

Annual Report on the Charlotte Region Housing Market

RESIDENTIAL REAL ESTATE ACTIVITY FROM THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



2019

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The 2019 housing market was fueled by the overall strength of the economy across most of the country. The stock markets reached new highs throughout the year, improving the asset bases of millions of Americans. Unemployment rates fell to 50-year lows, while wages increased, creating new home buyers. Mortgage rates also declined significantly from 2018, helping to offset affordability stresses caused by continued price appreciation nationally.

With a strong economy and low mortgage rates, buyer activity has been strong. However, most markets are being constrained by inventory levels that are still below historical norms. With supply and demand continuing to favor sellers, prices continue to rise.

With 10 years having now passed since the Great Recession, the U.S. has been on the longest period of continued economic expansion on record. The housing market has been along for much of the ride and continues to benefit greatly from the overall health of the economy. However, hot economies eventually cool and with that, hot housing markets move more towards balance.

Sales: Pending sales increased 8.9 percent, finishing 2019 at 52,031. Closed sales were up 5.9 percent to end the year at 50,854.

Listings: Comparing 2019 to the prior year, the number of homes available for sale was lower 23.9 percent. There were 7,416 active listings at the end of 2019. New listings increased by 1.7 percent to finish the year at 61,069.

Distressed: The foreclosure market continues to remain a small player in the overall market and is likely to remain that way in 2020. In 2019, the percentage of closed sales that were either foreclosure or short sale decreased by 11.1 percent to end the year at 1.0 percent of the market.

Showings: Showing activity started 2019 lower than 2018, but the year-over-year activity turned positive in the second half of the year. There were 17 showings before pending, which was up 2.7 percent compared to 2018.

Prices: Home prices were up compared to last year. The overall median sales price increased 7.1 percent to \$255,000 for the year. Single-Family home prices were up 6.2 percent compared to last year, and Townhouse-Condo home prices were up 9.4 percent.

List Price Received: Sellers received, on average, 96.7 percent of their original list price at sale, a year-over-year reduction of 0.2 percent.

While the Federal Reserve moved to temper the hot economy with four interest rate hikes in 2018, in 2019 they turned the heat back up, and reduced rates a total of three times during the year. The Fed's rate decreases were due in part to GDP growth in 2019 that came in notably lower than 2018, showing the Fed's alternating efforts to keep our economy at a steady simmer and not a full boil.

The housing market continues to remain healthy nationwide with price gains and limited inventory being the most common threads across markets. Tight inventory continues to constrain buyer activity in part of the country, while some areas are seeing increased seller inventory starting to improve buyers' choices. New construction activity continues to improve, but is still below levels required to fully supply the market's needs.

As we look at 2020, we see continued low mortgage rates and a healthy economy giving a great start to housing in the new year. But in election years, we sometimes see a softening of activity that may temper the market in the second half of the year.

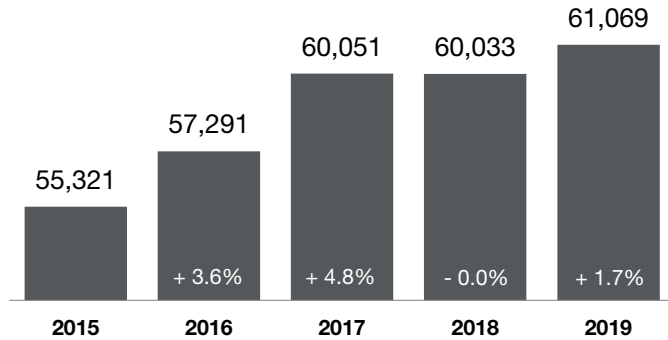
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The following counties are considered a part of the Charlotte Metro region: Alexander, Anson, Cabarrus, Catawba, Cleveland, Gaston, Iredell, Lincoln, Mecklenburg, Rowan, Stanly and Union counties in North Carolina; Chester, Chesterfield, Lancaster and York counties in South Carolina.

Quick Facts

New Listings



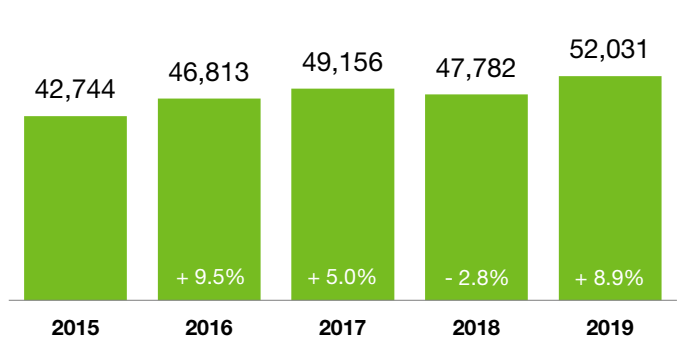
Top 5 Areas: Change in New Listings from 2018

Montgomery County	+ 29.2%
Davidson	+ 15.3%
Monroe	+ 11.4%
Lake Wylie	+ 11.3%
Matthews	+ 10.8%

Bottom 5 Areas: Change in New Listings from 2018

Alexander County	- 4.9%
Lincoln County	- 5.4%
Lake Norman	- 5.6%
Denver	- 7.3%
Lincolnton	- 7.6%

Pending Sales



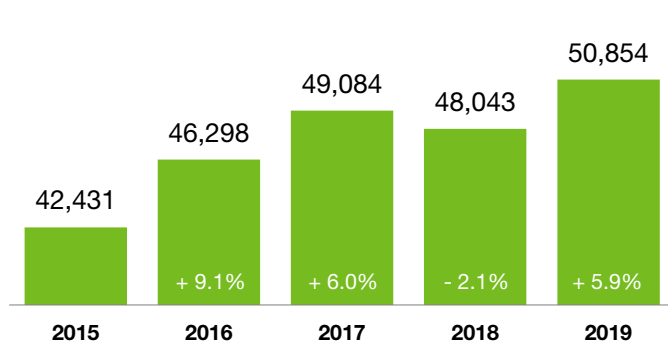
Top 5 Areas: Change in Pending Sales from 2018

Montgomery County	+ 33.6%
Lake Wylie	+ 27.2%
Anson County	+ 21.5%
Monroe	+ 20.1%
Davidson	+ 18.6%

Bottom 5 Areas: Change in Pending Sales from 2018

Salisbury	+ 2.5%
Rowan County	+ 1.7%
Denver	- 2.4%
Lincoln County	- 3.4%
Lincolnton	- 5.1%

Closed Sales



Top 5 Areas: Change in Closed Sales from 2018

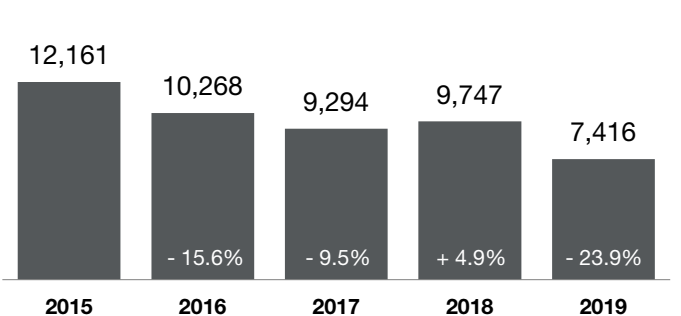
Montgomery County	+ 30.6%
Lake Wylie	+ 19.7%
Monroe	+ 15.4%
Anson County	+ 15.2%
Davidson	+ 13.1%

Bottom 5 Areas: Change in Closed Sales from 2018

Salisbury	- 0.8%
Lincoln County	- 3.4%
Cornelius	- 3.4%
Alexander County	- 6.3%
Lincolnton	- 10.4%

Inventory of Homes for Sale

At the end of the year.



Top 5 Areas: Change in Homes for Sale from 2018

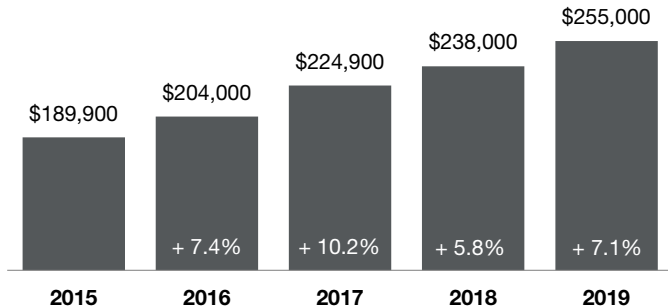
Montgomery County	+ 3.5%
Davidson	- 3.3%
Huntersville	- 6.3%
Denver	- 8.1%
Lincoln County	- 10.8%

Bottom 5 Areas: Change in Homes for Sale from 2018

Alexander County	- 34.8%
Concord	- 34.9%
Cabarrus County	- 37.6%
Statesville	- 39.9%
Kannapolis	- 50.0%

Quick Facts

Median Sales Price



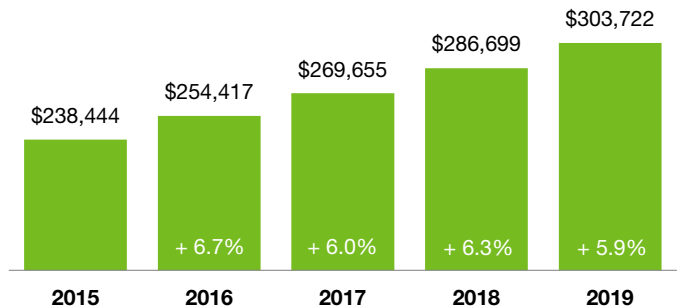
Top 5 Areas: Change in Median Sales Price from 2018

Stanly County	+ 18.7%
Lincolnton	+ 12.8%
Rowan County	+ 11.4%
Monroe	+ 11.2%
Statesville	+ 11.1%

Bottom 5 Areas: Change in Median Sales Price from 2018

Mooresville	+ 1.4%
Lake Wylie	- 1.4%
Lake Norman	- 1.4%
Davidson	- 2.0%
Fort Mill	- 2.6%

Average Sales Price



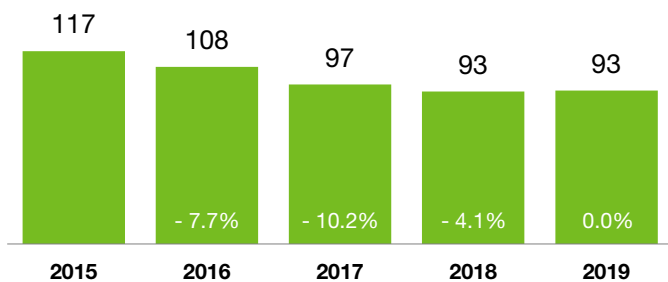
Top 5 Areas: Change in Avg. Sales Price from 2018

Stanly County	+ 13.9%
Alexander County	+ 11.5%
Kannapolis	+ 9.3%
Monroe	+ 9.1%
Statesville	+ 9.0%

Bottom 5 Areas: Change in Avg. Sales Price from 2018

Union County	+ 2.1%
Huntersville	+ 0.5%
Lake Wylie	+ 0.5%
Mooresville	- 0.1%
Lake Norman	- 0.6%

List to Close



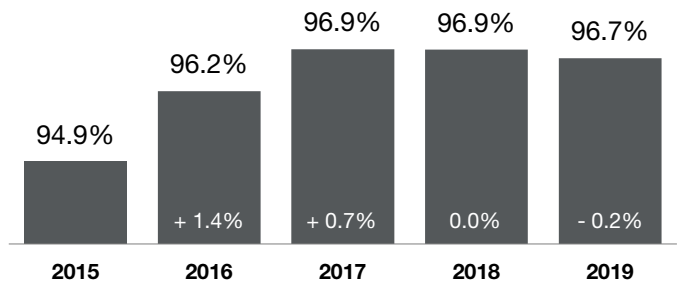
Top 5 Areas: Change in List to Close from 2018

Rock Hill	+ 6.8%
Monroe	+ 6.4%
City of Charlotte	+ 6.3%
Denver	+ 5.9%
Cornelius	+ 5.6%

Bottom 5 Areas: Change in List to Close from 2018

Rowan County	- 7.7%
Salisbury	- 8.2%
Montgomery County	- 15.9%
Lincolnton	- 18.4%
Anson County	- 31.6%

Percent of Original List Price Received



Top 5 Areas: Change in Pct. of Orig. Price Received from 2018

Alexander County	+ 3.0%
Montgomery County	+ 1.8%
Anson County	+ 1.6%
Lincolnton	+ 1.5%
Lincoln County	+ 0.7%

Bottom 5 Areas: Change in Pct. of Orig. Price Received from 2018

Statesville	- 0.3%
City of Charlotte	- 0.6%
Mecklenburg County	- 0.6%
Huntersville	- 0.7%
Davidson	- 0.9%

Property Type Review

94

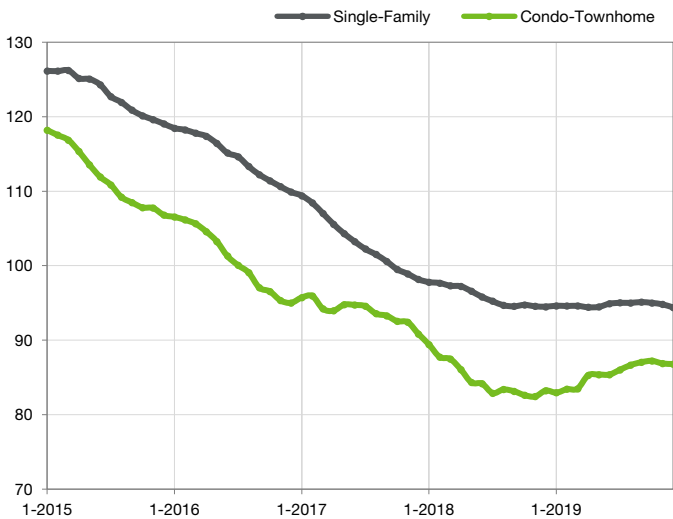
Average List to Close
Single-Family

87

Average List to Close
Condo-Townhome

List to Close

This chart uses a rolling 12-month average for each data point.



Top Areas: Condo-Townhome Market Share in 2019

Uptown Charlotte	96.8%
Cornelius	35.8%
Fort Mill	26.6%
City of Charlotte	26.1%
Mecklenburg County	24.2%
Davidson	23.8%
Charlotte MSA	15.6%
York County	15.1%
Lake Norman	14.9%
Charlotte Region	14.1%
Rock Hill	13.3%
Lake Wylie	13.2%
Lancaster County	11.5%
Matthews	10.3%
Mooresville	8.7%
Huntersville	6.8%
Gastonia	6.7%
Denver	6.7%
Gaston County	6.5%
Iredell County	6.3%
Concord	5.4%
Monroe	5.0%
Cabarrus County	4.8%
Union County	4.2%
Lincoln County	3.6%

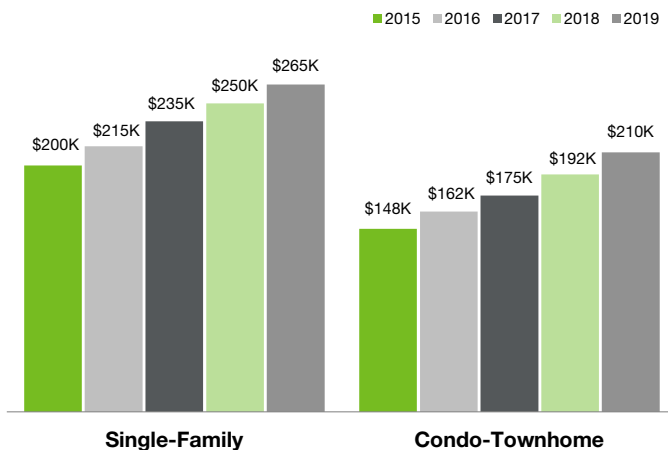
+ 6.2%

One-Year Change in Price
Single-Family

+ 9.4%

One-Year Change in Price
Condo-Townhome

Median Sales Price



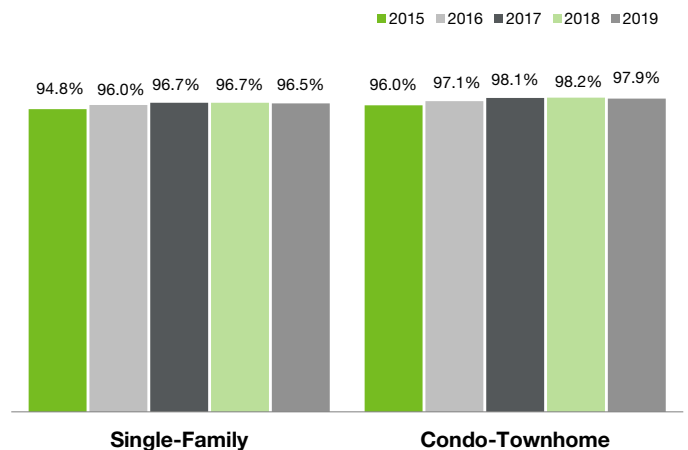
96.5%

Pct. of Orig. Price Received
Single-Family

97.9%

Pct. of Orig. Price Received
Condo-Townhome

Percent of Original List Price Received



Distressed Homes Review

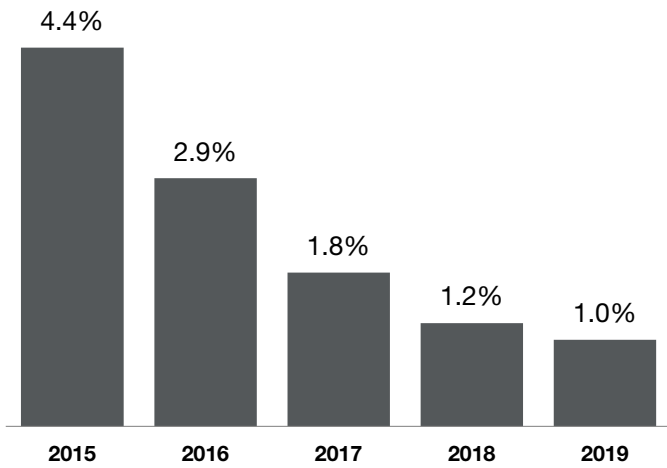
1.0%

Percent of Closed Sales in 2019 That Were Distressed

- 11.1%

One-Year Change in Sales of Lender-Mediated

Percent of Sales That Were Distressed



Top Areas: Lender-Mediated Market Share in 2019

Lincolnton	2.9%
Rowan County	2.1%
Statesville	1.8%
Gastonia	1.7%
Stanly County	1.7%
Monroe	1.7%
Alexander County	1.7%
Salisbury	1.7%
Lincoln County	1.6%
Gaston County	1.5%
Waxhaw	1.4%
Kannapolis	1.4%
Lake Wylie	1.3%
Union County	1.0%
Denver	1.0%
Charlotte Region	1.0%
Charlotte MSA	1.0%
Lancaster County	0.9%
Iredell County	0.9%
Cornelius	0.8%
Cabarrus County	0.8%
City of Charlotte	0.8%
Mecklenburg County	0.8%
Concord	0.8%
York County	0.7%

+ 25.0%

Four-Year Change in Price All Properties

+ 22.9%

Four-Year Change in Price Traditional Properties

+ 88.8%

Four-Year Change in Price Foreclosure

+ 39.3%

Four-Year Change in Price Short Sale

Median Sales Price



Bedroom Count Review

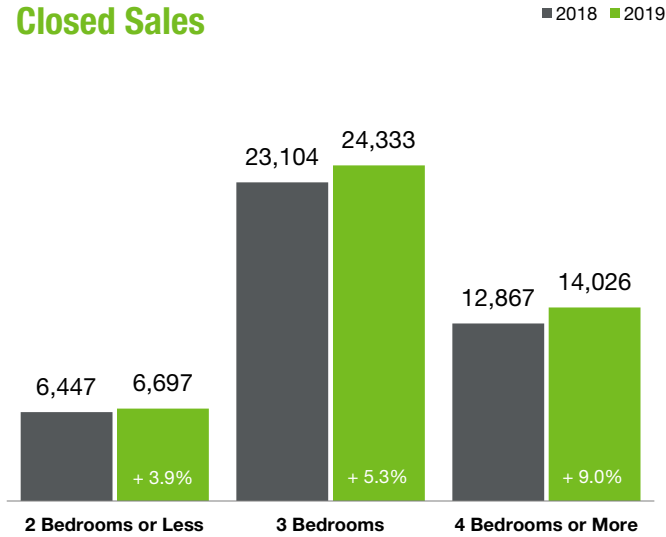
+ 3.9%

Growth in Closed Sales
2 Bedrooms or Less

+ 9.0%

Growth in Closed Sales
4 Bedrooms or More

Closed Sales



Top Areas: 4 Bedrooms or More Market Share in 2019

Mooreville	41.6%
Lake Wylie	40.3%
Huntersville	39.3%
Lake Norman	38.5%
Waxhaw	36.6%
Matthews	36.0%
Iredell County	35.7%
Fort Mill	35.0%
Davidson	31.8%
Union County	31.5%
Concord	31.4%
Denver	30.4%
York County	30.2%
Cabarrus County	29.8%
Mecklenburg County	28.6%
Lancaster County	28.3%
Charlotte MSA	27.9%
Charlotte Region	27.6%
City of Charlotte	27.1%
Cornelius	26.7%
Lincoln County	24.4%
Monroe	23.6%
Rock Hill	23.0%
Statesville	22.2%
Gaston County	21.1%

96.7%

Percent of Original List Price
Received in 2019 for
All Properties

95.8%

Percent of Original List Price
Received in 2019 for
2 Bedrooms or Less

97.1%

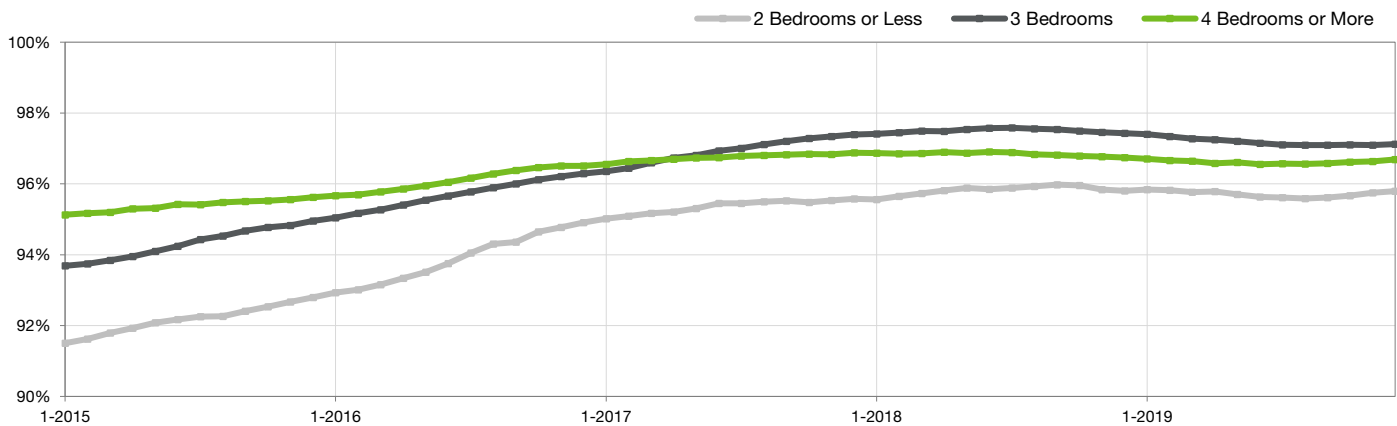
Percent of Original List Price
Received in 2019 for
3 Bedrooms

96.7%

Percent of Original List Price
Received in 2019 for
4 Bedrooms or More

Percent of Original List Price Received

This chart uses a rolling 12-month average for each data point.



Price Range Review

\$150,001 to \$200,000

Price Range with Shortest Average Market Time

\$500,001 and Above

Price Range with Longest Average Market Time

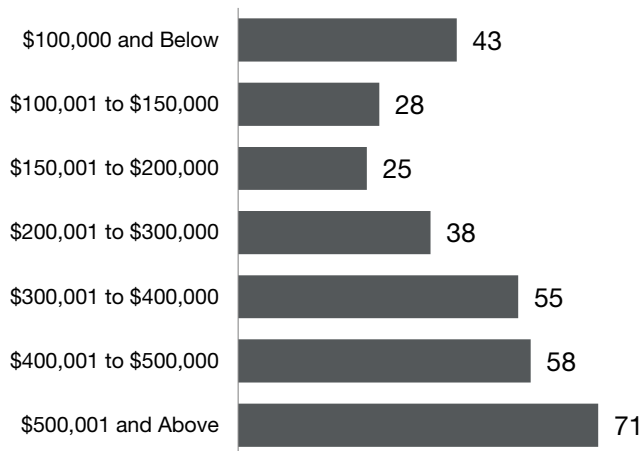
4.6%

of Homes for Sale at Year End Priced \$100,000 and Below

- 24.5%

One-Year Change in Homes for Sale Priced \$100,000 and Below

Days on Market Until Sale by Price Range



Share of Homes for Sale \$100,000 and Below



\$200,001 to \$300,000

Price Range with the Most Closed Sales

+ 19.7%

Price Range with Strongest One-Year Change in Sales: \$300,001 to \$400,000

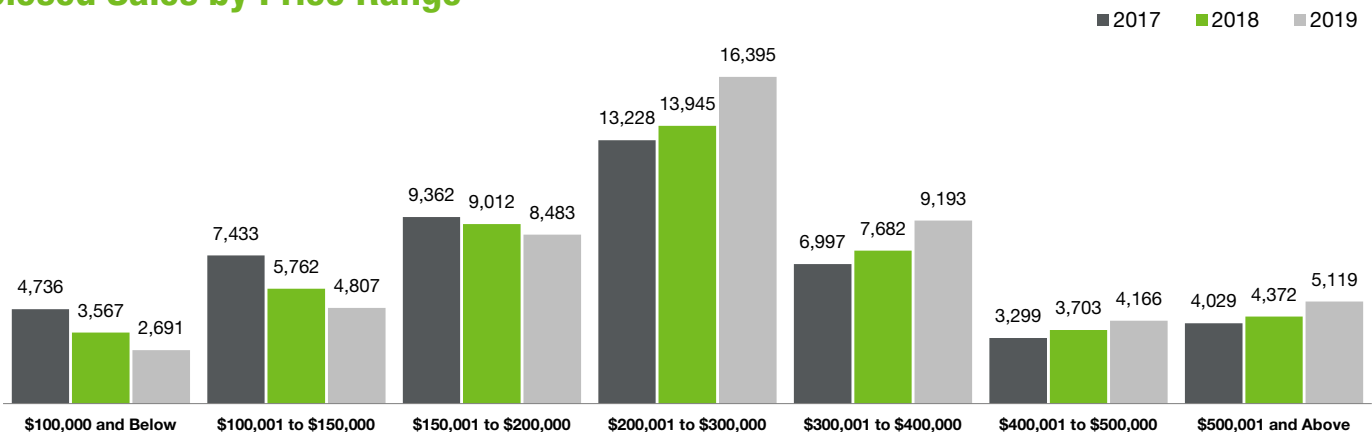
\$100,000 and Below

Price Range with the Fewest Closed Sales

- 24.6%

Price Range with Weakest One-Year Change in Sales: \$100,000 and Below

Closed Sales by Price Range



Showings Review

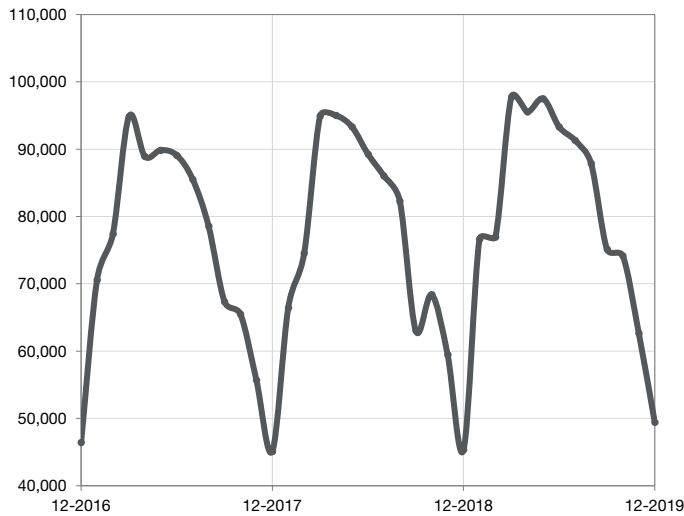
17

Median Number of Showings Before Pending

+ 2.7%

One-Year Change in Median Showings Before Pending

Monthly Number of Showings



Top 10 Areas: Number of Showings

Charlotte MSA	849,689
Mecklenburg County	444,753
City of Charlotte	354,785
York County	103,563
Union County	87,083
Cabarrus County	70,088
Iredell County	65,611
Gaston County	61,135
Lake Norman	59,795
Mooresville	45,025

Top 10 Areas: Number of Showings per Listing

Uptown Charlotte	20.4
Waxhaw	20.2
Matthews	19.1
City of Charlotte	19.1
Fort Mill	19.1
Cornelius	18.8
Mecklenburg County	18.8
Lake Norman	18.5
Mooresville	17.6
Charlotte MSA	17.5

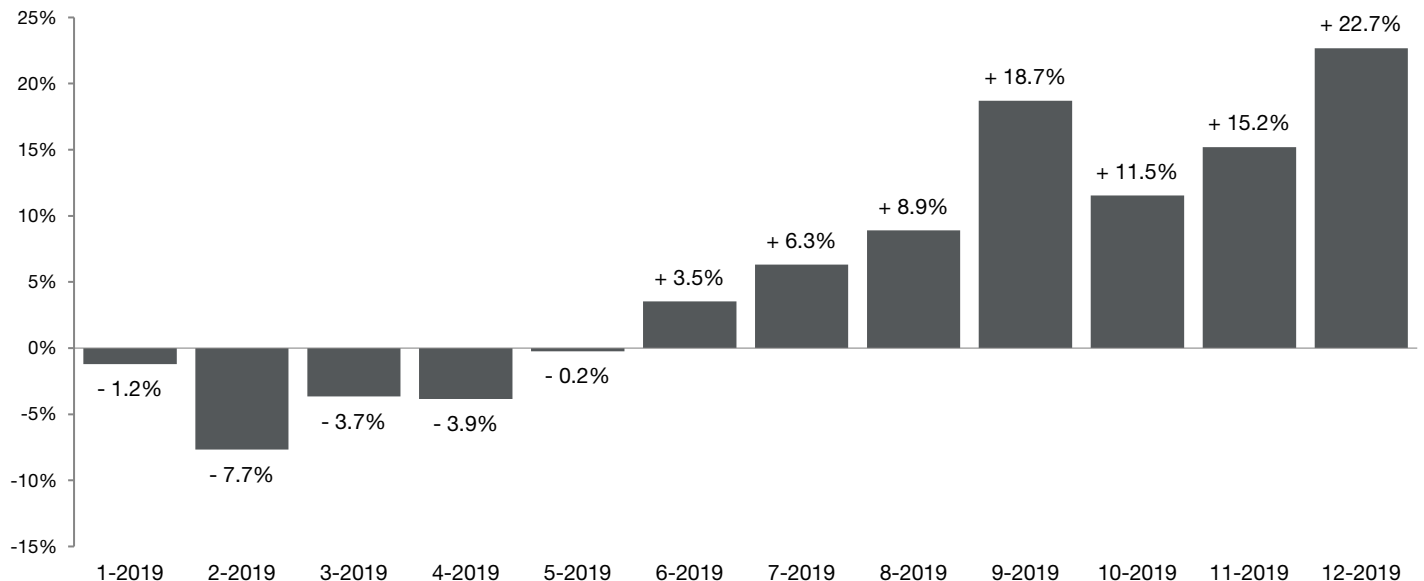
+ 6.5%

One-Year Change in Total Showings

December '19

Peak Change in Showing Activity Month

2019 Year-Over-Year Change in Monthly Showings per Listing



Area Overviews

	Total Closed Sales	Change from 2018	Percent Condo-Townhome	Percent Distressed	Median Showings to Pending	Months Supply of Inventory	List to Close	Pct. of Orig. Price Received
Charlotte Region	50,854	+ 5.9%	14.1%	1.0%	17	1.7	93	96.7%
Alexander County	60	- 6.3%	0.0%	1.7%	13	2.9	139	95.5%
Anson County	144	+ 15.2%	0.7%	0.7%	8	4.5	130	92.7%
Cabarrus County	4,042	+ 5.5%	4.8%	0.8%	17	1.3	92	97.0%
Charlotte MSA	43,461	+ 5.6%	15.6%	1.0%	18	1.6	91	96.9%
City of Charlotte	16,574	+ 4.8%	26.1%	0.8%	19	1.3	85	97.2%
Concord	2,337	+ 0.8%	5.4%	0.8%	17	1.4	94	97.0%
Cornelius	843	- 3.4%	35.8%	0.8%	19	1.9	95	96.0%
Davidson	537	+ 13.1%	23.8%	0.7%	17	3.2	112	95.0%
Denver	690	+ 0.4%	6.7%	1.0%	16	3.4	126	96.1%
Fort Mill	1,724	+ 8.6%	26.6%	0.3%	19	1.5	98	97.6%
Gaston County	3,556	+ 6.5%	6.5%	1.5%	16	1.7	89	96.8%
Gastonia	1,512	+ 4.6%	6.7%	1.7%	16	1.6	79	96.8%
Huntersville	1,684	+ 1.5%	6.8%	0.6%	17	1.8	91	96.6%
Iredell County	3,542	+ 11.0%	6.3%	0.9%	16	2.2	111	95.7%
Kannapolis	873	+ 10.5%	1.4%	1.4%	17	1.0	77	96.4%
Lake Norman	2,496	+ 8.1%	14.9%	0.7%	19	2.8	124	95.4%
Lake Wylie	1,474	+ 19.7%	13.2%	1.3%	17	2.3	117	96.3%
Lancaster County	1,942	+ 5.4%	11.5%	0.9%	15	2.2	108	97.2%
Lincoln County	1,294	- 3.4%	3.6%	1.6%	15	2.9	110	96.1%
Lincolnton	378	- 10.4%	0.3%	2.9%	14	2.3	93	96.0%
Matthews	1,213	+ 9.7%	10.3%	0.7%	19	1.2	77	97.3%
Mecklenburg County	20,817	+ 4.8%	24.2%	0.8%	19	1.4	86	97.1%
Monroe	1,191	+ 15.4%	5.0%	1.7%	15	1.4	83	96.9%
Montgomery County	290	+ 30.6%	0.3%	0.3%	9	6.0	138	89.8%
Mooresville	2,233	+ 11.0%	8.7%	0.4%	18	2.3	114	96.1%
Rock Hill	1,861	+ 4.2%	13.3%	0.6%	17	1.5	78	97.4%
Rowan County	1,671	+ 0.1%	1.9%	2.1%	14	2.0	96	95.2%
Salisbury	907	- 0.8%	3.4%	1.7%	13	2.3	101	95.0%
Stanly County	698	+ 1.0%	1.1%	1.7%	12	2.4	113	94.6%
Statesville	998	+ 9.3%	2.9%	1.8%	14	2.0	107	95.1%
Union County	4,460	+ 6.3%	4.2%	1.0%	17	1.7	94	97.0%
Uptown Charlotte	346	- 6.5%	96.8%	0.6%	20	2.2	94	96.7%
Waxhaw	1,334	+ 5.2%	1.2%	1.4%	20	1.7	107	96.7%
York County	5,485	+ 11.2%	15.1%	0.7%	17	1.7	91	97.2%

Area Historical Median Prices

	2015	2016	2017	2018	2019	Change From 2018	Change From 2015
Charlotte Region	\$189,900	\$204,000	\$224,900	\$238,000	\$255,000	+ 7.1%	+ 34.3%
Alexander County	\$123,678	\$138,700	\$147,750	\$152,000	\$166,250	+ 9.4%	+ 34.4%
Anson County	\$59,500	\$86,900	\$79,500	\$102,500	\$112,000	+ 9.3%	+ 88.2%
Cabarrus County	\$184,500	\$193,000	\$205,000	\$224,900	\$245,000	+ 8.9%	+ 32.8%
Charlotte MSA	\$195,500	\$210,505	\$230,000	\$244,000	\$260,000	+ 6.6%	+ 33.0%
City of Charlotte	\$188,000	\$202,000	\$225,000	\$237,500	\$257,000	+ 8.2%	+ 36.7%
Concord	\$177,500	\$188,000	\$204,000	\$222,630	\$243,355	+ 9.3%	+ 37.1%
Cornelius	\$248,400	\$264,303	\$275,000	\$294,900	\$306,000	+ 3.8%	+ 23.2%
Davidson	\$297,500	\$332,500	\$324,000	\$375,000	\$367,500	- 2.0%	+ 23.5%
Denver	\$291,445	\$350,000	\$334,000	\$331,330	\$348,935	+ 5.3%	+ 19.7%
Fort Mill	\$260,000	\$285,000	\$299,000	\$323,250	\$315,000	- 2.6%	+ 21.2%
Gaston County	\$139,000	\$149,999	\$164,990	\$180,000	\$191,000	+ 6.1%	+ 37.4%
Gastonia	\$133,500	\$142,000	\$155,000	\$165,250	\$175,000	+ 5.9%	+ 31.1%
Huntersville	\$258,435	\$270,000	\$296,465	\$314,000	\$320,000	+ 1.9%	+ 23.8%
Iredell County	\$208,000	\$216,500	\$244,000	\$254,900	\$268,730	+ 5.4%	+ 29.2%
Kannapolis	\$116,000	\$124,299	\$133,360	\$151,650	\$164,200	+ 8.3%	+ 41.6%
Lake Norman	\$341,000	\$365,000	\$375,994	\$385,950	\$380,498	- 1.4%	+ 11.6%
Lake Wylie	\$290,279	\$330,000	\$327,000	\$354,765	\$349,900	- 1.4%	+ 20.5%
Lancaster County	\$246,548	\$259,000	\$268,000	\$279,000	\$299,990	+ 7.5%	+ 21.7%
Lincoln County	\$196,000	\$236,500	\$255,000	\$267,500	\$283,375	+ 5.9%	+ 44.6%
Lincolnton	\$130,000	\$142,000	\$155,500	\$164,000	\$185,000	+ 12.8%	+ 42.3%
Matthews	\$235,500	\$257,500	\$278,250	\$295,000	\$310,000	+ 5.1%	+ 31.6%
Mecklenburg County	\$204,708	\$218,500	\$239,900	\$252,000	\$270,000	+ 7.1%	+ 31.9%
Monroe	\$157,250	\$172,000	\$186,000	\$205,000	\$228,000	+ 11.2%	+ 45.0%
Montgomery County	\$133,750	\$135,000	\$120,000	\$132,000	\$135,000	+ 2.3%	+ 0.9%
Mooresville	\$255,000	\$260,000	\$287,000	\$299,906	\$304,250	+ 1.4%	+ 19.3%
Rock Hill	\$157,000	\$169,900	\$185,500	\$195,000	\$213,313	+ 9.4%	+ 35.9%
Rowan County	\$116,000	\$129,950	\$134,000	\$145,000	\$161,500	+ 11.4%	+ 39.2%
Salisbury	\$120,000	\$137,700	\$143,000	\$149,000	\$163,450	+ 9.7%	+ 36.2%
Stanly County	\$126,000	\$137,500	\$144,990	\$155,000	\$184,000	+ 18.7%	+ 46.0%
Statesville	\$131,000	\$144,000	\$154,000	\$166,450	\$185,000	+ 11.1%	+ 41.2%
Union County	\$235,000	\$258,750	\$284,855	\$300,000	\$305,000	+ 1.7%	+ 29.8%
Uptown Charlotte	\$250,500	\$263,000	\$284,000	\$279,000	\$296,500	+ 6.3%	+ 18.4%
Waxhaw	\$346,700	\$388,479	\$382,000	\$394,000	\$384,245	- 2.5%	+ 10.8%
York County	\$206,000	\$226,900	\$244,000	\$255,000	\$268,000	+ 5.1%	+ 30.1%