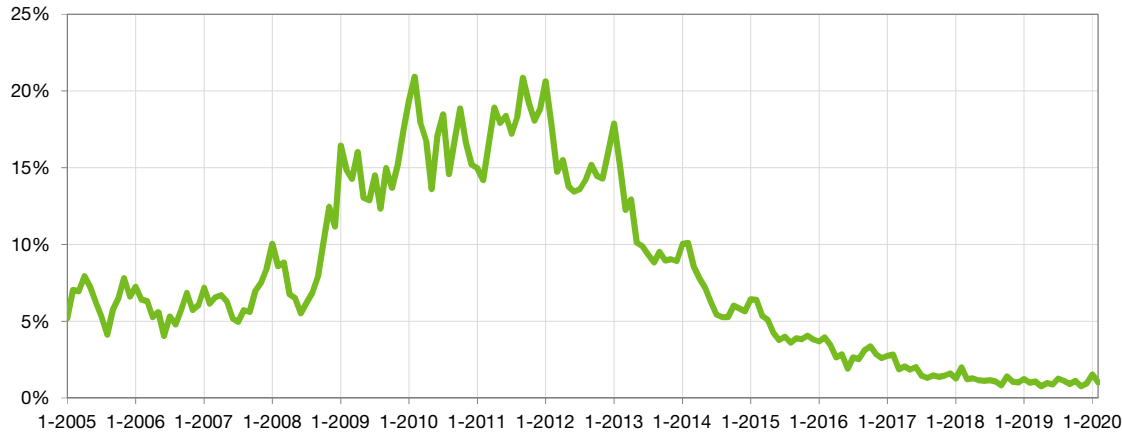


# Charlotte Region Lender-Mediated Report – February 2020

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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## Share of Closed Sales That Were Lender-Mediated: 1.0%

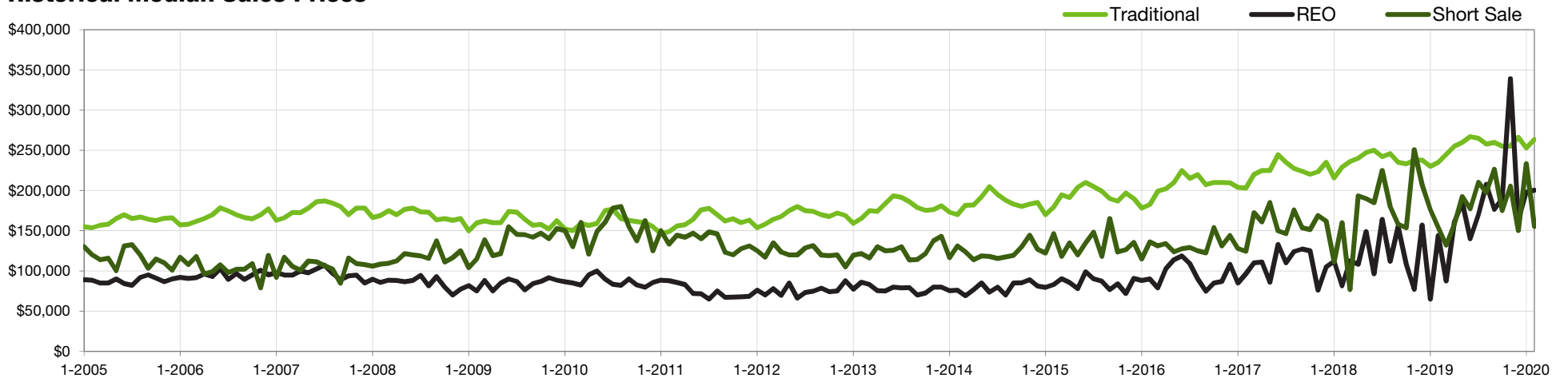


Closed Sales	2-2019	2-2020	+ / -
Traditional	3,005	3,112	+3.6%
Foreclosure	23	26	+13.0%
Short Sale	7	6	-14.3%
Total Market*	3,035	3,144	+3.6%

Median Sales Price	2-2019	2-2020	+ / -
Traditional	\$235,000	\$263,500	+12.1%
Foreclosure	\$144,000	\$200,500	+39.2%
Short Sale	\$154,000	\$155,250	+0.8%
Total Market*	\$234,748	\$262,640	+11.9%

\* 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

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February 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	2-2019			2-2020			2-2019			2-2020		
							Lender-Mediated	Traditional Properties	+/-	Lender-Mediated	Traditional Properties	+/-	Lender-Mediated	Traditional Properties	+/-	Lender-Mediated	Traditional Properties	+/-
Charlotte Region	6,757	81	1.2%	51,595	529	1.0%	\$139,950	\$181,000	+29.3%	\$240,000	\$259,430	+8.1%	\$186,766	\$228,476	+22.3%	\$289,023	\$307,497	+6.4%
Charlotte MSA	5,319	58	1.1%	44,116	438	1.0%	\$155,000	\$198,000	+27.7%	\$245,000	\$264,990	+8.2%	\$202,385	\$245,337	+21.2%	\$294,580	\$313,450	+6.4%
Alexander County, NC	11	0	0.0%	67	2	3.0%	\$77,400	\$35,750	-53.8%	\$155,500	\$170,000	+9.3%	\$77,400	\$35,750	-53.8%	\$204,568	\$222,145	+8.6%
Anson County, NC	38	0	0.0%	135	0	0.0%	\$65,000	--	--	\$106,500	\$115,000	+8.0%	\$65,357	--	--	\$125,907	\$125,421	-0.4%
Cabarrus County, NC	403	2	0.5%	4,073	31	0.8%	\$156,500	\$193,000	+23.3%	\$225,000	\$248,000	+10.2%	\$195,360	\$211,019	+8.0%	\$249,964	\$264,349	+5.8%
Gaston County, NC	469	5	1.1%	3,657	57	1.6%	\$93,000	\$110,000	+18.3%	\$181,490	\$195,000	+7.4%	\$152,801	\$135,887	-11.1%	\$200,292	\$220,085	+9.9%
Iredell County, NC	641	8	1.2%	3,602	31	0.9%	\$114,577	\$115,000	+0.4%	\$255,000	\$270,000	+5.9%	\$182,557	\$180,619	-1.1%	\$322,438	\$332,261	+3.0%
Lincoln County, NC	296	2	0.7%	1,289	22	1.7%	\$90,600	\$122,305	+35.0%	\$270,000	\$287,500	+6.5%	\$179,159	\$191,464	+6.9%	\$296,782	\$321,006	+8.2%
Mecklenburg County, NC	2,178	20	0.9%	21,197	175	0.8%	\$180,000	\$223,000	+23.9%	\$253,000	\$274,000	+8.3%	\$237,124	\$292,688	+23.4%	\$321,736	\$345,722	+7.5%
Montgomery County, NC	160	0	0.0%	292	1	0.3%	\$50,100	\$82,000	+63.7%	\$135,000	\$136,500	+1.1%	\$50,100	\$82,000	+63.7%	\$223,542	\$239,842	+7.3%
Rowan County, NC	276	7	2.5%	1,658	36	2.2%	\$76,643	\$97,000	+26.6%	\$149,995	\$165,000	+10.0%	\$97,266	\$134,307	+38.1%	\$168,679	\$184,226	+9.2%
Stanly County, NC	134	5	3.7%	717	13	1.8%	\$74,000	\$140,000	+89.2%	\$160,000	\$185,000	+15.6%	\$99,091	\$211,561	+113.5%	\$184,554	\$206,100	+11.7%
Union County, NC	577	10	1.7%	4,539	50	1.1%	\$177,500	\$278,750	+57.0%	\$300,000	\$308,000	+2.7%	\$250,185	\$318,441	+27.3%	\$351,033	\$359,508	+2.4%
Lancaster County, SC	333	4	1.2%	1,981	17	0.9%	\$202,500	\$64,900	-68.0%	\$280,360	\$303,000	+8.1%	\$193,483	\$161,413	-16.6%	\$286,447	\$301,617	+5.3%
York County, SC	730	6	0.8%	5,515	45	0.8%	\$195,000	\$255,999	+31.3%	\$257,500	\$269,000	+4.5%	\$243,760	\$302,746	+24.2%	\$284,304	\$296,081	+4.1%

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 CHARLOTTE REGIONAL REALTOR® ASSOCIATION

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February 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	2-2019	2-2020	+ / -	2-2019	2-2020	+ / -	2-2019	2-2020	+ / -	2-2019	2-2020	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	1,624	18	1.1%	16,821	144	0.9%	\$171,500	\$208,750	+21.7%	\$238,000	\$260,000	+9.2%	\$220,229	\$281,620	+27.9%	\$310,524	\$337,087	+8.6%
Concord, NC	225	1	0.4%	2,381	16	0.7%	\$158,000	\$167,500	+6.0%	\$224,900	\$248,000	+10.3%	\$174,310	\$193,681	+11.1%	\$248,589	\$263,977	+6.2%
Cornelius, NC	127	1	0.8%	889	8	0.9%	\$192,500	\$317,500	+64.9%	\$299,000	\$305,000	+2.0%	\$336,830	\$462,013	+37.2%	\$452,396	\$468,431	+3.5%
Davidson, NC	114	1	0.9%	557	4	0.7%	\$650,000	\$326,171	-49.8%	\$370,000	\$373,000	+0.8%	\$650,000	\$341,377	-47.5%	\$440,584	\$462,087	+4.9%
Denver, NC	162	0	0.0%	707	7	1.0%	\$412,500	\$319,000	-22.7%	\$332,491	\$353,750	+6.4%	\$422,500	\$351,357	-16.8%	\$376,848	\$401,584	+6.6%
Gastonia, NC	200	2	1.0%	1,526	30	2.0%	\$119,501	\$95,001	-20.5%	\$168,000	\$179,900	+7.1%	\$117,476	\$124,783	+6.2%	\$177,889	\$189,261	+6.4%
Huntersville, NC	187	1	0.5%	1,718	10	0.6%	\$300,000	\$315,000	+5.0%	\$315,000	\$320,550	+1.8%	\$412,000	\$301,300	-26.9%	\$339,149	\$346,602	+2.2%
Kannapolis, NC	76	1	1.3%	869	14	1.6%	\$81,000	\$142,700	+76.2%	\$155,000	\$165,000	+6.5%	\$101,800	\$143,095	+40.6%	\$167,542	\$182,050	+8.7%
Lincolnton, NC	81	2	2.5%	373	9	2.4%	\$65,500	\$122,010	+86.3%	\$167,750	\$190,000	+13.3%	\$77,595	\$124,823	+60.9%	\$189,173	\$207,231	+9.5%
Matthews, NC	110	1	0.9%	1,250	10	0.8%	\$265,000	\$273,000	+3.0%	\$297,000	\$310,000	+4.4%	\$263,868	\$292,330	+10.8%	\$328,780	\$351,139	+6.8%
Monroe, NC	138	2	1.4%	1,199	19	1.6%	\$138,000	\$210,000	+52.2%	\$205,000	\$235,000	+14.6%	\$171,943	\$232,105	+35.0%	\$224,443	\$246,604	+9.9%
Mooresville, NC	411	3	0.7%	2,255	11	0.5%	\$202,000	\$270,000	+33.7%	\$298,068	\$307,750	+3.2%	\$331,611	\$295,289	-11.0%	\$390,457	\$391,746	+0.3%
Salisbury, NC	157	4	2.5%	918	14	1.5%	\$76,785	\$112,500	+46.5%	\$150,000	\$168,000	+12.0%	\$107,335	\$135,036	+25.8%	\$166,971	\$186,431	+11.7%
Statesville, NC	181	4	2.2%	1,016	16	1.6%	\$97,152	\$106,750	+9.9%	\$169,000	\$191,250	+13.2%	\$104,929	\$107,844	+2.8%	\$183,549	\$204,357	+11.3%
Waxhaw, NC	196	3	1.5%	1,348	21	1.6%	\$291,500	\$381,750	+31.0%	\$385,000	\$386,334	+0.3%	\$485,838	\$420,506	-13.4%	\$447,693	\$453,579	+1.3%
Fort Mill, SC	209	1	0.5%	1,713	7	0.4%	\$338,479	\$308,000	-9.0%	\$323,500	\$318,250	-1.6%	\$325,535	\$413,243	+26.9%	\$346,569	\$355,653	+2.6%
Rock Hill, SC	193	2	1.0%	1,902	11	0.6%	\$91,250	\$193,000	+111.5%	\$197,900	\$215,000	+8.6%	\$111,286	\$187,498	+68.5%	\$213,412	\$225,861	+5.8%
Tega Cay, SC	64	2	3.1%	380	10	2.6%	\$472,500	\$399,000	-15.6%	\$339,950	\$356,516	+4.9%	\$494,214	\$390,400	-21.0%	\$364,402	\$373,349	+2.5%
Lake Norman	565	3	0.5%	2,520	19	0.8%	\$402,000	\$319,000	-20.6%	\$387,500	\$384,000	-0.9%	\$442,477	\$413,588	-6.5%	\$503,030	\$508,683	+1.1%
Lake Wylie	298	7	2.3%	1,509	19	1.3%	\$428,000	\$430,000	+0.5%	\$357,000	\$348,353	-2.4%	\$494,375	\$546,342	+10.5%	\$400,379	\$392,742	-1.9%
Uptown Charlotte	54	1	1.9%	369	1	0.3%	\$372,500	\$546,000	+46.6%	\$279,000	\$295,250	+5.8%	\$372,500	\$546,000	+46.6%	\$330,338	\$355,686	+7.7%