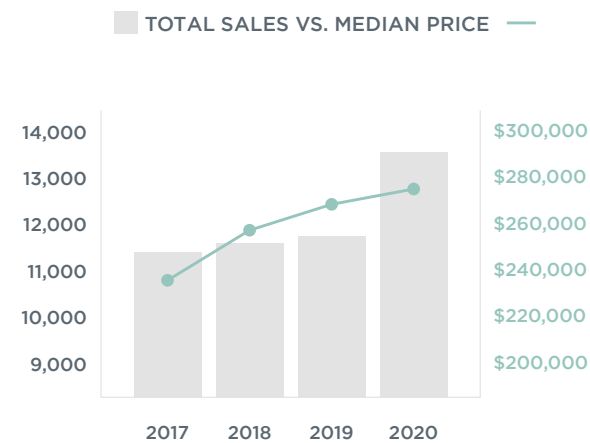
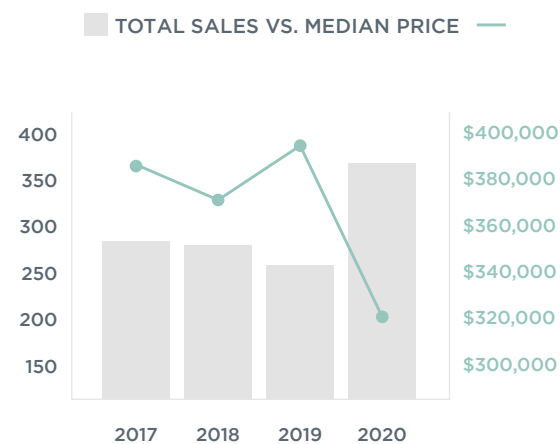


CHARLOTTE AREA MARKET ANALYSIS



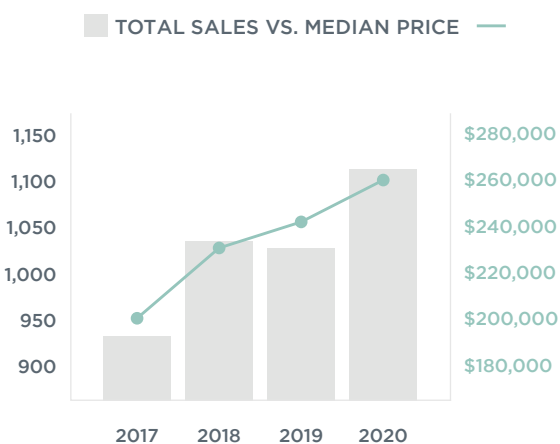
METRO AREA	2019	%	2020	TREND
Total Sales	11,819	15.4	13,638	▲
Median Price	\$265,000	4.5	\$277,000	▲
Price per Sq. Ft.	\$139	11.1	\$154	▲
Days on Market	45	-13.3	39	▼
Avg. List Price	\$380,575	-0.9	\$377,176	FLAT
Avg. Sales Price	\$332,741	0.4	\$334,132	FLAT
Total Volume	\$3,932,665,879	15.9	\$4,556,892,216	▲

CORNELIUS



	2019	%	2020	TREND
Total Sales	255	41.2	360	▲
Median Price	\$399,000	-19.8	\$320,000	▼
Price per Sq. Ft.	\$185	2.2	\$189	▲
Days on Market	61	-26.2	45	▼
Avg. List Price	\$660,188	-14.3	\$565,470	▼
Avg. Sales Price	\$589,637	-19.8	\$473,096	▼
Total Volume	\$150,357,435	13.3	\$170,314,560	▲

CONCORD



	2019	%	2020	TREND
Total Sales	1,040	6.4	1,107	▲
Median Price	\$240,000	8.5	\$260,500	▲
Price per Sq. Ft.	\$117	10.3	\$129	▲
Days on Market	45	-6.7	42	▼
Avg. List Price	\$280,325	6.8	\$299,308	▲
Avg. Sales Price	\$260,077	7.1	\$278,494	▲
Total Volume	\$270,480,080	14.0	\$308,292,858	▲

DAVIDSON

	2019	2020	TREND
Total Sales	196	286	▲
Median Price	\$429,000	\$381,500	▼
Price per Sq. Ft.	\$159	\$168	▲
Days on Market	65	69	▲
Avg. List Price	\$568,206	\$497,474	▼
Avg. Sales Price	\$514,364	\$437,082	▼
Total Volume	\$100,815,344	\$125,005,452	▲

HARRISBURG

	2019	2020	TREND
Total Sales	247	164	▼
Median Price	\$330,000	\$341,750	▲
Price per Sq. Ft.	\$124	\$131	▲
Days on Market	45	33	▼
Avg. List Price	\$358,747	\$358,426	FLAT
Avg. Sales Price	\$349,611	\$350,037	FLAT
Total Volume	\$86,353,917	\$57,406,068	▼

KANNAPOLIS

	2019	2020	TREND
Total Sales	403	376	▼
Median Price	\$159,900	\$174,900	▲
Price per Sq. Ft.	\$106	\$122	▲
Days on Market	41	33	▼
Avg. List Price	\$178,377	\$209,976	▲
Avg. Sales Price	\$173,599	\$192,669	▲
Total Volume	\$69,960,397	\$72,443,544	▲

DENVER

	2019	2020	TREND
Total Sales	465	421	▼
Median Price	\$330,000	\$355,500	▲
Price per Sq. Ft.	\$146	\$165	▲
Days on Market	77	74	▼
Avg. List Price	\$469,753	\$437,154	▼
Avg. Sales Price	\$391,235	\$425,062	▲
Total Volume	\$181,924,275	\$178,951,102	▼

HUNTERSVILLE

	2019	2020	TREND
Total Sales	695	791	▲
Median Price	\$326,900	\$338,000	▲
Price per Sq. Ft.	\$130	\$139	▲
Days on Market	49	46	▼
Avg. List Price	\$381,383	\$399,770	▲
Avg. Sales Price	\$343,002	\$370,063	▲
Total Volume	\$238,386,390	\$292,719,833	▲

MOORESVILLE

	2019	2020	TREND
Total Sales	970	1,011	▲
Median Price	\$315,000	\$322,000	▲
Price per Sq. Ft.	\$139	\$146	▲
Days on Market	69	54	▼
Avg. List Price	\$461,544	\$466,193	FLAT
Avg. Sales Price	\$402,998	\$402,274	FLAT
Total Volume	\$390,908,060	\$406,699,014	▲

Nest Realty

HOW'S THE MARKET?

At the start of every year, we pour through sales charts, look back at our goals, and check how we've done on our predictions for the past year. We do our best to prepare our agents for the new year. As we launch into 2020, we know that we've completed a year that was in all accounts better than expected.

From an economic standpoint, there is no question that a year ago, we expected higher interest rates and a slowing (not severe, but noticeable) of our real estate sales markets—this didn't happen in much of the country. Sales volume throughout the Greater Charlotte/Lake Norman Area was up 15.9%, and the number of sales was up 15.4%.

At Nest, we prioritize staying informed on market trends so we can pass along the most up-to-date information to you. So whether you're considering selling your existing home, purchasing a new home, or you simply enjoy keeping tabs on the real estate market in general, we aim to be a resource to you throughout the Greater Charlotte/Lake Norman area.

TRENDS AT A GLANCE

COUNTY	NEW LISTINGS	CLOSED SALES
MECKLENBURG COUNTY	12,132	9,290
CABARRUS COUNTY	2,280	1,791
LINCOLN COUNTY	909	619
IREDELL COUNTY	2,133	1,584