

Local Market Update for October 2018

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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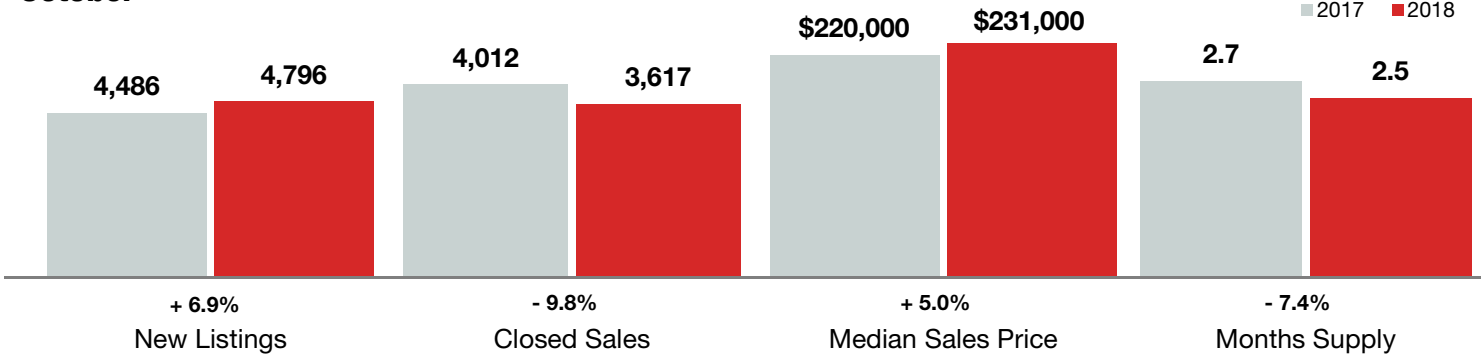
Charlotte Region

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	4,486	4,796	+ 6.9%	53,490	53,260	- 0.4%
Pending Sales	3,895	4,091	+ 5.0%	43,121	42,609	- 1.2%
Closed Sales	4,012	3,617	- 9.8%	41,622	40,767	- 2.1%
Median Sales Price*	\$220,000	\$231,000	+ 5.0%	\$224,000	\$238,000	+ 6.3%
Average Sales Price*	\$262,893	\$278,634	+ 6.0%	\$268,834	\$287,145	+ 6.8%
Percent of Original List Price Received*	96.7%	96.2%	- 0.5%	97.0%	97.1%	+ 0.1%
List to Close	90	91	+ 1.1%	97	92	- 5.2%
Days on Market Until Sale	42	41	- 2.4%	47	42	- 10.6%
Cumulative Days on Market Until Sale	51	49	- 3.9%	55	50	- 9.1%
Inventory of Homes for Sale	11,009	10,055	- 8.7%	--	--	--
Months Supply of Inventory	2.7	2.5	- 7.4%	--	--	--

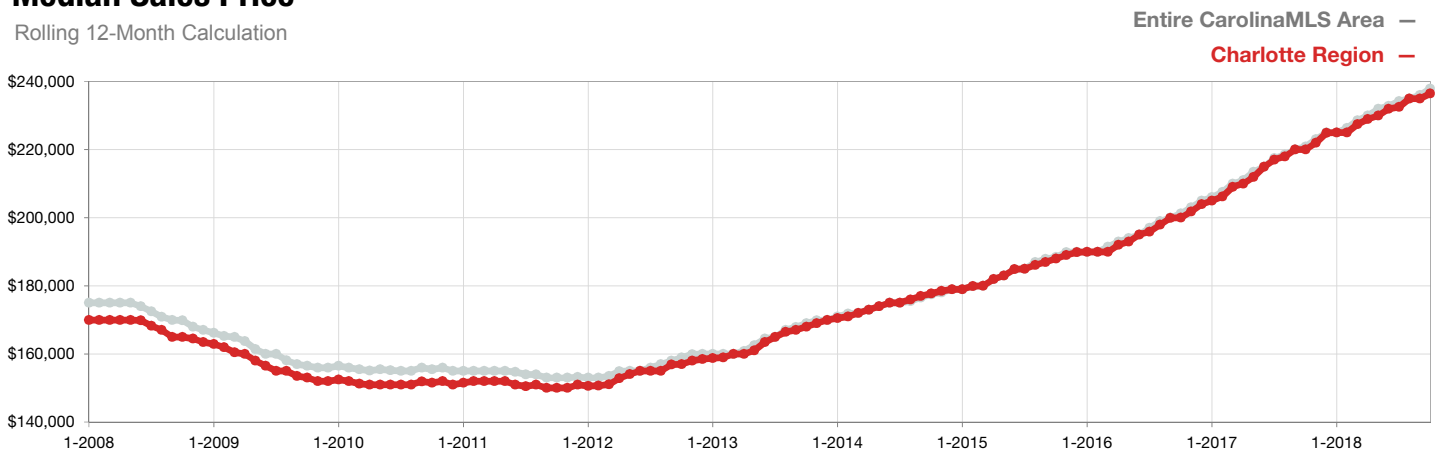
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October



Median Sales Price

Rolling 12-Month Calculation



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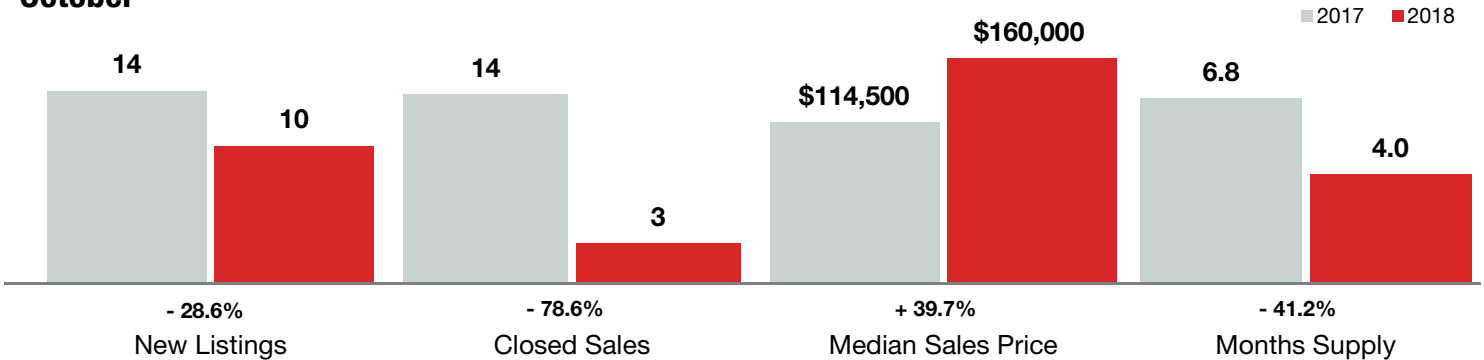
Alexander County

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	14	10	- 28.6%	197	78	- 60.4%
Pending Sales	14	8	- 42.9%	133	52	- 60.9%
Closed Sales	14	3	- 78.6%	133	52	- 60.9%
Median Sales Price*	\$114,500	\$160,000	+ 39.7%	\$148,450	\$160,000	+ 7.8%
Average Sales Price*	\$148,243	\$180,704	+ 21.9%	\$185,444	\$215,985	+ 16.5%
Percent of Original List Price Received*	90.1%	96.8%	+ 7.4%	92.9%	91.7%	- 1.3%
List to Close	139	84	- 39.6%	132	149	+ 12.9%
Days on Market Until Sale	90	42	- 53.3%	80	92	+ 15.0%
Cumulative Days on Market Until Sale	158	42	- 73.4%	90	82	- 8.9%
Inventory of Homes for Sale	85	26	- 69.4%	--	--	--
Months Supply of Inventory	6.8	4.0	- 41.2%	--	--	--

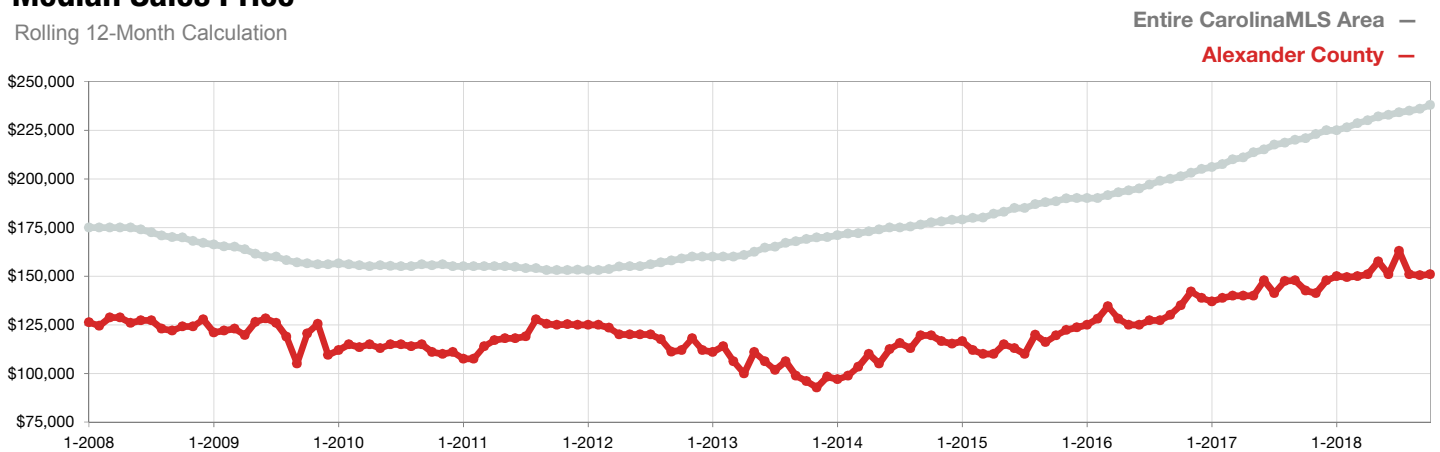
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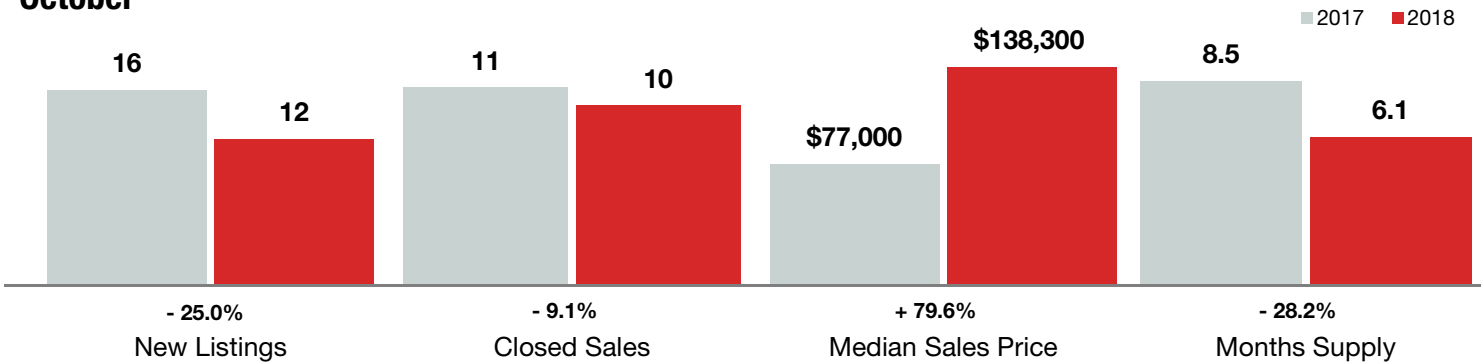
Anson County

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	16	12	- 25.0%	160	145	- 9.4%
Pending Sales	9	15	+ 66.7%	124	113	- 8.9%
Closed Sales	11	10	- 9.1%	125	103	- 17.6%
Median Sales Price*	\$77,000	\$138,300	+ 79.6%	\$78,000	\$106,500	+ 36.5%
Average Sales Price*	\$103,200	\$148,335	+ 43.7%	\$109,277	\$120,154	+ 10.0%
Percent of Original List Price Received*	88.0%	96.6%	+ 9.8%	88.7%	91.0%	+ 2.6%
List to Close	183	183	0.0%	221	196	- 11.3%
Days on Market Until Sale	117	97	- 17.1%	188	159	- 15.4%
Cumulative Days on Market Until Sale	117	97	- 17.1%	198	164	- 17.2%
Inventory of Homes for Sale	98	67	- 31.6%	--	--	--
Months Supply of Inventory	8.5	6.1	- 28.2%	--	--	--

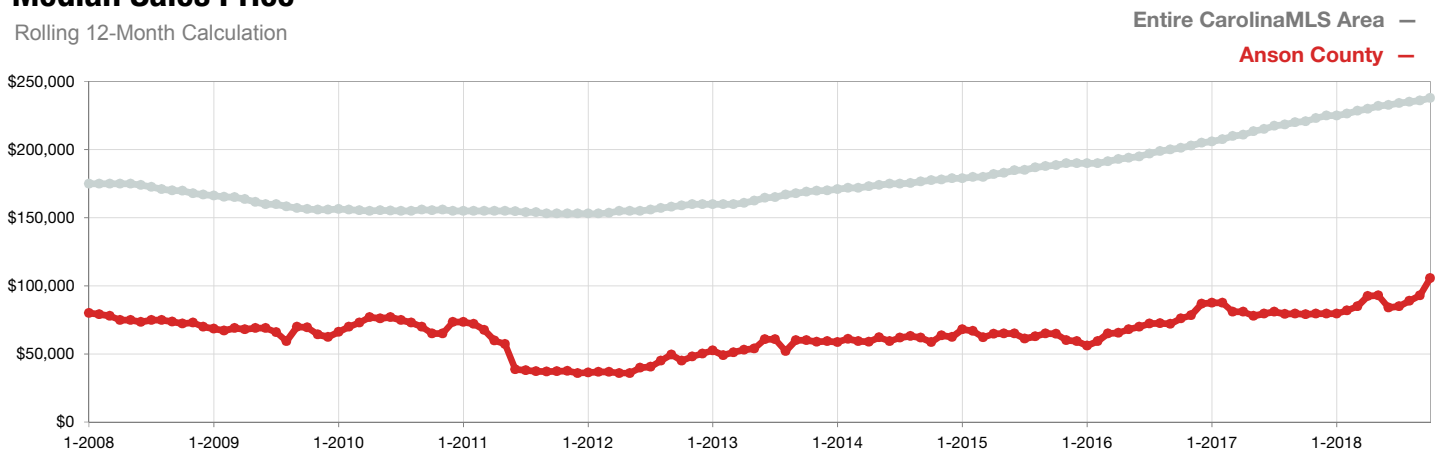
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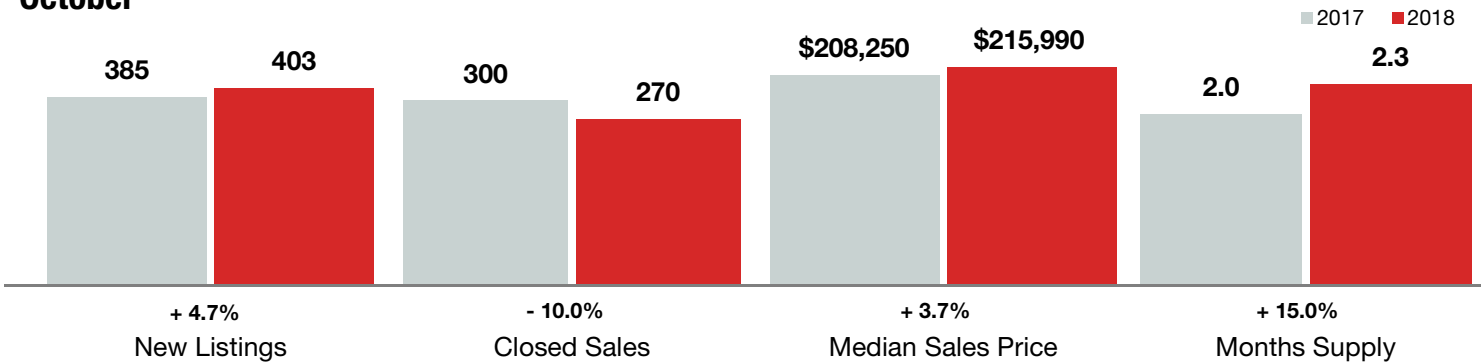
Cabarrus County

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	385	403	+ 4.7%	3,976	4,274	+ 7.5%
Pending Sales	324	329	+ 1.5%	3,295	3,349	+ 1.6%
Closed Sales	300	270	- 10.0%	3,102	3,250	+ 4.8%
Median Sales Price*	\$208,250	\$215,990	+ 3.7%	\$203,325	\$224,275	+ 10.3%
Average Sales Price*	\$222,821	\$242,601	+ 8.9%	\$224,469	\$246,002	+ 9.6%
Percent of Original List Price Received*	96.6%	96.7%	+ 0.1%	97.2%	97.3%	+ 0.1%
List to Close	87	93	+ 6.9%	88	88	0.0%
Days on Market Until Sale	32	42	+ 31.3%	37	34	- 8.1%
Cumulative Days on Market Until Sale	38	46	+ 21.1%	44	41	- 6.8%
Inventory of Homes for Sale	614	731	+ 19.1%	--	--	--
Months Supply of Inventory	2.0	2.3	+ 15.0%	--	--	--

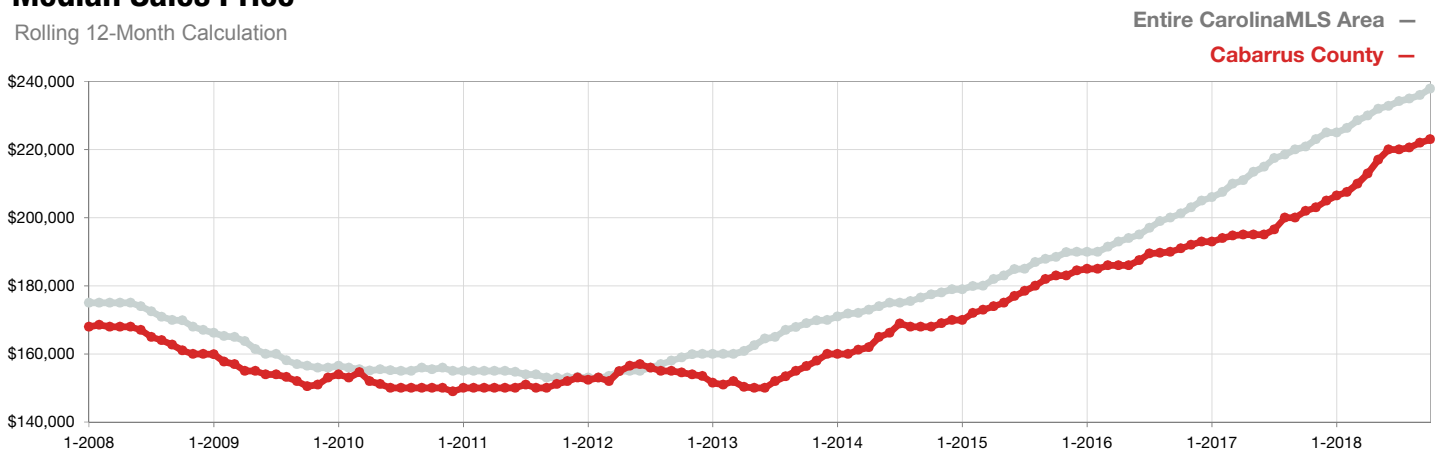
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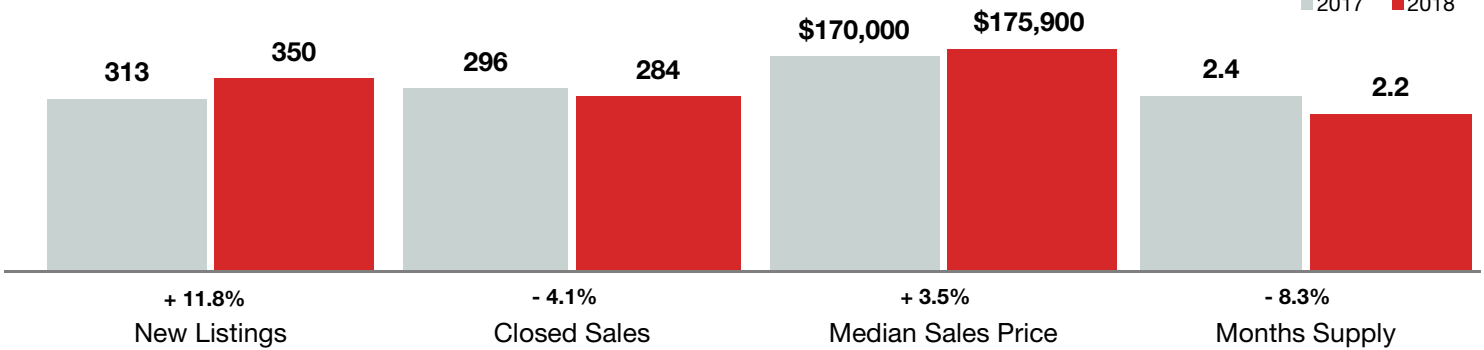
Gaston County

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	313	350	+ 11.8%	3,313	3,539	+ 6.8%
Pending Sales	260	308	+ 18.5%	2,839	2,948	+ 3.8%
Closed Sales	296	284	- 4.1%	2,768	2,802	+ 1.2%
Median Sales Price*	\$170,000	\$175,900	+ 3.5%	\$163,321	\$180,000	+ 10.2%
Average Sales Price*	\$199,453	\$201,682	+ 1.1%	\$184,304	\$196,948	+ 6.9%
Percent of Original List Price Received*	96.2%	96.1%	- 0.1%	96.8%	97.1%	+ 0.3%
List to Close	92	93	+ 1.1%	103	91	- 11.7%
Days on Market Until Sale	34	42	+ 23.5%	48	39	- 18.8%
Cumulative Days on Market Until Sale	40	50	+ 25.0%	56	45	- 19.6%
Inventory of Homes for Sale	656	608	- 7.3%	--	--	--
Months Supply of Inventory	2.4	2.2	- 8.3%	--	--	--

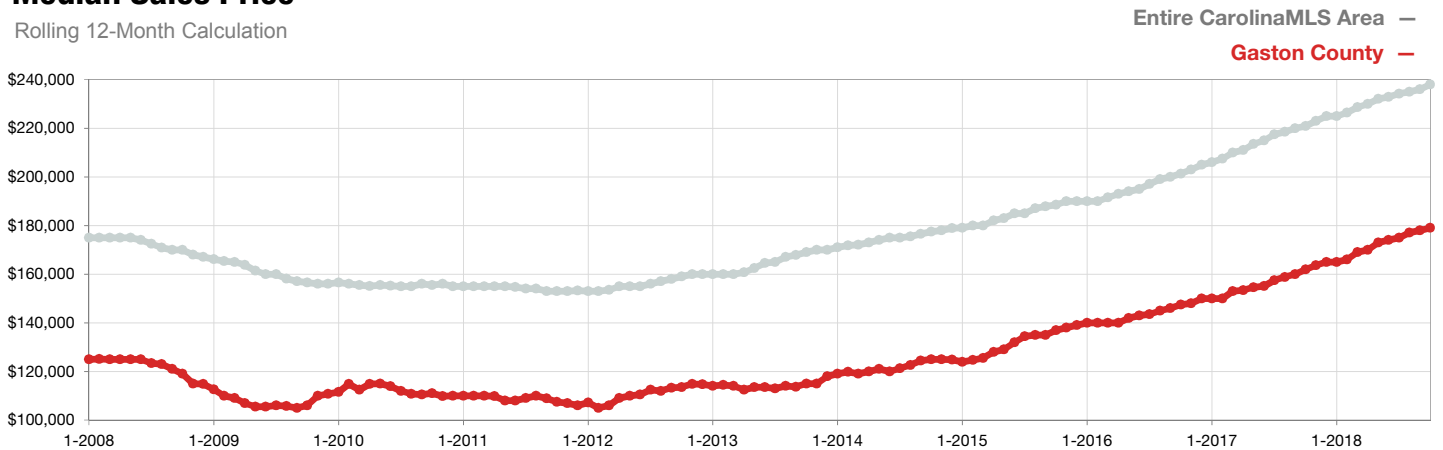
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Charlotte Regional Realtor® Association

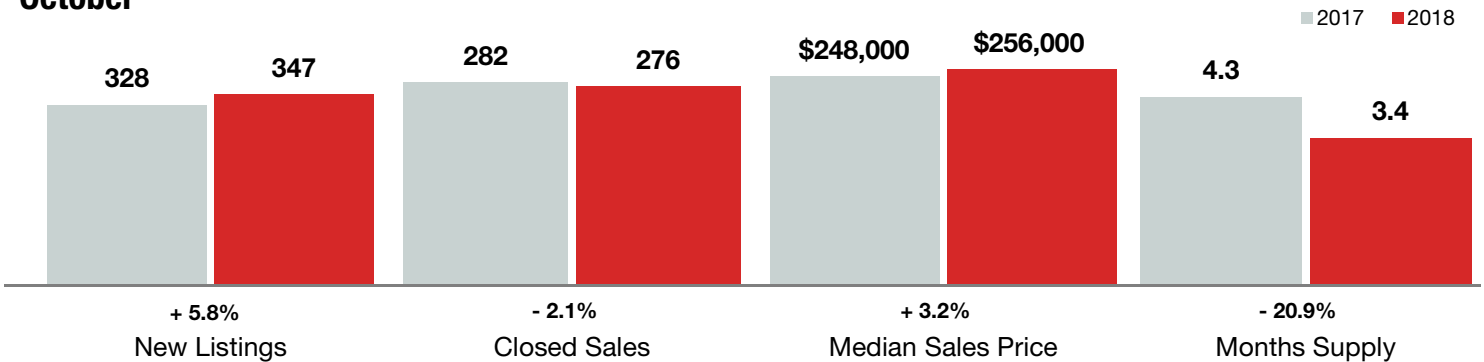
Iredell County

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	328	347	+ 5.8%	3,797	3,729	- 1.8%
Pending Sales	267	297	+ 11.2%	2,729	2,862	+ 4.9%
Closed Sales	282	276	- 2.1%	2,608	2,704	+ 3.7%
Median Sales Price*	\$248,000	\$256,000	+ 3.2%	\$242,745	\$255,000	+ 5.0%
Average Sales Price*	\$337,489	\$313,173	- 7.2%	\$308,148	\$320,174	+ 3.9%
Percent of Original List Price Received*	94.7%	95.4%	+ 0.7%	95.3%	95.8%	+ 0.5%
List to Close	112	102	- 8.9%	116	112	- 3.4%
Days on Market Until Sale	69	50	- 27.5%	67	62	- 7.5%
Cumulative Days on Market Until Sale	83	59	- 28.9%	81	76	- 6.2%
Inventory of Homes for Sale	1,110	922	- 16.9%	--	--	--
Months Supply of Inventory	4.3	3.4	- 20.9%	--	--	--

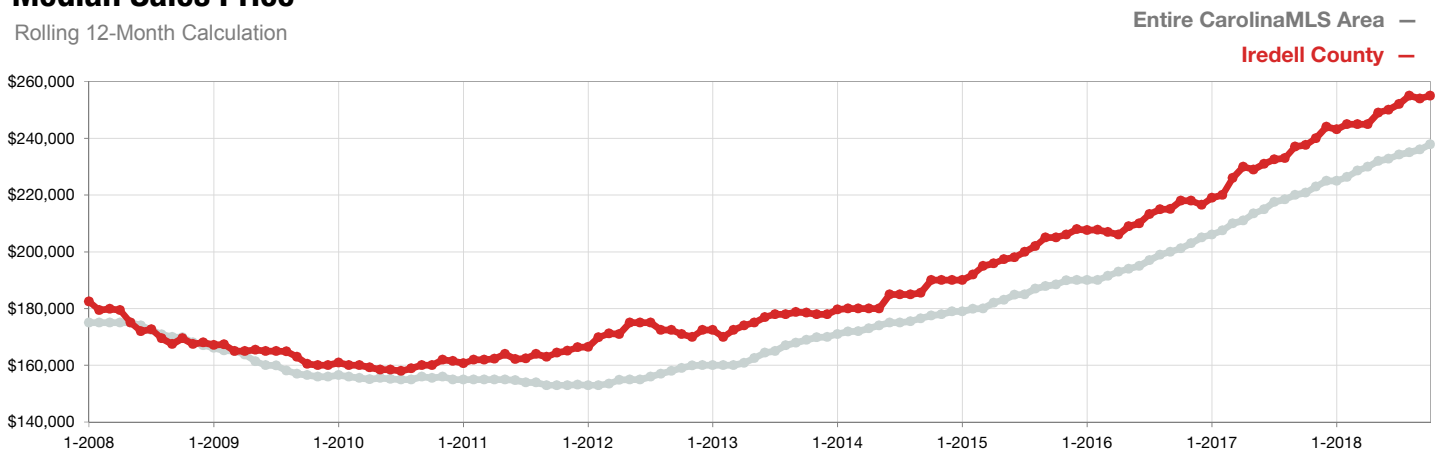
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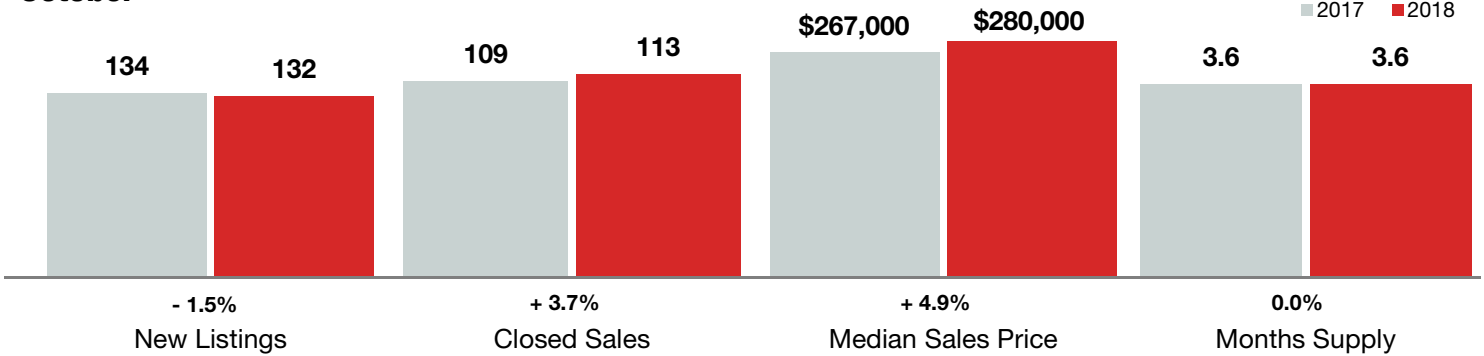
Lincoln County

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	134	132	- 1.5%	1,623	1,597	- 1.6%
Pending Sales	109	105	- 3.7%	1,277	1,190	- 6.8%
Closed Sales	109	113	+ 3.7%	1,193	1,113	- 6.7%
Median Sales Price*	\$267,000	\$280,000	+ 4.9%	\$259,738	\$266,000	+ 2.4%
Average Sales Price*	\$294,271	\$303,641	+ 3.2%	\$291,065	\$295,992	+ 1.7%
Percent of Original List Price Received*	94.9%	94.2%	- 0.7%	96.3%	95.5%	- 0.8%
List to Close	118	115	- 2.5%	112	114	+ 1.8%
Days on Market Until Sale	62	59	- 4.8%	59	60	+ 1.7%
Cumulative Days on Market Until Sale	67	69	+ 3.0%	68	72	+ 5.9%
Inventory of Homes for Sale	431	400	- 7.2%	--	--	--
Months Supply of Inventory	3.6	3.6	0.0%	--	--	--

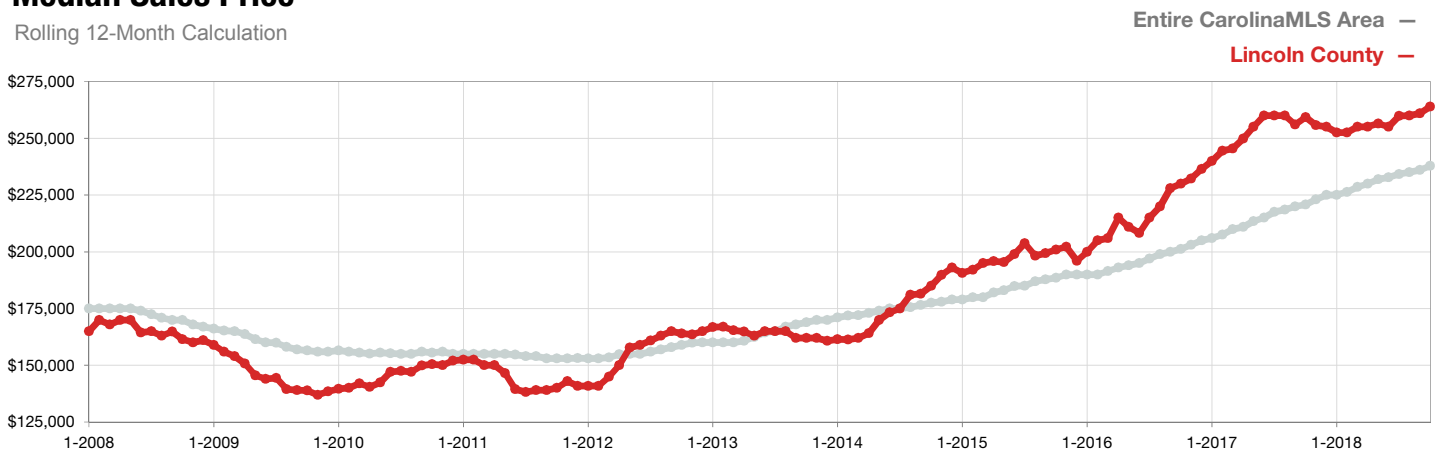
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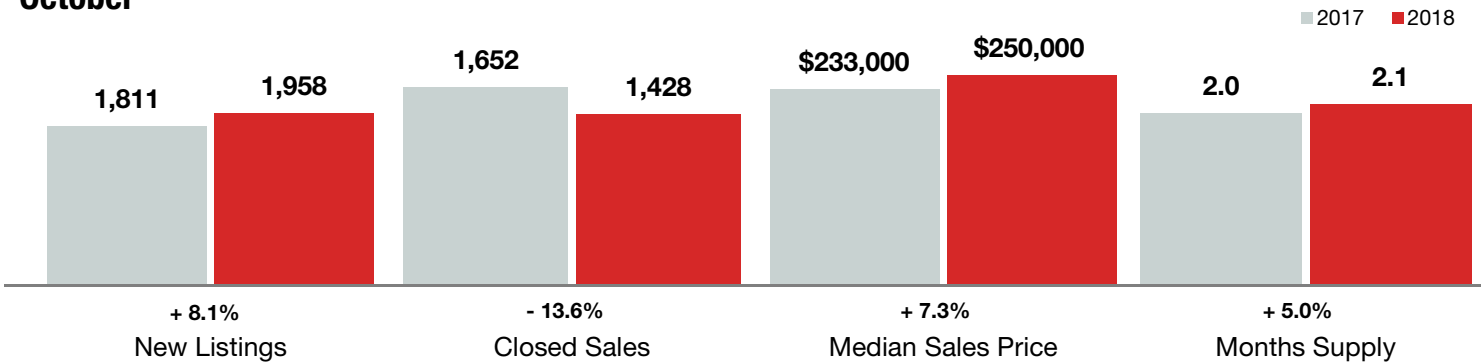
Mecklenburg County

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	1,811	1,958	+ 8.1%	22,348	21,886	- 2.1%
Pending Sales	1,662	1,622	- 2.4%	18,380	17,600	- 4.2%
Closed Sales	1,652	1,428	- 13.6%	17,815	16,926	- 5.0%
Median Sales Price*	\$233,000	\$250,000	+ 7.3%	\$239,000	\$252,500	+ 5.6%
Average Sales Price*	\$287,069	\$310,219	+ 8.1%	\$296,801	\$320,903	+ 8.1%
Percent of Original List Price Received*	97.7%	96.7%	- 1.0%	98.1%	97.8%	- 0.3%
List to Close	82	80	- 2.4%	85	81	- 4.7%
Days on Market Until Sale	31	33	+ 6.5%	32	32	0.0%
Cumulative Days on Market Until Sale	38	40	+ 5.3%	39	38	- 2.6%
Inventory of Homes for Sale	3,437	3,500	+ 1.8%	--	--	--
Months Supply of Inventory	2.0	2.1	+ 5.0%	--	--	--

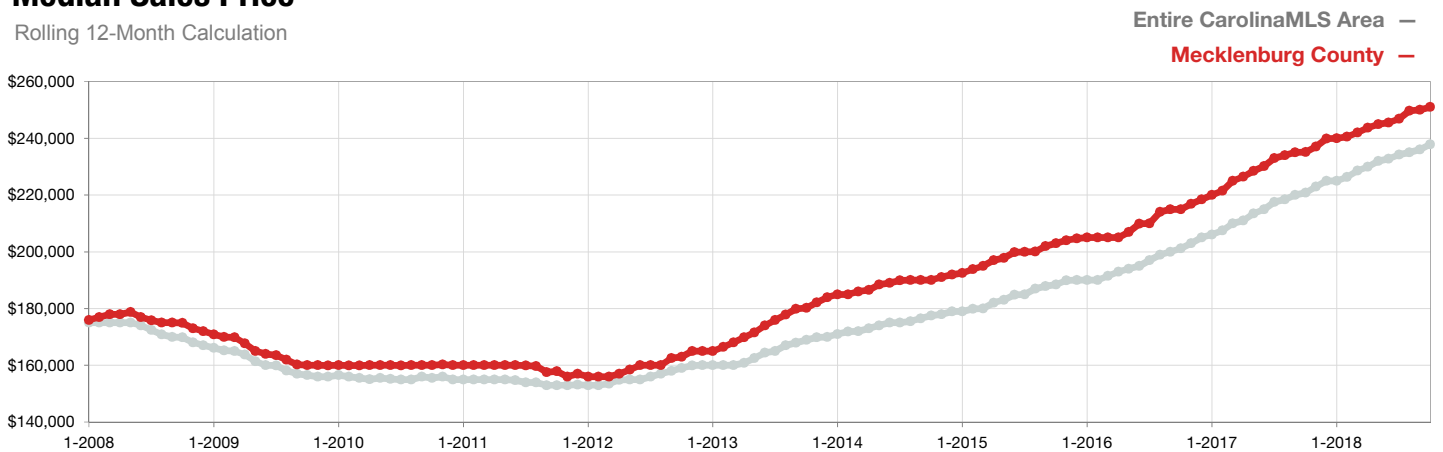
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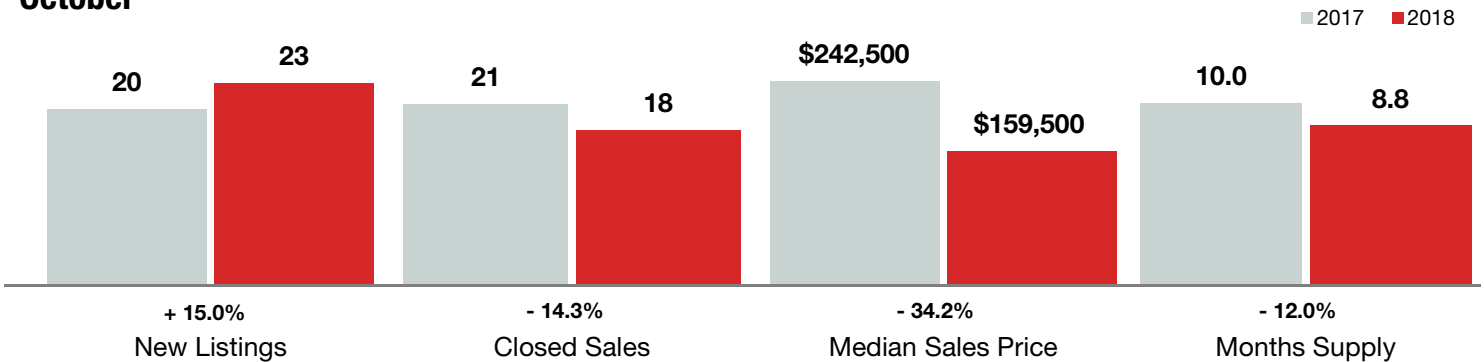
Montgomery County

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	20	23	+ 15.0%	300	316	+ 5.3%
Pending Sales	20	17	- 15.0%	205	202	- 1.5%
Closed Sales	21	18	- 14.3%	197	195	- 1.0%
Median Sales Price*	\$242,500	\$159,500	- 34.2%	\$130,000	\$131,000	+ 0.8%
Average Sales Price*	\$251,119	\$364,818	+ 45.3%	\$219,901	\$223,318	+ 1.6%
Percent of Original List Price Received*	88.6%	86.9%	- 1.9%	87.9%	88.3%	+ 0.5%
List to Close	173	146	- 15.6%	207	164	- 20.8%
Days on Market Until Sale	163	106	- 35.0%	174	131	- 24.7%
Cumulative Days on Market Until Sale	191	106	- 44.5%	193	150	- 22.3%
Inventory of Homes for Sale	190	164	- 13.7%	--	--	--
Months Supply of Inventory	10.0	8.8	- 12.0%	--	--	--

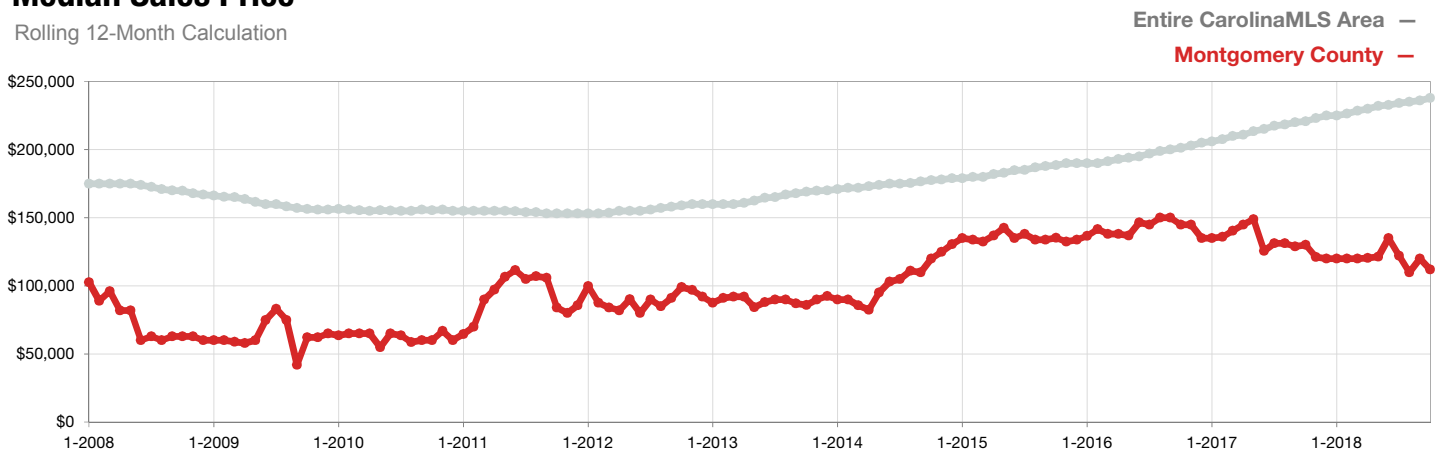
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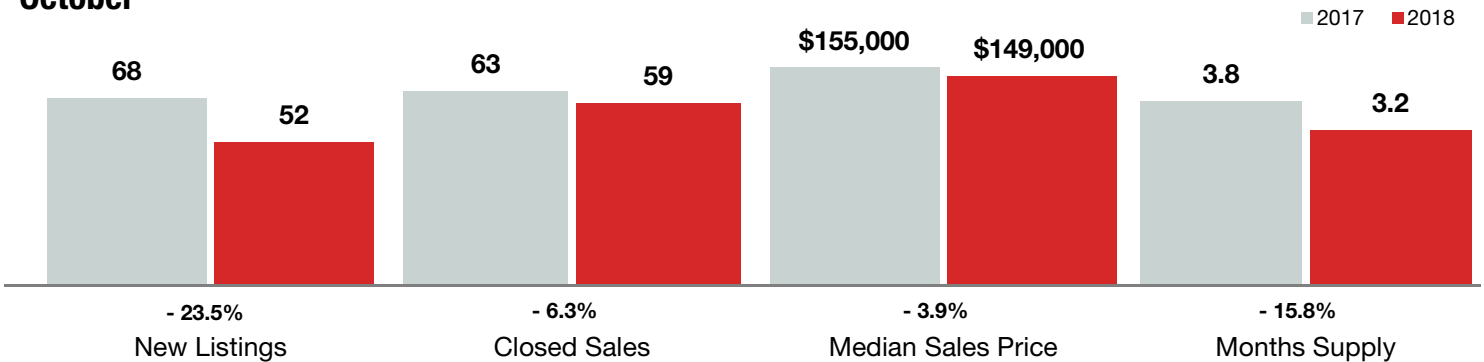
Stanly County

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	68	52	- 23.5%	715	780	+ 9.1%
Pending Sales	63	67	+ 6.3%	606	643	+ 6.1%
Closed Sales	63	59	- 6.3%	577	592	+ 2.6%
Median Sales Price*	\$155,000	\$149,000	- 3.9%	\$145,000	\$152,000	+ 4.8%
Average Sales Price*	\$184,045	\$156,201	- 15.1%	\$166,790	\$175,513	+ 5.2%
Percent of Original List Price Received*	94.0%	95.1%	+ 1.2%	93.7%	94.4%	+ 0.7%
List to Close	135	112	- 17.0%	131	110	- 16.0%
Days on Market Until Sale	85	46	- 45.9%	80	61	- 23.8%
Cumulative Days on Market Until Sale	101	49	- 51.5%	95	69	- 27.4%
Inventory of Homes for Sale	216	193	- 10.6%	--	--	--
Months Supply of Inventory	3.8	3.2	- 15.8%	--	--	--

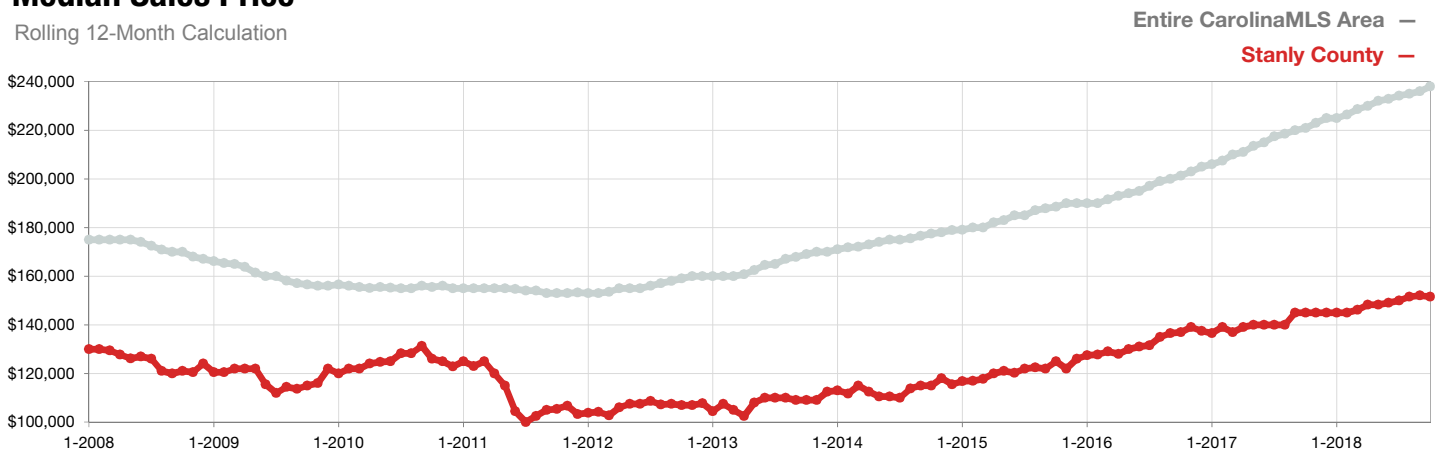
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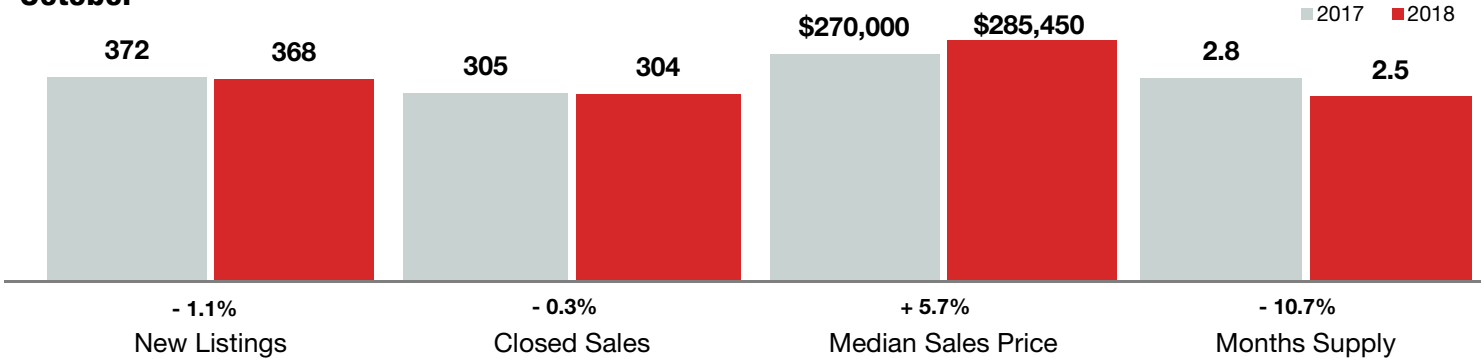
Union County

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	372	368	- 1.1%	4,653	4,668	+ 0.3%
Pending Sales	323	327	+ 1.2%	3,664	3,749	+ 2.3%
Closed Sales	305	304	- 0.3%	3,510	3,579	+ 2.0%
Median Sales Price*	\$270,000	\$285,450	+ 5.7%	\$283,319	\$299,999	+ 5.9%
Average Sales Price*	\$310,633	\$327,170	+ 5.3%	\$336,944	\$351,667	+ 4.4%
Percent of Original List Price Received*	97.7%	96.1%	- 1.6%	97.4%	97.1%	- 0.3%
List to Close	86	104	+ 20.9%	98	96	- 2.0%
Days on Market Until Sale	37	50	+ 35.1%	46	45	- 2.2%
Cumulative Days on Market Until Sale	47	56	+ 19.1%	58	56	- 3.4%
Inventory of Homes for Sale	966	895	- 7.3%	--	--	--
Months Supply of Inventory	2.8	2.5	- 10.7%	--	--	--

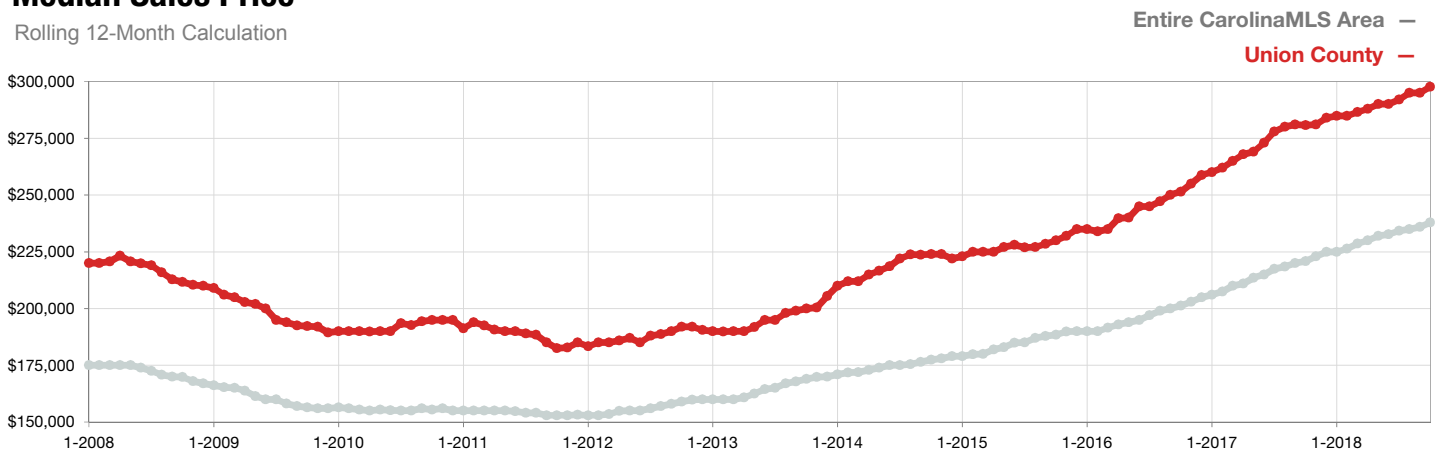
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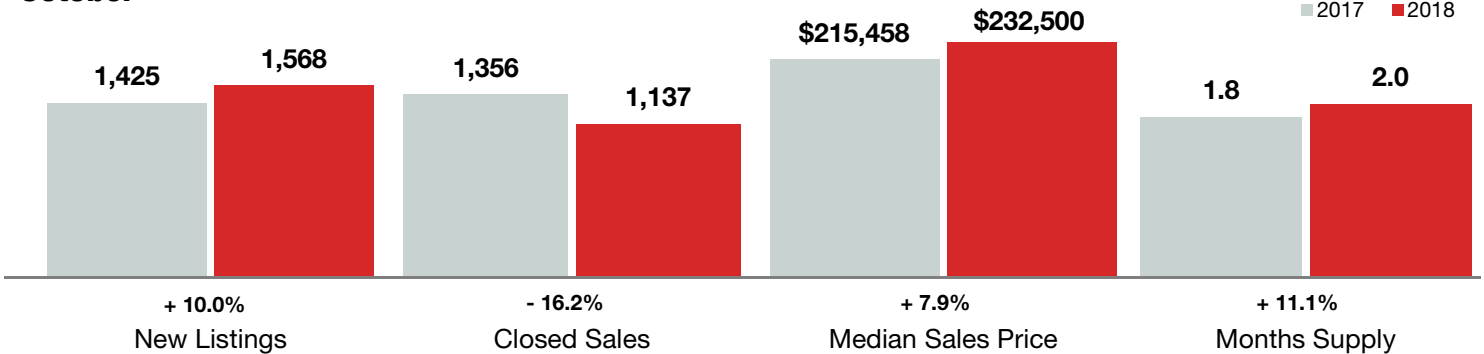
City of Charlotte

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	1,425	1,568	+ 10.0%	17,653	17,296	- 2.0%
Pending Sales	1,343	1,318	- 1.9%	14,662	13,984	- 4.6%
Closed Sales	1,356	1,137	- 16.2%	14,178	13,449	- 5.1%
Median Sales Price*	\$215,458	\$232,500	+ 7.9%	\$224,000	\$238,000	+ 6.3%
Average Sales Price*	\$277,946	\$300,352	+ 8.1%	\$286,396	\$309,928	+ 8.2%
Percent of Original List Price Received*	97.9%	96.8%	- 1.1%	98.2%	98.0%	- 0.2%
List to Close	80	76	- 5.0%	82	79	- 3.7%
Days on Market Until Sale	28	30	+ 7.1%	29	29	0.0%
Cumulative Days on Market Until Sale	34	35	+ 2.9%	35	35	0.0%
Inventory of Homes for Sale	2,545	2,653	+ 4.2%	--	--	--
Months Supply of Inventory	1.8	2.0	+ 11.1%	--	--	--

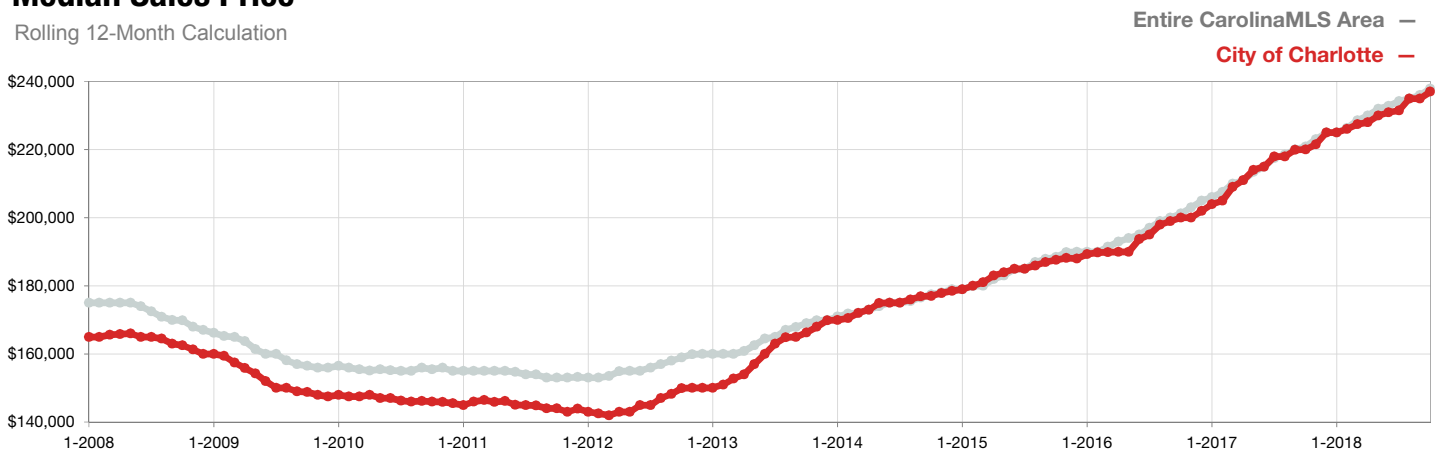
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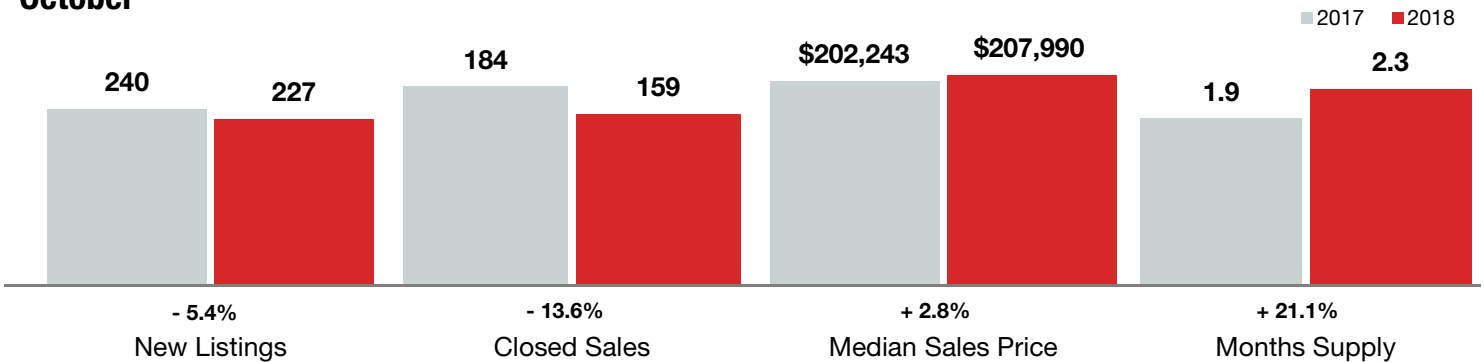
Concord

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	240	227	- 5.4%	2,416	2,496	+ 3.3%
Pending Sales	194	191	- 1.5%	1,988	1,977	- 0.6%
Closed Sales	184	159	- 13.6%	1,871	1,959	+ 4.7%
Median Sales Price*	\$202,243	\$207,990	+ 2.8%	\$200,000	\$222,473	+ 11.2%
Average Sales Price*	\$223,737	\$231,667	+ 3.5%	\$222,375	\$244,441	+ 9.9%
Percent of Original List Price Received*	97.0%	97.0%	0.0%	97.4%	97.6%	+ 0.2%
List to Close	94	88	- 6.4%	87	91	+ 4.6%
Days on Market Until Sale	32	39	+ 21.9%	34	32	- 5.9%
Cumulative Days on Market Until Sale	34	46	+ 35.3%	39	39	0.0%
Inventory of Homes for Sale	361	424	+ 17.5%	--	--	--
Months Supply of Inventory	1.9	2.3	+ 21.1%	--	--	--

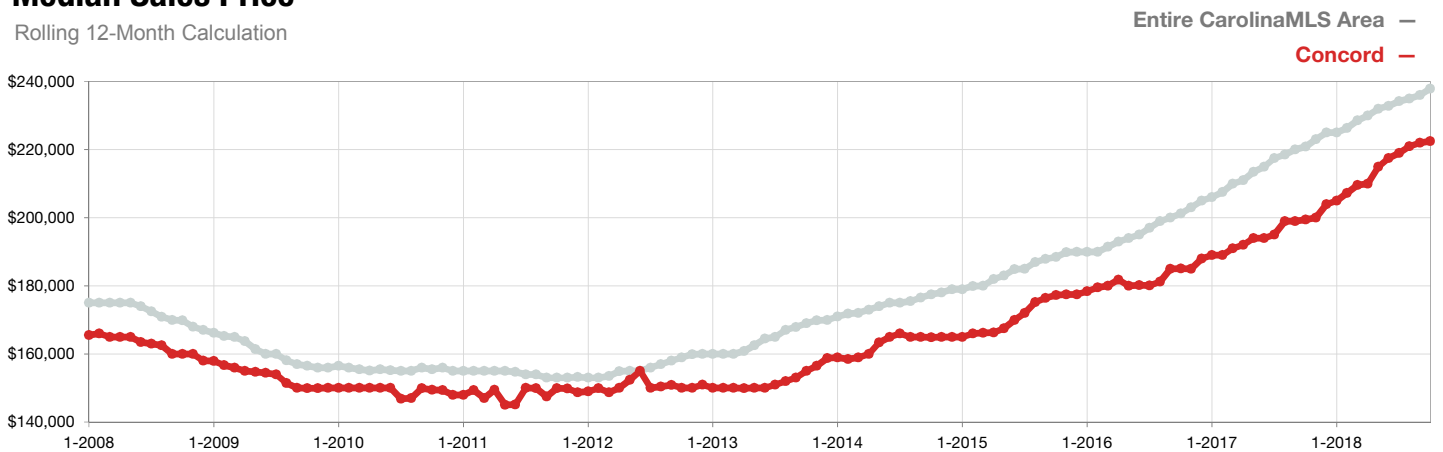
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October



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for October 2018

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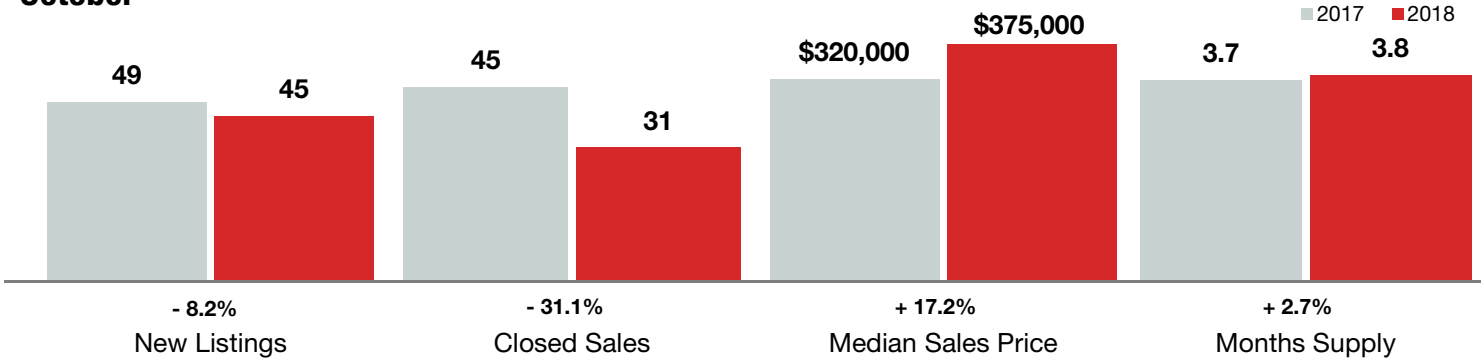
Davidson

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	49	45	- 8.2%	541	555	+ 2.6%
Pending Sales	32	37	+ 15.6%	412	408	- 1.0%
Closed Sales	45	31	- 31.1%	397	396	- 0.3%
Median Sales Price*	\$320,000	\$375,000	+ 17.2%	\$325,000	\$375,000	+ 15.4%
Average Sales Price*	\$330,805	\$413,039	+ 24.9%	\$404,235	\$443,305	+ 9.7%
Percent of Original List Price Received*	95.0%	95.8%	+ 0.8%	96.7%	96.3%	- 0.4%
List to Close	85	103	+ 21.2%	117	115	- 1.7%
Days on Market Until Sale	45	54	+ 20.0%	66	61	- 7.6%
Cumulative Days on Market Until Sale	70	61	- 12.9%	80	70	- 12.5%
Inventory of Homes for Sale	139	147	+ 5.8%	--	--	--
Months Supply of Inventory	3.7	3.8	+ 2.7%	--	--	--

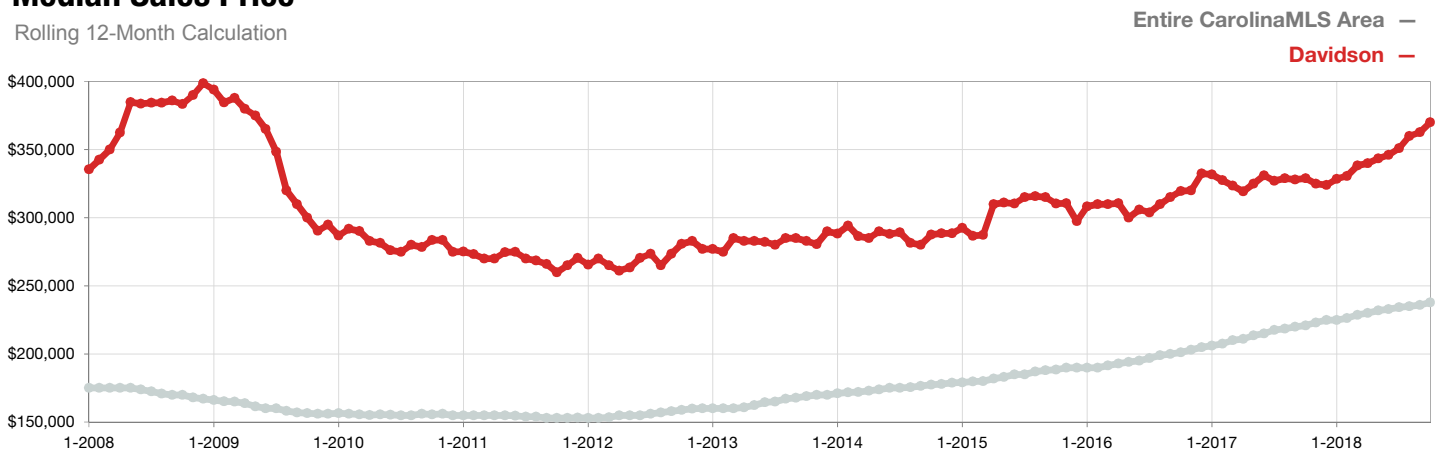
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October



Median Sales Price

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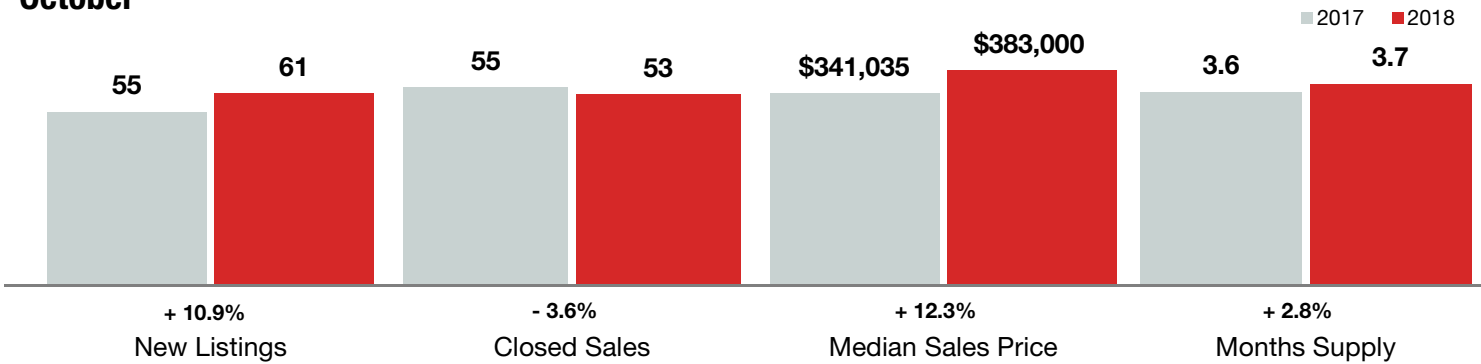
Denver

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	55	61	+ 10.9%	870	854	- 1.8%
Pending Sales	61	42	- 31.1%	693	619	- 10.7%
Closed Sales	55	53	- 3.6%	642	574	- 10.6%
Median Sales Price*	\$341,035	\$383,000	+ 12.3%	\$338,701	\$335,000	- 1.1%
Average Sales Price*	\$396,689	\$370,687	- 6.6%	\$376,929	\$376,339	- 0.2%
Percent of Original List Price Received*	95.3%	95.1%	- 0.2%	96.8%	96.4%	- 0.4%
List to Close	149	122	- 18.1%	114	119	+ 4.4%
Days on Market Until Sale	85	65	- 23.5%	61	64	+ 4.9%
Cumulative Days on Market Until Sale	91	77	- 15.4%	72	79	+ 9.7%
Inventory of Homes for Sale	235	215	- 8.5%	--	--	--
Months Supply of Inventory	3.6	3.7	+ 2.8%	--	--	--

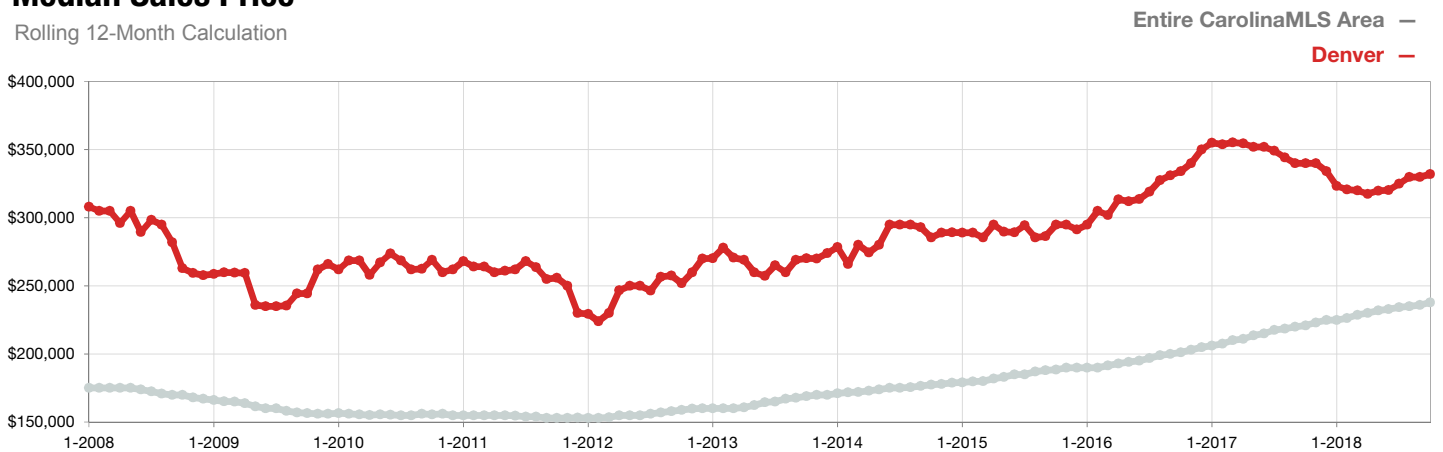
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October



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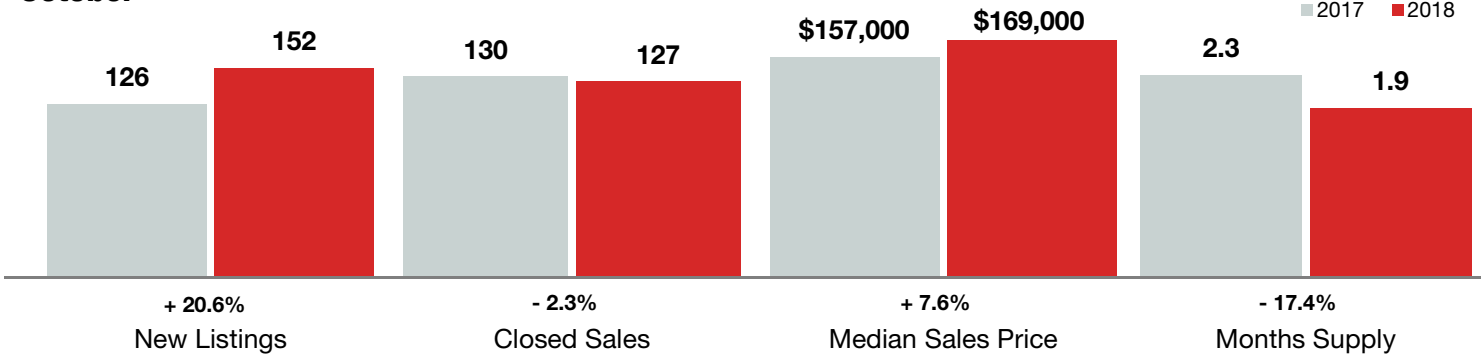
Gastonia

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	126	152	+ 20.6%	1,434	1,572	+ 9.6%
Pending Sales	105	132	+ 25.7%	1,241	1,277	+ 2.9%
Closed Sales	130	127	- 2.3%	1,251	1,208	- 3.4%
Median Sales Price*	\$157,000	\$169,000	+ 7.6%	\$155,000	\$166,000	+ 7.1%
Average Sales Price*	\$161,557	\$189,447	+ 17.3%	\$165,823	\$174,920	+ 5.5%
Percent of Original List Price Received*	95.1%	95.6%	+ 0.5%	96.6%	96.7%	+ 0.1%
List to Close	79	91	+ 15.2%	101	84	- 16.8%
Days on Market Until Sale	33	44	+ 33.3%	48	36	- 25.0%
Cumulative Days on Market Until Sale	36	52	+ 44.4%	54	42	- 22.2%
Inventory of Homes for Sale	280	237	- 15.4%	--	--	--
Months Supply of Inventory	2.3	1.9	- 17.4%	--	--	--

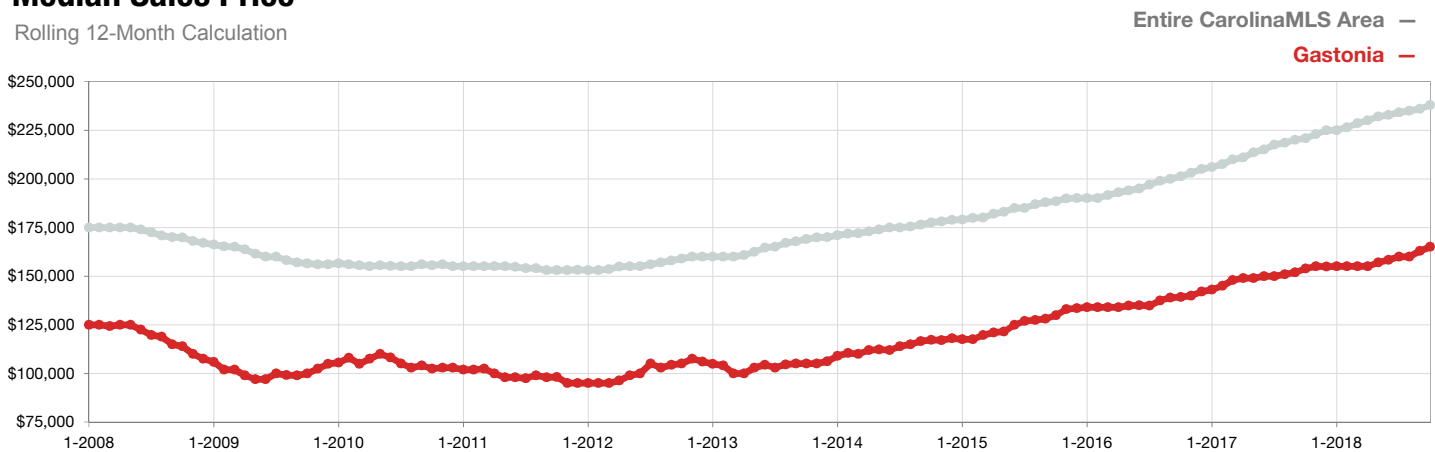
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October



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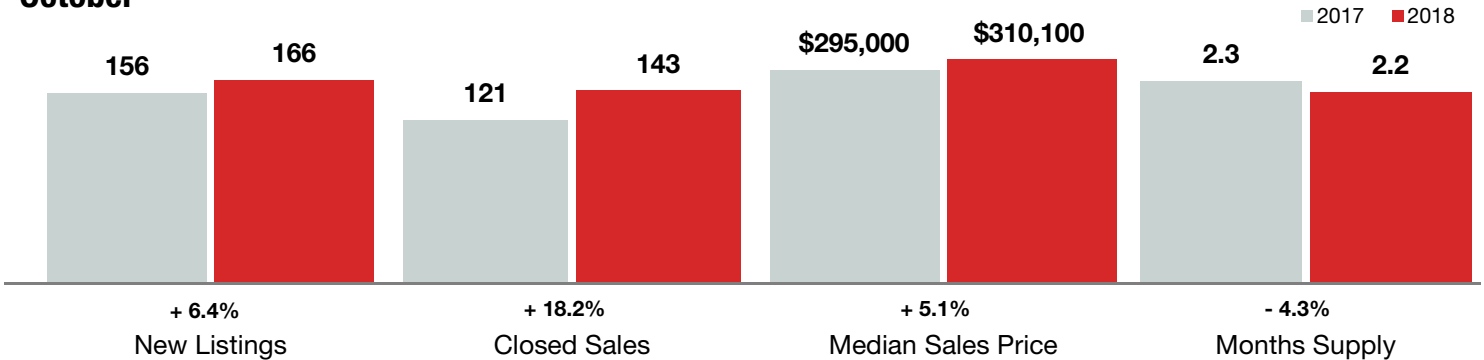
Huntersville

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	156	166	+ 6.4%	1,911	1,872	- 2.0%
Pending Sales	115	119	+ 3.5%	1,501	1,495	- 0.4%
Closed Sales	121	143	+ 18.2%	1,472	1,454	- 1.2%
Median Sales Price*	\$295,000	\$310,100	+ 5.1%	\$294,000	\$315,000	+ 7.1%
Average Sales Price*	\$321,563	\$343,049	+ 6.7%	\$318,652	\$339,515	+ 6.5%
Percent of Original List Price Received*	97.0%	96.6%	- 0.4%	97.9%	97.3%	- 0.6%
List to Close	95	104	+ 9.5%	91	94	+ 3.3%
Days on Market Until Sale	47	50	+ 6.4%	38	44	+ 15.8%
Cumulative Days on Market Until Sale	53	67	+ 26.4%	46	52	+ 13.0%
Inventory of Homes for Sale	334	307	- 8.1%	--	--	--
Months Supply of Inventory	2.3	2.2	- 4.3%	--	--	--

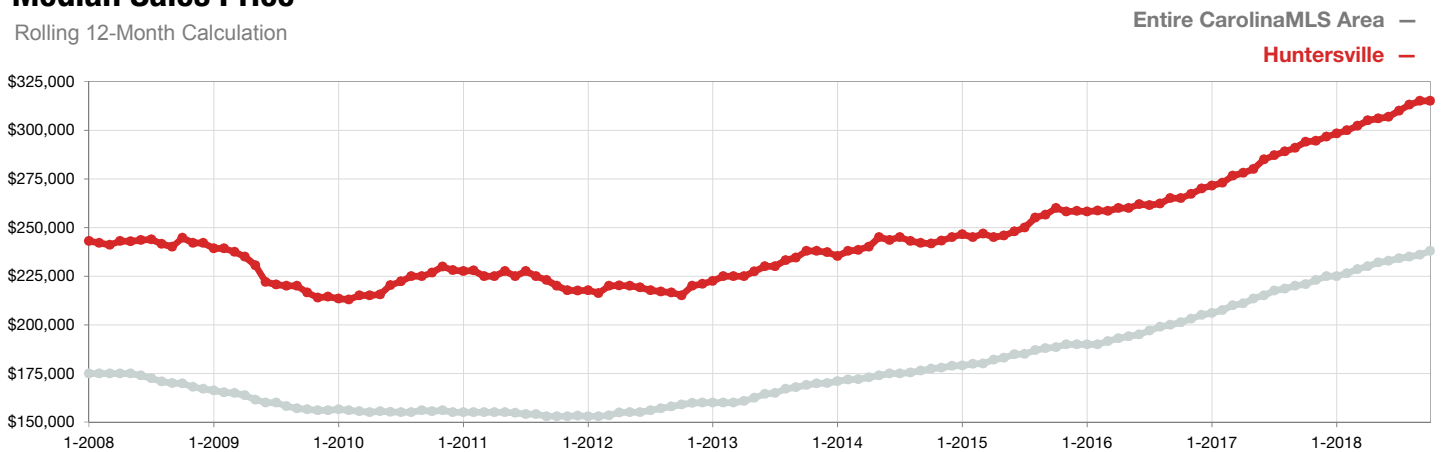
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October



Median Sales Price

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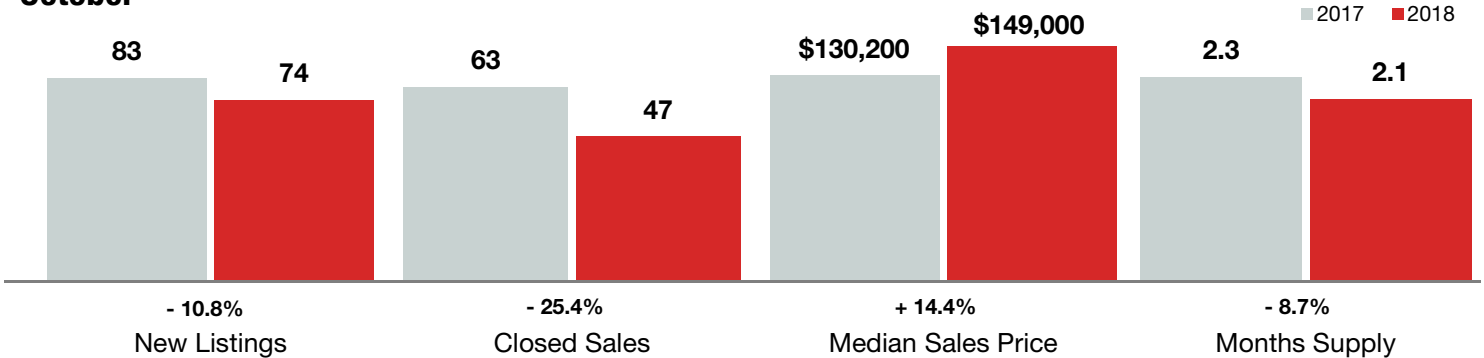
Kannapolis

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	83	74	- 10.8%	803	830	+ 3.4%
Pending Sales	64	58	- 9.4%	667	705	+ 5.7%
Closed Sales	63	47	- 25.4%	644	680	+ 5.6%
Median Sales Price*	\$130,200	\$149,000	+ 14.4%	\$133,000	\$150,000	+ 12.8%
Average Sales Price*	\$130,870	\$163,399	+ 24.9%	\$145,251	\$163,906	+ 12.8%
Percent of Original List Price Received*	96.0%	95.4%	- 0.6%	95.8%	95.9%	+ 0.1%
List to Close	64	97	+ 51.6%	89	81	- 9.0%
Days on Market Until Sale	22	53	+ 140.9%	45	36	- 20.0%
Cumulative Days on Market Until Sale	25	53	+ 112.0%	52	43	- 17.3%
Inventory of Homes for Sale	151	138	- 8.6%	--	--	--
Months Supply of Inventory	2.3	2.1	- 8.7%	--	--	--

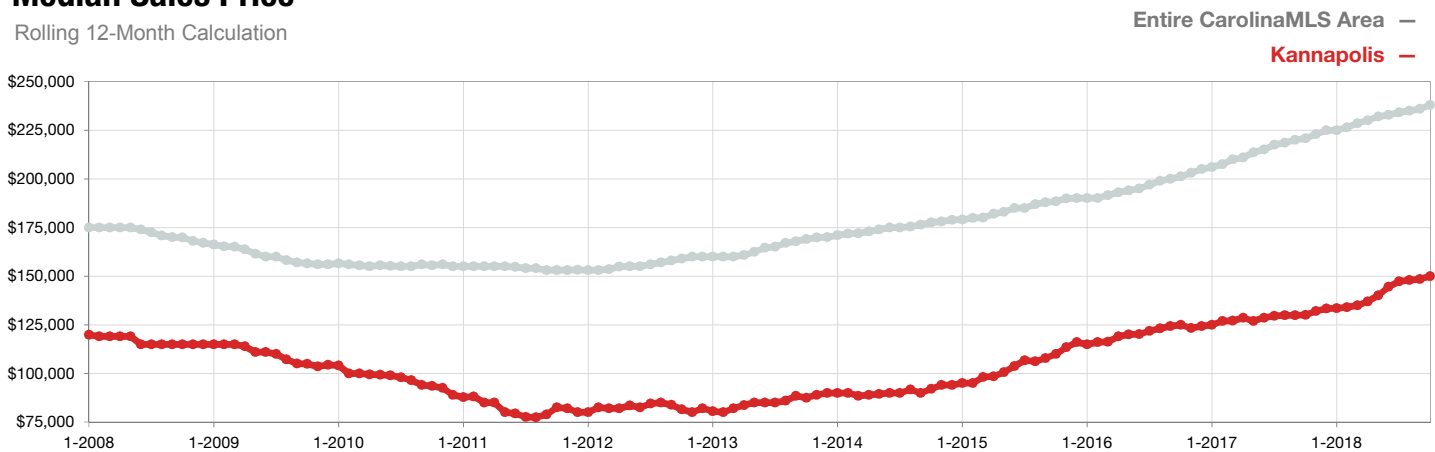
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October



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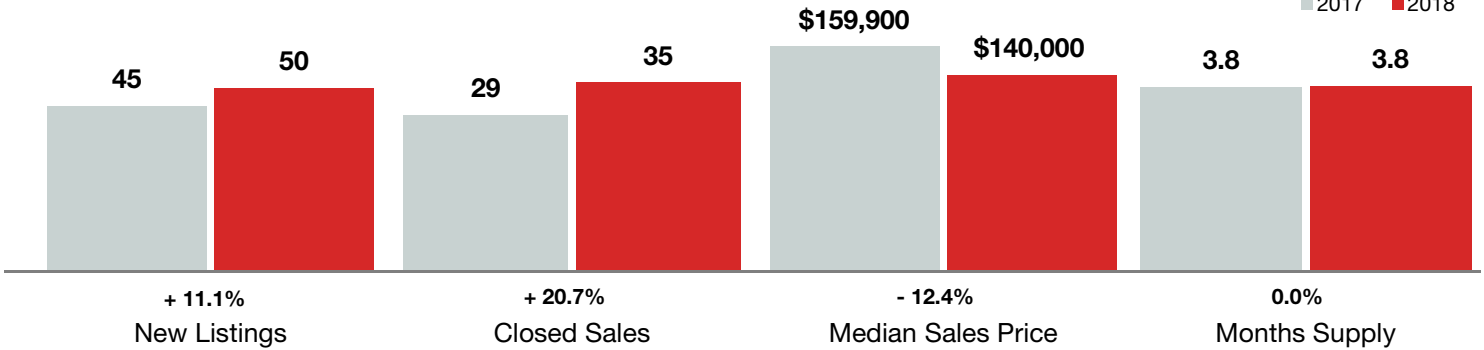
Lincolnton

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	45	50	+ 11.1%	482	475	- 1.5%
Pending Sales	29	36	+ 24.1%	370	362	- 2.2%
Closed Sales	29	35	+ 20.7%	346	354	+ 2.3%
Median Sales Price*	\$159,900	\$140,000	- 12.4%	\$157,900	\$164,000	+ 3.9%
Average Sales Price*	\$166,779	\$161,682	- 3.1%	\$173,256	\$188,297	+ 8.7%
Percent of Original List Price Received*	95.8%	91.9%	- 4.1%	95.3%	94.8%	- 0.5%
List to Close	90	108	+ 20.0%	110	115	+ 4.5%
Days on Market Until Sale	45	43	- 4.4%	56	57	+ 1.8%
Cumulative Days on Market Until Sale	46	46	0.0%	64	63	- 1.6%
Inventory of Homes for Sale	132	135	+ 2.3%	--	--	--
Months Supply of Inventory	3.8	3.8	0.0%	--	--	--

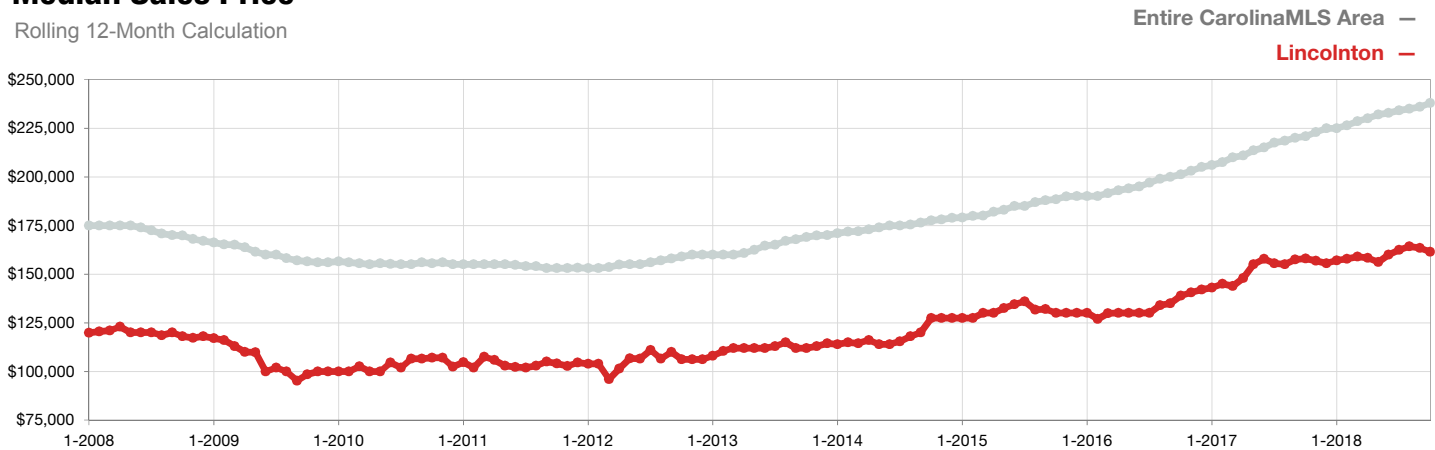
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October



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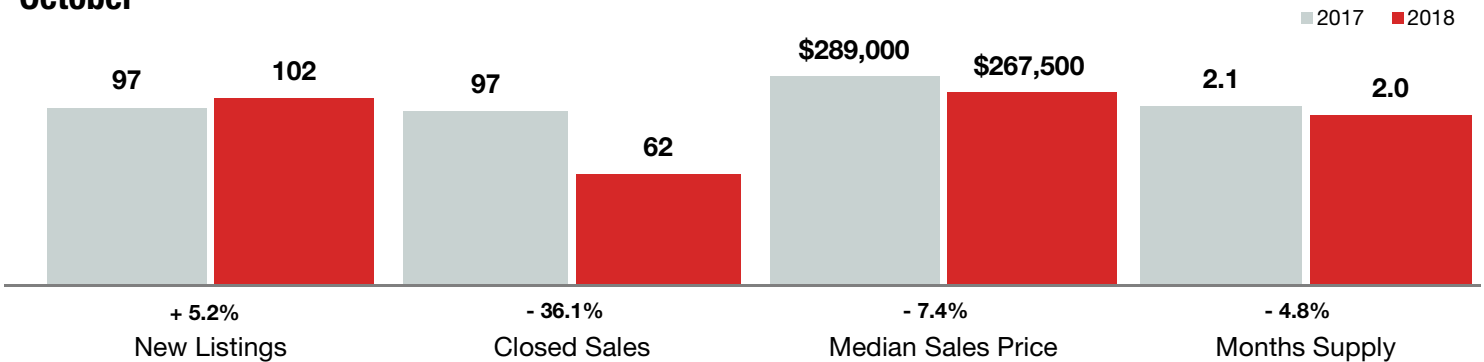
Matthews

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	97	102	+ 5.2%	1,370	1,236	- 9.8%
Pending Sales	100	99	- 1.0%	1,095	1,010	- 7.8%
Closed Sales	97	62	- 36.1%	1,045	957	- 8.4%
Median Sales Price*	\$289,000	\$267,500	- 7.4%	\$280,000	\$295,000	+ 5.4%
Average Sales Price*	\$298,266	\$294,838	- 1.1%	\$315,670	\$326,150	+ 3.3%
Percent of Original List Price Received*	95.9%	97.6%	+ 1.8%	97.8%	97.7%	- 0.1%
List to Close	85	72	- 15.3%	82	77	- 6.1%
Days on Market Until Sale	41	34	- 17.1%	35	33	- 5.7%
Cumulative Days on Market Until Sale	50	40	- 20.0%	45	42	- 6.7%
Inventory of Homes for Sale	211	188	- 10.9%	--	--	--
Months Supply of Inventory	2.1	2.0	- 4.8%	--	--	--

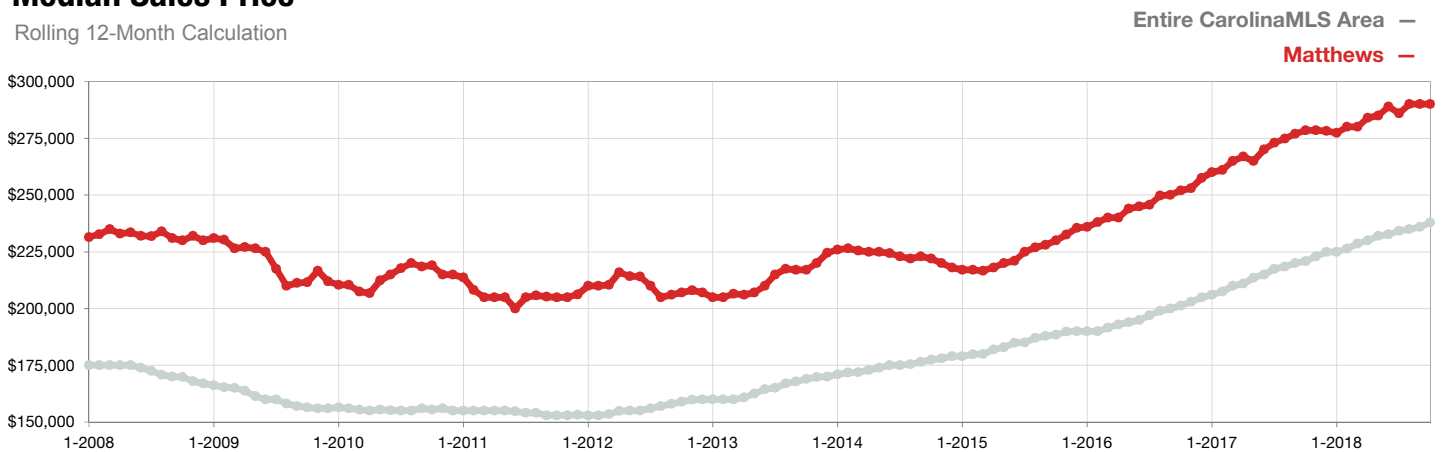
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October



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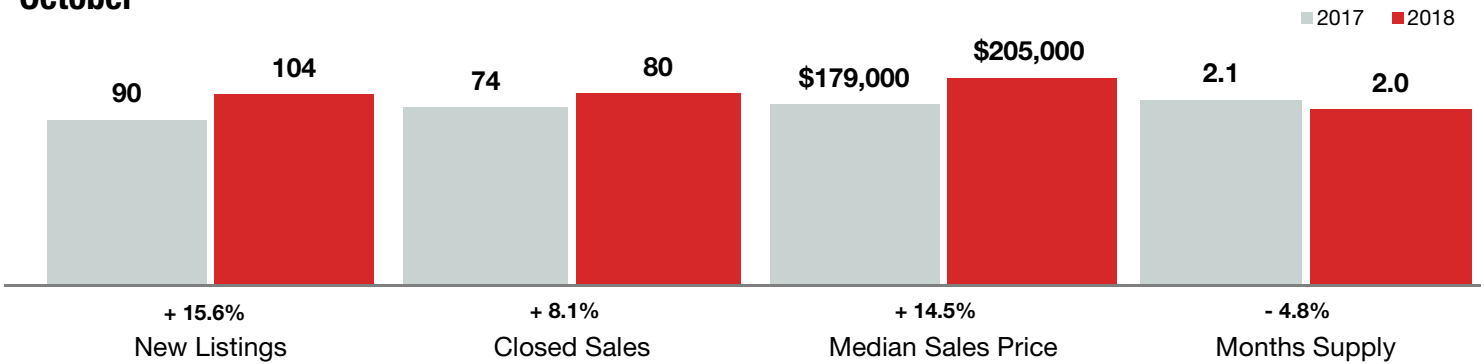
Monroe

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	90	104	+ 15.6%	999	1,095	+ 9.6%
Pending Sales	78	84	+ 7.7%	887	909	+ 2.5%
Closed Sales	74	80	+ 8.1%	864	871	+ 0.8%
Median Sales Price*	\$179,000	\$205,000	+ 14.5%	\$185,000	\$205,000	+ 10.8%
Average Sales Price*	\$200,441	\$216,695	+ 8.1%	\$206,339	\$222,754	+ 8.0%
Percent of Original List Price Received*	98.9%	96.5%	- 2.4%	97.2%	97.0%	- 0.2%
List to Close	83	90	+ 8.4%	88	80	- 9.1%
Days on Market Until Sale	26	35	+ 34.6%	40	33	- 17.5%
Cumulative Days on Market Until Sale	31	36	+ 16.1%	48	39	- 18.8%
Inventory of Homes for Sale	181	174	- 3.9%	--	--	--
Months Supply of Inventory	2.1	2.0	- 4.8%	--	--	--

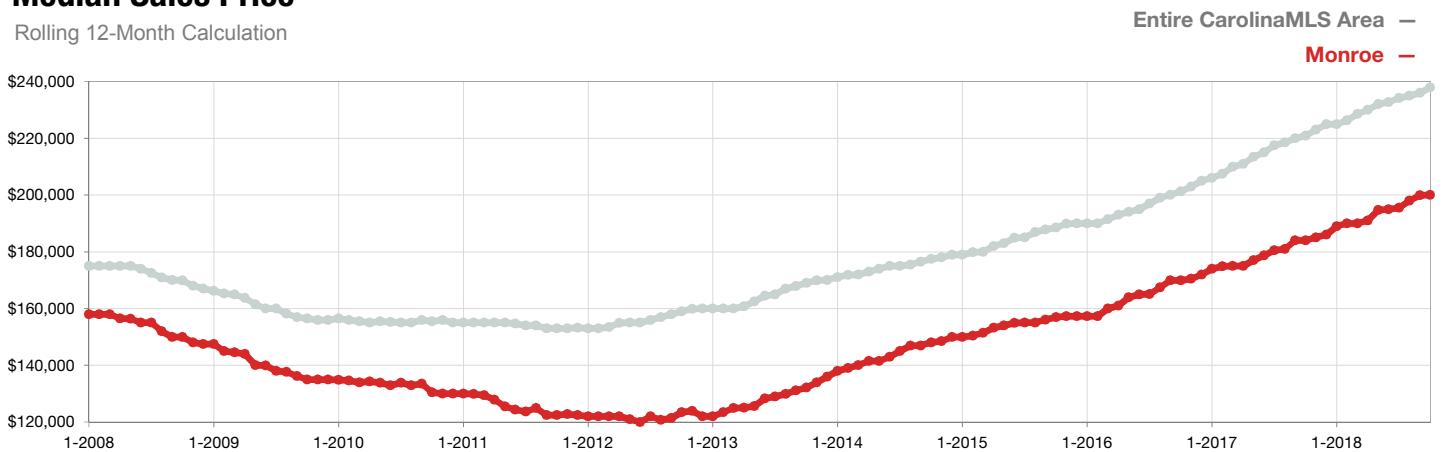
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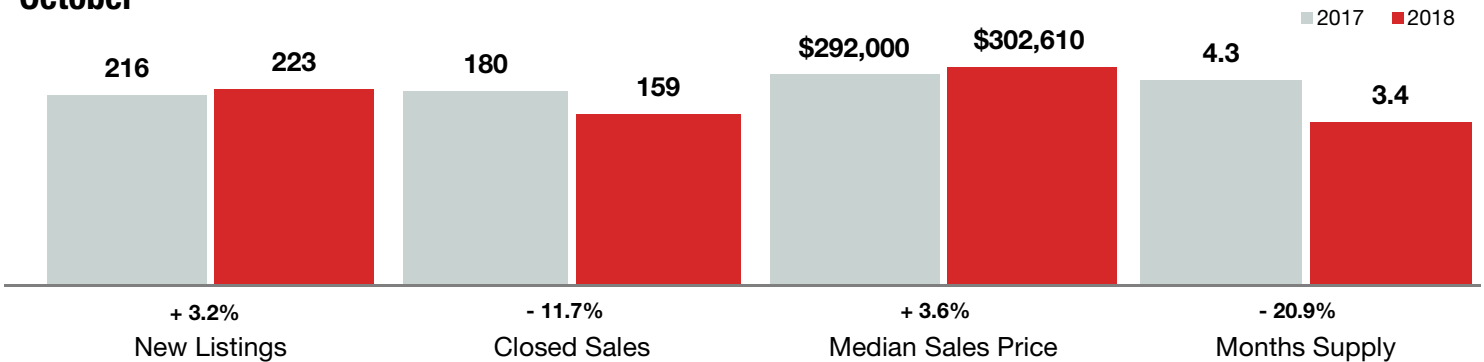
Mooreville

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	216	223	+ 3.2%	2,472	2,388	- 3.4%
Pending Sales	179	179	0.0%	1,755	1,796	+ 2.3%
Closed Sales	180	159	- 11.7%	1,660	1,703	+ 2.6%
Median Sales Price*	\$292,000	\$302,610	+ 3.6%	\$286,285	\$300,000	+ 4.8%
Average Sales Price*	\$419,518	\$386,121	- 8.0%	\$374,014	\$390,972	+ 4.5%
Percent of Original List Price Received*	95.3%	95.6%	+ 0.3%	96.0%	96.1%	+ 0.1%
List to Close	108	103	- 4.6%	115	113	- 1.7%
Days on Market Until Sale	68	51	- 25.0%	65	62	- 4.6%
Cumulative Days on Market Until Sale	84	57	- 32.1%	80	76	- 5.0%
Inventory of Homes for Sale	695	581	- 16.4%	--	--	--
Months Supply of Inventory	4.3	3.4	- 20.9%	--	--	--

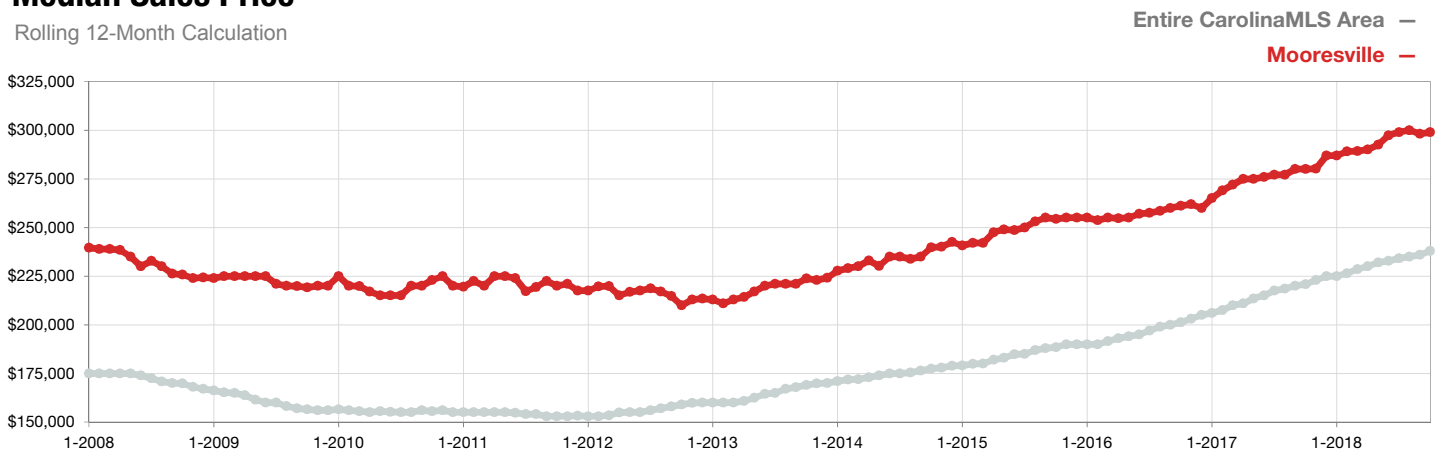
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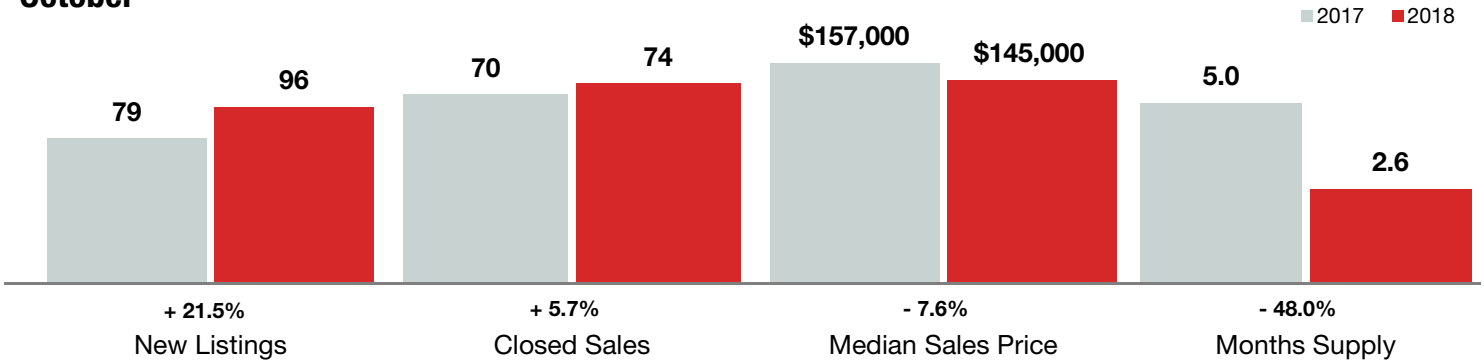
Salisbury

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	79	96	+ 21.5%	911	948	+ 4.1%
Pending Sales	49	83	+ 69.4%	670	823	+ 22.8%
Closed Sales	70	74	+ 5.7%	682	777	+ 13.9%
Median Sales Price*	\$157,000	\$145,000	- 7.6%	\$144,900	\$149,900	+ 3.5%
Average Sales Price*	\$164,049	\$179,117	+ 9.2%	\$154,333	\$163,109	+ 5.7%
Percent of Original List Price Received*	94.8%	95.0%	+ 0.2%	93.0%	94.9%	+ 2.0%
List to Close	81	103	+ 27.2%	120	110	- 8.3%
Days on Market Until Sale	35	45	+ 28.6%	74	61	- 17.6%
Cumulative Days on Market Until Sale	46	57	+ 23.9%	89	72	- 19.1%
Inventory of Homes for Sale	319	205	- 35.7%	--	--	--
Months Supply of Inventory	5.0	2.6	- 48.0%	--	--	--

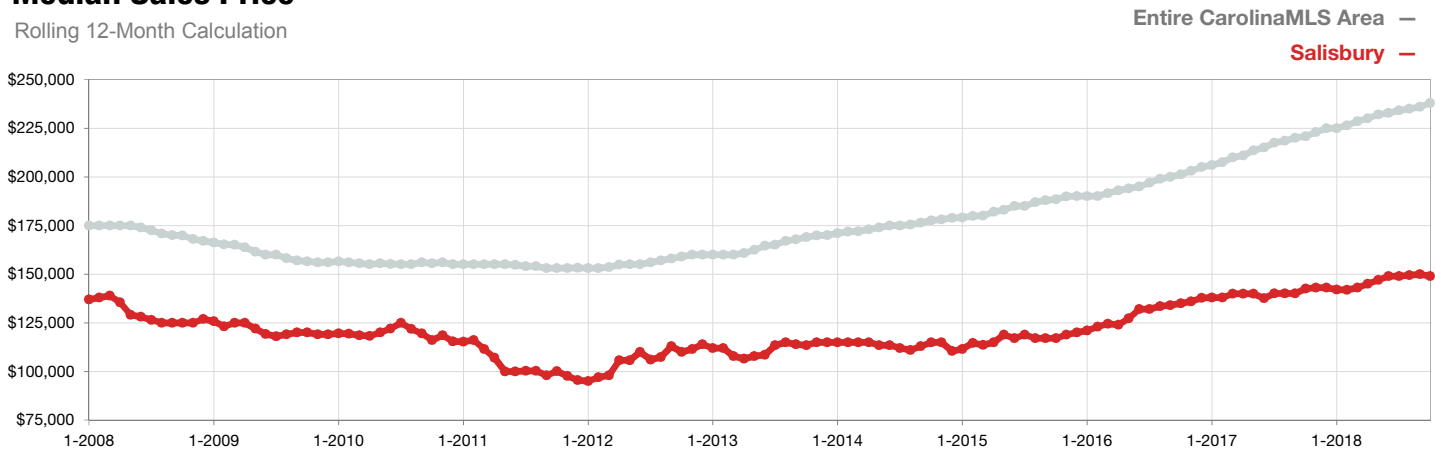
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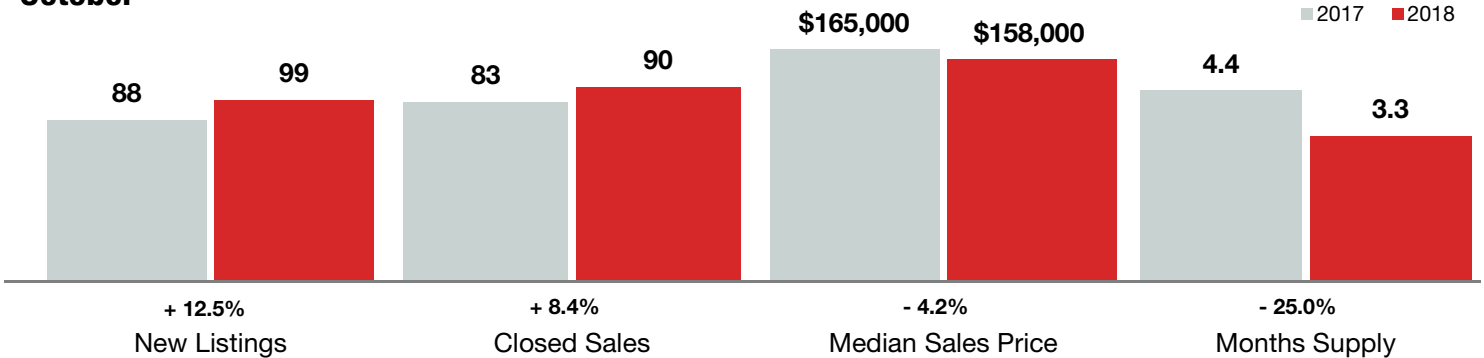
Statesville

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	88	99	+ 12.5%	1,012	1,052	+ 4.0%
Pending Sales	74	101	+ 36.5%	741	828	+ 11.7%
Closed Sales	83	90	+ 8.4%	713	767	+ 7.6%
Median Sales Price*	\$165,000	\$158,000	- 4.2%	\$154,950	\$165,000	+ 6.5%
Average Sales Price*	\$187,378	\$179,433	- 4.2%	\$170,835	\$182,147	+ 6.6%
Percent of Original List Price Received*	94.1%	94.7%	+ 0.6%	94.4%	95.4%	+ 1.1%
List to Close	111	104	- 6.3%	112	110	- 1.8%
Days on Market Until Sale	65	51	- 21.5%	65	60	- 7.7%
Cumulative Days on Market Until Sale	83	65	- 21.7%	79	73	- 7.6%
Inventory of Homes for Sale	315	262	- 16.8%	--	--	--
Months Supply of Inventory	4.4	3.3	- 25.0%	--	--	--

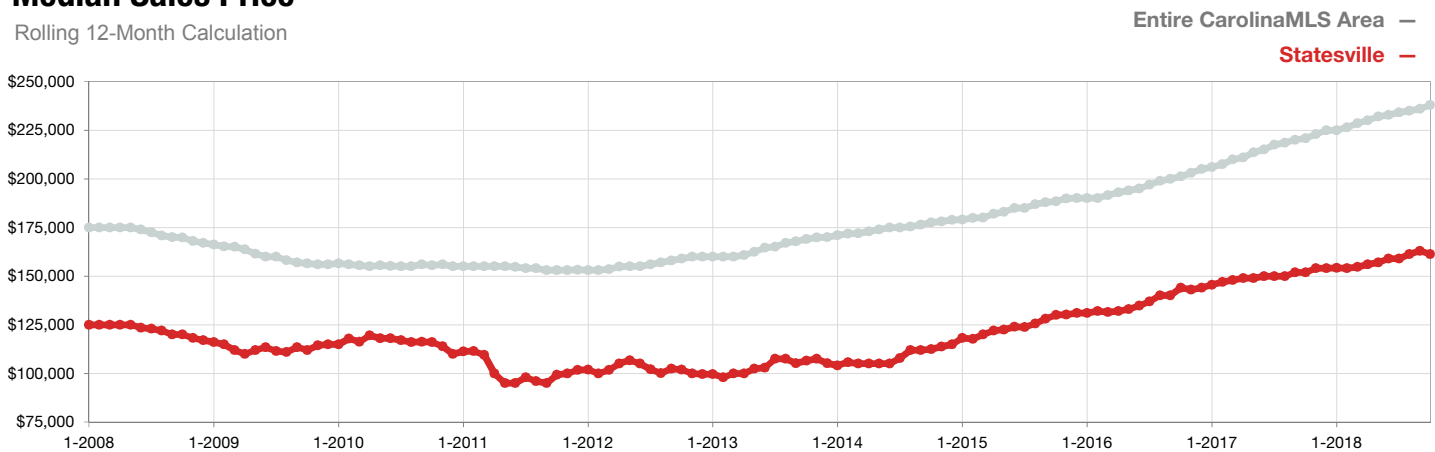
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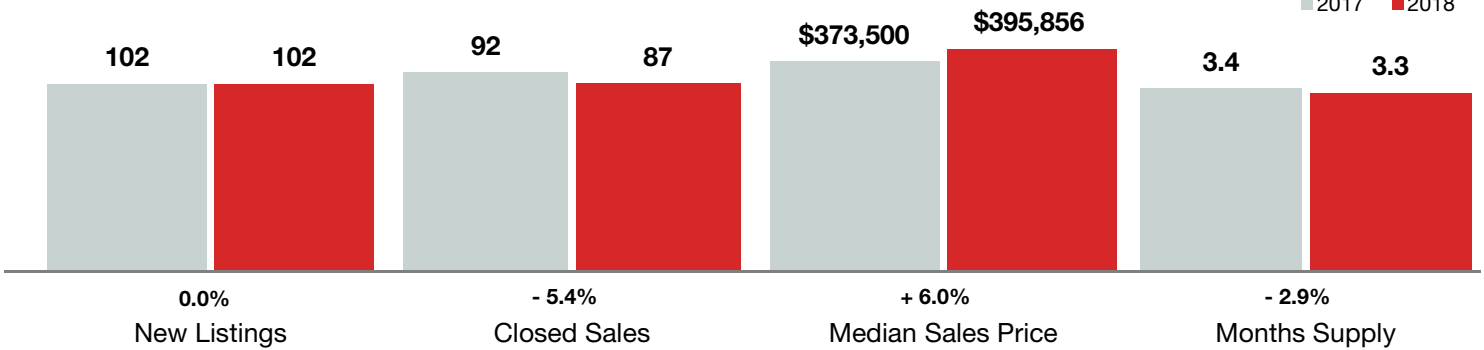
Waxhaw

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	102	102	0.0%	1,545	1,504	- 2.7%
Pending Sales	98	87	- 11.2%	1,135	1,140	+ 0.4%
Closed Sales	92	87	- 5.4%	1,077	1,090	+ 1.2%
Median Sales Price*	\$373,500	\$395,856	+ 6.0%	\$386,900	\$397,995	+ 2.9%
Average Sales Price*	\$415,803	\$456,145	+ 9.7%	\$442,545	\$455,228	+ 2.9%
Percent of Original List Price Received*	96.7%	94.9%	- 1.9%	96.6%	96.7%	+ 0.1%
List to Close	90	121	+ 34.4%	109	109	0.0%
Days on Market Until Sale	43	66	+ 53.5%	56	55	- 1.8%
Cumulative Days on Market Until Sale	62	76	+ 22.6%	74	70	- 5.4%
Inventory of Homes for Sale	353	349	- 1.1%	--	--	--
Months Supply of Inventory	3.4	3.3	- 2.9%	--	--	--

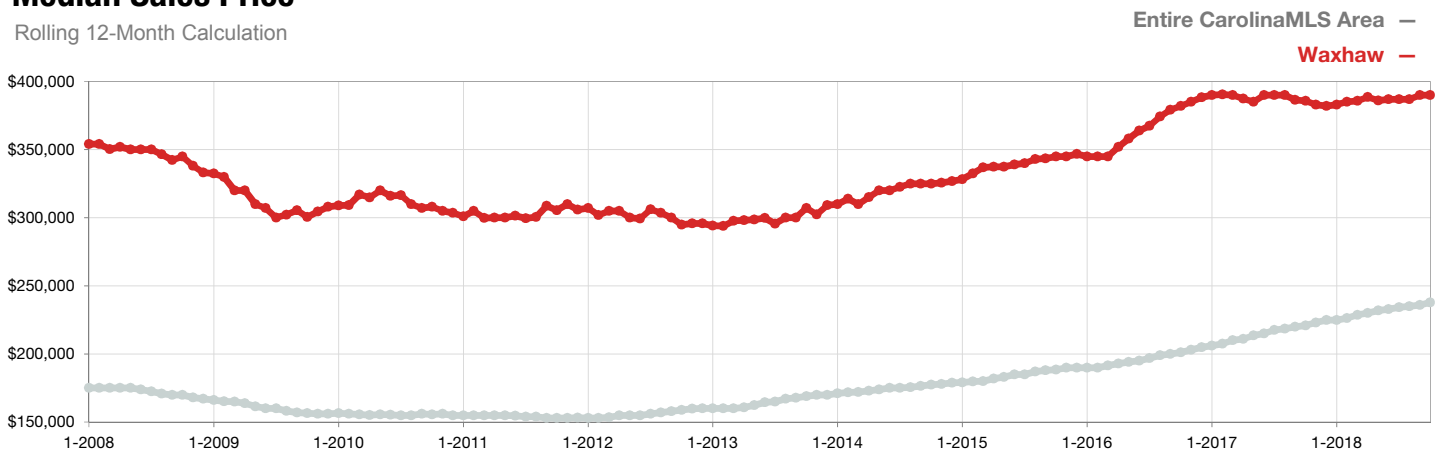
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October



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for October 2018

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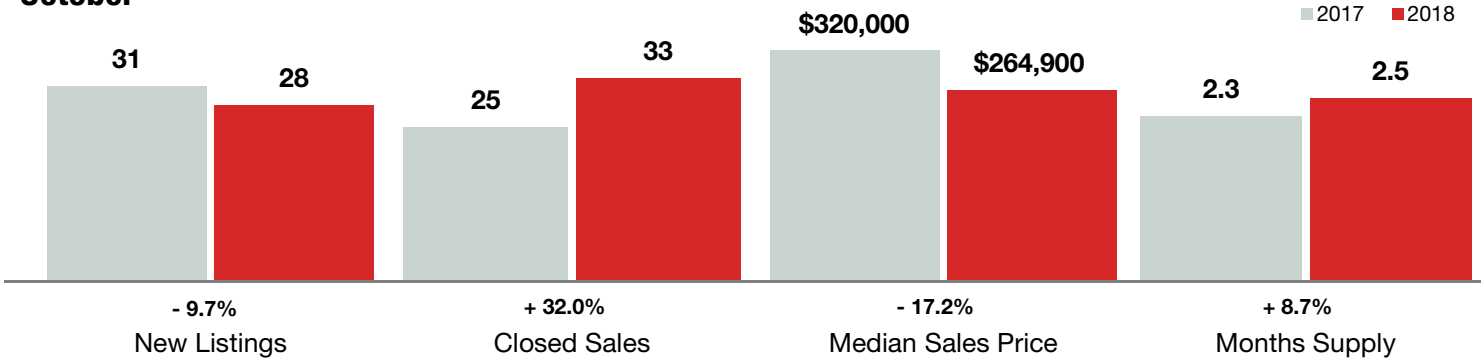
Uptown Charlotte

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	31	28	- 9.7%	467	429	- 8.1%
Pending Sales	31	22	- 29.0%	388	331	- 14.7%
Closed Sales	25	33	+ 32.0%	374	317	- 15.2%
Median Sales Price*	\$320,000	\$264,900	- 17.2%	\$283,250	\$275,000	- 2.9%
Average Sales Price*	\$336,012	\$331,827	- 1.2%	\$320,428	\$323,985	+ 1.1%
Percent of Original List Price Received*	97.2%	96.6%	- 0.6%	96.6%	96.6%	0.0%
List to Close	74	118	+ 59.5%	99	103	+ 4.0%
Days on Market Until Sale	33	48	+ 45.5%	50	47	- 6.0%
Cumulative Days on Market Until Sale	33	67	+ 103.0%	58	62	+ 6.9%
Inventory of Homes for Sale	82	76	- 7.3%	--	--	--
Months Supply of Inventory	2.3	2.5	+ 8.7%	--	--	--

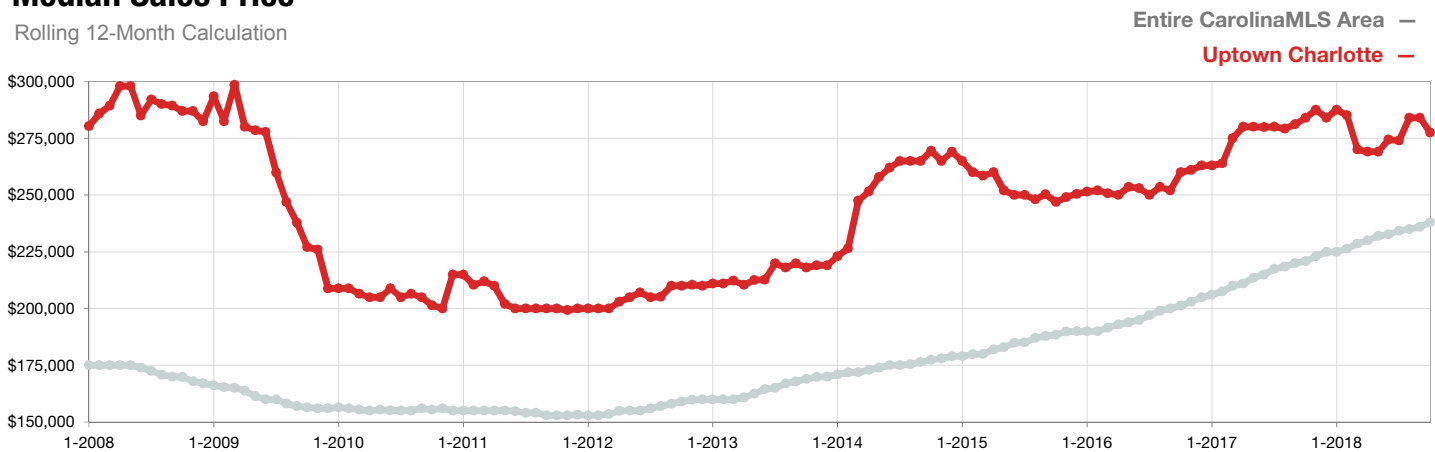
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October



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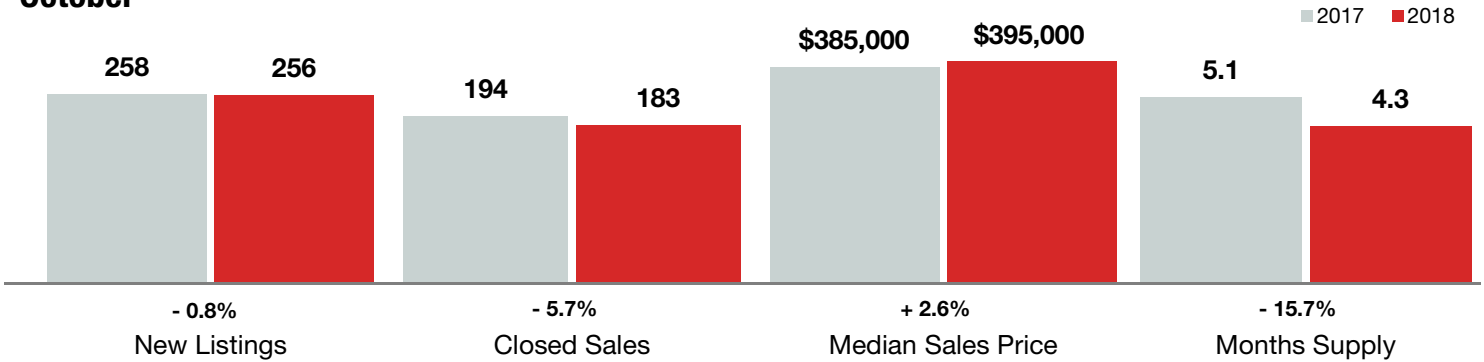
Lake Norman

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	258	256	- 0.8%	3,051	2,971	- 2.6%
Pending Sales	193	171	- 11.4%	2,078	2,080	+ 0.1%
Closed Sales	194	183	- 5.7%	1,975	1,991	+ 0.8%
Median Sales Price*	\$385,000	\$395,000	+ 2.6%	\$380,000	\$385,000	+ 1.3%
Average Sales Price*	\$516,489	\$476,449	- 7.8%	\$481,866	\$501,391	+ 4.1%
Percent of Original List Price Received*	94.5%	95.3%	+ 0.8%	95.2%	95.8%	+ 0.6%
List to Close	121	119	- 1.7%	132	125	- 5.3%
Days on Market Until Sale	76	65	- 14.5%	78	73	- 6.4%
Cumulative Days on Market Until Sale	98	89	- 9.2%	95	92	- 3.2%
Inventory of Homes for Sale	988	858	- 13.2%	--	--	--
Months Supply of Inventory	5.1	4.3	- 15.7%	--	--	--

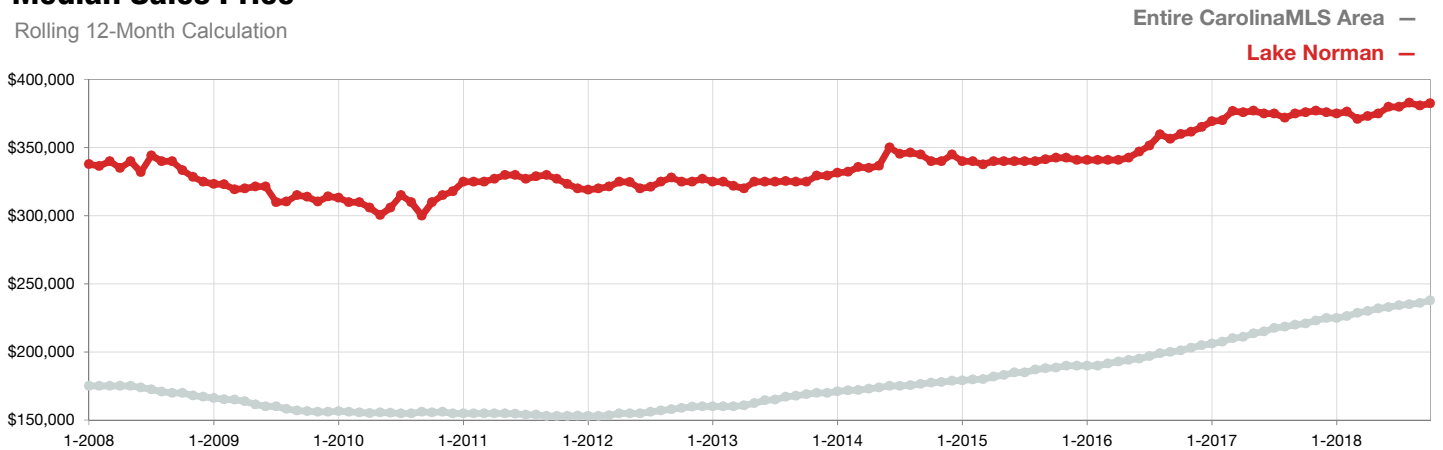
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October



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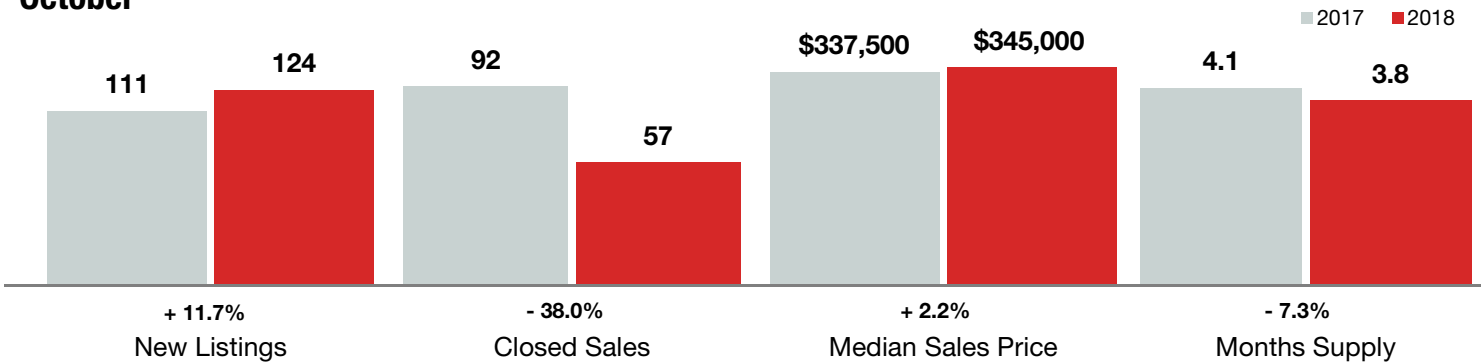
Lake Wylie

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	111	124	+ 11.7%	1,365	1,479	+ 8.4%
Pending Sales	95	107	+ 12.6%	997	1,086	+ 8.9%
Closed Sales	92	57	- 38.0%	946	1,031	+ 9.0%
Median Sales Price*	\$337,500	\$345,000	+ 2.2%	\$329,990	\$349,999	+ 6.1%
Average Sales Price*	\$381,357	\$381,731	+ 0.1%	\$378,445	\$395,324	+ 4.5%
Percent of Original List Price Received*	97.1%	95.3%	- 1.9%	97.2%	96.9%	- 0.3%
List to Close	125	118	- 5.6%	121	122	+ 0.8%
Days on Market Until Sale	69	71	+ 2.9%	62	65	+ 4.8%
Cumulative Days on Market Until Sale	79	84	+ 6.3%	78	77	- 1.3%
Inventory of Homes for Sale	382	394	+ 3.1%	--	--	--
Months Supply of Inventory	4.1	3.8	- 7.3%	--	--	--

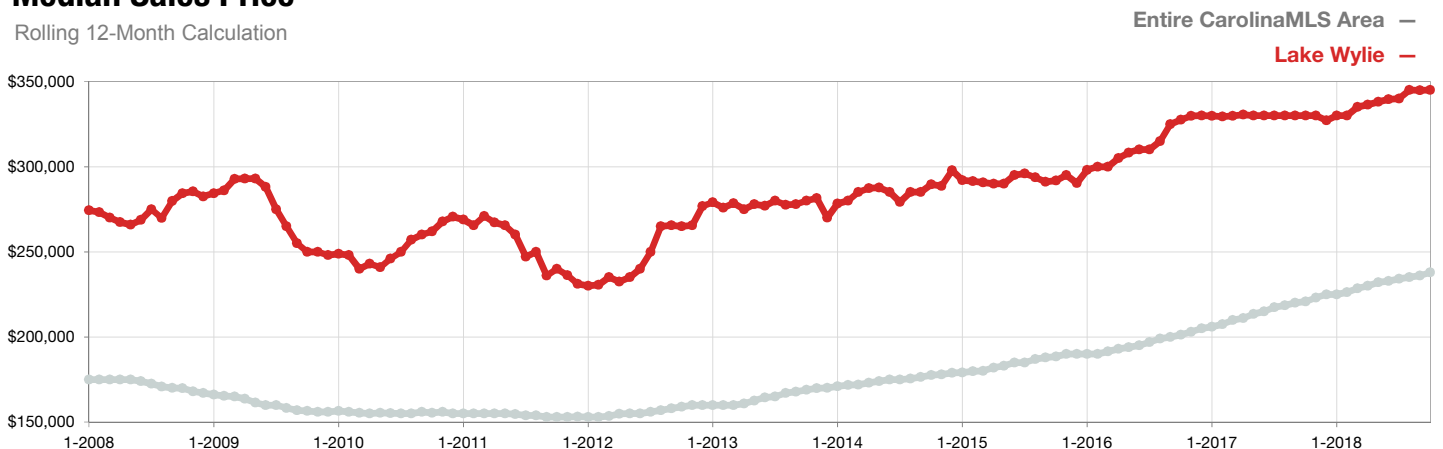
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October



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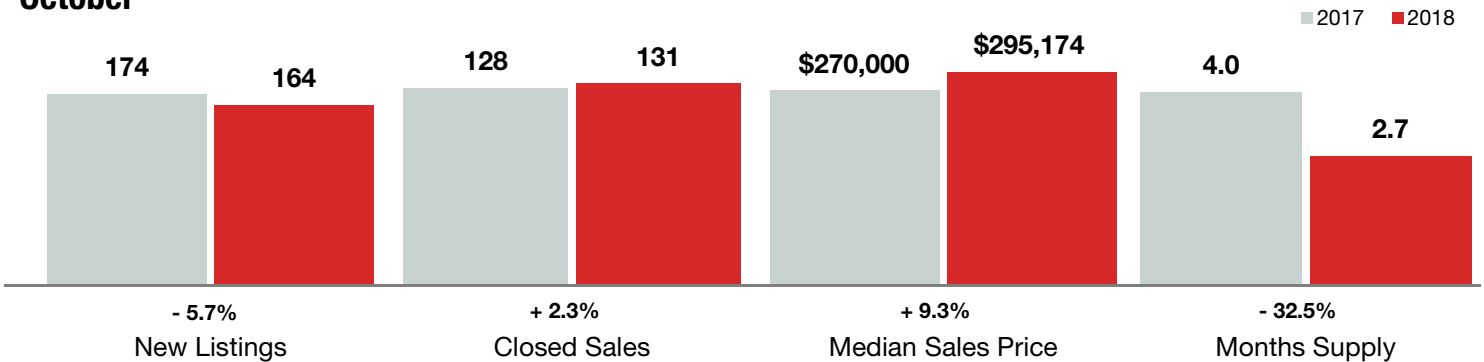
Lancaster County

South Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	174	164	- 5.7%	1,884	1,943	+ 3.1%
Pending Sales	126	144	+ 14.3%	1,378	1,629	+ 18.2%
Closed Sales	128	131	+ 2.3%	1,309	1,546	+ 18.1%
Median Sales Price*	\$270,000	\$295,174	+ 9.3%	\$265,000	\$275,281	+ 3.9%
Average Sales Price*	\$273,544	\$295,901	+ 8.2%	\$268,172	\$282,905	+ 5.5%
Percent of Original List Price Received*	96.0%	97.3%	+ 1.4%	96.6%	97.1%	+ 0.5%
List to Close	84	104	+ 23.8%	105	109	+ 3.8%
Days on Market Until Sale	40	50	+ 25.0%	54	56	+ 3.7%
Cumulative Days on Market Until Sale	51	72	+ 41.2%	67	70	+ 4.5%
Inventory of Homes for Sale	507	416	- 17.9%	--	--	--
Months Supply of Inventory	4.0	2.7	- 32.5%	--	--	--

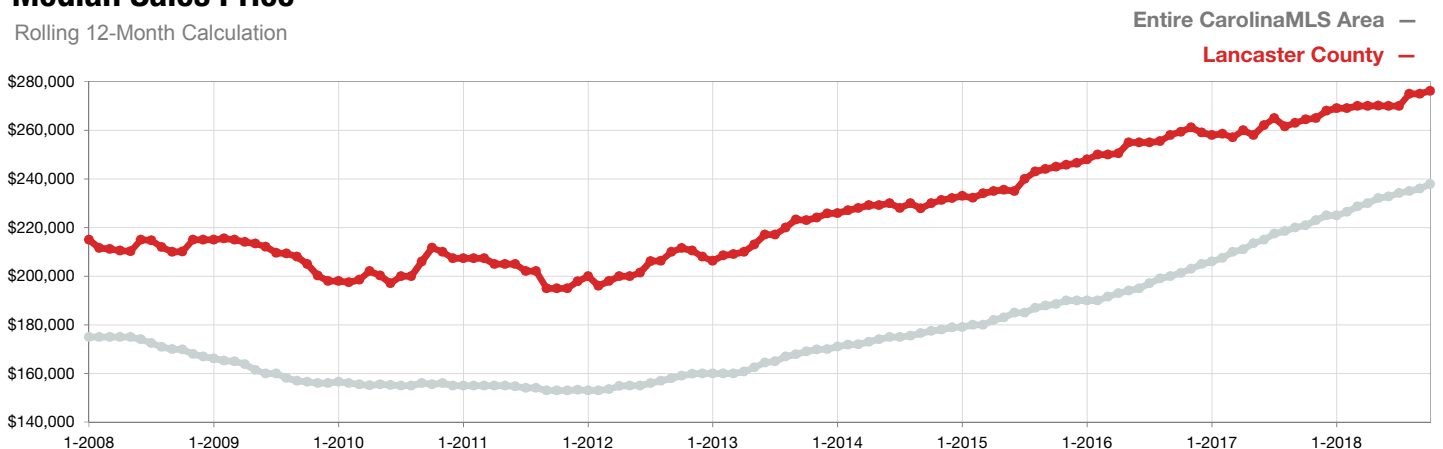
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October



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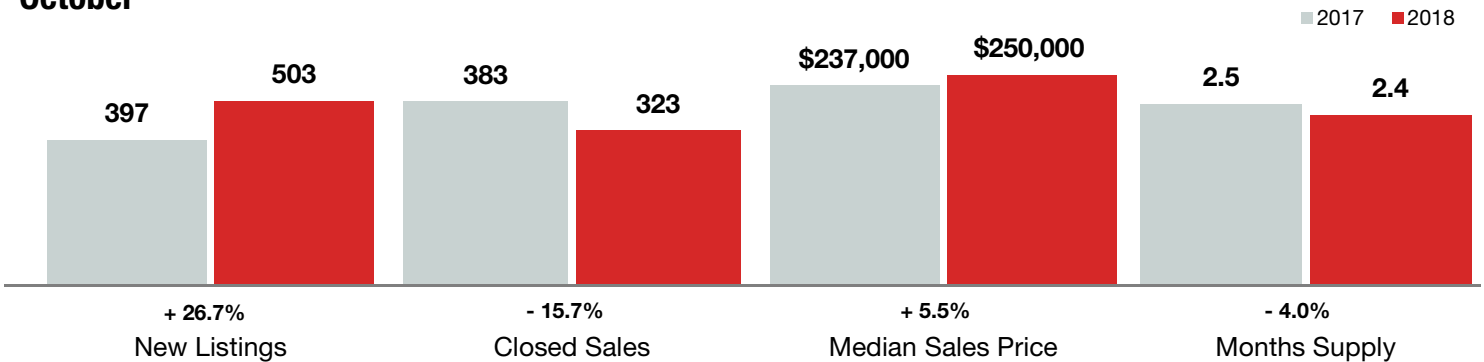
York County

South Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	397	503	+ 26.7%	5,022	5,408	+ 7.7%
Pending Sales	344	423	+ 23.0%	4,144	4,344	+ 4.8%
Closed Sales	383	323	- 15.7%	4,053	4,189	+ 3.4%
Median Sales Price*	\$237,000	\$250,000	+ 5.5%	\$243,285	\$254,995	+ 4.8%
Average Sales Price*	\$257,268	\$280,041	+ 8.9%	\$270,171	\$280,038	+ 3.7%
Percent of Original List Price Received*	96.4%	96.2%	- 0.2%	97.1%	97.3%	+ 0.2%
List to Close	93	86	- 7.5%	98	88	- 10.2%
Days on Market Until Sale	43	43	0.0%	45	41	- 8.9%
Cumulative Days on Market Until Sale	47	50	+ 6.4%	53	49	- 7.5%
Inventory of Homes for Sale	982	971	- 1.1%	--	--	--
Months Supply of Inventory	2.5	2.4	- 4.0%	--	--	--

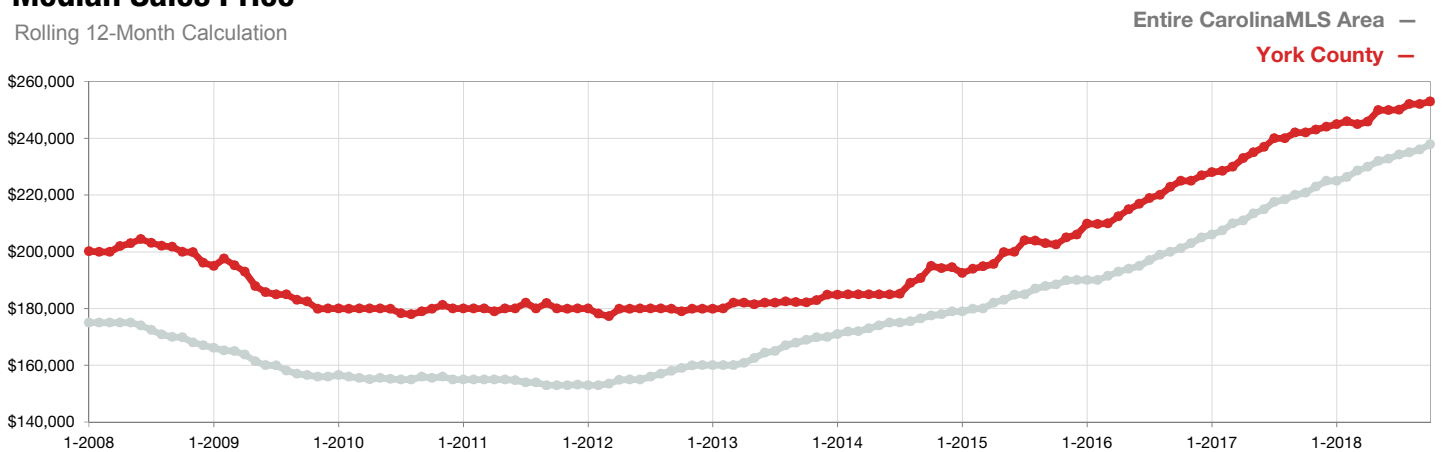
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October



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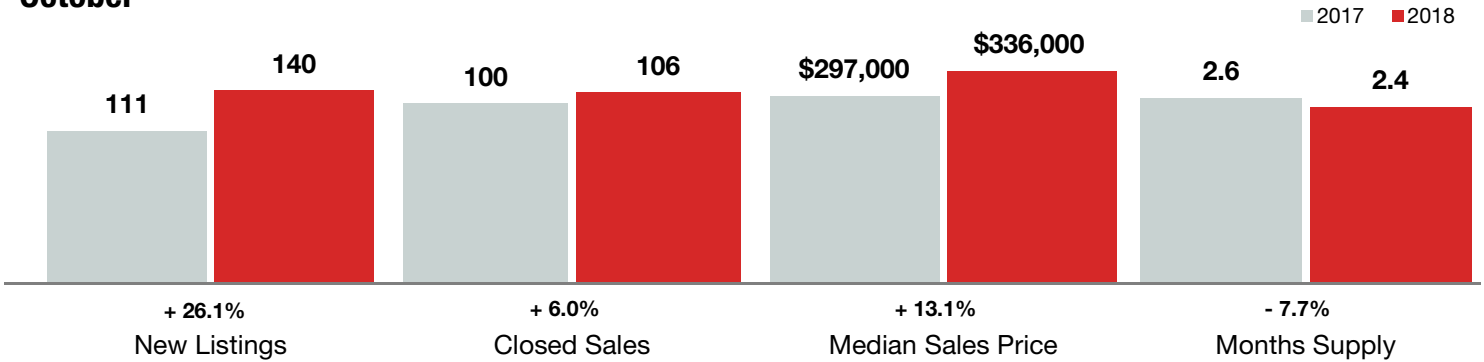
Fort Mill

South Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	111	140	+ 26.1%	1,725	1,728	+ 0.2%
Pending Sales	115	127	+ 10.4%	1,381	1,392	+ 0.8%
Closed Sales	100	106	+ 6.0%	1,341	1,340	- 0.1%
Median Sales Price*	\$297,000	\$336,000	+ 13.1%	\$296,000	\$320,000	+ 8.1%
Average Sales Price*	\$338,340	\$352,406	+ 4.2%	\$328,922	\$341,179	+ 3.7%
Percent of Original List Price Received*	96.6%	96.3%	- 0.3%	97.4%	97.2%	- 0.2%
List to Close	97	93	- 4.1%	100	97	- 3.0%
Days on Market Until Sale	50	48	- 4.0%	48	47	- 2.1%
Cumulative Days on Market Until Sale	54	57	+ 5.6%	55	58	+ 5.5%
Inventory of Homes for Sale	333	320	- 3.9%	--	--	--
Months Supply of Inventory	2.6	2.4	- 7.7%	--	--	--

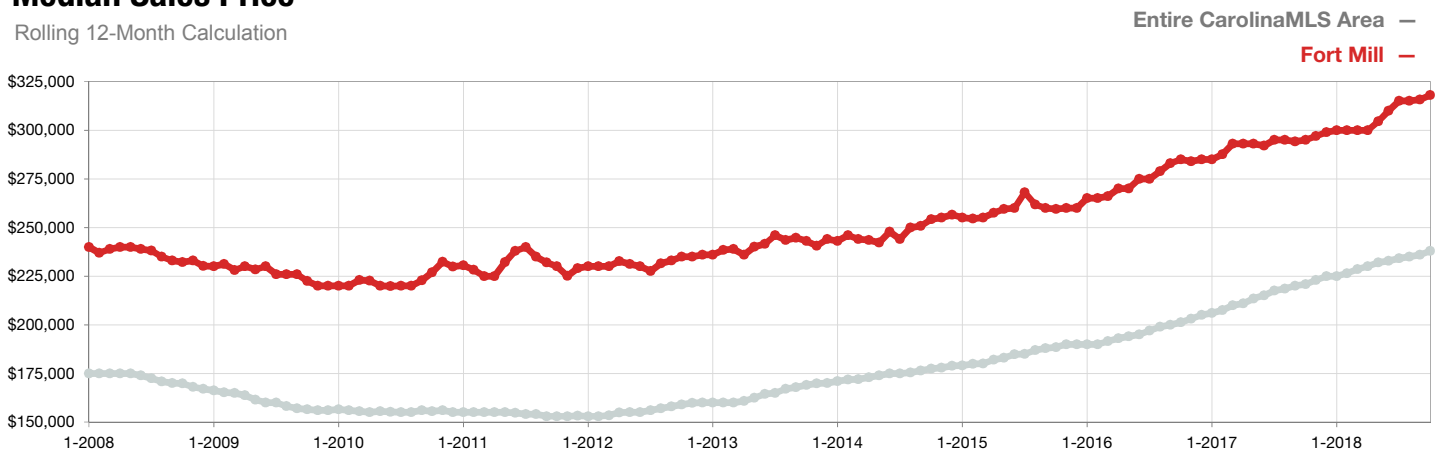
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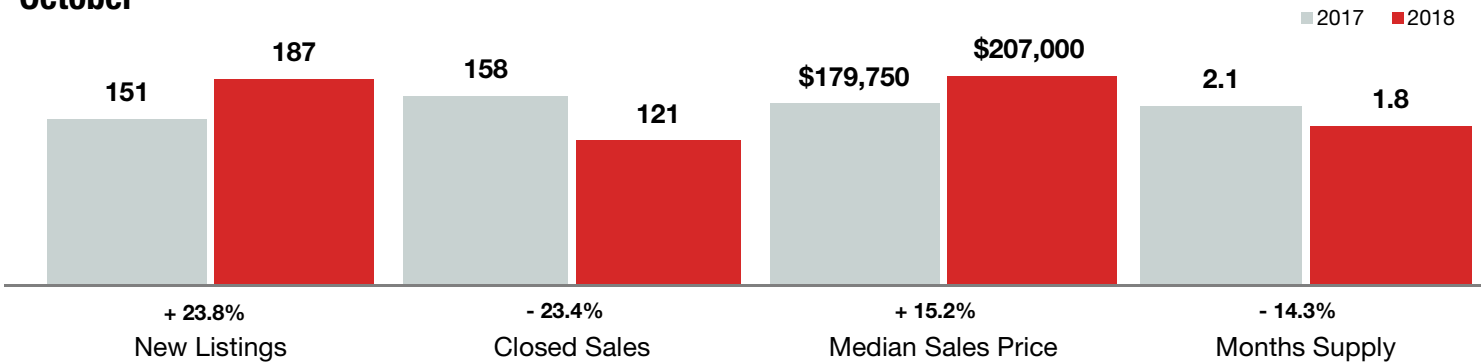
Rock Hill

South Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	151	187	+ 23.8%	1,737	1,877	+ 8.1%
Pending Sales	136	145	+ 6.6%	1,494	1,566	+ 4.8%
Closed Sales	158	121	- 23.4%	1,440	1,530	+ 6.3%
Median Sales Price*	\$179,750	\$207,000	+ 15.2%	\$185,000	\$196,050	+ 6.0%
Average Sales Price*	\$192,594	\$212,012	+ 10.1%	\$201,318	\$212,050	+ 5.3%
Percent of Original List Price Received*	96.9%	96.1%	- 0.8%	97.1%	97.7%	+ 0.6%
List to Close	84	70	- 16.7%	89	72	- 19.1%
Days on Market Until Sale	30	29	- 3.3%	37	28	- 24.3%
Cumulative Days on Market Until Sale	32	34	+ 6.3%	45	32	- 28.9%
Inventory of Homes for Sale	289	277	- 4.2%	--	--	--
Months Supply of Inventory	2.1	1.8	- 14.3%	--	--	--

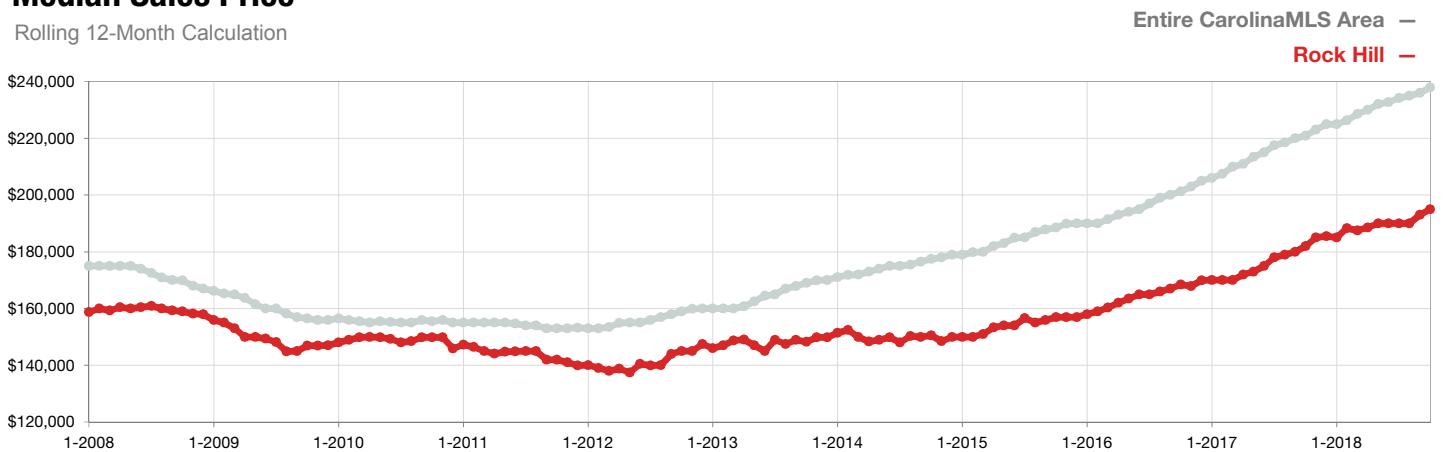
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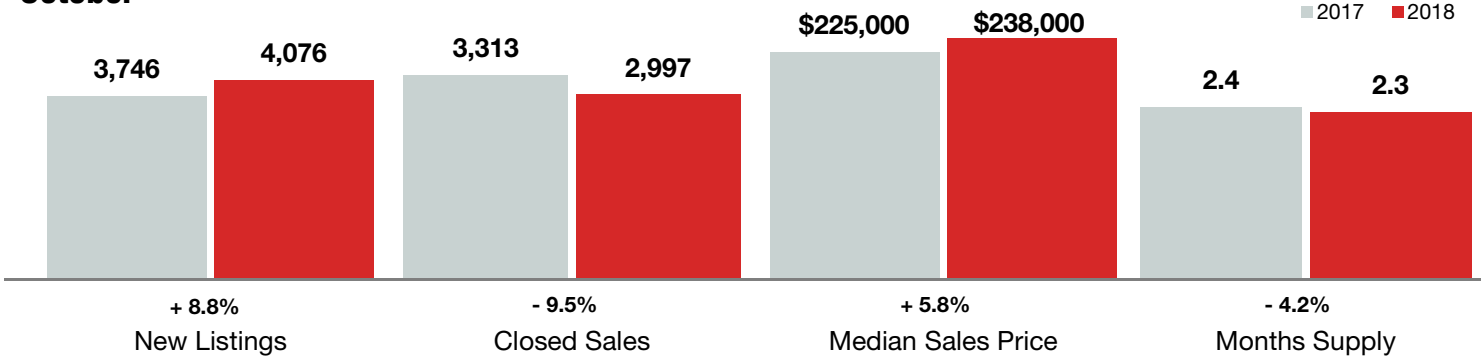
Charlotte MSA

North Carolina

Key Metrics	October			Year to Date		
	2017	2018	Percent Change	Thru 10-2017	Thru 10-2018	Percent Change
New Listings	3,746	4,076	+ 8.8%	44,640	45,274	+ 1.4%
Pending Sales	3,264	3,426	+ 5.0%	36,377	36,438	+ 0.2%
Closed Sales	3,313	2,997	- 9.5%	35,134	34,942	- 0.5%
Median Sales Price*	\$225,000	\$238,000	+ 5.8%	\$230,000	\$244,000	+ 6.1%
Average Sales Price*	\$266,253	\$284,752	+ 6.9%	\$275,490	\$292,746	+ 6.3%
Percent of Original List Price Received*	97.0%	96.4%	- 0.6%	97.4%	97.4%	0.0%
List to Close	87	89	+ 2.3%	92	88	- 4.3%
Days on Market Until Sale	35	40	+ 14.3%	40	38	- 5.0%
Cumulative Days on Market Until Sale	42	47	+ 11.9%	48	46	- 4.2%
Inventory of Homes for Sale	8,191	7,975	- 2.6%	--	--	--
Months Supply of Inventory	2.4	2.3	- 4.2%	--	--	--

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