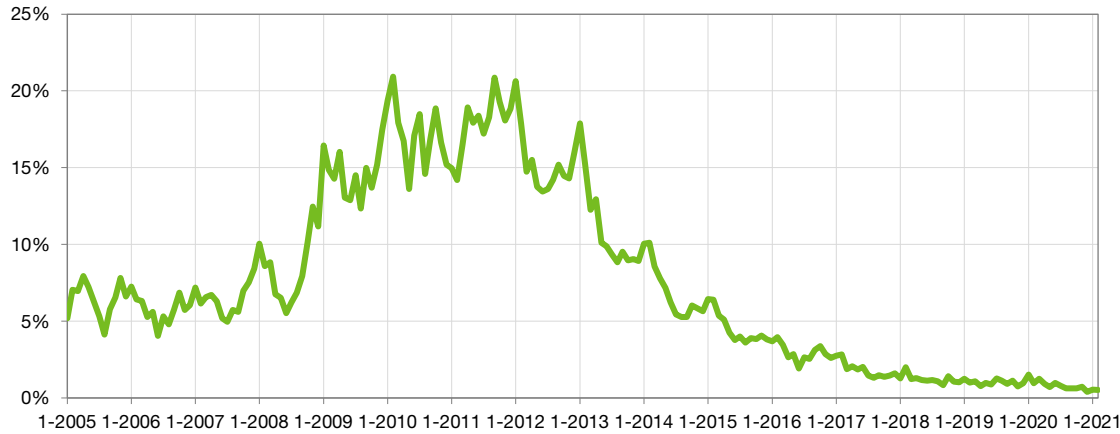


Charlotte Region Lender-Mediated Report – February 2021

A research tool provided by the Canopy Realtor® Association
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Share of Closed Sales That Were Lender-Mediated: 0.5%

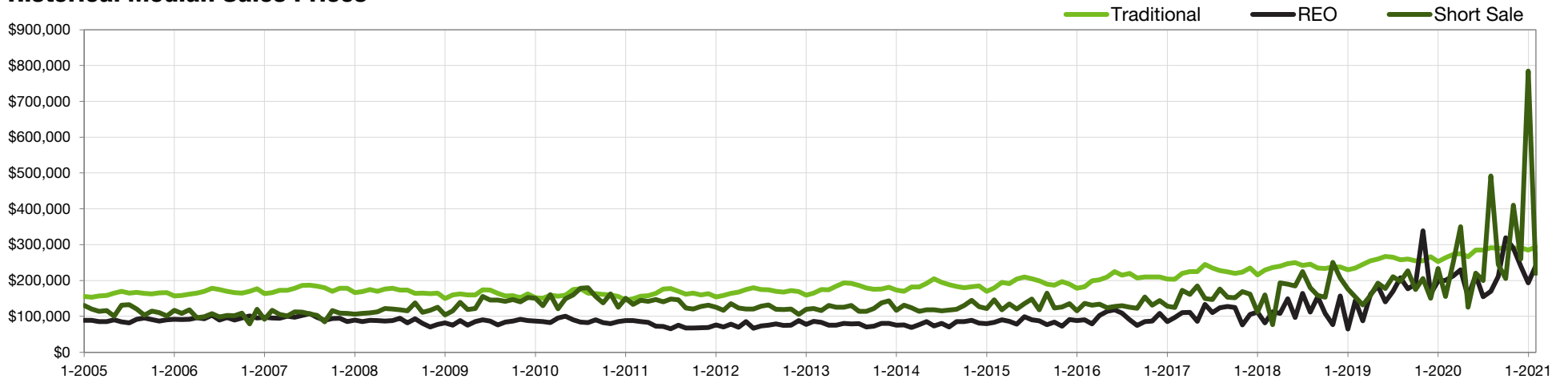


Closed Sales	2-2020	2-2021	+ / -
Traditional	3,283	3,492	+6.4%
Foreclosure	26	13	-50.0%
Short Sale	6	5	-16.7%
Total Market*	3,315	3,510	+5.9%

Median Sales Price	2-2020	2-2021	+ / -
Traditional	\$263,500	\$294,000	+11.6%
Foreclosure	\$200,500	\$242,000	+20.7%
Short Sale	\$155,250	\$220,000	+41.7%
Total Market*	\$262,640	\$293,495	+11.7%

* 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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February 2021	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	2-2020			2-2021			2-2020			2-2021		
							Lender-Mediated	Traditional Properties	+ / -	Lender-Mediated	Traditional Properties	+ / -	Lender-Mediated	Traditional Properties	+ / -	Lender-Mediated	Traditional Properties	+ / -
Charlotte Region	2,958	25	0.8%	55,180	402	0.7%	\$181,000	\$215,000	+18.8%	\$259,500	\$285,000	+9.8%	\$228,476	\$272,453	+19.2%	\$307,555	\$339,945	+10.5%
Charlotte MSA	2,332	11	0.5%	46,740	328	0.7%	\$198,000	\$227,500	+14.9%	\$265,000	\$291,500	+10.0%	\$245,337	\$291,723	+18.9%	\$313,467	\$345,963	+10.4%
Alexander County, NC	34	1	2.9%	216	1	0.5%	\$35,750	\$85,000	+137.8%	\$185,000	\$205,500	+11.1%	\$35,750	\$85,000	+137.8%	\$225,278	\$260,368	+15.6%
Anson County, NC	19	1	5.3%	139	4	2.9%	--	\$109,950	--	\$115,000	\$123,950	+7.8%	--	\$116,725	--	\$125,421	\$142,151	+13.3%
Cabarrus County, NC	120	0	0.0%	4,179	22	0.5%	\$193,000	\$221,500	+14.8%	\$248,000	\$272,500	+9.9%	\$211,019	\$230,472	+9.2%	\$264,519	\$291,216	+10.1%
Chester County, SC	21	0	0.0%	225	11	4.9%	\$40,899	\$80,000	+95.6%	\$137,000	\$175,000	+27.7%	\$91,899	\$96,603	+5.1%	\$153,547	\$190,626	+24.1%
Chesterfield County, SC	24	0	0.0%	99	2	2.0%	\$48,000	\$105,000	+118.8%	\$139,500	\$150,000	+7.5%	\$48,000	\$105,000	+118.8%	\$126,277	\$158,321	+25.4%
Cleveland County, NC	70	3	4.3%	945	15	1.6%	\$55,500	\$70,000	+26.1%	\$152,250	\$170,000	+11.7%	\$83,652	\$92,340	+10.4%	\$177,659	\$195,416	+10.0%
Gaston County, NC	200	1	0.5%	3,904	34	0.9%	\$110,000	\$146,750	+33.4%	\$195,000	\$220,000	+12.8%	\$135,887	\$177,694	+30.8%	\$220,087	\$245,526	+11.6%
Iredell County, NC	241	4	1.7%	3,900	24	0.6%	\$115,000	\$189,750	+65.0%	\$270,000	\$300,000	+11.1%	\$180,619	\$243,994	+35.1%	\$333,052	\$382,541	+14.9%
Lincoln County, NC	135	0	0.0%	1,657	9	0.5%	\$122,305	\$145,500	+19.0%	\$287,500	\$311,900	+8.5%	\$191,464	\$289,000	+50.9%	\$321,001	\$357,336	+11.3%
Mecklenburg County, NC	1,171	6	0.5%	21,991	107	0.5%	\$223,000	\$299,000	+34.1%	\$274,000	\$305,000	+11.3%	\$292,688	\$366,700	+25.3%	\$345,538	\$380,911	+10.2%
Montgomery County, NC	57	2	3.5%	352	4	1.1%	\$82,000	\$642,500	+683.5%	\$136,000	\$179,950	+32.3%	\$82,000	\$646,340	+688.2%	\$239,229	\$268,400	+12.2%
Rowan County, NC	123	2	1.6%	2,006	30	1.5%	\$97,000	\$138,500	+42.8%	\$165,000	\$195,000	+18.2%	\$134,307	\$145,134	+8.1%	\$184,168	\$215,111	+16.8%
Stanly County, NC	53	0	0.0%	820	11	1.3%	\$140,000	\$115,000	-17.9%	\$185,000	\$194,000	+4.9%	\$211,561	\$143,136	-32.3%	\$205,566	\$219,889	+7.0%
Union County, NC	212	1	0.5%	4,742	44	0.9%	\$278,750	\$332,000	+19.1%	\$308,038	\$340,000	+10.4%	\$318,441	\$393,003	+23.4%	\$359,667	\$400,488	+11.3%
Lancaster County, SC	117	0	0.0%	2,323	19	0.8%	\$64,900	\$185,000	+185.1%	\$303,000	\$326,028	+7.6%	\$161,413	\$216,350	+34.0%	\$301,861	\$332,397	+10.1%
York County, SC	227	1	0.4%	5,694	52	0.9%	\$255,999	\$273,950	+7.0%	\$269,000	\$293,900	+9.3%	\$302,746	\$306,073	+1.1%	\$296,565	\$327,851	+10.5%

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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February 2021	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	2-2020	2-2021	+ / -	2-2020	2-2021	+ / -	2-2020	2-2021	+ / -	2-2020	2-2021	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	964	6	0.6%	17,282	87	0.5%	\$208,750	\$275,000	+31.7%	\$260,000	\$290,000	+11.5%	\$281,620	\$340,176	+20.8%	\$336,918	\$370,948	+10.1%
Concord, NC	74	0	0.0%	2,491	8	0.3%	\$167,500	\$190,250	+13.6%	\$248,385	\$275,000	+10.7%	\$193,681	\$203,300	+5.0%	\$264,397	\$294,365	+11.3%
Cornelius, NC	44	0	0.0%	894	4	0.4%	\$317,500	\$929,500	+192.8%	\$305,000	\$340,000	+11.5%	\$462,013	\$950,750	+105.8%	\$467,750	\$545,558	+16.6%
Davidson, NC	38	0	0.0%	685	3	0.4%	\$326,171	\$492,000	+50.8%	\$373,000	\$424,950	+13.9%	\$341,377	\$559,000	+63.7%	\$462,158	\$490,982	+6.2%
Denver, NC	65	0	0.0%	921	3	0.3%	\$319,000	\$445,000	+39.5%	\$352,718	\$359,375	+1.9%	\$351,357	\$458,667	+30.5%	\$401,353	\$440,961	+9.9%
Gastonia, NC	79	0	0.0%	1,654	15	0.9%	\$95,001	\$167,000	+75.8%	\$179,779	\$201,000	+11.8%	\$124,783	\$172,220	+38.0%	\$189,193	\$215,000	+13.6%
Huntersville, NC	70	0	0.0%	1,872	8	0.4%	\$315,000	\$334,500	+6.2%	\$320,550	\$350,000	+9.2%	\$301,300	\$370,141	+22.8%	\$346,561	\$377,489	+8.9%
Kannapolis, NC	41	0	0.0%	952	7	0.7%	\$142,700	\$163,000	+14.2%	\$165,000	\$190,000	+15.2%	\$143,095	\$159,429	+11.4%	\$182,022	\$213,328	+17.2%
Lincolnton, NC	44	0	0.0%	430	5	1.2%	\$122,010	\$121,500	-0.4%	\$190,000	\$205,000	+7.9%	\$124,823	\$107,800	-13.6%	\$207,259	\$226,671	+9.4%
Matthews, NC	43	0	0.0%	1,302	6	0.5%	\$273,000	\$313,750	+14.9%	\$310,000	\$337,000	+8.7%	\$292,330	\$325,417	+11.3%	\$351,385	\$377,167	+7.3%
Monroe, NC	93	0	0.0%	1,220	10	0.8%	\$210,000	\$157,950	-24.8%	\$235,000	\$253,665	+7.9%	\$232,105	\$178,438	-23.1%	\$246,406	\$265,314	+7.7%
Mooresville, NC	121	0	0.0%	2,488	9	0.4%	\$270,000	\$330,000	+22.2%	\$308,000	\$343,000	+11.4%	\$295,289	\$377,433	+27.8%	\$392,905	\$453,377	+15.4%
Salisbury, NC	77	2	2.6%	1,080	18	1.7%	\$112,500	\$136,000	+20.9%	\$167,000	\$195,000	+16.8%	\$135,036	\$157,280	+16.5%	\$186,178	\$210,547	+13.1%
Statesville, NC	91	4	4.4%	1,053	11	1.0%	\$106,750	\$151,000	+41.5%	\$191,500	\$205,141	+7.1%	\$107,844	\$188,223	+74.5%	\$204,383	\$224,219	+9.7%
Waxhaw, NC	38	1	2.6%	1,472	14	1.0%	\$381,750	\$630,000	+65.0%	\$387,023	\$420,000	+8.5%	\$420,506	\$633,344	+50.6%	\$453,899	\$502,679	+10.7%
Fort Mill, SC	72	0	0.0%	1,777	13	0.7%	\$308,000	\$303,000	-1.6%	\$319,000	\$342,000	+7.2%	\$413,243	\$431,523	+4.4%	\$356,544	\$381,348	+7.0%
Rock Hill, SC	66	1	1.5%	1,887	15	0.8%	\$193,000	\$186,000	-3.6%	\$215,000	\$240,000	+11.6%	\$187,498	\$194,833	+3.9%	\$225,790	\$257,471	+14.0%
Tega Cay, SC	17	0	0.0%	387	10	2.6%	\$399,000	\$410,000	+2.8%	\$356,516	\$385,000	+8.0%	\$390,400	\$414,340	+6.1%	\$373,349	\$406,915	+9.0%
Lake Norman	183	1	0.5%	2,809	12	0.4%	\$319,000	\$567,500	+77.9%	\$384,000	\$420,000	+9.4%	\$413,588	\$719,042	+73.9%	\$509,224	\$588,638	+15.6%
Lake Wylie	83	0	0.0%	1,630	21	1.3%	\$430,000	\$394,000	-8.4%	\$348,947	\$378,792	+8.6%	\$546,342	\$387,144	-29.1%	\$393,165	\$434,483	+10.5%
Uptown Charlotte	88	0	0.0%	337	1	0.3%	\$546,000	\$230,000	-57.9%	\$295,250	\$285,000	-3.5%	\$546,000	\$230,000	-57.9%	\$355,458	\$330,829	-6.9%