

Showings Statistics

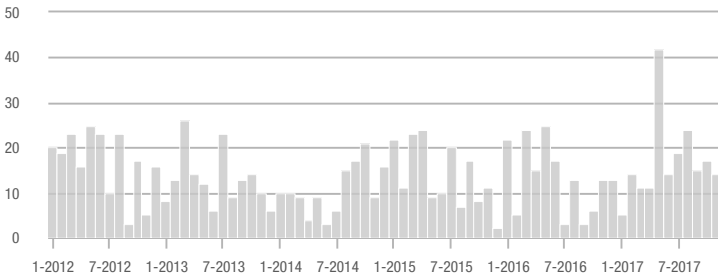
MLS Area	Total Showings	Buyer Interest (Showings / Listings)	Managed Listings
Alexander County, NC	53	1.2	50
Anson County, NC	78	1.3	87
Cabarrus County, NC	3,741	5.7	782
Charlotte MSA	50,907	6.1	9,797
City of Charlotte, NC	22,535	7.7	3,141
Concord, NC	2,285	6.1	443
Davidson, NC	631	4.6	153
Denver, NC	686	3.5	247
Fort Mill, SC	1,739	6.0	319
Gaston County, NC	3,453	5.3	821
Gastonia, NC	1,690	5.9	325
Huntersville, NC	1,793	6.1	347
Iredell County, NC	3,795	3.9	1,241
Kannapolis, NC	1,098	5.9	210
Lake Norman	3,775	4.2	1,136
Lake Wylie	1,574	4.4	493
Lancaster County, SC	1,699	4.1	498
Lincoln County, NC	1,314	3.5	484
Lincolnton, NC	471	3.8	158
Matthews, NC	1,762	7.4	268
Mecklenburg County, NC	28,131	7.4	4,159
Monroe, NC	1,251	5.4	271
Montgomery County, NC	111	1.2	162
Mooresville, NC	2,725	4.2	783
Rock Hill, SC	2,237	6.8	378
Salisbury, NC	976	3.8	336
Stanly County, NC	596	2.9	269
Statesville, NC	735	2.9	328
Union County, NC	4,799	5.0	1,174
Uptown Charlotte	624	6.4	99
Waxhaw, NC	1,398	4.3	423
York County, SC	5,713	5.8	1,175

Alexander County, NC

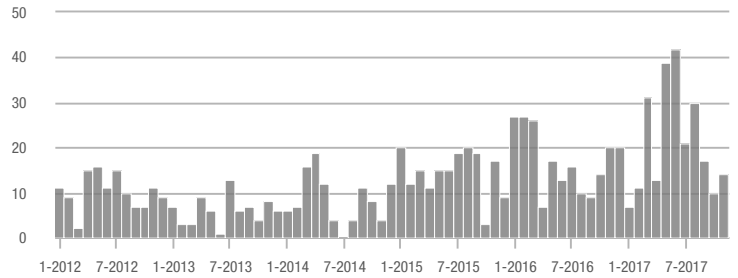
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	14	+ 7.7%	- 17.6%	1.6	0.0%	+ 124.5%	14	- 12.5%	- 30.0%
\$100,001 to \$200,000	14	- 30.0%	+ 40.0%	1.0	- 33.3%	+ 57.1%	13	- 38.1%	- 23.5%
\$200,001 to \$300,000	15	+ 1,400.0%	- 16.7%	3.0	+ 1,400.0%	- 25.0%	7	- 46.2%	- 22.2%
\$300,001 and Above	10	+ 400.0%	- 9.1%	0.5	—	- 44.4%	16	- 15.8%	- 5.9%
Total	53	+ 47.2%	- 5.4%	1.2	+ 33.3%	+ 5.2%	50	- 27.5%	- 20.6%

Showings

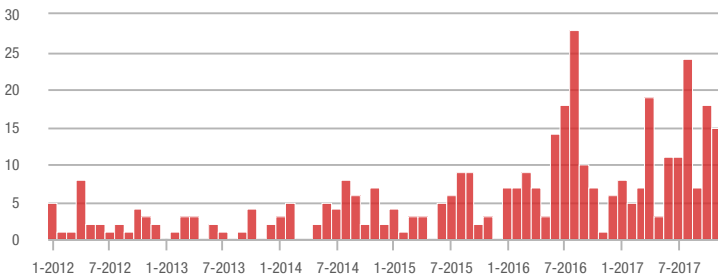
\$100,000 and Below



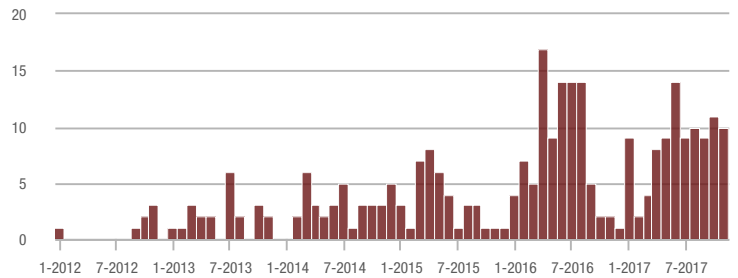
\$100,001 to \$200,000



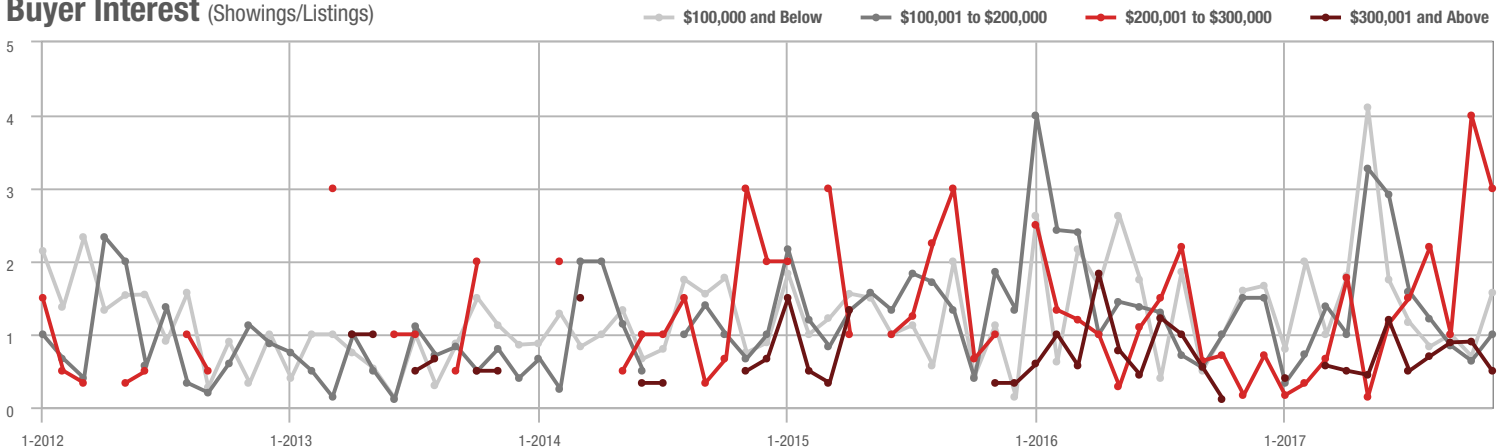
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

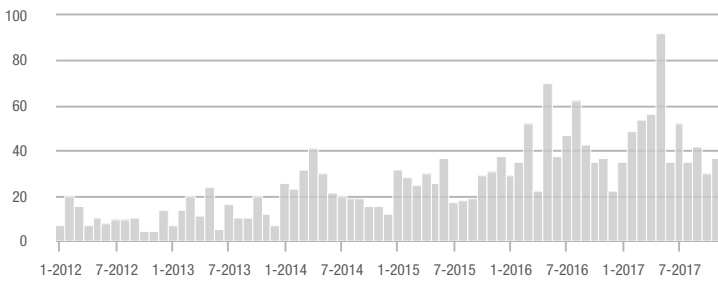


Anson County, NC

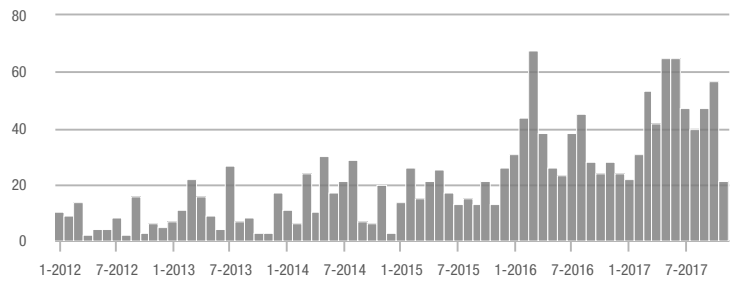
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	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	37	0.0%	+ 23.3%	1.3	+ 30.0%	+ 44.1%	41	- 44.6%	- 10.9%
\$100,001 to \$200,000	21	- 25.0%	- 63.2%	1.3	+ 8.3%	- 39.0%	27	- 42.6%	- 28.9%
\$200,001 to \$300,000	14	+ 366.7%	+ 100.0%	1.8	—	+ 75.0%	11	+ 37.5%	+ 10.0%
\$300,001 and Above	6	+ 500.0%	+ 200.0%	1.5	—	+ 50.0%	8	+ 60.0%	- 11.1%
Total	78	+ 13.0%	- 18.8%	1.3	+ 30.0%	- 1.0%	87	- 35.1%	- 15.5%

Showings

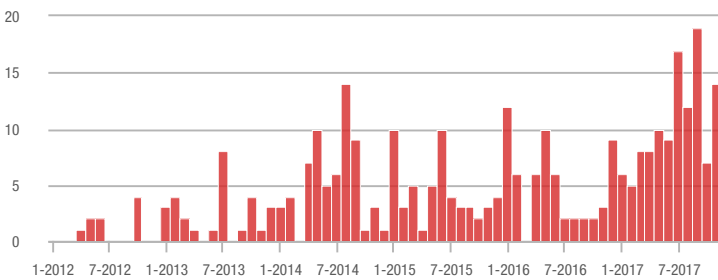
\$100,000 and Below



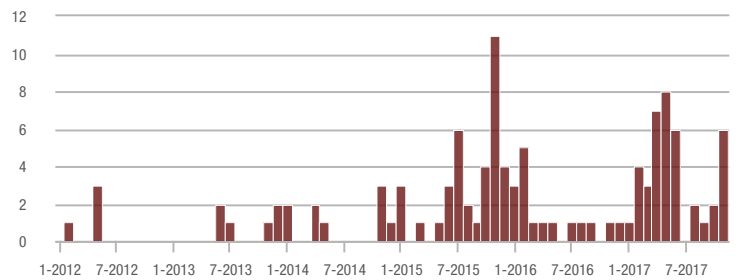
\$100,001 to \$200,000



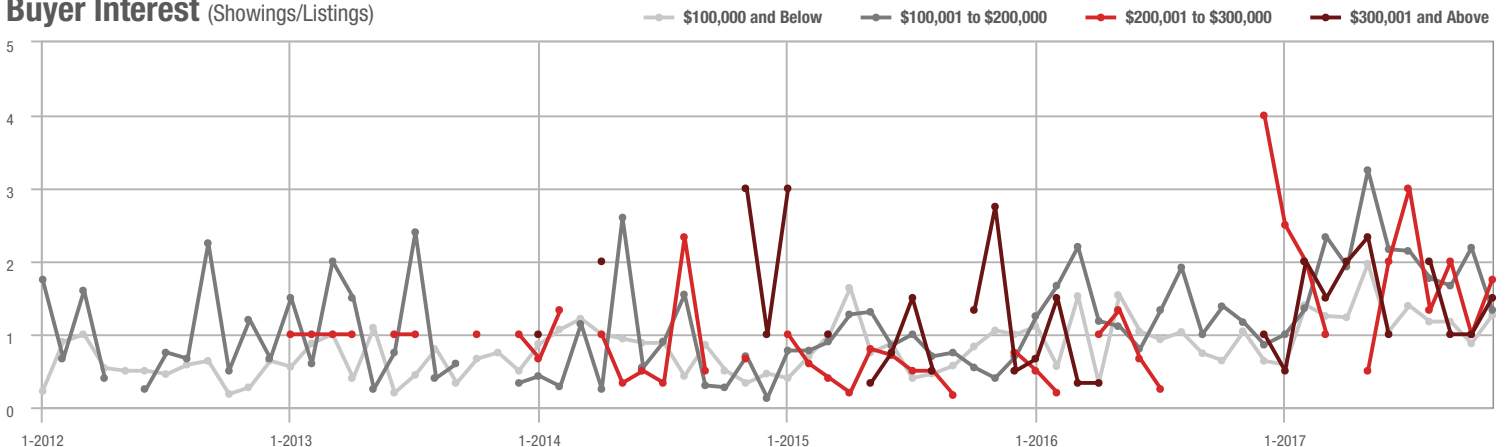
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

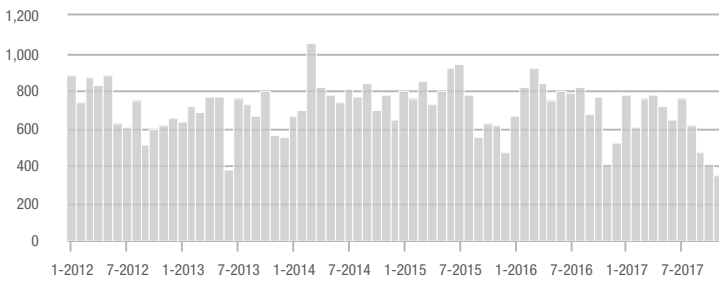


Cabarrus County, NC

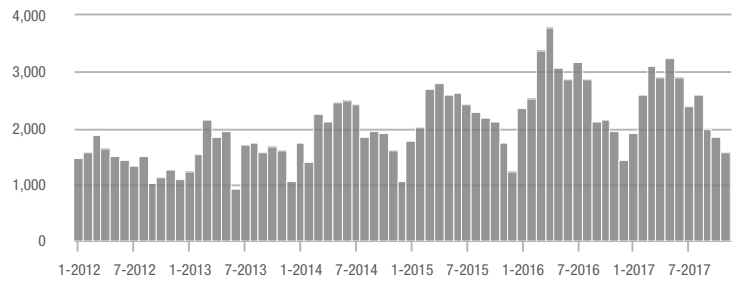
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	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	350	- 15.7%	- 14.4%	4.9	+ 32.4%	+ 8.2%	114	- 42.4%	- 18.0%
\$100,001 to \$200,000	1,556	- 20.3%	- 15.6%	8.2	- 4.7%	+ 1.0%	206	- 25.6%	- 15.9%
\$200,001 to \$300,000	1,062	+ 7.8%	- 9.8%	6.2	+ 14.8%	+ 6.3%	187	- 15.4%	- 16.5%
\$300,001 and Above	773	+ 0.7%	- 31.1%	3.3	+ 13.8%	- 14.6%	275	- 22.8%	- 18.2%
Total	3,741	- 9.2%	- 17.8%	5.7	+ 7.5%	- 0.1%	782	- 25.7%	- 17.2%

Showings

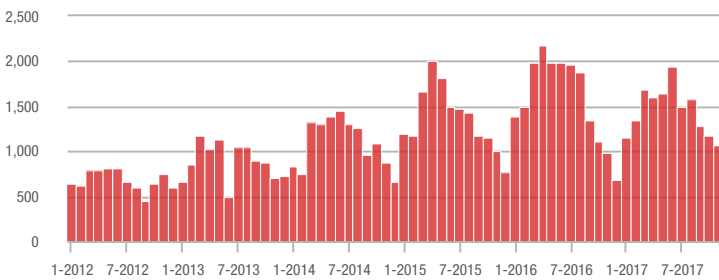
\$100,000 and Below



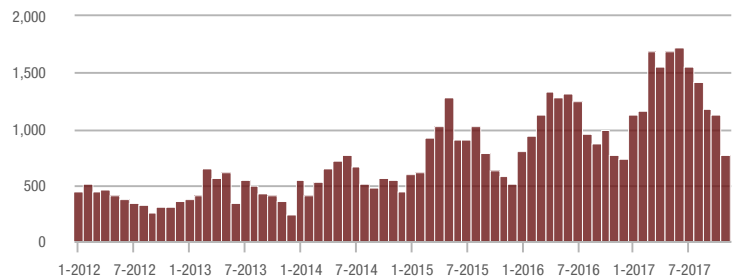
\$100,001 to \$200,000



\$200,001 to \$300,000

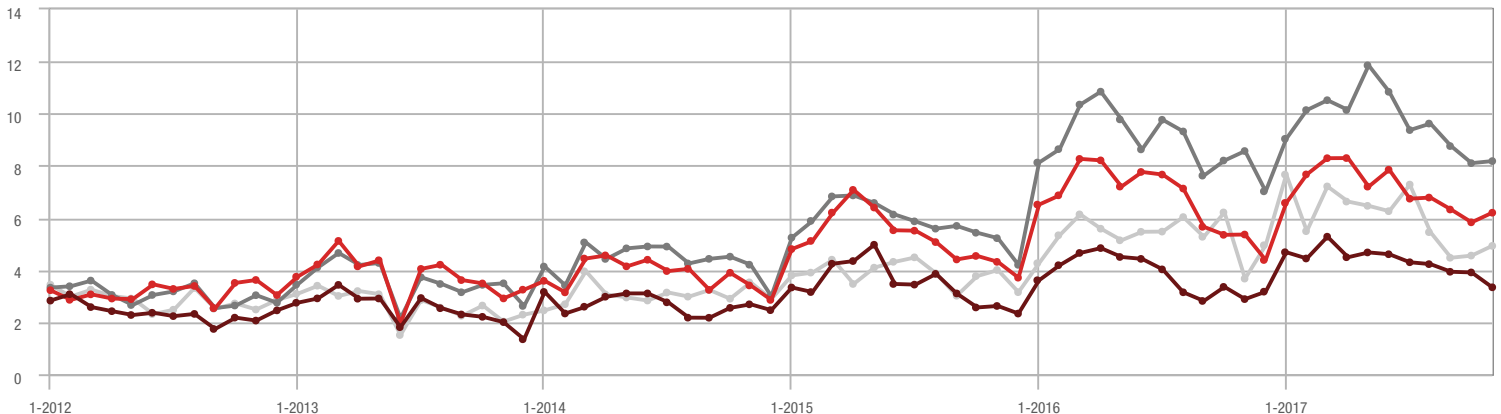


\$300,001 and Above



Buyer Interest (Showings/Listings)

— \$100,000 and Below — \$100,001 to \$200,000 — \$200,001 to \$300,000 — \$300,001 and Above

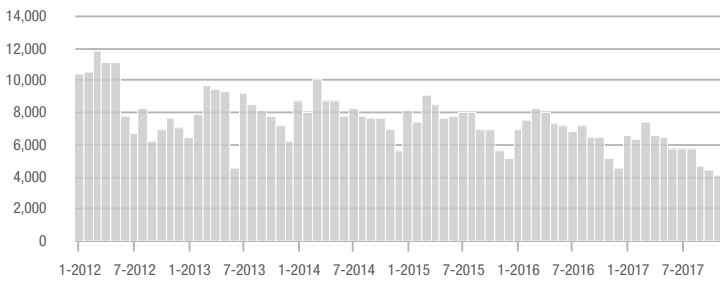


Charlotte MSA

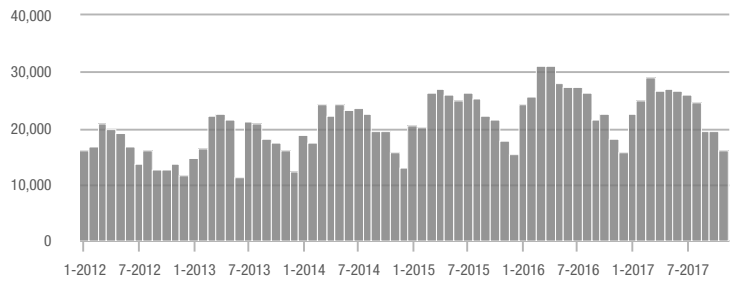
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	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	4,095	- 21.3%	- 7.6%	4.9	+ 14.0%	+ 6.1%	1,241	- 38.6%	- 12.9%
\$100,001 to \$200,000	16,164	- 11.6%	- 16.8%	8.5	+ 9.0%	- 2.8%	2,109	- 25.6%	- 14.4%
\$200,001 to \$300,000	12,764	+ 1.2%	- 16.3%	7.0	+ 11.1%	- 3.3%	2,011	- 16.2%	- 14.1%
\$300,001 and Above	17,884	+ 20.4%	- 11.7%	4.7	+ 17.5%	+ 0.2%	4,436	- 8.4%	- 12.8%
Total	50,907	- 0.1%	- 14.2%	6.1	+ 10.9%	- 1.6%	9,797	- 19.0%	- 13.4%

Showings

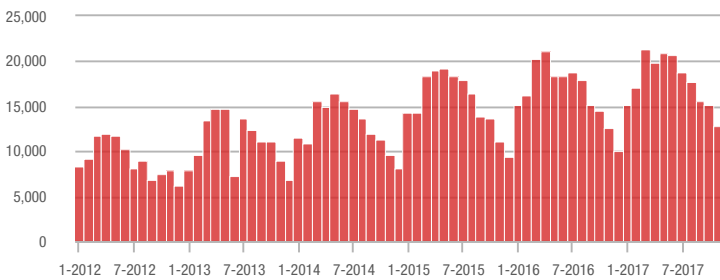
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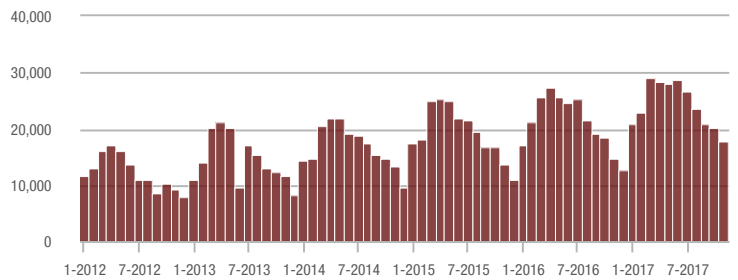
\$100,001 to \$200,000



\$200,001 to \$300,000

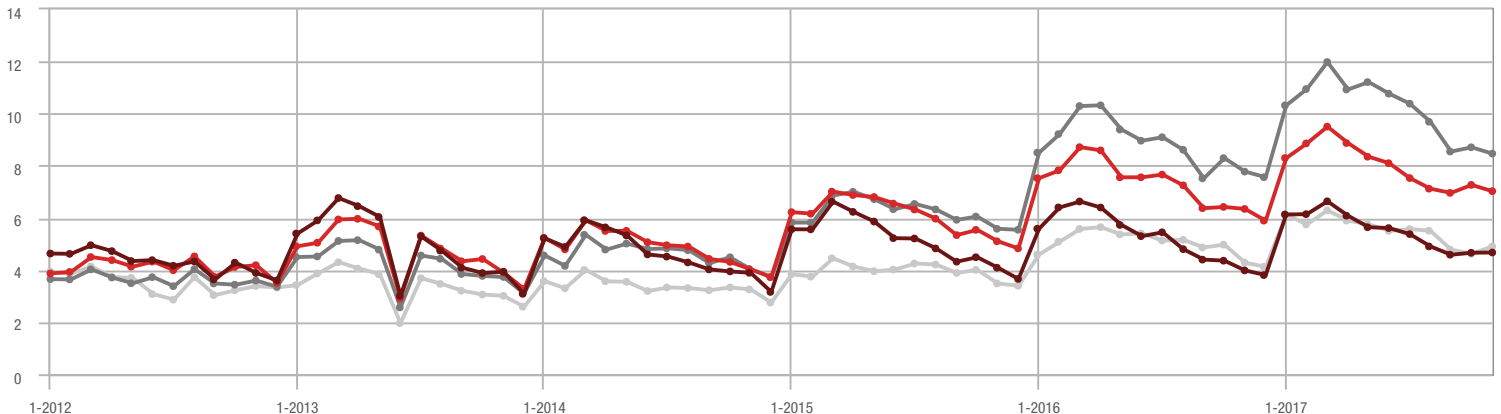


\$300,001 and Above



Buyer Interest (Showings/Listings)

— \$100,000 and Below — \$100,001 to \$200,000 — \$200,001 to \$300,000 — \$300,001 and Above

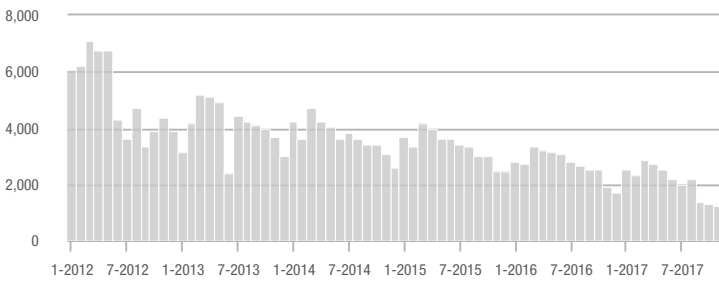


City of Charlotte, NC

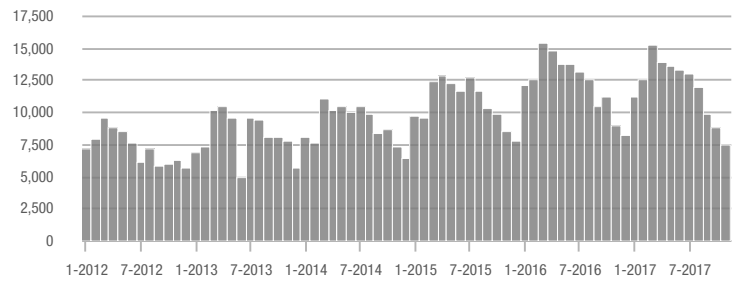
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	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	1,250	- 35.5%	- 2.8%	8.4	+ 23.5%	+ 17.3%	180	- 51.4%	- 16.3%
\$100,001 to \$200,000	7,474	- 16.4%	- 15.1%	10.5	+ 5.0%	- 1.2%	729	- 26.7%	- 14.2%
\$200,001 to \$300,000	5,561	+ 9.8%	- 13.3%	8.6	+ 10.3%	+ 1.7%	684	- 7.4%	- 15.0%
\$300,001 and Above	8,250	+ 21.2%	- 10.7%	5.8	+ 16.0%	+ 3.7%	1,548	- 3.6%	- 14.6%
Total	22,535	- 0.9%	- 12.5%	7.7	+ 6.9%	+ 2.2%	3,141	- 15.3%	- 14.7%

Showings

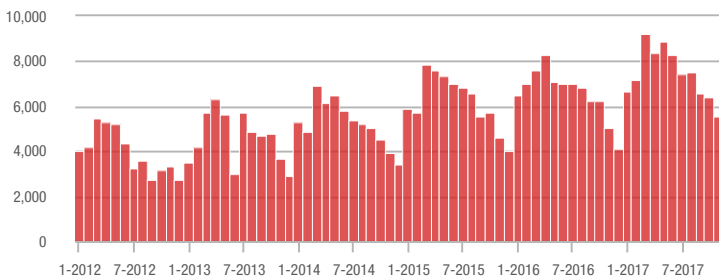
\$100,000 and Below



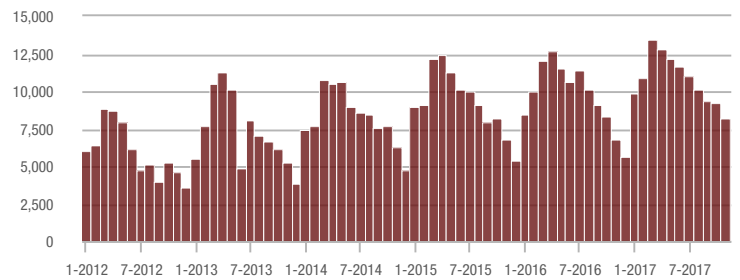
\$100,001 to \$200,000



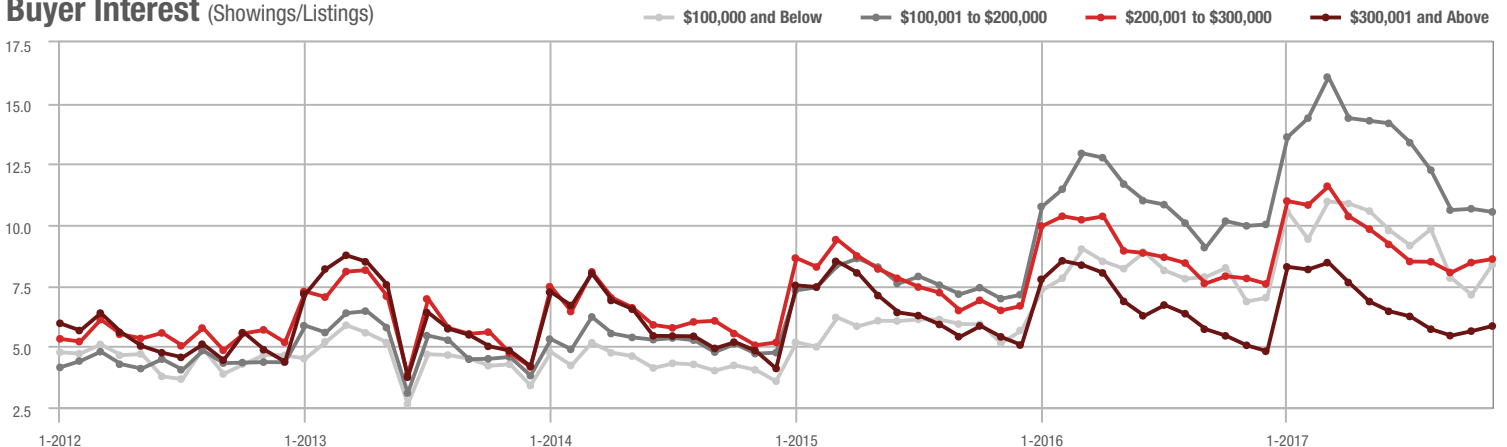
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

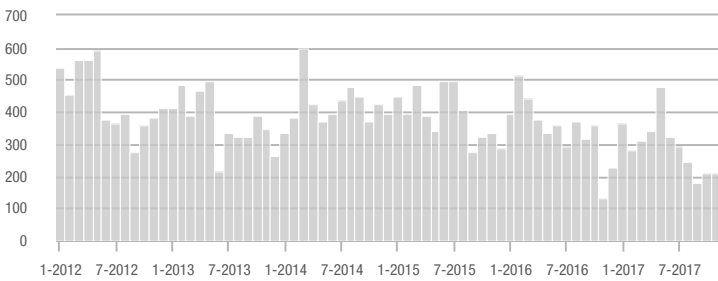


Concord, NC

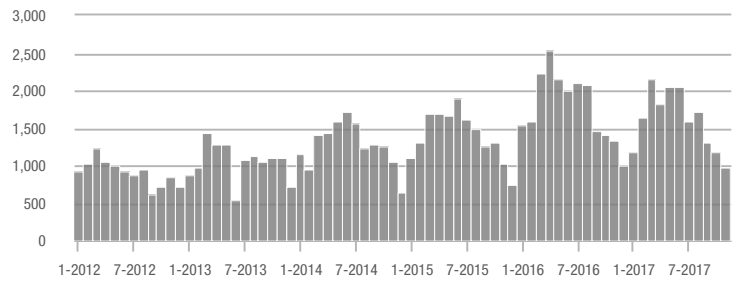
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	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	211	+ 57.5%	- 0.5%	5.7	+ 103.6%	+ 18.4%	57	- 32.9%	- 12.3%
\$100,001 to \$200,000	972	- 26.5%	- 17.9%	9.2	- 8.0%	- 4.0%	114	- 27.4%	- 13.6%
\$200,001 to \$300,000	634	- 5.5%	- 17.6%	6.2	+ 14.8%	- 4.4%	112	- 23.3%	- 16.4%
\$300,001 and Above	468	+ 13.9%	- 23.4%	3.5	+ 20.7%	- 9.2%	160	- 10.1%	- 14.0%
Total	2,285	- 10.0%	- 17.7%	6.1	+ 5.2%	- 3.5%	443	- 21.7%	- 14.3%

Showings

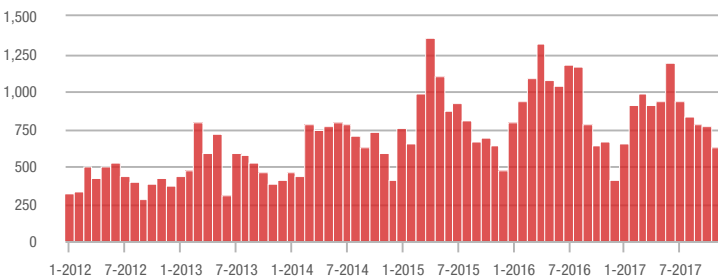
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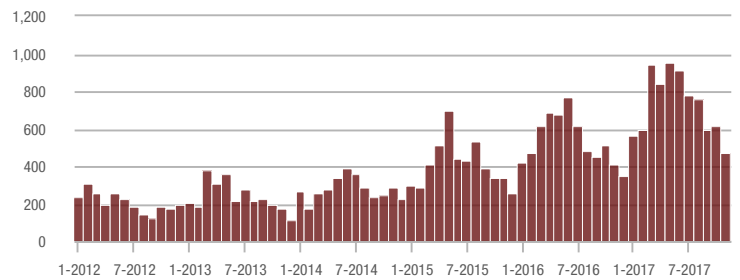
\$100,001 to \$200,000



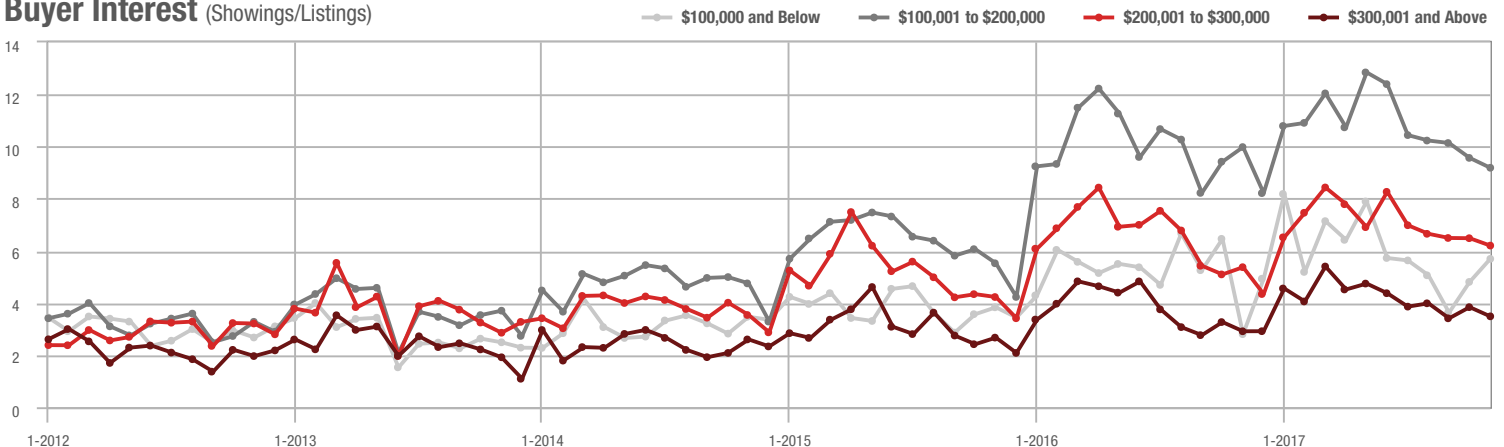
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

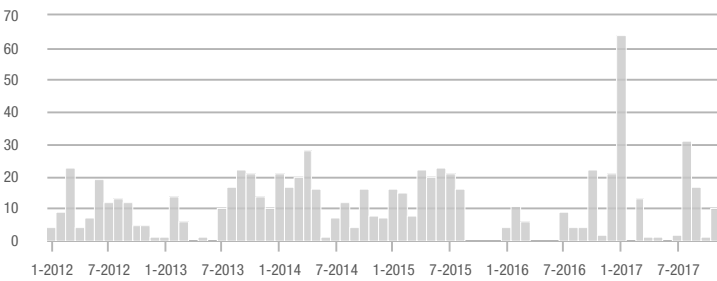


Davidson, NC

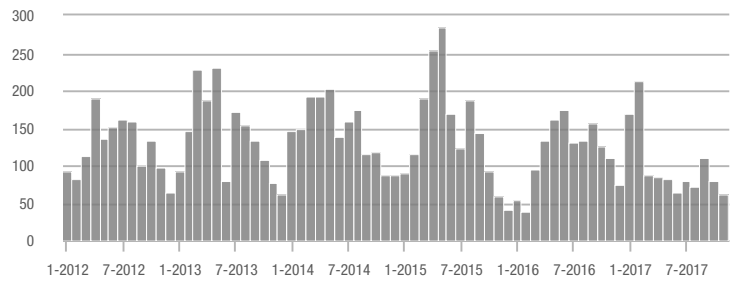
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\$100,000 and Below	10	+ 400.0%	+ 900.0%	5.0	—	—	3	0.0%	+ 50.0%
\$100,001 to \$200,000	61	- 44.5%	- 23.8%	7.1	- 10.1%	- 18.8%	11	- 42.1%	- 8.3%
\$200,001 to \$300,000	109	- 34.7%	- 26.4%	5.9	+ 1.7%	- 19.3%	19	- 40.6%	- 9.5%
\$300,001 and Above	451	+ 32.6%	- 19.0%	4.2	+ 27.3%	- 10.6%	120	- 5.5%	- 9.8%
Total	631	+ 1.9%	- 19.7%	4.6	+ 7.0%	- 12.5%	153	- 15.5%	- 8.9%

Showings

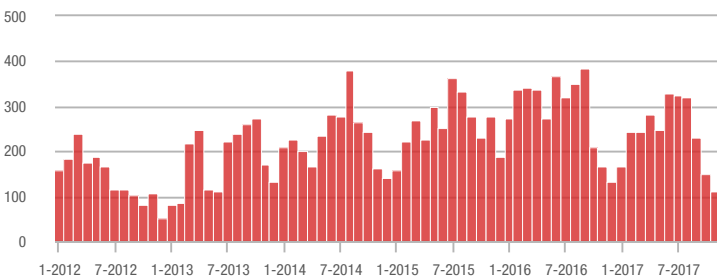
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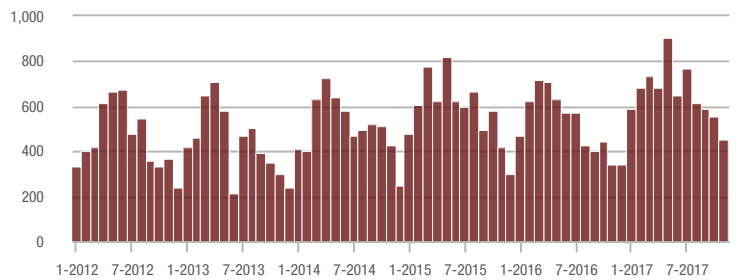
\$100,001 to \$200,000



\$200,001 to \$300,000

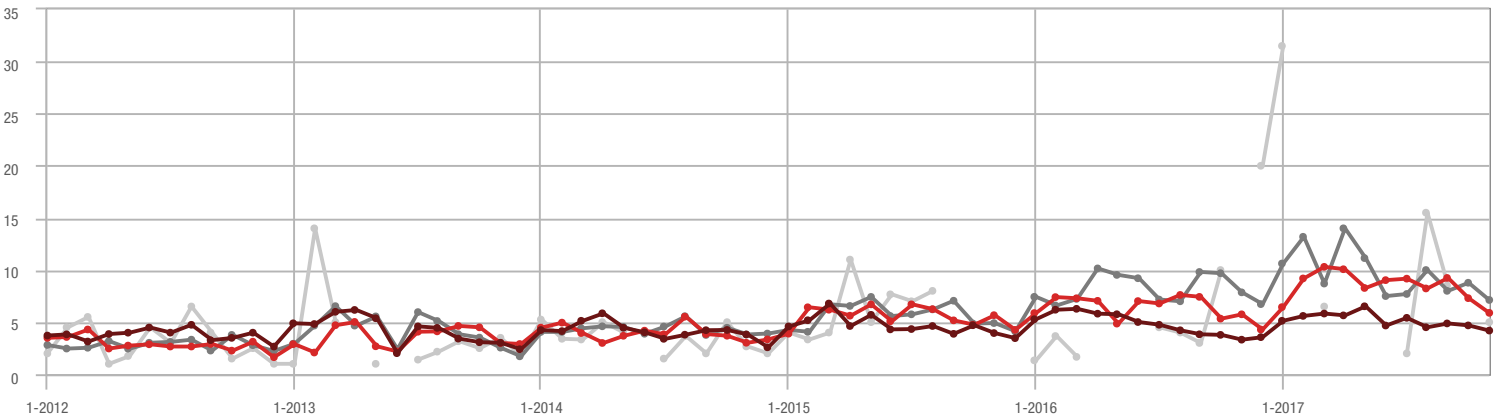


\$300,001 and Above



Buyer Interest (Showings/Listings)

— \$100,000 and Below — \$100,001 to \$200,000 — \$200,001 to \$300,000 — \$300,001 and Above

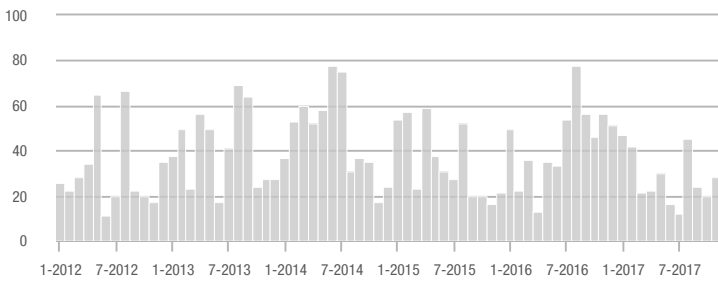


Denver, NC

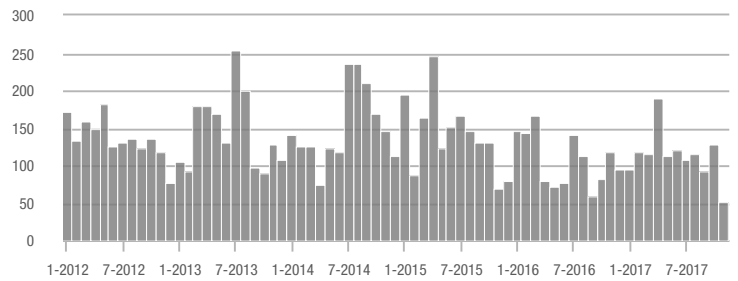
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	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	28	- 50.0%	+ 40.0%	1.5	- 21.1%	+ 26.3%	31	- 49.2%	- 11.4%
\$100,001 to \$200,000	52	- 55.6%	- 59.7%	5.1	- 12.1%	- 39.3%	13	- 53.6%	- 27.8%
\$200,001 to \$300,000	166	- 23.9%	+ 8.5%	4.8	- 4.0%	+ 11.8%	40	- 29.8%	- 14.9%
\$300,001 and Above	440	+ 18.3%	- 30.6%	3.3	+ 32.0%	- 23.0%	163	- 18.9%	- 15.1%
Total	686	- 10.1%	- 26.7%	3.5	+ 9.4%	- 19.8%	247	- 28.8%	- 15.4%

Showings

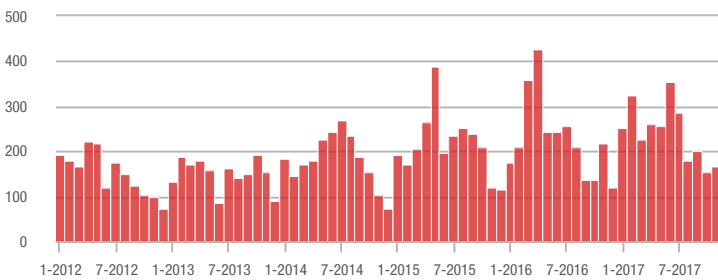
\$100,000 and Below



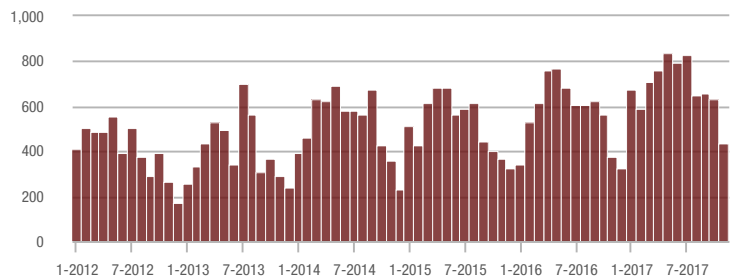
\$100,001 to \$200,000



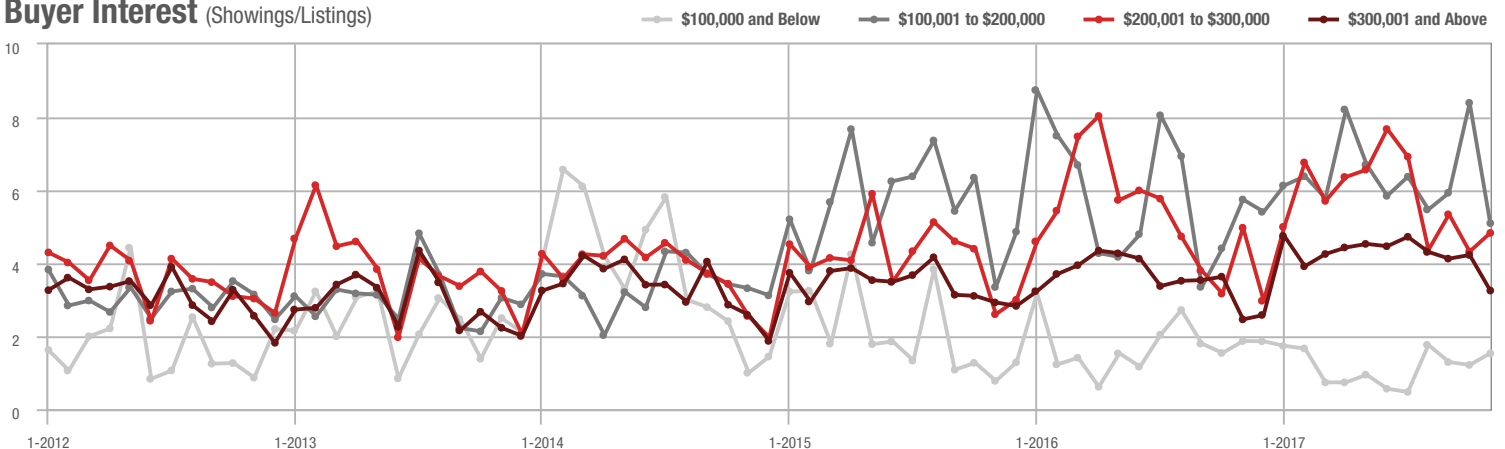
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)



Showings Report for November 2017

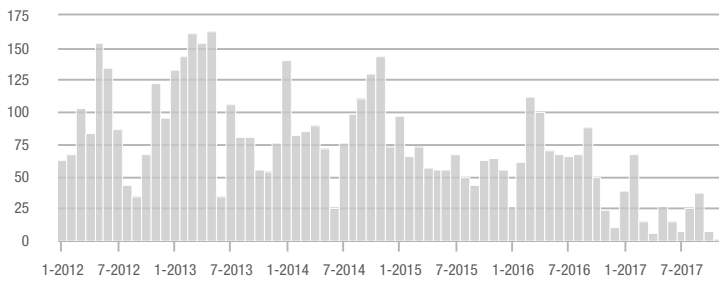
Analytic and Trend Data for the Charlotte Regional Realtor® Association

Fort Mill, SC

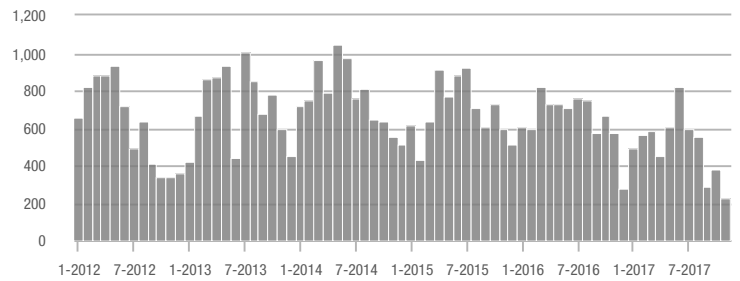
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\$100,000 and Below	1	- 95.8%	- 87.5%	0.3	- 90.0%	- 81.0%	5	- 70.6%	- 16.7%
\$100,001 to \$200,000	222	- 61.6%	- 41.7%	8.1	- 25.0%	- 27.4%	32	- 50.8%	- 22.0%
\$200,001 to \$300,000	557	- 12.7%	- 24.5%	8.1	- 4.7%	- 12.9%	70	- 15.7%	- 15.7%
\$300,001 and Above	959	+ 6.0%	+ 3.8%	5.0	0.0%	+ 14.0%	212	- 16.5%	- 10.2%
Total	1,739	- 18.9%	- 15.2%	6.0	- 11.8%	- 4.2%	319	- 23.9%	- 12.8%

Showings

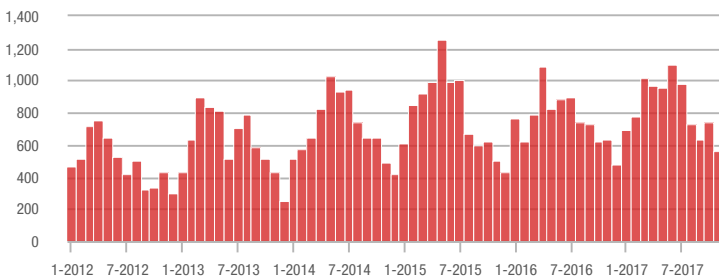
\$100,000 and Below



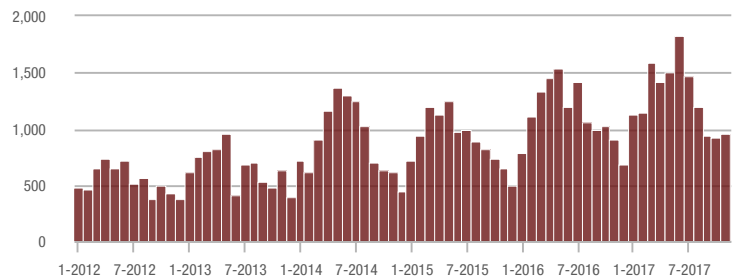
\$100,001 to \$200,000



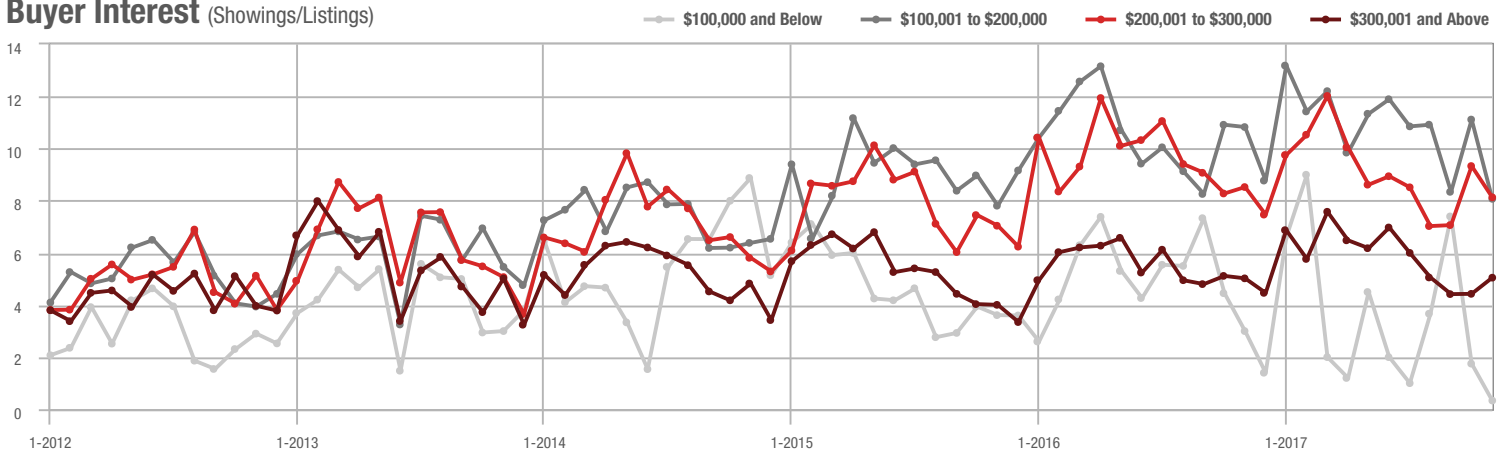
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

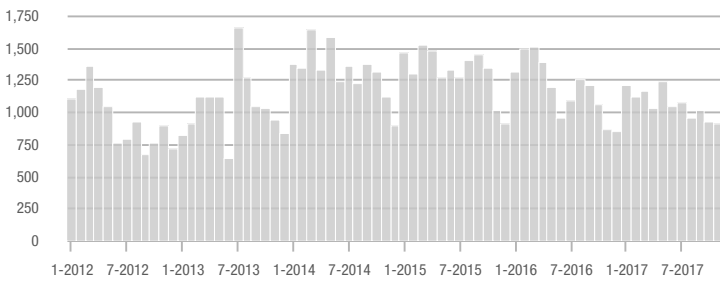


Gaston County, NC

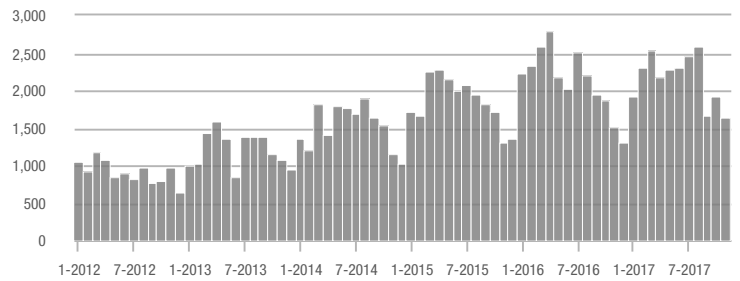
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	919	+ 6.2%	- 1.3%	5.4	+ 45.9%	+ 14.4%	245	- 34.3%	- 14.0%
\$100,001 to \$200,000	1,645	+ 9.4%	- 14.4%	6.9	+ 25.5%	- 4.5%	271	- 23.0%	- 10.0%
\$200,001 to \$300,000	531	- 7.3%	+ 1.0%	4.7	+ 9.3%	- 4.7%	137	- 27.9%	- 3.5%
\$300,001 and Above	358	+ 43.8%	- 29.7%	2.7	+ 35.0%	- 22.0%	168	- 11.6%	- 10.6%
Total	3,453	+ 8.2%	- 11.2%	5.3	+ 26.2%	- 2.4%	821	- 25.7%	- 10.4%

Showings

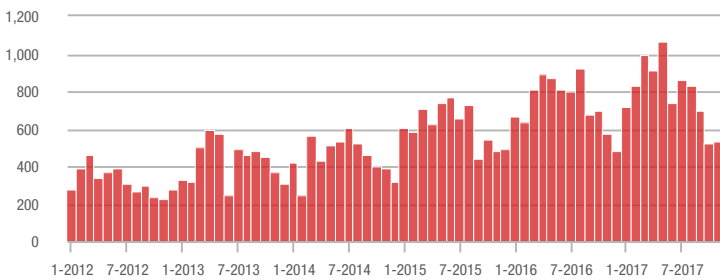
\$100,000 and Below



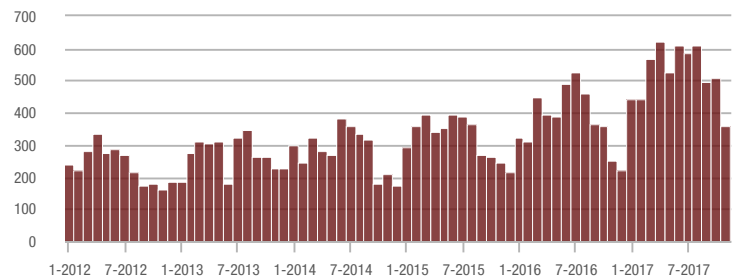
\$100,001 to \$200,000



\$200,001 to \$300,000

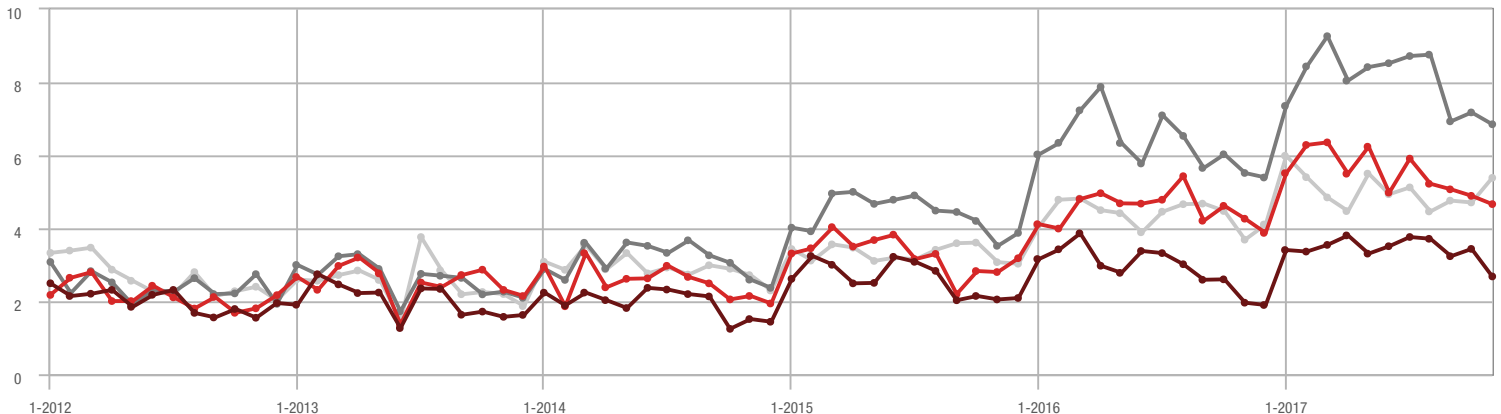


\$300,001 and Above



Buyer Interest (Showings/Listings)

— \$100,000 and Below — \$100,001 to \$200,000 — \$200,001 to \$300,000 — \$300,001 and Above

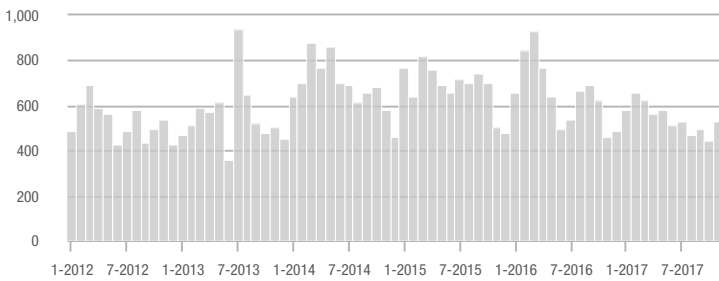


Gastonia, NC

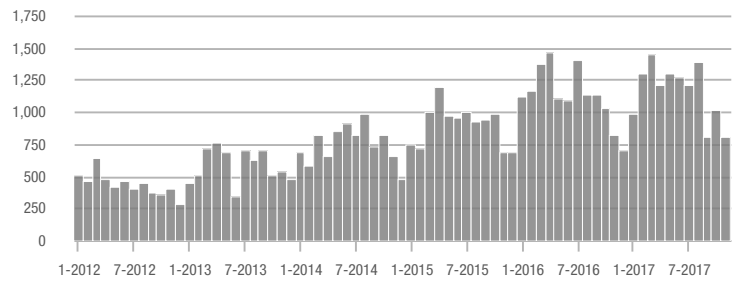
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	532	+ 14.7%	+ 18.8%	6.0	+ 53.8%	+ 16.5%	104	- 30.7%	- 1.0%
\$100,001 to \$200,000	801	- 3.5%	- 21.5%	7.3	+ 17.7%	- 3.9%	119	- 30.8%	- 17.9%
\$200,001 to \$300,000	262	+ 13.9%	- 0.8%	5.3	+ 39.5%	- 2.9%	53	- 34.6%	- 1.9%
\$300,001 and Above	95	+ 39.7%	- 43.5%	2.3	+ 15.0%	- 40.5%	49	- 10.9%	- 12.5%
Total	1,690	+ 6.2%	- 11.1%	5.9	+ 28.3%	- 2.9%	325	- 29.0%	- 9.7%

Showings

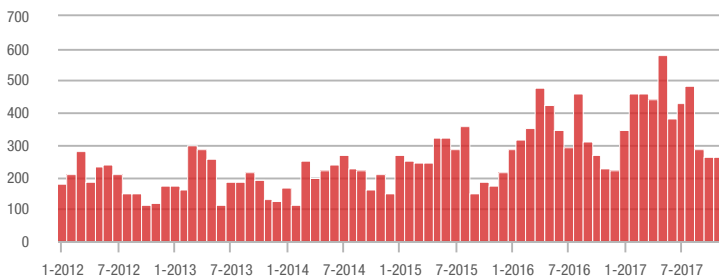
\$100,000 and Below



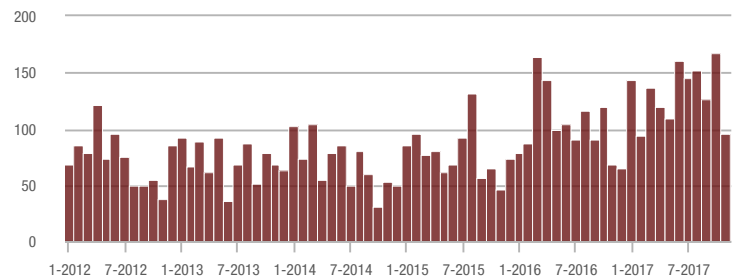
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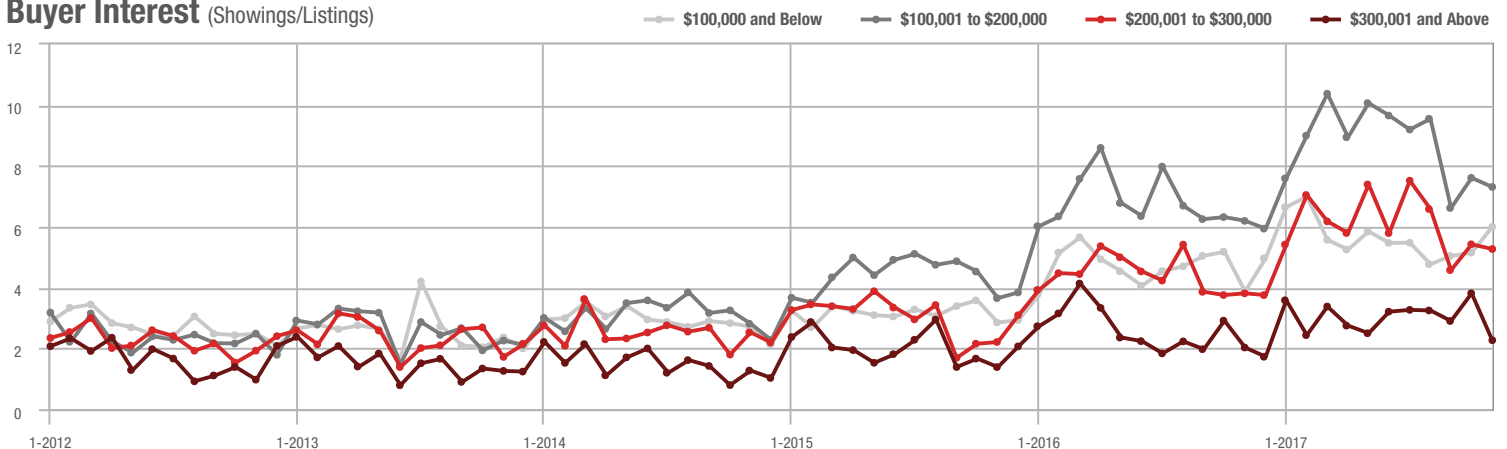
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

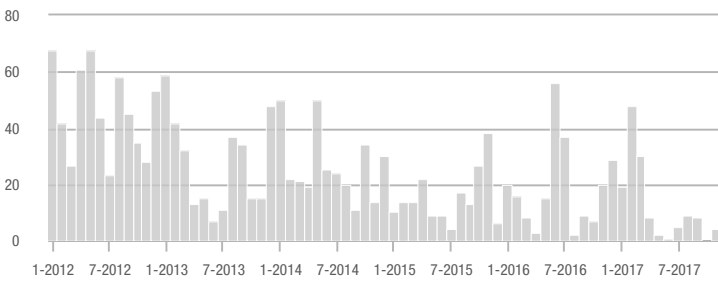


Huntersville, NC

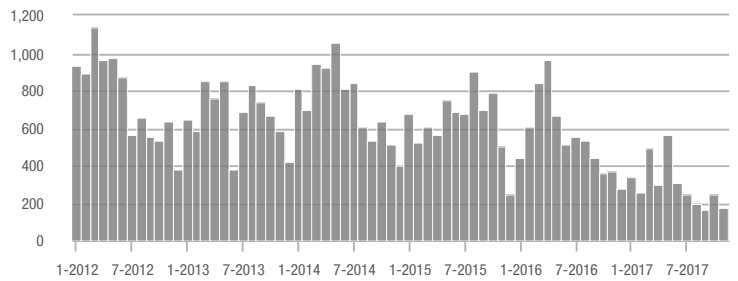
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	4	- 80.0%	—	0.8	- 83.3%	—	9	- 65.4%	0.0%
\$100,001 to \$200,000	173	- 52.7%	- 30.8%	9.2	- 21.4%	- 6.7%	22	- 51.1%	- 26.7%
\$200,001 to \$300,000	657	- 12.3%	- 6.7%	8.9	+ 23.6%	+ 15.8%	76	- 37.2%	- 19.1%
\$300,001 and Above	959	+ 8.0%	- 4.4%	4.8	+ 9.1%	+ 14.5%	240	- 10.1%	- 17.2%
Total	1,793	- 11.4%	- 8.4%	6.1	+ 3.4%	+ 11.1%	347	- 24.4%	- 18.0%

Showings

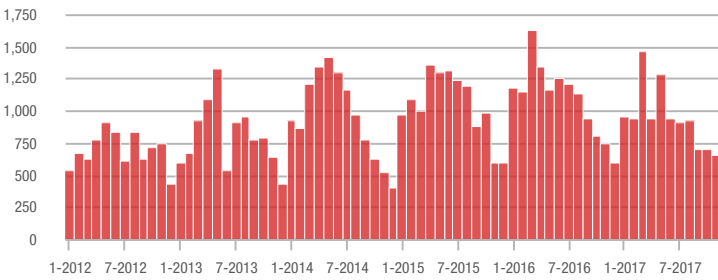
\$100,000 and Below



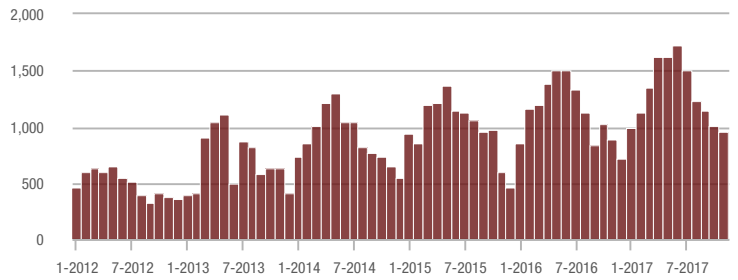
\$100,001 to \$200,000



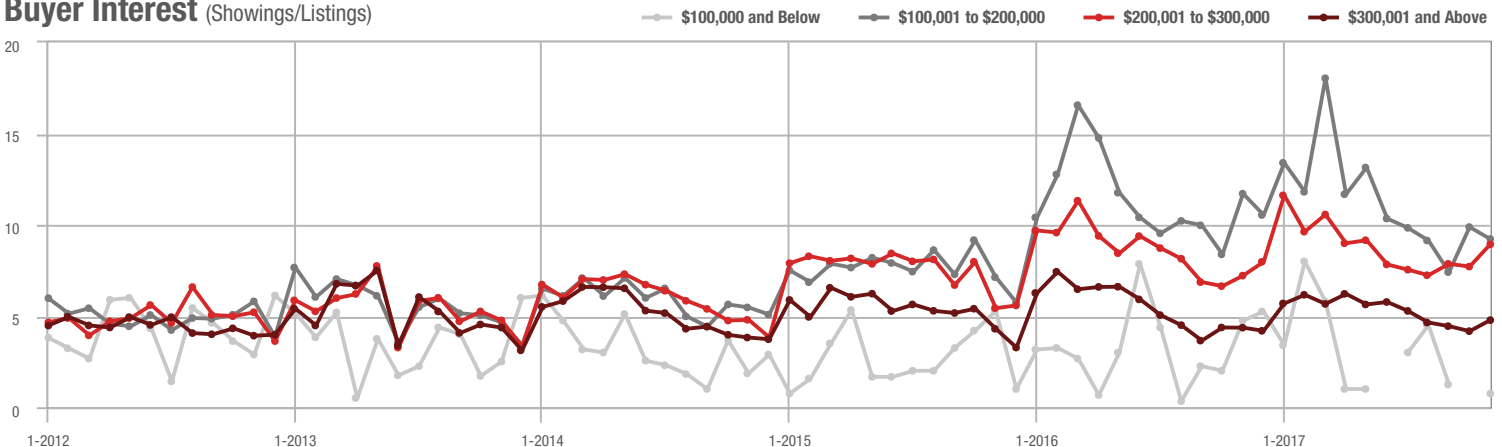
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

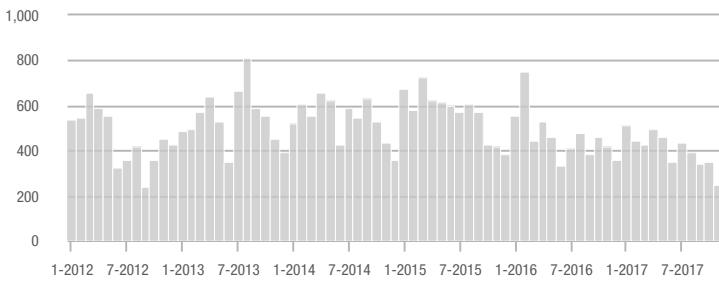


Iredell County, NC

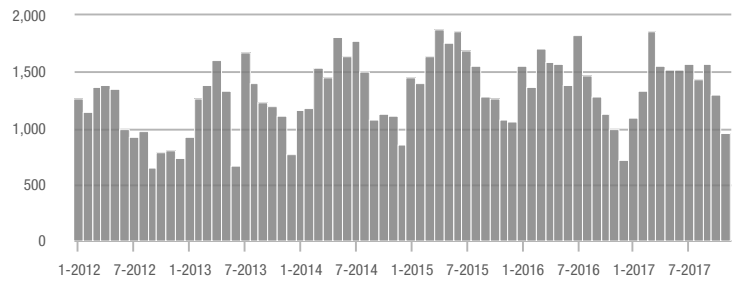
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	244	- 41.5%	- 29.7%	2.6	- 25.7%	- 18.7%	160	- 29.5%	- 12.1%
\$100,001 to \$200,000	956	- 3.0%	- 26.3%	5.3	+ 15.2%	- 7.4%	232	- 19.7%	- 18.3%
\$200,001 to \$300,000	691	- 18.9%	- 18.8%	3.6	- 10.0%	- 9.5%	225	- 20.2%	- 13.8%
\$300,001 and Above	1,904	+ 33.1%	- 12.2%	3.7	+ 42.3%	+ 3.7%	624	- 12.4%	- 16.4%
Total	3,795	+ 3.0%	- 18.6%	3.9	+ 14.7%	- 4.1%	1,241	- 17.8%	- 15.8%

Showings

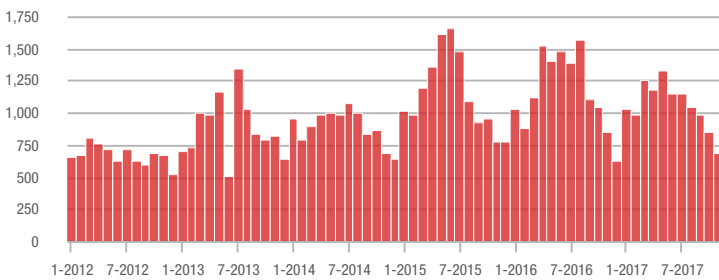
\$100,000 and Below



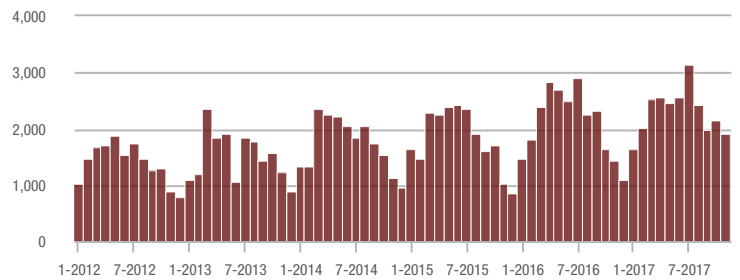
\$100,001 to \$200,000



\$200,001 to \$300,000

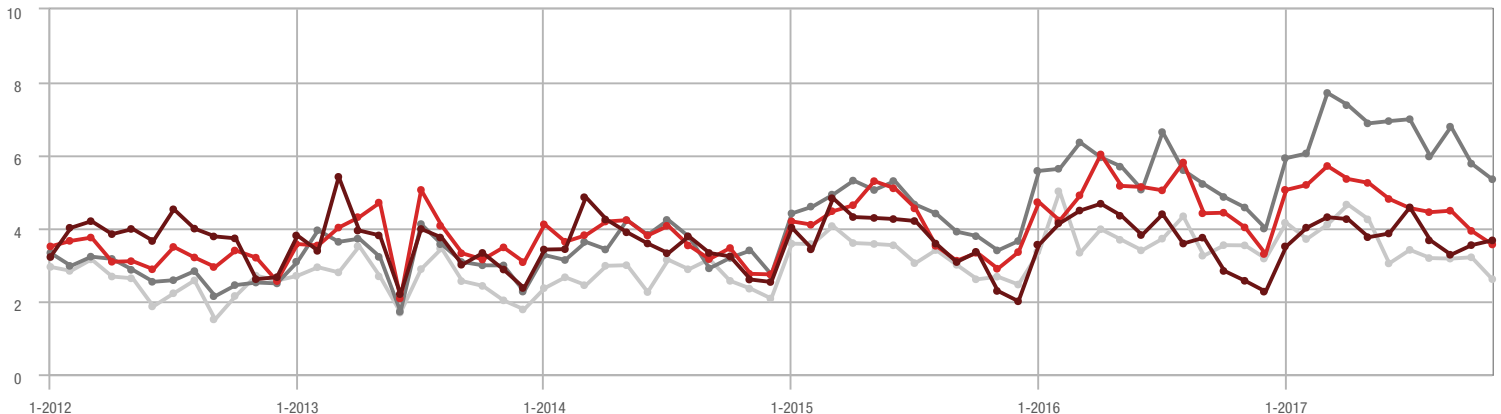


\$300,001 and Above



Buyer Interest (Showings/Listings)

— \$100,000 and Below — \$100,001 to \$200,000 — \$200,001 to \$300,000 — \$300,001 and Above

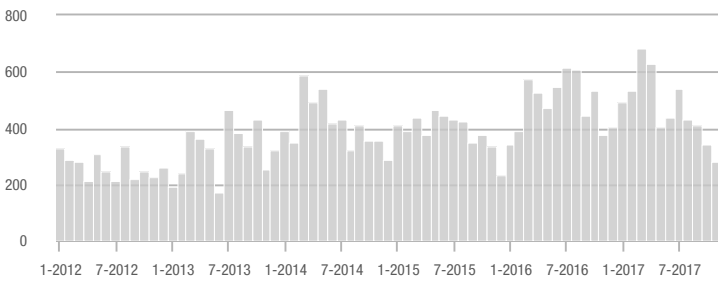


Kannapolis, NC

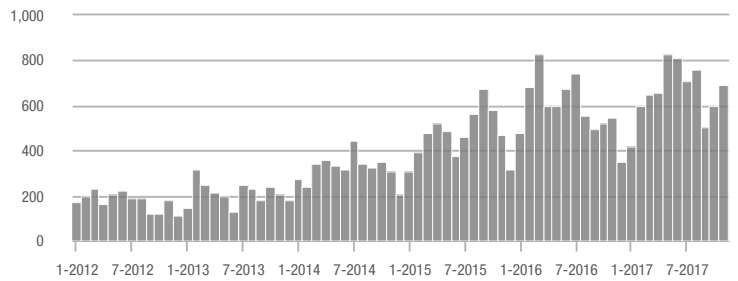
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	283	- 24.7%	- 17.0%	5.4	+ 38.5%	- 5.7%	66	- 47.6%	- 15.4%
\$100,001 to \$200,000	689	+ 25.7%	+ 15.8%	7.7	+ 10.0%	+ 23.1%	93	+ 5.7%	- 6.1%
\$200,001 to \$300,000	80	+ 42.9%	- 9.1%	3.5	+ 20.7%	+ 7.4%	24	- 7.7%	- 17.2%
\$300,001 and Above	46	- 22.0%	- 24.6%	2.2	- 31.3%	- 11.0%	27	- 12.9%	- 12.9%
Total	1,098	+ 5.7%	+ 1.2%	5.9	+ 20.4%	+ 13.3%	210	- 22.5%	- 11.4%

Showings

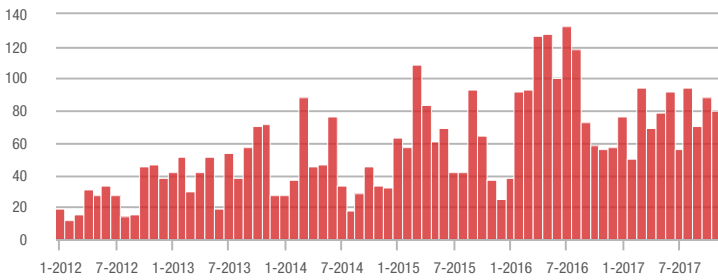
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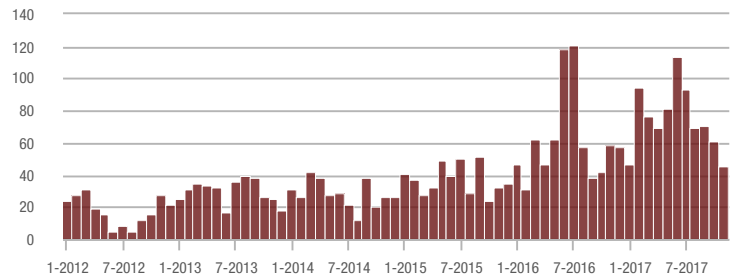
\$100,001 to \$200,000



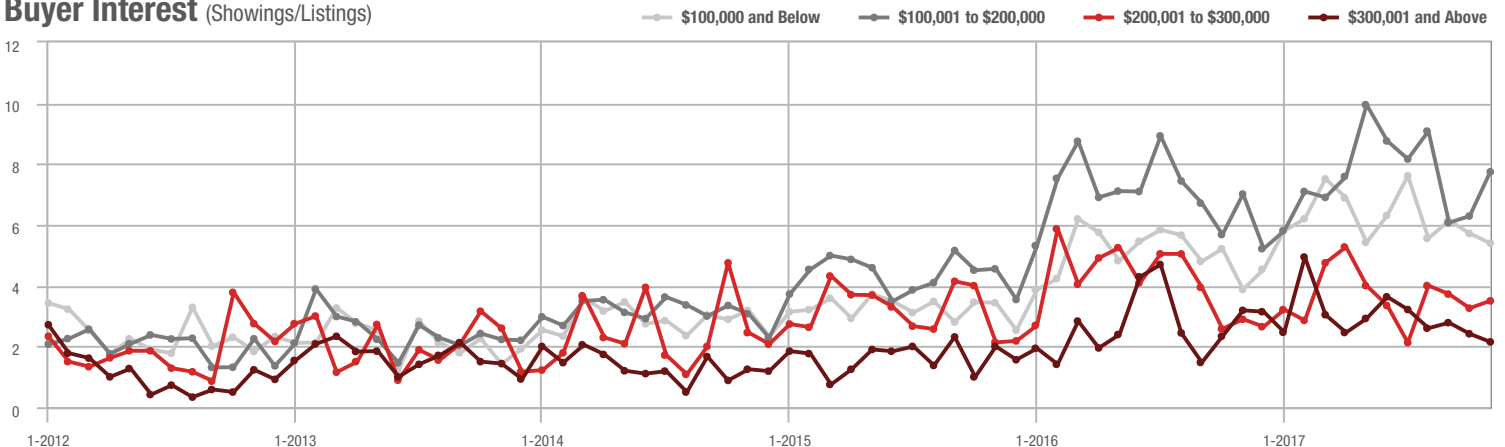
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

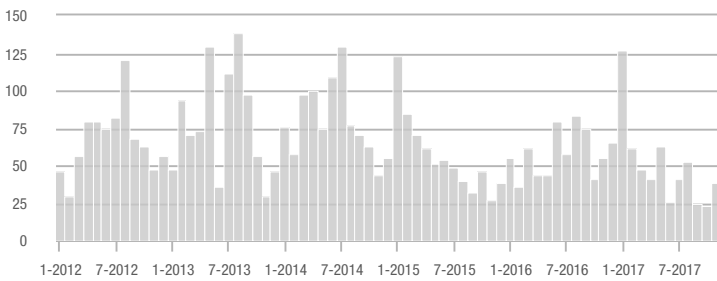


Lake Norman

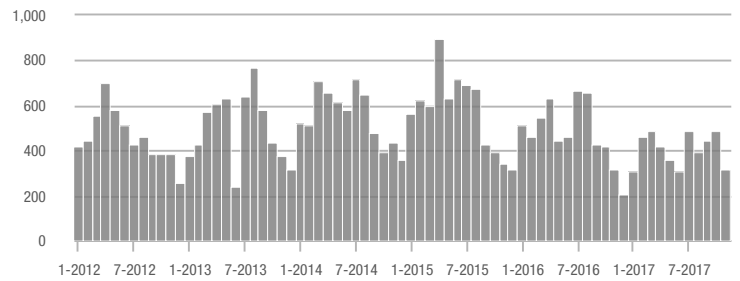
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	38	- 30.9%	+ 65.2%	1.2	+ 33.3%	+ 87.5%	83	- 35.7%	- 9.8%
\$100,001 to \$200,000	314	- 0.3%	- 35.1%	6.4	+ 25.5%	- 6.8%	84	- 23.6%	- 22.9%
\$200,001 to \$300,000	511	+ 2.8%	- 12.3%	5.4	+ 28.6%	- 3.0%	127	- 21.1%	- 14.2%
\$300,001 and Above	2,912	+ 33.2%	- 12.7%	4.0	+ 37.9%	- 0.7%	842	- 12.7%	- 13.3%
Total	3,775	+ 23.6%	- 14.7%	4.2	+ 35.5%	- 1.9%	1,136	- 16.8%	- 13.9%

Showings

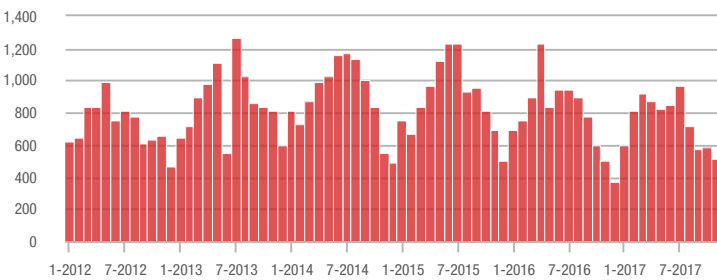
\$100,000 and Below



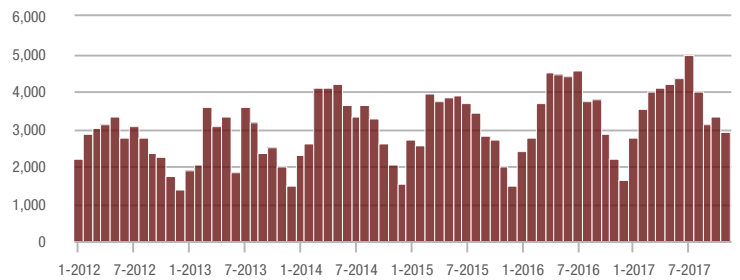
\$100,001 to \$200,000



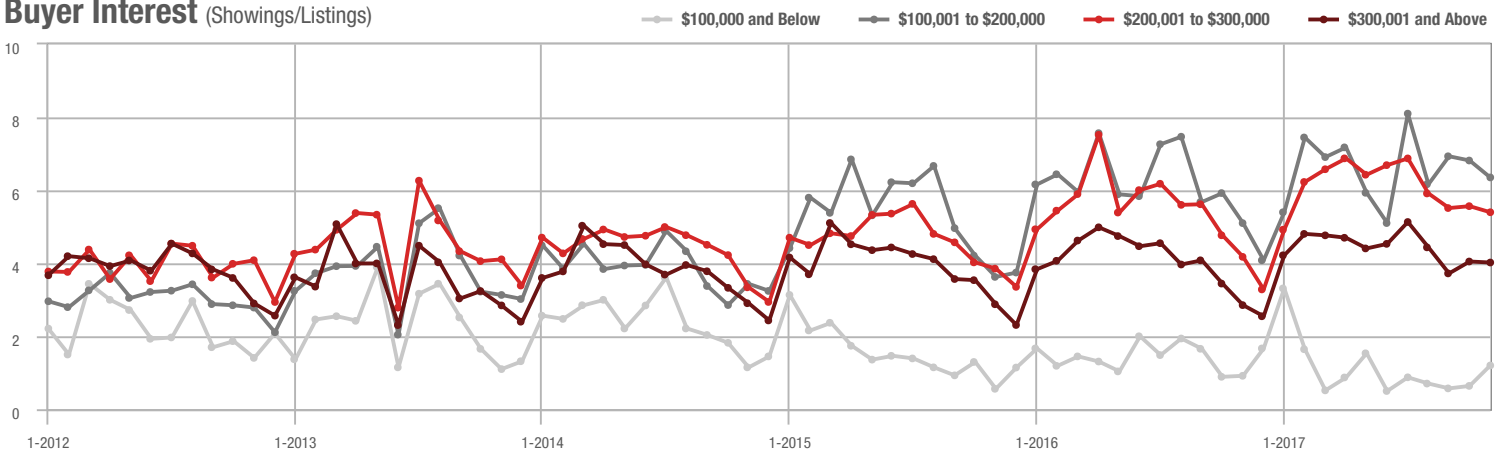
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

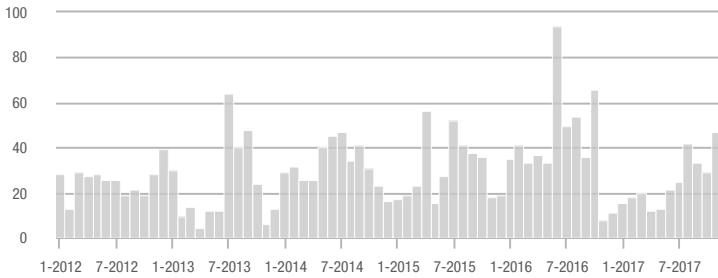


Lake Wylie

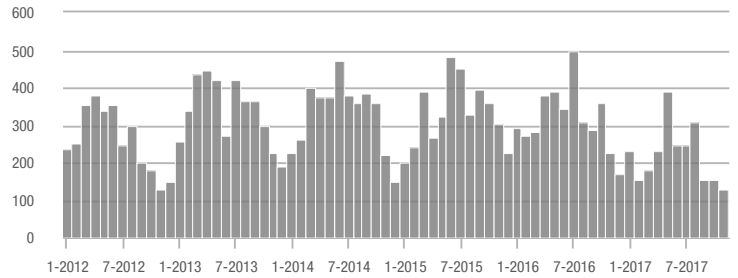
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	47	+ 487.5%	+ 62.1%	2.4	+ 2,300.0%	+ 178.0%	55	- 29.5%	- 20.3%
\$100,001 to \$200,000	129	- 42.9%	- 16.8%	5.8	- 6.5%	+ 34.9%	38	- 41.5%	- 26.9%
\$200,001 to \$300,000	346	- 18.2%	- 36.3%	5.9	- 10.6%	- 22.3%	83	- 17.0%	- 17.8%
\$300,001 and Above	1,052	+ 22.2%	+ 0.2%	4.0	+ 25.0%	+ 6.8%	317	- 12.4%	- 6.2%
Total	1,574	+ 3.7%	- 11.4%	4.4	+ 12.8%	+ 1.3%	493	- 18.5%	- 12.0%

Showings

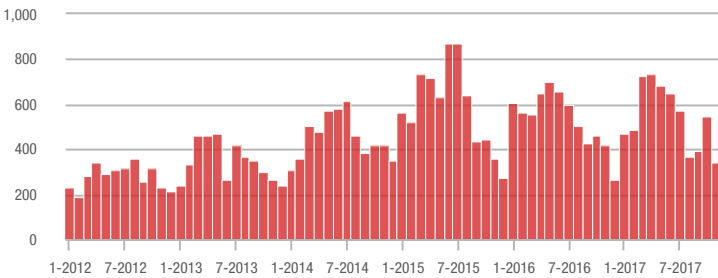
\$100,000 and Below



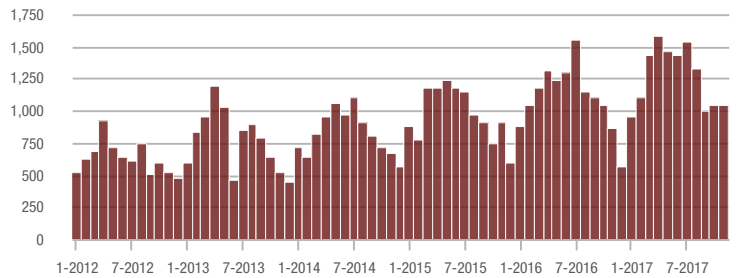
\$100,001 to \$200,000



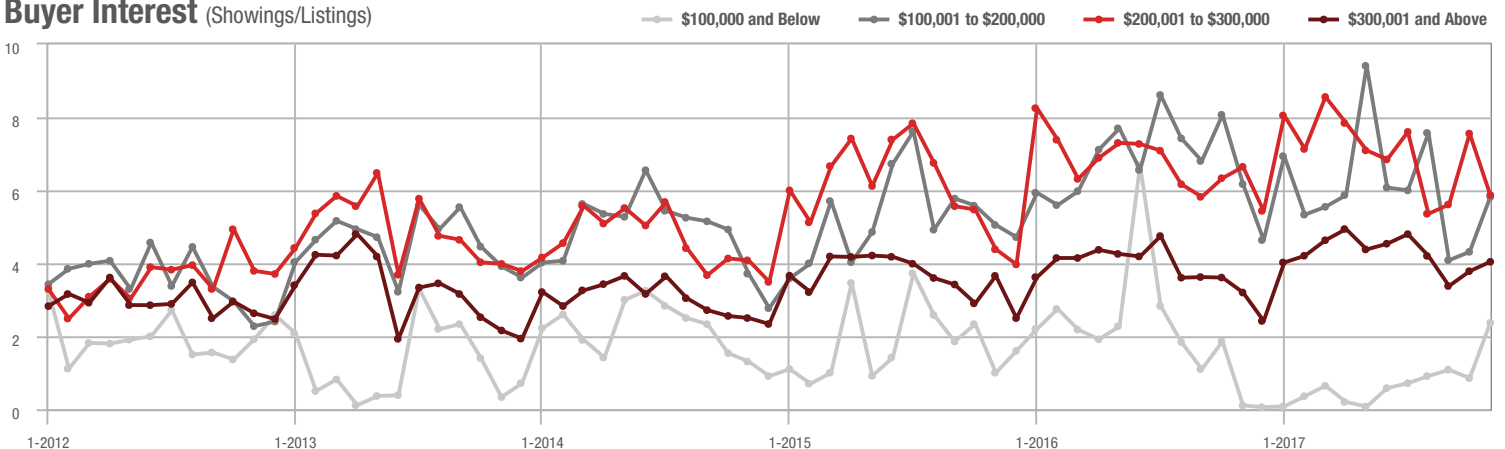
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

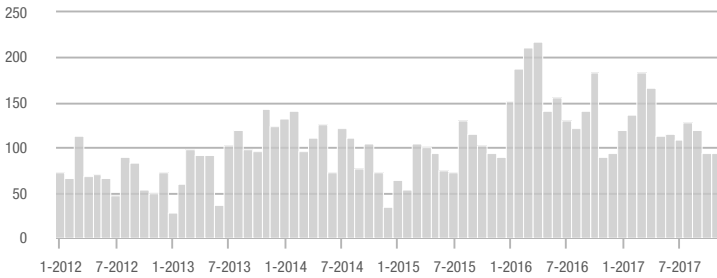


Lancaster County, SC

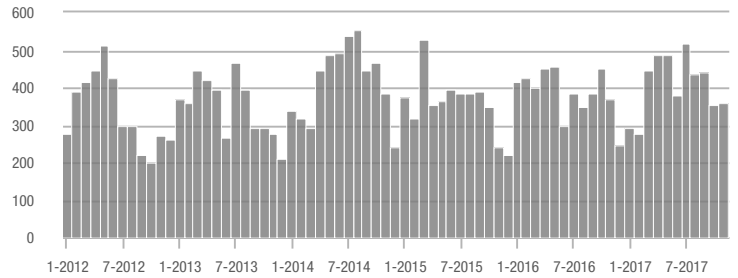
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	93	+ 4.5%	0.0%	2.0	+ 17.6%	- 28.8%	67	- 15.2%	+ 13.6%
\$100,001 to \$200,000	357	- 3.5%	+ 1.1%	4.4	- 21.4%	+ 1.0%	98	+ 11.4%	- 3.0%
\$200,001 to \$300,000	532	+ 6.2%	- 25.0%	5.8	+ 5.5%	- 11.7%	99	- 5.7%	- 13.9%
\$300,001 and Above	717	+ 62.6%	- 20.9%	3.6	+ 9.1%	- 17.8%	234	+ 33.0%	- 8.2%
Total	1,699	+ 21.3%	- 17.6%	4.1	0.0%	- 15.0%	498	+ 11.2%	- 6.0%

Showings

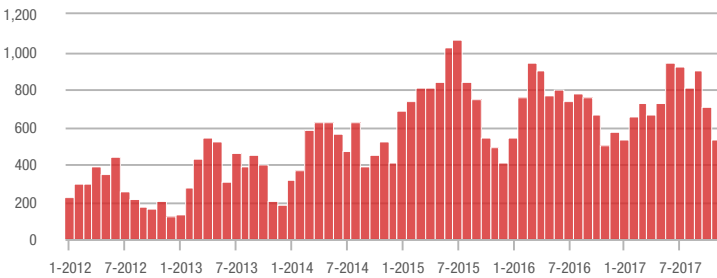
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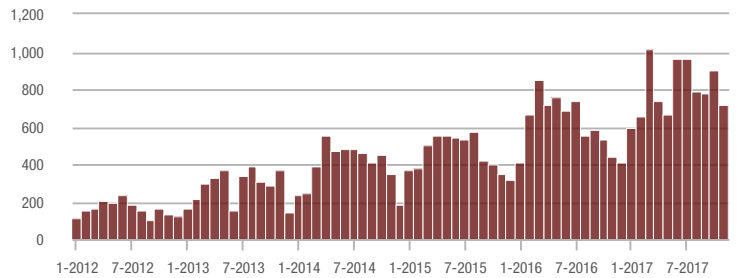
\$100,001 to \$200,000



\$200,001 to \$300,000

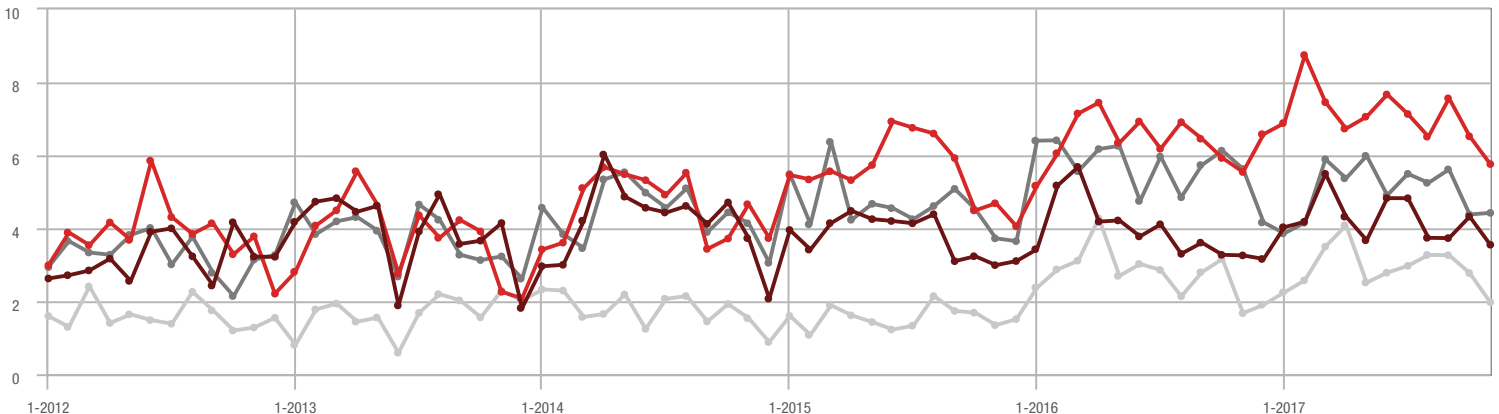


\$300,001 and Above



Buyer Interest (Showings/Listings)

— \$100,000 and Below — \$100,001 to \$200,000 — \$200,001 to \$300,000 — \$300,001 and Above



Showings Report for November 2017

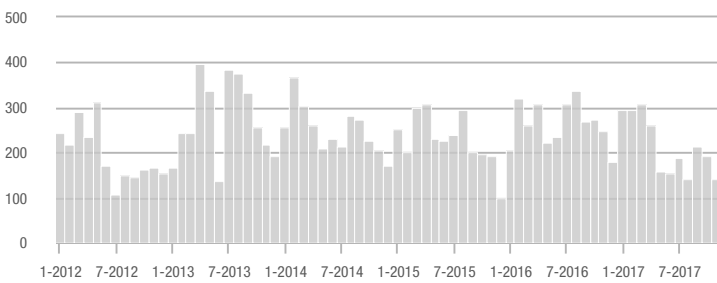
Analytic and Trend Data for the Charlotte Regional Realtor® Association

Lincoln County, NC

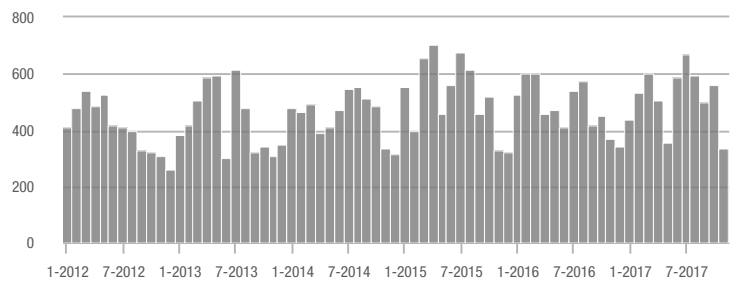
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	139	- 43.5%	- 27.6%	3.2	0.0%	- 13.1%	90	- 46.1%	- 15.9%
\$100,001 to \$200,000	333	- 9.5%	- 40.3%	4.2	+ 10.5%	- 29.8%	94	- 29.3%	- 14.5%
\$200,001 to \$300,000	317	- 2.2%	+ 1.0%	4.3	+ 4.9%	+ 20.0%	86	- 18.9%	- 19.6%
\$300,001 and Above	525	+ 17.2%	- 31.8%	2.9	+ 11.5%	- 24.5%	214	- 10.5%	- 14.1%
Total	1,314	- 5.2%	- 28.4%	3.5	+ 9.4%	- 17.7%	484	- 25.0%	- 15.5%

Showings

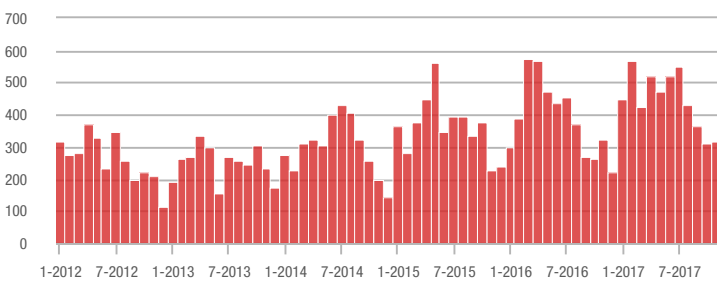
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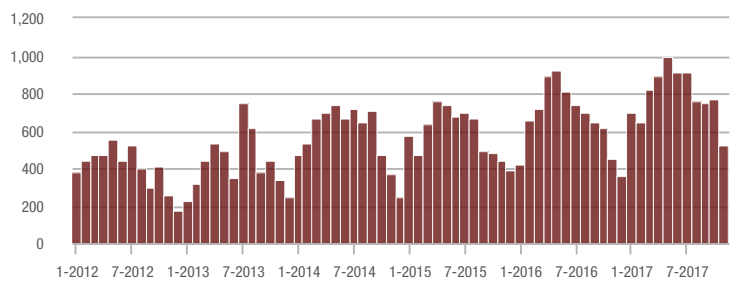
\$100,001 to \$200,000



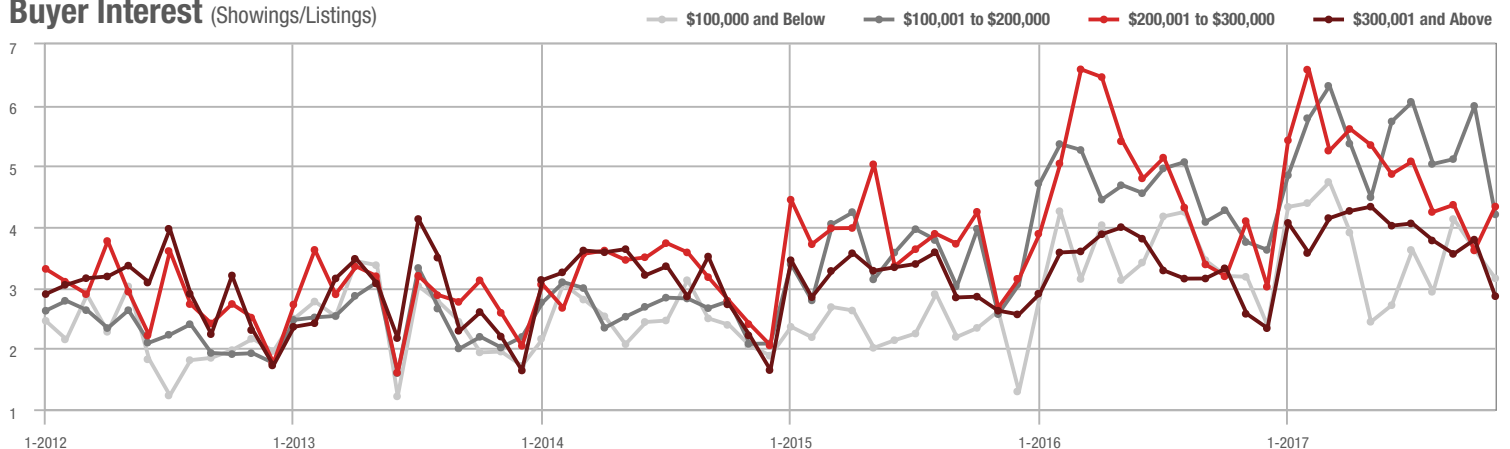
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

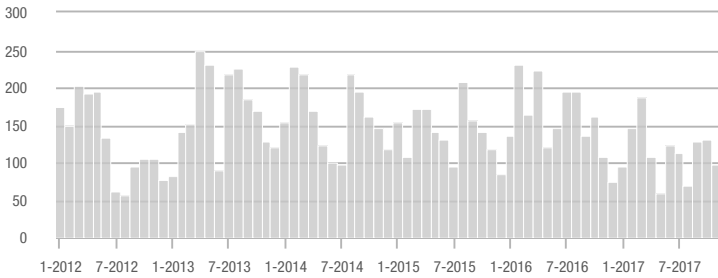


Lincolnton, NC

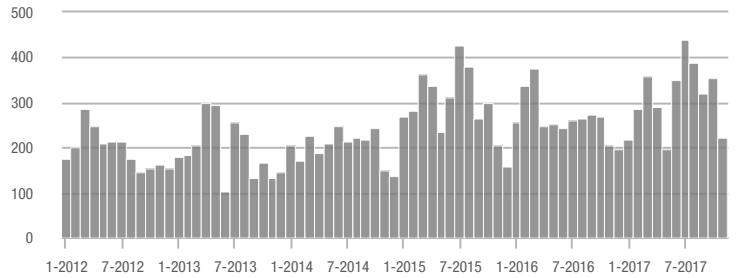
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	98	- 8.4%	- 24.6%	4.5	+ 60.7%	- 6.4%	39	- 39.1%	- 13.3%
\$100,001 to \$200,000	224	+ 9.3%	- 36.7%	4.4	+ 22.2%	- 31.4%	59	- 18.1%	- 7.8%
\$200,001 to \$300,000	114	+ 128.0%	+ 6.5%	3.9	+ 44.4%	+ 28.6%	33	+ 26.9%	- 15.4%
\$300,001 and Above	35	+ 34.6%	- 32.7%	1.7	- 26.1%	- 24.4%	27	+ 50.0%	- 6.9%
Total	471	+ 21.4%	- 26.7%	3.8	+ 22.6%	- 16.4%	158	- 12.2%	- 10.7%

Showings

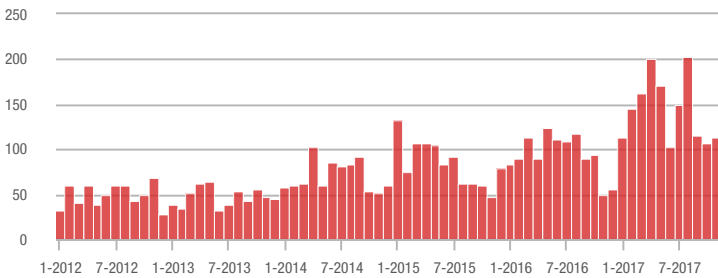
\$100,000 and Below



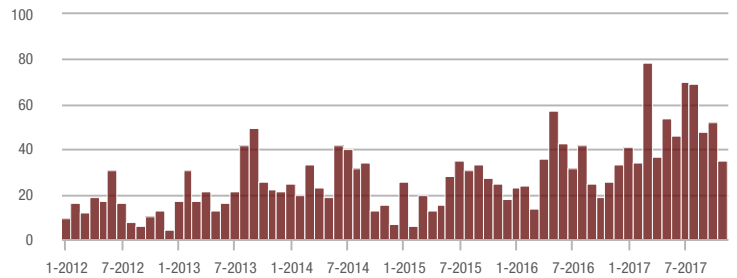
\$100,001 to \$200,000



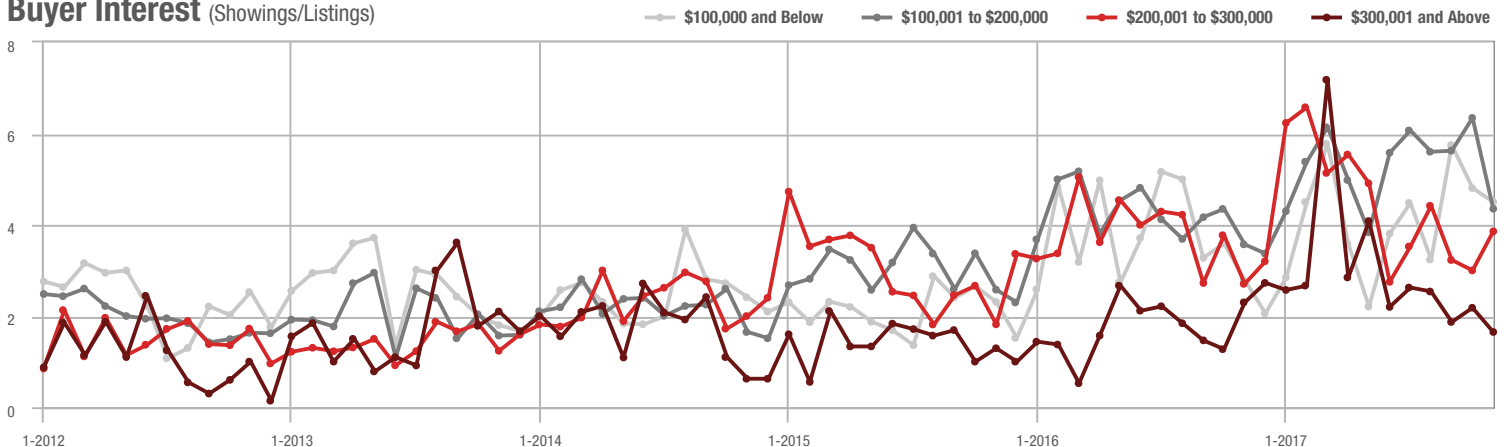
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

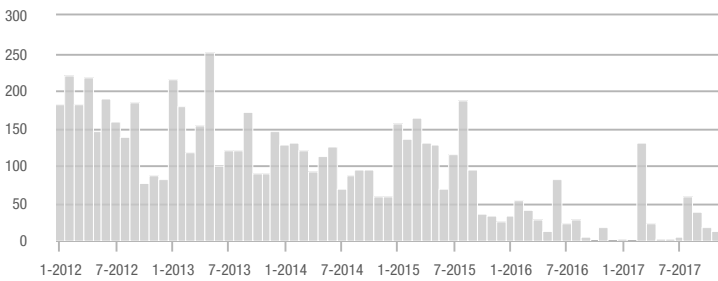


Matthews, NC

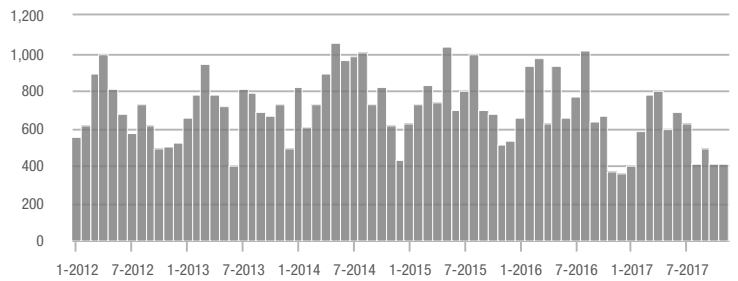
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	14	- 17.6%	- 26.3%	3.3	- 79.4%	- 14.5%	6	+ 200.0%	- 14.3%
\$100,001 to \$200,000	408	+ 9.7%	- 0.5%	14.4	+ 39.8%	+ 9.1%	33	- 23.3%	- 8.3%
\$200,001 to \$300,000	507	- 33.6%	- 45.1%	10.3	- 2.8%	- 8.1%	49	- 31.9%	- 40.2%
\$300,001 and Above	833	+ 32.4%	- 15.5%	5.3	+ 43.2%	- 0.1%	180	- 11.8%	- 12.2%
Total	1,762	- 1.1%	- 24.6%	7.4	+ 13.8%	- 4.7%	268	- 16.5%	- 18.8%

Showings

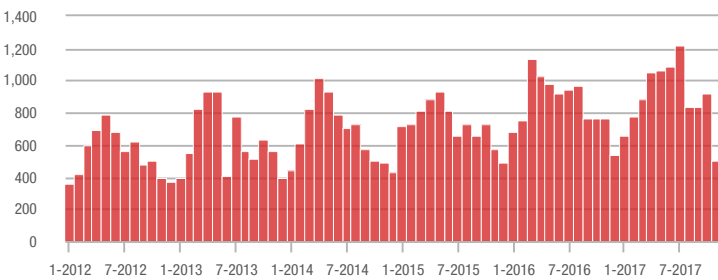
\$100,000 and Below



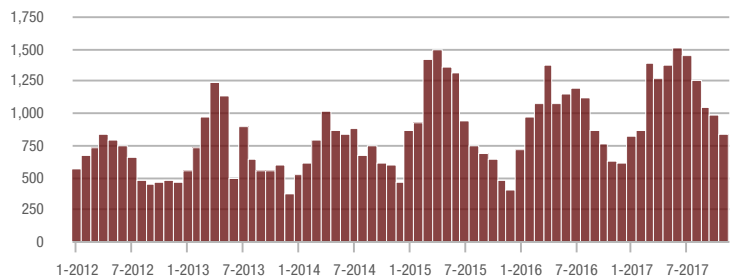
\$100,001 to \$200,000



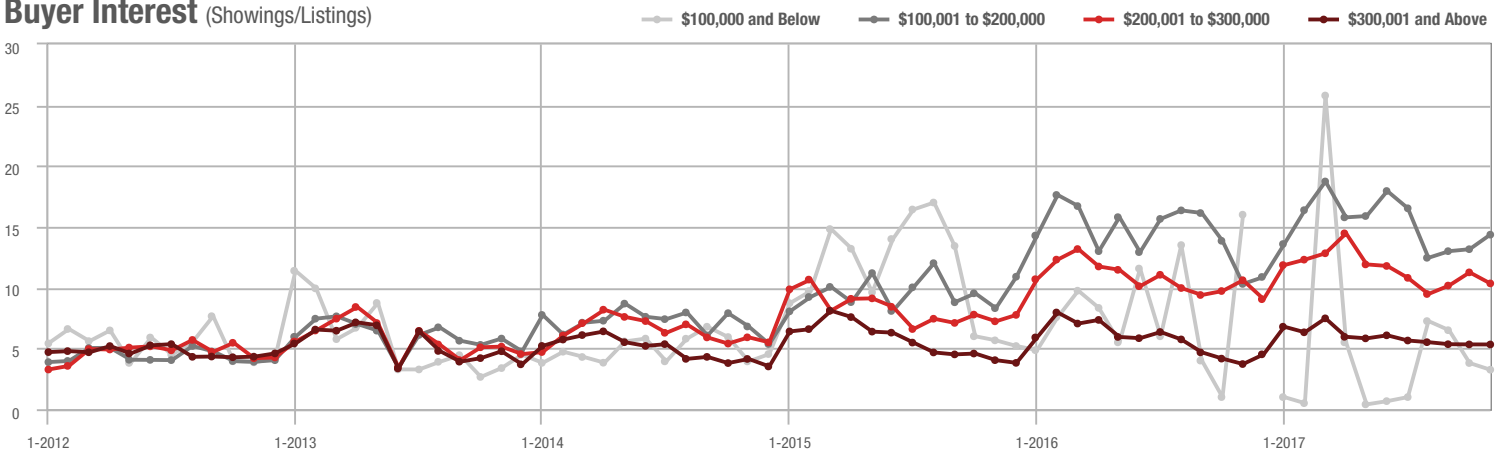
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

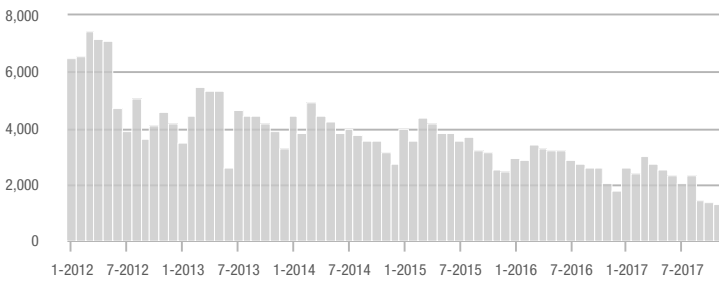


Mecklenburg County, NC

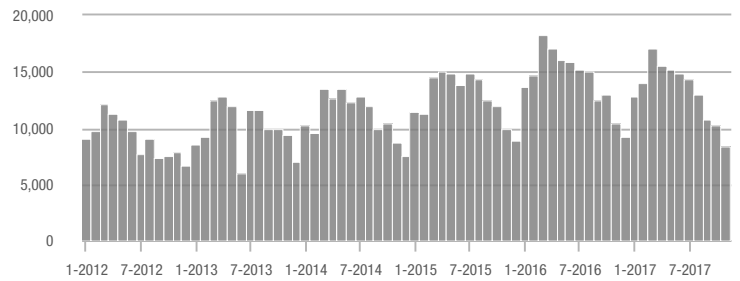
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	1,325	- 34.7%	- 1.6%	8.0	+ 15.9%	+ 16.8%	202	- 50.9%	- 15.8%
\$100,001 to \$200,000	8,451	- 18.3%	- 16.9%	10.6	+ 7.1%	- 1.1%	833	- 29.6%	- 16.0%
\$200,001 to \$300,000	7,338	+ 3.1%	- 14.8%	8.7	+ 13.0%	+ 1.6%	895	- 14.3%	- 16.2%
\$300,001 and Above	11,017	+ 21.3%	- 9.3%	5.5	+ 17.0%	+ 4.3%	2,229	- 5.3%	- 13.7%
Total	28,131	- 1.6%	- 12.8%	7.4	+ 8.8%	+ 2.0%	4,159	- 16.7%	- 14.8%

Showings

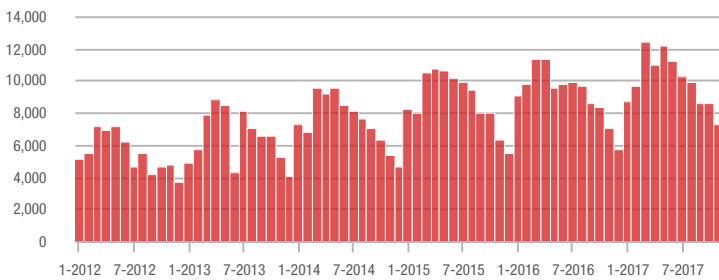
\$100,000 and Below



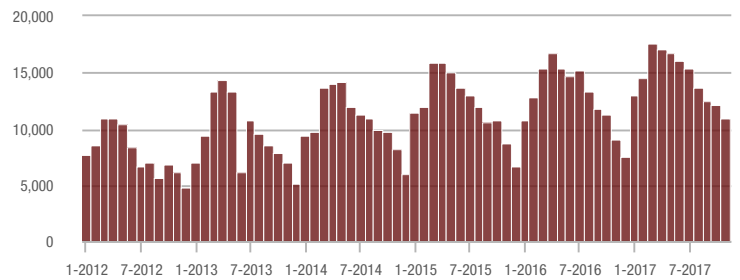
\$100,001 to \$200,000



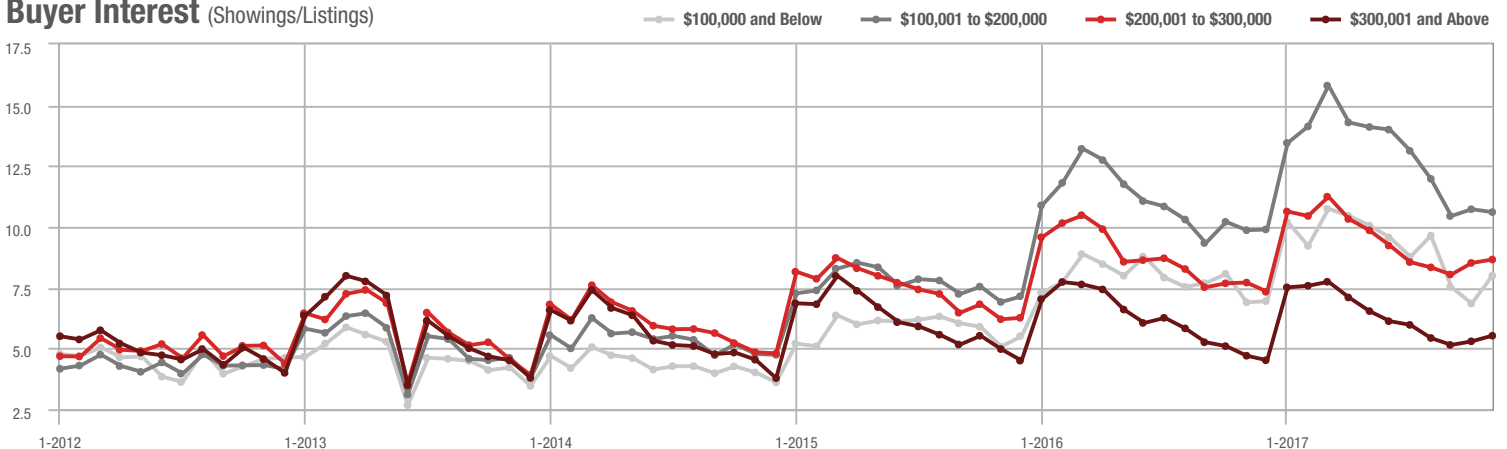
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

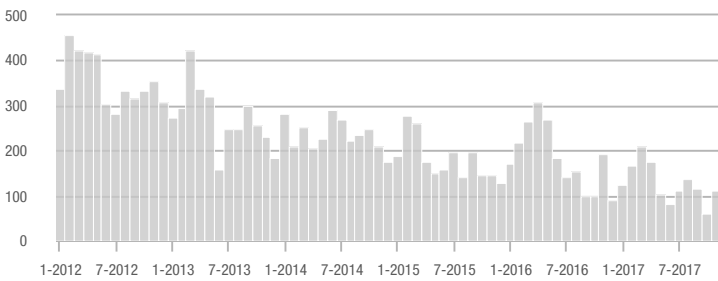


Monroe, NC

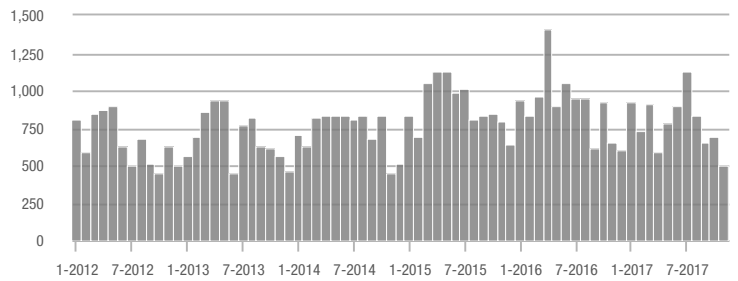
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	111	- 42.2%	+ 82.0%	7.0	- 5.4%	+ 157.9%	25	- 55.4%	- 32.4%
\$100,001 to \$200,000	506	- 23.3%	- 27.2%	6.4	+ 12.3%	- 11.2%	91	- 32.1%	- 18.0%
\$200,001 to \$300,000	426	+ 8.1%	+ 13.6%	5.4	+ 22.7%	+ 14.2%	86	- 20.4%	- 1.1%
\$300,001 and Above	208	+ 76.3%	+ 28.4%	3.6	+ 50.0%	+ 7.6%	69	- 12.7%	+ 13.1%
Total	1,251	- 8.3%	- 3.2%	5.4	+ 10.2%	+ 2.9%	271	- 28.1%	- 8.4%

Showings

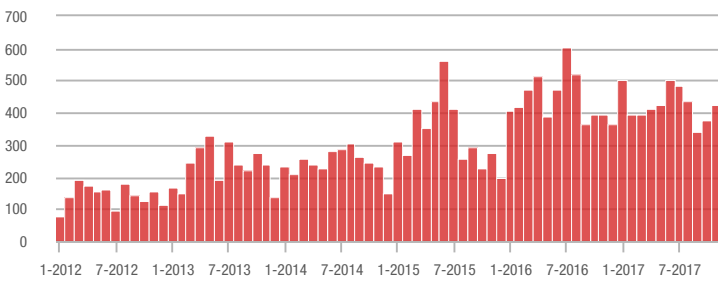
\$100,000 and Below



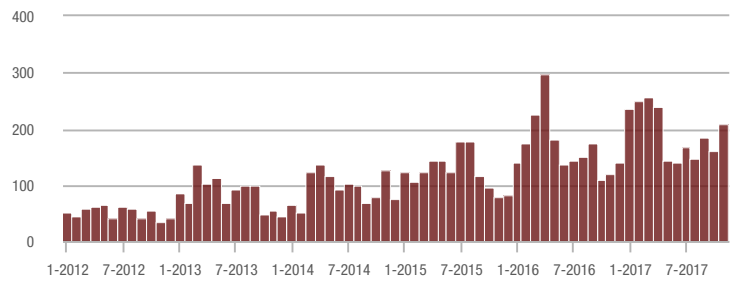
\$100,001 to \$200,000



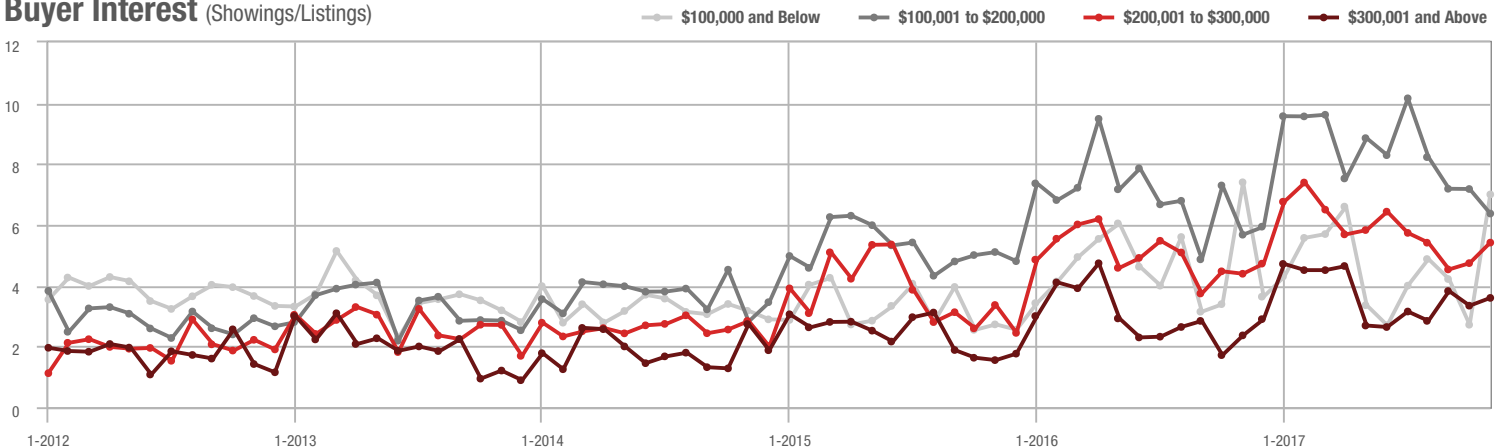
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

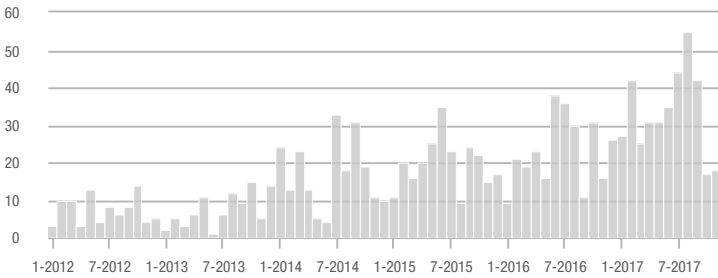


Montgomery County, NC

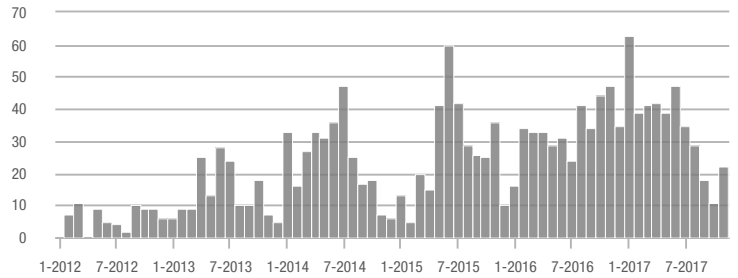
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	18	+ 12.5%	+ 5.9%	0.5	+ 25.0%	- 27.3%	41	- 44.6%	- 18.0%
\$100,001 to \$200,000	22	- 53.2%	+ 100.0%	1.1	- 38.9%	+ 86.3%	36	- 35.7%	- 2.7%
\$200,001 to \$300,000	7	- 68.2%	- 61.1%	1.3	+ 18.2%	- 52.4%	15	- 62.5%	- 21.1%
\$300,001 and Above	64	+ 56.1%	- 48.4%	1.4	+ 55.6%	- 46.0%	70	- 18.6%	- 1.4%
Total	111	- 11.9%	- 34.7%	1.2	+ 20.0%	- 33.3%	162	- 36.7%	- 8.5%

Showings

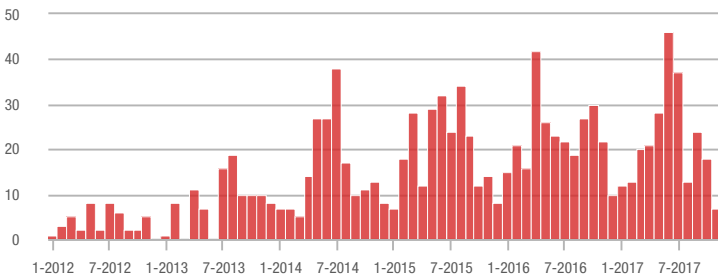
\$100,000 and Below



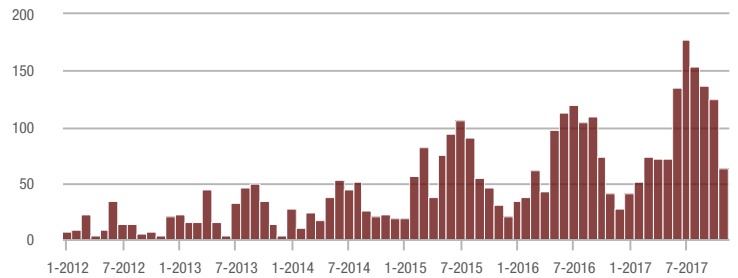
\$100,001 to \$200,000



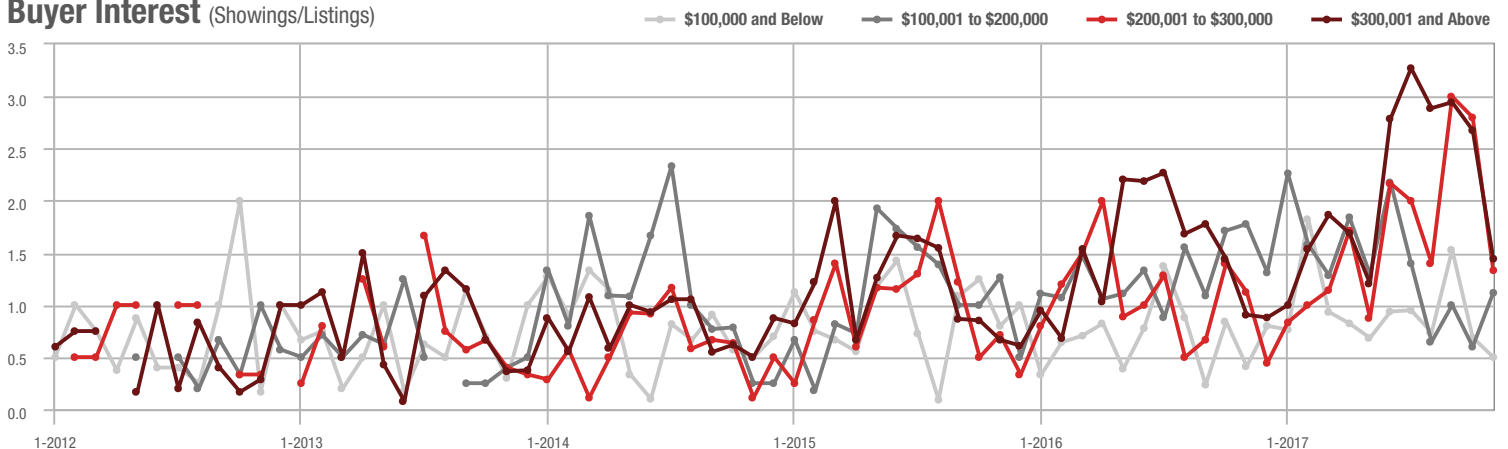
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

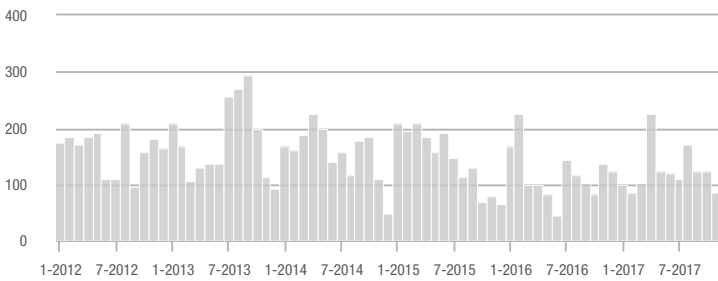


Mooresville, NC

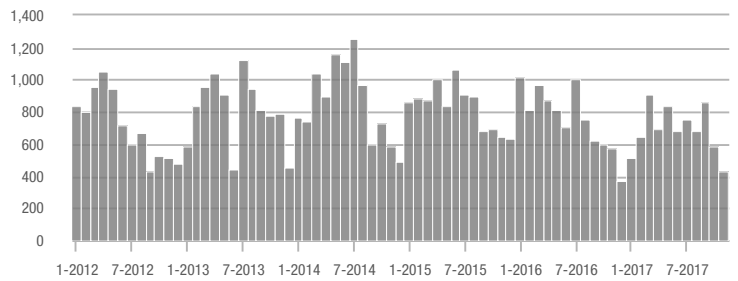
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	86	- 37.2%	- 30.6%	3.9	- 25.0%	- 8.2%	43	- 35.8%	- 17.3%
\$100,001 to \$200,000	431	- 24.5%	- 26.8%	6.8	+ 1.5%	- 4.1%	81	- 27.0%	- 20.6%
\$200,001 to \$300,000	489	- 25.6%	- 27.4%	4.0	- 14.9%	- 13.4%	141	- 18.0%	- 19.0%
\$300,001 and Above	1,719	+ 40.0%	- 12.6%	3.9	+ 39.3%	+ 3.1%	518	- 6.0%	- 16.3%
Total	2,725	+ 5.1%	- 18.8%	4.2	+ 13.5%	- 2.3%	783	- 13.1%	- 17.3%

Showings

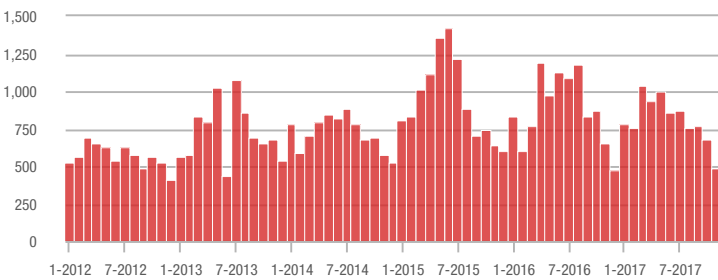
\$100,000 and Below



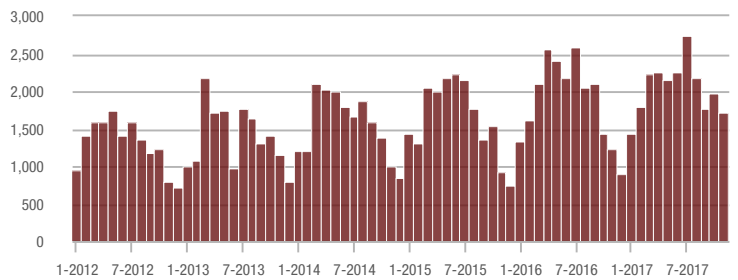
\$100,001 to \$200,000



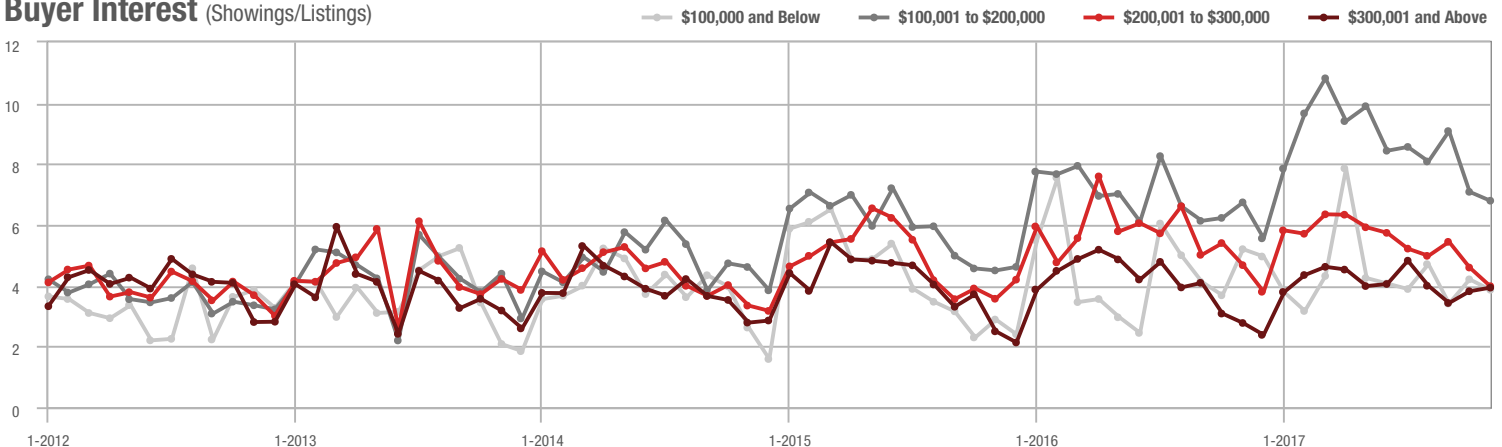
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

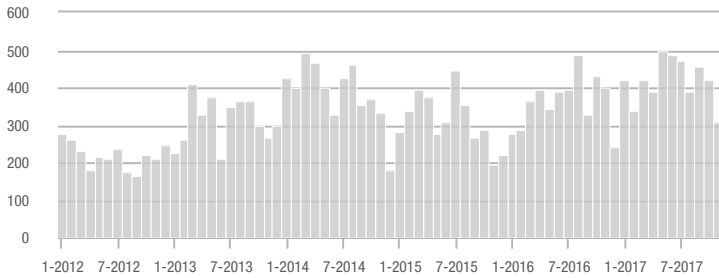


Rock Hill, SC

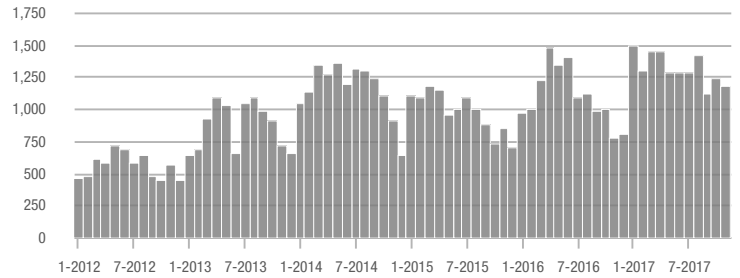
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	306	- 23.3%	- 27.1%	4.8	+ 6.7%	- 25.5%	87	- 39.2%	- 2.2%
\$100,001 to \$200,000	1,184	+ 52.0%	- 4.1%	10.7	+ 46.6%	+ 4.0%	113	- 1.7%	- 8.1%
\$200,001 to \$300,000	529	+ 2.7%	- 24.6%	7.1	+ 36.5%	- 11.8%	81	- 25.7%	- 15.6%
\$300,001 and Above	218	- 11.7%	- 41.7%	2.4	- 7.7%	- 39.1%	97	- 21.1%	- 12.6%
Total	2,237	+ 15.3%	- 18.1%	6.8	+ 33.3%	- 10.5%	378	- 22.9%	- 9.8%

Showings

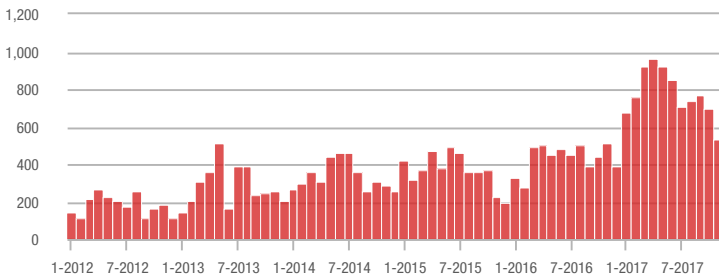
\$100,000 and Below



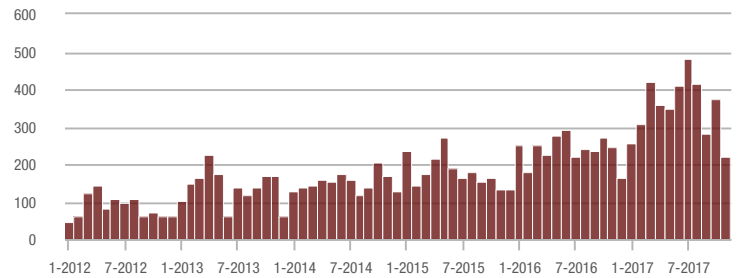
\$100,001 to \$200,000



\$200,001 to \$300,000

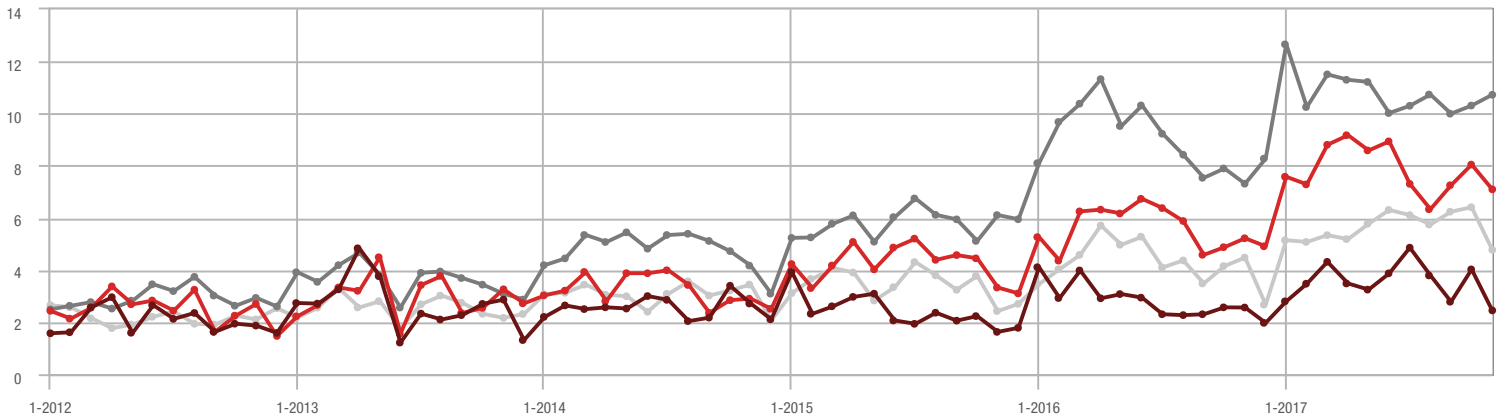


\$300,001 and Above



Buyer Interest (Showings/Listings)

— \$100,000 and Below — \$100,001 to \$200,000 — \$200,001 to \$300,000 — \$300,001 and Above

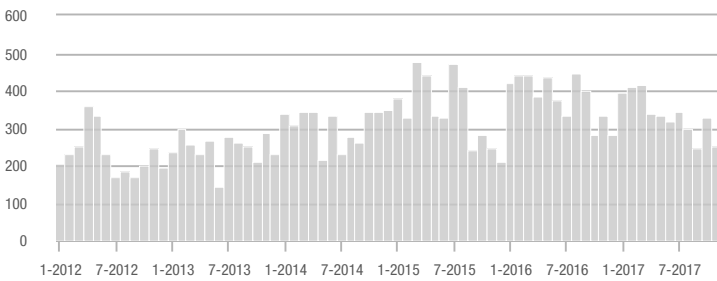


Salisbury, NC

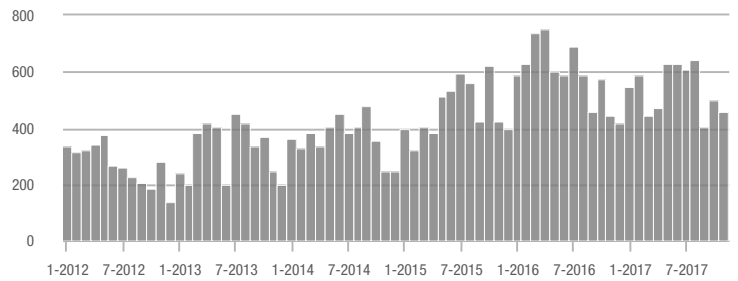
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	252	- 24.1%	- 23.2%	3.4	+ 25.9%	- 12.0%	105	- 39.0%	- 11.0%
\$100,001 to \$200,000	461	+ 3.8%	- 7.2%	4.7	+ 23.7%	- 4.2%	118	- 15.1%	- 3.3%
\$200,001 to \$300,000	185	+ 38.1%	+ 24.2%	3.3	+ 43.5%	+ 26.0%	66	- 7.0%	- 7.0%
\$300,001 and Above	78	+ 39.3%	0.0%	2.2	+ 57.1%	+ 22.5%	47	+ 2.2%	- 13.0%
Total	976	+ 1.0%	- 7.2%	3.8	+ 31.0%	0.0%	336	- 21.5%	- 7.9%

Showings

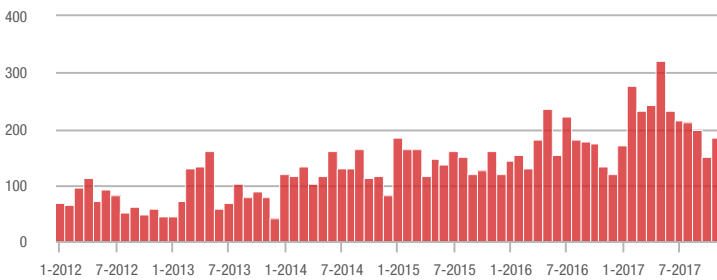
\$100,000 and Below



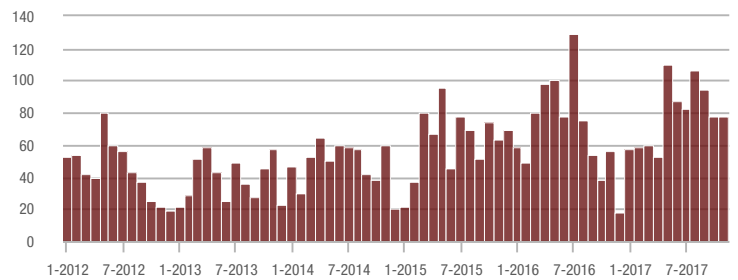
\$100,001 to \$200,000



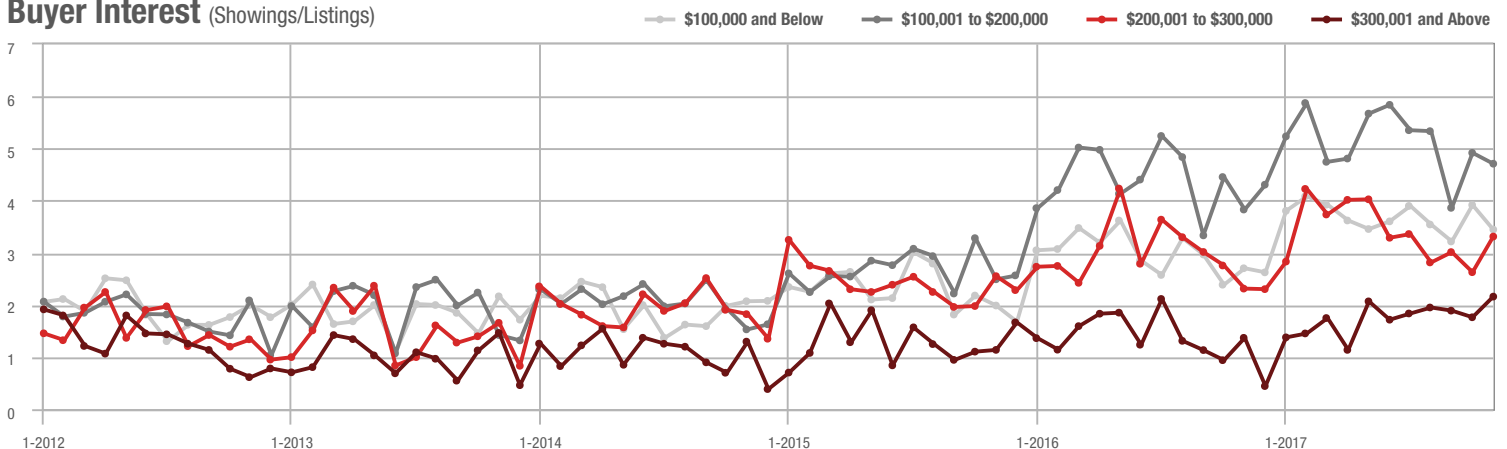
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

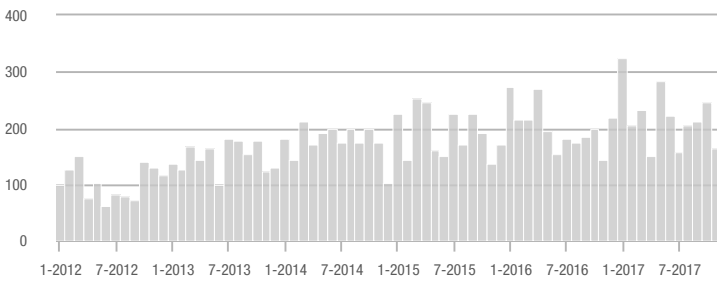


Stanly County, NC

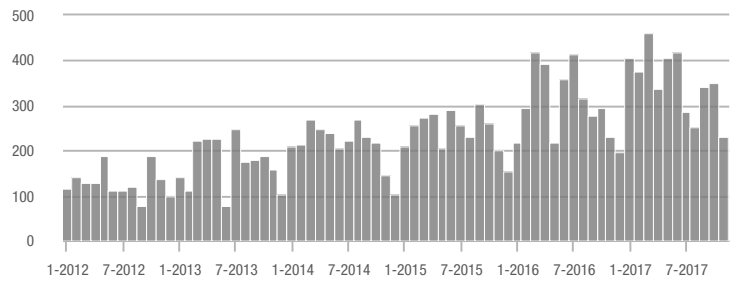
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	164	+ 13.1%	- 33.1%	2.9	+ 31.8%	- 23.8%	80	- 27.3%	- 14.0%
\$100,001 to \$200,000	232	+ 0.4%	- 33.5%	4.0	+ 66.7%	- 20.0%	73	- 42.1%	- 15.1%
\$200,001 to \$300,000	99	- 26.7%	- 38.1%	2.4	- 4.0%	- 25.4%	46	- 39.5%	- 19.3%
\$300,001 and Above	101	+ 42.3%	- 25.2%	1.9	+ 26.7%	- 18.8%	70	- 4.1%	- 6.7%
Total	596	+ 2.4%	- 33.0%	2.9	+ 31.8%	- 22.4%	269	- 30.1%	- 13.5%

Showings

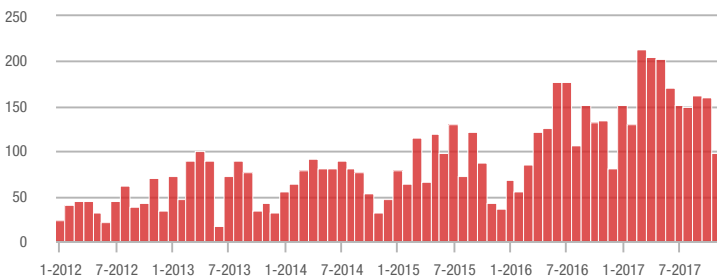
\$100,000 and Below



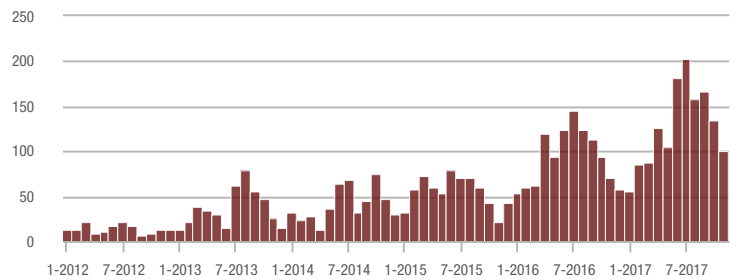
\$100,001 to \$200,000



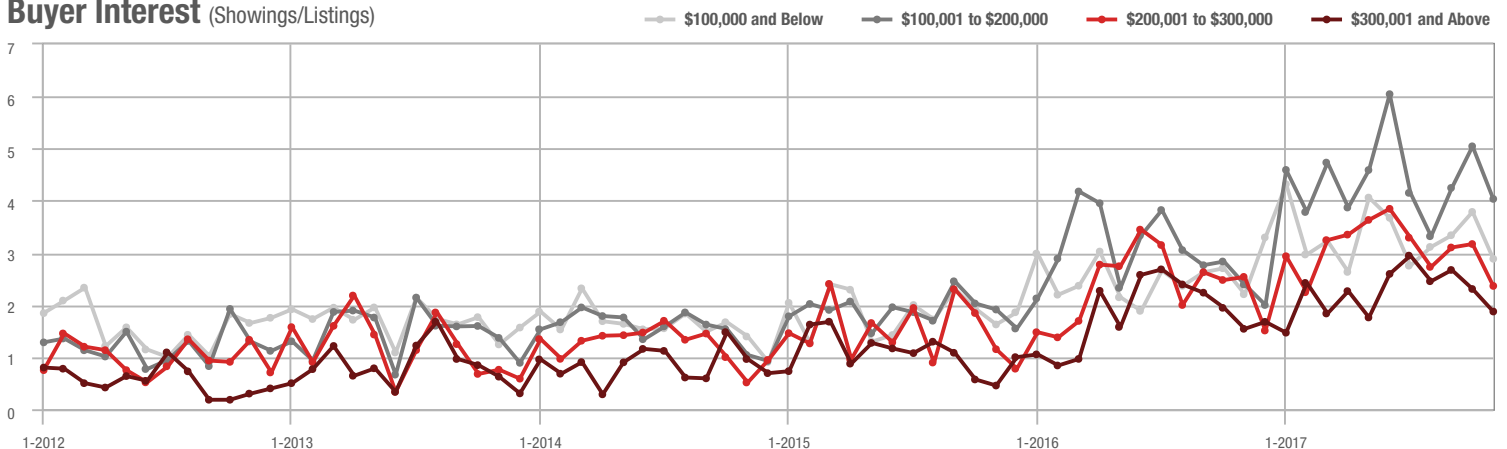
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

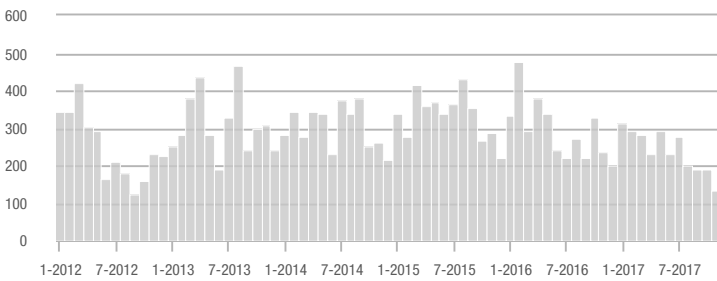


Statesville, NC

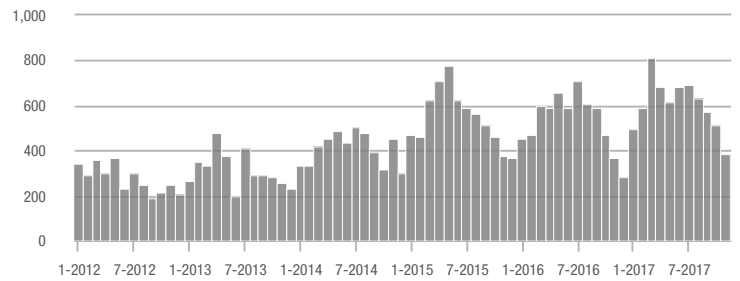
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	135	- 42.6%	- 28.2%	2.4	- 22.6%	- 21.8%	78	- 33.9%	- 12.4%
\$100,001 to \$200,000	383	+ 3.5%	- 25.5%	4.1	+ 24.2%	- 10.3%	120	- 16.7%	- 17.8%
\$200,001 to \$300,000	156	+ 4.7%	+ 4.0%	2.6	0.0%	- 2.6%	69	- 11.5%	- 2.8%
\$300,001 and Above	61	- 37.8%	- 45.0%	1.2	- 7.7%	- 28.8%	61	- 26.5%	- 19.7%
Total	735	- 13.7%	- 23.7%	2.9	+ 3.6%	- 14.5%	328	- 22.5%	- 14.1%

Showings

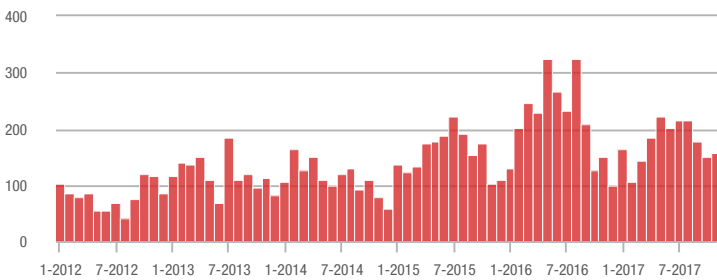
\$100,000 and Below



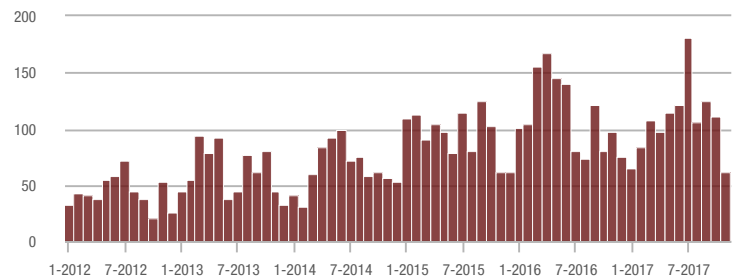
\$100,001 to \$200,000



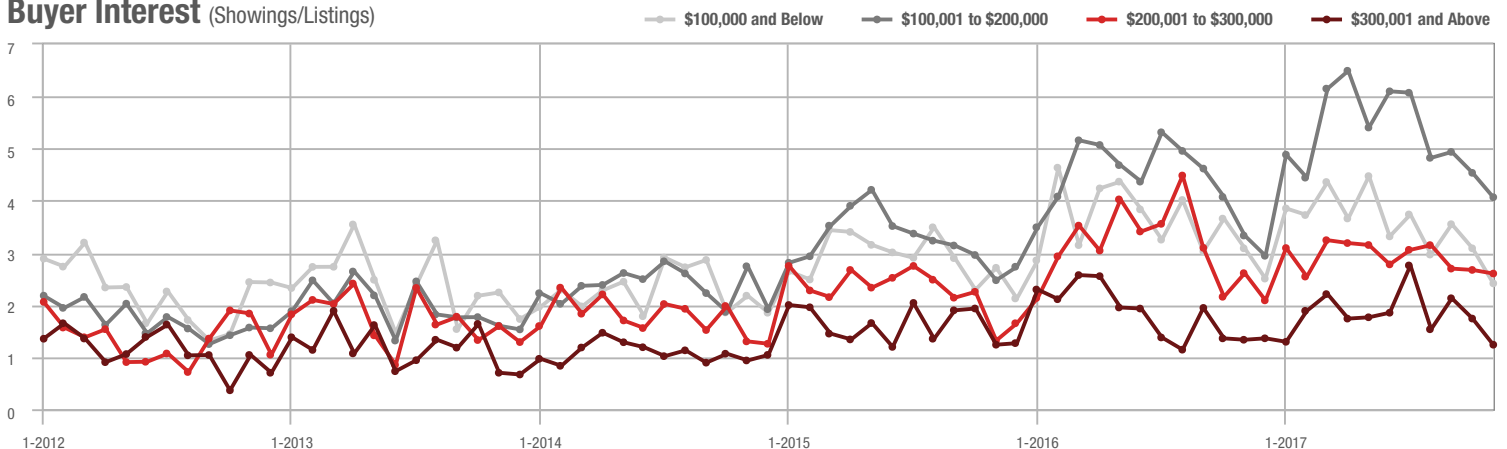
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

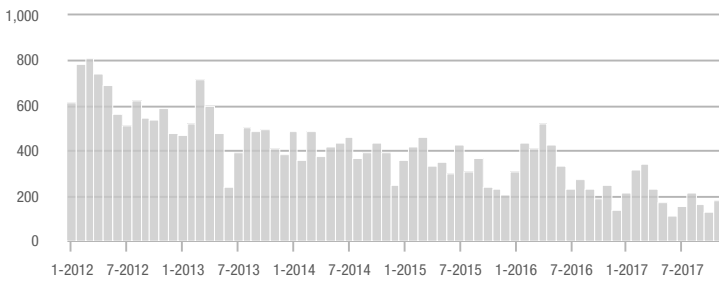


Union County, NC

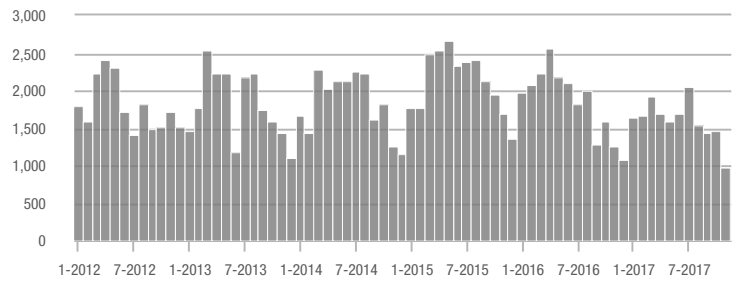
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	178	- 27.3%	+ 40.2%	4.6	- 13.2%	+ 83.6%	71	- 39.8%	- 22.0%
\$100,001 to \$200,000	963	- 22.9%	- 34.2%	6.6	+ 6.5%	- 14.2%	170	- 34.1%	- 23.1%
\$200,001 to \$300,000	1,232	- 1.8%	- 27.0%	5.5	- 1.8%	- 18.1%	259	- 11.9%	- 10.7%
\$300,001 and Above	2,426	+ 27.1%	- 5.1%	4.4	+ 29.4%	+ 6.0%	674	- 11.0%	- 12.5%
Total	4,799	+ 3.0%	- 17.7%	5.0	+ 11.1%	- 5.4%	1,174	- 17.7%	- 14.4%

Showings

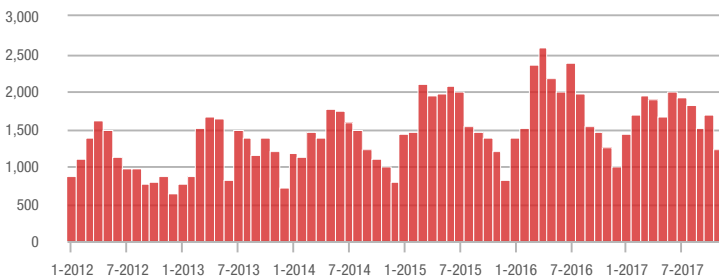
\$100,000 and Below



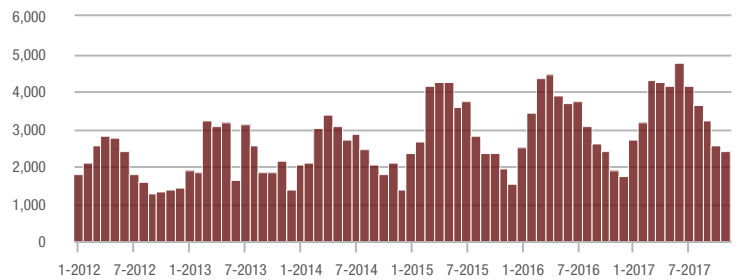
\$100,001 to \$200,000



\$200,001 to \$300,000

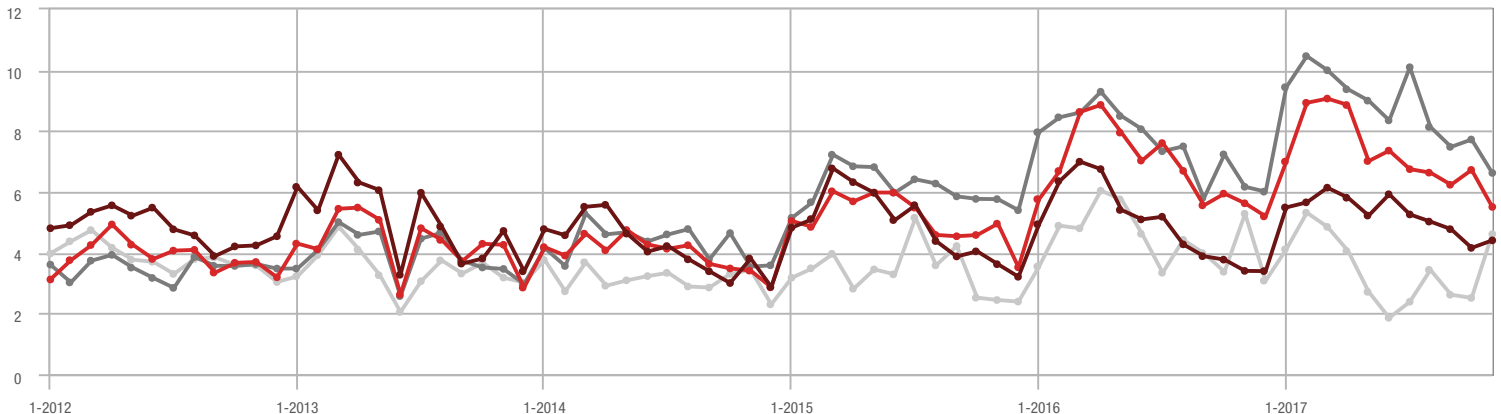


\$300,001 and Above



Buyer Interest (Showings/Listings)

— \$100,000 and Below — \$100,001 to \$200,000 — \$200,001 to \$300,000 — \$300,001 and Above

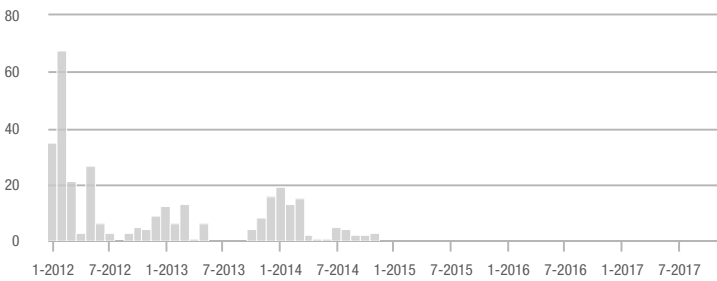


Uptown Charlotte

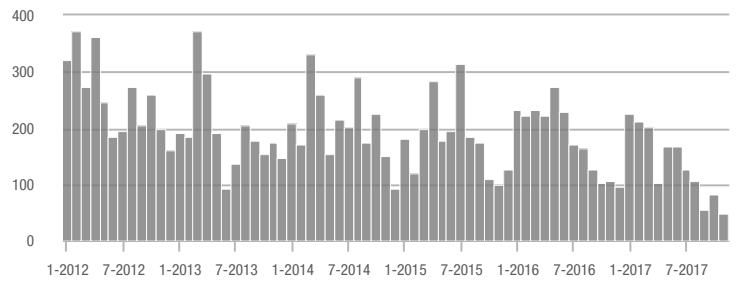
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	0	0.0%	0.0%	0.0	0.0%	0.0%	0	0.0%	0.0%
\$100,001 to \$200,000	49	- 53.8%	- 39.5%	7.0	- 14.6%	- 13.6%	7	- 46.2%	- 30.0%
\$200,001 to \$300,000	257	- 4.5%	+ 1.6%	7.3	- 5.2%	+ 7.4%	35	0.0%	- 5.4%
\$300,001 and Above	318	- 0.9%	- 10.2%	5.7	+ 32.6%	+ 6.4%	57	- 29.6%	- 16.2%
Total	624	- 10.3%	- 9.3%	6.4	+ 12.3%	+ 4.8%	99	- 23.3%	- 13.9%

Showings

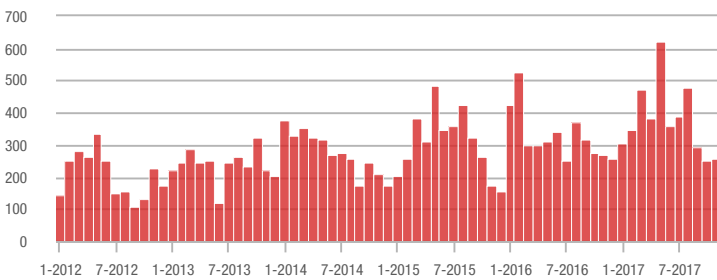
\$100,000 and Below



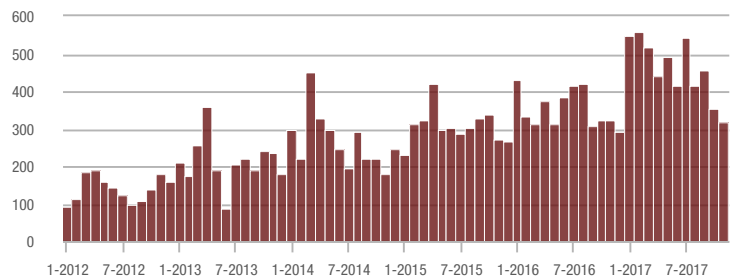
\$100,001 to \$200,000



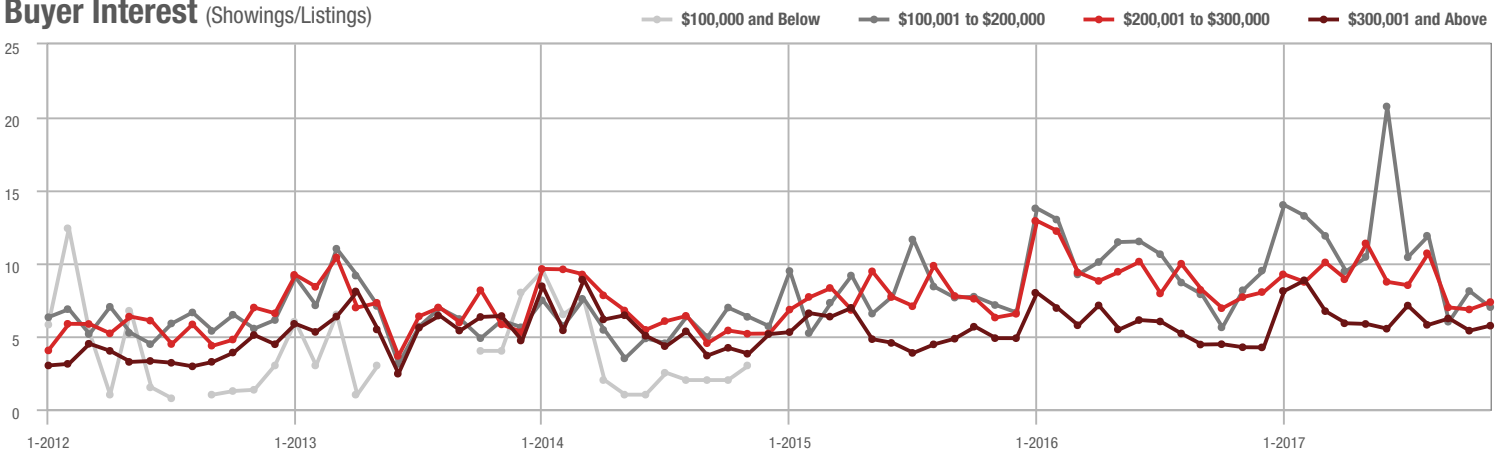
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

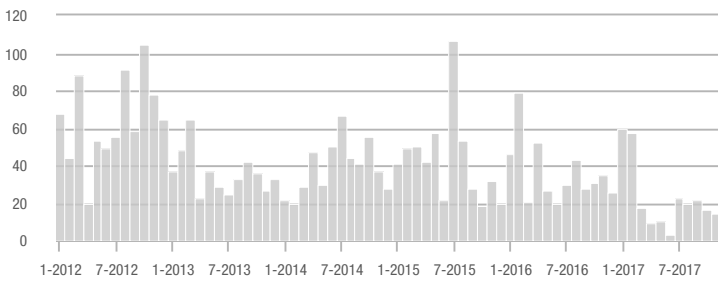


Waxhaw, NC

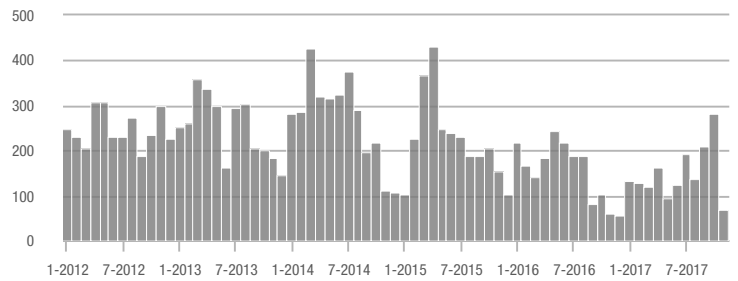
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	14	- 60.0%	- 12.5%	1.3	- 56.7%	+ 20.0%	27	- 20.6%	- 18.2%
\$100,001 to \$200,000	68	+ 17.2%	- 75.8%	2.8	+ 33.3%	- 68.1%	29	- 35.6%	- 27.5%
\$200,001 to \$300,000	194	- 14.2%	- 51.6%	4.3	- 23.2%	- 39.6%	66	- 2.9%	- 15.4%
\$300,001 and Above	1,122	+ 14.6%	- 5.2%	4.5	+ 21.6%	+ 8.1%	301	- 12.5%	- 15.0%
Total	1,398	+ 7.7%	- 25.7%	4.3	+ 13.2%	- 13.4%	423	- 13.8%	- 16.2%

Showings

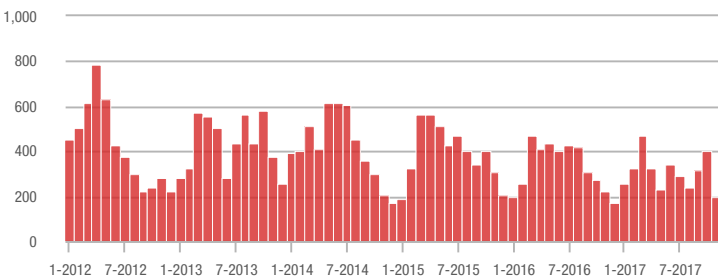
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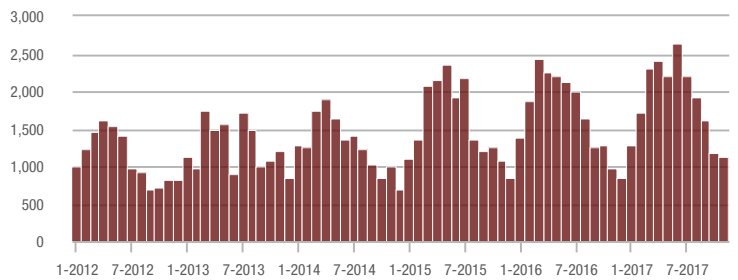
\$100,001 to \$200,000



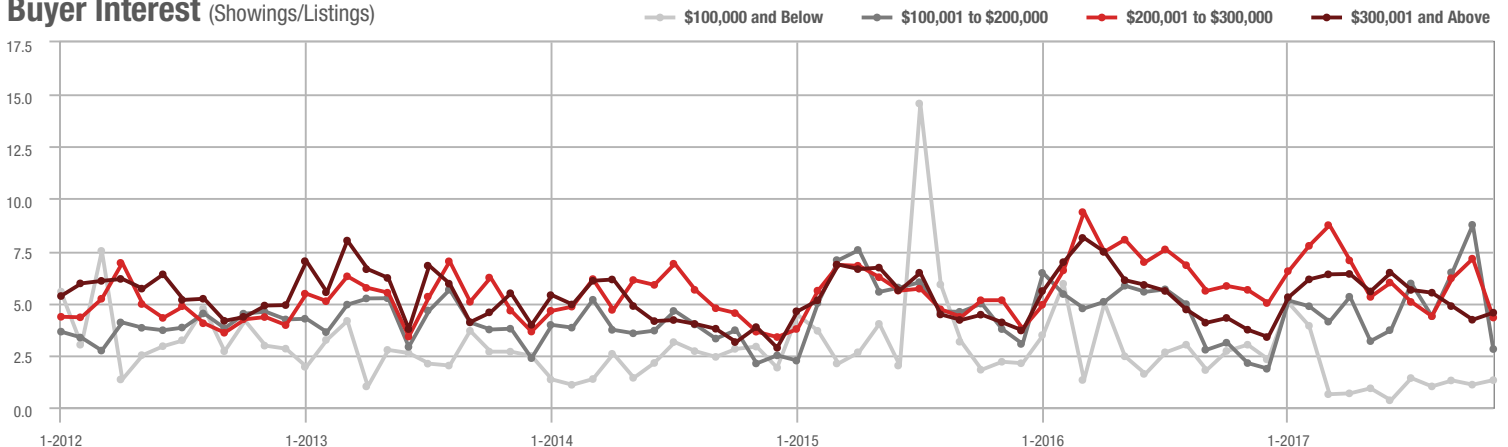
\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

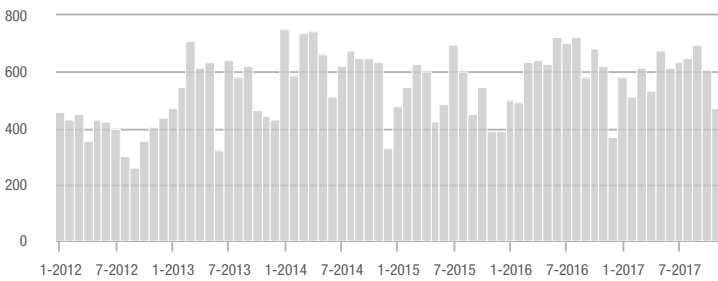


York County, SC

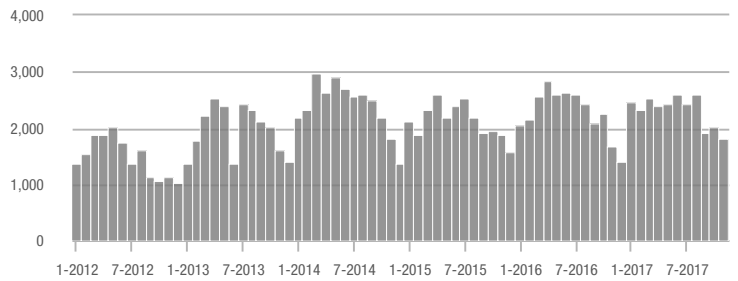
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change	November 2017	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	472	- 24.4%	- 22.1%	3.9	+ 2.6%	- 6.8%	198	- 34.4%	- 13.5%
\$100,001 to \$200,000	1,804	+ 6.7%	- 10.8%	9.6	+ 33.3%	+ 6.9%	205	- 25.5%	- 17.3%
\$200,001 to \$300,000	1,499	- 9.0%	- 25.8%	6.7	+ 9.8%	- 15.0%	249	- 23.1%	- 13.8%
\$300,001 and Above	1,938	+ 5.7%	- 6.1%	4.3	+ 10.3%	+ 1.2%	523	- 19.0%	- 8.7%
Total	5,713	- 1.4%	- 14.9%	5.8	+ 13.7%	- 4.1%	1,175	- 24.0%	- 12.2%

Showings

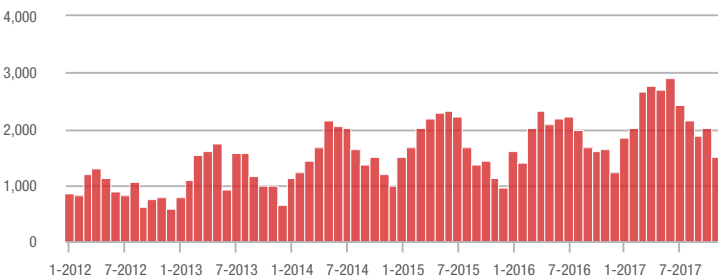
\$100,000 and Below



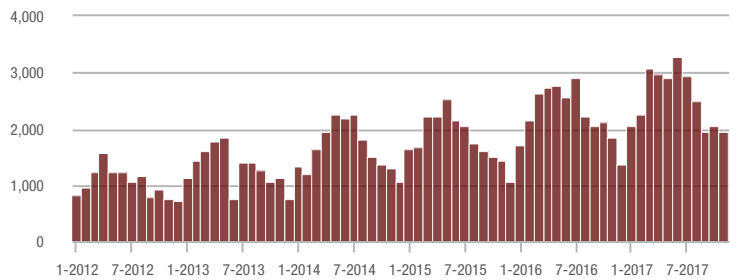
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



Buyer Interest (Showings/Listings)

— \$100,000 and Below — \$100,001 to \$200,000 — \$200,001 to \$300,000 — \$300,001 and Above

