Annual Report on the Charlotte Region Housing Market

Residential Real Estate Activity from the Canopy Realtor® Association

canopy
REALTOR® ASSOCIATION

2022

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2022 began where 2021 left off: Mortgage rates were near historic lows, buyer competition was fierce, and homes were selling at a breakneck pace, often with multiple bids and all-cash offers, due to pent-up demand and a shortage of housing supply, causing sales prices to soar to new heights. But all that changed a few months later as mortgage rates began to rise, adding hundreds of dollars to monthly mortgage payments and causing housing affordability to plummet to its lowest level in decades. As borrowing costs continued to increase, home sales and home prices began to slow, and after two years of record-breaking activity, the red-hot housing market was finally cooling.

Sales: Pending sales decreased 20.5 percent from last year, finishing 2022 at 47,477. Closed sales were down 15.3 percent to end the year at 50,286.

Listings: Comparing 2022 to the prior year, the number of homes available for sale was up 54.0 percent. There were 6,479 active listings at the end of 2022. New listings decreased by 10.0 percent to finish the year at 57,973.

Distressed: Previous forbearance efforts by the government and lenders limited distressed sales activity once again. In 2022, the percentage of closed sales that were either foreclosure or short sale remained the same as last year at 0.4 percent of the market. Foreclosure and short sale activity may increase in 2023, though the strong gains in equity seen by most homeowners in the last few years will help to limit the number of distressed sales.

Showings: Showing activity in 2022 softened in response to the increase in mortgage rates, as some buyers put their home purchase plans on hold. Compared to 2021, there were 17.6 percent fewer showings across the market. However, the typical home received 19 showings before pending, which was down 12.0 percent compared to 2021.

Prices: Home prices were up compared to last year. The overall median sales price increased 16.7 percent to $379,890 for the year. Single-Family home prices were up 14.7 percent compared to last year, and Townhouse-Condo home prices were up 20.1 percent.

List Price Received: Sellers received, on average, 99.7 percent of their original list price at sale, a year-over-year reduction of 1.1 percent.

Home sales continued to decline throughout much of the year, as affordability challenges took their toll on market participants, forcing many prospective buyers and sellers to the sidelines. To help offset rising costs, some buyers moved from bigger, more expensive cities to smaller, more affordable areas, while others turned to the rental market, where competition and rental prices surged. As mortgage rates continued to climb and market conditions shifted, many homeowners were reluctant to sell their homes, and with buyer demand down, homebuilders eased production, further constraining an already limited supply of housing.

Looking ahead to the 2023, much depends on inflation, mortgage interest rates, and the broader state of the economy, although economists predict many of 2022's housing trends will continue into the new year: home sales will soften, price growth will moderate, inventory will remain tight, and there will be greater variability between markets nationally, with some regions possibly seeing price declines while other, more affordable areas of the country remain in high demand and experience price growth.

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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.

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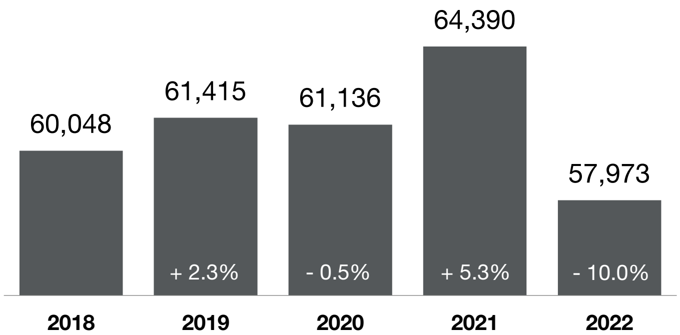
Quick Facts

New Listings



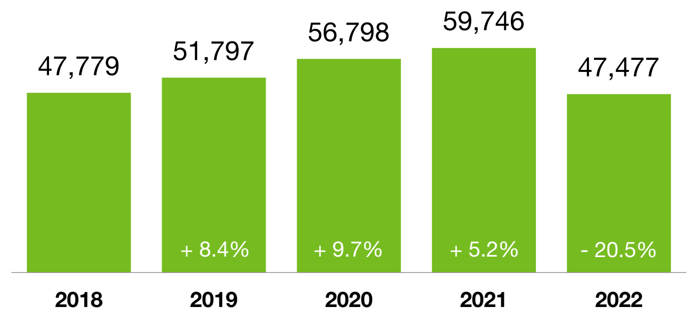
Top 5 Areas: Change in New Listings from 2021

Stanly County	+ 16.7%
Lancaster County	+ 7.0%
Statesville	+ 5.9%
Rowan County	- 0.4%
Gastonia	- 0.8%

Bottom 5 Areas: Change in New Listings from 2021

Fort Mill	- 16.7%
Huntersville	- 16.9%
Matthews	- 17.5%
Denver	- 23.3%
Lake Wylie	- 25.1%

Pending Sales



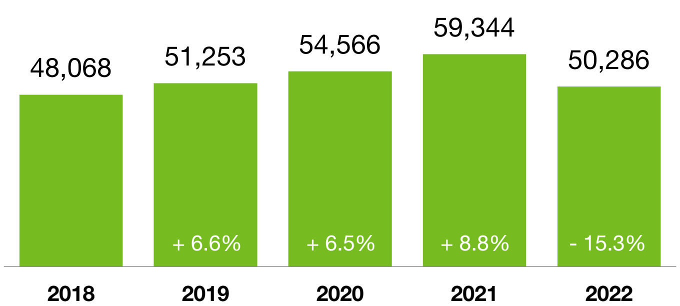
Top 5 Areas: Change in Pending Sales from 2021

Stanly County	- 1.4%
Lancaster County	- 5.4%
Statesville	- 10.6%
Anson County	- 11.2%
Gastonia	- 11.7%

Bottom 5 Areas: Change in Pending Sales from 2021

Mooresville	- 27.6%
Cabarrus County	- 28.4%
Lake Norman	- 28.9%
Lake Wylie	- 32.2%
Denver	- 36.3%

Closed Sales



Top 5 Areas: Change in Closed Sales from 2021

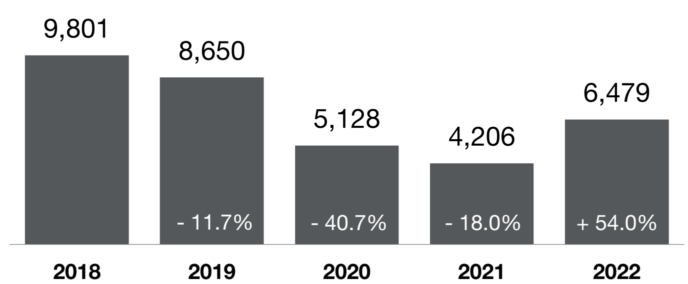
Stanly County	+ 5.7%
Anson County	+ 0.6%
Alexander County	- 3.7%
Gastonia	- 4.3%
Statesville	- 6.3%

Bottom 5 Areas: Change in Closed Sales from 2021

Montgomery County	- 22.7%
Cornelius	- 24.4%
Lake Norman	- 27.9%
Mooresville	- 28.7%
Denver	- 29.4%

Inventory of Homes for Sale

At the end of the year.



Top 5 Areas: Change in Homes for Sale from 2021

Cabarrus County	+ 120.1%
Stanly County	+ 119.8%
Monroe	+ 95.7%
Lancaster County	+ 87.7%
Concord	+ 87.6%

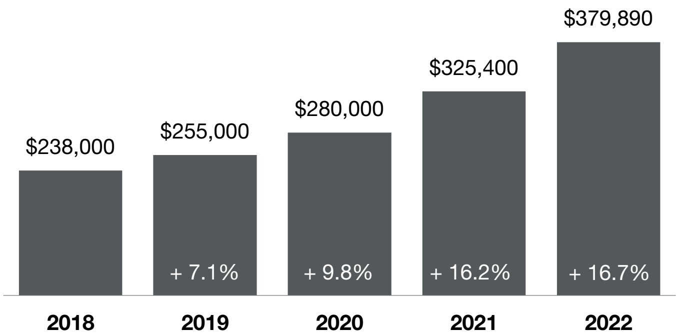
Bottom 5 Areas: Change in Homes for Sale from 2021

Lincoln County	+ 27.2%
Montgomery County	+ 24.2%
Lake Wylie	+ 17.5%
Lincolnton	+ 4.2%
Alexander County	- 8.1%

2022 Annual Report on the Charlotte Region Housing Market

Quick Facts

Median Sales Price



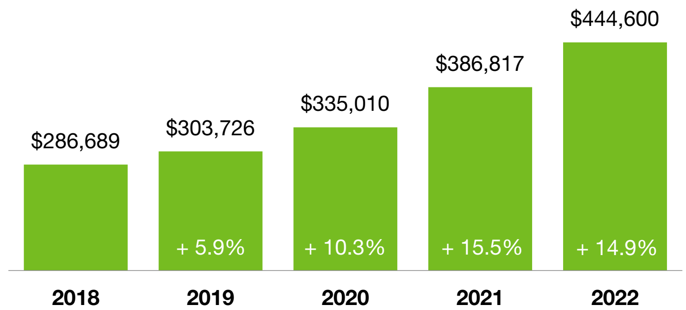
Top 5 Areas: Change in Median Sales Price from 2021

Stanly County	+ 28.9%
Huntersville	+ 27.5%
Lake Norman	+ 24.5%
Cornelius	+ 23.0%
Monroe	+ 22.6%

Bottom 5 Areas: Change in Median Sales Price from 2021

Cabarrus County	+ 16.3%
Davidson	+ 16.1%
Statesville	+ 14.1%
Iredell County	+ 12.3%
Anson County	+ 7.4%

Average Sales Price



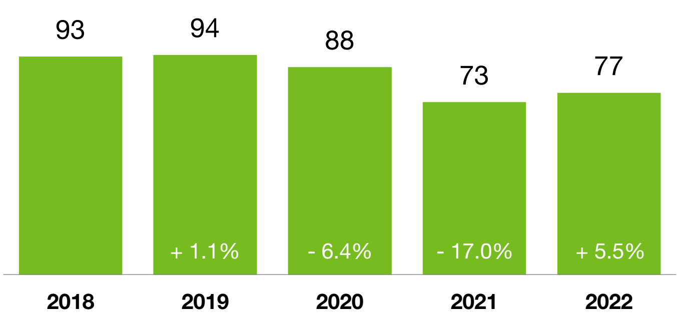
Top 5 Areas: Change in Avg. Sales Price from 2021

Mooresville	+ 24.7%
Stanly County	+ 23.5%
Denver	+ 22.7%
Huntersville	+ 21.3%
Monroe	+ 21.0%

Bottom 5 Areas: Change in Avg. Sales Price from 2021

Kannapolis	+ 13.8%
Alexander County	+ 13.7%
Anson County	+ 13.2%
Statesville	+ 12.1%
Lincolnton	+ 10.2%

List to Close



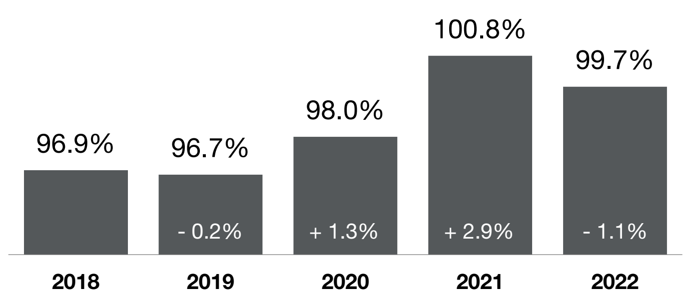
Top 5 Areas: Change in List to Close from 2021

Huntersville	+ 29.9%
Stanly County	+ 23.5%
Union County	+ 21.1%
Cabarrus County	+ 16.4%
Concord	+ 16.4%

Bottom 5 Areas: Change in List to Close from 2021

Cornelius	- 4.9%
Lake Norman	- 4.9%
Gaston County	- 5.1%
Denver	- 11.8%
Montgomery County	- 23.6%

Percent of Original List Price Received



Top 5 Areas: Change in Pct. of Orig. Price Received from 2021

Alexander County	+ 0.2%
Lincolnton	+ 0.2%
Salisbury	- 0.2%
Montgomery County	- 0.2%
Cornelius	- 0.4%

Bottom 5 Areas: Change in Pct. of Orig. Price Received from 2021

Rock Hill	- 1.6%
Union County	- 1.7%
Iredell County	- 1.9%
Mooresville	- 2.0%
Monroe	- 2.1%

Property Type Review

76

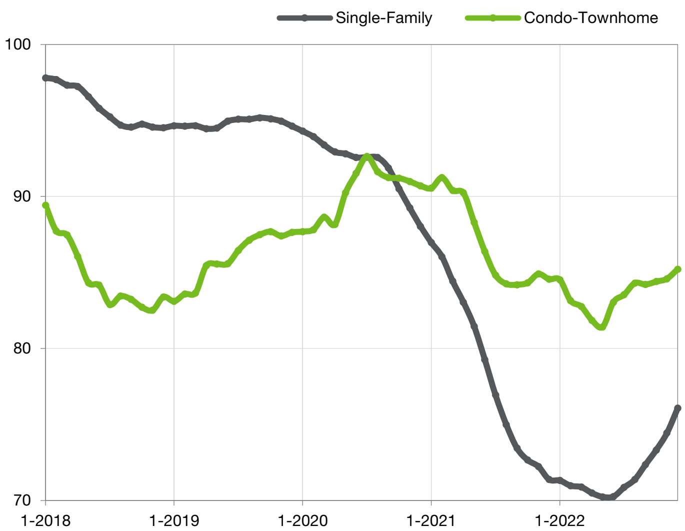
Average List to Close
Single-Family

85

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 2022

Uptown Charlotte	98.6%
Cornelius	34.8%
City of Charlotte	30.9%
Mecklenburg County	28.4%
Davidson	25.8%
Fort Mill	24.8%
Charlotte MSA	17.6%
Lake Norman	16.2%
Charlotte Region	15.5%
York County	15.2%
Lake Wylie	15.1%
Matthews	14.5%
Huntersville	13.3%
Rock Hill	13.0%
Lancaster County	9.5%
Salisbury	9.3%
Mooresville	8.8%
Cabarrus County	7.9%
Denver	7.4%
Gaston County	6.3%
Union County	6.2%
Gastonia	6.1%
Rowan County	5.9%
Concord	5.7%
Iredell County	5.4%

+ 14.7%

One-Year Change in Price
Single-Family

+ 20.1%

One-Year Change in Price
Condo-Townhome

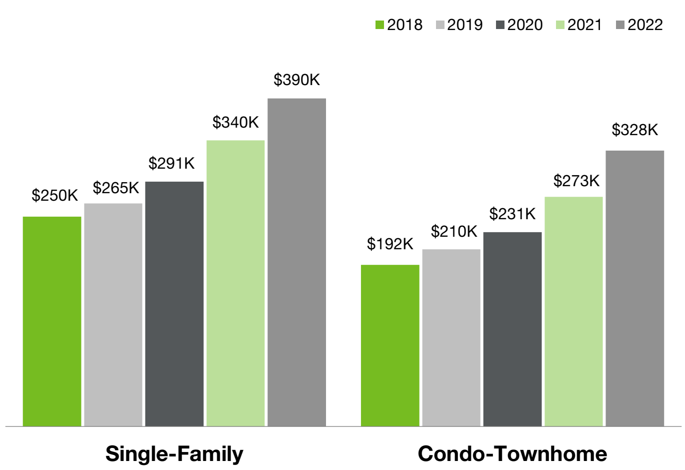
99.6%

Pct. of Orig. Price Received
Single-Family

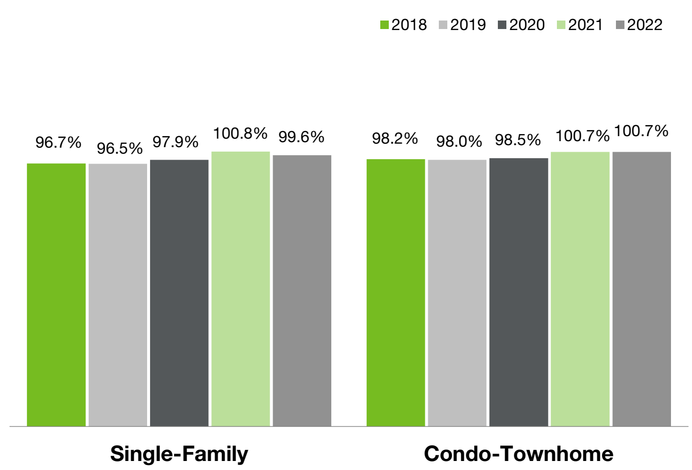
100.7%

Pct. of Orig. Price Received
Condo-Townhome

Median Sales Price



Percent of Original List Price Received



Distressed Homes Review

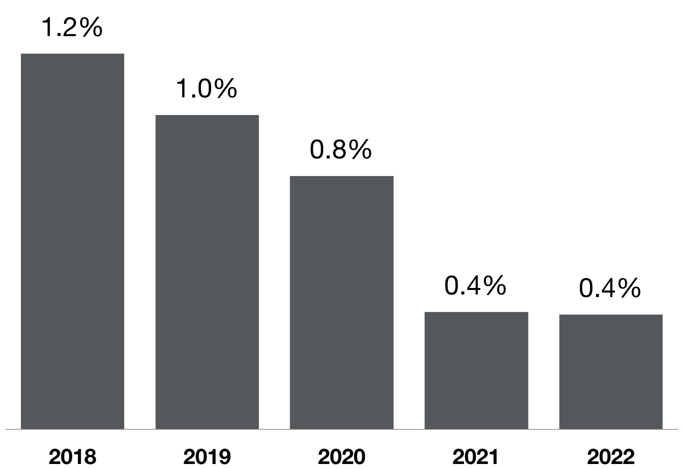
0.4%

Percent of Closed Sales in 2022 That Were Distressed

0.0%

One-Year Change in Sales of Lender-Mediated

Percent of Sales That Were Distressed



Top Areas: Lender-Mediated Market Share in 2022

Alexander County	1.5%
Anson County	1.2%
Rowan County	0.7%
Lincolnton	0.6%
Kannapolis	0.5%
Salisbury	0.5%
Rock Hill	0.5%
Statesville	0.4%
Mooresville	0.4%
City of Charlotte	0.4%
Union County	0.4%
Iredell County	0.4%
Mecklenburg County	0.4%
Charlotte Region	0.4%
Monroe	0.4%
Lake Norman	0.4%
Charlotte MSA	0.3%
York County	0.3%
Montgomery County	0.3%
Cornelius	0.3%
Lancaster County	0.3%
Uptown Charlotte	0.3%
Matthews	0.3%
Lincoln County	0.3%
Concord	0.2%

+ 49.0%

Four-Year Change in Price All Properties

+ 49.0%

Four-Year Change in Price Traditional Properties

+ 103.7%

Four-Year Change in Price Foreclosure

+ 47.9%

Four-Year Change in Price Short Sale

Median Sales Price

Bedroom Count Review

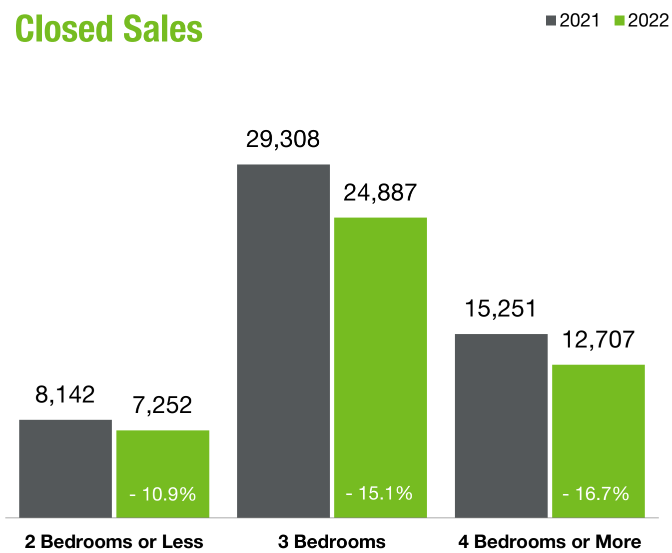
- 10.9%

Reduction in Closed Sales
2 Bedrooms or Less

- 16.7%

Reduction in Closed Sales
4 Bedrooms or More

Closed Sales



Top Areas: 4 Bedrooms or More Market Share in 2022

Lake Norman	36.4%
Davidson	35.9%
Lake Wylie	35.5%
Mooresville	35.2%
Huntersville	33.8%
Waxhaw	33.4%
Matthews	32.2%
Denver	31.0%
Union County	30.3%
Lancaster County	30.2%
Iredell County	29.1%
Fort Mill	28.5%
Concord	28.3%
Monroe	27.5%
Mecklenburg County	26.8%
York County	26.5%
Cabarrus County	26.4%
City of Charlotte	25.9%
Charlotte MSA	25.8%
Charlotte Region	25.3%
Cornelius	25.2%
Lincoln County	23.2%
Stanly County	22.2%
Rock Hill	21.2%
Gastonia	20.5%

99.7%

Percent of Original List Price Received in 2022 for All Properties

98.9%

Percent of Original List Price Received in 2022 for 2 Bedrooms or Less

99.8%

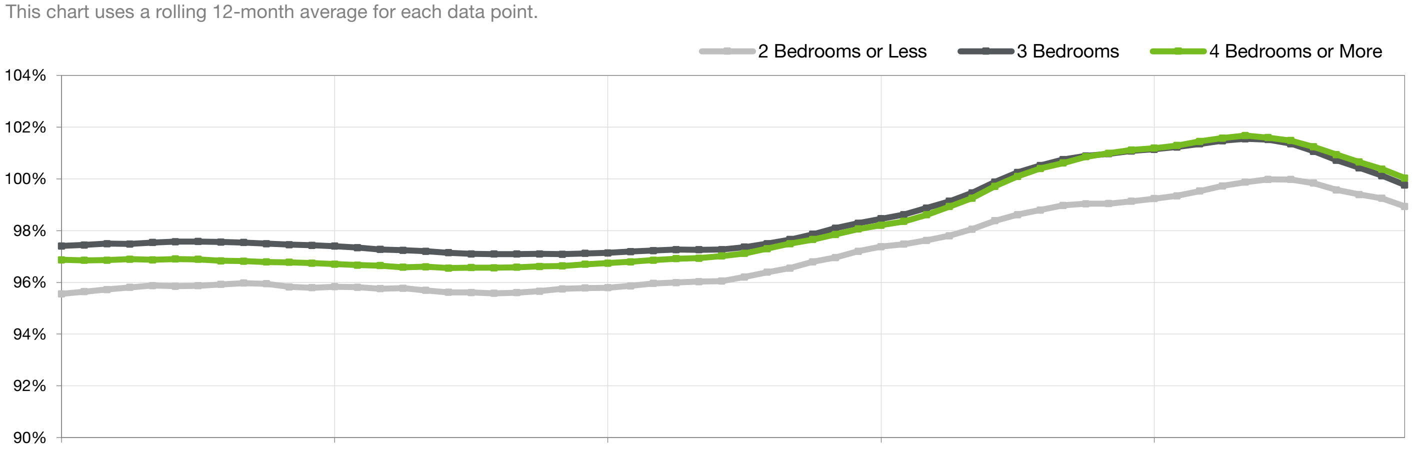
Percent of Original List Price Received in 2022 for 3 Bedrooms

100.0%

Percent of Original List Price Received in 2022 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

$200,001 to $300,000

Price Range with Shortest Average Market Time

$100,000 and Below

Price Range with Longest Average Market Time

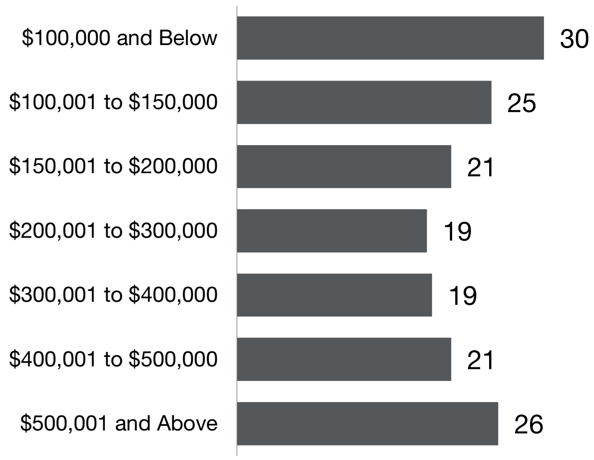
1.4%

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

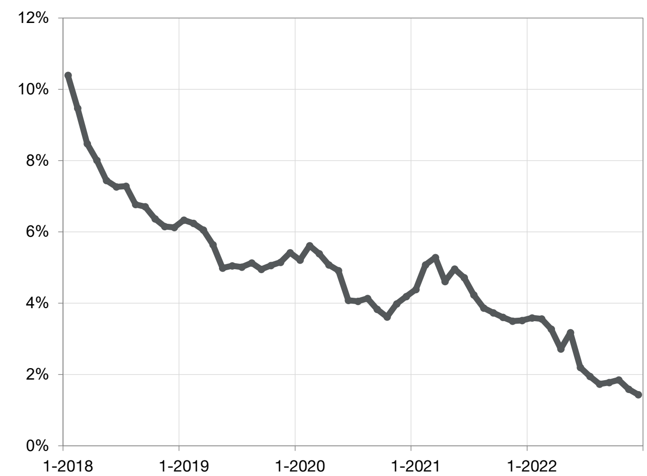
- 59.2%

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



$500,001 and Above

Price Range with the Most Closed Sales

+ 22.4%

Price Range with Strongest One-Year Change in Sales: $500,001 and Above

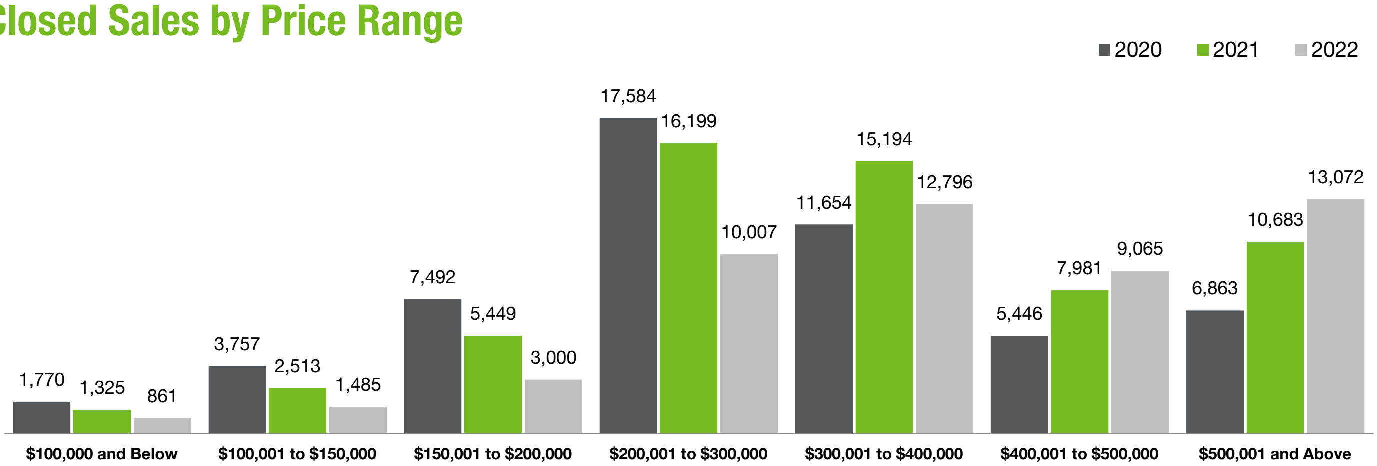
$100,000 and Below

Price Range with the Fewest Closed Sales

- 44.9%

Price Range with Weakest One-Year Change in Sales: $150,001 to $200,000

Closed Sales by Price Range



Showings Review

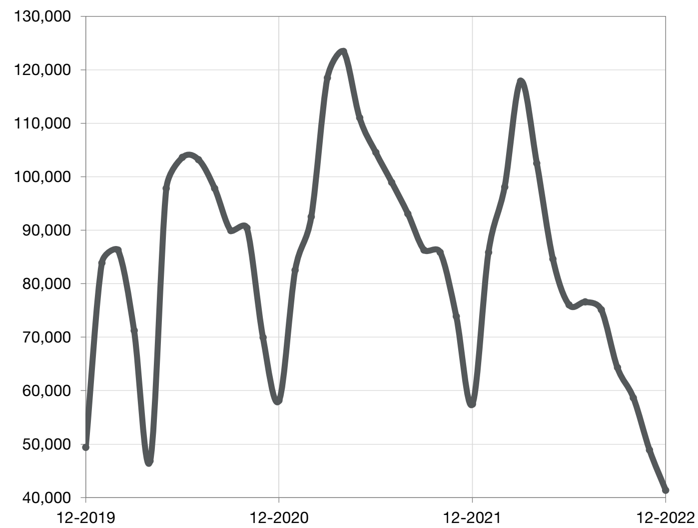
19

Median Number of Showings Before Pending

- 12.0%

One-Year Change in Median Showings Before Pending

Monthly Number of Showings



Top 10 Areas: Number of Showings

Charlotte MSA	794,324
Mecklenburg County	392,477
City of Charlotte	319,883
York County	93,613
Union County	79,844
Cabarrus County	69,477
Gaston County	67,192
Iredell County	57,407
Concord	43,530
Lake Norman	41,133

Top 10 Areas: Number of Showings per Listing

Matthews	24.9
Waxhaw	24.5
Fort Mill	22.7
City of Charlotte	21.7
Concord	21.7
Huntersville	21.6
Mecklenburg County	21.5
Rock Hill	20.4
Uptown Charlotte	20.4
Union County	20.3

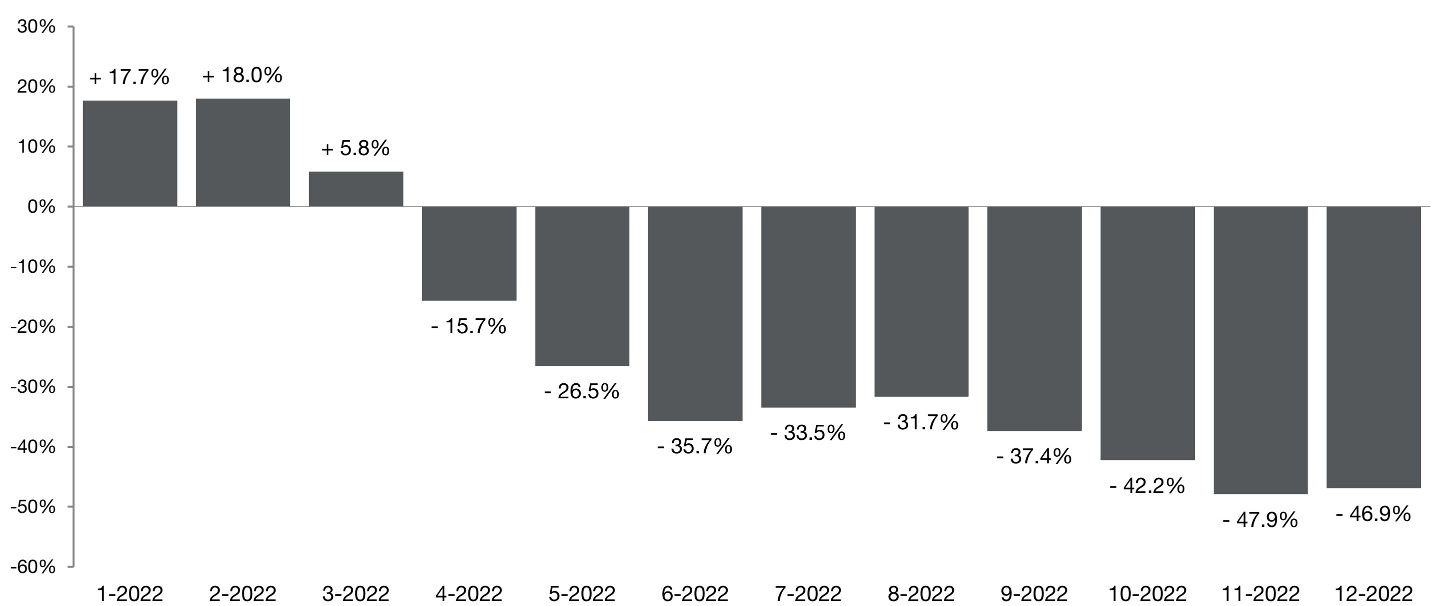
- 17.6%

One-Year Change in Total Showings

February '22

Peak Change in Showing Activity Month

2022 Year-Over-Year Change in Monthly Showings per Listing



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Area Overviews

	Total Closed Sales	Change from 2021	Percent Condo-Townhome	Percent Distressed	Median Showings to Pending	Months Supply of Inventory	List to Close	Pct. of Orig. Price Received
Charlotte Region	**50,286**	**- 15.3%**	**15.5%**	**0.4%**	**19**	**1.6**	**77**	**99.7%**
Alexander County	334	- 3.7%	0.6%	1.5%	15	1.3	74	98.4%
Anson County	173	+ 0.6%	0.0%	1.2%	8	3.4	93	93.6%
Cabarrus County	3,528	- 18.7%	7.9%	0.2%	20	1.8	71	100.1%
Charlotte MSA	41,781	- 16.2%	17.6%	0.3%	20	1.6	78	100.1%
City of Charlotte	15,217	- 18.4%	30.9%	0.4%	22	1.4	75	100.6%
Concord	2,060	- 17.5%	5.7%	0.2%	22	1.6	71	100.4%
Cornelius	655	- 24.4%	34.8%	0.3%	20	1.5	58	99.9%
Davidson	457	- 20.8%	25.8%	0.0%	19	1.9	84	99.7%
Denver	691	- 29.4%	7.4%	0.0%	17	1.9	90	99.6%
Fort Mill	1,382	- 21.4%	24.8%	0.1%	23	1.2	75	100.9%
Gaston County	3,883	- 13.8%	6.3%	0.2%	18	1.8	74	99.0%
Gastonia	1,814	- 4.3%	6.1%	0.1%	18	1.9	75	98.9%
Huntersville	1,629	- 8.7%	13.3%	0.2%	22	1.1	100	101.2%
Iredell County	3,444	- 18.1%	5.4%	0.4%	17	2.0	77	98.6%
Kannapolis	921	- 15.7%	3.0%	0.5%	18	1.7	66	98.3%
Lake Norman	1,994	- 27.9%	16.2%	0.4%	19	2.0	77	98.9%
Lake Wylie	1,391	- 22.7%	15.1%	0.1%	18	1.4	106	100.1%
Lancaster County	2,047	- 9.0%	9.5%	0.3%	16	1.6	84	99.7%
Lincoln County	1,541	- 18.6%	4.5%	0.3%	16	1.9	93	99.5%
Lincolnton	469	- 11.7%	2.6%	0.6%	16	1.9	76	99.6%
Matthews	1,090	- 20.5%	14.5%	0.3%	25	1.1	64	101.6%
Mecklenburg County	19,107	- 18.2%	28.4%	0.4%	22	1.4	77	100.7%
Monroe	1,384	- 13.5%	3.9%	0.4%	16	1.7	82	99.0%
Montgomery County	317	- 22.7%	0.3%	0.3%	10	3.0	81	93.2%
Mooresville	1,815	- 28.7%	8.8%	0.4%	20	1.5	74	99.1%
Rock Hill	1,777	- 14.1%	13.0%	0.5%	20	1.4	65	99.7%
Rowan County	2,108	- 7.6%	5.9%	0.7%	16	1.9	74	98.3%
Salisbury	1,144	- 8.8%	9.3%	0.5%	16	2.0	78	98.4%
Stanly County	1,027	+ 5.7%	0.6%	0.2%	12	2.4	84	97.6%
Statesville	1,119	- 6.3%	2.4%	0.4%	14	2.6	68	98.0%
Union County	4,322	- 14.0%	6.2%	0.4%	20	1.4	86	100.1%
Uptown Charlotte	358	- 24.3%	98.6%	0.3%	20	0.8	61	99.5%
Waxhaw	1,052	- 23.3%	1.8%	0.2%	24	1.2	74	101.1%
York County	5,020	- 16.5%	15.2%	0.3%	19	1.5	75	99.9%

Area Historical Median Prices

	2018	2019	2020	2021	2022	Change From 2021	Change From 2018
Charlotte Region	**$238,000**	**$255,000**	**$280,000**	**$325,400**	**$379,890**	**+ 16.7%**	**+ 59.6%**
Alexander County	$150,000	$167,000	$182,000	$217,000	$256,550	+ 18.2%	+ 71.0%
Anson County	$102,500	$111,750	$124,900	$135,000	$145,000	+ 7.4%	+ 41.5%
Cabarrus County	$224,900	$245,000	$267,900	$320,000	$372,048	+ 16.3%	+ 65.4%
Charlotte MSA	$244,000	$260,000	$287,500	$335,000	$390,000	+ 16.4%	+ 59.8%
City of Charlotte	$237,500	$257,000	$285,000	$340,000	$396,050	+ 16.5%	+ 66.8%
Concord	$222,565	$244,000	$270,800	$315,100	$370,000	+ 17.4%	+ 66.2%
Cornelius	$294,900	$306,500	$332,000	$398,500	$490,000	+ 23.0%	+ 66.2%
Davidson	$375,000	$366,950	$415,000	$514,500	$597,500	+ 16.1%	+ 59.3%
Denver	$330,000	$345,000	$358,000	$395,000	$483,004	+ 22.3%	+ 46.4%
Fort Mill	$323,500	$315,000	$340,000	$395,000	$459,350	+ 16.3%	+ 42.0%
Gaston County	$180,000	$190,000	$217,000	$260,790	$304,000	+ 16.6%	+ 68.9%
Gastonia	$165,000	$175,000	$200,000	$243,500	$285,000	+ 17.0%	+ 72.7%
Huntersville	$314,999	$320,000	$347,950	$408,000	$520,000	+ 27.5%	+ 65.1%
Iredell County	$253,000	$268,195	$295,000	$340,000	$381,950	+ 12.3%	+ 51.0%
Kannapolis	$151,500	$164,000	$185,450	$240,000	$280,000	+ 16.7%	+ 84.8%
Lake Norman	$385,333	$380,500	$420,000	$460,000	$572,694	+ 24.5%	+ 48.6%
Lake Wylie	$354,681	$349,900	$375,000	$443,000	$523,750	+ 18.2%	+ 47.7%
Lancaster County	$279,000	$300,000	$325,000	$365,000	$435,000	+ 19.2%	+ 55.9%
Lincoln County	$264,250	$280,000	$308,000	$349,000	$414,523	+ 18.8%	+ 56.9%
Lincolnton	$162,750	$185,000	$202,700	$245,000	$285,000	+ 16.3%	+ 75.1%
Matthews	$295,000	$310,000	$330,000	$385,000	$452,500	+ 17.5%	+ 53.4%
Mecklenburg County	$252,000	$270,000	$300,000	$355,000	$415,000	+ 16.9%	+ 64.7%
Monroe	$205,000	$229,000	$250,000	$310,000	$380,000	+ 22.6%	+ 85.4%
Montgomery County	$132,000	$135,000	$175,900	$162,000	$189,500	+ 17.0%	+ 43.6%
Mooresville	$299,903	$304,725	$335,000	$377,500	$456,697	+ 21.0%	+ 52.3%
Rock Hill	$195,000	$213,313	$235,000	$270,000	$319,900	+ 18.5%	+ 64.1%
Rowan County	$145,000	$161,250	$190,000	$222,000	$260,000	+ 17.1%	+ 79.3%
Salisbury	$149,000	$162,500	$191,490	$218,000	$255,000	+ 17.0%	+ 71.1%
Stanly County	$155,000	$183,445	$190,000	$225,000	$290,000	+ 28.9%	+ 87.1%
Statesville	$166,000	$185,000	$200,000	$241,050	$275,000	+ 14.1%	+ 65.7%
Union County	$300,000	$305,000	$334,900	$379,000	$445,000	+ 17.4%	+ 48.3%
Uptown Charlotte	$279,000	$295,500	$281,000	$340,000	$373,750	+ 9.9%	+ 34.0%
Waxhaw	$394,450	$384,245	$419,900	$495,000	$600,000	+ 21.2%	+ 52.1%
York County	$255,000	$268,250	$289,000	$326,820	$381,000	+ 16.6%	+ 49.4%