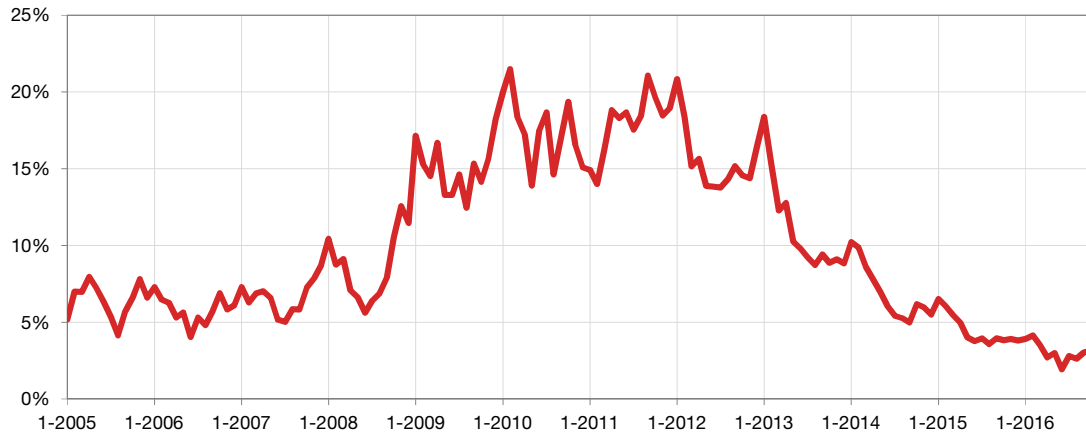


# Lender-Mediated Report – November 2016

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
 COVERING THE ENTIRE CAROLINA MLS AREA  
 FOR MORE INFORMATION, CONTACT A REALTOR®



## Share of Closed Sales That Were Lender-Mediated: 2.8%

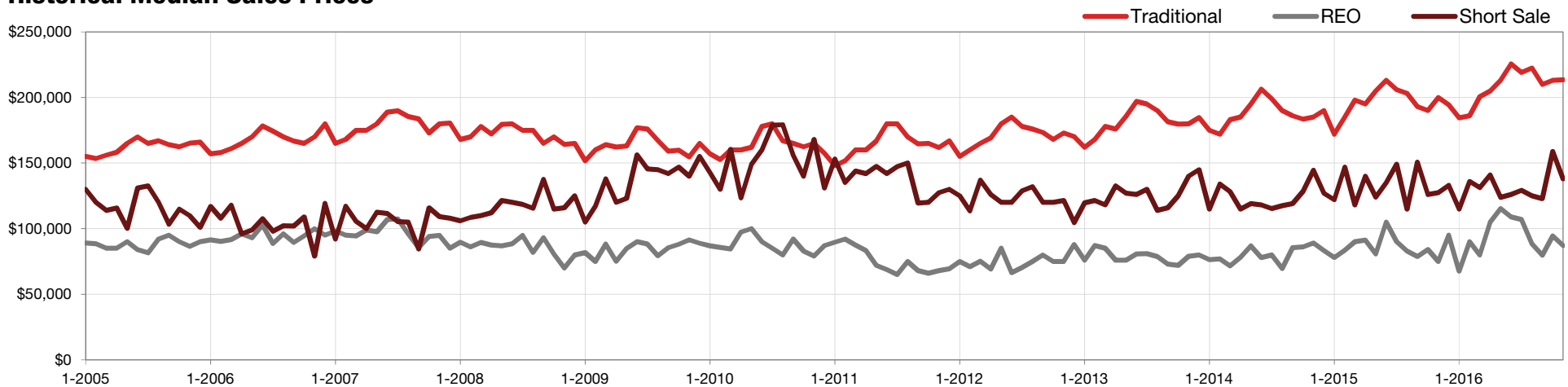


Closed Sales	11-2015	11-2016	+ / -
Traditional	2,549	3,087	+21.1%
Foreclosure	69	64	-7.2%
Short Sale	35	24	-31.4%
Total Market*	2,653	3,175	+19.7%

Median Sales Price	11-2015	11-2016	+ / -
Traditional	\$200,000	\$213,500	+6.7%
Foreclosure	\$75,000	\$87,000	+16.0%
Short Sale	\$127,500	\$138,000	+8.2%
Total Market*	\$195,000	\$210,000	+7.7%

\* 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



# Lender-Mediated Report – Activity by County

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



November 2016	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	11-2015	11-2016	+/-	11-2015	11-2016	+/-	11-2015	11-2016	+/-	11-2015	11-2016	+/-
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Entire CarolinaMLS Region	9,770	199	2.0%	44,046	1,329	3.0%	\$98,529	\$104,799	+6.4%	\$197,000	\$210,000	+6.6%	\$129,156	\$133,599	+3.4%	\$246,974	\$259,975	+5.3%
Charlotte MSA	7,261	151	2.1%	38,346	1,082	2.8%	\$100,500	\$110,000	+9.5%	\$200,000	\$213,500	+6.7%	\$128,245	\$138,634	+8.1%	\$249,264	\$262,425	+5.3%
Alexander County, NC	69	0	0.0%	130	3	2.3%	\$54,000	\$36,000	-33.3%	\$123,678	\$144,500	+16.8%	\$136,956	\$38,822	-71.7%	\$149,388	\$183,854	+23.1%
Anson County, NC	100	1	1.0%	127	6	4.7%	\$48,250	\$38,750	-19.7%	\$62,900	\$81,000	+28.8%	\$87,625	\$57,003	-34.9%	\$76,795	\$102,537	+33.5%
Cabarrus County, NC	585	13	2.2%	3,362	80	2.4%	\$115,625	\$115,000	-0.5%	\$186,000	\$192,745	+3.6%	\$123,481	\$154,371	+25.0%	\$206,656	\$211,528	+2.4%
Gaston County, NC	694	20	2.9%	3,012	134	4.4%	\$56,000	\$66,250	+18.3%	\$142,900	\$150,000	+5.0%	\$84,891	\$78,090	-8.0%	\$161,793	\$170,351	+5.3%
Iredell County, NC	991	18	1.8%	2,959	79	2.7%	\$99,500	\$79,860	-19.7%	\$211,000	\$222,000	+5.2%	\$168,926	\$120,304	-28.8%	\$273,758	\$287,728	+5.1%
Lincoln County, NC	376	4	1.1%	1,202	34	2.8%	\$67,700	\$65,000	-4.0%	\$212,000	\$235,000	+10.8%	\$124,954	\$109,353	-12.5%	\$253,505	\$273,377	+7.8%
Mecklenburg County, NC	2,921	67	2.3%	19,386	533	2.7%	\$106,000	\$120,737	+13.9%	\$210,000	\$220,000	+4.8%	\$135,250	\$149,591	+10.6%	\$269,919	\$282,606	+4.7%
Montgomery County, NC	234	0	0.0%	172	2	1.2%	\$250,000	\$636,751	+154.7%	\$130,750	\$145,000	+10.9%	\$208,810	\$636,751	+204.9%	\$218,083	\$222,505	+2.0%
Stanly County, NC	259	4	1.5%	589	24	4.1%	\$75,000	\$78,500	+4.7%	\$124,900	\$140,000	+12.1%	\$98,409	\$107,998	+9.7%	\$141,727	\$159,418	+12.5%
Union County, NC	873	9	1.0%	4,113	115	2.8%	\$138,250	\$167,000	+20.8%	\$236,000	\$256,770	+8.8%	\$176,868	\$197,804	+11.8%	\$292,133	\$316,516	+8.3%
Lancaster County, SC	332	6	1.8%	1,341	20	1.5%	\$112,500	\$140,451	+24.8%	\$248,000	\$262,000	+5.6%	\$145,570	\$159,947	+9.9%	\$255,558	\$269,602	+5.5%
York County, SC	919	9	1.0%	4,492	82	1.8%	\$126,750	\$123,700	-2.4%	\$207,950	\$227,000	+9.2%	\$146,861	\$144,509	-1.6%	\$237,868	\$254,533	+7.0%

**Explanation of Methodology:** A listed property is considered to be "lender-mediated" when any of the following is included within the CarolinaMLS 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 CarolinaMLS market, and in comparison to traditional sales activity. The information above is based upon data reported by CarolinaMLS. This representation is based in whole or in part on data supplied by the participants in CarolinaMLS. Neither the participants, nor their respective boards of Realtors® or CarolinaMLS guarantees or are in any way responsible for its accuracy. Any market data maintained by CarolinaMLS does not include information on listings not published at the request of the seller, listings of brokers who are not members of CarolinaMLS, unlisted properties, etc. Data must be verified by the user.

# Lender-Mediated Report – Activity by Area

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



November 2016	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	11-2015	11-2016	+/-	11-2015	11-2016	+/-	11-2015	11-2016	+/-	11-2015	11-2016	+/-
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	2,110	58	2.7%	15,523	479	3.1%	\$100,750	\$114,500	+13.6%	\$194,000	\$205,000	+5.7%	\$128,180	\$140,588	+9.7%	\$261,071	\$273,343	+4.7%
Concord, NC	304	8	2.6%	1,948	34	1.7%	\$115,625	\$127,951	+10.7%	\$180,000	\$185,023	+2.8%	\$120,516	\$172,765	+43.4%	\$201,055	\$207,805	+3.4%
Davidson, NC	144	0	0.0%	460	2	0.4%	\$404,000	\$337,950	-16.3%	\$308,920	\$320,000	+3.6%	\$361,686	\$337,950	-6.6%	\$369,038	\$400,683	+8.6%
Denver, NC	208	0	0.0%	573	8	1.4%	\$90,000	\$126,282	+40.3%	\$297,500	\$340,000	+14.3%	\$185,296	\$195,849	+5.7%	\$349,099	\$372,865	+6.8%
Gastonia, NC	318	10	3.1%	1,396	63	4.5%	\$46,500	\$71,250	+53.2%	\$136,000	\$142,600	+4.9%	\$69,852	\$89,238	+27.8%	\$145,331	\$155,101	+6.7%
Huntersville, NC	268	3	1.1%	1,501	17	1.1%	\$208,850	\$171,001	-18.1%	\$258,950	\$268,000	+3.5%	\$227,626	\$183,172	-19.5%	\$278,681	\$288,073	+3.4%
Kannapolis, NC	142	5	3.5%	667	38	5.7%	\$69,000	\$62,226	-9.8%	\$116,000	\$127,000	+9.5%	\$75,165	\$73,619	-2.1%	\$127,780	\$145,095	+13.6%
Lincolnton, NC	113	4	3.5%	393	12	3.1%	\$51,318	\$57,000	+11.1%	\$131,270	\$143,000	+8.9%	\$92,900	\$87,153	-6.2%	\$138,549	\$157,147	+13.4%
Monroe, NC	215	3	1.4%	1,118	48	4.3%	\$103,500	\$140,250	+35.5%	\$160,000	\$172,000	+7.5%	\$118,279	\$139,400	+17.9%	\$174,702	\$187,295	+7.2%
Mooresville, NC	587	11	1.9%	1,806	24	1.3%	\$160,014	\$139,500	-12.8%	\$255,725	\$263,330	+3.0%	\$263,425	\$221,581	-15.9%	\$335,733	\$350,360	+4.4%
Salisbury, NC	292	15	5.1%	776	42	5.4%	\$51,250	\$61,000	+19.0%	\$124,000	\$139,900	+12.8%	\$62,298	\$80,017	+28.4%	\$140,796	\$151,685	+7.7%
Statesville, NC	280	6	2.1%	862	32	3.7%	\$60,905	\$55,750	-8.5%	\$132,000	\$145,000	+9.8%	\$92,007	\$67,061	-27.1%	\$150,824	\$164,451	+9.0%
Waxhaw, NC	290	1	0.3%	1,140	25	2.2%	\$200,000	\$207,500	+3.8%	\$348,825	\$386,500	+10.8%	\$278,982	\$243,147	-12.8%	\$396,013	\$431,821	+9.0%
Fort Mill, SC	280	3	1.1%	1,526	27	1.8%	\$182,000	\$195,000	+7.1%	\$260,000	\$284,900	+9.6%	\$197,832	\$203,380	+2.8%	\$296,288	\$309,599	+4.5%
Rock Hill, SC	292	1	0.3%	1,585	32	2.0%	\$105,000	\$100,200	-4.6%	\$159,700	\$169,900	+6.4%	\$119,343	\$107,600	-9.8%	\$179,985	\$191,892	+6.6%
Lake Norman	849	10	1.2%	1,997	25	1.3%	\$238,000	\$365,000	+53.4%	\$346,000	\$364,995	+5.5%	\$348,696	\$346,654	-0.6%	\$441,752	\$470,588	+6.5%
Lake Wylie	306	4	1.3%	1,052	8	0.8%	\$201,000	\$207,000	+3.0%	\$296,443	\$330,000	+11.3%	\$262,006	\$248,313	-5.2%	\$330,990	\$366,409	+10.7%
Uptown Charlotte	98	1	1.0%	350	2	0.6%	\$304,975	\$300,500	-1.5%	\$247,500	\$261,000	+5.5%	\$270,232	\$300,500	+11.2%	\$313,030	\$305,881	-2.3%