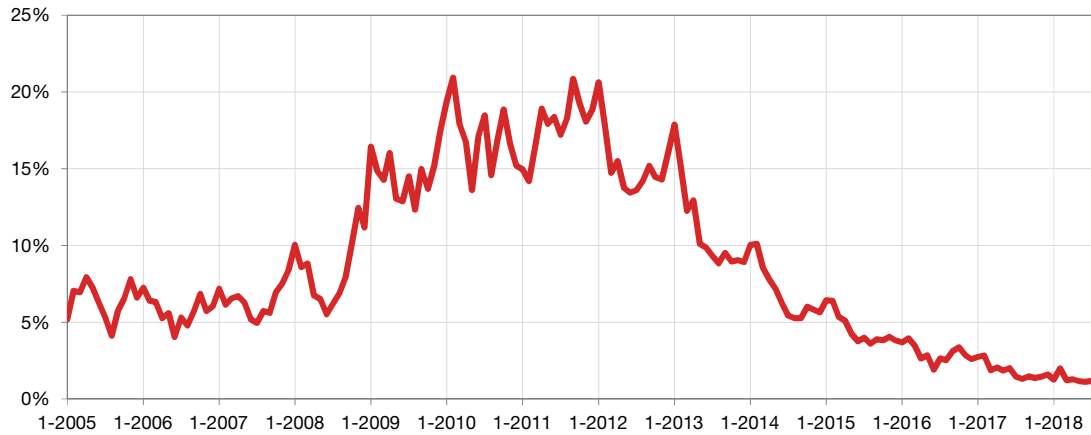


Charlotte Region Lender-Mediated Report – August 2018

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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Share of Closed Sales That Were Lender-Mediated: **1.1%**

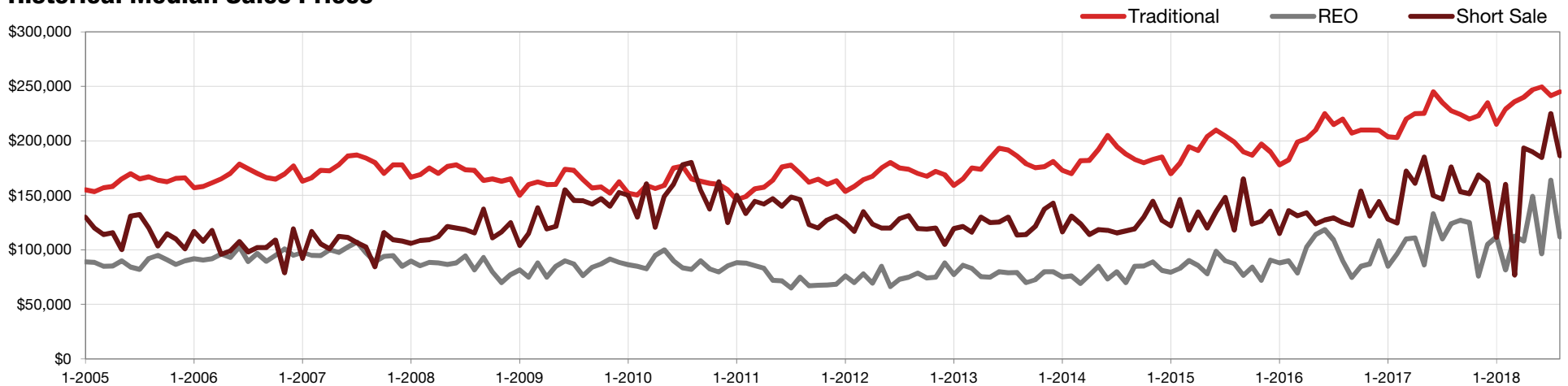


Closed Sales	8-2017	8-2018	+ / -
Traditional	4,737	4,466	-5.7%
Foreclosure	49	36	-26.5%
Short Sale	14	12	-14.3%
Total Market*	4,800	4,514	-6.0%

Median Sales Price	8-2017	8-2018	+ / -
Traditional	\$227,500	\$245,000	+7.7%
Foreclosure	\$124,000	\$111,856	-9.8%
Short Sale	\$176,000	\$186,250	+5.8%
Total Market*	\$225,425	\$243,500	+8.0%

* 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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August 2018	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	8-2017	8-2018	+ / -	8-2017	8-2018	+ / -	8-2017	8-2018	+ / -	8-2017	8-2018	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte Region	10,052	108	1.1%	48,721	645	1.3%	\$110,000	\$130,000	+18.2%	\$220,000	\$235,000	+6.8%	\$148,358	\$179,855	+21.2%	\$267,461	\$283,808	+6.1%
Charlotte MSA	7,955	78	1.0%	41,492	512	1.2%	\$123,293	\$146,000	+18.4%	\$228,000	\$240,000	+5.3%	\$157,651	\$191,520	+21.5%	\$274,788	\$289,361	+5.3%
Alexander County, NC	15	1	6.7%	98	2	2.0%	\$125,000	\$73,000	-41.6%	\$147,500	\$151,000	+2.4%	\$134,385	\$73,000	-45.7%	\$190,705	\$197,465	+3.5%
Anson County, NC	64	2	3.1%	132	4	3.0%	\$72,510	\$70,000	-3.5%	\$79,500	\$91,500	+15.1%	\$88,483	\$74,000	-16.4%	\$109,753	\$111,942	+2.0%
Cabarrus County, NC	726	5	0.7%	3,780	50	1.3%	\$136,000	\$155,000	+14.0%	\$200,000	\$220,995	+10.5%	\$148,969	\$181,702	+22.0%	\$224,731	\$242,406	+7.9%
Gaston County, NC	577	6	1.0%	3,331	68	2.0%	\$67,703	\$83,700	+23.6%	\$160,000	\$178,700	+11.7%	\$87,801	\$130,502	+48.6%	\$181,602	\$196,814	+8.4%
Iredell County, NC	940	10	1.1%	3,216	33	1.0%	\$106,000	\$96,304	-9.1%	\$235,000	\$255,000	+8.5%	\$184,437	\$221,753	+20.2%	\$291,909	\$324,359	+11.1%
Lincoln County, NC	401	4	1.0%	1,375	16	1.2%	\$58,819	\$101,000	+71.7%	\$263,845	\$262,915	-0.4%	\$103,254	\$158,688	+53.7%	\$293,598	\$294,812	+0.4%
Mecklenburg County, NC	3,406	26	0.8%	20,410	192	0.9%	\$140,250	\$162,000	+15.5%	\$235,000	\$250,000	+6.4%	\$178,639	\$215,251	+20.5%	\$294,809	\$314,746	+6.8%
Montgomery County, NC	174	0	0.0%	232	1	0.4%	\$108,501	\$50,100	-53.8%	\$132,500	\$110,000	-17.0%	\$108,501	\$50,100	-53.8%	\$218,883	\$193,876	-11.4%
Stanly County, NC	199	2	1.0%	711	16	2.3%	\$80,764	\$77,000	-4.7%	\$143,000	\$152,000	+6.3%	\$87,272	\$98,813	+13.2%	\$163,179	\$175,943	+7.8%
Union County, NC	990	15	1.5%	4,231	49	1.2%	\$171,000	\$210,000	+22.8%	\$283,000	\$295,000	+4.2%	\$241,232	\$269,891	+11.9%	\$336,862	\$347,677	+3.2%
Lancaster County, SC	429	6	1.4%	1,756	15	0.9%	\$90,500	\$240,000	+165.2%	\$262,900	\$275,000	+4.6%	\$149,683	\$248,819	+66.2%	\$268,535	\$281,623	+4.9%
York County, SC	988	5	0.5%	4,880	53	1.1%	\$175,000	\$230,000	+31.4%	\$240,695	\$251,000	+4.3%	\$192,062	\$244,248	+27.2%	\$268,633	\$277,282	+3.2%

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.

Charlotte Region Lender-Mediated Report – Activity by Area

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION

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August 2018	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	8-2017	8-2018	+ / -	8-2017	8-2018	+ / -	8-2017	8-2018	+ / -	8-2017	8-2018	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	2,570	19	0.7%	16,279	165	1.0%	\$130,500	\$155,000	+18.8%	\$220,000	\$235,000	+6.8%	\$170,420	\$188,154	+10.4%	\$284,867	\$304,839	+7.0%
Concord, NC	415	1	0.2%	2,262	34	1.5%	\$108,479	\$160,742	+48.2%	\$200,000	\$221,125	+10.6%	\$131,757	\$177,350	+34.6%	\$223,571	\$242,045	+8.3%
Davidson, NC	143	1	0.7%	474	4	0.8%	\$292,500	\$380,350	+30.0%	\$329,000	\$360,000	+9.4%	\$292,500	\$398,900	+36.4%	\$415,077	\$423,805	+2.1%
Denver, NC	218	1	0.5%	715	3	0.4%	\$219,110	\$317,000	+44.7%	\$344,749	\$333,656	-3.2%	\$244,525	\$327,333	+33.9%	\$377,184	\$381,537	+1.2%
Gastonia, NC	233	3	1.3%	1,423	38	2.7%	\$67,292	\$75,500	+12.2%	\$152,470	\$163,000	+6.9%	\$87,366	\$96,187	+10.1%	\$165,365	\$172,798	+4.5%
Huntersville, NC	300	2	0.7%	1,648	9	0.5%	\$264,500	\$300,000	+13.4%	\$289,450	\$313,000	+8.1%	\$263,448	\$373,028	+41.6%	\$310,770	\$333,517	+7.3%
Kannapolis, NC	136	1	0.7%	800	16	2.0%	\$74,500	\$75,000	+0.7%	\$130,000	\$149,200	+14.8%	\$100,474	\$80,894	-19.5%	\$145,907	\$160,270	+9.8%
Lincolnton, NC	125	2	1.6%	435	10	2.3%	\$72,585	\$63,250	-12.9%	\$158,000	\$165,000	+4.4%	\$79,607	\$102,900	+29.3%	\$171,557	\$187,084	+9.1%
Matthews, NC	191	2	1.0%	1,201	11	0.9%	\$193,000	\$283,000	+46.6%	\$275,000	\$289,000	+5.1%	\$304,950	\$337,792	+10.8%	\$307,594	\$322,378	+4.8%
Monroe, NC	189	6	3.2%	1,014	14	1.4%	\$140,329	\$129,000	-8.1%	\$182,400	\$197,300	+8.2%	\$170,575	\$170,707	+0.1%	\$200,228	\$218,756	+9.3%
Mooresville, NC	594	3	0.5%	2,079	9	0.4%	\$270,000	\$486,000	+80.0%	\$278,000	\$300,000	+7.9%	\$305,225	\$573,484	+87.9%	\$351,394	\$392,797	+11.8%
Salisbury, NC	196	7	3.6%	862	34	3.9%	\$65,045	\$76,785	+18.0%	\$144,900	\$149,900	+3.5%	\$80,013	\$100,182	+25.2%	\$156,034	\$160,675	+3.0%
Statesville, NC	276	6	2.2%	890	17	1.9%	\$71,180	\$69,000	-3.1%	\$152,000	\$163,910	+7.8%	\$127,689	\$92,283	-27.7%	\$168,656	\$179,254	+6.3%
Waxhaw, NC	386	7	1.8%	1,301	8	0.6%	\$298,025	\$370,000	+24.2%	\$391,563	\$387,000	-1.2%	\$379,614	\$351,485	-7.4%	\$441,726	\$446,034	+1.0%
Fort Mill, SC	331	1	0.3%	1,570	16	1.0%	\$228,750	\$327,500	+43.2%	\$295,000	\$315,000	+6.8%	\$247,005	\$313,675	+27.0%	\$322,229	\$339,133	+5.2%
Rock Hill, SC	250	2	0.8%	1,801	16	0.9%	\$130,050	\$95,800	-26.3%	\$179,900	\$190,030	+5.6%	\$140,392	\$138,469	-1.4%	\$197,459	\$210,713	+6.7%
Lake Norman	868	4	0.5%	2,423	17	0.7%	\$323,500	\$418,000	+29.2%	\$373,000	\$385,000	+3.2%	\$354,585	\$489,327	+38.0%	\$465,806	\$499,556	+7.2%
Lake Wylie	417	3	0.7%	1,219	15	1.2%	\$257,500	\$390,000	+51.5%	\$329,990	\$344,500	+4.4%	\$344,242	\$472,634	+37.3%	\$377,097	\$390,348	+3.5%
Uptown Charlotte	86	0	0.0%	369	1	0.3%	\$308,870	\$293,000	-5.1%	\$279,200	\$284,000	+1.7%	\$308,870	\$293,000	-5.1%	\$316,979	\$341,372	+7.7%