

Local Market Update for February 2020

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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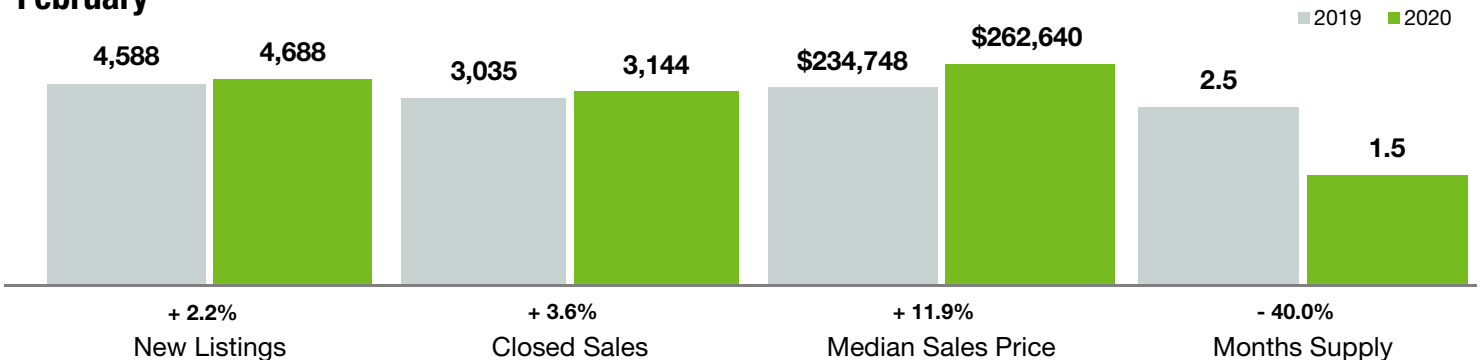
Charlotte Region

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	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	4,588	4,688	+ 2.2%	9,164	9,251	+ 0.9%
Pending Sales	3,917	4,888	+ 24.8%	7,525	9,130	+ 21.3%
Closed Sales	3,035	3,144	+ 3.6%	5,690	6,126	+ 7.7%
Median Sales Price*	\$234,748	\$262,640	+ 11.9%	\$230,000	\$259,405	+ 12.8%
Average Sales Price*	\$279,529	\$304,569	+ 9.0%	\$274,944	\$302,023	+ 9.8%
Percent of Original List Price Received*	95.9%	96.8%	+ 0.9%	95.8%	96.4%	+ 0.6%
List to Close	106	99	- 6.6%	106	100	- 5.7%
Days on Market Until Sale	54	50	- 7.4%	53	48	- 9.4%
Cumulative Days on Market Until Sale	64	60	- 6.3%	62	58	- 6.5%
Average List Price	\$346,758	\$354,533	+ 2.2%	\$335,248	\$346,569	+ 3.4%
Inventory of Homes for Sale	9,831	6,757	- 31.3%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--

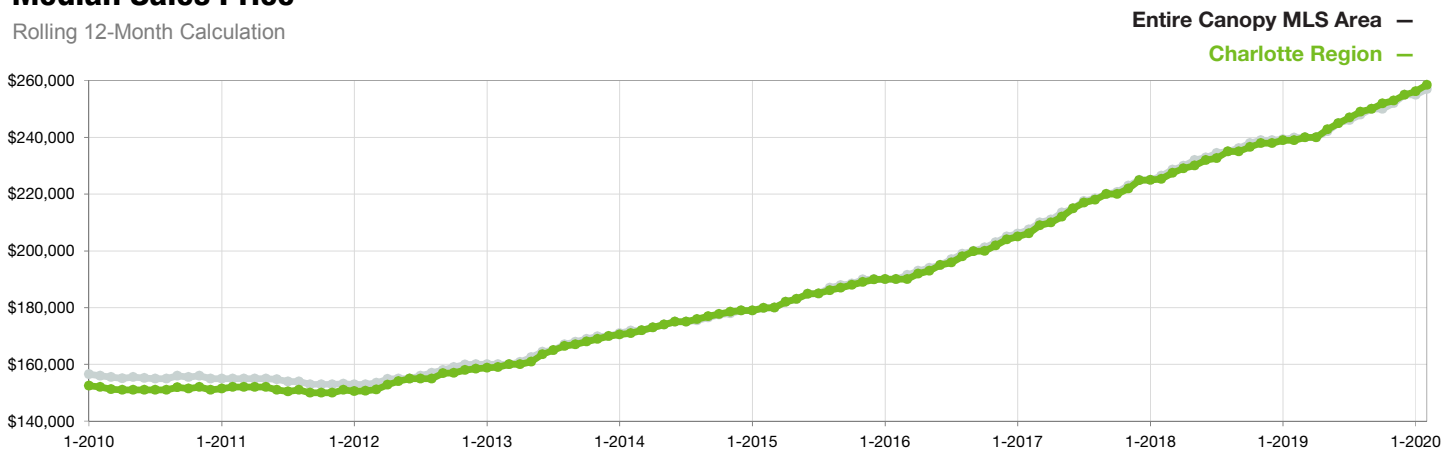
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February



Median Sales Price

Rolling 12-Month Calculation



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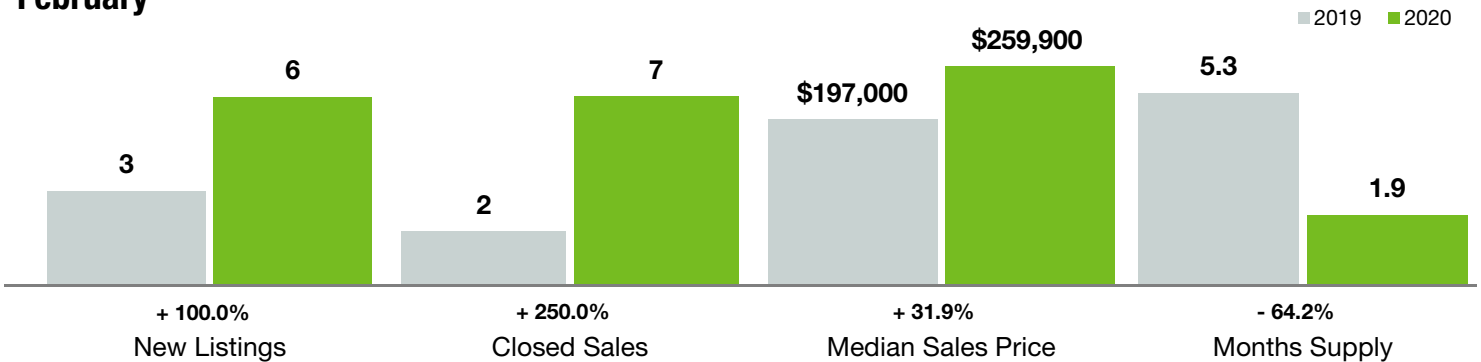
Alexander County

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	3	6	+ 100.0%	7	11	+ 57.1%
Pending Sales	2	5	+ 150.0%	5	12	+ 140.0%
Closed Sales	2	7	+ 250.0%	4	11	+ 175.0%
Median Sales Price*	\$197,000	\$259,900	+ 31.9%	\$203,500	\$227,500	+ 11.8%
Average Sales Price*	\$197,000	\$291,522	+ 48.0%	\$206,500	\$233,378	+ 13.0%
Percent of Original List Price Received*	98.5%	96.1%	- 2.4%	95.0%	93.9%	- 1.2%
List to Close	160	114	- 28.8%	157	131	- 16.6%
Days on Market Until Sale	80	74	- 7.5%	99	93	- 6.1%
Cumulative Days on Market Until Sale	80	197	+ 146.3%	99	170	+ 71.7%
Average List Price	\$150,167	\$286,000	+ 90.5%	\$200,343	\$257,664	+ 28.6%
Inventory of Homes for Sale	23	11	- 52.2%	--	--	--
Months Supply of Inventory	5.3	1.9	- 64.2%	--	--	--

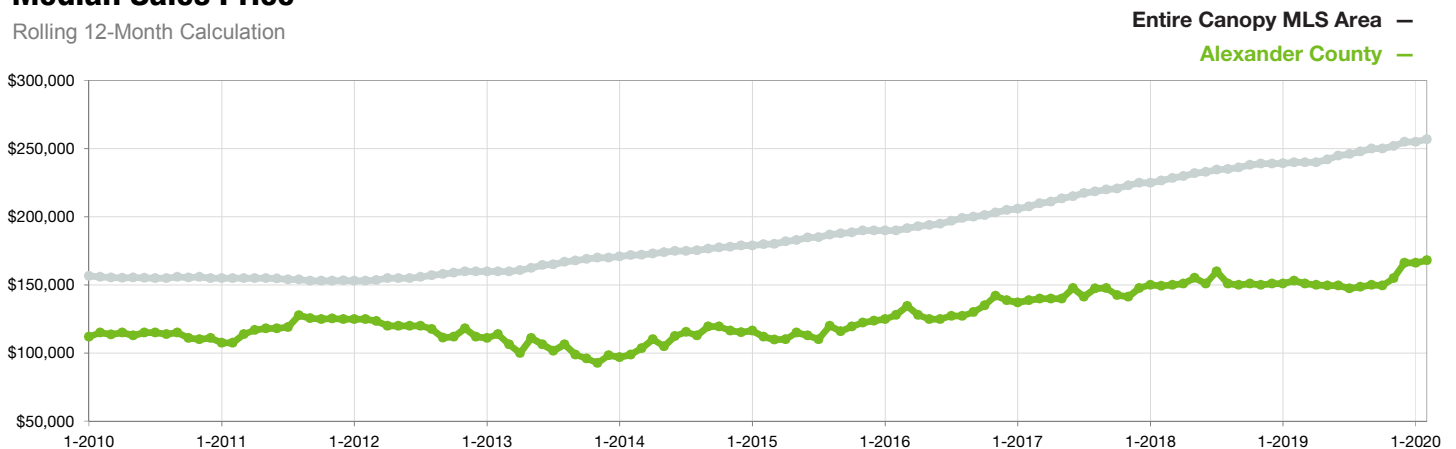
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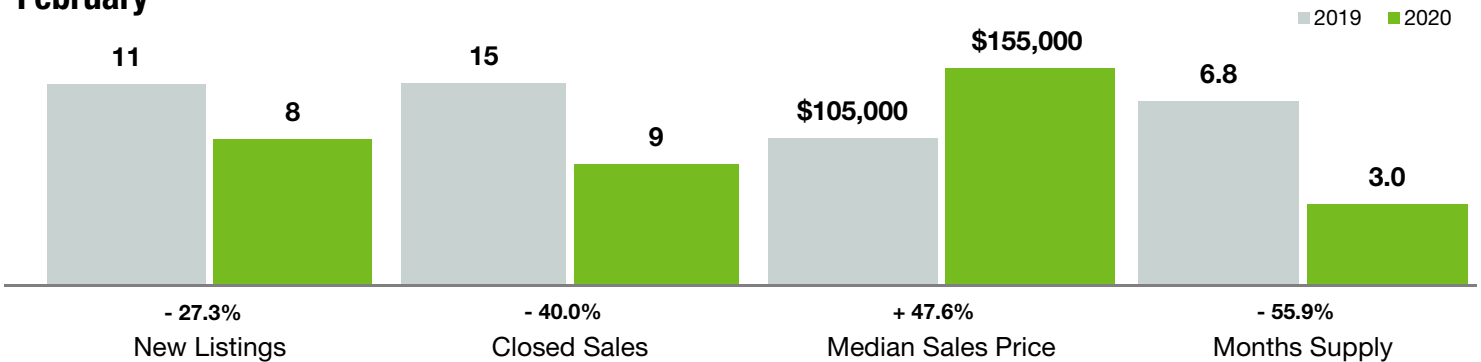
Anson County

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	11	8	- 27.3%	34	20	- 41.2%
Pending Sales	11	19	+ 72.7%	26	33	+ 26.9%
Closed Sales	15	9	- 40.0%	22	12	- 45.5%
Median Sales Price*	\$105,000	\$155,000	+ 47.6%	\$110,750	\$148,500	+ 34.1%
Average Sales Price*	\$152,873	\$170,022	+ 11.2%	\$138,155	\$153,433	+ 11.1%
Percent of Original List Price Received*	91.0%	94.4%	+ 3.7%	89.7%	92.1%	+ 2.7%
List to Close	118	166	+ 40.7%	129	160	+ 24.0%
Days on Market Until Sale	79	90	+ 13.9%	90	90	0.0%
Cumulative Days on Market Until Sale	128	108	- 15.6%	123	115	- 6.5%
Average List Price	\$113,336	\$133,088	+ 17.4%	\$190,318	\$134,665	- 29.2%
Inventory of Homes for Sale	69	38	- 44.9%	--	--	--
Months Supply of Inventory	6.8	3.0	- 55.9%	--	--	--

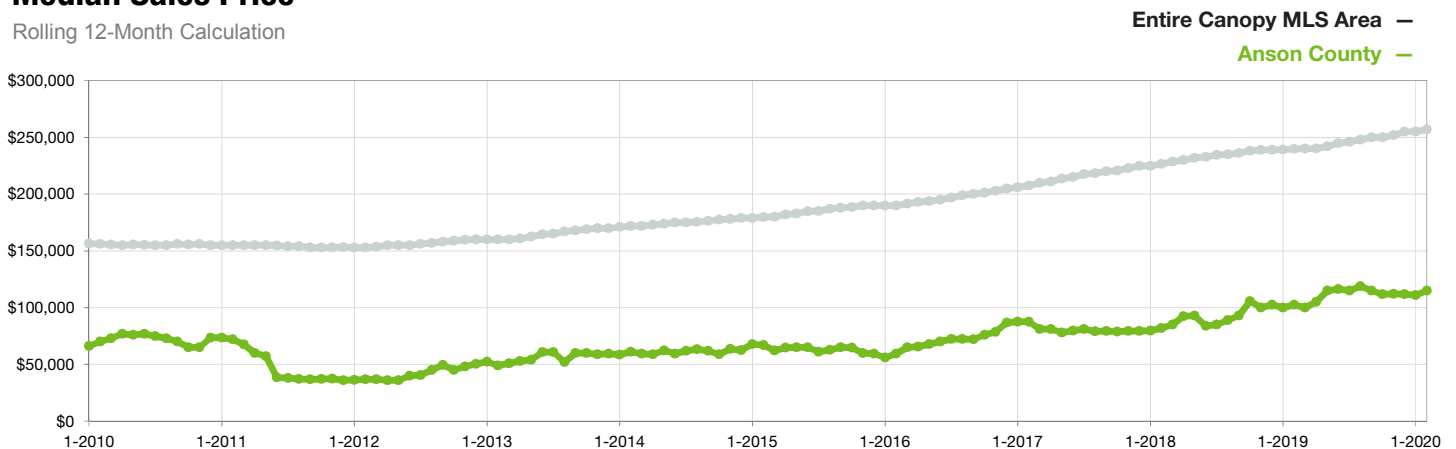
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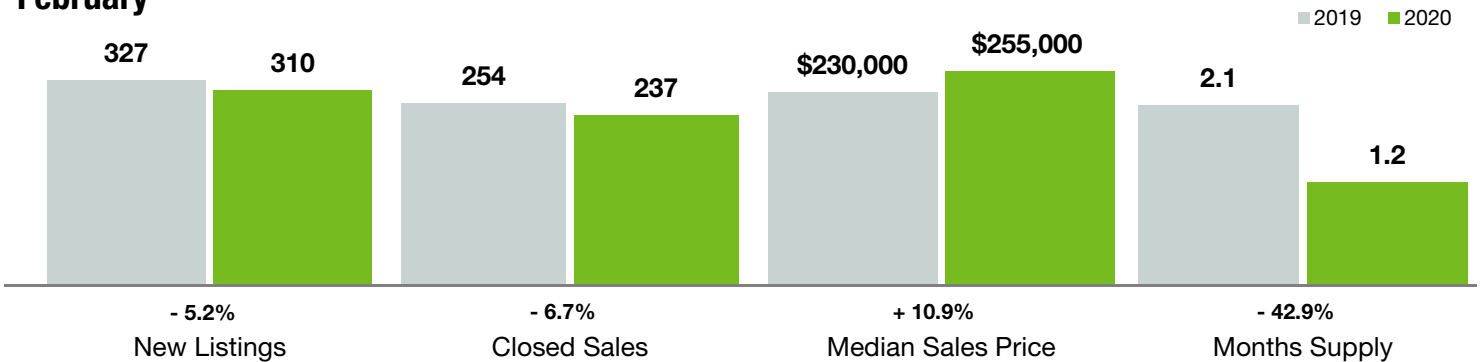
Cabarrus County

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	327	310	- 5.2%	708	663	- 6.4%
Pending Sales	320	357	+ 11.6%	626	654	+ 4.5%
Closed Sales	254	237	- 6.7%	485	481	- 0.8%
Median Sales Price*	\$230,000	\$255,000	+ 10.9%	\$228,995	\$250,000	+ 9.2%
Average Sales Price*	\$255,317	\$263,805	+ 3.3%	\$250,732	\$264,923	+ 5.7%
Percent of Original List Price Received*	95.9%	98.1%	+ 2.3%	95.9%	97.2%	+ 1.4%
List to Close	106	96	- 9.4%	105	96	- 8.6%
Days on Market Until Sale	50	45	- 10.0%	50	44	- 12.0%
Cumulative Days on Market Until Sale	58	57	- 1.7%	60	58	- 3.3%
Average List Price	\$273,380	\$305,738	+ 11.8%	\$272,574	\$296,713	+ 8.9%
Inventory of Homes for Sale	670	403	- 39.9%	--	--	--
Months Supply of Inventory	2.1	1.2	- 42.9%	--	--	--

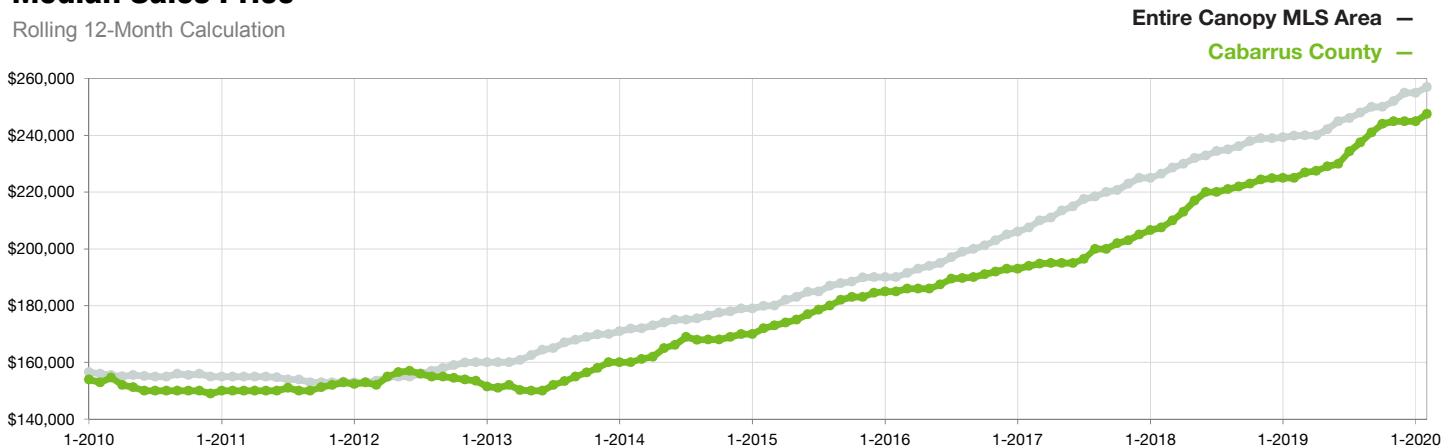
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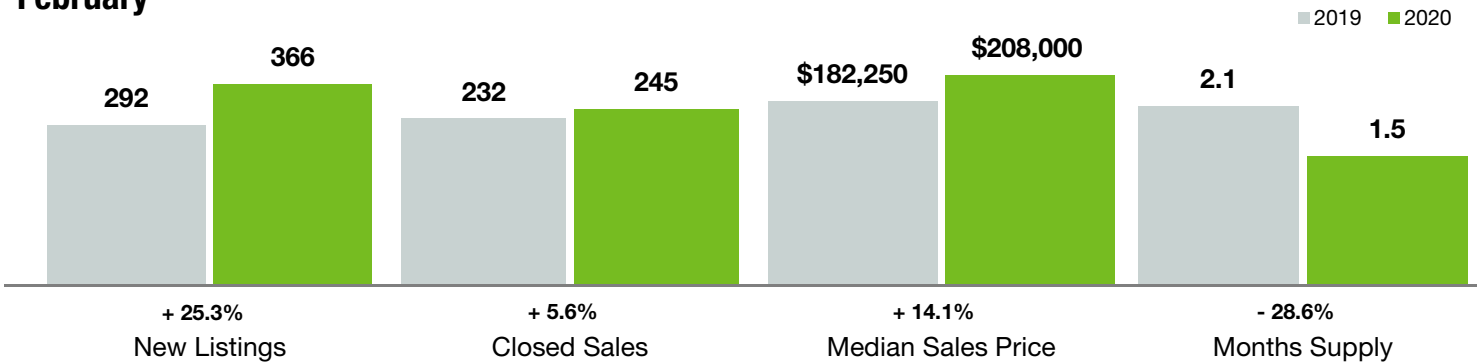
Gaston County

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	292	366	+ 25.3%	598	647	+ 8.2%
Pending Sales	290	351	+ 21.0%	547	668	+ 22.1%
Closed Sales	232	245	+ 5.6%	425	501	+ 17.9%
Median Sales Price*	\$182,250	\$208,000	+ 14.1%	\$180,900	\$205,000	+ 13.3%
Average Sales Price*	\$206,374	\$234,520	+ 13.6%	\$201,704	\$235,825	+ 16.9%
Percent of Original List Price Received*	95.1%	95.6%	+ 0.5%	95.0%	96.2%	+ 1.3%
List to Close	100	100	0.0%	103	104	+ 1.0%
Days on Market Until Sale	54	48	- 11.1%	51	44	- 13.7%
Cumulative Days on Market Until Sale	60	56	- 6.7%	57	50	- 12.3%
Average List Price	\$213,534	\$234,349	+ 9.7%	\$212,397	\$232,615	+ 9.5%
Inventory of Homes for Sale	572	469	- 18.0%	--	--	--
Months Supply of Inventory	2.1	1.5	- 28.6%	--	--	--

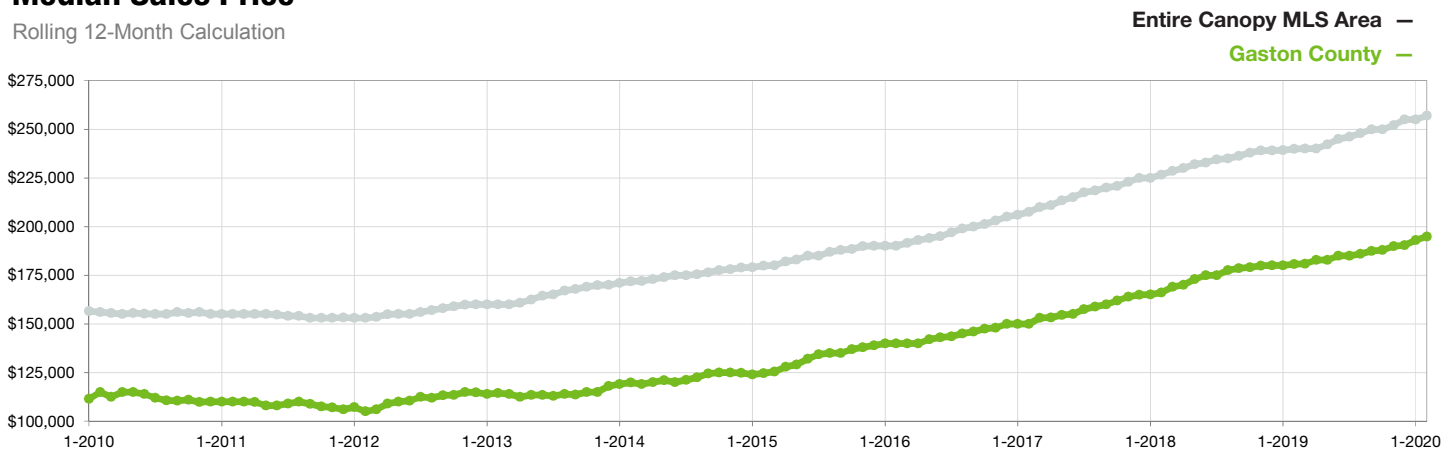
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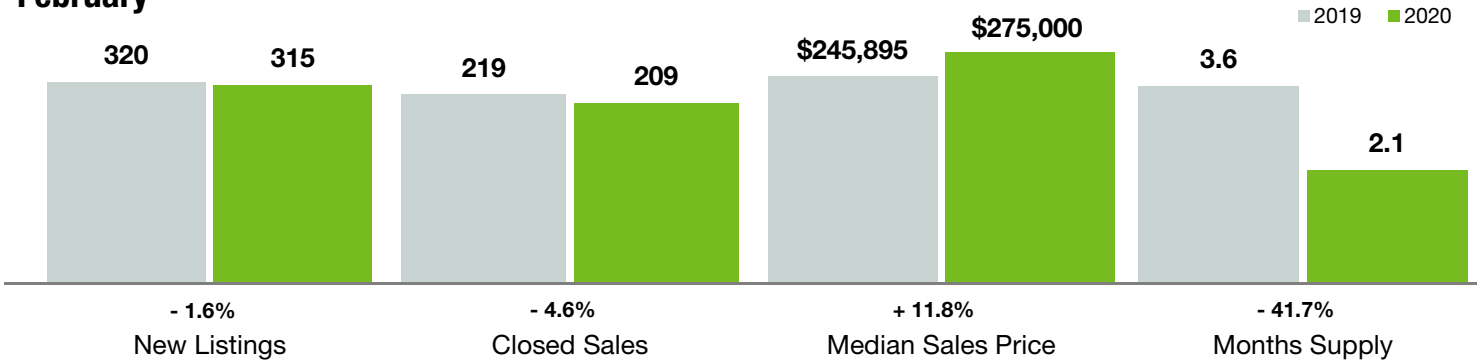
Iredell County

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	320	315	- 1.6%	679	661	- 2.7%
Pending Sales	255	325	+ 27.5%	523	614	+ 17.4%
Closed Sales	219	209	- 4.6%	375	418	+ 11.5%
Median Sales Price*	\$245,895	\$275,000	+ 11.8%	\$239,000	\$266,000	+ 11.3%
Average Sales Price*	\$299,389	\$315,700	+ 5.4%	\$305,804	\$316,533	+ 3.5%
Percent of Original List Price Received*	94.9%	96.2%	+ 1.4%	94.4%	96.0%	+ 1.7%
List to Close	116	115	- 0.9%	115	112	- 2.6%
Days on Market Until Sale	66	65	- 1.5%	63	61	- 3.2%
Cumulative Days on Market Until Sale	82	78	- 4.9%	78	73	- 6.4%
Average List Price	\$423,122	\$421,888	- 0.3%	\$378,487	\$391,913	+ 3.5%
Inventory of Homes for Sale	991	641	- 35.3%	--	--	--
Months Supply of Inventory	3.6	2.1	- 41.7%	--	--	--

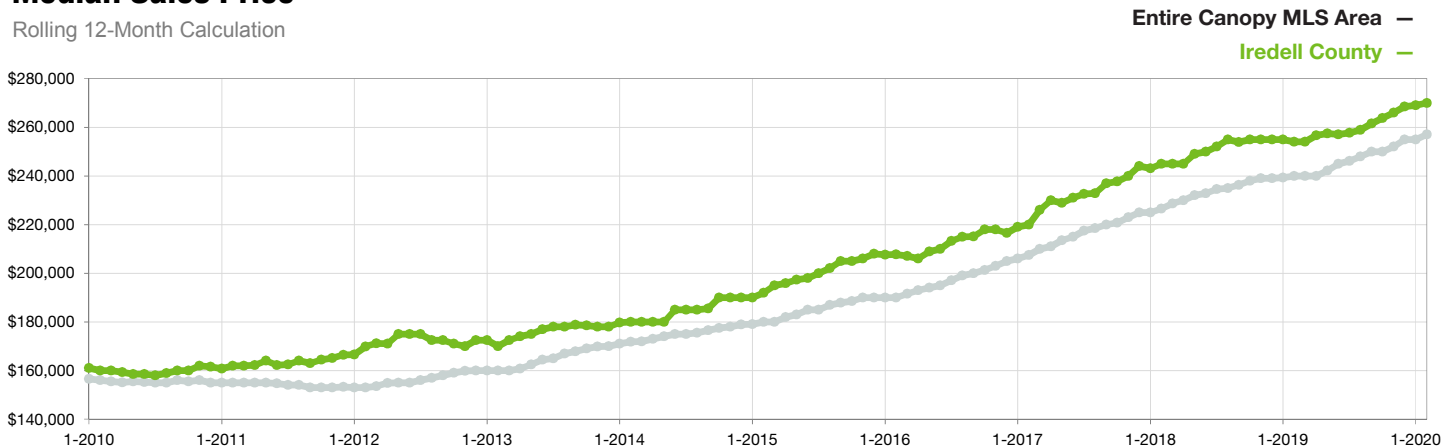
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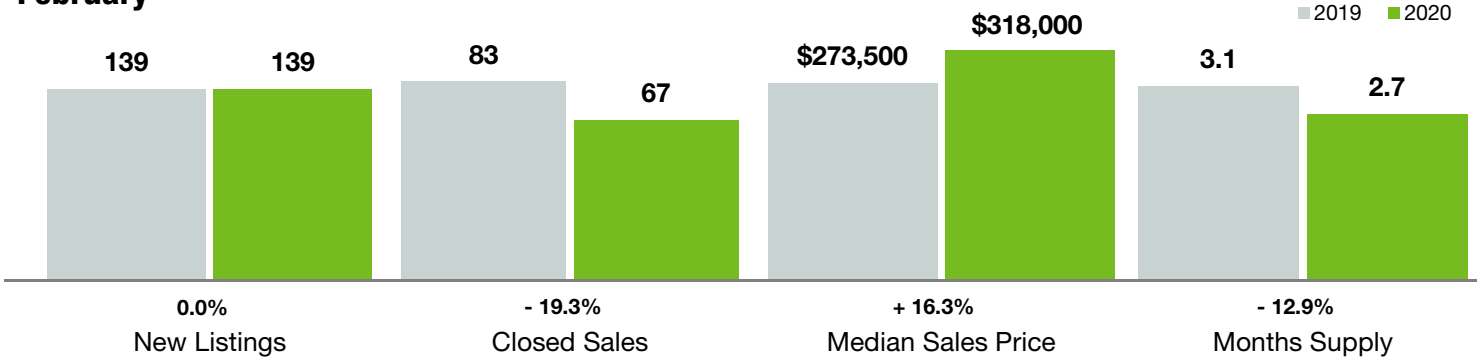
Lincoln County

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	139	139	0.0%	242	248	+ 2.5%
Pending Sales	104	129	+ 24.0%	188	226	+ 20.2%
Closed Sales	83	67	- 19.3%	152	142	- 6.6%
Median Sales Price*	\$273,500	\$318,000	+ 16.3%	\$272,260	\$301,000	+ 10.6%
Average Sales Price*	\$285,869	\$337,340	+ 18.0%	\$276,080	\$328,229	+ 18.9%
Percent of Original List Price Received*	93.8%	96.0%	+ 2.3%	93.8%	95.0%	+ 1.3%
List to Close	126	110	- 12.7%	126	121	- 4.0%
Days on Market Until Sale	78	64	- 17.9%	72	75	+ 4.2%
Cumulative Days on Market Until Sale	94	82	- 12.8%	84	92	+ 9.5%
Average List Price	\$323,332	\$324,330	+ 0.3%	\$334,399	\$322,327	- 3.6%
Inventory of Homes for Sale	348	296	- 14.9%	--	--	--
Months Supply of Inventory	3.1	2.7	- 12.9%	--	--	--

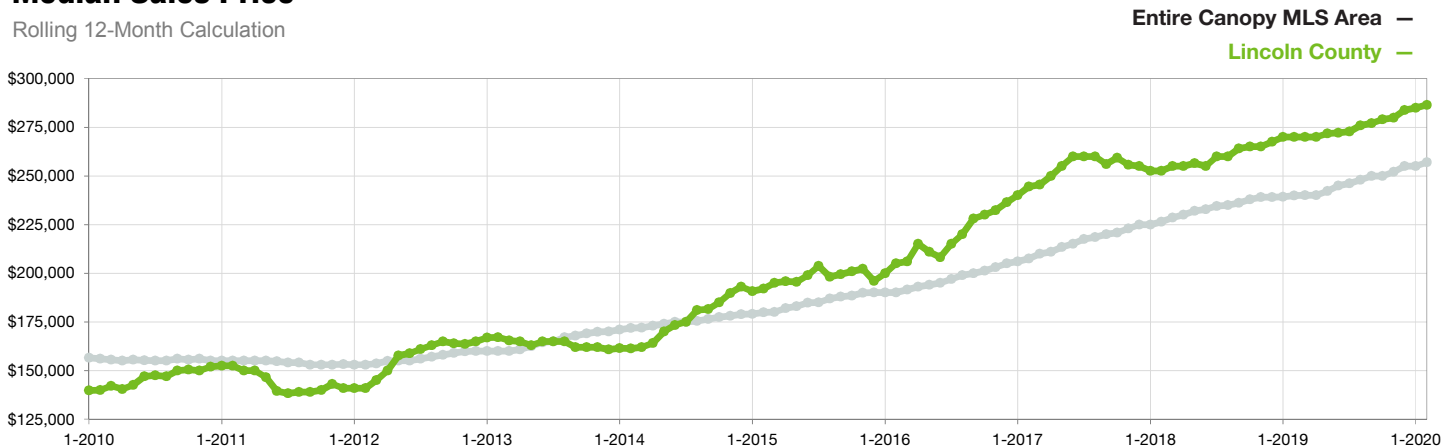
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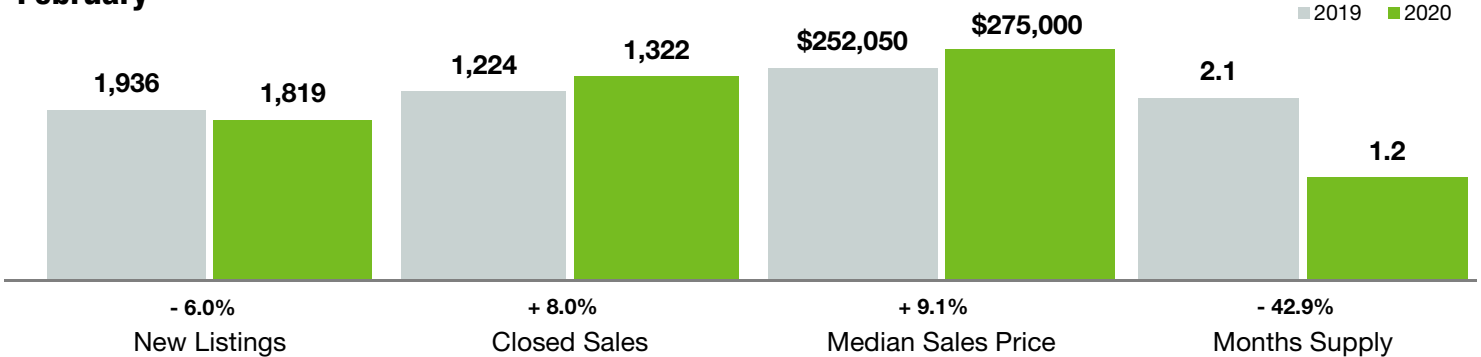
Mecklenburg County

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	1,936	1,819	- 6.0%	3,733	3,726	- 0.2%
Pending Sales	1,589	2,028	+ 27.6%	3,057	3,803	+ 24.4%
Closed Sales	1,224	1,322	+ 8.0%	2,281	2,537	+ 11.2%
Median Sales Price*	\$252,050	\$275,000	+ 9.1%	\$245,000	\$271,000	+ 10.6%
Average Sales Price*	\$317,987	\$342,289	+ 7.6%	\$307,776	\$341,695	+ 11.0%
Percent of Original List Price Received*	96.6%	97.1%	+ 0.5%	96.4%	96.8%	+ 0.4%
List to Close	97	93	- 4.1%	99	94	- 5.1%
Days on Market Until Sale	46	44	- 4.3%	46	43	- 6.5%
Cumulative Days on Market Until Sale	56	54	- 3.6%	55	52	- 5.5%
Average List Price	\$403,667	\$419,483	+ 3.9%	\$391,054	\$398,881	+ 2.0%
Inventory of Homes for Sale	3,439	2,178	- 36.7%	--	--	--
Months Supply of Inventory	2.1	1.2	- 42.9%	--	--	--

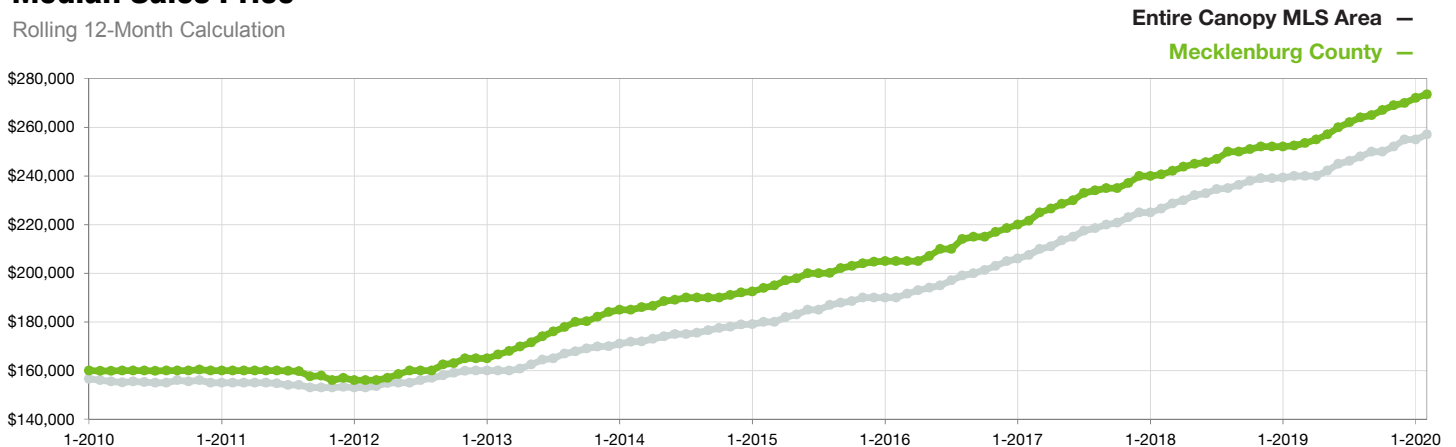
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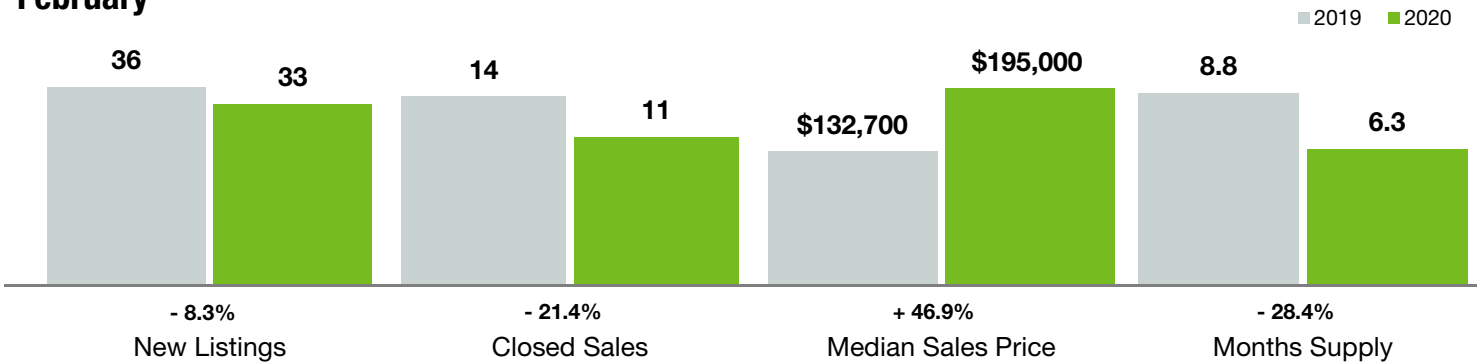
Montgomery County

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	36	33	- 8.3%	63	63	0.0%
Pending Sales	13	23	+ 76.9%	27	37	+ 37.0%
Closed Sales	14	11	- 21.4%	25	27	+ 8.0%
Median Sales Price*	\$132,700	\$195,000	+ 46.9%	\$139,900	\$161,000	+ 15.1%
Average Sales Price*	\$192,914	\$270,727	+ 40.3%	\$211,232	\$203,700	- 3.6%
Percent of Original List Price Received*	91.9%	92.9%	+ 1.1%	91.0%	91.0%	0.0%
List to Close	136	154	+ 13.2%	139	156	+ 12.2%
Days on Market Until Sale	89	106	+ 19.1%	96	114	+ 18.8%
Cumulative Days on Market Until Sale	115	126	+ 9.6%	112	132	+ 17.9%
Average List Price	\$285,603	\$258,198	- 9.6%	\$271,331	\$277,589	+ 2.3%
Inventory of Homes for Sale	162	160	- 1.2%	--	--	--
Months Supply of Inventory	8.8	6.3	- 28.4%	--	--	--

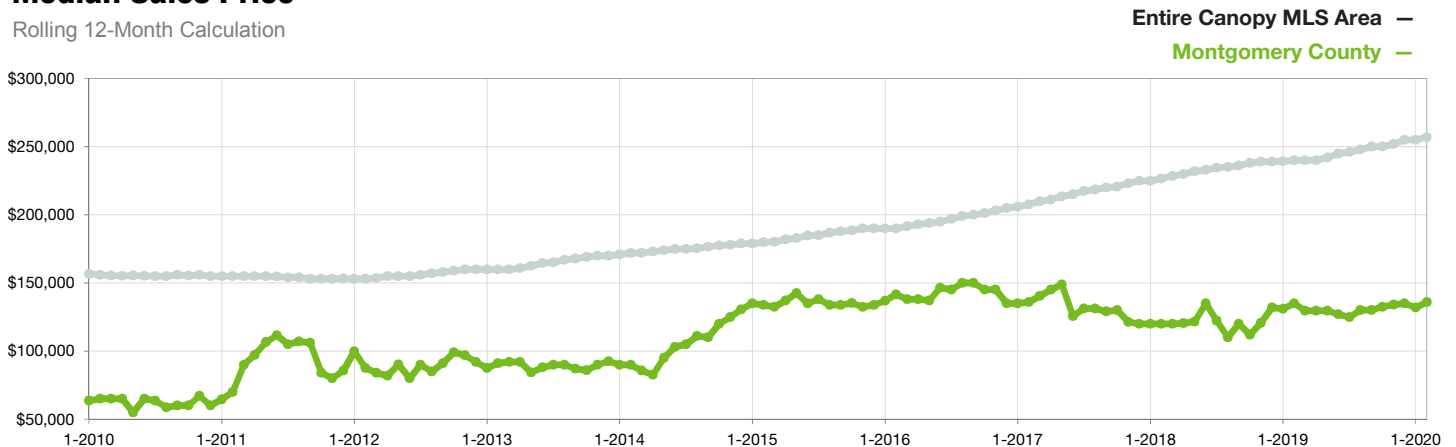
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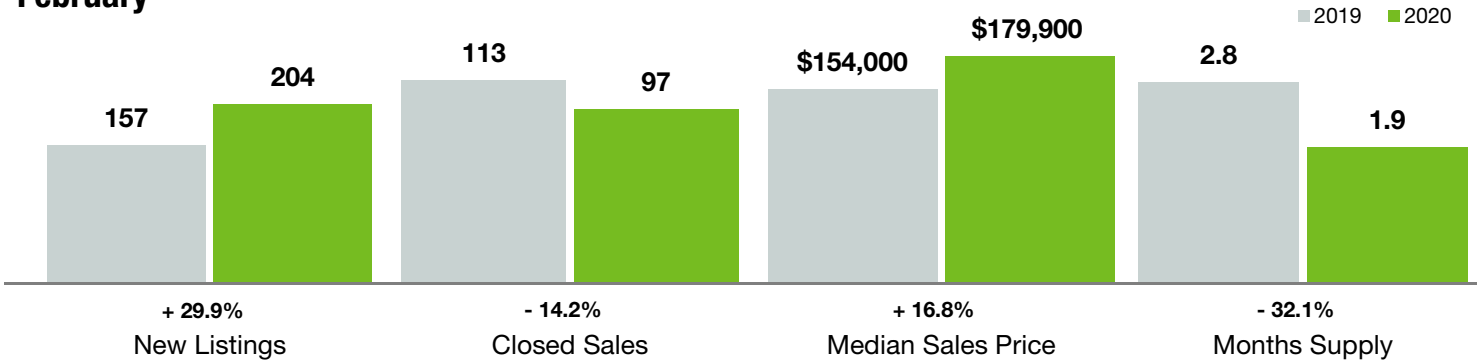
Rowan County

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	157	204	+ 29.9%	326	351	+ 7.7%
Pending Sales	126	205	+ 62.7%	252	336	+ 33.3%
Closed Sales	113	97	- 14.2%	217	195	- 10.1%
Median Sales Price*	\$154,000	\$179,900	+ 16.8%	\$154,000	\$179,000	+ 16.2%
Average Sales Price*	\$172,404	\$218,991	+ 27.0%	\$164,402	\$202,018	+ 22.9%
Percent of Original List Price Received*	93.9%	95.7%	+ 1.9%	93.9%	94.0%	+ 0.1%
List to Close	113	96	- 15.0%	115	108	- 6.1%
Days on Market Until Sale	66	51	- 22.7%	61	61	0.0%
Cumulative Days on Market Until Sale	73	49	- 32.9%	70	61	- 12.9%
Average List Price	\$176,914	\$198,319	+ 12.1%	\$189,877	\$213,240	+ 12.3%
Inventory of Homes for Sale	379	276	- 27.2%	--	--	--
Months Supply of Inventory	2.8	1.9	- 32.1%	--	--	--

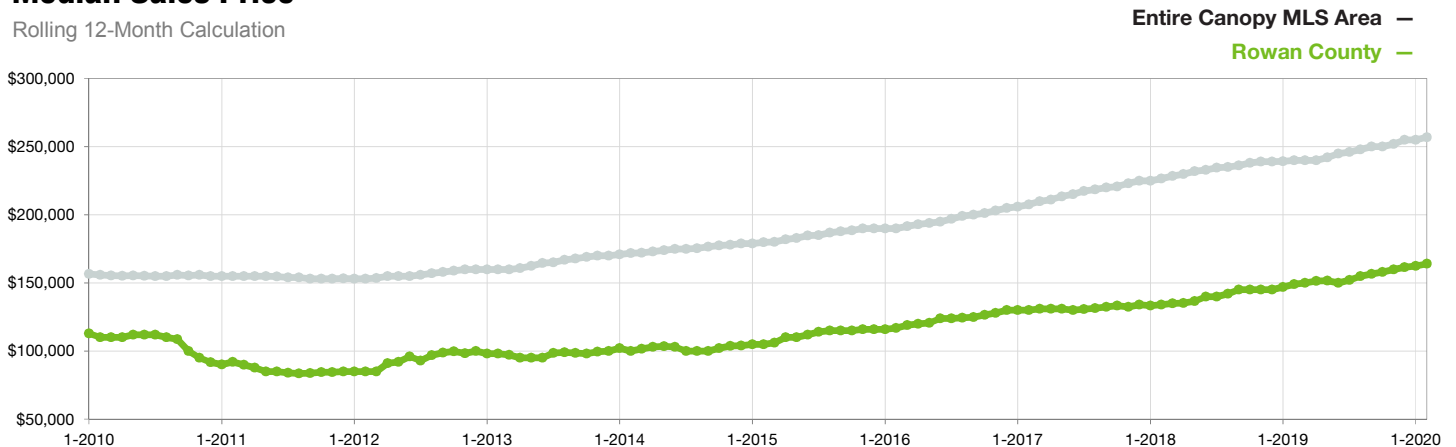
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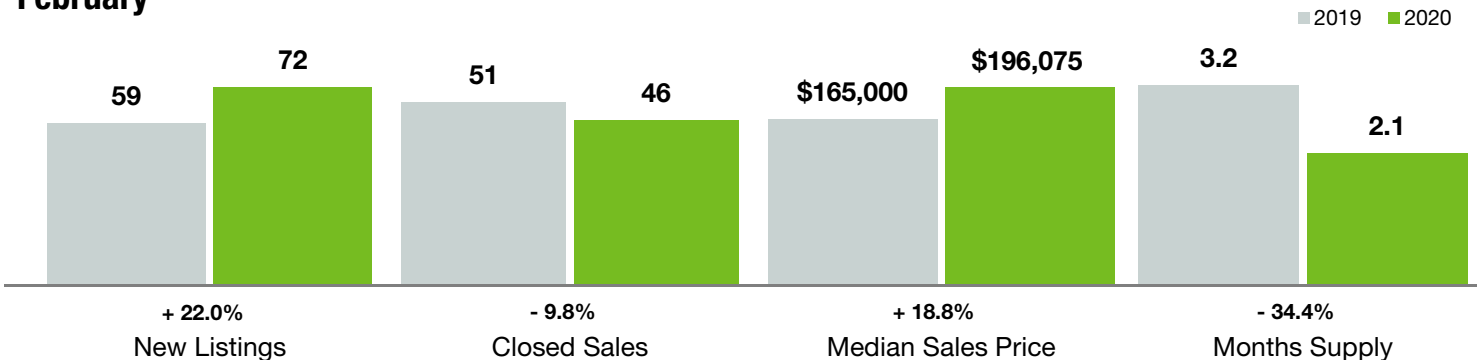
Stanly County

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	59	72	+ 22.0%	124	129	+ 4.0%
Pending Sales	56	69	+ 23.2%	104	128	+ 23.1%
Closed Sales	51	46	- 9.8%	89	102	+ 14.6%
Median Sales Price*	\$165,000	\$196,075	+ 18.8%	\$164,990	\$178,990	+ 8.5%
Average Sales Price*	\$179,182	\$204,338	+ 14.0%	\$180,373	\$187,364	+ 3.9%
Percent of Original List Price Received*	93.8%	96.7%	+ 3.1%	92.1%	95.5%	+ 3.7%
List to Close	151	115	- 23.8%	139	121	- 12.9%
Days on Market Until Sale	86	62	- 27.9%	80	59	- 26.3%
Cumulative Days on Market Until Sale	90	65	- 27.8%	83	73	- 12.0%
Average List Price	\$231,210	\$223,547	- 3.3%	\$219,638	\$218,599	- 0.5%
Inventory of Homes for Sale	184	134	- 27.2%	--	--	--
Months Supply of Inventory	3.2	2.1	- 34.4%	--	--	--

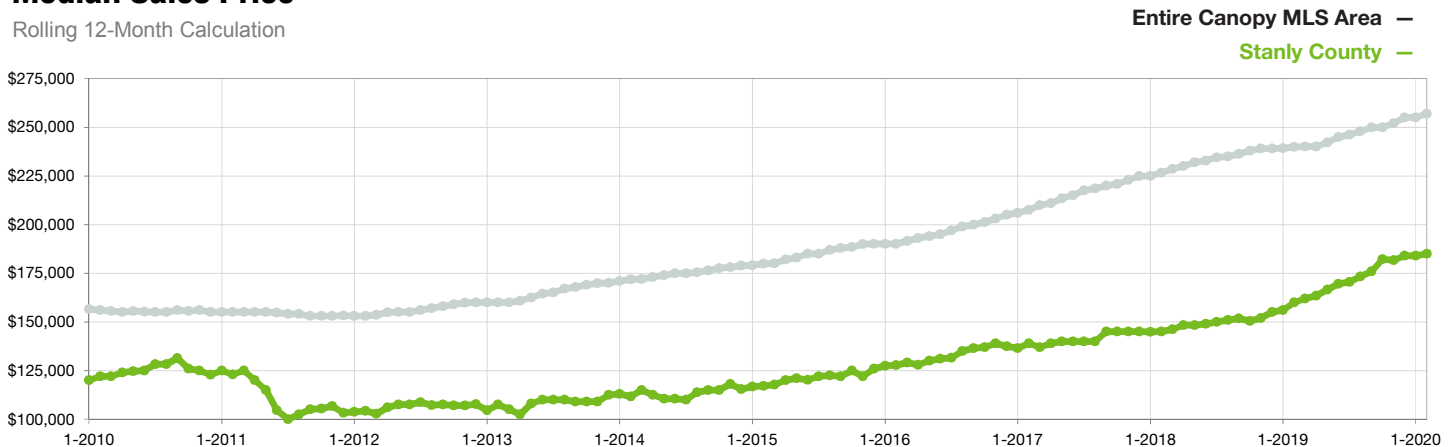
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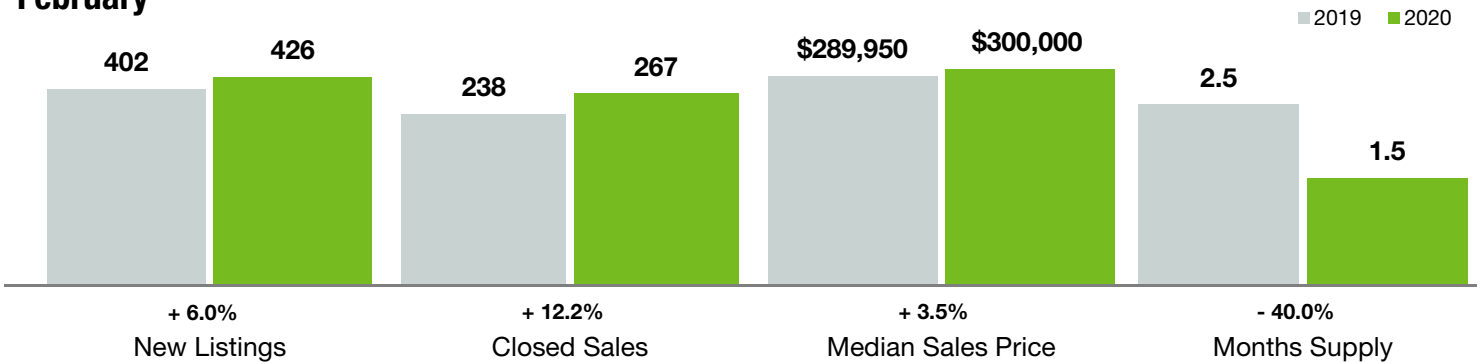
Union County

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	402	426	+ 6.0%	802	805	+ 0.4%
Pending Sales	335	388	+ 15.8%	637	768	+ 20.6%
Closed Sales	238	267	+ 12.2%	466	521	+ 11.8%
Median Sales Price*	\$289,950	\$300,000	+ 3.5%	\$278,750	\$300,000	+ 7.6%
Average Sales Price*	\$323,819	\$341,838	+ 5.6%	\$323,533	\$339,777	+ 5.0%
Percent of Original List Price Received*	96.0%	96.8%	+ 0.8%	96.4%	96.7%	+ 0.3%
List to Close	112	110	- 1.8%	109	104	- 4.6%
Days on Market Until Sale	61	63	+ 3.3%	56	55	- 1.8%
Cumulative Days on Market Until Sale	70	70	0.0%	66	64	- 3.0%
Average List Price	\$403,420	\$423,237	+ 4.9%	\$391,378	\$421,612	+ 7.7%
Inventory of Homes for Sale	874	577	- 34.0%	--	--	--
Months Supply of Inventory	2.5	1.5	- 40.0%	--	--	--

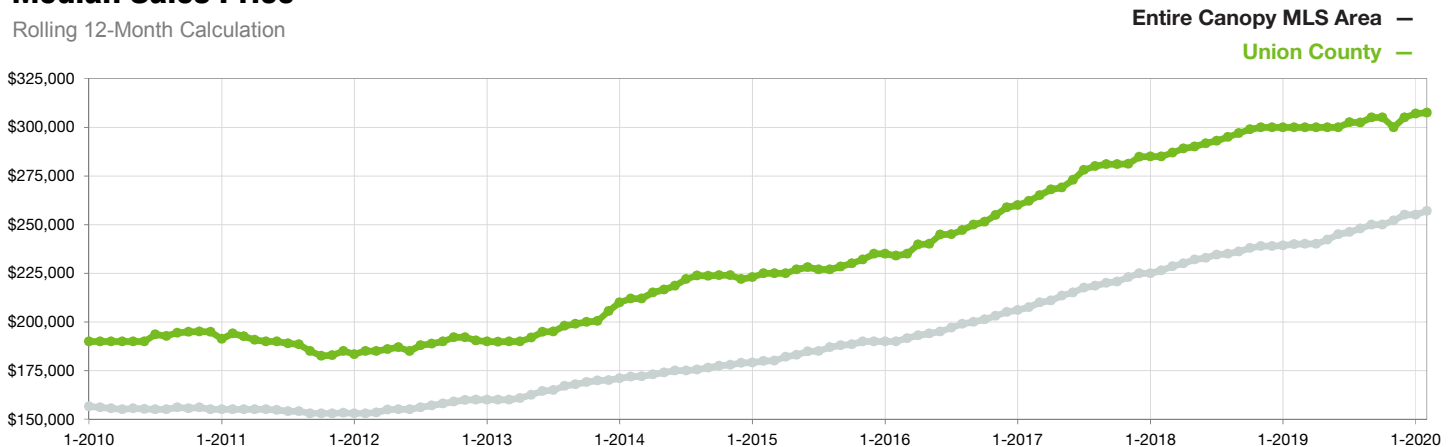
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2020

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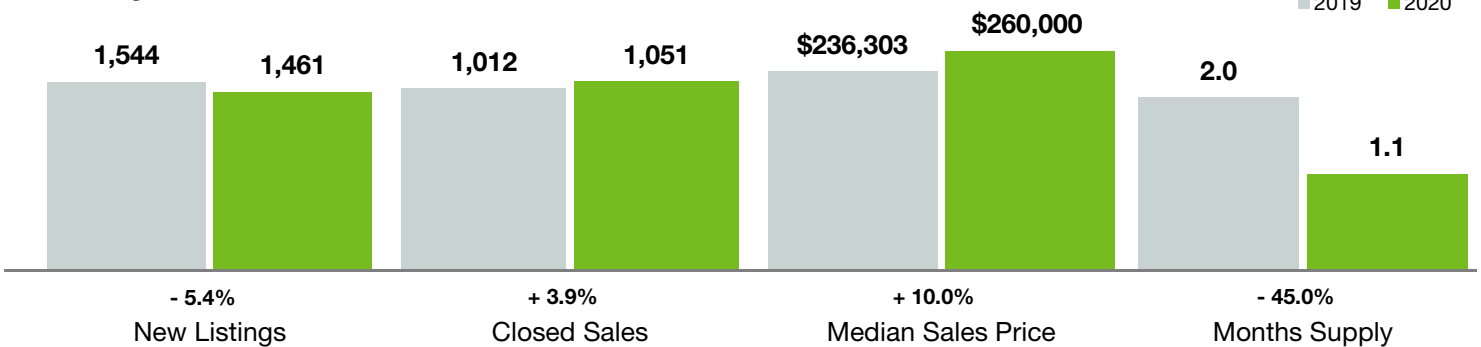
City of Charlotte

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	1,544	1,461	- 5.4%	2,986	3,052	+ 2.2%
Pending Sales	1,298	1,651	+ 27.2%	2,513	3,093	+ 23.1%
Closed Sales	1,012	1,051	+ 3.9%	1,884	2,022	+ 7.3%
Median Sales Price*	\$236,303	\$260,000	+ 10.0%	\$230,000	\$258,863	+ 12.5%
Average Sales Price*	\$306,810	\$331,796	+ 8.1%	\$295,543	\$327,457	+ 10.8%
Percent of Original List Price Received*	96.7%	97.4%	+ 0.7%	96.5%	97.0%	+ 0.5%
List to Close	95	88	- 7.4%	96	90	- 6.3%
Days on Market Until Sale	44	40	- 9.1%	44	40	- 9.1%
Cumulative Days on Market Until Sale	53	49	- 7.5%	52	48	- 7.7%
Average List Price	\$401,840	\$417,154	+ 3.8%	\$387,770	\$393,068	+ 1.4%
Inventory of Homes for Sale	2,600	1,624	- 37.5%	--	--	--
Months Supply of Inventory	2.0	1.1	- 45.0%	--	--	--

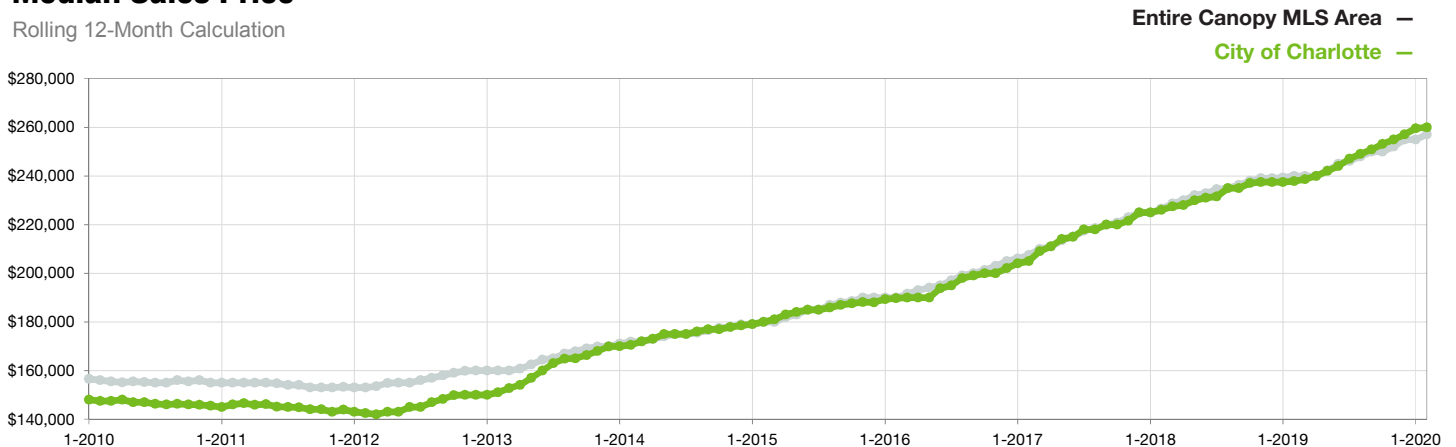
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February



Median Sales Price

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Local Market Update for February 2020

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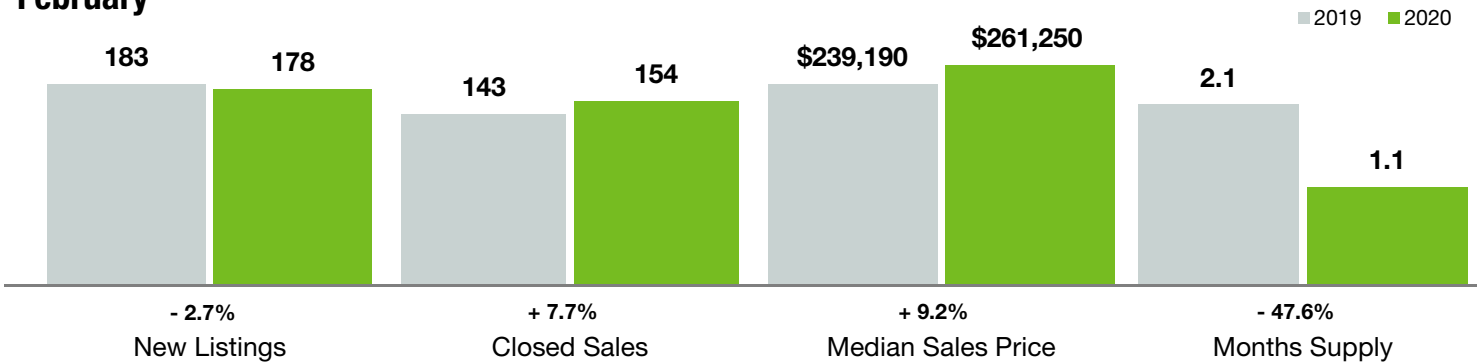
Concord

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	183	178	- 2.7%	409	398	- 2.7%
Pending Sales	193	211	+ 9.3%	355	411	+ 15.8%
Closed Sales	143	154	+ 7.7%	270	295	+ 9.3%
Median Sales Price*	\$239,190	\$261,250	+ 9.2%	\$224,500	\$255,725	+ 13.9%
Average Sales Price*	\$264,151	\$262,650	- 0.6%	\$249,669	\$267,408	+ 7.1%
Percent of Original List Price Received*	96.1%	98.6%	+ 2.6%	96.2%	97.8%	+ 1.7%
List to Close	112	99	- 11.6%	107	100	- 6.5%
Days on Market Until Sale	55	49	- 10.9%	50	48	- 4.0%
Cumulative Days on Market Until Sale	60	65	+ 8.3%	57	66	+ 15.8%
Average List Price	\$266,273	\$309,356	+ 16.2%	\$265,854	\$292,628	+ 10.1%
Inventory of Homes for Sale	396	225	- 43.2%	--	--	--
Months Supply of Inventory	2.1	1.1	- 47.6%	--	--	--

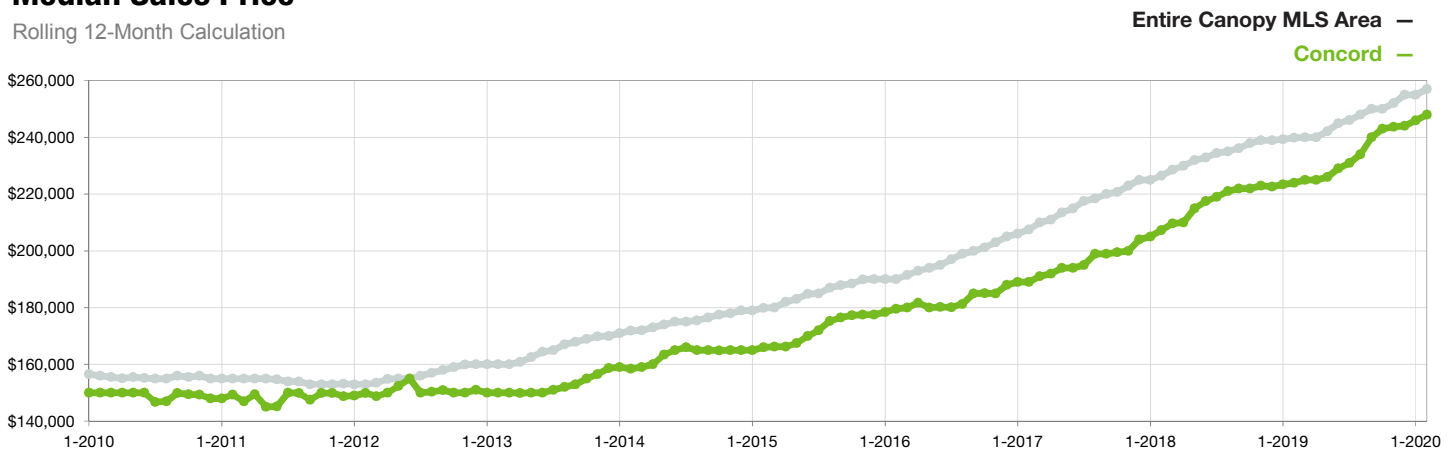
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February



Median Sales Price

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Local Market Update for February 2020

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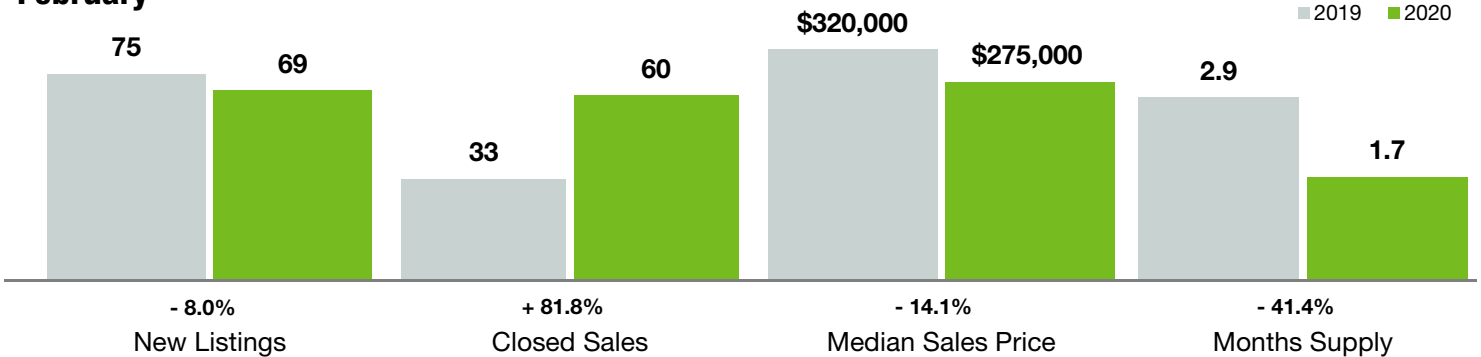
Cornelius

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	75	69	- 8.0%	155	131	- 15.5%
Pending Sales	59	70	+ 18.6%	103	132	+ 28.2%
Closed Sales	33	60	+ 81.8%	69	114	+ 65.2%
Median Sales Price*	\$320,000	\$275,000	- 14.1%	\$333,000	\$295,500	- 11.3%
Average Sales Price*	\$548,736	\$440,644	- 19.7%	\$485,618	\$490,127	+ 0.9%
Percent of Original List Price Received*	94.8%	97.0%	+ 2.3%	94.3%	96.0%	+ 1.8%
List to Close	116	97	- 16.4%	117	98	- 16.2%
Days on Market Until Sale	74	46	- 37.8%	73	50	- 31.5%
Cumulative Days on Market Until Sale	83	75	- 9.6%	83	75	- 9.6%
Average List Price	\$561,647	\$514,314	- 8.4%	\$522,415	\$508,380	- 2.7%
Inventory of Homes for Sale	204	127	- 37.7%	--	--	--
Months Supply of Inventory	2.9	1.7	- 41.4%	--	--	--

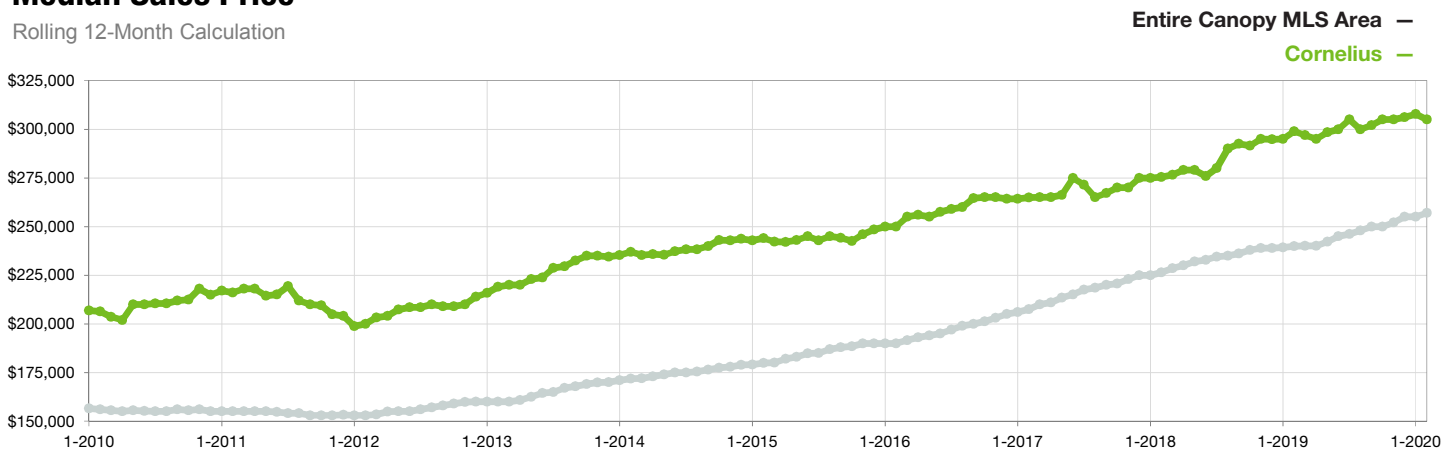
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February



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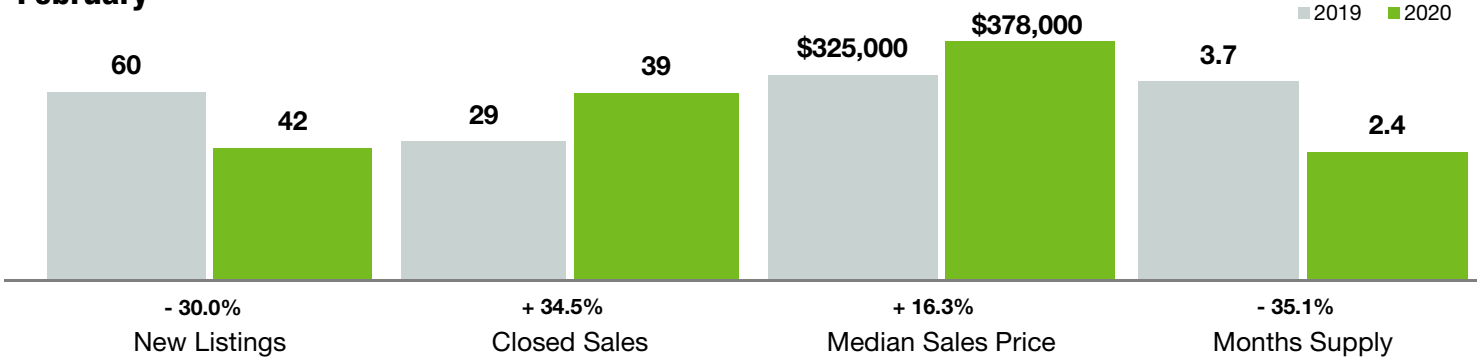
Davidson

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	60	42	- 30.0%	92	87	- 5.4%
Pending Sales	46	50	+ 8.7%	77	110	+ 42.9%
Closed Sales	29	39	+ 34.5%	46	65	+ 41.3%
Median Sales Price*	\$325,000	\$378,000	+ 16.3%	\$327,000	\$385,000	+ 17.7%
Average Sales Price*	\$361,983	\$415,842	+ 14.9%	\$397,191	\$443,634	+ 11.7%
Percent of Original List Price Received*	95.5%	93.6%	- 2.0%	95.0%	94.5%	- 0.5%
List to Close	116	141	+ 21.6%	117	134	+ 14.5%
Days on Market Until Sale	69	93	+ 34.8%	65	83	+ 27.7%
Cumulative Days on Market Until Sale	79	100	+ 26.6%	83	87	+ 4.8%
Average List Price	\$461,487	\$558,583	+ 21.0%	\$497,025	\$558,554	+ 12.4%
Inventory of Homes for Sale	147	114	- 22.4%	--	--	--
Months Supply of Inventory	3.7	2.4	- 35.1%	--	--	--

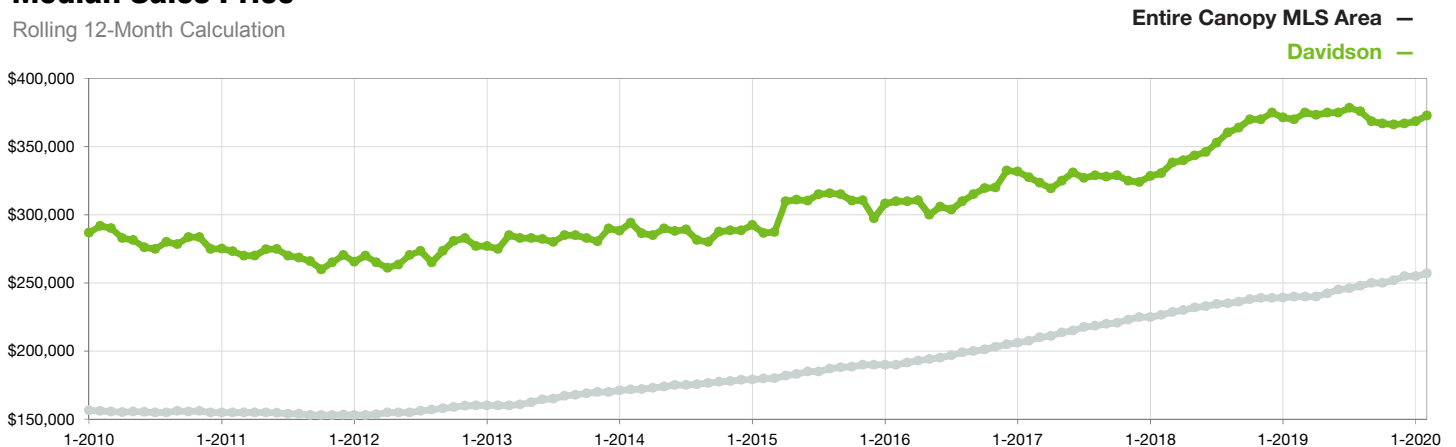
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February



Median Sales Price

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Local Market Update for February 2020

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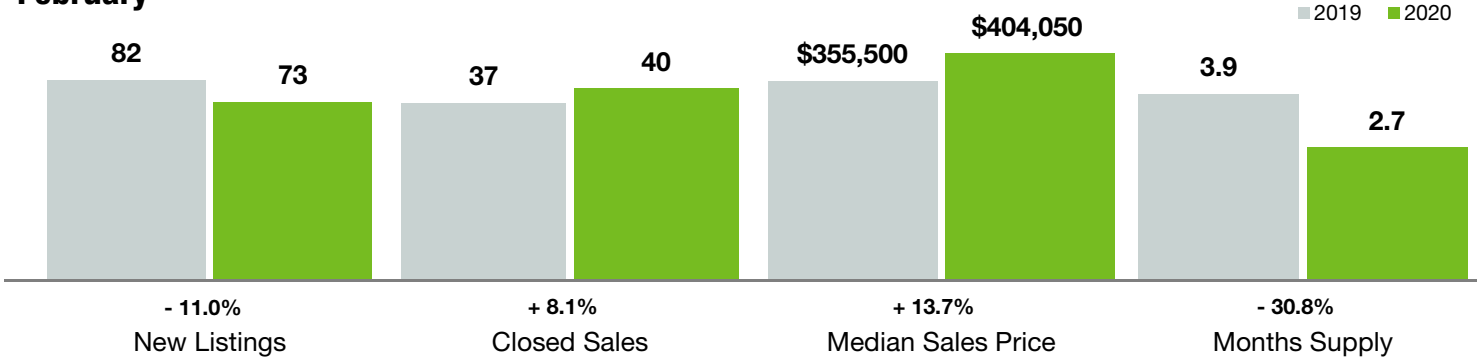
Denver

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	82	73	- 11.0%	142	119	- 16.2%
Pending Sales	58	69	+ 19.0%	101	127	+ 25.7%
Closed Sales	37	40	+ 8.1%	71	84	+ 18.3%
Median Sales Price*	\$355,500	\$404,050	+ 13.7%	\$320,000	\$381,012	+ 19.1%
Average Sales Price*	\$364,577	\$387,523	+ 6.3%	\$341,445	\$410,867	+ 20.3%
Percent of Original List Price Received*	95.2%	95.7%	+ 0.5%	95.1%	95.2%	+ 0.1%
List to Close	138	145	+ 5.1%	137	145	+ 5.8%
Days on Market Until Sale	87	93	+ 6.9%	74	97	+ 31.1%
Cumulative Days on Market Until Sale	120	112	- 6.7%	91	115	+ 26.4%
Average List Price	\$398,382	\$398,497	+ 0.0%	\$405,014	\$391,256	- 3.4%
Inventory of Homes for Sale	222	162	- 27.0%	--	--	--
Months Supply of Inventory	3.9	2.7	- 30.8%	--	--	--

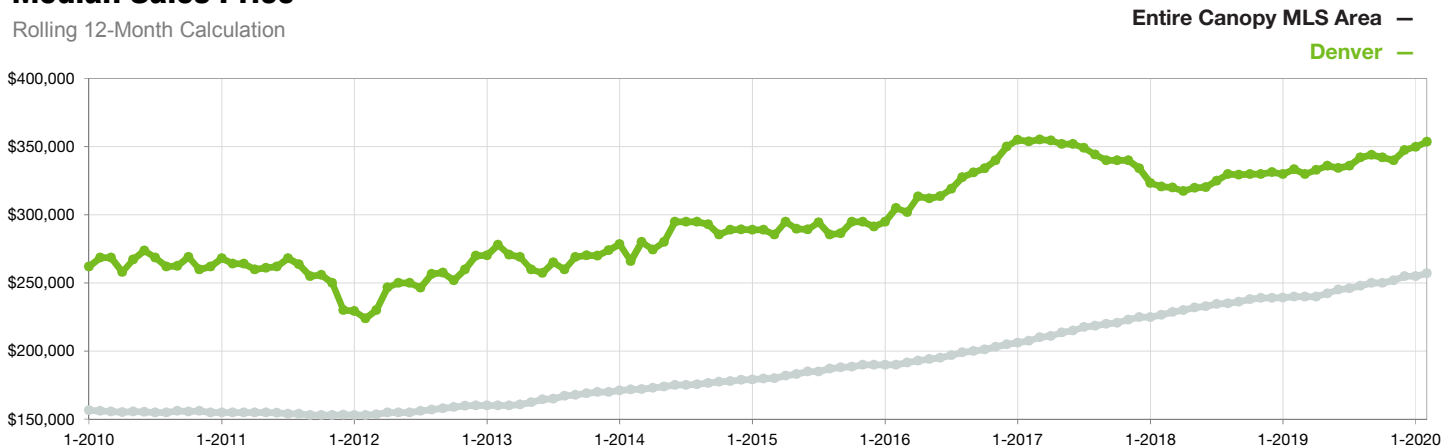
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February



Median Sales Price

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Local Market Update for February 2020

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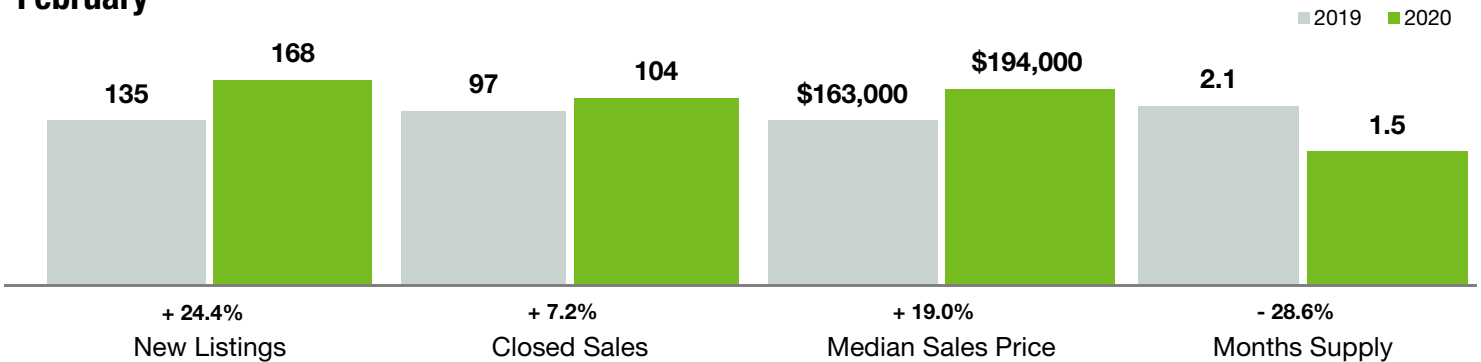
Gastonia

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	135	168	+ 24.4%	259	296	+ 14.3%
Pending Sales	126	142	+ 12.7%	224	281	+ 25.4%
Closed Sales	97	104	+ 7.2%	182	187	+ 2.7%
Median Sales Price*	\$163,000	\$194,000	+ 19.0%	\$162,500	\$190,000	+ 16.9%
Average Sales Price*	\$185,464	\$209,456	+ 12.9%	\$180,951	\$203,458	+ 12.4%
Percent of Original List Price Received*	95.3%	95.5%	+ 0.2%	94.8%	95.8%	+ 1.1%
List to Close	91	90	- 1.1%	97	94	- 3.1%
Days on Market Until Sale	48	45	- 6.3%	48	44	- 8.3%
Cumulative Days on Market Until Sale	55	55	0.0%	55	50	- 9.1%
Average List Price	\$176,922	\$192,912	+ 9.0%	\$169,087	\$190,972	+ 12.9%
Inventory of Homes for Sale	246	200	- 18.7%	--	--	--
Months Supply of Inventory	2.1	1.5	- 28.6%	--	--	--

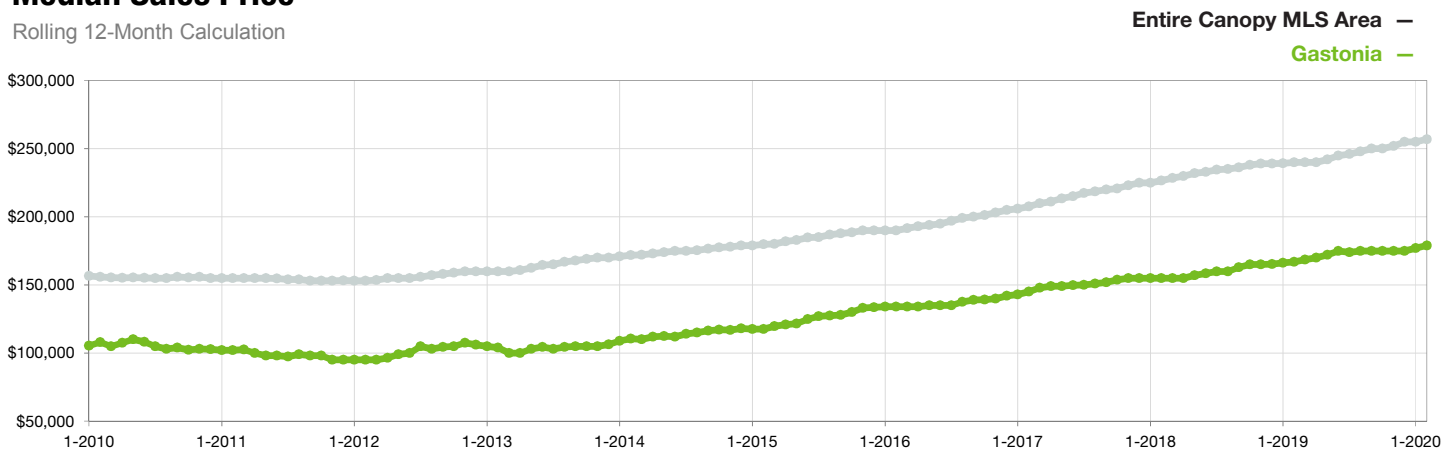
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February



Median Sales Price

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Local Market Update for February 2020

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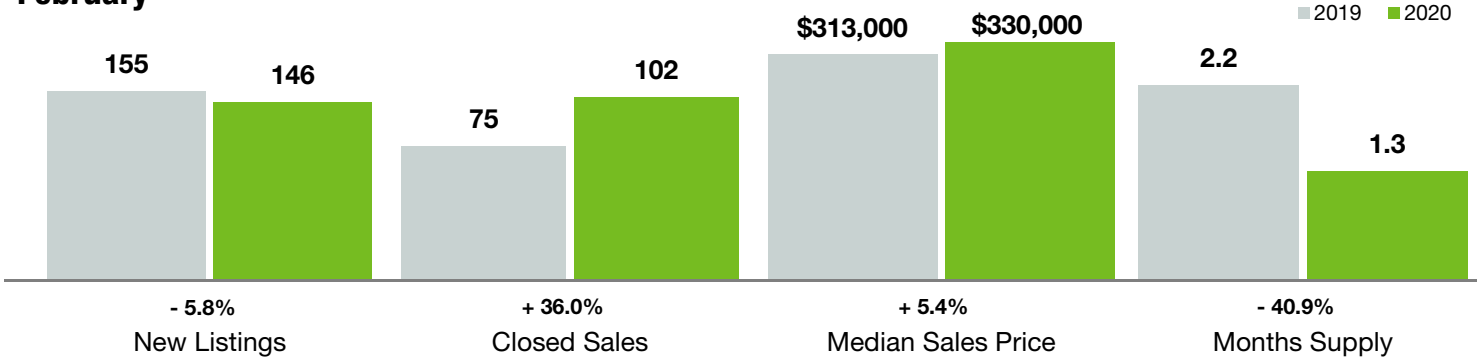
Huntersville

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	155	146	- 5.8%	292	263	- 9.9%
Pending Sales	114	163	+ 43.0%	206	287	+ 39.3%
Closed Sales	75	102	+ 36.0%	156	185	+ 18.6%
Median Sales Price*	\$313,000	\$330,000	+ 5.4%	\$312,000	\$335,000	+ 7.4%
Average Sales Price*	\$341,813	\$363,525	+ 6.4%	\$332,586	\$380,772	+ 14.5%
Percent of Original List Price Received*	96.8%	96.3%	- 0.5%	96.6%	96.2%	- 0.4%
List to Close	109	107	- 1.8%	107	113	+ 5.6%
Days on Market Until Sale	55	63	+ 14.5%	57	62	+ 8.8%
Cumulative Days on Market Until Sale	65	68	+ 4.6%	68	71	+ 4.4%
Average List Price	\$353,364	\$423,108	+ 19.7%	\$363,061	\$405,435	+ 11.7%
Inventory of Homes for Sale	299	187	- 37.5%	--	--	--
Months Supply of Inventory	2.2	1.3	- 40.9%	--	--	--

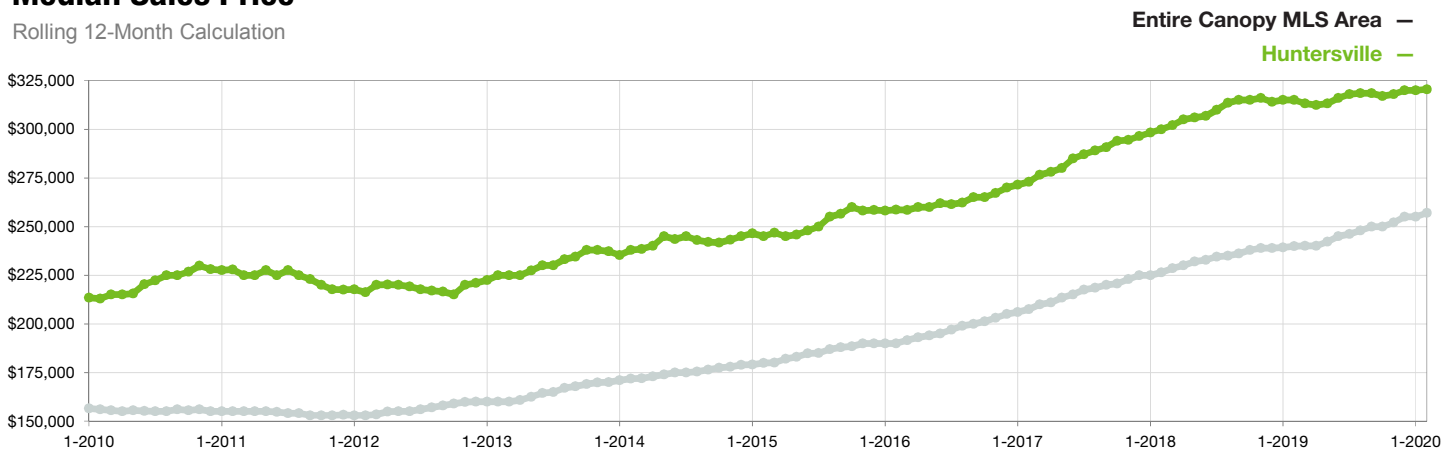
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February



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Local Market Update for February 2020

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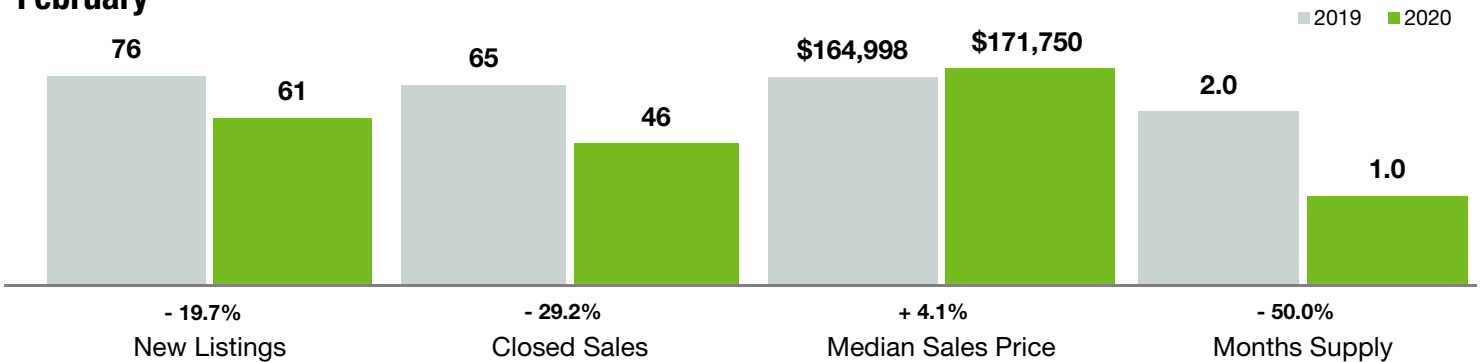
Kannapolis

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	76	61	- 19.7%	143	147	+ 2.8%
Pending Sales	65	82	+ 26.2%	137	139	+ 1.5%
Closed Sales	65	46	- 29.2%	115	102	- 11.3%
Median Sales Price*	\$164,998	\$171,750	+ 4.1%	\$159,450	\$169,500	+ 6.3%
Average Sales Price*	\$165,737	\$191,961	+ 15.8%	\$167,148	\$190,647	+ 14.1%
Percent of Original List Price Received*	95.0%	97.4%	+ 2.5%	95.1%	95.2%	+ 0.1%
List to Close	76	81	+ 6.6%	81	80	- 1.2%
Days on Market Until Sale	36	34	- 5.6%	41	36	- 12.2%
Cumulative Days on Market Until Sale	42	34	- 19.0%	51	42	- 17.6%
Average List Price	\$167,013	\$189,668	+ 13.6%	\$174,505	\$226,618	+ 29.9%
Inventory of Homes for Sale	133	76	- 42.9%	--	--	--
Months Supply of Inventory	2.0	1.0	- 50.0%	--	--	--

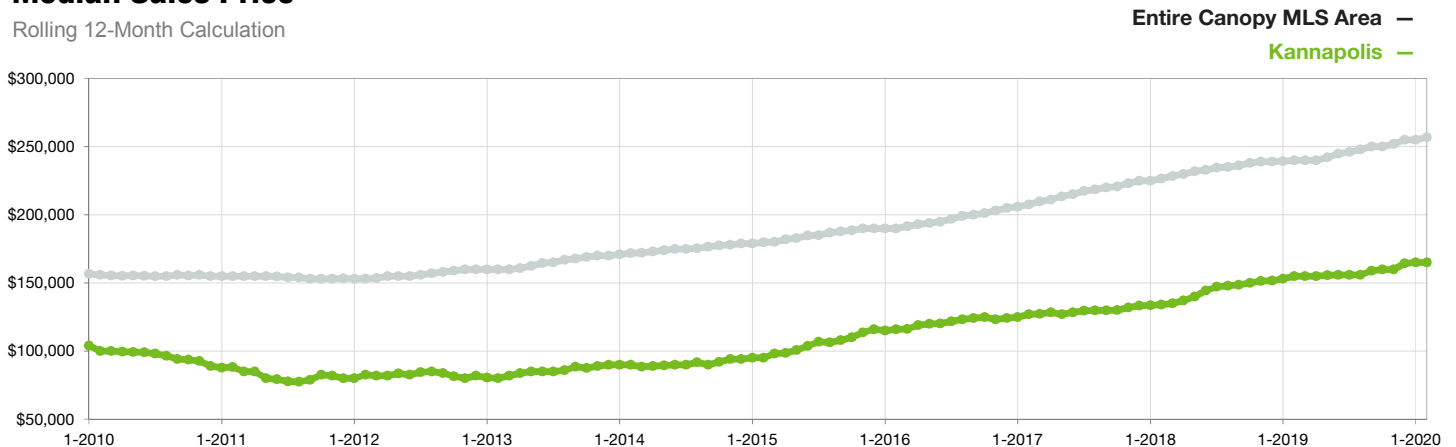
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Local Market Update for February 2020

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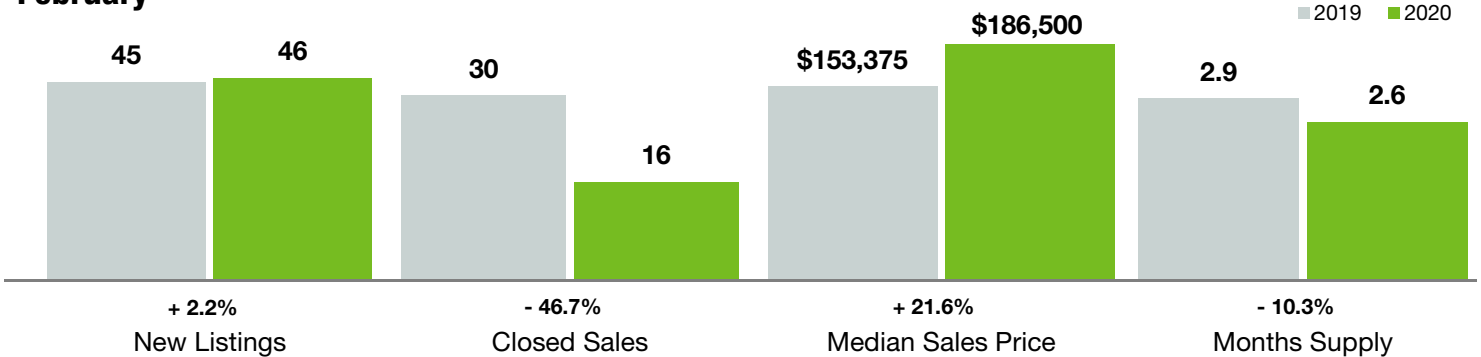
Lincolnton

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	45	46	+ 2.2%	69	74	+ 7.2%
Pending Sales	27	33	+ 22.2%	57	59	+ 3.5%
Closed Sales	30	16	- 46.7%	48	43	- 10.4%
Median Sales Price*	\$153,375	\$186,500	+ 21.6%	\$157,500	\$188,000	+ 19.4%
Average Sales Price*	\$169,278	\$203,398	+ 20.2%	\$169,032	\$196,053	+ 16.0%
Percent of Original List Price Received*	94.2%	95.2%	+ 1.1%	94.2%	94.3%	+ 0.1%
List to Close	120	80	- 33.3%	114	108	- 5.3%
Days on Market Until Sale	77	42	- 45.5%	71	60	- 15.5%
Cumulative Days on Market Until Sale	80	49	- 38.8%	72	71	- 1.4%
Average List Price	\$235,432	\$222,250	- 5.6%	\$232,621	\$217,053	- 6.7%
Inventory of Homes for Sale	98	81	- 17.3%	--	--	--
Months Supply of Inventory	2.9	2.6	- 10.3%	--	--	--

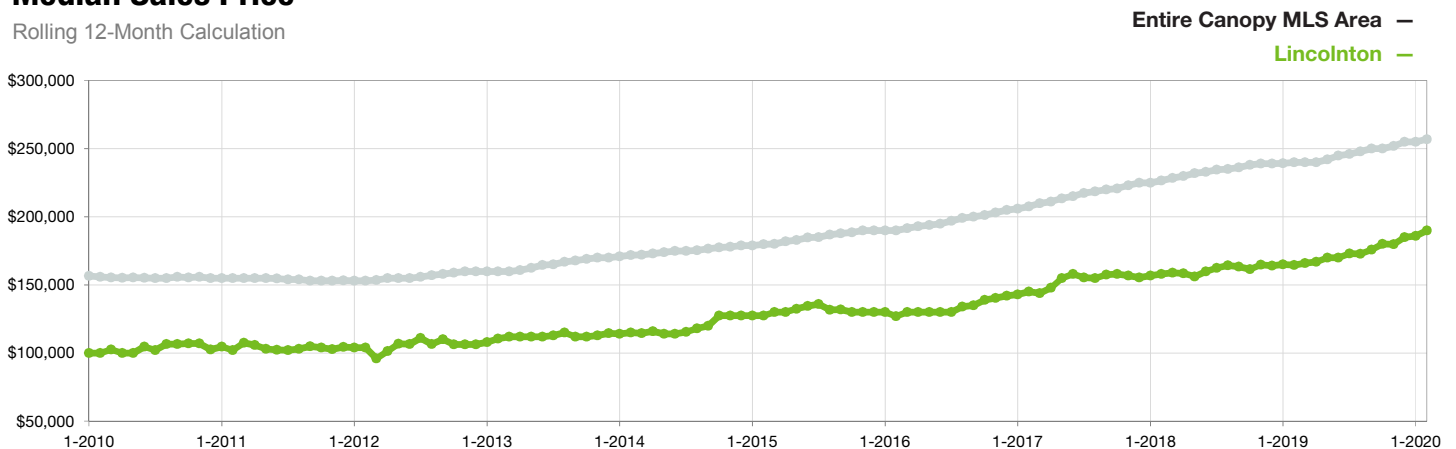
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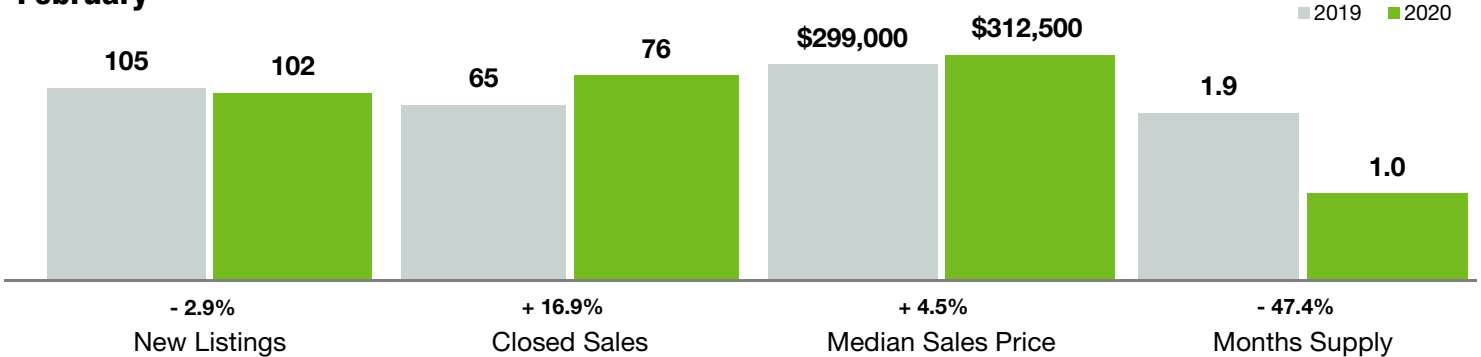
Matthews

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	105	102	- 2.9%	218	205	- 6.0%
Pending Sales	78	108	+ 38.5%	154	216	+ 40.3%
Closed Sales	65	76	+ 16.9%	129	160	+ 24.0%
Median Sales Price*	\$299,000	\$312,500	+ 4.5%	\$295,000	\$307,500	+ 4.2%
Average Sales Price*	\$352,522	\$356,380	+ 1.1%	\$359,386	\$343,427	- 4.4%
Percent of Original List Price Received*	96.6%	97.5%	+ 0.9%	96.4%	97.0%	+ 0.6%
List to Close	73	104	+ 42.5%	93	98	+ 5.4%
Days on Market Until Sale	34	53	+ 55.9%	46	45	- 2.2%
Cumulative Days on Market Until Sale	45	61	+ 35.6%	54	51	- 5.6%
Average List Price	\$423,359	\$373,950	- 11.7%	\$396,669	\$364,948	- 8.0%
Inventory of Homes for Sale	180	110	- 38.9%	--	--	--
Months Supply of Inventory	1.9	1.0	- 47.4%	--	--	--

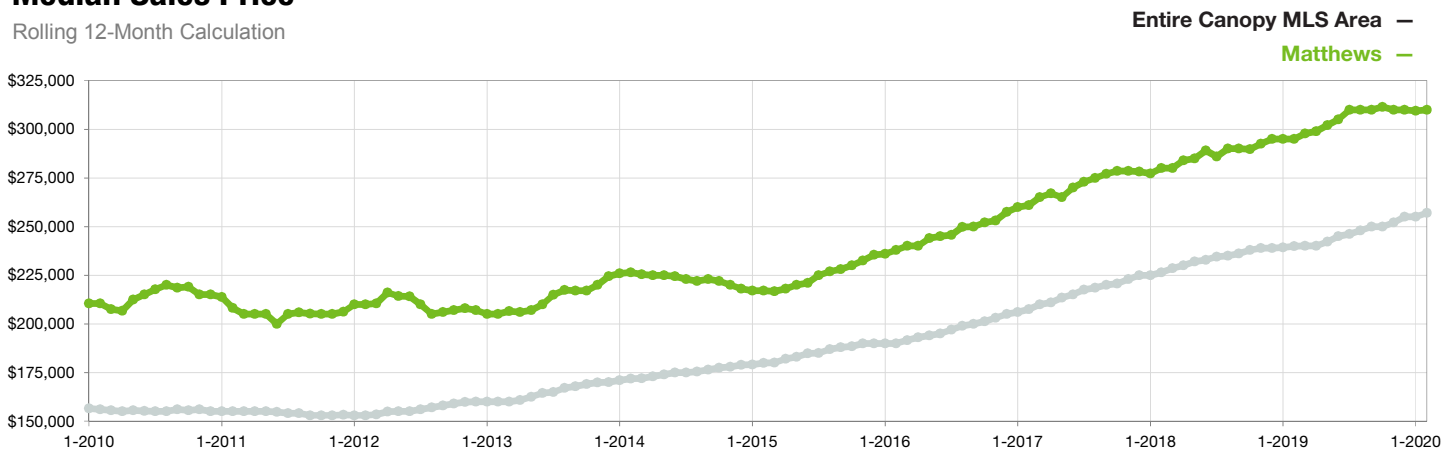
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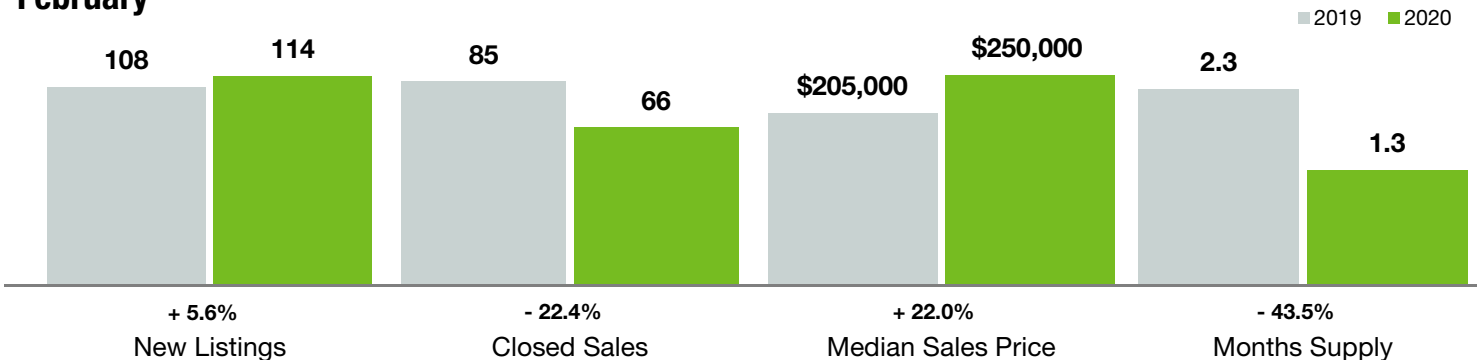
Monroe

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	108	114	+ 5.6%	213	222	+ 4.2%
Pending Sales	91	101	+ 11.0%	183	201	+ 9.8%
Closed Sales	85	66	- 22.4%	143	143	0.0%
Median Sales Price*	\$205,000	\$250,000	+ 22.0%	\$208,500	\$249,100	+ 19.5%
Average Sales Price*	\$226,467	\$255,021	+ 12.6%	\$222,410	\$253,144	+ 13.8%
Percent of Original List Price Received*	94.9%	96.9%	+ 2.1%	95.6%	97.8%	+ 2.3%
List to Close	94	101	+ 7.4%	90	93	+ 3.3%
Days on Market Until Sale	47	56	+ 19.1%	42	45	+ 7.1%
Cumulative Days on Market Until Sale	51	64	+ 25.5%	47	52	+ 10.6%
Average List Price	\$254,920	\$258,020	+ 1.2%	\$239,930	\$271,837	+ 13.3%
Inventory of Homes for Sale	196	138	- 29.6%	--	--	--
Months Supply of Inventory	2.3	1.3	- 43.5%	--	--	--

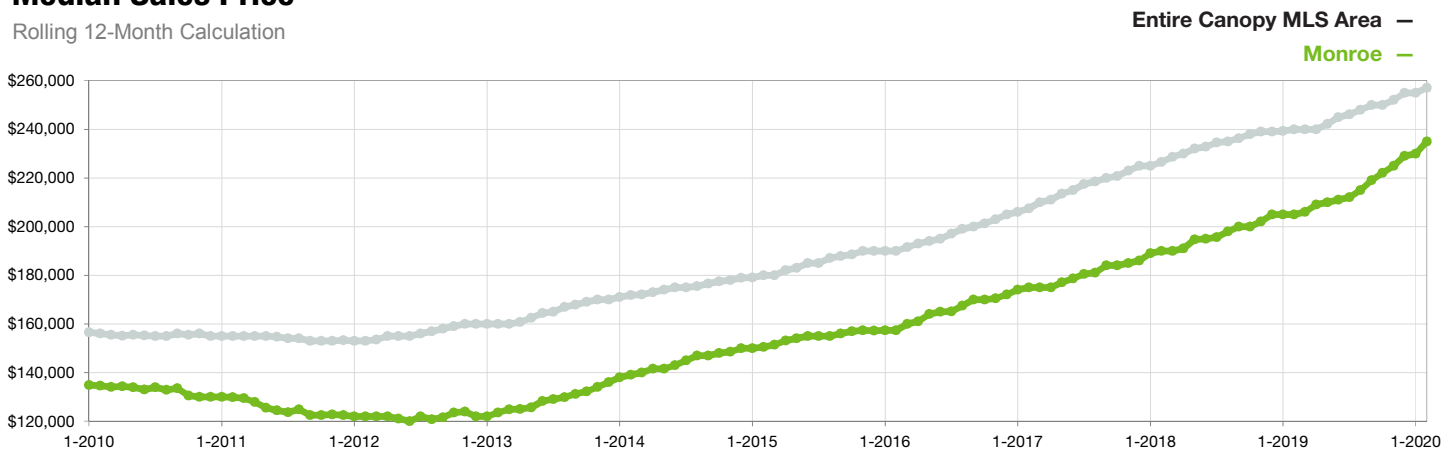
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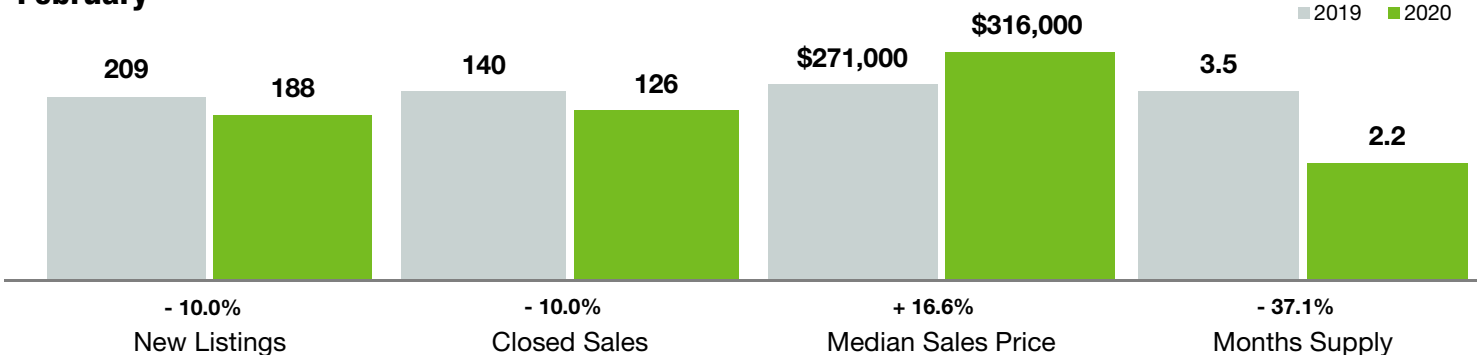
Mooreville

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	209	188	- 10.0%	426	411	- 3.5%
Pending Sales	164	192	+ 17.1%	334	380	+ 13.8%
Closed Sales	140	126	- 10.0%	239	251	+ 5.0%
Median Sales Price*	\$271,000	\$316,000	+ 16.6%	\$273,054	\$310,000	+ 13.5%
Average Sales Price*	\$355,269	\$365,205	+ 2.8%	\$371,146	\$379,003	+ 2.1%
Percent of Original List Price Received*	95.1%	95.9%	+ 0.8%	94.8%	96.0%	+ 1.3%
List to Close	123	122	- 0.8%	120	119	- 0.8%
Days on Market Until Sale	71	73	+ 2.8%	67	69	+ 3.0%
Cumulative Days on Market Until Sale	90	83	- 7.8%	84	81	- 3.6%
Average List Price	\$499,661	\$511,405	+ 2.4%	\$448,327	\$474,479	+ 5.8%
Inventory of Homes for Sale	608	411	- 32.4%	--	--	--
Months Supply of Inventory	3.5	2.2	- 37.1%	--	--	--

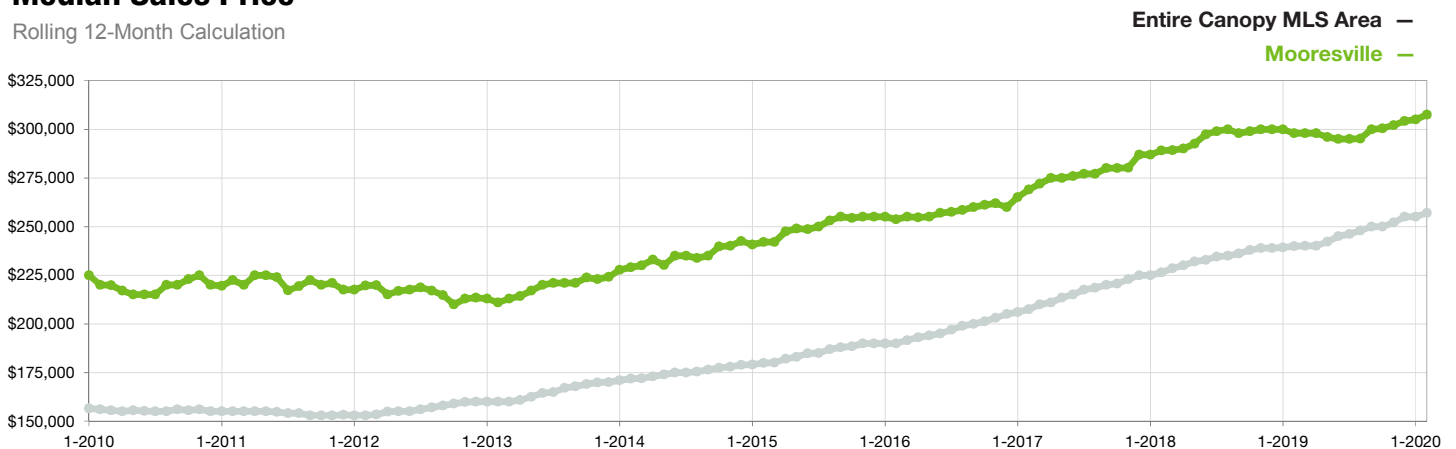
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2020

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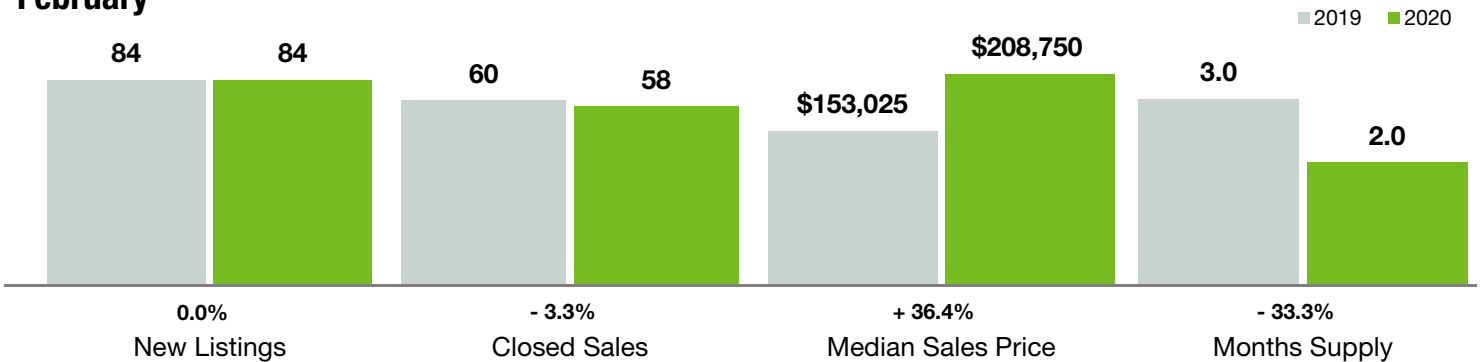
Salisbury

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	84	84	0.0%	172	156	- 9.3%
Pending Sales	69	95	+ 37.7%	129	163	+ 26.4%
Closed Sales	60	58	- 3.3%	106	111	+ 4.7%
Median Sales Price*	\$153,025	\$208,750	+ 36.4%	\$137,450	\$189,000	+ 37.5%
Average Sales Price*	\$168,352	\$234,078	+ 39.0%	\$157,565	\$209,795	+ 33.1%
Percent of Original List Price Received*	94.0%	95.3%	+ 1.4%	92.9%	93.0%	+ 0.1%
List to Close	109	100	- 8.3%	111	114	+ 2.7%
Days on Market Until Sale	59	52	- 11.9%	59	67	+ 13.6%
Cumulative Days on Market Until Sale	69	55	- 20.3%	69	69	0.0%
Average List Price	\$172,421	\$190,364	+ 10.4%	\$182,402	\$208,928	+ 14.5%
Inventory of Homes for Sale	221	157	- 29.0%	--	--	--
Months Supply of Inventory	3.0	2.0	- 33.3%	--	--	--

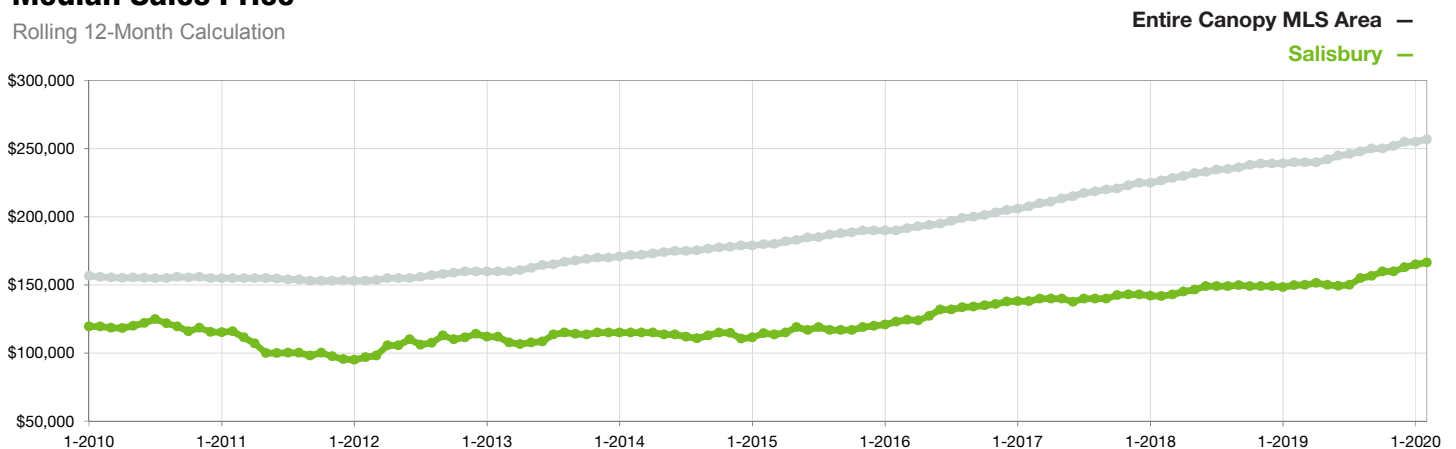
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February



Median Sales Price

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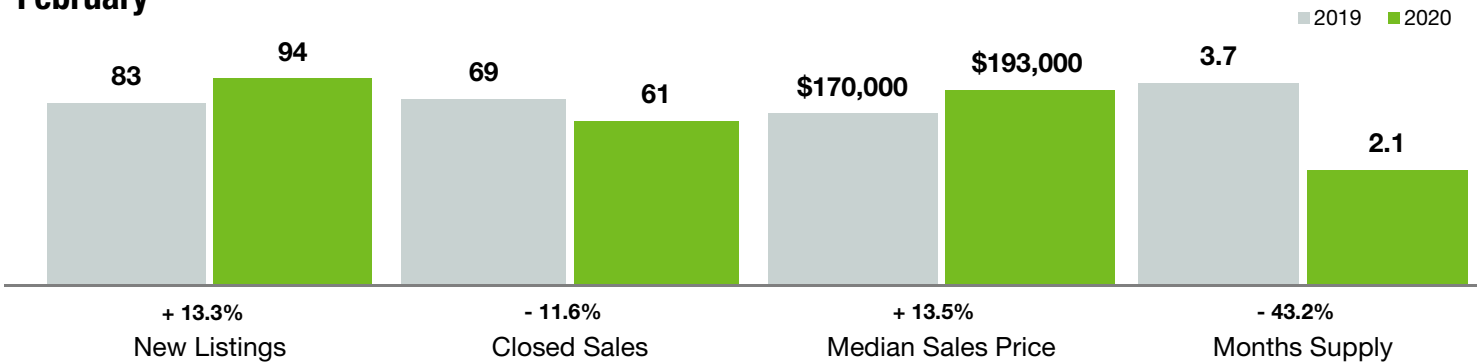
Statesville

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	83	94	+ 13.3%	200	189	- 5.5%
Pending Sales	74	100	+ 35.1%	156	166	+ 6.4%
Closed Sales	69	61	- 11.6%	113	126	+ 11.5%
Median Sales Price*	\$170,000	\$193,000	+ 13.5%	\$155,399	\$192,500	+ 23.9%
Average Sales Price*	\$186,089	\$199,300	+ 7.1%	\$164,776	\$202,215	+ 22.7%
Percent of Original List Price Received*	94.5%	98.1%	+ 3.8%	93.0%	96.6%	+ 3.9%
List to Close	105	96	- 8.6%	109	96	- 11.9%
Days on Market Until Sale	59	47	- 20.3%	58	45	- 22.4%
Cumulative Days on Market Until Sale	70	66	- 5.7%	66	56	- 15.2%
Average List Price	\$237,483	\$245,406	+ 3.3%	\$228,831	\$219,223	- 4.2%
Inventory of Homes for Sale	289	181	- 37.4%	--	--	--
Months Supply of Inventory	3.7	2.1	- 43.2%	--	--	--

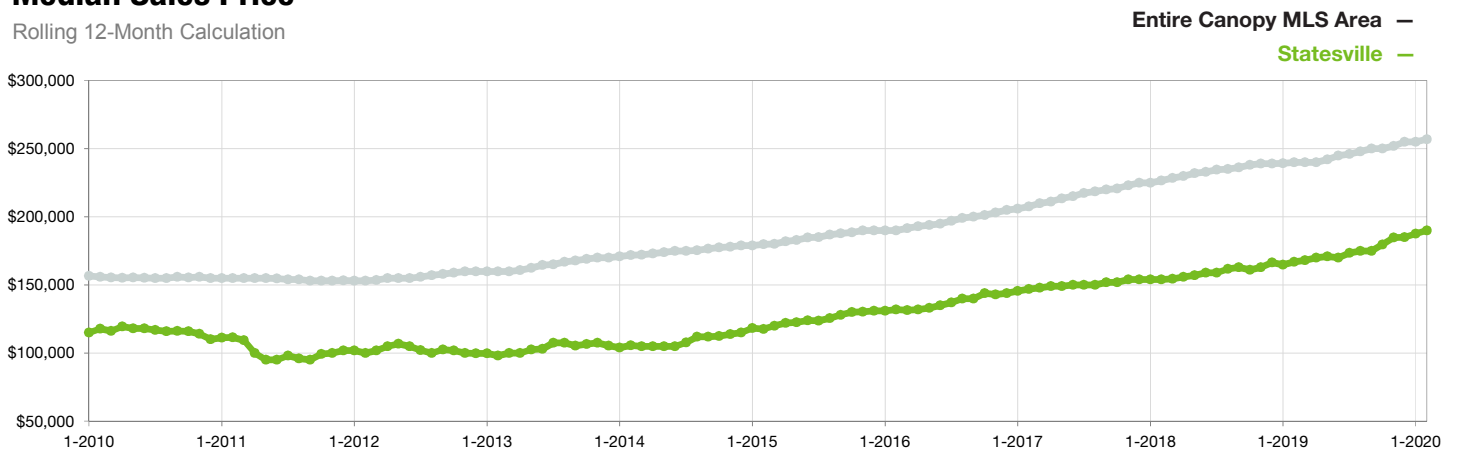
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February



Median Sales Price

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Local Market Update for February 2020

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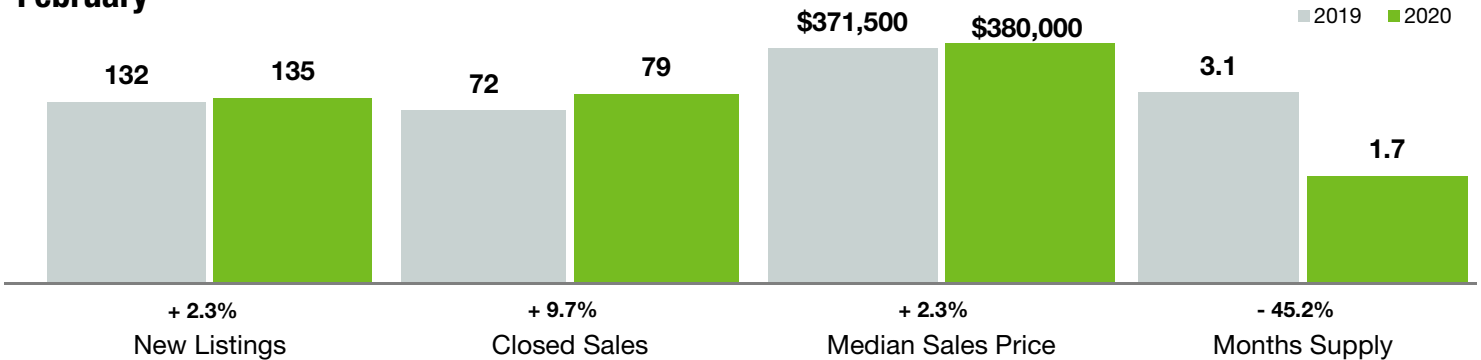
Waxhaw

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	132	135	+ 2.3%	285	246	- 13.7%
Pending Sales	107	112	+ 4.7%	213	217	+ 1.9%
Closed Sales	72	79	+ 9.7%	131	143	+ 9.2%
Median Sales Price*	\$371,500	\$380,000	+ 2.3%	\$358,820	\$364,500	+ 1.6%
Average Sales Price*	\$404,588	\$413,340	+ 2.2%	\$407,044	\$409,408	+ 0.6%
Percent of Original List Price Received*	95.0%	96.3%	+ 1.4%	95.5%	95.5%	0.0%
List to Close	125	120	- 4.0%	124	116	- 6.5%
Days on Market Until Sale	71	75	+ 5.6%	70	68	- 2.9%
Cumulative Days on Market Until Sale	78	82	+ 5.1%	82	80	- 2.4%
Average List Price	\$510,641	\$535,225	+ 4.8%	\$483,701	\$542,155	+ 12.1%
Inventory of Homes for Sale	325	196	- 39.7%	--	--	--
Months Supply of Inventory	3.1	1.7	- 45.2%	--	--	--

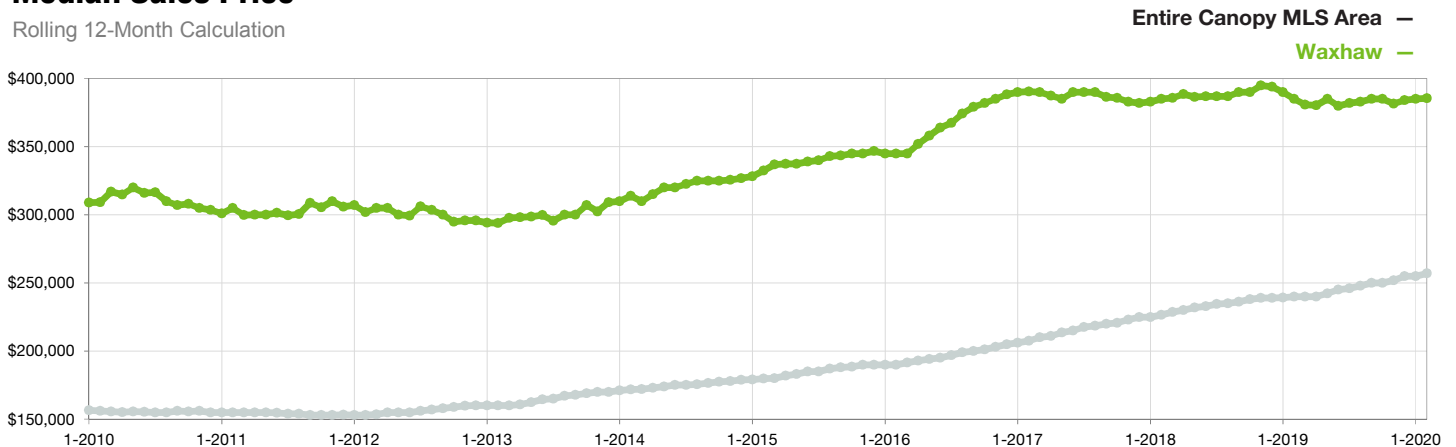
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February



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for February 2020

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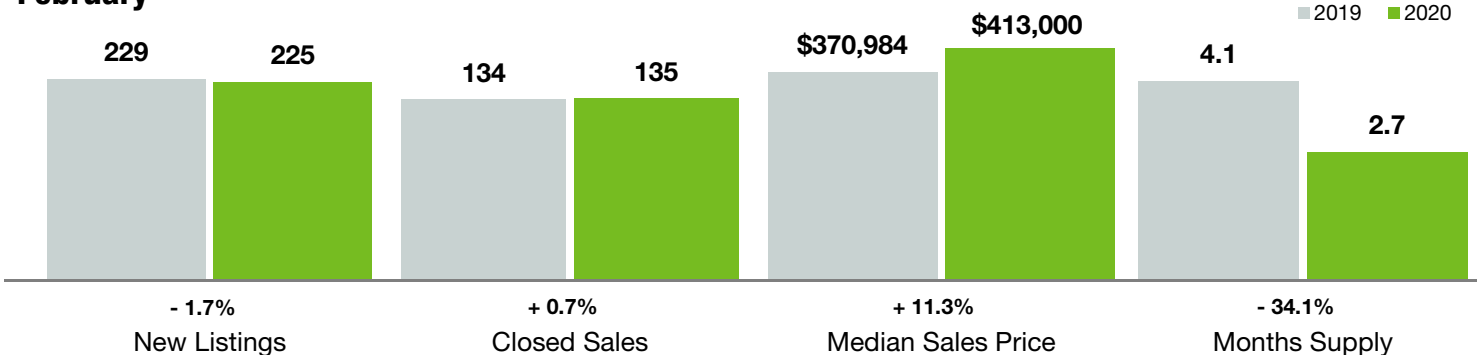
Lake Norman

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	229	225	- 1.7%	472	438	- 7.2%
Pending Sales	183	209	+ 14.2%	356	397	+ 11.5%
Closed Sales	134	135	+ 0.7%	255	270	+ 5.9%
Median Sales Price*	\$370,984	\$413,000	+ 11.3%	\$363,379	\$391,912	+ 7.9%
Average Sales Price*	\$474,215	\$509,903	+ 7.5%	\$465,803	\$528,656	+ 13.5%
Percent of Original List Price Received*	94.8%	95.0%	+ 0.2%	94.4%	94.8%	+ 0.4%
List to Close	133	142	+ 6.8%	137	137	0.0%
Days on Market Until Sale	78	85	+ 9.0%	76	82	+ 7.9%
Cumulative Days on Market Until Sale	103	113	+ 9.7%	97	105	+ 8.2%
Average List Price	\$632,782	\$642,891	+ 1.6%	\$576,183	\$598,216	+ 3.8%
Inventory of Homes for Sale	820	565	- 31.1%	--	--	--
Months Supply of Inventory	4.1	2.7	- 34.1%	--	--	--

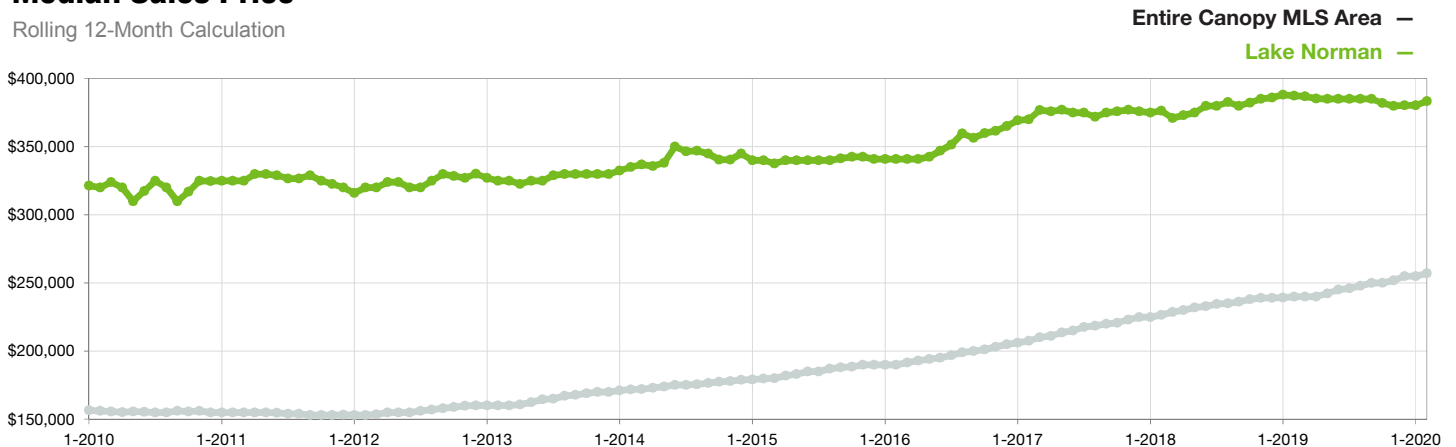
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February



Median Sales Price

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Local Market Update for February 2020

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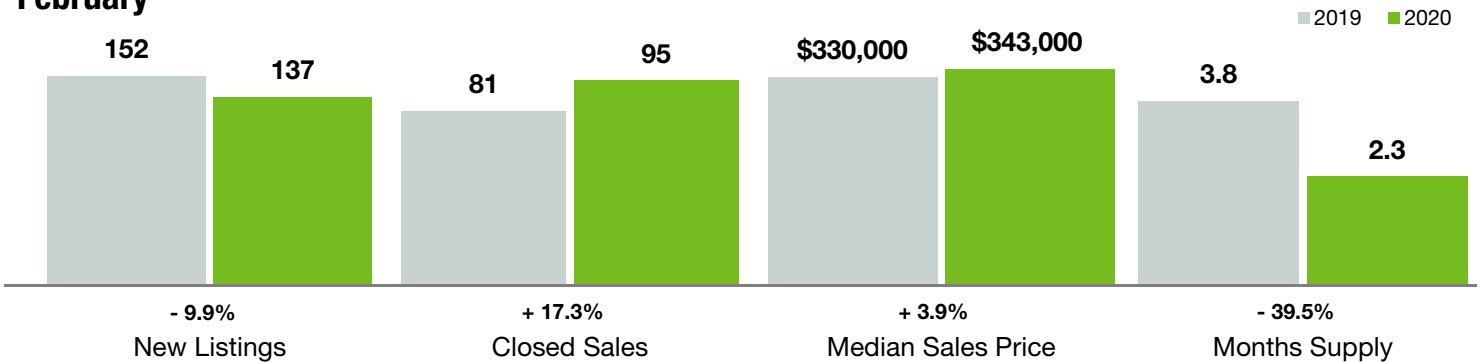
Lake Wylie

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	152	137	- 9.9%	275	294	+ 6.9%
Pending Sales	114	140	+ 22.8%	207	264	+ 27.5%
Closed Sales	81	95	+ 17.3%	137	165	+ 20.4%
Median Sales Price*	\$330,000	\$343,000	+ 3.9%	\$355,000	\$345,200	- 2.8%
Average Sales Price*	\$399,747	\$366,247	- 8.4%	\$426,548	\$376,489	- 11.7%
Percent of Original List Price Received*	96.8%	96.7%	- 0.1%	96.4%	96.0%	- 0.4%
List to Close	141	120	- 14.9%	140	116	- 17.1%
Days on Market Until Sale	71	67	- 5.6%	68	62	- 8.8%
Cumulative Days on Market Until Sale	81	87	+ 7.4%	83	79	- 4.8%
Average List Price	\$423,701	\$417,421	- 1.5%	\$426,200	\$403,473	- 5.3%
Inventory of Homes for Sale	397	298	- 24.9%	--	--	--
Months Supply of Inventory	3.8	2.3	- 39.5%	--	--	--

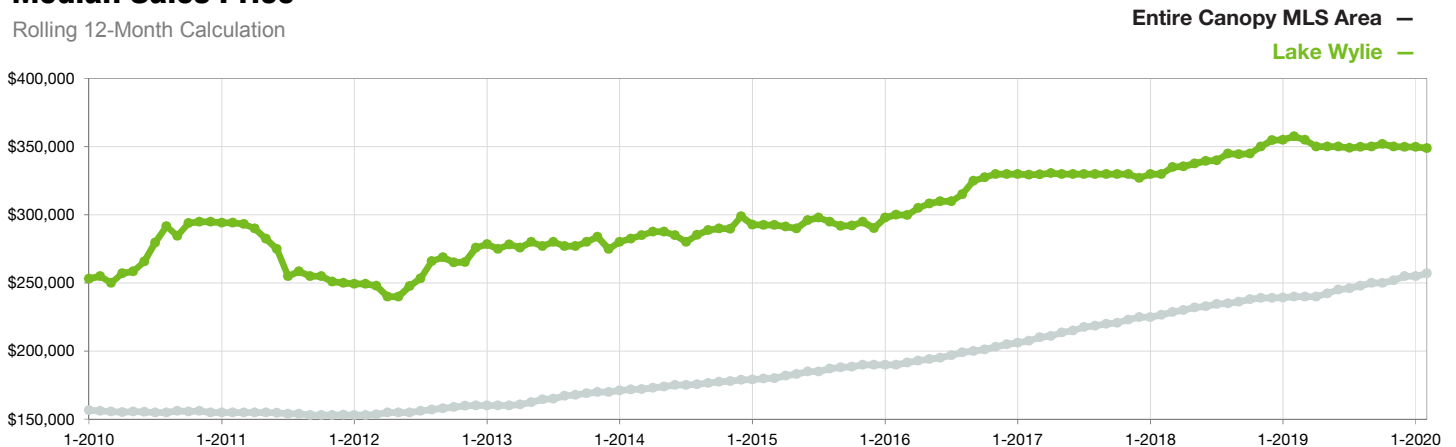
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February



Median Sales Price

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Local Market Update for February 2020

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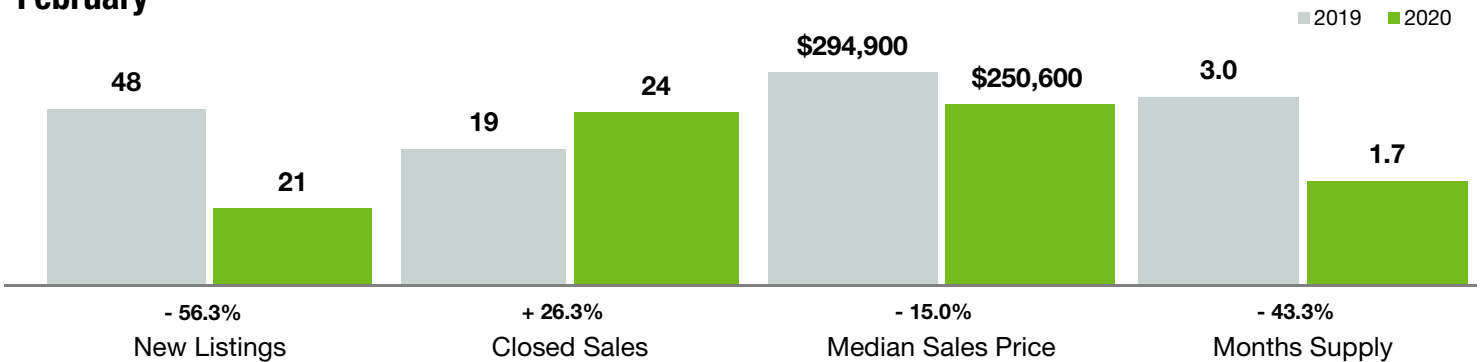
Uptown Charlotte

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	48	21	- 56.3%	71	61	- 14.1%
Pending Sales	25	38	+ 52.0%	47	67	+ 42.6%
Closed Sales	19	24	+ 26.3%	32	50	+ 56.3%
Median Sales Price*	\$294,900	\$250,600	- 15.0%	\$291,450	\$293,700	+ 0.8%
Average Sales Price*	\$370,353	\$290,167	- 21.7%	\$395,388	\$309,472	- 21.7%
Percent of Original List Price Received*	95.1%	94.5%	- 0.6%	95.8%	95.6%	- 0.2%
List to Close	134	107	- 20.1%	118	97	- 17.8%
Days on Market Until Sale	91	66	- 27.5%	76	56	- 26.3%
Cumulative Days on Market Until Sale	110	81	- 26.4%	105	66	- 37.1%
Average List Price	\$362,754	\$414,610	+ 14.3%	\$368,490	\$357,206	- 3.1%
Inventory of Homes for Sale	85	54	- 36.5%	--	--	--
Months Supply of Inventory	3.0	1.7	- 43.3%	--	--	--

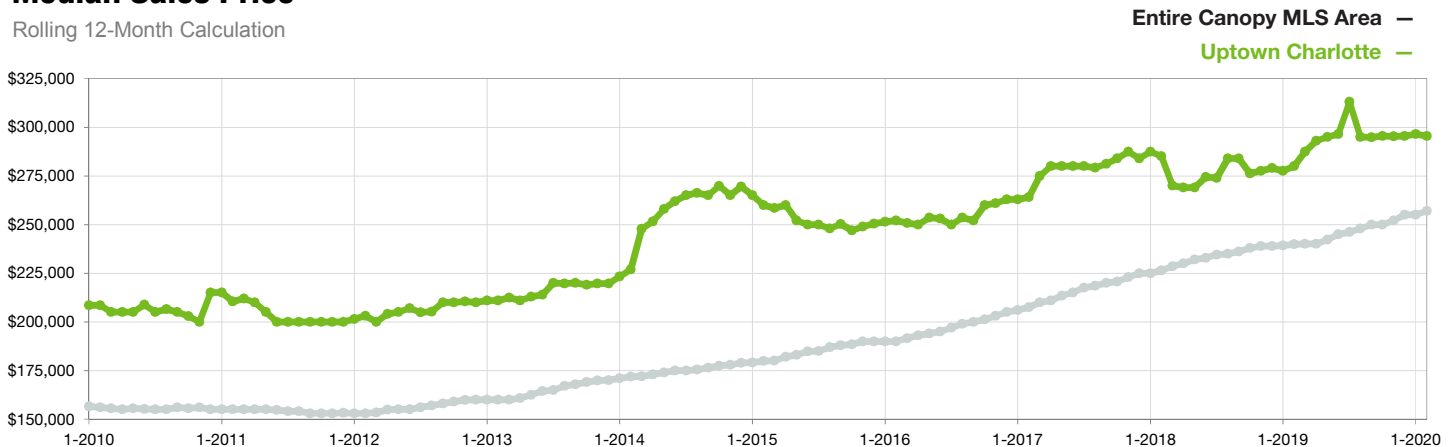
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February



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Local Market Update for February 2020

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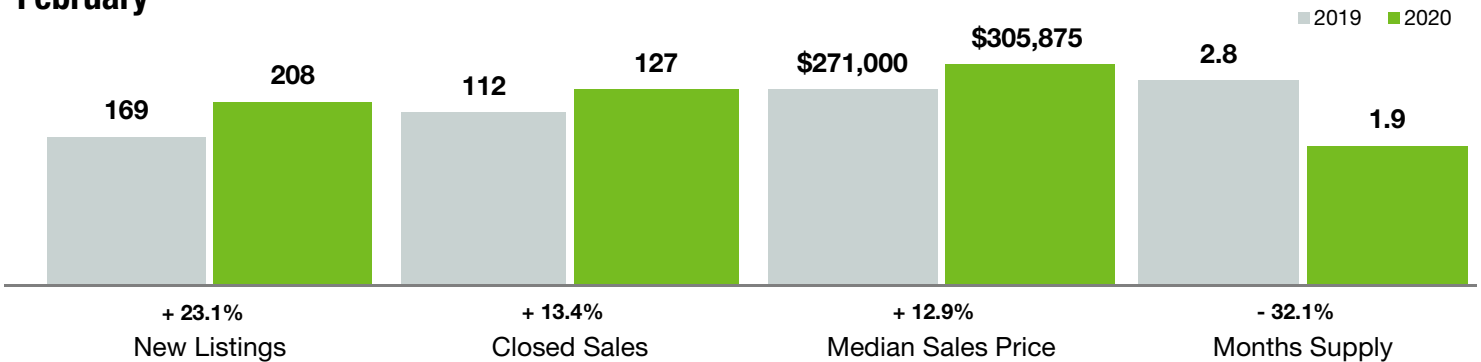
Lancaster County

South Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	169	208	+ 23.1%	335	398	+ 18.8%
Pending Sales	151	202	+ 33.8%	279	374	+ 34.1%
Closed Sales	112	127	+ 13.4%	215	237	+ 10.2%
Median Sales Price*	\$271,000	\$305,875	+ 12.9%	\$279,000	\$305,875	+ 9.6%
Average Sales Price*	\$278,800	\$307,265	+ 10.2%	\$277,403	\$307,960	+ 11.0%
Percent of Original List Price Received*	96.9%	96.5%	- 0.4%	97.0%	96.6%	- 0.4%
List to Close	135	112	- 17.0%	130	110	- 15.4%
Days on Market Until Sale	58	62	+ 6.9%	55	57	+ 3.6%
Cumulative Days on Market Until Sale	66	81	+ 22.7%	64	74	+ 15.6%
Average List Price	\$305,941	\$319,654	+ 4.5%	\$302,146	\$332,778	+ 10.1%
Inventory of Homes for Sale	427	333	- 22.0%	--	--	--
Months Supply of Inventory	2.8	1.9	- 32.1%	--	--	--

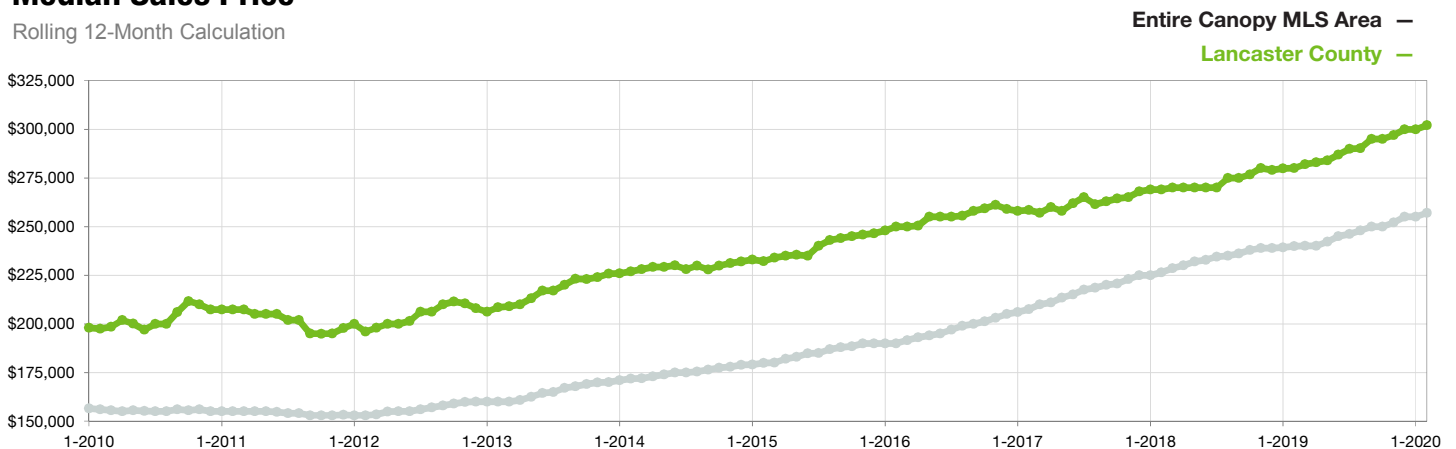
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February



Median Sales Price

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Local Market Update for February 2020

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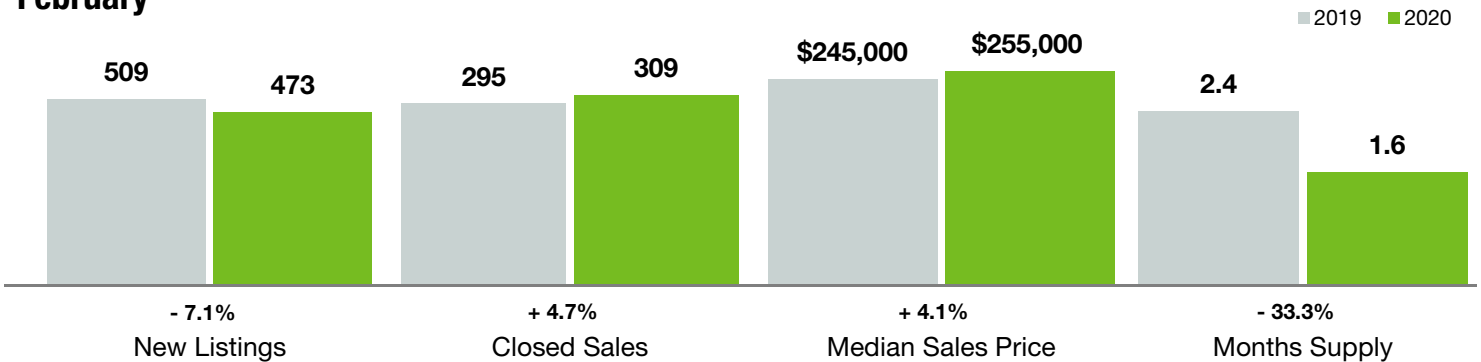
York County

South Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	509	473	- 7.1%	1,011	935	- 7.5%
Pending Sales	438	495	+ 13.0%	797	912	+ 14.4%
Closed Sales	295	309	+ 4.7%	572	573	+ 0.2%
Median Sales Price*	\$245,000	\$255,000	+ 4.1%	\$249,400	\$257,000	+ 3.0%
Average Sales Price*	\$275,724	\$282,903	+ 2.6%	\$280,035	\$281,855	+ 0.6%
Percent of Original List Price Received*	97.3%	97.6%	+ 0.3%	96.9%	97.1%	+ 0.2%
List to Close	102	89	- 12.7%	102	91	- 10.8%
Days on Market Until Sale	52	42	- 19.2%	49	43	- 12.2%
Cumulative Days on Market Until Sale	62	51	- 17.7%	59	51	- 13.6%
Average List Price	\$313,482	\$329,097	+ 5.0%	\$307,507	\$318,720	+ 3.6%
Inventory of Homes for Sale	997	730	- 26.8%	--	--	--
Months Supply of Inventory	2.4	1.6	- 33.3%	--	--	--

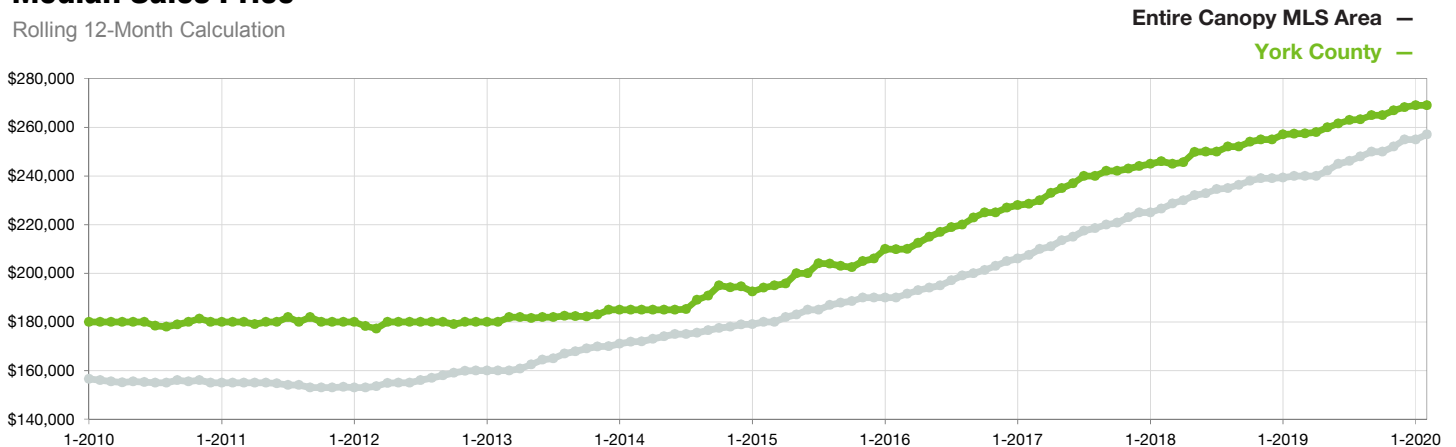
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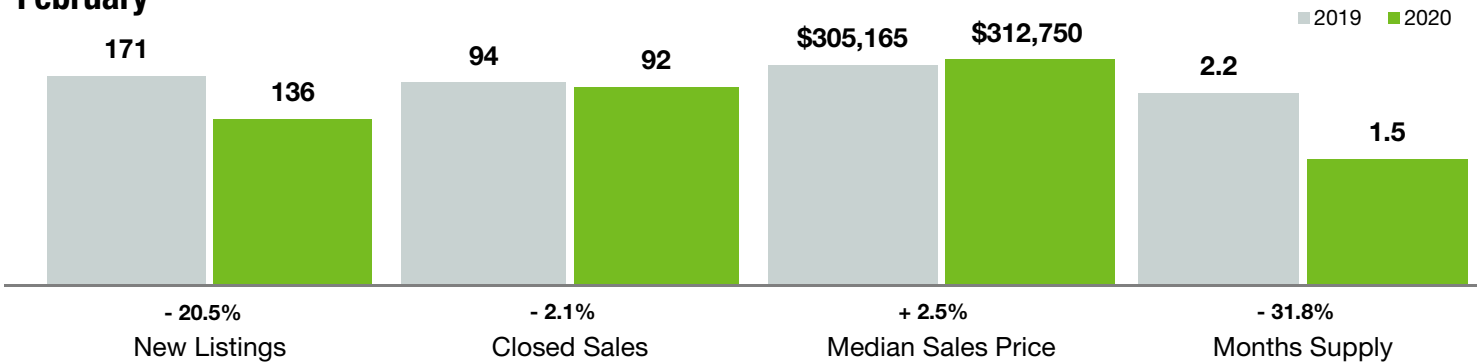
Fort Mill

South Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	171	136	- 20.5%	324	281	- 13.3%
Pending Sales	143	141	- 1.4%	261	266	+ 1.9%
Closed Sales	94	92	- 2.1%	183	152	- 16.9%
Median Sales Price*	\$305,165	\$312,750	+ 2.5%	\$303,140	\$319,950	+ 5.5%
Average Sales Price*	\$349,558	\$351,880	+ 0.7%	\$342,209	\$351,925	+ 2.8%
Percent of Original List Price Received*	97.5%	98.6%	+ 1.1%	97.3%	97.9%	+ 0.6%
List to Close	126	97	- 23.0%	114	101	- 11.4%
Days on Market Until Sale	59	41	- 30.5%	52	48	- 7.7%
Cumulative Days on Market Until Sale	68	49	- 27.9%	65	58	- 10.8%
Average List Price	\$378,113	\$406,219	+ 7.4%	\$368,702	\$386,802	+ 4.9%
Inventory of Homes for Sale	303	209	- 31.0%	--	--	--
Months Supply of Inventory	2.2	1.5	- 31.8%	--	--	--

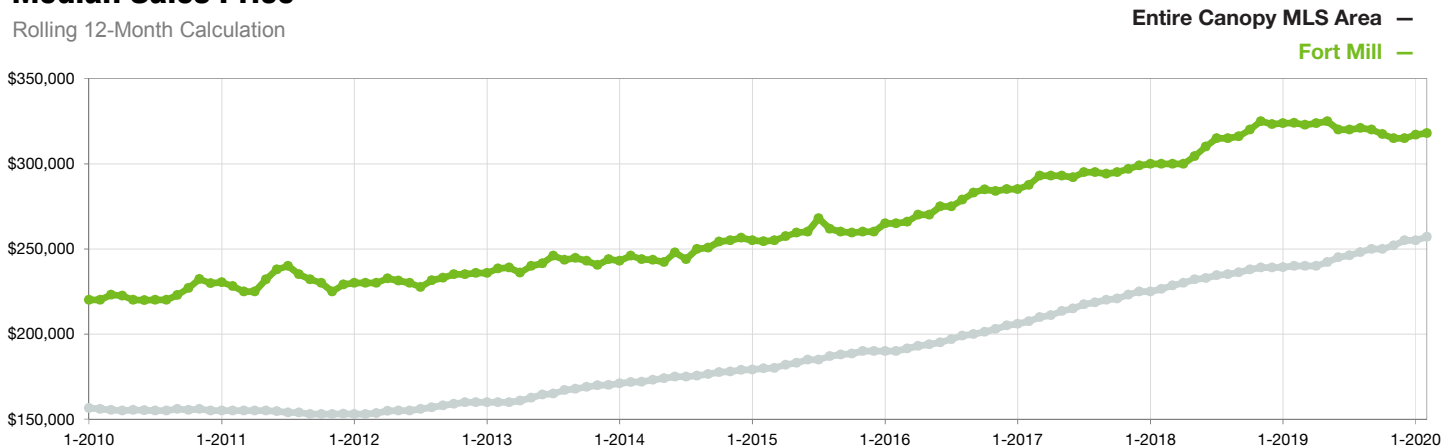
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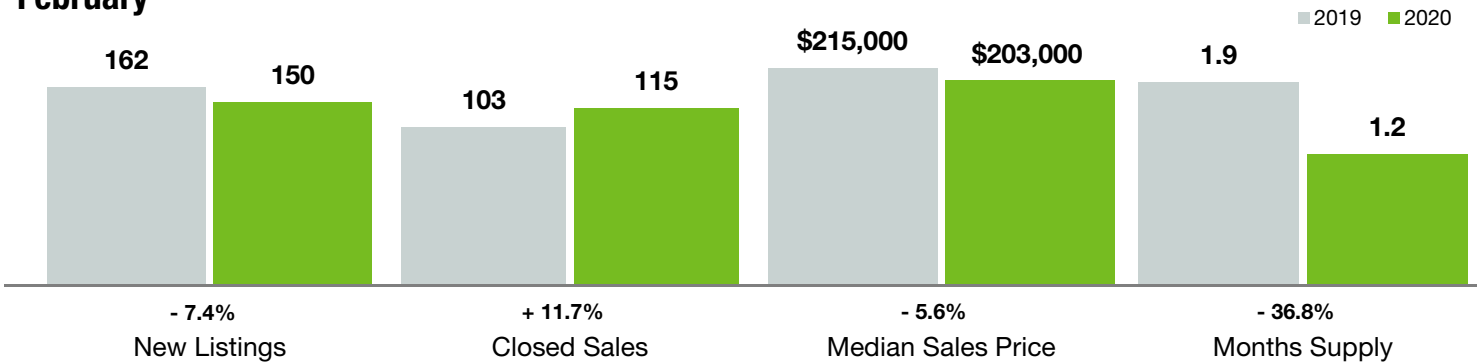
Rock Hill

South Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	162	150	- 7.4%	337	285	- 15.4%
Pending Sales	159	167	+ 5.0%	282	311	+ 10.3%
Closed Sales	103	115	+ 11.7%	202	240	+ 18.8%
Median Sales Price*	\$215,000	\$203,000	- 5.6%	\$199,500	\$216,250	+ 8.4%
Average Sales Price*	\$221,921	\$220,576	- 0.6%	\$211,905	\$225,420	+ 6.4%
Percent of Original List Price Received*	98.1%	96.5%	- 1.6%	97.4%	96.5%	- 0.9%
List to Close	85	81	- 4.7%	91	84	- 7.7%
Days on Market Until Sale	42	39	- 7.1%	41	39	- 4.9%
Cumulative Days on Market Until Sale	50	45	- 10.0%	46	44	- 4.3%
Average List Price	\$232,567	\$241,688	+ 3.9%	\$225,306	\$237,075	+ 5.2%
Inventory of Homes for Sale	273	193	- 29.3%	--	--	--
Months Supply of Inventory	1.9	1.2	- 36.8%	--	--	--

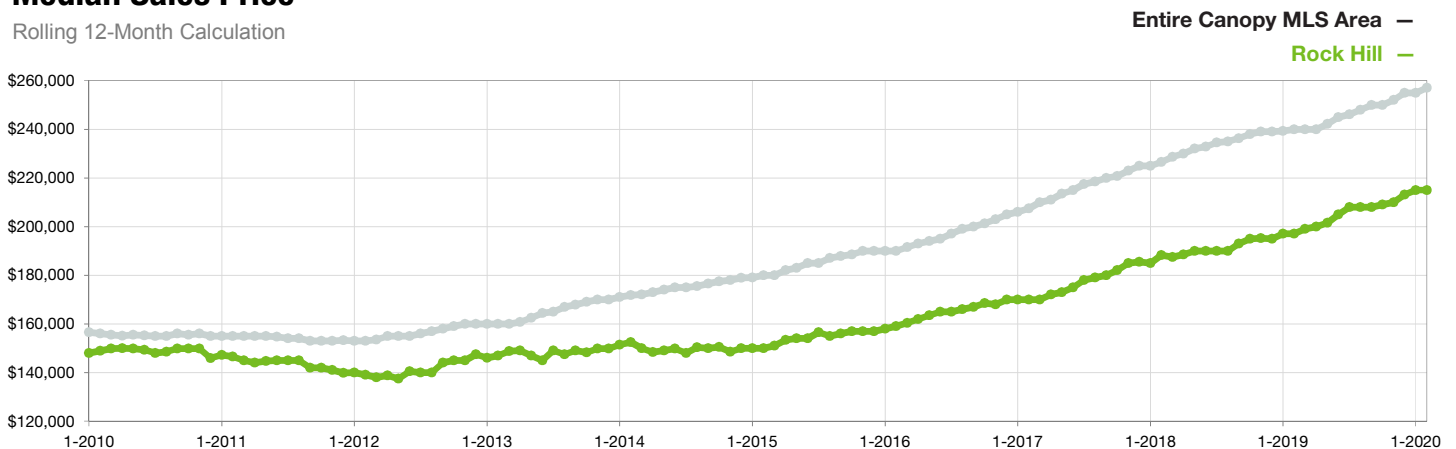
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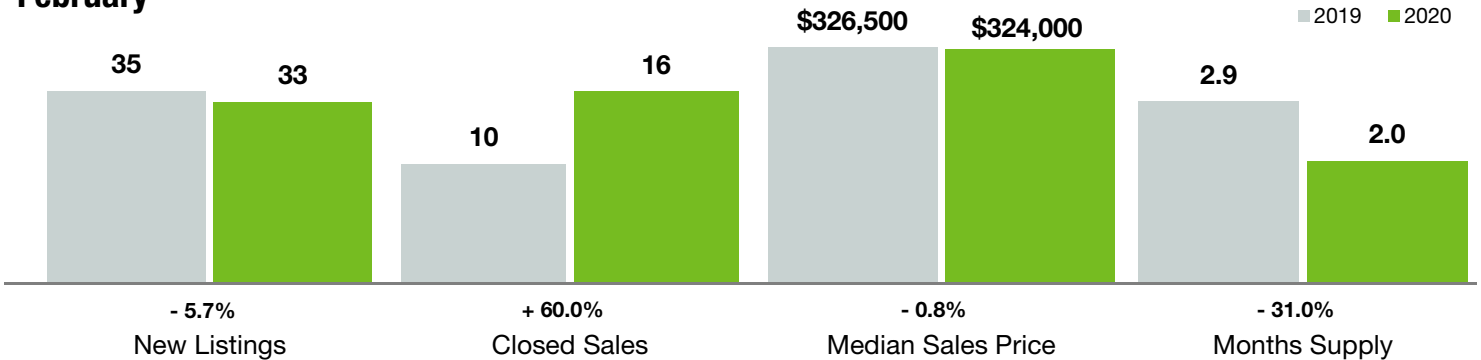
Tega Cay

South Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	35	33	- 5.7%	70	61	- 12.9%
Pending Sales	22	29	+ 31.8%	40	49	+ 22.5%
Closed Sales	10	16	+ 60.0%	28	26	- 7.1%
Median Sales Price*	\$326,500	\$324,000	- 0.8%	\$319,000	\$340,250	+ 6.7%
Average Sales Price*	\$370,800	\$324,477	- 12.5%	\$340,574	\$332,265	- 2.4%
Percent of Original List Price Received*	95.9%	95.5%	- 0.4%	95.7%	96.2%	+ 0.5%
List to Close	109	93	- 14.7%	110	100	- 9.1%
Days on Market Until Sale	72	51	- 29.2%	63	55	- 12.7%
Cumulative Days on Market Until Sale	97	51	- 47.4%	82	62	- 24.4%
Average List Price	\$362,639	\$382,680	+ 5.5%	\$372,168	\$385,606	+ 3.6%
Inventory of Homes for Sale	78	64	- 17.9%	--	--	--
Months Supply of Inventory	2.9	2.0	- 31.0%	--	--	--

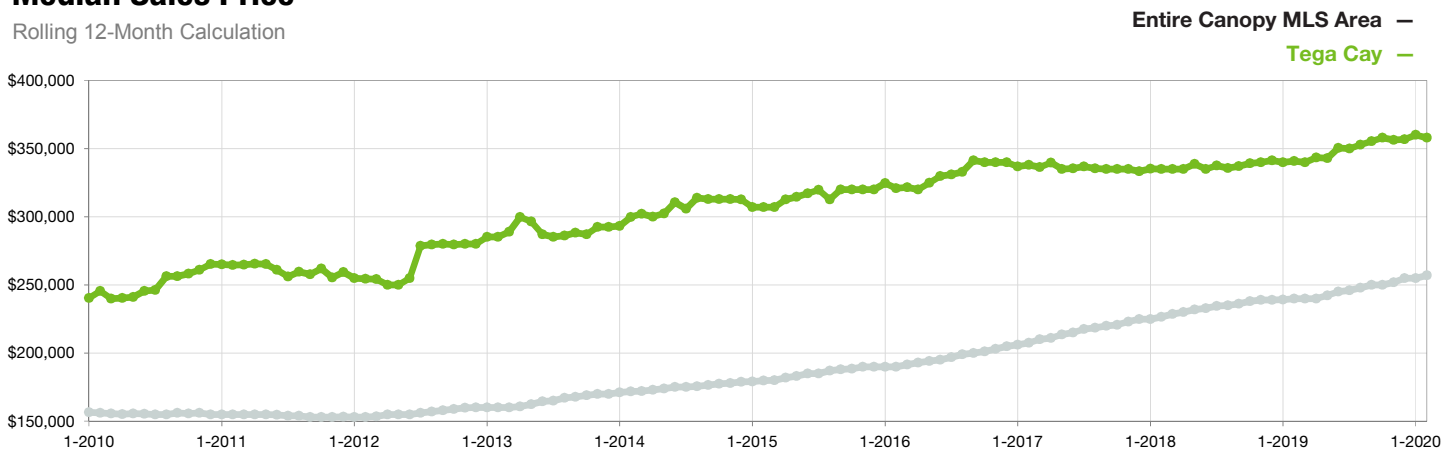
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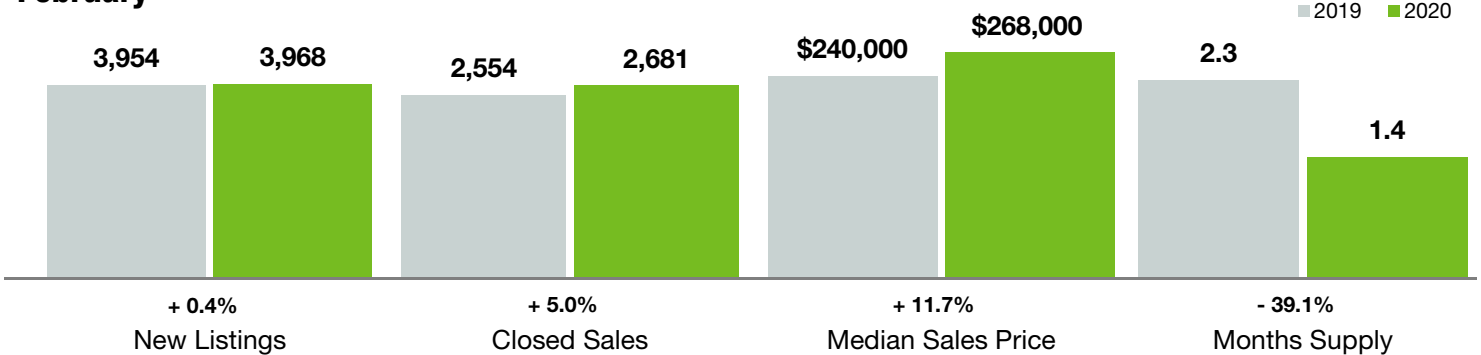
Charlotte MSA

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

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	3,954	3,968	+ 0.4%	7,801	7,812	+ 0.1%
Pending Sales	3,368	4,174	+ 23.9%	6,407	7,781	+ 21.4%
Closed Sales	2,554	2,681	+ 5.0%	4,828	5,215	+ 8.0%
Median Sales Price*	\$240,000	\$268,000	+ 11.7%	\$237,000	\$264,000	+ 11.4%
Average Sales Price*	\$287,872	\$311,628	+ 8.3%	\$281,628	\$309,512	+ 9.9%
Percent of Original List Price Received*	96.2%	97.0%	+ 0.8%	96.1%	96.6%	+ 0.5%
List to Close	103	97	- 5.8%	104	98	- 5.8%
Days on Market Until Sale	52	48	- 7.7%	50	47	- 6.0%
Cumulative Days on Market Until Sale	61	57	- 6.6%	60	56	- 6.7%
Average List Price	\$349,971	\$362,144	+ 3.5%	\$340,382	\$354,091	+ 4.0%
Inventory of Homes for Sale	7,780	5,319	- 31.6%	--	--	--
Months Supply of Inventory	2.3	1.4	- 39.1%	--	--	--

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

February



Median Sales Price

Rolling 12-Month Calculation

