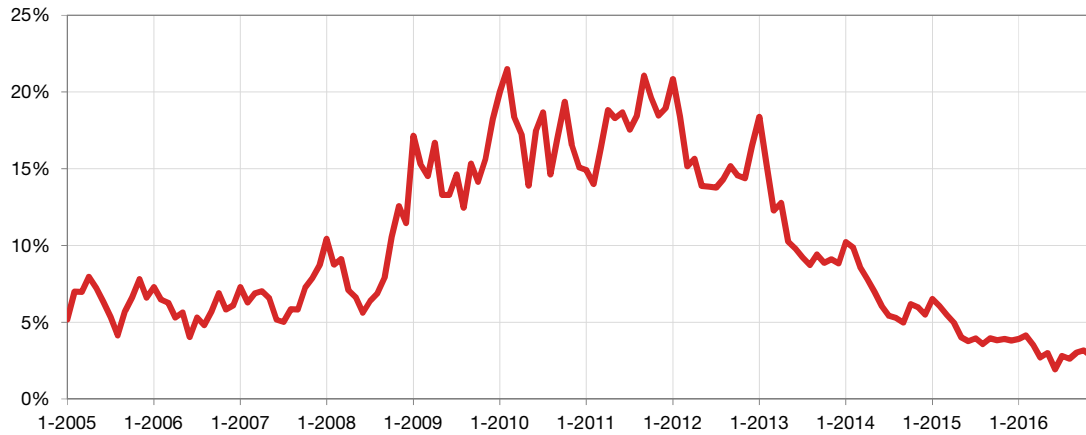


# Lender-Mediated Report – December 2016

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: 2.6%

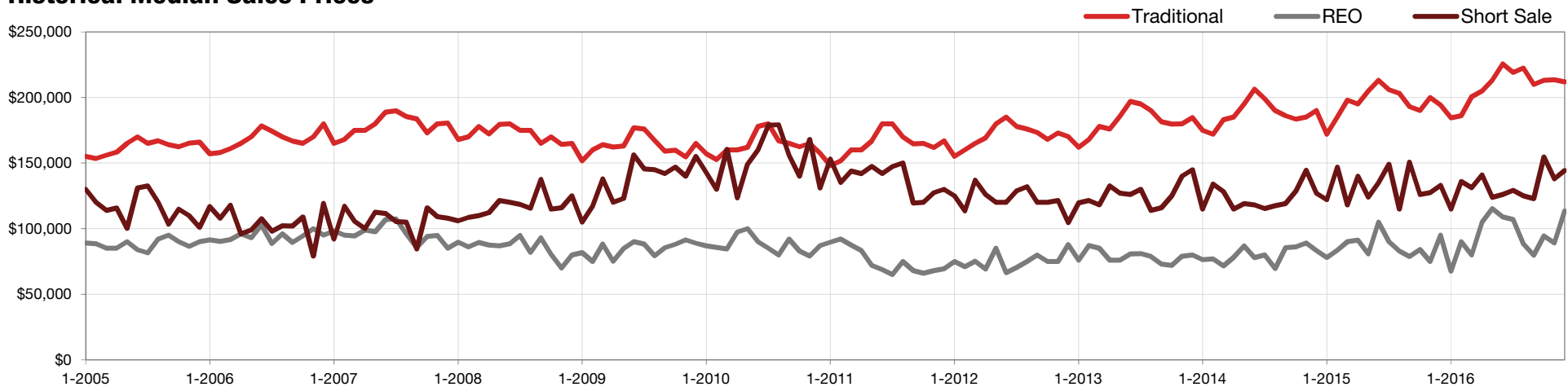


Closed Sales	12-2015	12-2016	+ / -
Traditional	3,205	3,390	+5.8%
Foreclosure	86	69	-19.8%
Short Sale	41	25	-39.0%
Total Market*	3,332	3,482	+4.5%

Median Sales Price	12-2015	12-2016	+ / -
Traditional	\$194,173	\$212,000	+9.2%
Foreclosure	\$95,000	\$113,500	+19.5%
Short Sale	\$133,000	\$144,228	+8.4%
Total Market*	\$189,950	\$209,000	+10.0%

\* 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



December 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	12-2015	12-2016	+ / -	12-2015	12-2016	+ / -	12-2015	12-2016	+ / -	12-2015	12-2016	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Entire CarolinaMLS Region	8,747	178	2.0%	44,386	1,301	2.9%	\$99,000	\$105,000	+6.1%	\$197,500	\$210,000	+6.3%	\$129,853	\$137,724	+6.1%	\$247,153	\$261,301	+5.7%
Charlotte MSA	6,412	131	2.0%	38,650	1,054	2.7%	\$102,000	\$113,000	+10.8%	\$200,000	\$215,000	+7.5%	\$129,349	\$142,179	+9.9%	\$249,307	\$264,071	+5.9%
Alexander County, NC	62	0	0.0%	135	4	3.0%	\$138,500	\$40,319	-70.9%	\$123,678	\$139,900	+13.1%	\$157,695	\$89,842	-43.0%	\$149,479	\$182,652	+22.2%
Anson County, NC	103	0	0.0%	123	6	4.9%	\$50,000	\$38,750	-22.5%	\$59,750	\$87,000	+45.6%	\$99,036	\$52,077	-47.4%	\$76,623	\$105,673	+37.9%
Cabarrus County, NC	522	12	2.3%	3,390	88	2.6%	\$120,500	\$115,575	-4.1%	\$186,300	\$194,000	+4.1%	\$125,263	\$152,695	+21.9%	\$206,367	\$214,380	+3.9%
Gaston County, NC	618	21	3.4%	3,048	127	4.2%	\$60,000	\$65,940	+9.9%	\$143,050	\$151,528	+5.9%	\$88,823	\$75,452	-15.1%	\$162,211	\$171,150	+5.5%
Iredell County, NC	900	18	2.0%	2,984	82	2.7%	\$97,900	\$84,800	-13.4%	\$212,433	\$220,000	+3.6%	\$163,680	\$153,208	-6.4%	\$275,222	\$285,428	+3.7%
Lincoln County, NC	361	4	1.1%	1,246	35	2.8%	\$78,850	\$56,000	-29.0%	\$207,475	\$240,000	+15.7%	\$117,166	\$104,197	-11.1%	\$249,776	\$278,505	+11.5%
Mecklenburg County, NC	2,477	54	2.2%	19,463	508	2.6%	\$106,250	\$123,800	+16.5%	\$210,000	\$221,000	+5.2%	\$135,389	\$155,704	+15.0%	\$269,879	\$284,081	+5.3%
Montgomery County, NC	217	0	0.0%	170	1	0.6%	\$274,500	\$108,501	-60.5%	\$130,750	\$136,500	+4.4%	\$447,858	\$108,501	-75.8%	\$219,074	\$215,236	-1.8%
Stanly County, NC	234	2	0.9%	585	23	3.9%	\$99,000	\$71,000	-28.3%	\$127,250	\$139,000	+9.2%	\$113,126	\$96,628	-14.6%	\$144,010	\$159,242	+10.6%
Union County, NC	765	7	0.9%	4,142	109	2.6%	\$142,500	\$168,000	+17.9%	\$238,000	\$260,000	+9.2%	\$181,295	\$205,398	+13.3%	\$293,707	\$319,828	+8.9%
Lancaster County, SC	315	4	1.3%	1,344	22	1.6%	\$113,000	\$140,451	+24.3%	\$248,000	\$260,000	+4.8%	\$148,925	\$159,652	+7.2%	\$255,579	\$268,335	+5.0%
York County, SC	851	9	1.1%	4,554	82	1.8%	\$127,500	\$125,751	-1.4%	\$209,715	\$229,000	+9.2%	\$147,125	\$151,076	+2.7%	\$237,911	\$256,325	+7.7%

**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



December 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	12-2015	12-2016	+ / -	12-2015	12-2016	+ / -	12-2015	12-2016	+ / -	12-2015	12-2016	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	1,763	43	2.4%	15,546	456	2.9%	\$101,995	\$116,294	+14.0%	\$194,000	\$206,000	+6.2%	\$126,951	\$148,183	+16.7%	\$261,306	\$274,430	+5.0%
Concord, NC	273	9	3.3%	1,965	39	2.0%	\$120,500	\$133,500	+10.8%	\$179,995	\$189,000	+5.0%	\$120,208	\$167,421	+39.3%	\$199,725	\$211,295	+5.8%
Davidson, NC	131	0	0.0%	461	2	0.4%	\$404,000	\$337,950	-16.3%	\$296,000	\$330,000	+11.5%	\$357,200	\$337,950	-5.4%	\$364,018	\$409,286	+12.4%
Denver, NC	220	1	0.5%	601	8	1.3%	\$88,000	\$198,110	+125.1%	\$295,000	\$350,185	+18.7%	\$130,895	\$228,401	+74.5%	\$342,890	\$381,549	+11.3%
Gastonia, NC	288	13	4.5%	1,416	59	4.2%	\$48,500	\$71,250	+46.9%	\$135,900	\$144,000	+6.0%	\$72,983	\$89,207	+22.2%	\$145,141	\$156,650	+7.9%
Huntersville, NC	247	2	0.8%	1,524	16	1.0%	\$206,200	\$183,001	-11.3%	\$259,450	\$270,000	+4.1%	\$227,051	\$197,358	-13.1%	\$278,404	\$290,950	+4.5%
Kannapolis, NC	128	5	3.9%	685	40	5.8%	\$78,000	\$63,226	-18.9%	\$117,500	\$127,000	+8.1%	\$80,364	\$77,415	-3.7%	\$131,008	\$144,589	+10.4%
Lincolnton, NC	94	3	3.2%	398	13	3.3%	\$52,025	\$53,250	+2.4%	\$132,000	\$145,000	+9.8%	\$101,840	\$74,599	-26.7%	\$138,519	\$159,683	+15.3%
Monroe, NC	199	2	1.0%	1,123	46	4.1%	\$100,000	\$144,250	+44.3%	\$160,000	\$172,490	+7.8%	\$115,091	\$149,850	+30.2%	\$175,657	\$187,829	+6.9%
Mooresville, NC	514	8	1.6%	1,823	24	1.3%	\$165,464	\$152,980	-7.5%	\$256,444	\$261,150	+1.8%	\$269,026	\$285,756	+6.2%	\$336,821	\$346,480	+2.9%
Salisbury, NC	259	13	5.0%	782	41	5.2%	\$50,500	\$60,000	+18.8%	\$125,000	\$140,000	+12.0%	\$63,348	\$80,844	+27.6%	\$141,571	\$152,747	+7.9%
Statesville, NC	264	9	3.4%	870	34	3.9%	\$55,843	\$60,890	+9.0%	\$133,000	\$146,900	+10.5%	\$82,657	\$105,688	+27.9%	\$153,207	\$165,458	+8.0%
Waxhaw, NC	255	0	0.0%	1,149	24	2.1%	\$200,000	\$196,382	-1.8%	\$349,343	\$390,000	+11.6%	\$280,642	\$266,441	-5.1%	\$397,589	\$435,795	+9.6%
Fort Mill, SC	246	3	1.2%	1,541	29	1.9%	\$190,500	\$204,500	+7.3%	\$260,000	\$285,428	+9.8%	\$205,660	\$214,526	+4.3%	\$294,621	\$311,036	+5.6%
Rock Hill, SC	264	2	0.8%	1,608	32	2.0%	\$105,000	\$108,450	+3.3%	\$159,900	\$170,000	+6.3%	\$118,054	\$111,615	-5.5%	\$179,927	\$192,413	+6.9%
Lake Norman	779	10	1.3%	2,009	26	1.3%	\$238,000	\$355,000	+49.2%	\$344,072	\$365,000	+6.1%	\$363,281	\$358,321	-1.4%	\$439,873	\$471,701	+7.2%
Lake Wylie	277	4	1.4%	1,060	8	0.8%	\$192,000	\$207,000	+7.8%	\$293,250	\$330,000	+12.5%	\$250,043	\$248,313	-0.7%	\$331,053	\$369,011	+11.5%
Uptown Charlotte	75	0	0.0%	340	2	0.6%	\$351,500	\$300,500	-14.5%	\$250,250	\$263,000	+5.1%	\$274,160	\$300,500	+9.6%	\$314,886	\$306,072	-2.8%