

Local Market Update for April 2020

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION
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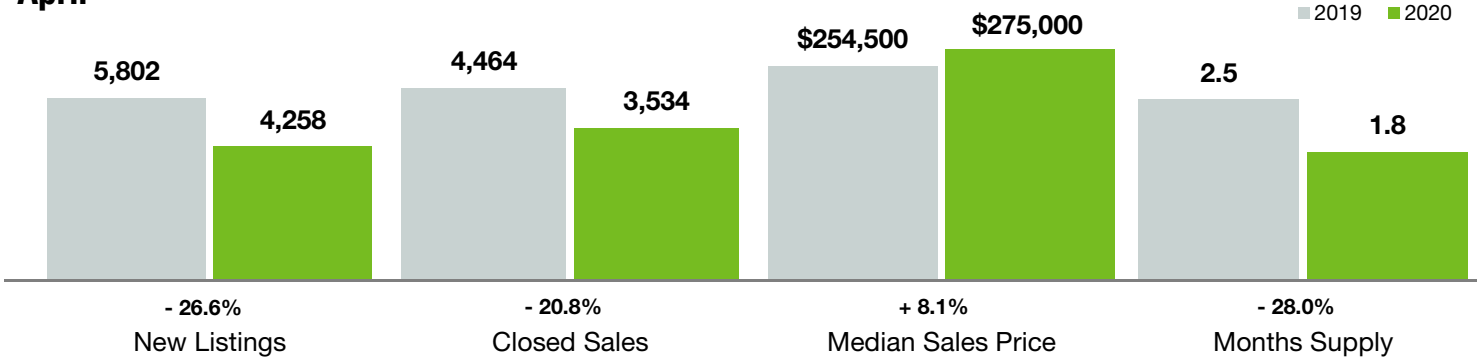
Charlotte Region

Includes Alexander, Anson, Cabarrus, Catawba, Cleveland, Gaston, Iredell, Lincoln, Mecklenburg, Rowan, Stanly and Union Counties in North Carolina and Chester, Chesterfield, Lancaster and York Counties in South Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	5,802	4,258	- 26.6%	20,795	19,467	- 6.4%
Pending Sales	4,907	4,045	- 17.6%	17,366	16,959	- 2.3%
Closed Sales	4,464	3,534	- 20.8%	14,187	14,291	+ 0.7%
Median Sales Price*	\$254,500	\$275,000	+ 8.1%	\$241,000	\$265,000	+ 10.0%
Average Sales Price*	\$303,769	\$325,403	+ 7.1%	\$288,306	\$311,818	+ 8.2%
Percent of Original List Price Received*	97.0%	97.7%	+ 0.7%	96.4%	97.0%	+ 0.6%
List to Close	96	89	- 7.3%	102	96	- 5.9%
Days on Market Until Sale	47	38	- 19.1%	50	45	- 10.0%
Cumulative Days on Market Until Sale	57	46	- 19.3%	60	54	- 10.0%
Average List Price	\$350,808	\$336,523	- 4.1%	\$345,102	\$344,422	- 0.2%
Inventory of Homes for Sale	10,061	7,556	- 24.9%	--	--	--
Months Supply of Inventory	2.5	1.8	- 28.0%	--	--	--

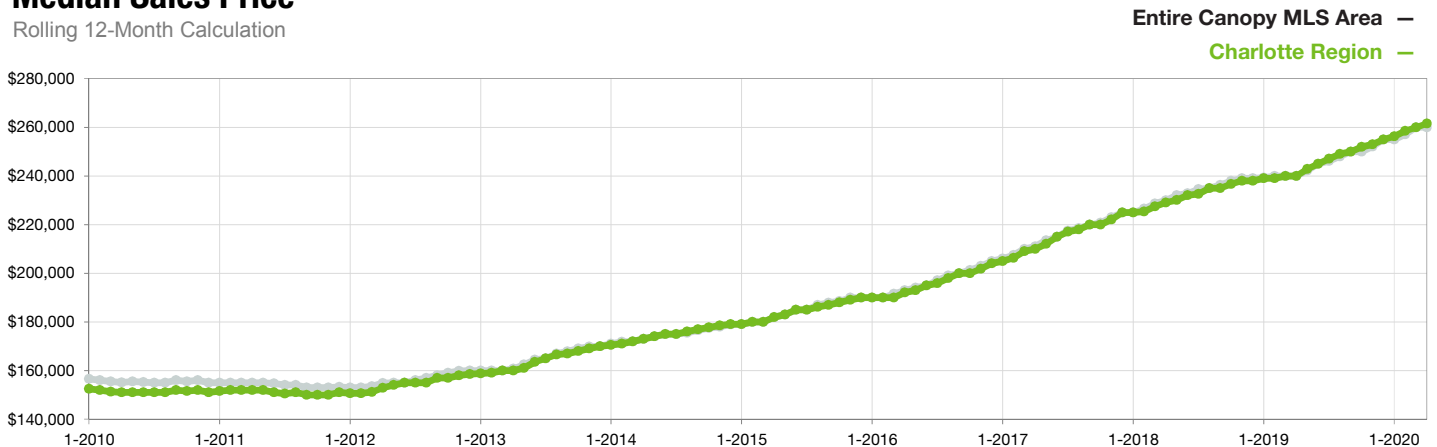
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April



Median Sales Price

Rolling 12-Month Calculation



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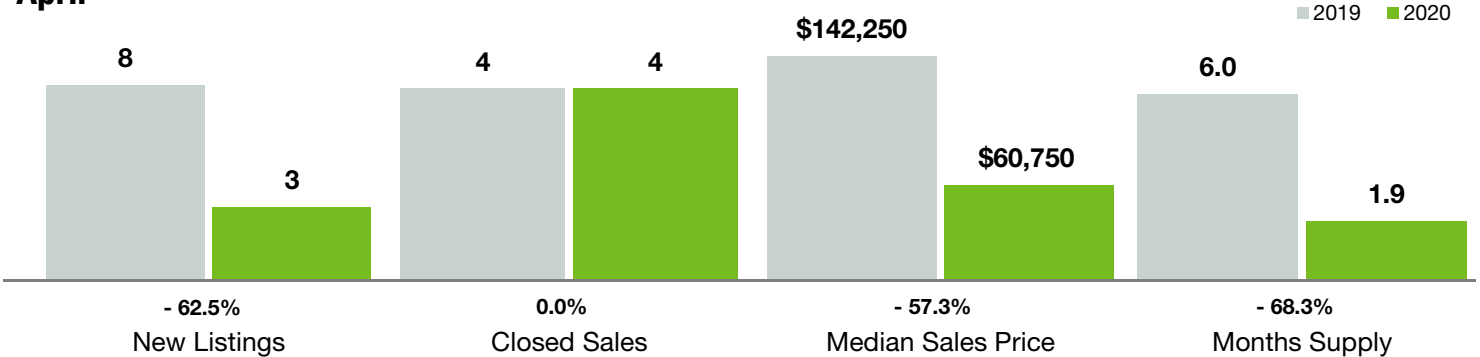
Alexander County

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	8	3	- 62.5%	23	18	- 21.7%
Pending Sales	6	4	- 33.3%	16	18	+ 12.5%
Closed Sales	4	4	0.0%	12	17	+ 41.7%
Median Sales Price*	\$142,250	\$60,750	- 57.3%	\$149,000	\$160,000	+ 7.4%
Average Sales Price*	\$143,625	\$79,125	- 44.9%	\$170,083	\$188,480	+ 10.8%
Percent of Original List Price Received*	97.1%	86.4%	- 11.0%	93.4%	92.8%	- 0.6%
List to Close	183	201	+ 9.8%	144	136	- 5.6%
Days on Market Until Sale	50	101	+ 102.0%	68	84	+ 23.5%
Cumulative Days on Market Until Sale	50	101	+ 102.0%	68	134	+ 97.1%
Average List Price	\$208,488	\$544,967	+ 161.4%	\$211,957	\$281,467	+ 32.8%
Inventory of Homes for Sale	25	10	- 60.0%	--	--	--
Months Supply of Inventory	6.0	1.9	- 68.3%	--	--	--

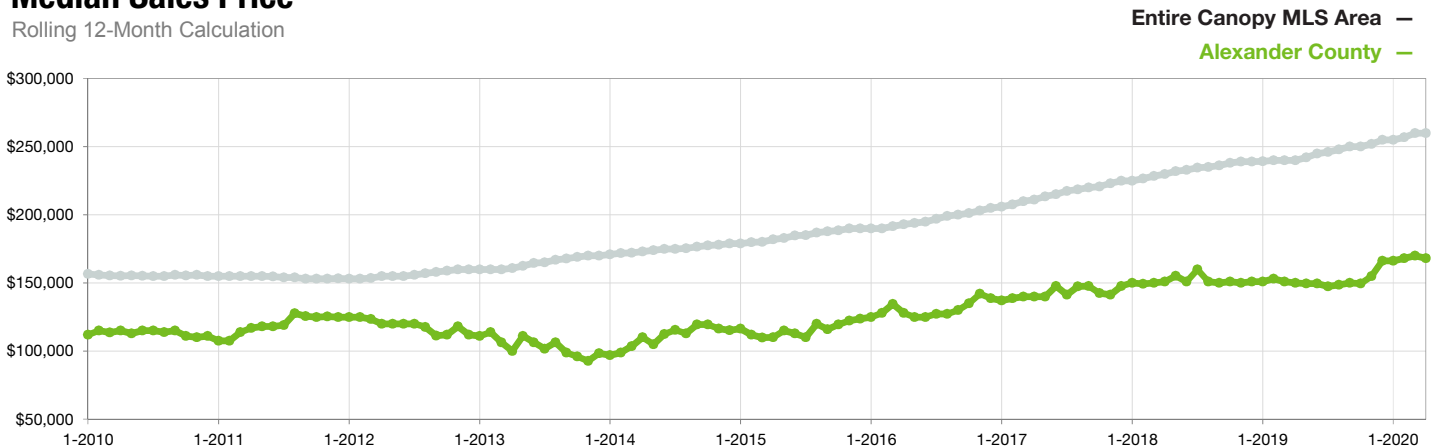
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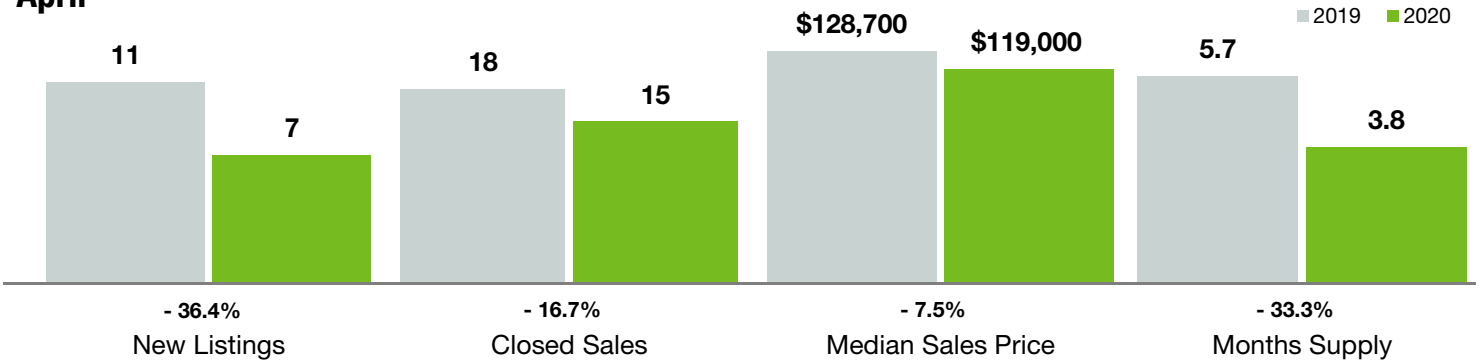
Anson County

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	11	7	- 36.4%	64	47	- 26.6%
Pending Sales	14	4	- 71.4%	56	48	- 14.3%
Closed Sales	18	15	- 16.7%	48	45	- 6.3%
Median Sales Price*	\$128,700	\$119,000	- 7.5%	\$115,750	\$122,000	+ 5.4%
Average Sales Price*	\$127,656	\$109,153	- 14.5%	\$132,175	\$123,592	- 6.5%
Percent of Original List Price Received*	96.8%	87.8%	- 9.3%	92.5%	89.9%	- 2.8%
List to Close	178	192	+ 7.9%	155	192	+ 23.9%
Days on Market Until Sale	124	144	+ 16.1%	108	136	+ 25.9%
Cumulative Days on Market Until Sale	136	144	+ 5.9%	128	142	+ 10.9%
Average List Price	\$147,873	\$142,457	- 3.7%	\$161,430	\$160,630	- 0.5%
Inventory of Homes for Sale	60	43	- 28.3%	--	--	--
Months Supply of Inventory	5.7	3.8	- 33.3%	--	--	--

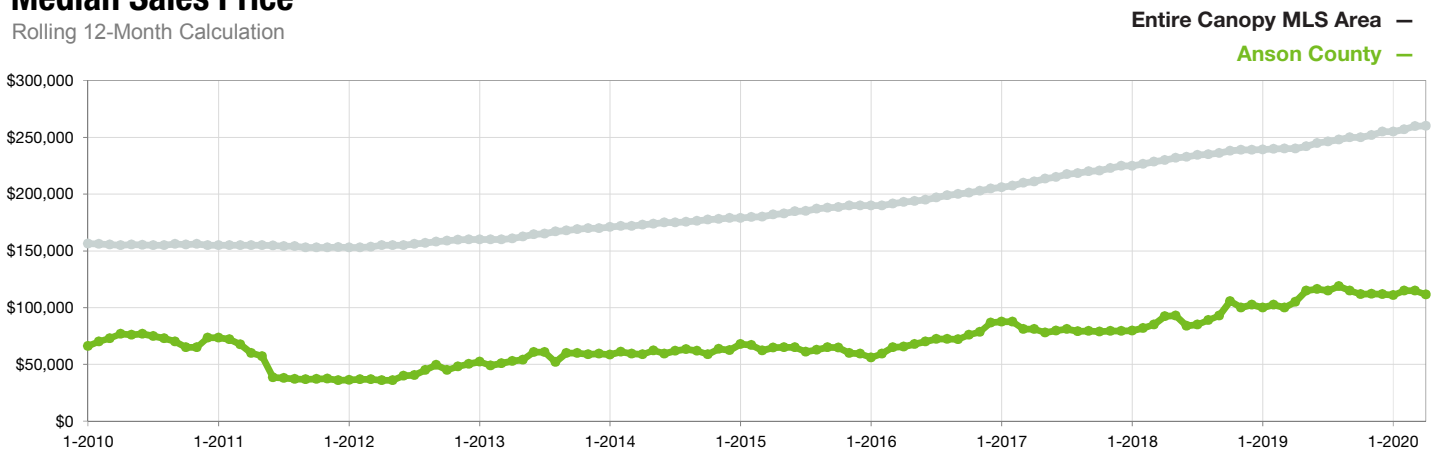
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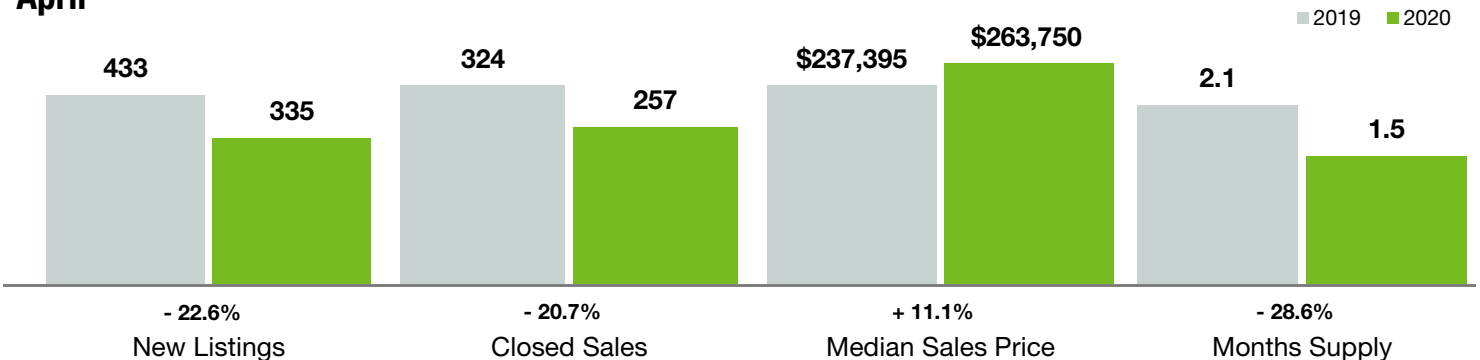
Cabarrus County

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	433	335	- 22.6%	1,579	1,452	- 8.0%
Pending Sales	346	304	- 12.1%	1,364	1,247	- 8.6%
Closed Sales	324	257	- 20.7%	1,157	1,095	- 5.4%
Median Sales Price*	\$237,395	\$263,750	+ 11.1%	\$234,995	\$258,245	+ 9.9%
Average Sales Price*	\$262,161	\$276,926	+ 5.6%	\$258,119	\$274,833	+ 6.5%
Percent of Original List Price Received*	97.4%	97.4%	0.0%	96.5%	97.1%	+ 0.6%
List to Close	90	83	- 7.8%	100	93	- 7.0%
Days on Market Until Sale	46	36	- 21.7%	48	42	- 12.5%
Cumulative Days on Market Until Sale	56	45	- 19.6%	58	55	- 5.2%
Average List Price	\$280,951	\$289,884	+ 3.2%	\$276,003	\$296,432	+ 7.4%
Inventory of Homes for Sale	673	488	- 27.5%	--	--	--
Months Supply of Inventory	2.1	1.5	- 28.6%	--	--	--

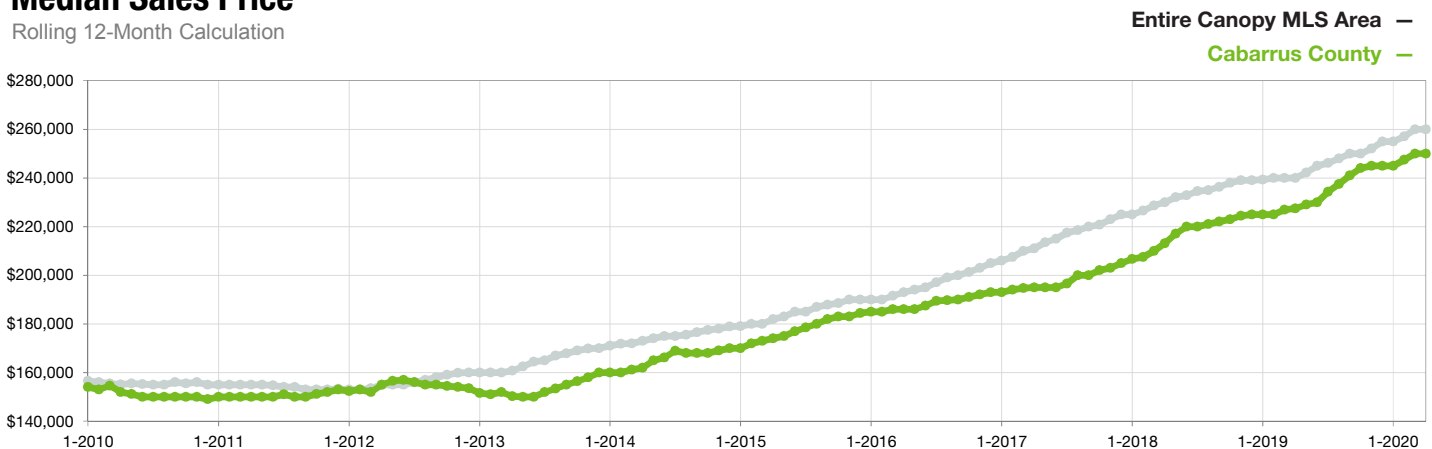
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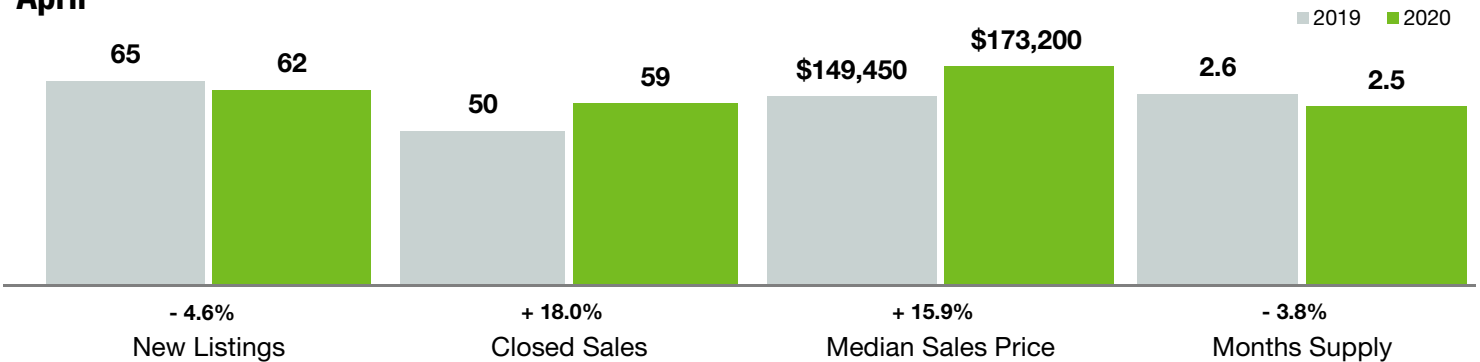
Cleveland County

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	65	62	- 4.6%	229	319	+ 39.3%
Pending Sales	66	68	+ 3.0%	214	268	+ 25.2%
Closed Sales	50	59	+ 18.0%	175	205	+ 17.1%
Median Sales Price*	\$149,450	\$173,200	+ 15.9%	\$138,000	\$150,000	+ 8.7%
Average Sales Price*	\$171,165	\$193,057	+ 12.8%	\$159,248	\$174,531	+ 9.6%
Percent of Original List Price Received*	95.0%	96.9%	+ 2.0%	94.5%	94.7%	+ 0.2%
List to Close	117	81	- 30.8%	130	92	- 29.2%
Days on Market Until Sale	52	34	- 34.6%	66	46	- 30.3%
Cumulative Days on Market Until Sale	70	41	- 41.4%	73	51	- 30.1%
Average List Price	\$191,885	\$194,264	+ 1.2%	\$180,512	\$187,194	+ 3.7%
Inventory of Homes for Sale	130	132	+ 1.5%	--	--	--
Months Supply of Inventory	2.6	2.5	- 3.8%	--	--	--

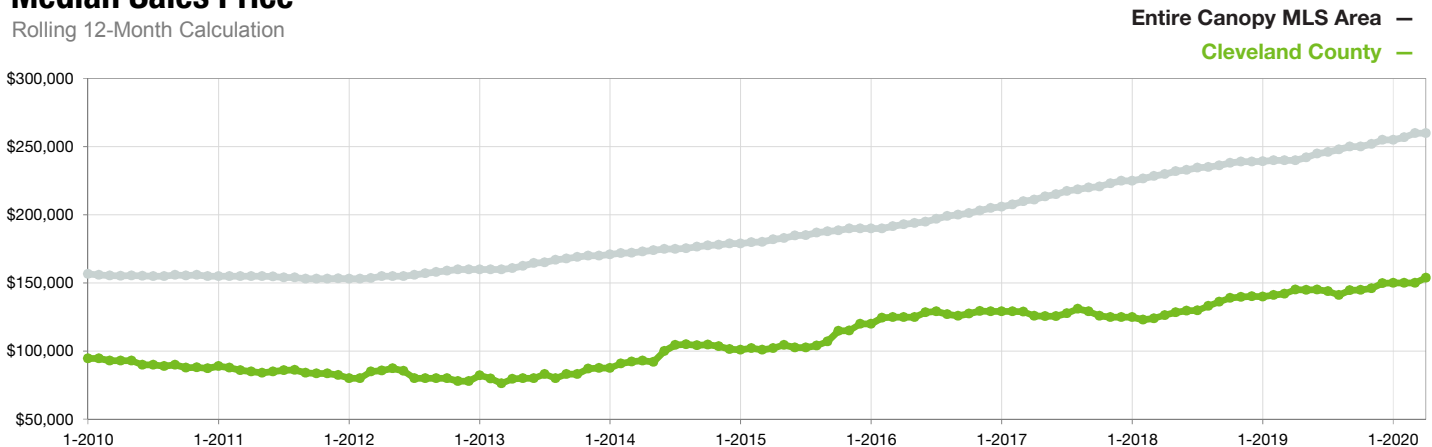
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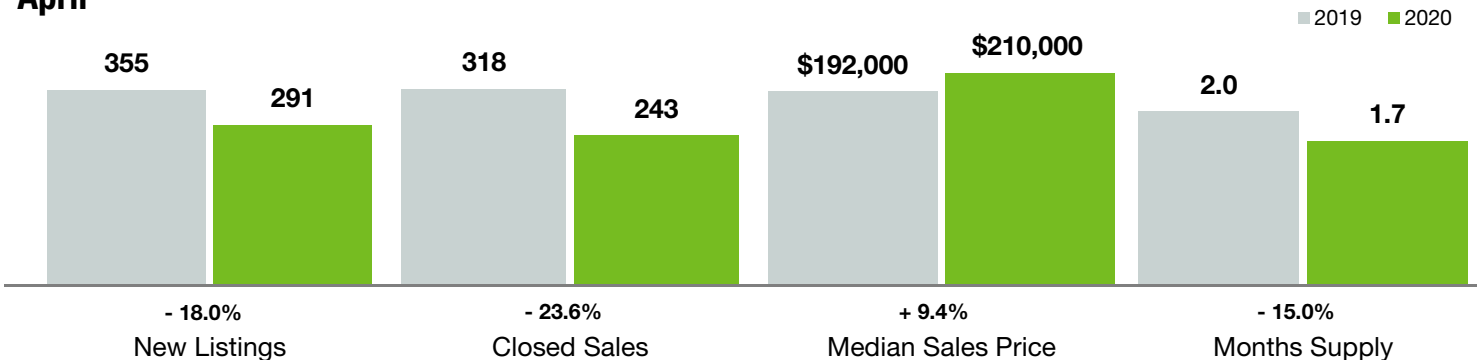
Gaston County

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	355	291	- 18.0%	1,331	1,368	+ 2.8%
Pending Sales	323	309	- 4.3%	1,204	1,239	+ 2.9%
Closed Sales	318	243	- 23.6%	1,017	1,085	+ 6.7%
Median Sales Price*	\$192,000	\$210,000	+ 9.4%	\$184,450	\$209,000	+ 13.3%
Average Sales Price*	\$207,312	\$235,273	+ 13.5%	\$204,806	\$236,867	+ 15.7%
Percent of Original List Price Received*	97.5%	97.7%	+ 0.2%	96.4%	96.8%	+ 0.4%
List to Close	86	94	+ 9.3%	95	99	+ 4.2%
Days on Market Until Sale	40	40	0.0%	46	43	- 6.5%
Cumulative Days on Market Until Sale	47	45	- 4.3%	54	49	- 9.3%
Average List Price	\$228,806	\$234,072	+ 2.3%	\$221,354	\$232,020	+ 4.8%
Inventory of Homes for Sale	566	510	- 9.9%	--	--	--
Months Supply of Inventory	2.0	1.7	- 15.0%	--	--	--

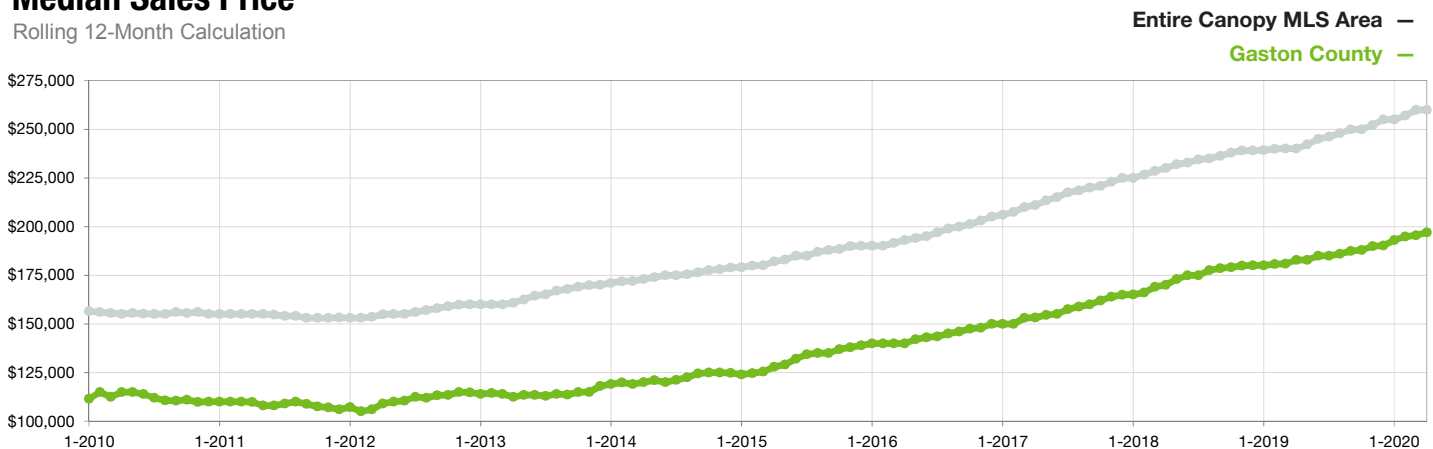
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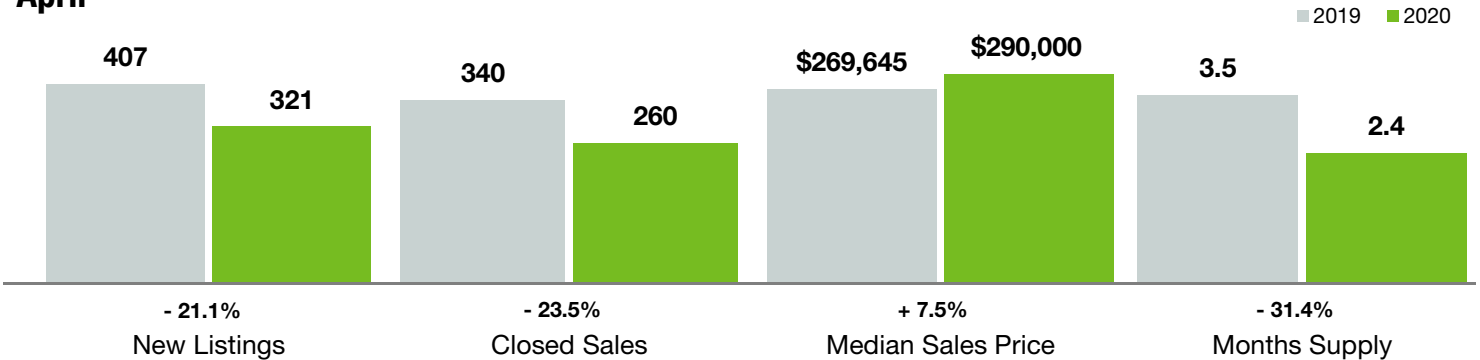
Iredell County

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	407	321	- 21.1%	1,503	1,389	- 7.6%
Pending Sales	365	290	- 20.5%	1,224	1,154	- 5.7%
Closed Sales	340	260	- 23.5%	975	990	+ 1.5%
Median Sales Price*	\$269,645	\$290,000	+ 7.5%	\$255,500	\$275,000	+ 7.6%
Average Sales Price*	\$352,372	\$328,779	- 6.7%	\$317,758	\$329,317	+ 3.6%
Percent of Original List Price Received*	96.0%	97.3%	+ 1.4%	95.2%	96.6%	+ 1.5%
List to Close	121	95	- 21.5%	115	106	- 7.8%
Days on Market Until Sale	67	45	- 32.8%	63	56	- 11.1%
Cumulative Days on Market Until Sale	84	49	- 41.7%	78	66	- 15.4%
Average List Price	\$387,335	\$382,879	- 1.2%	\$384,149	\$387,391	+ 0.8%
Inventory of Homes for Sale	965	703	- 27.2%	--	--	--
Months Supply of Inventory	3.5	2.4	- 31.4%	--	--	--

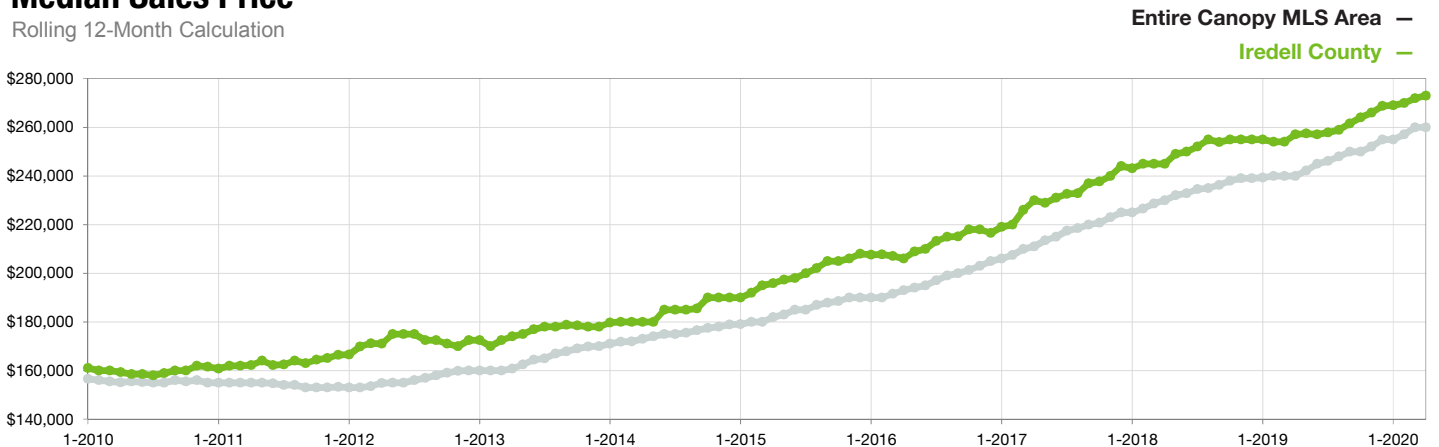
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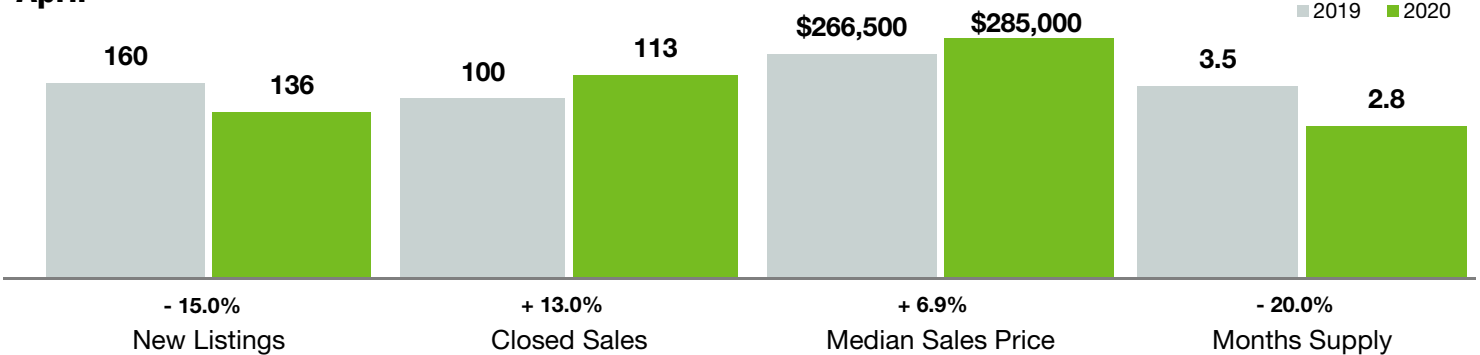
Lincoln County

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	160	136	- 15.0%	581	573	- 1.4%
Pending Sales	128	132	+ 3.1%	425	476	+ 12.0%
Closed Sales	100	113	+ 13.0%	352	380	+ 8.0%
Median Sales Price*	\$266,500	\$285,000	+ 6.9%	\$270,450	\$302,500	+ 11.9%
Average Sales Price*	\$288,372	\$327,713	+ 13.6%	\$283,205	\$335,114	+ 18.3%
Percent of Original List Price Received*	97.8%	97.1%	- 0.7%	95.5%	96.2%	+ 0.7%
List to Close	107	106	- 0.9%	122	115	- 5.7%
Days on Market Until Sale	59	57	- 3.4%	67	67	0.0%
Cumulative Days on Market Until Sale	77	66	- 14.3%	80	80	0.0%
Average List Price	\$376,985	\$379,675	+ 0.7%	\$356,130	\$364,569	+ 2.4%
Inventory of Homes for Sale	393	313	- 20.4%	--	--	--
Months Supply of Inventory	3.5	2.8	- 20.0%	--	--	--

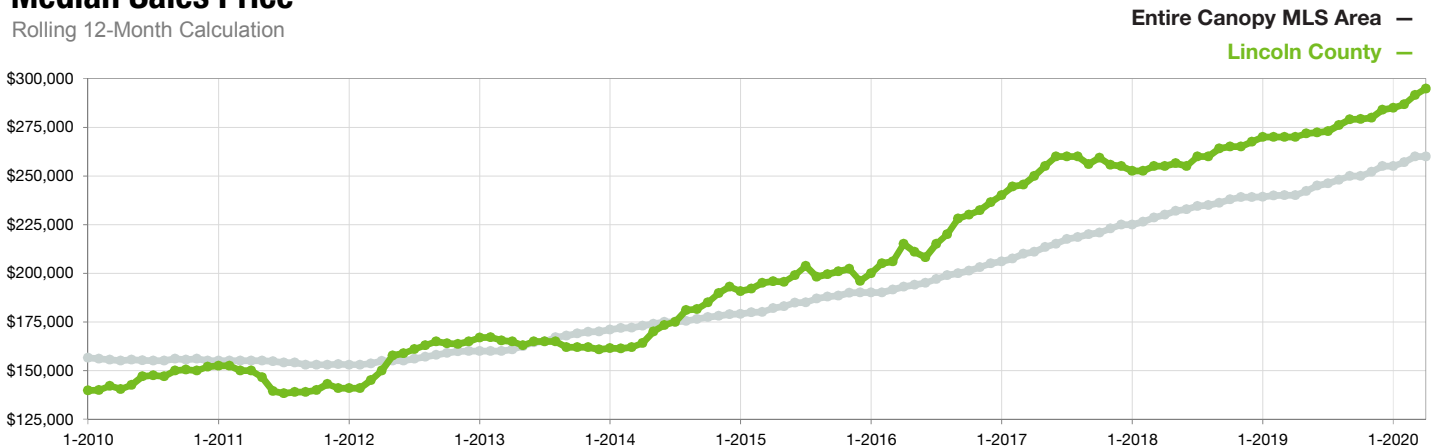
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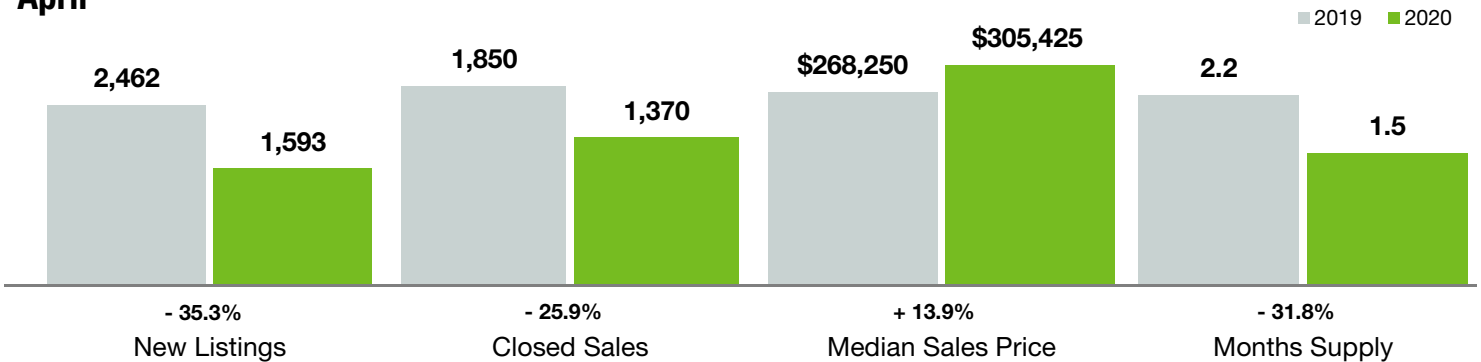
Mecklenburg County

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	2,462	1,593	- 35.3%	8,575	7,616	- 11.2%
Pending Sales	2,041	1,399	- 31.5%	7,165	6,625	- 7.5%
Closed Sales	1,850	1,370	- 25.9%	5,793	5,837	+ 0.8%
Median Sales Price*	\$268,250	\$305,425	+ 13.9%	\$257,500	\$284,500	+ 10.5%
Average Sales Price*	\$340,645	\$379,451	+ 11.4%	\$325,323	\$353,847	+ 8.8%
Percent of Original List Price Received*	97.3%	98.5%	+ 1.2%	96.9%	97.6%	+ 0.7%
List to Close	86	86	0.0%	94	91	- 3.2%
Days on Market Until Sale	38	32	- 15.8%	44	39	- 11.4%
Cumulative Days on Market Until Sale	45	39	- 13.3%	52	47	- 9.6%
Average List Price	\$393,303	\$370,442	- 5.8%	\$397,615	\$393,412	- 1.1%
Inventory of Homes for Sale	3,599	2,640	- 26.6%	--	--	--
Months Supply of Inventory	2.2	1.5	- 31.8%	--	--	--

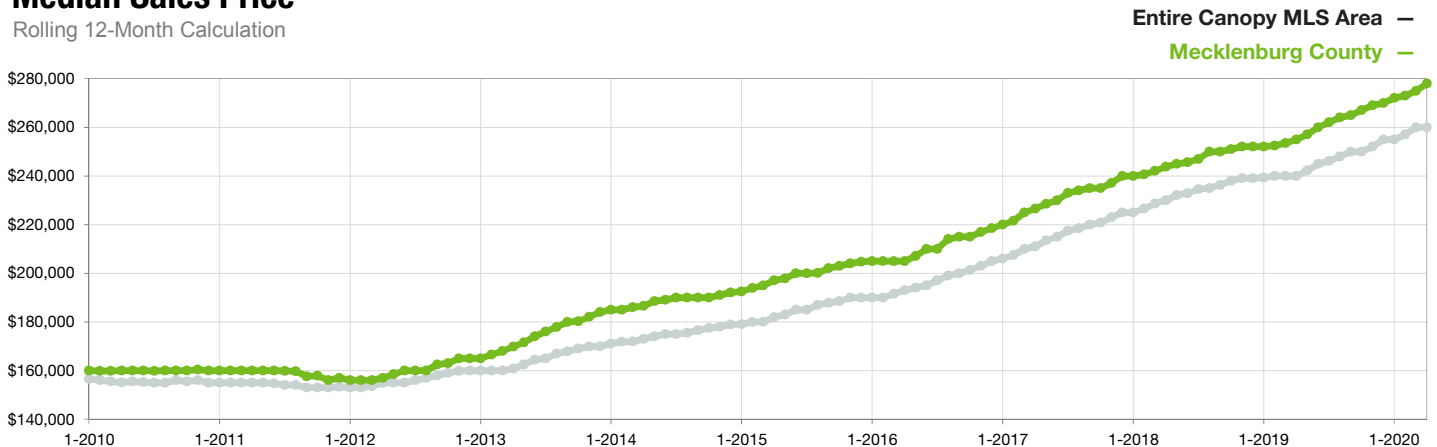
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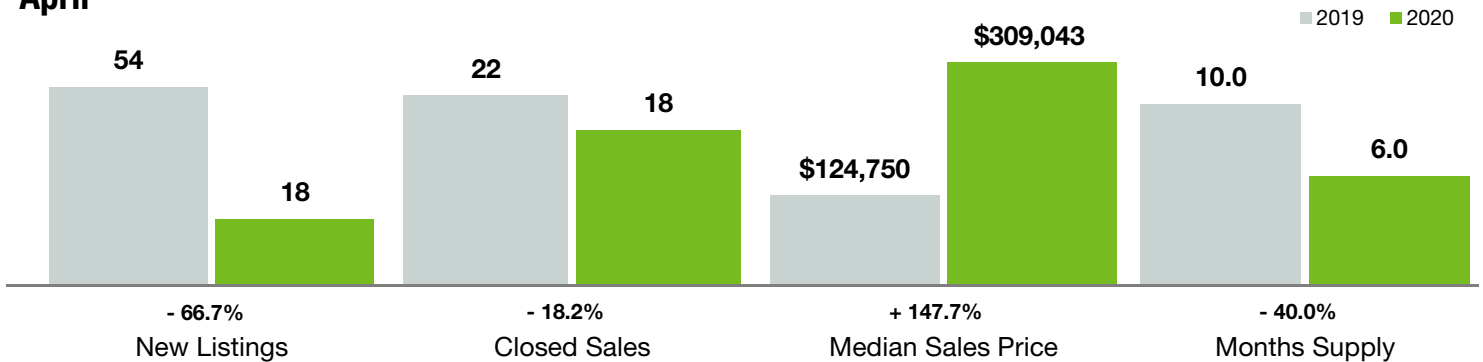
Montgomery County

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	54	18	- 66.7%	163	113	- 30.7%
Pending Sales	30	25	- 16.7%	77	81	+ 5.2%
Closed Sales	22	18	- 18.2%	61	65	+ 6.6%
Median Sales Price*	\$124,750	\$309,043	+ 147.7%	\$126,250	\$175,000	+ 38.6%
Average Sales Price*	\$138,512	\$287,305	+ 107.4%	\$198,618	\$256,583	+ 29.2%
Percent of Original List Price Received*	90.9%	92.6%	+ 1.9%	89.8%	90.3%	+ 0.6%
List to Close	146	206	+ 41.1%	149	178	+ 19.5%
Days on Market Until Sale	106	153	+ 44.3%	109	129	+ 18.3%
Cumulative Days on Market Until Sale	106	178	+ 67.9%	118	152	+ 28.8%
Average List Price	\$430,226	\$456,808	+ 6.2%	\$337,840	\$315,249	- 6.7%
Inventory of Homes for Sale	195	151	- 22.6%	--	--	--
Months Supply of Inventory	10.0	6.0	- 40.0%	--	--	--

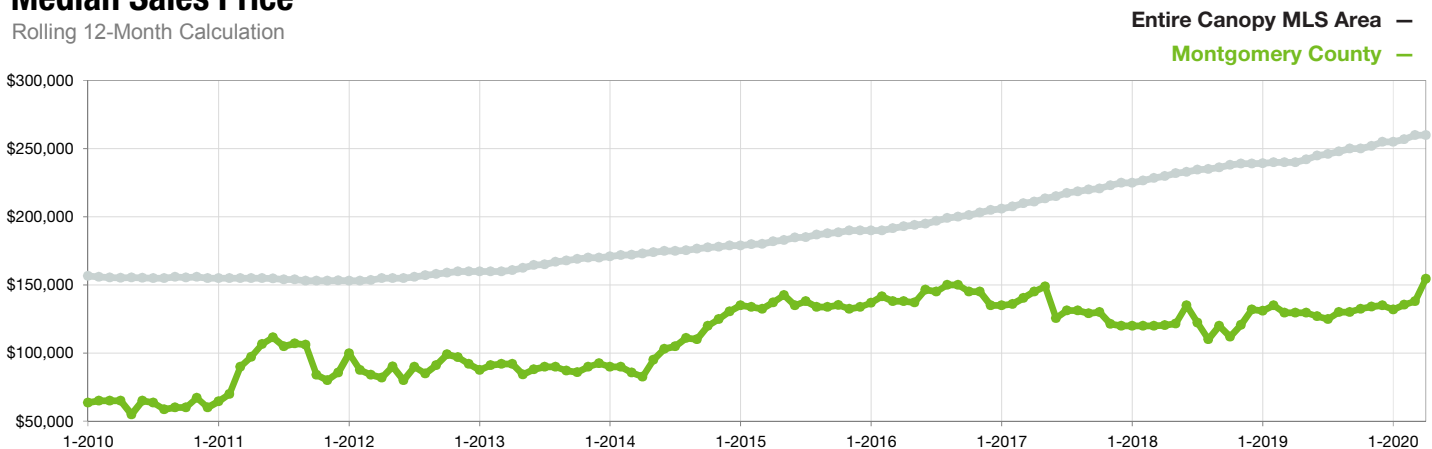
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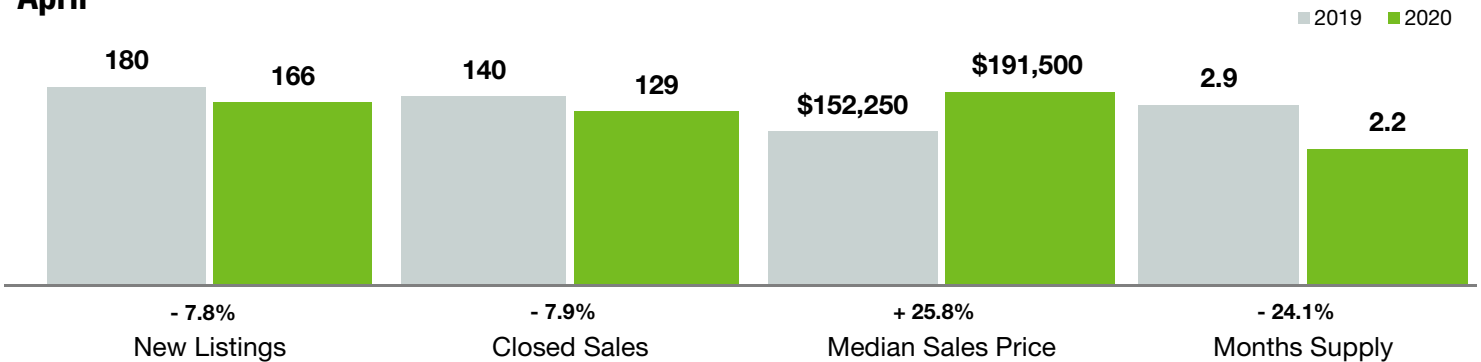
Rowan County

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	180	166	- 7.8%	700	743	+ 6.1%
Pending Sales	154	157	+ 1.9%	561	625	+ 11.4%
Closed Sales	140	129	- 7.9%	482	457	- 5.2%
Median Sales Price*	\$152,250	\$191,500	+ 25.8%	\$156,500	\$180,000	+ 15.0%
Average Sales Price*	\$166,685	\$208,320	+ 25.0%	\$165,589	\$198,361	+ 19.8%
Percent of Original List Price Received*	96.6%	97.4%	+ 0.8%	95.1%	95.5%	+ 0.4%
List to Close	100	88	- 12.0%	102	97	- 4.9%
Days on Market Until Sale	52	37	- 28.8%	54	49	- 9.3%
Cumulative Days on Market Until Sale	62	49	- 21.0%	61	54	- 11.5%
Average List Price	\$198,719	\$202,216	+ 1.8%	\$194,262	\$211,701	+ 9.0%
Inventory of Homes for Sale	394	317	- 19.5%	--	--	--
Months Supply of Inventory	2.9	2.2	- 24.1%	--	--	--

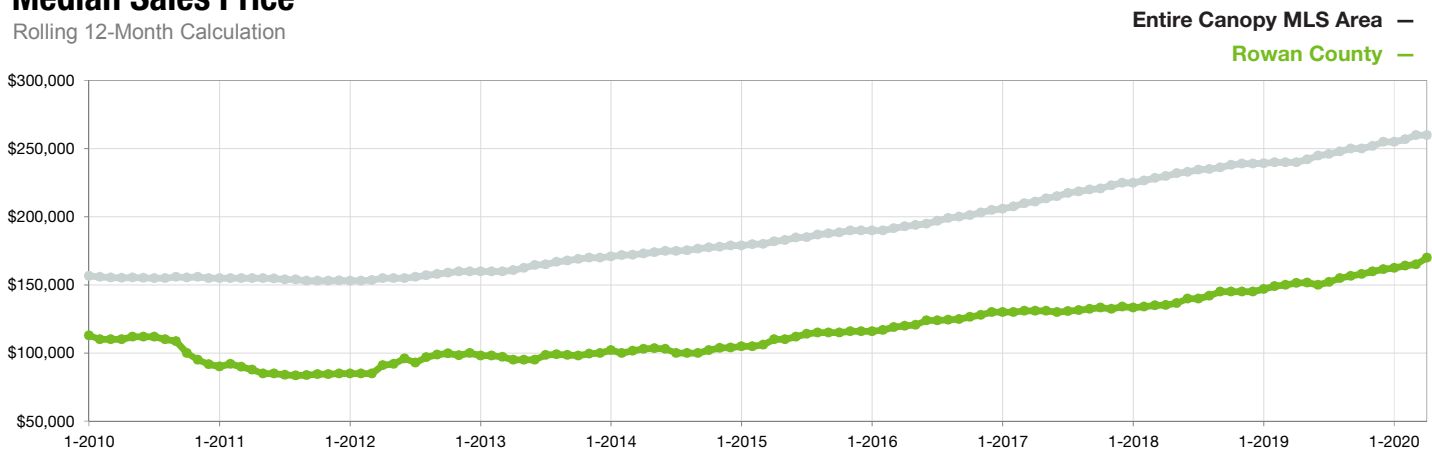
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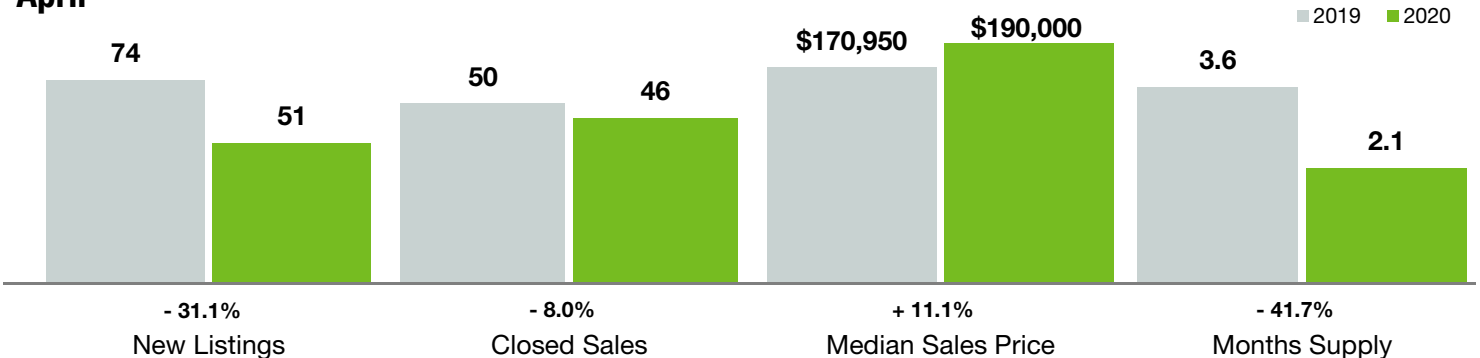
Stanly County

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	74	51	- 31.1%	287	264	- 8.0%
Pending Sales	63	70	+ 11.1%	223	245	+ 9.9%
Closed Sales	50	46	- 8.0%	186	210	+ 12.9%
Median Sales Price*	\$170,950	\$190,000	+ 11.1%	\$165,995	\$176,990	+ 6.6%
Average Sales Price*	\$188,770	\$204,047	+ 8.1%	\$183,682	\$191,631	+ 4.3%
Percent of Original List Price Received*	94.7%	96.6%	+ 2.0%	93.9%	95.2%	+ 1.4%
List to Close	90	87	- 3.3%	118	114	- 3.4%
Days on Market Until Sale	47	37	- 21.3%	62	57	- 8.1%
Cumulative Days on Market Until Sale	51	58	+ 13.7%	66	70	+ 6.1%
Average List Price	\$251,787	\$243,035	- 3.5%	\$234,455	\$219,967	- 6.2%
Inventory of Homes for Sale	199	132	- 33.7%	--	--	--
Months Supply of Inventory	3.6	2.1	- 41.7%	--	--	--

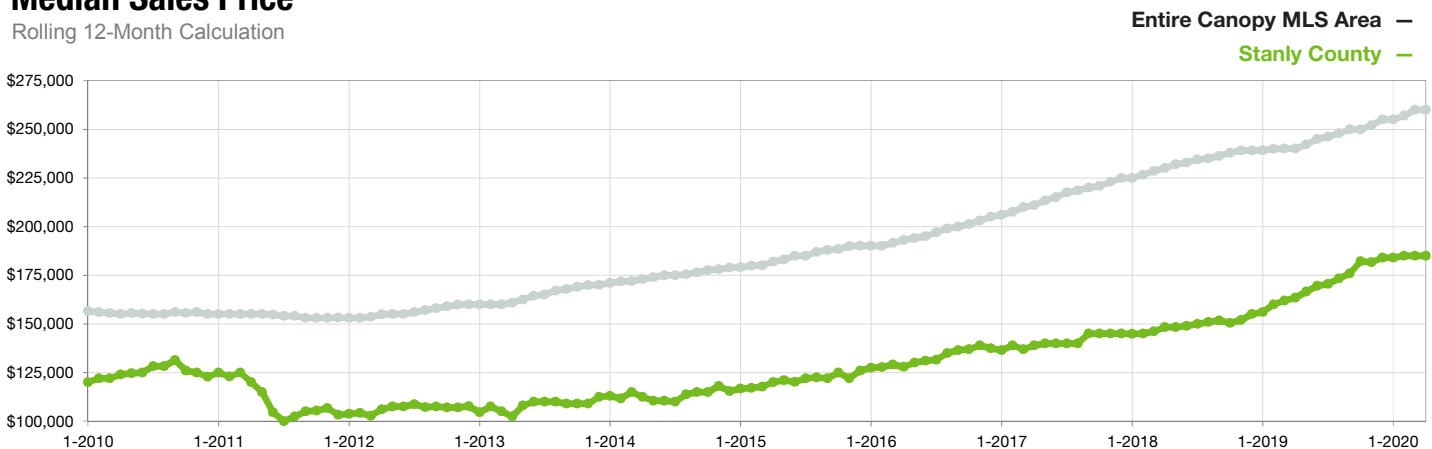
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April



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for April 2020

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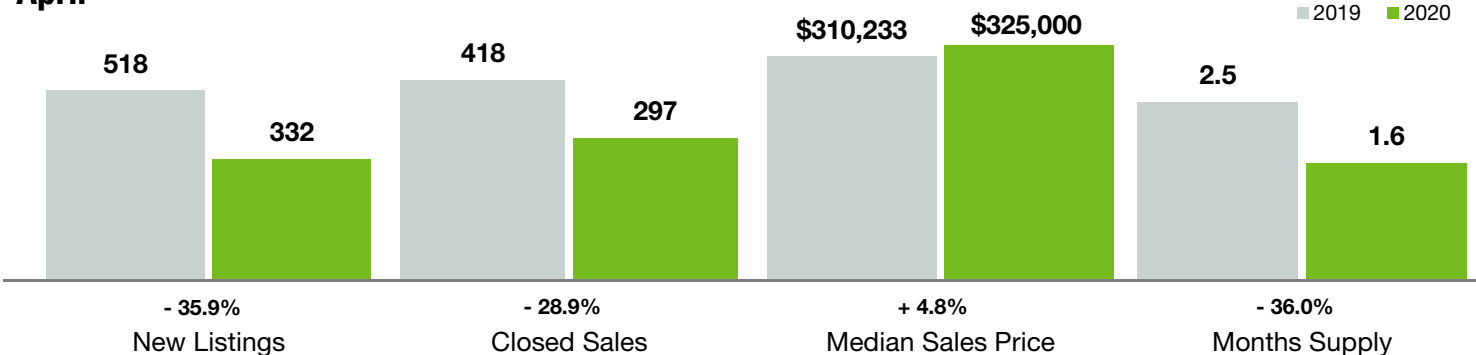
Union County

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	518	332	- 35.9%	1,823	1,697	- 6.9%
Pending Sales	436	340	- 22.0%	1,515	1,479	- 2.4%
Closed Sales	418	297	- 28.9%	1,219	1,184	- 2.9%
Median Sales Price*	\$310,233	\$325,000	+ 4.8%	\$297,000	\$311,000	+ 4.7%
Average Sales Price*	\$365,935	\$384,252	+ 5.0%	\$341,566	\$356,188	+ 4.3%
Percent of Original List Price Received*	96.9%	97.8%	+ 0.9%	96.7%	97.3%	+ 0.6%
List to Close	110	84	- 23.6%	107	96	- 10.3%
Days on Market Until Sale	60	38	- 36.7%	57	48	- 15.8%
Cumulative Days on Market Until Sale	71	51	- 28.2%	70	57	- 18.6%
Average List Price	\$425,786	\$418,386	- 1.7%	\$409,852	\$417,524	+ 1.9%
Inventory of Homes for Sale	868	609	- 29.8%	--	--	--
Months Supply of Inventory	2.5	1.6	- 36.0%	--	--	--

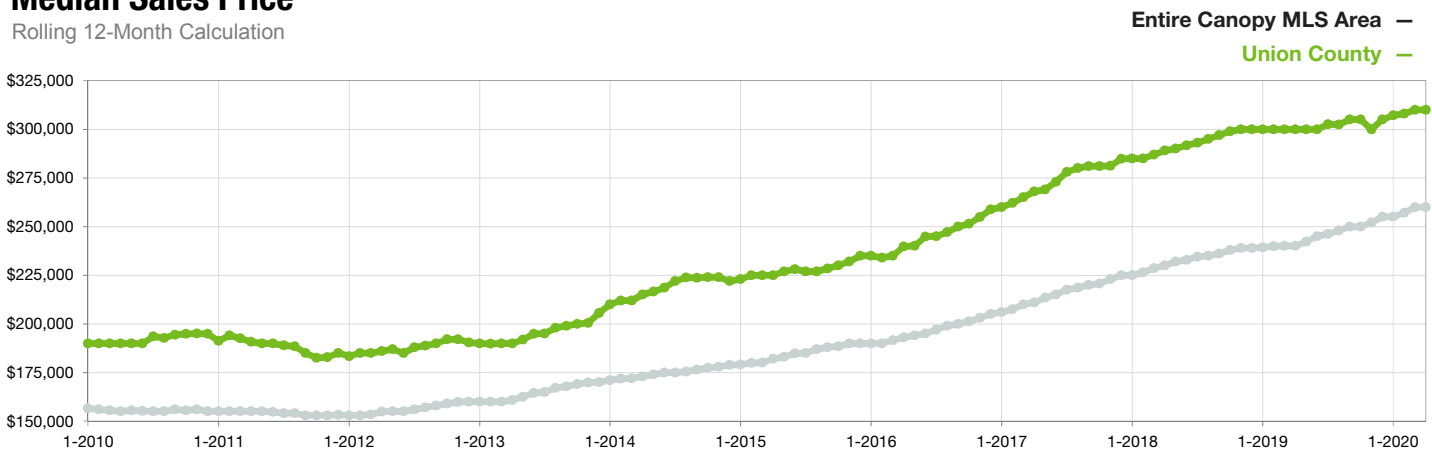
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April



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for April 2020

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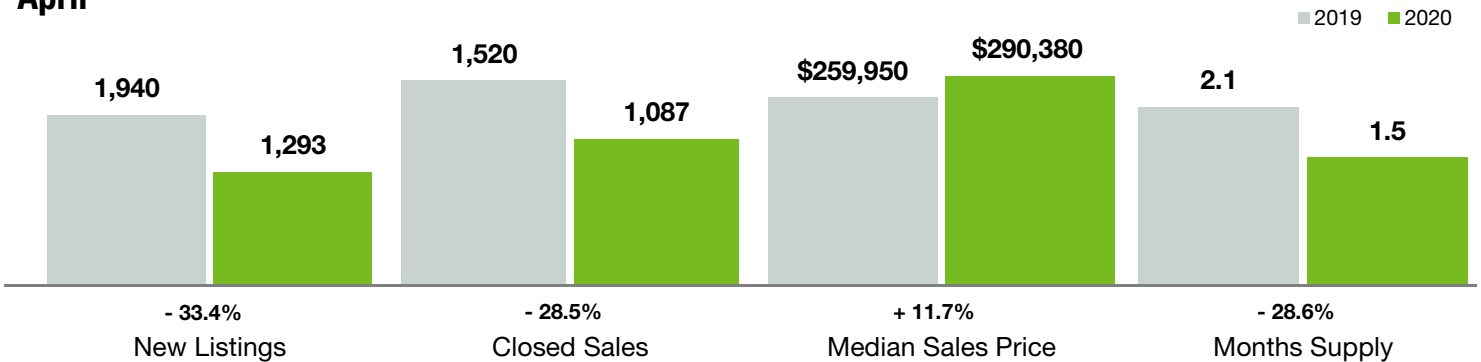
City of Charlotte

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	1,940	1,293	- 33.4%	6,784	6,183	- 8.9%
Pending Sales	1,611	1,136	- 29.5%	5,789	5,367	- 7.3%
Closed Sales	1,520	1,087	- 28.5%	4,740	4,664	- 1.6%
Median Sales Price*	\$259,950	\$290,380	+ 11.7%	\$245,000	\$270,000	+ 10.2%
Average Sales Price*	\$333,436	\$375,210	+ 12.5%	\$317,029	\$344,129	+ 8.5%
Percent of Original List Price Received*	97.5%	98.6%	+ 1.1%	97.0%	97.8%	+ 0.8%
List to Close	85	85	0.0%	92	88	- 4.3%
Days on Market Until Sale	36	29	- 19.4%	42	36	- 14.3%
Cumulative Days on Market Until Sale	43	35	- 18.6%	49	44	- 10.2%
Average List Price	\$383,702	\$364,491	- 5.0%	\$391,693	\$388,172	- 0.9%
Inventory of Homes for Sale	2,691	2,027	- 24.7%	--	--	--
Months Supply of Inventory	2.1	1.5	- 28.6%	--	--	--

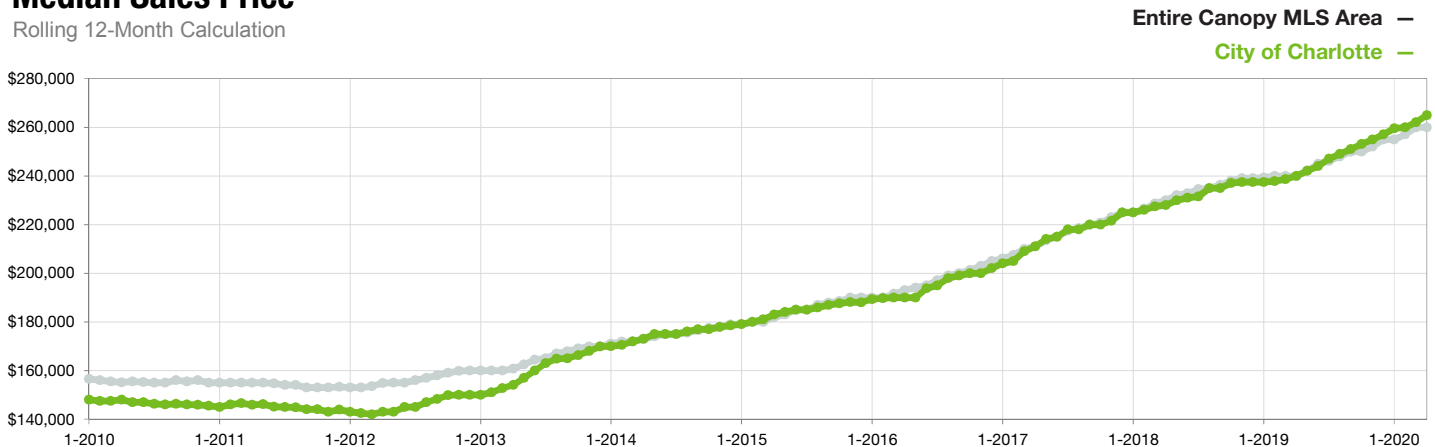
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April



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for April 2020

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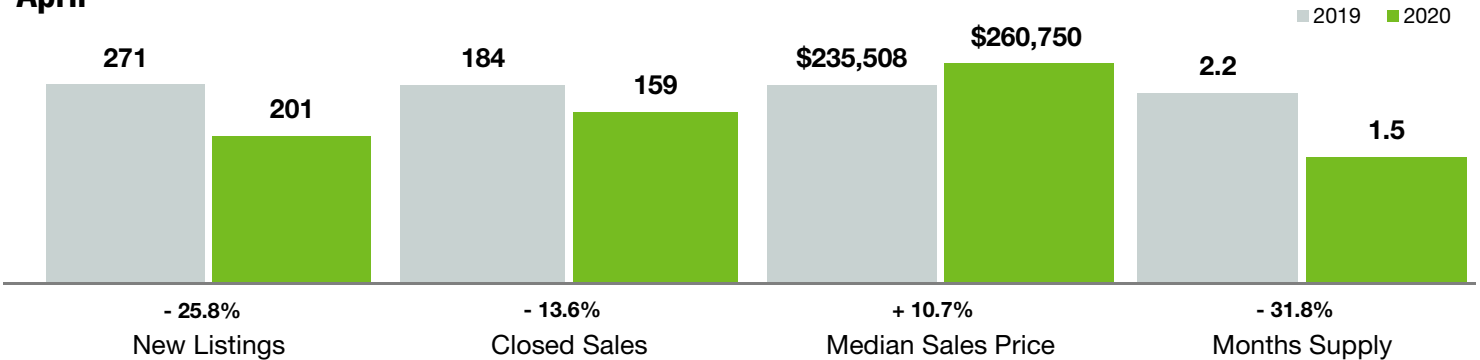
Concord

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	271	201	- 25.8%	947	886	- 6.4%
Pending Sales	184	180	- 2.2%	787	773	- 1.8%
Closed Sales	184	159	- 13.6%	658	676	+ 2.7%
Median Sales Price*	\$235,508	\$260,750	+ 10.7%	\$230,000	\$259,500	+ 12.8%
Average Sales Price*	\$258,691	\$279,414	+ 8.0%	\$252,628	\$276,369	+ 9.4%
Percent of Original List Price Received*	97.3%	97.9%	+ 0.6%	96.6%	97.4%	+ 0.8%
List to Close	94	84	- 10.6%	102	97	- 4.9%
Days on Market Until Sale	47	39	- 17.0%	49	45	- 8.2%
Cumulative Days on Market Until Sale	59	48	- 18.6%	58	58	0.0%
Average List Price	\$280,535	\$300,483	+ 7.1%	\$271,767	\$299,778	+ 10.3%
Inventory of Homes for Sale	416	283	- 32.0%	--	--	--
Months Supply of Inventory	2.2	1.5	- 31.8%	--	--	--

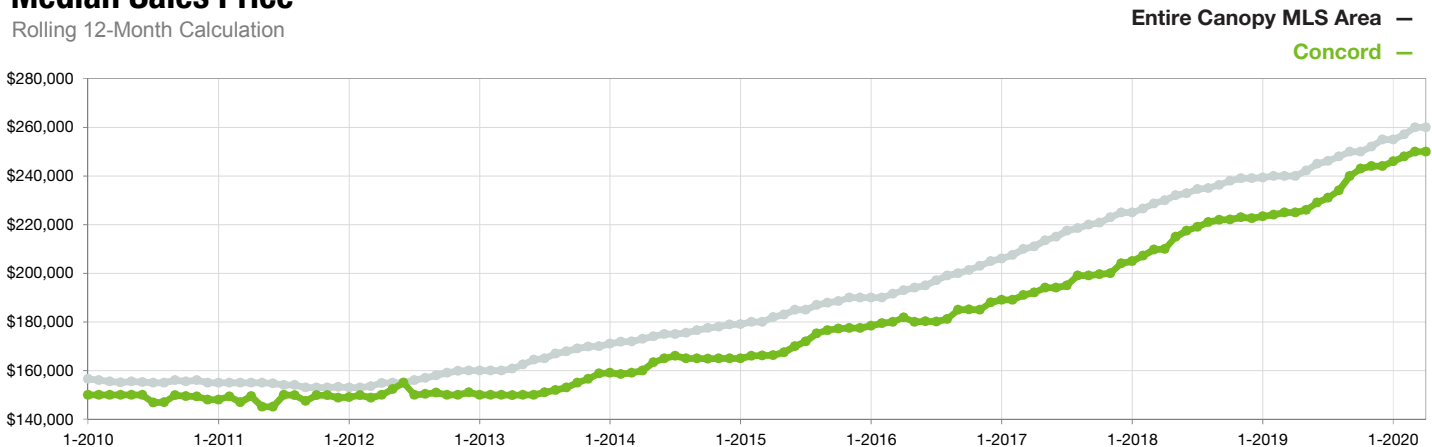
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April



Median Sales Price

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Local Market Update for April 2020

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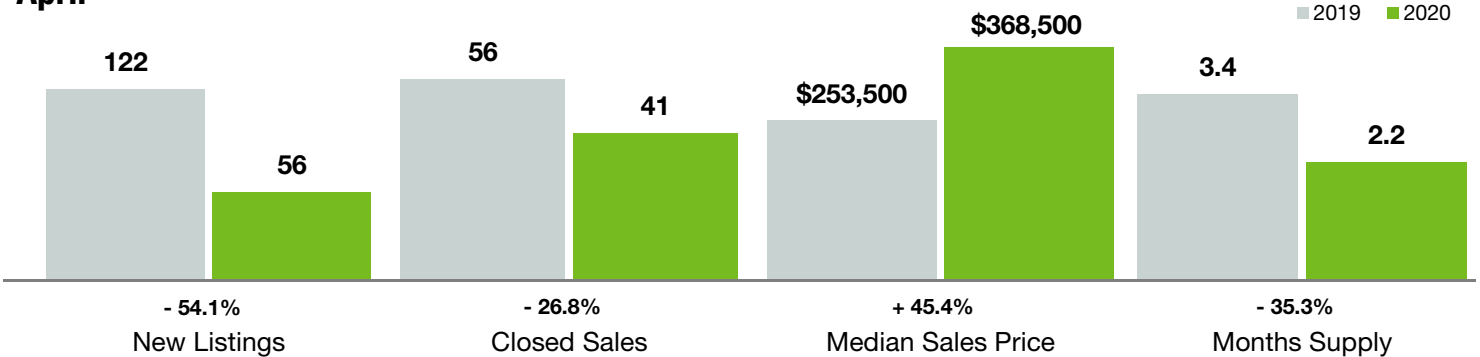
Cornelius

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	122	56	- 54.1%	382	264	- 30.9%
Pending Sales	82	45	- 45.1%	265	216	- 18.5%
Closed Sales	56	41	- 26.8%	195	229	+ 17.4%
Median Sales Price*	\$253,500	\$368,500	+ 45.4%	\$282,000	\$311,000	+ 10.3%
Average Sales Price*	\$467,520	\$479,112	+ 2.5%	\$438,264	\$474,491	+ 8.3%
Percent of Original List Price Received*	96.5%	97.9%	+ 1.5%	95.2%	97.2%	+ 2.1%
List to Close	88	89	+ 1.1%	102	92	- 9.8%
Days on Market Until Sale	52	42	- 19.2%	62	43	- 30.6%
Cumulative Days on Market Until Sale	62	57	- 8.1%	70	61	- 12.9%
Average List Price	\$539,877	\$516,256	- 4.4%	\$536,150	\$510,493	- 4.8%
Inventory of Homes for Sale	234	151	- 35.5%	--	--	--
Months Supply of Inventory	3.4	2.2	- 35.3%	--	--	--

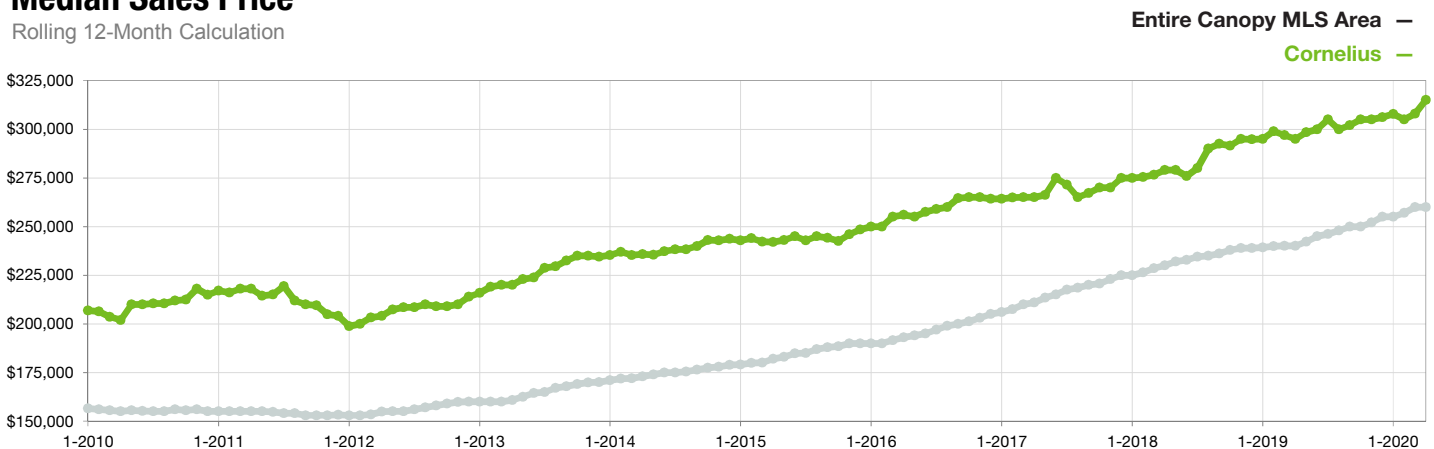
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April



Median Sales Price

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Local Market Update for April 2020

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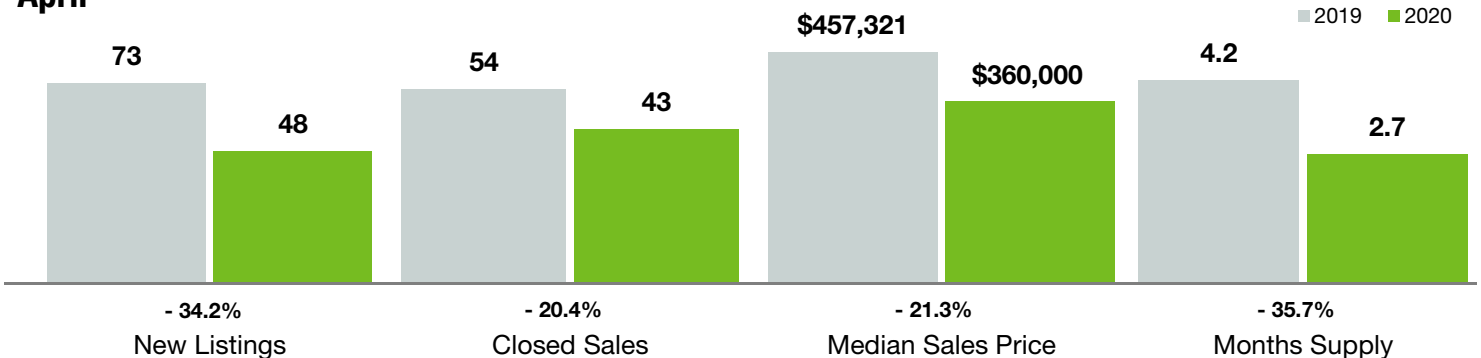
Davidson

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	73	48	- 34.2%	252	217	- 13.9%
Pending Sales	56	43	- 23.2%	186	202	+ 8.6%
Closed Sales	54	43	- 20.4%	143	172	+ 20.3%
Median Sales Price*	\$457,321	\$360,000	- 21.3%	\$355,000	\$381,500	+ 7.5%
Average Sales Price*	\$505,222	\$494,158	- 2.2%	\$438,251	\$448,618	+ 2.4%
Percent of Original List Price Received*	97.6%	96.1%	- 1.5%	96.3%	95.4%	- 0.9%
List to Close	115	109	- 5.2%	115	122	+ 6.1%
Days on Market Until Sale	66	69	+ 4.5%	61	76	+ 24.6%
Cumulative Days on Market Until Sale	73	74	+ 1.4%	78	82	+ 5.1%
Average List Price	\$498,329	\$422,756	- 15.2%	\$524,545	\$514,479	- 1.9%
Inventory of Homes for Sale	172	125	- 27.3%	--	--	--
Months Supply of Inventory	4.2	2.7	- 35.7%	--	--	--

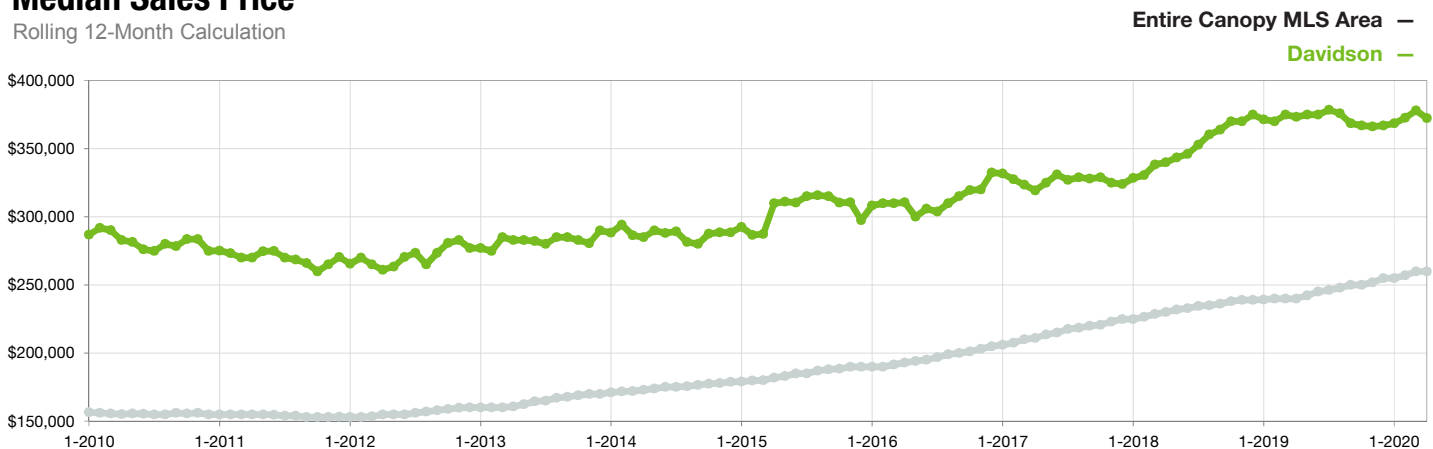
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April



Median Sales Price

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Local Market Update for April 2020

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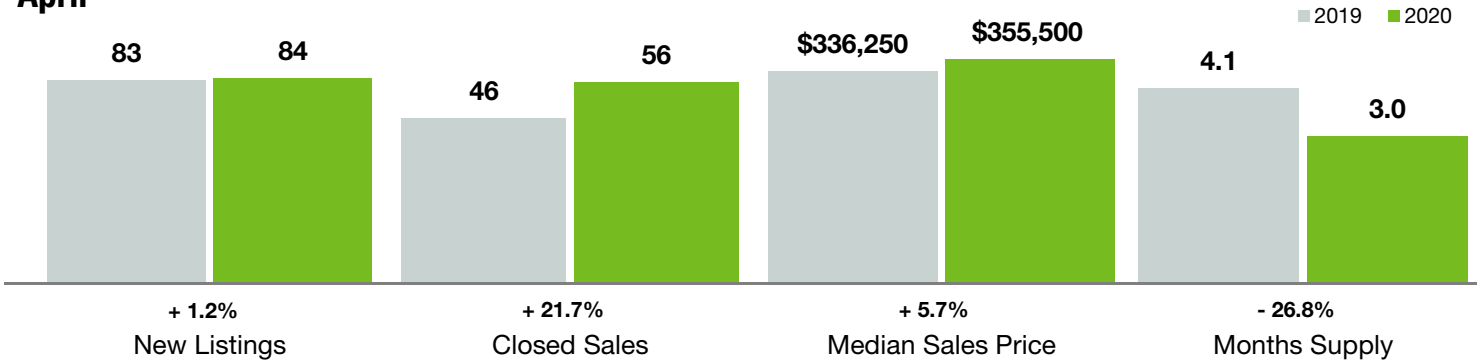
Denver

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	83	84	+ 1.2%	315	312	- 1.0%
Pending Sales	77	66	- 14.3%	235	257	+ 9.4%
Closed Sales	46	56	+ 21.7%	177	210	+ 18.6%
Median Sales Price*	\$336,250	\$355,500	+ 5.7%	\$318,000	\$356,250	+ 12.0%
Average Sales Price*	\$376,476	\$401,579	+ 6.7%	\$348,961	\$413,895	+ 18.6%
Percent of Original List Price Received*	98.2%	97.6%	- 0.6%	96.2%	96.5%	+ 0.3%
List to Close	118	115	- 2.5%	133	128	- 3.8%
Days on Market Until Sale	61	72	+ 18.0%	69	80	+ 15.9%
Cumulative Days on Market Until Sale	69	78	+ 13.0%	82	91	+ 11.0%
Average List Price	\$464,090	\$412,007	- 11.2%	\$435,951	\$438,229	+ 0.5%
Inventory of Homes for Sale	243	179	- 26.3%	--	--	--
Months Supply of Inventory	4.1	3.0	- 26.8%	--	--	--

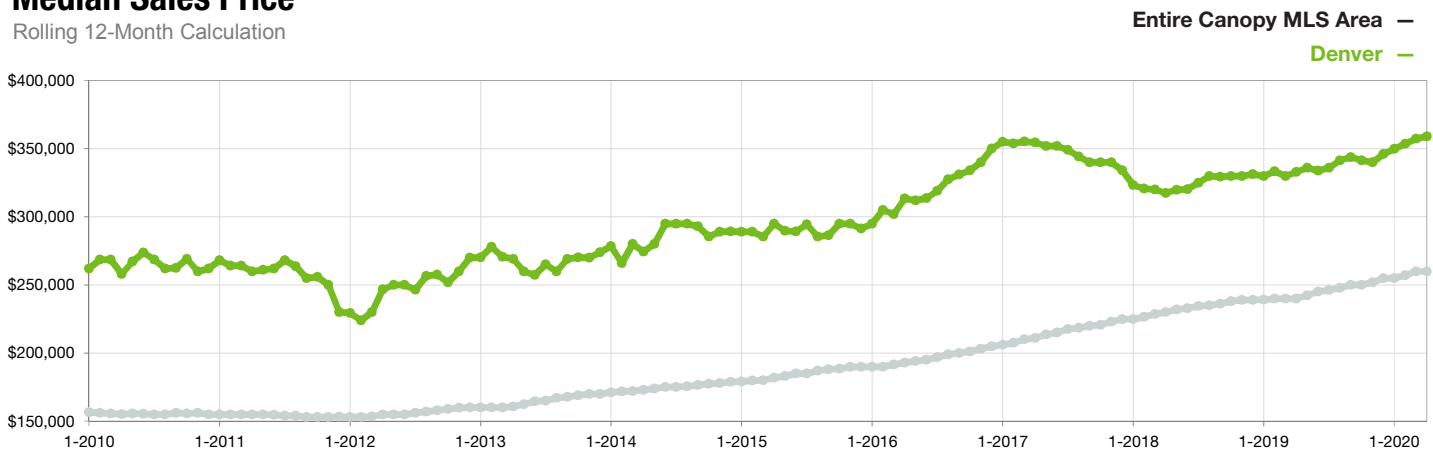
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April



Median Sales Price

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Local Market Update for April 2020

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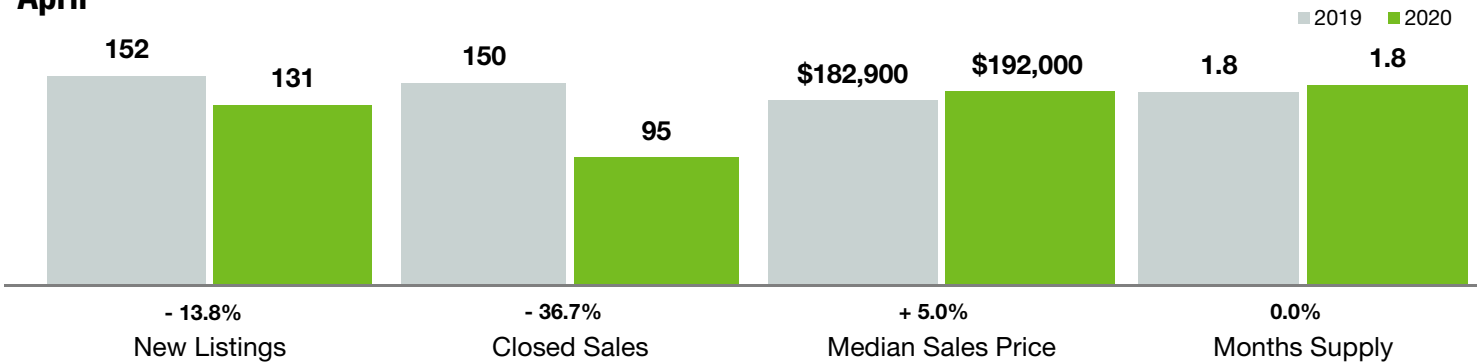
Gastonia

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	152	131	- 13.8%	560	608	+ 8.6%
Pending Sales	149	128	- 14.1%	519	503	- 3.1%
Closed Sales	150	95	- 36.7%	445	422	- 5.2%
Median Sales Price*	\$182,900	\$192,000	+ 5.0%	\$174,950	\$190,000	+ 8.6%
Average Sales Price*	\$189,622	\$212,149	+ 11.9%	\$183,528	\$205,636	+ 12.0%
Percent of Original List Price Received*	98.0%	97.0%	- 1.0%	96.7%	96.4%	- 0.3%
List to Close	85	86	+ 1.2%	90	89	- 1.1%
Days on Market Until Sale	37	31	- 16.2%	42	38	- 9.5%
Cumulative Days on Market Until Sale	48	37	- 22.9%	54	44	- 18.5%
Average List Price	\$202,385	\$209,956	+ 3.7%	\$185,270	\$200,006	+ 8.0%
Inventory of Homes for Sale	219	229	+ 4.6%	--	--	--
Months Supply of Inventory	1.8	1.8	0.0%	--	--	--

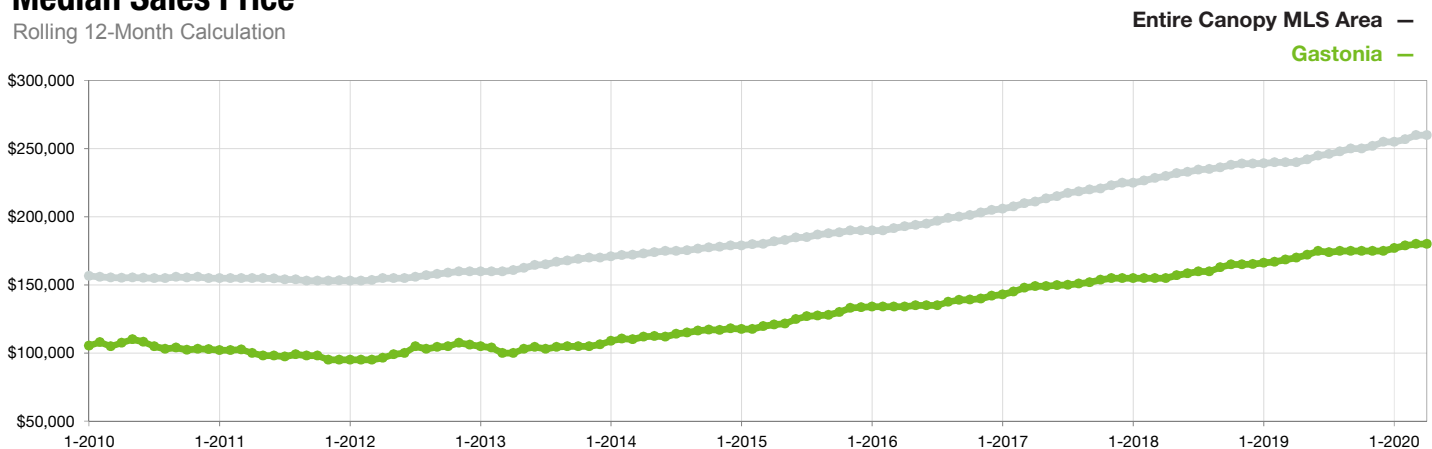
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April



Median Sales Price

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Local Market Update for April 2020

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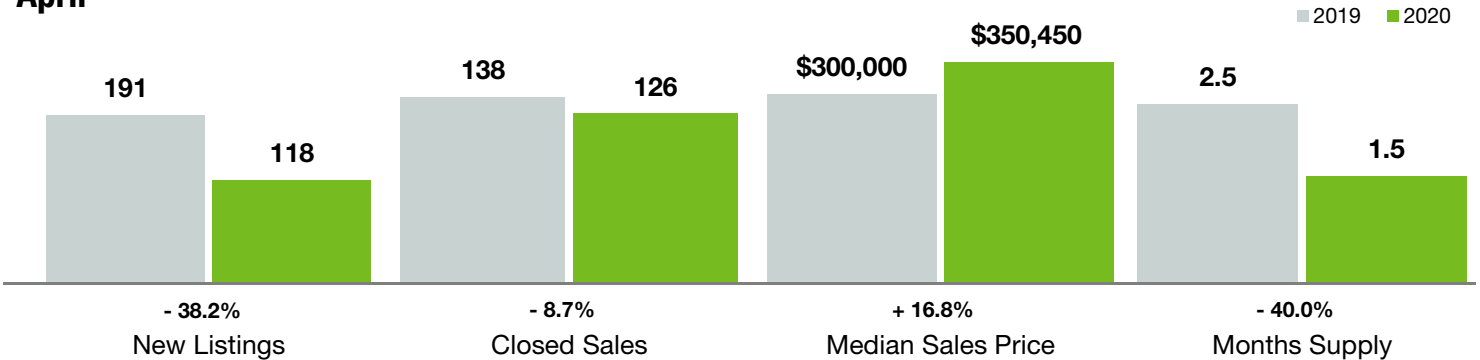
Huntersville

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	191	118	- 38.2%	686	567	- 17.3%
Pending Sales	171	108	- 36.8%	533	522	- 2.1%
Closed Sales	138	126	- 8.7%	413	450	+ 9.0%
Median Sales Price*	\$300,000	\$350,450	+ 16.8%	\$311,000	\$337,720	+ 8.6%
Average Sales Price*	\$330,487	\$377,056	+ 14.1%	\$332,312	\$377,140	+ 13.5%
Percent of Original List Price Received*	96.7%	97.9%	+ 1.2%	96.7%	96.8%	+ 0.1%
List to Close	82	82	0.0%	96	103	+ 7.3%
Days on Market Until Sale	38	33	- 13.2%	50	54	+ 8.0%
Cumulative Days on Market Until Sale	46	50	+ 8.7%	61	68	+ 11.5%
Average List Price	\$381,382	\$358,563	- 6.0%	\$371,833	\$389,845	+ 4.8%
Inventory of Homes for Sale	327	208	- 36.4%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--

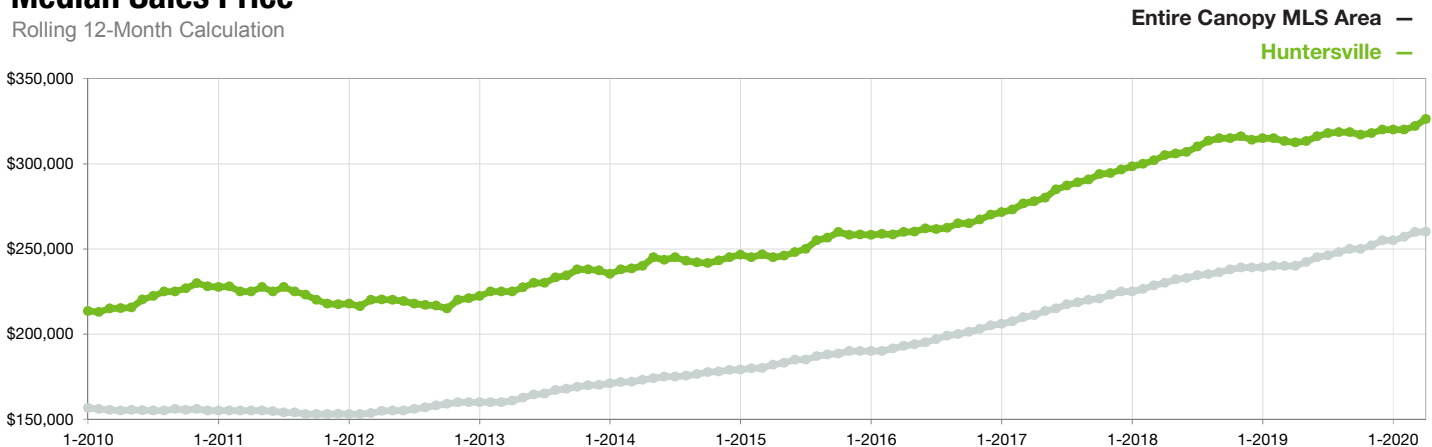
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April



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Local Market Update for April 2020

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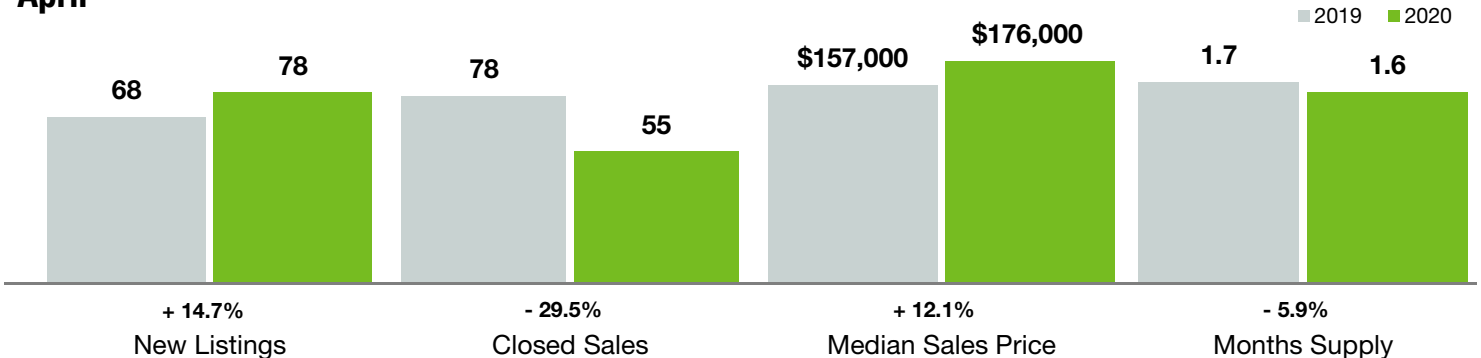
Kannapolis

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	68	78	+ 14.7%	294	331	+ 12.6%
Pending Sales	73	72	- 1.4%	285	268	- 6.0%
Closed Sales	78	55	- 29.5%	258	224	- 13.2%
Median Sales Price*	\$157,000	\$176,000	+ 12.1%	\$159,000	\$170,950	+ 7.5%
Average Sales Price*	\$168,992	\$195,660	+ 15.8%	\$170,612	\$191,077	+ 12.0%
Percent of Original List Price Received*	98.3%	97.1%	- 1.2%	96.3%	96.3%	0.0%
List to Close	74	67	- 9.5%	79	77	- 2.5%
Days on Market Until Sale	34	23	- 32.4%	38	34	- 10.5%
Cumulative Days on Market Until Sale	47	25	- 46.8%	49	41	- 16.3%
Average List Price	\$184,574	\$202,534	+ 9.7%	\$172,479	\$217,195	+ 25.9%
Inventory of Homes for Sale	112	114	+ 1.8%	--	--	--
Months Supply of Inventory	1.7	1.6	- 5.9%	--	--	--

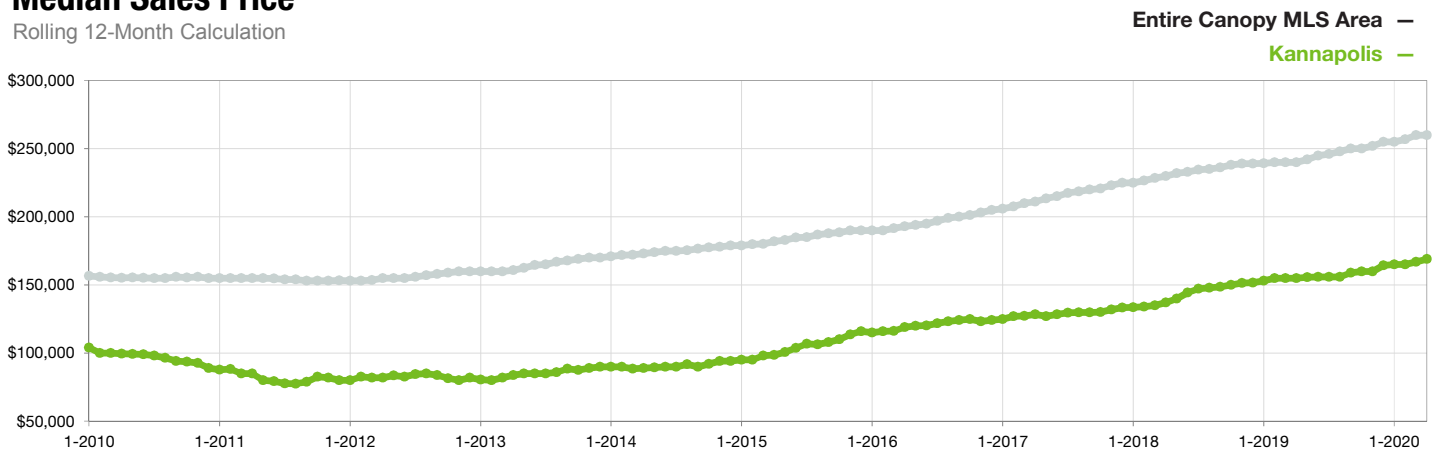
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April



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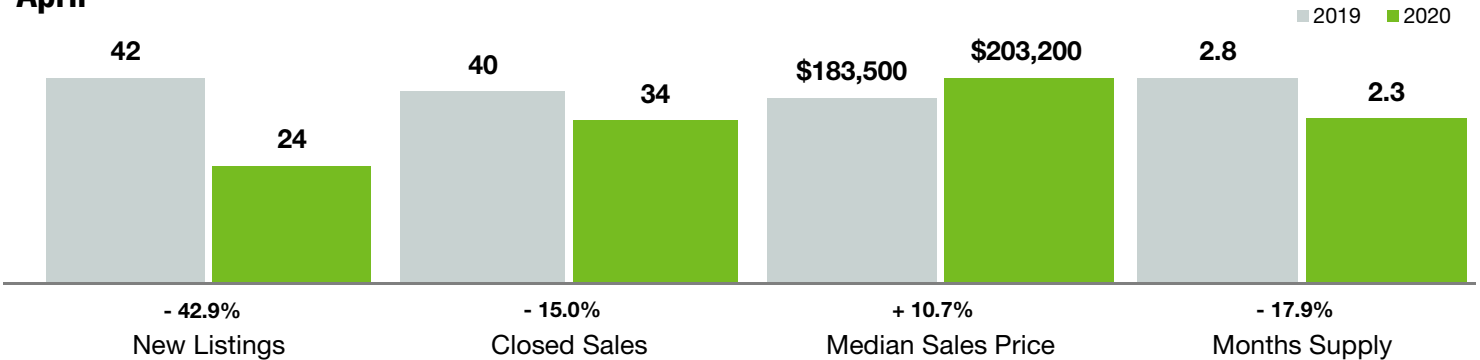
Lincolnton

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	42	24	- 42.9%	161	152	- 5.6%
Pending Sales	35	42	+ 20.0%	126	133	+ 5.6%
Closed Sales	40	34	- 15.0%	116	104	- 10.3%
Median Sales Price*	\$183,500	\$203,200	+ 10.7%	\$167,750	\$192,000	+ 14.5%
Average Sales Price*	\$195,375	\$209,732	+ 7.3%	\$180,947	\$201,853	+ 11.6%
Percent of Original List Price Received*	98.2%	96.3%	- 1.9%	95.5%	95.7%	+ 0.2%
List to Close	104	84	- 19.2%	117	100	- 14.5%
Days on Market Until Sale	61	39	- 36.1%	68	52	- 23.5%
Cumulative Days on Market Until Sale	91	51	- 44.0%	80	61	- 23.8%
Average List Price	\$230,574	\$267,004	+ 15.8%	\$232,587	\$234,889	+ 1.0%
Inventory of Homes for Sale	92	73	- 20.7%	--	--	--
Months Supply of Inventory	2.8	2.3	- 17.9%	--	--	--

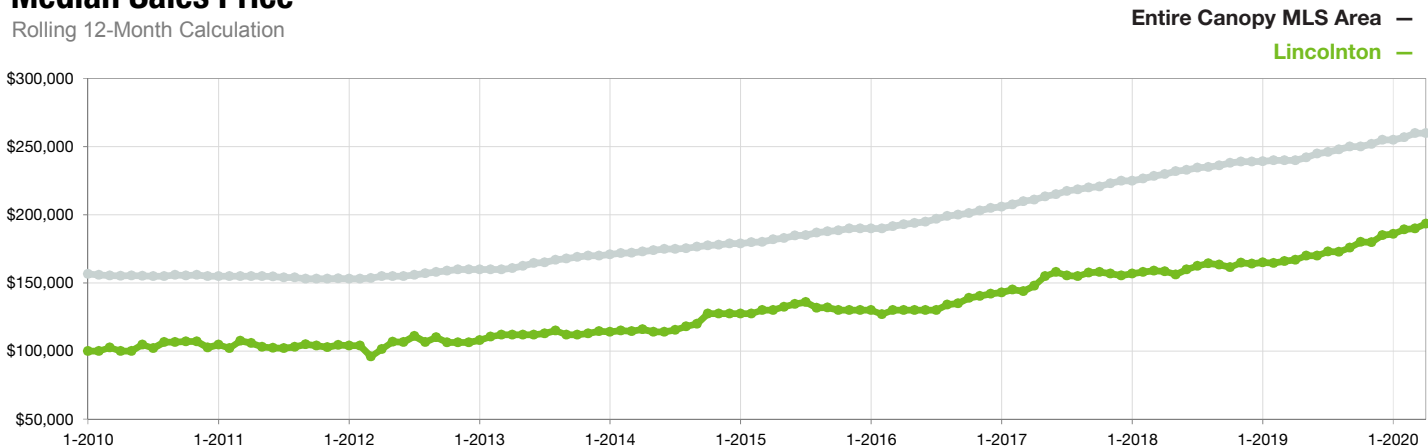
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April



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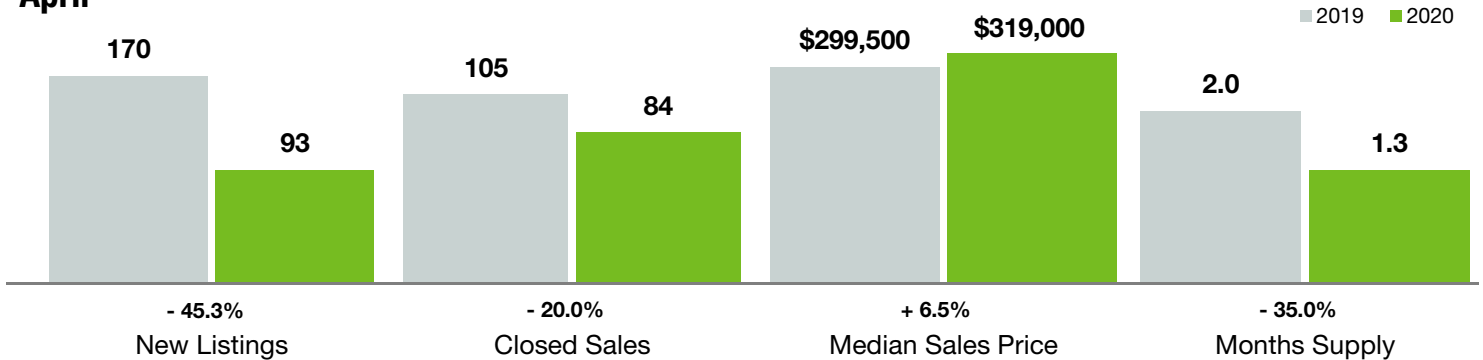
Matthews

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	170	93	- 45.3%	526	433	- 17.7%
Pending Sales	137	84	- 38.7%	420	382	- 9.0%
Closed Sales	105	84	- 20.0%	312	348	+ 11.5%
Median Sales Price*	\$299,500	\$319,000	+ 6.5%	\$299,700	\$314,000	+ 4.8%
Average Sales Price*	\$351,080	\$328,649	- 6.4%	\$356,262	\$347,119	- 2.6%
Percent of Original List Price Received*	97.9%	98.6%	+ 0.7%	97.2%	97.7%	+ 0.5%
List to Close	78	83	+ 6.4%	86	90	+ 4.7%
Days on Market Until Sale	35	30	- 14.3%	39	38	- 2.6%
Cumulative Days on Market Until Sale	42	38	- 9.5%	51	46	- 9.8%
Average List Price	\$399,163	\$381,133	- 4.5%	\$393,551	\$368,742	- 6.3%
Inventory of Homes for Sale	188	132	- 29.8%	--	--	--
Months Supply of Inventory	2.0	1.3	- 35.0%	--	--	--

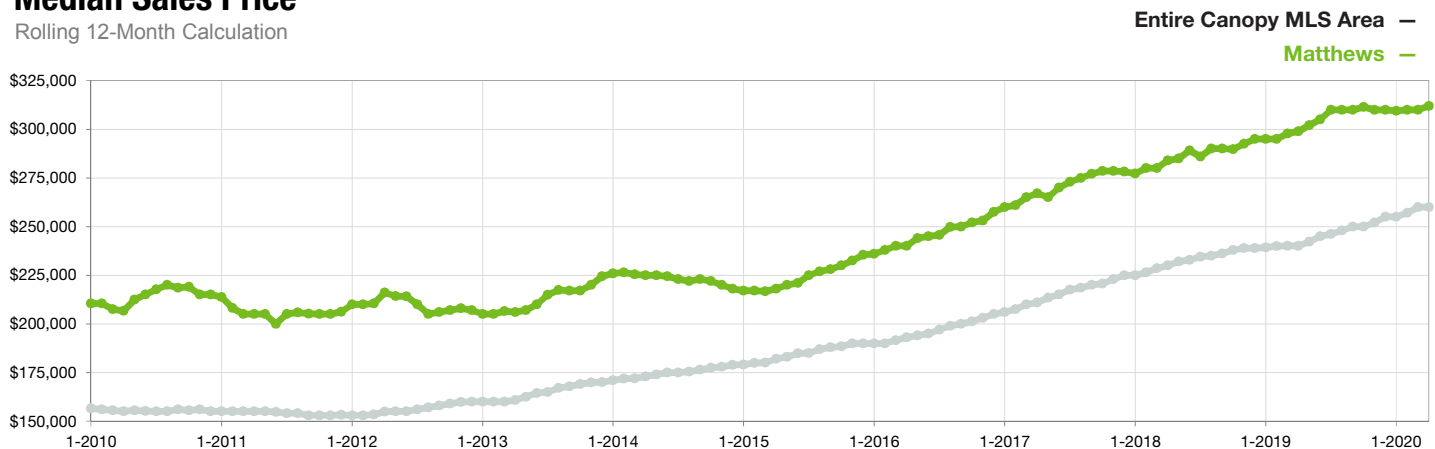
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April



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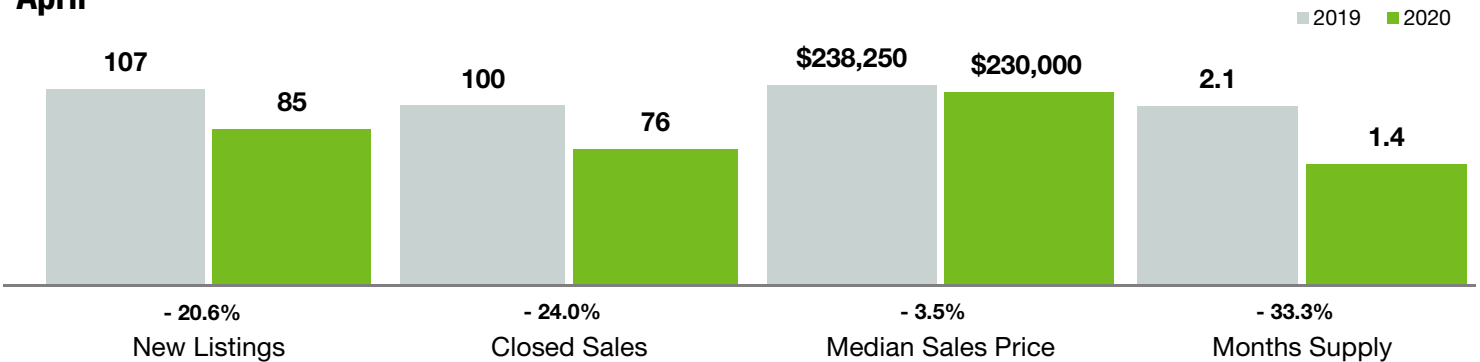
Monroe

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	107	85	- 20.6%	459	449	- 2.2%
Pending Sales	97	92	- 5.2%	394	390	- 1.0%
Closed Sales	100	76	- 24.0%	336	311	- 7.4%
Median Sales Price*	\$238,250	\$230,000	- 3.5%	\$219,900	\$240,000	+ 9.1%
Average Sales Price*	\$239,659	\$258,175	+ 7.7%	\$231,280	\$252,209	+ 9.0%
Percent of Original List Price Received*	96.2%	98.8%	+ 2.7%	96.0%	98.0%	+ 2.1%
List to Close	85	72	- 15.3%	88	85	- 3.4%
Days on Market Until Sale	43	28	- 34.9%	42	39	- 7.1%
Cumulative Days on Market Until Sale	43	41	- 4.7%	49	47	- 4.1%
Average List Price	\$286,630	\$271,477	- 5.3%	\$258,781	\$269,073	+ 4.0%
Inventory of Homes for Sale	183	143	- 21.9%	--	--	--
Months Supply of Inventory	2.1	1.4	- 33.3%	--	--	--

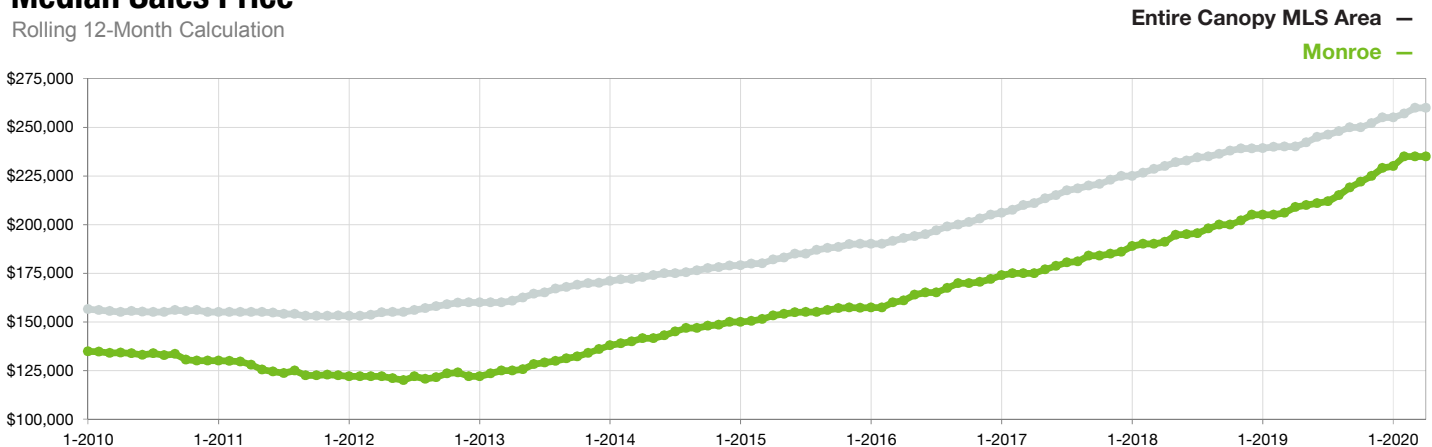
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April



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for April 2020

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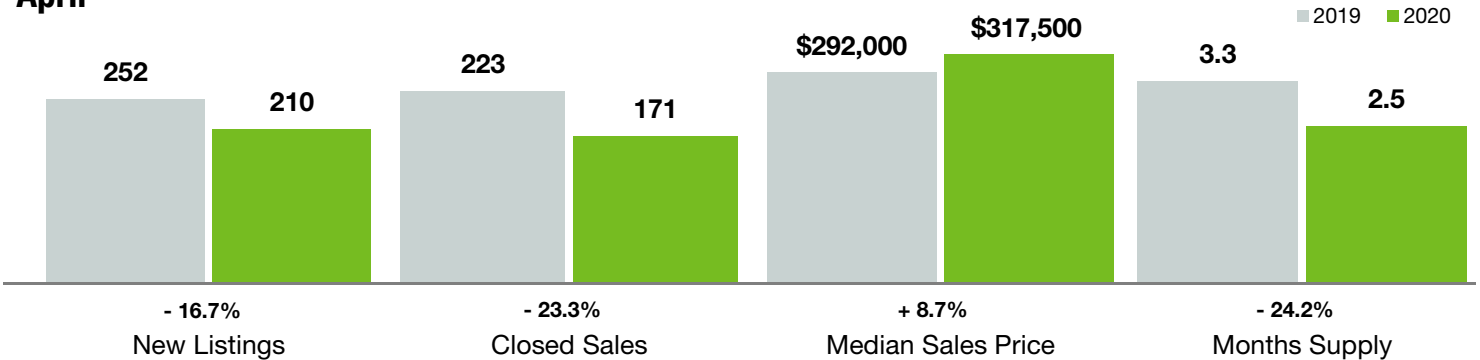
Mooreville

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	252	210	- 16.7%	942	875	- 7.1%
Pending Sales	225	182	- 19.1%	777	715	- 8.0%
Closed Sales	223	171	- 23.3%	632	610	- 3.5%
Median Sales Price*	\$292,000	\$317,500	+ 8.7%	\$289,228	\$315,386	+ 9.0%
Average Sales Price*	\$405,347	\$376,252	- 7.2%	\$374,896	\$391,779	+ 4.5%
Percent of Original List Price Received*	96.3%	97.4%	+ 1.1%	95.7%	96.7%	+ 1.0%
List to Close	125	100	- 20.0%	119	110	- 7.6%
Days on Market Until Sale	70	49	- 30.0%	66	60	- 9.1%
Cumulative Days on Market Until Sale	90	52	- 42.2%	84	70	- 16.7%
Average List Price	\$453,290	\$454,271	+ 0.2%	\$453,037	\$458,162	+ 1.1%
Inventory of Homes for Sale	581	460	- 20.8%	--	--	--
Months Supply of Inventory	3.3	2.5	- 24.2%	--	--	--

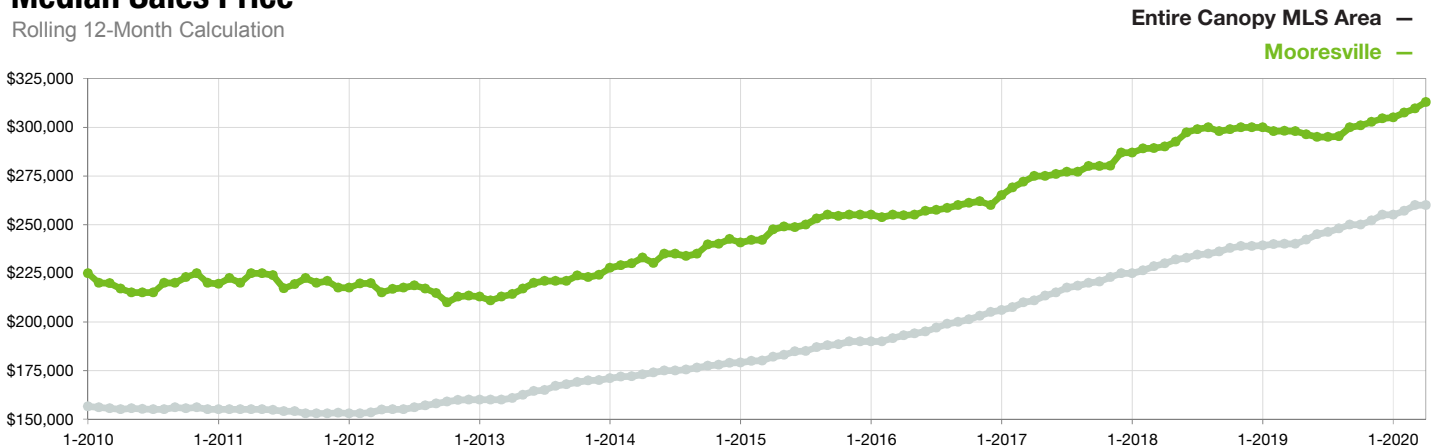
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April



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Local Market Update for April 2020

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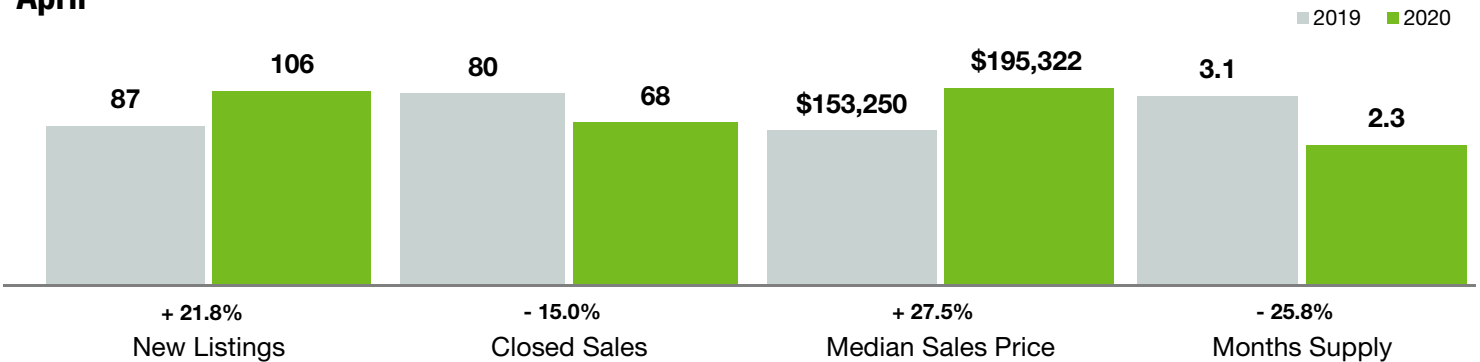
Salisbury

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	87	106	+ 21.8%	368	382	+ 3.8%
Pending Sales	86	85	- 1.2%	299	332	+ 11.0%
Closed Sales	80	68	- 15.0%	252	244	- 3.2%
Median Sales Price*	\$153,250	\$195,322	+ 27.5%	\$154,500	\$191,250	+ 23.8%
Average Sales Price*	\$178,310	\$203,138	+ 13.9%	\$167,354	\$203,509	+ 21.6%
Percent of Original List Price Received*	95.2%	95.3%	+ 0.1%	94.0%	94.4%	+ 0.4%
List to Close	118	98	- 16.9%	108	105	- 2.8%
Days on Market Until Sale	63	50	- 20.6%	58	59	+ 1.7%
Cumulative Days on Market Until Sale	67	69	+ 3.0%	65	67	+ 3.1%
Average List Price	\$190,026	\$199,897	+ 5.2%	\$189,652	\$208,528	+ 10.0%
Inventory of Homes for Sale	224	178	- 20.5%	--	--	--
Months Supply of Inventory	3.1	2.3	- 25.8%	--	--	--

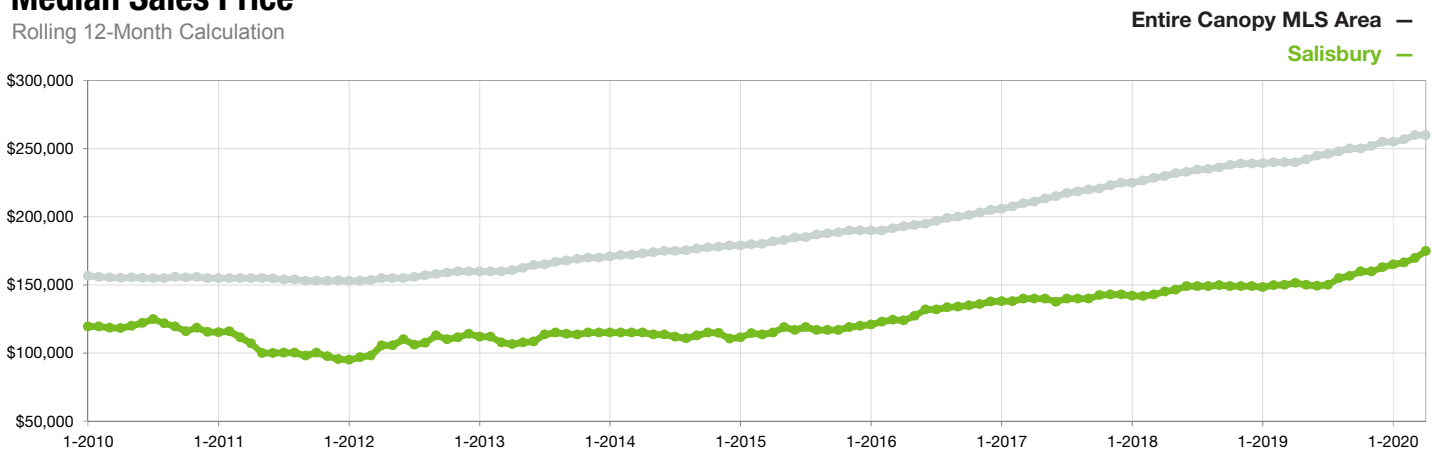
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April



Median Sales Price

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Local Market Update for April 2020

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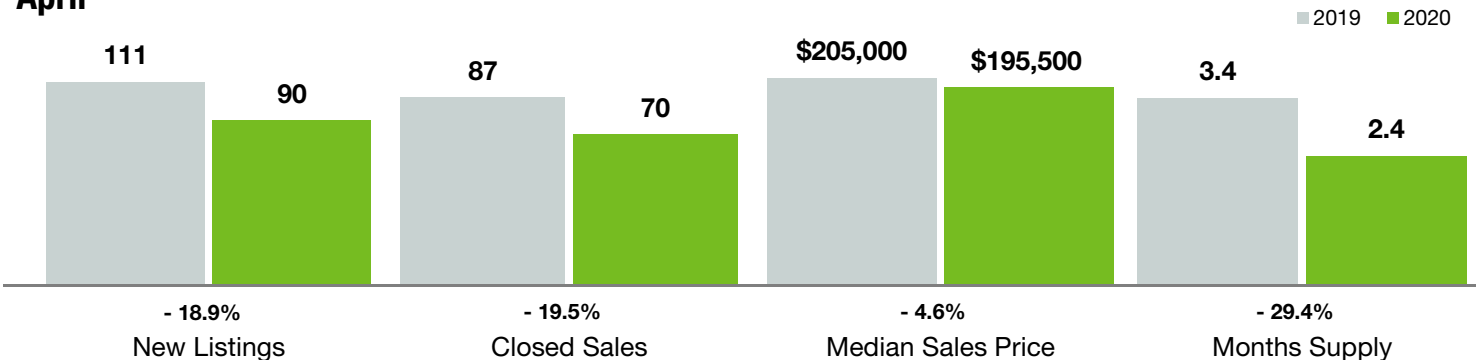
Statesville

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	111	90	- 18.9%	408	394	- 3.4%
Pending Sales	106	86	- 18.9%	350	321	- 8.3%
Closed Sales	87	70	- 19.5%	271	279	+ 3.0%
Median Sales Price*	\$205,000	\$195,500	- 4.6%	\$174,000	\$195,000	+ 12.1%
Average Sales Price*	\$207,441	\$212,874	+ 2.6%	\$182,194	\$202,232	+ 11.0%
Percent of Original List Price Received*	95.9%	96.8%	+ 0.9%	94.0%	96.3%	+ 2.4%
List to Close	117	83	- 29.1%	112	98	- 12.5%
Days on Market Until Sale	64	37	- 42.2%	61	49	- 19.7%
Cumulative Days on Market Until Sale	73	41	- 43.8%	69	56	- 18.8%
Average List Price	\$249,259	\$223,977	- 10.1%	\$227,850	\$224,287	- 1.6%
Inventory of Homes for Sale	270	196	- 27.4%	--	--	--
Months Supply of Inventory	3.4	2.4	- 29.4%	--	--	--

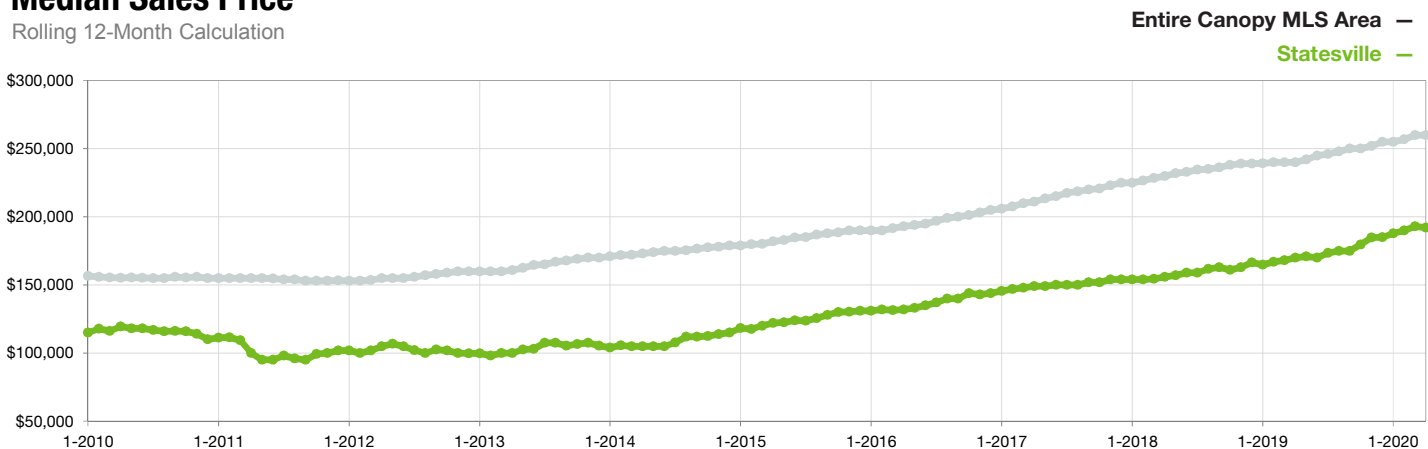
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April



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Local Market Update for April 2020

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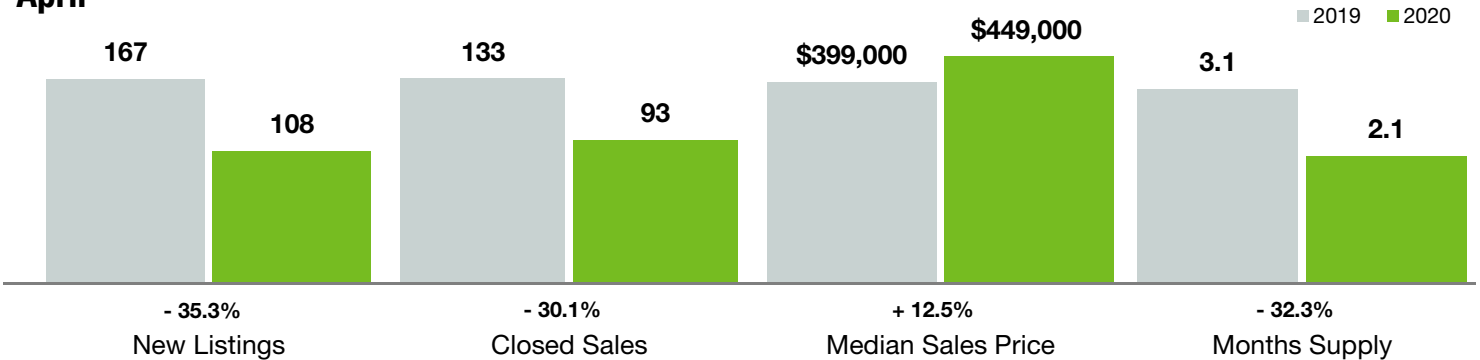
Waxhaw

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	167	108	- 35.3%	620	533	- 14.0%
Pending Sales	141	99	- 29.8%	492	423	- 14.0%
Closed Sales	133	93	- 30.1%	364	330	- 9.3%
Median Sales Price*	\$399,000	\$449,000	+ 12.5%	\$370,636	\$383,500	+ 3.5%
Average Sales Price*	\$490,908	\$531,240	+ 8.2%	\$440,578	\$447,618	+ 1.6%
Percent of Original List Price Received*	96.6%	97.7%	+ 1.1%	96.3%	96.8%	+ 0.5%
List to Close	128	93	- 27.3%	121	104	- 14.0%
Days on Market Until Sale	77	46	- 40.3%	71	55	- 22.5%
Cumulative Days on Market Until Sale	91	58	- 36.3%	83	67	- 19.3%
Average List Price	\$513,444	\$535,612	+ 4.3%	\$520,211	\$544,089	+ 4.6%
Inventory of Homes for Sale	334	220	- 34.1%	--	--	--
Months Supply of Inventory	3.1	2.1	- 32.3%	--	--	--

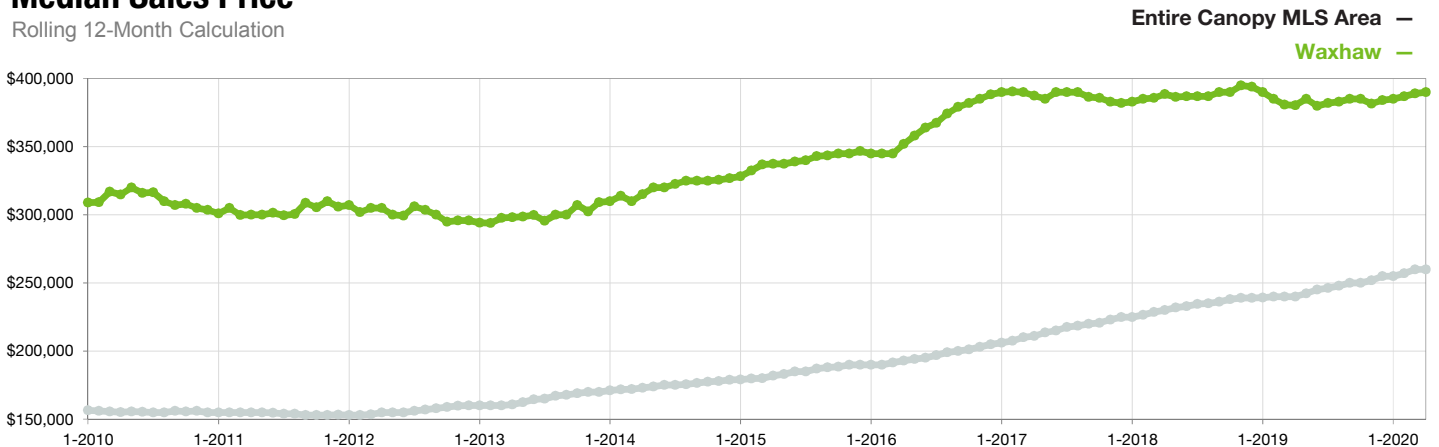
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April



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Local Market Update for April 2020

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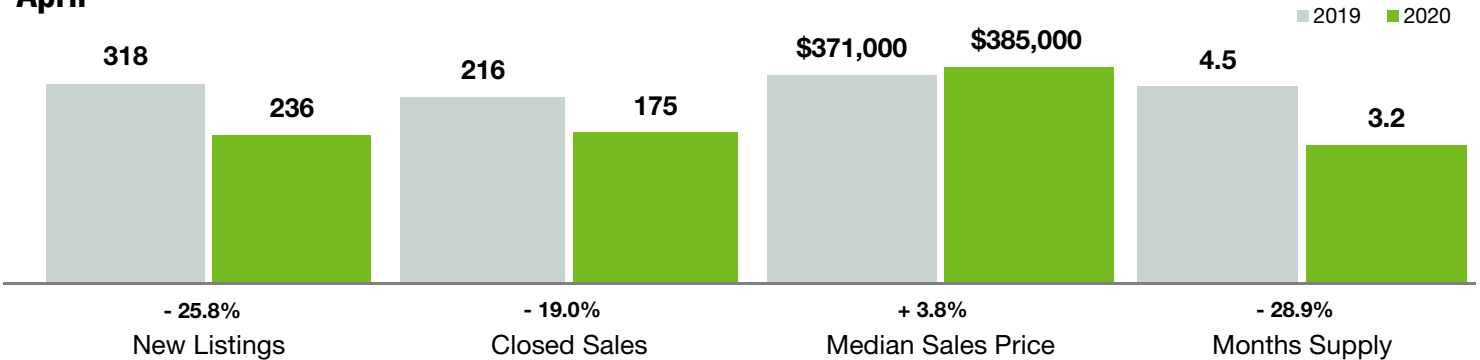
Lake Norman

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	318	236	- 25.8%	1,139	986	- 13.4%
Pending Sales	255	194	- 23.9%	818	743	- 9.2%
Closed Sales	216	175	- 19.0%	658	658	0.0%
Median Sales Price*	\$371,000	\$385,000	+ 3.8%	\$356,875	\$380,000	+ 6.5%
Average Sales Price*	\$525,538	\$480,000	- 8.7%	\$470,649	\$510,889	+ 8.5%
Percent of Original List Price Received*	96.2%	97.0%	+ 0.8%	95.4%	96.2%	+ 0.8%
List to Close	128	117	- 8.6%	133	127	- 4.5%
Days on Market Until Sale	70	62	- 11.4%	75	73	- 2.7%
Cumulative Days on Market Until Sale	97	71	- 26.8%	96	90	- 6.3%
Average List Price	\$617,774	\$556,385	- 9.9%	\$594,068	\$580,552	- 2.3%
Inventory of Homes for Sale	892	646	- 27.6%	--	--	--
Months Supply of Inventory	4.5	3.2	- 28.9%	--	--	--

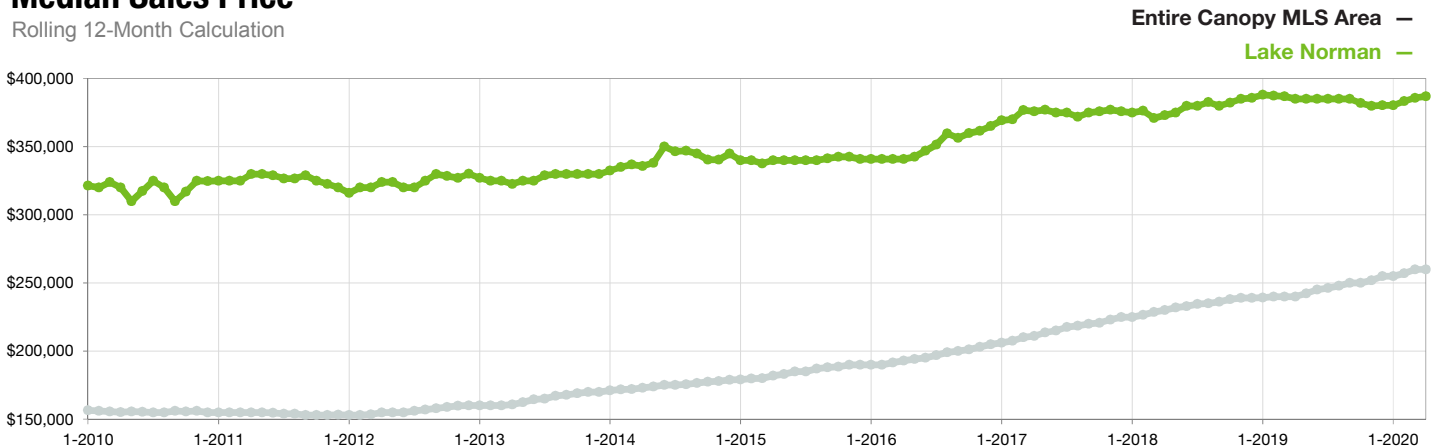
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April



Median Sales Price

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Local Market Update for April 2020

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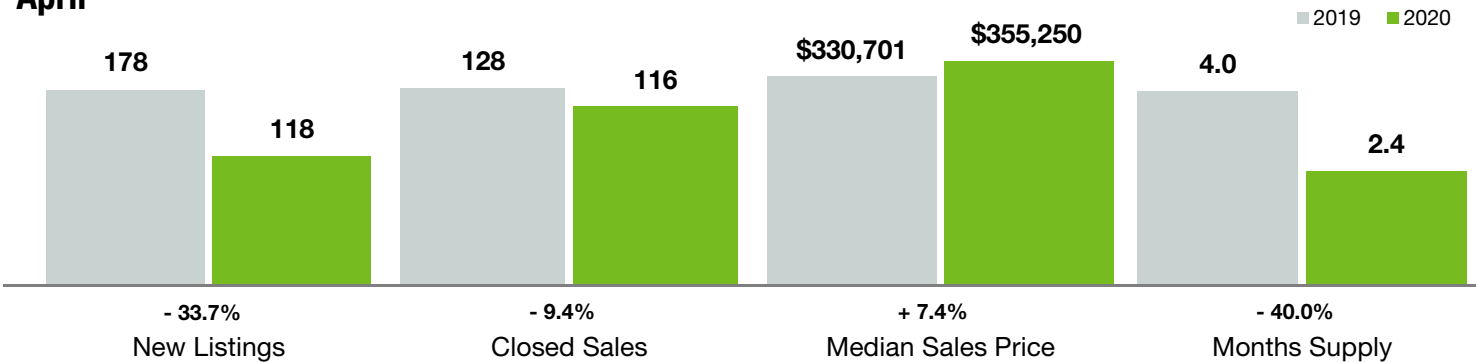
Lake Wylie

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	178	118	- 33.7%	632	588	- 7.0%
Pending Sales	142	134	- 5.6%	493	509	+ 3.2%
Closed Sales	128	116	- 9.4%	372	406	+ 9.1%
Median Sales Price*	\$330,701	\$355,250	+ 7.4%	\$335,693	\$359,445	+ 7.1%
Average Sales Price*	\$376,887	\$388,560	+ 3.1%	\$399,940	\$394,831	- 1.3%
Percent of Original List Price Received*	96.6%	98.4%	+ 1.9%	96.1%	97.1%	+ 1.0%
List to Close	108	121	+ 12.0%	129	119	- 7.8%
Days on Market Until Sale	58	52	- 10.3%	69	59	- 14.5%
Cumulative Days on Market Until Sale	77	64	- 16.9%	85	75	- 11.8%
Average List Price	\$452,983	\$434,789	- 4.0%	\$439,522	\$413,493	- 5.9%
Inventory of Homes for Sale	428	305	- 28.7%	--	--	--
Months Supply of Inventory	4.0	2.4	- 40.0%	--	--	--

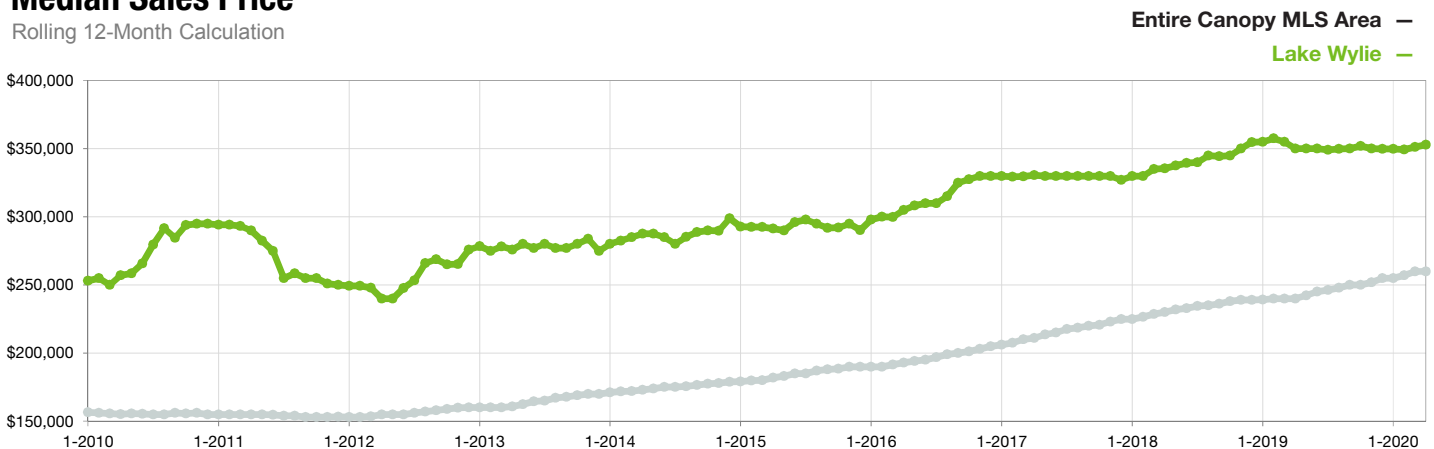
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Local Market Update for April 2020

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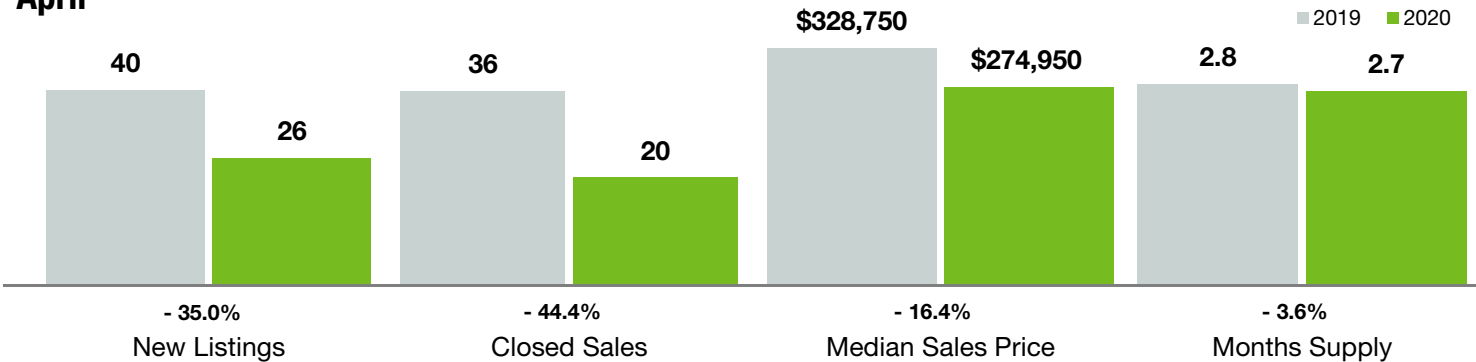
Uptown Charlotte

North Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	40	26	- 35.0%	163	138	- 15.3%
Pending Sales	44	19	- 56.8%	133	104	- 21.8%
Closed Sales	36	20	- 44.4%	86	100	+ 16.3%
Median Sales Price*	\$328,750	\$274,950	- 16.4%	\$302,900	\$283,000	- 6.6%
Average Sales Price*	\$348,638	\$308,568	- 11.5%	\$368,204	\$307,686	- 16.4%
Percent of Original List Price Received*	98.0%	98.3%	+ 0.3%	97.0%	96.1%	- 0.9%
List to Close	87	65	- 25.3%	98	89	- 9.2%
Days on Market Until Sale	47	26	- 44.7%	58	48	- 17.2%
Cumulative Days on Market Until Sale	74	33	- 55.4%	83	56	- 32.5%
Average List Price	\$333,807	\$314,515	- 5.8%	\$397,291	\$350,208	- 11.9%
Inventory of Homes for Sale	82	75	- 8.5%	--	--	--
Months Supply of Inventory	2.8	2.7	- 3.6%	--	--	--

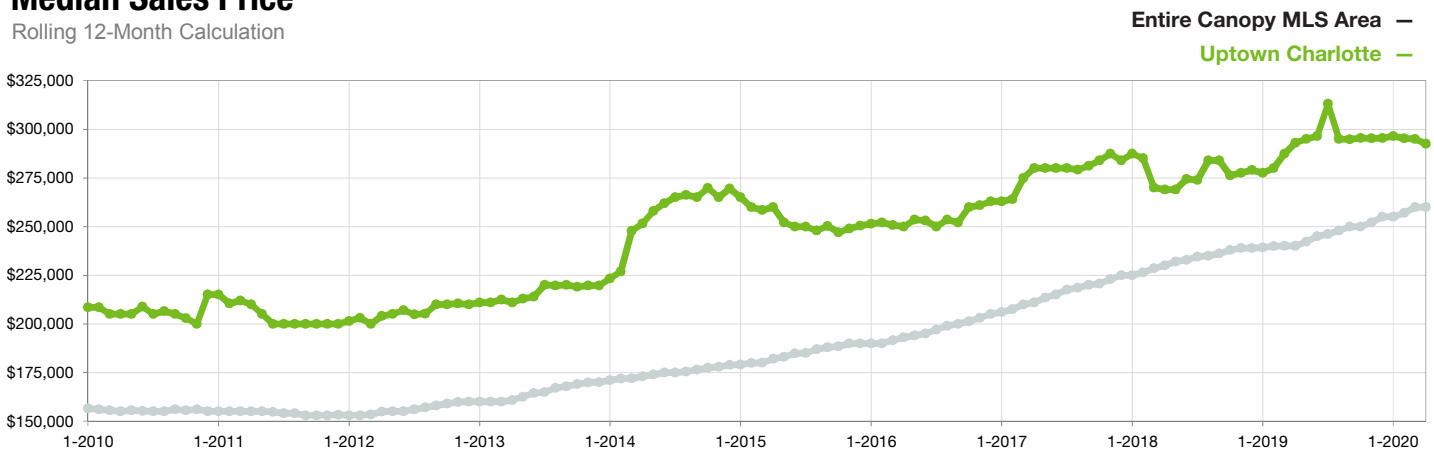
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April



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Local Market Update for April 2020

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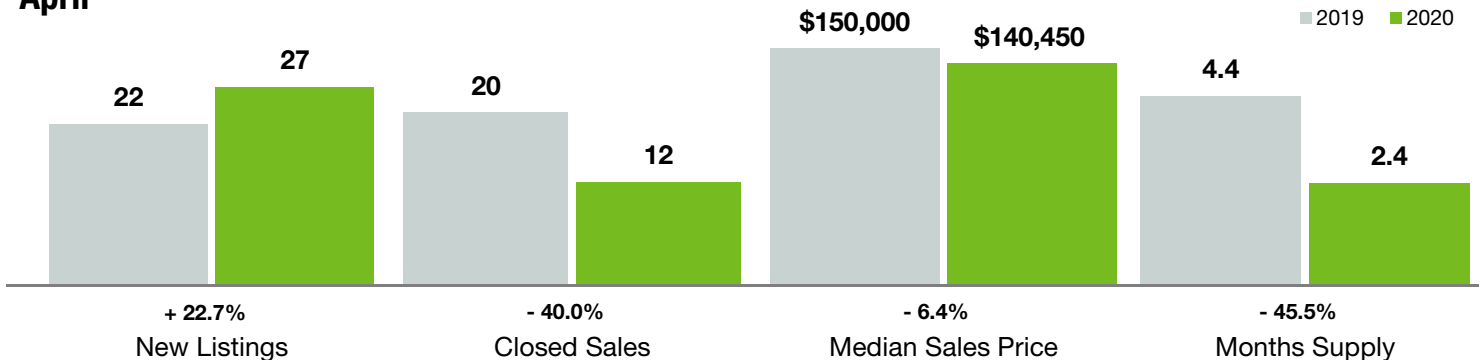
Chester County

South Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	22	27	+ 22.7%	96	86	- 10.4%
Pending Sales	21	27	+ 28.6%	71	80	+ 12.7%
Closed Sales	20	12	- 40.0%	50	55	+ 10.0%
Median Sales Price*	\$150,000	\$140,450	- 6.4%	\$110,000	\$139,900	+ 27.2%
Average Sales Price*	\$153,653	\$201,124	+ 30.9%	\$135,649	\$167,014	+ 23.1%
Percent of Original List Price Received*	93.9%	92.1%	- 1.9%	92.9%	94.8%	+ 2.0%
List to Close	82	100	+ 22.0%	121	106	- 12.4%
Days on Market Until Sale	45	46	+ 2.2%	72	48	- 33.3%
Cumulative Days on Market Until Sale	50	73	+ 46.0%	79	60	- 24.1%
Average List Price	\$152,932	\$241,276	+ 57.8%	\$153,211	\$204,739	+ 33.6%
Inventory of Homes for Sale	62	40	- 35.5%	--	--	--
Months Supply of Inventory	4.4	2.4	- 45.5%	--	--	--

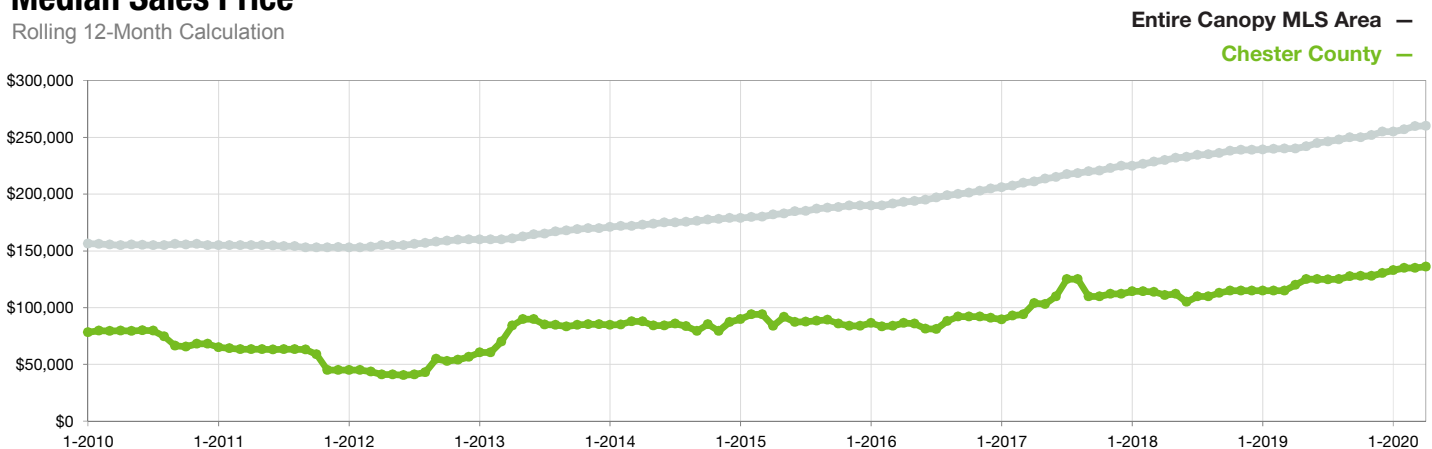
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Local Market Update for April 2020

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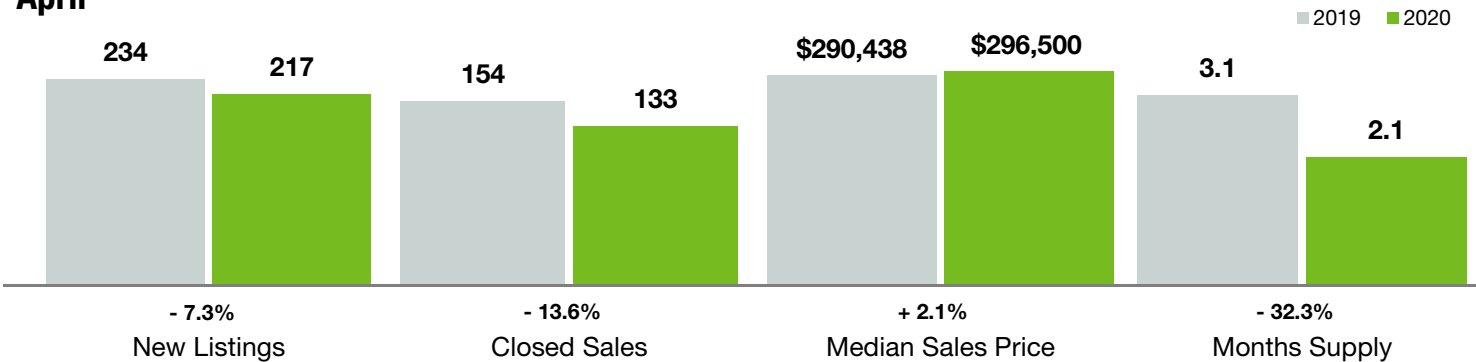
Lancaster County

South Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	234	217	- 7.3%	821	802	- 2.3%
Pending Sales	200	211	+ 5.5%	667	724	+ 8.5%
Closed Sales	154	133	- 13.6%	526	582	+ 10.6%
Median Sales Price*	\$290,438	\$296,500	+ 2.1%	\$285,000	\$298,000	+ 4.6%
Average Sales Price*	\$289,034	\$311,484	+ 7.8%	\$281,750	\$306,177	+ 8.7%
Percent of Original List Price Received*	95.5%	97.2%	+ 1.8%	96.5%	97.0%	+ 0.5%
List to Close	115	96	- 16.5%	127	103	- 18.9%
Days on Market Until Sale	64	45	- 29.7%	64	52	- 18.8%
Cumulative Days on Market Until Sale	74	55	- 25.7%	71	64	- 9.9%
Average List Price	\$315,832	\$334,574	+ 5.9%	\$311,148	\$335,195	+ 7.7%
Inventory of Homes for Sale	463	353	- 23.8%	--	--	--
Months Supply of Inventory	3.1	2.1	- 32.3%	--	--	--

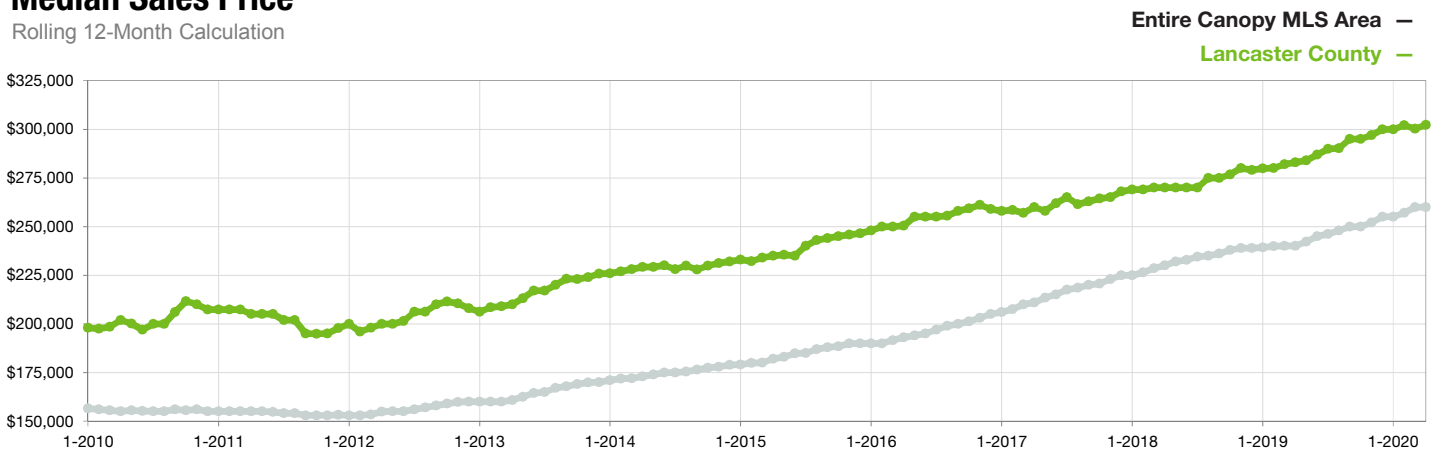
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April



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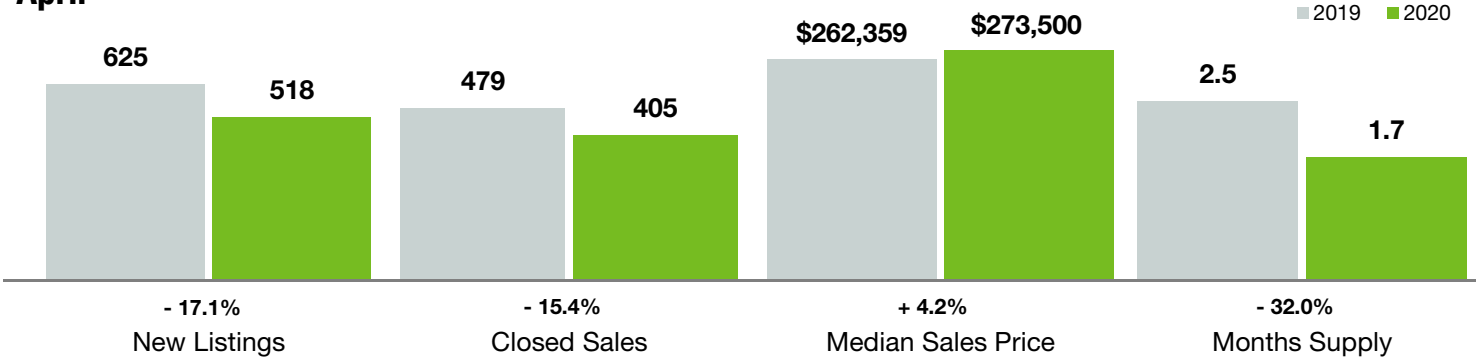
York County

South Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	625	518	- 17.1%	2,257	2,119	- 6.1%
Pending Sales	525	511	- 2.7%	1,852	1,891	+ 2.1%
Closed Sales	479	405	- 15.4%	1,494	1,462	- 2.1%
Median Sales Price*	\$262,359	\$273,500	+ 4.2%	\$250,500	\$265,000	+ 5.8%
Average Sales Price*	\$286,178	\$305,154	+ 6.6%	\$279,751	\$296,887	+ 6.1%
Percent of Original List Price Received*	97.2%	97.7%	+ 0.5%	97.0%	97.5%	+ 0.5%
List to Close	97	89	- 8.2%	98	93	- 5.1%
Days on Market Until Sale	48	39	- 18.8%	48	43	- 10.4%
Cumulative Days on Market Until Sale	65	45	- 30.8%	61	52	- 14.8%
Average List Price	\$329,128	\$326,293	- 0.9%	\$316,099	\$320,335	+ 1.3%
Inventory of Homes for Sale	1,043	788	- 24.4%	--	--	--
Months Supply of Inventory	2.5	1.7	- 32.0%	--	--	--

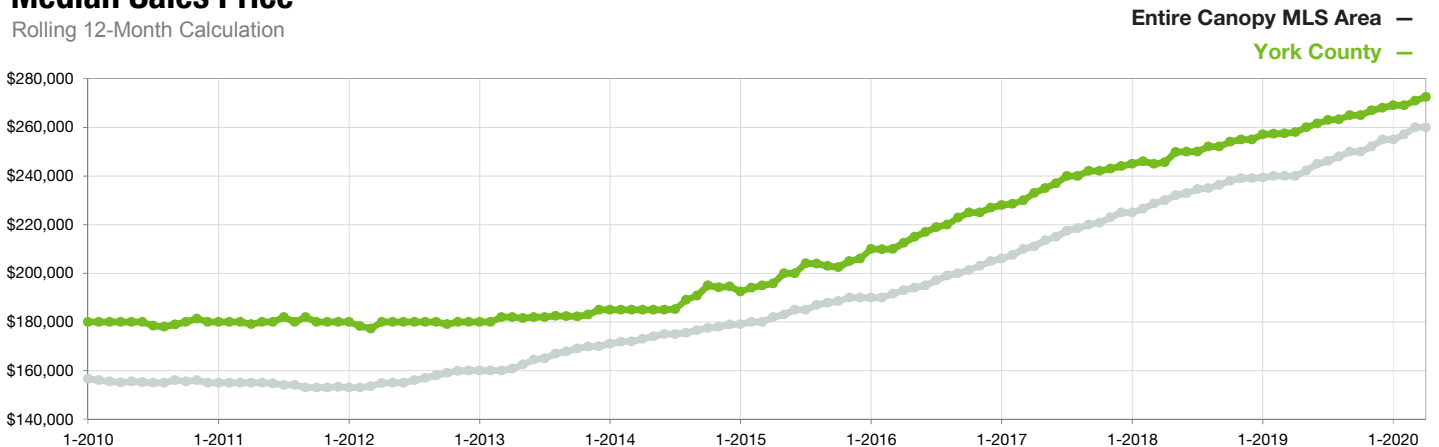
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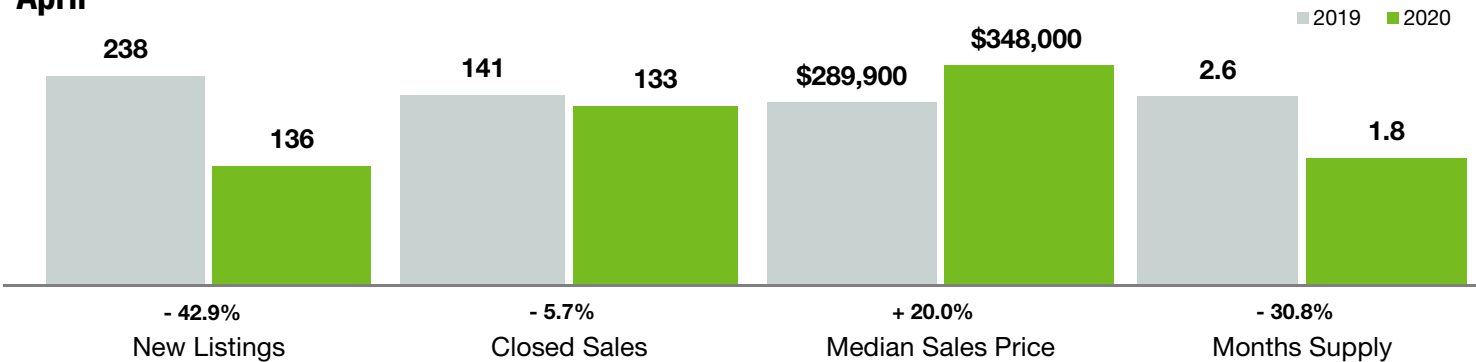
Fort Mill

South Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	238	136	- 42.9%	778	627	- 19.4%
Pending Sales	193	129	- 33.2%	608	538	- 11.5%
Closed Sales	141	133	- 5.7%	470	445	- 5.3%
Median Sales Price*	\$289,900	\$348,000	+ 20.0%	\$297,500	\$320,000	+ 7.6%
Average Sales Price*	\$349,108	\$371,419	+ 6.4%	\$339,225	\$360,952	+ 6.4%
Percent of Original List Price Received*	98.1%	98.0%	- 0.1%	97.7%	98.1%	+ 0.4%
List to Close	102	100	- 2.0%	107	105	- 1.9%
Days on Market Until Sale	52	43	- 17.3%	51	46	- 9.8%
Cumulative Days on Market Until Sale	68	48	- 29.4%	66	55	- 16.7%
Average List Price	\$379,396	\$379,417	+ 0.0%	\$372,563	\$378,394	+ 1.6%
Inventory of Homes for Sale	362	243	- 32.9%	--	--	--
Months Supply of Inventory	2.6	1.8	- 30.8%	--	--	--

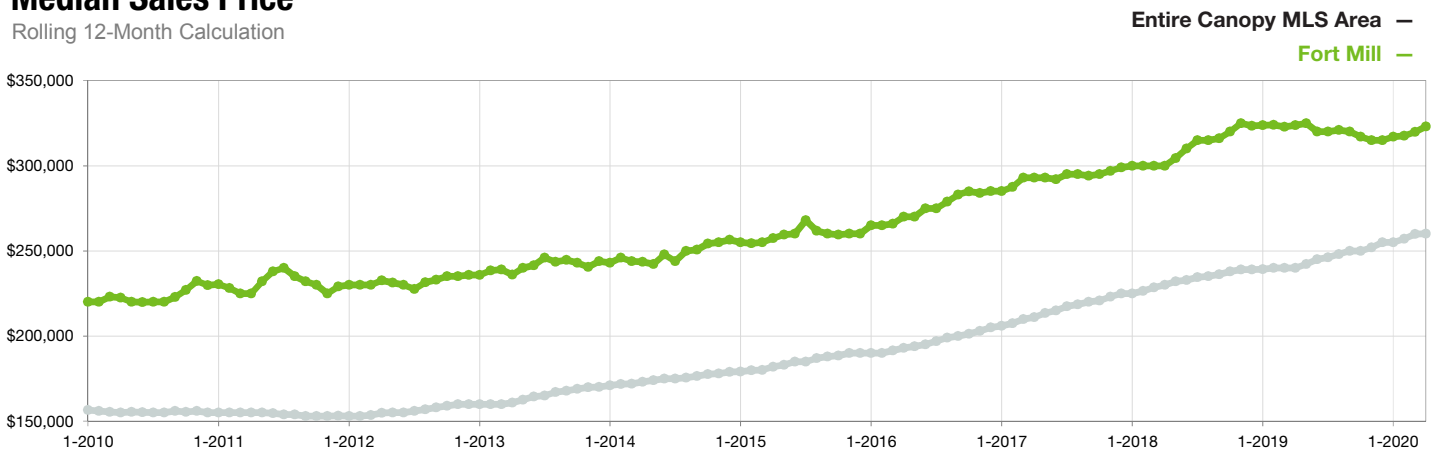
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April



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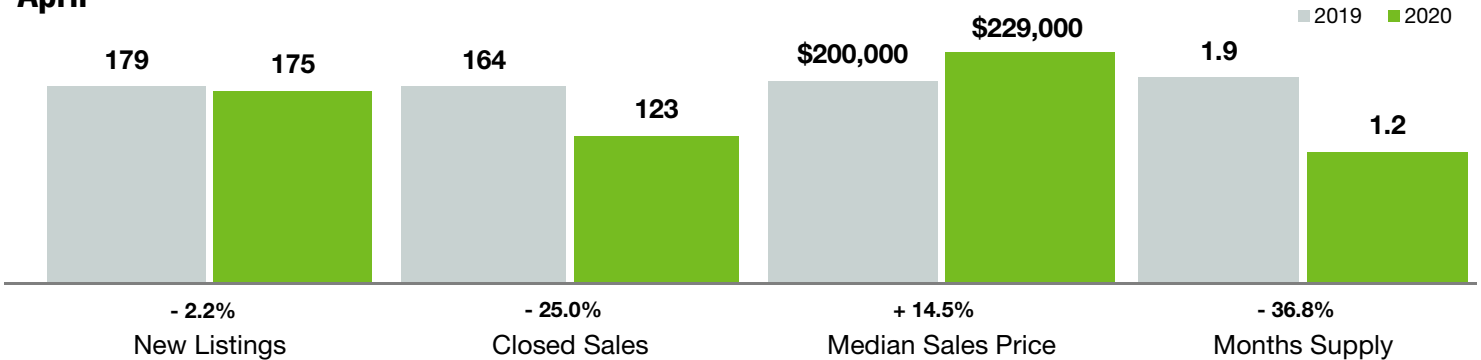
Rock Hill

South Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	179	175	- 2.2%	707	676	- 4.4%
Pending Sales	159	177	+ 11.3%	613	653	+ 6.5%
Closed Sales	164	123	- 25.0%	530	525	- 0.9%
Median Sales Price*	\$200,000	\$229,000	+ 14.5%	\$200,000	\$220,000	+ 10.0%
Average Sales Price*	\$215,633	\$240,054	+ 11.3%	\$211,178	\$233,779	+ 10.7%
Percent of Original List Price Received*	97.2%	97.6%	+ 0.4%	97.2%	97.1%	- 0.1%
List to Close	76	70	- 7.9%	82	83	+ 1.2%
Days on Market Until Sale	29	26	- 10.3%	35	37	+ 5.7%
Cumulative Days on Market Until Sale	42	29	- 31.0%	42	44	+ 4.8%
Average List Price	\$240,118	\$249,246	+ 3.8%	\$234,441	\$244,502	+ 4.3%
Inventory of Homes for Sale	273	194	- 28.9%	--	--	--
Months Supply of Inventory	1.9	1.2	- 36.8%	--	--	--

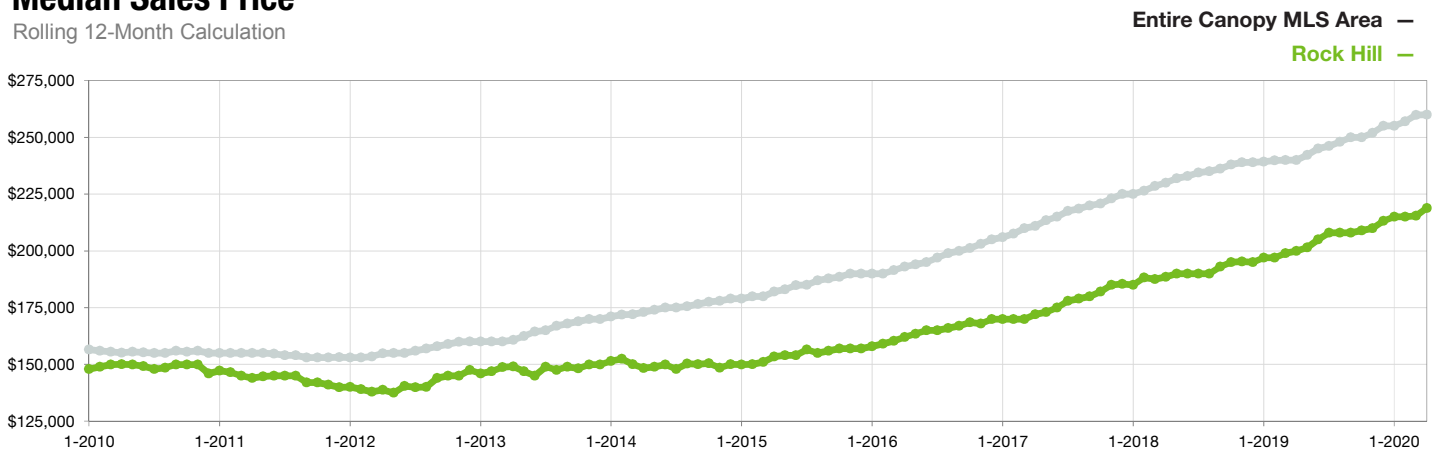
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

April



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for April 2020

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION
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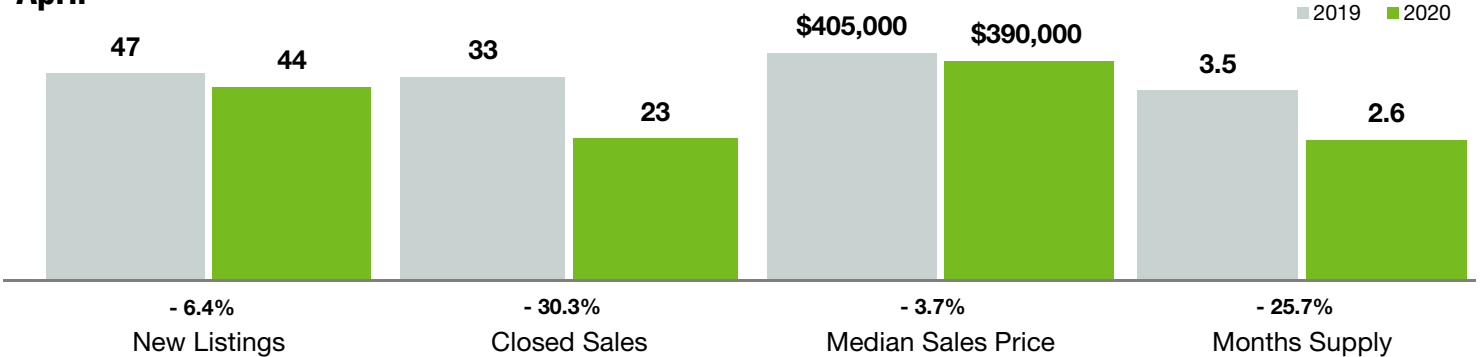
Tega Cay

South Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	47	44	- 6.4%	164	156	- 4.9%
Pending Sales	44	35	- 20.5%	111	113	+ 1.8%
Closed Sales	33	23	- 30.3%	79	75	- 5.1%
Median Sales Price*	\$405,000	\$390,000	- 3.7%	\$340,000	\$369,000	+ 8.5%
Average Sales Price*	\$400,618	\$376,081	- 6.1%	\$373,386	\$372,752	- 0.2%
Percent of Original List Price Received*	96.5%	98.0%	+ 1.6%	95.8%	97.4%	+ 1.7%
List to Close	127	80	- 37.0%	127	90	- 29.1%
Days on Market Until Sale	81	32	- 60.5%	81	46	- 43.2%
Cumulative Days on Market Until Sale	98	41	- 58.2%	104	54	- 48.1%
Average List Price	\$412,792	\$420,522	+ 1.9%	\$388,651	\$410,061	+ 5.5%
Inventory of Homes for Sale	94	82	- 12.8%	--	--	--
Months Supply of Inventory	3.5	2.6	- 25.7%	--	--	--

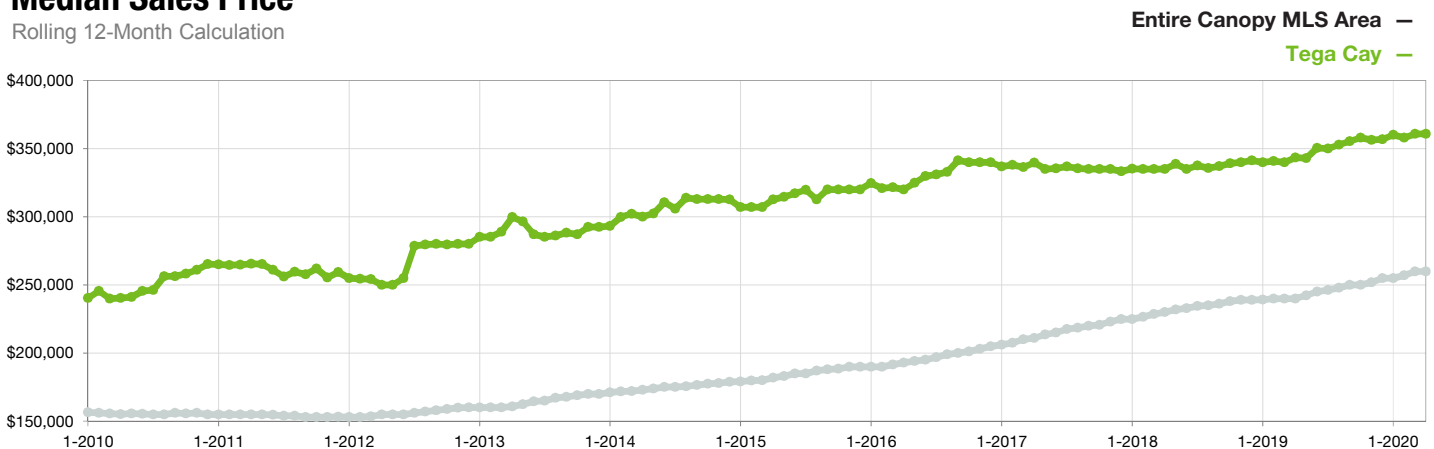
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April



Median Sales Price

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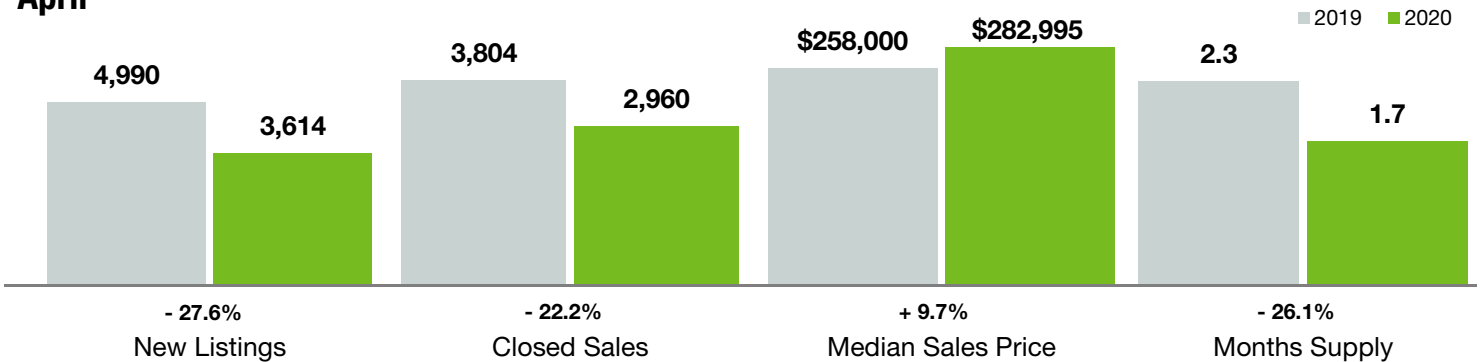
Charlotte MSA

Includes Cabarrus, Gaston, Iredell, Lincoln Mecklenburg, Rowan and Union Counties in North Carolina and Chester, Lancaster and York Counties in South Carolina

Key Metrics	April			Year to Date		
	2019	2020	Percent Change	Thru 4-2019	Thru 4-2020	Percent Change
New Listings	4,990	3,614	- 27.6%	17,770	16,459	- 7.4%
Pending Sales	4,174	3,390	- 18.8%	14,828	14,388	- 3.0%
Closed Sales	3,804	2,960	- 22.2%	12,092	12,136	+ 0.4%
Median Sales Price*	\$258,000	\$282,995	+ 9.7%	\$248,000	\$273,000	+ 10.1%
Average Sales Price*	\$307,922	\$335,834	+ 9.1%	\$294,532	\$320,082	+ 8.7%
Percent of Original List Price Received*	97.2%	98.0%	+ 0.8%	96.7%	97.3%	+ 0.6%
List to Close	92	88	- 4.3%	99	94	- 5.1%
Days on Market Until Sale	45	36	- 20.0%	48	43	- 10.4%
Cumulative Days on Market Until Sale	54	44	- 18.5%	58	52	- 10.3%
Average List Price	\$354,829	\$339,601	- 4.3%	\$349,705	\$351,453	+ 0.5%
Inventory of Homes for Sale	8,071	6,066	- 24.8%	--	--	--
Months Supply of Inventory	2.3	1.7	- 26.1%	--	--	--

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April



Median Sales Price

Rolling 12-Month Calculation

