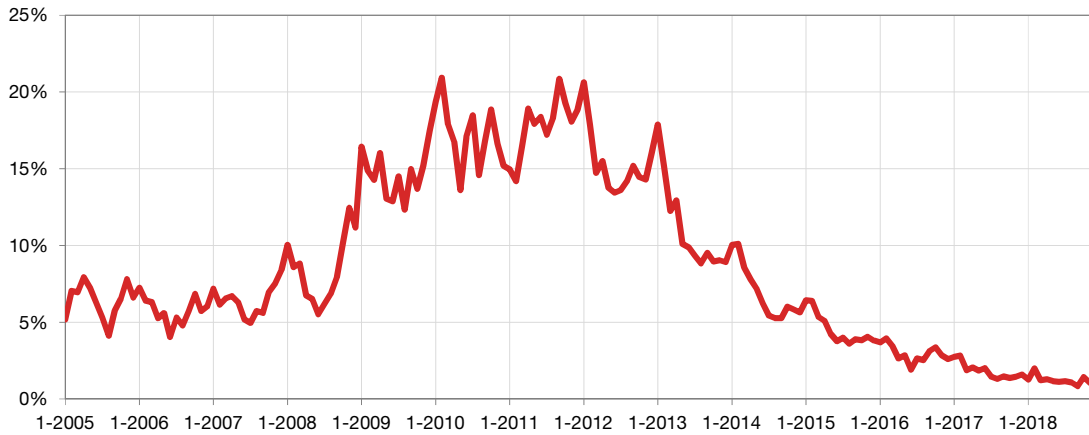


# Charlotte Region Lender-Mediated Report – December 2018

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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## Share of Closed Sales That Were Lender-Mediated: **0.9%**

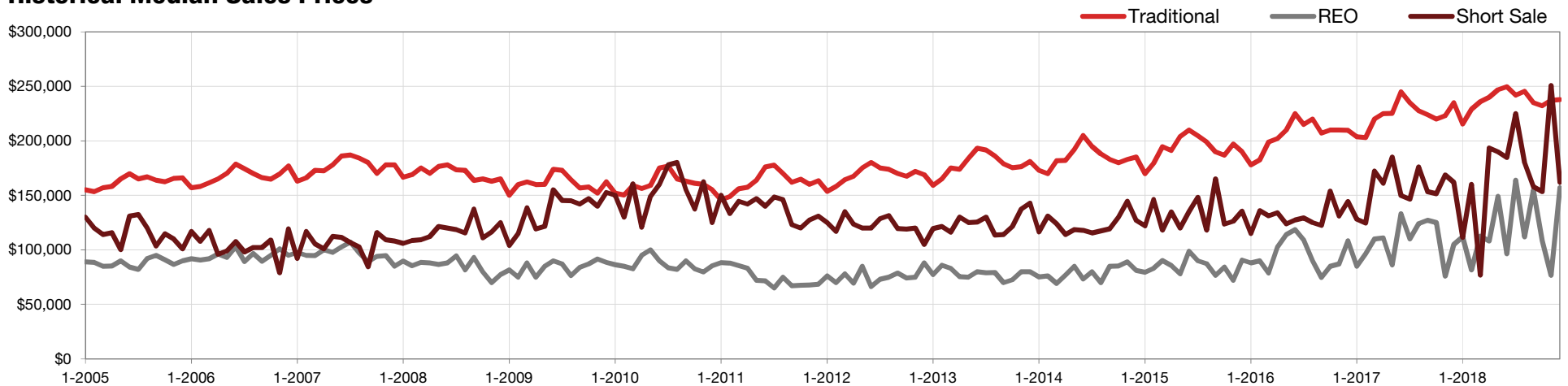


Closed Sales	12-2017	12-2018	+ / -
Traditional	3,633	3,147	-13.4%
Foreclosure	37	21	-43.2%
Short Sale	23	9	-60.9%
Total Market*	3,692	3,176	-14.0%

Median Sales Price	12-2017	12-2018	+ / -
Traditional	\$235,000	\$237,900	+1.2%
Foreclosure	\$105,000	\$157,000	+49.5%
Short Sale	\$162,000	\$162,000	0.0%
Total Market*	\$233,000	\$236,750	+1.6%

\* 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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December 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	12-2017	12-2018	+ / -	12-2017	12-2018	+ / -	12-2017	12-2018	+ / -	12-2017	12-2018	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte Region	8,718	92	1.1%	47,745	570	1.2%	\$124,500	\$138,000	+10.8%	\$225,000	\$239,000	+6.2%	\$161,834	\$180,591	+11.6%	\$271,587	\$288,078	+6.1%
Charlotte MSA	6,843	68	1.0%	40,906	448	1.1%	\$135,000	\$149,000	+10.4%	\$232,500	\$245,000	+5.4%	\$174,062	\$188,806	+8.5%	\$278,272	\$293,538	+5.5%
Alexander County, NC	20	0	0.0%	63	1	1.6%	\$75,500	\$77,400	+2.5%	\$148,450	\$155,500	+4.7%	\$99,000	\$77,400	-21.8%	\$184,816	\$199,746	+8.1%
Anson County, NC	59	0	0.0%	124	6	4.8%	\$63,755	\$70,000	+9.8%	\$79,600	\$106,500	+33.8%	\$63,755	\$71,250	+11.8%	\$107,807	\$122,393	+13.5%
Cabarrus County, NC	649	8	1.2%	3,808	43	1.1%	\$145,500	\$155,000	+6.5%	\$206,500	\$225,000	+9.0%	\$165,310	\$179,221	+8.4%	\$227,415	\$247,270	+8.7%
Gaston County, NC	516	6	1.2%	3,323	52	1.6%	\$76,126	\$83,700	+9.9%	\$165,880	\$180,000	+8.5%	\$104,278	\$129,824	+24.5%	\$189,456	\$198,109	+4.6%
Iredell County, NC	880	9	1.0%	3,168	42	1.3%	\$118,000	\$114,289	-3.1%	\$245,000	\$255,000	+4.1%	\$186,632	\$196,777	+5.4%	\$309,472	\$322,037	+4.1%
Lincoln County, NC	326	2	0.6%	1,324	16	1.2%	\$67,700	\$99,300	+46.7%	\$259,565	\$268,764	+3.5%	\$96,718	\$157,003	+62.3%	\$291,809	\$295,713	+1.3%
Mecklenburg County, NC	2,975	20	0.7%	19,735	159	0.8%	\$147,900	\$170,000	+14.9%	\$240,000	\$253,000	+5.4%	\$192,736	\$218,756	+13.5%	\$299,730	\$320,898	+7.1%
Montgomery County, NC	135	0	0.0%	222	1	0.5%	--	\$50,100	--	\$120,000	\$133,500	+11.3%	--	\$50,100	--	\$206,065	\$223,127	+8.3%
Stanly County, NC	174	5	2.9%	688	10	1.5%	\$94,500	\$77,000	-18.5%	\$145,845	\$155,000	+6.3%	\$100,416	\$104,200	+3.8%	\$166,329	\$182,074	+9.5%
Union County, NC	759	8	1.1%	4,168	43	1.0%	\$183,000	\$175,000	-4.4%	\$285,000	\$300,000	+5.3%	\$259,876	\$246,505	-5.1%	\$337,132	\$351,813	+4.4%
Lancaster County, SC	391	8	2.0%	1,828	18	1.0%	\$144,000	\$149,900	+4.1%	\$268,510	\$279,597	+4.1%	\$203,080	\$174,683	-14.0%	\$272,424	\$286,291	+5.1%
York County, SC	844	8	0.9%	4,901	51	1.0%	\$230,500	\$195,000	-15.4%	\$244,308	\$255,000	+4.4%	\$234,839	\$244,870	+4.3%	\$270,337	\$282,030	+4.3%

**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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December 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	12-2017	12-2018	+ / -	12-2017	12-2018	+ / -	12-2017	12-2018	+ / -	12-2017	12-2018	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	2,256	16	0.7%	15,708	140	0.9%	\$143,525	\$160,398	+11.8%	\$225,500	\$238,000	+5.5%	\$178,617	\$200,518	+12.3%	\$289,999	\$309,707	+6.8%
Concord, NC	376	4	1.1%	2,303	29	1.3%	\$129,450	\$158,483	+22.4%	\$205,000	\$223,000	+8.8%	\$156,019	\$168,476	+8.0%	\$226,103	\$246,437	+9.0%
Davidson, NC	140	0	0.0%	470	3	0.6%	\$435,000	\$302,700	-30.4%	\$323,000	\$373,250	+15.6%	\$347,667	\$379,200	+9.1%	\$402,639	\$443,630	+10.2%
Denver, NC	192	2	1.0%	673	4	0.6%	\$135,000	\$341,000	+152.6%	\$334,030	\$334,900	+0.3%	\$118,000	\$360,500	+205.5%	\$377,872	\$378,225	+0.1%
Gastonia, NC	204	3	1.5%	1,439	30	2.1%	\$56,250	\$110,450	+96.4%	\$155,895	\$166,500	+6.8%	\$85,410	\$111,132	+30.1%	\$168,780	\$174,636	+3.5%
Huntersville, NC	253	0	0.0%	1,647	7	0.4%	\$301,750	\$285,000	-5.6%	\$296,683	\$313,277	+5.6%	\$305,465	\$374,857	+22.7%	\$320,453	\$339,002	+5.8%
Kannapolis, NC	132	4	3.0%	785	13	1.7%	\$71,000	\$75,000	+5.6%	\$134,000	\$153,000	+14.2%	\$99,967	\$78,562	-21.4%	\$147,217	\$164,828	+12.0%
Lincolnton, NC	101	1	1.0%	421	9	2.1%	\$92,085	\$63,000	-31.6%	\$157,000	\$166,500	+6.1%	\$105,199	\$79,622	-24.3%	\$173,662	\$188,017	+8.3%
Matthews, NC	142	2	1.4%	1,103	7	0.6%	\$254,500	\$265,000	+4.1%	\$278,500	\$295,000	+5.9%	\$352,300	\$243,959	-30.8%	\$314,273	\$325,729	+3.6%
Monroe, NC	172	4	2.3%	1,025	15	1.5%	\$129,900	\$115,000	-11.5%	\$187,500	\$205,000	+9.3%	\$170,776	\$152,664	-10.6%	\$207,609	\$223,253	+7.5%
Mooresville, NC	553	2	0.4%	1,994	15	0.8%	\$281,034	\$230,000	-18.2%	\$287,000	\$300,000	+4.5%	\$299,196	\$376,944	+26.0%	\$372,521	\$392,110	+5.3%
Salisbury, NC	185	5	2.7%	912	33	3.6%	\$70,750	\$76,785	+8.5%	\$149,000	\$149,900	+0.6%	\$82,190	\$109,701	+33.5%	\$157,187	\$166,904	+6.2%
Statesville, NC	253	6	2.4%	907	21	2.3%	\$71,359	\$85,000	+19.1%	\$155,000	\$169,000	+9.0%	\$104,488	\$99,371	-4.9%	\$171,787	\$184,085	+7.2%
Waxhaw, NC	276	3	1.1%	1,264	5	0.4%	\$320,000	\$280,557	-12.3%	\$382,900	\$395,000	+3.2%	\$375,137	\$446,182	+18.9%	\$437,898	\$453,362	+3.5%
Fort Mill, SC	272	3	1.1%	1,569	14	0.9%	\$276,620	\$327,500	+18.4%	\$299,900	\$324,500	+8.2%	\$288,429	\$294,898	+2.2%	\$331,404	\$345,058	+4.1%
Rock Hill, SC	239	3	1.3%	1,780	13	0.7%	\$130,000	\$92,500	-28.8%	\$185,825	\$196,000	+5.5%	\$162,453	\$117,077	-27.9%	\$203,925	\$212,044	+4.0%
Lake Norman	760	4	0.5%	2,293	15	0.7%	\$345,000	\$442,000	+28.1%	\$376,772	\$387,000	+2.7%	\$375,213	\$463,667	+23.6%	\$480,919	\$506,440	+5.3%
Lake Wylie	339	3	0.9%	1,227	16	1.3%	\$484,703	\$406,000	-16.2%	\$325,900	\$353,900	+8.6%	\$505,041	\$442,313	-12.4%	\$376,666	\$397,371	+5.5%
Uptown Charlotte	65	1	1.5%	371	1	0.3%	\$308,870	\$293,000	-5.1%	\$284,000	\$277,750	-2.2%	\$308,870	\$293,000	-5.1%	\$333,841	\$326,462	-2.2%