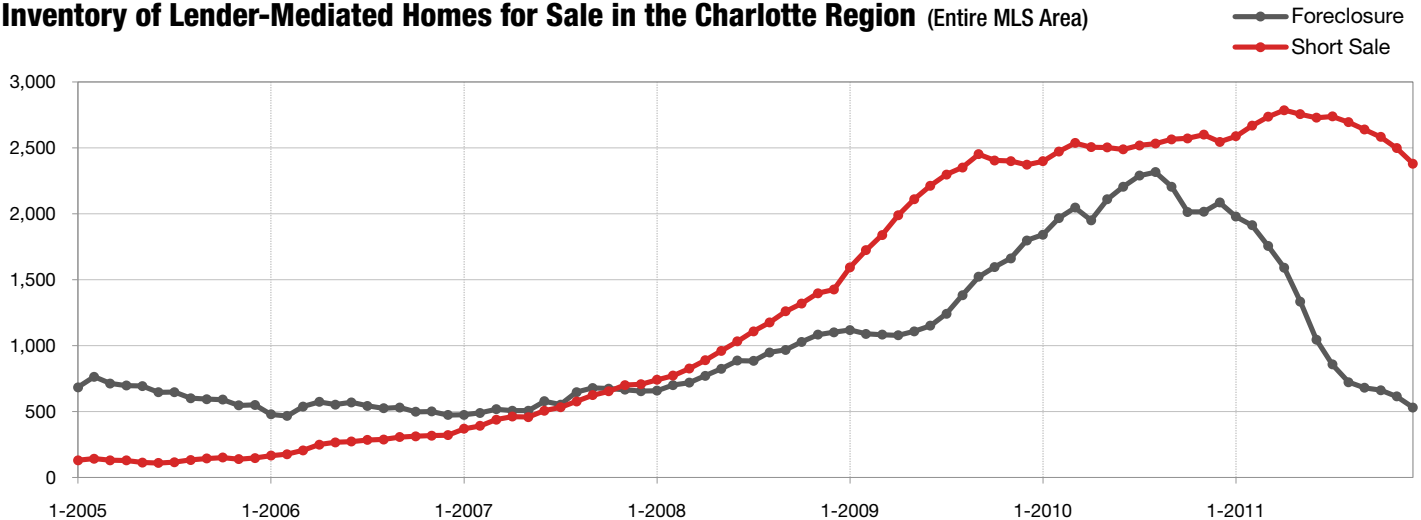


# Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION

## Inventory of Lender-Mediated Homes for Sale in the Charlotte Region (Entire MLS Area)



## December 2011

Compared to December 2010, the final month of 2011 enjoyed no less than a 74.5 percent decrease in the number of active foreclosures on the market. That's significant. Short sales, however, posted a far less enthusiastic 6.5 percent decline in actives over the same period. Foreclosed inventory levels are flirting with the 500 mark, down from their peak near the 2,500 mark. They're now back at 2006 levels.

Again comparing to 2010, foreclosure sales fell 67.5 percent. After what was once a six-fold sales differential, foreclosure and short sale properties had 181 and 164 closings, respectively. Together they comprised 18.1 percent of overall closings, down from 34.6 percent the year prior. Traditional homes posted the smallest (6.3 percent) year-over-year decline in median price of any other segment. Foreclosures sold 21.0 percent faster than traditionals and 44.0 percent faster than shorts.



Charlotte Regional Realtor® Association

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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. 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.

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



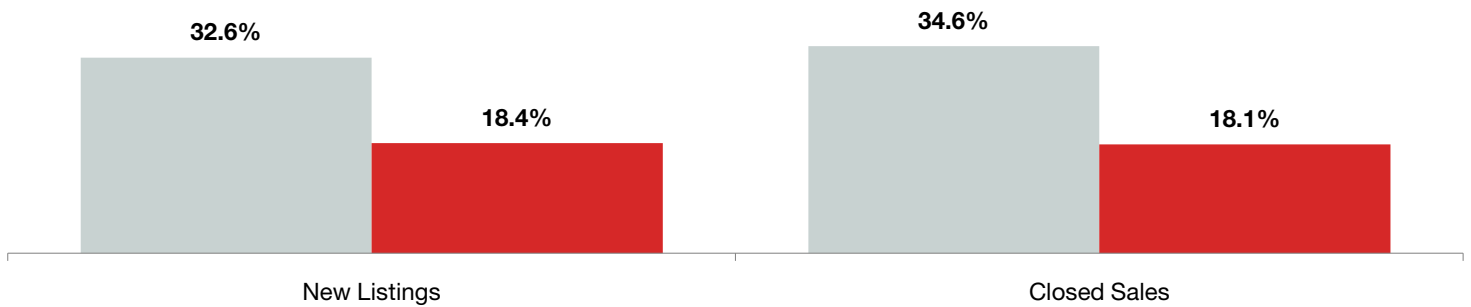
Charlotte Regional Realtor® Association

## New Listings and Closed Sales

	Traditional			Foreclosure			Short Sale			Share of Activity that was Lender-Mediated	
	12-2010	12-2011	One-Year Change	12-2010	12-2011	One-Year Change	12-2010	12-2011	One-Year Change	12-2010	12-2011
<b>New Listings</b>	2,002	1,896	-5.3%	698	173	-75.2%	272	254	-6.6%	32.6%	18.4%
<b>Closed Sales</b>	1,238	1,557	+25.8%	557	181	-67.5%	97	164	+69.1%	34.6%	18.1%

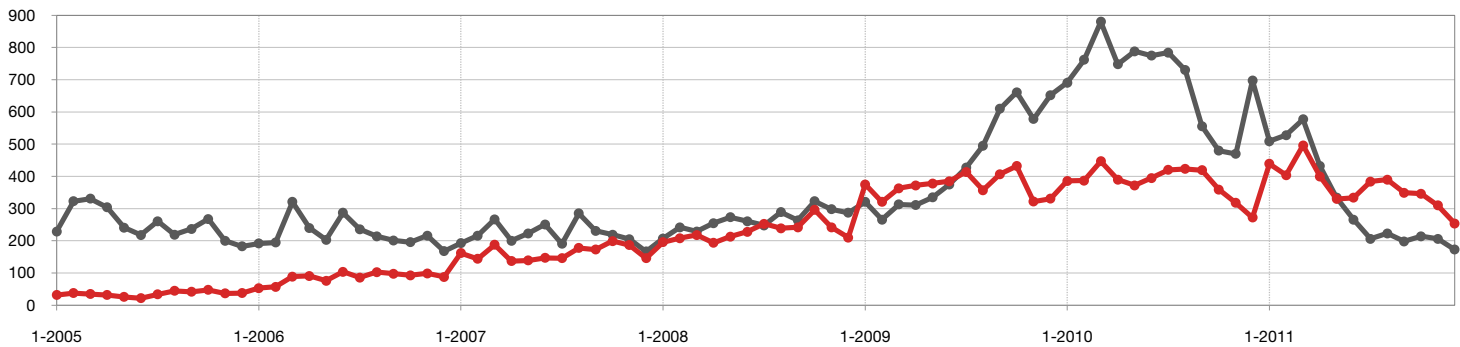
### Share of Activity that was Lender-Mediated

■ 12-2010 ■ 12-2011



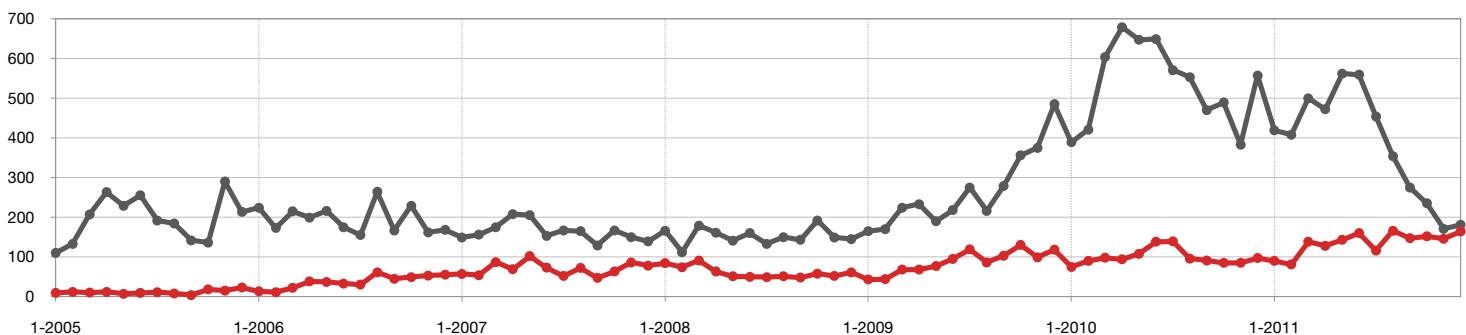
### Historical New Listing Activity

— Foreclosure — Short Sale



### Historical Closed Sales Activity

— Foreclosure — Short Sale



# Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Charlotte Regional Realtor® Association

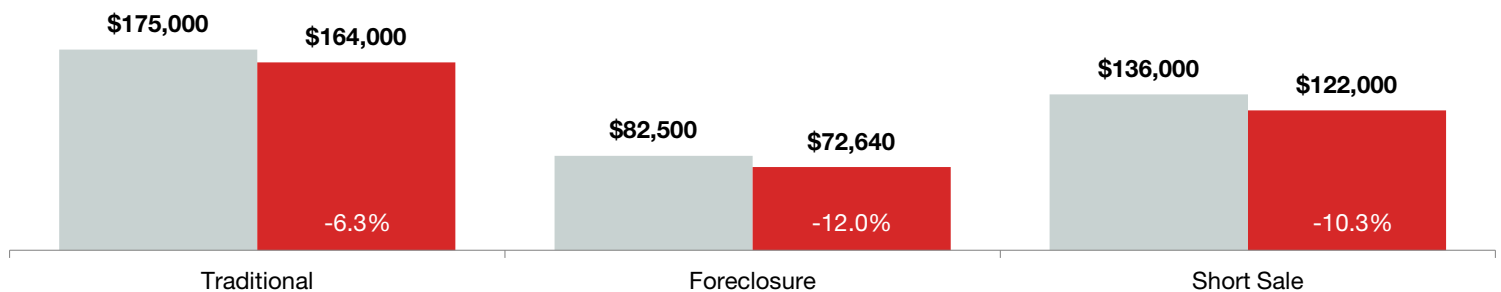
## Median and Average Sales Price

### Traditional Foreclosure Short Sale

	Traditional			Foreclosure			Short Sale		
	12-2010	12-2011	One-Year Change	12-2010	12-2011	One-Year Change	12-2010	12-2011	One-Year Change
<b>Single-Family</b>									
Median Sales Price	\$181,398	\$168,000	-7.4%	\$83,000	\$75,000	-9.6%	\$142,500	\$136,500	-4.2%
Average Sales Price	\$230,988	\$207,220	-10.3%	\$121,089	\$103,013	-14.9%	\$234,365	\$193,439	-17.5%
<b>Townhome-Condo</b>									
Median Sales Price	\$145,000	\$144,500	-0.3%	\$80,000	\$62,250	-22.2%	\$85,000	\$84,700	-0.4%
Average Sales Price	\$191,127	\$165,041	-13.6%	\$86,657	\$92,071	+6.2%	\$97,475	\$89,770	-7.9%
<b>All Properties</b>									
Median Sales Price	\$175,000	\$164,000	-6.3%	\$82,500	\$72,640	-12.0%	\$136,000	\$122,000	-10.3%
Average Sales Price	\$225,682	\$201,957	-10.5%	\$117,546	\$101,189	-13.9%	\$223,075	\$177,539	-20.4%

### Change in Median Sales Price for All Properties

■ 12-2010 ■ 12-2011



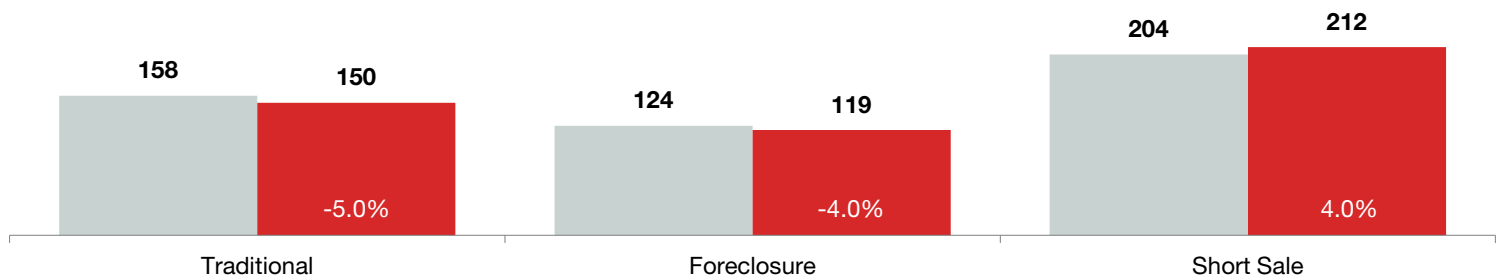
## List to Close

### Traditional Foreclosure Short Sale

	Traditional			Foreclosure			Short Sale		
	12-2010	12-2011	One-Year Change	12-2010	12-2011	One-Year Change	12-2010	12-2011	One-Year Change
<b>Single-Family</b>	157	148	-5.4%	125	120	-3.7%	204	210	3.0%
<b>Townhome-Condo</b>	165	160	-2.6%	112	110	-1.7%	210	227	8.1%
<b>All Properties</b>	158	150	-5.0%	124	119	-4.0%	204	212	4.0%

### Change in List to Close for All Properties

■ 12-2010 ■ 12-2011



# Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



## Inventory of Homes for Sale by Area

December 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change	Share of Activity that was Lender-Mediated
Cabarrus County	1,104	-20.7%	36	-71.9%	205	-5.1%	21.8%
Gaston County	1,111	-18.1%	47	-69.1%	165	66.7%	19.1%
Iredell County	1,166	-21.7%	32	-81.3%	139	-3.5%	14.7%
Lincoln County	561	-12.6%	17	-74.2%	41	-12.8%	10.3%
Mecklenburg County	5,391	-27.5%	237	-77.3%	1,266	-11.4%	27.9%
Union County	1,299	-23.1%	60	-70.3%	250	-8.1%	23.9%
York County, S.C.*	1,257	-20.2%	26	-61.8%	157	-4.3%	14.6%
Uptown/Area 99	121	-34.9%	3	-81.3%	31	0.0%	28.1%
Lake Wylie/Area 15	342	-21.4%	13	-55.2%	37	-21.3%	14.6%
Lake Norman/Area 13	941	-22.8%	21	-74.7%	103	-9.6%	13.2%
Mecklenburg – (N) Area 01	888	-29.0%	35	-80.6%	222	-11.2%	28.9%
Mecklenburg – (E) Area 02	565	-28.8%	49	-72.2%	211	-13.5%	46.0%
Mecklenburg – (SE) Area 03	414	-22.2%	24	-79.8%	105	-9.5%	31.2%
Mecklenburg – (SSE) Area 04	591	-26.9%	15	-78.9%	75	-27.2%	15.2%
Mecklenburg – (S) Area 05	1,127	-25.0%	30	-68.8%	127	-12.4%	13.9%
Mecklenburg – (SSW) Area 06	394	-33.4%	13	-74.0%	69	-18.8%	20.8%
Mecklenburg – (SW) Area 07	278	-38.6%	18	-79.1%	116	-11.5%	48.2%
Mecklenburg – (W) Area 08	240	-22.8%	17	-81.9%	103	2.0%	50.0%
Mecklenburg – (NW) Area 09	309	-36.2%	22	-80.5%	146	-8.8%	54.4%
10-county CMLS service area**	11,487	-22.2%	442	-75.4%	2,087	-6.4%	22.0%
Charlotte-Gastonia-Rock Hill MSA***	10,282	-24.2%	411	-74.3%	2,046	-6.2%	23.9%
Entire MLS Area	14,707	-21.8%	532	-74.5%	2,380	-6.5%	19.8%

## Closed Sales by Area

December 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change	Share of Activity that was Lender-Mediated
Cabarrus County	166	-0.6%	11	-68.6%	20	-16.7%	18.7%
Gaston County	124	-15.1%	16	-69.8%	10	42.9%	21.0%
Iredell County	131	0.8%	11	-77.1%	12	-29.4%	17.6%
Lincoln County	66	3.1%	9	-67.9%	10	42.9%	28.8%
Mecklenburg County	811	-9.2%	84	-77.8%	141	-10.2%	27.7%
Union County	165	-2.9%	19	-68.3%	27	3.8%	27.9%
York County, S.C.*	193	31.3%	4	-66.7%	10	-33.3%	7.3%
Uptown/Area 99	17	-29.2%	0	-100.0%	5	400.0%	29.4%
Lake Wylie/Area 15	39	69.6%	2	-60.0%	5	-16.7%	17.9%
Lake Norman/Area 13	100	-6.5%	7	-66.7%	6	-57.1%	13.0%
Mecklenburg – (N) Area 01	140	-18.6%	12	-80.6%	23	-30.3%	25.0%
Mecklenburg – (E) Area 02	82	-29.9%	20	-68.8%	27	-3.6%	57.3%
Mecklenburg – (SE) Area 03	72	5.9%	11	-70.3%	13	8.3%	33.3%
Mecklenburg – (SSE) Area 04	70	-5.4%	3	-88.5%	5	-58.3%	11.4%
Mecklenburg – (S) Area 05	159	-4.2%	8	-74.2%	5	-61.5%	8.2%
Mecklenburg – (SSW) Area 06	69	-16.9%	4	-85.2%	5	-54.5%	13.0%
Mecklenburg – (SW) Area 07	66	37.5%	8	-80.0%	17	0.0%	37.9%
Mecklenburg – (W) Area 08	36	-10.0%	7	-80.6%	10	100.0%	47.2%
Mecklenburg – (NW) Area 09	54	-6.9%	9	-76.3%	23	53.3%	59.3%
10-county CMLS service area**	1,521	-5.7%	153	-75.0%	224	-6.3%	24.8%
Charlotte-Gastonia-Rock Hill MSA***	1,468	-3.9%	136	-74.9%	208	-9.2%	23.4%
Entire MLS Area	1,896	-5.3%	173	-75.2%	254	-6.6%	22.5%

\* 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.

\*\* The 10-county CMLS service area includes Alexander, Anson, Cabarrus, Gaston, Iredell, Lincoln, Mecklenburg, Montgomery, Union and Stanly counties.

\*\*\* The Charlotte-Gastonia-Rock Hill Metropolitan Statistical Area (MSA) includes the following counties: Anson, Cabarrus, Gaston, Mecklenburg, Union and York, S.C.

# Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



## Median Sales Price by Area

December 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change
Cabarrus County	\$163,445	-14.4%	\$68,000	-32.0%	\$111,150	-4.8%
Gaston County	\$124,000	-15.2%	\$31,000	-46.8%	\$130,000	47.0%
Iredell County	\$156,138	-7.1%	\$115,500	27.3%	\$455,000	58.0%
Lincoln County	\$158,900	-13.6%	\$44,550	-44.3%	\$208,000	-32.9%
Mecklenburg County	\$173,500	-5.7%	\$70,000	-14.0%	\$100,450	-29.9%
Union County	\$212,075	10.5%	\$101,150	-5.8%	\$193,500	-1.3%
York County, S.C.*	\$183,450	6.5%	\$219,000	99.3%	\$135,000	6.3%
Uptown/Area 99	\$217,000	-45.4%	\$178,000	18.3%	\$197,500	9.8%
Lake Wylie/Area 15	\$223,750	-16.8%	\$343,252	-17.3%	\$409,700	-14.6%
Lake Norman/Area 13	\$251,860	-27.5%	\$561,000	80.6%	\$452,050	11.9%
Mecklenburg – (N) Area 01	\$155,000	-3.1%	\$100,000	17.6%	\$112,500	-10.5%
Mecklenburg – (E) Area 02	\$112,000	-13.9%	\$60,000	-20.4%	\$49,000	-63.9%
Mecklenburg – (SE) Area 03	\$120,000	6.7%	\$43,640	-36.1%	\$162,250	58.3%
Mecklenburg – (SSE) Area 04	\$235,000	-6.0%	\$105,925	-26.4%	\$243,000	38.9%
Mecklenburg – (S) Area 05	\$280,000	3.7%	\$190,000	34.5%	\$130,500	-84.9%
Mecklenburg – (SSW) Area 06	\$189,800	-9.2%	\$34,000	-63.5%	\$118,622	-81.2%
Mecklenburg – (SW) Area 07	\$162,278	-1.6%	\$77,000	-21.8%	\$85,000	-32.0%
Mecklenburg – (W) Area 08	\$48,750	-41.9%	\$47,000	-6.0%	\$39,650	-20.7%
Mecklenburg – (NW) Area 09	\$154,000	14.0%	\$72,528	-0.4%	\$89,900	-16.4%
10-county CMLS service area**	\$165,000	-8.3%	\$72,280	-15.0%	\$118,955	-16.5%
Charlotte-Gastonia-Rock Hill MSA***	\$169,900	-5.6%	\$73,000	-14.1%	\$113,500	-15.6%
Entire MLS Area	\$164,000	-6.3%	\$72,640	-12.0%	\$122,000	-10.3%

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# Lender-Mediated Report

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## Average Sales Price by Area

December 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change
Cabarrus County	\$179,042	-21.8%	\$74,175	-36.6%	\$143,454	4.4%
Gaston County	\$143,012	-15.7%	\$43,331	-48.6%	\$160,280	65.7%
Iredell County	\$227,489	-6.1%	\$97,398	-41.0%	\$502,714	36.8%
Lincoln County	\$162,225	-30.1%	\$44,550	-58.7%	\$223,400	-45.1%
Mecklenburg County	\$212,179	-13.3%	\$103,861	-4.4%	\$129,266	-42.3%
Union County	\$280,593	6.4%	\$129,962	-23.9%	\$259,999	-0.9%
York County, S.C.*	\$208,456	3.7%	\$210,643	61.0%	\$189,800	45.6%
Uptown/Area 99	\$226,393	-72.2%	\$178,000	20.5%	\$197,500	9.8%
Lake Wylie/Area 15	\$290,428	1.4%	\$343,252	3.8%	\$409,700	-14.6%
Lake Norman/Area 13	\$365,339	-16.6%	\$416,033	28.5%	\$482,310	-0.1%
Mecklenburg – (N) Area 01	\$187,844	-3.1%	\$93,932	1.5%	\$141,159	13.0%
Mecklenburg – (E) Area 02	\$132,421	-6.2%	\$60,724	-21.3%	\$67,839	-50.9%
Mecklenburg – (SE) Area 03	\$147,145	23.5%	\$52,569	-39.2%	\$133,375	-10.0%
Mecklenburg – (SSE) Area 04	\$283,786	-12.6%	\$115,319	-18.8%	\$290,600	66.1%
Mecklenburg – (S) Area 05	\$295,980	-12.5%	\$237,812	6.4%	\$146,995	-82.4%
Mecklenburg – (SSW) Area 06	\$208,972	-6.3%	\$30,833	-75.8%	\$163,791	-74.0%
Mecklenburg – (SW) Area 07	\$174,277	5.9%	\$82,187	-10.1%	\$88,600	-39.5%
Mecklenburg – (W) Area 08	\$73,100	-28.7%	\$53,414	0.5%	\$42,419	-15.8%
Mecklenburg – (NW) Area 09	\$178,649	6.9%	\$89,594	13.6%	\$124,200	3.9%
10-county CMLS service area**	\$208,110	-12.0%	\$99,053	-16.0%	\$174,034	-25.0%
Charlotte-Gastonia-Rock Hill MSA***	\$210,065	-9.7%	\$104,663	-9.3%	\$158,479	-22.4%
Entire MLS Area	\$201,957	-10.5%	\$101,189	-13.9%	\$177,539	-20.4%

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