

Local Market Update for March 2021

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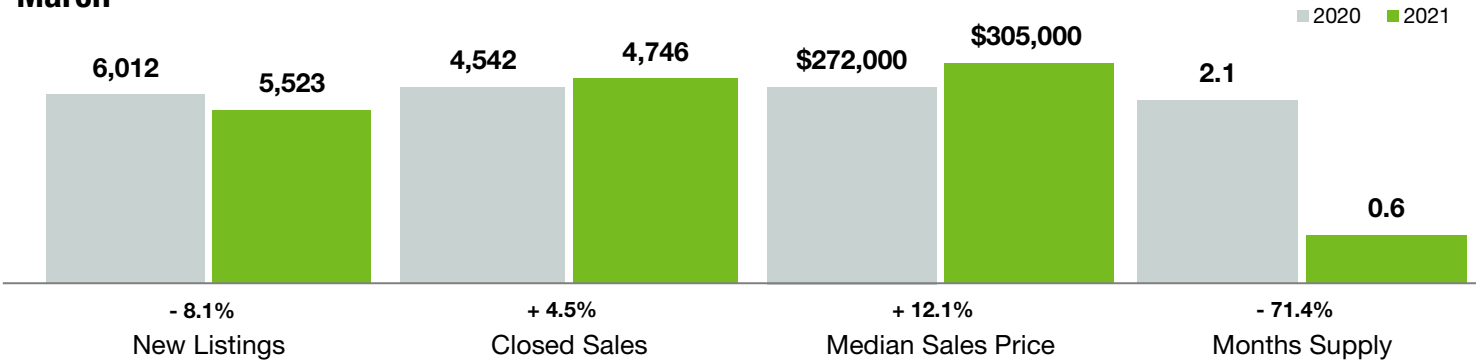
Charlotte Region

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		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	6,012	5,523	- 8.1%	15,454	14,393	- 6.9%
Pending Sales	4,356	5,675	+ 30.3%	12,849	14,845	+ 15.5%
Closed Sales	4,542	4,746	+ 4.5%	10,876	11,906	+ 9.5%
Median Sales Price*	\$272,000	\$305,000	+ 12.1%	\$263,500	\$296,000	+ 12.3%
Average Sales Price*	\$314,987	\$370,706	+ 17.7%	\$307,555	\$352,234	+ 14.5%
Percent of Original List Price Received*	97.3%	100.1%	+ 2.9%	96.8%	99.5%	+ 2.8%
List to Close	96	78	- 18.8%	99	83	- 16.2%
Days on Market Until Sale	46	24	- 47.8%	47	27	- 42.6%
Cumulative Days on Market Until Sale	55	27	- 50.9%	56	30	- 46.4%
Average List Price	\$347,804	\$394,485	+ 13.4%	\$345,497	\$382,825	+ 10.8%
Inventory of Homes for Sale	9,183	2,733	- 70.2%	--	--	--
Months Supply of Inventory	2.1	0.6	- 71.4%	--	--	--

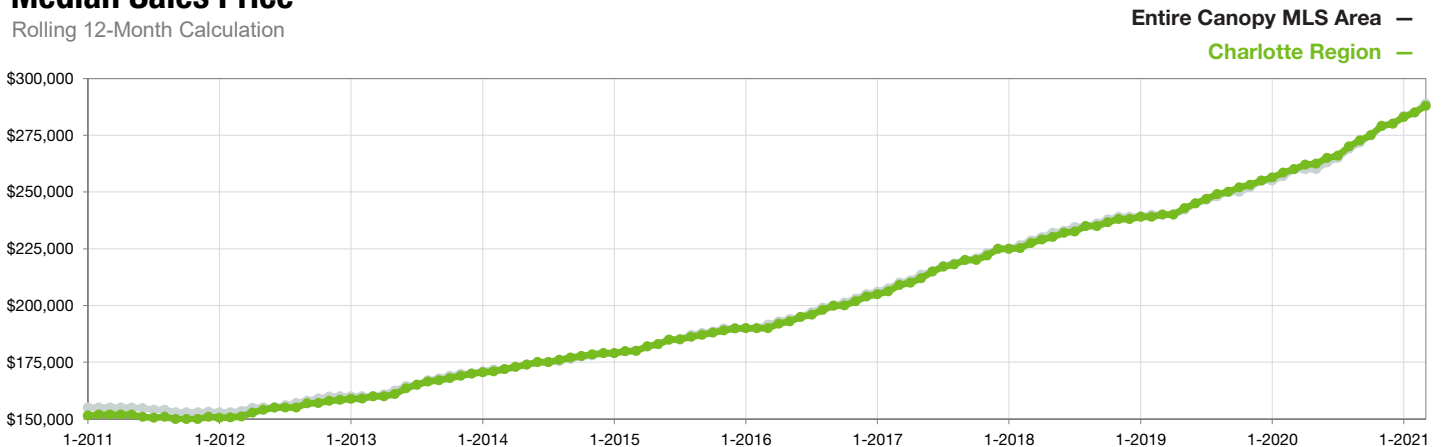
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March



Median Sales Price

Rolling 12-Month Calculation



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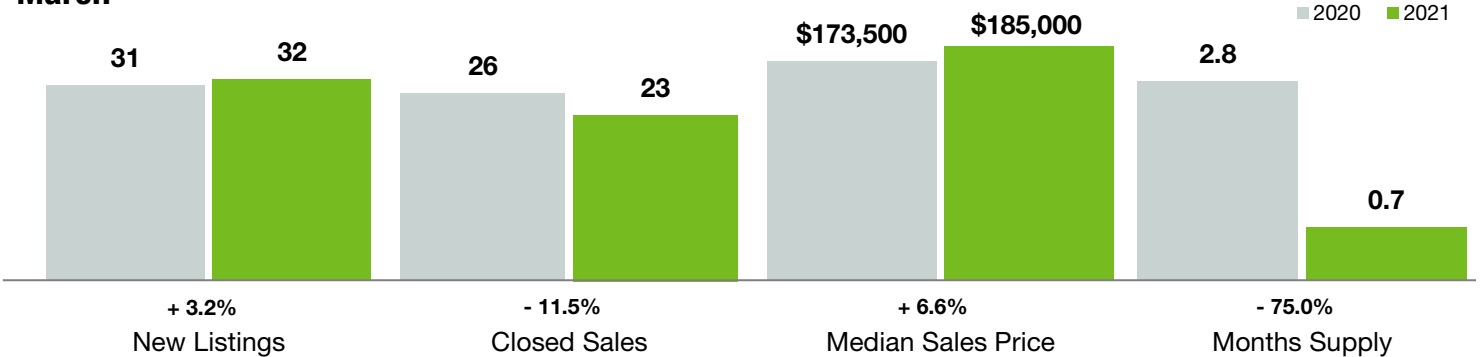
Alexander County

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	31	32	+ 3.2%	86	90	+ 4.7%
Pending Sales	20	43	+ 115.0%	76	99	+ 30.3%
Closed Sales	26	23	- 11.5%	74	61	- 17.6%
Median Sales Price*	\$173,500	\$185,000	+ 6.6%	\$183,500	\$211,000	+ 15.0%
Average Sales Price*	\$217,838	\$226,909	+ 4.2%	\$234,420	\$242,613	+ 3.5%
Percent of Original List Price Received*	96.4%	97.7%	+ 1.3%	95.3%	96.4%	+ 1.2%
List to Close	98	64	- 34.7%	114	75	- 34.2%
Days on Market Until Sale	53	26	- 50.9%	68	29	- 57.4%
Cumulative Days on Market Until Sale	66	26	- 60.6%	90	31	- 65.6%
Average List Price	\$291,035	\$194,984	- 33.0%	\$239,954	\$286,537	+ 19.4%
Inventory of Homes for Sale	66	22	- 66.7%	--	--	--
Months Supply of Inventory	2.8	0.7	- 75.0%	--	--	--

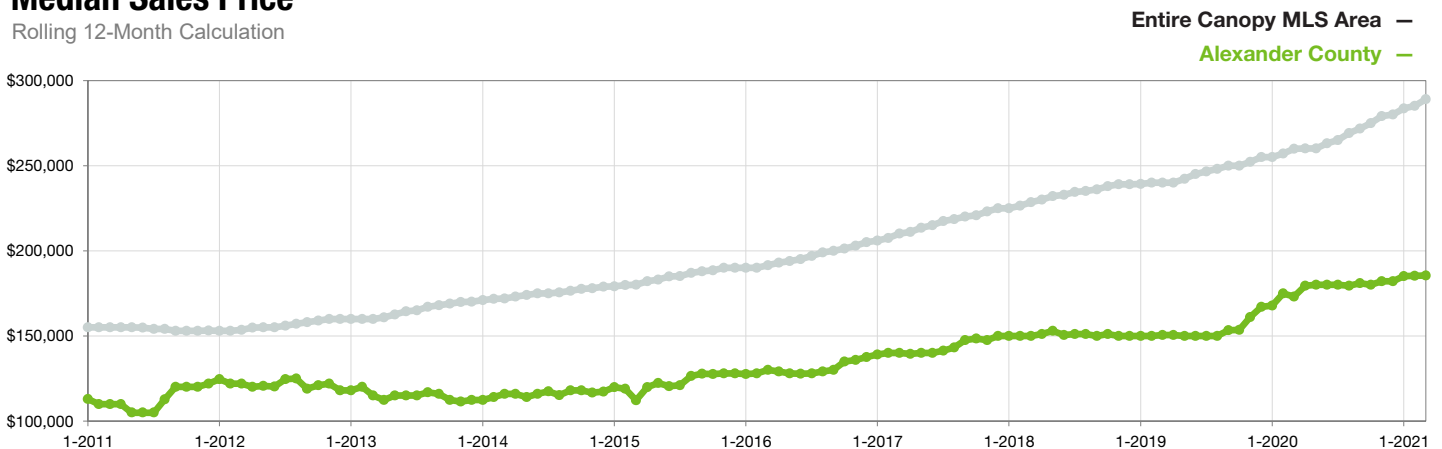
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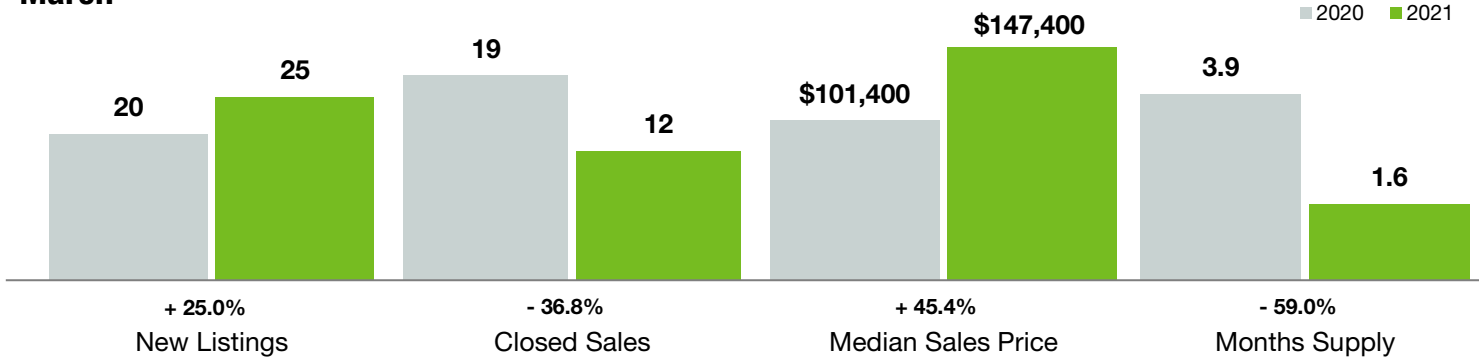
Anson County

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	20	25	+ 25.0%	40	50	+ 25.0%
Pending Sales	14	25	+ 78.6%	43	44	+ 2.3%
Closed Sales	19	12	- 36.8%	31	28	- 9.7%
Median Sales Price*	\$101,400	\$147,400	+ 45.4%	\$133,000	\$129,900	- 2.3%
Average Sales Price*	\$116,639	\$141,550	+ 21.4%	\$130,882	\$133,263	+ 1.8%
Percent of Original List Price Received*	90.8%	92.4%	+ 1.8%	91.3%	93.7%	+ 2.6%
List to Close	203	163	- 19.7%	187	118	- 36.9%
Days on Market Until Sale	150	102	- 32.0%	127	64	- 49.6%
Cumulative Days on Market Until Sale	150	102	- 32.0%	137	66	- 51.8%
Average List Price	\$190,320	\$148,348	- 22.1%	\$162,282	\$139,379	- 14.1%
Inventory of Homes for Sale	47	19	- 59.6%	--	--	--
Months Supply of Inventory	3.9	1.6	- 59.0%	--	--	--

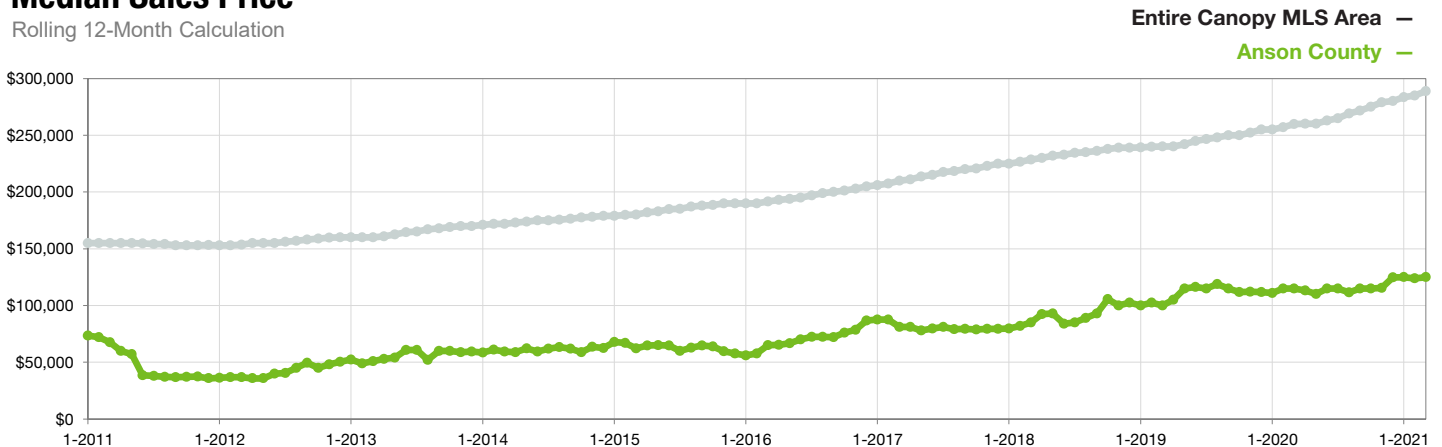
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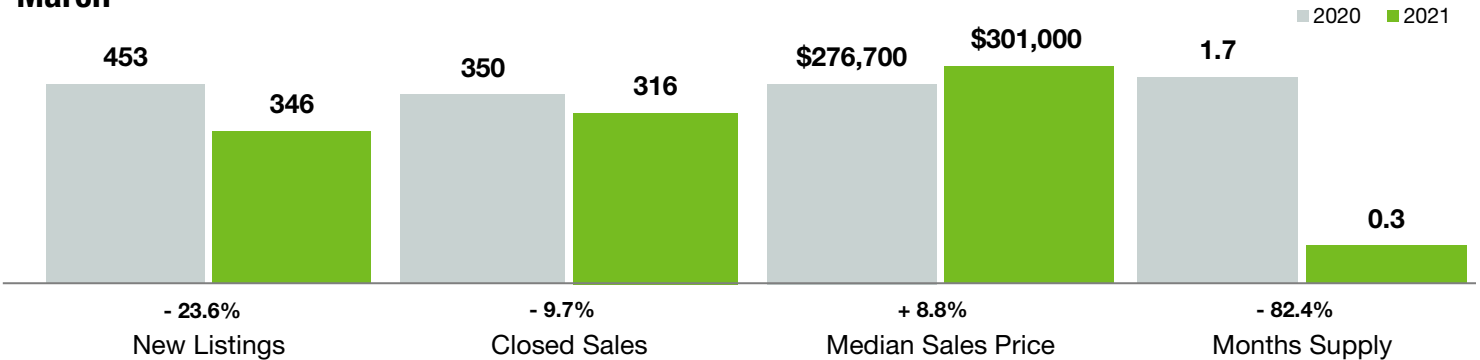
Cabarrus County

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	453	346	- 23.6%	1,147	972	- 15.3%
Pending Sales	313	362	+ 15.7%	951	1,003	+ 5.5%
Closed Sales	350	316	- 9.7%	850	854	+ 0.5%
Median Sales Price*	\$276,700	\$301,000	+ 8.8%	\$255,363	\$287,000	+ 12.4%
Average Sales Price*	\$287,818	\$322,835	+ 12.2%	\$274,992	\$303,585	+ 10.4%
Percent of Original List Price Received*	96.8%	99.9%	+ 3.2%	97.0%	99.4%	+ 2.5%
List to Close	100	67	- 33.0%	98	71	- 27.6%
Days on Market Until Sale	48	21	- 56.3%	46	20	- 56.5%
Cumulative Days on Market Until Sale	59	22	- 62.7%	58	21	- 63.8%
Average List Price	\$301,435	\$323,749	+ 7.4%	\$297,431	\$318,002	+ 6.9%
Inventory of Homes for Sale	572	110	- 80.8%	--	--	--
Months Supply of Inventory	1.7	0.3	- 82.4%	--	--	--

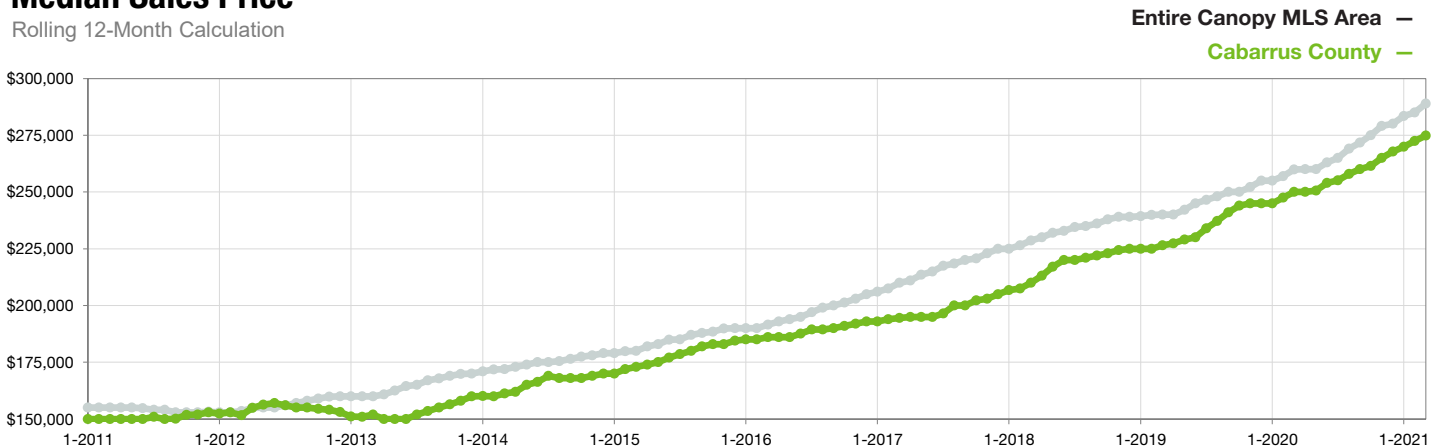
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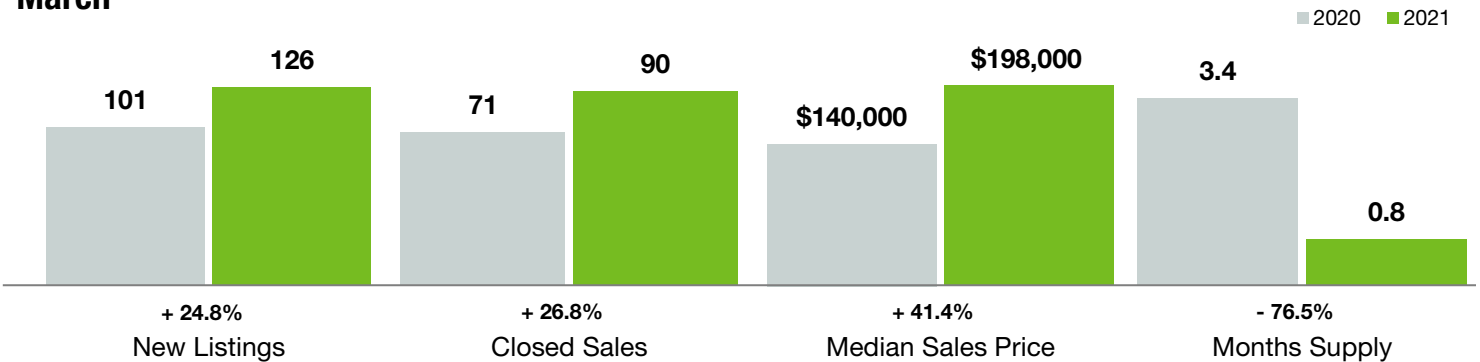
Cleveland County

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	101	126	+ 24.8%	256	329	+ 28.5%
Pending Sales	79	118	+ 49.4%	195	330	+ 69.2%
Closed Sales	71	90	+ 26.8%	148	256	+ 73.0%
Median Sales Price*	\$140,000	\$198,000	+ 41.4%	\$147,500	\$184,000	+ 24.7%
Average Sales Price*	\$155,546	\$214,966	+ 38.2%	\$166,044	\$205,681	+ 23.9%
Percent of Original List Price Received*	95.0%	96.8%	+ 1.9%	93.9%	96.8%	+ 3.1%
List to Close	96	82	- 14.6%	97	78	- 19.6%
Days on Market Until Sale	52	27	- 48.1%	50	26	- 48.0%
Cumulative Days on Market Until Sale	55	28	- 49.1%	54	29	- 46.3%
Average List Price	\$173,381	\$232,456	+ 34.1%	\$184,310	\$219,649	+ 19.2%
Inventory of Homes for Sale	182	75	- 58.8%	--	--	--
Months Supply of Inventory	3.4	0.8	- 76.5%	--	--	--

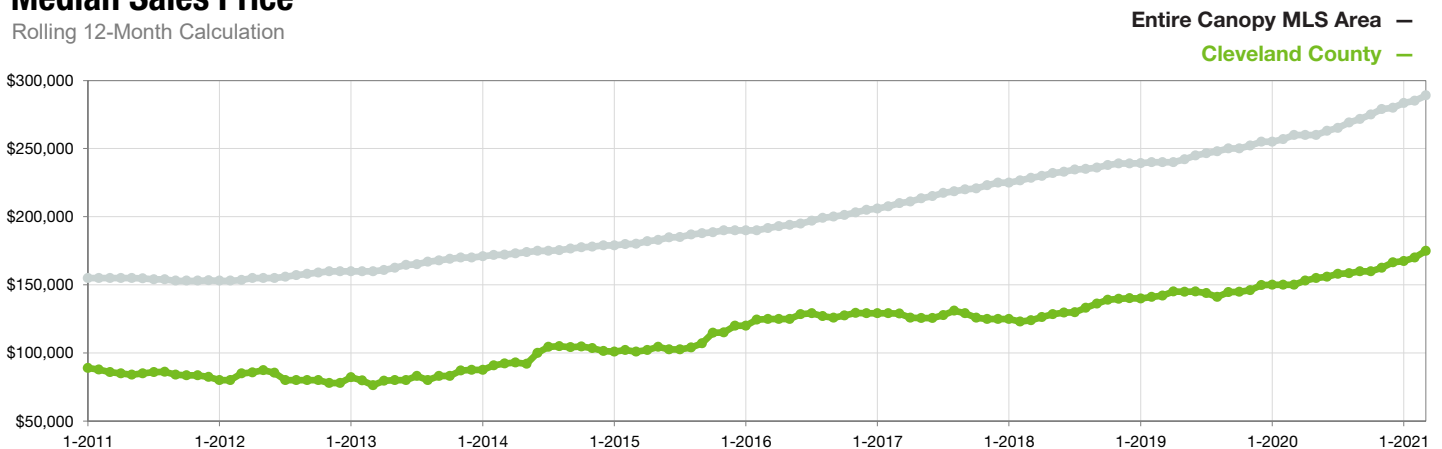
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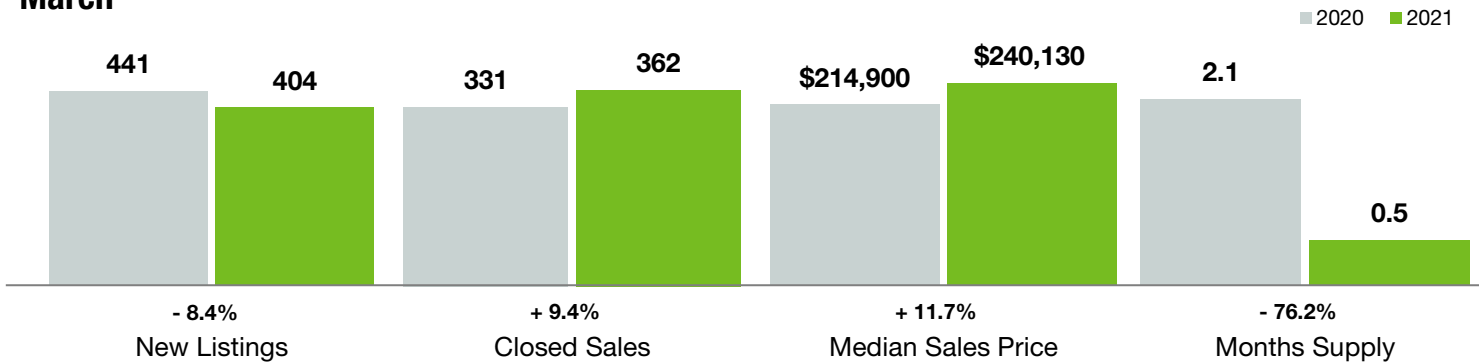
Gaston County

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	441	404	- 8.4%	1,101	1,055	- 4.2%
Pending Sales	305	407	+ 33.4%	924	1,093	+ 18.3%
Closed Sales	331	362	+ 9.4%	852	916	+ 7.5%
Median Sales Price*	\$214,900	\$240,130	+ 11.7%	\$209,500	\$232,000	+ 10.7%
Average Sales Price*	\$241,942	\$265,687	+ 9.8%	\$237,695	\$255,576	+ 7.5%
Percent of Original List Price Received*	97.0%	99.3%	+ 2.4%	96.5%	99.2%	+ 2.8%
List to Close	96	82	- 14.6%	102	86	- 15.7%
Days on Market Until Sale	44	24	- 45.5%	44	27	- 38.6%
Cumulative Days on Market Until Sale	50	24	- 52.0%	50	28	- 44.0%
Average List Price	\$234,353	\$268,806	+ 14.7%	\$232,394	\$271,514	+ 16.8%
Inventory of Homes for Sale	663	184	- 72.2%	--	--	--
Months Supply of Inventory	2.1	0.5	- 76.2%	--	--	--

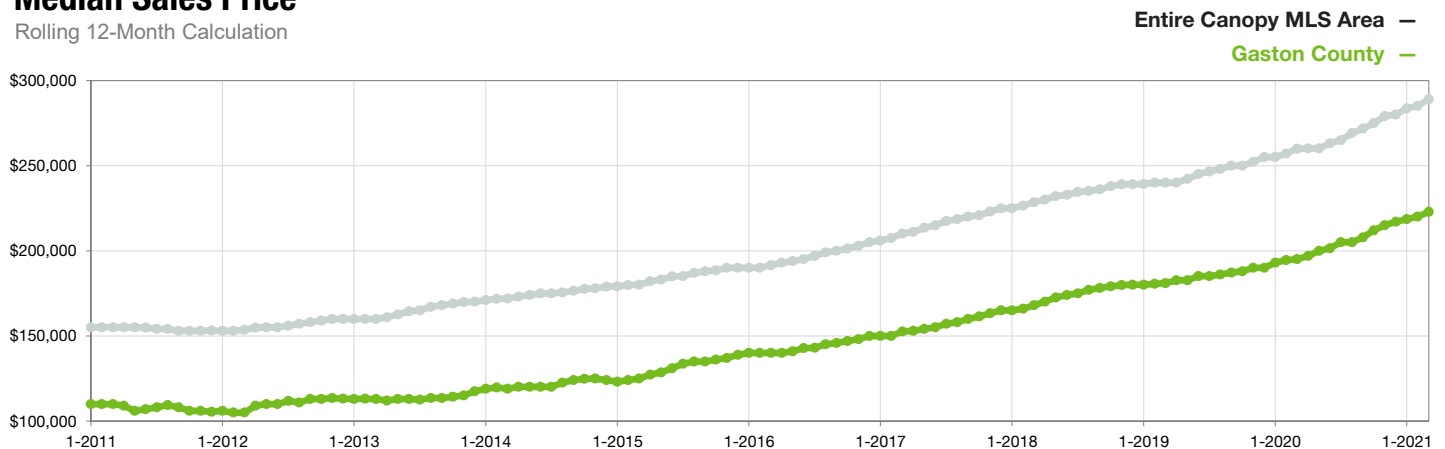
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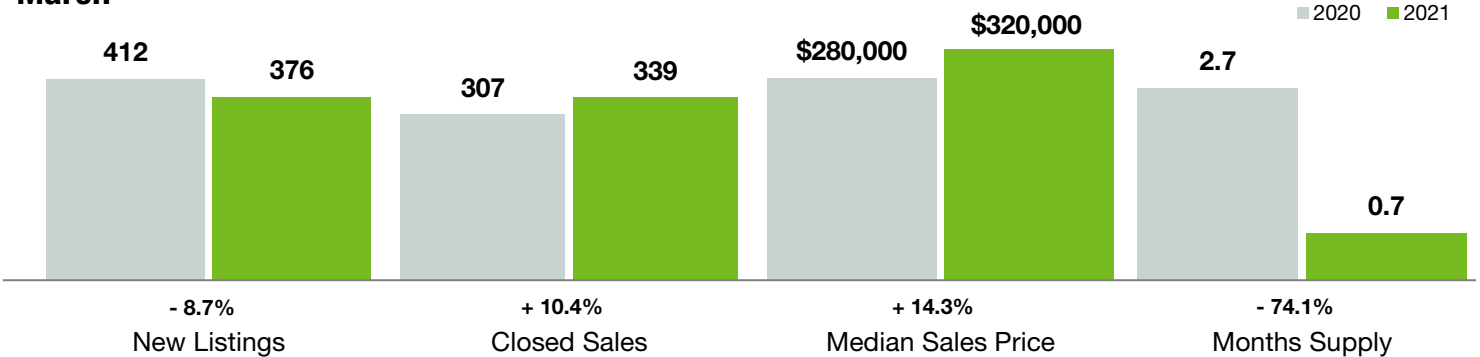
Iredell County

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	412	376	- 8.7%	1,083	991	- 8.5%
Pending Sales	289	387	+ 33.9%	854	1,059	+ 24.0%
Closed Sales	307	339	+ 10.4%	737	893	+ 21.2%
Median Sales Price*	\$280,000	\$320,000	+ 14.3%	\$270,000	\$311,495	+ 15.4%
Average Sales Price*	\$351,051	\$367,099	+ 4.6%	\$331,543	\$362,547	+ 9.4%
Percent of Original List Price Received*	96.7%	100.1%	+ 3.5%	96.3%	99.4%	+ 3.2%
List to Close	108	83	- 23.1%	111	88	- 20.7%
Days on Market Until Sale	60	34	- 43.3%	60	33	- 45.0%
Cumulative Days on Market Until Sale	71	31	- 56.3%	72	33	- 54.2%
Average List Price	\$381,853	\$434,382	+ 13.8%	\$385,524	\$419,554	+ 8.8%
Inventory of Homes for Sale	798	230	- 71.2%	--	--	--
Months Supply of Inventory	2.7	0.7	- 74.1%	--	--	--

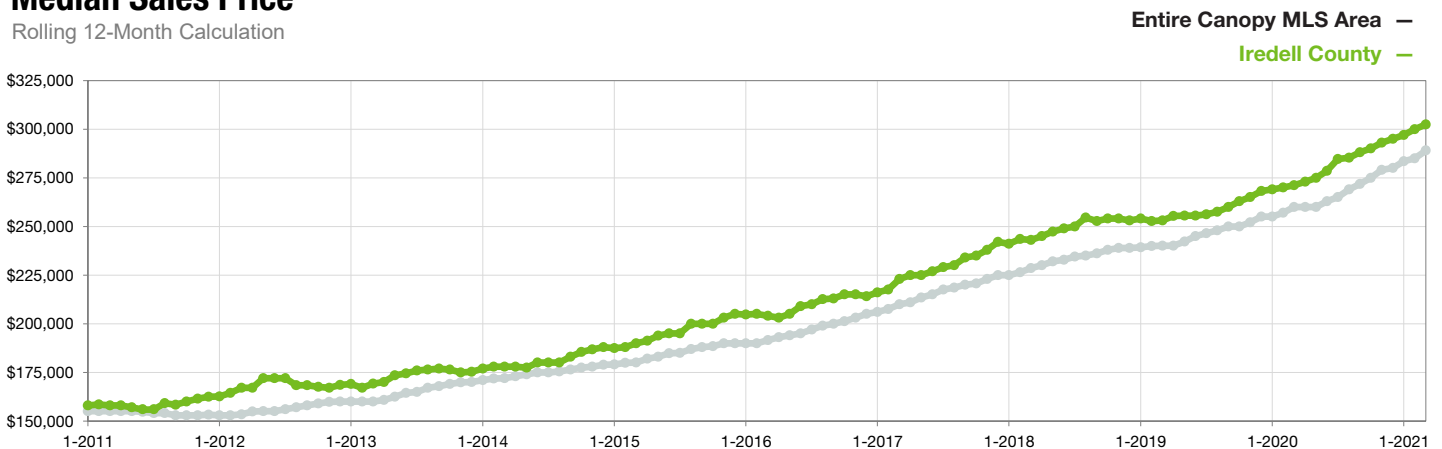
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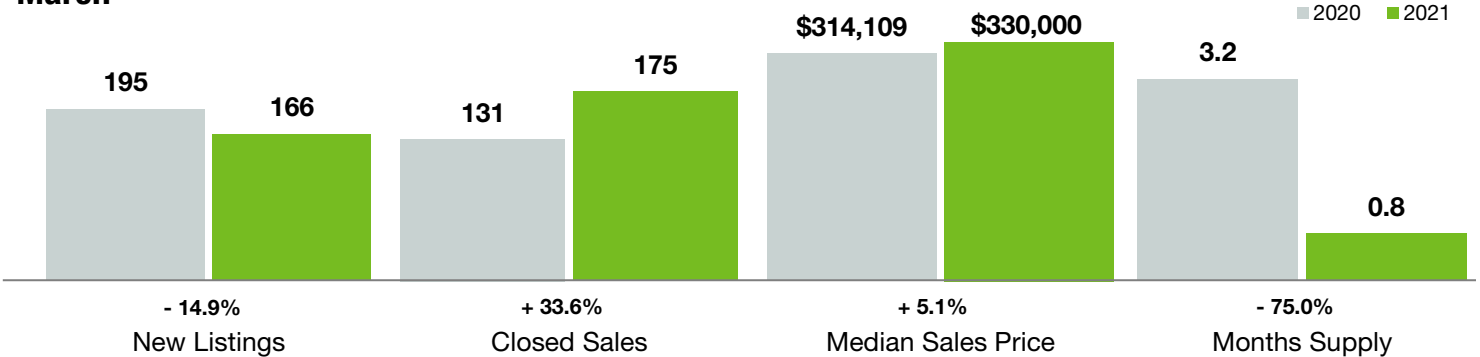
Lincoln County

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	195	166	- 14.9%	458	424	- 7.4%
Pending Sales	132	175	+ 32.6%	359	494	+ 37.6%
Closed Sales	131	175	+ 33.6%	285	390	+ 36.8%
Median Sales Price*	\$314,109	\$330,000	+ 5.1%	\$303,000	\$323,506	+ 6.8%
Average Sales Price*	\$343,138	\$361,974	+ 5.5%	\$329,806	\$359,790	+ 9.1%
Percent of Original List Price Received*	96.4%	99.9%	+ 3.6%	95.8%	99.3%	+ 3.7%
List to Close	105	96	- 8.6%	117	96	- 17.9%
Days on Market Until Sale	63	40	- 36.5%	70	40	- 42.9%
Cumulative Days on Market Until Sale	78	40	- 48.7%	86	44	- 48.8%
Average List Price	\$406,158	\$388,136	- 4.4%	\$352,788	\$387,942	+ 10.0%
Inventory of Homes for Sale	374	118	- 68.4%	--	--	--
Months Supply of Inventory	3.2	0.8	- 75.0%	--	--	--

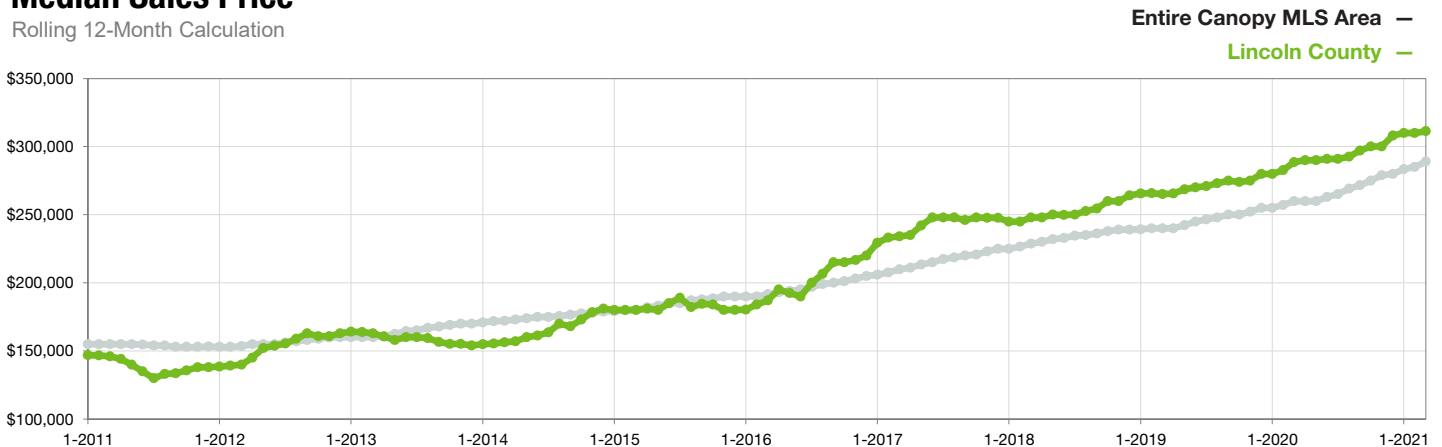
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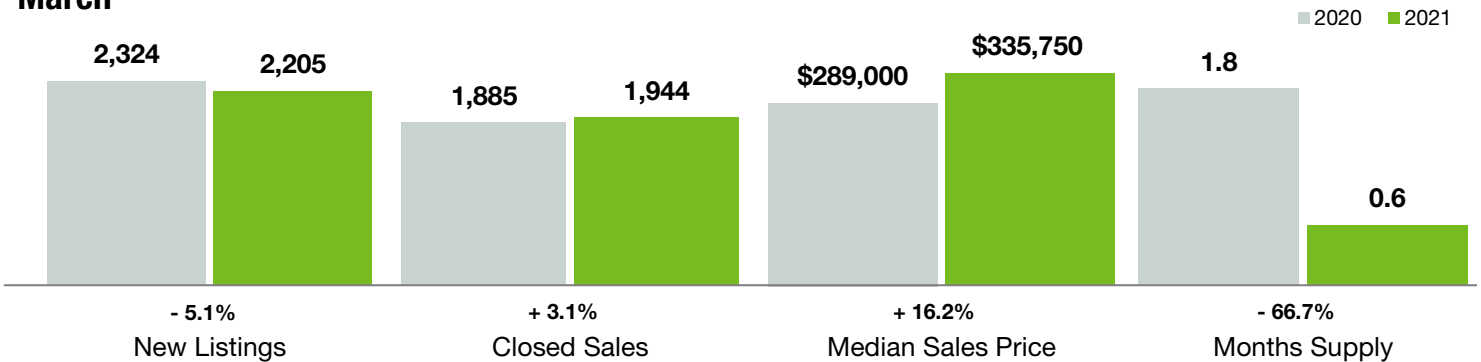
Mecklenburg County

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	2,324	2,205	- 5.1%	6,119	5,796	- 5.3%
Pending Sales	1,678	2,278	+ 35.8%	5,191	5,916	+ 14.0%
Closed Sales	1,885	1,944	+ 3.1%	4,504	4,727	+ 5.0%
Median Sales Price*	\$289,000	\$335,750	+ 16.2%	\$279,000	\$324,000	+ 16.1%
Average Sales Price*	\$353,031	\$436,536	+ 23.7%	\$345,765	\$409,050	+ 18.3%
Percent of Original List Price Received*	98.0%	100.7%	+ 2.8%	97.3%	99.9%	+ 2.7%
List to Close	90	77	- 14.4%	93	82	- 11.8%
Days on Market Until Sale	39	23	- 41.0%	41	26	- 36.6%
Cumulative Days on Market Until Sale	48	27	- 43.8%	50	30	- 40.0%
Average List Price	\$401,013	\$470,737	+ 17.4%	\$397,137	\$447,365	+ 12.6%
Inventory of Homes for Sale	3,234	1,081	- 66.6%	--	--	--
Months Supply of Inventory	1.8	0.6	- 66.7%	--	--	--

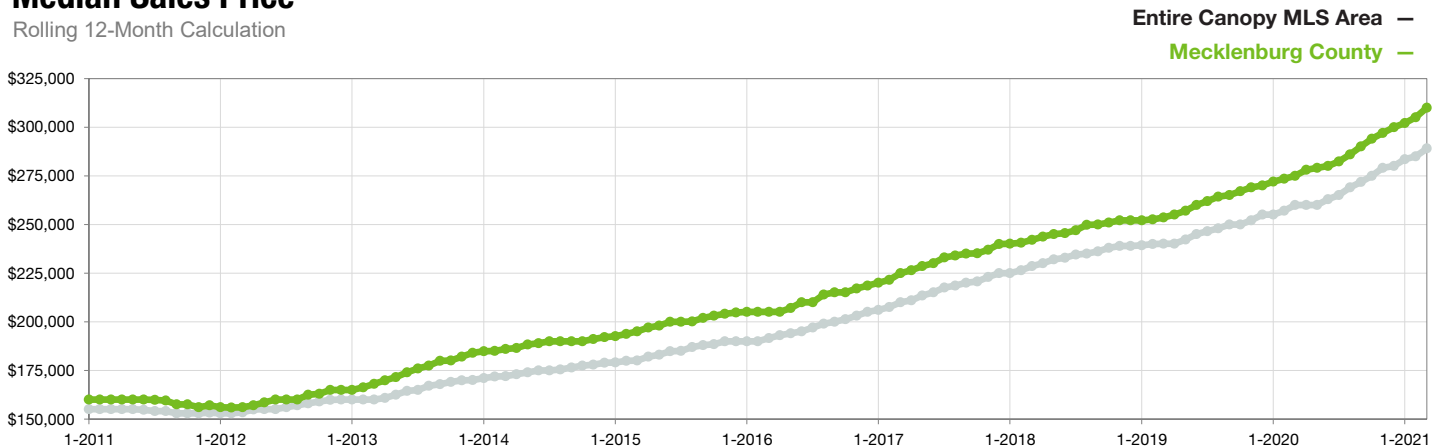
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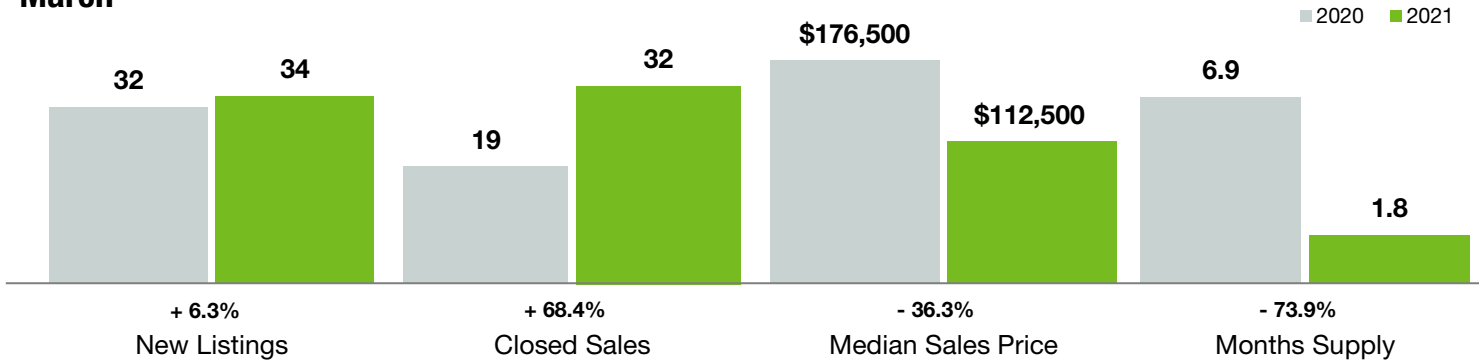
Montgomery County

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	32	34	+ 6.3%	95	88	- 7.4%
Pending Sales	24	33	+ 37.5%	56	92	+ 64.3%
Closed Sales	19	32	+ 68.4%	47	78	+ 66.0%
Median Sales Price*	\$176,500	\$112,500	- 36.3%	\$170,000	\$150,000	- 11.8%
Average Sales Price*	\$312,895	\$249,716	- 20.2%	\$244,817	\$257,144	+ 5.0%
Percent of Original List Price Received*	87.0%	93.0%	+ 6.9%	89.5%	91.1%	+ 1.8%
List to Close	190	128	- 32.6%	167	161	- 3.6%
Days on Market Until Sale	134	89	- 33.6%	120	110	- 8.3%
Cumulative Days on Market Until Sale	165	111	- 32.7%	143	119	- 16.8%
Average List Price	\$299,003	\$318,141	+ 6.4%	\$282,708	\$307,092	+ 8.6%
Inventory of Homes for Sale	175	56	- 68.0%	--	--	--
Months Supply of Inventory	6.9	1.8	- 73.9%	--	--	--

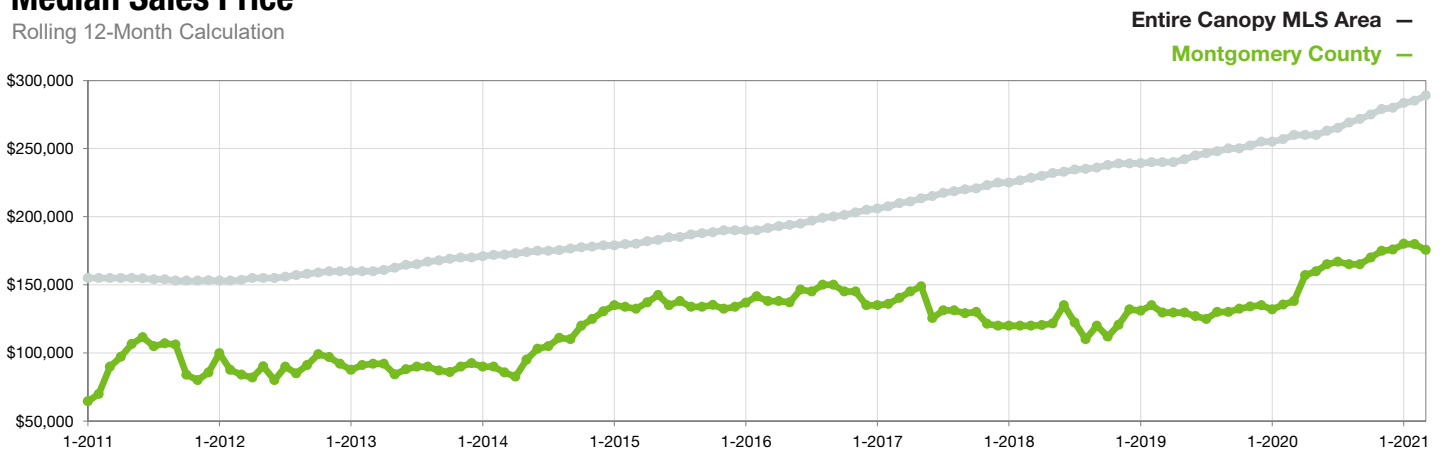
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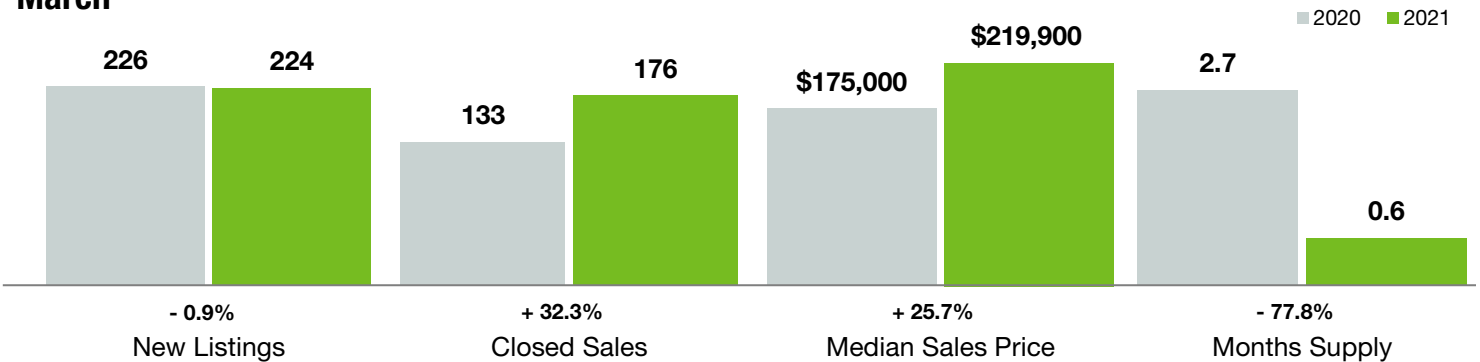
Rowan County

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	226	224	- 0.9%	578	522	- 9.7%
Pending Sales	166	237	+ 42.8%	453	559	+ 23.4%
Closed Sales	133	176	+ 32.3%	331	480	+ 45.0%
Median Sales Price*	\$175,000	\$219,900	+ 25.7%	\$179,000	\$215,000	+ 20.1%
Average Sales Price*	\$184,646	\$235,129	+ 27.3%	\$194,712	\$231,765	+ 19.0%
Percent of Original List Price Received*	96.0%	99.1%	+ 3.2%	94.7%	98.5%	+ 4.0%
List to Close	89	85	- 4.5%	101	91	- 9.9%
Days on Market Until Sale	43	24	- 44.2%	54	27	- 50.0%
Cumulative Days on Market Until Sale	48	26	- 45.8%	56	30	- 46.4%
Average List Price	\$215,852	\$250,687	+ 16.1%	\$213,822	\$239,630	+ 12.1%
Inventory of Homes for Sale	386	116	- 69.9%	--	--	--
Months Supply of Inventory	2.7	0.6	- 77.8%	--	--	--

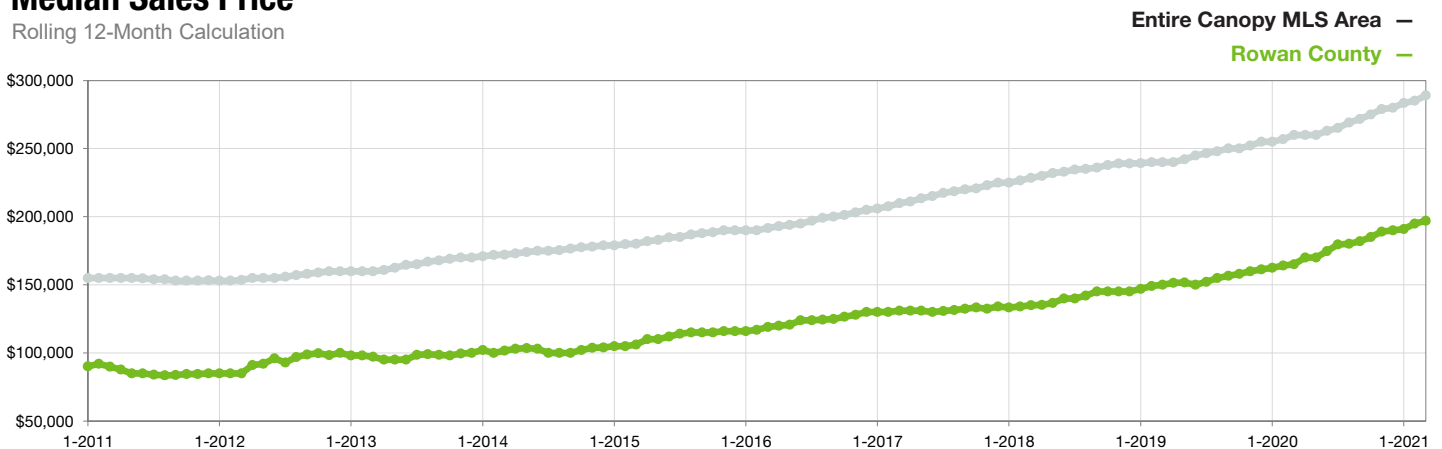
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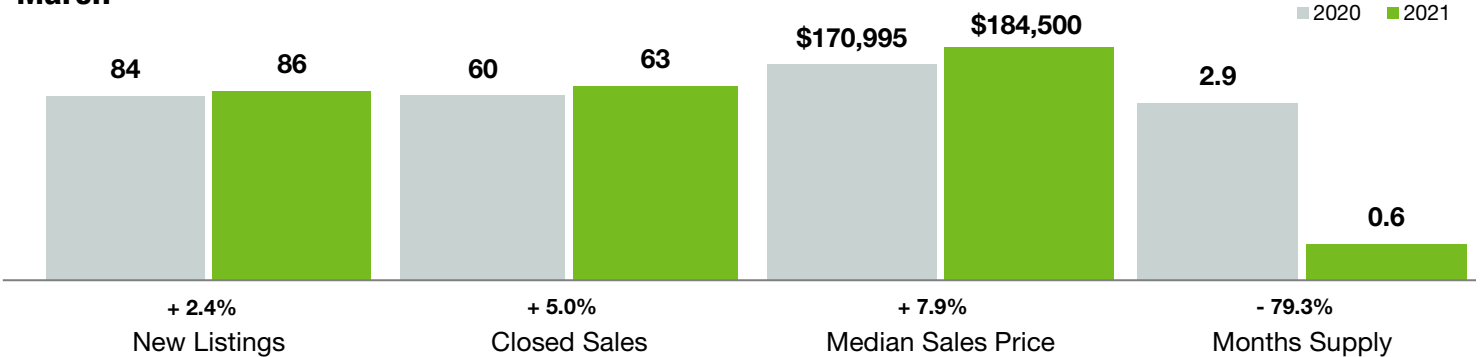
Stanly County

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	84	86	+ 2.4%	213	199	- 6.6%
Pending Sales	57	95	+ 66.7%	171	221	+ 29.2%
Closed Sales	60	63	+ 5.0%	165	183	+ 10.9%
Median Sales Price*	\$170,995	\$184,500	+ 7.9%	\$175,195	\$189,900	+ 8.4%
Average Sales Price*	\$191,343	\$220,307	+ 15.1%	\$188,075	\$215,238	+ 14.4%
Percent of Original List Price Received*	94.1%	96.8%	+ 2.9%	94.8%	97.6%	+ 3.0%
List to Close	123	101	- 17.9%	121	83	- 31.4%
Days on Market Until Sale	68	52	- 23.5%	62	39	- 37.1%
Cumulative Days on Market Until Sale	77	54	- 29.9%	74	40	- 45.9%
Average List Price	\$207,642	\$268,778	+ 29.4%	\$212,320	\$234,114	+ 10.3%
Inventory of Homes for Sale	176	42	- 76.1%	--	--	--
Months Supply of Inventory	2.9	0.6	- 79.3%	--	--	--

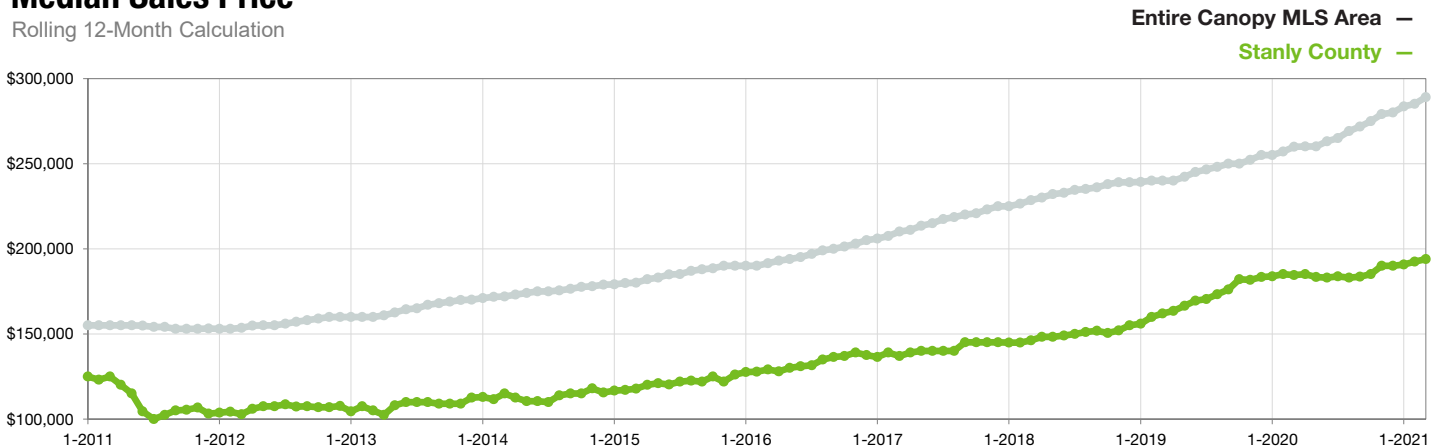
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2021

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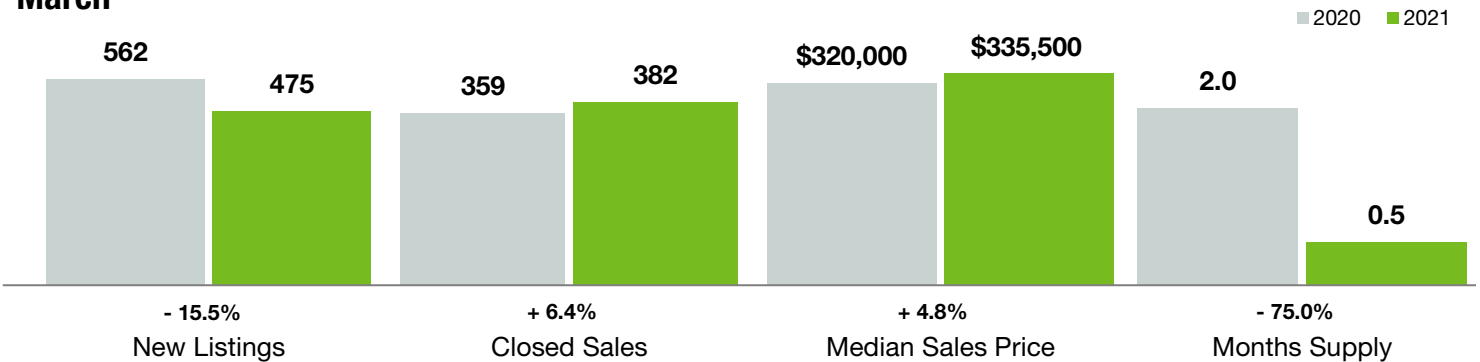
Union County

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	562	475	- 15.5%	1,391	1,296	- 6.8%
Pending Sales	425	480	+ 12.9%	1,140	1,294	+ 13.5%
Closed Sales	359	382	+ 6.4%	899	905	+ 0.7%
Median Sales Price*	\$320,000	\$335,500	+ 4.8%	\$310,000	\$350,000	+ 12.9%
Average Sales Price*	\$354,246	\$415,531	+ 17.3%	\$347,049	\$407,957	+ 17.6%
Percent of Original List Price Received*	97.7%	100.9%	+ 3.3%	97.1%	100.1%	+ 3.1%
List to Close	95	71	- 25.3%	101	79	- 21.8%
Days on Market Until Sale	45	19	- 57.8%	51	26	- 49.0%
Cumulative Days on Market Until Sale	52	22	- 57.7%	59	29	- 50.8%
Average List Price	\$412,696	\$439,420	+ 6.5%	\$415,998	\$430,432	+ 3.5%
Inventory of Homes for Sale	788	212	- 73.1%	--	--	--
Months Supply of Inventory	2.0	0.5	- 75.0%	--	--	--

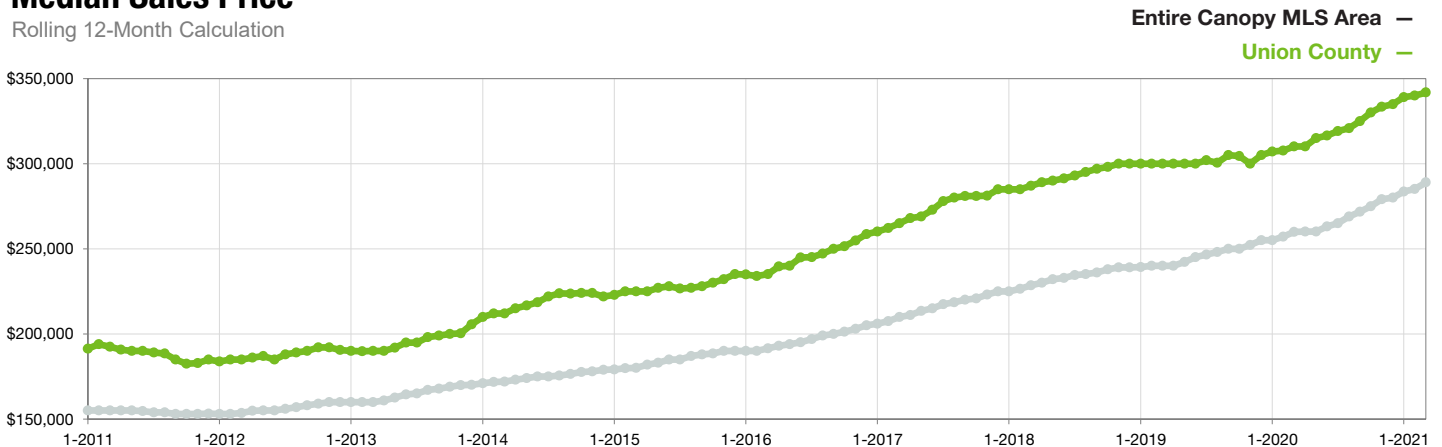
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2021

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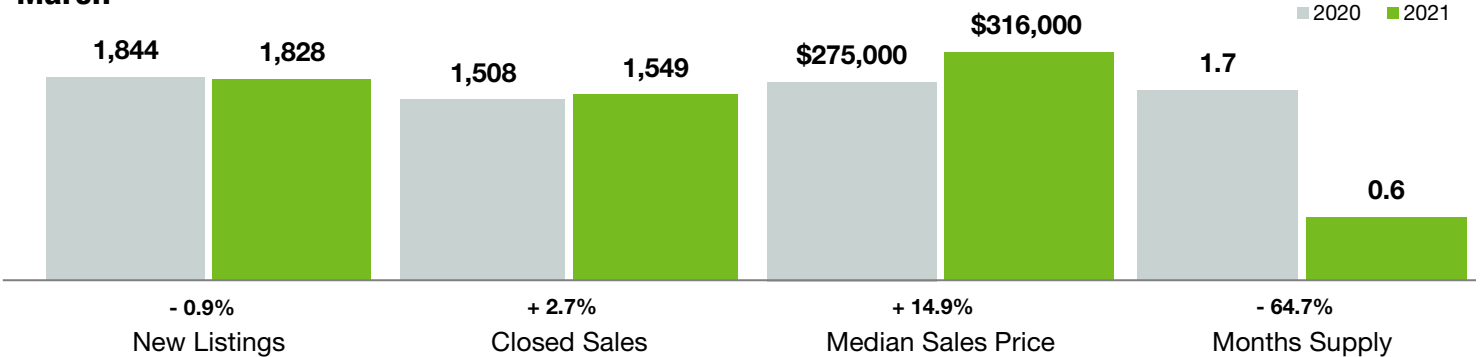
City of Charlotte

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	1,844	1,828	- 0.9%	4,938	4,740	- 4.0%
Pending Sales	1,348	1,867	+ 38.5%	4,168	4,845	+ 16.2%
Closed Sales	1,508	1,549	+ 2.7%	3,600	3,753	+ 4.3%
Median Sales Price*	\$275,000	\$316,000	+ 14.9%	\$264,250	\$307,566	+ 16.4%
Average Sales Price*	\$345,413	\$424,166	+ 22.8%	\$334,613	\$397,314	+ 18.7%
Percent of Original List Price Received*	98.2%	100.6%	+ 2.4%	97.5%	99.8%	+ 2.4%
List to Close	88	76	- 13.6%	90	80	- 11.1%
Days on Market Until Sale	36	22	- 38.9%	38	25	- 34.2%
Cumulative Days on Market Until Sale	44	26	- 40.9%	46	29	- 37.0%
Average List Price	\$396,903	\$467,811	+ 17.9%	\$391,995	\$441,827	+ 12.7%
Inventory of Homes for Sale	2,473	891	- 64.0%	--	--	--
Months Supply of Inventory	1.7	0.6	- 64.7%	--	--	--

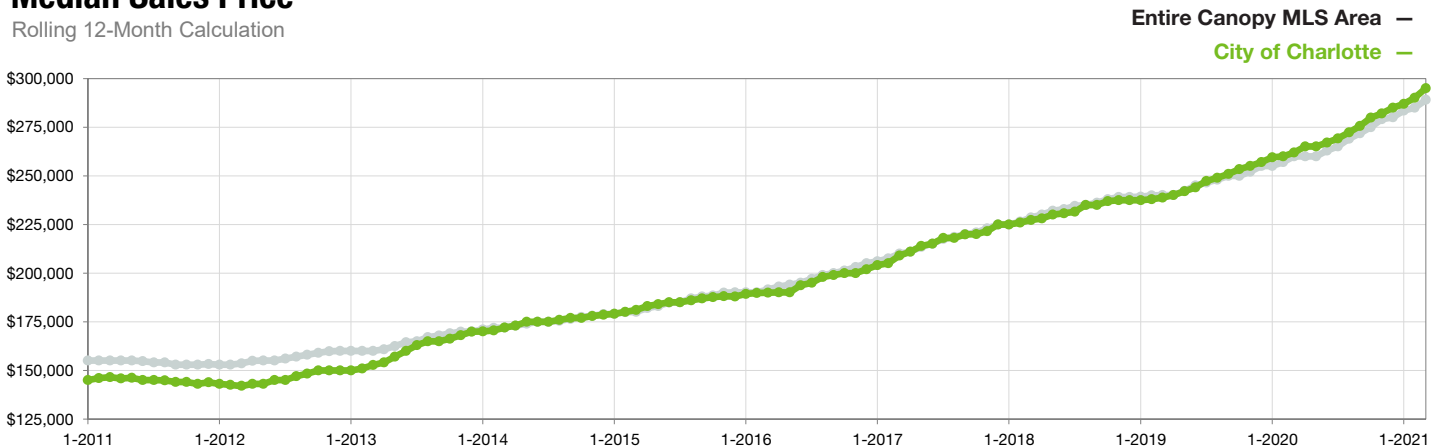
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2021

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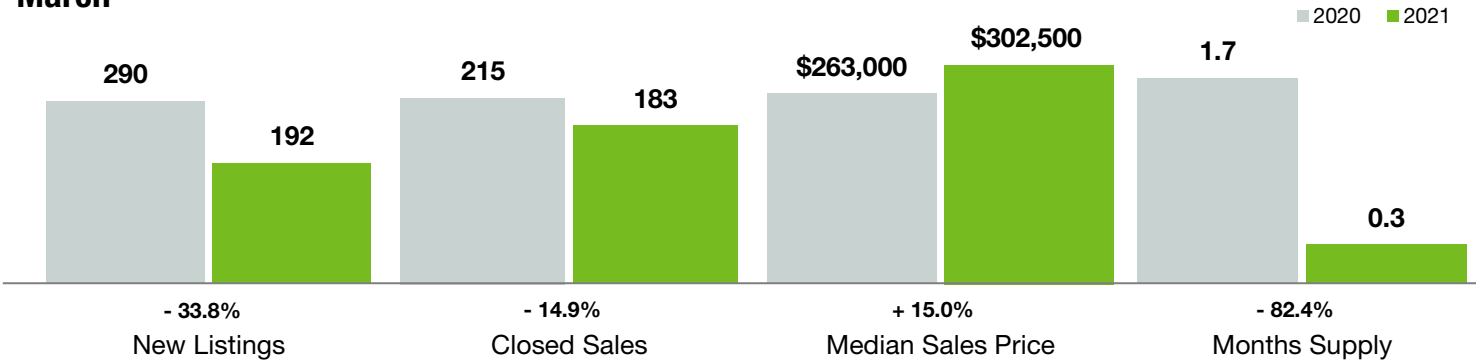
Concord

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	290	192	- 33.8%	709	542	- 23.6%
Pending Sales	198	206	+ 4.0%	603	565	- 6.3%
Closed Sales	215	183	- 14.9%	525	522	- 0.6%
Median Sales Price*	\$263,000	\$302,500	+ 15.0%	\$260,000	\$287,000	+ 10.4%
Average Sales Price*	\$287,113	\$323,596	+ 12.7%	\$276,969	\$301,699	+ 8.9%
Percent of Original List Price Received*	96.5%	100.2%	+ 3.8%	97.3%	99.7%	+ 2.5%
List to Close	106	72	- 32.1%	103	75	- 27.2%
Days on Market Until Sale	52	23	- 55.8%	49	21	- 57.1%
Cumulative Days on Market Until Sale	59	24	- 59.3%	62	22	- 64.5%
Average List Price	\$311,270	\$311,602	+ 0.1%	\$299,401	\$316,366	+ 5.7%
Inventory of Homes for Sale	335	66	- 80.3%	--	--	--
Months Supply of Inventory	1.7	0.3	- 82.4%	--	--	--

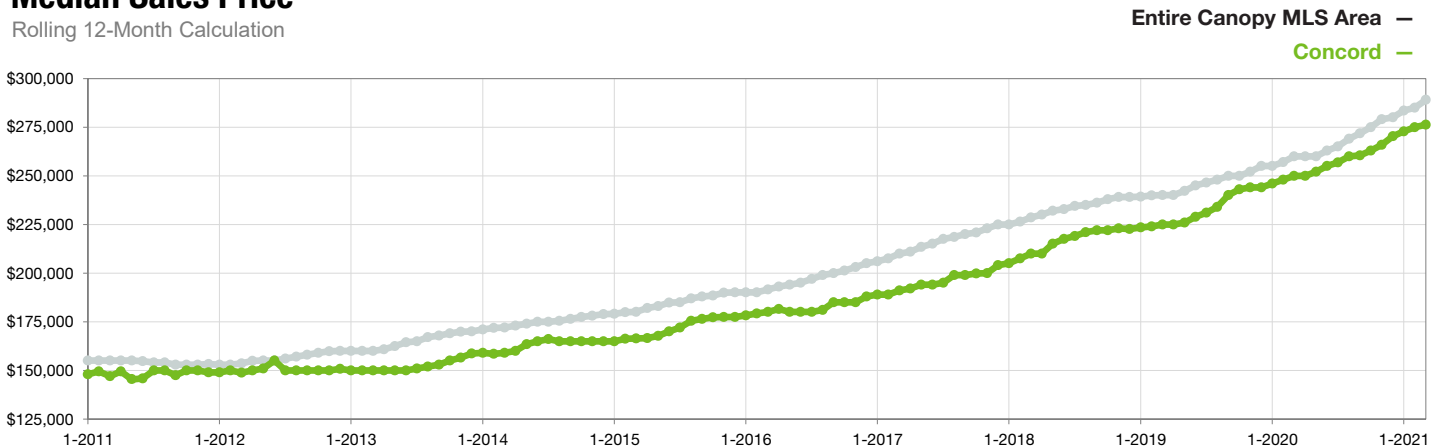
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2021

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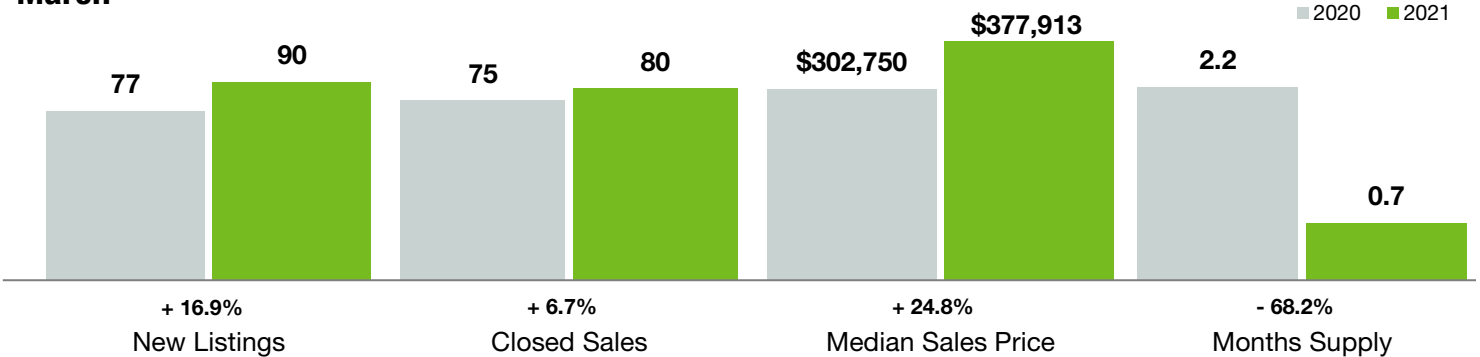
Cornelius

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	77	90	+ 16.9%	208	222	+ 6.7%
Pending Sales	44	82	+ 86.4%	170	220	+ 29.4%
Closed Sales	75	80	+ 6.7%	191	191	0.0%
Median Sales Price*	\$302,750	\$377,913	+ 24.8%	\$296,000	\$361,500	+ 22.1%
Average Sales Price*	\$445,159	\$637,167	+ 43.1%	\$469,866	\$589,895	+ 25.5%
Percent of Original List Price Received*	98.5%	100.4%	+ 1.9%	97.0%	99.3%	+ 2.4%
List to Close	85	65	- 23.5%	93	83	- 10.8%
Days on Market Until Sale	34	22	- 35.3%	44	34	- 22.7%
Cumulative Days on Market Until Sale	42	33	- 21.4%	61	43	- 29.5%
Average List Price	\$510,707	\$690,474	+ 35.2%	\$501,884	\$665,370	+ 32.6%
Inventory of Homes for Sale	161	52	- 67.7%	--	--	--
Months Supply of Inventory	2.2	0.7	- 68.2%	--	--	--

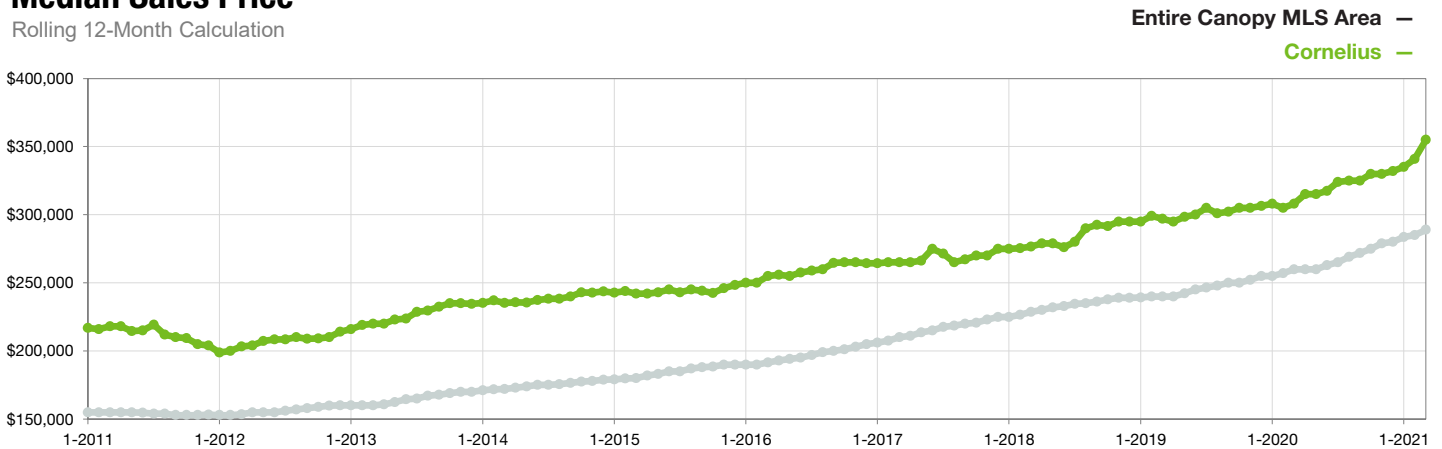
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2021

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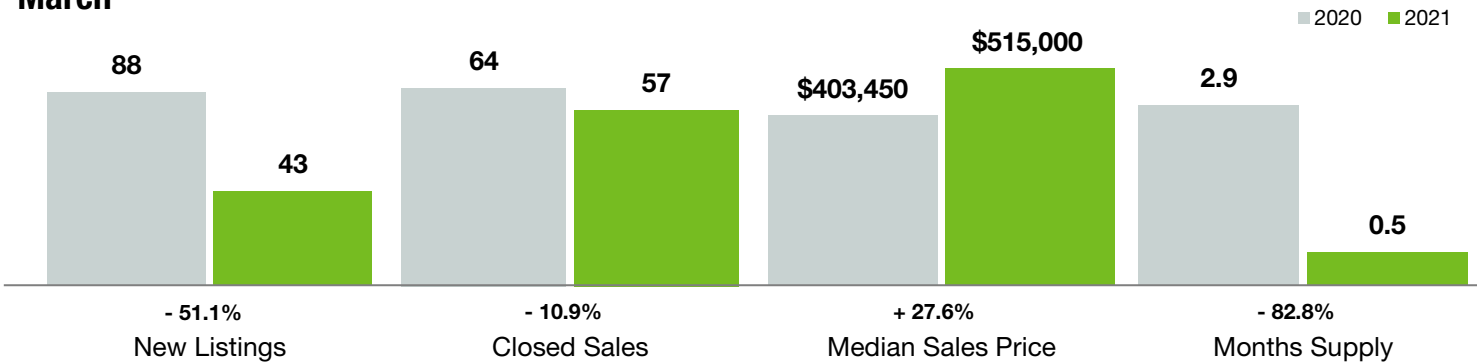
Davidson

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	88	43	- 51.1%	184	115	- 37.5%
Pending Sales	61	47	- 23.0%	170	114	- 32.9%
Closed Sales	64	57	- 10.9%	130	143	+ 10.0%
Median Sales Price*	\$403,450	\$515,000	+ 27.6%	\$388,000	\$465,148	+ 19.9%
Average Sales Price*	\$425,223	\$585,982	+ 37.8%	\$433,257	\$558,909	+ 29.0%
Percent of Original List Price Received*	95.9%	100.7%	+ 5.0%	95.2%	99.7%	+ 4.7%
List to Close	121	84	- 30.6%	127	111	- 12.6%
Days on Market Until Sale	74	40	- 45.9%	78	45	- 42.3%
Cumulative Days on Market Until Sale	82	45	- 45.1%	84	39	- 53.6%
Average List Price	\$520,440	\$588,712	+ 13.1%	\$537,057	\$574,978	+ 7.1%
Inventory of Homes for Sale	144	30	- 79.2%	--	--	--
Months Supply of Inventory	2.9	0.5	- 82.8%	--	--	--

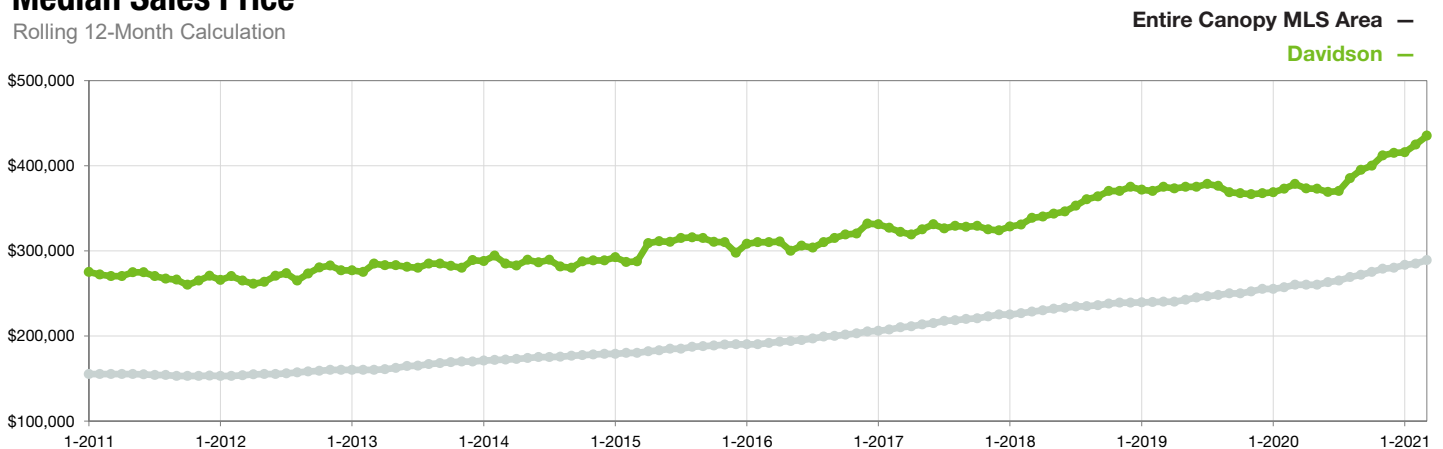
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2021

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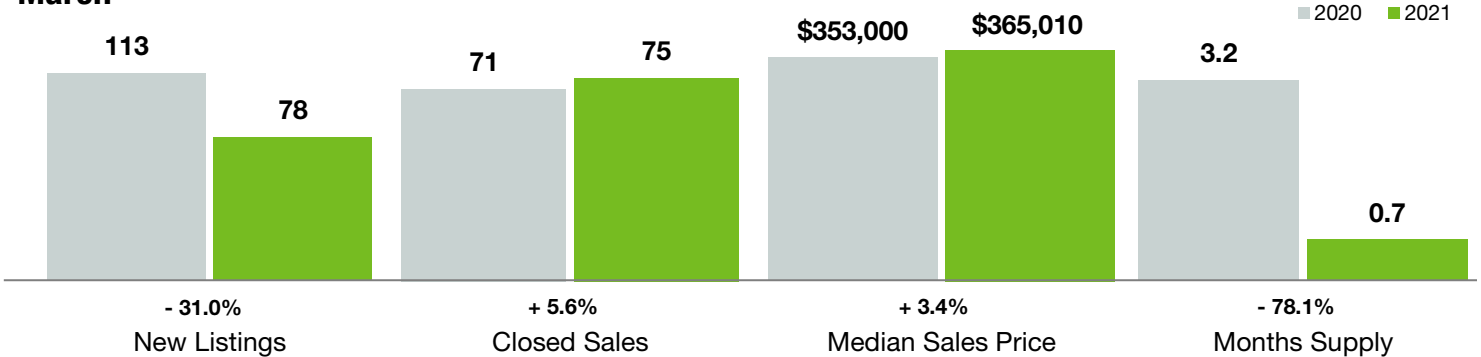
Denver

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	113	78	- 31.0%	235	215	- 8.5%
Pending Sales	67	84	+ 25.4%	196	237	+ 20.9%
Closed Sales	71	75	+ 5.6%	158	208	+ 31.6%
Median Sales Price*	\$353,000	\$365,010	+ 3.4%	\$354,250	\$364,950	+ 3.0%
Average Sales Price*	\$424,072	\$485,814	+ 14.6%	\$414,963	\$477,313	+ 15.0%
Percent of Original List Price Received*	96.7%	99.5%	+ 2.9%	96.1%	99.2%	+ 3.2%
List to Close	116	91	- 21.6%	134	105	- 21.6%
Days on Market Until Sale	70	35	- 50.0%	83	45	- 45.8%
Cumulative Days on Market Until Sale	80	32	- 60.0%	97	50	- 48.5%
Average List Price	\$503,352	\$483,798	- 3.9%	\$443,388	\$498,804	+ 12.5%
Inventory of Homes for Sale	195	55	- 71.8%	--	--	--
Months Supply of Inventory	3.2	0.7	- 78.1%	--	--	--

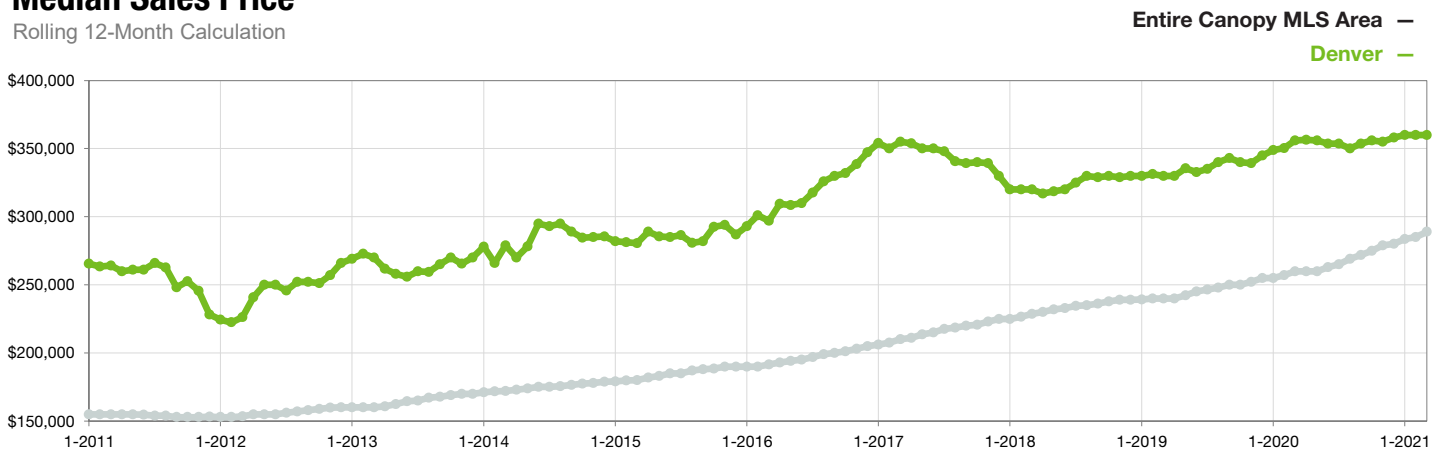
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March



Median Sales Price

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Local Market Update for March 2021

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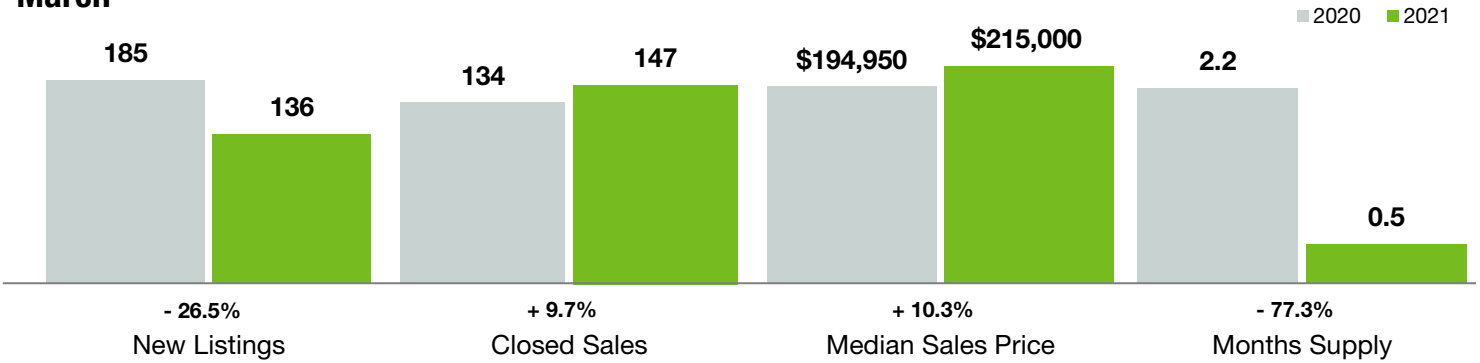
Gastonia

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	185	136	- 26.5%	488	388	- 20.5%
Pending Sales	119	142	+ 19.3%	377	408	+ 8.2%
Closed Sales	134	147	+ 9.7%	329	365	+ 10.9%
Median Sales Price*	\$194,950	\$215,000	+ 10.3%	\$190,000	\$205,000	+ 7.9%
Average Sales Price*	\$203,448	\$227,040	+ 11.6%	\$203,532	\$217,481	+ 6.9%
Percent of Original List Price Received*	96.6%	99.1%	+ 2.6%	96.1%	98.3%	+ 2.3%
List to Close	84	75	- 10.7%	90	77	- 14.4%
Days on Market Until Sale	36	22	- 38.9%	39	27	- 30.8%
Cumulative Days on Market Until Sale	43	23	- 46.5%	46	26	- 43.5%
Average List Price	\$211,639	\$230,183	+ 8.8%	\$197,778	\$224,616	+ 13.6%
Inventory of Homes for Sale	284	67	- 76.4%	--	--	--
Months Supply of Inventory	2.2	0.5	- 77.3%	--	--	--

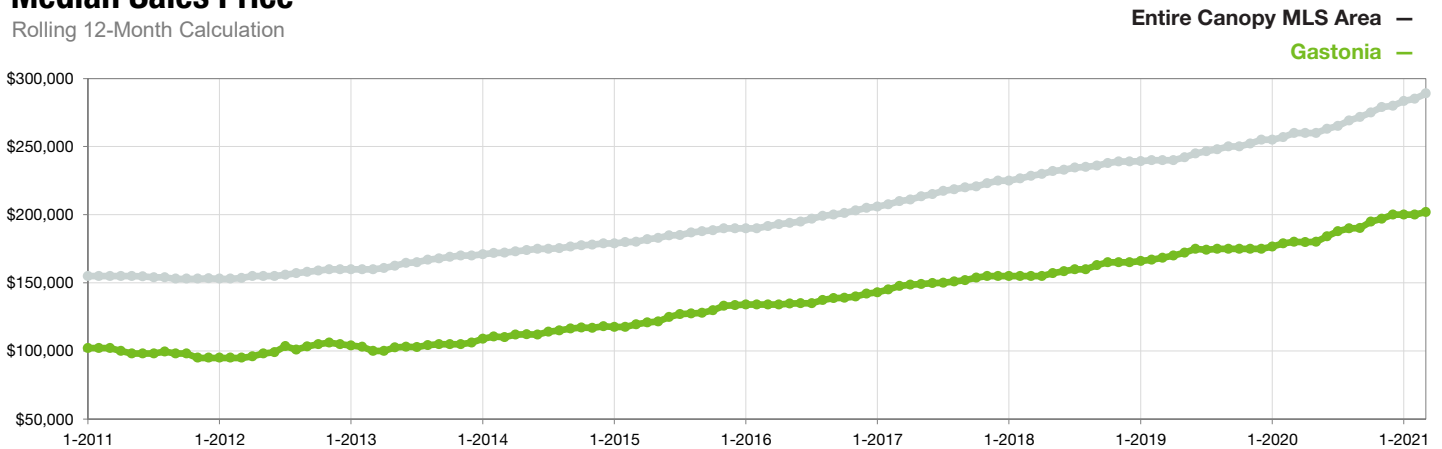
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March



Median Sales Price

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Local Market Update for March 2021

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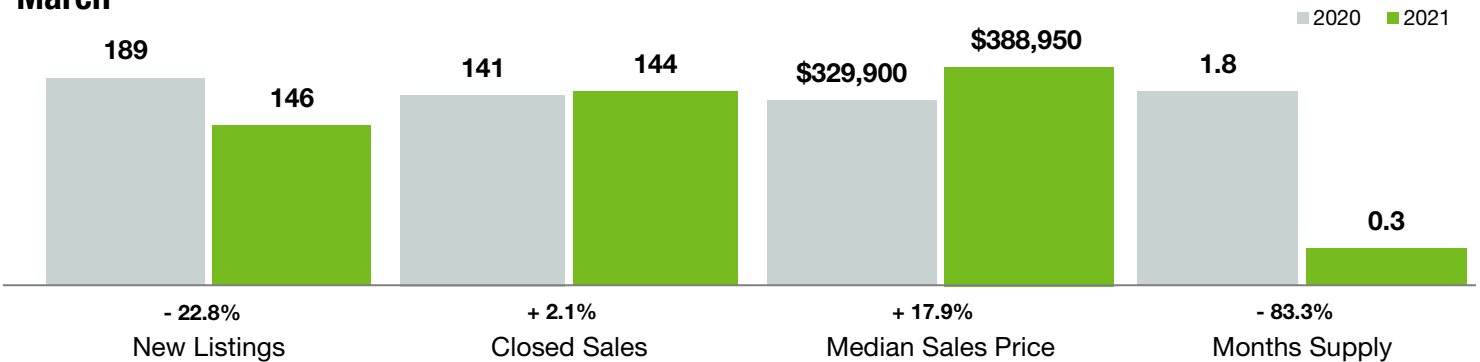
Huntersville

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	189	146	- 22.8%	460	398	- 13.5%
Pending Sales	140	158	+ 12.9%	415	412	- 0.7%
Closed Sales	141	144	+ 2.1%	329	361	+ 9.7%
Median Sales Price*	\$329,900	\$388,950	+ 17.9%	\$332,000	\$372,000	+ 12.0%
Average Sales Price*	\$372,582	\$439,456	+ 17.9%	\$376,327	\$406,302	+ 8.0%
Percent of Original List Price Received*	96.7%	101.0%	+ 4.4%	96.4%	100.6%	+ 4.4%
List to Close	110	78	- 29.1%	111	88	- 20.7%
Days on Market Until Sale	64	20	- 68.8%	63	27	- 57.1%
Cumulative Days on Market Until Sale	80	17	- 78.8%	75	25	- 66.7%
Average List Price	\$389,070	\$433,135	+ 11.3%	\$396,910	\$430,009	+ 8.3%
Inventory of Homes for Sale	262	56	- 78.6%	--	--	--
Months Supply of Inventory	1.8	0.3	- 83.3%	--	--	--

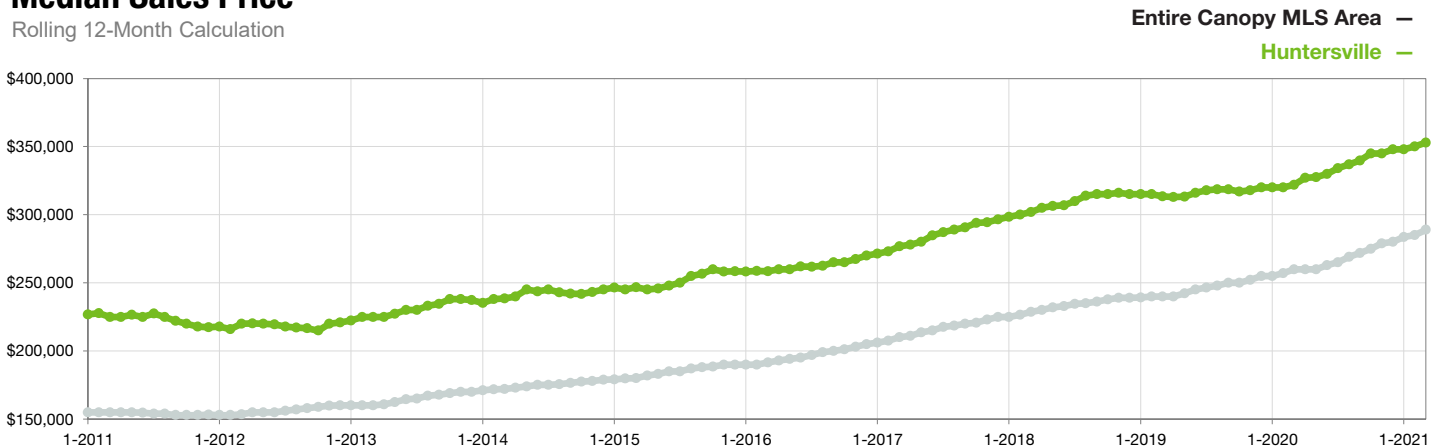
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March



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Local Market Update for March 2021

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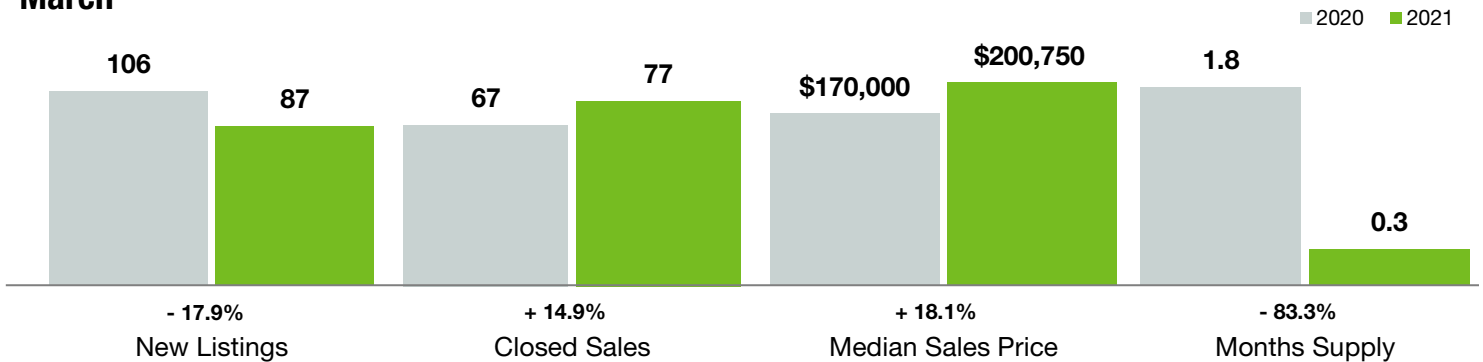
Kannapolis

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	106	87	- 17.9%	254	237	- 6.7%
Pending Sales	60	103	+ 71.7%	190	253	+ 33.2%
Closed Sales	67	77	+ 14.9%	171	205	+ 19.9%
Median Sales Price*	\$170,000	\$200,750	+ 18.1%	\$170,000	\$197,750	+ 16.3%
Average Sales Price*	\$187,587	\$230,606	+ 22.9%	\$189,204	\$228,425	+ 20.7%
Percent of Original List Price Received*	97.1%	98.5%	+ 1.4%	96.0%	97.6%	+ 1.7%
List to Close	81	64	- 21.0%	81	64	- 21.0%
Days on Market Until Sale	42	20	- 52.4%	38	18	- 52.6%
Cumulative Days on Market Until Sale	53	21	- 60.4%	46	20	- 56.5%
Average List Price	\$214,517	\$221,200	+ 3.1%	\$218,368	\$217,831	- 0.2%
Inventory of Homes for Sale	132	28	- 78.8%	--	--	--
Months Supply of Inventory	1.8	0.3	- 83.3%	--	--	--

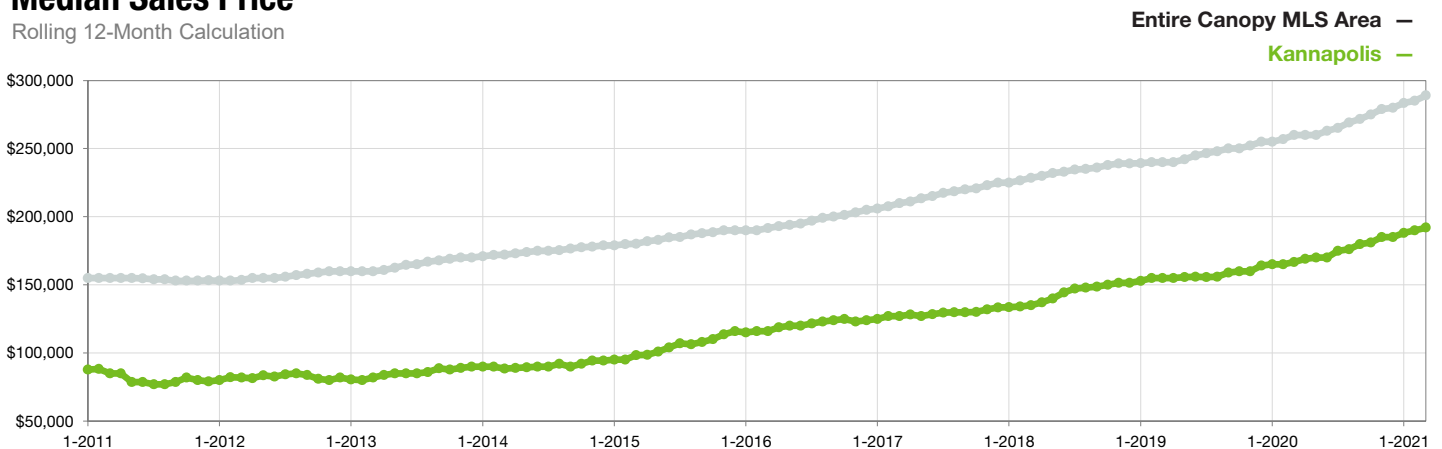
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March



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Local Market Update for March 2021

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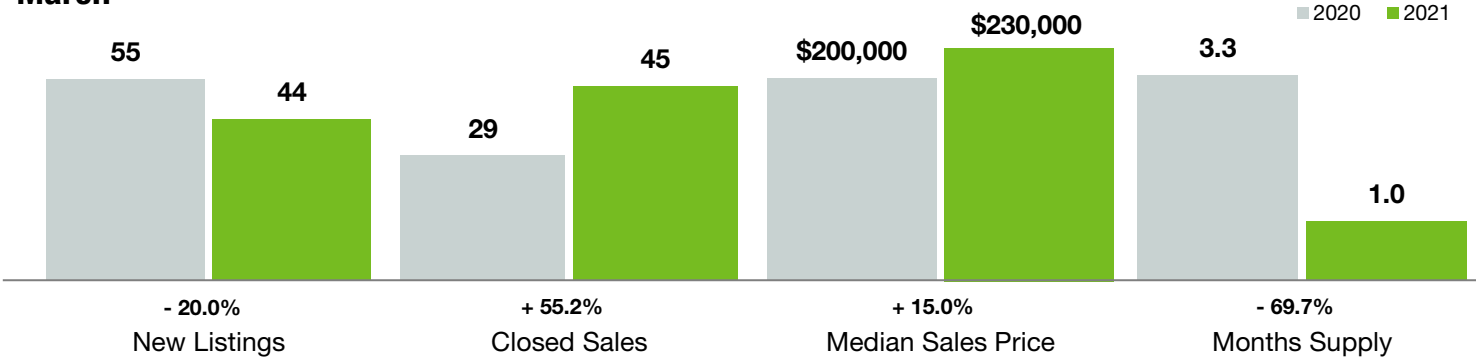
Lincolnton

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	55	44	- 20.0%	137	118	- 13.9%
Pending Sales	39	48	+ 23.1%	98	136	+ 38.8%
Closed Sales	29	45	+ 55.2%	79	101	+ 27.8%
Median Sales Price*	\$200,000	\$230,000	+ 15.0%	\$188,000	\$210,000	+ 11.7%
Average Sales Price*	\$202,884	\$250,527	+ 23.5%	\$196,099	\$223,894	+ 14.2%
Percent of Original List Price Received*	97.9%	99.6%	+ 1.7%	95.8%	98.3%	+ 2.6%
List to Close	83	69	- 16.9%	102	73	- 28.4%
Days on Market Until Sale	40	22	- 45.0%	56	24	- 57.1%
Cumulative Days on Market Until Sale	40	26	- 35.0%	63	28	- 55.6%
Average List Price	\$245,607	\$243,982	- 0.7%	\$224,202	\$241,383	+ 7.7%
Inventory of Homes for Sale	112	38	- 66.1%	--	--	--
Months Supply of Inventory	3.3	1.0	- 69.7%	--	--	--

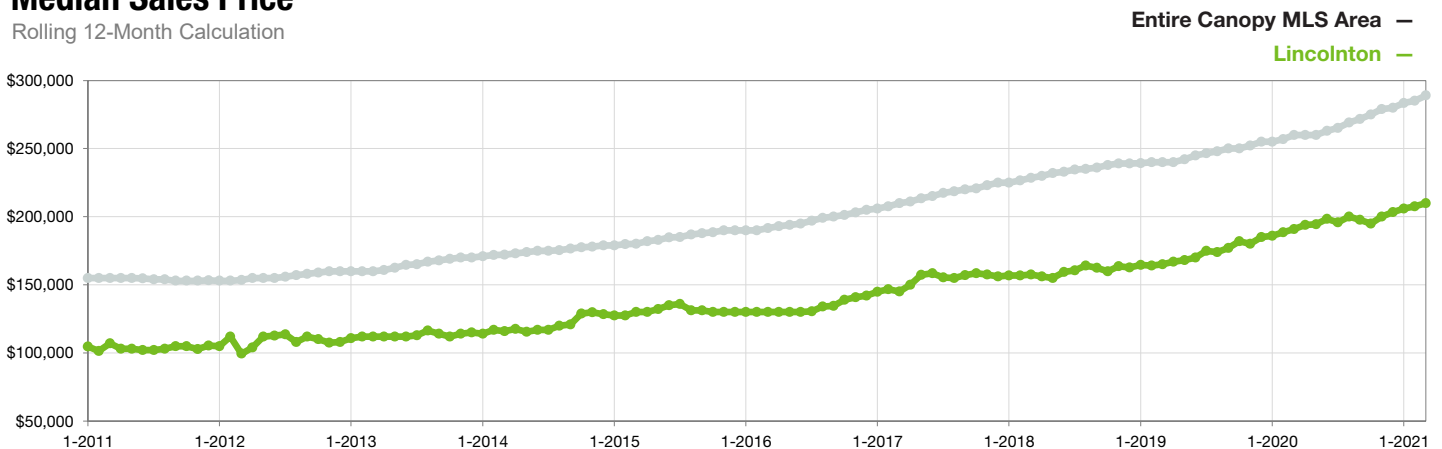
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March



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Local Market Update for March 2021

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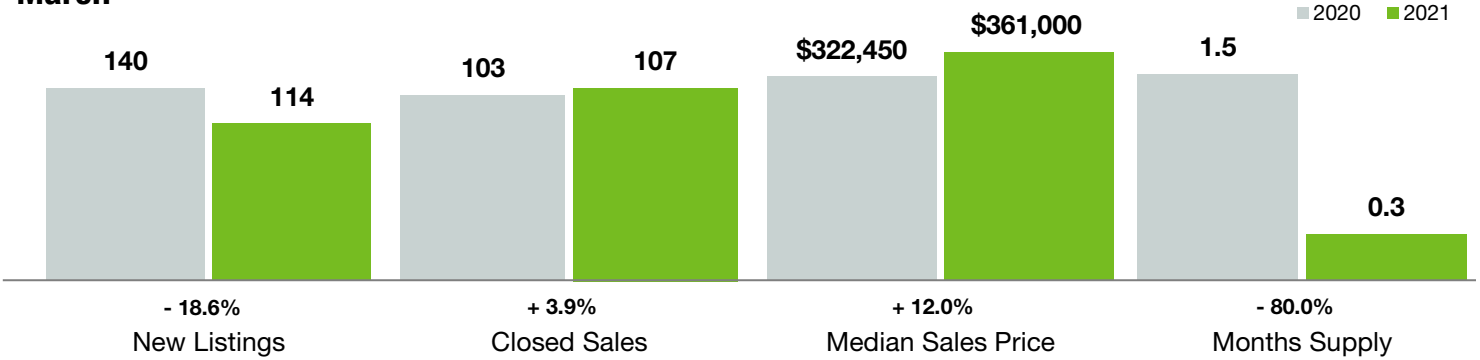
Matthews

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	140	114	- 18.6%	349	316	- 9.5%
Pending Sales	103	119	+ 15.5%	303	309	+ 2.0%
Closed Sales	103	107	+ 3.9%	264	263	- 0.4%
Median Sales Price*	\$322,450	\$361,000	+ 12.0%	\$310,000	\$350,000	+ 12.9%
Average Sales Price*	\$367,598	\$444,647	+ 21.0%	\$352,996	\$414,410	+ 17.4%
Percent of Original List Price Received*	98.1%	102.7%	+ 4.7%	97.4%	100.9%	+ 3.6%
List to Close	83	71	- 14.5%	92	81	- 12.0%
Days on Market Until Sale	33	17	- 48.5%	40	23	- 42.5%
Cumulative Days on Market Until Sale	45	20	- 55.6%	48	21	- 56.3%
Average List Price	\$368,354	\$405,637	+ 10.1%	\$366,448	\$409,174	+ 11.7%
Inventory of Homes for Sale	162	38	- 76.5%	--	--	--
Months Supply of Inventory	1.5	0.3	- 80.0%	--	--	--

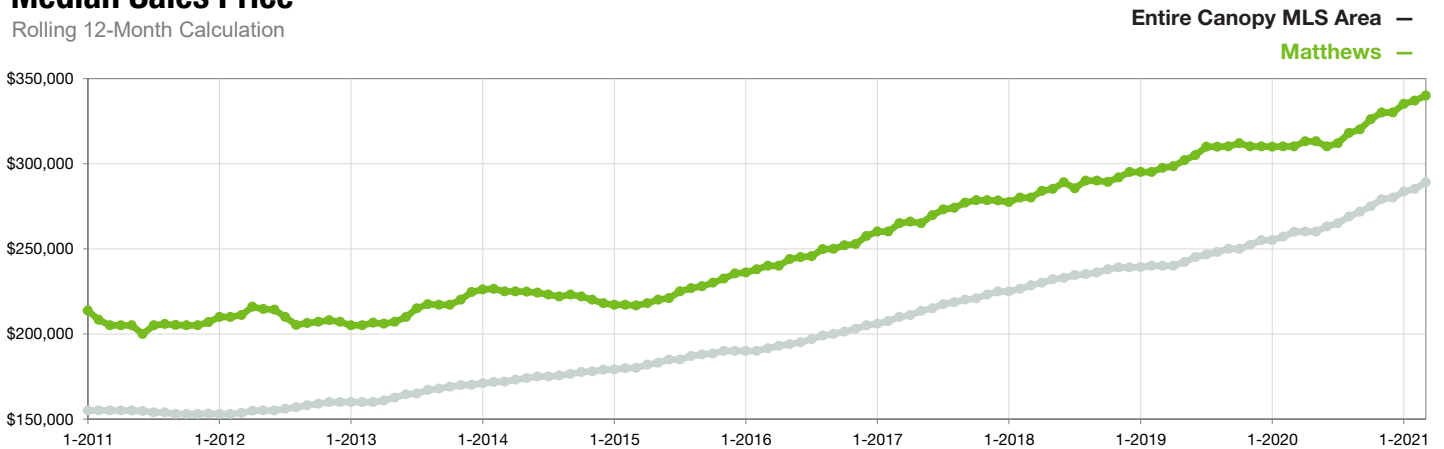
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March



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Local Market Update for March 2021

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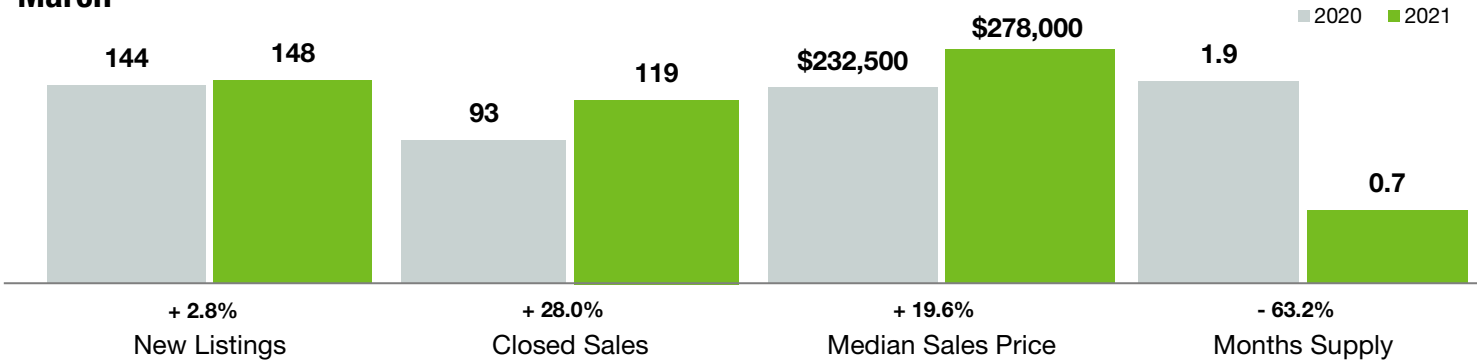
Monroe

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	144	148	+ 2.8%	367	456	+ 24.3%
Pending Sales	111	165	+ 48.6%	292	447	+ 53.1%
Closed Sales	93	119	+ 28.0%	239	249	+ 4.2%
Median Sales Price*	\$232,500	\$278,000	+ 19.6%	\$242,000	\$268,000	+ 10.7%
Average Sales Price*	\$247,637	\$284,291	+ 14.8%	\$250,451	\$281,349	+ 12.3%
Percent of Original List Price Received*	97.8%	100.2%	+ 2.5%	97.8%	99.9%	+ 2.1%
List to Close	83	67	- 19.3%	90	70	- 22.2%
Days on Market Until Sale	39	18	- 53.8%	43	21	- 51.2%
Cumulative Days on Market Until Sale	43	19	- 55.8%	49	24	- 51.0%
Average List Price	\$265,378	\$337,129	+ 27.0%	\$267,878	\$309,963	+ 15.7%
Inventory of Homes for Sale	190	81	- 57.4%	--	--	--
Months Supply of Inventory	1.9	0.7	- 63.2%	--	--	--

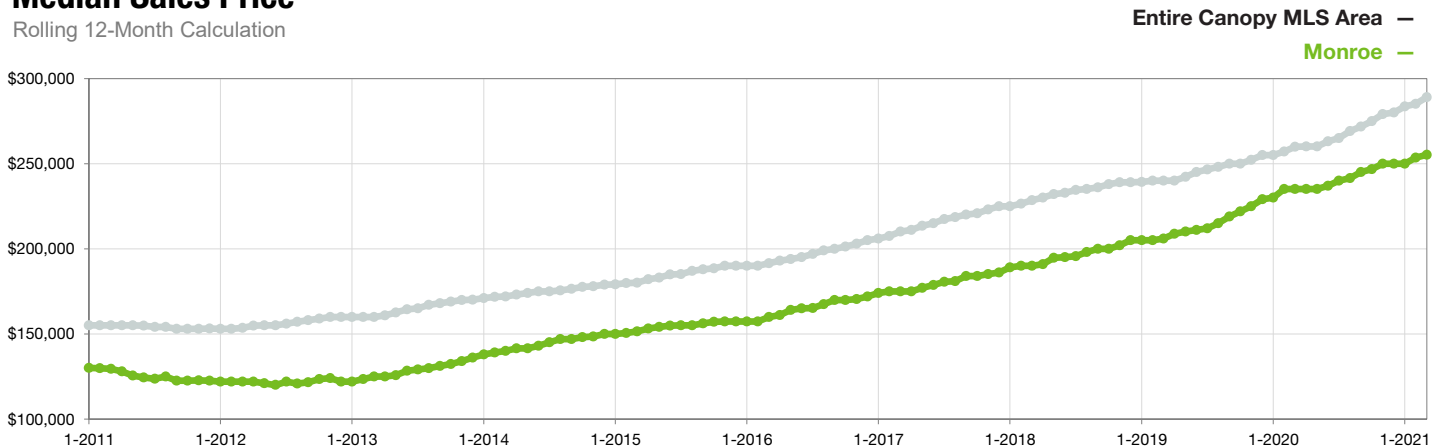
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2021

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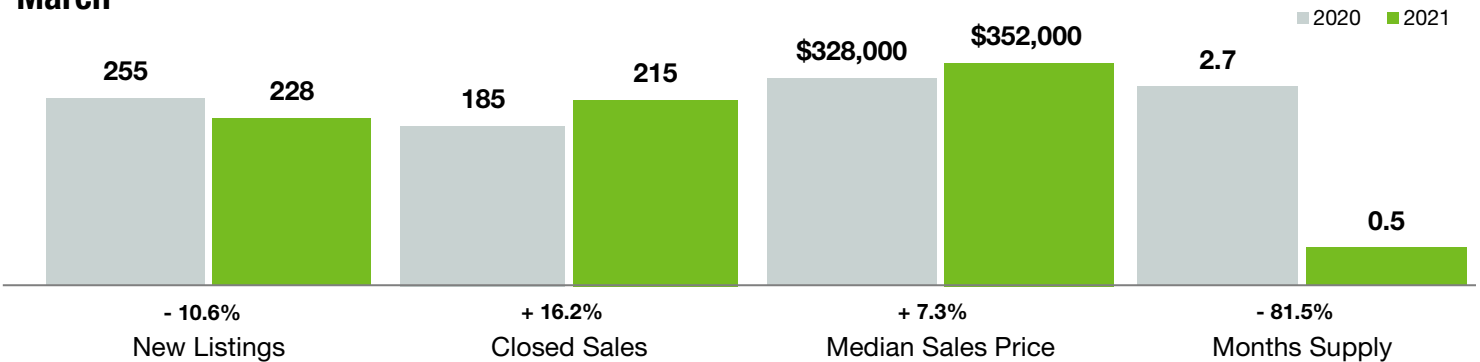
Mooreville

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	255	228	- 10.6%	673	605	- 10.1%
Pending Sales	173	231	+ 33.5%	530	653	+ 23.2%
Closed Sales	185	215	+ 16.2%	444	557	+ 25.5%
Median Sales Price*	\$328,000	\$352,000	+ 7.3%	\$315,725	\$349,994	+ 10.9%
Average Sales Price*	\$429,218	\$422,313	- 1.6%	\$401,252	\$423,195	+ 5.5%
Percent of Original List Price Received*	97.1%	100.9%	+ 3.9%	96.5%	100.4%	+ 4.0%
List to Close	106	82	- 22.6%	114	91	- 20.2%
Days on Market Until Sale	58	32	- 44.8%	64	34	- 46.9%
Cumulative Days on Market Until Sale	72	30	- 58.3%	77	35	- 54.5%
Average List Price	\$437,158	\$529,989	+ 21.2%	\$458,592	\$509,155	+ 11.0%
Inventory of Homes for Sale	510	117	- 77.1%	--	--	--
Months Supply of Inventory	2.7	0.5	- 81.5%	--	--	--

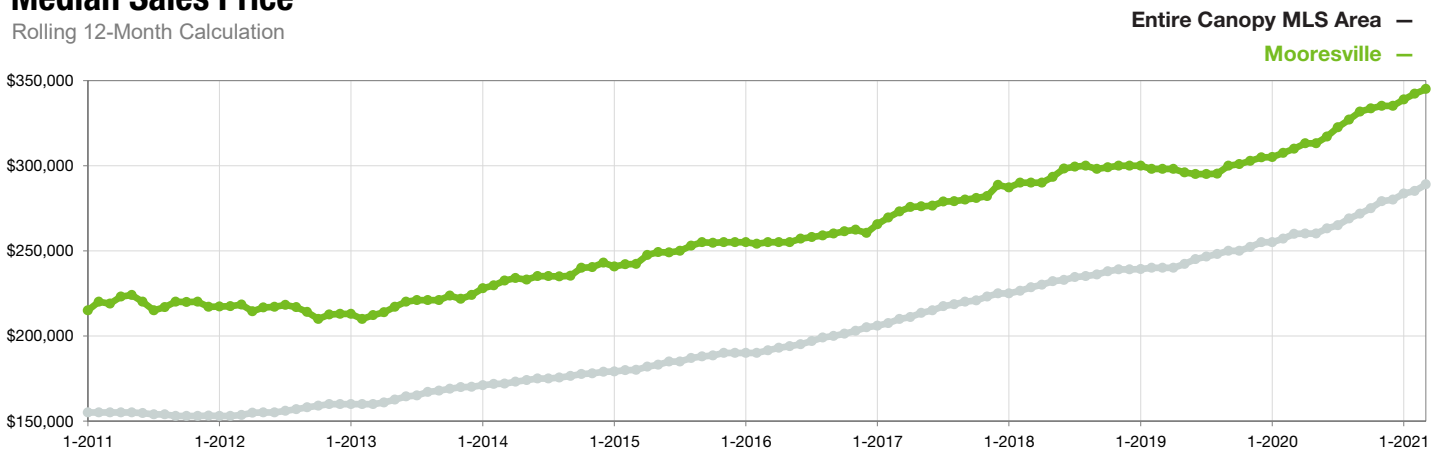
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2021

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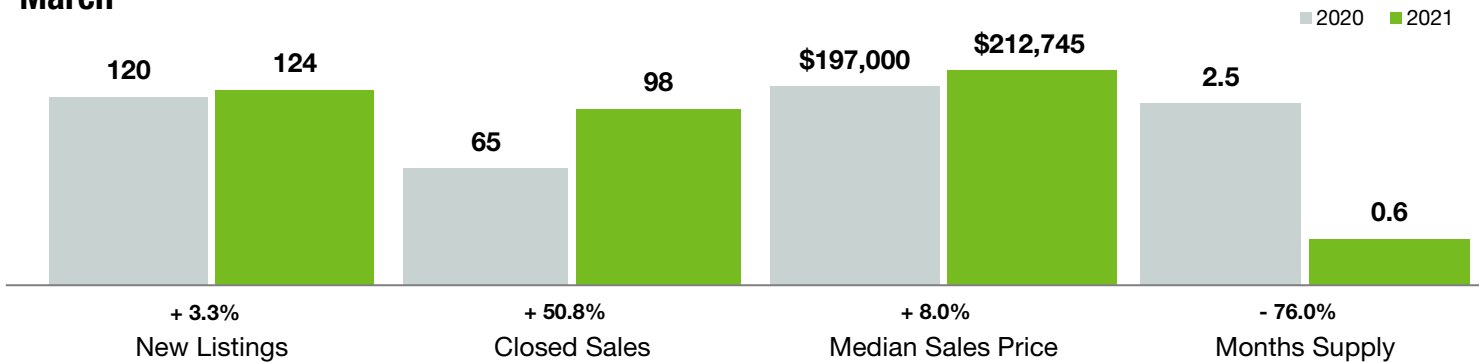
Salisbury

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	120	124	+ 3.3%	277	300	+ 8.3%
Pending Sales	97	141	+ 45.4%	243	325	+ 33.7%
Closed Sales	65	98	+ 50.8%	179	257	+ 43.6%
Median Sales Price*	\$197,000	\$212,745	+ 8.0%	\$190,000	\$209,000	+ 10.0%
Average Sales Price*	\$197,114	\$248,348	+ 26.0%	\$203,588	\$228,754	+ 12.4%
Percent of Original List Price Received*	96.4%	98.8%	+ 2.5%	94.2%	98.1%	+ 4.1%
List to Close	100	78	- 22.0%	108	87	- 19.4%
Days on Market Until Sale	52	22	- 57.7%	61	26	- 57.4%
Cumulative Days on Market Until Sale	62	23	- 62.9%	66	27	- 59.1%
Average List Price	\$214,760	\$239,574	+ 11.6%	\$210,312	\$242,093	+ 15.1%
Inventory of Homes for Sale	198	63	- 68.2%	--	--	--
Months Supply of Inventory	2.5	0.6	- 76.0%	--	--	--

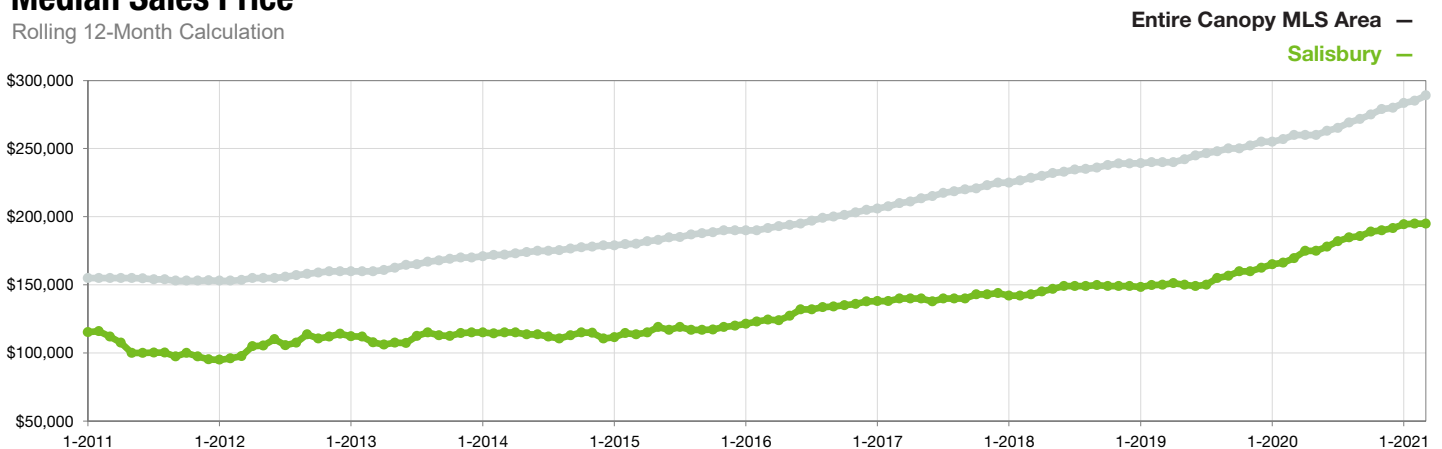
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March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2021

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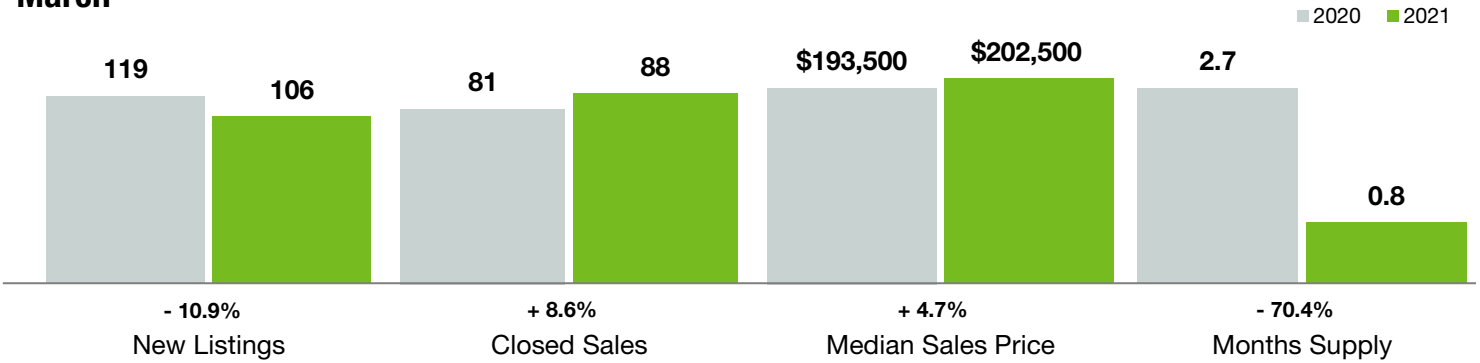
Statesville

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	119	106	- 10.9%	312	255	- 18.3%
Pending Sales	83	117	+ 41.0%	232	277	+ 19.4%
Closed Sales	81	88	+ 8.6%	211	243	+ 15.2%
Median Sales Price*	\$193,500	\$202,500	+ 4.7%	\$192,500	\$203,748	+ 5.8%
Average Sales Price*	\$191,669	\$233,332	+ 21.7%	\$198,159	\$225,966	+ 14.0%
Percent of Original List Price Received*	95.3%	98.4%	+ 3.3%	96.2%	97.5%	+ 1.4%
List to Close	114	73	- 36.0%	103	80	- 22.3%
Days on Market Until Sale	64	30	- 53.1%	52	30	- 42.3%
Cumulative Days on Market Until Sale	69	30	- 56.5%	60	30	- 50.0%
Average List Price	\$231,973	\$241,406	+ 4.1%	\$219,791	\$232,561	+ 5.8%
Inventory of Homes for Sale	229	78	- 65.9%	--	--	--
Months Supply of Inventory	2.7	0.8	- 70.4%	--	--	--

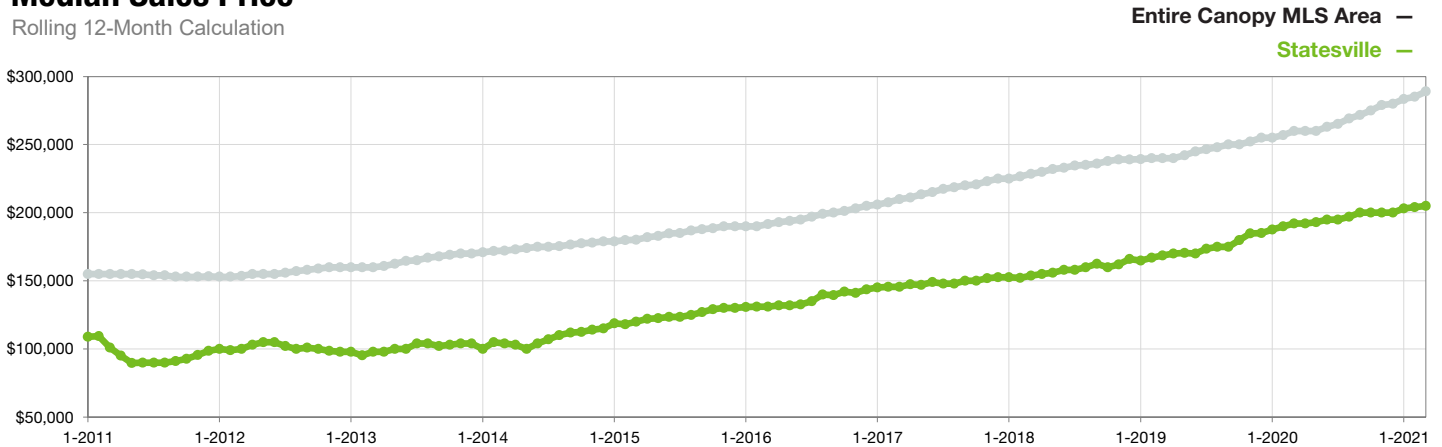
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March



Median Sales Price

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Local Market Update for March 2021

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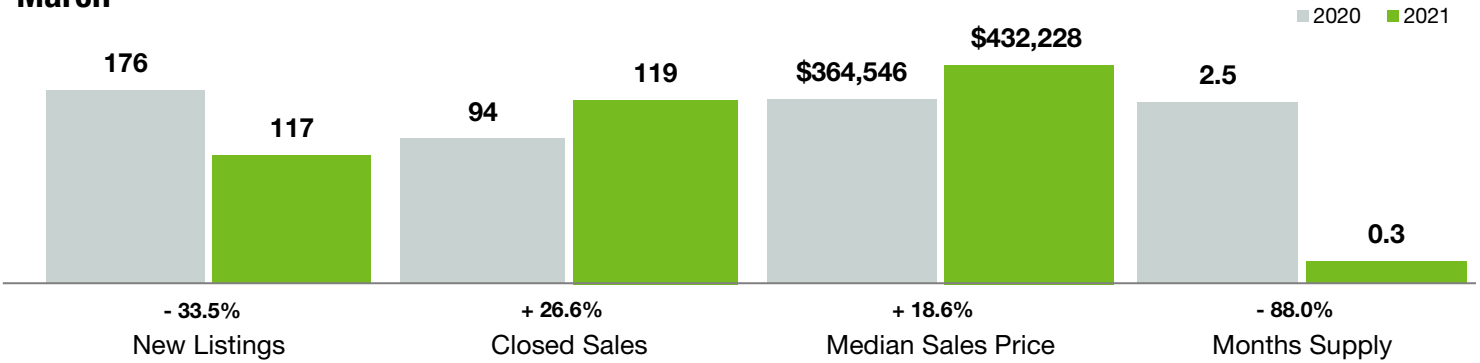
Waxhaw

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	176	117	- 33.5%	433	329	- 24.0%
Pending Sales	117	114	- 2.6%	326	355	+ 8.9%
Closed Sales	94	119	+ 26.6%	242	280	+ 15.7%
Median Sales Price*	\$364,546	\$432,228	+ 18.6%	\$365,775	\$401,689	+ 9.8%
Average Sales Price*	\$417,251	\$538,284	+ 29.0%	\$415,308	\$497,042	+ 19.7%
Percent of Original List Price Received*	98.2%	101.0%	+ 2.9%	96.6%	100.4%	+ 3.9%
List to Close	100	87	- 13.0%	111	94	- 15.3%
Days on Market Until Sale	46	24	- 47.8%	59	32	- 45.8%
Cumulative Days on Market Until Sale	55	31	- 43.6%	72	37	- 48.6%
Average List Price	\$555,915	\$535,700	- 3.6%	\$542,104	\$539,834	- 0.4%
Inventory of Homes for Sale	278	40	- 85.6%	--	--	--
Months Supply of Inventory	2.5	0.3	- 88.0%	--	--	--

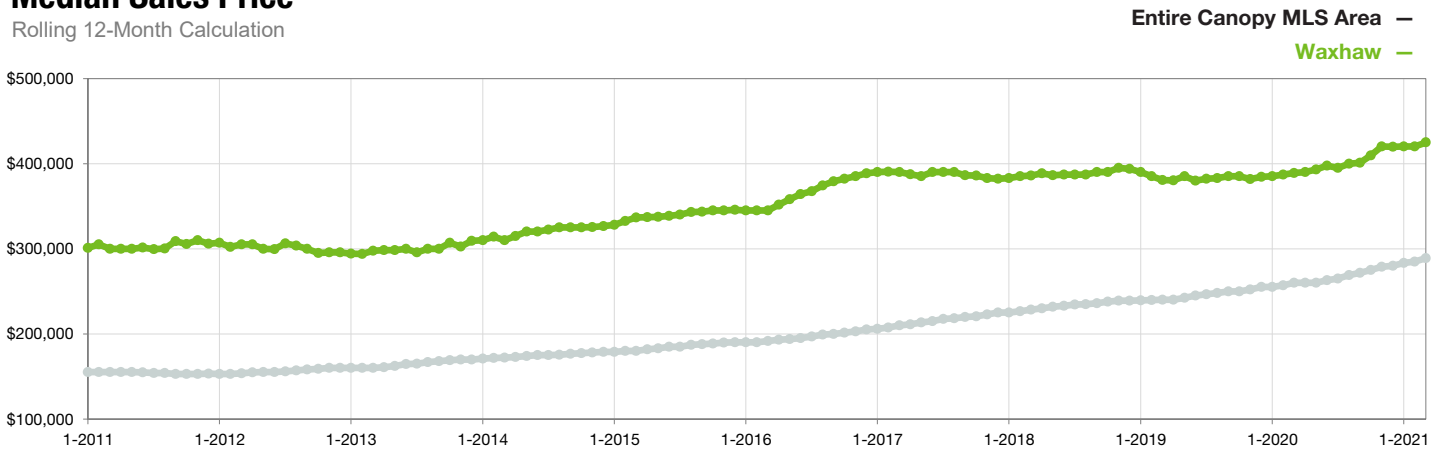
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March



Median Sales Price

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Local Market Update for March 2021

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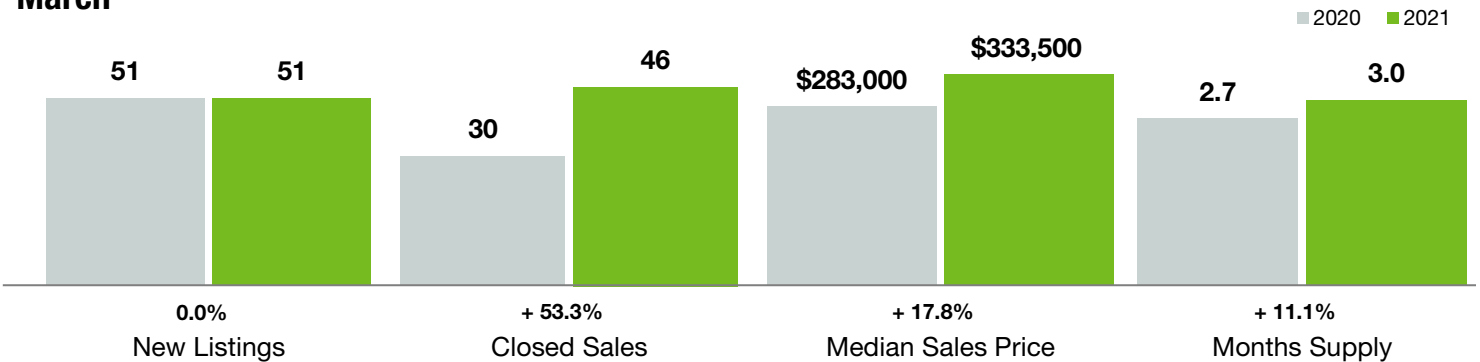
Uptown Charlotte

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	51	51	0.0%	112	128	+ 14.3%
Pending Sales	26	42	+ 61.5%	84	117	+ 39.3%
Closed Sales	30	46	+ 53.3%	82	102	+ 24.4%
Median Sales Price*	\$283,000	\$333,500	+ 17.8%	\$288,750	\$328,000	+ 13.6%
Average Sales Price*	\$304,372	\$361,188	+ 18.7%	\$307,704	\$362,513	+ 17.8%
Percent of Original List Price Received*	95.3%	96.3%	+ 1.0%	95.6%	96.5%	+ 0.9%
List to Close	98	87	- 11.2%	96	99	+ 3.1%
Days on Market Until Sale	54	47	- 13.0%	54	53	- 1.9%
Cumulative Days on Market Until Sale	60	53	- 11.7%	62	62	0.0%
Average List Price	\$359,807	\$441,868	+ 22.8%	\$356,615	\$414,810	+ 16.3%
Inventory of Homes for Sale	81	91	+ 12.3%	--	--	--
Months Supply of Inventory	2.7	3.0	+ 11.1%	--	--	--

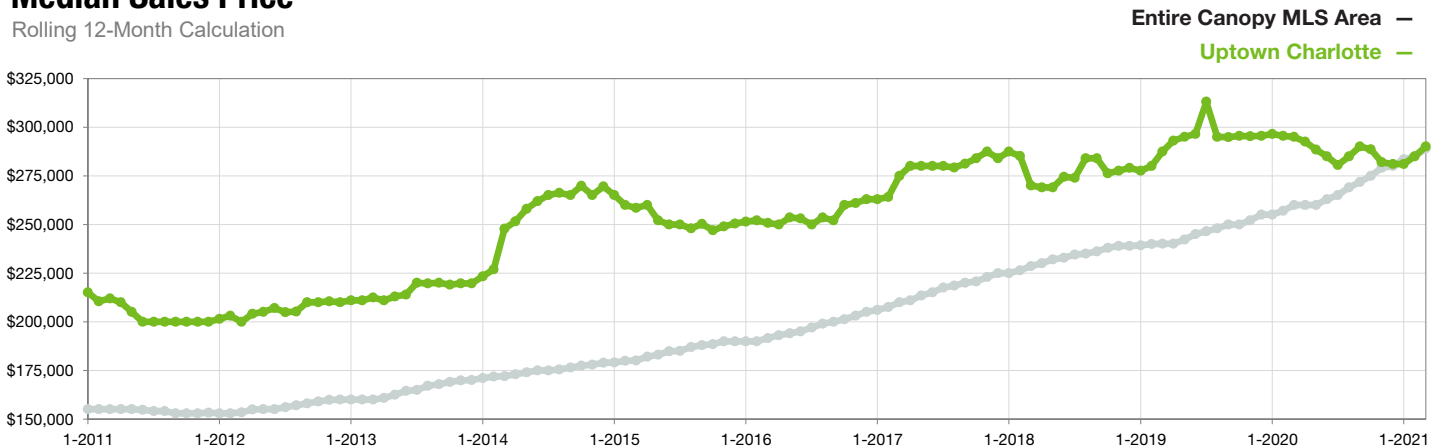
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March



Median Sales Price

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Local Market Update for March 2021

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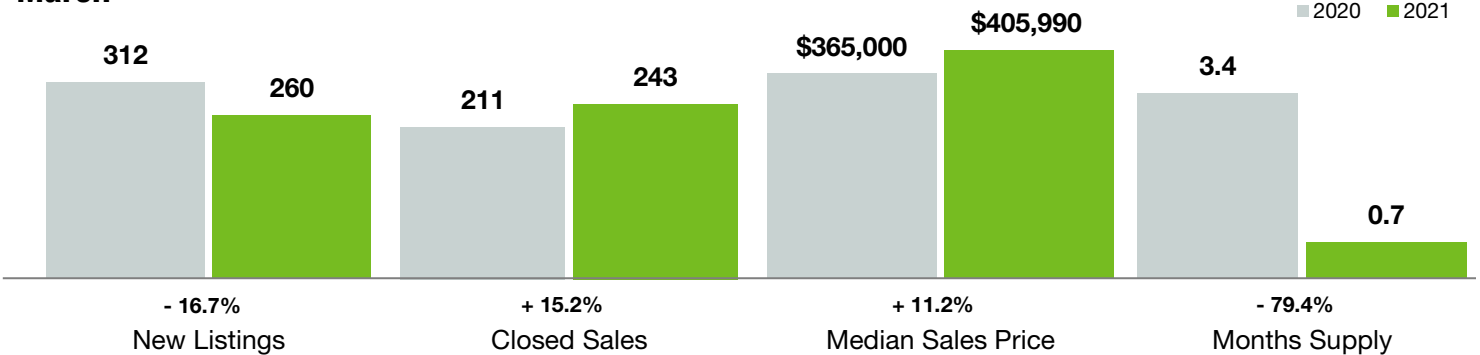
Lake Norman

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	312	260	- 16.7%	751	719	- 4.3%
Pending Sales	166	263	+ 58.4%	541	734	+ 35.7%
Closed Sales	211	243	+ 15.2%	488	609	+ 24.8%
Median Sales Price*	\$365,000	\$405,990	+ 11.2%	\$379,950	\$400,334	+ 5.4%
Average Sales Price*	\$517,358	\$608,305	+ 17.6%	\$523,473	\$582,754	+ 11.3%
Percent of Original List Price Received*	97.2%	99.9%	+ 2.8%	96.0%	99.3%	+ 3.4%
List to Close	122	85	- 30.3%	132	94	- 28.8%
Days on Market Until Sale	71	36	- 49.3%	77	38	- 50.6%
Cumulative Days on Market Until Sale	88	41	- 53.4%	97	44	- 54.6%
Average List Price	\$575,297	\$737,449	+ 28.2%	\$584,087	\$682,219	+ 16.8%
Inventory of Homes for Sale	708	169	- 76.1%	--	--	--
Months Supply of Inventory	3.4	0.7	- 79.4%	--	--	--

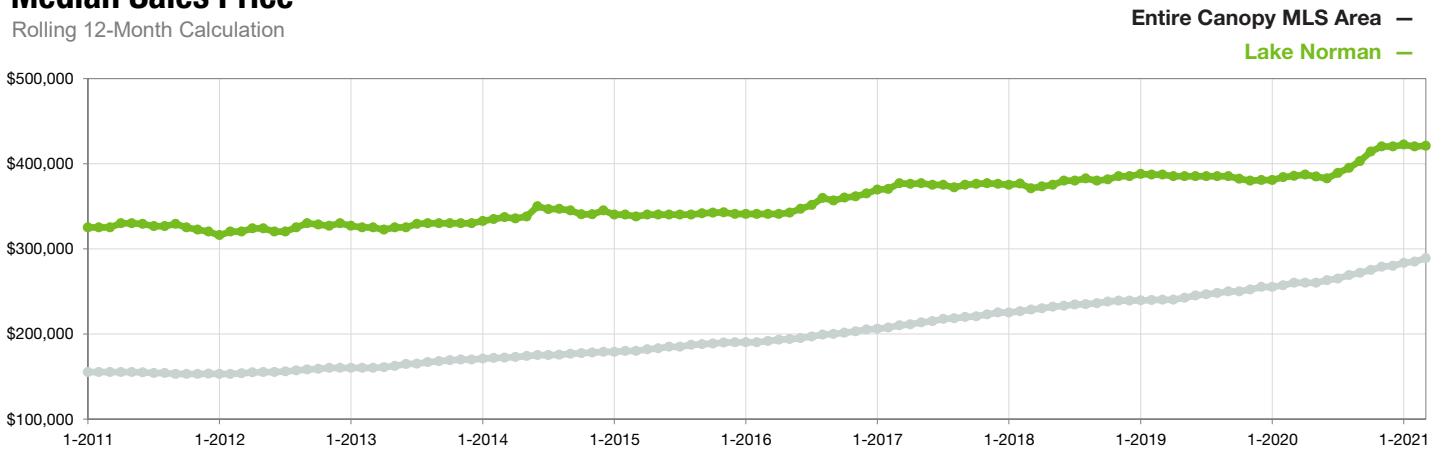
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March



Median Sales Price

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Local Market Update for March 2021

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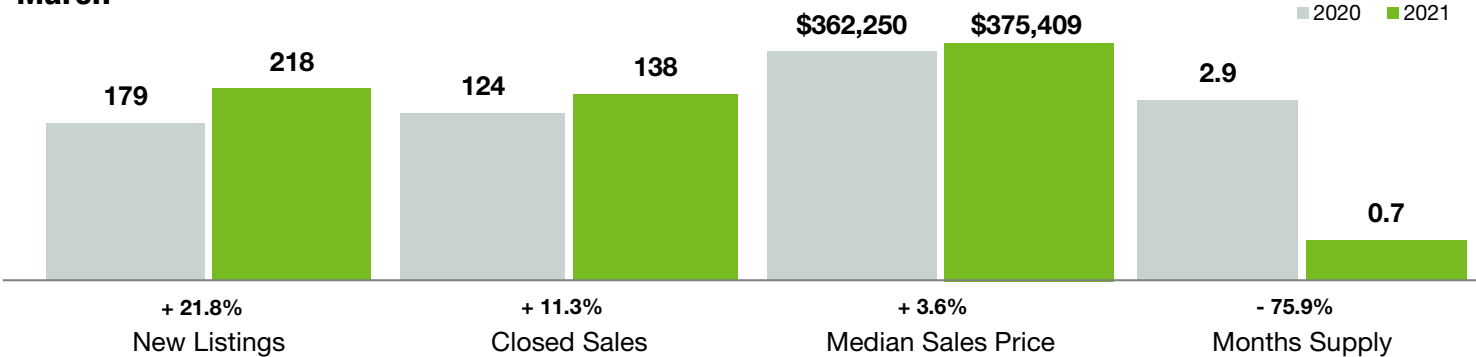
Lake Wylie

North Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	179	218	+ 21.8%	476	503	+ 5.7%
Pending Sales	122	206	+ 68.9%	367	542	+ 47.7%
Closed Sales	124	138	+ 11.3%	293	346	+ 18.1%
Median Sales Price*	\$362,250	\$375,409	+ 3.6%	\$360,000	\$379,950	+ 5.5%
Average Sales Price*	\$421,920	\$448,731	+ 6.4%	\$396,430	\$437,457	+ 10.3%
Percent of Original List Price Received*	97.5%	100.9%	+ 3.5%	96.6%	100.4%	+ 3.9%
List to Close	119	115	- 3.4%	118	110	- 6.8%
Days on Market Until Sale	62	30	- 51.6%	63	31	- 50.8%
Cumulative Days on Market Until Sale	79	38	- 51.9%	79	37	- 53.2%
Average List Price	\$417,183	\$499,023	+ 19.6%	\$406,133	\$493,808	+ 21.6%
Inventory of Homes for Sale	374	103	- 72.5%	--	--	--
Months Supply of Inventory	2.9	0.7	- 75.9%	--	--	--

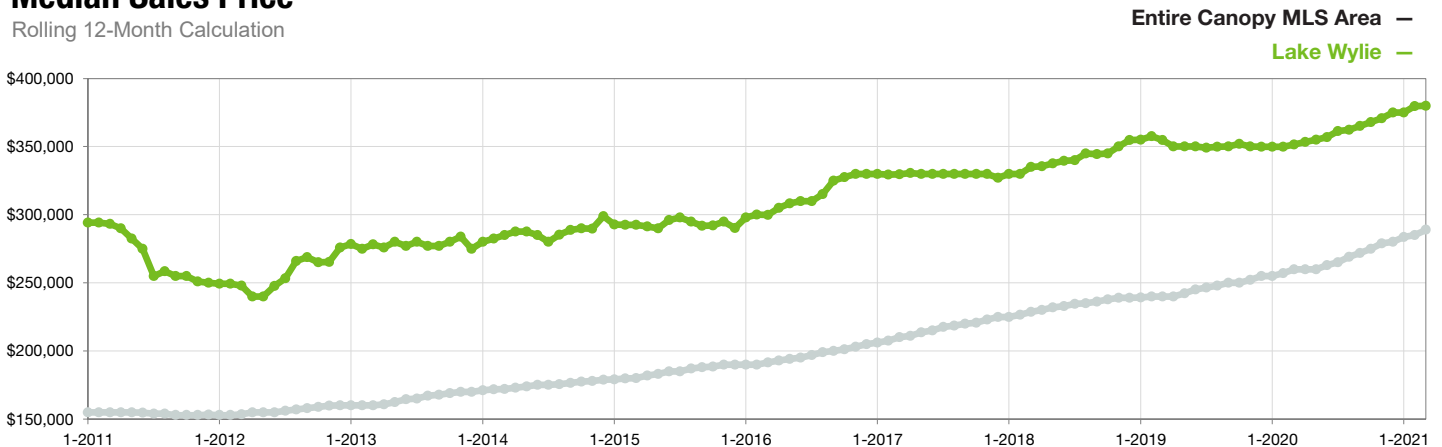
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March



Median Sales Price

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Local Market Update for March 2021

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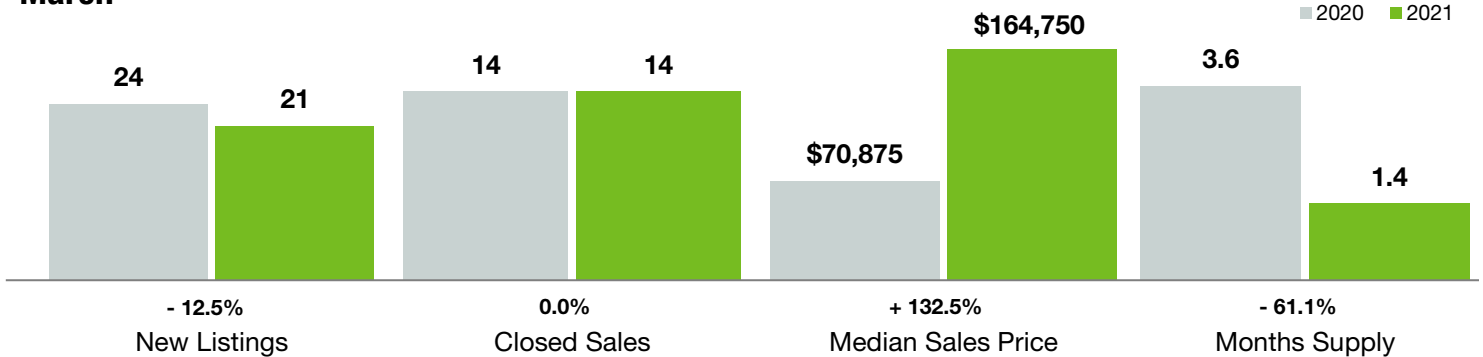
Chester County

South Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	24	21	- 12.5%	62	52	- 16.1%
Pending Sales	18	15	- 16.7%	54	49	- 9.3%
Closed Sales	14	14	0.0%	45	49	+ 8.9%
Median Sales Price*	\$70,875	\$164,750	+ 132.5%	\$137,000	\$175,000	+ 27.7%
Average Sales Price*	\$160,849	\$174,679	+ 8.6%	\$157,682	\$173,269	+ 9.9%
Percent of Original List Price Received*	90.7%	95.3%	+ 5.1%	95.5%	94.9%	- 0.6%
List to Close	110	102	- 7.3%	104	96	- 7.7%
Days on Market Until Sale	41	35	- 14.6%	48	30	- 37.5%
Cumulative Days on Market Until Sale	43	49	+ 14.0%	56	40	- 28.6%
Average List Price	\$178,361	\$137,352	- 23.0%	\$184,277	\$159,983	- 13.2%
Inventory of Homes for Sale	59	26	- 55.9%	--	--	--
Months Supply of Inventory	3.6	1.4	- 61.1%	--	--	--

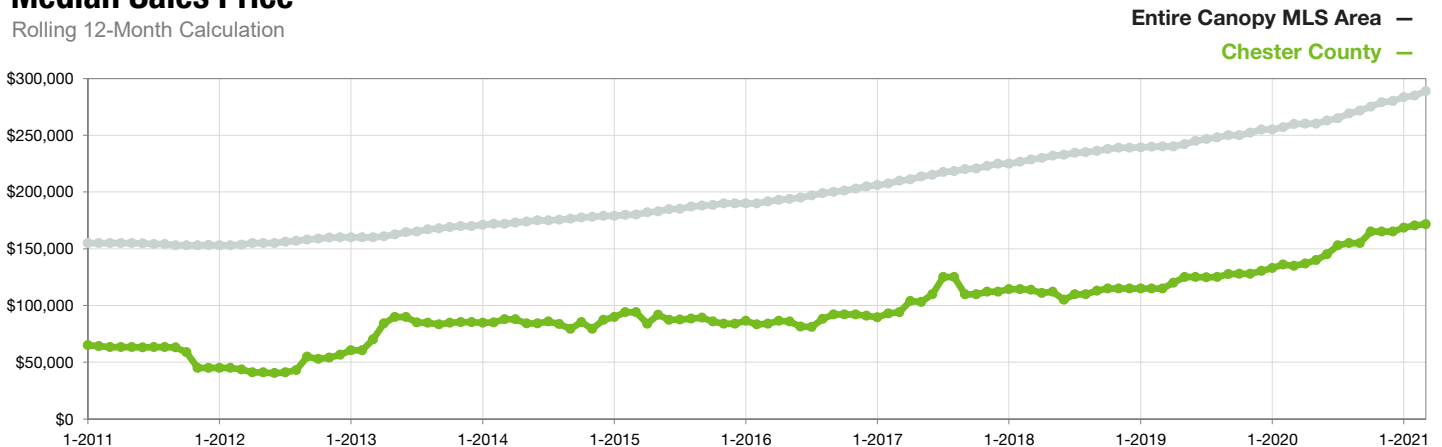
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March



Median Sales Price

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Local Market Update for March 2021

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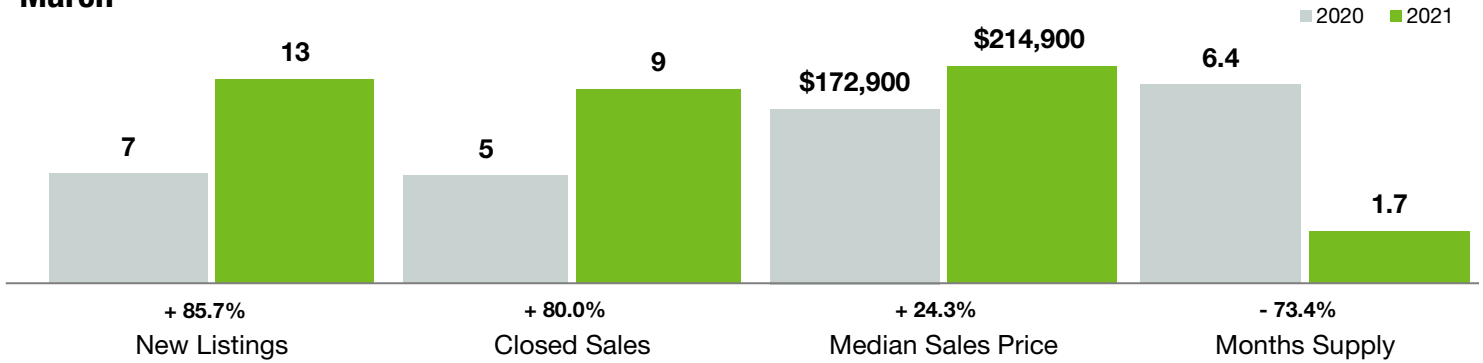
Chesterfield County

South Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	7	13	+ 85.7%	23	40	+ 73.9%
Pending Sales	9	20	+ 122.2%	26	44	+ 69.2%
Closed Sales	5	9	+ 80.0%	15	32	+ 113.3%
Median Sales Price*	\$172,900	\$214,900	+ 24.3%	\$152,000	\$175,500	+ 15.5%
Average Sales Price*	\$177,580	\$243,878	+ 37.3%	\$130,610	\$199,300	+ 52.6%
Percent of Original List Price Received*	94.6%	98.5%	+ 4.1%	91.0%	97.5%	+ 7.1%
List to Close	173	121	- 30.1%	148	145	- 2.0%
Days on Market Until Sale	59	72	+ 22.0%	75	70	- 6.7%
Cumulative Days on Market Until Sale	59	72	+ 22.0%	75	77	+ 2.7%
Average List Price	\$113,029	\$187,631	+ 66.0%	\$143,767	\$192,571	+ 33.9%
Inventory of Homes for Sale	32	17	- 46.9%	--	--	--
Months Supply of Inventory	6.4	1.7	- 73.4%	--	--	--

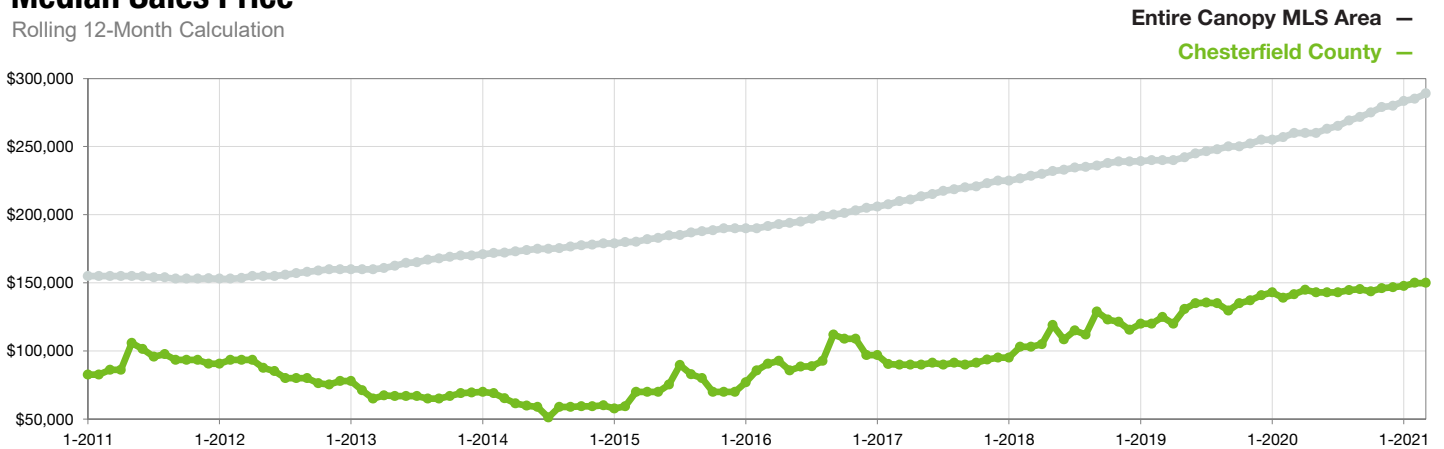
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March



Median Sales Price

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Local Market Update for March 2021

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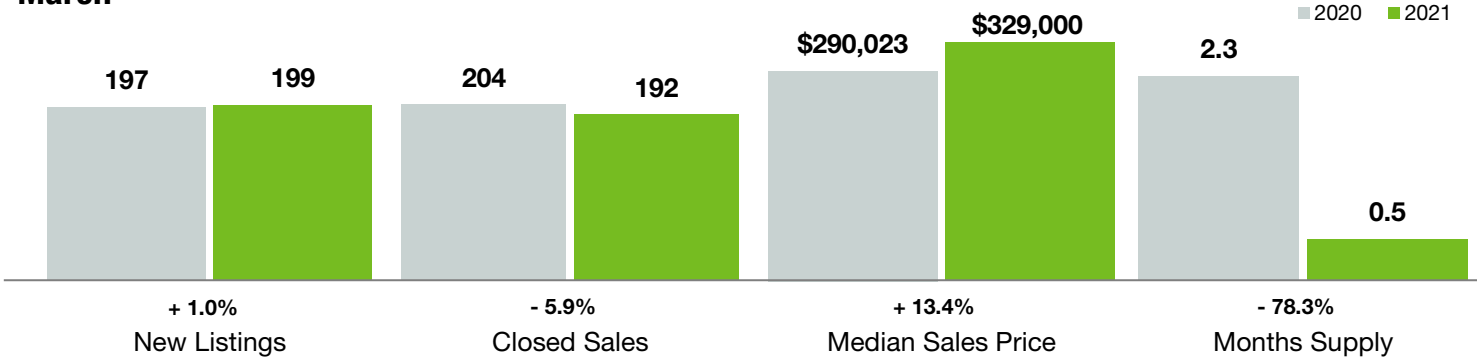
Lancaster County

South Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	197	199	+ 1.0%	617	559	- 9.4%
Pending Sales	159	216	+ 35.8%	534	570	+ 6.7%
Closed Sales	204	192	- 5.9%	455	494	+ 8.6%
Median Sales Price*	\$290,023	\$329,000	+ 13.4%	\$300,000	\$334,750	+ 11.6%
Average Sales Price*	\$300,124	\$330,896	+ 10.3%	\$305,101	\$338,075	+ 10.8%
Percent of Original List Price Received*	97.4%	98.6%	+ 1.2%	97.0%	99.3%	+ 2.4%
List to Close	100	87	- 13.0%	105	100	- 4.8%
Days on Market Until Sale	51	23	- 54.9%	54	34	- 37.0%
Cumulative Days on Market Until Sale	58	24	- 58.6%	66	32	- 51.5%
Average List Price	\$341,828	\$372,655	+ 9.0%	\$333,860	\$351,010	+ 5.1%
Inventory of Homes for Sale	404	99	- 75.5%	--	--	--
Months Supply of Inventory	2.3	0.5	- 78.3%	--	--	--

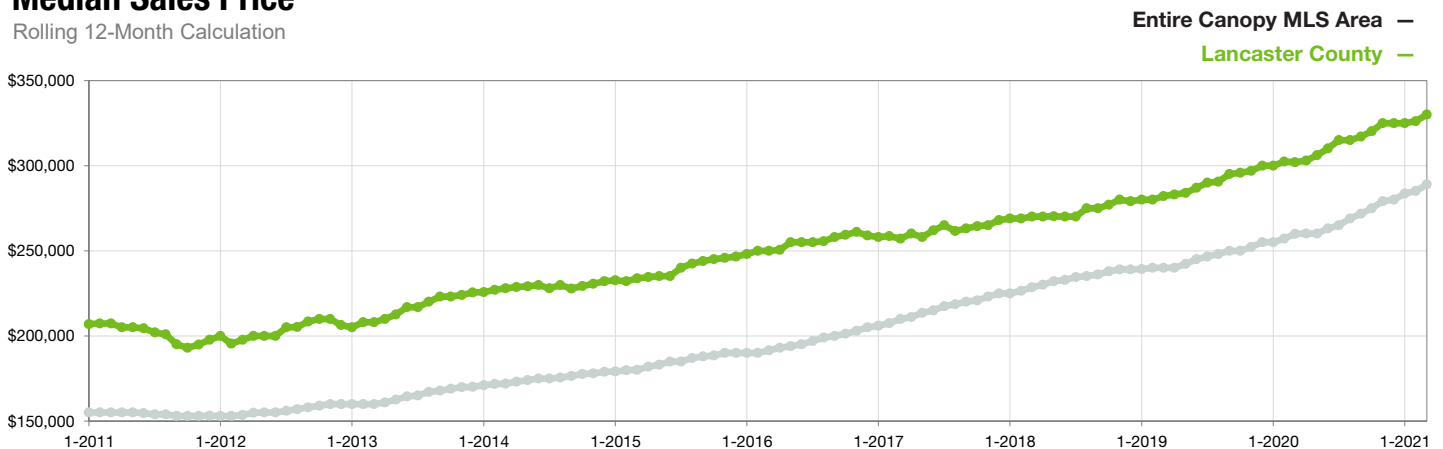
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March



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Local Market Update for March 2021

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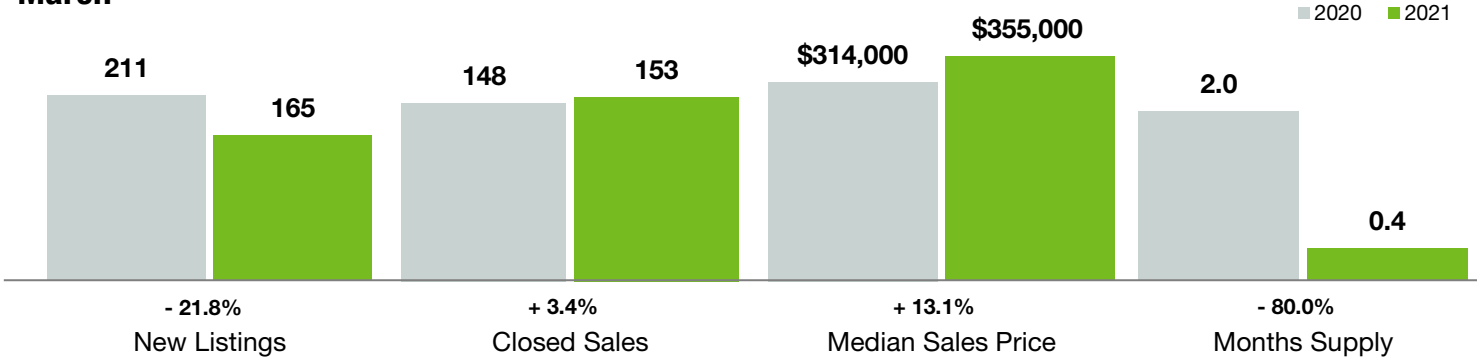
Fort Mill

South Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	211	165	- 21.8%	514	432	- 16.0%
Pending Sales	147	174	+ 18.4%	424	443	+ 4.5%
Closed Sales	148	153	+ 3.4%	324	379	+ 17.0%
Median Sales Price*	\$314,000	\$355,000	+ 13.1%	\$317,750	\$329,900	+ 3.8%
Average Sales Price*	\$356,121	\$408,435	+ 14.7%	\$356,824	\$375,382	+ 5.2%
Percent of Original List Price Received*	98.0%	101.2%	+ 3.3%	98.1%	100.4%	+ 2.3%
List to Close	109	72	- 33.9%	108	72	- 33.3%
Days on Market Until Sale	52	18	- 65.4%	48	18	- 62.5%
Cumulative Days on Market Until Sale	59	16	- 72.9%	58	18	- 69.0%
Average List Price	\$369,200	\$409,912	+ 11.0%	\$382,950	\$407,852	+ 6.5%
Inventory of Homes for Sale	287	56	- 80.5%	--	--	--
Months Supply of Inventory	2.0	0.4	- 80.0%	--	--	--

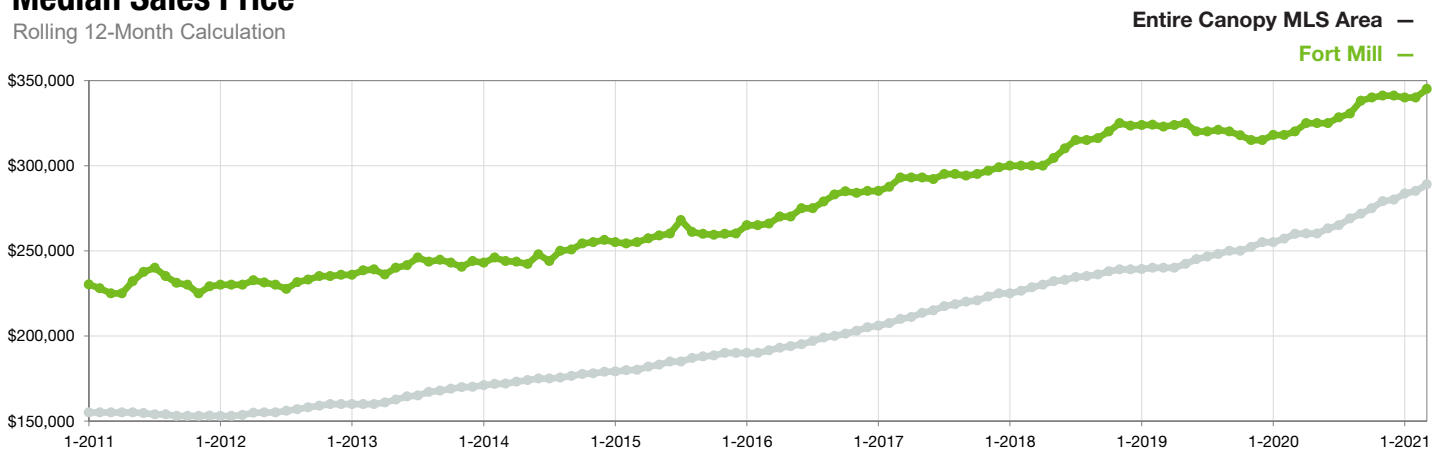
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March



Median Sales Price

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Local Market Update for March 2021

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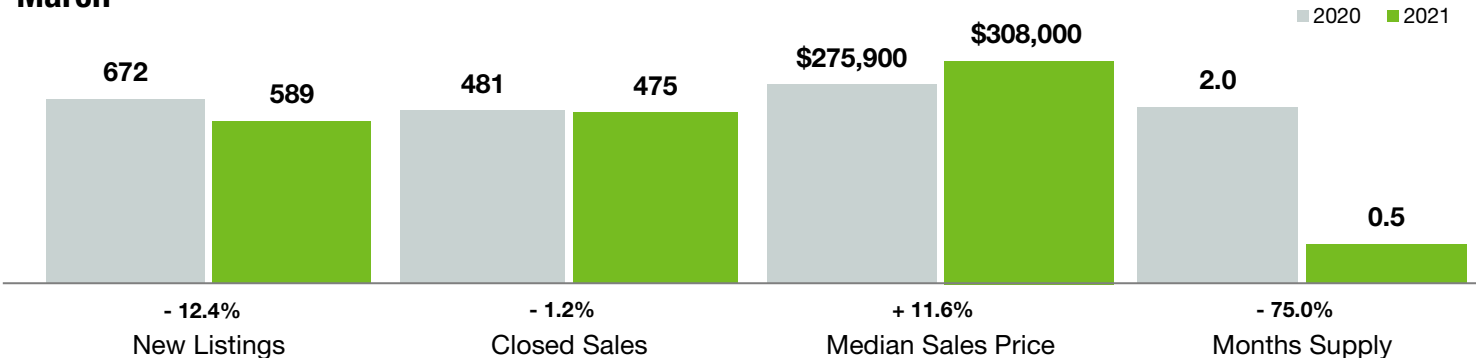
York County

South Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	672	589	- 12.4%	1,637	1,438	- 12.2%
Pending Sales	523	591	+ 13.0%	1,392	1,495	+ 7.4%
Closed Sales	481	475	- 1.2%	1,083	1,202	+ 11.0%
Median Sales Price*	\$275,900	\$308,000	+ 11.6%	\$265,000	\$298,000	+ 12.5%
Average Sales Price*	\$305,966	\$346,299	+ 13.2%	\$294,786	\$335,080	+ 13.7%
Percent of Original List Price Received*	97.8%	101.2%	+ 3.5%	97.4%	100.3%	+ 3.0%
List to Close	99	73	- 26.3%	96	77	- 19.8%
Days on Market Until Sale	49	18	- 63.3%	46	20	- 56.5%
Cumulative Days on Market Until Sale	59	20	- 66.1%	55	23	- 58.2%
Average List Price	\$320,644	\$363,647	+ 13.4%	\$320,281	\$362,862	+ 13.3%
Inventory of Homes for Sale	945	226	- 76.1%	--	--	--
Months Supply of Inventory	2.0	0.5	- 75.0%	--	--	--

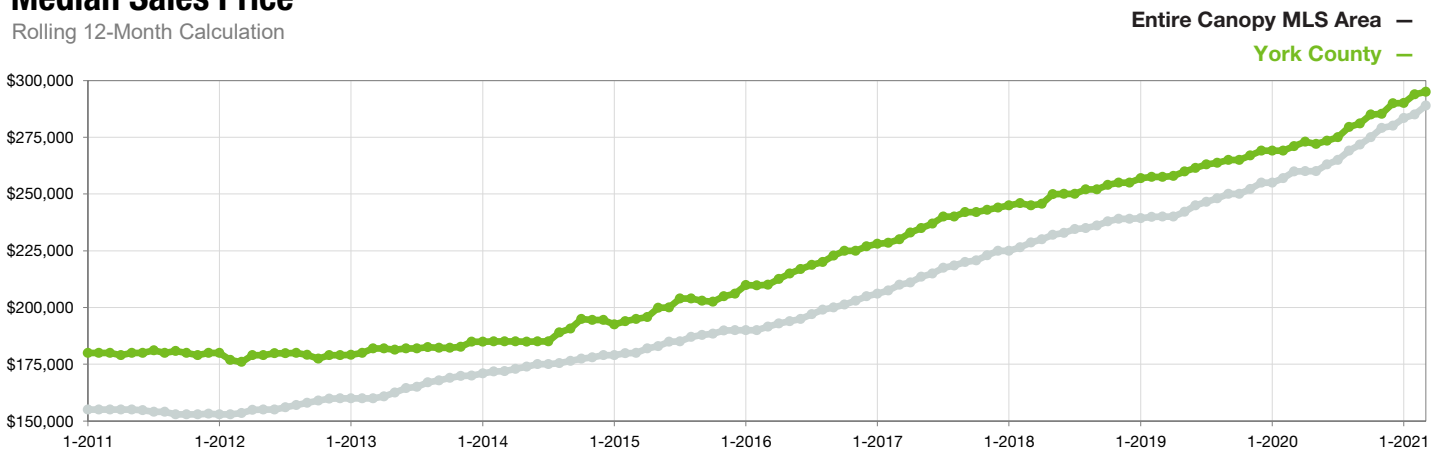
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

March



Median Sales Price

Rolling 12-Month Calculation



Local Market Update for March 2021

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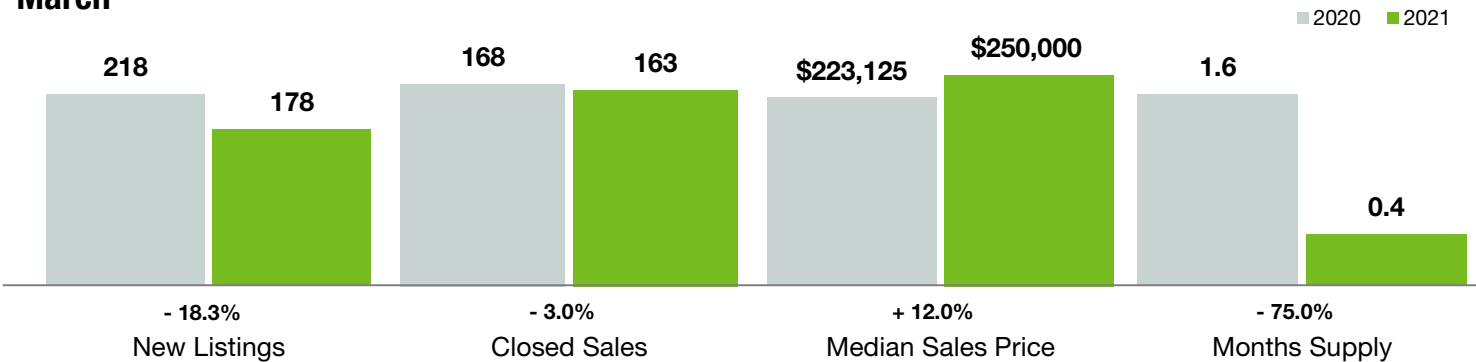
Rock Hill

South Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	218	178	- 18.3%	508	437	- 14.0%
Pending Sales	182	182	0.0%	469	457	- 2.6%
Closed Sales	168	163	- 3.0%	410	396	- 3.4%
Median Sales Price*	\$223,125	\$250,000	+ 12.0%	\$219,450	\$250,000	+ 13.9%
Average Sales Price*	\$245,443	\$261,097	+ 6.4%	\$233,548	\$265,930	+ 13.9%
Percent of Original List Price Received*	97.6%	101.8%	+ 4.3%	96.9%	100.6%	+ 3.8%
List to Close	91	60	- 34.1%	87	64	- 26.4%
Days on Market Until Sale	45	14	- 68.9%	41	16	- 61.0%
Cumulative Days on Market Until Sale	55	14	- 74.5%	49	17	- 65.3%
Average List Price	\$251,678	\$264,710	+ 5.2%	\$242,173	\$263,730	+ 8.9%
Inventory of Homes for Sale	252	68	- 73.0%	--	--	--
Months Supply of Inventory	1.6	0.4	- 75.0%	--	--	--

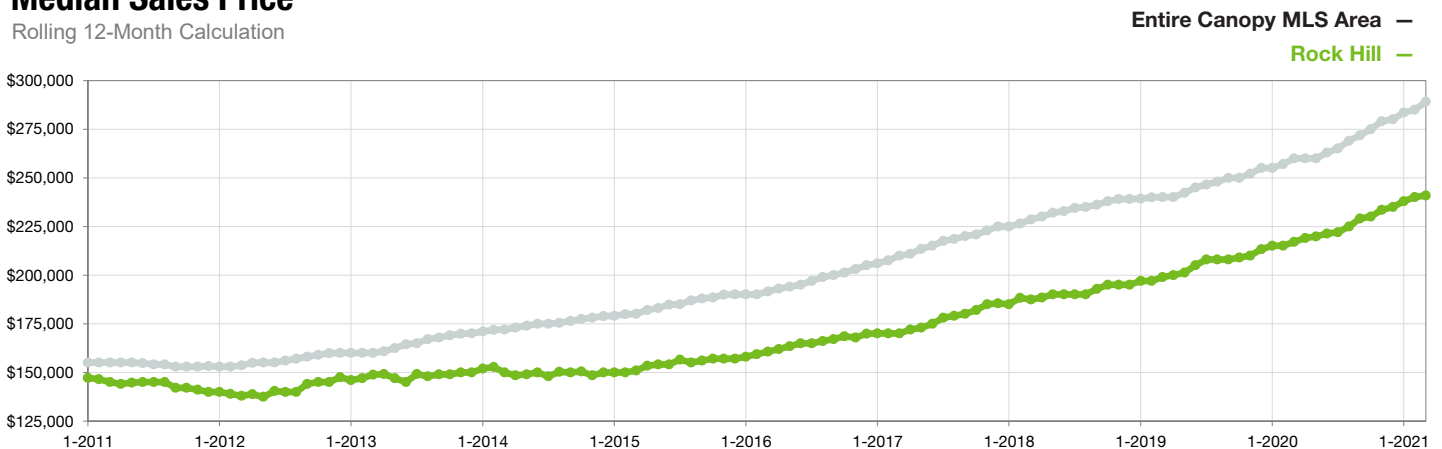
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March



Median Sales Price

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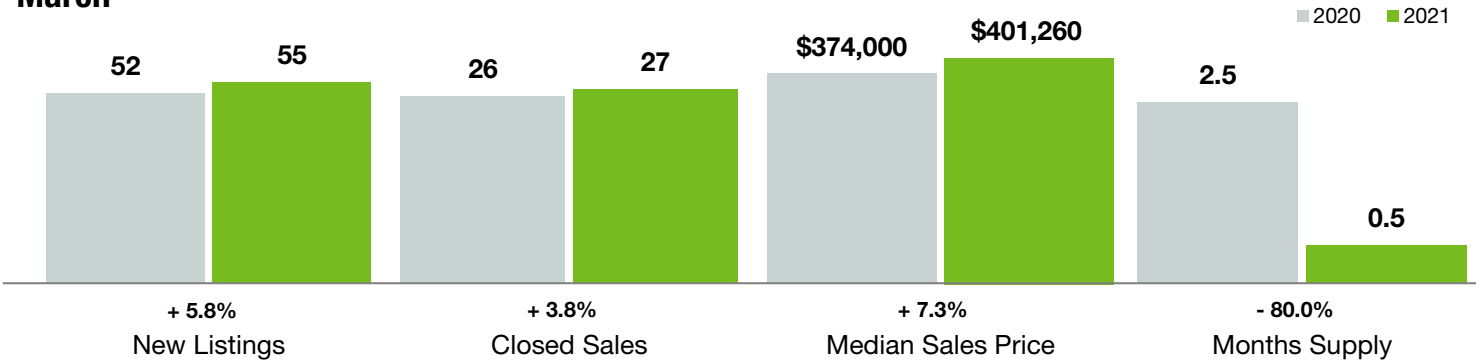
Tega Cay

South Carolina

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	52	55	+ 5.8%	113	122	+ 8.0%
Pending Sales	33	50	+ 51.5%	78	120	+ 53.8%
Closed Sales	26	27	+ 3.8%	52	73	+ 40.4%
Median Sales Price*	\$374,000	\$401,260	+ 7.3%	\$361,000	\$400,000	+ 10.8%
Average Sales Price*	\$410,294	\$446,500	+ 8.8%	\$371,279	\$421,539	+ 13.5%
Percent of Original List Price Received*	98.0%	101.1%	+ 3.2%	97.1%	100.1%	+ 3.1%
List to Close	87	103	+ 18.4%	94	81	- 13.8%
Days on Market Until Sale	50	19	- 62.0%	52	16	- 69.2%
Cumulative Days on Market Until Sale	59	43	- 27.1%	60	38	- 36.7%
Average List Price	\$440,216	\$440,842	+ 0.1%	\$407,296	\$421,708	+ 3.5%
Inventory of Homes for Sale	81	20	- 75.3%	--	--	--
Months Supply of Inventory	2.5	0.5	- 80.0%	--	--	--

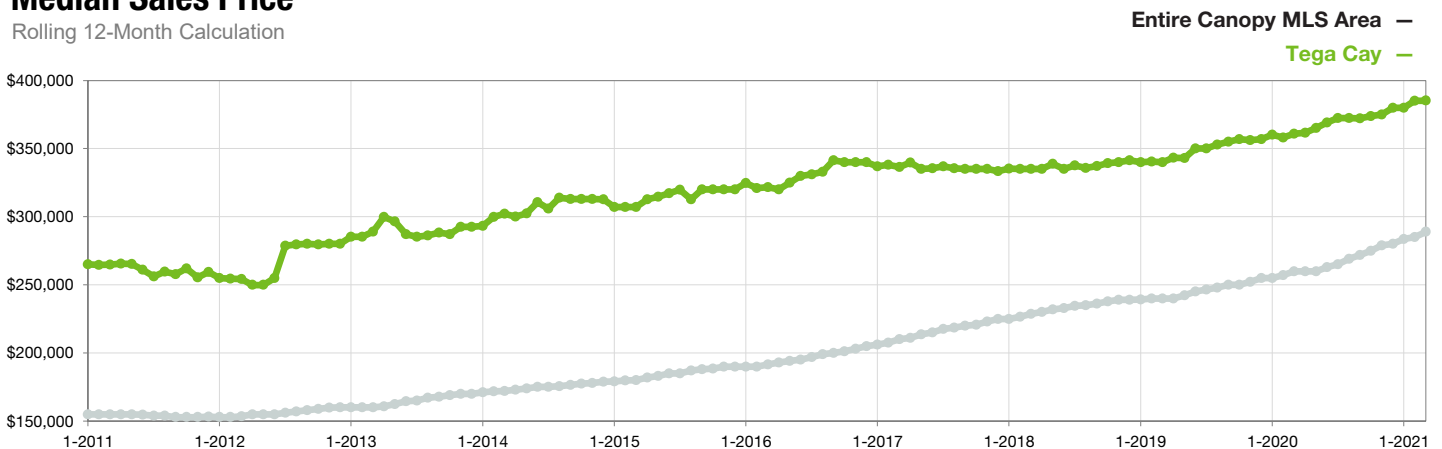
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March



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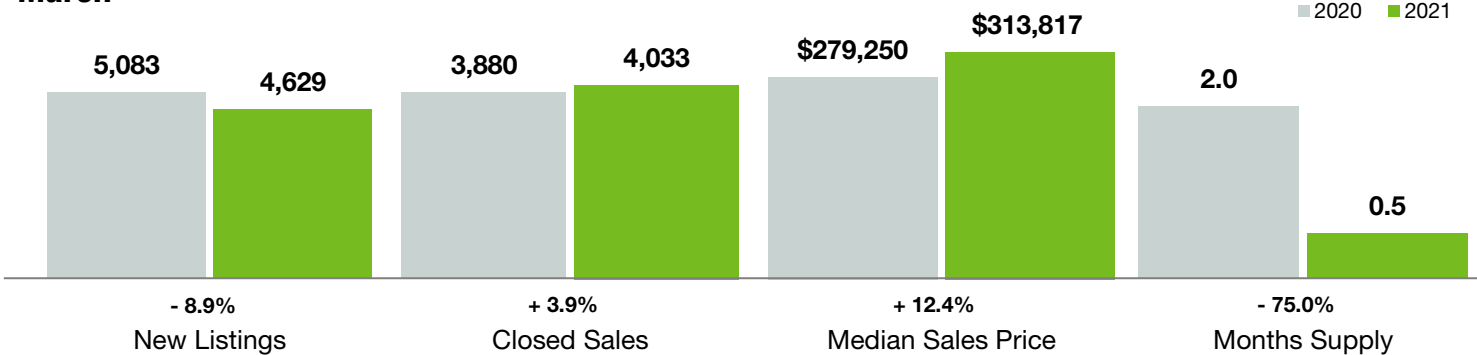
Charlotte MSA

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

Key Metrics	March			Year to Date		
	2020	2021	Percent Change	Thru 3-2020	Thru 3-2021	Percent Change
New Listings	5,083	4,629	- 8.9%	13,075	12,109	- 7.4%
Pending Sales	3,708	4,761	+ 28.4%	10,967	12,468	+ 13.7%
Closed Sales	3,880	4,033	+ 3.9%	9,281	10,005	+ 7.8%
Median Sales Price*	\$279,250	\$313,817	+ 12.4%	\$270,000	\$303,590	+ 12.4%
Average Sales Price*	\$322,596	\$381,809	+ 18.4%	\$315,084	\$361,846	+ 14.8%
Percent of Original List Price Received*	97.6%	100.4%	+ 2.9%	97.1%	99.7%	+ 2.7%
List to Close	94	77	- 18.1%	97	83	- 14.4%
Days on Market Until Sale	44	23	- 47.7%	45	26	- 42.2%
Cumulative Days on Market Until Sale	52	25	- 51.9%	54	29	- 46.3%
Average List Price	\$357,267	\$405,957	+ 13.6%	\$353,751	\$393,188	+ 11.1%
Inventory of Homes for Sale	7,378	2,141	- 71.0%	--	--	--
Months Supply of Inventory	2.0	0.5	- 75.0%	--	--	--

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March



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