

# Local Market Update for March 2019

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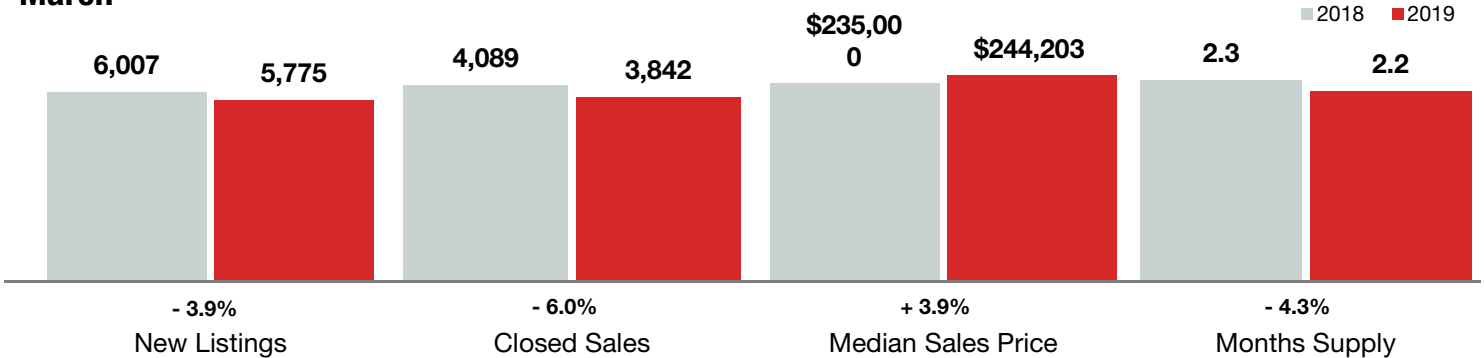
## Charlotte Region

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	6,007	5,775	- 3.9%	14,711	14,884	+ 1.2%
Pending Sales	4,697	5,345	+ 13.8%	12,034	12,978	+ 7.8%
Closed Sales	4,089	3,842	- 6.0%	9,708	9,488	- 2.3%
Median Sales Price*	\$235,000	\$244,203	+ 3.9%	\$227,000	\$235,000	+ 3.5%
Average Sales Price*	\$280,350	\$289,652	+ 3.3%	\$271,380	\$280,541	+ 3.4%
Percent of Original List Price Received*	97.2%	96.6%	- 0.6%	96.7%	96.1%	- 0.6%
List to Close	101	100	- 1.0%	103	104	+ 1.0%
Days on Market Until Sale	50	51	+ 2.0%	52	52	0.0%
Cumulative Days on Market Until Sale	60	61	+ 1.7%	62	62	0.0%
Inventory of Homes for Sale	9,466	8,868	- 6.3%	--	--	--
Months Supply of Inventory	2.3	2.2	- 4.3%	--	--	--

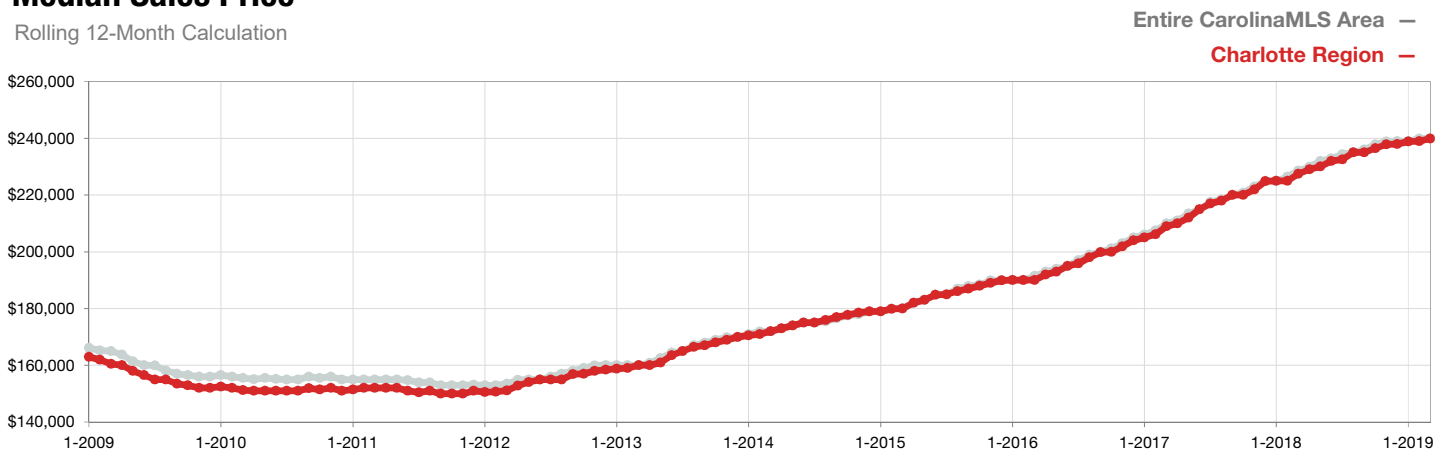
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### March



### Median Sales Price

Rolling 12-Month Calculation



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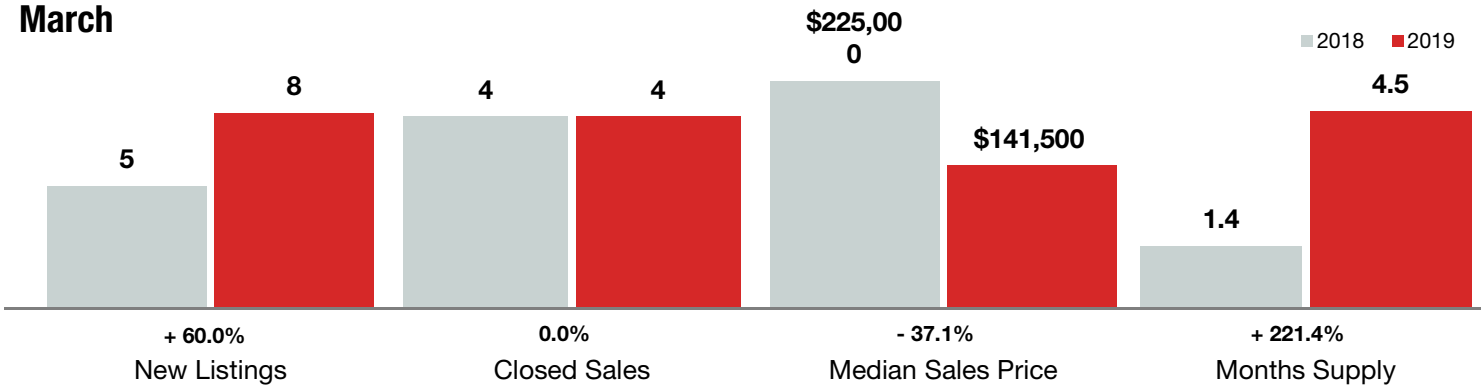
## Alexander County

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	5	8	+ 60.0%	19	15	- 21.1%
Pending Sales	6	8	+ 33.3%	16	13	- 18.8%
Closed Sales	4	4	0.0%	20	8	- 60.0%
Median Sales Price*	\$225,000	<b>\$141,500</b>	- 37.1%	\$155,500	<b>\$152,500</b>	- 1.9%
Average Sales Price*	\$275,600	<b>\$160,125</b>	- 41.9%	\$190,275	<b>\$183,313</b>	- 3.7%
Percent of Original List Price Received*	88.7%	<b>88.1%</b>	- 0.7%	89.9%	<b>91.6%</b>	+ 1.9%
List to Close	316	<b>92</b>	- 70.9%	192	<b>125</b>	- 34.9%
Days on Market Until Sale	286	<b>54</b>	- 81.1%	145	<b>77</b>	- 46.9%
Cumulative Days on Market Until Sale	123	<b>54</b>	- 56.1%	111	<b>77</b>	- 30.6%
Inventory of Homes for Sale	16	<b>20</b>	+ 25.0%	--	--	--
Months Supply of Inventory	1.4	<b>4.5</b>	+ 221.4%	--	--	--

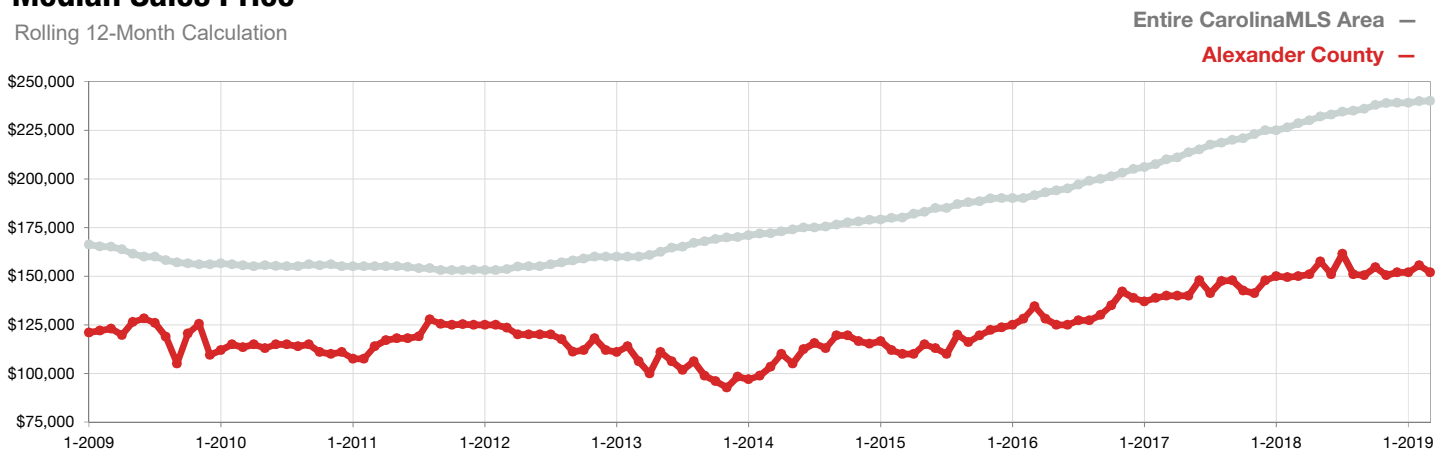
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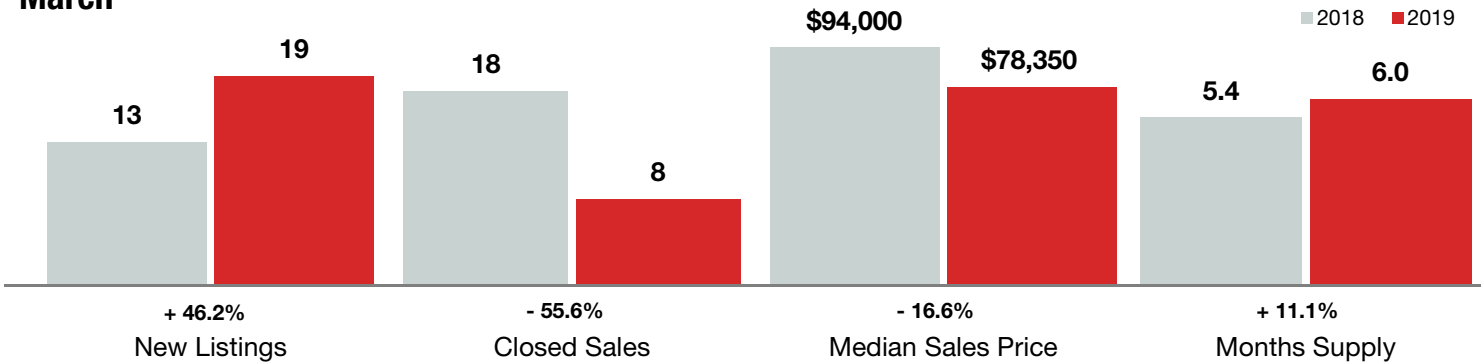
## Anson County

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	13	19	+ 46.2%	37	53	+ 43.2%
Pending Sales	15	16	+ 6.7%	40	43	+ 7.5%
Closed Sales	18	8	- 55.6%	34	30	- 11.8%
Median Sales Price*	\$94,000	\$78,350	- 16.6%	\$104,000	\$95,000	- 8.7%
Average Sales Price*	\$100,703	\$125,900	+ 25.0%	\$111,781	\$134,887	+ 20.7%
Percent of Original List Price Received*	89.3%	90.5%	+ 1.3%	89.4%	89.9%	+ 0.6%
List to Close	150	178	+ 18.7%	194	142	- 26.8%
Days on Market Until Sale	140	122	- 12.9%	182	99	- 45.6%
Cumulative Days on Market Until Sale	143	125	- 12.6%	184	124	- 32.6%
Inventory of Homes for Sale	68	63	- 7.4%	--	--	--
Months Supply of Inventory	5.4	6.0	+ 11.1%	--	--	--

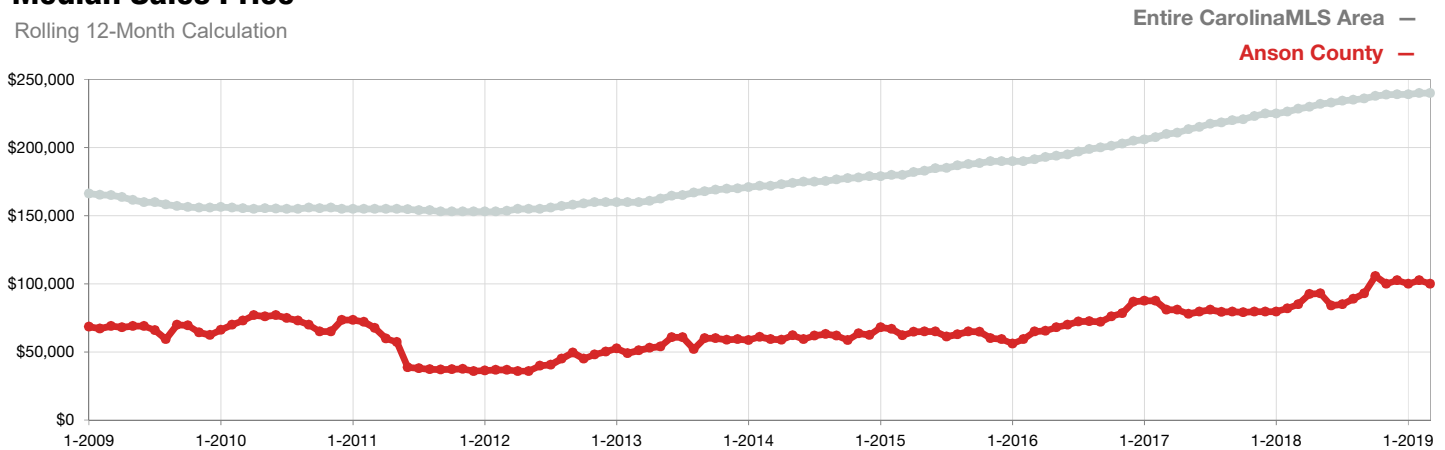
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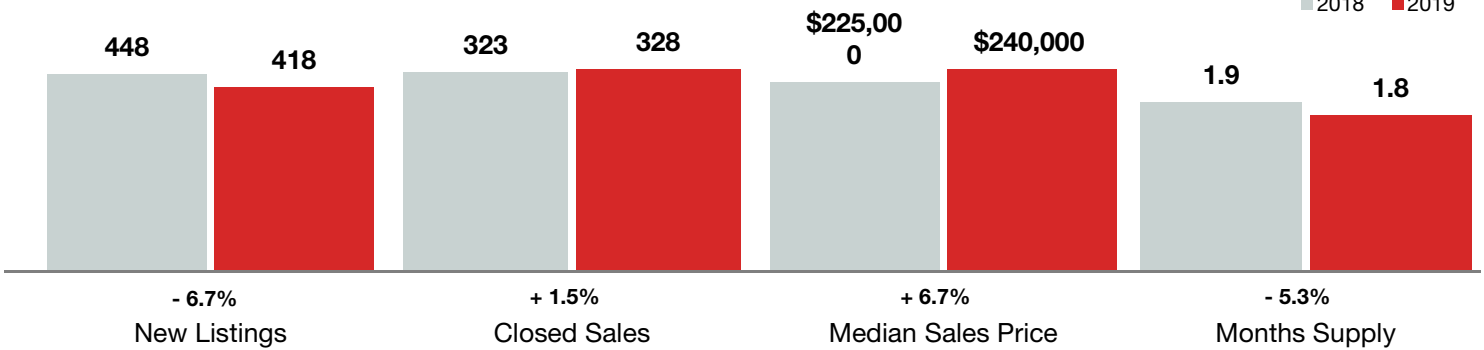
## Cabarrus County

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	448	418	- 6.7%	1,146	1,118	- 2.4%
Pending Sales	345	404	+ 17.1%	910	1,030	+ 13.2%
Closed Sales	323	328	+ 1.5%	742	810	+ 9.2%
Median Sales Price*	\$225,000	\$240,000	+ 6.7%	\$215,500	\$233,000	+ 8.1%
Average Sales Price*	\$246,357	\$262,461	+ 6.5%	\$235,481	\$255,133	+ 8.3%
Percent of Original List Price Received*	97.2%	96.1%	- 1.1%	96.8%	95.9%	- 0.9%
List to Close	97	105	+ 8.2%	98	104	+ 6.1%
Days on Market Until Sale	38	47	+ 23.7%	40	49	+ 22.5%
Cumulative Days on Market Until Sale	47	59	+ 25.5%	48	59	+ 22.9%
Inventory of Homes for Sale	607	588	- 3.1%	--	--	--
Months Supply of Inventory	1.9	1.8	- 5.3%	--	--	--

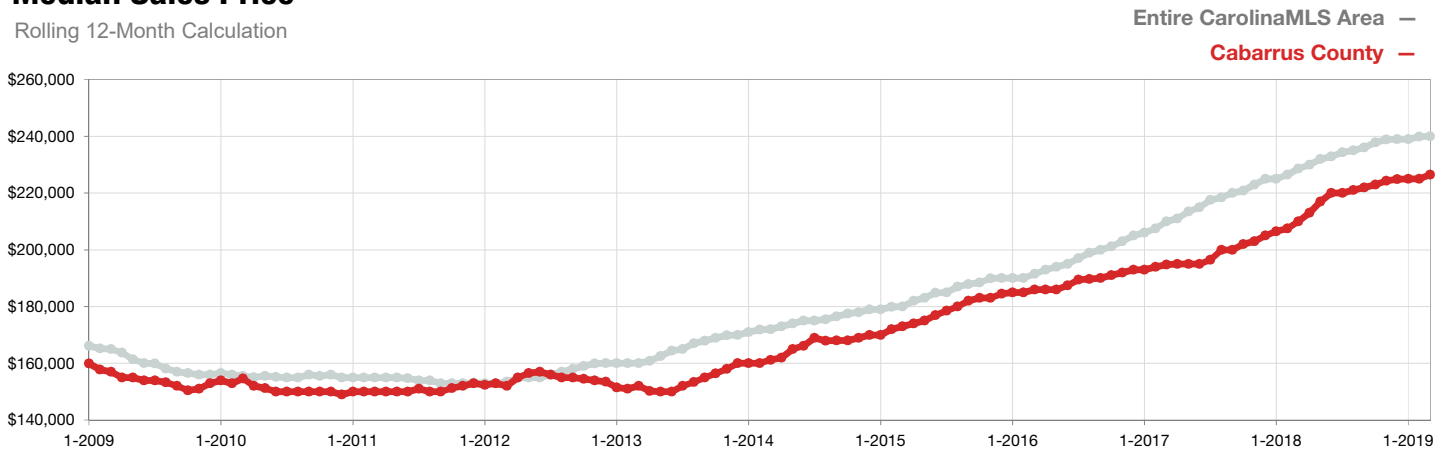
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Charlotte Regional Realtor® Association

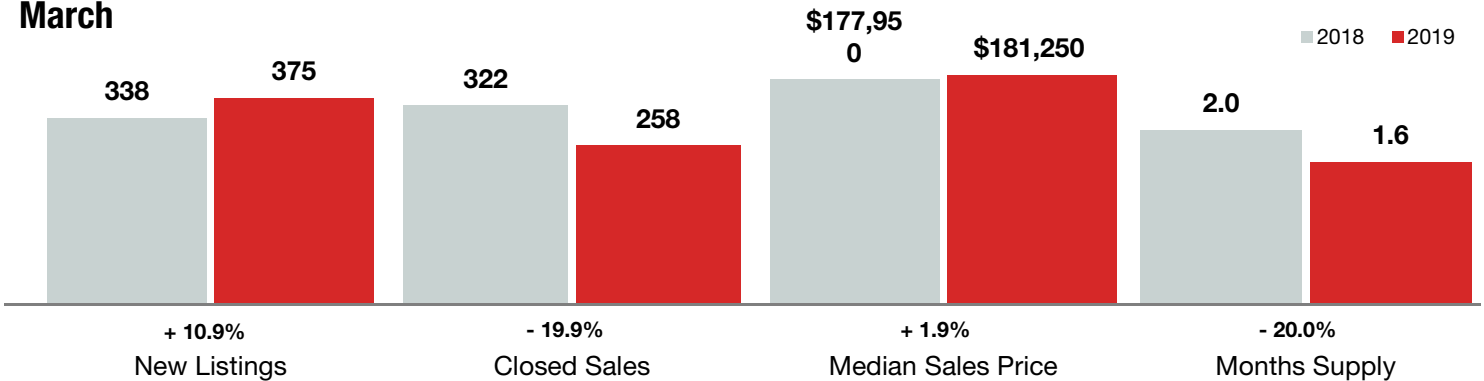
## Gaston County

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	338	375	+ 10.9%	930	968	+ 4.1%
Pending Sales	308	380	+ 23.4%	852	936	+ 9.9%
Closed Sales	322	258	- 19.9%	722	681	- 5.7%
Median Sales Price*	\$177,950	\$181,250	+ 1.9%	\$175,000	\$181,000	+ 3.4%
Average Sales Price*	\$195,036	\$207,324	+ 6.3%	\$186,808	\$204,309	+ 9.4%
Percent of Original List Price Received*	96.9%	97.1%	+ 0.2%	96.5%	95.8%	- 0.7%
List to Close	105	96	- 8.6%	105	101	- 3.8%
Days on Market Until Sale	49	47	- 4.1%	49	49	0.0%
Cumulative Days on Market Until Sale	57	58	+ 1.8%	57	56	- 1.8%
Inventory of Homes for Sale	554	463	- 16.4%	--	--	--
Months Supply of Inventory	2.0	1.6	- 20.0%	--	--	--

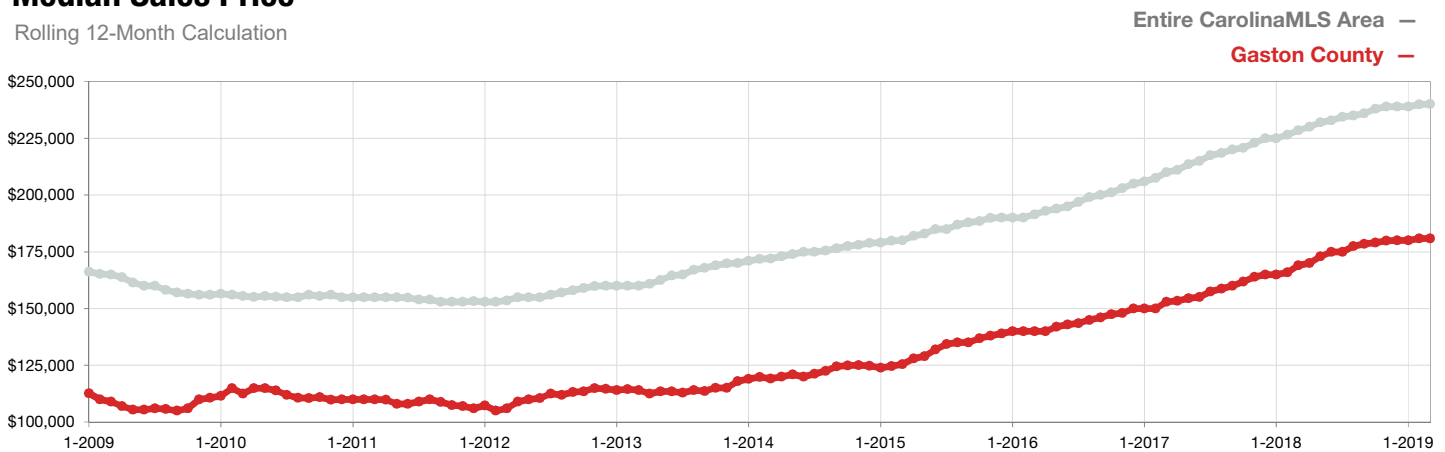
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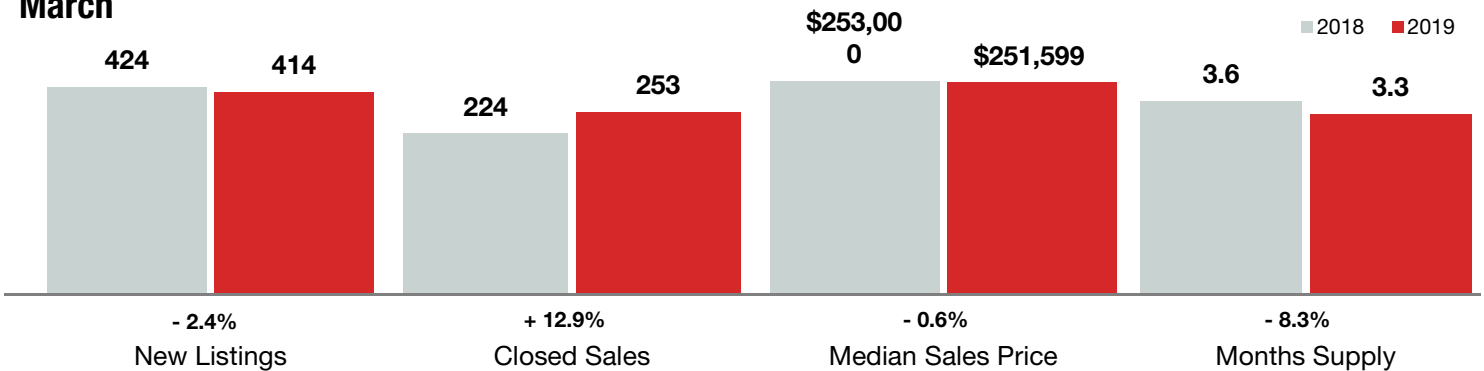
## Iredell County

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	424	<b>414</b>	- 2.4%	1,011	<b>1,090</b>	+ 7.8%
Pending Sales	329	<b>363</b>	+ 10.3%	774	<b>898</b>	+ 16.0%
Closed Sales	224	<b>253</b>	+ 12.9%	601	<b>621</b>	+ 3.3%
Median Sales Price*	\$253,000	<b>\$251,599</b>	- 0.6%	\$246,000	<b>\$244,000</b>	- 0.8%
Average Sales Price*	\$295,960	<b>\$290,189</b>	- 1.9%	\$299,459	<b>\$299,867</b>	+ 0.1%
Percent of Original List Price Received*	95.7%	<b>95.4%</b>	- 0.3%	95.4%	<b>94.8%</b>	- 0.6%
List to Close	126	<b>108</b>	- 14.3%	129	<b>112</b>	- 13.2%
Days on Market Until Sale	78	<b>60</b>	- 23.1%	78	<b>62</b>	- 20.5%
Cumulative Days on Market Until Sale	98	<b>73</b>	- 25.5%	92	<b>76</b>	- 17.4%
Inventory of Homes for Sale	941	<b>918</b>	- 2.4%	--	--	--
Months Supply of Inventory	3.6	<b>3.3</b>	- 8.3%	--	--	--

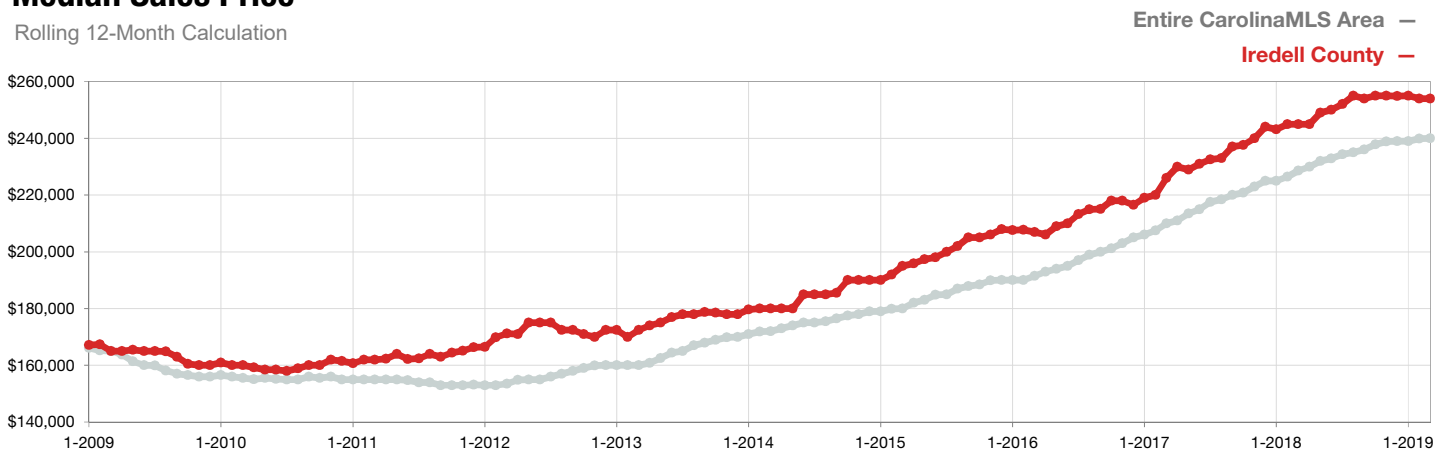
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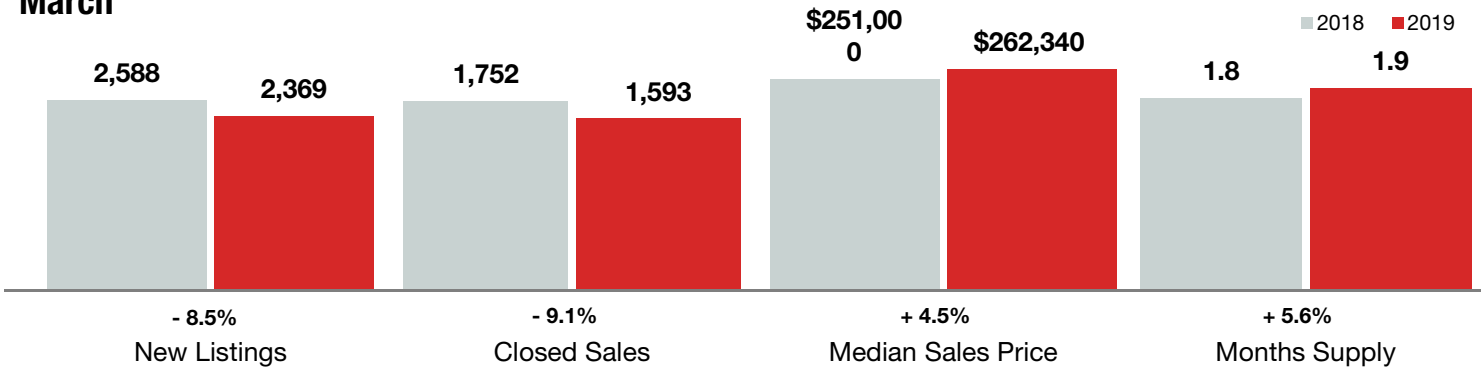
## Mecklenburg County

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	2,588	<b>2,369</b>	- 8.5%	6,146	<b>6,078</b>	- 1.1%
Pending Sales	2,007	<b>2,216</b>	+ 10.4%	5,059	<b>5,296</b>	+ 4.7%
Closed Sales	1,752	<b>1,593</b>	- 9.1%	4,043	<b>3,866</b>	- 4.4%
Median Sales Price*	\$251,000	<b>\$262,340</b>	+ 4.5%	\$245,000	<b>\$251,000</b>	+ 2.4%
Average Sales Price*	\$317,320	<b>\$331,217</b>	+ 4.4%	\$305,422	<b>\$317,415</b>	+ 3.9%
Percent of Original List Price Received*	98.1%	<b>97.1%</b>	- 1.0%	97.8%	<b>96.7%</b>	- 1.1%
List to Close	87	<b>94</b>	+ 8.0%	91	<b>97</b>	+ 6.6%
Days on Market Until Sale	37	<b>46</b>	+ 24.3%	39	<b>46</b>	+ 17.9%
Cumulative Days on Market Until Sale	46	<b>55</b>	+ 19.6%	48	<b>55</b>	+ 14.6%
Inventory of Homes for Sale	3,057	<b>3,092</b>	+ 1.1%	--	--	--
Months Supply of Inventory	1.8	<b>1.9</b>	+ 5.6%	--	--	--

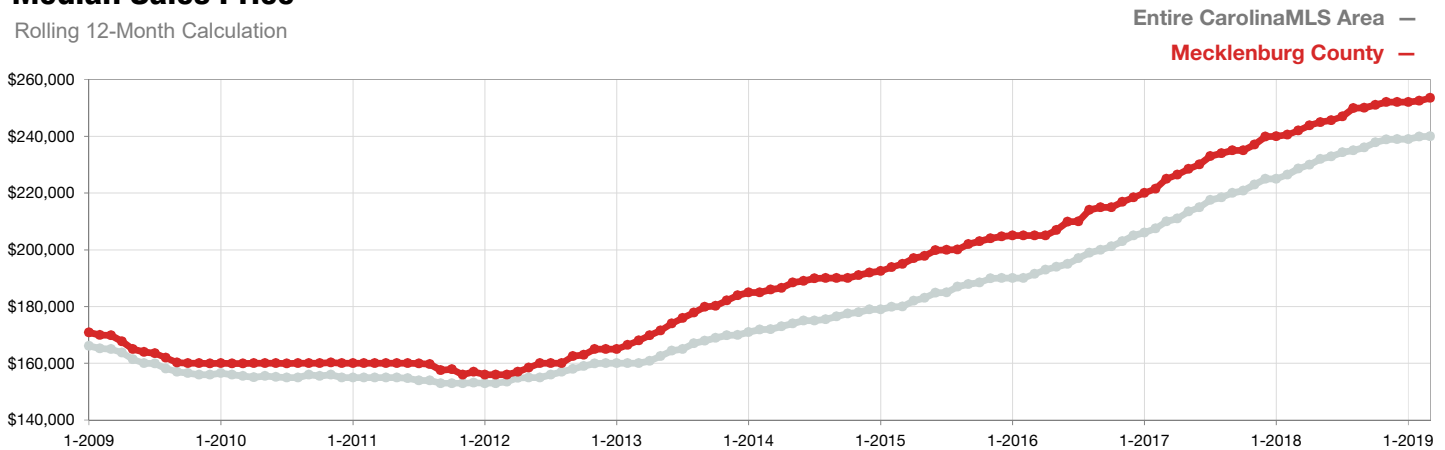
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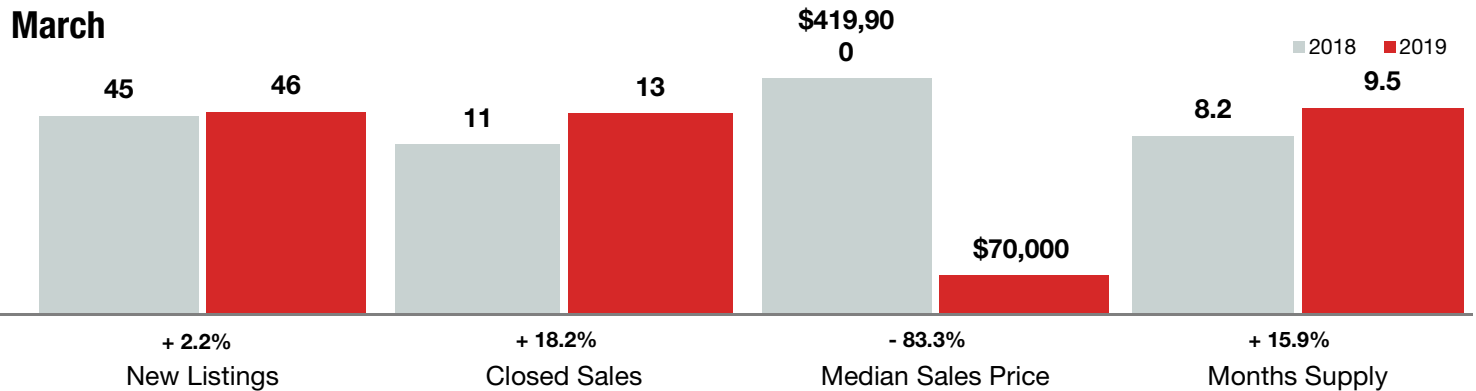


## Montgomery County

North Carolina

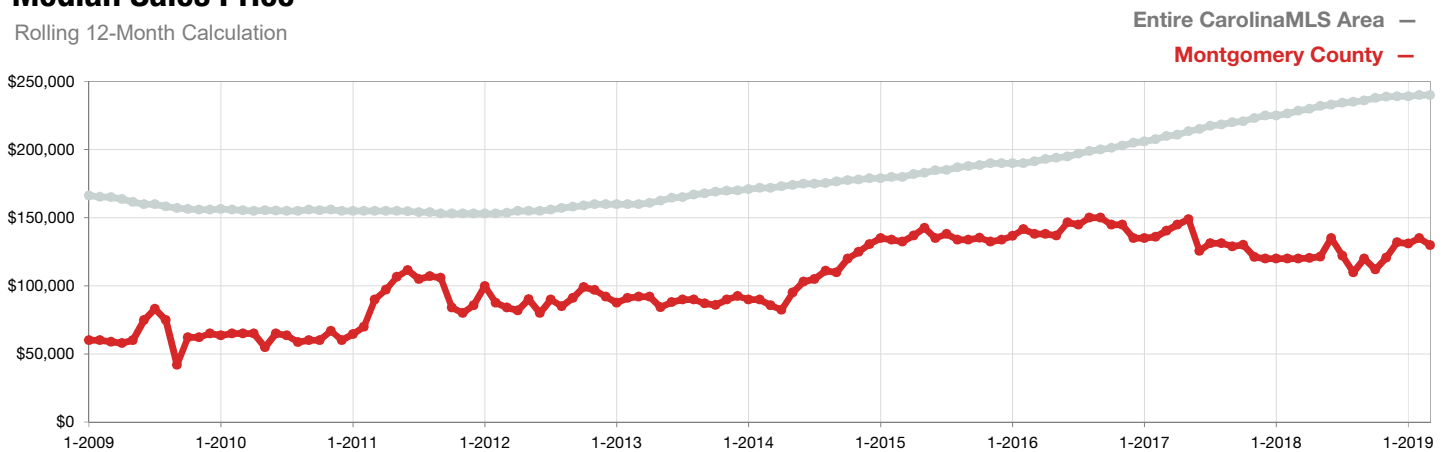
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	45	46	+ 2.2%	89	108	+ 21.3%
Pending Sales	21	20	- 4.8%	51	47	- 7.8%
Closed Sales	11	13	+ 18.2%	35	38	+ 8.6%
Median Sales Price*	\$419,900	\$70,000	- 83.3%	\$145,000	\$133,450	- 8.0%
Average Sales Price*	\$354,136	\$281,812	- 20.4%	\$253,184	\$235,378	- 7.0%
Percent of Original List Price Received*	91.3%	86.1%	- 5.7%	89.7%	89.4%	- 0.3%
List to Close	206	188	- 8.7%	183	154	- 15.8%
Days on Market Until Sale	162	150	- 7.4%	137	113	- 17.5%
Cumulative Days on Market Until Sale	227	162	- 28.6%	178	128	- 28.1%
Inventory of Homes for Sale	164	173	+ 5.5%	--	--	--
Months Supply of Inventory	8.2	9.5	+ 15.9%	--	--	--

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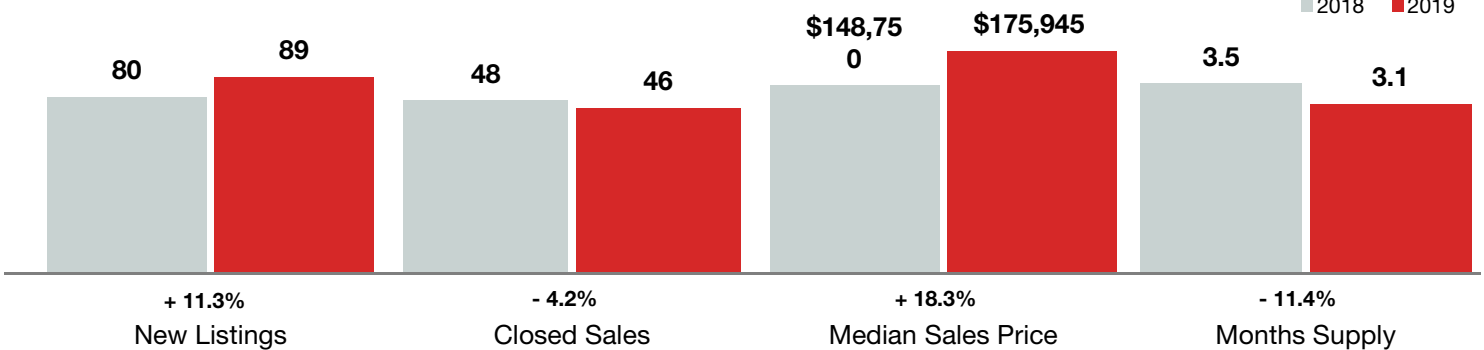
## Stanly County

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	80	89	+ 11.3%	221	213	- 3.6%
Pending Sales	70	63	- 10.0%	186	173	- 7.0%
Closed Sales	48	46	- 4.2%	127	135	+ 6.3%
Median Sales Price*	\$148,750	\$175,945	+ 18.3%	\$137,630	\$165,000	+ 19.9%
Average Sales Price*	\$158,603	\$187,269	+ 18.1%	\$158,979	\$182,729	+ 14.9%
Percent of Original List Price Received*	94.2%	96.4%	+ 2.3%	93.8%	93.5%	- 0.3%
List to Close	112	109	- 2.7%	122	129	+ 5.7%
Days on Market Until Sale	66	46	- 30.3%	72	68	- 5.6%
Cumulative Days on Market Until Sale	71	53	- 25.4%	83	73	- 12.0%
Inventory of Homes for Sale	203	178	- 12.3%	--	--	--
Months Supply of Inventory	3.5	3.1	- 11.4%	--	--	--

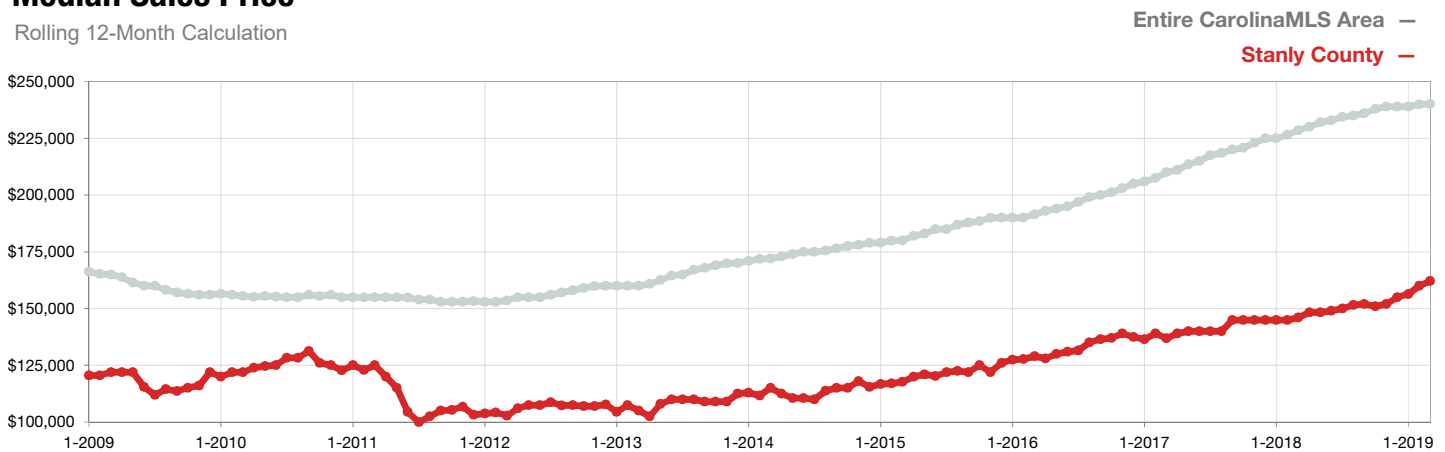
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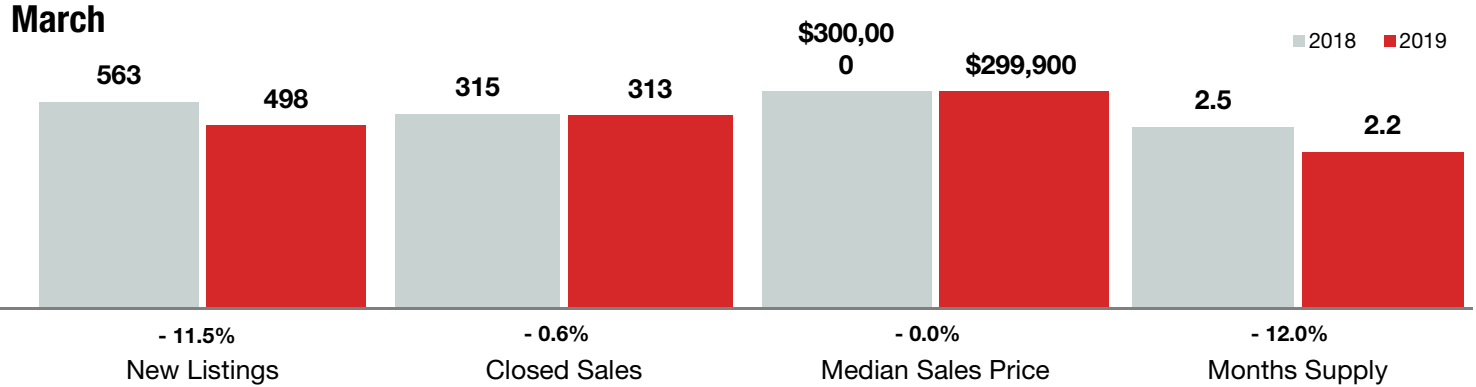


## Union County

North Carolina

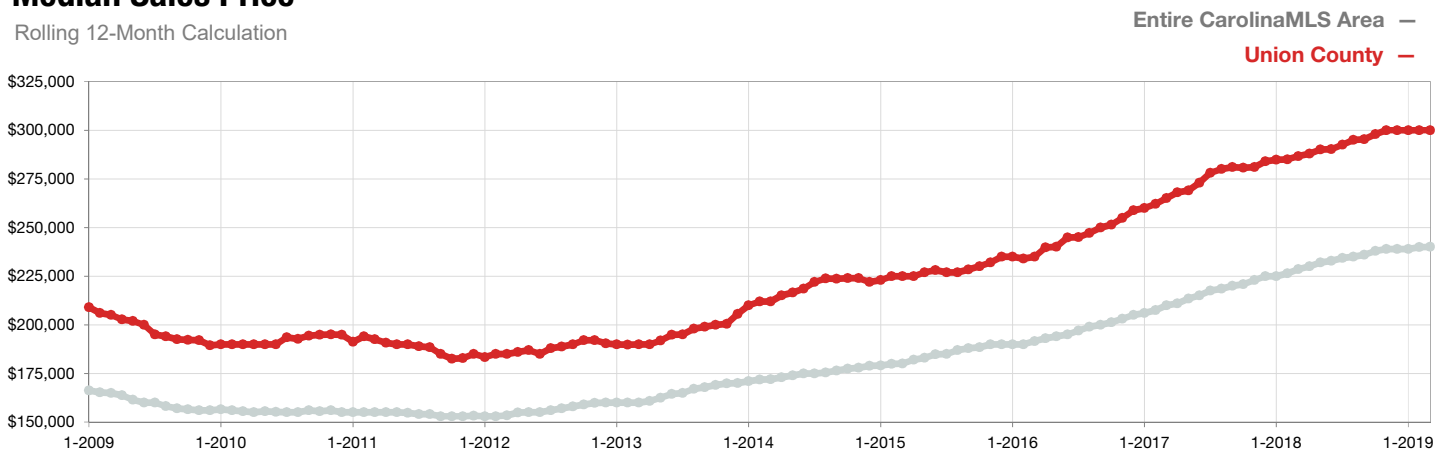
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	563	498	- 11.5%	1,251	1,299	+ 3.8%
Pending Sales	426	478	+ 12.2%	1,040	1,130	+ 8.7%
Closed Sales	315	313	- 0.6%	761	776	+ 2.0%
Median Sales Price*	\$300,000	\$299,900	- 0.0%	\$282,500	\$286,000	+ 1.2%
Average Sales Price*	\$352,318	\$337,643	- 4.2%	\$337,682	\$328,787	- 2.6%
Percent of Original List Price Received*	97.1%	96.8%	- 0.3%	96.8%	96.6%	- 0.2%
List to Close	113	99	- 12.4%	109	105	- 3.7%
Days on Market Until Sale	63	52	- 17.5%	56	54	- 3.6%
Cumulative Days on Market Until Sale	76	69	- 9.2%	69	67	- 2.9%
Inventory of Homes for Sale	869	768	- 11.6%	--	--	--
Months Supply of Inventory	2.5	2.2	- 12.0%	--	--	--

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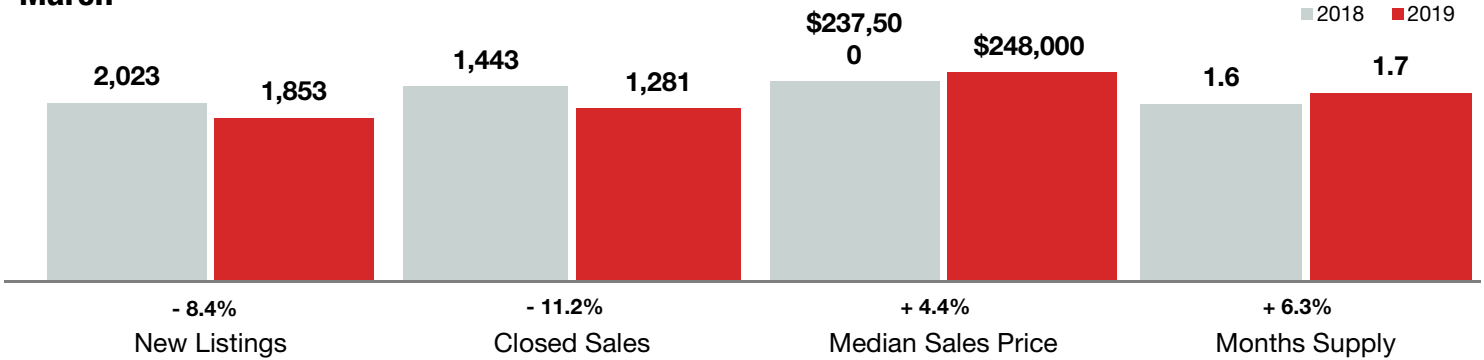
## City of Charlotte

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	2,023	1,853	- 8.4%	4,900	4,825	- 1.5%
Pending Sales	1,595	1,789	+ 12.2%	4,079	4,329	+ 6.1%
Closed Sales	1,443	1,281	- 11.2%	3,298	3,157	- 4.3%
Median Sales Price*	\$237,500	\$248,000	+ 4.4%	\$230,000	\$237,500	+ 3.3%
Average Sales Price*	\$309,997	\$327,085	+ 5.5%	\$294,900	\$308,368	+ 4.6%
Percent of Original List Price Received*	98.3%	97.2%	- 1.1%	97.9%	96.8%	- 1.1%
List to Close	85	92	+ 8.2%	88	94	+ 6.8%
Days on Market Until Sale	34	44	+ 29.4%	36	44	+ 22.2%
Cumulative Days on Market Until Sale	44	52	+ 18.2%	45	52	+ 15.6%
Inventory of Homes for Sale	2,257	2,296	+ 1.7%	--	--	--
Months Supply of Inventory	1.6	1.7	+ 6.3%	--	--	--

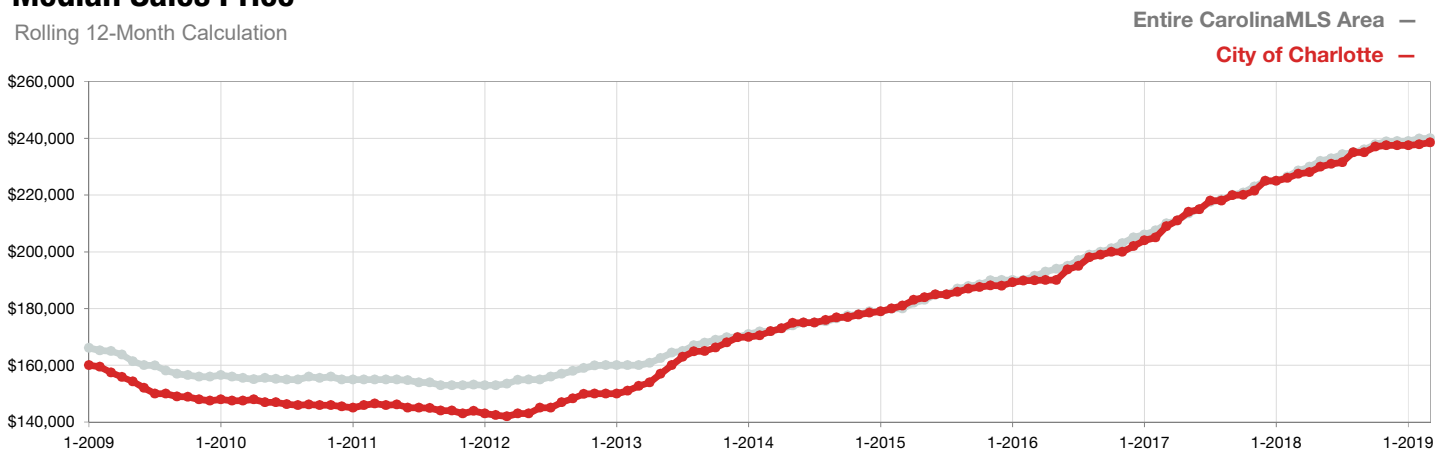
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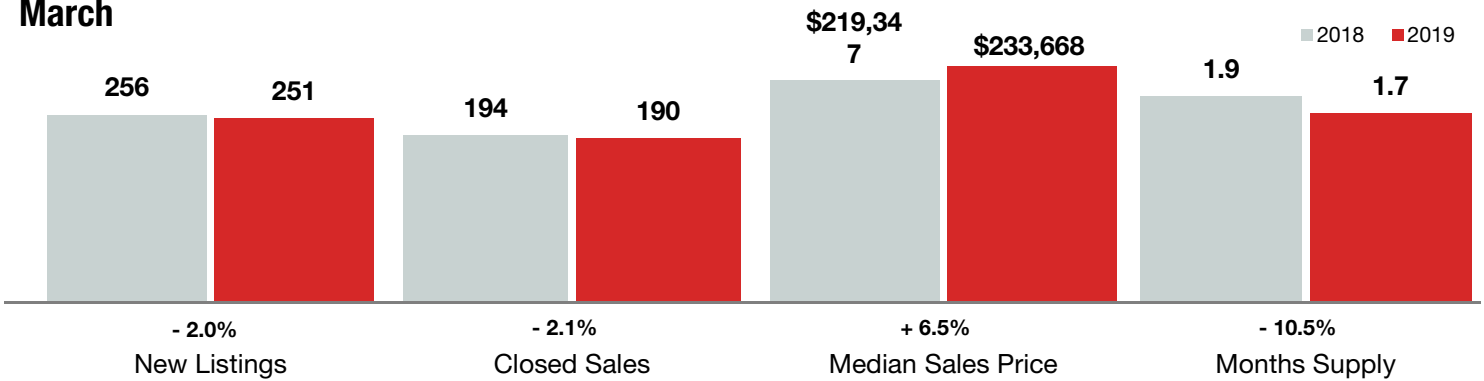
## Concord

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	256	251	- 2.0%	689	652	- 5.4%
Pending Sales	209	252	+ 20.6%	542	604	+ 11.4%
Closed Sales	194	190	- 2.1%	445	458	+ 2.9%
Median Sales Price*	\$219,347	\$233,668	+ 6.5%	\$212,040	\$227,245	+ 7.2%
Average Sales Price*	\$237,687	\$248,765	+ 4.7%	\$234,810	\$248,398	+ 5.8%
Percent of Original List Price Received*	97.7%	96.4%	- 1.3%	97.4%	96.2%	- 1.2%
List to Close	99	102	+ 3.0%	101	105	+ 4.0%
Days on Market Until Sale	33	50	+ 51.5%	35	50	+ 42.9%
Cumulative Days on Market Until Sale	42	58	+ 38.1%	44	58	+ 31.8%
Inventory of Homes for Sale	358	335	- 6.4%	--	--	--
Months Supply of Inventory	1.9	1.7	- 10.5%	--	--	--

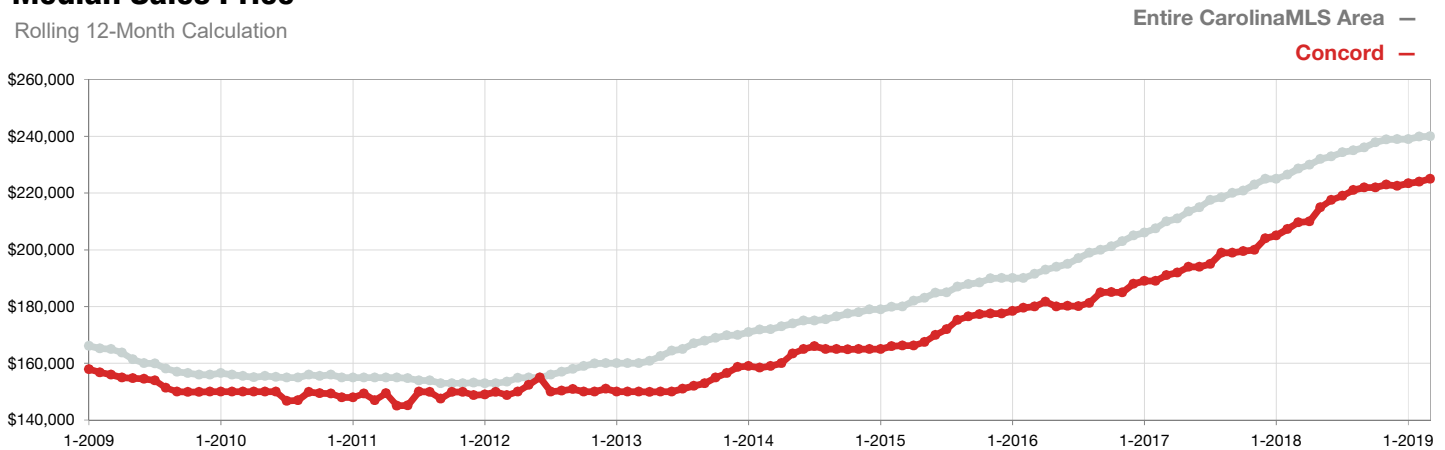
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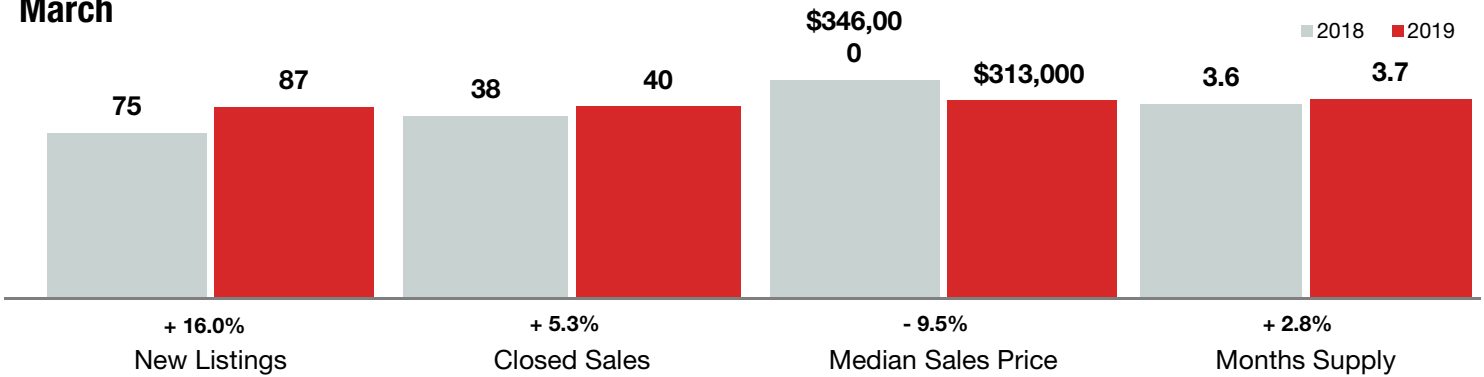
## Davidson

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	75	87	+ 16.0%	149	179	+ 20.1%
Pending Sales	47	60	+ 27.7%	104	139	+ 33.7%
Closed Sales	38	40	+ 5.3%	87	86	- 1.1%
Median Sales Price*	\$346,000	<b>\$313,000</b>	- 9.5%	\$337,520	<b>\$325,000</b>	- 3.7%
Average Sales Price*	\$379,588	<b>\$399,931</b>	+ 5.4%	\$402,098	<b>\$395,907</b>	- 1.5%
Percent of Original List Price Received*	94.7%	<b>96.9%</b>	+ 2.3%	95.3%	<b>95.7%</b>	+ 0.4%
List to Close	121	112	- 7.4%	136	115	- 15.4%
Days on Market Until Sale	73	47	- 35.6%	80	57	- 28.8%
Cumulative Days on Market Until Sale	85	78	- 8.2%	86	81	- 5.8%
Inventory of Homes for Sale	132	152	+ 15.2%	--	--	--
Months Supply of Inventory	3.6	3.7	+ 2.8%	--	--	--

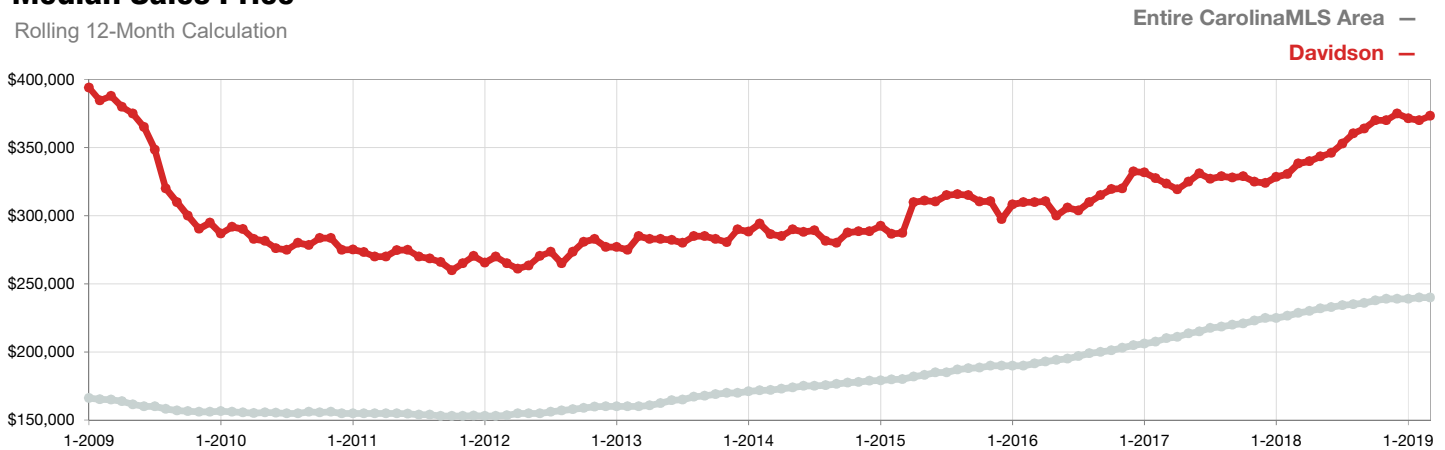
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### March



### Median Sales Price

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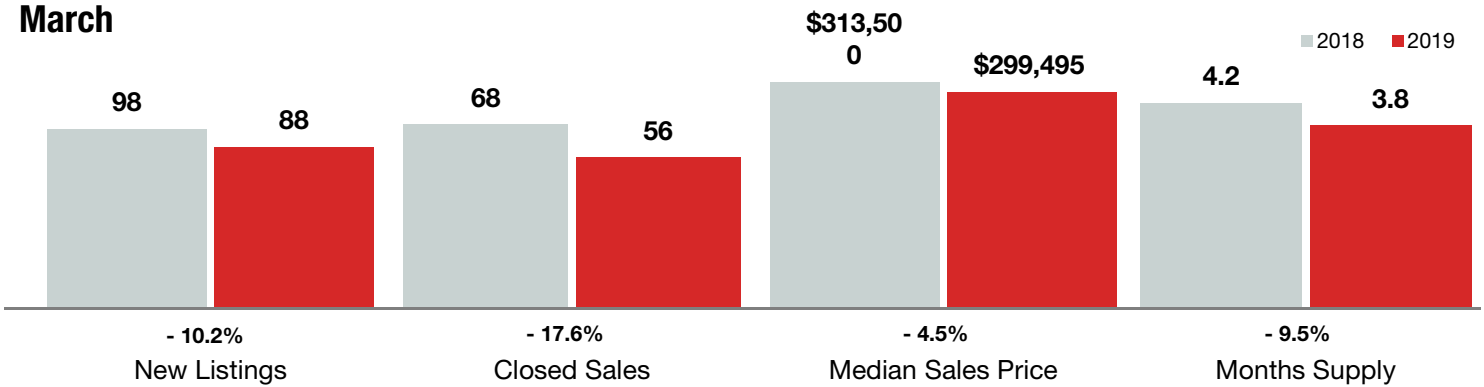
## Denver

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	98	88	- 10.2%	234	225	- 3.8%
Pending Sales	48	64	+ 33.3%	158	165	+ 4.4%
Closed Sales	68	56	- 17.6%	143	124	- 13.3%
Median Sales Price*	\$313,500	\$299,495	- 4.5%	\$304,609	\$309,250	+ 1.5%
Average Sales Price*	\$341,947	\$337,397	- 1.3%	\$341,014	\$339,573	- 0.4%
Percent of Original List Price Received*	97.1%	95.3%	- 1.9%	97.0%	95.1%	- 2.0%
List to Close	163	133	- 18.4%	140	134	- 4.3%
Days on Market Until Sale	95	70	- 26.3%	79	74	- 6.3%
Cumulative Days on Market Until Sale	120	82	- 31.7%	96	89	- 7.3%
Inventory of Homes for Sale	249	222	- 10.8%	--	--	--
Months Supply of Inventory	4.2	3.8	- 9.5%	--	--	--

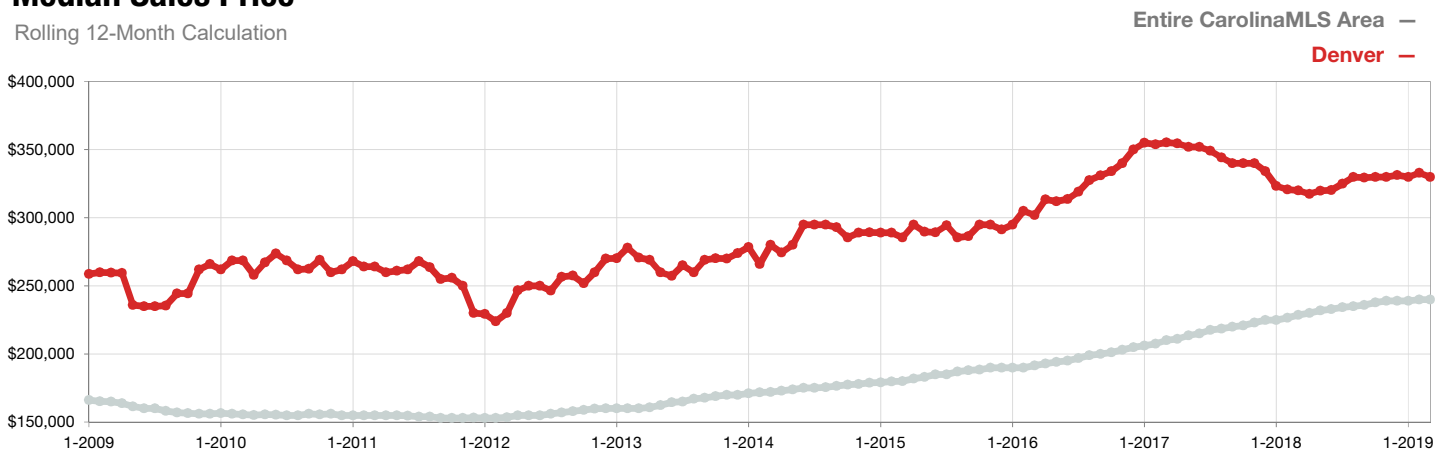
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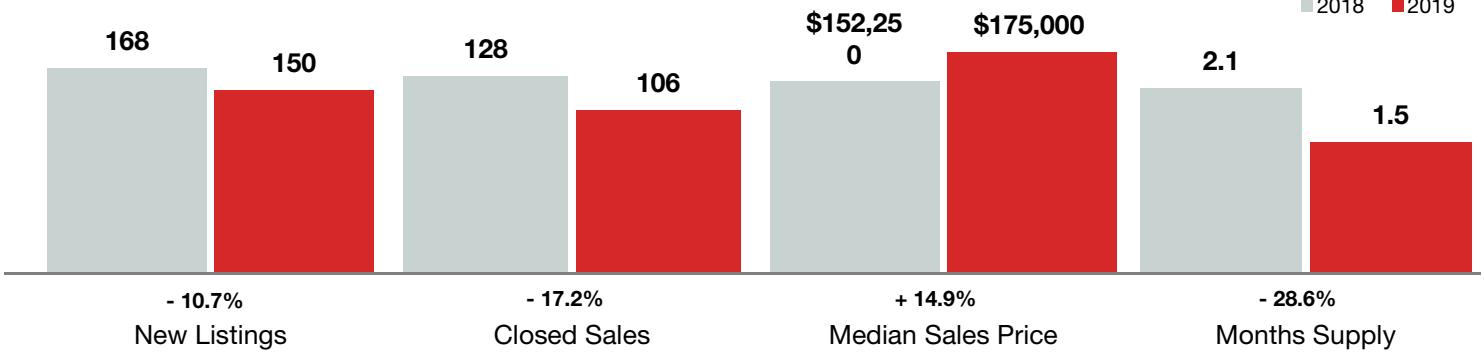
## Gastonia

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	168	150	- 10.7%	450	409	- 9.1%
Pending Sales	134	170	+ 26.9%	384	399	+ 3.9%
Closed Sales	128	106	- 17.2%	296	288	- 2.7%
Median Sales Price*	\$152,250	\$175,000	+ 14.9%	\$150,000	\$168,000	+ 12.0%
Average Sales Price*	\$167,219	\$178,270	+ 6.6%	\$158,443	\$180,005	+ 13.6%
Percent of Original List Price Received*	96.6%	97.8%	+ 1.2%	95.1%	95.9%	+ 0.8%
List to Close	85	84	- 1.2%	89	92	+ 3.4%
Days on Market Until Sale	41	40	- 2.4%	43	45	+ 4.7%
Cumulative Days on Market Until Sale	51	57	+ 11.8%	54	56	+ 3.7%
Inventory of Homes for Sale	254	185	- 27.2%	--	--	--
Months Supply of Inventory	2.1	1.5	- 28.6%	--	--	--

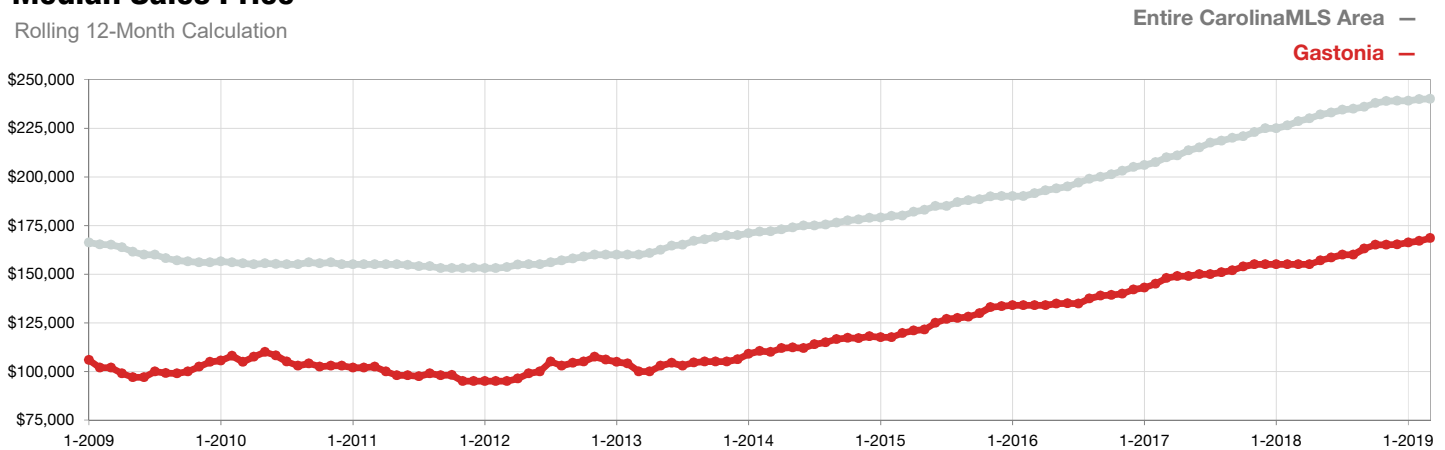
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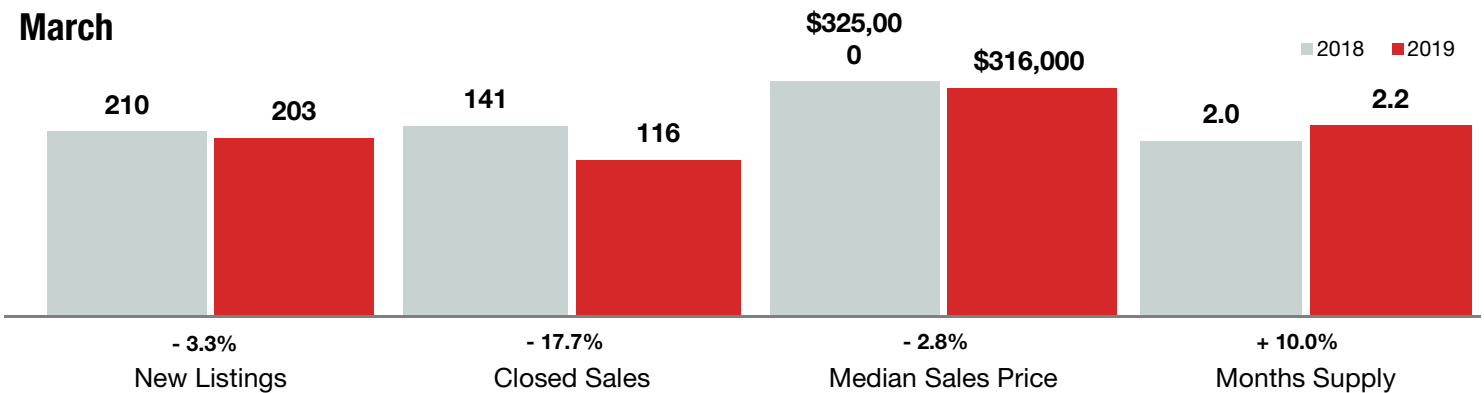
## Huntersville

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	210	203	- 3.3%	502	492	- 2.0%
Pending Sales	179	162	- 9.5%	426	368	- 13.6%
Closed Sales	141	116	- 17.7%	312	272	- 12.8%
Median Sales Price*	\$325,000	\$316,000	- 2.8%	\$315,000	\$315,000	0.0%
Average Sales Price*	\$349,740	\$335,439	- 4.1%	\$341,084	\$333,802	- 2.1%
Percent of Original List Price Received*	97.8%	96.7%	- 1.1%	97.0%	96.6%	- 0.4%
List to Close	111	97	- 12.6%	112	103	- 8.0%
Days on Market Until Sale	54	52	- 3.7%	55	55	0.0%
Cumulative Days on Market Until Sale	59	67	+ 13.6%	62	68	+ 9.7%
Inventory of Homes for Sale	281	290	+ 3.2%	--	--	--
Months Supply of Inventory	2.0	2.2	+ 10.0%	--	--	--

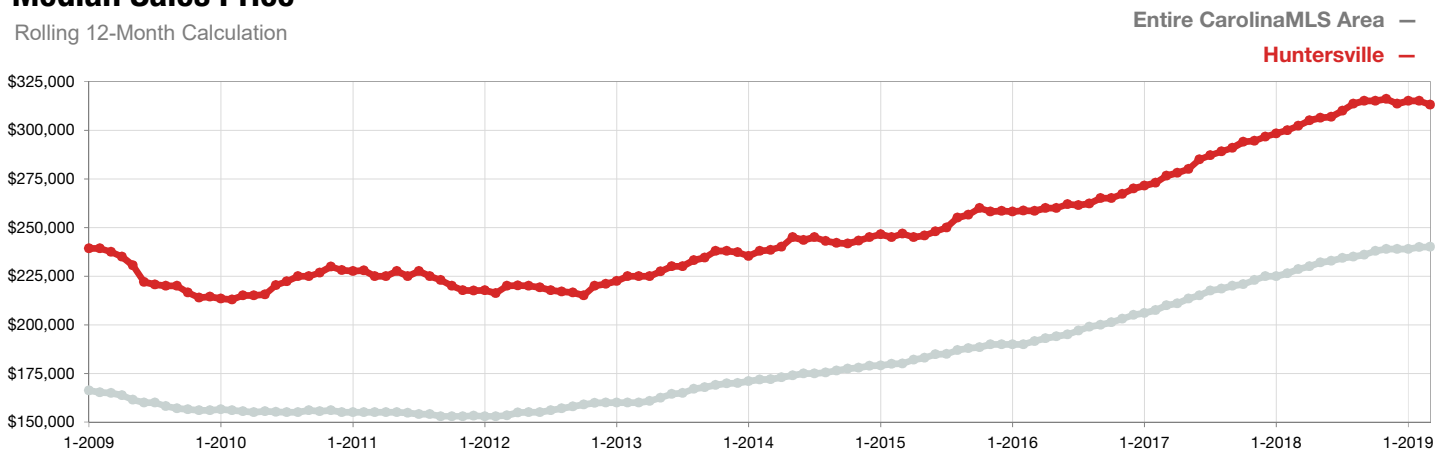
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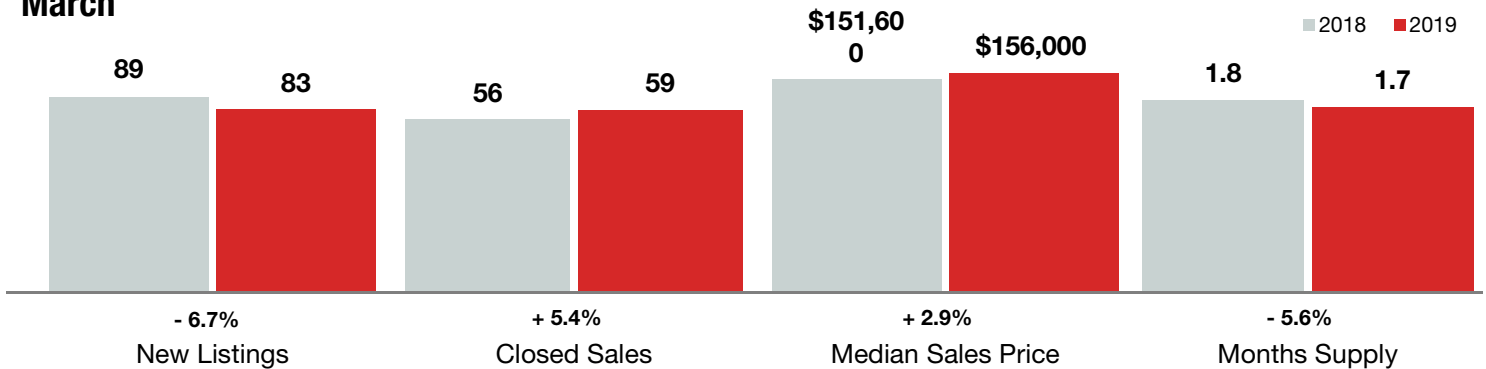
## Kannapolis

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	89	83	- 6.7%	218	226	+ 3.7%
Pending Sales	77	81	+ 5.2%	214	220	+ 2.8%
Closed Sales	56	59	+ 5.4%	163	173	+ 6.1%
Median Sales Price*	\$151,600	\$156,000	+ 2.9%	\$139,500	\$159,250	+ 14.2%
Average Sales Price*	\$166,234	\$173,489	+ 4.4%	\$150,275	\$169,888	+ 13.1%
Percent of Original List Price Received*	96.6%	96.0%	- 0.6%	94.9%	95.5%	+ 0.6%
List to Close	74	82	+ 10.8%	90	82	- 8.9%
Days on Market Until Sale	28	40	+ 42.9%	46	40	- 13.0%
Cumulative Days on Market Until Sale	30	49	+ 63.3%	56	51	- 8.9%
Inventory of Homes for Sale	116	114	- 1.7%	--	--	--
Months Supply of Inventory	1.8	1.7	- 5.6%	--	--	--

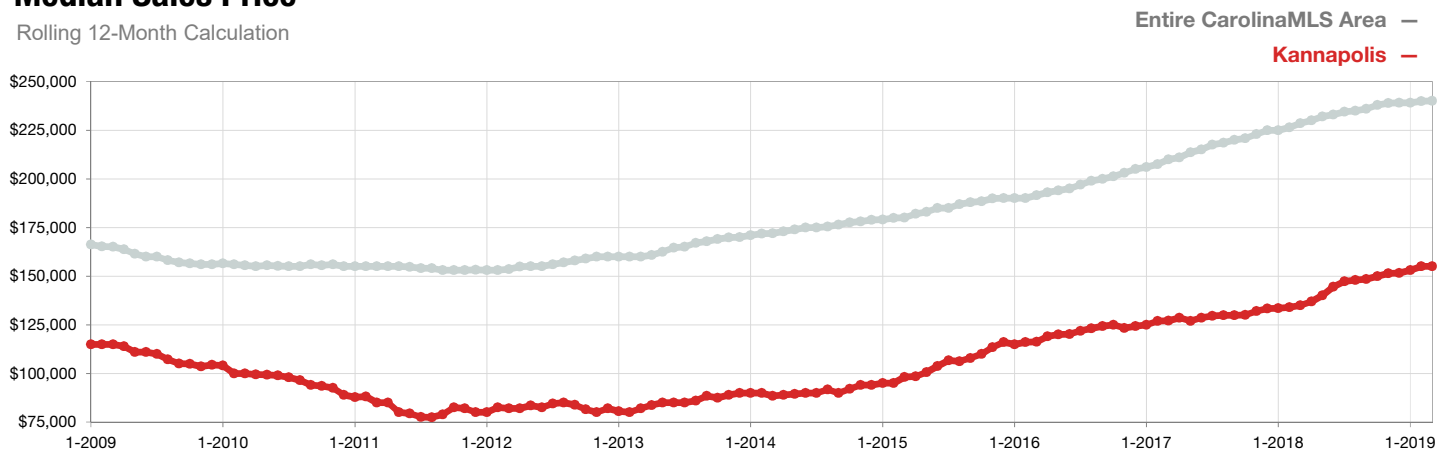
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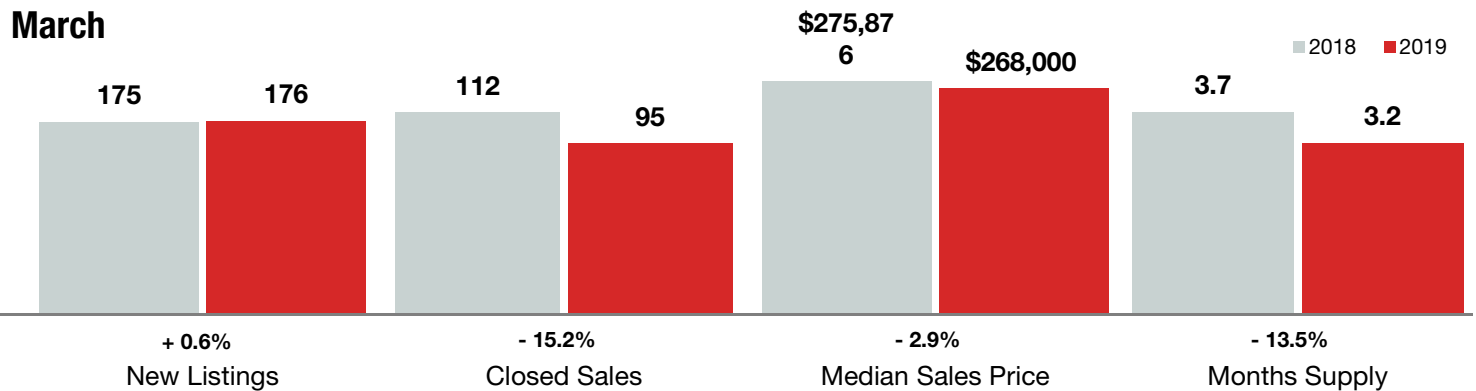


## Lincoln County

North Carolina

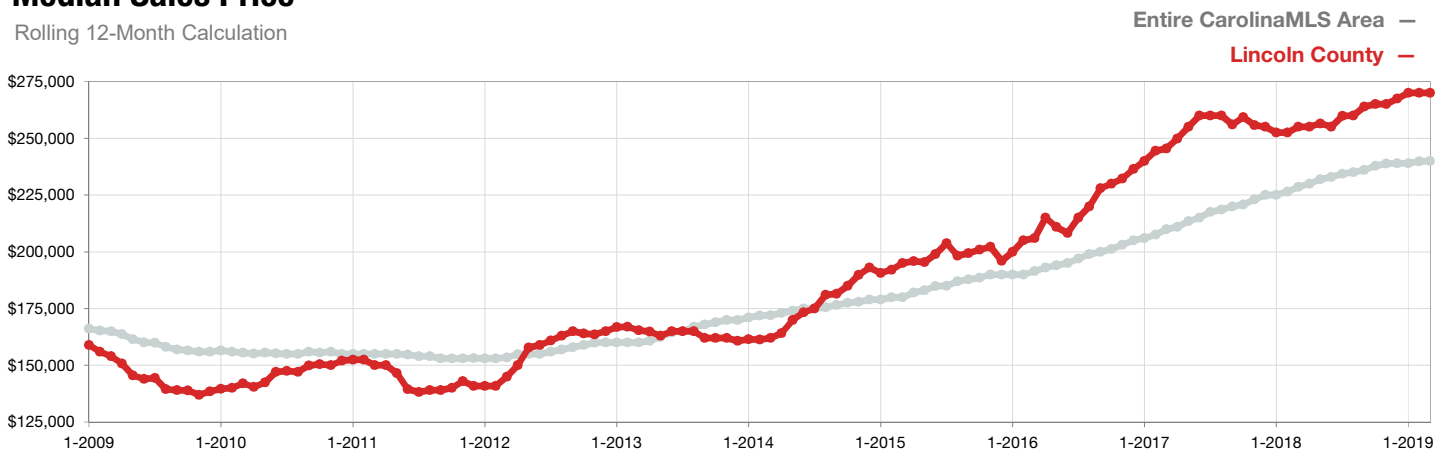
Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	175	176	+ 0.6%	429	413	- 3.7%
Pending Sales	111	122	+ 9.9%	308	311	+ 1.0%
Closed Sales	112	95	- 15.2%	255	243	- 4.7%
Median Sales Price*	\$275,876	\$268,000	- 2.9%	\$258,420	\$271,000	+ 4.9%
Average Sales Price*	\$280,288	\$289,582	+ 3.3%	\$270,211	\$281,196	+ 4.1%
Percent of Original List Price Received*	95.9%	95.2%	- 0.7%	95.5%	94.3%	- 1.3%
List to Close	144	127	- 11.8%	128	126	- 1.6%
Days on Market Until Sale	85	67	- 21.2%	72	71	- 1.4%
Cumulative Days on Market Until Sale	103	78	- 24.3%	83	83	0.0%
Inventory of Homes for Sale	422	354	- 16.1%	--	--	--
Months Supply of Inventory	3.7	3.2	- 13.5%	--	--	--

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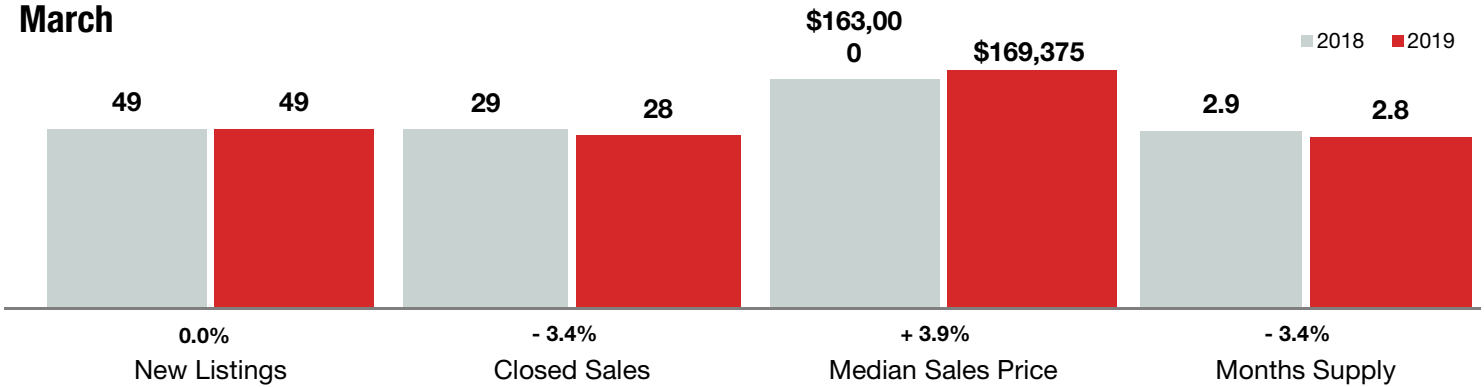
## Lincolnton

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	49	49	0.0%	118	118	0.0%
Pending Sales	38	38	0.0%	102	96	- 5.9%
Closed Sales	29	28	- 3.4%	81	75	- 7.4%
Median Sales Price*	\$163,000	\$169,375	+ 3.9%	\$159,000	\$166,000	+ 4.4%
Average Sales Price*	\$174,884	\$180,761	+ 3.4%	\$167,688	\$174,145	+ 3.9%
Percent of Original List Price Received*	95.3%	93.9%	- 1.5%	94.0%	94.2%	+ 0.2%
List to Close	115	141	+ 22.6%	117	125	+ 6.8%
Days on Market Until Sale	52	73	+ 40.4%	58	72	+ 24.1%
Cumulative Days on Market Until Sale	59	79	+ 33.9%	63	75	+ 19.0%
Inventory of Homes for Sale	103	93	- 9.7%	--	--	--
Months Supply of Inventory	2.9	2.8	- 3.4%	--	--	--

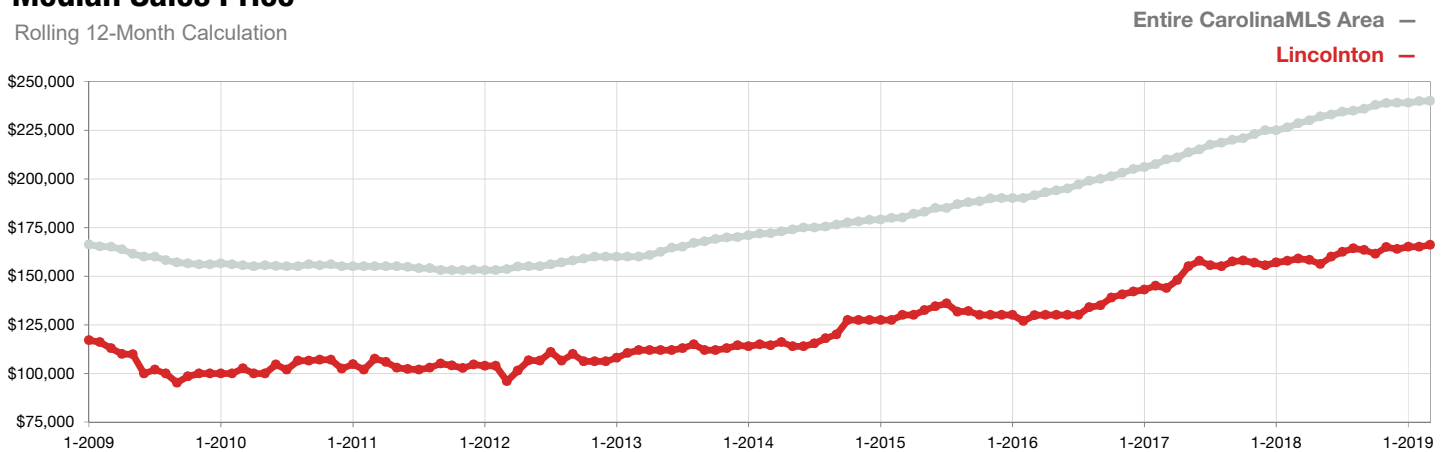
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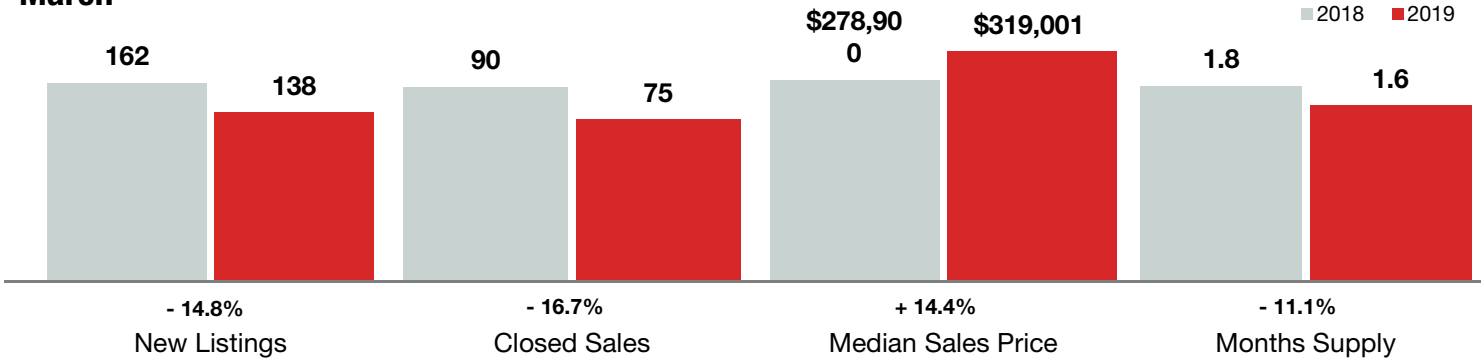
## Matthews

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	162	138	- 14.8%	329	355	+ 7.9%
Pending Sales	112	134	+ 19.6%	258	289	+ 12.0%
Closed Sales	90	75	- 16.7%	199	203	+ 2.0%
Median Sales Price*	\$278,900	\$319,001	+ 14.4%	\$280,000	\$299,900	+ 7.1%
Average Sales Price*	\$313,627	\$358,941	+ 14.4%	\$323,702	\$357,698	+ 10.5%
Percent of Original List Price Received*	97.7%	97.7%	0.0%	97.5%	96.9%	- 0.6%
List to Close	81	81	0.0%	86	88	+ 2.3%
Days on Market Until Sale	35	35	0.0%	39	42	+ 7.7%
Cumulative Days on Market Until Sale	55	59	+ 7.3%	59	56	- 5.1%
Inventory of Homes for Sale	183	154	- 15.8%	--	--	--
Months Supply of Inventory	1.8	1.6	- 11.1%	--	--	--

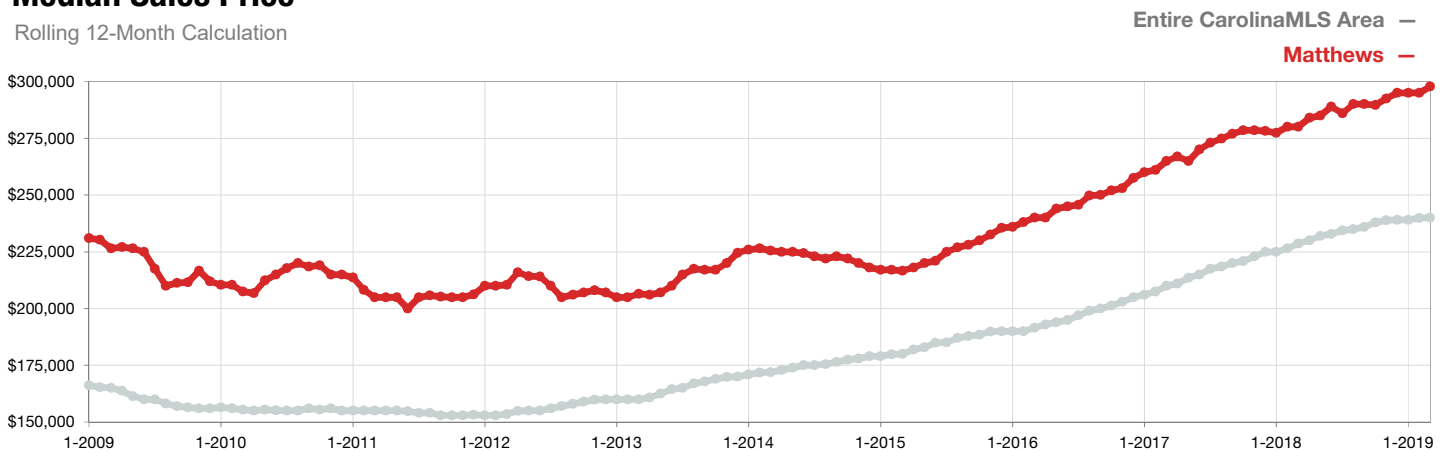
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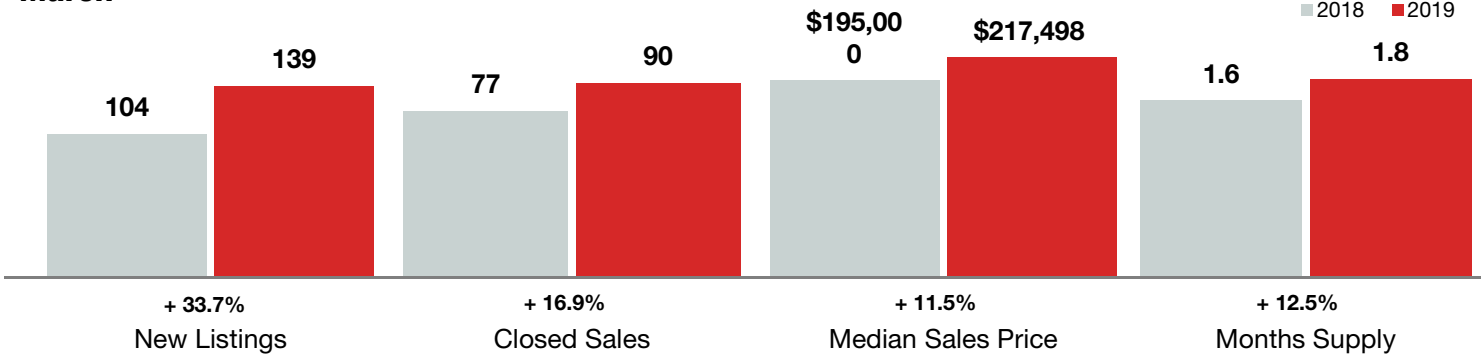
## Monroe

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	104	139	+ 33.7%	270	352	+ 30.4%
Pending Sales	98	130	+ 32.7%	267	318	+ 19.1%
Closed Sales	77	90	+ 16.9%	209	233	+ 11.5%
Median Sales Price*	\$195,000	\$217,498	+ 11.5%	\$198,000	\$210,000	+ 6.1%
Average Sales Price*	\$210,985	\$234,440	+ 11.1%	\$211,906	\$227,057	+ 7.1%
Percent of Original List Price Received*	97.0%	96.4%	- 0.6%	96.6%	95.9%	- 0.7%
List to Close	91	88	- 3.3%	89	89	0.0%
Days on Market Until Sale	46	43	- 6.5%	43	42	- 2.3%
Cumulative Days on Market Until Sale	55	57	+ 3.6%	54	51	- 5.6%
Inventory of Homes for Sale	136	164	+ 20.6%	--	--	--
Months Supply of Inventory	1.6	1.8	+ 12.5%	--	--	--

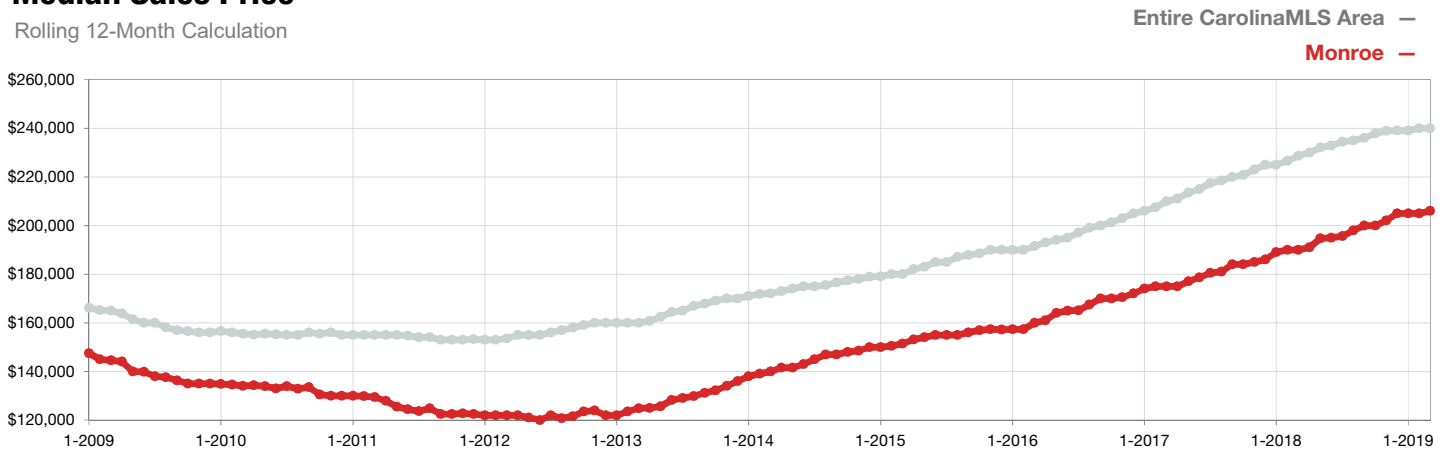
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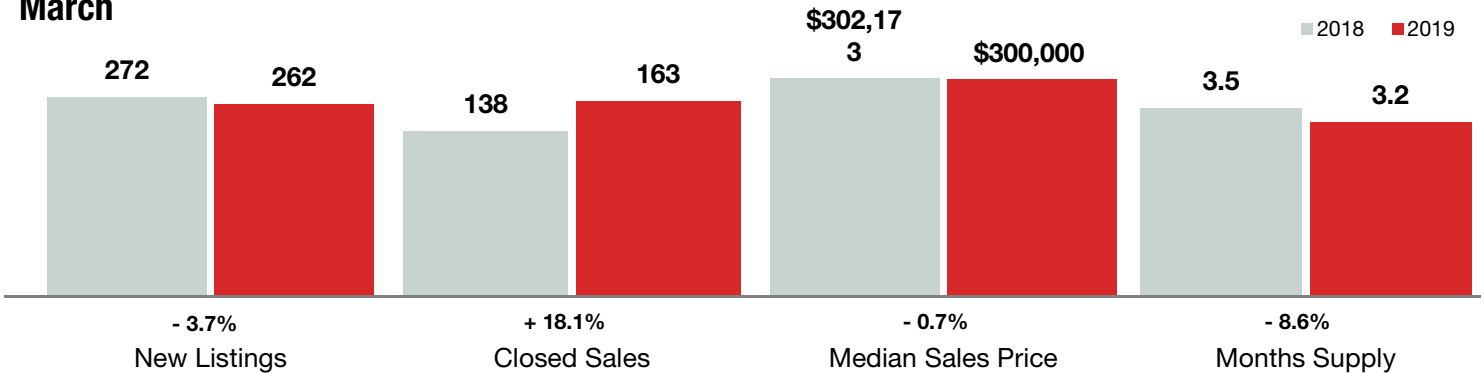
## Mooreville

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	272	262	- 3.7%	625	687	+ 9.9%
Pending Sales	204	230	+ 12.7%	464	569	+ 22.6%
Closed Sales	138	163	+ 18.1%	367	397	+ 8.2%
Median Sales Price*	\$302,173	\$300,000	- 0.7%	\$292,840	\$286,750	- 2.1%
Average Sales Price*	\$353,674	\$343,094	- 3.0%	\$370,653	\$359,974	- 2.9%
Percent of Original List Price Received*	96.4%	96.2%	- 0.2%	95.8%	95.4%	- 0.4%
List to Close	123	110	- 10.6%	135	115	- 14.8%
Days on Market Until Sale	75	62	- 17.3%	82	66	- 19.5%
Cumulative Days on Market Until Sale	96	77	- 19.8%	94	82	- 12.8%
Inventory of Homes for Sale	585	568	- 2.9%	--	--	--
Months Supply of Inventory	3.5	3.2	- 8.6%	--	--	--

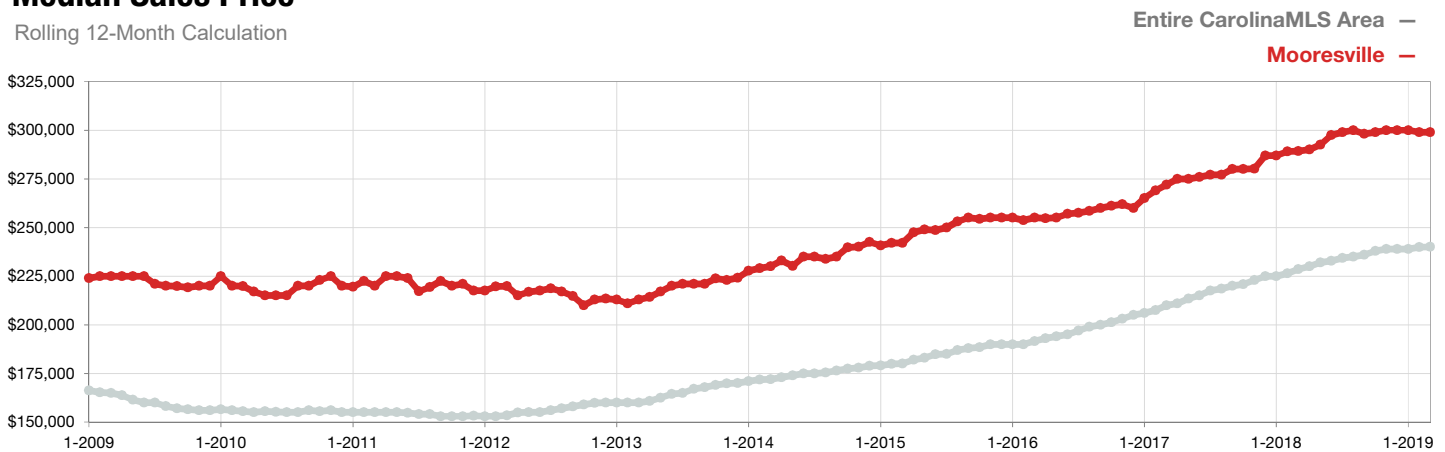
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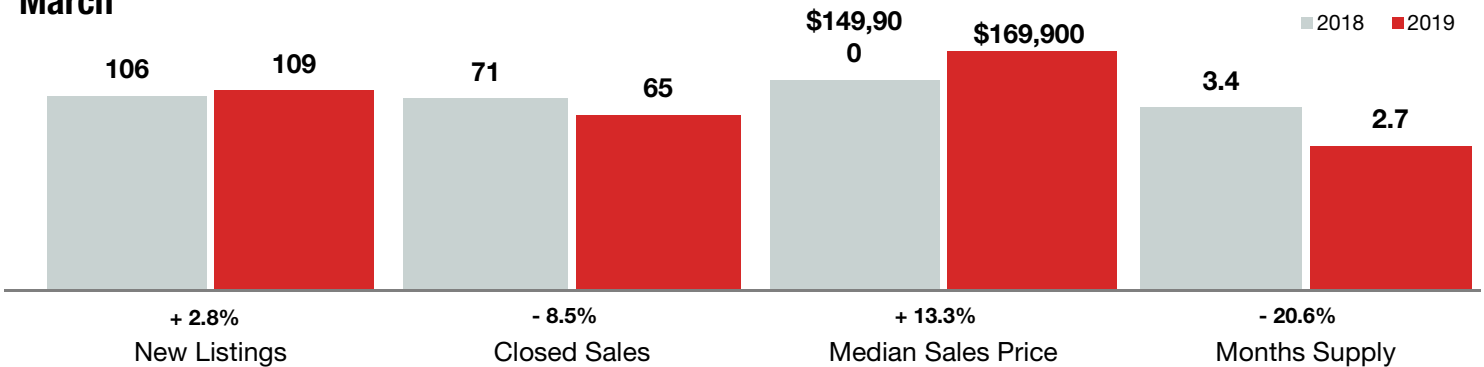
## Salisbury

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	106	109	+ 2.8%	269	279	+ 3.7%
Pending Sales	96	98	+ 2.1%	250	231	- 7.6%
Closed Sales	71	65	- 8.5%	190	170	- 10.5%
Median Sales Price*	\$149,900	\$169,900	+ 13.3%	\$134,990	\$154,500	+ 14.5%
Average Sales Price*	\$159,123	\$168,533	+ 5.9%	\$158,444	\$162,106	+ 2.3%
Percent of Original List Price Received*	94.7%	94.6%	- 0.1%	94.4%	93.6%	- 0.8%
List to Close	133	89	- 33.1%	122	103	- 15.6%
Days on Market Until Sale	91	49	- 46.2%	77	55	- 28.6%
Cumulative Days on Market Until Sale	117	54	- 53.8%	89	63	- 29.2%
Inventory of Homes for Sale	238	198	- 16.8%	--	--	--
Months Supply of Inventory	3.4	2.7	- 20.6%	--	--	--

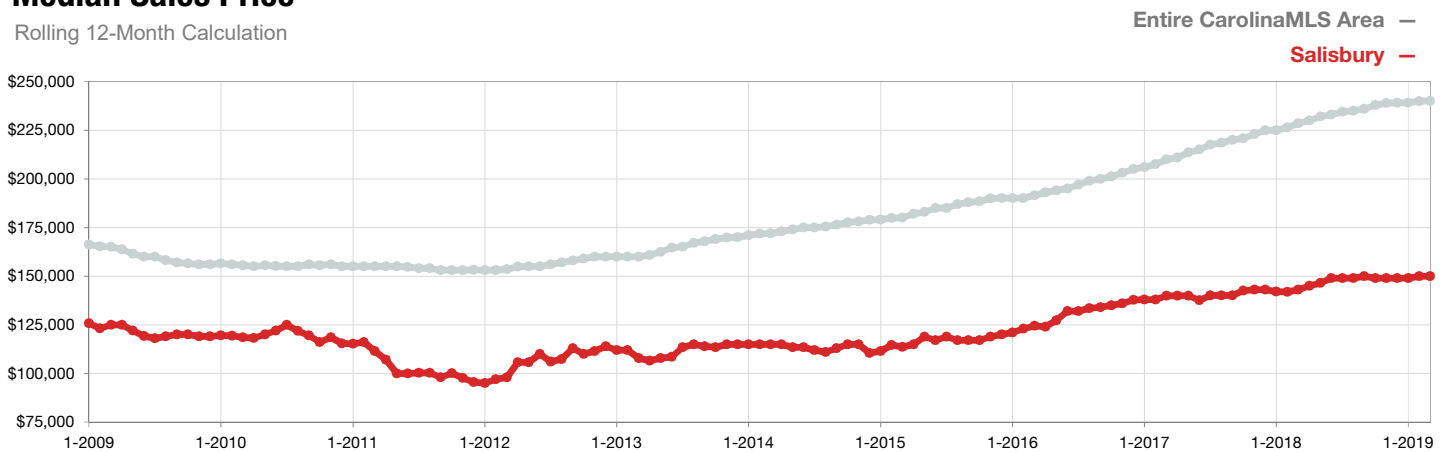
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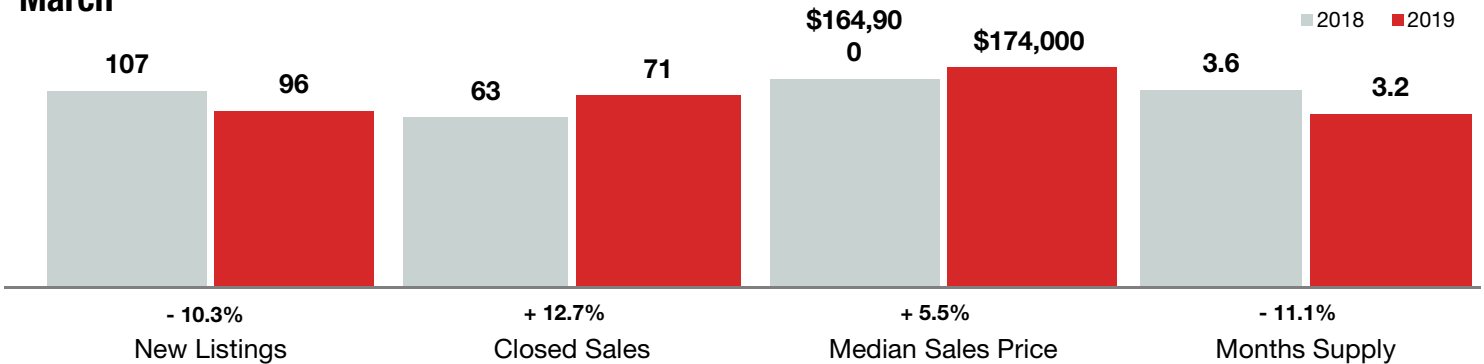
## Statesville

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	107	96	- 10.3%	292	294	+ 0.7%
Pending Sales	95	98	+ 3.2%	233	261	+ 12.0%
Closed Sales	63	71	+ 12.7%	179	183	+ 2.2%
Median Sales Price*	\$164,900	\$174,000	+ 5.5%	\$157,000	\$166,500	+ 6.1%
Average Sales Price*	\$179,866	\$178,978	- 0.5%	\$174,162	\$170,602	- 2.0%
Percent of Original List Price Received*	94.4%	93.0%	- 1.5%	94.7%	93.0%	- 1.8%
List to Close	128	111	- 13.3%	118	109	- 7.6%
Days on Market Until Sale	83	62	- 25.3%	70	59	- 15.7%
Cumulative Days on Market Until Sale	108	69	- 36.1%	89	67	- 24.7%
Inventory of Homes for Sale	266	250	- 6.0%	--	--	--
Months Supply of Inventory	3.6	3.2	- 11.1%	--	--	--

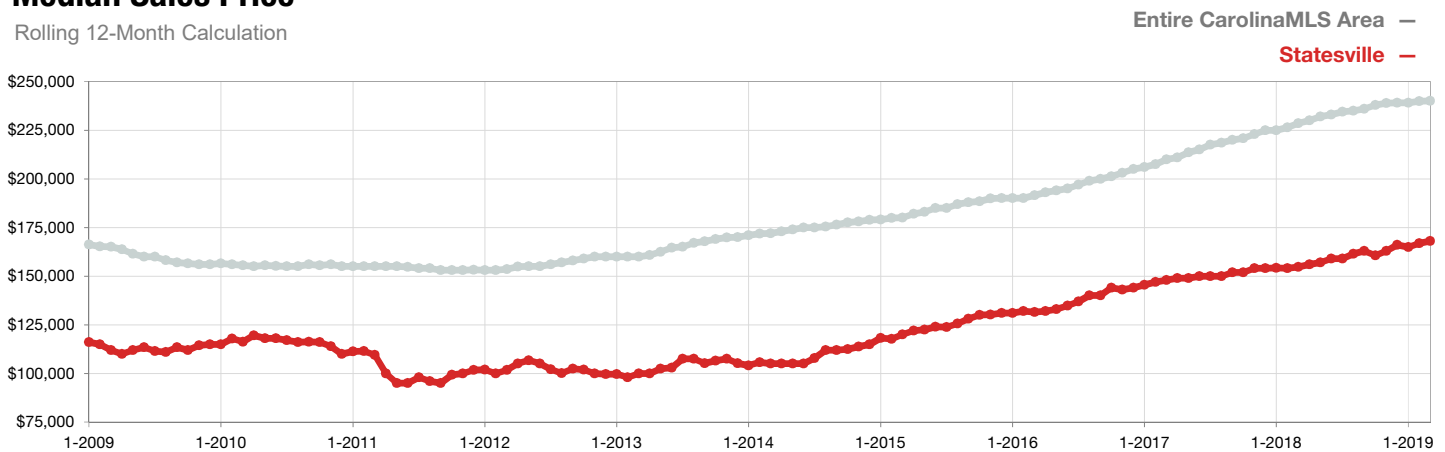
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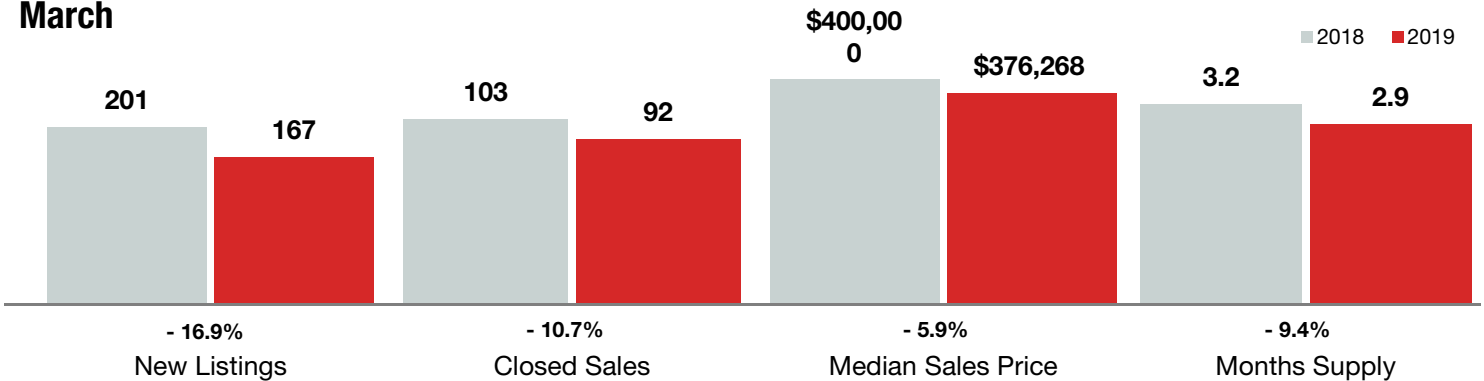
## Waxhaw

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	201	167	- 16.9%	441	452	+ 2.5%
Pending Sales	138	150	+ 8.7%	333	366	+ 9.9%
Closed Sales	103	92	- 10.7%	235	222	- 5.5%
Median Sales Price*	\$400,000	\$376,268	- 5.9%	\$411,900	\$365,000	- 11.4%
Average Sales Price*	\$460,233	\$427,230	- 7.2%	\$459,168	\$415,815	- 9.4%
Percent of Original List Price Received*	96.8%	97.0%	+ 0.2%	96.5%	96.1%	- 0.4%
List to Close	137	113	- 17.5%	128	119	- 7.0%
Days on Market Until Sale	83	67	- 19.3%	69	68	- 1.4%
Cumulative Days on Market Until Sale	103	71	- 31.1%	90	77	- 14.4%
Inventory of Homes for Sale	354	310	- 12.4%	--	--	--
Months Supply of Inventory	3.2	2.9	- 9.4%	--	--	--

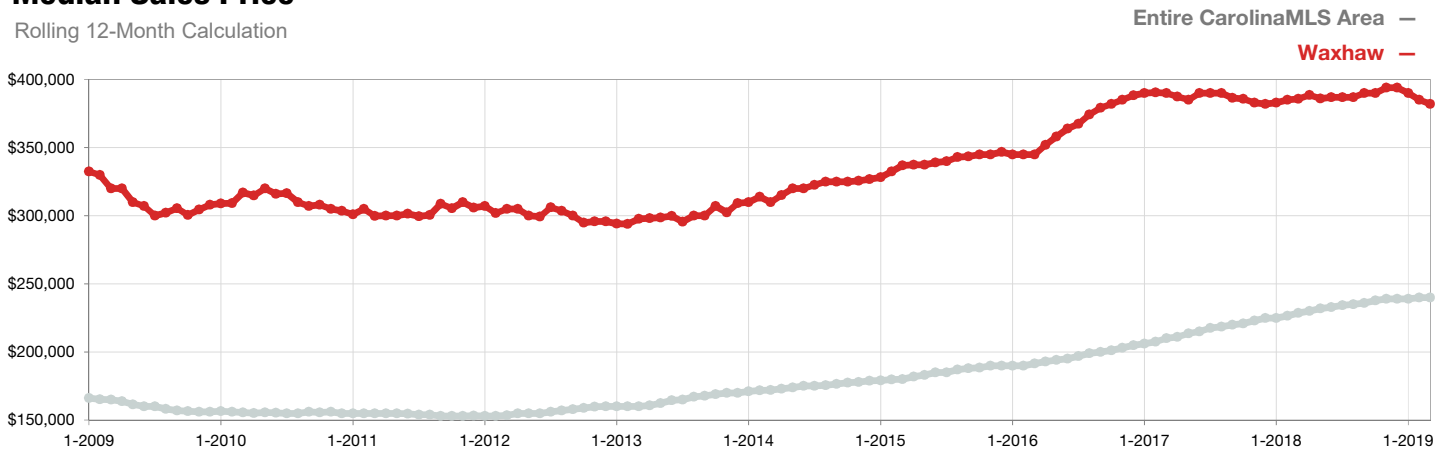
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### March



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for March 2019

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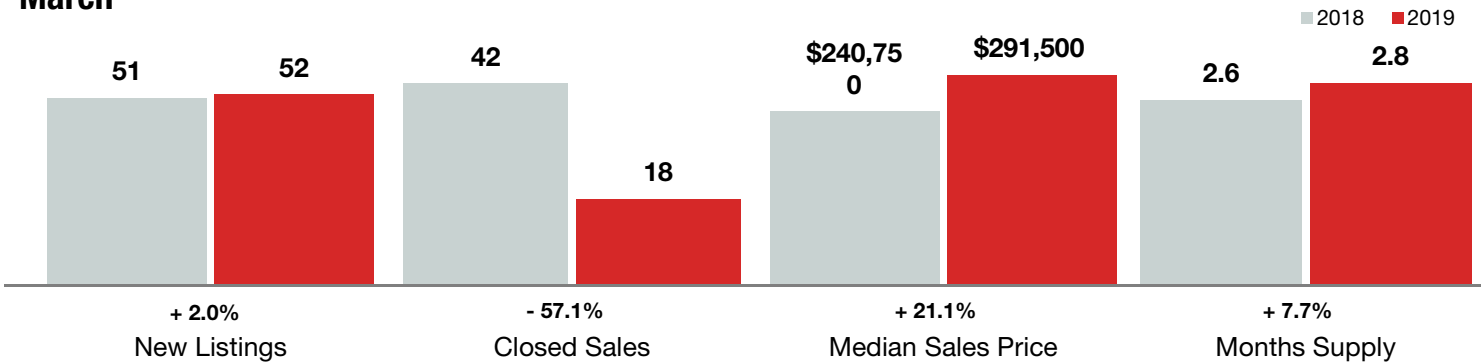
## Uptown Charlotte

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	51	52	+ 2.0%	134	123	- 8.2%
Pending Sales	36	44	+ 22.2%	102	93	- 8.8%
Closed Sales	42	18	- 57.1%	76	50	- 34.2%
Median Sales Price*	\$240,750	\$291,500	+ 21.1%	\$252,750	\$291,500	+ 15.3%
Average Sales Price*	\$298,964	\$359,869	+ 20.4%	\$321,106	\$382,601	+ 19.2%
Percent of Original List Price Received*	96.5%	97.1%	+ 0.6%	96.2%	96.3%	+ 0.1%
List to Close	96	82	- 14.6%	114	105	- 7.9%
Days on Market Until Sale	57	45	- 21.1%	64	65	+ 1.6%
Cumulative Days on Market Until Sale	88	64	- 27.3%	85	90	+ 5.9%
Inventory of Homes for Sale	84	81	- 3.6%	--	--	--
Months Supply of Inventory	2.6	2.8	+ 7.7%	--	--	--

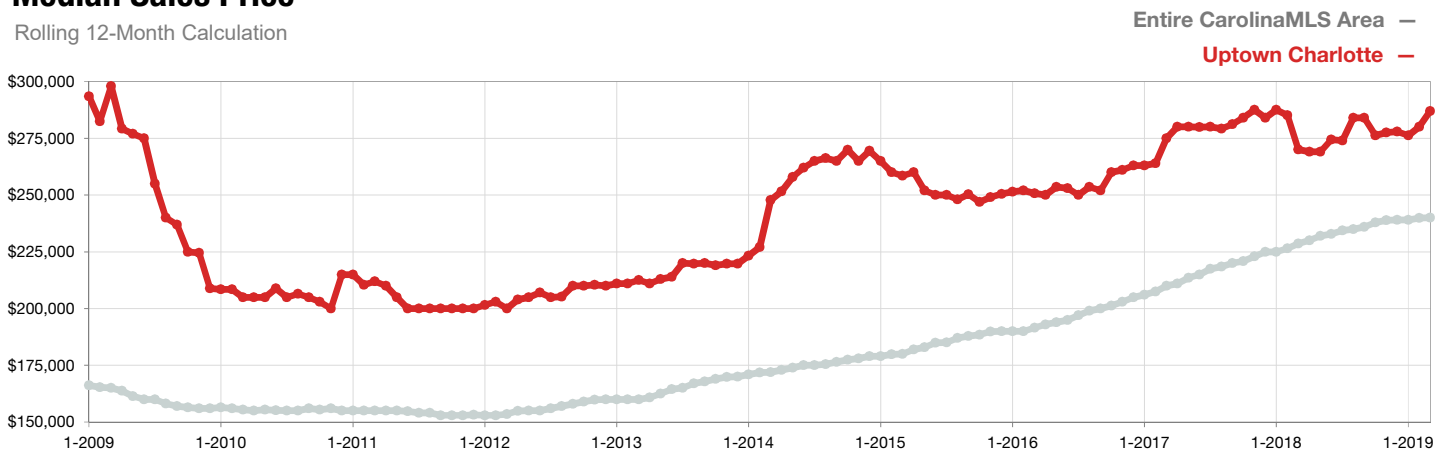
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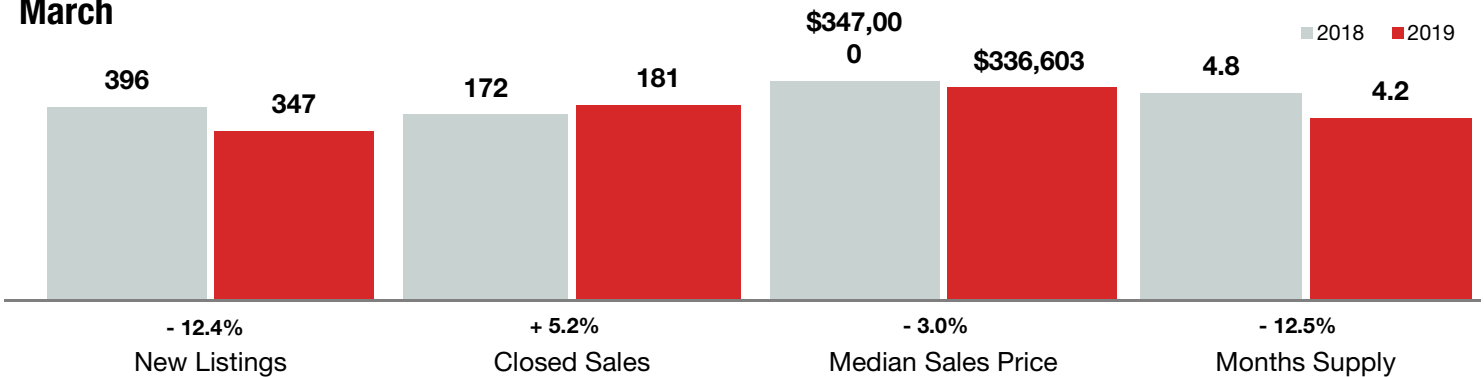
## Lake Norman

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	396	347	- 12.4%	844	818	- 3.1%
Pending Sales	246	230	- 6.5%	538	593	+ 10.2%
Closed Sales	172	181	+ 5.2%	421	431	+ 2.4%
Median Sales Price*	\$347,000	\$336,603	- 3.0%	\$358,500	\$348,800	- 2.7%
Average Sales Price*	\$436,085	\$416,609	- 4.5%	\$465,393	\$446,195	- 4.1%
Percent of Original List Price Received*	96.5%	95.6%	- 0.9%	95.6%	94.8%	- 0.8%
List to Close	140	130	- 7.1%	144	134	- 6.9%
Days on Market Until Sale	83	80	- 3.6%	86	78	- 9.3%
Cumulative Days on Market Until Sale	108	97	- 10.2%	105	98	- 6.7%
Inventory of Homes for Sale	922	829	- 10.1%	--	--	--
Months Supply of Inventory	4.8	4.2	- 12.5%	--	--	--

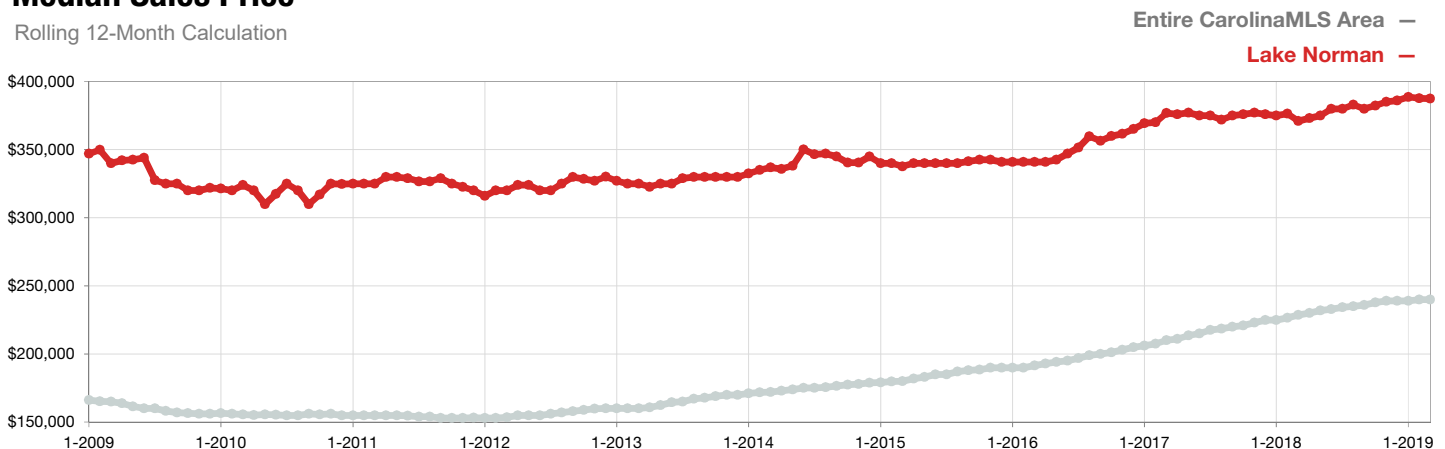
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### March



### Median Sales Price

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# Local Market Update for March 2019

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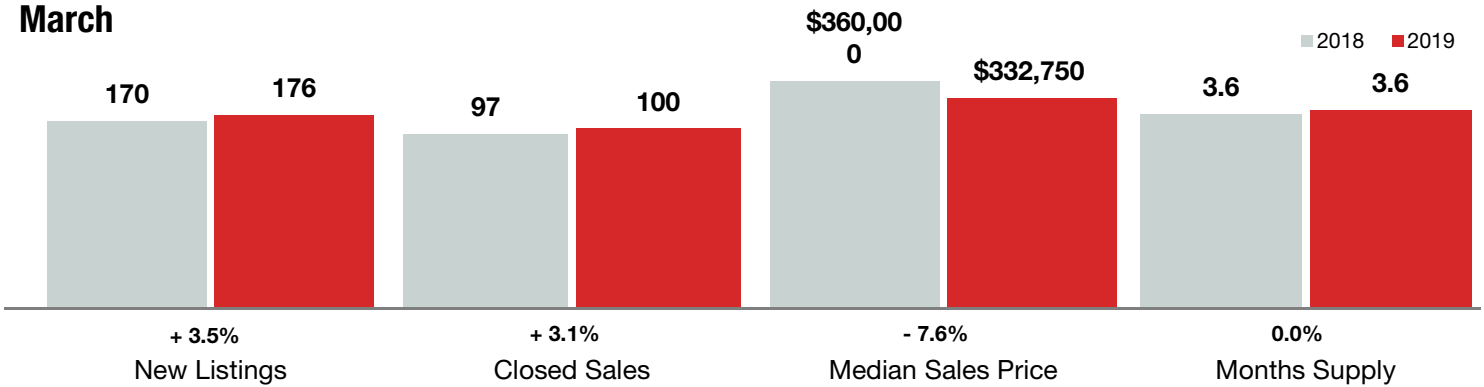
## Lake Wylie

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	170	176	+ 3.5%	416	447	+ 7.5%
Pending Sales	138	155	+ 12.3%	306	365	+ 19.3%
Closed Sales	97	100	+ 3.1%	240	234	- 2.5%
Median Sales Price*	\$360,000	\$332,750	- 7.6%	\$345,450	\$336,043	- 2.7%
Average Sales Price*	\$413,276	\$385,276	- 6.8%	\$401,261	\$409,261	+ 2.0%
Percent of Original List Price Received*	96.6%	95.0%	- 1.7%	96.8%	95.8%	- 1.0%
List to Close	140	132	- 5.7%	141	136	- 3.5%
Days on Market Until Sale	81	83	+ 2.5%	83	74	- 10.8%
Cumulative Days on Market Until Sale	85	99	+ 16.5%	89	89	0.0%
Inventory of Homes for Sale	350	384	+ 9.7%	--	--	--
Months Supply of Inventory	3.6	3.6	0.0%	--	--	--

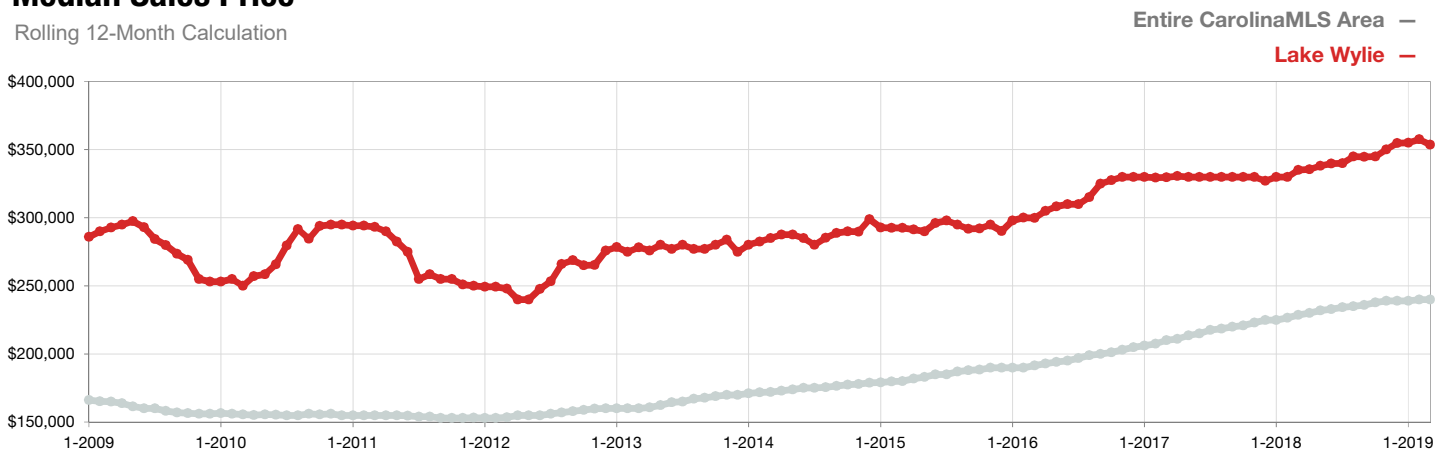
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### March



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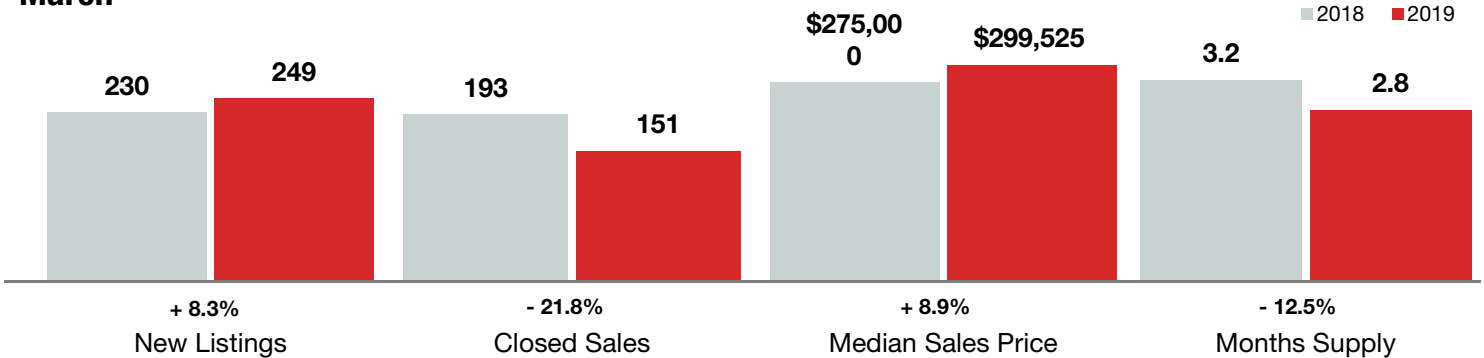
## Lancaster County

South Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	230	<b>249</b>	+ 8.3%	586	<b>582</b>	- 0.7%
Pending Sales	179	<b>203</b>	+ 13.4%	482	<b>484</b>	+ 0.4%
Closed Sales	193	<b>151</b>	- 21.8%	406	<b>364</b>	- 10.3%
Median Sales Price*	\$275,000	<b>\$299,525</b>	+ 8.9%	\$271,000	<b>\$283,053</b>	+ 4.4%
Average Sales Price*	\$292,981	<b>\$282,989</b>	- 3.4%	\$284,068	<b>\$278,552</b>	- 1.9%
Percent of Original List Price Received*	97.9%	<b>96.8%</b>	- 1.1%	97.0%	<b>96.9%</b>	- 0.1%
List to Close	127	<b>131</b>	+ 3.1%	125	<b>130</b>	+ 4.0%
Days on Market Until Sale	69	<b>77</b>	+ 11.6%	69	<b>64</b>	- 7.2%
Cumulative Days on Market Until Sale	90	<b>78</b>	- 13.3%	87	<b>70</b>	- 19.5%
Inventory of Homes for Sale	466	<b>424</b>	- 9.0%	--	--	--
Months Supply of Inventory	3.2	<b>2.8</b>	- 12.5%	--	--	--

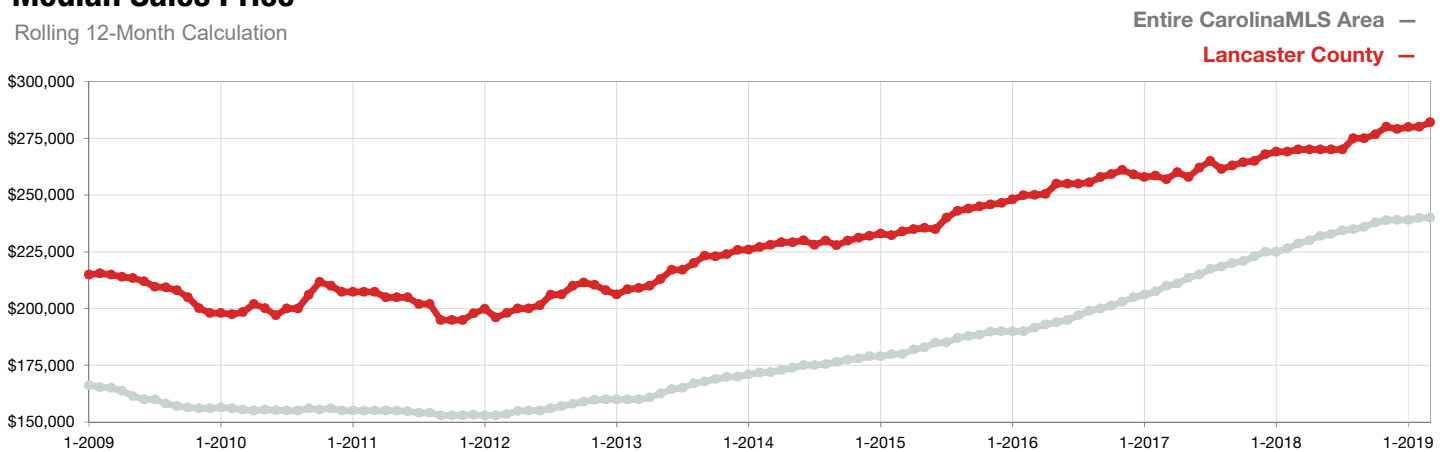
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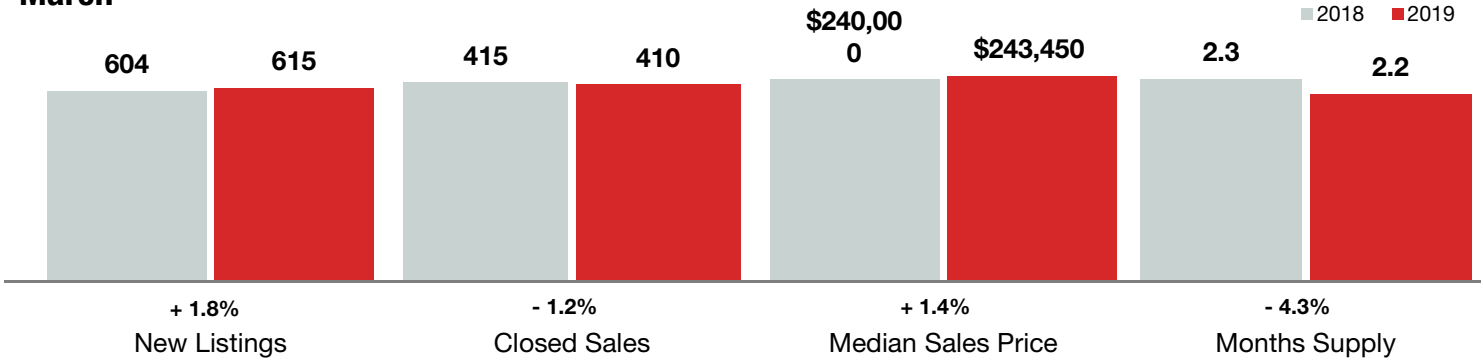
## York County

South Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	604	<b>615</b>	+ 1.8%	1,540	<b>1,619</b>	+ 5.1%
Pending Sales	472	<b>580</b>	+ 22.9%	1,230	<b>1,390</b>	+ 13.0%
Closed Sales	415	<b>410</b>	- 1.2%	1,018	<b>967</b>	- 5.0%
Median Sales Price*	\$240,000	<b>\$243,450</b>	+ 1.4%	\$240,000	<b>\$244,900</b>	+ 2.0%
Average Sales Price*	\$268,145	<b>\$269,980</b>	+ 0.7%	\$264,454	<b>\$273,116</b>	+ 3.3%
Percent of Original List Price Received*	97.1%	<b>96.8%</b>	- 0.3%	96.8%	<b>96.8%</b>	0.0%
List to Close	89	<b>92</b>	+ 3.4%	99	<b>96</b>	- 3.0%
Days on Market Until Sale	44	<b>48</b>	+ 9.1%	49	<b>49</b>	0.0%
Cumulative Days on Market Until Sale	51	<b>61</b>	+ 19.6%	58	<b>60</b>	+ 3.4%
Inventory of Homes for Sale	922	<b>909</b>	- 1.4%	--	--	--
Months Supply of Inventory	2.3	<b>2.2</b>	- 4.3%	--	--	--

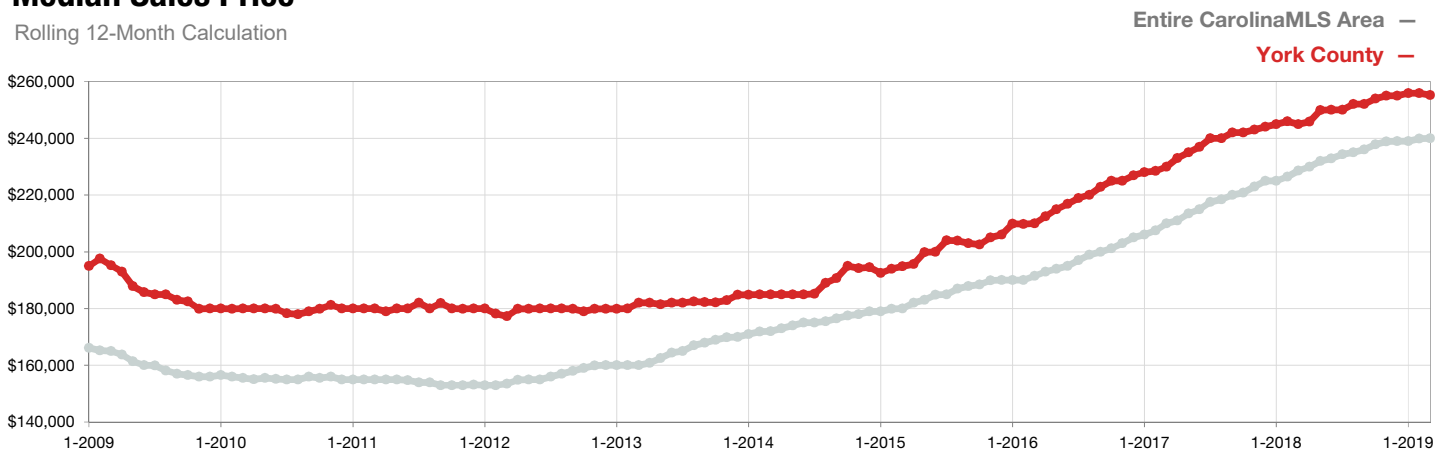
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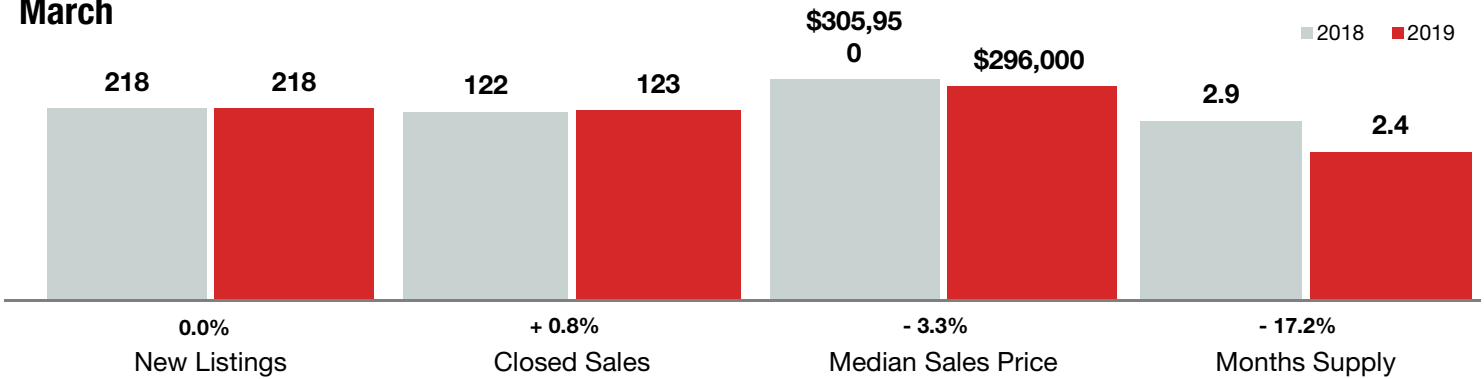
## Fort Mill

South Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	218	218	0.0%	527	542	+ 2.8%
Pending Sales	157	167	+ 6.4%	382	429	+ 12.3%
Closed Sales	122	123	+ 0.8%	289	294	+ 1.7%
Median Sales Price*	\$305,950	\$296,000	- 3.3%	\$301,000	\$298,950	- 0.7%
Average Sales Price*	\$326,079	\$328,185	+ 0.6%	\$324,302	\$331,307	+ 2.2%
Percent of Original List Price Received*	97.2%	97.5%	+ 0.3%	97.0%	97.3%	+ 0.3%
List to Close	94	98	+ 4.3%	108	104	- 3.7%
Days on Market Until Sale	51	50	- 2.0%	58	53	- 8.6%
Cumulative Days on Market Until Sale	68	70	+ 2.9%	74	69	- 6.8%
Inventory of Homes for Sale	365	326	- 10.7%	--	--	--
Months Supply of Inventory	2.9	2.4	- 17.2%	--	--	--

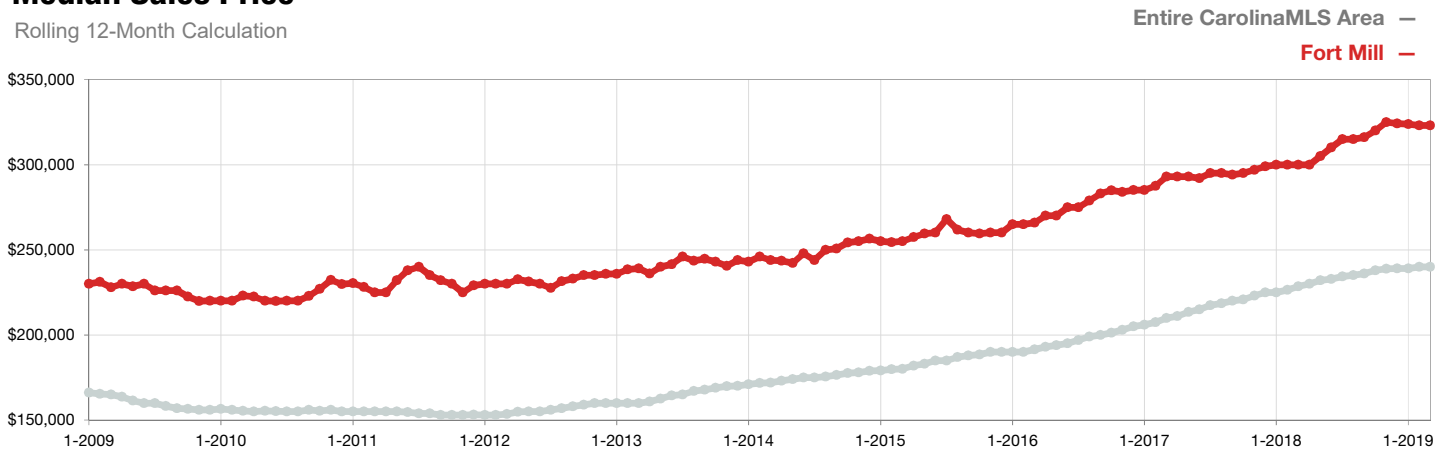
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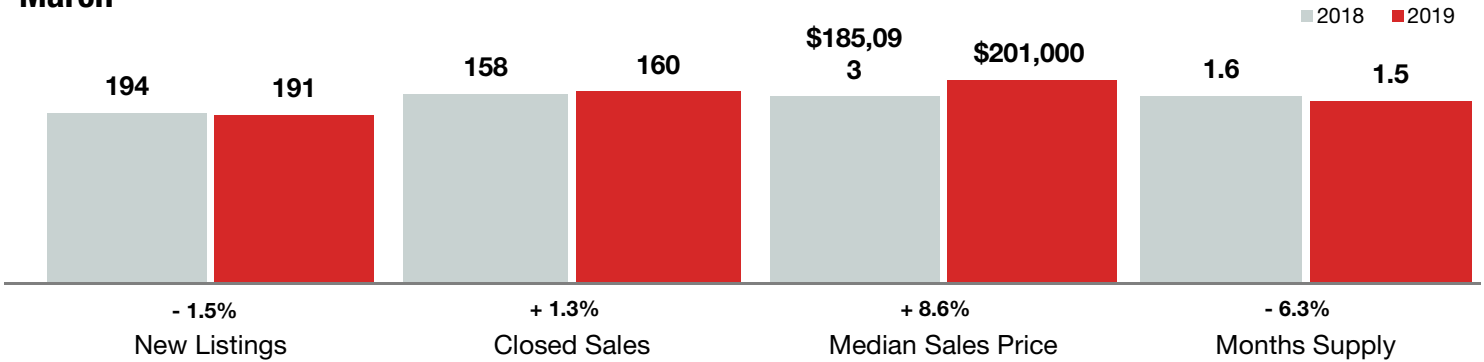
## Rock Hill

South Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	194	191	- 1.5%	517	528	+ 2.1%
Pending Sales	167	196	+ 17.4%	462	490	+ 6.1%
Closed Sales	158	160	+ 1.3%	413	359	- 13.1%
Median Sales Price*	\$185,093	\$201,000	+ 8.6%	\$185,000	\$199,000	+ 7.6%
Average Sales Price*	\$202,073	\$205,829	+ 1.9%	\$202,346	\$207,674	+ 2.6%
Percent of Original List Price Received*	97.8%	96.8%	- 1.0%	97.1%	97.2%	+ 0.1%
List to Close	71	75	+ 5.6%	83	83	0.0%
Days on Market Until Sale	27	33	+ 22.2%	34	38	+ 11.8%
Cumulative Days on Market Until Sale	30	36	+ 20.0%	40	41	+ 2.5%
Inventory of Homes for Sale	231	225	- 2.6%	--	--	--
Months Supply of Inventory	1.6	1.5	- 6.3%	--	--	--

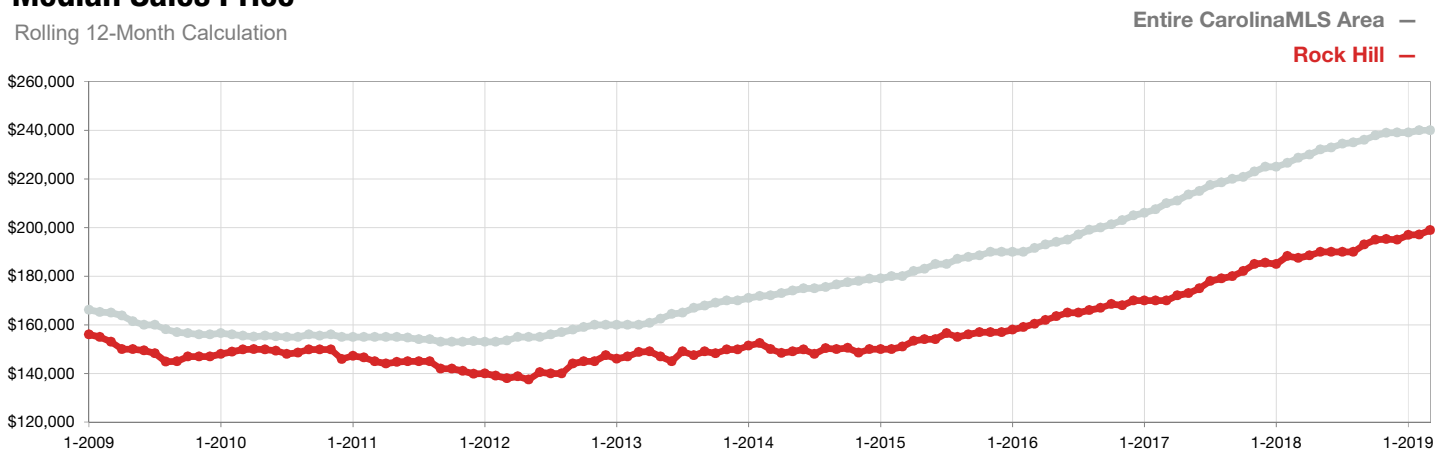
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# Local Market Update for March 2019

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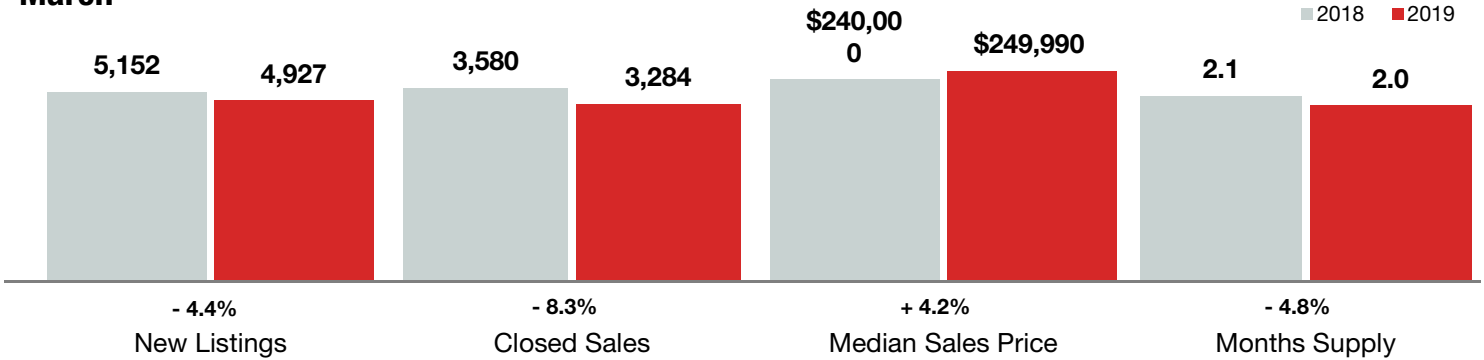
## Charlotte MSA

North Carolina

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	5,152	<b>4,927</b>	- 4.4%	12,579	<b>12,676</b>	+ 0.8%
Pending Sales	4,029	<b>4,592</b>	+ 14.0%	10,378	<b>11,073</b>	+ 6.7%
Closed Sales	3,580	<b>3,284</b>	- 8.3%	8,329	<b>8,075</b>	- 3.0%
Median Sales Price*	\$240,000	<b>\$249,990</b>	+ 4.2%	\$232,500	<b>\$241,000</b>	+ 3.7%
Average Sales Price*	\$288,044	<b>\$297,274</b>	+ 3.2%	\$277,661	<b>\$287,594</b>	+ 3.6%
Percent of Original List Price Received*	97.5%	<b>96.8%</b>	- 0.7%	97.1%	<b>96.4%</b>	- 0.7%
List to Close	97	<b>98</b>	+ 1.0%	99	<b>101</b>	+ 2.0%
Days on Market Until Sale	46	<b>49</b>	+ 6.5%	46	<b>50</b>	+ 8.7%
Cumulative Days on Market Until Sale	56	<b>59</b>	+ 5.4%	56	<b>60</b>	+ 7.1%
Inventory of Homes for Sale	7,366	<b>7,008</b>	- 4.9%	--	--	--
Months Supply of Inventory	2.1	<b>2.0</b>	- 4.8%	--	--	--

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### March



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