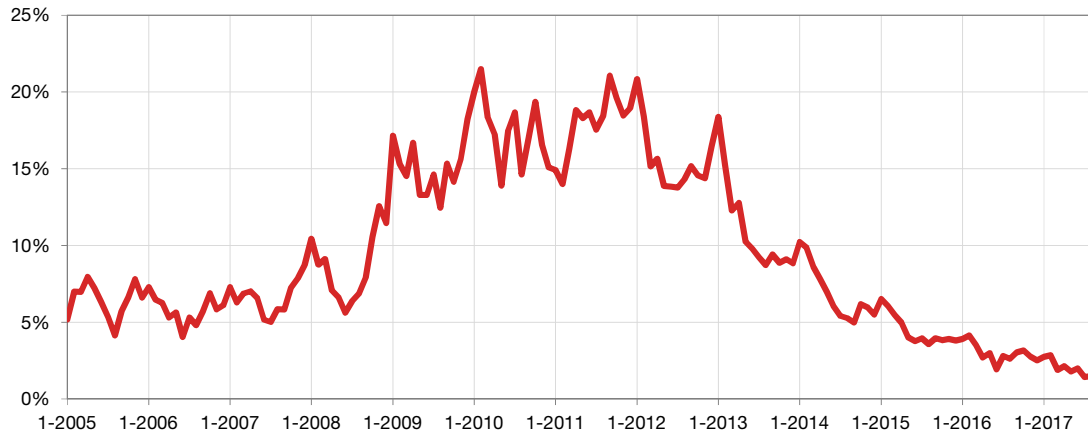


# Lender-Mediated Report – September 2017

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



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

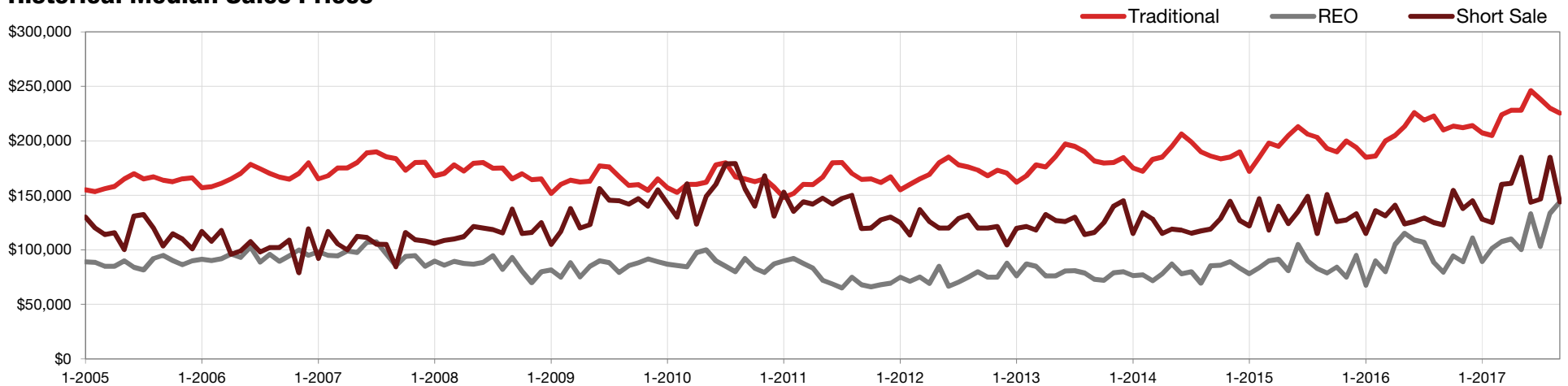


Closed Sales	9-2016	9-2017	+ / -
Traditional	3,996	3,904	-2.3%
Foreclosure	97	37	-61.9%
Short Sale	29	21	-27.6%
Total Market*	4,121	3,960	-3.9%

Median Sales Price	9-2016	9-2017	+ / -
Traditional	\$210,000	\$225,500	+7.4%
Foreclosure	\$79,500	\$144,000	+81.1%
Short Sale	\$122,900	\$144,000	+17.2%
Total Market*	\$206,000	\$225,000	+9.2%

\* 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



September 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	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Entire CarolinaMLS Region	10,140	141	1.4%	46,806	987	2.1%	\$102,000	\$121,000	+18.6%	\$206,900	\$225,000	+8.7%	\$130,593	\$159,099	+21.8%	\$257,666	\$272,182	+5.6%
Charlotte MSA	7,647	96	1.3%	40,818	790	1.9%	\$108,000	\$130,000	+20.4%	\$210,000	\$229,500	+9.3%	\$134,219	\$166,142	+23.8%	\$260,080	\$275,540	+5.9%
Alexander County, NC	74	2	2.7%	151	5	3.3%	\$35,915	\$70,000	+94.9%	\$135,000	\$148,000	+9.6%	\$35,915	\$120,508	+235.5%	\$177,449	\$191,139	+7.7%
Anson County, NC	86	0	0.0%	142	3	2.1%	\$35,000	\$72,510	+107.2%	\$74,000	\$79,550	+7.5%	\$52,931	\$88,483	+67.2%	\$94,680	\$109,207	+15.3%
Cabarrus County, NC	555	9	1.6%	3,610	80	2.2%	\$120,000	\$134,750	+12.3%	\$192,000	\$202,500	+5.5%	\$154,220	\$147,583	-4.3%	\$210,785	\$225,394	+6.9%
Gaston County, NC	553	13	2.4%	3,195	99	3.1%	\$68,000	\$69,250	+1.8%	\$149,250	\$160,990	+7.9%	\$80,488	\$94,512	+17.4%	\$167,360	\$182,390	+9.0%
Iredell County, NC	1,075	11	1.0%	3,040	67	2.2%	\$82,400	\$109,100	+32.4%	\$219,387	\$238,000	+8.5%	\$128,049	\$194,427	+51.8%	\$286,617	\$297,781	+3.9%
Lincoln County, NC	396	3	0.8%	1,418	31	2.2%	\$70,575	\$65,750	-6.8%	\$232,250	\$261,668	+12.7%	\$101,415	\$113,237	+11.7%	\$266,845	\$294,436	+10.3%
Mecklenburg County, NC	3,270	30	0.9%	20,666	346	1.7%	\$115,000	\$145,000	+26.1%	\$218,000	\$236,000	+8.3%	\$143,267	\$187,687	+31.0%	\$280,711	\$295,471	+5.3%
Montgomery County, NC	194	1	0.5%	214	0	0.0%	\$636,751	--	--	\$150,000	\$129,450	-13.7%	\$636,751	--	--	\$229,095	\$215,699	-5.8%
Stanly County, NC	201	7	3.5%	650	19	2.9%	\$80,000	\$80,764	+1.0%	\$137,500	\$145,845	+6.1%	\$120,823	\$90,299	-25.3%	\$154,966	\$167,391	+8.0%
Union County, NC	946	16	1.7%	4,152	86	2.1%	\$158,500	\$171,000	+7.9%	\$253,750	\$284,830	+12.2%	\$187,372	\$240,724	+28.5%	\$312,473	\$338,397	+8.3%
Lancaster County, SC	468	5	1.1%	1,486	18	1.2%	\$102,450	\$117,250	+14.4%	\$258,080	\$264,901	+2.6%	\$153,715	\$157,475	+2.4%	\$266,359	\$268,342	+0.7%
York County, SC	906	8	0.9%	4,705	53	1.1%	\$126,301	\$199,999	+58.4%	\$225,000	\$241,298	+7.2%	\$146,698	\$214,488	+46.2%	\$252,243	\$270,109	+7.1%

**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



September 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	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	2,412	25	1.0%	16,385	304	1.9%	\$110,000	\$135,100	+22.8%	\$202,000	\$220,500	+9.2%	\$135,055	\$177,295	+31.3%	\$271,000	\$285,142	+5.2%
Concord, NC	321	4	1.2%	2,159	52	2.4%	\$141,000	\$114,535	-18.8%	\$185,000	\$200,000	+8.1%	\$181,151	\$138,569	-23.5%	\$206,788	\$223,643	+8.2%
Davidson, NC	133	2	1.5%	449	2	0.4%	\$325,000	\$292,500	-10.0%	\$315,000	\$328,000	+4.1%	\$302,580	\$292,500	-3.3%	\$396,354	\$413,619	+4.4%
Denver, NC	235	0	0.0%	761	6	0.8%	\$95,000	\$263,707	+177.6%	\$334,000	\$340,140	+1.8%	\$151,755	\$261,236	+72.1%	\$368,060	\$379,400	+3.1%
Gastonia, NC	227	8	3.5%	1,509	45	3.0%	\$77,750	\$67,405	-13.3%	\$142,000	\$153,825	+8.3%	\$88,901	\$85,514	-3.8%	\$152,935	\$166,595	+8.9%
Huntersville, NC	321	3	0.9%	1,732	11	0.6%	\$163,319	\$270,000	+65.3%	\$265,000	\$290,650	+9.7%	\$171,929	\$295,150	+71.7%	\$286,140	\$314,137	+9.8%
Kannapolis, NC	126	2	1.6%	746	24	3.2%	\$62,451	\$92,550	+48.2%	\$126,770	\$130,000	+2.5%	\$76,159	\$108,089	+41.9%	\$144,217	\$145,492	+0.9%
Lincolnton, NC	113	2	1.8%	422	13	3.1%	\$57,000	\$95,472	+67.5%	\$135,000	\$158,800	+17.6%	\$83,644	\$105,672	+26.3%	\$150,153	\$175,192	+16.7%
Matthews, NC	223	0	0.0%	1,192	17	1.4%	\$215,000	\$200,000	-7.0%	\$250,500	\$277,000	+10.6%	\$232,766	\$306,894	+31.8%	\$287,796	\$313,249	+8.8%
Monroe, NC	168	4	2.4%	1,047	36	3.4%	\$127,500	\$136,415	+7.0%	\$170,000	\$185,000	+8.8%	\$126,037	\$172,135	+36.6%	\$187,471	\$202,778	+8.2%
Mooresville, NC	686	5	0.7%	1,923	23	1.2%	\$152,980	\$272,500	+78.1%	\$260,000	\$280,000	+7.7%	\$232,086	\$313,442	+35.1%	\$349,240	\$357,994	+2.5%
Salisbury, NC	297	6	2.0%	787	40	5.1%	\$55,000	\$70,000	+27.3%	\$137,000	\$144,900	+5.8%	\$74,462	\$84,494	+13.5%	\$153,416	\$155,967	+1.7%
Statesville, NC	296	5	1.7%	842	31	3.7%	\$55,750	\$71,000	+27.4%	\$144,000	\$154,485	+7.3%	\$68,781	\$132,621	+92.8%	\$163,634	\$169,631	+3.7%
Waxhaw, NC	365	6	1.6%	1,263	18	1.4%	\$196,382	\$294,175	+49.8%	\$380,000	\$390,000	+2.6%	\$244,697	\$368,037	+50.4%	\$426,647	\$442,775	+3.8%
Fort Mill, SC	338	2	0.6%	1,606	22	1.4%	\$193,500	\$276,620	+43.0%	\$284,000	\$293,000	+3.2%	\$199,115	\$279,357	+40.3%	\$308,880	\$323,917	+4.9%
Rock Hill, SC	244	4	1.6%	1,635	22	1.3%	\$100,000	\$137,600	+37.6%	\$169,000	\$182,000	+7.7%	\$111,889	\$148,727	+32.9%	\$191,013	\$200,026	+4.7%
Lake Norman	942	4	0.4%	2,219	25	1.1%	\$355,000	\$360,000	+1.4%	\$359,380	\$375,744	+4.6%	\$352,713	\$381,426	+8.1%	\$469,899	\$472,422	+0.5%
Lake Wylie	370	5	1.4%	1,088	12	1.1%	\$231,500	\$282,500	+22.0%	\$327,000	\$330,000	+0.9%	\$263,969	\$407,025	+54.2%	\$358,944	\$379,961	+5.9%
Uptown Charlotte	83	0	0.0%	405	2	0.5%	\$300,500	\$308,870	+2.8%	\$252,000	\$280,000	+11.1%	\$300,500	\$308,870	+2.8%	\$302,605	\$322,268	+6.5%