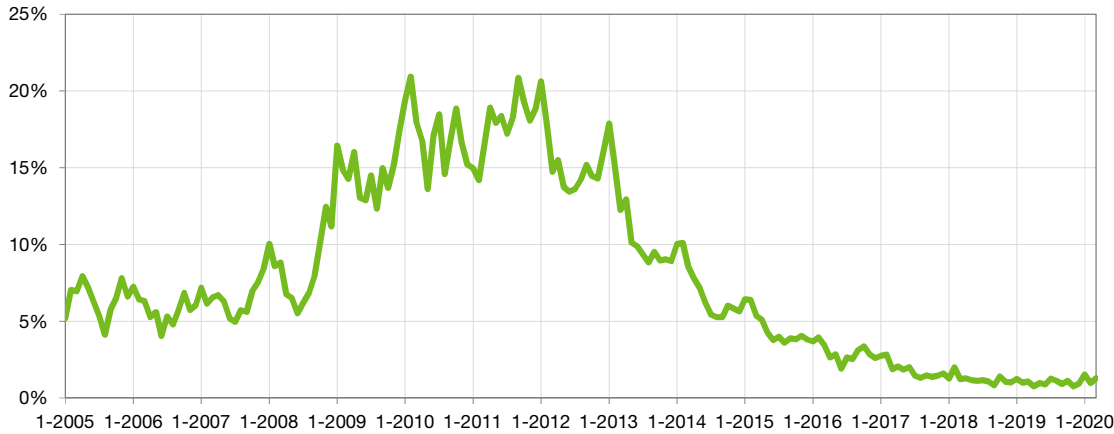


Charlotte Region Lender-Mediated Report – March 2020

A research tool provided by the Canopy Realtor® Association
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Share of Closed Sales That Were Lender-Mediated: 1.3%

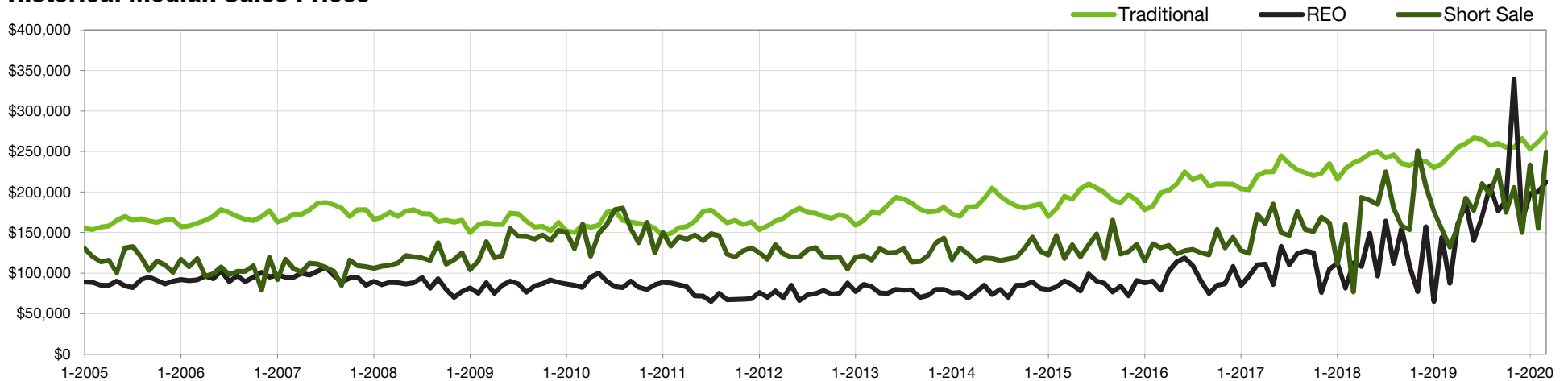


Closed Sales	3-2019	3-2020	+ / -
Traditional	3,988	4,199	+5.3%
Foreclosure	37	46	+24.3%
Short Sale	9	9	0.0%
Total Market*	4,032	4,254	+5.5%

Median Sales Price	3-2019	3-2020	+ / -
Traditional	\$245,000	\$272,750	+11.3%
Foreclosure	\$87,500	\$212,500	+142.9%
Short Sale	\$132,000	\$249,500	+89.0%
Total Market*	\$244,000	\$271,500	+11.3%

* 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

A research tool provided by the Canopy Realtor® Association

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March 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	3-2019			3-2020			3-2019			3-2020		
							Lender-Mediated	Traditional Properties	+/–	Lender-Mediated	Traditional Properties	+/–	Lender-Mediated	Traditional Properties	+/–			
Charlotte Region	7,454	86	1.2%	51,977	540	1.0%	\$141,520	\$193,000	+36.4%	\$240,000	\$260,000	+8.3%	\$188,725	\$239,525	+26.9%	\$289,825	\$309,373	+6.7%
Charlotte MSA	5,911	62	1.0%	44,427	453	1.0%	\$160,000	\$206,000	+28.8%	\$246,000	\$265,000	+7.7%	\$206,070	\$255,554	+24.0%	\$295,378	\$315,295	+6.7%
Alexander County, NC	12	0	0.0%	65	2	3.1%	\$77,400	\$35,750	-53.8%	\$152,000	\$173,000	+13.8%	\$77,400	\$35,750	-53.8%	\$195,685	\$224,118	+14.5%
Anson County, NC	41	1	2.4%	144	0	0.0%	\$55,750	--	--	\$105,750	\$115,000	+8.7%	\$65,417	--	--	\$129,352	\$124,562	-3.7%
Cabarrus County, NC	456	3	0.7%	4,067	32	0.8%	\$155,000	\$193,250	+24.7%	\$227,238	\$250,000	+10.0%	\$191,426	\$214,165	+11.9%	\$251,638	\$266,149	+5.8%
Gaston County, NC	538	10	1.9%	3,703	57	1.5%	\$84,750	\$117,000	+38.1%	\$181,990	\$197,000	+8.2%	\$149,490	\$140,466	-6.0%	\$201,344	\$222,706	+10.6%
Iredell County, NC	680	7	1.0%	3,646	29	0.8%	\$114,000	\$150,000	+31.6%	\$255,000	\$272,508	+6.9%	\$179,432	\$197,424	+10.0%	\$321,765	\$336,855	+4.7%
Lincoln County, NC	332	2	0.6%	1,314	19	1.4%	\$127,300	\$122,010	-4.2%	\$270,000	\$294,000	+8.9%	\$190,475	\$191,895	+0.7%	\$297,534	\$325,963	+9.6%
Mecklenburg County, NC	2,418	22	0.9%	21,391	179	0.8%	\$180,000	\$235,000	+30.6%	\$254,900	\$275,000	+7.9%	\$238,051	\$310,898	+30.6%	\$323,042	\$347,136	+7.5%
Montgomery County, NC	165	2	1.2%	298	1	0.3%	\$50,100	\$82,000	+63.7%	\$129,750	\$138,500	+6.7%	\$50,100	\$82,000	+63.7%	\$219,798	\$242,679	+10.4%
Rowan County, NC	310	5	1.6%	1,657	35	2.1%	\$73,500	\$105,000	+42.9%	\$150,000	\$165,000	+10.0%	\$103,955	\$139,882	+34.6%	\$169,093	\$185,117	+9.5%
Stanly County, NC	155	5	3.2%	723	14	1.9%	\$74,000	\$144,900	+95.8%	\$162,990	\$185,000	+13.5%	\$99,818	\$212,806	+113.2%	\$186,349	\$206,539	+10.8%
Union County, NC	654	11	1.7%	4,552	56	1.2%	\$177,500	\$278,750	+57.0%	\$300,000	\$310,000	+3.3%	\$250,878	\$318,470	+26.9%	\$349,702	\$361,122	+3.3%
Lancaster County, SC	356	4	1.1%	2,013	20	1.0%	\$190,000	\$135,080	-28.9%	\$282,750	\$302,995	+7.2%	\$185,458	\$181,196	-2.3%	\$285,363	\$303,349	+6.3%
York County, SC	791	3	0.4%	5,526	48	0.9%	\$192,500	\$267,500	+39.0%	\$257,500	\$270,103	+4.9%	\$242,572	\$302,585	+24.7%	\$284,633	\$298,297	+4.8%

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, no short-sale, 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 Canopy Realtor® Association

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March 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	3-2019	3-2020	+/-	3-2019	3-2020	+/-	3-2019	3-2020	+/-	3-2019	3-2020	+/-
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	1,819	20	1.1%	16,980	147	0.9%	\$174,000	\$220,000	+26.4%	\$239,825	\$262,500	+9.5%	\$221,525	\$302,148	+36.4%	\$312,133	\$338,171	+8.3%
Concord, NC	260	1	0.4%	2,387	17	0.7%	\$156,500	\$160,000	+2.2%	\$225,000	\$250,000	+11.1%	\$170,442	\$188,576	+10.6%	\$249,799	\$266,988	+6.9%
Cornelius, NC	138	1	0.7%	889	7	0.8%	\$216,250	\$340,000	+57.2%	\$297,500	\$307,000	+3.2%	\$320,692	\$493,729	+54.0%	\$448,278	\$474,749	+5.9%
Davidson, NC	123	1	0.8%	577	4	0.7%	\$416,584	\$343,500	-17.5%	\$375,000	\$378,000	+0.8%	\$416,584	\$385,585	-7.4%	\$442,157	\$462,242	+4.5%
Denver, NC	181	0	0.0%	715	5	0.7%	\$335,500	\$361,000	+7.6%	\$330,000	\$356,800	+8.1%	\$356,417	\$402,200	+12.8%	\$377,256	\$408,954	+8.4%
Gastonia, NC	232	2	0.9%	1,547	29	1.9%	\$110,000	\$115,000	+4.5%	\$169,000	\$180,000	+6.5%	\$113,796	\$133,879	+17.6%	\$178,951	\$191,024	+6.7%
Huntersville, NC	204	1	0.5%	1,735	11	0.6%	\$300,000	\$325,000	+8.3%	\$313,554	\$322,000	+2.7%	\$412,000	\$314,636	-23.6%	\$337,852	\$349,478	+3.4%
Kannapolis, NC	100	0	0.0%	868	12	1.4%	\$99,000	\$180,500	+82.3%	\$155,475	\$165,500	+6.4%	\$107,850	\$152,661	+41.5%	\$168,533	\$182,464	+8.3%
Lincolnton, NC	94	1	1.1%	372	8	2.2%	\$68,000	\$117,805	+73.2%	\$167,250	\$193,500	+15.7%	\$84,994	\$116,051	+36.5%	\$189,174	\$208,784	+10.4%
Matthews, NC	123	0	0.0%	1,274	10	0.8%	\$272,500	\$273,000	+0.2%	\$298,500	\$310,000	+3.9%	\$288,101	\$292,330	+1.5%	\$331,845	\$352,172	+6.1%
Monroe, NC	149	4	2.7%	1,191	18	1.5%	\$127,000	\$224,000	+76.4%	\$207,000	\$235,000	+13.5%	\$168,446	\$238,556	+41.6%	\$226,563	\$247,534	+9.3%
Mooresville, NC	437	3	0.7%	2,271	11	0.5%	\$199,678	\$295,000	+47.7%	\$298,883	\$309,900	+3.7%	\$316,198	\$318,198	+0.6%	\$388,879	\$398,704	+2.5%
Salisbury, NC	169	3	1.8%	911	15	1.6%	\$89,188	\$135,000	+51.4%	\$150,000	\$170,000	+13.3%	\$118,489	\$150,480	+27.0%	\$166,970	\$187,974	+12.6%
Statesville, NC	193	4	2.1%	1,023	16	1.6%	\$97,152	\$110,250	+13.5%	\$169,900	\$193,450	+13.9%	\$103,413	\$115,375	+11.6%	\$183,486	\$204,789	+11.6%
Waxhaw, NC	236	4	1.7%	1,339	23	1.7%	\$291,500	\$390,000	+33.8%	\$380,800	\$387,950	+1.9%	\$485,838	\$435,584	-10.3%	\$444,280	\$453,784	+2.1%
Fort Mill, SC	248	0	0.0%	1,711	6	0.4%	\$334,999	\$296,500	-11.5%	\$322,700	\$318,000	-1.5%	\$312,163	\$439,333	+40.7%	\$346,451	\$356,935	+3.0%
Rock Hill, SC	202	1	0.5%	1,892	13	0.7%	\$90,000	\$200,000	+122.2%	\$199,900	\$215,500	+7.8%	\$111,107	\$193,837	+74.5%	\$213,731	\$228,779	+7.0%
Tega Cay, SC	75	2	2.7%	387	11	2.8%	\$453,250	\$410,000	-9.5%	\$340,000	\$360,000	+5.9%	\$470,813	\$405,173	-13.9%	\$368,347	\$375,659	+2.0%
Lake Norman	624	3	0.5%	2,541	18	0.7%	\$365,000	\$363,438	-0.4%	\$387,000	\$386,750	-0.1%	\$413,380	\$430,371	+4.1%	\$500,970	\$516,926	+3.2%
Lake Wylie	309	4	1.3%	1,516	20	1.3%	\$434,000	\$433,500	-0.1%	\$353,674	\$350,000	-1.0%	\$499,800	\$546,670	+9.4%	\$398,756	\$394,822	-1.0%
Uptown Charlotte	68	1	1.5%	380	1	0.3%	\$372,500	\$546,000	+46.6%	\$285,500	\$295,000	+3.3%	\$372,500	\$546,000	+46.6%	\$335,700	\$351,549	+4.7%