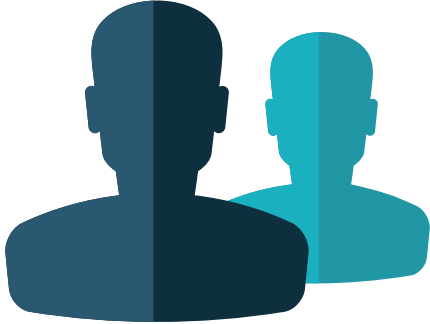


# 2016 YEAR IN REVIEW

Charlotte Regional Realtor® Association  
CarolinaMLS  
Mingle School of Real Estate  
Housing Opportunity Foundation



**9,055**  
Total Association members

**135**  
Affiliates

**1,531**  
New Association members

**10,586**  
Total CarolinaMLS members

**2,304**  
New CarolinaMLS members

**3,193**  
NCMMLS members supported

## MEMBERSHIP

### MARKETSTATS

**40,713** closings

**\$257,624**  
2016 average sales price

**\$207,000**  
2016 median sales price

**52,804** new listings

**1,200** attendees at the Realtor® EXPO

**950** attendees at the Candidate Fish Fry: Oktoberfest

**560** attendees at Holiday luncheons and Annual Meetings

**332** Realtors® attended 5 YPN events

**75** Realtors® attendeed 2 Diversity Council fundraising events for the foundation

### EVENTS

**5,700,000** MATRIX™ logins

**10,182** emails to CarolinaHelp Desk

**21,879** calls to CarolinaMLS/NCMMLS Help Desk

**28,581** calls to Member Services and Accounting

**488,119** reports created with SAM

**29,133** SAM reports shared with clients

**1,278** unique SAM users a month

**7,834** violation notices sent

**609** fines issued

**3,095** take advantage of the free Inman Select membership

## REALTOR® STORE

**89,868** items sold

## REALTORS® CARE DAY

**750** Realtor® volunteers repaired **28** homes in Mecklenburg & Iredell counties

Special project at Angels & Sparrows Soup Kitchen

Partnered with Charlotte Mecklenburg Housing Partnership to address repairs on **18** homes in Druid Hill community

Have assisted **205** families and non-profits since 2009 with a collective community impact of more than **\$1 million**

**\$31,500** distributed to **12** non-profits in Mecklenburg and Iredell counties

**\$18,500** awarded to **8** regional Habitats

More than **\$300,000** total has been distributed through these programs since 2007

### GRANTS PROGRAMS

**87** enrollees, **330** attended workshops

**92** total Workforce Housing Specialsits currently enrolled with **30** new graduates in 2016

Currently almost **100** qualified graduates

### WORKFORCE HOUSING CERTIFICATE PROGRAM

**288** participants

**\$5,000** raised and donated to aid the construction of a new 120-unit apartment complex for the chronically homeless

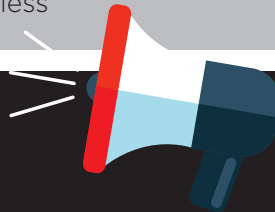
### STRIDES FOR SHELTER 5K WALK/RUN

## ADVOCACY

**\$128,995** contributed to RPAC by 6% of membership

**756** Realtors® responded to the Call For Action (CFA) campaign regarding FHA condo rules

**12.2%** CFA participation rate



## MEDIA

**17** press releases

**25** media interviews

REALTORS® **MAKE IT RIGHT** consumer outreach campaign

**4,735,080** ads viewed by consumers

**16,141** unique visitors to RealtorsMakeItRight.com

**1,000** 30-second TV spots

## HOUSING OPPORTUNITY FOUNDATION

**1,112** Realtors® contributed

**\$47,050** through the two quarterly solicitations

**\$3,000** awarded to Humanitarian award winner

**1,700** books donated to Promising Pages

## EDUCATION

**1,501** Realtors® attended **11** Realtor® Hot Topics

**6,841** licensees took CE classes at Mingle

**24** Prelicensing classes

**35** Postlicensing classes

**8** NAR designation/certification classes

**344** onsite Matrix/Microsoft training courses

**26** offsite Matrix classes

**60** online webinars