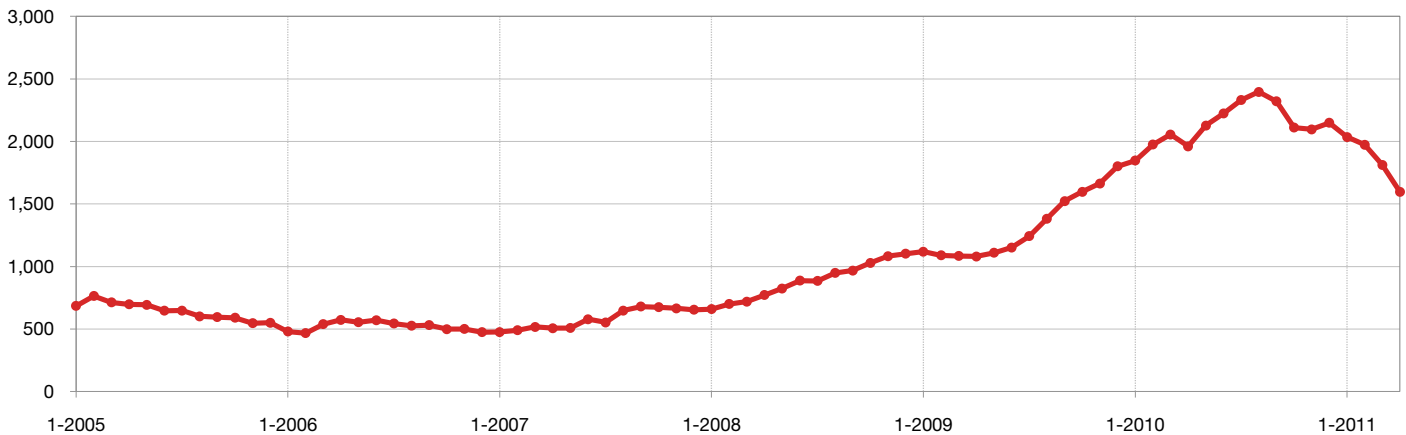


Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION

Inventory of Lender-Mediated Homes for Sale in the Charlotte Region



April 2011

The share of Closed Sales that were lender-mediated was 31.7 percent in April 2011 – led by an increase in short sale transactions, which were up 34.0 percent from a year ago. Foreclosure sales were down nearly 30.0 percent from April 2010. Fortunately, lender-mediated New Listings are entering the marketplace slower than the rate at which they're selling.

The Median Sales Price of foreclosures saw a 7.5 percent dip from the April 2010 incentive market to reach \$85,000. The Median Sales Price of short sales was mostly stable at \$149,000, while traditional properties were down 3.6 percent to \$173,500.



Charlotte Regional Realtor® Association

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Median Sales Price by Area	5
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[Click on desired metric to jump to that page.](#)

Explanation of Methodology

A listed property is considered to be "lender-mediated" when any of the following is included within the CMLS 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. This list may be adjusted at anytime.

A 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, 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 forclosure. This list may be adjusted at anytime.

The "Special Conditions" field is not mandatory in CMLS, so some lender-mediated properties may not be counted. However, this report provides a representative look at lender-mediated sales activity in the CMLS market, and in comparison to traditional sales activity. The information above is based upon data reported by CMLS. This representation is based in whole or in part on data supplied by the participants in CMLS. Neither the participants, nor their respective boards of Realtors® or CMLS guarantees or are in any way responsible for its accuracy. Any market data maintained by CMLS does not include information on listings not published at the request of the seller, listings of brokers who are not members of CMLS, unlisted properties, etc. Data must be verified by the user.

Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



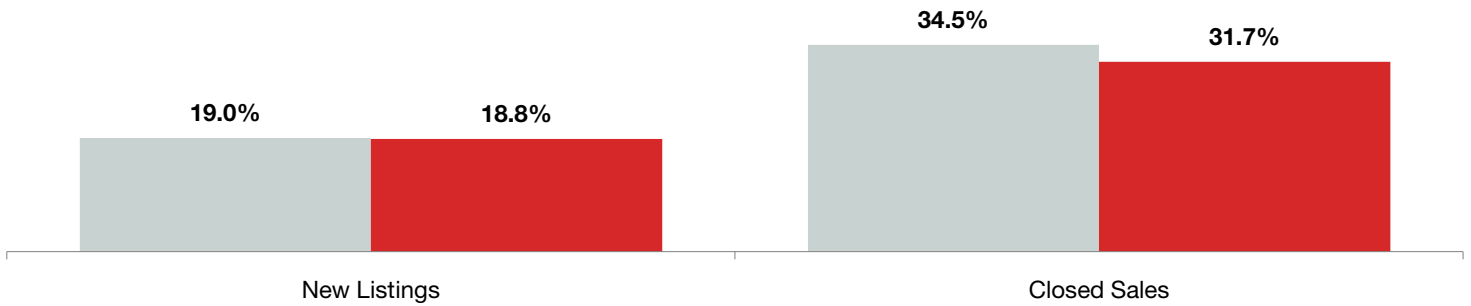
Charlotte Regional Realtor® Association

New Listings and Closed Sales

	Traditional			Foreclosure			Short Sale			Share of Activity that was Lender-Mediated	
	4-2010	4-2011	One-Year Change	4-2010	4-2011	One-Year Change	4-2010	4-2011	One-Year Change	4-2010	4-2011
New Listings	4,850	3,593	-25.9%	753	492	-34.7%	383	341	-11.0%	19.0%	18.8%
Closed Sales	1,468	1,299	-11.5%	679	476	-29.9%	94	126	+34.0%	34.5%	31.7%

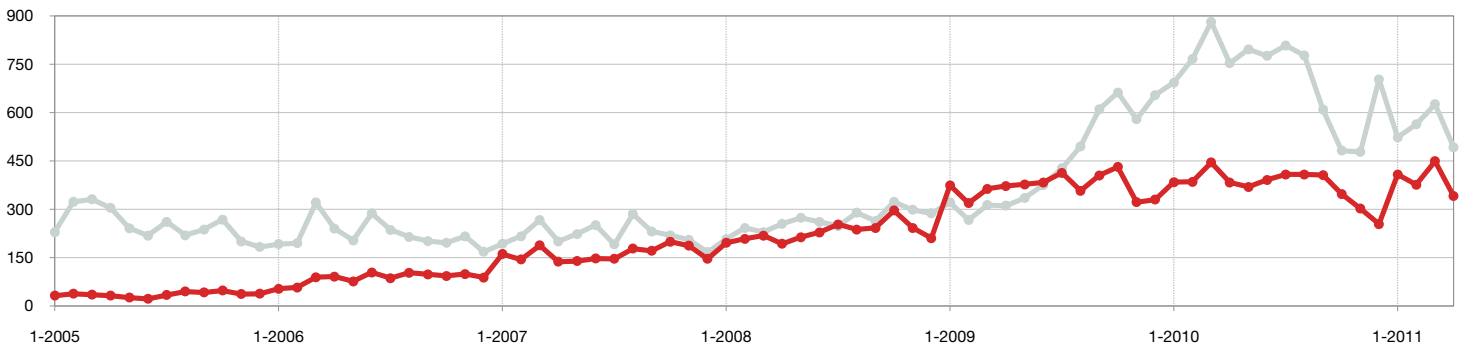
Share of Activity that was Lender-Mediated

■ 4-2010 ■ 4-2011



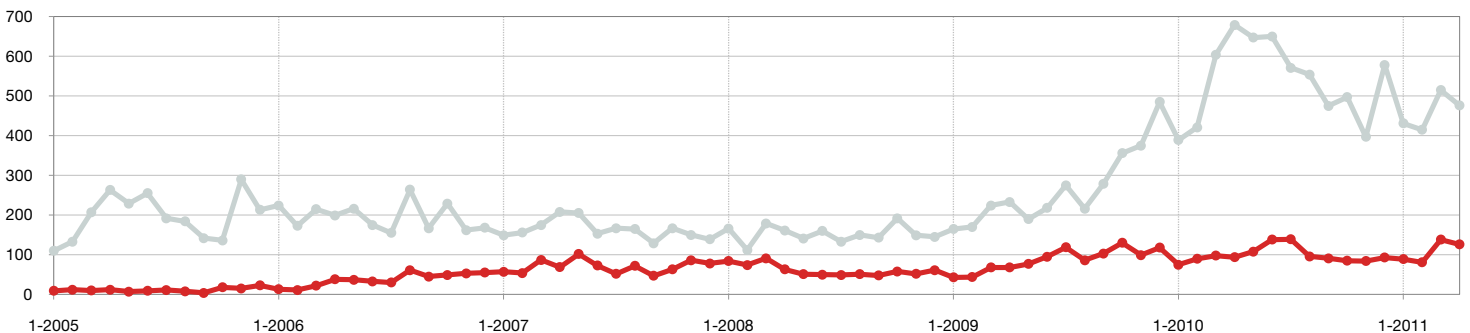
Historical New Listing Activity

— Foreclosure — Short Sale



Historical Closed Sales Activity

— Foreclosure — Short Sale



Since the "Special Conditions" field is not mandatory, some lender-mediated properties might not be counted. However, this report provides a valuable snapshot of lender-mediated sales activity. All data from Carolina Multiple Listing Services, Inc. Report provided by the Charlotte Regional REALTOR® Association. Powered by 10K Research and Marketing. | Click for Cover Page | 2

Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

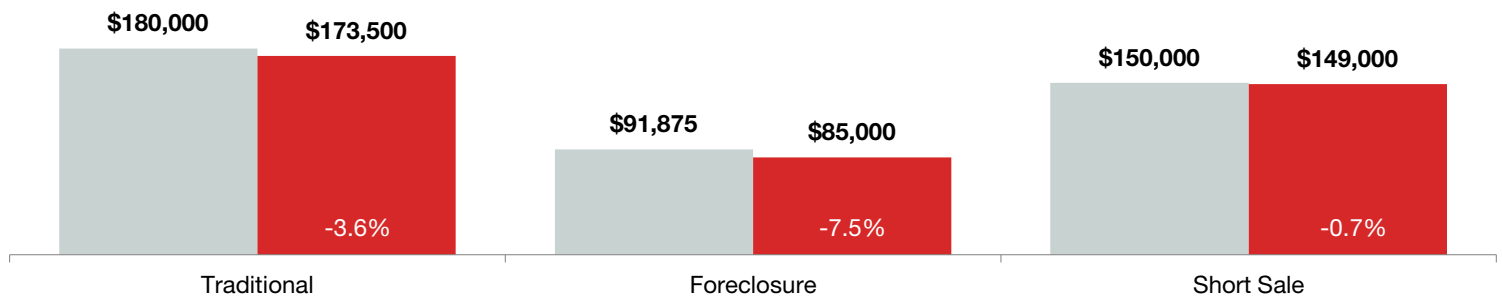
Median and Average Sales Price

Traditional Foreclosure Short Sale

	4-2010	4-2011	One-Year Change	4-2010	4-2011	One-Year Change	4-2010	4-2011	One-Year Change
Single-Family									
Median Sales Price	\$189,330	\$178,950	-5.5%	\$92,500	\$90,000	-2.7%	\$160,000	\$151,000	-5.6%
Average Sales Price	\$247,633	\$234,173	-5.4%	\$126,009	\$137,536	+9.1%	\$188,114	\$241,744	+28.5%
Townhome-Condo									
Median Sales Price	\$147,000	\$146,900	-0.1%	\$79,900	\$70,000	-12.4%	\$136,500	\$132,000	-3.3%
Average Sales Price	\$178,263	\$182,112	+2.2%	\$93,860	\$85,077	-9.4%	\$160,023	\$144,875	-9.5%
All Properties									
Median Sales Price	\$180,000	\$173,500	-3.6%	\$91,875	\$85,000	-7.5%	\$150,000	\$149,000	-0.7%
Average Sales Price	\$238,513	\$227,701	-4.5%	\$122,927	\$130,965	+6.5%	\$185,094	\$232,518	+25.6%

Change in Median Sales Price for All Properties

■ 4-2010 ■ 4-2011



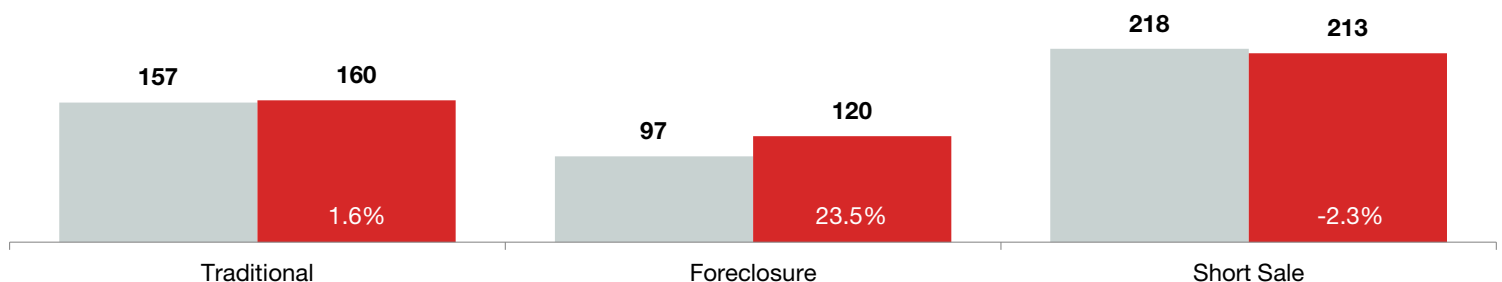
List to Close

Traditional Foreclosure Short Sale

	4-2010	4-2011	One-Year Change	4-2010	4-2011	One-Year Change	4-2010	4-2011	One-Year Change
Single-Family									
156	159	2.4%	97	119	22.4%	213	217	2.1%	
Townhome-Condo									
170	166	-2.7%	96	126	31.8%	264	176	-33.2%	
All Properties									
157	160	1.6%	97	120	23.5%	218	213	-2.3%	

Change in List to Close for All Properties

■ 4-2010 ■ 4-2011



Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

Inventory of Homes for Sale by Area

April 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change	Share of Activity that was Lender-Mediated
Cabarrus County	1,351	-17.7%	121	-16.6%	196	-9.7%	23.5%
Gaston County	1,395	-10.2%	118	-32.2%	154	43.9%	19.5%
Iredell County	1,560	-15.2%	127	-25.3%	126	-18.7%	16.2%
Lincoln County	647	-7.6%	33	-53.5%	54	5.9%	13.4%
Mecklenburg County	7,661	-24.7%	771	-13.7%	1,305	-3.5%	27.1%
Union County	1,744	-19.4%	142	-28.3%	245	-14.0%	22.2%
York County, S.C.*	1,510	-16.0%	69	19.0%	139	-6.1%	13.8%
Uptown/Area 99	162	-39.1%	4	-81.8%	24	-35.1%	17.3%
Lake Wylie/Area 15	449	-22.9%	30	-9.1%	51	-21.5%	18.0%
Lake Norman/Area 13	1,336	-15.4%	57	-51.3%	117	2.6%	13.0%
Mecklenburg – (N) Area 01	1,243	-22.9%	134	1.5%	247	4.7%	30.7%
Mecklenburg – (E) Area 02	772	-25.1%	140	8.5%	217	-10.0%	46.2%
Mecklenburg – (SE) Area 03	528	-21.3%	101	-11.4%	103	-14.9%	38.6%
Mecklenburg – (SSE) Area 04	919	-21.0%	43	-29.5%	82	-14.6%	13.6%
Mecklenburg – (S) Area 05	1,695	-21.8%	57	-43.6%	123	-18.0%	10.6%
Mecklenburg – (SSW) Area 06	594	-33.7%	39	-20.4%	76	24.6%	19.4%
Mecklenburg – (SW) Area 07	416	-26.2%	70	25.0%	101	-3.8%	41.1%
Mecklenburg – (W) Area 08	270	-33.5%	70	-26.3%	113	22.8%	67.8%
Mecklenburg – (NW) Area 09	486	-29.7%	76	-14.6%	153	4.1%	47.1%
10-county CMLS service area**	15,166	-19.4%	1,335	-21.3%	2,096	-3.9%	22.6%
Charlotte-Gastonia-Rock Hill MSA***	13,783	-21.0%	1,232	-16.4%	2,040	-3.5%	23.7%

Closed Sales by Area

April 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change	Share of Activity that was Lender-Mediated
Cabarrus County	259	-10.4%	40	-34.4%	22	-42.1%	23.9%
Gaston County	241	-21.5%	37	-43.9%	22	214.3%	24.5%
Iredell County	252	-24.3%	33	-19.5%	12	-42.9%	17.9%
Lincoln County	115	-0.9%	9	-70.0%	8	100.0%	14.8%
Mecklenburg County	1,600	-29.0%	251	-33.1%	195	-9.3%	27.9%
Union County	353	-25.4%	37	-53.2%	40	-7.0%	21.8%
York County, S.C.*	286	-37.8%	17	21.4%	15	-50.0%	11.2%
Uptown/Area 99	25	-34.2%	3	-57.1%	5	66.7%	32.0%
Lake Wylie/Area 15	76	-39.2%	11	10.0%	6	-25.0%	22.4%
Lake Norman/Area 13	225	-17.9%	10	-60.0%	13	0.0%	10.2%
Mecklenburg – (N) Area 01	231	-37.1%	43	-29.5%	34	-29.2%	33.3%
Mecklenburg – (E) Area 02	160	-33.9%	40	-38.5%	24	-45.5%	40.0%
Mecklenburg – (SE) Area 03	104	-16.1%	29	-17.1%	14	-22.2%	41.3%
Mecklenburg – (SSE) Area 04	230	-14.2%	12	-50.0%	9	-18.2%	9.1%
Mecklenburg – (S) Area 05	388	-25.2%	19	-32.1%	13	-31.6%	8.2%
Mecklenburg – (SSW) Area 06	150	-22.7%	17	-26.1%	16	6.7%	22.0%
Mecklenburg – (SW) Area 07	74	-44.4%	23	-8.0%	22	57.1%	60.8%
Mecklenburg – (W) Area 08	45	-33.8%	28	-44.0%	15	7.1%	95.6%
Mecklenburg – (NW) Area 09	88	-46.7%	27	-37.2%	36	63.6%	71.6%
10-county CMLS service area**	2,924	-24.9%	414	-38.2%	302	-8.2%	24.5%
Charlotte-Gastonia-Rock Hill MSA***	2,754	-27.5%	384	-35.6%	294	-11.7%	24.6%

* Data for York County, S.C. may be incomplete as this area is primarily part of the Piedmont Regional Association of REALTORS® and not of the CMLS service area.

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Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Median Sales Price by Area

April 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change
Cabarrus County	\$164,900	-3.0%	\$107,000	-2.8%	\$131,000	-4.4%
Gaston County	\$137,587	0.4%	\$43,500	-21.8%	\$103,000	-30.6%
Iredell County	\$174,900	4.6%	\$115,000	20.5%	\$185,840	-56.3%
Lincoln County	\$161,000	3.5%	\$69,000	-21.8%	\$139,000	91.2%
Mecklenburg County	\$194,623	0.1%	\$84,750	-7.6%	\$160,000	14.4%
Union County	\$190,000	-7.3%	\$137,450	-4.9%	\$157,000	-5.3%
York County, S.C.*	\$175,000	-6.4%	\$120,900	-3.5%	\$171,500	-2.0%
Uptown/Area 99	\$222,500	39.9%	\$122,000	-48.6%	\$170,000	0.0%
Lake Wylie/Area 15	\$333,250	10.5%	\$338,000	28.5%	\$585,000	211.2%
Lake Norman/Area 13	\$347,000	16.6%	\$300,000	62.2%	\$389,000	-23.4%
Mecklenburg – (N) Area 01	\$165,000	-5.7%	\$90,750	1.4%	\$135,000	-20.6%
Mecklenburg – (E) Area 02	\$122,700	-13.6%	\$59,405	-23.8%	\$110,000	-8.3%
Mecklenburg – (SE) Area 03	\$113,000	-24.7%	\$87,450	-1.0%	\$200,090	74.8%
Mecklenburg – (SSE) Area 04	\$320,000	29.6%	\$189,000	35.0%	\$808,000	168.8%
Mecklenburg – (S) Area 05	\$295,000	0.6%	\$145,750	-26.0%	\$295,000	51.3%
Mecklenburg – (SSW) Area 06	\$199,000	2.7%	\$61,750	-74.4%	\$117,500	-47.1%
Mecklenburg – (SW) Area 07	\$155,500	-8.6%	\$113,000	27.0%	\$126,450	5.4%
Mecklenburg – (W) Area 08	\$100,000	-2.3%	\$52,000	-18.8%	\$88,500	10.8%
Mecklenburg – (NW) Area 09	\$159,000	-1.8%	\$74,600	-32.5%	\$112,900	25.4%
10-county CMLS service area**	\$175,385	-2.6%	\$87,000	-6.5%	\$150,000	1.0%
Charlotte-Gastonia-Rock Hill MSA***	\$179,950	-2.7%	\$86,000	-9.5%	\$150,000	3.6%

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Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Average Sales Price by Area

April 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change
Cabarrus County	\$181,945	-10.5%	\$109,576	-6.1%	\$155,640	-2.9%
Gaston County	\$165,374	10.5%	\$49,963	-32.8%	\$91,333	-40.9%
Iredell County	\$248,340	-2.7%	\$202,535	45.1%	\$417,849	6.1%
Lincoln County	\$175,085	-1.8%	\$123,591	-19.7%	\$139,000	91.2%
Mecklenburg County	\$261,322	-2.1%	\$126,402	3.0%	\$255,969	52.3%
Union County	\$250,034	-7.3%	\$178,924	-9.5%	\$208,620	14.6%
York County, S.C.*	\$218,118	0.7%	\$158,776	-11.7%	\$177,363	13.3%
Uptown/Area 99	\$331,410	41.6%	\$159,390	-30.4%	\$170,000	0.0%
Lake Wylie/Area 15	\$342,285	-1.2%	\$470,600	76.9%	\$576,667	206.7%
Lake Norman/Area 13	\$440,907	-4.1%	\$390,350	38.3%	\$640,834	40.0%
Mecklenburg – (N) Area 01	\$204,421	-10.3%	\$129,703	33.5%	\$138,154	-32.4%
Mecklenburg – (E) Area 02	\$144,297	-7.7%	\$74,509	-8.0%	\$119,779	8.6%
Mecklenburg – (SE) Area 03	\$130,668	-26.1%	\$103,042	-3.1%	\$248,295	111.8%
Mecklenburg – (SSE) Area 04	\$333,376	6.6%	\$184,711	-18.7%	\$892,750	220.0%
Mecklenburg – (S) Area 05	\$390,905	-0.5%	\$243,617	-7.5%	\$372,500	41.6%
Mecklenburg – (SSW) Area 06	\$237,511	0.9%	\$65,417	-75.5%	\$117,500	-47.1%
Mecklenburg – (SW) Area 07	\$157,957	-4.2%	\$102,397	10.9%	\$126,925	12.6%
Mecklenburg – (W) Area 08	\$90,997	-10.8%	\$51,999	-34.5%	\$111,750	73.1%
Mecklenburg – (NW) Area 09	\$200,149	8.6%	\$84,333	-27.1%	\$154,729	41.1%
10-county CMLS service area**	\$237,065	-3.9%	\$131,664	5.0%	\$245,594	31.3%
Charlotte-Gastonia-Rock Hill MSA***	\$237,831	-3.4%	\$126,076	1.2%	\$227,342	36.2%

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