

# Local Market Update for May 2018

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

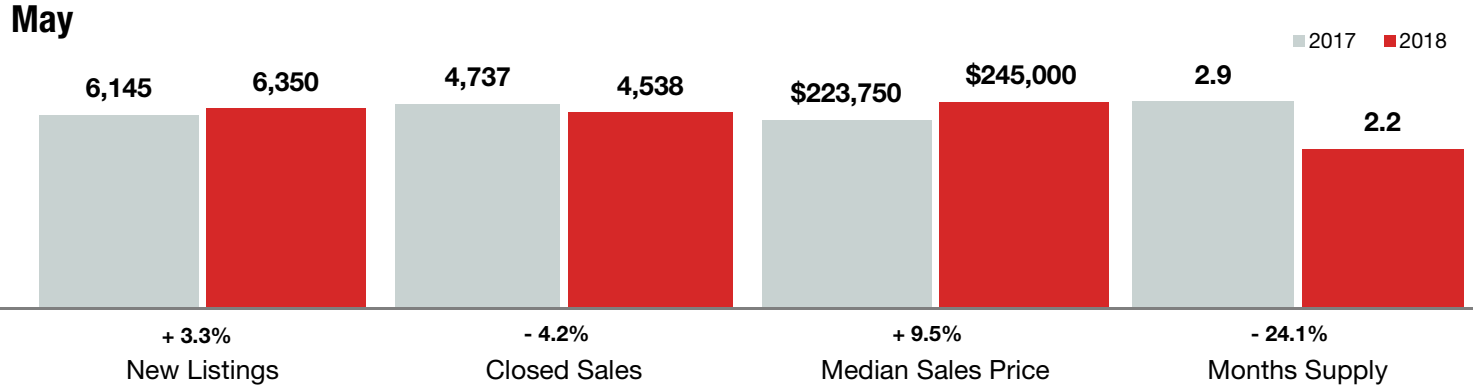


## Charlotte Region

North Carolina

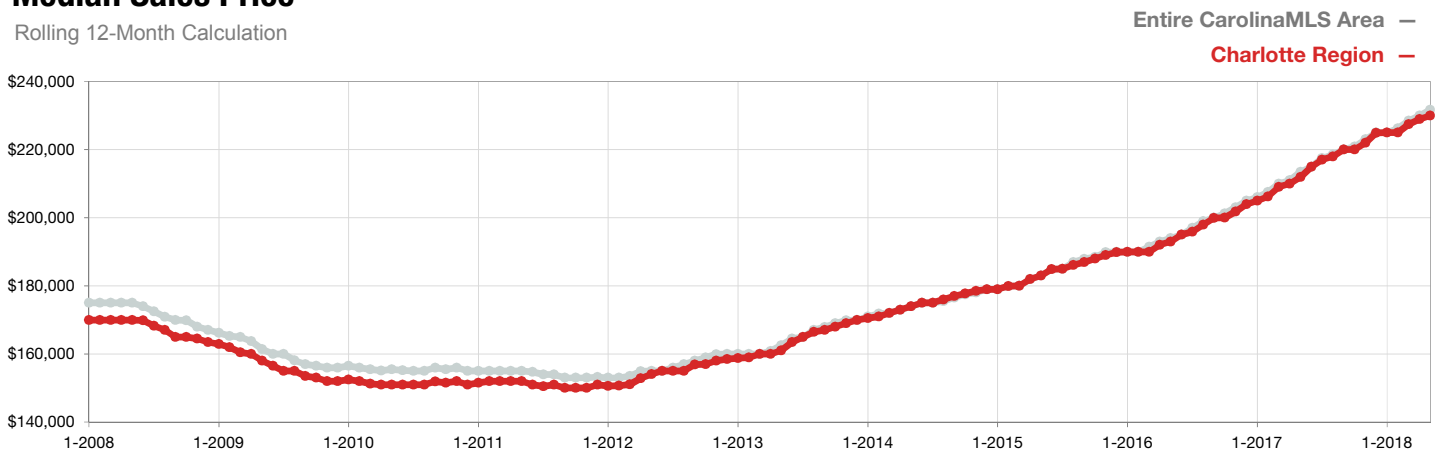
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	6,145	<b>6,350</b>	+ 3.3%	27,107	<b>26,751</b>	- 1.3%
Pending Sales	4,849	<b>5,320</b>	+ 9.7%	21,758	<b>22,291</b>	+ 2.4%
Closed Sales	4,737	<b>4,538</b>	- 4.2%	18,569	<b>18,397</b>	- 0.9%
Median Sales Price*	\$223,750	<b>\$245,000</b>	+ 9.5%	\$215,000	<b>\$235,000</b>	+ 9.3%
Average Sales Price*	\$270,787	<b>\$299,690</b>	+ 10.7%	\$263,307	<b>\$283,048</b>	+ 7.5%
Percent of Original List Price Received*	97.3%	<b>97.5%</b>	+ 0.2%	96.8%	<b>97.0%</b>	+ 0.2%
List to Close	97	<b>87</b>	- 10.3%	104	<b>97</b>	- 6.7%
Days on Market Until Sale	46	<b>38</b>	- 17.4%	53	<b>47</b>	- 11.3%
Cumulative Days on Market Until Sale	54	<b>46</b>	- 14.8%	62	<b>56</b>	- 9.7%
Inventory of Homes for Sale	11,381	<b>9,106</b>	- 20.0%	--	--	--
Months Supply of Inventory	2.9	<b>2.2</b>	- 24.1%	--	--	--

\* 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.



### Median Sales Price

Rolling 12-Month Calculation



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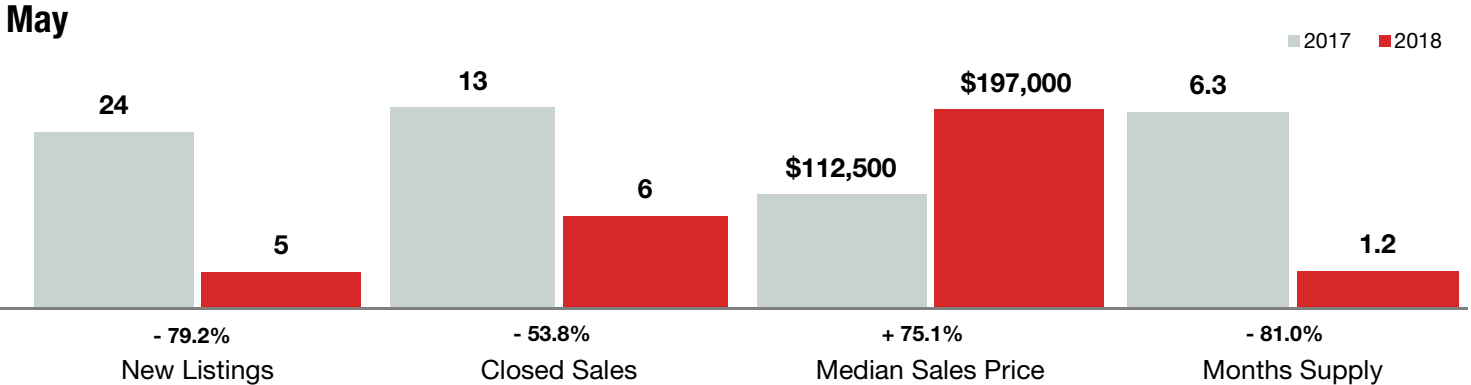
Charlotte Regional Realtor® Association

## Alexander County

North Carolina

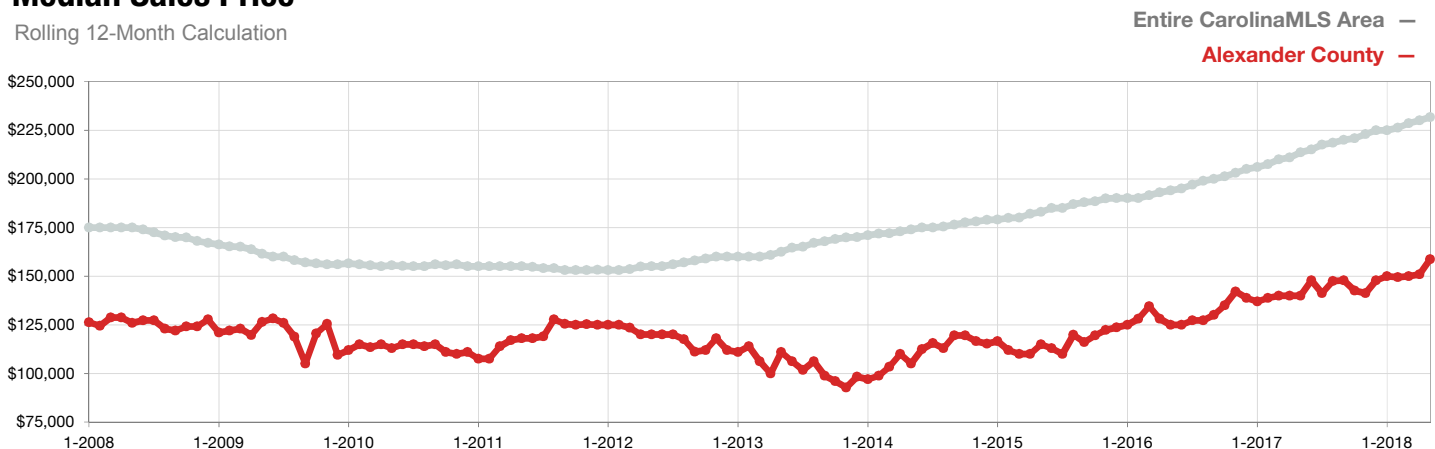
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	24	5	- 79.2%	95	32	- 66.3%
Pending Sales	12	5	- 58.3%	64	26	- 59.4%
Closed Sales	13	6	- 53.8%	62	32	- 48.4%
Median Sales Price*	\$112,500	<b>\$197,000</b>	+ 75.1%	\$132,825	<b>\$174,879</b>	+ 31.7%
Average Sales Price*	\$240,300	<b>\$212,392</b>	- 11.6%	\$178,006	<b>\$198,857</b>	+ 11.7%
Percent of Original List Price Received*	95.0%	<b>94.5%</b>	- 0.5%	91.2%	<b>90.0%</b>	- 1.3%
List to Close	142	<b>68</b>	- 52.1%	143	<b>161</b>	+ 12.6%
Days on Market Until Sale	87	<b>41</b>	- 52.9%	86	<b>117</b>	+ 36.0%
Cumulative Days on Market Until Sale	87	<b>41</b>	- 52.9%	92	<b>101</b>	+ 9.8%
Inventory of Homes for Sale	80	<b>12</b>	- 85.0%	--	--	--
Months Supply of Inventory	6.3	<b>1.2</b>	- 81.0%	--	--	--

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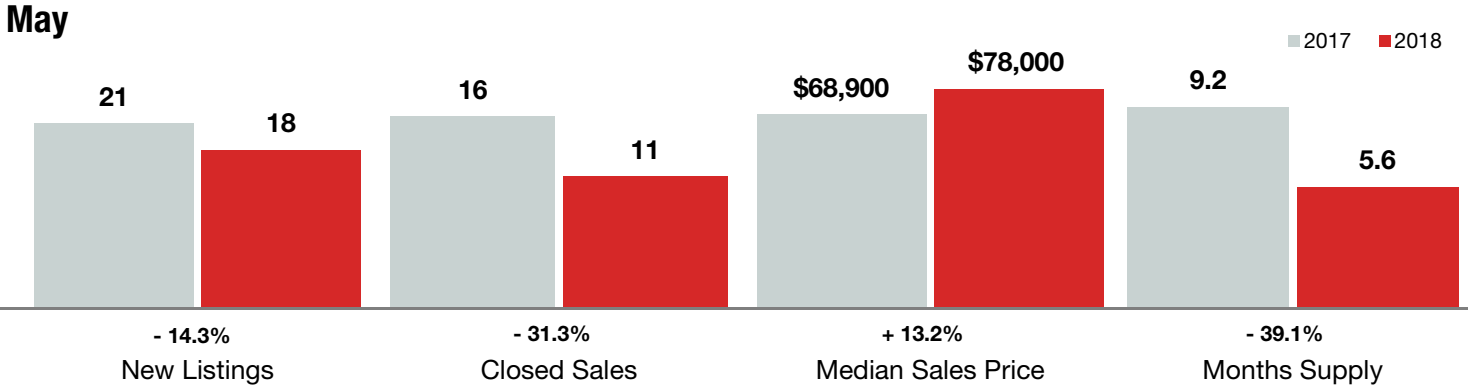


## Anson County

North Carolina

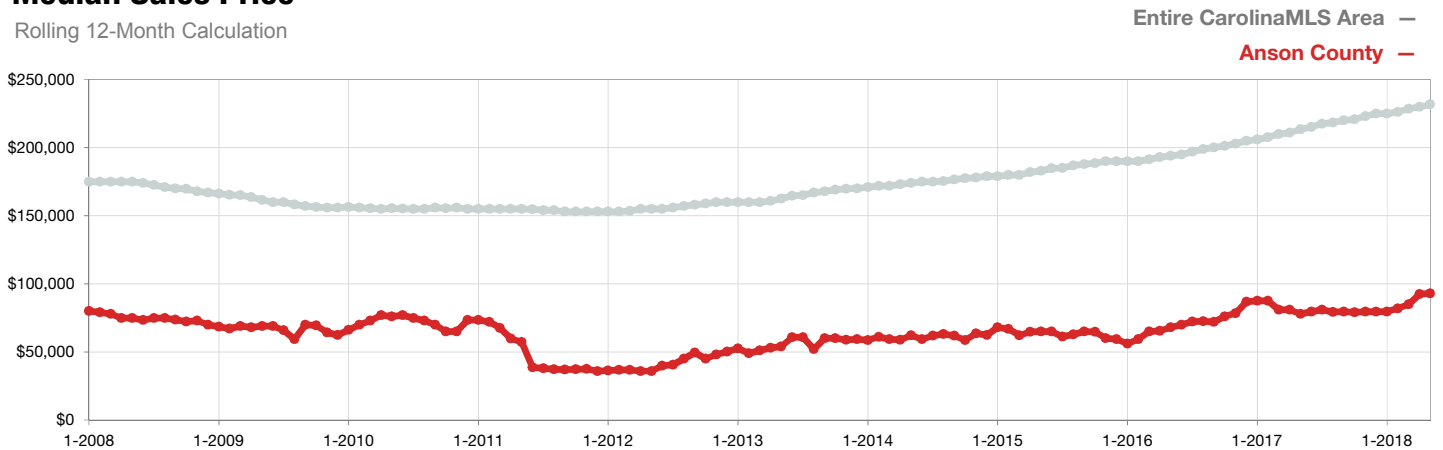
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	21	18	- 14.3%	84	74	- 11.9%
Pending Sales	18	15	- 16.7%	64	66	+ 3.1%
Closed Sales	16	11	- 31.3%	59	59	0.0%
Median Sales Price*	\$68,900	<b>\$78,000</b>	+ 13.2%	\$70,000	<b>\$108,000</b>	+ 54.3%
Average Sales Price*	\$139,723	<b>\$106,150</b>	- 24.0%	\$104,280	<b>\$124,387</b>	+ 19.3%
Percent of Original List Price Received*	98.5%	<b>94.0%</b>	- 4.6%	92.4%	<b>91.2%</b>	- 1.3%
List to Close	270	126	- 53.3%	241	193	- 19.9%
Days on Market Until Sale	192	141	- 26.6%	203	177	- 12.8%
Cumulative Days on Market Until Sale	192	141	- 26.6%	206	175	- 15.0%
Inventory of Homes for Sale	104	67	- 35.6%	--	--	--
Months Supply of Inventory	9.2	5.6	- 39.1%	--	--	--

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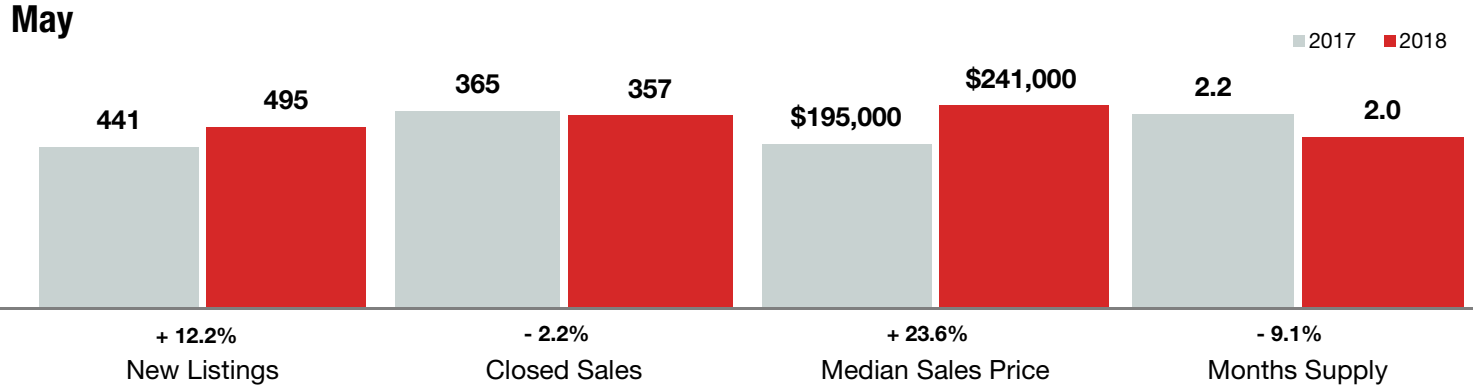


## Cabarrus County

North Carolina

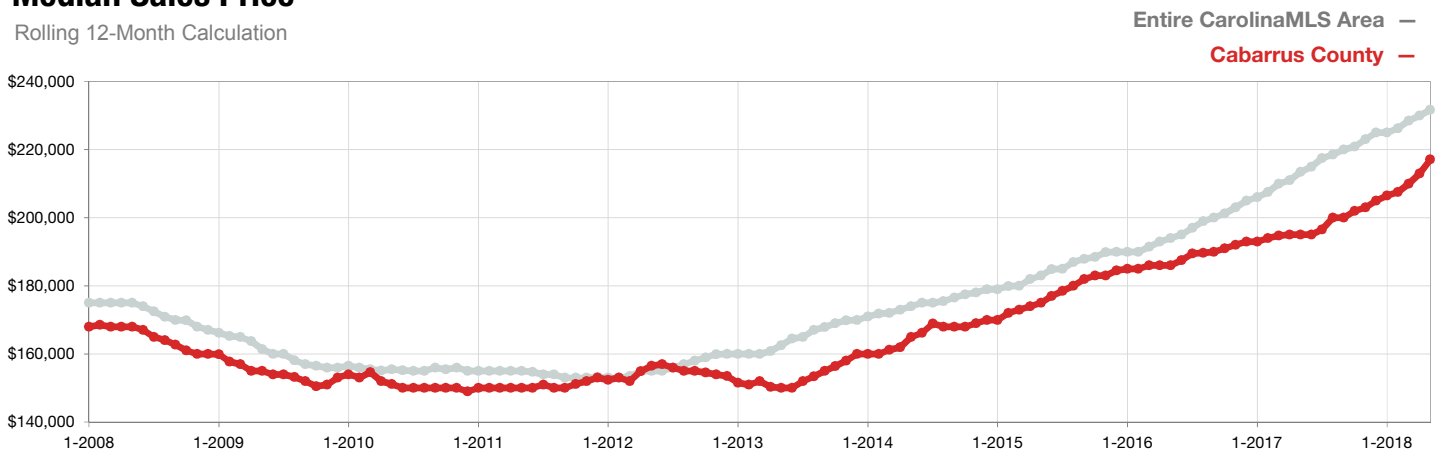
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	441	495	+ 12.2%	2,011	2,075	+ 3.2%
Pending Sales	377	426	+ 13.0%	1,649	1,685	+ 2.2%
Closed Sales	365	357	- 2.2%	1,357	1,397	+ 2.9%
Median Sales Price*	\$195,000	\$241,000	+ 23.6%	\$194,000	\$225,000	+ 16.0%
Average Sales Price*	\$217,294	\$267,084	+ 22.9%	\$215,385	\$247,607	+ 15.0%
Percent of Original List Price Received*	97.5%	98.1%	+ 0.6%	96.8%	97.2%	+ 0.4%
List to Close	83	86	+ 3.6%	92	93	+ 1.1%
Days on Market Until Sale	36	33	- 8.3%	43	37	- 14.0%
Cumulative Days on Market Until Sale	40	42	+ 5.0%	51	46	- 9.8%
Inventory of Homes for Sale	674	619	- 8.2%	--	--	--
Months Supply of Inventory	2.2	2.0	- 9.1%	--	--	--

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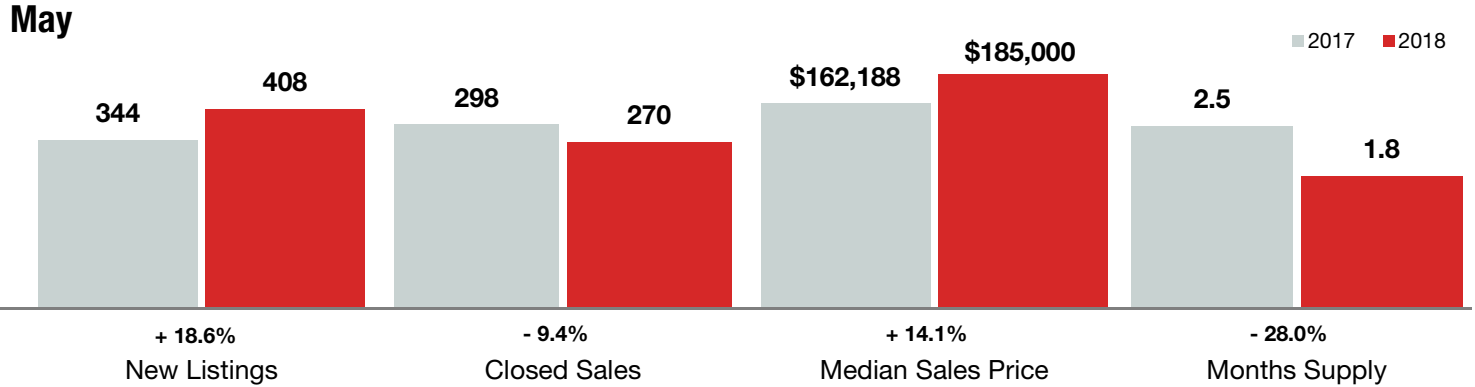


## Gaston County

North Carolina

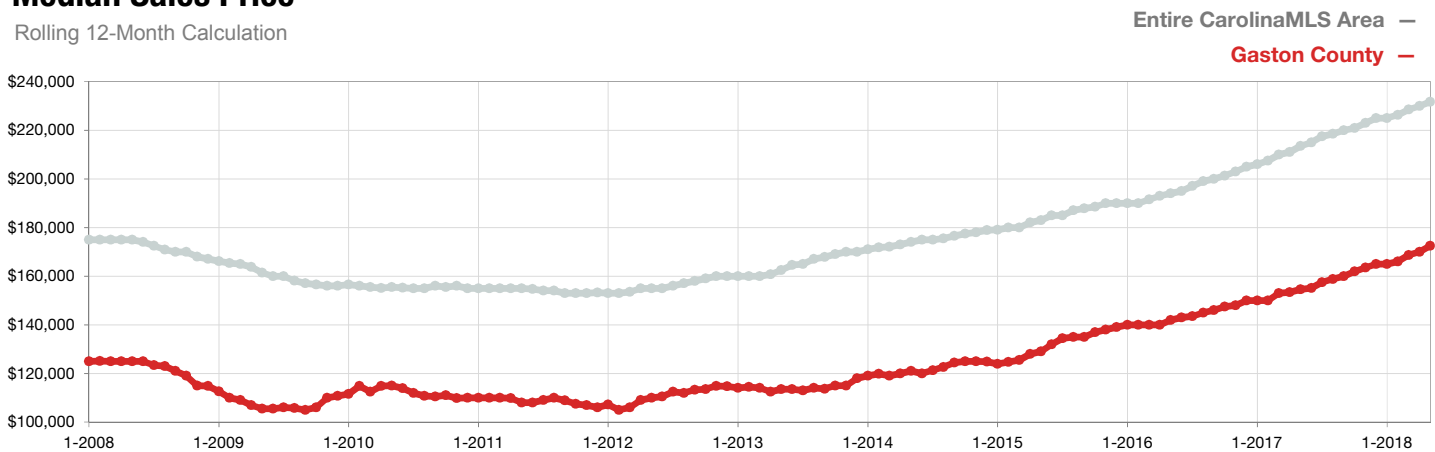
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	344	408	+ 18.6%	1,623	1,661	+ 2.3%
Pending Sales	312	359	+ 15.1%	1,418	1,497	+ 5.6%
Closed Sales	298	270	- 9.4%	1,228	1,267	+ 3.2%
Median Sales Price*	\$162,188	\$185,000	+ 14.1%	\$157,000	\$175,990	+ 12.1%
Average Sales Price*	\$188,569	\$206,518	+ 9.5%	\$172,632	\$190,308	+ 10.2%
Percent of Original List Price Received*	96.8%	98.2%	+ 1.4%	96.8%	97.0%	+ 0.2%
List to Close	110	89	- 19.1%	113	100	- 11.5%
Days on Market Until Sale	58	41	- 29.3%	57	46	- 19.3%
Cumulative Days on Market Until Sale	65	43	- 33.8%	65	53	- 18.5%
Inventory of Homes for Sale	662	505	- 23.7%	--	--	--
Months Supply of Inventory	2.5	1.8	- 28.0%	--	--	--

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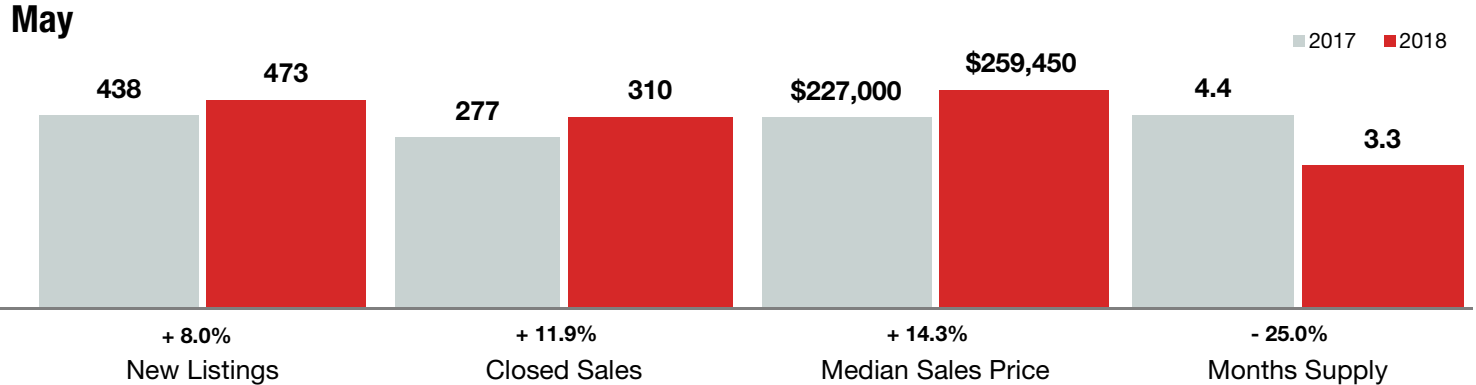


## Iredell County

North Carolina

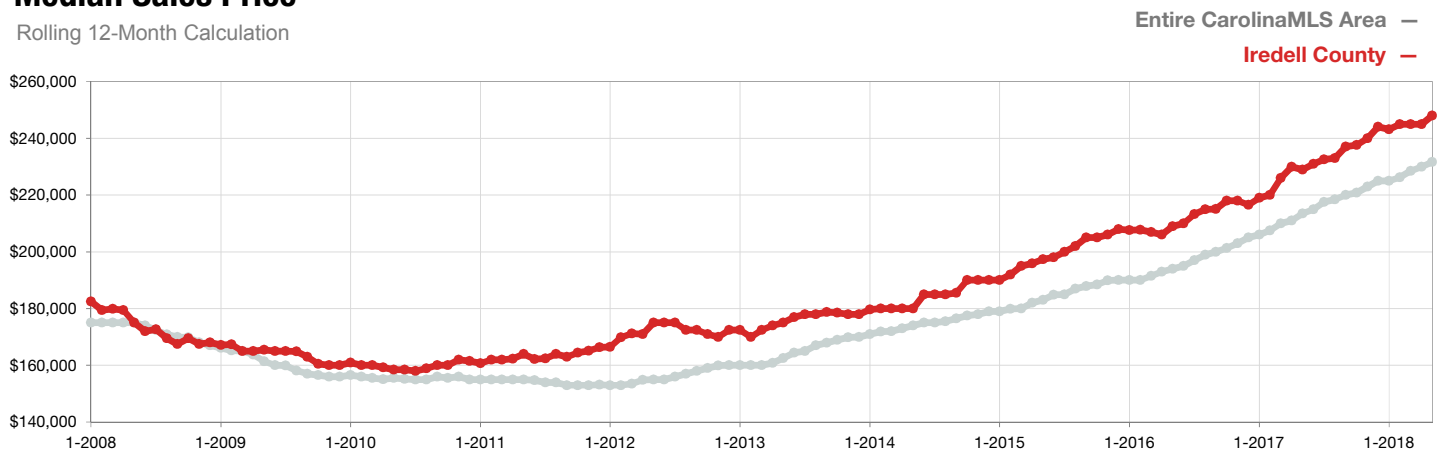
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	438	<b>473</b>	+ 8.0%	1,886	<b>1,853</b>	- 1.7%
Pending Sales	314	<b>363</b>	+ 15.6%	1,326	<b>1,444</b>	+ 8.9%
Closed Sales	277	<b>310</b>	+ 11.9%	1,127	<b>1,160</b>	+ 2.9%
Median Sales Price*	\$227,000	<b>\$259,450</b>	+ 14.3%	\$233,000	<b>\$248,478</b>	+ 6.6%
Average Sales Price*	\$291,061	<b>\$334,679</b>	+ 15.0%	\$293,322	<b>\$311,429</b>	+ 6.2%
Percent of Original List Price Received*	96.2%	<b>95.8%</b>	- 0.4%	95.2%	<b>95.6%</b>	+ 0.4%
List to Close	109	<b>113</b>	+ 3.7%	123	<b>124</b>	+ 0.8%
Days on Market Until Sale	65	<b>63</b>	- 3.1%	73	<b>73</b>	0.0%
Cumulative Days on Market Until Sale	81	<b>74</b>	- 8.6%	88	<b>85</b>	- 3.4%
Inventory of Homes for Sale	1,125	<b>892</b>	- 20.7%	--	--	--
Months Supply of Inventory	4.4	<b>3.3</b>	- 25.0%	--	--	--

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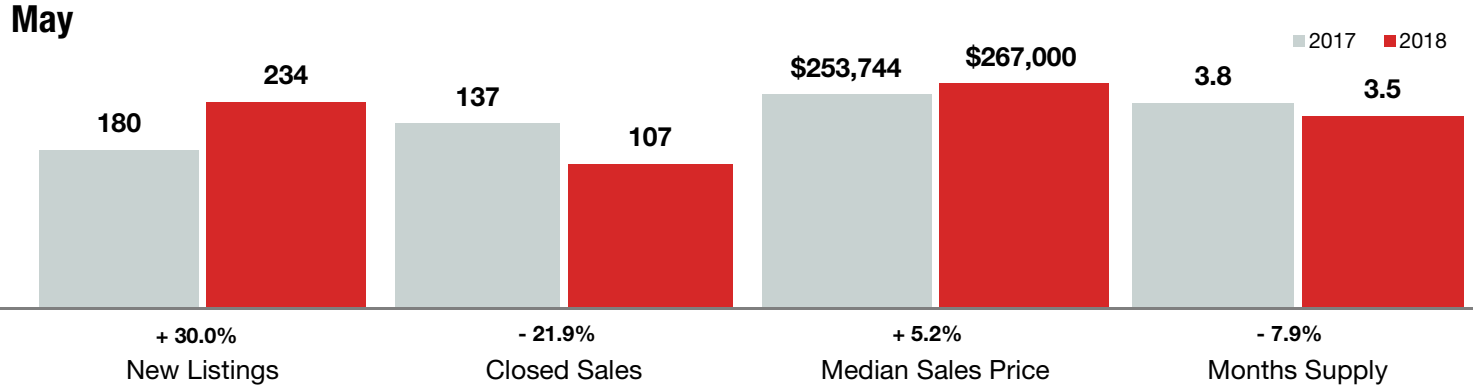


## Lincoln County

North Carolina

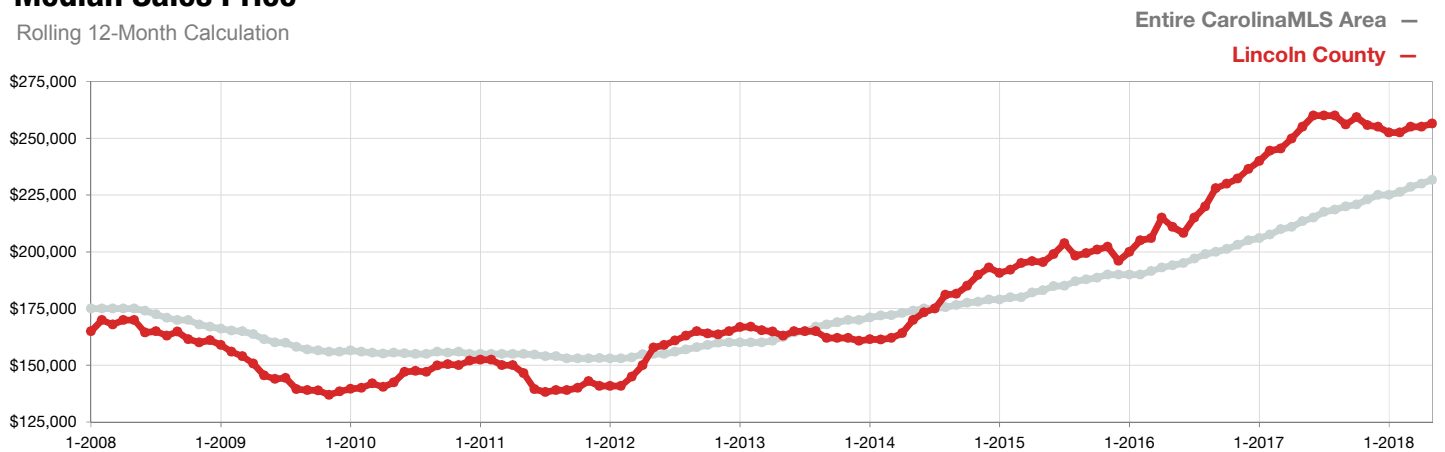
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	180	<b>234</b>	+ 30.0%	817	<b>814</b>	- 0.4%
Pending Sales	124	<b>171</b>	+ 37.9%	636	<b>612</b>	- 3.8%
Closed Sales	137	<b>107</b>	- 21.9%	538	<b>476</b>	- 11.5%
Median Sales Price*	\$253,744	<b>\$267,000</b>	+ 5.2%	\$255,000	<b>\$261,771</b>	+ 2.7%
Average Sales Price*	\$286,016	<b>\$284,304</b>	- 0.6%	\$283,760	<b>\$274,010</b>	- 3.4%
Percent of Original List Price Received*	97.0%	<b>95.6%</b>	- 1.4%	96.4%	<b>95.7%</b>	- 0.7%
List to Close	99	<b>97</b>	- 2.0%	110	<b>116</b>	+ 5.5%
Days on Market Until Sale	51	<b>47</b>	- 7.8%	61	<b>65</b>	+ 6.6%
Cumulative Days on Market Until Sale	62	<b>63</b>	+ 1.6%	73	<b>78</b>	+ 6.8%
Inventory of Homes for Sale	434	<b>417</b>	- 3.9%	--	--	--
Months Supply of Inventory	3.8	<b>3.5</b>	- 7.9%	--	--	--

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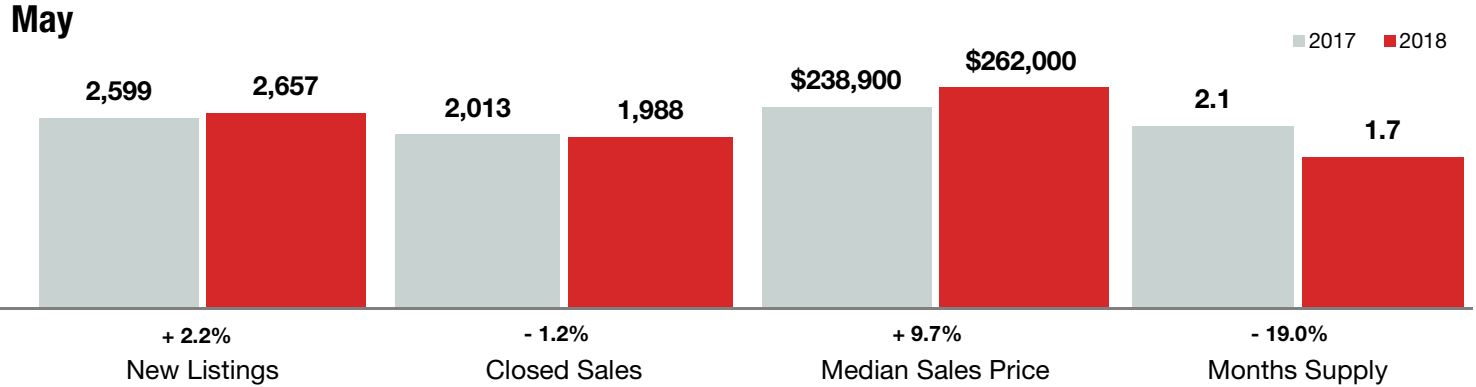


## Mecklenburg County

North Carolina

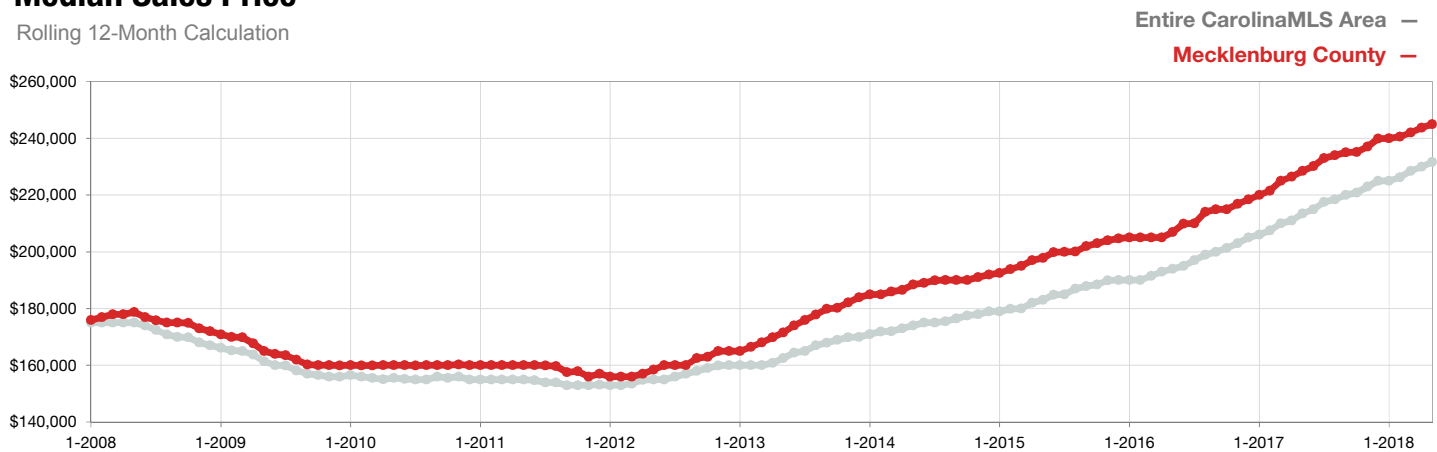
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	2,599	<b>2,657</b>	+ 2.2%	11,499	<b>11,196</b>	- 2.6%
Pending Sales	2,116	<b>2,222</b>	+ 5.0%	9,413	<b>9,377</b>	- 0.4%
Closed Sales	2,013	<b>1,988</b>	- 1.2%	8,043	<b>7,812</b>	- 2.9%
Median Sales Price*	\$238,900	<b>\$262,000</b>	+ 9.7%	\$235,000	<b>\$250,895</b>	+ 6.8%
Average Sales Price*	\$305,297	<b>\$338,576</b>	+ 10.9%	\$296,061	<b>\$319,797</b>	+ 8.0%
Percent of Original List Price Received*	98.5%	<b>98.2%</b>	- 0.3%	98.0%	<b>98.0%</b>	0.0%
List to Close	85	<b>76</b>	- 10.6%	91	<b>85</b>	- 6.6%
Days on Market Until Sale	29	<b>29</b>	0.0%	36	<b>34</b>	- 5.6%
Cumulative Days on Market Until Sale	34	<b>34</b>	0.0%	43	<b>42</b>	- 2.3%
Inventory of Homes for Sale	3,573	<b>3,021</b>	- 15.4%	--	--	--
Months Supply of Inventory	2.1	<b>1.7</b>	- 19.0%	--	--	--

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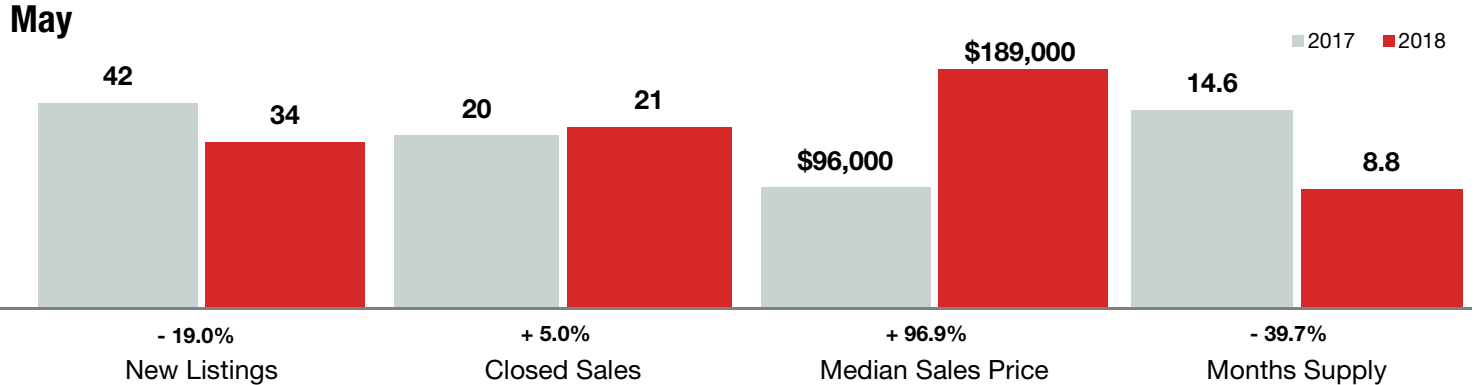


## Montgomery County

North Carolina

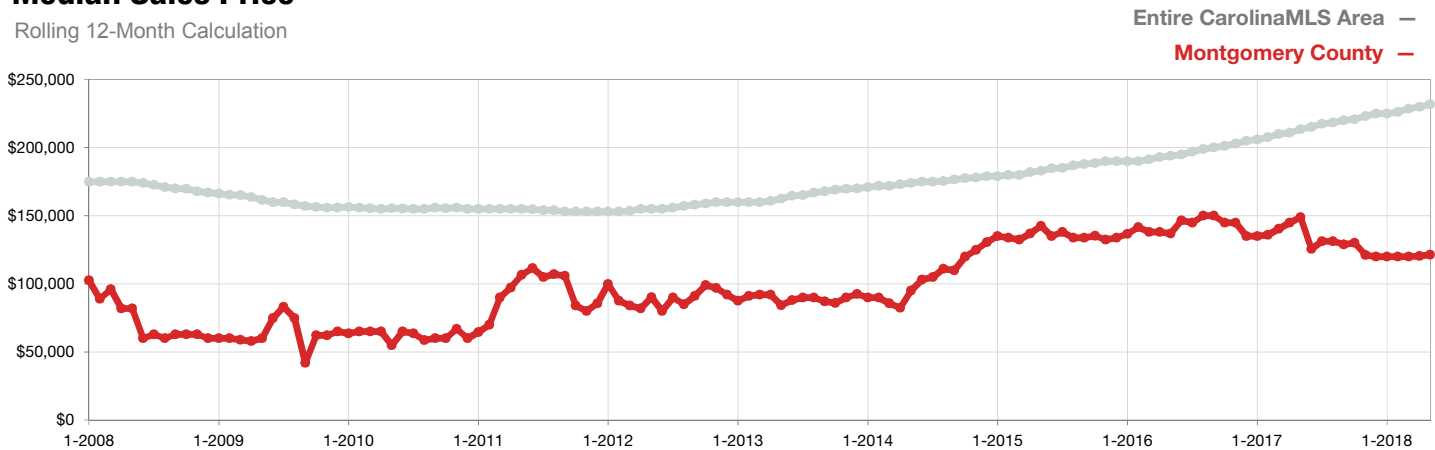
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	42	34	- 19.0%	160	156	- 2.5%
Pending Sales	24	20	- 16.7%	80	86	+ 7.5%
Closed Sales	20	21	+ 5.0%	70	75	+ 7.1%
Median Sales Price*	\$96,000	\$189,000	+ 96.9%	\$130,000	\$152,500	+ 17.3%
Average Sales Price*	\$215,734	\$248,019	+ 15.0%	\$199,965	\$239,103	+ 19.6%
Percent of Original List Price Received*	86.0%	89.8%	+ 4.4%	87.5%	89.5%	+ 2.3%
List to Close	244	87	- 64.3%	225	145	- 35.6%
Days on Market Until Sale	206	42	- 79.6%	184	102	- 44.6%
Cumulative Days on Market Until Sale	237	42	- 82.3%	219	127	- 42.0%
Inventory of Homes for Sale	237	170	- 28.3%	--	--	--
Months Supply of Inventory	14.6	8.8	- 39.7%	--	--	--

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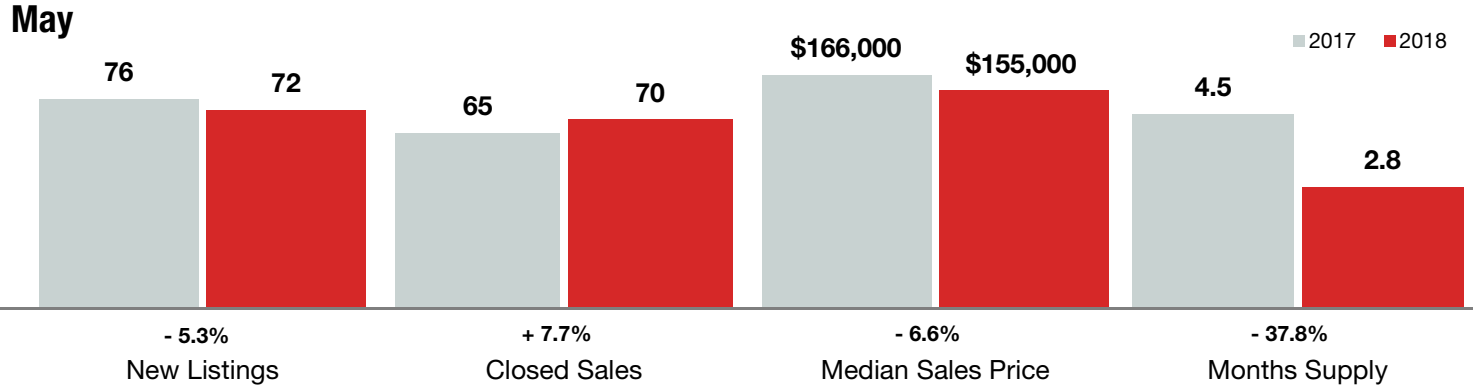


## Stanly County

North Carolina

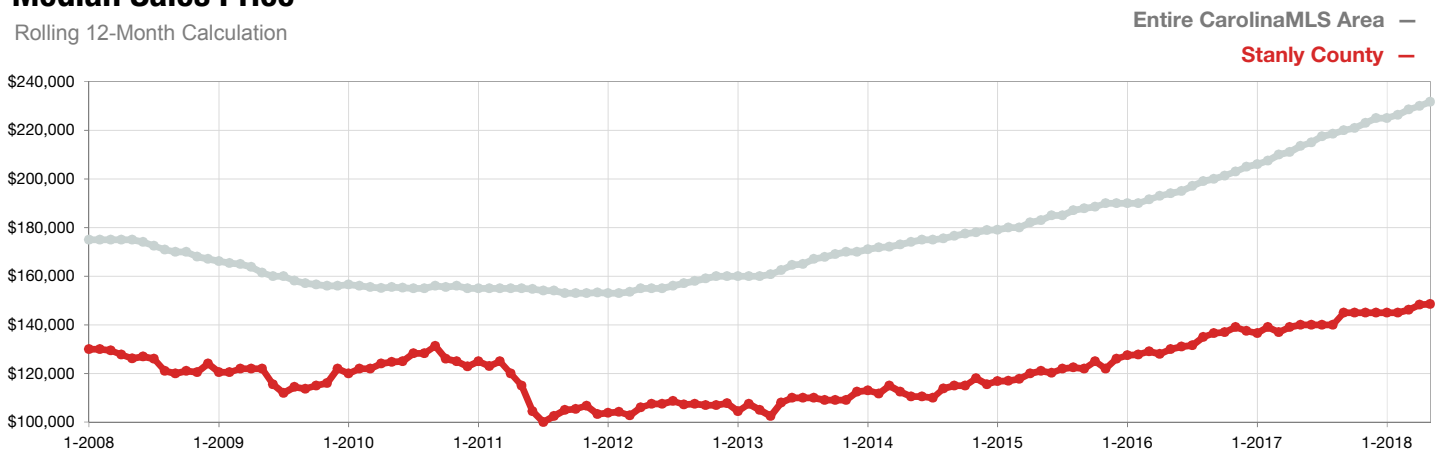
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	76	72	- 5.3%	363	387	+ 6.6%
Pending Sales	72	75	+ 4.2%	302	346	+ 14.6%
Closed Sales	65	70	+ 7.7%	267	264	- 1.1%
Median Sales Price*	\$166,000	\$155,000	- 6.6%	\$137,450	\$148,750	+ 8.2%
Average Sales Price*	\$176,648	\$168,181	- 4.8%	\$150,959	\$168,852	+ 11.9%
Percent of Original List Price Received*	93.6%	94.7%	+ 1.2%	93.7%	93.7%	0.0%
List to Close	149	107	- 28.2%	137	120	- 12.4%
Days on Market Until Sale	88	64	- 27.3%	85	73	- 14.1%
Cumulative Days on Market Until Sale	109	68	- 37.6%	97	84	- 13.4%
Inventory of Homes for Sale	240	169	- 29.6%	--	--	--
Months Supply of Inventory	4.5	2.8	- 37.8%	--	--	--

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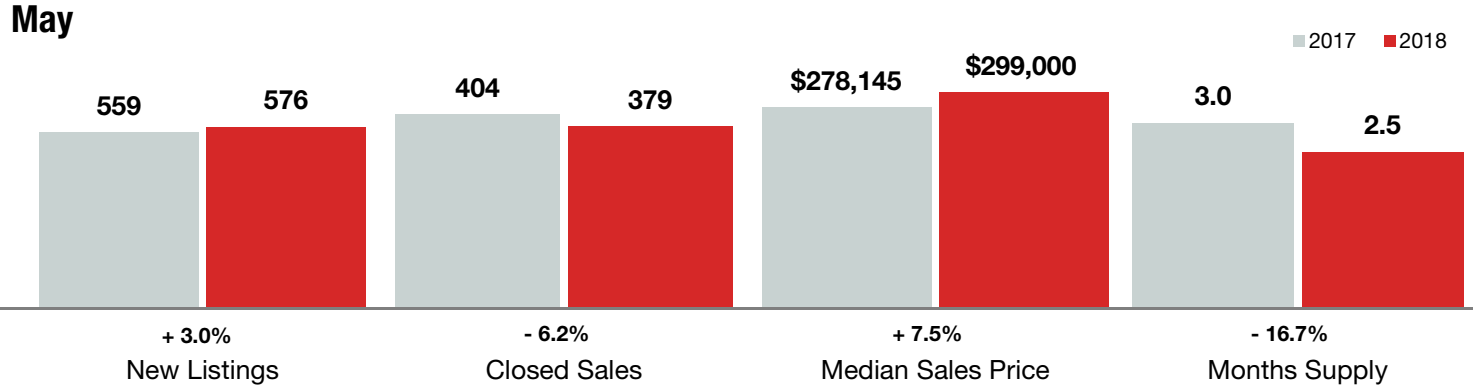


## Union County

North Carolina

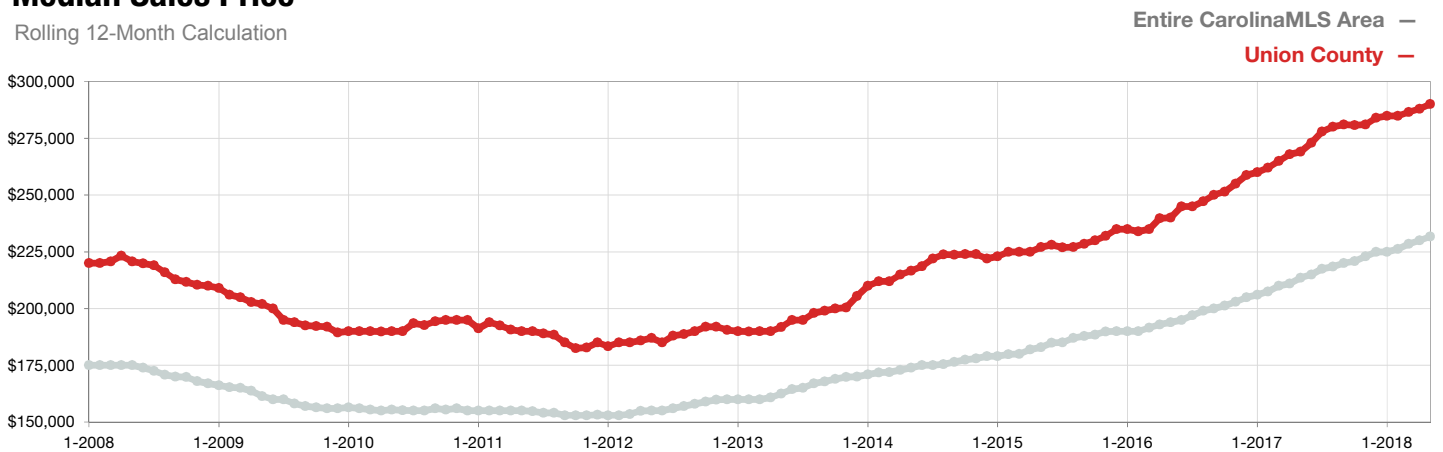
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	559	<b>576</b>	+ 3.0%	2,328	<b>2,388</b>	+ 2.6%
Pending Sales	409	<b>489</b>	+ 19.6%	1,819	<b>1,967</b>	+ 8.1%
Closed Sales	404	<b>379</b>	- 6.2%	1,521	<b>1,548</b>	+ 1.8%
Median Sales Price*	\$278,145	<b>\$299,000</b>	+ 7.5%	\$275,000	<b>\$293,000</b>	+ 6.5%
Average Sales Price*	\$332,476	<b>\$351,409</b>	+ 5.7%	\$328,140	<b>\$346,963</b>	+ 5.7%
Percent of Original List Price Received*	97.6%	<b>97.3%</b>	- 0.3%	97.1%	<b>97.0%</b>	- 0.1%
List to Close	90	<b>86</b>	- 4.4%	110	<b>103</b>	- 6.4%
Days on Market Until Sale	39	<b>36</b>	- 7.7%	55	<b>51</b>	- 7.3%
Cumulative Days on Market Until Sale	49	<b>51</b>	+ 4.1%	67	<b>65</b>	- 3.0%
Inventory of Homes for Sale	1,020	<b>895</b>	- 12.3%	--	--	--
Months Supply of Inventory	3.0	<b>2.5</b>	- 16.7%	--	--	--

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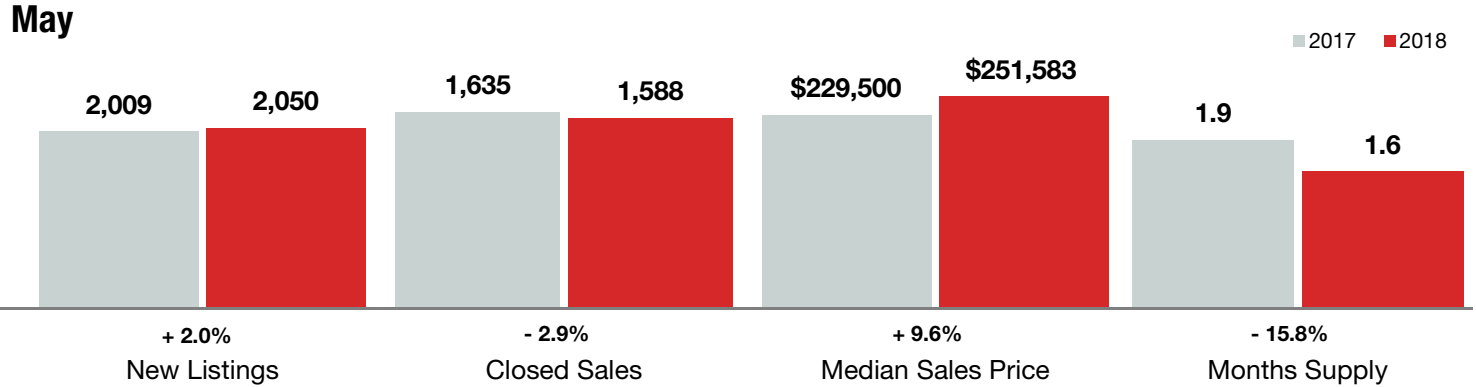


## City of Charlotte

North Carolina

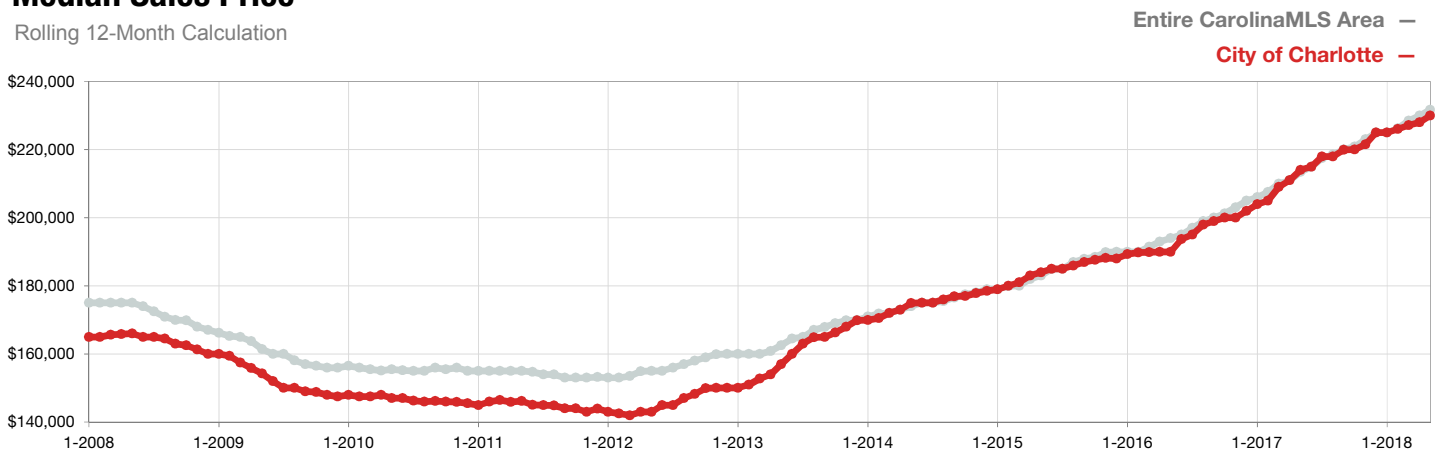
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	2,009	<b>2,050</b>	+ 2.0%	9,032	<b>8,826</b>	- 2.3%
Pending Sales	1,636	<b>1,748</b>	+ 6.8%	7,485	<b>7,487</b>	+ 0.0%
Closed Sales	1,635	<b>1,588</b>	- 2.9%	6,451	<b>6,324</b>	- 2.0%
Median Sales Price*	\$229,500	<b>\$251,583</b>	+ 9.6%	\$222,125	<b>\$239,000</b>	+ 7.6%
Average Sales Price*	\$295,065	<b>\$332,700</b>	+ 12.8%	\$287,357	<b>\$309,834</b>	+ 7.8%
Percent of Original List Price Received*	98.6%	<b>98.5%</b>	- 0.1%	98.1%	<b>98.2%</b>	+ 0.1%
List to Close	83	<b>74</b>	- 10.8%	88	<b>82</b>	- 6.8%
Days on Market Until Sale	26	<b>26</b>	0.0%	33	<b>31</b>	- 6.1%
Cumulative Days on Market Until Sale	32	<b>30</b>	- 6.3%	40	<b>38</b>	- 5.0%
Inventory of Homes for Sale	2,614	<b>2,189</b>	- 16.3%	--	--	--
Months Supply of Inventory	1.9	<b>1.6</b>	- 15.8%	--	--	--

\* 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.



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2018

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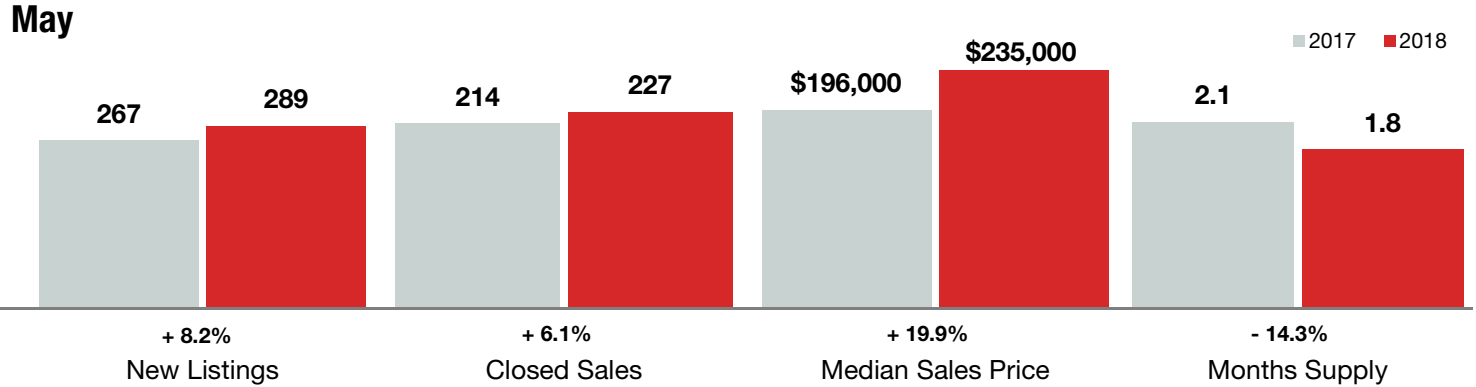


## Concord

North Carolina

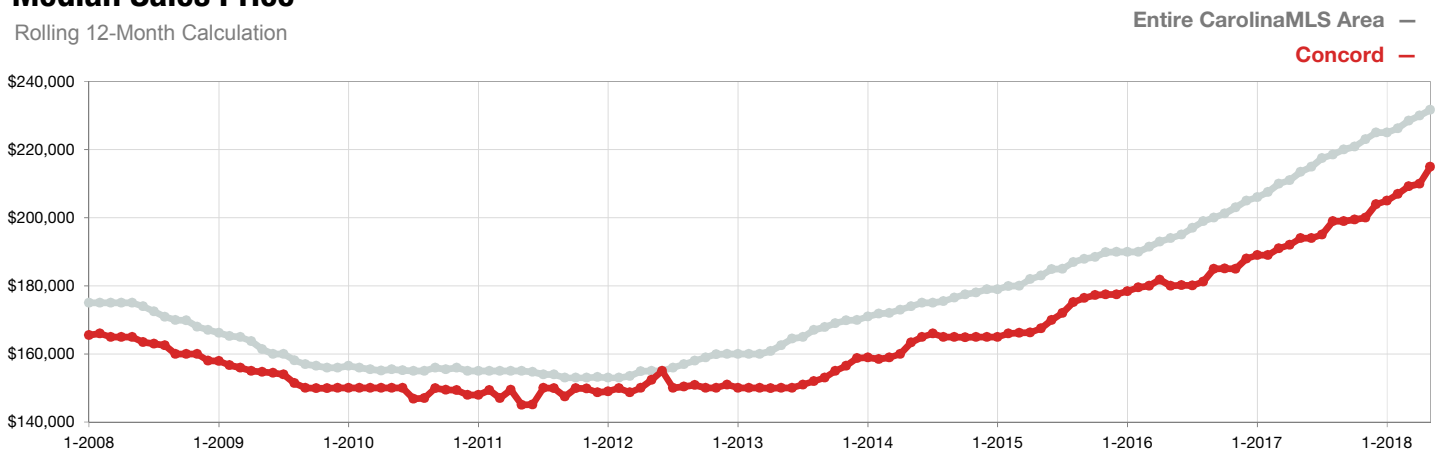
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	267	<b>289</b>	+ 8.2%	1,230	<b>1,226</b>	- 0.3%
Pending Sales	238	<b>254</b>	+ 6.7%	998	<b>1,009</b>	+ 1.1%
Closed Sales	214	<b>227</b>	+ 6.1%	805	<b>857</b>	+ 6.5%
Median Sales Price*	\$196,000	<b>\$235,000</b>	+ 19.9%	\$194,000	<b>\$222,312</b>	+ 14.6%
Average Sales Price*	\$222,351	<b>\$267,809</b>	+ 20.4%	\$215,818	<b>\$245,910</b>	+ 13.9%
Percent of Original List Price Received*	97.3%	<b>98.1%</b>	+ 0.8%	96.9%	<b>97.5%</b>	+ 0.6%
List to Close	81	<b>94</b>	+ 16.0%	87	<b>97</b>	+ 11.5%
Days on Market Until Sale	32	<b>35</b>	+ 9.4%	38	<b>36</b>	- 5.3%
Cumulative Days on Market Until Sale	32	<b>47</b>	+ 46.9%	44	<b>44</b>	0.0%
Inventory of Homes for Sale	386	<b>346</b>	- 10.4%	--	--	--
Months Supply of Inventory	2.1	<b>1.8</b>	- 14.3%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2018

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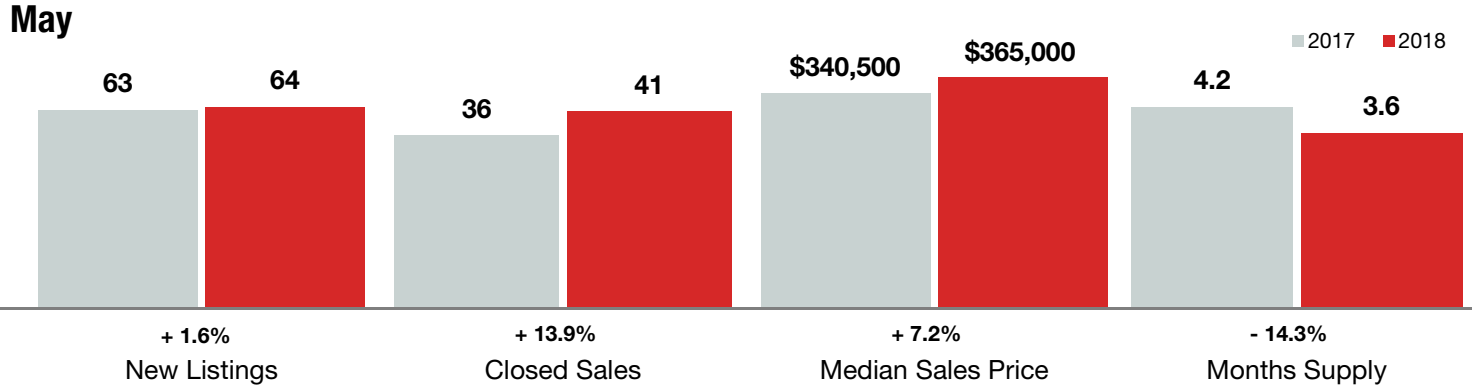
Charlotte Regional Realtor® Association

## Davidson

North Carolina

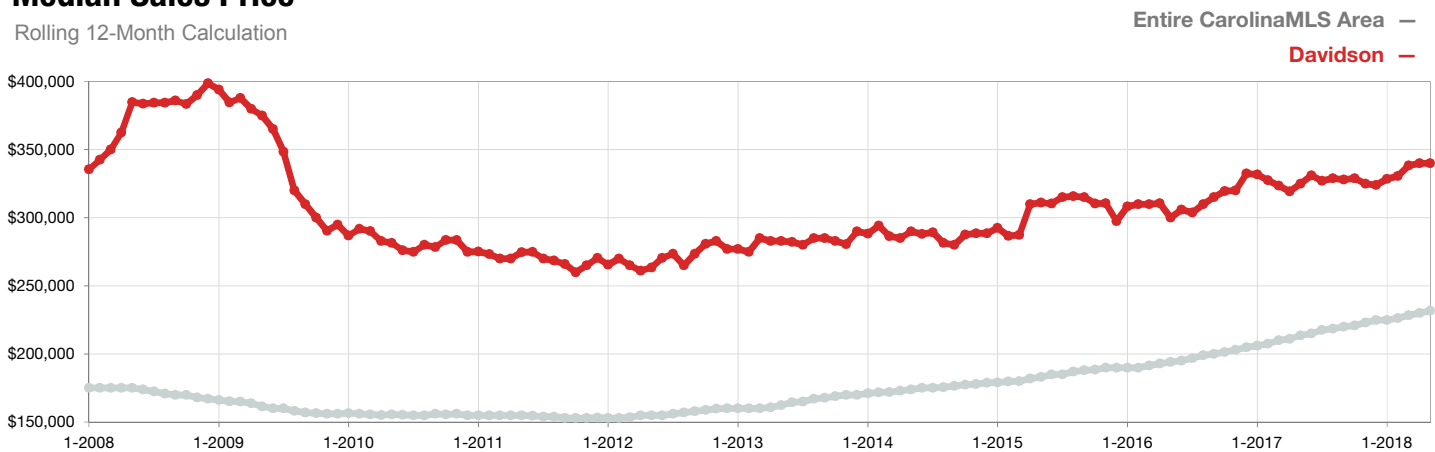
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	63	64	+ 1.6%	263	290	+ 10.3%
Pending Sales	48	50	+ 4.2%	210	213	+ 1.4%
Closed Sales	36	41	+ 13.9%	173	162	- 6.4%
Median Sales Price*	\$340,500	\$365,000	+ 7.2%	\$310,000	\$350,000	+ 12.9%
Average Sales Price*	\$447,285	\$423,173	- 5.4%	\$388,817	\$422,738	+ 8.7%
Percent of Original List Price Received*	97.9%	97.4%	- 0.5%	97.1%	96.1%	- 1.0%
List to Close	118	84	- 28.8%	132	119	- 9.8%
Days on Market Until Sale	70	28	- 60.0%	78	64	- 17.9%
Cumulative Days on Market Until Sale	70	32	- 54.3%	89	75	- 15.7%
Inventory of Homes for Sale	154	142	- 7.8%	--	--	--
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 May 2018

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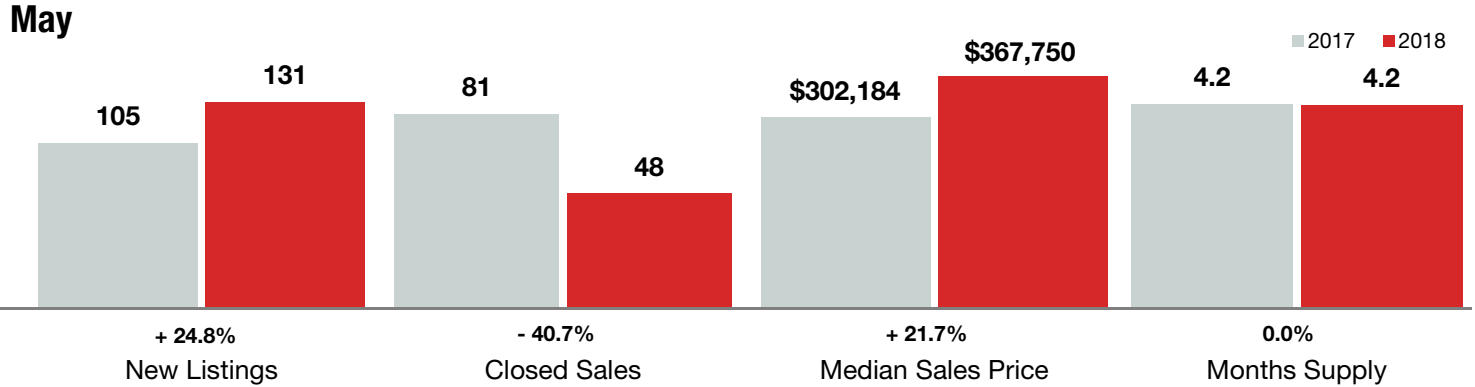


## Denver

North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	105	<b>131</b>	+ 24.8%	466	<b>438</b>	- 6.0%
Pending Sales	69	<b>95</b>	+ 37.7%	356	<b>308</b>	- 13.5%
Closed Sales	81	<b>48</b>	- 40.7%	310	<b>239</b>	- 22.9%
Median Sales Price*	\$302,184	<b>\$367,750</b>	+ 21.7%	\$349,123	<b>\$317,000</b>	- 9.2%
Average Sales Price*	\$366,743	<b>\$381,320</b>	+ 4.0%	\$366,089	<b>\$351,751</b>	- 3.9%
Percent of Original List Price Received*	97.4%	<b>97.4%</b>	0.0%	97.0%	<b>97.2%</b>	+ 0.2%
List to Close	97	<b>80</b>	- 17.5%	107	<b>126</b>	+ 17.8%
Days on Market Until Sale	52	<b>36</b>	- 30.8%	60	<b>71</b>	+ 18.3%
Cumulative Days on Market Until Sale	65	<b>48</b>	- 26.2%	74	<b>84</b>	+ 13.5%
Inventory of Homes for Sale	262	<b>254</b>	- 3.1%	--	--	--
Months Supply of Inventory	4.2	<b>4.2</b>	0.0%	--	--	--

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## Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2018

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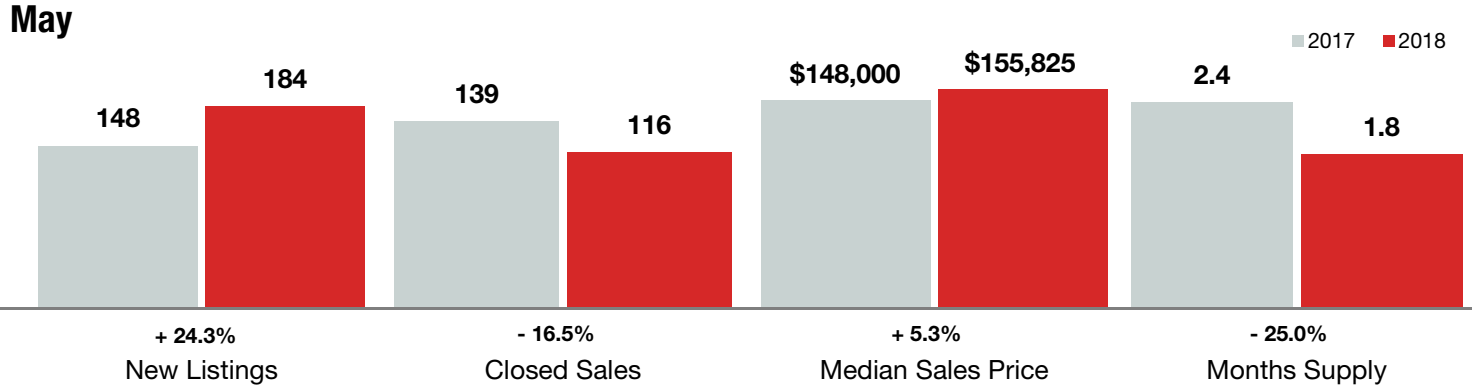


## Gastonia

North Carolina

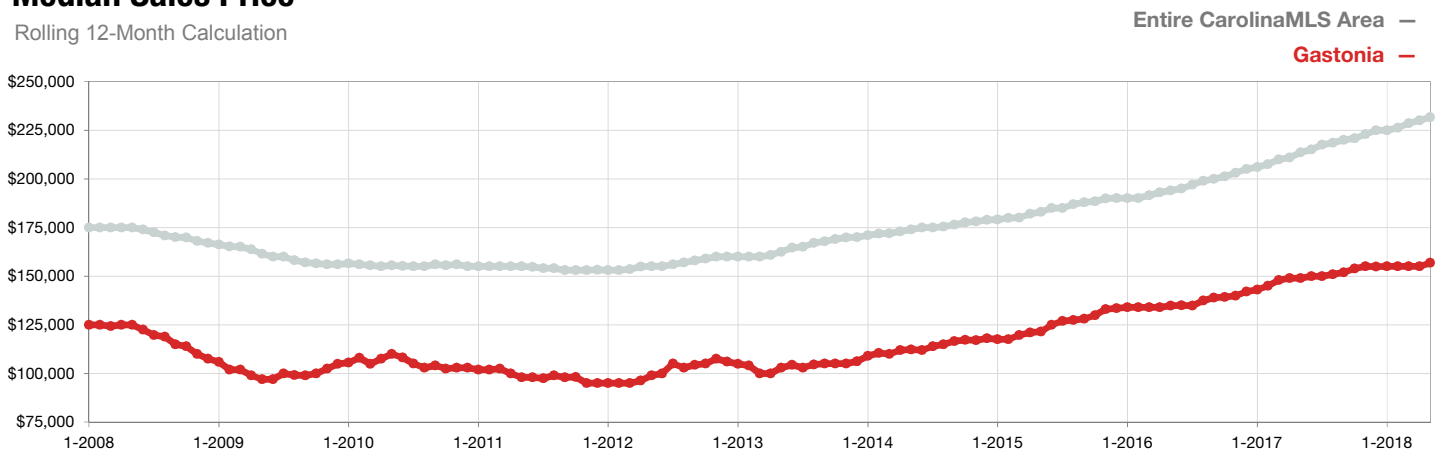
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	148	<b>184</b>	+ 24.3%	746	<b>774</b>	+ 3.8%
Pending Sales	132	<b>176</b>	+ 33.3%	667	<b>678</b>	+ 1.6%
Closed Sales	139	<b>116</b>	- 16.5%	602	<b>534</b>	- 11.3%
Median Sales Price*	\$148,000	<b>\$155,825</b>	+ 5.3%	\$150,035	<b>\$152,500</b>	+ 1.6%
Average Sales Price*	\$162,073	<b>\$171,280</b>	+ 5.7%	\$162,019	<b>\$163,196</b>	+ 0.7%
Percent of Original List Price Received*	97.5%	<b>98.0%</b>	+ 0.5%	96.7%	<b>96.2%</b>	- 0.5%
List to Close	108	<b>81</b>	- 25.0%	114	<b>89</b>	- 21.9%
Days on Market Until Sale	57	<b>27</b>	- 52.6%	58	<b>41</b>	- 29.3%
Cumulative Days on Market Until Sale	67	<b>27</b>	- 59.7%	66	<b>49</b>	- 25.8%
Inventory of Homes for Sale	295	<b>212</b>	- 28.1%	--	--	--
Months Supply of Inventory	2.4	<b>1.8</b>	- 25.0%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation





# Local Market Update for May 2018

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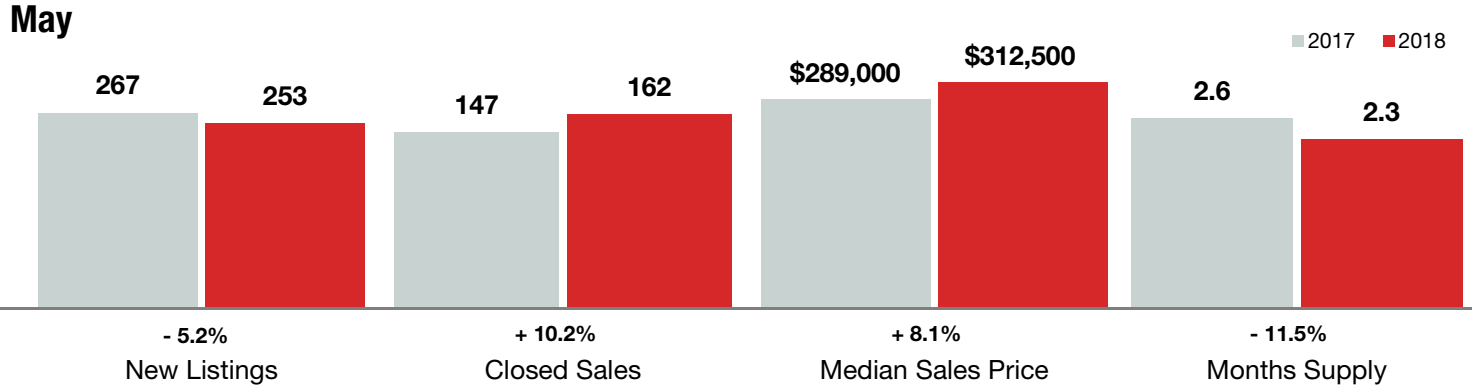


## Huntersville

North Carolina

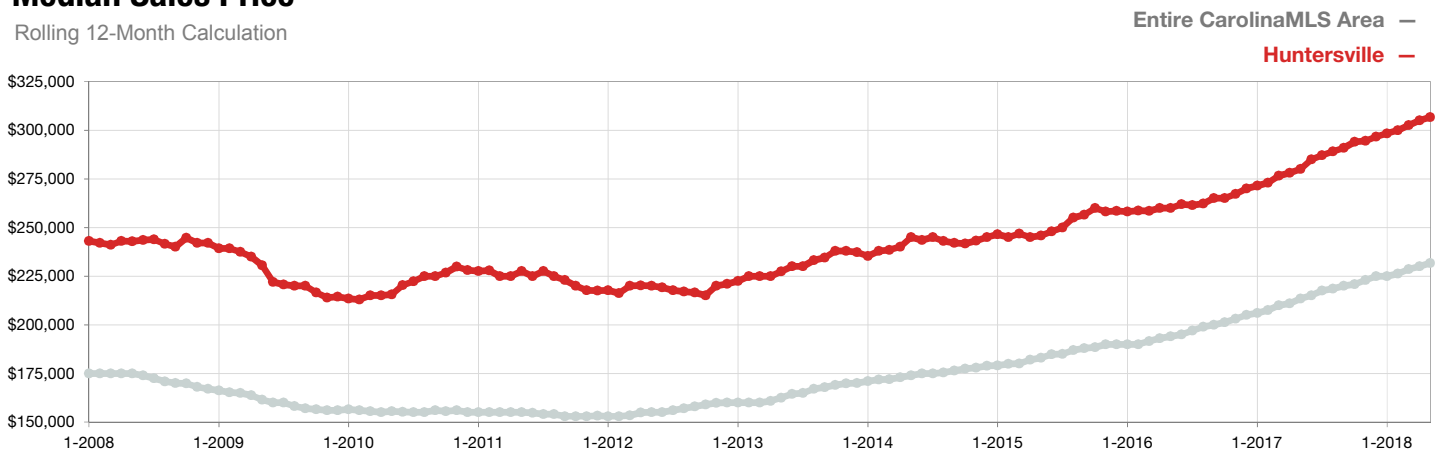
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	267	<b>253</b>	- 5.2%	1,029	<b>974</b>	- 5.3%
Pending Sales	203	<b>198</b>	- 2.5%	785	<b>785</b>	0.0%
Closed Sales	147	<b>162</b>	+ 10.2%	633	<b>622</b>	- 1.7%
Median Sales Price*	\$289,000	<b>\$312,500</b>	+ 8.1%	\$283,000	<b>\$315,000</b>	+ 11.3%
Average Sales Price*	\$311,688	<b>\$341,624</b>	+ 9.6%	\$313,222	<b>\$342,703</b>	+ 9.4%
Percent of Original List Price Received*	98.0%	<b>97.4%</b>	- 0.6%	98.0%	<b>97.3%</b>	- 0.7%
List to Close	86	<b>81</b>	- 5.8%	99	<b>99</b>	0.0%
Days on Market Until Sale	35	<b>40</b>	+ 14.3%	42	<b>47</b>	+ 11.9%
Cumulative Days on Market Until Sale	40	<b>48</b>	+ 20.0%	48	<b>55</b>	+ 14.6%
Inventory of Homes for Sale	370	<b>328</b>	- 11.4%	--	--	--
Months Supply of Inventory	2.6	<b>2.3</b>	- 11.5%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2018

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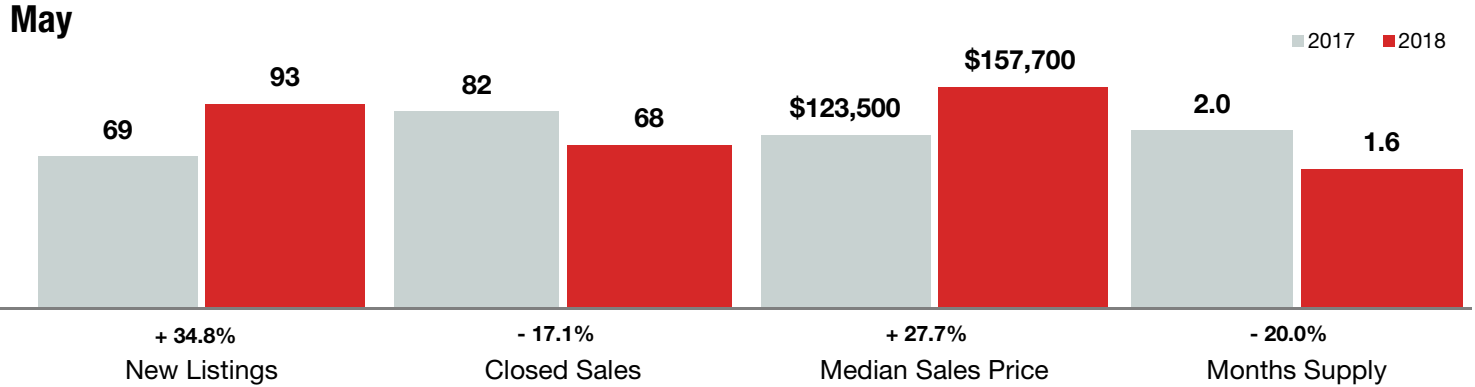


## Kannapolis

North Carolina

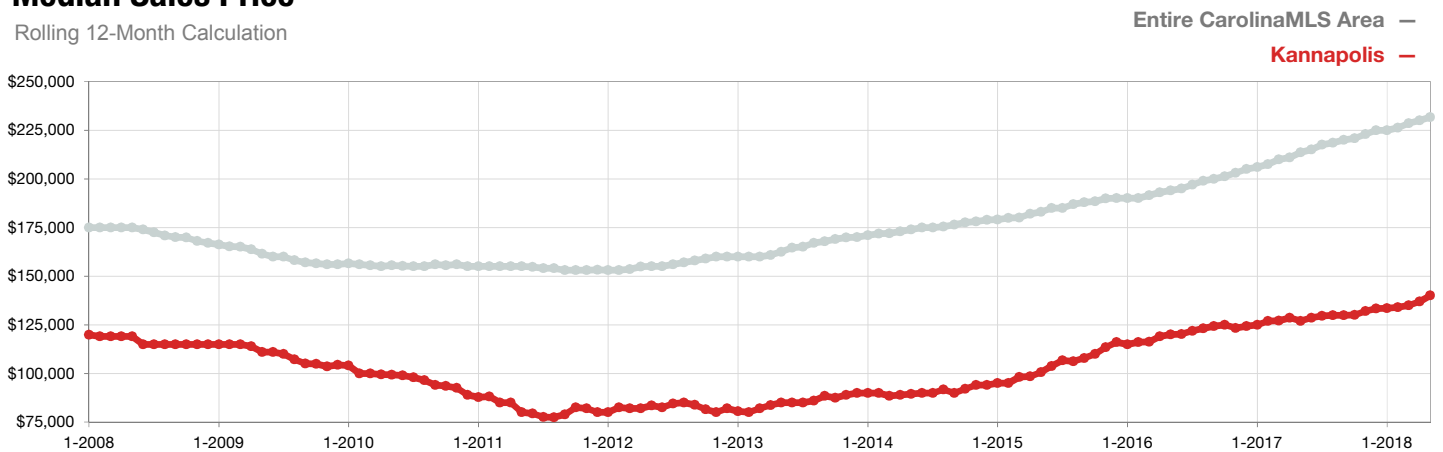
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	69	<b>93</b>	+ 34.8%	376	<b>397</b>	+ 5.6%
Pending Sales	73	<b>92</b>	+ 26.0%	333	<b>373</b>	+ 12.0%
Closed Sales	82	<b>68</b>	- 17.1%	301	<b>302</b>	+ 0.3%
Median Sales Price*	\$123,500	<b>\$157,700</b>	+ 27.7%	\$127,450	<b>\$147,750</b>	+ 15.9%
Average Sales Price*	\$136,099	<b>\$174,279</b>	+ 28.1%	\$139,712	<b>\$159,269</b>	+ 14.0%
Percent of Original List Price Received*	97.0%	<b>97.1%</b>	+ 0.1%	95.7%	<b>95.8%</b>	+ 0.1%
List to Close	97	<b>75</b>	- 22.7%	98	<b>85</b>	- 13.3%
Days on Market Until Sale	52	<b>34</b>	- 34.6%	55	<b>41</b>	- 25.5%
Cumulative Days on Market Until Sale	57	<b>41</b>	- 28.1%	59	<b>48</b>	- 18.6%
Inventory of Homes for Sale	128	<b>106</b>	- 17.2%	--	--	--
Months Supply of Inventory	2.0	<b>1.6</b>	- 20.0%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2018

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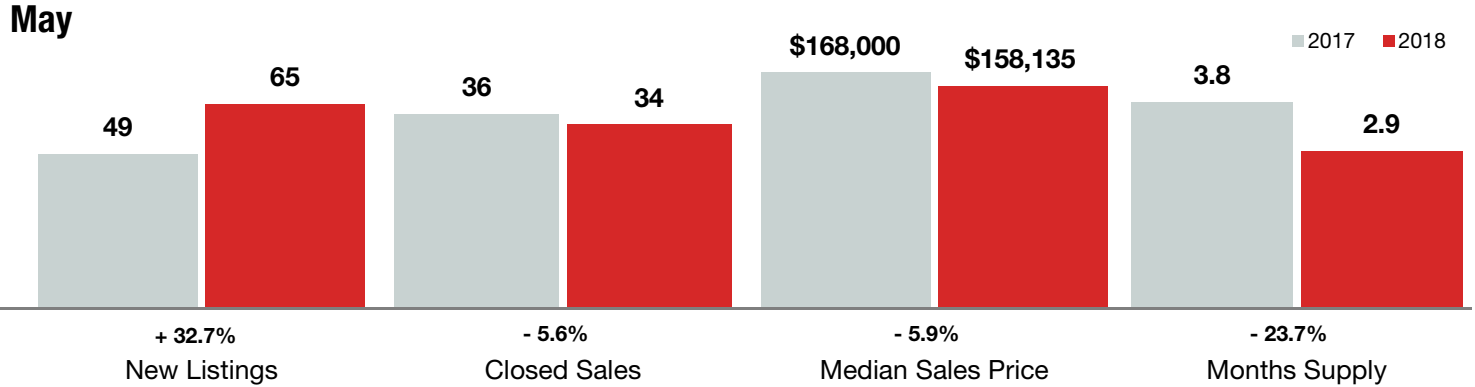


## Lincolnton

North Carolina

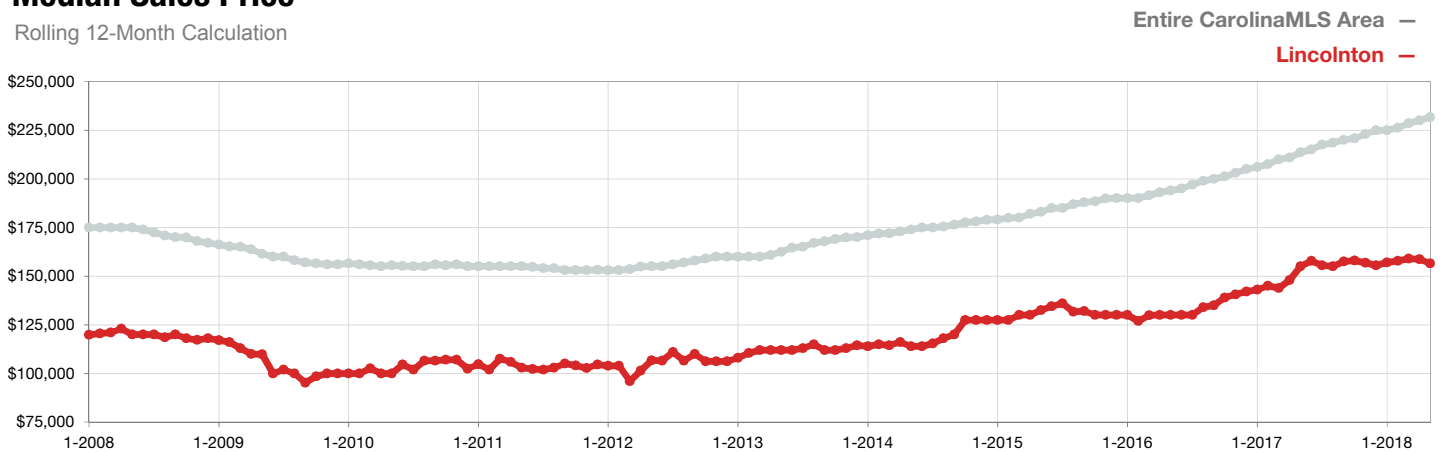
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	49	65	+ 32.7%	226	234	+ 3.5%
Pending Sales	31	48	+ 54.8%	174	196	+ 12.6%
Closed Sales	36	34	- 5.6%	145	156	+ 7.6%
Median Sales Price*	\$168,000	\$158,135	- 5.9%	\$155,500	\$161,250	+ 3.7%
Average Sales Price*	\$180,484	\$199,252	+ 10.4%	\$163,866	\$180,969	+ 10.4%
Percent of Original List Price Received*	97.4%	94.8%	- 2.7%	95.2%	94.3%	- 0.9%
List to Close	88	141	+ 60.2%	108	116	+ 7.4%
Days on Market Until Sale	41	73	+ 78.0%	55	61	+ 10.9%
Cumulative Days on Market Until Sale	47	94	+ 100.0%	70	71	+ 1.4%
Inventory of Homes for Sale	125	109	- 12.8%	--	--	--
Months Supply of Inventory	3.8	2.9	- 23.7%	--	--	--

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### Median Sales Price

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# Local Market Update for May 2018

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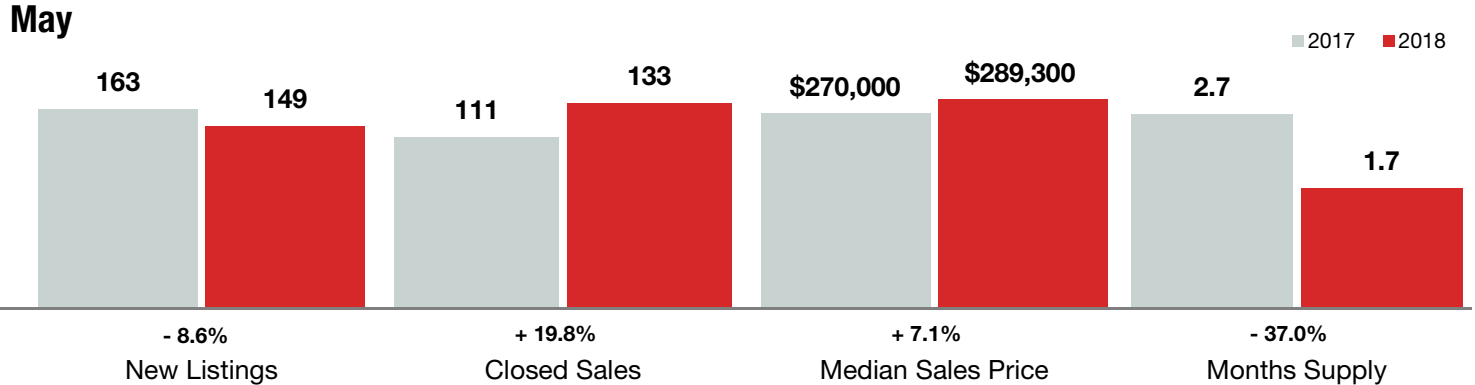


## Matthews

North Carolina

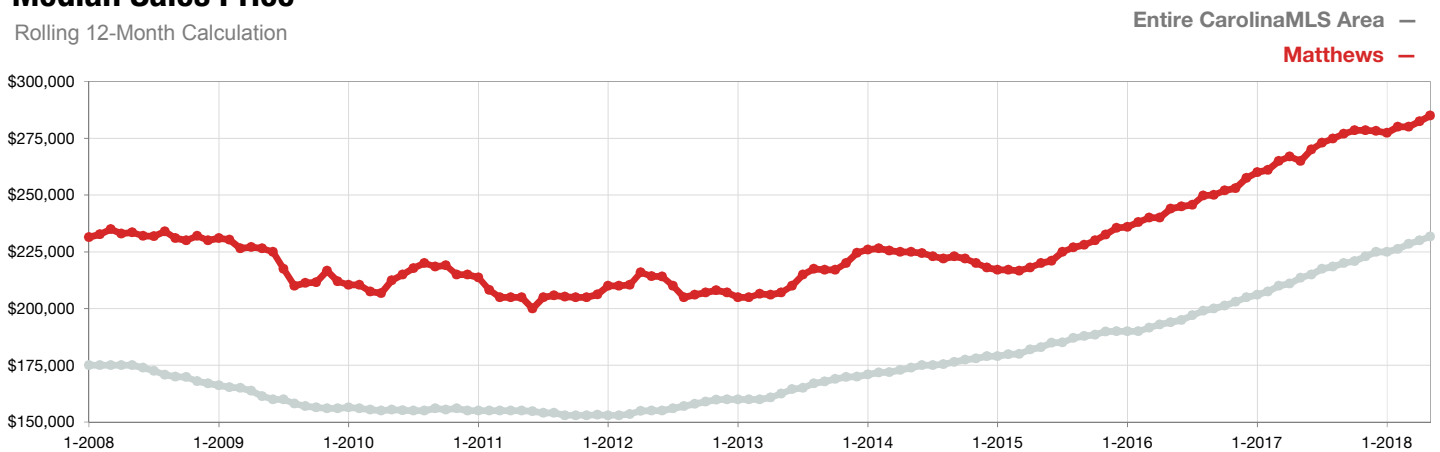
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	163	149	- 8.6%	698	630	- 9.7%
Pending Sales	136	122	- 10.3%	526	521	- 1.0%
Closed Sales	111	133	+ 19.8%	411	414	+ 0.7%
Median Sales Price*	\$270,000	\$289,300	+ 7.1%	\$272,165	\$285,000	+ 4.7%
Average Sales Price*	\$314,790	\$330,007	+ 4.8%	\$308,446	\$322,622	+ 4.6%
Percent of Original List Price Received*	98.9%	97.7%	- 1.2%	98.1%	97.8%	- 0.3%
List to Close	75	72	- 4.0%	86	81	- 5.8%
Days on Market Until Sale	26	30	+ 15.4%	39	35	- 10.3%
Cumulative Days on Market Until Sale	31	36	+ 16.1%	50	49	- 2.0%
Inventory of Homes for Sale	261	170	- 34.9%	--	--	--
Months Supply of Inventory	2.7	1.7	- 37.0%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2018

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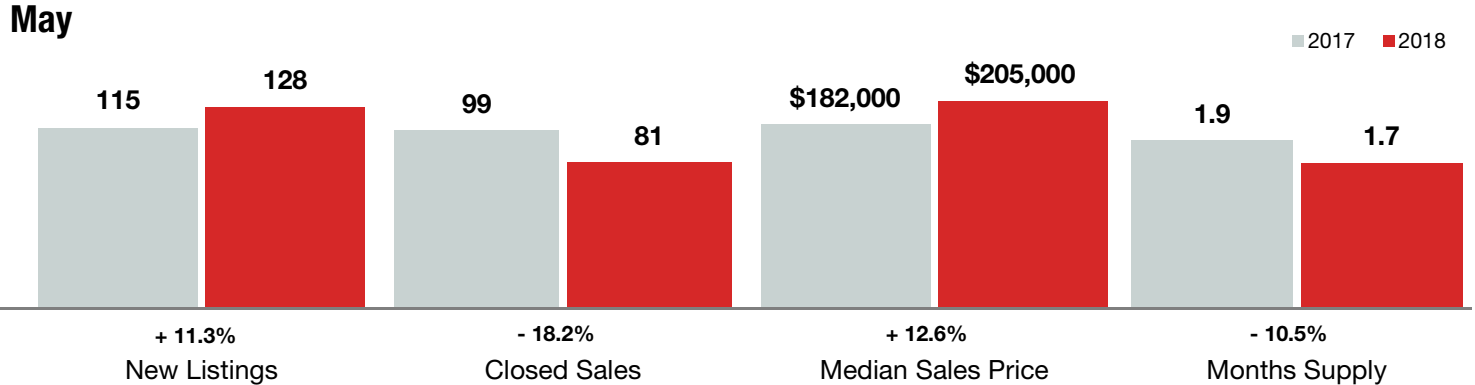


## Monroe

North Carolina

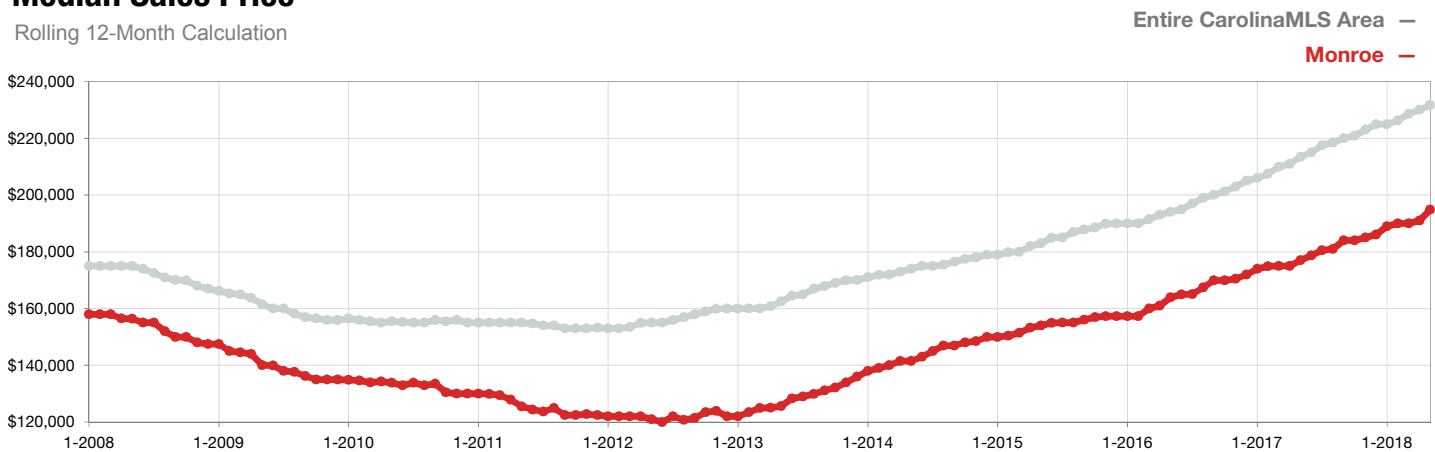
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	115	128	+ 11.3%	476	522	+ 9.7%
Pending Sales	91	118	+ 29.7%	452	470	+ 4.0%
Closed Sales	99	81	- 18.2%	413	392	- 5.1%
Median Sales Price*	\$182,000	\$205,000	+ 12.6%	\$184,000	\$200,000	+ 8.7%
Average Sales Price*	\$201,766	\$218,393	+ 8.2%	\$200,689	\$218,411	+ 8.8%
Percent of Original List Price Received*	96.9%	96.9%	0.0%	96.4%	96.6%	+ 0.2%
List to Close	71	76	+ 7.0%	99	87	- 12.1%
Days on Market Until Sale	30	29	- 3.3%	51	40	- 21.6%
Cumulative Days on Market Until Sale	45	34	- 24.4%	62	49	- 21.0%
Inventory of Homes for Sale	172	143	- 16.9%	--	--	--
Months Supply of Inventory	1.9	1.7	- 10.5%	--	--	--

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### Median Sales Price

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# Local Market Update for May 2018

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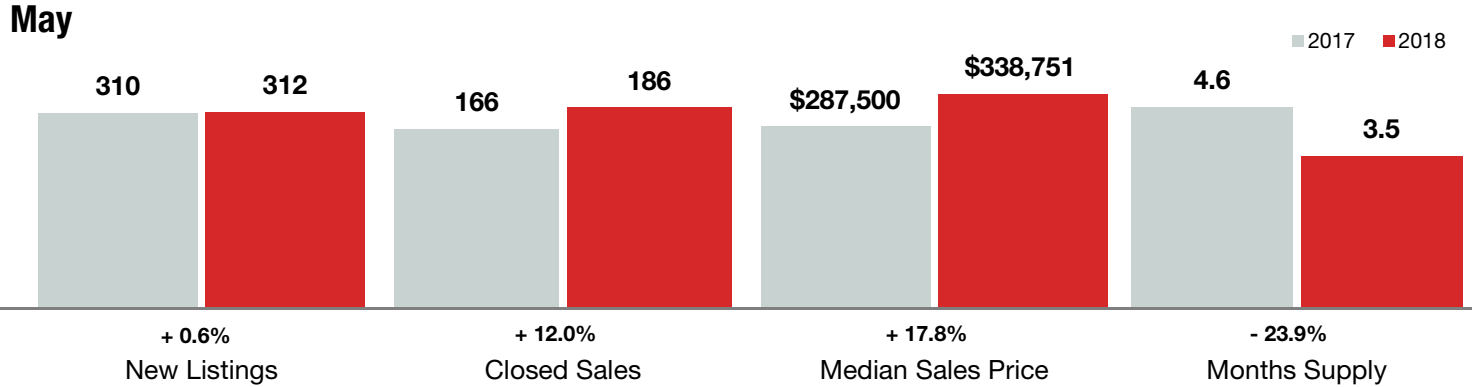


## Mooresville

North Carolina

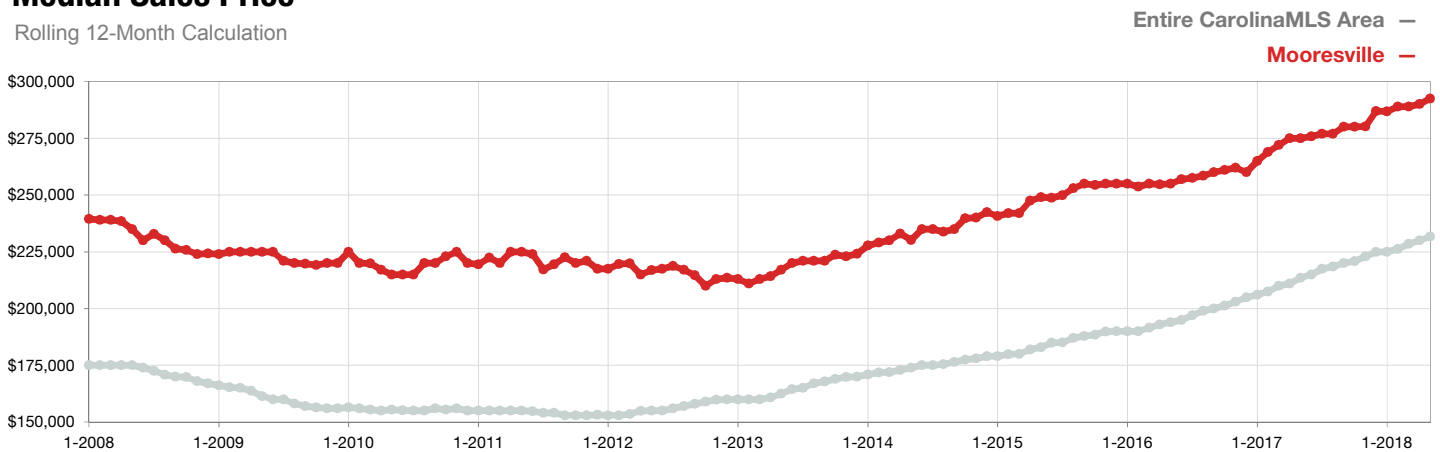
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	310	<b>312</b>	+ 0.6%	1,238	<b>1,186</b>	- 4.2%
Pending Sales	204	<b>232</b>	+ 13.7%	843	<b>877</b>	+ 4.0%
Closed Sales	166	<b>186</b>	+ 12.0%	692	<b>702</b>	+ 1.4%
Median Sales Price*	\$287,500	<b>\$338,751</b>	+ 17.8%	\$285,000	<b>\$300,000</b>	+ 5.3%
Average Sales Price*	\$351,339	<b>\$430,536</b>	+ 22.5%	\$360,794	<b>\$392,398</b>	+ 8.8%
Percent of Original List Price Received*	97.6%	<b>96.2%</b>	- 1.4%	96.0%	<b>95.9%</b>	- 0.1%
List to Close	113	<b>115</b>	+ 1.8%	124	<b>126</b>	+ 1.6%
Days on Market Until Sale	68	<b>64</b>	- 5.9%	73	<b>74</b>	+ 1.4%
Cumulative Days on Market Until Sale	83	<b>70</b>	- 15.7%	88	<b>83</b>	- 5.7%
Inventory of Homes for Sale	729	<b>601</b>	- 17.6%	--	--	--
Months Supply of Inventory	4.6	<b>3.5</b>	- 23.9%	--	--	--

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### Median Sales Price

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# Local Market Update for May 2018

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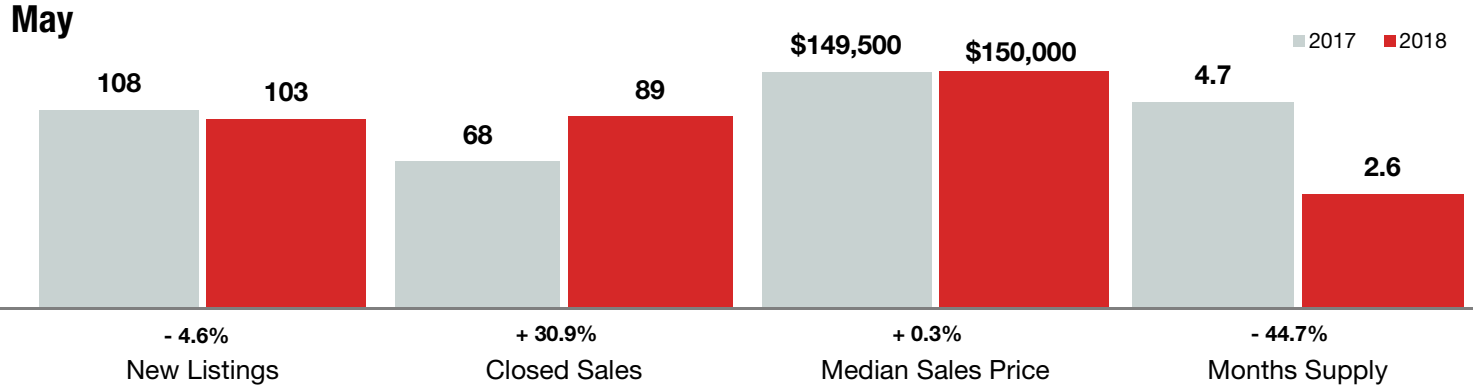


## Salisbury

North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	108	103	- 4.6%	458	476	+ 3.9%
Pending Sales	89	105	+ 18.0%	341	445	+ 30.5%
Closed Sales	68	89	+ 30.9%	316	369	+ 16.8%
Median Sales Price*	\$149,500	\$150,000	+ 0.3%	\$137,000	\$145,495	+ 6.2%
Average Sales Price*	\$169,306	\$161,143	- 4.8%	\$145,501	\$158,021	+ 8.6%
Percent of Original List Price Received*	93.0%	94.7%	+ 1.8%	92.0%	94.7%	+ 2.9%
List to Close	133	134	+ 0.8%	140	119	- 15.0%
Days on Market Until Sale	87	77	- 11.5%	93	71	- 23.7%
Cumulative Days on Market Until Sale	92	100	+ 8.7%	105	83	- 21.0%
Inventory of Homes for Sale	309	197	- 36.2%	--	--	--
Months Supply of Inventory	4.7	2.6	- 44.7%	--	--	--

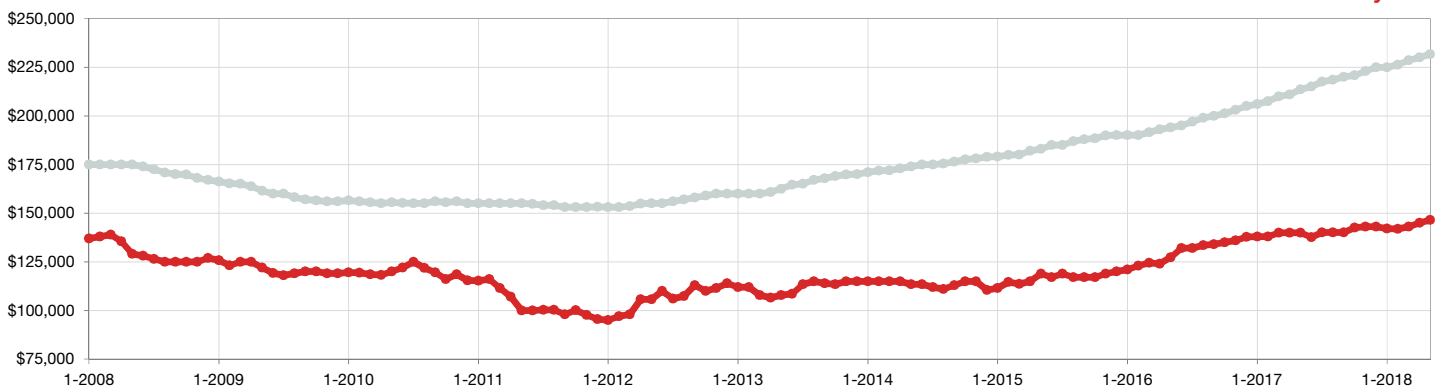
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.



### Median Sales Price

Rolling 12-Month Calculation

Entire CarolinaMLS Area —  
Salisbury —



# Local Market Update for May 2018

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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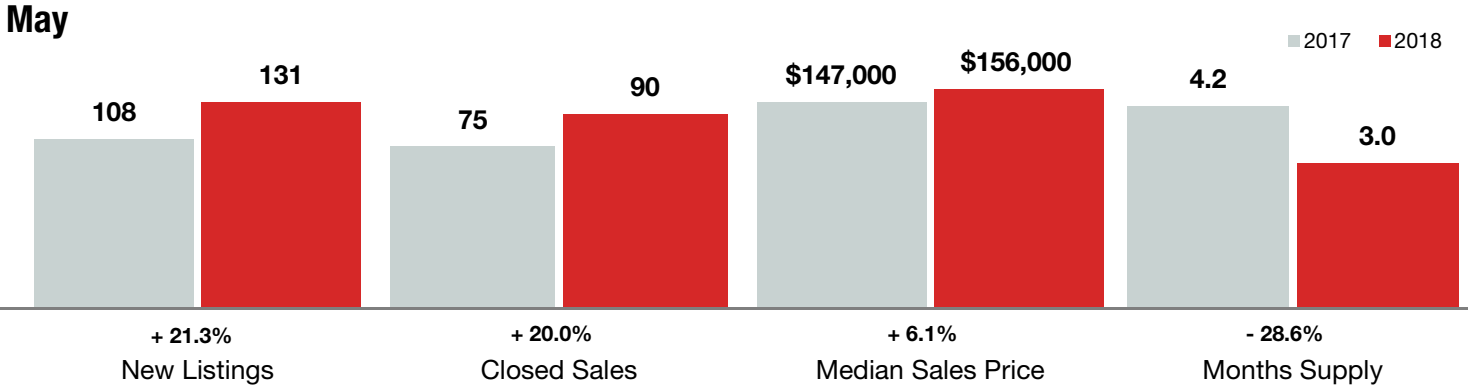


## Statesville

North Carolina

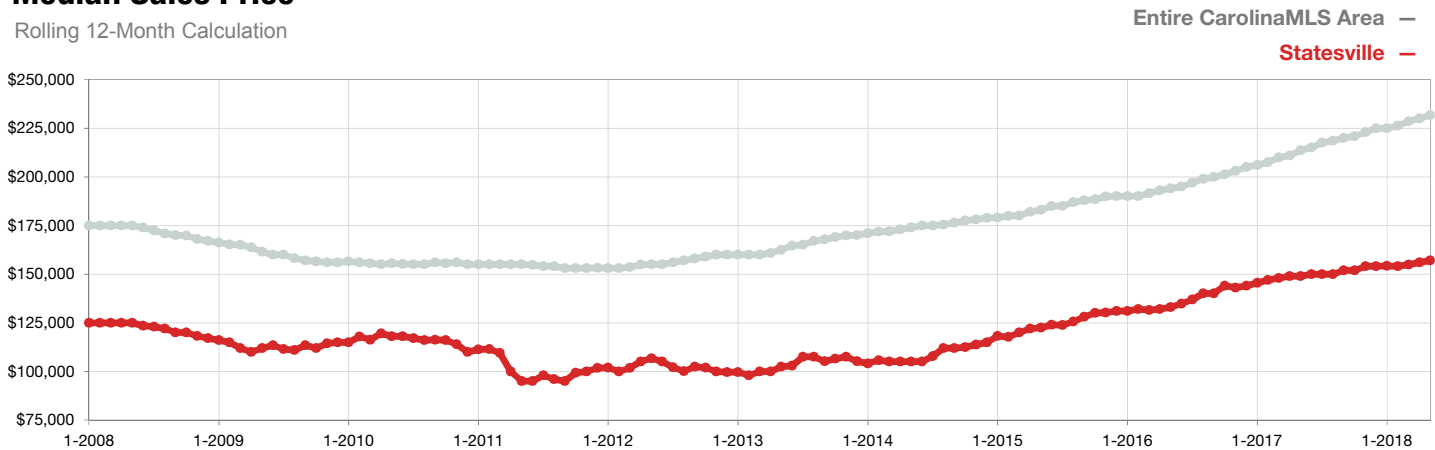
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	108	131	+ 21.3%	494	523	+ 5.9%
Pending Sales	87	103	+ 18.4%	363	431	+ 18.7%
Closed Sales	75	90	+ 20.0%	328	343	+ 4.6%
Median Sales Price*	\$147,000	\$156,000	+ 6.1%	\$147,000	\$155,000	+ 5.4%
Average Sales Price*	\$172,098	\$177,489	+ 3.1%	\$165,828	\$172,719	+ 4.2%
Percent of Original List Price Received*	95.4%	95.4%	0.0%	94.1%	95.2%	+ 1.2%
List to Close	92	109	+ 18.5%	113	120	+ 6.2%
Days on Market Until Sale	49	62	+ 26.5%	69	71	+ 2.9%
Cumulative Days on Market Until Sale	69	73	+ 5.8%	83	86	+ 3.6%
Inventory of Homes for Sale	300	231	- 23.0%	--	--	--
Months Supply of Inventory	4.2	3.0	- 28.6%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation





# Local Market Update for May 2018

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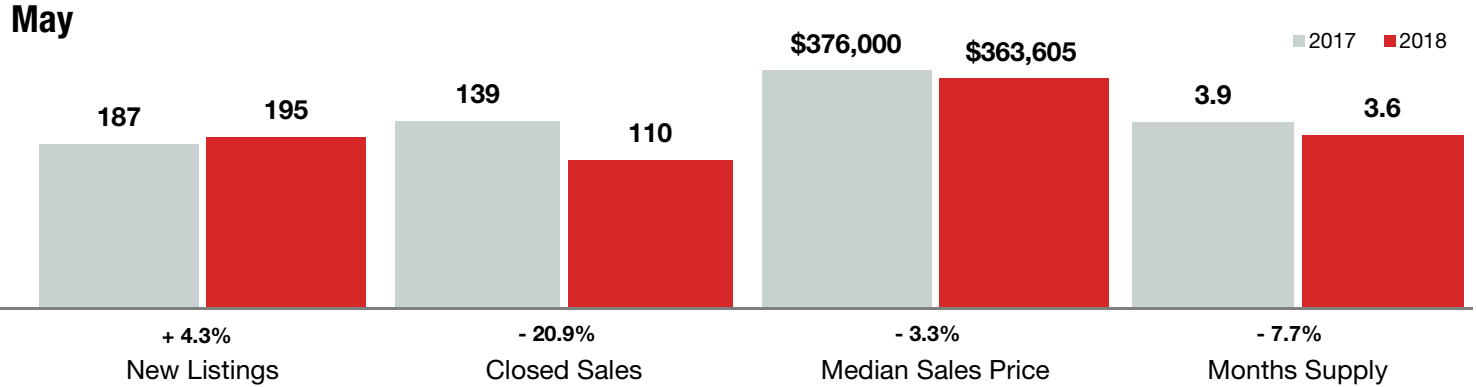


## Waxhaw

North Carolina

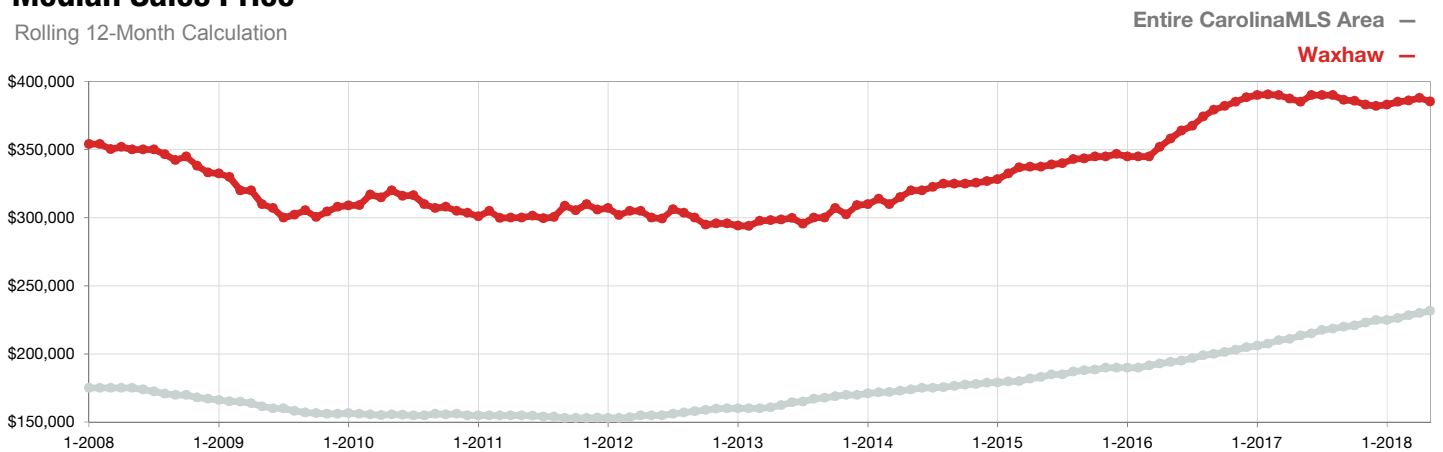
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	187	195	+ 4.3%	801	828	+ 3.4%
Pending Sales	145	154	+ 6.2%	580	621	+ 7.1%
Closed Sales	139	110	- 20.9%	449	472	+ 5.1%
Median Sales Price*	\$376,000	\$363,605	- 3.3%	\$379,462	\$389,950	+ 2.8%
Average Sales Price*	\$422,864	\$442,526	+ 4.6%	\$428,727	\$447,137	+ 4.3%
Percent of Original List Price Received*	97.1%	97.0%	- 0.1%	96.6%	96.8%	+ 0.2%
List to Close	94	93	- 1.1%	122	117	- 4.1%
Days on Market Until Sale	40	40	0.0%	65	60	- 7.7%
Cumulative Days on Market Until Sale	54	57	+ 5.6%	83	78	- 6.0%
Inventory of Homes for Sale	393	393	0.0%	--	--	--
Months Supply of Inventory	3.9	3.6	- 7.7%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2018

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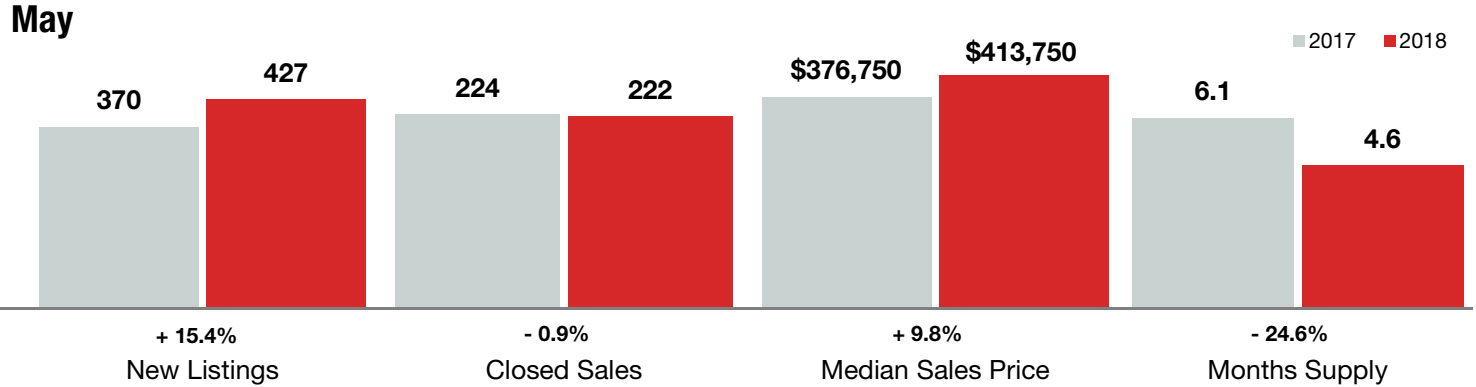


## Lake Norman

North Carolina

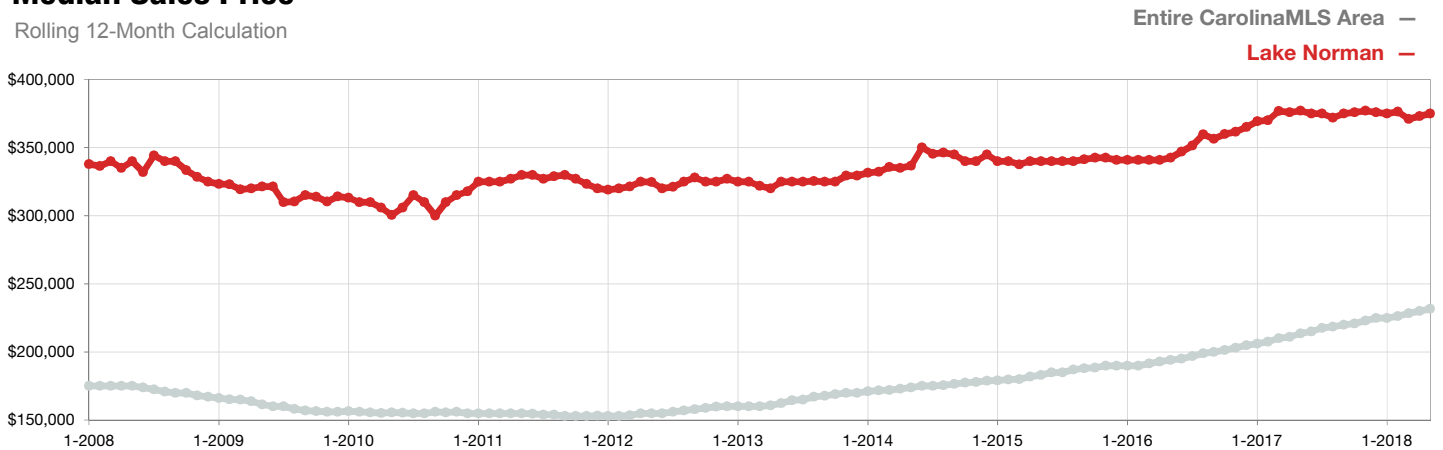
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	370	427	+ 15.4%	1,601	1,581	- 1.2%
Pending Sales	223	289	+ 29.6%	996	1,069	+ 7.3%
Closed Sales	224	222	- 0.9%	840	825	- 1.8%
Median Sales Price*	\$376,750	\$413,750	+ 9.8%	\$375,000	\$372,500	- 0.7%
Average Sales Price*	\$477,653	\$523,167	+ 9.5%	\$466,888	\$504,300	+ 8.0%
Percent of Original List Price Received*	95.9%	95.8%	- 0.1%	95.4%	95.8%	+ 0.4%
List to Close	133	121	- 9.0%	136	134	- 1.5%
Days on Market Until Sale	77	70	- 9.1%	81	80	- 1.2%
Cumulative Days on Market Until Sale	94	78	- 17.0%	99	94	- 5.1%
Inventory of Homes for Sale	1,119	936	- 16.4%	--	--	--
Months Supply of Inventory	6.1	4.6	- 24.6%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2018

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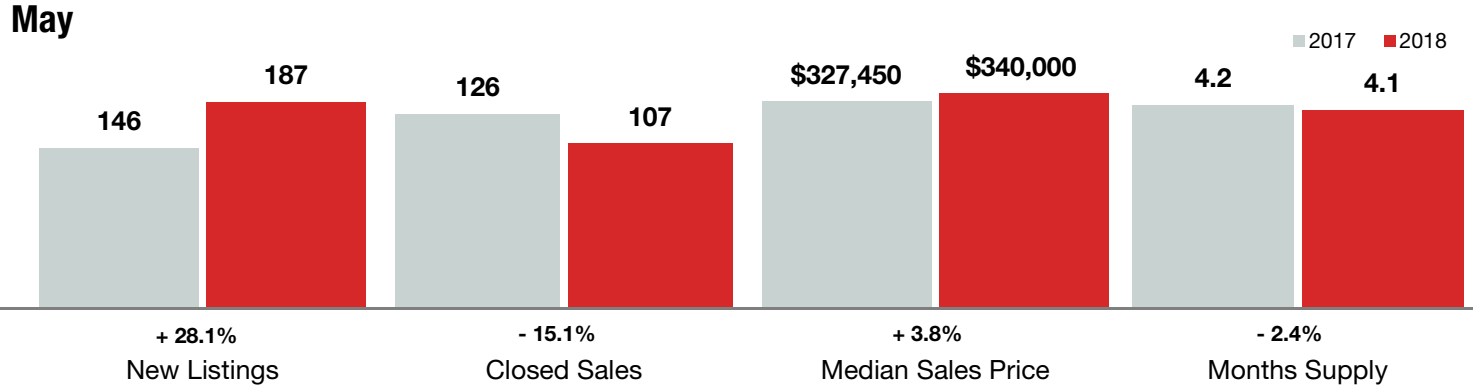


## Lake Wylie

North Carolina

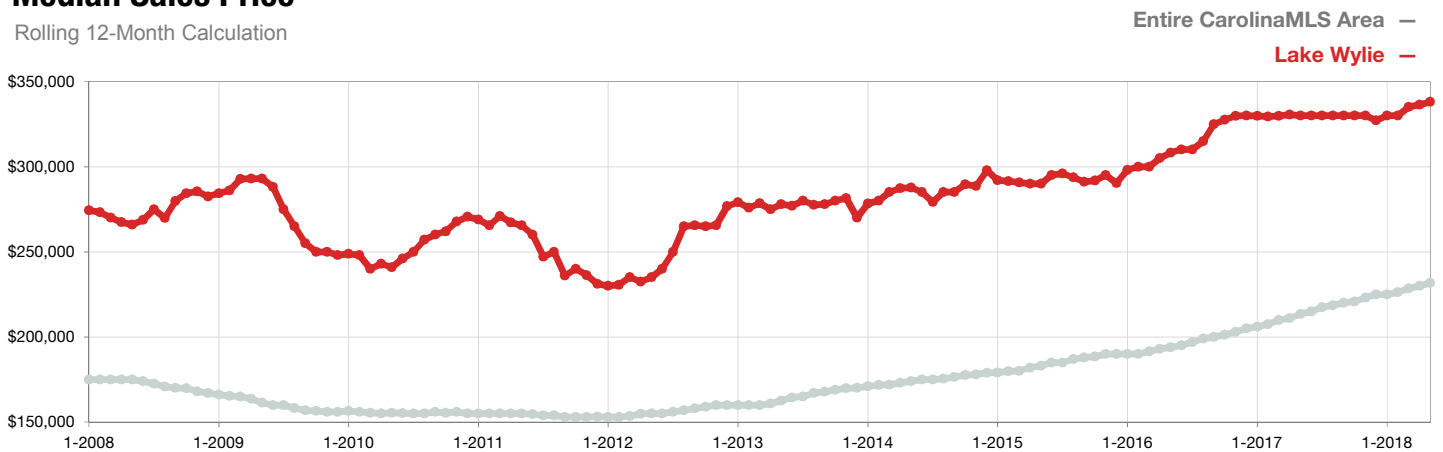
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	146	187	+ 28.1%	716	778	+ 8.7%
Pending Sales	117	125	+ 6.8%	500	549	+ 9.8%
Closed Sales	126	107	- 15.1%	388	459	+ 18.3%
Median Sales Price*	\$327,450	\$340,000	+ 3.8%	\$326,180	\$349,999	+ 7.3%
Average Sales Price*	\$371,333	\$397,696	+ 7.1%	\$367,864	\$399,066	+ 8.5%
Percent of Original List Price Received*	97.8%	96.9%	- 0.9%	97.3%	96.9%	- 0.4%
List to Close	127	122	- 3.9%	125	133	+ 6.4%
Days on Market Until Sale	62	67	+ 8.1%	65	75	+ 15.4%
Cumulative Days on Market Until Sale	70	79	+ 12.9%	80	89	+ 11.3%
Inventory of Homes for Sale	388	409	+ 5.4%	--	--	--
Months Supply of Inventory	4.2	4.1	- 2.4%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2018

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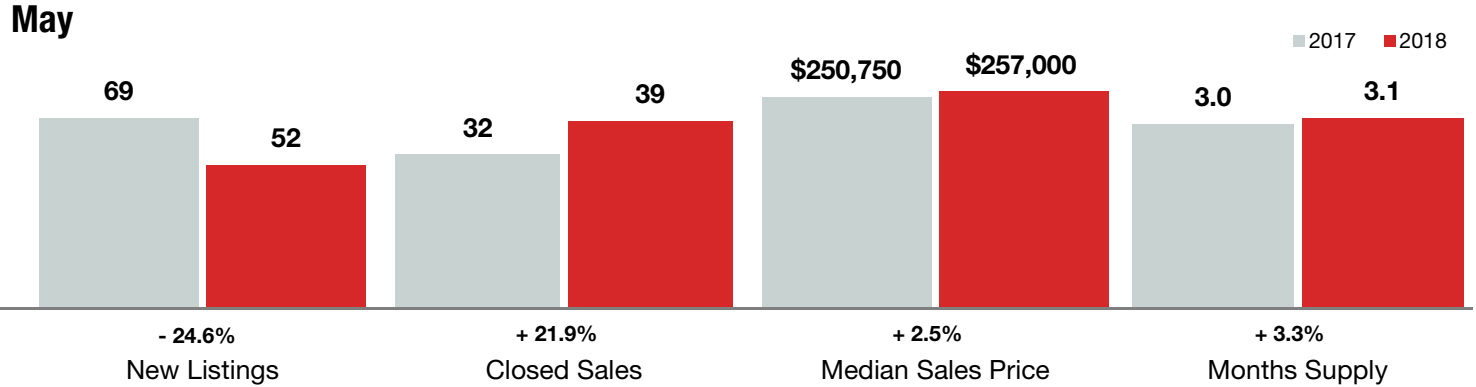


## Uptown Charlotte

North Carolina

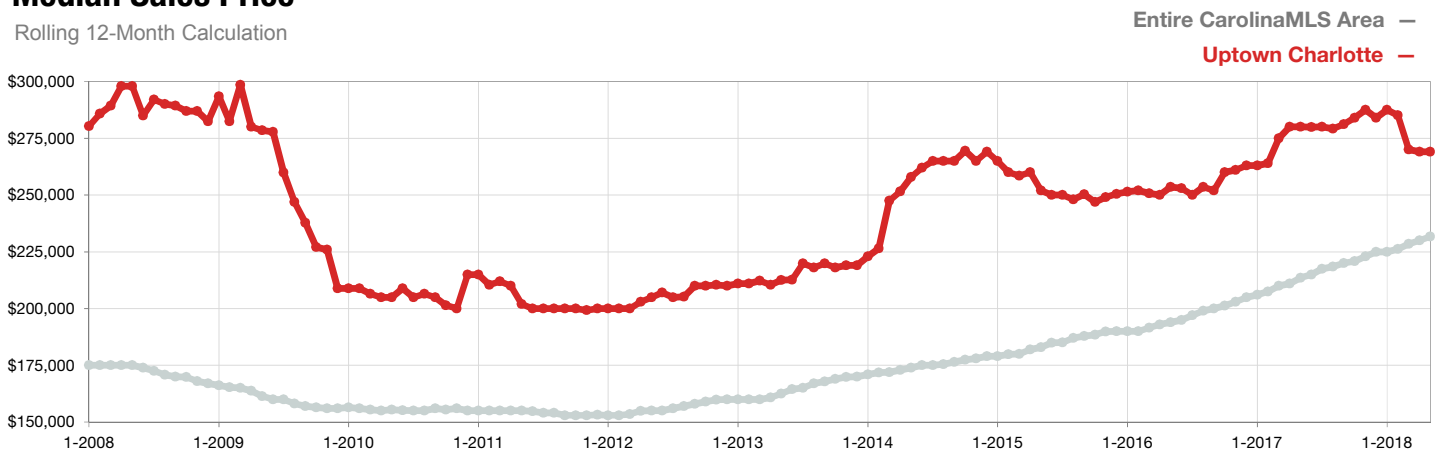
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	69	52	- 24.6%	272	230	- 15.4%
Pending Sales	61	33	- 45.9%	216	167	- 22.7%
Closed Sales	32	39	+ 21.9%	175	146	- 16.6%
Median Sales Price*	\$250,750	<b>\$257,000</b>	+ 2.5%	\$300,000	<b>\$266,750</b>	- 11.1%
Average Sales Price*	\$273,263	<b>\$313,868</b>	+ 14.9%	\$328,648	<b>\$322,548</b>	- 1.9%
Percent of Original List Price Received*	96.8%	<b>96.7%</b>	- 0.1%	96.8%	<b>96.4%</b>	- 0.4%
List to Close	90	80	- 11.1%	105	96	- 8.6%
Days on Market Until Sale	46	39	- 15.2%	54	51	- 5.6%
Cumulative Days on Market Until Sale	53	49	- 7.5%	63	65	+ 3.2%
Inventory of Homes for Sale	98	94	- 4.1%	--	--	--
Months Supply of Inventory	3.0	3.1	+ 3.3%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2018

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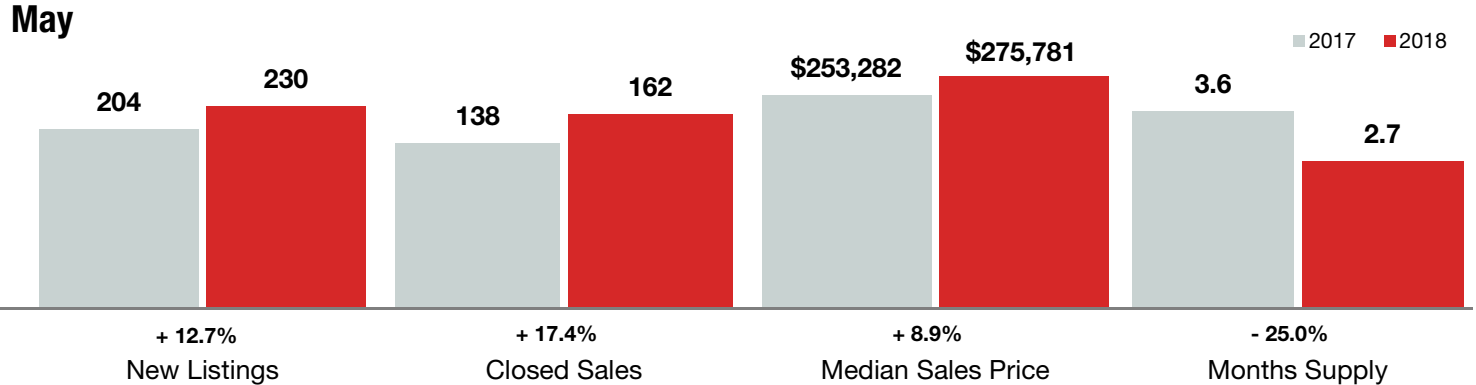


## Lancaster County

South Carolina

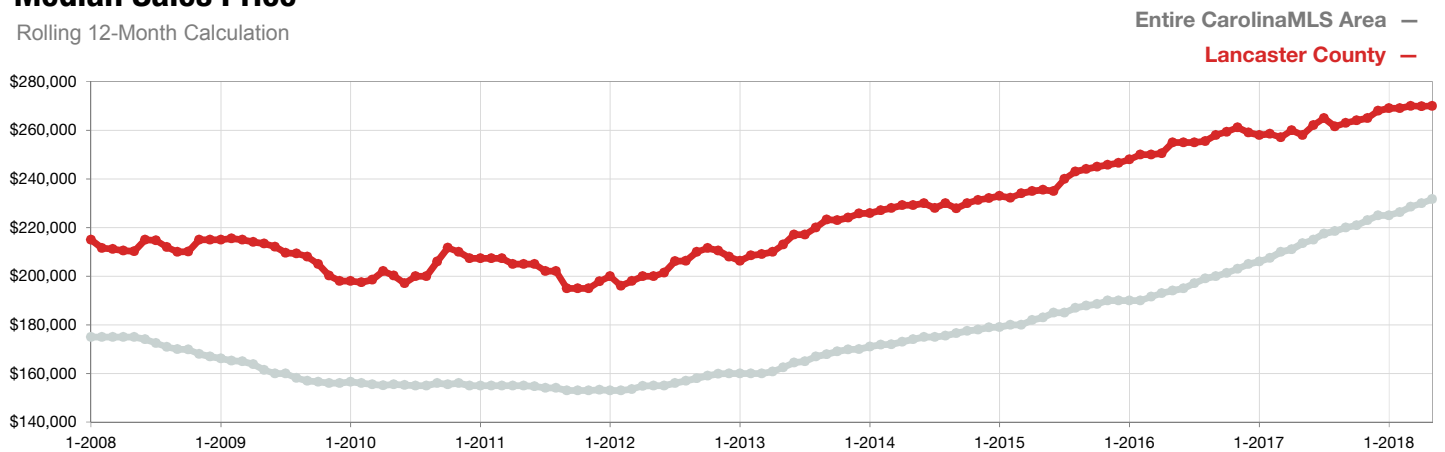
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	204	<b>230</b>	+ 12.7%	877	<b>1,015</b>	+ 15.7%
Pending Sales	137	<b>179</b>	+ 30.7%	648	<b>883</b>	+ 36.3%
Closed Sales	138	<b>162</b>	+ 17.4%	554	<b>713</b>	+ 28.7%
Median Sales Price*	\$253,282	<b>\$275,781</b>	+ 8.9%	\$259,952	<b>\$271,500</b>	+ 4.4%
Average Sales Price*	\$267,647	<b>\$272,469</b>	+ 1.8%	\$268,199	<b>\$278,480</b>	+ 3.8%
Percent of Original List Price Received*	97.5%	<b>96.7%</b>	- 0.8%	96.7%	<b>97.0%</b>	+ 0.3%
List to Close	102	<b>109</b>	+ 6.9%	112	<b>117</b>	+ 4.5%
Days on Market Until Sale	47	<b>55</b>	+ 17.0%	59	<b>64</b>	+ 8.5%
Cumulative Days on Market Until Sale	60	<b>73</b>	+ 21.7%	71	<b>80</b>	+ 12.7%
Inventory of Homes for Sale	419	<b>416</b>	- 0.7%	--	--	--
Months Supply of Inventory	3.6	<b>2.7</b>	- 25.0%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2018

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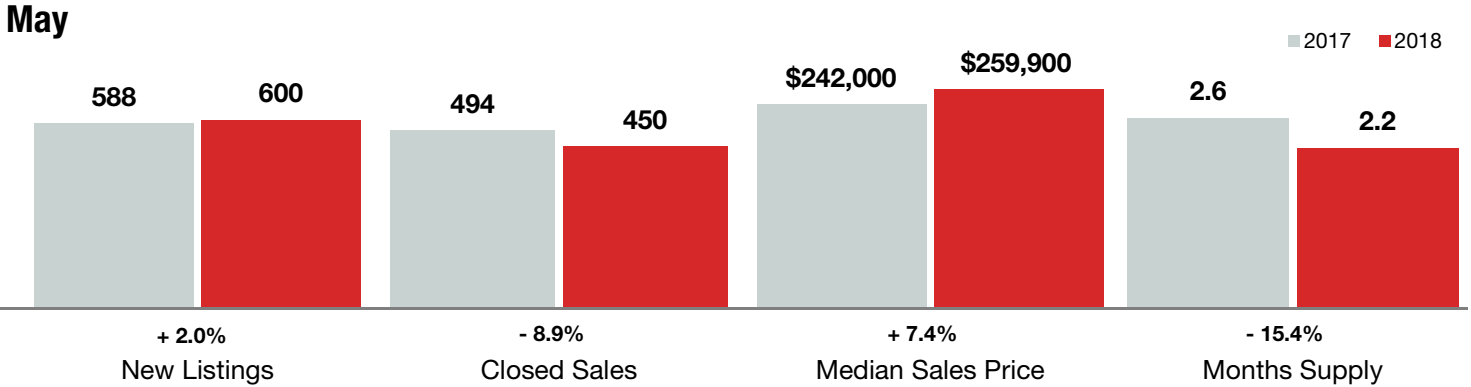


## York County

South Carolina

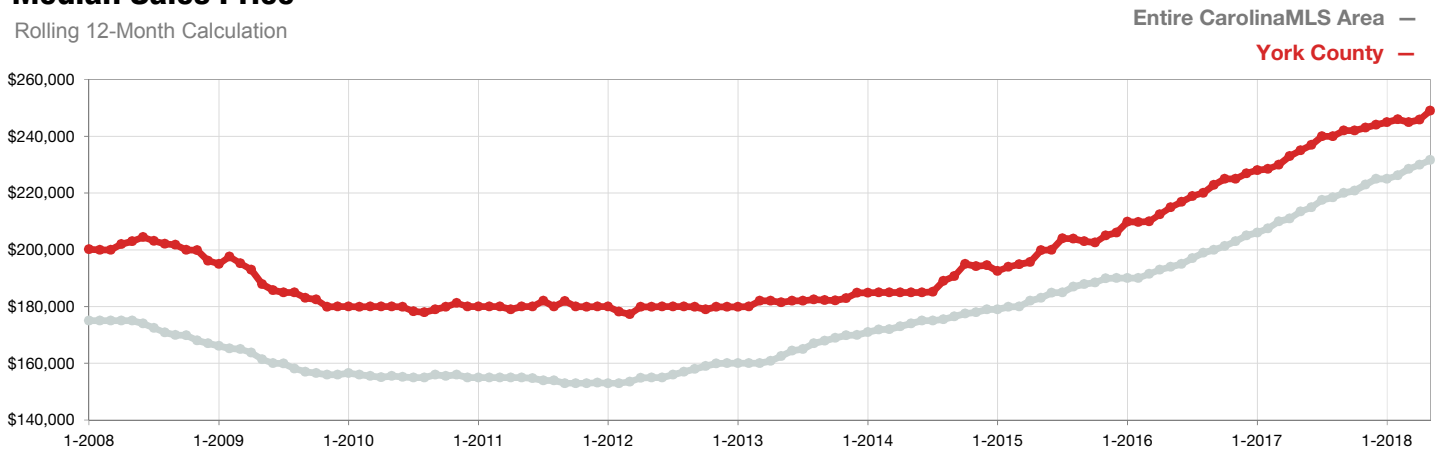
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	588	600	+ 2.0%	2,553	2,717	+ 6.4%
Pending Sales	457	503	+ 10.1%	2,111	2,247	+ 6.4%
Closed Sales	494	450	- 8.9%	1,810	1,868	+ 3.2%
Median Sales Price*	\$242,000	\$259,900	+ 7.4%	\$239,900	\$250,000	+ 4.2%
Average Sales Price*	\$265,585	\$286,000	+ 7.7%	\$265,487	\$273,221	+ 2.9%
Percent of Original List Price Received*	97.1%	97.9%	+ 0.8%	97.0%	97.2%	+ 0.2%
List to Close	100	80	- 20.0%	106	93	- 12.3%
Days on Market Until Sale	46	34	- 26.1%	52	45	- 13.5%
Cumulative Days on Market Until Sale	52	40	- 23.1%	61	54	- 11.5%
Inventory of Homes for Sale	1,023	898	- 12.2%	--	--	--
Months Supply of Inventory	2.6	2.2	- 15.4%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2018

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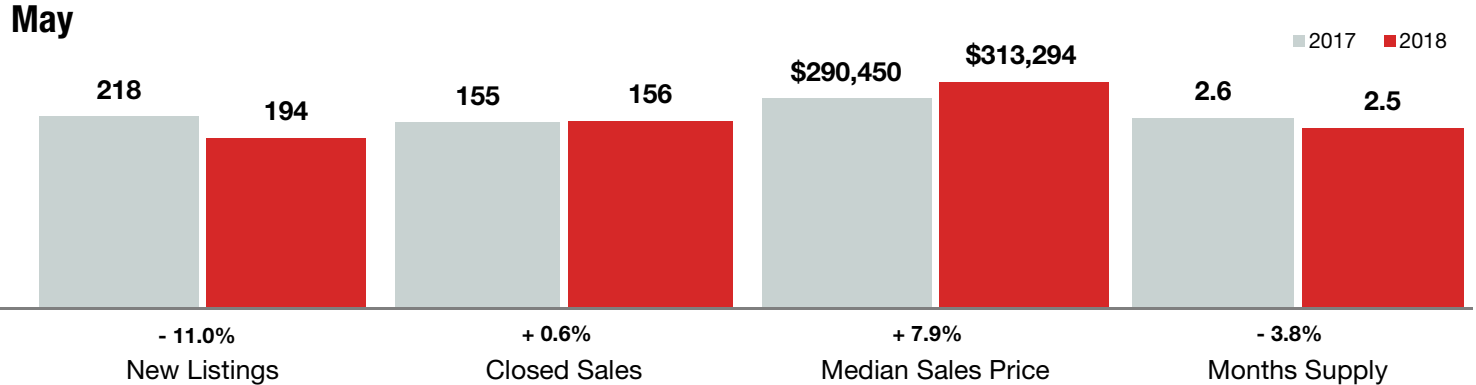
Charlotte Regional Realtor® Association

## Fort Mill

South Carolina

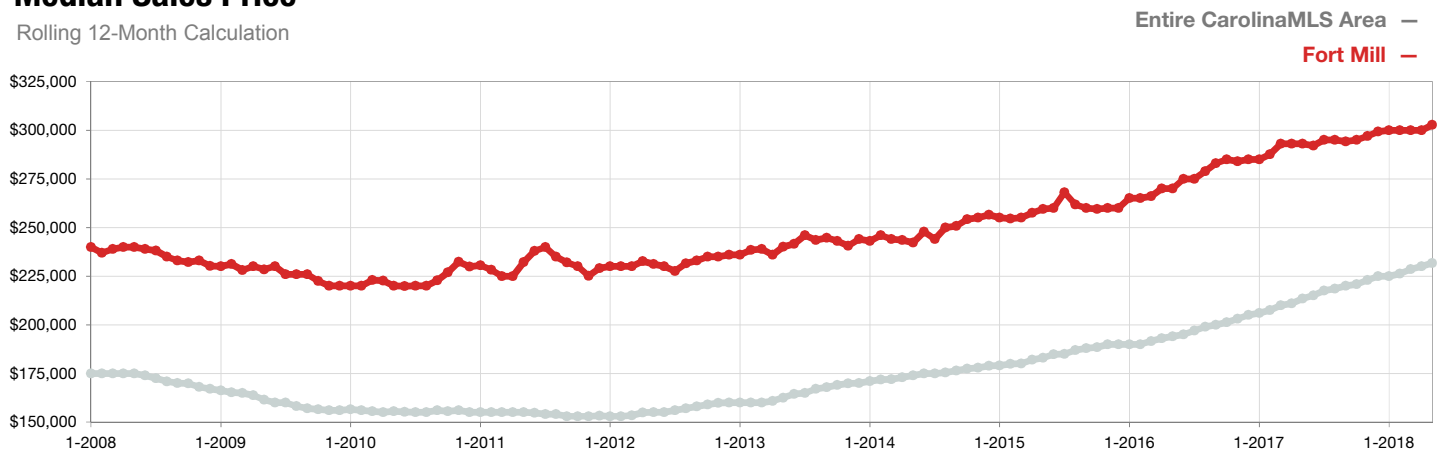
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	218	194	- 11.0%	892	902	+ 1.1%
Pending Sales	138	174	+ 26.1%	708	726	+ 2.5%
Closed Sales	155	156	+ 0.6%	613	569	- 7.2%
Median Sales Price*	\$290,450	\$313,294	+ 7.9%	\$296,000	\$306,000	+ 3.4%
Average Sales Price*	\$317,150	\$345,487	+ 8.9%	\$326,494	\$330,137	+ 1.1%
Percent of Original List Price Received*	97.5%	97.6%	+ 0.1%	97.4%	97.2%	- 0.2%
List to Close	95	85	- 10.5%	105	100	- 4.8%
Days on Market Until Sale	37	36	- 2.7%	51	51	0.0%
Cumulative Days on Market Until Sale	43	45	+ 4.7%	60	63	+ 5.0%
Inventory of Homes for Sale	346	326	- 5.8%	--	--	--
Months Supply of Inventory	2.6	2.5	- 3.8%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for May 2018

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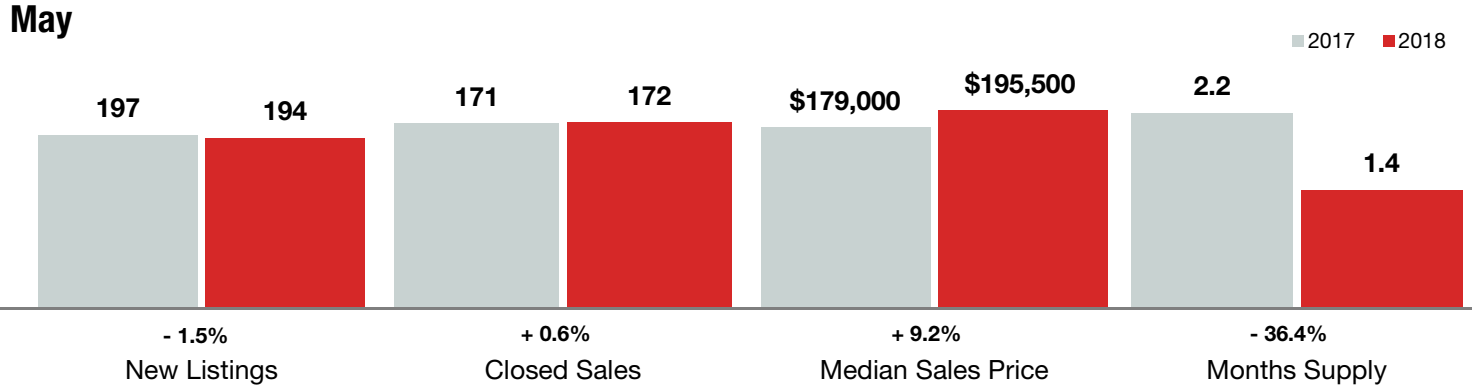


## Rock Hill

South Carolina

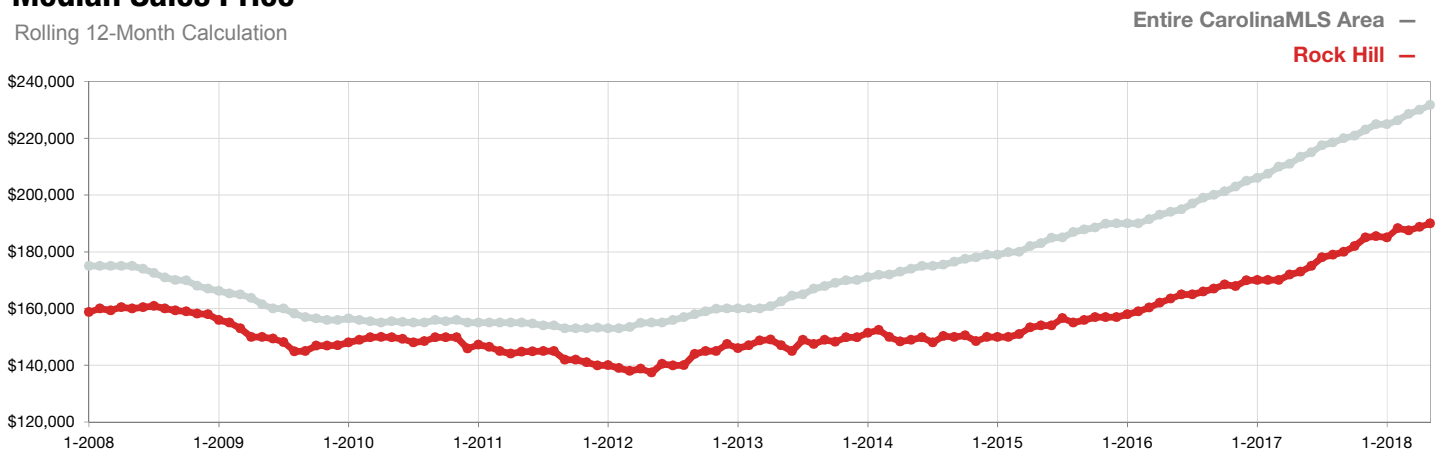
Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	197	194	- 1.5%	876	907	+ 3.5%
Pending Sales	165	168	+ 1.8%	748	818	+ 9.4%
Closed Sales	171	172	+ 0.6%	648	722	+ 11.4%
Median Sales Price*	\$179,000	\$195,500	+ 9.2%	\$177,000	\$189,900	+ 7.3%
Average Sales Price*	\$187,363	\$207,444	+ 10.7%	\$194,048	\$207,871	+ 7.1%
Percent of Original List Price Received*	96.8%	98.8%	+ 2.1%	96.8%	97.7%	+ 0.9%
List to Close	85	61	- 28.2%	96	77	- 19.8%
Days on Market Until Sale	42	20	- 52.4%	44	30	- 31.8%
Cumulative Days on Market Until Sale	49	23	- 53.1%	53	36	- 32.1%
Inventory of Homes for Sale	302	206	- 31.8%	--	--	--
Months Supply of Inventory	2.2	1.4	- 36.4%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation





# Local Market Update for May 2018

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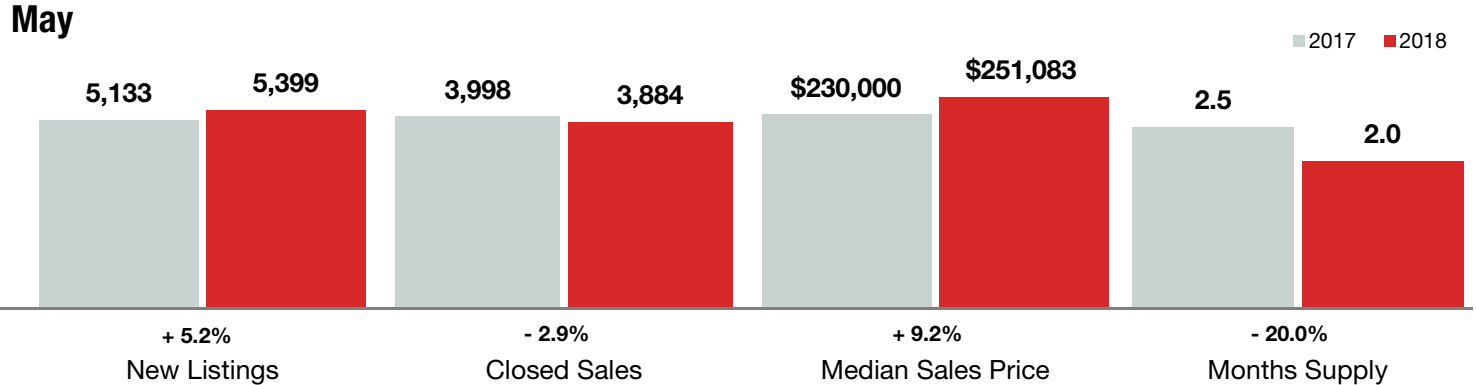


## Charlotte MSA

North Carolina

Key Metrics	May			Year to Date		
	2017	2018	Percent Change	Thru 5-2017	Thru 5-2018	Percent Change
New Listings	5,133	<b>5,399</b>	+ 5.2%	22,615	<b>22,815</b>	+ 0.9%
Pending Sales	4,096	<b>4,547</b>	+ 11.0%	18,404	<b>19,150</b>	+ 4.1%
Closed Sales	3,998	<b>3,884</b>	- 2.9%	15,699	<b>15,805</b>	+ 0.7%
Median Sales Price*	\$230,000	<b>\$251,083</b>	+ 9.2%	\$225,000	<b>\$240,000</b>	+ 6.7%
Average Sales Price*	\$278,801	<b>\$305,977</b>	+ 9.7%	\$271,361	<b>\$289,295</b>	+ 6.6%
Percent of Original List Price Received*	97.7%	<b>97.8%</b>	+ 0.1%	97.3%	<b>97.4%</b>	+ 0.1%
List to Close	92	<b>83</b>	- 9.8%	99	<b>93</b>	- 6.1%
Days on Market Until Sale	38	<b>34</b>	- 10.5%	45	<b>42</b>	- 6.7%
Cumulative Days on Market Until Sale	45	<b>42</b>	- 6.7%	54	<b>51</b>	- 5.6%
Inventory of Homes for Sale	8,386	<b>7,158</b>	- 14.6%	--	--	--
Months Supply of Inventory	2.5	<b>2.0</b>	- 20.0%	--	--	--

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### Median Sales Price

Rolling 12-Month Calculation

