

Local Market Update for August 2018

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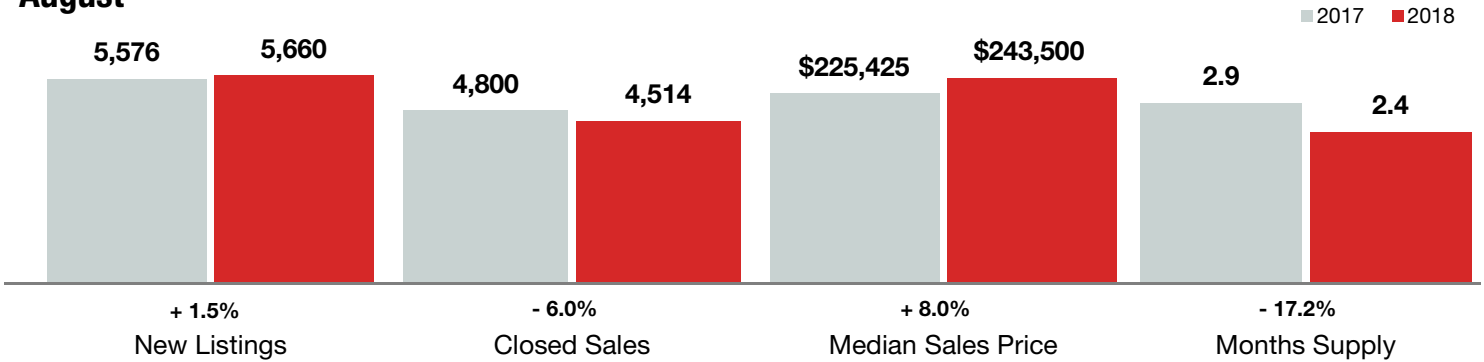
Charlotte Region

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	5,576	5,660	+ 1.5%	44,163	44,025	- 0.3%
Pending Sales	4,443	4,771	+ 7.4%	35,324	35,656	+ 0.9%
Closed Sales	4,800	4,514	- 6.0%	33,307	32,961	- 1.0%
Median Sales Price*	\$225,425	\$243,500	+ 8.0%	\$224,900	\$239,888	+ 6.7%
Average Sales Price*	\$270,274	\$294,107	+ 8.8%	\$269,730	\$288,654	+ 7.0%
Percent of Original List Price Received*	97.2%	97.0%	- 0.2%	97.0%	97.2%	+ 0.2%
List to Close	90	85	- 5.6%	98	92	- 6.1%
Days on Market Until Sale	43	38	- 11.6%	48	42	- 12.5%
Cumulative Days on Market Until Sale	51	46	- 9.8%	57	51	- 10.5%
Inventory of Homes for Sale	11,736	10,052	- 14.3%	--	--	--
Months Supply of Inventory	2.9	2.4	- 17.2%	--	--	--

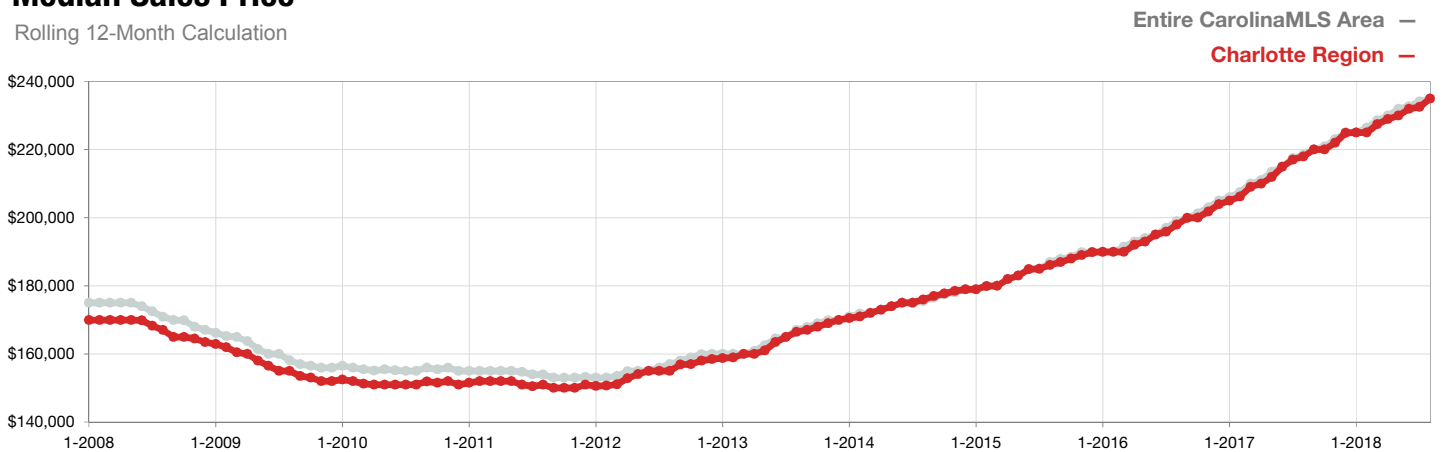
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August



Median Sales Price

Rolling 12-Month Calculation



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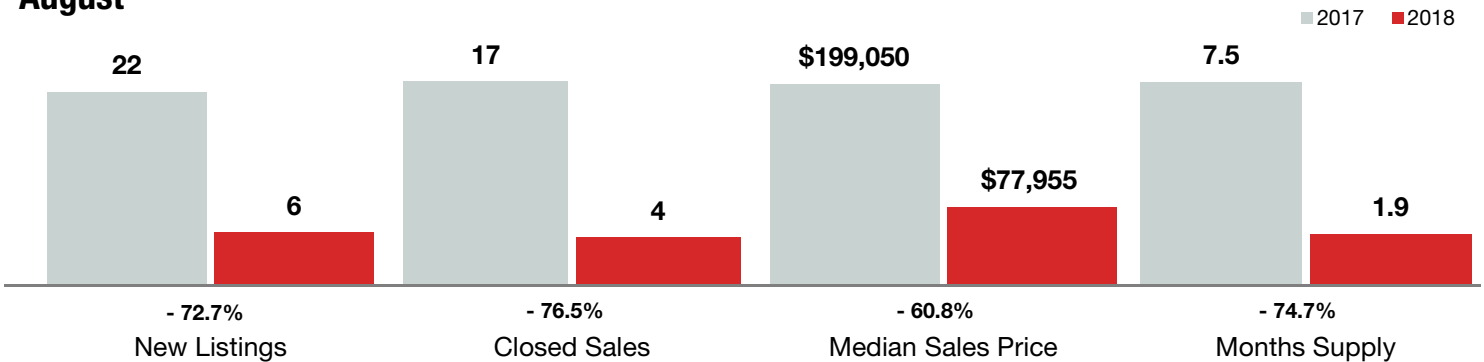
Alexander County

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	22	6	- 72.7%	160	53	- 66.9%
Pending Sales	12	9	- 25.0%	105	42	- 60.0%
Closed Sales	17	4	- 76.5%	108	43	- 60.2%
Median Sales Price*	\$199,050	\$77,955	- 60.8%	\$148,000	\$174,879	+ 18.2%
Average Sales Price*	\$221,569	\$85,978	- 61.2%	\$186,727	\$221,146	+ 18.4%
Percent of Original List Price Received*	93.0%	87.9%	- 5.5%	92.9%	90.6%	- 2.5%
List to Close	139	76	- 45.3%	135	165	+ 22.2%
Days on Market Until Sale	87	32	- 63.2%	82	105	+ 28.0%
Cumulative Days on Market Until Sale	80	32	- 60.0%	86	93	+ 8.1%
Inventory of Homes for Sale	91	15	- 83.5%	--	--	--
Months Supply of Inventory	7.5	1.9	- 74.7%	--	--	--

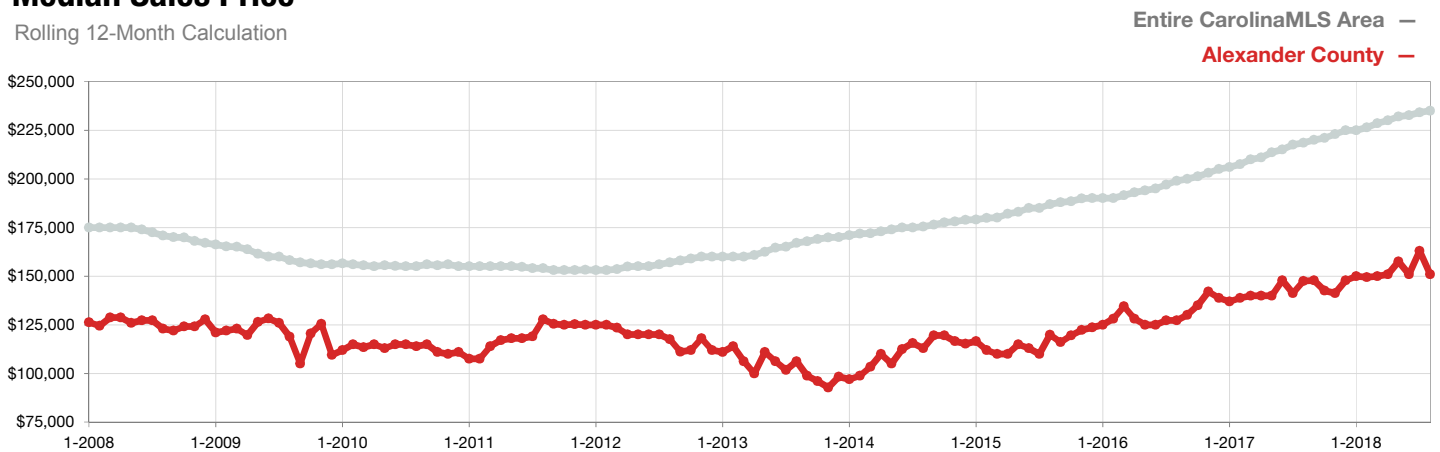
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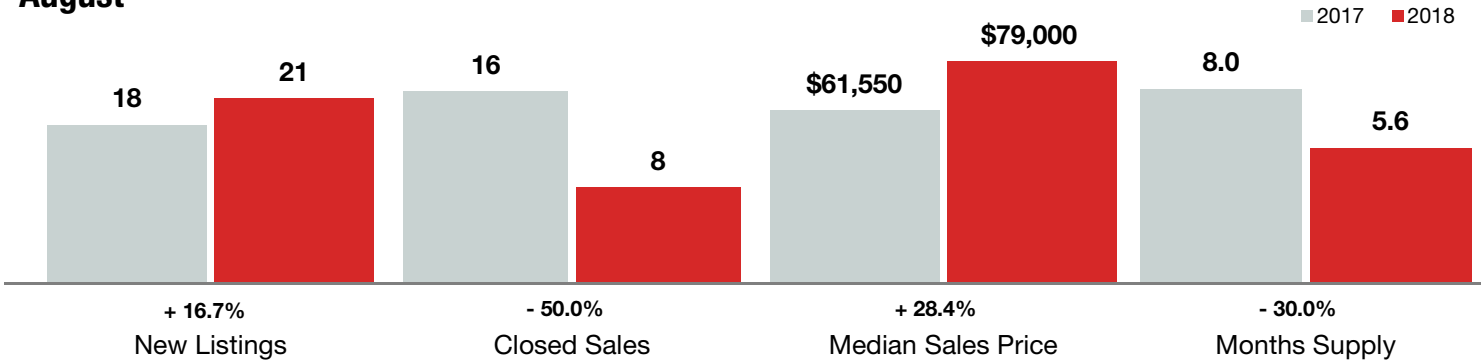
Anson County

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	18	21	+ 16.7%	124	114	- 8.1%
Pending Sales	11	19	+ 72.7%	104	99	- 4.8%
Closed Sales	16	8	- 50.0%	103	91	- 11.7%
Median Sales Price*	\$61,550	\$79,000	+ 28.4%	\$76,500	\$90,000	+ 17.6%
Average Sales Price*	\$128,107	\$92,375	- 27.9%	\$111,086	\$116,709	+ 5.1%
Percent of Original List Price Received*	82.4%	91.4%	+ 10.9%	89.2%	90.4%	+ 1.3%
List to Close	294	213	- 27.6%	230	197	- 14.3%
Days on Market Until Sale	324	160	- 50.6%	202	165	- 18.3%
Cumulative Days on Market Until Sale	354	198	- 44.1%	210	171	- 18.6%
Inventory of Homes for Sale	91	64	- 29.7%	--	--	--
Months Supply of Inventory	8.0	5.6	- 30.0%	--	--	--

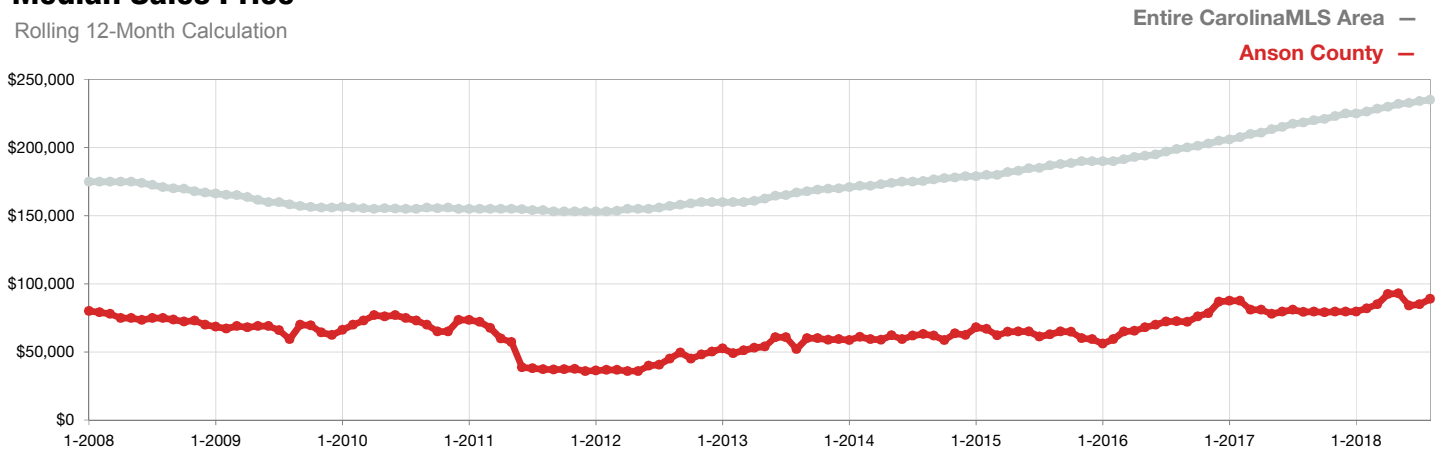
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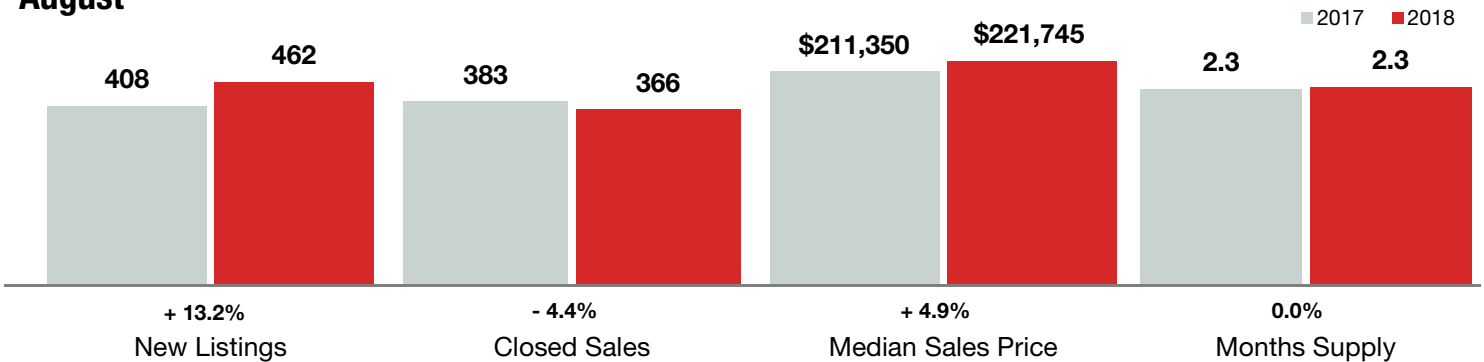
Cabarrus County

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	408	462	+ 13.2%	3,264	3,486	+ 6.8%
Pending Sales	342	367	+ 7.3%	2,673	2,758	+ 3.2%
Closed Sales	383	366	- 4.4%	2,467	2,595	+ 5.2%
Median Sales Price*	\$211,350	\$221,745	+ 4.9%	\$201,000	\$225,000	+ 11.9%
Average Sales Price*	\$227,663	\$249,325	+ 9.5%	\$224,402	\$246,800	+ 10.0%
Percent of Original List Price Received*	97.6%	97.0%	- 0.6%	97.3%	97.4%	+ 0.1%
List to Close	85	78	- 8.2%	88	87	- 1.1%
Days on Market Until Sale	30	31	+ 3.3%	39	34	- 12.8%
Cumulative Days on Market Until Sale	34	38	+ 11.8%	46	42	- 8.7%
Inventory of Homes for Sale	685	726	+ 6.0%	--	--	--
Months Supply of Inventory	2.3	2.3	0.0%	--	--	--

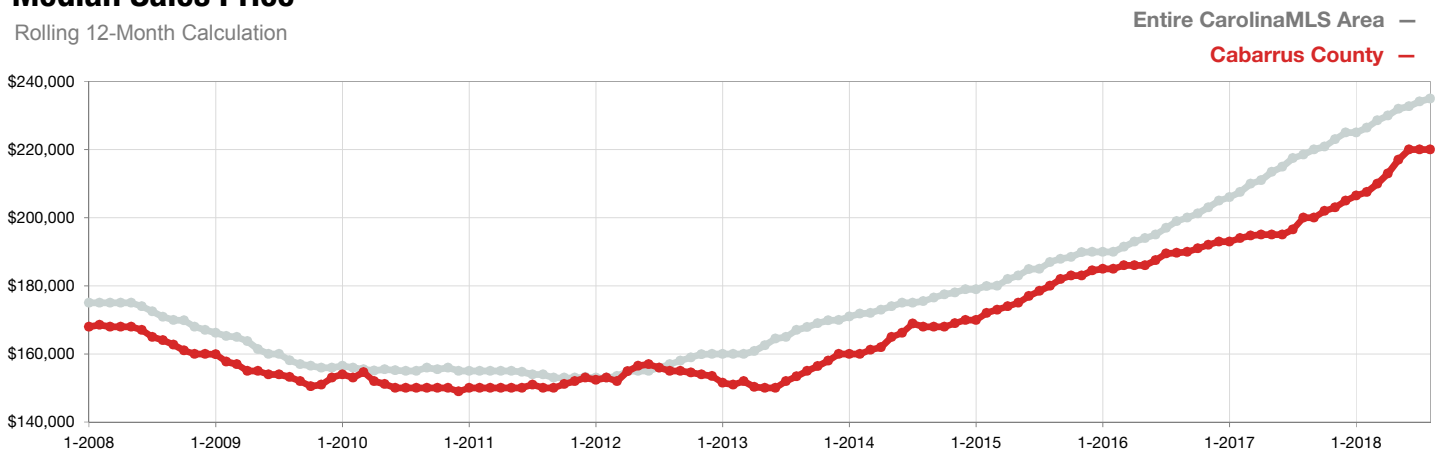
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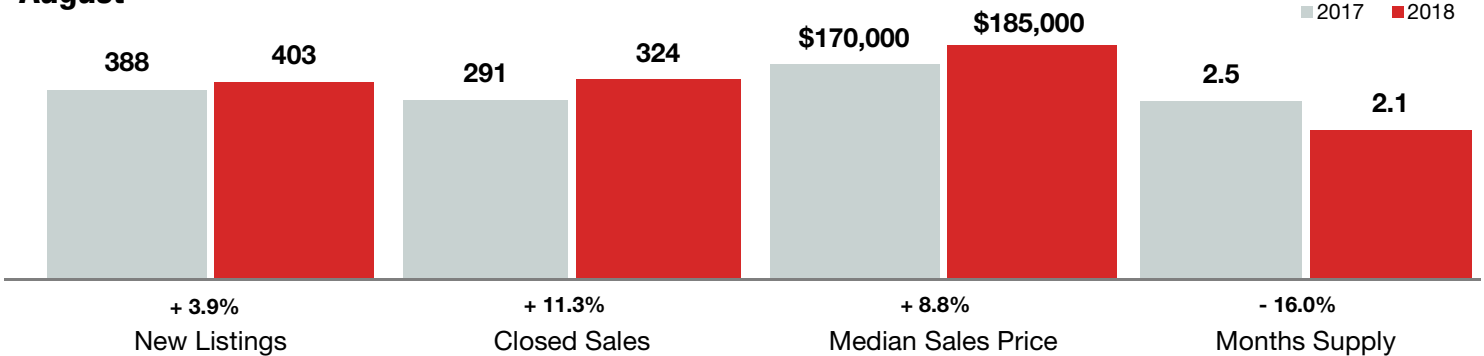
Gaston County

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	388	403	+ 3.9%	2,700	2,854	+ 5.7%
Pending Sales	333	354	+ 6.3%	2,327	2,428	+ 4.3%
Closed Sales	291	324	+ 11.3%	2,162	2,235	+ 3.4%
Median Sales Price*	\$170,000	\$185,000	+ 8.8%	\$161,720	\$180,000	+ 11.3%
Average Sales Price*	\$191,776	\$202,670	+ 5.7%	\$182,087	\$195,021	+ 7.1%
Percent of Original List Price Received*	97.0%	97.5%	+ 0.5%	96.9%	97.3%	+ 0.4%
List to Close	88	82	- 6.8%	106	92	- 13.2%
Days on Market Until Sale	38	35	- 7.9%	51	40	- 21.6%
Cumulative Days on Market Until Sale	46	41	- 10.9%	59	45	- 23.7%
Inventory of Homes for Sale	671	577	- 14.0%	--	--	--
Months Supply of Inventory	2.5	2.1	- 16.0%	--	--	--

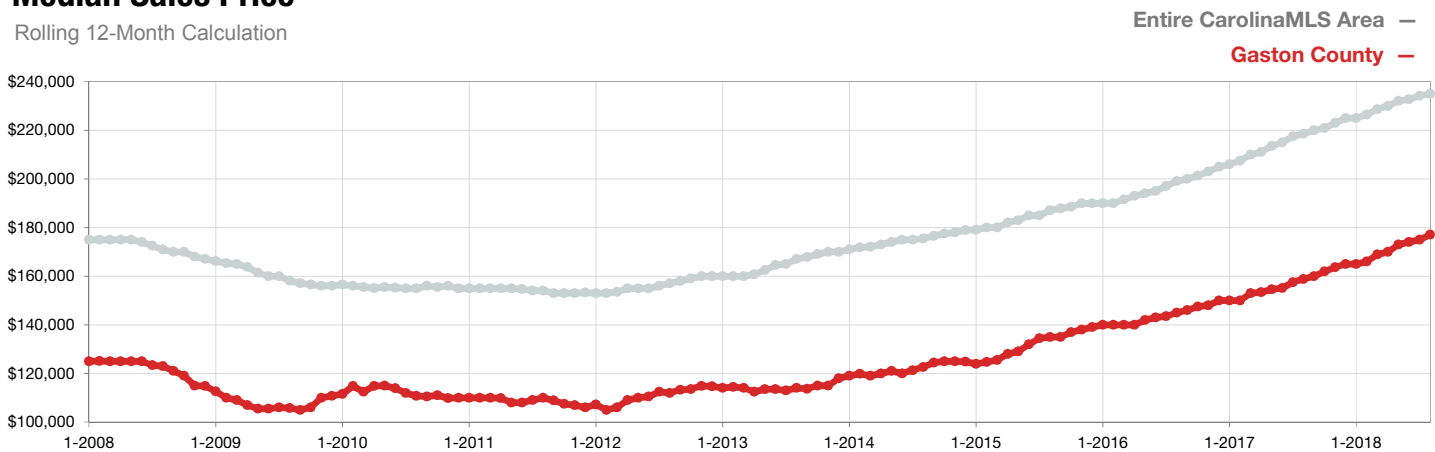
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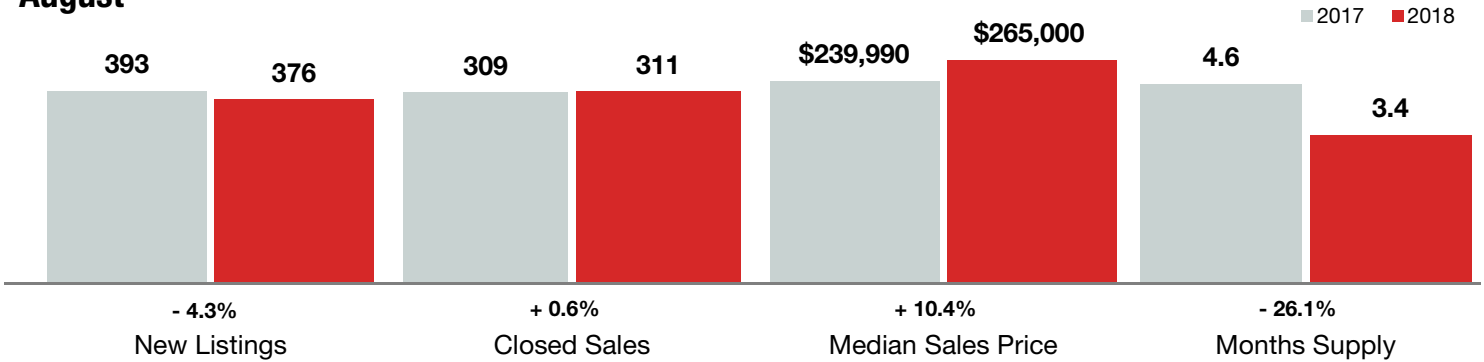
Iredell County

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	393	376	- 4.3%	3,114	3,066	- 1.5%
Pending Sales	286	336	+ 17.5%	2,201	2,363	+ 7.4%
Closed Sales	309	311	+ 0.6%	2,045	2,133	+ 4.3%
Median Sales Price*	\$239,990	\$265,000	+ 10.4%	\$240,000	\$256,473	+ 6.9%
Average Sales Price*	\$309,632	\$341,645	+ 10.3%	\$299,263	\$323,597	+ 8.1%
Percent of Original List Price Received*	95.3%	96.1%	+ 0.8%	95.4%	95.9%	+ 0.5%
List to Close	117	106	- 9.4%	118	115	- 2.5%
Days on Market Until Sale	68	59	- 13.2%	68	65	- 4.4%
Cumulative Days on Market Until Sale	79	72	- 8.9%	82	79	- 3.7%
Inventory of Homes for Sale	1,168	940	- 19.5%	--	--	--
Months Supply of Inventory	4.6	3.4	- 26.1%	--	--	--

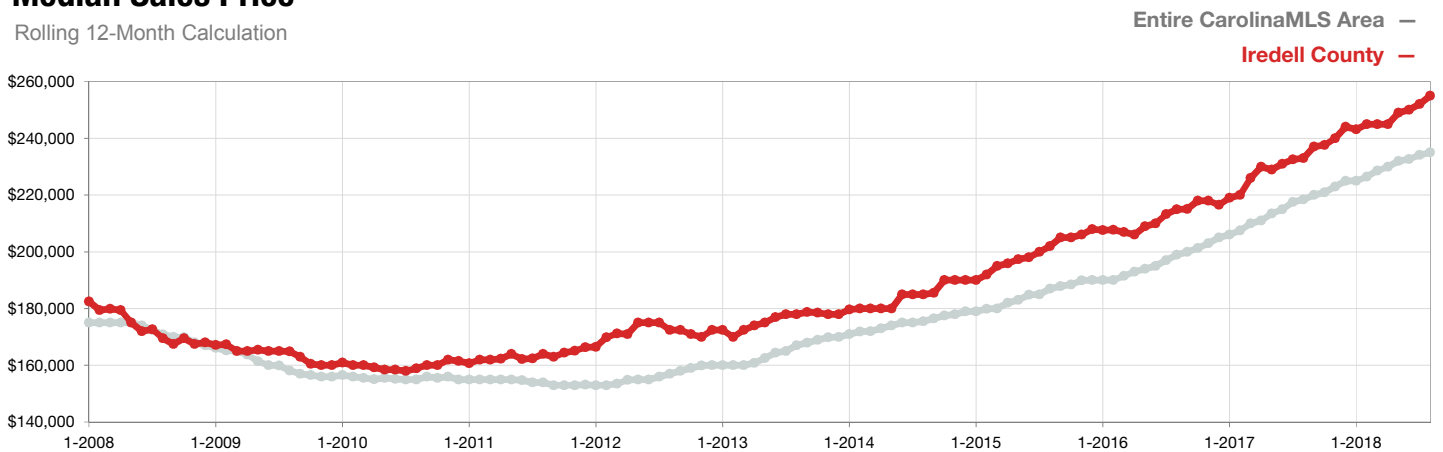
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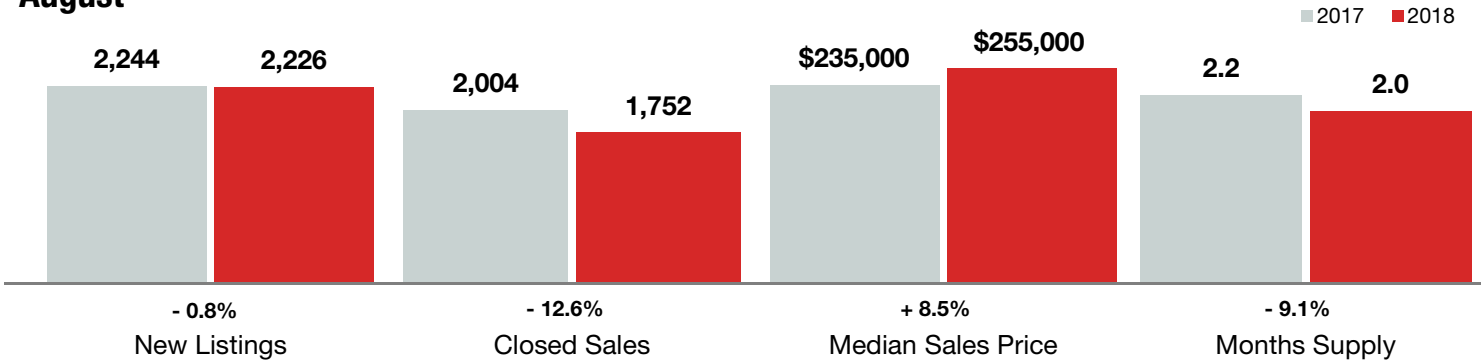
Mecklenburg County

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	2,244	2,226	- 0.8%	18,469	18,080	- 2.1%
Pending Sales	1,838	1,868	+ 1.6%	15,060	14,775	- 1.9%
Closed Sales	2,004	1,752	- 12.6%	14,347	13,767	- 4.0%
Median Sales Price*	\$235,000	\$255,000	+ 8.5%	\$240,000	\$253,000	+ 5.4%
Average Sales Price*	\$290,235	\$323,727	+ 11.5%	\$299,333	\$322,528	+ 7.7%
Percent of Original List Price Received*	98.3%	97.4%	- 0.9%	98.2%	98.0%	- 0.2%
List to Close	78	77	- 1.3%	86	81	- 5.8%
Days on Market Until Sale	29	31	+ 6.9%	32	32	0.0%
Cumulative Days on Market Until Sale	35	37	+ 5.7%	39	38	- 2.6%
Inventory of Homes for Sale	3,726	3,406	- 8.6%	--	--	--
Months Supply of Inventory	2.2	2.0	- 9.1%	--	--	--

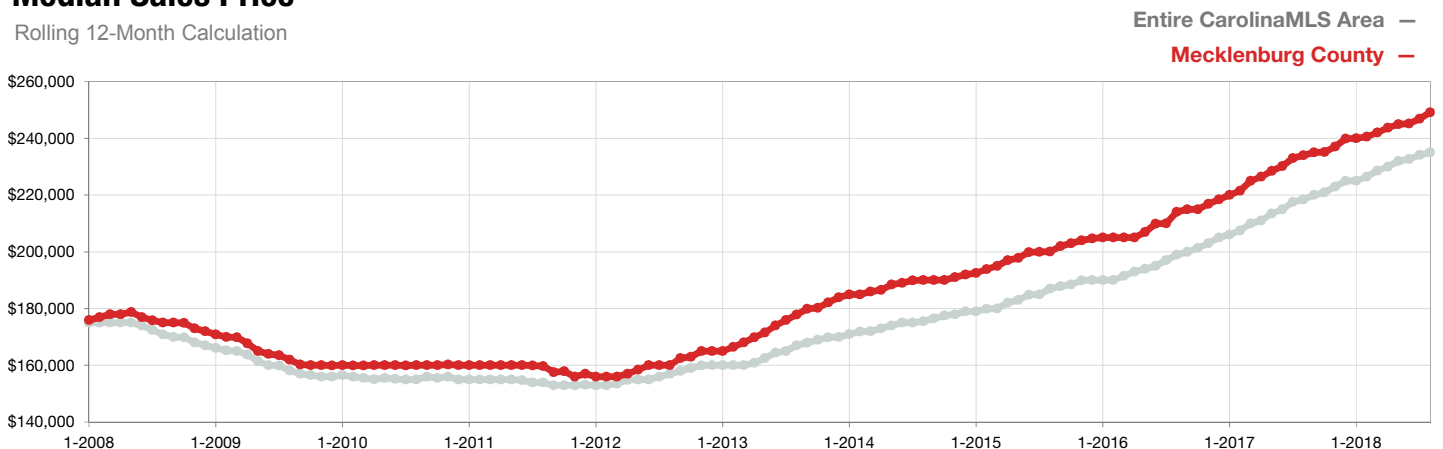
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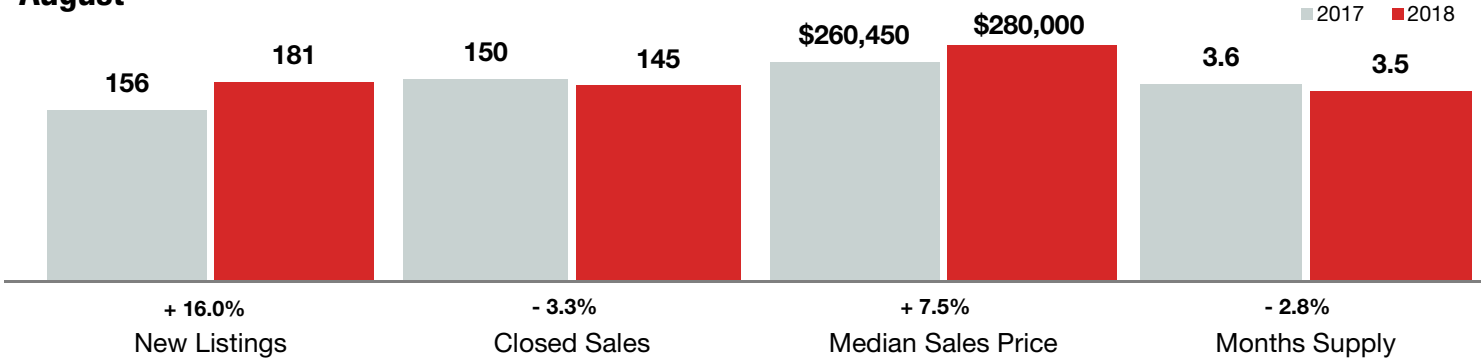
Lincoln County

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	156	181	+ 16.0%	1,357	1,334	- 1.7%
Pending Sales	125	137	+ 9.6%	1,064	1,001	- 5.9%
Closed Sales	150	145	- 3.3%	962	910	- 5.4%
Median Sales Price*	\$260,450	\$280,000	+ 7.5%	\$261,000	\$270,000	+ 3.4%
Average Sales Price*	\$309,405	\$331,296	+ 7.1%	\$291,042	\$298,074	+ 2.4%
Percent of Original List Price Received*	96.5%	95.0%	- 1.6%	96.5%	95.6%	- 0.9%
List to Close	104	116	+ 11.5%	112	116	+ 3.6%
Days on Market Until Sale	52	60	+ 15.4%	60	62	+ 3.3%
Cumulative Days on Market Until Sale	62	76	+ 22.6%	70	74	+ 5.7%
Inventory of Homes for Sale	444	401	- 9.7%	--	--	--
Months Supply of Inventory	3.6	3.5	- 2.8%	--	--	--

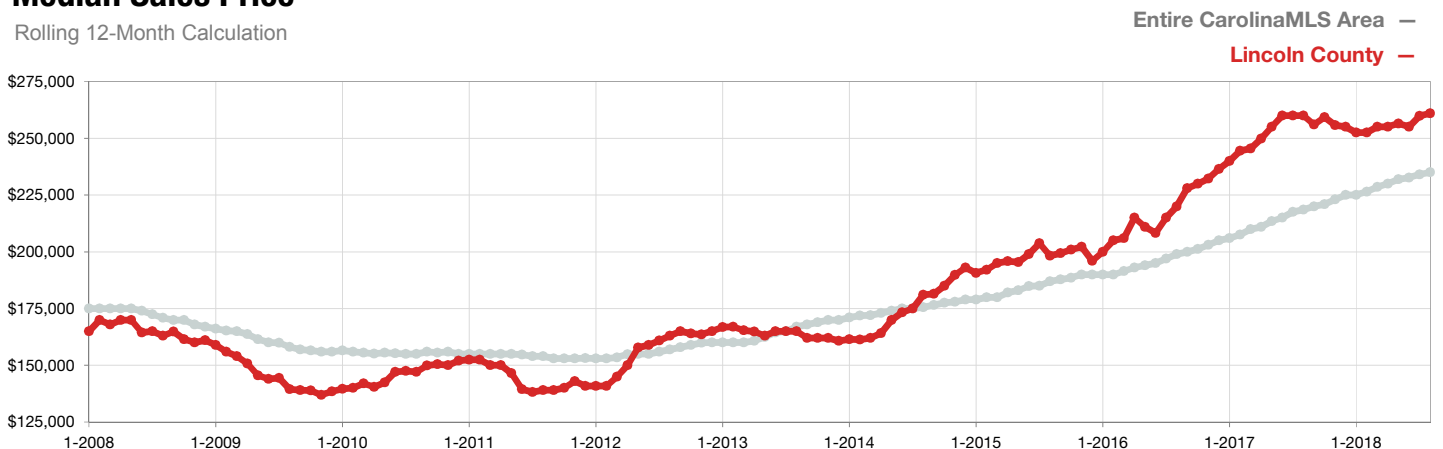
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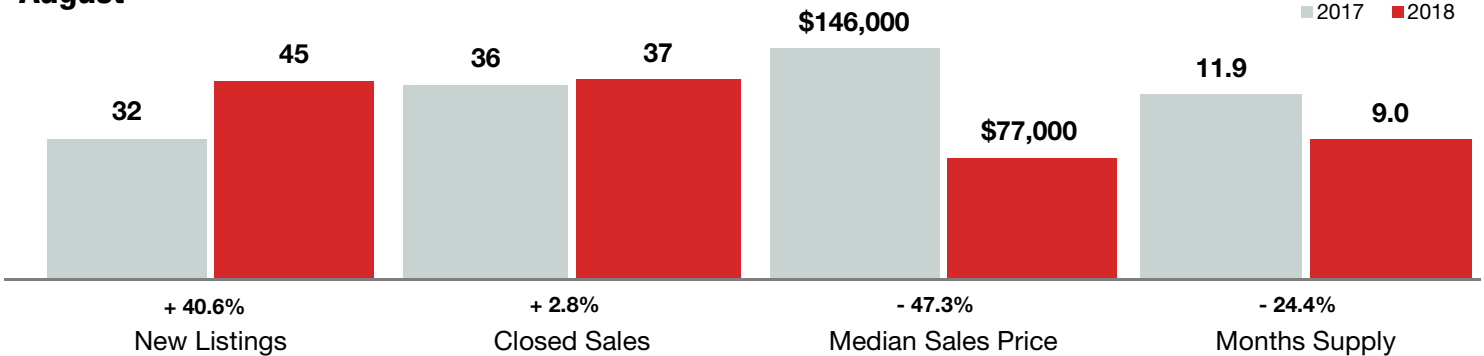
Montgomery County

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	32	45	+ 40.6%	255	277	+ 8.6%
Pending Sales	26	33	+ 26.9%	165	171	+ 3.6%
Closed Sales	36	37	+ 2.8%	153	153	0.0%
Median Sales Price*	\$146,000	\$77,000	- 47.3%	\$139,900	\$115,000	- 17.8%
Average Sales Price*	\$241,018	\$144,107	- 40.2%	\$222,061	\$202,647	- 8.7%
Percent of Original List Price Received*	89.0%	88.1%	- 1.0%	88.0%	88.1%	+ 0.1%
List to Close	226	176	- 22.1%	210	165	- 21.4%
Days on Market Until Sale	189	168	- 11.1%	175	133	- 24.0%
Cumulative Days on Market Until Sale	195	172	- 11.8%	194	148	- 23.7%
Inventory of Homes for Sale	214	174	- 18.7%	--	--	--
Months Supply of Inventory	11.9	9.0	- 24.4%	--	--	--

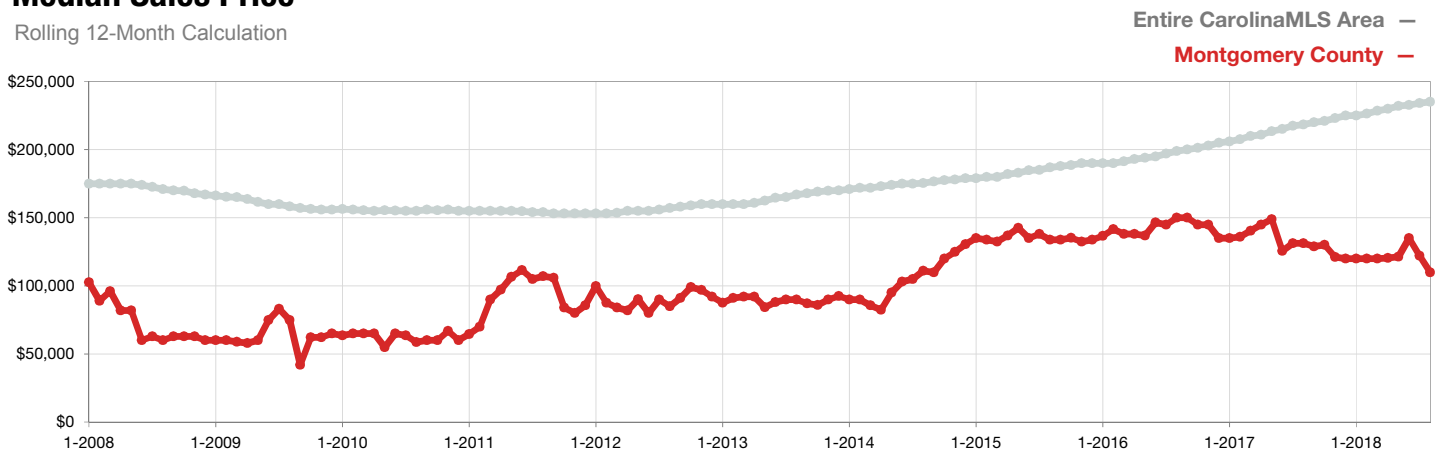
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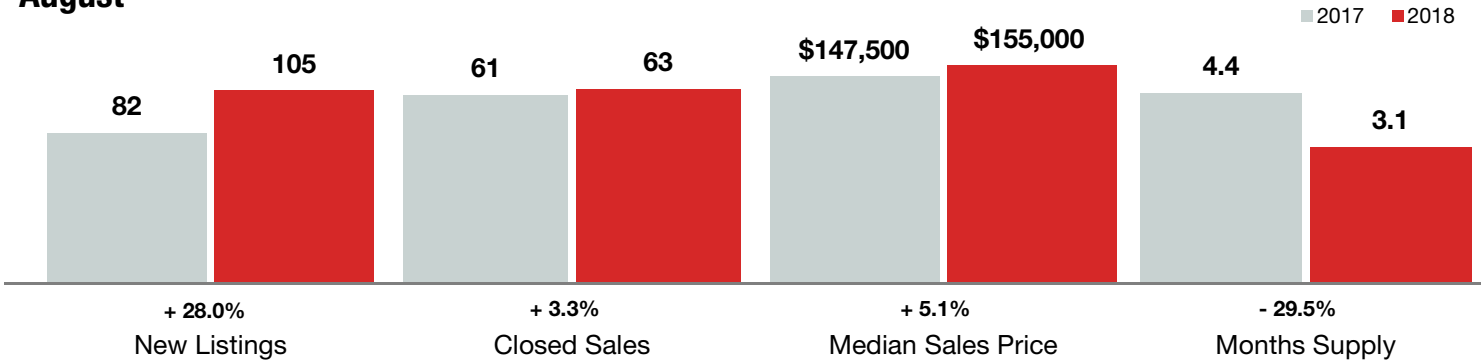
Stanly County

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	82	105	+ 28.0%	580	671	+ 15.7%
Pending Sales	50	86	+ 72.0%	480	559	+ 16.5%
Closed Sales	61	63	+ 3.3%	452	475	+ 5.1%
Median Sales Price*	\$147,500	\$155,000	+ 5.1%	\$143,000	\$152,000	+ 6.3%
Average Sales Price*	\$199,138	\$186,449	- 6.4%	\$160,819	\$175,526	+ 9.1%
Percent of Original List Price Received*	94.2%	94.6%	+ 0.4%	93.8%	94.2%	+ 0.4%
List to Close	120	113	- 5.8%	130	112	- 13.8%
Days on Market Until Sale	70	69	- 1.4%	79	64	- 19.0%
Cumulative Days on Market Until Sale	87	78	- 10.3%	92	75	- 18.5%
Inventory of Homes for Sale	239	199	- 16.7%	--	--	--
Months Supply of Inventory	4.4	3.1	- 29.5%	--	--	--

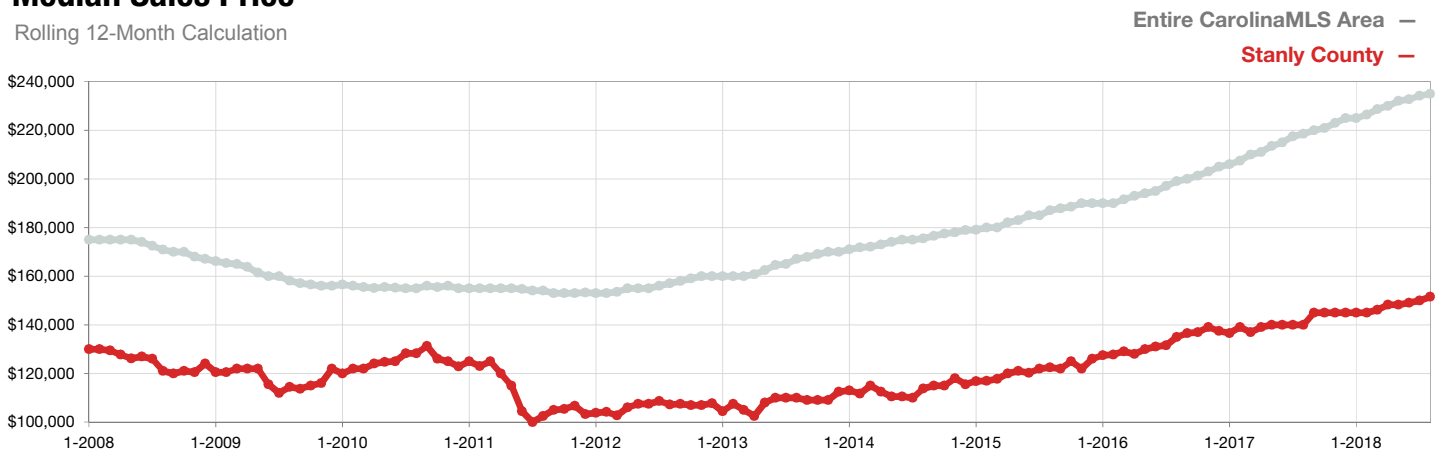
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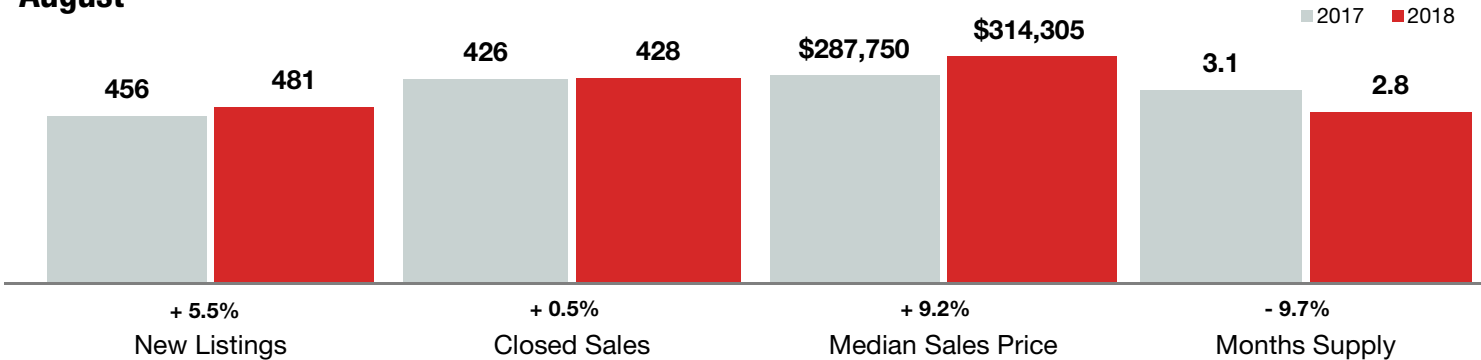
Union County

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	456	481	+ 5.5%	3,860	3,964	+ 2.7%
Pending Sales	369	419	+ 13.6%	2,992	3,178	+ 6.2%
Closed Sales	426	428	+ 0.5%	2,835	2,924	+ 3.1%
Median Sales Price*	\$287,750	\$314,305	+ 9.2%	\$285,000	\$300,000	+ 5.3%
Average Sales Price*	\$352,527	\$362,351	+ 2.8%	\$340,886	\$356,604	+ 4.6%
Percent of Original List Price Received*	97.6%	97.4%	- 0.2%	97.4%	97.3%	- 0.1%
List to Close	89	83	- 6.7%	101	94	- 6.9%
Days on Market Until Sale	41	36	- 12.2%	48	45	- 6.3%
Cumulative Days on Market Until Sale	51	46	- 9.8%	60	56	- 6.7%
Inventory of Homes for Sale	1,062	990	- 6.8%	--	--	--
Months Supply of Inventory	3.1	2.8	- 9.7%	--	--	--

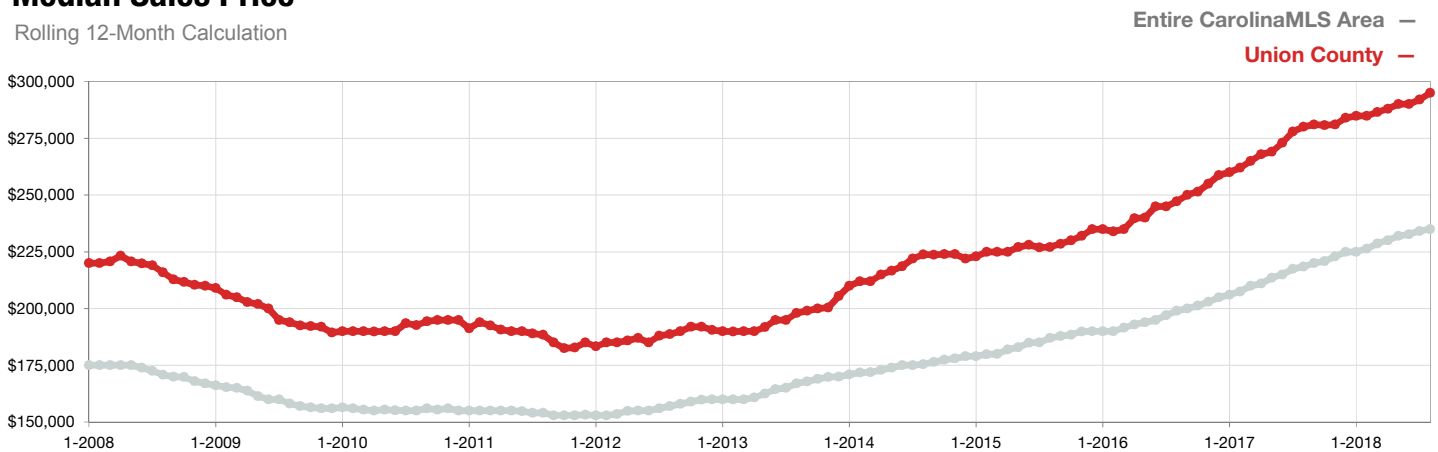
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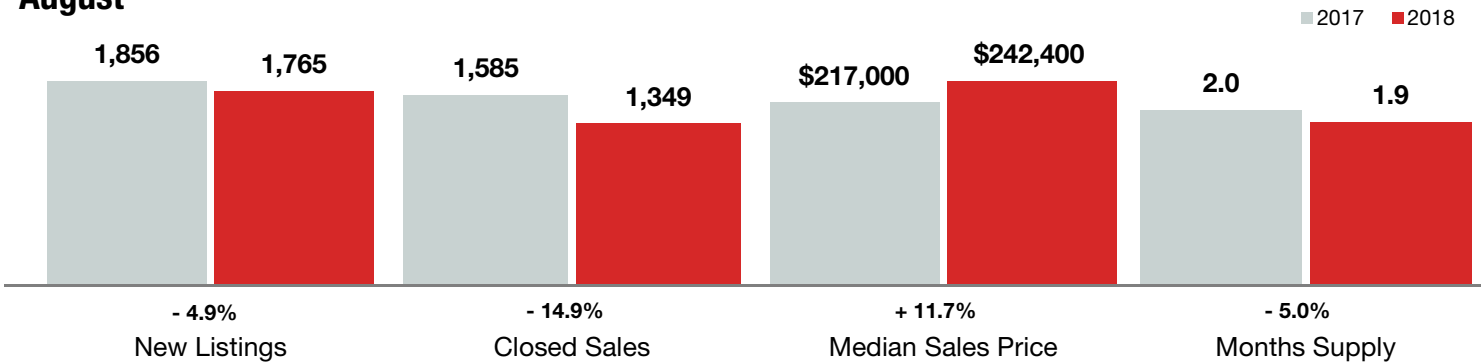
City of Charlotte

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	1,856	1,765	- 4.9%	14,549	14,235	- 2.2%
Pending Sales	1,487	1,468	- 1.3%	11,988	11,690	- 2.5%
Closed Sales	1,585	1,349	- 14.9%	11,394	10,960	- 3.8%
Median Sales Price*	\$217,000	\$242,400	+ 11.7%	\$225,010	\$240,000	+ 6.7%
Average Sales Price*	\$278,204	\$309,299	+ 11.2%	\$289,325	\$312,248	+ 7.9%
Percent of Original List Price Received*	98.4%	97.5%	- 0.9%	98.3%	98.2%	- 0.1%
List to Close	75	75	0.0%	83	79	- 4.8%
Days on Market Until Sale	27	27	0.0%	30	29	- 3.3%
Cumulative Days on Market Until Sale	32	33	+ 3.1%	36	35	- 2.8%
Inventory of Homes for Sale	2,755	2,570	- 6.7%	--	--	--
Months Supply of Inventory	2.0	1.9	- 5.0%	--	--	--

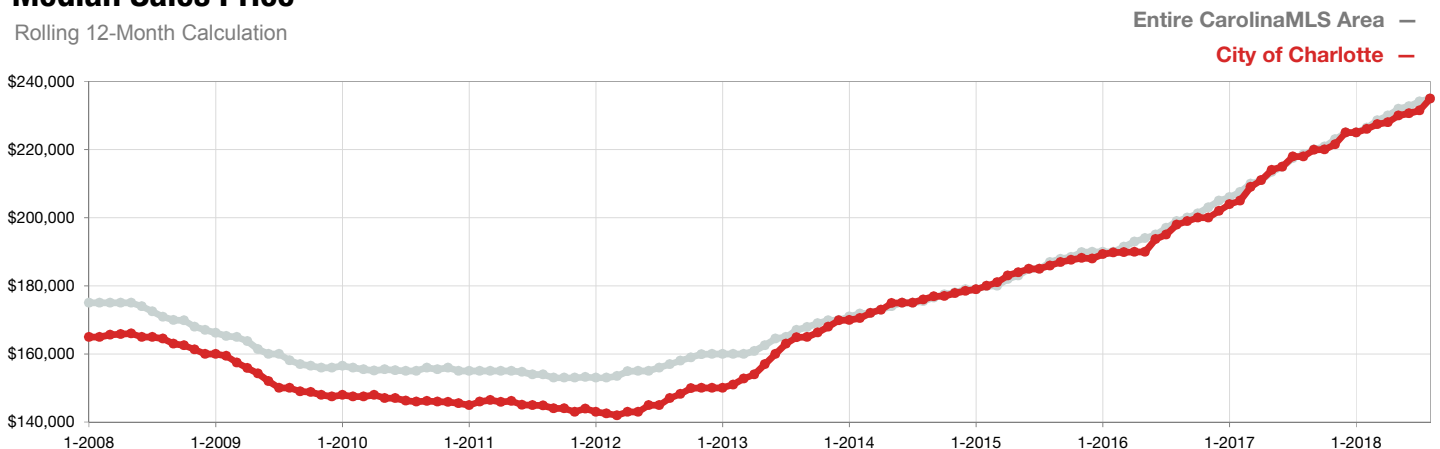
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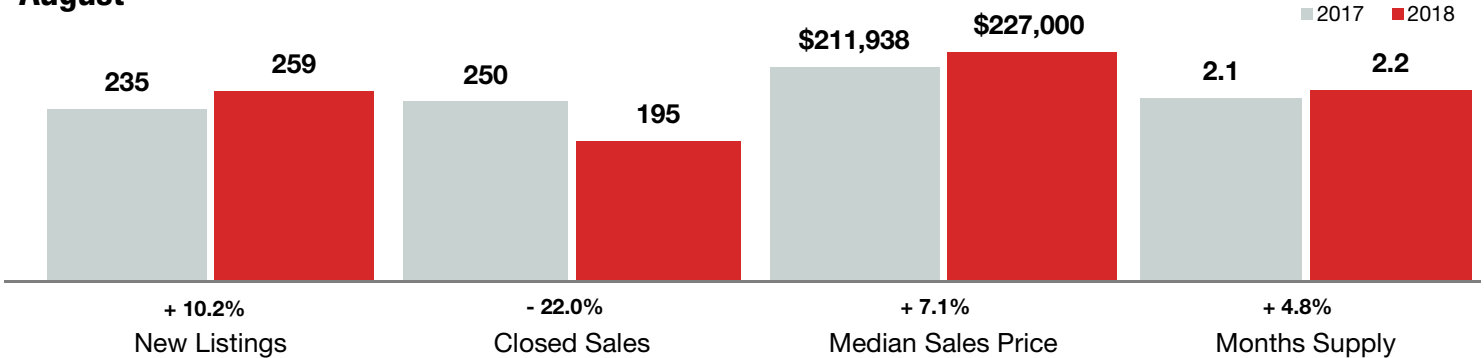
Concord

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	235	259	+ 10.2%	1,972	2,017	+ 2.3%
Pending Sales	200	201	+ 0.5%	1,614	1,609	- 0.3%
Closed Sales	250	195	- 22.0%	1,493	1,563	+ 4.7%
Median Sales Price*	\$211,938	\$227,000	+ 7.1%	\$200,000	\$224,330	+ 12.2%
Average Sales Price*	\$227,885	\$253,920	+ 11.4%	\$222,401	\$246,207	+ 10.7%
Percent of Original List Price Received*	98.0%	97.2%	- 0.8%	97.5%	97.7%	+ 0.2%
List to Close	88	75	- 14.8%	86	91	+ 5.8%
Days on Market Until Sale	29	27	- 6.9%	35	32	- 8.6%
Cumulative Days on Market Until Sale	30	35	+ 16.7%	40	40	0.0%
Inventory of Homes for Sale	387	415	+ 7.2%	--	--	--
Months Supply of Inventory	2.1	2.2	+ 4.8%	--	--	--

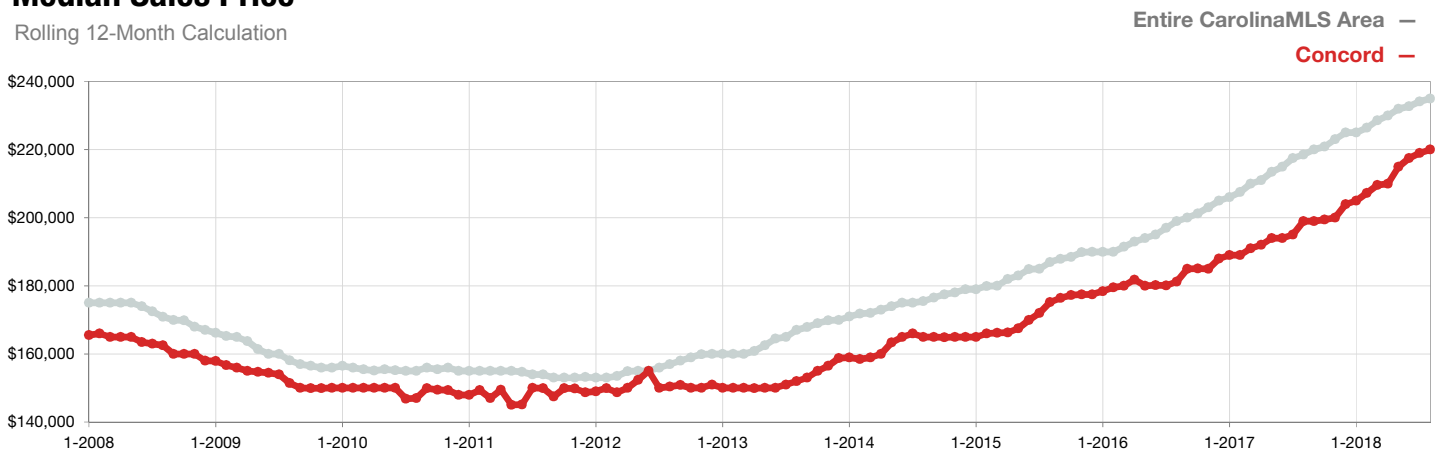
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August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2018

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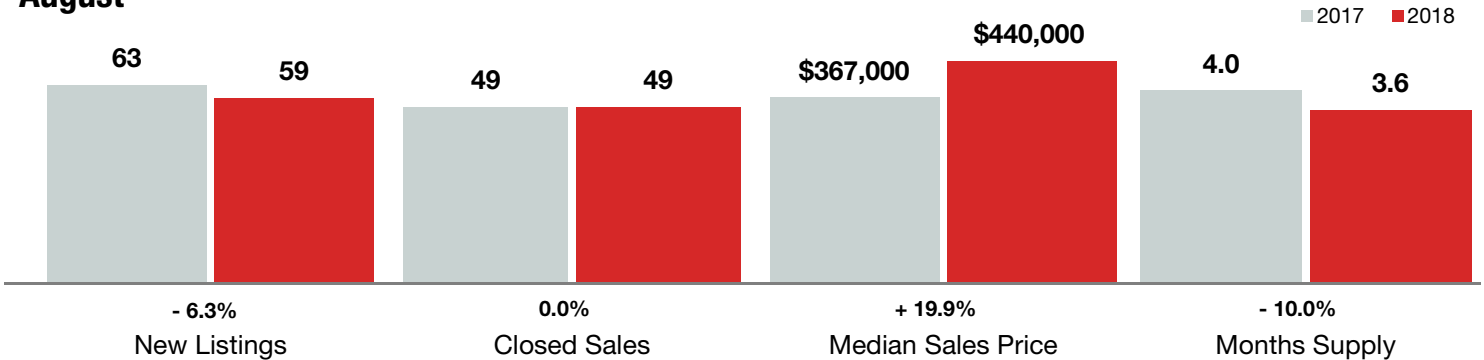
Davidson

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	63	59	- 6.3%	452	472	+ 4.4%
Pending Sales	50	52	+ 4.0%	341	351	+ 2.9%
Closed Sales	49	49	0.0%	310	327	+ 5.5%
Median Sales Price*	\$367,000	\$440,000	+ 19.9%	\$324,500	\$375,000	+ 15.6%
Average Sales Price*	\$438,224	\$477,186	+ 8.9%	\$415,213	\$445,506	+ 7.3%
Percent of Original List Price Received*	96.2%	95.4%	- 0.8%	96.9%	96.5%	- 0.4%
List to Close	94	111	+ 18.1%	125	117	- 6.4%
Days on Market Until Sale	46	66	+ 43.5%	72	63	- 12.5%
Cumulative Days on Market Until Sale	62	66	+ 6.5%	86	71	- 17.4%
Inventory of Homes for Sale	149	143	- 4.0%	--	--	--
Months Supply of Inventory	4.0	3.6	- 10.0%	--	--	--

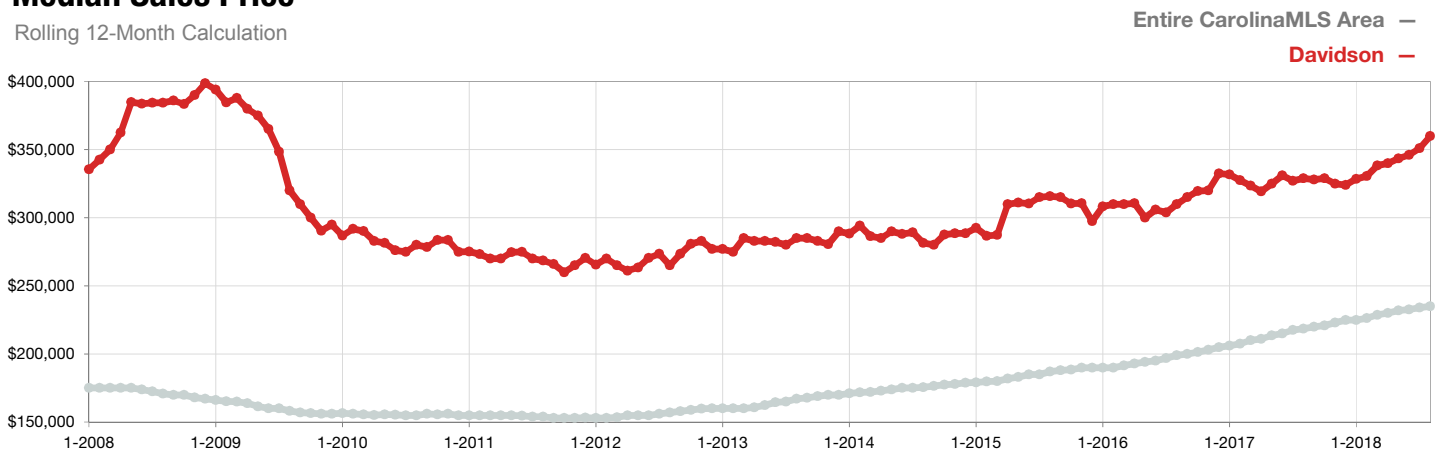
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August



Median Sales Price

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Local Market Update for August 2018

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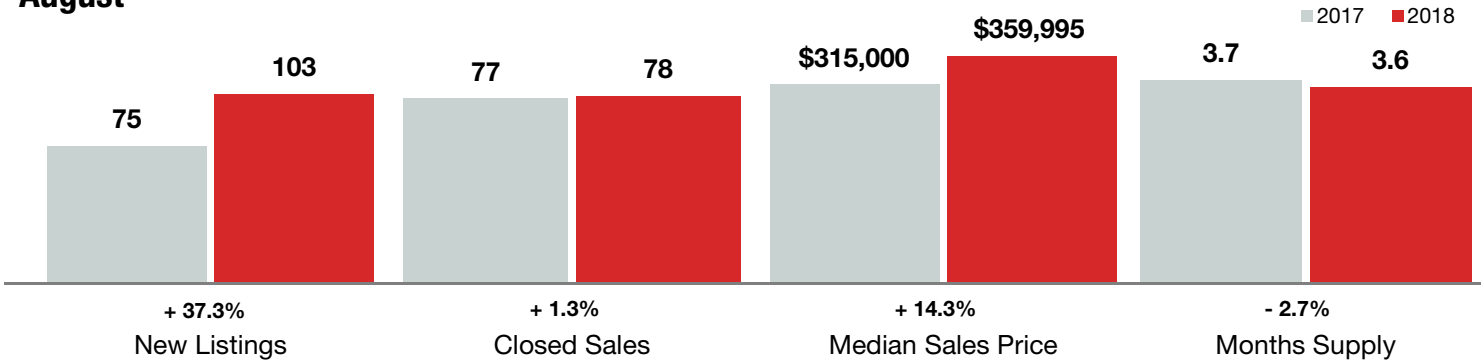
Denver

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	75	103	+ 37.3%	742	720	- 3.0%
Pending Sales	57	72	+ 26.3%	582	534	- 8.2%
Closed Sales	77	78	+ 1.3%	531	478	- 10.0%
Median Sales Price*	\$315,000	\$359,995	+ 14.3%	\$339,500	\$339,995	+ 0.1%
Average Sales Price*	\$389,045	\$430,657	+ 10.7%	\$374,594	\$381,002	+ 1.7%
Percent of Original List Price Received*	97.0%	94.9%	- 2.2%	97.1%	96.6%	- 0.5%
List to Close	102	112	+ 9.8%	109	120	+ 10.1%
Days on Market Until Sale	50	64	+ 28.0%	59	66	+ 11.9%
Cumulative Days on Market Until Sale	67	91	+ 35.8%	71	81	+ 14.1%
Inventory of Homes for Sale	250	218	- 12.8%	--	--	--
Months Supply of Inventory	3.7	3.6	- 2.7%	--	--	--

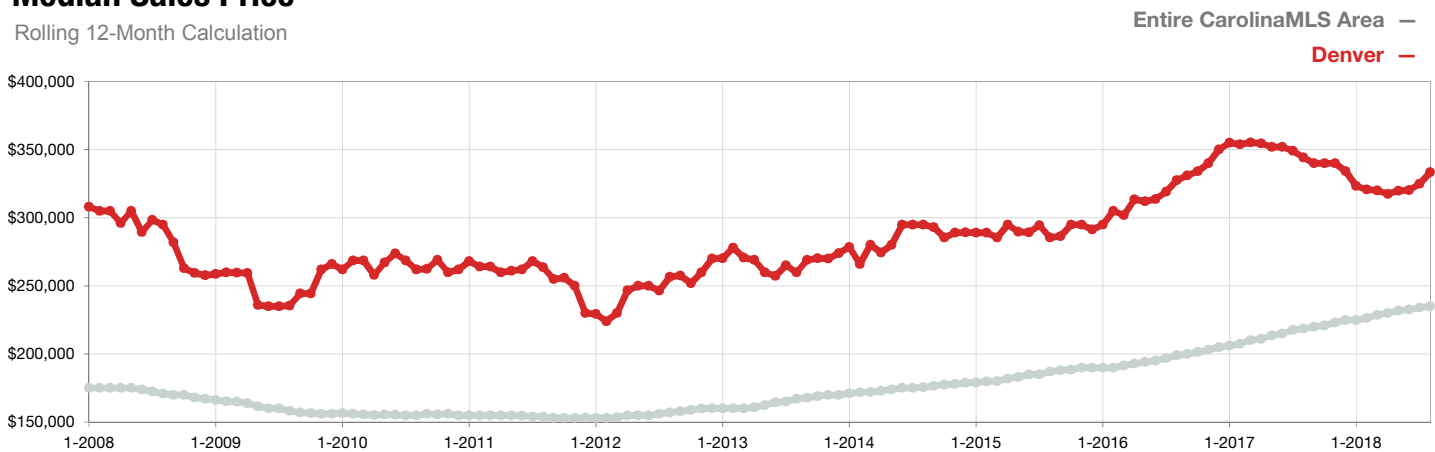
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August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2018

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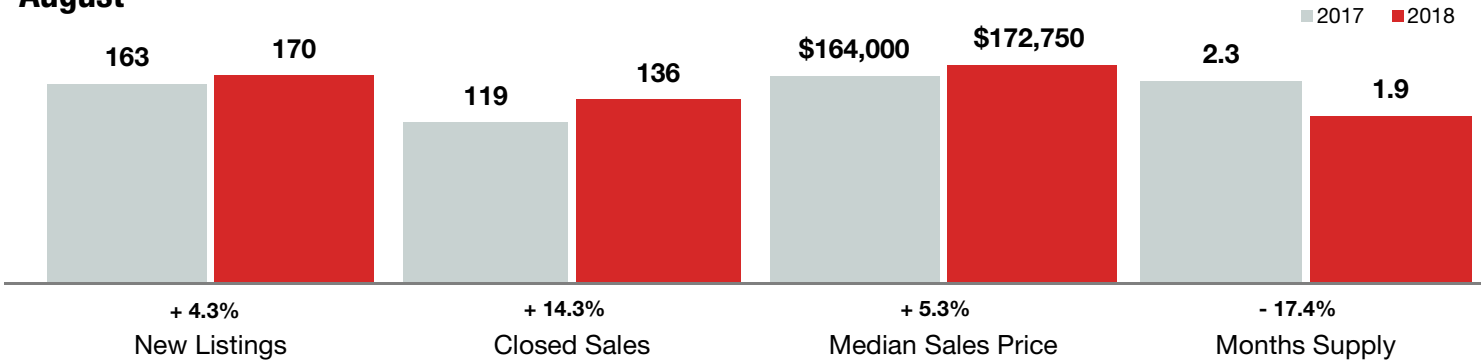
Gastonia

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	163	170	+ 4.3%	1,177	1,268	+ 7.7%
Pending Sales	132	155	+ 17.4%	1,027	1,055	+ 2.7%
Closed Sales	119	136	+ 14.3%	994	952	- 4.2%
Median Sales Price*	\$164,000	\$172,750	+ 5.3%	\$154,000	\$164,795	+ 7.0%
Average Sales Price*	\$169,188	\$187,749	+ 11.0%	\$165,153	\$172,665	+ 4.5%
Percent of Original List Price Received*	97.1%	98.2%	+ 1.1%	96.7%	96.9%	+ 0.2%
List to Close	78	78	0.0%	105	83	- 21.0%
Days on Market Until Sale	25	35	+ 40.0%	51	35	- 31.4%
Cumulative Days on Market Until Sale	28	47	+ 67.9%	58	42	- 27.6%
Inventory of Homes for Sale	291	233	- 19.9%	--	--	--
Months Supply of Inventory	2.3	1.9	- 17.4%	--	--	--

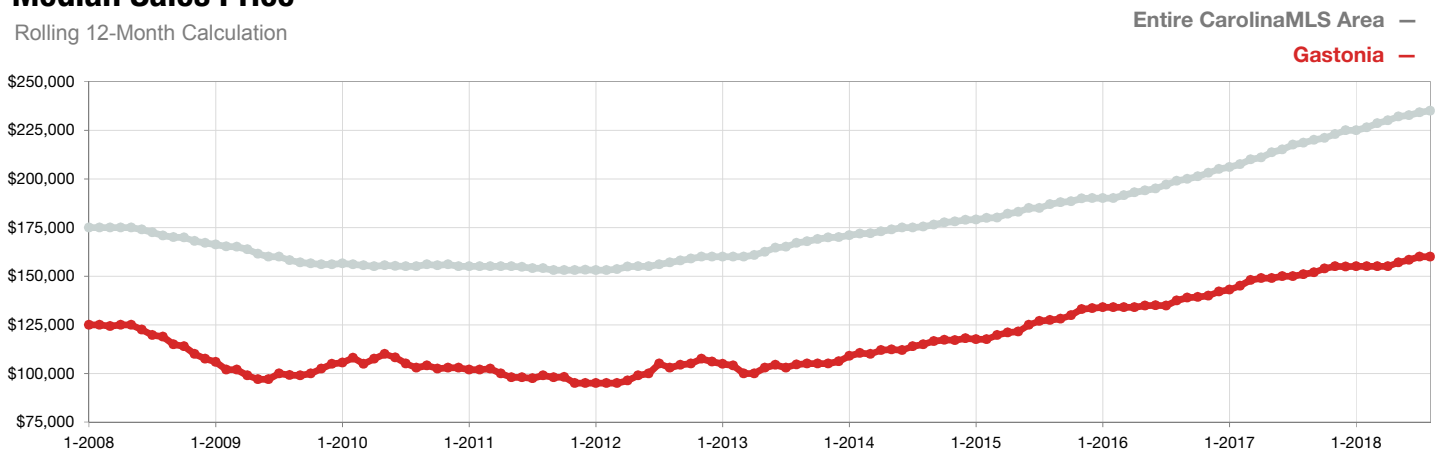
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August



Median Sales Price

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Local Market Update for August 2018

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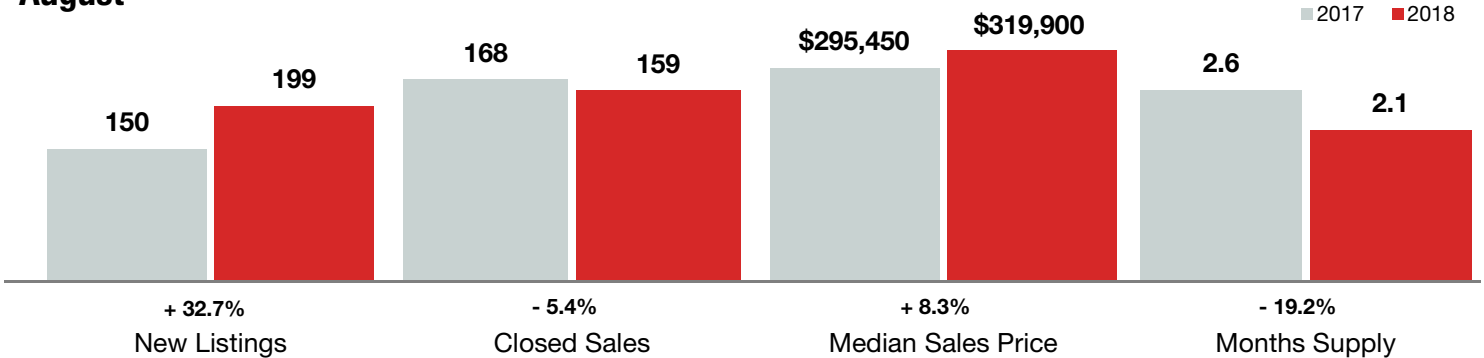
Huntersville

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	150	199	+ 32.7%	1,597	1,562	- 2.2%
Pending Sales	135	178	+ 31.9%	1,239	1,283	+ 3.6%
Closed Sales	168	159	- 5.4%	1,196	1,140	- 4.7%
Median Sales Price*	\$295,450	\$319,900	+ 8.3%	\$291,807	\$315,000	+ 7.9%
Average Sales Price*	\$326,206	\$333,480	+ 2.2%	\$316,750	\$335,897	+ 6.0%
Percent of Original List Price Received*	98.3%	97.4%	- 0.9%	98.0%	97.4%	- 0.6%
List to Close	82	80	- 2.4%	90	93	+ 3.3%
Days on Market Until Sale	30	38	+ 26.7%	37	43	+ 16.2%
Cumulative Days on Market Until Sale	42	45	+ 7.1%	45	49	+ 8.9%
Inventory of Homes for Sale	375	300	- 20.0%	--	--	--
Months Supply of Inventory	2.6	2.1	- 19.2%	--	--	--

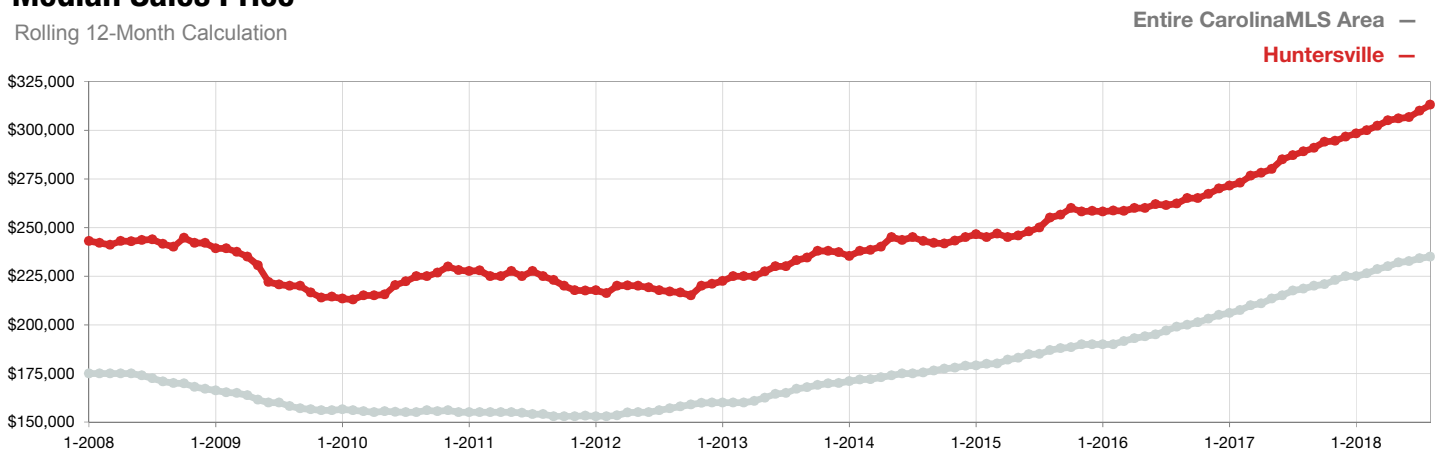
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August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2018

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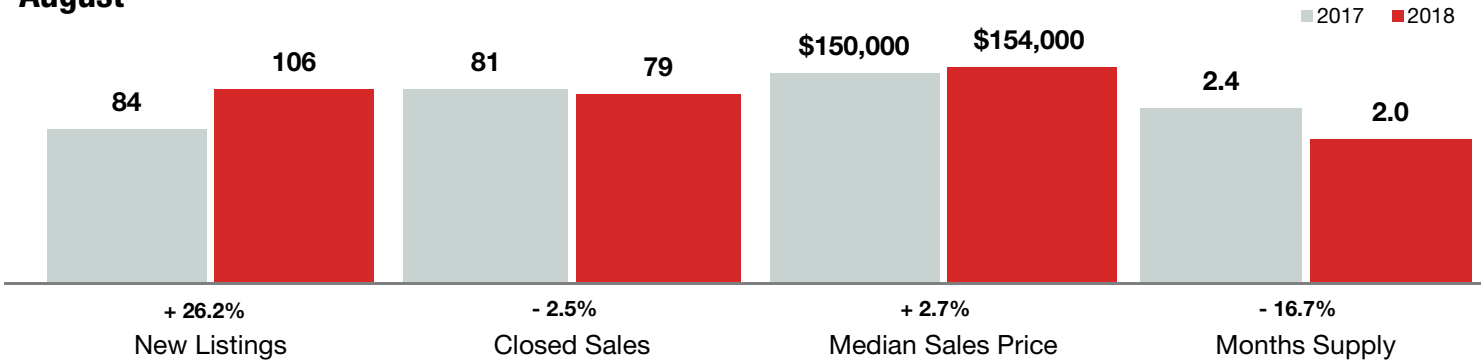
Kannapolis

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	84	106	+ 26.2%	647	703	+ 8.7%
Pending Sales	75	85	+ 13.3%	543	610	+ 12.3%
Closed Sales	81	79	- 2.5%	519	558	+ 7.5%
Median Sales Price*	\$150,000	\$154,000	+ 2.7%	\$132,900	\$151,350	+ 13.9%
Average Sales Price*	\$156,377	\$155,730	- 0.4%	\$145,934	\$164,073	+ 12.4%
Percent of Original List Price Received*	96.3%	95.5%	- 0.8%	96.0%	96.1%	+ 0.1%
List to Close	74	74	0.0%	93	79	- 15.1%
Days on Market Until Sale	31	28	- 9.7%	49	34	- 30.6%
Cumulative Days on Market Until Sale	40	37	- 7.5%	56	42	- 25.0%
Inventory of Homes for Sale	150	136	- 9.3%	--	--	--
Months Supply of Inventory	2.4	2.0	- 16.7%	--	--	--

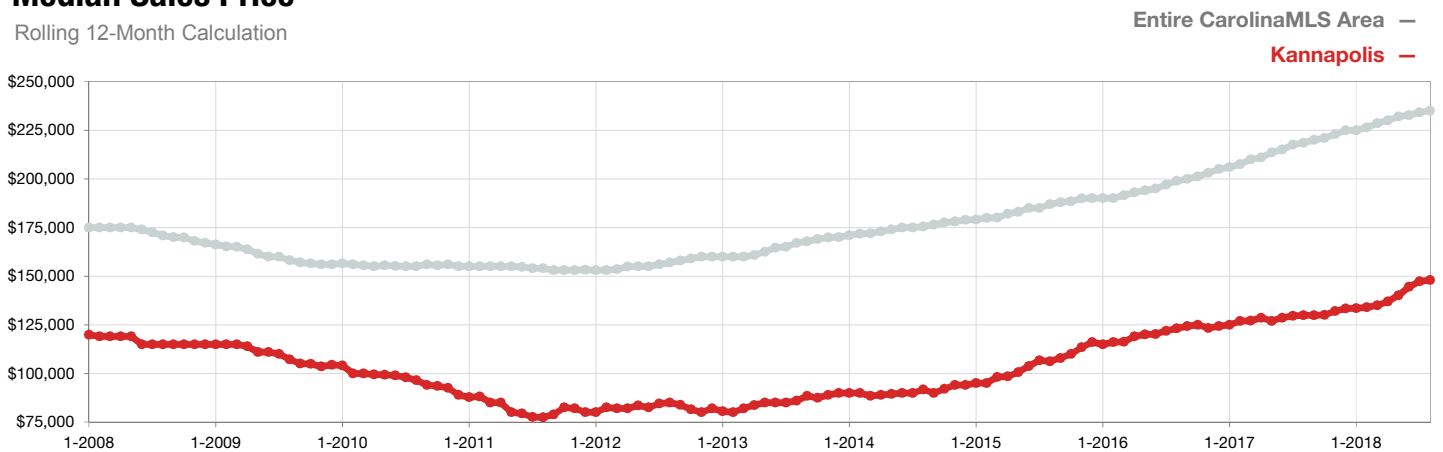
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August



Median Sales Price

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Local Market Update for August 2018

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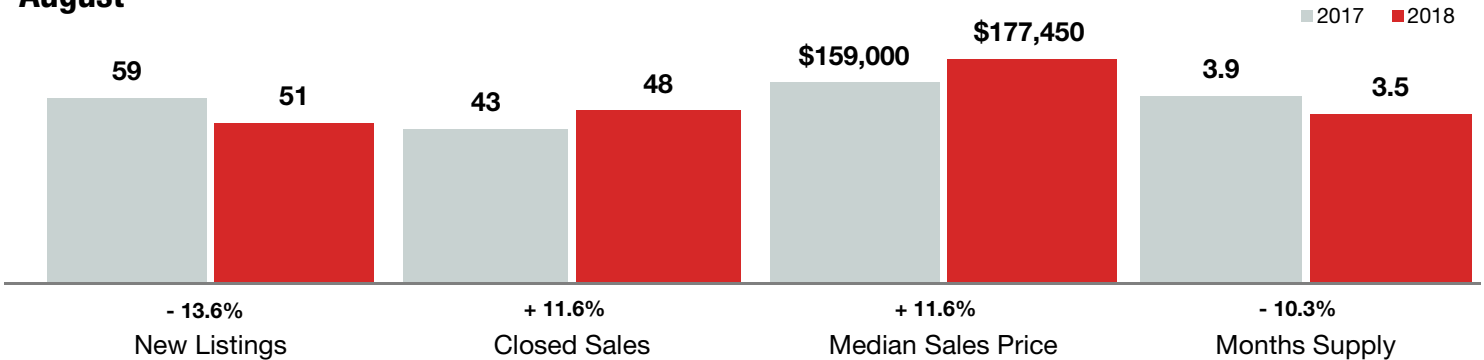
Lincolnton

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	59	51	- 13.6%	404	391	- 3.2%
Pending Sales	48	42	- 12.5%	307	304	- 1.0%
Closed Sales	43	48	+ 11.6%	274	289	+ 5.5%
Median Sales Price*	\$159,000	\$177,450	+ 11.6%	\$155,000	\$166,000	+ 7.1%
Average Sales Price*	\$179,857	\$202,717	+ 12.7%	\$170,805	\$190,621	+ 11.6%
Percent of Original List Price Received*	95.2%	95.9%	+ 0.7%	95.3%	94.9%	- 0.4%
List to Close	108	118	+ 9.3%	113	118	+ 4.4%
Days on Market Until Sale	50	50	0.0%	58	59	+ 1.7%
Cumulative Days on Market Until Sale	53	46	- 13.2%	68	65	- 4.4%
Inventory of Homes for Sale	140	125	- 10.7%	--	--	--
Months Supply of Inventory	3.9	3.5	- 10.3%	--	--	--

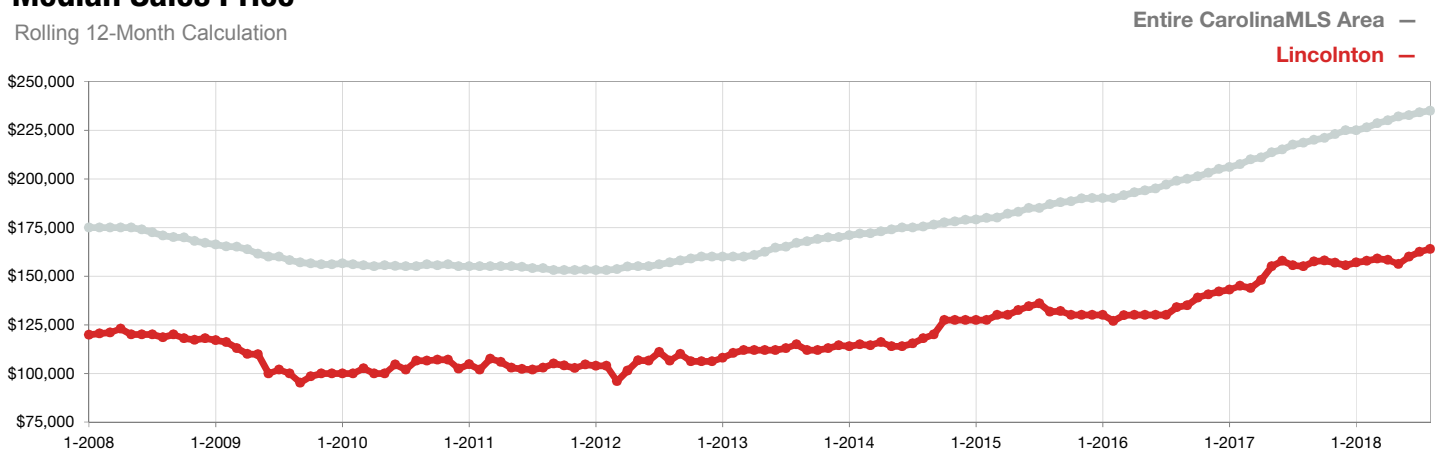
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August



Median Sales Price

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Local Market Update for August 2018

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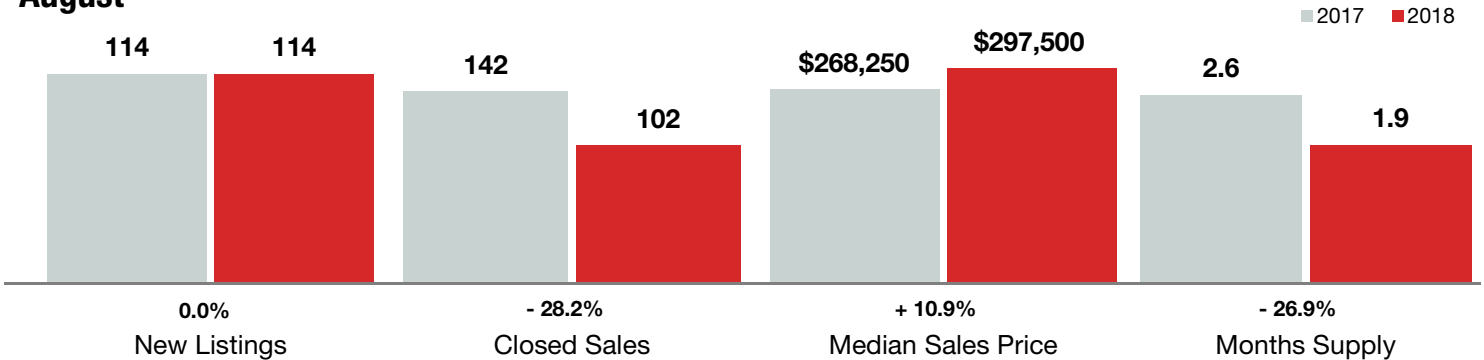
Matthews

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	114	114	0.0%	1,161	1,041	- 10.3%
Pending Sales	107	113	+ 5.6%	894	860	- 3.8%
Closed Sales	142	102	- 28.2%	834	787	- 5.6%
Median Sales Price*	\$268,250	\$297,500	+ 10.9%	\$278,750	\$295,000	+ 5.8%
Average Sales Price*	\$311,703	\$325,045	+ 4.3%	\$315,136	\$327,046	+ 3.8%
Percent of Original List Price Received*	98.0%	96.8%	- 1.2%	98.2%	97.8%	- 0.4%
List to Close	75	67	- 10.7%	80	74	- 7.5%
Days on Market Until Sale	30	28	- 6.7%	34	31	- 8.8%
Cumulative Days on Market Until Sale	38	32	- 15.8%	43	40	- 7.0%
Inventory of Homes for Sale	258	191	- 26.0%	--	--	--
Months Supply of Inventory	2.6	1.9	- 26.9%	--	--	--

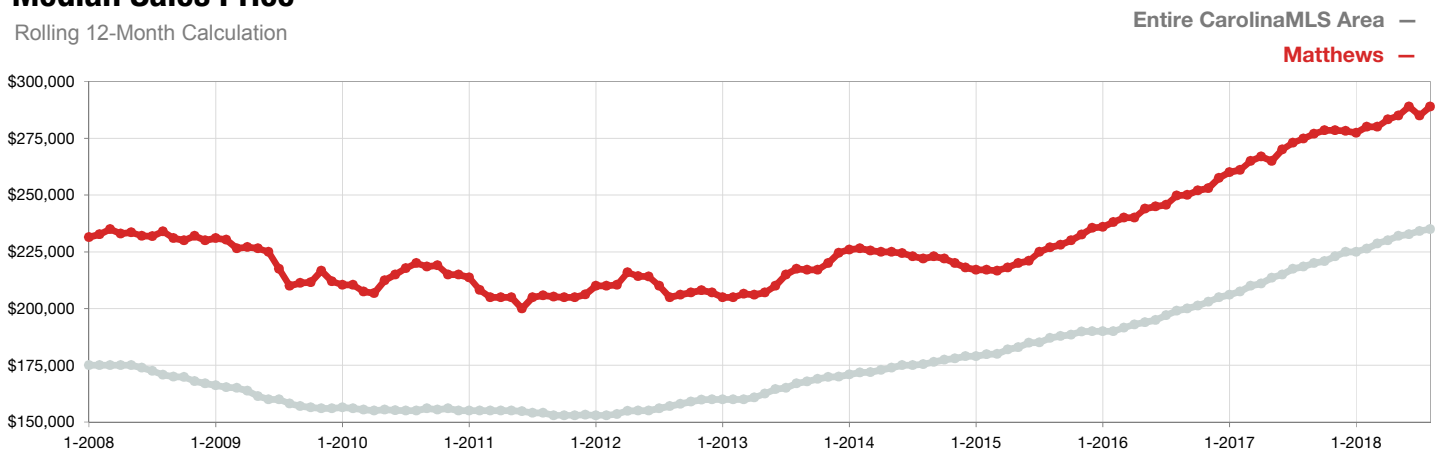
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August



Median Sales Price

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Local Market Update for August 2018

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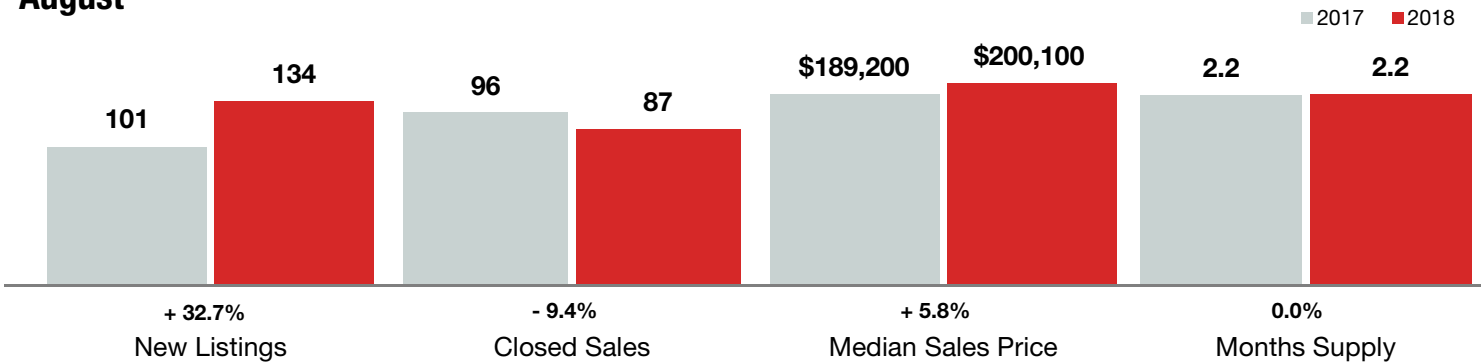
Monroe

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	101	134	+ 32.7%	819	905	+ 10.5%
Pending Sales	96	104	+ 8.3%	733	755	+ 3.0%
Closed Sales	96	87	- 9.4%	689	688	- 0.1%
Median Sales Price*	\$189,200	\$200,100	+ 5.8%	\$185,000	\$203,750	+ 10.1%
Average Sales Price*	\$218,038	\$217,299	- 0.3%	\$206,676	\$223,358	+ 8.1%
Percent of Original List Price Received*	98.0%	96.8%	- 1.2%	97.0%	97.1%	+ 0.1%
List to Close	75	59	- 21.3%	90	79	- 12.2%
Days on Market Until Sale	36	19	- 47.2%	43	34	- 20.9%
Cumulative Days on Market Until Sale	36	24	- 33.3%	52	41	- 21.2%
Inventory of Homes for Sale	188	189	+ 0.5%	--	--	--
Months Supply of Inventory	2.2	2.2	0.0%	--	--	--

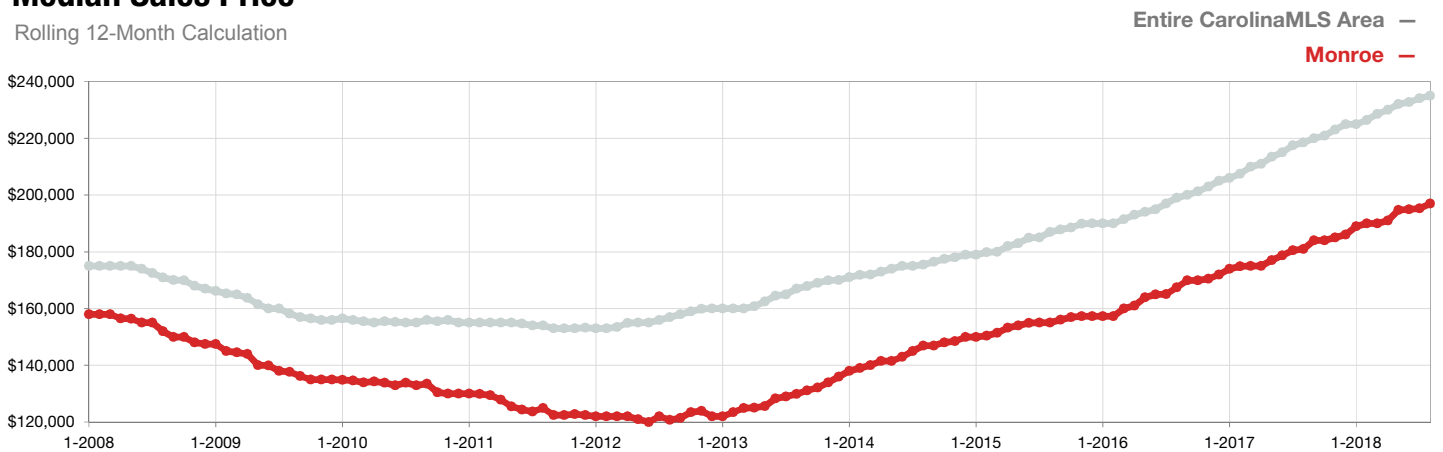
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August



Median Sales Price

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Local Market Update for August 2018

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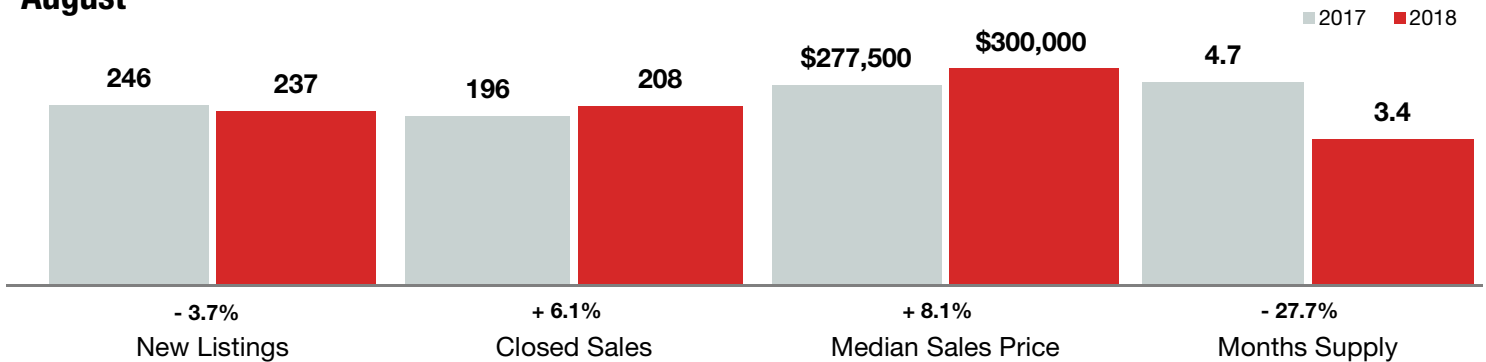
Mooreville

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	246	237	- 3.7%	2,027	1,967	- 3.0%
Pending Sales	182	209	+ 14.8%	1,403	1,490	+ 6.2%
Closed Sales	196	208	+ 6.1%	1,285	1,356	+ 5.5%
Median Sales Price*	\$277,500	\$300,000	+ 8.1%	\$285,000	\$306,977	+ 7.7%
Average Sales Price*	\$376,351	\$409,071	+ 8.7%	\$362,274	\$396,131	+ 9.3%
Percent of Original List Price Received*	96.1%	95.9%	- 0.2%	96.1%	96.3%	+ 0.2%
List to Close	114	111	- 2.6%	117	116	- 0.9%
Days on Market Until Sale	65	63	- 3.1%	66	65	- 1.5%
Cumulative Days on Market Until Sale	75	83	+ 10.7%	79	80	+ 1.3%
Inventory of Homes for Sale	748	594	- 20.6%	--	--	--
Months Supply of Inventory	4.7	3.4	- 27.7%	--	--	--

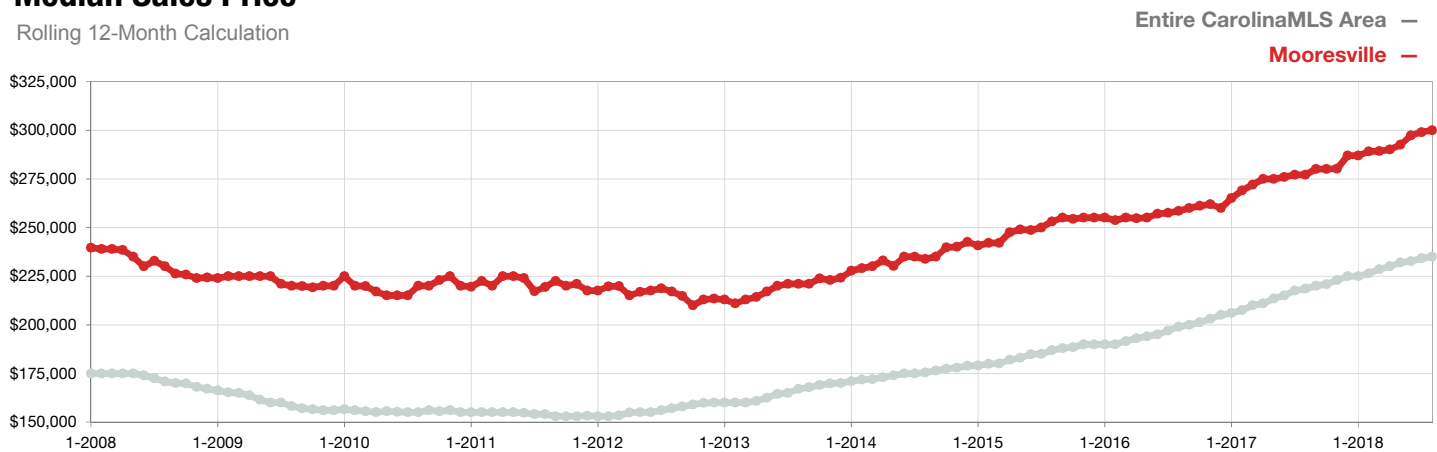
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August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2018

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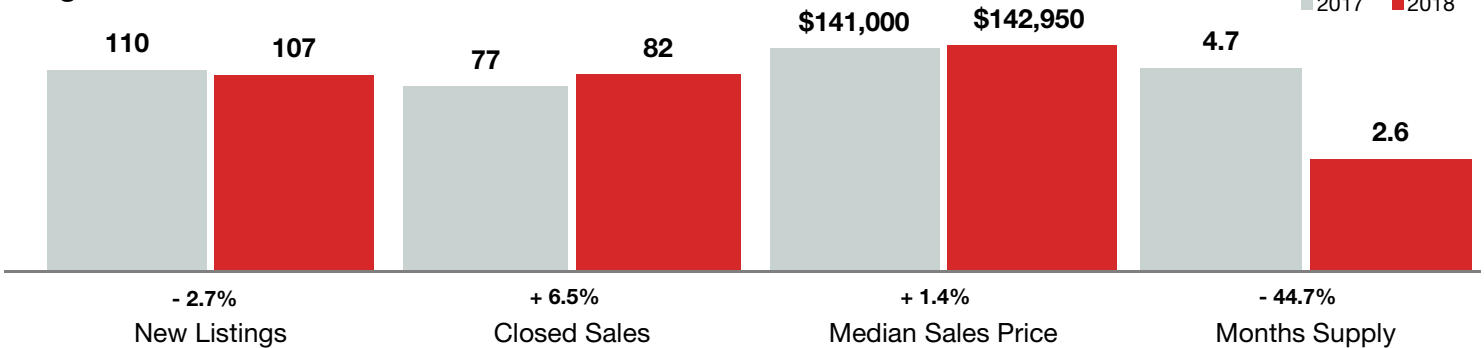
Salisbury

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	110	107	- 2.7%	757	773	+ 2.1%
Pending Sales	75	88	+ 17.3%	572	688	+ 20.3%
Closed Sales	77	82	+ 6.5%	558	626	+ 12.2%
Median Sales Price*	\$141,000	\$142,950	+ 1.4%	\$141,750	\$147,990	+ 4.4%
Average Sales Price*	\$153,525	\$168,168	+ 9.5%	\$153,221	\$159,703	+ 4.2%
Percent of Original List Price Received*	91.9%	94.7%	+ 3.0%	92.7%	95.0%	+ 2.5%
List to Close	115	108	- 6.1%	128	112	- 12.5%
Days on Market Until Sale	66	61	- 7.6%	81	65	- 19.8%
Cumulative Days on Market Until Sale	89	67	- 24.7%	97	75	- 22.7%
Inventory of Homes for Sale	314	196	- 37.6%	--	--	--
Months Supply of Inventory	4.7	2.6	- 44.7%	--	--	--

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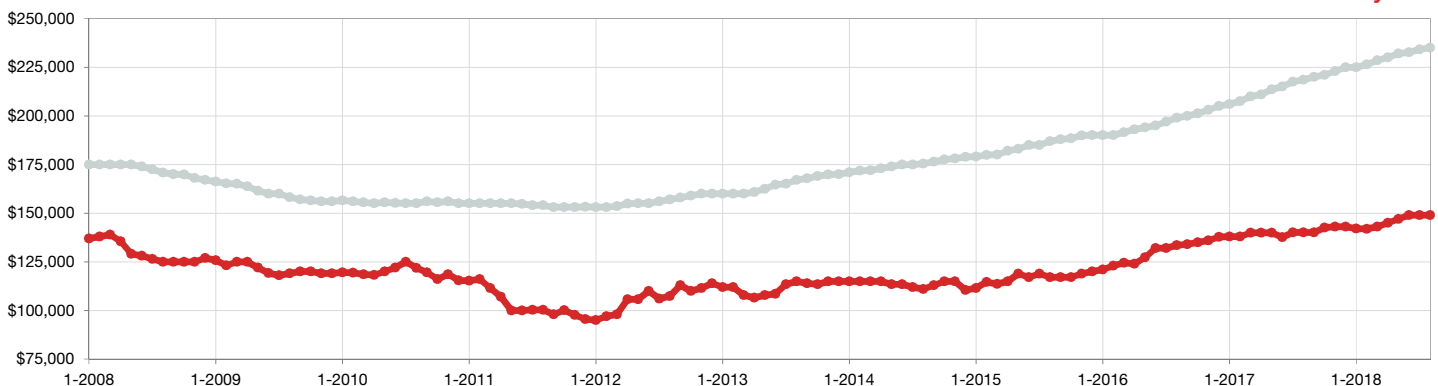
August



Median Sales Price

Rolling 12-Month Calculation

Entire CarolinaMLS Area —
Salisbury —



Local Market Update for August 2018

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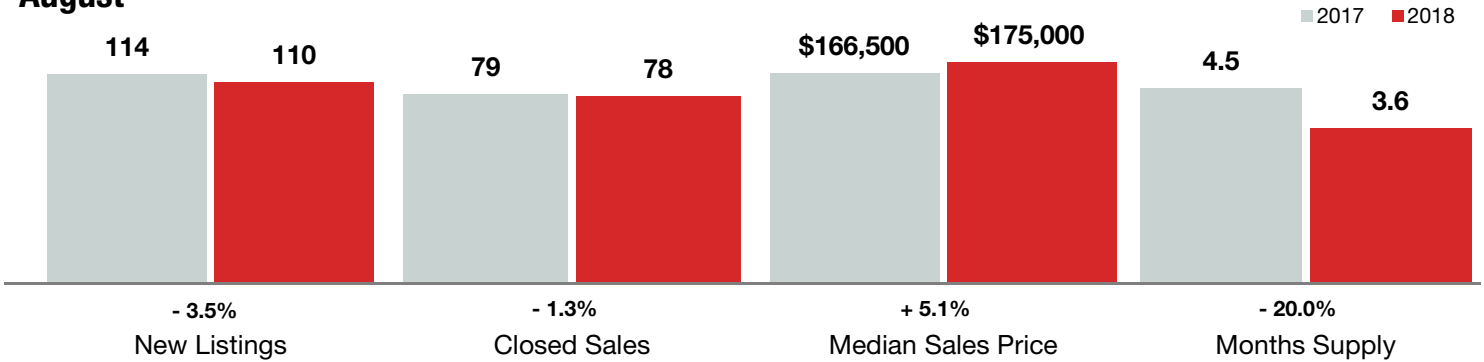
Statesville

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	114	110	- 3.5%	821	862	+ 5.0%
Pending Sales	82	99	+ 20.7%	595	671	+ 12.8%
Closed Sales	79	78	- 1.3%	558	592	+ 6.1%
Median Sales Price*	\$166,500	\$175,000	+ 5.1%	\$153,000	\$165,000	+ 7.8%
Average Sales Price*	\$176,655	\$190,298	+ 7.7%	\$168,988	\$180,715	+ 6.9%
Percent of Original List Price Received*	93.8%	96.7%	+ 3.1%	94.4%	95.6%	+ 1.3%
List to Close	119	87	- 26.9%	112	112	0.0%
Days on Market Until Sale	68	42	- 38.2%	67	63	- 6.0%
Cumulative Days on Market Until Sale	83	47	- 43.4%	79	75	- 5.1%
Inventory of Homes for Sale	324	276	- 14.8%	--	--	--
Months Supply of Inventory	4.5	3.6	- 20.0%	--	--	--

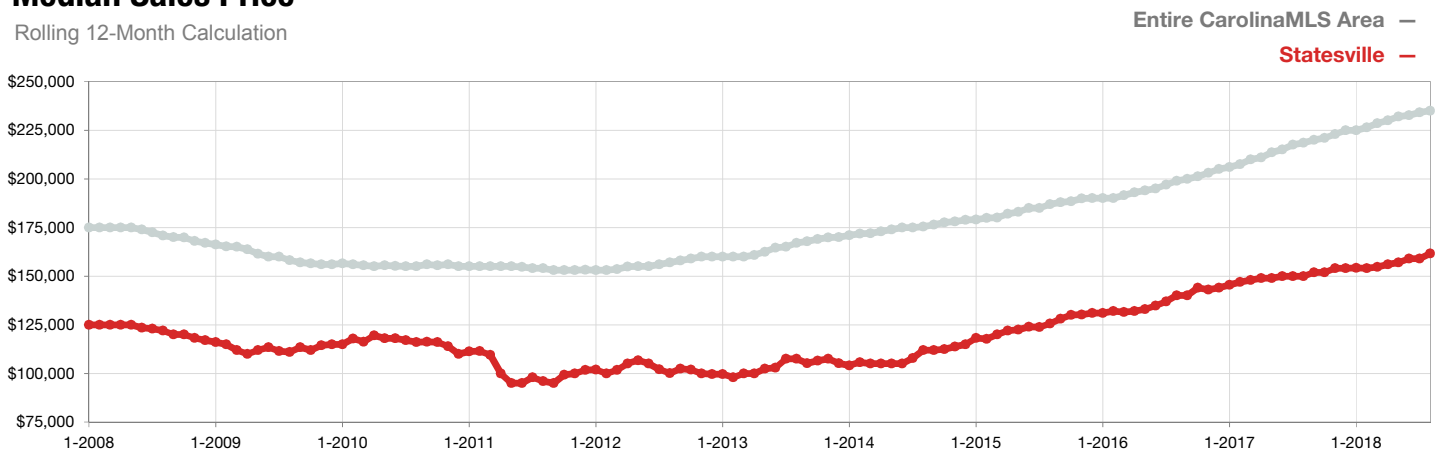
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August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2018

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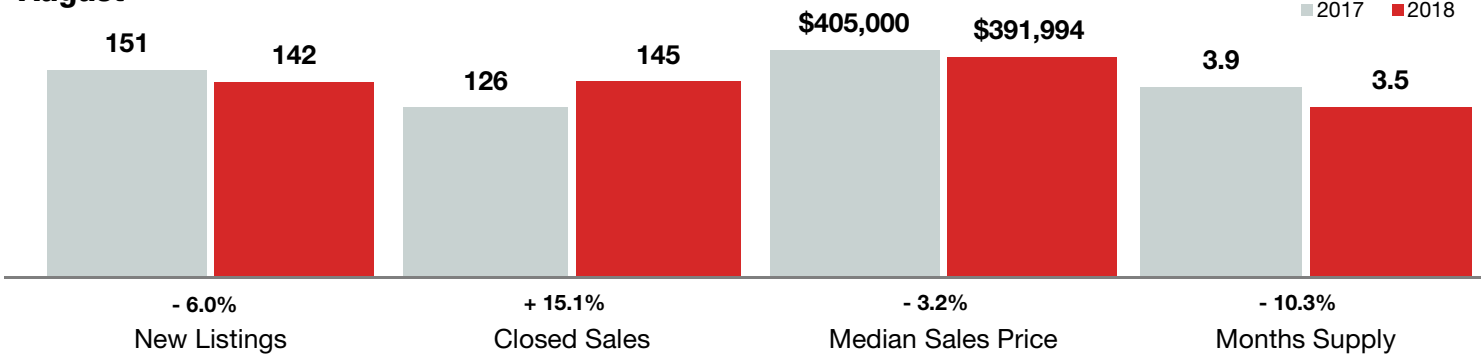
Waxhaw

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	151	142	- 6.0%	1,300	1,293	- 0.5%
Pending Sales	106	113	+ 6.6%	935	982	+ 5.0%
Closed Sales	126	145	+ 15.1%	884	916	+ 3.6%
Median Sales Price*	\$405,000	\$391,994	- 3.2%	\$391,148	\$399,705	+ 2.2%
Average Sales Price*	\$464,824	\$459,873	- 1.1%	\$447,123	\$458,694	+ 2.6%
Percent of Original List Price Received*	96.8%	96.9%	+ 0.1%	96.7%	96.9%	+ 0.2%
List to Close	103	97	- 5.8%	113	107	- 5.3%
Days on Market Until Sale	53	49	- 7.5%	58	54	- 6.9%
Cumulative Days on Market Until Sale	74	63	- 14.9%	75	69	- 8.0%
Inventory of Homes for Sale	406	386	- 4.9%	--	--	--
Months Supply of Inventory	3.9	3.5	- 10.3%	--	--	--

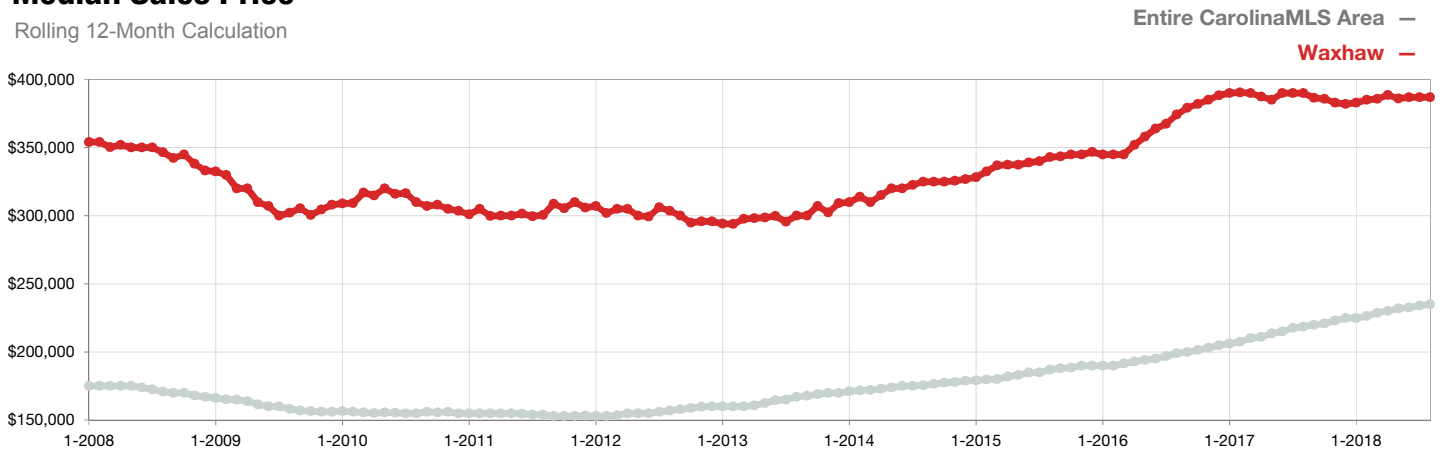
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August



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for August 2018

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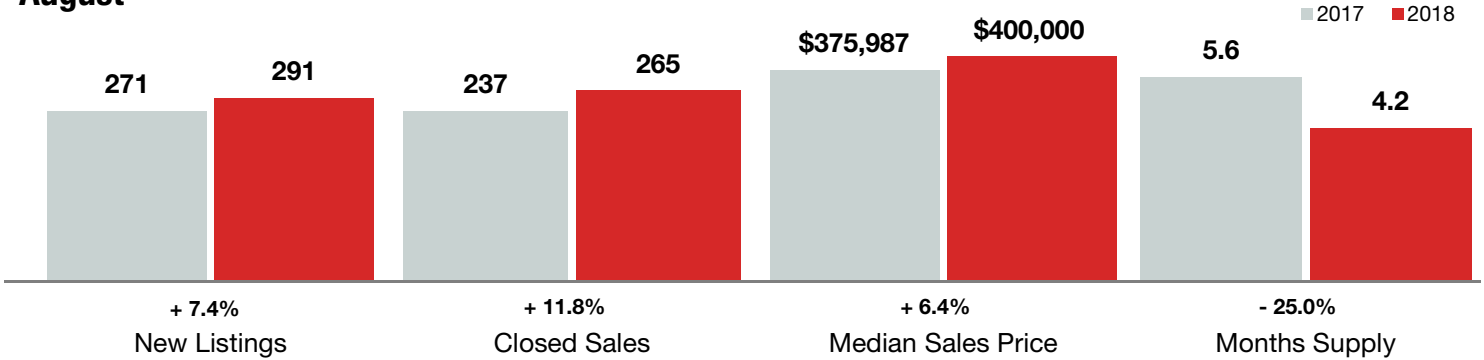
Lake Norman

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	271	291	+ 7.4%	2,541	2,495	- 1.8%
Pending Sales	216	247	+ 14.4%	1,694	1,781	+ 5.1%
Closed Sales	237	265	+ 11.8%	1,554	1,626	+ 4.6%
Median Sales Price*	\$375,987	\$400,000	+ 6.4%	\$376,386	\$385,000	+ 2.3%
Average Sales Price*	\$492,194	\$510,621	+ 3.7%	\$473,425	\$502,900	+ 6.2%
Percent of Original List Price Received*	95.4%	95.3%	- 0.1%	95.3%	95.9%	+ 0.6%
List to Close	127	119	- 6.3%	133	127	- 4.5%
Days on Market Until Sale	77	79	+ 2.6%	78	75	- 3.8%
Cumulative Days on Market Until Sale	94	103	+ 9.6%	95	93	- 2.1%
Inventory of Homes for Sale	1,073	868	- 19.1%	--	--	--
Months Supply of Inventory	5.6	4.2	- 25.0%	--	--	--

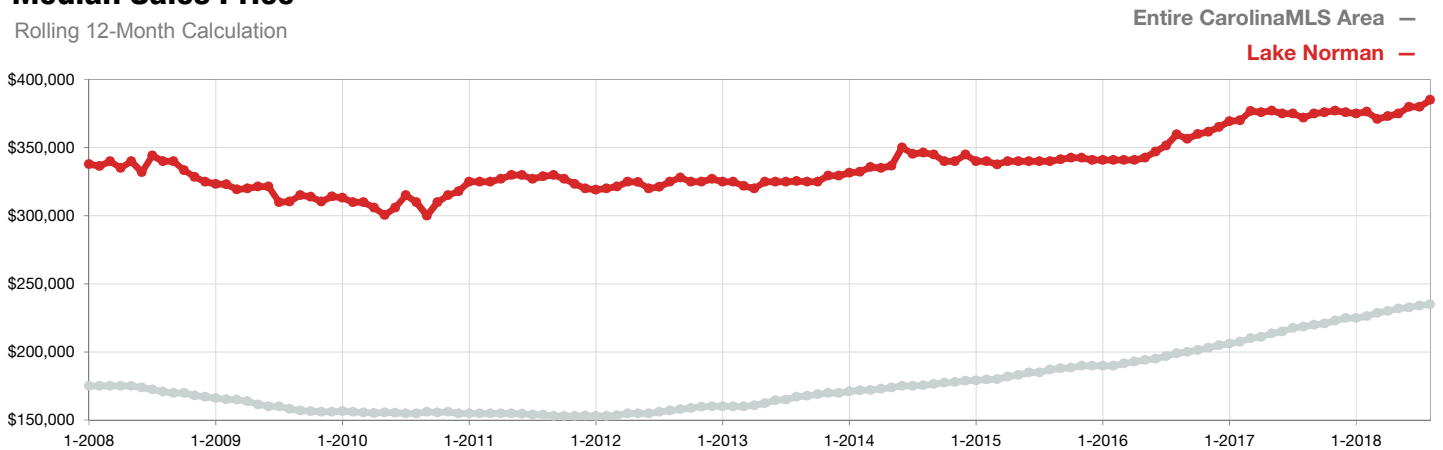
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August



Median Sales Price

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Local Market Update for August 2018

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Charlotte Regional Realtor® Association

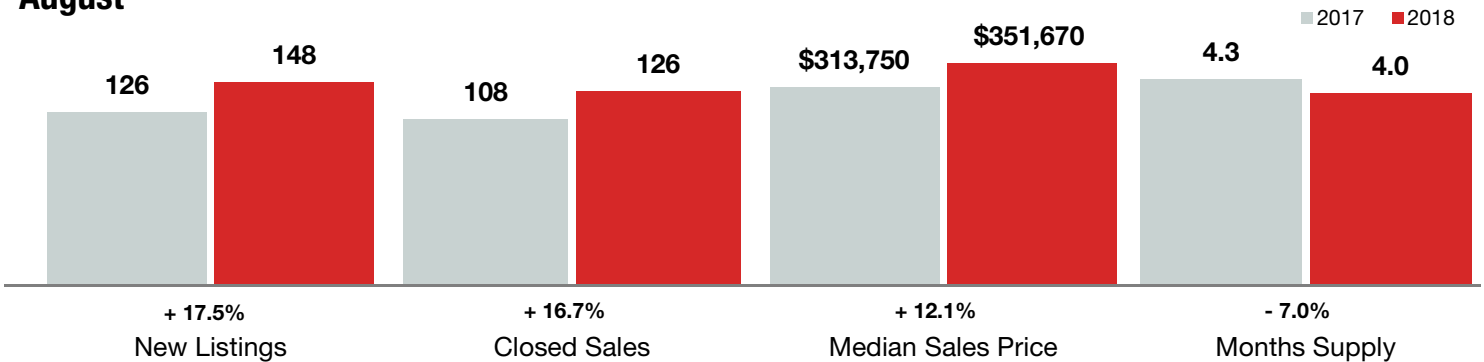
Lake Wylie

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	126	148	+ 17.5%	1,122	1,246	+ 11.1%
Pending Sales	92	95	+ 3.3%	813	920	+ 13.2%
Closed Sales	108	126	+ 16.7%	748	854	+ 14.2%
Median Sales Price*	\$313,750	\$351,670	+ 12.1%	\$327,360	\$350,000	+ 6.9%
Average Sales Price*	\$361,817	\$384,436	+ 6.3%	\$376,318	\$395,655	+ 5.1%
Percent of Original List Price Received*	96.8%	96.0%	- 0.8%	97.3%	97.1%	- 0.2%
List to Close	118	107	- 9.3%	122	122	0.0%
Days on Market Until Sale	64	63	- 1.6%	61	66	+ 8.2%
Cumulative Days on Market Until Sale	91	75	- 17.6%	78	79	+ 1.3%
Inventory of Homes for Sale	393	417	+ 6.1%	--	--	--
Months Supply of Inventory	4.3	4.0	- 7.0%	--	--	--

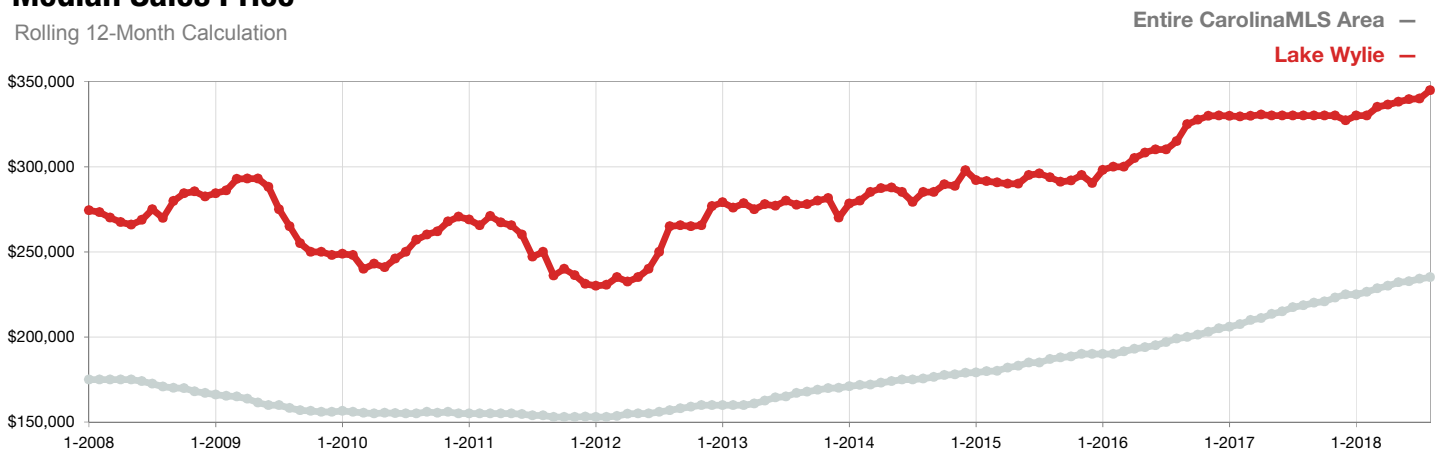
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August



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Local Market Update for August 2018

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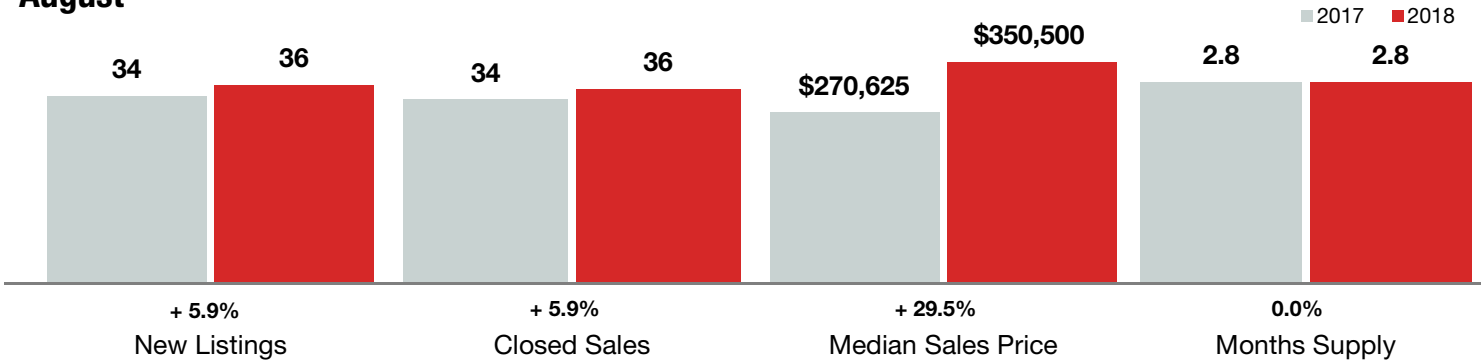
Uptown Charlotte

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	34	36	+ 5.9%	393	361	- 8.1%
Pending Sales	32	44	+ 37.5%	322	277	- 14.0%
Closed Sales	34	36	+ 5.9%	309	252	- 18.4%
Median Sales Price*	\$270,625	\$350,500	+ 29.5%	\$277,000	\$279,000	+ 0.7%
Average Sales Price*	\$298,526	\$364,486	+ 22.1%	\$315,448	\$322,321	+ 2.2%
Percent of Original List Price Received*	94.3%	97.2%	+ 3.1%	96.6%	96.6%	0.0%
List to Close	94	183	+ 94.7%	101	102	+ 1.0%
Days on Market Until Sale	53	49	- 7.5%	51	47	- 7.8%
Cumulative Days on Market Until Sale	62	70	+ 12.9%	59	60	+ 1.7%
Inventory of Homes for Sale	93	86	- 7.5%	--	--	--
Months Supply of Inventory	2.8	2.8	0.0%	--	--	--

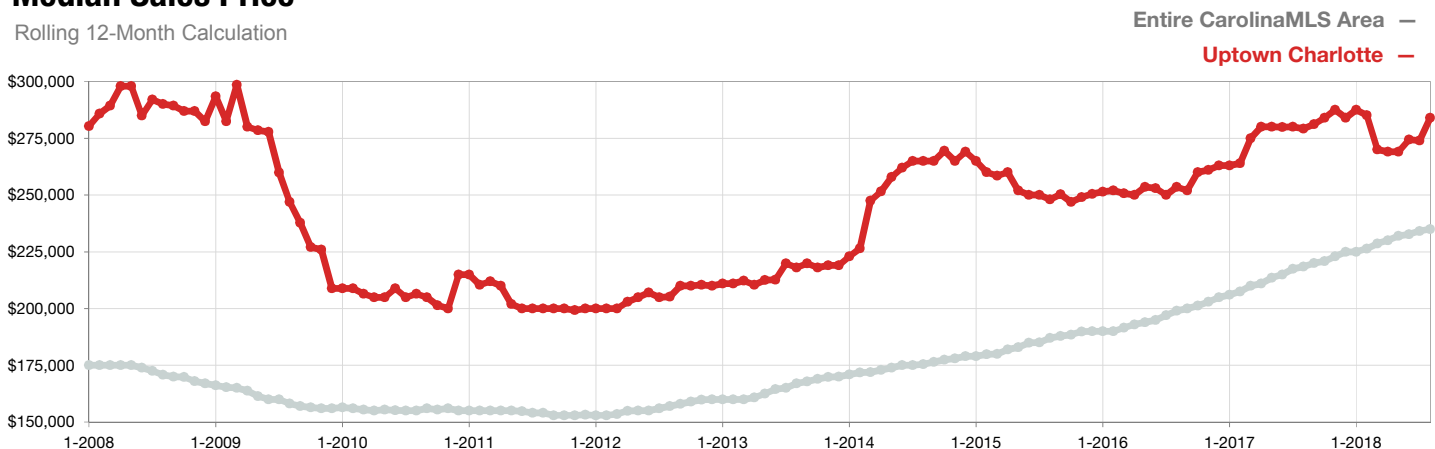
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August



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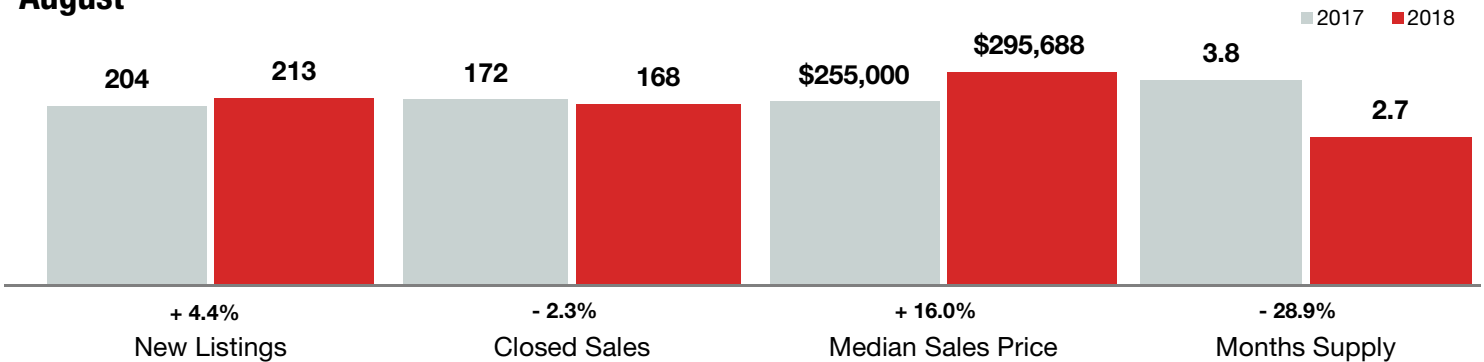
Lancaster County

South Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	204	213	+ 4.4%	1,499	1,638	+ 9.3%
Pending Sales	127	173	+ 36.2%	1,107	1,385	+ 25.1%
Closed Sales	172	168	- 2.3%	1,051	1,254	+ 19.3%
Median Sales Price*	\$255,000	\$295,688	+ 16.0%	\$262,250	\$275,000	+ 4.9%
Average Sales Price*	\$252,257	\$293,469	+ 16.3%	\$267,422	\$281,690	+ 5.3%
Percent of Original List Price Received*	96.3%	97.0%	+ 0.7%	96.8%	97.1%	+ 0.3%
List to Close	102	109	+ 6.9%	107	111	+ 3.7%
Days on Market Until Sale	54	50	- 7.4%	56	57	+ 1.8%
Cumulative Days on Market Until Sale	64	67	+ 4.7%	69	71	+ 2.9%
Inventory of Homes for Sale	469	429	- 8.5%	--	--	--
Months Supply of Inventory	3.8	2.7	- 28.9%	--	--	--

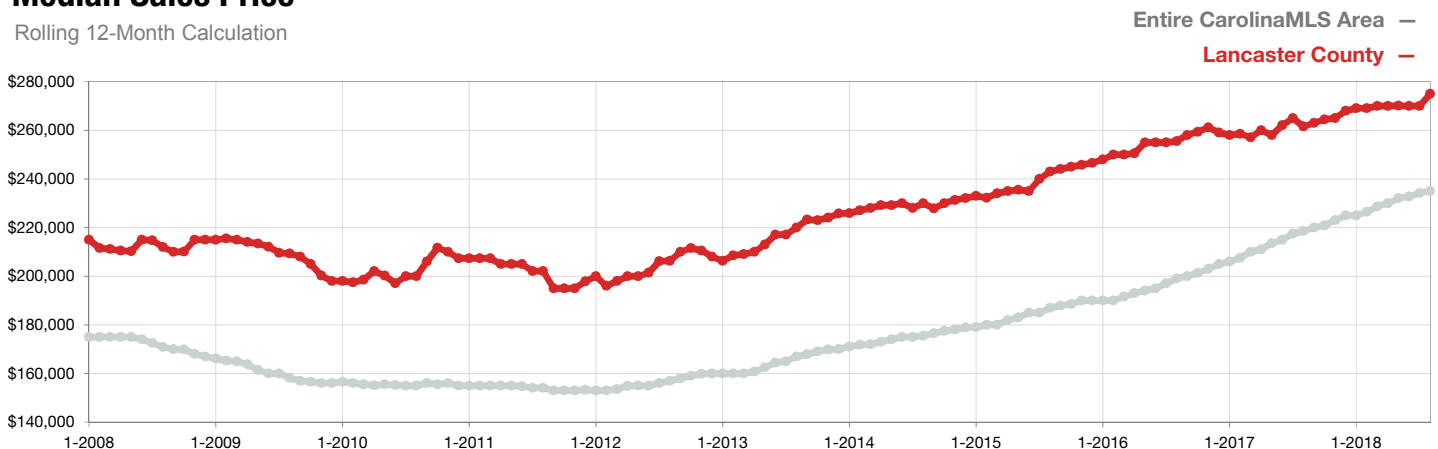
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August



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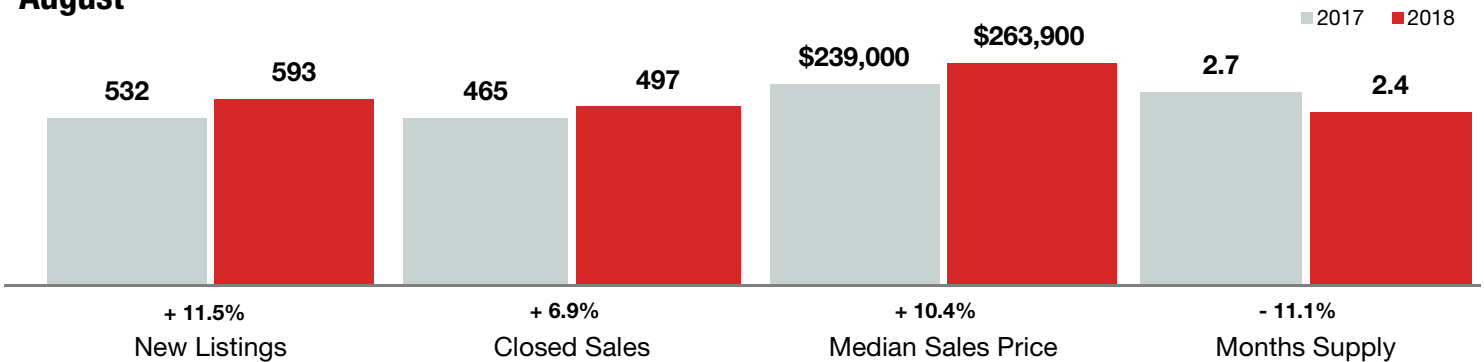
York County

South Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	532	593	+ 11.5%	4,200	4,511	+ 7.4%
Pending Sales	434	510	+ 17.5%	3,452	3,657	+ 5.9%
Closed Sales	465	497	+ 6.9%	3,240	3,391	+ 4.7%
Median Sales Price*	\$239,000	\$263,900	+ 10.4%	\$244,000	\$255,000	+ 4.5%
Average Sales Price*	\$268,316	\$288,725	+ 7.6%	\$271,114	\$281,006	+ 3.6%
Percent of Original List Price Received*	97.3%	97.4%	+ 0.1%	97.2%	97.4%	+ 0.2%
List to Close	91	80	- 12.1%	100	89	- 11.0%
Days on Market Until Sale	38	37	- 2.6%	46	41	- 10.9%
Cumulative Days on Market Until Sale	47	44	- 6.4%	55	50	- 9.1%
Inventory of Homes for Sale	1,052	988	- 6.1%	--	--	--
Months Supply of Inventory	2.7	2.4	- 11.1%	--	--	--

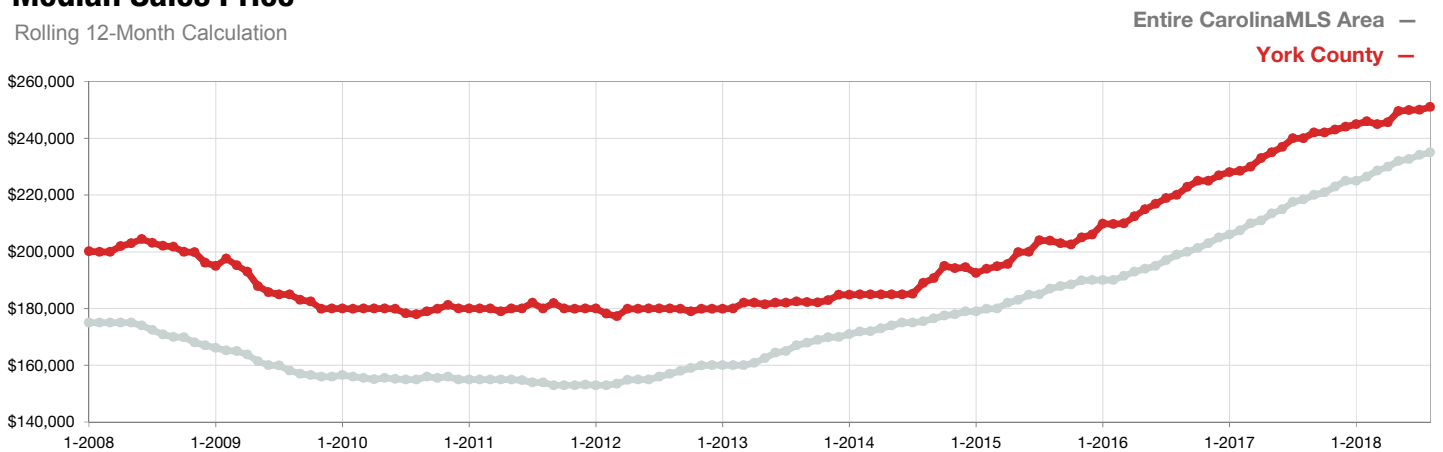
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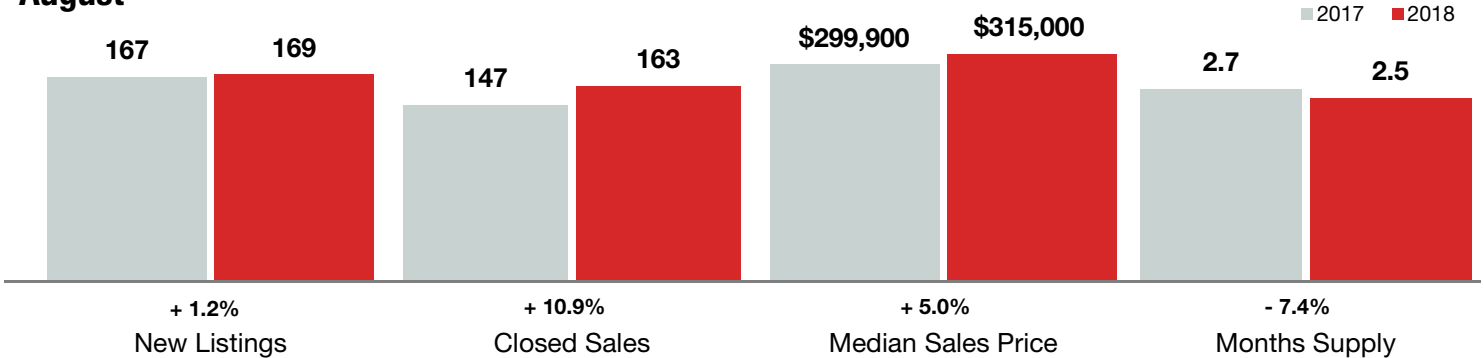
Fort Mill

South Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	167	169	+ 1.2%	1,458	1,455	- 0.2%
Pending Sales	140	145	+ 3.6%	1,162	1,170	+ 0.7%
Closed Sales	147	163	+ 10.9%	1,087	1,105	+ 1.7%
Median Sales Price*	\$299,900	\$315,000	+ 5.0%	\$297,062	\$318,000	+ 7.0%
Average Sales Price*	\$328,759	\$342,440	+ 4.2%	\$328,744	\$340,025	+ 3.4%
Percent of Original List Price Received*	97.1%	97.9%	+ 0.8%	97.5%	97.4%	- 0.1%
List to Close	95	86	- 9.5%	101	97	- 4.0%
Days on Market Until Sale	43	43	0.0%	49	47	- 4.1%
Cumulative Days on Market Until Sale	47	51	+ 8.5%	56	57	+ 1.8%
Inventory of Homes for Sale	352	331	- 6.0%	--	--	--
Months Supply of Inventory	2.7	2.5	- 7.4%	--	--	--

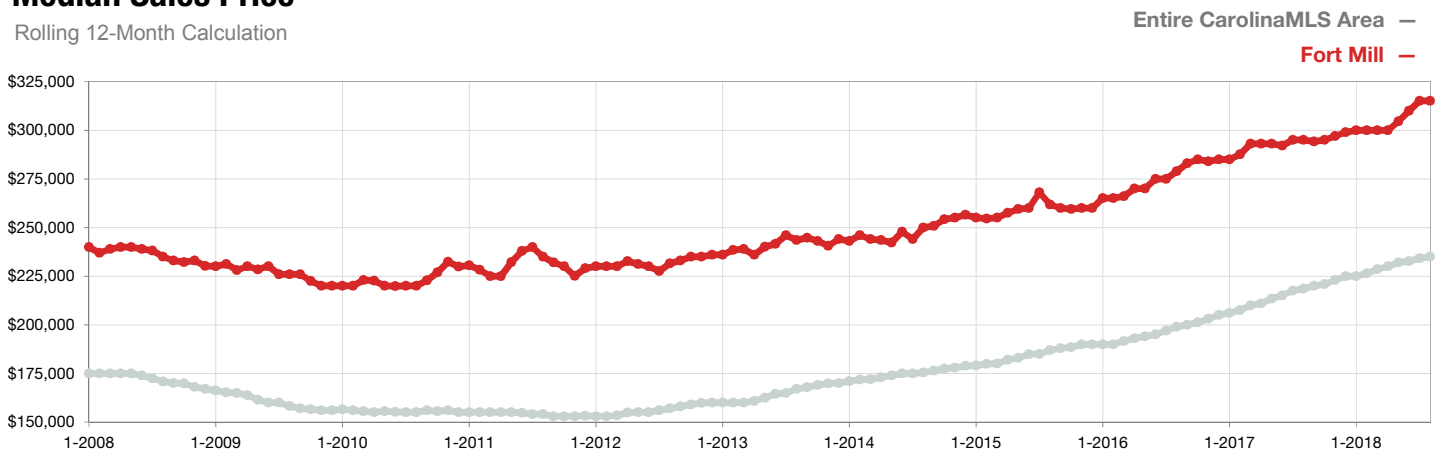
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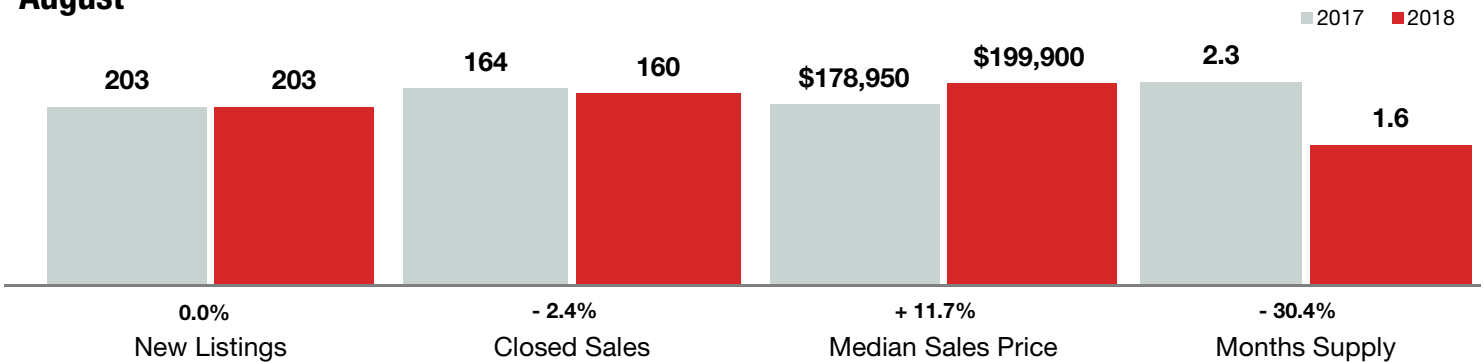
Rock Hill

South Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	203	203	0.0%	1,441	1,545	+ 7.2%
Pending Sales	154	198	+ 28.6%	1,218	1,332	+ 9.4%
Closed Sales	164	160	- 2.4%	1,136	1,213	+ 6.8%
Median Sales Price*	\$178,950	\$199,900	+ 11.7%	\$184,000	\$190,000	+ 3.3%
Average Sales Price*	\$204,836	\$217,240	+ 6.1%	\$200,217	\$210,162	+ 5.0%
Percent of Original List Price Received*	96.9%	97.5%	+ 0.6%	97.1%	97.9%	+ 0.8%
List to Close	82	64	- 22.0%	90	73	- 18.9%
Days on Market Until Sale	33	21	- 36.4%	39	27	- 30.8%
Cumulative Days on Market Until Sale	47	26	- 44.7%	48	33	- 31.3%
Inventory of Homes for Sale	321	250	- 22.1%	--	--	--
Months Supply of Inventory	2.3	1.6	- 30.4%	--	--	--

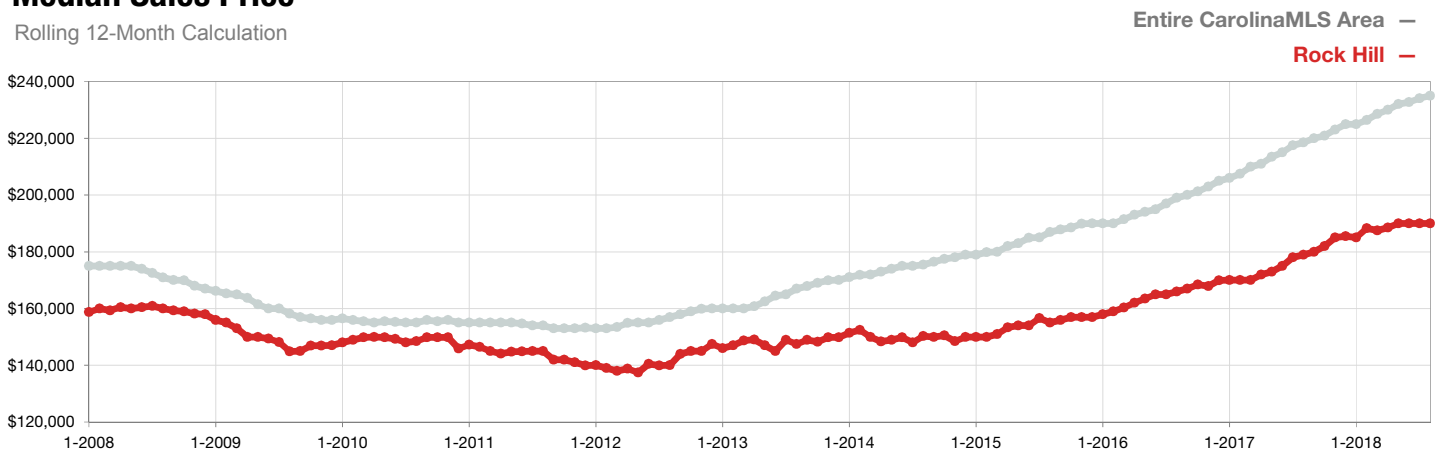
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August



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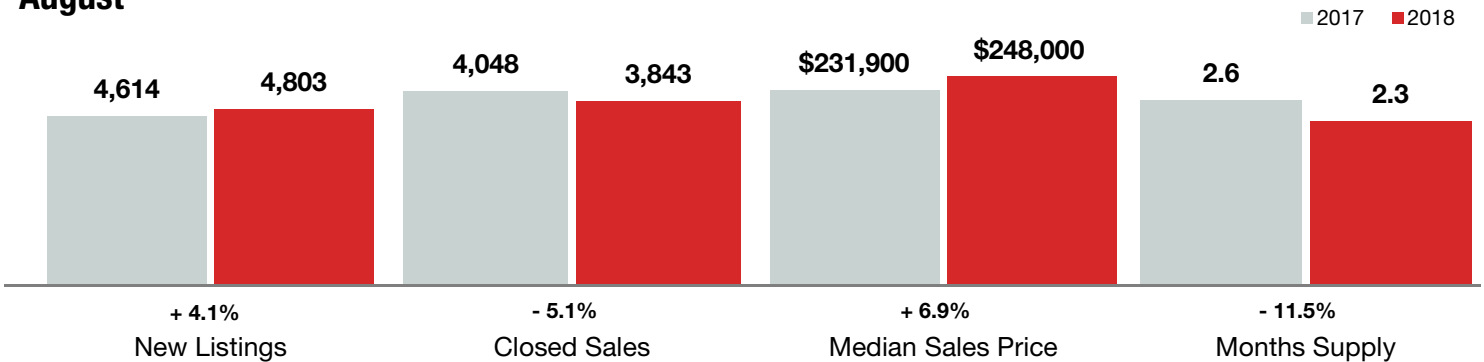
Charlotte MSA

North Carolina

Key Metrics	August			Year to Date		
	2017	2018	Percent Change	Thru 8-2017	Thru 8-2018	Percent Change
New Listings	4,614	4,803	+ 4.1%	36,861	37,470	+ 1.7%
Pending Sales	3,726	4,000	+ 7.4%	29,852	30,544	+ 2.3%
Closed Sales	4,048	3,843	- 5.1%	28,197	28,320	+ 0.4%
Median Sales Price*	\$231,900	\$248,000	+ 6.9%	\$230,420	\$245,000	+ 6.3%
Average Sales Price*	\$275,298	\$298,580	+ 8.5%	\$277,282	\$294,286	+ 6.1%
Percent of Original List Price Received*	97.6%	97.2%	- 0.4%	97.5%	97.5%	0.0%
List to Close	85	82	- 3.5%	94	88	- 6.4%
Days on Market Until Sale	35	35	0.0%	41	38	- 7.3%
Cumulative Days on Market Until Sale	43	43	0.0%	49	46	- 6.1%
Inventory of Homes for Sale	8,718	7,955	- 8.8%	--	--	--
Months Supply of Inventory	2.6	2.3	- 11.5%	--	--	--

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