

Local Market Update for December 2018

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



Charlotte Regional Realtor® Association

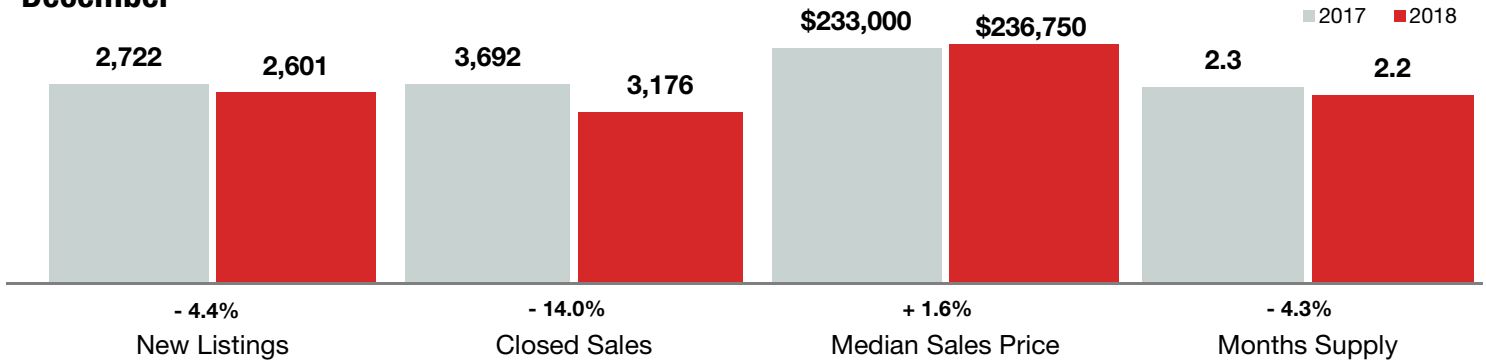
Charlotte Region

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	2,722	2,601	- 4.4%	60,049	59,889	- 0.3%
Pending Sales	2,768	2,769	+ 0.0%	49,169	48,225	- 1.9%
Closed Sales	3,692	3,176	- 14.0%	49,072	47,745	- 2.7%
Median Sales Price*	\$233,000	\$236,750	+ 1.6%	\$224,900	\$238,000	+ 5.8%
Average Sales Price*	\$279,913	\$282,894	+ 1.1%	\$269,630	\$286,796	+ 6.4%
Percent of Original List Price Received*	96.3%	95.8%	- 0.5%	96.9%	96.9%	0.0%
List to Close	100	101	+ 1.0%	97	93	- 4.1%
Days on Market Until Sale	50	50	0.0%	47	42	- 10.6%
Cumulative Days on Market Until Sale	60	58	- 3.3%	56	50	- 10.7%
Inventory of Homes for Sale	9,268	8,718	- 5.9%	--	--	--
Months Supply of Inventory	2.3	2.2	- 4.3%	--	--	--

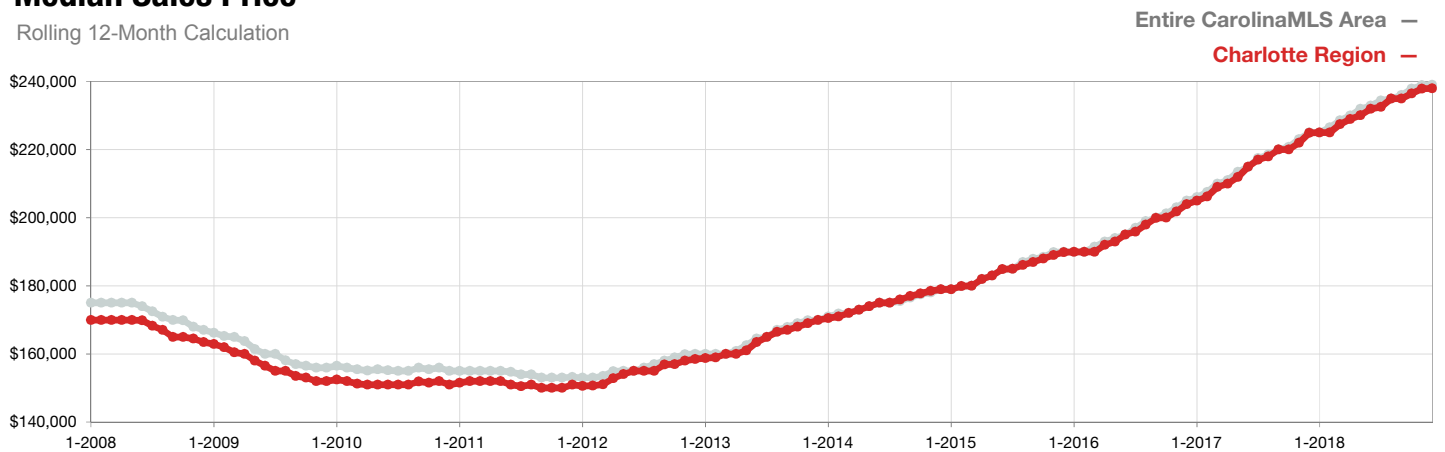
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



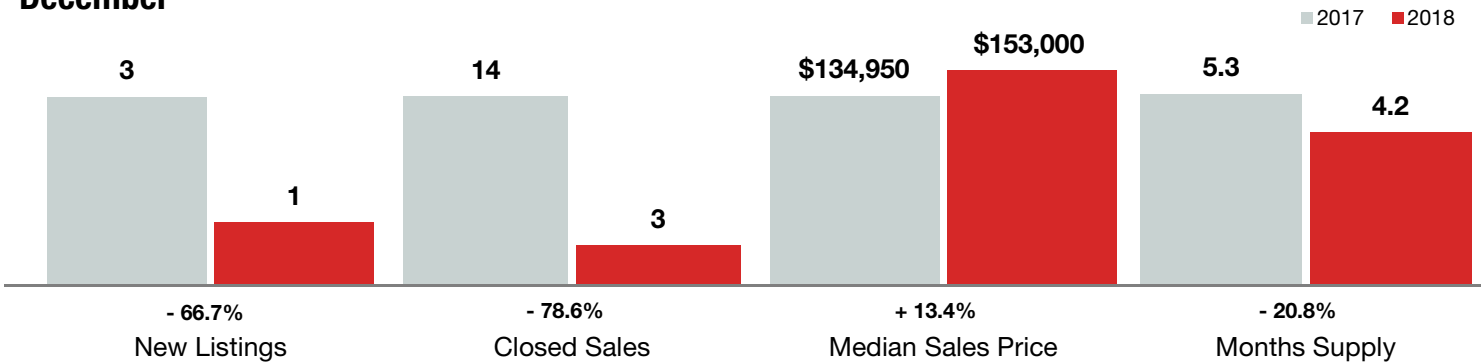
Alexander County

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	3	1	- 66.7%	219	82	- 62.6%
Pending Sales	10	3	- 70.0%	159	57	- 64.2%
Closed Sales	14	3	- 78.6%	163	63	- 61.3%
Median Sales Price*	\$134,950	\$153,000	+ 13.4%	\$147,750	\$153,000	+ 3.6%
Average Sales Price*	\$194,129	\$136,467	- 29.7%	\$182,697	\$197,804	+ 8.3%
Percent of Original List Price Received*	94.5%	96.9%	+ 2.5%	93.5%	92.5%	- 1.1%
List to Close	154	137	- 11.0%	129	140	+ 8.5%
Days on Market Until Sale	103	80	- 22.3%	78	86	+ 10.3%
Cumulative Days on Market Until Sale	155	80	- 48.4%	94	79	- 16.0%
Inventory of Homes for Sale	70	20	- 71.4%	--	--	--
Months Supply of Inventory	5.3	4.2	- 20.8%	--	--	--

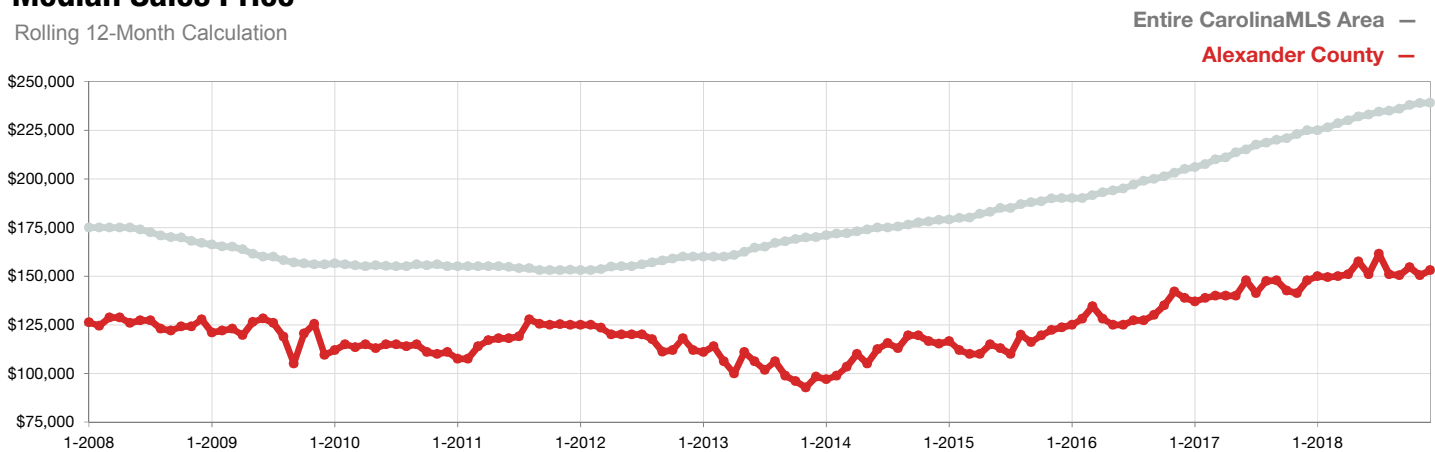
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



Charlotte Regional Realtor® Association

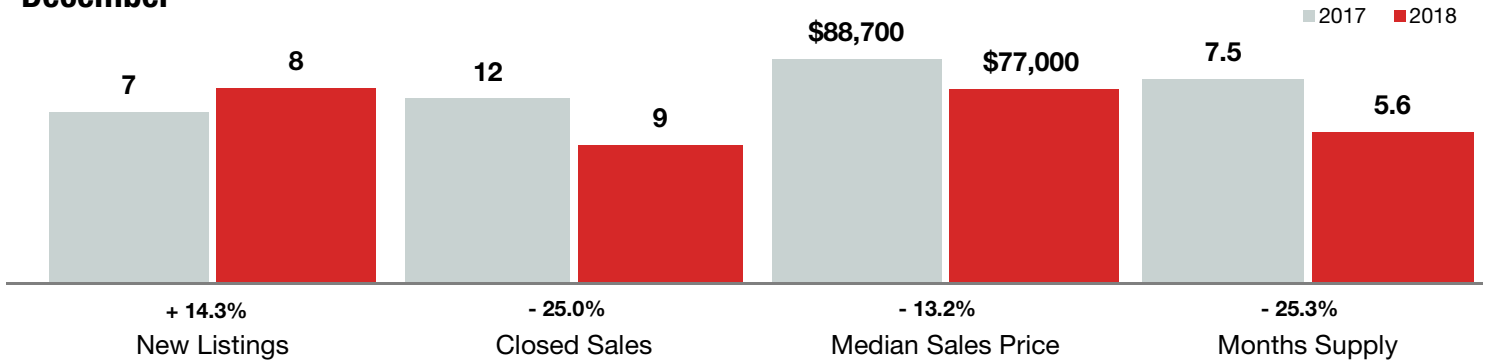
Anson County

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	7	8	+ 14.3%	176	170	- 3.4%
Pending Sales	6	9	+ 50.0%	142	127	- 10.6%
Closed Sales	12	9	- 25.0%	144	124	- 13.9%
Median Sales Price*	\$88,700	\$77,000	- 13.2%	\$79,500	\$100,000	+ 25.8%
Average Sales Price*	\$83,542	\$148,600	+ 77.9%	\$107,182	\$119,899	+ 11.9%
Percent of Original List Price Received*	86.6%	96.0%	+ 10.9%	88.8%	91.1%	+ 2.6%
List to Close	137	110	- 19.7%	211	190	- 10.0%
Days on Market Until Sale	179	50	- 72.1%	183	150	- 18.0%
Cumulative Days on Market Until Sale	179	50	- 72.1%	191	154	- 19.4%
Inventory of Homes for Sale	89	59	- 33.7%	--	--	--
Months Supply of Inventory	7.5	5.6	- 25.3%	--	--	--

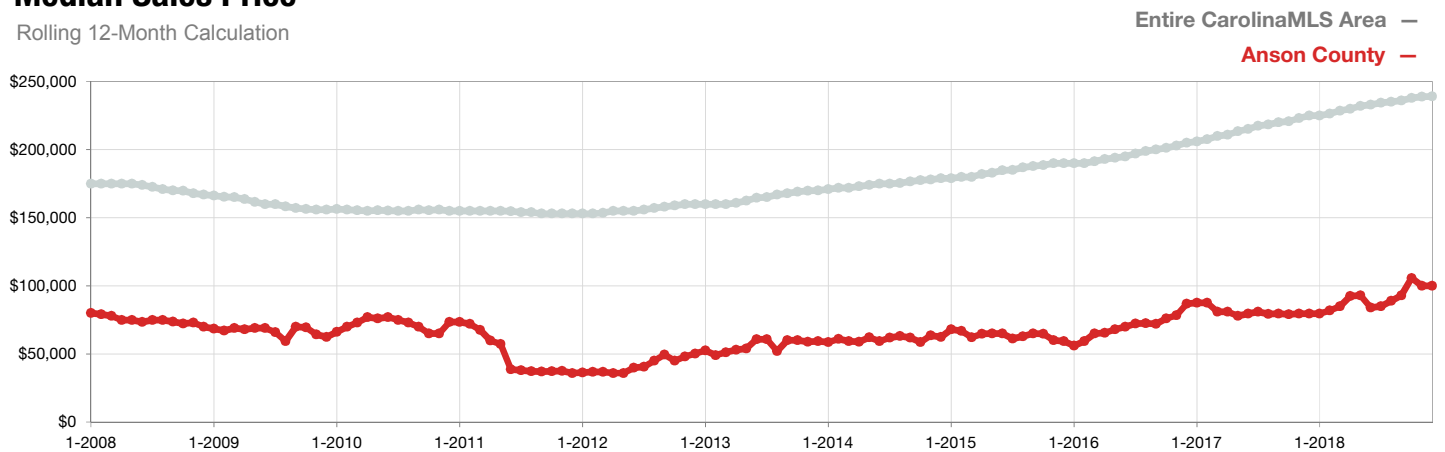
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



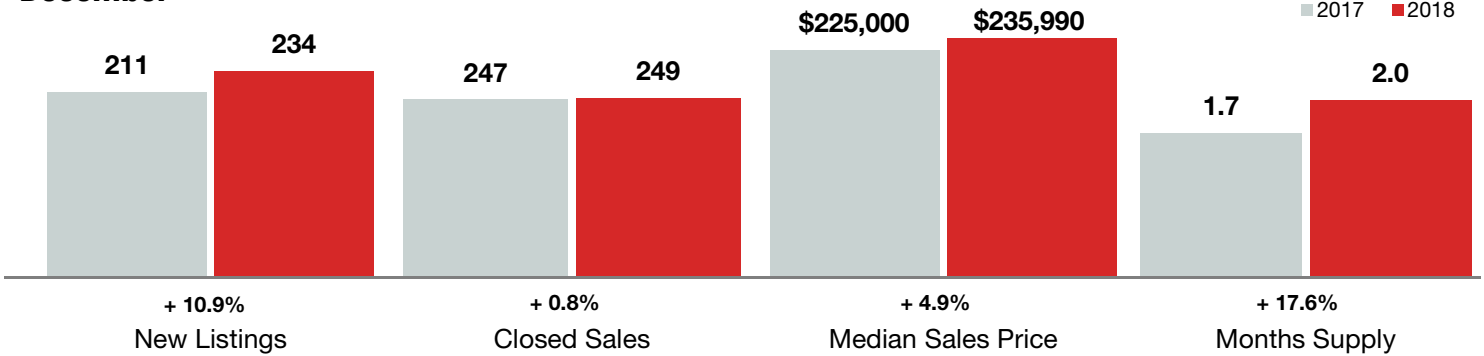
Cabarrus County

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	211	234	+ 10.9%	4,480	4,885	+ 9.0%
Pending Sales	226	248	+ 9.7%	3,740	3,822	+ 2.2%
Closed Sales	247	249	+ 0.8%	3,652	3,808	+ 4.3%
Median Sales Price*	\$225,000	\$235,990	+ 4.9%	\$205,000	\$224,900	+ 9.7%
Average Sales Price*	\$246,094	\$254,469	+ 3.4%	\$226,293	\$246,501	+ 8.9%
Percent of Original List Price Received*	96.9%	96.2%	- 0.7%	97.1%	97.1%	0.0%
List to Close	93	92	- 1.1%	89	89	0.0%
Days on Market Until Sale	33	41	+ 24.2%	37	35	- 5.4%
Cumulative Days on Market Until Sale	41	49	+ 19.5%	45	42	- 6.7%
Inventory of Homes for Sale	517	649	+ 25.5%	--	--	--
Months Supply of Inventory	1.7	2.0	+ 17.6%	--	--	--

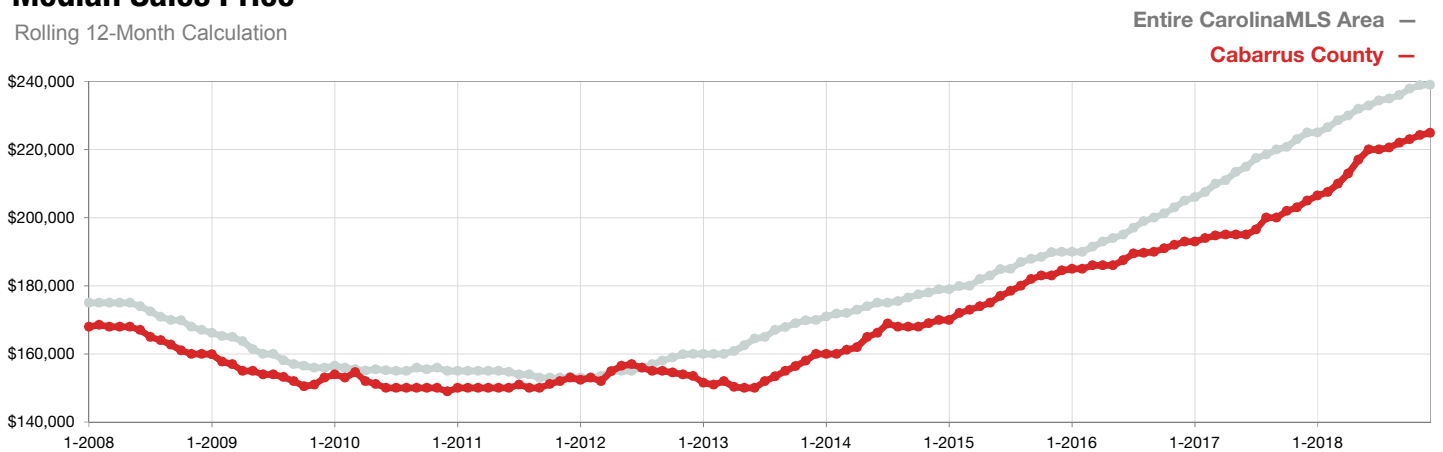
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



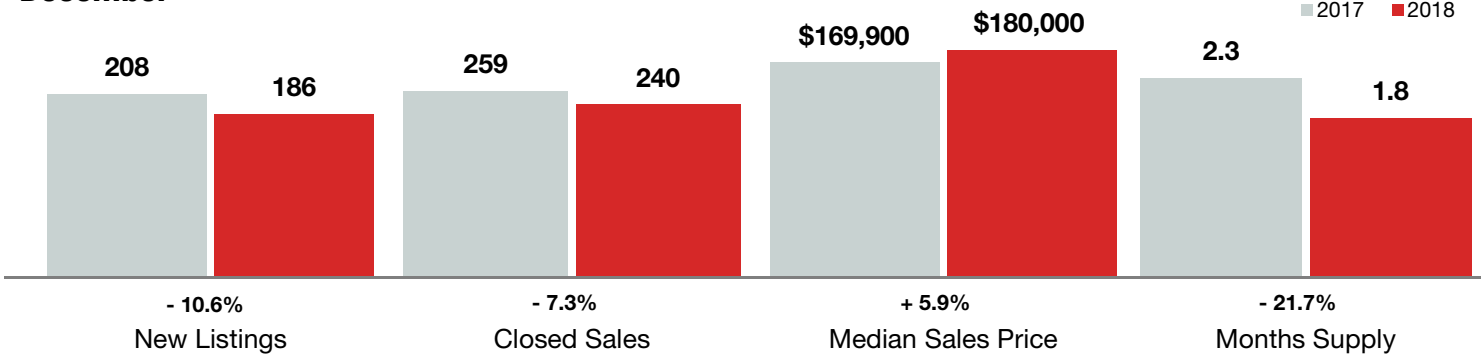
Gaston County

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	208	186	- 10.6%	3,822	3,997	+ 4.6%
Pending Sales	187	215	+ 15.0%	3,257	3,375	+ 3.6%
Closed Sales	259	240	- 7.3%	3,261	3,323	+ 1.9%
Median Sales Price*	\$169,900	\$180,000	+ 5.9%	\$164,945	\$180,000	+ 9.1%
Average Sales Price*	\$206,000	\$202,303	- 1.8%	\$187,077	\$197,038	+ 5.3%
Percent of Original List Price Received*	96.2%	95.6%	- 0.6%	96.8%	96.9%	+ 0.1%
List to Close	98	99	+ 1.0%	102	92	- 9.8%
Days on Market Until Sale	40	42	+ 5.0%	47	39	- 17.0%
Cumulative Days on Market Until Sale	45	49	+ 8.9%	54	45	- 16.7%
Inventory of Homes for Sale	622	516	- 17.0%	--	--	--
Months Supply of Inventory	2.3	1.8	- 21.7%	--	--	--

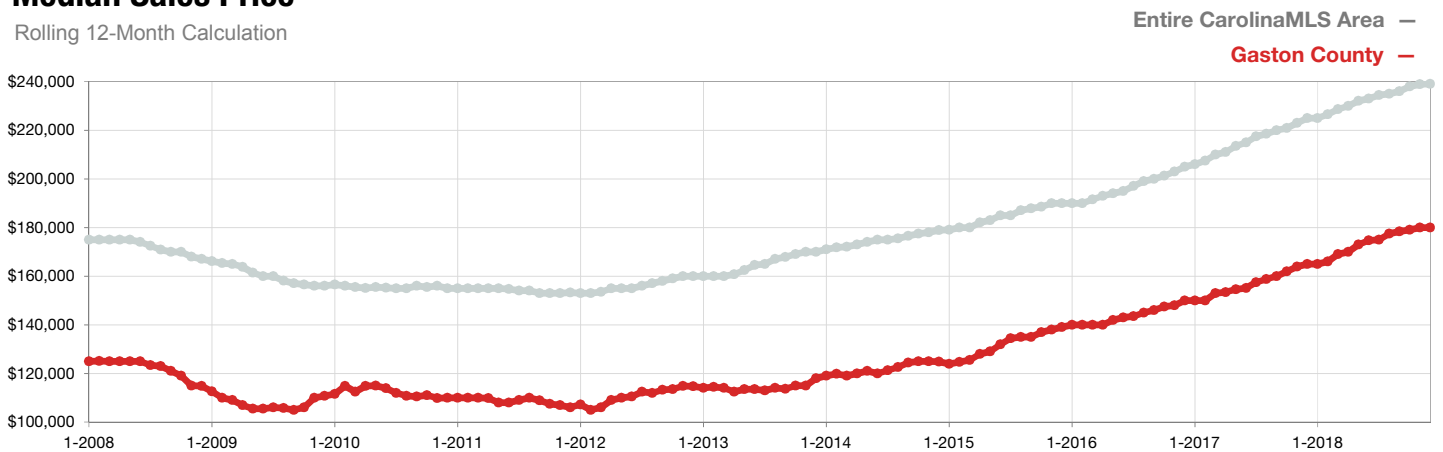
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



Charlotte Regional Realtor® Association

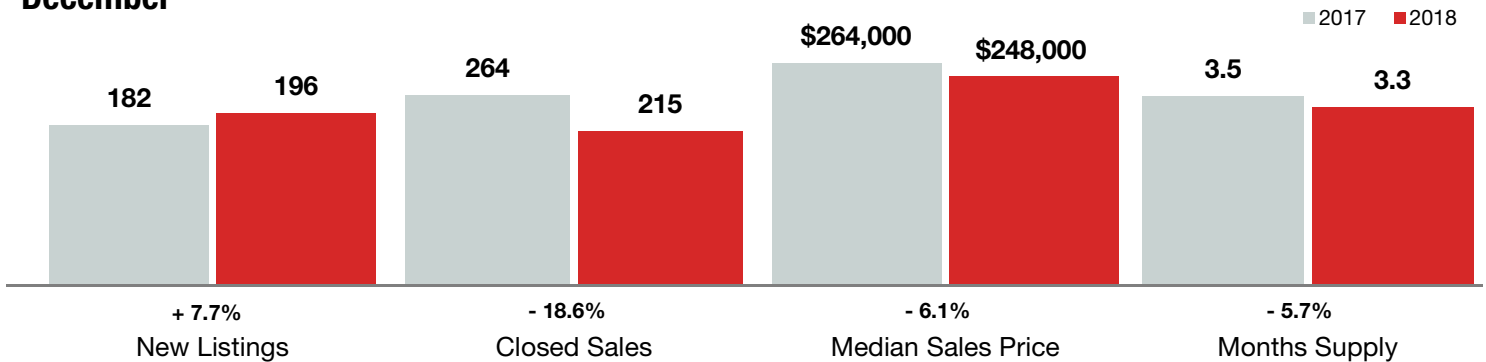
Iredell County

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	182	196	+ 7.7%	4,208	4,277	+ 1.6%
Pending Sales	193	177	- 8.3%	3,138	3,224	+ 2.7%
Closed Sales	264	215	- 18.6%	3,128	3,168	+ 1.3%
Median Sales Price*	\$264,000	\$248,000	- 6.1%	\$244,000	\$254,500	+ 4.3%
Average Sales Price*	\$314,973	\$310,804	- 1.3%	\$307,389	\$320,376	+ 4.2%
Percent of Original List Price Received*	95.3%	95.9%	+ 0.6%	95.2%	95.8%	+ 0.6%
List to Close	129	115	- 10.9%	117	112	- 4.3%
Days on Market Until Sale	72	62	- 13.9%	67	62	- 7.5%
Cumulative Days on Market Until Sale	88	71	- 19.3%	81	75	- 7.4%
Inventory of Homes for Sale	911	880	- 3.4%	--	--	--
Months Supply of Inventory	3.5	3.3	- 5.7%	--	--	--

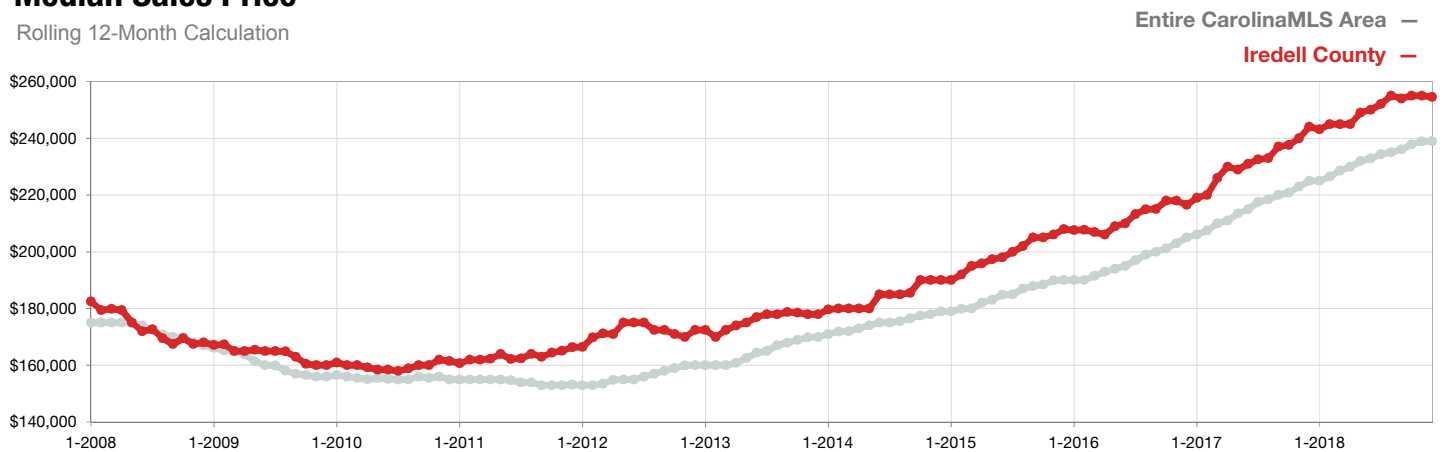
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



Charlotte Regional Realtor® Association

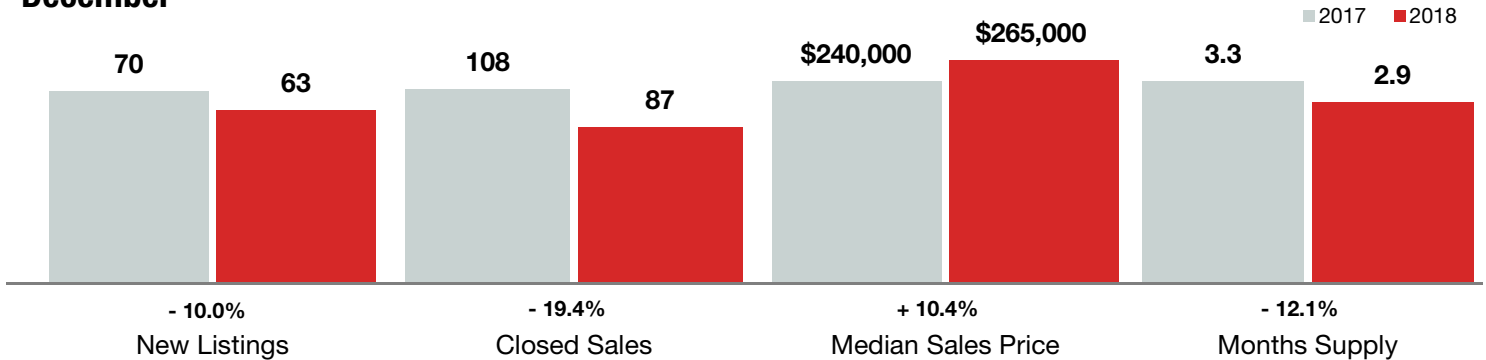
Lincoln County

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	70	63	- 10.0%	1,811	1,759	- 2.9%
Pending Sales	63	70	+ 11.1%	1,435	1,344	- 6.3%
Closed Sales	108	87	- 19.4%	1,427	1,324	- 7.2%
Median Sales Price*	\$240,000	\$265,000	+ 10.4%	\$255,000	\$266,000	+ 4.3%
Average Sales Price*	\$255,908	\$293,798	+ 14.8%	\$288,662	\$294,036	+ 1.9%
Percent of Original List Price Received*	95.2%	93.5%	- 1.8%	96.1%	95.4%	- 0.7%
List to Close	125	124	- 0.8%	114	114	0.0%
Days on Market Until Sale	69	68	- 1.4%	59	60	+ 1.7%
Cumulative Days on Market Until Sale	82	72	- 12.2%	70	70	0.0%
Inventory of Homes for Sale	390	326	- 16.4%	--	--	--
Months Supply of Inventory	3.3	2.9	- 12.1%	--	--	--

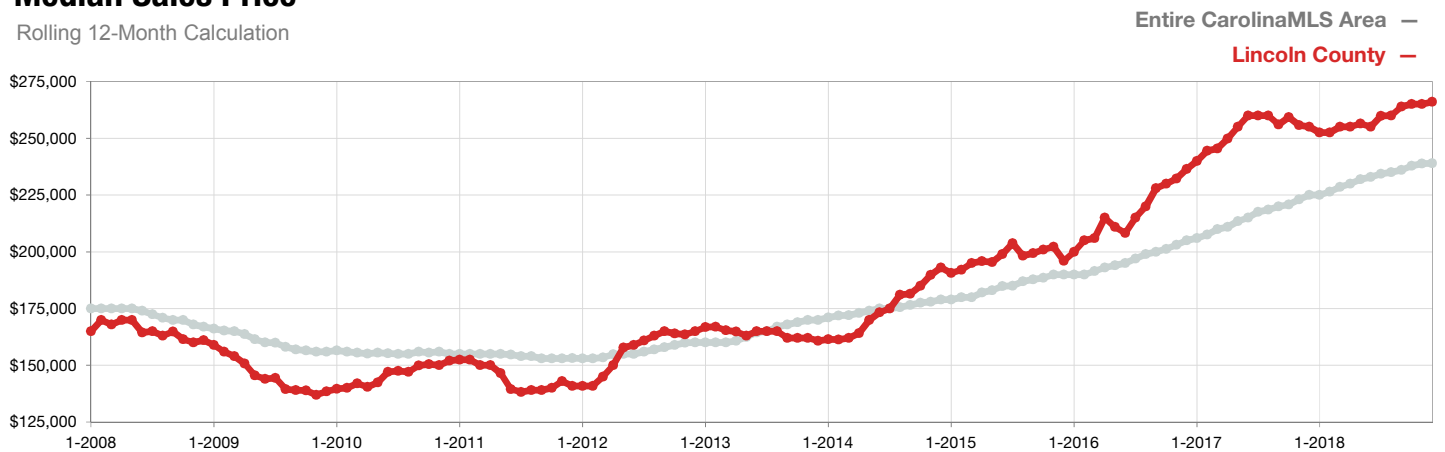
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



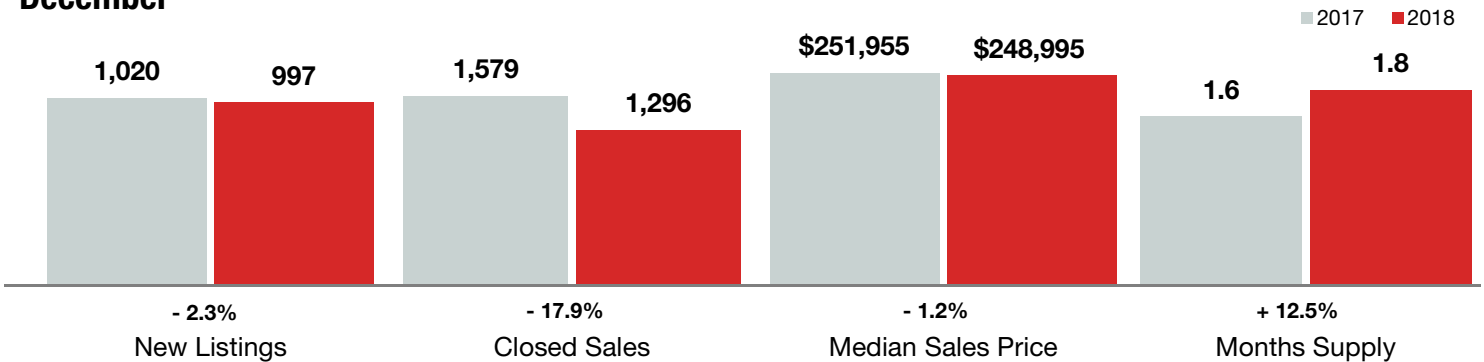
Mecklenburg County

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	1,020	997	- 2.3%	24,938	24,485	- 1.8%
Pending Sales	1,125	1,114	- 1.0%	20,900	19,857	- 5.0%
Closed Sales	1,579	1,296	- 17.9%	20,990	19,735	- 6.0%
Median Sales Price*	\$251,955	\$248,995	- 1.2%	\$239,900	\$252,000	+ 5.0%
Average Sales Price*	\$311,204	\$310,996	- 0.1%	\$298,196	\$320,075	+ 7.3%
Percent of Original List Price Received*	97.2%	96.6%	- 0.6%	98.0%	97.7%	- 0.3%
List to Close	89	95	+ 6.7%	85	83	- 2.4%
Days on Market Until Sale	37	41	+ 10.8%	32	33	+ 3.1%
Cumulative Days on Market Until Sale	44	48	+ 9.1%	39	39	0.0%
Inventory of Homes for Sale	2,701	2,975	+ 10.1%	--	--	--
Months Supply of Inventory	1.6	1.8	+ 12.5%	--	--	--

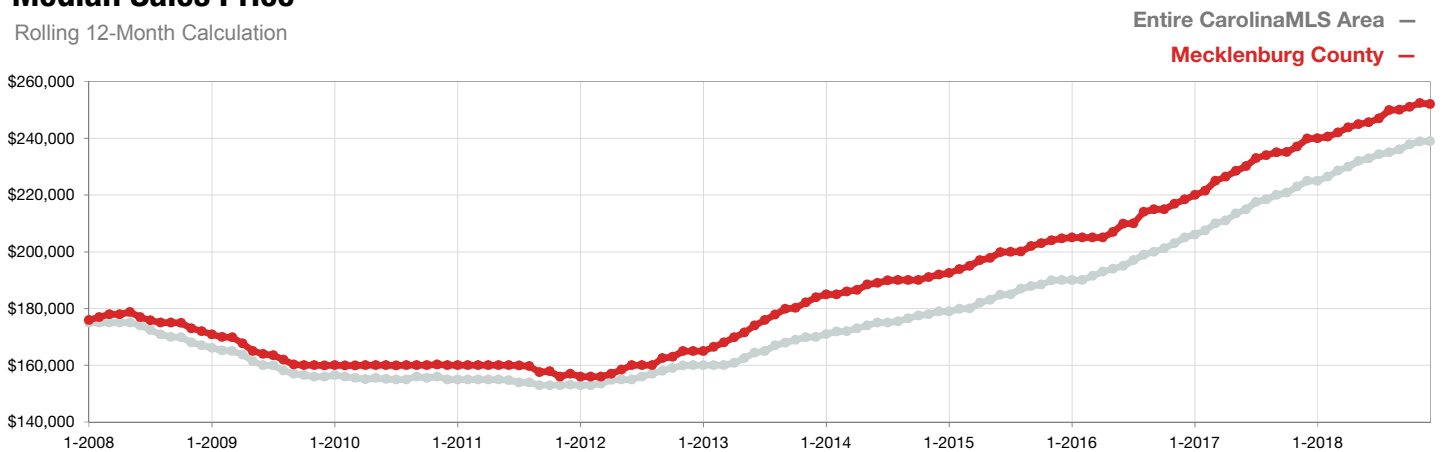
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



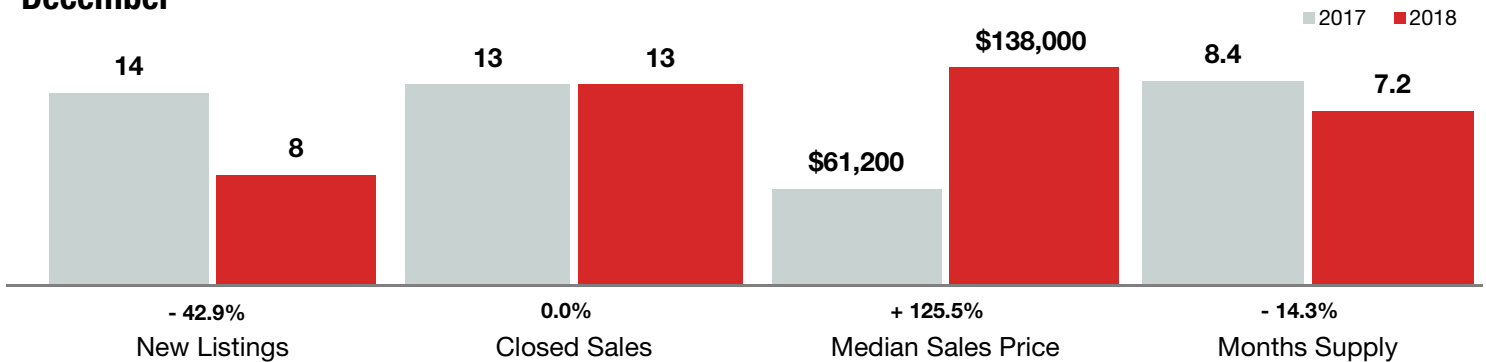
Montgomery County

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	14	8	- 42.9%	335	339	+ 1.2%
Pending Sales	6	7	+ 16.7%	226	225	- 0.4%
Closed Sales	13	13	0.0%	232	222	- 4.3%
Median Sales Price*	\$61,200	\$138,000	+ 125.5%	\$120,000	\$132,000	+ 10.0%
Average Sales Price*	\$91,342	\$240,800	+ 163.6%	\$206,065	\$222,344	+ 7.9%
Percent of Original List Price Received*	88.4%	86.9%	- 1.7%	87.7%	88.2%	+ 0.6%
List to Close	246	199	- 19.1%	216	164	- 24.1%
Days on Market Until Sale	182	150	- 17.6%	182	130	- 28.6%
Cumulative Days on Market Until Sale	182	150	- 17.6%	198	147	- 25.8%
Inventory of Homes for Sale	159	135	- 15.1%	--	--	--
Months Supply of Inventory	8.4	7.2	- 14.3%	--	--	--

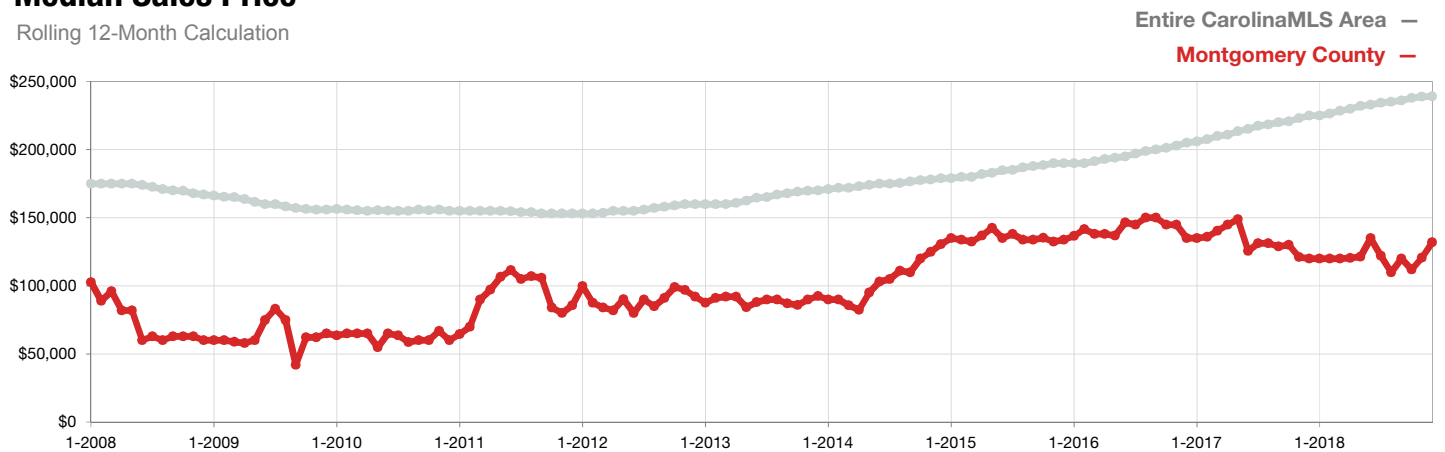
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



Charlotte Regional Realtor® Association

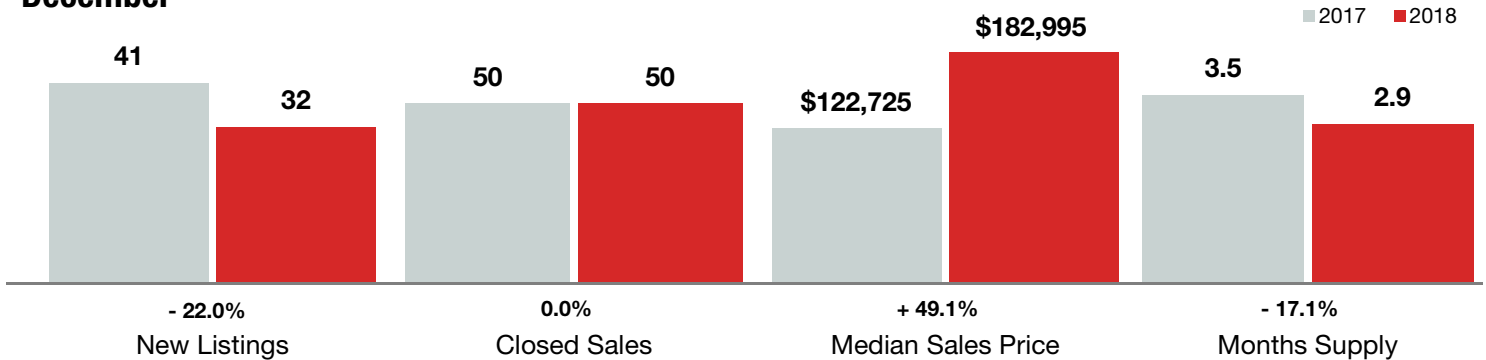
Stanly County

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	41	32	- 22.0%	818	861	+ 5.3%
Pending Sales	37	34	- 8.1%	684	713	+ 4.2%
Closed Sales	50	50	0.0%	688	688	0.0%
Median Sales Price*	\$122,725	\$182,995	+ 49.1%	\$144,990	\$155,000	+ 6.9%
Average Sales Price*	\$135,213	\$209,200	+ 54.7%	\$164,506	\$180,942	+ 10.0%
Percent of Original List Price Received*	91.8%	93.9%	+ 2.3%	93.8%	94.5%	+ 0.7%
List to Close	99	133	+ 34.3%	127	113	- 11.0%
Days on Market Until Sale	55	83	+ 50.9%	76	63	- 17.1%
Cumulative Days on Market Until Sale	61	84	+ 37.7%	88	70	- 20.5%
Inventory of Homes for Sale	197	174	- 11.7%	--	--	--
Months Supply of Inventory	3.5	2.9	- 17.1%	--	--	--

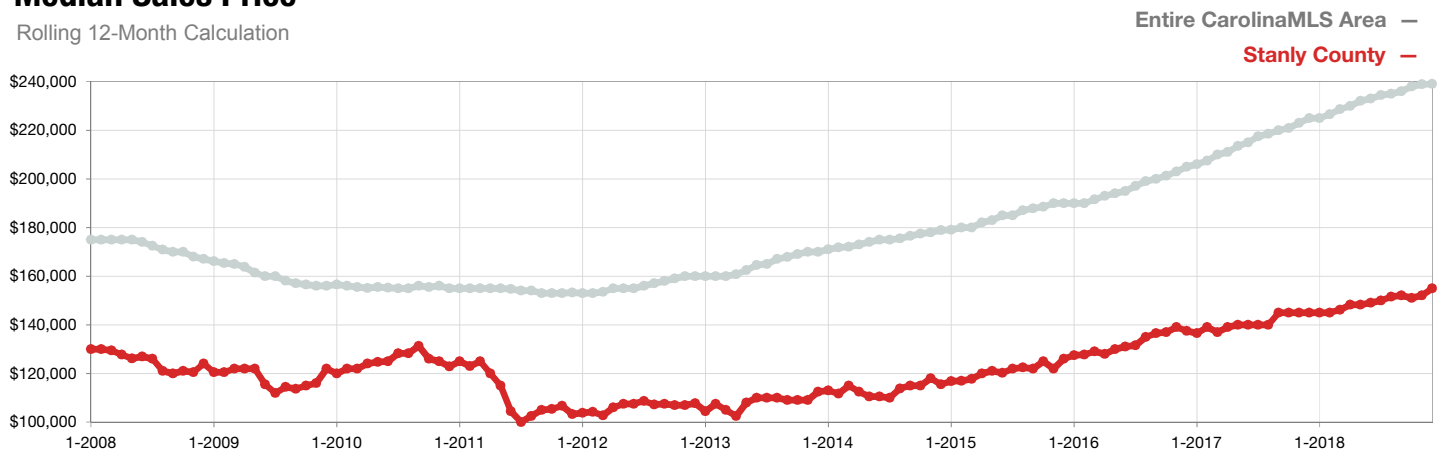
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



Charlotte Regional Realtor® Association

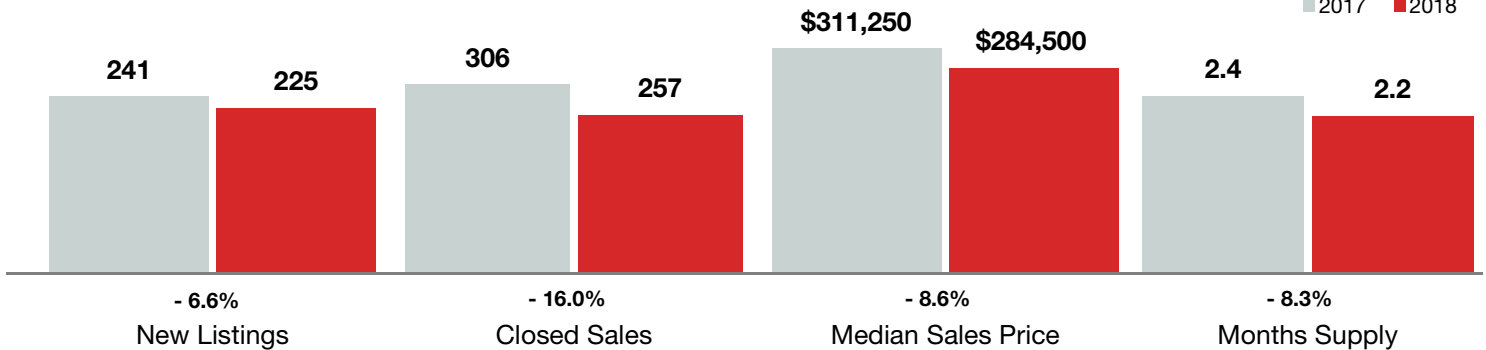
Union County

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	241	225	- 6.6%	5,209	5,235	+ 0.5%
Pending Sales	215	217	+ 0.9%	4,129	4,199	+ 1.7%
Closed Sales	306	257	- 16.0%	4,142	4,168	+ 0.6%
Median Sales Price*	\$311,250	\$284,500	- 8.6%	\$284,000	\$300,000	+ 5.6%
Average Sales Price*	\$353,077	\$327,847	- 7.1%	\$335,807	\$350,726	+ 4.4%
Percent of Original List Price Received*	96.6%	96.4%	- 0.2%	97.3%	97.0%	- 0.3%
List to Close	103	94	- 8.7%	99	96	- 3.0%
Days on Market Until Sale	50	53	+ 6.0%	47	46	- 2.1%
Cumulative Days on Market Until Sale	67	61	- 9.0%	58	57	- 1.7%
Inventory of Homes for Sale	842	759	- 9.9%	--	--	--
Months Supply of Inventory	2.4	2.2	- 8.3%	--	--	--

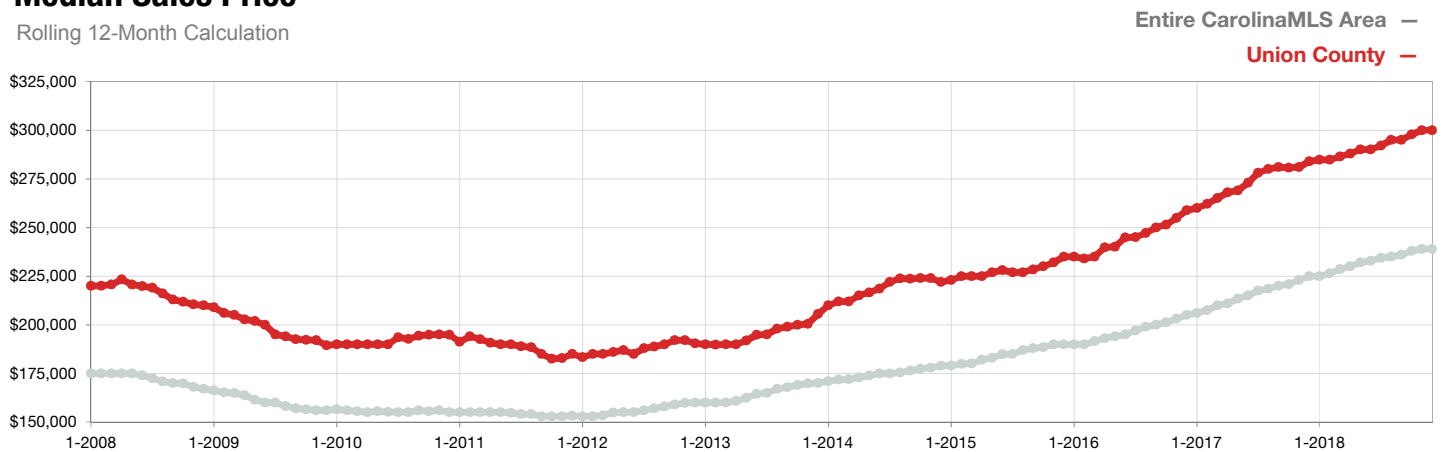
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



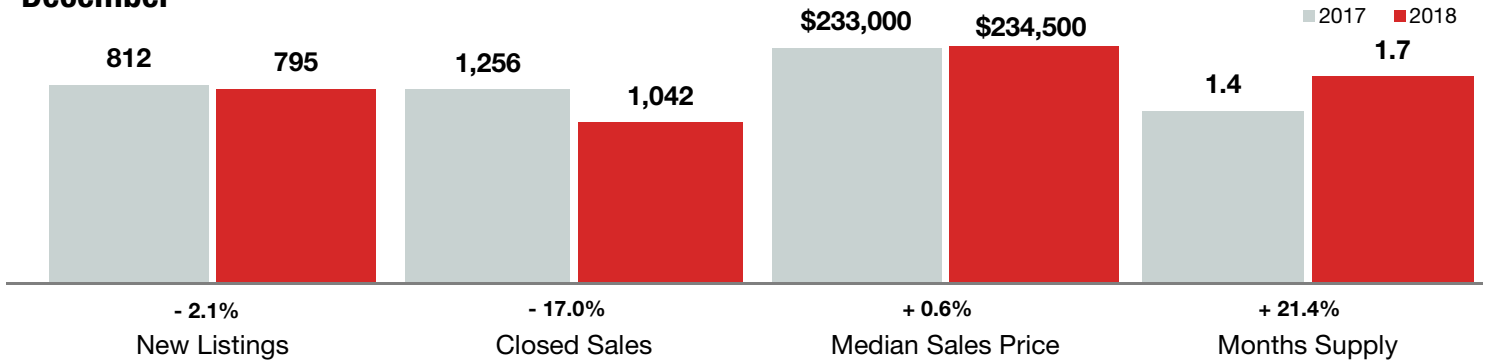
City of Charlotte

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	812	795	- 2.1%	19,738	19,381	- 1.8%
Pending Sales	903	905	+ 0.2%	16,693	15,806	- 5.3%
Closed Sales	1,256	1,042	- 17.0%	16,713	15,708	- 6.0%
Median Sales Price*	\$233,000	\$234,500	+ 0.6%	\$225,000	\$237,500	+ 5.6%
Average Sales Price*	\$299,660	\$297,791	- 0.6%	\$288,252	\$308,734	+ 7.1%
Percent of Original List Price Received*	97.3%	96.7%	- 0.6%	98.1%	97.8%	- 0.3%
List to Close	86	92	+ 7.0%	83	80	- 3.6%
Days on Market Until Sale	33	39	+ 18.2%	30	30	0.0%
Cumulative Days on Market Until Sale	39	44	+ 12.8%	36	36	0.0%
Inventory of Homes for Sale	1,981	2,256	+ 13.9%	--	--	--
Months Supply of Inventory	1.4	1.7	+ 21.4%	--	--	--

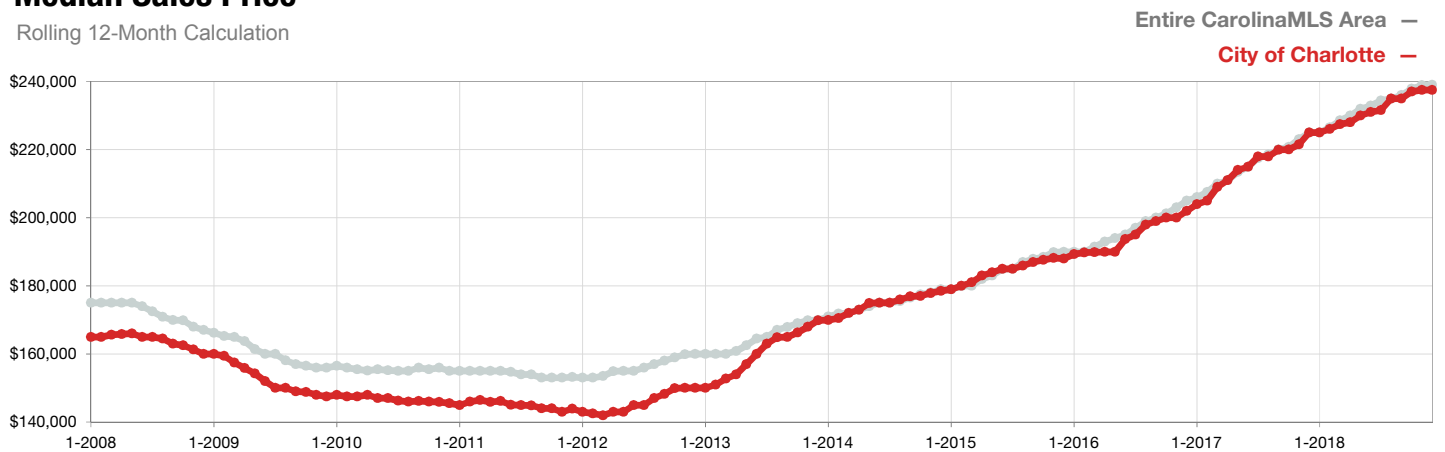
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



Charlotte Regional Realtor® Association

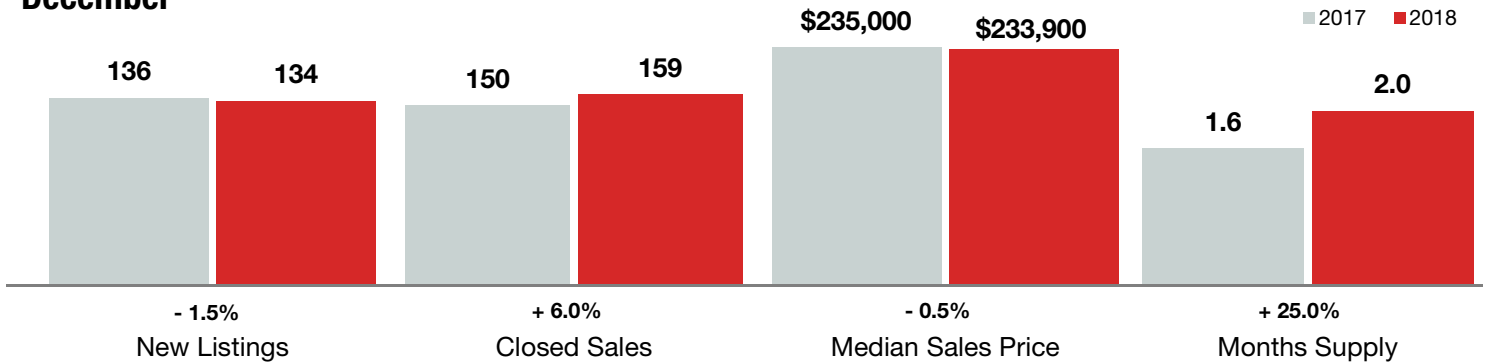
Concord

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	136	134	- 1.5%	2,728	2,868	+ 5.1%
Pending Sales	148	134	- 9.5%	2,265	2,256	- 0.4%
Closed Sales	150	159	+ 6.0%	2,192	2,303	+ 5.1%
Median Sales Price*	\$235,000	\$233,900	- 0.5%	\$204,000	\$222,473	+ 9.1%
Average Sales Price*	\$247,766	\$254,756	+ 2.8%	\$224,696	\$245,455	+ 9.2%
Percent of Original List Price Received*	97.5%	96.2%	- 1.3%	97.4%	97.4%	0.0%
List to Close	98	89	- 9.2%	89	91	+ 2.2%
Days on Market Until Sale	29	37	+ 27.6%	34	33	- 2.9%
Cumulative Days on Market Until Sale	39	46	+ 17.9%	39	40	+ 2.6%
Inventory of Homes for Sale	297	376	+ 26.6%	--	--	--
Months Supply of Inventory	1.6	2.0	+ 25.0%	--	--	--

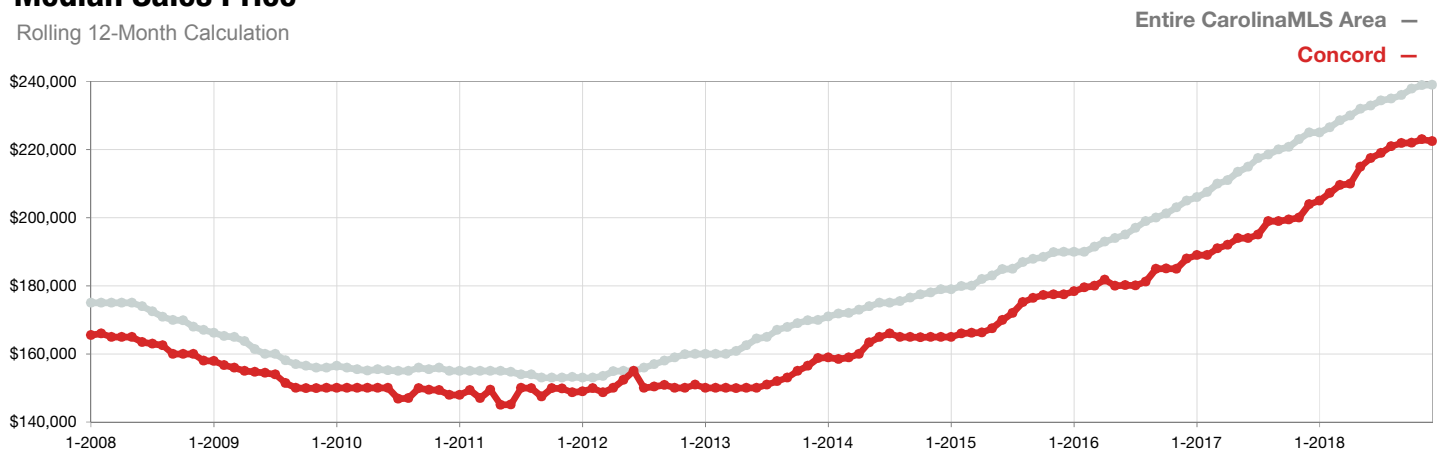
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



Charlotte Regional Realtor® Association

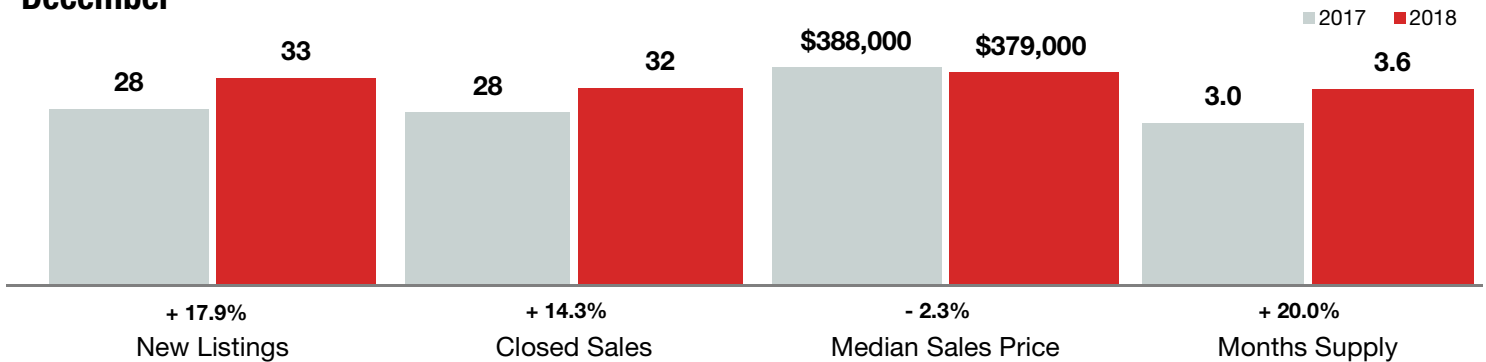
Davidson

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	28	33	+ 17.9%	604	639	+ 5.8%
Pending Sales	24	23	- 4.2%	469	465	- 0.9%
Closed Sales	28	32	+ 14.3%	457	470	+ 2.8%
Median Sales Price*	\$388,000	\$379,000	- 2.3%	\$324,000	\$371,500	+ 14.7%
Average Sales Price*	\$449,773	\$464,045	+ 3.2%	\$402,278	\$443,218	+ 10.2%
Percent of Original List Price Received*	94.3%	94.2%	- 0.1%	96.6%	96.0%	- 0.6%
List to Close	112	122	+ 8.9%	114	116	+ 1.8%
Days on Market Until Sale	66	71	+ 7.6%	64	62	- 3.1%
Cumulative Days on Market Until Sale	68	89	+ 30.9%	78	74	- 5.1%
Inventory of Homes for Sale	117	140	+ 19.7%	--	--	--
Months Supply of Inventory	3.0	3.6	+ 20.0%	--	--	--

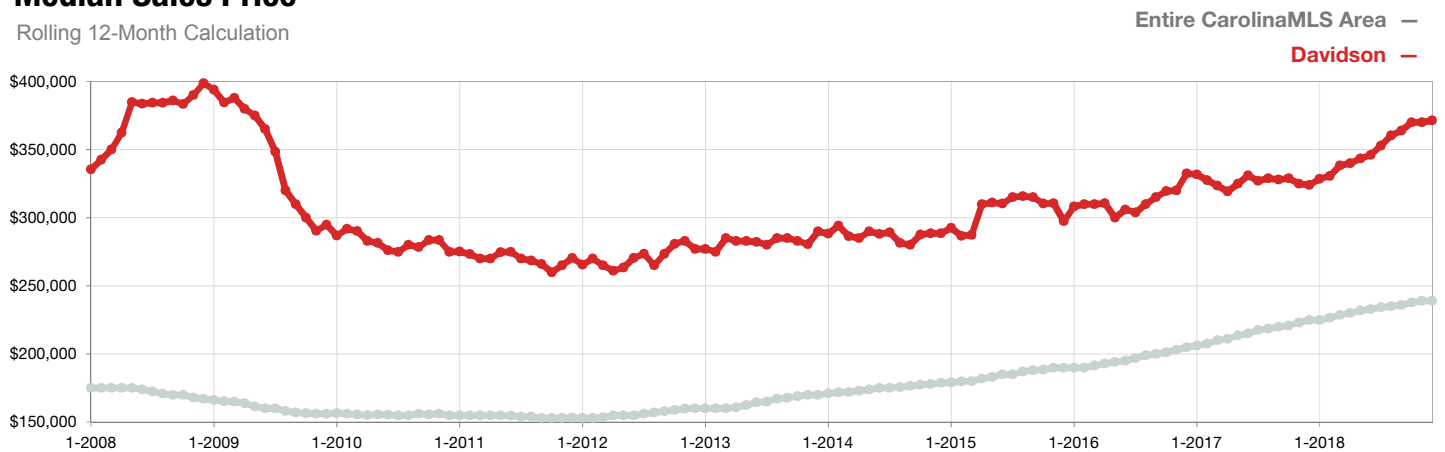
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



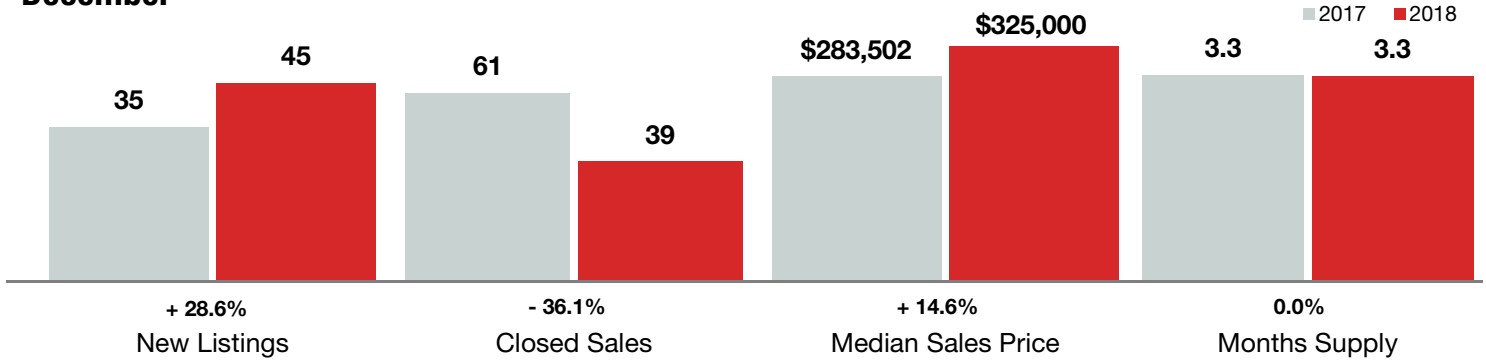
Denver

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	35	45	+ 28.6%	970	958	- 1.2%
Pending Sales	38	34	- 10.5%	771	698	- 9.5%
Closed Sales	61	39	- 36.1%	768	673	- 12.4%
Median Sales Price*	\$283,502	\$325,000	+ 14.6%	\$334,000	\$334,900	+ 0.3%
Average Sales Price*	\$334,386	\$432,751	+ 29.4%	\$376,857	\$378,120	+ 0.3%
Percent of Original List Price Received*	96.4%	94.1%	- 2.4%	96.8%	96.4%	- 0.4%
List to Close	136	139	+ 2.2%	118	119	+ 0.8%
Days on Market Until Sale	77	68	- 11.7%	63	63	0.0%
Cumulative Days on Market Until Sale	99	72	- 27.3%	77	76	- 1.3%
Inventory of Homes for Sale	213	192	- 9.9%	--	--	--
Months Supply of Inventory	3.3	3.3	0.0%	--	--	--

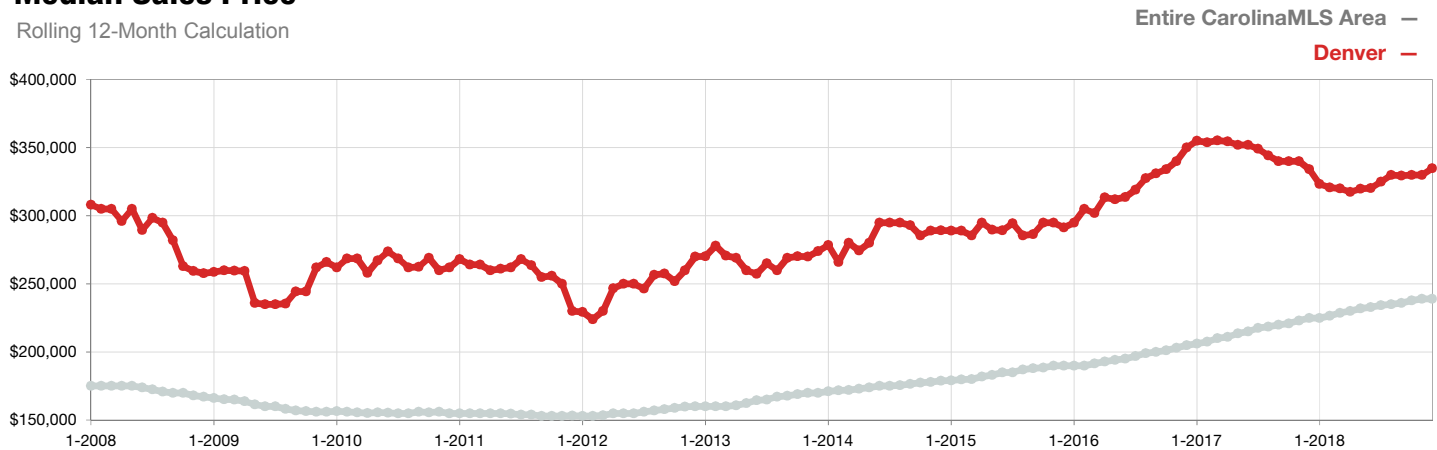
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



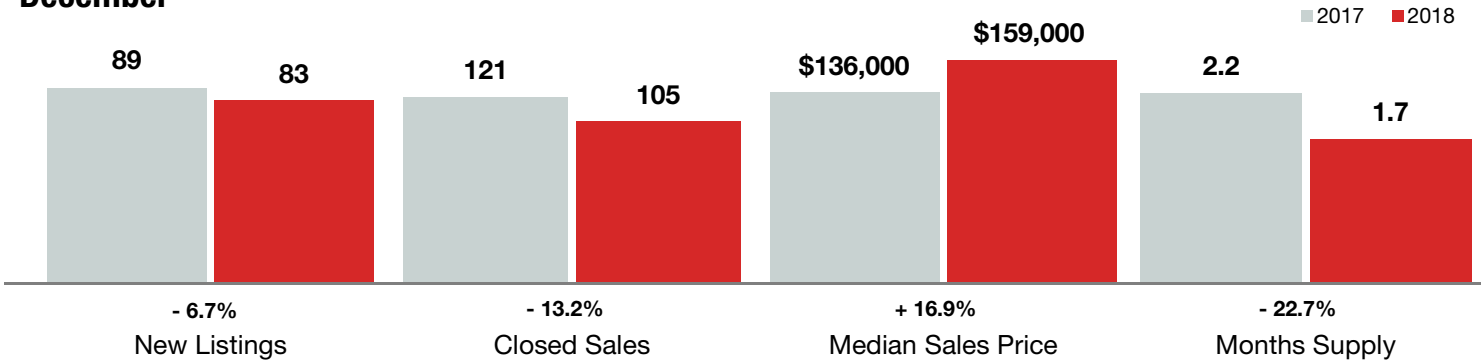
Gastonia

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	89	83	- 6.7%	1,649	1,793	+ 8.7%
Pending Sales	73	98	+ 34.2%	1,425	1,478	+ 3.7%
Closed Sales	121	105	- 13.2%	1,468	1,439	- 2.0%
Median Sales Price*	\$136,000	\$159,000	+ 16.9%	\$155,000	\$165,000	+ 6.5%
Average Sales Price*	\$161,824	\$157,828	- 2.5%	\$166,166	\$173,309	+ 4.3%
Percent of Original List Price Received*	94.9%	94.4%	- 0.5%	96.5%	96.3%	- 0.2%
List to Close	94	91	- 3.2%	100	84	- 16.0%
Days on Market Until Sale	40	37	- 7.5%	47	35	- 25.5%
Cumulative Days on Market Until Sale	48	50	+ 4.2%	53	42	- 20.8%
Inventory of Homes for Sale	260	204	- 21.5%	--	--	--
Months Supply of Inventory	2.2	1.7	- 22.7%	--	--	--

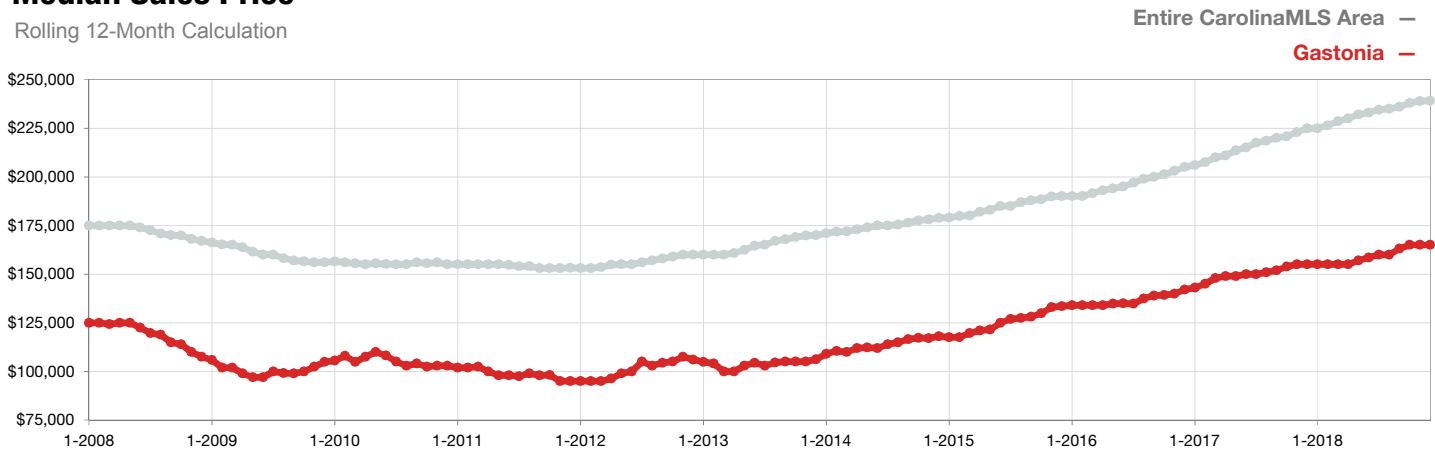
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



Charlotte Regional Realtor® Association

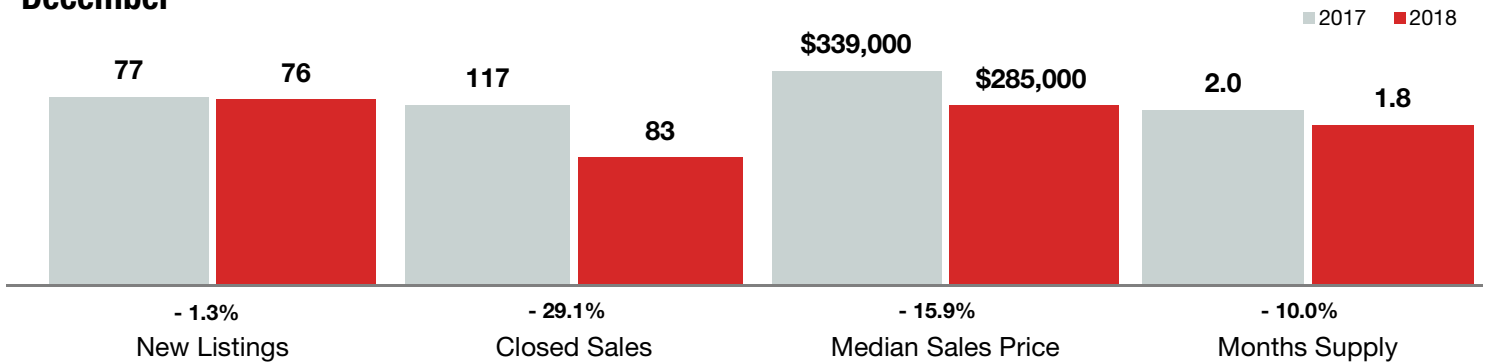
Huntersville

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	77	76	- 1.3%	2,109	2,053	- 2.7%
Pending Sales	85	91	+ 7.1%	1,680	1,649	- 1.8%
Closed Sales	117	83	- 29.1%	1,704	1,647	- 3.3%
Median Sales Price*	\$339,000	\$285,000	- 15.9%	\$296,683	\$313,000	+ 5.5%
Average Sales Price*	\$364,183	\$335,264	- 7.9%	\$320,365	\$339,154	+ 5.9%
Percent of Original List Price Received*	97.1%	97.6%	+ 0.5%	97.9%	97.3%	- 0.6%
List to Close	98	94	- 4.1%	92	94	+ 2.2%
Days on Market Until Sale	48	36	- 25.0%	39	43	+ 10.3%
Cumulative Days on Market Until Sale	65	46	- 29.2%	48	51	+ 6.3%
Inventory of Homes for Sale	282	253	- 10.3%	--	--	--
Months Supply of Inventory	2.0	1.8	- 10.0%	--	--	--

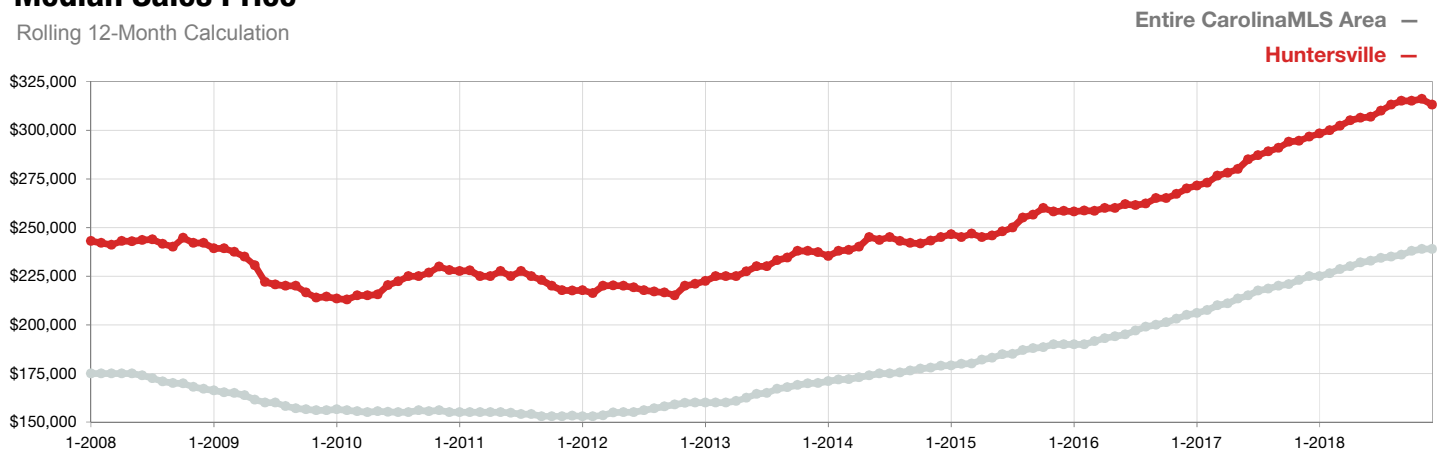
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



Charlotte Regional Realtor® Association

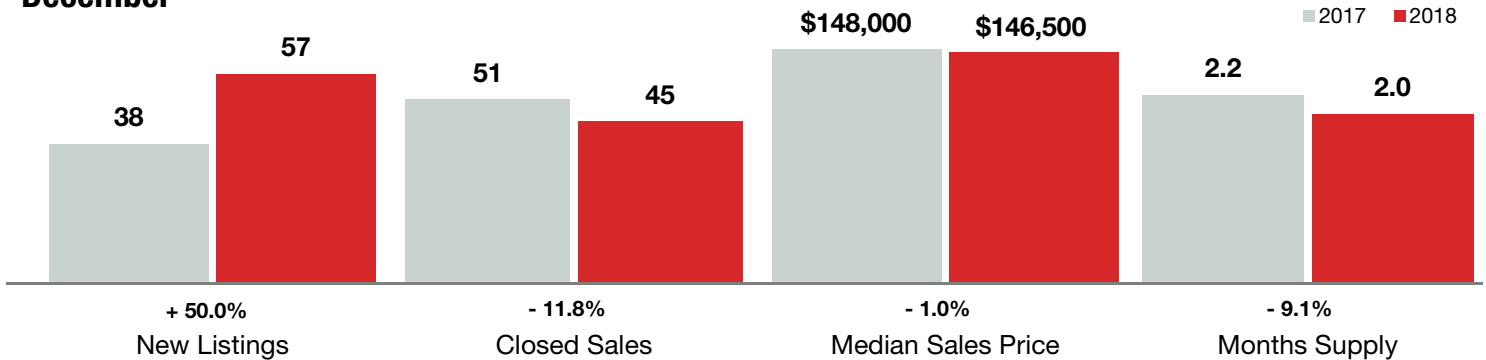
Kannapolis

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	38	57	+ 50.0%	910	963	+ 5.8%
Pending Sales	41	62	+ 51.2%	754	812	+ 7.7%
Closed Sales	51	45	- 11.8%	761	785	+ 3.2%
Median Sales Price*	\$148,000	\$146,500	- 1.0%	\$133,360	\$151,800	+ 13.8%
Average Sales Price*	\$155,059	\$148,382	- 4.3%	\$146,035	\$163,400	+ 11.9%
Percent of Original List Price Received*	95.6%	94.7%	- 0.9%	95.7%	95.8%	+ 0.1%
List to Close	82	73	- 11.0%	90	80	- 11.1%
Days on Market Until Sale	34	35	+ 2.9%	44	36	- 18.2%
Cumulative Days on Market Until Sale	41	35	- 14.6%	51	42	- 17.6%
Inventory of Homes for Sale	136	132	- 2.9%	--	--	--
Months Supply of Inventory	2.2	2.0	- 9.1%	--	--	--

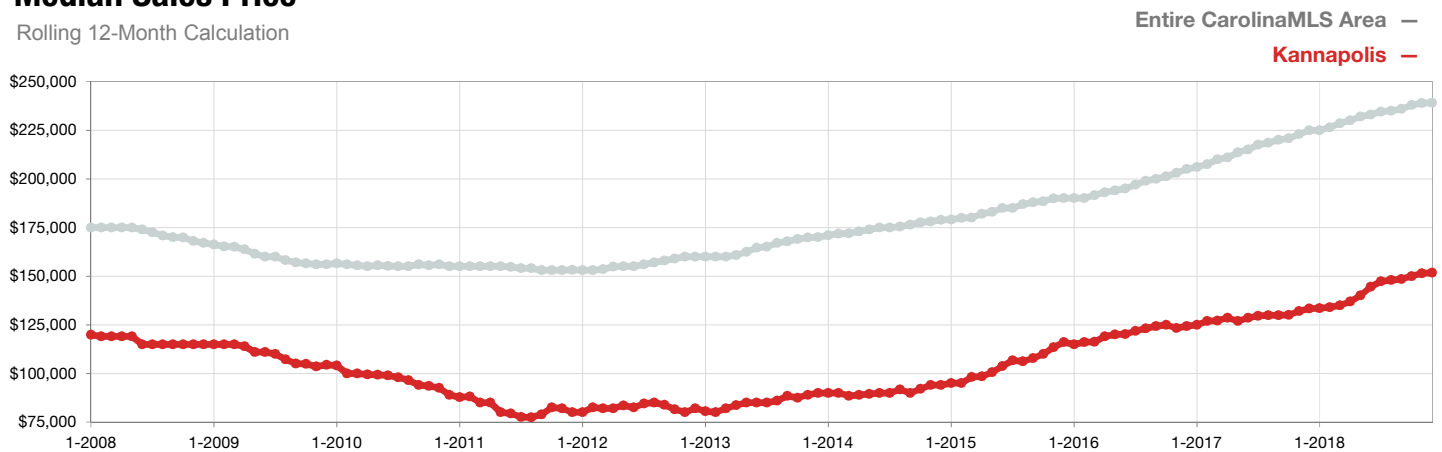
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



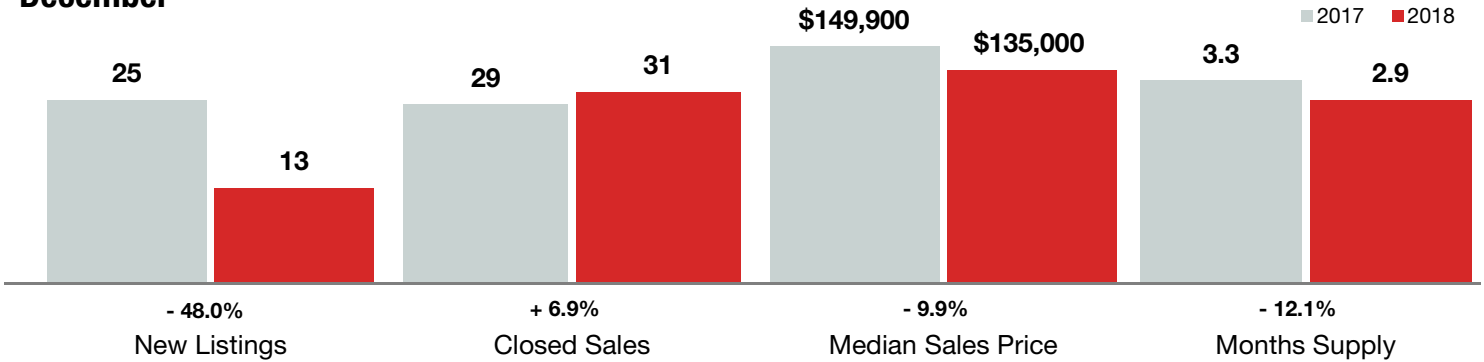
Lincolnton

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	25	13	- 48.0%	543	515	- 5.2%
Pending Sales	21	24	+ 14.3%	430	411	- 4.4%
Closed Sales	29	31	+ 6.9%	420	421	+ 0.2%
Median Sales Price*	\$149,900	\$135,000	- 9.9%	\$155,500	\$164,000	+ 5.5%
Average Sales Price*	\$139,883	\$156,043	+ 11.6%	\$172,028	\$185,689	+ 7.9%
Percent of Original List Price Received*	92.0%	94.9%	+ 3.2%	95.0%	94.6%	- 0.4%
List to Close	124	103	- 16.9%	114	114	0.0%
Days on Market Until Sale	79	61	- 22.8%	56	57	+ 1.8%
Cumulative Days on Market Until Sale	82	65	- 20.7%	66	63	- 4.5%
Inventory of Homes for Sale	117	101	- 13.7%	--	--	--
Months Supply of Inventory	3.3	2.9	- 12.1%	--	--	--

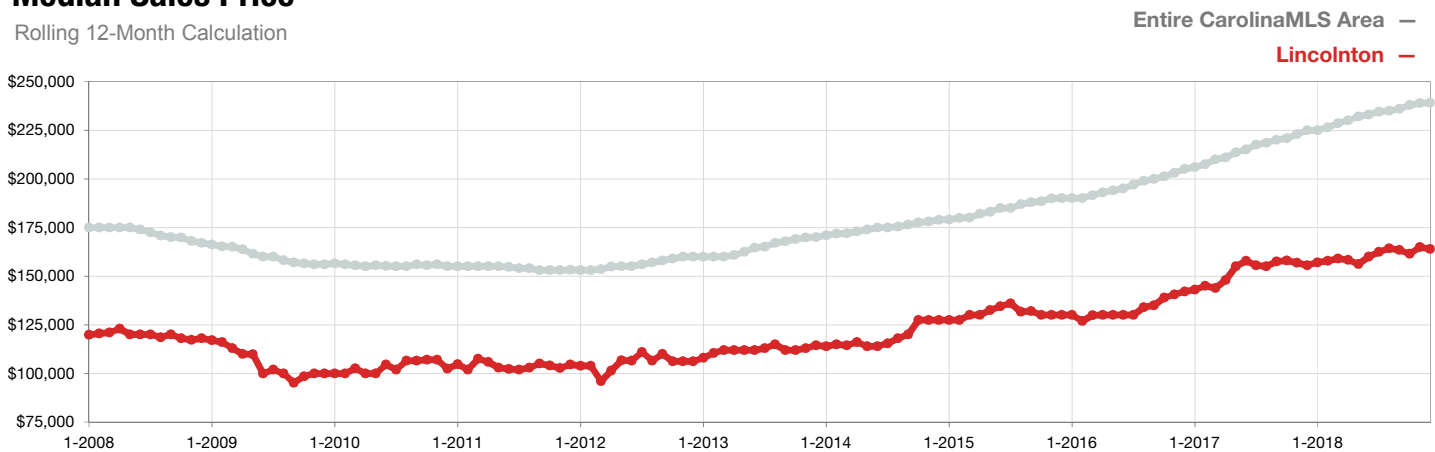
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



Charlotte Regional Realtor® Association

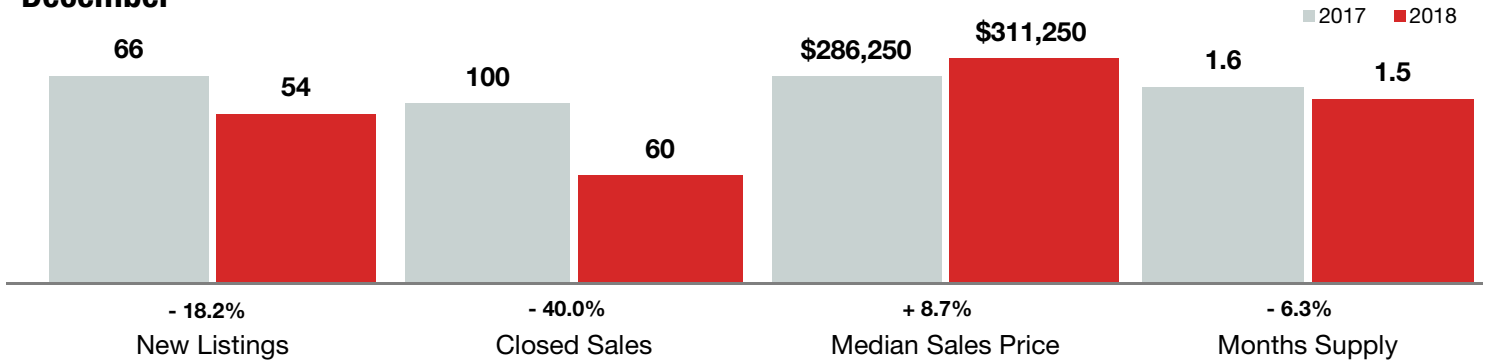
Matthews

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	66	54	- 18.2%	1,520	1,363	- 10.3%
Pending Sales	63	61	- 3.2%	1,235	1,117	- 9.6%
Closed Sales	100	60	- 40.0%	1,248	1,103	- 11.6%
Median Sales Price*	\$286,250	\$311,250	+ 8.7%	\$278,250	\$295,000	+ 6.0%
Average Sales Price*	\$317,164	\$338,995	+ 6.9%	\$314,730	\$325,210	+ 3.3%
Percent of Original List Price Received*	95.9%	95.7%	- 0.2%	97.7%	97.5%	- 0.2%
List to Close	93	85	- 8.6%	82	77	- 6.1%
Days on Market Until Sale	49	41	- 16.3%	36	34	- 5.6%
Cumulative Days on Market Until Sale	61	56	- 8.2%	46	43	- 6.5%
Inventory of Homes for Sale	167	142	- 15.0%	--	--	--
Months Supply of Inventory	1.6	1.5	- 6.3%	--	--	--

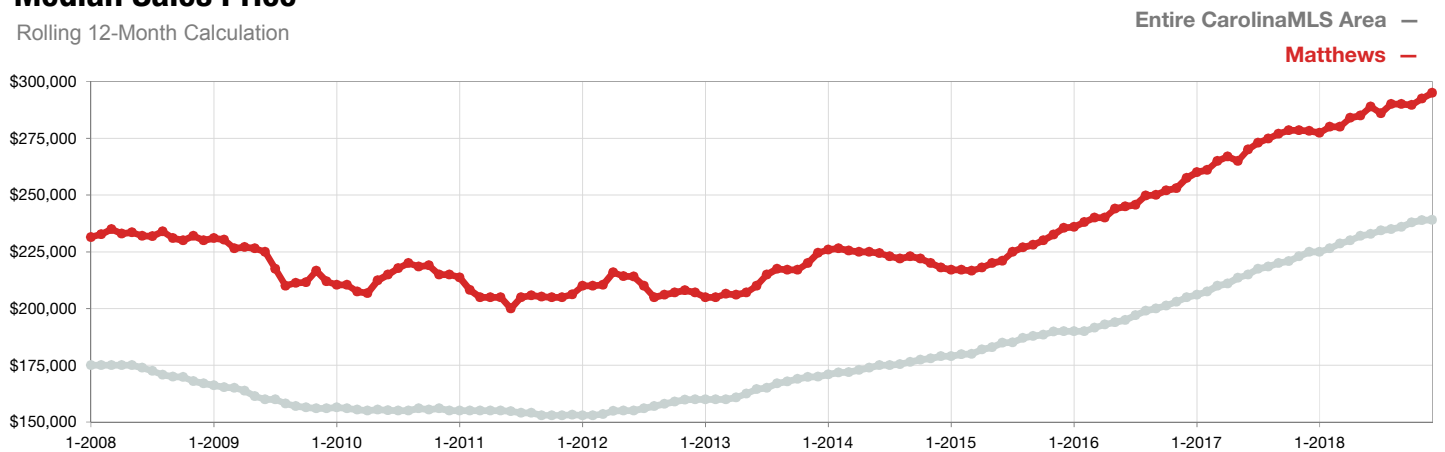
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



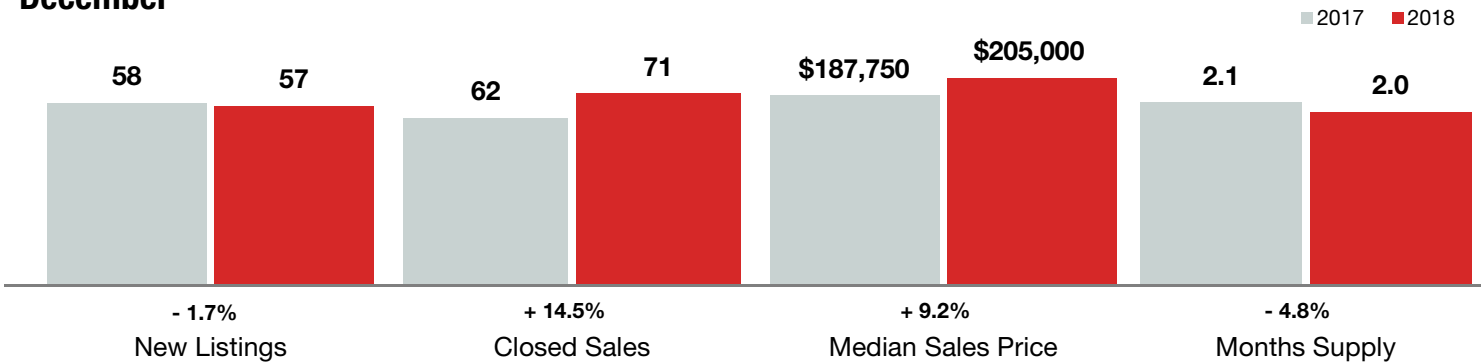
Monroe

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	58	57	- 1.7%	1,152	1,270	+ 10.2%
Pending Sales	59	58	- 1.7%	1,011	1,038	+ 2.7%
Closed Sales	62	71	+ 14.5%	1,015	1,025	+ 1.0%
Median Sales Price*	\$187,750	\$205,000	+ 9.2%	\$186,000	\$204,000	+ 9.7%
Average Sales Price*	\$208,782	\$209,144	+ 0.2%	\$206,774	\$222,220	+ 7.5%
Percent of Original List Price Received*	96.7%	97.3%	+ 0.6%	97.1%	97.0%	- 0.1%
List to Close	76	70	- 7.9%	86	78	- 9.3%
Days on Market Until Sale	36	33	- 8.3%	40	33	- 17.5%
Cumulative Days on Market Until Sale	46	46	0.0%	47	39	- 17.0%
Inventory of Homes for Sale	177	172	- 2.8%	--	--	--
Months Supply of Inventory	2.1	2.0	- 4.8%	--	--	--

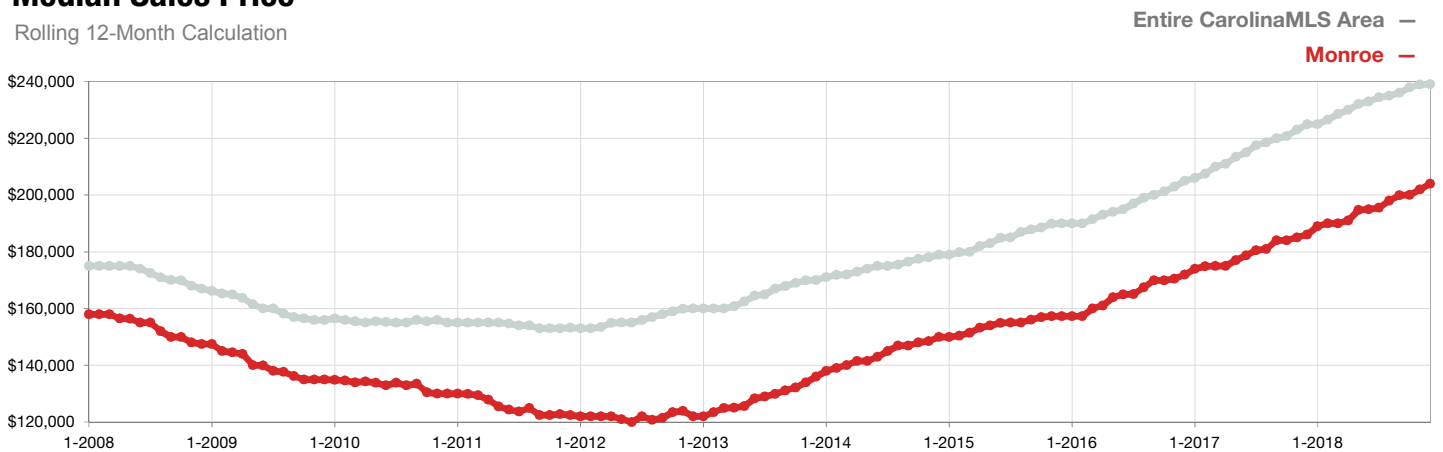
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



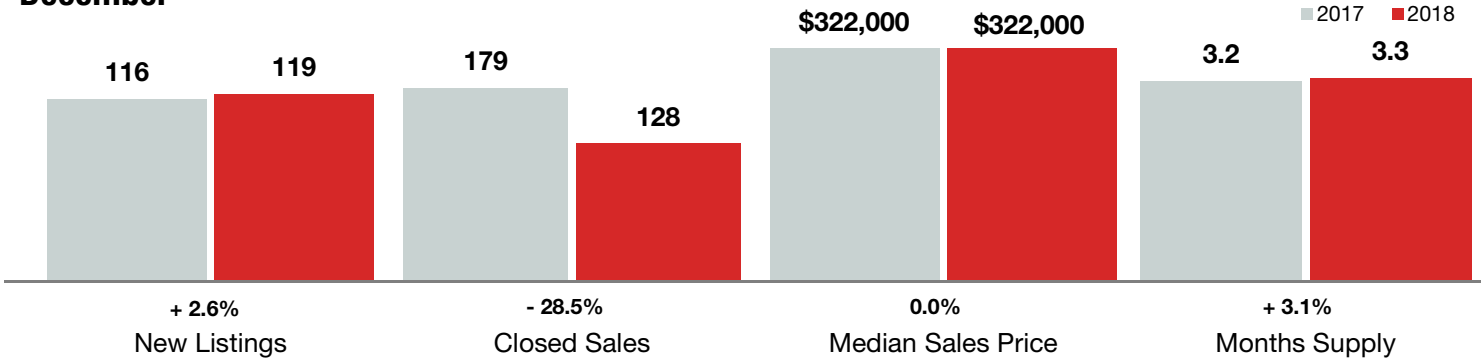
Mooreville

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	116	119	+ 2.6%	2,719	2,745	+ 1.0%
Pending Sales	129	118	- 8.5%	2,027	2,031	+ 0.2%
Closed Sales	179	128	- 28.5%	2,008	1,994	- 0.7%
Median Sales Price*	\$322,000	\$322,000	0.0%	\$287,000	\$300,000	+ 4.5%
Average Sales Price*	\$374,030	\$392,890	+ 5.0%	\$371,827	\$391,996	+ 5.4%
Percent of Original List Price Received*	95.3%	96.5%	+ 1.3%	95.9%	96.1%	+ 0.2%
List to Close	130	114	- 12.3%	116	113	- 2.6%
Days on Market Until Sale	74	62	- 16.2%	65	62	- 4.6%
Cumulative Days on Market Until Sale	95	77	- 18.9%	80	76	- 5.0%
Inventory of Homes for Sale	544	553	+ 1.7%	--	--	--
Months Supply of Inventory	3.2	3.3	+ 3.1%	--	--	--

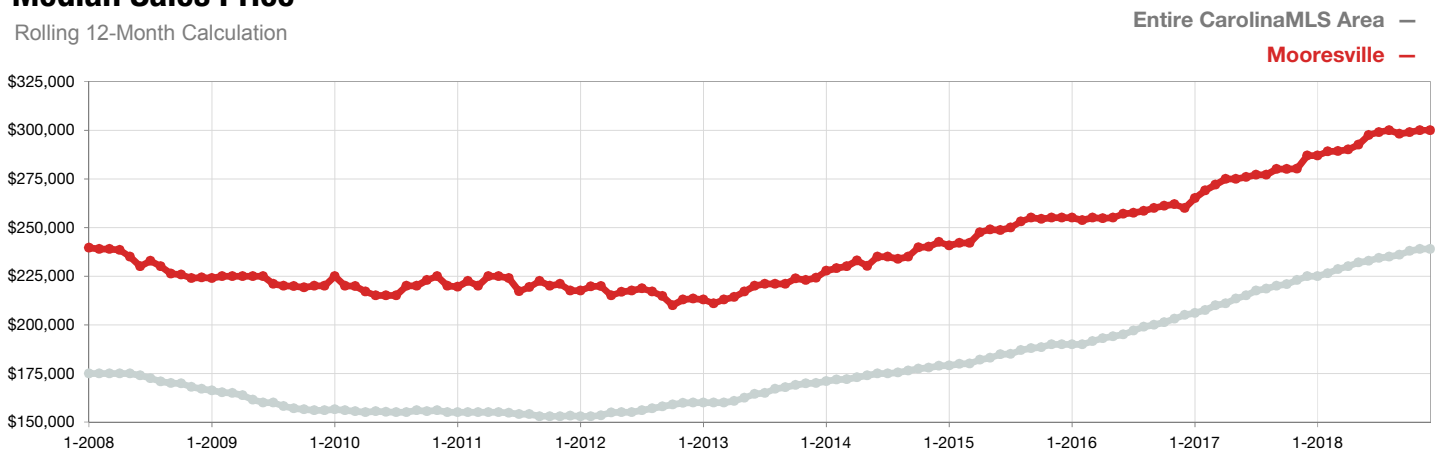
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



Charlotte Regional Realtor® Association

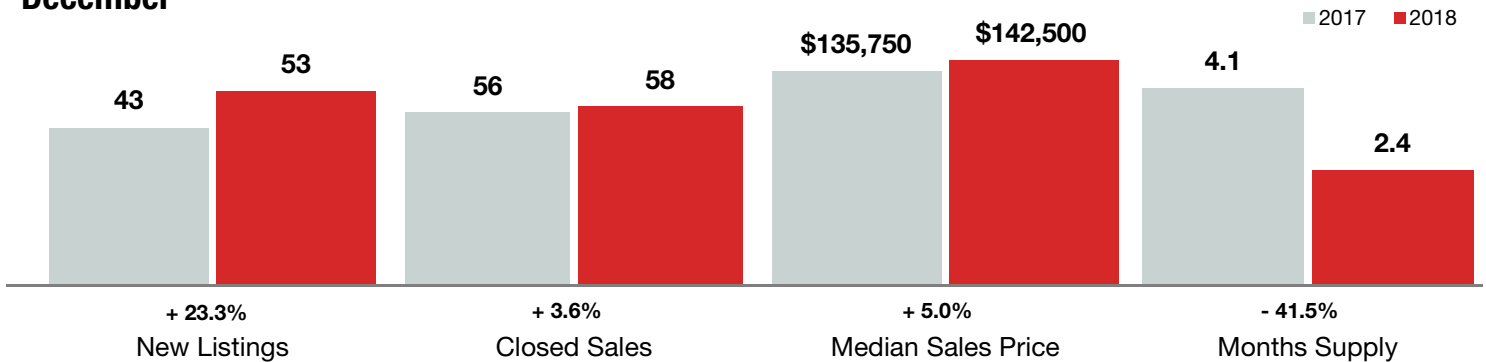
Salisbury

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	43	53	+ 23.3%	1,031	1,071	+ 3.9%
Pending Sales	56	52	- 7.1%	792	927	+ 17.0%
Closed Sales	56	58	+ 3.6%	794	912	+ 14.9%
Median Sales Price*	\$135,750	\$142,500	+ 5.0%	\$143,000	\$149,000	+ 4.2%
Average Sales Price*	\$147,740	\$181,360	+ 22.8%	\$153,575	\$164,832	+ 7.3%
Percent of Original List Price Received*	91.0%	92.7%	+ 1.9%	92.8%	94.4%	+ 1.7%
List to Close	116	105	- 9.5%	118	110	- 6.8%
Days on Market Until Sale	82	56	- 31.7%	73	61	- 16.4%
Cumulative Days on Market Until Sale	98	61	- 37.8%	88	71	- 19.3%
Inventory of Homes for Sale	269	185	- 31.2%	--	--	--
Months Supply of Inventory	4.1	2.4	- 41.5%	--	--	--

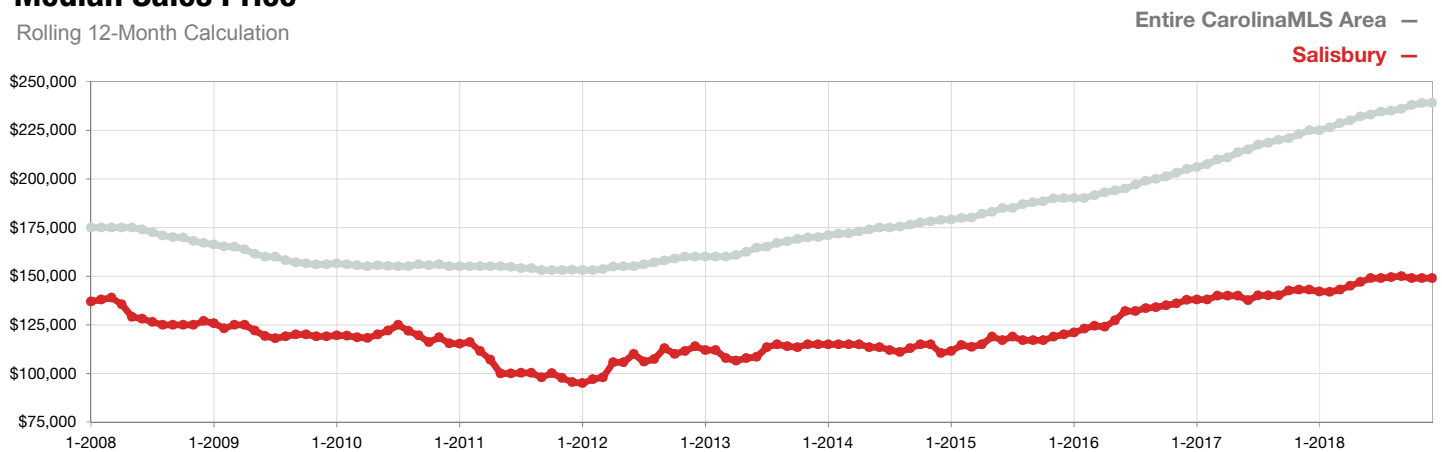
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



Charlotte Regional Realtor® Association

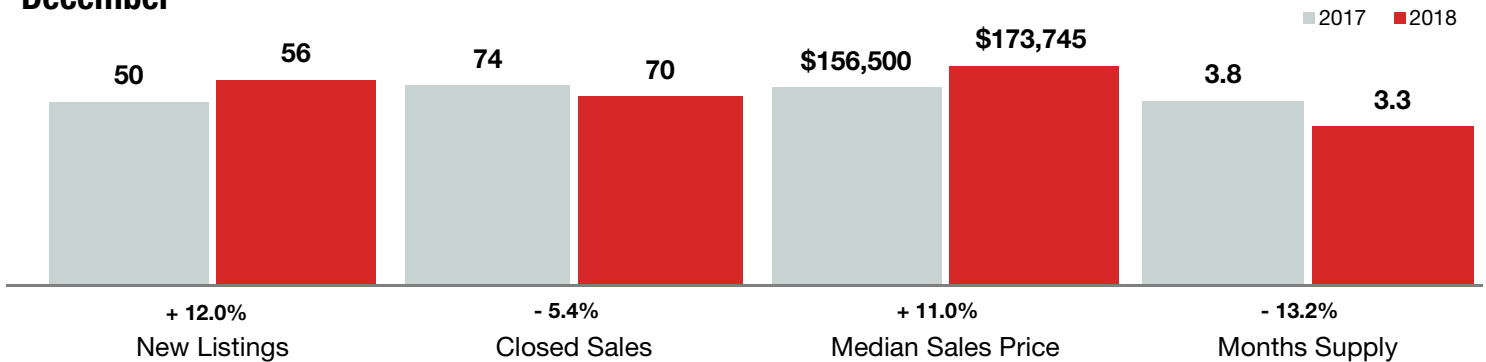
Statesville

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	50	56	+ 12.0%	1,141	1,190	+ 4.3%
Pending Sales	48	52	+ 8.3%	852	923	+ 8.3%
Closed Sales	74	70	- 5.4%	856	907	+ 6.0%
Median Sales Price*	\$156,500	\$173,745	+ 11.0%	\$154,000	\$166,000	+ 7.8%
Average Sales Price*	\$167,739	\$188,349	+ 12.3%	\$169,817	\$182,121	+ 7.2%
Percent of Original List Price Received*	95.3%	94.8%	- 0.5%	94.2%	95.4%	+ 1.3%
List to Close	117	123	+ 5.1%	113	110	- 2.7%
Days on Market Until Sale	58	66	+ 13.8%	66	60	- 9.1%
Cumulative Days on Market Until Sale	64	73	+ 14.1%	78	72	- 7.7%
Inventory of Homes for Sale	271	253	- 6.6%	--	--	--
Months Supply of Inventory	3.8	3.3	- 13.2%	--	--	--

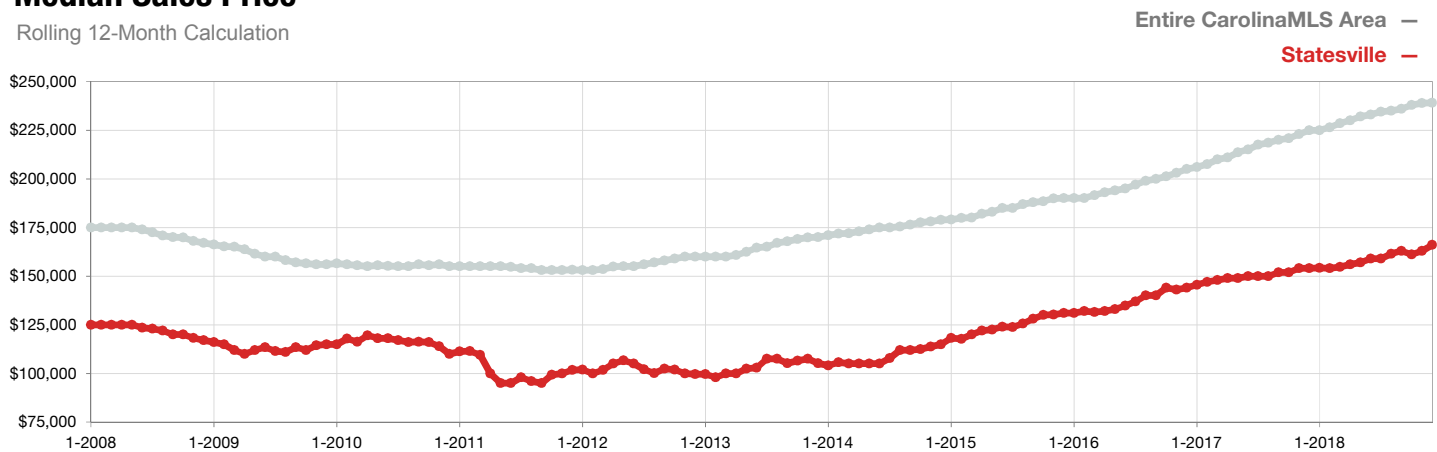
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



Charlotte Regional Realtor® Association

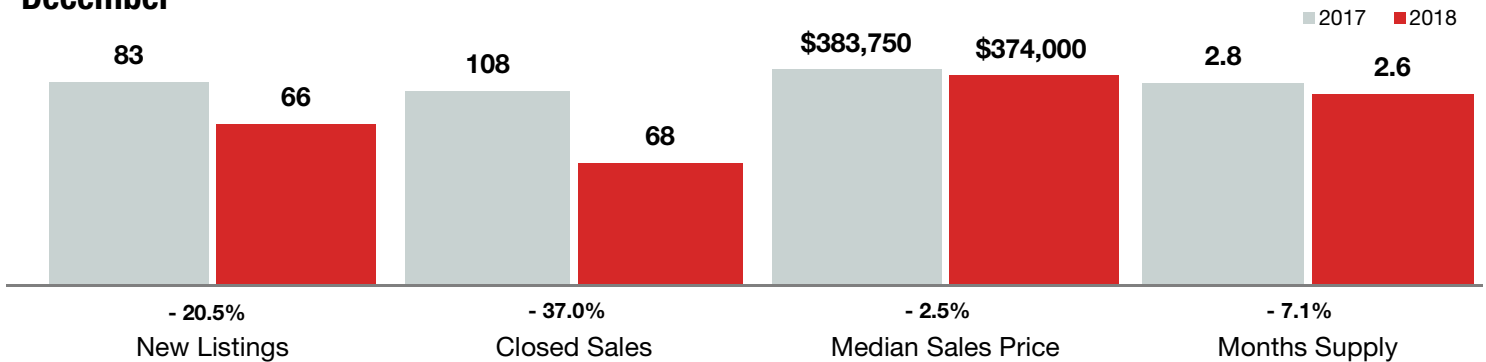
Waxhaw

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	83	66	- 20.5%	1,715	1,649	- 3.8%
Pending Sales	61	52	- 14.8%	1,270	1,256	- 1.1%
Closed Sales	108	68	- 37.0%	1,269	1,264	- 0.4%
Median Sales Price*	\$383,750	\$374,000	- 2.5%	\$382,000	\$394,900	+ 3.4%
Average Sales Price*	\$438,355	\$423,496	- 3.4%	\$437,057	\$453,334	+ 3.7%
Percent of Original List Price Received*	95.9%	94.8%	- 1.1%	96.5%	96.5%	0.0%
List to Close	118	109	- 7.6%	110	111	+ 0.9%
Days on Market Until Sale	67	65	- 3.0%	56	57	+ 1.8%
Cumulative Days on Market Until Sale	90	72	- 20.0%	75	73	- 2.7%
Inventory of Homes for Sale	296	276	- 6.8%	--	--	--
Months Supply of Inventory	2.8	2.6	- 7.1%	--	--	--

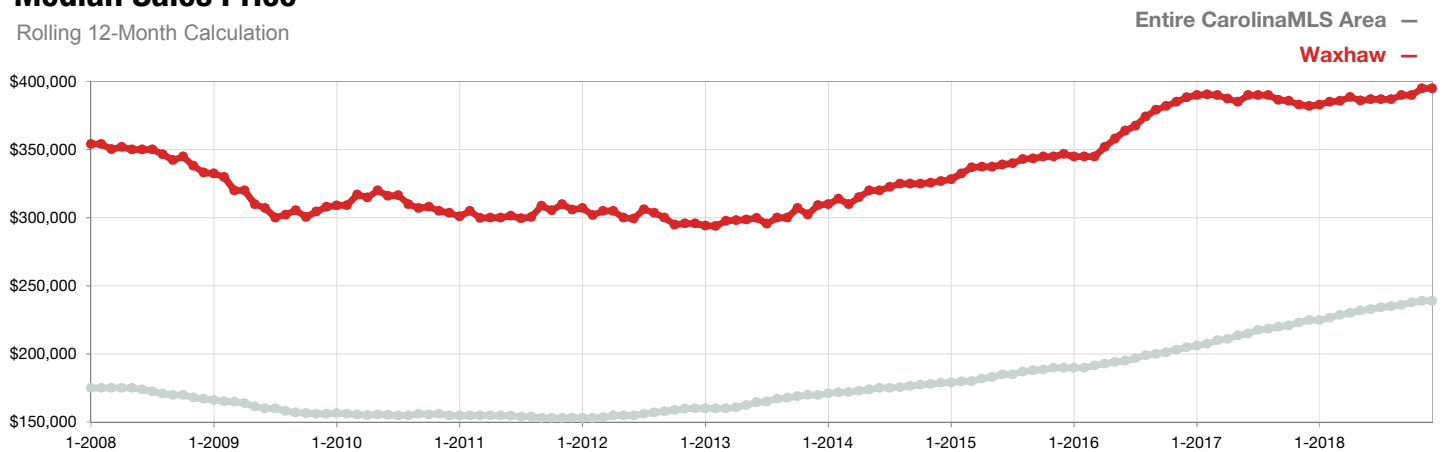
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



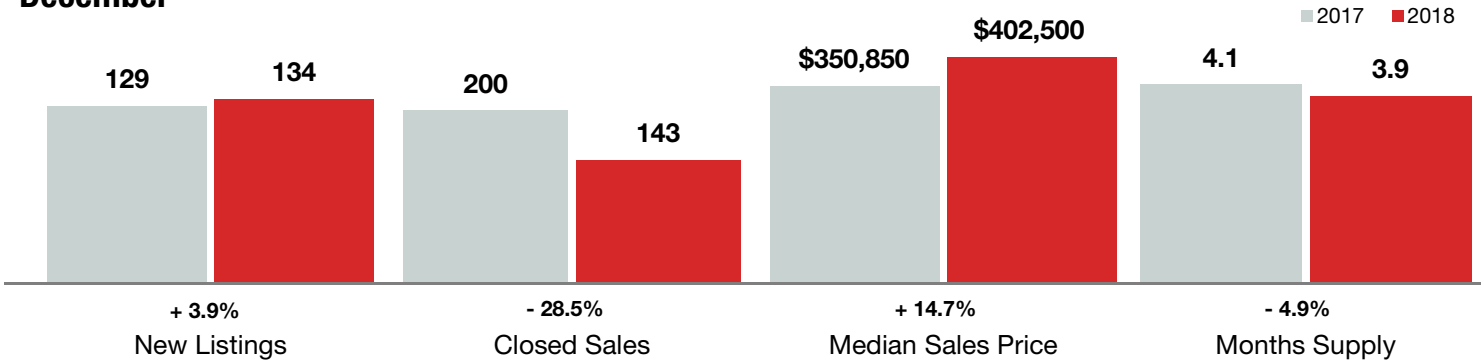
Lake Norman

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	129	134	+ 3.9%	3,367	3,359	- 0.2%
Pending Sales	143	126	- 11.9%	2,366	2,351	- 0.6%
Closed Sales	200	143	- 28.5%	2,351	2,293	- 2.5%
Median Sales Price*	\$350,850	\$402,500	+ 14.7%	\$375,994	\$387,500	+ 3.1%
Average Sales Price*	\$447,287	\$532,780	+ 19.1%	\$479,884	\$506,160	+ 5.5%
Percent of Original List Price Received*	95.7%	95.0%	- 0.7%	95.2%	95.7%	+ 0.5%
List to Close	141	125	- 11.3%	133	126	- 5.3%
Days on Market Until Sale	83	78	- 6.0%	78	73	- 6.4%
Cumulative Days on Market Until Sale	108	96	- 11.1%	97	92	- 5.2%
Inventory of Homes for Sale	811	760	- 6.3%	--	--	--
Months Supply of Inventory	4.1	3.9	- 4.9%	--	--	--

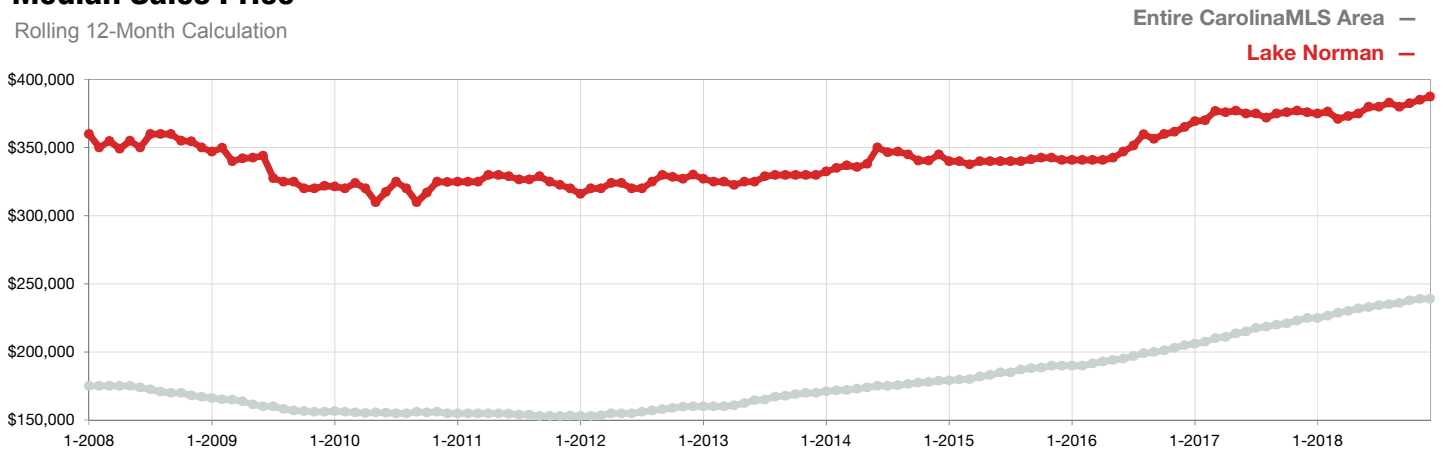
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



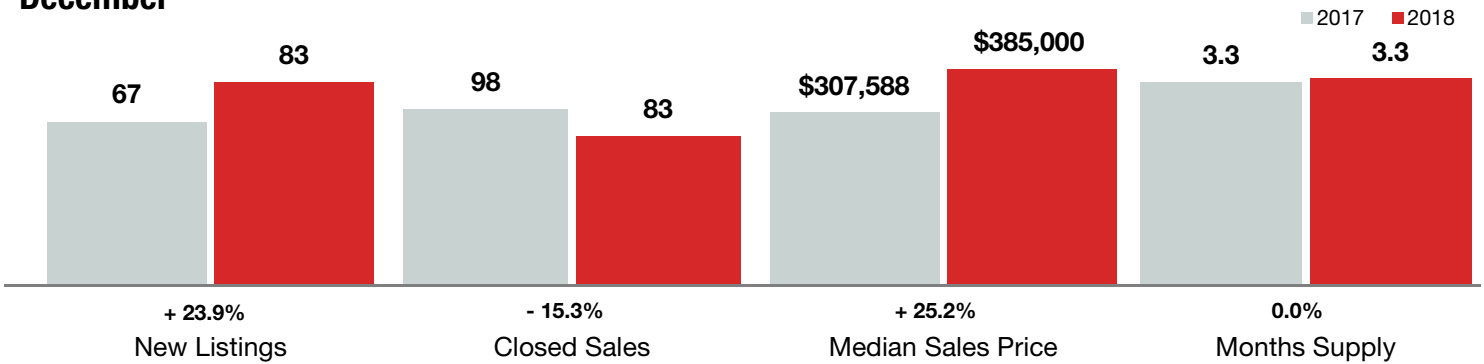
Lake Wylie

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	67	83	+ 23.9%	1,534	1,656	+ 8.0%
Pending Sales	75	62	- 17.3%	1,150	1,221	+ 6.2%
Closed Sales	98	83	- 15.3%	1,114	1,227	+ 10.1%
Median Sales Price*	\$307,588	\$385,000	+ 25.2%	\$327,000	\$354,765	+ 8.5%
Average Sales Price*	\$352,304	\$409,539	+ 16.2%	\$377,820	\$397,957	+ 5.3%
Percent of Original List Price Received*	97.4%	94.4%	- 3.1%	97.1%	96.6%	- 0.5%
List to Close	104	153	+ 47.1%	121	126	+ 4.1%
Days on Market Until Sale	51	103	+ 102.0%	62	69	+ 11.3%
Cumulative Days on Market Until Sale	71	118	+ 66.2%	79	81	+ 2.5%
Inventory of Homes for Sale	313	339	+ 8.3%	--	--	--
Months Supply of Inventory	3.3	3.3	0.0%	--	--	--

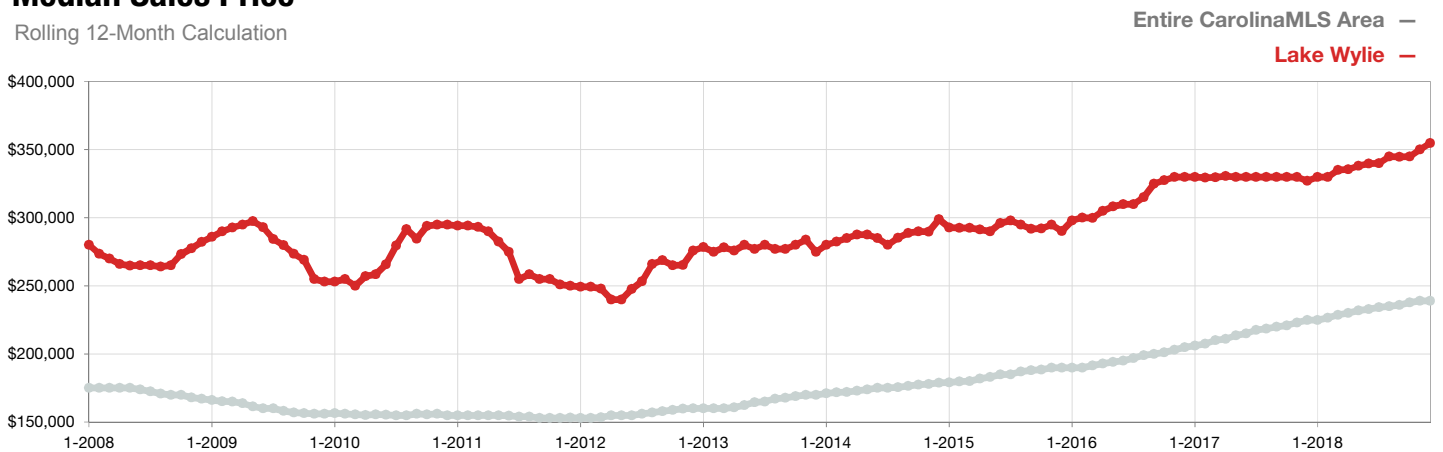
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



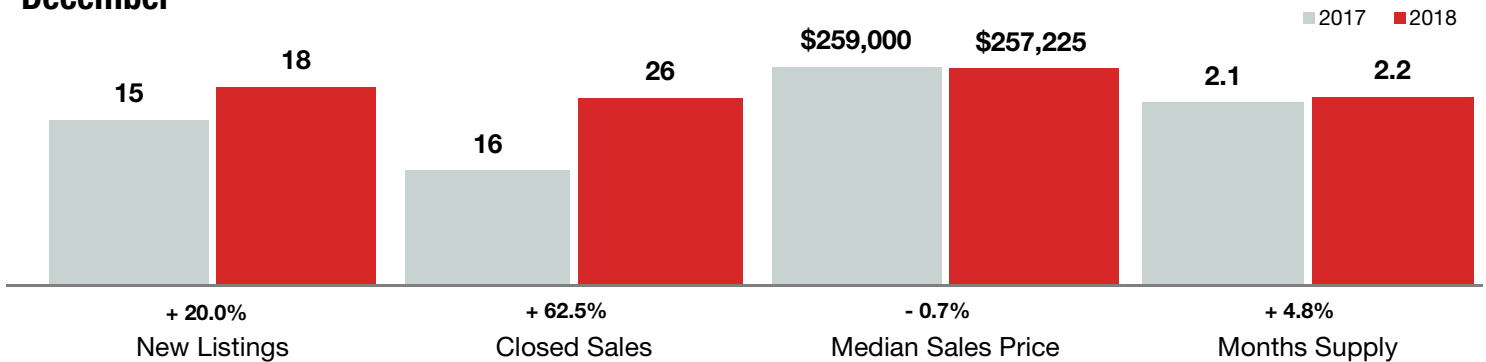
Uptown Charlotte

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	15	18	+ 20.0%	508	469	- 7.7%
Pending Sales	14	14	0.0%	417	360	- 13.7%
Closed Sales	16	26	+ 62.5%	426	371	- 12.9%
Median Sales Price*	\$259,000	\$257,225	- 0.7%	\$284,000	\$278,000	- 2.1%
Average Sales Price*	\$293,564	\$342,647	+ 16.7%	\$333,724	\$326,371	- 2.2%
Percent of Original List Price Received*	95.9%	97.3%	+ 1.5%	96.4%	96.6%	+ 0.2%
List to Close	110	115	+ 4.5%	100	104	+ 4.0%
Days on Market Until Sale	52	60	+ 15.4%	51	49	- 3.9%
Cumulative Days on Market Until Sale	52	80	+ 53.8%	59	65	+ 10.2%
Inventory of Homes for Sale	73	65	- 11.0%	--	--	--
Months Supply of Inventory	2.1	2.2	+ 4.8%	--	--	--

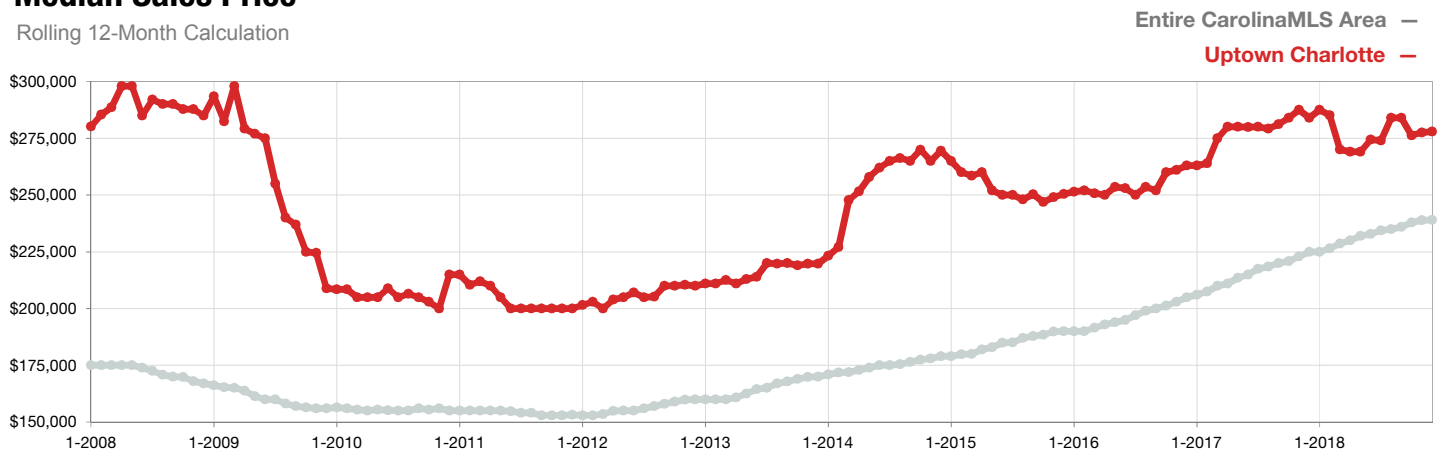
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



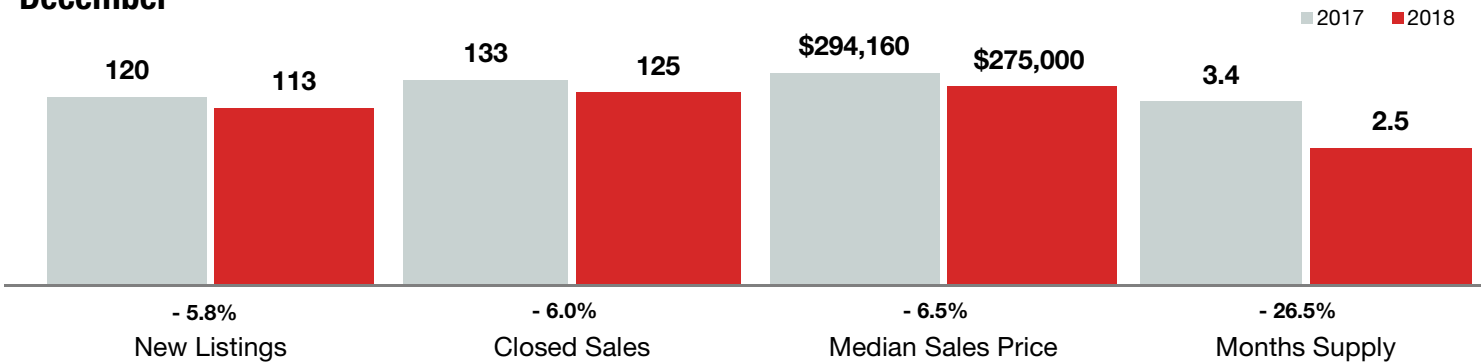
Lancaster County

South Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	120	113	- 5.8%	2,138	2,213	+ 3.5%
Pending Sales	105	100	- 4.8%	1,609	1,857	+ 15.4%
Closed Sales	133	125	- 6.0%	1,553	1,828	+ 17.7%
Median Sales Price*	\$294,160	\$275,000	- 6.5%	\$268,000	\$279,000	+ 4.1%
Average Sales Price*	\$302,062	\$278,239	- 7.9%	\$271,665	\$285,253	+ 5.0%
Percent of Original List Price Received*	97.5%	96.3%	- 1.2%	96.7%	97.0%	+ 0.3%
List to Close	96	110	+ 14.6%	105	110	+ 4.8%
Days on Market Until Sale	45	55	+ 22.2%	54	56	+ 3.7%
Cumulative Days on Market Until Sale	70	68	- 2.9%	68	70	+ 2.9%
Inventory of Homes for Sale	453	391	- 13.7%	--	--	--
Months Supply of Inventory	3.4	2.5	- 26.5%	--	--	--

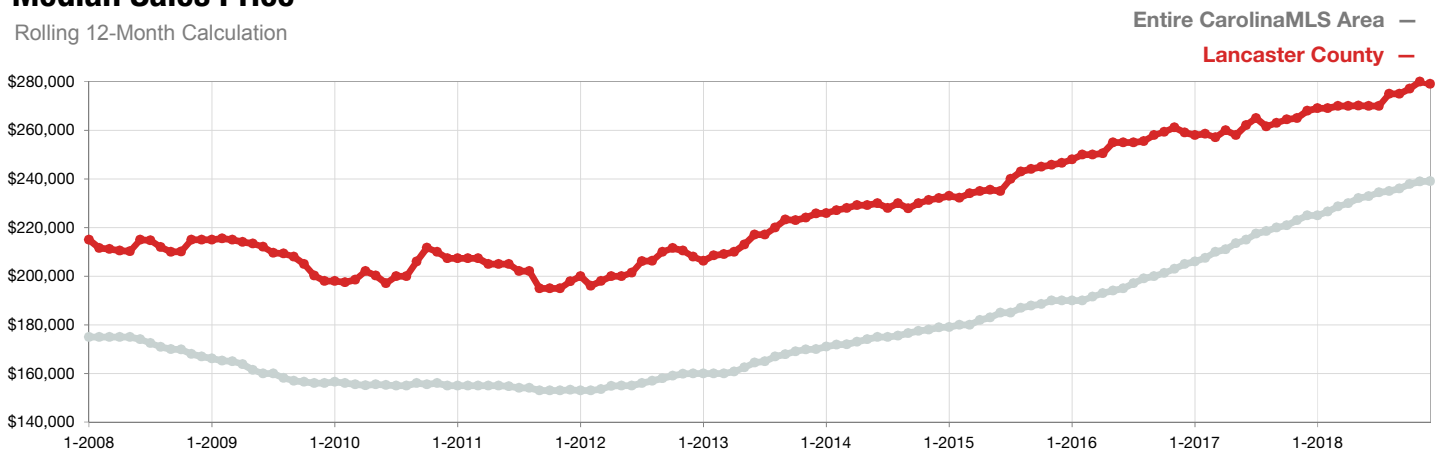
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



Charlotte Regional Realtor® Association

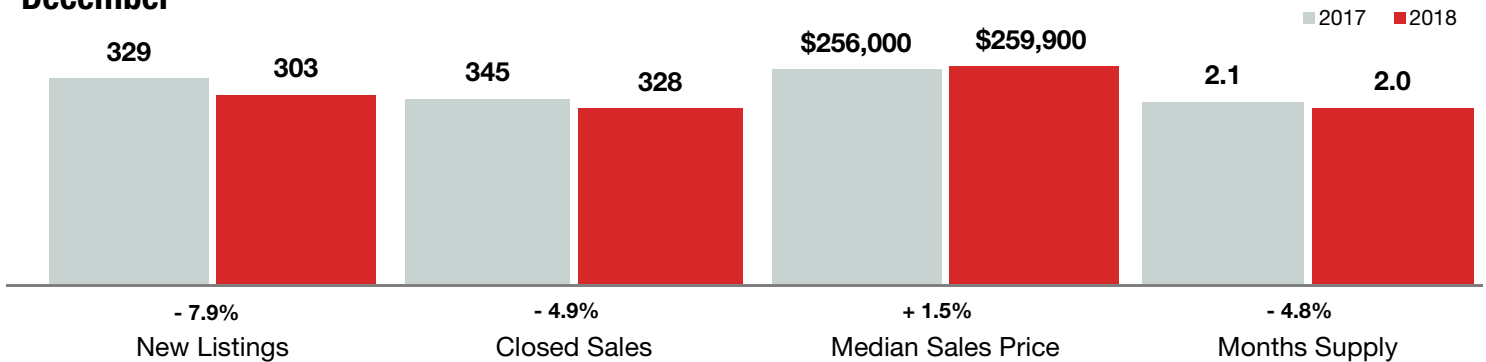
York County

South Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	329	303	- 7.9%	5,691	6,109	+ 7.3%
Pending Sales	309	290	- 6.1%	4,754	4,954	+ 4.2%
Closed Sales	345	328	- 4.9%	4,729	4,901	+ 3.6%
Median Sales Price*	\$256,000	\$259,900	+ 1.5%	\$244,000	\$255,000	+ 4.5%
Average Sales Price*	\$275,809	\$289,681	+ 5.0%	\$270,015	\$281,643	+ 4.3%
Percent of Original List Price Received*	96.7%	95.5%	- 1.2%	97.0%	97.1%	+ 0.1%
List to Close	90	97	+ 7.8%	97	89	- 8.2%
Days on Market Until Sale	44	54	+ 22.7%	45	42	- 6.7%
Cumulative Days on Market Until Sale	55	65	+ 18.2%	53	51	- 3.8%
Inventory of Homes for Sale	836	844	+ 1.0%	--	--	--
Months Supply of Inventory	2.1	2.0	- 4.8%	--	--	--

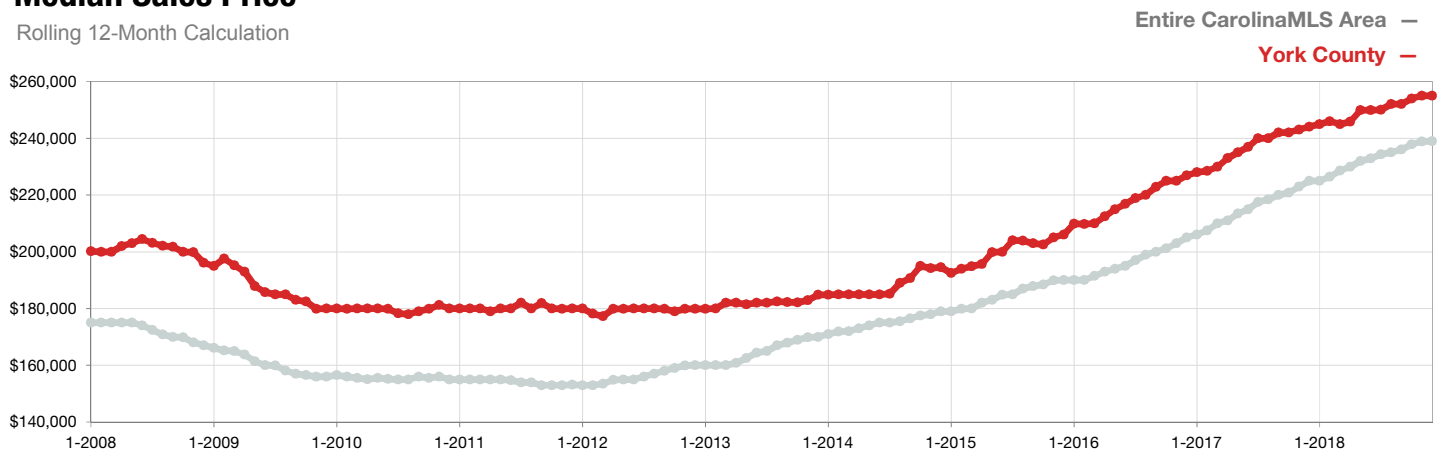
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



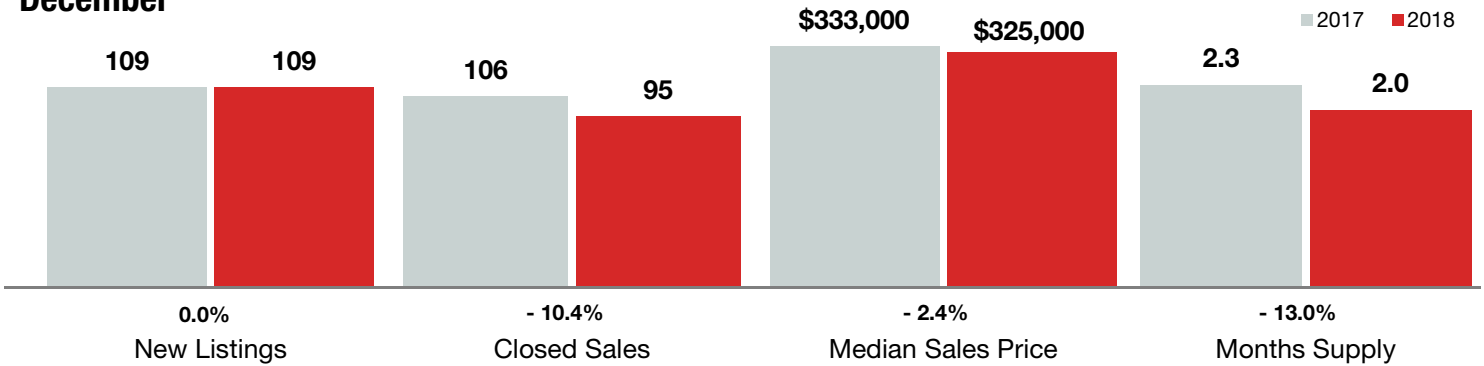
Fort Mill

South Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	109	109	0.0%	1,941	1,964	+ 1.2%
Pending Sales	96	98	+ 2.1%	1,566	1,598	+ 2.0%
Closed Sales	106	95	- 10.4%	1,552	1,569	+ 1.1%
Median Sales Price*	\$333,000	\$325,000	- 2.4%	\$299,000	\$324,500	+ 8.5%
Average Sales Price*	\$361,964	\$366,276	+ 1.2%	\$330,960	\$344,610	+ 4.1%
Percent of Original List Price Received*	96.6%	96.8%	+ 0.2%	97.3%	97.1%	- 0.2%
List to Close	106	104	- 1.9%	100	98	- 2.0%
Days on Market Until Sale	56	53	- 5.4%	49	48	- 2.0%
Cumulative Days on Market Until Sale	70	63	- 10.0%	57	58	+ 1.8%
Inventory of Homes for Sale	303	272	- 10.2%	--	--	--
Months Supply of Inventory	2.3	2.0	- 13.0%	--	--	--

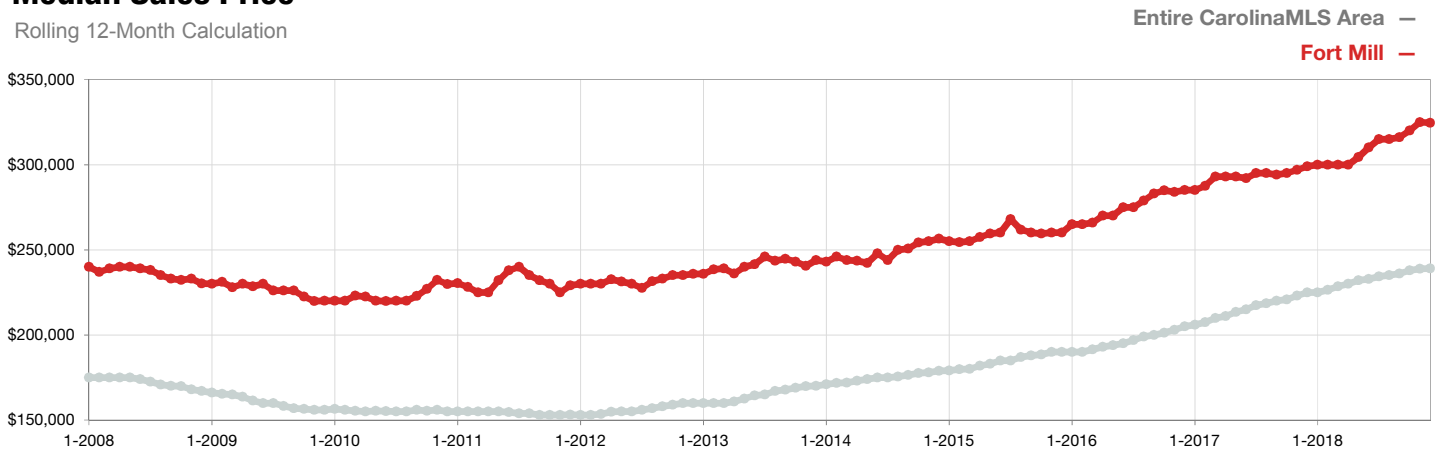
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



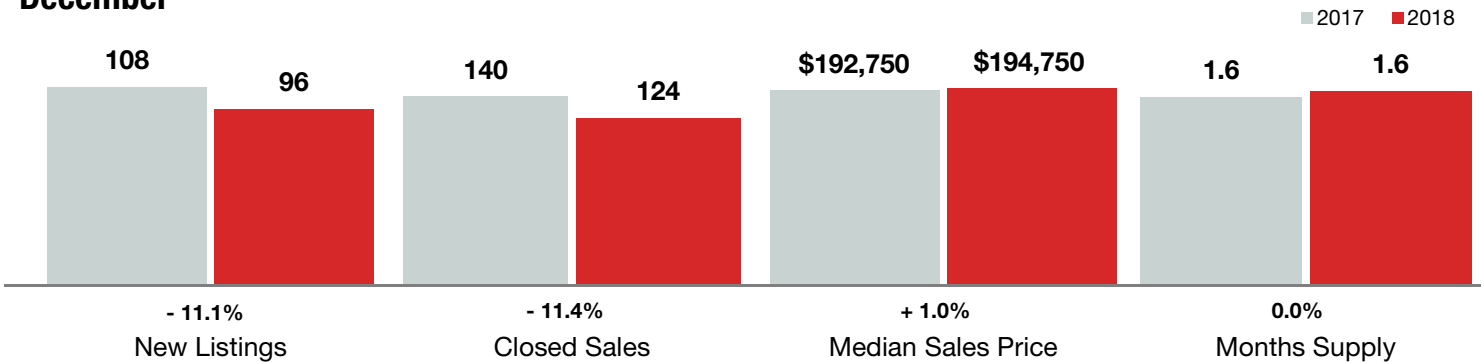
Rock Hill

South Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	108	96	- 11.1%	1,975	2,112	+ 6.9%
Pending Sales	108	107	- 0.9%	1,742	1,782	+ 2.3%
Closed Sales	140	124	- 11.4%	1,724	1,780	+ 3.2%
Median Sales Price*	\$192,750	\$194,750	+ 1.0%	\$185,500	\$195,000	+ 5.1%
Average Sales Price*	\$210,132	\$206,171	- 1.9%	\$203,516	\$211,350	+ 3.8%
Percent of Original List Price Received*	96.9%	95.3%	- 1.7%	97.0%	97.5%	+ 0.5%
List to Close	77	76	- 1.3%	87	72	- 17.2%
Days on Market Until Sale	34	36	+ 5.9%	37	28	- 24.3%
Cumulative Days on Market Until Sale	41	42	+ 2.4%	44	33	- 25.0%
Inventory of Homes for Sale	226	239	+ 5.8%	--	--	--
Months Supply of Inventory	1.6	1.6	0.0%	--	--	--

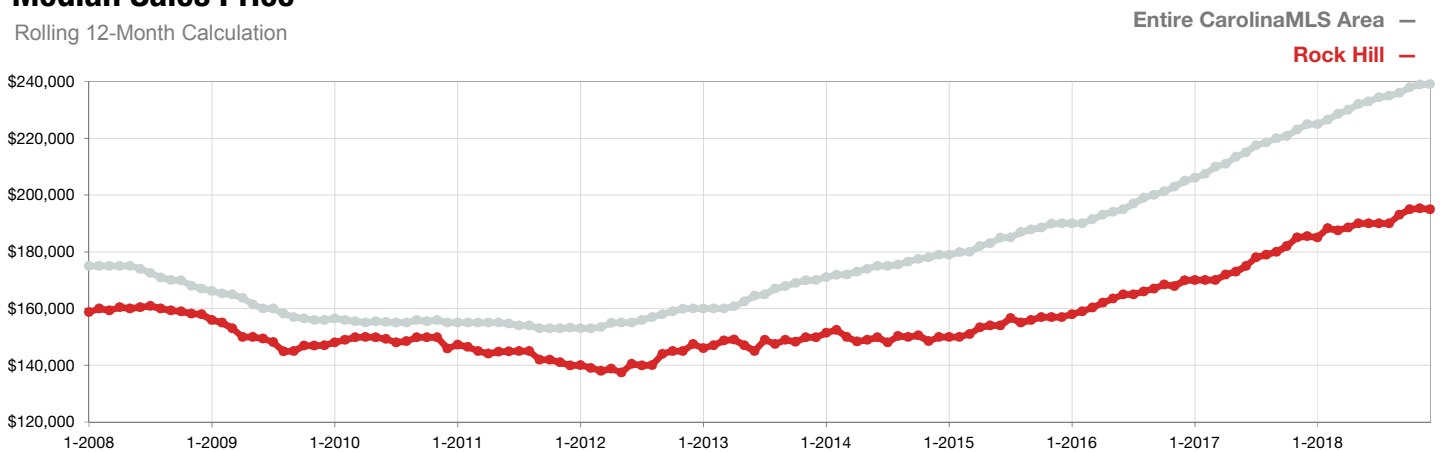
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for December 2018

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



Charlotte Regional Realtor® Association

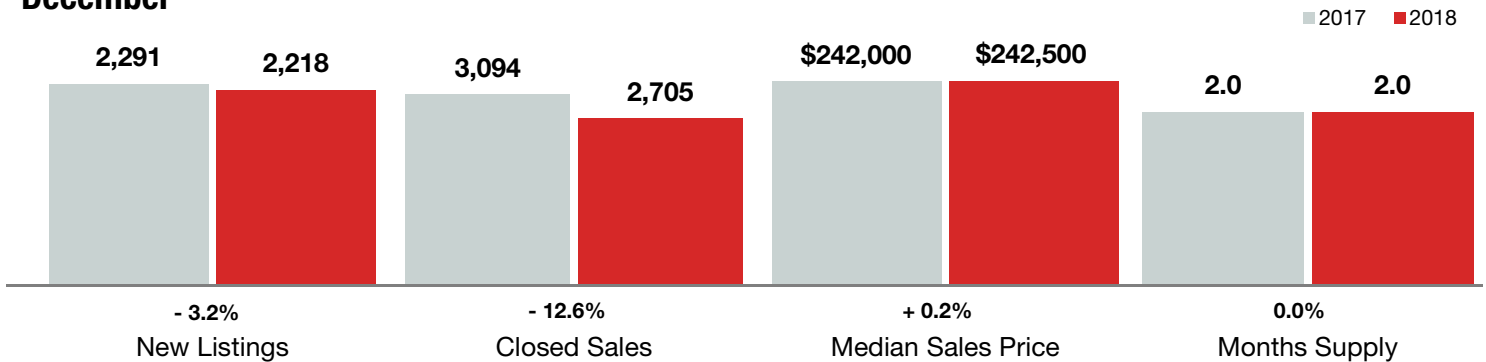
Charlotte MSA

North Carolina

Key Metrics	December			Year to Date		
	2017	2018	Percent Change	Thru 12-2017	Thru 12-2018	Percent Change
New Listings	2,291	2,218	- 3.2%	50,160	50,884	+ 1.4%
Pending Sales	2,330	2,366	+ 1.5%	41,443	41,264	- 0.4%
Closed Sales	3,094	2,705	- 12.6%	41,372	40,906	- 1.1%
Median Sales Price*	\$242,000	\$242,500	+ 0.2%	\$230,000	\$244,000	+ 6.1%
Average Sales Price*	\$289,057	\$287,601	- 0.5%	\$276,555	\$292,393	+ 5.7%
Percent of Original List Price Received*	96.7%	96.1%	- 0.6%	97.3%	97.2%	- 0.1%
List to Close	94	98	+ 4.3%	92	89	- 3.3%
Days on Market Until Sale	42	47	+ 11.9%	40	39	- 2.5%
Cumulative Days on Market Until Sale	51	54	+ 5.9%	48	47	- 2.1%
Inventory of Homes for Sale	6,887	6,843	- 0.6%	--	--	--
Months Supply of Inventory	2.0	2.0	0.0%	--	--	--

* 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.

December



Median Sales Price

Rolling 12-Month Calculation

