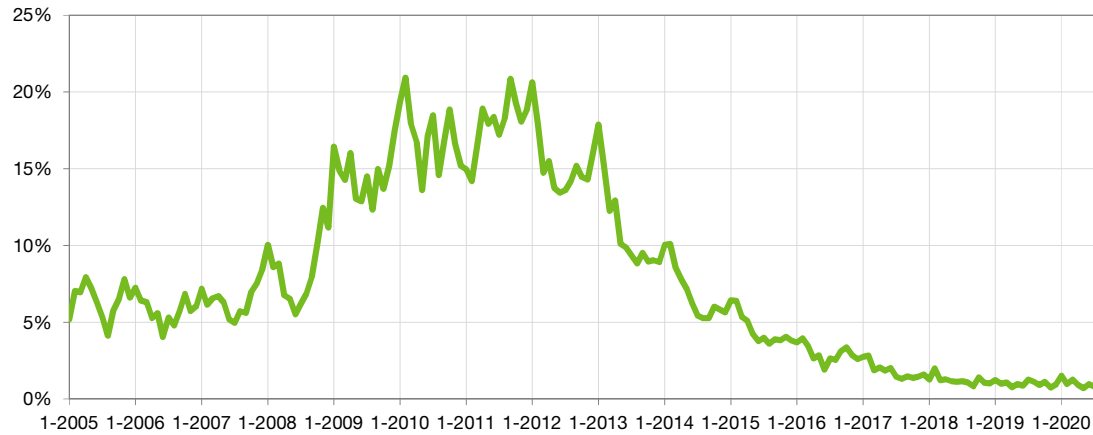


Charlotte Region Lender-Mediated Report – August 2020

A research tool provided by the Canopy Realtor® Association
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Share of Closed Sales That Were Lender-Mediated: 0.6%

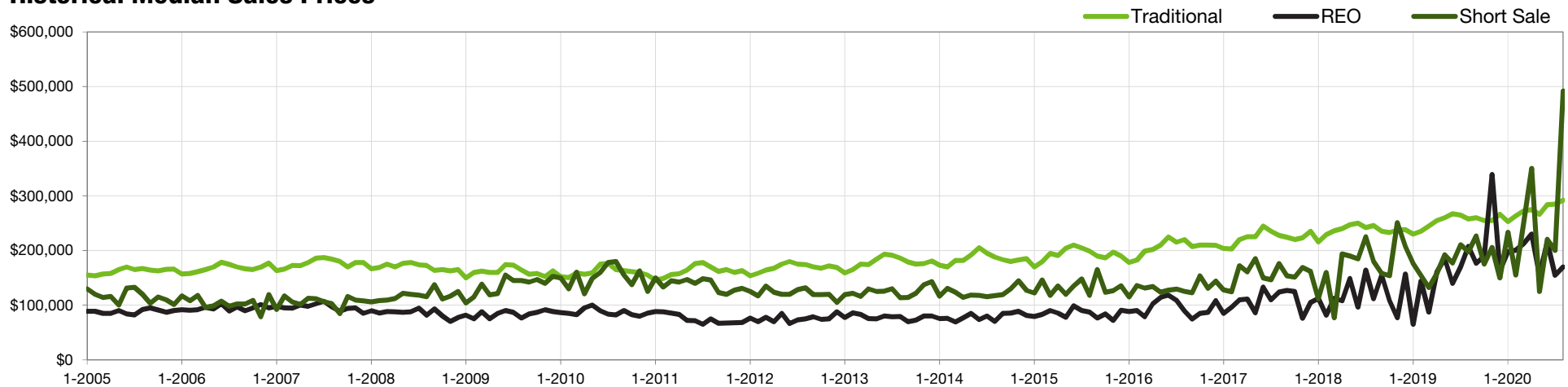


Closed Sales	8-2019	8-2020	+ / -
Traditional	4,964	4,925	-0.8%
Foreclosure	42	29	-31.0%
Short Sale	14	3	-78.6%
Total Market*	5,020	4,957	-1.3%

Median Sales Price	8-2019	8-2020	+ / -
Traditional	\$257,575	\$292,000	+13.4%
Foreclosure	\$207,750	\$169,900	-18.2%
Short Sale	\$197,500	\$492,000	+149.1%
Total Market*	\$257,000	\$290,000	+12.8%

* 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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August 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	8-2019			8-2020			8-2019			8-2020		
									+/–			+/–			+/–			+/–
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte Region	5,203	49	0.9%	51,156	485	0.9%	\$157,900	\$196,000	+24.1%	\$249,900	\$270,000	+8.0%	\$201,143	\$242,759	+20.7%	\$297,667	\$319,825	+7.4%
Charlotte MSA	4,283	41	1.0%	43,510	398	0.9%	\$174,750	\$215,000	+23.0%	\$255,000	\$275,000	+7.8%	\$221,107	\$260,249	+17.7%	\$303,682	\$325,770	+7.3%
Alexander County, NC	24	0	0.0%	64	2	3.1%	\$77,400	\$35,750	-53.8%	\$149,000	\$190,000	+27.5%	\$77,400	\$35,750	-53.8%	\$178,339	\$247,894	+39.0%
Anson County, NC	25	1	4.0%	137	3	2.2%	\$36,500	\$145,000	+297.3%	\$119,400	\$111,500	-6.6%	\$53,833	\$130,667	+142.7%	\$128,670	\$121,352	-5.7%
Cabarrus County, NC	316	4	1.3%	3,973	30	0.8%	\$185,700	\$196,000	+5.5%	\$238,000	\$259,000	+8.8%	\$230,606	\$198,043	-14.1%	\$257,196	\$276,135	+7.4%
Gaston County, NC	319	5	1.6%	3,693	41	1.1%	\$95,000	\$133,000	+40.0%	\$187,000	\$205,000	+9.6%	\$136,810	\$141,506	+3.4%	\$210,198	\$232,156	+10.4%
Iredell County, NC	397	2	0.5%	3,590	25	0.7%	\$112,063	\$224,000	+99.9%	\$260,000	\$286,525	+10.2%	\$136,321	\$266,528	+95.5%	\$323,346	\$354,509	+9.6%
Lincoln County, NC	258	1	0.4%	1,364	19	1.4%	\$102,100	\$122,600	+20.1%	\$278,075	\$297,993	+7.2%	\$200,950	\$161,316	-19.7%	\$308,531	\$330,736	+7.2%
Mecklenburg County, NC	2,073	12	0.6%	20,740	145	0.7%	\$200,000	\$270,000	+35.0%	\$265,000	\$286,000	+7.9%	\$264,208	\$323,529	+22.5%	\$333,808	\$358,292	+7.3%
Montgomery County, NC	104	1	1.0%	316	1	0.3%	\$82,000	\$86,000	+4.9%	\$130,000	\$166,900	+28.4%	\$82,000	\$86,000	+4.9%	\$246,021	\$250,869	+2.0%
Rowan County, NC	207	5	2.4%	1,711	33	1.9%	\$75,000	\$100,000	+33.3%	\$156,000	\$180,000	+15.4%	\$97,656	\$140,650	+44.0%	\$175,875	\$198,454	+12.8%
Stanly County, NC	86	0	0.0%	741	16	2.2%	\$140,000	\$97,045	-30.7%	\$174,000	\$184,100	+5.8%	\$230,673	\$128,587	-44.3%	\$199,334	\$208,922	+4.8%
Union County, NC	410	9	2.2%	4,422	57	1.3%	\$197,500	\$300,000	+51.9%	\$303,252	\$321,000	+5.9%	\$242,824	\$366,589	+51.0%	\$354,625	\$371,561	+4.8%
Lancaster County, SC	214	2	0.9%	2,086	17	0.8%	\$94,250	\$114,000	+21.0%	\$291,000	\$315,000	+8.2%	\$182,196	\$146,145	-19.8%	\$292,690	\$320,904	+9.6%
York County, SC	447	2	0.4%	5,311	46	0.9%	\$222,500	\$255,500	+14.8%	\$263,900	\$279,900	+6.1%	\$281,626	\$274,183	-2.6%	\$291,455	\$309,230	+6.1%

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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August 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	8-2019	8-2020	+ / -	8-2019	8-2020	+ / -	8-2019	8-2020	+ / -	8-2019	8-2020	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	1,645	10	0.6%	16,382	123	0.8%	\$185,000	\$240,000	+29.7%	\$249,900	\$272,500	+9.0%	\$257,368	\$304,973	+18.5%	\$324,017	\$349,057	+7.7%
Concord, NC	186	0	0.0%	2,362	14	0.6%	\$167,500	\$135,250	-19.3%	\$235,000	\$260,000	+10.6%	\$191,653	\$166,557	-13.1%	\$255,273	\$278,068	+8.9%
Cornelius, NC	97	0	0.0%	829	5	0.6%	\$222,750	\$590,000	+164.9%	\$302,220	\$325,000	+7.5%	\$278,767	\$830,100	+197.8%	\$461,534	\$489,030	+6.0%
Davidson, NC	87	0	0.0%	615	4	0.7%	\$356,584	\$343,500	-3.7%	\$376,000	\$385,000	+2.4%	\$356,584	\$376,085	+5.5%	\$457,037	\$461,392	+1.0%
Denver, NC	145	0	0.0%	732	5	0.7%	\$383,000	\$386,000	+0.8%	\$340,800	\$350,000	+2.7%	\$396,583	\$387,200	-2.4%	\$390,849	\$404,241	+3.4%
Gastonia, NC	140	2	1.4%	1,506	21	1.4%	\$110,000	\$123,000	+11.8%	\$175,000	\$190,000	+8.6%	\$129,684	\$123,300	-4.9%	\$183,484	\$200,138	+9.1%
Huntersville, NC	136	1	0.7%	1,741	5	0.3%	\$325,000	\$353,000	+8.6%	\$318,000	\$337,000	+6.0%	\$328,429	\$331,400	+0.9%	\$339,609	\$365,883	+7.7%
Kannapolis, NC	65	2	3.1%	884	11	1.2%	\$142,700	\$181,000	+26.8%	\$156,000	\$176,000	+12.8%	\$142,988	\$151,539	+6.0%	\$169,549	\$196,770	+16.1%
Lincolnton, NC	70	0	0.0%	385	8	2.1%	\$87,900	\$104,750	+19.2%	\$175,000	\$200,000	+14.3%	\$99,405	\$101,300	+1.9%	\$189,066	\$220,726	+16.7%
Matthews, NC	83	0	0.0%	1,247	10	0.8%	\$285,300	\$304,250	+6.6%	\$309,900	\$319,000	+2.9%	\$343,625	\$282,590	-17.8%	\$351,807	\$352,758	+0.3%
Monroe, NC	92	3	3.3%	1,165	16	1.4%	\$189,500	\$210,250	+10.9%	\$215,000	\$242,000	+12.6%	\$189,321	\$218,597	+15.5%	\$231,865	\$256,547	+10.6%
Mooresville, NC	255	1	0.4%	2,290	13	0.6%	\$120,000	\$330,000	+175.0%	\$296,000	\$327,700	+10.7%	\$188,079	\$392,515	+108.7%	\$384,811	\$419,853	+9.1%
Salisbury, NC	103	3	2.9%	930	15	1.6%	\$75,000	\$125,000	+66.7%	\$156,500	\$184,900	+18.1%	\$105,632	\$143,846	+36.2%	\$174,723	\$199,376	+14.1%
Statesville, NC	106	1	0.9%	978	9	0.9%	\$102,806	\$114,000	+10.9%	\$175,000	\$198,000	+13.1%	\$103,235	\$129,000	+25.0%	\$195,283	\$208,122	+6.6%
Waxhaw, NC	137	3	2.2%	1,300	24	1.8%	\$381,750	\$408,450	+7.0%	\$384,000	\$399,999	+4.2%	\$378,182	\$510,742	+35.1%	\$451,440	\$467,385	+3.5%
Fort Mill, SC	130	1	0.8%	1,571	8	0.5%	\$293,500	\$291,500	-0.7%	\$321,000	\$330,000	+2.8%	\$430,783	\$290,613	-32.5%	\$352,106	\$369,715	+5.0%
Rock Hill, SC	128	1	0.8%	1,845	11	0.6%	\$148,250	\$177,201	+19.5%	\$209,000	\$225,550	+7.9%	\$149,550	\$179,753	+20.2%	\$218,233	\$242,395	+11.1%
Tega Cay, SC	38	0	0.0%	363	11	3.0%	\$422,000	\$410,000	-2.8%	\$350,500	\$369,075	+5.3%	\$436,056	\$405,355	-7.0%	\$377,225	\$384,073	+1.8%
Lake Norman	375	1	0.3%	2,556	15	0.6%	\$306,000	\$425,000	+38.9%	\$385,000	\$394,398	+2.4%	\$342,416	\$591,553	+72.8%	\$505,388	\$530,755	+5.0%
Lake Wylie	190	2	1.1%	1,525	19	1.2%	\$437,000	\$400,000	-8.5%	\$348,852	\$361,500	+3.6%	\$579,294	\$437,660	-24.4%	\$395,433	\$411,363	+4.0%
Uptown Charlotte	100	1	1.0%	336	1	0.3%	\$499,000	\$230,000	-53.9%	\$294,900	\$285,000	-3.4%	\$499,000	\$230,000	-53.9%	\$352,838	\$337,211	-4.4%