

Local Market Update for March 2020

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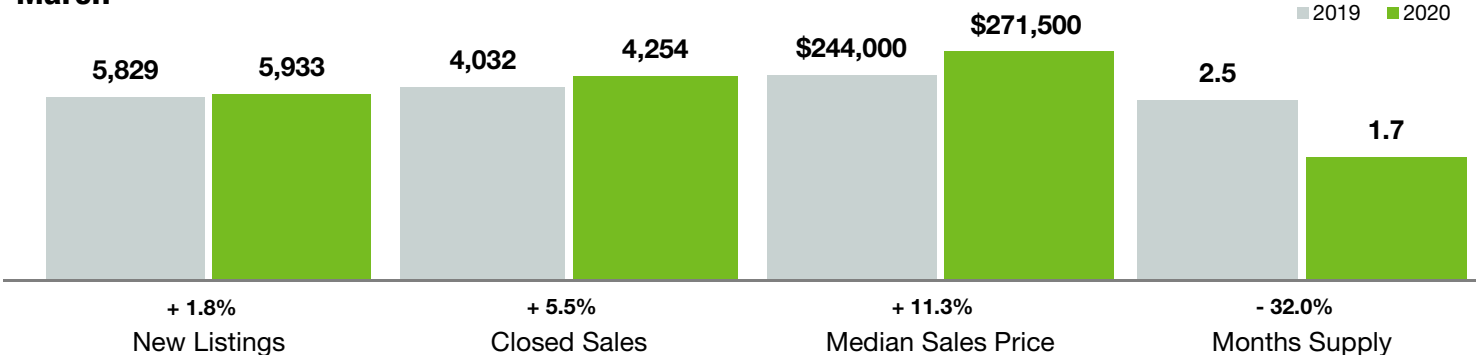
Charlotte Region

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	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	5,829	5,933	+ 1.8%	14,993	15,197	+ 1.4%
Pending Sales	4,938	4,798	- 2.8%	12,463	13,379	+ 7.3%
Closed Sales	4,032	4,254	+ 5.5%	9,722	10,524	+ 8.2%
Median Sales Price*	\$244,000	\$271,500	+ 11.3%	\$235,593	\$262,500	+ 11.4%
Average Sales Price*	\$290,064	\$315,243	+ 8.7%	\$281,214	\$307,174	+ 9.2%
Percent of Original List Price Received*	96.7%	97.3%	+ 0.6%	96.2%	96.8%	+ 0.6%
List to Close	102	95	- 6.9%	104	98	- 5.8%
Days on Market Until Sale	51	45	- 11.8%	52	47	- 9.6%
Cumulative Days on Market Until Sale	61	54	- 11.5%	62	56	- 9.7%
Average List Price	\$354,906	\$350,430	- 1.3%	\$342,884	\$347,239	+ 1.3%
Inventory of Homes for Sale	9,980	7,454	- 25.3%	--	--	--
Months Supply of Inventory	2.5	1.7	- 32.0%	--	--	--

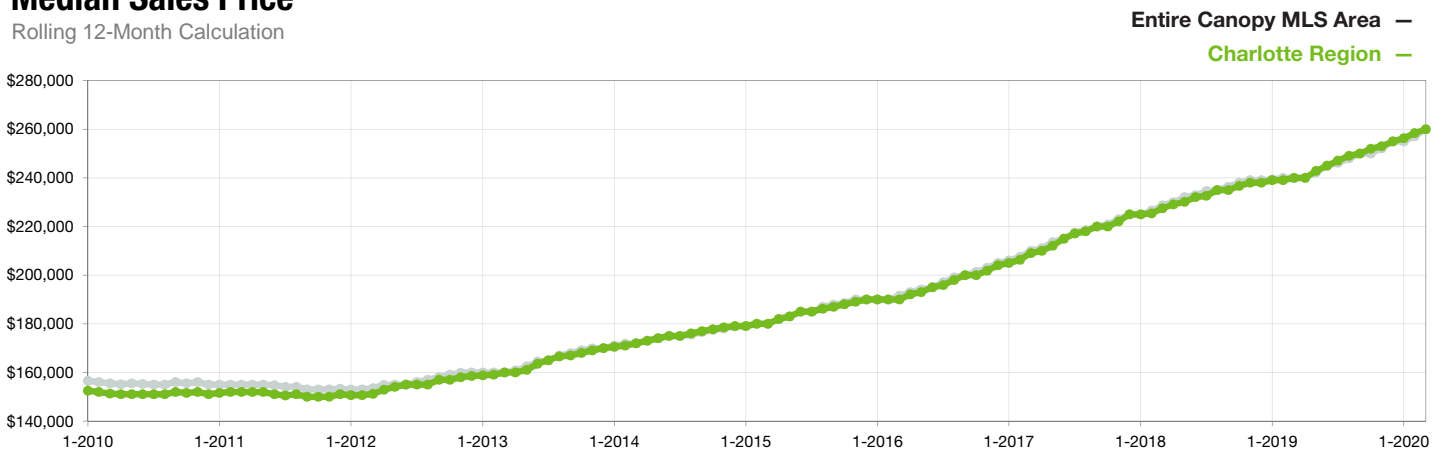
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March



Median Sales Price

Rolling 12-Month Calculation



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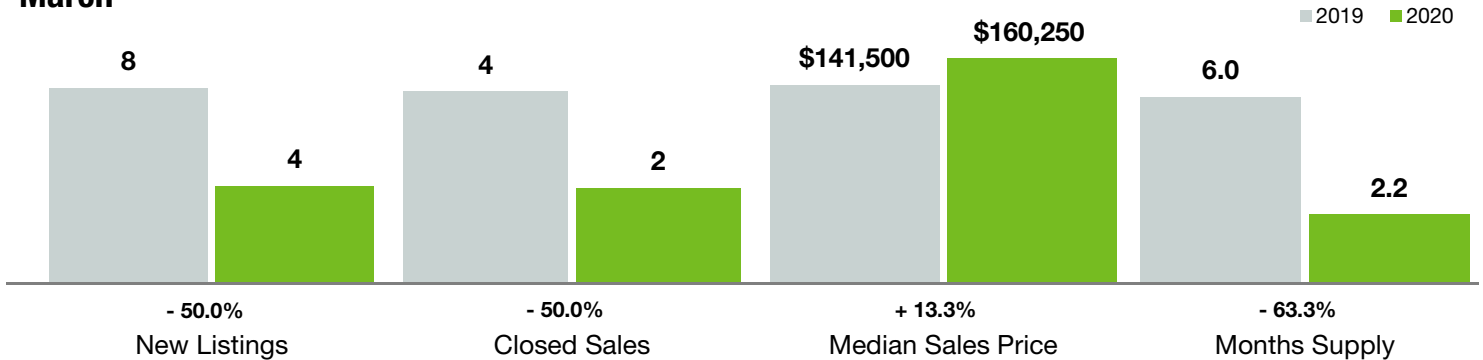
Alexander County

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	8	4	- 50.0%	15	15	0.0%
Pending Sales	5	2	- 60.0%	10	14	+ 40.0%
Closed Sales	4	2	- 50.0%	8	13	+ 62.5%
Median Sales Price*	\$141,500	\$160,250	+ 13.3%	\$152,500	\$173,000	+ 13.4%
Average Sales Price*	\$160,125	\$160,250	+ 0.1%	\$183,313	\$222,127	+ 21.2%
Percent of Original List Price Received*	88.1%	100.0%	+ 13.5%	91.6%	94.9%	+ 3.6%
List to Close	92	38	- 58.7%	125	117	- 6.4%
Days on Market Until Sale	54	3	- 94.4%	77	79	+ 2.6%
Cumulative Days on Market Until Sale	54	3	- 94.4%	77	145	+ 88.3%
Average List Price	\$225,588	\$177,450	- 21.3%	\$213,807	\$229,107	+ 7.2%
Inventory of Homes for Sale	25	12	- 52.0%	--	--	--
Months Supply of Inventory	6.0	2.2	- 63.3%	--	--	--

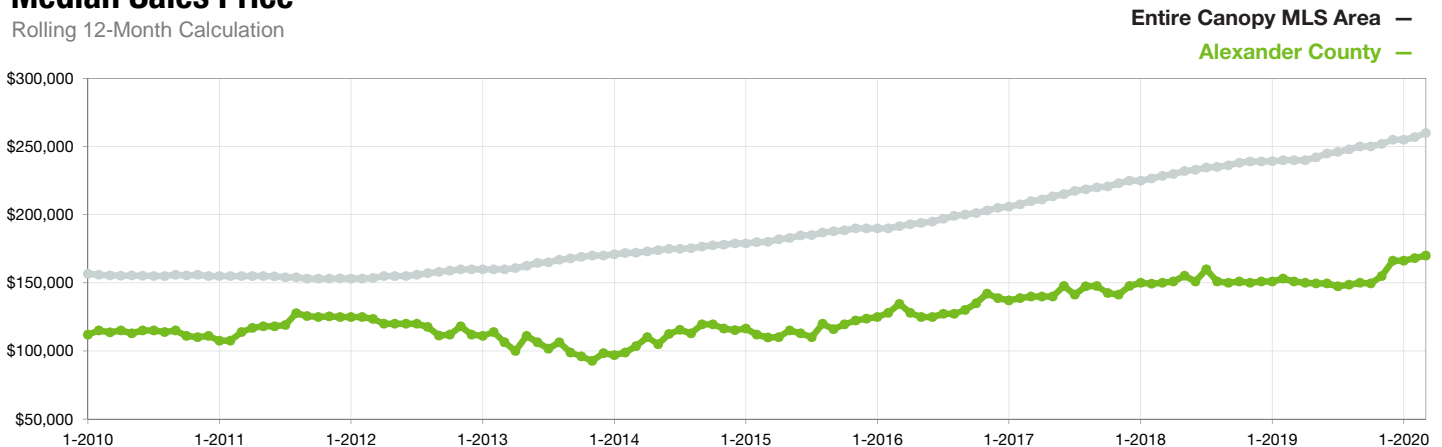
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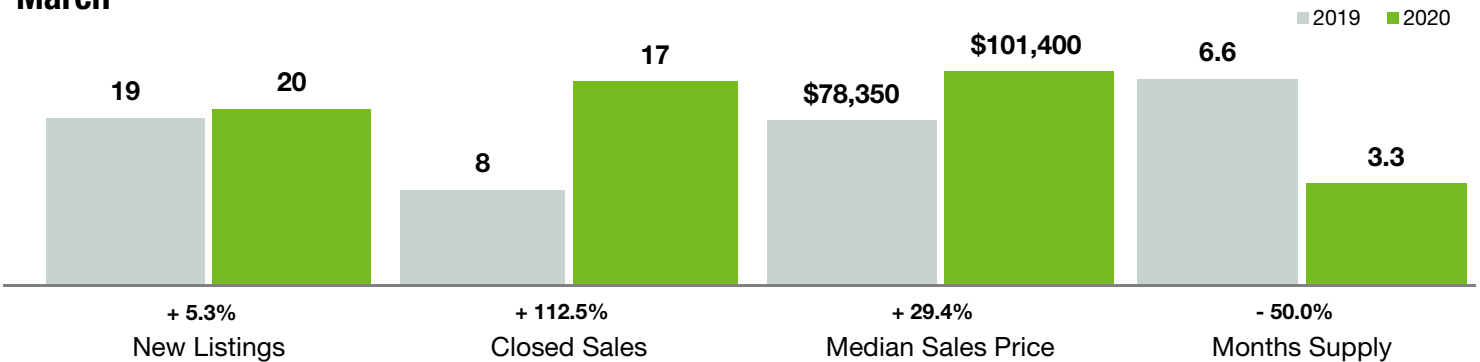
Anson County

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	19	20	+ 5.3%	53	40	- 24.5%
Pending Sales	16	16	0.0%	42	47	+ 11.9%
Closed Sales	8	17	+ 112.5%	30	29	- 3.3%
Median Sales Price*	\$78,350	\$101,400	+ 29.4%	\$95,000	\$139,500	+ 46.8%
Average Sales Price*	\$125,900	\$118,420	- 5.9%	\$134,887	\$132,908	- 1.5%
Percent of Original List Price Received*	90.5%	90.3%	- 0.2%	89.9%	91.0%	+ 1.2%
List to Close	178	200	+ 12.4%	142	184	+ 29.6%
Days on Market Until Sale	122	148	+ 21.3%	99	124	+ 25.3%
Cumulative Days on Market Until Sale	125	148	+ 18.4%	124	134	+ 8.1%
Average List Price	\$119,105	\$193,255	+ 62.3%	\$164,298	\$163,810	- 0.3%
Inventory of Homes for Sale	68	41	- 39.7%	--	--	--
Months Supply of Inventory	6.6	3.3	- 50.0%	--	--	--

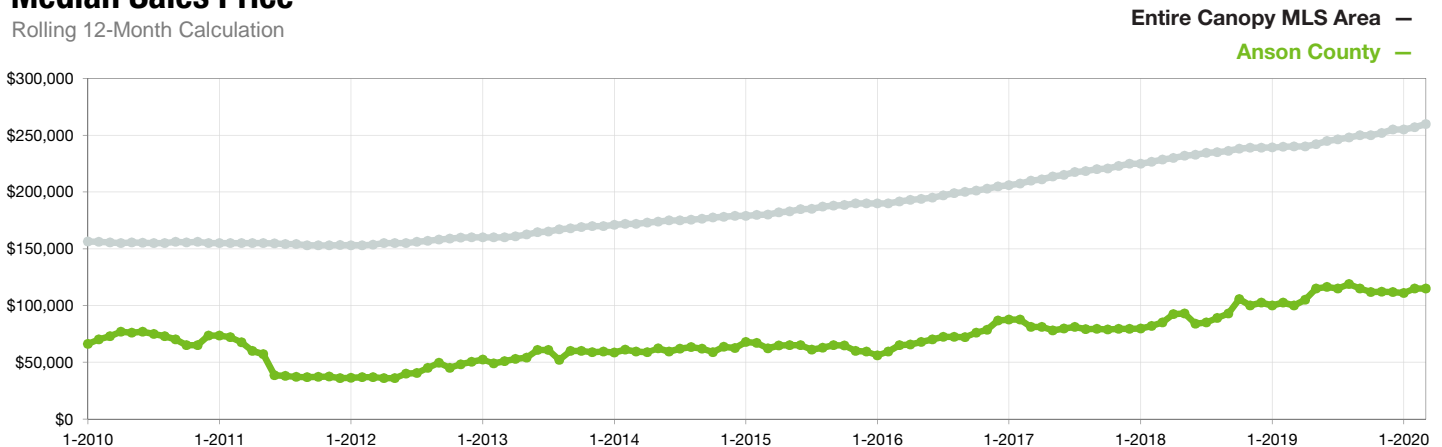
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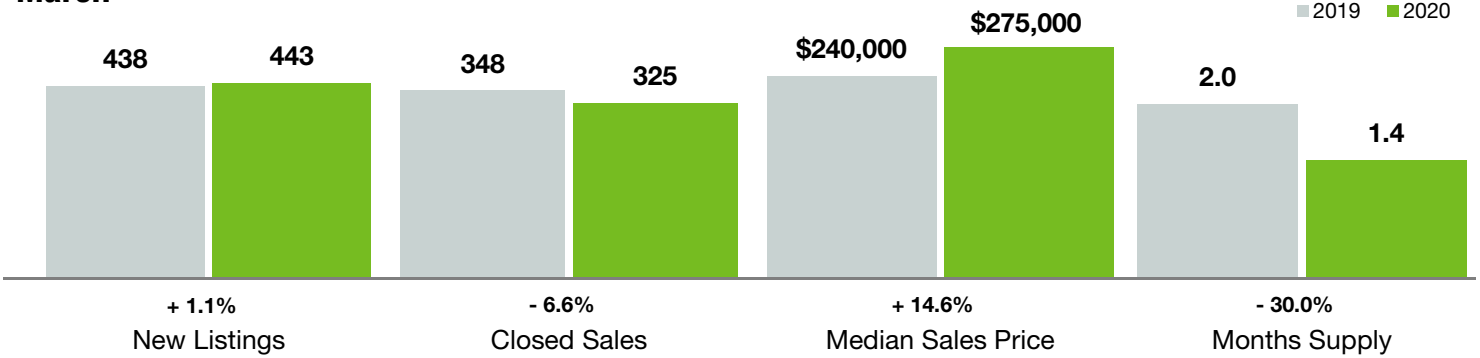
Cabarrus County

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	438	443	+ 1.1%	1,146	1,110	- 3.1%
Pending Sales	392	348	- 11.2%	1,018	974	- 4.3%
Closed Sales	348	325	- 6.6%	833	822	- 1.3%
Median Sales Price*	\$240,000	\$275,000	+ 14.6%	\$233,668	\$254,800	+ 9.0%
Average Sales Price*	\$264,631	\$285,760	+ 8.0%	\$256,546	\$273,472	+ 6.6%
Percent of Original List Price Received*	96.5%	96.8%	+ 0.3%	96.1%	97.0%	+ 0.9%
List to Close	104	97	- 6.7%	104	97	- 6.7%
Days on Market Until Sale	47	45	- 4.3%	49	44	- 10.2%
Cumulative Days on Market Until Sale	58	58	0.0%	59	57	- 3.4%
Average List Price	\$276,643	\$303,071	+ 9.6%	\$274,132	\$298,536	+ 8.9%
Inventory of Homes for Sale	656	456	- 30.5%	--	--	--
Months Supply of Inventory	2.0	1.4	- 30.0%	--	--	--

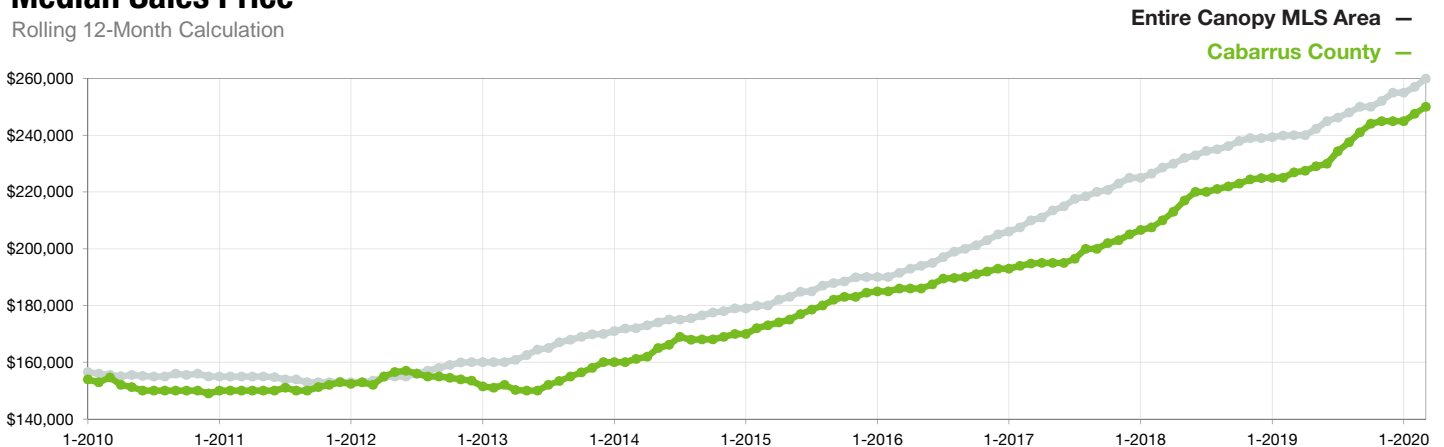
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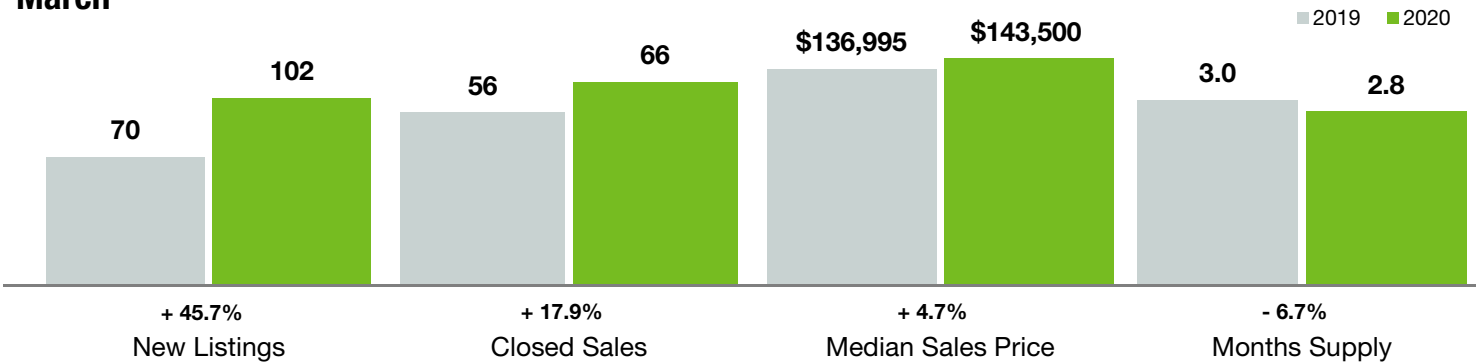
Cleveland County

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	70	102	+ 45.7%	164	258	+ 57.3%
Pending Sales	66	87	+ 31.8%	148	207	+ 39.9%
Closed Sales	56	66	+ 17.9%	125	143	+ 14.4%
Median Sales Price*	\$136,995	\$143,500	+ 4.7%	\$135,000	\$149,500	+ 10.7%
Average Sales Price*	\$160,275	\$158,513	- 1.1%	\$154,481	\$167,780	+ 8.6%
Percent of Original List Price Received*	95.5%	95.4%	- 0.1%	94.3%	94.0%	- 0.3%
List to Close	140	98	- 30.0%	135	98	- 27.4%
Days on Market Until Sale	74	53	- 28.4%	71	51	- 28.2%
Cumulative Days on Market Until Sale	77	55	- 28.6%	74	55	- 25.7%
Average List Price	\$172,936	\$175,929	+ 1.7%	\$176,004	\$185,994	+ 5.7%
Inventory of Homes for Sale	145	151	+ 4.1%	--	--	--
Months Supply of Inventory	3.0	2.8	- 6.7%	--	--	--

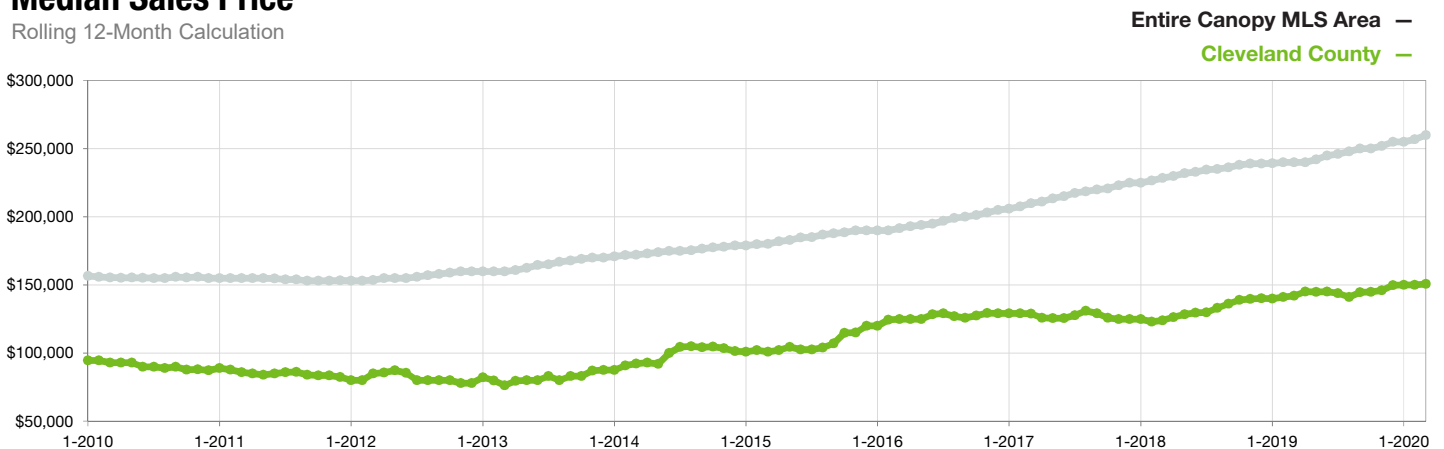
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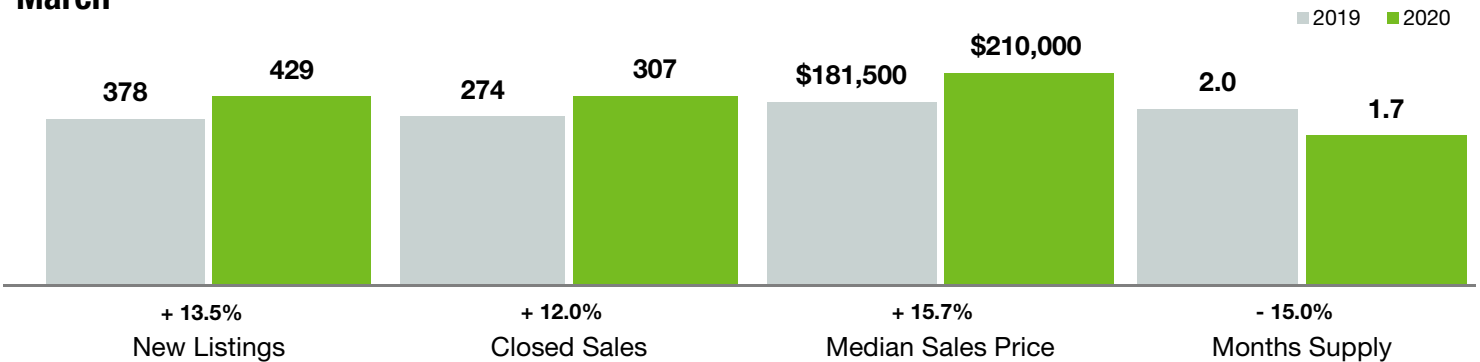
Gaston County

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	378	429	+ 13.5%	976	1,076	+ 10.2%
Pending Sales	334	337	+ 0.9%	881	967	+ 9.8%
Closed Sales	274	307	+ 12.0%	699	820	+ 17.3%
Median Sales Price*	\$181,500	\$210,000	+ 15.7%	\$180,950	\$207,750	+ 14.8%
Average Sales Price*	\$206,747	\$239,827	+ 16.0%	\$203,668	\$237,340	+ 16.5%
Percent of Original List Price Received*	97.2%	97.0%	- 0.2%	95.9%	96.5%	+ 0.6%
List to Close	95	94	- 1.1%	100	101	+ 1.0%
Days on Market Until Sale	46	43	- 6.5%	49	43	- 12.2%
Cumulative Days on Market Until Sale	57	48	- 15.8%	57	49	- 14.0%
Average List Price	\$228,559	\$233,766	+ 2.3%	\$218,643	\$232,252	+ 6.2%
Inventory of Homes for Sale	566	538	- 4.9%	--	--	--
Months Supply of Inventory	2.0	1.7	- 15.0%	--	--	--

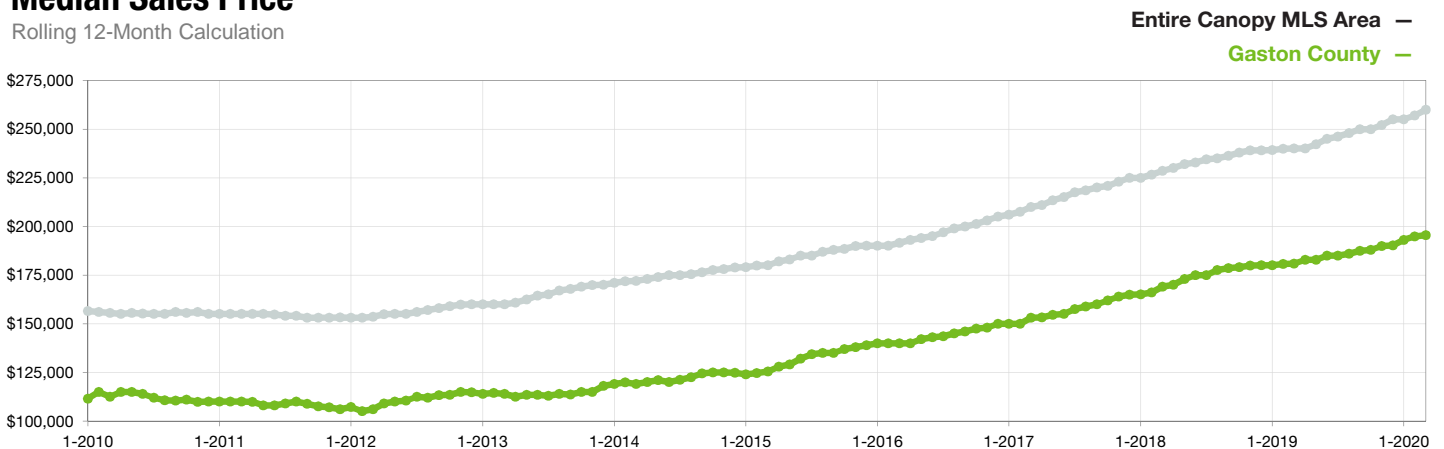
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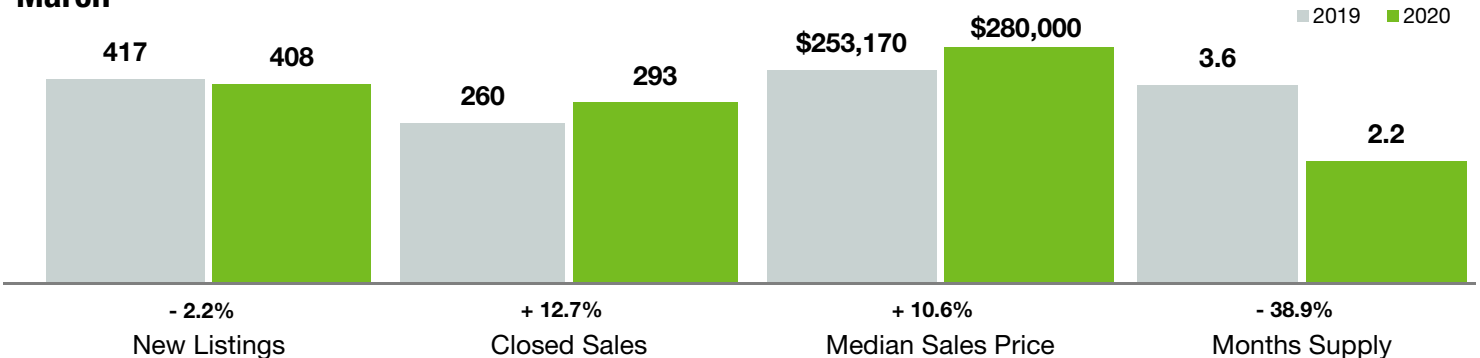
Iredell County

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	417	408	- 2.2%	1,096	1,069	- 2.5%
Pending Sales	336	324	- 3.6%	859	899	+ 4.7%
Closed Sales	260	293	+ 12.7%	635	719	+ 13.2%
Median Sales Price*	\$253,170	\$280,000	+ 10.6%	\$245,000	\$269,995	+ 10.2%
Average Sales Price*	\$289,736	\$350,778	+ 21.1%	\$299,225	\$330,202	+ 10.4%
Percent of Original List Price Received*	95.5%	96.7%	+ 1.3%	94.8%	96.3%	+ 1.6%
List to Close	109	106	- 2.8%	112	109	- 2.7%
Days on Market Until Sale	59	57	- 3.4%	61	59	- 3.3%
Cumulative Days on Market Until Sale	71	69	- 2.8%	75	71	- 5.3%
Average List Price	\$390,278	\$387,094	- 0.8%	\$382,971	\$389,104	+ 1.6%
Inventory of Homes for Sale	1,000	680	- 32.0%	--	--	--
Months Supply of Inventory	3.6	2.2	- 38.9%	--	--	--

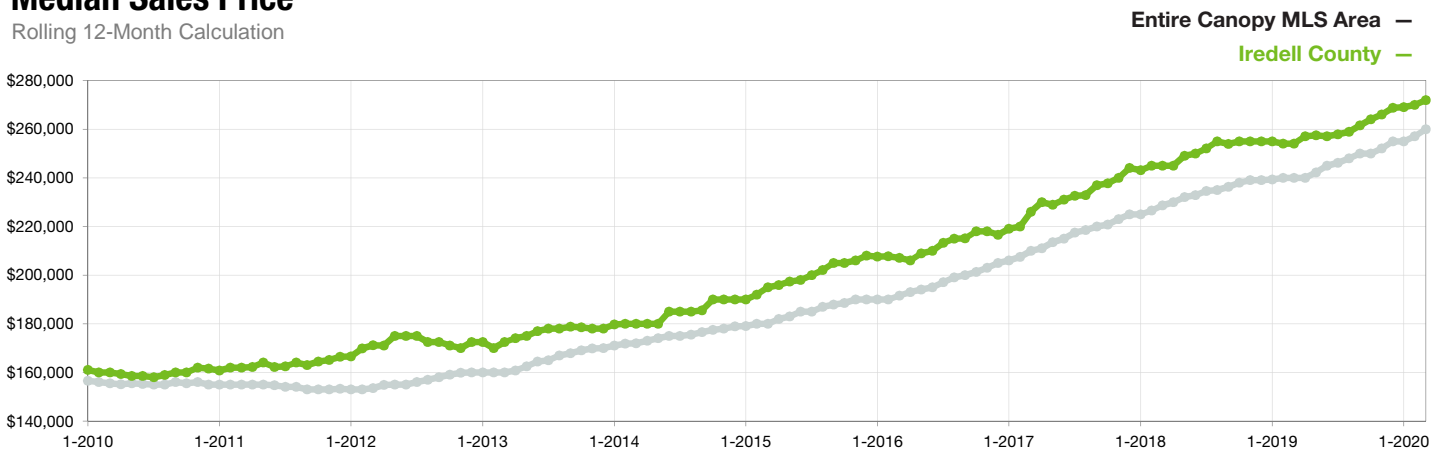
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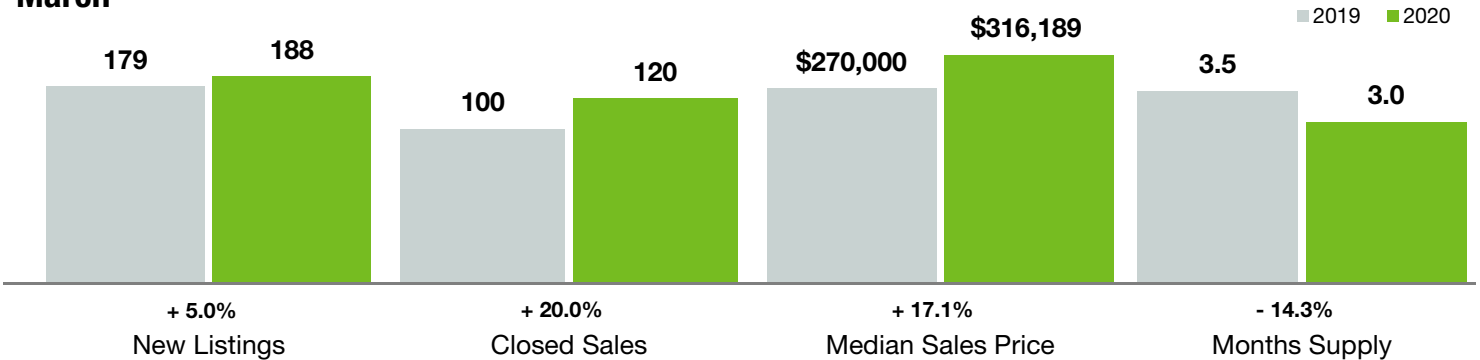
Lincoln County

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	179	188	+ 5.0%	421	436	+ 3.6%
Pending Sales	109	134	+ 22.9%	297	351	+ 18.2%
Closed Sales	100	120	+ 20.0%	252	264	+ 4.8%
Median Sales Price*	\$270,000	\$316,189	+ 17.1%	\$272,010	\$310,000	+ 14.0%
Average Sales Price*	\$288,868	\$351,748	+ 21.8%	\$281,155	\$337,825	+ 20.2%
Percent of Original List Price Received*	95.7%	96.5%	+ 0.8%	94.6%	95.7%	+ 1.2%
List to Close	129	106	- 17.8%	127	117	- 7.9%
Days on Market Until Sale	66	63	- 4.5%	70	72	+ 2.9%
Cumulative Days on Market Until Sale	76	76	0.0%	81	87	+ 7.4%
Average List Price	\$366,994	\$415,319	+ 13.2%	\$348,123	\$361,182	+ 3.8%
Inventory of Homes for Sale	393	332	- 15.5%	--	--	--
Months Supply of Inventory	3.5	3.0	- 14.3%	--	--	--

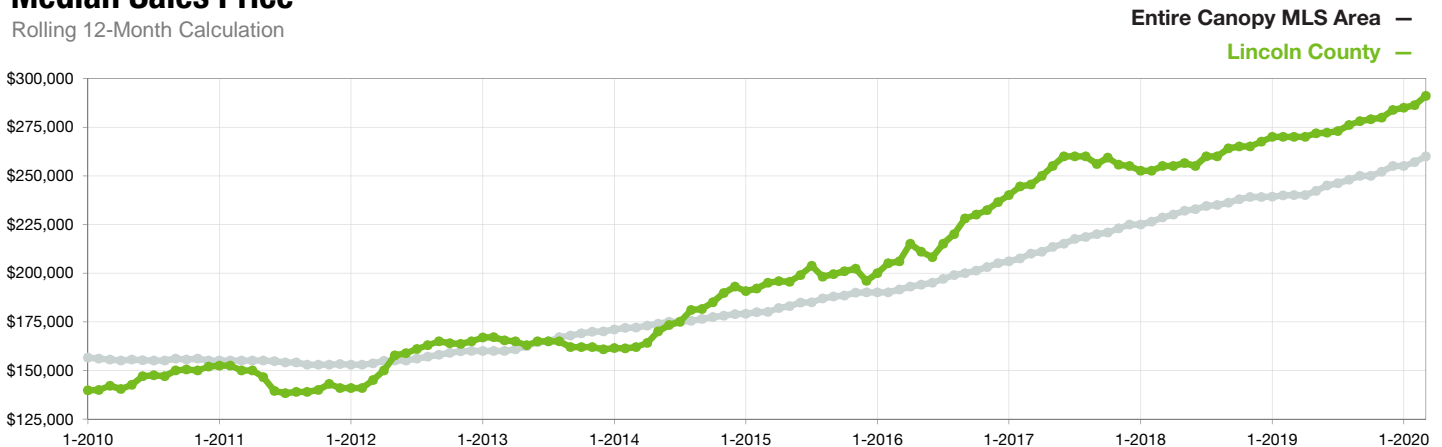
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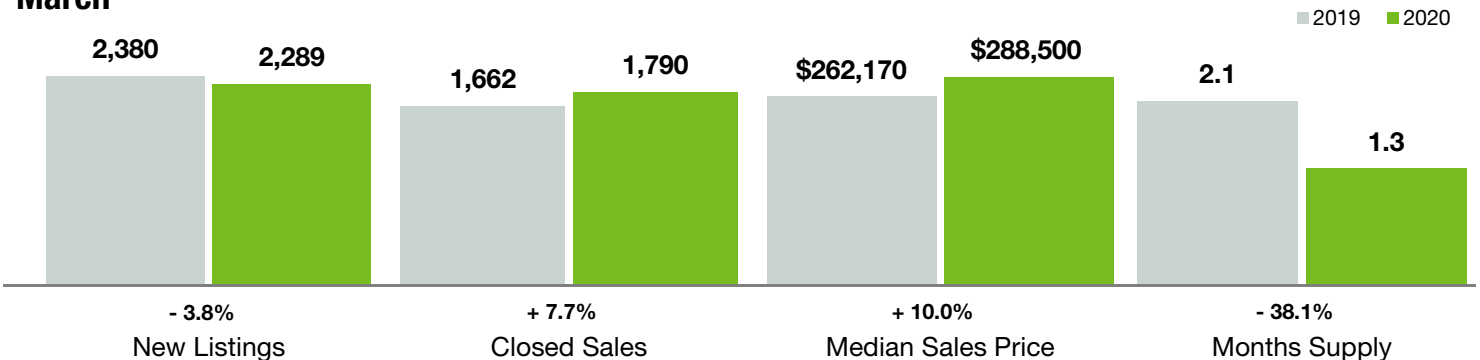
Mecklenburg County

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	2,380	2,289	- 3.8%	6,113	6,020	- 1.5%
Pending Sales	2,069	1,843	- 10.9%	5,126	5,415	+ 5.6%
Closed Sales	1,662	1,790	+ 7.7%	3,943	4,387	+ 11.3%
Median Sales Price*	\$262,170	\$288,500	+ 10.0%	\$251,500	\$278,063	+ 10.6%
Average Sales Price*	\$332,338	\$353,422	+ 6.3%	\$318,132	\$345,924	+ 8.7%
Percent of Original List Price Received*	97.1%	98.0%	+ 0.9%	96.7%	97.3%	+ 0.6%
List to Close	96	89	- 7.3%	97	92	- 5.2%
Days on Market Until Sale	46	38	- 17.4%	46	41	- 10.9%
Cumulative Days on Market Until Sale	55	47	- 14.5%	55	50	- 9.1%
Average List Price	\$412,307	\$404,563	- 1.9%	\$399,320	\$400,040	+ 0.2%
Inventory of Homes for Sale	3,485	2,418	- 30.6%	--	--	--
Months Supply of Inventory	2.1	1.3	- 38.1%	--	--	--

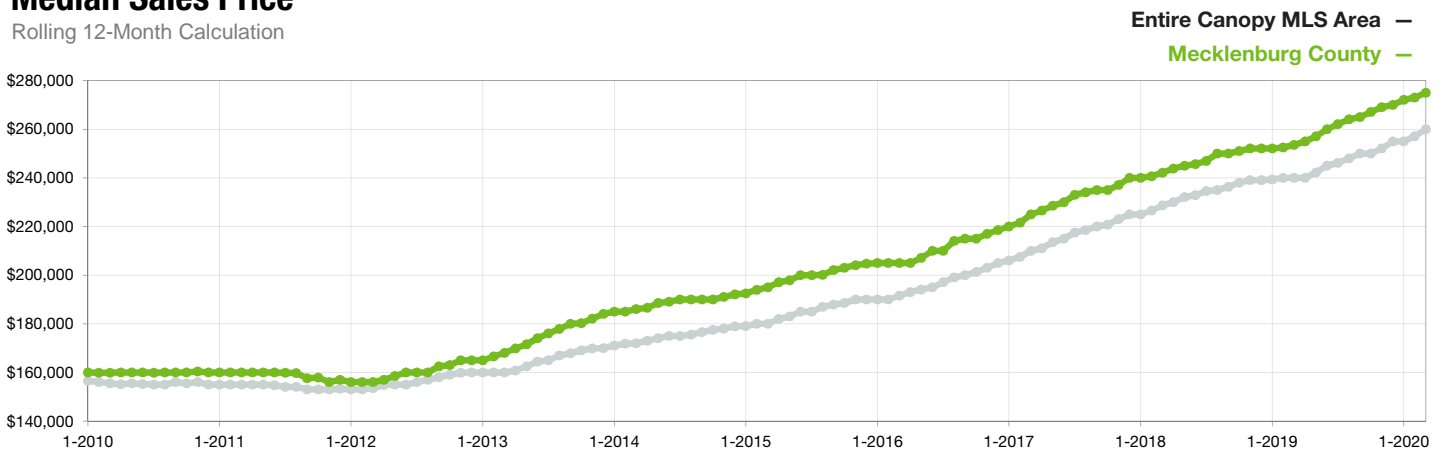
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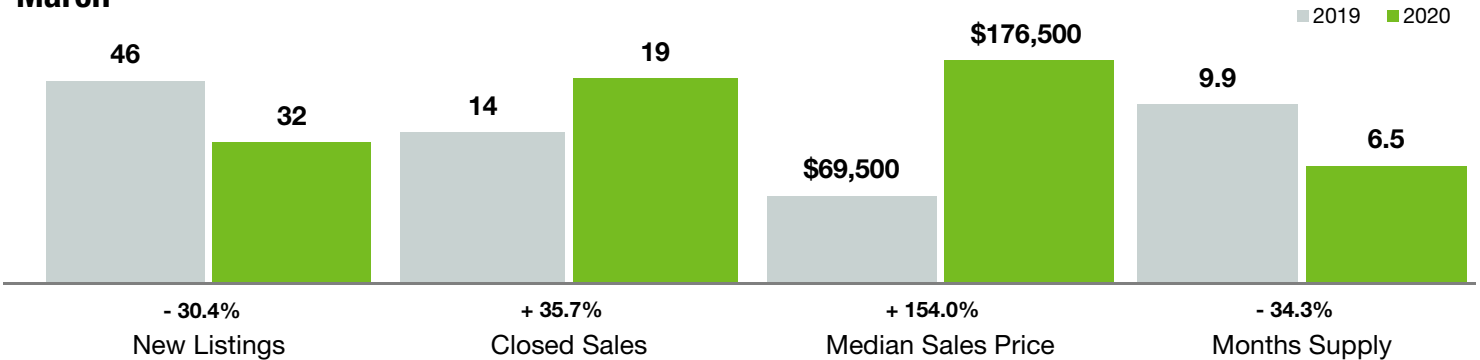
Montgomery County

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	46	32	- 30.4%	109	95	- 12.8%
Pending Sales	20	24	+ 20.0%	47	56	+ 19.1%
Closed Sales	14	19	+ 35.7%	39	47	+ 20.5%
Median Sales Price*	\$69,500	\$176,500	+ 154.0%	\$127,000	\$170,000	+ 33.9%
Average Sales Price*	\$266,254	\$312,895	+ 17.5%	\$230,983	\$244,817	+ 6.0%
Percent of Original List Price Received*	85.6%	87.0%	+ 1.6%	89.2%	89.5%	+ 0.3%
List to Close	177	190	+ 7.3%	151	167	+ 10.6%
Days on Market Until Sale	140	134	- 4.3%	111	120	+ 8.1%
Cumulative Days on Market Until Sale	151	165	+ 9.3%	125	143	+ 14.4%
Average List Price	\$319,263	\$313,284	- 1.9%	\$291,248	\$289,127	- 0.7%
Inventory of Homes for Sale	180	165	- 8.3%	--	--	--
Months Supply of Inventory	9.9	6.5	- 34.3%	--	--	--

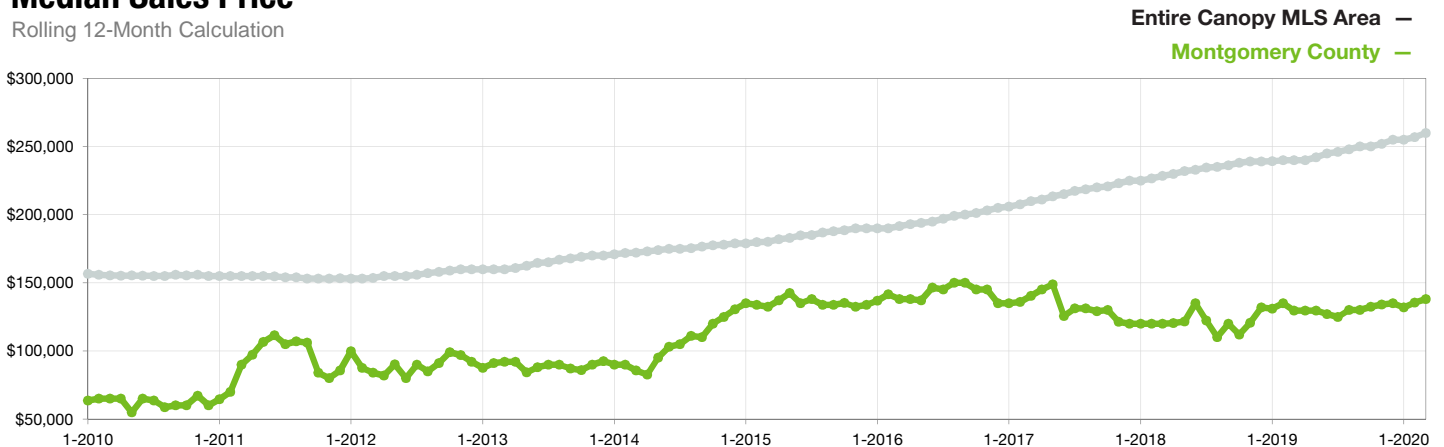
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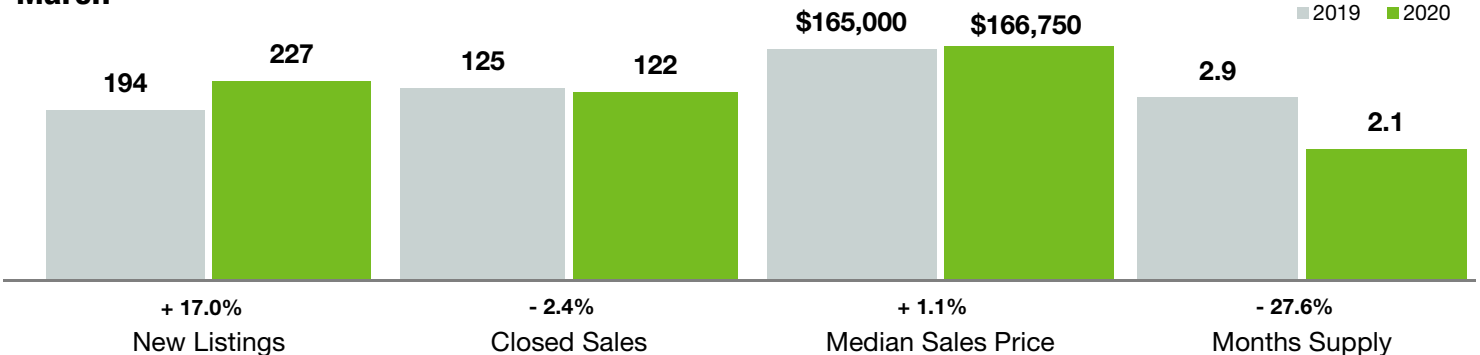
Rowan County

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	194	227	+ 17.0%	520	578	+ 11.2%
Pending Sales	155	196	+ 26.5%	407	497	+ 22.1%
Closed Sales	125	122	- 2.4%	342	319	- 6.7%
Median Sales Price*	\$165,000	\$166,750	+ 1.1%	\$158,000	\$174,840	+ 10.7%
Average Sales Price*	\$166,421	\$179,005	+ 7.6%	\$165,140	\$193,417	+ 17.1%
Percent of Original List Price Received*	95.5%	95.7%	+ 0.2%	94.5%	94.7%	+ 0.2%
List to Close	84	89	+ 6.0%	103	101	- 1.9%
Days on Market Until Sale	43	43	0.0%	55	55	0.0%
Cumulative Days on Market Until Sale	46	49	+ 6.5%	61	56	- 8.2%
Average List Price	\$197,489	\$218,048	+ 10.4%	\$192,713	\$215,026	+ 11.6%
Inventory of Homes for Sale	397	310	- 21.9%	--	--	--
Months Supply of Inventory	2.9	2.1	- 27.6%	--	--	--

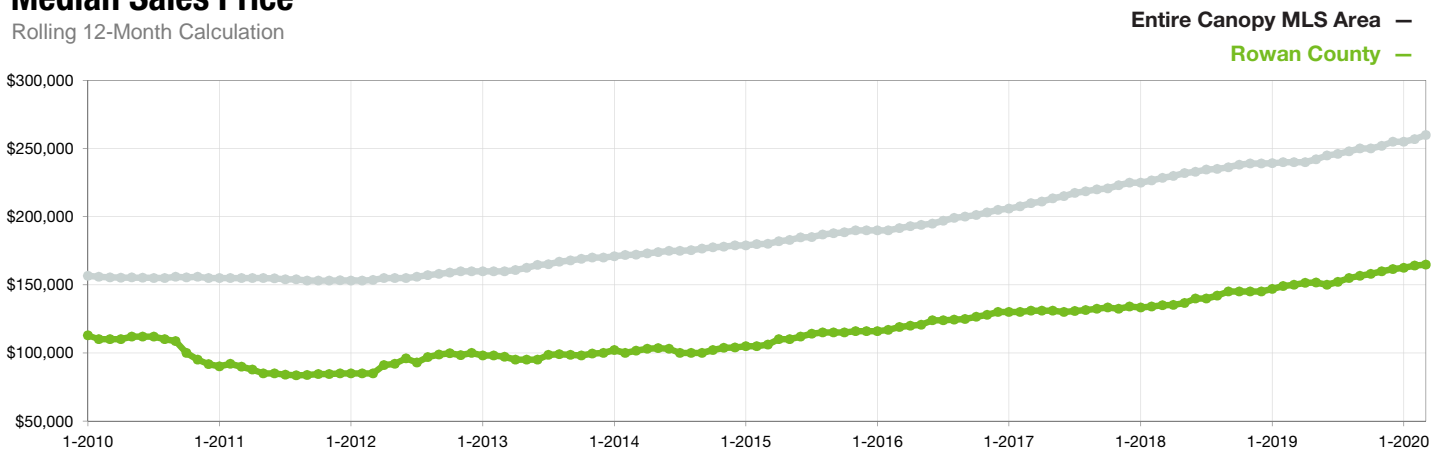
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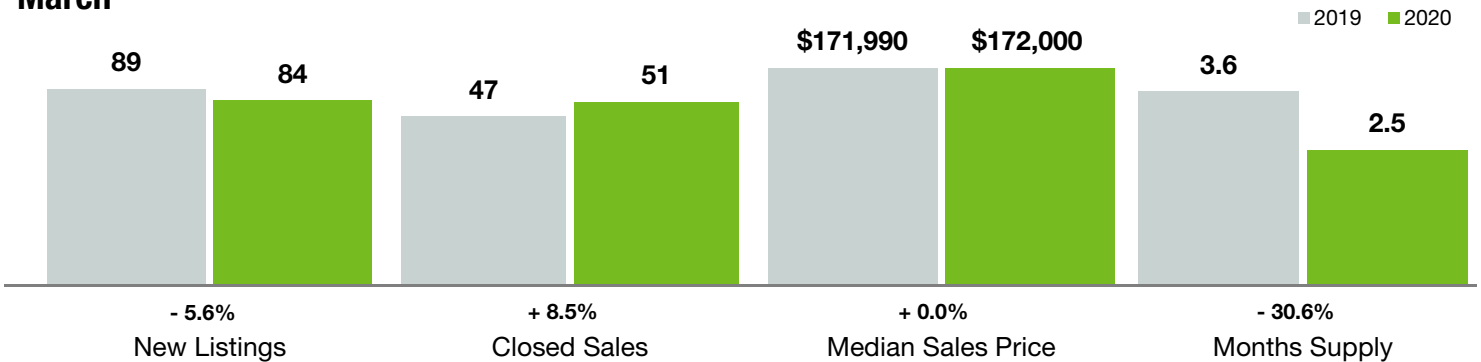
Stanly County

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	89	84	- 5.6%	213	213	0.0%
Pending Sales	58	62	+ 6.9%	162	180	+ 11.1%
Closed Sales	47	51	+ 8.5%	136	155	+ 14.0%
Median Sales Price*	\$171,990	\$172,000	+ 0.0%	\$165,000	\$175,195	+ 6.2%
Average Sales Price*	\$184,537	\$195,712	+ 6.1%	\$181,812	\$189,387	+ 4.2%
Percent of Original List Price Received*	96.4%	94.5%	- 2.0%	93.5%	95.0%	+ 1.6%
List to Close	108	130	+ 20.4%	128	124	- 3.1%
Days on Market Until Sale	45	70	+ 55.6%	68	62	- 8.8%
Cumulative Days on Market Until Sale	52	81	+ 55.8%	72	75	+ 4.2%
Average List Price	\$241,158	\$211,457	- 12.3%	\$228,613	\$215,232	- 5.9%
Inventory of Homes for Sale	200	155	- 22.5%	--	--	--
Months Supply of Inventory	3.6	2.5	- 30.6%	--	--	--

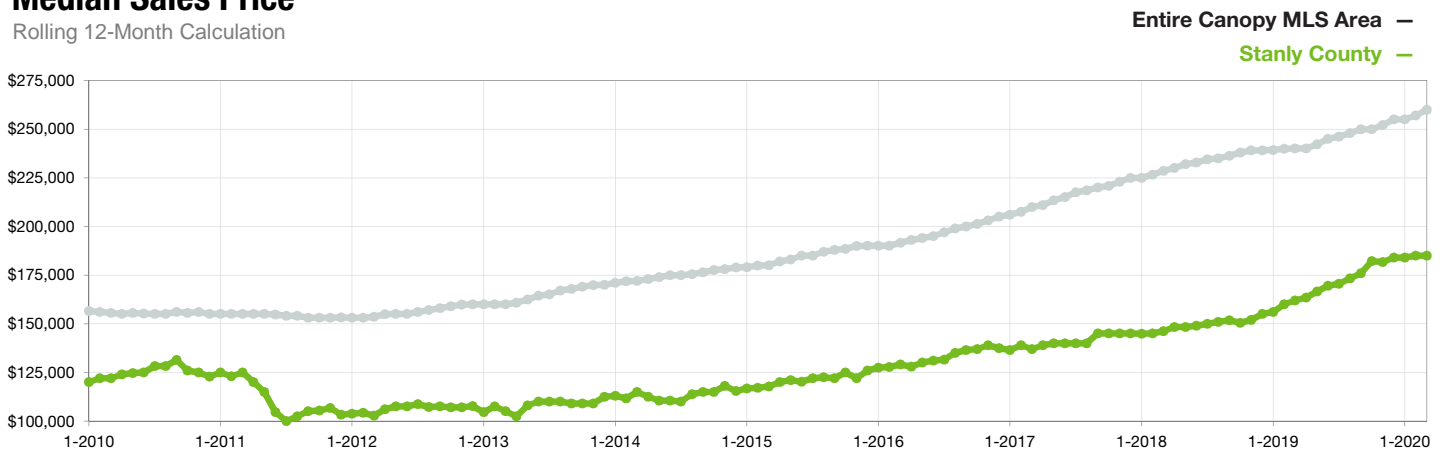
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2020

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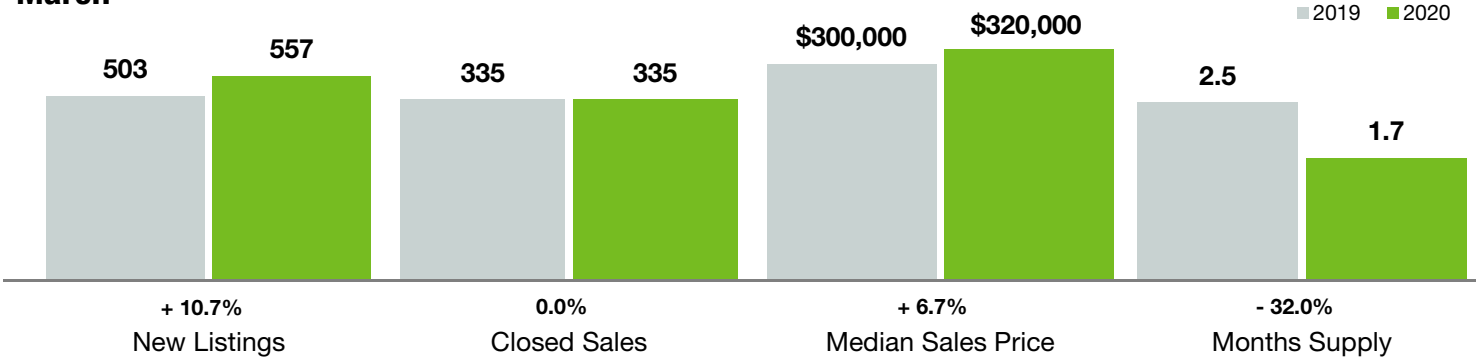
Union County

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	503	557	+ 10.7%	1,305	1,364	+ 4.5%
Pending Sales	442	454	+ 2.7%	1,079	1,174	+ 8.8%
Closed Sales	335	335	0.0%	801	869	+ 8.5%
Median Sales Price*	\$300,000	\$320,000	+ 6.7%	\$287,500	\$309,900	+ 7.8%
Average Sales Price*	\$336,246	\$355,784	+ 5.8%	\$328,850	\$346,803	+ 5.5%
Percent of Original List Price Received*	96.9%	97.5%	+ 0.6%	96.6%	97.0%	+ 0.4%
List to Close	101	94	- 6.9%	105	100	- 4.8%
Days on Market Until Sale	53	45	- 15.1%	55	51	- 7.3%
Cumulative Days on Market Until Sale	73	53	- 27.4%	69	59	- 14.5%
Average List Price	\$422,870	\$415,527	- 1.7%	\$403,522	\$418,091	+ 3.6%
Inventory of Homes for Sale	862	654	- 24.1%	--	--	--
Months Supply of Inventory	2.5	1.7	- 32.0%	--	--	--

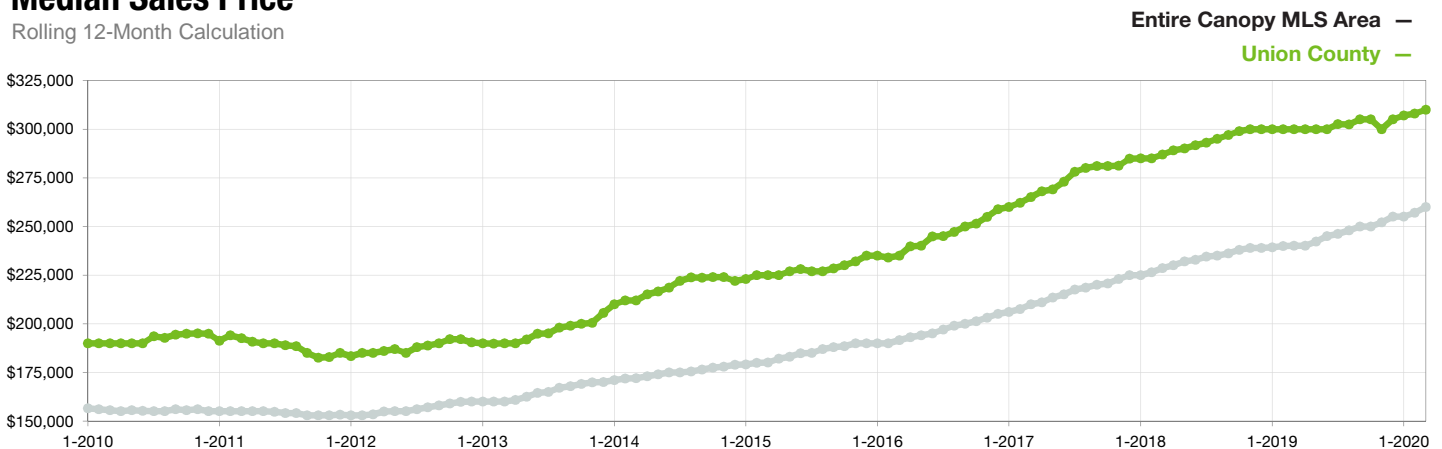
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2020

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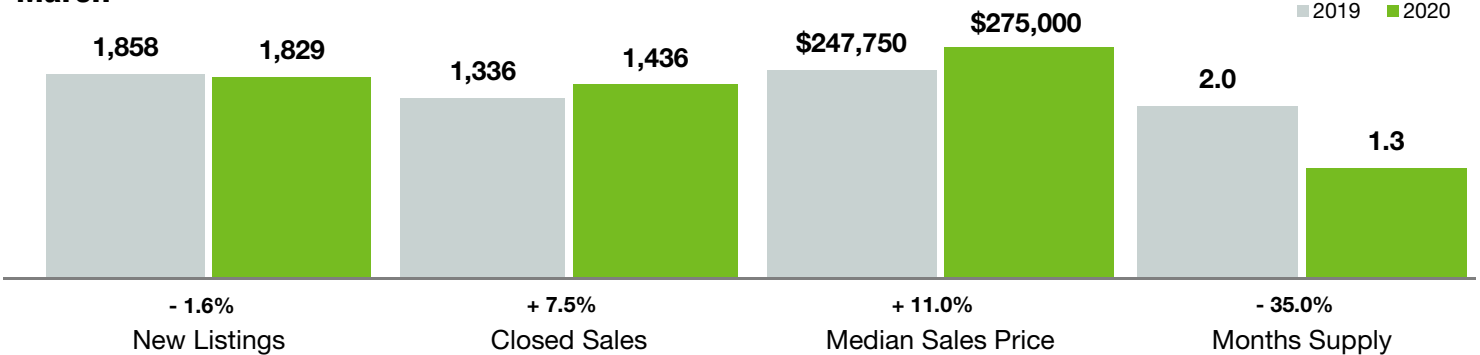
City of Charlotte

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	1,858	1,829	- 1.6%	4,844	4,887	+ 0.9%
Pending Sales	1,666	1,496	- 10.2%	4,179	4,386	+ 5.0%
Closed Sales	1,336	1,436	+ 7.5%	3,220	3,511	+ 9.0%
Median Sales Price*	\$247,750	\$275,000	+ 11.0%	\$238,000	\$263,750	+ 10.8%
Average Sales Price*	\$328,646	\$345,355	+ 5.1%	\$309,282	\$334,410	+ 8.1%
Percent of Original List Price Received*	97.2%	98.2%	+ 1.0%	96.8%	97.5%	+ 0.7%
List to Close	93	87	- 6.5%	95	89	- 6.3%
Days on Market Until Sale	44	36	- 18.2%	44	38	- 13.6%
Cumulative Days on Market Until Sale	52	43	- 17.3%	52	46	- 11.5%
Average List Price	\$406,246	\$400,806	- 1.3%	\$394,850	\$394,948	+ 0.0%
Inventory of Homes for Sale	2,603	1,819	- 30.1%	--	--	--
Months Supply of Inventory	2.0	1.3	- 35.0%	--	--	--

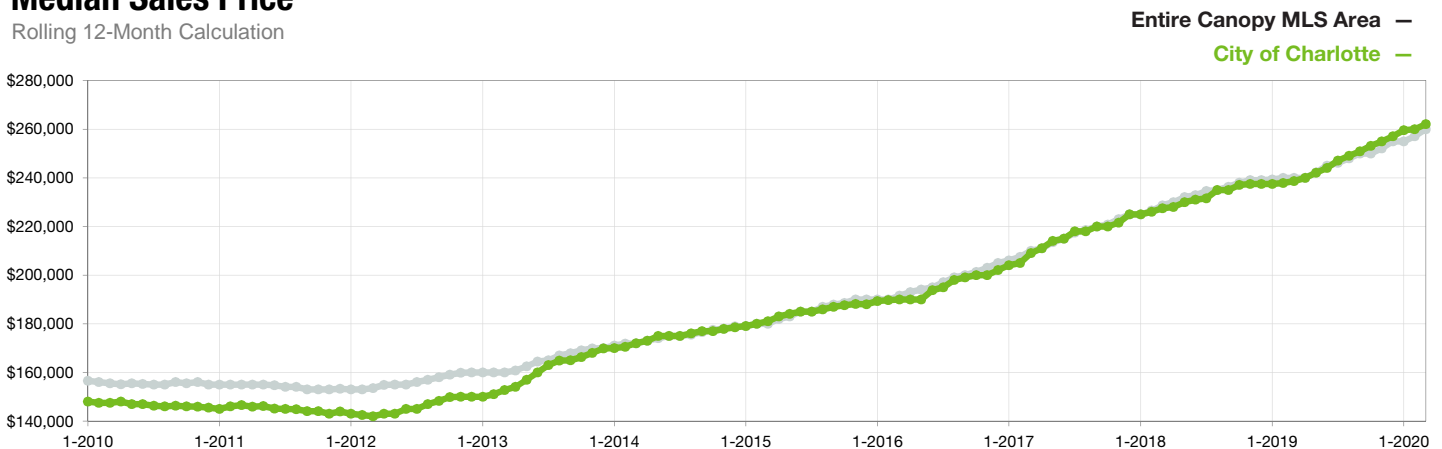
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2020

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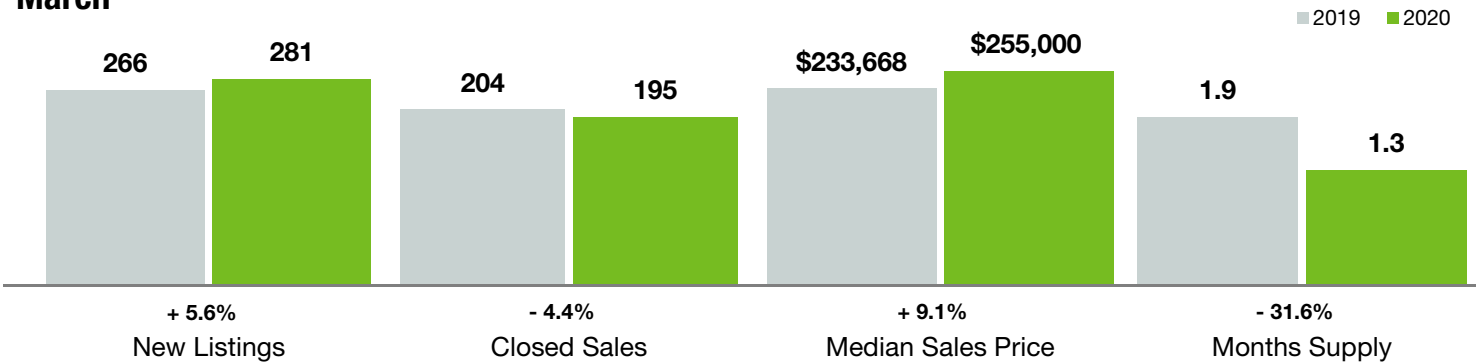
Concord

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	266	281	+ 5.6%	676	683	+ 1.0%
Pending Sales	248	219	- 11.7%	603	616	+ 2.2%
Closed Sales	204	195	- 4.4%	474	504	+ 6.3%
Median Sales Price*	\$233,668	\$255,000	+ 9.1%	\$227,995	\$255,888	+ 12.2%
Average Sales Price*	\$251,078	\$281,881	+ 12.3%	\$250,275	\$274,242	+ 9.6%
Percent of Original List Price Received*	96.5%	96.5%	0.0%	96.3%	97.3%	+ 1.0%
List to Close	103	101	- 1.9%	105	101	- 3.8%
Days on Market Until Sale	50	47	- 6.0%	50	47	- 6.0%
Cumulative Days on Market Until Sale	57	57	0.0%	57	61	+ 7.0%
Average List Price	\$271,731	\$312,018	+ 14.8%	\$268,252	\$299,845	+ 11.8%
Inventory of Homes for Sale	375	260	- 30.7%	--	--	--
Months Supply of Inventory	1.9	1.3	- 31.6%	--	--	--

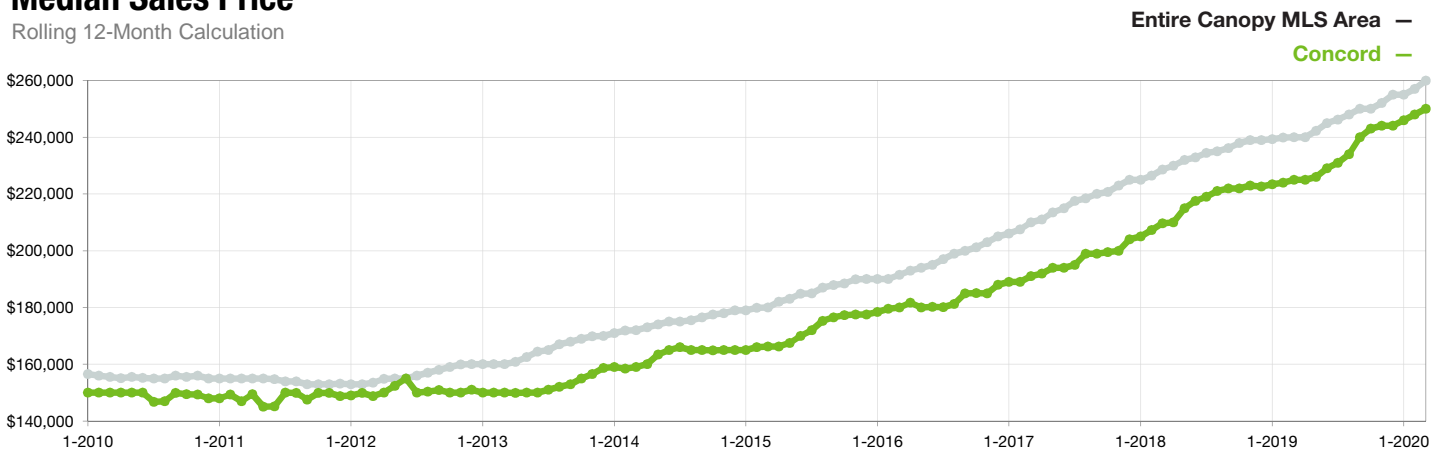
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2020

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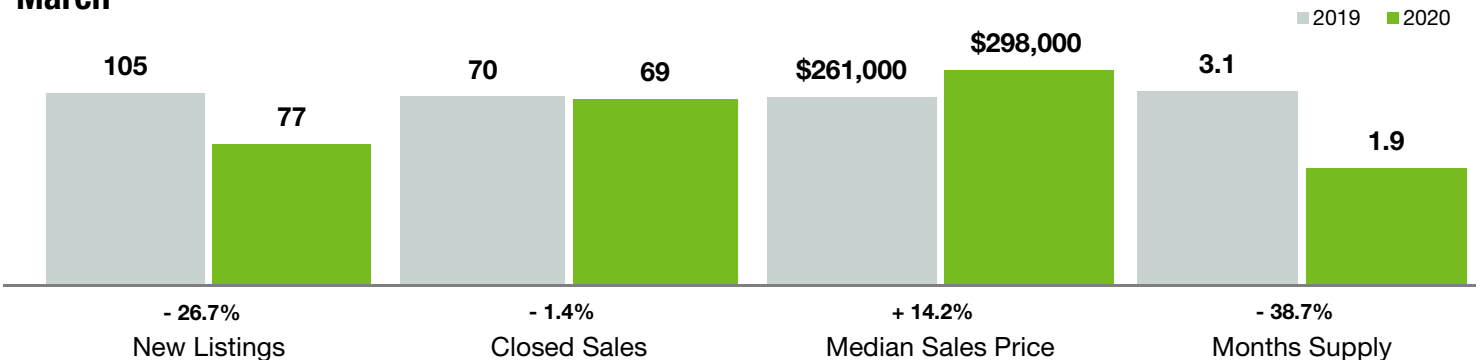
Cornelius

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	105	77	- 26.7%	260	208	- 20.0%
Pending Sales	80	51	- 36.3%	183	178	- 2.7%
Closed Sales	70	69	- 1.4%	139	184	+ 32.4%
Median Sales Price*	\$261,000	\$298,000	+ 14.2%	\$287,200	\$295,500	+ 2.9%
Average Sales Price*	\$368,183	\$453,487	+ 23.2%	\$426,478	\$475,261	+ 11.4%
Percent of Original List Price Received*	95.2%	98.7%	+ 3.7%	94.7%	97.0%	+ 2.4%
List to Close	99	84	- 15.2%	108	93	- 13.9%
Days on Market Until Sale	58	35	- 39.7%	65	45	- 30.8%
Cumulative Days on Market Until Sale	64	43	- 32.8%	73	63	- 13.7%
Average List Price	\$552,249	\$516,276	- 6.5%	\$534,395	\$509,558	- 4.6%
Inventory of Homes for Sale	215	138	- 35.8%	--	--	--
Months Supply of Inventory	3.1	1.9	- 38.7%	--	--	--

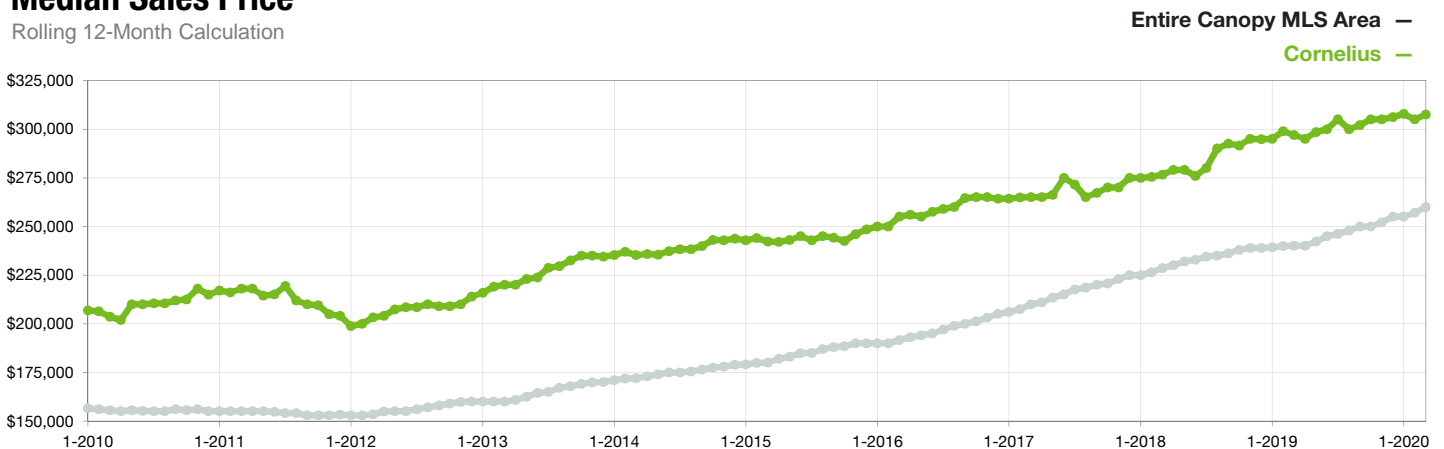
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2020

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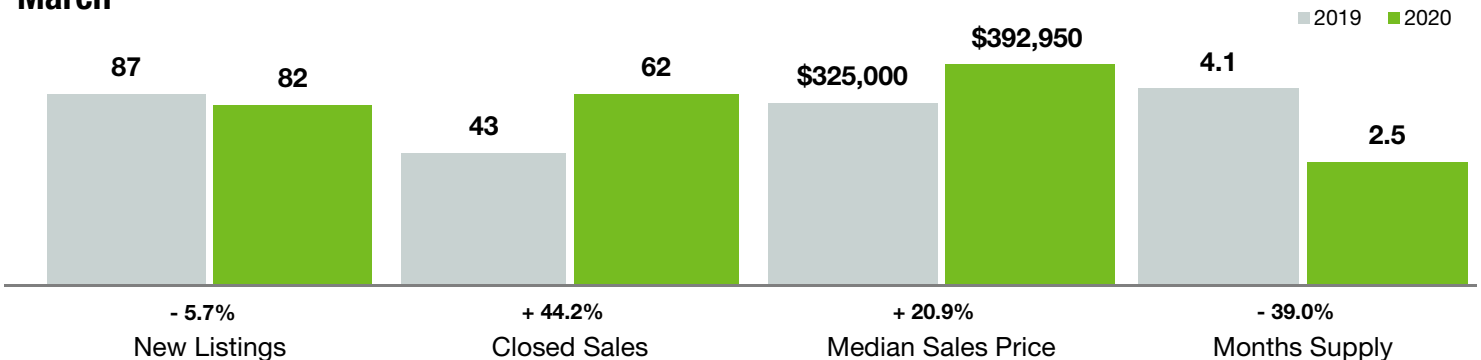
Davidson

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	87	82	- 5.7%	179	169	- 5.6%
Pending Sales	54	60	+ 11.1%	131	164	+ 25.2%
Closed Sales	43	62	+ 44.2%	89	128	+ 43.8%
Median Sales Price*	\$325,000	\$392,950	+ 20.9%	\$325,000	\$385,500	+ 18.6%
Average Sales Price*	\$398,073	\$425,020	+ 6.8%	\$397,617	\$433,285	+ 9.0%
Percent of Original List Price Received*	95.9%	95.8%	- 0.1%	95.5%	95.2%	- 0.3%
List to Close	113	121	+ 7.1%	115	127	+ 10.4%
Days on Market Until Sale	51	76	+ 49.0%	59	79	+ 33.9%
Cumulative Days on Market Until Sale	80	85	+ 6.3%	82	85	+ 3.7%
Average List Price	\$575,645	\$528,373	- 8.2%	\$535,237	\$541,925	+ 1.2%
Inventory of Homes for Sale	166	123	- 25.9%	--	--	--
Months Supply of Inventory	4.1	2.5	- 39.0%	--	--	--

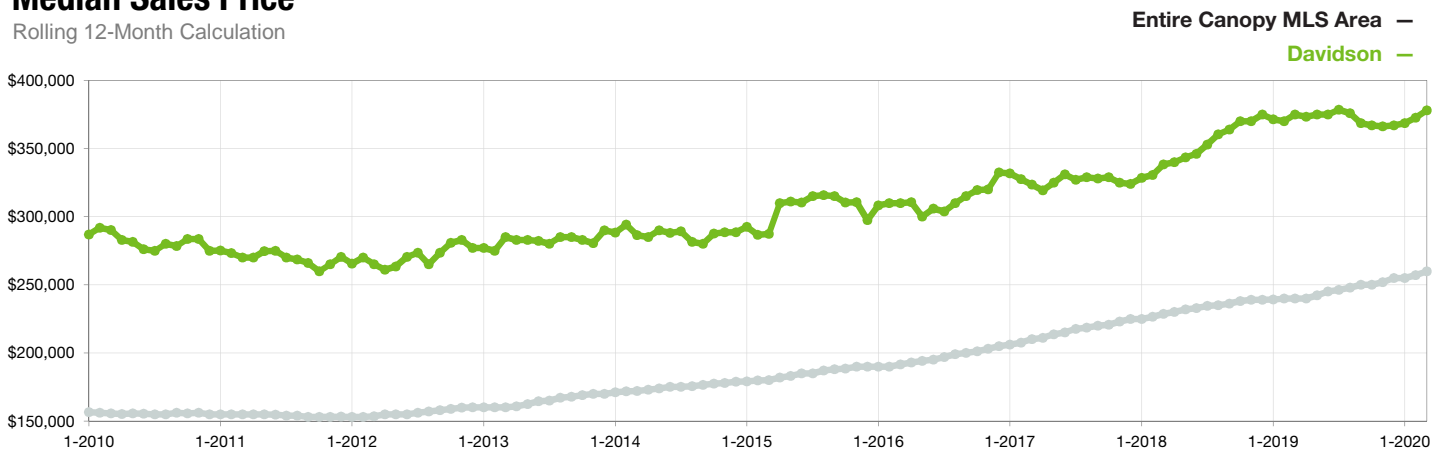
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2020

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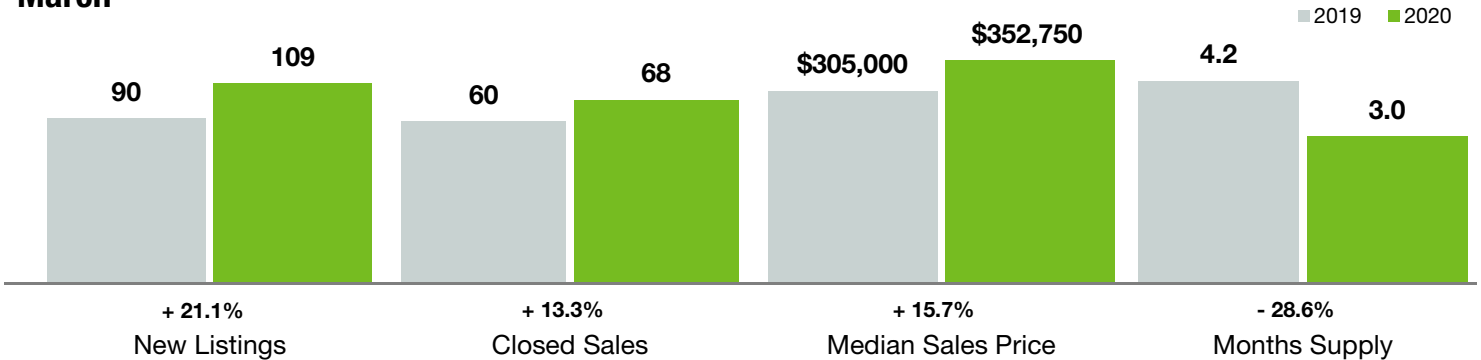
Denver

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	90	109	+ 21.1%	232	228	- 1.7%
Pending Sales	57	67	+ 17.5%	158	192	+ 21.5%
Closed Sales	60	68	+ 13.3%	131	152	+ 16.0%
Median Sales Price*	\$305,000	\$352,750	+ 15.7%	\$310,000	\$355,750	+ 14.8%
Average Sales Price*	\$336,759	\$426,553	+ 26.7%	\$339,299	\$417,884	+ 23.2%
Percent of Original List Price Received*	96.1%	96.6%	+ 0.5%	95.5%	95.8%	+ 0.3%
List to Close	138	114	- 17.4%	138	131	- 5.1%
Days on Market Until Sale	70	68	- 2.9%	72	84	+ 16.7%
Cumulative Days on Market Until Sale	81	76	- 6.2%	86	97	+ 12.8%
Average List Price	\$458,700	\$515,577	+ 12.4%	\$425,841	\$449,298	+ 5.5%
Inventory of Homes for Sale	244	181	- 25.8%	--	--	--
Months Supply of Inventory	4.2	3.0	- 28.6%	--	--	--

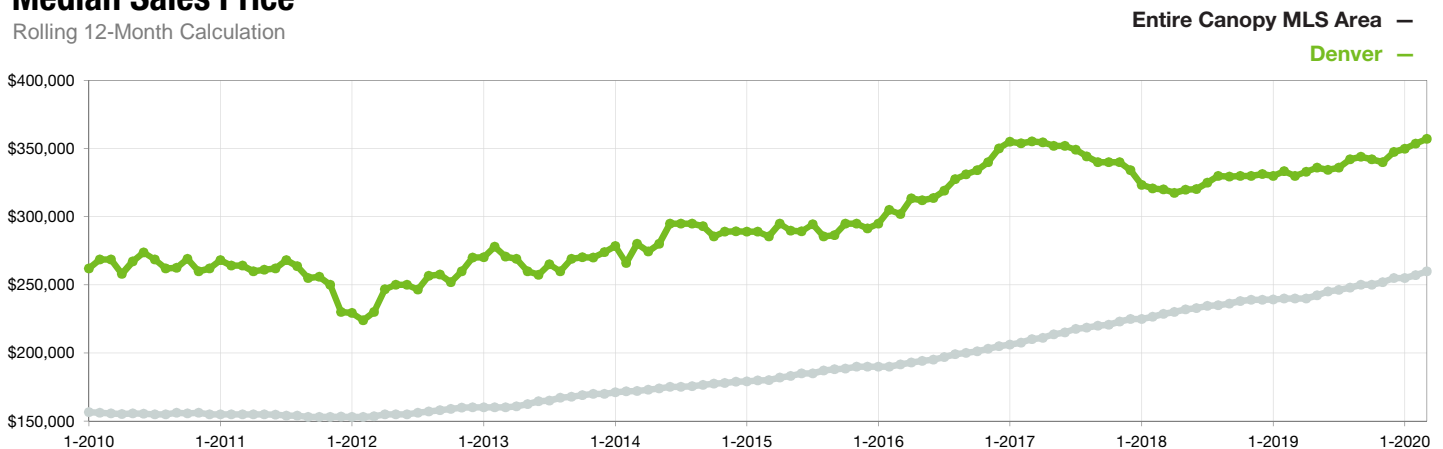
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March



Median Sales Price

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Local Market Update for March 2020

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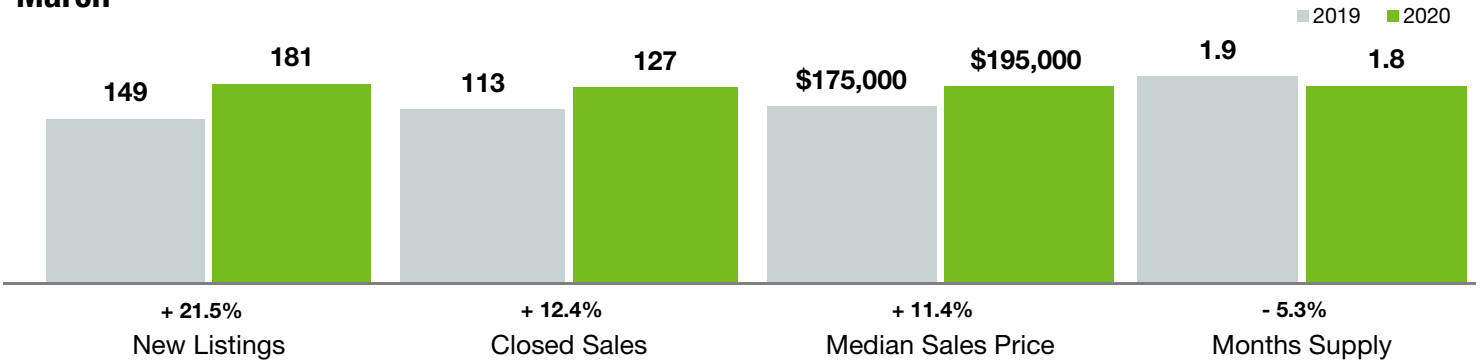
Gastonia

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	149	181	+ 21.5%	408	477	+ 16.9%
Pending Sales	146	135	- 7.5%	370	393	+ 6.2%
Closed Sales	113	127	+ 12.4%	295	321	+ 8.8%
Median Sales Price*	\$175,000	\$195,000	+ 11.4%	\$168,000	\$190,000	+ 13.1%
Average Sales Price*	\$179,574	\$202,414	+ 12.7%	\$180,429	\$203,539	+ 12.8%
Percent of Original List Price Received*	98.0%	96.5%	- 1.5%	96.0%	96.2%	+ 0.2%
List to Close	83	84	+ 1.2%	92	90	- 2.2%
Days on Market Until Sale	39	36	- 7.7%	45	40	- 11.1%
Cumulative Days on Market Until Sale	60	41	- 31.7%	57	45	- 21.1%
Average List Price	\$196,012	\$211,734	+ 8.0%	\$178,878	\$198,015	+ 10.7%
Inventory of Homes for Sale	229	232	+ 1.3%	--	--	--
Months Supply of Inventory	1.9	1.8	- 5.3%	--	--	--

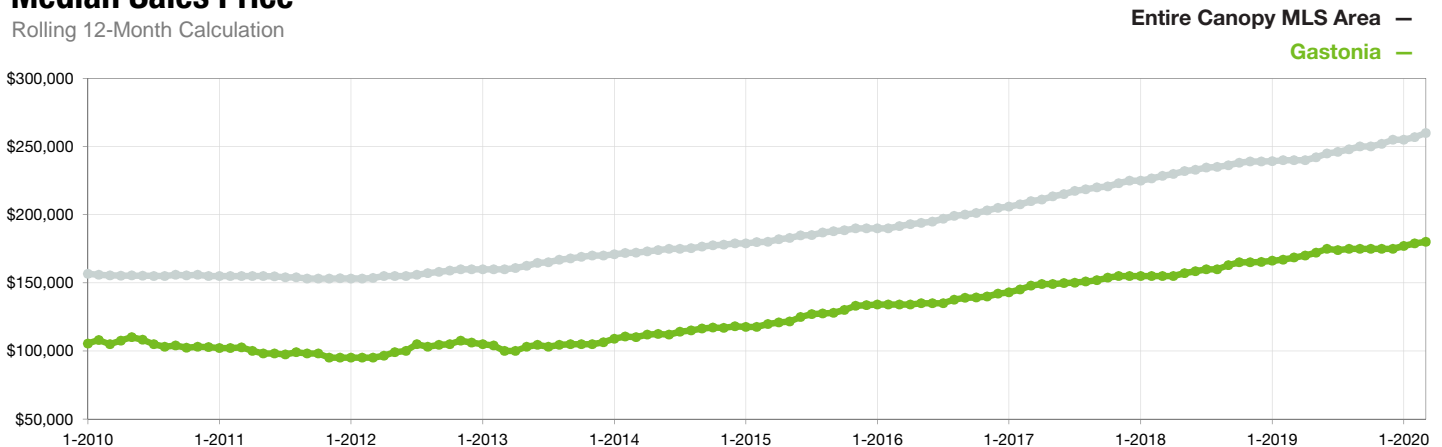
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2020

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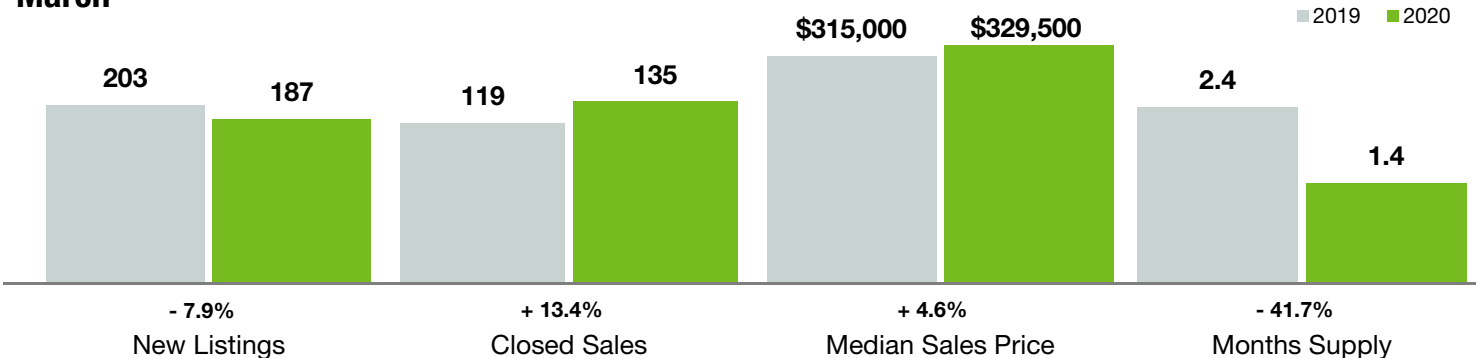
Huntersville

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	203	187	- 7.9%	495	449	- 9.3%
Pending Sales	156	155	- 0.6%	362	429	+ 18.5%
Closed Sales	119	135	+ 13.4%	275	321	+ 16.7%
Median Sales Price*	\$315,000	\$329,500	+ 4.6%	\$315,000	\$330,000	+ 4.8%
Average Sales Price*	\$334,071	\$373,683	+ 11.9%	\$333,228	\$377,413	+ 13.3%
Percent of Original List Price Received*	96.8%	96.7%	- 0.1%	96.7%	96.4%	- 0.3%
List to Close	98	110	+ 12.2%	103	112	+ 8.7%
Days on Market Until Sale	53	62	+ 17.0%	55	62	+ 12.7%
Cumulative Days on Market Until Sale	69	80	+ 15.9%	68	75	+ 10.3%
Average List Price	\$375,485	\$390,902	+ 4.1%	\$368,141	\$398,873	+ 8.3%
Inventory of Homes for Sale	320	204	- 36.3%	--	--	--
Months Supply of Inventory	2.4	1.4	- 41.7%	--	--	--

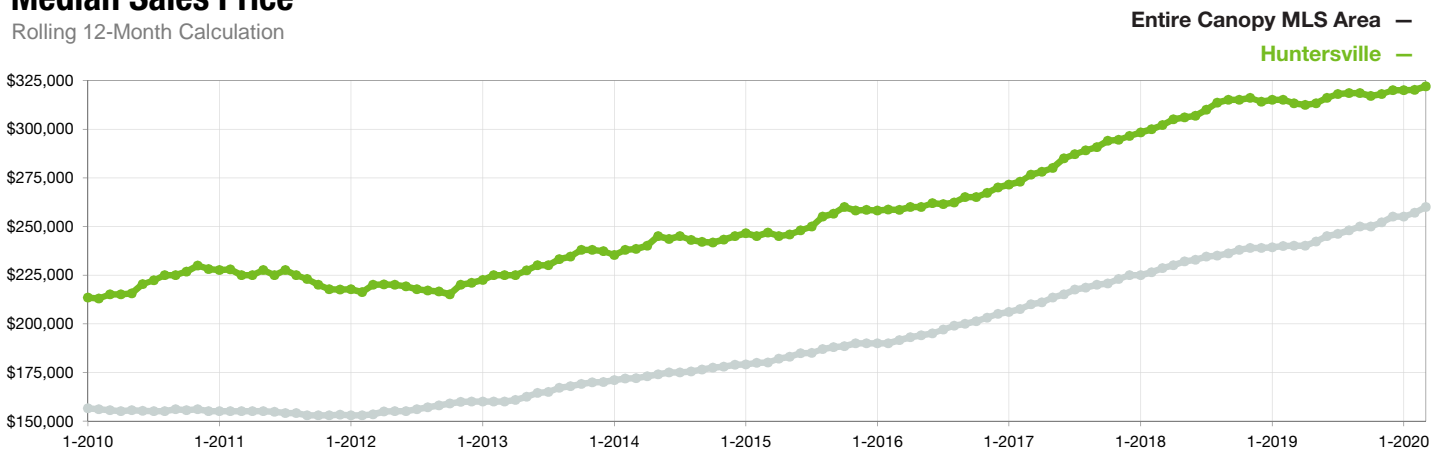
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March



Median Sales Price

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Local Market Update for March 2020

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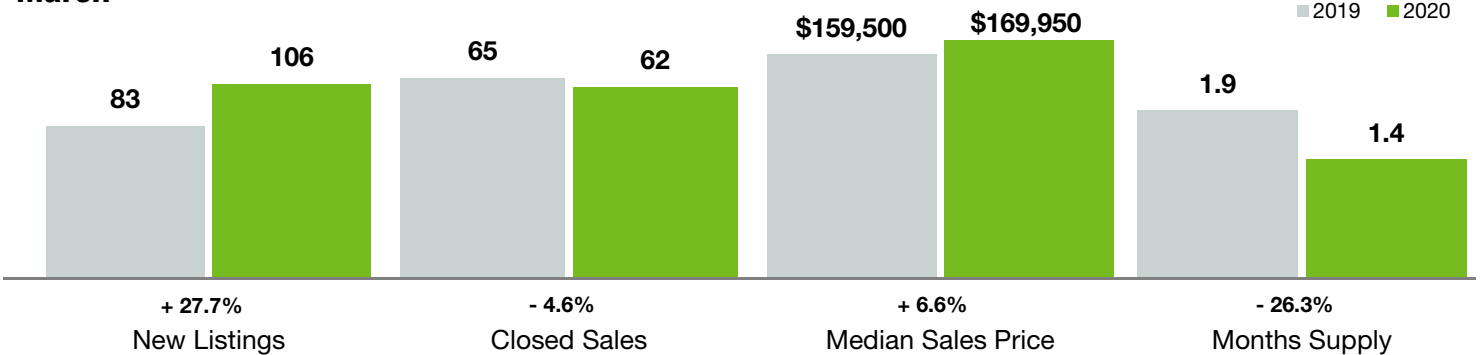
Kannapolis

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	83	106	+ 27.7%	226	253	+ 11.9%
Pending Sales	75	75	0.0%	212	208	- 1.9%
Closed Sales	65	62	- 4.6%	180	166	- 7.8%
Median Sales Price*	\$159,500	\$169,950	+ 6.6%	\$159,500	\$169,950	+ 6.6%
Average Sales Price*	\$178,630	\$187,659	+ 5.1%	\$171,317	\$189,285	+ 10.5%
Percent of Original List Price Received*	96.1%	96.9%	+ 0.8%	95.4%	95.9%	+ 0.5%
List to Close	82	81	- 1.2%	81	80	- 1.2%
Days on Market Until Sale	39	41	+ 5.1%	40	38	- 5.0%
Cumulative Days on Market Until Sale	48	53	+ 10.4%	50	46	- 8.0%
Average List Price	\$158,916	\$218,132	+ 37.3%	\$168,824	\$222,363	+ 31.7%
Inventory of Homes for Sale	128	100	- 21.9%	--	--	--
Months Supply of Inventory	1.9	1.4	- 26.3%	--	--	--

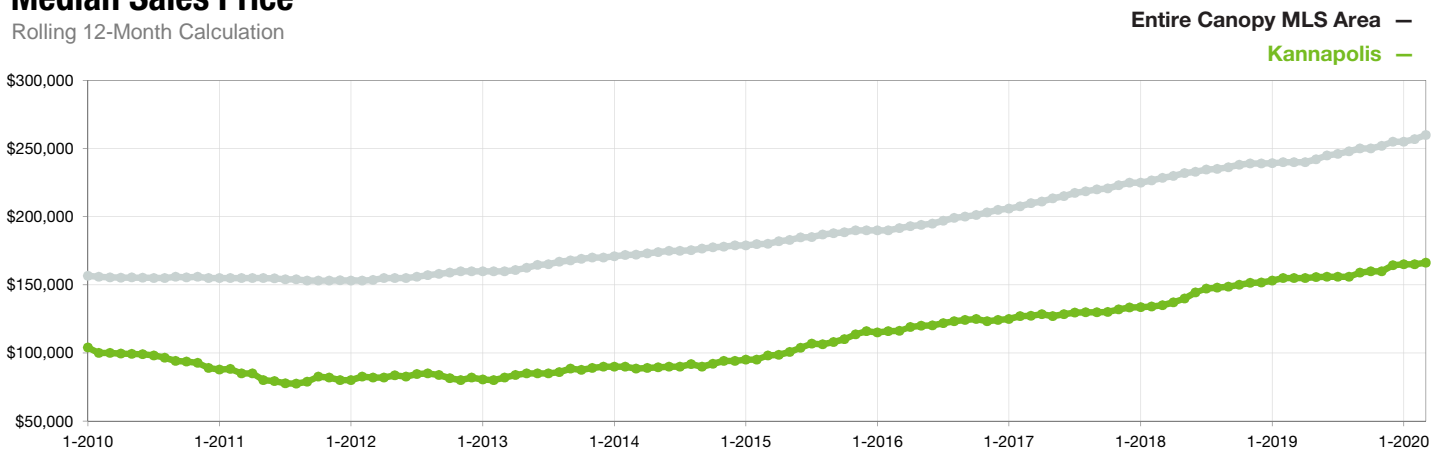
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March



Median Sales Price

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Local Market Update for March 2020

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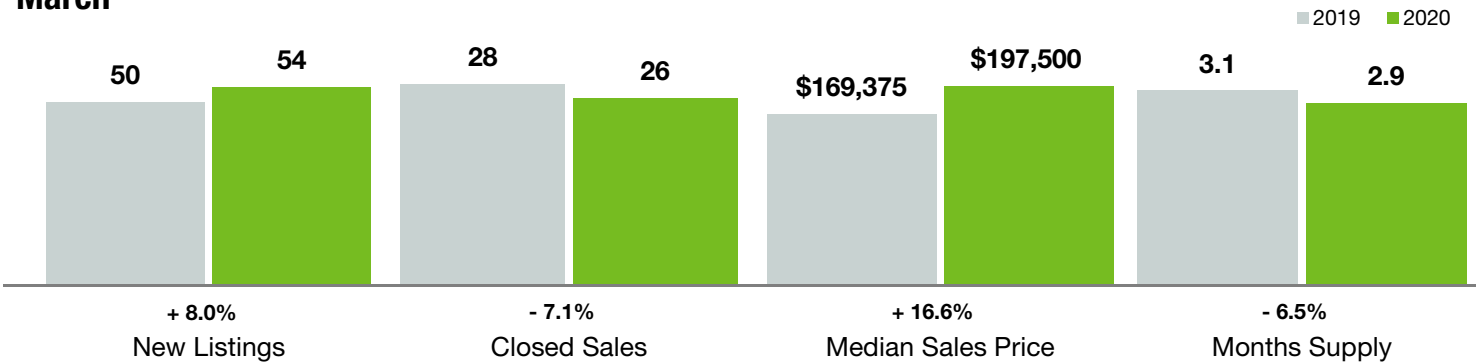
Lincolnton

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	50	54	+ 8.0%	119	128	+ 7.6%
Pending Sales	34	42	+ 23.5%	91	97	+ 6.6%
Closed Sales	28	26	- 7.1%	76	70	- 7.9%
Median Sales Price*	\$169,375	\$197,500	+ 16.6%	\$166,000	\$188,950	+ 13.8%
Average Sales Price*	\$180,761	\$203,331	+ 12.5%	\$173,354	\$198,025	+ 14.2%
Percent of Original List Price Received*	93.9%	96.9%	+ 3.2%	94.1%	95.4%	+ 1.4%
List to Close	141	84	- 40.4%	124	107	- 13.7%
Days on Market Until Sale	73	41	- 43.8%	71	59	- 16.9%
Cumulative Days on Market Until Sale	79	41	- 48.1%	75	66	- 12.0%
Average List Price	\$234,298	\$250,822	+ 7.1%	\$233,309	\$230,521	- 1.2%
Inventory of Homes for Sale	104	94	- 9.6%	--	--	--
Months Supply of Inventory	3.1	2.9	- 6.5%	--	--	--

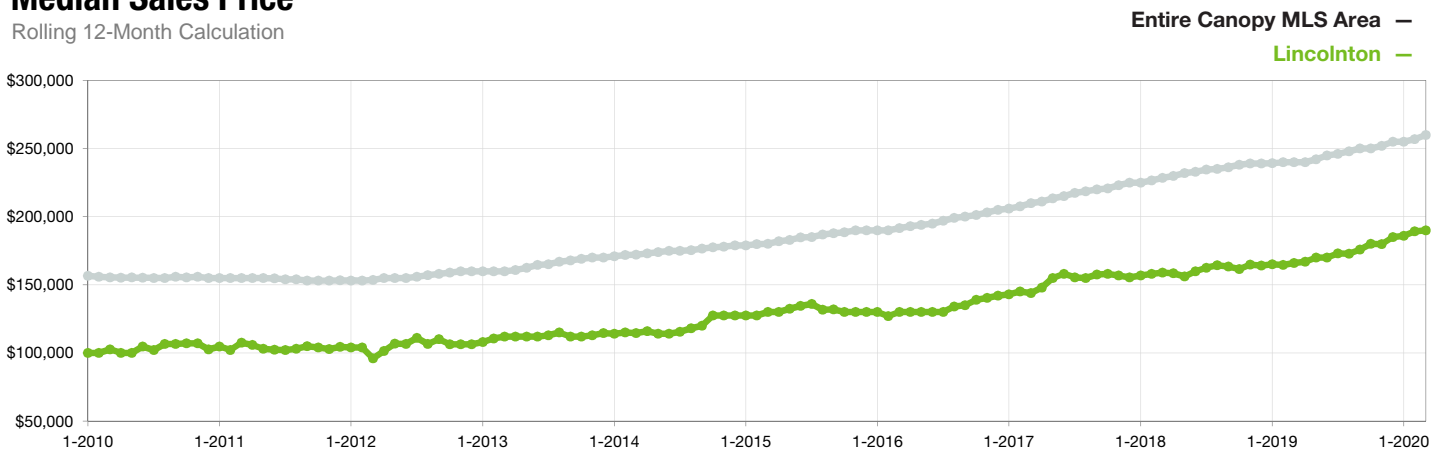
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March



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Local Market Update for March 2020

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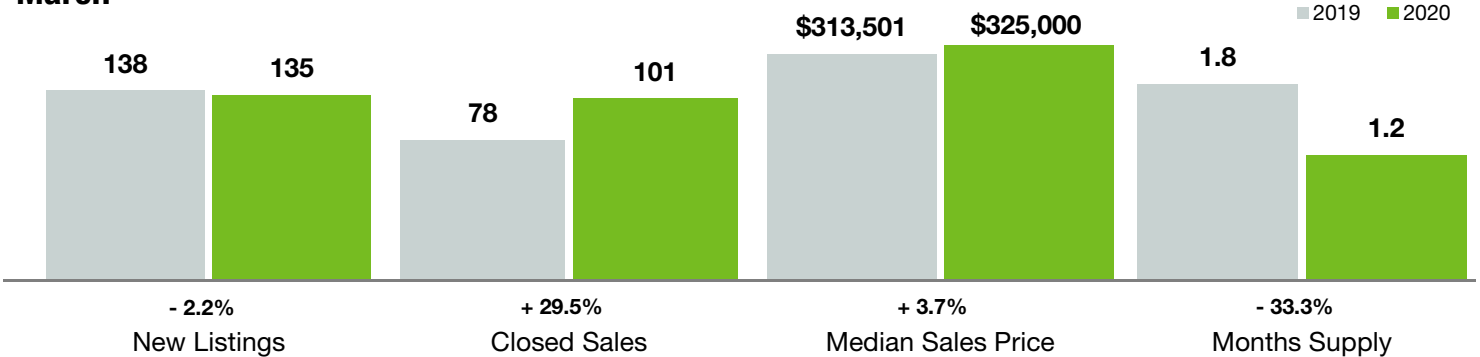
Matthews

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	138	135	- 2.2%	356	340	- 4.5%
Pending Sales	129	103	- 20.2%	283	306	+ 8.1%
Closed Sales	78	101	+ 29.5%	207	262	+ 26.6%
Median Sales Price*	\$313,501	\$325,000	+ 3.7%	\$299,900	\$310,000	+ 3.4%
Average Sales Price*	\$358,070	\$369,134	+ 3.1%	\$358,890	\$353,477	- 1.5%
Percent of Original List Price Received*	97.5%	98.2%	+ 0.7%	96.8%	97.4%	+ 0.6%
List to Close	83	84	+ 1.2%	89	92	+ 3.4%
Days on Market Until Sale	35	34	- 2.9%	41	41	0.0%
Cumulative Days on Market Until Sale	58	45	- 22.4%	56	49	- 12.5%
Average List Price	\$381,714	\$368,883	- 3.4%	\$390,872	\$365,780	- 6.4%
Inventory of Homes for Sale	171	123	- 28.1%	--	--	--
Months Supply of Inventory	1.8	1.2	- 33.3%	--	--	--

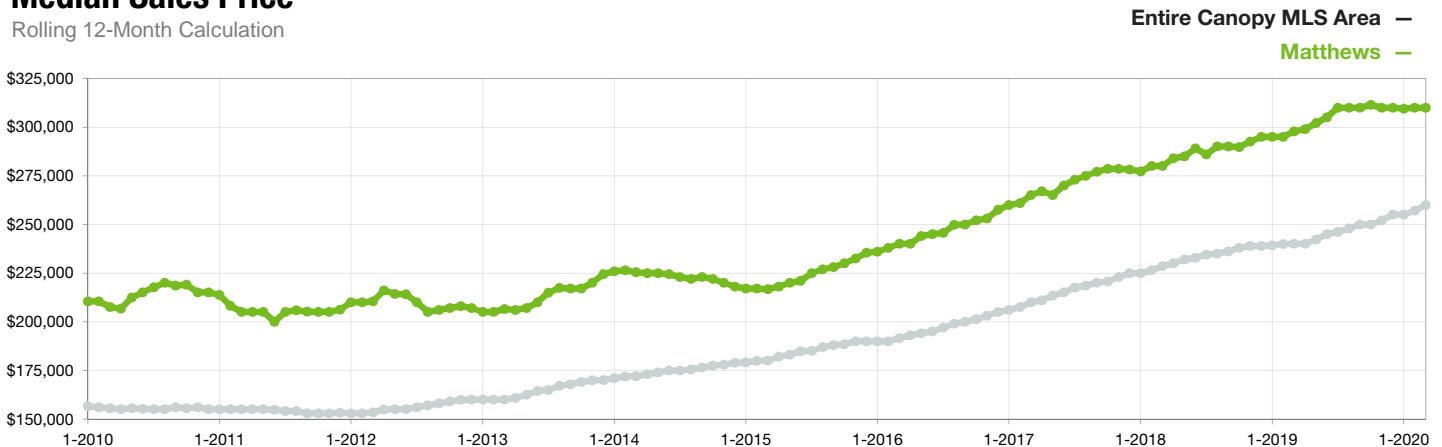
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March



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Local Market Update for March 2020

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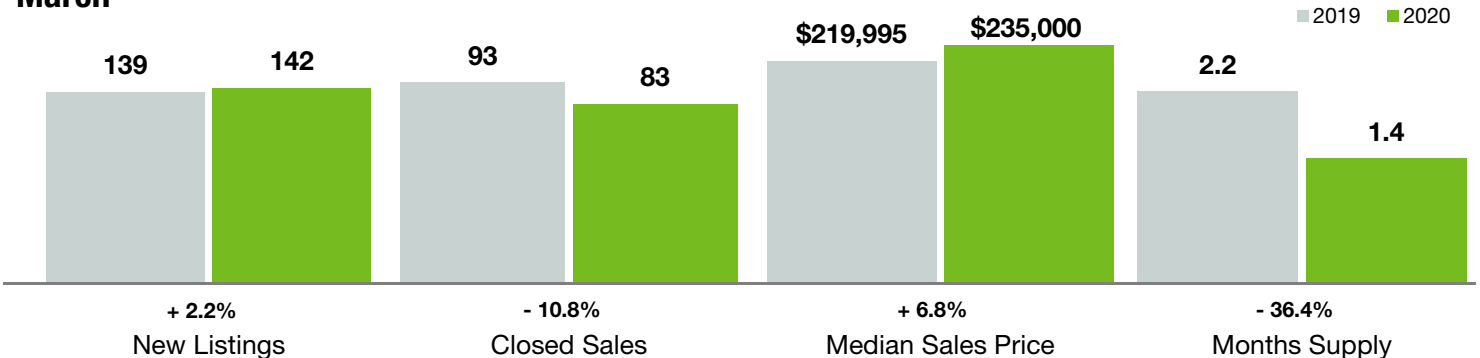
Monroe

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	139	142	+ 2.2%	352	364	+ 3.4%
Pending Sales	114	125	+ 9.6%	297	316	+ 6.4%
Closed Sales	93	83	- 10.8%	236	228	- 3.4%
Median Sales Price*	\$219,995	\$235,000	+ 6.8%	\$210,000	\$245,000	+ 16.7%
Average Sales Price*	\$235,908	\$251,702	+ 6.7%	\$227,729	\$251,702	+ 10.5%
Percent of Original List Price Received*	96.4%	98.3%	+ 2.0%	95.9%	98.0%	+ 2.2%
List to Close	87	80	- 8.0%	89	89	0.0%
Days on Market Until Sale	43	36	- 16.3%	42	42	0.0%
Cumulative Days on Market Until Sale	56	42	- 25.0%	51	49	- 3.9%
Average List Price	\$266,231	\$267,381	+ 0.4%	\$250,316	\$269,260	+ 7.6%
Inventory of Homes for Sale	194	149	- 23.2%	--	--	--
Months Supply of Inventory	2.2	1.4	- 36.4%	--	--	--

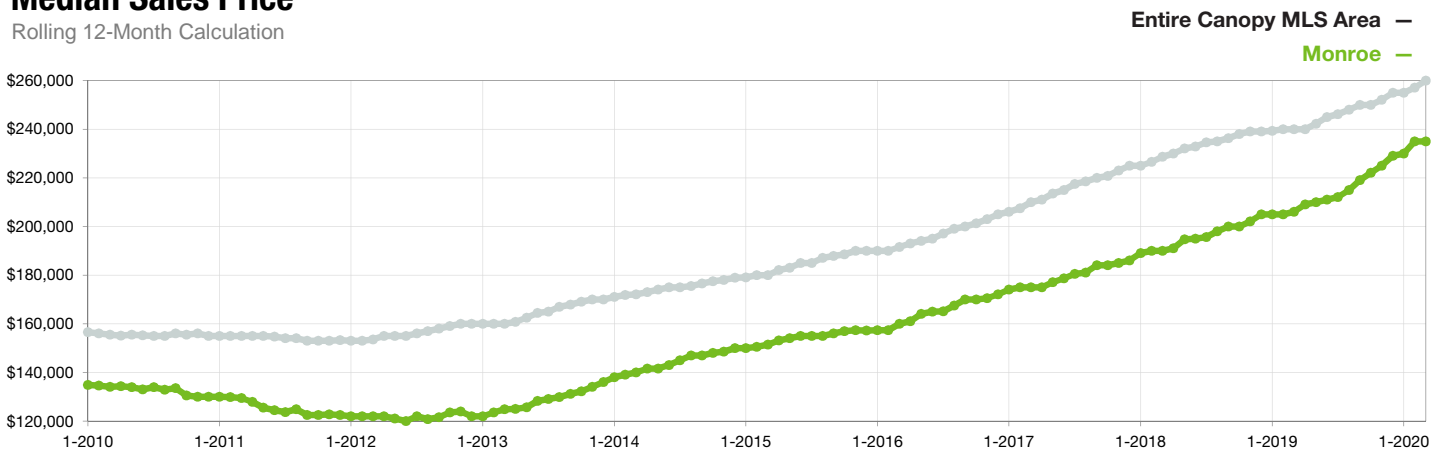
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2020

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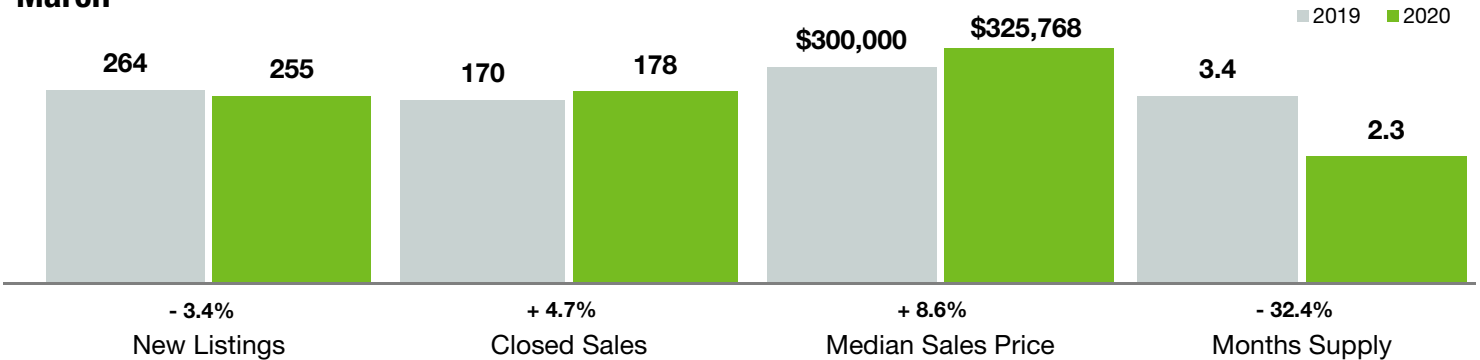
Mooreville

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	264	255	- 3.4%	690	666	- 3.5%
Pending Sales	218	198	- 9.2%	552	556	+ 0.7%
Closed Sales	170	178	+ 4.7%	409	434	+ 6.1%
Median Sales Price*	\$300,000	\$325,768	+ 8.6%	\$286,000	\$313,750	+ 9.7%
Average Sales Price*	\$340,222	\$426,983	+ 25.5%	\$358,293	\$398,569	+ 11.2%
Percent of Original List Price Received*	96.2%	97.2%	+ 1.0%	95.4%	96.5%	+ 1.2%
List to Close	111	105	- 5.4%	116	113	- 2.6%
Days on Market Until Sale	60	56	- 6.7%	64	64	0.0%
Cumulative Days on Market Until Sale	75	71	- 5.3%	81	77	- 4.9%
Average List Price	\$460,425	\$439,102	- 4.6%	\$452,945	\$459,661	+ 1.5%
Inventory of Homes for Sale	606	437	- 27.9%	--	--	--
Months Supply of Inventory	3.4	2.3	- 32.4%	--	--	--

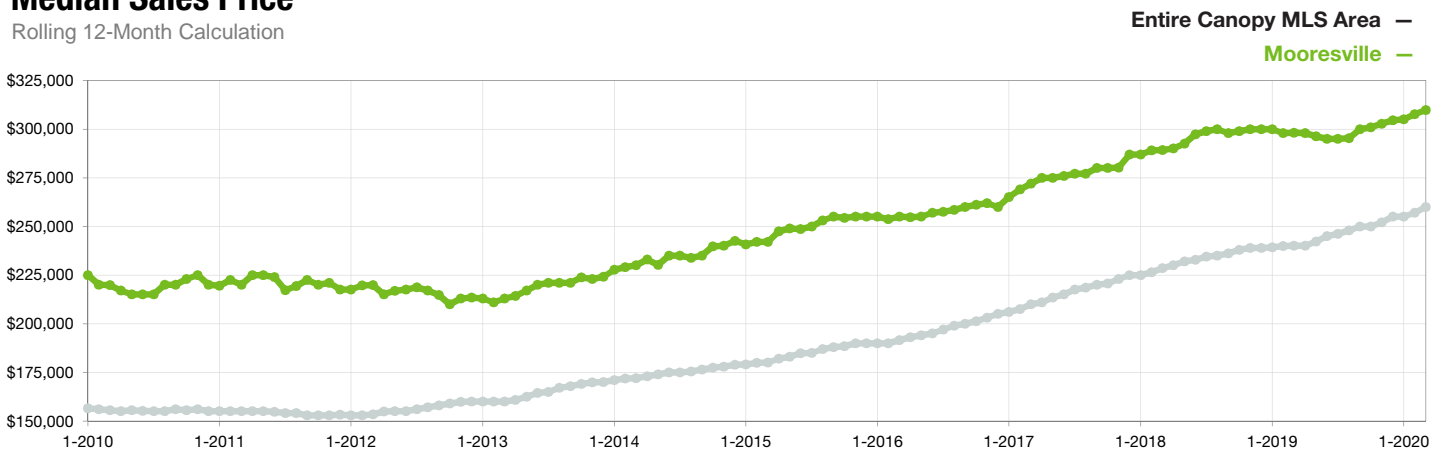
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2020

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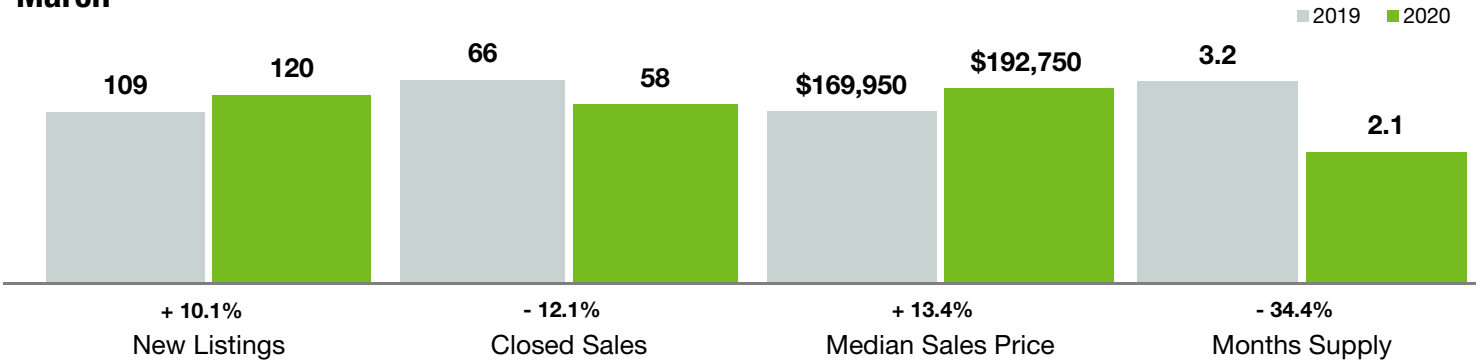
Salisbury

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	109	120	+ 10.1%	281	276	- 1.8%
Pending Sales	84	108	+ 28.6%	213	255	+ 19.7%
Closed Sales	66	58	- 12.1%	172	170	- 1.2%
Median Sales Price*	\$169,950	\$192,750	+ 13.4%	\$154,500	\$190,000	+ 23.0%
Average Sales Price*	\$169,798	\$194,285	+ 14.4%	\$162,259	\$204,416	+ 26.0%
Percent of Original List Price Received*	94.5%	96.2%	+ 1.8%	93.5%	94.0%	+ 0.5%
List to Close	91	100	+ 9.9%	103	109	+ 5.8%
Days on Market Until Sale	52	53	+ 1.9%	56	62	+ 10.7%
Cumulative Days on Market Until Sale	56	63	+ 12.5%	64	67	+ 4.7%
Average List Price	\$200,899	\$216,996	+ 8.0%	\$189,536	\$212,504	+ 12.1%
Inventory of Homes for Sale	236	169	- 28.4%	--	--	--
Months Supply of Inventory	3.2	2.1	- 34.4%	--	--	--

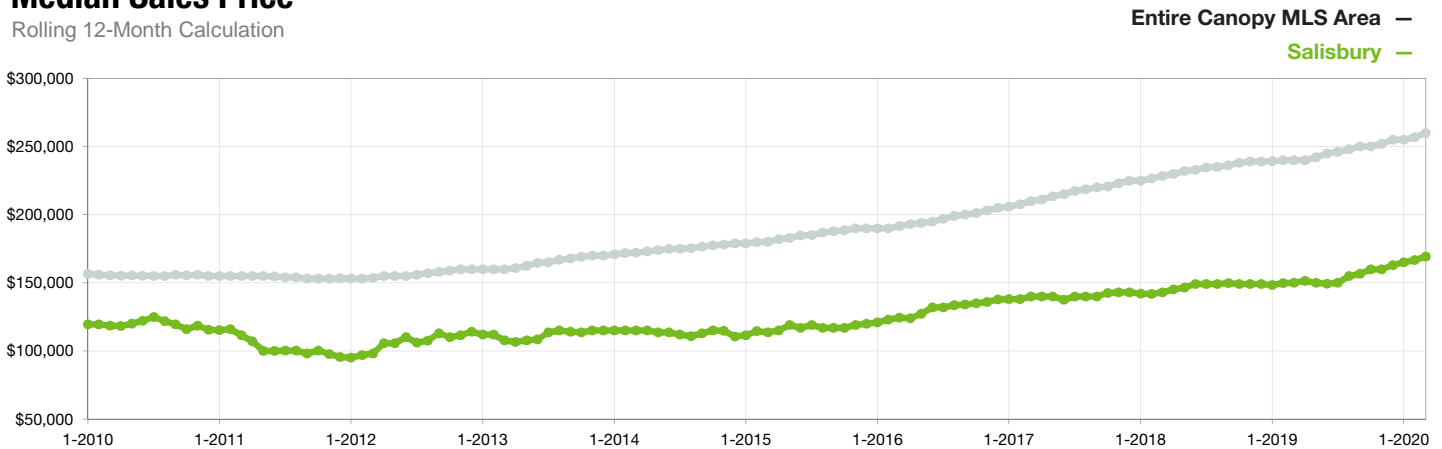
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2020

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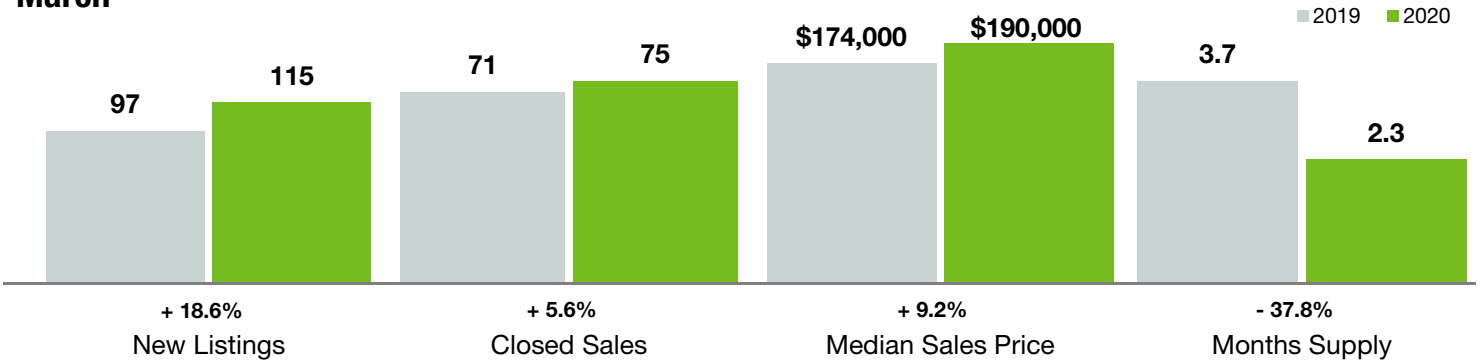
Statesville

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	97	115	+ 18.6%	297	304	+ 2.4%
Pending Sales	88	90	+ 2.3%	244	243	- 0.4%
Closed Sales	71	75	+ 5.6%	184	204	+ 10.9%
Median Sales Price*	\$174,000	\$190,000	+ 9.2%	\$166,000	\$192,000	+ 15.7%
Average Sales Price*	\$178,978	\$187,156	+ 4.6%	\$170,256	\$196,883	+ 15.6%
Percent of Original List Price Received*	93.0%	95.1%	+ 2.3%	93.0%	96.1%	+ 3.3%
List to Close	111	107	- 3.6%	110	100	- 9.1%
Days on Market Until Sale	62	57	- 8.1%	59	49	- 16.9%
Cumulative Days on Market Until Sale	69	61	- 11.6%	67	57	- 14.9%
Average List Price	\$201,369	\$235,621	+ 17.0%	\$219,862	\$224,793	+ 2.2%
Inventory of Homes for Sale	286	193	- 32.5%	--	--	--
Months Supply of Inventory	3.7	2.3	- 37.8%	--	--	--

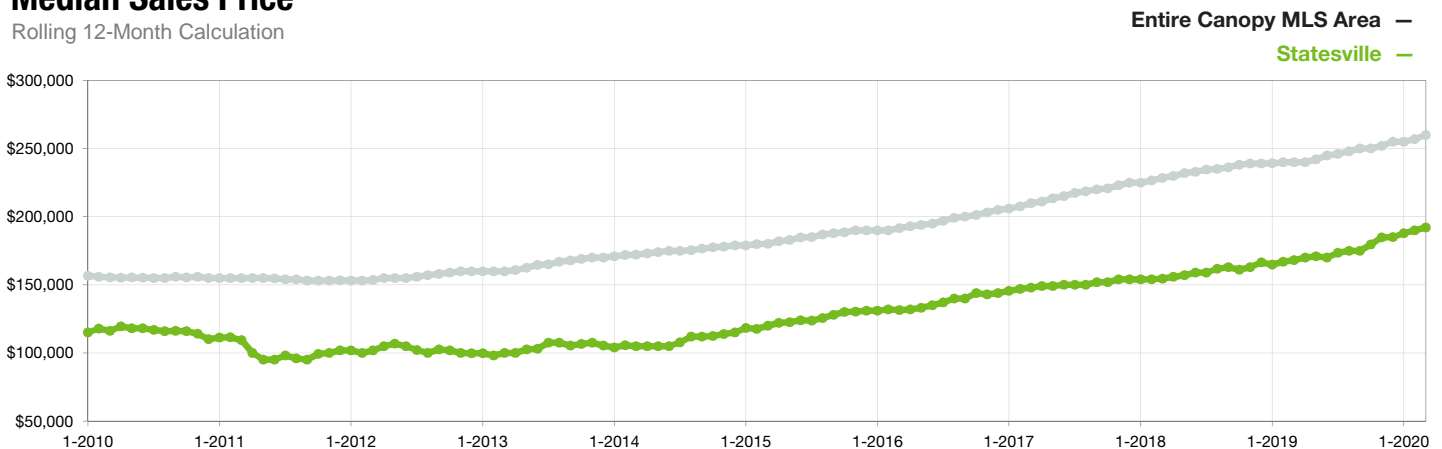
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March



Median Sales Price

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Local Market Update for March 2020

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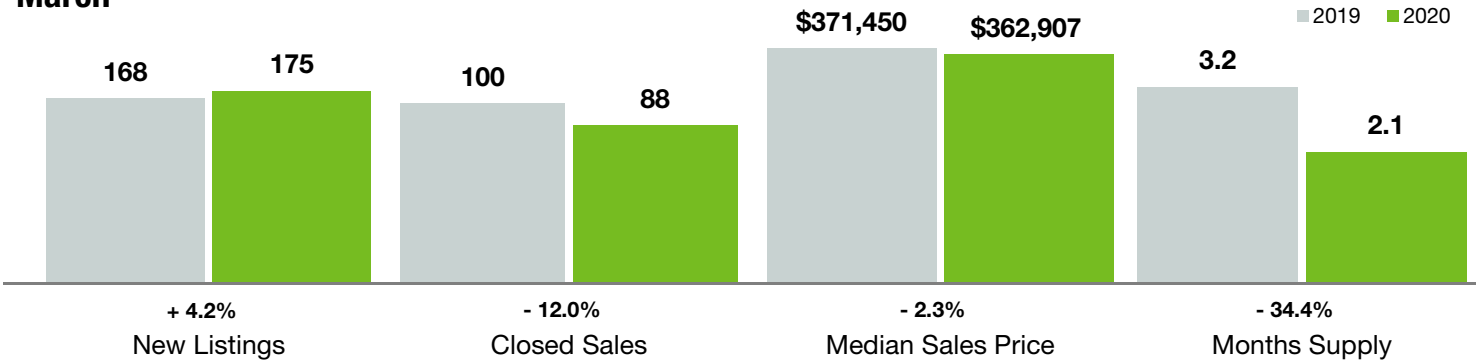
Waxhaw

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	168	175	+ 4.2%	453	423	- 6.6%
Pending Sales	138	126	- 8.7%	351	333	- 5.1%
Closed Sales	100	88	- 12.0%	231	234	+ 1.3%
Median Sales Price*	\$371,450	\$362,907	- 2.3%	\$363,900	\$364,950	+ 0.3%
Average Sales Price*	\$417,568	\$415,301	- 0.5%	\$411,600	\$413,737	+ 0.5%
Percent of Original List Price Received*	96.9%	97.8%	+ 0.9%	96.1%	96.4%	+ 0.3%
List to Close	110	97	- 11.8%	118	108	- 8.5%
Days on Market Until Sale	64	46	- 28.1%	68	59	- 13.2%
Cumulative Days on Market Until Sale	74	57	- 23.0%	78	71	- 9.0%
Average List Price	\$588,655	\$557,933	- 5.2%	\$522,711	\$546,526	+ 4.6%
Inventory of Homes for Sale	334	236	- 29.3%	--	--	--
Months Supply of Inventory	3.2	2.1	- 34.4%	--	--	--

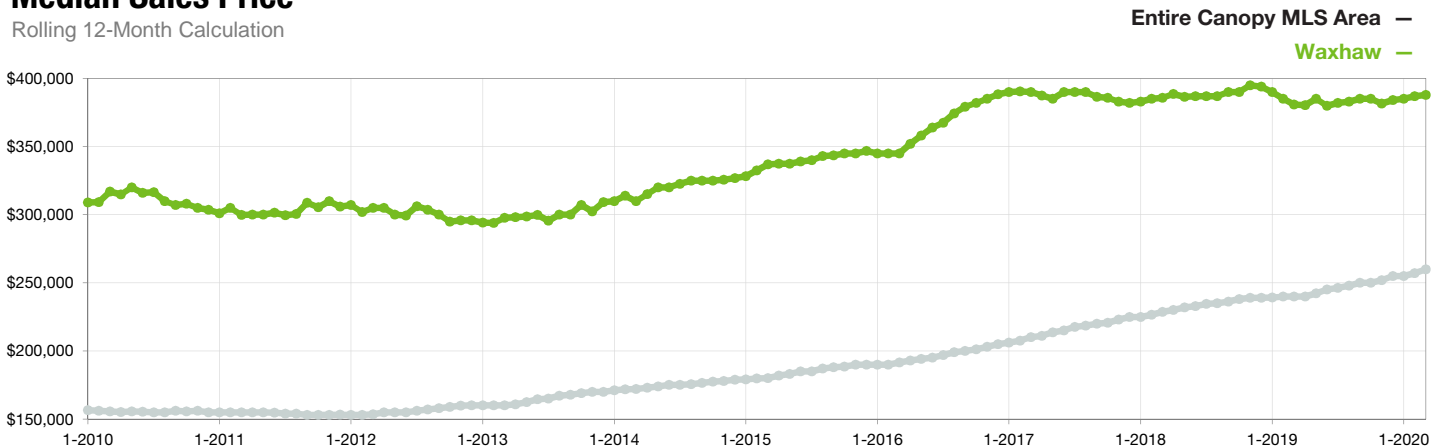
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March



Median Sales Price

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Local Market Update for March 2020

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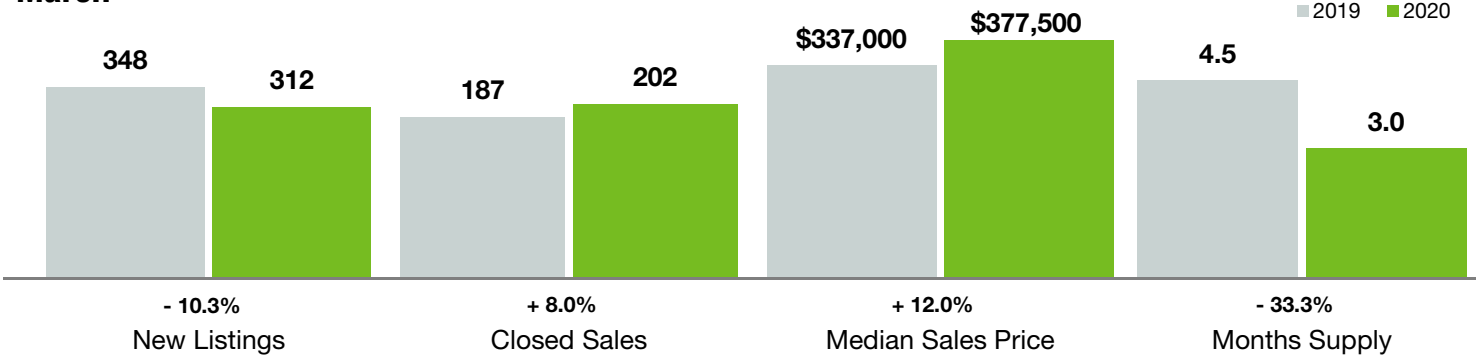
Lake Norman

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	348	312	- 10.3%	820	750	- 8.5%
Pending Sales	207	189	- 8.7%	563	571	+ 1.4%
Closed Sales	187	202	+ 8.0%	442	476	+ 7.7%
Median Sales Price*	\$337,000	\$377,500	+ 12.0%	\$349,500	\$380,000	+ 8.7%
Average Sales Price*	\$413,857	\$524,109	+ 26.6%	\$443,826	\$525,584	+ 18.4%
Percent of Original List Price Received*	95.7%	97.1%	+ 1.5%	95.0%	95.8%	+ 0.8%
List to Close	131	122	- 6.9%	135	130	- 3.7%
Days on Market Until Sale	78	70	- 10.3%	77	77	0.0%
Cumulative Days on Market Until Sale	95	89	- 6.3%	96	98	+ 2.1%
Average List Price	\$597,653	\$580,876	- 2.8%	\$585,265	\$589,074	+ 0.7%
Inventory of Homes for Sale	890	624	- 29.9%	--	--	--
Months Supply of Inventory	4.5	3.0	- 33.3%	--	--	--

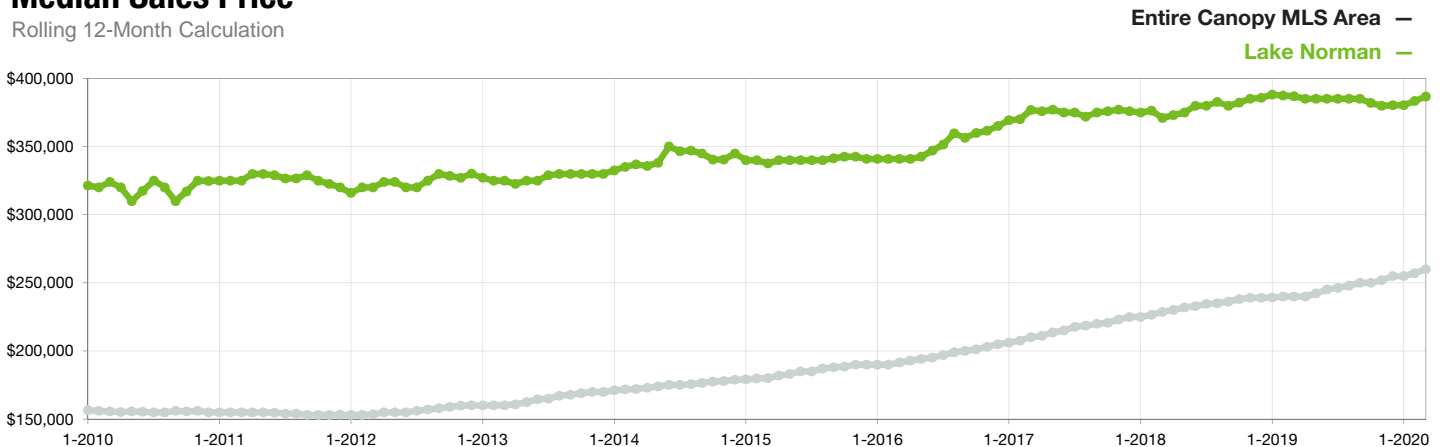
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March



Median Sales Price

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Local Market Update for March 2020

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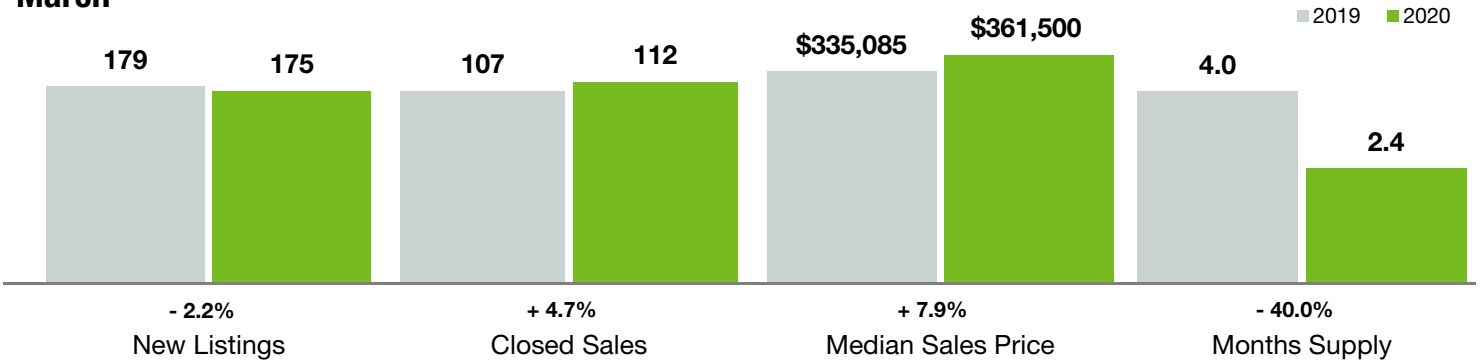
Lake Wylie

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	179	175	- 2.2%	454	469	+ 3.3%
Pending Sales	144	140	- 2.8%	351	390	+ 11.1%
Closed Sales	107	112	+ 4.7%	244	279	+ 14.3%
Median Sales Price*	\$335,085	\$361,500	+ 7.9%	\$343,500	\$358,990	+ 4.5%
Average Sales Price*	\$393,447	\$421,651	+ 7.2%	\$412,033	\$395,128	- 4.1%
Percent of Original List Price Received*	95.1%	97.1%	+ 2.1%	95.8%	96.4%	+ 0.6%
List to Close	139	117	- 15.8%	140	117	- 16.4%
Days on Market Until Sale	84	64	- 23.8%	75	63	- 16.0%
Cumulative Days on Market Until Sale	98	83	- 15.3%	90	80	- 11.1%
Average List Price	\$446,640	\$424,819	- 4.9%	\$434,259	\$410,083	- 5.6%
Inventory of Homes for Sale	414	309	- 25.4%	--	--	--
Months Supply of Inventory	4.0	2.4	- 40.0%	--	--	--

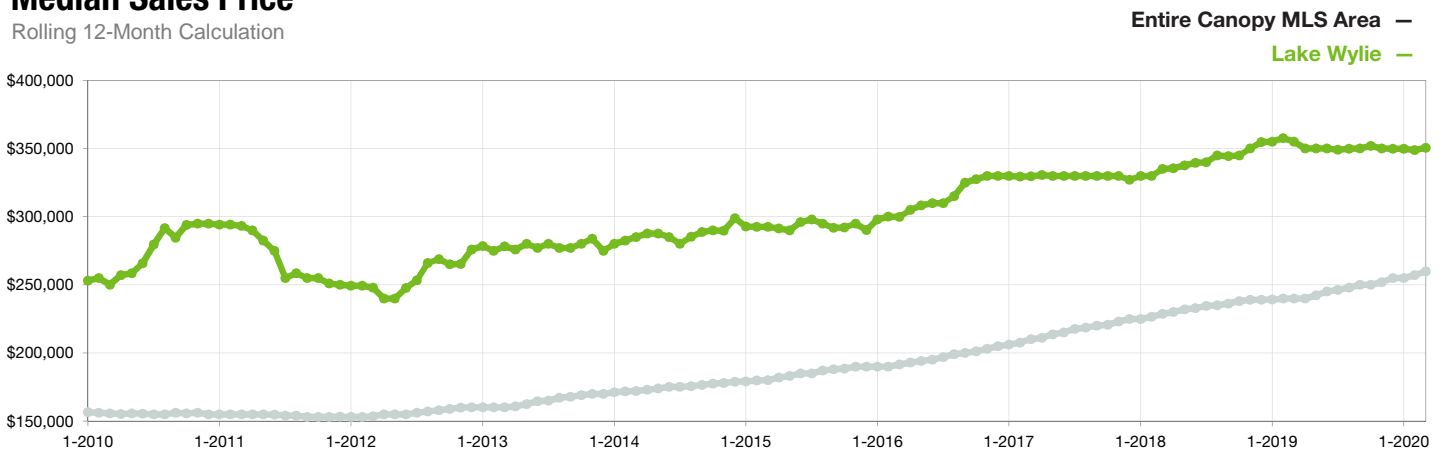
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March



Median Sales Price

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Local Market Update for March 2020

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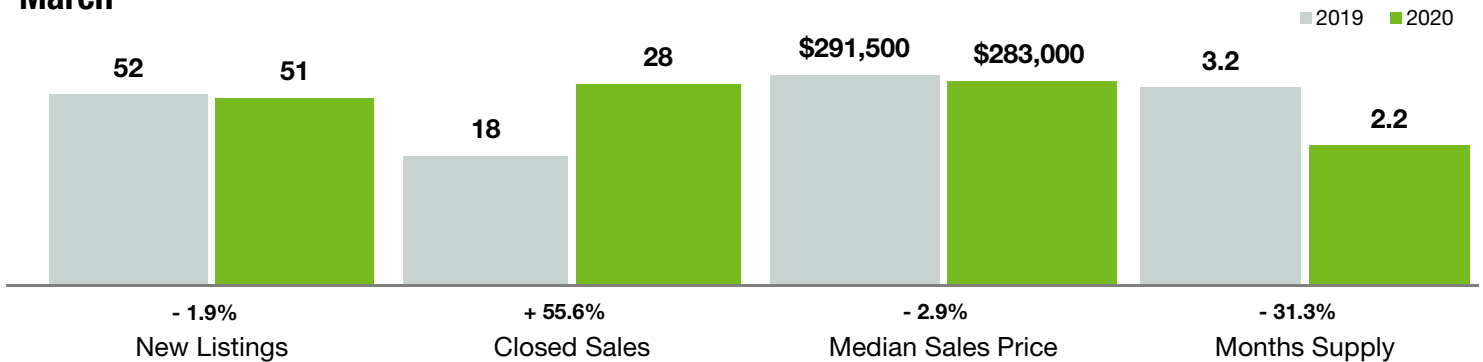
Uptown Charlotte

North Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	52	51	- 1.9%	123	112	- 8.9%
Pending Sales	42	28	- 33.3%	89	87	- 2.2%
Closed Sales	18	28	+ 55.6%	50	79	+ 58.0%
Median Sales Price*	\$291,500	\$283,000	- 2.9%	\$291,500	\$285,000	- 2.2%
Average Sales Price*	\$359,011	\$305,523	- 14.9%	\$382,292	\$307,345	- 19.6%
Percent of Original List Price Received*	97.0%	95.8%	- 1.2%	96.2%	95.7%	- 0.5%
List to Close	82	91	+ 11.0%	105	94	- 10.5%
Days on Market Until Sale	45	47	+ 4.4%	65	52	- 20.0%
Cumulative Days on Market Until Sale	64	53	- 17.2%	90	61	- 32.2%
Average List Price	\$485,449	\$364,193	- 25.0%	\$417,936	\$359,199	- 14.1%
Inventory of Homes for Sale	91	68	- 25.3%	--	--	--
Months Supply of Inventory	3.2	2.2	- 31.3%	--	--	--

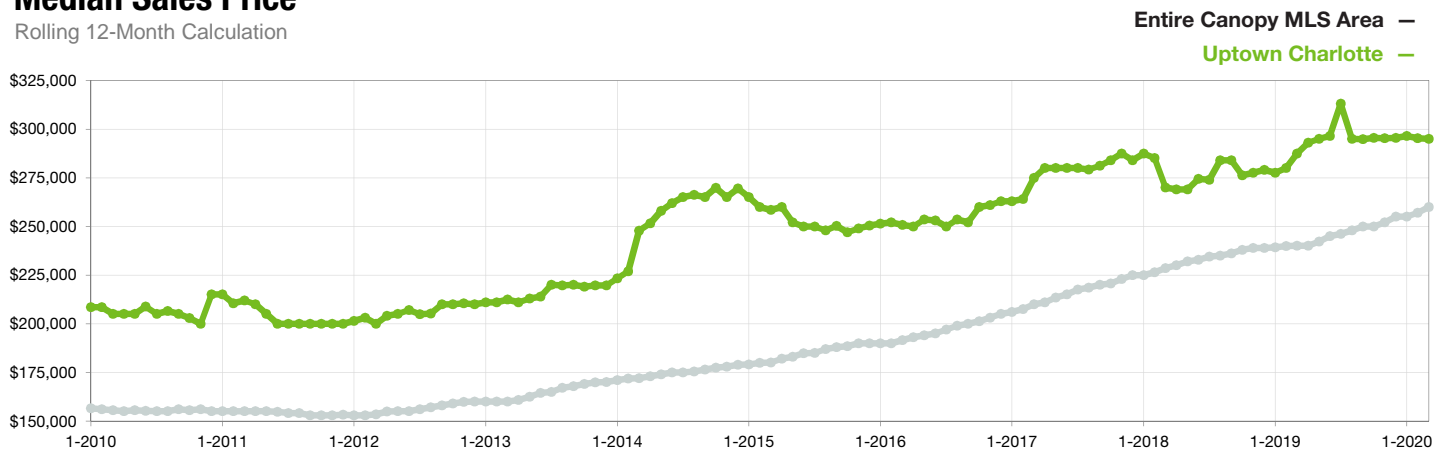
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March



Median Sales Price

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Local Market Update for March 2020

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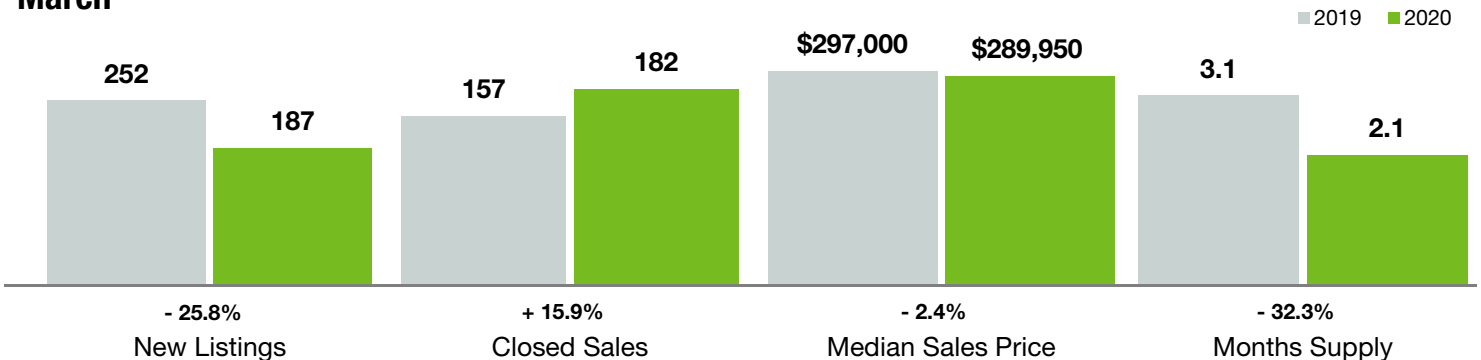
Lancaster County

South Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	252	187	- 25.8%	587	585	- 0.3%
Pending Sales	188	165	- 12.2%	467	524	+ 12.2%
Closed Sales	157	182	+ 15.9%	372	426	+ 14.5%
Median Sales Price*	\$297,000	\$289,950	- 2.4%	\$283,053	\$299,500	+ 5.8%
Average Sales Price*	\$280,557	\$301,422	+ 7.4%	\$278,734	\$305,303	+ 9.5%
Percent of Original List Price Received*	96.8%	97.3%	+ 0.5%	97.0%	96.9%	- 0.1%
List to Close	135	104	- 23.0%	132	107	- 18.9%
Days on Market Until Sale	76	52	- 31.6%	64	55	- 14.1%
Cumulative Days on Market Until Sale	78	59	- 24.4%	70	67	- 4.3%
Average List Price	\$318,809	\$345,537	+ 8.4%	\$309,270	\$335,937	+ 8.6%
Inventory of Homes for Sale	464	356	- 23.3%	--	--	--
Months Supply of Inventory	3.1	2.1	- 32.3%	--	--	--

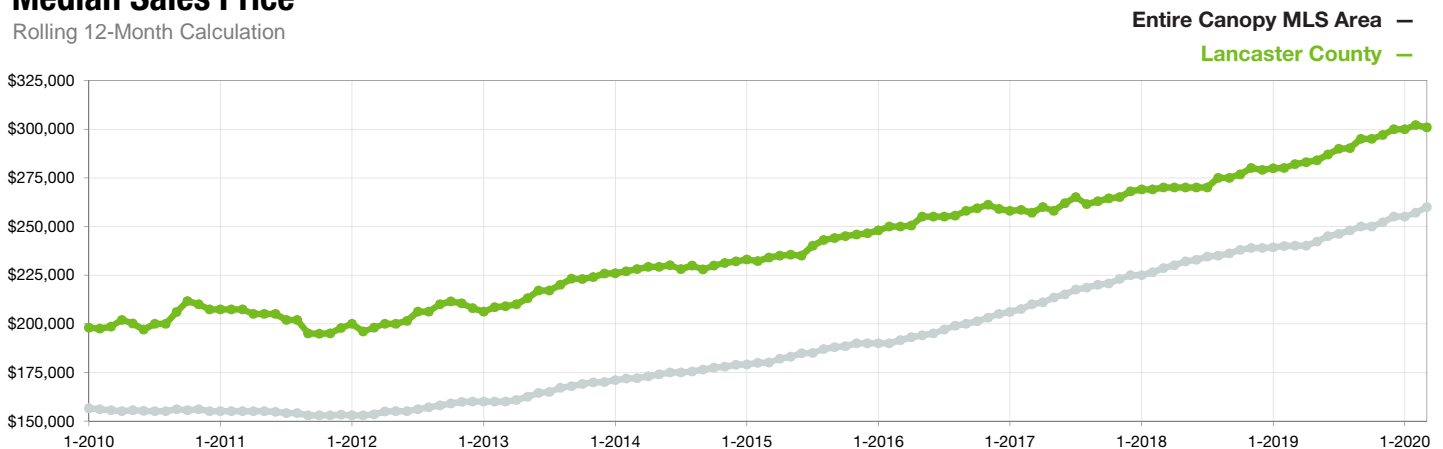
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March



Median Sales Price

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Local Market Update for March 2020

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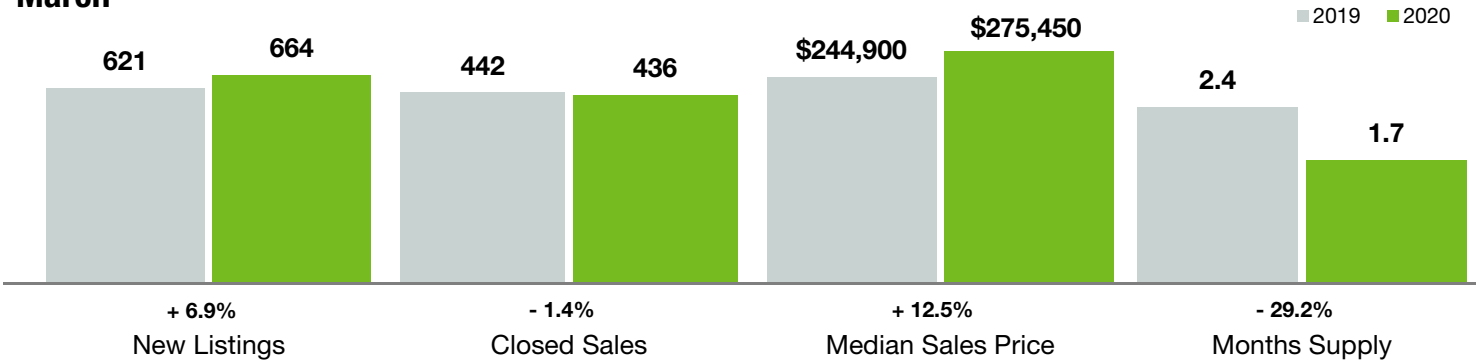
York County

South Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	621	664	+ 6.9%	1,632	1,599	- 2.0%
Pending Sales	530	570	+ 7.5%	1,327	1,427	+ 7.5%
Closed Sales	442	436	- 1.4%	1,014	1,026	+ 1.2%
Median Sales Price*	\$244,900	\$275,450	+ 12.5%	\$246,000	\$262,250	+ 6.6%
Average Sales Price*	\$272,551	\$300,440	+ 10.2%	\$276,773	\$289,847	+ 4.7%
Percent of Original List Price Received*	97.0%	97.7%	+ 0.7%	96.9%	97.4%	+ 0.5%
List to Close	95	95	0.0%	99	93	- 6.1%
Days on Market Until Sale	48	48	0.0%	48	45	- 6.3%
Cumulative Days on Market Until Sale	60	60	0.0%	59	55	- 6.8%
Average List Price	\$316,998	\$321,977	+ 1.6%	\$311,118	\$319,305	+ 2.6%
Inventory of Homes for Sale	1,019	791	- 22.4%	--	--	--
Months Supply of Inventory	2.4	1.7	- 29.2%	--	--	--

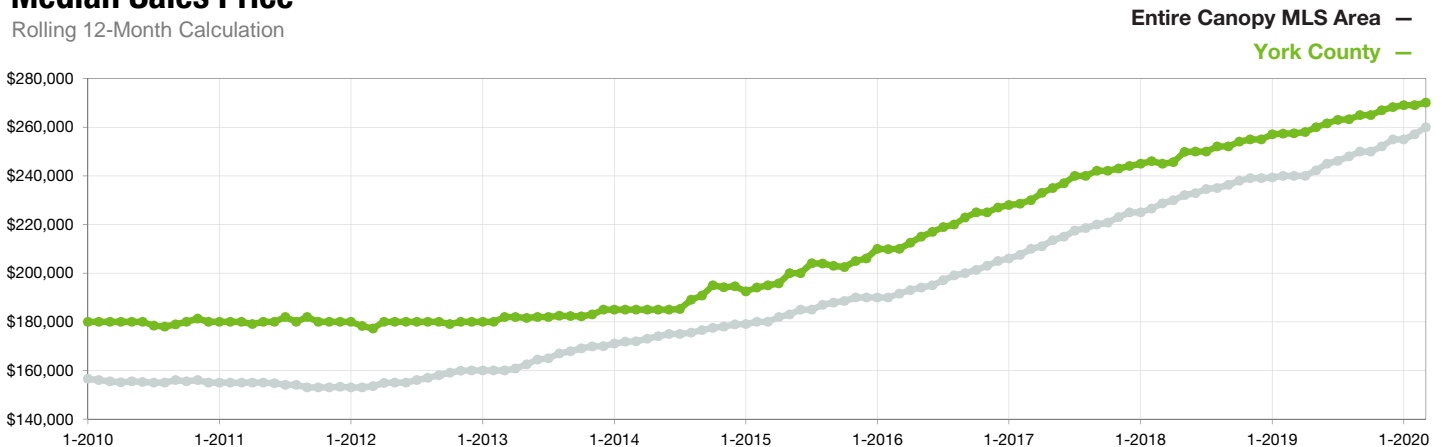
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March



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Local Market Update for March 2020

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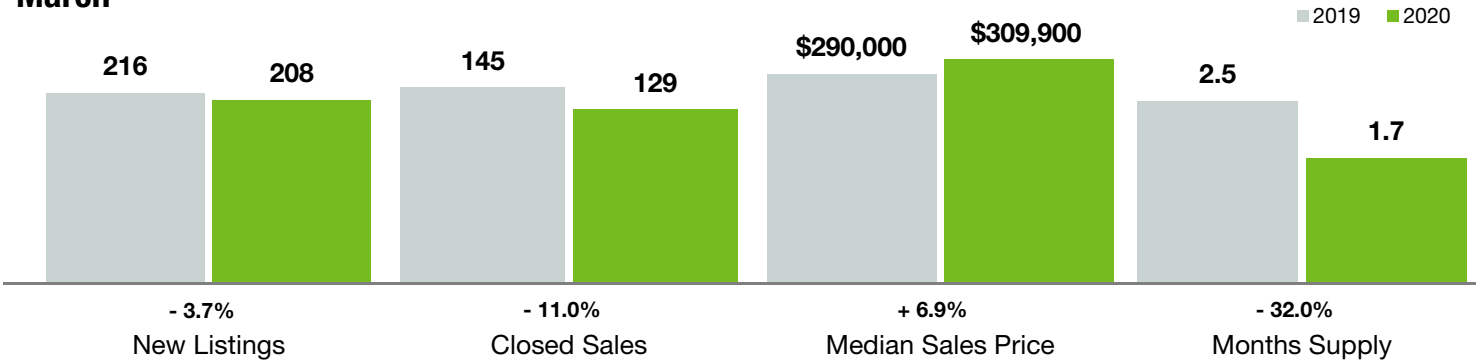
Fort Mill

South Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	216	208	- 3.7%	540	489	- 9.4%
Pending Sales	154	160	+ 3.9%	415	418	+ 0.7%
Closed Sales	145	129	- 11.0%	328	295	- 10.1%
Median Sales Price*	\$290,000	\$309,900	+ 6.9%	\$299,950	\$309,900	+ 3.3%
Average Sales Price*	\$326,667	\$347,936	+ 6.5%	\$335,338	\$347,232	+ 3.5%
Percent of Original List Price Received*	97.8%	97.8%	0.0%	97.5%	98.0%	+ 0.5%
List to Close	102	101	- 1.0%	109	102	- 6.4%
Days on Market Until Sale	48	53	+ 10.4%	50	49	- 2.0%
Cumulative Days on Market Until Sale	66	60	- 9.1%	65	60	- 7.7%
Average List Price	\$370,849	\$371,675	+ 0.2%	\$369,561	\$379,446	+ 2.7%
Inventory of Homes for Sale	344	248	- 27.9%	--	--	--
Months Supply of Inventory	2.5	1.7	- 32.0%	--	--	--

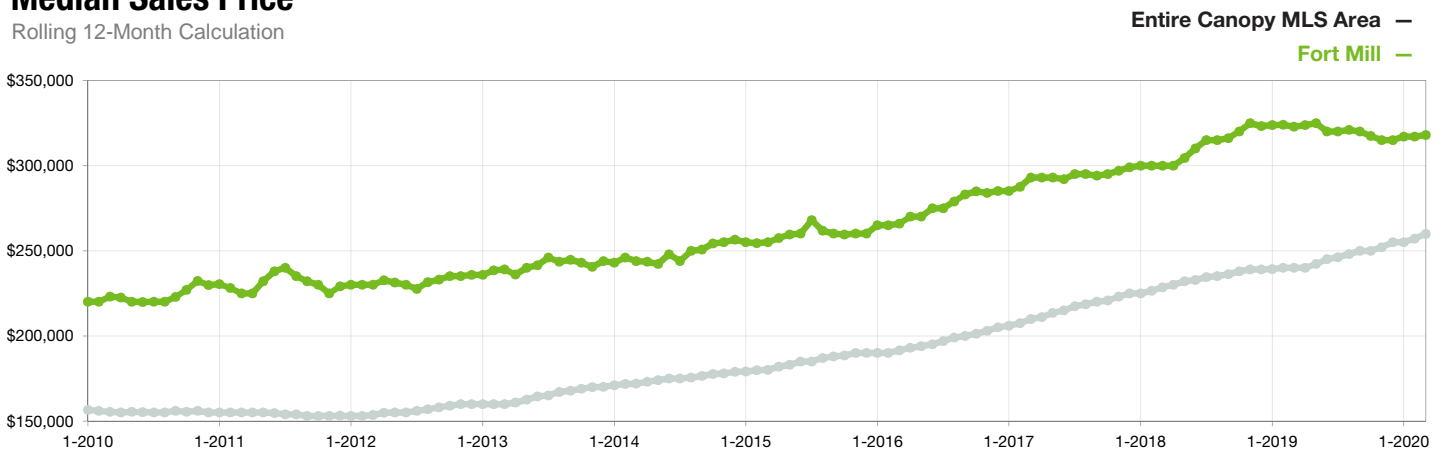
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March



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Local Market Update for March 2020

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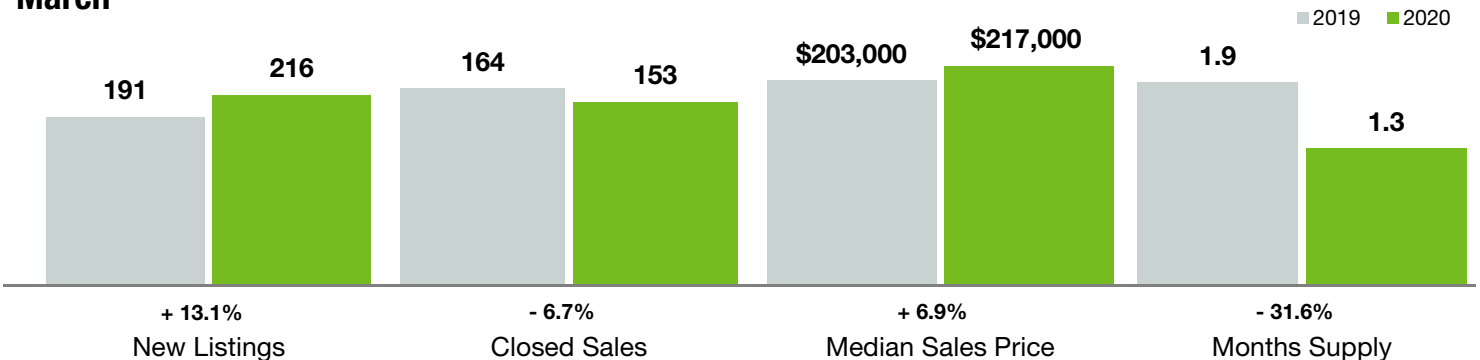
Rock Hill

South Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	191	216	+ 13.1%	528	501	- 5.1%
Pending Sales	172	200	+ 16.3%	454	487	+ 7.3%
Closed Sales	164	153	- 6.7%	366	394	+ 7.7%
Median Sales Price*	\$203,000	\$217,000	+ 6.9%	\$201,000	\$217,250	+ 8.1%
Average Sales Price*	\$205,829	\$239,658	+ 16.4%	\$209,182	\$231,185	+ 10.5%
Percent of Original List Price Received*	97.1%	97.5%	+ 0.4%	97.3%	96.9%	- 0.4%
List to Close	77	88	+ 14.3%	85	86	+ 1.2%
Days on Market Until Sale	34	44	+ 29.4%	38	41	+ 7.9%
Cumulative Days on Market Until Sale	36	56	+ 55.6%	42	49	+ 16.7%
Average List Price	\$245,277	\$252,903	+ 3.1%	\$232,530	\$243,231	+ 4.6%
Inventory of Homes for Sale	273	202	- 26.0%	--	--	--
Months Supply of Inventory	1.9	1.3	- 31.6%	--	--	--

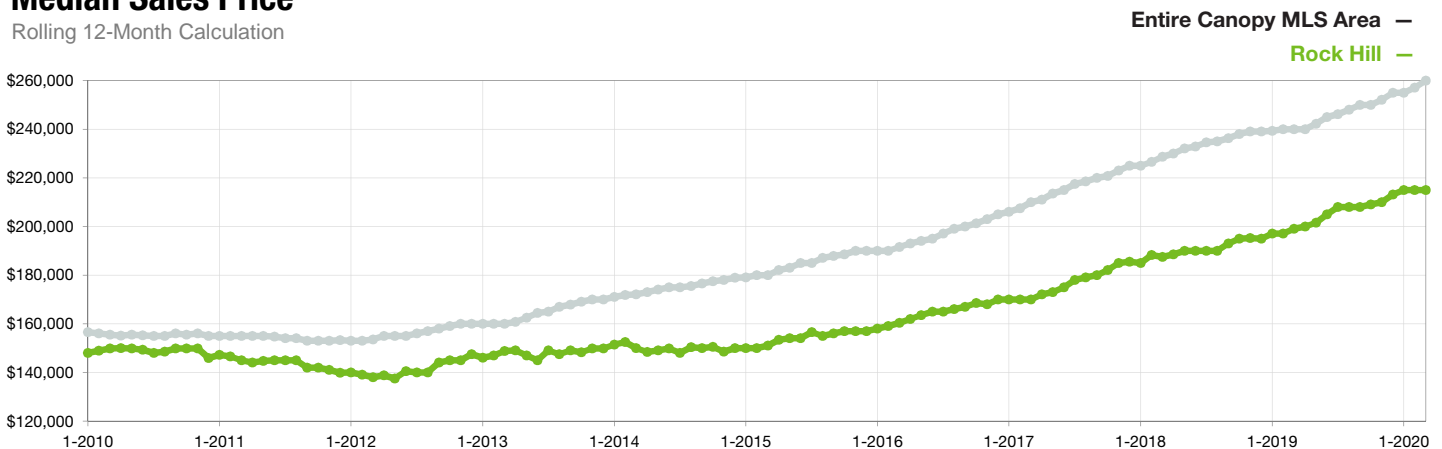
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March



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Local Market Update for March 2020

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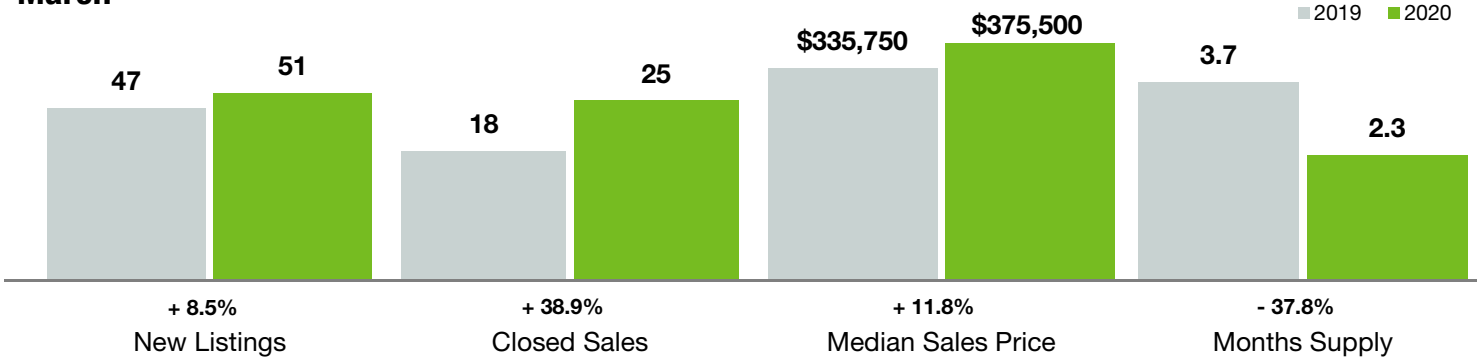
Tega Cay

South Carolina

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	47	51	+ 8.5%	117	112	- 4.3%
Pending Sales	27	33	+ 22.2%	67	79	+ 17.9%
Closed Sales	18	25	+ 38.9%	46	51	+ 10.9%
Median Sales Price*	\$335,750	\$375,500	+ 11.8%	\$326,500	\$362,000	+ 10.9%
Average Sales Price*	\$374,501	\$416,105	+ 11.1%	\$353,850	\$373,363	+ 5.5%
Percent of Original List Price Received*	94.6%	98.1%	+ 3.7%	95.3%	97.1%	+ 1.9%
List to Close	153	86	- 43.8%	127	93	- 26.8%
Days on Market Until Sale	111	50	- 55.0%	82	53	- 35.4%
Cumulative Days on Market Until Sale	151	59	- 60.9%	109	61	- 44.0%
Average List Price	\$389,060	\$434,750	+ 11.7%	\$378,954	\$406,272	+ 7.2%
Inventory of Homes for Sale	95	75	- 21.1%	--	--	--
Months Supply of Inventory	3.7	2.3	- 37.8%	--	--	--

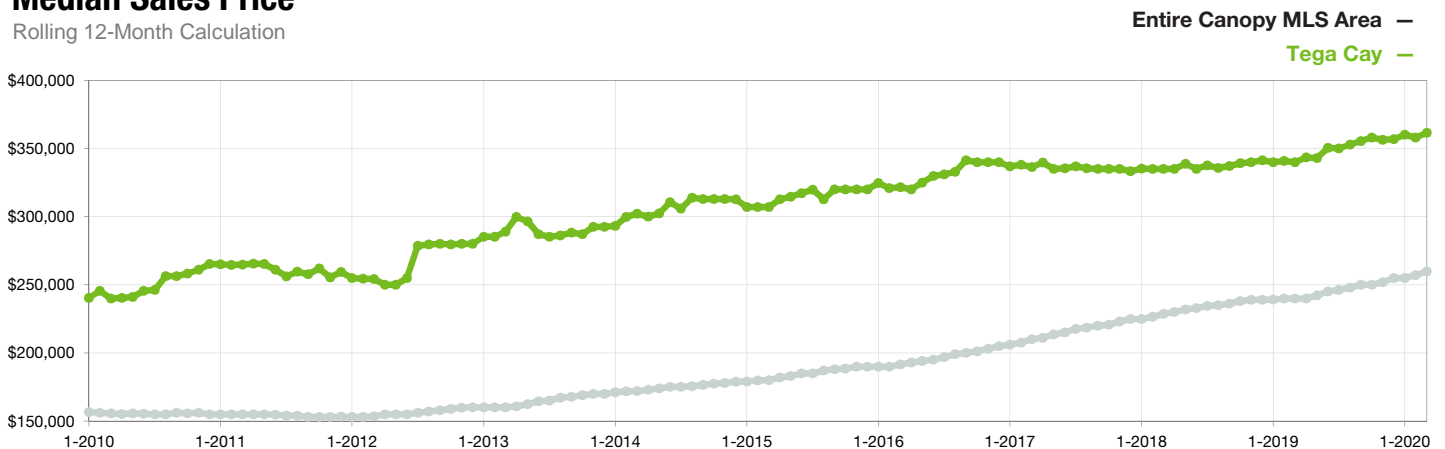
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2020

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION
FOR MORE INFORMATION, CONTACT A REALTOR®



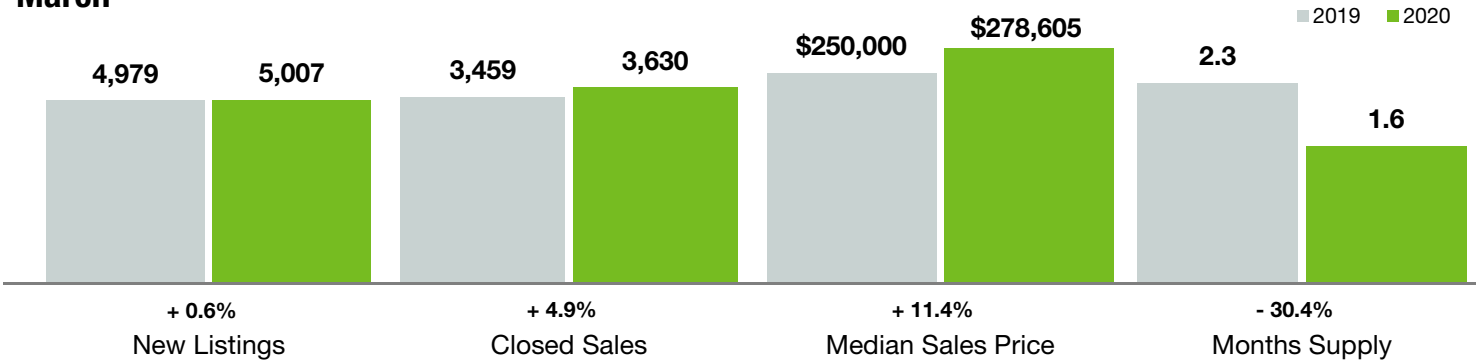
Charlotte MSA

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

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	4,979	5,007	+ 0.6%	12,780	12,831	+ 0.4%
Pending Sales	4,249	4,067	- 4.3%	10,656	11,385	+ 6.8%
Closed Sales	3,459	3,630	+ 4.9%	8,287	8,974	+ 8.3%
Median Sales Price*	\$250,000	\$278,605	+ 11.4%	\$242,000	\$270,000	+ 11.6%
Average Sales Price*	\$297,847	\$322,434	+ 8.3%	\$288,396	\$314,580	+ 9.1%
Percent of Original List Price Received*	96.9%	97.5%	+ 0.6%	96.4%	97.0%	+ 0.6%
List to Close	99	93	- 6.1%	102	96	- 5.9%
Days on Market Until Sale	49	43	- 12.2%	50	45	- 10.0%
Cumulative Days on Market Until Sale	59	52	- 11.9%	59	54	- 8.5%
Average List Price	\$359,160	\$359,852	+ 0.2%	\$347,689	\$355,437	+ 2.2%
Inventory of Homes for Sale	7,915	5,911	- 25.3%	--	--	--
Months Supply of Inventory	2.3	1.6	- 30.4%	--	--	--

* 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.

March



Median Sales Price

Rolling 12-Month Calculation

