



## Charlotte Region Showings Report for January 2020

ANALYTIC AND TREND DATA FOR THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



# Showing Statistics

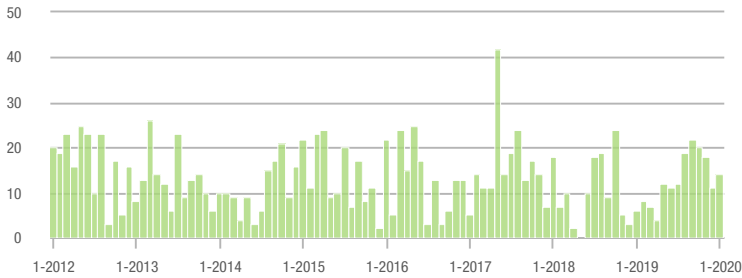
MLS Area	Total Showings	Buyer Interest (Showings / Listings)	Managed Listings
Alexander County, NC	75	3.4	36
Anson County, NC	151	3.9	66
Cabarrus County, NC	5,934	8.9	779
Charlotte MSA	73,437	9.3	9,215
City of Charlotte, NC	32,176	11.7	2,986
Concord, NC	3,523	8.9	449
Davidson, NC	1,393	8.7	180
Denver, NC	971	5.0	249
Fort Mill, SC	2,751	9.9	307
Gaston County, NC	5,324	8.3	807
Gastonia, NC	2,750	9.5	332
Huntersville, NC	2,846	9.3	348
Iredell County, NC	5,361	6.6	1,056
Kannapolis, NC	1,287	8.6	169
Lake Norman	4,024	5.8	890
Lake Wylie	2,221	6.1	478
Lancaster County, SC	2,309	5.8	473
Lincoln County, NC	1,905	5.6	441
Lincolnton, NC	532	6.8	99
Matthews, NC	2,408	11.5	223
Mecklenburg County, NC	39,616	11.2	3,887
Monroe, NC	1,624	8.0	247
Montgomery County, NC	310	2.4	205
Mooresville, NC	3,407	6.6	634
Rock Hill, SC	3,234	9.6	381
Salisbury, NC	1,525	6.4	283
Stanly County, NC	886	4.6	256
Statesville, NC	1,506	6.7	293
Union County, NC	6,581	8.1	1,002
Uptown Charlotte	1,101	10.7	105
Waxhaw, NC	2,056	7.8	324
York County, SC	8,770	8.4	1,217

## Alexander County, NC

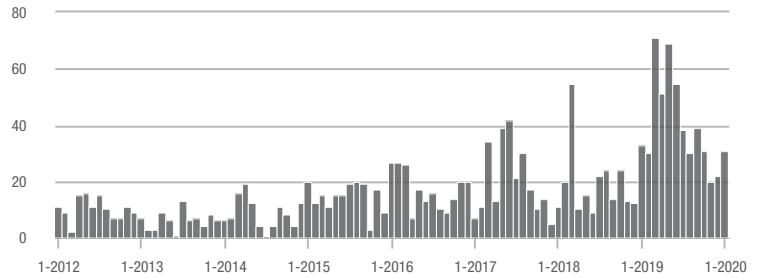
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	14	+ 133.3%	+ 27.3%	1.6	+ 60.0%	+ 6.7%	13	- 27.8%	- 18.8%
\$100,001 to \$200,000	31	- 6.1%	+ 40.9%	4.8	+ 14.3%	+ 20.0%	11	0.0%	- 8.3%
\$200,001 to \$300,000	9	- 30.8%	- 35.7%	2.3	+ 15.0%	- 51.8%	6	- 14.3%	+ 20.0%
\$300,001 and Above	21	0.0%	+ 40.0%	5.3	+ 32.5%	+ 75.0%	6	- 14.3%	- 14.3%
Total	75	+ 2.7%	+ 21.0%	3.4	+ 3.0%	+ 12.8%	36	- 16.3%	- 10.0%

### Showings

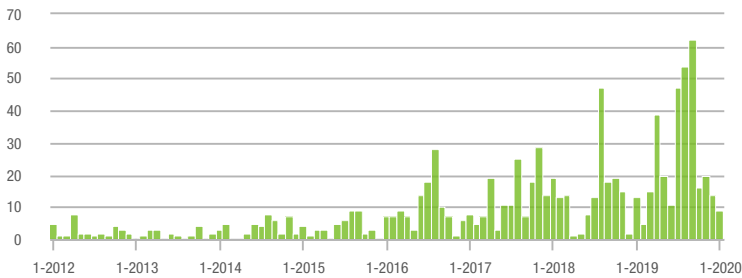
\$100,000 and Below



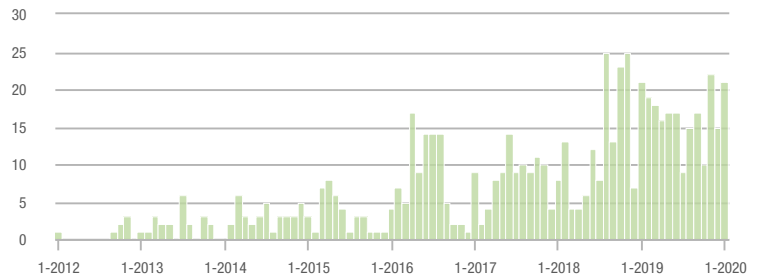
\$100,001 to \$200,000



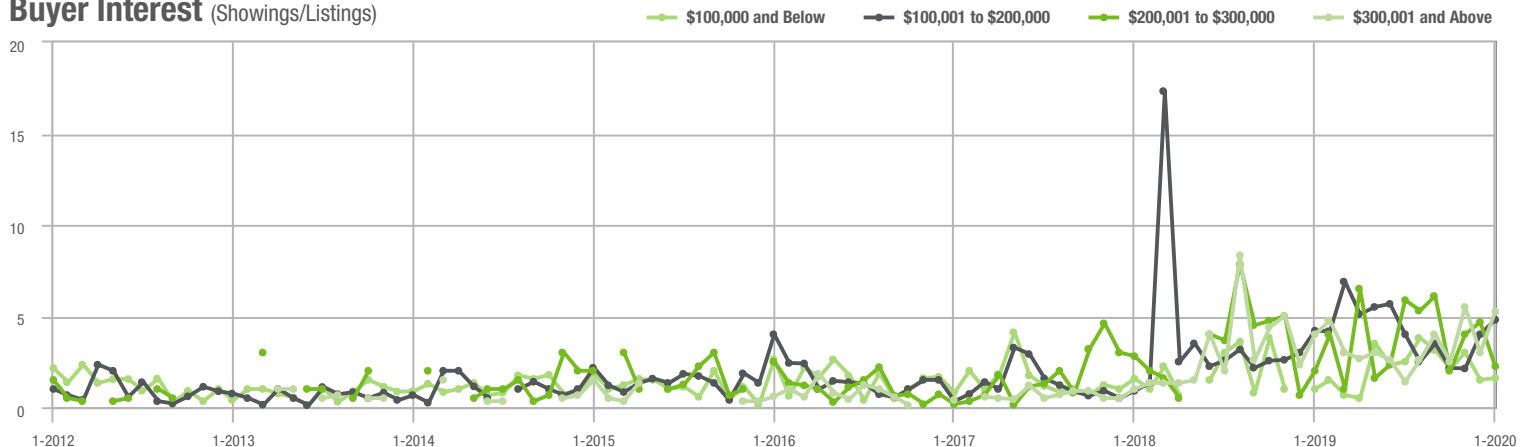
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

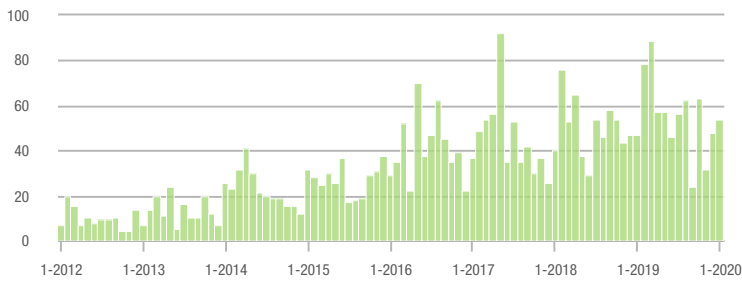


## Anson County, NC

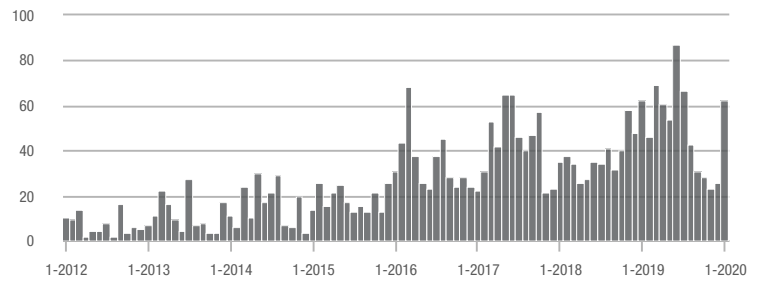
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	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	54	+ 14.9%	+ 12.5%	2.6	+ 62.5%	+ 71.4%	34	- 42.4%	- 19.0%
\$100,001 to \$200,000	62	0.0%	+ 138.5%	3.7	+ 54.2%	+ 85.7%	22	- 33.3%	+ 15.8%
\$200,001 to \$300,000	34	+ 30.8%	+ 325.0%	11.0	+ 150.0%	+ 214.3%	6	- 53.8%	- 33.3%
\$300,001 and Above	1	- 87.5%	- 50.0%	0.0	- 100.0%	0.0%	4	- 60.0%	- 20.0%
Total	151	+ 5.6%	+ 79.8%	3.9	+ 69.6%	+ 116.1%	66	- 42.6%	- 12.0%

### Showings

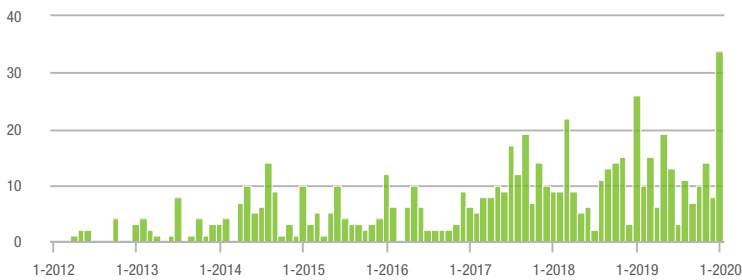
\$100,000 and Below



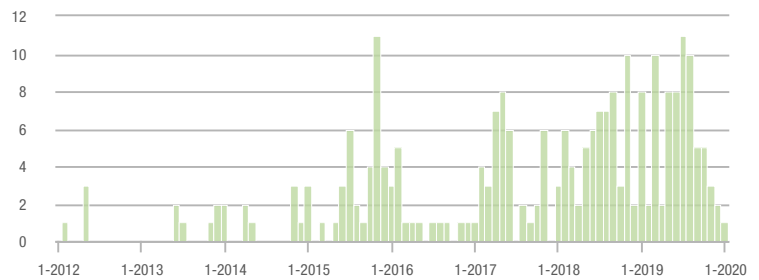
\$100,001 to \$200,000



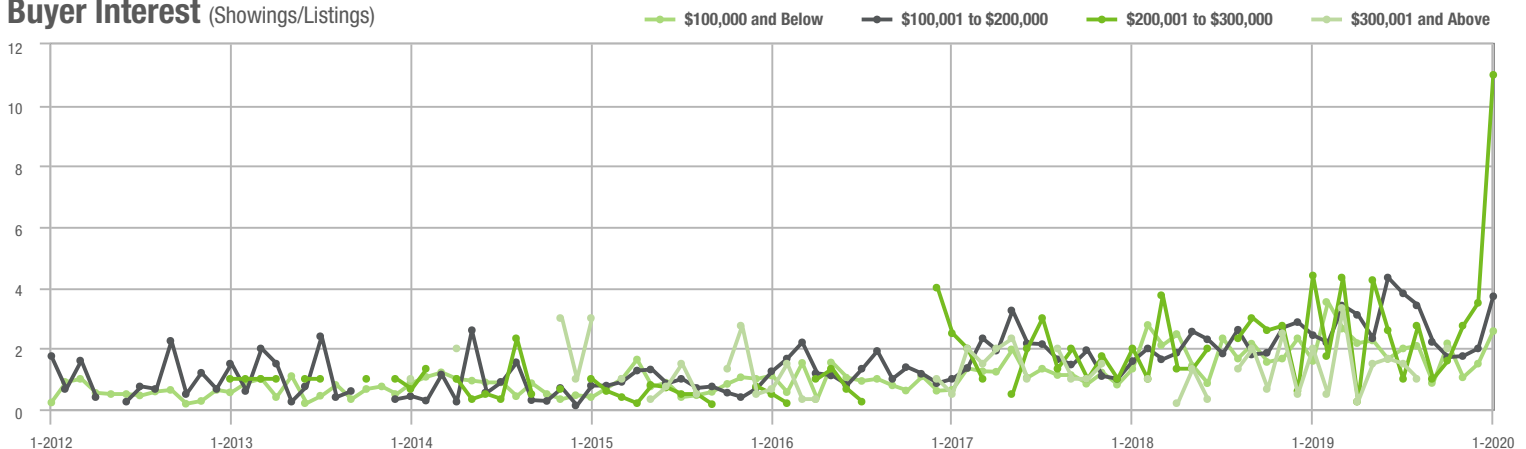
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

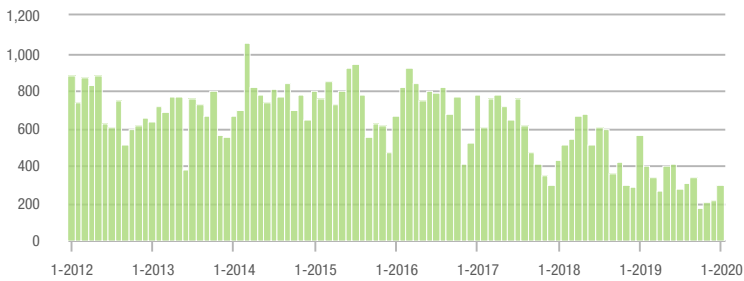


## Cabarrus County, NC

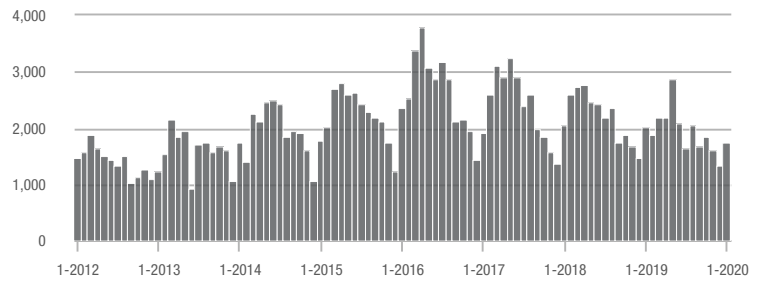
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	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	295	- 48.0%	+ 34.1%	5.8	- 31.0%	+ 8.5%	71	- 36.6%	+ 1.4%
\$100,001 to \$200,000	1,748	- 13.3%	+ 32.7%	9.9	+ 7.6%	+ 30.2%	192	- 23.5%	- 0.5%
\$200,001 to \$300,000	1,966	+ 11.6%	+ 79.7%	10.8	+ 44.0%	+ 67.2%	211	- 21.0%	+ 1.4%
\$300,001 and Above	1,925	+ 17.9%	+ 58.0%	7.4	+ 39.6%	+ 50.2%	305	- 28.6%	- 1.9%
Total	5,934	- 0.7%	+ 54.2%	8.9	+ 21.9%	+ 45.2%	779	- 26.3%	- 0.4%

### Showings

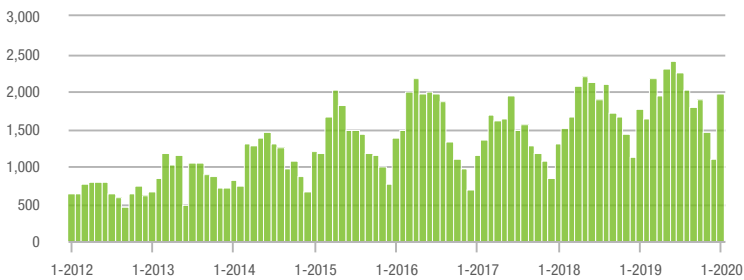
\$100,000 and Below



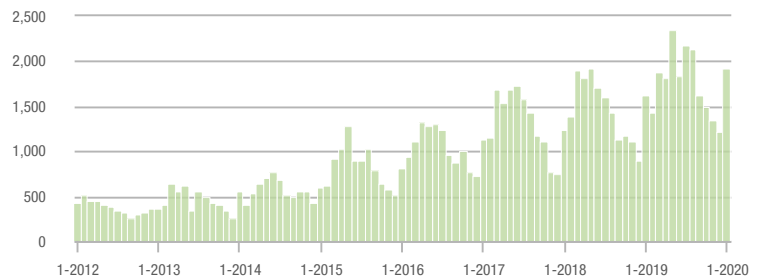
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

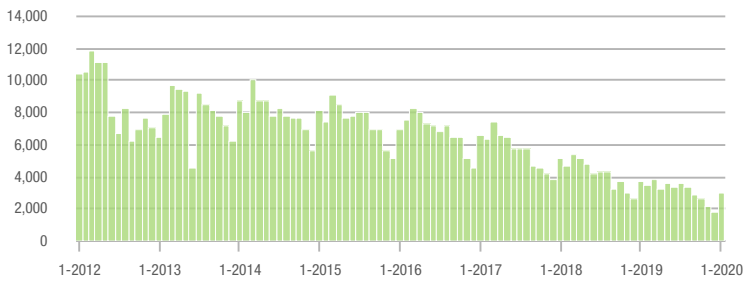


## Charlotte MSA

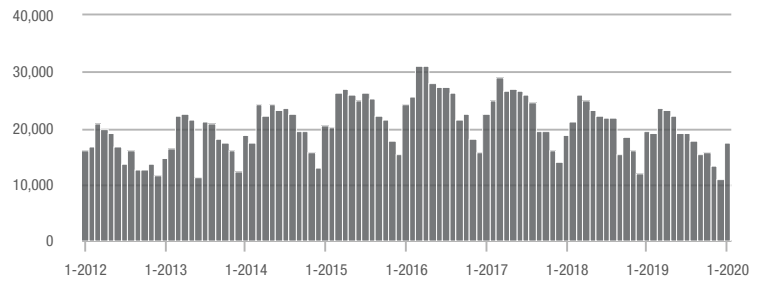
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	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	2,944	- 20.2%	+ 63.7%	5.9	+ 11.3%	+ 66.0%	837	- 36.3%	- 8.1%
\$100,001 to \$200,000	17,550	- 9.5%	+ 60.2%	10.9	+ 10.1%	+ 52.3%	1,769	- 22.0%	+ 1.8%
\$200,001 to \$300,000	22,514	+ 20.7%	+ 74.0%	10.6	+ 34.2%	+ 62.9%	2,342	- 14.3%	+ 3.5%
\$300,001 and Above	30,429	+ 22.1%	+ 71.2%	8.2	+ 30.2%	+ 65.7%	4,267	- 13.6%	- 0.7%
Total	73,437	+ 10.2%	+ 69.0%	9.3	+ 24.0%	+ 61.9%	9,215	- 18.1%	+ 0.1%

### Showings

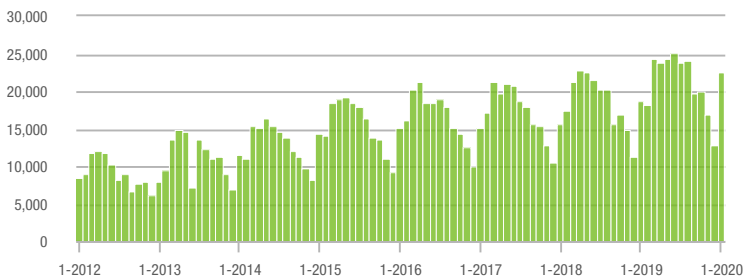
\$100,000 and Below



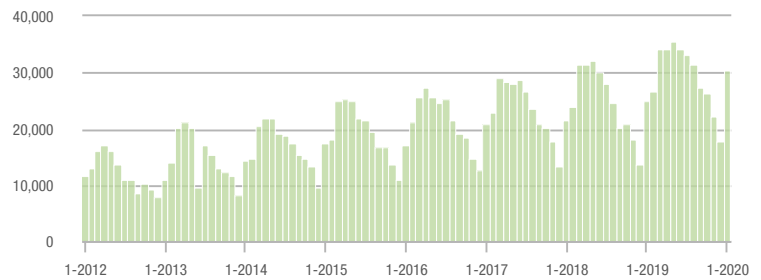
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

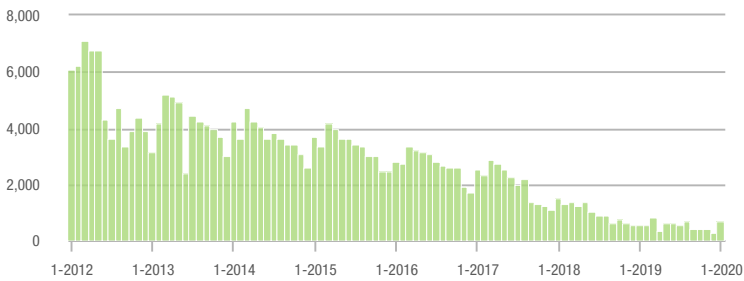


## City of Charlotte, NC

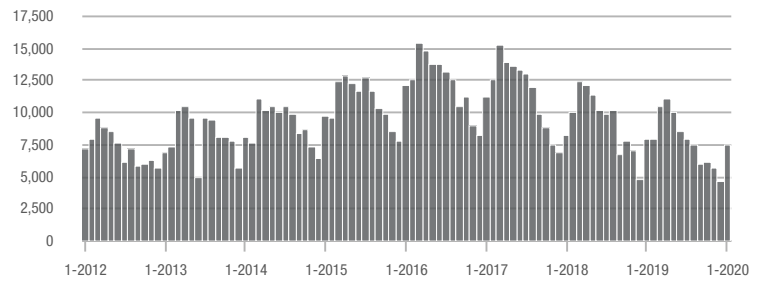
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	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	698	+ 21.0%	+ 180.3%	11.4	+ 50.0%	+ 163.0%	90	- 25.6%	- 1.1%
\$100,001 to \$200,000	7,423	- 7.2%	+ 62.1%	14.7	+ 30.1%	+ 52.5%	519	- 30.0%	+ 5.3%
\$200,001 to \$300,000	9,666	+ 22.5%	+ 75.7%	12.4	+ 36.3%	+ 62.5%	826	- 14.6%	+ 5.6%
\$300,001 and Above	14,389	+ 24.9%	+ 89.6%	10.2	+ 36.0%	+ 77.2%	1,551	- 13.4%	+ 3.5%
Total	32,176	+ 14.9%	+ 79.6%	11.7	+ 33.0%	+ 67.5%	2,986	- 17.5%	+ 4.2%

### Showings

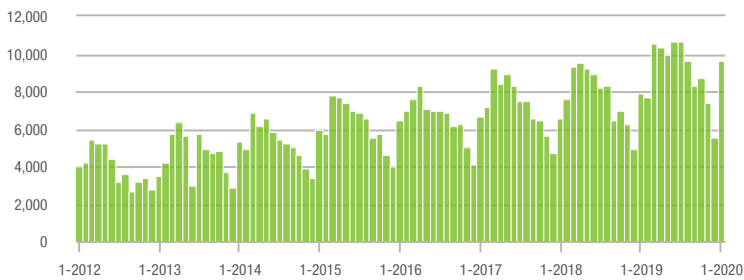
\$100,000 and Below



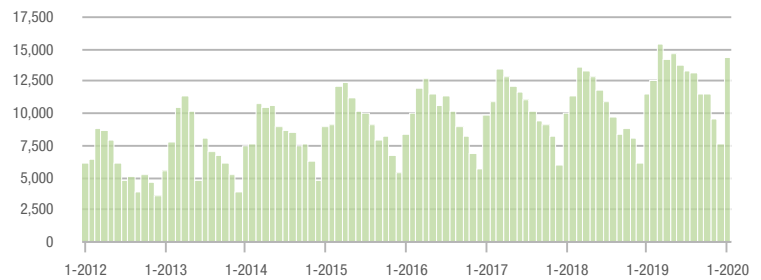
\$100,001 to \$200,000



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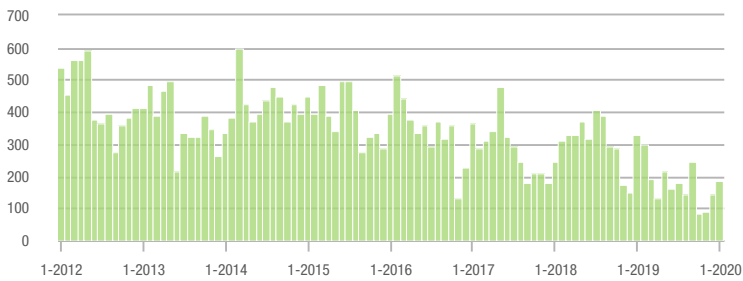


## Concord, NC

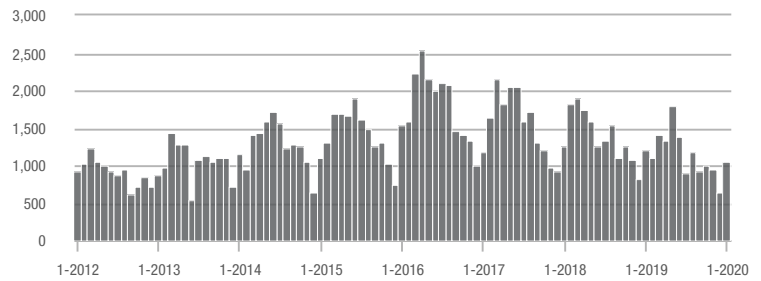
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\$100,000 and Below	183	- 44.5%	+ 25.3%	7.1	- 25.3%	- 6.5%	35	- 36.4%	+ 2.9%
\$100,001 to \$200,000	1,064	- 12.4%	+ 64.2%	10.5	+ 4.0%	+ 52.0%	105	- 20.5%	+ 4.0%
\$200,001 to \$300,000	1,352	+ 36.3%	+ 81.0%	11.7	+ 51.9%	+ 75.5%	134	- 6.9%	- 0.7%
\$300,001 and Above	924	+ 26.4%	+ 46.0%	6.0	+ 39.5%	+ 33.2%	175	- 25.8%	- 1.1%
Total	3,523	+ 7.8%	+ 62.1%	8.9	+ 20.3%	+ 50.3%	449	- 20.8%	+ 0.4%

### Showings

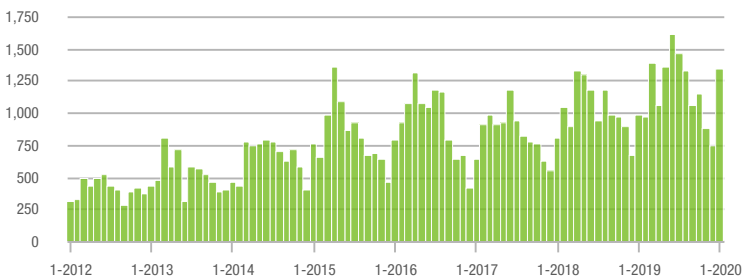
\$100,000 and Below



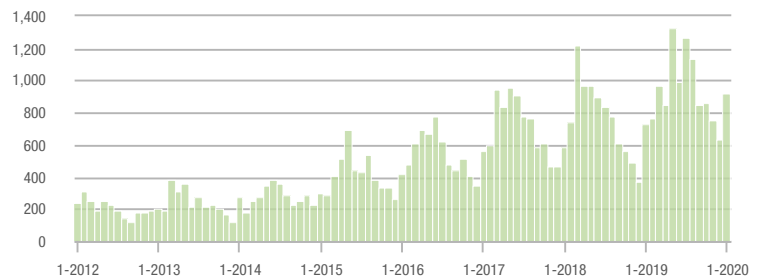
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

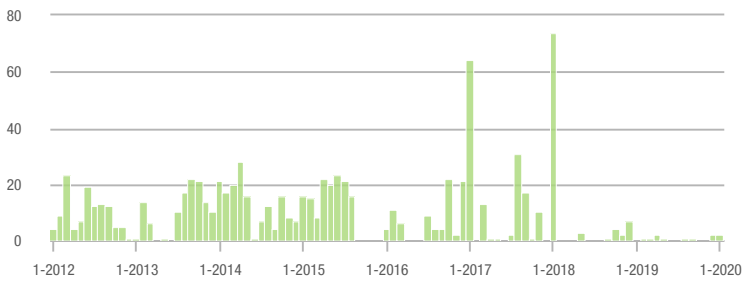


## Davidson, NC

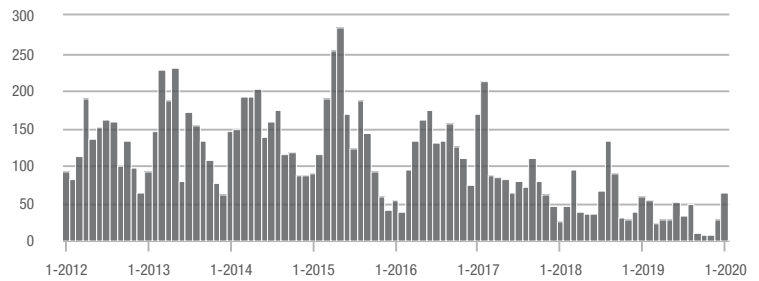
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\$100,000 and Below	2	—	0.0%	0.5	—	- 50.0%	3	0.0%	- 25.0%
\$100,001 to \$200,000	64	+ 6.7%	+ 128.6%	6.0	- 10.4%	+ 92.9%	12	- 14.3%	+ 9.1%
\$200,001 to \$300,000	253	+ 58.1%	+ 120.0%	9.7	+ 70.2%	+ 136.0%	28	- 15.2%	- 9.7%
\$300,001 and Above	1,074	+ 74.9%	+ 108.1%	8.9	+ 34.8%	+ 107.7%	137	+ 9.6%	0.0%
Total	1,393	+ 67.0%	+ 110.7%	8.7	+ 35.9%	+ 111.1%	180	+ 2.9%	- 1.6%

### Showings

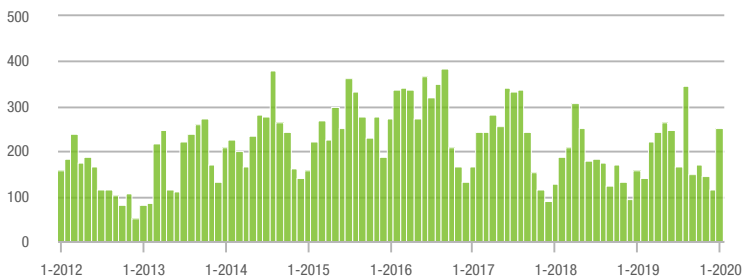
\$100,000 and Below



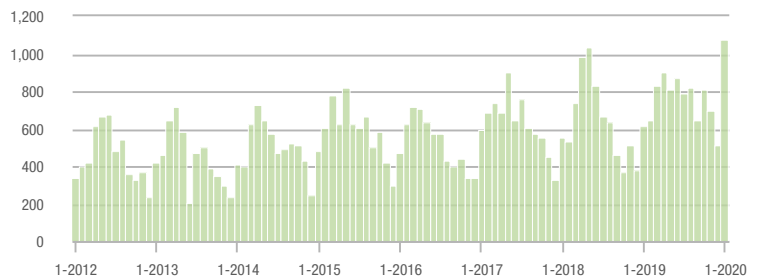
\$100,001 to \$200,000



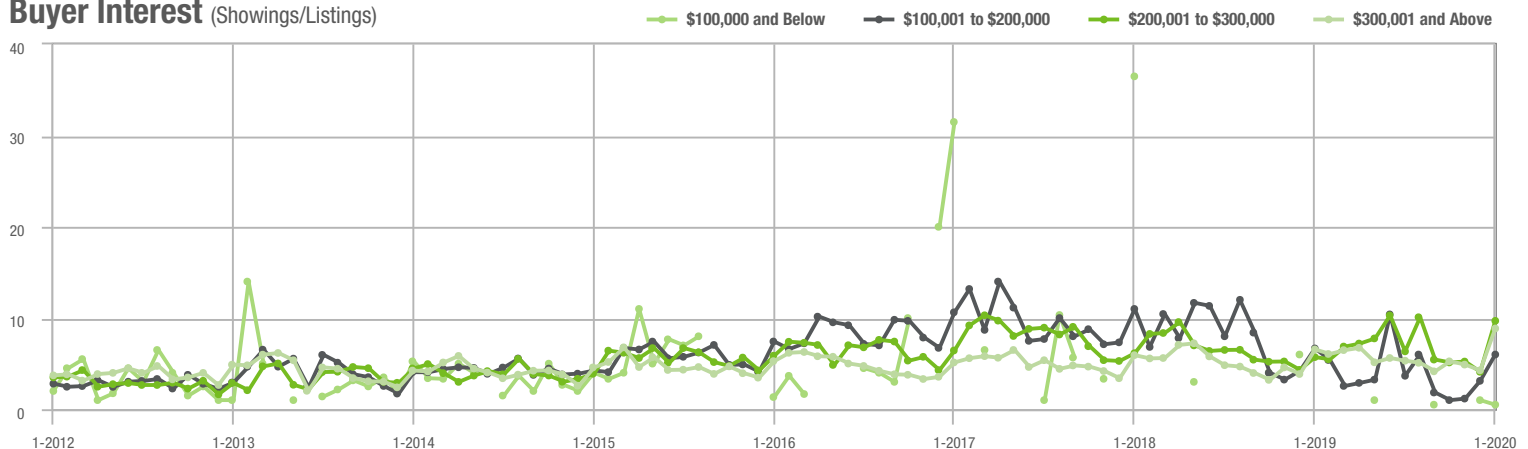
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)



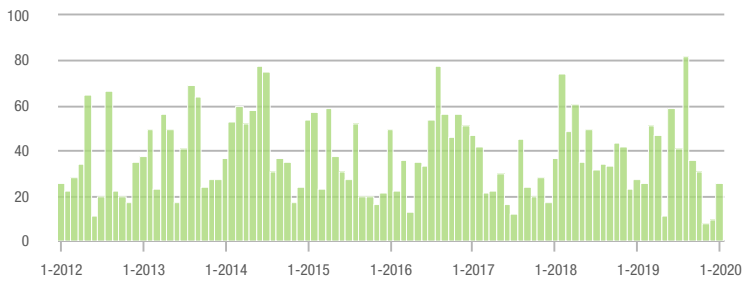


## Denver, NC

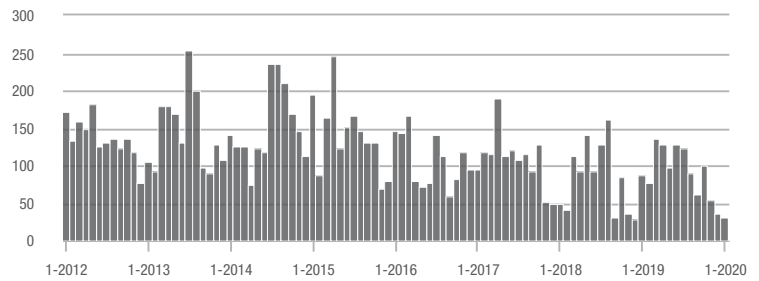
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\$100,000 and Below	26	- 3.7%	+ 188.9%	1.0	- 28.6%	+ 150.0%	42	- 8.7%	+ 5.0%
\$100,001 to \$200,000	32	- 63.2%	- 11.1%	2.7	- 63.0%	+ 21.2%	14	- 30.0%	- 26.3%
\$200,001 to \$300,000	243	- 9.7%	+ 135.9%	6.6	- 7.0%	+ 151.9%	44	0.0%	- 10.2%
\$300,001 and Above	670	+ 28.8%	+ 45.7%	5.5	+ 22.2%	+ 72.8%	149	- 11.3%	- 17.2%
Total	971	+ 7.5%	+ 59.7%	5.0	0.0%	+ 81.0%	249	- 10.4%	- 13.5%

### Showings

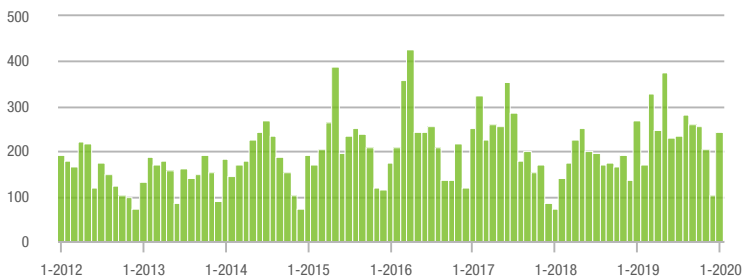
\$100,000 and Below



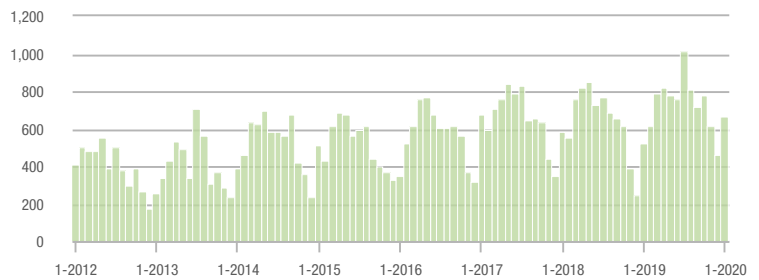
\$100,001 to \$200,000



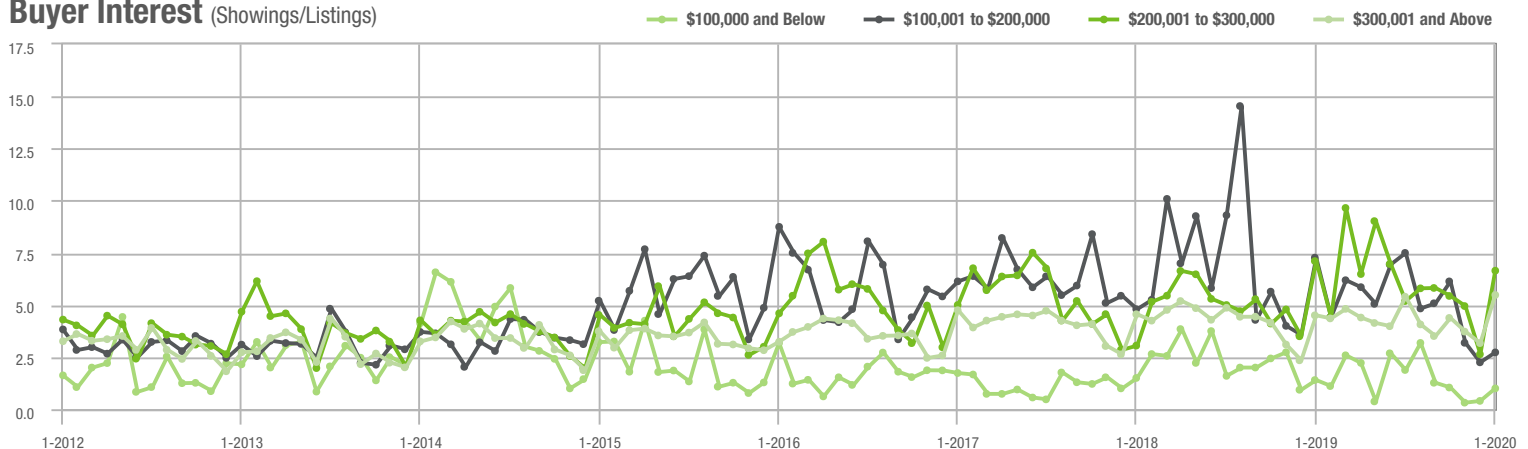
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

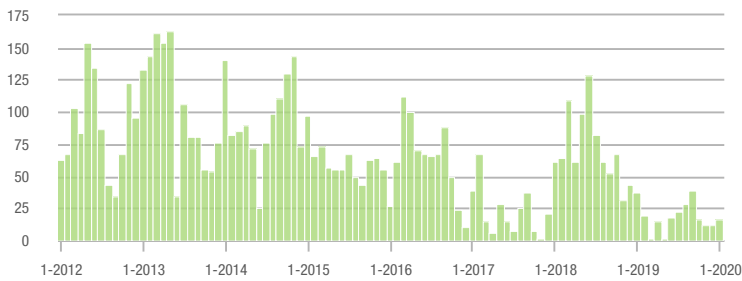


## Fort Mill, SC

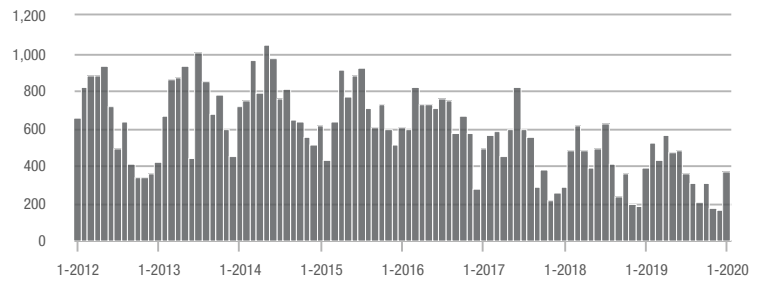
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\$100,000 and Below	16	- 57.9%	+ 33.3%	5.0	- 7.4%	+ 25.0%	4	- 50.0%	0.0%
\$100,001 to \$200,000	372	- 4.9%	+ 125.5%	10.8	- 5.3%	+ 13.6%	40	- 11.1%	+ 73.9%
\$200,001 to \$300,000	913	+ 39.4%	+ 104.7%	13.8	+ 45.3%	+ 72.1%	70	- 17.6%	+ 20.7%
\$300,001 and Above	1,450	+ 21.3%	+ 85.7%	8.3	+ 13.7%	+ 73.7%	193	- 6.8%	+ 4.3%
Total	2,751	+ 20.7%	+ 95.9%	9.9	+ 17.9%	+ 68.6%	307	- 11.0%	+ 13.7%

### Showings

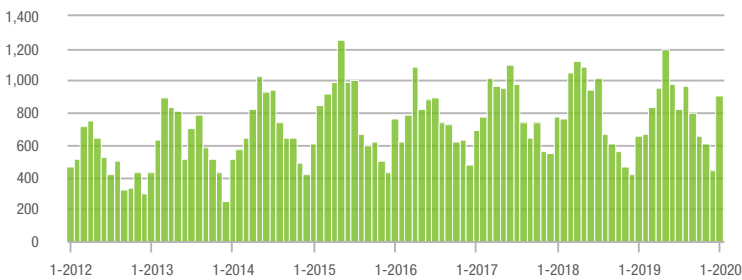
\$100,000 and Below



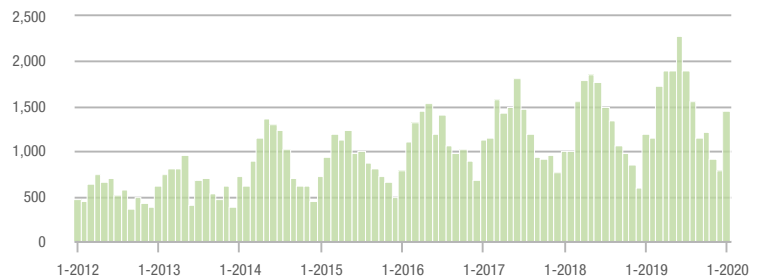
\$100,001 to \$200,000



\$200,001 to \$300,000



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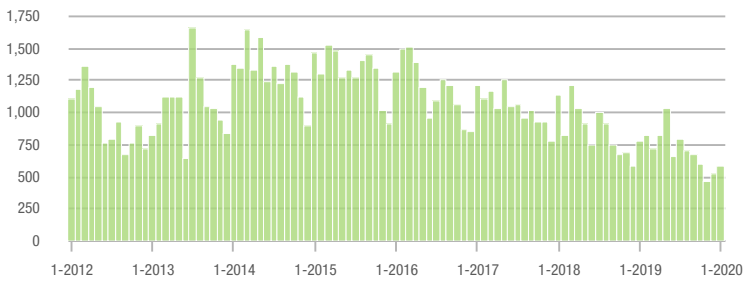


## Gaston County, NC

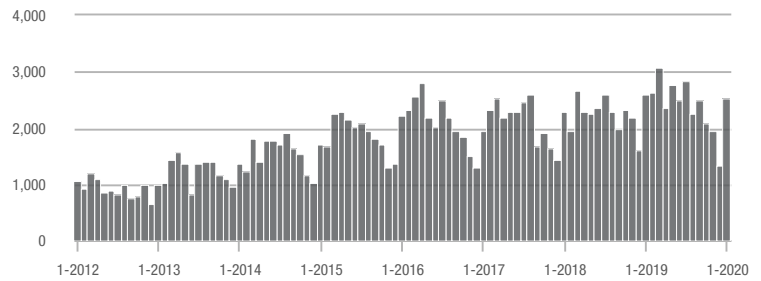
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\$100,000 and Below	585	- 25.4%	+ 12.7%	7.3	+ 25.9%	+ 24.8%	160	- 39.4%	- 9.1%
\$100,001 to \$200,000	2,535	- 2.2%	+ 92.0%	10.5	+ 9.4%	+ 84.8%	260	- 12.8%	- 1.5%
\$200,001 to \$300,000	1,327	+ 27.2%	+ 52.5%	8.0	+ 23.1%	+ 51.6%	195	- 1.0%	+ 0.5%
\$300,001 and Above	877	+ 32.5%	+ 45.0%	5.4	+ 22.7%	+ 48.0%	192	- 4.5%	- 6.3%
Total	5,324	+ 4.8%	+ 60.7%	8.3	+ 15.3%	+ 61.9%	807	- 15.9%	- 3.8%

### Showings

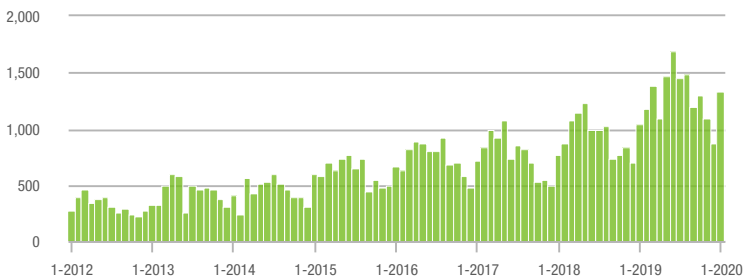
\$100,000 and Below



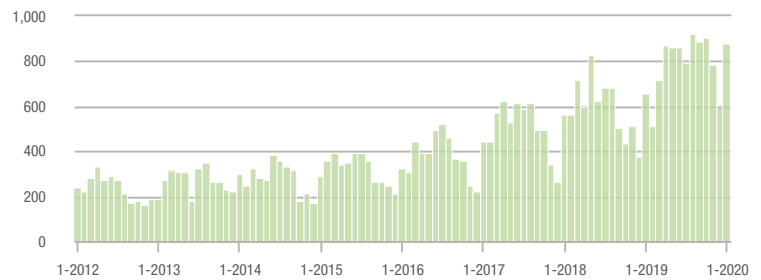
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

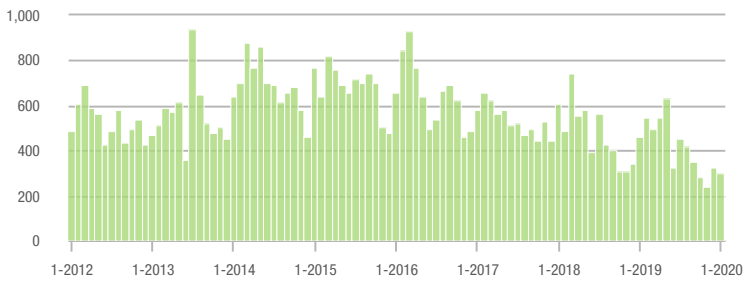


## Gastonia, NC

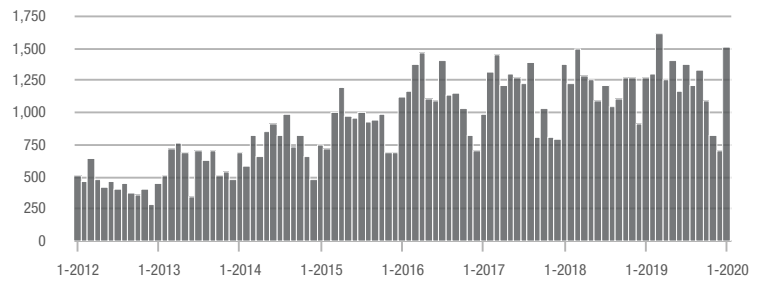
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	302	- 34.5%	- 7.9%	10.1	+ 53.0%	+ 17.7%	56	- 44.6%	- 17.6%
\$100,001 to \$200,000	1,509	+ 18.3%	+ 114.7%	11.4	+ 25.3%	+ 86.6%	142	- 9.0%	+ 8.4%
\$200,001 to \$300,000	664	+ 83.9%	+ 63.5%	8.6	+ 7.5%	+ 52.2%	80	+ 56.9%	+ 5.3%
\$300,001 and Above	275	+ 45.5%	+ 65.7%	5.3	+ 32.5%	+ 63.4%	54	- 11.5%	- 11.5%
Total	2,750	+ 20.2%	+ 71.6%	9.5	+ 25.0%	+ 64.4%	332	- 10.0%	- 1.2%

### Showings

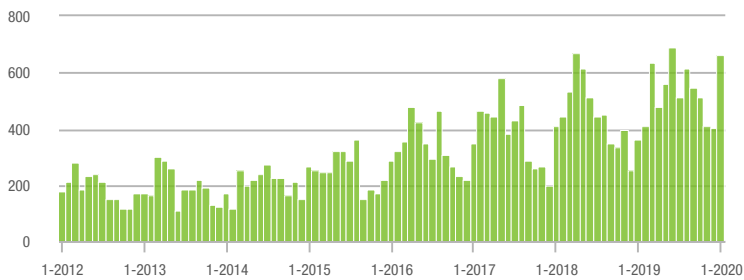
\$100,000 and Below



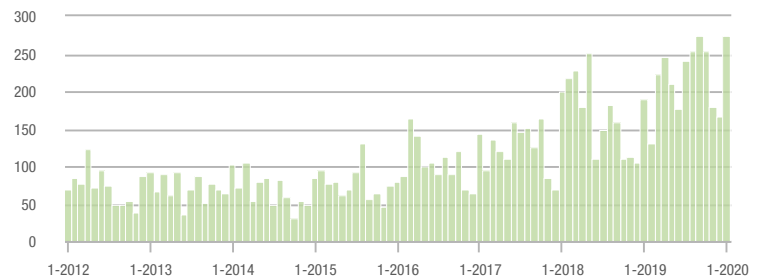
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

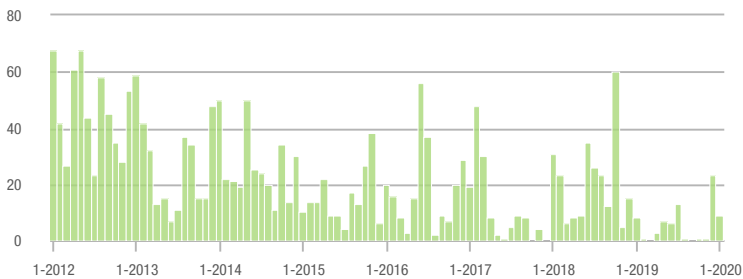


## Huntersville, NC

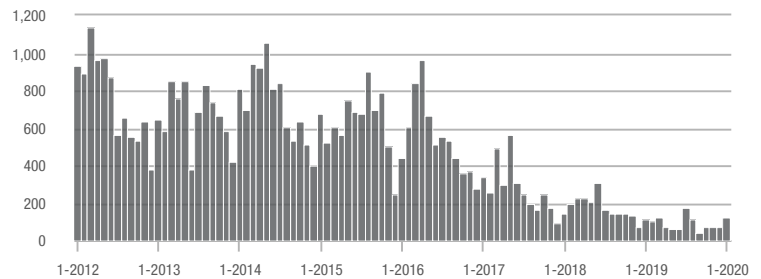
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	9	+ 12.5%	- 60.9%	1.5	- 16.7%	- 65.9%	7	- 36.4%	0.0%
\$100,001 to \$200,000	126	+ 14.5%	+ 88.1%	12.4	+ 72.2%	+ 48.1%	12	- 42.9%	+ 20.0%
\$200,001 to \$300,000	901	+ 9.1%	+ 88.9%	12.0	+ 42.9%	+ 60.3%	85	- 22.0%	+ 9.0%
\$300,001 and Above	1,810	+ 47.9%	+ 55.4%	8.5	+ 46.6%	+ 57.9%	244	- 6.2%	- 7.2%
Total	2,846	+ 31.3%	+ 64.3%	9.3	+ 40.9%	+ 58.5%	348	- 13.2%	- 2.8%

### Showings

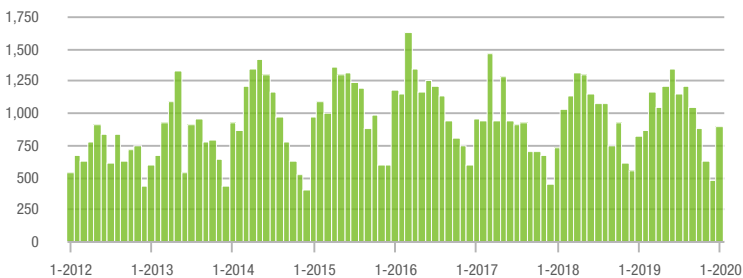
\$100,000 and Below



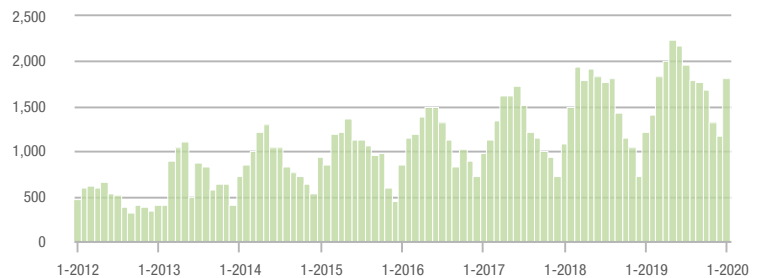
\$100,001 to \$200,000



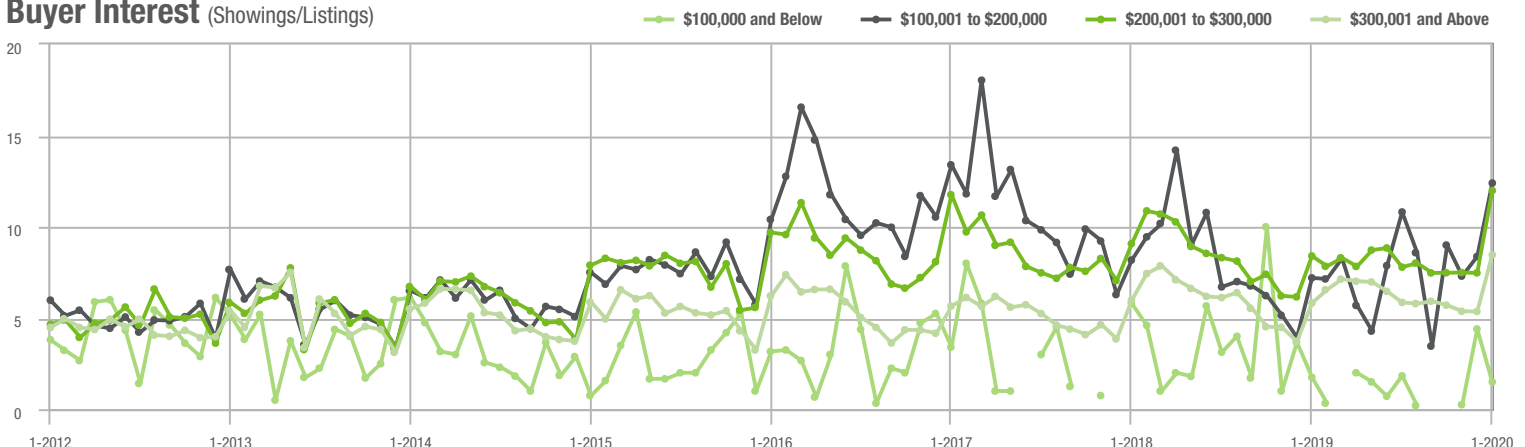
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

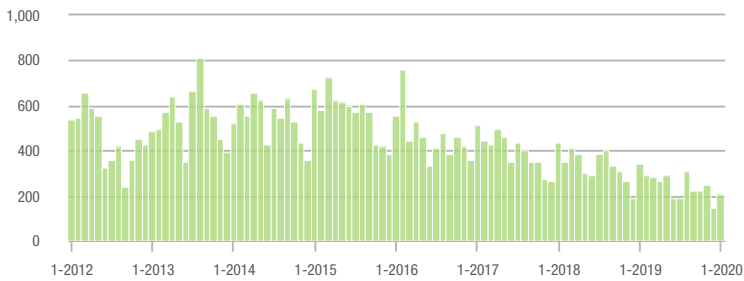


## Iredell County, NC

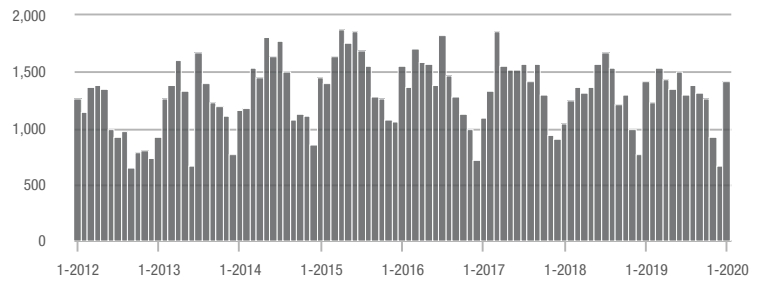
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	207	- 40.0%	+ 42.8%	3.5	- 7.9%	+ 36.7%	139	- 34.1%	- 7.9%
\$100,001 to \$200,000	1,415	- 0.3%	+ 114.7%	9.1	+ 16.7%	+ 75.7%	184	- 27.0%	+ 15.0%
\$200,001 to \$300,000	1,261	- 4.9%	+ 47.7%	7.1	+ 26.8%	+ 40.3%	226	- 34.1%	+ 1.3%
\$300,001 and Above	2,478	+ 16.6%	+ 66.3%	5.8	+ 26.1%	+ 57.1%	507	- 16.5%	+ 0.8%
Total	5,361	+ 2.8%	+ 70.3%	6.6	+ 22.2%	+ 57.6%	1,056	- 25.3%	+ 1.8%

### Showings

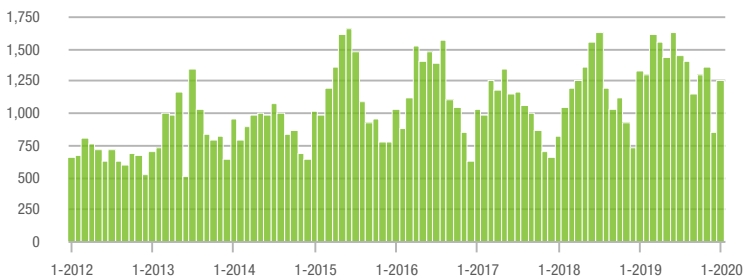
\$100,000 and Below



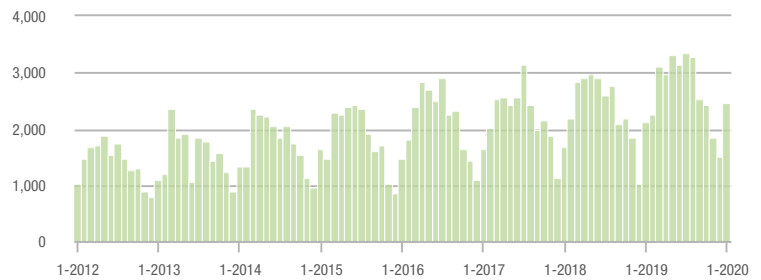
\$100,001 to \$200,000



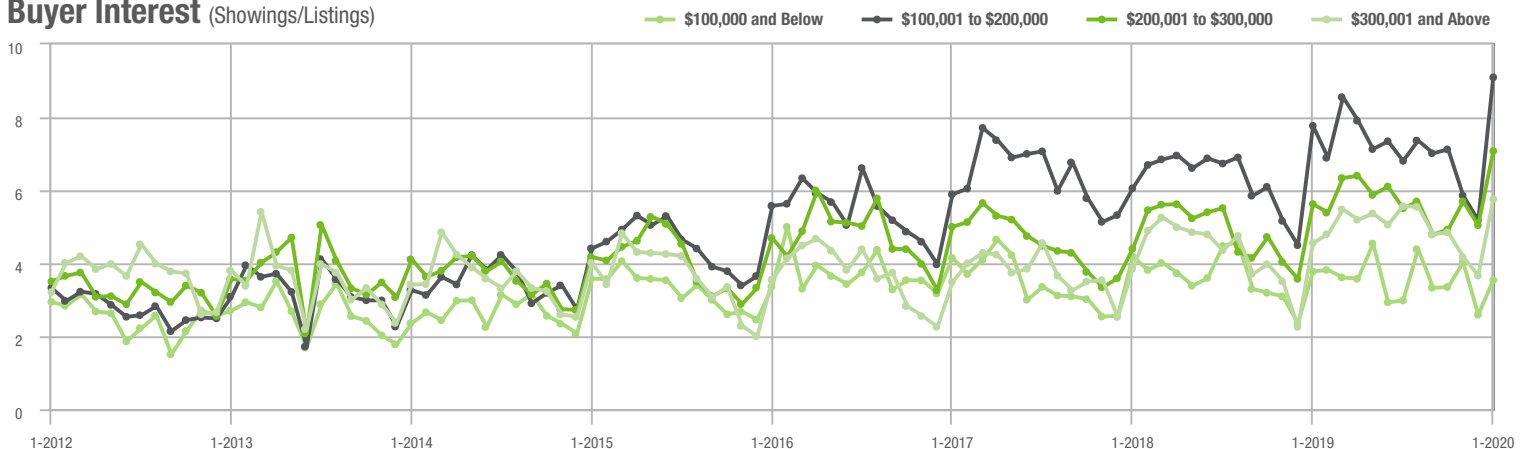
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

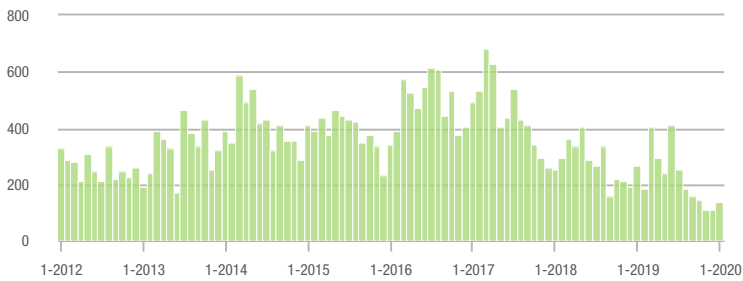


## Kannapolis, NC

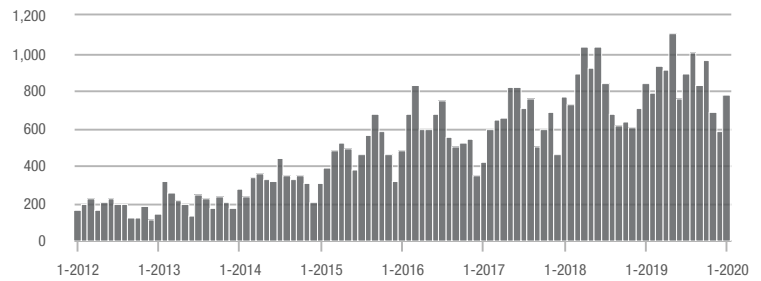
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	138	- 48.9%	+ 26.6%	7.8	- 8.2%	+ 17.4%	25	- 52.8%	- 3.8%
\$100,001 to \$200,000	782	- 6.9%	+ 34.8%	9.6	+ 5.5%	+ 24.4%	85	- 13.3%	+ 9.0%
\$200,001 to \$300,000	286	+ 74.4%	+ 160.0%	9.1	+ 78.4%	+ 83.1%	36	- 5.3%	+ 28.6%
\$300,001 and Above	81	- 27.0%	+ 42.1%	4.1	- 2.4%	+ 13.0%	23	- 36.1%	+ 4.5%
Total	1,287	- 7.1%	+ 50.4%	8.6	+ 13.2%	+ 29.5%	169	- 24.9%	+ 9.7%

### Showings

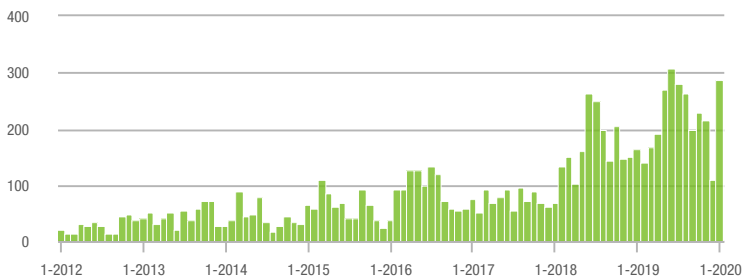
\$100,000 and Below



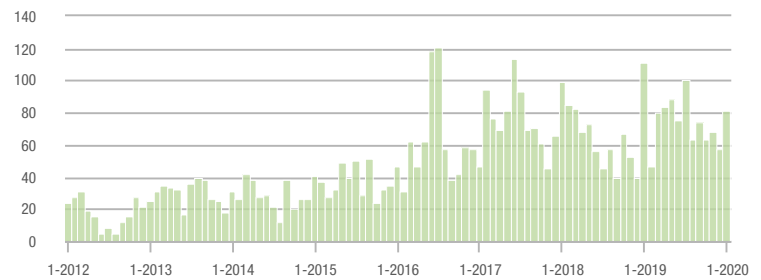
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

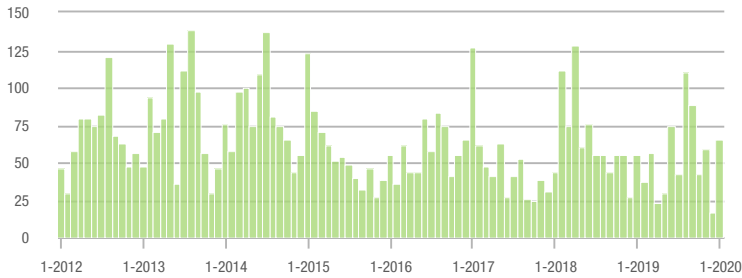


## Lake Norman

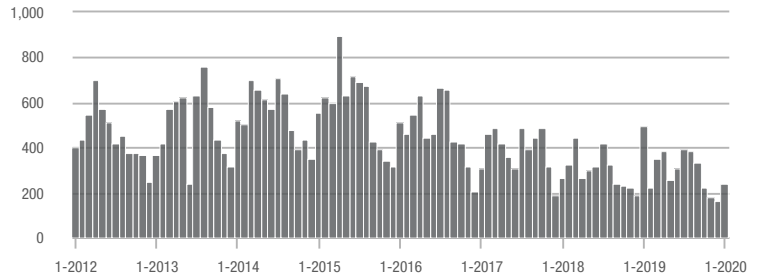
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	66	+ 20.0%	+ 288.2%	1.5	- 6.3%	+ 443.2%	94	- 18.3%	- 2.1%
\$100,001 to \$200,000	236	- 52.7%	+ 46.6%	5.8	- 30.1%	+ 89.6%	62	- 40.4%	- 19.5%
\$200,001 to \$300,000	707	- 10.1%	+ 77.6%	6.4	+ 8.5%	+ 62.7%	143	- 10.6%	+ 3.6%
\$300,001 and Above	3,015	- 8.3%	+ 50.6%	6.0	+ 17.6%	+ 54.6%	591	- 26.5%	- 5.6%
Total	4,024	- 13.1%	+ 56.1%	5.8	+ 9.4%	+ 58.8%	890	- 24.8%	- 5.0%

### Showings

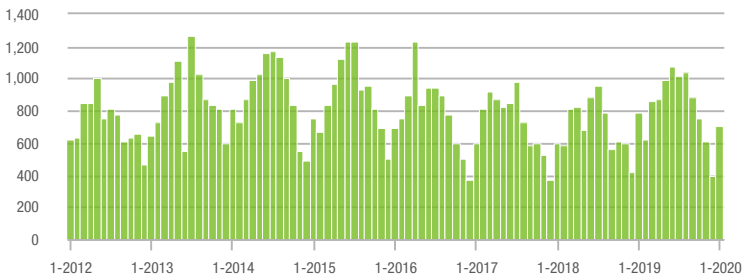
\$100,000 and Below



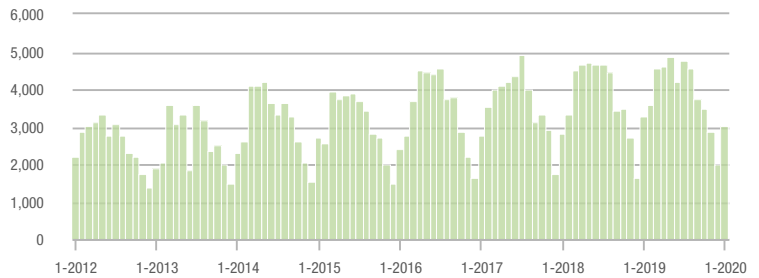
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)



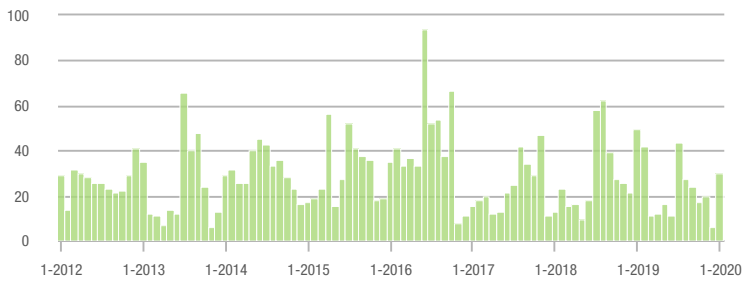


## Lake Wylie

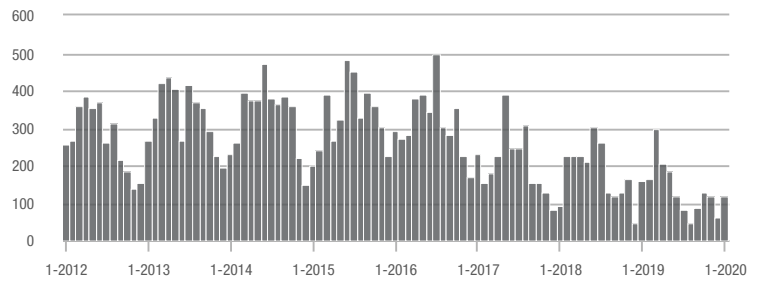
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	30	- 40.0%	+ 400.0%	1.0	- 44.4%	+ 220.0%	39	- 31.6%	- 13.3%
\$100,001 to \$200,000	117	- 25.5%	+ 98.3%	7.1	+ 1.4%	+ 22.3%	32	- 30.4%	+ 10.3%
\$200,001 to \$300,000	518	- 11.1%	+ 21.0%	8.7	+ 8.8%	+ 21.2%	96	- 26.7%	- 5.9%
\$300,001 and Above	1,556	+ 41.8%	+ 52.4%	5.8	+ 28.9%	+ 47.1%	311	- 4.6%	+ 1.3%
Total	2,221	+ 17.7%	+ 46.7%	6.1	+ 17.3%	+ 39.7%	478	- 14.6%	- 1.0%

### Showings

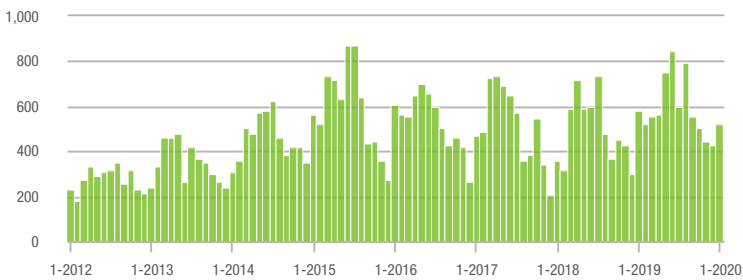
\$100,000 and Below



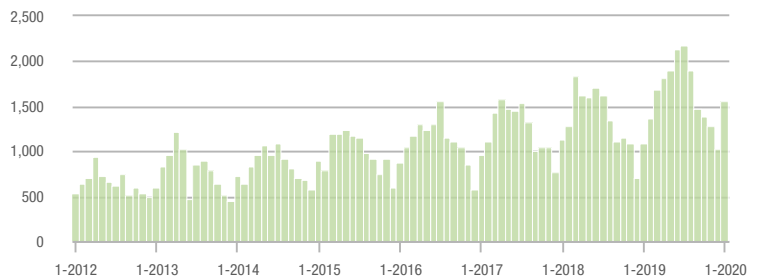
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

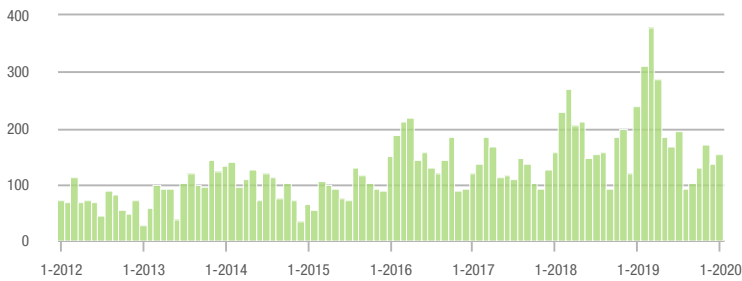


## Lancaster County, SC

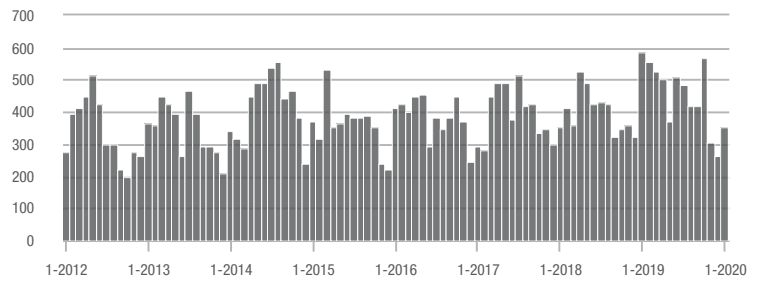
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	154	- 36.1%	+ 11.6%	4.4	+ 10.0%	+ 40.5%	52	- 50.5%	- 18.8%
\$100,001 to \$200,000	353	- 39.6%	+ 33.7%	5.4	- 32.5%	+ 27.3%	80	- 19.2%	0.0%
\$200,001 to \$300,000	860	+ 40.5%	+ 49.8%	7.5	+ 23.0%	+ 35.2%	125	+ 10.6%	+ 5.0%
\$300,001 and Above	942	+ 18.5%	+ 55.2%	5.2	+ 18.2%	+ 35.3%	216	- 1.8%	+ 6.9%
Total	2,309	+ 3.4%	+ 45.9%	5.8	+ 7.4%	+ 35.2%	473	- 11.9%	+ 1.7%

### Showings

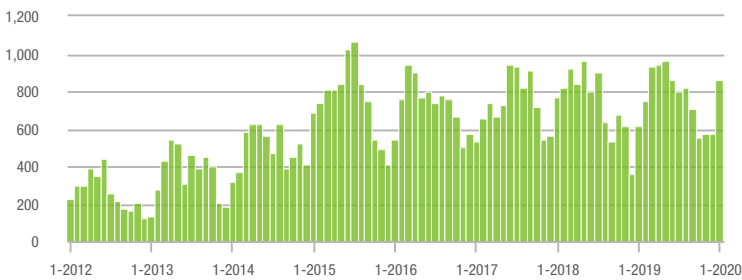
\$100,000 and Below



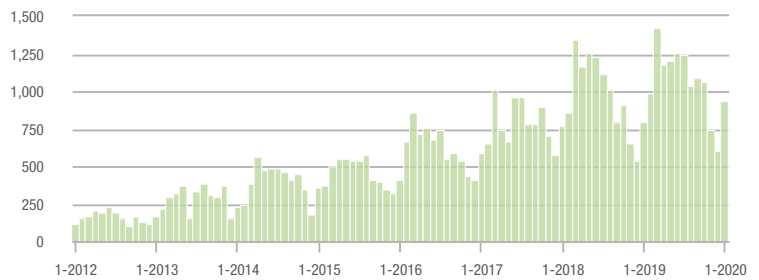
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

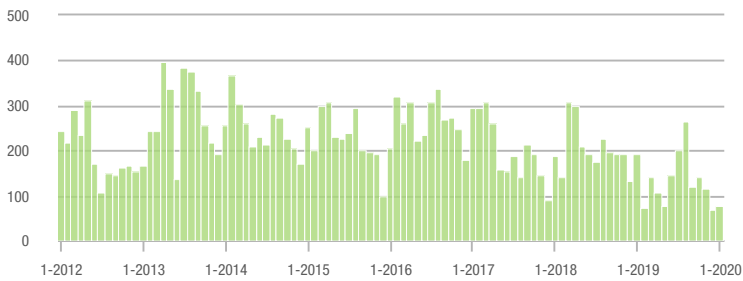


## Lincoln County, NC

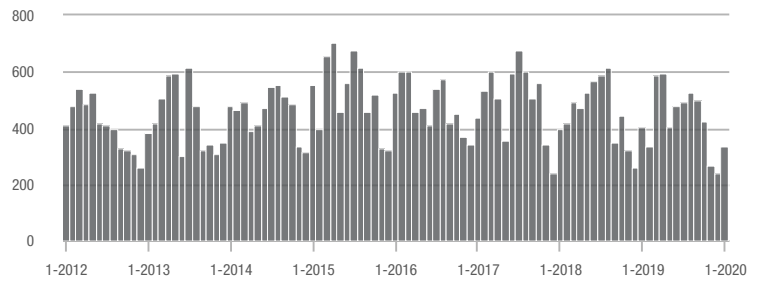
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	76	- 60.4%	+ 11.8%	1.8	- 51.4%	+ 24.0%	87	- 37.9%	- 11.2%
\$100,001 to \$200,000	335	- 17.1%	+ 41.4%	6.7	- 8.2%	+ 62.2%	62	- 21.5%	- 12.7%
\$200,001 to \$300,000	651	+ 52.5%	+ 104.1%	7.5	+ 25.0%	+ 95.7%	99	+ 23.8%	- 1.0%
\$300,001 and Above	843	+ 29.5%	+ 79.4%	5.3	+ 26.2%	+ 99.4%	193	- 14.2%	- 12.3%
Total	1,905	+ 13.8%	+ 74.1%	5.6	+ 9.8%	+ 85.4%	441	- 15.8%	- 9.8%

### Showings

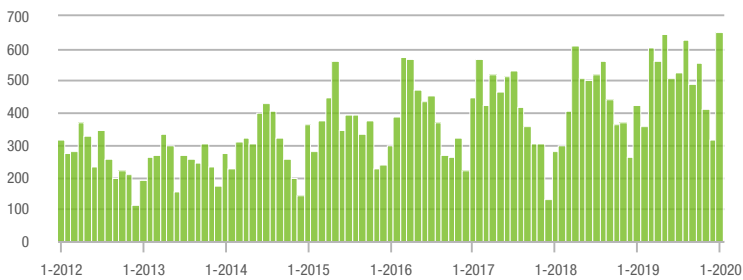
\$100,000 and Below



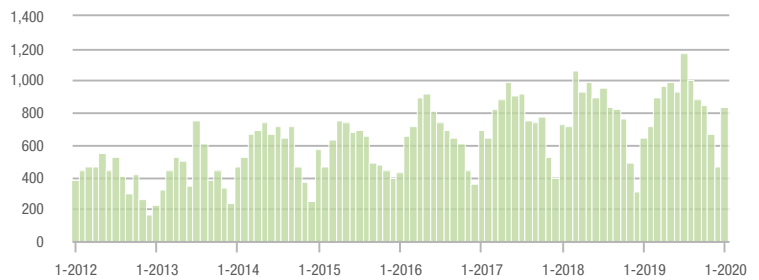
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

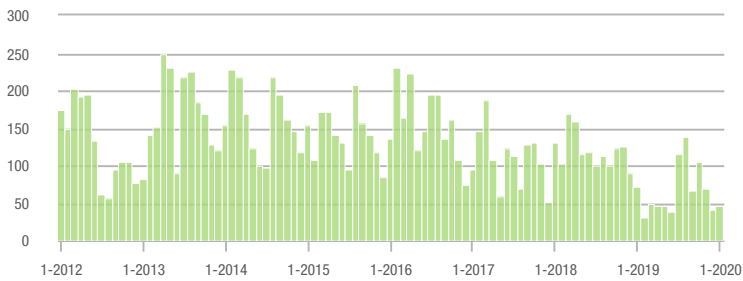


## Lincolnton, NC

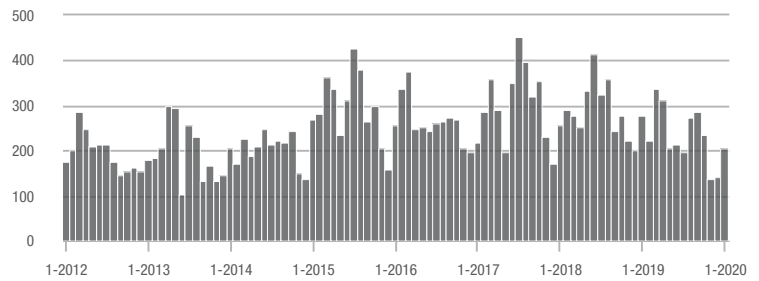
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	45	- 38.4%	+ 12.5%	5.0	- 7.4%	+ 15.4%	20	- 47.4%	- 25.9%
\$100,001 to \$200,000	205	- 26.3%	+ 43.4%	8.4	+ 12.0%	+ 66.0%	26	- 38.1%	- 13.3%
\$200,001 to \$300,000	215	+ 48.3%	+ 64.1%	7.6	+ 31.0%	+ 63.5%	35	+ 29.6%	- 2.8%
\$300,001 and Above	67	+ 48.9%	+ 34.0%	3.9	+ 62.5%	+ 42.3%	18	- 18.2%	- 10.0%
Total	532	- 1.7%	+ 46.2%	6.8	+ 11.5%	+ 55.9%	99	- 23.3%	- 12.4%

### Showings

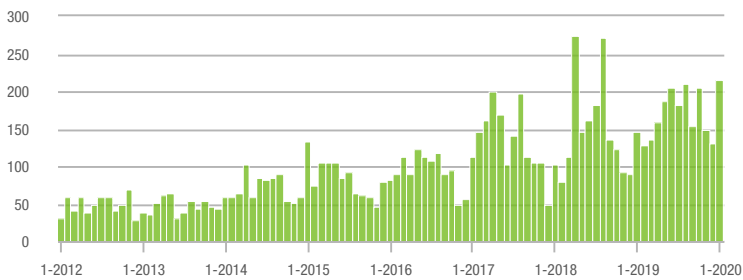
\$100,000 and Below



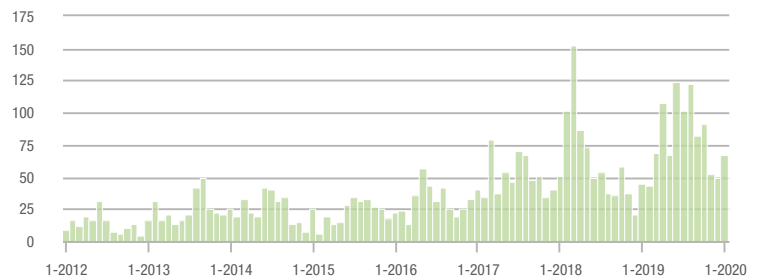
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

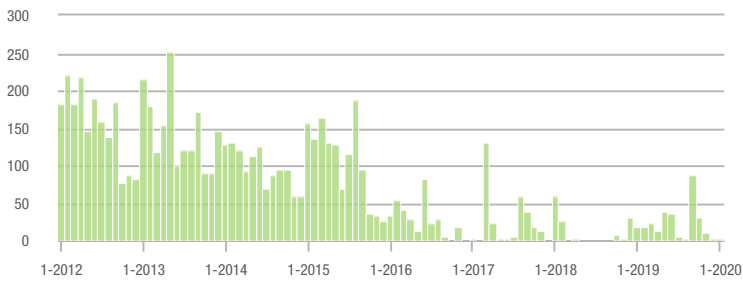


## Matthews, NC

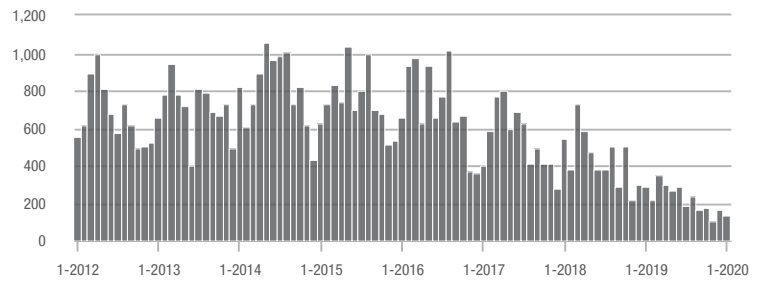
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	2	- 89.5%	- 33.3%	0.0	- 100.0%	- 100.0%	3	- 40.0%	- 50.0%
\$100,001 to \$200,000	133	- 54.3%	- 20.4%	8.6	- 20.4%	- 22.8%	17	- 48.5%	- 5.6%
\$200,001 to \$300,000	953	+ 10.0%	+ 123.2%	16.6	+ 31.7%	+ 73.2%	58	- 19.4%	+ 28.9%
\$300,001 and Above	1,320	+ 33.3%	+ 34.3%	9.8	+ 22.5%	+ 43.4%	145	- 2.0%	- 7.6%
Total	2,408	+ 11.2%	+ 52.4%	11.5	+ 17.3%	+ 50.2%	223	- 13.6%	- 1.3%

### Showings

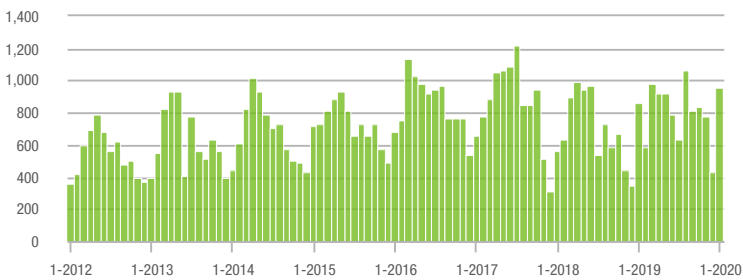
\$100,000 and Below



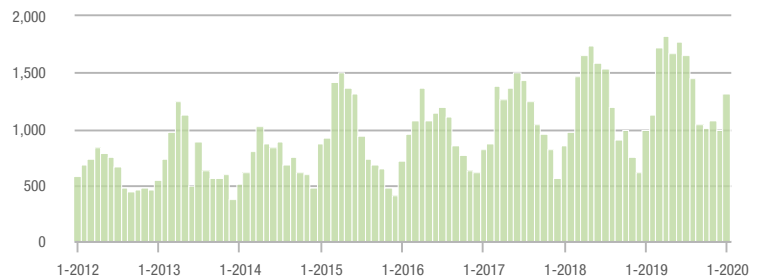
\$100,001 to \$200,000



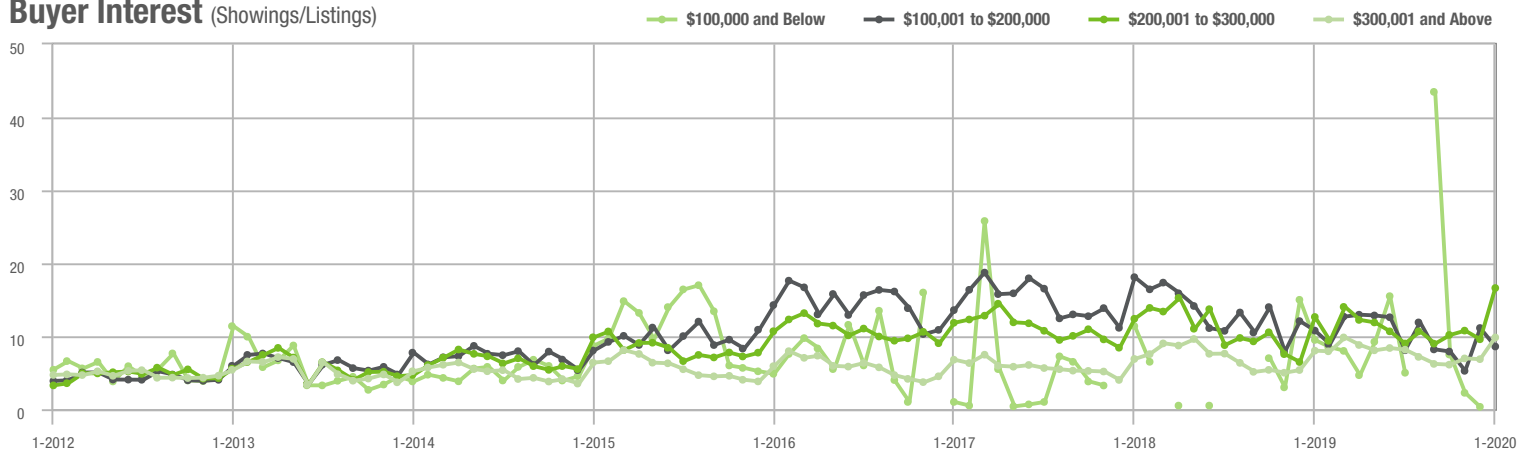
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

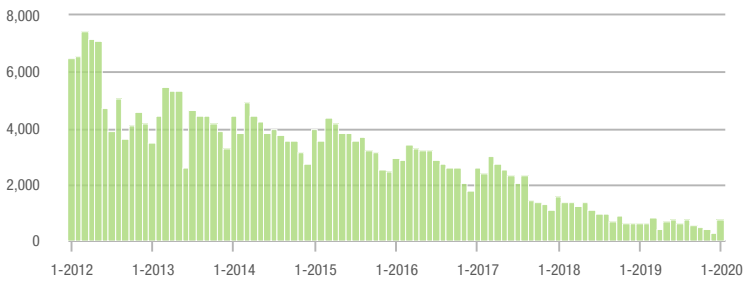


## Mecklenburg County, NC

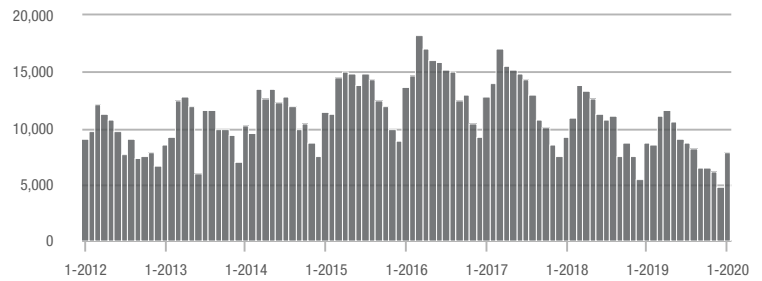
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	732	+ 18.6%	+ 162.4%	10.2	+ 45.7%	+ 156.4%	107	- 24.6%	- 5.3%
\$100,001 to \$200,000	7,925	- 9.9%	+ 62.7%	14.3	+ 26.5%	+ 50.9%	569	- 31.4%	+ 6.8%
\$200,001 to \$300,000	12,239	+ 21.1%	+ 78.9%	12.5	+ 40.4%	+ 66.0%	1,039	- 17.0%	+ 5.1%
\$300,001 and Above	18,720	+ 25.2%	+ 77.4%	9.6	+ 33.3%	+ 71.6%	2,172	- 12.0%	0.0%
Total	39,616	+ 14.9%	+ 75.8%	11.2	+ 31.8%	+ 67.0%	3,887	- 17.2%	+ 2.1%

### Showings

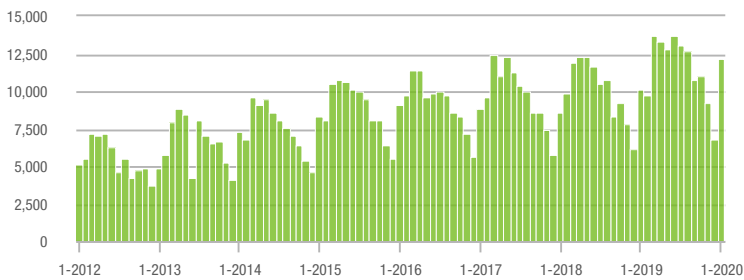
\$100,000 and Below



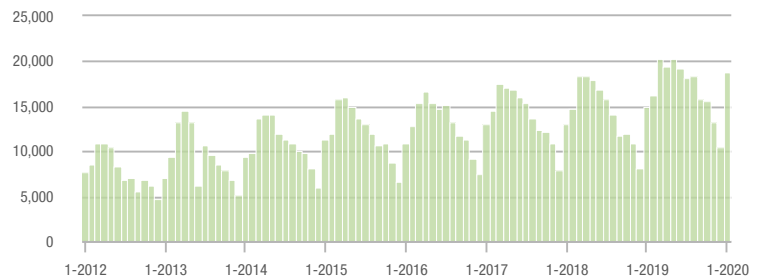
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

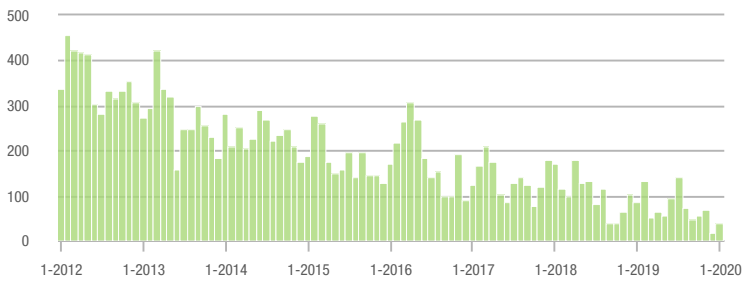


## Monroe, NC

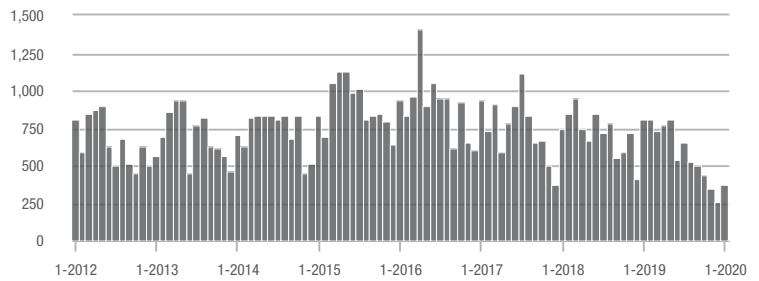
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	39	- 53.6%	+ 143.8%	3.2	- 44.8%	+ 244.7%	22	- 40.5%	- 24.1%
\$100,001 to \$200,000	376	- 53.2%	+ 44.6%	8.5	+ 2.4%	+ 50.7%	51	- 51.9%	- 7.3%
\$200,001 to \$300,000	882	+ 26.2%	+ 55.0%	10.4	+ 57.6%	+ 55.7%	98	- 19.0%	- 1.0%
\$300,001 and Above	327	+ 7.6%	+ 95.8%	5.0	- 9.1%	+ 38.1%	76	- 1.3%	+ 18.8%
Total	1,624	- 14.1%	+ 60.5%	8.0	+ 14.3%	+ 50.2%	247	- 27.6%	0.0%

### Showings

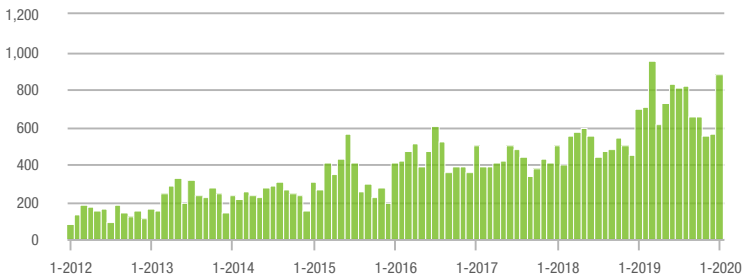
\$100,000 and Below



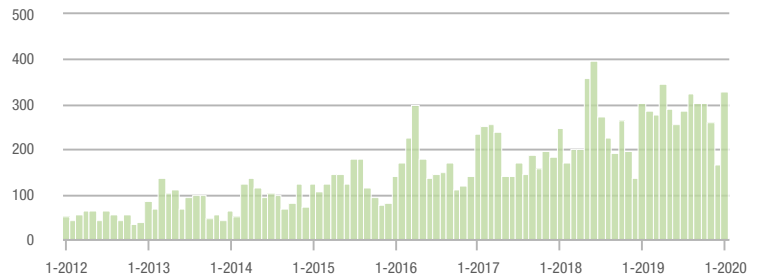
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

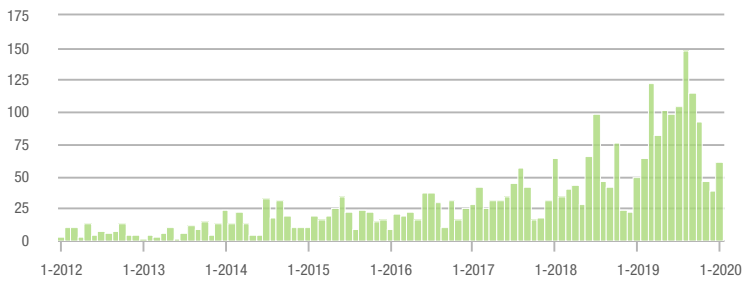


## Montgomery County, NC

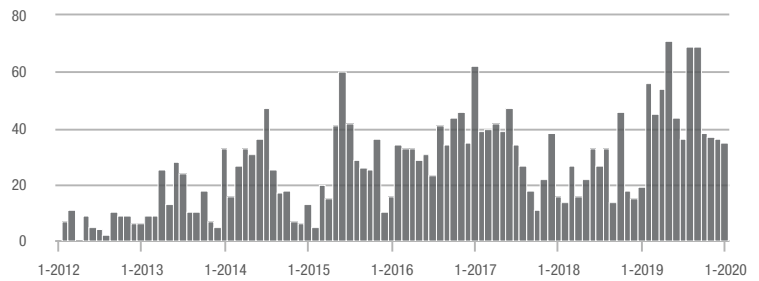
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	61	+ 24.5%	+ 56.4%	1.3	+ 44.4%	+ 100.0%	92	- 3.2%	- 6.1%
\$100,001 to \$200,000	35	+ 84.2%	- 2.8%	1.0	+ 25.0%	- 28.0%	40	- 16.7%	- 7.0%
\$200,001 to \$300,000	53	+ 152.4%	+ 140.9%	2.8	+ 33.3%	+ 122.0%	23	+ 4.5%	0.0%
\$300,001 and Above	161	+ 172.9%	+ 228.6%	4.5	+ 104.5%	+ 225.0%	50	- 3.8%	- 7.4%
Total	310	+ 109.5%	+ 112.3%	2.4	+ 71.4%	+ 124.0%	205	- 5.5%	- 6.0%

### Showings

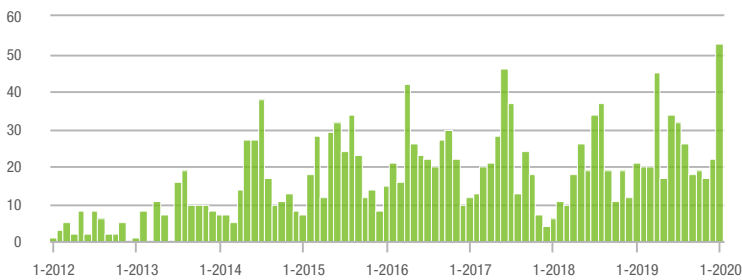
\$100,000 and Below



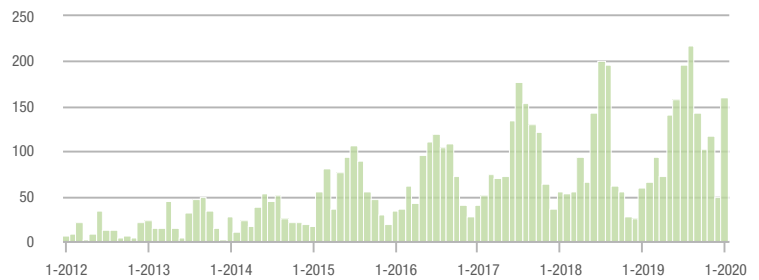
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)



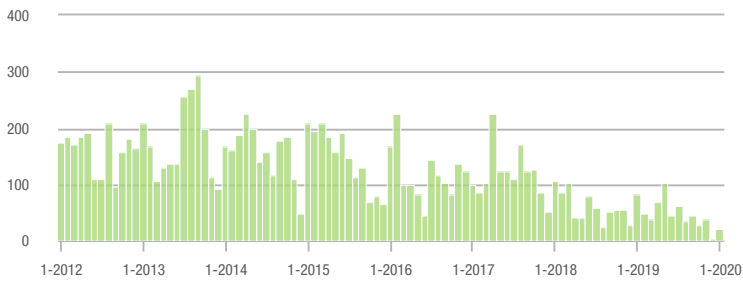


## Mooresville, NC

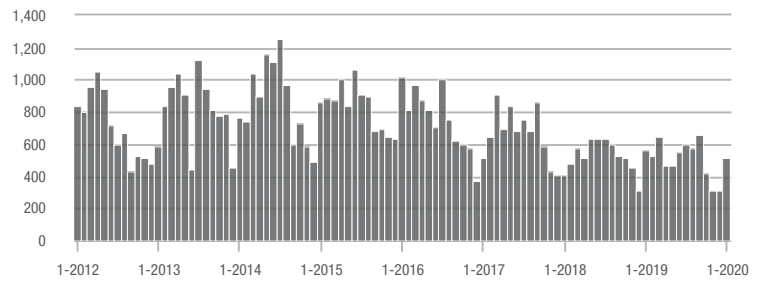
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	19	- 76.5%	+ 533.3%	0.8	- 80.5%	+ 220.0%	41	- 30.5%	+ 2.5%
\$100,001 to \$200,000	516	- 9.2%	+ 66.5%	10.9	+ 26.7%	+ 70.3%	58	- 31.0%	- 7.9%
\$200,001 to \$300,000	777	- 20.8%	+ 39.7%	8.0	+ 27.0%	+ 39.6%	127	- 39.5%	- 0.8%
\$300,001 and Above	2,095	+ 11.4%	+ 62.9%	5.9	+ 18.0%	+ 52.8%	408	- 14.5%	+ 1.7%
Total	3,407	- 3.0%	+ 58.1%	6.6	+ 15.8%	+ 50.5%	634	- 23.6%	+ 0.3%

### Showings

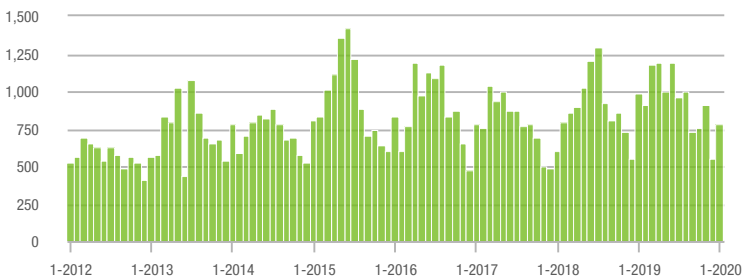
\$100,000 and Below



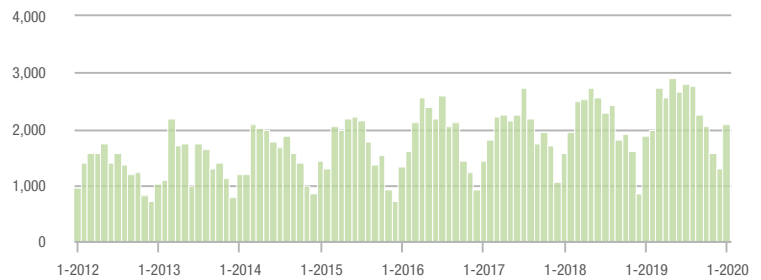
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

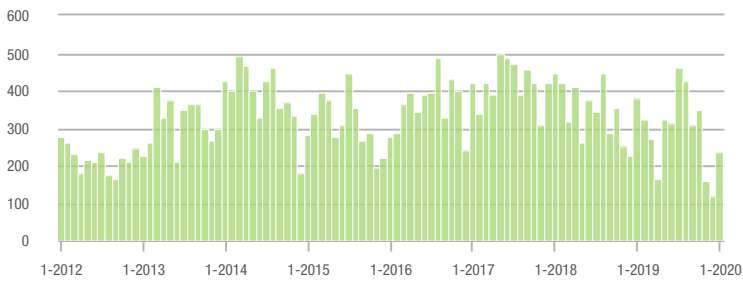


## Rock Hill, SC

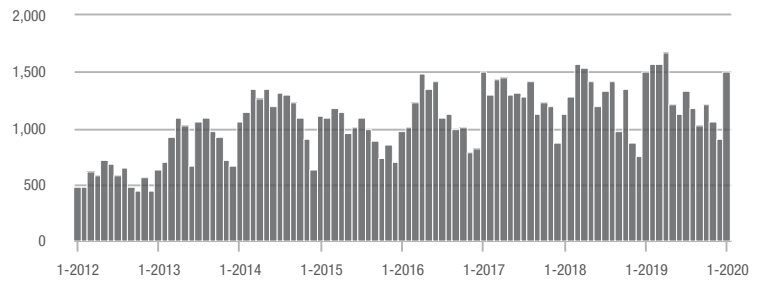
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	235	- 38.5%	+ 97.5%	7.3	- 2.7%	+ 84.3%	49	- 44.3%	+ 2.1%
\$100,001 to \$200,000	1,504	+ 0.4%	+ 66.4%	12.6	0.0%	+ 53.0%	123	0.0%	+ 7.9%
\$200,001 to \$300,000	981	+ 1.9%	+ 64.0%	9.5	+ 17.3%	+ 64.7%	110	- 17.3%	- 1.8%
\$300,001 and Above	514	+ 25.1%	+ 66.3%	6.0	+ 46.3%	+ 90.8%	99	- 25.0%	- 18.2%
Total	3,234	- 0.6%	+ 67.6%	9.6	+ 14.3%	+ 69.1%	381	- 20.0%	- 3.5%

### Showings

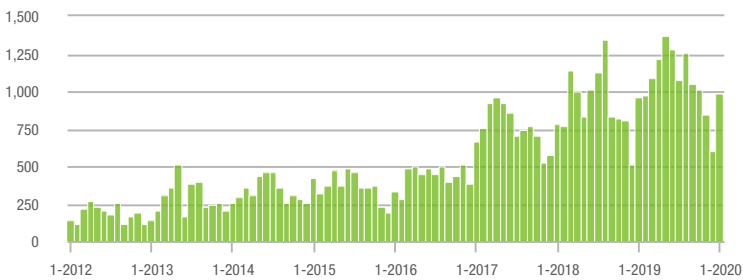
\$100,000 and Below



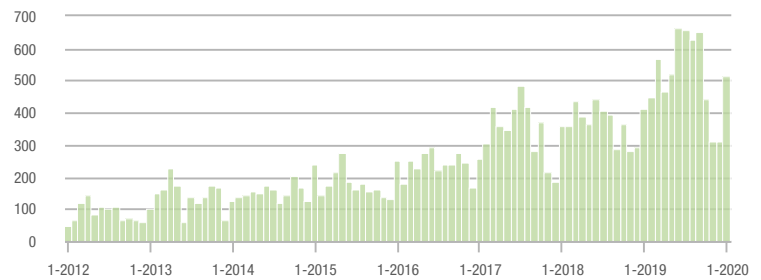
\$100,001 to \$200,000



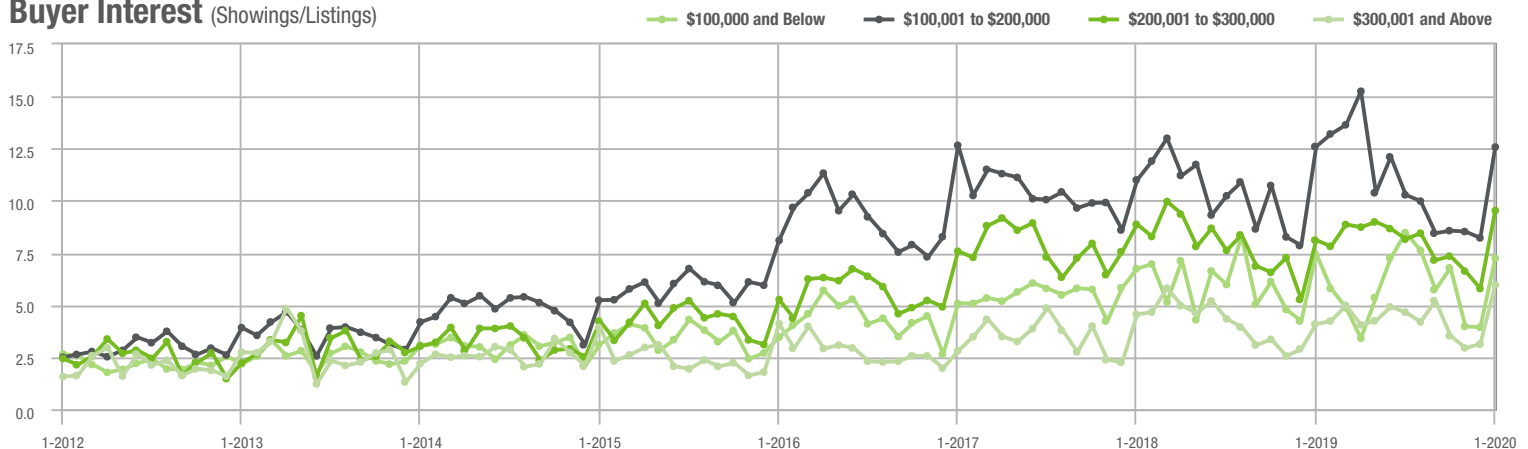
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

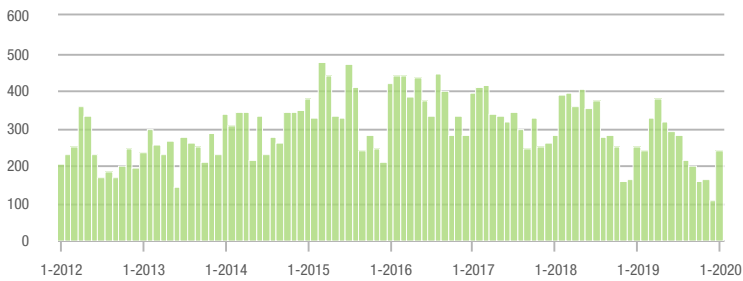


## Salisbury, NC

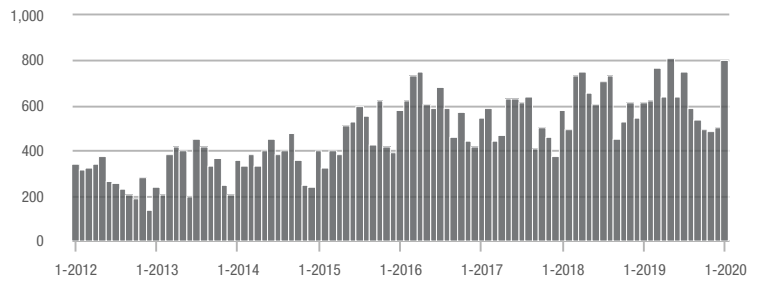
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	242	- 3.2%	+ 120.0%	4.8	+ 33.3%	+ 132.8%	71	- 36.6%	- 9.0%
\$100,001 to \$200,000	806	+ 31.1%	+ 60.2%	9.5	+ 37.7%	+ 66.0%	96	- 14.3%	- 5.9%
\$200,001 to \$300,000	346	+ 62.4%	+ 97.7%	5.6	+ 64.7%	+ 91.7%	67	- 4.3%	0.0%
\$300,001 and Above	131	- 1.5%	+ 84.5%	3.1	0.0%	+ 81.7%	49	+ 2.1%	- 9.3%
Total	1,525	+ 25.9%	+ 77.5%	6.4	+ 39.1%	+ 80.5%	283	- 17.3%	- 6.0%

### Showings

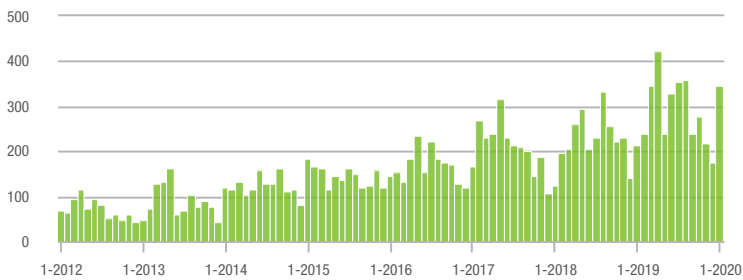
\$100,000 and Below



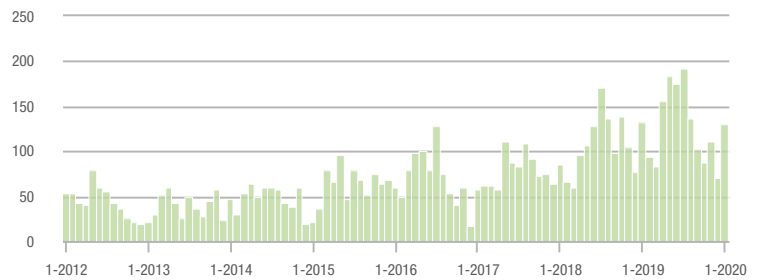
\$100,001 to \$200,000



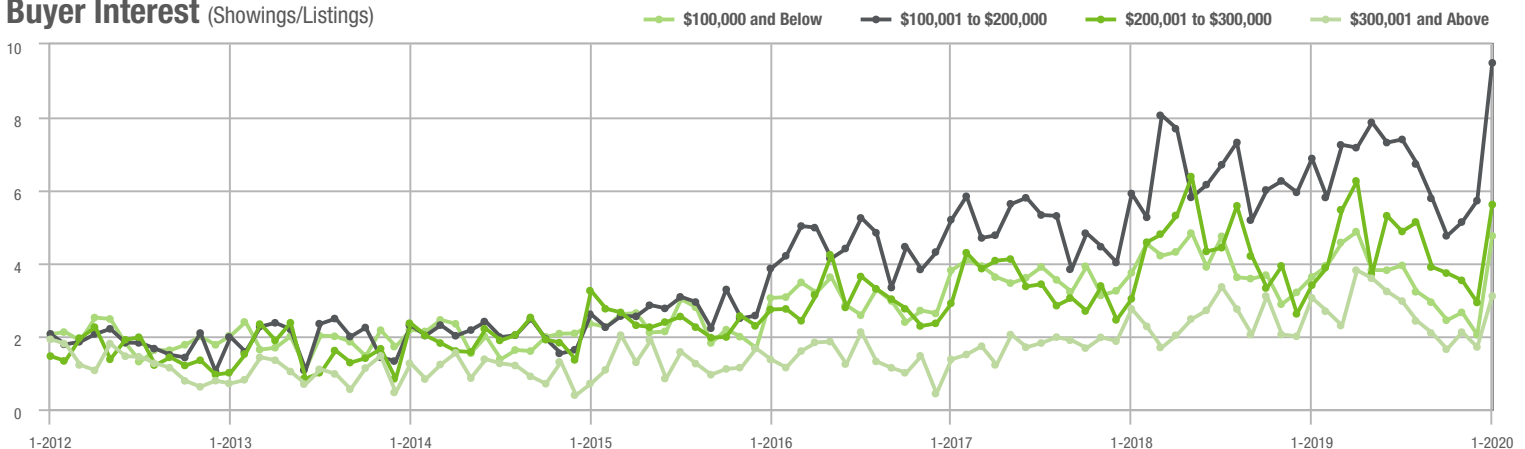
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

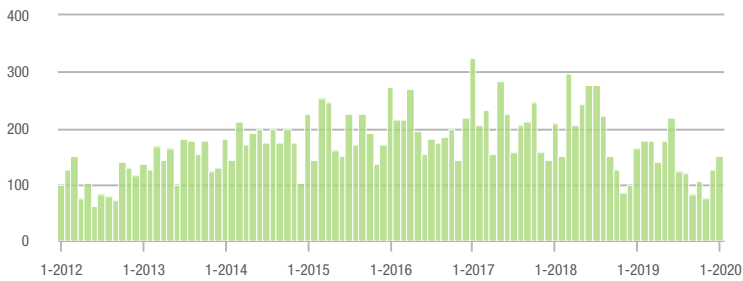


## Stanly County, NC

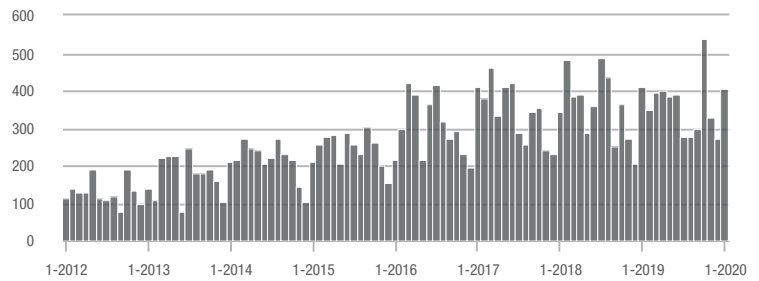
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	150	- 9.1%	+ 18.1%	5.0	+ 51.5%	+ 42.4%	60	- 40.0%	- 15.5%
\$100,001 to \$200,000	406	- 0.7%	+ 48.2%	6.1	+ 13.0%	+ 35.7%	78	- 17.0%	+ 6.8%
\$200,001 to \$300,000	171	+ 11.0%	+ 33.6%	3.8	+ 31.0%	+ 31.0%	57	- 21.9%	- 8.1%
\$300,001 and Above	159	+ 59.0%	+ 82.8%	2.8	+ 33.3%	+ 46.0%	61	- 4.7%	+ 5.2%
Total	886	+ 7.0%	+ 43.8%	4.6	+ 21.1%	+ 37.4%	256	- 22.7%	- 3.0%

### Showings

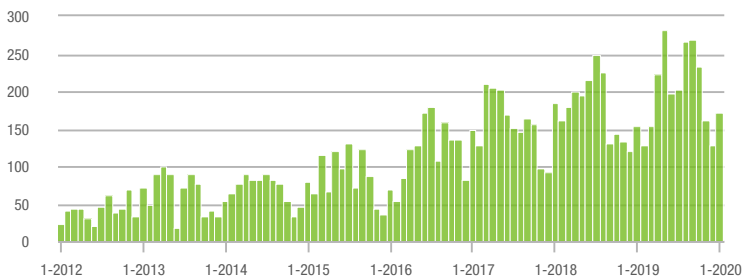
\$100,000 and Below



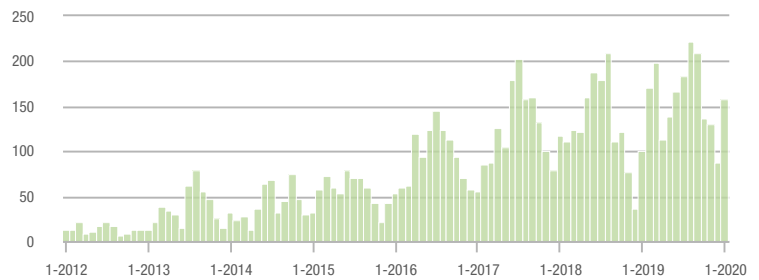
\$100,001 to \$200,000



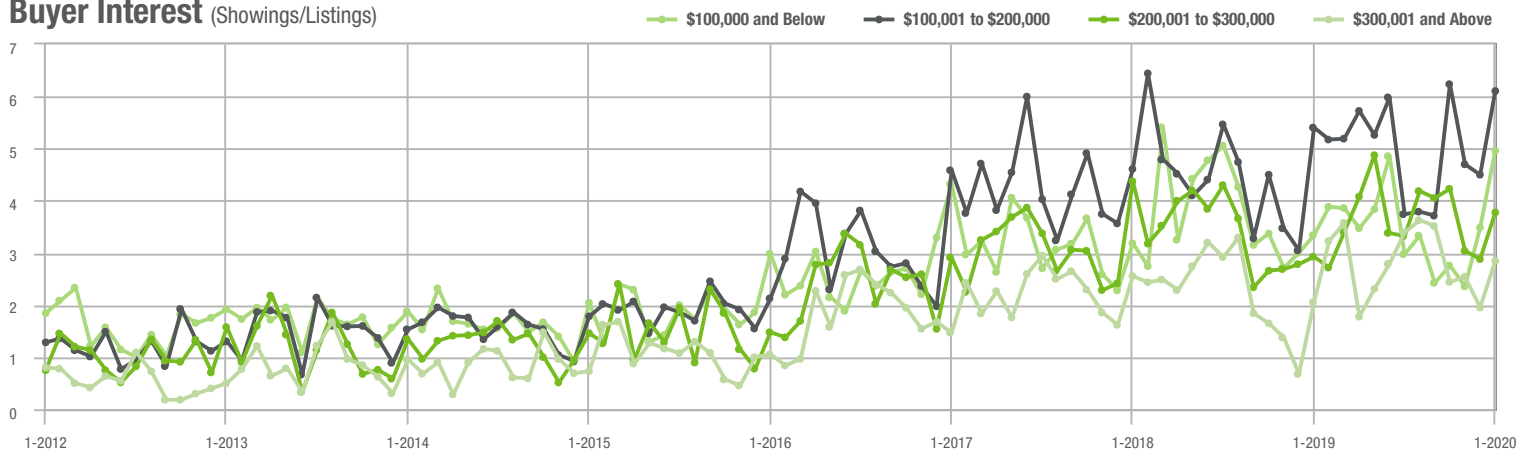
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

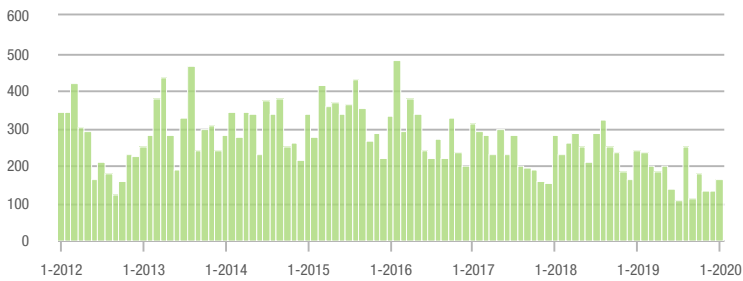


## Statesville, NC

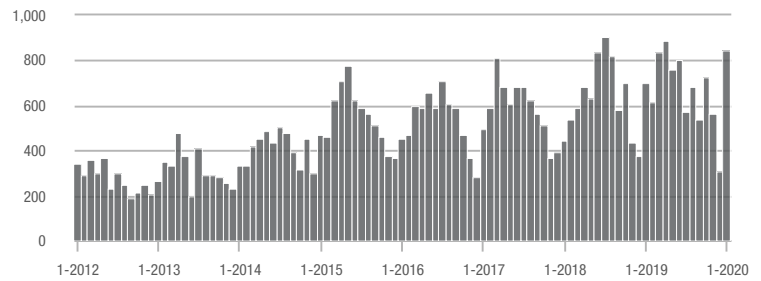
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	164	- 32.2%	+ 25.2%	5.1	+ 24.4%	+ 37.0%	68	- 38.2%	- 9.3%
\$100,001 to \$200,000	845	+ 19.9%	+ 172.6%	9.3	+ 38.8%	+ 87.1%	100	- 28.6%	+ 38.9%
\$200,001 to \$300,000	333	+ 33.2%	+ 77.1%	5.4	+ 25.6%	+ 62.8%	73	- 18.0%	+ 7.4%
\$300,001 and Above	164	+ 43.9%	+ 60.8%	3.8	+ 81.0%	+ 60.9%	52	- 28.8%	- 8.8%
Total	1,506	+ 14.9%	+ 106.0%	6.7	+ 39.6%	+ 79.1%	293	- 28.9%	+ 7.7%

### Showings

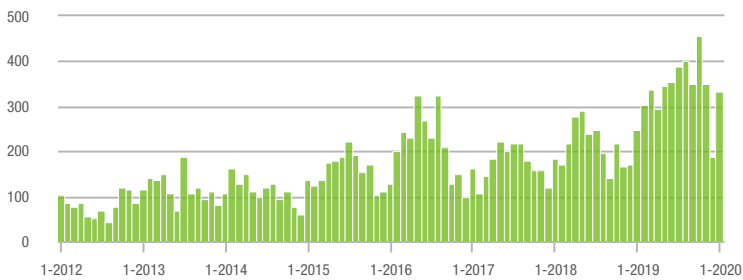
\$100,000 and Below



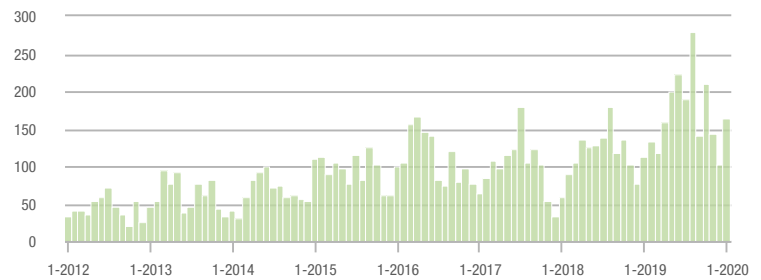
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

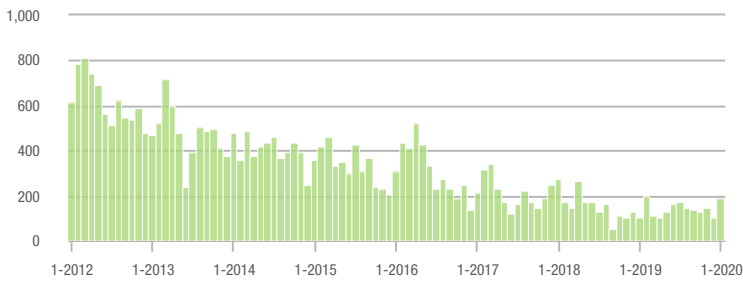


## Union County, NC

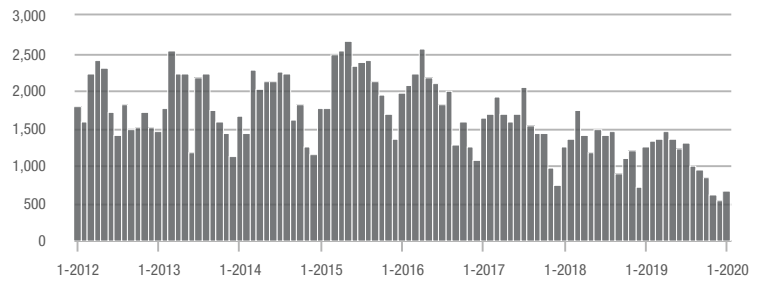
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	186	+ 80.6%	+ 78.8%	3.9	+ 44.4%	+ 112.8%	85	- 6.6%	- 15.0%
\$100,001 to \$200,000	661	- 47.7%	+ 20.8%	7.1	- 14.5%	+ 31.1%	129	- 38.9%	- 12.2%
\$200,001 to \$300,000	2,147	+ 9.9%	+ 55.1%	9.9	+ 28.6%	+ 46.6%	247	- 22.1%	+ 4.2%
\$300,001 and Above	3,587	+ 5.4%	+ 53.1%	7.8	+ 20.0%	+ 45.7%	541	- 22.6%	+ 0.4%
Total	6,581	- 2.1%	+ 50.3%	8.1	+ 15.7%	+ 46.0%	1,002	- 24.0%	- 2.1%

### Showings

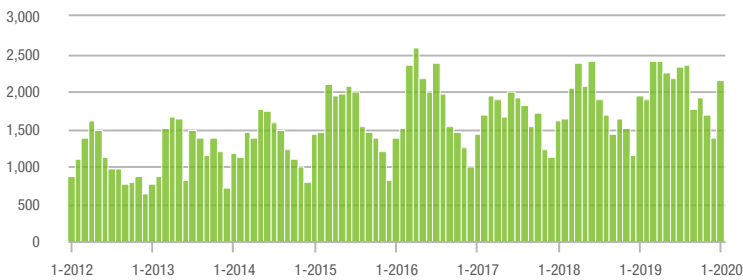
\$100,000 and Below



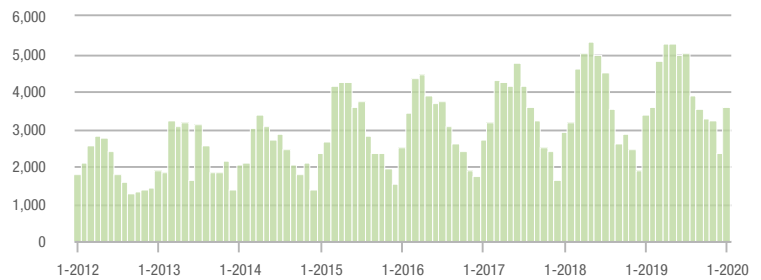
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

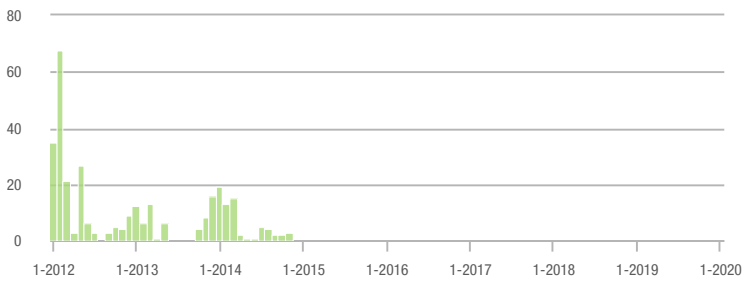


## Uptown Charlotte

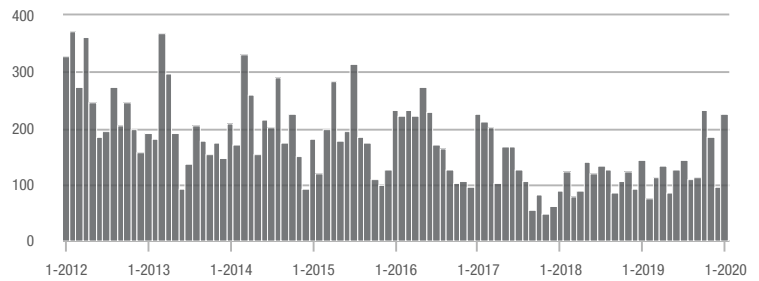
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	0	0.0%	0.0%	0.0	0.0%	0.0%	0	0.0%	0.0%
\$100,001 to \$200,000	226	+ 58.0%	+ 135.4%	16.1	+ 80.9%	+ 169.0%	14	- 12.5%	- 12.5%
\$200,001 to \$300,000	352	+ 97.8%	+ 103.5%	11.0	+ 74.6%	+ 52.6%	32	+ 10.3%	+ 33.3%
\$300,001 and Above	523	+ 93.7%	+ 104.3%	9.2	+ 55.9%	+ 84.2%	59	+ 22.9%	+ 11.3%
Total	1,101	+ 86.3%	+ 109.7%	10.7	+ 62.1%	+ 86.0%	105	+ 12.9%	+ 12.9%

### Showings

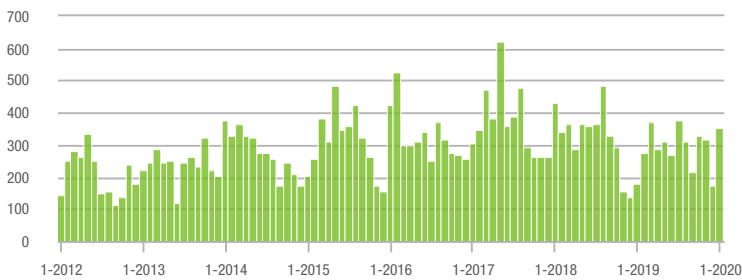
\$100,000 and Below



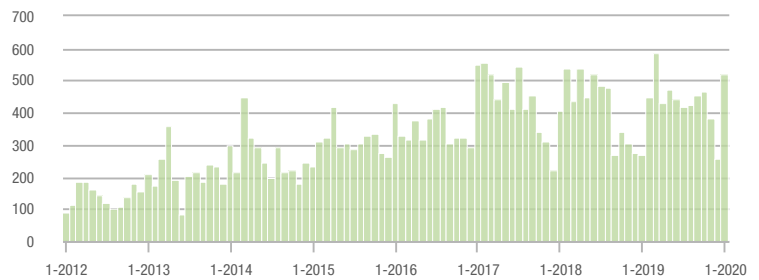
\$100,001 to \$200,000



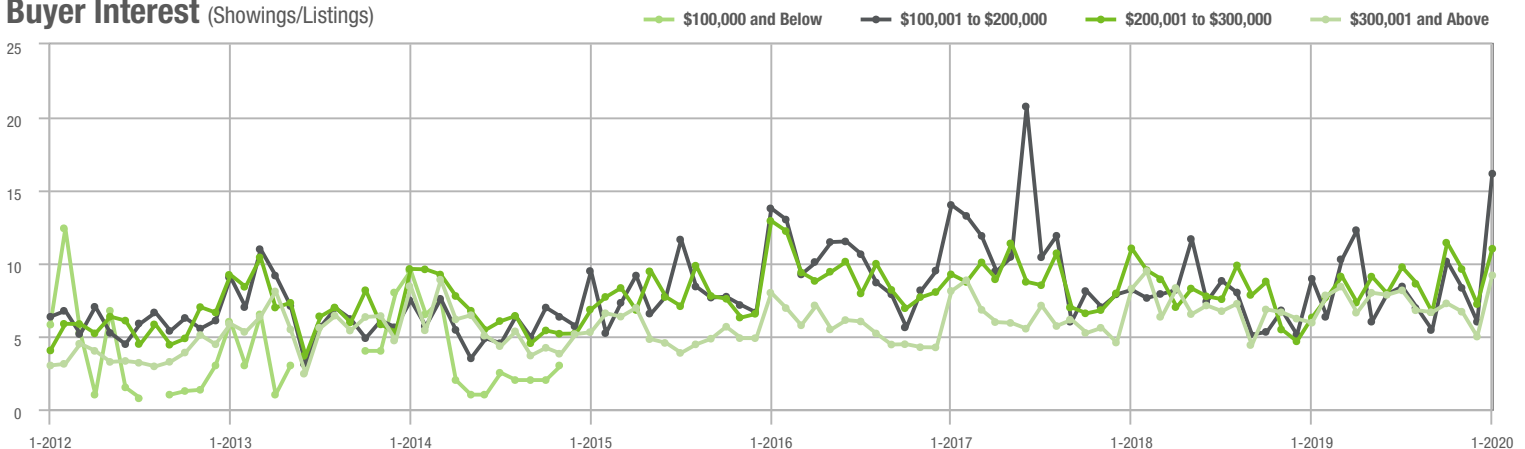
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

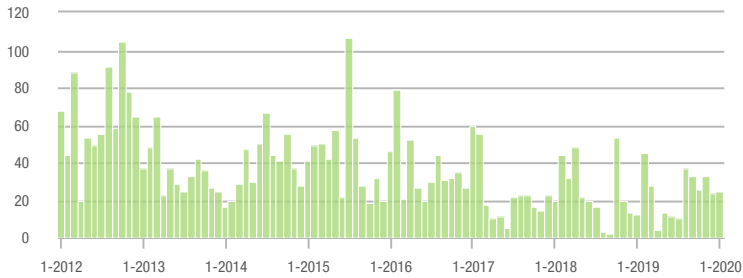


## Waxhaw, NC

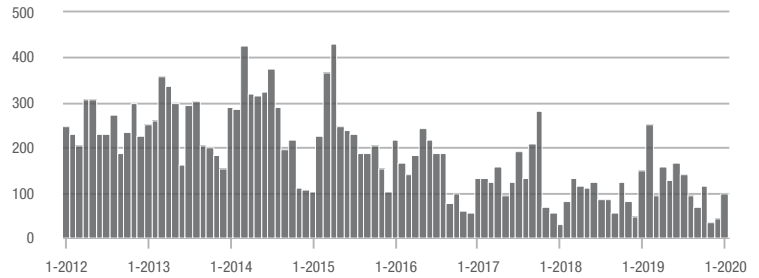
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	25	+ 108.3%	+ 4.2%	1.1	+ 22.2%	+ 29.0%	35	+ 25.0%	- 5.4%
\$100,001 to \$200,000	98	- 34.7%	+ 127.9%	5.5	- 15.4%	+ 141.3%	32	- 30.4%	0.0%
\$200,001 to \$300,000	409	+ 23.2%	+ 69.7%	10.9	+ 43.4%	+ 104.9%	47	- 33.8%	- 14.5%
\$300,001 and Above	1,524	- 10.0%	+ 44.5%	8.1	+ 12.5%	+ 38.3%	210	- 34.4%	+ 1.0%
Total	2,056	- 6.0%	+ 50.8%	7.8	+ 11.4%	+ 50.1%	324	- 30.3%	- 2.4%

### Showings

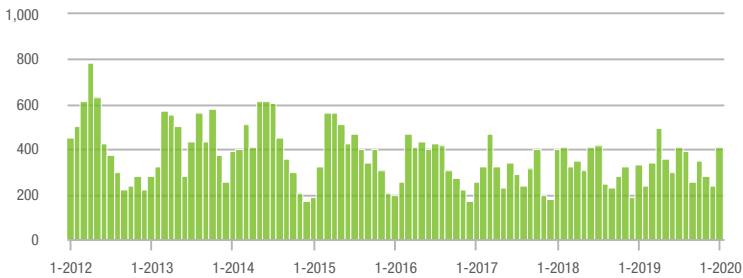
\$100,000 and Below



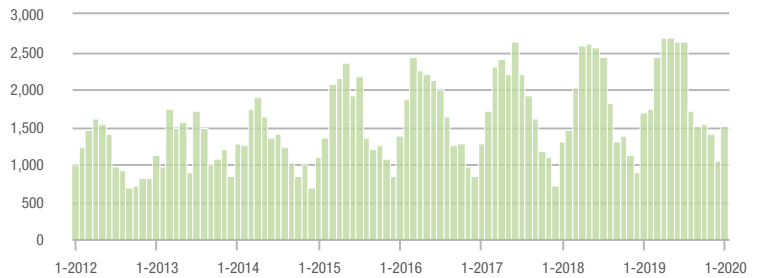
\$100,001 to \$200,000



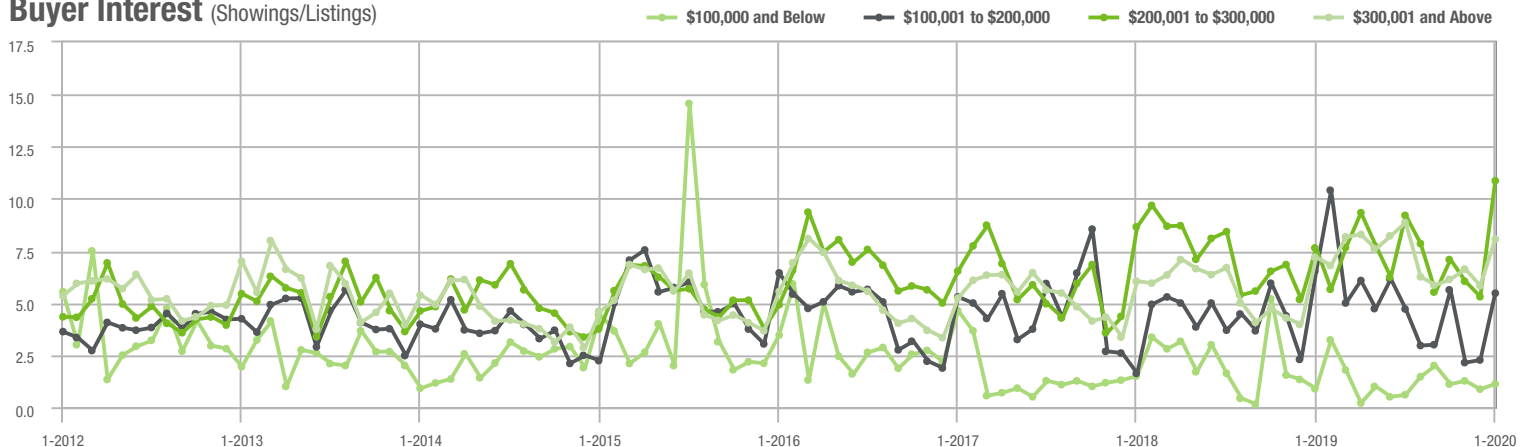
\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)



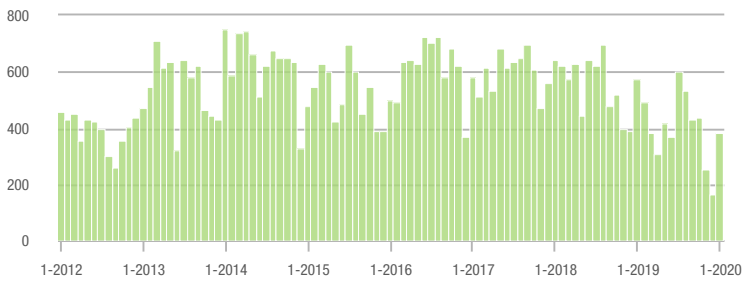


## York County, SC

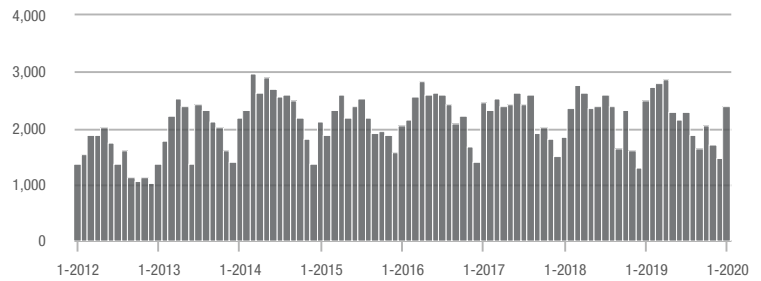
Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change	January 2020	Year-Over-Year Change	Month-Over-Month Change
\$100,000 and Below	383	- 33.3%	+ 132.1%	6.3	+ 14.5%	+ 98.7%	104	- 47.7%	+ 1.0%
\$100,001 to \$200,000	2,382	- 4.9%	+ 61.8%	10.7	- 0.9%	+ 43.5%	246	- 7.2%	+ 9.3%
\$200,001 to \$300,000	2,738	+ 16.0%	+ 75.4%	9.7	+ 24.4%	+ 56.8%	320	- 16.9%	+ 7.7%
\$300,001 and Above	3,267	+ 27.0%	+ 78.8%	6.7	+ 24.1%	+ 71.3%	547	- 8.2%	+ 0.9%
Total	8,770	+ 9.5%	+ 74.5%	8.4	+ 16.7%	+ 60.3%	1,217	- 15.8%	+ 4.3%

### Showings

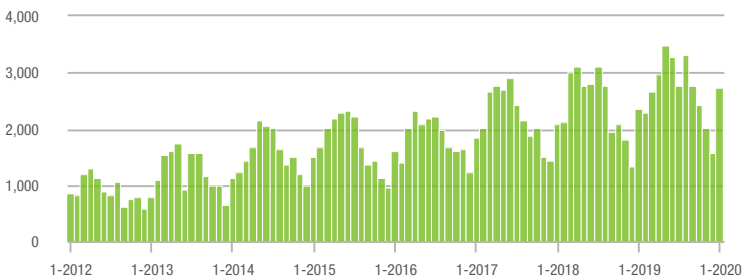
\$100,000 and Below



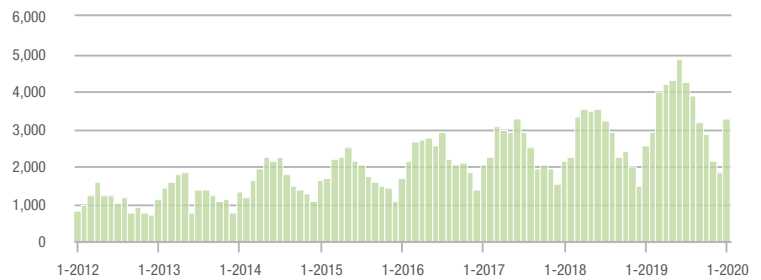
\$100,001 to \$200,000



\$200,001 to \$300,000



\$300,001 and Above



### Buyer Interest (Showings/Listings)

