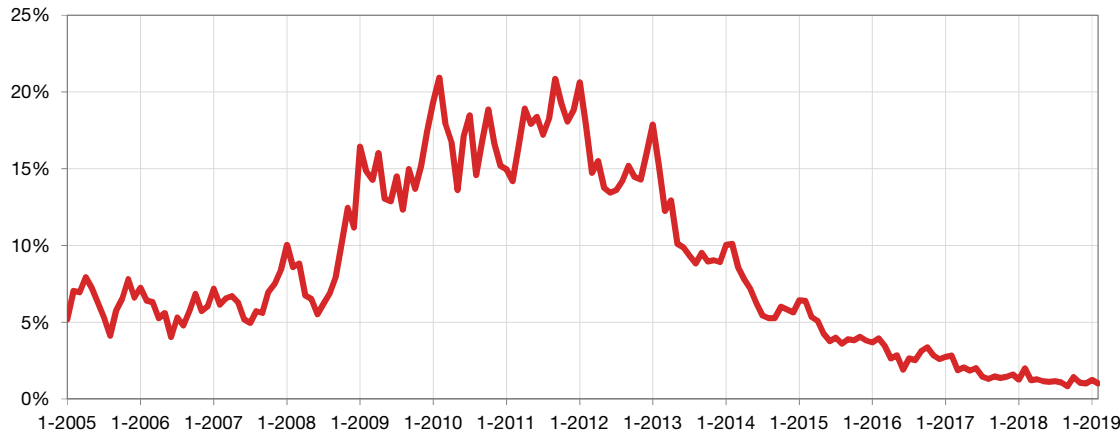


# Charlotte Region Lender-Mediated Report – February 2019

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

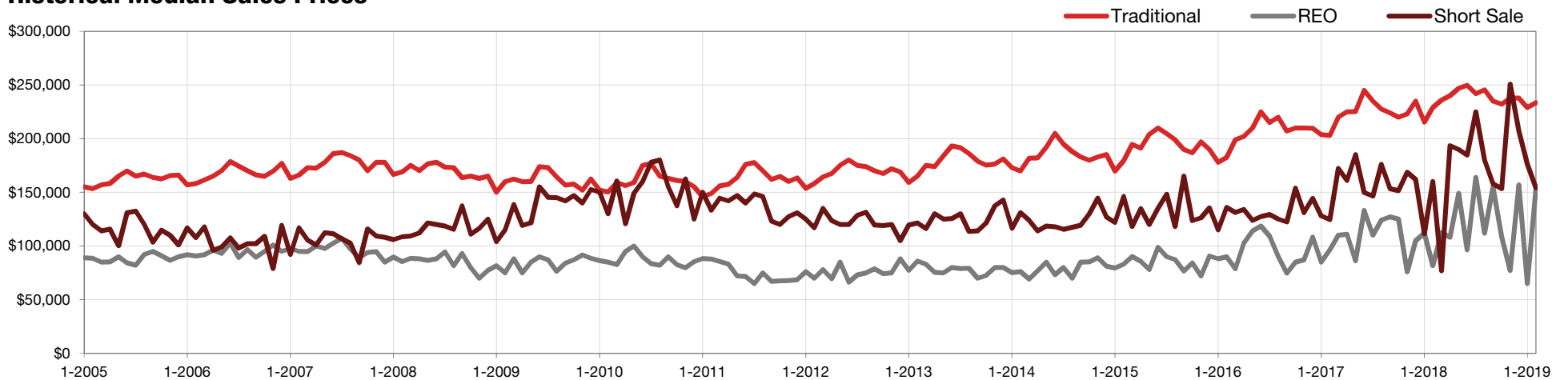


Closed Sales	2-2018	2-2019	+ / -
Traditional	2,803	2,804	+0.0%
Foreclosure	39	22	-43.6%
Short Sale	18	7	-61.1%
Total Market*	2,860	2,833	-0.9%

Median Sales Price	2-2018	2-2019	+ / -
Traditional	\$229,000	\$233,500	+2.0%
Foreclosure	\$81,500	\$154,500	+89.6%
Short Sale	\$160,000	\$154,000	-3.8%
Total Market*	\$227,000	\$232,125	+2.3%

\* 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 2019	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	2-2018	2-2019	+ / -	2-2018	2-2019	+ / -	2-2018	2-2019	+ / -	2-2018	2-2019	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte Region	8,680	92	1.1%	47,840	546	1.1%	\$125,500	\$140,000	+11.6%	\$227,500	\$240,000	+5.5%	\$166,668	\$186,920	+12.2%	\$273,188	\$288,965	+5.8%
Charlotte MSA	6,863	68	1.0%	41,023	417	1.0%	\$140,000	\$155,000	+10.7%	\$235,000	\$245,000	+4.3%	\$178,490	\$202,624	+13.5%	\$279,663	\$294,444	+5.3%
Alexander County, NC	18	0	0.0%	52	1	1.9%	\$75,500	\$77,400	+2.5%	\$149,950	\$158,000	+5.4%	\$99,000	\$77,400	-21.8%	\$186,515	\$207,176	+11.1%
Anson County, NC	57	0	0.0%	131	7	5.3%	\$55,000	\$65,000	+18.2%	\$82,500	\$106,500	+29.1%	\$55,000	\$65,357	+18.8%	\$112,870	\$125,907	+11.6%
Cabarrus County, NC	587	4	0.7%	3,872	41	1.1%	\$147,000	\$158,000	+7.5%	\$208,995	\$225,000	+7.7%	\$168,425	\$197,564	+17.3%	\$229,353	\$249,560	+8.8%
Gaston County, NC	470	5	1.1%	3,347	50	1.5%	\$76,126	\$93,000	+22.2%	\$167,743	\$181,000	+7.9%	\$103,530	\$152,801	+47.6%	\$191,220	\$200,139	+4.7%
Iredell County, NC	904	5	0.6%	3,153	43	1.4%	\$118,000	\$114,577	-2.9%	\$246,000	\$255,000	+3.7%	\$186,645	\$182,557	-2.2%	\$310,848	\$323,321	+4.0%
Lincoln County, NC	311	1	0.3%	1,337	15	1.1%	\$67,100	\$90,600	+35.0%	\$254,225	\$270,000	+6.2%	\$102,975	\$179,159	+74.0%	\$287,445	\$296,610	+3.2%
Mecklenburg County, NC	3,030	27	0.9%	19,761	151	0.8%	\$155,000	\$180,000	+16.1%	\$242,000	\$253,000	+4.5%	\$199,012	\$237,124	+19.2%	\$302,033	\$321,774	+6.5%
Montgomery County, NC	150	0	0.0%	223	1	0.4%	--	\$50,100	--	\$120,000	\$135,000	+12.5%	--	\$50,100	--	\$204,465	\$223,542	+9.3%
Stanly County, NC	162	5	3.1%	698	11	1.6%	\$73,067	\$74,000	+1.3%	\$145,745	\$160,000	+9.8%	\$96,408	\$99,091	+2.8%	\$168,650	\$184,912	+9.6%
Union County, NC	790	9	1.1%	4,191	40	1.0%	\$189,000	\$177,500	-6.1%	\$285,000	\$300,000	+5.3%	\$269,402	\$250,185	-7.1%	\$336,983	\$350,802	+4.1%
Lancaster County, SC	391	6	1.5%	1,836	18	1.0%	\$144,000	\$202,500	+40.6%	\$269,959	\$280,110	+3.8%	\$208,138	\$193,483	-7.0%	\$275,515	\$286,325	+3.9%
York County, SC	892	8	0.9%	4,861	45	0.9%	\$225,000	\$195,000	-13.3%	\$246,000	\$255,900	+4.0%	\$236,973	\$243,760	+2.9%	\$271,837	\$283,775	+4.4%

**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

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February 2019	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	2-2018	2-2019	+ / -	2-2018	2-2019	+ / -	2-2018	2-2019	+ / -	2-2018	2-2019	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	2,271	22	1.0%	15,757	132	0.8%	\$145,000	\$171,500	+18.3%	\$227,855	\$238,000	+4.5%	\$182,939	\$220,229	+20.4%	\$292,186	\$310,547	+6.3%
Concord, NC	345	3	0.9%	2,318	26	1.1%	\$142,000	\$158,242	+11.4%	\$209,146	\$224,000	+7.1%	\$157,519	\$176,976	+12.4%	\$229,252	\$247,898	+8.1%
Davidson, NC	137	0	0.0%	471	1	0.2%	\$368,850	\$650,000	+76.2%	\$330,600	\$370,000	+11.9%	\$345,150	\$650,000	+88.3%	\$406,107	\$440,513	+8.5%
Denver, NC	204	0	0.0%	675	4	0.6%	\$226,000	\$412,500	+82.5%	\$322,000	\$332,491	+3.3%	\$226,000	\$422,500	+86.9%	\$373,332	\$376,917	+1.0%
Gastonia, NC	209	2	1.0%	1,455	28	1.9%	\$66,500	\$119,501	+79.7%	\$155,565	\$168,000	+8.0%	\$88,656	\$117,476	+32.5%	\$167,151	\$177,953	+6.5%
Huntersville, NC	272	2	0.7%	1,638	5	0.3%	\$289,750	\$300,000	+3.5%	\$300,000	\$315,000	+5.0%	\$301,554	\$412,000	+36.6%	\$322,819	\$339,163	+5.1%
Kannapolis, NC	115	1	0.9%	797	11	1.4%	\$66,134	\$81,000	+22.5%	\$134,900	\$155,000	+14.9%	\$95,663	\$101,800	+6.4%	\$146,923	\$167,666	+14.1%
Lincolnton, NC	88	1	1.1%	416	10	2.4%	\$78,335	\$65,500	-16.4%	\$159,900	\$169,000	+5.7%	\$99,194	\$77,595	-21.8%	\$175,412	\$189,506	+8.0%
Matthews, NC	162	2	1.2%	1,123	9	0.8%	\$274,750	\$265,000	-3.5%	\$280,000	\$295,500	+5.5%	\$368,536	\$263,868	-28.4%	\$315,986	\$328,176	+3.9%
Monroe, NC	167	2	1.2%	1,037	15	1.4%	\$121,000	\$138,000	+14.0%	\$190,000	\$205,000	+7.9%	\$159,721	\$171,943	+7.7%	\$211,312	\$224,445	+6.2%
Mooresville, NC	568	0	0.0%	1,998	15	0.8%	\$275,517	\$202,000	-26.7%	\$289,000	\$299,494	+3.6%	\$323,429	\$331,611	+2.5%	\$374,449	\$391,458	+4.5%
Salisbury, NC	182	5	2.7%	897	32	3.6%	\$74,000	\$76,785	+3.8%	\$147,250	\$150,000	+1.9%	\$83,514	\$107,335	+28.5%	\$160,023	\$167,064	+4.4%
Statesville, NC	249	5	2.0%	899	24	2.7%	\$69,000	\$97,152	+40.8%	\$155,000	\$169,001	+9.0%	\$99,128	\$104,929	+5.9%	\$172,336	\$183,864	+6.7%
Waxhaw, NC	307	5	1.6%	1,260	4	0.3%	\$330,000	\$291,500	-11.7%	\$385,000	\$384,900	-0.0%	\$385,640	\$485,838	+26.0%	\$439,691	\$447,790	+1.8%
Fort Mill, SC	283	2	0.7%	1,577	12	0.8%	\$223,250	\$338,479	+51.6%	\$300,000	\$323,000	+7.7%	\$261,565	\$325,535	+24.5%	\$331,800	\$346,370	+4.4%
Rock Hill, SC	233	5	2.1%	1,725	14	0.8%	\$140,000	\$91,250	-34.8%	\$189,000	\$197,500	+4.5%	\$173,847	\$111,286	-36.0%	\$206,594	\$213,062	+3.1%
Lake Norman	767	2	0.3%	2,301	13	0.6%	\$340,500	\$402,000	+18.1%	\$376,886	\$388,000	+2.9%	\$401,266	\$442,477	+10.3%	\$481,301	\$503,822	+4.7%
Lake Wylie	372	2	0.5%	1,209	16	1.3%	\$484,703	\$428,000	-11.7%	\$329,900	\$355,000	+7.6%	\$488,534	\$494,375	+1.2%	\$382,463	\$400,261	+4.7%
Uptown Charlotte	75	0	0.0%	368	2	0.5%	\$242,739	\$372,500	+53.5%	\$285,250	\$277,750	-2.6%	\$242,739	\$372,500	+53.5%	\$330,802	\$328,780	-0.6%