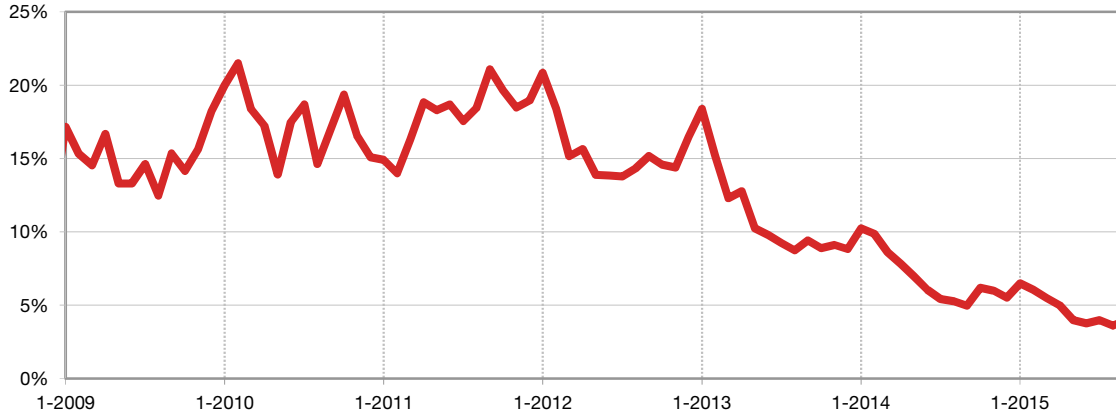


Lender-Mediated Report – September 2015



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



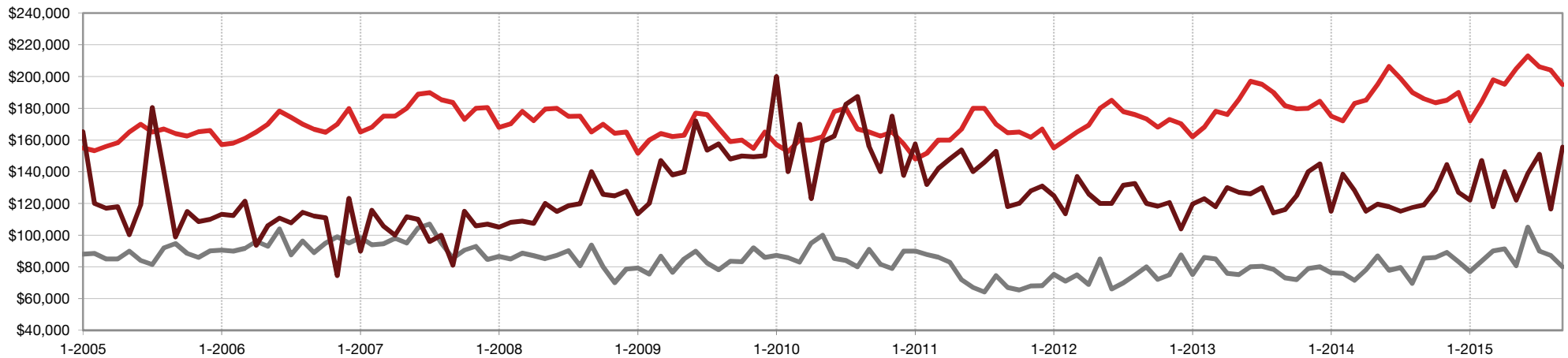
Closed Sales	9-2014	9-2015	+ / -
Traditional	3,076	3,299	+7.2%
Foreclosure	110	96	-12.7%
Short Sale	51	41	-19.6%
Total Market*	3,237	3,436	+6.1%

Median Sales Price	9-2014	9-2015	+ / -
Traditional	\$186,000	\$194,900	+4.8%
Foreclosure	\$85,500	\$80,000	-6.4%
Short Sale	\$119,000	\$155,500	+30.7%
Total Market*	\$180,000	\$190,000	+5.6%

* 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

— Traditional — REO — Short Sale



Lender-Mediated Report – Activity by County

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



September 2015

	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	9-2014	9-2015	+ / -	9-2014	9-2015	+ / -	9-2014	9-2015	+ / -	9-2014	9-2015	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Entire CarolinaMLS Region	12,795	426	3.3%	40,023	1,928	4.8%	\$92,000	\$100,000	+8.7%	\$187,500	\$195,000	+4.0%	\$124,340	\$131,248	+5.6%	\$238,227	\$245,525	+3.1%
Charlotte MSA	9,718	355	3.7%	35,004	1,671	4.8%	\$95,000	\$102,000	+7.4%	\$190,675	\$199,000	+4.4%	\$126,271	\$130,291	+3.2%	\$240,357	\$247,542	+3.0%
Alexander County, NC	77	1	1.3%	136	7	5.1%	\$49,950	\$54,000	+8.1%	\$123,000	\$123,678	+0.6%	\$54,690	\$109,683	+100.6%	\$158,422	\$153,064	-3.4%
Anson County, NC	138	5	3.6%	92	7	7.6%	\$29,950	\$50,000	+66.9%	\$71,500	\$65,000	-9.1%	\$49,388	\$82,579	+67.2%	\$85,271	\$83,122	-2.5%
Cabarrus County, NC	919	43	4.7%	3,099	124	4.0%	\$110,500	\$114,500	+3.6%	\$172,550	\$185,000	+7.2%	\$129,183	\$128,524	-0.5%	\$193,517	\$204,636	+5.7%
Gaston County, NC	1,028	47	4.6%	2,727	219	8.0%	\$60,000	\$52,549	-12.4%	\$130,300	\$141,000	+8.2%	\$85,773	\$85,453	-0.4%	\$151,683	\$160,541	+5.8%
Iredell County, NC	1,230	25	2.0%	2,689	109	4.1%	\$98,500	\$119,000	+20.8%	\$191,250	\$209,000	+9.3%	\$138,441	\$178,468	+28.9%	\$268,248	\$273,017	+1.8%
Lincoln County, NC	466	9	1.9%	1,033	55	5.3%	\$67,010	\$83,927	+25.2%	\$190,000	\$209,500	+10.3%	\$119,506	\$130,154	+8.9%	\$245,540	\$253,123	+3.1%
Mecklenburg County, NC	3,986	139	3.5%	17,887	847	4.7%	\$95,058	\$109,000	+14.7%	\$200,000	\$209,000	+4.5%	\$130,183	\$134,753	+3.5%	\$262,009	\$269,167	+2.7%
Montgomery County, NC	276	0	0.0%	169	5	3.0%	\$65,000	\$299,000	+360%	\$110,000	\$130,000	+18.2%	\$273,600	\$285,486	+4.3%	\$178,799	\$217,610	+21.7%
Stanly County, NC	361	5	1.4%	492	21	4.3%	\$55,842	\$56,000	+0.3%	\$117,750	\$125,000	+6.2%	\$88,352	\$74,090	-16.1%	\$135,161	\$143,245	+6.0%
Union County, NC	1,106	40	3.6%	3,757	174	4.6%	\$133,030	\$135,500	+1.9%	\$229,900	\$231,000	+0.5%	\$159,620	\$178,904	+12.1%	\$280,123	\$285,837	+2.0%
Lancaster County, SC	391	7	1.8%	1,184	31	2.6%	\$75,000	\$115,000	+53.3%	\$233,000	\$245,237	+5.3%	\$112,584	\$149,354	+32.7%	\$245,939	\$254,719	+3.6%
York County, SC	1,063	29	2.7%	4,035	114	2.8%	\$120,000	\$131,750	+9.8%	\$195,000	\$205,000	+5.1%	\$140,069	\$157,435	+12.4%	\$225,883	\$234,980	+4.0%

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Lender-Mediated Report – Activity by Area

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



September 2015

	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	9-2014	9-2015	+ / -	9-2014	9-2015	+ / -	9-2014	9-2015	+ / -	9-2014	9-2015	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	3,035	115	3.8%	14,179	758	5.3%	\$92,000	\$101,657	+10.5%	\$185,251	\$192,262	+3.8%	\$118,030	\$128,433	+8.8%	\$252,069	\$259,753	+3.0%
Concord, NC	516	25	4.8%	1,830	68	3.7%	\$106,000	\$115,625	+9.1%	\$170,000	\$178,000	+4.7%	\$111,234	\$132,085	+18.7%	\$192,446	\$198,626	+3.2%
Davidson, NC	166	3	1.8%	464	4	0.9%	\$208,000	\$408,150	+96.2%	\$280,000	\$313,750	+12.1%	\$417,151	\$423,700	+1.6%	\$346,864	\$375,504	+8.3%
Denver, NC	204	3	1.5%	493	12	2.4%	\$267,250	\$190,000	-28.9%	\$293,000	\$294,000	+0.3%	\$347,703	\$187,654	-46.0%	\$340,790	\$346,243	+1.6%
Gastonia, NC	511	21	4.1%	1,240	106	8.5%	\$57,000	\$45,265	-20.6%	\$122,455	\$134,000	+9.4%	\$74,224	\$66,017	-11.1%	\$132,705	\$142,055	+7.0%
Huntersville, NC	322	6	1.9%	1,431	30	2.1%	\$210,600	\$199,378	-5.3%	\$242,750	\$257,500	+6.1%	\$246,785	\$211,871	-14.1%	\$268,139	\$279,051	+4.1%
Kannapolis, NC	248	18	7.3%	536	39	7.3%	\$62,500	\$78,000	+24.8%	\$92,900	\$110,000	+18.4%	\$99,567	\$75,870	-23.8%	\$112,082	\$124,852	+11.4%
Lincolnton, NC	185	5	2.7%	331	17	5.1%	\$67,010	\$74,150	+10.7%	\$127,500	\$135,500	+6.3%	\$78,944	\$102,869	+30.3%	\$137,566	\$141,384	+2.8%
Mooresville, NC	689	9	1.3%	1,664	48	2.9%	\$183,250	\$160,014	-12.7%	\$236,750	\$257,500	+8.8%	\$222,054	\$275,729	+24.2%	\$334,090	\$338,067	+1.2%
Monroe, NC	299	19	6.4%	1,028	69	6.7%	\$111,003	\$96,000	-13.5%	\$149,900	\$159,573	+6.5%	\$123,084	\$115,643	-6.0%	\$161,578	\$172,114	+6.5%
Salisbury, NC	427	24	5.6%	688	57	8.3%	\$64,977	\$55,855	-14.0%	\$118,125	\$123,000	+4.1%	\$97,223	\$64,882	-33.3%	\$131,424	\$134,363	+2.2%
Statesville, NC	403	15	3.7%	787	44	5.6%	\$77,250	\$73,180	-5.3%	\$115,000	\$130,000	+13.0%	\$90,100	\$97,895	+8.7%	\$130,021	\$146,586	+12.7%
Waxhaw, NC	332	6	1.8%	994	32	3.2%	\$224,000	\$199,950	-10.7%	\$328,199	\$347,100	+5.8%	\$228,166	\$274,863	+20.5%	\$371,623	\$390,510	+5.1%
Fort Mill, SC	312	9	2.9%	1,300	25	1.9%	\$175,000	\$192,000	+9.7%	\$254,780	\$260,000	+2.0%	\$200,630	\$216,882	+8.1%	\$277,931	\$294,621	+6.0%
Rock Hill, SC	332	11	3.3%	1,535	62	4.0%	\$100,100	\$109,000	+8.9%	\$154,500	\$157,000	+1.6%	\$102,662	\$118,301	+15.2%	\$169,154	\$177,477	+4.9%
Lake Norman	995	8	0.8%	1,924	51	2.7%	\$318,000	\$235,500	-25.9%	\$350,000	\$346,000	-1.1%	\$383,569	\$334,694	-12.7%	\$453,873	\$443,007	-2.4%
Lake Wylie	413	4	1.0%	903	27	3.0%	\$290,000	\$192,000	-33.8%	\$285,000	\$293,078	+2.8%	\$312,684	\$277,923	-11.1%	\$329,946	\$330,618	+0.2%
Uptown Charlotte	125	2	1.6%	315	4	1.3%	\$175,000	\$304,975	+74.3%	\$269,900	\$250,000	-7.4%	\$203,860	\$270,232	+32.6%	\$301,007	\$312,560	+3.8%

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