

## Showing Statistics

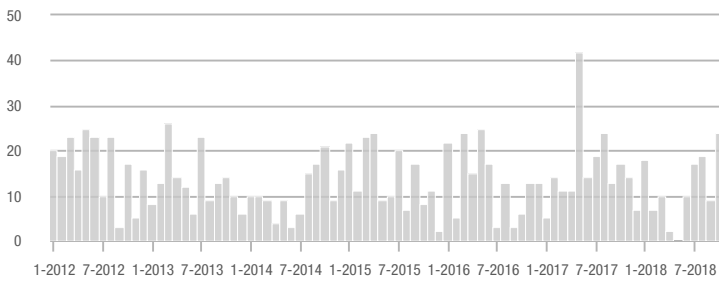
MLS Area	Total Showings	Buyer Interest (Showings / Listings)	Managed Listings
Alexander County, NC	90	3.6	38
Anson County, NC	111	1.9	84
Cabarrus County, NC	5,148	6.0	995
Charlotte MSA	59,598	6.1	11,029
City of Charlotte, NC	24,493	7.0	3,706
Concord, NC	3,093	6.6	535
Davidson, NC	574	4.0	160
Denver, NC	909	4.2	274
Fort Mill, SC	1,997	6.2	359
Gaston County, NC	4,199	5.7	875
Gastonia, NC	2,034	6.2	355
Huntersville, NC	2,280	5.9	418
Iredell County, NC	4,909	4.8	1,275
Kannapolis, NC	1,121	6.7	195
Lake Norman	4,360	4.5	1,169
Lake Wylie	1,760	4.3	548
Lancaster County, SC	2,116	5.3	462
Lincoln County, NC	1,773	4.2	541
Lincolnton, NC	581	4.6	149
Matthews, NC	2,191	7.8	296
Mecklenburg County, NC	30,793	6.8	4,828
Monroe, NC	1,435	5.6	303
Montgomery County, NC	188	1.8	177
Mooresville, NC	3,350	5.1	784
Rock Hill, SC	2,888	7.3	441
Salisbury, NC	1,163	4.5	313
Stanly County, NC	756	3.4	301
Statesville, NC	1,283	4.4	372
Union County, NC	5,712	5.5	1,253
Uptown Charlotte	747	7.3	105
Waxhaw, NC	1,855	5.2	434
York County, SC	7,307	6.1	1,400

## Alexander County, NC

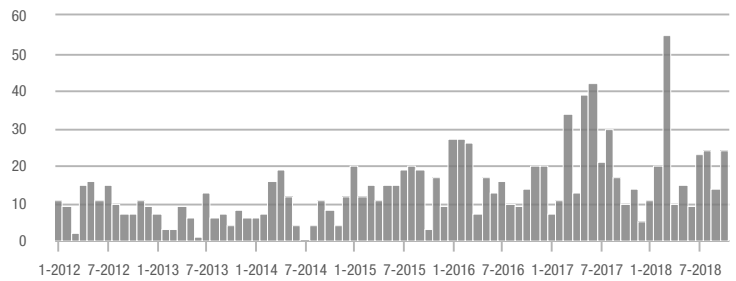
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	24	+ 41.2%	+ 166.7%	3.8	+ 442.9%	+ 379.2%	10	- 52.4%	+ 11.1%
\$100,001 to \$200,000	24	+ 140.0%	+ 71.4%	2.6	+ 333.3%	+ 17.9%	15	- 25.0%	+ 15.4%
\$200,001 to \$300,000	16	- 11.1%	- 11.1%	5.3	+ 65.6%	- 11.1%	6	- 50.0%	0.0%
\$300,001 and Above	26	+ 136.4%	+ 100.0%	4.2	+ 366.7%	+ 92.3%	7	- 61.1%	0.0%
Total	90	+ 60.7%	+ 66.7%	3.6	+ 227.3%	+ 51.0%	38	- 46.5%	+ 8.6%

### Showings

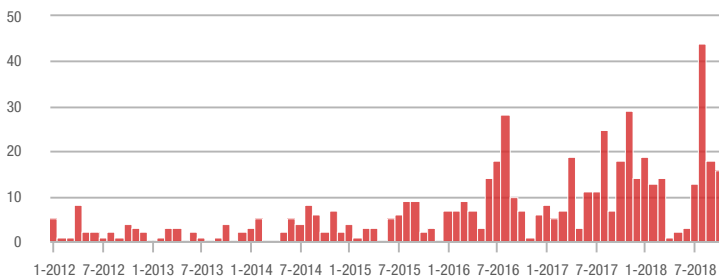
\$100,000 and Below



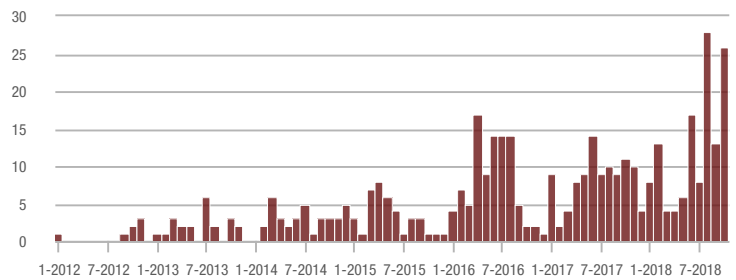
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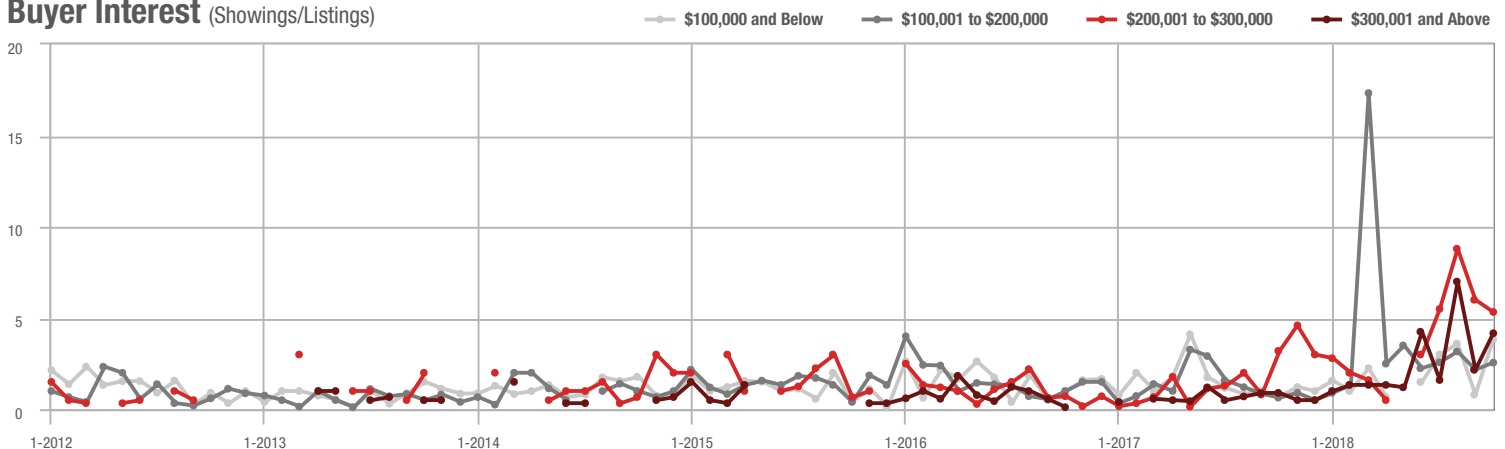
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

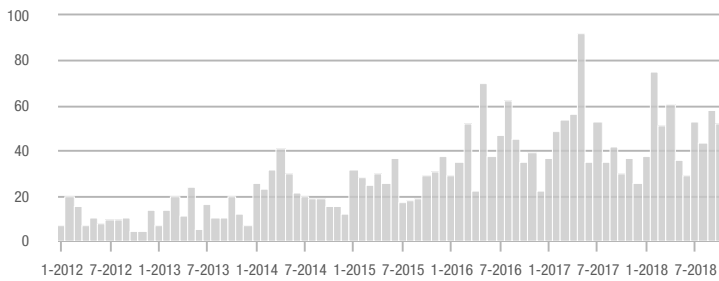


## Anson County, NC

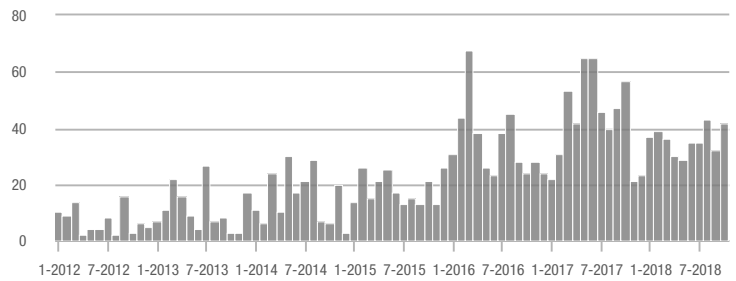
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Price Range	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	52	+ 73.3%	- 10.3%	1.8	+ 125.0%	- 23.2%	44	- 31.3%	- 8.3%
\$100,001 to \$200,000	42	- 26.3%	+ 31.3%	2.0	+ 5.3%	+ 11.1%	27	- 40.0%	- 10.0%
\$200,001 to \$300,000	14	+ 100.0%	+ 7.7%	2.6	+ 160.0%	- 13.3%	7	- 41.7%	- 12.5%
\$300,001 and Above	3	+ 50.0%	- 62.5%	0.7	- 30.0%	- 66.7%	6	- 45.5%	- 33.3%
Total	111	+ 15.6%	0.0%	1.9	+ 46.2%	- 13.3%	84	- 36.4%	- 11.6%

### Showings

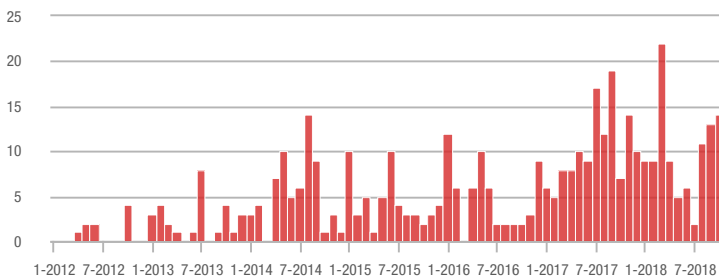
\$100,000 and Below



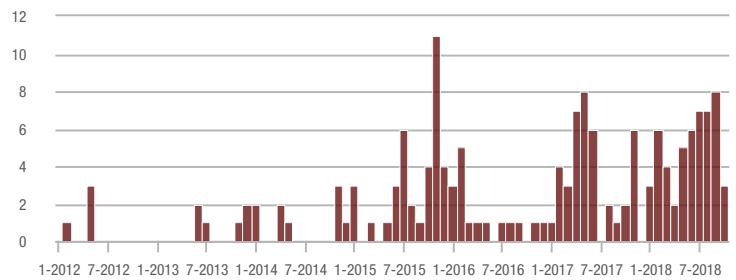
\$100,001 to \$200,000



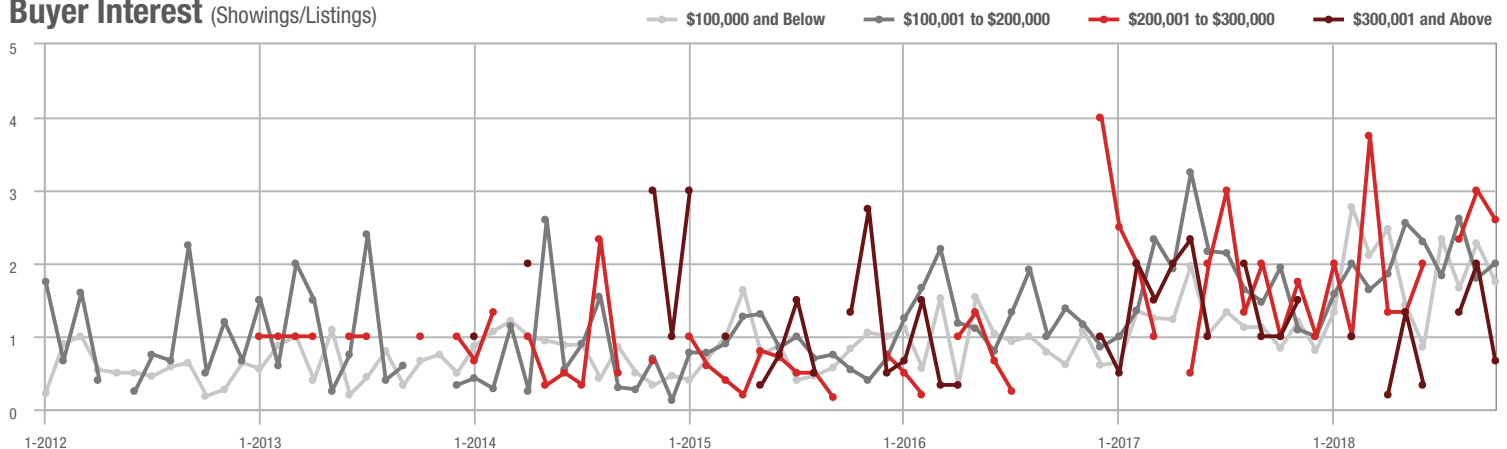
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

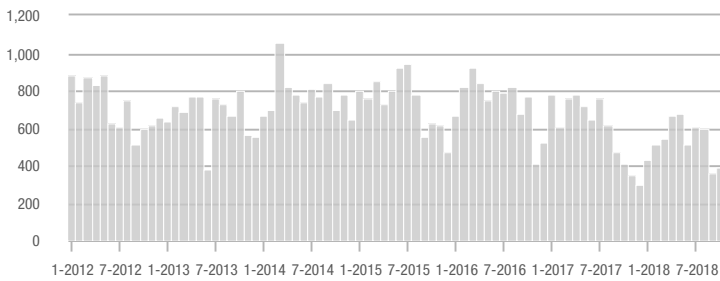


## Cabarrus County, NC

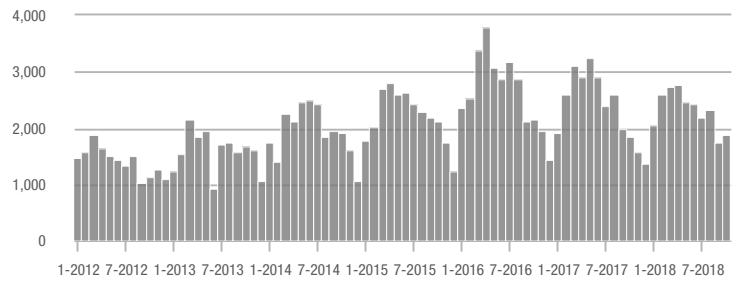
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	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	394	- 3.7%	+ 8.2%	8.4	+ 95.3%	+ 47.4%	80	- 54.8%	- 20.0%
\$100,001 to \$200,000	1,878	+ 1.5%	+ 7.7%	8.5	+ 4.9%	+ 3.5%	242	- 6.6%	+ 1.7%
\$200,001 to \$300,000	1,649	+ 40.8%	- 3.6%	6.5	+ 14.0%	- 1.5%	269	+ 12.6%	- 4.6%
\$300,001 and Above	1,227	+ 9.6%	+ 8.3%	3.5	- 10.3%	+ 7.2%	404	+ 8.6%	- 2.2%
Total	5,148	+ 13.1%	+ 4.0%	6.0	+ 7.1%	+ 5.2%	995	- 5.0%	- 3.7%

### Showings

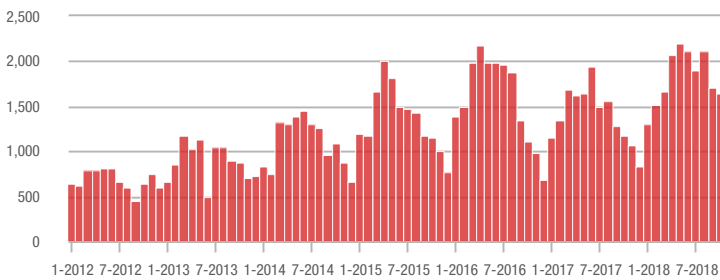
\$100,000 and Below



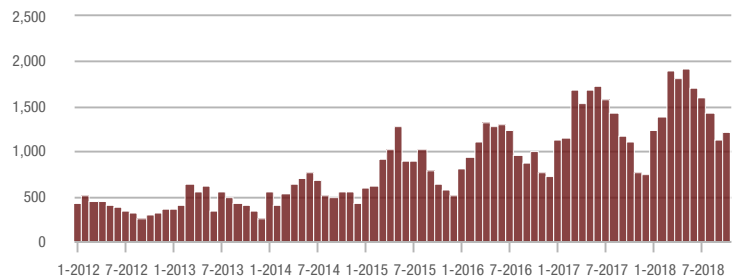
\$100,001 to \$200,000



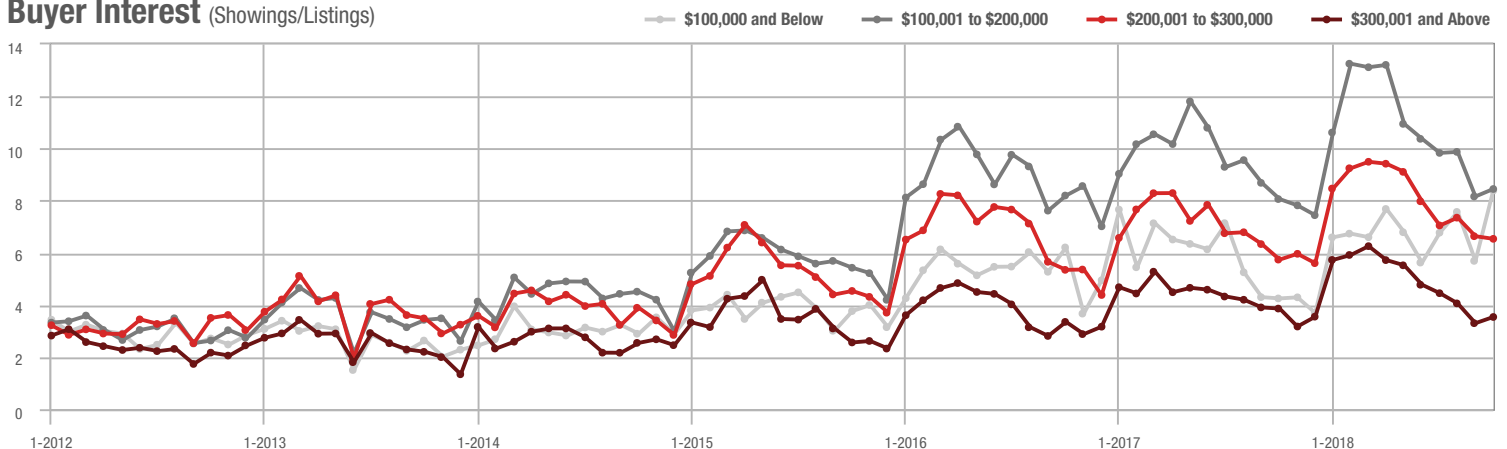
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

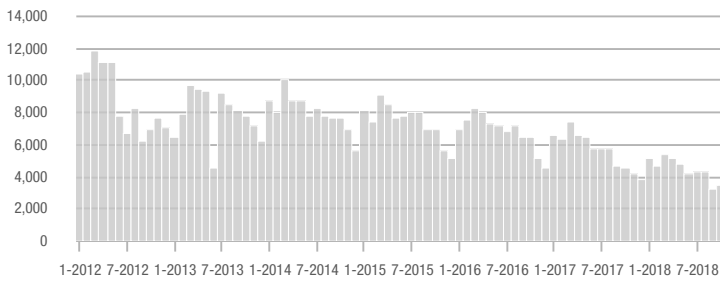


## Charlotte MSA

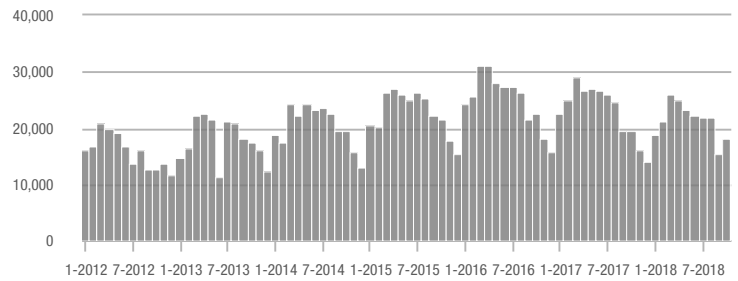
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	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	3,521	- 21.8%	+ 10.6%	5.3	+ 20.5%	+ 19.4%	1,043	- 40.3%	- 8.0%
\$100,001 to \$200,000	18,206	- 6.2%	+ 17.3%	8.7	+ 2.4%	+ 14.4%	2,250	- 15.0%	+ 0.6%
\$200,001 to \$300,000	16,653	+ 8.8%	+ 8.0%	6.9	- 2.8%	+ 7.1%	2,608	+ 4.3%	- 0.9%
\$300,001 and Above	21,218	+ 5.4%	+ 4.1%	4.6	0.0%	+ 6.9%	5,128	- 5.2%	- 5.3%
Total	59,598	+ 0.4%	+ 9.4%	6.1	0.0%	+ 10.6%	11,029	- 10.4%	- 3.4%

### Showings

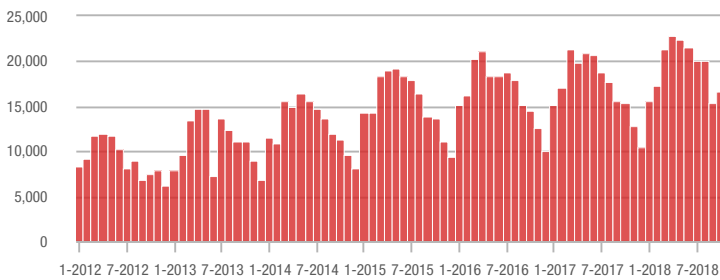
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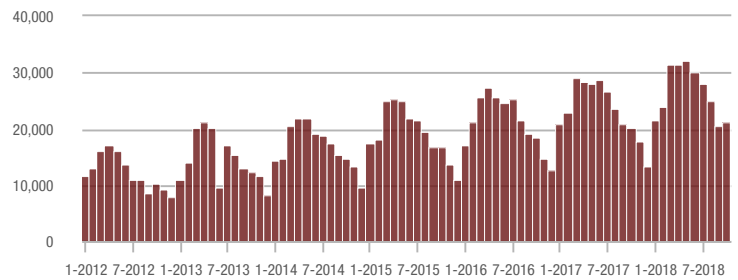
\$100,001 to \$200,000



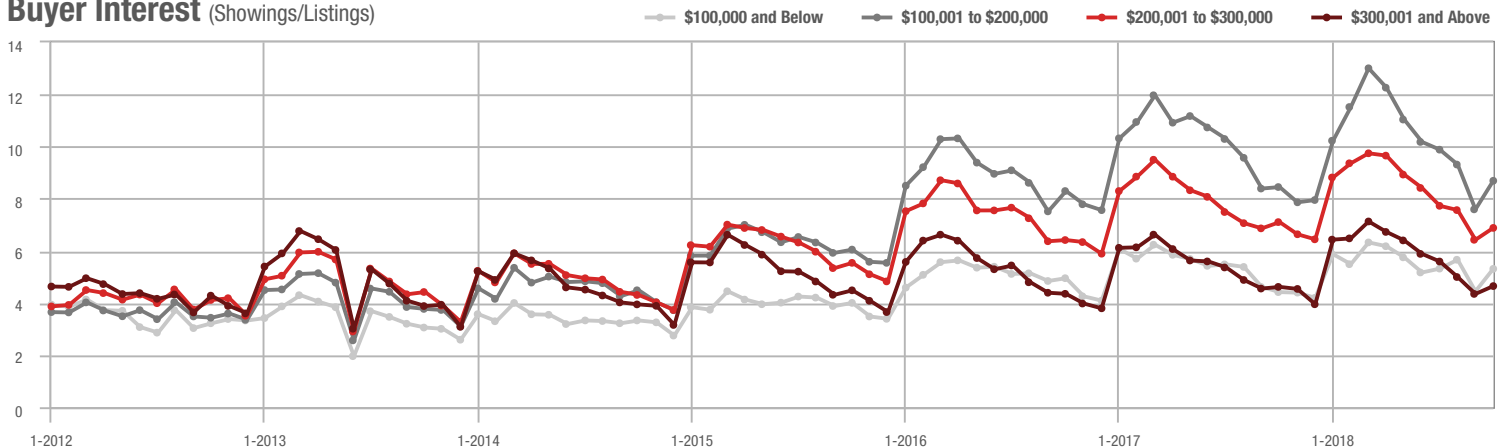
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

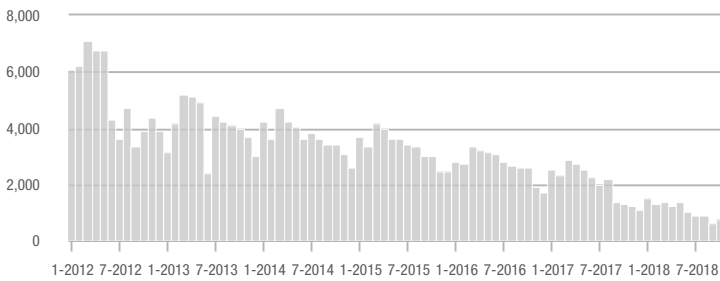


## City of Charlotte, NC

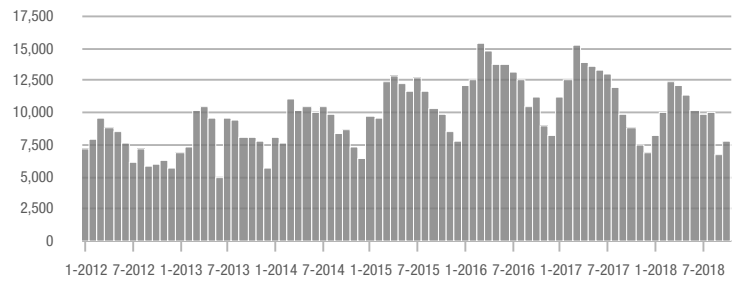
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	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	776	- 40.9%	+ 20.9%	8.3	+ 23.9%	+ 14.9%	124	- 52.5%	- 0.8%
\$100,001 to \$200,000	7,707	- 12.4%	+ 14.2%	10.3	+ 1.0%	+ 12.7%	763	- 15.7%	- 0.3%
\$200,001 to \$300,000	6,915	+ 7.5%	+ 8.5%	7.6	- 7.3%	+ 7.7%	943	+ 11.9%	- 0.4%
\$300,001 and Above	9,095	- 1.1%	+ 7.0%	5.2	- 7.1%	+ 8.6%	1,876	- 1.3%	- 3.4%
Total	24,493	- 4.9%	+ 10.0%	7.0	- 5.4%	+ 10.3%	3,706	- 5.2%	- 2.0%

### Showings

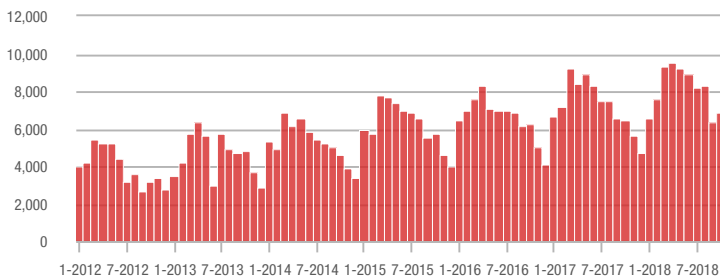
\$100,000 and Below



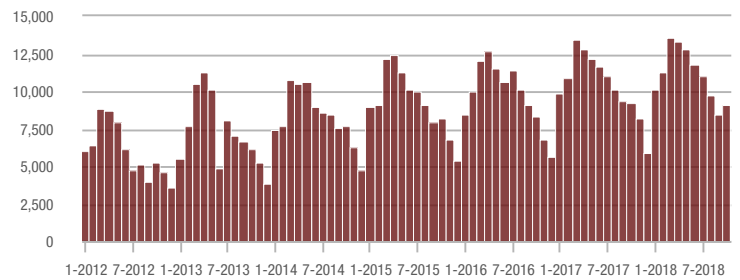
\$100,001 to \$200,000



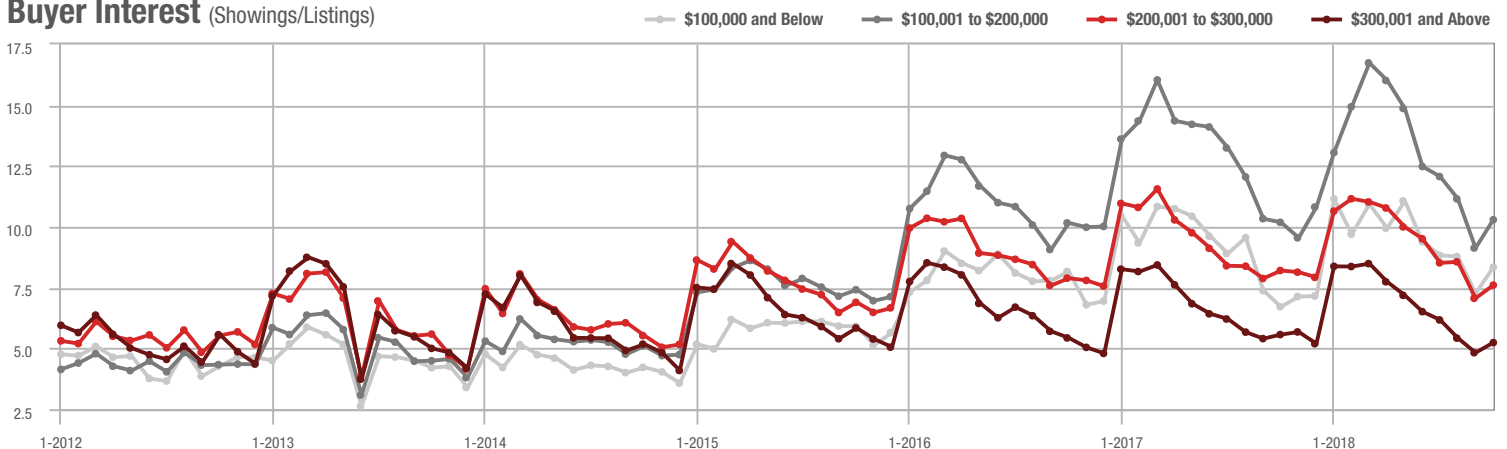
\$200,001 to \$300,000



\$300,001 and Above



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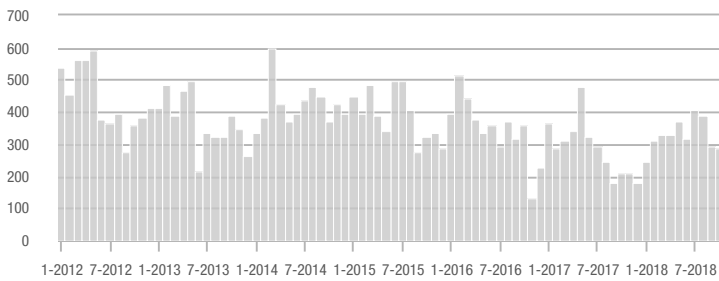


## Concord, NC

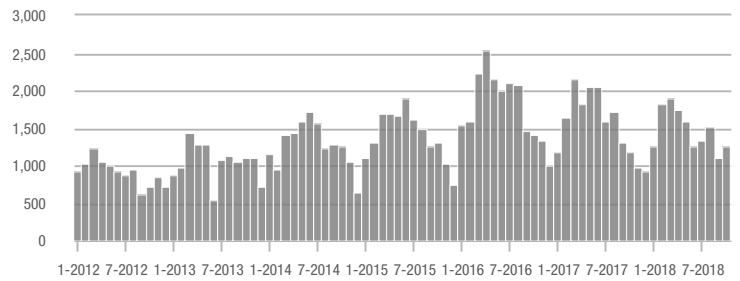
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\$100,000 and Below	287	+ 35.4%	- 2.7%	8.8	+ 91.3%	+ 34.1%	52	- 37.3%	- 21.2%
\$100,001 to \$200,000	1,258	+ 5.5%	+ 14.9%	10.2	+ 6.3%	+ 14.9%	132	- 5.0%	- 1.5%
\$200,001 to \$300,000	964	+ 26.5%	- 3.3%	7.3	+ 14.1%	+ 3.0%	142	- 2.7%	- 10.1%
\$300,001 and Above	584	- 4.3%	- 5.0%	3.2	- 15.8%	- 3.7%	209	+ 4.0%	- 5.9%
Total	3,093	+ 11.4%	+ 3.0%	6.6	+ 6.5%	+ 8.7%	535	- 6.0%	- 7.8%

### Showings

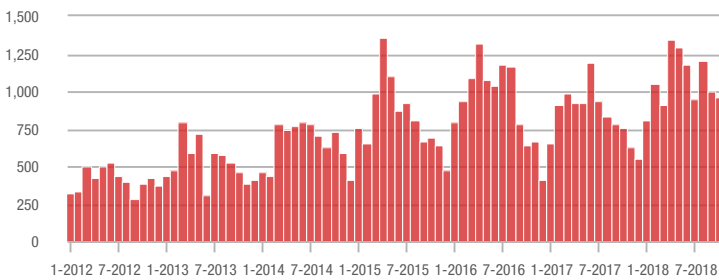
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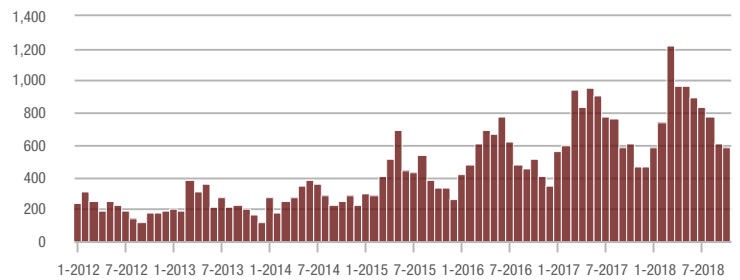
\$100,001 to \$200,000



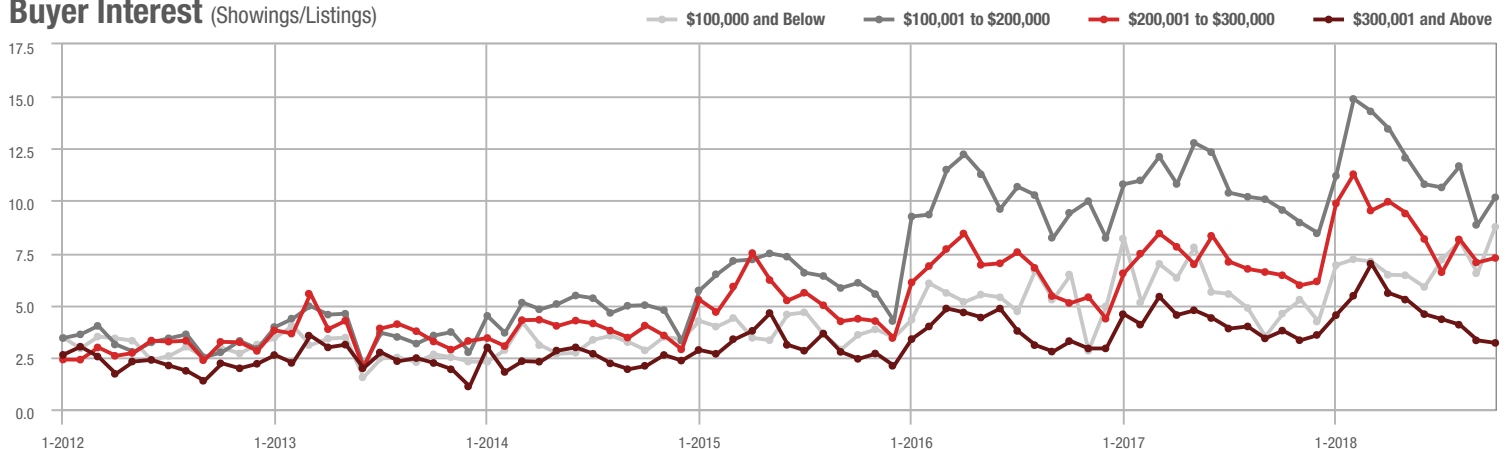
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

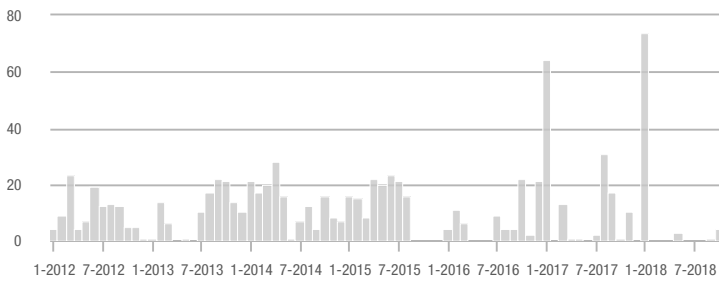


## Davidson, NC

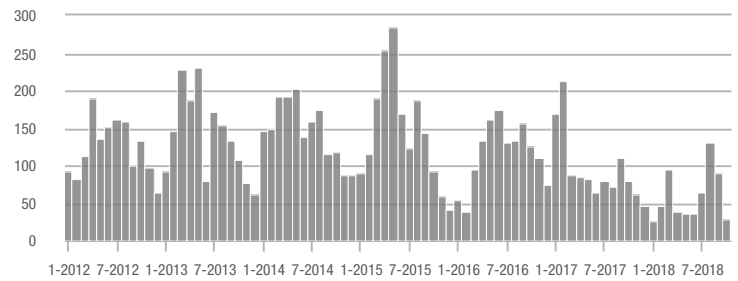
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\$100,000 and Below	4	+ 300.0%	+ 300.0%	4.0	—	—	3	- 25.0%	+ 50.0%
\$100,001 to \$200,000	27	- 66.3%	- 69.7%	3.9	- 55.7%	- 54.1%	12	- 7.7%	- 20.0%
\$200,001 to \$300,000	166	+ 7.8%	+ 37.2%	5.9	- 18.1%	- 6.9%	30	+ 36.4%	+ 42.9%
\$300,001 and Above	377	- 31.6%	- 19.4%	3.5	- 25.5%	- 14.0%	115	- 17.9%	- 8.0%
Total	574	- 27.0%	- 15.5%	4.0	- 23.1%	- 14.5%	160	- 10.6%	- 1.8%

### Showings

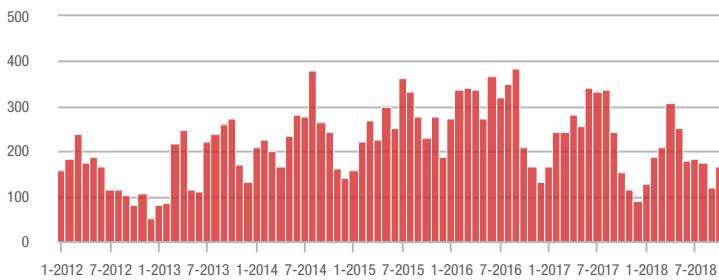
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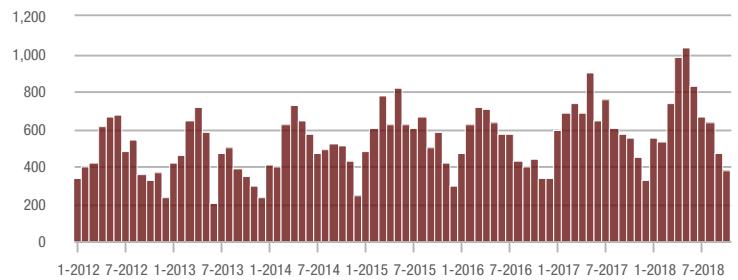
\$100,001 to \$200,000



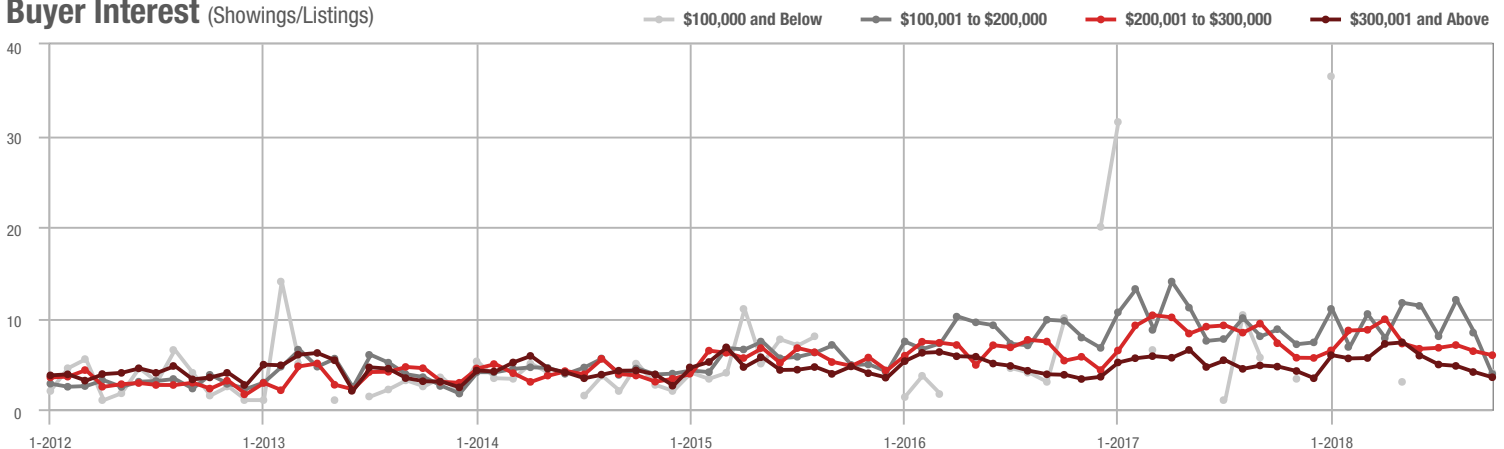
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)



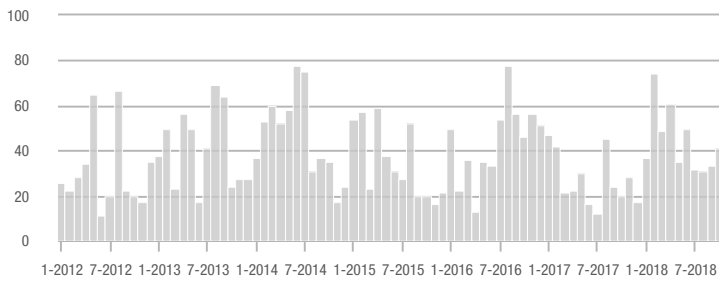


## Denver, NC

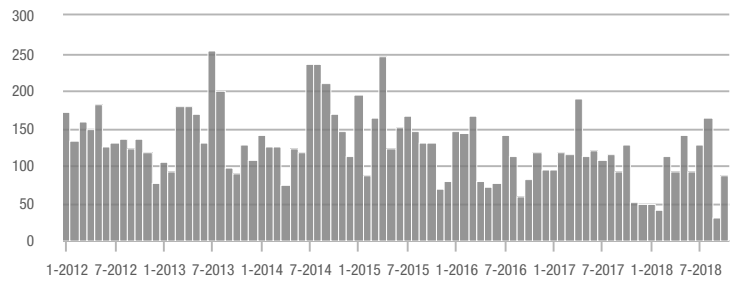
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	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	41	+ 105.0%	+ 24.2%	2.6	+ 116.7%	+ 20.0%	35	- 32.7%	- 2.8%
\$100,001 to \$200,000	88	- 31.8%	+ 183.9%	5.5	- 34.5%	+ 45.8%	20	0.0%	+ 53.8%
\$200,001 to \$300,000	164	+ 5.8%	- 6.3%	4.6	+ 12.2%	- 15.7%	41	- 25.5%	+ 2.5%
\$300,001 and Above	616	- 2.4%	- 5.5%	4.1	0.0%	- 5.9%	178	- 12.7%	- 6.3%
Total	909	- 2.8%	+ 2.0%	4.2	0.0%	- 4.0%	274	- 17.2%	- 1.8%

### Showings

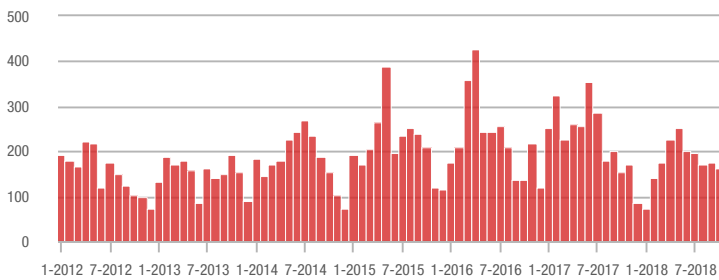
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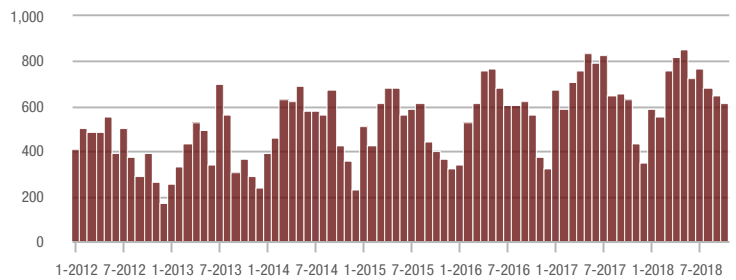
\$100,001 to \$200,000



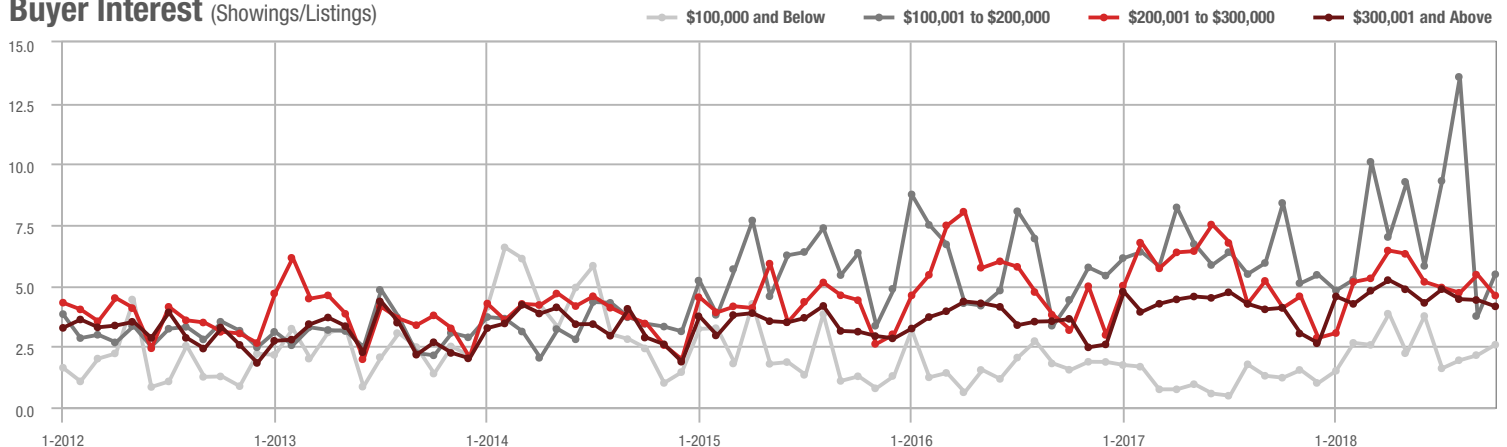
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

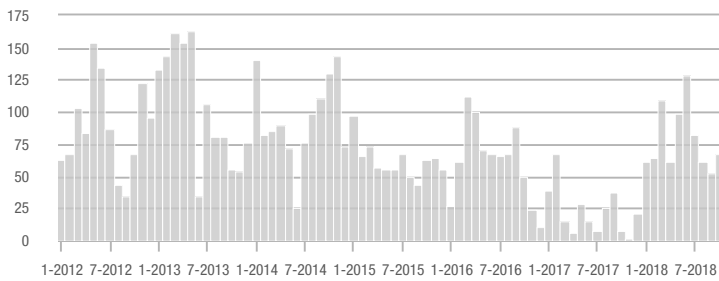


## Fort Mill, SC

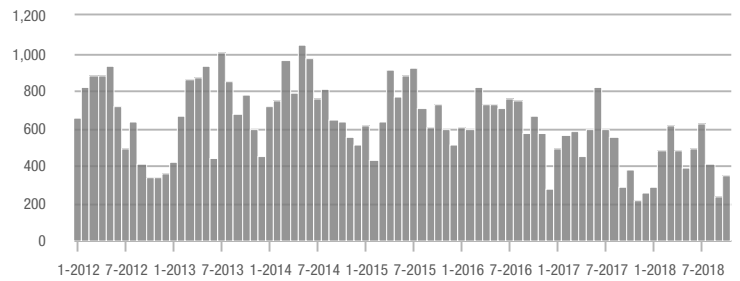
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Price Range	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	68	+ 750.0%	+ 28.3%	6.1	+ 335.7%	+ 37.9%	12	+ 33.3%	- 7.7%
\$100,001 to \$200,000	349	- 8.4%	+ 47.9%	10.9	+ 3.8%	+ 52.5%	33	- 28.3%	- 5.7%
\$200,001 to \$300,000	558	- 25.2%	- 11.7%	7.1	- 22.0%	- 9.2%	91	- 2.2%	- 6.2%
\$300,001 and Above	1,022	+ 11.6%	- 4.3%	5.1	+ 15.9%	- 0.4%	223	- 11.9%	- 7.9%
Total	1,997	- 2.6%	+ 0.4%	6.2	0.0%	+ 4.7%	359	- 10.5%	- 7.2%

### Showings

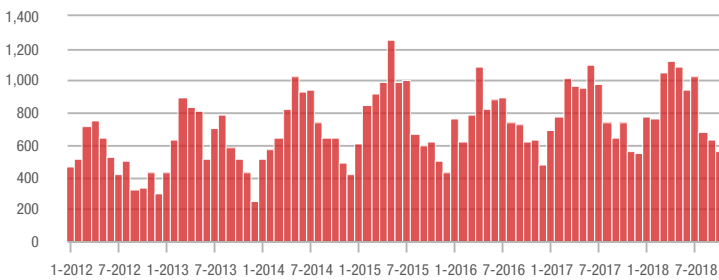
\$100,000 and Below



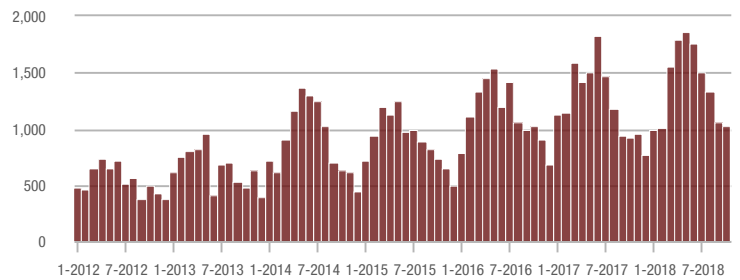
\$100,001 to \$200,000



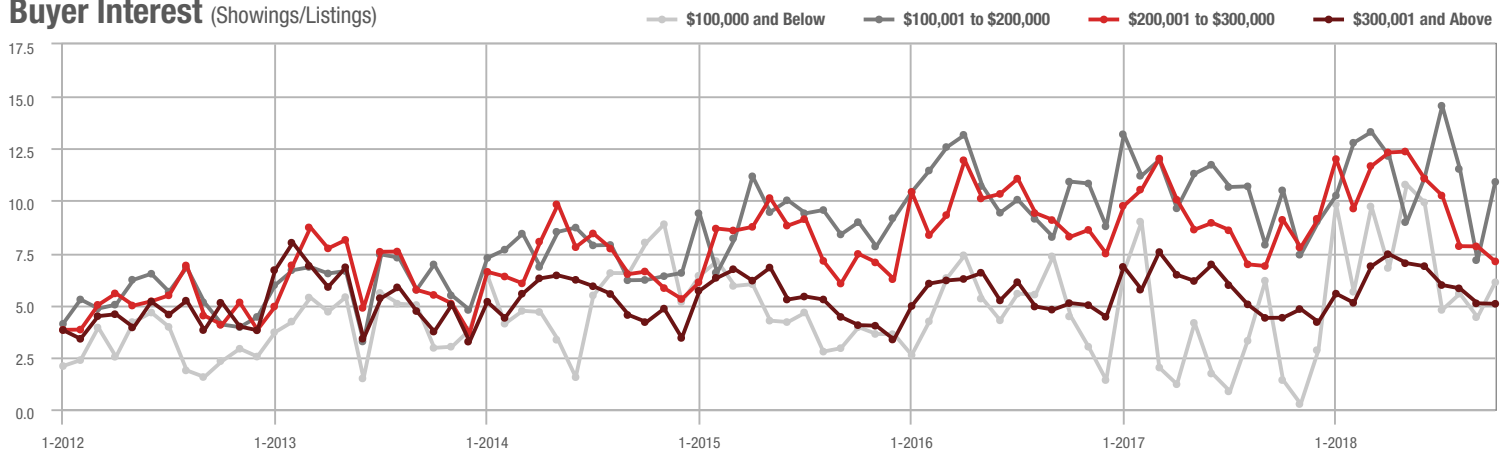
\$200,001 to \$300,000



\$300,001 and Above



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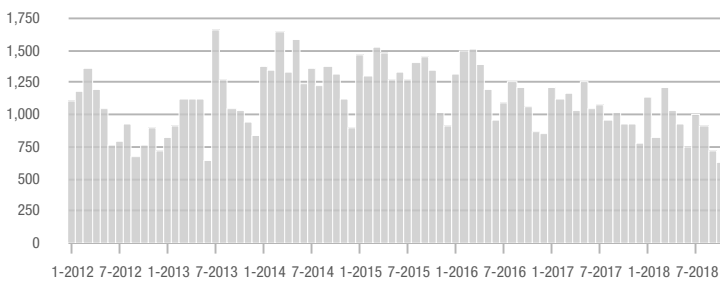


## Gaston County, NC

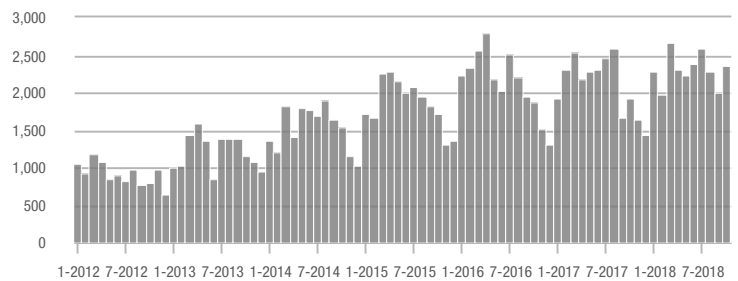
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	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	628	- 32.7%	- 13.1%	4.9	+ 8.9%	- 0.5%	202	- 36.1%	- 10.6%
\$100,001 to \$200,000	2,356	+ 22.2%	+ 17.7%	7.4	+ 5.7%	+ 12.4%	329	+ 3.1%	+ 3.8%
\$200,001 to \$300,000	742	+ 40.5%	+ 2.9%	5.1	+ 10.9%	+ 10.2%	167	+ 2.5%	- 8.2%
\$300,001 and Above	473	- 5.2%	- 9.0%	3.1	- 8.8%	+ 5.6%	177	- 11.5%	- 15.7%
Total	4,199	+ 8.0%	+ 5.9%	5.7	+ 7.5%	+ 11.8%	875	- 12.3%	- 6.4%

### Showings

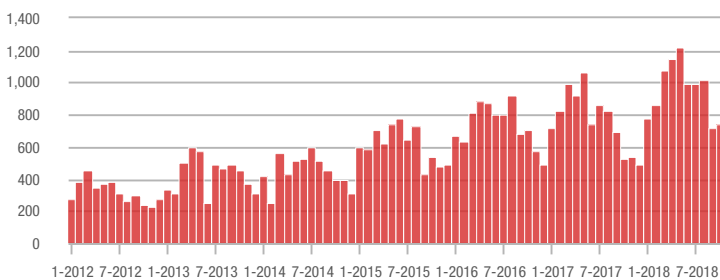
\$100,000 and Below



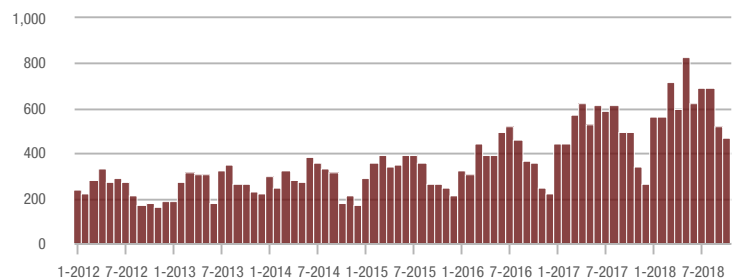
\$100,001 to \$200,000



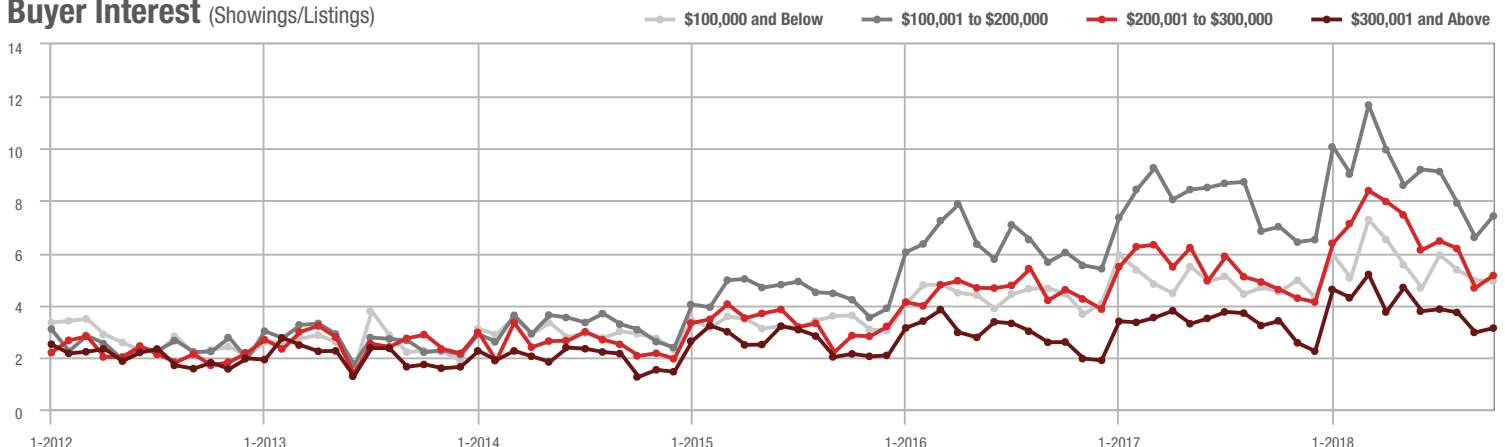
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

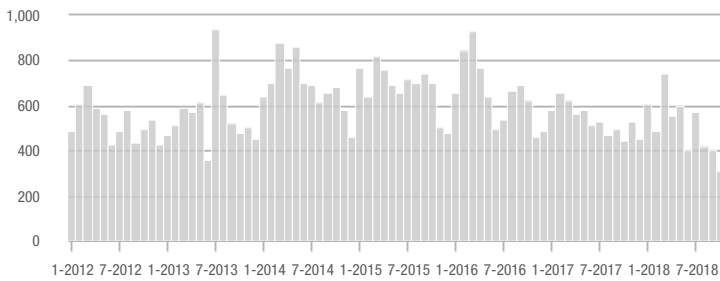


## Gastonia, NC

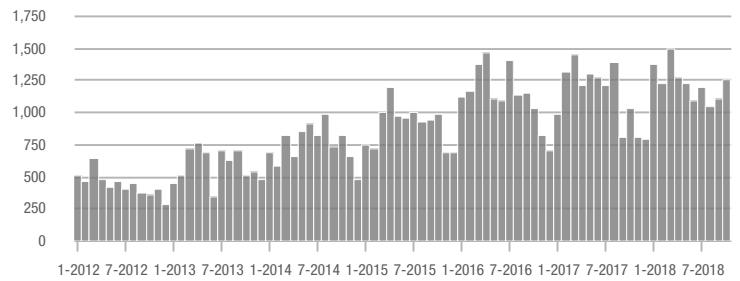
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	310	- 30.8%	- 23.3%	5.5	+ 14.6%	- 1.5%	69	- 40.5%	- 18.8%
\$100,001 to \$200,000	1,262	+ 22.6%	+ 14.6%	7.2	- 2.7%	+ 7.3%	179	+ 15.5%	+ 5.3%
\$200,001 to \$300,000	324	+ 24.6%	- 4.4%	5.5	+ 10.0%	- 1.7%	63	+ 8.6%	- 8.7%
\$300,001 and Above	138	- 15.9%	- 17.4%	3.3	- 8.3%	+ 2.2%	44	- 31.3%	- 18.5%
Total	2,034	+ 7.0%	+ 1.1%	6.2	+ 6.9%	+ 5.4%	355	- 9.7%	- 6.1%

### Showings

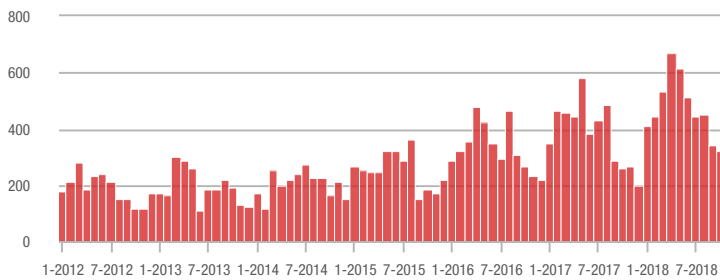
\$100,000 and Below



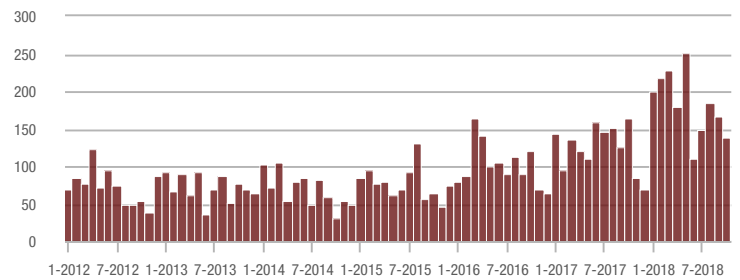
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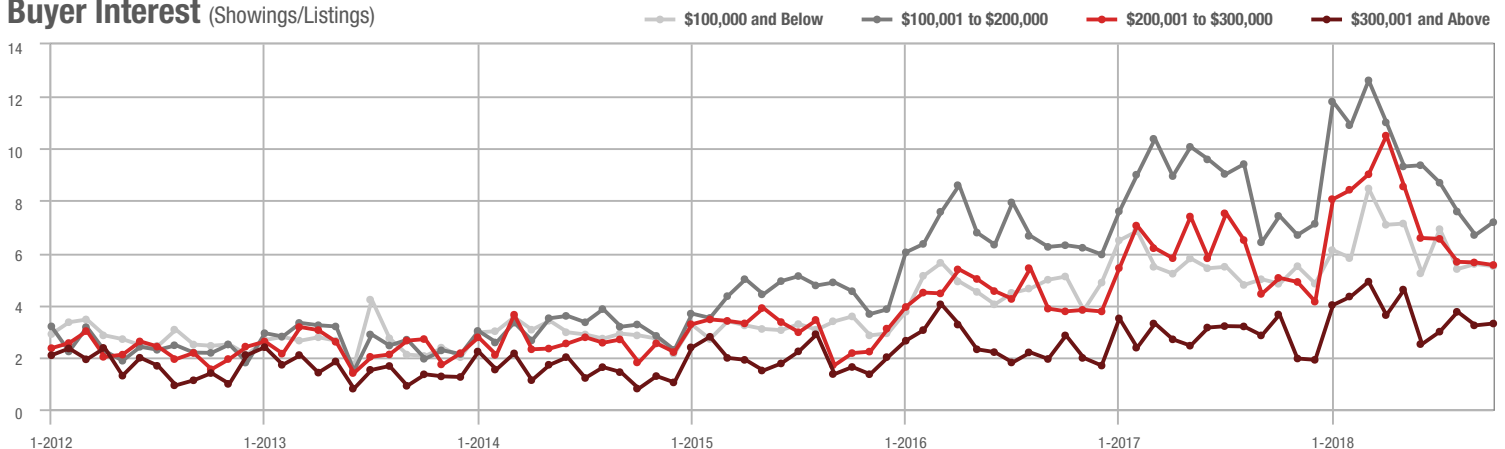
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

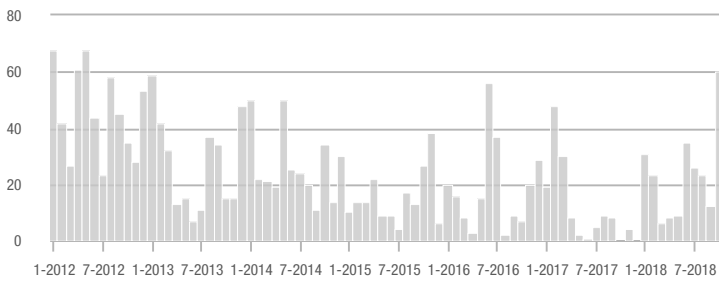


## Huntersville, NC

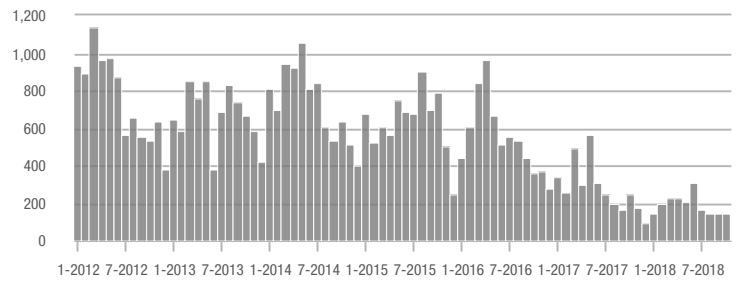
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	60	—	+ 400.0%	10.0	—	+ 483.3%	9	- 25.0%	- 10.0%
\$100,001 to \$200,000	139	- 44.4%	- 5.4%	6.5	- 34.3%	- 8.1%	26	- 18.8%	0.0%
\$200,001 to \$300,000	914	+ 29.5%	+ 31.7%	7.8	+ 2.6%	+ 14.3%	121	+ 22.2%	+ 13.1%
\$300,001 and Above	1,167	+ 16.6%	- 21.2%	4.8	+ 17.1%	- 16.2%	262	- 16.6%	- 8.7%
Total	2,280	+ 16.5%	- 2.3%	5.9	+ 9.3%	- 1.9%	418	- 8.5%	- 2.8%

### Showings

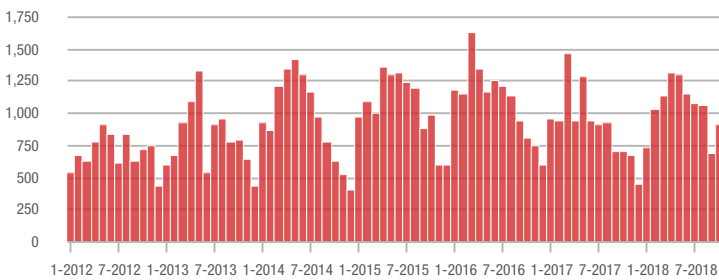
\$100,000 and Below



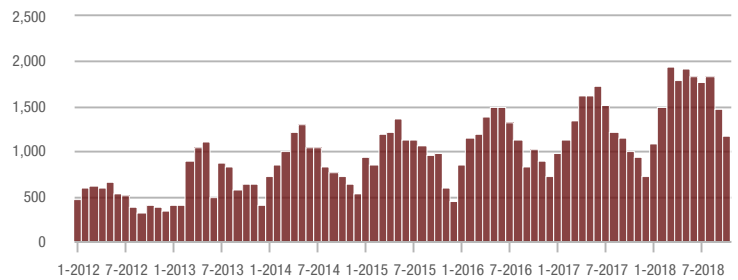
\$100,001 to \$200,000



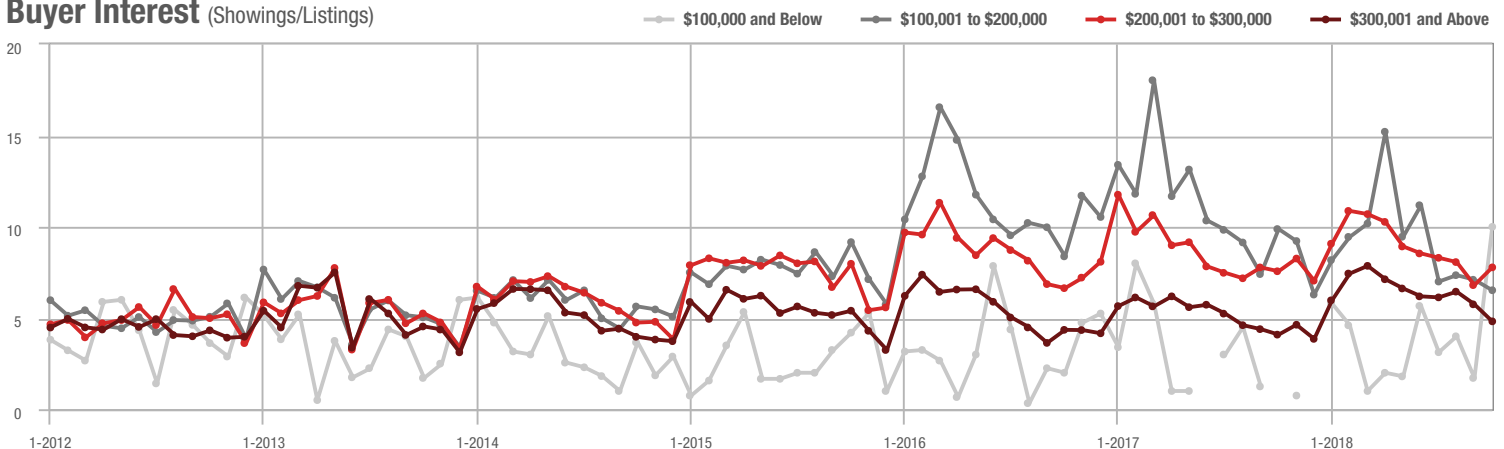
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

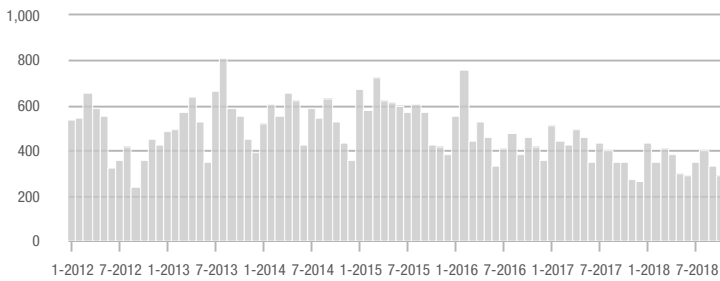


## Iredell County, NC

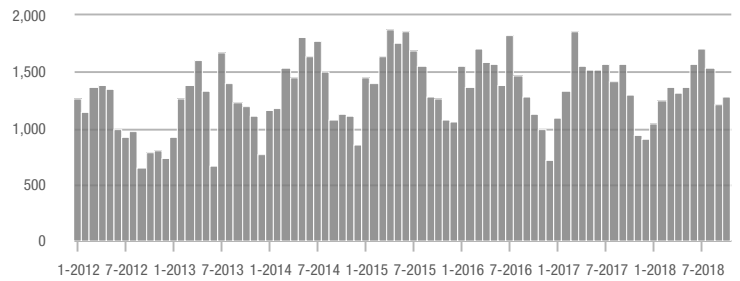
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	292	- 17.0%	- 12.6%	3.6	+ 20.0%	- 0.6%	162	- 33.3%	- 7.4%
\$100,001 to \$200,000	1,288	- 0.5%	+ 6.1%	6.5	+ 12.1%	+ 10.2%	236	- 22.6%	- 7.1%
\$200,001 to \$300,000	1,095	+ 25.4%	+ 8.7%	5.0	+ 31.6%	+ 17.1%	249	- 17.8%	- 12.6%
\$300,001 and Above	2,234	+ 4.1%	+ 6.5%	4.2	+ 20.0%	+ 12.0%	628	- 20.1%	- 5.8%
Total	4,909	+ 5.3%	+ 5.5%	4.8	+ 20.0%	+ 11.8%	1,275	- 22.1%	- 7.7%

### Showings

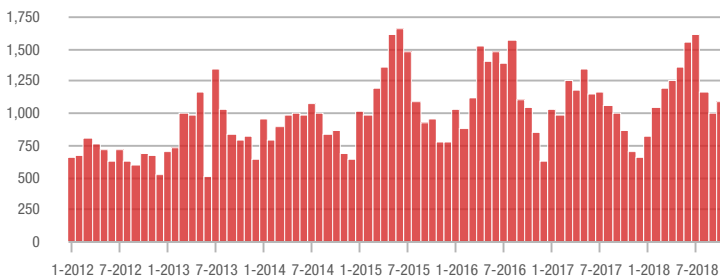
\$100,000 and Below



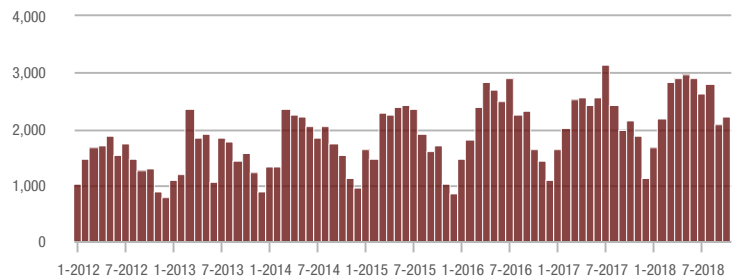
\$100,001 to \$200,000



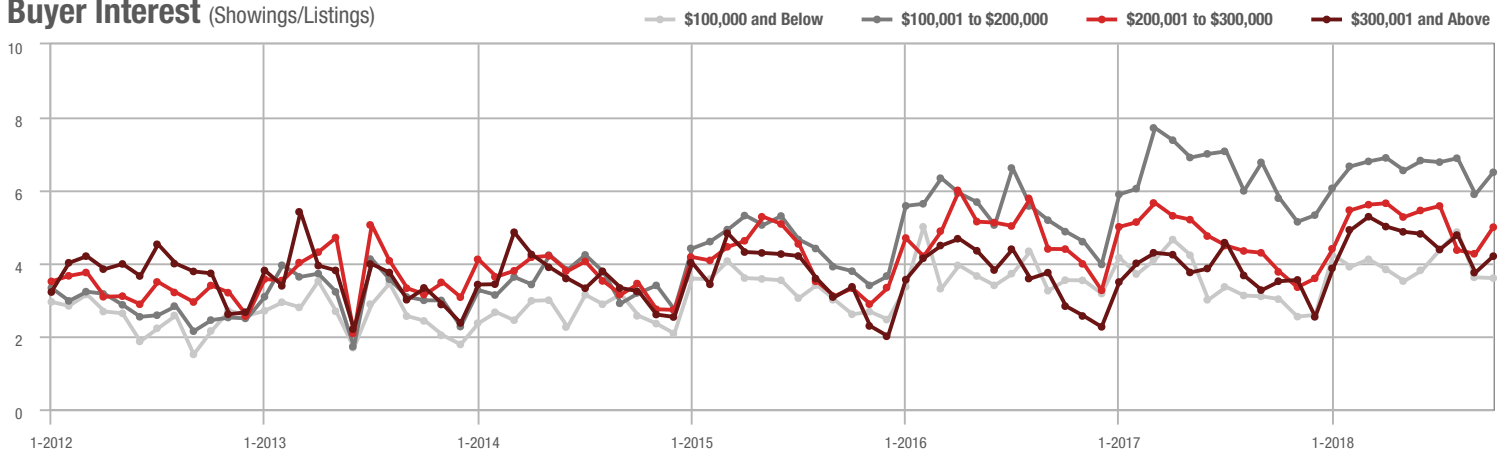
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

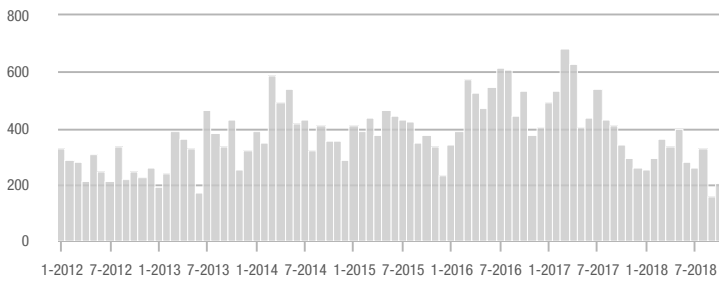


## Kannapolis, NC

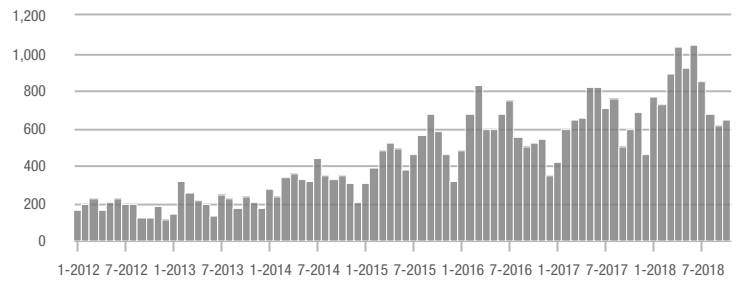
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	203	- 41.0%	+ 29.3%	8.0	+ 48.1%	+ 36.9%	37	- 60.2%	- 5.1%
\$100,001 to \$200,000	645	+ 9.0%	+ 5.2%	7.3	+ 15.9%	+ 1.9%	91	- 8.1%	+ 2.2%
\$200,001 to \$300,000	199	+ 126.1%	+ 40.1%	6.1	+ 84.8%	+ 56.8%	38	+ 26.7%	- 5.0%
\$300,001 and Above	74	+ 21.3%	+ 89.7%	3.5	+ 45.8%	+ 40.8%	29	- 9.4%	+ 11.5%
Total	1,121	+ 3.3%	+ 17.9%	6.7	+ 28.8%	+ 15.5%	195	- 23.2%	+ 0.5%

### Showings

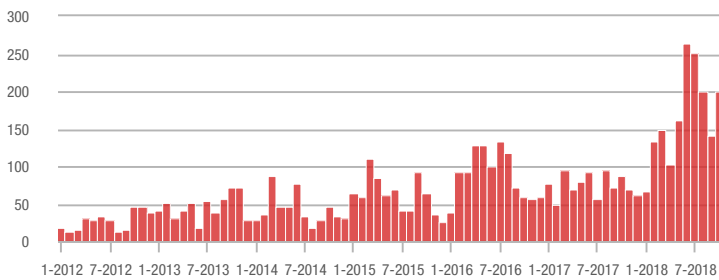
\$100,000 and Below



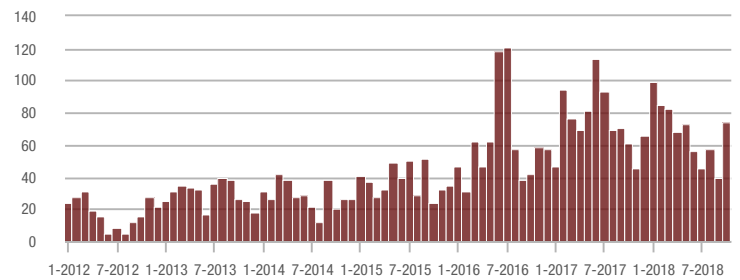
\$100,001 to \$200,000



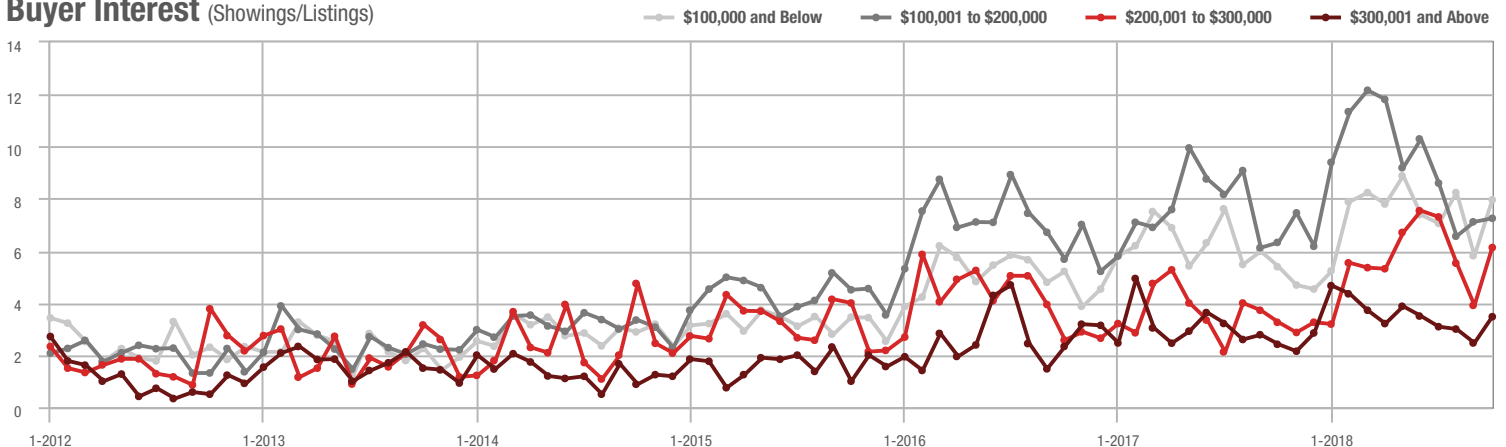
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

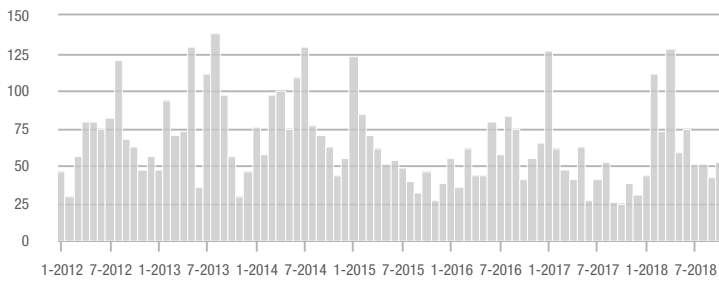


## Lake Norman

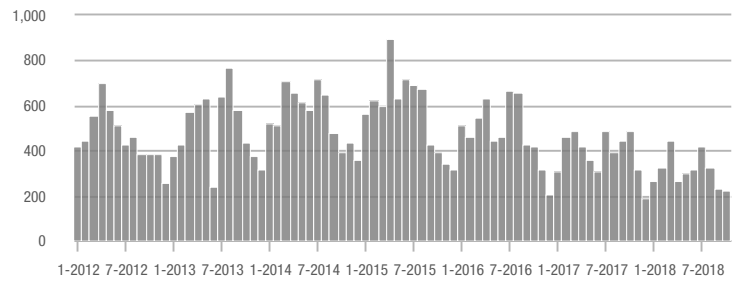
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	52	+ 116.7%	+ 23.8%	1.8	+ 200.0%	+ 37.4%	85	- 38.0%	- 5.6%
\$100,001 to \$200,000	220	- 54.5%	- 3.9%	4.4	- 36.2%	- 12.5%	74	- 40.8%	- 8.6%
\$200,001 to \$300,000	595	- 0.3%	+ 4.8%	5.4	- 1.8%	+ 10.3%	127	- 24.0%	- 9.3%
\$300,001 and Above	3,493	+ 5.1%	+ 2.0%	4.5	+ 12.5%	+ 3.8%	883	- 14.1%	- 4.0%
Total	4,360	- 1.5%	+ 2.3%	4.5	+ 7.1%	+ 3.8%	1,169	- 19.8%	- 5.0%

### Showings

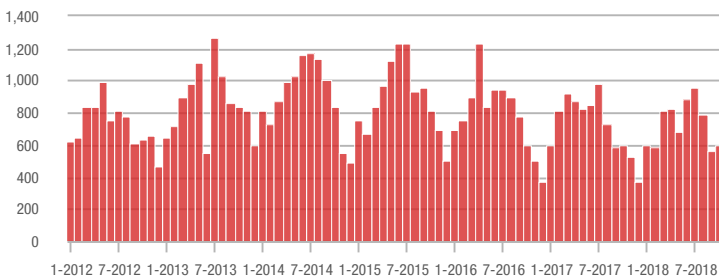
\$100,000 and Below



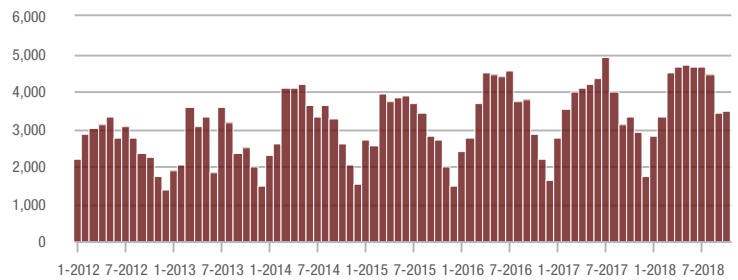
\$100,001 to \$200,000



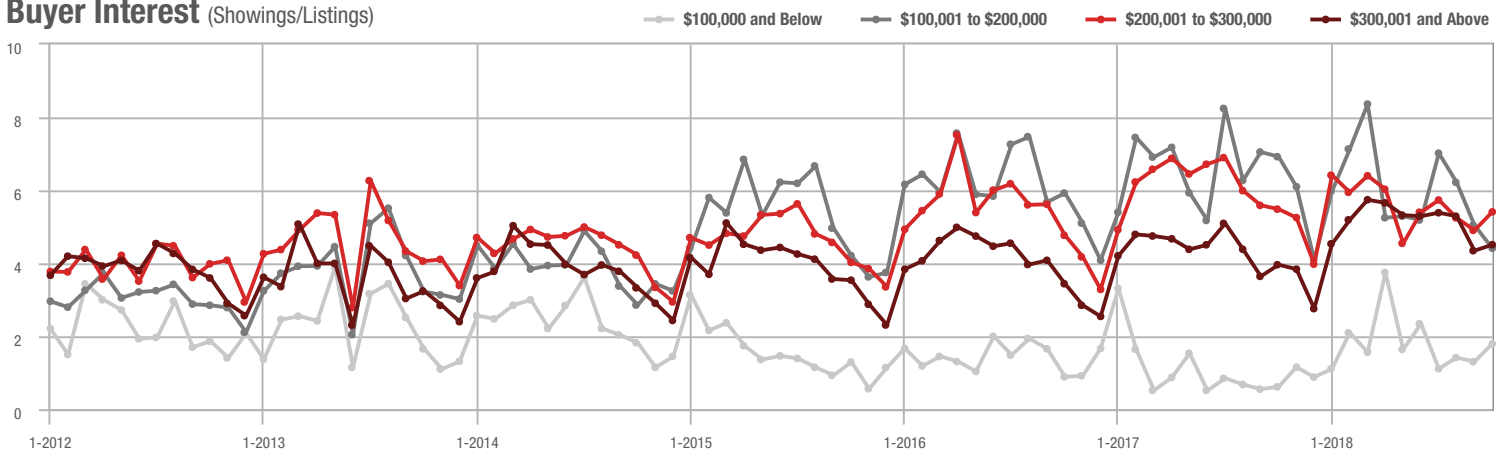
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)



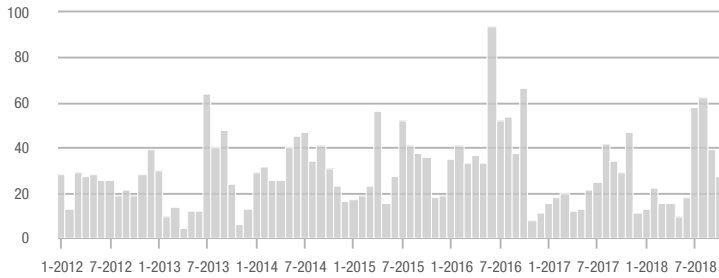


## Lake Wylie

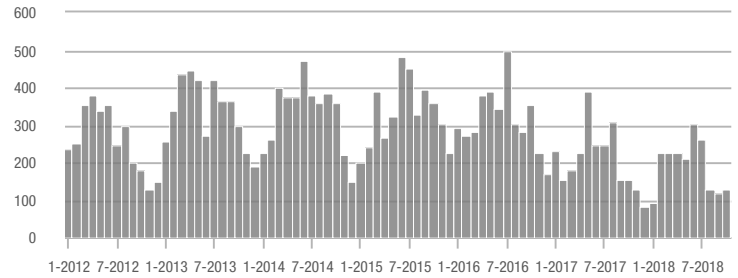
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	27	- 6.9%	- 30.8%	1.0	+ 25.0%	- 37.8%	54	- 31.6%	- 5.3%
\$100,001 to \$200,000	128	- 16.9%	+ 7.6%	6.3	+ 43.2%	+ 19.3%	32	- 42.9%	- 11.1%
\$200,001 to \$300,000	429	- 20.8%	+ 17.5%	6.0	- 20.0%	+ 13.6%	103	- 6.4%	+ 2.0%
\$300,001 and Above	1,176	+ 11.7%	+ 5.0%	4.0	+ 5.3%	+ 13.2%	359	- 1.4%	- 7.5%
Total	1,760	- 1.0%	+ 7.1%	4.3	0.0%	+ 13.1%	548	- 10.0%	- 5.8%

### Showings

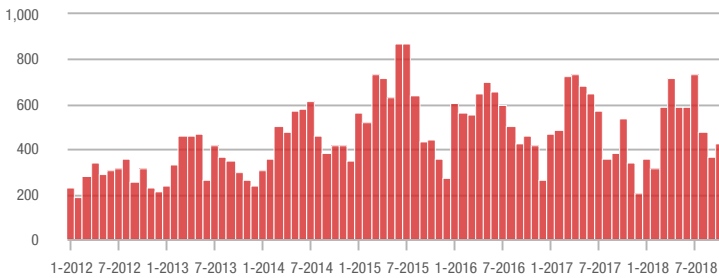
\$100,000 and Below



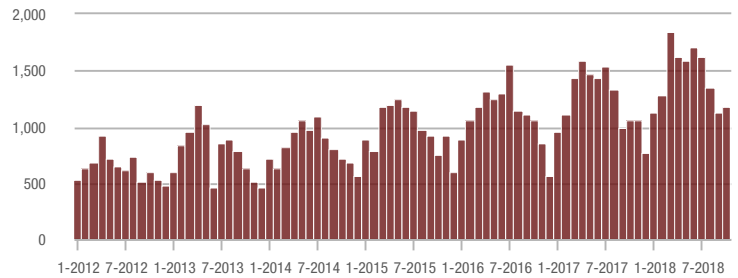
\$100,001 to \$200,000



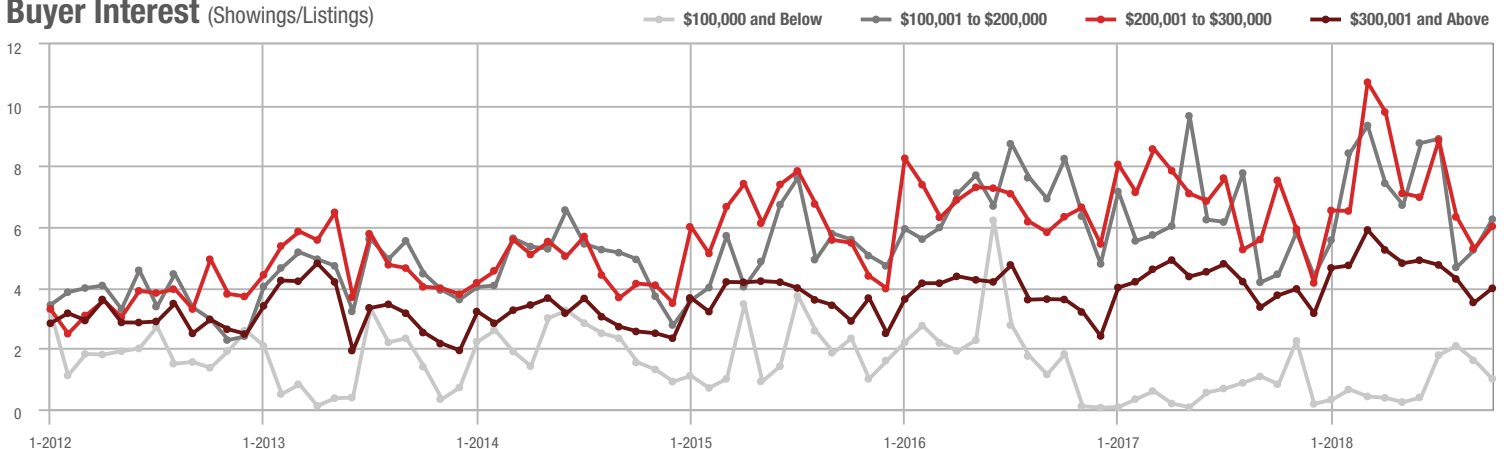
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

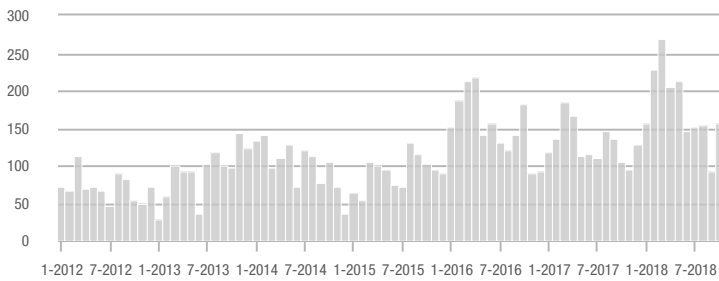


## Lancaster County, SC

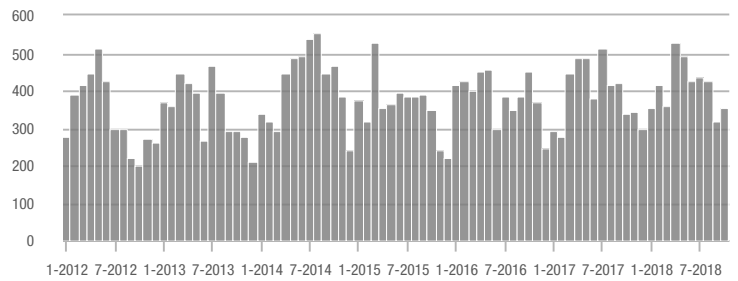
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	157	+ 51.0%	+ 68.8%	3.7	+ 27.6%	+ 60.7%	63	- 17.1%	- 3.1%
\$100,001 to \$200,000	353	+ 4.4%	+ 10.3%	5.1	+ 24.4%	+ 8.8%	79	- 29.5%	- 1.3%
\$200,001 to \$300,000	670	- 6.9%	+ 25.9%	6.6	+ 6.5%	+ 22.2%	107	- 17.7%	+ 2.9%
\$300,001 and Above	936	+ 4.6%	+ 18.0%	4.9	+ 11.4%	+ 27.7%	213	- 18.1%	- 10.1%
Total	2,116	+ 2.9%	+ 21.7%	5.3	+ 12.8%	+ 24.5%	462	- 20.1%	- 4.9%

### Showings

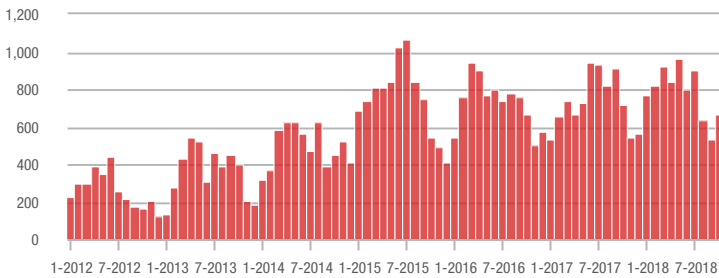
\$100,000 and Below



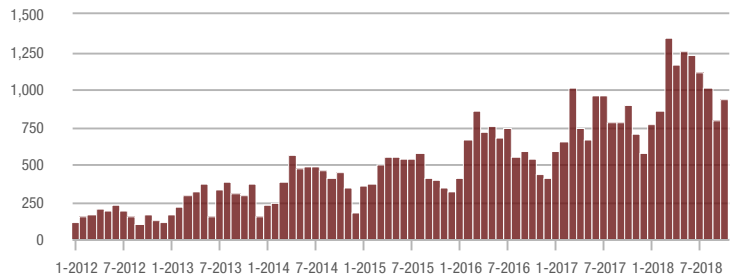
\$100,001 to \$200,000



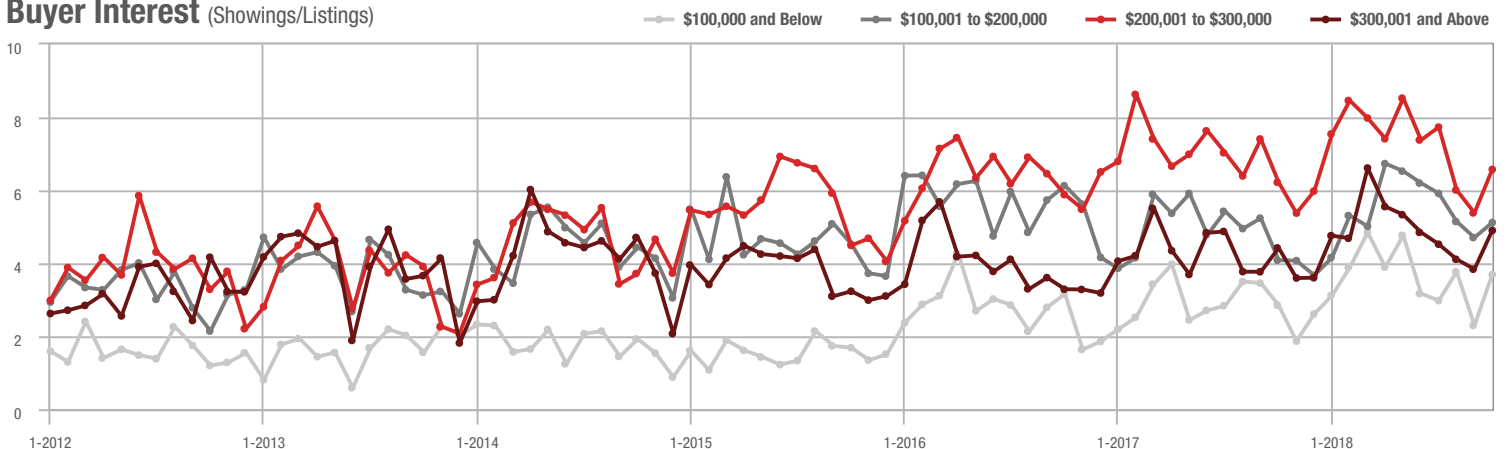
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

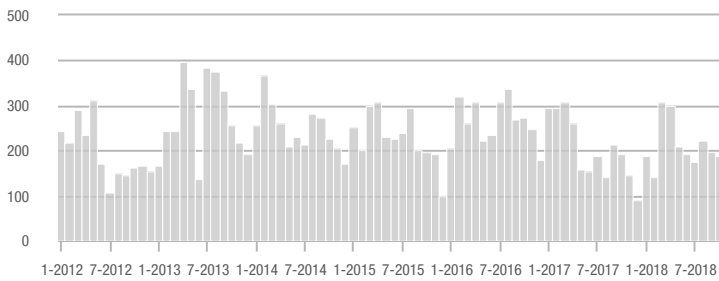


## Lincoln County, NC

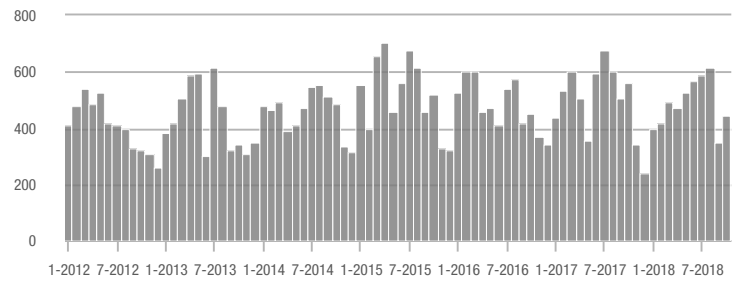
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	190	- 2.1%	- 4.0%	3.9	+ 8.3%	- 4.8%	106	- 20.3%	- 3.6%
\$100,001 to \$200,000	445	- 20.8%	+ 28.6%	5.5	- 6.8%	+ 23.5%	94	- 22.3%	0.0%
\$200,001 to \$300,000	368	+ 19.9%	- 17.1%	4.0	+ 14.3%	- 16.7%	99	- 12.4%	- 4.8%
\$300,001 and Above	770	- 0.3%	- 6.4%	3.8	+ 2.7%	- 7.8%	242	- 9.7%	- 4.3%
Total	1,773	- 3.4%	- 2.1%	4.2	+ 2.4%	- 3.2%	541	- 14.8%	- 3.6%

### Showings

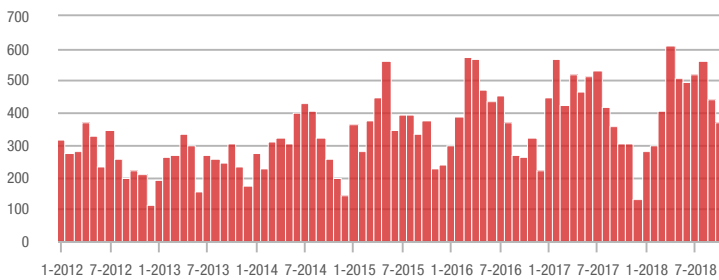
\$100,000 and Below



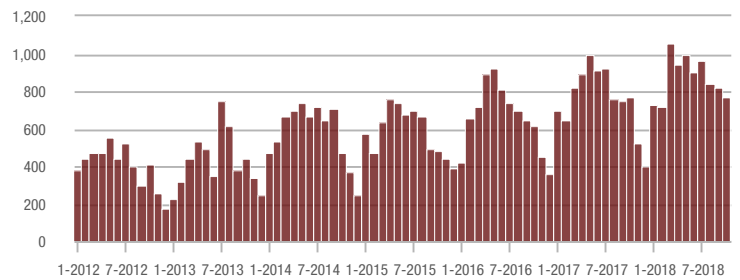
\$100,001 to \$200,000



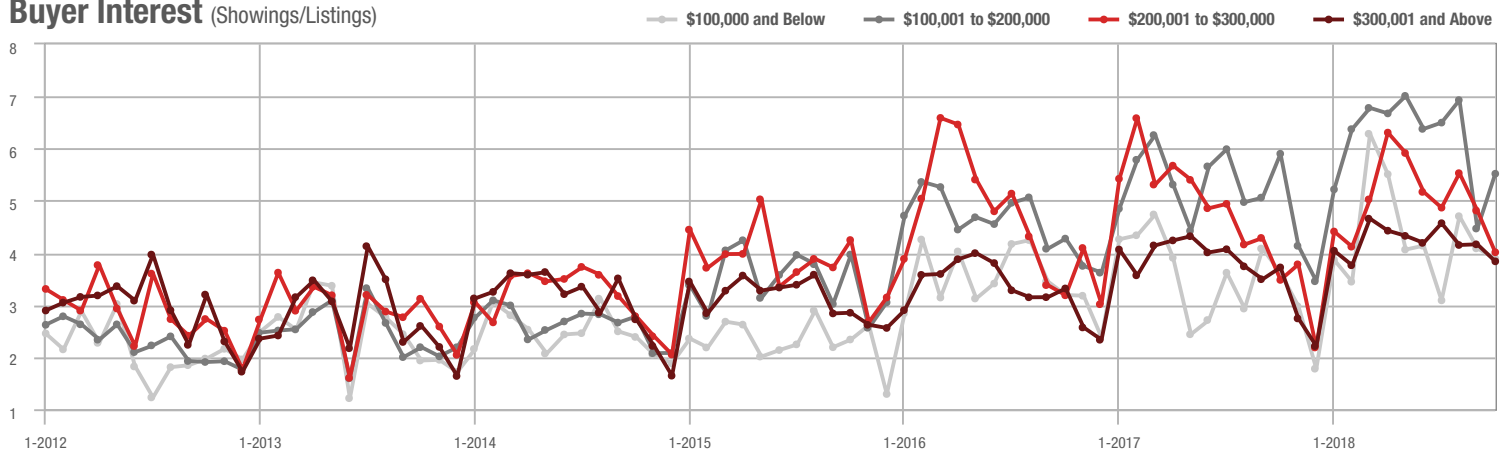
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

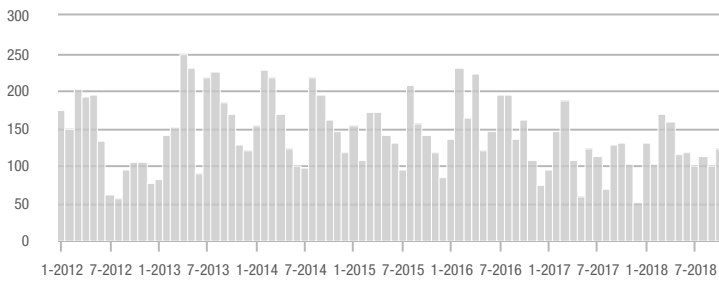


## Lincolnton, NC

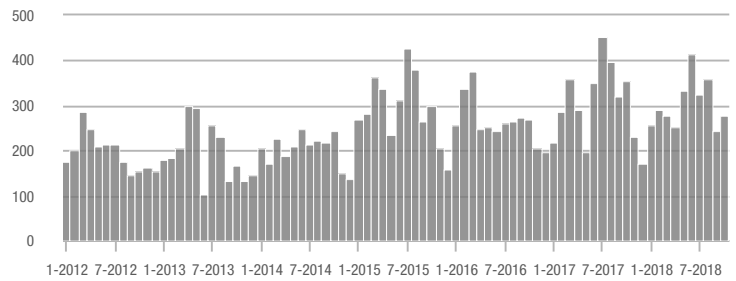
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	122	- 7.6%	+ 20.8%	5.2	+ 10.6%	+ 12.5%	35	- 27.1%	- 2.8%
\$100,001 to \$200,000	277	- 22.2%	+ 14.0%	5.4	- 12.9%	+ 18.5%	55	- 22.5%	- 3.5%
\$200,001 to \$300,000	122	+ 16.2%	- 9.6%	3.6	+ 24.1%	- 2.5%	35	- 7.9%	- 7.9%
\$300,001 and Above	60	+ 17.6%	+ 62.2%	2.9	+ 31.8%	+ 71.1%	24	- 17.2%	0.0%
Total	581	- 9.8%	+ 12.6%	4.6	+ 2.2%	+ 14.5%	149	- 19.9%	- 3.9%

### Showings

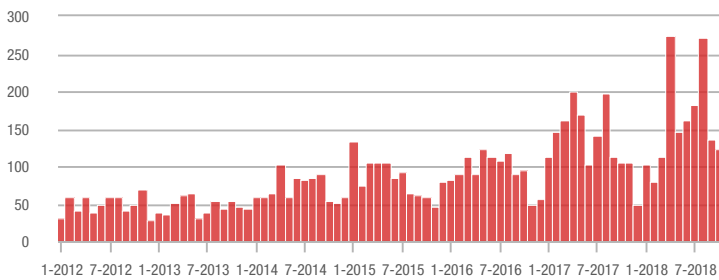
\$100,000 and Below



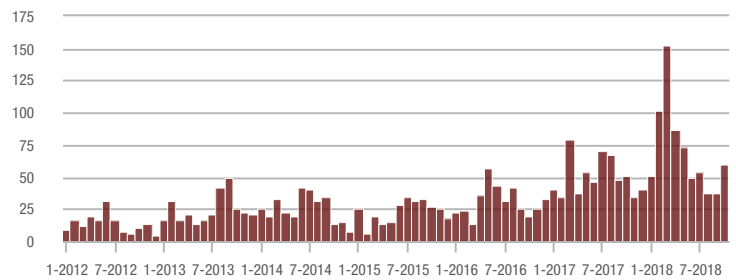
\$100,001 to \$200,000



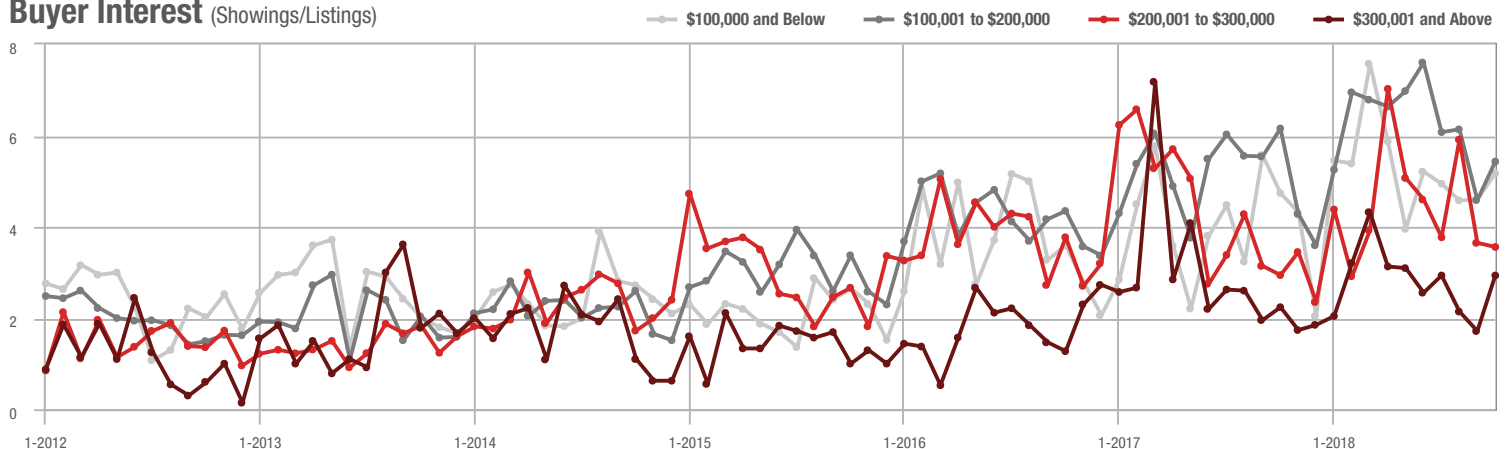
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

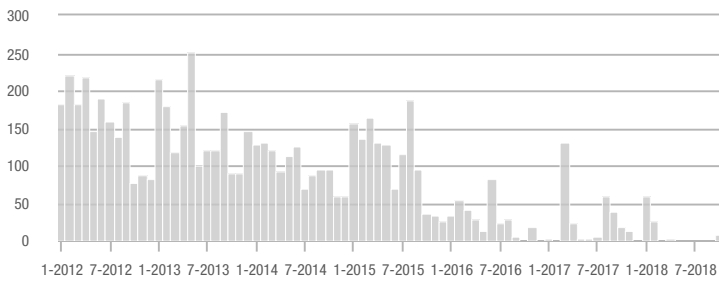


## Matthews, NC

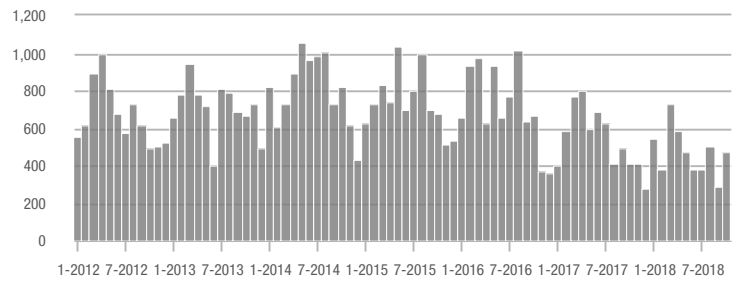
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	7	- 63.2%	—	7.0	+ 84.2%	—	1	- 85.7%	—
\$100,001 to \$200,000	470	+ 14.6%	+ 64.9%	13.8	+ 7.8%	+ 31.4%	34	- 5.6%	+ 21.4%
\$200,001 to \$300,000	706	- 25.1%	+ 20.7%	11.0	0.0%	+ 15.1%	65	- 25.3%	+ 4.8%
\$300,001 and Above	1,008	+ 5.3%	+ 10.6%	5.5	+ 3.8%	+ 7.5%	196	- 6.7%	+ 0.5%
Total	2,191	- 5.9%	+ 23.0%	7.8	+ 1.3%	+ 16.3%	296	- 12.9%	+ 3.9%

### Showings

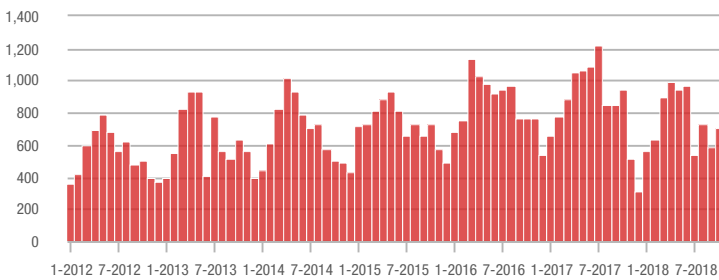
\$100,000 and Below



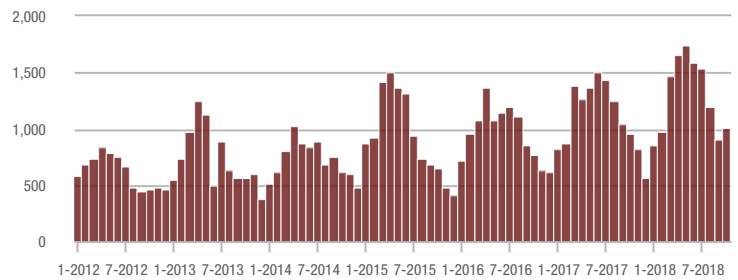
\$100,001 to \$200,000



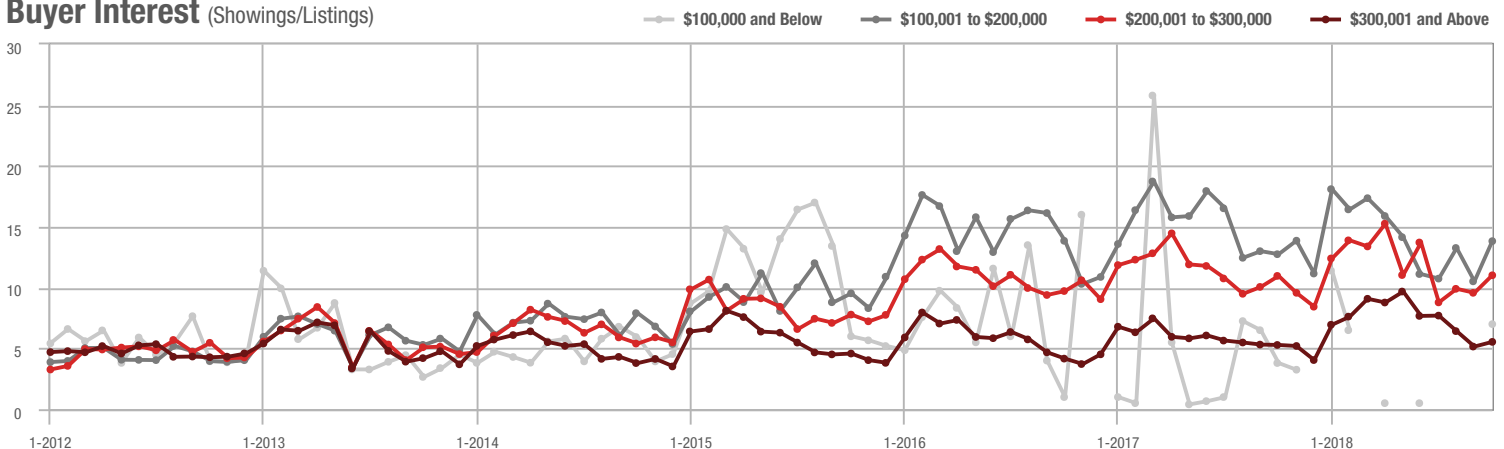
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

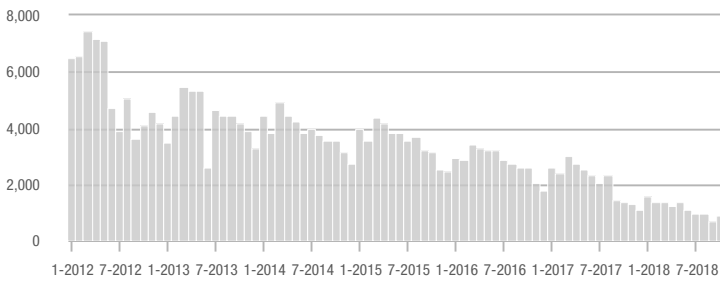


## Mecklenburg County, NC

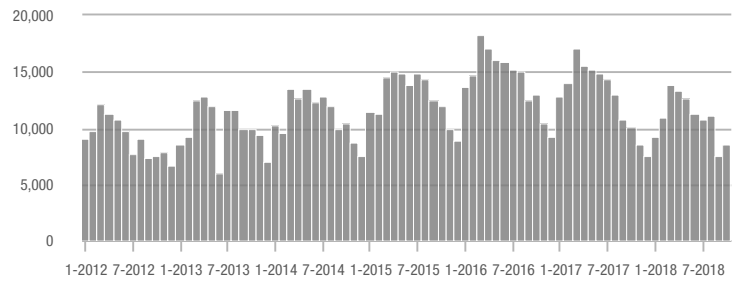
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	880	- 36.0%	+ 26.8%	8.0	+ 23.1%	+ 19.3%	148	- 49.3%	+ 0.7%
\$100,001 to \$200,000	8,521	- 16.2%	+ 13.5%	10.3	0.0%	+ 12.2%	853	- 18.9%	- 0.4%
\$200,001 to \$300,000	9,194	+ 6.4%	+ 11.9%	7.7	- 7.2%	+ 8.9%	1,229	+ 10.1%	+ 1.4%
\$300,001 and Above	12,198	+ 0.9%	+ 2.4%	5.1	- 1.9%	+ 4.2%	2,598	- 4.6%	- 3.9%
Total	30,793	- 4.6%	+ 8.7%	6.8	- 4.2%	+ 8.7%	4,828	- 6.8%	- 1.8%

### Showings

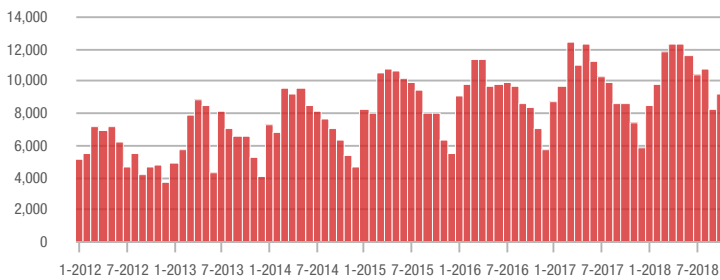
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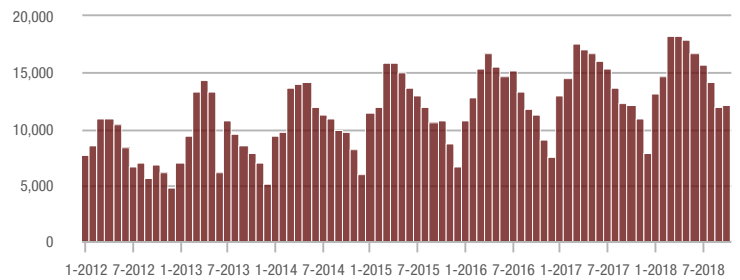
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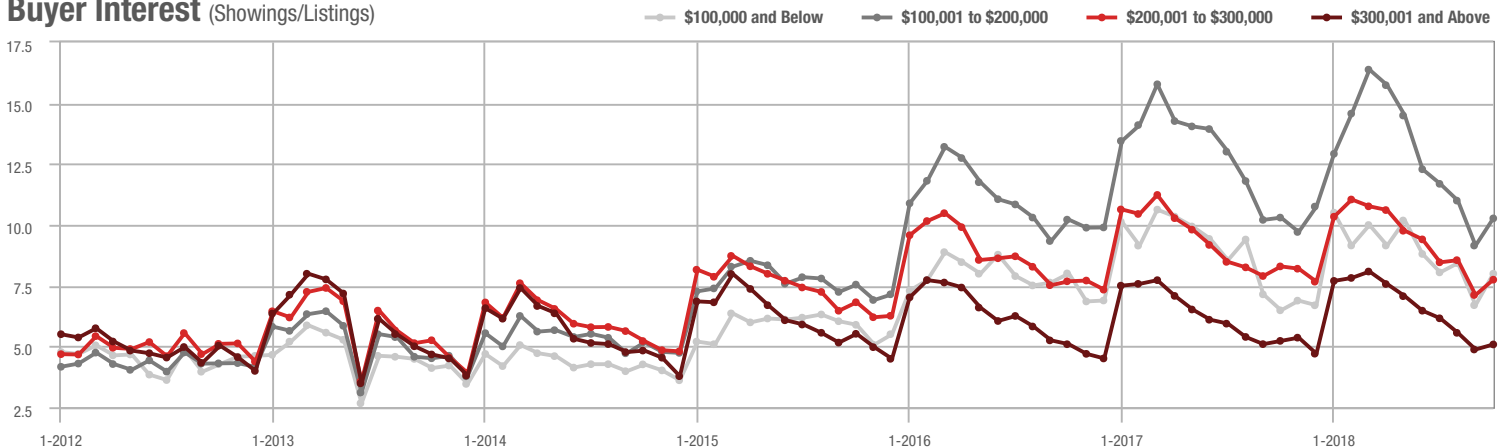
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

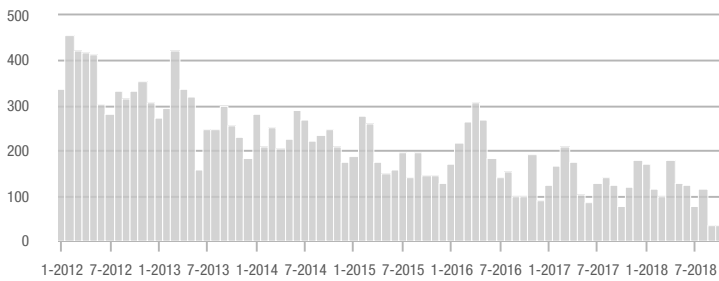


## Monroe, NC

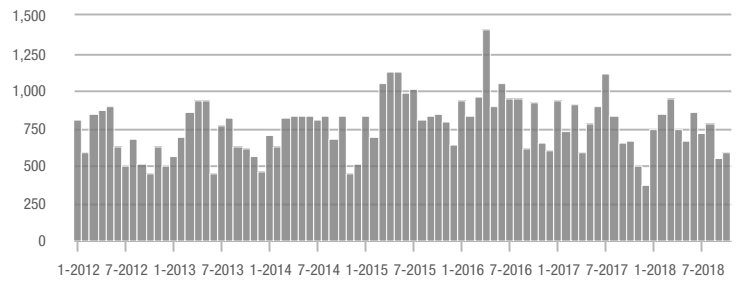
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	35	- 55.1%	0.0%	2.3	- 28.1%	+ 0.9%	30	- 50.0%	- 6.3%
\$100,001 to \$200,000	592	- 12.0%	+ 7.2%	7.7	+ 11.6%	+ 17.7%	87	- 23.0%	- 10.3%
\$200,001 to \$300,000	531	+ 38.6%	+ 13.2%	5.8	+ 23.4%	+ 12.4%	96	+ 3.2%	- 1.0%
\$300,001 and Above	277	+ 75.3%	+ 35.8%	3.6	+ 9.1%	+ 23.4%	90	+ 45.2%	0.0%
Total	1,435	+ 11.1%	+ 13.9%	5.6	+ 7.7%	+ 14.8%	303	- 7.6%	- 4.1%

### Showings

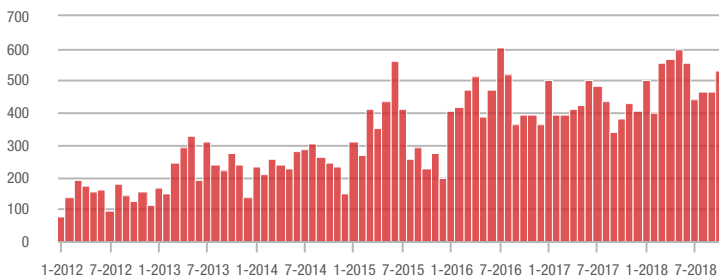
\$100,000 and Below



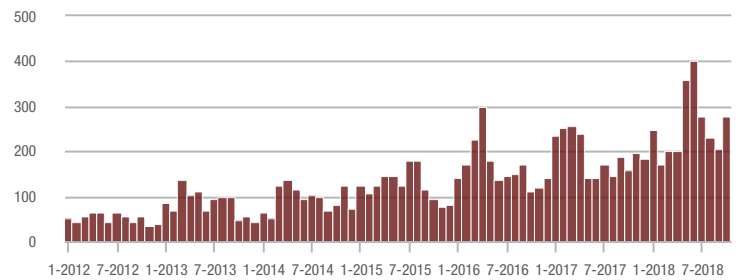
\$100,001 to \$200,000



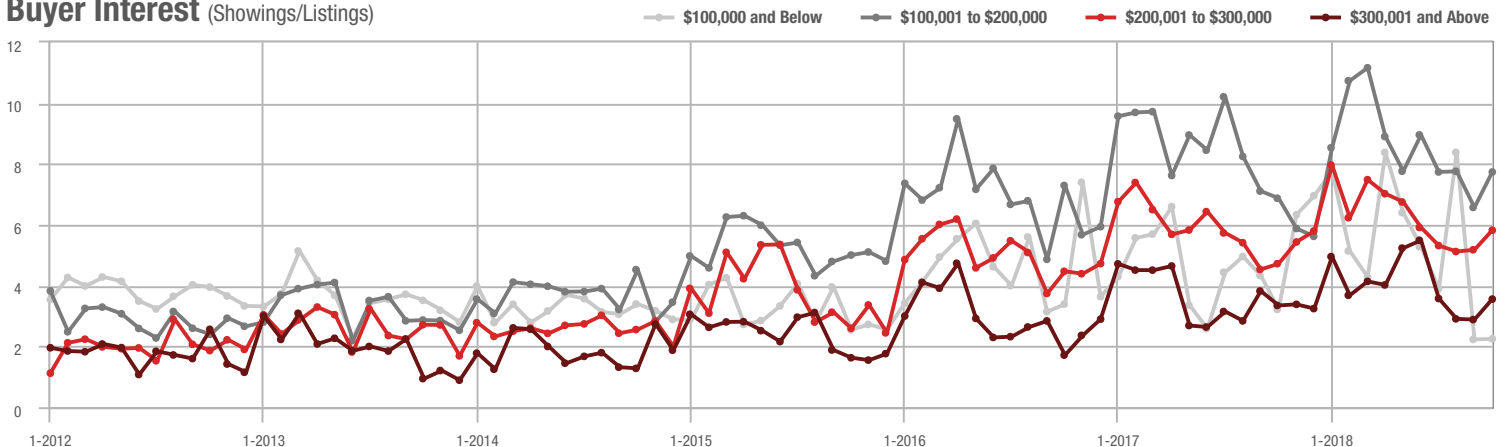
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

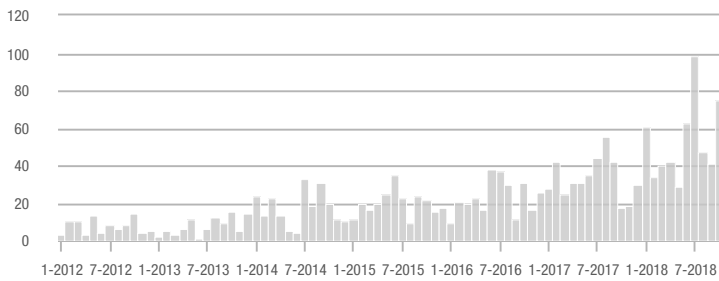


## Montgomery County, NC

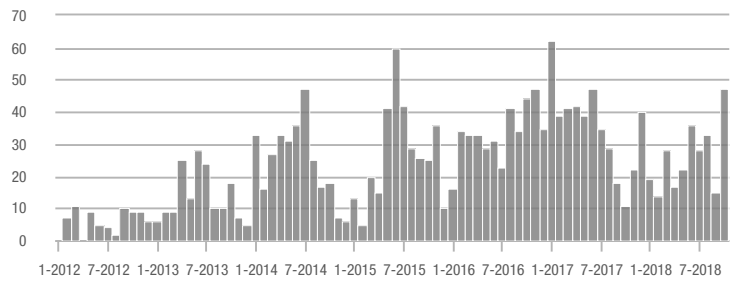
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	75	+ 341.2%	+ 82.9%	2.0	+ 233.3%	+ 69.4%	72	- 10.0%	- 4.0%
\$100,001 to \$200,000	47	+ 327.3%	+ 213.3%	2.1	+ 250.0%	+ 139.8%	41	- 14.6%	+ 7.9%
\$200,001 to \$300,000	11	- 38.9%	- 42.1%	1.0	- 64.3%	0.0%	19	- 24.0%	- 24.0%
\$300,001 and Above	55	- 54.5%	- 11.3%	1.7	- 37.0%	+ 0.2%	45	- 40.0%	- 6.3%
Total	188	+ 12.6%	+ 37.2%	1.8	0.0%	+ 41.3%	177	- 22.4%	- 4.8%

### Showings

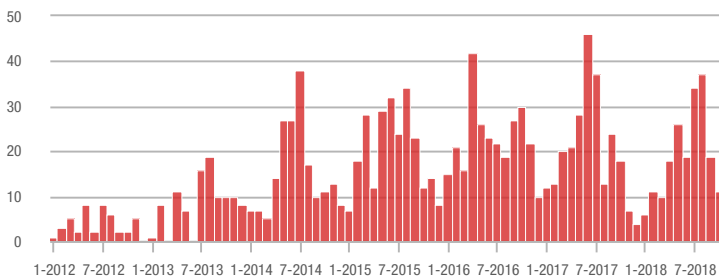
\$100,000 and Below



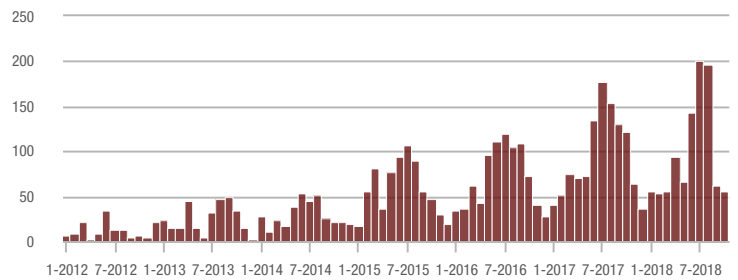
\$100,001 to \$200,000



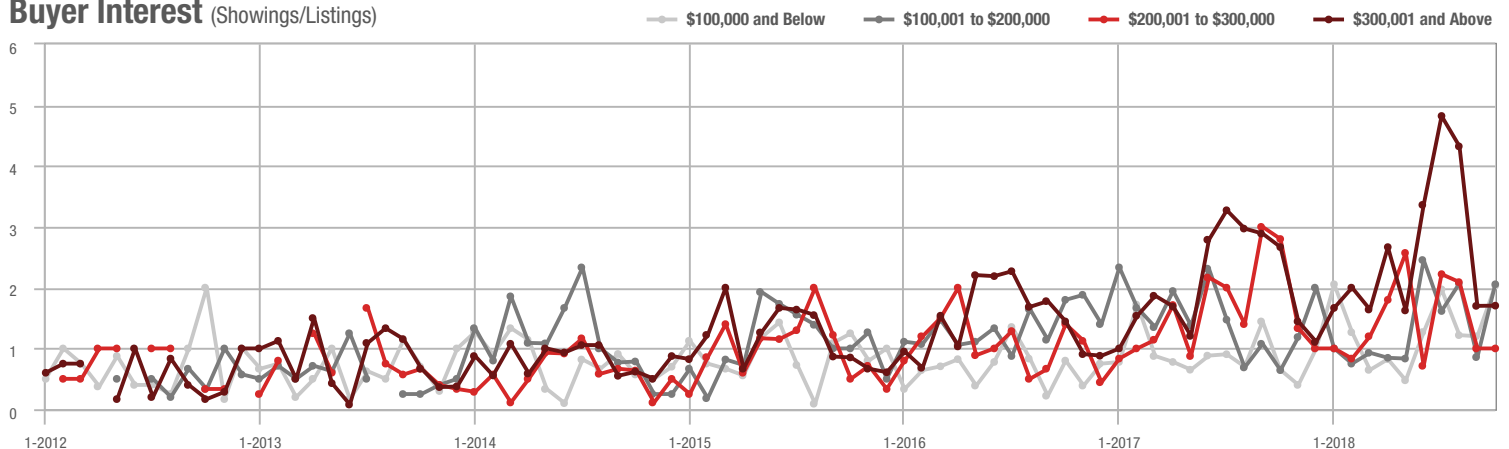
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)



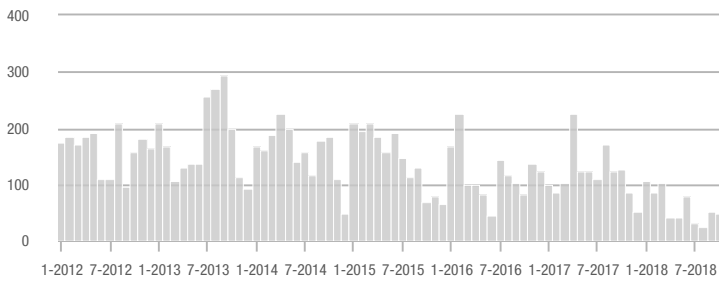


## Mooresville, NC

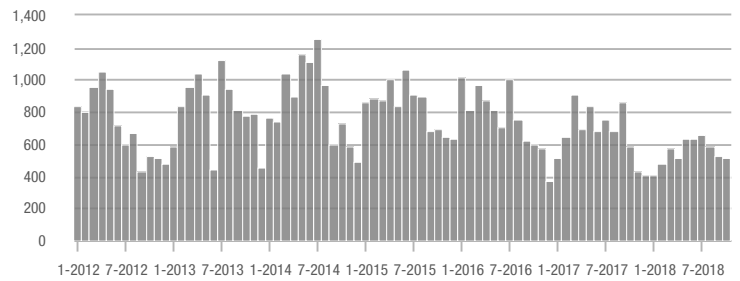
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	49	- 60.8%	- 5.8%	2.6	- 36.6%	- 0.7%	48	- 29.4%	- 2.0%
\$100,001 to \$200,000	520	- 11.7%	- 0.8%	8.0	+ 15.9%	+ 9.0%	73	- 34.8%	- 13.1%
\$200,001 to \$300,000	805	+ 17.3%	+ 2.4%	5.6	+ 27.3%	+ 15.6%	161	- 17.9%	- 14.4%
\$300,001 and Above	1,976	+ 1.1%	+ 7.0%	4.6	+ 21.1%	+ 12.7%	502	- 22.8%	- 4.6%
Total	3,350	- 0.1%	+ 4.4%	5.1	+ 18.6%	+ 11.8%	784	- 23.6%	- 7.4%

### Showings

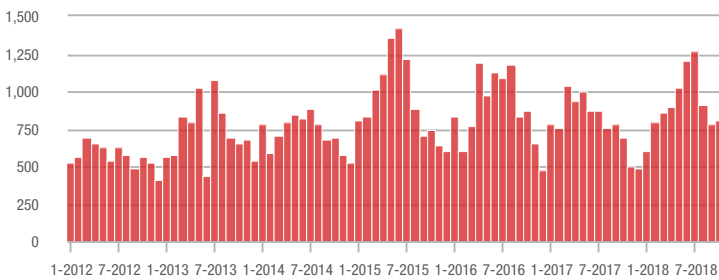
\$100,000 and Below



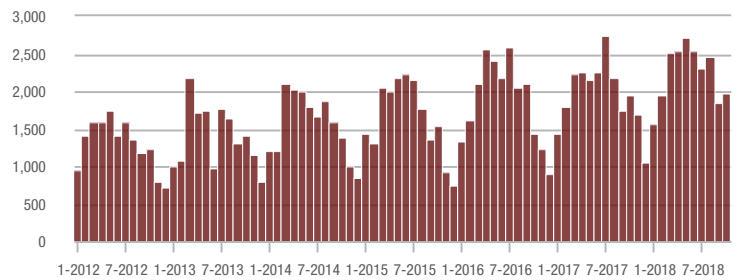
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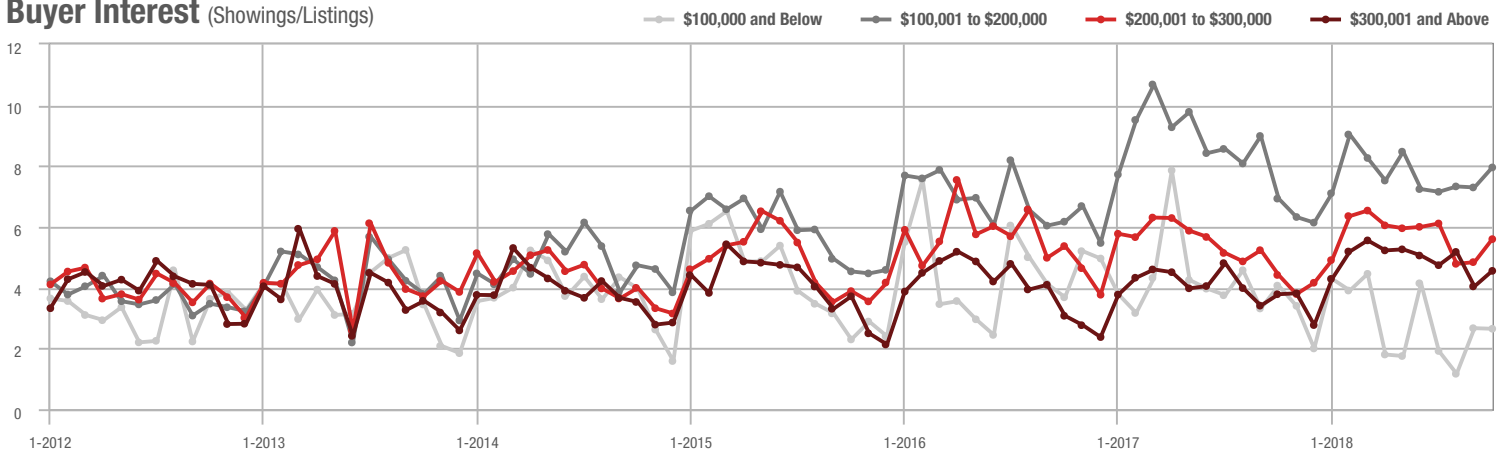
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

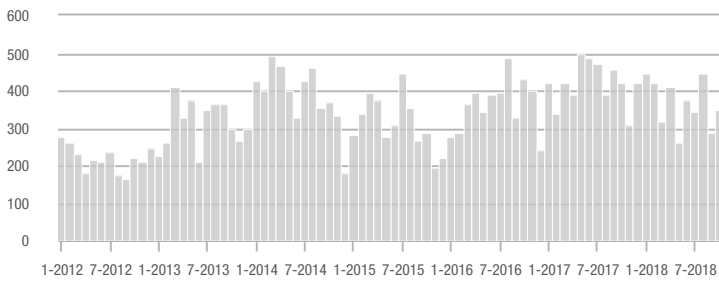


## Rock Hill, SC

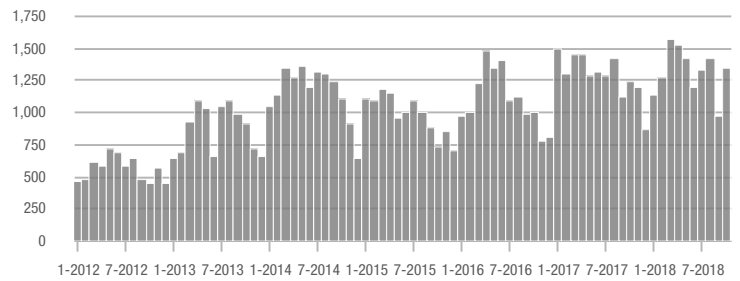
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	350	- 16.7%	+ 22.4%	6.6	+ 13.8%	+ 27.9%	72	- 37.9%	- 7.7%
\$100,001 to \$200,000	1,340	+ 8.5%	+ 38.4%	11.0	+ 11.1%	+ 24.7%	125	- 4.6%	+ 8.7%
\$200,001 to \$300,000	826	+ 17.7%	- 0.8%	7.0	- 12.5%	+ 0.4%	127	+ 27.0%	- 2.3%
\$300,001 and Above	372	+ 0.3%	+ 27.8%	3.6	- 10.0%	+ 16.4%	117	- 0.8%	+ 3.5%
Total	2,888	+ 5.9%	+ 21.4%	7.3	0.0%	+ 15.4%	441	- 5.2%	+ 1.1%

### Showings

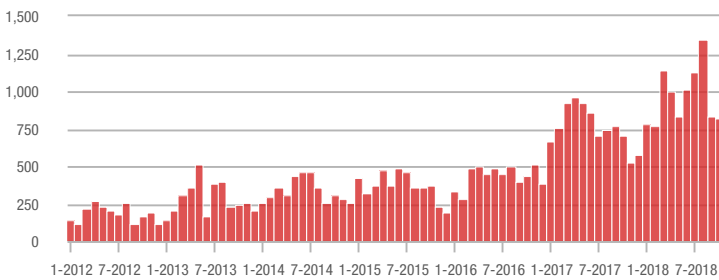
\$100,000 and Below



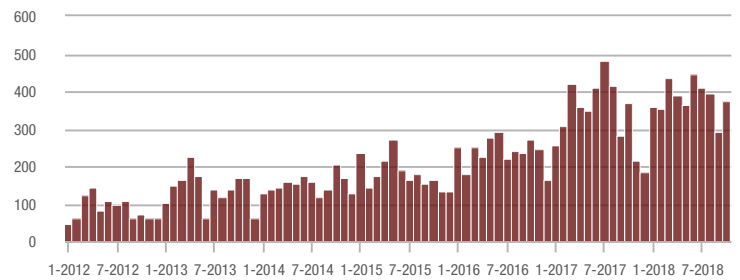
\$100,001 to \$200,000



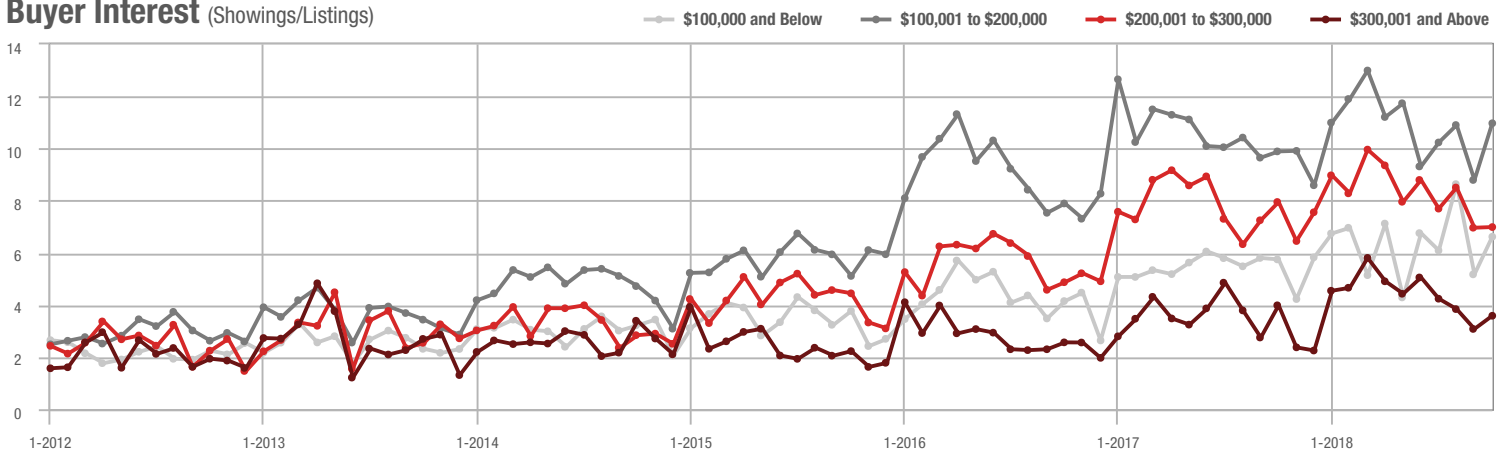
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

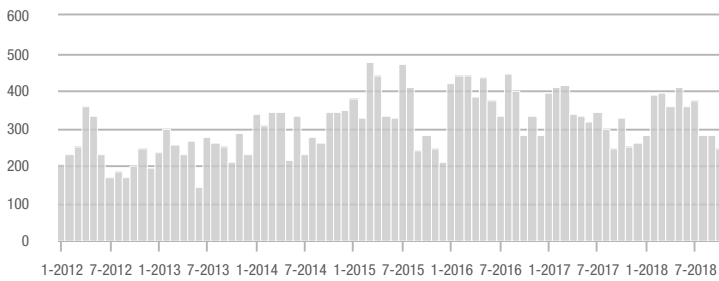


## Salisbury, NC

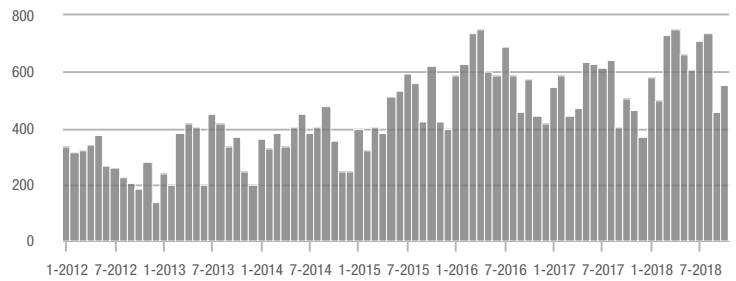
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	248	- 24.4%	- 11.7%	4.0	+ 2.6%	+ 9.2%	89	- 34.1%	- 16.0%
\$100,001 to \$200,000	552	+ 9.5%	+ 20.3%	6.3	+ 31.3%	+ 19.9%	100	- 30.1%	- 1.0%
\$200,001 to \$300,000	218	+ 48.3%	- 9.9%	3.4	+ 25.9%	- 16.9%	70	+ 1.4%	+ 4.5%
\$300,001 and Above	145	+ 98.6%	+ 27.2%	3.1	+ 82.4%	+ 37.0%	54	- 3.6%	- 11.5%
Total	1,163	+ 10.6%	+ 6.1%	4.5	+ 21.6%	+ 11.7%	313	- 22.3%	- 6.6%

### Showings

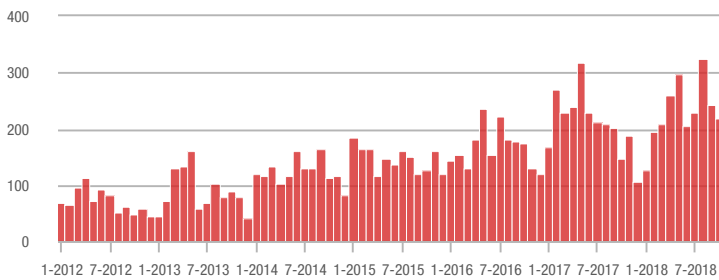
\$100,000 and Below



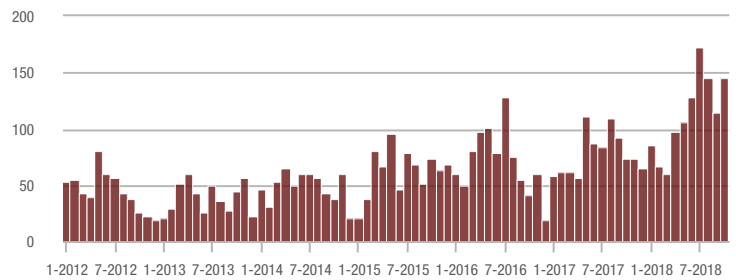
\$100,001 to \$200,000



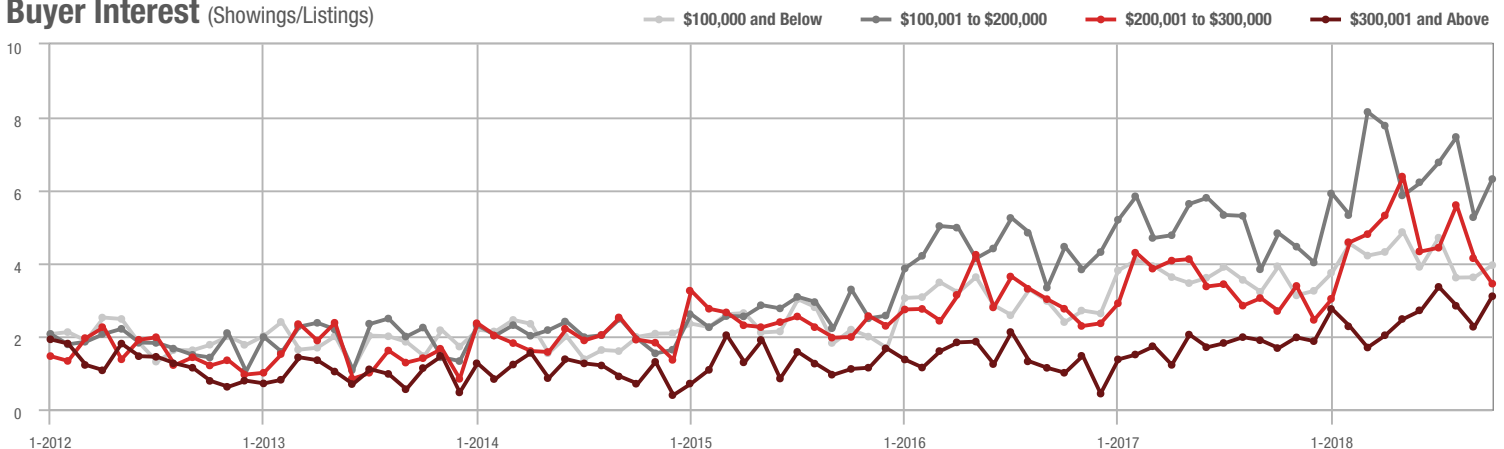
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

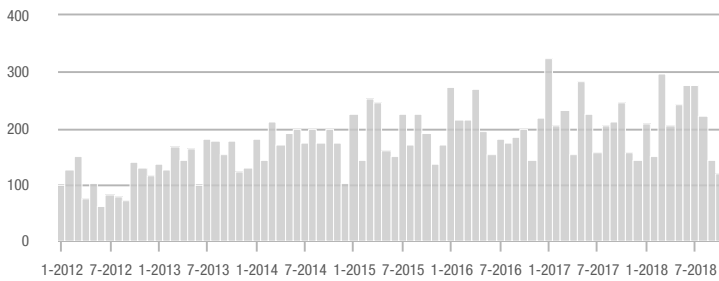


## Stanly County, NC

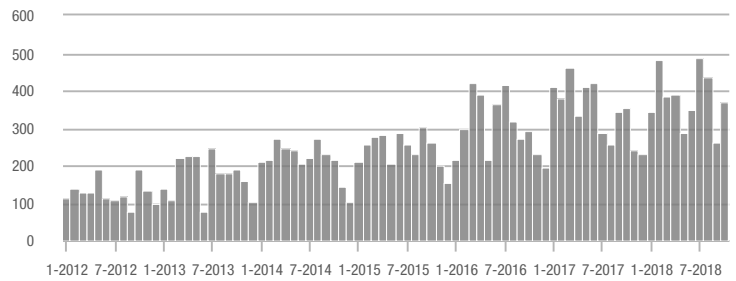
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	118	- 51.8%	- 18.1%	3.5	- 5.4%	+ 8.8%	69	- 42.5%	- 15.9%
\$100,001 to \$200,000	370	+ 4.2%	+ 42.9%	4.9	0.0%	+ 40.1%	89	- 8.2%	0.0%
\$200,001 to \$300,000	139	- 11.5%	+ 10.3%	3.0	0.0%	+ 15.0%	59	- 16.9%	- 7.8%
\$300,001 and Above	129	- 2.3%	+ 12.2%	1.7	- 26.1%	- 6.6%	84	+ 3.7%	+ 1.2%
Total	756	- 15.0%	+ 17.4%	3.4	- 5.6%	+ 19.7%	301	- 18.4%	- 5.3%

### Showings

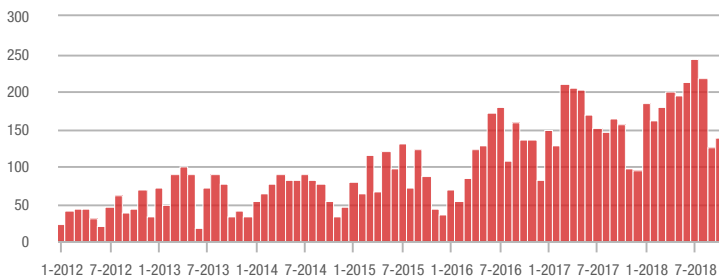
\$100,000 and Below



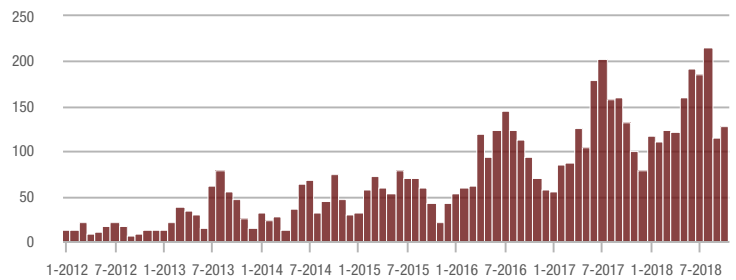
\$100,001 to \$200,000



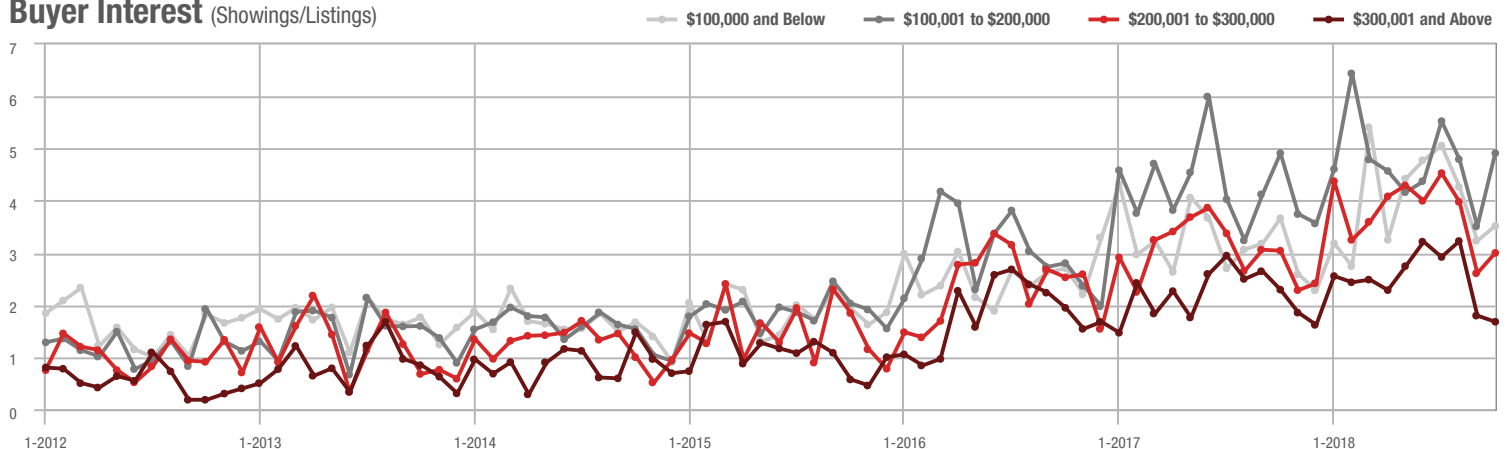
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

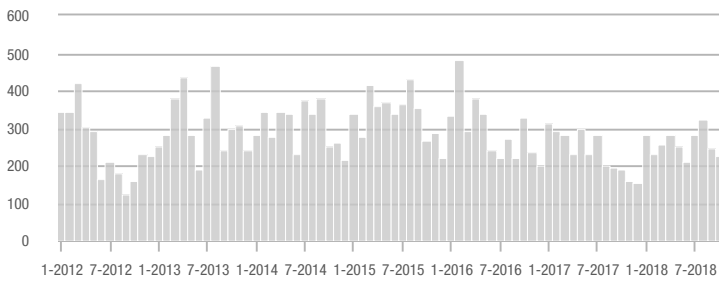


## Statesville, NC

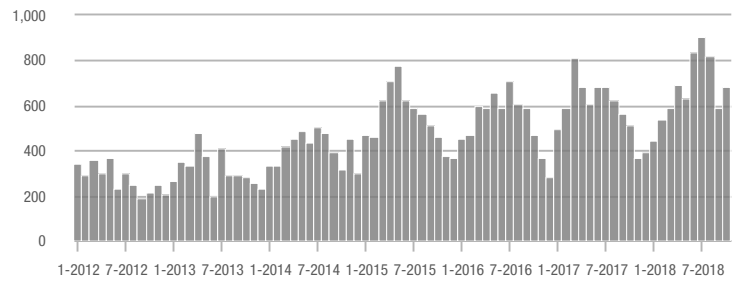
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	225	+ 19.0%	- 8.9%	4.3	+ 53.6%	+ 6.9%	91	- 26.0%	- 9.9%
\$100,001 to \$200,000	687	+ 33.7%	+ 17.0%	6.1	+ 32.6%	+ 20.3%	136	- 11.7%	- 5.6%
\$200,001 to \$300,000	235	+ 48.7%	+ 70.3%	3.8	+ 46.2%	+ 61.9%	66	- 22.4%	- 5.7%
\$300,001 and Above	136	+ 32.0%	+ 13.3%	2.1	+ 31.3%	+ 11.5%	79	- 1.3%	- 7.1%
Total	1,283	+ 33.1%	+ 17.5%	4.4	+ 33.3%	+ 21.1%	372	- 15.8%	- 7.0%

### Showings

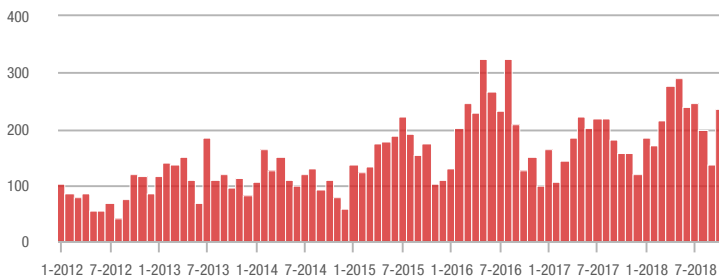
\$100,000 and Below



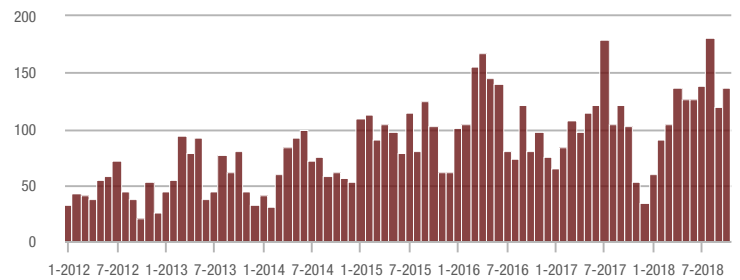
\$100,001 to \$200,000



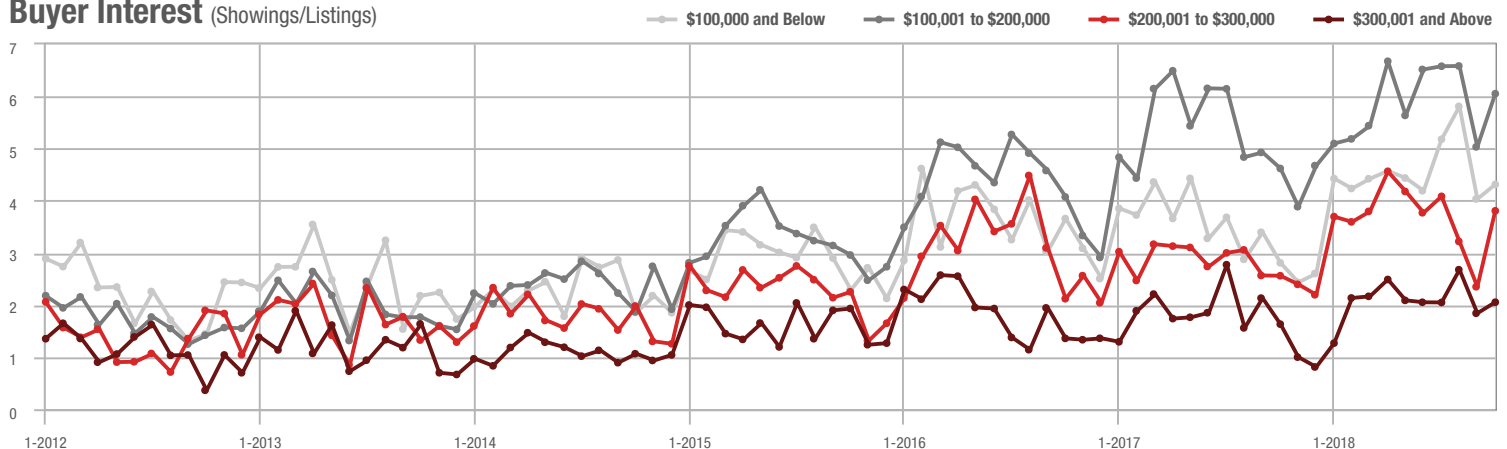
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

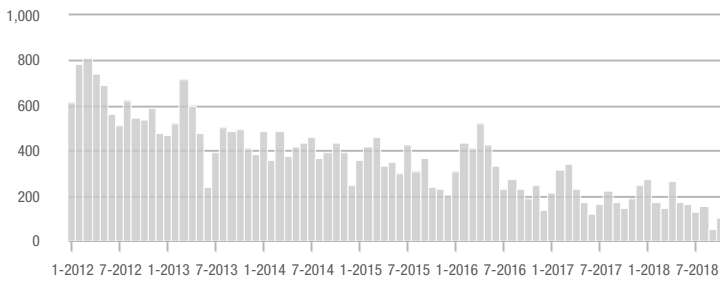


## Union County, NC

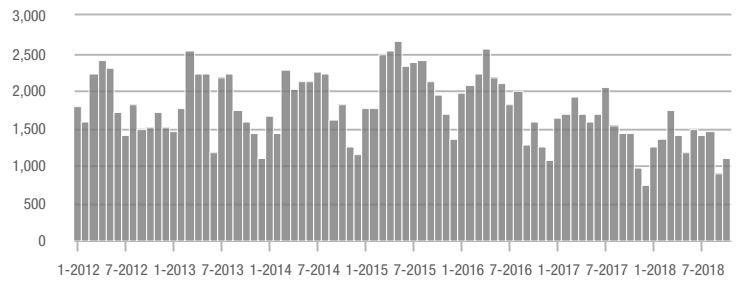
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	106	- 26.9%	+ 100.0%	2.9	+ 11.5%	+ 96.5%	68	- 51.8%	0.0%
\$100,001 to \$200,000	1,094	- 24.3%	+ 21.2%	7.7	+ 4.1%	+ 24.5%	173	- 29.1%	- 4.4%
\$200,001 to \$300,000	1,606	- 5.9%	+ 12.9%	7.3	+ 9.0%	+ 15.4%	253	- 19.4%	- 3.8%
\$300,001 and Above	2,906	+ 14.5%	+ 9.4%	4.5	+ 9.8%	+ 15.9%	759	- 8.8%	- 7.4%
Total	5,712	- 2.1%	+ 13.5%	5.5	+ 5.8%	+ 18.3%	1,253	- 18.2%	- 5.9%

### Showings

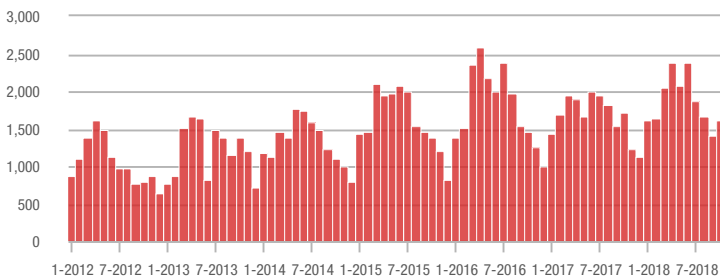
\$100,000 and Below



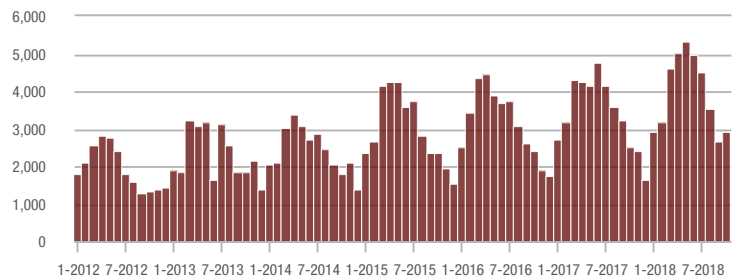
\$100,001 to \$200,000



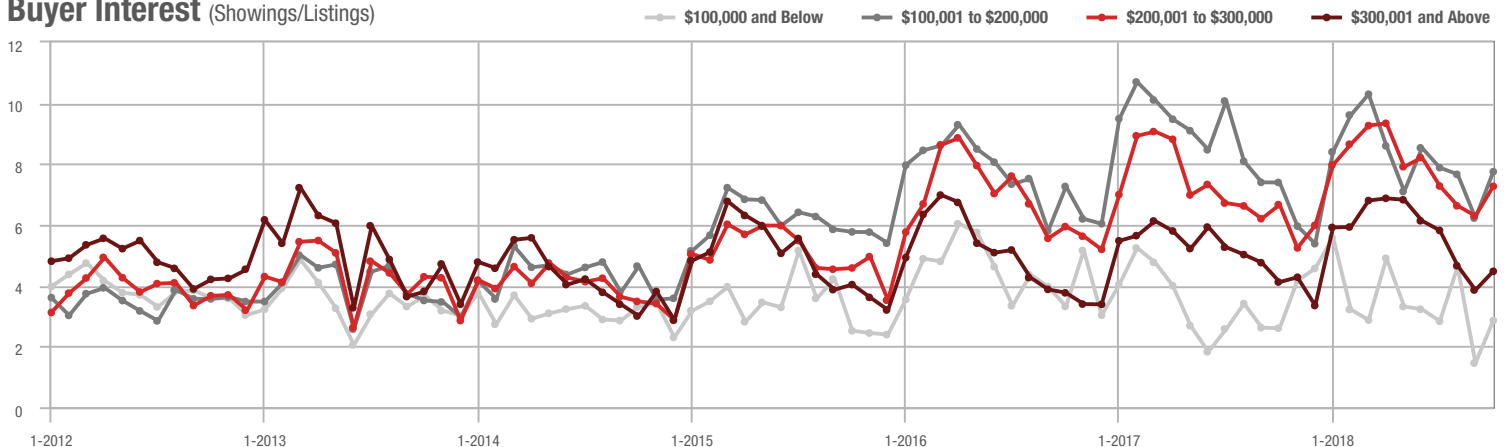
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

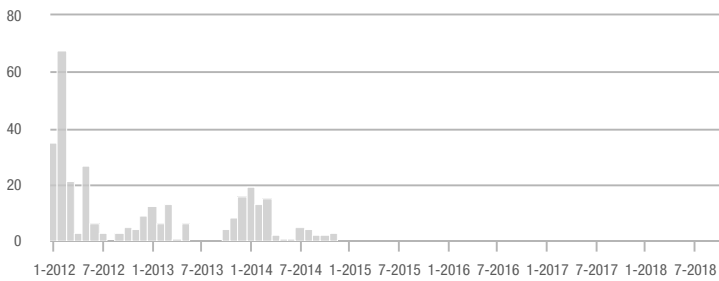


## Uptown Charlotte

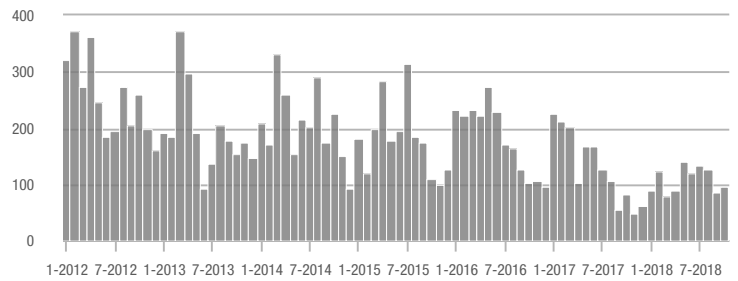
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	0	0.0%	0.0%	0.0	0.0%	0.0%	0	0.0%	0.0%
\$100,001 to \$200,000	95	+ 17.3%	+ 9.2%	5.6	- 30.9%	+ 9.2%	17	+ 70.0%	0.0%
\$200,001 to \$300,000	304	+ 15.6%	- 6.2%	9.1	+ 37.9%	+ 14.7%	34	- 15.0%	- 19.0%
\$300,001 and Above	348	+ 1.2%	+ 27.9%	6.7	+ 28.8%	+ 52.5%	54	- 20.6%	- 15.6%
Total	747	+ 8.6%	+ 9.4%	7.3	+ 23.7%	+ 27.7%	105	- 11.0%	- 14.6%

### Showings

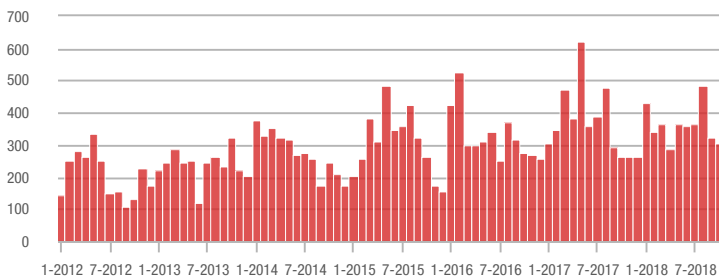
\$100,000 and Below



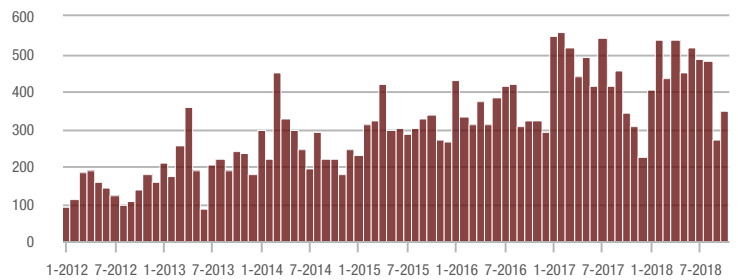
\$100,001 to \$200,000



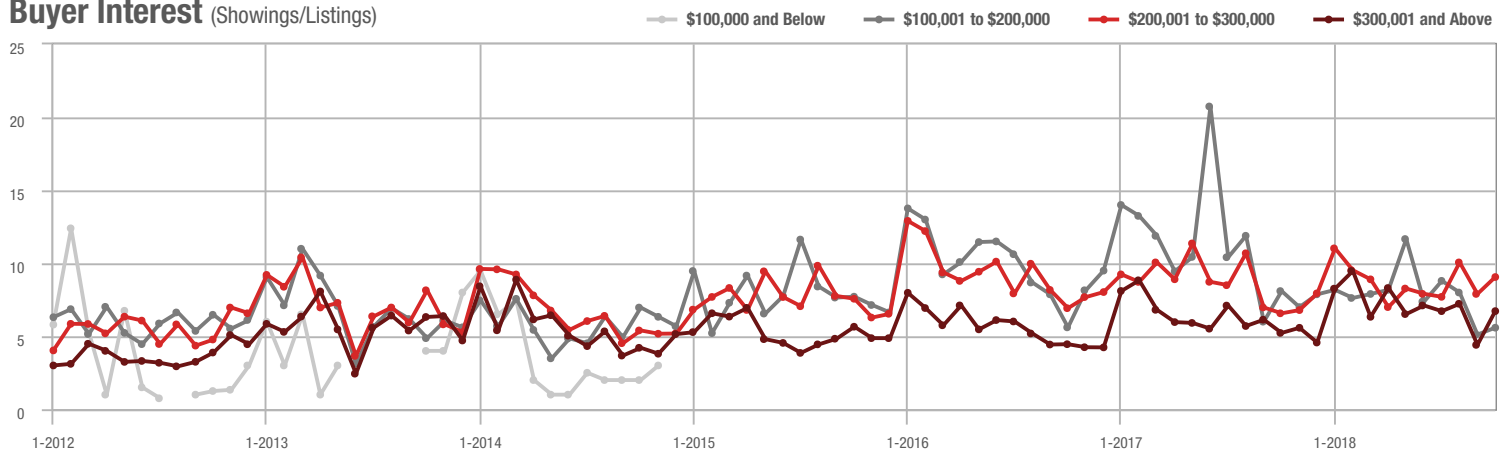
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

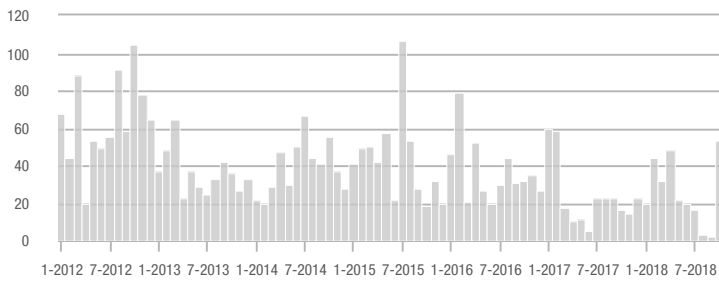


## Waxhaw, NC

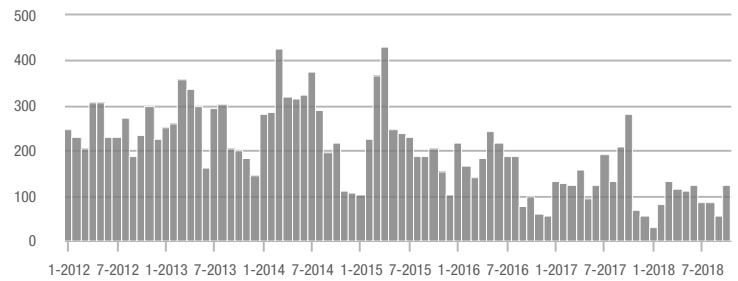
	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
Price Range	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	53	+ 231.3%	+ 2,550.0%	5.2	+ 420.0%	+ 3,540.0%	18	- 58.1%	+ 20.0%
\$100,001 to \$200,000	125	- 55.8%	+ 123.2%	7.0	- 17.6%	+ 78.2%	27	- 44.9%	+ 12.5%
\$200,001 to \$300,000	273	- 31.6%	+ 21.9%	6.9	+ 1.5%	+ 23.3%	56	- 37.1%	- 3.4%
\$300,001 and Above	1,404	+ 18.7%	+ 6.1%	4.9	+ 19.5%	+ 18.6%	333	- 13.5%	- 10.7%
Total	1,855	- 1.4%	+ 15.6%	5.2	+ 8.3%	+ 24.7%	434	- 23.3%	- 7.7%

### Showings

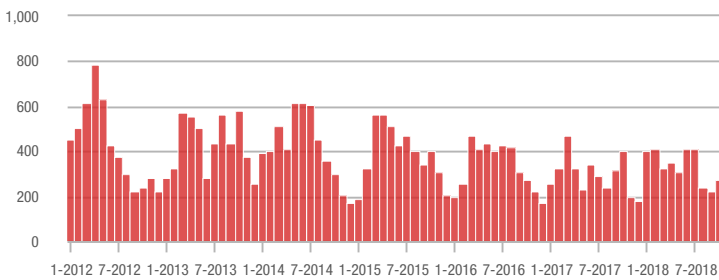
\$100,000 and Below



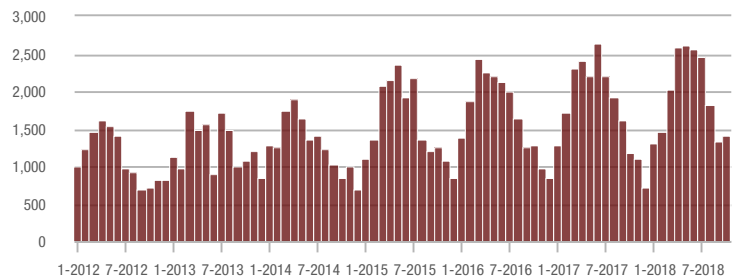
\$100,001 to \$200,000



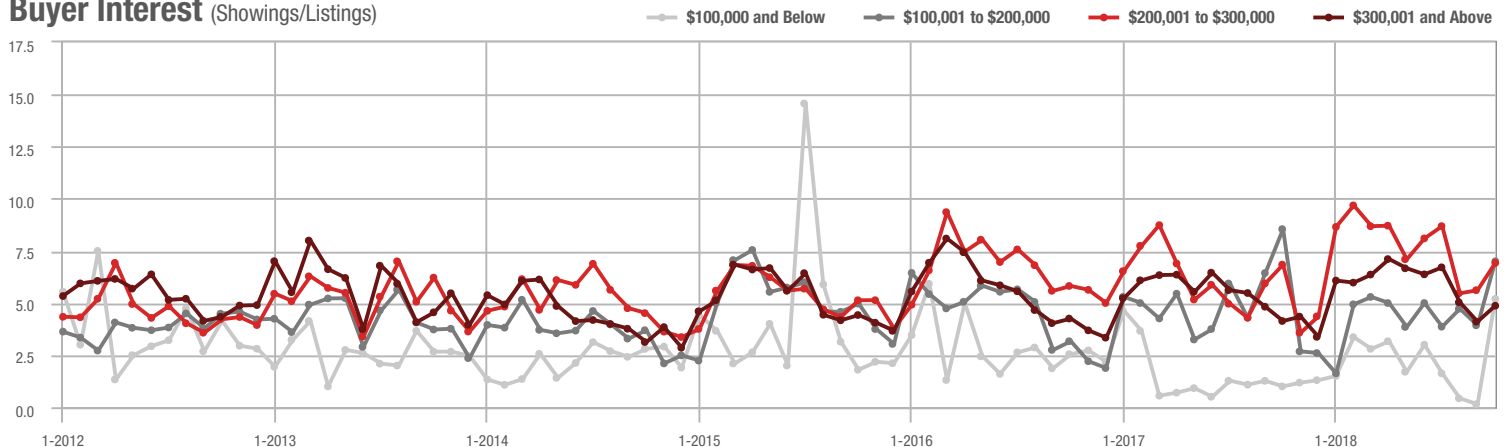
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)



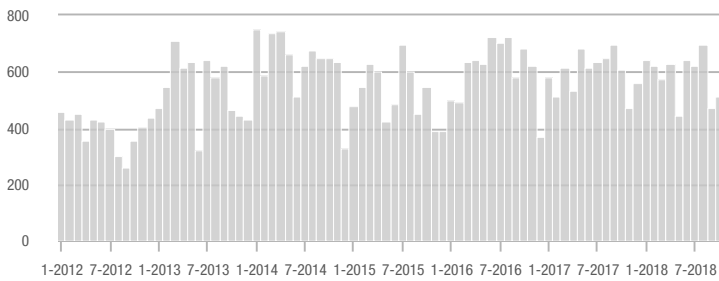


## York County, SC

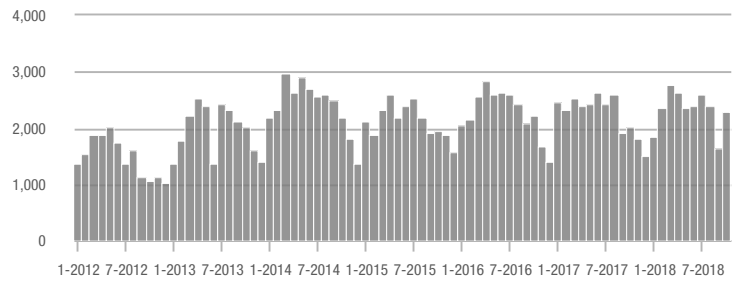
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change	October 2018	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	512	- 15.5%	+ 8.2%	4.7	+ 23.7%	+ 17.9%	165	- 41.1%	- 9.3%
\$100,001 to \$200,000	2,304	+ 13.9%	+ 40.7%	9.8	+ 11.4%	+ 27.8%	252	- 4.5%	+ 7.2%
\$200,001 to \$300,000	2,030	+ 0.1%	+ 4.2%	6.3	- 19.2%	+ 2.6%	366	+ 15.8%	- 0.8%
\$300,001 and Above	2,461	+ 19.6%	+ 7.4%	4.5	+ 7.1%	+ 7.3%	617	- 0.3%	- 4.2%
Total	7,307	+ 8.8%	+ 15.1%	6.1	+ 1.7%	+ 13.5%	1,400	- 5.3%	- 2.1%

### Showings

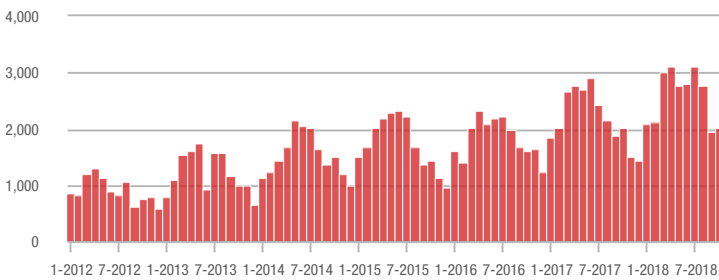
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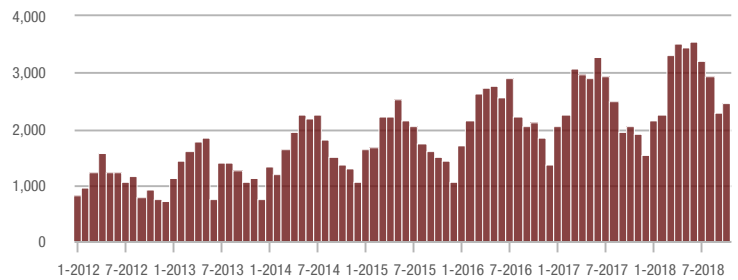
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

