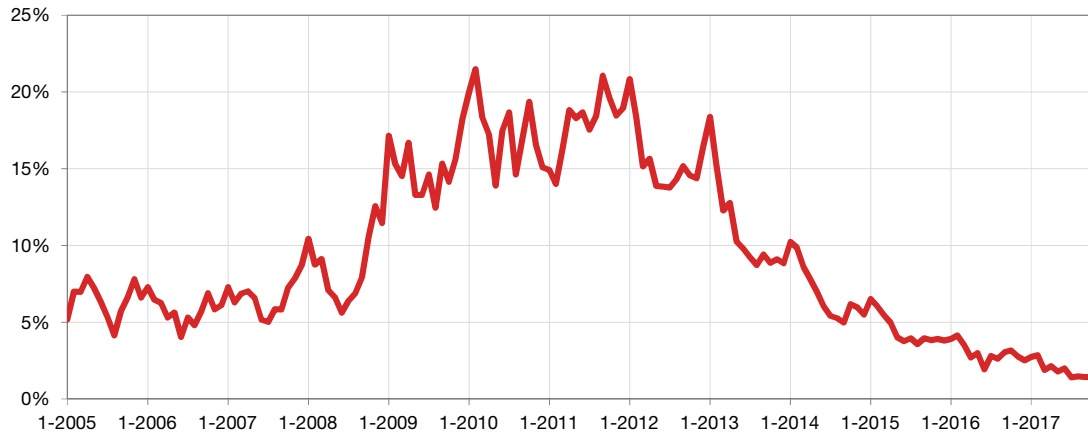


# Lender-Mediated Report – November 2017

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%

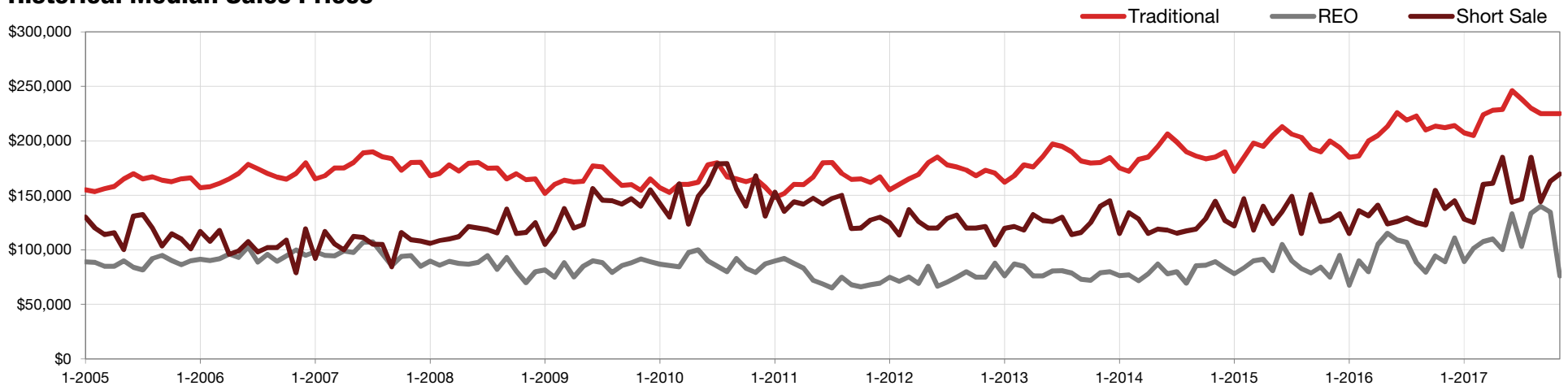


Closed Sales	11-2016	11-2017	+ / -
Traditional	3,294	3,437	+4.3%
Foreclosure	68	35	-48.5%
Short Sale	26	15	-42.3%
Total Market*	3,388	3,485	+2.9%

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



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		
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%