

# Local Market Update for January 2018

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



Charlotte Regional Realtor® Association

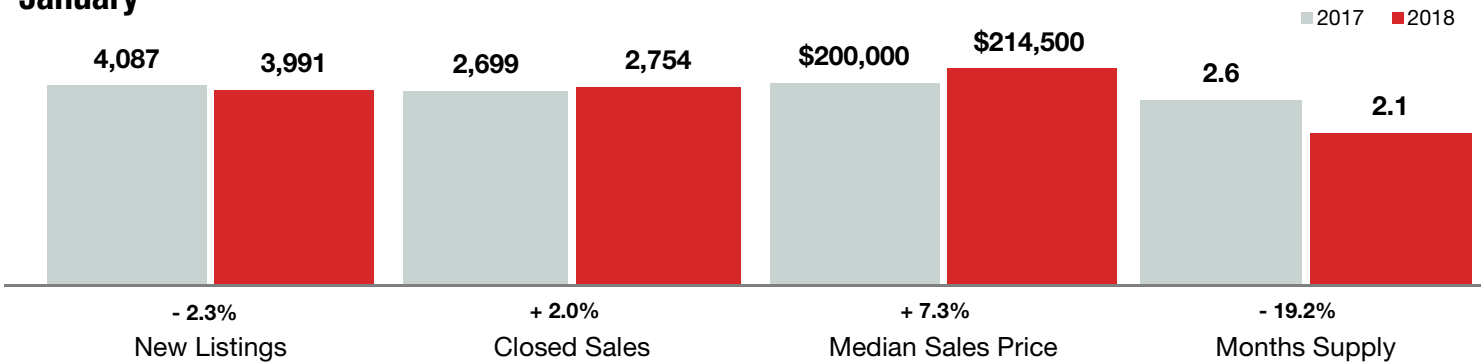
## Charlotte Region

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	4,087	<b>3,991</b>	- 2.3%	4,087	<b>3,991</b>	- 2.3%
Pending Sales	3,375	<b>3,523</b>	+ 4.4%	3,375	<b>3,523</b>	+ 4.4%
Closed Sales	2,699	<b>2,754</b>	+ 2.0%	2,699	<b>2,754</b>	+ 2.0%
Median Sales Price*	\$200,000	<b>\$214,500</b>	+ 7.3%	\$200,000	<b>\$214,500</b>	+ 7.3%
Average Sales Price*	\$256,226	<b>\$263,144</b>	+ 2.7%	\$256,226	<b>\$263,144</b>	+ 2.7%
Percent of Original List Price Received*	95.9%	<b>96.0%</b>	+ 0.1%	95.9%	<b>96.0%</b>	+ 0.1%
List to Close	115	<b>105</b>	- 8.7%	115	<b>105</b>	- 8.7%
Days on Market Until Sale	57	<b>53</b>	- 7.0%	57	<b>53</b>	- 7.0%
Cumulative Days on Market Until Sale	66	<b>62</b>	- 6.1%	66	<b>62</b>	- 6.1%
Inventory of Homes for Sale	10,034	<b>8,635</b>	- 13.9%	--	--	--
Months Supply of Inventory	2.6	<b>2.1</b>	- 19.2%	--	--	--

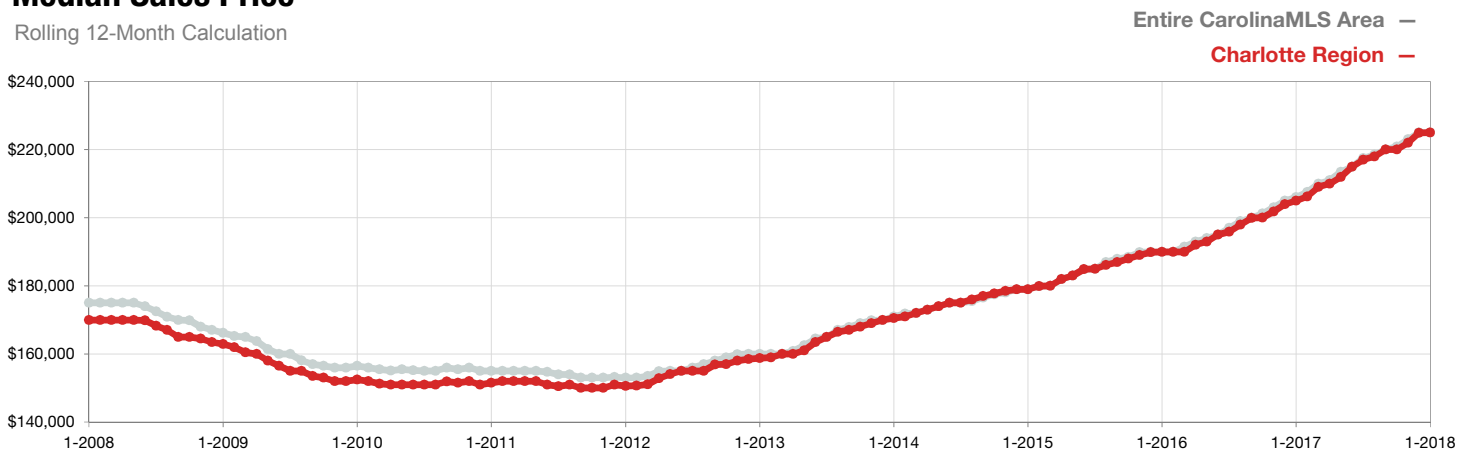
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



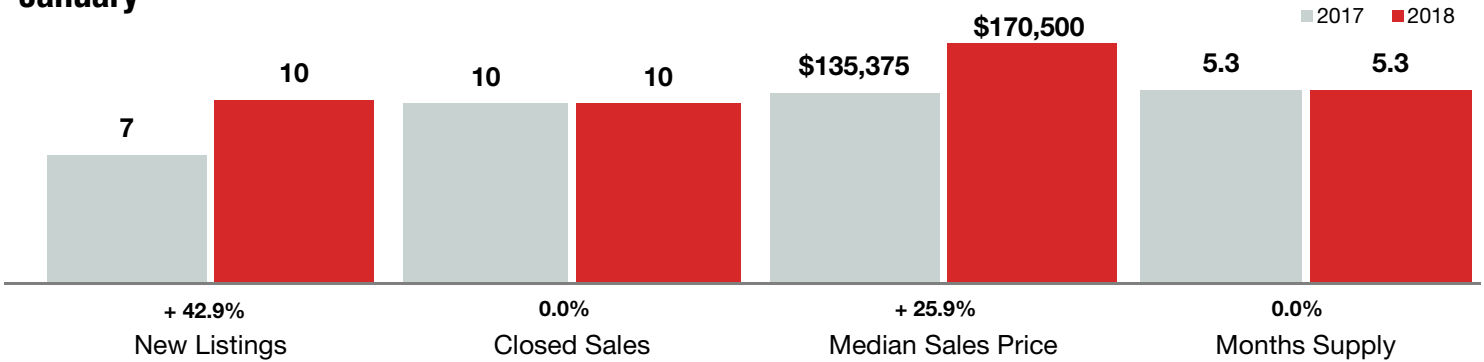
## Alexander County

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	7	10	+ 42.9%	7	10	+ 42.9%
Pending Sales	11	5	- 54.5%	11	5	- 54.5%
Closed Sales	10	10	0.0%	10	10	0.0%
Median Sales Price*	\$135,375	\$170,500	+ 25.9%	\$135,375	\$170,500	+ 25.9%
Average Sales Price*	\$146,735	\$200,070	+ 36.3%	\$146,735	\$200,070	+ 36.3%
Percent of Original List Price Received*	93.3%	90.6%	- 2.9%	93.3%	90.6%	- 2.9%
List to Close	163	182	+ 11.7%	163	182	+ 11.7%
Days on Market Until Sale	99	124	+ 25.3%	99	124	+ 25.3%
Cumulative Days on Market Until Sale	99	124	+ 25.3%	99	124	+ 25.3%
Inventory of Homes for Sale	65	68	+ 4.6%	--	--	--
Months Supply of Inventory	5.3	5.3	0.0%	--	--	--

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

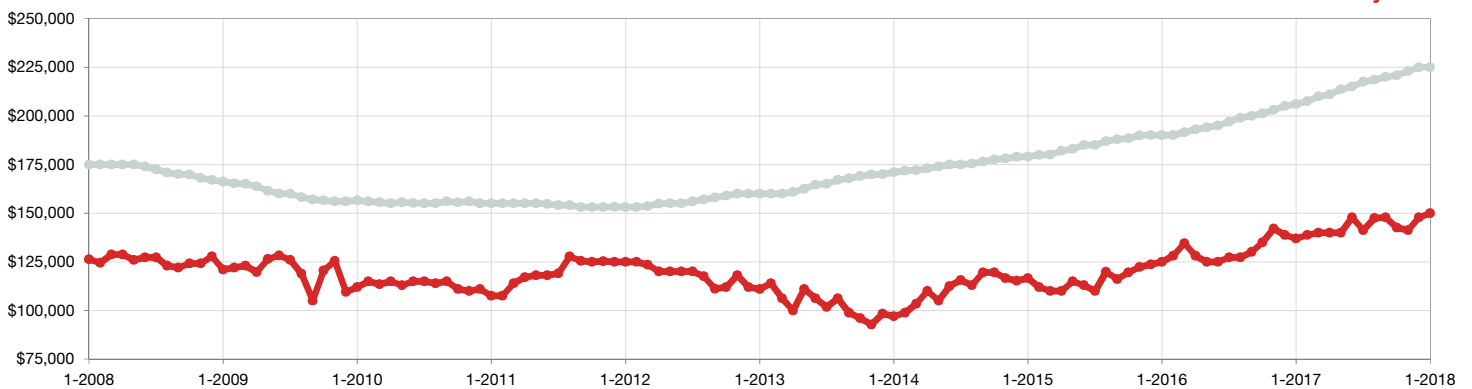
### January



### Median Sales Price

Rolling 12-Month Calculation

Entire CarolinaMLS Area —  
Alexander County —



# Local Market Update for January 2018

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



Charlotte Regional Realtor® Association

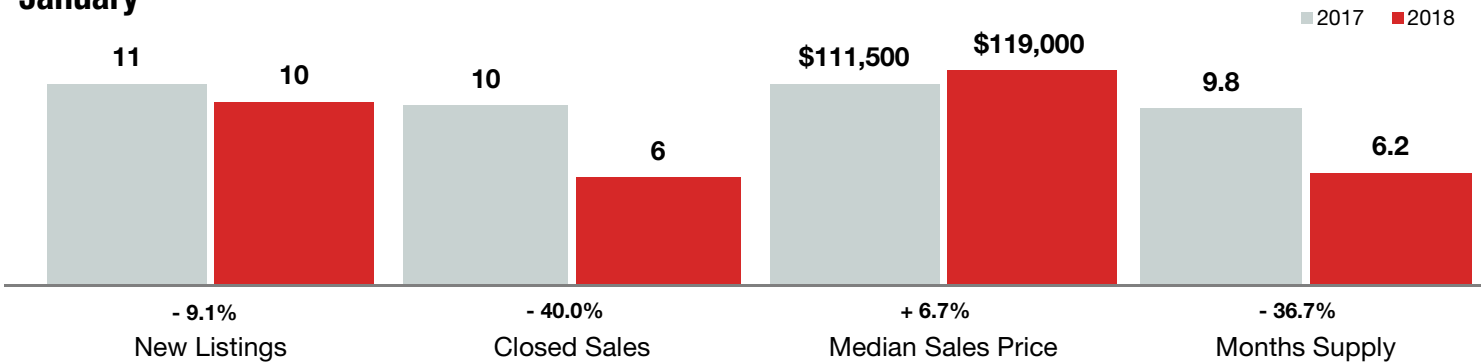
## Anson County

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	11	10	- 9.1%	11	10	- 9.1%
Pending Sales	11	13	+ 18.2%	11	13	+ 18.2%
Closed Sales	10	6	- 40.0%	10	6	- 40.0%
Median Sales Price*	\$111,500	<b>\$119,000</b>	+ 6.7%	\$111,500	<b>\$119,000</b>	+ 6.7%
Average Sales Price*	\$102,155	<b>\$124,733</b>	+ 22.1%	\$102,155	<b>\$124,733</b>	+ 22.1%
Percent of Original List Price Received*	91.0%	<b>84.6%</b>	- 7.0%	91.0%	<b>84.6%</b>	- 7.0%
List to Close	213	<b>280</b>	+ 31.5%	213	<b>280</b>	+ 31.5%
Days on Market Until Sale	171	<b>319</b>	+ 86.5%	171	<b>319</b>	+ 86.5%
Cumulative Days on Market Until Sale	186	<b>319</b>	+ 71.5%	186	<b>319</b>	+ 71.5%
Inventory of Homes for Sale	104	<b>75</b>	- 27.9%	--	--	--
Months Supply of Inventory	9.8	<b>6.2</b>	- 36.7%	--	--	--

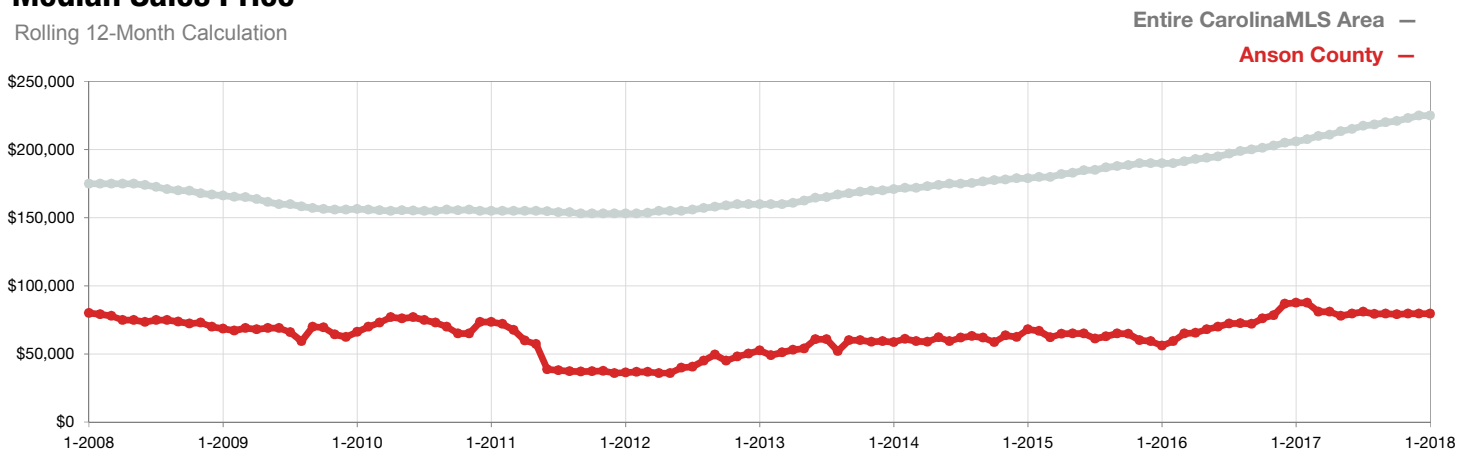
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



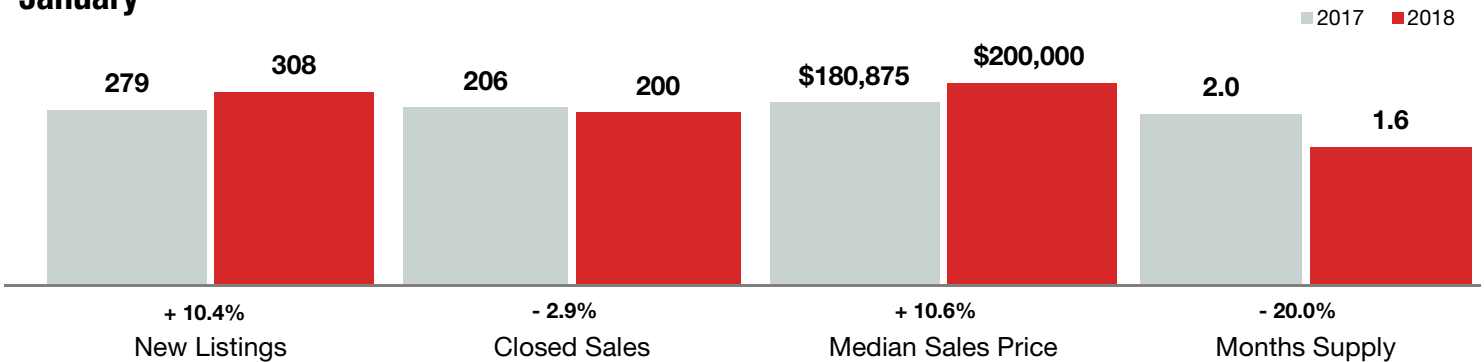
## Cabarrus County

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	279	308	+ 10.4%	279	308	+ 10.4%
Pending Sales	245	261	+ 6.5%	245	261	+ 6.5%
Closed Sales	206	200	- 2.9%	206	200	- 2.9%
Median Sales Price*	\$180,875	\$200,000	+ 10.6%	\$180,875	\$200,000	+ 10.6%
Average Sales Price*	\$203,023	\$223,177	+ 9.9%	\$203,023	\$223,177	+ 9.9%
Percent of Original List Price Received*	95.7%	96.2%	+ 0.5%	95.7%	96.2%	+ 0.5%
List to Close	99	94	- 5.1%	99	94	- 5.1%
Days on Market Until Sale	45	42	- 6.7%	45	42	- 6.7%
Cumulative Days on Market Until Sale	60	47	- 21.7%	60	47	- 21.7%
Inventory of Homes for Sale	574	498	- 13.2%	--	--	--
Months Supply of Inventory	2.0	1.6	- 20.0%	--	--	--

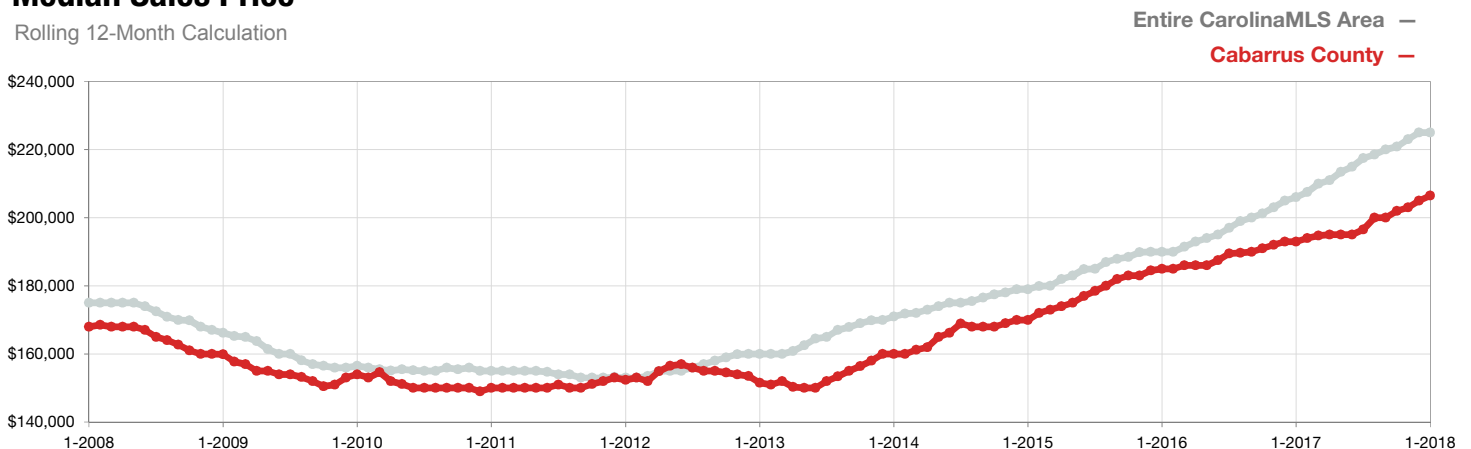
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



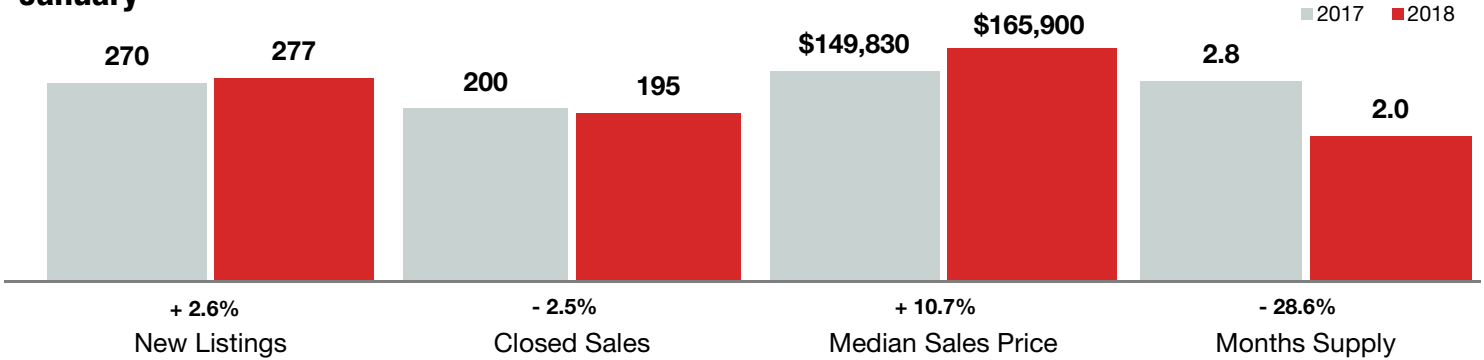
## Gaston County

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	270	277	+ 2.6%	270	277	+ 2.6%
Pending Sales	212	271	+ 27.8%	212	271	+ 27.8%
Closed Sales	200	195	- 2.5%	200	195	- 2.5%
Median Sales Price*	\$149,830	\$165,900	+ 10.7%	\$149,830	\$165,900	+ 10.7%
Average Sales Price*	\$166,078	\$174,218	+ 4.9%	\$166,078	\$174,218	+ 4.9%
Percent of Original List Price Received*	96.0%	96.7%	+ 0.7%	96.0%	96.7%	+ 0.7%
List to Close	124	97	- 21.8%	124	97	- 21.8%
Days on Market Until Sale	59	42	- 28.8%	59	42	- 28.8%
Cumulative Days on Market Until Sale	64	53	- 17.2%	64	53	- 17.2%
Inventory of Homes for Sale	726	552	- 24.0%	--	--	--
Months Supply of Inventory	2.8	2.0	- 28.6%	--	--	--

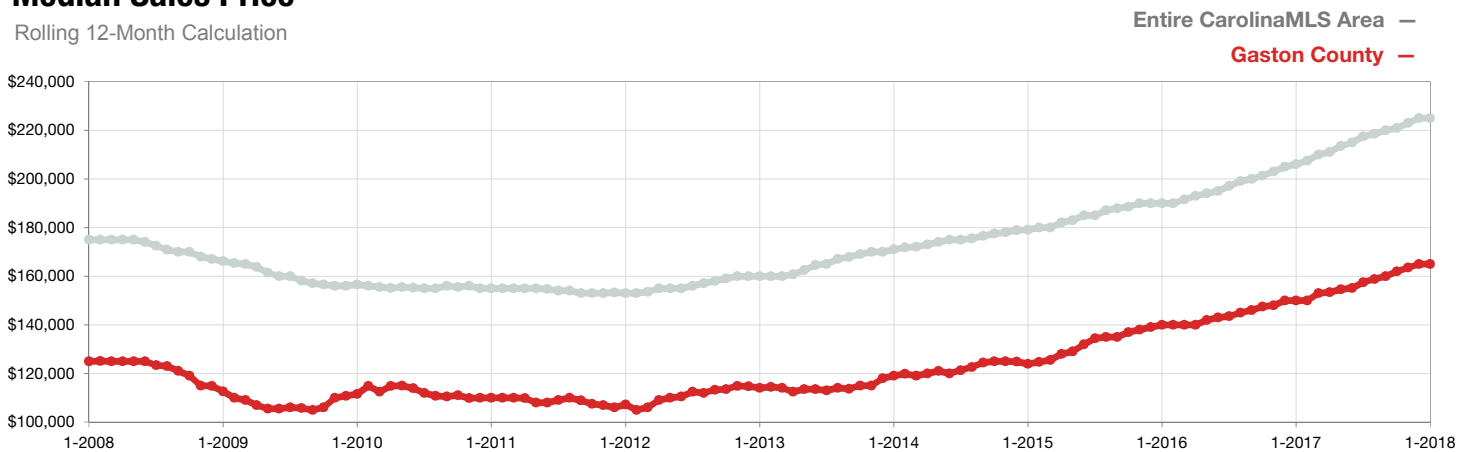
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



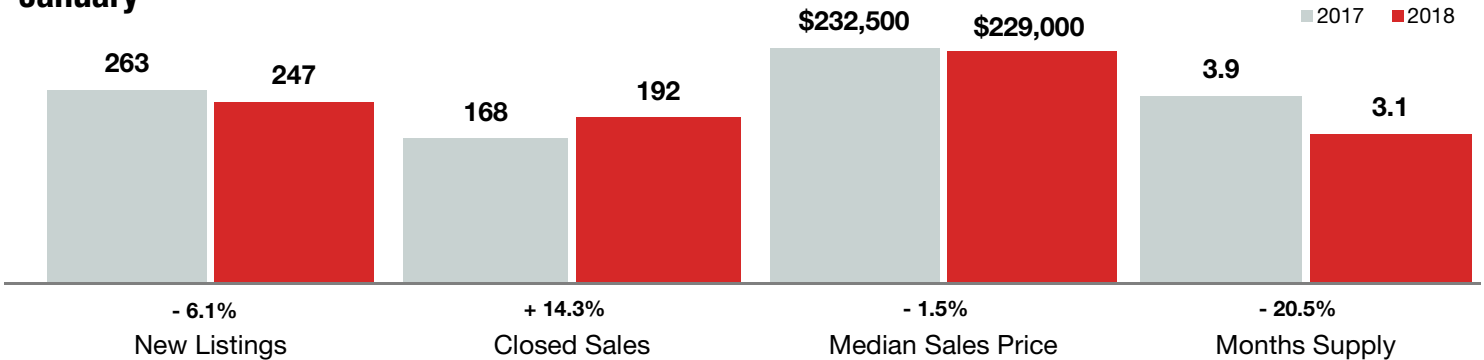
## Iredell County

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	263	247	- 6.1%	263	247	- 6.1%
Pending Sales	183	222	+ 21.3%	183	222	+ 21.3%
Closed Sales	168	192	+ 14.3%	168	192	+ 14.3%
Median Sales Price*	\$232,500	\$229,000	- 1.5%	\$232,500	\$229,000	- 1.5%
Average Sales Price*	\$310,825	\$294,957	- 5.1%	\$310,825	\$294,957	- 5.1%
Percent of Original List Price Received*	94.0%	94.7%	+ 0.7%	94.0%	94.7%	+ 0.7%
List to Close	130	122	- 6.2%	130	122	- 6.2%
Days on Market Until Sale	73	71	- 2.7%	73	71	- 2.7%
Cumulative Days on Market Until Sale	87	83	- 4.6%	87	83	- 4.6%
Inventory of Homes for Sale	967	820	- 15.2%	--	--	--
Months Supply of Inventory	3.9	3.1	- 20.5%	--	--	--

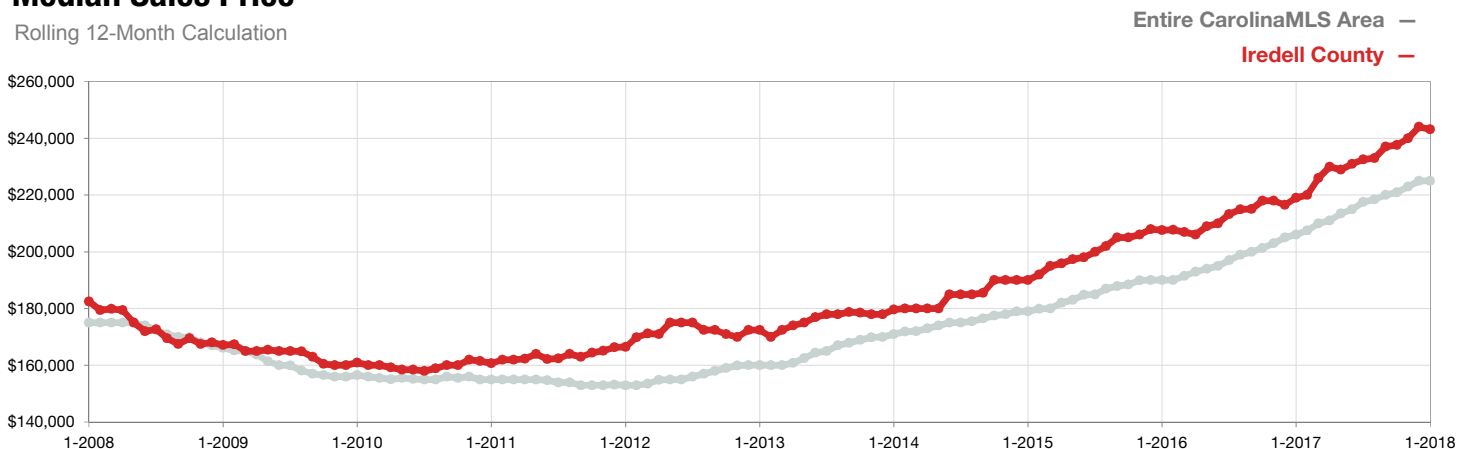
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



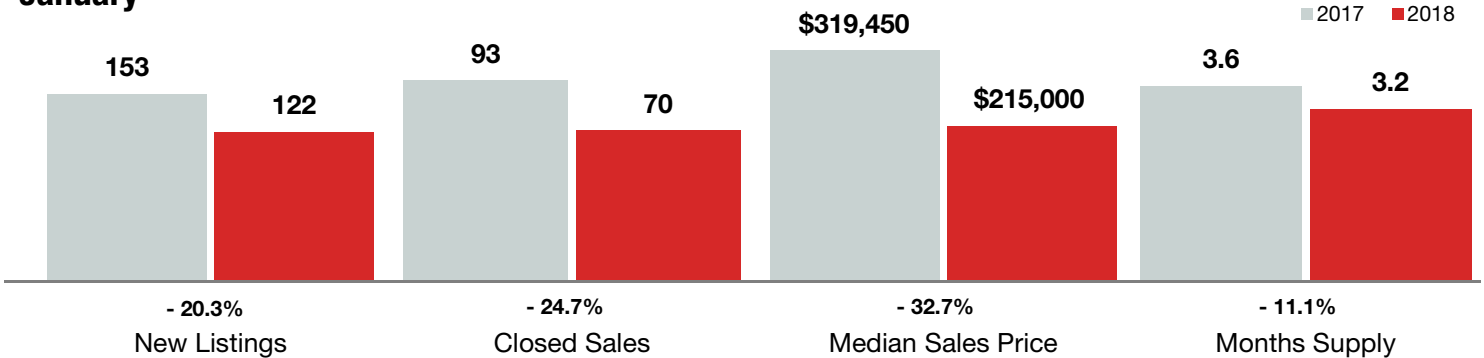
## Lincoln County

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	153	122	- 20.3%	153	122	- 20.3%
Pending Sales	113	99	- 12.4%	113	99	- 12.4%
Closed Sales	93	70	- 24.7%	93	70	- 24.7%
Median Sales Price*	\$319,450	\$215,000	- 32.7%	\$319,450	\$215,000	- 32.7%
Average Sales Price*	\$319,507	\$255,744	- 20.0%	\$319,507	\$255,744	- 20.0%
Percent of Original List Price Received*	95.9%	95.6%	- 0.3%	95.9%	95.6%	- 0.3%
List to Close	110	113	+ 2.7%	110	113	+ 2.7%
Days on Market Until Sale	58	54	- 6.9%	58	54	- 6.9%
Cumulative Days on Market Until Sale	63	57	- 9.5%	63	57	- 9.5%
Inventory of Homes for Sale	401	377	- 6.0%	--	--	--
Months Supply of Inventory	3.6	3.2	- 11.1%	--	--	--

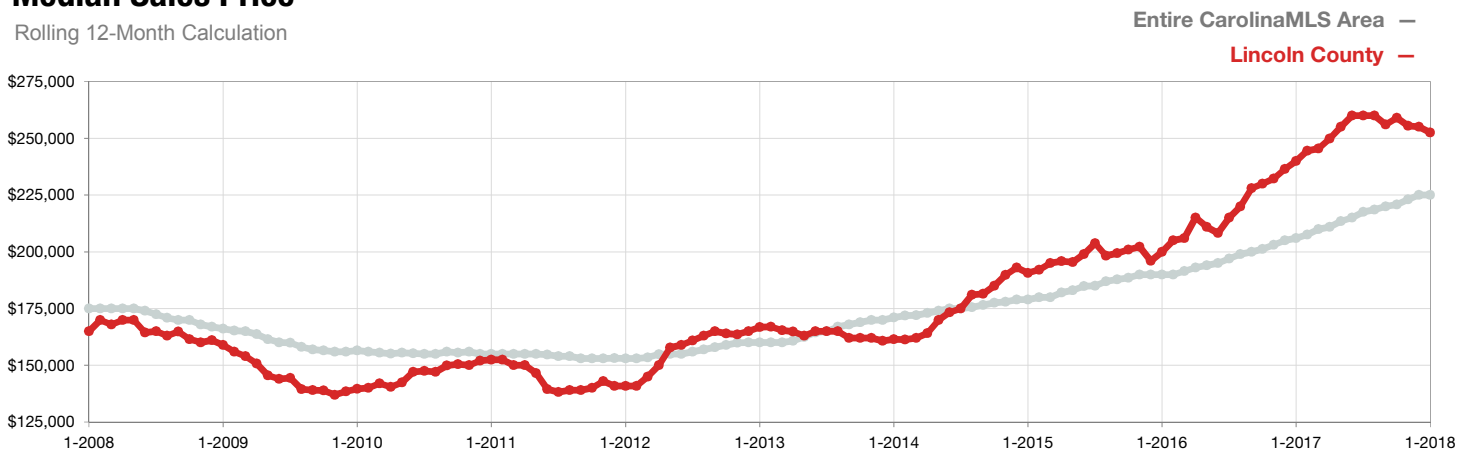
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



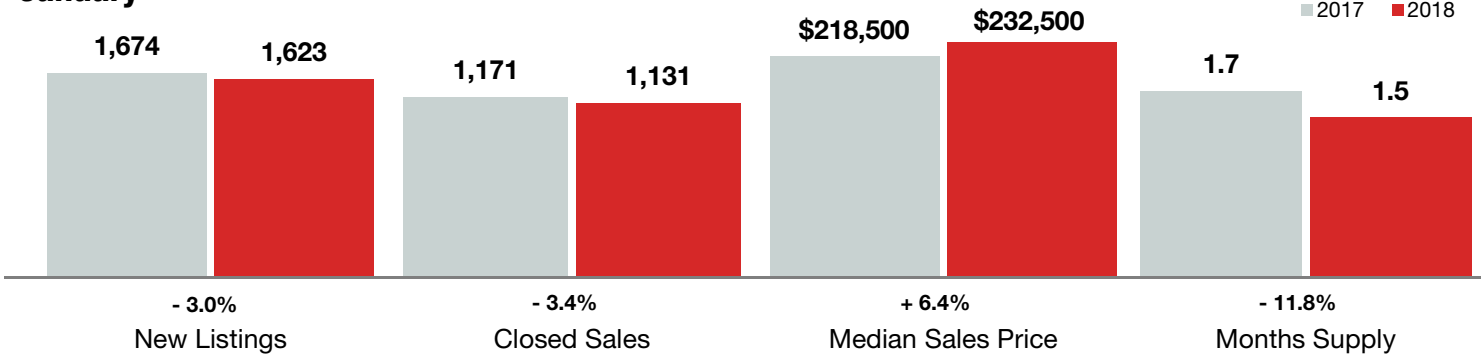
## Mecklenburg County

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	1,674	1,623	- 3.0%	1,674	1,623	- 3.0%
Pending Sales	1,466	1,408	- 4.0%	1,466	1,408	- 4.0%
Closed Sales	1,171	1,131	- 3.4%	1,171	1,131	- 3.4%
Median Sales Price*	\$218,500	\$232,500	+ 6.4%	\$218,500	\$232,500	+ 6.4%
Average Sales Price*	\$284,529	\$295,624	+ 3.9%	\$284,529	\$295,624	+ 3.9%
Percent of Original List Price Received*	97.0%	96.9%	- 0.1%	97.0%	96.9%	- 0.1%
List to Close	105	96	- 8.6%	105	96	- 8.6%
Days on Market Until Sale	43	40	- 7.0%	43	40	- 7.0%
Cumulative Days on Market Until Sale	51	48	- 5.9%	51	48	- 5.9%
Inventory of Homes for Sale	2,855	2,553	- 10.6%	--	--	--
Months Supply of Inventory	1.7	1.5	- 11.8%	--	--	--

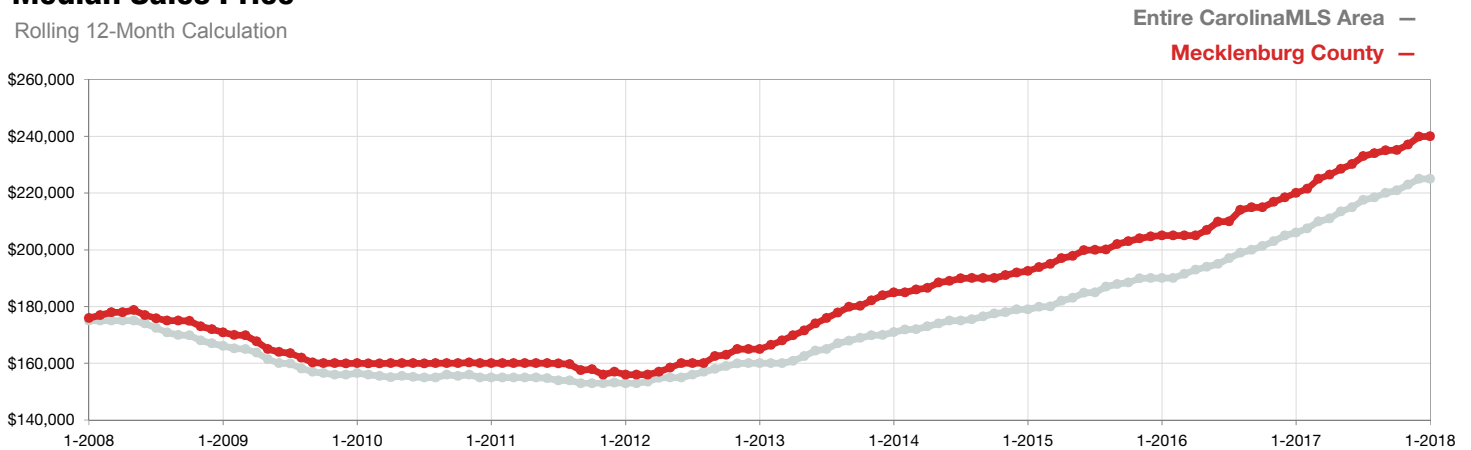
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation





# Local Market Update for January 2018

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



Charlotte Regional Realtor® Association

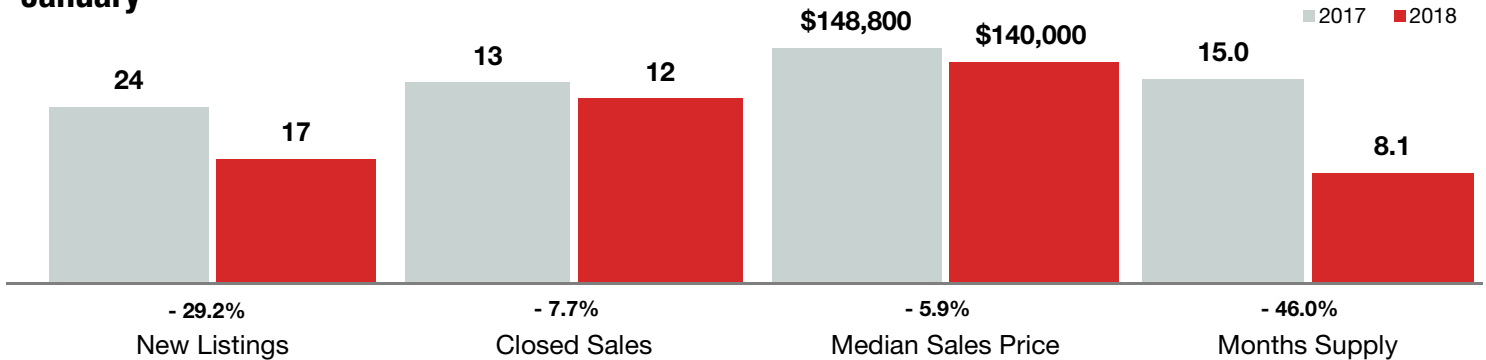
## Montgomery County

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	24	17	- 29.2%	24	17	- 29.2%
Pending Sales	9	10	+ 11.1%	9	10	+ 11.1%
Closed Sales	13	12	- 7.7%	13	12	- 7.7%
Median Sales Price*	\$148,800	\$140,000	- 5.9%	\$148,800	\$140,000	- 5.9%
Average Sales Price*	\$197,600	\$261,496	+ 32.3%	\$197,600	\$261,496	+ 32.3%
Percent of Original List Price Received*	91.0%	88.2%	- 3.1%	91.0%	88.2%	- 3.1%
List to Close	235	193	- 17.9%	235	193	- 17.9%
Days on Market Until Sale	182	150	- 17.6%	182	150	- 17.6%
Cumulative Days on Market Until Sale	193	174	- 9.8%	193	174	- 9.8%
Inventory of Homes for Sale	228	153	- 32.9%	--	--	--
Months Supply of Inventory	15.0	8.1	- 46.0%	--	--	--

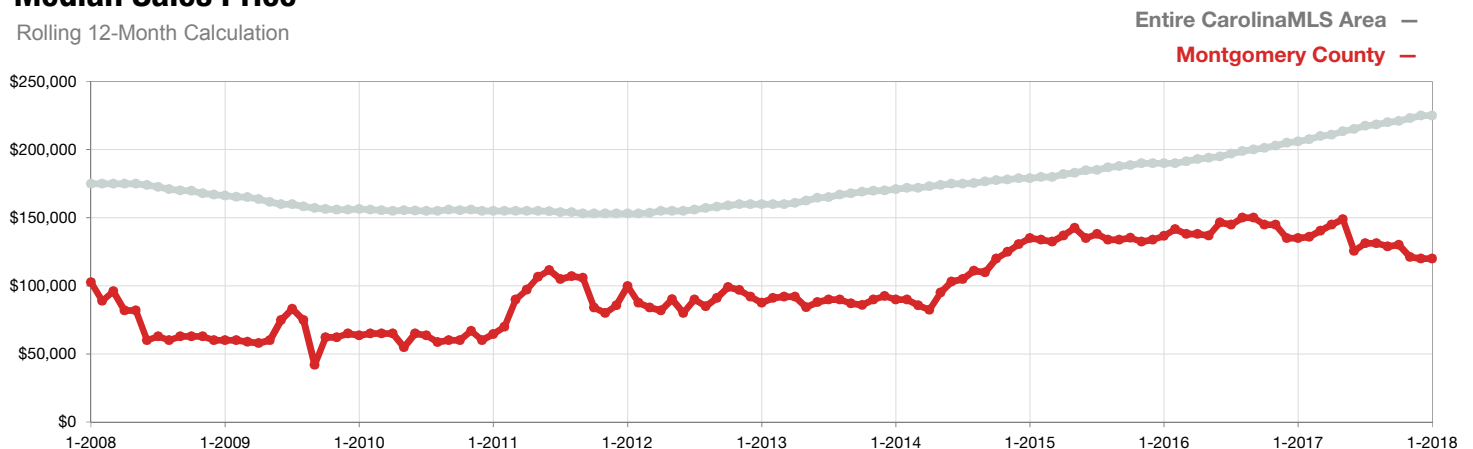
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



Charlotte Regional Realtor® Association

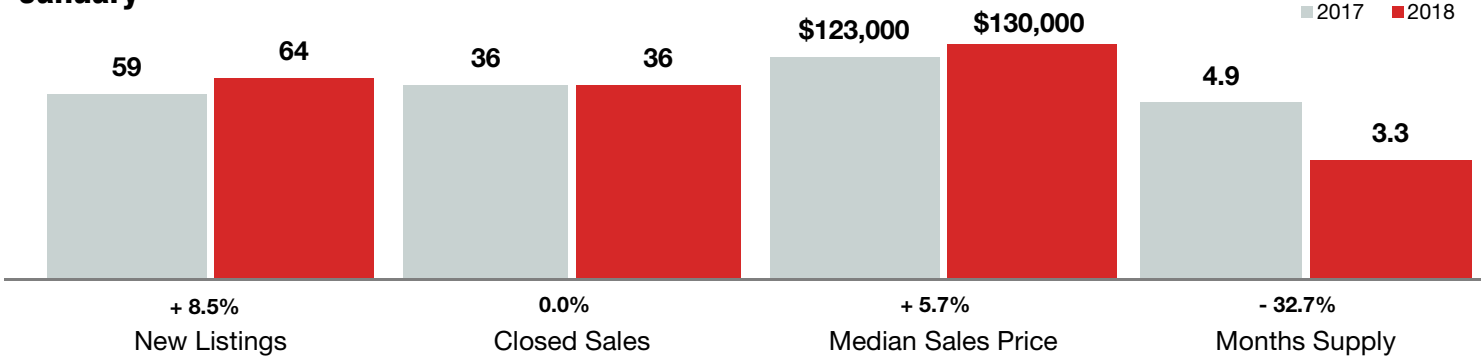
## Stanly County

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	59	64	+ 8.5%	59	64	+ 8.5%
Pending Sales	57	54	- 5.3%	57	54	- 5.3%
Closed Sales	36	36	0.0%	36	36	0.0%
Median Sales Price*	\$123,000	\$130,000	+ 5.7%	\$123,000	\$130,000	+ 5.7%
Average Sales Price*	\$130,629	\$155,314	+ 18.9%	\$130,629	\$155,314	+ 18.9%
Percent of Original List Price Received*	94.7%	90.5%	- 4.4%	94.7%	90.5%	- 4.4%
List to Close	128	135	+ 5.5%	128	135	+ 5.5%
Days on Market Until Sale	75	77	+ 2.7%	75	77	+ 2.7%
Cumulative Days on Market Until Sale	80	82	+ 2.5%	80	82	+ 2.5%
Inventory of Homes for Sale	251	187	- 25.5%	--	--	--
Months Supply of Inventory	4.9	3.3	- 32.7%	--	--	--

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

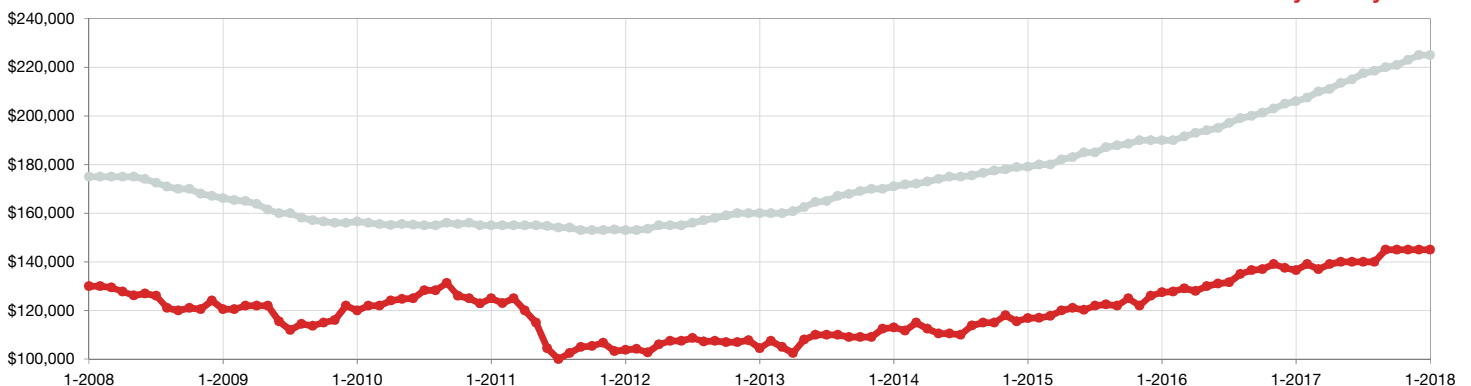
### January



### Median Sales Price

Rolling 12-Month Calculation

Entire CarolinaMLS Area —  
Stanly County —



# Local Market Update for January 2018

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



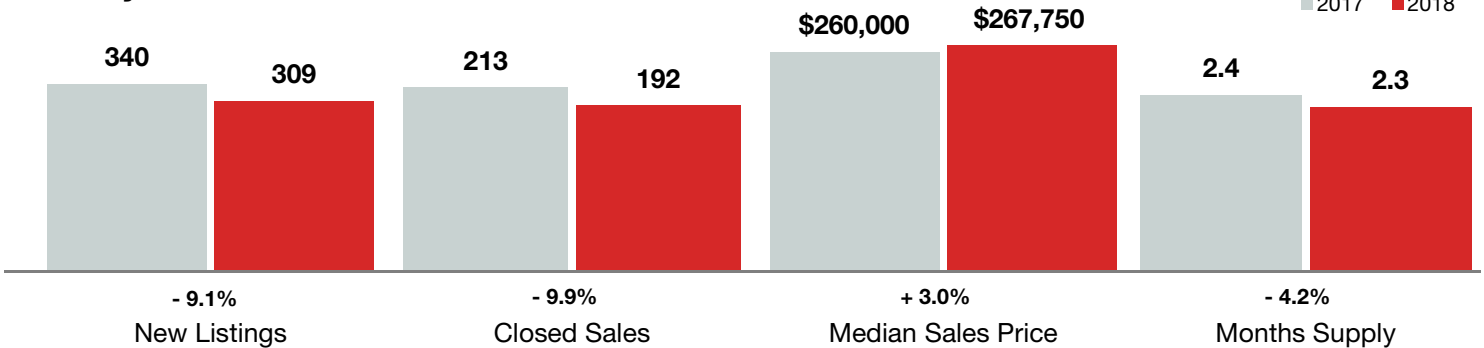
## Union County

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	340	309	- 9.1%	340	309	- 9.1%
Pending Sales	282	292	+ 3.5%	282	292	+ 3.5%
Closed Sales	213	192	- 9.9%	213	192	- 9.9%
Median Sales Price*	\$260,000	\$267,750	+ 3.0%	\$260,000	\$267,750	+ 3.0%
Average Sales Price*	\$325,632	\$332,239	+ 2.0%	\$325,632	\$332,239	+ 2.0%
Percent of Original List Price Received*	95.5%	96.8%	+ 1.4%	95.5%	96.8%	+ 1.4%
List to Close	126	98	- 22.2%	126	98	- 22.2%
Days on Market Until Sale	62	44	- 29.0%	62	44	- 29.0%
Cumulative Days on Market Until Sale	77	56	- 27.3%	77	56	- 27.3%
Inventory of Homes for Sale	853	779	- 8.7%	--	--	--
Months Supply of Inventory	2.4	2.3	- 4.2%	--	--	--

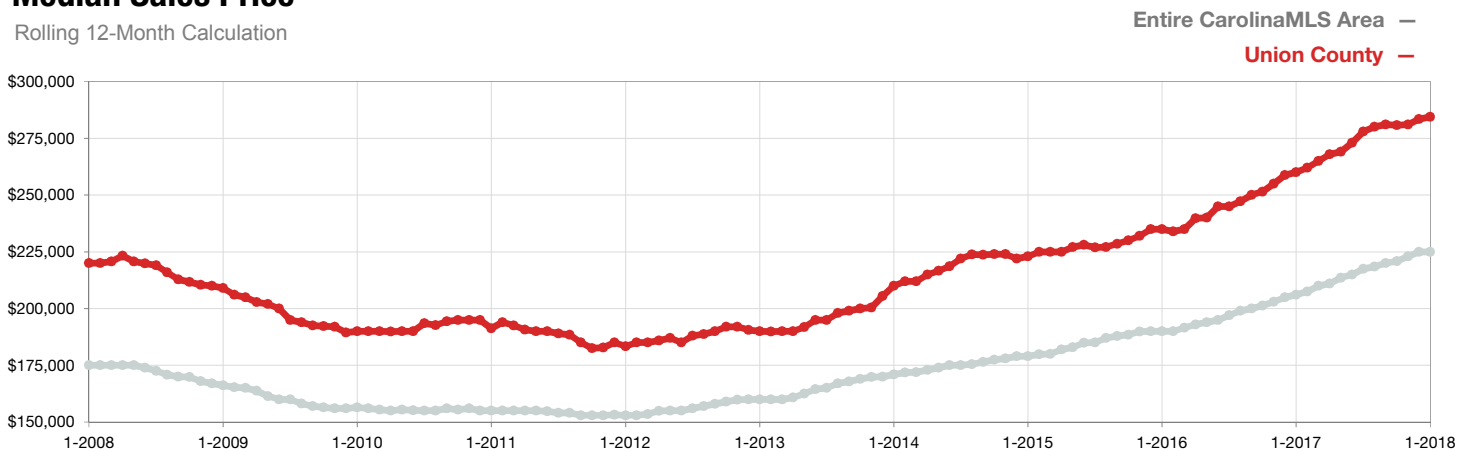
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



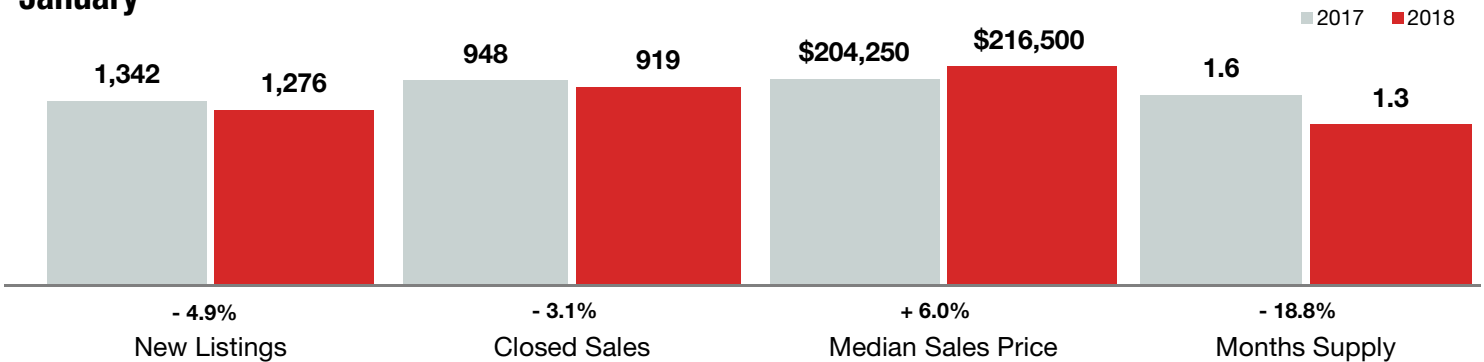
## City of Charlotte

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	1,342	<b>1,276</b>	- 4.9%	1,342	<b>1,276</b>	- 4.9%
Pending Sales	1,190	<b>1,136</b>	- 4.5%	1,190	<b>1,136</b>	- 4.5%
Closed Sales	948	<b>919</b>	- 3.1%	948	<b>919</b>	- 3.1%
Median Sales Price*	\$204,250	<b>\$216,500</b>	+ 6.0%	\$204,250	<b>\$216,500</b>	+ 6.0%
Average Sales Price*	\$268,961	<b>\$284,418</b>	+ 5.7%	\$268,961	<b>\$284,418</b>	+ 5.7%
Percent of Original List Price Received*	97.1%	<b>97.2%</b>	+ 0.1%	97.1%	<b>97.2%</b>	+ 0.1%
List to Close	102	<b>95</b>	- 6.9%	102	<b>95</b>	- 6.9%
Days on Market Until Sale	40	<b>38</b>	- 5.0%	40	<b>38</b>	- 5.0%
Cumulative Days on Market Until Sale	47	<b>47</b>	0.0%	47	<b>47</b>	0.0%
Inventory of Homes for Sale	2,086	<b>1,849</b>	- 11.4%	--	--	--
Months Supply of Inventory	1.6	<b>1.3</b>	- 18.8%	--	--	--

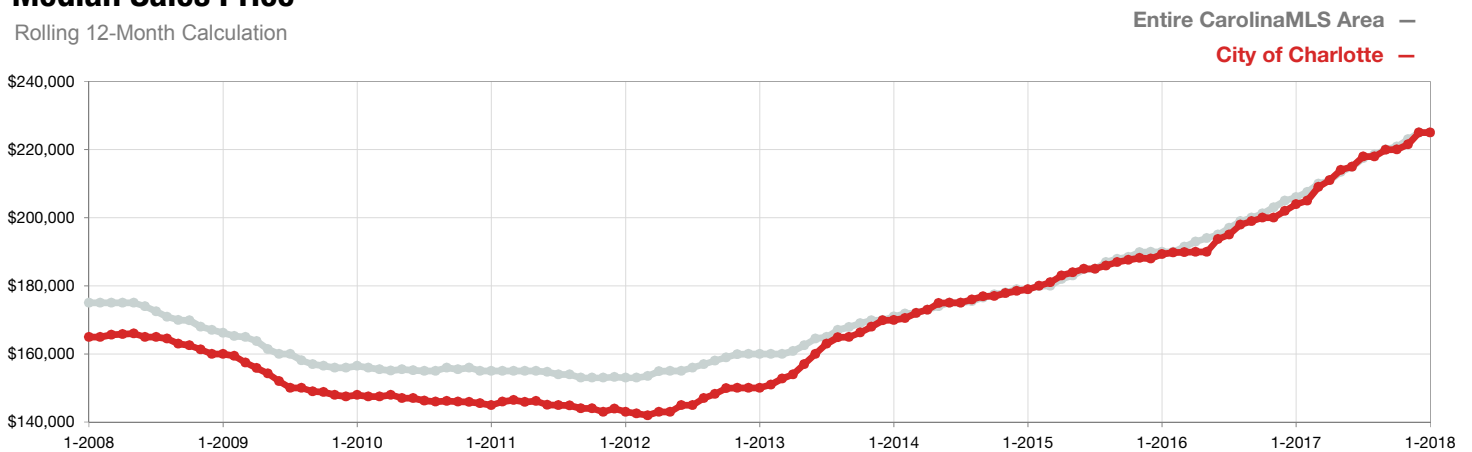
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



Charlotte Regional Realtor® Association

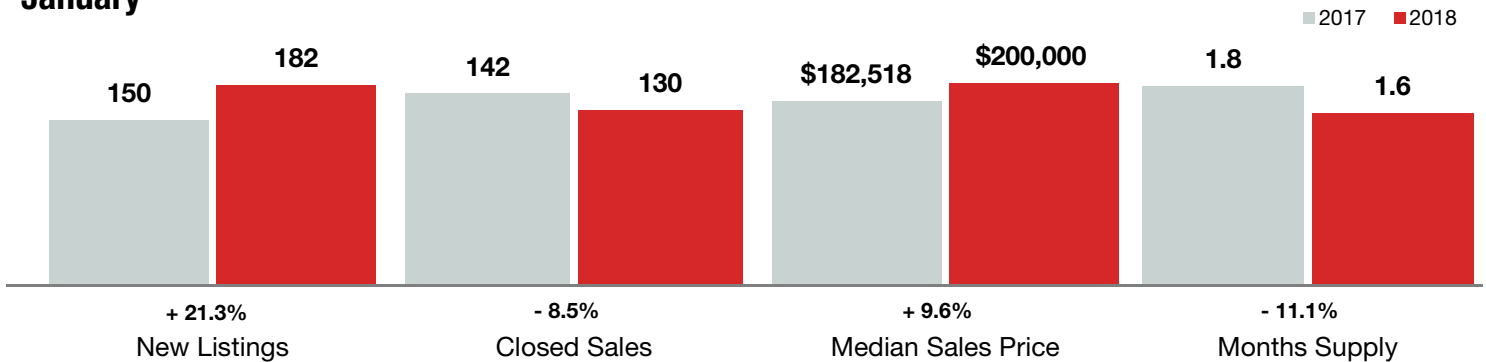
## Concord

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	150	182	+ 21.3%	150	182	+ 21.3%
Pending Sales	124	138	+ 11.3%	124	138	+ 11.3%
Closed Sales	142	130	- 8.5%	142	130	- 8.5%
Median Sales Price*	\$182,518	\$200,000	+ 9.6%	\$182,518	\$200,000	+ 9.6%
Average Sales Price*	\$205,543	\$225,202	+ 9.6%	\$205,543	\$225,202	+ 9.6%
Percent of Original List Price Received*	96.1%	96.4%	+ 0.3%	96.1%	96.4%	+ 0.3%
List to Close	91	95	+ 4.4%	91	95	+ 4.4%
Days on Market Until Sale	37	36	- 2.7%	37	36	- 2.7%
Cumulative Days on Market Until Sale	51	39	- 23.5%	51	39	- 23.5%
Inventory of Homes for Sale	311	300	- 3.5%	--	--	--
Months Supply of Inventory	1.8	1.6	- 11.1%	--	--	--

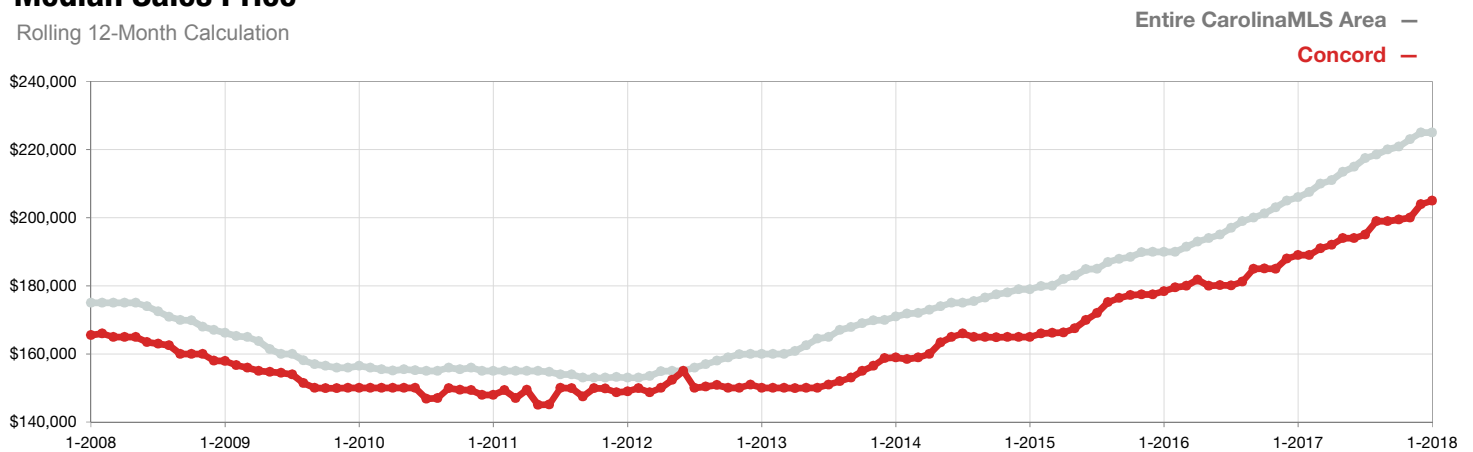
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



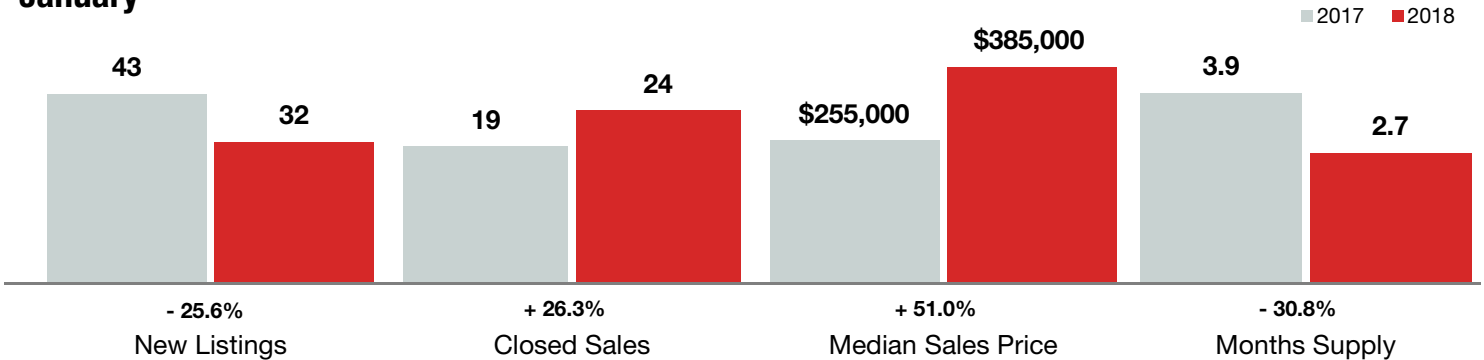
## Davidson

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	43	32	- 25.6%	43	32	- 25.6%
Pending Sales	28	28	0.0%	28	28	0.0%
Closed Sales	19	24	+ 26.3%	19	24	+ 26.3%
Median Sales Price*	\$255,000	\$385,000	+ 51.0%	\$255,000	\$385,000	+ 51.0%
Average Sales Price*	\$402,746	\$447,801	+ 11.2%	\$402,746	\$447,801	+ 11.2%
Percent of Original List Price Received*	96.7%	96.0%	- 0.7%	96.7%	96.0%	- 0.7%
List to Close	188	153	- 18.6%	188	153	- 18.6%
Days on Market Until Sale	101	98	- 3.0%	101	98	- 3.0%
Cumulative Days on Market Until Sale	137	103	- 24.8%	137	103	- 24.8%
Inventory of Homes for Sale	146	106	- 27.4%	--	--	--
Months Supply of Inventory	3.9	2.7	- 30.8%	--	--	--

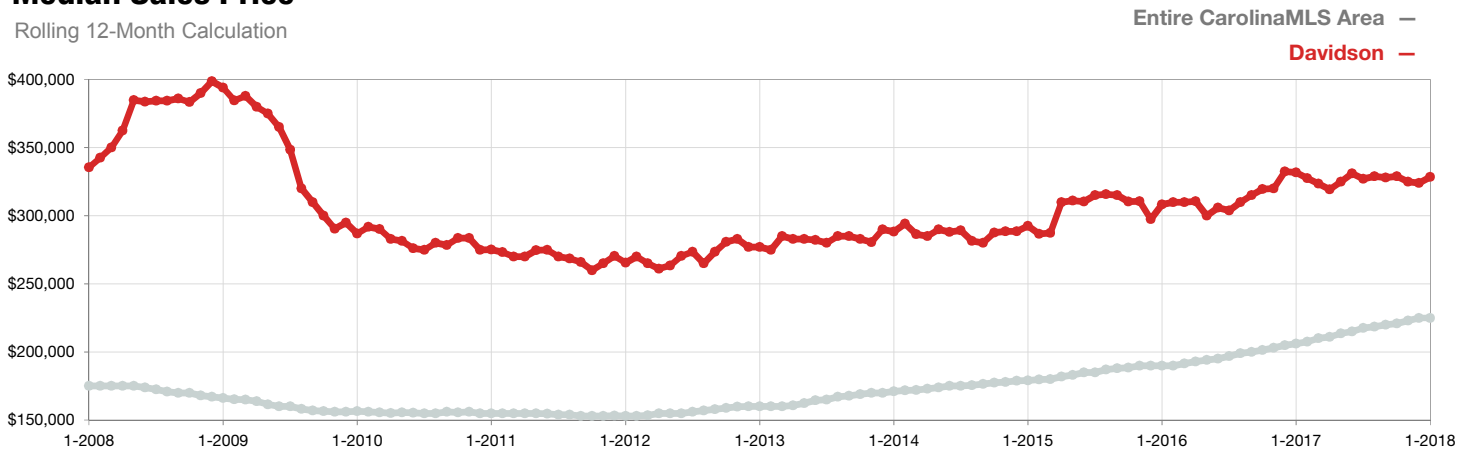
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



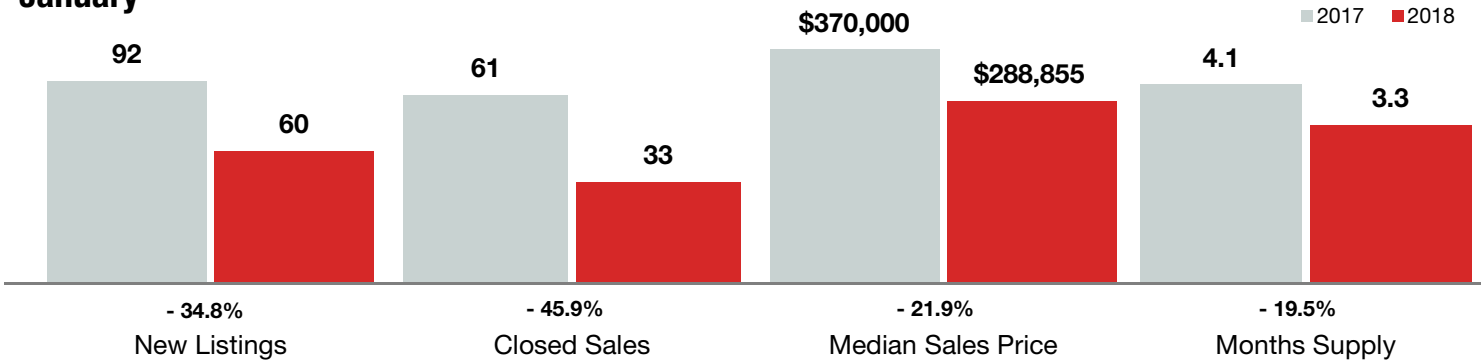
## Denver

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	92	60	- 34.8%	92	60	- 34.8%
Pending Sales	69	51	- 26.1%	69	51	- 26.1%
Closed Sales	61	33	- 45.9%	61	33	- 45.9%
Median Sales Price*	\$370,000	\$288,855	- 21.9%	\$370,000	\$288,855	- 21.9%
Average Sales Price*	\$393,902	\$329,268	- 16.4%	\$393,902	\$329,268	- 16.4%
Percent of Original List Price Received*	97.3%	96.9%	- 0.4%	97.3%	96.9%	- 0.4%
List to Close	99	134	+ 35.4%	99	134	+ 35.4%
Days on Market Until Sale	53	67	+ 26.4%	53	67	+ 26.4%
Cumulative Days on Market Until Sale	61	69	+ 13.1%	61	69	+ 13.1%
Inventory of Homes for Sale	230	206	- 10.4%	--	--	--
Months Supply of Inventory	4.1	3.3	- 19.5%	--	--	--

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

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



Charlotte Regional Realtor® Association

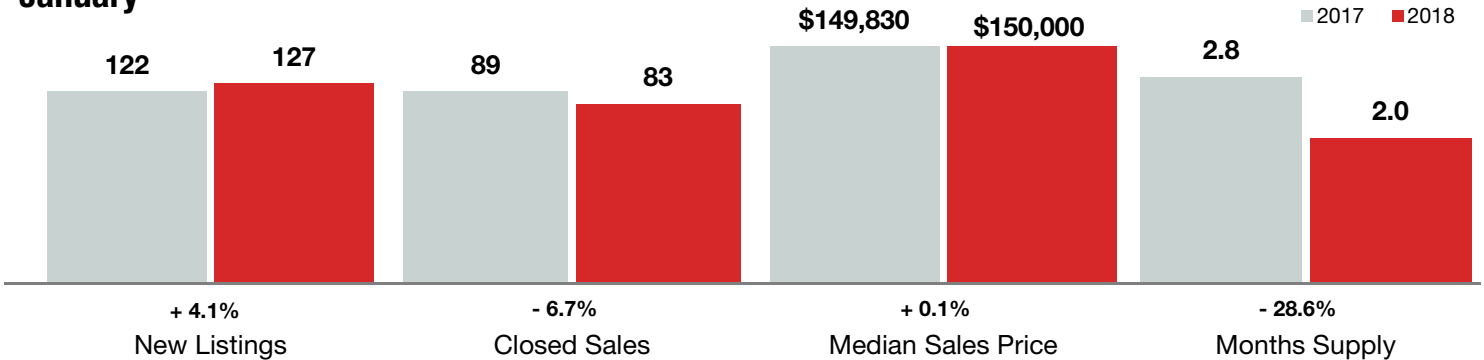
## Gastonia

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	122	127	+ 4.1%	122	127	+ 4.1%
Pending Sales	99	107	+ 8.1%	99	107	+ 8.1%
Closed Sales	89	83	- 6.7%	89	83	- 6.7%
Median Sales Price*	\$149,830	\$150,000	+ 0.1%	\$149,830	\$150,000	+ 0.1%
Average Sales Price*	\$163,373	\$150,410	- 7.9%	\$163,373	\$150,410	- 7.9%
Percent of Original List Price Received*	95.1%	94.9%	- 0.2%	95.1%	94.9%	- 0.2%
List to Close	127	74	- 41.7%	127	74	- 41.7%
Days on Market Until Sale	70	31	- 55.7%	70	31	- 55.7%
Cumulative Days on Market Until Sale	74	51	- 31.1%	74	51	- 31.1%
Inventory of Homes for Sale	348	240	- 31.0%	--	--	--
Months Supply of Inventory	2.8	2.0	- 28.6%	--	--	--

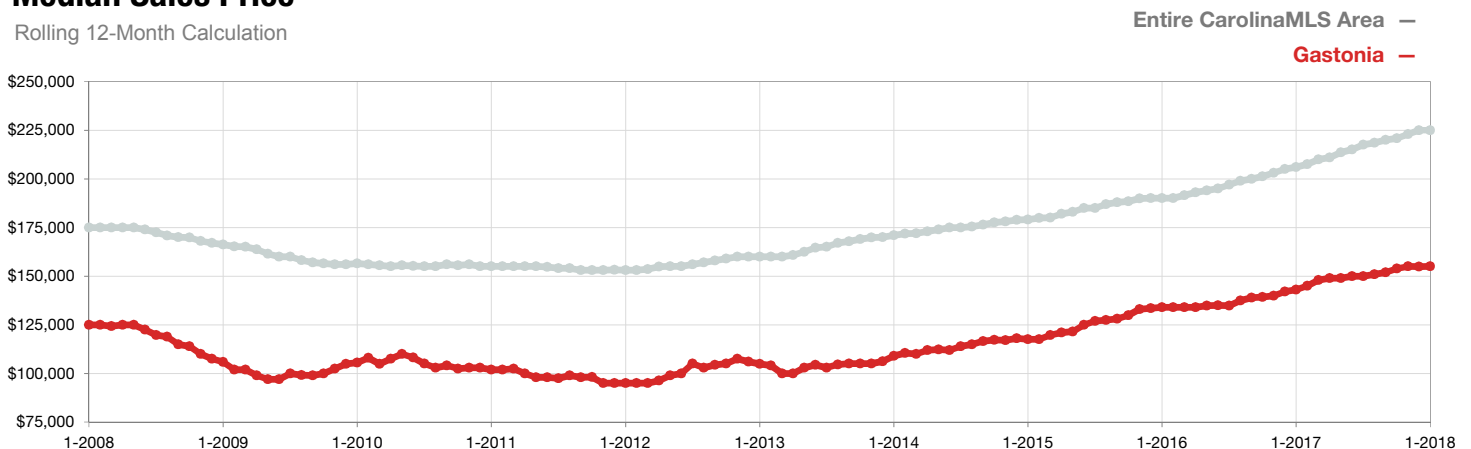
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation





# Local Market Update for January 2018

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



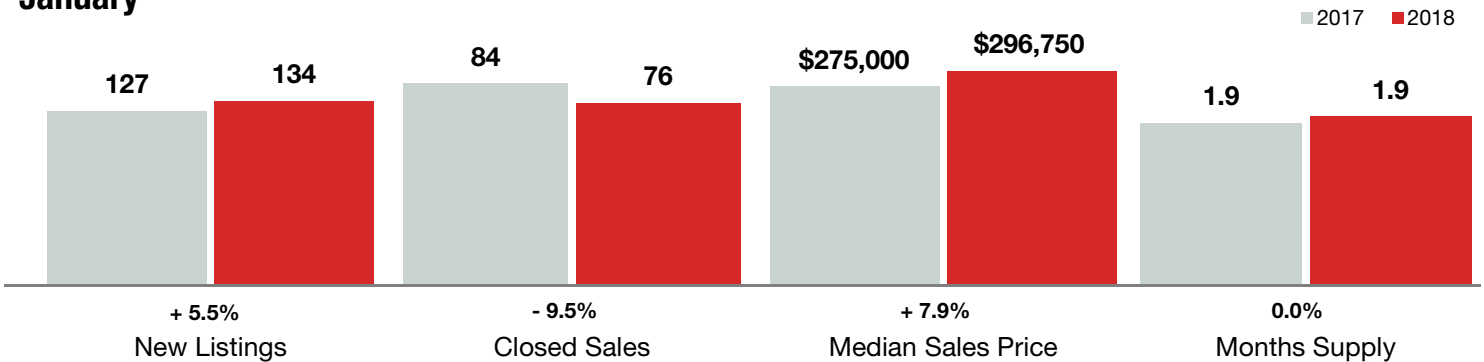
## Huntersville

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	127	134	+ 5.5%	127	134	+ 5.5%
Pending Sales	119	110	- 7.6%	119	110	- 7.6%
Closed Sales	84	76	- 9.5%	84	76	- 9.5%
Median Sales Price*	\$275,000	\$296,750	+ 7.9%	\$275,000	\$296,750	+ 7.9%
Average Sales Price*	\$310,020	\$323,022	+ 4.2%	\$310,020	\$323,022	+ 4.2%
Percent of Original List Price Received*	97.2%	95.5%	- 1.7%	97.2%	95.5%	- 1.7%
List to Close	113	105	- 7.1%	113	105	- 7.1%
Days on Market Until Sale	53	48	- 9.4%	53	48	- 9.4%
Cumulative Days on Market Until Sale	63	54	- 14.3%	63	54	- 14.3%
Inventory of Homes for Sale	253	270	+ 6.7%	--	--	--
Months Supply of Inventory	1.9	1.9	0.0%	--	--	--

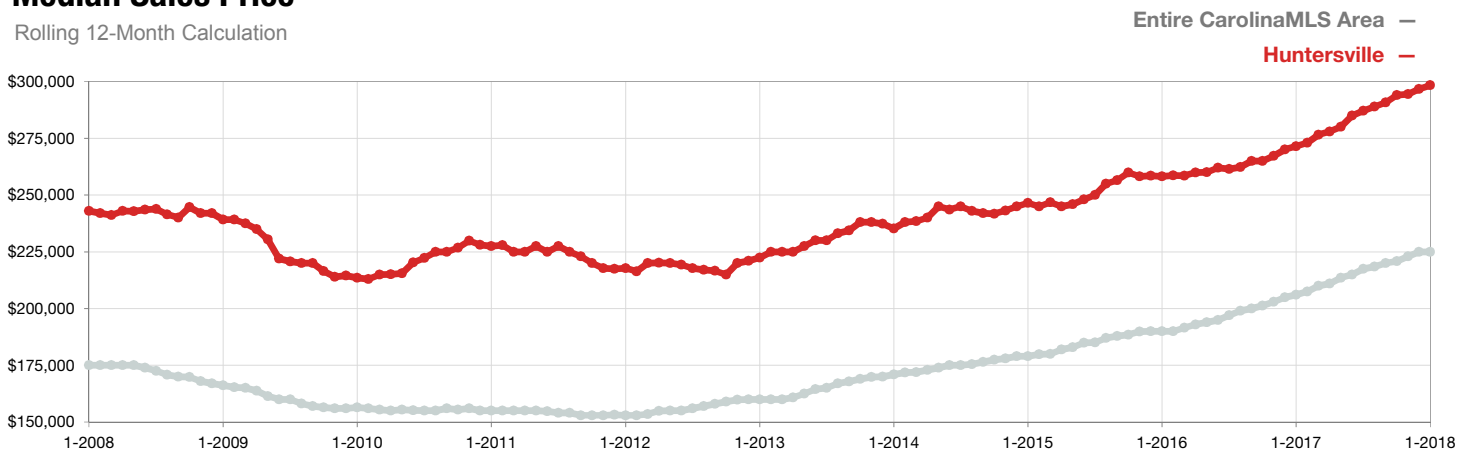
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



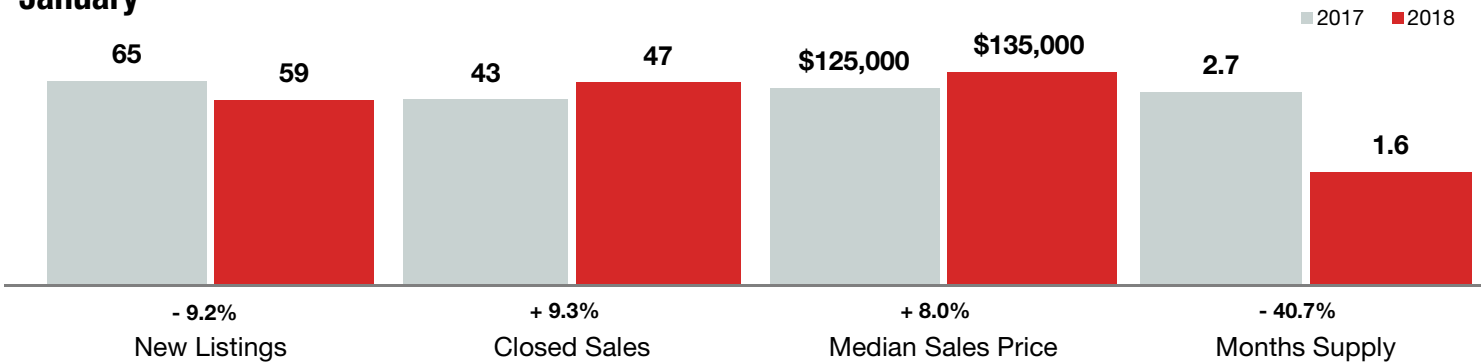
## Kannapolis

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	65	59	- 9.2%	65	59	- 9.2%
Pending Sales	49	79	+ 61.2%	49	79	+ 61.2%
Closed Sales	43	47	+ 9.3%	43	47	+ 9.3%
Median Sales Price*	\$125,000	\$135,000	+ 8.0%	\$125,000	\$135,000	+ 8.0%
Average Sales Price*	\$133,613	\$147,336	+ 10.3%	\$133,613	\$147,336	+ 10.3%
Percent of Original List Price Received*	94.6%	94.8%	+ 0.2%	94.6%	94.8%	+ 0.2%
List to Close	99	96	- 3.0%	99	96	- 3.0%
Days on Market Until Sale	54	52	- 3.7%	54	52	- 3.7%
Cumulative Days on Market Until Sale	63	80	+ 27.0%	63	80	+ 27.0%
Inventory of Homes for Sale	155	102	- 34.2%	--	--	--
Months Supply of Inventory	2.7	1.6	- 40.7%	--	--	--

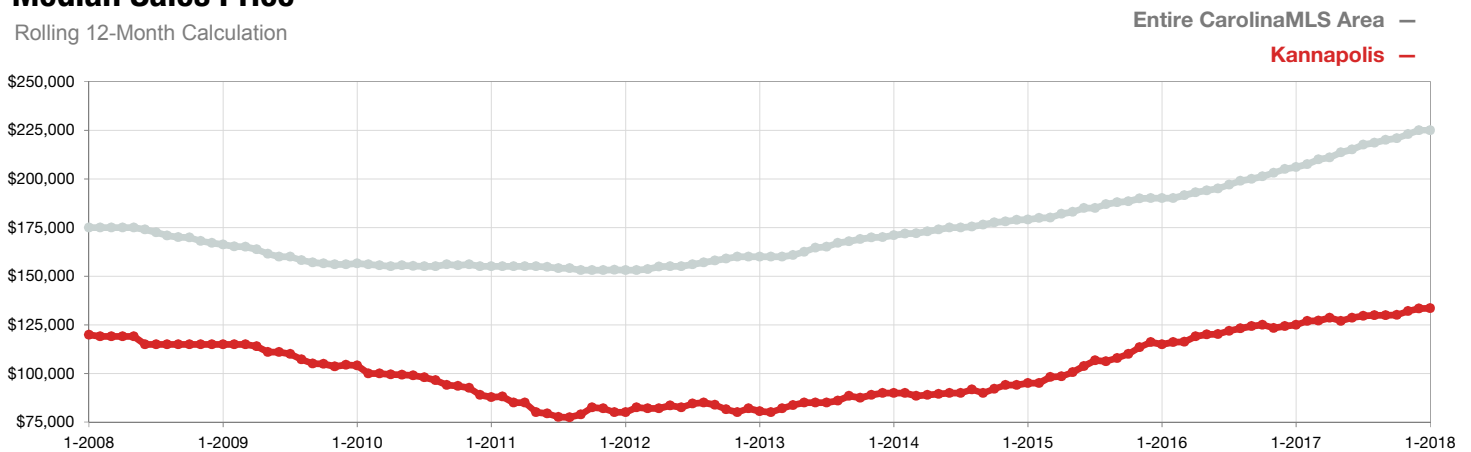
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



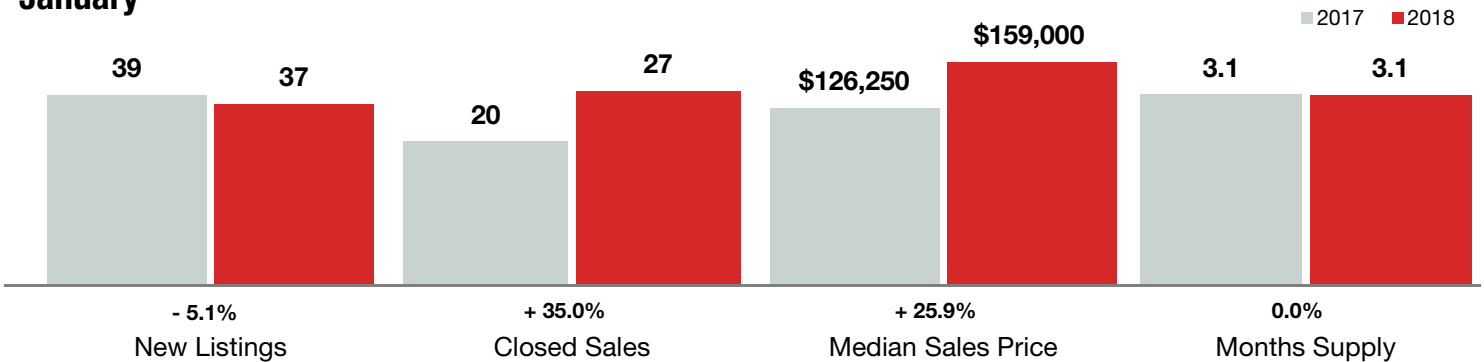
## Lincolnton

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	39	37	- 5.1%	39	37	- 5.1%
Pending Sales	32	34	+ 6.3%	32	34	+ 6.3%
Closed Sales	20	27	+ 35.0%	20	27	+ 35.0%
Median Sales Price*	\$126,250	<b>\$159,000</b>	+ 25.9%	\$126,250	<b>\$159,000</b>	+ 25.9%
Average Sales Price*	\$135,133	<b>\$165,627</b>	+ 22.6%	\$135,133	<b>\$165,627</b>	+ 22.6%
Percent of Original List Price Received*	90.9%	<b>94.1%</b>	+ 3.5%	90.9%	<b>94.1%</b>	+ 3.5%
List to Close	152	107	- 29.6%	152	107	- 29.6%
Days on Market Until Sale	90	50	- 44.4%	90	50	- 44.4%
Cumulative Days on Market Until Sale	94	50	- 46.8%	94	50	- 46.8%
Inventory of Homes for Sale	108	111	+ 2.8%	--	--	--
Months Supply of Inventory	3.1	3.1	0.0%	--	--	--

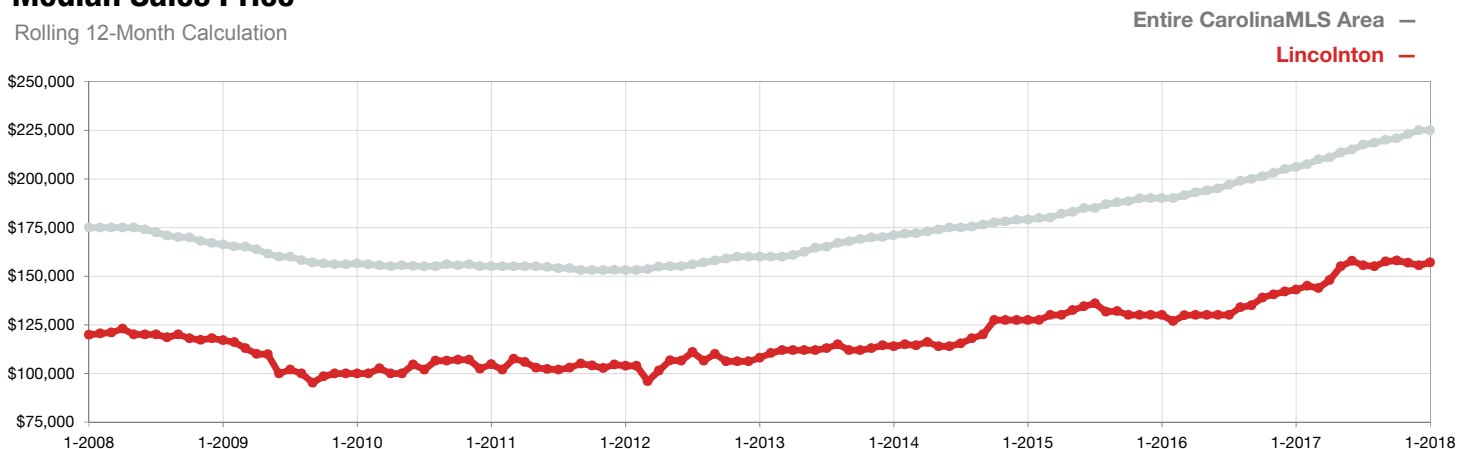
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



Charlotte Regional Realtor® Association

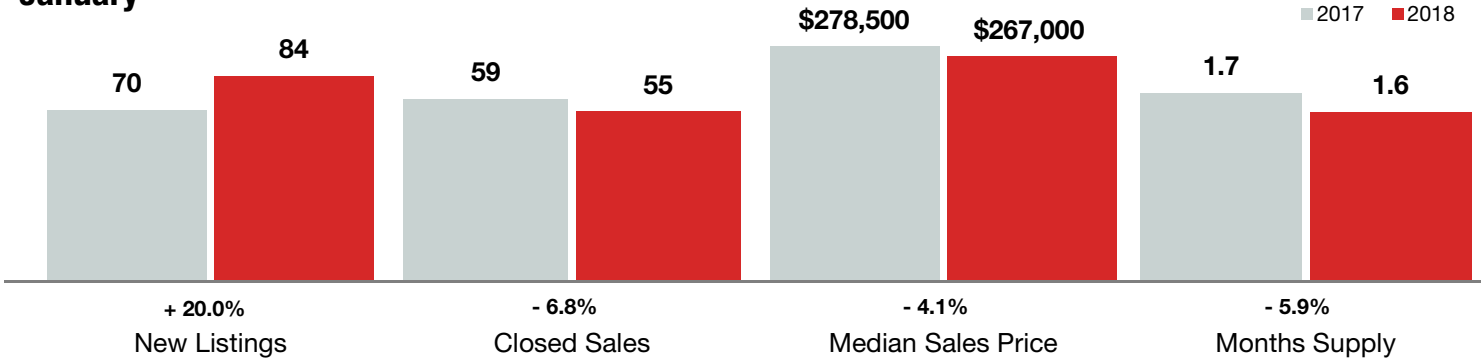
## Matthews

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	70	84	+ 20.0%	70	84	+ 20.0%
Pending Sales	62	73	+ 17.7%	62	73	+ 17.7%
Closed Sales	59	55	- 6.8%	59	55	- 6.8%
Median Sales Price*	\$278,500	\$267,000	- 4.1%	\$278,500	\$267,000	- 4.1%
Average Sales Price*	\$324,292	\$327,824	+ 1.1%	\$324,292	\$327,824	+ 1.1%
Percent of Original List Price Received*	96.8%	96.1%	- 0.7%	96.8%	96.1%	- 0.7%
List to Close	108	85	- 21.3%	108	85	- 21.3%
Days on Market Until Sale	57	39	- 31.6%	57	39	- 31.6%
Cumulative Days on Market Until Sale	75	55	- 26.7%	75	55	- 26.7%
Inventory of Homes for Sale	170	162	- 4.7%	--	--	--
Months Supply of Inventory	1.7	1.6	- 5.9%	--	--	--

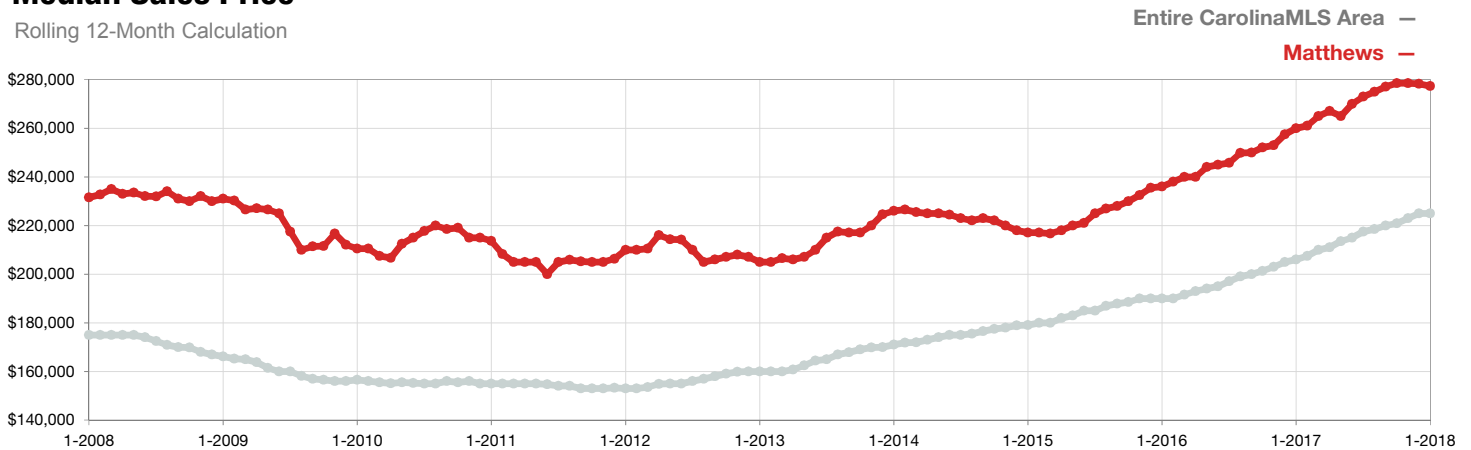
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



Charlotte Regional Realtor® Association

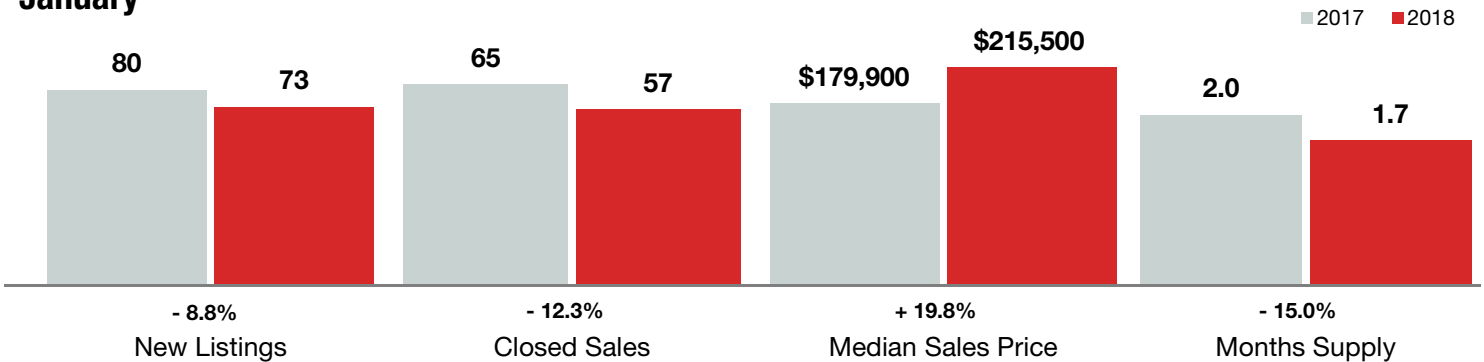
## Monroe

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	80	73	- 8.8%	80	73	- 8.8%
Pending Sales	96	88	- 8.3%	96	88	- 8.3%
Closed Sales	65	57	- 12.3%	65	57	- 12.3%
Median Sales Price*	\$179,900	<b>\$215,500</b>	+ 19.8%	\$179,900	<b>\$215,500</b>	+ 19.8%
Average Sales Price*	\$186,118	<b>\$224,877</b>	+ 20.8%	\$186,118	<b>\$224,877</b>	+ 20.8%
Percent of Original List Price Received*	94.8%	<b>96.8%</b>	+ 2.1%	94.8%	<b>96.8%</b>	+ 2.1%
List to Close	134	82	- 38.8%	134	82	- 38.8%
Days on Market Until Sale	70	41	- 41.4%	70	41	- 41.4%
Cumulative Days on Market Until Sale	82	51	- 37.8%	82	51	- 37.8%
Inventory of Homes for Sale	186	139	- 25.3%	--	--	--
Months Supply of Inventory	2.0	1.7	- 15.0%	--	--	--

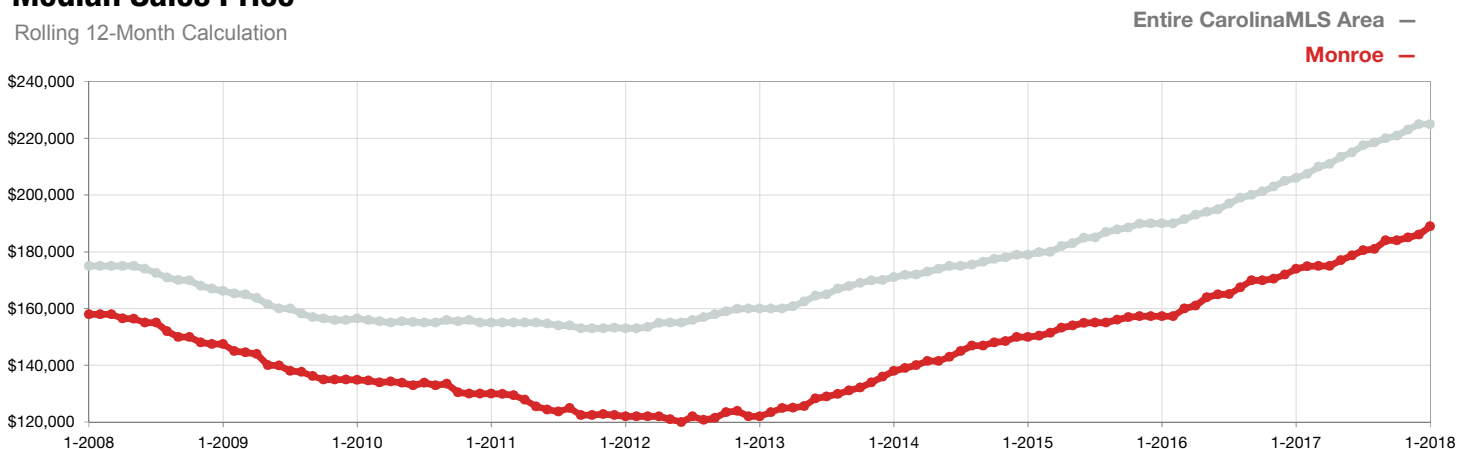
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



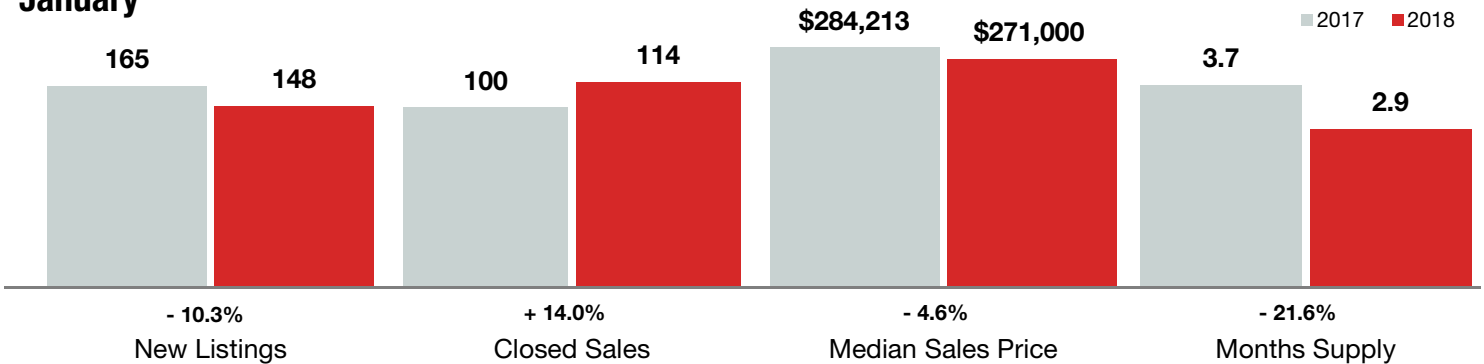
## Mooresville

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	165	148	- 10.3%	165	148	- 10.3%
Pending Sales	118	129	+ 9.3%	118	129	+ 9.3%
Closed Sales	100	114	+ 14.0%	100	114	+ 14.0%
Median Sales Price*	\$284,213	\$271,000	- 4.6%	\$284,213	\$271,000	- 4.6%
Average Sales Price*	\$387,900	\$373,068	- 3.8%	\$387,900	\$373,068	- 3.8%
Percent of Original List Price Received*	94.3%	94.8%	+ 0.5%	94.3%	94.8%	+ 0.5%
List to Close	126	128	+ 1.6%	126	128	+ 1.6%
Days on Market Until Sale	67	76	+ 13.4%	67	76	+ 13.4%
Cumulative Days on Market Until Sale	85	84	- 1.2%	85	84	- 1.2%
Inventory of Homes for Sale	572	495	- 13.5%	--	--	--
Months Supply of Inventory	3.7	2.9	- 21.6%	--	--	--

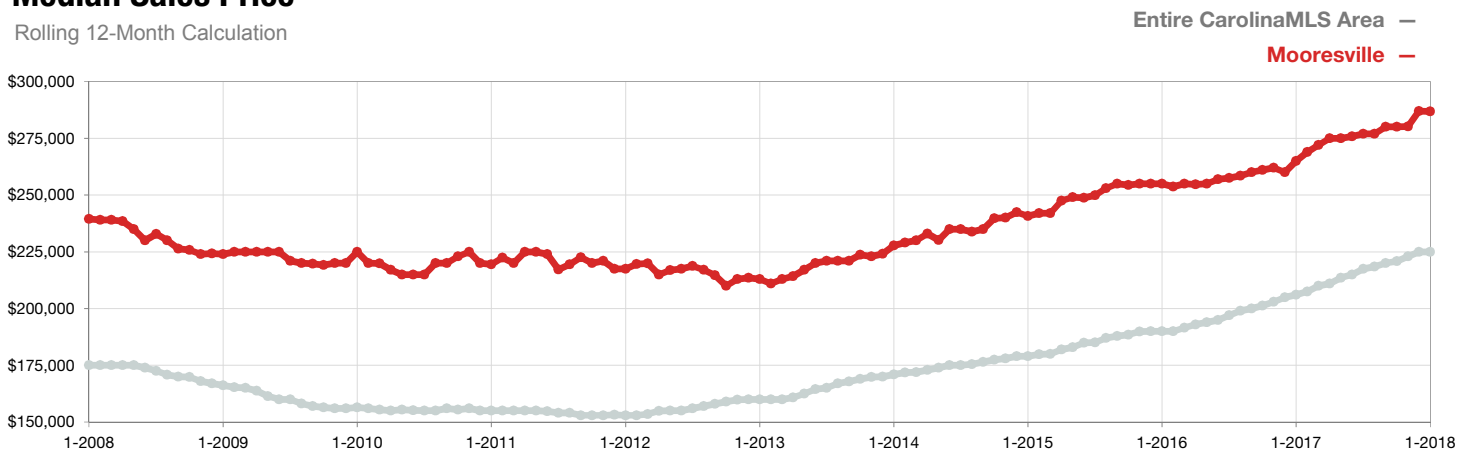
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



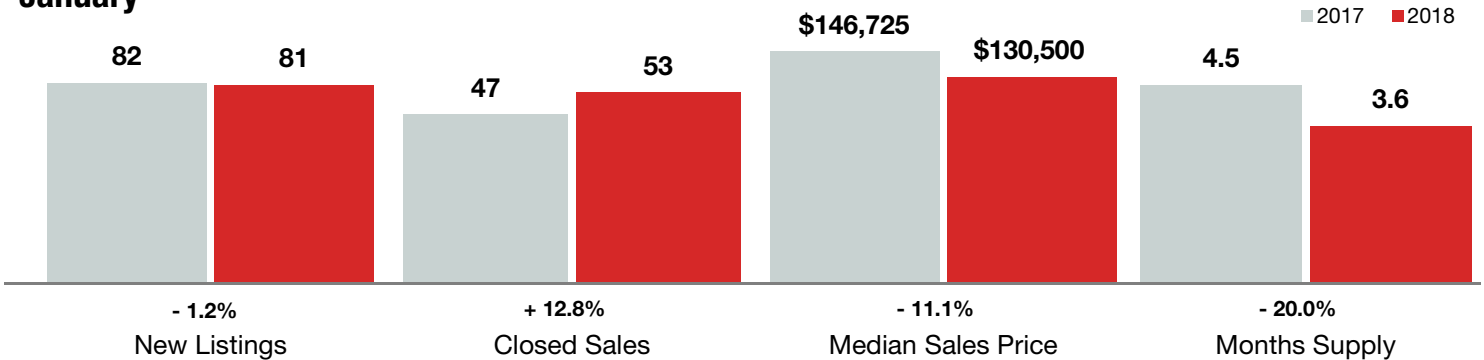
## Salisbury

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	82	81	- 1.2%	82	81	- 1.2%
Pending Sales	54	75	+ 38.9%	54	75	+ 38.9%
Closed Sales	47	53	+ 12.8%	47	53	+ 12.8%
Median Sales Price*	\$146,725	<b>\$130,500</b>	- 11.1%	\$146,725	<b>\$130,500</b>	- 11.1%
Average Sales Price*	\$143,587	<b>\$157,925</b>	+ 10.0%	\$143,587	<b>\$157,925</b>	+ 10.0%
Percent of Original List Price Received*	93.4%	<b>93.1%</b>	- 0.3%	93.4%	<b>93.1%</b>	- 0.3%
List to Close	128	<b>113</b>	- 11.7%	128	<b>113</b>	- 11.7%
Days on Market Until Sale	71	<b>59</b>	- 16.9%	71	<b>59</b>	- 16.9%
Cumulative Days on Market Until Sale	84	<b>60</b>	- 28.6%	84	<b>60</b>	- 28.6%
Inventory of Homes for Sale	301	<b>246</b>	- 18.3%	--	--	--
Months Supply of Inventory	4.5	<b>3.6</b>	- 20.0%	--	--	--

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

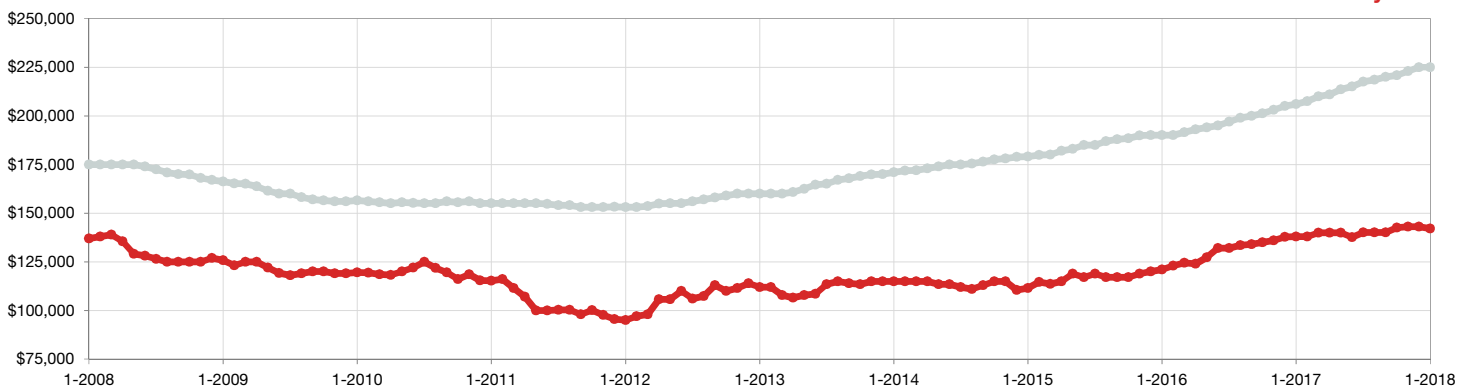
### January



### Median Sales Price

Rolling 12-Month Calculation

Entire CarolinaMLS Area —  
Salisbury —



# Local Market Update for January 2018

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



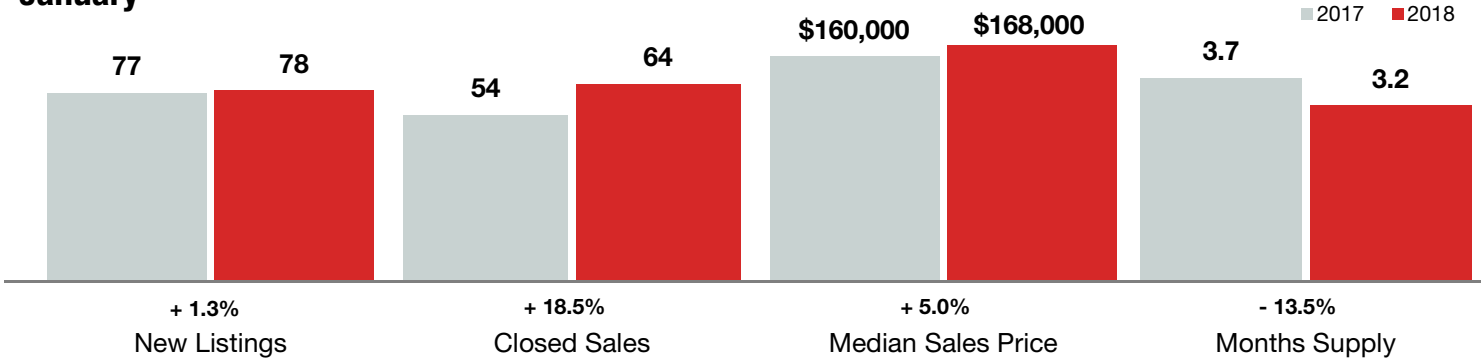
## Statesville

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	77	78	+ 1.3%	77	78	+ 1.3%
Pending Sales	51	71	+ 39.2%	51	71	+ 39.2%
Closed Sales	54	64	+ 18.5%	54	64	+ 18.5%
Median Sales Price*	\$160,000	\$168,000	+ 5.0%	\$160,000	\$168,000	+ 5.0%
Average Sales Price*	\$186,056	\$171,087	- 8.0%	\$186,056	\$171,087	- 8.0%
Percent of Original List Price Received*	93.3%	94.7%	+ 1.5%	93.3%	94.7%	+ 1.5%
List to Close	142	115	- 19.0%	142	115	- 19.0%
Days on Market Until Sale	90	63	- 30.0%	90	63	- 30.0%
Cumulative Days on Market Until Sale	98	79	- 19.4%	98	79	- 19.4%
Inventory of Homes for Sale	274	236	- 13.9%	--	--	--
Months Supply of Inventory	3.7	3.2	- 13.5%	--	--	--

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

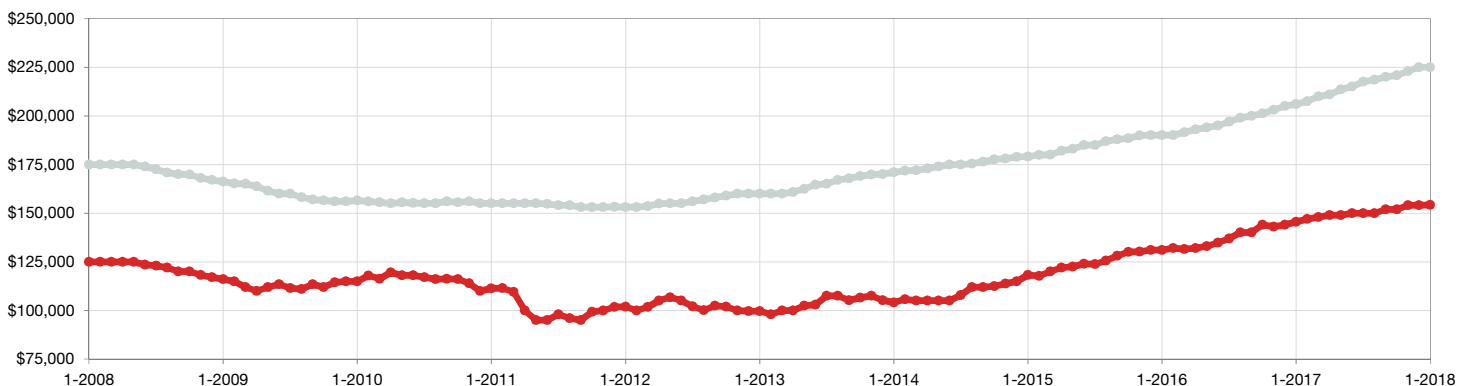
### January



### Median Sales Price

Rolling 12-Month Calculation

Entire CarolinaMLS Area —  
Statesville —





# Local Market Update for January 2018

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



Charlotte Regional Realtor® Association

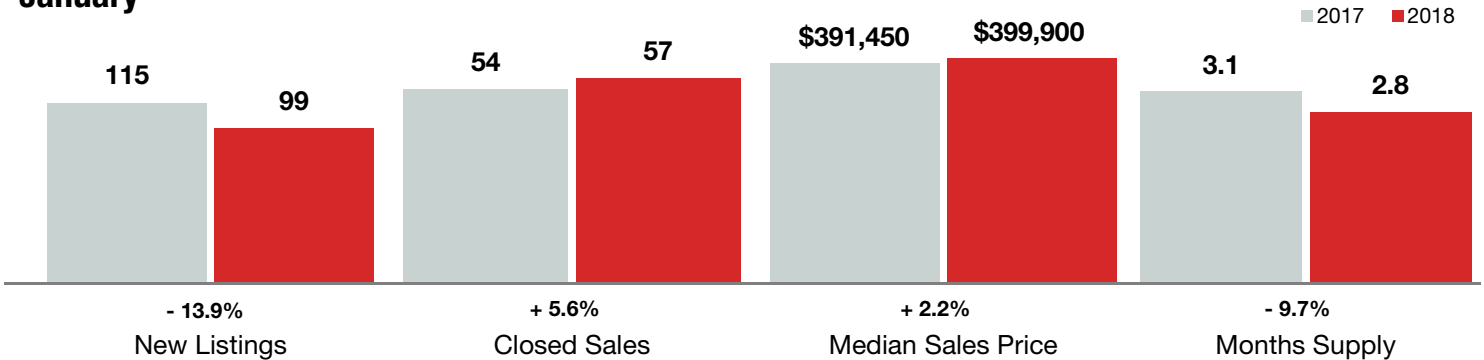
## Waxhaw

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	115	99	- 13.9%	115	99	- 13.9%
Pending Sales	78	83	+ 6.4%	78	83	+ 6.4%
Closed Sales	54	57	+ 5.6%	54	57	+ 5.6%
Median Sales Price*	\$391,450	<b>\$399,900</b>	+ 2.2%	\$391,450	<b>\$399,900</b>	+ 2.2%
Average Sales Price*	\$437,715	<b>\$467,834</b>	+ 6.9%	\$437,715	<b>\$467,834</b>	+ 6.9%
Percent of Original List Price Received*	96.0%	<b>96.5%</b>	+ 0.5%	96.0%	<b>96.5%</b>	+ 0.5%
List to Close	142	121	- 14.8%	142	121	- 14.8%
Days on Market Until Sale	68	51	- 25.0%	68	51	- 25.0%
Cumulative Days on Market Until Sale	97	70	- 27.8%	97	70	- 27.8%
Inventory of Homes for Sale	307	293	- 4.6%	--	--	--
Months Supply of Inventory	3.1	2.8	- 9.7%	--	--	--

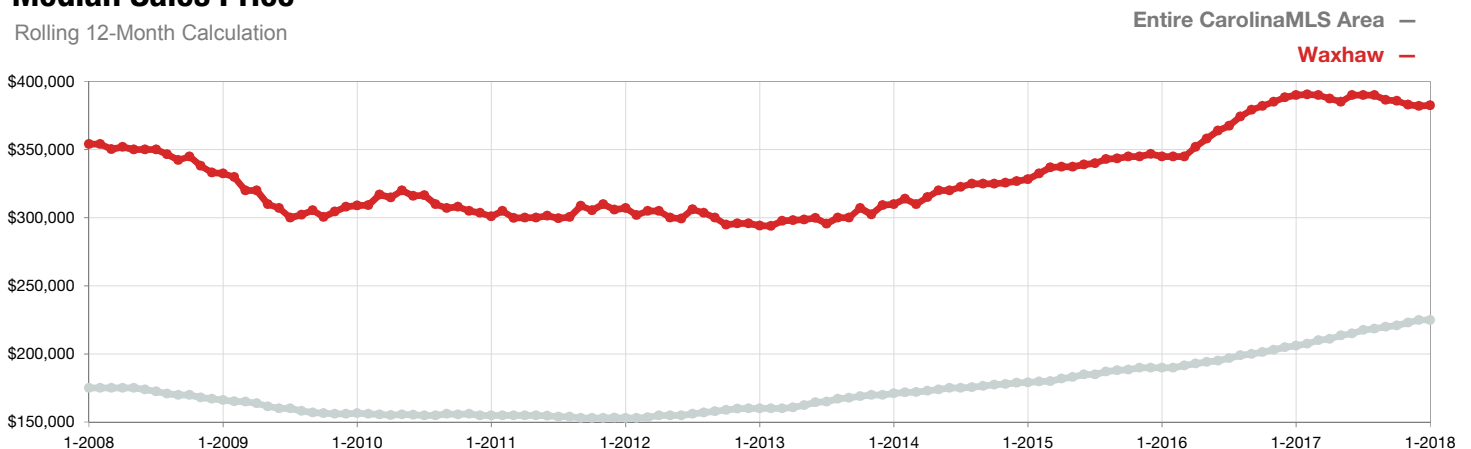
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



Charlotte Regional Realtor® Association

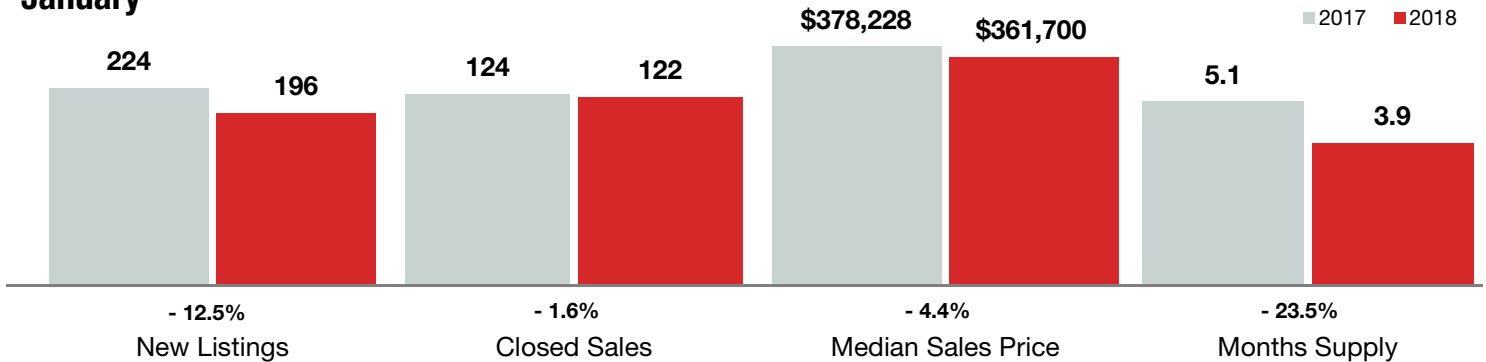
## Lake Norman

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	224	196	- 12.5%	224	196	- 12.5%
Pending Sales	130	142	+ 9.2%	130	142	+ 9.2%
Closed Sales	124	122	- 1.6%	124	122	- 1.6%
Median Sales Price*	\$378,228	\$361,700	- 4.4%	\$378,228	\$361,700	- 4.4%
Average Sales Price*	\$534,992	\$462,194	- 13.6%	\$534,992	\$462,194	- 13.6%
Percent of Original List Price Received*	94.6%	94.5%	- 0.1%	94.6%	94.5%	- 0.1%
List to Close	141	139	- 1.4%	141	139	- 1.4%
Days on Market Until Sale	75	81	+ 8.0%	75	81	+ 8.0%
Cumulative Days on Market Until Sale	93	96	+ 3.2%	93	96	+ 3.2%
Inventory of Homes for Sale	879	777	- 11.6%	--	--	--
Months Supply of Inventory	5.1	3.9	- 23.5%	--	--	--

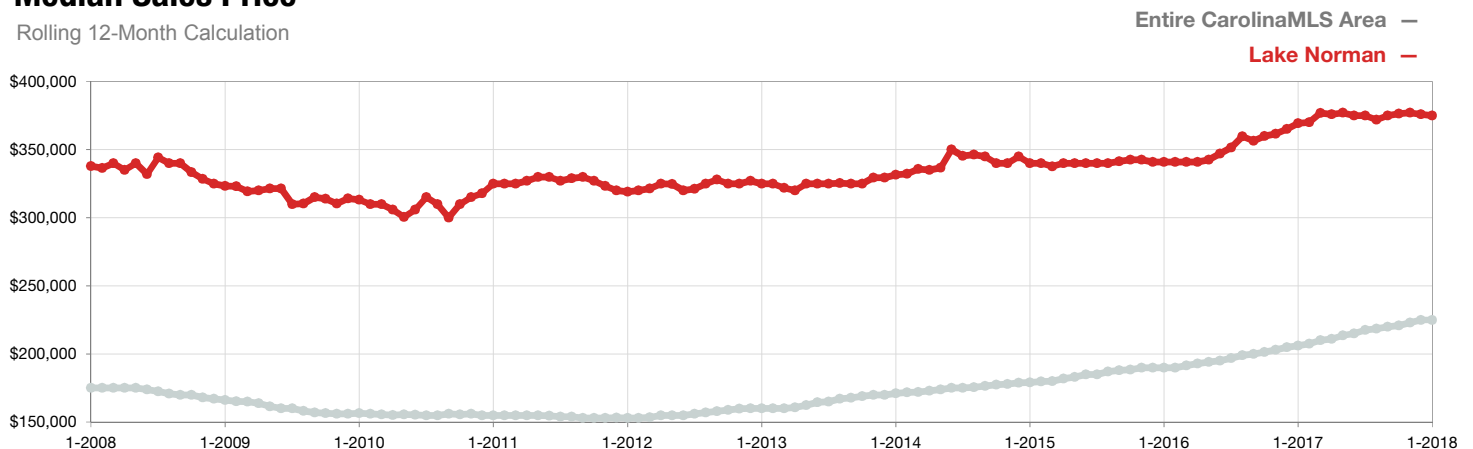
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



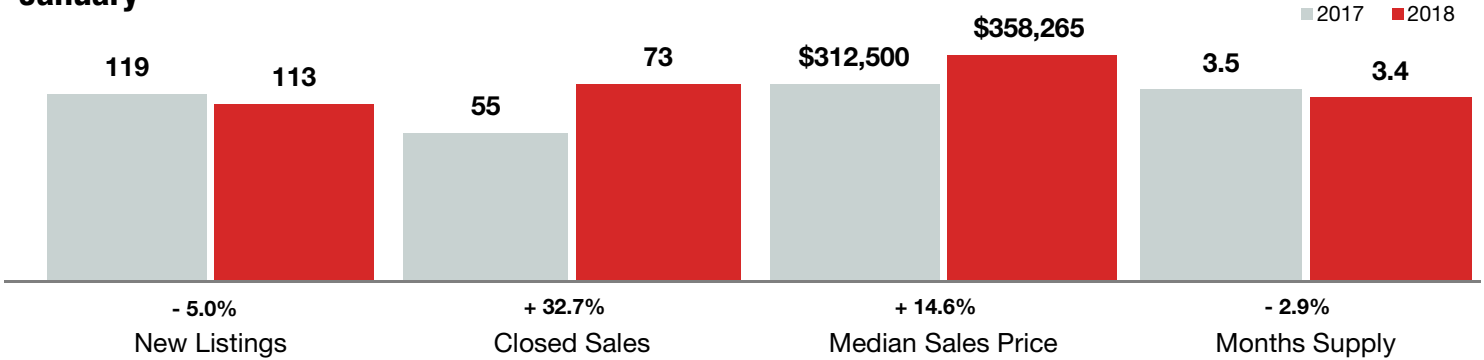
## Lake Wylie

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	119	113	- 5.0%	119	113	- 5.0%
Pending Sales	76	77	+ 1.3%	76	77	+ 1.3%
Closed Sales	55	73	+ 32.7%	55	73	+ 32.7%
Median Sales Price*	\$312,500	\$358,265	+ 14.6%	\$312,500	\$358,265	+ 14.6%
Average Sales Price*	\$354,339	\$403,625	+ 13.9%	\$354,339	\$403,625	+ 13.9%
Percent of Original List Price Received*	97.1%	97.2%	+ 0.1%	97.1%	97.2%	+ 0.1%
List to Close	128	158	+ 23.4%	128	158	+ 23.4%
Days on Market Until Sale	64	93	+ 45.3%	64	93	+ 45.3%
Cumulative Days on Market Until Sale	75	92	+ 22.7%	75	92	+ 22.7%
Inventory of Homes for Sale	318	324	+ 1.9%	--	--	--
Months Supply of Inventory	3.5	3.4	- 2.9%	--	--	--

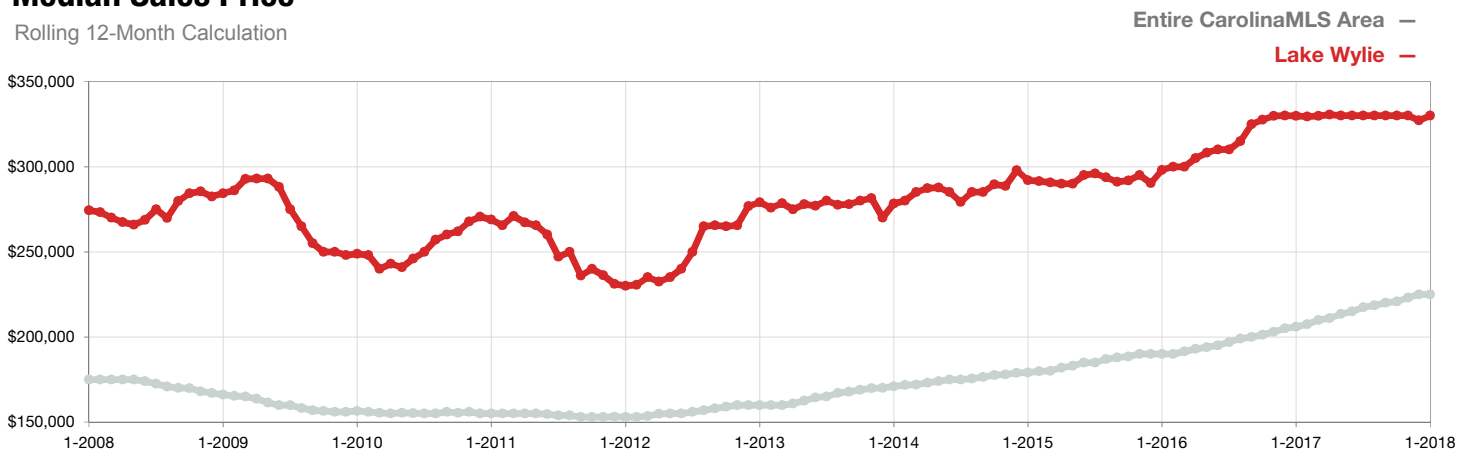
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



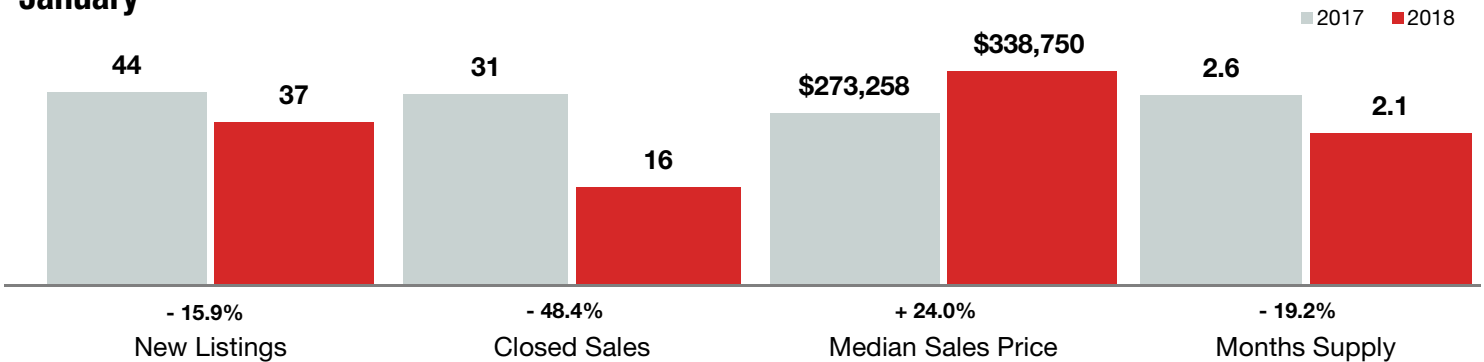
## Uptown Charlotte

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	44	37	- 15.9%	44	37	- 15.9%
Pending Sales	36	30	- 16.7%	36	30	- 16.7%
Closed Sales	31	16	- 48.4%	31	16	- 48.4%
Median Sales Price*	\$273,258	<b>\$338,750</b>	+ 24.0%	\$273,258	<b>\$338,750</b>	+ 24.0%
Average Sales Price*	\$396,168	<b>\$362,661</b>	- 8.5%	\$396,168	<b>\$362,661</b>	- 8.5%
Percent of Original List Price Received*	97.0%	<b>96.1%</b>	- 0.9%	97.0%	<b>96.1%</b>	- 0.9%
List to Close	142	<b>158</b>	+ 11.3%	142	<b>158</b>	+ 11.3%
Days on Market Until Sale	67	<b>79</b>	+ 17.9%	67	<b>79</b>	+ 17.9%
Cumulative Days on Market Until Sale	69	<b>85</b>	+ 23.2%	69	<b>85</b>	+ 23.2%
Inventory of Homes for Sale	79	<b>72</b>	- 8.9%	--	--	--
Months Supply of Inventory	2.6	<b>2.1</b>	- 19.2%	--	--	--

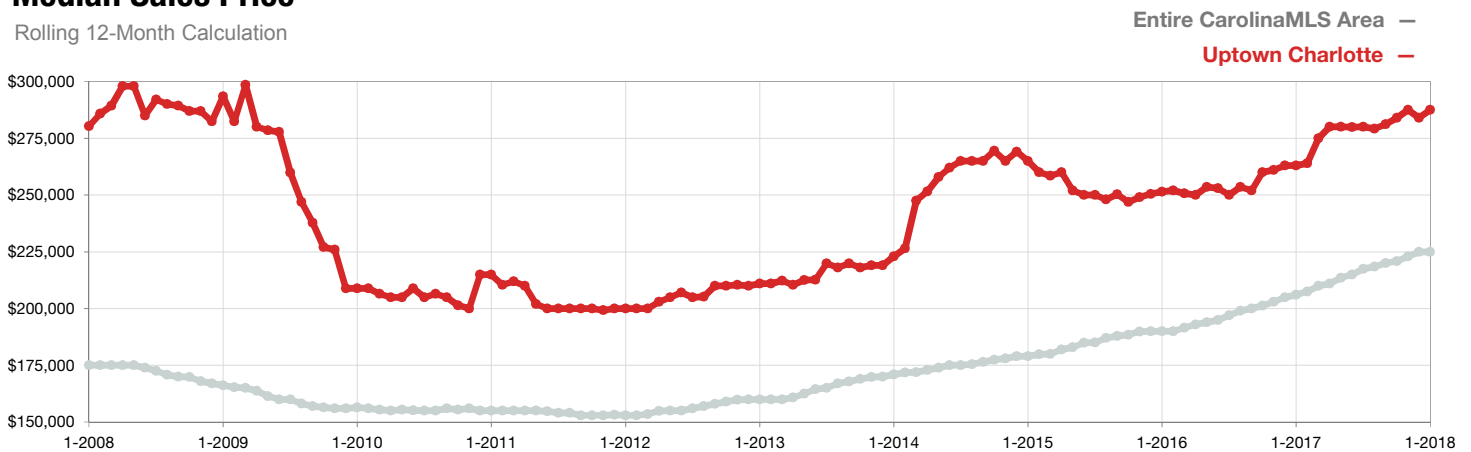
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



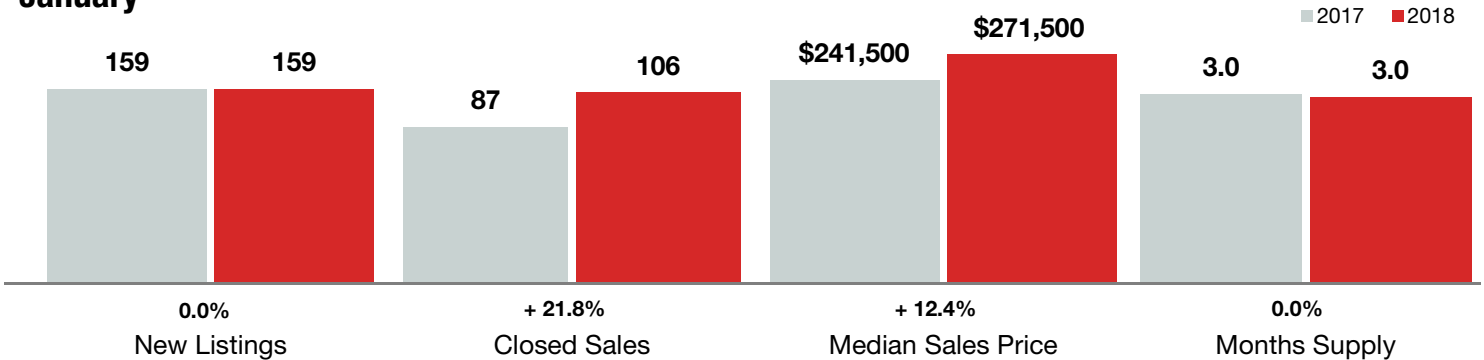
## Lancaster County

South Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	159	159	0.0%	159	159	0.0%
Pending Sales	105	158	+ 50.5%	105	158	+ 50.5%
Closed Sales	87	106	+ 21.8%	87	106	+ 21.8%
Median Sales Price*	\$241,500	\$271,500	+ 12.4%	\$241,500	\$271,500	+ 12.4%
Average Sales Price*	\$243,121	\$286,941	+ 18.0%	\$243,121	\$286,941	+ 18.0%
Percent of Original List Price Received*	96.7%	96.5%	- 0.2%	96.7%	96.5%	- 0.2%
List to Close	134	107	- 20.1%	134	107	- 20.1%
Days on Market Until Sale	64	54	- 15.6%	64	54	- 15.6%
Cumulative Days on Market Until Sale	71	68	- 4.2%	71	68	- 4.2%
Inventory of Homes for Sale	353	415	+ 17.6%	--	--	--
Months Supply of Inventory	3.0	3.0	0.0%	--	--	--

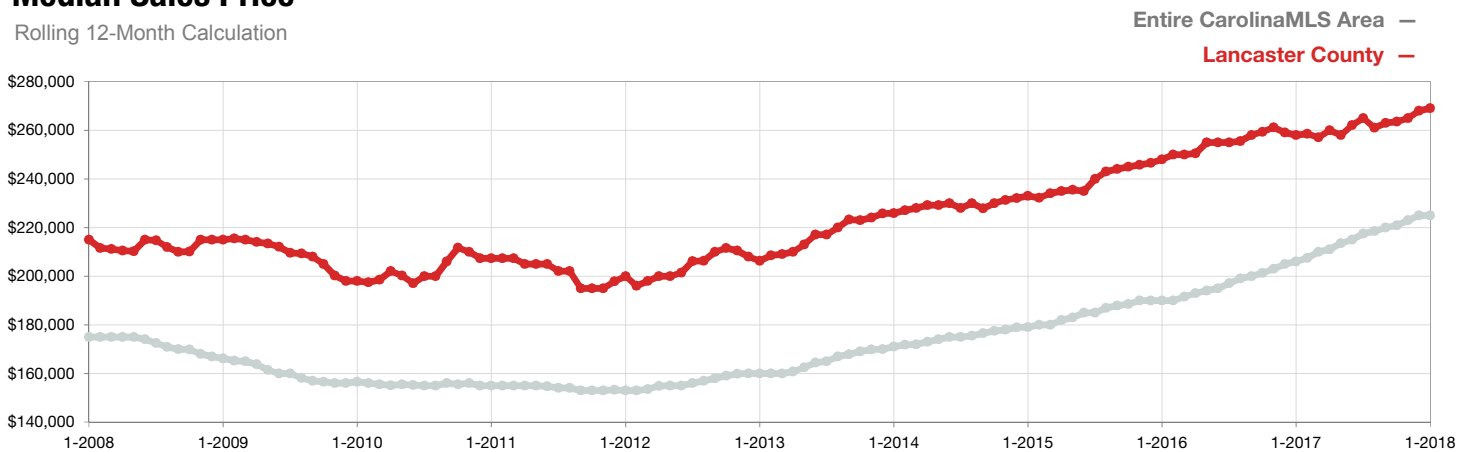
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



Charlotte Regional Realtor® Association

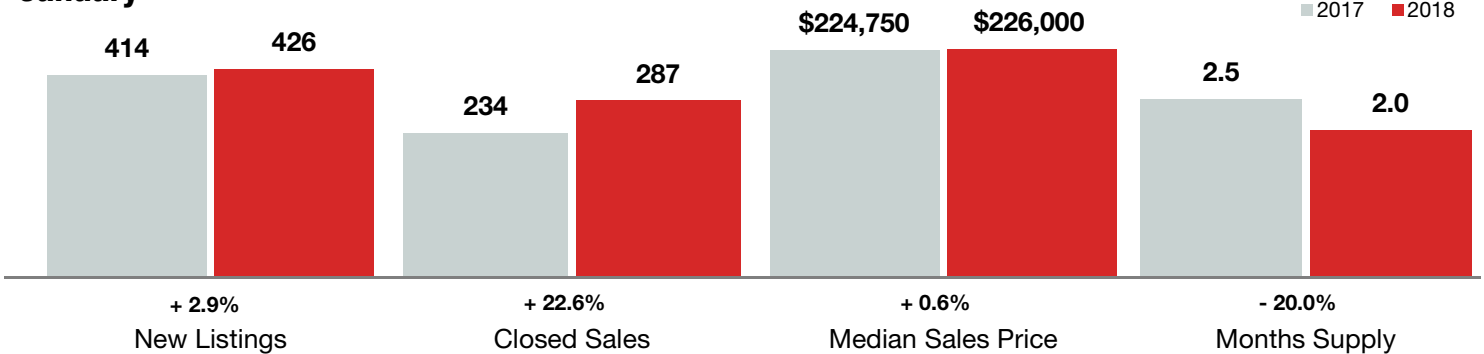
## York County

South Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	414	426	+ 2.9%	414	426	+ 2.9%
Pending Sales	340	373	+ 9.7%	340	373	+ 9.7%
Closed Sales	234	287	+ 22.6%	234	287	+ 22.6%
Median Sales Price*	\$224,750	\$226,000	+ 0.6%	\$224,750	\$226,000	+ 0.6%
Average Sales Price*	\$253,227	\$262,942	+ 3.8%	\$253,227	\$262,942	+ 3.8%
Percent of Original List Price Received*	95.8%	96.2%	+ 0.4%	95.8%	96.2%	+ 0.4%
List to Close	119	111	- 6.7%	119	111	- 6.7%
Days on Market Until Sale	58	54	- 6.9%	58	54	- 6.9%
Cumulative Days on Market Until Sale	66	66	0.0%	66	66	0.0%
Inventory of Homes for Sale	954	808	- 15.3%	--	--	--
Months Supply of Inventory	2.5	2.0	- 20.0%	--	--	--

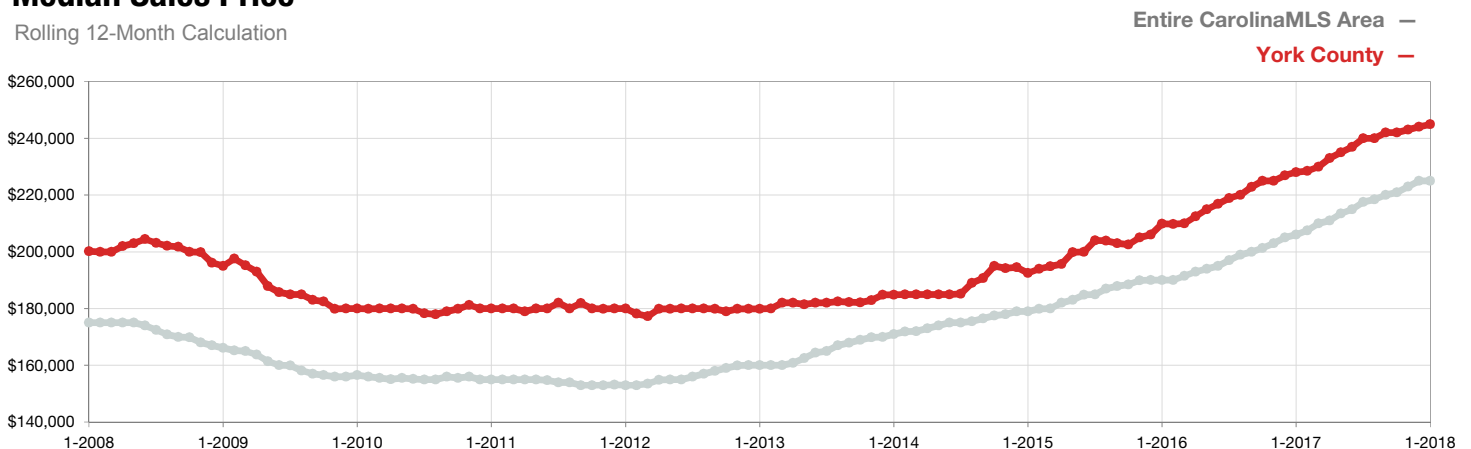
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



Charlotte Regional Realtor® Association

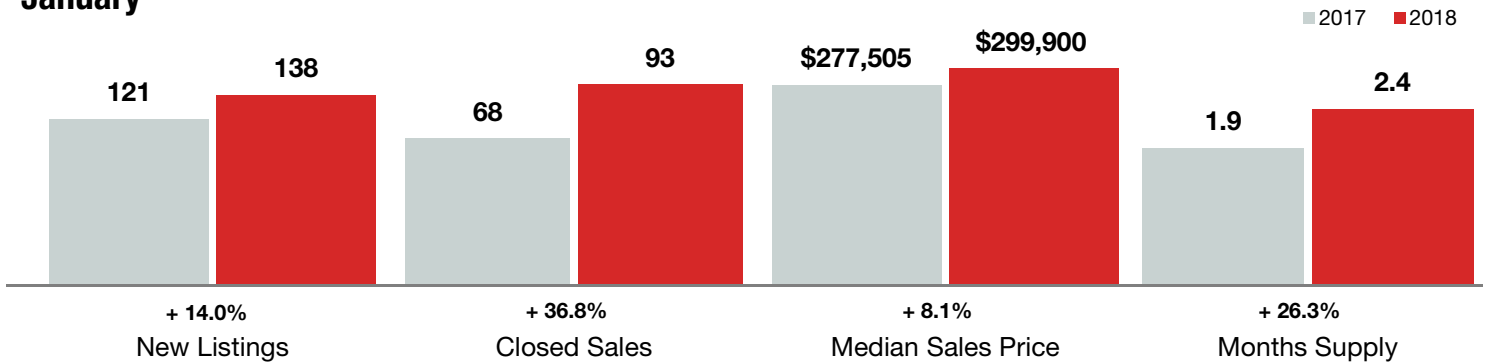
## Fort Mill

South Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	121	138	+ 14.0%	121	138	+ 14.0%
Pending Sales	114	99	- 13.2%	114	99	- 13.2%
Closed Sales	68	93	+ 36.8%	68	93	+ 36.8%
Median Sales Price*	\$277,505	\$299,900	+ 8.1%	\$277,505	\$299,900	+ 8.1%
Average Sales Price*	\$314,344	\$332,901	+ 5.9%	\$314,344	\$332,901	+ 5.9%
Percent of Original List Price Received*	96.8%	96.6%	- 0.2%	96.8%	96.6%	- 0.2%
List to Close	104	119	+ 14.4%	104	119	+ 14.4%
Days on Market Until Sale	49	60	+ 22.4%	49	60	+ 22.4%
Cumulative Days on Market Until Sale	56	73	+ 30.4%	56	73	+ 30.4%
Inventory of Homes for Sale	254	311	+ 22.4%	--	--	--
Months Supply of Inventory	1.9	2.4	+ 26.3%	--	--	--

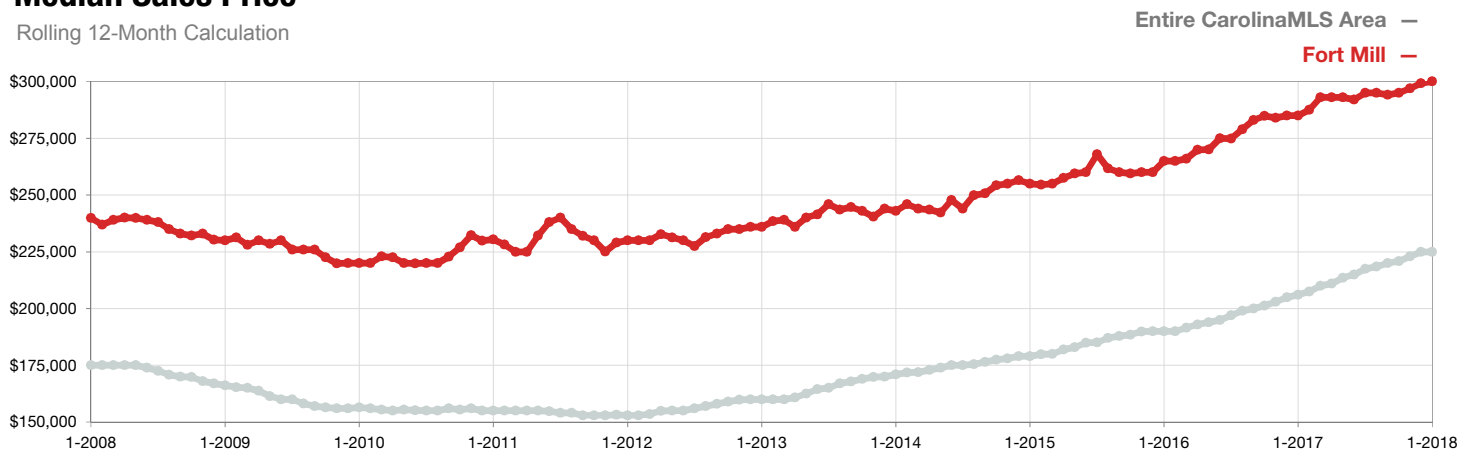
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for January 2018

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



Charlotte Regional Realtor® Association

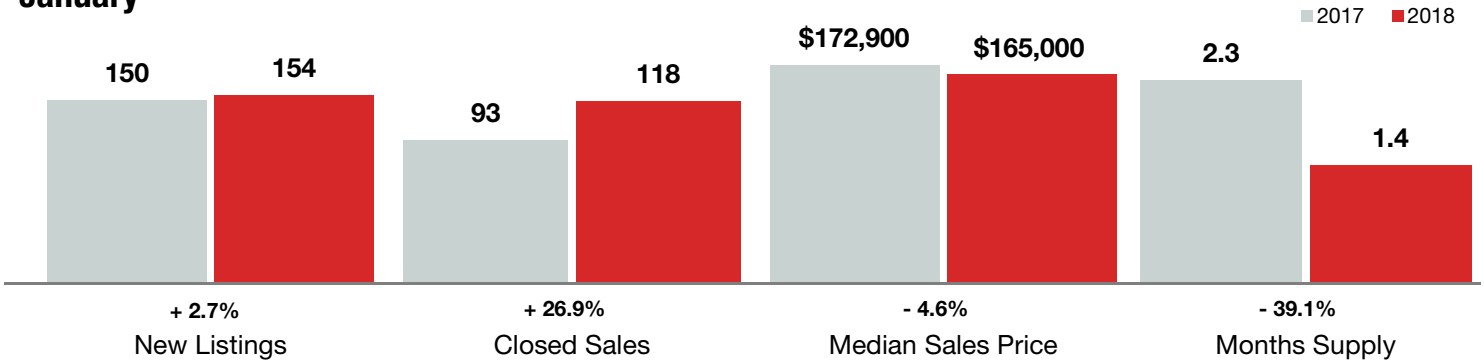
## Rock Hill

South Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	150	154	+ 2.7%	150	154	+ 2.7%
Pending Sales	115	157	+ 36.5%	115	157	+ 36.5%
Closed Sales	93	118	+ 26.9%	93	118	+ 26.9%
Median Sales Price*	\$172,900	\$165,000	- 4.6%	\$172,900	\$165,000	- 4.6%
Average Sales Price*	\$193,745	\$181,212	- 6.5%	\$193,745	\$181,212	- 6.5%
Percent of Original List Price Received*	95.5%	96.0%	+ 0.5%	95.5%	96.0%	+ 0.5%
List to Close	128	105	- 18.0%	128	105	- 18.0%
Days on Market Until Sale	58	45	- 22.4%	58	45	- 22.4%
Cumulative Days on Market Until Sale	65	55	- 15.4%	65	55	- 15.4%
Inventory of Homes for Sale	311	202	- 35.0%	--	--	--
Months Supply of Inventory	2.3	1.4	- 39.1%	--	--	--

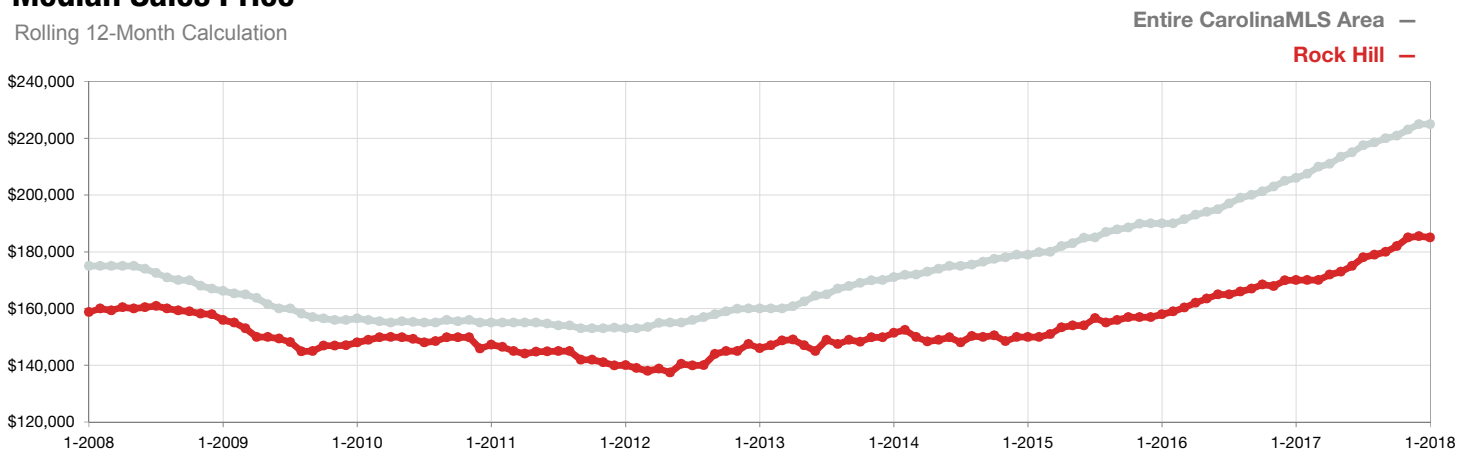
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### January



### Median Sales Price

Rolling 12-Month Calculation





# Local Market Update for January 2018

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



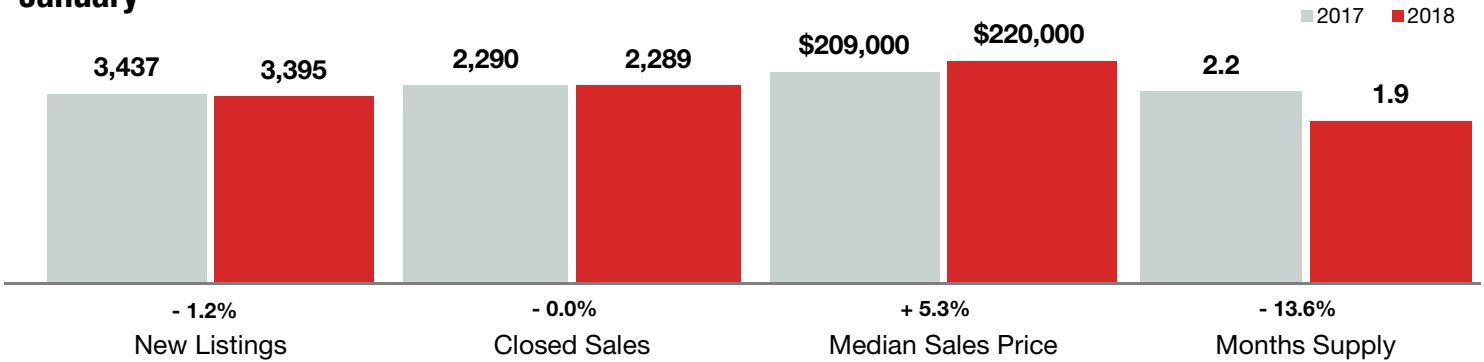
## Charlotte MSA

North Carolina

Key Metrics	January			Year to Date		
	2017	2018	Percent Change	Thru 1-2017	Thru 1-2018	Percent Change
New Listings	3,437	<b>3,395</b>	- 1.2%	3,437	<b>3,395</b>	- 1.2%
Pending Sales	2,872	<b>3,024</b>	+ 5.3%	2,872	<b>3,024</b>	+ 5.3%
Closed Sales	2,290	<b>2,289</b>	- 0.0%	2,290	<b>2,289</b>	- 0.0%
Median Sales Price*	\$209,000	<b>\$220,000</b>	+ 5.3%	\$209,000	<b>\$220,000</b>	+ 5.3%
Average Sales Price*	\$261,775	<b>\$268,813</b>	+ 2.7%	\$261,775	<b>\$268,813</b>	+ 2.7%
Percent of Original List Price Received*	96.3%	<b>96.5%</b>	+ 0.2%	96.3%	<b>96.5%</b>	+ 0.2%
List to Close	111	<b>100</b>	- 9.9%	111	<b>100</b>	- 9.9%
Days on Market Until Sale	50	<b>45</b>	- 10.0%	50	<b>45</b>	- 10.0%
Cumulative Days on Market Until Sale	59	<b>54</b>	- 8.5%	59	<b>54</b>	- 8.5%
Inventory of Homes for Sale	7,289	<b>6,463</b>	- 11.3%	--	--	--
Months Supply of Inventory	2.2	<b>1.9</b>	- 13.6%	--	--	--

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

### January



### Median Sales Price

Rolling 12-Month Calculation

