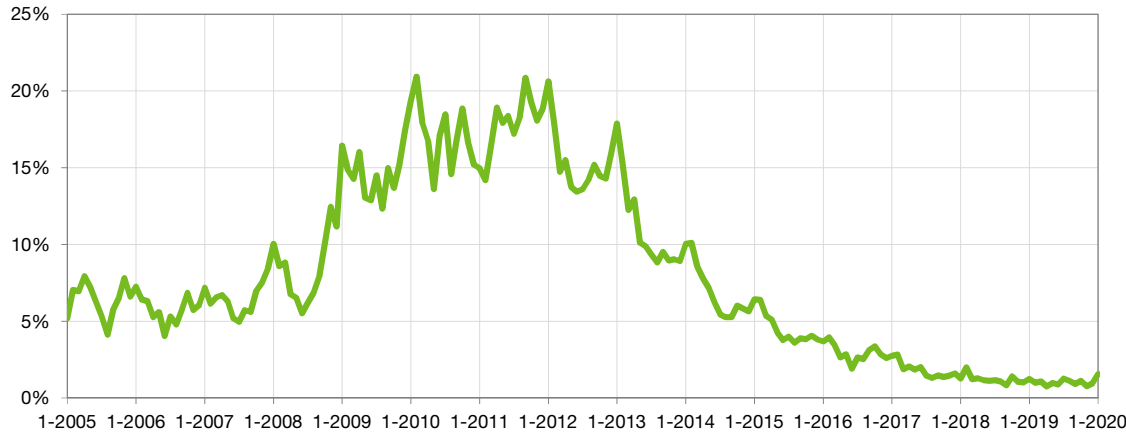


# Charlotte Region Lender-Mediated Report – January 2020

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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## Share of Closed Sales That Were Lender-Mediated: 1.6%

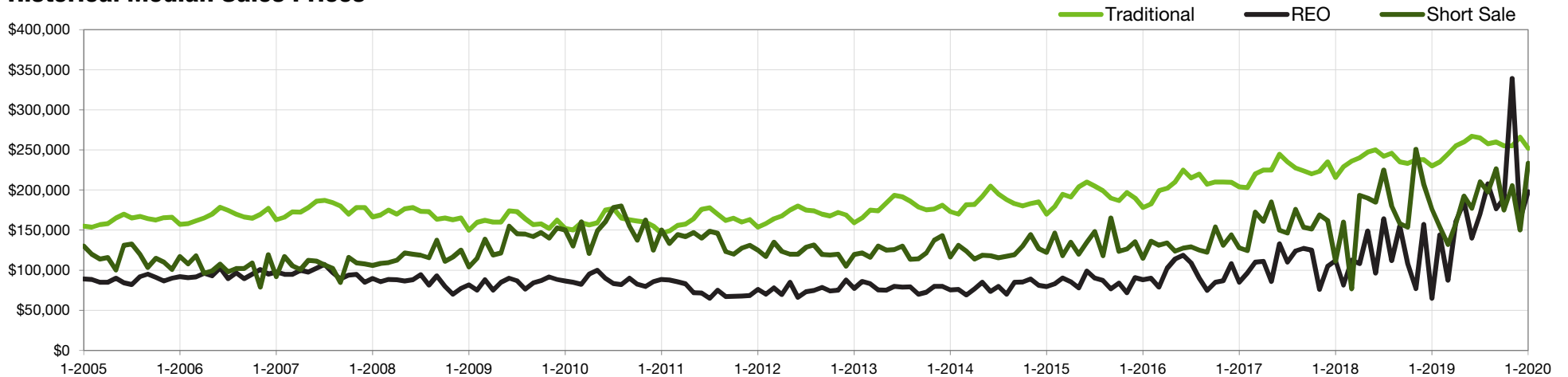


Closed Sales	1-2019	1-2020	+ / -
Traditional	2,622	2,791	+6.4%
Foreclosure	26	38	+46.2%
Short Sale	8	8	0.0%
Total Market*	2,655	2,835	+6.8%

Median Sales Price	1-2019	1-2020	+ / -
Traditional	\$229,900	\$252,000	+9.6%
Foreclosure	\$64,950	\$198,000	+204.8%
Short Sale	\$176,250	\$233,500	+32.5%
Total Market*	\$228,335	\$252,000	+10.4%

\* Total Market is not a sum of traditional, foreclosure and short sale activity, as some lender-mediated homes can be listed both as REO and short sale.

## Historical Median Sales Prices



# Charlotte Region Lender-Mediated Report – Activity by County

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January 2020	Inventory Current Month			Closed Sales Last 12 Months			Median Sales Price For the 12 Months Ending...						Average Sales Price For the 12 Months Ending...					
	Total	Lender-Mediated	Share	Total	Lender-Mediated	Share	1-2019			1-2020			1-2019			1-2020		
								+	-		+	-		+	-		+	-
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte Region	7,075	85	1.2%	51,293	525	1.0%	\$137,750	\$180,000	+30.7%	\$239,945	\$257,000	+7.1%	\$183,132	\$226,525	+23.7%	\$288,364	\$305,983	+6.1%
Charlotte MSA	5,626	61	1.1%	43,819	434	1.0%	\$151,000	\$194,000	+28.5%	\$245,000	\$262,500	+7.1%	\$196,229	\$243,349	+24.0%	\$293,670	\$312,021	+6.2%
Alexander County, NC	11	0	0.0%	62	2	3.2%	\$77,400	\$35,750	-53.8%	\$152,000	\$167,750	+10.4%	\$77,400	\$35,750	-53.8%	\$195,463	\$213,213	+9.1%
Anson County, NC	48	0	0.0%	139	0	0.0%	\$65,000	--	--	\$107,250	\$110,875	+3.4%	\$65,357	--	--	\$122,313	\$125,278	+2.4%
Cabarrus County, NC	459	3	0.7%	4,071	32	0.8%	\$156,500	\$193,250	+23.5%	\$225,000	\$245,220	+9.0%	\$187,116	\$212,096	+13.4%	\$248,633	\$263,652	+6.0%
Gaston County, NC	444	6	1.4%	3,629	56	1.5%	\$85,600	\$102,501	+19.7%	\$180,900	\$194,000	+7.2%	\$138,005	\$145,268	+5.3%	\$199,119	\$218,109	+9.5%
Iredell County, NC	659	11	1.7%	3,601	32	0.9%	\$117,539	\$117,500	-0.0%	\$255,500	\$269,710	+5.6%	\$193,413	\$179,834	-7.0%	\$323,115	\$331,598	+2.6%
Lincoln County, NC	296	0	0.0%	1,305	23	1.8%	\$90,600	\$122,010	+34.7%	\$270,000	\$285,000	+5.6%	\$152,767	\$198,285	+29.8%	\$296,429	\$317,857	+7.2%
Mecklenburg County, NC	2,426	23	0.9%	21,018	173	0.8%	\$178,600	\$220,000	+23.2%	\$252,933	\$272,500	+7.7%	\$234,144	\$288,129	+23.1%	\$320,556	\$344,360	+7.4%
Montgomery County, NC	158	0	0.0%	295	1	0.3%	\$50,100	\$82,000	+63.7%	\$132,000	\$133,000	+0.8%	\$50,100	\$82,000	+63.7%	\$221,598	\$236,440	+6.7%
Rowan County, NC	278	6	2.2%	1,668	34	2.0%	\$76,500	\$83,500	+9.2%	\$149,500	\$164,000	+9.7%	\$94,650	\$119,972	+26.8%	\$168,463	\$181,541	+7.8%
Stanly County, NC	130	6	4.6%	720	11	1.5%	\$77,000	\$149,800	+94.5%	\$158,000	\$184,900	+17.0%	\$97,500	\$233,481	+139.5%	\$183,716	\$204,017	+11.1%
Union County, NC	563	9	1.6%	4,496	51	1.1%	\$180,000	\$275,000	+52.8%	\$300,000	\$307,500	+2.5%	\$251,237	\$302,057	+20.2%	\$350,909	\$358,682	+2.2%
Lancaster County, SC	340	3	0.9%	1,951	18	0.9%	\$169,950	\$108,080	-36.4%	\$280,000	\$300,000	+7.1%	\$180,431	\$183,768	+1.8%	\$285,675	\$299,328	+4.8%
York County, SC	760	10	1.3%	5,483	42	0.8%	\$195,000	\$267,500	+37.2%	\$257,500	\$268,000	+4.1%	\$242,635	\$306,714	+26.4%	\$283,342	\$295,500	+4.3%

Explanation of Methodology: A listed property is considered to be "lender-mediated" when any of the following is included within the Canopy MLS, Inc. listing: The "Special Conditions" field notes "In Foreclosure Process," "REO/Lender Owned," "Short Sale/Subject to Lender Approval," "HUD" or "VA;" or when any of the following or substantially similar terms are included in any of the remarks fields: bank owned, bank-owned, foreclos, forclos, reo, hud acquire, hud-acquire, corporate owned, corporate-owned, corp owned, corp. owned, corp-owned or corp owner. In addition, a listed property is considered to be a "foreclosure" specifically when the "Special Conditions" field contains "REO" or "Lender Owned" or "HUD" or "VA;" and a listed property is considered to be a "short sale" specifically when the "Special Conditions" field contains "Short Sale" or "Subject to Lender Approval." This list may be adjusted at any time.

A listed property is considered to be "traditional" when the "Special Conditions" field is not marked or indicates "None" or if any of the following or substantially similar terms are included in any of the remarks fields: not a foreclosure, not a forclosure, no foreclosure, no forclosure, not foreclosure, not forclosure, not a short sale, not a shortsale, not a short-sale, not short sale, not shortsale, not short-sale, no short sale, no shortsale, not a bank, not bank, no bank, tired of short sale, tired of shortsale, tired of short-sale, tired of foreclosure or tired of forclosure. This list may be adjusted at any time.

This report provides a representative look at lender-mediated sales activity in the Canopy MLS, Inc. market, and in comparison to traditional sales activity. The information above is based upon data reported by Canopy MLS, Inc. This representation is based in whole or in part on data supplied by the participants in Canopy MLS, Inc. Neither the participants, nor their respective boards of Realtors® or Canopy MLS, Inc. guarantees or are in any way responsible for its accuracy. Any market data maintained by Canopy MLS, Inc. does not include information on listings not published at the request of the seller, listings of brokers who are not members of Canopy MLS, Inc., unlisted properties, etc. Data must be verified by the user.

# Charlotte Region Lender-Mediated Report – Activity by Area

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION

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January 2020	Inventory Current Month			Closed Sales Last 12 Months			Median Sales Price For the 12 Months Ending...						Average Sales Price For the 12 Months Ending...					
	Total	Lender-Mediated	Share	Total	Lender-Mediated	Share	1-2019	1-2020	+/-	1-2019	1-2020	+/-	1-2019	1-2020	+/-	1-2019	1-2020	+/-
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	1,828	20	1.1%	16,717	142	0.8%	\$168,000	\$200,000	+19.0%	\$238,000	\$260,000	+9.2%	\$216,438	\$275,275	+27.2%	\$309,120	\$335,609	+8.6%
Concord, NC	265	0	0.0%	2,360	17	0.7%	\$158,242	\$160,000	+1.1%	\$224,330	\$246,000	+9.7%	\$166,229	\$192,524	+15.8%	\$247,397	\$263,928	+6.7%
Cornelius, NC	129	1	0.8%	861	8	0.9%	\$192,500	\$317,500	+64.9%	\$295,000	\$307,500	+4.2%	\$336,830	\$462,013	+37.2%	\$447,957	\$473,321	+5.7%
Davidson, NC	127	2	1.6%	544	4	0.7%	\$650,000	\$326,171	-49.8%	\$370,750	\$369,000	-0.5%	\$650,000	\$341,377	-47.5%	\$442,975	\$461,155	+4.1%
Denver, NC	169	0	0.0%	703	8	1.1%	\$341,000	\$340,000	-0.3%	\$330,000	\$349,900	+6.0%	\$360,500	\$378,063	+4.9%	\$376,148	\$399,953	+6.3%
Gastonia, NC	175	1	0.6%	1,512	28	1.9%	\$123,751	\$95,001	-23.2%	\$167,250	\$178,000	+6.4%	\$119,494	\$122,700	+2.7%	\$175,800	\$187,654	+6.7%
Huntersville, NC	223	1	0.4%	1,687	10	0.6%	\$285,000	\$315,000	+10.5%	\$315,000	\$320,000	+1.6%	\$374,857	\$301,300	-19.6%	\$339,132	\$345,389	+1.8%
Kannapolis, NC	97	0	0.0%	886	13	1.5%	\$65,150	\$123,000	+88.8%	\$154,501	\$165,000	+6.8%	\$78,858	\$141,138	+79.0%	\$165,833	\$180,297	+8.7%
Lincolnton, NC	66	0	0.0%	387	11	2.8%	\$65,500	\$113,600	+73.4%	\$168,000	\$189,900	+13.0%	\$80,160	\$107,251	+33.8%	\$188,876	\$205,319	+8.7%
Matthews, NC	121	1	0.8%	1,234	10	0.8%	\$272,500	\$275,550	+1.1%	\$295,000	\$309,500	+4.9%	\$265,339	\$301,340	+13.6%	\$327,684	\$350,884	+7.1%
Monroe, NC	126	1	0.8%	1,214	21	1.7%	\$152,870	\$205,500	+34.4%	\$205,000	\$230,000	+12.2%	\$177,855	\$217,281	+22.2%	\$222,563	\$245,043	+10.1%
Mooresville, NC	424	3	0.7%	2,261	12	0.5%	\$230,000	\$263,000	+14.3%	\$300,000	\$305,000	+1.7%	\$376,944	\$277,348	-26.4%	\$392,494	\$391,507	-0.3%
Salisbury, NC	162	5	3.1%	917	14	1.5%	\$76,785	\$112,500	+46.5%	\$149,900	\$165,000	+10.1%	\$108,068	\$131,036	+21.3%	\$166,258	\$182,075	+9.5%
Statesville, NC	189	6	3.2%	1,022	16	1.6%	\$96,304	\$106,750	+10.8%	\$167,000	\$189,013	+13.2%	\$101,404	\$112,563	+11.0%	\$182,601	\$203,478	+11.4%
Waxhaw, NC	186	1	0.5%	1,334	22	1.6%	\$280,557	\$382,375	+36.3%	\$389,900	\$385,086	-1.2%	\$446,182	\$418,801	-6.1%	\$450,475	\$453,120	+0.6%
Fort Mill, SC	220	3	1.4%	1,709	6	0.4%	\$327,500	\$293,500	-10.4%	\$323,750	\$317,000	-2.1%	\$294,898	\$430,783	+46.1%	\$344,860	\$355,228	+3.0%
Rock Hill, SC	203	0	0.0%	1,884	11	0.6%	\$91,250	\$193,000	+111.5%	\$197,500	\$215,000	+8.9%	\$111,286	\$187,498	+68.5%	\$213,494	\$225,507	+5.6%
Tega Cay, SC	58	2	3.4%	374	9	2.4%	\$472,500	\$410,000	-13.2%	\$339,882	\$358,968	+5.6%	\$494,214	\$406,222	-17.8%	\$363,357	\$375,078	+3.2%
Lake Norman	571	2	0.4%	2,513	20	0.8%	\$442,000	\$312,500	-29.3%	\$387,750	\$380,500	-1.9%	\$468,274	\$396,909	-15.2%	\$504,881	\$507,135	+0.4%
Lake Wylie	305	9	3.0%	1,485	19	1.3%	\$422,000	\$437,000	+3.6%	\$354,596	\$348,098	-1.8%	\$458,941	\$581,711	+26.8%	\$399,780	\$394,316	-1.4%
Uptown Charlotte	71	1	1.4%	363	2	0.6%	\$293,000	\$499,000	+70.3%	\$276,250	\$295,500	+7.0%	\$293,000	\$499,000	+70.3%	\$328,863	\$360,438	+9.6%