

# Local Market Update for June 2016

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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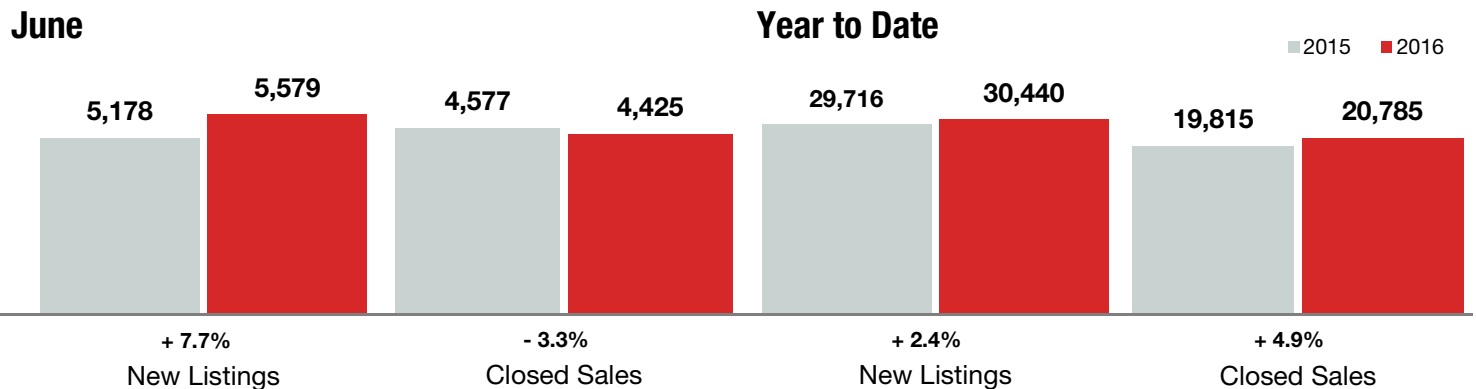


Charlotte Regional **Realtor®** Association

## Entire CarolinaMLS Area

Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	5,178	<b>5,579</b>	+ 7.7%	29,716	<b>30,440</b>	+ 2.4%
Pending Sales	3,992	<b>4,763</b>	+ 19.3%	22,510	<b>25,123</b>	+ 11.6%
Closed Sales	4,577	<b>4,425</b>	- 3.3%	19,815	<b>20,785</b>	+ 4.9%
Median Sales Price*	\$208,125	<b>\$225,000</b>	+ 8.1%	\$191,000	<b>\$201,000</b>	+ 5.2%
Average Sales Price*	\$259,137	<b>\$280,499</b>	+ 8.2%	\$240,899	<b>\$253,186</b>	+ 5.1%
Percent of Original List Price Received*	95.7%	<b>96.8%</b>	+ 1.1%	94.8%	<b>96.1%</b>	+ 1.4%
List to Close	113	<b>101</b>	- 10.6%	121	<b>113</b>	- 6.6%
Days on Market Until Sale	61	<b>47</b>	- 23.0%	70	<b>59</b>	- 15.7%
Cumulative Days on Market Until Sale	73	<b>55</b>	- 24.7%	86	<b>70</b>	- 18.6%
Inventory of Homes for Sale	14,530	<b>11,145</b>	- 23.3%	--	--	--
Months Supply of Inventory	4.4	<b>3.0</b>	- 31.8%	--	--	--

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



## Median Sales Price

Rolling 12-Month Calculation



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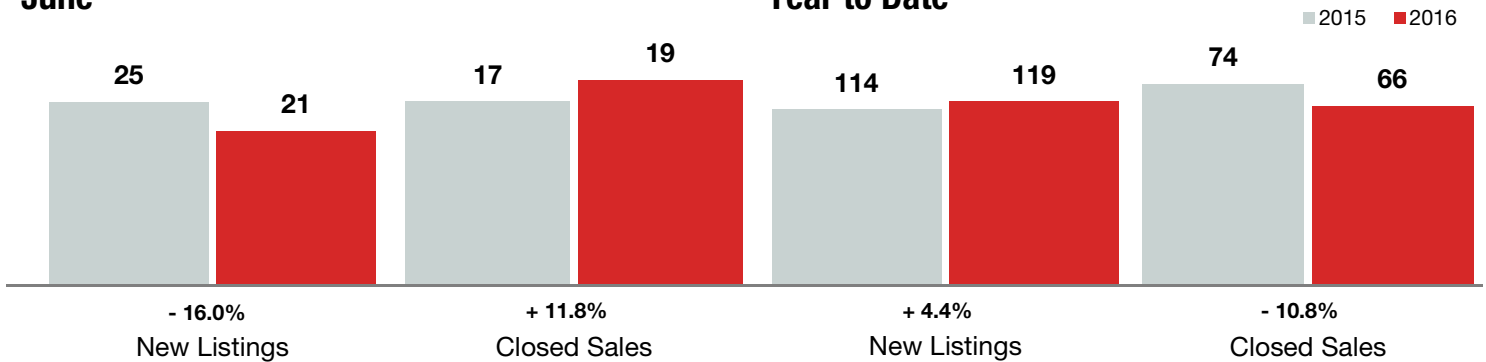
## Alexander County, NC

Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	25	21	- 16.0%	114	119	+ 4.4%
Pending Sales	7	21	+ 200.0%	75	80	+ 6.7%
Closed Sales	17	19	+ 11.8%	74	66	- 10.8%
Median Sales Price*	\$145,000	<b>\$152,850</b>	+ 5.4%	\$114,000	<b>\$126,150</b>	+ 10.7%
Average Sales Price*	\$187,347	<b>\$177,218</b>	- 5.4%	\$148,919	<b>\$155,122</b>	+ 4.2%
Percent of Original List Price Received*	90.3%	<b>96.5%</b>	+ 6.9%	89.9%	<b>92.9%</b>	+ 3.3%
List to Close	155	107	- 31.0%	169	153	- 9.5%
Days on Market Until Sale	114	57	- 50.0%	128	96	- 25.0%
Cumulative Days on Market Until Sale	125	57	- 54.4%	134	101	- 24.6%
Inventory of Homes for Sale	88	72	- 18.2%	--	--	--
Months Supply of Inventory	8.4	6.5	- 22.6%	--	--	--

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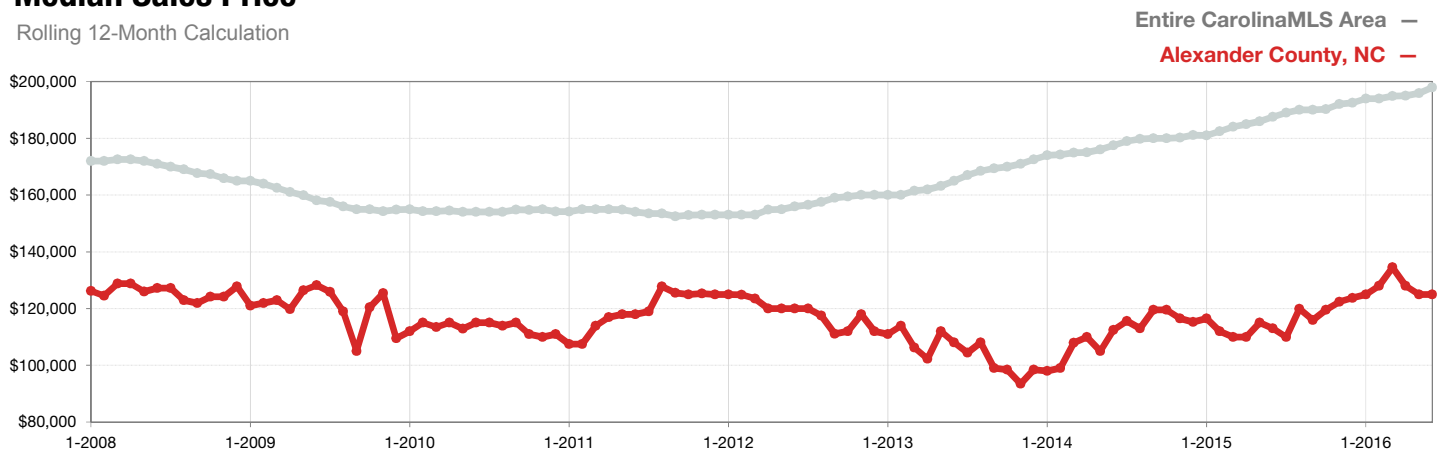
### June

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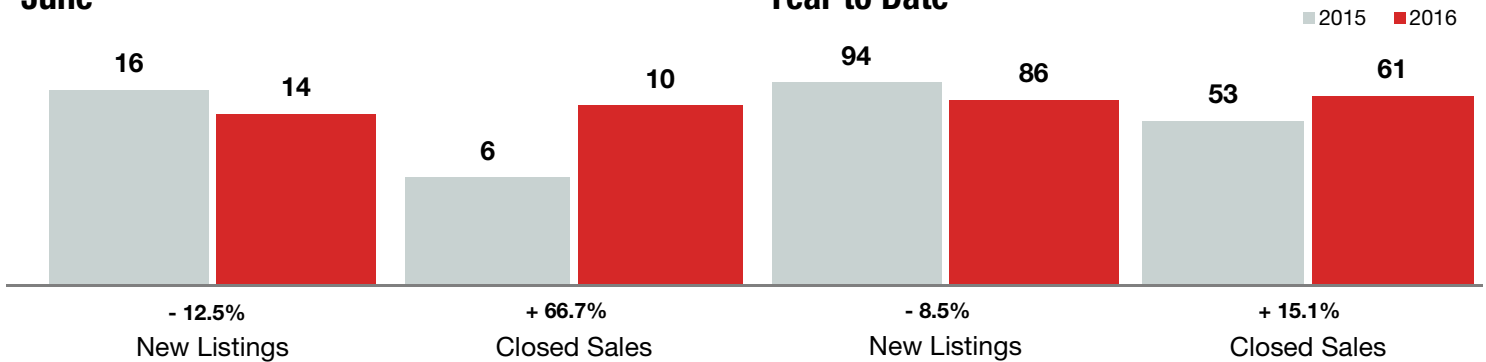
## Anson County, NC

Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	16	14	- 12.5%	94	86	- 8.5%
Pending Sales	10	12	+ 20.0%	50	66	+ 32.0%
Closed Sales	6	10	+ 66.7%	53	61	+ 15.1%
Median Sales Price*	\$42,500	<b>\$94,000</b>	+ 121.2%	\$65,000	<b>\$86,900</b>	+ 33.7%
Average Sales Price*	\$65,875	<b>\$99,200</b>	+ 50.6%	\$79,942	<b>\$100,496</b>	+ 25.7%
Percent of Original List Price Received*	76.2%	<b>94.5%</b>	+ 24.0%	82.8%	<b>88.7%</b>	+ 7.1%
List to Close	241	204	- 15.4%	299	203	- 32.1%
Days on Market Until Sale	209	127	- 39.2%	234	143	- 38.9%
Cumulative Days on Market Until Sale	209	182	- 12.9%	250	156	- 37.6%
Inventory of Homes for Sale	134	112	- 16.4%	--	--	--
Months Supply of Inventory	18.1	10.6	- 41.4%	--	--	--

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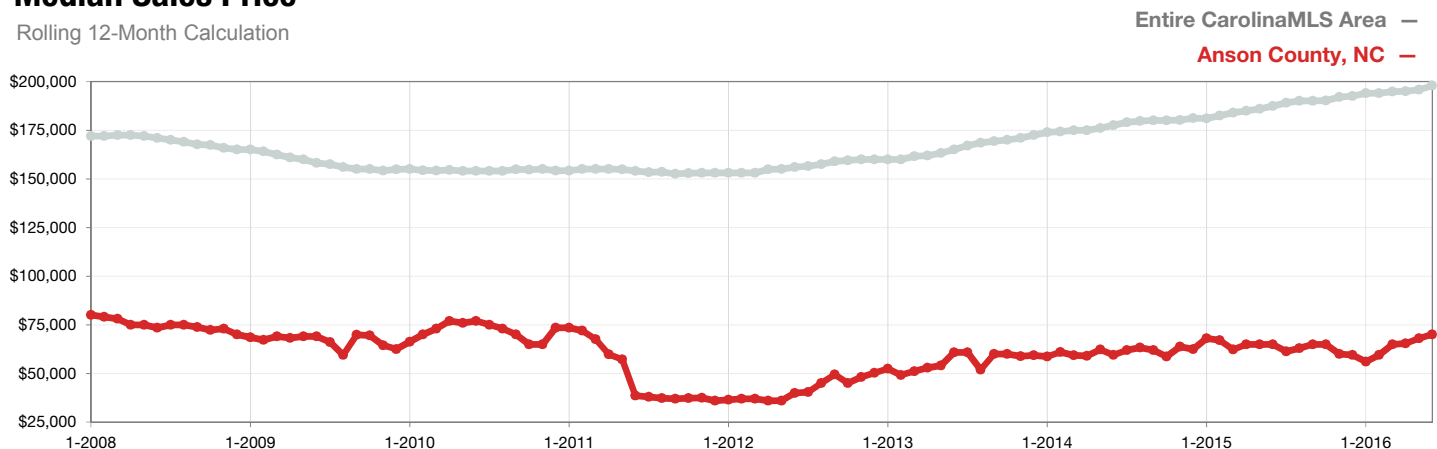
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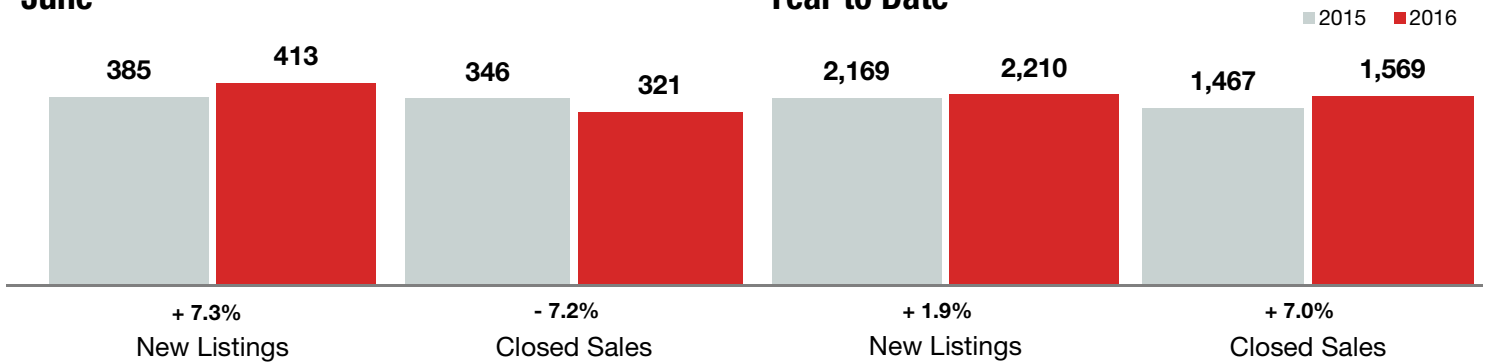
## Cabarrus County, NC

Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	385	413	+ 7.3%	2,169	2,210	+ 1.9%
Pending Sales	339	349	+ 2.9%	1,681	1,859	+ 10.6%
Closed Sales	346	321	- 7.2%	1,467	1,569	+ 7.0%
Median Sales Price*	\$195,000	\$202,900	+ 4.1%	\$180,198	\$189,900	+ 5.4%
Average Sales Price*	\$211,278	\$224,175	+ 6.1%	\$201,187	\$208,280	+ 3.5%
Percent of Original List Price Received*	95.6%	96.4%	+ 0.8%	94.7%	96.1%	+ 1.5%
List to Close	103	96	- 6.8%	116	108	- 6.9%
Days on Market Until Sale	57	44	- 22.8%	68	58	- 14.7%
Cumulative Days on Market Until Sale	63	46	- 27.0%	81	65	- 19.8%
Inventory of Homes for Sale	963	738	- 23.4%	--	--	--
Months Supply of Inventory	3.7	2.7	- 27.0%	--	--	--

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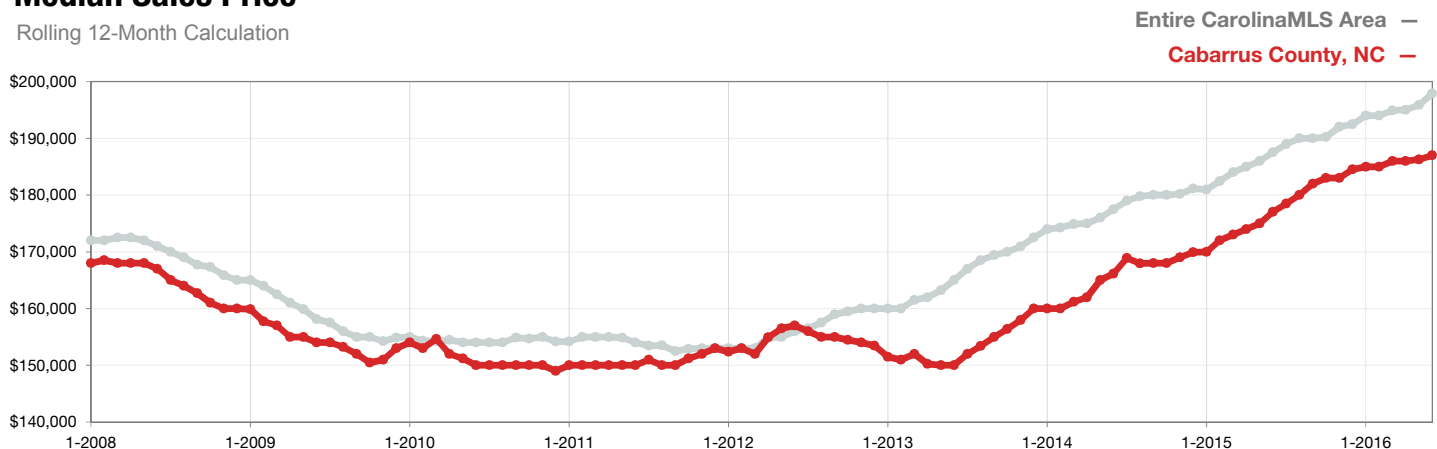
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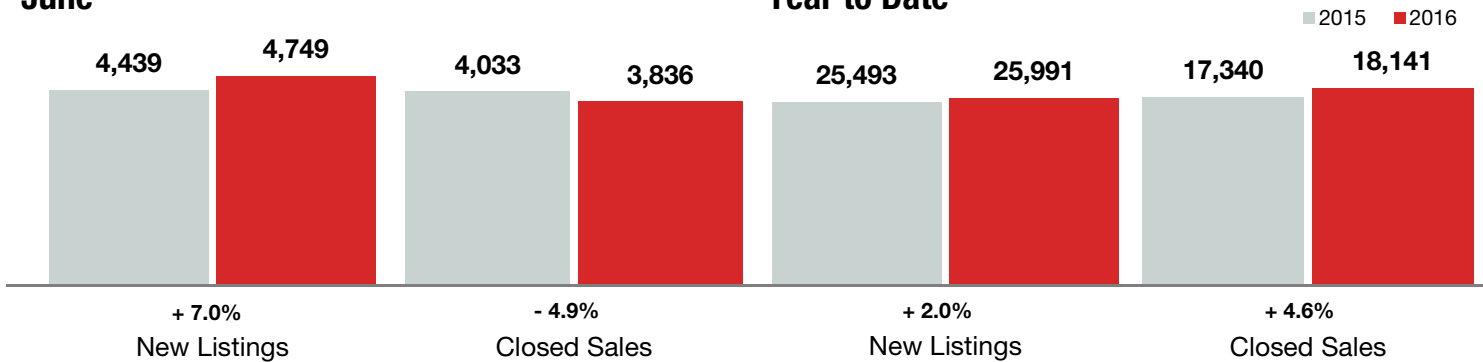
## Charlotte MSA

Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	4,439	<b>4,749</b>	+ 7.0%	25,493	<b>25,991</b>	+ 2.0%
Pending Sales	3,515	<b>4,123</b>	+ 17.3%	19,764	<b>21,920</b>	+ 10.9%
Closed Sales	4,033	<b>3,836</b>	- 4.9%	17,340	<b>18,141</b>	+ 4.6%
Median Sales Price*	\$212,028	<b>\$226,000</b>	+ 6.6%	\$195,000	<b>\$205,283</b>	+ 5.3%
Average Sales Price*	\$260,110	<b>\$280,620</b>	+ 7.9%	\$243,303	<b>\$256,100</b>	+ 5.3%
Percent of Original List Price Received*	96.1%	<b>97.2%</b>	+ 1.1%	95.3%	<b>96.5%</b>	+ 1.3%
List to Close	108	<b>95</b>	- 12.0%	116	<b>108</b>	- 6.9%
Days on Market Until Sale	55	<b>41</b>	- 25.5%	65	<b>54</b>	- 16.9%
Cumulative Days on Market Until Sale	67	<b>49</b>	- 26.9%	80	<b>64</b>	- 20.0%
Inventory of Homes for Sale	11,085	<b>8,259</b>	- 25.5%	--	--	--
Months Supply of Inventory	3.8	<b>2.6</b>	- 31.6%	--	--	--

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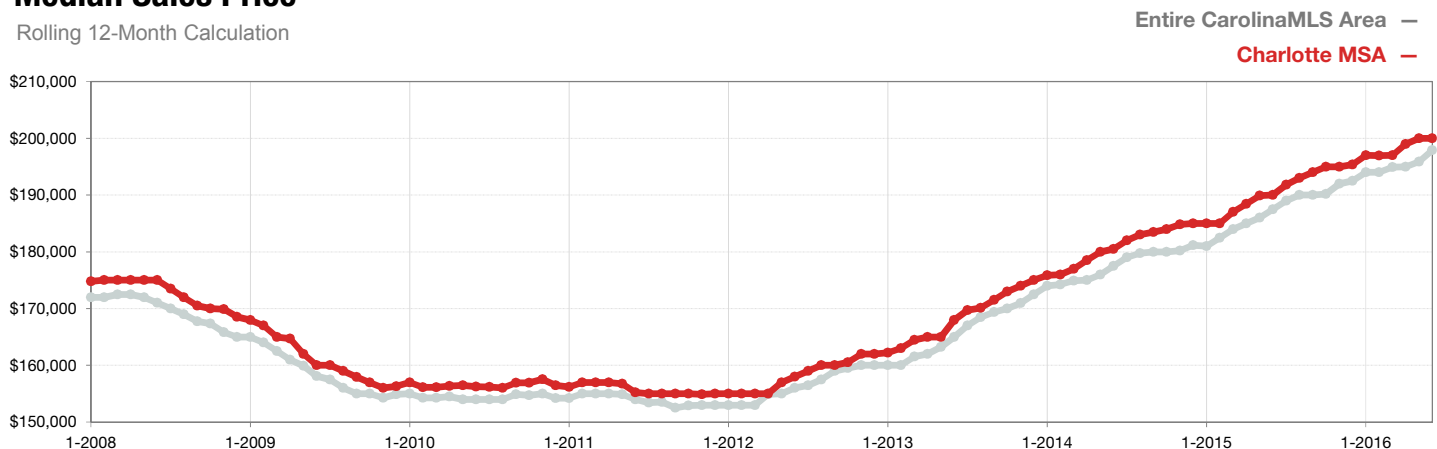
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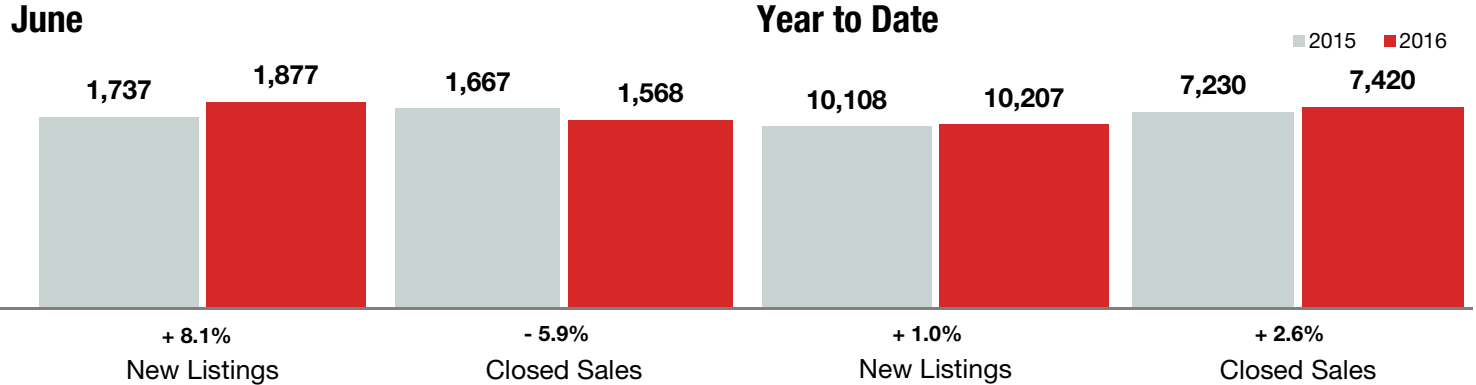


Charlotte Regional Realtor® Association

## City of Charlotte, NC

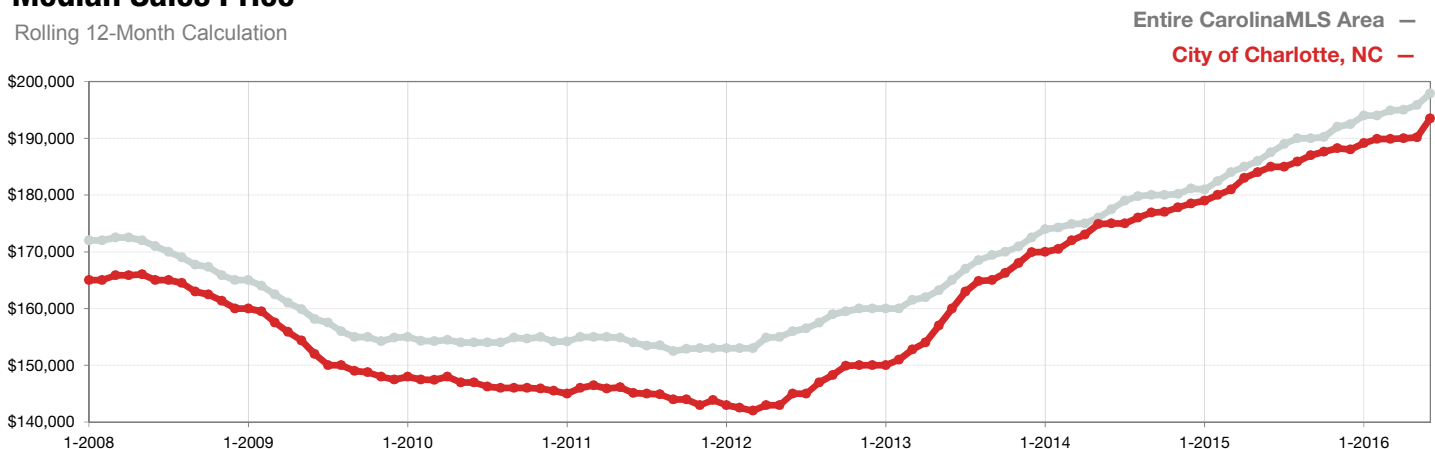
Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	1,737	1,877	+ 8.1%	10,108	10,207	+ 1.0%
Pending Sales	1,401	1,727	+ 23.3%	8,151	8,879	+ 8.9%
Closed Sales	1,667	1,568	- 5.9%	7,230	7,420	+ 2.6%
Median Sales Price*	\$201,500	\$224,270	+ 11.3%	\$190,000	\$200,000	+ 5.3%
Average Sales Price*	\$275,105	\$297,425	+ 8.1%	\$258,571	\$268,714	+ 3.9%
Percent of Original List Price Received*	96.7%	97.8%	+ 1.1%	95.9%	97.1%	+ 1.3%
List to Close	97	82	- 15.5%	104	96	- 7.7%
Days on Market Until Sale	43	29	- 32.6%	53	41	- 22.6%
Cumulative Days on Market Until Sale	52	35	- 32.7%	65	50	- 23.1%
Inventory of Homes for Sale	3,550	2,429	- 31.6%	--	--	--
Months Supply of Inventory	3.0	1.9	- 36.7%	--	--	--

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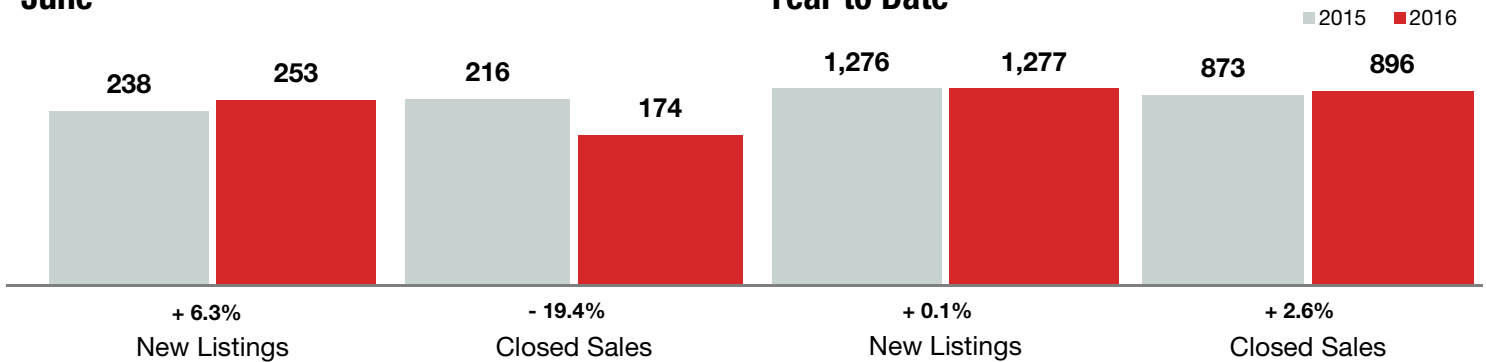
## Concord, NC

Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	238	253	+ 6.3%	1,276	1,277	+ 0.1%
Pending Sales	193	207	+ 7.3%	989	1,075	+ 8.7%
Closed Sales	216	174	- 19.4%	873	896	+ 2.6%
Median Sales Price*	\$192,500	\$197,958	+ 2.8%	\$172,500	\$180,000	+ 4.3%
Average Sales Price*	\$208,120	\$218,832	+ 5.1%	\$192,691	\$203,305	+ 5.5%
Percent of Original List Price Received*	95.9%	96.2%	+ 0.3%	94.9%	96.2%	+ 1.4%
List to Close	95	87	- 8.4%	111	104	- 6.3%
Days on Market Until Sale	52	36	- 30.8%	65	54	- 16.9%
Cumulative Days on Market Until Sale	52	42	- 19.2%	78	61	- 21.8%
Inventory of Homes for Sale	541	398	- 26.4%	--	--	--
Months Supply of Inventory	3.6	2.5	- 30.6%	--	--	--

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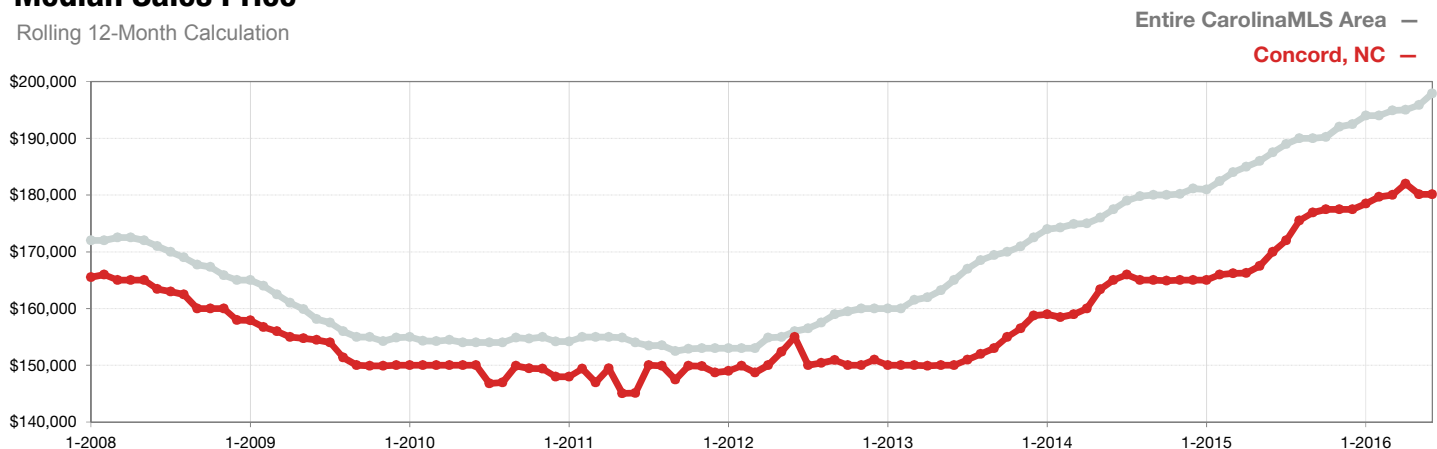
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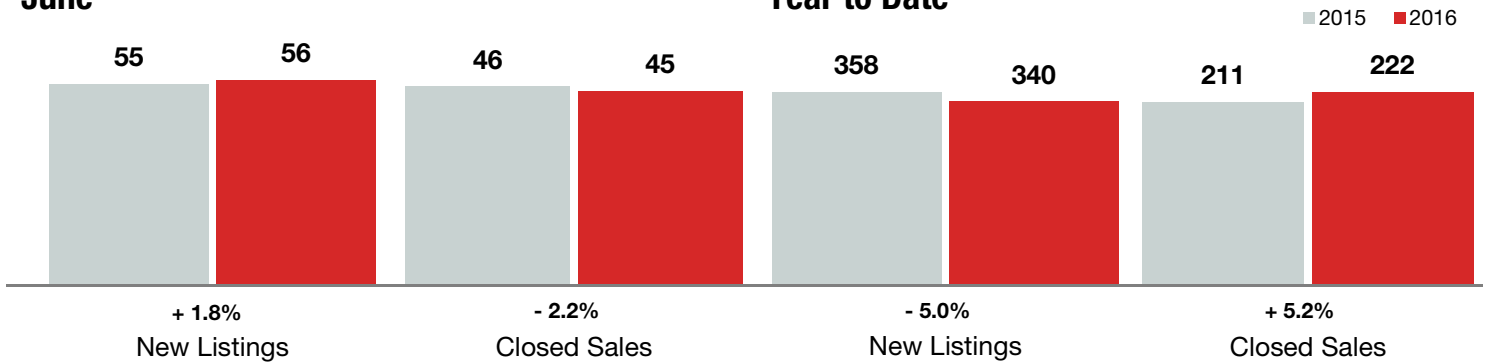
## Davidson, NC

Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	55	56	+ 1.8%	358	340	- 5.0%
Pending Sales	51	44	- 13.7%	251	261	+ 4.0%
Closed Sales	46	45	- 2.2%	211	222	+ 5.2%
Median Sales Price*	\$308,750	\$315,000	+ 2.0%	\$312,000	\$315,000	+ 1.0%
Average Sales Price*	\$343,801	\$403,259	+ 17.3%	\$369,547	\$400,017	+ 8.2%
Percent of Original List Price Received*	96.5%	97.0%	+ 0.5%	95.8%	96.6%	+ 0.8%
List to Close	118	108	- 8.5%	139	140	+ 0.7%
Days on Market Until Sale	68	50	- 26.5%	87	81	- 6.9%
Cumulative Days on Market Until Sale	92	80	- 13.0%	107	100	- 6.5%
Inventory of Homes for Sale	199	151	- 24.1%	--	--	--
Months Supply of Inventory	5.2	3.7	- 28.8%	--	--	--

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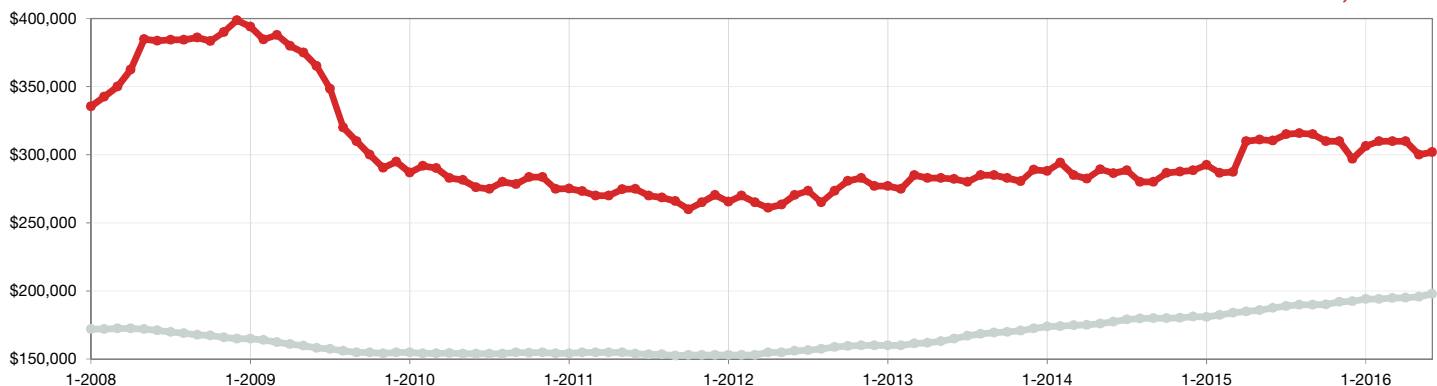


### Median Sales Price

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Entire CarolinaMLS Area —

Davidson, NC —





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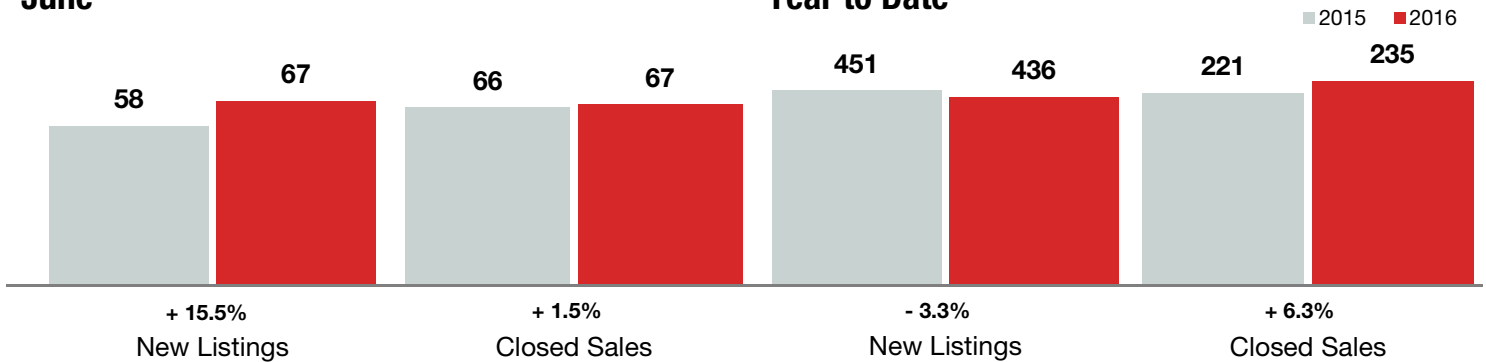
## Denver, NC

Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	58	67	+ 15.5%	451	436	- 3.3%
Pending Sales	48	46	- 4.2%	273	277	+ 1.5%
Closed Sales	66	67	+ 1.5%	221	235	+ 6.3%
Median Sales Price*	\$332,500	<b>\$340,000</b>	+ 2.3%	\$299,000	<b>\$332,180</b>	+ 11.1%
Average Sales Price*	\$385,843	<b>\$376,180</b>	- 2.5%	\$347,648	<b>\$361,590</b>	+ 4.0%
Percent of Original List Price Received*	95.8%	<b>96.4%</b>	+ 0.6%	95.1%	<b>96.5%</b>	+ 1.5%
List to Close	115	115	0.0%	142	129	- 9.2%
Days on Market Until Sale	59	68	+ 15.3%	85	76	- 10.6%
Cumulative Days on Market Until Sale	103	78	- 24.3%	117	91	- 22.2%
Inventory of Homes for Sale	253	233	- 7.9%	--	--	--
Months Supply of Inventory	6.2	5.5	- 11.3%	--	--	--

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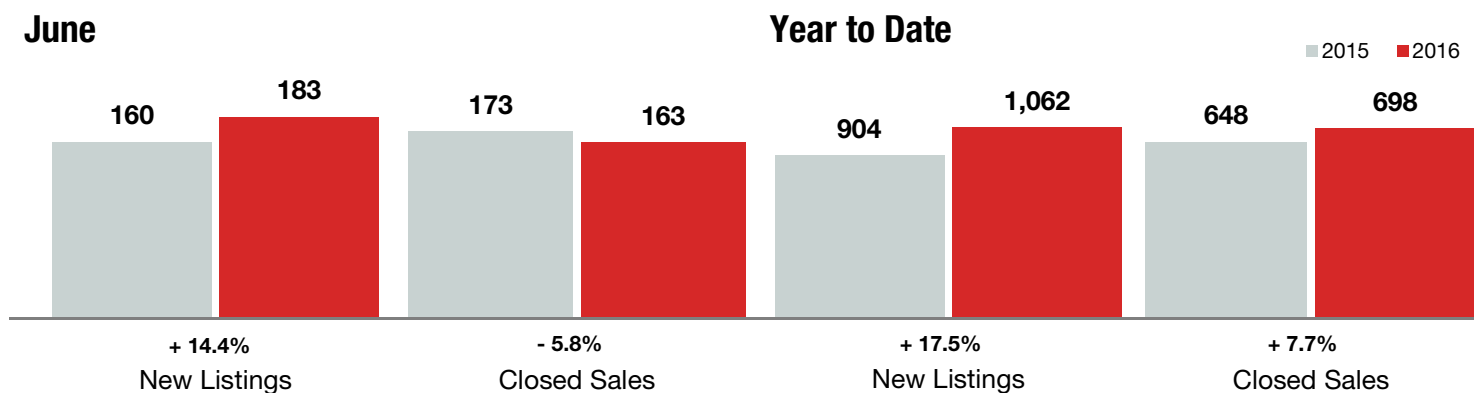


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## Fort Mill, SC

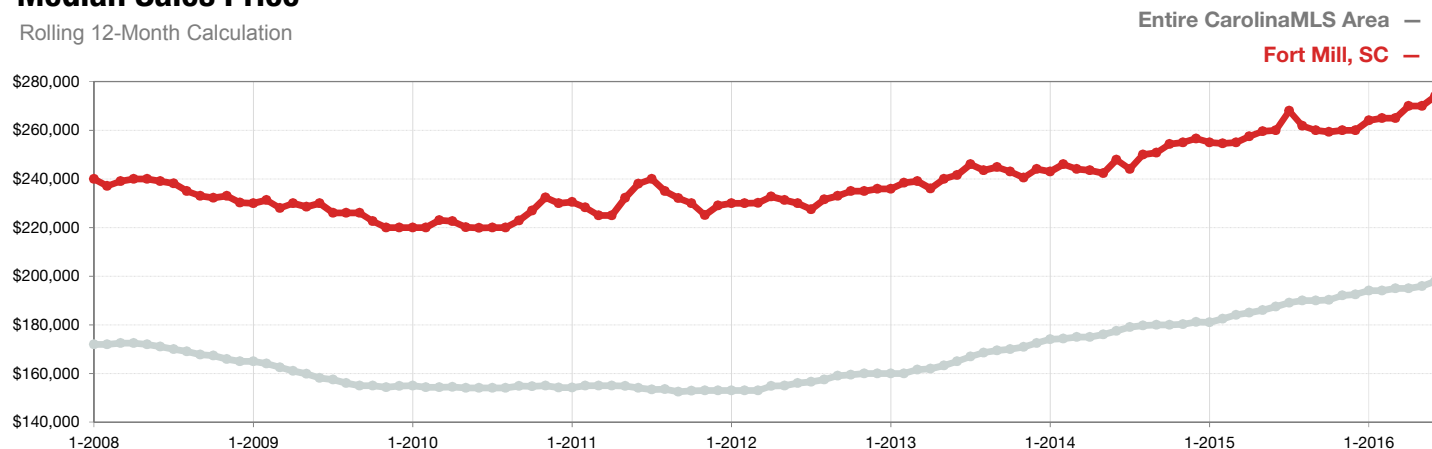
Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	160	183	+ 14.4%	904	1,062	+ 17.5%
Pending Sales	124	167	+ 34.7%	715	881	+ 23.2%
Closed Sales	173	163	- 5.8%	648	698	+ 7.7%
Median Sales Price*	\$275,000	\$300,000	+ 9.1%	\$258,584	\$284,450	+ 10.0%
Average Sales Price*	\$306,183	\$336,179	+ 9.8%	\$294,675	\$310,845	+ 5.5%
Percent of Original List Price Received*	97.4%	97.7%	+ 0.3%	96.7%	97.7%	+ 1.0%
List to Close	95	105	+ 10.5%	113	103	- 8.8%
Days on Market Until Sale	43	49	+ 14.0%	59	50	- 15.3%
Cumulative Days on Market Until Sale	49	54	+ 10.2%	67	59	- 11.9%
Inventory of Homes for Sale	333	317	- 4.8%	--	--	--
Months Supply of Inventory	3.0	2.6	- 13.3%	--	--	--

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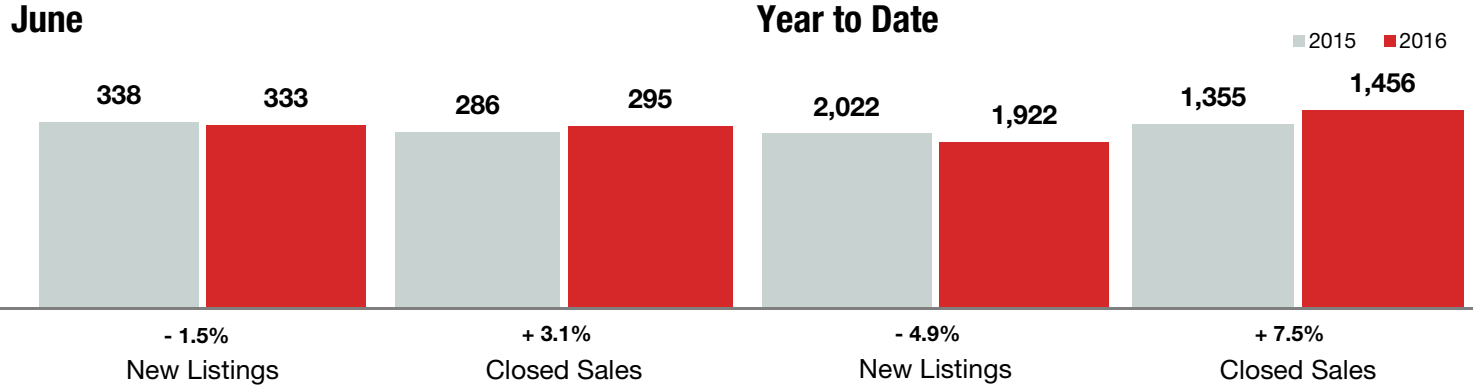


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## Gaston County, NC

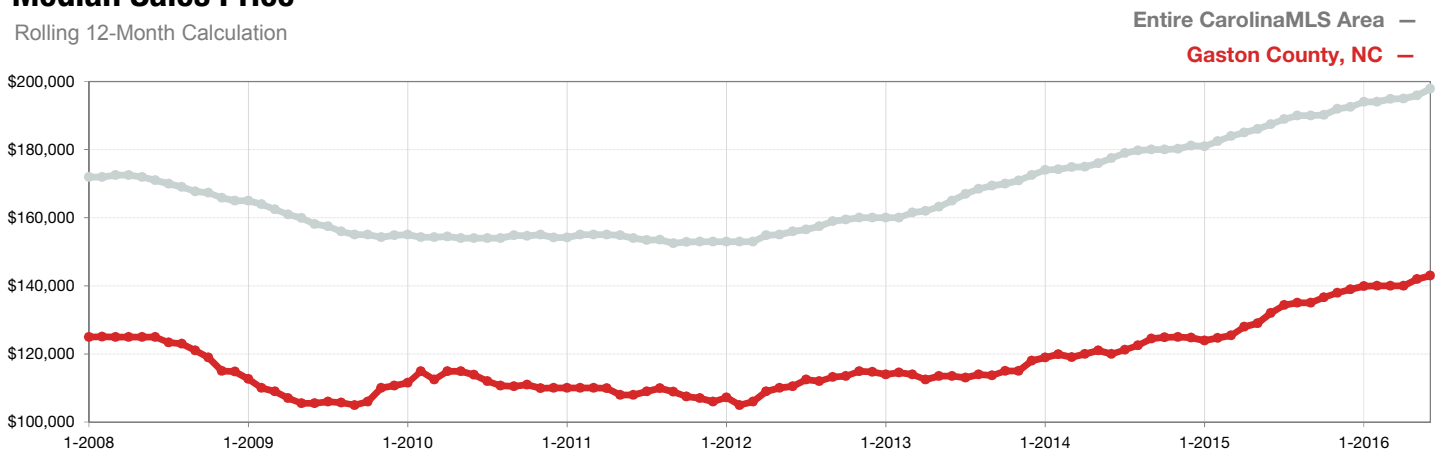
Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	338	333	- 1.5%	2,022	1,922	- 4.9%
Pending Sales	264	311	+ 17.8%	1,540	1,754	+ 13.9%
Closed Sales	286	295	+ 3.1%	1,355	1,456	+ 7.5%
Median Sales Price*	\$145,600	\$156,990	+ 7.8%	\$138,500	\$146,000	+ 5.4%
Average Sales Price*	\$165,071	\$175,893	+ 6.6%	\$154,111	\$162,697	+ 5.6%
Percent of Original List Price Received*	94.2%	95.4%	+ 1.3%	93.4%	94.4%	+ 1.1%
List to Close	125	124	- 0.8%	132	130	- 1.5%
Days on Market Until Sale	75	65	- 13.3%	84	75	- 10.7%
Cumulative Days on Market Until Sale	88	73	- 17.0%	104	88	- 15.4%
Inventory of Homes for Sale	1,141	722	- 36.7%	--	--	--
Months Supply of Inventory	5.0	2.8	- 44.0%	--	--	--

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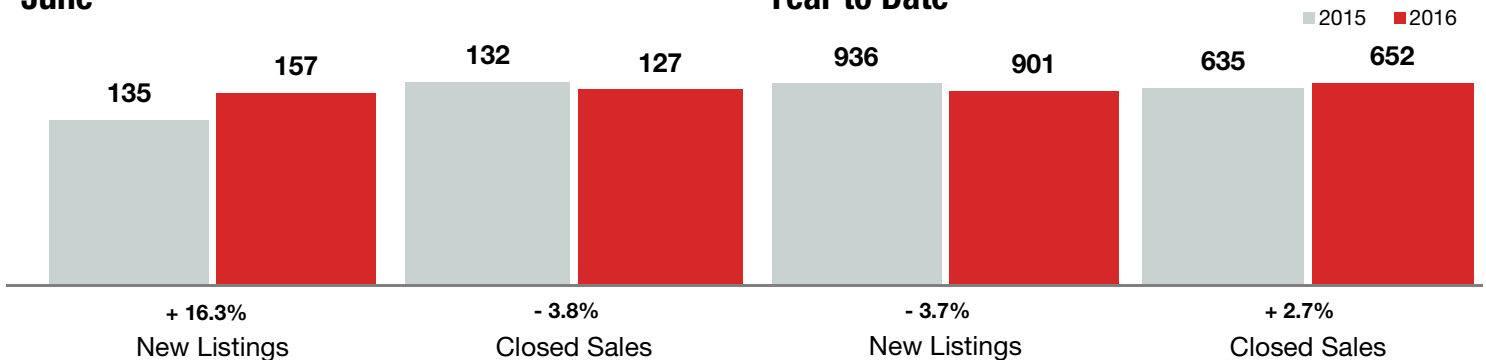
## Gastonia, NC

Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	135	<b>157</b>	+ 16.3%	936	<b>901</b>	- 3.7%
Pending Sales	120	<b>154</b>	+ 28.3%	713	<b>821</b>	+ 15.1%
Closed Sales	132	<b>127</b>	- 3.8%	635	<b>652</b>	+ 2.7%
Median Sales Price*	\$139,855	<b>\$148,000</b>	+ 5.8%	\$129,250	<b>\$136,000</b>	+ 5.2%
Average Sales Price*	\$146,717	<b>\$154,598</b>	+ 5.4%	\$135,358	<b>\$146,202</b>	+ 8.0%
Percent of Original List Price Received*	93.2%	<b>94.8%</b>	+ 1.7%	92.6%	<b>93.9%</b>	+ 1.4%
List to Close	143	<b>125</b>	- 12.6%	139	<b>128</b>	- 7.9%
Days on Market Until Sale	92	<b>70</b>	- 23.9%	91	<b>76</b>	- 16.5%
Cumulative Days on Market Until Sale	100	<b>85</b>	- 15.0%	112	<b>94</b>	- 16.1%
Inventory of Homes for Sale	543	<b>323</b>	- 40.5%	--	--	--
Months Supply of Inventory	5.2	<b>2.8</b>	- 46.2%	--	--	--

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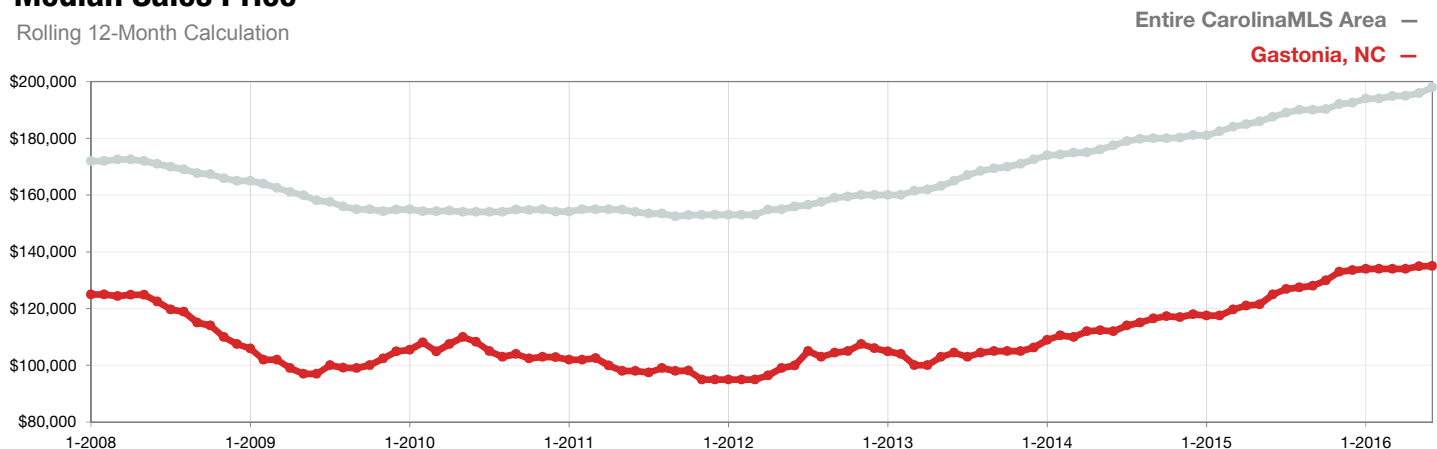
### June

### Year to Date



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for June 2016

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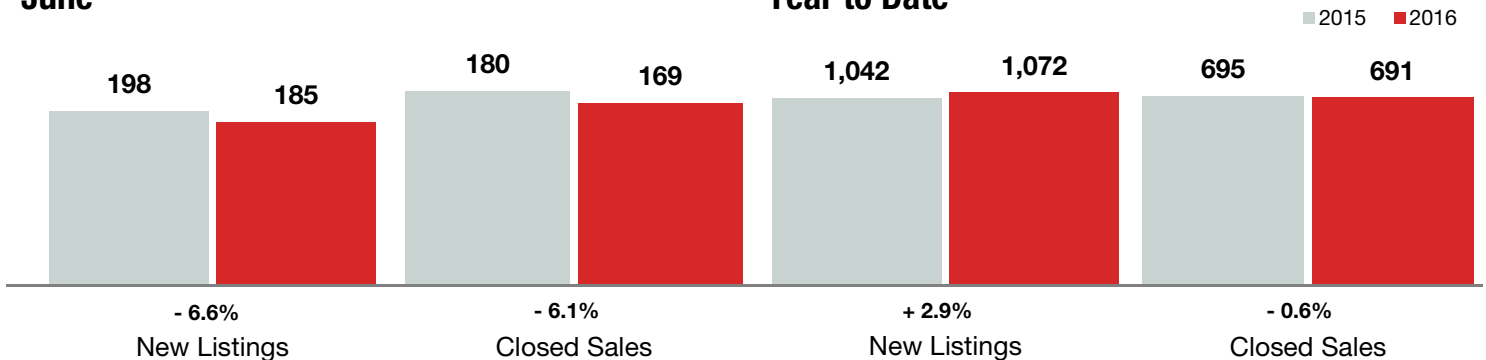
## Huntersville, NC

Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	198	185	- 6.6%	1,042	1,072	+ 2.9%
Pending Sales	156	147	- 5.8%	824	859	+ 4.2%
Closed Sales	180	169	- 6.1%	695	691	- 0.6%
Median Sales Price*	\$259,950	\$280,000	+ 7.7%	\$250,101	\$261,170	+ 4.4%
Average Sales Price*	\$265,044	\$299,309	+ 12.9%	\$271,498	\$283,516	+ 4.4%
Percent of Original List Price Received*	97.2%	98.3%	+ 1.1%	96.9%	97.1%	+ 0.2%
List to Close	86	80	- 7.0%	101	92	- 8.9%
Days on Market Until Sale	40	27	- 32.5%	51	44	- 13.7%
Cumulative Days on Market Until Sale	57	32	- 43.9%	64	53	- 17.2%
Inventory of Homes for Sale	334	336	+ 0.6%	--	--	--
Months Supply of Inventory	2.7	2.8	+ 3.7%	--	--	--

\* 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.

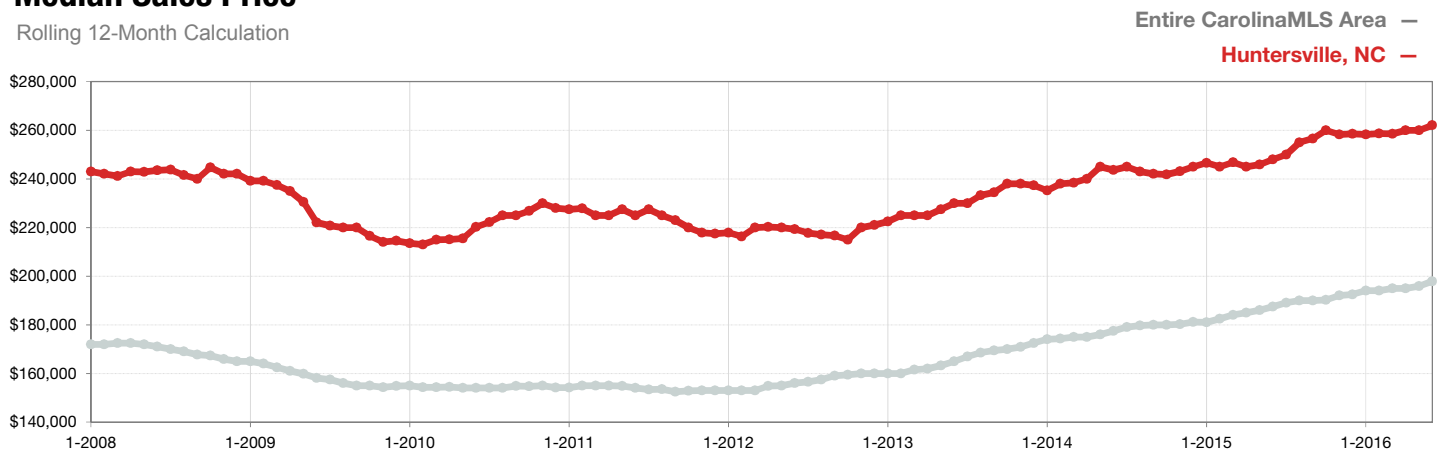
### June

### Year to Date



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for June 2016

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## Iredell County, NC

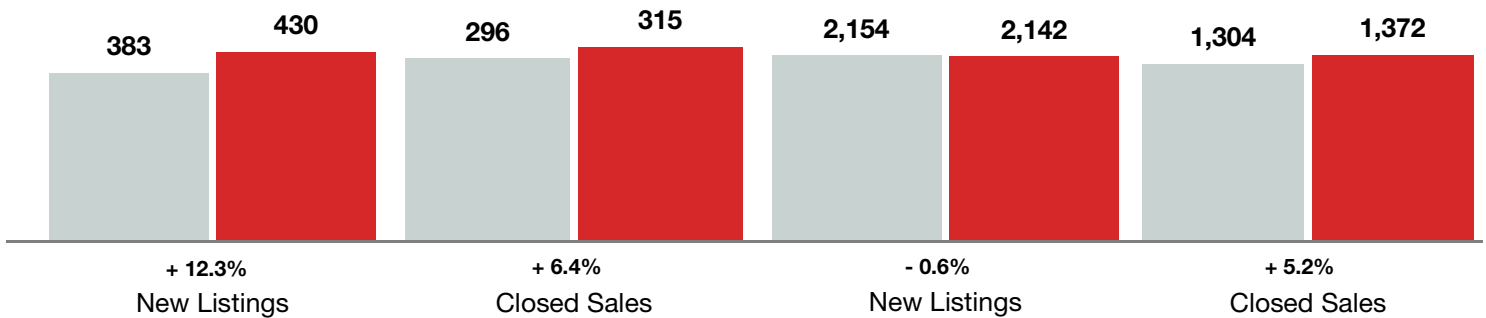
Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	383	430	+ 12.3%	2,154	2,142	- 0.6%
Pending Sales	267	307	+ 15.0%	1,470	1,626	+ 10.6%
Closed Sales	296	315	+ 6.4%	1,304	1,372	+ 5.2%
Median Sales Price*	\$216,560	<b>\$242,500</b>	+ 12.0%	\$205,000	<b>\$210,000</b>	+ 2.4%
Average Sales Price*	\$298,774	<b>\$326,265</b>	+ 9.2%	\$271,879	<b>\$278,924</b>	+ 2.6%
Percent of Original List Price Received*	95.0%	<b>95.7%</b>	+ 0.7%	93.7%	<b>94.4%</b>	+ 0.7%
List to Close	127	125	- 1.6%	135	137	+ 1.5%
Days on Market Until Sale	72	74	+ 2.8%	83	84	+ 1.2%
Cumulative Days on Market Until Sale	86	88	+ 2.3%	101	101	0.0%
Inventory of Homes for Sale	1,345	1,134	- 15.7%	--	--	--
Months Supply of Inventory	6.2	4.7	- 24.2%	--	--	--

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### June

### Year to Date

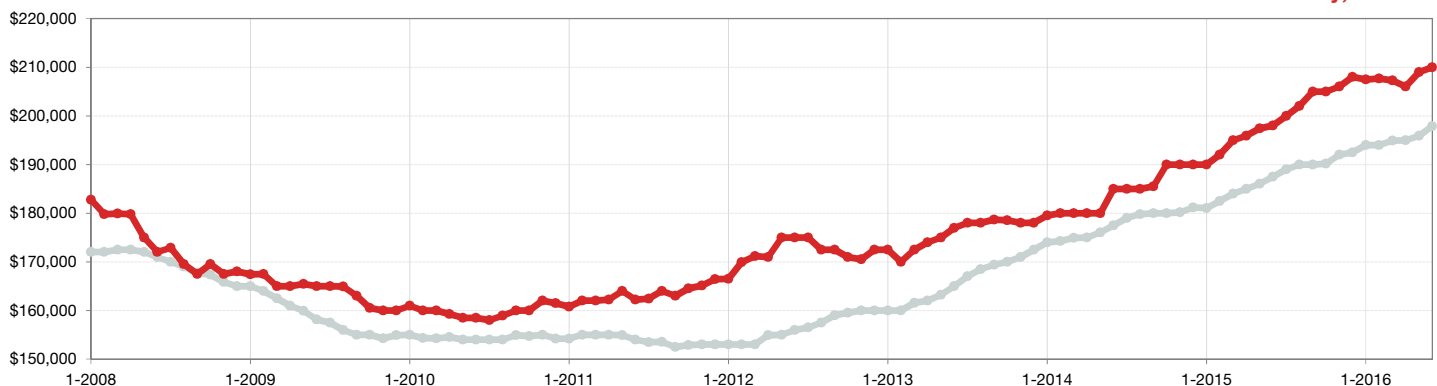
■ 2015 ■ 2016



### Median Sales Price

Rolling 12-Month Calculation

Entire CarolinaMLS Area —  
Iredell County, NC —



# Local Market Update for June 2016

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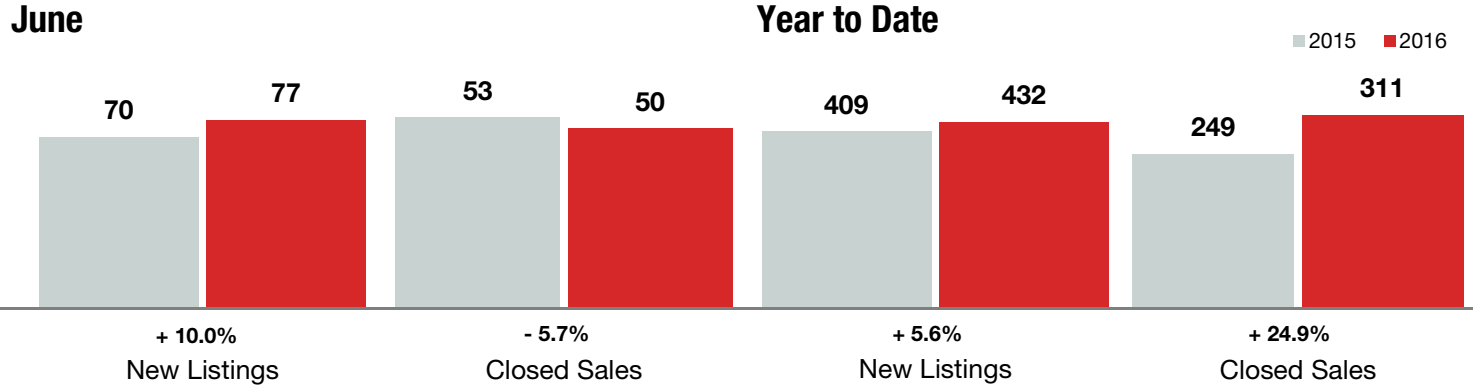


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## Kannapolis, NC

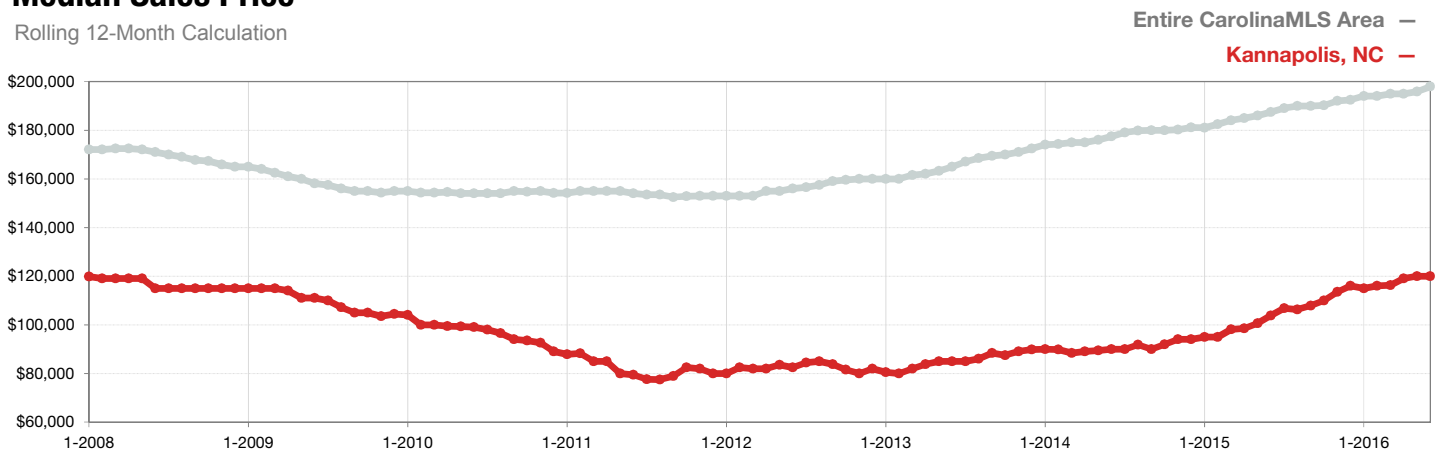
Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	70	77	+ 10.0%	409	432	+ 5.6%
Pending Sales	56	68	+ 21.4%	285	360	+ 26.3%
Closed Sales	53	50	- 5.7%	249	311	+ 24.9%
Median Sales Price*	\$124,000	\$135,000	+ 8.9%	\$112,000	\$122,000	+ 8.9%
Average Sales Price*	\$141,573	\$148,258	+ 4.7%	\$121,590	\$138,689	+ 14.1%
Percent of Original List Price Received*	92.3%	93.0%	+ 0.8%	90.8%	93.6%	+ 3.1%
List to Close	128	121	- 5.5%	134	120	- 10.4%
Days on Market Until Sale	79	70	- 11.4%	89	71	- 20.2%
Cumulative Days on Market Until Sale	90	78	- 13.3%	103	82	- 20.4%
Inventory of Homes for Sale	268	175	- 34.7%	--	--	--
Months Supply of Inventory	5.8	3.2	- 44.8%	--	--	--

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## Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for June 2016

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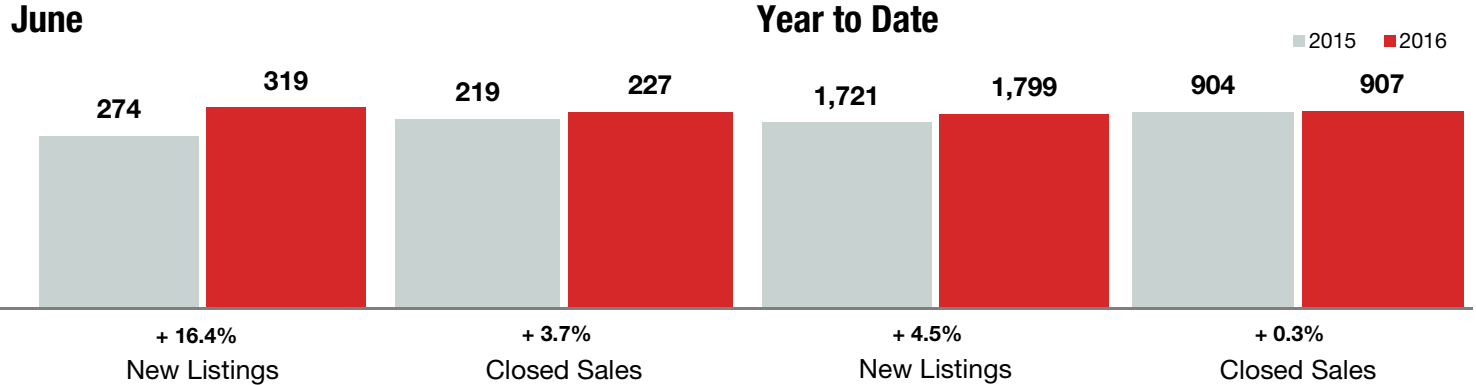


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## Lake Norman

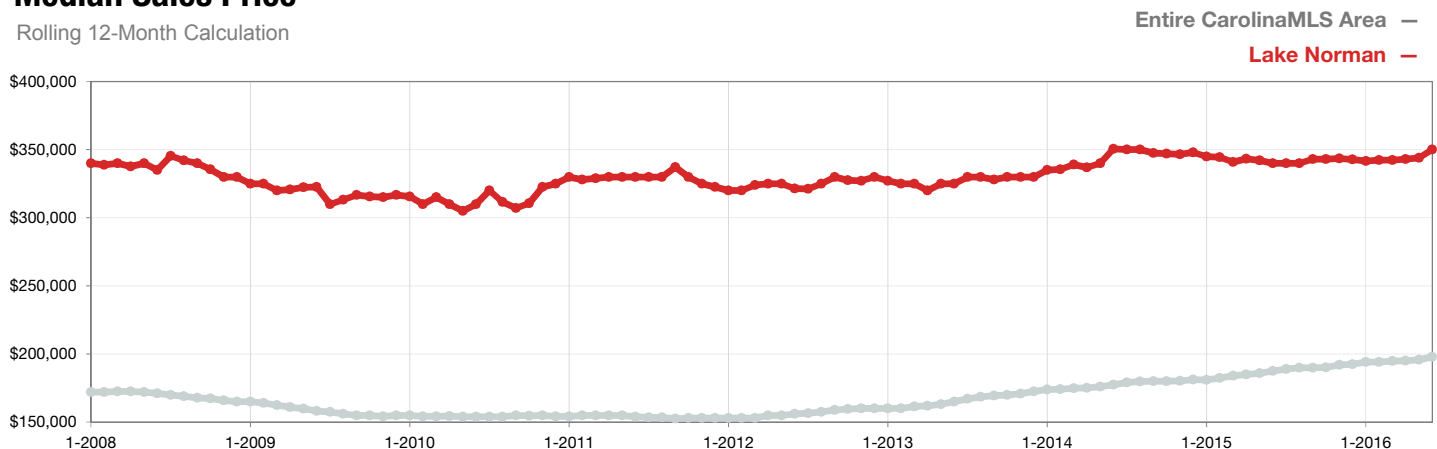
Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	274	319	+ 16.4%	1,721	1,799	+ 4.5%
Pending Sales	196	192	- 2.0%	1,069	1,088	+ 1.8%
Closed Sales	219	227	+ 3.7%	904	907	+ 0.3%
Median Sales Price*	\$370,000	\$410,000	+ 10.8%	\$345,500	\$358,200	+ 3.7%
Average Sales Price*	\$468,891	\$508,881	+ 8.5%	\$429,728	\$458,871	+ 6.8%
Percent of Original List Price Received*	94.8%	95.8%	+ 1.1%	94.3%	95.1%	+ 0.8%
List to Close	150	128	- 14.7%	150	140	- 6.7%
Days on Market Until Sale	92	76	- 17.4%	96	85	- 11.5%
Cumulative Days on Market Until Sale	123	94	- 23.6%	121	110	- 9.1%
Inventory of Homes for Sale	1,149	1,126	- 2.0%	--	--	--
Months Supply of Inventory	7.2	7.0	- 2.8%	--	--	--

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## Median Sales Price

Rolling 12-Month Calculation





# Local Market Update for June 2016

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## Lake Wylie

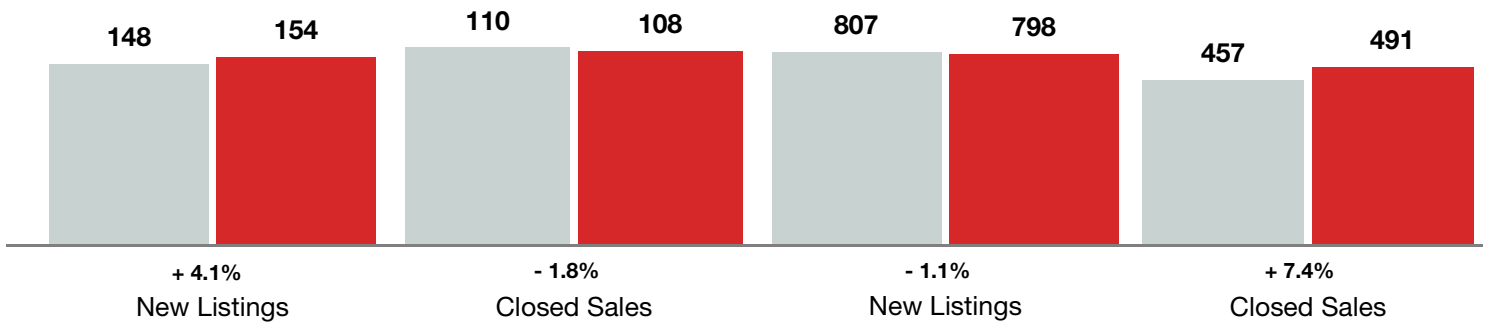
Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	148	<b>154</b>	+ 4.1%	807	<b>798</b>	- 1.1%
Pending Sales	90	<b>137</b>	+ 52.2%	527	<b>621</b>	+ 17.8%
Closed Sales	110	<b>108</b>	- 1.8%	457	<b>491</b>	+ 7.4%
Median Sales Price*	\$330,633	<b>\$346,150</b>	+ 4.7%	\$290,000	<b>\$329,740</b>	+ 13.7%
Average Sales Price*	\$352,864	<b>\$373,509</b>	+ 5.9%	\$329,345	<b>\$367,789</b>	+ 11.7%
Percent of Original List Price Received*	96.2%	<b>96.3%</b>	+ 0.1%	95.4%	<b>96.1%</b>	+ 0.7%
List to Close	132	<b>116</b>	- 12.1%	147	<b>131</b>	- 10.9%
Days on Market Until Sale	72	<b>63</b>	- 12.5%	89	<b>76</b>	- 14.6%
Cumulative Days on Market Until Sale	89	<b>89</b>	0.0%	111	<b>98</b>	- 11.7%
Inventory of Homes for Sale	473	<b>392</b>	- 17.1%	--	--	--
Months Supply of Inventory	6.2	<b>4.4</b>	- 29.0%	--	--	--

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### June

### Year to Date

■ 2015 ■ 2016

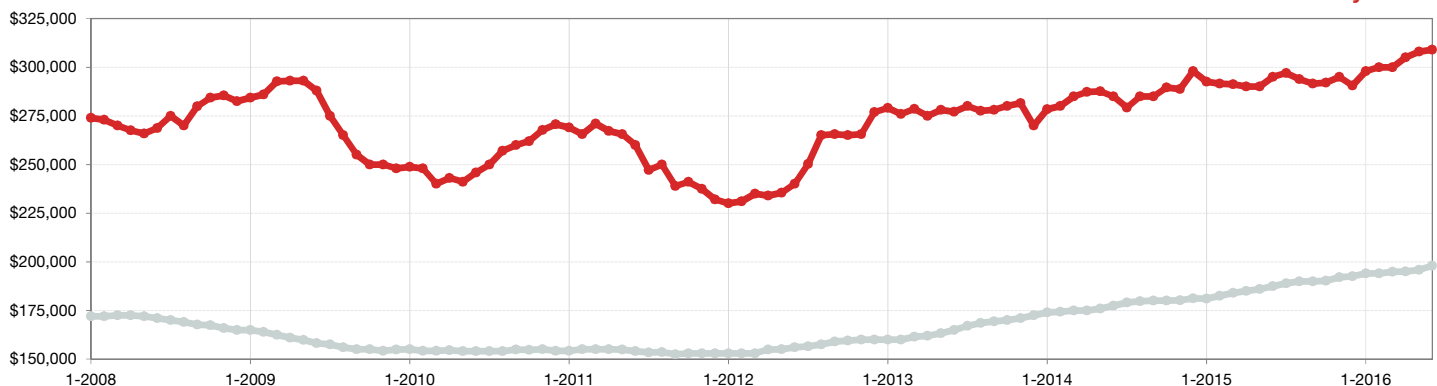


### Median Sales Price

Rolling 12-Month Calculation

Entire CarolinaMLS Area —

Lake Wylie —



# Local Market Update for June 2016

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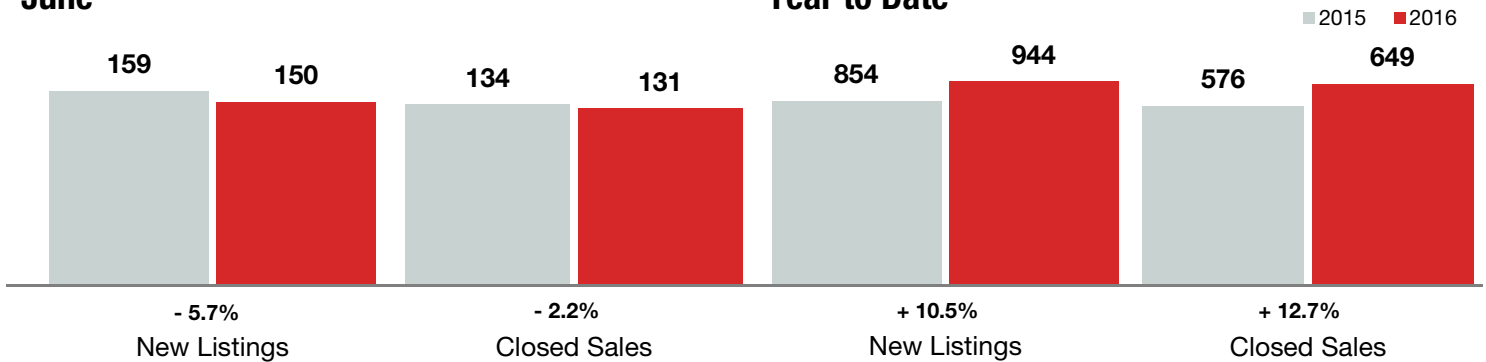
## Lancaster County, SC

Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	159	150	- 5.7%	854	944	+ 10.5%
Pending Sales	116	134	+ 15.5%	651	785	+ 20.6%
Closed Sales	134	131	- 2.2%	576	649	+ 12.7%
Median Sales Price*	\$249,900	\$264,000	+ 5.6%	\$240,000	\$261,250	+ 8.9%
Average Sales Price*	\$252,516	\$278,547	+ 10.3%	\$248,718	\$268,020	+ 7.8%
Percent of Original List Price Received*	96.8%	97.0%	+ 0.2%	95.6%	96.4%	+ 0.8%
List to Close	120	110	- 8.3%	129	118	- 8.5%
Days on Market Until Sale	63	54	- 14.3%	76	65	- 14.5%
Cumulative Days on Market Until Sale	71	63	- 11.3%	88	74	- 15.9%
Inventory of Homes for Sale	417	356	- 14.6%	--	--	--
Months Supply of Inventory	4.3	3.1	- 27.9%	--	--	--

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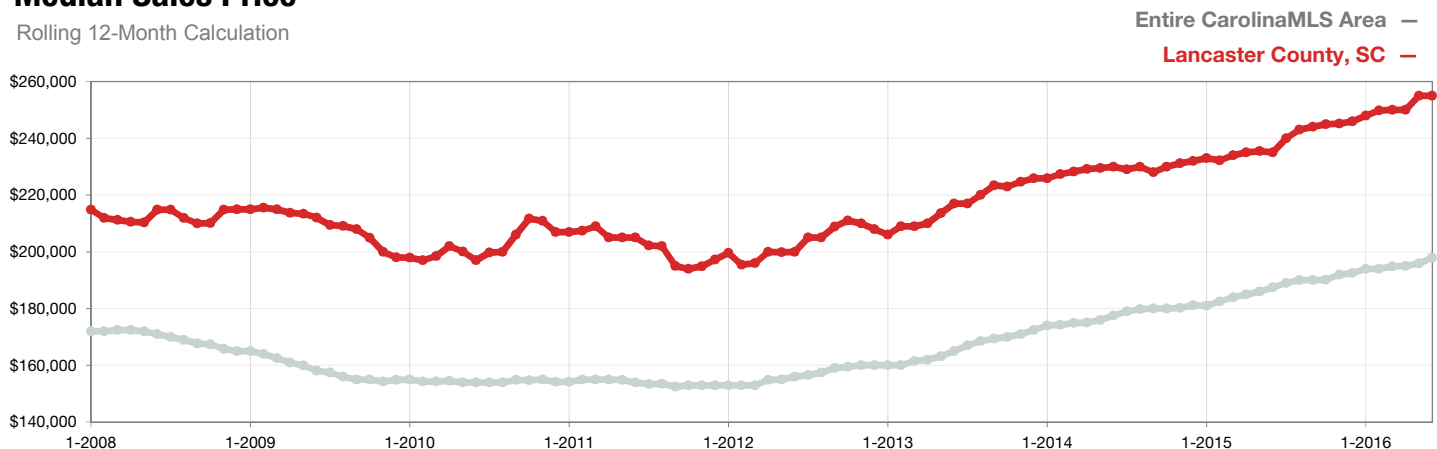
### June

### Year to Date



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for June 2016

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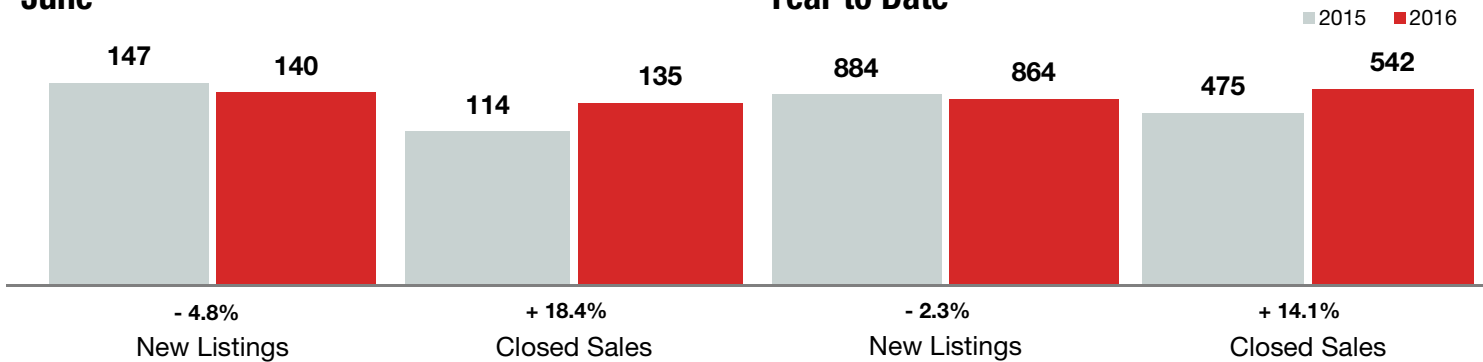
## Lincoln County, NC

Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	147	140	- 4.8%	884	864	- 2.3%
Pending Sales	102	97	- 4.9%	570	632	+ 10.9%
Closed Sales	114	135	+ 18.4%	475	542	+ 14.1%
Median Sales Price*	\$238,000	<b>\$230,100</b>	- 3.3%	\$194,000	<b>\$215,000</b>	+ 10.8%
Average Sales Price*	\$280,539	<b>\$265,877</b>	- 5.2%	\$246,110	<b>\$250,092</b>	+ 1.6%
Percent of Original List Price Received*	94.1%	<b>94.8%</b>	+ 0.7%	93.2%	<b>94.3%</b>	+ 1.2%
List to Close	126	103	- 18.3%	148	138	- 6.8%
Days on Market Until Sale	75	55	- 26.7%	94	85	- 9.6%
Cumulative Days on Market Until Sale	107	73	- 31.8%	117	104	- 11.1%
Inventory of Homes for Sale	572	417	- 27.1%	--	--	--
Months Supply of Inventory	6.8	4.5	- 33.8%	--	--	--

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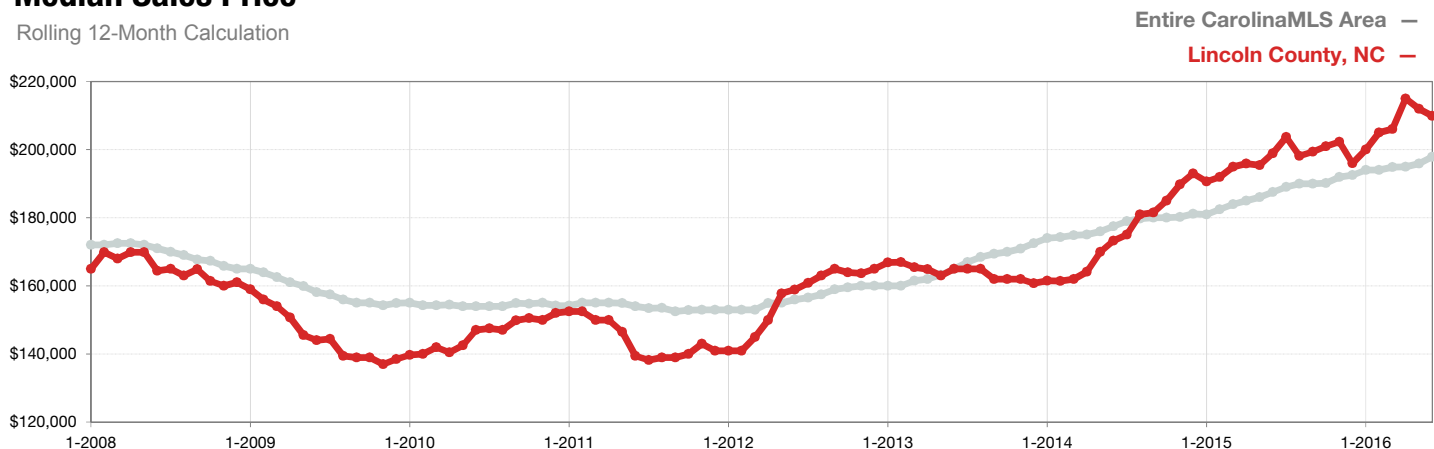
### June

### Year to Date



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for June 2016

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## Lincolnton, NC

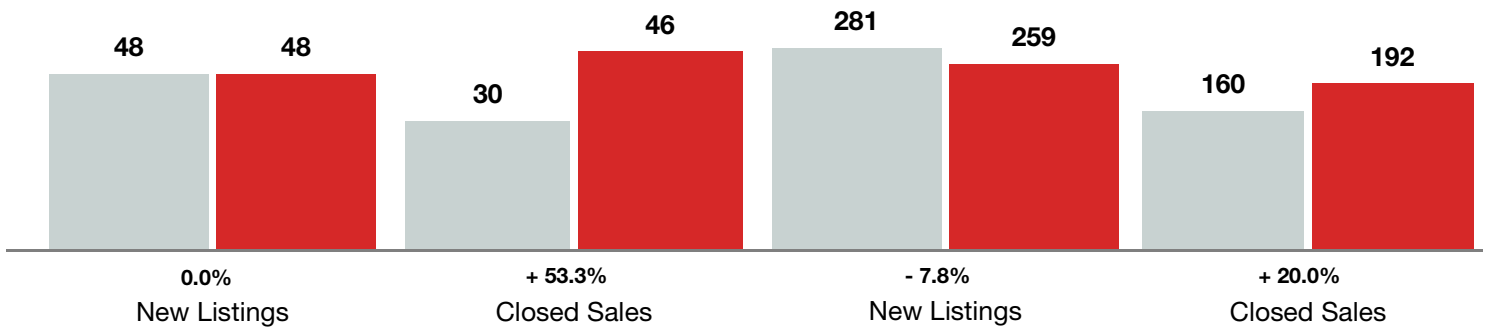
Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	48	48	0.0%	281	259	- 7.8%
Pending Sales	33	32	- 3.0%	191	222	+ 16.2%
Closed Sales	30	46	+ 53.3%	160	192	+ 20.0%
Median Sales Price*	\$136,500	<b>\$132,500</b>	- 2.9%	\$134,000	<b>\$130,000</b>	- 3.0%
Average Sales Price*	\$138,377	<b>\$154,364</b>	+ 11.6%	\$139,525	<b>\$144,733</b>	+ 3.7%
Percent of Original List Price Received*	95.0%	<b>94.4%</b>	- 0.6%	91.3%	<b>92.5%</b>	+ 1.3%
List to Close	120	119	- 0.8%	154	151	- 1.9%
Days on Market Until Sale	71	56	- 21.1%	106	92	- 13.2%
Cumulative Days on Market Until Sale	118	81	- 31.4%	132	114	- 13.6%
Inventory of Homes for Sale	220	113	- 48.6%	--	--	--
Months Supply of Inventory	8.2	3.6	- 56.1%	--	--	--

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### June

### Year to Date

■ 2015 ■ 2016

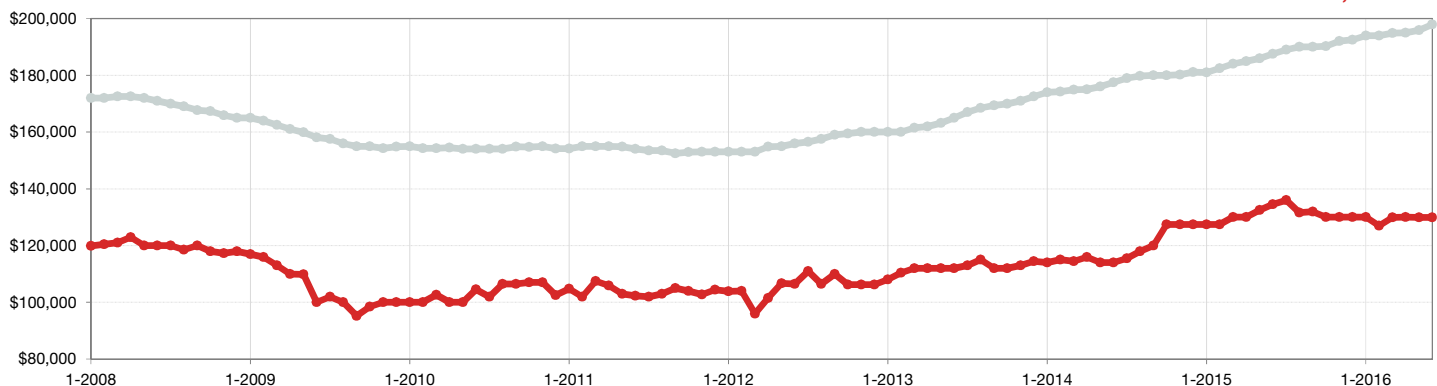


### Median Sales Price

Rolling 12-Month Calculation

Entire CarolinaMLS Area —

Lincolnton, NC —



# Local Market Update for June 2016

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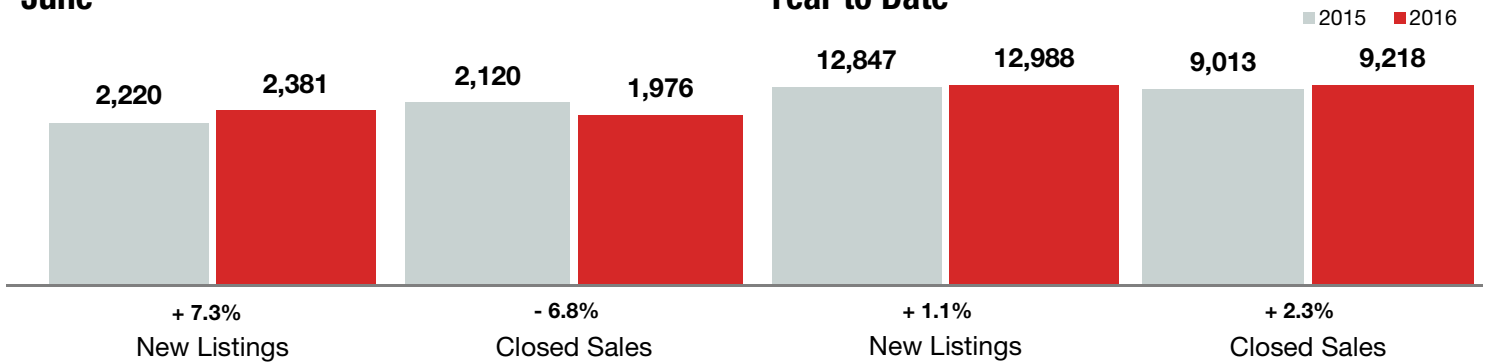
## Mecklenburg County, NC

Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	2,220	<b>2,381</b>	+ 7.3%	12,847	<b>12,988</b>	+ 1.1%
Pending Sales	1,795	<b>2,115</b>	+ 17.8%	10,255	<b>11,068</b>	+ 7.9%
Closed Sales	2,120	<b>1,976</b>	- 6.8%	9,013	<b>9,218</b>	+ 2.3%
Median Sales Price*	\$219,900	<b>\$234,000</b>	+ 6.4%	\$205,000	<b>\$215,000</b>	+ 4.9%
Average Sales Price*	\$279,298	<b>\$302,953</b>	+ 8.5%	\$265,102	<b>\$277,416</b>	+ 4.6%
Percent of Original List Price Received*	96.7%	<b>97.9%</b>	+ 1.2%	96.0%	<b>97.1%</b>	+ 1.1%
List to Close	98	<b>83</b>	- 15.3%	106	<b>98</b>	- 7.5%
Days on Market Until Sale	45	<b>30</b>	- 33.3%	54	<b>43</b>	- 20.4%
Cumulative Days on Market Until Sale	55	<b>36</b>	- 34.5%	67	<b>53</b>	- 20.9%
Inventory of Homes for Sale	4,644	<b>3,394</b>	- 26.9%	--	--	--
Months Supply of Inventory	3.1	<b>2.1</b>	- 32.3%	--	--	--

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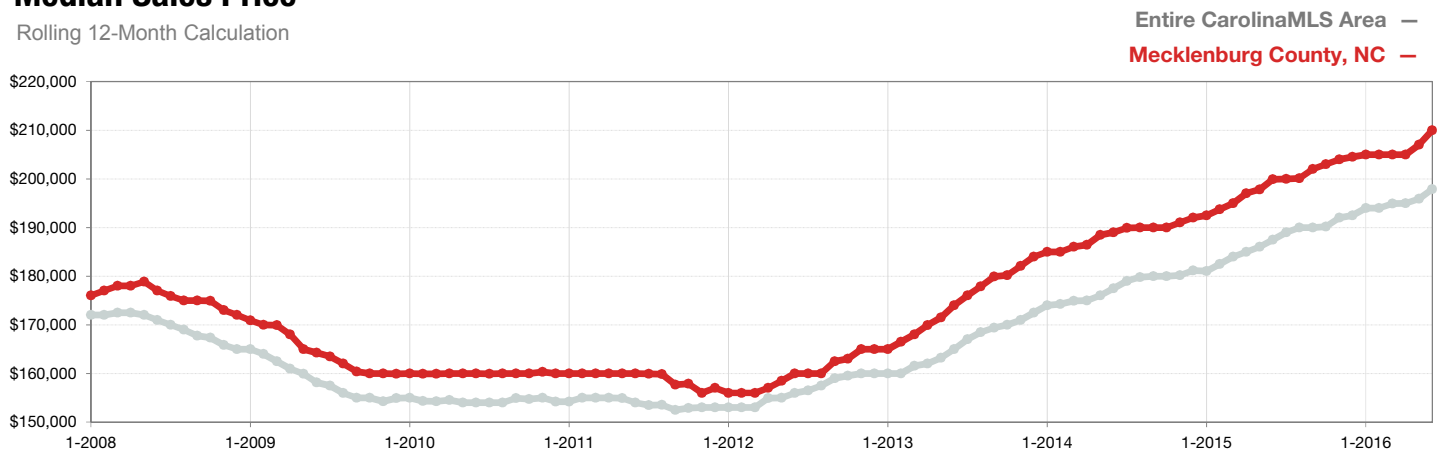
### June

### Year to Date



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for June 2016

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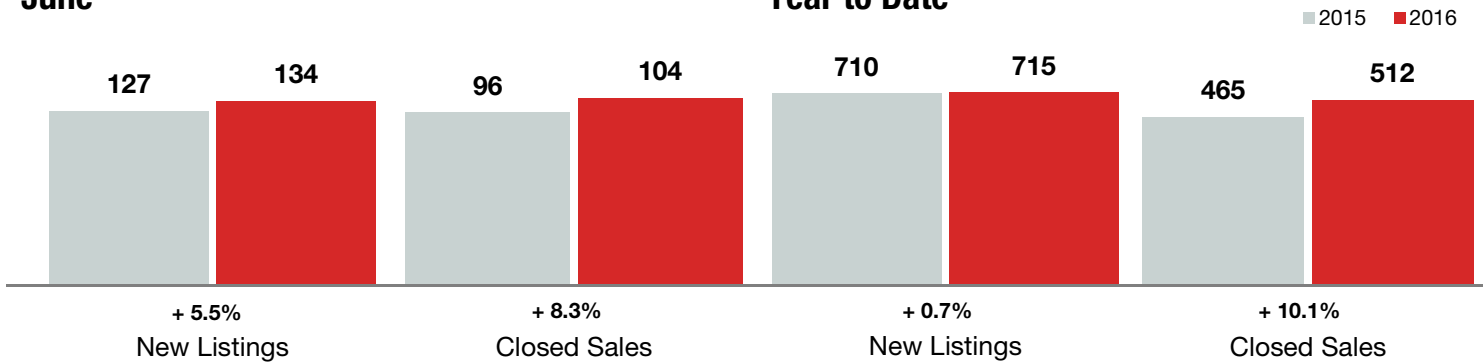
## Monroe, NC

Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	127	<b>134</b>	+ 5.5%	710	<b>715</b>	+ 0.7%
Pending Sales	108	<b>113</b>	+ 4.6%	546	<b>634</b>	+ 16.1%
Closed Sales	96	<b>104</b>	+ 8.3%	465	<b>512</b>	+ 10.1%
Median Sales Price*	\$161,000	<b>\$175,000</b>	+ 8.7%	\$154,900	<b>\$168,950</b>	+ 9.1%
Average Sales Price*	\$167,524	<b>\$197,043</b>	+ 17.6%	\$164,027	<b>\$185,035</b>	+ 12.8%
Percent of Original List Price Received*	95.3%	<b>96.9%</b>	+ 1.7%	94.1%	<b>96.2%</b>	+ 2.2%
List to Close	135	<b>100</b>	- 25.9%	119	<b>109</b>	- 8.4%
Days on Market Until Sale	81	<b>47</b>	- 42.0%	68	<b>57</b>	- 16.2%
Cumulative Days on Market Until Sale	105	<b>49</b>	- 53.3%	89	<b>65</b>	- 27.0%
Inventory of Homes for Sale	337	<b>231</b>	- 31.5%	--	--	--
Months Supply of Inventory	3.9	<b>2.5</b>	- 35.9%	--	--	--

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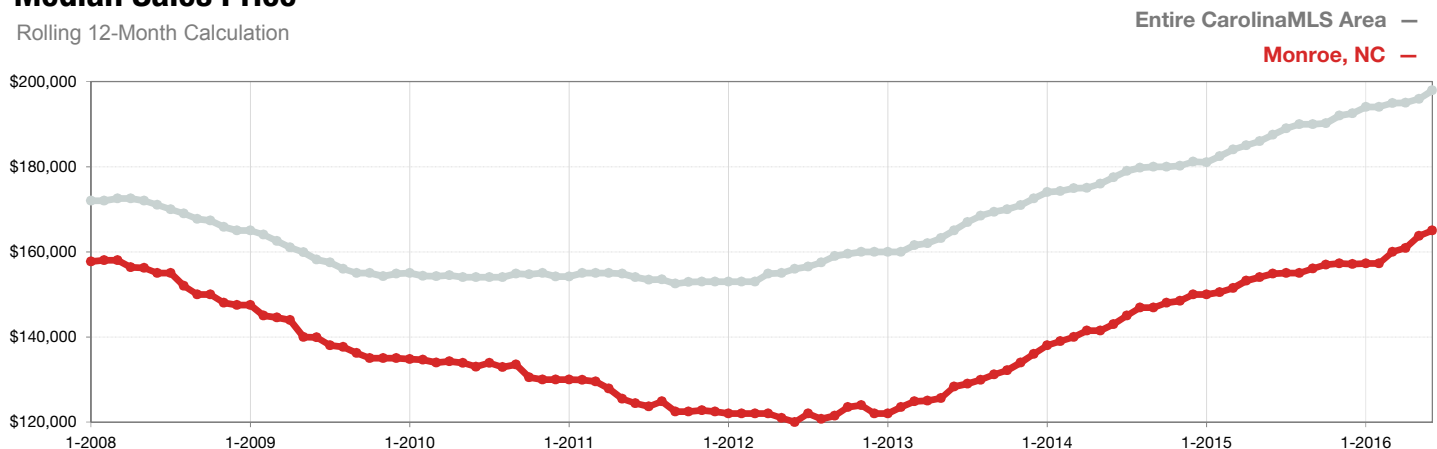
### June

### Year to Date



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for June 2016

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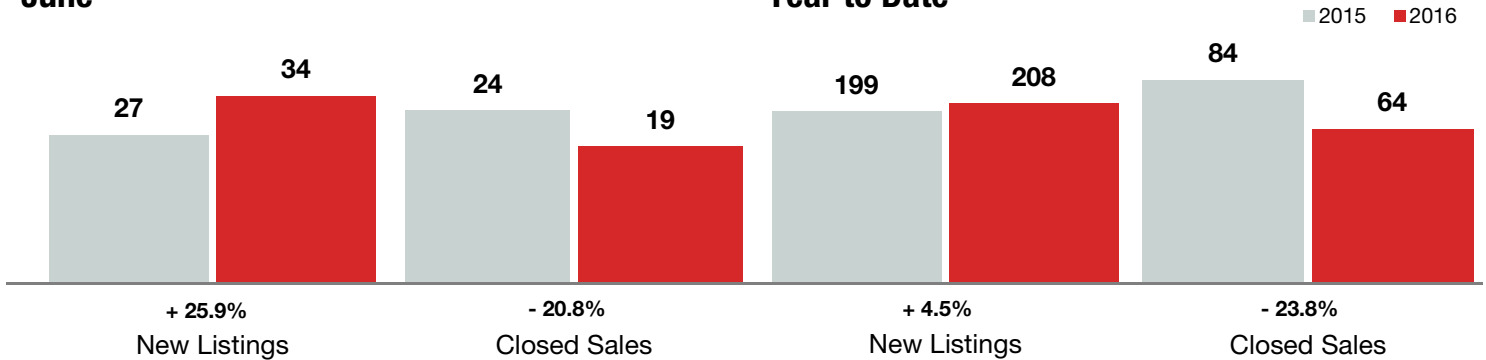
## Montgomery County, NC

Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	27	34	+ 25.9%	199	208	+ 4.5%
Pending Sales	22	29	+ 31.8%	98	96	- 2.0%
Closed Sales	24	19	- 20.8%	84	64	- 23.8%
Median Sales Price*	\$164,000	<b>\$243,500</b>	+ 48.5%	\$115,750	<b>\$136,000</b>	+ 17.5%
Average Sales Price*	\$258,347	<b>\$329,622</b>	+ 27.6%	\$200,338	<b>\$229,232</b>	+ 14.4%
Percent of Original List Price Received*	88.0%	87.5%	- 0.6%	83.8%	86.3%	+ 3.0%
List to Close	283	288	+ 1.8%	266	263	- 1.1%
Days on Market Until Sale	234	241	+ 3.0%	224	234	+ 4.5%
Cumulative Days on Market Until Sale	290	234	- 19.3%	262	248	- 5.3%
Inventory of Homes for Sale	306	271	- 11.4%	--	--	--
Months Supply of Inventory	21.9	16.8	- 23.3%	--	--	--

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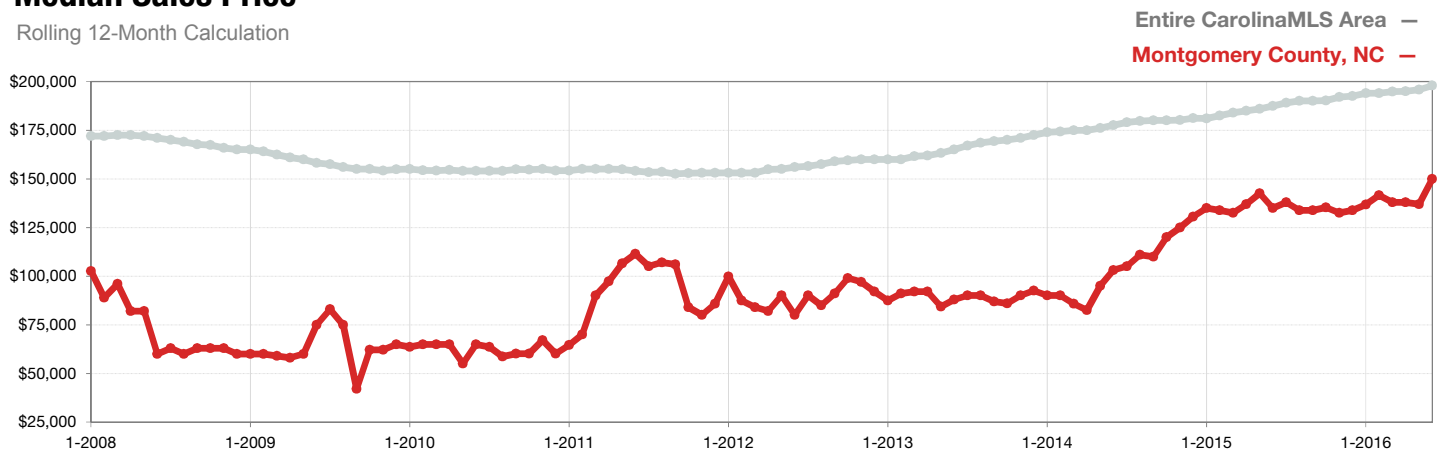
### June

### Year to Date



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for June 2016

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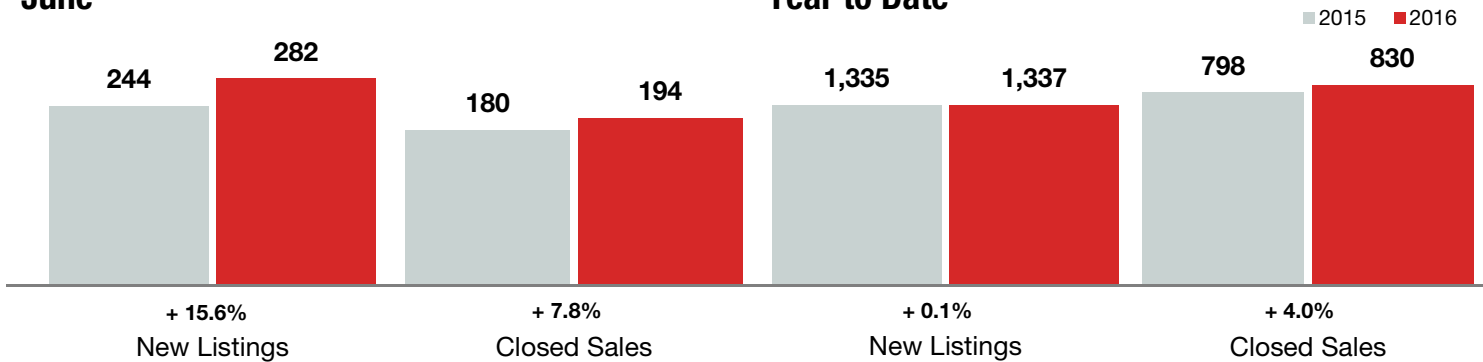
## Mooreville, NC

Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	244	<b>282</b>	+ 15.6%	1,335	<b>1,337</b>	+ 0.1%
Pending Sales	175	<b>176</b>	+ 0.6%	915	<b>982</b>	+ 7.3%
Closed Sales	180	<b>194</b>	+ 7.8%	798	<b>830</b>	+ 4.0%
Median Sales Price*	\$269,113	<b>\$288,000</b>	+ 7.0%	\$255,000	<b>\$258,500</b>	+ 1.4%
Average Sales Price*	\$368,543	<b>\$399,796</b>	+ 8.5%	\$340,001	<b>\$348,322</b>	+ 2.4%
Percent of Original List Price Received*	94.9%	<b>96.1%</b>	+ 1.3%	94.6%	<b>95.0%</b>	+ 0.4%
List to Close	129	<b>118</b>	- 8.5%	134	<b>130</b>	- 3.0%
Days on Market Until Sale	69	<b>69</b>	0.0%	82	<b>77</b>	- 6.1%
Cumulative Days on Market Until Sale	84	<b>78</b>	- 7.1%	100	<b>92</b>	- 8.0%
Inventory of Homes for Sale	768	<b>704</b>	- 8.3%	--	--	--
Months Supply of Inventory	5.7	<b>4.8</b>	- 15.8%	--	--	--

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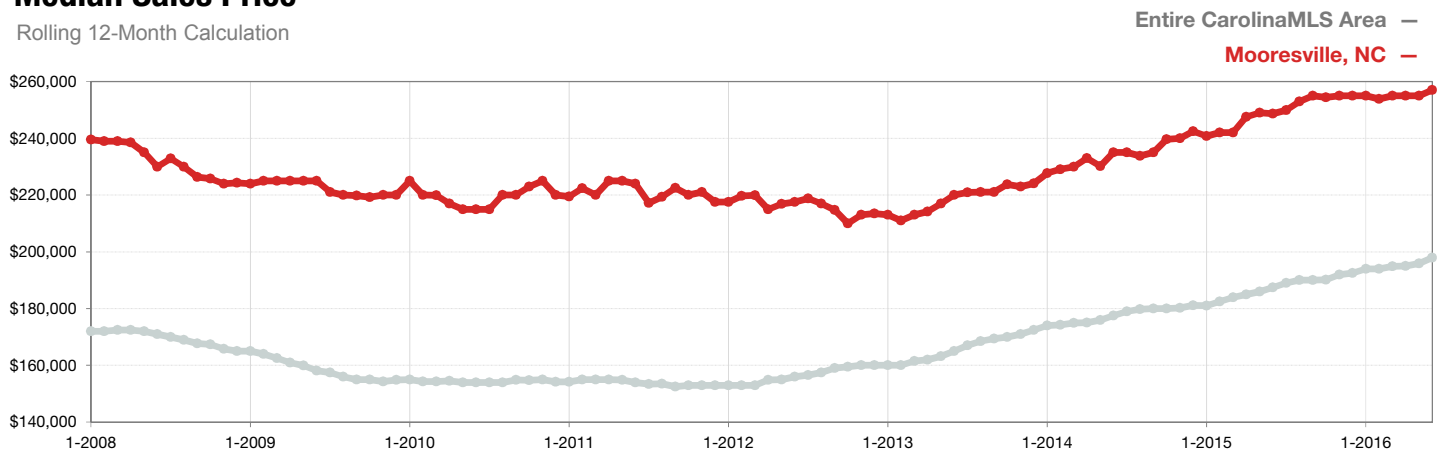
### June

### Year to Date



### Median Sales Price

Rolling 12-Month Calculation





# Local Market Update for June 2016

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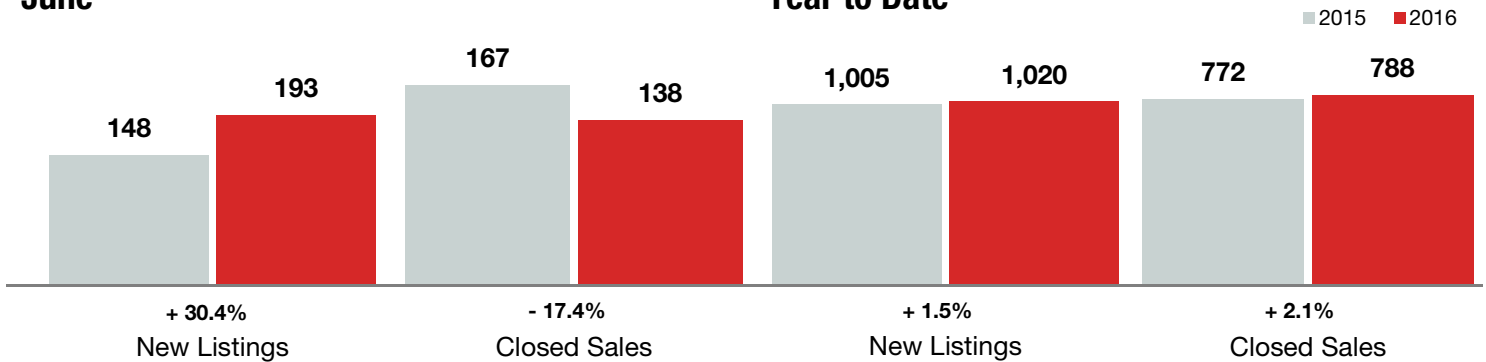
## Rock Hill, SC

Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	148	193	+ 30.4%	1,005	1,020	+ 1.5%
Pending Sales	136	182	+ 33.8%	860	939	+ 9.2%
Closed Sales	167	138	- 17.4%	772	788	+ 2.1%
Median Sales Price*	\$156,800	\$170,750	+ 8.9%	\$153,000	\$168,000	+ 9.8%
Average Sales Price*	\$188,065	\$201,693	+ 7.2%	\$173,578	\$190,998	+ 10.0%
Percent of Original List Price Received*	96.4%	97.6%	+ 1.2%	95.7%	97.2%	+ 1.6%
List to Close	118	96	- 18.6%	119	102	- 14.3%
Days on Market Until Sale	61	46	- 24.6%	70	50	- 28.6%
Cumulative Days on Market Until Sale	72	53	- 26.4%	82	57	- 30.5%
Inventory of Homes for Sale	419	299	- 28.6%	--	--	--
Months Supply of Inventory	3.3	2.2	- 33.3%	--	--	--

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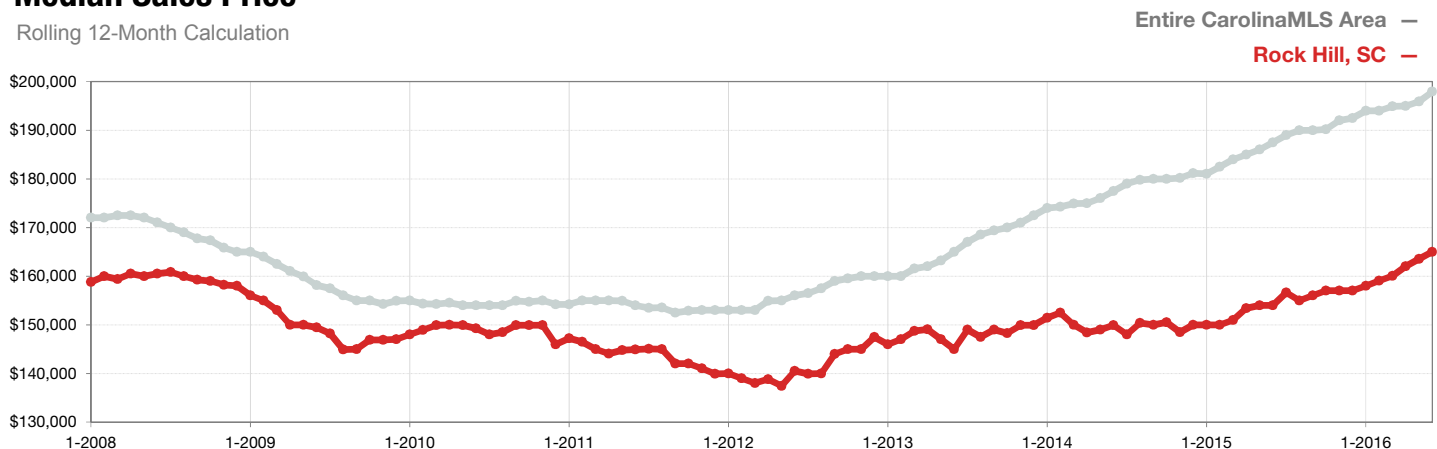
### June

### Year to Date



### Median Sales Price

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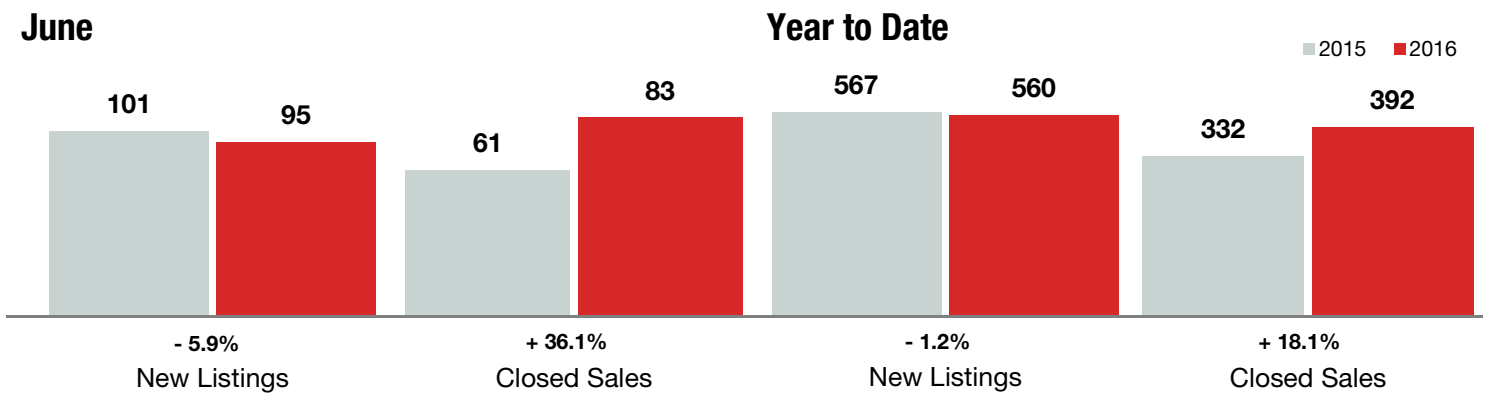


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## Salisbury, NC

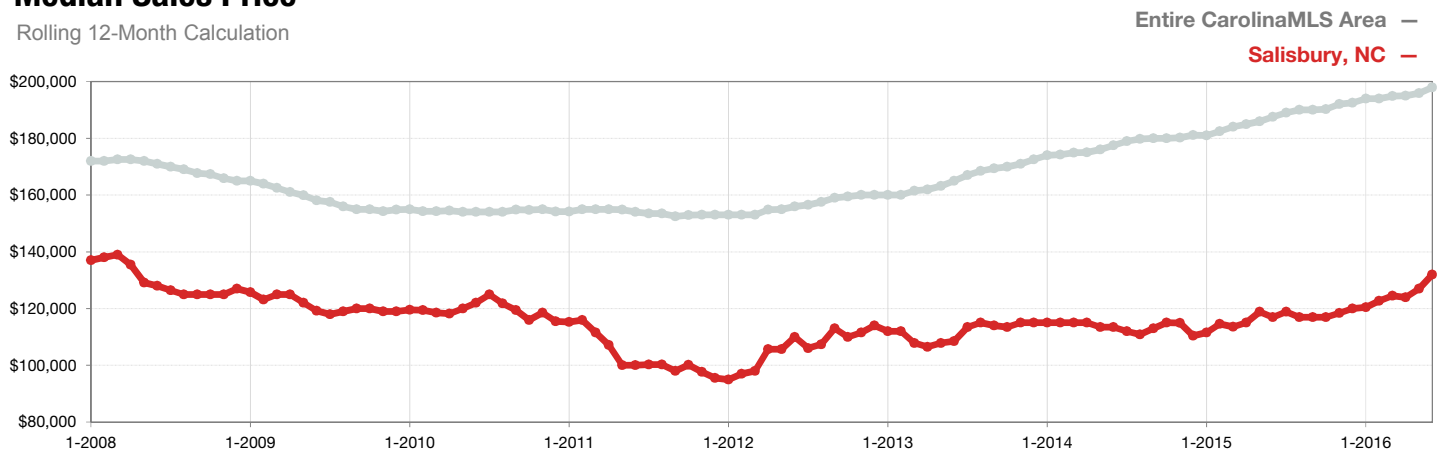
Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	101	95	- 5.9%	567	560	- 1.2%
Pending Sales	60	72	+ 20.0%	367	443	+ 20.7%
Closed Sales	61	83	+ 36.1%	332	392	+ 18.1%
Median Sales Price*	\$117,000	<b>\$158,200</b>	+ 35.2%	\$116,600	<b>\$137,700</b>	+ 18.1%
Average Sales Price*	\$125,303	<b>\$181,736</b>	+ 45.0%	\$127,085	<b>\$150,948</b>	+ 18.8%
Percent of Original List Price Received*	88.1%	<b>94.2%</b>	+ 6.9%	88.8%	<b>91.7%</b>	+ 3.3%
List to Close	169	132	- 21.9%	177	148	- 16.4%
Days on Market Until Sale	120	80	- 33.3%	131	97	- 26.0%
Cumulative Days on Market Until Sale	140	109	- 22.1%	157	120	- 23.6%
Inventory of Homes for Sale	465	325	- 30.1%	--	--	--
Months Supply of Inventory	8.4	5.0	- 40.5%	--	--	--

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## Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for June 2016

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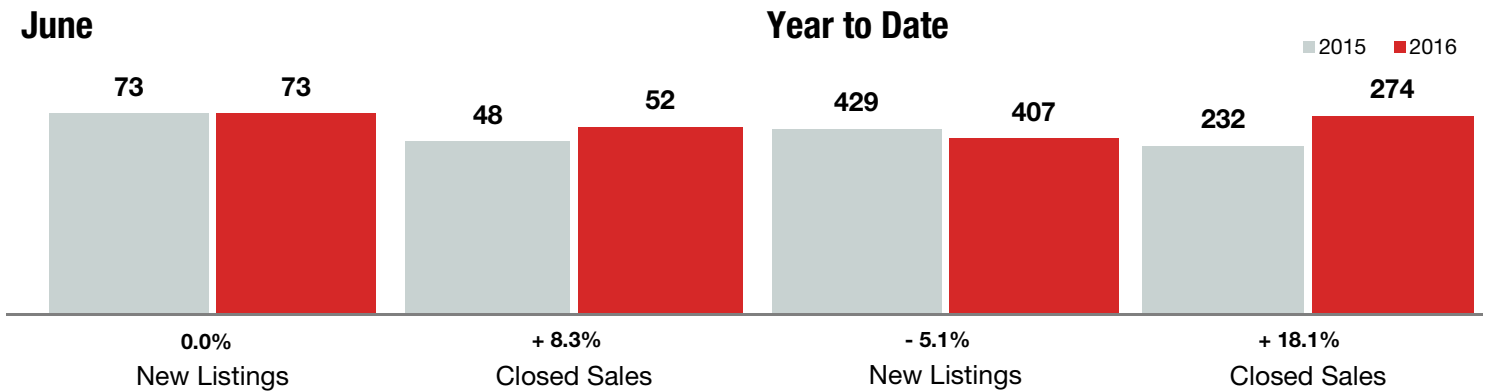


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## Stanly County, NC

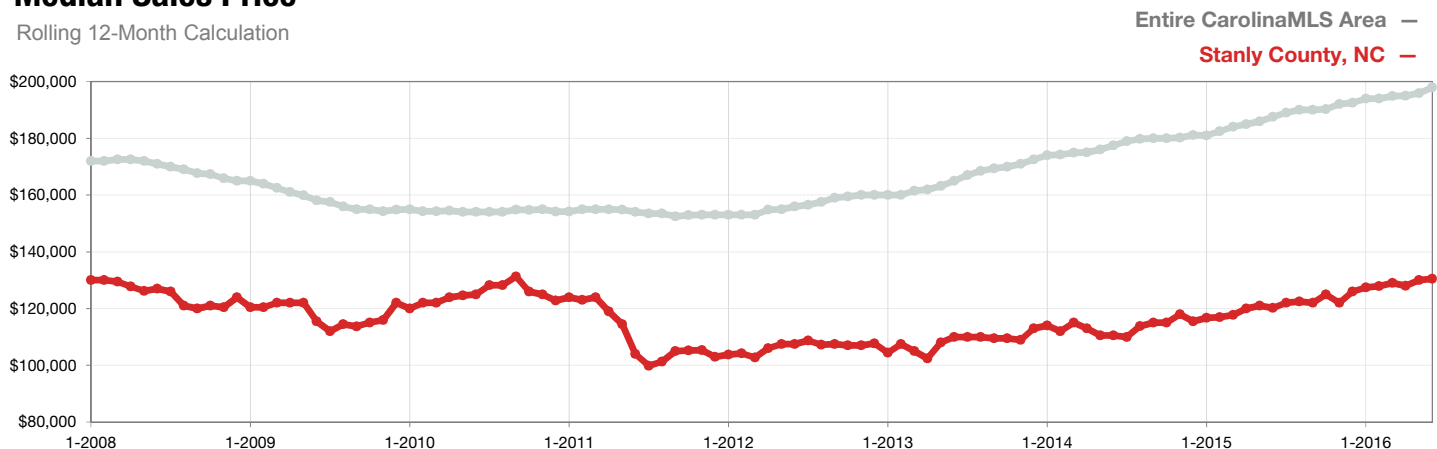
Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	73	73	0.0%	429	407	- 5.1%
Pending Sales	43	63	+ 46.5%	252	319	+ 26.6%
Closed Sales	48	52	+ 8.3%	232	274	+ 18.1%
Median Sales Price*	\$124,350	<b>\$130,500</b>	+ 4.9%	\$121,000	<b>\$131,400</b>	+ 8.6%
Average Sales Price*	\$165,300	<b>\$157,349</b>	- 4.8%	\$137,754	<b>\$148,430</b>	+ 7.8%
Percent of Original List Price Received*	91.4%	<b>92.0%</b>	+ 0.7%	90.2%	<b>92.4%</b>	+ 2.4%
List to Close	166	177	+ 6.6%	168	166	- 1.2%
Days on Market Until Sale	119	125	+ 5.0%	123	117	- 4.9%
Cumulative Days on Market Until Sale	132	136	+ 3.0%	140	128	- 8.6%
Inventory of Homes for Sale	426	289	- 32.2%	--	--	--
Months Supply of Inventory	10.9	5.9	- 45.9%	--	--	--

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## Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for June 2016

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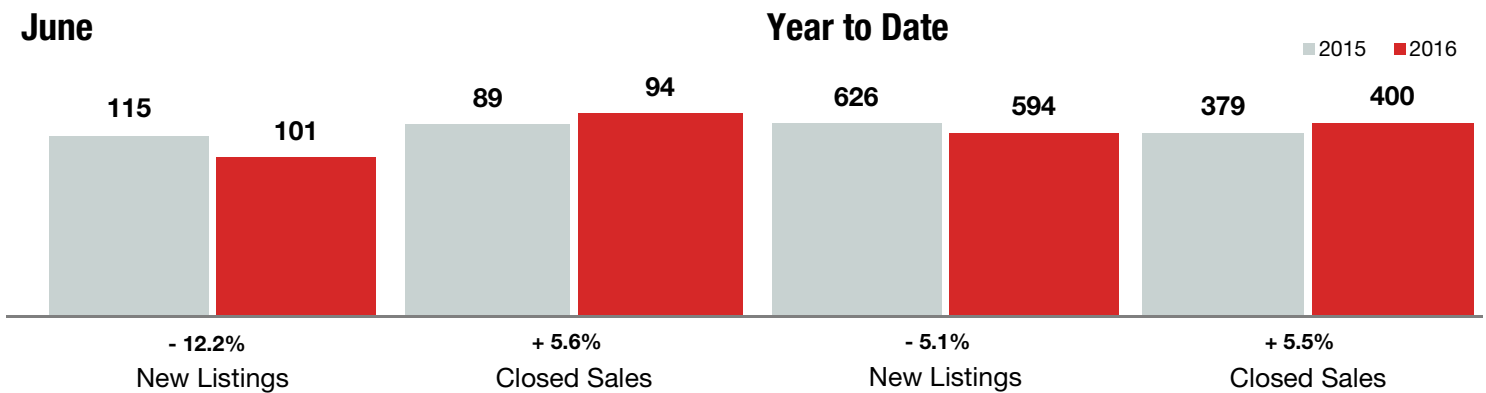


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## Statesville, NC

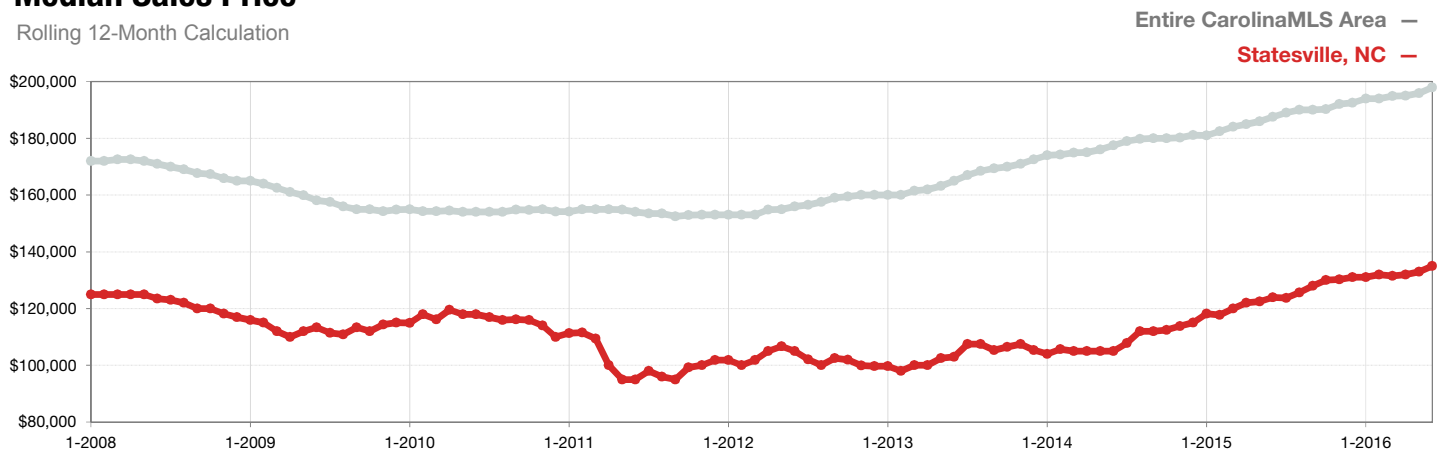
Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	115	101	- 12.2%	626	594	- 5.1%
Pending Sales	80	95	+ 18.8%	429	486	+ 13.3%
Closed Sales	89	94	+ 5.6%	379	400	+ 5.5%
Median Sales Price*	\$140,000	<b>\$145,250</b>	+ 3.8%	\$130,000	<b>\$137,250</b>	+ 5.6%
Average Sales Price*	\$171,009	<b>\$178,617</b>	+ 4.4%	\$149,844	<b>\$152,747</b>	+ 1.9%
Percent of Original List Price Received*	94.8%	<b>95.4%</b>	+ 0.6%	91.9%	<b>93.0%</b>	+ 1.2%
List to Close	120	128	+ 6.7%	133	147	+ 10.5%
Days on Market Until Sale	76	77	+ 1.3%	86	96	+ 11.6%
Cumulative Days on Market Until Sale	93	100	+ 7.5%	102	116	+ 13.7%
Inventory of Homes for Sale	422	306	- 27.5%	--	--	--
Months Supply of Inventory	6.6	4.3	- 34.8%	--	--	--

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## Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for June 2016

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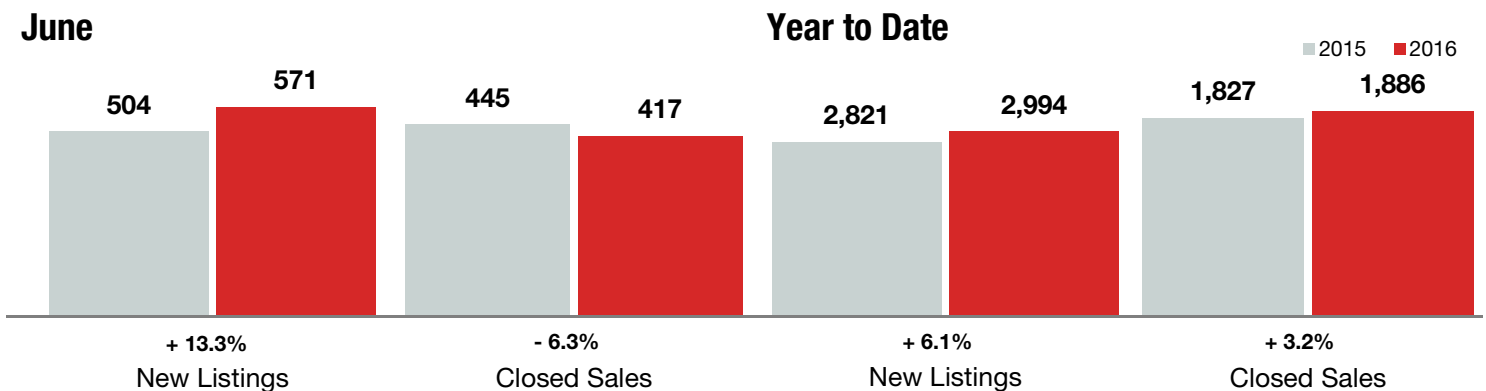


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## Union County, NC

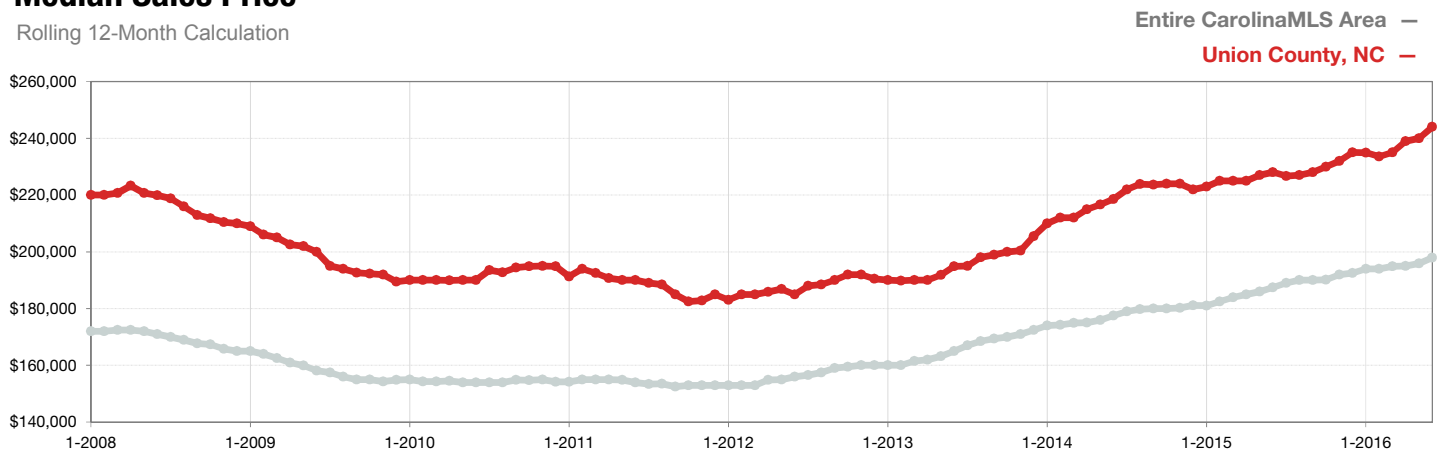
Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	504	571	+ 13.3%	2,821	2,994	+ 6.1%
Pending Sales	389	446	+ 14.7%	2,117	2,392	+ 13.0%
Closed Sales	445	417	- 6.3%	1,827	1,886	+ 3.2%
Median Sales Price*	\$249,000	\$274,750	+ 10.3%	\$232,350	\$250,000	+ 7.6%
Average Sales Price*	\$307,043	\$344,184	+ 12.1%	\$285,209	\$309,722	+ 8.6%
Percent of Original List Price Received*	95.8%	97.5%	+ 1.8%	95.3%	96.9%	+ 1.7%
List to Close	121	103	- 14.9%	123	114	- 7.3%
Days on Market Until Sale	69	44	- 36.2%	69	58	- 15.9%
Cumulative Days on Market Until Sale	87	52	- 40.2%	89	69	- 22.5%
Inventory of Homes for Sale	1,280	1,058	- 17.3%	--	--	--
Months Supply of Inventory	4.0	3.1	- 22.5%	--	--	--

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## Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for June 2016

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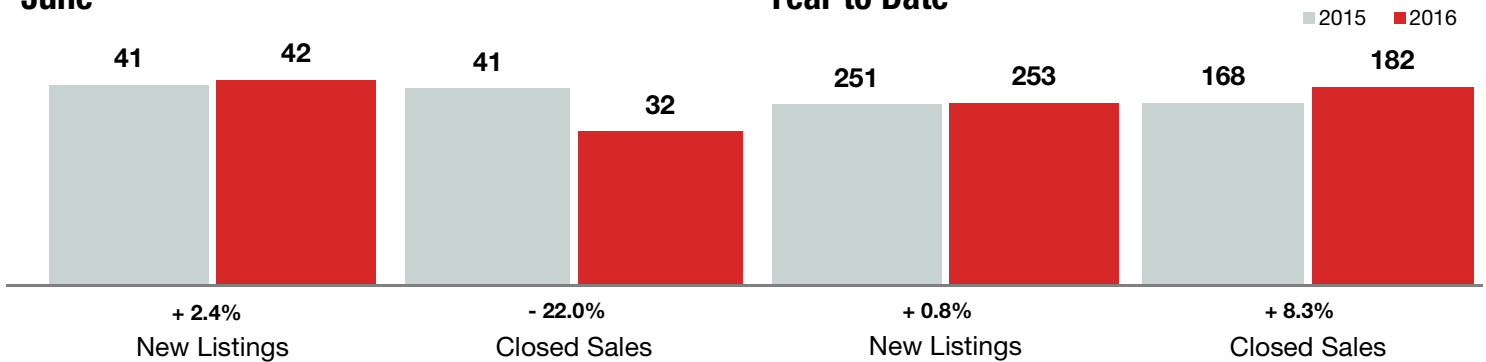
## Uptown Charlotte

Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	41	42	+ 2.4%	251	253	+ 0.8%
Pending Sales	27	37	+ 37.0%	175	208	+ 18.9%
Closed Sales	41	32	- 22.0%	168	182	+ 8.3%
Median Sales Price*	\$260,000	<b>\$242,250</b>	- 6.8%	\$250,250	<b>\$251,500</b>	+ 0.5%
Average Sales Price*	\$292,402	<b>\$278,908</b>	- 4.6%	\$322,016	<b>\$294,110</b>	- 8.7%
Percent of Original List Price Received*	95.0%	<b>97.0%</b>	+ 2.1%	96.2%	<b>96.2%</b>	0.0%
List to Close	121	76	- 37.2%	118	102	- 13.6%
Days on Market Until Sale	66	36	- 45.5%	70	58	- 17.1%
Cumulative Days on Market Until Sale	72	36	- 50.0%	73	69	- 5.5%
Inventory of Homes for Sale	118	75	- 36.4%	--	--	--
Months Supply of Inventory	4.6	2.5	- 45.7%	--	--	--

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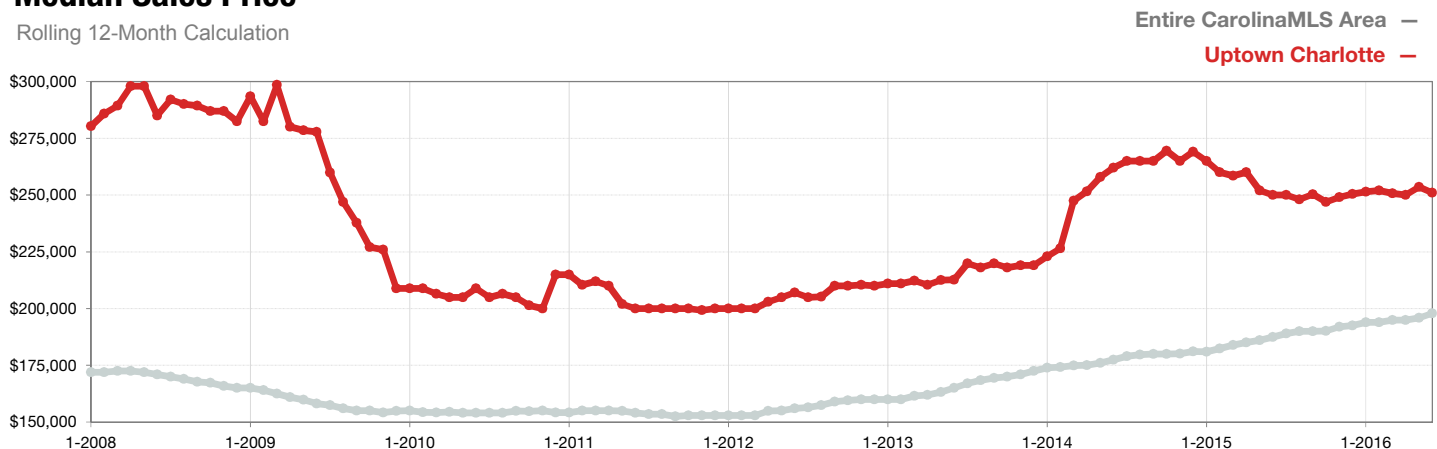
### June

### Year to Date



### Median Sales Price

Rolling 12-Month Calculation



# Local Market Update for June 2016

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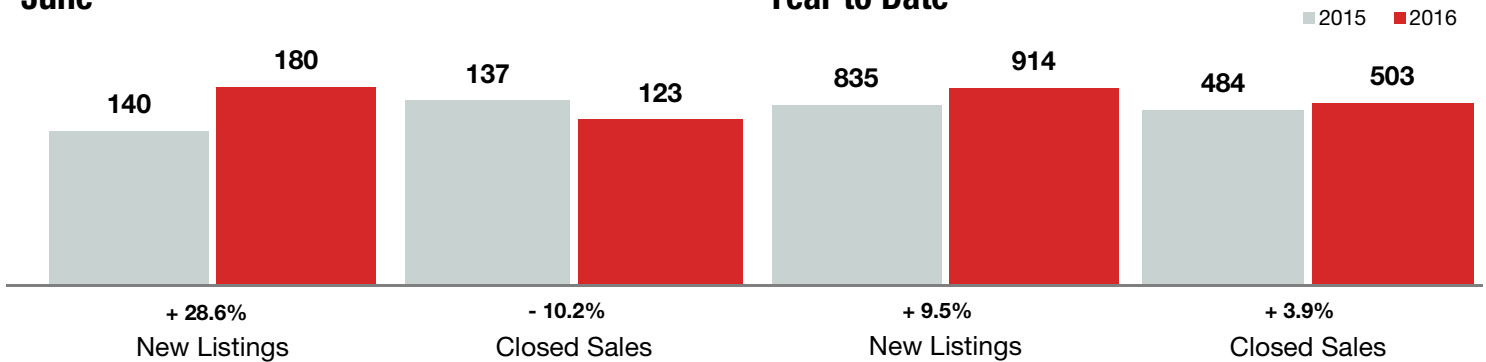
## Waxhaw, NC

Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	140	180	+ 28.6%	835	914	+ 9.5%
Pending Sales	85	138	+ 62.4%	576	664	+ 15.3%
Closed Sales	137	123	- 10.2%	484	503	+ 3.9%
Median Sales Price*	\$347,500	<b>\$388,958</b>	+ 11.9%	\$346,250	<b>\$383,140</b>	+ 10.7%
Average Sales Price*	\$412,337	<b>\$466,889</b>	+ 13.2%	\$393,153	<b>\$431,037</b>	+ 9.6%
Percent of Original List Price Received*	96.6%	<b>97.9%</b>	+ 1.3%	95.7%	<b>96.6%</b>	+ 0.9%
List to Close	107	114	+ 6.5%	114	123	+ 7.9%
Days on Market Until Sale	57	49	- 14.0%	64	64	0.0%
Cumulative Days on Market Until Sale	70	59	- 15.7%	86	81	- 5.8%
Inventory of Homes for Sale	399	379	- 5.0%	--	--	--
Months Supply of Inventory	4.6	4.1	- 10.9%	--	--	--

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### June

### Year to Date

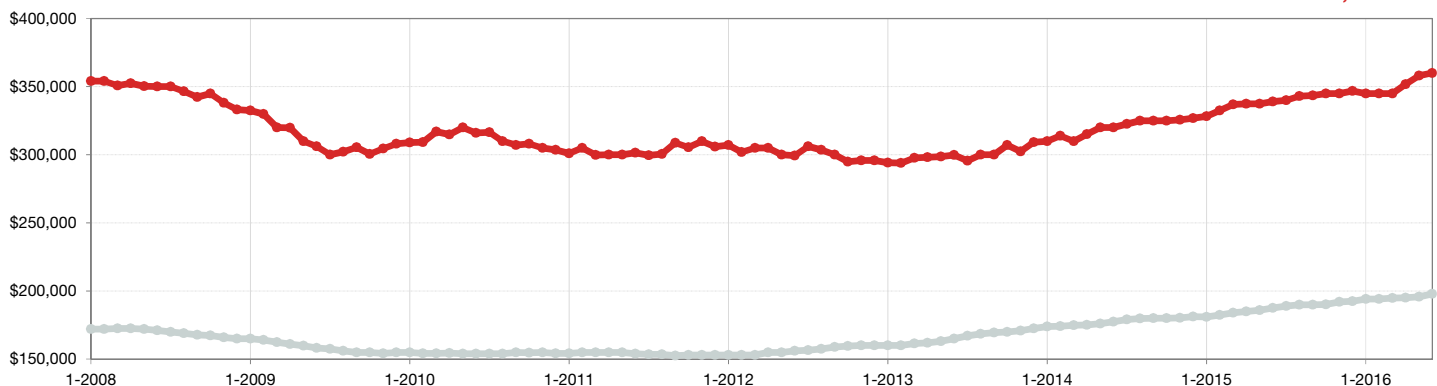


### Median Sales Price

Rolling 12-Month Calculation

Entire CarolinaMLS Area —

Waxhaw, NC —



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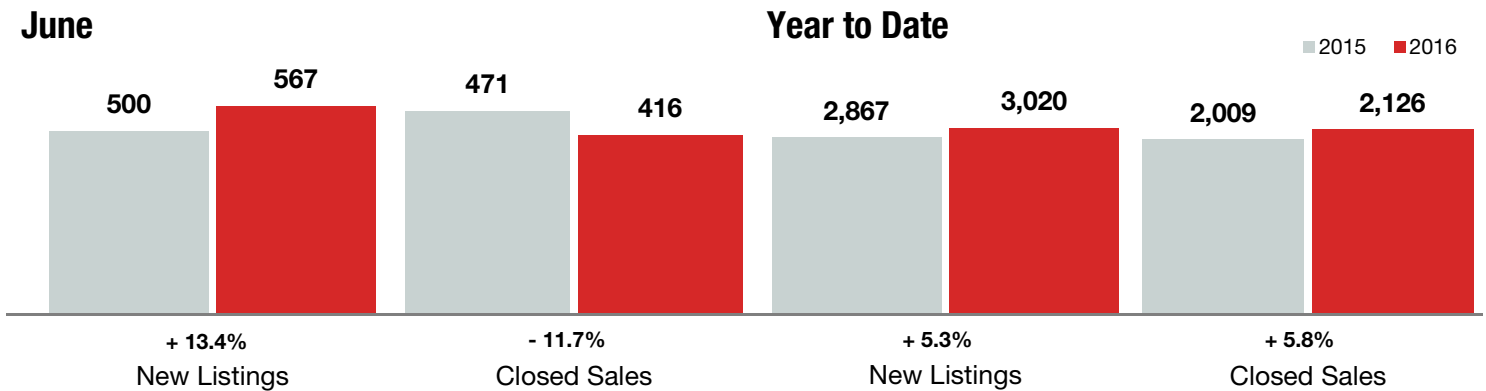


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## York County, SC

Key Metrics	June			Year to Date		
	2015	2016	Percent Change	Thru 6-2015	Thru 6-2016	Percent Change
New Listings	500	567	+ 13.4%	2,867	3,020	+ 5.3%
Pending Sales	388	512	+ 32.0%	2,264	2,598	+ 14.8%
Closed Sales	471	416	- 11.7%	2,009	2,126	+ 5.8%
Median Sales Price*	\$225,000	\$243,000	+ 8.0%	\$200,000	\$220,000	+ 10.0%
Average Sales Price*	\$252,715	\$270,908	+ 7.2%	\$231,265	\$249,219	+ 7.8%
Percent of Original List Price Received*	96.8%	97.5%	+ 0.7%	95.9%	97.0%	+ 1.1%
List to Close	111	104	- 6.3%	122	109	- 10.7%
Days on Market Until Sale	58	53	- 8.6%	70	56	- 20.0%
Cumulative Days on Market Until Sale	65	61	- 6.2%	84	65	- 22.6%
Inventory of Homes for Sale	1,268	1,006	- 20.7%	--	--	--
Months Supply of Inventory	3.8	2.7	- 28.9%	--	--	--

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## Median Sales Price

Rolling 12-Month Calculation

