

Local Market Update for August 2020

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION
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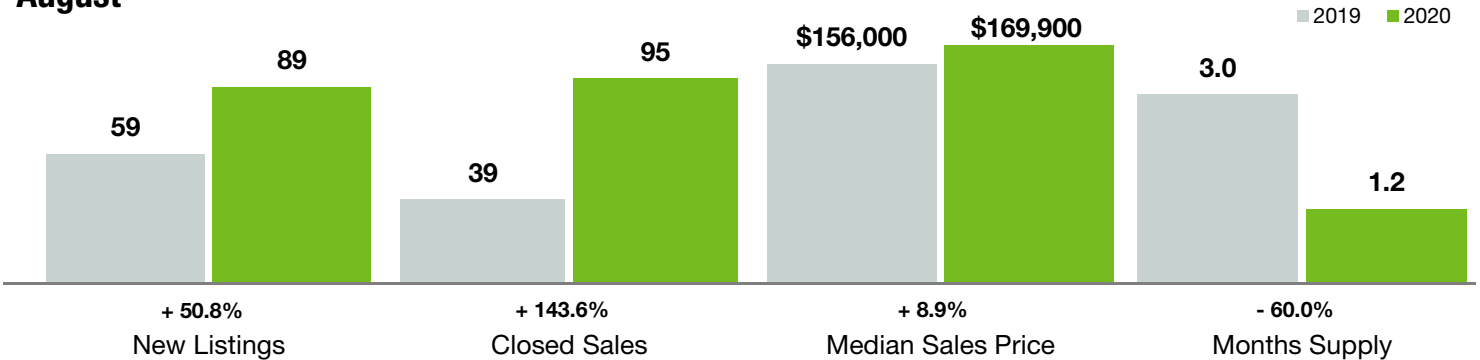
Cleveland County

North Carolina

| Key Metrics | August | | | Year to Date | | |
|--|-----------|-----------|----------------|--------------|-------------|----------------|
| | 2019 | 2020 | Percent Change | Thru 8-2019 | Thru 8-2020 | Percent Change |
| New Listings | 59 | 89 | + 50.8% | 475 | 665 | + 40.0% |
| Pending Sales | 44 | 94 | + 113.6% | 407 | 622 | + 52.8% |
| Closed Sales | 39 | 95 | + 143.6% | 402 | 516 | + 28.4% |
| Median Sales Price* | \$156,000 | \$169,900 | + 8.9% | \$145,000 | \$158,450 | + 9.3% |
| Average Sales Price* | \$170,562 | \$209,243 | + 22.7% | \$170,710 | \$188,733 | + 10.6% |
| Percent of Original List Price Received* | 93.3% | 97.0% | + 4.0% | 94.7% | 95.3% | + 0.6% |
| List to Close | 100 | 91 | - 9.0% | 120 | 94 | - 21.7% |
| Days on Market Until Sale | 49 | 41 | - 16.3% | 63 | 46 | - 27.0% |
| Cumulative Days on Market Until Sale | 59 | 52 | - 11.9% | 70 | 51 | - 27.1% |
| Average List Price | \$196,346 | \$189,031 | - 3.7% | \$189,357 | \$193,547 | + 2.2% |
| Inventory of Homes for Sale | 147 | 80 | - 45.6% | -- | -- | -- |
| Months Supply of Inventory | 3.0 | 1.2 | - 60.0% | -- | -- | -- |

* 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.

August



Median Sales Price

Rolling 12-Month Calculation

