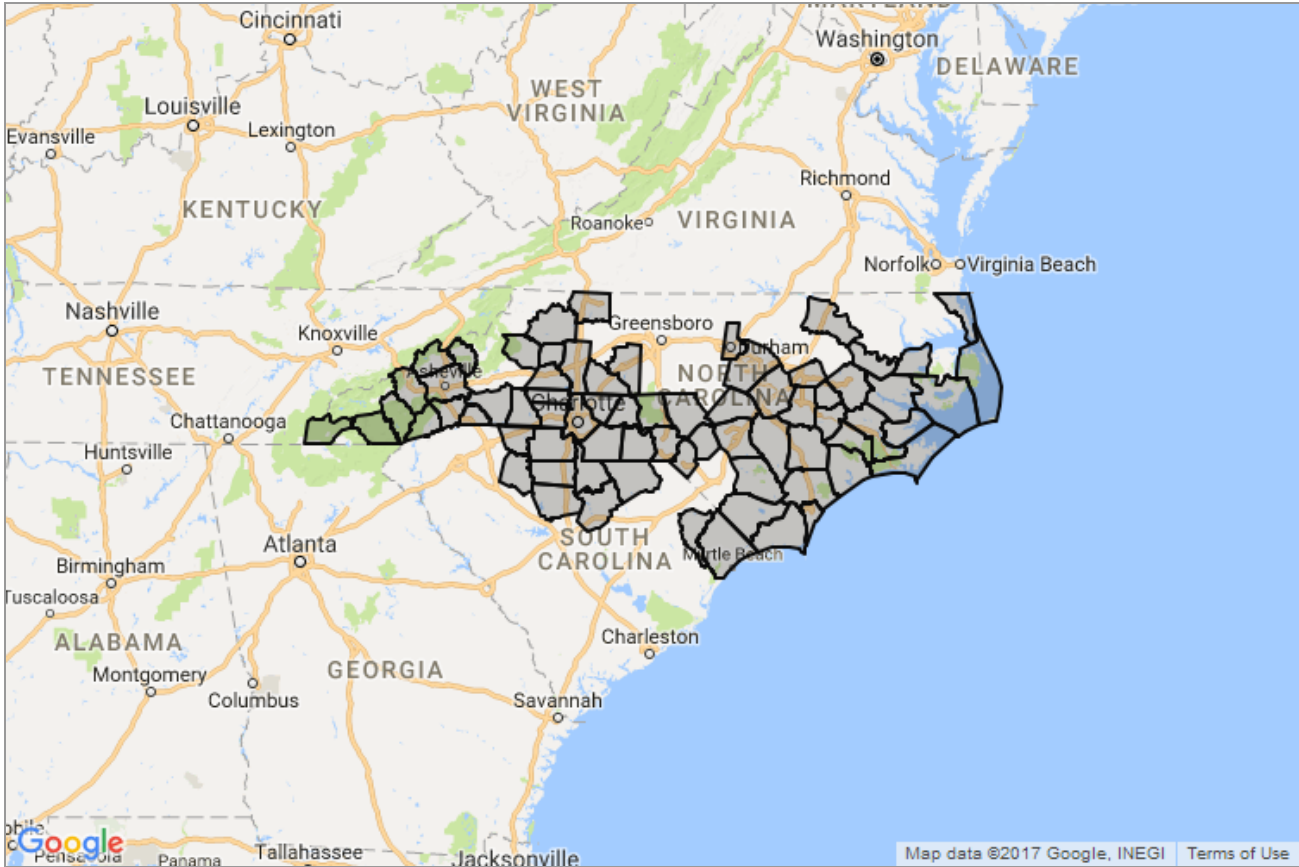




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
11/2016 – 11/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 12/07/2017

Scheduled: Yes

Presented by

North Carolina Association of
REALTORS®

<http://www.ncrealtors.org/>

4511 Weybridge Lane
Greensboro, NC 27407

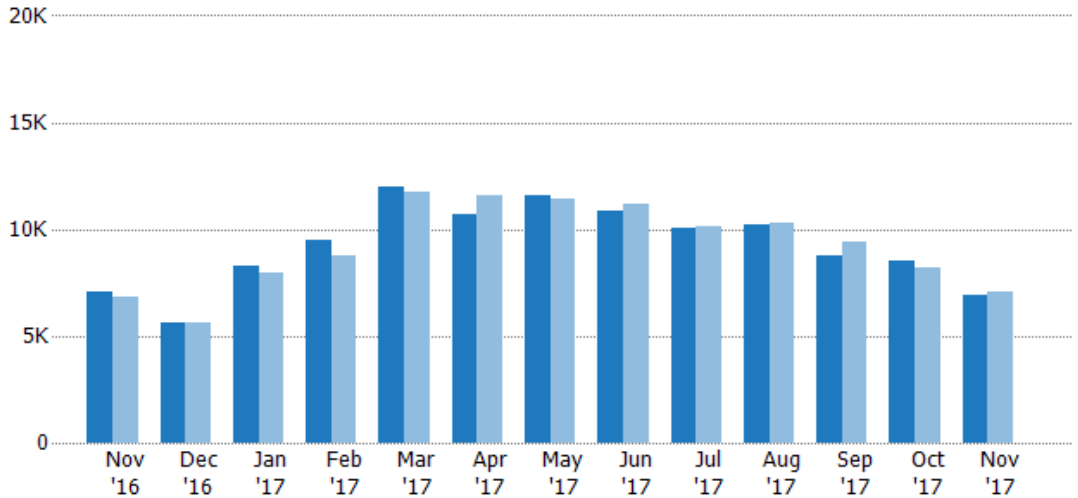
New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

County: 71 Selected

Month/Year	Count	% Chg.
Nov '17	6.9K	-2.1%
Nov '16	7.05K	3.3%
Nov '15	6.83K	2.1%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	7.05K	5.61K	8.28K	9.47K	12K	10.7K	11.6K	10.9K	10.1K	10.2K	8.77K	8.52K	6.9K
Prior Year	6.83K	5.64K	7.93K	8.76K	11.7K	11.6K	11.4K	11.2K	10.2K	10.3K	9.41K	8.21K	7.05K
Percent Change from Prior Year	3%	-1%	4%	8%	2%	-8%	1%	-3%	-1%	-1%	-7%	4%	-2%

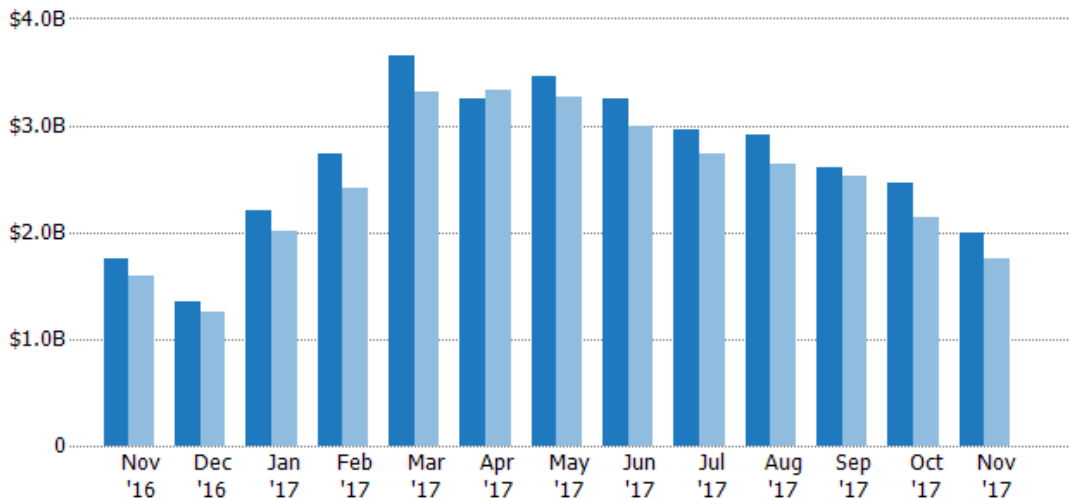
New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

County: 71 Selected

Month/Year	Volume	% Chg.
Nov '17	\$2B	14.1%
Nov '16	\$1.75B	9.6%
Nov '15	\$1.6B	-2.9%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	\$1.75B	\$1.36B	\$2.21B	\$2.73B	\$3.66B	\$3.25B	\$3.47B	\$3.25B	\$2.97B	\$2.9B	\$2.61B	\$2.46B	\$2B
Prior Year	\$1.6B	\$1.25B	\$2B	\$2.42B	\$3.32B	\$3.33B	\$3.26B	\$3B	\$2.73B	\$2.64B	\$2.53B	\$2.14B	\$1.75B
Percent Change from Prior Year	10%	8%	10%	13%	10%	-3%	6%	8%	8%	10%	3%	15%	14%

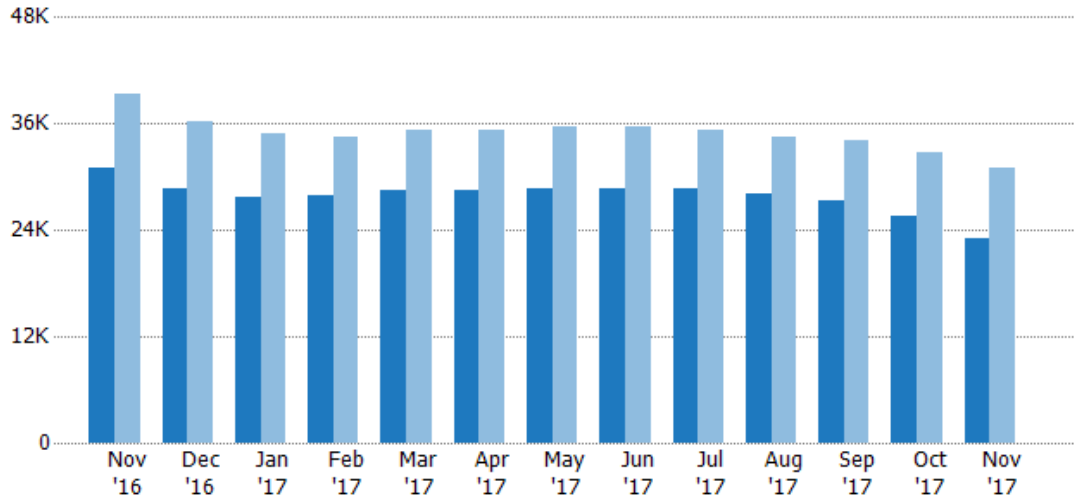
Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: 71 Selected

Month/Year	Count	% Chg.
Nov '17	23K	-25.9%
Nov '16	31K	-21.3%
Nov '15	39.4K	16.7%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	31K	28.6K	27.8K	27.8K	28.5K	28.4K	28.7K	28.7K	28.7K	28.1K	27.3K	25.6K	23K
Prior Year	39.4K	36.3K	35K	34.4K	35.2K	35.3K	35.7K	35.7K	35.2K	34.5K	34.1K	32.8K	31K
Percent Change from Prior Year	-21%	-21%	-21%	-19%	-19%	-20%	-20%	-20%	-19%	-18%	-20%	-22%	-26%

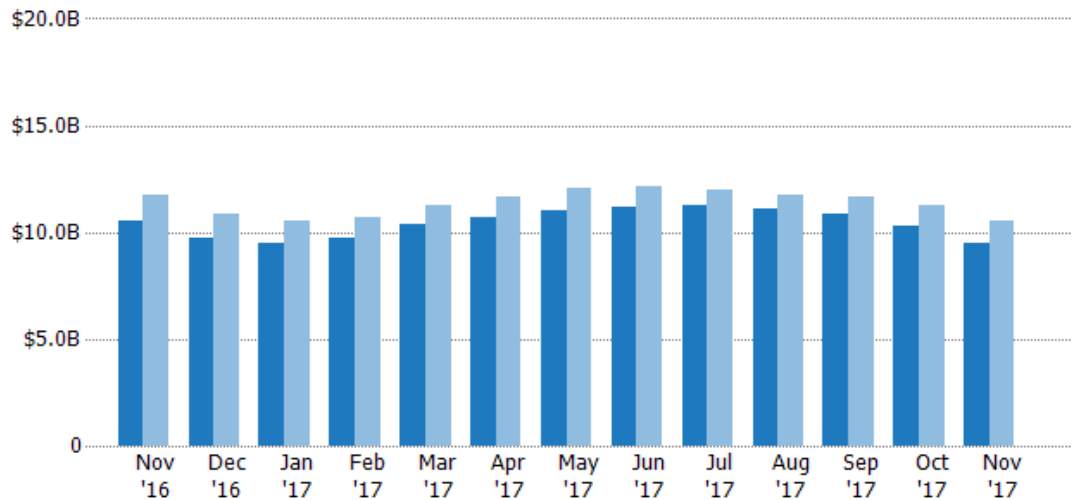
Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: 71 Selected

Month/Year	Volume	% Chg.
Nov '17	\$9.46B	-10.1%
Nov '16	\$10.5B	-10.5%
Nov '15	\$11.8B	8.2%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	\$10.5B	\$9.72B	\$9.51B	\$9.75B	\$10.4B	\$10.7B	\$11B	\$11.2B	\$11.2B	\$11.1B	\$10.9B	\$10.3B	\$9.46B
Prior Year	\$11.8B	\$10.8B	\$10.5B	\$10.7B	\$11.2B	\$11.7B	\$12B	\$12.1B	\$12B	\$11.8B	\$11.7B	\$11.2B	\$10.5B
Percent Change from Prior Year	-11%	-10%	-9%	-9%	-8%	-8%	-8%	-7%	-6%	-6%	-7%	-8%	-10%

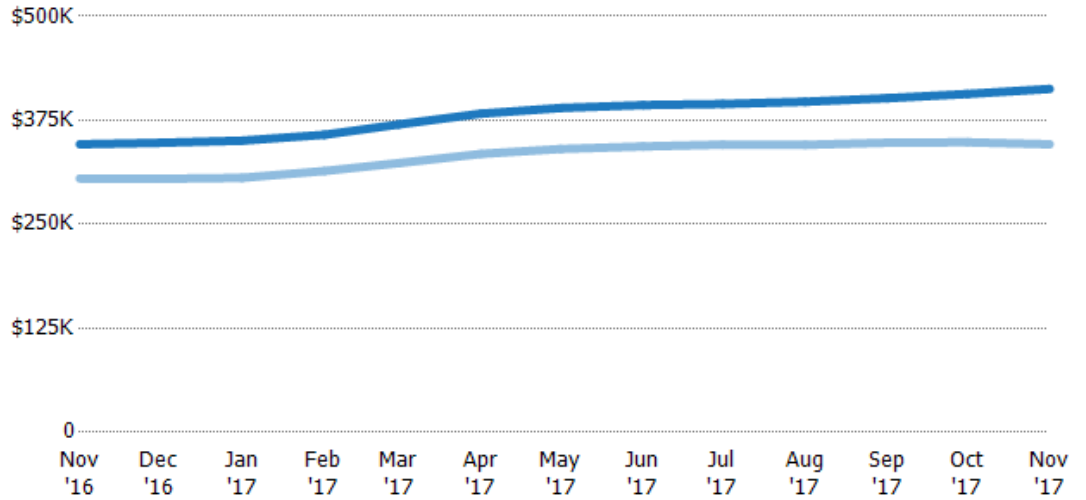
Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: 71 Selected

Month/Year	Price	% Chg.
Nov '17	\$413K	19.2%
Nov '16	\$346K	13.5%
Nov '15	\$305K	-7.3%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	\$346K	\$348K	\$351K	\$358K	\$370K	\$383K	\$390K	\$393K	\$395K	\$397K	\$402K	\$407K	\$413K
Prior Year	\$305K	\$305K	\$306K	\$314K	\$324K	\$335K	\$341K	\$344K	\$346K	\$345K	\$348K	\$349K	\$346K
Percent Change from Prior Year	13%	14%	15%	14%	14%	14%	14%	14%	14%	15%	15%	17%	19%

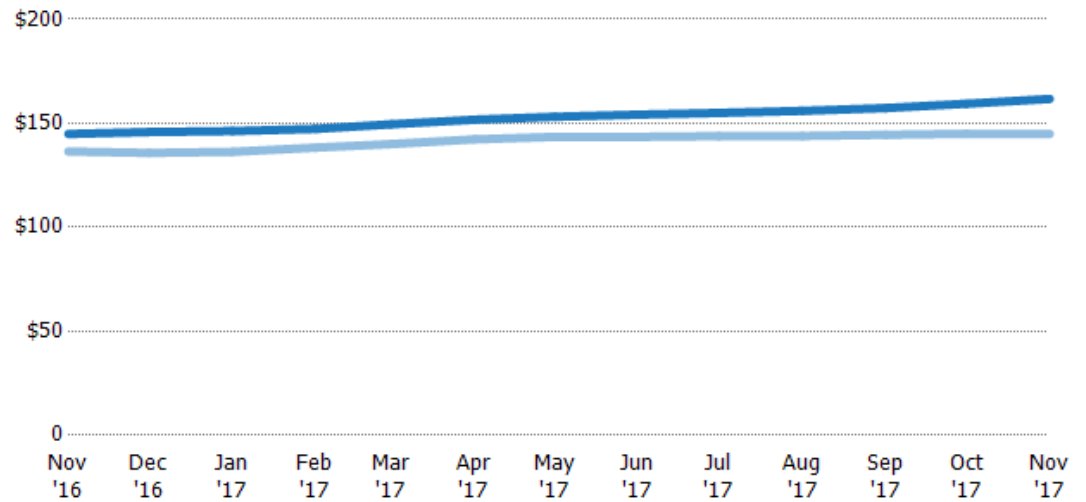
Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

Filters Used

County: 71 Selected

Month/Year	Price/sq ft	% Chg.
Nov '17	\$162	11.6%
Nov '16	\$145	6.2%
Nov '15	\$136	-4.2%

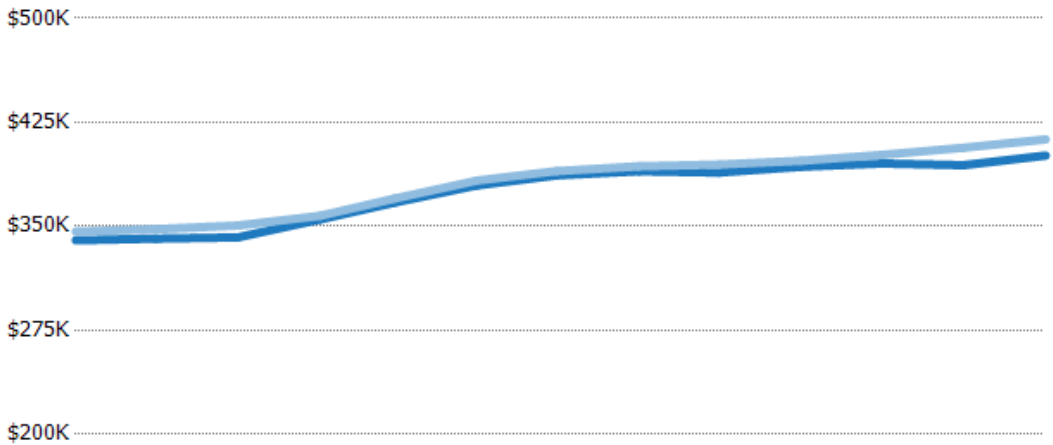


	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	\$145	\$146	\$146	\$147	\$150	\$152	\$153	\$154	\$155	\$156	\$157	\$159	\$162
Prior Year	\$136	\$136	\$136	\$138	\$140	\$142	\$143	\$143	\$144	\$144	\$144	\$145	\$145
Percent Change from Prior Year	6%	7%	7%	7%	7%	7%	7%	7%	8%	8%	9%	10%	12%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used
County: 71 Selected

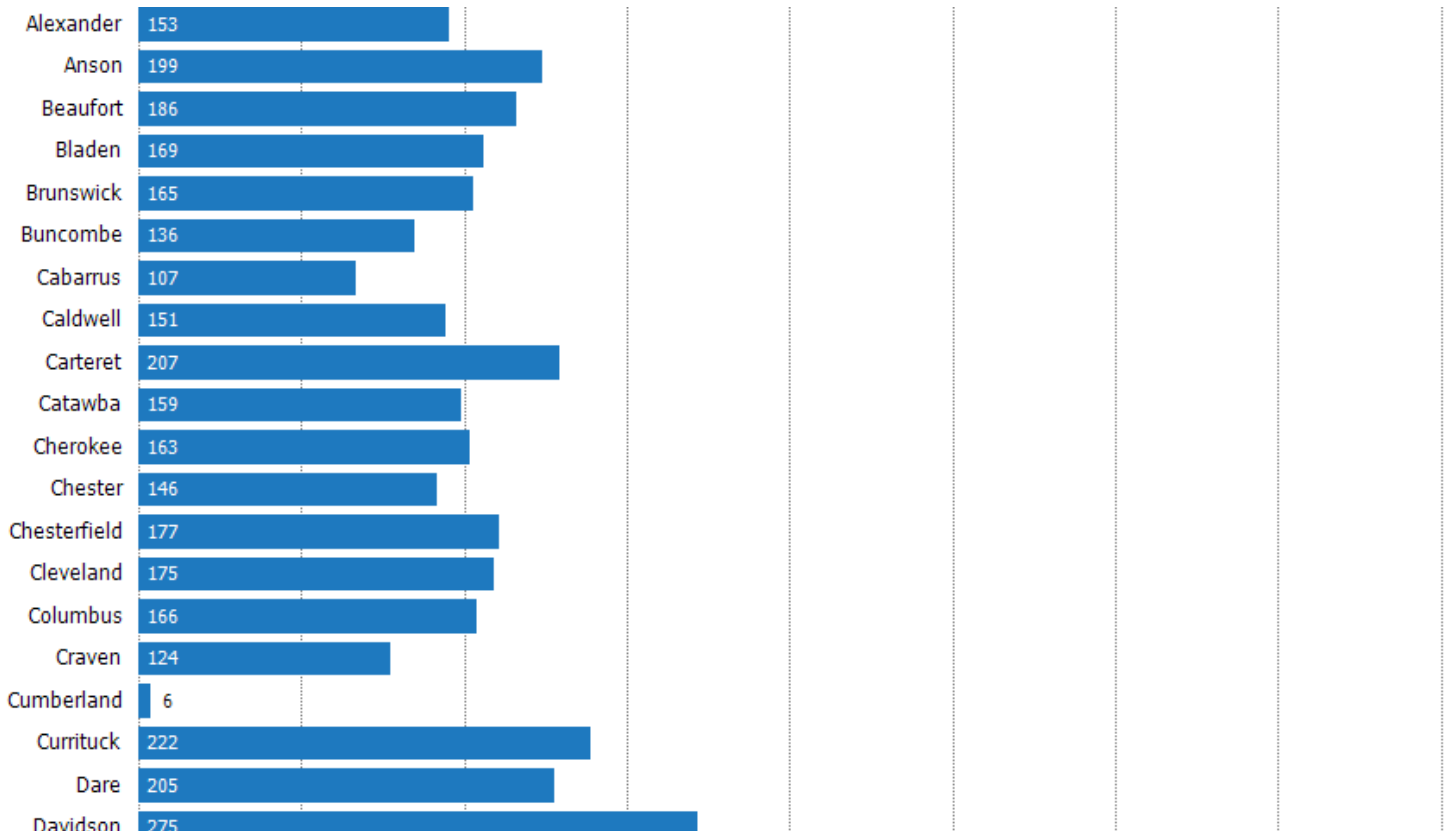


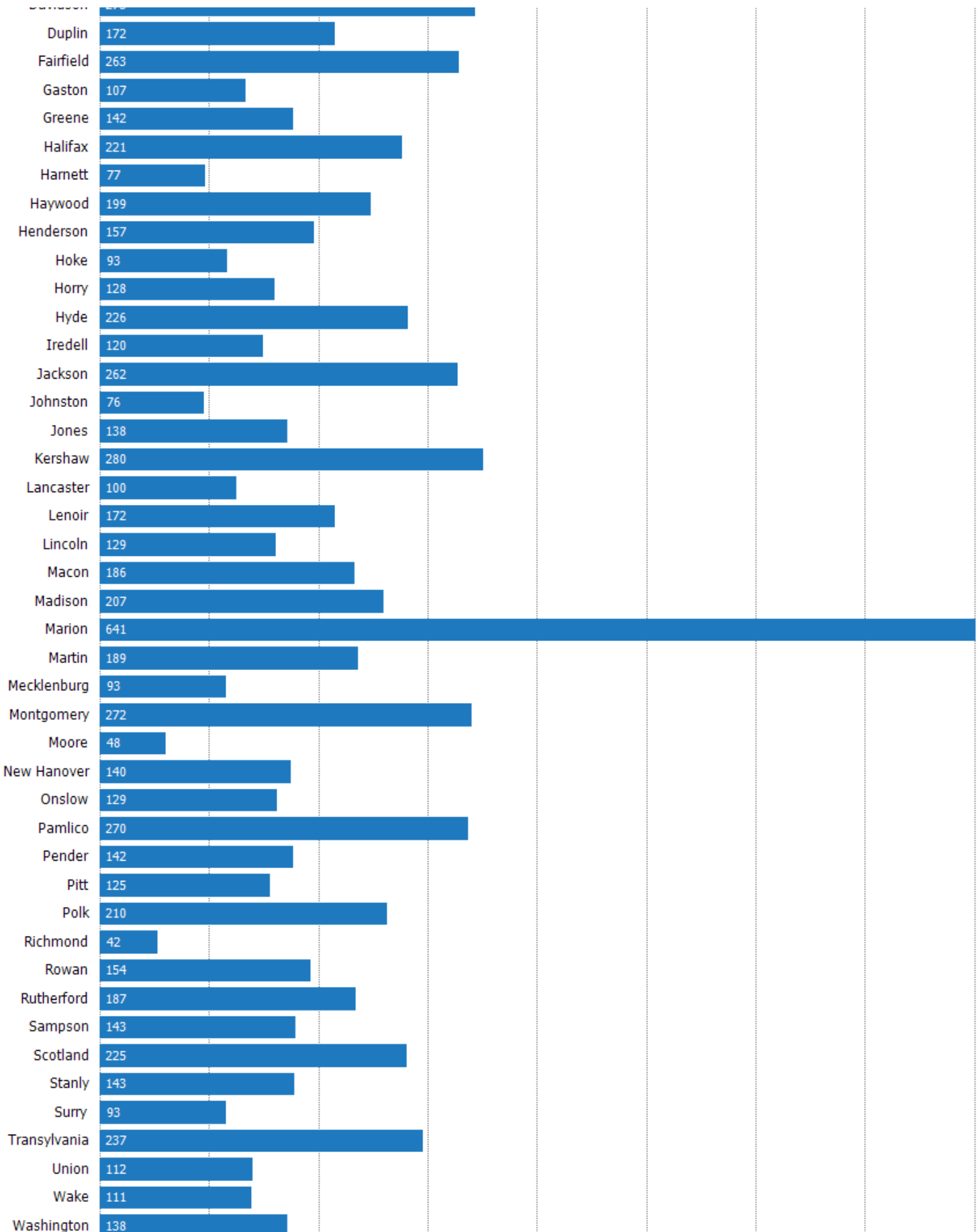
	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Avg Est Value	\$340K	\$341K	\$342K	\$355K	\$367K	\$380K	\$387K	\$390K	\$389K	\$393K	\$395K	\$394K	\$401K
Avg Listing Price	\$346K	\$348K	\$351K	\$358K	\$370K	\$383K	\$390K	\$393K	\$395K	\$397K	\$402K	\$407K	\$413K
Avg Listing Price as a % of Avg Est Value	102%	102%	102%	101%	101%	101%	101%	101%	101%	101%	102%	103%	103%

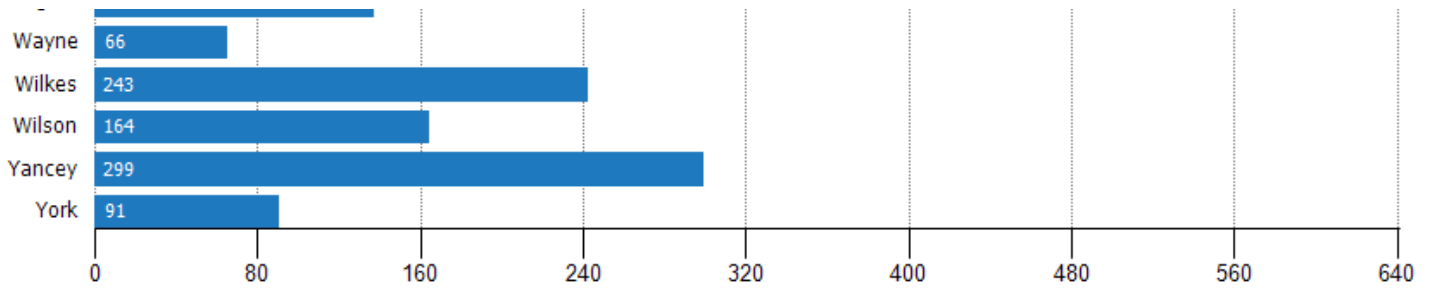
Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

Filters Used: County: 71 Selected







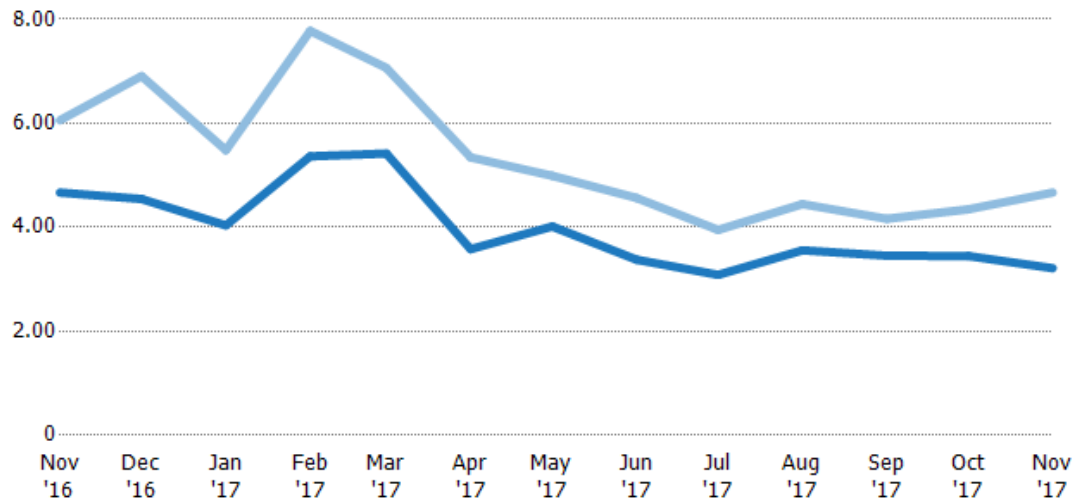
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

County: 71 Selected

Month/Year	Months	% Chg.
Nov '17	3.21	-31.2%
Nov '16	4.67	-23%
Nov '15	6.06	20.3%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	4.67	4.54	4.04	5.36	5.42	3.58	4.02	3.38	3.09	3.56	3.45	3.45	3.21
Prior Year	6.06	6.91	5.48	7.78	7.07	5.34	4.99	4.56	3.95	4.45	4.16	4.35	4.67
Percent Change from Prior Year	-23%	-34%	-26%	-31%	-23%	-33%	-20%	-26%	-22%	-20%	-17%	-21%	-31%

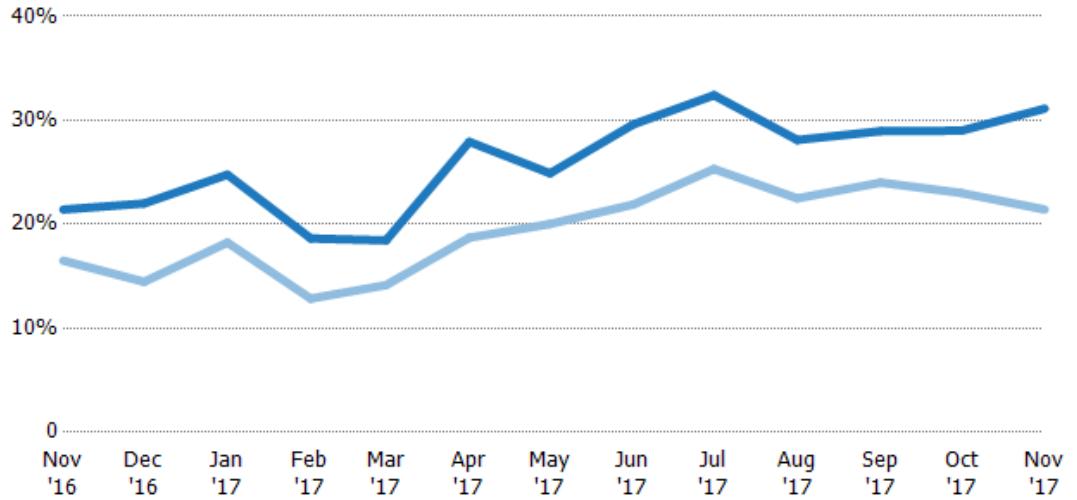
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 71 Selected

Month/Year	Rate	Chg.
Nov '17	31%	-9.7%
Nov '16	21%	-4.9%
Nov '15	17%	-16.9%

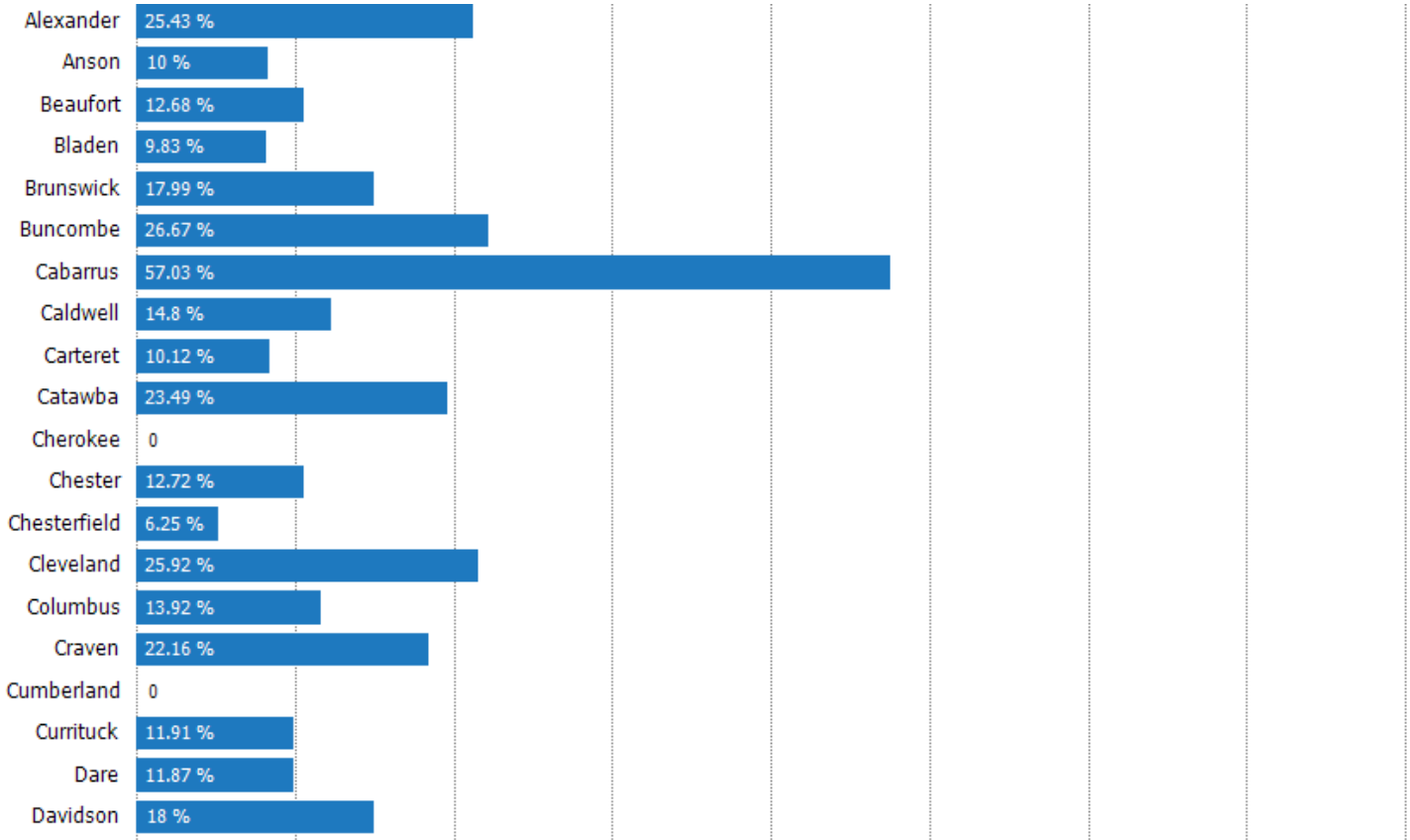


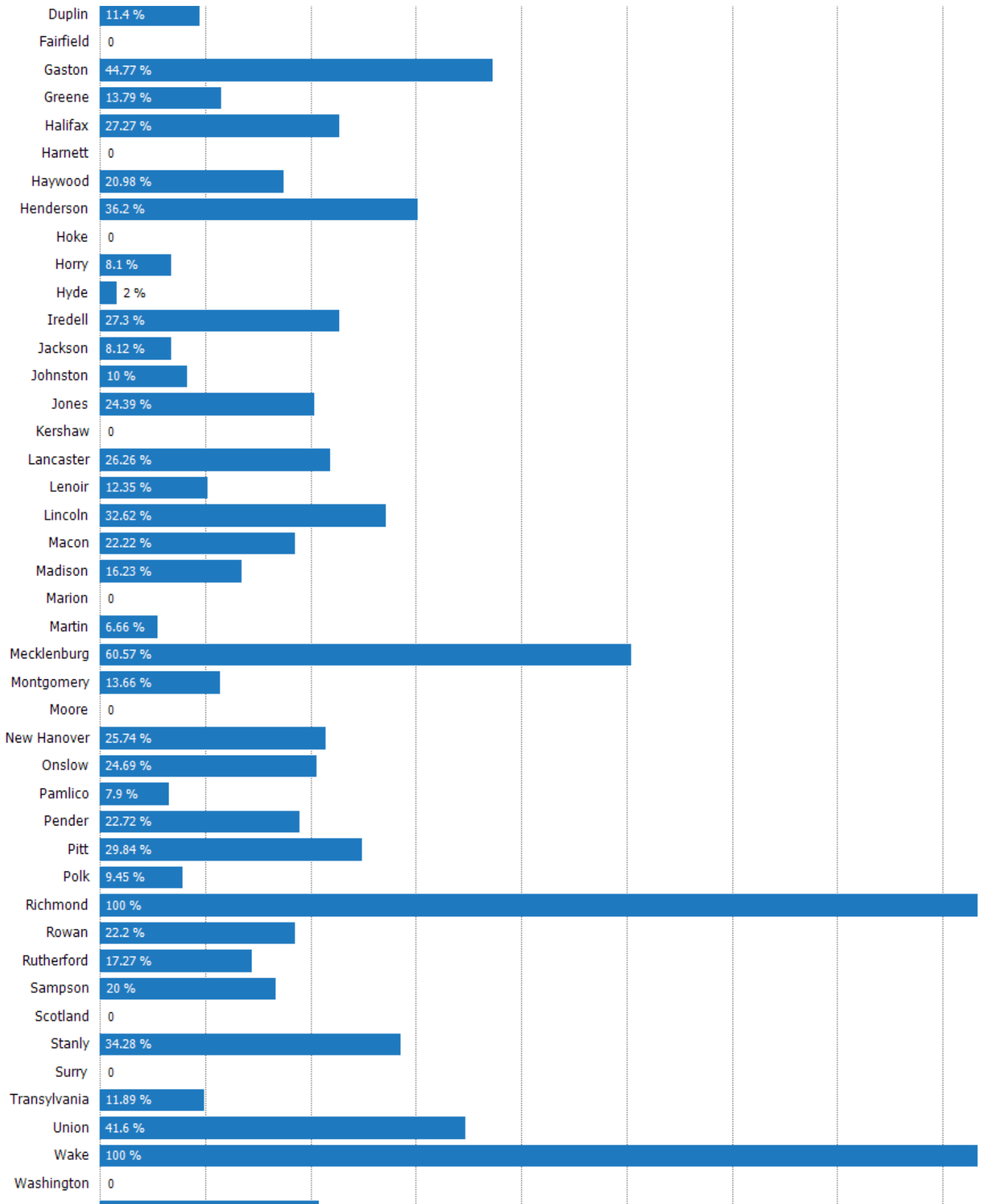
	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	21%	22%	25%	19%	18%	28%	25%	30%	32%	28%	29%	29%	31%
Prior Year	17%	14%	18%	13%	14%	19%	20%	22%	25%	22%	24%	23%	21%
Change from Prior Year	-5%	-8%	-7%	-6%	-4%	-9%	-5%	-8%	-7%	-6%	-5%	-6%	-10%

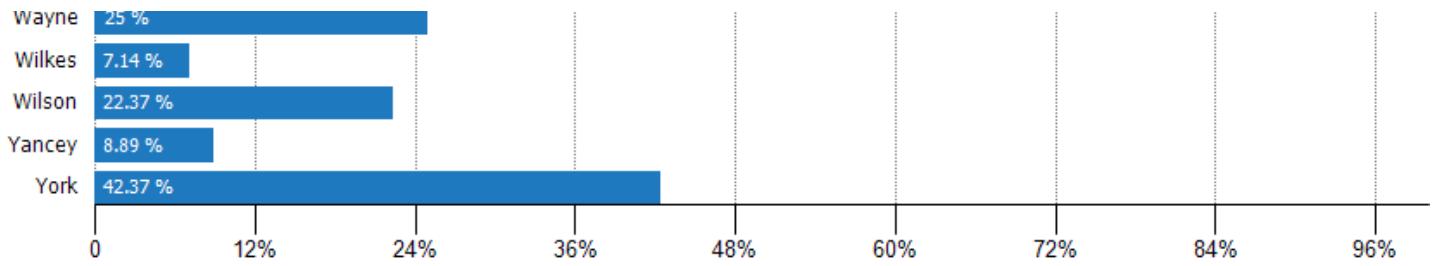
Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: County: 71 Selected







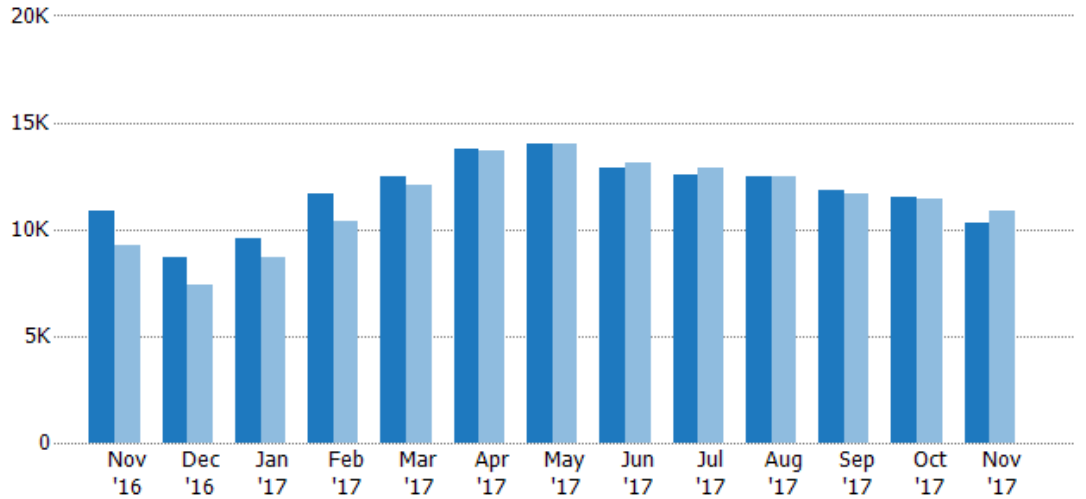
Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Filters Used

County: 71 Selected

Month/Year	Count	% Chg.
Nov '17	10.3K	-4.8%
Nov '16	10.8K	17%
Nov '15	9.27K	-20.5%



Current Year	10.8K	8.66K	9.59K	11.7K	12.5K	13.8K	14K	12.9K	12.5K	12.5K	11.8K	11.5K	10.3K
Prior Year	9.27K	7.43K	8.69K	10.4K	12K	13.7K	14K	13.1K	12.9K	12.5K	11.6K	11.4K	10.8K
Percent Change from Prior Year	17%	17%	10%	12%	4%	1%	0%	-2%	-3%	0%	1%	0%	-5%

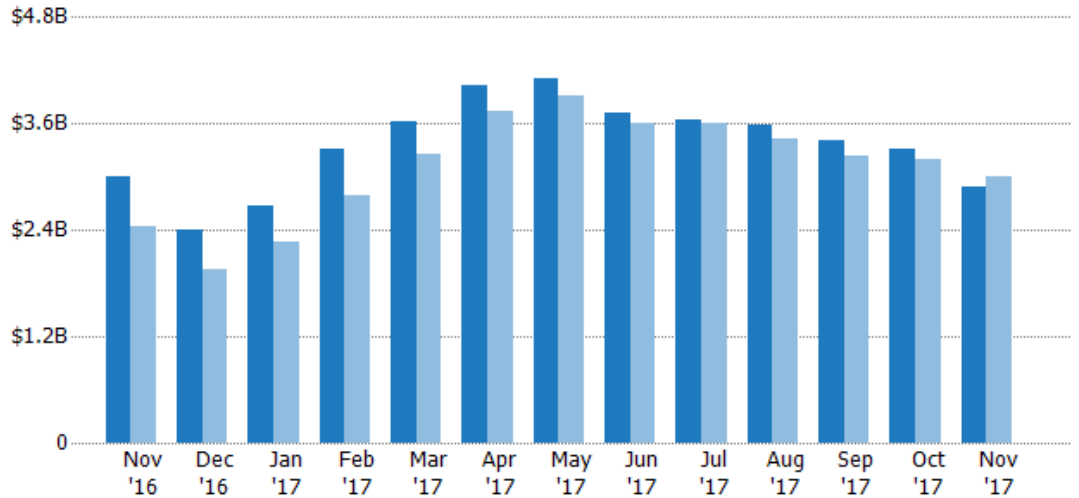
Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used

County: 71 Selected

Month/Year	Volume	% Chg.
Nov '17	\$2.9B	-3.8%
Nov '16	\$3.01B	23.8%
Nov '15	\$2.43B	-23.9%



Current Year	\$3.01B	\$2.4B	\$2.66B	\$3.31B	\$3.62B	\$4.03B	\$4.1B	\$3.73B	\$3.64B	\$3.58B	\$3.41B	\$3.31B	\$2.9B
Prior Year	\$2.43B	\$1.95B	\$2.27B	\$2.79B	\$3.26B	\$3.74B	\$3.92B	\$3.61B	\$3.6B	\$3.42B	\$3.23B	\$3.21B	\$3.01B
Percent Change from Prior Year	24%	23%	17%	19%	11%	8%	5%	3%	1%	5%	5%	3%	-4%

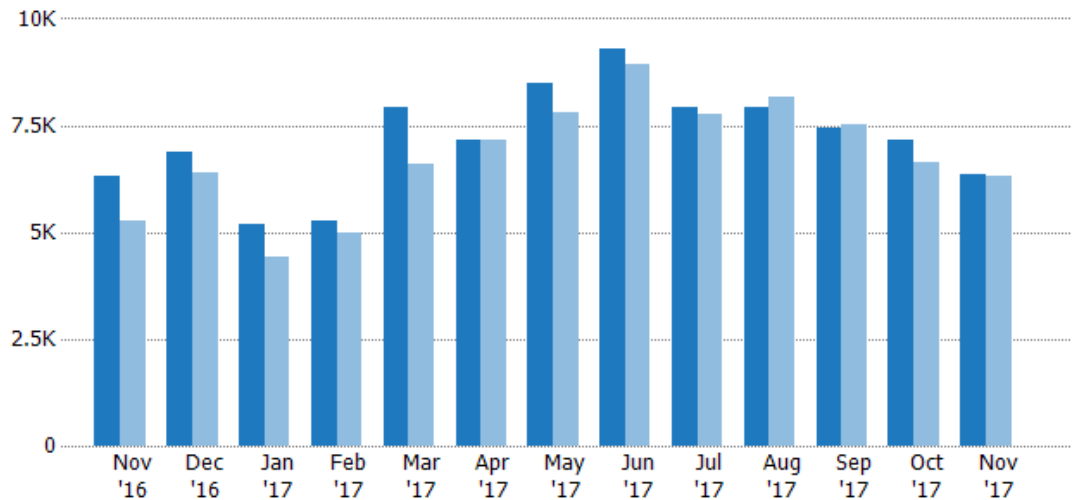
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

County: 71 Selected

Month/Year	Count	% Chg.
Nov '17	6.36K	1.1%
Nov '16	6.29K	19.9%
Nov '15	5.25K	-3.9%



Current Year	6.29K	6.88K	5.19K	5.27K	7.93K	7.14K	8.5K	9.29K	7.91K	7.91K	7.42K	7.16K	6.36K
Prior Year	5.25K	6.38K	4.43K	4.98K	6.6K	7.16K	7.82K	8.91K	7.77K	8.18K	7.54K	6.65K	6.29K
Percent Change from Prior Year	20%	8%	17%	6%	20%	0%	9%	4%	2%	-3%	-2%	8%	1%

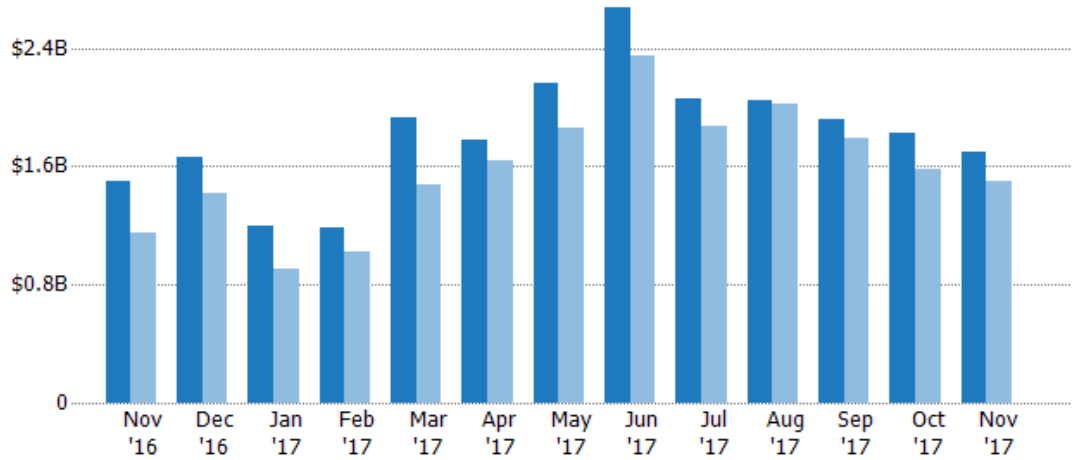
Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

County: 71 Selected

Month/Year	Volume	% Chg.
Nov '17	\$1.69B	12.9%
Nov '16	\$1.5B	30.2%
Nov '15	\$1.15B	-10.9%

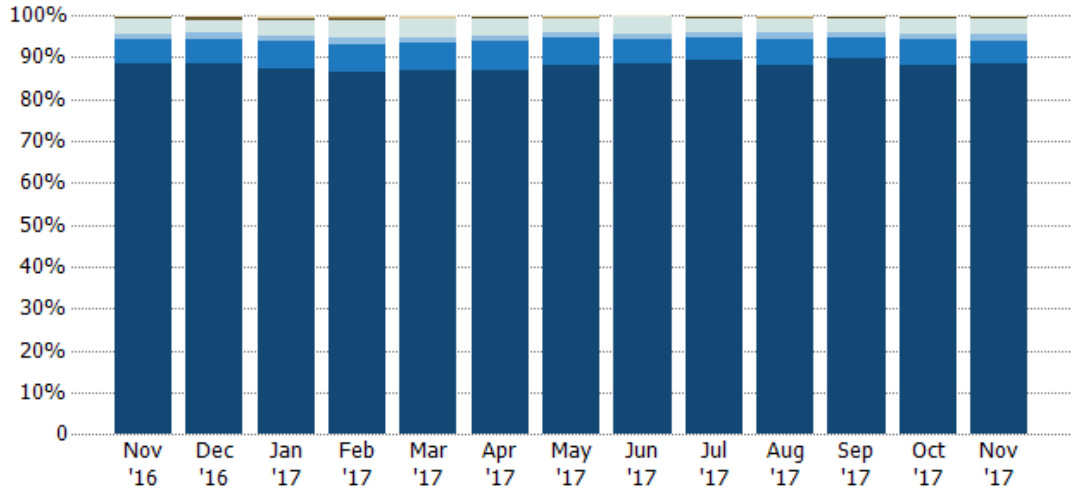


Current Year	\$1.5B	\$1.66B	\$1.2B	\$1.18B	\$1.93B	\$1.78B	\$2.17B	\$2.67B	\$2.06B	\$2.05B	\$1.92B	\$1.82B	\$1.69B
Prior Year	\$1.15B	\$1.42B	\$904M	\$1.02B	\$1.48B	\$1.64B	\$1.86B	\$2.34B	\$1.87B	\$2.03B	\$1.79B	\$1.58B	\$1.5B
Percent Change from Prior Year	30%	17%	32%	15%	30%	8%	17%	14%	10%	1%	7%	16%	13%

Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used
County: 71 Selected

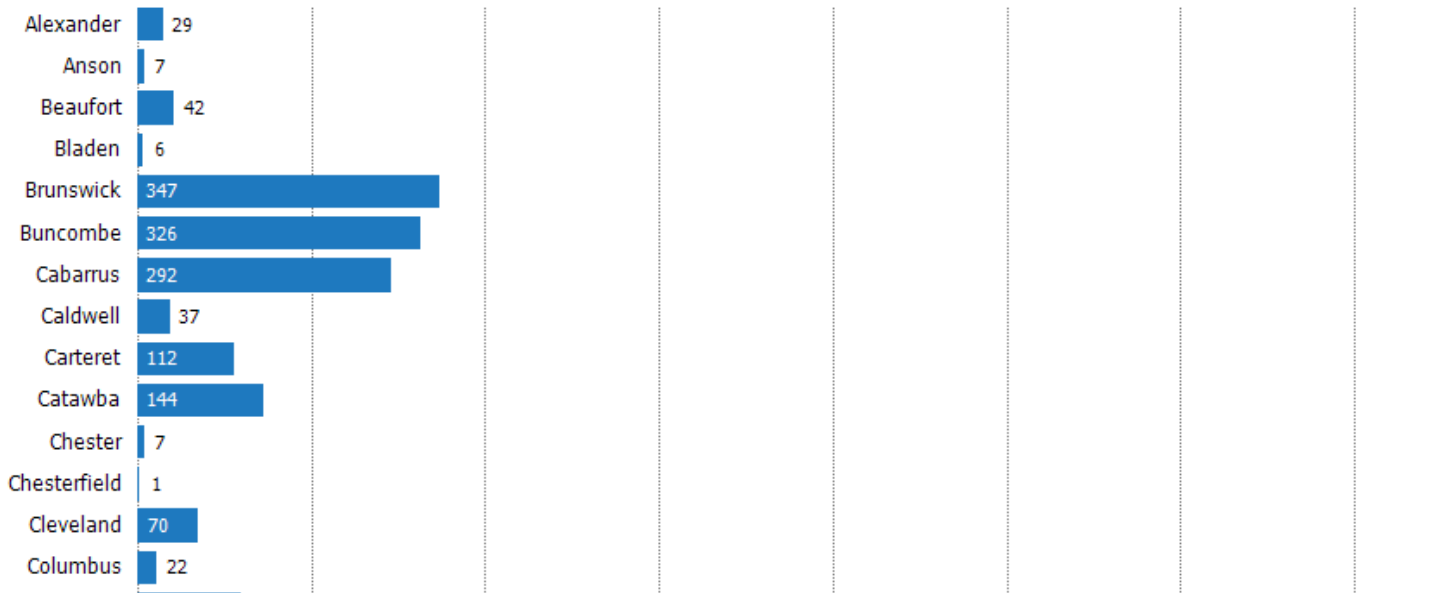


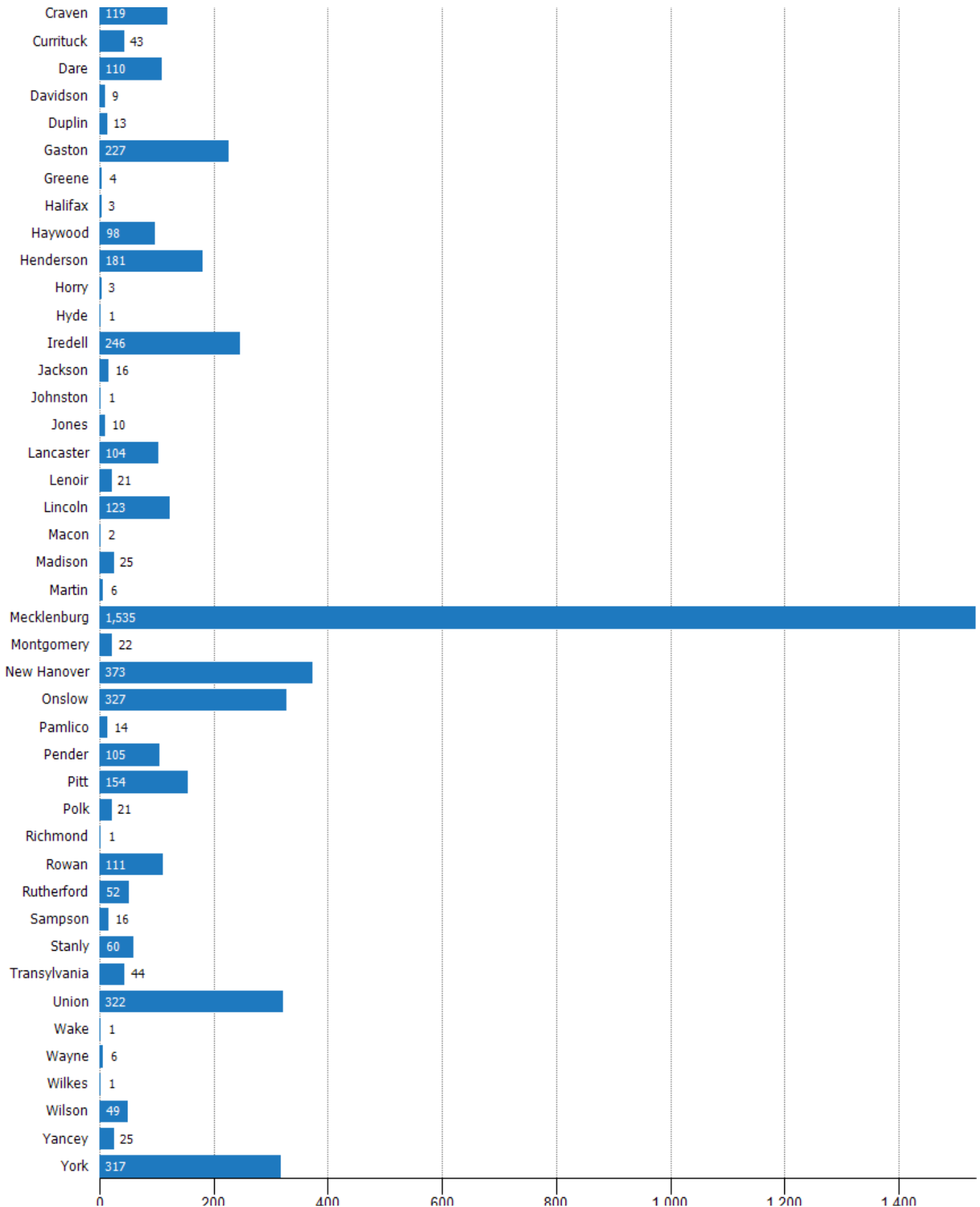
Other	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Coop	0%	0%	0%	-	0%	0%	-	0%	0%	0%	0%	0%	0%
Farm/Ranch	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Lot/Land	1%	1%	1%	1%	1%	1%	0%	0%	0%	0%	0%	0%	0%
Multifamily/Multiplex	4%	3%	4%	4%	4%	4%	3%	4%	3%	4%	3%	4%	4%
Mobile/Manufactured	1%	1%	1%	2%	1%	1%	1%	1%	1%	1%	1%	1%	2%
Condo/Townhouse	6%	6%	7%	7%	7%	7%	7%	6%	5%	6%	5%	6%	5%
Single Family Residence	88%	88%	87%	86%	87%	87%	88%	88%	89%	88%	90%	88%	89%

Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

Filters Used: County: 71 Selected

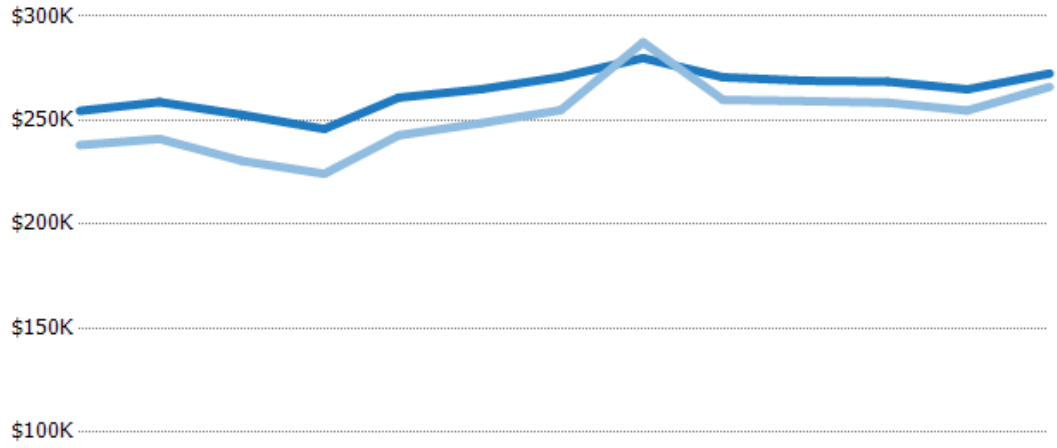




Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used
County: 71 Selected

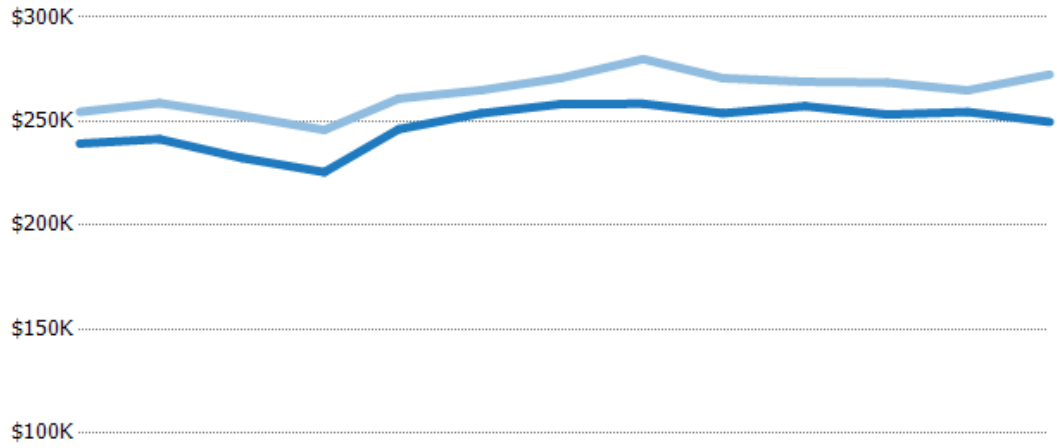


	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Avg List Price	\$255K	\$259K	\$253K	\$246K	\$261K	\$265K	\$271K	\$280K	\$271K	\$269K	\$269K	\$265K	\$272K
Avg Sales Price	\$238K	\$241K	\$230K	\$224K	\$243K	\$249K	\$255K	\$287K	\$260K	\$259K	\$258K	\$255K	\$266K
Avg Sales Price as a % of Avg List Price	94%	93%	91%	91%	93%	94%	94%	103%	96%	96%	96%	96%	98%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used
County: 71 Selected



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Avg Est Value	\$239K	\$241K	\$232K	\$226K	\$246K	\$254K	\$258K	\$258K	\$254K	\$257K	\$253K	\$254K	\$250K
Avg Sales Price	\$255K	\$259K	\$253K	\$246K	\$261K	\$265K	\$271K	\$280K	\$271K	\$269K	\$269K	\$265K	\$272K
Avg Sales Price as a % of Avg Est Value	106%	107%	109%	109%	106%	104%	105%	108%	107%	105%	106%	104%	109%

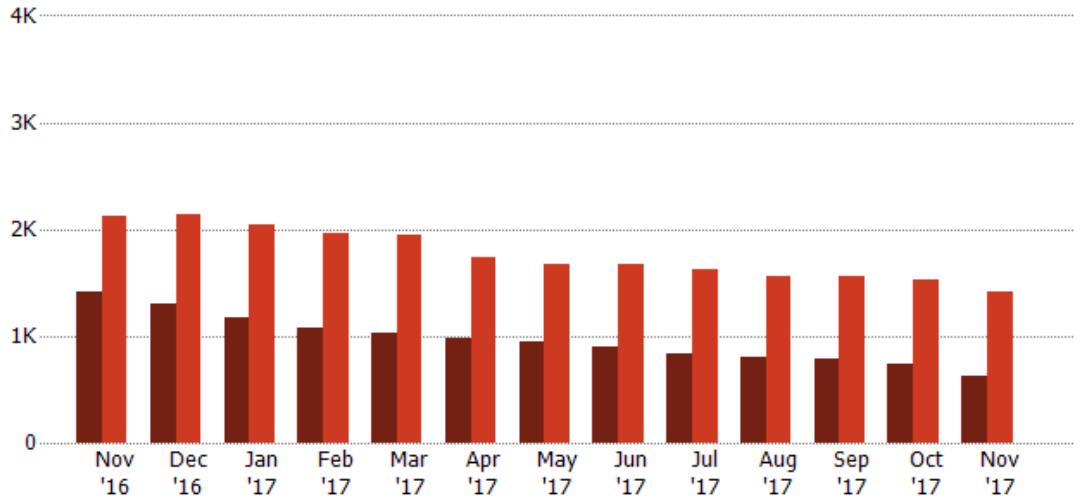
Distressed Listings

The number of distressed single-family, condominium and townhome properties that were for sale at the end of each month.

Filters Used

County: 71 Selected

Month/Year	Count	% Chg.
Nov '17	633	-55.1%
Nov '16	1.41K	-33.7%
Nov '15	2.13K	48.8%

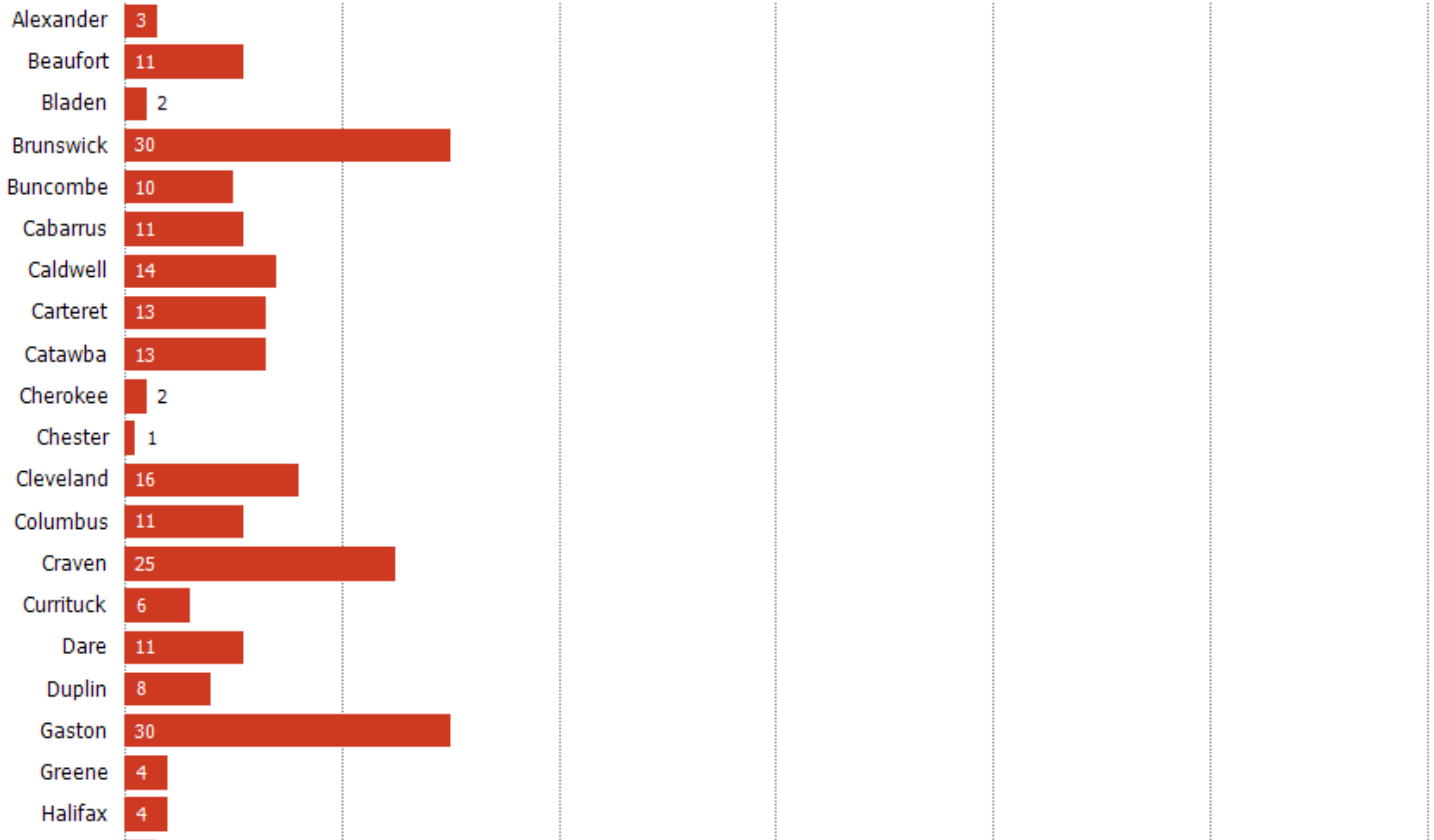


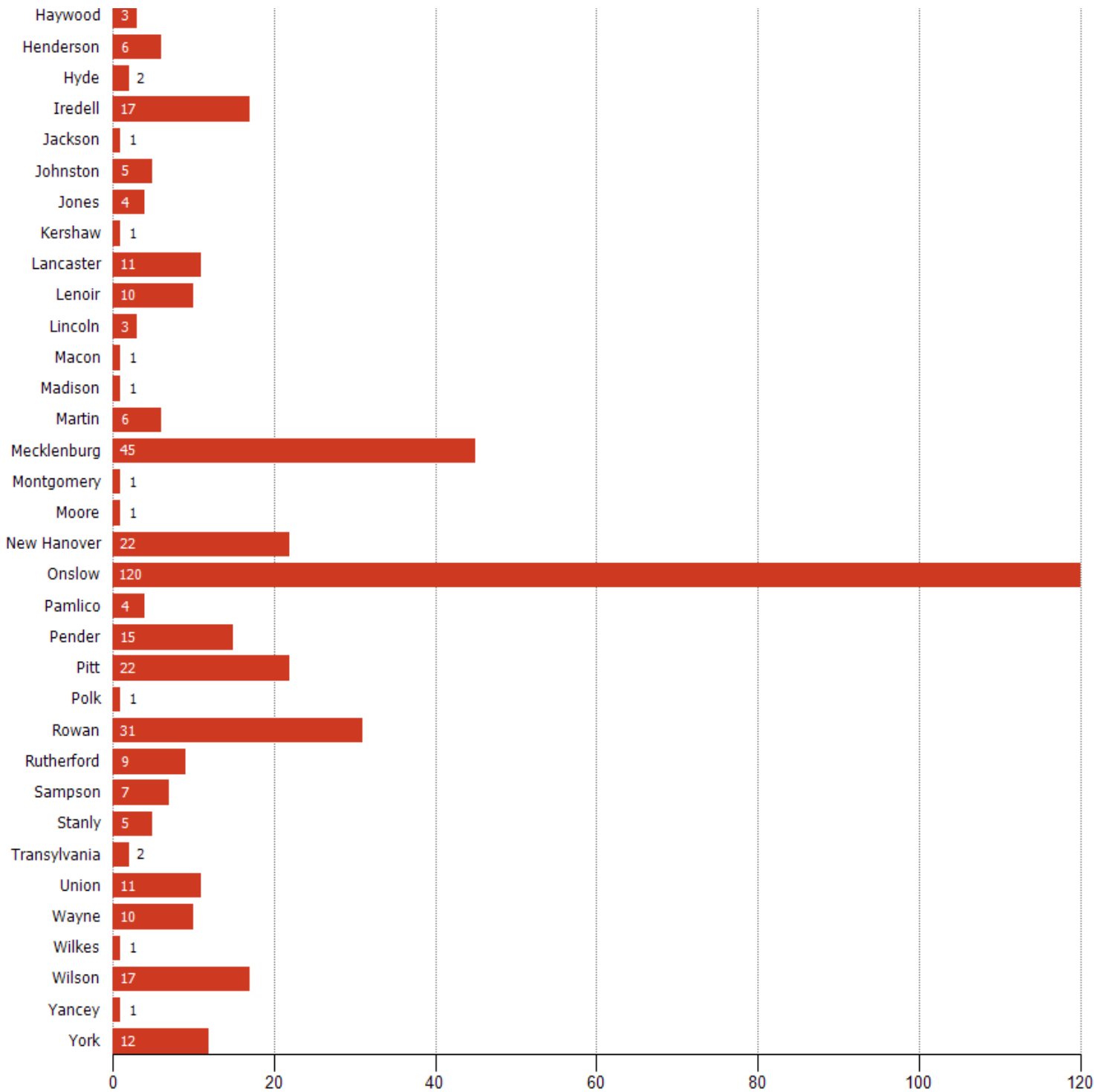
	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	1.41K	1.3K	1.17K	1.08K	1.04K	983	943	900	840	803	788	743	633
Prior Year	2.13K	2.14K	2.05K	1.96K	1.95K	1.73K	1.68K	1.67K	1.62K	1.56K	1.56K	1.53K	1.41K
Percent Change from Prior Year	-34%	-39%	-43%	-45%	-47%	-43%	-44%	-46%	-48%	-49%	-49%	-51%	-55%

Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

Filters Used: County: 71 Selected





Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Details

Report Name: Monthly Market Data Report

Run Date: 12/07/2017

Scheduled: Yes

Report Date Range: From 11/2016 To: 11/2017

Information Included

- Include Cover Sheet
- Include Key Metric Summary
- Include Metrics By: County
- Averages
- Include Appendix
- Medians

MLS Filter

MLS: All

Listing Filters

Property Types: All

Sales Types: All

Price Range: None

Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

Distressed Charts

- Distressed Listings
- Distressed Sales

Data Tables Using 11/2017 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area

Location Filters

State: All

County:	Alexander County, North Carolina	Anson County, North Carolina	Beaufort County, North Carolina
	Bladen County, North Carolina	Brunswick County, North Carolina	Buncombe County, North Carolina
	Cabarrus County, North Carolina	Caldwell County, North Carolina	Carteret County, North Carolina
	Catawba County, North Carolina	Cherokee County, North Carolina	Cleveland County, North Carolina
	Columbus County, North Carolina	Craven County, North Carolina	Cumberland County, North Carolina
	Currituck County, North Carolina	Dare County, North Carolina	Davidson County, North Carolina
	Duplin County, North Carolina	Durham County, North Carolina	Gaston County, North Carolina
	Greene County, North Carolina	Halifax County, North Carolina	Harnett County, North Carolina
	Haywood County, North Carolina	Henderson County, North Carolina	Hoke County, North Carolina
	Hyde County, North Carolina	Iredell County, North Carolina	Jackson County, North Carolina
	Johnston County, North Carolina	Jones County, North Carolina	Lenoir County, North Carolina
	Lincoln County, North Carolina	Macon County, North Carolina	Madison County, North Carolina
	Martin County, North Carolina	Mecklenburg County, North Carolina	Montgomery County, North Carolina
	Moore County, North Carolina	New Hanover County, North Carolina	Onslow County, North Carolina
	Pamlico County, North Carolina	Pender County, North Carolina	Pitt County, North Carolina
	Polk County, North Carolina	Richmond County, North Carolina	Rowan County, North Carolina
	Rutherford County, North Carolina	Sampson County, North Carolina	Scotland County, North Carolina
	Stanly County, North Carolina	Surry County, North Carolina	Transylvania County, North Carolina
	Union County, North Carolina	Wake County, North Carolina	Washington County, North Carolina
	Wayne County, North Carolina	Wilkes County, North Carolina	Wilson County, North Carolina
	Yancey County, North Carolina	Cherokee County, South Carolina	Chester County, South Carolina
	Chesterfield County, South Carolina	Fairfield County, South Carolina	Horry County, South Carolina
	Kershaw County, South Carolina	Lancaster County, South Carolina	Marion County, South Carolina
	Union County, South Carolina	York County, South Carolina	

ZIP Code: All