

Lender-Mediated Report – February 2017

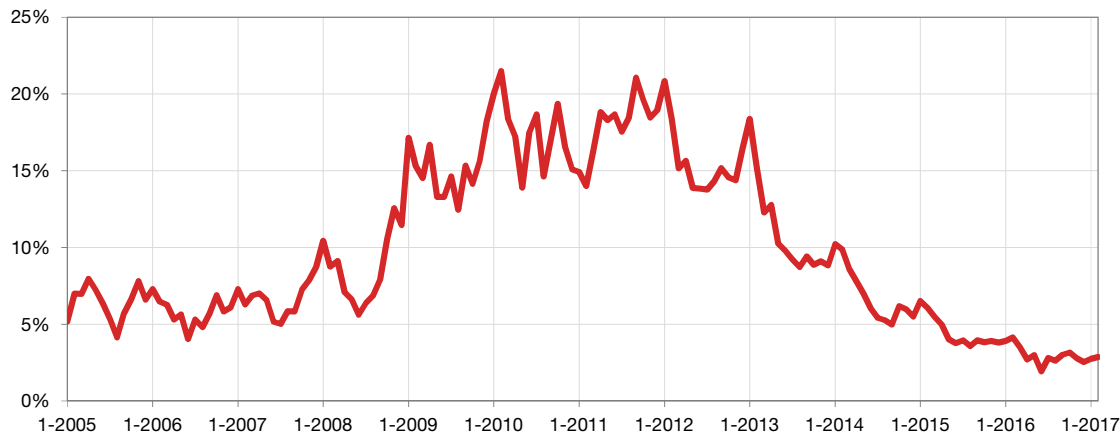
A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
COVERING THE ENTIRE CAROLINA MLS AREA

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Charlotte Regional Realtor® Association

Share of Closed Sales That Were Lender-Mediated: 2.9%

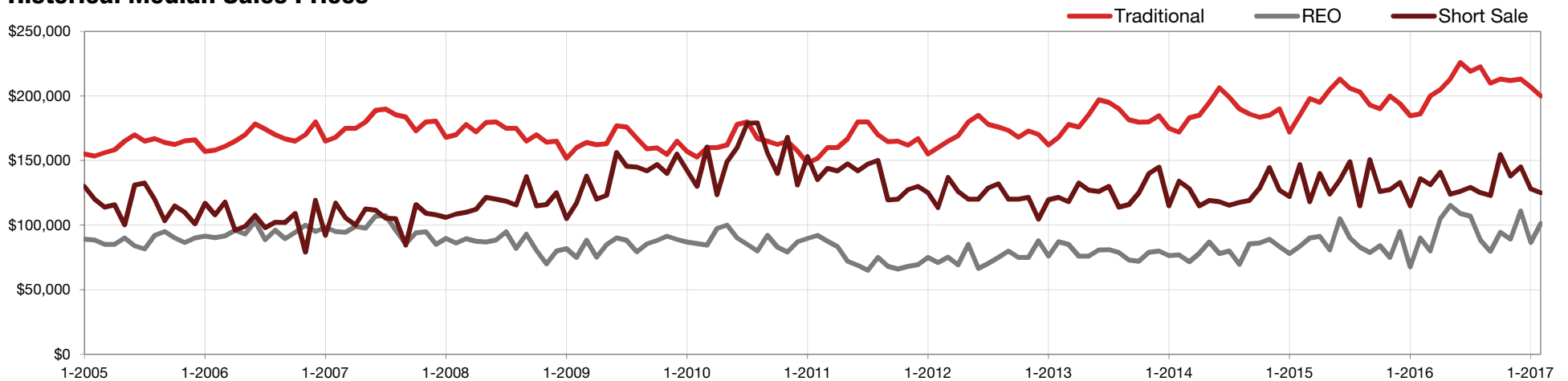


Closed Sales	2-2016	2-2017	+ / -
Traditional	2,451	2,496	+1.8%
Foreclosure	76	59	-22.4%
Short Sale	31	17	-45.2%
Total Market*	2,557	2,570	+0.5%

Median Sales Price	2-2016	2-2017	+ / -
Traditional	\$186,000	\$200,000	+7.5%
Foreclosure	\$90,000	\$101,287	+12.5%
Short Sale	\$136,000	\$125,000	-8.1%
Total Market*	\$180,525	\$199,000	+10.2%

* 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

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February 2017	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	2-2016	2-2017	+ / -	2-2016	2-2017	+ / -	2-2016	2-2017	+ / -	2-2016	2-2017	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Entire CarolinaMLS Region	8,807	175	2.0%	45,097	1,257	2.8%	\$100,500	\$107,500	+7.0%	\$198,500	\$213,150	+7.4%	\$130,197	\$140,195	+7.7%	\$248,184	\$263,277	+6.1%
Charlotte MSA	6,479	120	1.9%	39,302	1,020	2.6%	\$104,799	\$115,000	+9.7%	\$200,500	\$217,000	+8.2%	\$129,978	\$143,557	+10.4%	\$250,210	\$266,165	+6.4%
Alexander County, NC	59	1	1.7%	144	4	2.8%	\$279,500	\$40,319	-85.6%	\$125,000	\$139,950	+12.0%	\$279,500	\$89,842	-67.9%	\$154,790	\$181,312	+17.1%
Anson County, NC	106	0	0.0%	125	5	4.0%	\$46,500	\$72,000	+54.8%	\$60,000	\$87,750	+46.3%	\$85,639	\$61,494	-28.2%	\$73,059	\$106,638	+46.0%
Cabarrus County, NC	543	8	1.5%	3,437	80	2.3%	\$118,500	\$116,500	-1.7%	\$188,000	\$195,000	+3.7%	\$131,885	\$148,612	+12.7%	\$207,698	\$215,788	+3.9%
Gaston County, NC	604	12	2.0%	3,093	129	4.2%	\$62,500	\$65,089	+4.1%	\$145,000	\$153,048	+5.6%	\$88,084	\$77,683	-11.8%	\$164,516	\$171,250	+4.1%
Iredell County, NC	905	21	2.3%	2,972	79	2.7%	\$97,800	\$92,500	-5.4%	\$211,395	\$224,000	+6.0%	\$163,574	\$168,278	+2.9%	\$277,457	\$288,087	+3.8%
Lincoln County, NC	370	6	1.6%	1,309	36	2.8%	\$66,045	\$58,819	-10.9%	\$213,500	\$249,500	+16.9%	\$111,683	\$106,821	-4.4%	\$253,988	\$284,196	+11.9%
Mecklenburg County, NC	2,486	38	1.5%	19,753	473	2.4%	\$110,000	\$127,250	+15.7%	\$210,000	\$224,900	+7.1%	\$136,659	\$160,024	+17.1%	\$270,304	\$286,286	+5.9%
Montgomery County, NC	211	0	0.0%	183	1	0.5%	\$274,500	\$108,501	-60.5%	\$136,750	\$137,000	+0.2%	\$447,858	\$108,501	-75.8%	\$219,513	\$219,022	-0.2%
Stanly County, NC	217	1	0.5%	611	21	3.4%	\$74,500	\$80,000	+7.4%	\$129,000	\$139,750	+8.3%	\$100,398	\$106,421	+6.0%	\$146,967	\$157,709	+7.3%
Union County, NC	798	21	2.6%	4,215	111	2.6%	\$139,000	\$168,000	+20.9%	\$236,940	\$265,000	+11.8%	\$179,516	\$206,214	+14.9%	\$293,357	\$324,794	+10.7%
Lancaster County, SC	348	3	0.9%	1,380	23	1.7%	\$110,000	\$99,900	-9.2%	\$250,000	\$258,250	+3.3%	\$155,651	\$156,788	+0.7%	\$257,012	\$267,217	+4.0%
York County, SC	818	11	1.3%	4,617	78	1.7%	\$134,250	\$123,700	-7.9%	\$211,483	\$229,900	+8.7%	\$153,719	\$150,811	-1.9%	\$240,406	\$257,538	+7.1%

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, 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 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

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February 2017	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	2-2016	2-2017	+ / -	2-2016	2-2017	+ / -	2-2016	2-2017	+ / -	2-2016	2-2017	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	1,776	28	1.6%	15,746	425	2.7%	\$105,000	\$119,715	+14.0%	\$194,983	\$209,900	+7.7%	\$128,059	\$151,942	+18.6%	\$261,510	\$276,479	+5.7%
Concord, NC	305	7	2.3%	1,997	36	1.8%	\$121,210	\$126,750	+4.6%	\$181,600	\$189,500	+4.4%	\$138,611	\$144,592	+4.3%	\$202,645	\$211,732	+4.5%
Davidson, NC	131	1	0.8%	462	3	0.6%	\$404,000	\$150,000	-62.9%	\$309,210	\$327,000	+5.8%	\$357,200	\$275,300	-22.9%	\$367,472	\$415,018	+12.9%
Denver, NC	215	1	0.5%	661	9	1.4%	\$89,000	\$172,000	+93.3%	\$309,024	\$354,717	+14.8%	\$136,386	\$222,911	+63.4%	\$351,129	\$380,737	+8.4%
Gastonia, NC	286	7	2.4%	1,448	63	4.4%	\$63,500	\$68,000	+7.1%	\$135,000	\$146,925	+8.8%	\$80,291	\$84,544	+5.3%	\$146,022	\$159,427	+9.2%
Huntersville, NC	235	3	1.3%	1,586	12	0.8%	\$204,000	\$209,987	+2.9%	\$260,000	\$273,381	+5.1%	\$219,149	\$212,916	-2.8%	\$277,995	\$295,440	+6.3%
Kannapolis, NC	123	5	4.1%	694	40	5.8%	\$80,000	\$67,500	-15.6%	\$118,000	\$129,900	+10.1%	\$82,369	\$82,682	+0.4%	\$131,595	\$147,374	+12.0%
Lincolnton, NC	104	3	2.9%	410	13	3.2%	\$51,318	\$53,250	+3.8%	\$130,000	\$149,550	+15.0%	\$85,350	\$70,770	-17.1%	\$137,295	\$161,701	+17.8%
Matthews, NC	164	4	2.4%	1,188	23	1.9%	\$166,438	\$218,000	+31.0%	\$239,734	\$262,000	+9.3%	\$192,574	\$280,413	+45.6%	\$279,263	\$296,978	+6.3%
Monroe, NC	154	5	3.2%	1,130	44	3.9%	\$102,709	\$151,925	+47.9%	\$159,900	\$175,000	+9.4%	\$111,326	\$155,208	+39.4%	\$174,544	\$190,164	+8.9%
Mooresville, NC	537	10	1.9%	1,812	24	1.3%	\$160,014	\$180,500	+12.8%	\$255,000	\$268,950	+5.5%	\$272,048	\$301,529	+10.8%	\$339,725	\$349,350	+2.8%
Salisbury, NC	272	8	2.9%	796	44	5.5%	\$49,250	\$58,400	+18.6%	\$127,750	\$140,000	+9.6%	\$60,683	\$78,149	+28.8%	\$142,127	\$150,820	+6.1%
Statesville, NC	253	9	3.6%	884	35	4.0%	\$57,733	\$71,000	+23.0%	\$134,900	\$150,000	+11.2%	\$83,689	\$112,354	+34.3%	\$153,367	\$169,926	+10.8%
Waxhaw, NC	313	6	1.9%	1,177	24	2.0%	\$201,750	\$194,750	-3.5%	\$347,500	\$394,000	+13.4%	\$289,604	\$264,846	-8.5%	\$398,797	\$439,885	+10.3%
Fort Mill, SC	248	2	0.8%	1,581	27	1.7%	\$196,000	\$215,000	+9.7%	\$267,500	\$288,935	+8.0%	\$224,260	\$221,989	-1.0%	\$296,787	\$314,704	+6.0%
Rock Hill, SC	234	6	2.6%	1,623	31	1.9%	\$109,000	\$93,500	-14.2%	\$160,685	\$170,500	+6.1%	\$120,489	\$105,823	-12.2%	\$182,062	\$191,506	+5.2%
Lake Norman	833	8	1.0%	1,992	25	1.3%	\$221,000	\$376,000	+70.1%	\$344,000	\$370,000	+7.6%	\$358,159	\$380,954	+6.4%	\$443,801	\$475,919	+7.2%
Lake Wylie	321	2	0.6%	1,067	8	0.7%	\$201,000	\$207,000	+3.0%	\$301,463	\$329,558	+9.3%	\$261,228	\$248,313	-4.9%	\$339,410	\$365,907	+7.8%
Uptown Charlotte	77	0	0.0%	351	3	0.9%	\$351,500	\$375,000	+6.7%	\$251,500	\$261,500	+4.0%	\$274,160	\$325,333	+18.7%	\$312,856	\$312,878	+0.0%