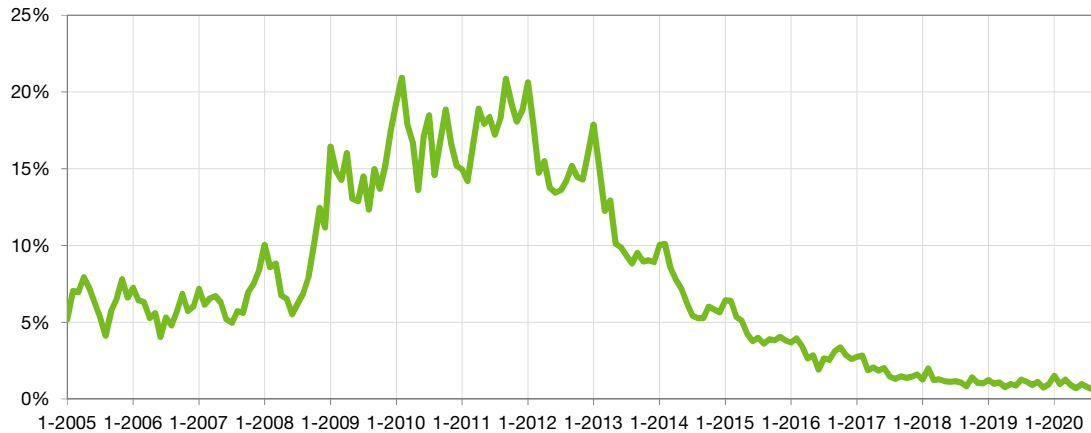


# Charlotte Region Lender-Mediated Report – September 2020

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

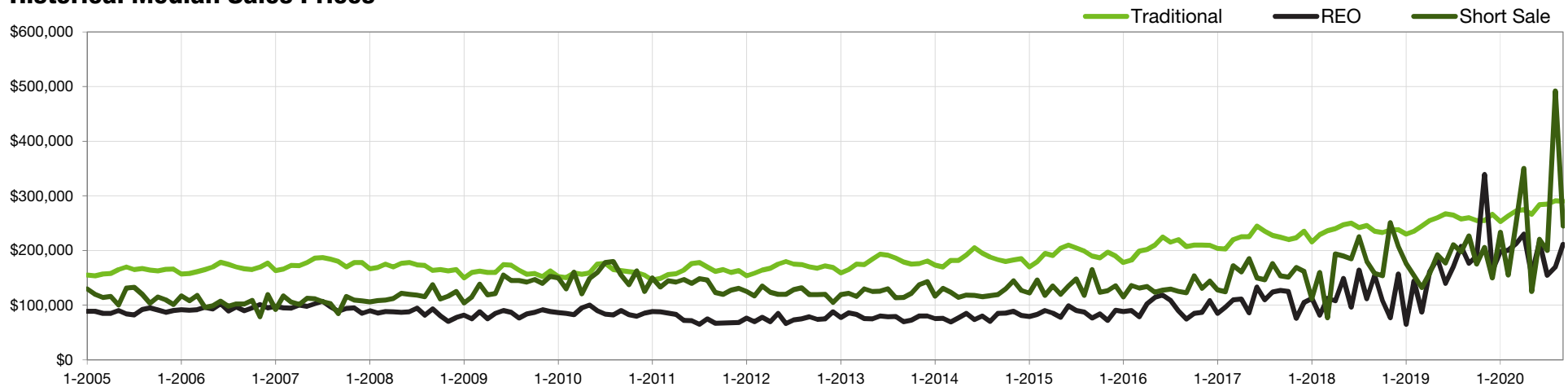


Closed Sales	9-2019	9-2020	+ / -
Traditional	4,324	4,844	+12.0%
Foreclosure	34	26	-23.5%
Short Sale	6	7	+16.7%
Total Market*	4,364	4,877	+11.8%

Median Sales Price	9-2019	9-2020	+ / -
Traditional	\$260,000	\$290,000	+11.5%
Foreclosure	\$176,500	\$211,250	+19.7%
Short Sale	\$226,623	\$245,000	+8.1%
Total Market*	\$259,900	\$289,900	+11.5%

\* 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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September 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	9-2019			9-2020			9-2019			9-2020		
							Lender-Mediated	Traditional Properties	+ / -	Lender-Mediated	Traditional Properties	+ / -	Lender-Mediated	Traditional Properties	+ / -	Lender-Mediated	Traditional Properties	+ / -
Charlotte Region	5,095	37	0.7%	51,862	478	0.9%	\$160,000	\$196,850	+23.0%	\$250,000	\$273,000	+9.2%	\$203,149	\$247,328	+21.7%	\$299,260	\$324,128	+8.3%
Charlotte MSA	4,118	26	0.6%	44,036	390	0.9%	\$177,200	\$216,750	+22.3%	\$257,000	\$279,500	+8.8%	\$224,310	\$264,614	+18.0%	\$305,246	\$330,166	+8.2%
Alexander County, NC	43	0	0.0%	98	2	2.0%	\$77,400	\$35,750	-53.8%	\$151,500	\$190,000	+25.4%	\$77,400	\$35,750	-53.8%	\$188,384	\$248,625	+32.0%
Anson County, NC	29	1	3.4%	138	4	2.9%	\$36,500	\$109,950	+201.2%	\$116,500	\$115,000	-1.3%	\$53,833	\$116,725	+116.8%	\$128,088	\$124,399	-2.9%
Cabarrus County, NC	274	1	0.4%	3,981	27	0.7%	\$189,950	\$193,000	+1.6%	\$241,500	\$260,000	+7.7%	\$231,511	\$191,927	-17.1%	\$260,296	\$277,663	+6.7%
Gaston County, NC	309	5	1.6%	3,771	39	1.0%	\$95,000	\$133,000	+40.0%	\$188,150	\$208,000	+10.6%	\$137,557	\$147,071	+6.9%	\$210,653	\$235,589	+11.8%
Iredell County, NC	449	4	0.9%	3,656	25	0.7%	\$110,000	\$256,000	+132.7%	\$263,000	\$289,000	+9.9%	\$128,206	\$284,928	+122.2%	\$325,057	\$361,543	+11.2%
Lincoln County, NC	254	0	0.0%	1,394	17	1.2%	\$113,600	\$122,600	+7.9%	\$279,980	\$300,000	+7.2%	\$196,658	\$167,941	-14.6%	\$310,081	\$340,625	+9.9%
Mecklenburg County, NC	2,065	10	0.5%	21,003	143	0.7%	\$205,500	\$274,000	+33.3%	\$265,000	\$290,000	+9.4%	\$270,554	\$333,321	+23.2%	\$335,110	\$363,366	+8.4%
Montgomery County, NC	89	0	0.0%	329	2	0.6%	\$82,000	\$82,750	+0.9%	\$130,000	\$165,000	+26.9%	\$82,000	\$82,750	+0.9%	\$245,655	\$247,933	+0.9%
Rowan County, NC	192	2	1.0%	1,745	36	2.1%	\$73,500	\$118,250	+60.9%	\$158,000	\$182,000	+15.2%	\$95,920	\$144,492	+50.6%	\$177,787	\$200,597	+12.8%
Stanly County, NC	88	1	1.1%	779	15	1.9%	\$122,500	\$97,090	-20.7%	\$176,990	\$185,000	+4.5%	\$214,450	\$134,759	-37.2%	\$201,980	\$207,755	+2.9%
Union County, NC	368	7	1.9%	4,499	52	1.2%	\$241,450	\$305,000	+26.3%	\$305,000	\$325,000	+6.6%	\$262,586	\$379,280	+44.4%	\$355,858	\$376,417	+5.8%
Lancaster County, SC	206	0	0.0%	2,115	17	0.8%	\$108,080	\$158,000	+46.2%	\$295,000	\$316,558	+7.3%	\$184,704	\$160,547	-13.1%	\$294,832	\$322,156	+9.3%
York County, SC	417	1	0.2%	5,316	47	0.9%	\$222,500	\$255,999	+15.1%	\$265,000	\$281,000	+6.0%	\$275,783	\$272,030	-1.4%	\$293,029	\$314,082	+7.2%

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, 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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September 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	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	1,689	9	0.5%	16,533	121	0.7%	\$195,500	\$240,000	+22.8%	\$252,000	\$276,000	+9.5%	\$265,100	\$308,288	+16.3%	\$326,240	\$353,550	+8.4%
Concord, NC	164	1	0.6%	2,346	14	0.6%	\$167,500	\$135,250	-19.3%	\$240,000	\$260,515	+8.5%	\$193,672	\$166,557	-14.0%	\$259,343	\$279,607	+7.8%
Cornelius, NC	70	0	0.0%	878	5	0.6%	\$240,000	\$1,200,000	+400.0%	\$302,360	\$325,000	+7.5%	\$287,514	\$1,002,100	+248.5%	\$452,804	\$504,450	+11.4%
Davidson, NC	68	0	0.0%	622	3	0.5%	\$327,000	\$360,000	+10.1%	\$368,875	\$395,000	+7.1%	\$346,722	\$392,447	+13.2%	\$450,433	\$470,730	+4.5%
Denver, NC	132	0	0.0%	761	5	0.7%	\$383,000	\$386,000	+0.8%	\$343,692	\$353,000	+2.7%	\$396,583	\$387,200	-2.4%	\$392,348	\$416,588	+6.2%
Gastonia, NC	130	3	2.3%	1,543	18	1.2%	\$102,500	\$114,000	+11.2%	\$175,000	\$191,500	+9.4%	\$126,200	\$126,295	+0.1%	\$183,756	\$203,962	+11.0%
Huntersville, NC	145	1	0.7%	1,773	6	0.3%	\$325,000	\$316,500	-2.6%	\$318,000	\$339,500	+6.8%	\$328,429	\$322,833	-1.7%	\$339,953	\$367,862	+8.2%
Kannapolis, NC	67	1	1.5%	901	10	1.1%	\$123,000	\$185,500	+50.8%	\$159,000	\$179,000	+12.6%	\$134,322	\$160,193	+19.3%	\$173,450	\$197,963	+14.1%
Lincolnton, NC	70	0	0.0%	376	6	1.6%	\$86,450	\$104,750	+21.2%	\$179,900	\$195,000	+8.4%	\$101,072	\$100,067	-1.0%	\$193,177	\$220,188	+14.0%
Matthews, NC	81	0	0.0%	1,251	9	0.7%	\$252,100	\$309,500	+22.8%	\$310,000	\$321,500	+3.7%	\$325,222	\$294,211	-9.5%	\$351,813	\$357,660	+1.7%
Monroe, NC	77	2	2.6%	1,193	12	1.0%	\$195,000	\$195,000	0.0%	\$219,700	\$243,500	+10.8%	\$206,679	\$202,671	-1.9%	\$234,788	\$257,045	+9.5%
Mooresville, NC	273	2	0.7%	2,345	13	0.6%	\$117,289	\$330,000	+181.4%	\$300,000	\$332,000	+10.7%	\$175,988	\$392,515	+123.0%	\$387,344	\$427,361	+10.3%
Salisbury, NC	104	0	0.0%	937	18	1.9%	\$89,188	\$118,250	+32.6%	\$159,000	\$185,500	+16.7%	\$106,967	\$137,558	+28.6%	\$177,440	\$200,446	+13.0%
Statesville, NC	136	2	1.5%	989	8	0.8%	\$102,806	\$149,750	+45.7%	\$176,500	\$200,000	+13.3%	\$103,239	\$178,375	+72.8%	\$193,826	\$213,932	+10.4%
Waxhaw, NC	125	2	1.6%	1,347	22	1.6%	\$383,000	\$417,450	+9.0%	\$385,000	\$402,373	+4.5%	\$395,192	\$532,968	+34.9%	\$452,057	\$475,631	+5.2%
Fort Mill, SC	123	0	0.0%	1,583	8	0.5%	\$293,500	\$291,500	-0.7%	\$320,000	\$338,000	+5.6%	\$430,783	\$290,613	-32.5%	\$352,028	\$377,168	+7.1%
Rock Hill, SC	112	0	0.0%	1,840	12	0.7%	\$148,250	\$181,601	+22.5%	\$208,000	\$229,000	+10.1%	\$149,550	\$187,107	+25.1%	\$218,619	\$244,617	+11.9%
Tega Cay, SC	37	0	0.0%	355	10	2.8%	\$420,000	\$405,000	-3.6%	\$353,000	\$369,990	+4.8%	\$406,563	\$401,390	-1.3%	\$379,086	\$382,132	+0.8%
Lake Norman	349	1	0.3%	2,645	16	0.6%	\$280,000	\$435,000	+55.4%	\$385,000	\$400,000	+3.9%	\$338,692	\$629,581	+85.9%	\$501,340	\$546,809	+9.1%
Lake Wylie	181	2	1.1%	1,520	21	1.4%	\$441,000	\$391,000	-11.3%	\$350,000	\$365,000	+4.3%	\$573,500	\$422,549	-26.3%	\$397,669	\$413,424	+4.0%
Uptown Charlotte	110	1	0.9%	337	1	0.3%	\$499,000	\$230,000	-53.9%	\$294,000	\$290,000	-1.4%	\$499,000	\$230,000	-53.9%	\$351,518	\$344,110	-2.1%