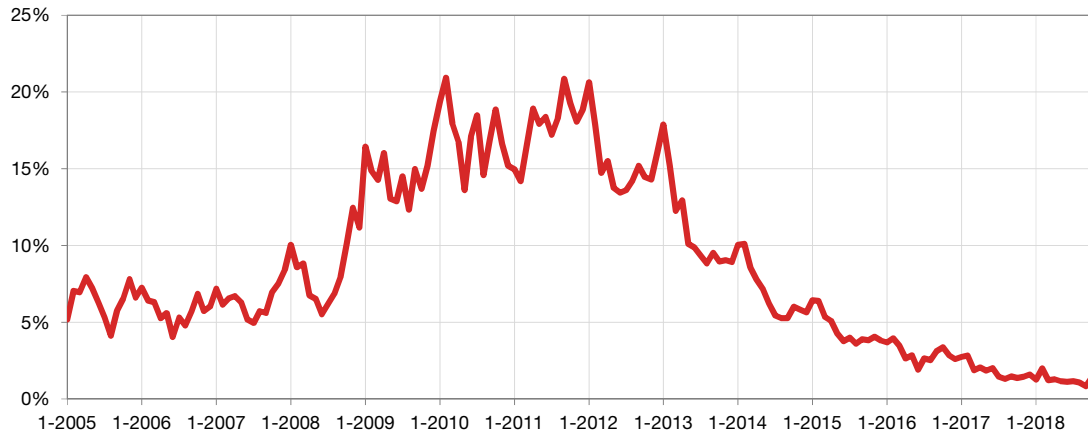


Charlotte Region Lender-Mediated Report – November 2018

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

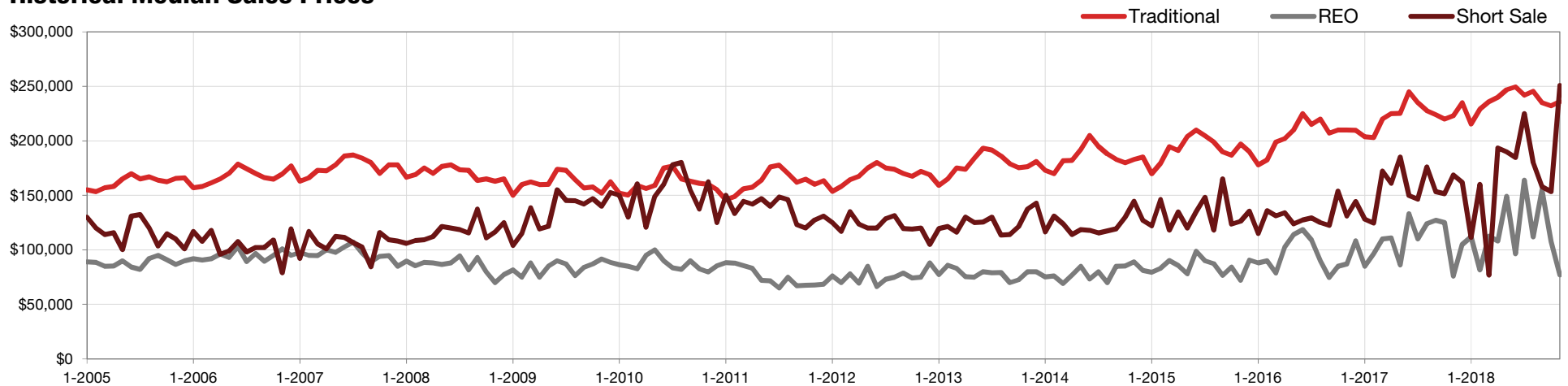


Closed Sales	11-2017	11-2018	+ / -
Traditional	3,701	3,274	-11.5%
Foreclosure	41	28	-31.7%
Short Sale	16	8	-50.0%
Total Market*	3,756	3,310	-11.9%

Median Sales Price	11-2017	11-2018	+ / -
Traditional	\$223,000	\$236,000	+5.8%
Foreclosure	\$75,975	\$76,951	+1.3%
Short Sale	\$168,750	\$250,800	+48.6%
Total Market*	\$221,000	\$235,000	+6.3%

* 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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November 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	11-2017	11-2018	+/-	11-2017	11-2018	+/-	11-2017	11-2018	+/-	11-2017	11-2018	+/-
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte Region	9,701	109	1.1%	48,026	598	1.2%	\$123,500	\$135,000	+9.3%	\$224,900	\$239,000	+6.3%	\$163,484	\$180,929	+10.7%	\$269,833	\$287,860	+6.7%
Charlotte MSA	7,659	75	1.0%	41,094	477	1.2%	\$135,000	\$147,250	+9.1%	\$230,000	\$245,000	+6.5%	\$173,824	\$189,971	+9.3%	\$276,465	\$293,643	+6.2%
Alexander County, NC	21	0	0.0%	74	1	1.4%	\$81,000	\$77,400	-4.4%	\$142,500	\$151,000	+6.0%	\$127,780	\$77,400	-39.4%	\$180,100	\$201,270	+11.8%
Anson County, NC	70	1	1.4%	125	5	4.0%	\$72,510	\$75,000	+3.4%	\$79,550	\$102,700	+29.1%	\$88,483	\$78,200	-11.6%	\$108,785	\$115,873	+6.5%
Cabarrus County, NC	720	11	1.5%	3,784	46	1.2%	\$145,000	\$155,000	+6.9%	\$205,000	\$224,900	+9.7%	\$156,557	\$177,424	+13.3%	\$227,162	\$246,606	+8.6%
Gaston County, NC	584	5	0.9%	3,321	57	1.7%	\$76,563	\$77,777	+1.6%	\$164,945	\$180,000	+9.1%	\$104,964	\$124,307	+18.4%	\$186,520	\$198,640	+6.5%
Iredell County, NC	958	11	1.1%	3,197	42	1.3%	\$129,900	\$111,500	-14.2%	\$240,000	\$255,000	+6.3%	\$226,670	\$190,247	-16.1%	\$304,168	\$322,573	+6.1%
Lincoln County, NC	359	3	0.8%	1,342	14	1.0%	\$66,500	\$127,000	+91.0%	\$260,000	\$265,000	+1.9%	\$100,168	\$170,074	+69.8%	\$293,985	\$292,351	-0.6%
Mecklenburg County, NC	3,411	23	0.7%	19,918	177	0.9%	\$146,500	\$165,000	+12.6%	\$239,000	\$253,000	+5.9%	\$194,628	\$217,431	+11.7%	\$297,212	\$320,936	+8.0%
Montgomery County, NC	152	0	0.0%	221	1	0.5%	--	\$50,100	--	\$121,250	\$120,750	-0.4%	--	\$50,100	--	\$210,574	\$213,640	+1.5%
Stanly County, NC	185	6	3.2%	687	13	1.9%	\$89,124	\$80,000	-10.2%	\$147,500	\$152,500	+3.4%	\$94,524	\$107,923	+14.2%	\$168,302	\$176,795	+5.0%
Union County, NC	850	8	0.9%	4,189	46	1.1%	\$181,500	\$177,500	-2.2%	\$283,400	\$300,000	+5.9%	\$263,933	\$254,646	-3.5%	\$336,140	\$353,300	+5.1%
Lancaster County, SC	396	7	1.8%	1,830	19	1.0%	\$144,000	\$169,950	+18.0%	\$266,000	\$280,000	+5.3%	\$195,859	\$186,076	-5.0%	\$268,760	\$287,743	+7.1%
York County, SC	912	12	1.3%	4,902	52	1.1%	\$225,000	\$196,575	-12.6%	\$243,000	\$255,000	+4.9%	\$233,997	\$246,844	+5.5%	\$270,176	\$281,009	+4.0%

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, 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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November 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	11-2017	11-2018	+/-	11-2017	11-2018	+/-	11-2017	11-2018	+/-	11-2017	11-2018	+/-
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	2,607	20	0.8%	15,834	152	1.0%	\$140,250	\$159,000	+13.4%	\$224,000	\$238,000	+6.3%	\$184,128	\$192,305	+4.4%	\$287,170	\$309,856	+7.9%
Concord, NC	407	5	1.2%	2,278	32	1.4%	\$134,750	\$158,242	+17.4%	\$202,995	\$223,000	+9.9%	\$145,812	\$170,556	+17.0%	\$225,254	\$245,634	+9.0%
Davidson, NC	146	2	1.4%	462	3	0.6%	\$435,000	\$302,700	-30.4%	\$325,000	\$370,000	+13.8%	\$347,667	\$379,200	+9.1%	\$404,191	\$442,775	+9.5%
Denver, NC	192	3	1.6%	694	4	0.6%	\$153,500	\$341,000	+122.1%	\$339,950	\$330,000	-2.9%	\$177,353	\$360,500	+103.3%	\$382,139	\$371,282	-2.8%
Gastonia, NC	238	3	1.3%	1,445	34	2.4%	\$62,203	\$95,800	+54.0%	\$155,955	\$166,000	+6.4%	\$87,303	\$105,768	+21.2%	\$168,561	\$174,944	+3.8%
Huntersville, NC	298	1	0.3%	1,675	7	0.4%	\$309,000	\$285,000	-7.8%	\$294,247	\$316,250	+7.5%	\$312,241	\$374,857	+20.1%	\$316,593	\$341,218	+7.8%
Kannapolis, NC	138	4	2.9%	789	13	1.6%	\$95,100	\$75,000	-21.1%	\$132,650	\$152,800	+15.2%	\$112,237	\$78,562	-30.0%	\$146,062	\$165,137	+13.1%
Lincolnton, NC	123	1	0.8%	418	7	1.7%	\$92,085	\$60,000	-34.8%	\$158,500	\$166,000	+4.7%	\$101,291	\$83,657	-17.4%	\$176,013	\$186,137	+5.8%
Matthews, NC	175	1	0.6%	1,143	10	0.9%	\$200,000	\$272,500	+36.3%	\$279,000	\$294,000	+5.4%	\$332,654	\$283,771	-14.7%	\$313,917	\$324,136	+3.3%
Monroe, NC	186	2	1.1%	1,013	16	1.6%	\$130,950	\$126,500	-3.4%	\$185,000	\$203,000	+9.7%	\$180,202	\$154,998	-14.0%	\$205,406	\$223,395	+8.8%
Mooresville, NC	607	3	0.5%	2,031	14	0.7%	\$303,017	\$267,500	-11.7%	\$280,000	\$300,000	+7.1%	\$363,336	\$380,583	+4.7%	\$366,145	\$390,874	+6.8%
Salisbury, NC	198	4	2.0%	909	33	3.6%	\$67,500	\$76,785	+13.8%	\$147,350	\$149,900	+1.7%	\$82,330	\$103,554	+25.8%	\$156,813	\$165,074	+5.3%
Statesville, NC	273	6	2.2%	906	22	2.4%	\$95,000	\$77,000	-18.9%	\$155,000	\$165,000	+6.5%	\$148,904	\$97,205	-34.7%	\$171,853	\$182,670	+6.3%
Waxhaw, NC	311	4	1.3%	1,293	7	0.5%	\$320,000	\$280,557	-12.3%	\$383,078	\$395,408	+3.2%	\$409,548	\$408,558	-0.2%	\$438,482	\$454,281	+3.6%
Fort Mill, SC	304	3	1.0%	1,574	14	0.9%	\$285,000	\$327,500	+14.9%	\$297,000	\$324,975	+9.4%	\$296,757	\$294,898	-0.6%	\$328,006	\$344,810	+5.1%
Rock Hill, SC	260	7	2.7%	1,791	12	0.7%	\$140,000	\$92,550	-33.9%	\$185,000	\$196,000	+5.9%	\$164,789	\$118,375	-28.2%	\$203,099	\$212,253	+4.5%
Lake Norman	844	4	0.5%	2,341	17	0.7%	\$345,000	\$442,000	+28.1%	\$377,000	\$385,000	+2.1%	\$395,289	\$479,015	+21.2%	\$482,164	\$500,292	+3.8%
Lake Wylie	357	4	1.1%	1,230	15	1.2%	\$484,703	\$390,000	-19.5%	\$329,788	\$349,900	+6.1%	\$505,041	\$440,300	-12.8%	\$379,910	\$392,587	+3.3%
Uptown Charlotte	73	1	1.4%	358	1	0.3%	\$308,870	\$293,000	-5.1%	\$287,500	\$277,500	-3.5%	\$308,870	\$293,000	-5.1%	\$335,573	\$323,831	-3.5%