

# Local Market Update for January 2021

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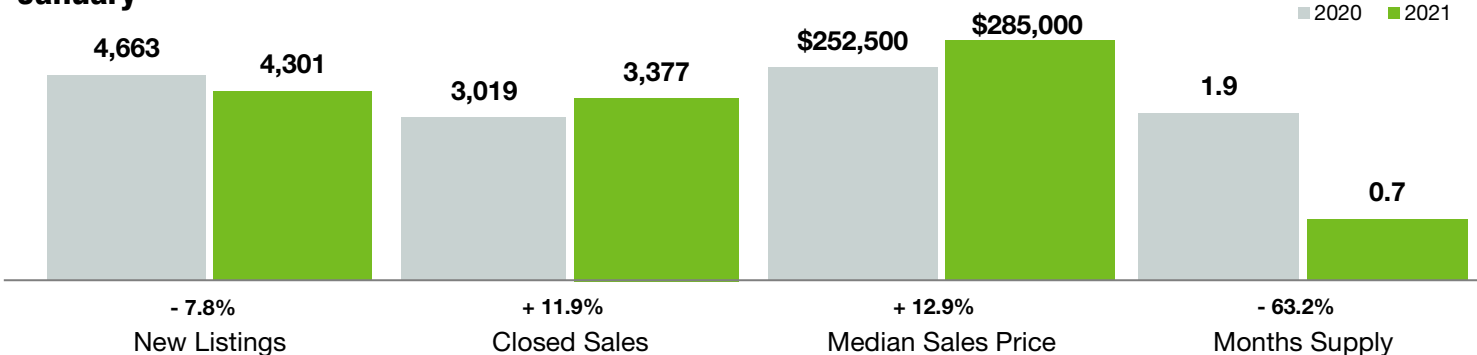
## Charlotte Region

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

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	4,663	<b>4,301</b>	- 7.8%	4,663	<b>4,301</b>	- 7.8%
Pending Sales	4,166	<b>4,794</b>	+ 15.1%	4,166	<b>4,794</b>	+ 15.1%
Closed Sales	3,019	<b>3,377</b>	+ 11.9%	3,019	<b>3,377</b>	+ 11.9%
Median Sales Price*	\$252,500	<b>\$285,000</b>	+ 12.9%	\$252,500	<b>\$285,000</b>	+ 12.9%
Average Sales Price*	\$299,303	<b>\$339,984</b>	+ 13.6%	\$299,303	<b>\$339,984</b>	+ 13.6%
Percent of Original List Price Received*	96.1%	<b>98.9%</b>	+ 2.9%	96.1%	<b>98.9%</b>	+ 2.9%
List to Close	100	<b>83</b>	- 17.0%	100	<b>83</b>	- 17.0%
Days on Market Until Sale	46	<b>26</b>	- 43.5%	46	<b>26</b>	- 43.5%
Cumulative Days on Market Until Sale	55	<b>28</b>	- 49.1%	55	<b>28</b>	- 49.1%
Average List Price	\$336,336	<b>\$371,558</b>	+ 10.5%	\$336,336	<b>\$371,558</b>	+ 10.5%
Inventory of Homes for Sale	8,383	<b>3,370</b>	- 59.8%	--	--	--
Months Supply of Inventory	1.9	<b>0.7</b>	- 63.2%	--	--	--

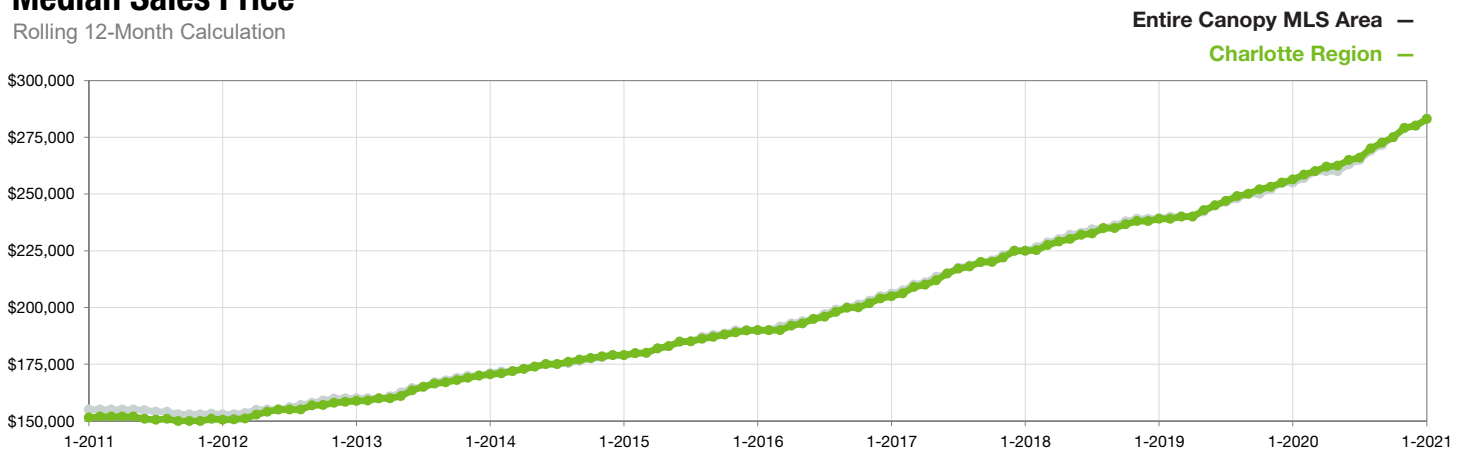
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### January



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Rolling 12-Month Calculation



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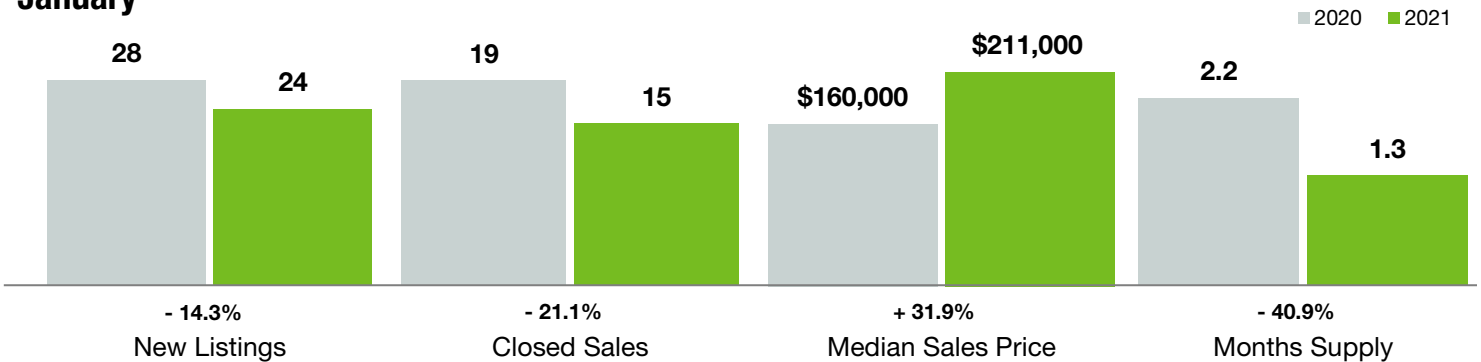
## Alexander County

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	28	24	- 14.3%	28	24	- 14.3%
Pending Sales	34	28	- 17.6%	34	28	- 17.6%
Closed Sales	19	15	- 21.1%	19	15	- 21.1%
Median Sales Price*	\$160,000	\$211,000	+ 31.9%	\$160,000	\$211,000	+ 31.9%
Average Sales Price*	\$229,832	\$214,867	- 6.5%	\$229,832	\$214,867	- 6.5%
Percent of Original List Price Received*	90.5%	95.9%	+ 6.0%	90.5%	95.9%	+ 6.0%
List to Close	120	93	- 22.5%	120	93	- 22.5%
Days on Market Until Sale	82	38	- 53.7%	82	38	- 53.7%
Cumulative Days on Market Until Sale	92	38	- 58.7%	92	38	- 58.7%
Average List Price	\$251,770	\$468,383	+ 86.0%	\$251,770	\$468,383	+ 86.0%
Inventory of Homes for Sale	54	35	- 35.2%	--	--	--
Months Supply of Inventory	2.2	1.3	- 40.9%	--	--	--

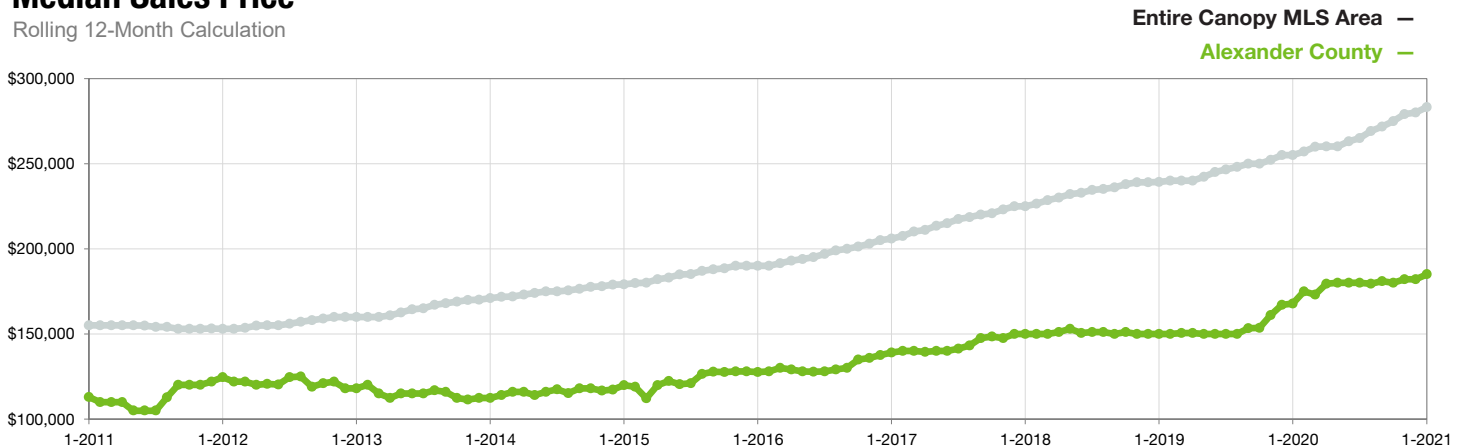
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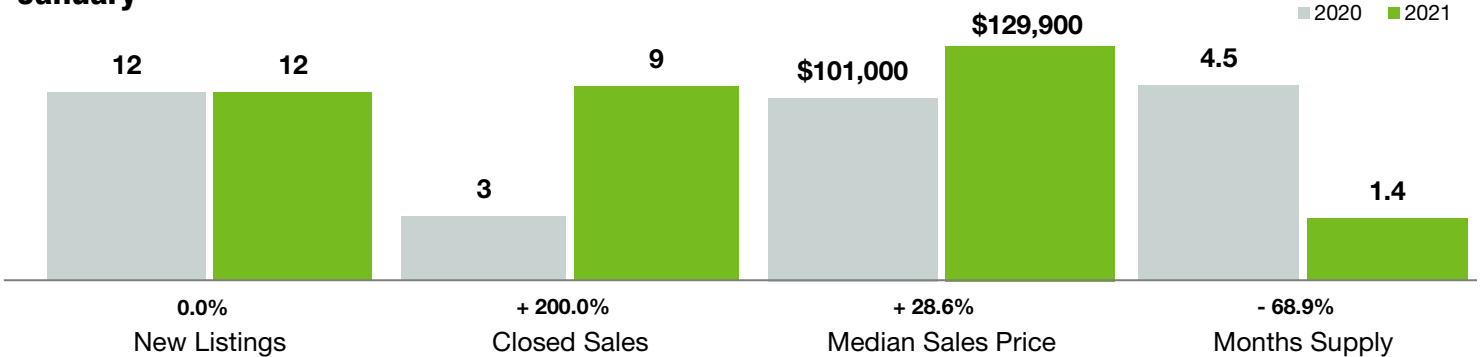
## Anson County

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	12	12	0.0%	12	12	0.0%
Pending Sales	14	12	- 14.3%	14	12	- 14.3%
Closed Sales	3	9	+ 200.0%	3	9	+ 200.0%
Median Sales Price*	\$101,000	\$129,900	+ 28.6%	\$101,000	\$129,900	+ 28.6%
Average Sales Price*	\$103,667	\$150,389	+ 45.1%	\$103,667	\$150,389	+ 45.1%
Percent of Original List Price Received*	85.1%	95.9%	+ 12.7%	85.1%	95.9%	+ 12.7%
List to Close	145	70	- 51.7%	145	70	- 51.7%
Days on Market Until Sale	91	24	- 73.6%	91	24	- 73.6%
Cumulative Days on Market Until Sale	135	24	- 82.2%	135	24	- 82.2%
Average List Price	\$135,217	\$166,378	+ 23.0%	\$135,217	\$166,378	+ 23.0%
Inventory of Homes for Sale	54	17	- 68.5%	--	--	--
Months Supply of Inventory	4.5	1.4	- 68.9%	--	--	--

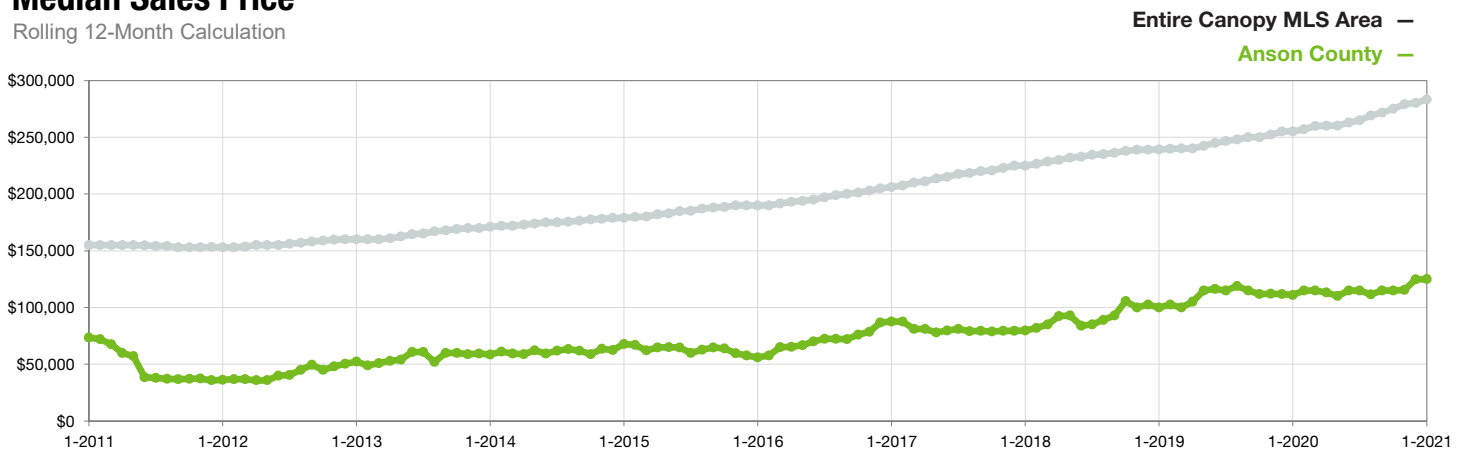
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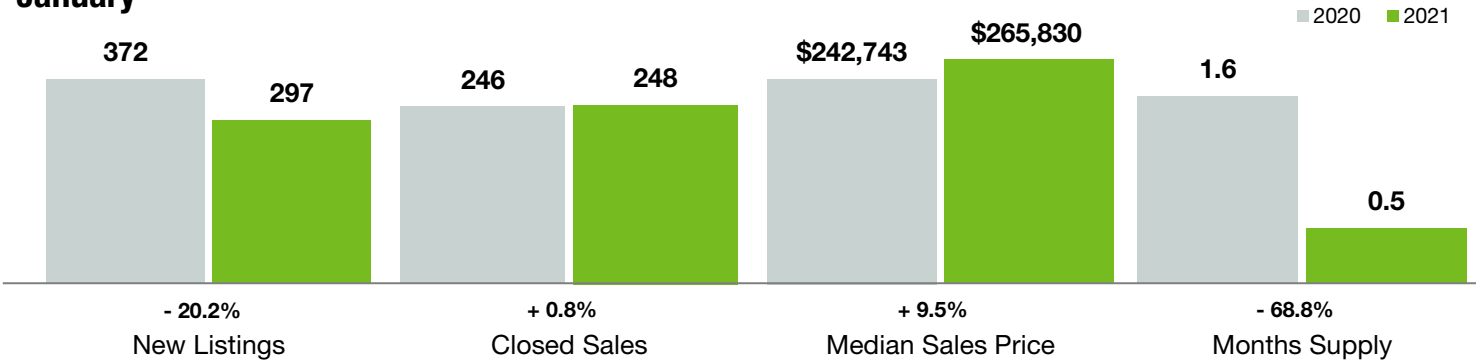
## Cabarrus County

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	372	297	- 20.2%	372	297	- 20.2%
Pending Sales	308	326	+ 5.8%	308	326	+ 5.8%
Closed Sales	246	248	+ 0.8%	246	248	+ 0.8%
Median Sales Price*	\$242,743	\$265,830	+ 9.5%	\$242,743	\$265,830	+ 9.5%
Average Sales Price*	\$266,106	\$289,837	+ 8.9%	\$266,106	\$289,837	+ 8.9%
Percent of Original List Price Received*	96.3%	99.2%	+ 3.0%	96.3%	99.2%	+ 3.0%
List to Close	96	75	- 21.9%	96	75	- 21.9%
Days on Market Until Sale	42	20	- 52.4%	42	20	- 52.4%
Cumulative Days on Market Until Sale	59	21	- 64.4%	59	21	- 64.4%
Average List Price	\$288,627	\$301,835	+ 4.6%	\$288,627	\$301,835	+ 4.6%
Inventory of Homes for Sale	529	160	- 69.8%	--	--	--
Months Supply of Inventory	1.6	0.5	- 68.8%	--	--	--

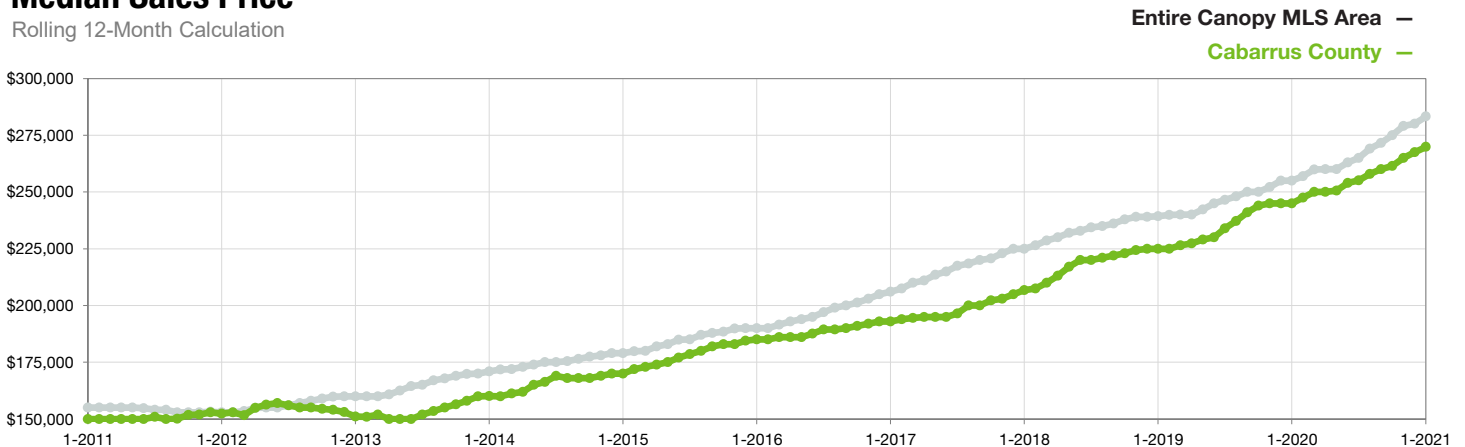
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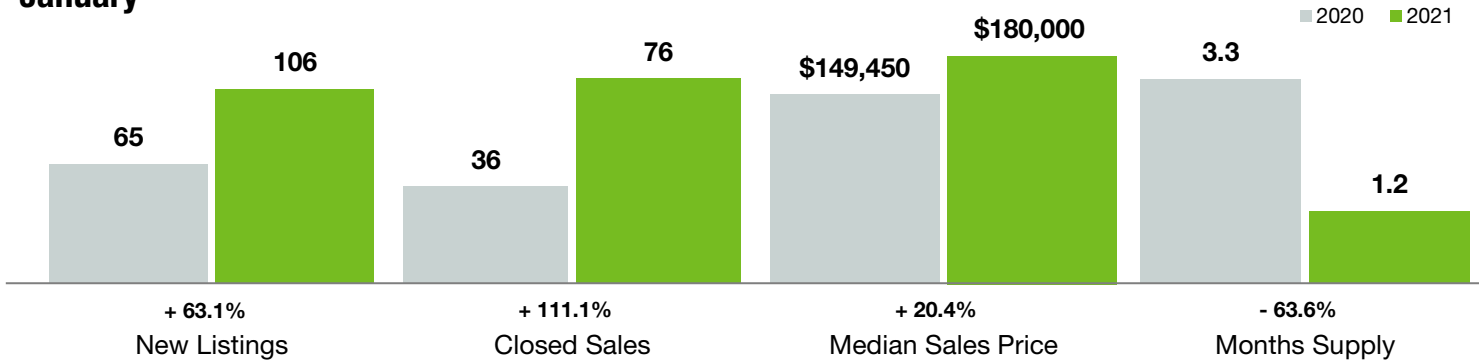
## Cleveland County

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	65	106	+ 63.1%	65	106	+ 63.1%
Pending Sales	48	119	+ 147.9%	48	119	+ 147.9%
Closed Sales	36	76	+ 111.1%	36	76	+ 111.1%
Median Sales Price*	\$149,450	\$180,000	+ 20.4%	\$149,450	\$180,000	+ 20.4%
Average Sales Price*	\$181,855	\$215,547	+ 18.5%	\$181,855	\$215,547	+ 18.5%
Percent of Original List Price Received*	91.5%	96.8%	+ 5.8%	91.5%	96.8%	+ 5.8%
List to Close	85	76	- 10.6%	85	76	- 10.6%
Days on Market Until Sale	42	22	- 47.6%	42	22	- 47.6%
Cumulative Days on Market Until Sale	47	21	- 55.3%	47	21	- 55.3%
Average List Price	\$219,760	\$208,159	- 5.3%	\$219,760	\$208,159	- 5.3%
Inventory of Homes for Sale	163	97	- 40.5%	--	--	--
Months Supply of Inventory	3.3	1.2	- 63.6%	--	--	--

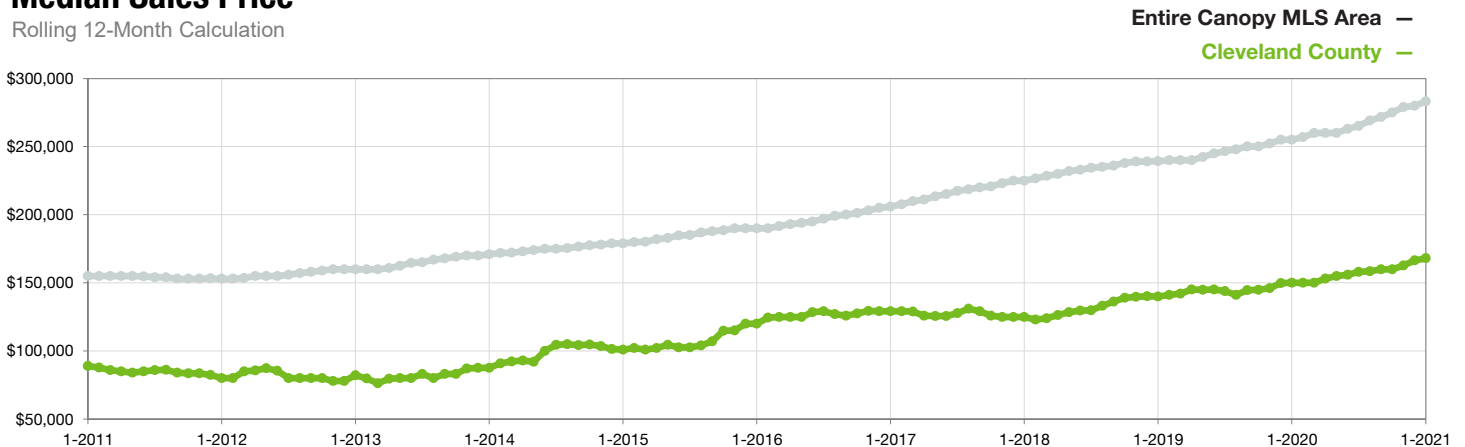
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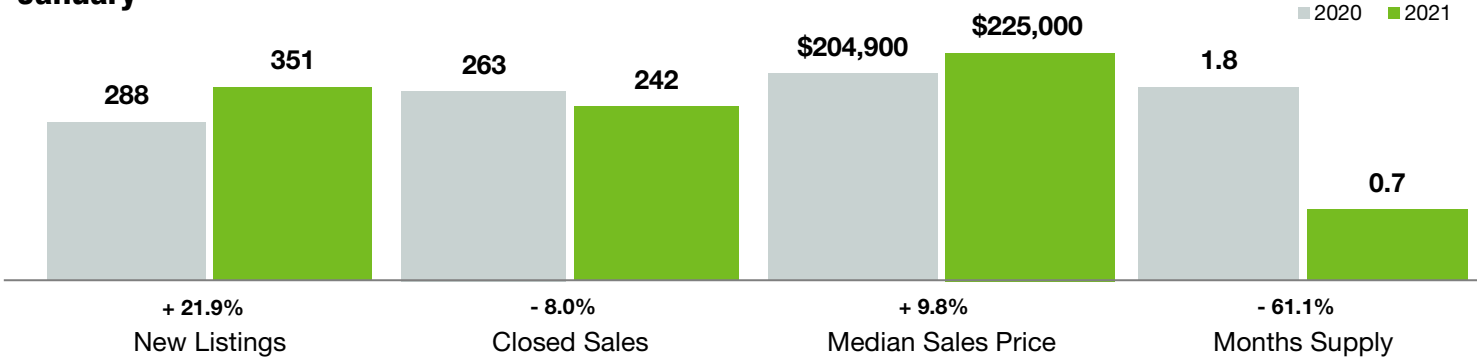
## Gaston County

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	288	351	+ 21.9%	288	351	+ 21.9%
Pending Sales	310	398	+ 28.4%	310	398	+ 28.4%
Closed Sales	263	242	- 8.0%	263	242	- 8.0%
Median Sales Price*	\$204,900	\$225,000	+ 9.8%	\$204,900	\$225,000	+ 9.8%
Average Sales Price*	\$235,875	\$245,643	+ 4.1%	\$235,875	\$245,643	+ 4.1%
Percent of Original List Price Received*	96.8%	98.4%	+ 1.7%	96.8%	98.4%	+ 1.7%
List to Close	109	91	- 16.5%	109	91	- 16.5%
Days on Market Until Sale	40	28	- 30.0%	40	28	- 30.0%
Cumulative Days on Market Until Sale	44	30	- 31.8%	44	30	- 31.8%
Average List Price	\$231,425	\$275,373	+ 19.0%	\$231,425	\$275,373	+ 19.0%
Inventory of Homes for Sale	554	226	- 59.2%	--	--	--
Months Supply of Inventory	1.8	0.7	- 61.1%	--	--	--

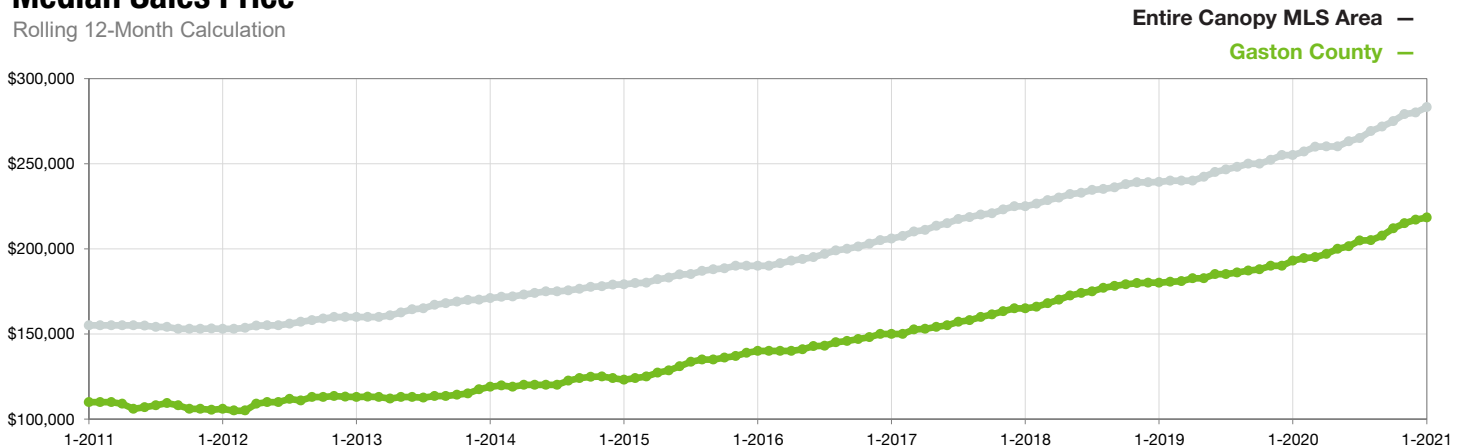
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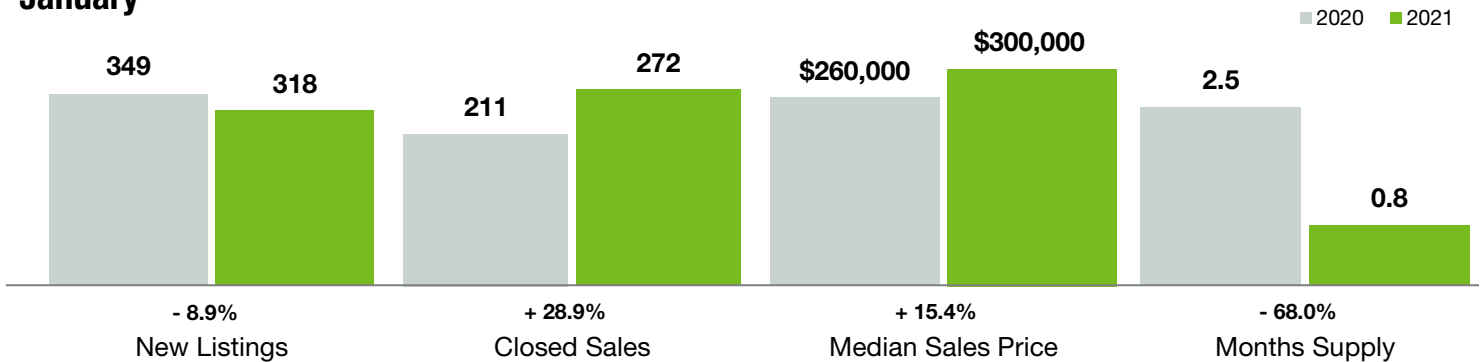
## Iredell County

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	349	318	- 8.9%	349	318	- 8.9%
Pending Sales	283	379	+ 33.9%	283	379	+ 33.9%
Closed Sales	211	272	+ 28.9%	211	272	+ 28.9%
Median Sales Price*	\$260,000	\$300,000	+ 15.4%	\$260,000	\$300,000	+ 15.4%
Average Sales Price*	\$316,201	\$365,552	+ 15.6%	\$316,201	\$365,552	+ 15.6%
Percent of Original List Price Received*	95.9%	98.7%	+ 2.9%	95.9%	98.7%	+ 2.9%
List to Close	108	87	- 19.4%	108	87	- 19.4%
Days on Market Until Sale	57	26	- 54.4%	57	26	- 54.4%
Cumulative Days on Market Until Sale	67	28	- 58.2%	67	28	- 58.2%
Average List Price	\$362,276	\$393,922	+ 8.7%	\$362,276	\$393,922	+ 8.7%
Inventory of Homes for Sale	745	283	- 62.0%	--	--	--
Months Supply of Inventory	2.5	0.8	- 68.0%	--	--	--

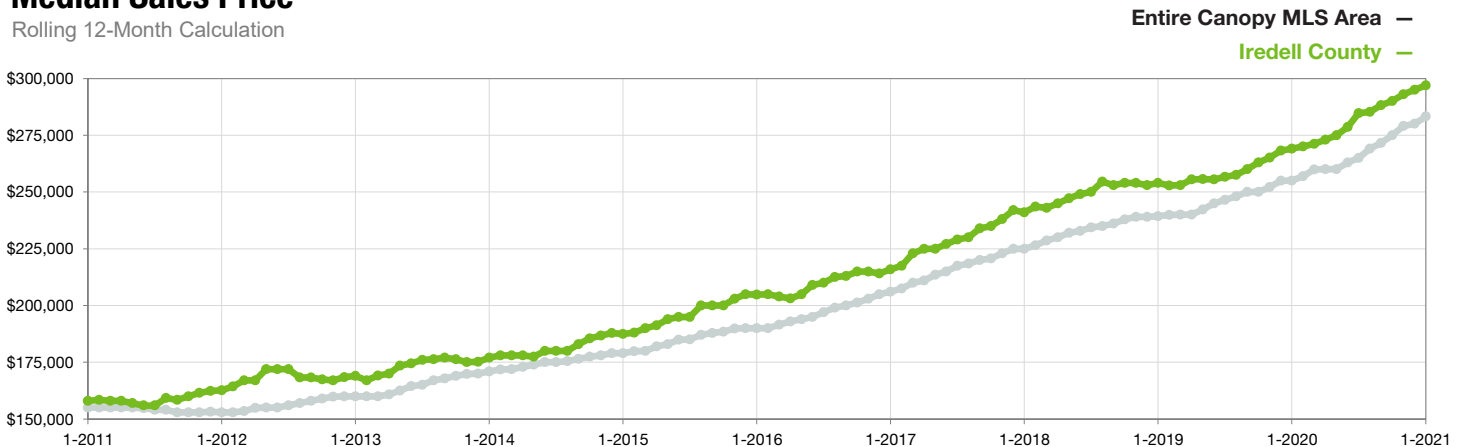
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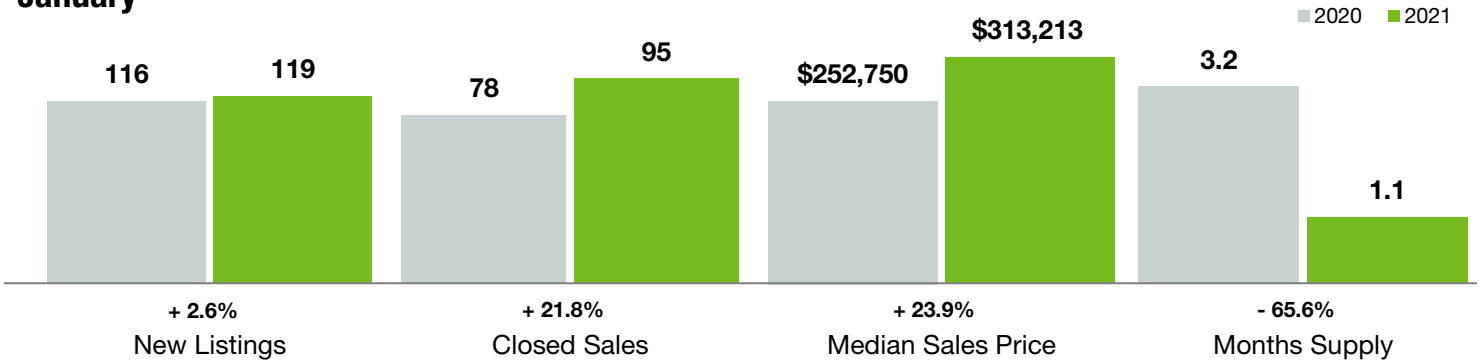
## Lincoln County

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	116	119	+ 2.6%	116	119	+ 2.6%
Pending Sales	99	164	+ 65.7%	99	164	+ 65.7%
Closed Sales	78	95	+ 21.8%	78	95	+ 21.8%
Median Sales Price*	\$252,750	\$313,213	+ 23.9%	\$252,750	\$313,213	+ 23.9%
Average Sales Price*	\$313,249	\$336,266	+ 7.3%	\$313,249	\$336,266	+ 7.3%
Percent of Original List Price Received*	94.4%	98.7%	+ 4.6%	94.4%	98.7%	+ 4.6%
List to Close	129	102	- 20.9%	129	102	- 20.9%
Days on Market Until Sale	82	40	- 51.2%	82	40	- 51.2%
Cumulative Days on Market Until Sale	98	44	- 55.1%	98	44	- 55.1%
Average List Price	\$310,543	\$402,888	+ 29.7%	\$310,543	\$402,888	+ 29.7%
Inventory of Homes for Sale	355	160	- 54.9%	--	--	--
Months Supply of Inventory	3.2	1.1	- 65.6%	--	--	--

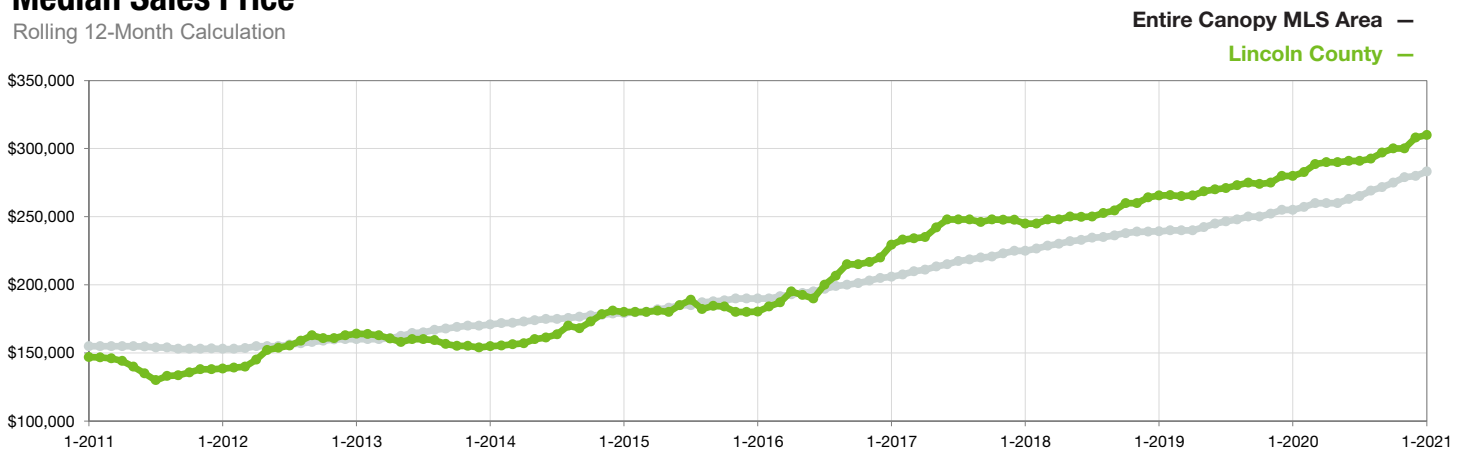
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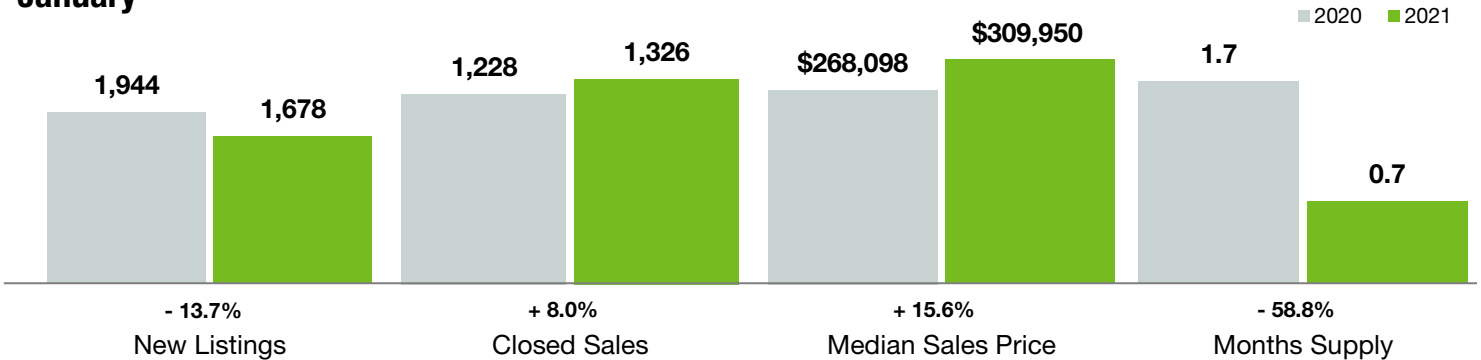
## Mecklenburg County

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	1,944	<b>1,678</b>	- 13.7%	1,944	<b>1,678</b>	- 13.7%
Pending Sales	1,725	<b>1,830</b>	+ 6.1%	1,725	<b>1,830</b>	+ 6.1%
Closed Sales	1,228	<b>1,326</b>	+ 8.0%	1,228	<b>1,326</b>	+ 8.0%
Median Sales Price*	\$268,098	<b>\$309,950</b>	+ 15.6%	\$268,098	<b>\$309,950</b>	+ 15.6%
Average Sales Price*	\$340,598	<b>\$383,626</b>	+ 12.6%	\$340,598	<b>\$383,626</b>	+ 12.6%
Percent of Original List Price Received*	96.6%	<b>99.2%</b>	+ 2.7%	96.6%	<b>99.2%</b>	+ 2.7%
List to Close	95	<b>78</b>	- 17.9%	95	<b>78</b>	- 17.9%
Days on Market Until Sale	41	<b>24</b>	- 41.5%	41	<b>24</b>	- 41.5%
Cumulative Days on Market Until Sale	49	<b>27</b>	- 44.9%	49	<b>27</b>	- 44.9%
Average List Price	\$376,129	<b>\$436,068</b>	+ 15.9%	\$376,129	<b>\$436,068</b>	+ 15.9%
Inventory of Homes for Sale	3,012	<b>1,288</b>	- 57.2%	--	--	--
Months Supply of Inventory	1.7	<b>0.7</b>	- 58.8%	--	--	--

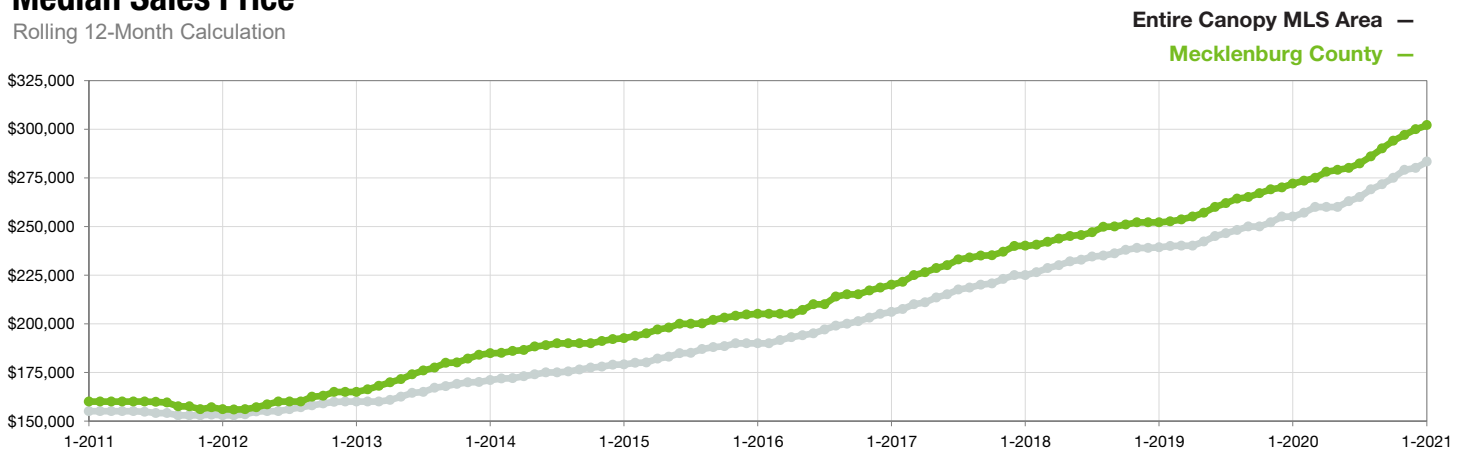
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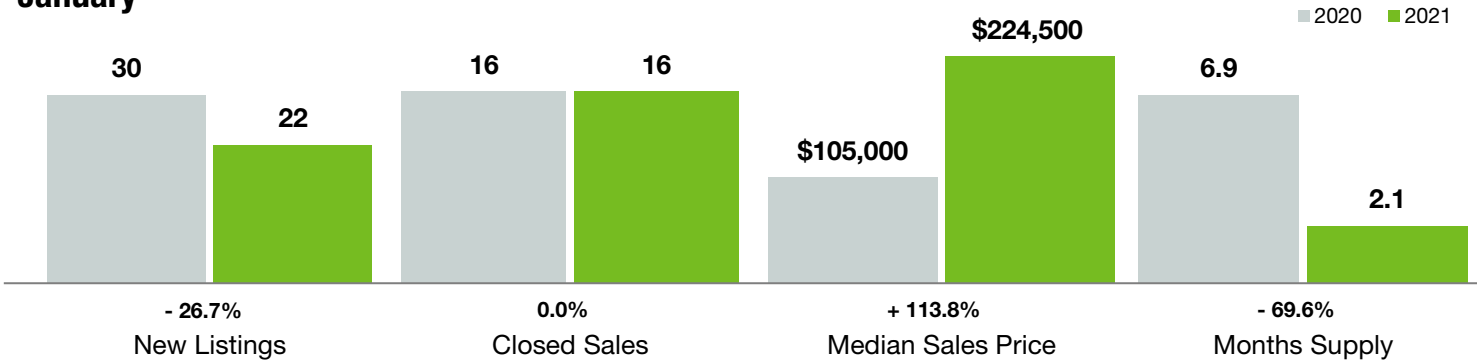
## Montgomery County

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	30	22	- 26.7%	30	22	- 26.7%
Pending Sales	12	30	+ 150.0%	12	30	+ 150.0%
Closed Sales	16	16	0.0%	16	16	0.0%
Median Sales Price*	\$105,000	\$224,500	+ 113.8%	\$105,000	\$224,500	+ 113.8%
Average Sales Price*	\$157,619	\$275,906	+ 75.0%	\$157,619	\$275,906	+ 75.0%
Percent of Original List Price Received*	89.6%	87.4%	- 2.5%	89.6%	87.4%	- 2.5%
List to Close	158	231	+ 46.2%	158	231	+ 46.2%
Days on Market Until Sale	119	173	+ 45.4%	119	173	+ 45.4%
Cumulative Days on Market Until Sale	136	175	+ 28.7%	136	175	+ 28.7%
Average List Price	\$295,405	\$330,791	+ 12.0%	\$295,405	\$330,791	+ 12.0%
Inventory of Homes for Sale	170	64	- 62.4%	--	--	--
Months Supply of Inventory	6.9	2.1	- 69.6%	--	--	--

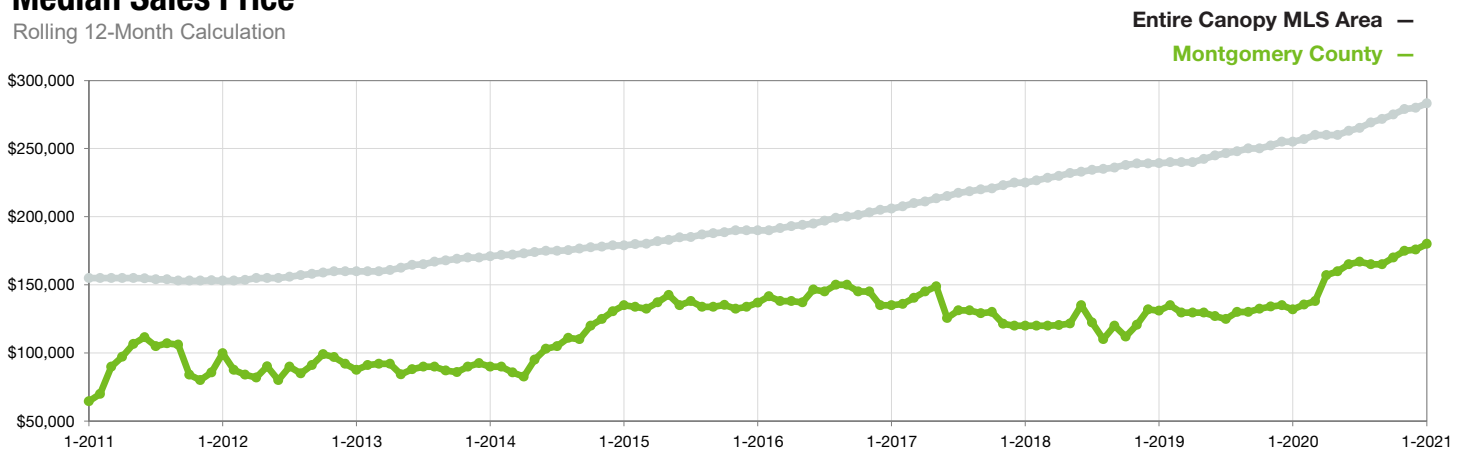
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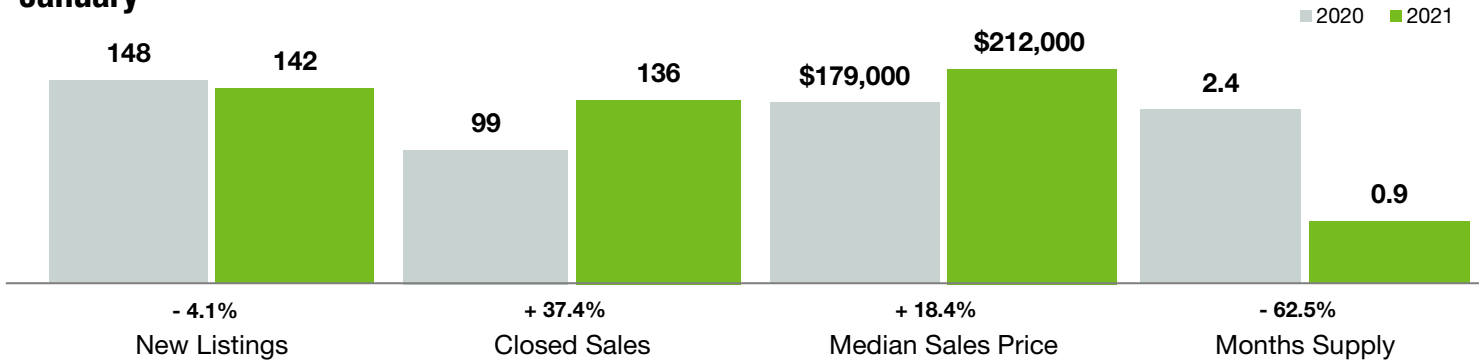
## Rowan County

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	148	142	- 4.1%	148	142	- 4.1%
Pending Sales	125	167	+ 33.6%	125	167	+ 33.6%
Closed Sales	99	136	+ 37.4%	99	136	+ 37.4%
Median Sales Price*	\$179,000	\$212,000	+ 18.4%	\$179,000	\$212,000	+ 18.4%
Average Sales Price*	\$186,041	\$232,413	+ 24.9%	\$186,041	\$232,413	+ 24.9%
Percent of Original List Price Received*	92.4%	98.6%	+ 6.7%	92.4%	98.6%	+ 6.7%
List to Close	121	97	- 19.8%	121	97	- 19.8%
Days on Market Until Sale	72	30	- 58.3%	72	30	- 58.3%
Cumulative Days on Market Until Sale	73	30	- 58.9%	73	30	- 58.9%
Average List Price	\$234,255	\$233,227	- 0.4%	\$234,255	\$233,227	- 0.4%
Inventory of Homes for Sale	334	150	- 55.1%	--	--	--
Months Supply of Inventory	2.4	0.9	- 62.5%	--	--	--

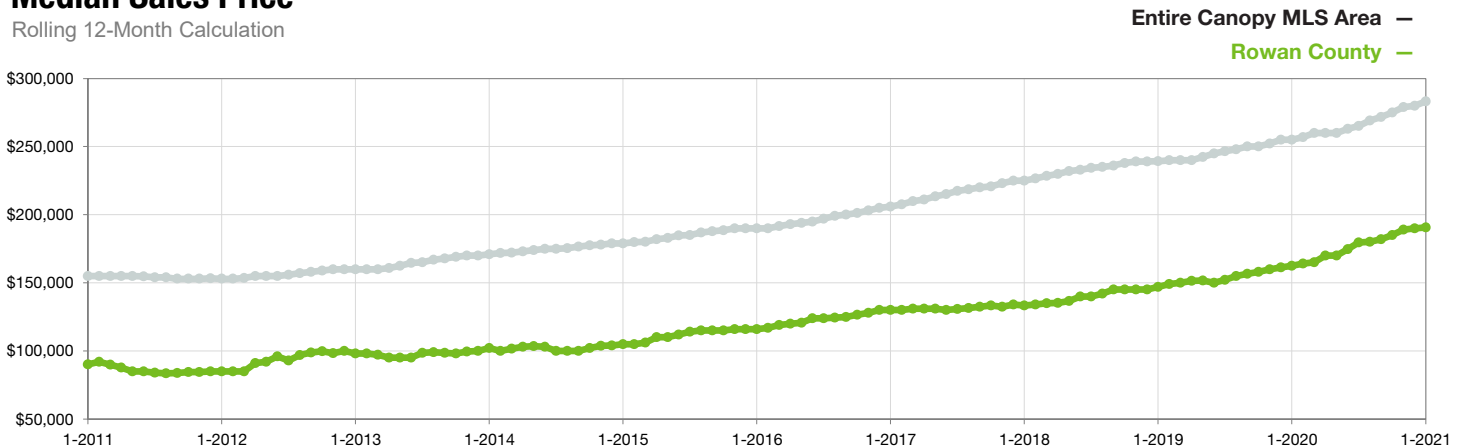
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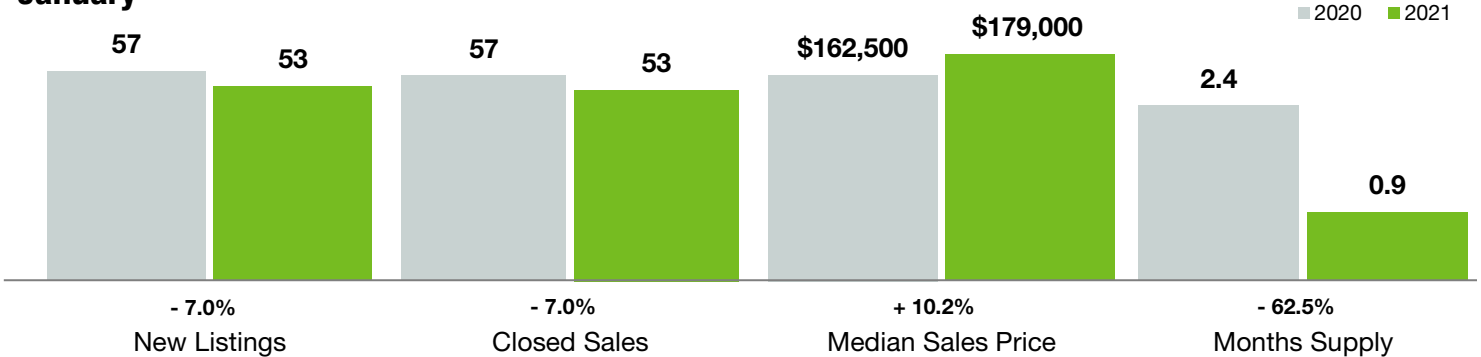
## Stanly County

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	57	53	- 7.0%	57	53	- 7.0%
Pending Sales	57	72	+ 26.3%	57	72	+ 26.3%
Closed Sales	57	53	- 7.0%	57	53	- 7.0%
Median Sales Price*	\$162,500	\$179,000	+ 10.2%	\$162,500	\$179,000	+ 10.2%
Average Sales Price*	\$171,280	\$210,840	+ 23.1%	\$171,280	\$210,840	+ 23.1%
Percent of Original List Price Received*	94.2%	97.5%	+ 3.5%	94.2%	97.5%	+ 3.5%
List to Close	124	73	- 41.1%	124	73	- 41.1%
Days on Market Until Sale	57	26	- 54.4%	57	26	- 54.4%
Cumulative Days on Market Until Sale	78	25	- 67.9%	78	25	- 67.9%
Average List Price	\$208,330	\$216,926	+ 4.1%	\$208,330	\$216,926	+ 4.1%
Inventory of Homes for Sale	148	65	- 56.1%	--	--	--
Months Supply of Inventory	2.4	0.9	- 62.5%	--	--	--

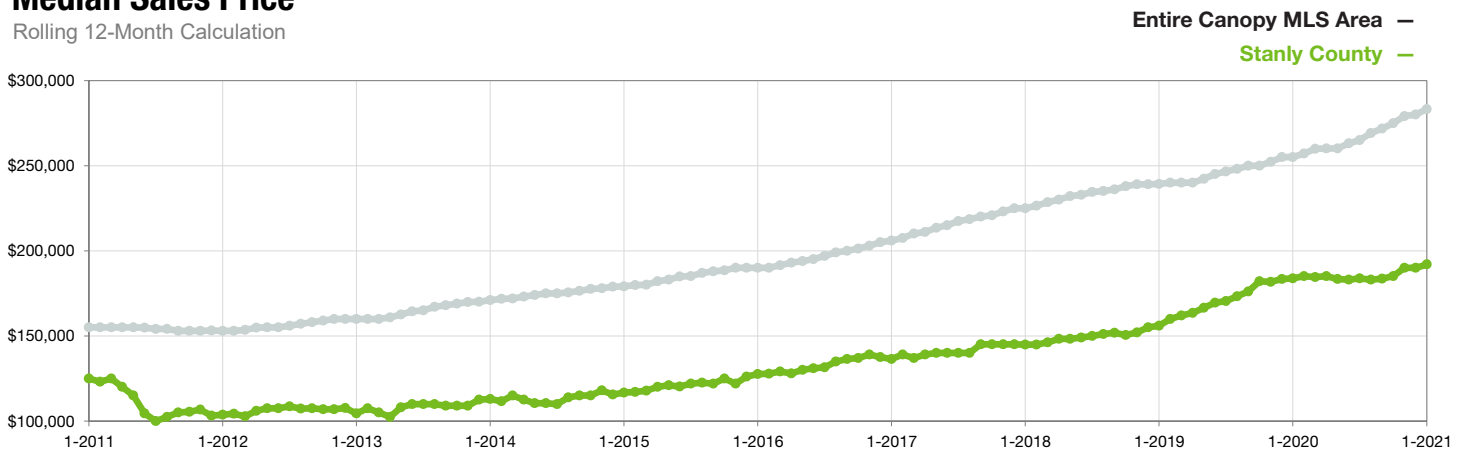
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### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2021

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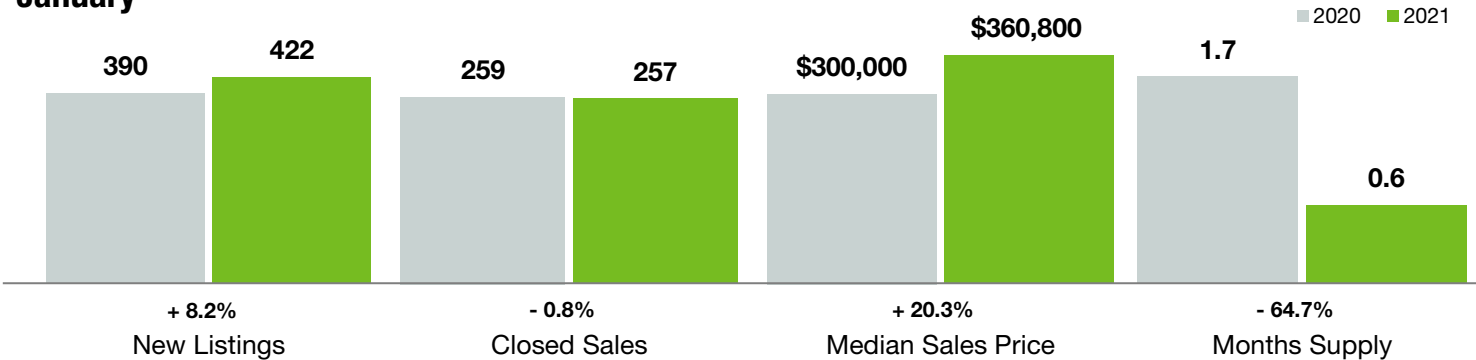
## Union County

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	390	<b>422</b>	+ 8.2%	390	<b>422</b>	+ 8.2%
Pending Sales	370	<b>419</b>	+ 13.2%	370	<b>419</b>	+ 13.2%
Closed Sales	259	<b>257</b>	- 0.8%	259	<b>257</b>	- 0.8%
Median Sales Price*	\$300,000	<b>\$360,800</b>	+ 20.3%	\$300,000	<b>\$360,800</b>	+ 20.3%
Average Sales Price*	\$337,974	<b>\$416,340</b>	+ 23.2%	\$337,974	<b>\$416,340</b>	+ 23.2%
Percent of Original List Price Received*	96.6%	<b>99.3%</b>	+ 2.8%	96.6%	<b>99.3%</b>	+ 2.8%
List to Close	100	<b>88</b>	- 12.0%	100	<b>88</b>	- 12.0%
Days on Market Until Sale	47	<b>34</b>	- 27.7%	47	<b>34</b>	- 27.7%
Cumulative Days on Market Until Sale	57	<b>32</b>	- 43.9%	57	<b>32</b>	- 43.9%
Average List Price	\$417,575	<b>\$402,451</b>	- 3.6%	\$417,575	<b>\$402,451</b>	- 3.6%
Inventory of Homes for Sale	663	<b>268</b>	- 59.6%	--	--	--
Months Supply of Inventory	1.7	<b>0.6</b>	- 64.7%	--	--	--

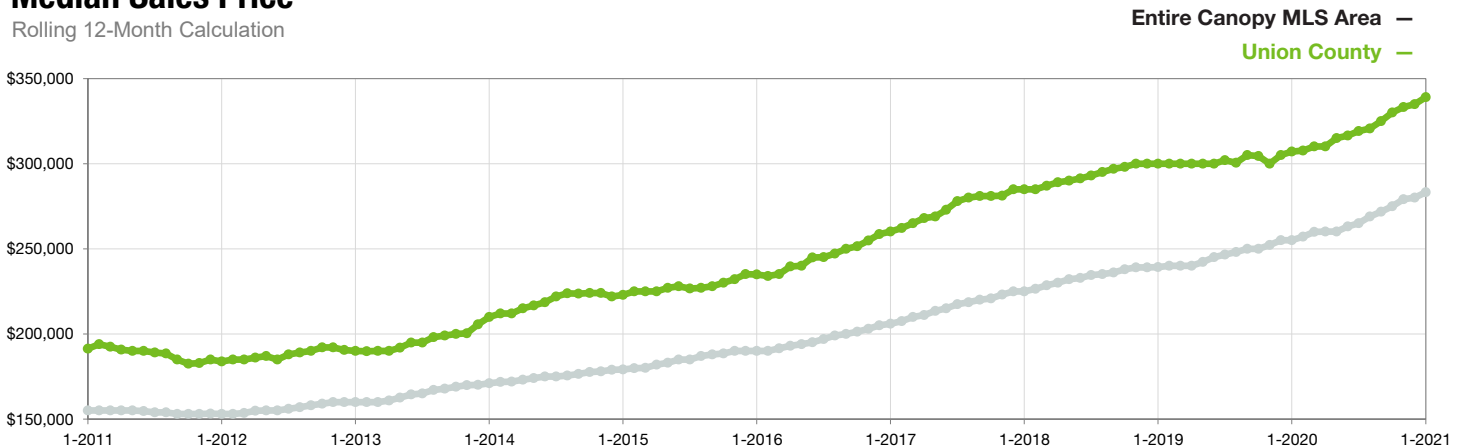
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### January



### Median Sales Price

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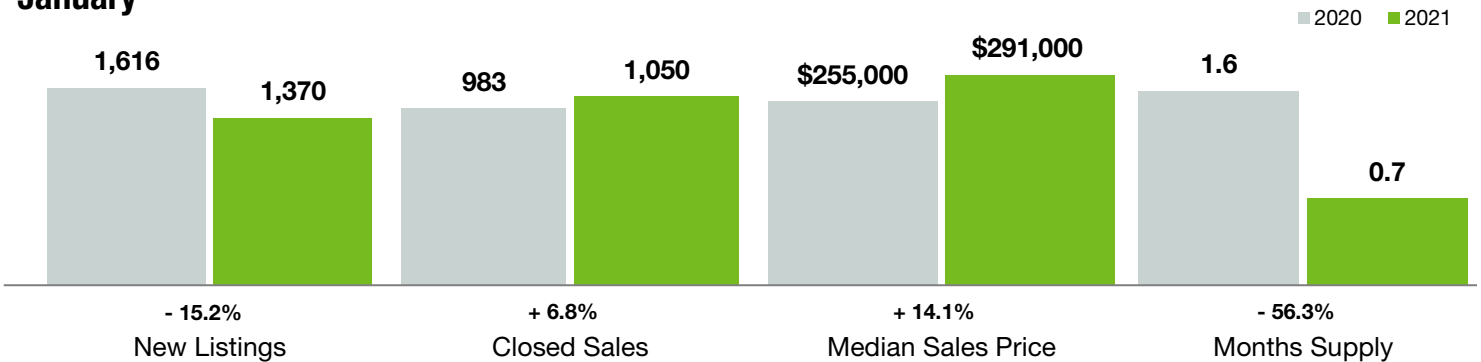
## City of Charlotte

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	1,616	<b>1,370</b>	- 15.2%	1,616	<b>1,370</b>	- 15.2%
Pending Sales	1,388	<b>1,500</b>	+ 8.1%	1,388	<b>1,500</b>	+ 8.1%
Closed Sales	983	<b>1,050</b>	+ 6.8%	983	<b>1,050</b>	+ 6.8%
Median Sales Price*	\$255,000	<b>\$291,000</b>	+ 14.1%	\$255,000	<b>\$291,000</b>	+ 14.1%
Average Sales Price*	\$322,435	<b>\$372,069</b>	+ 15.4%	\$322,435	<b>\$372,069</b>	+ 15.4%
Percent of Original List Price Received*	96.7%	<b>99.1%</b>	+ 2.5%	96.7%	<b>99.1%</b>	+ 2.5%
List to Close	93	<b>77</b>	- 17.2%	93	<b>77</b>	- 17.2%
Days on Market Until Sale	39	<b>24</b>	- 38.5%	39	<b>24</b>	- 38.5%
Cumulative Days on Market Until Sale	46	<b>27</b>	- 41.3%	46	<b>27</b>	- 41.3%
Average List Price	\$368,349	<b>\$416,004</b>	+ 12.9%	\$368,349	<b>\$416,004</b>	+ 12.9%
Inventory of Homes for Sale	2,295	<b>1,071</b>	- 53.3%	--	--	--
Months Supply of Inventory	1.6	<b>0.7</b>	- 56.3%	--	--	--

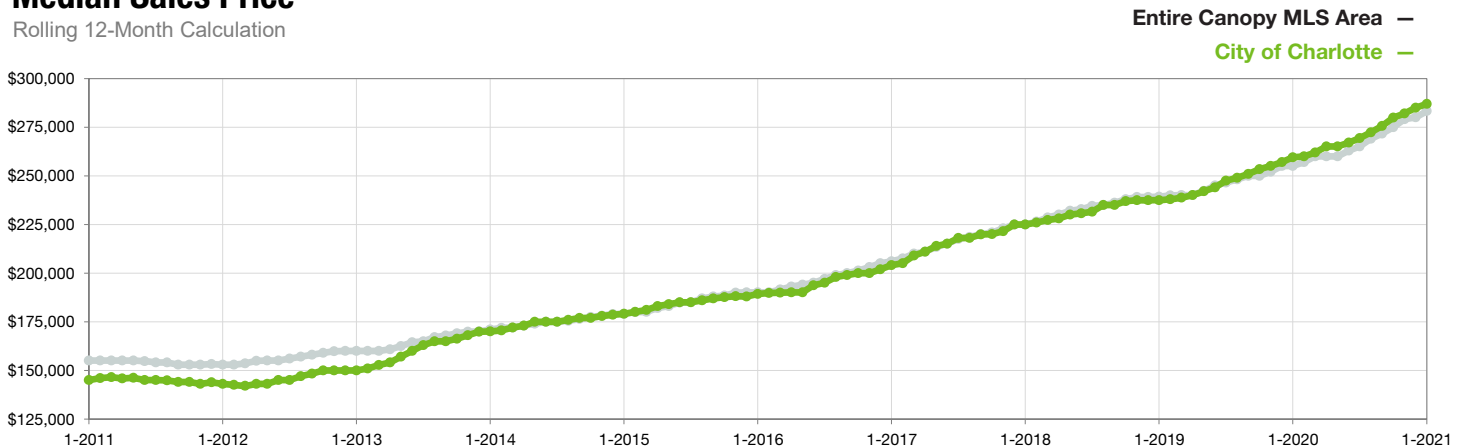
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### January



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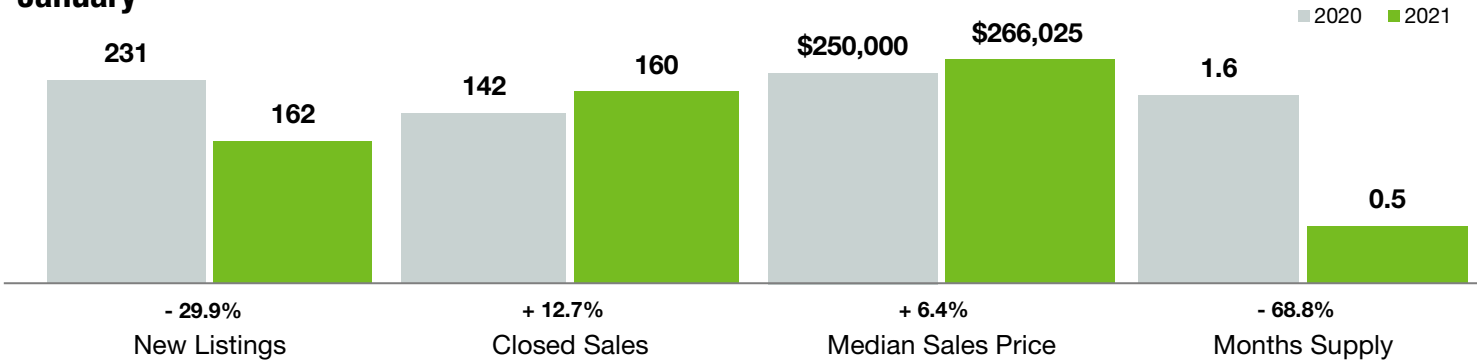
## Concord

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	231	162	- 29.9%	231	162	- 29.9%
Pending Sales	203	179	- 11.8%	203	179	- 11.8%
Closed Sales	142	160	+ 12.7%	142	160	+ 12.7%
Median Sales Price*	\$250,000	\$266,025	+ 6.4%	\$250,000	\$266,025	+ 6.4%
Average Sales Price*	\$273,367	\$278,216	+ 1.8%	\$273,367	\$278,216	+ 1.8%
Percent of Original List Price Received*	97.0%	99.7%	+ 2.8%	97.0%	99.7%	+ 2.8%
List to Close	102	76	- 25.5%	102	76	- 25.5%
Days on Market Until Sale	47	20	- 57.4%	47	20	- 57.4%
Cumulative Days on Market Until Sale	66	22	- 66.7%	66	22	- 66.7%
Average List Price	\$278,714	\$303,793	+ 9.0%	\$278,714	\$303,793	+ 9.0%
Inventory of Homes for Sale	313	98	- 68.7%	--	--	--
Months Supply of Inventory	1.6	0.5	- 68.8%	--	--	--

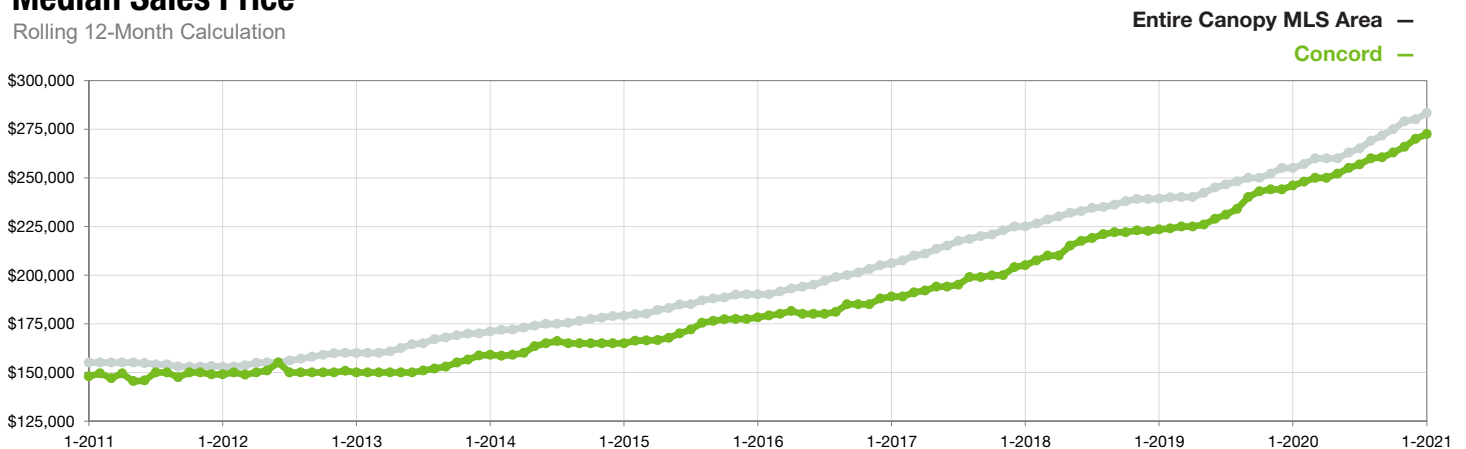
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### January



### Median Sales Price

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# Local Market Update for January 2021

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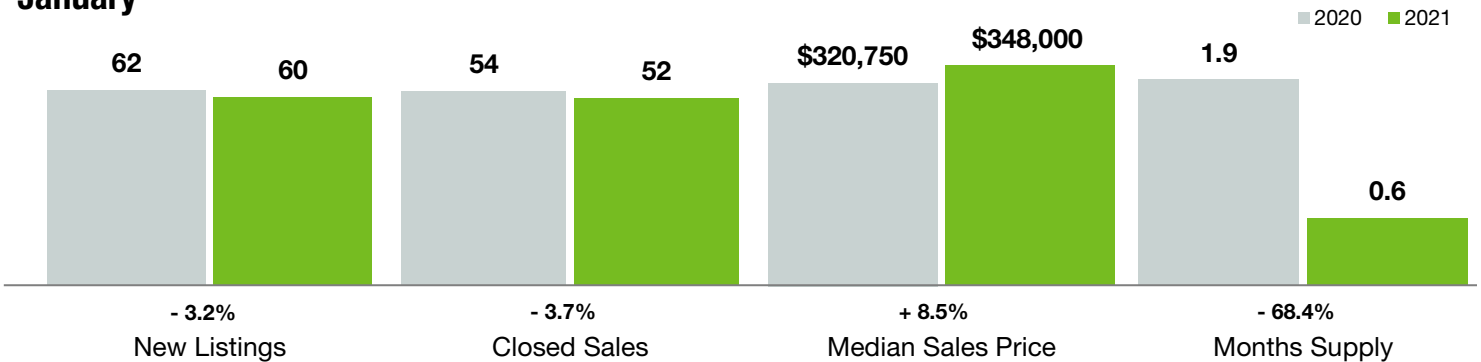
## Cornelius

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	62	60	- 3.2%	62	60	- 3.2%
Pending Sales	61	67	+ 9.8%	61	67	+ 9.8%
Closed Sales	54	52	- 3.7%	54	52	- 3.7%
Median Sales Price*	\$320,750	<b>\$348,000</b>	+ 8.5%	\$320,750	<b>\$348,000</b>	+ 8.5%
Average Sales Price*	\$545,108	<b>\$572,482</b>	+ 5.0%	\$545,108	<b>\$572,482</b>	+ 5.0%
Percent of Original List Price Received*	94.9%	<b>97.8%</b>	+ 3.1%	94.9%	<b>97.8%</b>	+ 3.1%
List to Close	100	67	- 33.0%	100	67	- 33.0%
Days on Market Until Sale	55	26	- 52.7%	55	26	- 52.7%
Cumulative Days on Market Until Sale	75	39	- 48.0%	75	39	- 48.0%
Average List Price	\$487,583	<b>\$878,112</b>	+ 80.1%	\$487,583	<b>\$878,112</b>	+ 80.1%
Inventory of Homes for Sale	142	47	- 66.9%	--	--	--
Months Supply of Inventory	1.9	0.6	- 68.4%	--	--	--

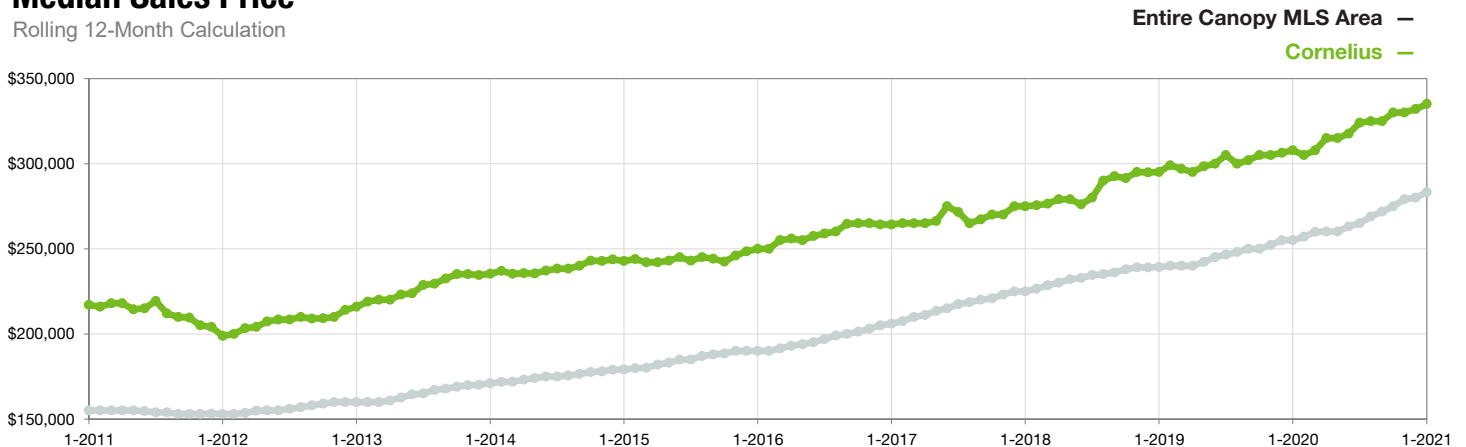
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### January



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# Local Market Update for January 2021

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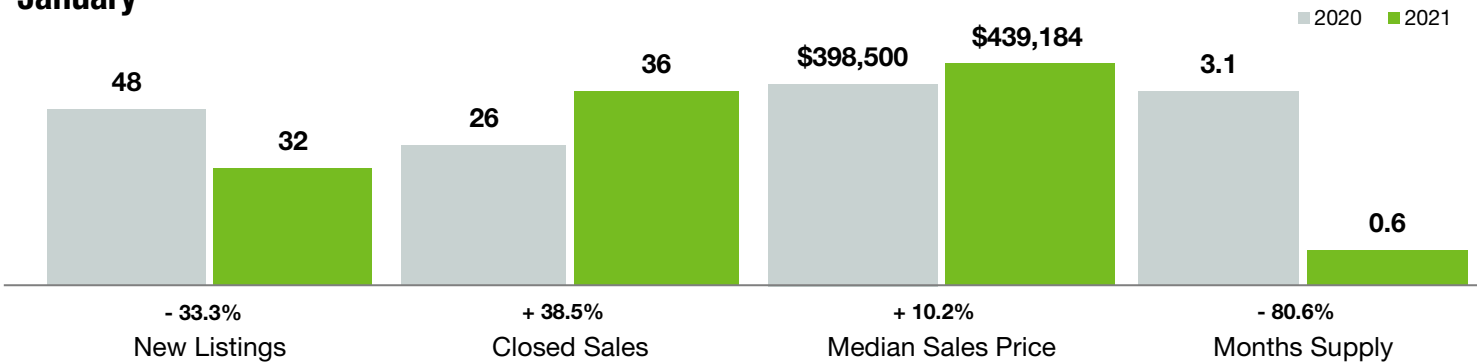
## Davidson

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	48	32	- 33.3%	48	32	- 33.3%
Pending Sales	61	37	- 39.3%	61	37	- 39.3%
Closed Sales	26	36	+ 38.5%	26	36	+ 38.5%
Median Sales Price*	\$398,500	\$439,184	+ 10.2%	\$398,500	\$439,184	+ 10.2%
Average Sales Price*	\$485,321	\$565,662	+ 16.6%	\$485,321	\$565,662	+ 16.6%
Percent of Original List Price Received*	95.9%	99.0%	+ 3.2%	95.9%	99.0%	+ 3.2%
List to Close	124	93	- 25.0%	124	93	- 25.0%
Days on Market Until Sale	67	31	- 53.7%	67	31	- 53.7%
Cumulative Days on Market Until Sale	67	27	- 59.7%	67	27	- 59.7%
Average List Price	\$549,660	\$603,935	+ 9.9%	\$549,660	\$603,935	+ 9.9%
Inventory of Homes for Sale	152	32	- 78.9%	--	--	--
Months Supply of Inventory	3.1	0.6	- 80.6%	--	--	--

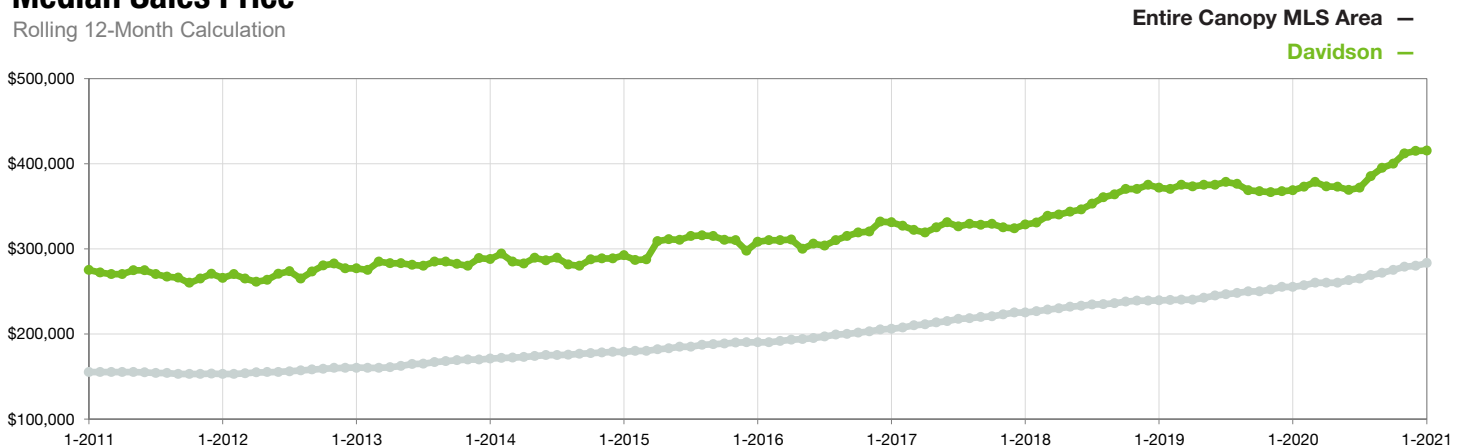
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### January



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# Local Market Update for January 2021



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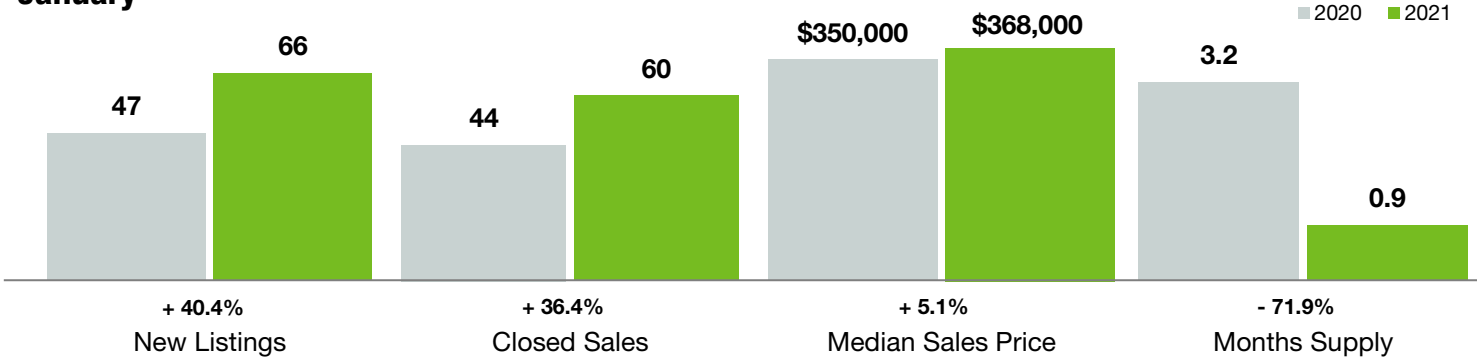
## Denver

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	47	66	+ 40.4%	47	66	+ 40.4%
Pending Sales	58	79	+ 36.2%	58	79	+ 36.2%
Closed Sales	44	60	+ 36.4%	44	60	+ 36.4%
Median Sales Price*	\$350,000	\$368,000	+ 5.1%	\$350,000	\$368,000	+ 5.1%
Average Sales Price*	\$432,088	\$433,424	+ 0.3%	\$432,088	\$433,424	+ 0.3%
Percent of Original List Price Received*	94.8%	98.9%	+ 4.3%	94.8%	98.9%	+ 4.3%
List to Close	145	122	- 15.9%	145	122	- 15.9%
Days on Market Until Sale	99	56	- 43.4%	99	56	- 43.4%
Cumulative Days on Market Until Sale	117	59	- 49.6%	117	59	- 49.6%
Average List Price	\$376,589	\$561,668	+ 49.1%	\$376,589	\$561,668	+ 49.1%
Inventory of Homes for Sale	187	73	- 61.0%	--	--	--
Months Supply of Inventory	3.2	0.9	- 71.9%	--	--	--

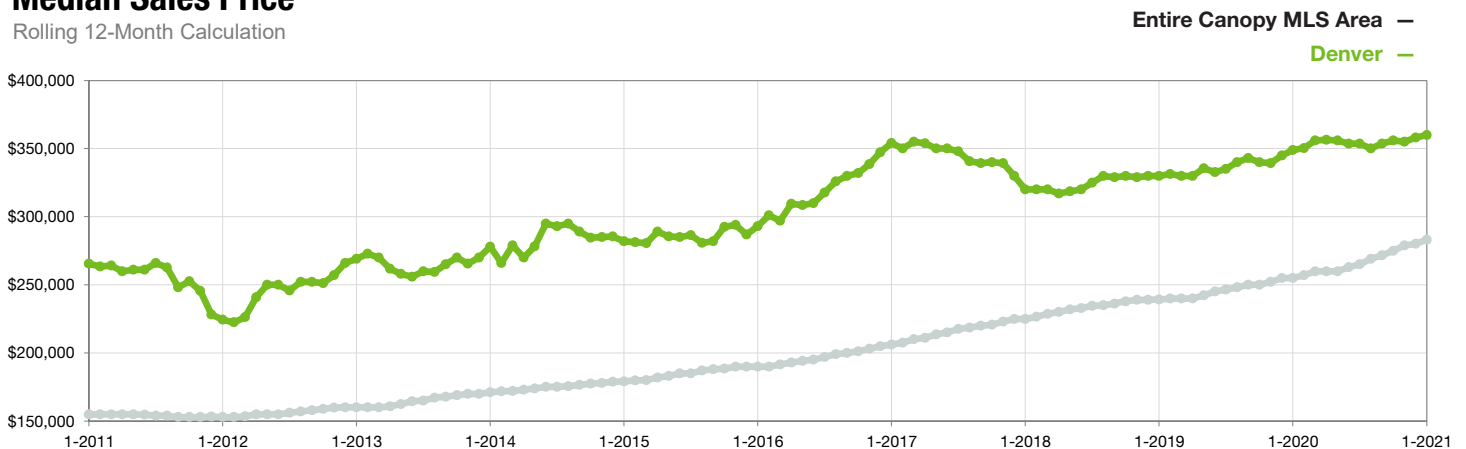
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### January



### Median Sales Price

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# Local Market Update for January 2021

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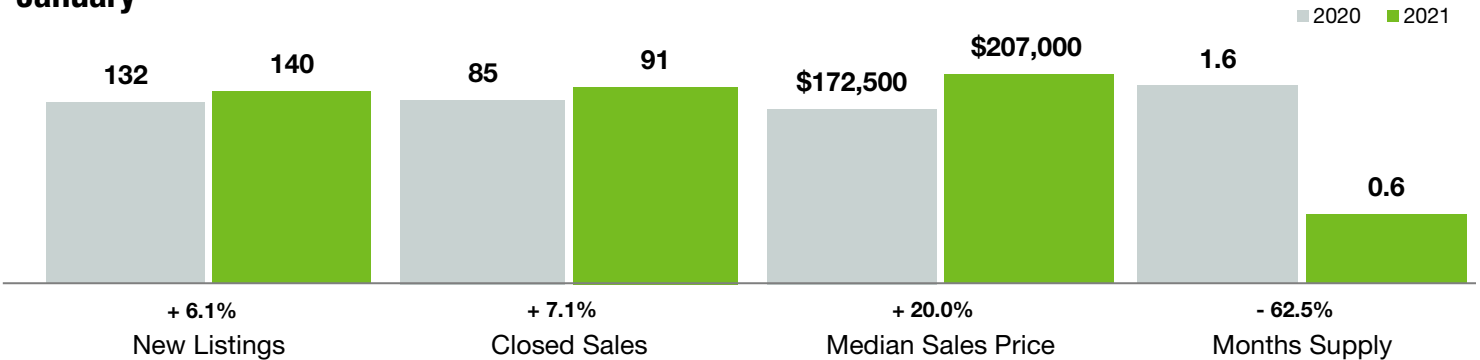
## Gastonia

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	132	140	+ 6.1%	132	140	+ 6.1%
Pending Sales	140	165	+ 17.9%	140	165	+ 17.9%
Closed Sales	85	91	+ 7.1%	85	91	+ 7.1%
Median Sales Price*	\$172,500	\$207,000	+ 20.0%	\$172,500	\$207,000	+ 20.0%
Average Sales Price*	\$194,428	\$213,937	+ 10.0%	\$194,428	\$213,937	+ 10.0%
Percent of Original List Price Received*	96.2%	96.7%	+ 0.5%	96.2%	96.7%	+ 0.5%
List to Close	98	85	- 13.3%	98	85	- 13.3%
Days on Market Until Sale	41	34	- 17.1%	41	34	- 17.1%
Cumulative Days on Market Until Sale	43	33	- 23.3%	43	33	- 23.3%
Average List Price	\$186,801	\$219,438	+ 17.5%	\$186,801	\$219,438	+ 17.5%
Inventory of Homes for Sale	212	84	- 60.4%	--	--	--
Months Supply of Inventory	1.6	0.6	- 62.5%	--	--	--

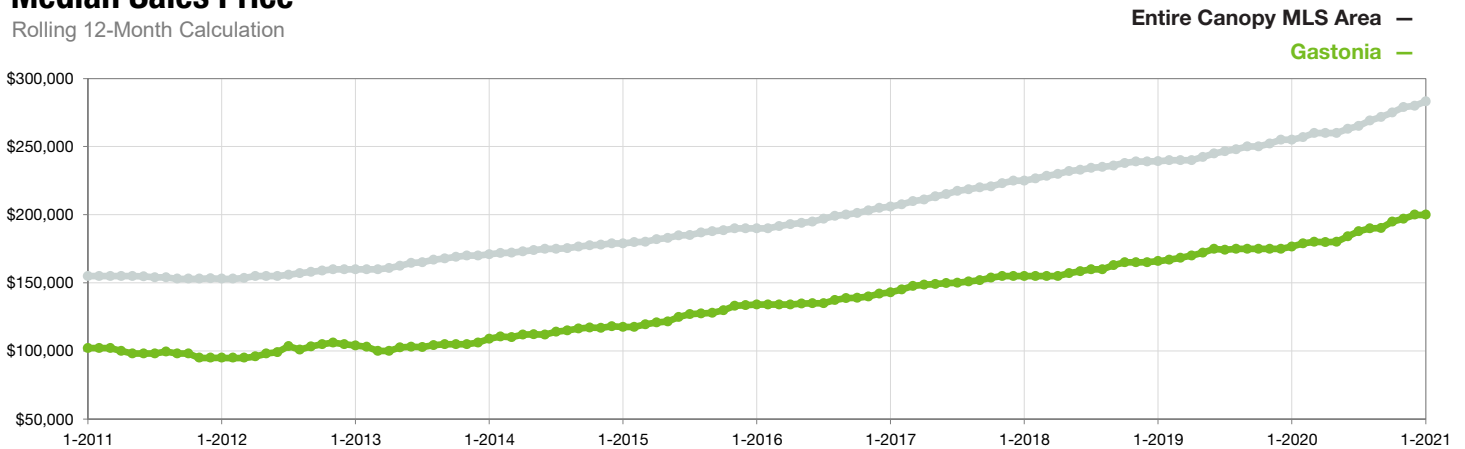
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### January



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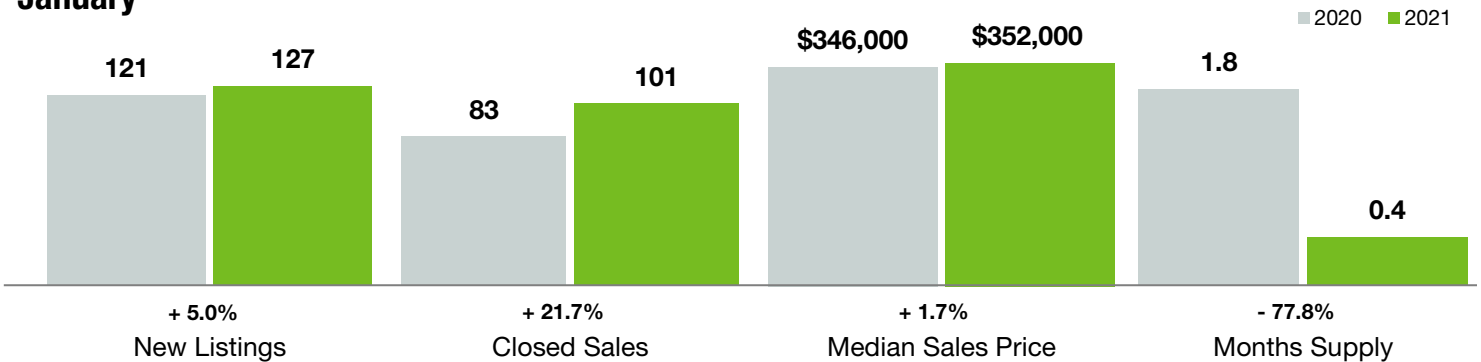
## Huntersville

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	121	127	+ 5.0%	121	127	+ 5.0%
Pending Sales	124	134	+ 8.1%	124	134	+ 8.1%
Closed Sales	83	101	+ 21.7%	83	101	+ 21.7%
Median Sales Price*	\$346,000	\$352,000	+ 1.7%	\$346,000	\$352,000	+ 1.7%
Average Sales Price*	\$401,968	\$360,336	- 10.4%	\$401,968	\$360,336	- 10.4%
Percent of Original List Price Received*	96.1%	100.3%	+ 4.4%	96.1%	100.3%	+ 4.4%
List to Close	120	82	- 31.7%	120	82	- 31.7%
Days on Market Until Sale	60	16	- 73.3%	60	16	- 73.3%
Cumulative Days on Market Until Sale	75	22	- 70.7%	75	22	- 70.7%
Average List Price	\$381,597	\$446,147	+ 16.9%	\$381,597	\$446,147	+ 16.9%
Inventory of Homes for Sale	261	73	- 72.0%	--	--	--
Months Supply of Inventory	1.8	0.4	- 77.8%	--	--	--

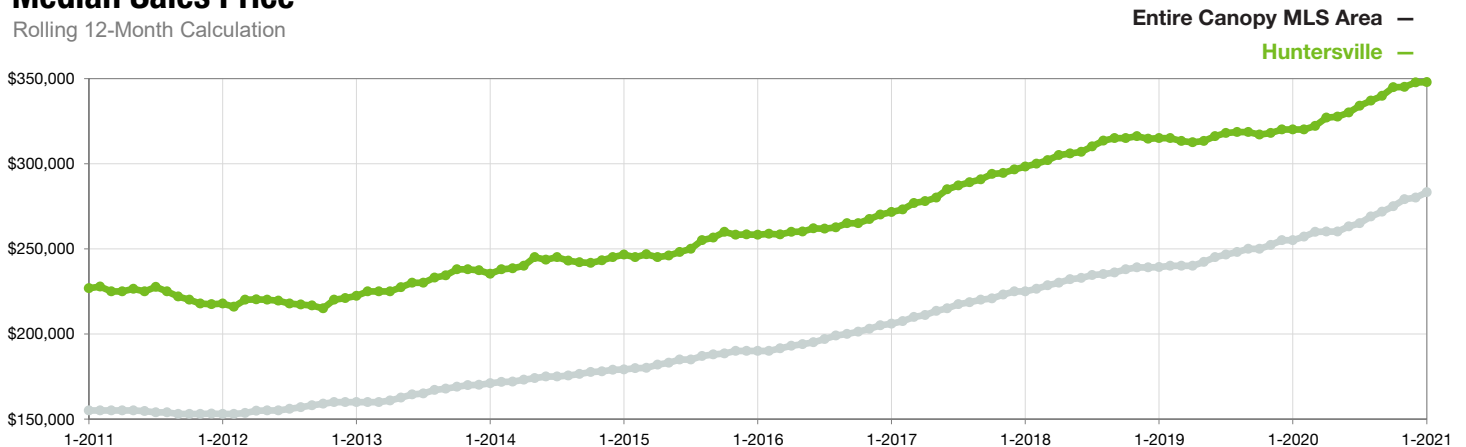
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### January



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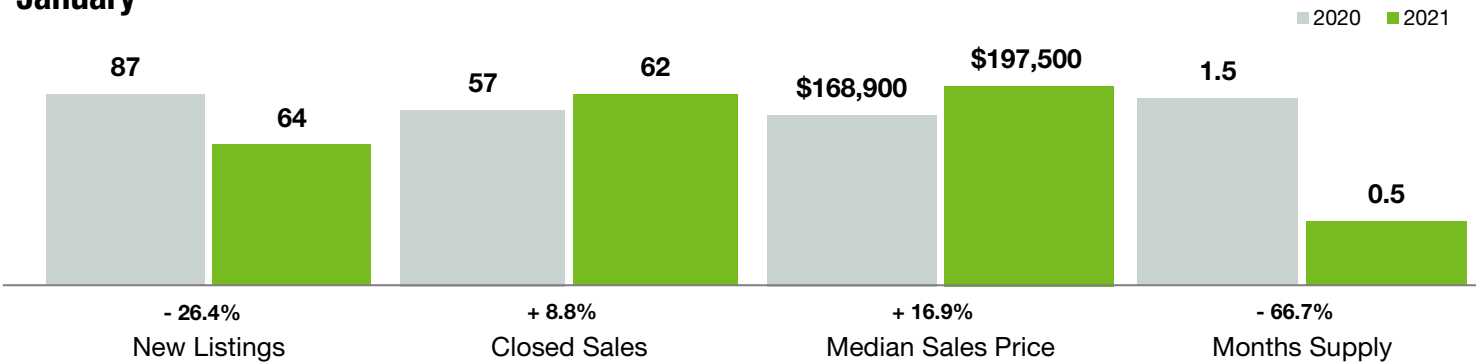
## Kannapolis

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	87	64	- 26.4%	87	64	- 26.4%
Pending Sales	58	74	+ 27.6%	58	74	+ 27.6%
Closed Sales	57	62	+ 8.8%	57	62	+ 8.8%
Median Sales Price*	\$168,900	\$197,500	+ 16.9%	\$168,900	\$197,500	+ 16.9%
Average Sales Price*	\$189,312	\$244,886	+ 29.4%	\$189,312	\$244,886	+ 29.4%
Percent of Original List Price Received*	93.6%	96.8%	+ 3.4%	93.6%	96.8%	+ 3.4%
List to Close	78	68	- 12.8%	78	68	- 12.8%
Days on Market Until Sale	37	13	- 64.9%	37	13	- 64.9%
Cumulative Days on Market Until Sale	48	13	- 72.9%	48	13	- 72.9%
Average List Price	\$250,354	\$224,472	- 10.3%	\$250,354	\$224,472	- 10.3%
Inventory of Homes for Sale	113	43	- 61.9%	--	--	--
Months Supply of Inventory	1.5	0.5	- 66.7%	--	--	--

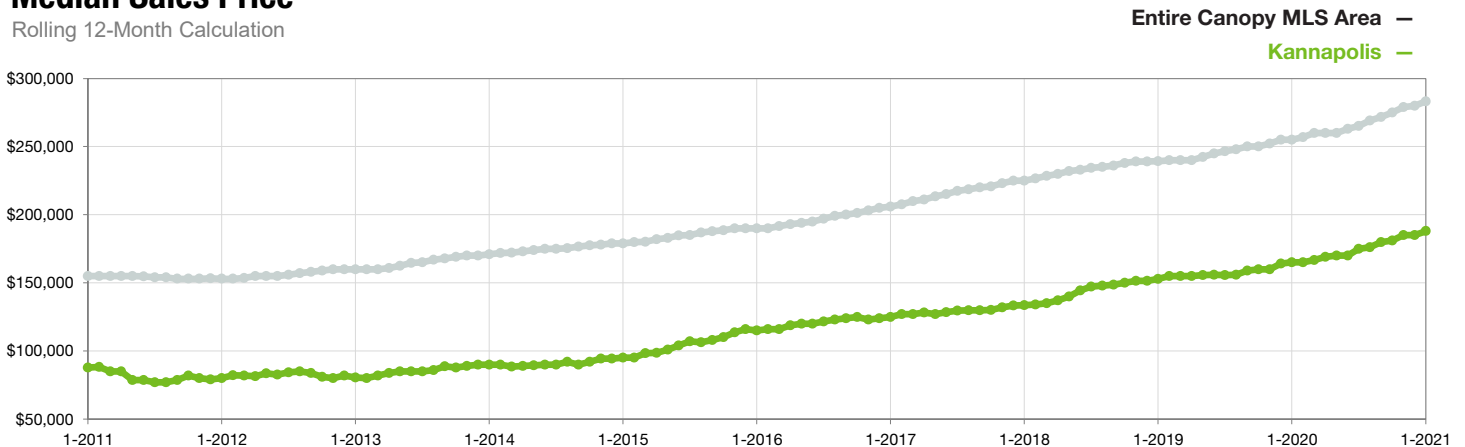
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### January



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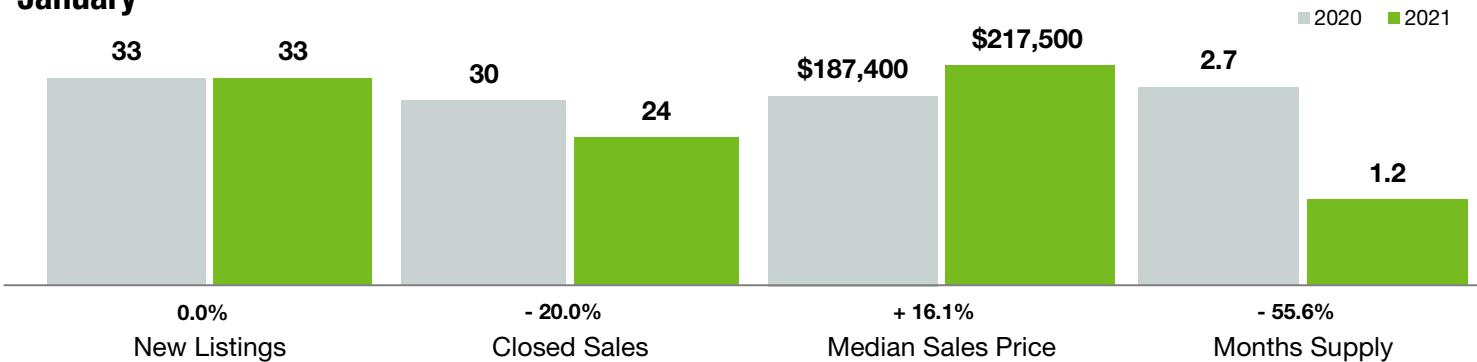
## Lincolnton

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	33	33	0.0%	33	33	0.0%
Pending Sales	26	49	+ 88.5%	26	49	+ 88.5%
Closed Sales	30	24	- 20.0%	30	24	- 20.0%
Median Sales Price*	\$187,400	\$217,500	+ 16.1%	\$187,400	\$217,500	+ 16.1%
Average Sales Price*	\$188,167	\$234,116	+ 24.4%	\$188,167	\$234,116	+ 24.4%
Percent of Original List Price Received*	94.6%	97.1%	+ 2.6%	94.6%	97.1%	+ 2.6%
List to Close	116	85	- 26.7%	116	85	- 26.7%
Days on Market Until Sale	65	29	- 55.4%	65	29	- 55.4%
Cumulative Days on Market Until Sale	77	29	- 62.3%	77	29	- 62.3%
Average List Price	\$204,050	\$235,152	+ 15.2%	\$204,050	\$235,152	+ 15.2%
Inventory of Homes for Sale	91	46	- 49.5%	--	--	--
Months Supply of Inventory	2.7	1.2	- 55.6%	--	--	--

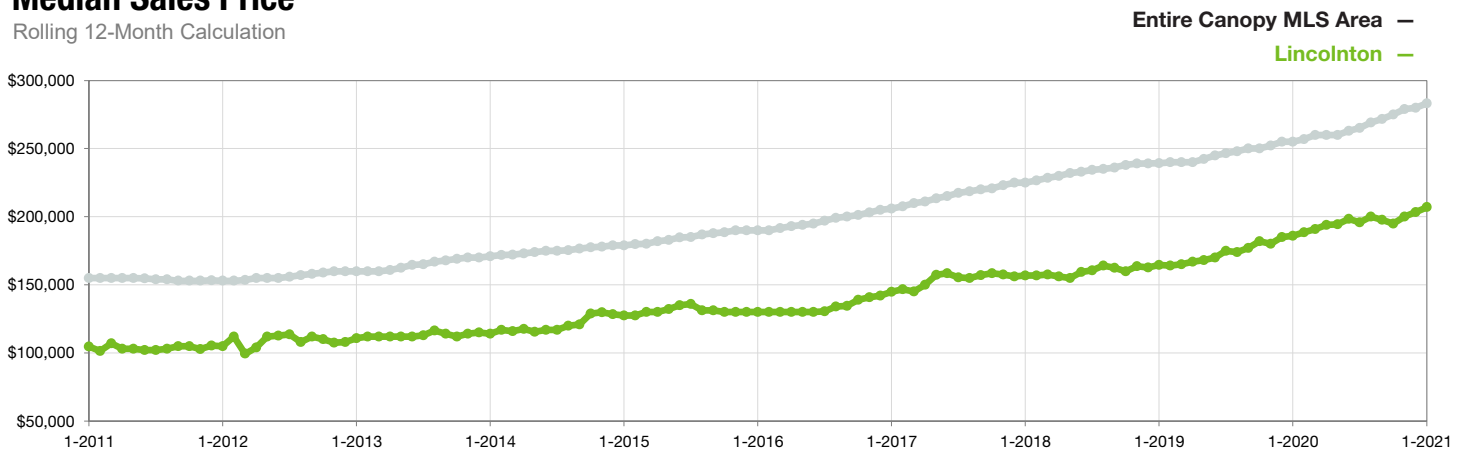
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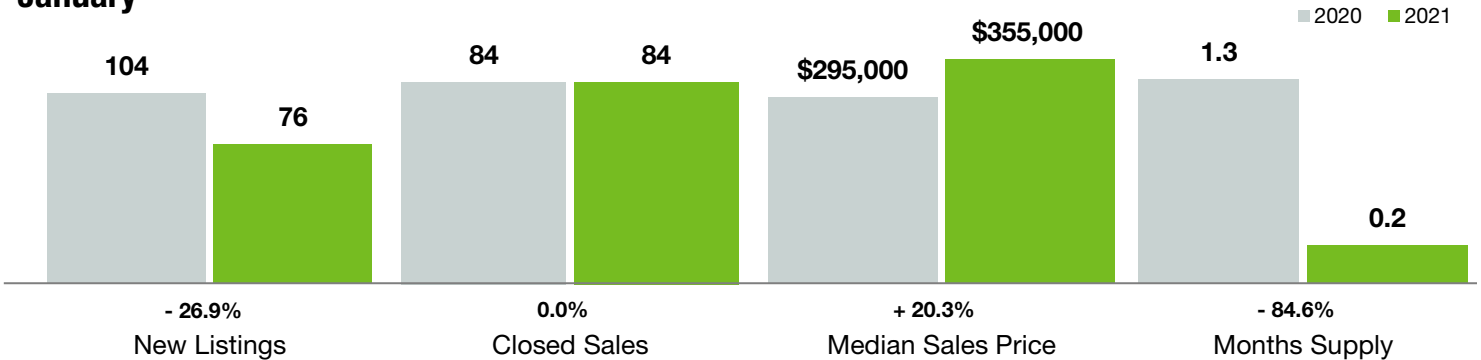
## Matthews

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	104	76	- 26.9%	104	76	- 26.9%
Pending Sales	106	95	- 10.4%	106	95	- 10.4%
Closed Sales	84	84	0.0%	84	84	0.0%
Median Sales Price*	\$295,000	\$355,000	+ 20.3%	\$295,000	\$355,000	+ 20.3%
Average Sales Price*	\$331,707	\$389,463	+ 17.4%	\$331,707	\$389,463	+ 17.4%
Percent of Original List Price Received*	96.6%	100.0%	+ 3.5%	96.6%	100.0%	+ 3.5%
List to Close	93	95	+ 2.2%	93	95	+ 2.2%
Days on Market Until Sale	39	33	- 15.4%	39	33	- 15.4%
Cumulative Days on Market Until Sale	42	25	- 40.5%	42	25	- 40.5%
Average List Price	\$357,388	\$386,871	+ 8.2%	\$357,388	\$386,871	+ 8.2%
Inventory of Homes for Sale	142	27	- 81.0%	--	--	--
Months Supply of Inventory	1.3	0.2	- 84.6%	--	--	--

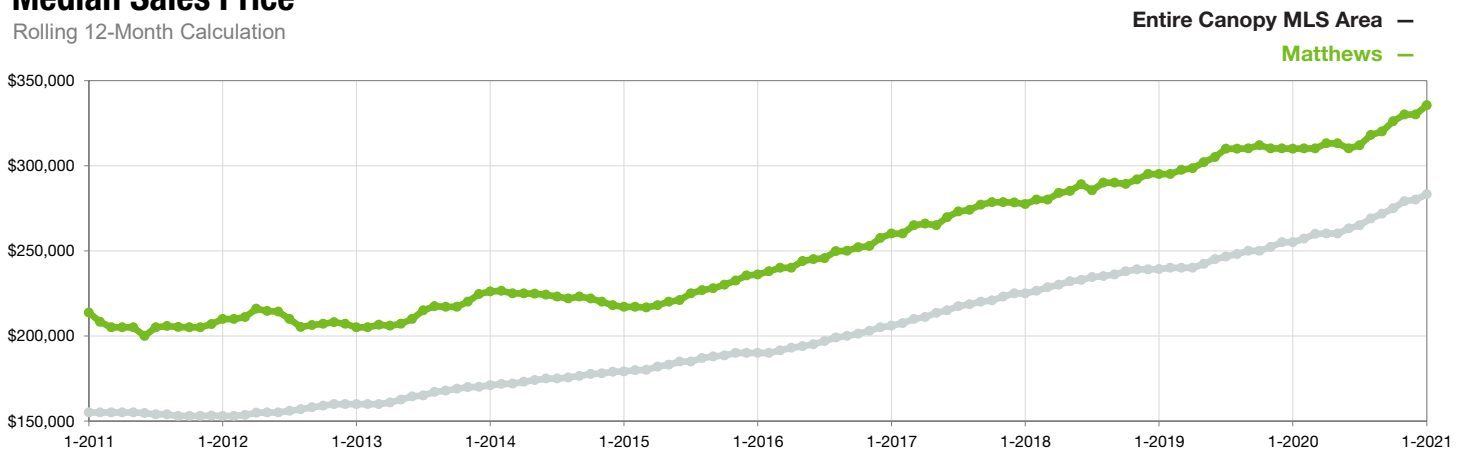
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### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2021

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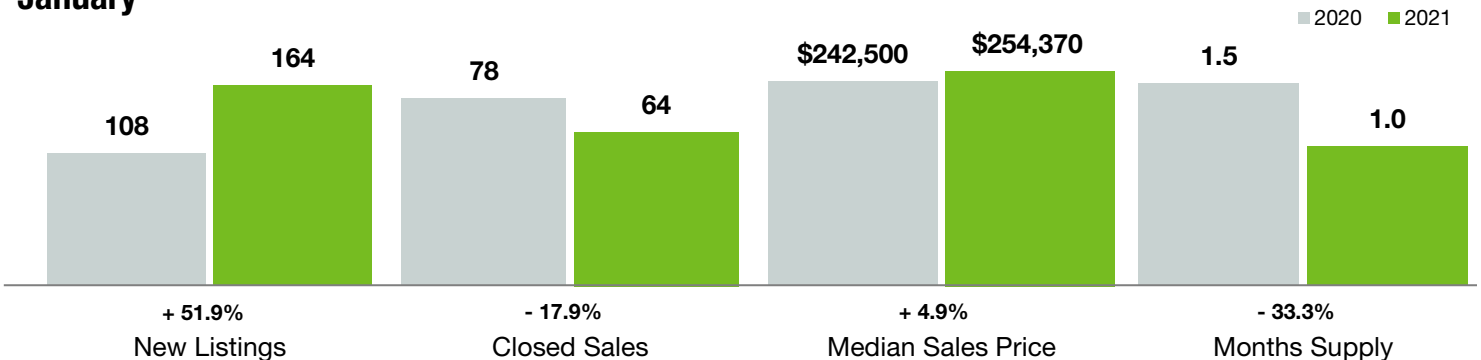
## Monroe

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	108	164	+ 51.9%	108	164	+ 51.9%
Pending Sales	94	137	+ 45.7%	94	137	+ 45.7%
Closed Sales	78	64	- 17.9%	78	64	- 17.9%
Median Sales Price*	\$242,500	\$254,370	+ 4.9%	\$242,500	\$254,370	+ 4.9%
Average Sales Price*	\$252,555	\$271,557	+ 7.5%	\$252,555	\$271,557	+ 7.5%
Percent of Original List Price Received*	98.6%	98.5%	- 0.1%	98.6%	98.5%	- 0.1%
List to Close	87	73	- 16.1%	87	73	- 16.1%
Days on Market Until Sale	34	26	- 23.5%	34	26	- 23.5%
Cumulative Days on Market Until Sale	41	22	- 46.3%	41	22	- 46.3%
Average List Price	\$284,726	\$290,881	+ 2.2%	\$284,726	\$290,881	+ 2.2%
Inventory of Homes for Sale	153	114	- 25.5%	--	--	--
Months Supply of Inventory	1.5	1.0	- 33.3%	--	--	--

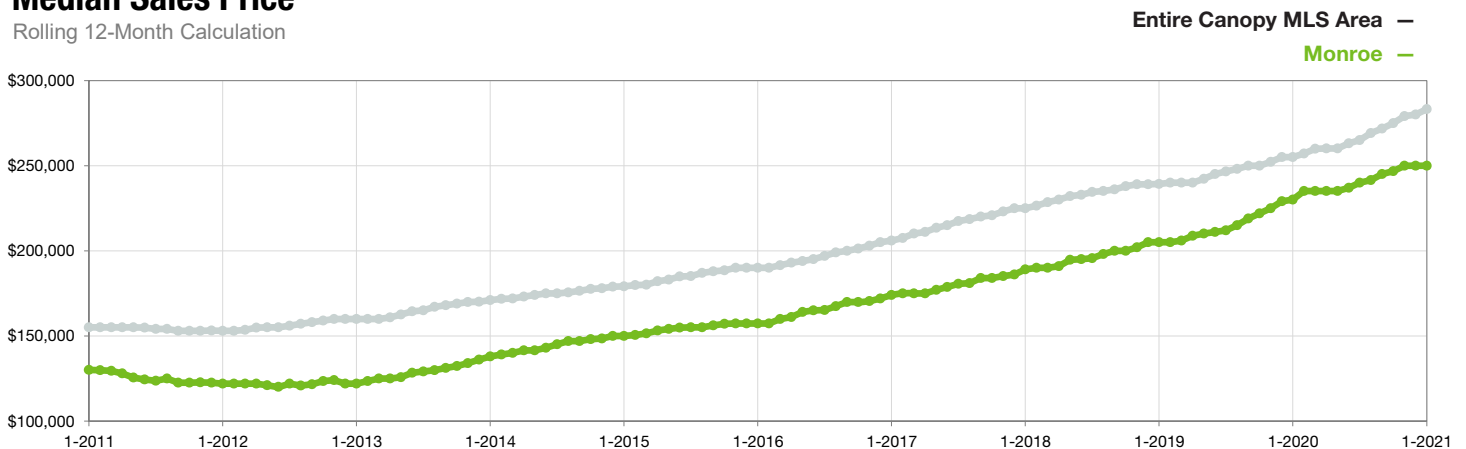
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### January



### Median Sales Price

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# Local Market Update for January 2021



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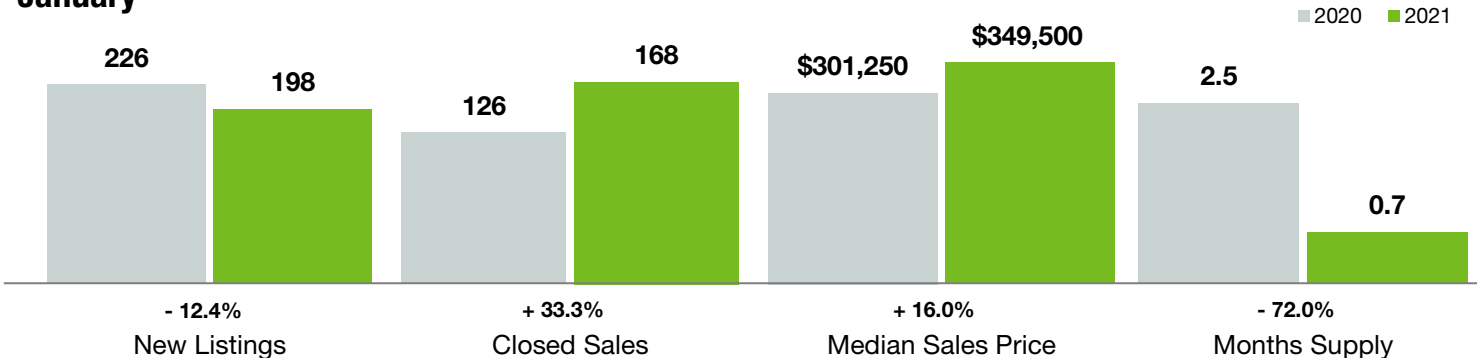
## Mooreville

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	226	198	- 12.4%	226	198	- 12.4%
Pending Sales	187	228	+ 21.9%	187	228	+ 21.9%
Closed Sales	126	168	+ 33.3%	126	168	+ 33.3%
Median Sales Price*	\$301,250	\$349,500	+ 16.0%	\$301,250	\$349,500	+ 16.0%
Average Sales Price*	\$391,959	\$447,338	+ 14.1%	\$391,959	\$447,338	+ 14.1%
Percent of Original List Price Received*	96.1%	99.8%	+ 3.9%	96.1%	99.8%	+ 3.9%
List to Close	116	90	- 22.4%	116	90	- 22.4%
Days on Market Until Sale	65	26	- 60.0%	65	26	- 60.0%
Cumulative Days on Market Until Sale	79	28	- 64.6%	79	28	- 64.6%
Average List Price	\$440,907	\$450,314	+ 2.1%	\$440,907	\$450,314	+ 2.1%
Inventory of Homes for Sale	469	154	- 67.2%	--	--	--
Months Supply of Inventory	2.5	0.7	- 72.0%	--	--	--

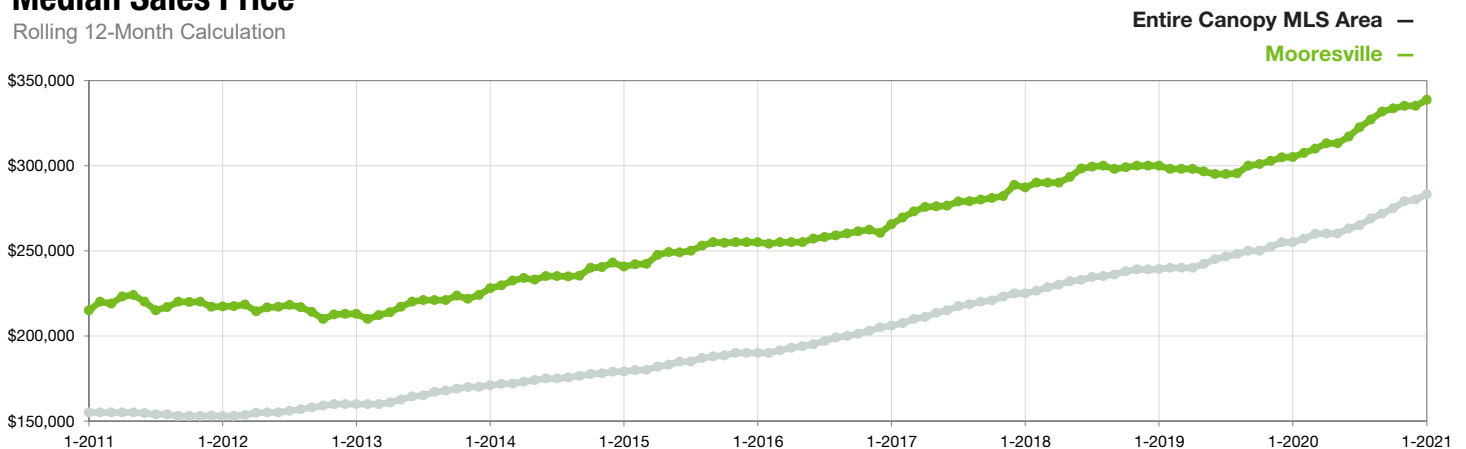
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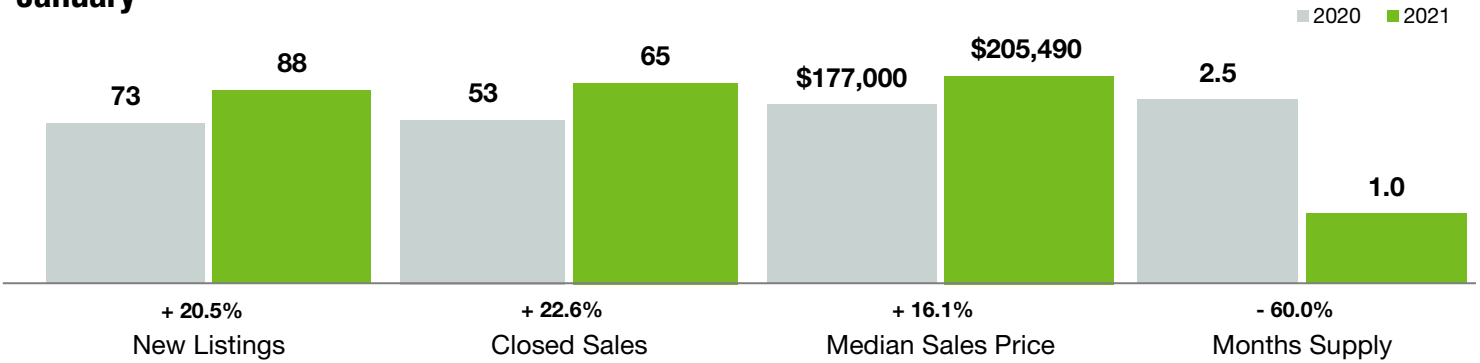
## Salisbury

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	73	88	+ 20.5%	73	88	+ 20.5%
Pending Sales	66	95	+ 43.9%	66	95	+ 43.9%
Closed Sales	53	65	+ 22.6%	53	65	+ 22.6%
Median Sales Price*	\$177,000	\$205,490	+ 16.1%	\$177,000	\$205,490	+ 16.1%
Average Sales Price*	\$183,135	\$221,849	+ 21.1%	\$183,135	\$221,849	+ 21.1%
Percent of Original List Price Received*	90.4%	98.2%	+ 8.6%	90.4%	98.2%	+ 8.6%
List to Close	129	99	- 23.3%	129	99	- 23.3%
Days on Market Until Sale	83	31	- 62.7%	83	31	- 62.7%
Cumulative Days on Market Until Sale	84	32	- 61.9%	84	32	- 61.9%
Average List Price	\$228,688	\$238,439	+ 4.3%	\$228,688	\$238,439	+ 4.3%
Inventory of Homes for Sale	195	91	- 53.3%	--	--	--
Months Supply of Inventory	2.5	1.0	- 60.0%	--	--	--

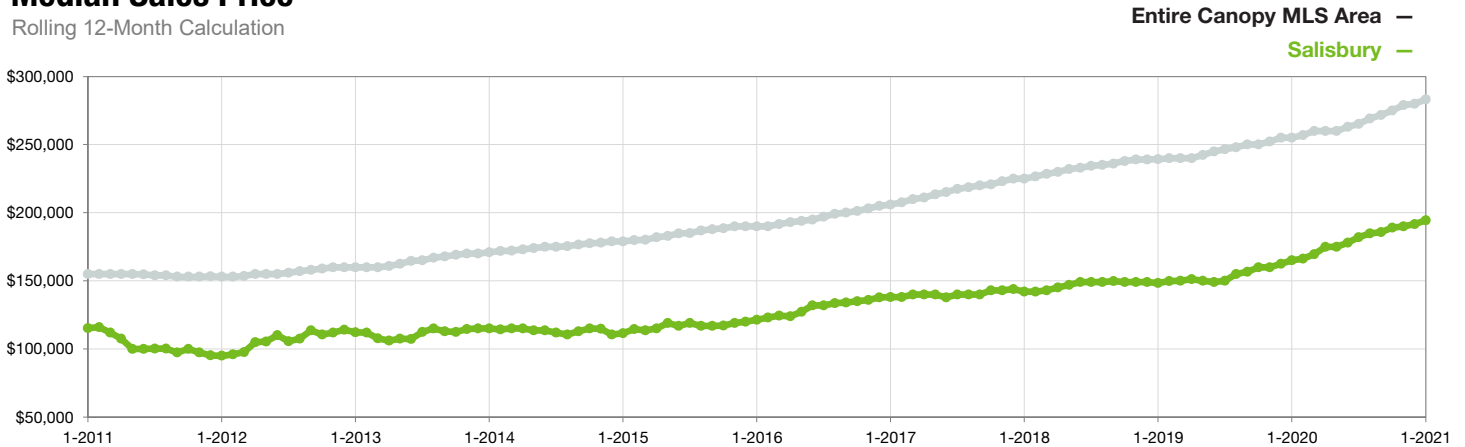
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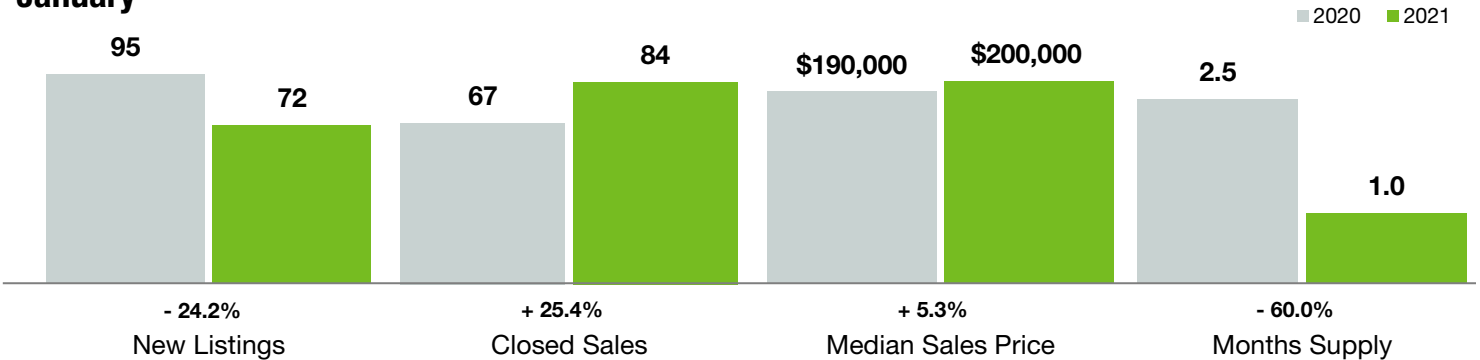
## Statesville

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	95	72	- 24.2%	95	72	- 24.2%
Pending Sales	66	100	+ 51.5%	66	100	+ 51.5%
Closed Sales	67	84	+ 25.4%	67	84	+ 25.4%
Median Sales Price*	\$190,000	\$200,000	+ 5.3%	\$190,000	\$200,000	+ 5.3%
Average Sales Price*	\$204,638	\$217,858	+ 6.5%	\$204,638	\$217,858	+ 6.5%
Percent of Original List Price Received*	95.3%	96.8%	+ 1.6%	95.3%	96.8%	+ 1.6%
List to Close	97	85	- 12.4%	97	85	- 12.4%
Days on Market Until Sale	44	29	- 34.1%	44	29	- 34.1%
Cumulative Days on Market Until Sale	47	31	- 34.0%	47	31	- 34.0%
Average List Price	\$190,267	\$243,251	+ 27.8%	\$190,267	\$243,251	+ 27.8%
Inventory of Homes for Sale	216	89	- 58.8%	--	--	--
Months Supply of Inventory	2.5	1.0	- 60.0%	--	--	--

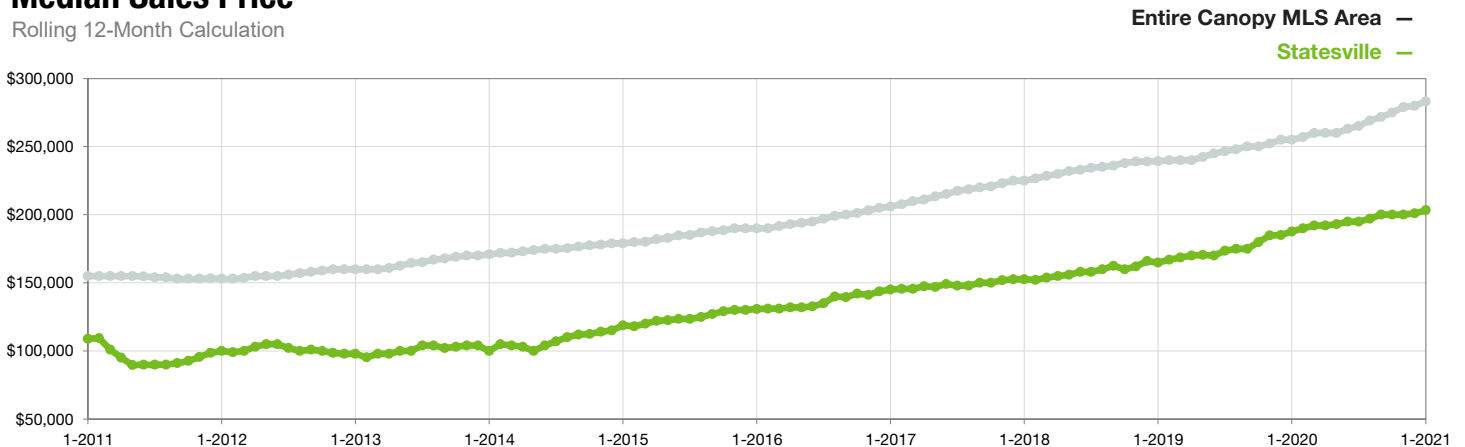
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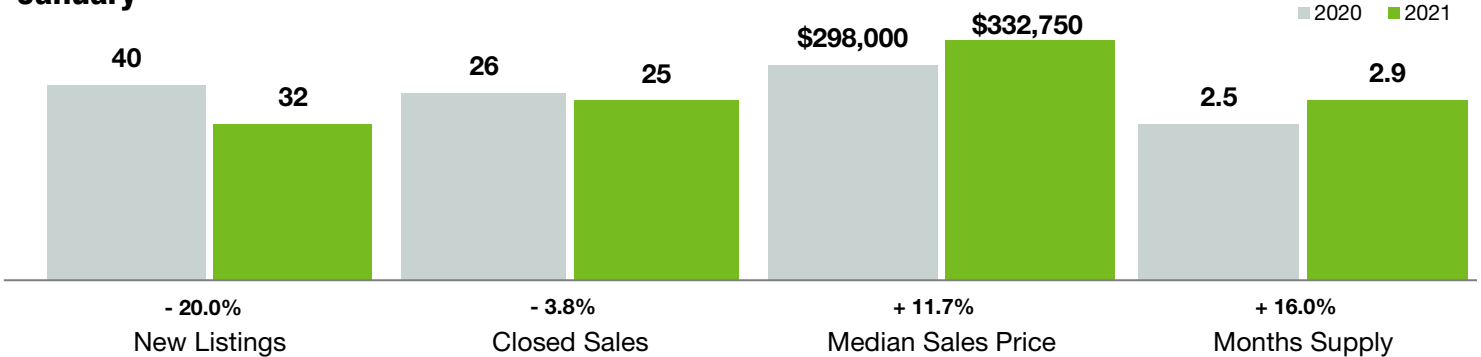
## Uptown Charlotte

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	40	32	- 20.0%	40	32	- 20.0%
Pending Sales	28	42	+ 50.0%	28	42	+ 50.0%
Closed Sales	26	25	- 3.8%	26	25	- 3.8%
Median Sales Price*	\$298,000	\$332,750	+ 11.7%	\$298,000	\$332,750	+ 11.7%
Average Sales Price*	\$327,292	\$393,631	+ 20.3%	\$327,292	\$393,631	+ 20.3%
Percent of Original List Price Received*	96.7%	95.9%	- 0.8%	96.7%	95.9%	- 0.8%
List to Close	88	134	+ 52.3%	88	134	+ 52.3%
Days on Market Until Sale	46	70	+ 52.2%	46	70	+ 52.2%
Cumulative Days on Market Until Sale	51	70	+ 37.3%	51	70	+ 37.3%
Average List Price	\$324,307	\$401,603	+ 23.8%	\$324,307	\$401,603	+ 23.8%
Inventory of Homes for Sale	78	84	+ 7.7%	--	--	--
Months Supply of Inventory	2.5	2.9	+ 16.0%	--	--	--

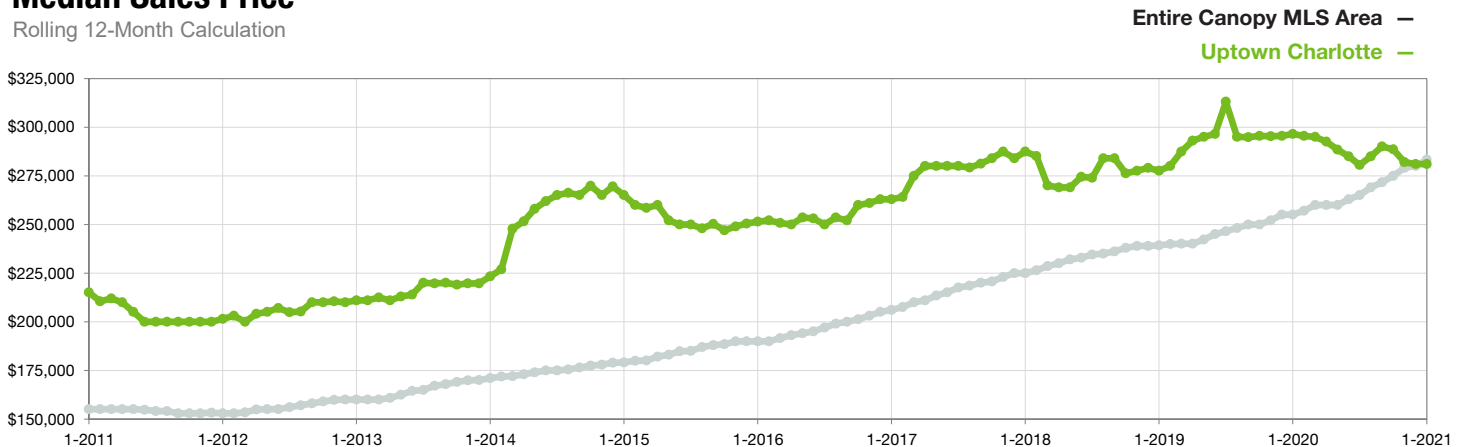
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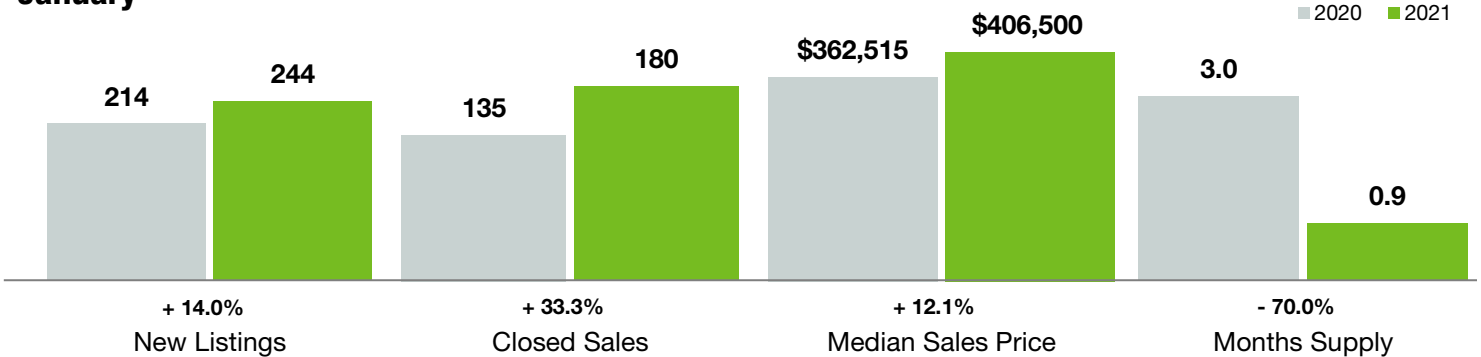
## Lake Norman

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	214	244	+ 14.0%	214	244	+ 14.0%
Pending Sales	185	242	+ 30.8%	185	242	+ 30.8%
Closed Sales	135	180	+ 33.3%	135	180	+ 33.3%
Median Sales Price*	\$362,515	\$406,500	+ 12.1%	\$362,515	\$406,500	+ 12.1%
Average Sales Price*	\$547,408	\$574,542	+ 5.0%	\$547,408	\$574,542	+ 5.0%
Percent of Original List Price Received*	94.7%	98.7%	+ 4.2%	94.7%	98.7%	+ 4.2%
List to Close	132	94	- 28.8%	132	94	- 28.8%
Days on Market Until Sale	79	32	- 59.5%	79	32	- 59.5%
Cumulative Days on Market Until Sale	97	40	- 58.8%	97	40	- 58.8%
Average List Price	\$543,833	\$670,611	+ 23.3%	\$543,833	\$670,611	+ 23.3%
Inventory of Homes for Sale	625	226	- 63.8%	--	--	--
Months Supply of Inventory	3.0	0.9	- 70.0%	--	--	--

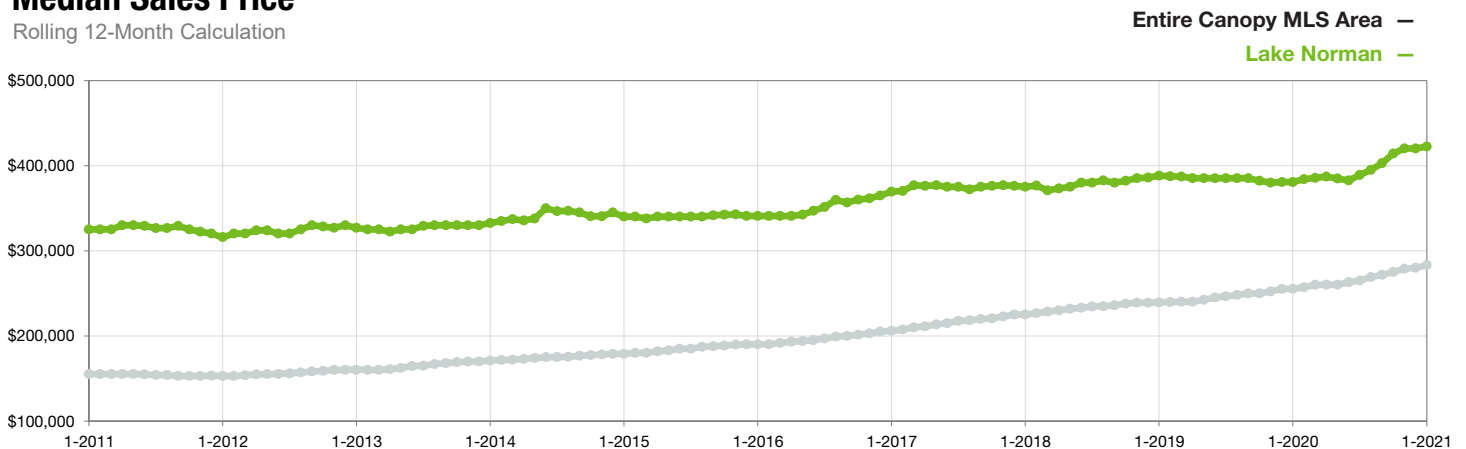
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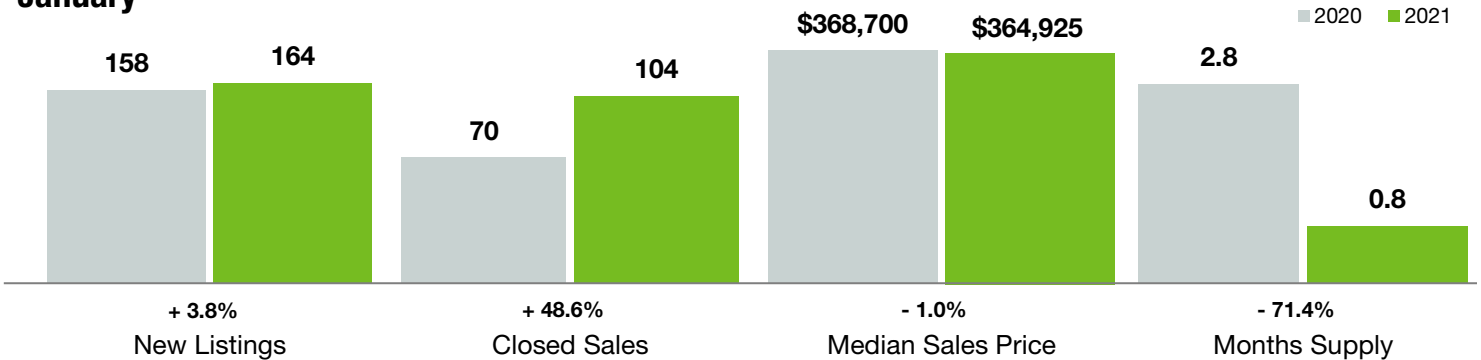
## Lake Wylie

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	158	164	+ 3.8%	158	164	+ 3.8%
Pending Sales	117	187	+ 59.8%	117	187	+ 59.8%
Closed Sales	70	104	+ 48.6%	70	104	+ 48.6%
Median Sales Price*	\$368,700	\$364,925	- 1.0%	\$368,700	\$364,925	- 1.0%
Average Sales Price*	\$390,390	\$415,785	+ 6.5%	\$390,390	\$415,785	+ 6.5%
Percent of Original List Price Received*	95.2%	99.1%	+ 4.1%	95.2%	99.1%	+ 4.1%
List to Close	111	101	- 9.0%	111	101	- 9.0%
Days on Market Until Sale	56	31	- 44.6%	56	31	- 44.6%
Cumulative Days on Market Until Sale	68	32	- 52.9%	68	32	- 52.9%
Average List Price	\$387,728	\$439,360	+ 13.3%	\$387,728	\$439,360	+ 13.3%
Inventory of Homes for Sale	357	118	- 66.9%	--	--	--
Months Supply of Inventory	2.8	0.8	- 71.4%	--	--	--

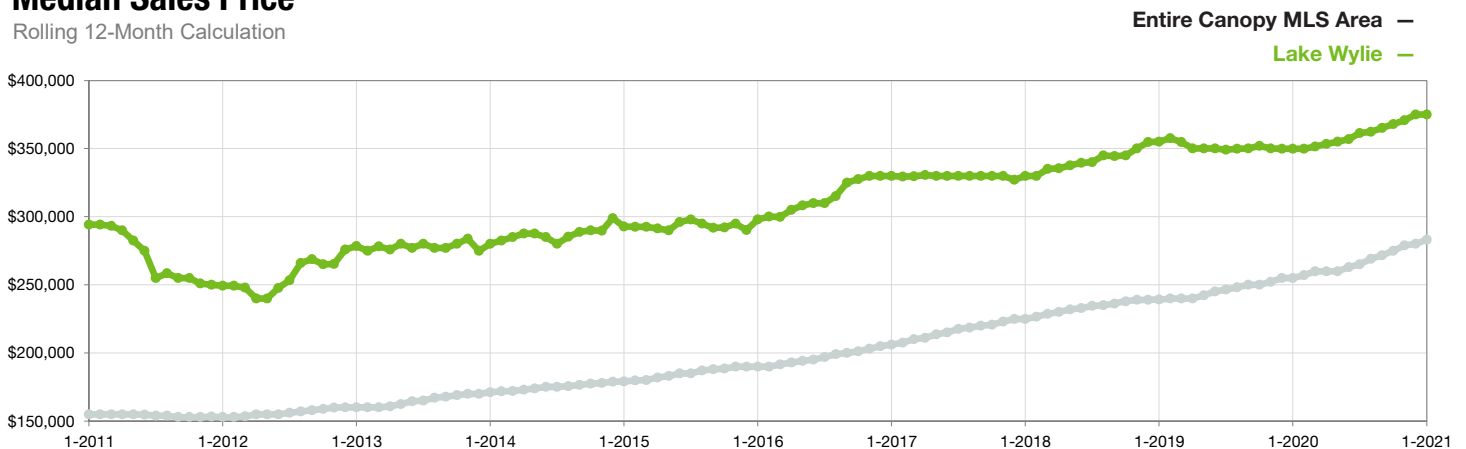
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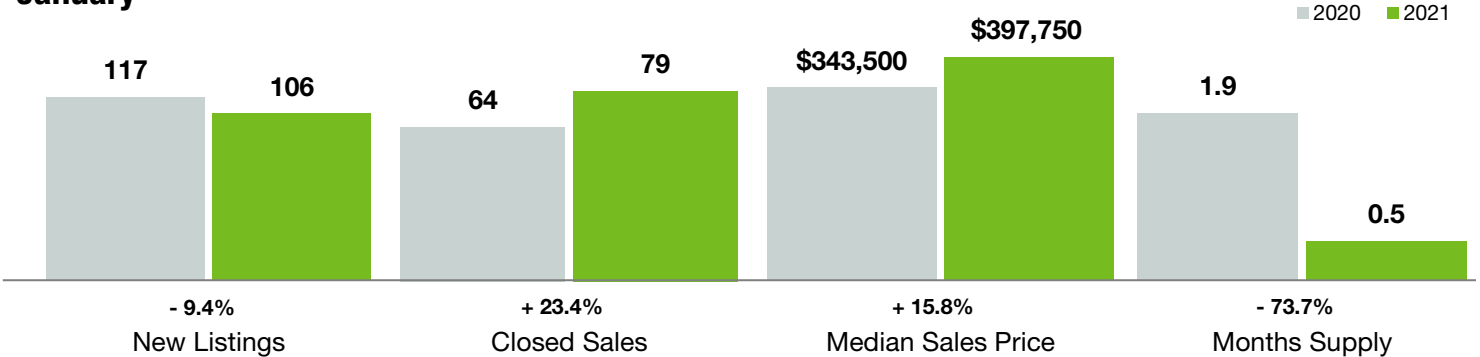
## Waxhaw

North Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	117	106	- 9.4%	117	106	- 9.4%
Pending Sales	108	123	+ 13.9%	108	123	+ 13.9%
Closed Sales	64	79	+ 23.4%	64	79	+ 23.4%
Median Sales Price*	\$343,500	\$397,750	+ 15.8%	\$343,500	\$397,750	+ 15.8%
Average Sales Price*	\$404,616	\$497,352	+ 22.9%	\$404,616	\$497,352	+ 22.9%
Percent of Original List Price Received*	94.5%	100.4%	+ 6.2%	94.5%	100.4%	+ 6.2%
List to Close	110	92	- 16.4%	110	92	- 16.4%
Days on Market Until Sale	60	34	- 43.3%	60	34	- 43.3%
Cumulative Days on Market Until Sale	78	34	- 56.4%	78	34	- 56.4%
Average List Price	\$538,236	\$502,231	- 6.7%	\$538,236	\$502,231	- 6.7%
Inventory of Homes for Sale	218	59	- 72.9%	--	--	--
Months Supply of Inventory	1.9	0.5	- 73.7%	--	--	--

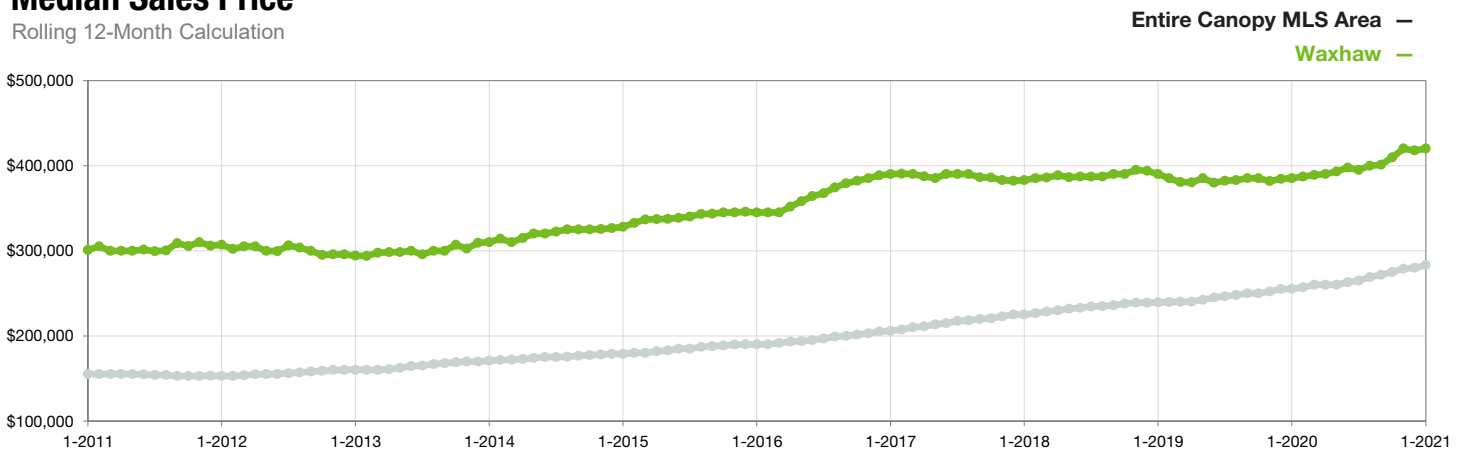
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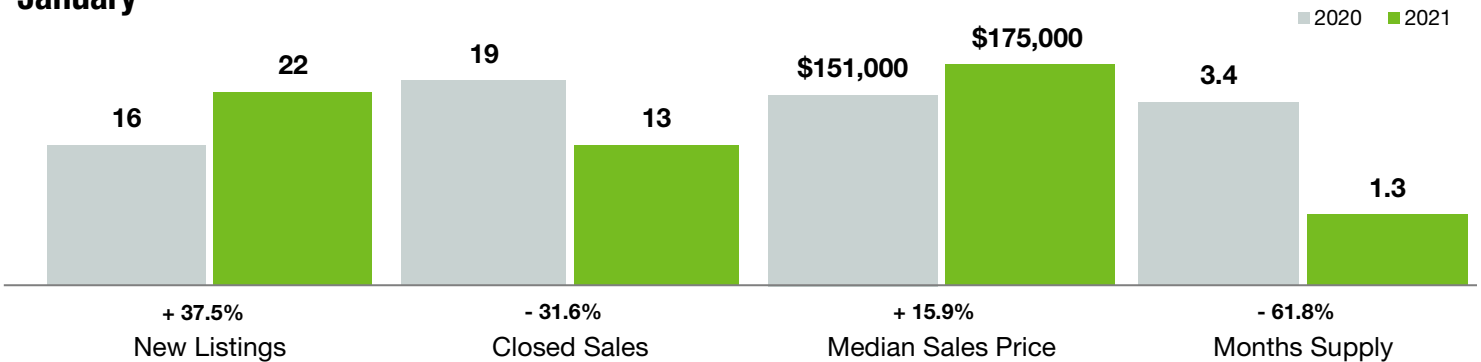
## Chester County

South Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	16	22	+ 37.5%	16	22	+ 37.5%
Pending Sales	22	25	+ 13.6%	22	25	+ 13.6%
Closed Sales	19	13	- 31.6%	19	13	- 31.6%
Median Sales Price*	\$151,000	\$175,000	+ 15.9%	\$151,000	\$175,000	+ 15.9%
Average Sales Price*	\$156,158	\$151,068	- 3.3%	\$156,158	\$151,068	- 3.3%
Percent of Original List Price Received*	97.9%	93.5%	- 4.5%	97.9%	93.5%	- 4.5%
List to Close	103	91	- 11.7%	103	91	- 11.7%
Days on Market Until Sale	45	32	- 28.9%	45	32	- 28.9%
Cumulative Days on Market Until Sale	61	32	- 47.5%	61	32	- 47.5%
Average List Price	\$153,130	\$181,563	+ 18.6%	\$153,130	\$181,563	+ 18.6%
Inventory of Homes for Sale	58	25	- 56.9%	--	--	--
Months Supply of Inventory	3.4	1.3	- 61.8%	--	--	--

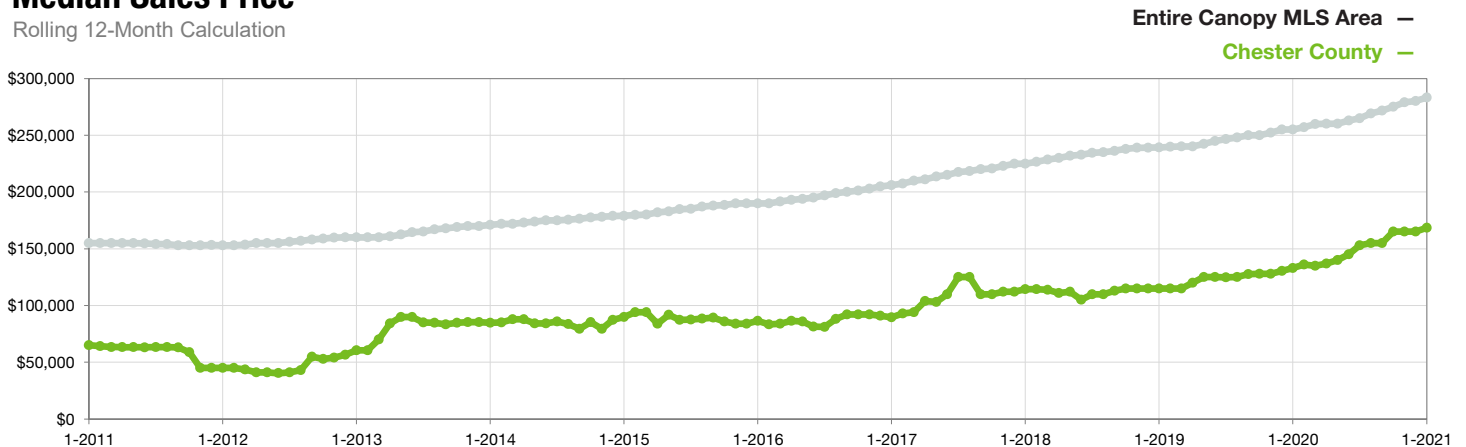
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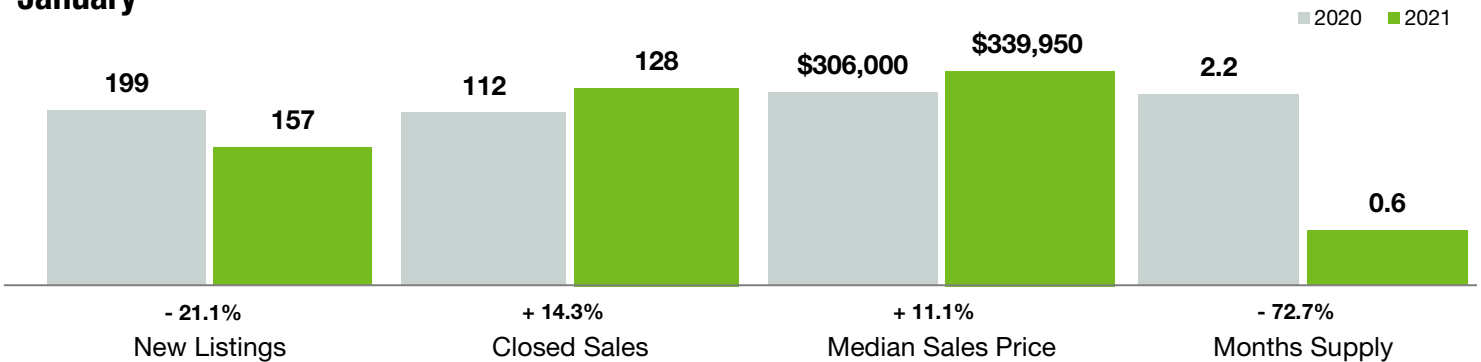
## Lancaster County

South Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	199	157	- 21.1%	199	157	- 21.1%
Pending Sales	178	172	- 3.4%	178	172	- 3.4%
Closed Sales	112	128	+ 14.3%	112	128	+ 14.3%
Median Sales Price*	\$306,000	\$339,950	+ 11.1%	\$306,000	\$339,950	+ 11.1%
Average Sales Price*	\$308,793	\$345,893	+ 12.0%	\$308,793	\$345,893	+ 12.0%
Percent of Original List Price Received*	96.7%	99.1%	+ 2.5%	96.7%	99.1%	+ 2.5%
List to Close	107	96	- 10.3%	107	96	- 10.3%
Days on Market Until Sale	52	31	- 40.4%	52	31	- 40.4%
Cumulative Days on Market Until Sale	65	35	- 46.2%	65	35	- 46.2%
Average List Price	\$343,005	\$333,143	- 2.9%	\$343,005	\$333,143	- 2.9%
Inventory of Homes for Sale	377	129	- 65.8%	--	--	--
Months Supply of Inventory	2.2	0.6	- 72.7%	--	--	--

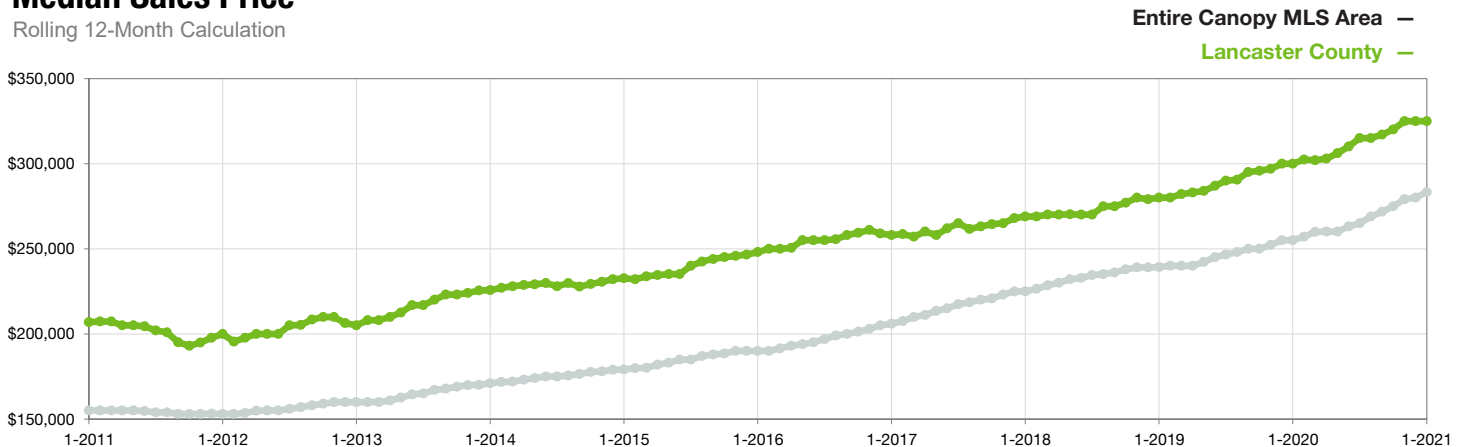
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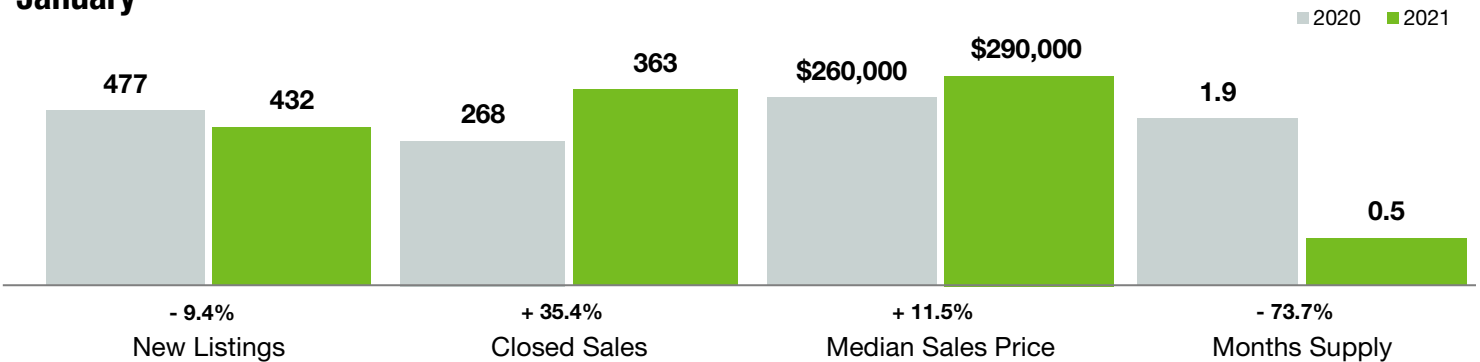
## York County

South Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	477	432	- 9.4%	477	432	- 9.4%
Pending Sales	416	484	+ 16.3%	416	484	+ 16.3%
Closed Sales	268	363	+ 35.4%	268	363	+ 35.4%
Median Sales Price*	\$260,000	\$290,000	+ 11.5%	\$260,000	\$290,000	+ 11.5%
Average Sales Price*	\$284,591	\$326,512	+ 14.7%	\$284,591	\$326,512	+ 14.7%
Percent of Original List Price Received*	96.5%	99.4%	+ 3.0%	96.5%	99.4%	+ 3.0%
List to Close	94	78	- 17.0%	94	78	- 17.0%
Days on Market Until Sale	43	19	- 55.8%	43	19	- 55.8%
Cumulative Days on Market Until Sale	50	21	- 58.0%	50	21	- 58.0%
Average List Price	\$306,064	\$358,581	+ 17.2%	\$306,064	\$358,581	+ 17.2%
Inventory of Homes for Sale	894	271	- 69.7%	--	--	--
Months Supply of Inventory	1.9	0.5	- 73.7%	--	--	--

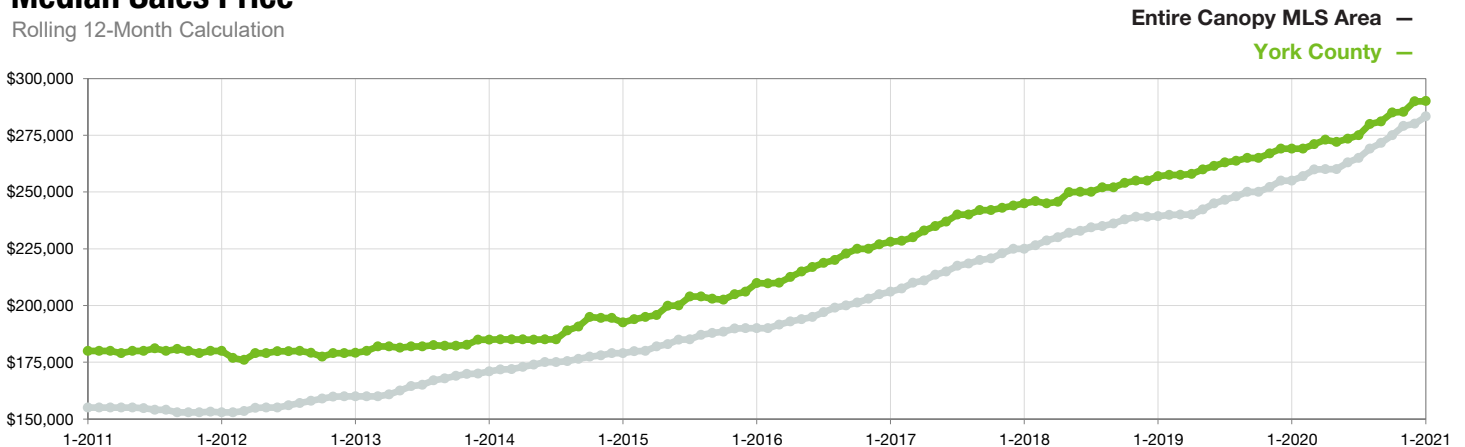
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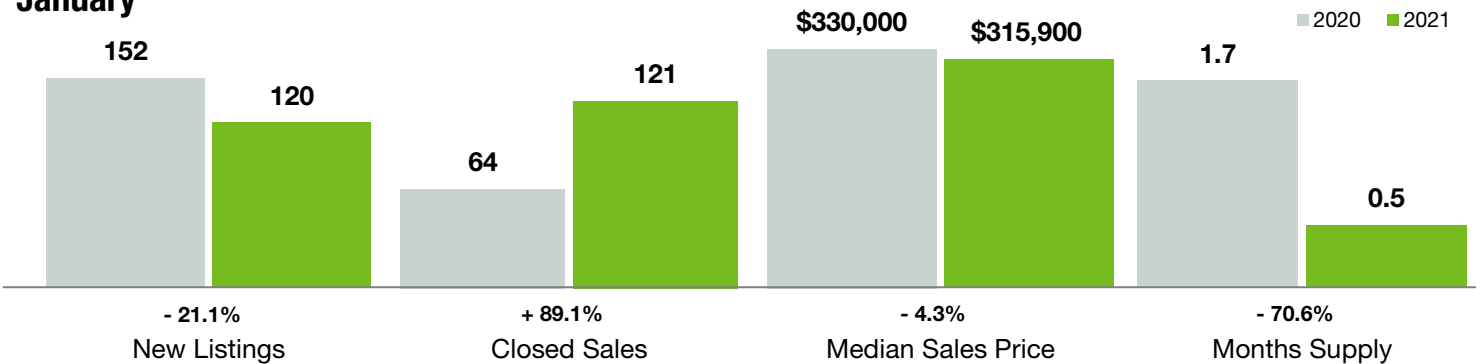
## Fort Mill

South Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	152	120	- 21.1%	152	120	- 21.1%
Pending Sales	127	130	+ 2.4%	127	130	+ 2.4%
Closed Sales	64	121	+ 89.1%	64	121	+ 89.1%
Median Sales Price*	\$330,000	\$315,900	- 4.3%	\$330,000	\$315,900	- 4.3%
Average Sales Price*	\$364,127	\$350,033	- 3.9%	\$364,127	\$350,033	- 3.9%
Percent of Original List Price Received*	97.0%	99.6%	+ 2.7%	97.0%	99.6%	+ 2.7%
List to Close	112	73	- 34.8%	112	73	- 34.8%
Days on Market Until Sale	55	15	- 72.7%	55	15	- 72.7%
Cumulative Days on Market Until Sale	69	15	- 78.3%	69	15	- 78.3%
Average List Price	\$366,541	\$395,622	+ 7.9%	\$366,541	\$395,622	+ 7.9%
Inventory of Homes for Sale	252	77	- 69.4%	--	--	--
Months Supply of Inventory	1.7	0.5	- 70.6%	--	--	--

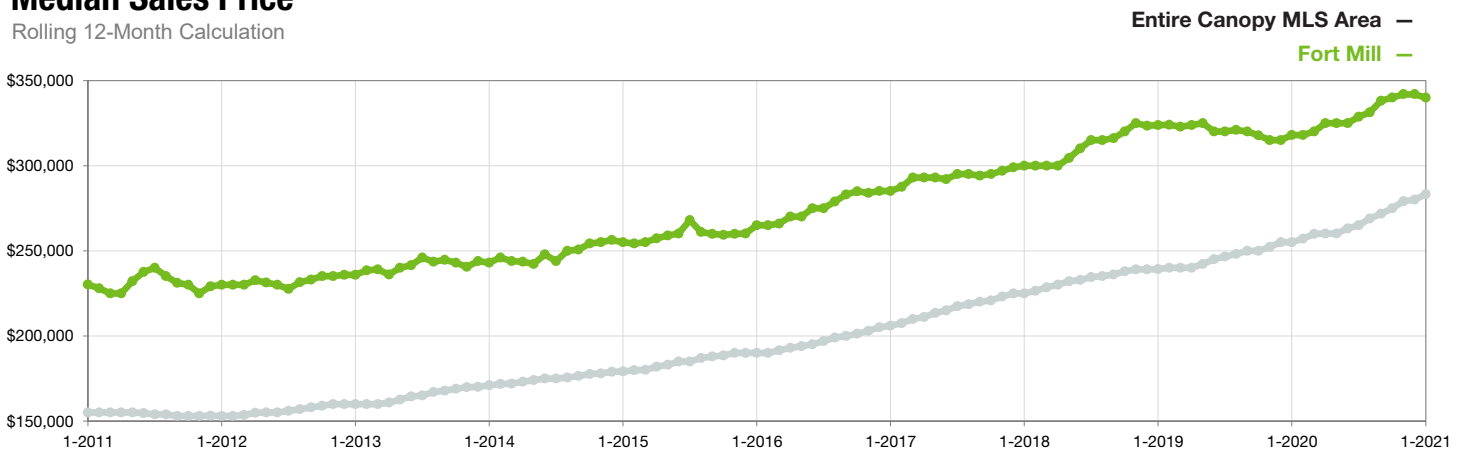
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### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2021

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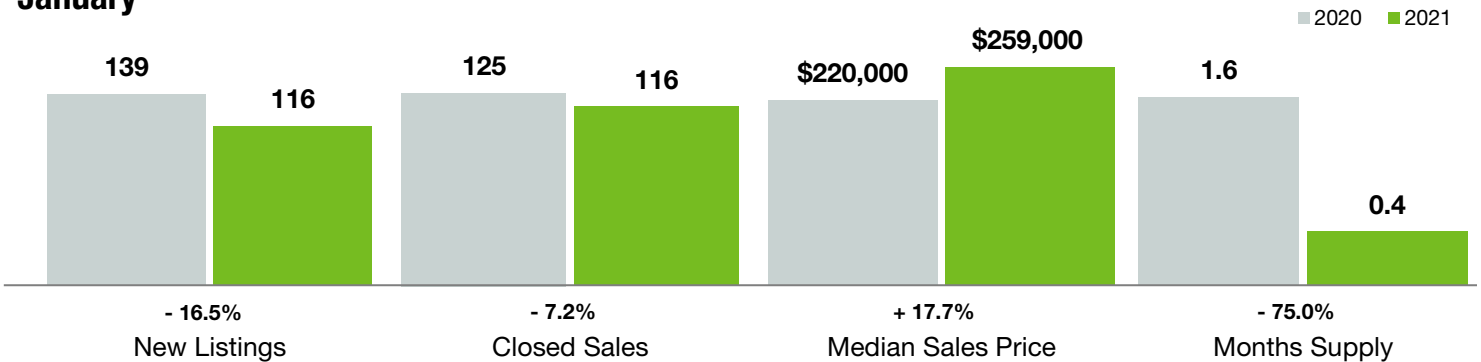
## Rock Hill

South Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	139	116	- 16.5%	139	116	- 16.5%
Pending Sales	146	140	- 4.1%	146	140	- 4.1%
Closed Sales	125	116	- 7.2%	125	116	- 7.2%
Median Sales Price*	\$220,000	\$259,000	+ 17.7%	\$220,000	\$259,000	+ 17.7%
Average Sales Price*	\$229,877	\$277,773	+ 20.8%	\$229,877	\$277,773	+ 20.8%
Percent of Original List Price Received*	96.4%	99.9%	+ 3.6%	96.4%	99.9%	+ 3.6%
List to Close	88	65	- 26.1%	88	65	- 26.1%
Days on Market Until Sale	39	15	- 61.5%	39	15	- 61.5%
Cumulative Days on Market Until Sale	44	19	- 56.8%	44	19	- 56.8%
Average List Price	\$230,002	\$269,485	+ 17.2%	\$230,002	\$269,485	+ 17.2%
Inventory of Homes for Sale	249	72	- 71.1%	--	--	--
Months Supply of Inventory	1.6	0.4	- 75.0%	--	--	--

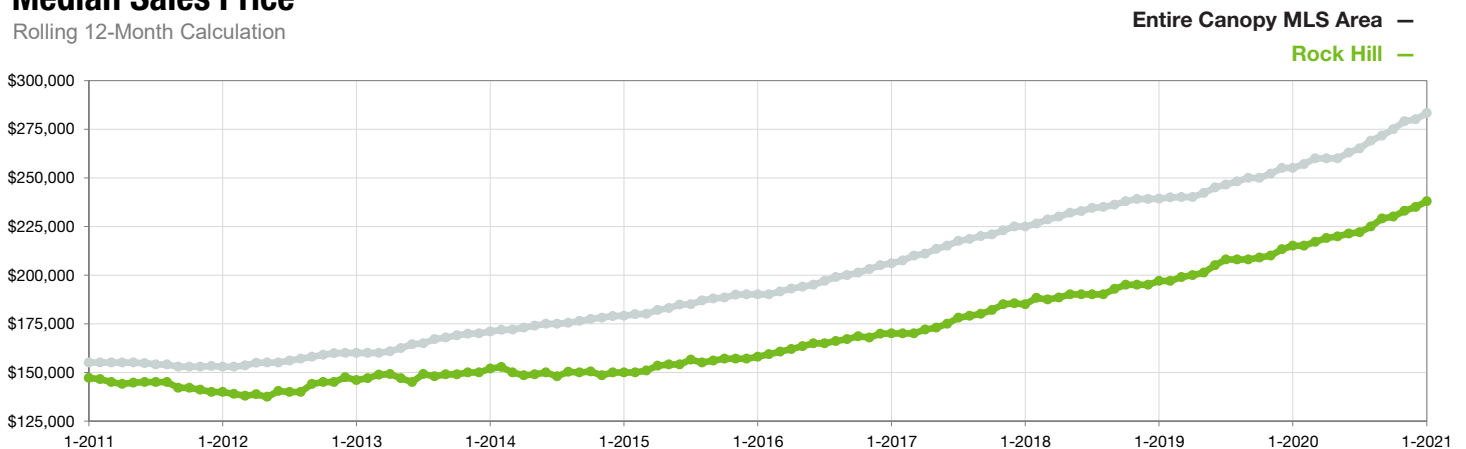
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### January



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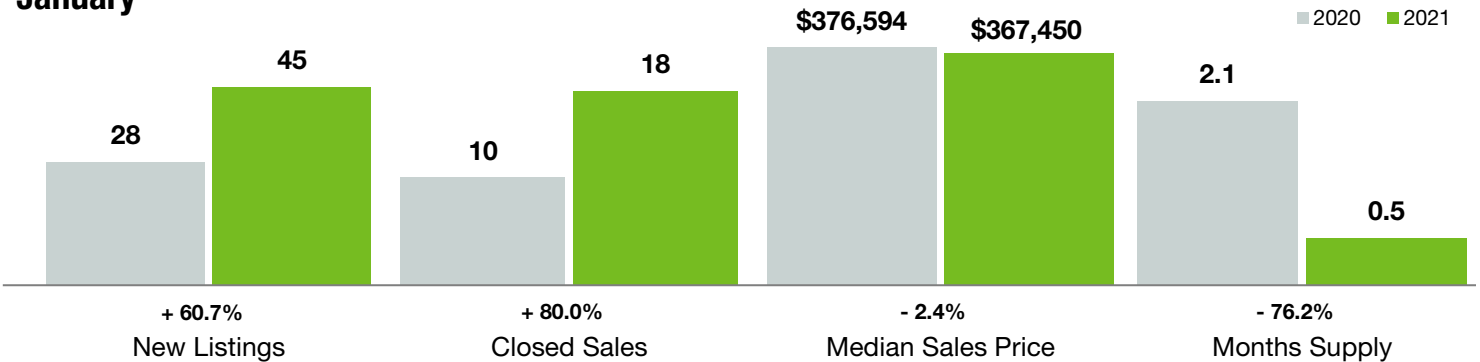
## Tega Cay

South Carolina

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	28	45	+ 60.7%	28	45	+ 60.7%
Pending Sales	19	42	+ 121.1%	19	42	+ 121.1%
Closed Sales	10	18	+ 80.0%	10	18	+ 80.0%
Median Sales Price*	\$376,594	\$367,450	- 2.4%	\$376,594	\$367,450	- 2.4%
Average Sales Price*	\$344,725	\$402,650	+ 16.8%	\$344,725	\$402,650	+ 16.8%
Percent of Original List Price Received*	97.5%	97.6%	+ 0.1%	97.5%	97.6%	+ 0.1%
List to Close	112	61	- 45.5%	112	61	- 45.5%
Days on Market Until Sale	62	16	- 74.2%	62	16	- 74.2%
Cumulative Days on Market Until Sale	80	26	- 67.5%	80	26	- 67.5%
Average List Price	\$384,284	\$407,522	+ 6.0%	\$384,284	\$407,522	+ 6.0%
Inventory of Homes for Sale	67	20	- 70.1%	--	--	--
Months Supply of Inventory	2.1	0.5	- 76.2%	--	--	--

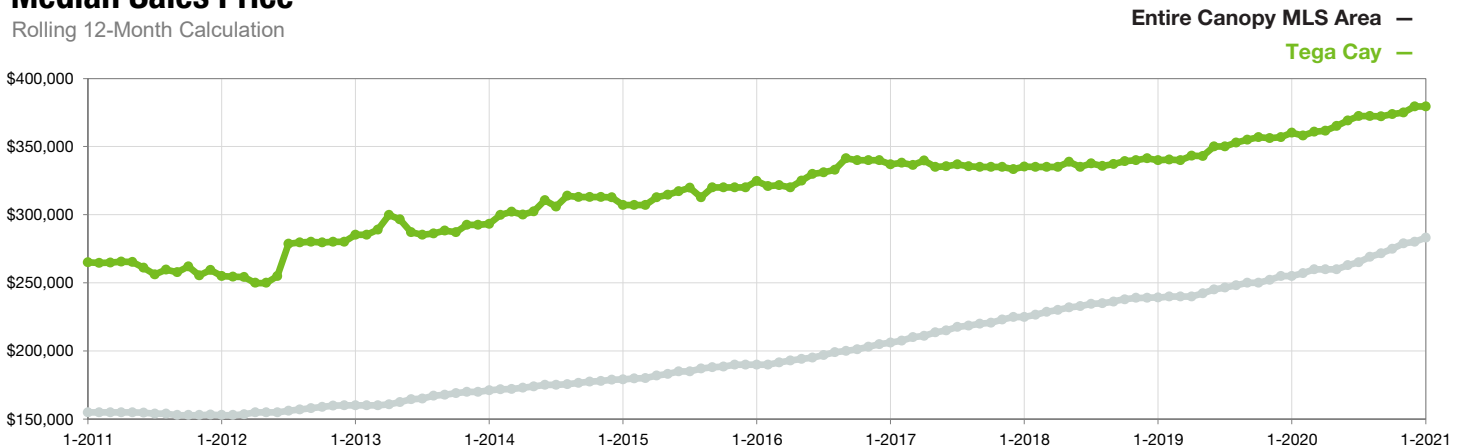
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### January



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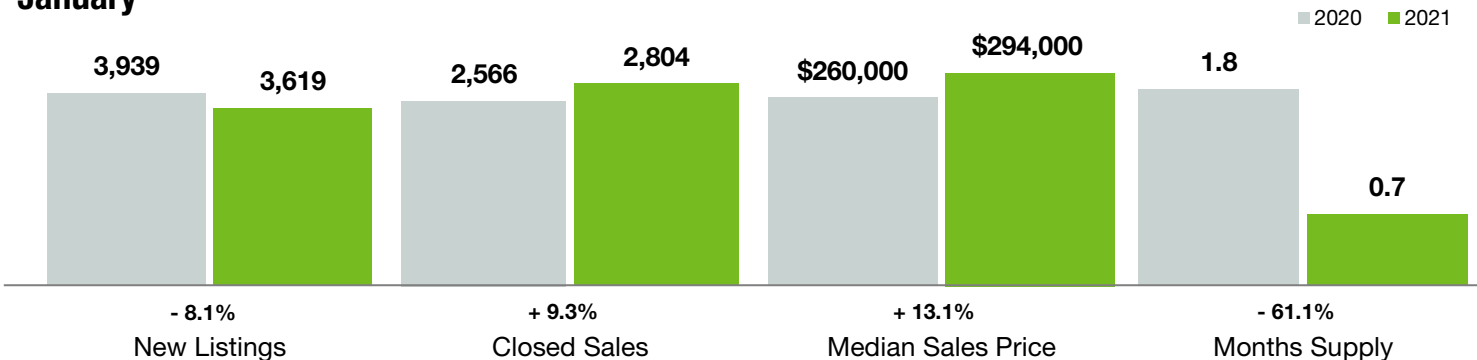
## Charlotte MSA

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

Key Metrics	January			Year to Date		
	2020	2021	Percent Change	Thru 1-2020	Thru 1-2021	Percent Change
New Listings	3,939	<b>3,619</b>	- 8.1%	3,939	<b>3,619</b>	- 8.1%
Pending Sales	3,540	<b>3,984</b>	+ 12.5%	3,540	<b>3,984</b>	+ 12.5%
Closed Sales	2,566	<b>2,804</b>	+ 9.3%	2,566	<b>2,804</b>	+ 9.3%
Median Sales Price*	\$260,000	<b>\$294,000</b>	+ 13.1%	\$260,000	<b>\$294,000</b>	+ 13.1%
Average Sales Price*	\$307,402	<b>\$346,949</b>	+ 12.9%	\$307,402	<b>\$346,949</b>	+ 12.9%
Percent of Original List Price Received*	96.4%	<b>99.1%</b>	+ 2.8%	96.4%	<b>99.1%</b>	+ 2.8%
List to Close	100	<b>82</b>	- 18.0%	100	<b>82</b>	- 18.0%
Days on Market Until Sale	45	<b>25</b>	- 44.4%	45	<b>25</b>	- 44.4%
Cumulative Days on Market Until Sale	54	<b>27</b>	- 50.0%	54	<b>27</b>	- 50.0%
Average List Price	\$343,736	<b>\$381,260</b>	+ 10.9%	\$343,736	<b>\$381,260</b>	+ 10.9%
Inventory of Homes for Sale	6,734	<b>2,645</b>	- 60.7%	--	--	--
Months Supply of Inventory	1.8	<b>0.7</b>	- 61.1%	--	--	--

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