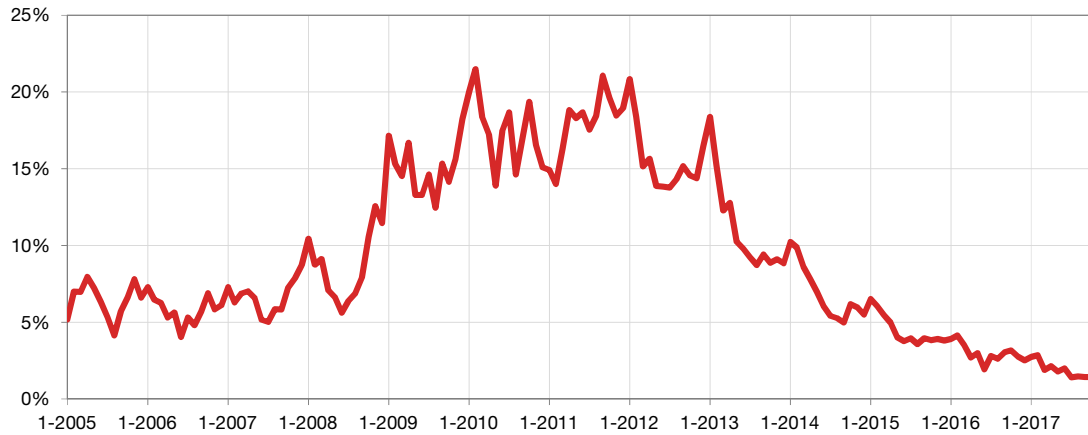


Lender-Mediated Report – November 2017

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REATOR® ASSOCIATION
 COVERING THE ENTIRE CAROLINA MLS AREA
 FOR MORE INFORMATION, CONTACT A REALTOR®



Share of Closed Sales That Were Lender-Mediated: 1.4%

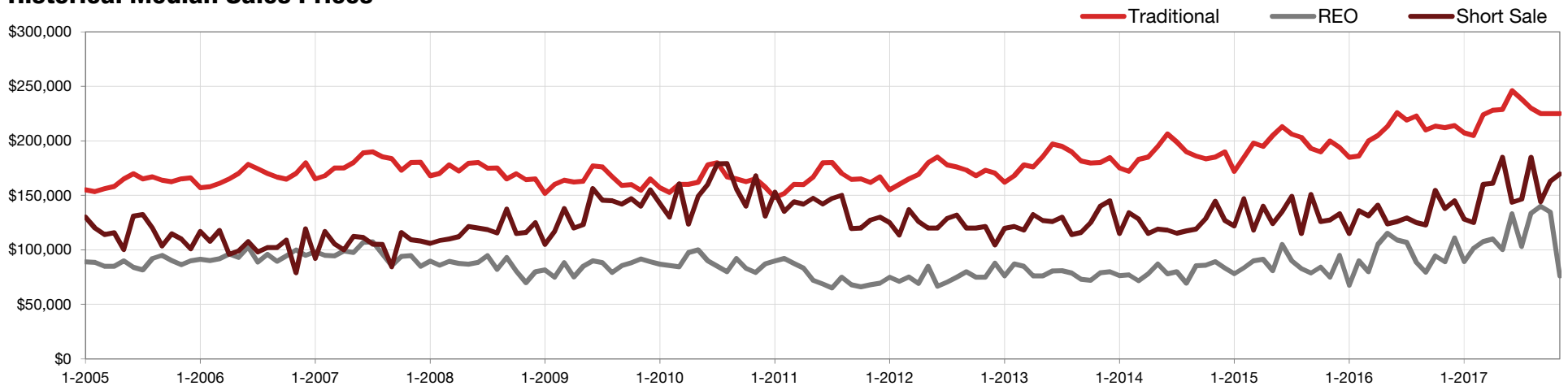


| Closed Sales | 11-2016 | 11-2017 | + / - |
|---------------|---------|---------|--------|
| Traditional | 3,294 | 3,437 | +4.3% |
| Foreclosure | 68 | 35 | -48.5% |
| Short Sale | 26 | 15 | -42.3% |
| Total Market* | 3,388 | 3,485 | +2.9% |

| Median Sales Price | 11-2016 | 11-2017 | + / - |
|--------------------|-----------|-----------|--------|
| Traditional | \$212,000 | \$224,900 | +6.1% |
| Foreclosure | \$89,000 | \$76,000 | -14.6% |
| Short Sale | \$138,000 | \$169,500 | +22.8% |
| Total Market* | \$210,000 | \$223,375 | +6.4% |

* 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

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



| November 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 | 11-2016 | 11-2017 | +/- | 11-2016 | 11-2017 | +/- | 11-2016 | 11-2017 | +/- | 11-2016 | 11-2017 | +/- |
| | | | | | | | Lender-Mediated | | | Traditional Properties | | | Lender-Mediated | | | Traditional Properties | | |
| Entire CarolinaMLS Region | 9,024 | 140 | 1.6% | 47,474 | 887 | 1.9% | \$105,000 | \$125,000 | +19.0% | \$210,000 | \$226,500 | +7.9% | \$133,768 | \$166,569 | +24.5% | \$260,063 | \$273,331 | +5.1% |
| Charlotte MSA | 6,831 | 106 | 1.6% | 41,301 | 703 | 1.7% | \$110,024 | \$135,000 | +22.7% | \$213,500 | \$230,000 | +7.7% | \$138,804 | \$173,967 | +25.3% | \$262,546 | \$276,546 | +5.3% |
| Alexander County, NC | 71 | 1 | 1.4% | 159 | 5 | 3.1% | \$36,000 | \$81,000 | +125.0% | \$145,250 | \$142,500 | -1.9% | \$38,822 | \$127,780 | +229.1% | \$187,613 | \$180,147 | -4.0% |
| Anson County, NC | 83 | 0 | 0.0% | 142 | 3 | 2.1% | \$38,750 | \$72,510 | +87.1% | \$81,000 | \$79,550 | -1.8% | \$57,003 | \$88,483 | +55.2% | \$102,537 | \$108,785 | +6.1% |
| Cabarrus County, NC | 557 | 9 | 1.6% | 3,693 | 71 | 1.9% | \$115,000 | \$145,000 | +26.1% | \$193,000 | \$205,000 | +6.2% | \$155,055 | \$155,897 | +0.5% | \$212,203 | \$226,934 | +6.9% |
| Gaston County, NC | 546 | 15 | 2.7% | 3,248 | 89 | 2.7% | \$66,317 | \$76,126 | +14.8% | \$150,000 | \$164,900 | +9.9% | \$77,928 | \$104,177 | +33.7% | \$170,402 | \$186,272 | +9.3% |
| Iredell County, NC | 933 | 8 | 0.9% | 3,097 | 58 | 1.9% | \$79,860 | \$129,900 | +62.7% | \$222,715 | \$240,000 | +7.8% | \$120,304 | \$226,670 | +88.4% | \$287,468 | \$304,380 | +5.9% |
| Lincoln County, NC | 377 | 3 | 0.8% | 1,433 | 26 | 1.8% | \$65,000 | \$67,100 | +3.2% | \$235,000 | \$260,000 | +10.6% | \$109,353 | \$101,713 | -7.0% | \$273,038 | \$294,020 | +7.7% |
| Mecklenburg County, NC | 2,739 | 27 | 1.0% | 20,920 | 313 | 1.5% | \$121,000 | \$146,500 | +21.1% | \$220,000 | \$239,000 | +8.6% | \$149,738 | \$194,628 | +30.0% | \$282,635 | \$297,478 | +5.3% |
| Montgomery County, NC | 163 | 1 | 0.6% | 232 | 0 | 0.0% | \$636,751 | -- | -- | \$145,000 | \$122,200 | -15.7% | \$636,751 | -- | -- | \$220,839 | \$212,027 | -4.0% |
| Stanly County, NC | 190 | 2 | 1.1% | 683 | 17 | 2.5% | \$78,500 | \$89,124 | +13.5% | \$140,000 | \$147,500 | +5.4% | \$107,998 | \$94,524 | -12.5% | \$159,055 | \$168,300 | +5.8% |
| Union County, NC | 807 | 12 | 1.5% | 4,148 | 72 | 1.7% | \$166,000 | \$181,500 | +9.3% | \$257,135 | \$283,400 | +10.2% | \$196,752 | \$263,933 | +34.1% | \$317,096 | \$336,074 | +6.0% |
| Lancaster County, SC | 441 | 5 | 1.1% | 1,494 | 17 | 1.1% | \$140,451 | \$144,000 | +2.5% | \$262,000 | \$265,000 | +1.1% | \$159,947 | \$195,859 | +22.5% | \$269,275 | \$268,315 | -0.4% |
| York County, SC | 827 | 16 | 1.9% | 4,744 | 42 | 0.9% | \$124,900 | \$225,000 | +80.1% | \$227,000 | \$243,000 | +7.0% | \$146,382 | \$233,997 | +59.9% | \$254,823 | \$270,183 | +6.0% |

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, 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

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



| | 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 | 11-2016 | 11-2017 | +/- | 11-2016 | 11-2017 | +/- | 11-2016 | 11-2017 | +/- | 11-2016 | 11-2017 | +/- |
| | | | | | | | Lender-Mediated | | | Traditional Properties | | | Lender-Mediated | | | Traditional Properties | | |
| November 2017 | | | | | | | | | | | | | | | | | | |
| Charlotte, NC | 1,983 | 21 | 1.1% | 16,632 | 274 | 1.6% | \$115,000 | \$140,000 | +21.7% | \$205,000 | \$224,000 | +9.3% | \$140,789 | \$183,612 | +30.4% | \$273,298 | \$287,425 | +5.2% |
| Concord, NC | 324 | 8 | 2.5% | 2,212 | 48 | 2.2% | \$129,901 | \$134,750 | +3.7% | \$187,000 | \$202,820 | +8.5% | \$173,823 | \$145,812 | -16.1% | \$208,655 | \$224,940 | +7.8% |
| Davidson, NC | 117 | 2 | 1.7% | 459 | 3 | 0.7% | \$337,950 | \$435,000 | +28.7% | \$320,118 | \$325,125 | +1.6% | \$337,950 | \$347,667 | +2.9% | \$404,039 | \$405,016 | +0.2% |
| Denver, NC | 223 | 2 | 0.9% | 770 | 4 | 0.5% | \$126,282 | \$153,500 | +21.6% | \$340,000 | \$340,000 | 0.0% | \$195,849 | \$177,353 | -9.4% | \$373,233 | \$382,425 | +2.5% |
| Gastonia, NC | 219 | 11 | 5.0% | 1,468 | 42 | 2.9% | \$71,000 | \$62,203 | -12.4% | \$142,500 | \$155,920 | +9.4% | \$88,556 | \$87,303 | -1.4% | \$154,876 | \$168,621 | +8.9% |
| Huntersville, NC | 292 | 3 | 1.0% | 1,725 | 11 | 0.6% | \$171,001 | \$309,000 | +80.7% | \$268,500 | \$294,000 | +9.5% | \$183,172 | \$312,241 | +70.5% | \$288,388 | \$316,573 | +9.8% |
| Kannapolis, NC | 143 | 3 | 2.1% | 772 | 22 | 2.8% | \$62,226 | \$96,089 | +54.4% | \$127,000 | \$132,500 | +4.3% | \$73,619 | \$115,747 | +57.2% | \$145,050 | \$146,130 | +0.7% |
| Lincolnton, NC | 102 | 1 | 1.0% | 423 | 12 | 2.8% | \$57,000 | \$92,085 | +61.6% | \$142,000 | \$158,450 | +11.6% | \$87,153 | \$101,291 | +16.2% | \$156,601 | \$176,001 | +12.4% |
| Matthews, NC | 174 | 0 | 0.0% | 1,226 | 13 | 1.1% | \$225,000 | \$200,000 | -11.1% | \$253,000 | \$279,900 | +10.6% | \$275,948 | \$332,654 | +20.5% | \$290,327 | \$314,104 | +8.2% |
| Monroe, NC | 167 | 1 | 0.6% | 1,036 | 24 | 2.3% | \$140,000 | \$130,950 | -6.5% | \$172,000 | \$185,000 | +7.6% | \$139,260 | \$180,202 | +29.4% | \$187,454 | \$205,421 | +9.6% |
| Mooresville, NC | 573 | 4 | 0.7% | 1,975 | 21 | 1.1% | \$139,500 | \$303,017 | +117.2% | \$263,330 | \$280,000 | +6.3% | \$221,581 | \$363,336 | +64.0% | \$349,828 | \$366,367 | +4.7% |
| Salisbury, NC | 278 | 9 | 3.2% | 791 | 41 | 5.2% | \$61,000 | \$67,500 | +10.7% | \$139,900 | \$147,125 | +5.2% | \$80,017 | \$82,330 | +2.9% | \$151,443 | \$156,777 | +3.5% |
| Statesville, NC | 263 | 3 | 1.1% | 854 | 27 | 3.2% | \$55,750 | \$95,000 | +70.4% | \$145,000 | \$155,000 | +6.9% | \$67,061 | \$148,904 | +122.0% | \$164,579 | \$172,079 | +4.6% |
| Waxhaw, NC | 280 | 5 | 1.8% | 1,254 | 17 | 1.4% | \$207,500 | \$320,000 | +54.2% | \$386,000 | \$383,000 | -0.8% | \$243,147 | \$409,548 | +68.4% | \$431,717 | \$438,599 | +1.6% |
| Fort Mill, SC | 290 | 4 | 1.4% | 1,568 | 17 | 1.1% | \$199,750 | \$285,000 | +42.7% | \$284,900 | \$297,062 | +4.3% | \$206,830 | \$296,757 | +43.5% | \$310,526 | \$328,239 | +5.7% |
| Rock Hill, SC | 215 | 6 | 2.8% | 1,709 | 19 | 1.1% | \$100,200 | \$140,000 | +39.7% | \$169,900 | \$185,000 | +8.9% | \$107,600 | \$164,789 | +53.2% | \$191,497 | \$203,242 | +6.1% |
| Lake Norman | 835 | 4 | 0.5% | 2,249 | 22 | 1.0% | \$365,000 | \$352,500 | -3.4% | \$364,200 | \$377,291 | +3.6% | \$346,654 | \$411,121 | +18.6% | \$470,128 | \$482,873 | +2.7% |
| Lake Wylie | 350 | 7 | 2.0% | 1,105 | 10 | 0.9% | \$207,000 | \$484,703 | +134.2% | \$330,000 | \$329,900 | -0.0% | \$248,313 | \$505,041 | +103.4% | \$366,744 | \$380,416 | +3.7% |
| Uptown Charlotte | 72 | 1 | 1.4% | 421 | 2 | 0.5% | \$300,500 | \$308,870 | +2.8% | \$261,000 | \$290,000 | +11.1% | \$300,500 | \$308,870 | +2.8% | \$305,881 | \$336,236 | +9.9% |