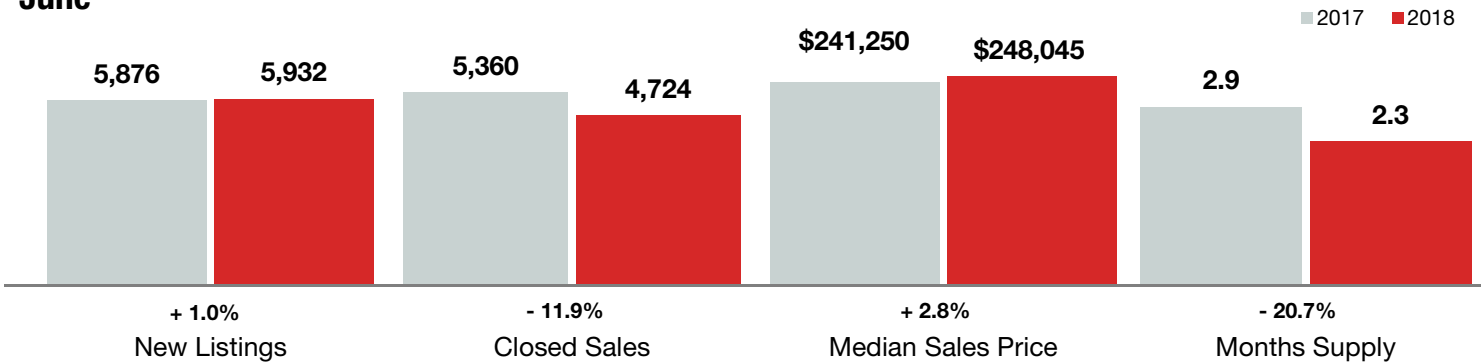
Charlotte Region

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 5,876 | 5,932 | + 1.0% | 32,986 | 32,723 | - 0.8% |
| Pending Sales | 4,730 | 5,081 | + 7.4% | 26,488 | 26,872 | + 1.4% |
| Closed Sales | 5,360 | 4,724 | - 11.9% | 23,929 | 23,425 | - 2.1% |
| Median Sales Price* | \$241,250 | \$248,045 | + 2.8% | \$220,000 | \$237,500 | + 8.0% |
| Average Sales Price* | \$285,812 | \$302,177 | + 5.7% | \$268,347 | \$287,085 | + 7.0% |
| Percent of Original List Price Received* | 97.5% | 97.8% | + 0.3% | 97.0% | 97.2% | + 0.2% |
| List to Close | 93 | 85 | - 8.6% | 101 | 95 | - 5.9% |
| Days on Market Until Sale | 43 | 36 | - 16.3% | 50 | 45 | - 10.0% |
| Cumulative Days on Market Until Sale | 51 | 42 | - 17.6% | 59 | 53 | - 10.2% |
| Inventory of Homes for Sale | 11,537 | 9,554 | - 17.2% | -- | -- | -- |
| Months Supply of Inventory | 2.9 | 2.3 | - 20.7% | -- | -- | -- |

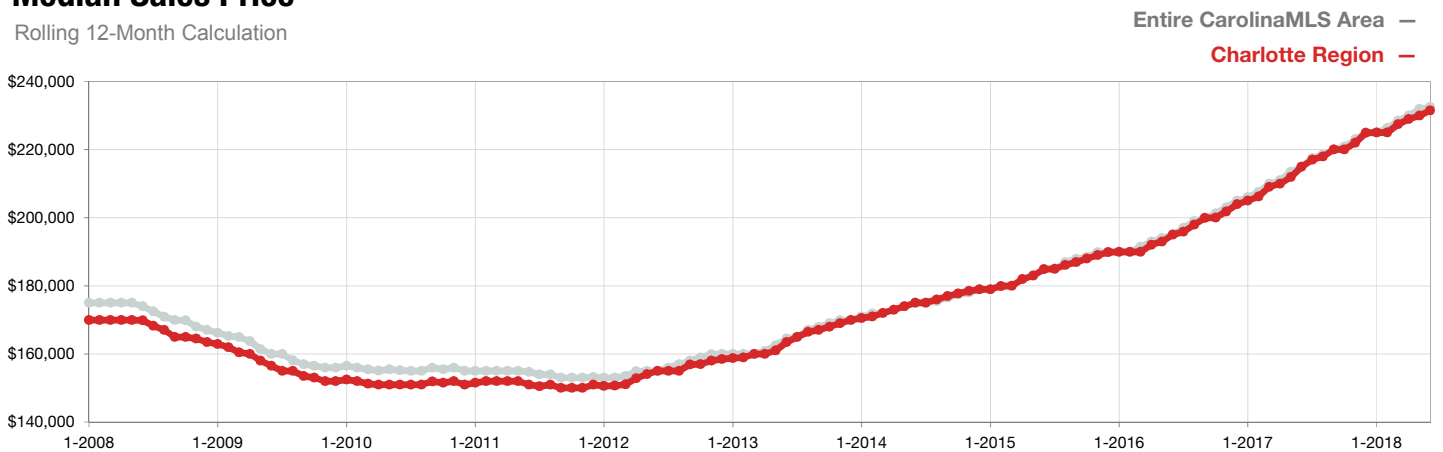
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June



Median Sales Price

Rolling 12-Month Calculation



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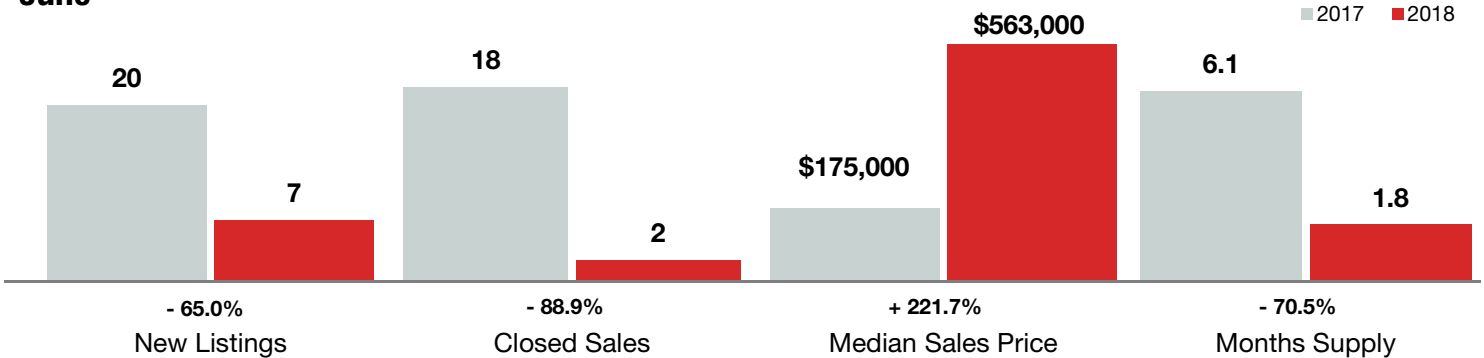
Alexander County

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 20 | 7 | - 65.0% | 115 | 39 | - 66.1% |
| Pending Sales | 19 | 3 | - 84.2% | 83 | 29 | - 65.1% |
| Closed Sales | 18 | 2 | - 88.9% | 80 | 35 | - 56.3% |
| Median Sales Price* | \$175,000 | \$563,000 | + 221.7% | \$141,250 | \$179,000 | + 26.7% |
| Average Sales Price* | \$190,569 | \$563,000 | + 195.4% | \$180,833 | \$216,409 | + 19.7% |
| Percent of Original List Price Received* | 97.1% | 93.5% | - 3.7% | 92.5% | 90.4% | - 2.3% |
| List to Close | 119 | 280 | + 135.3% | 138 | 166 | + 20.3% |
| Days on Market Until Sale | 75 | 243 | + 224.0% | 84 | 122 | + 45.2% |
| Cumulative Days on Market Until Sale | 75 | 243 | + 224.0% | 88 | 108 | + 22.7% |
| Inventory of Homes for Sale | 78 | 16 | - 79.5% | -- | -- | -- |
| Months Supply of Inventory | 6.1 | 1.8 | - 70.5% | -- | -- | -- |

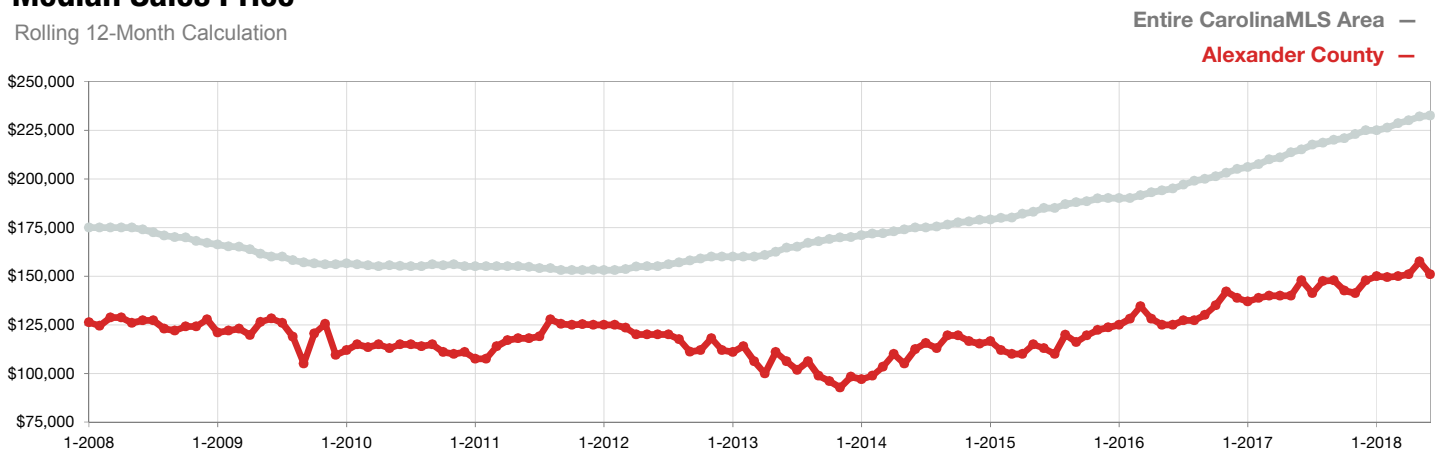
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June



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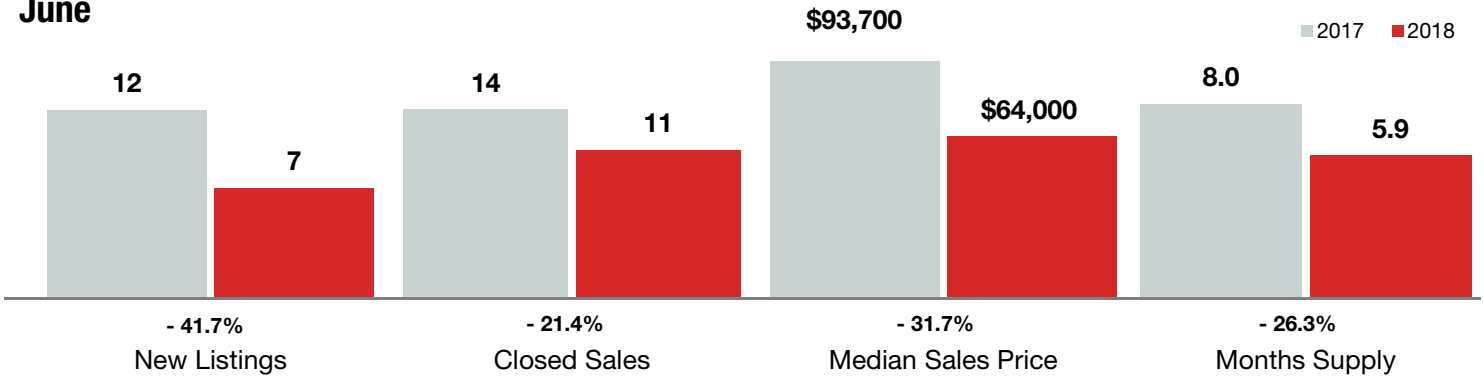
Anson County

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 12 | 7 | - 41.7% | 96 | 81 | - 15.6% |
| Pending Sales | 16 | 11 | - 31.3% | 80 | 72 | - 10.0% |
| Closed Sales | 14 | 11 | - 21.4% | 73 | 71 | - 2.7% |
| Median Sales Price* | \$93,700 | \$64,000 | - 31.7% | \$72,510 | \$90,000 | + 24.1% |
| Average Sales Price* | \$118,589 | \$76,125 | - 35.8% | \$107,101 | \$117,454 | + 9.7% |
| Percent of Original List Price Received* | 85.2% | 88.7% | + 4.1% | 90.9% | 90.5% | - 0.4% |
| List to Close | 204 | 148 | - 27.5% | 234 | 188 | - 19.7% |
| Days on Market Until Sale | 163 | 100 | - 38.7% | 195 | 167 | - 14.4% |
| Cumulative Days on Market Until Sale | 163 | 100 | - 38.7% | 198 | 165 | - 16.7% |
| Inventory of Homes for Sale | 93 | 66 | - 29.0% | -- | -- | -- |
| Months Supply of Inventory | 8.0 | 5.9 | - 26.3% | -- | -- | -- |

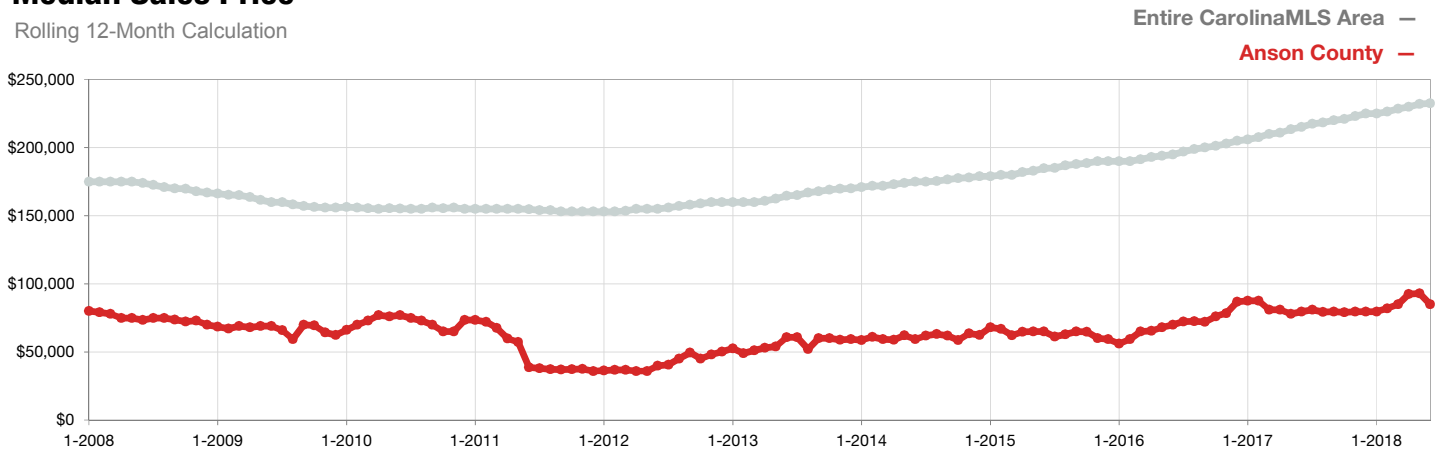
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June



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Rolling 12-Month Calculation



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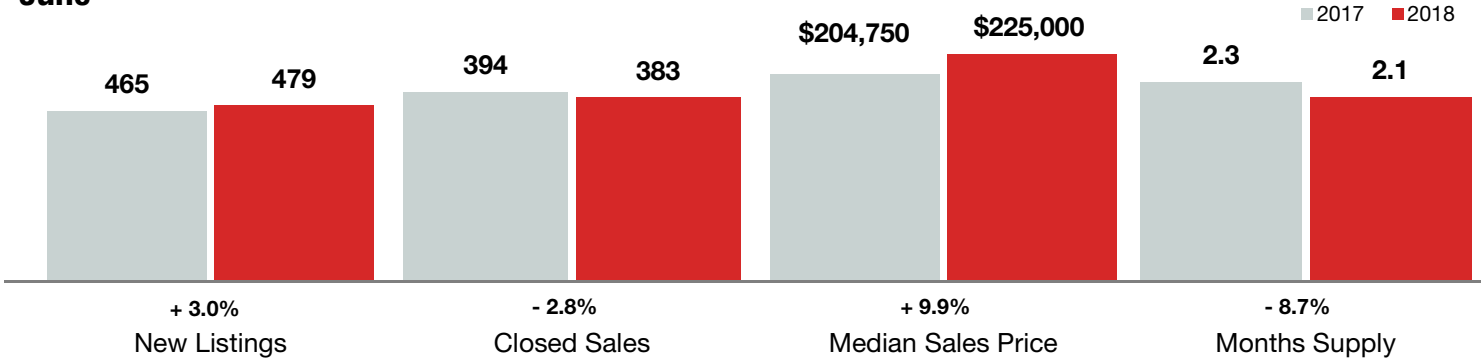
Cabarrus County

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 465 | 479 | + 3.0% | 2,476 | 2,566 | + 3.6% |
| Pending Sales | 375 | 395 | + 5.3% | 2,024 | 2,054 | + 1.5% |
| Closed Sales | 394 | 383 | - 2.8% | 1,751 | 1,805 | + 3.1% |
| Median Sales Price* | \$204,750 | \$225,000 | + 9.9% | \$195,000 | \$225,000 | + 15.4% |
| Average Sales Price* | \$235,894 | \$249,375 | + 5.7% | \$220,003 | \$247,270 | + 12.4% |
| Percent of Original List Price Received* | 97.9% | 98.3% | + 0.4% | 97.1% | 97.4% | + 0.3% |
| List to Close | 85 | 83 | - 2.4% | 90 | 91 | + 1.1% |
| Days on Market Until Sale | 35 | 29 | - 17.1% | 42 | 36 | - 14.3% |
| Cumulative Days on Market Until Sale | 43 | 32 | - 25.6% | 49 | 43 | - 12.2% |
| Inventory of Homes for Sale | 697 | 666 | - 4.4% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 2.1 | - 8.7% | -- | -- | -- |

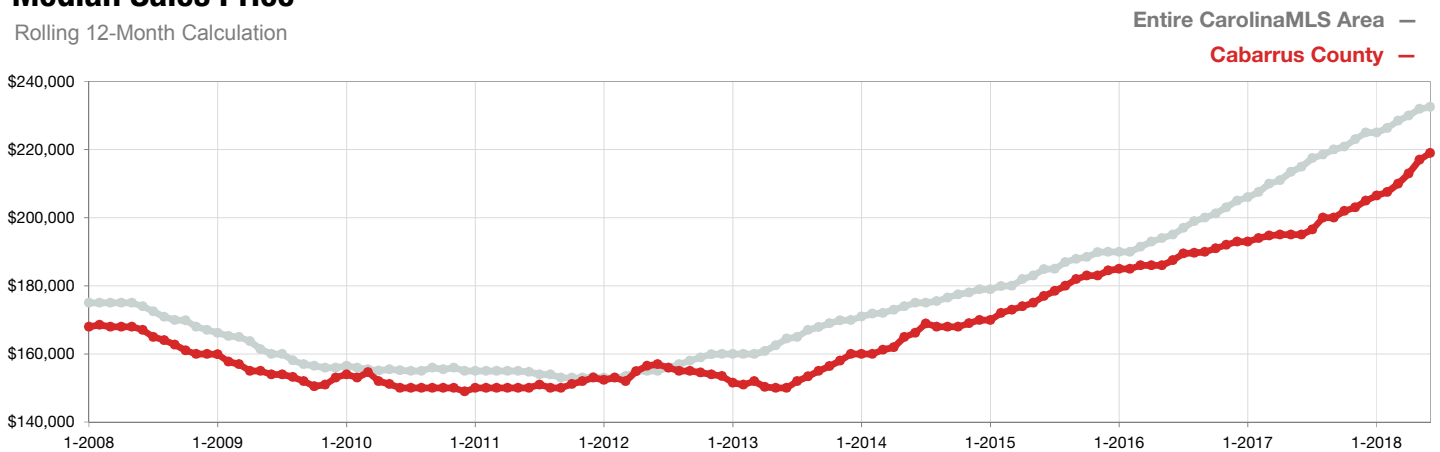
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June



Median Sales Price

Rolling 12-Month Calculation



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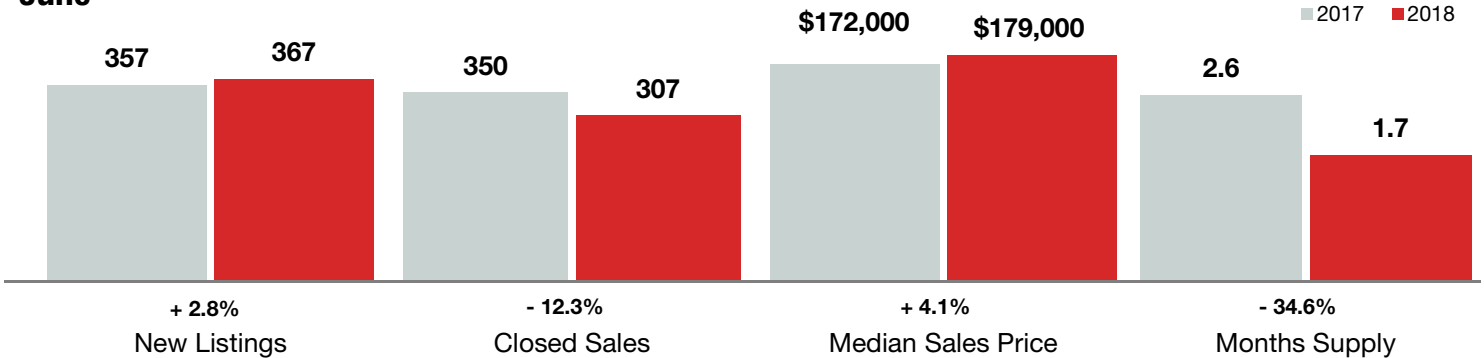
Gaston County

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 357 | 367 | + 2.8% | 1,980 | 2,037 | + 2.9% |
| Pending Sales | 274 | 354 | + 29.2% | 1,692 | 1,820 | + 7.6% |
| Closed Sales | 350 | 307 | - 12.3% | 1,578 | 1,586 | + 0.5% |
| Median Sales Price* | \$172,000 | \$179,000 | + 4.1% | \$159,920 | \$176,995 | + 10.7% |
| Average Sales Price* | \$200,833 | \$196,761 | - 2.0% | \$178,899 | \$191,991 | + 7.3% |
| Percent of Original List Price Received* | 96.8% | 97.7% | + 0.9% | 96.8% | 97.2% | + 0.4% |
| List to Close | 97 | 75 | - 22.7% | 109 | 95 | - 12.8% |
| Days on Market Until Sale | 43 | 30 | - 30.2% | 54 | 43 | - 20.4% |
| Cumulative Days on Market Until Sale | 52 | 33 | - 36.5% | 62 | 49 | - 21.0% |
| Inventory of Homes for Sale | 678 | 491 | - 27.6% | -- | -- | -- |
| Months Supply of Inventory | 2.6 | 1.7 | - 34.6% | -- | -- | -- |

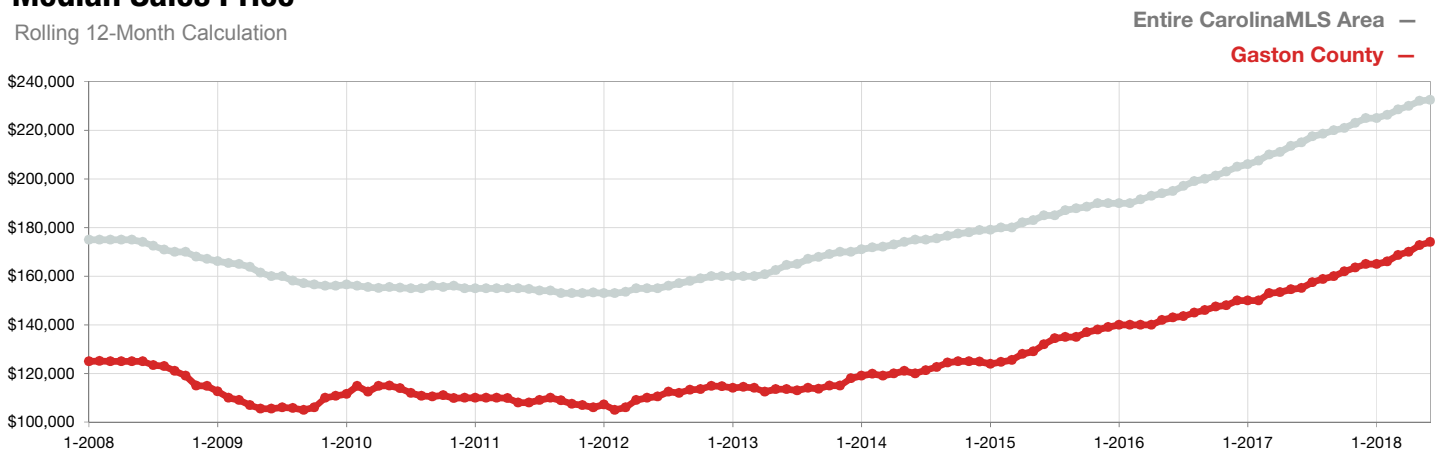
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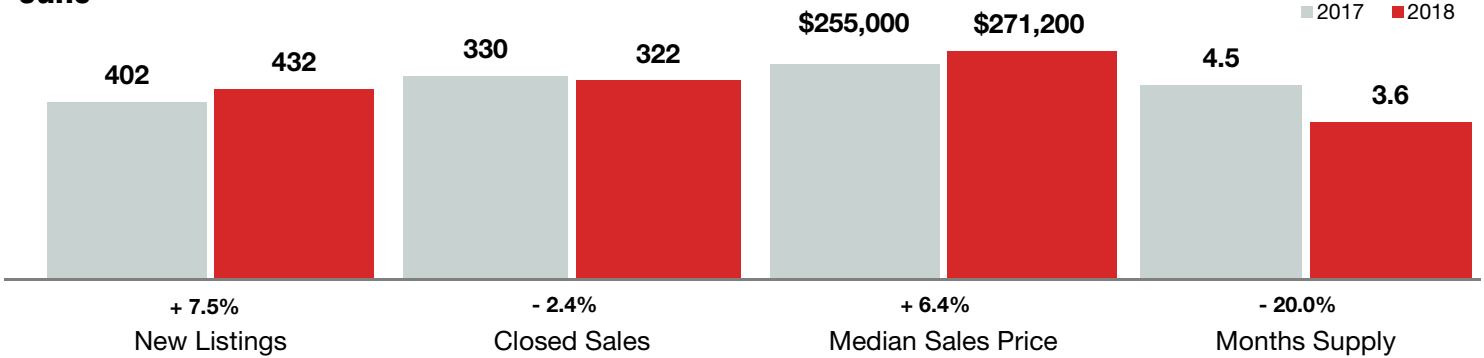
Iredell County

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 402 | 432 | + 7.5% | 2,288 | 2,293 | + 0.2% |
| Pending Sales | 293 | 314 | + 7.2% | 1,619 | 1,722 | + 6.4% |
| Closed Sales | 330 | 322 | - 2.4% | 1,457 | 1,497 | + 2.7% |
| Median Sales Price* | \$255,000 | \$271,200 | + 6.4% | \$240,000 | \$253,300 | + 5.5% |
| Average Sales Price* | \$297,255 | \$343,754 | + 15.6% | \$294,214 | \$319,884 | + 8.7% |
| Percent of Original List Price Received* | 96.1% | 96.6% | + 0.5% | 95.4% | 95.9% | + 0.5% |
| List to Close | 111 | 107 | - 3.6% | 120 | 120 | 0.0% |
| Days on Market Until Sale | 61 | 57 | - 6.6% | 70 | 69 | - 1.4% |
| Cumulative Days on Market Until Sale | 73 | 73 | 0.0% | 85 | 82 | - 3.5% |
| Inventory of Homes for Sale | 1,140 | 975 | - 14.5% | -- | -- | -- |
| Months Supply of Inventory | 4.5 | 3.6 | - 20.0% | -- | -- | -- |

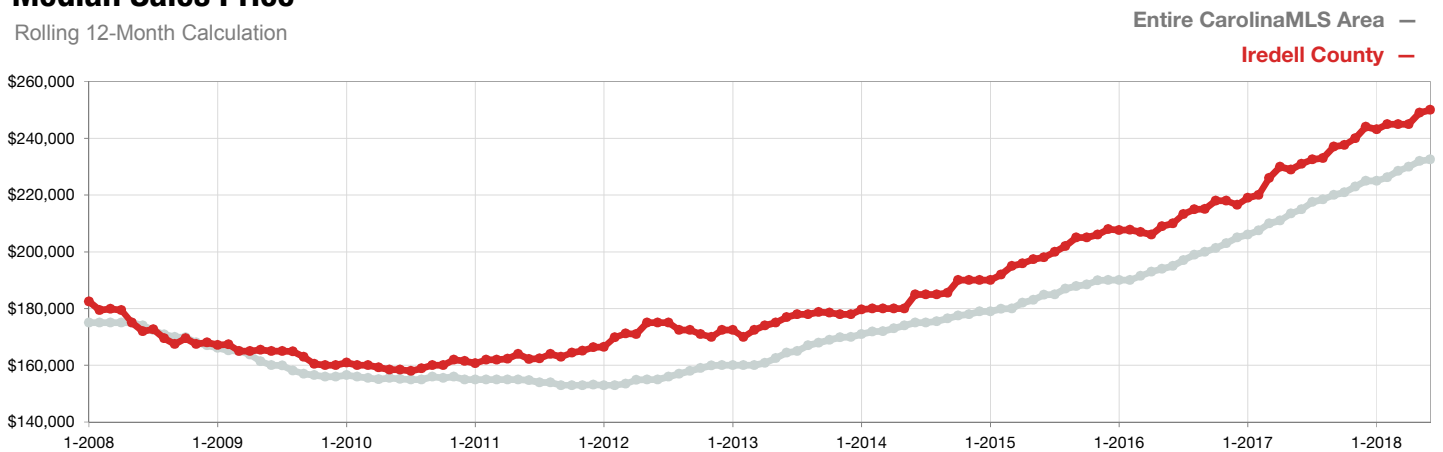
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Local Market Update for June 2018



Charlotte Regional Realtor® Association

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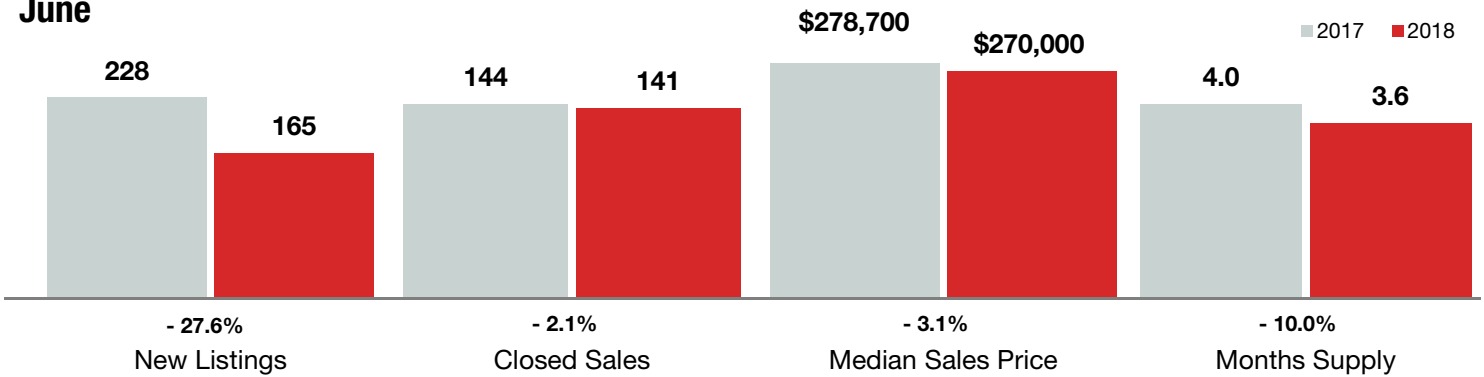
Lincoln County

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 228 | 165 | - 27.6% | 1,045 | 982 | - 6.0% |
| Pending Sales | 147 | 145 | - 1.4% | 783 | 746 | - 4.7% |
| Closed Sales | 144 | 141 | - 2.1% | 682 | 629 | - 7.8% |
| Median Sales Price* | \$278,700 | \$270,000 | - 3.1% | \$260,280 | \$264,000 | + 1.4% |
| Average Sales Price* | \$288,262 | \$320,030 | + 11.0% | \$284,710 | \$283,311 | - 0.5% |
| Percent of Original List Price Received* | 96.6% | 96.6% | 0.0% | 96.5% | 95.9% | - 0.6% |
| List to Close | 124 | 107 | - 13.7% | 113 | 114 | + 0.9% |
| Days on Market Until Sale | 65 | 53 | - 18.5% | 62 | 62 | 0.0% |
| Cumulative Days on Market Until Sale | 74 | 62 | - 16.2% | 73 | 74 | + 1.4% |
| Inventory of Homes for Sale | 482 | 423 | - 12.2% | -- | -- | -- |
| Months Supply of Inventory | 4.0 | 3.6 | - 10.0% | -- | -- | -- |

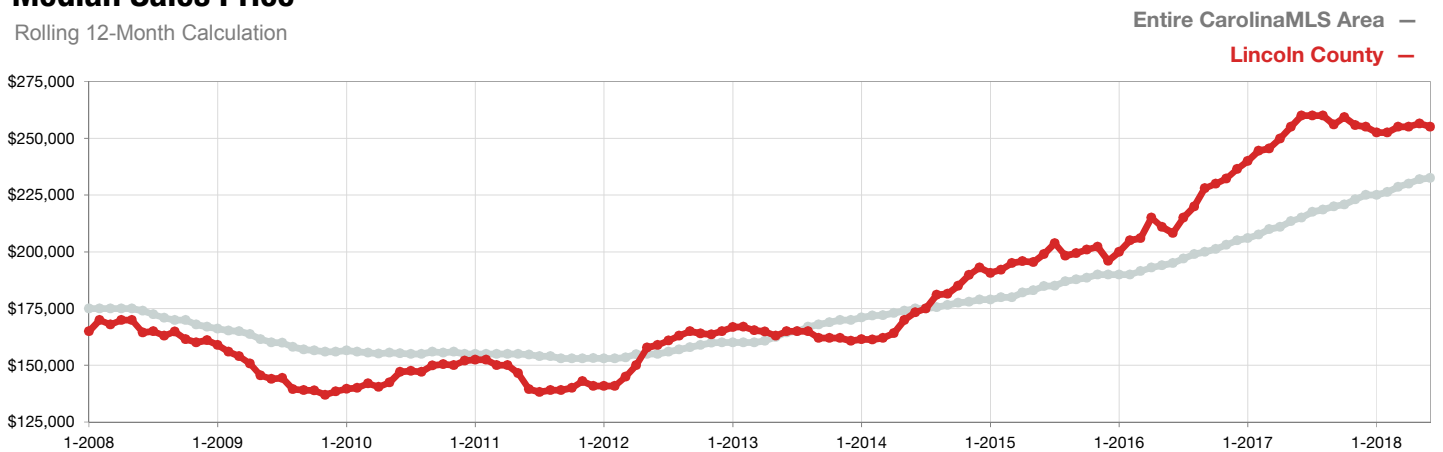
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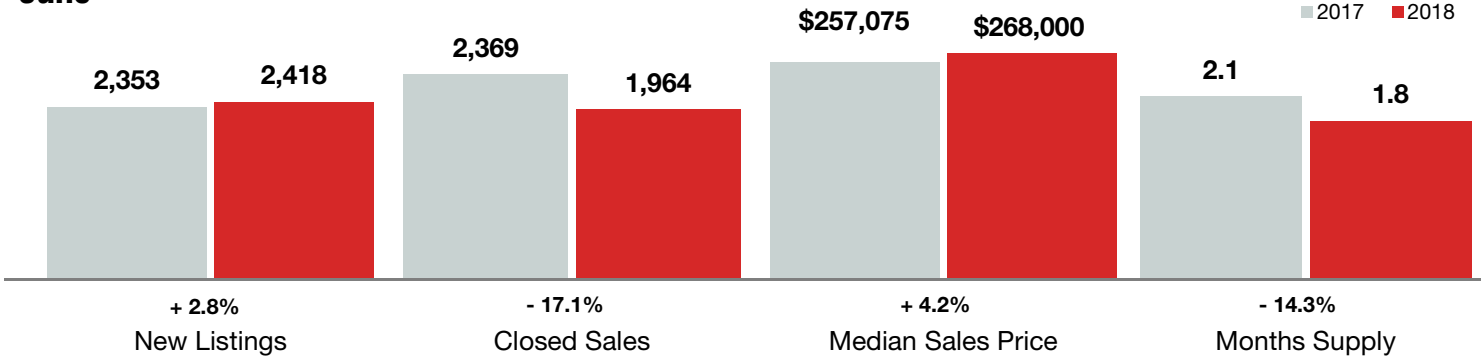
Mecklenburg County

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 2,353 | 2,418 | + 2.8% | 13,854 | 13,621 | - 1.7% |
| Pending Sales | 1,964 | 2,117 | + 7.8% | 11,376 | 11,309 | - 0.6% |
| Closed Sales | 2,369 | 1,964 | - 17.1% | 10,412 | 9,925 | - 4.7% |
| Median Sales Price* | \$257,075 | \$268,000 | + 4.2% | \$240,000 | \$253,500 | + 5.6% |
| Average Sales Price* | \$319,906 | \$340,085 | + 6.3% | \$301,486 | \$323,579 | + 7.3% |
| Percent of Original List Price Received* | 98.5% | 98.4% | - 0.1% | 98.2% | 98.1% | - 0.1% |
| List to Close | 82 | 75 | - 8.5% | 89 | 83 | - 6.7% |
| Days on Market Until Sale | 29 | 27 | - 6.9% | 34 | 33 | - 2.9% |
| Cumulative Days on Market Until Sale | 34 | 32 | - 5.9% | 41 | 40 | - 2.4% |
| Inventory of Homes for Sale | 3,592 | 3,155 | - 12.2% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 1.8 | - 14.3% | -- | -- | -- |

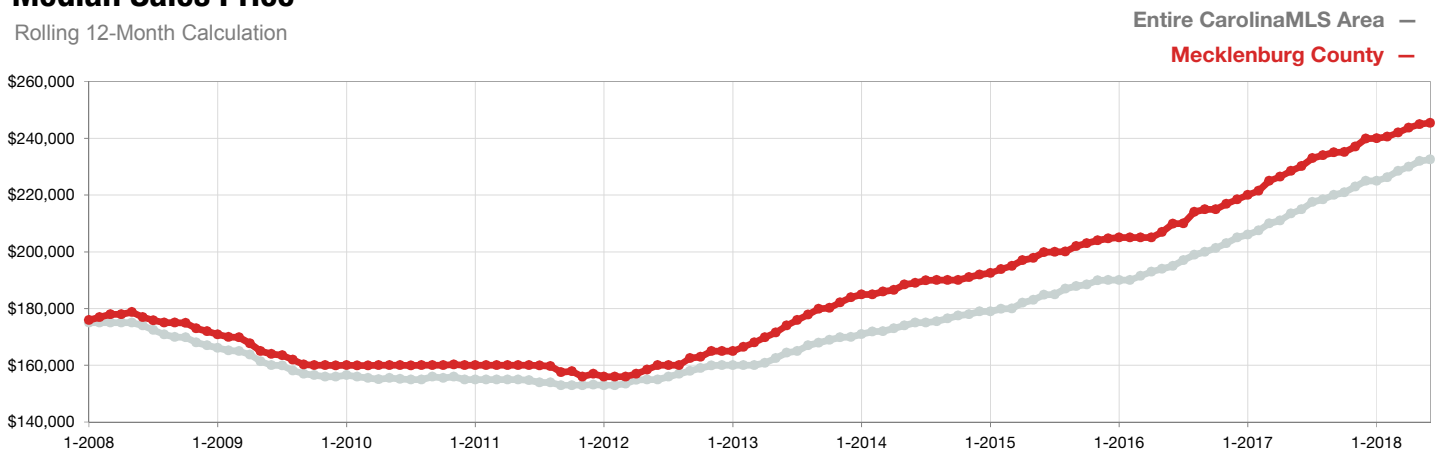
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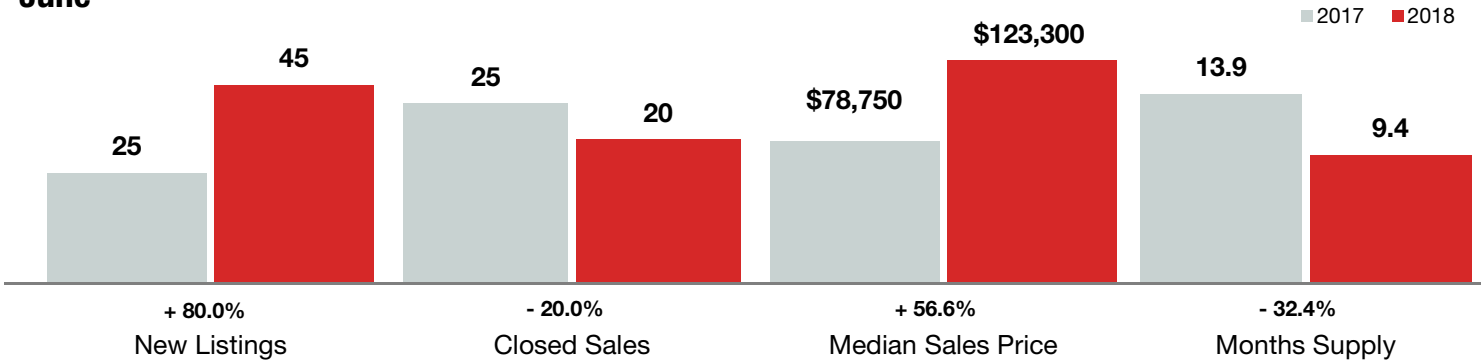
Montgomery County

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 25 | 45 | + 80.0% | 185 | 201 | + 8.6% |
| Pending Sales | 27 | 22 | - 18.5% | 107 | 109 | + 1.9% |
| Closed Sales | 25 | 20 | - 20.0% | 95 | 95 | 0.0% |
| Median Sales Price* | \$78,750 | \$123,300 | + 56.6% | \$105,000 | \$145,000 | + 38.1% |
| Average Sales Price* | \$149,233 | \$238,510 | + 59.8% | \$186,873 | \$238,978 | + 27.9% |
| Percent of Original List Price Received* | 88.7% | 85.0% | - 4.2% | 87.8% | 88.5% | + 0.8% |
| List to Close | 155 | 201 | + 29.7% | 207 | 157 | - 24.2% |
| Days on Market Until Sale | 122 | 166 | + 36.1% | 168 | 116 | - 31.0% |
| Cumulative Days on Market Until Sale | 111 | 170 | + 53.2% | 192 | 136 | - 29.2% |
| Inventory of Homes for Sale | 224 | 179 | - 20.1% | -- | -- | -- |
| Months Supply of Inventory | 13.9 | 9.4 | - 32.4% | -- | -- | -- |

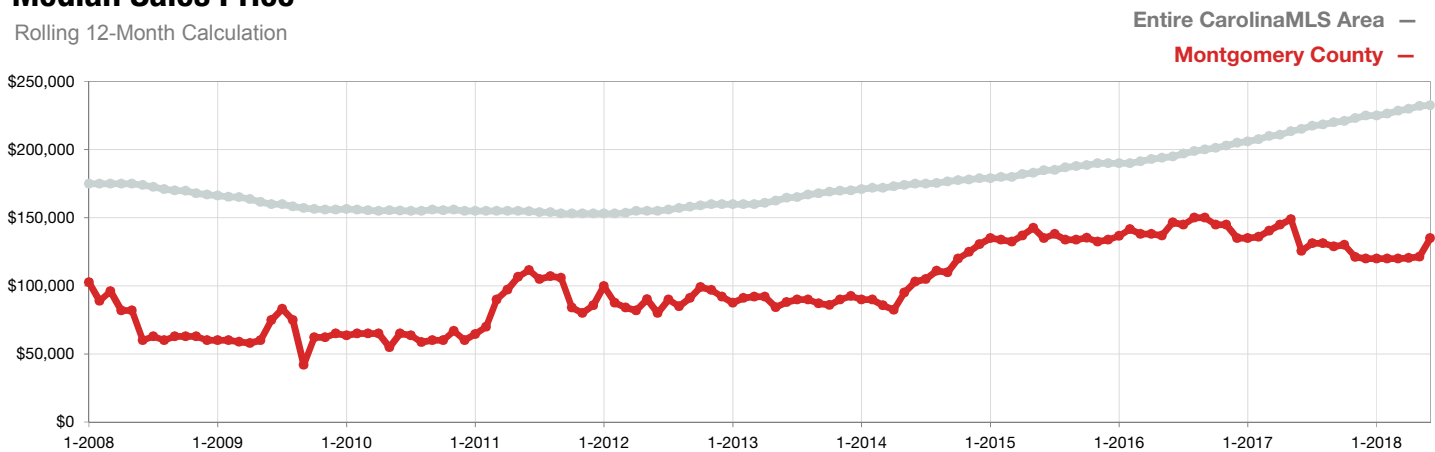
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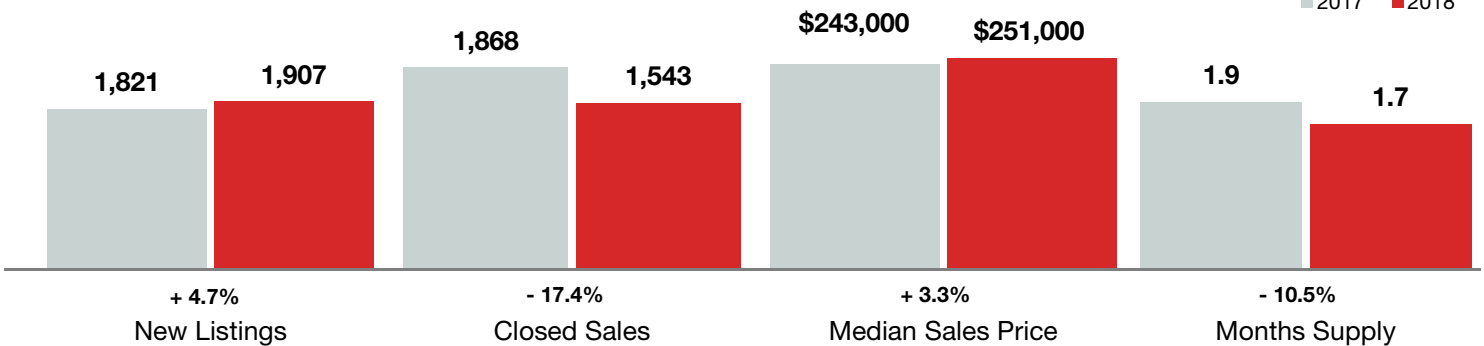
City of Charlotte

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 1,821 | 1,907 | + 4.7% | 10,855 | 10,740 | - 1.1% |
| Pending Sales | 1,556 | 1,665 | + 7.0% | 9,040 | 9,001 | - 0.4% |
| Closed Sales | 1,868 | 1,543 | - 17.4% | 8,319 | 7,978 | - 4.1% |
| Median Sales Price* | \$243,000 | \$251,000 | + 3.3% | \$226,000 | \$240,000 | + 6.2% |
| Average Sales Price* | \$308,915 | \$332,279 | + 7.6% | \$292,198 | \$313,931 | + 7.4% |
| Percent of Original List Price Received* | 98.7% | 98.6% | - 0.1% | 98.2% | 98.3% | + 0.1% |
| List to Close | 80 | 72 | - 10.0% | 86 | 80 | - 7.0% |
| Days on Market Until Sale | 26 | 24 | - 7.7% | 31 | 30 | - 3.2% |
| Cumulative Days on Market Until Sale | 31 | 29 | - 6.5% | 38 | 36 | - 5.3% |
| Inventory of Homes for Sale | 2,602 | 2,314 | - 11.1% | -- | -- | -- |
| Months Supply of Inventory | 1.9 | 1.7 | - 10.5% | -- | -- | -- |

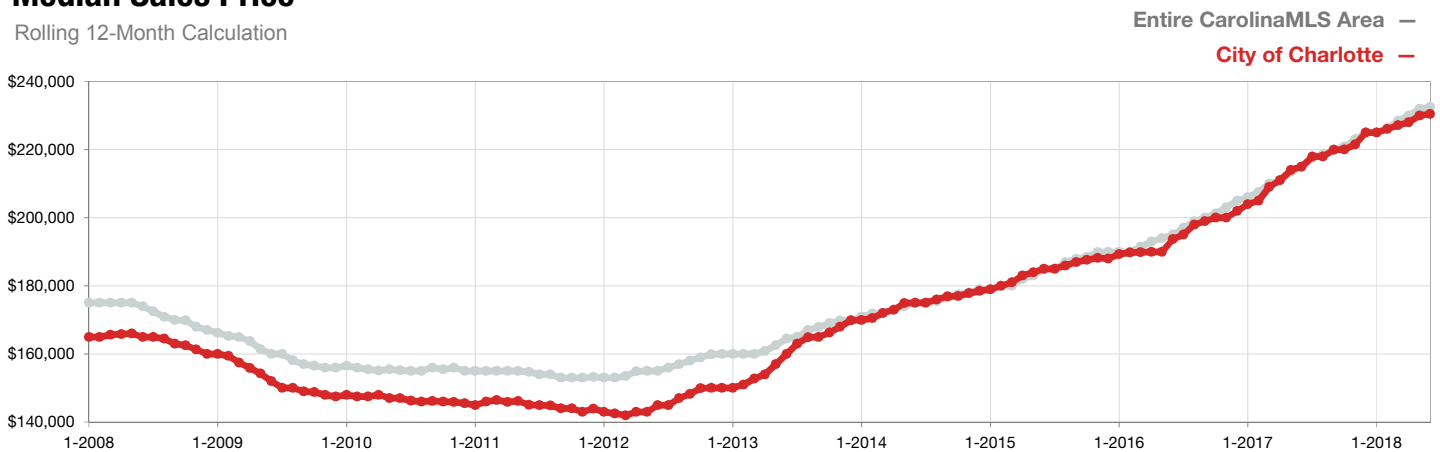
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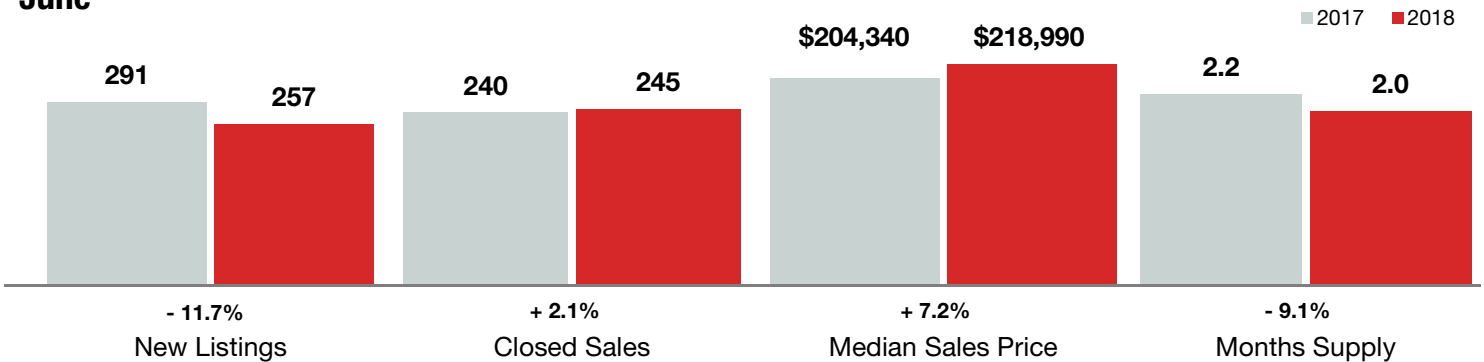
Concord

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 291 | 257 | - 11.7% | 1,521 | 1,490 | - 2.0% |
| Pending Sales | 233 | 218 | - 6.4% | 1,231 | 1,215 | - 1.3% |
| Closed Sales | 240 | 245 | + 2.1% | 1,045 | 1,116 | + 6.8% |
| Median Sales Price* | \$204,340 | \$218,990 | + 7.2% | \$195,000 | \$220,000 | + 12.8% |
| Average Sales Price* | \$232,166 | \$242,719 | + 4.5% | \$219,573 | \$244,743 | + 11.5% |
| Percent of Original List Price Received* | 98.3% | 98.4% | + 0.1% | 97.2% | 97.7% | + 0.5% |
| List to Close | 84 | 86 | + 2.4% | 87 | 94 | + 8.0% |
| Days on Market Until Sale | 31 | 27 | - 12.9% | 37 | 34 | - 8.1% |
| Cumulative Days on Market Until Sale | 39 | 29 | - 25.6% | 43 | 41 | - 4.7% |
| Inventory of Homes for Sale | 404 | 375 | - 7.2% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 2.0 | - 9.1% | -- | -- | -- |

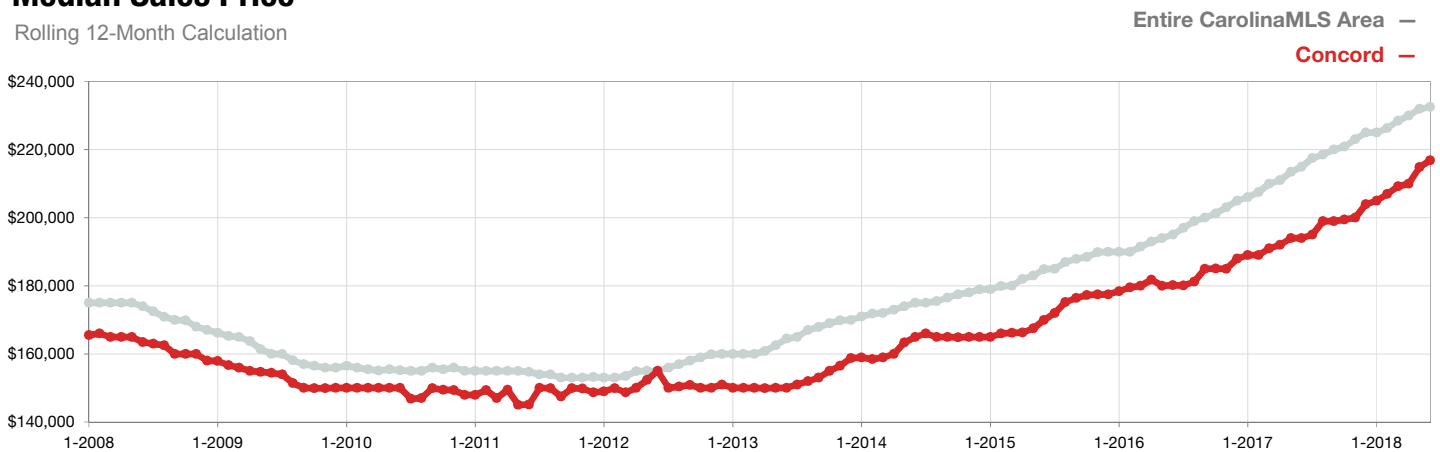
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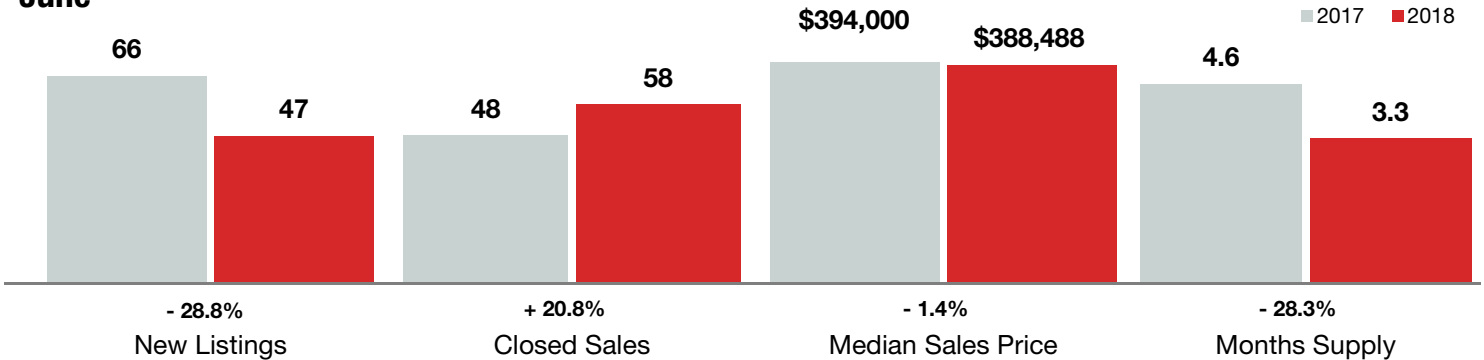
Davidson

North Carolina

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|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 66 | 47 | - 28.8% | 329 | 337 | + 2.4% |
| Pending Sales | 38 | 53 | + 39.5% | 248 | 261 | + 5.2% |
| Closed Sales | 48 | 58 | + 20.8% | 221 | 224 | + 1.4% |
| Median Sales Price* | \$394,000 | \$388,488 | - 1.4% | \$315,000 | \$365,000 | + 15.9% |
| Average Sales Price* | \$478,660 | \$433,744 | - 9.4% | \$408,331 | \$428,634 | + 5.0% |
| Percent of Original List Price Received* | 96.8% | 97.5% | + 0.7% | 97.1% | 96.6% | - 0.5% |
| List to Close | 137 | 106 | - 22.6% | 133 | 115 | - 13.5% |
| Days on Market Until Sale | 79 | 50 | - 36.7% | 78 | 60 | - 23.1% |
| Cumulative Days on Market Until Sale | 89 | 62 | - 30.3% | 89 | 72 | - 19.1% |
| Inventory of Homes for Sale | 169 | 133 | - 21.3% | -- | -- | -- |
| Months Supply of Inventory | 4.6 | 3.3 | - 28.3% | -- | -- | -- |

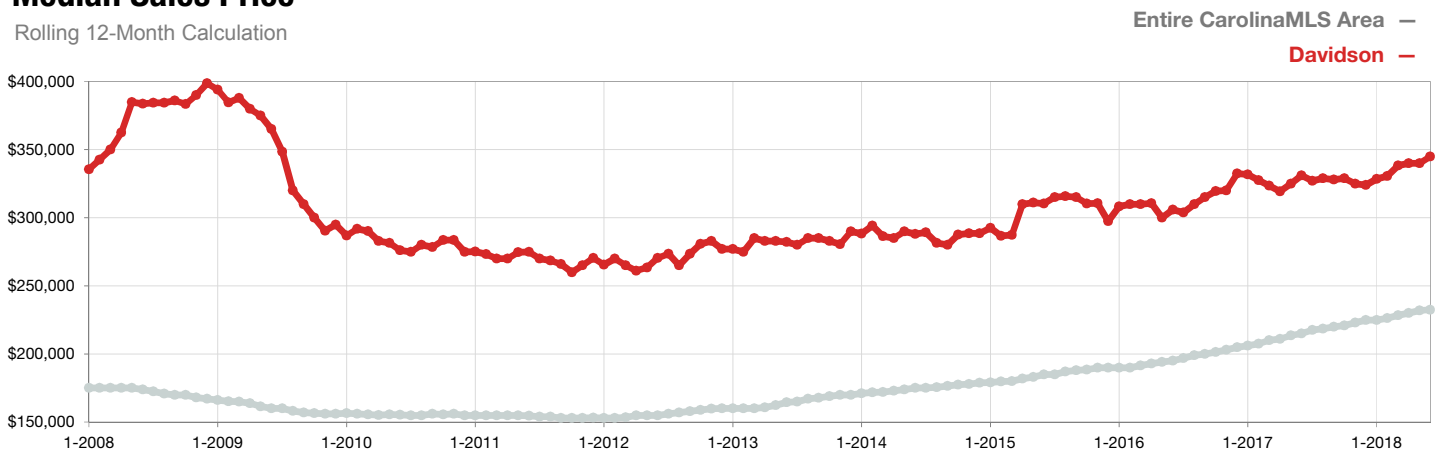
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June



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for June 2018

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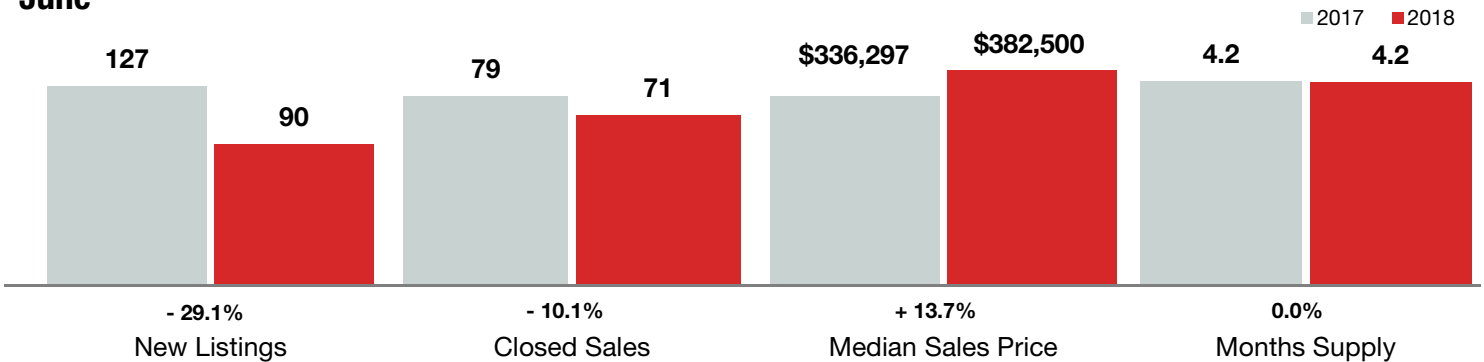
Denver

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 127 | 90 | - 29.1% | 593 | 531 | - 10.5% |
| Pending Sales | 89 | 83 | - 6.7% | 445 | 390 | - 12.4% |
| Closed Sales | 79 | 71 | - 10.1% | 389 | 318 | - 18.3% |
| Median Sales Price* | \$336,297 | \$382,500 | + 13.7% | \$349,032 | \$335,000 | - 4.0% |
| Average Sales Price* | \$365,655 | \$421,125 | + 15.2% | \$366,001 | \$365,191 | - 0.2% |
| Percent of Original List Price Received* | 97.6% | 97.4% | - 0.2% | 97.1% | 97.2% | + 0.1% |
| List to Close | 112 | 107 | - 4.5% | 108 | 122 | + 13.0% |
| Days on Market Until Sale | 52 | 56 | + 7.7% | 59 | 67 | + 13.6% |
| Cumulative Days on Market Until Sale | 60 | 66 | + 10.0% | 71 | 79 | + 11.3% |
| Inventory of Homes for Sale | 278 | 251 | - 9.7% | -- | -- | -- |
| Months Supply of Inventory | 4.2 | 4.2 | 0.0% | -- | -- | -- |

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June



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for June 2018

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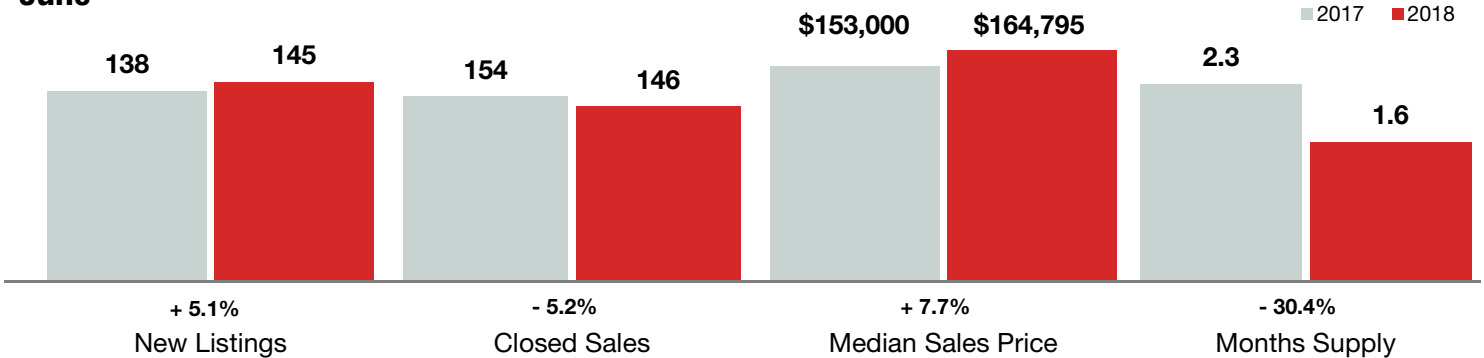
Gastonia

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 138 | 145 | + 5.1% | 884 | 923 | + 4.4% |
| Pending Sales | 116 | 150 | + 29.3% | 783 | 816 | + 4.2% |
| Closed Sales | 154 | 146 | - 5.2% | 756 | 686 | - 9.3% |
| Median Sales Price* | \$153,000 | \$164,795 | + 7.7% | \$150,250 | \$155,000 | + 3.2% |
| Average Sales Price* | \$169,361 | \$173,387 | + 2.4% | \$163,516 | \$166,022 | + 1.5% |
| Percent of Original List Price Received* | 96.4% | 96.9% | + 0.5% | 96.7% | 96.4% | - 0.3% |
| List to Close | 93 | 66 | - 29.0% | 110 | 84 | - 23.6% |
| Days on Market Until Sale | 42 | 26 | - 38.1% | 55 | 38 | - 30.9% |
| Cumulative Days on Market Until Sale | 45 | 29 | - 35.6% | 62 | 44 | - 29.0% |
| Inventory of Homes for Sale | 282 | 195 | - 30.9% | -- | -- | -- |
| Months Supply of Inventory | 2.3 | 1.6 | - 30.4% | -- | -- | -- |

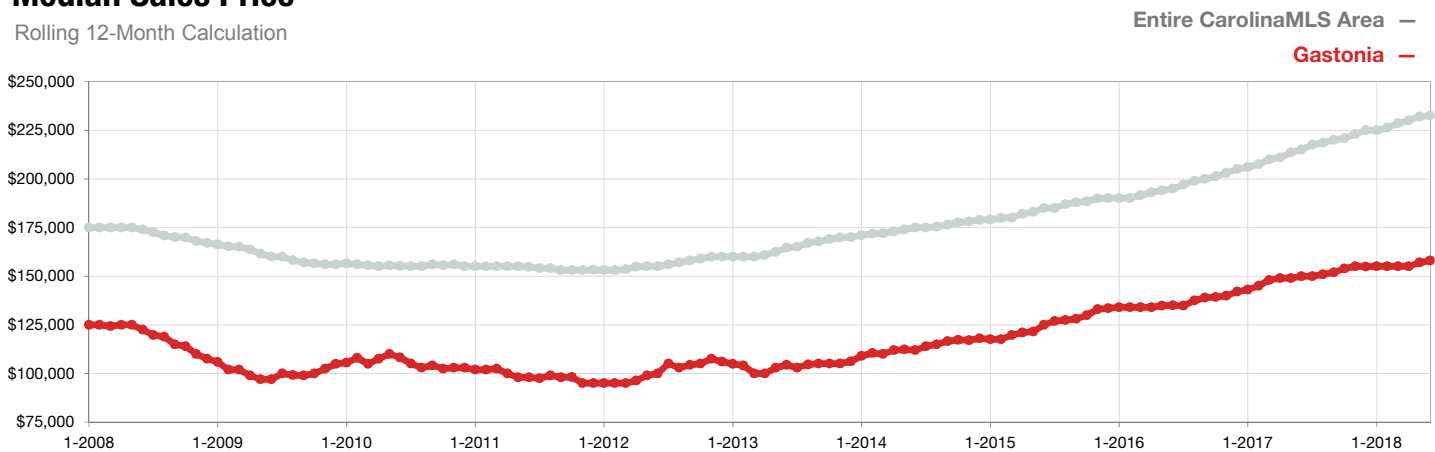
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June



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for June 2018

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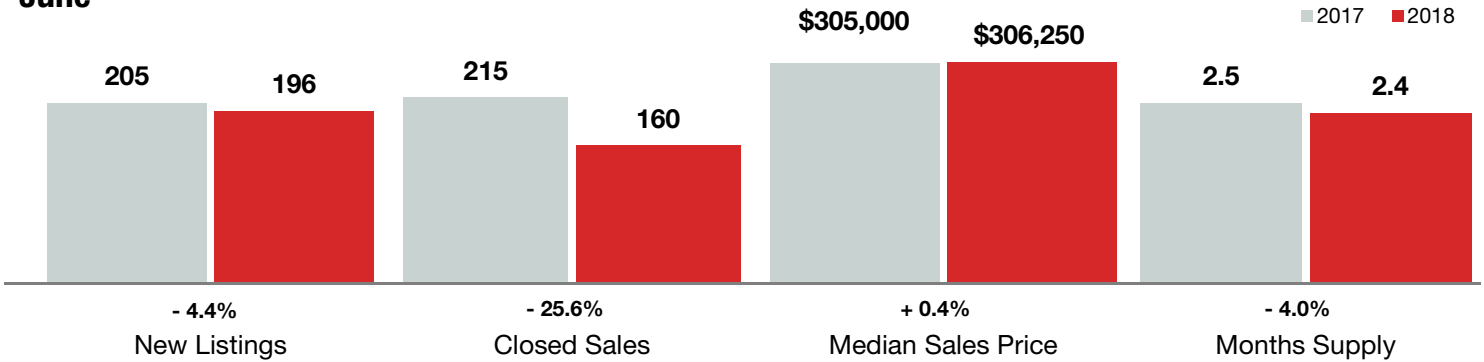
Huntersville

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 205 | 196 | - 4.4% | 1,234 | 1,172 | - 5.0% |
| Pending Sales | 179 | 177 | - 1.1% | 964 | 949 | - 1.6% |
| Closed Sales | 215 | 160 | - 25.6% | 848 | 803 | - 5.3% |
| Median Sales Price* | \$305,000 | \$306,250 | + 0.4% | \$289,000 | \$315,000 | + 9.0% |
| Average Sales Price* | \$319,457 | \$324,862 | + 1.7% | \$314,802 | \$338,316 | + 7.5% |
| Percent of Original List Price Received* | 98.1% | 97.9% | - 0.2% | 98.1% | 97.4% | - 0.7% |
| List to Close | 77 | 82 | + 6.5% | 93 | 95 | + 2.2% |
| Days on Market Until Sale | 28 | 32 | + 14.3% | 38 | 44 | + 15.8% |
| Cumulative Days on Market Until Sale | 37 | 34 | - 8.1% | 46 | 50 | + 8.7% |
| Inventory of Homes for Sale | 360 | 327 | - 9.2% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 2.4 | - 4.0% | -- | -- | -- |

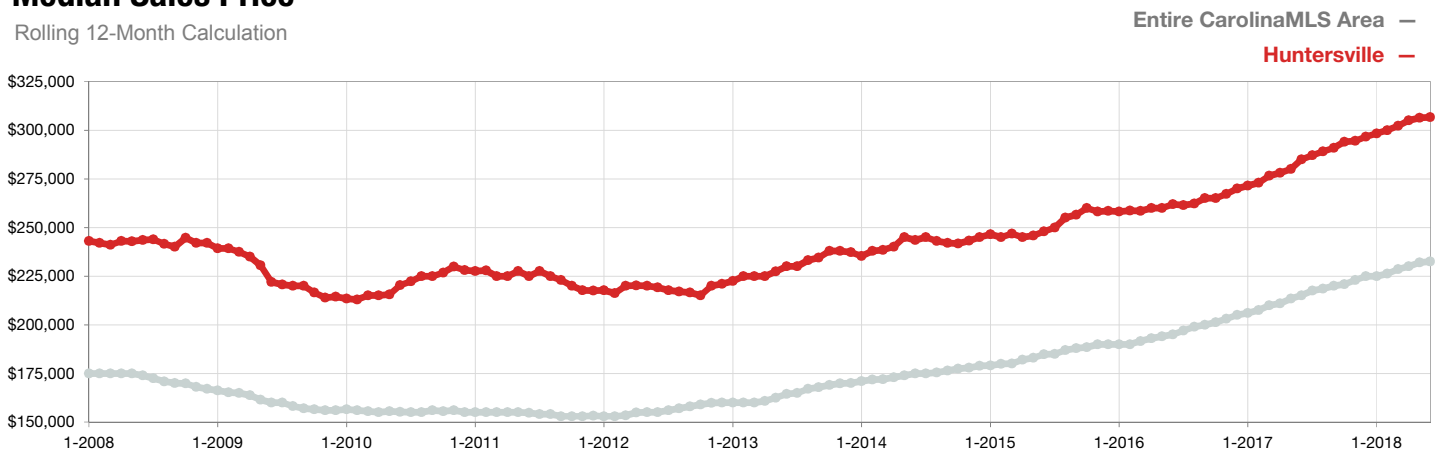
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June



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for June 2018

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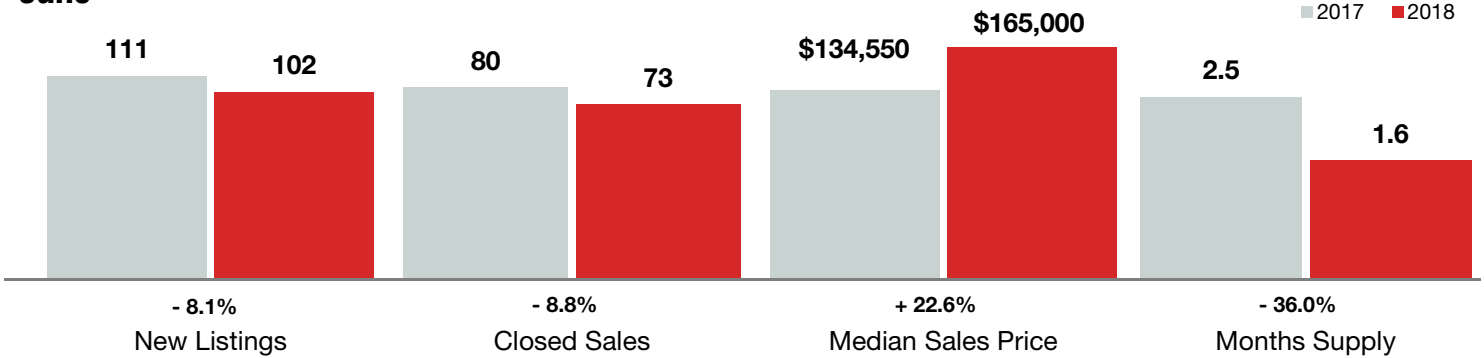
Kannapolis

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 111 | 102 | - 8.1% | 487 | 500 | + 2.7% |
| Pending Sales | 70 | 93 | + 32.9% | 403 | 455 | + 12.9% |
| Closed Sales | 80 | 73 | - 8.8% | 381 | 383 | + 0.5% |
| Median Sales Price* | \$134,550 | \$165,000 | + 22.6% | \$129,900 | \$150,000 | + 15.5% |
| Average Sales Price* | \$151,545 | \$187,372 | + 23.6% | \$142,203 | \$164,847 | + 15.9% |
| Percent of Original List Price Received* | 96.3% | 96.7% | + 0.4% | 95.8% | 95.9% | + 0.1% |
| List to Close | 89 | 67 | - 24.7% | 96 | 82 | - 14.6% |
| Days on Market Until Sale | 42 | 25 | - 40.5% | 53 | 38 | - 28.3% |
| Cumulative Days on Market Until Sale | 47 | 38 | - 19.1% | 57 | 46 | - 19.3% |
| Inventory of Homes for Sale | 159 | 110 | - 30.8% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 1.6 | - 36.0% | -- | -- | -- |

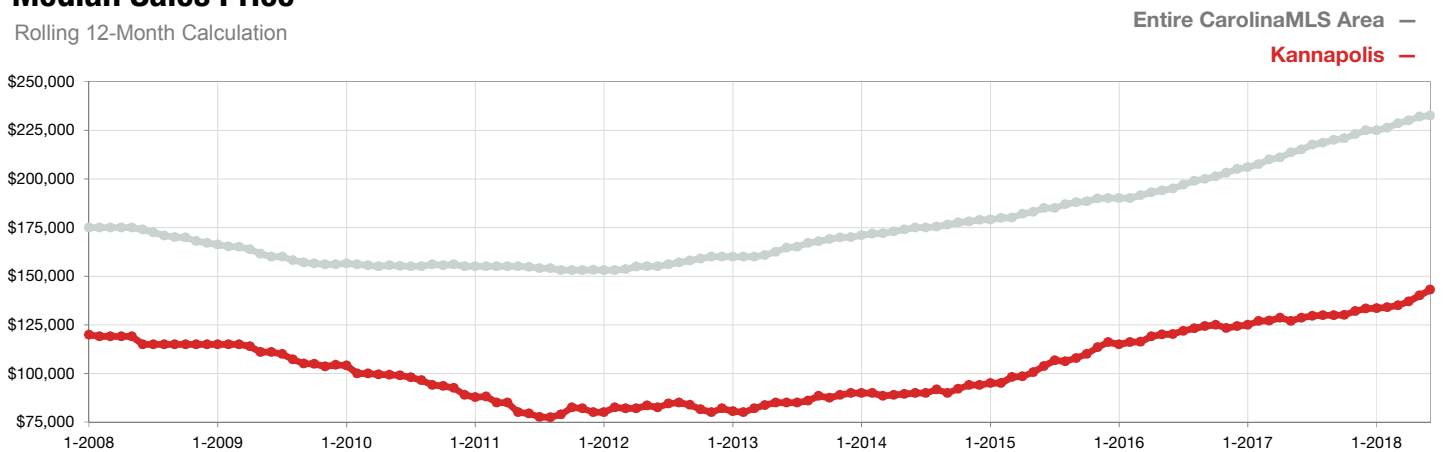
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June



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for June 2018

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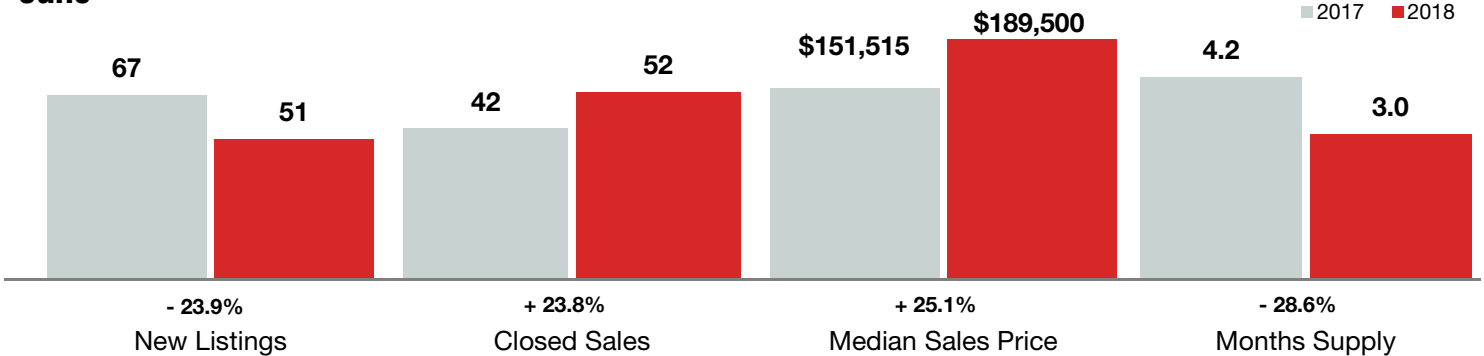
Lincolnton

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 67 | 51 | - 23.9% | 293 | 285 | - 2.7% |
| Pending Sales | 42 | 43 | + 2.4% | 216 | 233 | + 7.9% |
| Closed Sales | 42 | 52 | + 23.8% | 187 | 211 | + 12.8% |
| Median Sales Price* | \$151,515 | \$189,500 | + 25.1% | \$155,000 | \$167,000 | + 7.7% |
| Average Sales Price* | \$190,218 | \$210,277 | + 10.5% | \$169,785 | \$187,571 | + 10.5% |
| Percent of Original List Price Received* | 94.6% | 96.4% | + 1.9% | 95.1% | 95.0% | - 0.1% |
| List to Close | 146 | 111 | - 24.0% | 116 | 115 | - 0.9% |
| Days on Market Until Sale | 83 | 51 | - 38.6% | 62 | 59 | - 4.8% |
| Cumulative Days on Market Until Sale | 97 | 58 | - 40.2% | 76 | 68 | - 10.5% |
| Inventory of Homes for Sale | 143 | 112 | - 21.7% | -- | -- | -- |
| Months Supply of Inventory | 4.2 | 3.0 | - 28.6% | -- | -- | -- |

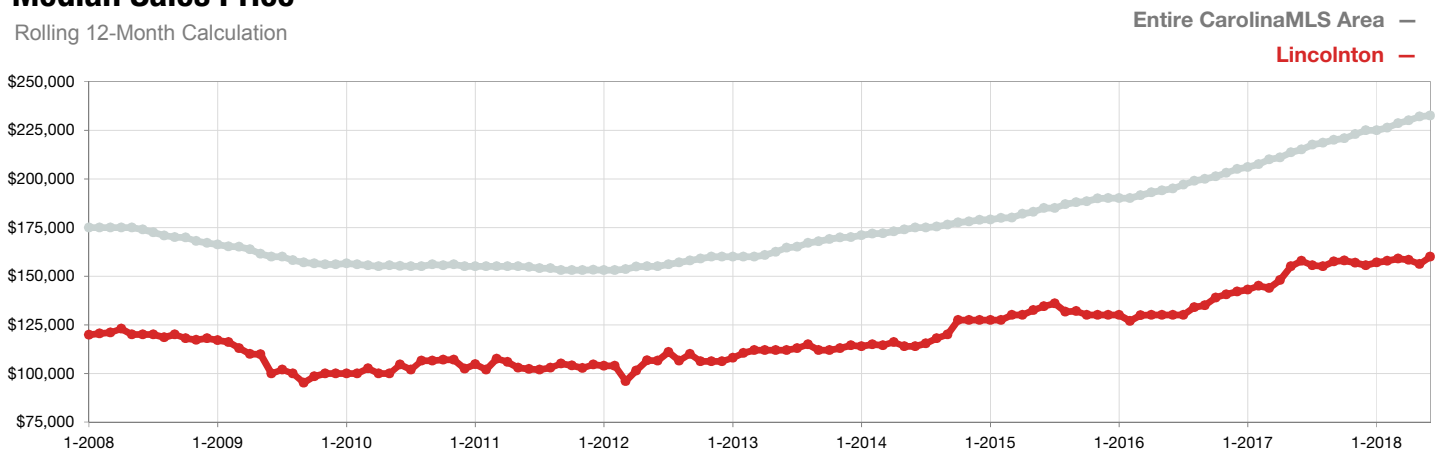
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June



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for June 2018

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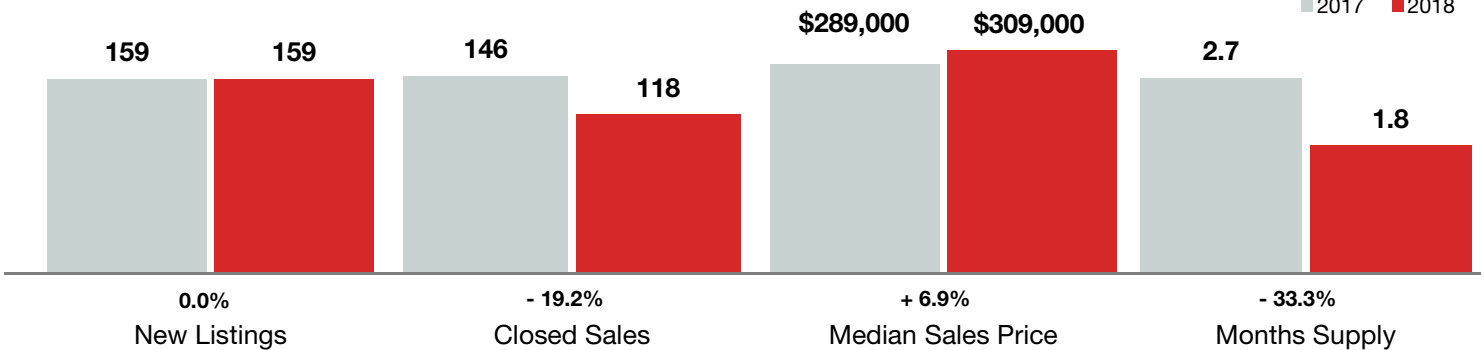
Matthews

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 159 | 159 | 0.0% | 857 | 789 | - 7.9% |
| Pending Sales | 122 | 143 | + 17.2% | 648 | 651 | + 0.5% |
| Closed Sales | 146 | 118 | - 19.2% | 557 | 543 | - 2.5% |
| Median Sales Price* | \$289,000 | \$309,000 | + 6.9% | \$277,121 | \$295,000 | + 6.5% |
| Average Sales Price* | \$328,226 | \$337,991 | + 3.0% | \$313,613 | \$327,197 | + 4.3% |
| Percent of Original List Price Received* | 98.9% | 98.5% | - 0.4% | 98.3% | 98.0% | - 0.3% |
| List to Close | 78 | 64 | - 17.9% | 84 | 77 | - 8.3% |
| Days on Market Until Sale | 32 | 22 | - 31.3% | 37 | 32 | - 13.5% |
| Cumulative Days on Market Until Sale | 37 | 26 | - 29.7% | 46 | 44 | - 4.3% |
| Inventory of Homes for Sale | 263 | 182 | - 30.8% | -- | -- | -- |
| Months Supply of Inventory | 2.7 | 1.8 | - 33.3% | -- | -- | -- |

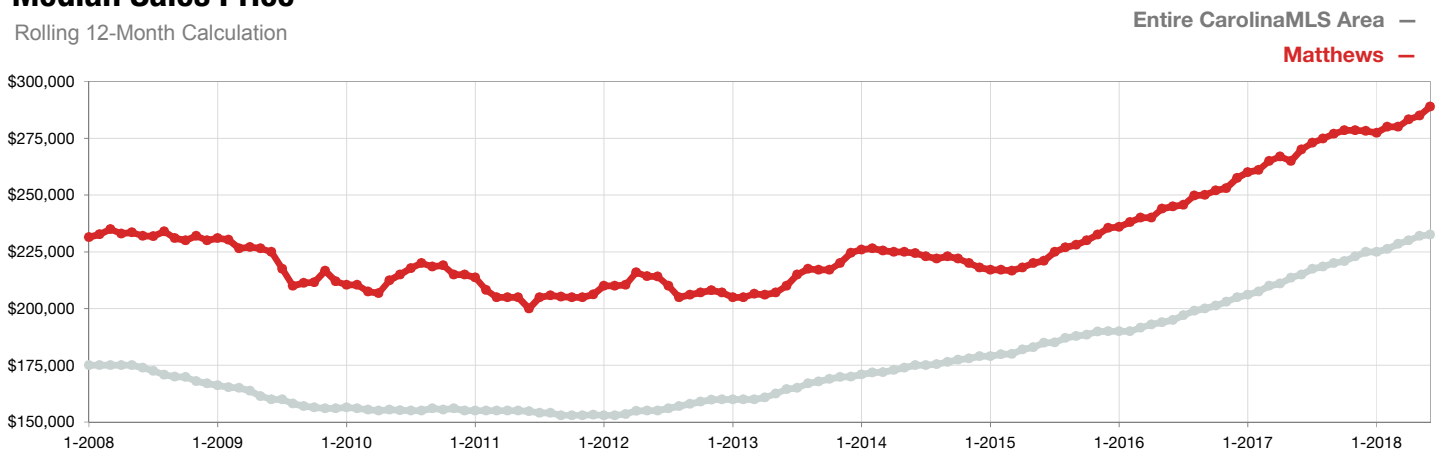
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June



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for June 2018

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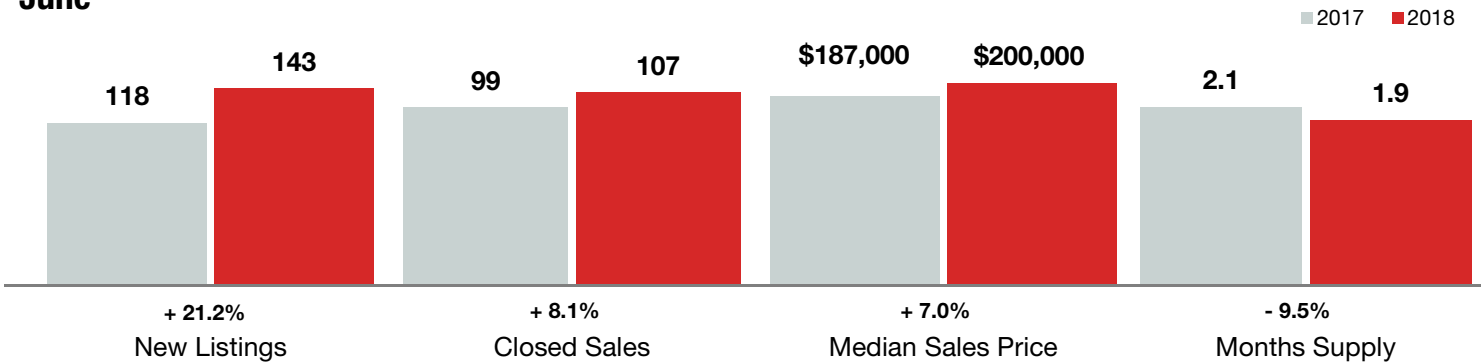
Monroe

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 118 | 143 | + 21.2% | 594 | 665 | + 12.0% |
| Pending Sales | 90 | 108 | + 20.0% | 542 | 572 | + 5.5% |
| Closed Sales | 99 | 107 | + 8.1% | 512 | 504 | - 1.6% |
| Median Sales Price* | \$187,000 | \$200,000 | + 7.0% | \$184,950 | \$200,000 | + 8.1% |
| Average Sales Price* | \$212,823 | \$228,821 | + 7.5% | \$203,035 | \$220,265 | + 8.5% |
| Percent of Original List Price Received* | 97.9% | 97.7% | - 0.2% | 96.7% | 96.9% | + 0.2% |
| List to Close | 88 | 69 | - 21.6% | 97 | 83 | - 14.4% |
| Days on Market Until Sale | 40 | 27 | - 32.5% | 49 | 37 | - 24.5% |
| Cumulative Days on Market Until Sale | 47 | 30 | - 36.2% | 59 | 45 | - 23.7% |
| Inventory of Homes for Sale | 181 | 165 | - 8.8% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 1.9 | - 9.5% | -- | -- | -- |

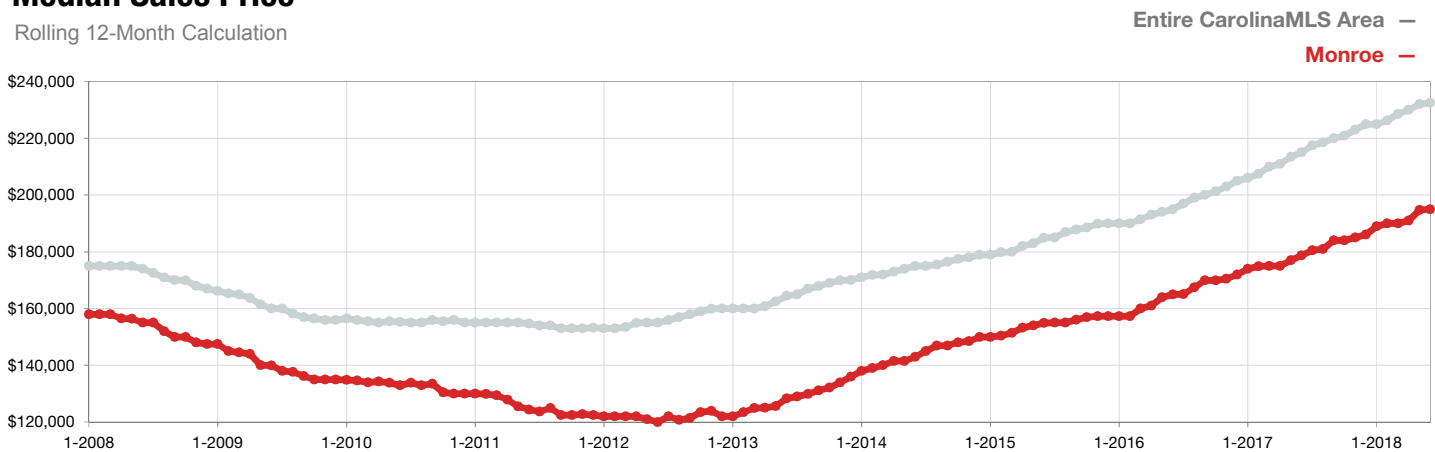
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June



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for June 2018

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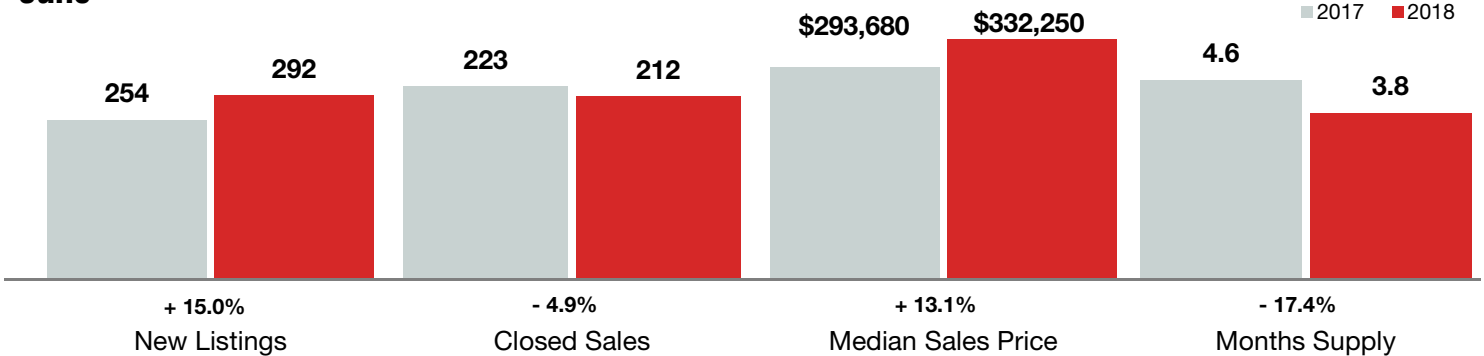
Mooresville

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 254 | 292 | + 15.0% | 1,492 | 1,486 | - 0.4% |
| Pending Sales | 182 | 211 | + 15.9% | 1,025 | 1,070 | + 4.4% |
| Closed Sales | 223 | 212 | - 4.9% | 915 | 925 | + 1.1% |
| Median Sales Price* | \$293,680 | \$332,250 | + 13.1% | \$287,000 | \$310,000 | + 8.0% |
| Average Sales Price* | \$339,334 | \$408,124 | + 20.3% | \$355,558 | \$396,368 | + 11.5% |
| Percent of Original List Price Received* | 96.8% | 97.2% | + 0.4% | 96.2% | 96.3% | + 0.1% |
| List to Close | 103 | 103 | 0.0% | 119 | 120 | + 0.8% |
| Days on Market Until Sale | 50 | 55 | + 10.0% | 67 | 69 | + 3.0% |
| Cumulative Days on Market Until Sale | 62 | 72 | + 16.1% | 82 | 81 | - 1.2% |
| Inventory of Homes for Sale | 732 | 658 | - 10.1% | -- | -- | -- |
| Months Supply of Inventory | 4.6 | 3.8 | - 17.4% | -- | -- | -- |

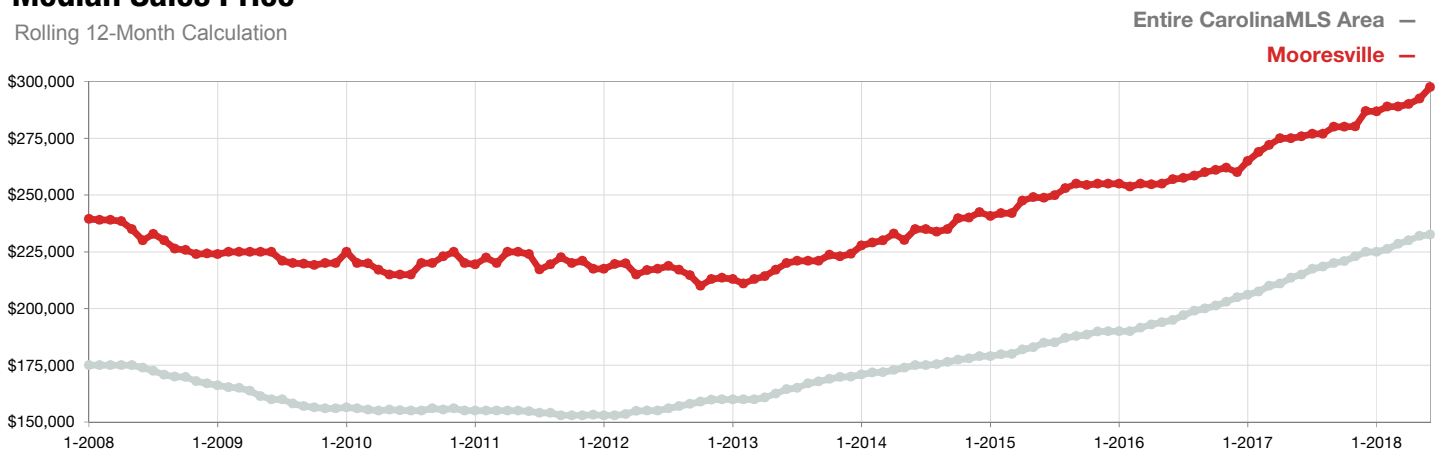
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June



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for June 2018

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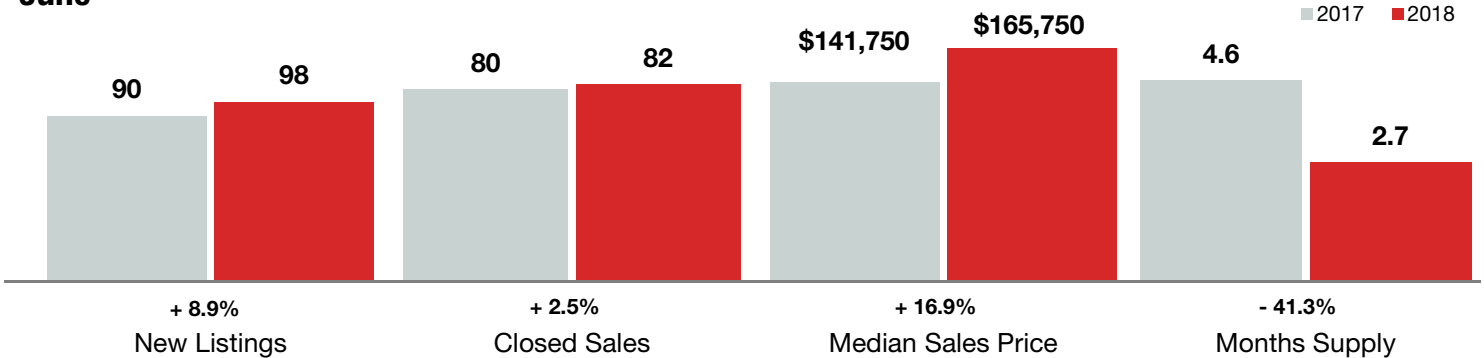
Salisbury

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 90 | 98 | + 8.9% | 548 | 574 | + 4.7% |
| Pending Sales | 80 | 93 | + 16.3% | 421 | 518 | + 23.0% |
| Closed Sales | 80 | 82 | + 2.5% | 396 | 453 | + 14.4% |
| Median Sales Price* | \$141,750 | \$165,750 | + 16.9% | \$137,600 | \$149,900 | + 8.9% |
| Average Sales Price* | \$166,990 | \$165,771 | - 0.7% | \$149,875 | \$159,422 | + 6.4% |
| Percent of Original List Price Received* | 93.3% | 95.8% | + 2.7% | 92.3% | 94.9% | + 2.8% |
| List to Close | 121 | 100 | - 17.4% | 136 | 115 | - 15.4% |
| Days on Market Until Sale | 71 | 54 | - 23.9% | 88 | 68 | - 22.7% |
| Cumulative Days on Market Until Sale | 90 | 65 | - 27.8% | 102 | 80 | - 21.6% |
| Inventory of Homes for Sale | 306 | 203 | - 33.7% | -- | -- | -- |
| Months Supply of Inventory | 4.6 | 2.7 | - 41.3% | -- | -- | -- |

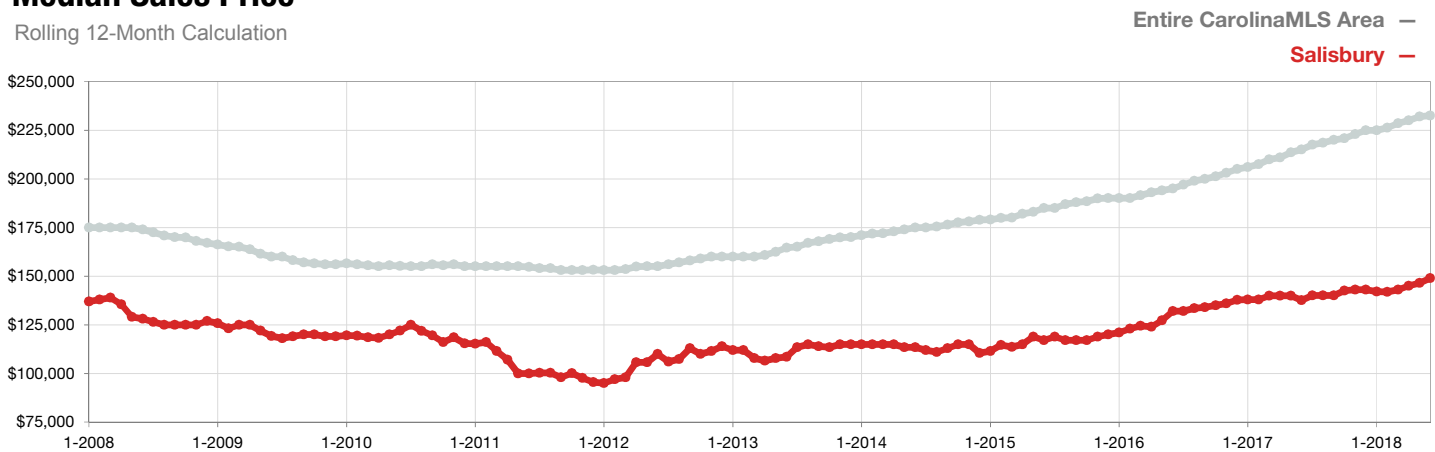
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June



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for June 2018

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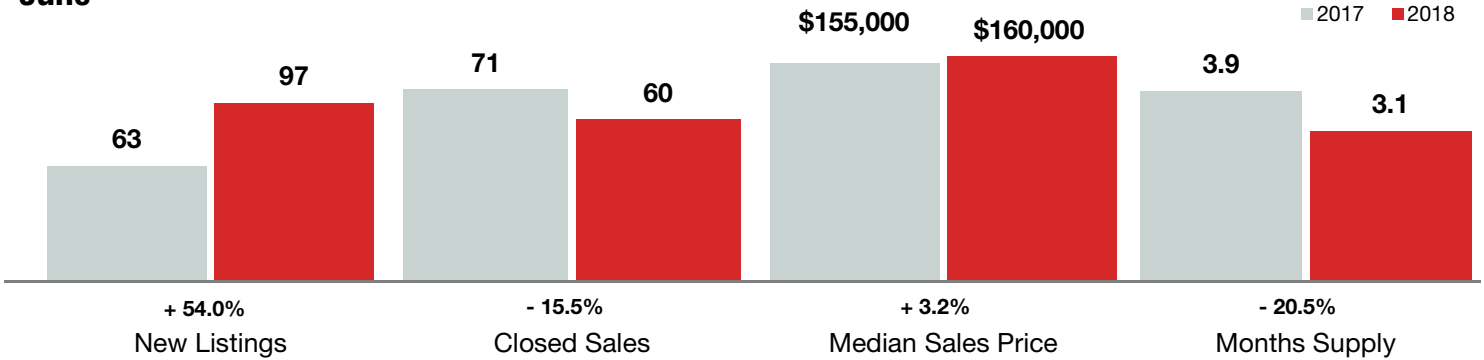
Stanly County

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 63 | 97 | + 54.0% | 426 | 484 | + 13.6% |
| Pending Sales | 70 | 75 | + 7.1% | 372 | 409 | + 9.9% |
| Closed Sales | 71 | 60 | - 15.5% | 338 | 327 | - 3.3% |
| Median Sales Price* | \$155,000 | \$160,000 | + 3.2% | \$139,900 | \$150,000 | + 7.2% |
| Average Sales Price* | \$169,880 | \$185,413 | + 9.1% | \$154,946 | \$171,432 | + 10.6% |
| Percent of Original List Price Received* | 94.7% | 97.3% | + 2.7% | 93.9% | 94.3% | + 0.4% |
| List to Close | 105 | 96 | - 8.6% | 130 | 115 | - 11.5% |
| Days on Market Until Sale | 53 | 42 | - 20.8% | 78 | 67 | - 14.1% |
| Cumulative Days on Market Until Sale | 69 | 48 | - 30.4% | 91 | 77 | - 15.4% |
| Inventory of Homes for Sale | 215 | 187 | - 13.0% | -- | -- | -- |
| Months Supply of Inventory | 3.9 | 3.1 | - 20.5% | -- | -- | -- |

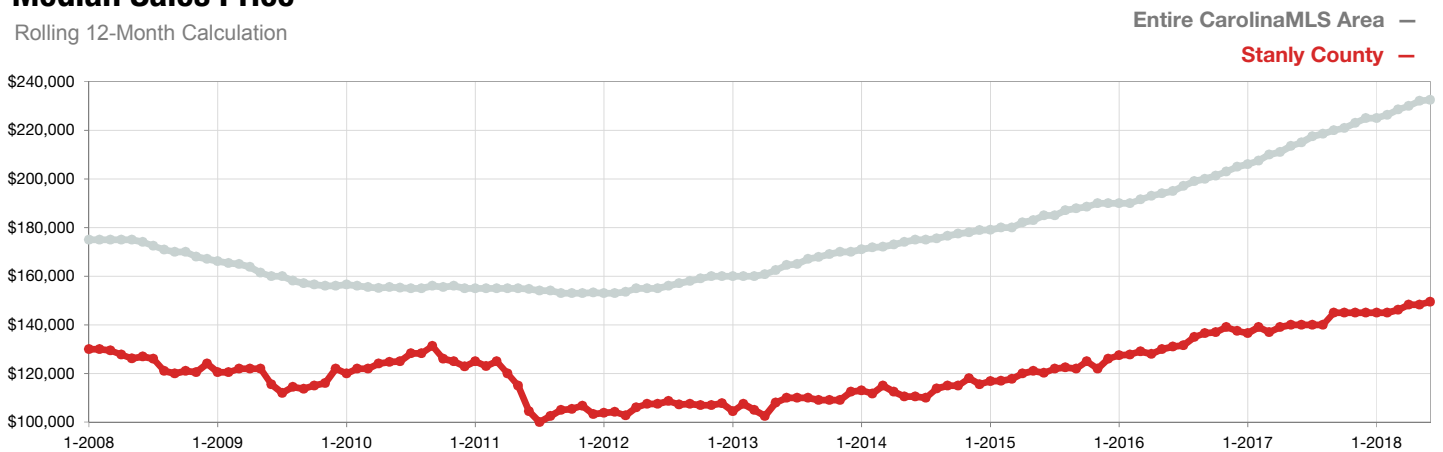
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June



Median Sales Price

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Local Market Update for June 2018

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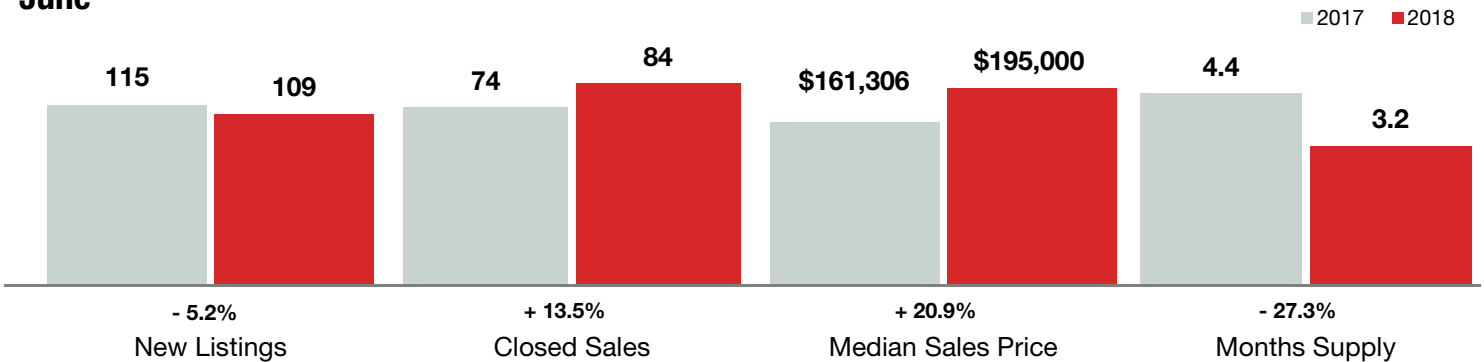
Statesville

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 115 | 109 | - 5.2% | 609 | 633 | + 3.9% |
| Pending Sales | 79 | 88 | + 11.4% | 442 | 503 | + 13.8% |
| Closed Sales | 74 | 84 | + 13.5% | 402 | 430 | + 7.0% |
| Median Sales Price* | \$161,306 | \$195,000 | + 20.9% | \$150,000 | \$164,900 | + 9.9% |
| Average Sales Price* | \$169,801 | \$198,511 | + 16.9% | \$166,561 | \$179,353 | + 7.7% |
| Percent of Original List Price Received* | 95.4% | 96.0% | + 0.6% | 94.3% | 95.4% | + 1.2% |
| List to Close | 117 | 115 | - 1.7% | 114 | 119 | + 4.4% |
| Days on Market Until Sale | 73 | 61 | - 16.4% | 70 | 69 | - 1.4% |
| Cumulative Days on Market Until Sale | 80 | 75 | - 6.3% | 83 | 84 | + 1.2% |
| Inventory of Homes for Sale | 314 | 244 | - 22.3% | -- | -- | -- |
| Months Supply of Inventory | 4.4 | 3.2 | - 27.3% | -- | -- | -- |

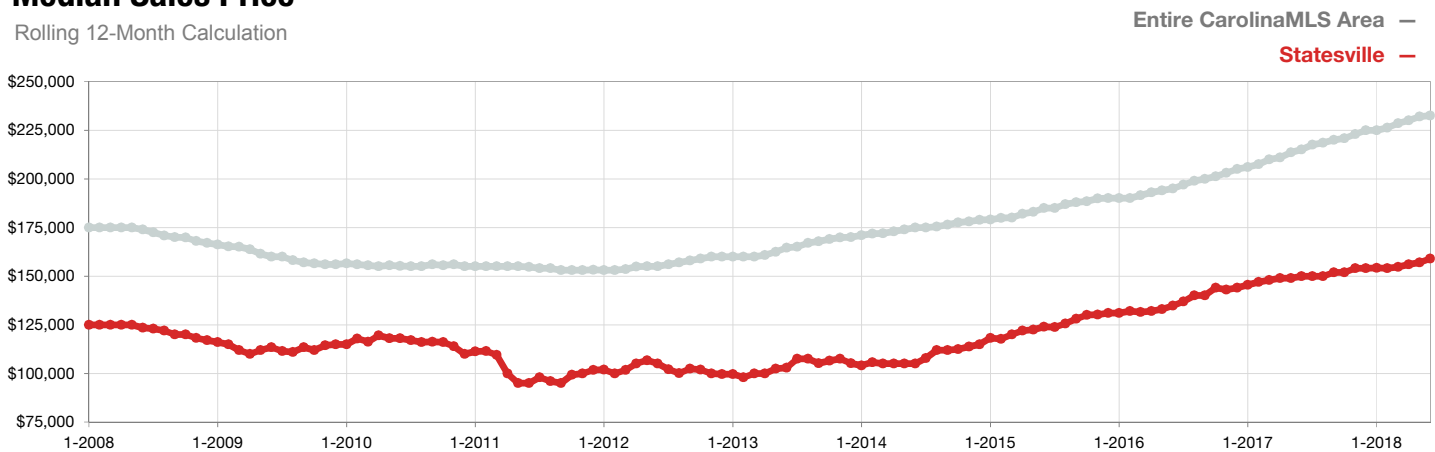
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June



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for June 2018

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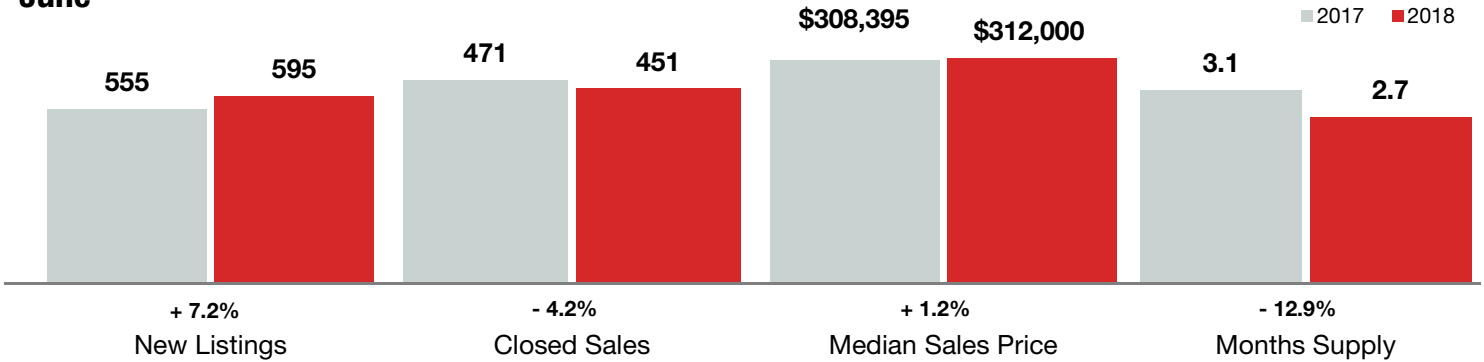
Union County

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 555 | 595 | + 7.2% | 2,883 | 2,984 | + 3.5% |
| Pending Sales | 410 | 488 | + 19.0% | 2,229 | 2,407 | + 8.0% |
| Closed Sales | 471 | 451 | - 4.2% | 1,992 | 2,024 | + 1.6% |
| Median Sales Price* | \$308,395 | \$312,000 | + 1.2% | \$280,133 | \$299,000 | + 6.7% |
| Average Sales Price* | \$360,904 | \$364,136 | + 0.9% | \$335,882 | \$352,042 | + 4.8% |
| Percent of Original List Price Received* | 97.7% | 97.7% | 0.0% | 97.2% | 97.2% | 0.0% |
| List to Close | 98 | 84 | - 14.3% | 107 | 99 | - 7.5% |
| Days on Market Until Sale | 46 | 36 | - 21.7% | 53 | 48 | - 9.4% |
| Cumulative Days on Market Until Sale | 56 | 43 | - 23.2% | 65 | 60 | - 7.7% |
| Inventory of Homes for Sale | 1,060 | 960 | - 9.4% | -- | -- | -- |
| Months Supply of Inventory | 3.1 | 2.7 | - 12.9% | -- | -- | -- |

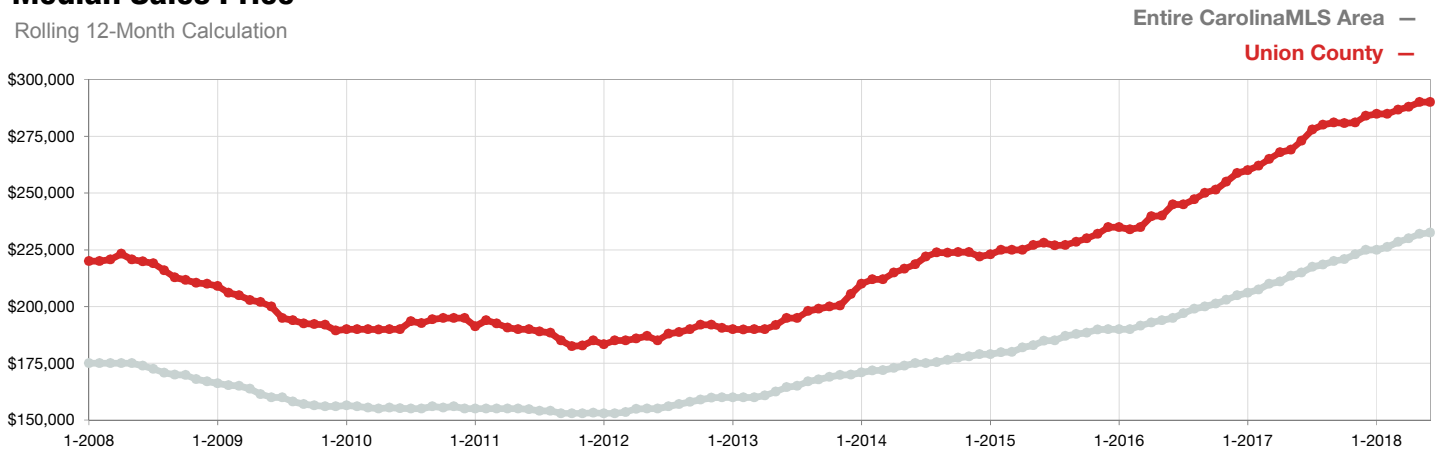
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

June



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for June 2018

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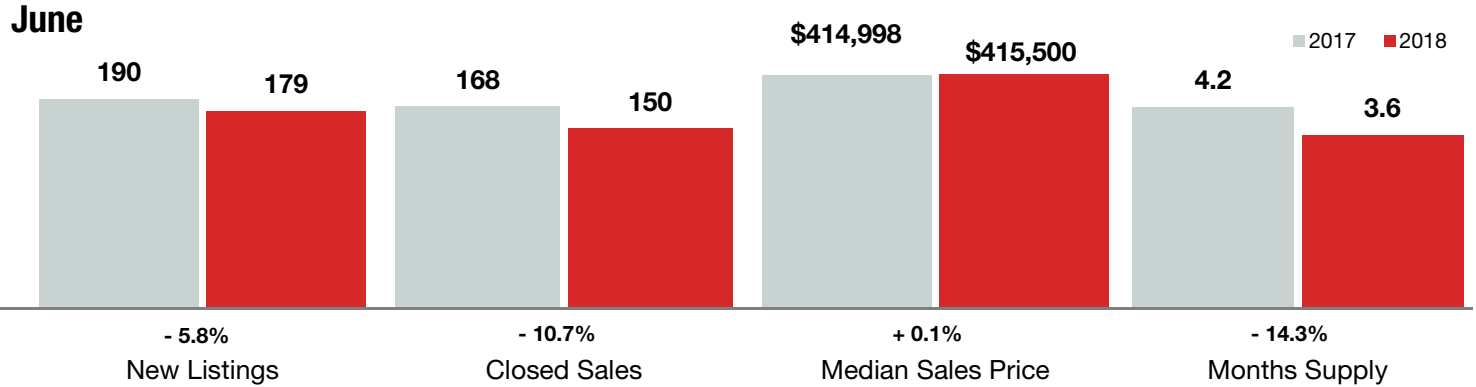


Waxhaw

North Carolina

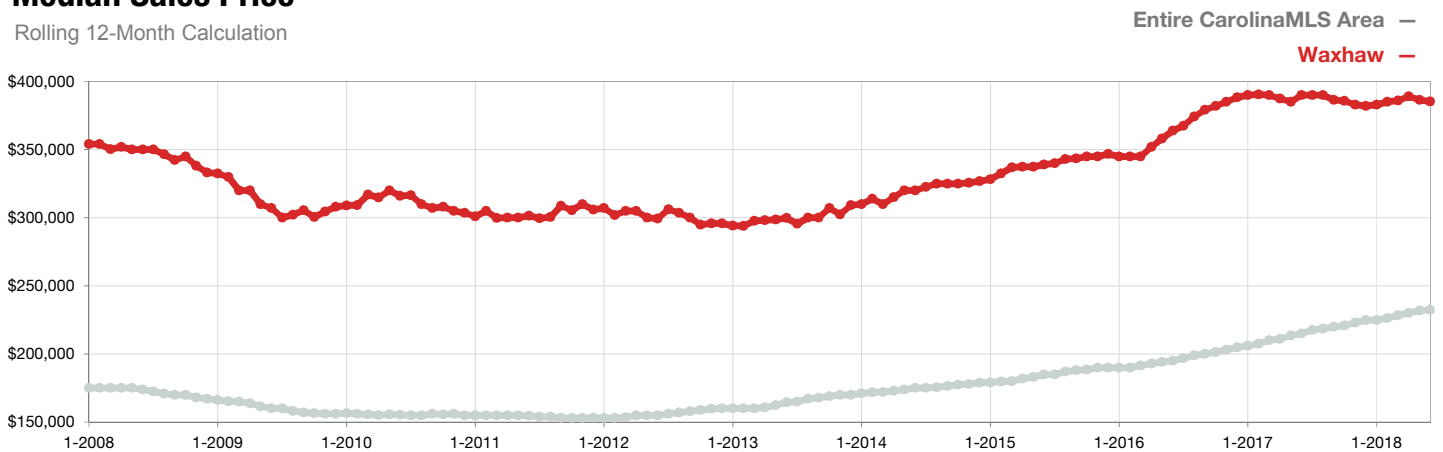
| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 190 | 179 | - 5.8% | 991 | 1,008 | + 1.7% |
| Pending Sales | 118 | 154 | + 30.5% | 698 | 761 | + 9.0% |
| Closed Sales | 168 | 150 | - 10.7% | 617 | 628 | + 1.8% |
| Median Sales Price* | \$414,998 | \$415,500 | + 0.1% | \$389,000 | \$398,200 | + 2.4% |
| Average Sales Price* | \$481,244 | \$468,240 | - 2.7% | \$443,027 | \$452,930 | + 2.2% |
| Percent of Original List Price Received* | 96.7% | 97.0% | + 0.3% | 96.6% | 96.9% | + 0.3% |
| List to Close | 111 | 100 | - 9.9% | 119 | 113 | - 5.0% |
| Days on Market Until Sale | 56 | 47 | - 16.1% | 62 | 57 | - 8.1% |
| Cumulative Days on Market Until Sale | 74 | 56 | - 24.3% | 80 | 73 | - 8.8% |
| Inventory of Homes for Sale | 422 | 398 | - 5.7% | -- | -- | -- |
| Months Supply of Inventory | 4.2 | 3.6 | - 14.3% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



Local Market Update for June 2018

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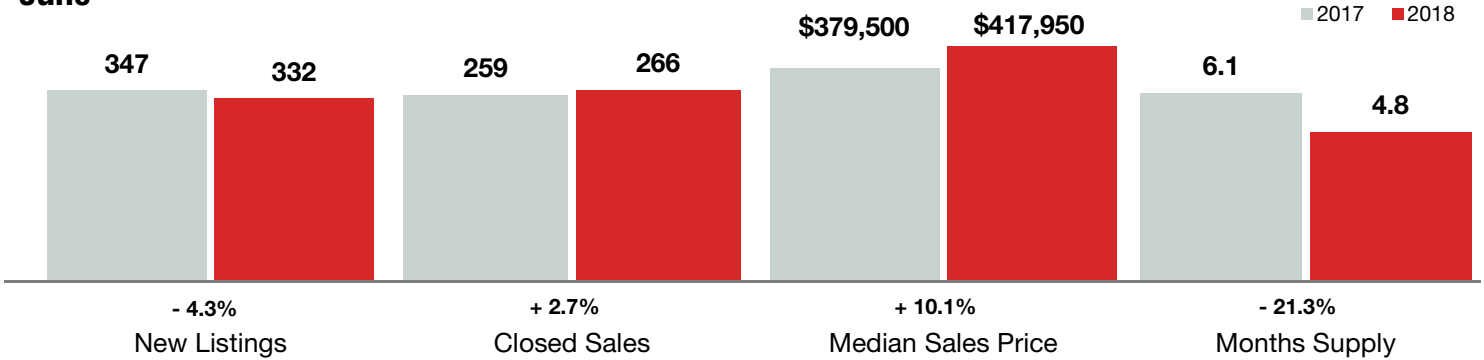
Lake Norman

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 347 | 332 | - 4.3% | 1,948 | 1,915 | - 1.7% |
| Pending Sales | 247 | 248 | + 0.4% | 1,243 | 1,299 | + 4.5% |
| Closed Sales | 259 | 266 | + 2.7% | 1,099 | 1,106 | + 0.6% |
| Median Sales Price* | \$379,500 | \$417,950 | + 10.1% | \$375,000 | \$382,948 | + 2.1% |
| Average Sales Price* | \$460,178 | \$518,809 | + 12.7% | \$465,306 | \$506,692 | + 8.9% |
| Percent of Original List Price Received* | 95.3% | 96.3% | + 1.0% | 95.3% | 96.0% | + 0.7% |
| List to Close | 130 | 122 | - 6.2% | 134 | 131 | - 2.2% |
| Days on Market Until Sale | 71 | 70 | - 1.4% | 79 | 77 | - 2.5% |
| Cumulative Days on Market Until Sale | 85 | 92 | + 8.2% | 95 | 93 | - 2.1% |
| Inventory of Homes for Sale | 1,139 | 970 | - 14.8% | -- | -- | -- |
| Months Supply of Inventory | 6.1 | 4.8 | - 21.3% | -- | -- | -- |

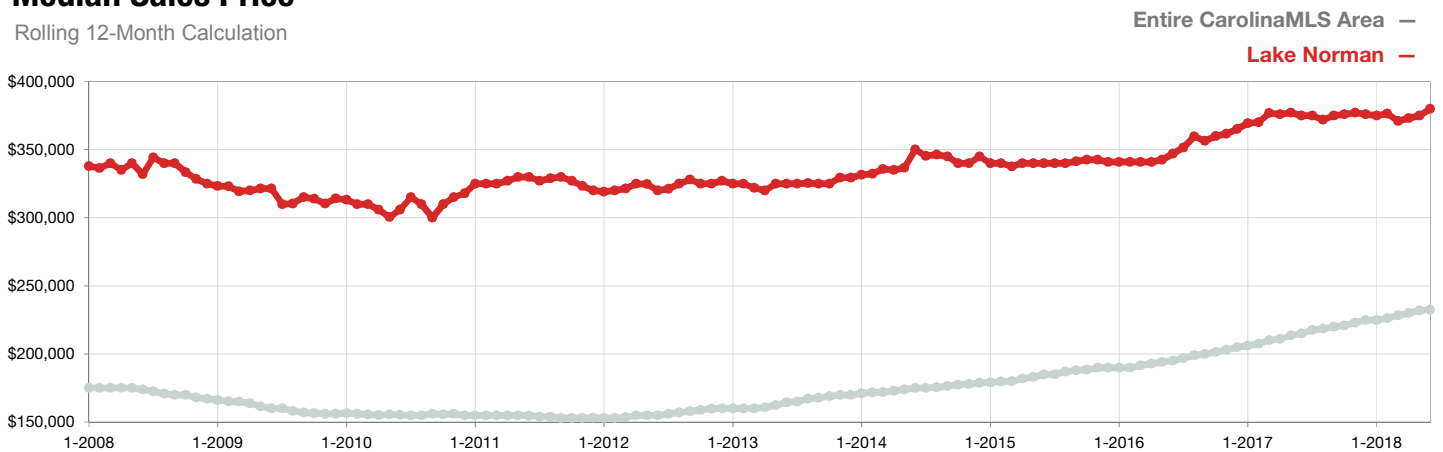
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June



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for June 2018

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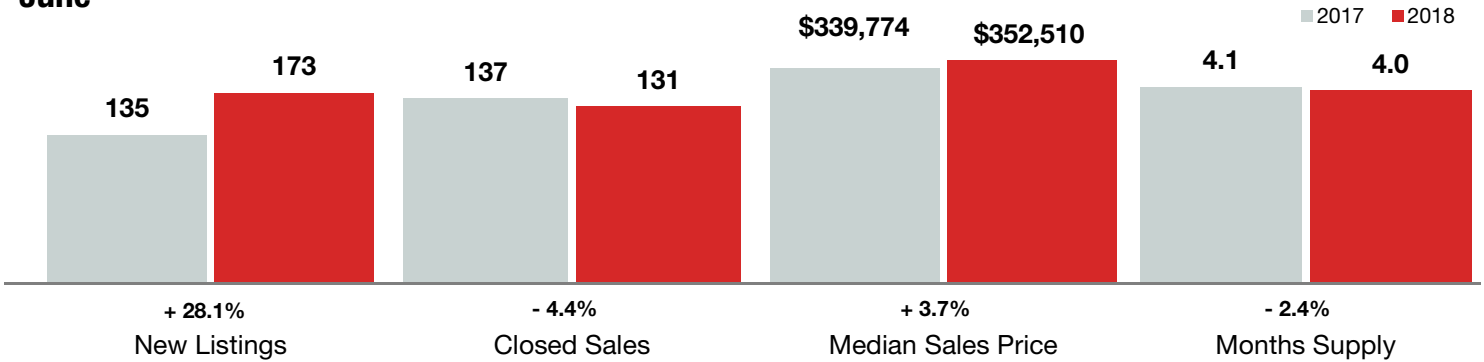
Lake Wylie

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 135 | 173 | + 28.1% | 851 | 952 | + 11.9% |
| Pending Sales | 120 | 156 | + 30.0% | 620 | 694 | + 11.9% |
| Closed Sales | 137 | 131 | - 4.4% | 525 | 592 | + 12.8% |
| Median Sales Price* | \$339,774 | \$352,510 | + 3.7% | \$330,000 | \$350,000 | + 6.1% |
| Average Sales Price* | \$399,196 | \$381,048 | - 4.5% | \$375,996 | \$395,306 | + 5.1% |
| Percent of Original List Price Received* | 97.6% | 98.4% | + 0.8% | 97.4% | 97.3% | - 0.1% |
| List to Close | 123 | 113 | - 8.1% | 125 | 128 | + 2.4% |
| Days on Market Until Sale | 54 | 56 | + 3.7% | 62 | 70 | + 12.9% |
| Cumulative Days on Market Until Sale | 75 | 70 | - 6.7% | 79 | 84 | + 6.3% |
| Inventory of Homes for Sale | 373 | 407 | + 9.1% | -- | -- | -- |
| Months Supply of Inventory | 4.1 | 4.0 | - 2.4% | -- | -- | -- |

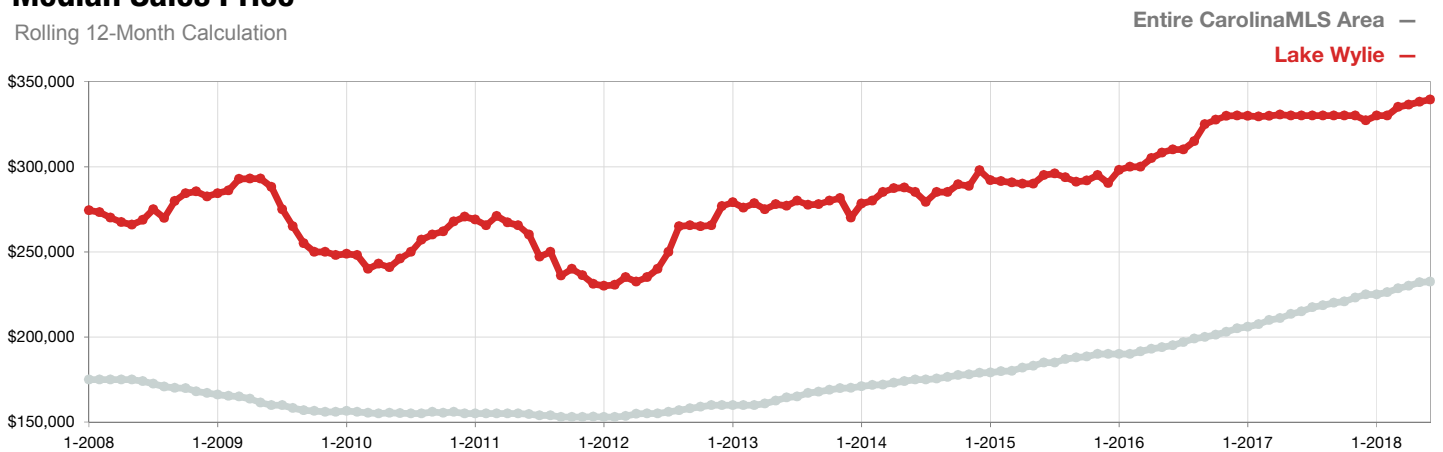
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June



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for June 2018



Charlotte Regional Realtor® Association

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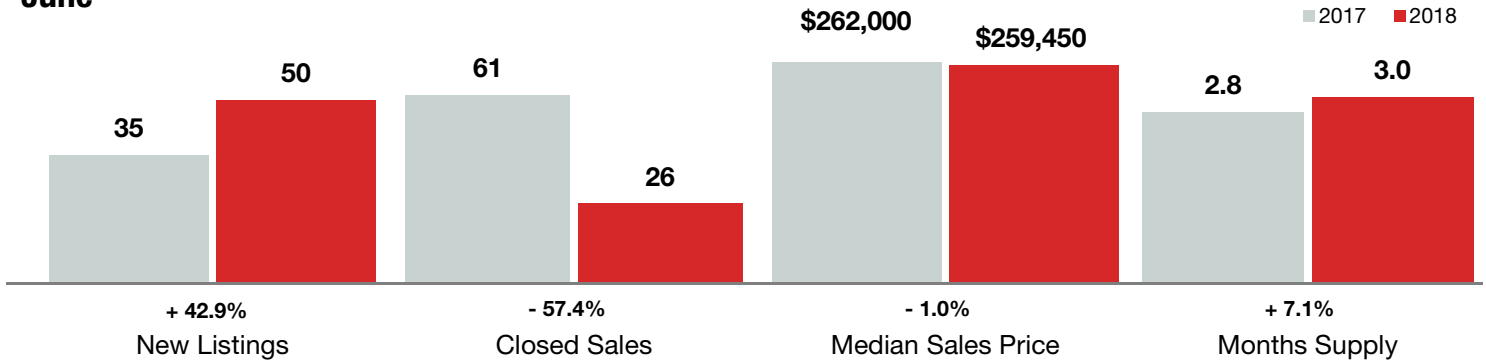
Uptown Charlotte

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 35 | 50 | + 42.9% | 307 | 281 | - 8.5% |
| Pending Sales | 37 | 42 | + 13.5% | 253 | 208 | - 17.8% |
| Closed Sales | 61 | 26 | - 57.4% | 236 | 176 | - 25.4% |
| Median Sales Price* | \$262,000 | \$259,450 | - 1.0% | \$282,000 | \$266,750 | - 5.4% |
| Average Sales Price* | \$294,938 | \$293,758 | - 0.4% | \$319,935 | \$321,712 | + 0.6% |
| Percent of Original List Price Received* | 97.2% | 97.4% | + 0.2% | 96.9% | 96.6% | - 0.3% |
| List to Close | 88 | 51 | - 42.0% | 101 | 89 | - 11.9% |
| Days on Market Until Sale | 45 | 21 | - 53.3% | 51 | 46 | - 9.8% |
| Cumulative Days on Market Until Sale | 54 | 21 | - 61.1% | 60 | 58 | - 3.3% |
| Inventory of Homes for Sale | 92 | 93 | + 1.1% | -- | -- | -- |
| Months Supply of Inventory | 2.8 | 3.0 | + 7.1% | -- | -- | -- |

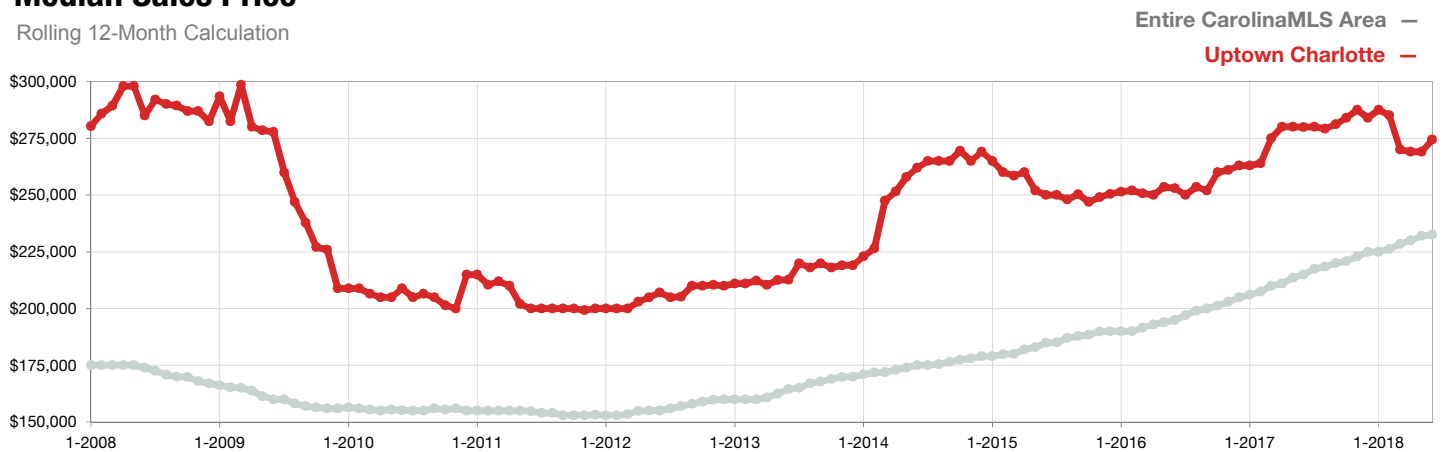
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June



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for June 2018

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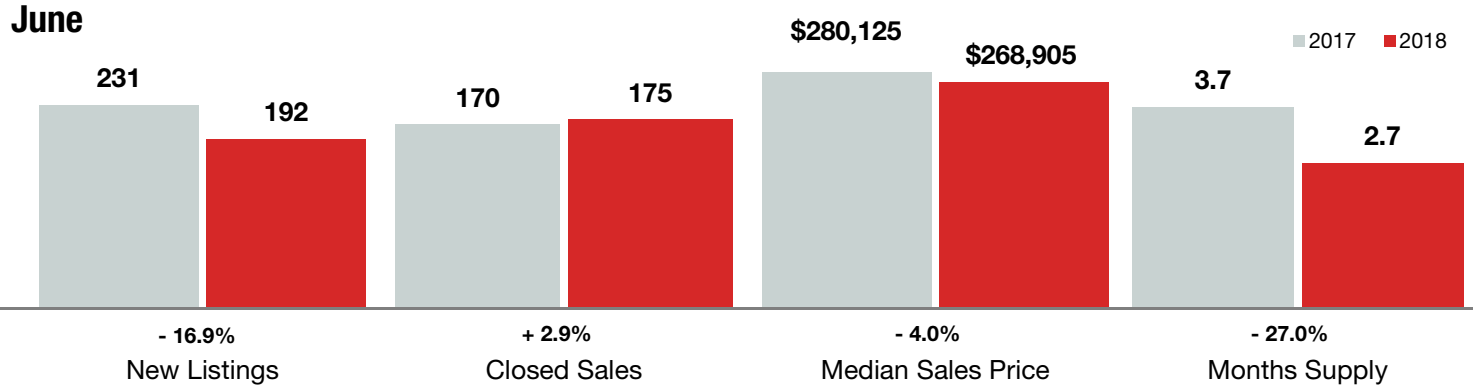


Lancaster County

South Carolina

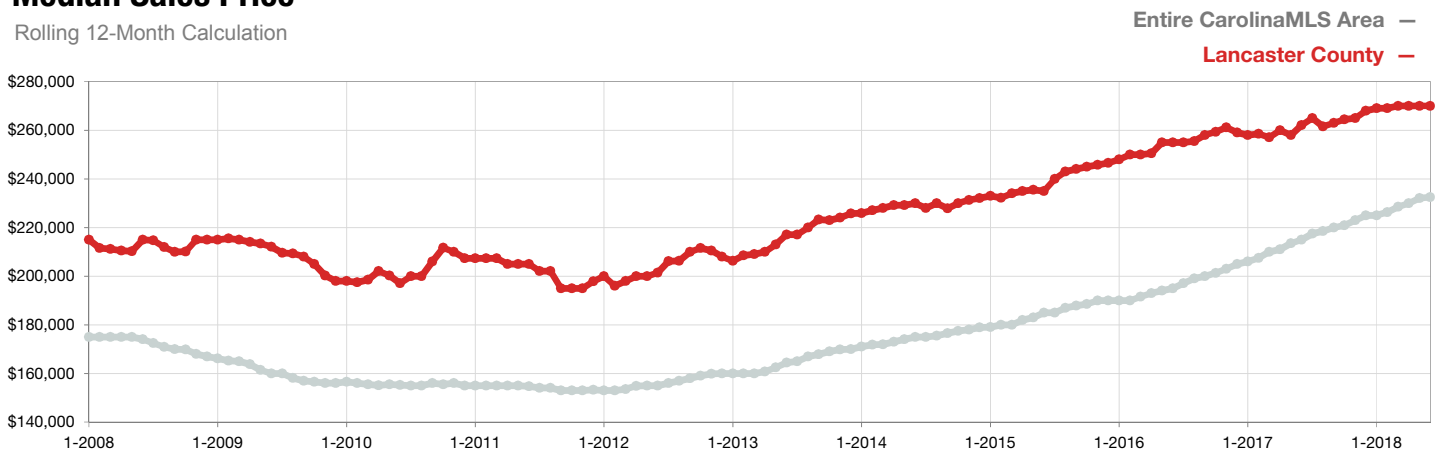
| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 231 | 192 | - 16.9% | 1,109 | 1,207 | + 8.8% |
| Pending Sales | 174 | 181 | + 4.0% | 823 | 1,046 | + 27.1% |
| Closed Sales | 170 | 175 | + 2.9% | 724 | 903 | + 24.7% |
| Median Sales Price* | \$280,125 | \$268,905 | - 4.0% | \$266,331 | \$272,000 | + 2.1% |
| Average Sales Price* | \$275,292 | \$284,559 | + 3.4% | \$269,865 | \$280,482 | + 3.9% |
| Percent of Original List Price Received* | 97.7% | 97.3% | - 0.4% | 96.9% | 97.1% | + 0.2% |
| List to Close | 96 | 105 | + 9.4% | 109 | 114 | + 4.6% |
| Days on Market Until Sale | 48 | 55 | + 14.6% | 56 | 61 | + 8.9% |
| Cumulative Days on Market Until Sale | 69 | 65 | - 5.8% | 70 | 76 | + 8.6% |
| Inventory of Homes for Sale | 444 | 408 | - 8.1% | -- | -- | -- |
| Months Supply of Inventory | 3.7 | 2.7 | - 27.0% | -- | -- | -- |

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Median Sales Price

Rolling 12-Month Calculation



Local Market Update for June 2018

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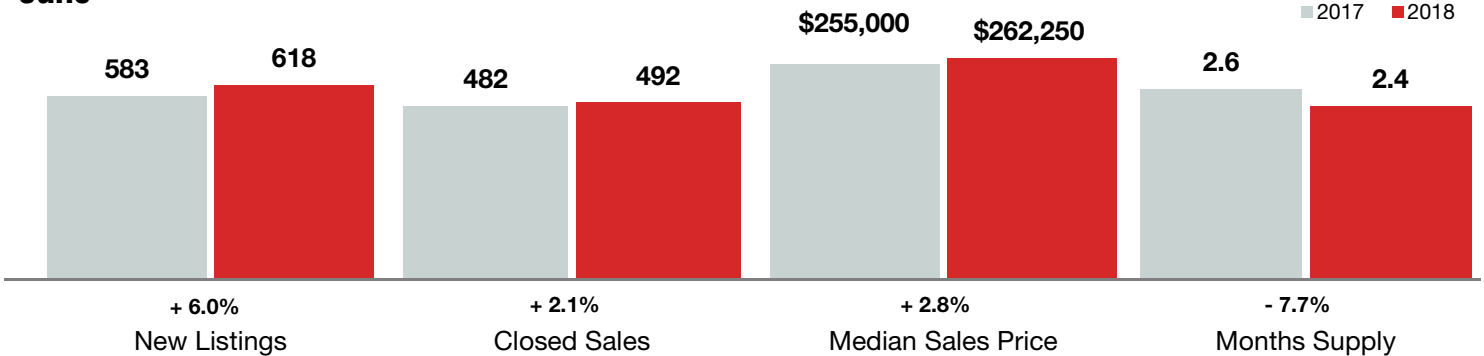
York County

South Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 583 | 618 | + 6.0% | 3,136 | 3,334 | + 6.3% |
| Pending Sales | 491 | 505 | + 2.9% | 2,602 | 2,698 | + 3.7% |
| Closed Sales | 482 | 492 | + 2.1% | 2,292 | 2,389 | + 4.2% |
| Median Sales Price* | \$255,000 | \$262,250 | + 2.8% | \$243,000 | \$252,000 | + 3.7% |
| Average Sales Price* | \$283,138 | \$287,013 | + 1.4% | \$269,194 | \$276,238 | + 2.6% |
| Percent of Original List Price Received* | 97.5% | 98.2% | + 0.7% | 97.1% | 97.4% | + 0.3% |
| List to Close | 93 | 86 | - 7.5% | 103 | 92 | - 10.7% |
| Days on Market Until Sale | 41 | 37 | - 9.8% | 49 | 44 | - 10.2% |
| Cumulative Days on Market Until Sale | 50 | 45 | - 10.0% | 59 | 53 | - 10.2% |
| Inventory of Homes for Sale | 1,034 | 962 | - 7.0% | -- | -- | -- |
| Months Supply of Inventory | 2.6 | 2.4 | - 7.7% | -- | -- | -- |

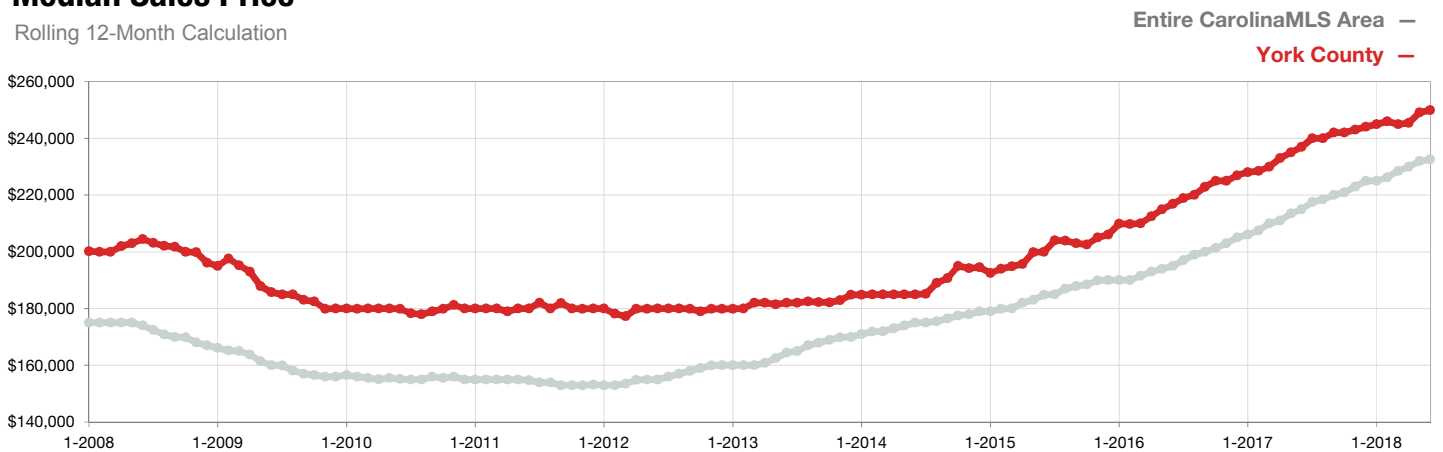
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June



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for June 2018

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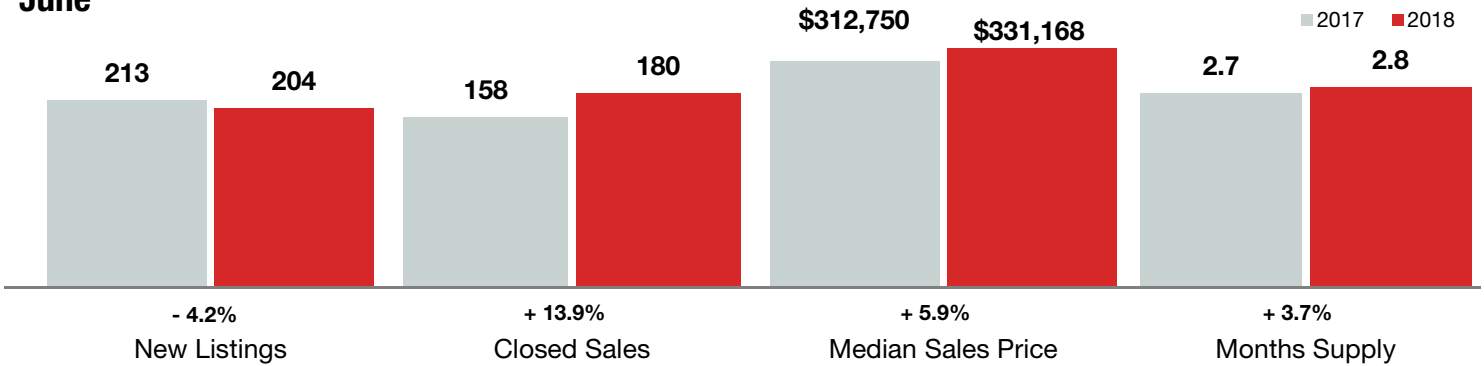
Fort Mill

South Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 213 | 204 | - 4.2% | 1,105 | 1,104 | - 0.1% |
| Pending Sales | 170 | 150 | - 11.8% | 878 | 858 | - 2.3% |
| Closed Sales | 158 | 180 | + 13.9% | 771 | 760 | - 1.4% |
| Median Sales Price* | \$312,750 | \$331,168 | + 5.9% | \$297,000 | \$314,995 | + 6.1% |
| Average Sales Price* | \$329,564 | \$353,448 | + 7.2% | \$327,123 | \$336,316 | + 2.8% |
| Percent of Original List Price Received* | 97.7% | 97.8% | + 0.1% | 97.4% | 97.3% | - 0.1% |
| List to Close | 97 | 99 | + 2.1% | 103 | 100 | - 2.9% |
| Days on Market Until Sale | 49 | 43 | - 12.2% | 51 | 50 | - 2.0% |
| Cumulative Days on Market Until Sale | 55 | 56 | + 1.8% | 59 | 62 | + 5.1% |
| Inventory of Homes for Sale | 359 | 354 | - 1.4% | -- | -- | -- |
| Months Supply of Inventory | 2.7 | 2.8 | + 3.7% | -- | -- | -- |

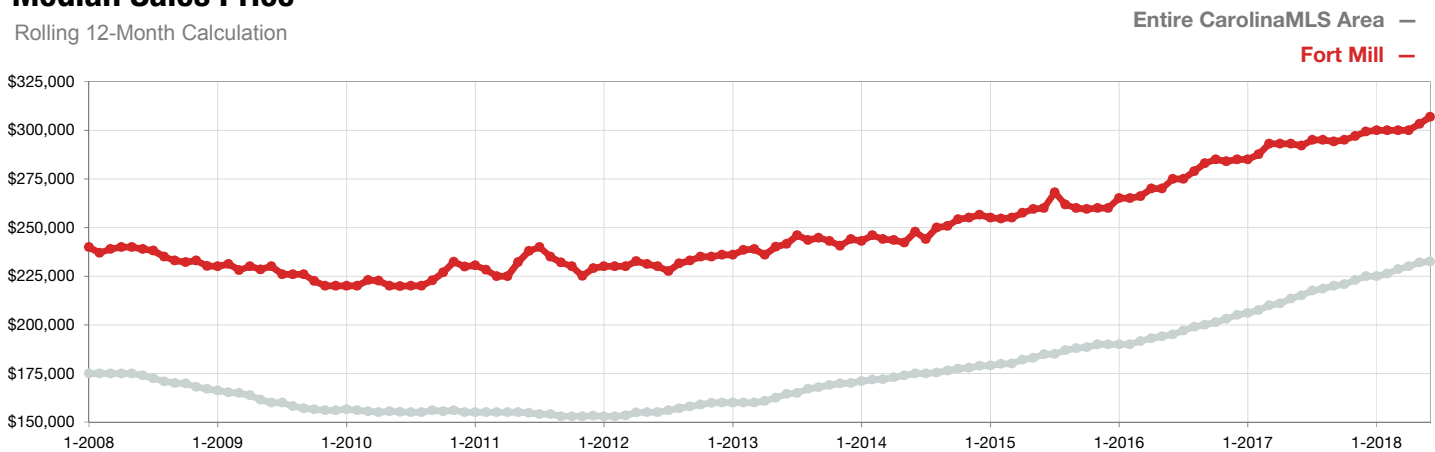
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June



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for June 2018

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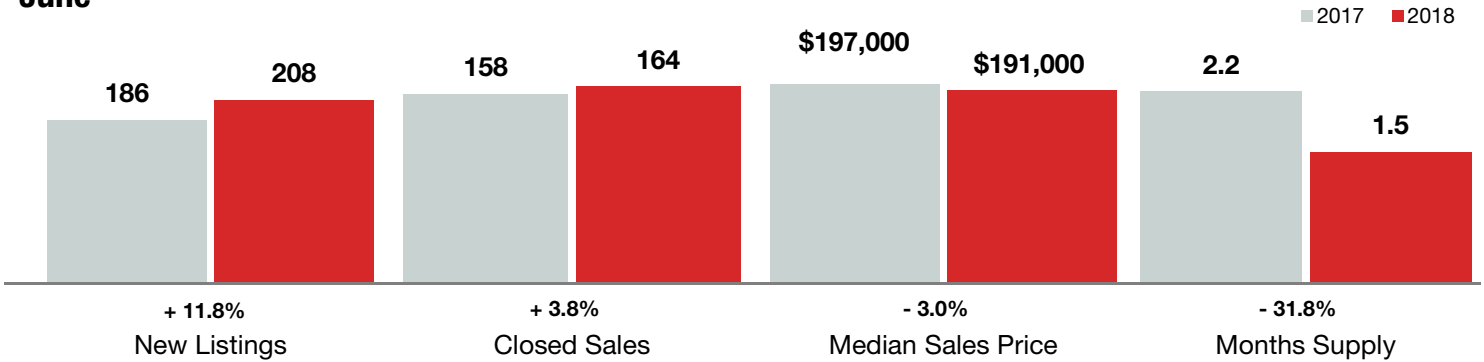
Rock Hill

South Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 186 | 208 | + 11.8% | 1,062 | 1,114 | + 4.9% |
| Pending Sales | 170 | 181 | + 6.5% | 918 | 981 | + 6.9% |
| Closed Sales | 158 | 164 | + 3.8% | 806 | 892 | + 10.7% |
| Median Sales Price* | \$197,000 | \$191,000 | - 3.0% | \$180,000 | \$189,950 | + 5.5% |
| Average Sales Price* | \$212,281 | \$210,042 | - 1.1% | \$197,627 | \$208,379 | + 5.4% |
| Percent of Original List Price Received* | 98.1% | 98.9% | + 0.8% | 97.1% | 97.9% | + 0.8% |
| List to Close | 81 | 70 | - 13.6% | 93 | 75 | - 19.4% |
| Days on Market Until Sale | 34 | 26 | - 23.5% | 42 | 29 | - 31.0% |
| Cumulative Days on Market Until Sale | 36 | 27 | - 25.0% | 50 | 34 | - 32.0% |
| Inventory of Homes for Sale | 299 | 227 | - 24.1% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 1.5 | - 31.8% | -- | -- | -- |

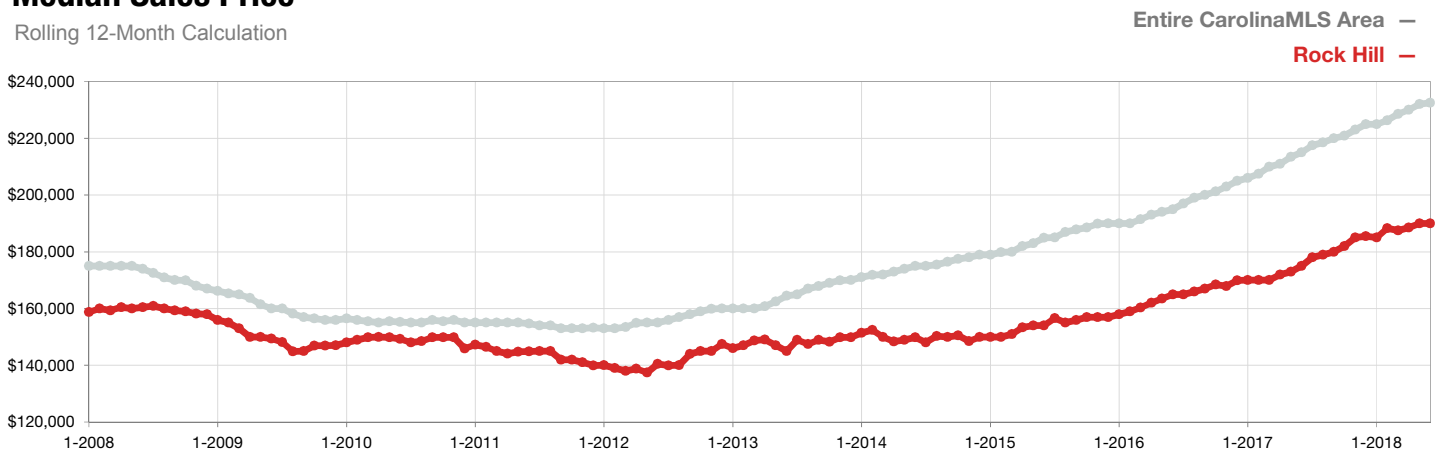
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June



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for June 2018



Charlotte Regional Realtor® Association

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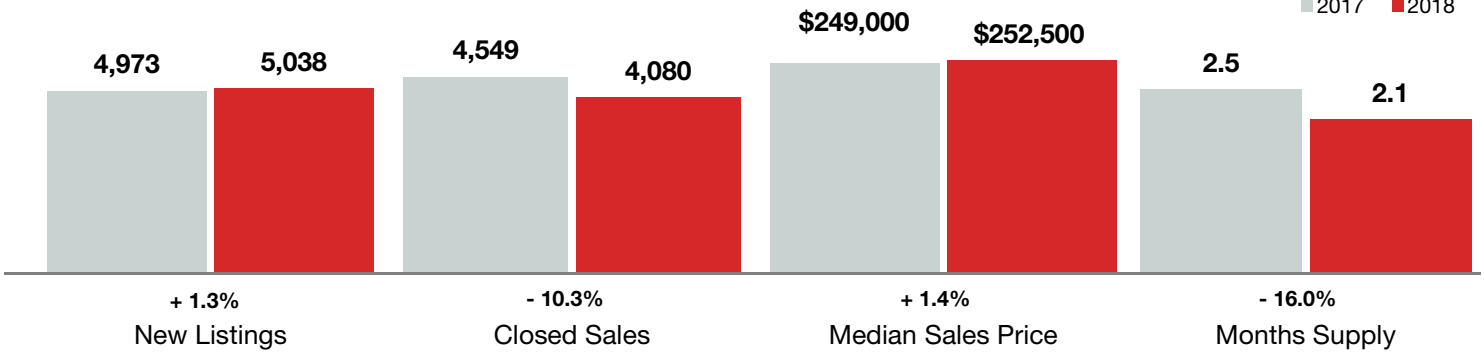
Charlotte MSA

North Carolina

| Key Metrics | June | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2017 | 2018 | Percent Change | Thru 6-2017 | Thru 6-2018 | Percent Change |
| New Listings | 4,973 | 5,038 | + 1.3% | 27,591 | 27,884 | + 1.1% |
| Pending Sales | 3,996 | 4,380 | + 9.6% | 22,400 | 23,123 | + 3.2% |
| Closed Sales | 4,549 | 4,080 | - 10.3% | 20,248 | 20,158 | - 0.4% |
| Median Sales Price* | \$249,000 | \$252,500 | + 1.4% | \$229,475 | \$243,550 | + 6.1% |
| Average Sales Price* | \$294,971 | \$307,175 | + 4.1% | \$276,665 | \$293,025 | + 5.9% |
| Percent of Original List Price Received* | 97.9% | 98.0% | + 0.1% | 97.4% | 97.5% | + 0.1% |
| List to Close | 89 | 81 | - 9.0% | 97 | 91 | - 6.2% |
| Days on Market Until Sale | 36 | 33 | - 8.3% | 43 | 40 | - 7.0% |
| Cumulative Days on Market Until Sale | 44 | 38 | - 13.6% | 52 | 48 | - 7.7% |
| Inventory of Homes for Sale | 8,578 | 7,458 | - 13.1% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 2.1 | - 16.0% | -- | -- | -- |

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June



Median Sales Price

Rolling 12-Month Calculation

