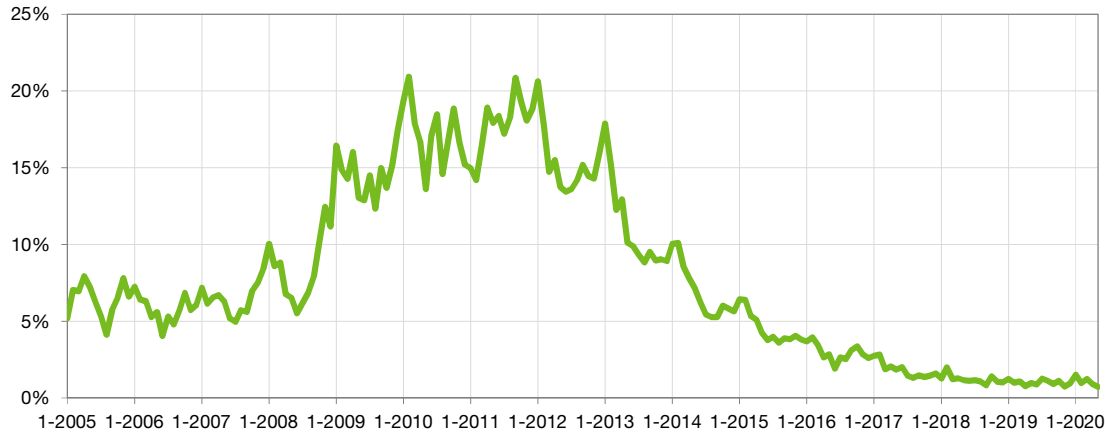


Charlotte Region Lender-Mediated Report – May 2020

A research tool provided by the Canopy Realtor® Association
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Share of Closed Sales That Were Lender-Mediated: 0.7%

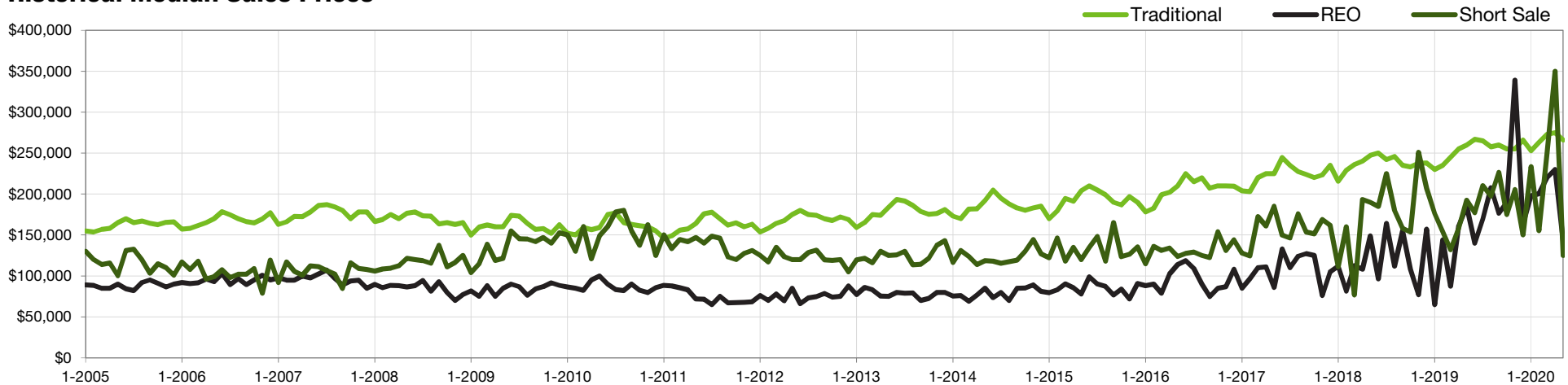


Closed Sales	5-2019	5-2020	+ / -
Traditional	5,115	3,572	-30.2%
Foreclosure	40	22	-45.0%
Short Sale	13	4	-69.2%
Total Market*	5,166	3,598	-30.4%

Median Sales Price	5-2019	5-2020	+ / -
Traditional	\$260,000	\$266,000	+2.3%
Foreclosure	\$184,950	\$142,450	-23.0%
Short Sale	\$192,500	\$125,000	-35.1%
Total Market*	\$260,000	\$265,000	+1.9%

* 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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May 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	5-2019			5-2020			5-2019			5-2020		
									+/–			+/–			+/–			+/–
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte Region	6,712	76	1.1%	49,953	516	1.0%	\$145,600	\$197,500	+35.6%	\$244,000	\$263,000	+7.8%	\$192,309	\$238,042	+23.8%	\$291,911	\$311,037	+6.6%
Charlotte MSA	5,368	59	1.1%	42,652	430	1.0%	\$160,398	\$210,615	+31.3%	\$249,900	\$269,000	+7.6%	\$209,295	\$256,106	+22.4%	\$297,215	\$317,550	+6.8%
Alexander County, NC	7	0	0.0%	67	2	3.0%	\$77,400	\$35,750	-53.8%	\$150,000	\$172,500	+15.0%	\$77,400	\$35,750	-53.8%	\$193,128	\$221,138	+14.5%
Anson County, NC	35	0	0.0%	132	1	0.8%	\$65,750	\$180,000	+173.8%	\$115,000	\$110,125	-4.2%	\$76,375	\$180,000	+135.7%	\$127,479	\$119,399	-6.3%
Cabarrus County, NC	416	3	0.7%	3,931	31	0.8%	\$158,000	\$193,000	+22.2%	\$229,900	\$250,945	+9.2%	\$193,290	\$198,751	+2.8%	\$251,417	\$268,449	+6.8%
Gaston County, NC	415	11	2.7%	3,639	56	1.5%	\$75,425	\$134,000	+77.7%	\$184,000	\$200,000	+8.7%	\$153,839	\$145,103	-5.7%	\$203,226	\$226,437	+11.4%
Iredell County, NC	611	5	0.8%	3,471	27	0.8%	\$111,789	\$200,000	+78.9%	\$259,500	\$275,000	+6.0%	\$160,232	\$215,178	+34.3%	\$324,919	\$334,233	+2.9%
Lincoln County, NC	308	2	0.6%	1,305	19	1.5%	\$90,600	\$122,010	+34.7%	\$272,255	\$295,567	+8.6%	\$212,710	\$165,901	-22.0%	\$303,495	\$328,991	+8.4%
Mecklenburg County, NC	2,448	16	0.7%	20,292	165	0.8%	\$183,500	\$240,000	+30.8%	\$258,000	\$279,323	+8.3%	\$243,749	\$309,015	+26.8%	\$325,633	\$349,361	+7.3%
Montgomery County, NC	132	2	1.5%	304	1	0.3%	\$66,050	\$86,000	+30.2%	\$130,000	\$161,000	+23.8%	\$66,050	\$86,000	+30.2%	\$211,868	\$253,562	+19.7%
Rowan County, NC	254	6	2.4%	1,634	35	2.1%	\$72,000	\$89,000	+23.6%	\$152,500	\$170,950	+12.1%	\$92,056	\$140,325	+52.4%	\$171,000	\$190,748	+11.5%
Stanly County, NC	114	0	0.0%	726	19	2.6%	\$87,000	\$120,000	+37.9%	\$166,995	\$185,000	+10.8%	\$192,000	\$153,647	-20.0%	\$192,009	\$204,402	+6.5%
Union County, NC	562	11	2.0%	4,325	53	1.2%	\$189,000	\$299,000	+58.2%	\$300,000	\$314,700	+4.9%	\$236,202	\$338,366	+43.3%	\$350,854	\$364,541	+3.9%
Lancaster County, SC	302	4	1.3%	1,954	13	0.7%	\$149,900	\$158,000	+5.4%	\$284,753	\$306,272	+7.6%	\$189,070	\$172,925	-8.5%	\$288,598	\$307,361	+6.5%
York County, SC	619	4	0.6%	5,384	51	0.9%	\$175,050	\$288,000	+64.5%	\$260,000	\$272,000	+4.6%	\$245,180	\$311,812	+27.2%	\$286,215	\$300,959	+5.2%

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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May 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	5-2019	5-2020	+/-	5-2019	5-2020	+/-	5-2019	5-2020	+/-	5-2019	5-2020	+/-
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	1,900	14	0.7%	16,102	139	0.9%	\$178,000	\$220,000	+23.6%	\$243,000	\$265,000	+9.1%	\$227,840	\$300,032	+31.7%	\$315,857	\$340,100	+7.7%
Concord, NC	236	0	0.0%	2,327	16	0.7%	\$155,000	\$104,950	-32.3%	\$227,000	\$251,990	+11.0%	\$166,155	\$163,019	-1.9%	\$249,541	\$270,083	+8.2%
Cornelius, NC	122	1	0.8%	838	6	0.7%	\$211,500	\$358,250	+69.4%	\$299,000	\$315,000	+5.4%	\$314,933	\$549,692	+74.5%	\$442,300	\$475,693	+7.5%
Davidson, NC	115	0	0.0%	555	4	0.7%	\$183,167	\$343,500	+87.5%	\$375,000	\$373,000	-0.5%	\$183,167	\$385,585	+110.5%	\$445,306	\$457,519	+2.7%
Denver, NC	178	0	0.0%	697	4	0.6%	\$335,500	\$373,500	+11.3%	\$336,000	\$356,500	+6.1%	\$380,563	\$372,750	-2.1%	\$381,550	\$412,941	+8.2%
Gastonia, NC	169	1	0.6%	1,466	30	2.0%	\$105,900	\$124,000	+17.1%	\$172,950	\$181,400	+4.9%	\$116,633	\$137,550	+17.9%	\$181,449	\$193,336	+6.6%
Huntersville, NC	191	0	0.0%	1,654	7	0.4%	\$330,000	\$325,000	-1.5%	\$313,025	\$327,500	+4.6%	\$383,429	\$326,714	-14.8%	\$335,027	\$355,531	+6.1%
Kannapolis, NC	106	3	2.8%	842	11	1.3%	\$80,300	\$180,000	+124.2%	\$156,800	\$169,900	+8.4%	\$108,518	\$151,539	+39.6%	\$168,582	\$186,122	+10.4%
Lincolnton, NC	75	2	2.7%	367	7	1.9%	\$85,000	\$113,600	+33.6%	\$171,950	\$195,000	+13.4%	\$96,805	\$97,930	+1.2%	\$189,483	\$213,197	+12.5%
Matthews, NC	106	1	0.9%	1,201	10	0.8%	\$283,000	\$245,950	-13.1%	\$302,000	\$315,000	+4.3%	\$323,868	\$257,830	-20.4%	\$338,498	\$352,258	+4.1%
Monroe, NC	115	5	4.3%	1,145	15	1.3%	\$138,000	\$210,000	+52.2%	\$210,000	\$235,013	+11.9%	\$162,543	\$238,400	+46.7%	\$228,252	\$251,629	+10.2%
Mooresville, NC	391	2	0.5%	2,167	12	0.6%	\$194,678	\$316,000	+62.3%	\$297,000	\$313,500	+5.6%	\$271,948	\$320,806	+18.0%	\$387,719	\$393,797	+1.6%
Salisbury, NC	133	5	3.8%	900	15	1.7%	\$73,500	\$135,000	+83.7%	\$151,870	\$175,275	+15.4%	\$95,387	\$149,847	+57.1%	\$169,178	\$191,991	+13.5%
Statesville, NC	165	2	1.2%	968	12	1.2%	\$85,000	\$112,250	+32.1%	\$173,245	\$194,000	+12.0%	\$94,159	\$126,084	+33.9%	\$187,804	\$207,128	+10.3%
Waxhaw, NC	223	2	0.9%	1,261	22	1.7%	\$328,375	\$398,450	+21.3%	\$385,000	\$392,000	+1.8%	\$383,000	\$476,149	+24.3%	\$450,199	\$459,710	+2.1%
Fort Mill, SC	207	2	1.0%	1,660	8	0.5%	\$338,747	\$299,000	-11.7%	\$324,450	\$324,948	+0.2%	\$321,816	\$417,625	+29.8%	\$347,634	\$362,701	+4.3%
Rock Hill, SC	148	2	1.4%	1,850	11	0.6%	\$90,050	\$205,000	+127.7%	\$203,000	\$219,990	+8.4%	\$107,164	\$195,871	+82.8%	\$214,649	\$232,229	+8.2%
Tega Cay, SC	61	0	0.0%	372	13	3.5%	\$434,000	\$410,000	-5.5%	\$341,148	\$361,500	+6.0%	\$461,611	\$406,454	-11.9%	\$372,064	\$377,768	+1.5%
Lake Norman	557	3	0.5%	2,424	15	0.6%	\$335,500	\$386,000	+15.1%	\$385,000	\$384,900	-0.0%	\$391,759	\$430,248	+9.8%	\$496,698	\$511,385	+3.0%
Lake Wylie	240	1	0.4%	1,502	23	1.5%	\$437,000	\$410,000	-6.2%	\$350,000	\$353,000	+0.9%	\$548,647	\$491,827	-10.4%	\$394,827	\$396,001	+0.3%
Uptown Charlotte	78	1	1.3%	339	2	0.6%	\$452,000	\$388,000	-14.2%	\$294,950	\$287,000	-2.7%	\$452,000	\$388,000	-14.2%	\$344,044	\$343,041	-0.3%