

## Showings Statistics

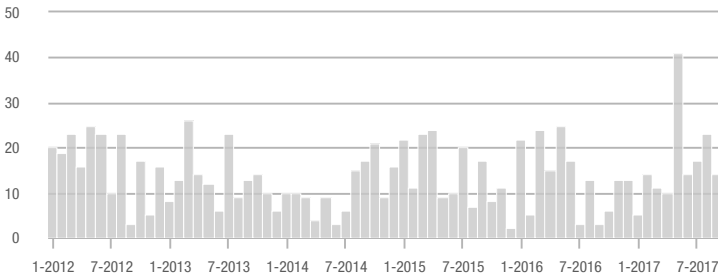
| MLS Area               | Total Showings | Buyer Interest (Showings / Listings) | Managed Listings |
|------------------------|----------------|--------------------------------------|------------------|
| Alexander County, NC   | 48             | 1.0                                  | 58               |
| Anson County, NC       | 109            | 1.6                                  | 95               |
| Cabarrus County, NC    | 4,916          | 6.2                                  | 927              |
| Charlotte MSA          | 60,850         | 6.3                                  | 11,148           |
| City of Charlotte, NC  | 27,169         | 7.8                                  | 3,710            |
| Concord, NC            | 2,849          | 6.3                                  | 515              |
| Davidson, NC           | 946            | 5.9                                  | 176              |
| Denver, NC             | 966            | 4.3                                  | 293              |
| Fort Mill, SC          | 1,917          | 5.7                                  | 371              |
| Gaston County, NC      | 3,871          | 5.5                                  | 869              |
| Gastonia, NC           | 1,717          | 5.6                                  | 343              |
| Huntersville, NC       | 2,031          | 5.5                                  | 418              |
| Iredell County, NC     | 4,903          | 4.4                                  | 1,402            |
| Kannapolis, NC         | 1,055          | 5.8                                  | 219              |
| Lake Norman            | 4,164          | 4.1                                  | 1,264            |
| Lake Wylie             | 1,571          | 3.8                                  | 526              |
| Lancaster County, SC   | 2,245          | 5.2                                  | 501              |
| Lincoln County, NC     | 1,827          | 4.2                                  | 548              |
| Lincolnton, NC         | 611            | 4.4                                  | 165              |
| Matthews, NC           | 2,421          | 7.8                                  | 341              |
| Mecklenburg County, NC | 33,207         | 7.3                                  | 4,876            |
| Monroe, NC             | 1,310          | 5.7                                  | 270              |
| Montgomery County, NC  | 220            | 2.3                                  | 179              |
| Mooresville, NC        | 3,521          | 4.7                                  | 902              |
| Rock Hill, SC          | 2,631          | 7.1                                  | 415              |
| Salisbury, NC          | 945            | 3.3                                  | 352              |
| Stanly County, NC      | 884            | 3.5                                  | 316              |
| Statesville, NC        | 1,064          | 3.8                                  | 373              |
| Union County, NC       | 6,356          | 5.6                                  | 1,371            |
| Uptown Charlotte       | 801            | 6.7                                  | 123              |
| Waxhaw, NC             | 2,157          | 5.1                                  | 529              |
| York County, SC        | 6,460          | 5.7                                  | 1,326            |

## Alexander County, NC

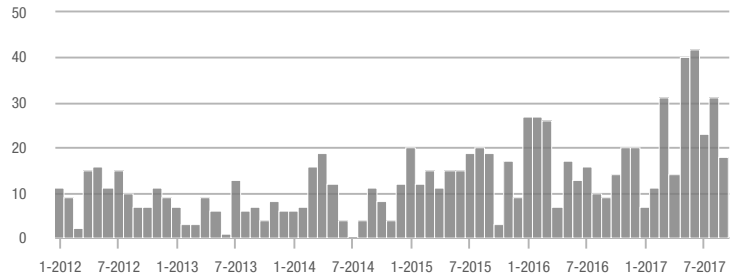
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 14             | + 366.7%              | - 39.1%                 | 1.2                                | + 140.0%              | + 20.0%                 | 15               | - 6.3%                | + 7.1%                  |
| \$100,001 to \$200,000 | 18             | + 100.0%              | - 41.9%                 | 1.0                                | + 100.0%              | - 16.7%                 | 19               | 0.0%                  | - 20.8%                 |
| \$200,001 to \$300,000 | 7              | - 30.0%               | - 70.8%                 | 1.0                                | + 66.7%               | - 54.5%                 | 11               | - 35.3%               | - 15.4%                 |
| \$300,001 and Above    | 9              | + 80.0%               | - 10.0%                 | 0.9                                | + 50.0%               | + 27.0%                 | 13               | - 27.8%               | - 18.8%                 |
| <b>Total</b>           | <b>48</b>      | <b>+ 77.8%</b>        | <b>- 45.5%</b>          | <b>1.0</b>                         | <b>+ 66.7%</b>        | <b>- 15.0%</b>          | <b>58</b>        | <b>- 17.1%</b>        | <b>- 13.4%</b>          |

### Showings

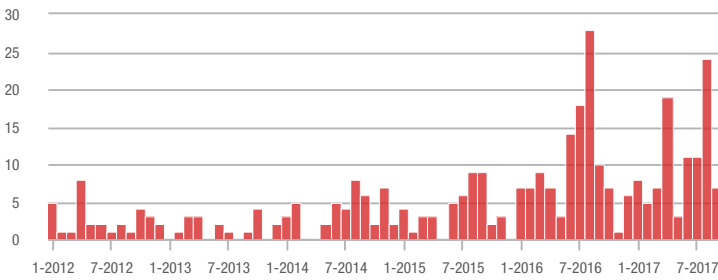
\$100,000 and Below



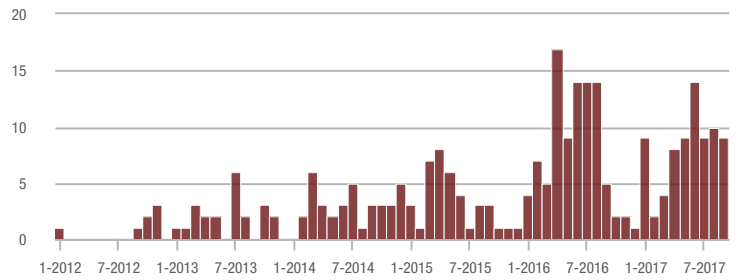
\$100,001 to \$200,000



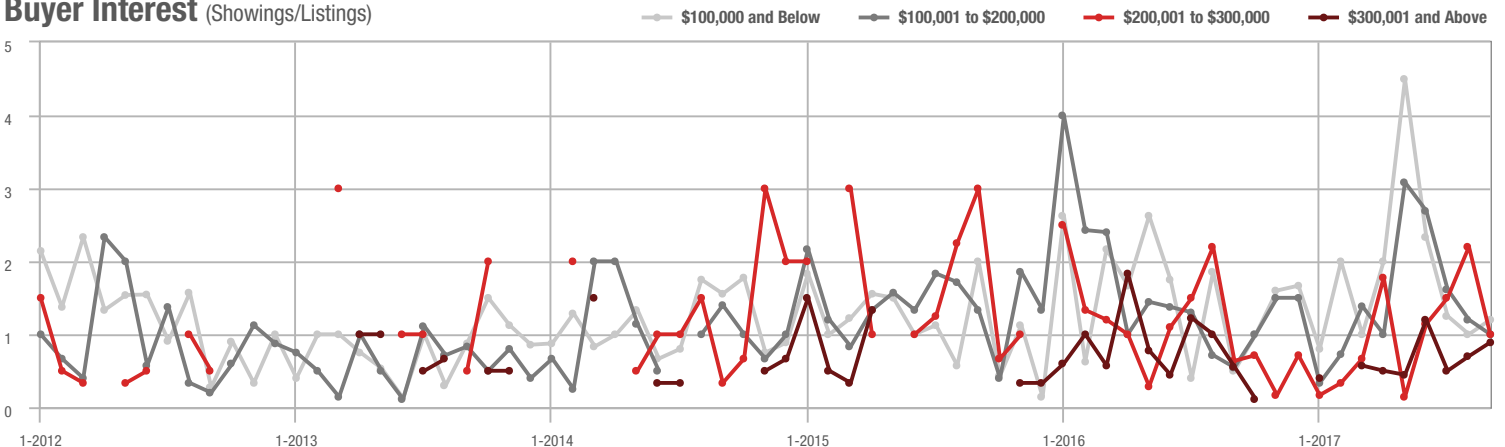
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

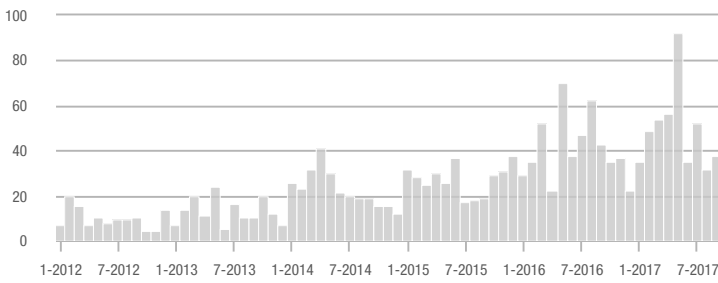


## Anson County, NC

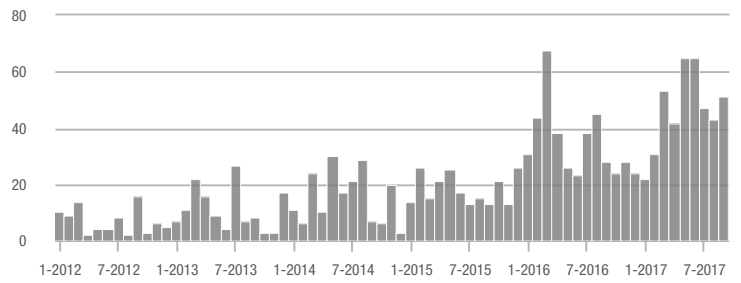
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 38             | - 11.6%               | + 18.8%                 | 1.3                                | + 85.7%               | + 6.5%                  | 43               | - 47.6%               | - 6.5%                  |
| \$100,001 to \$200,000 | 51             | + 82.1%               | + 18.6%                 | 1.9                                | + 90.0%               | + 4.1%                  | 37               | - 9.8%                | - 2.6%                  |
| \$200,001 to \$300,000 | 19             | + 850.0%              | + 58.3%                 | 2.0                                | —                     | + 50.0%                 | 10               | + 11.1%               | + 11.1%                 |
| \$300,001 and Above    | 1              | 0.0%                  | - 50.0%                 | 1.0                                | —                     | - 50.0%                 | 5                | 0.0%                  | 0.0%                    |
| <b>Total</b>           | <b>109</b>     | <b>+ 47.3%</b>        | <b>+ 22.5%</b>          | <b>1.6</b>                         | <b>+ 100.0%</b>       | <b>+ 8.9%</b>           | <b>95</b>        | <b>- 30.7%</b>        | <b>- 3.1%</b>           |

### Showings

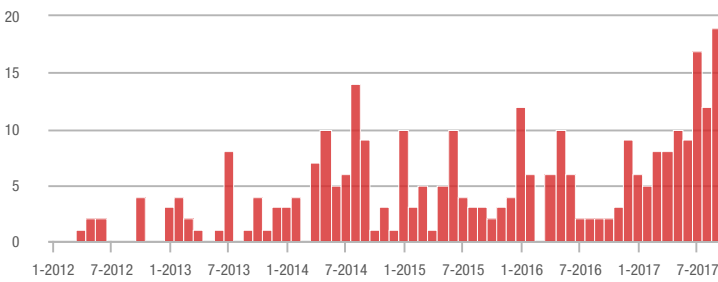
\$100,000 and Below



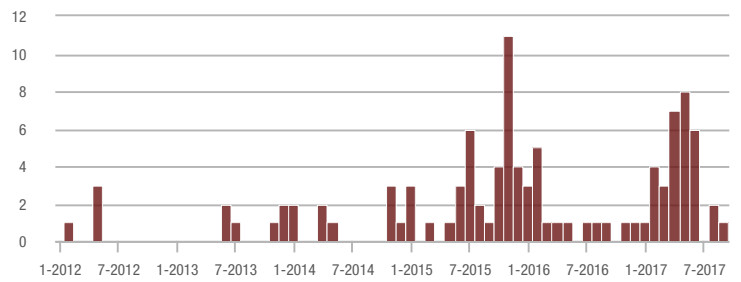
\$100,001 to \$200,000



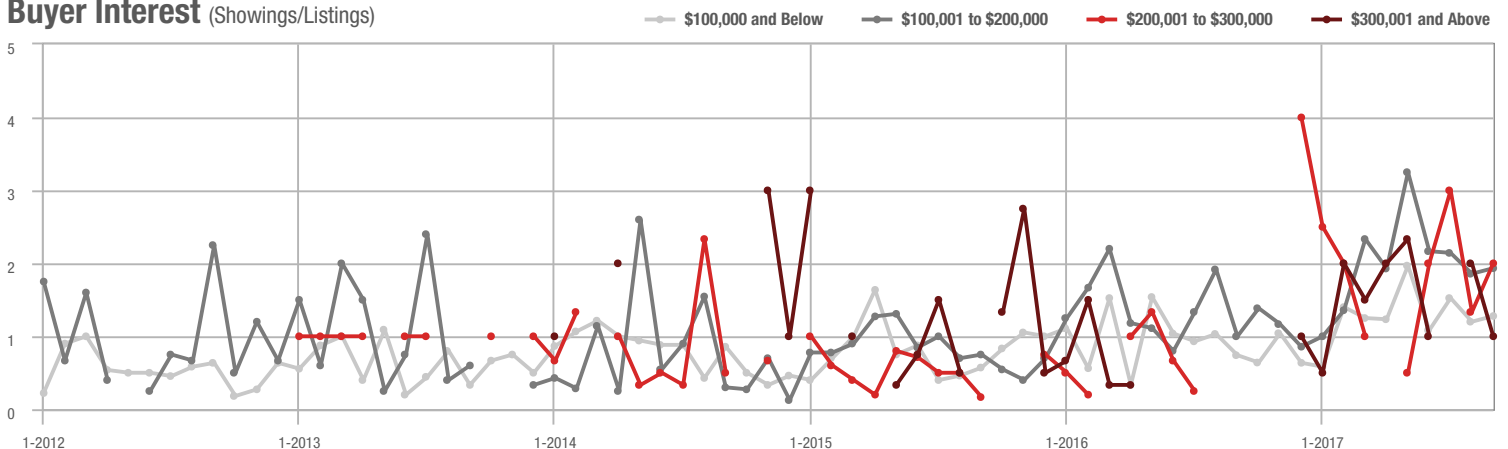
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

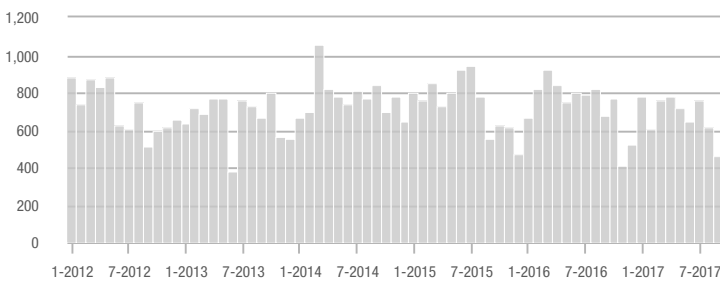


## Cabarrus County, NC

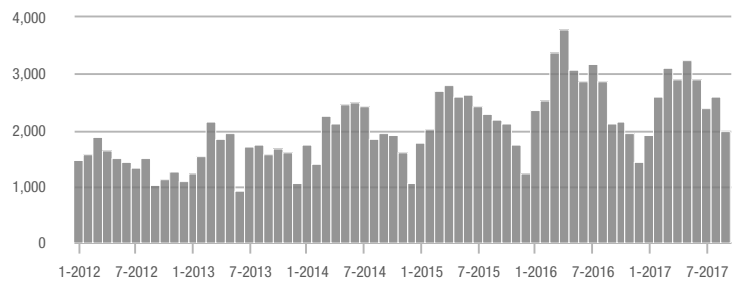
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 463            | - 31.5%               | - 24.5%                 | 4.8                                | - 9.4%                | - 13.9%                 | 142              | - 33.0%               | - 10.1%                 |
| \$100,001 to \$200,000 | 1,985          | - 6.8%                | - 23.4%                 | 9.1                                | + 19.7%               | - 6.6%                  | 234              | - 26.6%               | - 17.3%                 |
| \$200,001 to \$300,000 | 1,270          | - 4.9%                | - 18.5%                 | 6.6                                | + 15.8%               | - 4.9%                  | 208              | - 25.4%               | - 15.1%                 |
| \$300,001 and Above    | 1,198          | + 36.6%               | - 16.6%                 | 4.0                                | + 42.9%               | - 5.8%                  | 343              | - 15.5%               | - 13.6%                 |
| <b>Total</b>           | <b>4,916</b>   | <b>- 2.0%</b>         | <b>- 20.7%</b>          | <b>6.2</b>                         | <b>+ 17.0%</b>        | <b>- 7.7%</b>           | <b>927</b>       | <b>- 23.8%</b>        | <b>- 14.4%</b>          |

### Showings

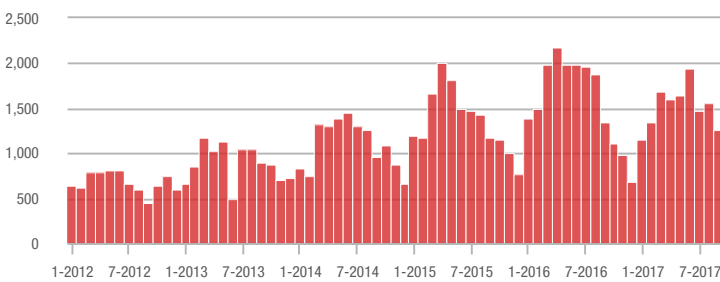
\$100,000 and Below



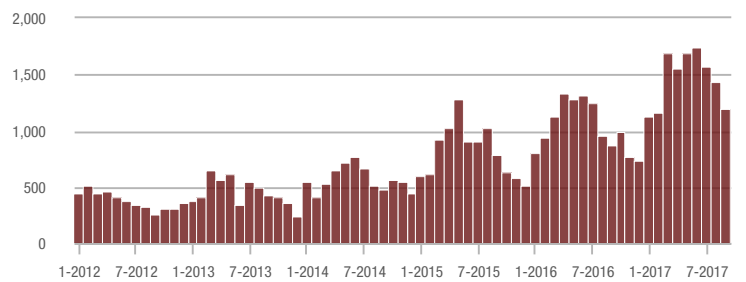
\$100,001 to \$200,000



\$200,001 to \$300,000

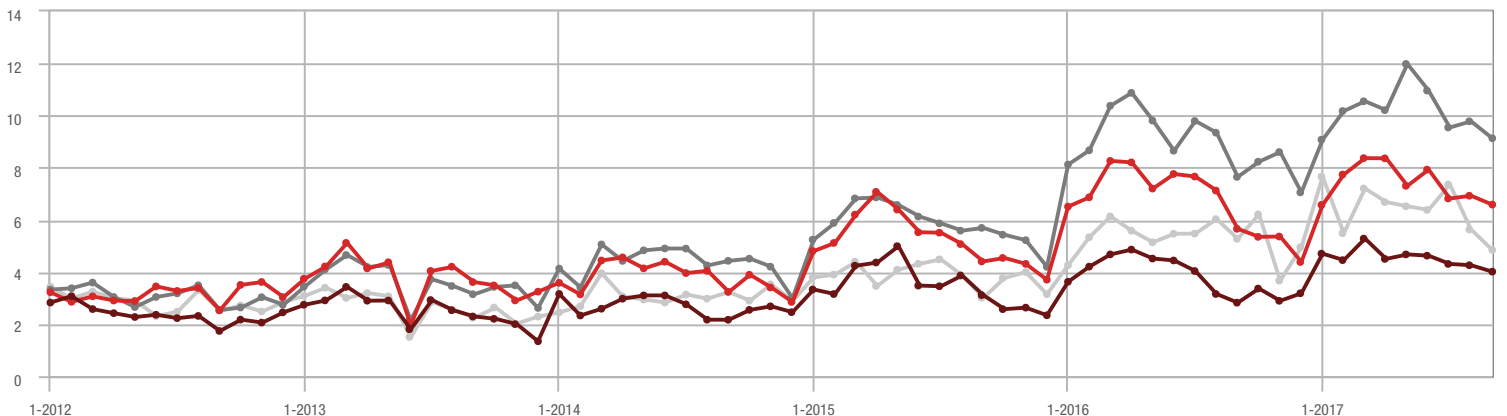


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

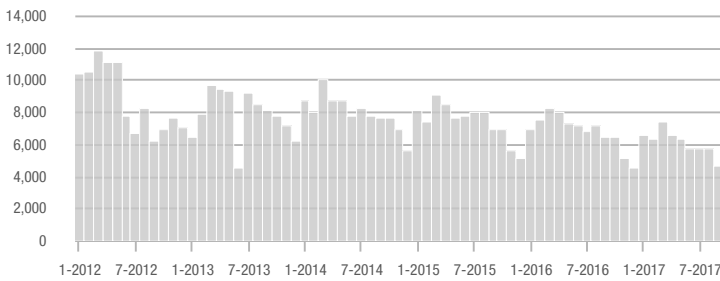


## Charlotte MSA

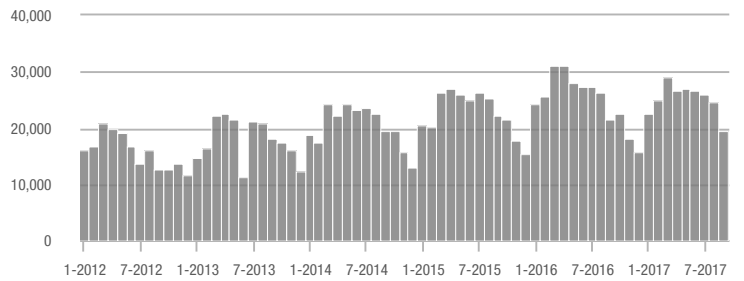
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 4,631          | - 28.2%               | - 18.9%                 | 5.0                                | + 2.0%                | - 10.7%                 | 1,329            | - 36.8%               | - 11.5%                 |
| \$100,001 to \$200,000 | 19,619         | - 8.8%                | - 19.9%                 | 8.9                                | + 18.7%               | - 9.0%                  | 2,399            | - 27.3%               | - 12.4%                 |
| \$200,001 to \$300,000 | 15,400         | + 1.8%                | - 13.3%                 | 7.3                                | + 14.1%               | + 0.4%                  | 2,300            | - 17.0%               | - 14.6%                 |
| \$300,001 and Above    | 21,200         | + 10.8%               | - 10.6%                 | 4.7                                | + 6.8%                | - 4.7%                  | 5,120            | - 6.0%                | - 8.0%                  |
| <b>Total</b>           | <b>60,850</b>  | <b>- 2.2%</b>         | <b>- 15.1%</b>          | <b>6.3</b>                         | <b>+ 10.5%</b>        | <b>- 6.2%</b>           | <b>11,148</b>    | <b>- 18.2%</b>        | <b>- 10.8%</b>          |

### Showings

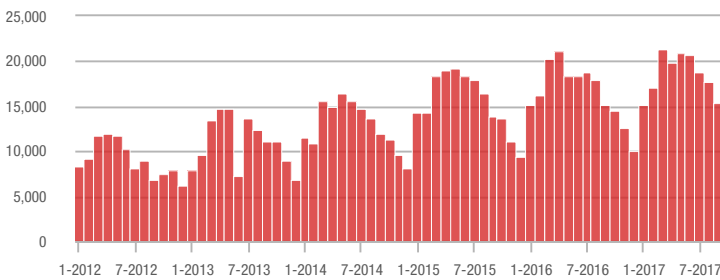
\$100,000 and Below



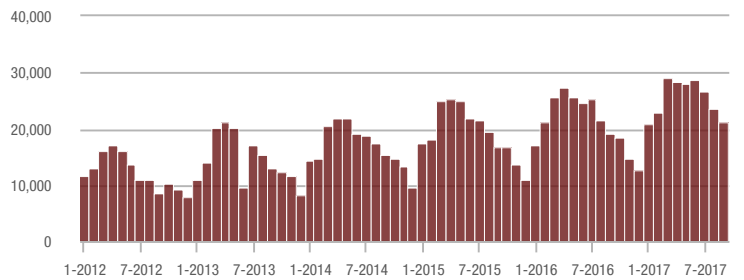
\$100,001 to \$200,000



\$200,001 to \$300,000

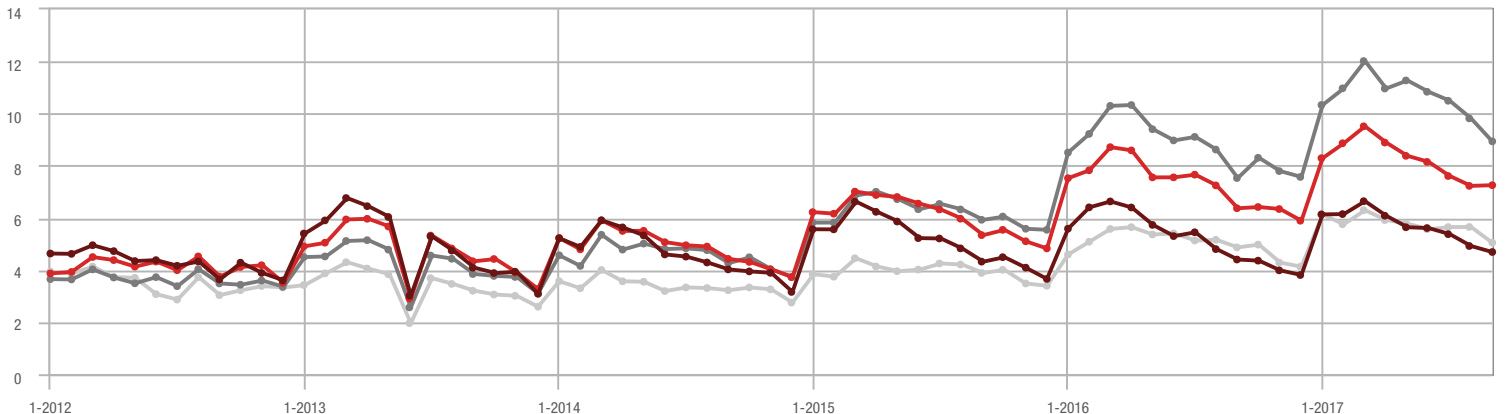


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

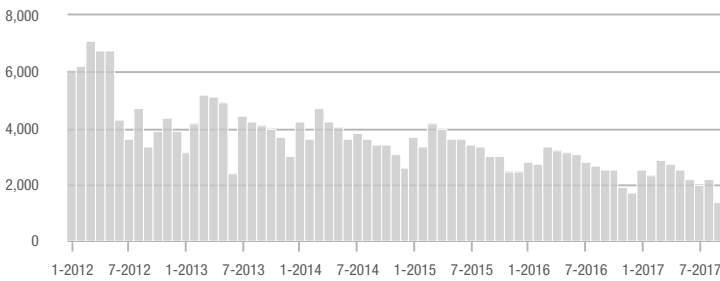


## City of Charlotte, NC

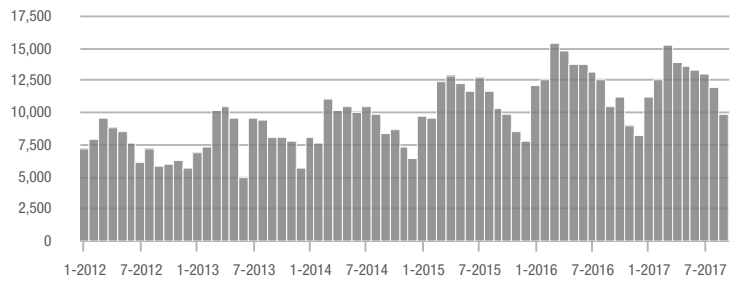
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 1,343          | - 47.6%               | - 38.7%                 | 8.5                                | + 7.6%                | - 17.7%                 | 189              | - 53.6%               | - 25.6%                 |
| \$100,001 to \$200,000 | 9,814          | - 6.7%                | - 17.5%                 | 11.2                               | + 23.1%               | - 10.2%                 | 891              | - 29.0%               | - 9.2%                  |
| \$200,001 to \$300,000 | 6,560          | + 5.7%                | - 12.5%                 | 8.5                                | + 11.8%               | - 2.8%                  | 804              | - 10.8%               | - 10.5%                 |
| \$300,001 and Above    | 9,452          | + 4.5%                | - 7.4%                  | 5.5                                | - 3.5%                | - 3.1%                  | 1,826            | - 1.5%                | - 5.6%                  |
| <b>Total</b>           | <b>27,169</b>  | <b>- 4.1%</b>         | <b>- 14.5%</b>          | <b>7.8</b>                         | <b>+ 6.8%</b>         | <b>- 7.4%</b>           | <b>3,710</b>     | <b>- 16.0%</b>        | <b>- 8.8%</b>           |

### Showings

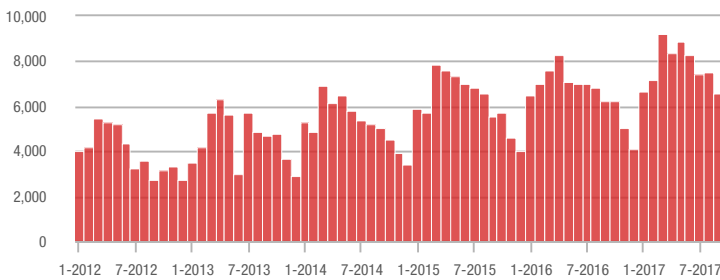
\$100,000 and Below



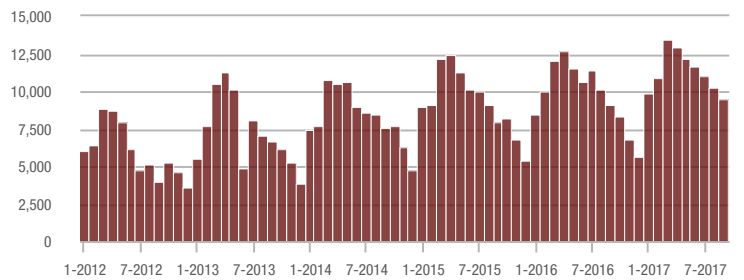
\$100,001 to \$200,000



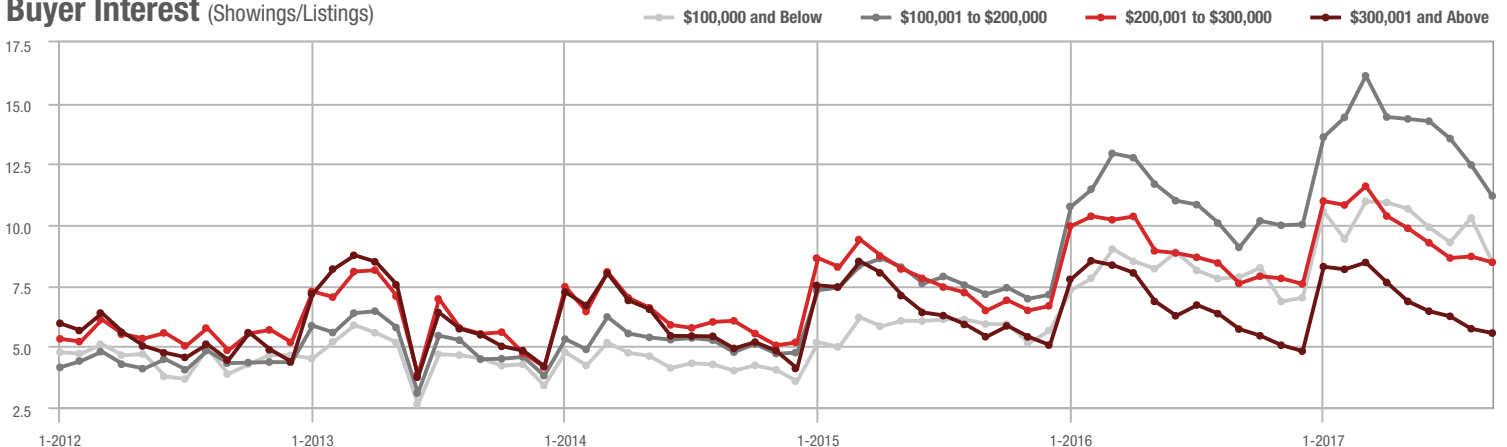
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

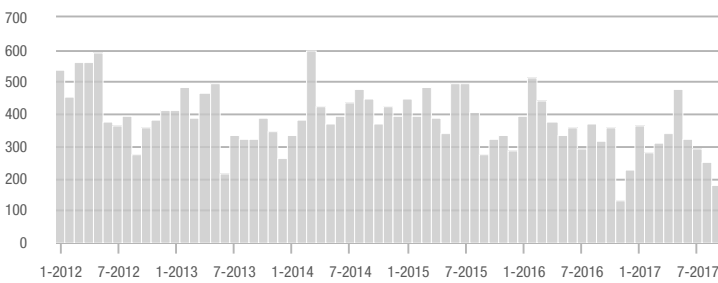


## Concord, NC

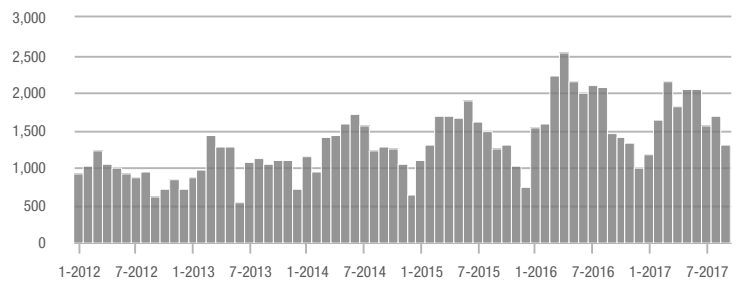
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 180            | - 43.4%               | - 27.7%                 | 3.8                                | - 28.3%               | - 29.0%                 | 67               | - 30.9%               | - 2.9%                  |
| \$100,001 to \$200,000 | 1,297          | - 11.6%               | - 23.4%                 | 10.6                               | + 27.7%               | + 1.9%                  | 131              | - 33.2%               | - 24.3%                 |
| \$200,001 to \$300,000 | 766            | - 2.8%                | - 6.9%                  | 6.9                                | + 27.8%               | - 0.2%                  | 121              | - 28.8%               | - 7.6%                  |
| \$300,001 and Above    | 606            | + 34.7%               | - 21.9%                 | 3.5                                | + 25.0%               | - 13.5%                 | 196              | - 2.0%                | - 12.1%                 |
| <b>Total</b>           | <b>2,849</b>   | <b>- 5.8%</b>         | <b>- 19.6%</b>          | <b>6.3</b>                         | <b>+ 12.5%</b>        | <b>- 7.7%</b>           | <b>515</b>       | <b>- 22.3%</b>        | <b>- 13.6%</b>          |

### Showings

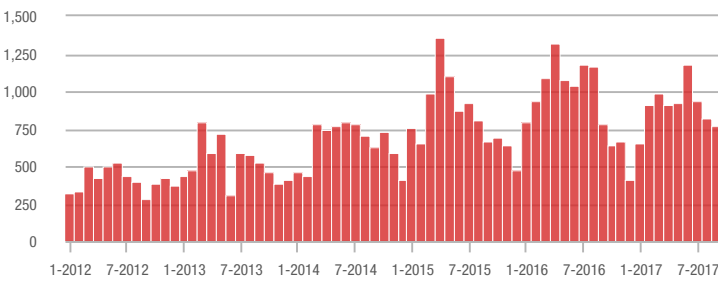
\$100,000 and Below



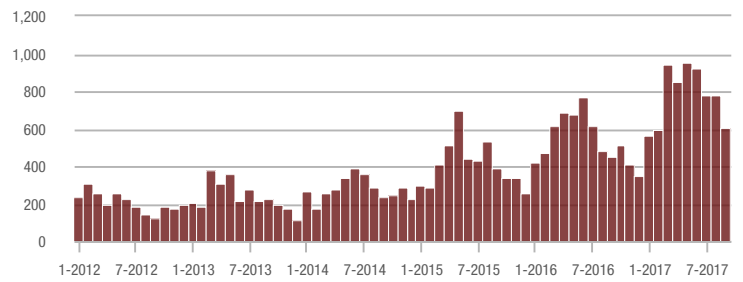
\$100,001 to \$200,000



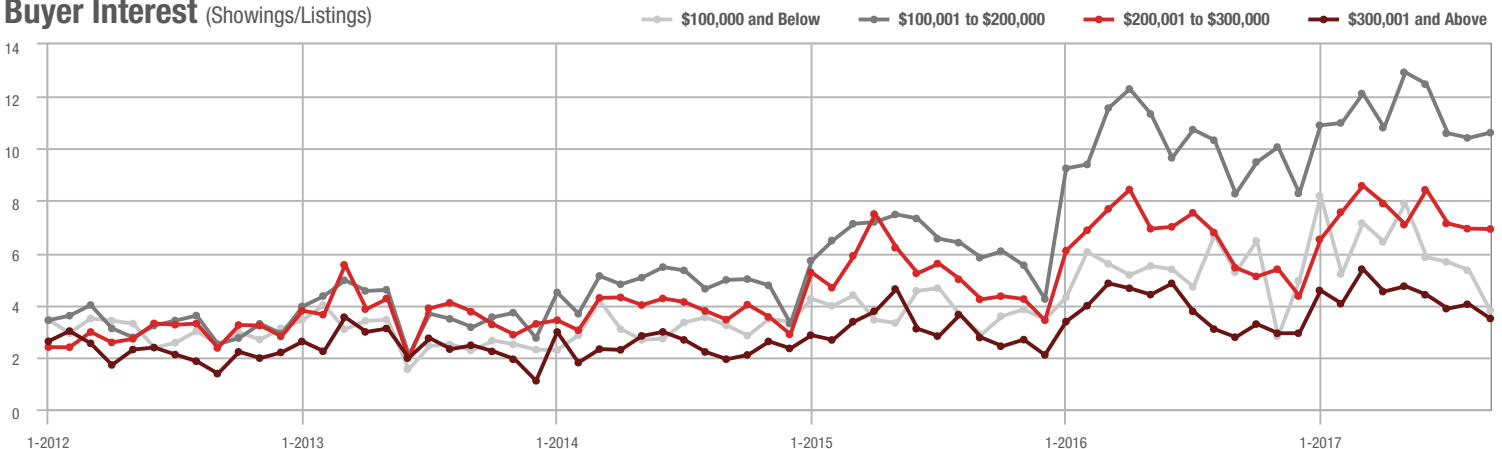
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

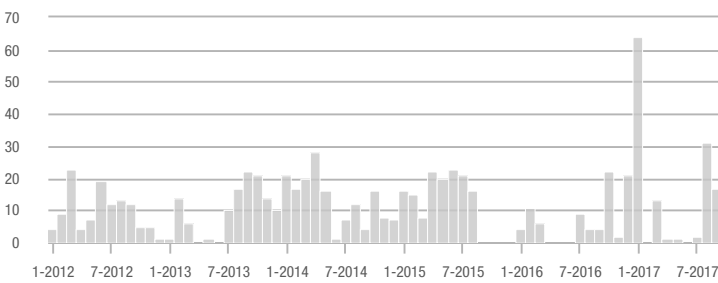


## Davidson, NC

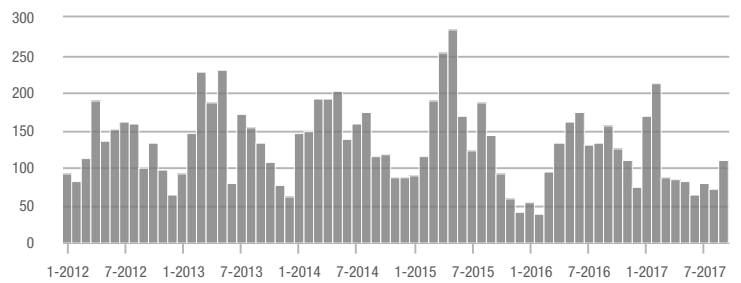
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 17             | + 325.0%              | - 45.2%                 | 8.5                                | + 183.3%              | - 45.2%                 | 2                | - 60.0%               | 0.0%                    |
| \$100,001 to \$200,000 | 110            | - 29.9%               | + 52.8%                 | 8.0                                | - 18.4%               | - 20.0%                 | 17               | - 19.0%               | + 21.4%                 |
| \$200,001 to \$300,000 | 224            | - 42.0%               | - 30.2%                 | 9.7                                | + 31.1%               | + 18.3%                 | 23               | - 56.6%               | - 41.0%                 |
| \$300,001 and Above    | 595            | + 49.1%               | - 3.7%                  | 4.9                                | + 28.9%               | + 9.4%                  | 134              | + 6.3%                | - 15.2%                 |
| <b>Total</b>           | <b>946</b>     | <b>0.0%</b>           | <b>- 9.2%</b>           | <b>5.9</b>                         | <b>+ 7.3%</b>         | <b>+ 5.1%</b>           | <b>176</b>       | <b>- 14.1%</b>        | <b>- 17.4%</b>          |

### Showings

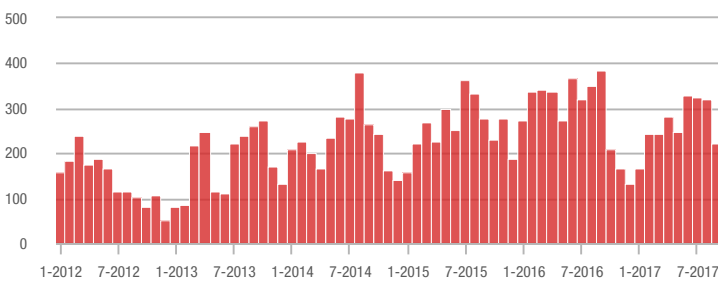
\$100,000 and Below



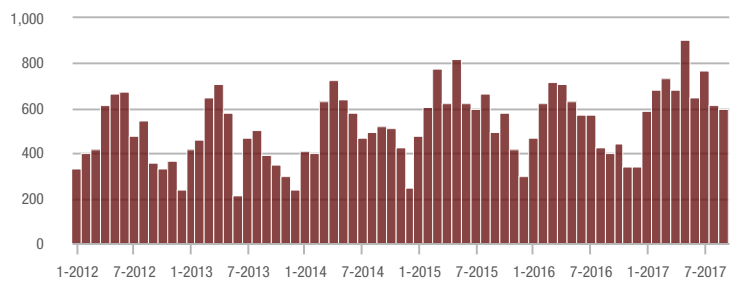
\$100,001 to \$200,000



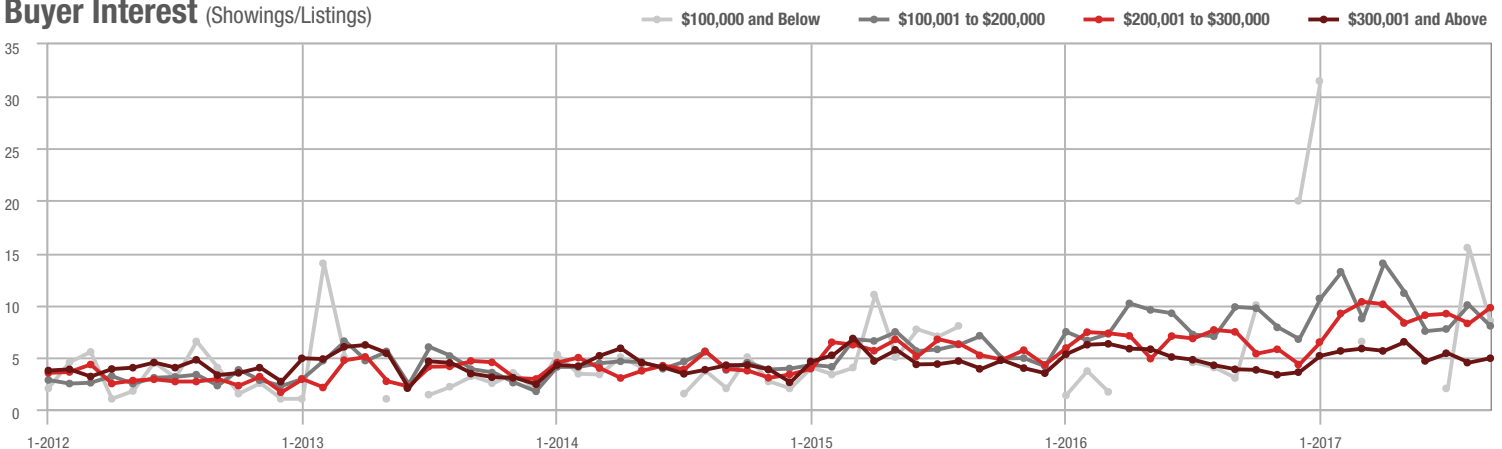
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)



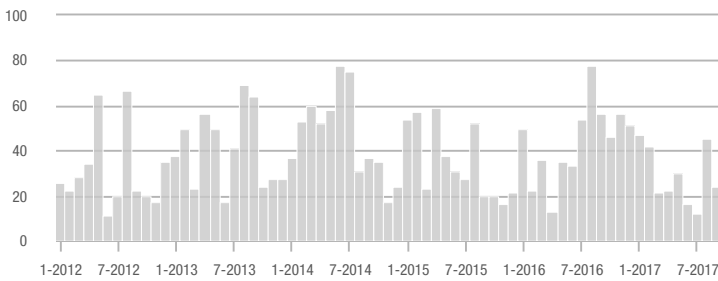


## Denver, NC

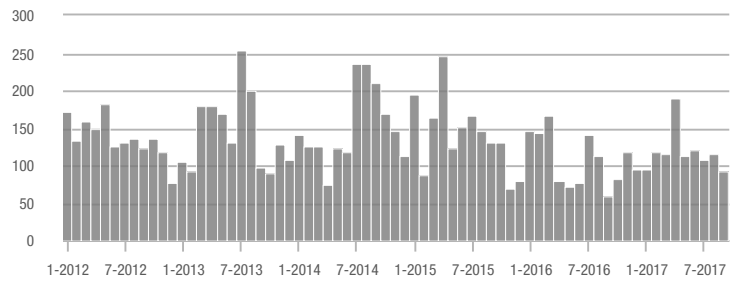
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|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 24             | - 57.1%               | - 46.7%                 | 1.3                                | - 27.8%               | - 26.7%                 | 37               | - 41.3%               | - 9.8%                  |
| \$100,001 to \$200,000 | 92             | + 55.9%               | - 20.0%                 | 5.9                                | + 73.5%               | + 8.3%                  | 19               | - 20.8%               | - 24.0%                 |
| \$200,001 to \$300,000 | 198            | + 46.7%               | + 12.5%                 | 5.4                                | + 42.1%               | + 22.9%                 | 48               | 0.0%                  | - 9.4%                  |
| \$300,001 and Above    | 652            | + 5.2%                | - 0.5%                  | 4.2                                | + 20.0%               | - 2.0%                  | 189              | - 18.2%               | - 3.1%                  |
| <b>Total</b>           | <b>966</b>     | <b>+ 11.0%</b>        | <b>- 2.5%</b>           | <b>4.3</b>                         | <b>+ 26.5%</b>        | <b>+ 1.4%</b>           | <b>293</b>       | <b>- 19.9%</b>        | <b>- 6.7%</b>           |

### Showings

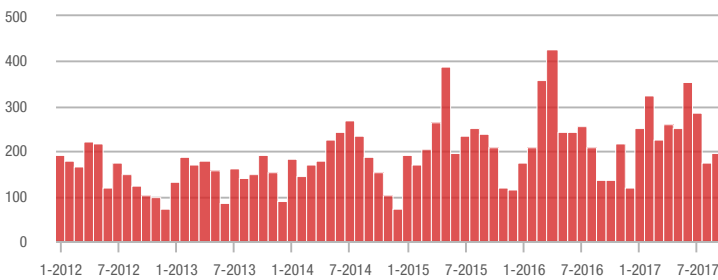
\$100,000 and Below



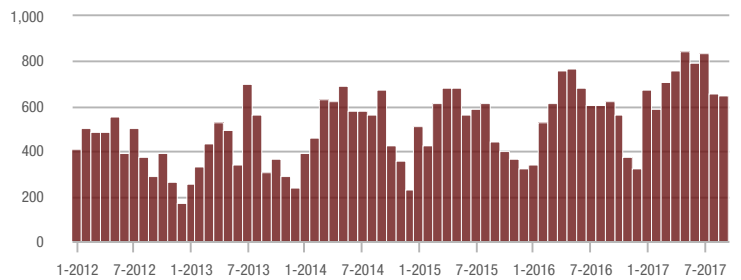
\$100,001 to \$200,000



\$200,001 to \$300,000

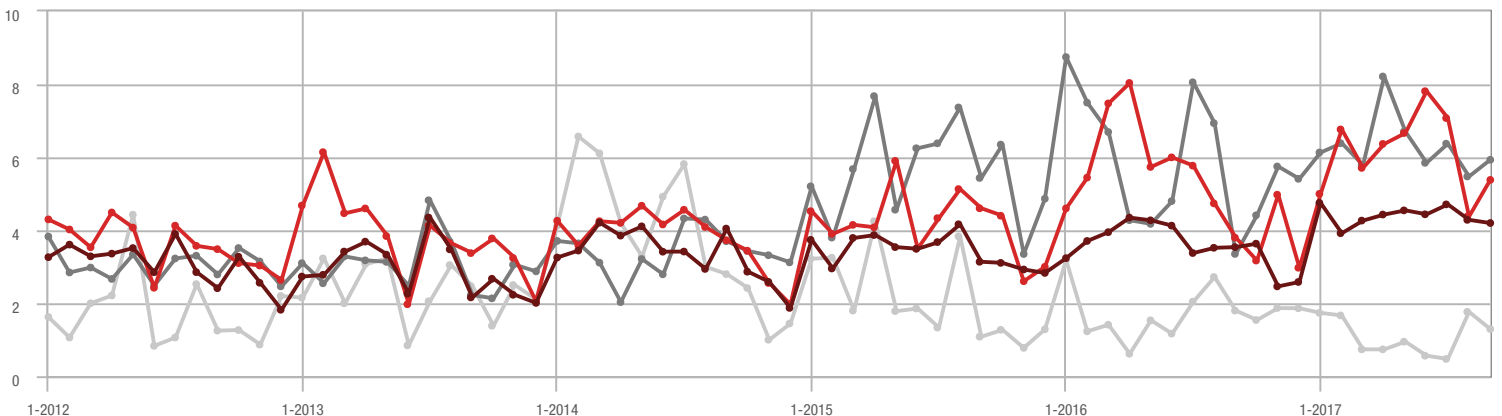


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

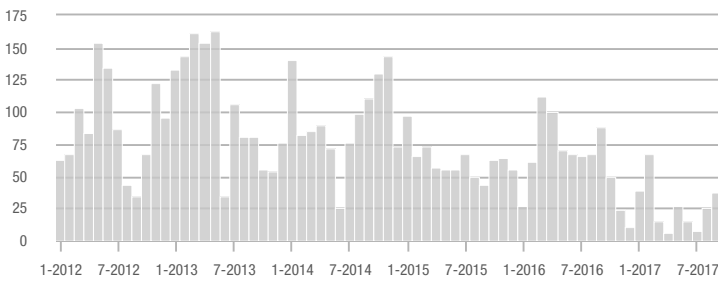


## Fort Mill, SC

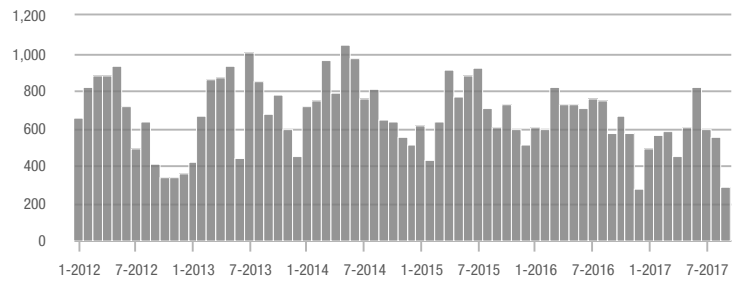
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 38             | - 56.8%               | + 52.0%                 | 7.4                                | + 1.4%                | + 101.8%                | 8                | - 61.9%               | - 11.1%                 |
| \$100,001 to \$200,000 | 292            | - 48.8%               | - 47.6%                 | 8.6                                | + 3.6%                | - 22.9%                 | 37               | - 54.9%               | - 30.2%                 |
| \$200,001 to \$300,000 | 604            | - 17.3%               | - 11.4%                 | 7.0                                | - 23.1%               | + 3.7%                  | 90               | + 2.3%                | - 16.7%                 |
| \$300,001 and Above    | 983            | - 0.8%                | - 20.4%                 | 4.6                                | - 4.2%                | - 10.8%                 | 236              | - 16.0%               | - 11.9%                 |
| <b>Total</b>           | <b>1,917</b>   | <b>- 19.4%</b>        | <b>- 23.3%</b>          | <b>5.7</b>                         | <b>- 12.3%</b>        | <b>- 10.3%</b>          | <b>371</b>       | <b>- 21.4%</b>        | <b>- 15.3%</b>          |

### Showings

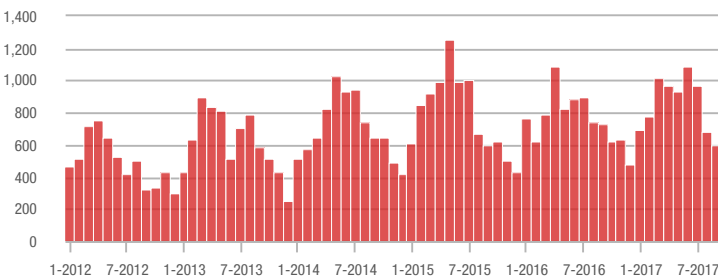
\$100,000 and Below



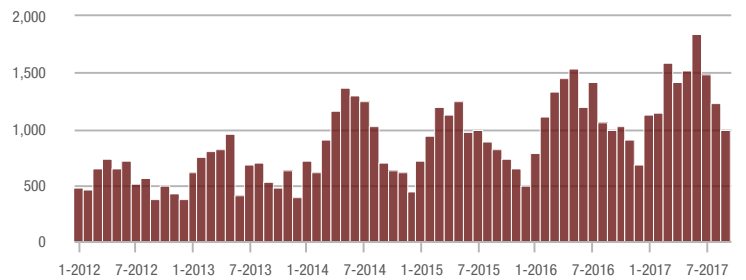
\$100,001 to \$200,000



\$200,001 to \$300,000

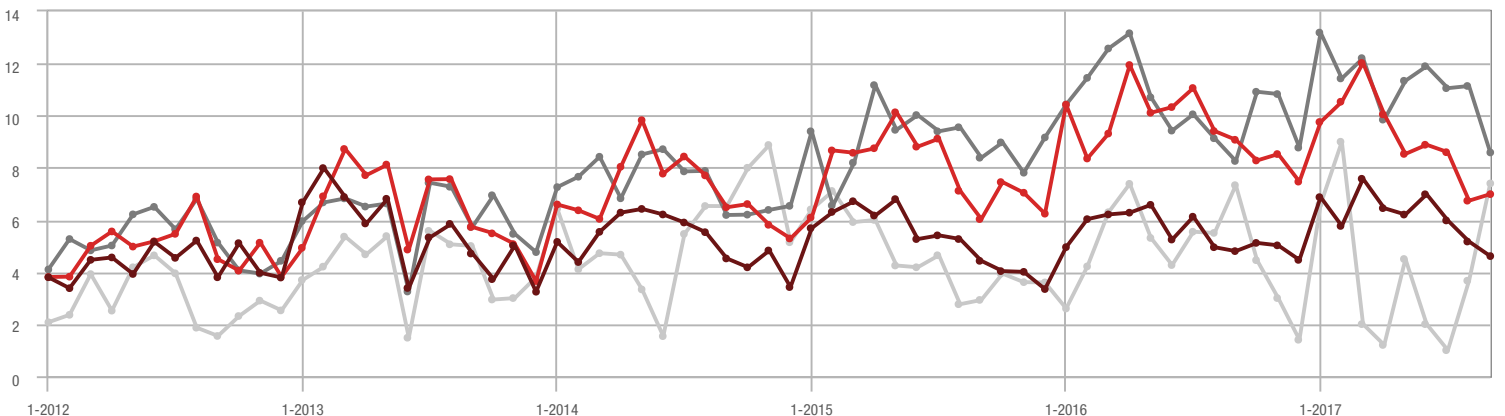


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

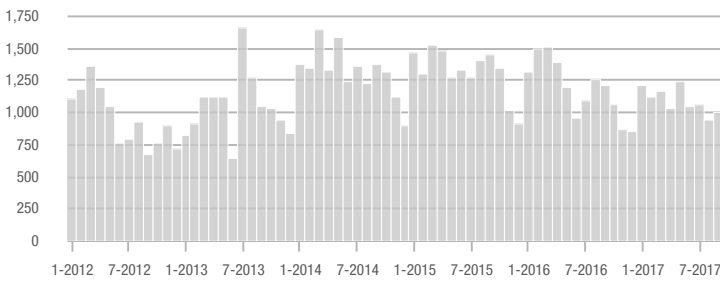


## Gaston County, NC

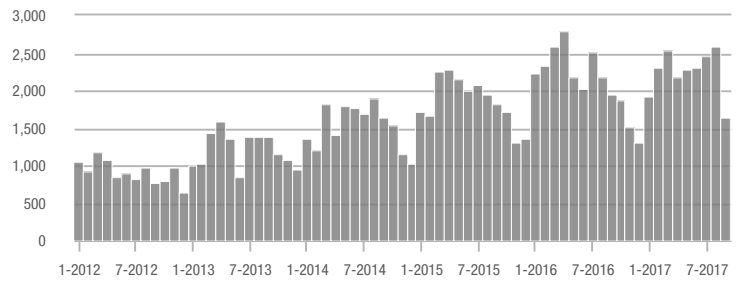
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 1,006          | - 17.0%               | + 6.0%                  | 4.9                                | + 4.3%                | + 9.1%                  | 274              | - 31.3%               | - 5.2%                  |
| \$100,001 to \$200,000 | 1,643          | - 15.2%               | - 36.7%                 | 7.2                                | + 26.3%               | - 18.4%                 | 257              | - 36.9%               | - 21.4%                 |
| \$200,001 to \$300,000 | 723            | + 7.0%                | - 12.5%                 | 5.4                                | + 28.6%               | + 2.9%                  | 155              | - 28.9%               | - 15.8%                 |
| \$300,001 and Above    | 499            | + 36.3%               | - 19.1%                 | 3.3                                | + 26.9%               | - 10.4%                 | 183              | - 7.6%                | - 14.9%                 |
| <b>Total</b>           | <b>3,871</b>   | <b>- 7.7%</b>         | <b>- 22.4%</b>          | <b>5.5</b>                         | <b>+ 17.0%</b>        | <b>- 10.5%</b>          | <b>869</b>       | <b>- 28.9%</b>        | <b>- 14.4%</b>          |

### Showings

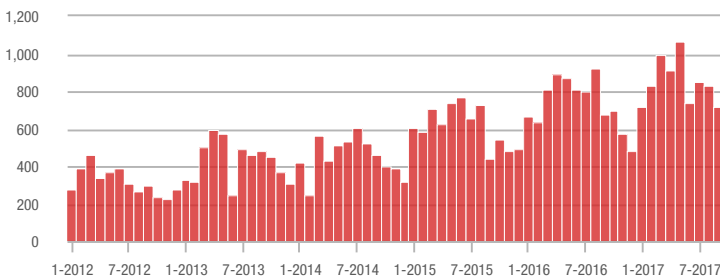
\$100,000 and Below



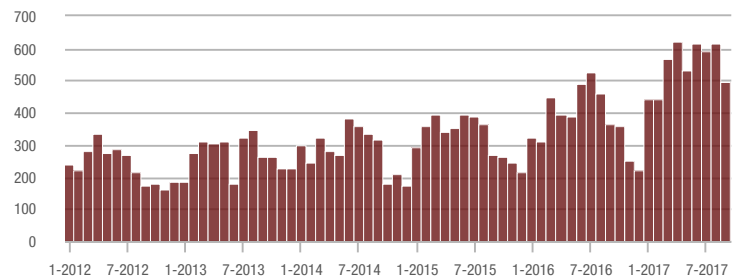
\$100,001 to \$200,000



\$200,001 to \$300,000

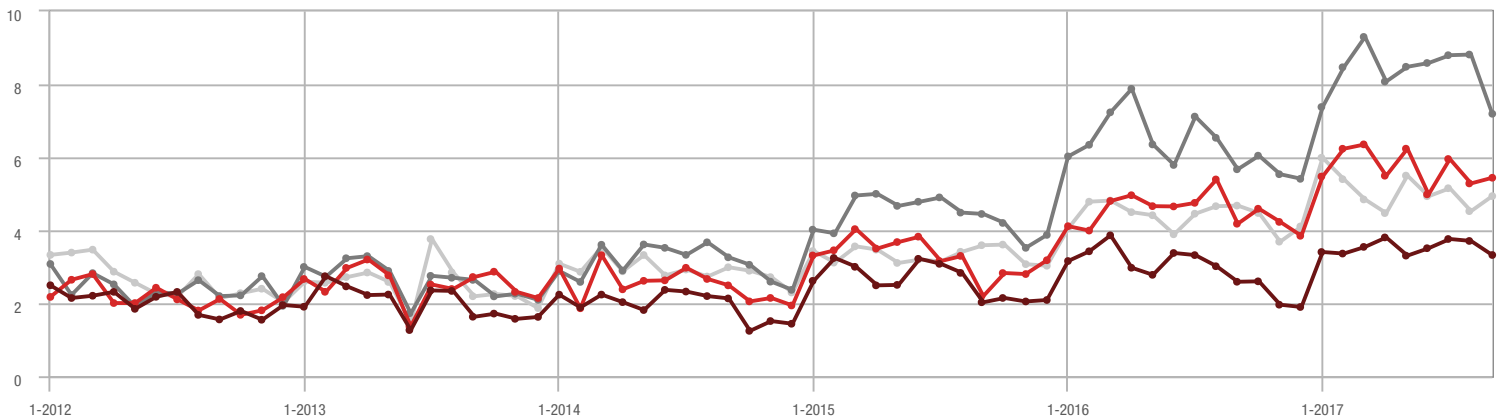


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

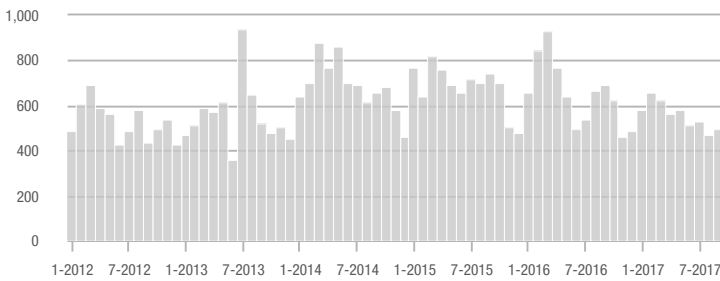


## Gastonia, NC

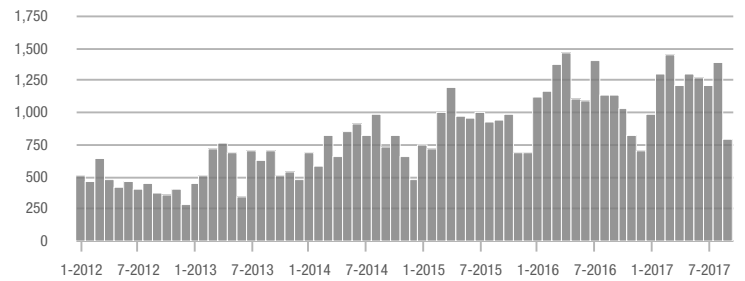
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 497            | - 28.2%               | + 6.4%                  | 5.3                                | + 6.0%                | + 9.2%                  | 104              | - 38.8%               | - 7.1%                  |
| \$100,001 to \$200,000 | 800            | - 30.1%               | - 42.2%                 | 7.0                                | + 11.1%               | - 27.0%                 | 123              | - 39.4%               | - 20.6%                 |
| \$200,001 to \$300,000 | 292            | - 6.1%                | - 39.0%                 | 5.0                                | + 28.2%               | - 24.7%                 | 63               | - 36.4%               | - 21.3%                 |
| \$300,001 and Above    | 128            | + 42.2%               | - 17.4%                 | 2.9                                | + 45.0%               | - 11.2%                 | 53               | - 17.2%               | - 11.7%                 |
| <b>Total</b>           | <b>1,717</b>   | <b>- 23.2%</b>        | <b>- 30.9%</b>          | <b>5.6</b>                         | <b>+ 12.0%</b>        | <b>- 19.9%</b>          | <b>343</b>       | <b>- 36.0%</b>        | <b>- 15.7%</b>          |

### Showings

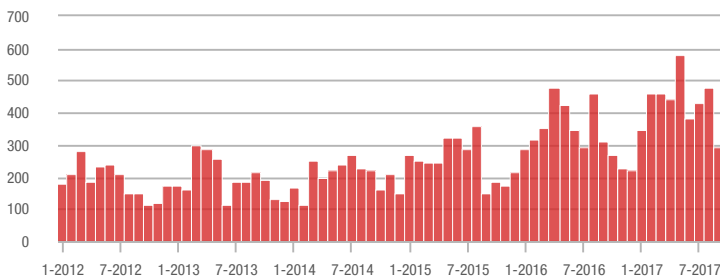
\$100,000 and Below



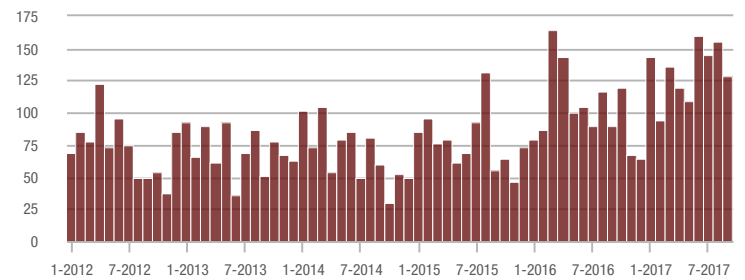
\$100,001 to \$200,000



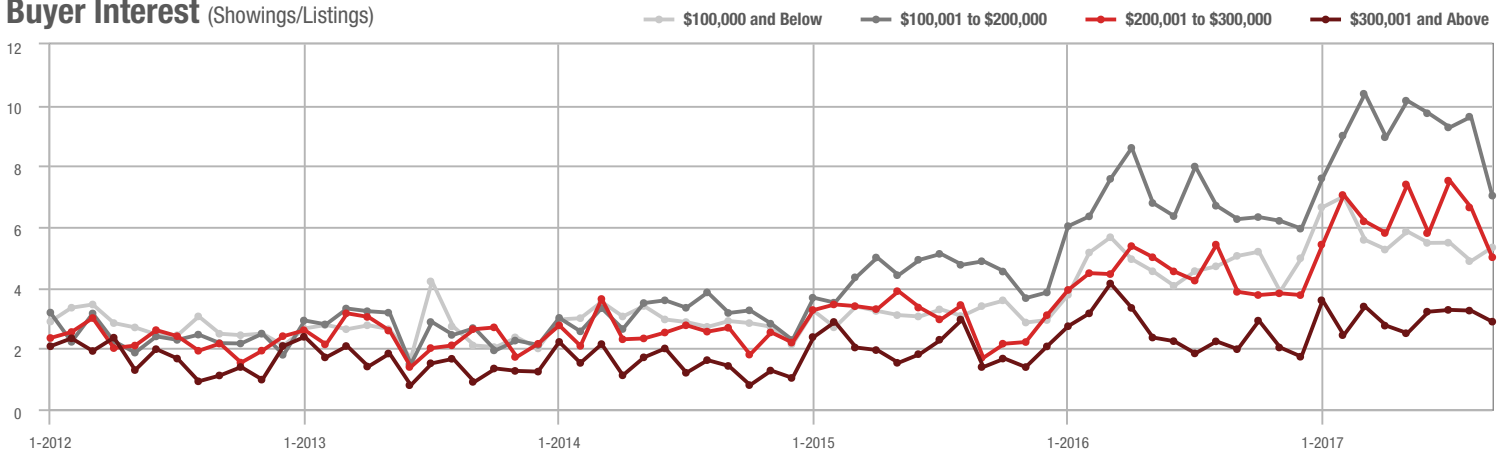
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

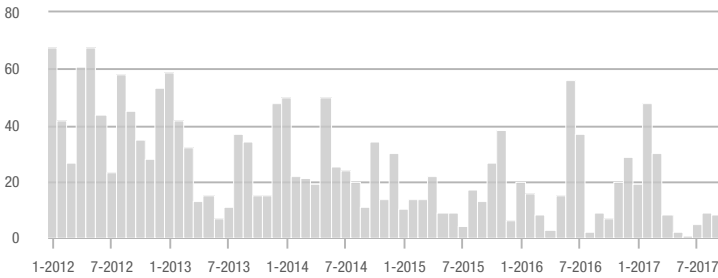


## Huntersville, NC

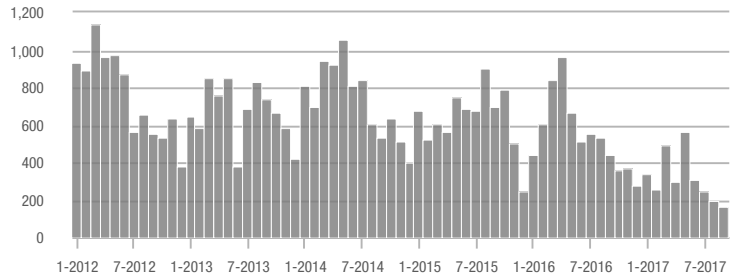
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 8              | - 11.1%               | - 11.1%                 | 1.3                                | - 43.5%               | - 72.2%                 | 10               | - 60.0%               | - 9.1%                  |
| \$100,001 to \$200,000 | 166            | - 62.8%               | - 14.4%                 | 8.6                                | - 14.0%               | - 6.2%                  | 24               | - 55.6%               | - 11.1%                 |
| \$200,001 to \$300,000 | 704            | - 25.4%               | - 23.6%                 | 8.0                                | + 15.9%               | + 10.6%                 | 90               | - 41.9%               | - 32.3%                 |
| \$300,001 and Above    | 1,153          | + 36.8%               | - 6.0%                  | 4.5                                | + 21.6%               | - 3.2%                  | 294              | + 2.1%                | - 5.8%                  |
| <b>Total</b>           | <b>2,031</b>   | <b>- 9.4%</b>         | <b>- 13.6%</b>          | <b>5.5</b>                         | <b>+ 1.9%</b>         | <b>- 2.6%</b>           | <b>418</b>       | <b>- 19.9%</b>        | <b>- 13.5%</b>          |

### Showings

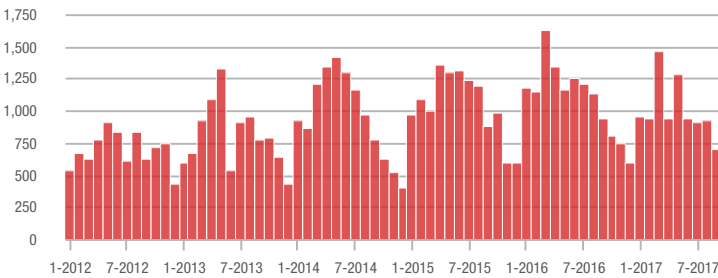
\$100,000 and Below



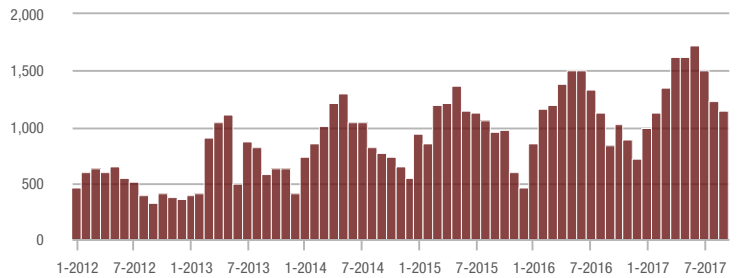
\$100,001 to \$200,000



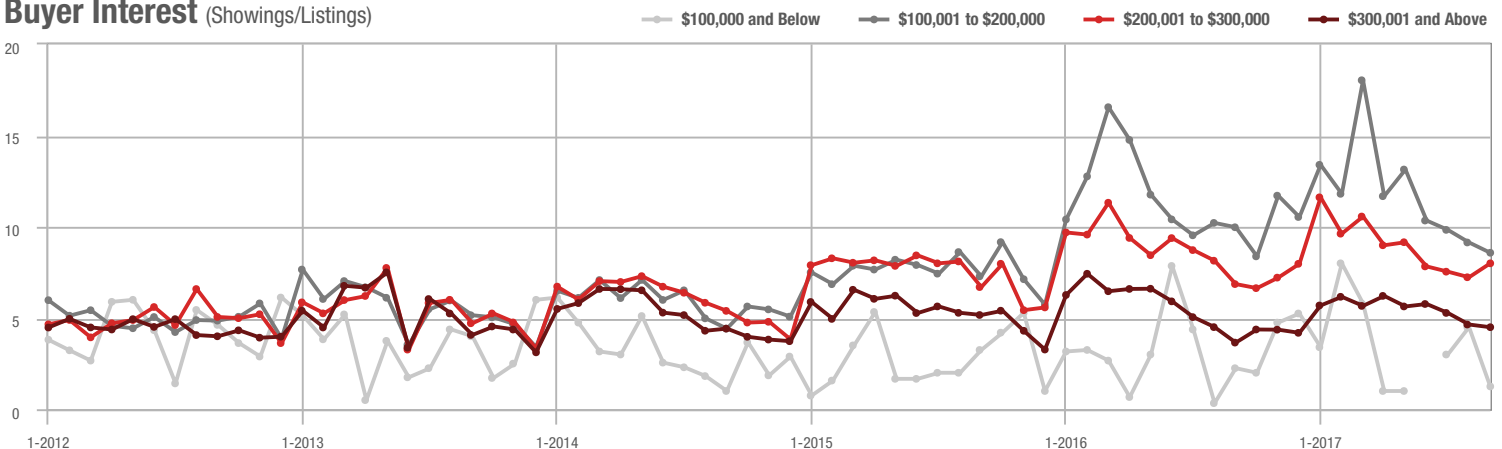
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

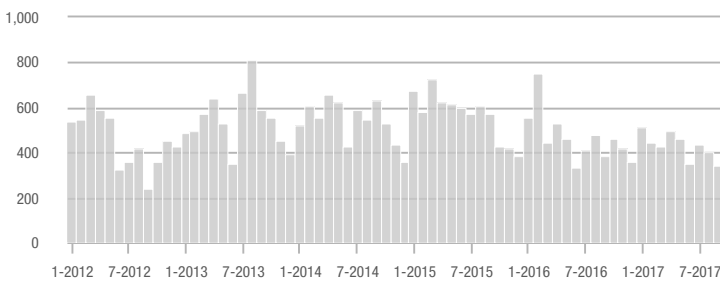


## Iredell County, NC

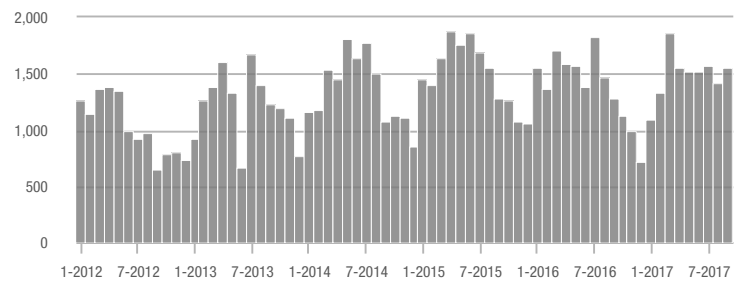
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 340            | - 12.1%               | - 14.6%                 | 3.5                                | + 6.1%                | + 7.2%                  | 170              | - 21.7%               | - 15.4%                 |
| \$100,001 to \$200,000 | 1,558          | + 21.6%               | + 10.3%                 | 7.0                                | + 34.6%               | + 16.7%                 | 281              | - 14.3%               | - 5.1%                  |
| \$200,001 to \$300,000 | 989            | - 10.2%               | - 7.3%                  | 4.7                                | + 6.8%                | + 3.0%                  | 250              | - 23.3%               | - 12.6%                 |
| \$300,001 and Above    | 2,016          | - 13.4%               | - 16.7%                 | 3.4                                | - 8.1%                | - 8.3%                  | 701              | - 11.5%               | - 10.9%                 |
| <b>Total</b>           | <b>4,903</b>   | <b>- 3.8%</b>         | <b>- 7.5%</b>           | <b>4.4</b>                         | <b>+ 7.3%</b>         | <b>+ 2.9%</b>           | <b>1,402</b>     | <b>- 15.7%</b>        | <b>- 10.7%</b>          |

### Showings

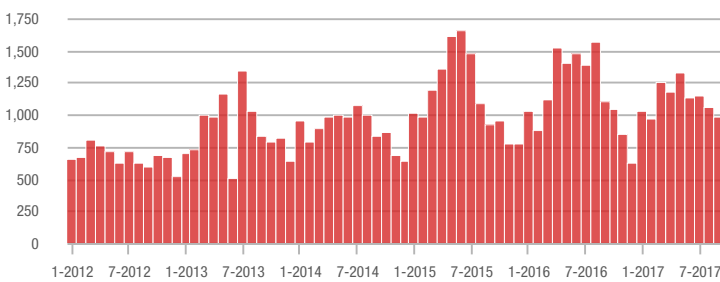
\$100,000 and Below



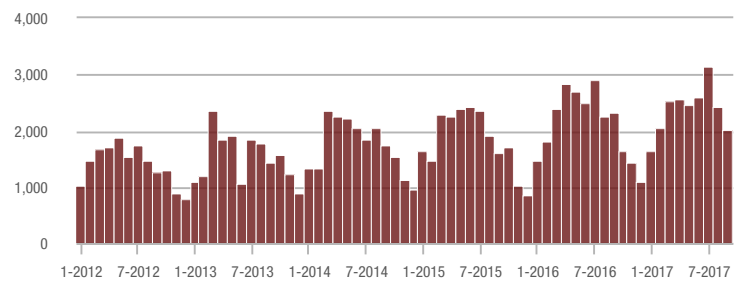
\$100,001 to \$200,000



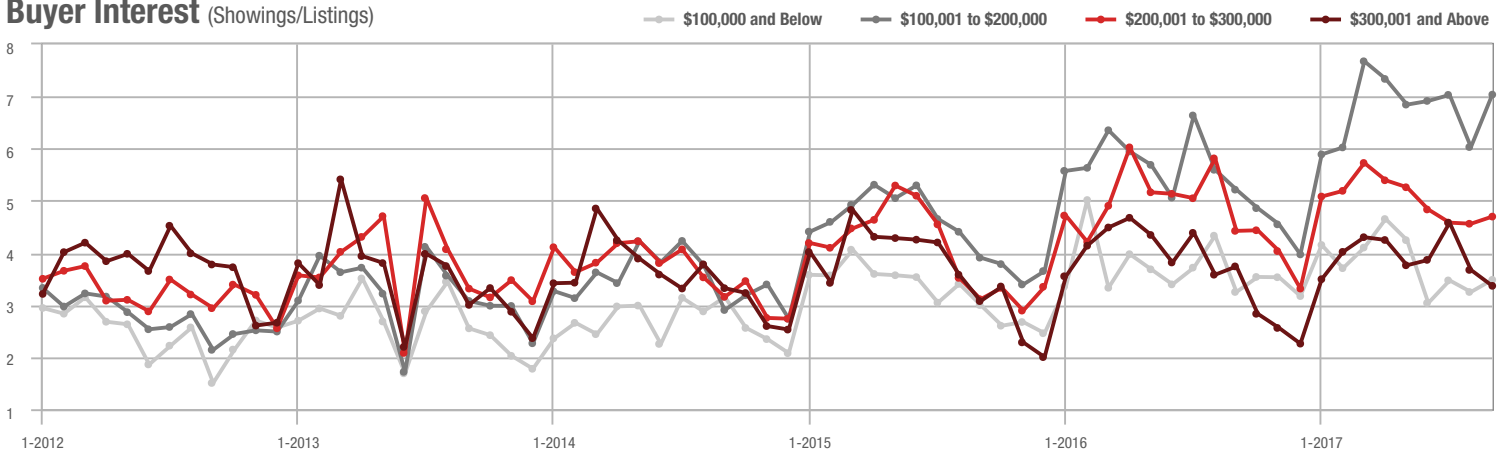
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

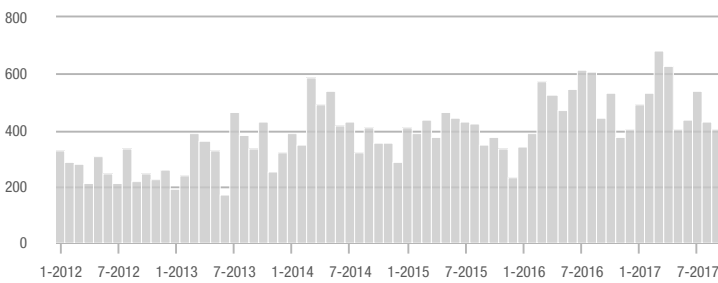


## Kannapolis, NC

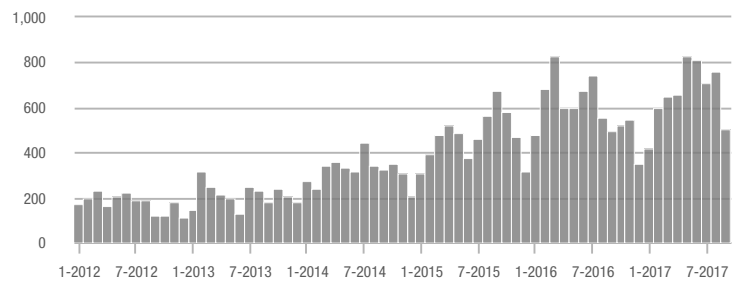
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 404            | - 9.6%                | - 5.8%                  | 6.8                                | + 41.7%               | + 20.6%                 | 82               | - 33.3%               | - 15.5%                 |
| \$100,001 to \$200,000 | 506            | + 1.6%                | - 33.4%                 | 6.4                                | - 5.9%                | - 31.6%                 | 86               | + 1.2%                | - 4.4%                  |
| \$200,001 to \$300,000 | 71             | - 2.7%                | - 26.0%                 | 3.7                                | - 5.1%                | - 7.9%                  | 21               | - 8.7%                | - 19.2%                 |
| \$300,001 and Above    | 74             | + 94.7%               | + 2.8%                  | 2.8                                | + 86.7%               | + 7.0%                  | 30               | - 14.3%               | - 6.3%                  |
| <b>Total</b>           | <b>1,055</b>   | <b>- 0.1%</b>         | <b>- 22.3%</b>          | <b>5.8</b>                         | <b>+ 13.7%</b>        | <b>- 12.1%</b>          | <b>219</b>       | <b>- 17.7%</b>        | <b>- 10.6%</b>          |

### Showings

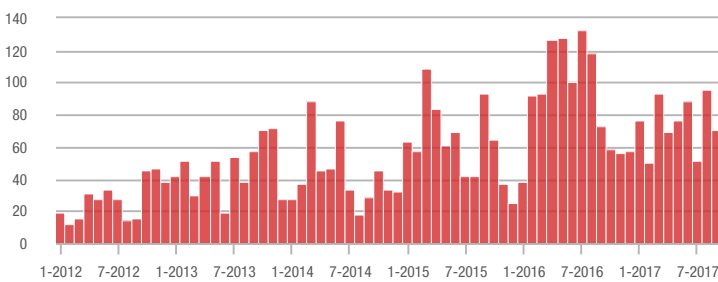
\$100,000 and Below



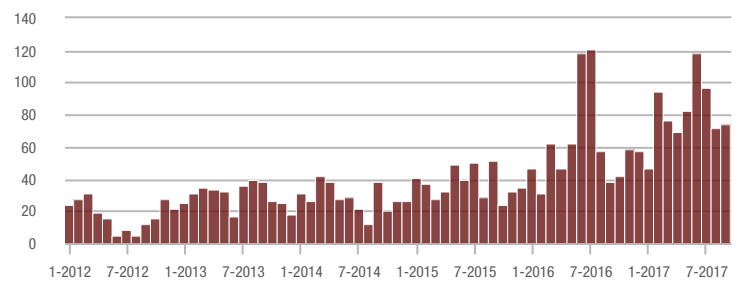
\$100,001 to \$200,000



\$200,001 to \$300,000

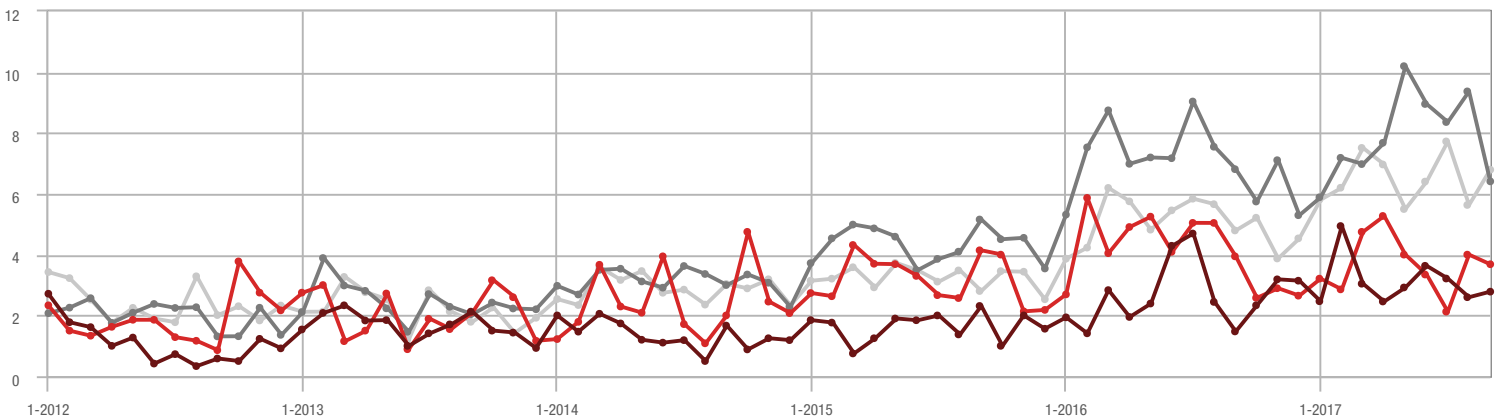


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

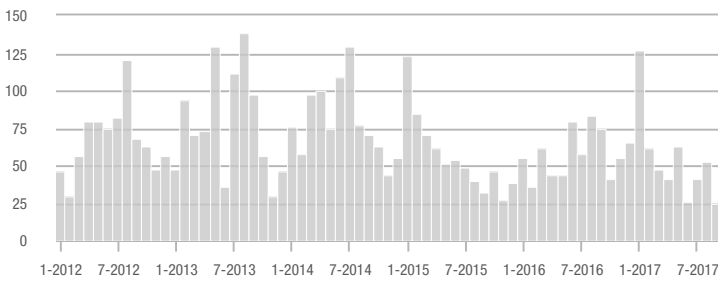


## Lake Norman

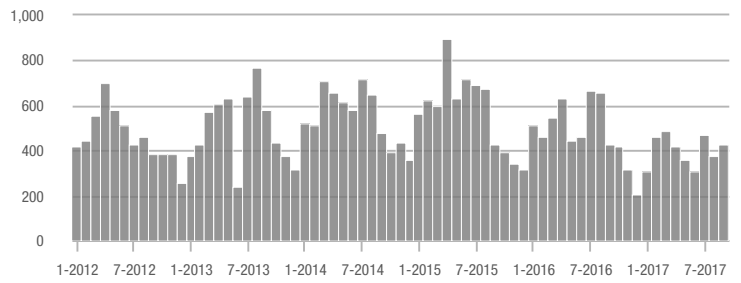
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 25             | - 66.7%               | - 52.8%                 | 0.6                                | - 64.7%               | - 15.8%                 | 89               | - 26.4%               | - 8.2%                  |
| \$100,001 to \$200,000 | 430            | - 0.2%                | + 15.6%                 | 7.2                                | + 26.3%               | + 19.3%                 | 99               | - 19.5%               | - 6.6%                  |
| \$200,001 to \$300,000 | 577            | - 25.4%               | - 21.4%                 | 5.7                                | + 1.8%                | - 5.1%                  | 137              | - 24.3%               | - 16.0%                 |
| \$300,001 and Above    | 3,132          | - 17.0%               | - 21.9%                 | 3.8                                | - 7.3%                | - 14.1%                 | 939              | - 16.6%               | - 10.2%                 |
| <b>Total</b>           | <b>4,164</b>   | <b>- 17.6%</b>        | <b>- 19.5%</b>          | <b>4.1</b>                         | <b>- 4.7%</b>         | <b>- 10.7%</b>          | <b>1,264</b>     | <b>- 18.5%</b>        | <b>- 10.5%</b>          |

### Showings

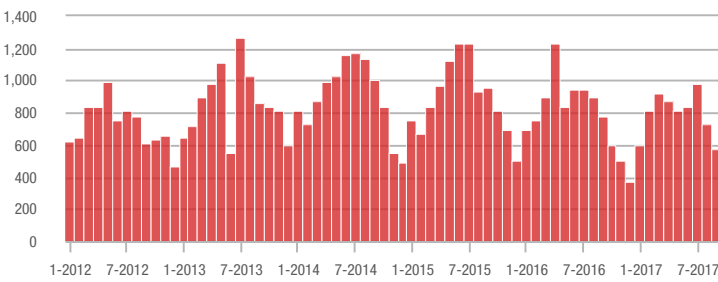
\$100,000 and Below



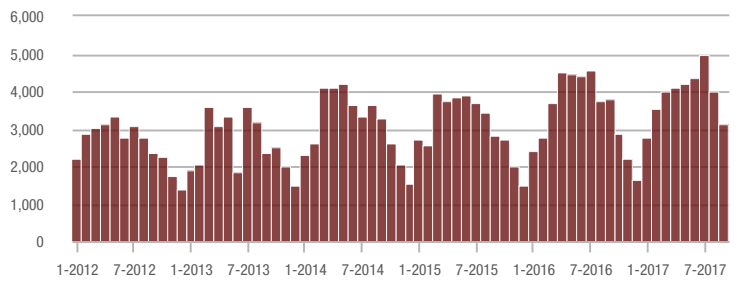
\$100,001 to \$200,000



\$200,001 to \$300,000

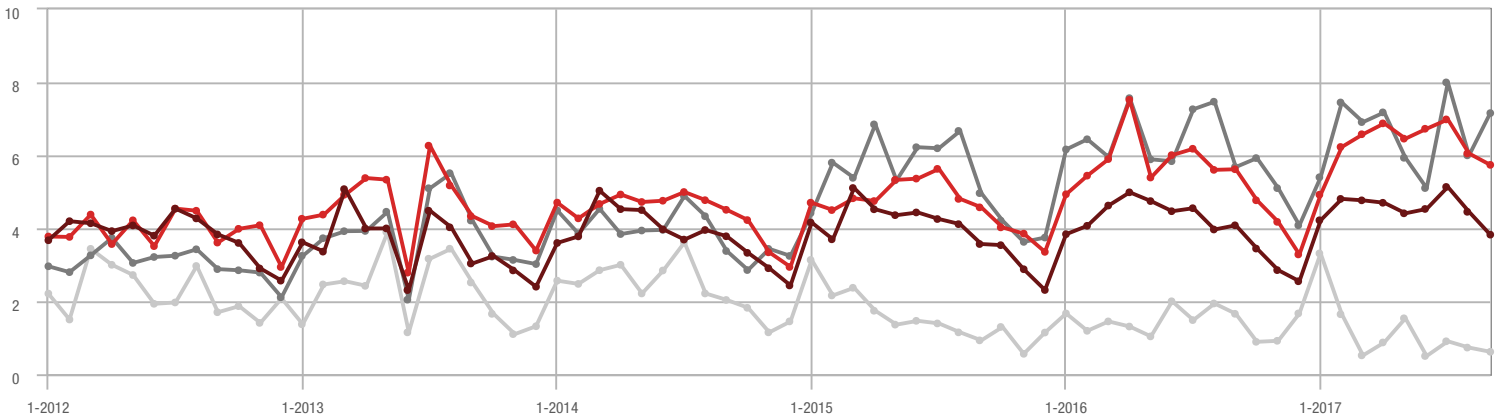


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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



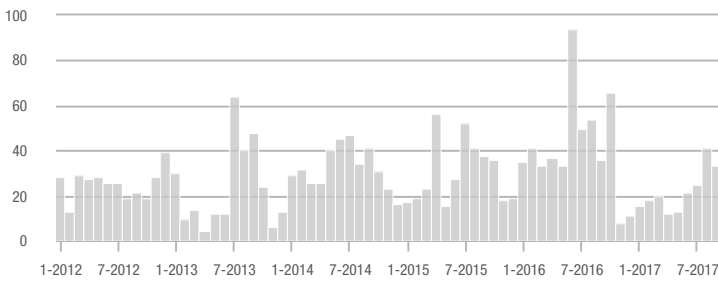


## Lake Wylie

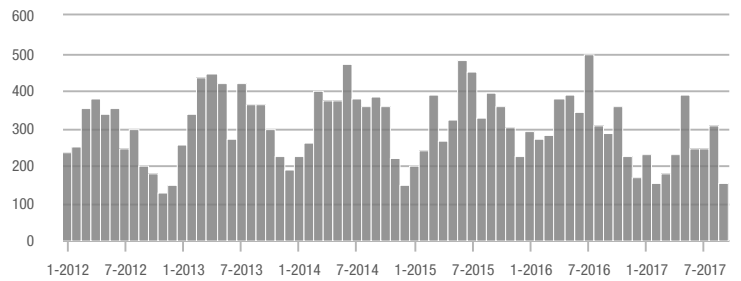
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 33             | - 8.3%                | - 19.5%                 | 1.2                                | + 9.1%                | + 36.8%                 | 64               | - 20.0%               | - 9.9%                  |
| \$100,001 to \$200,000 | 154            | - 46.5%               | - 50.0%                 | 4.1                                | - 39.7%               | - 46.2%                 | 52               | - 28.8%               | - 13.3%                 |
| \$200,001 to \$300,000 | 387            | - 9.6%                | + 7.8%                  | 5.9                                | + 1.7%                | + 7.9%                  | 84               | - 27.0%               | - 4.5%                  |
| \$300,001 and Above    | 997            | - 10.1%               | - 25.3%                 | 3.5                                | - 2.8%                | - 16.9%                 | 326              | - 19.5%               | - 12.8%                 |
| <b>Total</b>           | <b>1,571</b>   | <b>- 15.6%</b>        | <b>- 23.1%</b>          | <b>3.8</b>                         | <b>- 9.5%</b>         | <b>- 16.1%</b>          | <b>526</b>       | <b>- 21.8%</b>        | <b>- 11.3%</b>          |

### Showings

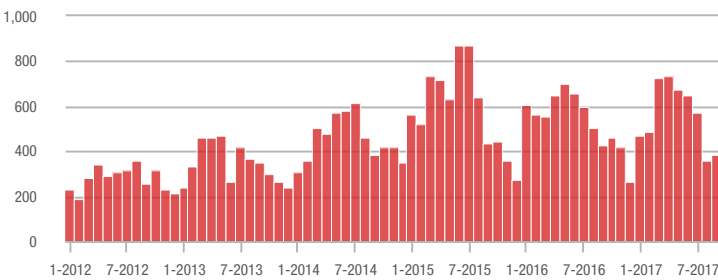
\$100,000 and Below



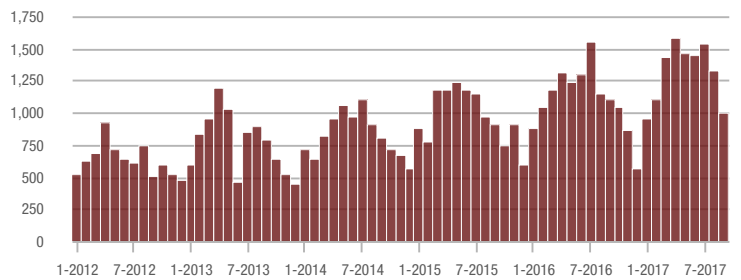
\$100,001 to \$200,000



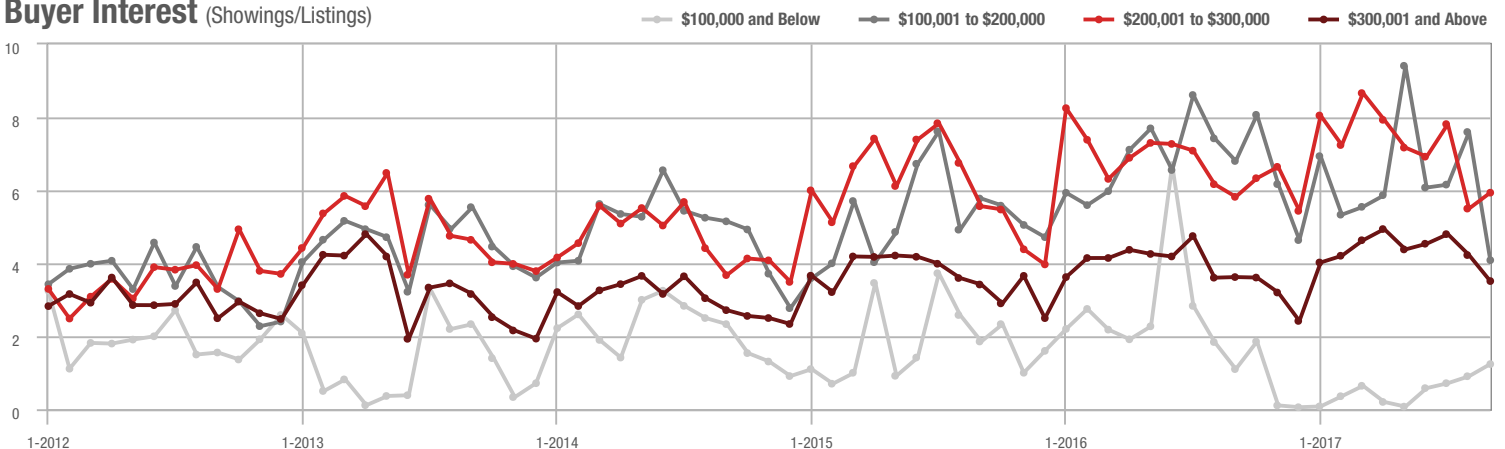
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

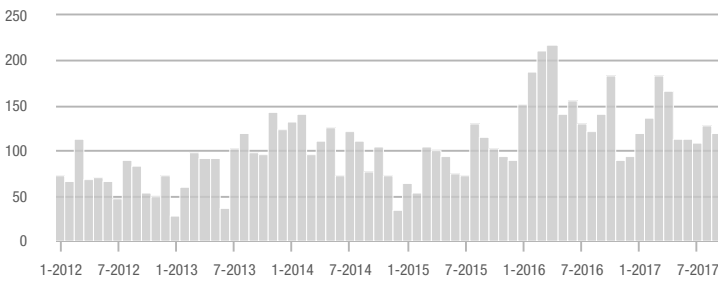


## Lancaster County, SC

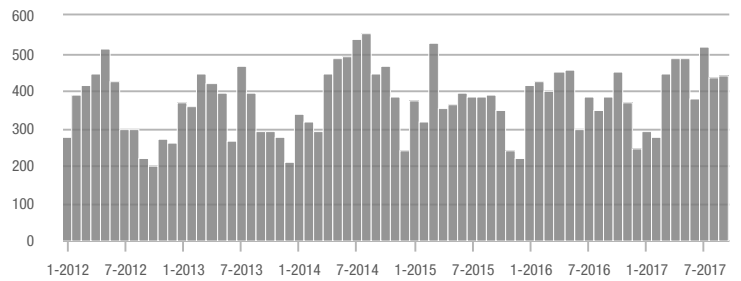
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 119            | - 16.2%               | - 7.0%                  | 3.4                                | + 21.4%               | + 2.9%                  | 57               | - 27.8%               | - 10.9%                 |
| \$100,001 to \$200,000 | 441            | + 14.8%               | + 1.4%                  | 5.8                                | + 1.8%                | + 9.8%                  | 88               | - 4.3%                | - 9.3%                  |
| \$200,001 to \$300,000 | 897            | + 18.0%               | + 11.0%                 | 7.8                                | + 20.0%               | + 19.9%                 | 121              | - 8.3%                | - 11.7%                 |
| \$300,001 and Above    | 788            | + 33.8%               | + 0.1%                  | 3.8                                | + 5.6%                | + 1.7%                  | 235              | + 18.1%               | - 2.5%                  |
| <b>Total</b>           | <b>2,245</b>   | <b>+ 19.7%</b>        | <b>+ 4.0%</b>           | <b>5.2</b>                         | <b>+ 8.3%</b>         | <b>+ 9.4%</b>           | <b>501</b>       | <b>- 0.2%</b>         | <b>- 7.1%</b>           |

### Showings

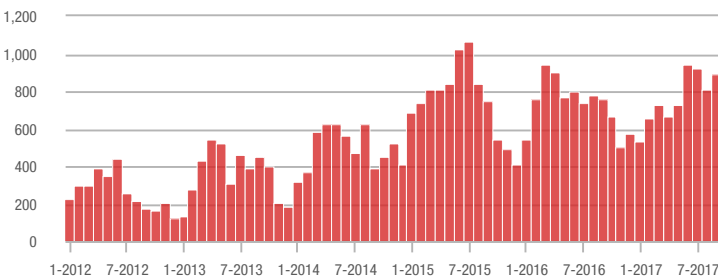
\$100,000 and Below



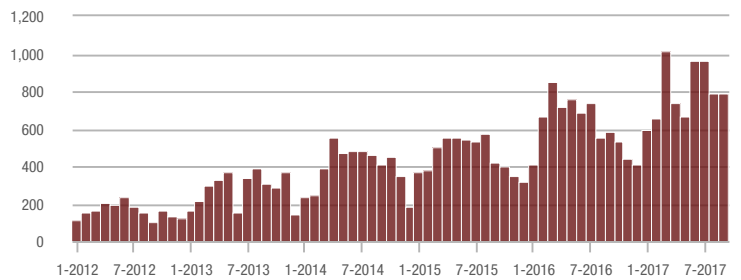
\$100,001 to \$200,000



\$200,001 to \$300,000

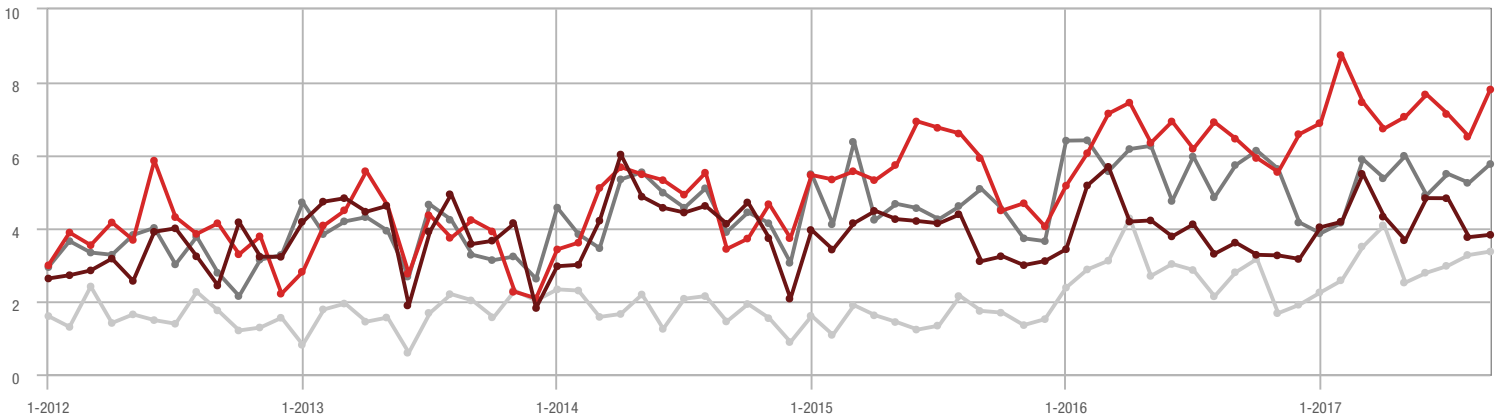


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

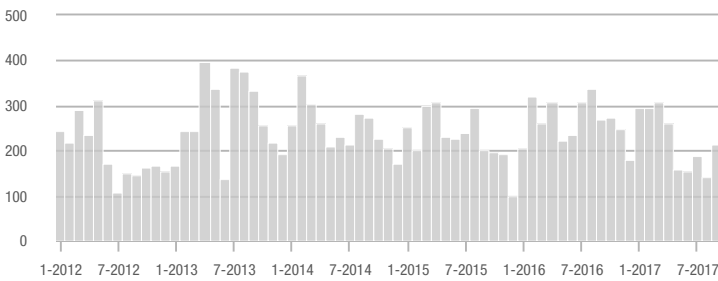


## Lincoln County, NC

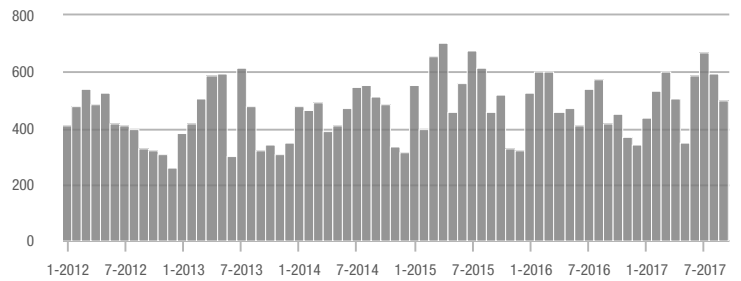
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 212            | - 21.5%               | + 52.5%                 | 4.1                                | + 17.1%               | + 40.8%                 | 96               | - 38.5%               | 0.0%                    |
| \$100,001 to \$200,000 | 496            | + 18.4%               | - 16.5%                 | 5.3                                | + 29.3%               | + 3.5%                  | 109              | - 18.7%               | - 18.7%                 |
| \$200,001 to \$300,000 | 367            | + 34.9%               | - 13.2%                 | 4.4                                | + 29.4%               | + 5.0%                  | 101              | - 5.6%                | - 16.5%                 |
| \$300,001 and Above    | 752            | + 17.0%               | - 1.1%                  | 3.7                                | + 15.6%               | - 2.8%                  | 242              | - 13.6%               | - 4.0%                  |
| <b>Total</b>           | <b>1,827</b>   | <b>+ 13.9%</b>        | <b>- 4.6%</b>           | <b>4.2</b>                         | <b>+ 20.0%</b>        | <b>+ 2.7%</b>           | <b>548</b>       | <b>- 19.1%</b>        | <b>- 9.1%</b>           |

### Showings

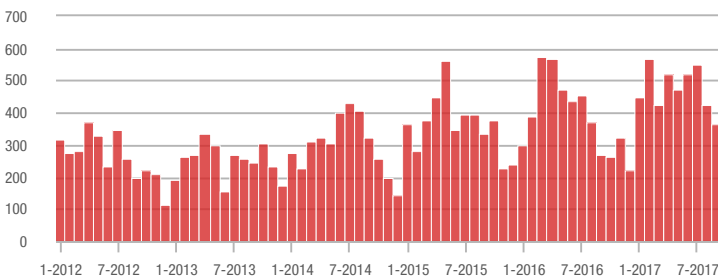
\$100,000 and Below



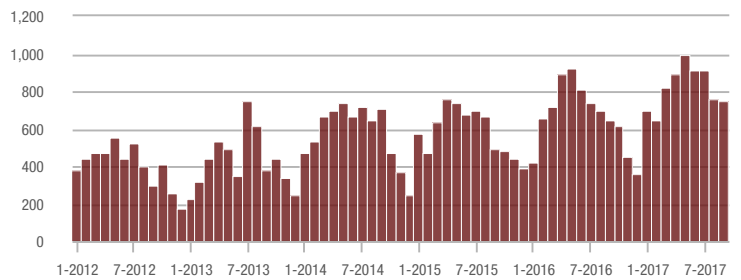
\$100,001 to \$200,000



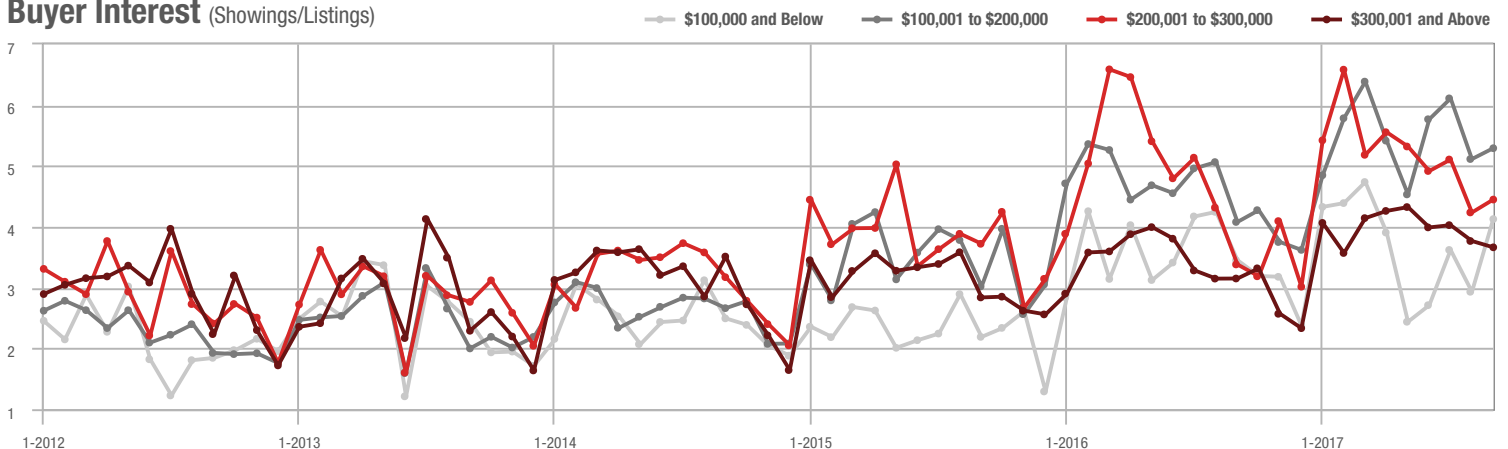
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

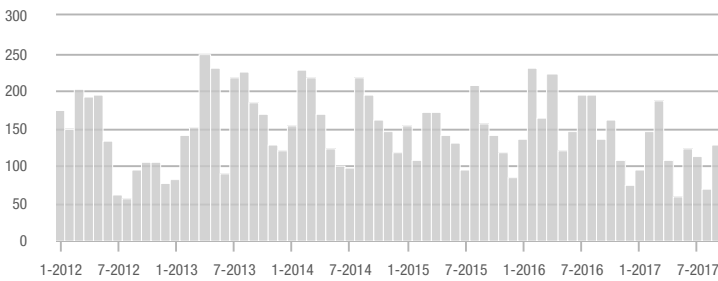


## Lincolnton, NC

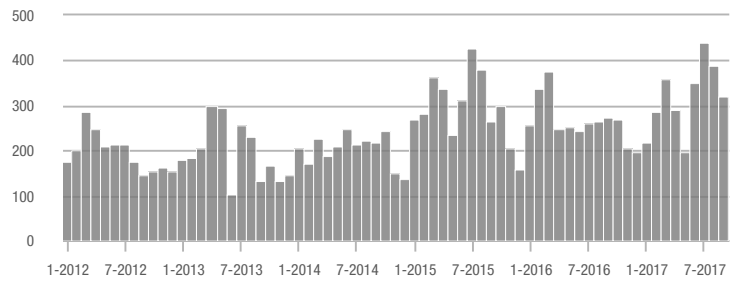
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 127            | - 6.6%                | + 81.4%                 | 5.8                                | + 75.8%               | + 77.6%                 | 35               | - 43.5%               | - 2.8%                  |
| \$100,001 to \$200,000 | 320            | + 16.8%               | - 17.9%                 | 5.6                                | + 33.3%               | + 0.4%                  | 62               | - 22.5%               | - 19.5%                 |
| \$200,001 to \$300,000 | 114            | + 26.7%               | - 43.3%                 | 3.4                                | + 25.9%               | - 24.9%                 | 38               | 0.0%                  | - 22.4%                 |
| \$300,001 and Above    | 50             | + 100.0%              | - 29.6%                 | 1.9                                | + 26.7%               | - 25.6%                 | 30               | + 25.0%               | - 14.3%                 |
| <b>Total</b>           | <b>611</b>     | <b>+ 16.4%</b>        | <b>- 16.5%</b>          | <b>4.4</b>                         | <b>+ 29.4%</b>        | <b>- 1.3%</b>           | <b>165</b>       | <b>- 19.1%</b>        | <b>- 16.2%</b>          |

### Showings

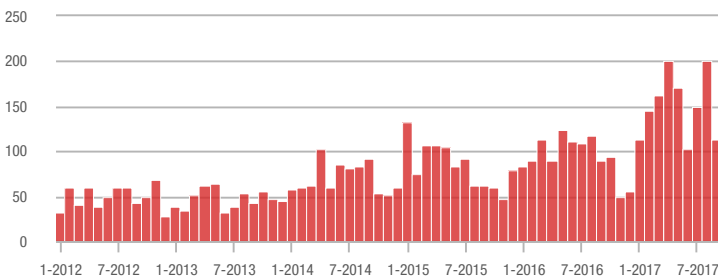
\$100,000 and Below



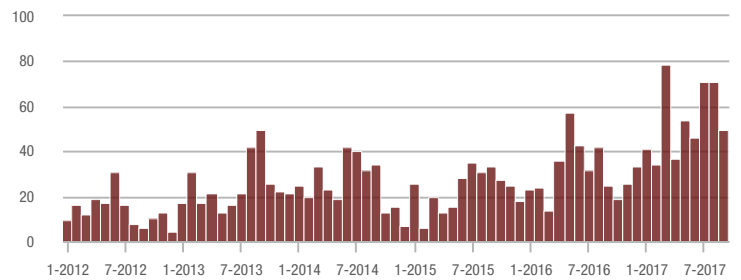
\$100,001 to \$200,000



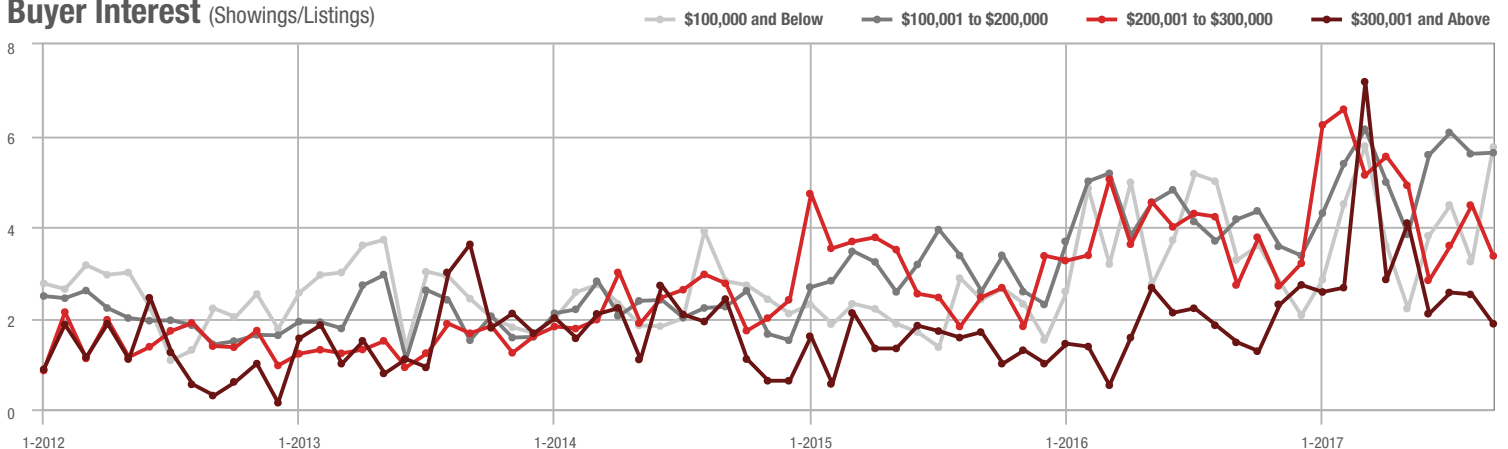
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

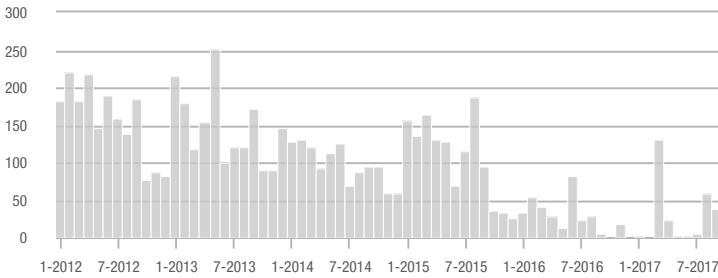


## Matthews, NC

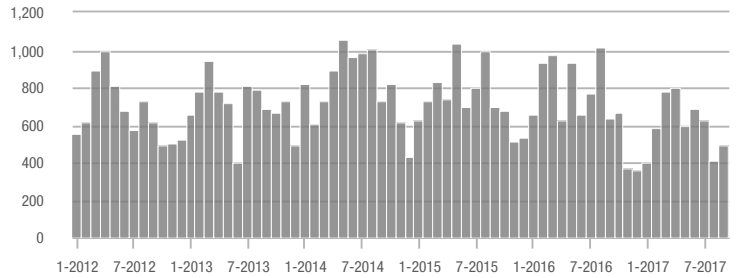
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 39             | + 875.0%              | - 33.9%                 | 6.5                                | + 62.5%               | - 10.3%                 | 7                | + 133.3%              | - 30.0%                 |
| \$100,001 to \$200,000 | 494            | - 22.7%               | + 19.9%                 | 14.1                               | - 12.4%               | + 6.5%                  | 39               | - 13.3%               | + 11.4%                 |
| \$200,001 to \$300,000 | 826            | + 8.1%                | - 0.5%                  | 10.5                               | + 11.7%               | + 8.3%                  | 79               | - 3.7%                | - 8.1%                  |
| \$300,001 and Above    | 1,062          | + 23.1%               | - 15.6%                 | 5.5                                | + 17.0%               | - 1.9%                  | 216              | + 1.9%                | - 13.3%                 |
| <b>Total</b>           | <b>2,421</b>   | <b>+ 6.7%</b>         | <b>- 5.4%</b>           | <b>7.8</b>                         | <b>+ 5.4%</b>         | <b>+ 5.7%</b>           | <b>341</b>       | <b>- 0.3%</b>         | <b>- 10.3%</b>          |

### Showings

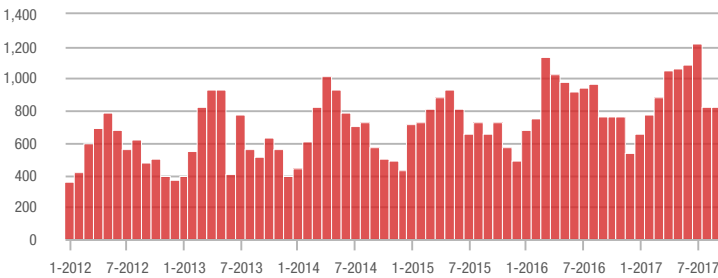
\$100,000 and Below



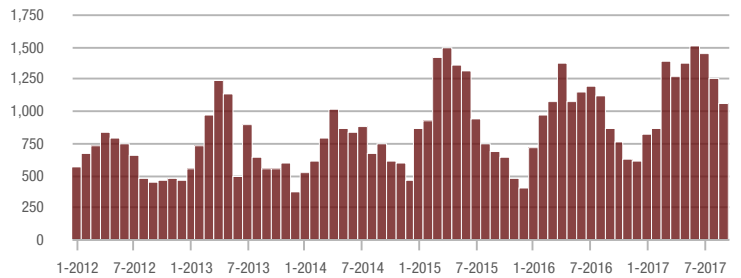
\$100,001 to \$200,000



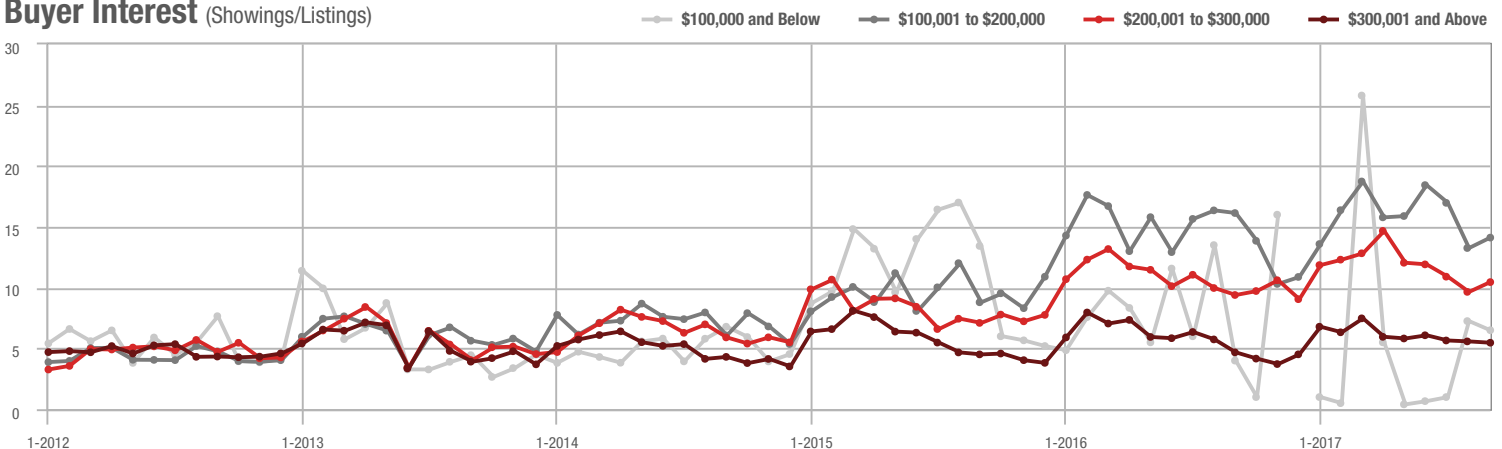
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

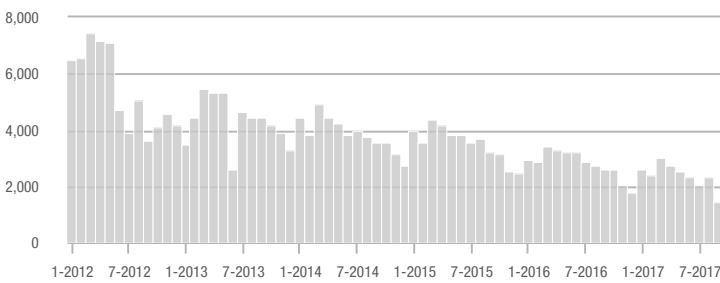


## Mecklenburg County, NC

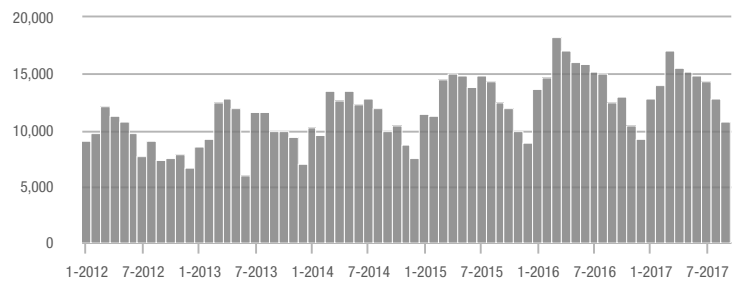
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 1,419          | - 45.3%               | - 38.5%                 | 8.1                                | + 5.2%                | - 19.1%                 | 213              | - 52.6%               | - 25.5%                 |
| \$100,001 to \$200,000 | 10,761         | - 13.6%               | - 16.6%                 | 11.0                               | + 18.3%               | - 9.5%                  | 1,011            | - 30.7%               | - 9.1%                  |
| \$200,001 to \$300,000 | 8,527          | - 0.9%                | - 14.1%                 | 8.5                                | + 13.3%               | - 0.9%                  | 1,042            | - 17.1%               | - 13.7%                 |
| \$300,001 and Above    | 12,500         | + 5.4%                | - 8.8%                  | 5.2                                | - 1.9%                | - 3.8%                  | 2,610            | - 2.2%                | - 6.4%                  |
| <b>Total</b>           | <b>33,207</b>  | <b>- 6.5%</b>         | <b>- 14.5%</b>          | <b>7.3</b>                         | <b>+ 4.3%</b>         | <b>- 6.6%</b>           | <b>4,876</b>     | <b>- 16.4%</b>        | <b>- 9.6%</b>           |

### Showings

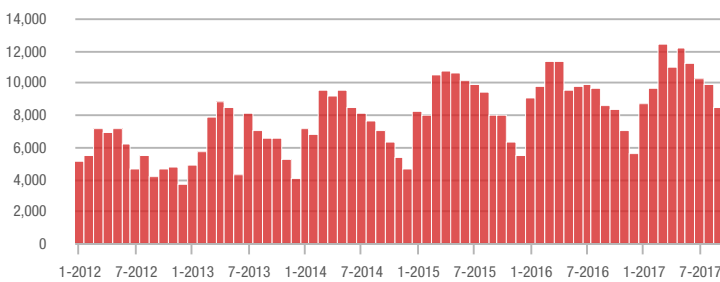
\$100,000 and Below



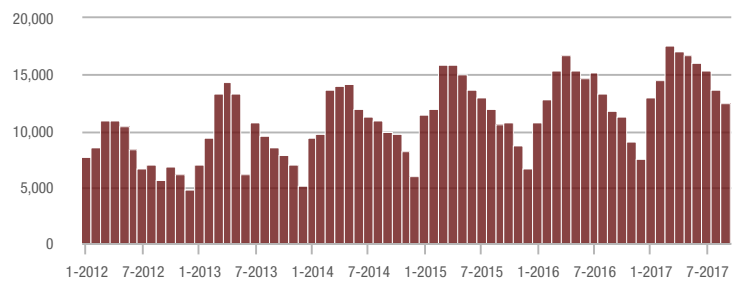
\$100,001 to \$200,000



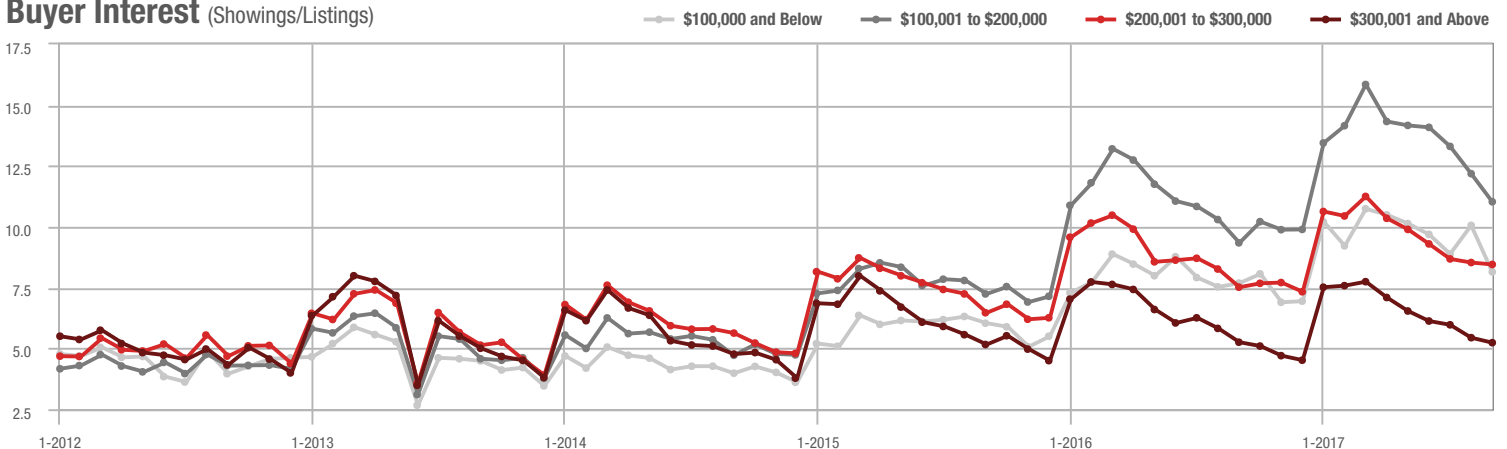
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

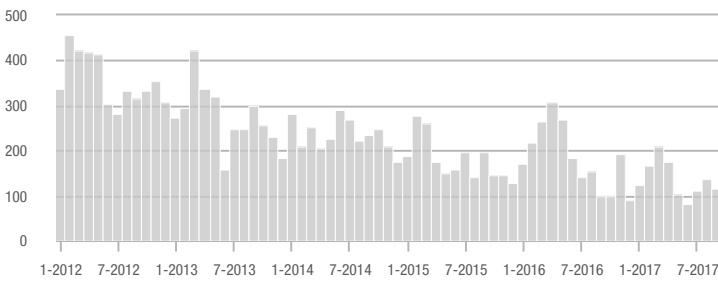


## Monroe, NC

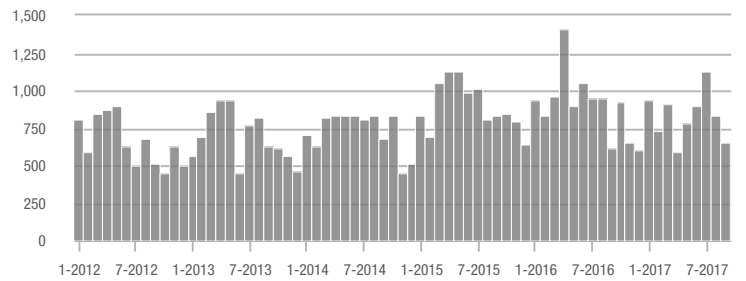
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 115            | + 17.3%               | - 14.8%                 | 4.8                                | + 58.1%               | - 8.8%                  | 34               | - 44.3%               | - 12.8%                 |
| \$100,001 to \$200,000 | 657            | + 6.1%                | - 21.6%                 | 7.2                                | + 46.9%               | - 12.9%                 | 104              | - 27.8%               | - 9.6%                  |
| \$200,001 to \$300,000 | 346            | - 4.7%                | - 20.8%                 | 5.0                                | + 35.1%               | - 8.4%                  | 75               | - 31.8%               | - 16.7%                 |
| \$300,001 and Above    | 192            | + 10.3%               | + 21.5%                 | 4.0                                | + 42.9%               | + 30.9%                 | 57               | - 32.1%               | - 9.5%                  |
| <b>Total</b>           | <b>1,310</b>   | <b>+ 4.5%</b>         | <b>- 16.5%</b>          | <b>5.7</b>                         | <b>+ 42.5%</b>        | <b>- 7.7%</b>           | <b>270</b>       | <b>- 32.3%</b>        | <b>- 12.1%</b>          |

### Showings

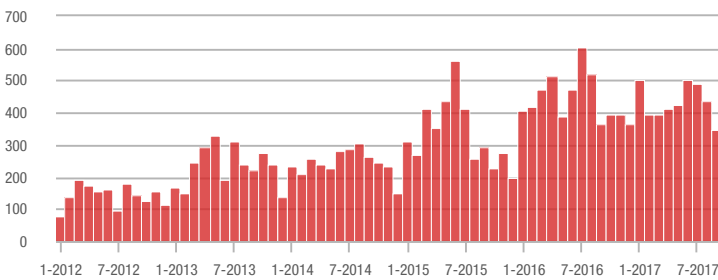
\$100,000 and Below



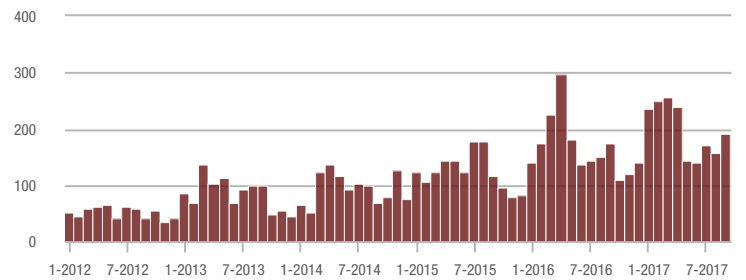
\$100,001 to \$200,000



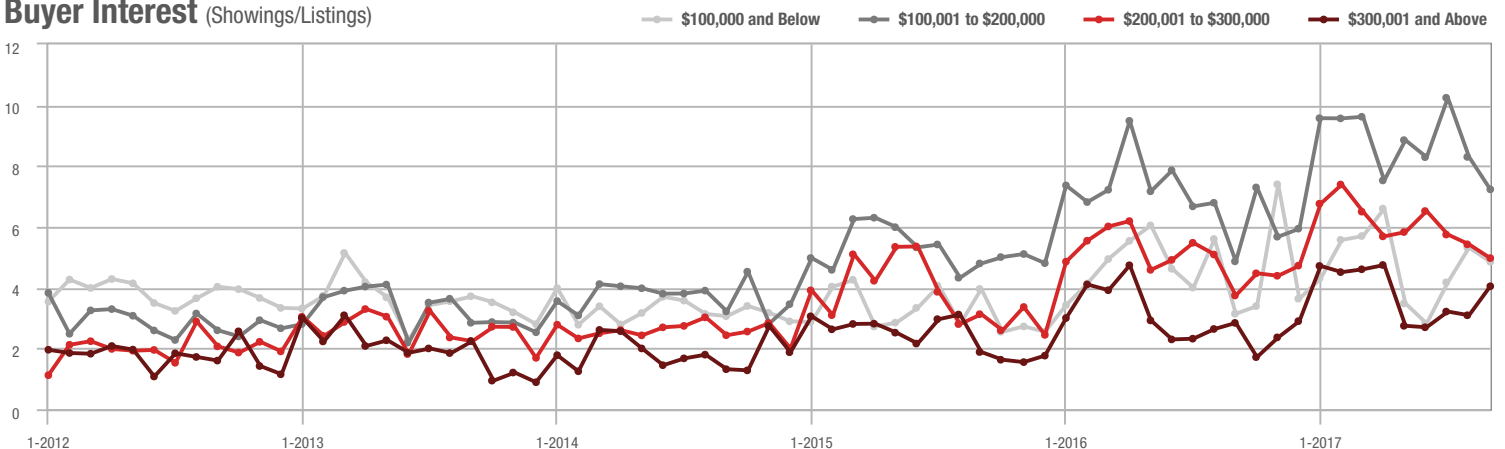
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

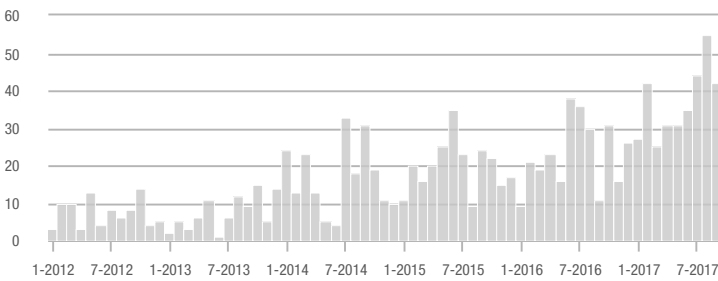


## Montgomery County, NC

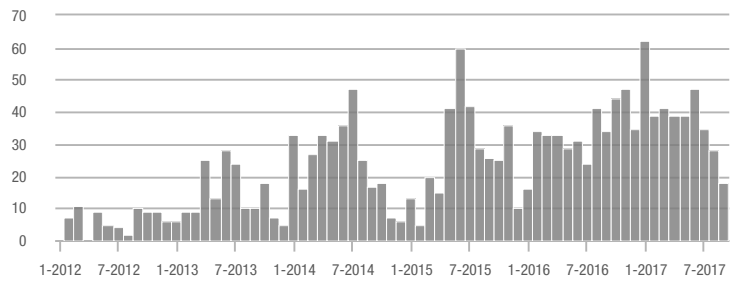
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 42             | + 281.8%              | - 23.6%                 | 1.6                                | + 700.0%              | + 108.9%                | 54               | - 30.8%               | - 12.9%                 |
| \$100,001 to \$200,000 | 18             | - 47.1%               | - 35.7%                 | 1.2                                | + 9.1%                | + 59.1%                 | 32               | - 50.8%               | - 15.8%                 |
| \$200,001 to \$300,000 | 24             | - 11.1%               | + 71.4%                 | 2.5                                | + 257.1%              | + 114.3%                | 21               | - 53.3%               | - 8.7%                  |
| \$300,001 and Above    | 136            | + 23.6%               | - 11.1%                 | 3.0                                | + 66.7%               | + 4.8%                  | 72               | - 25.8%               | - 8.9%                  |
| Total                  | 220            | + 20.9%               | - 12.0%                 | 2.3                                | + 91.7%               | + 29.2%                 | 179              | - 37.2%               | - 11.4%                 |

### Showings

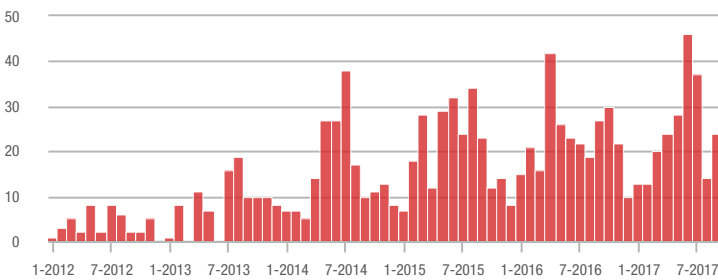
\$100,000 and Below



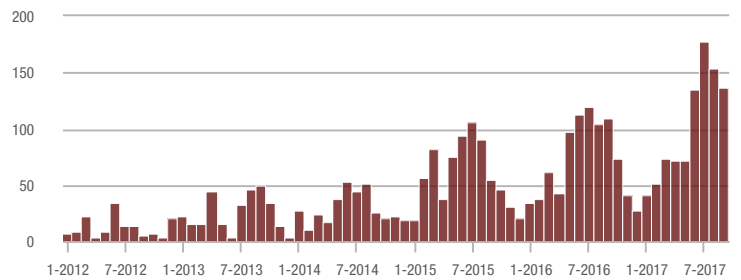
\$100,001 to \$200,000



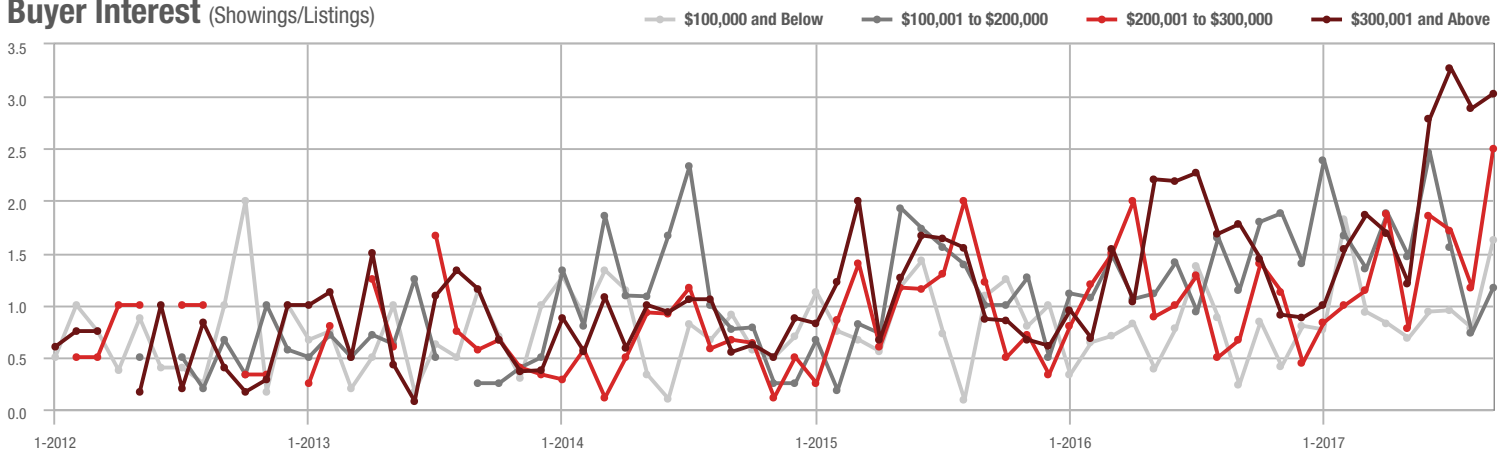
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)



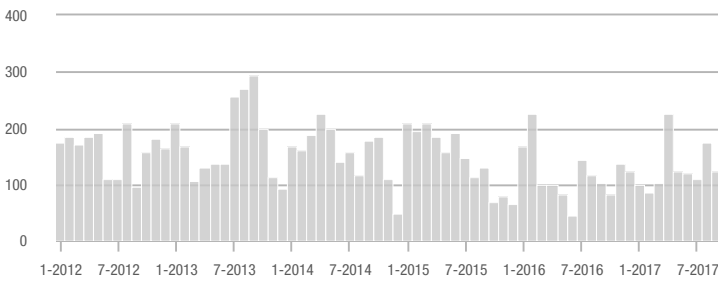


## Mooresville, NC

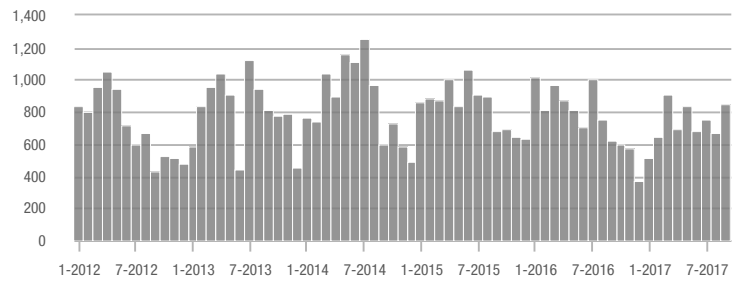
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 123            | + 18.3%               | - 28.9%                 | 4.0                                | - 2.4%                | - 18.0%                 | 55               | - 15.4%               | - 12.7%                 |
| \$100,001 to \$200,000 | 854            | + 38.4%               | + 26.9%                 | 9.4                                | + 54.1%               | + 14.5%                 | 111              | - 15.3%               | + 6.7%                  |
| \$200,001 to \$300,000 | 782            | - 5.9%                | + 1.7%                  | 5.8                                | + 16.0%               | + 14.0%                 | 161              | - 20.3%               | - 13.9%                 |
| \$300,001 and Above    | 1,762          | - 16.4%               | - 19.2%                 | 3.5                                | - 14.6%               | - 12.5%                 | 575              | - 8.7%                | - 10.3%                 |
| <b>Total</b>           | <b>3,521</b>   | <b>- 3.8%</b>         | <b>- 7.3%</b>           | <b>4.7</b>                         | <b>+ 2.2%</b>         | <b>- 0.1%</b>           | <b>902</b>       | <b>- 12.3%</b>        | <b>- 9.3%</b>           |

### Showings

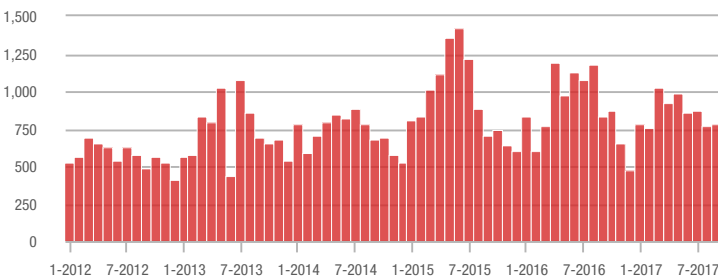
\$100,000 and Below



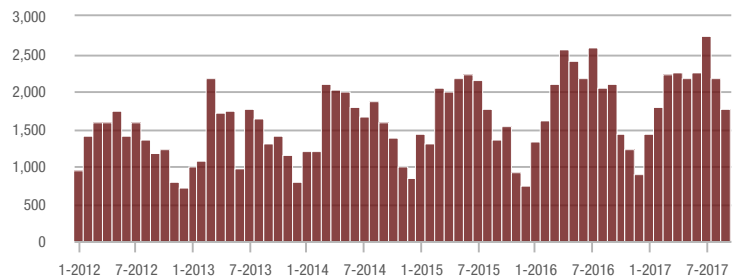
\$100,001 to \$200,000



\$200,001 to \$300,000

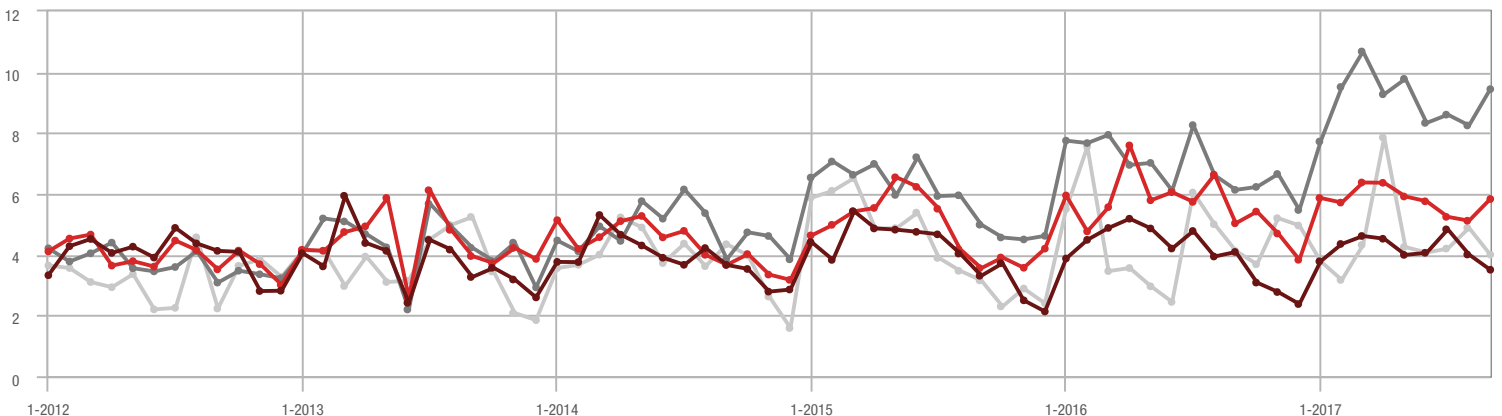


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

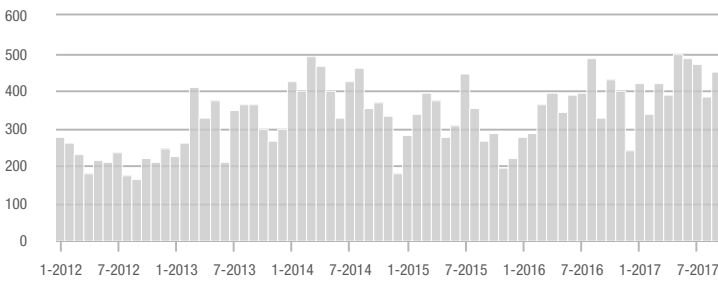


## Rock Hill, SC

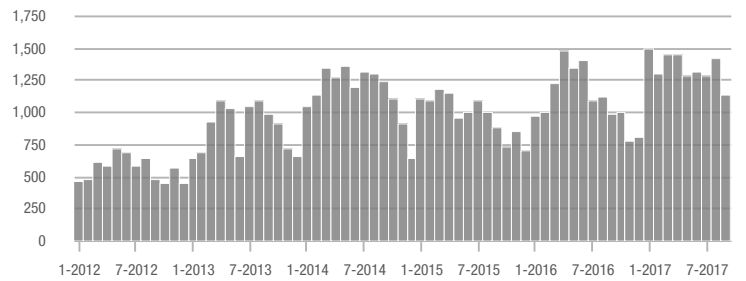
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 449            | + 37.3%               | + 16.6%                 | 6.8                                | + 94.3%               | + 12.9%                 | 93               | - 37.2%               | - 7.0%                  |
| \$100,001 to \$200,000 | 1,133          | + 15.3%               | - 20.4%                 | 10.4                               | + 38.7%               | - 3.3%                  | 111              | - 20.7%               | - 19.6%                 |
| \$200,001 to \$300,000 | 755            | + 92.6%               | + 2.7%                  | 7.6                                | + 65.2%               | + 17.8%                 | 101              | + 3.1%                | - 14.4%                 |
| \$300,001 and Above    | 294            | + 23.5%               | - 30.2%                 | 3.0                                | + 30.4%               | - 20.2%                 | 110              | - 14.7%               | - 12.7%                 |
| <b>Total</b>           | <b>2,631</b>   | <b>+ 35.6%</b>        | <b>- 11.2%</b>          | <b>7.1</b>                         | <b>+ 51.1%</b>        | <b>+ 0.5%</b>           | <b>415</b>       | <b>- 19.4%</b>        | <b>- 13.9%</b>          |

### Showings

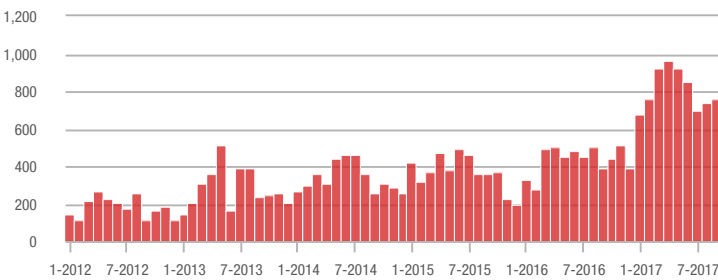
\$100,000 and Below



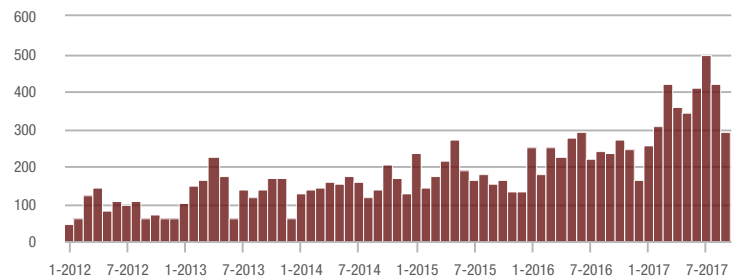
\$100,001 to \$200,000



\$200,001 to \$300,000

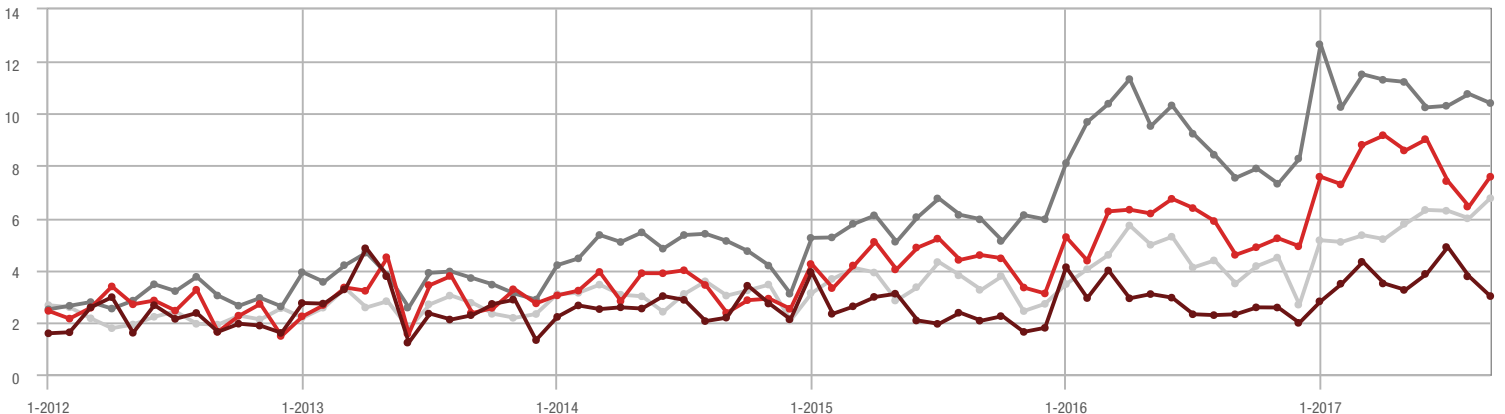


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

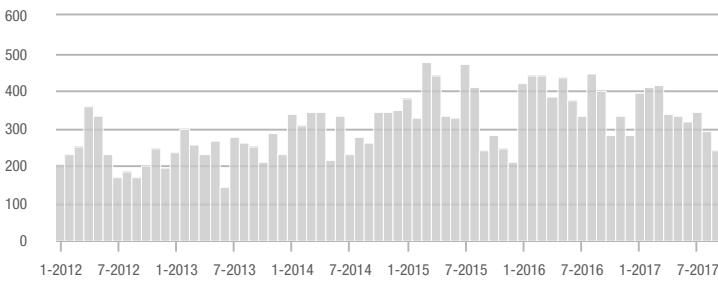


## Salisbury, NC

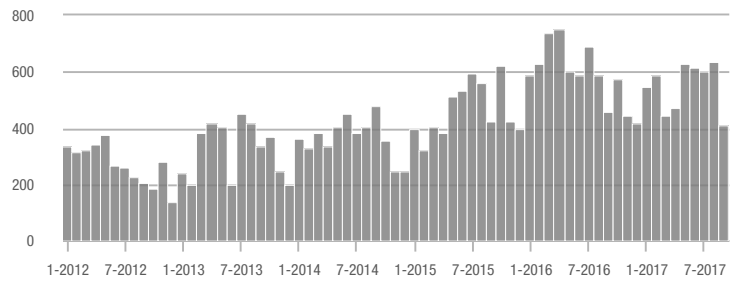
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 242            | - 39.3%               | - 17.7%                 | 3.3                                | + 10.0%               | - 7.3%                  | 105              | - 42.3%               | - 7.9%                  |
| \$100,001 to \$200,000 | 407            | - 11.1%               | - 36.2%                 | 4.1                                | + 24.2%               | - 22.7%                 | 115              | - 25.8%               | - 15.4%                 |
| \$200,001 to \$300,000 | 197            | + 11.3%               | - 10.0%                 | 3.0                                | 0.0%                  | + 3.9%                  | 76               | + 5.6%                | - 13.6%                 |
| \$300,001 and Above    | 99             | + 83.3%               | - 10.0%                 | 1.9                                | + 72.7%               | - 1.8%                  | 56               | - 5.1%                | - 9.7%                  |
| Total                  | 945            | - 13.1%               | - 25.1%                 | 3.3                                | + 13.8%               | - 13.7%                 | 352              | - 24.8%               | - 12.0%                 |

### Showings

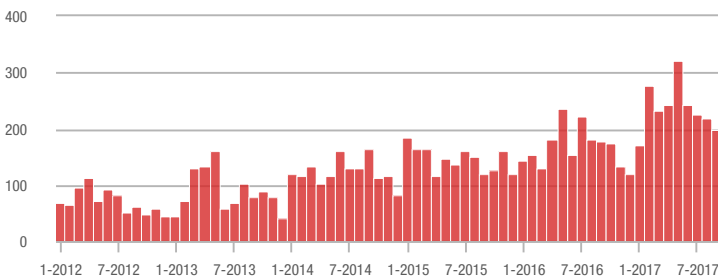
\$100,000 and Below



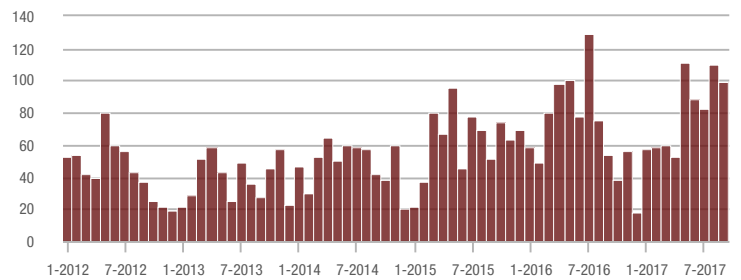
\$100,001 to \$200,000



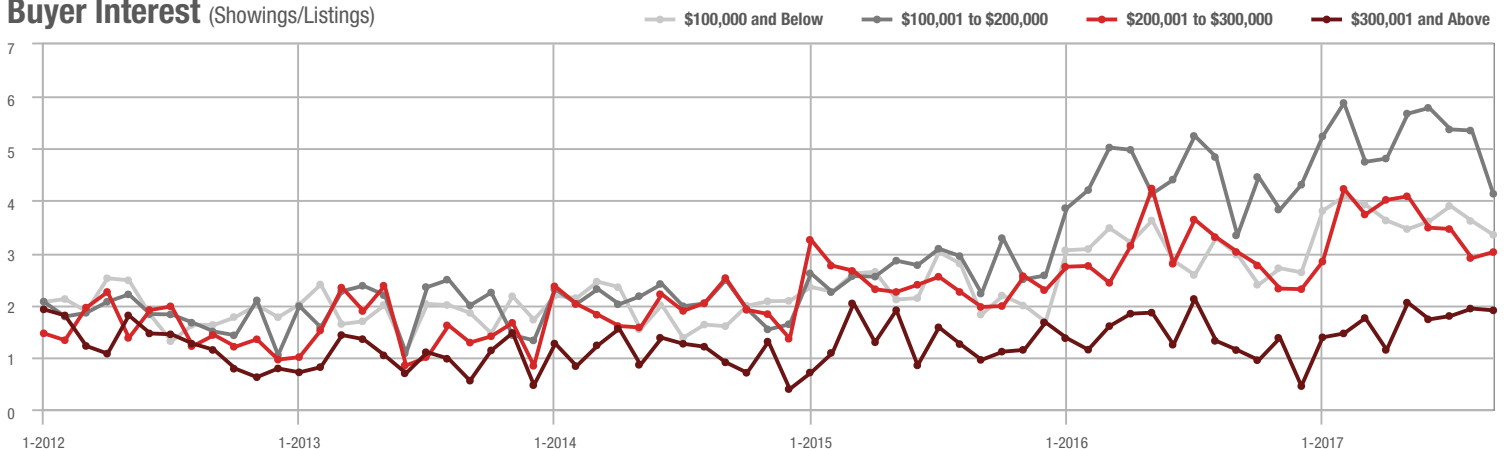
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

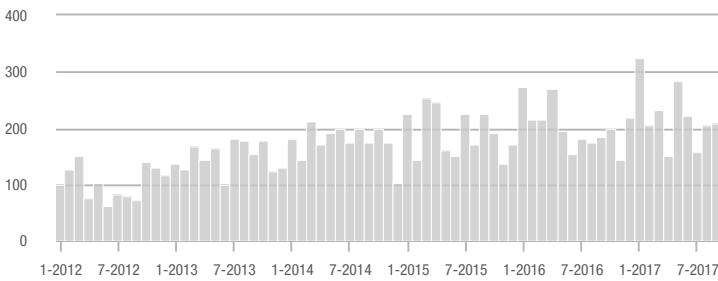


## Stanly County, NC

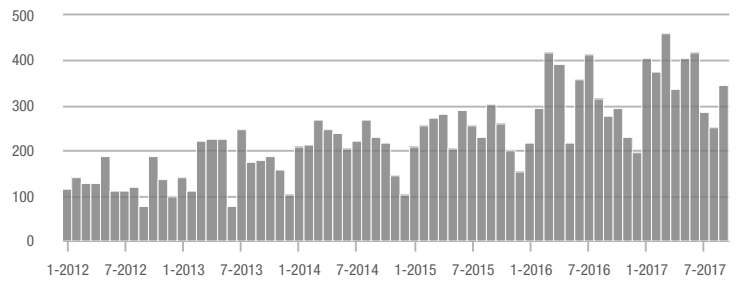
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 209            | + 12.4%               | + 2.5%                  | 3.5                                | + 34.6%               | + 10.1%                 | 86               | - 23.2%               | - 5.5%                  |
| \$100,001 to \$200,000 | 346            | + 24.0%               | + 37.3%                 | 4.3                                | + 53.6%               | + 28.6%                 | 94               | - 28.8%               | + 3.3%                  |
| \$200,001 to \$300,000 | 175            | + 15.1%               | + 13.6%                 | 3.3                                | + 26.9%               | + 19.3%                 | 59               | - 27.2%               | - 11.9%                 |
| \$300,001 and Above    | 154            | + 35.1%               | - 0.6%                  | 2.5                                | + 13.6%               | + 2.9%                  | 77               | - 1.3%                | - 3.8%                  |
| <b>Total</b>           | <b>884</b>     | <b>+ 20.9%</b>        | <b>+ 15.6%</b>          | <b>3.5</b>                         | <b>+ 34.6%</b>        | <b>+ 17.8%</b>          | <b>316</b>       | <b>- 21.6%</b>        | <b>- 4.0%</b>           |

### Showings

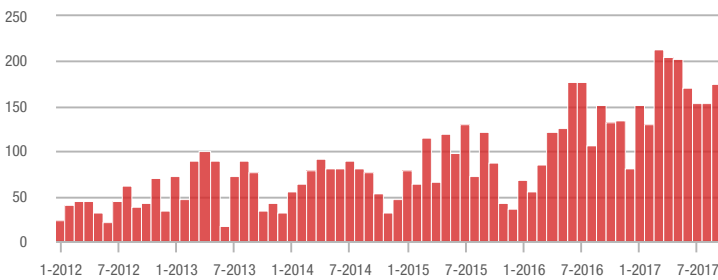
\$100,000 and Below



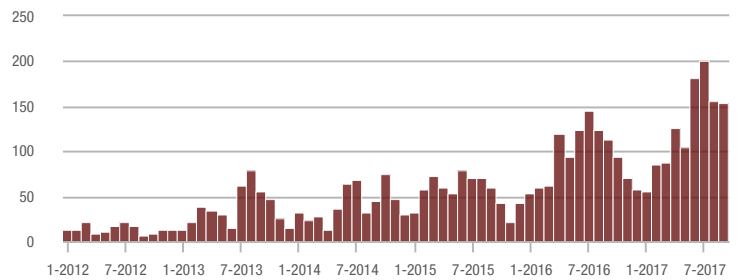
\$100,001 to \$200,000



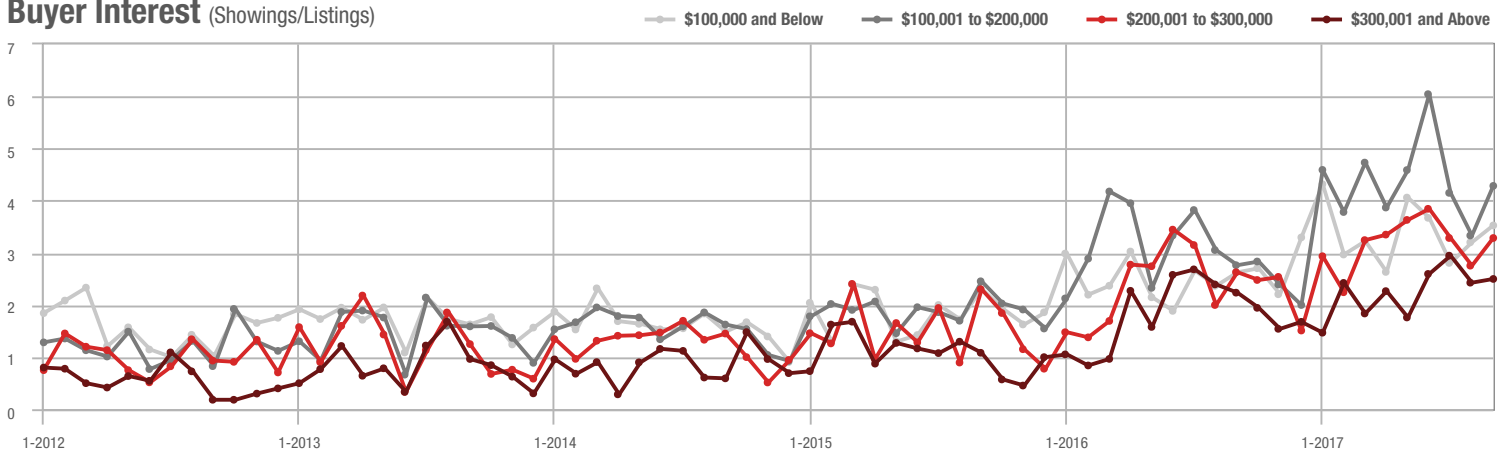
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

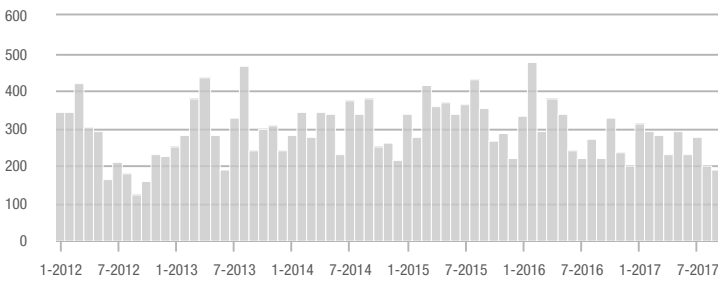


## Statesville, NC

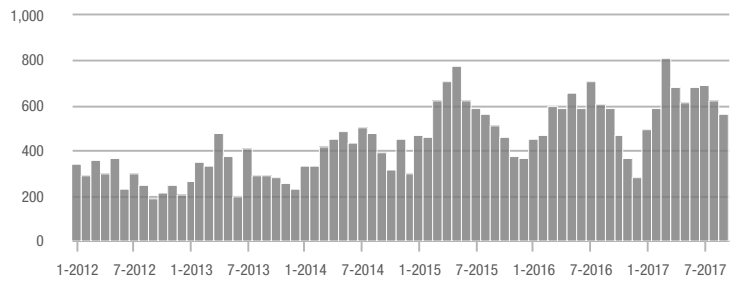
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 190            | - 14.8%               | - 4.5%                  | 4.0                                | + 33.3%               | + 31.1%                 | 77               | - 30.0%               | - 21.4%                 |
| \$100,001 to \$200,000 | 564            | - 4.7%                | - 9.6%                  | 5.2                                | + 13.0%               | + 6.9%                  | 139              | - 15.8%               | - 12.6%                 |
| \$200,001 to \$300,000 | 171            | - 17.8%               | - 23.7%                 | 2.6                                | - 16.1%               | - 19.4%                 | 77               | - 13.5%               | - 7.2%                  |
| \$300,001 and Above    | 139            | + 14.9%               | + 33.7%                 | 2.4                                | + 26.3%               | + 53.1%                 | 80               | - 13.0%               | - 2.4%                  |
| <b>Total</b>           | <b>1,064</b>   | <b>- 7.0%</b>         | <b>- 7.6%</b>           | <b>3.8</b>                         | <b>+ 8.6%</b>         | <b>+ 7.9%</b>           | <b>373</b>       | <b>- 18.2%</b>        | <b>- 11.6%</b>          |

### Showings

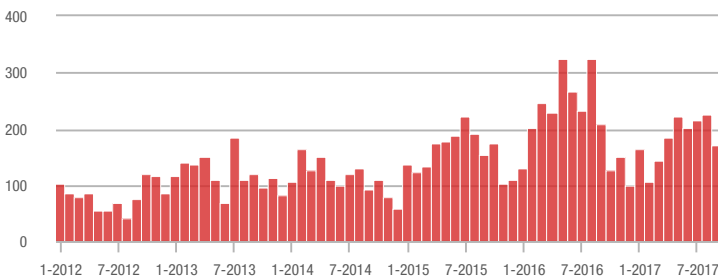
\$100,000 and Below



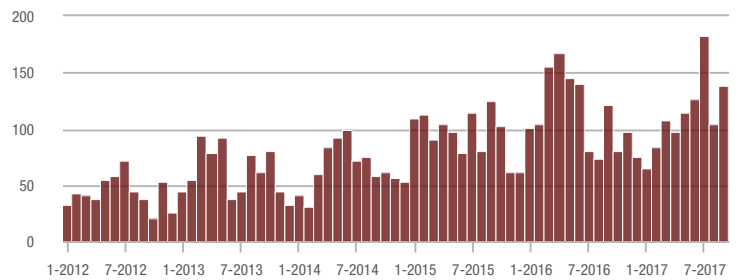
\$100,001 to \$200,000



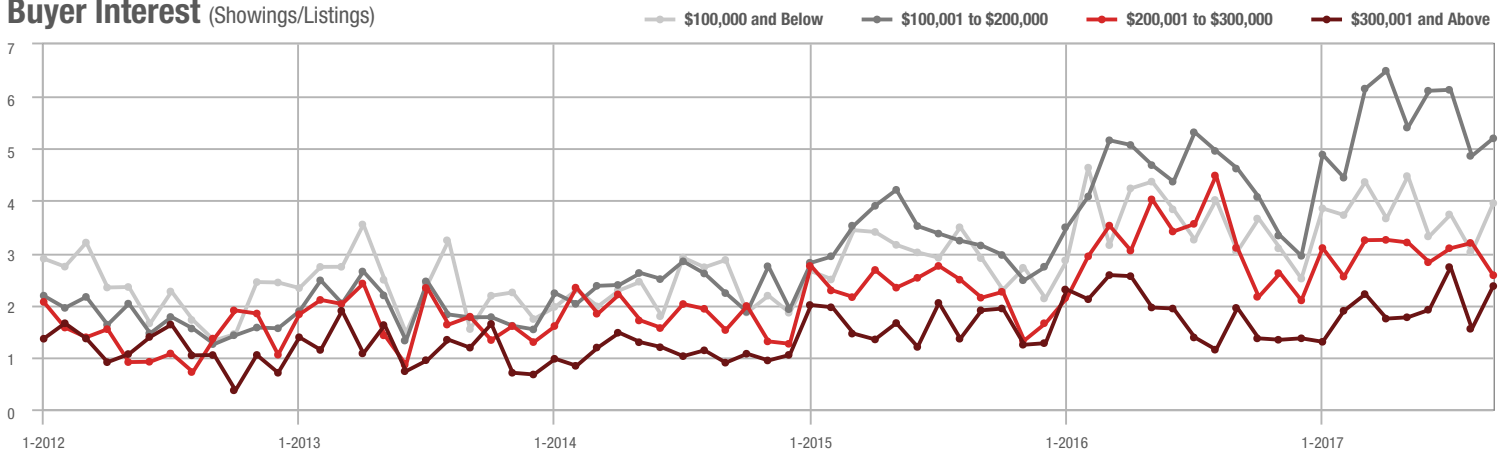
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

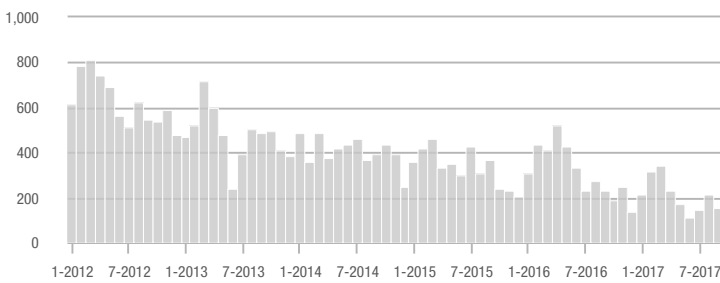


## Union County, NC

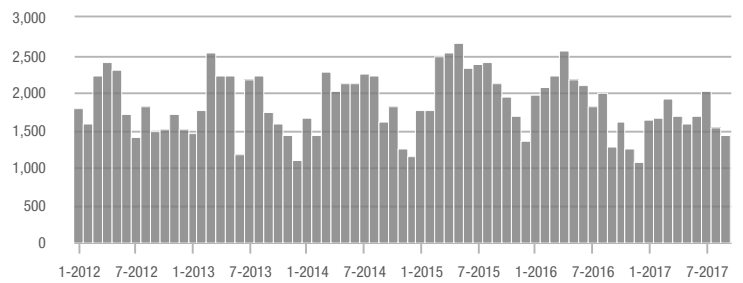
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 154            | - 33.6%               | - 26.7%                 | 2.8                                | - 30.0%               | - 23.3%                 | 87               | - 32.0%               | - 9.4%                  |
| \$100,001 to \$200,000 | 1,437          | + 12.4%               | - 6.6%                  | 7.6                                | + 31.0%               | - 7.4%                  | 222              | - 20.1%               | 0.0%                    |
| \$200,001 to \$300,000 | 1,509          | - 1.8%                | - 16.6%                 | 6.5                                | + 16.1%               | - 2.4%                  | 268              | - 19.8%               | - 15.5%                 |
| \$300,001 and Above    | 3,256          | + 24.7%               | - 10.2%                 | 4.9                                | + 25.6%               | - 2.8%                  | 794              | - 8.3%                | - 9.9%                  |
| <b>Total</b>           | <b>6,356</b>   | <b>+ 12.4%</b>        | <b>- 11.5%</b>          | <b>5.6</b>                         | <b>+ 21.7%</b>        | <b>- 3.9%</b>           | <b>1,371</b>     | <b>- 14.6%</b>        | <b>- 9.6%</b>           |

### Showings

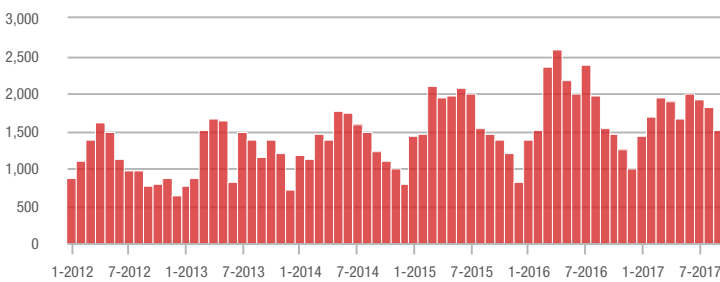
\$100,000 and Below



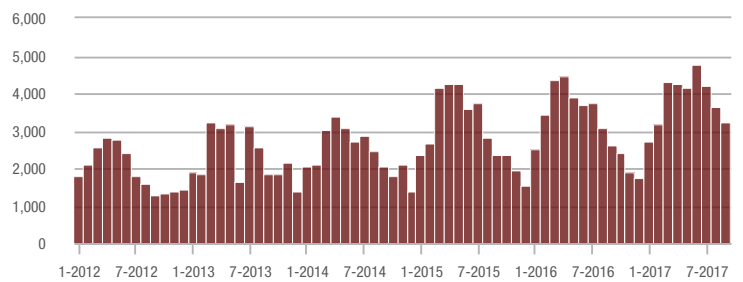
\$100,001 to \$200,000



\$200,001 to \$300,000

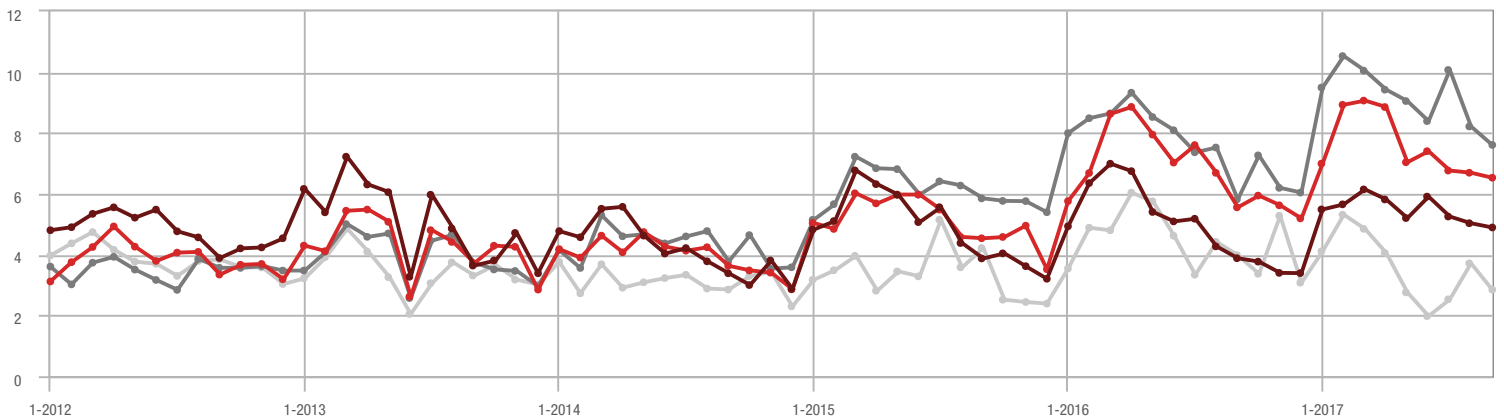


\$300,001 and Above



### Buyer Interest (Showings/Listings)

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

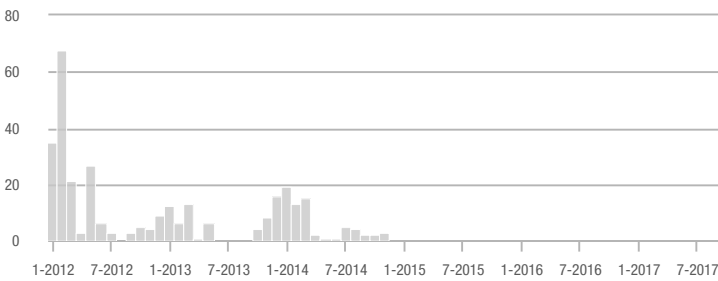


## Uptown Charlotte

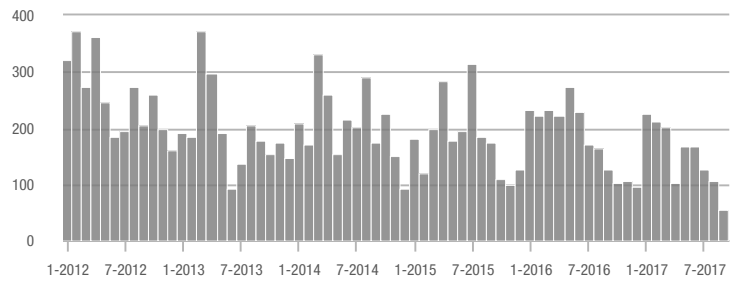
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 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 | 54             | - 57.1%               | - 49.5%                 | 6.8                                | - 13.9%               | - 43.2%                 | 8                | - 50.0%               | - 11.1%                 |
| \$200,001 to \$300,000 | 293            | - 8.2%                | - 39.1%                 | 7.1                                | - 13.4%               | - 33.1%                 | 41               | + 5.1%                | - 8.9%                  |
| \$300,001 and Above    | 454            | + 47.4%               | + 9.4%                  | 6.4                                | + 45.5%               | + 9.0%                  | 74               | - 2.6%                | + 1.4%                  |
| <b>Total</b>           | <b>801</b>     | <b>+ 6.4%</b>         | <b>- 20.1%</b>          | <b>6.7</b>                         | <b>+ 9.8%</b>         | <b>- 17.2%</b>          | <b>123</b>       | <b>- 6.1%</b>         | <b>- 3.1%</b>           |

### Showings

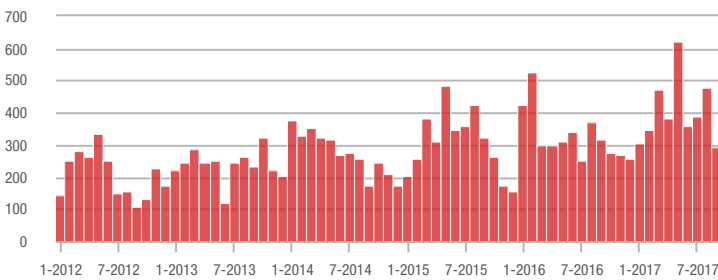
\$100,000 and Below



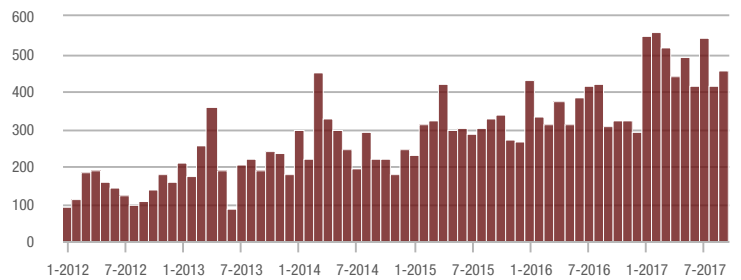
\$100,001 to \$200,000



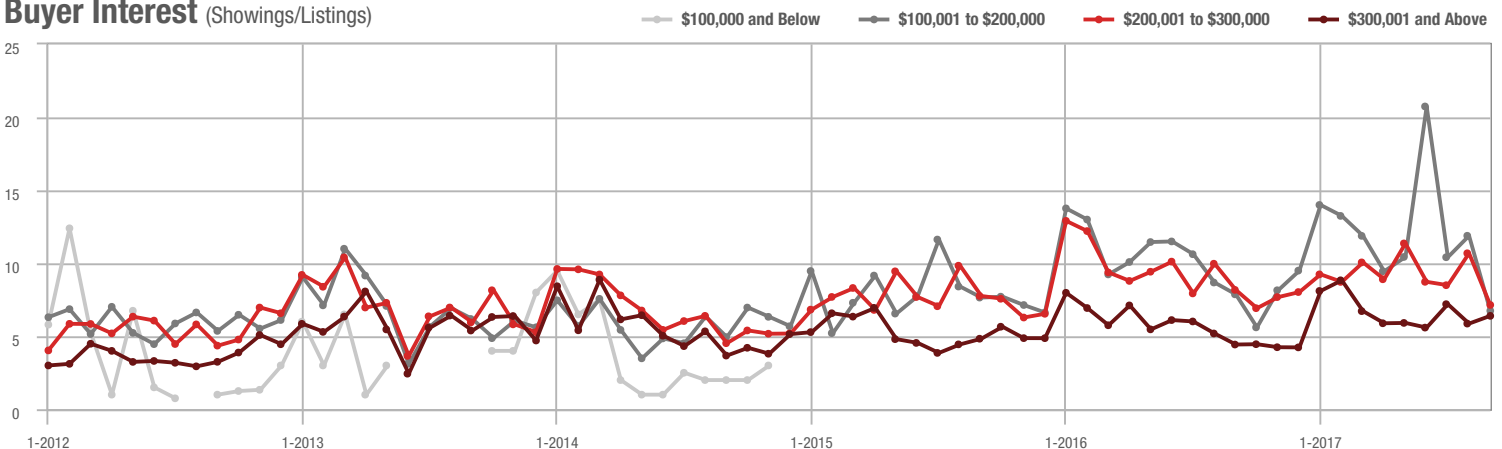
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

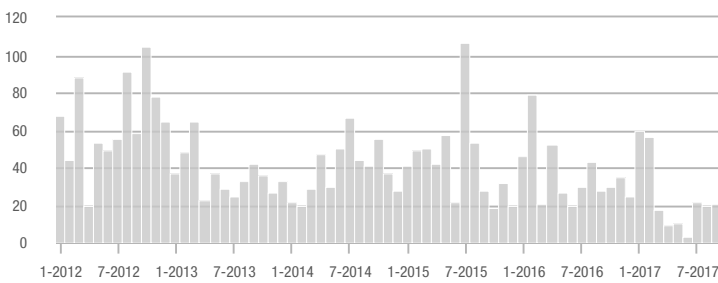


## Waxhaw, NC

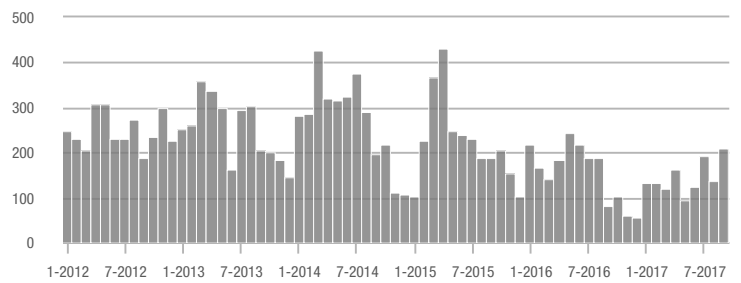
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 21             | - 25.0%               | + 10.5%                 | 1.4                                | - 22.2%               | + 25.9%                 | 34               | 0.0%                  | + 3.0%                  |
| \$100,001 to \$200,000 | 211            | + 160.5%              | + 55.1%                 | 6.9                                | + 137.9%              | + 52.7%                 | 41               | - 22.6%               | 0.0%                    |
| \$200,001 to \$300,000 | 302            | - 1.6%                | + 25.3%                 | 6.4                                | + 14.3%               | + 45.3%                 | 68               | - 20.9%               | - 12.8%                 |
| \$300,001 and Above    | 1,623          | + 28.7%               | - 15.2%                 | 5.0                                | + 22.0%               | - 10.0%                 | 386              | - 1.0%                | - 7.7%                  |
| <b>Total</b>           | <b>2,157</b>   | <b>+ 28.6%</b>        | <b>- 6.6%</b>           | <b>5.1</b>                         | <b>+ 24.4%</b>        | <b>- 1.1%</b>           | <b>529</b>       | <b>- 6.0%</b>         | <b>- 7.2%</b>           |

### Showings

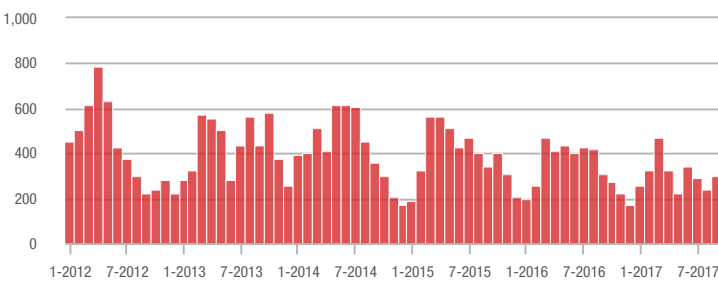
\$100,000 and Below



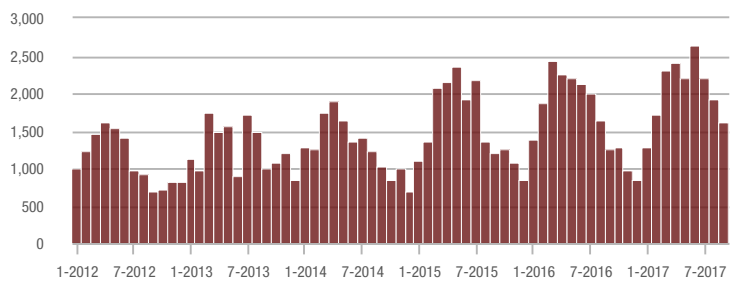
\$100,001 to \$200,000



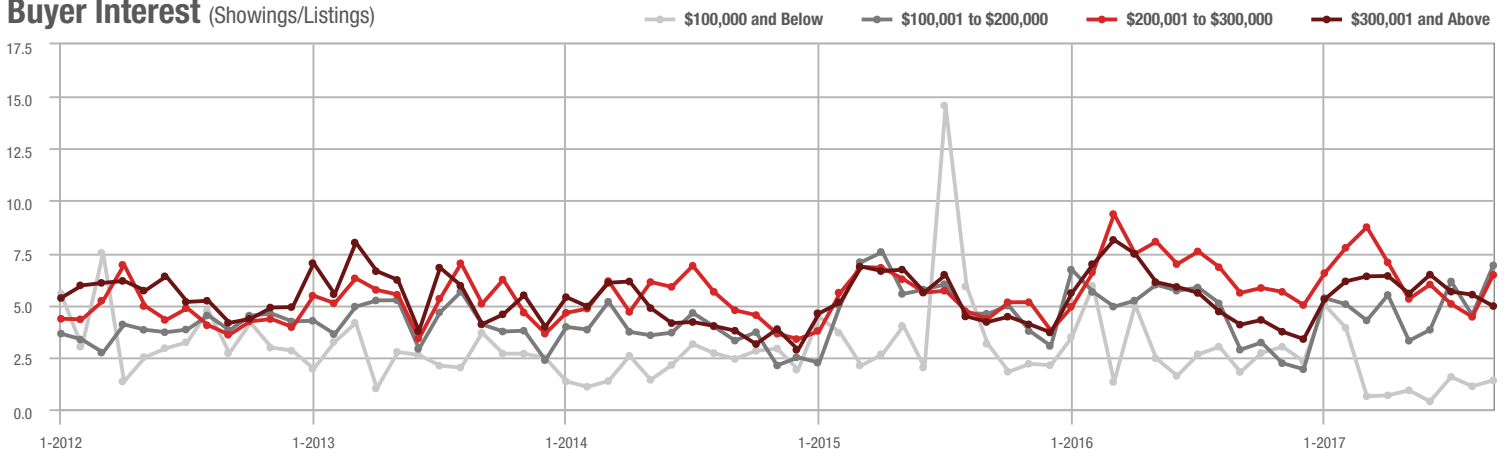
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)



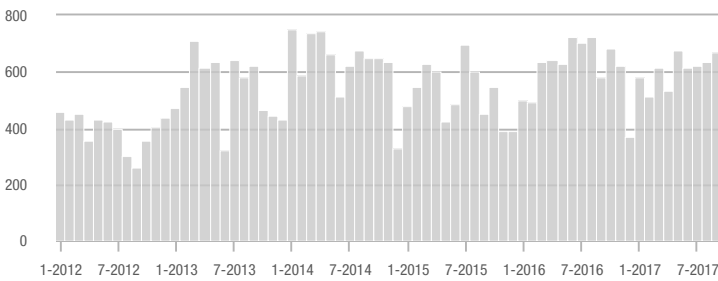


## York County, SC

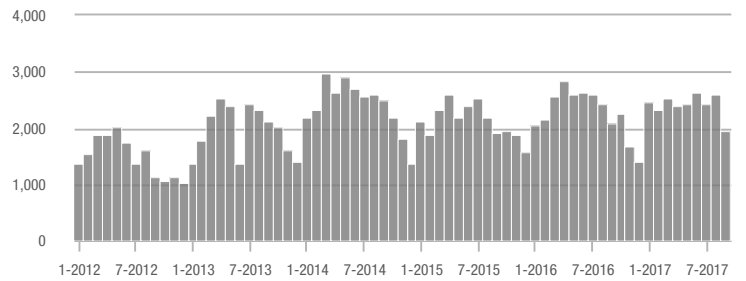
| Price Range            | Total Showings |                       |                         | Buyer Interest (Showings/Listings) |                       |                         | Managed Listings |                       |                         |
|------------------------|----------------|-----------------------|-------------------------|------------------------------------|-----------------------|-------------------------|------------------|-----------------------|-------------------------|
|                        | September 2017 | Year-Over-Year Change | Month-Over-Month Change | September 2017                     | Year-Over-Year Change | Month-Over-Month Change | September 2017   | Year-Over-Year Change | Month-Over-Month Change |
| \$100,000 and Below    | 672            | + 15.7%               | + 6.0%                  | 4.7                                | + 42.4%               | + 0.5%                  | 216              | - 30.8%               | - 8.1%                  |
| \$100,001 to \$200,000 | 1,948          | - 6.6%                | - 25.3%                 | 8.9                                | + 21.9%               | - 9.1%                  | 239              | - 27.8%               | - 18.7%                 |
| \$200,001 to \$300,000 | 1,845          | + 10.7%               | - 12.3%                 | 6.7                                | + 9.8%                | + 1.2%                  | 293              | - 9.6%                | - 15.1%                 |
| \$300,001 and Above    | 1,995          | - 3.4%                | - 21.8%                 | 3.9                                | 0.0%                  | - 14.0%                 | 578              | - 17.2%               | - 11.3%                 |
| <b>Total</b>           | <b>6,460</b>   | <b>+ 1.0%</b>         | <b>- 18.2%</b>          | <b>5.7</b>                         | <b>+ 11.8%</b>        | <b>- 8.7%</b>           | <b>1,326</b>     | <b>- 20.4%</b>        | <b>- 13.1%</b>          |

### Showings

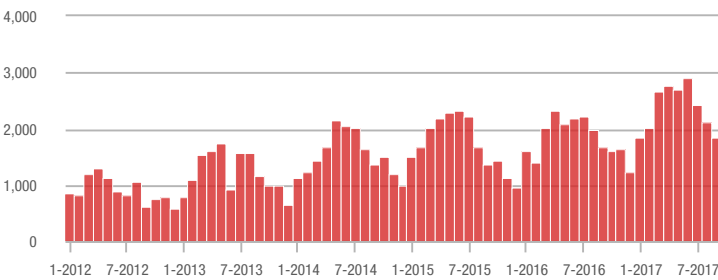
\$100,000 and Below



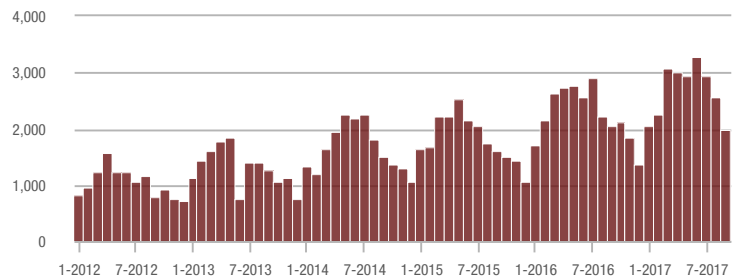
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

