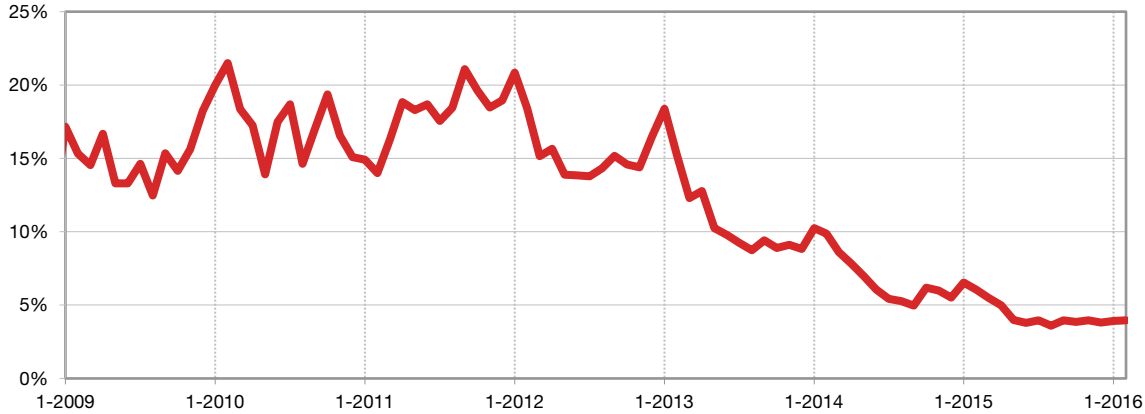


# Lender-Mediated Report – February 2016

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
COVERING THE ENTIRE CAROLINA MLS AREA  
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## Share of Closed Sales That Were Lender-Mediated: **4.0%**

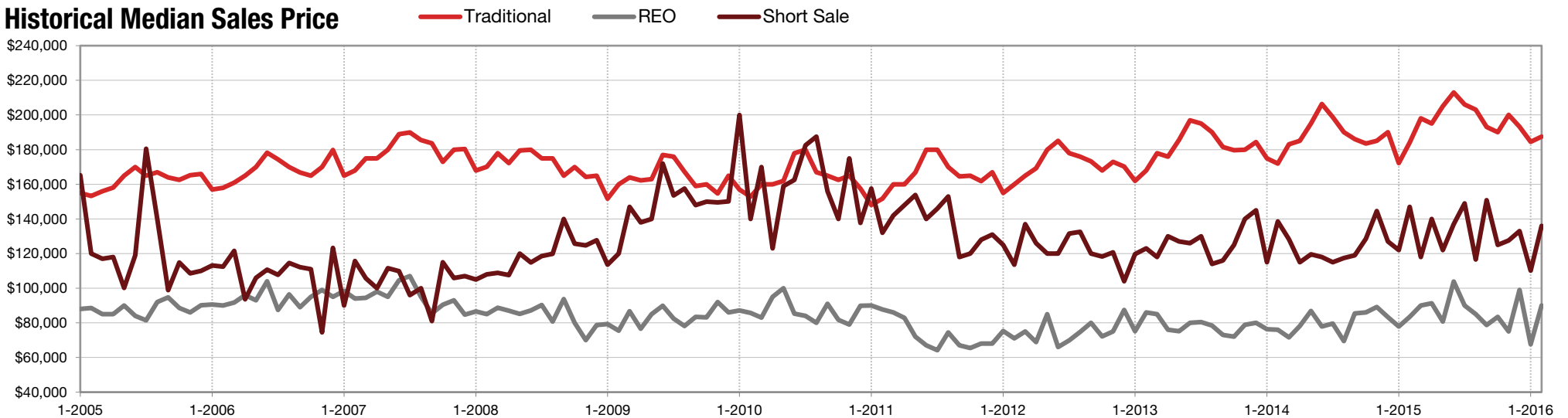


Closed Sales	2-2015	2-2016	+ / -
Traditional	2,172	2,252	+3.7%
Foreclosure	101	63	-37.6%
Short Sale	39	29	-25.6%
Total Market*	2,312	2,345	+1.4%

Median Sales Price	2-2015	2-2016	+ / -
Traditional	\$184,000	\$187,500	+1.9%
Foreclosure	\$83,511	\$90,000	+7.8%
Short Sale	\$147,000	\$136,000	-7.5%
Total Market*	\$178,000	\$182,000	+2.2%

\* Total Market is not a sum of traditional, foreclosure and short sale activity, as some lender-mediated homes can be listed both a foreclosure and short sale.

## Historical Median Sales Price



# Lender-Mediated Report – Activity by County

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



February 2016

	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	2-2015	2-2016	+/-	2-2015	2-2016	+/-	2-2015	2-2016	+/-	2-2015	2-2016	+/-
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Entire CarolinaMLS Region	9,935	319	3.2%	40,747	1,670	4.1%	\$93,750	\$101,000	+7.7%	\$189,000	\$198,500	+5.0%	\$124,288	\$130,747	+5.2%	\$239,543	\$248,218	+3.6%
Charlotte MSA	7,410	235	3.2%	35,643	1,424	4.0%	\$95,105	\$104,799	+10.2%	\$192,000	\$201,000	+4.7%	\$125,502	\$130,257	+3.8%	\$241,814	\$250,212	+3.5%
Alexander County, NC	63	2	3.2%	118	2	1.7%	\$48,000	\$279,500	+482.3%	\$120,450	\$125,000	+3.8%	\$40,969	\$279,500	+582.2%	\$156,024	\$154,790	-0.8%
Anson County, NC	125	2	1.6%	107	9	8.4%	\$32,200	\$46,500	+44.4%	\$70,000	\$60,000	-14.3%	\$56,845	\$85,639	+50.7%	\$86,784	\$73,452	-15.4%
Cabarrus County, NC	642	22	3.4%	3,148	104	3.3%	\$110,000	\$116,625	+6.0%	\$175,000	\$188,000	+7.4%	\$131,342	\$131,501	+0.1%	\$194,747	\$207,755	+6.7%
Gaston County, NC	801	35	4.4%	2,793	188	6.7%	\$60,000	\$61,000	+1.7%	\$130,000	\$145,000	+11.5%	\$86,159	\$87,771	+1.9%	\$149,169	\$164,700	+10.4%
Iredell County, NC	969	27	2.8%	2,734	117	4.3%	\$95,000	\$97,900	+3.1%	\$195,739	\$211,323	+8.0%	\$133,494	\$164,291	+23.1%	\$271,620	\$277,760	+2.3%
Lincoln County, NC	386	4	1.0%	1,024	47	4.6%	\$84,500	\$66,045	-21.8%	\$197,250	\$213,000	+8.0%	\$149,786	\$111,683	-25.4%	\$252,303	\$254,445	+0.8%
Mecklenburg County, NC	2,795	88	3.1%	18,289	726	4.0%	\$98,500	\$110,000	+11.7%	\$202,000	\$210,000	+4.0%	\$126,932	\$137,268	+8.1%	\$264,620	\$270,550	+2.2%
Montgomery County, NC	235	0	0.0%	188	4	2.1%	\$400,500	\$274,500	-31%	\$129,225	\$136,750	+5.8%	\$389,200	\$447,858	+15.1%	\$195,511	\$219,513	+12.3%
Stanly County, NC	279	9	3.2%	508	22	4.3%	\$55,842	\$93,000	+66.5%	\$120,000	\$129,000	+7.5%	\$68,481	\$103,572	+51.2%	\$136,608	\$147,155	+7.7%
Union County, NC	876	33	3.8%	3,741	139	3.7%	\$134,059	\$139,000	+3.7%	\$230,000	\$236,900	+3.0%	\$162,261	\$179,516	+10.6%	\$279,791	\$292,918	+4.7%
Lancaster County, SC	333	6	1.8%	1,231	24	1.9%	\$110,000	\$110,000	0.0%	\$235,000	\$250,000	+6.4%	\$119,185	\$155,651	+30.6%	\$249,314	\$256,219	+2.8%
York County, SC	940	22	2.3%	4,113	98	2.4%	\$120,000	\$134,250	+11.9%	\$197,000	\$210,000	+6.6%	\$146,900	\$153,719	+4.6%	\$226,746	\$239,990	+5.8%

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 owned. 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 anytime.

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 foreclosure, no foreclosure, no foreclosure, not foreclosure, not foreclosure, 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 foreclosure. This list may be adjusted at anytime.

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



**February 2016**

	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	2-2015	2-2016	+/-	2-2015	2-2016	+/-	2-2015	2-2016	+/-	2-2015	2-2016	+/-
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	2,095	76	3.6%	14,536	650	4.5%	\$95,000	\$105,000	+10.5%	\$188,000	\$195,000	+3.7%	\$119,147	\$128,621	+8.0%	\$253,730	\$261,994	+3.3%
Concord, NC	346	9	2.6%	1,839	54	2.9%	\$110,000	\$121,210	+10.2%	\$170,000	\$181,600	+6.8%	\$124,359	\$138,611	+11.5%	\$192,731	\$202,717	+5.2%
Davidson, NC	119	2	1.7%	456	5	1.1%	\$339,500	\$404,000	+19.0%	\$286,595	\$308,500	+7.6%	\$583,957	\$357,200	-38.8%	\$353,531	\$364,881	+3.2%
Denver, NC	192	0	0.0%	498	10	2.0%	\$294,250	\$89,000	-69.8%	\$289,000	\$309,162	+7.0%	\$354,783	\$136,386	-61.6%	\$341,926	\$351,644	+2.8%
Gastonia, NC	367	15	4.1%	1,272	81	6.4%	\$52,950	\$62,000	+17.1%	\$124,900	\$135,000	+8.1%	\$73,001	\$79,554	+9.0%	\$131,229	\$146,232	+11.4%
Huntersville, NC	251	6	2.4%	1,396	24	1.7%	\$181,250	\$206,200	+13.8%	\$246,500	\$260,000	+5.5%	\$199,470	\$222,041	+11.3%	\$274,450	\$278,070	+1.3%
Kannapolis, NC	181	12	6.6%	588	35	6.0%	\$67,000	\$80,000	+19.4%	\$98,500	\$118,000	+19.8%	\$83,239	\$82,369	-1.0%	\$114,717	\$131,733	+14.8%
Lincolnton, NC	123	4	3.3%	332	16	4.8%	\$75,575	\$51,318	-32.1%	\$130,000	\$130,500	+0.4%	\$93,384	\$85,350	-8.6%	\$139,713	\$137,502	-1.6%
Mooresville, NC	537	9	1.7%	1,689	50	3.0%	\$156,889	\$160,014	+2.0%	\$246,405	\$255,000	+3.5%	\$191,481	\$272,048	+42.1%	\$340,316	\$340,374	+0.0%
Monroe, NC	222	14	6.3%	1,012	53	5.2%	\$105,099	\$102,709	-2.3%	\$154,000	\$159,900	+3.8%	\$121,317	\$111,326	-8.2%	\$166,941	\$174,523	+4.5%
Salisbury, NC	360	16	4.4%	700	56	8.0%	\$61,200	\$49,250	-19.5%	\$120,000	\$127,500	+6.3%	\$95,381	\$60,683	-36.4%	\$133,131	\$141,816	+6.5%
Statesville, NC	310	10	3.2%	801	49	6.1%	\$77,250	\$56,685	-26.6%	\$120,000	\$135,000	+12.5%	\$92,433	\$83,770	-9.4%	\$131,112	\$153,616	+17.2%
Waxhaw, NC	281	8	2.8%	1,014	26	2.6%	\$190,500	\$201,750	+5.9%	\$335,688	\$347,100	+3.4%	\$234,827	\$289,604	+23.3%	\$369,174	\$397,142	+7.6%
Fort Mill, SC	273	10	3.7%	1,301	20	1.5%	\$180,000	\$196,000	+8.9%	\$255,000	\$265,000	+3.9%	\$208,801	\$224,260	+7.4%	\$282,367	\$296,369	+5.0%
Rock Hill, SC	279	6	2.2%	1,540	50	3.2%	\$104,700	\$109,000	+4.1%	\$154,000	\$160,000	+3.9%	\$104,796	\$120,489	+15.0%	\$169,629	\$181,973	+7.3%
Lake Norman	804	7	0.9%	1,911	43	2.3%	\$264,500	\$221,000	-16.4%	\$347,000	\$344,000	-0.9%	\$305,260	\$358,159	+17.3%	\$456,689	\$443,703	-2.8%
Lake Wylie	369	5	1.4%	967	24	2.5%	\$294,950	\$201,000	-31.9%	\$291,500	\$300,870	+3.2%	\$335,636	\$261,228	-22.2%	\$324,749	\$339,439	+4.5%
Uptown Charlotte	102	1	1.0%	334	3	0.9%	\$185,000	\$351,500	+90.0%	\$262,513	\$251,000	-4.4%	\$212,380	\$274,160	+29.1%	\$311,661	\$311,913	+0.1%