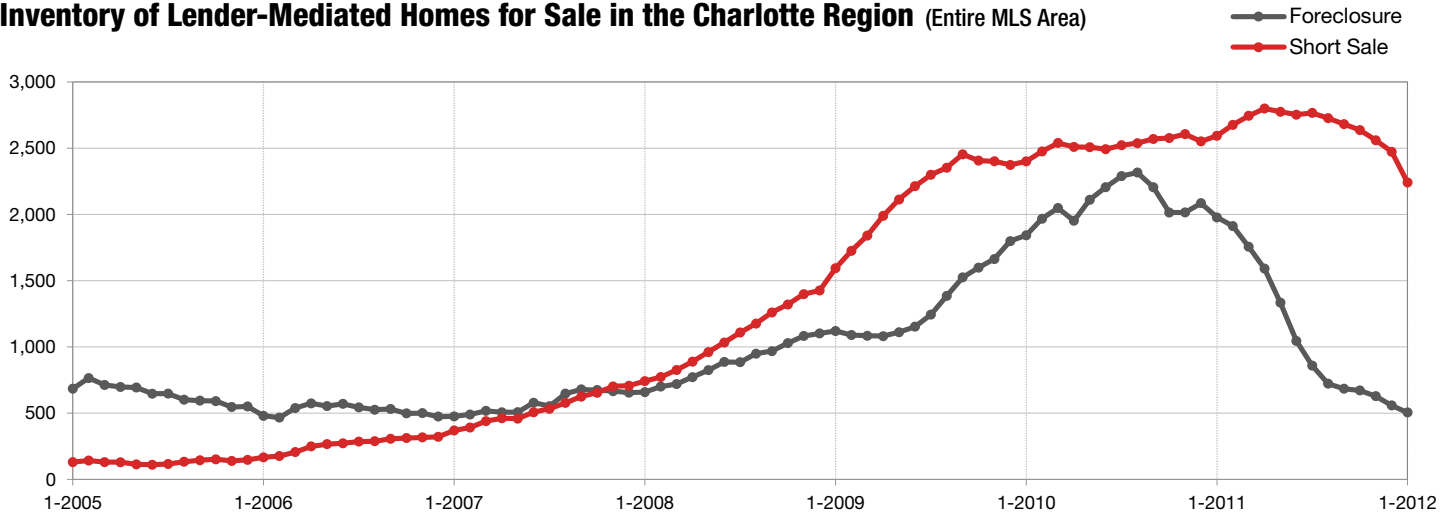


Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION

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



January 2012

The lender-mediated segment continued to take strides toward stabilization during January. At 506 active units, the foreclosure segment in particular has shed nearly 75.0 percent of its active listings and foreclosed inventory is now between 2005 and 2006 levels.

These distressed sales accounted for 13.7 percent of all new listings but 21.2 percent of all closings. The fact that relatively more properties in financial distress left the market than entered is an encouraging sign. At 15.8 percent, the share of all actives that are lender-mediated falls in between those figures.

Confirming the popularity of foreclosures among bargain-hunting consumers is the fact that they tended to close roughly 22.0 percent faster than their traditional counterparts at 119 days, on average.



Charlotte Regional Realtor® Association

New Listings & Closed Sales	2
Sales Prices & List to Close	3
Inventory & Closed Sales by Area	4
Median Sales Price by Area	5
Average Sales Price by Area	6

[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

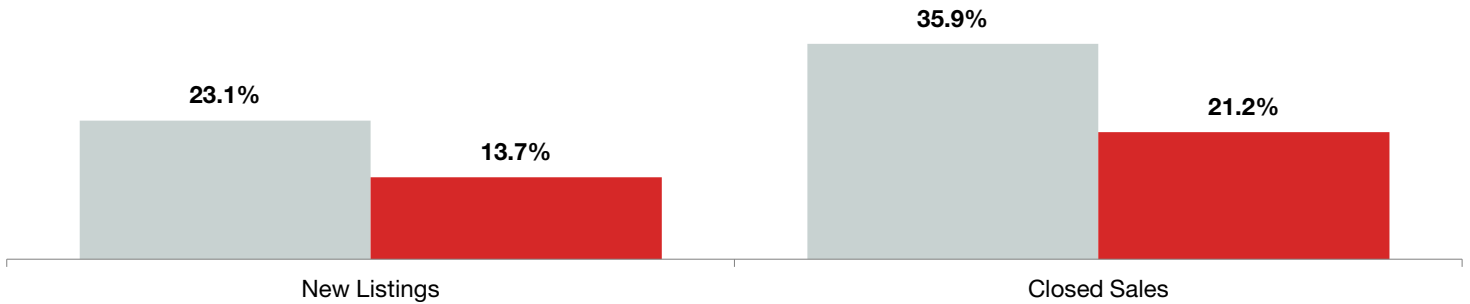


New Listings and Closed Sales

	Traditional			Foreclosure			Short Sale			Share of Activity that was Lender-Mediated	
	1-2011	1-2012	One-Year Change	1-2011	1-2012	One-Year Change	1-2011	1-2012	One-Year Change	1-2011	1-2012
New Listings	3,145	3,298	+4.9%	508	228	-55.1%	439	295	-32.8%	23.1%	13.7%
Closed Sales	908	1,214	+33.7%	419	189	-54.9%	90	138	+53.3%	35.9%	21.2%

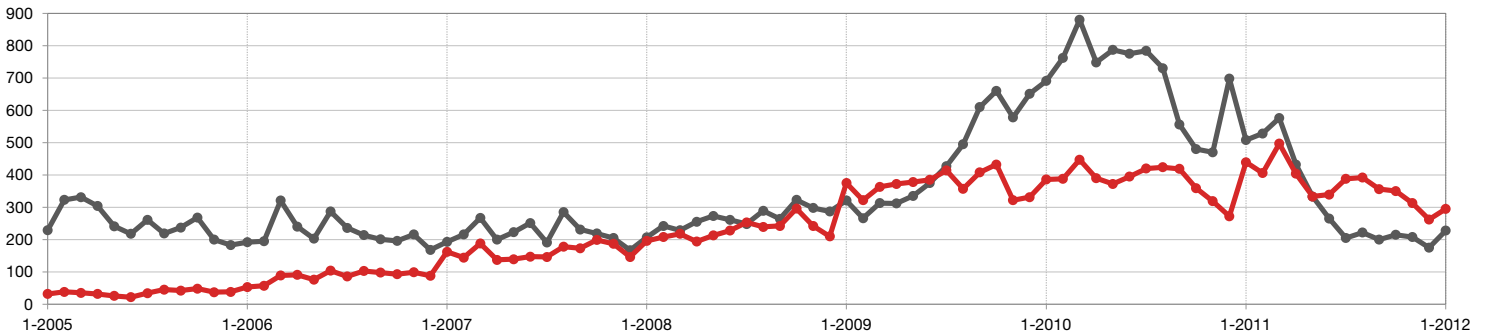
Share of Activity that was Lender-Mediated

■ 1-2011 ■ 1-2012



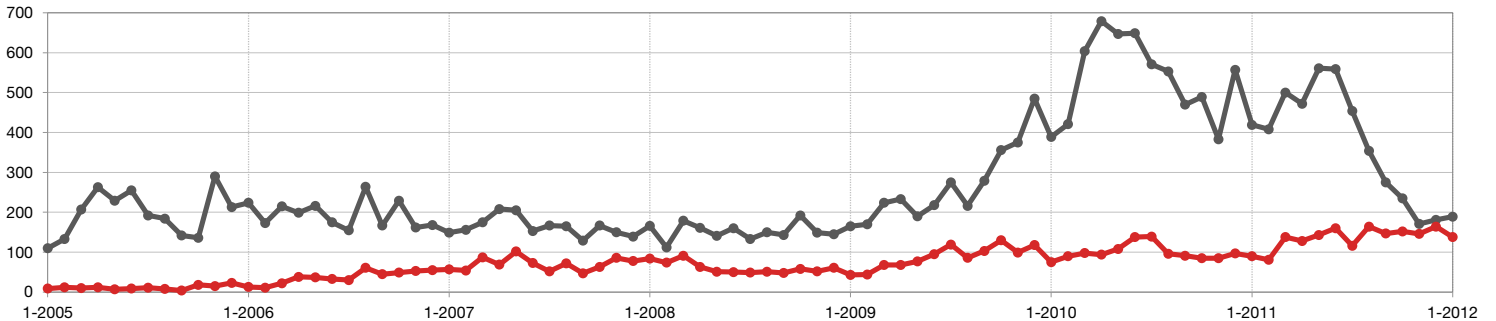
Historical New Listing Activity

— Foreclosure — Short Sale



Historical Closed Sales Activity

— Foreclosure — Short Sale



Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION

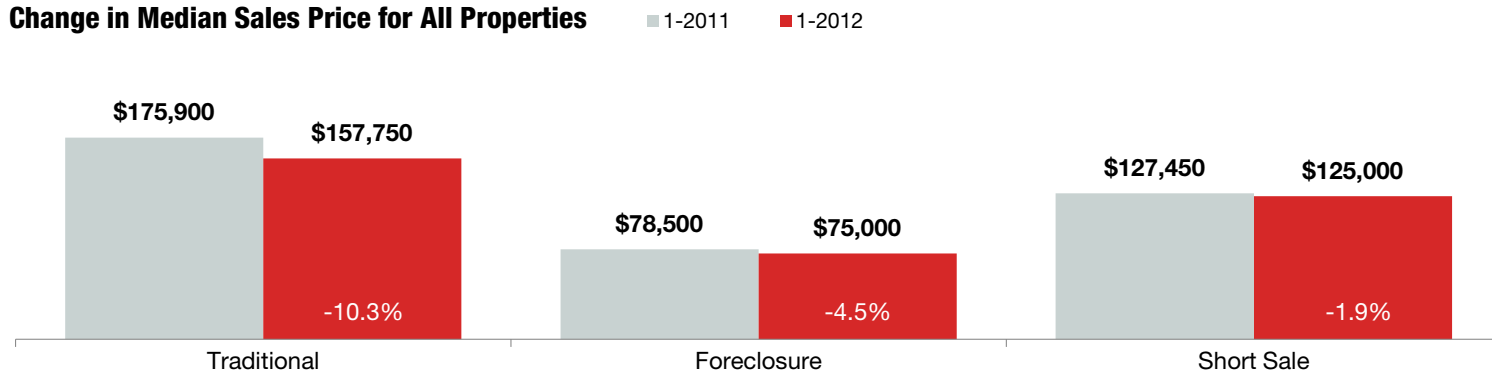


Charlotte Regional Realtor® Association

Median and Average Sales Price

	Traditional			Foreclosure			Short Sale		
	1-2011	1-2012	One-Year Change	1-2011	1-2012	One-Year Change	1-2011	1-2012	One-Year Change
Single-Family									
Median Sales Price	\$179,940	\$160,000	-11.1%	\$78,900	\$75,251	-4.6%	\$139,000	\$125,000	-10.1%
Average Sales Price	\$224,632	\$209,868	-6.6%	\$118,836	\$102,458	-13.8%	\$207,899	\$175,454	-15.6%
Townhome-Condo									
Median Sales Price	\$170,670	\$139,250	-18.4%	\$77,000	\$65,500	-14.9%	\$99,500	\$145,000	+45.7%
Average Sales Price	\$197,764	\$159,667	-19.3%	\$83,995	\$83,538	-0.5%	\$118,450	\$140,492	+18.6%
All Properties									
Median Sales Price	\$175,900	\$157,750	-10.3%	\$78,500	\$75,000	-4.5%	\$127,450	\$125,000	-1.9%
Average Sales Price	\$219,661	\$203,385	-7.4%	\$114,899	\$100,156	-12.8%	\$197,960	\$171,116	-13.6%

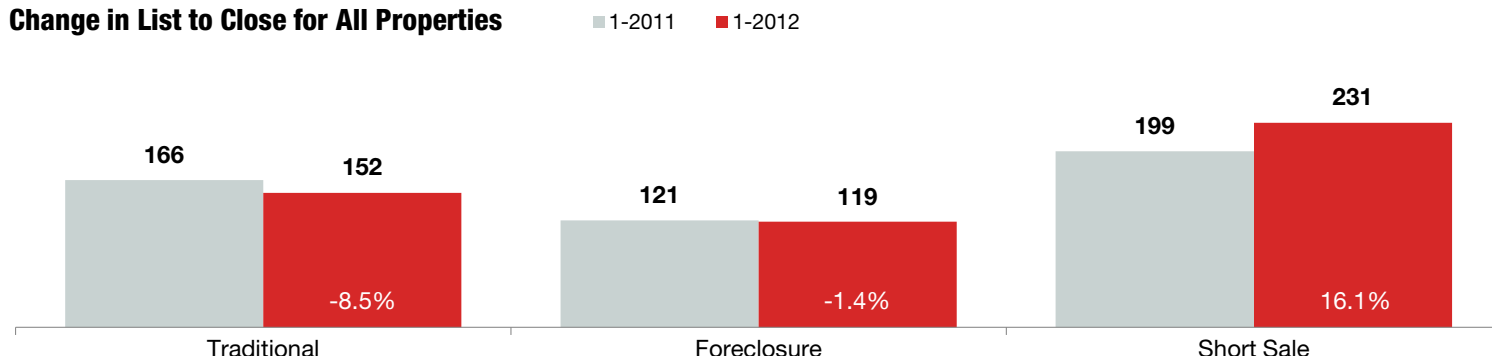
Change in Median Sales Price for All Properties



List to Close

	Traditional			Foreclosure			Short Sale		
	1-2011	1-2012	One-Year Change	1-2011	1-2012	One-Year Change	1-2011	1-2012	One-Year Change
Single-Family	164	148	-9.8%	120	116	-3.2%	208	223	7.3%
Townhome-Condo	175	178	2.0%	130	142	9.7%	129	291	126.2%
All Properties	166	152	-8.5%	121	119	-1.4%	199	231	16.1%

Change in List to Close for All Properties



Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Inventory of Homes for Sale by Area

January 2012	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change	Share of Activity that was Lender-Mediated
Cabarrus County	1,104	-14.4%	32	-75.0%	193	-13.5%	16.9%
Gaston County	1,180	-10.6%	36	-75.7%	109	5.8%	10.9%
Iredell County	1,164	-20.1%	27	-83.5%	138	-10.4%	12.4%
Lincoln County	555	-10.8%	17	-67.3%	43	-18.9%	9.8%
Mecklenburg County	5,291	-26.4%	223	-77.4%	1,205	-16.0%	21.3%
Union County	1,275	-21.2%	59	-68.9%	258	-4.8%	19.9%
York County, S.C.*	1,223	-20.2%	28	-63.6%	131	-24.7%	11.5%
Uptown/Area 99	118	-27.6%	3	-81.3%	29	16.0%	21.3%
Lake Wylie/Area 15	362	-13.0%	14	-26.3%	35	-34.0%	11.9%
Lake Norman/Area 13	963	-18.4%	21	-72.0%	104	-18.1%	11.5%
Mecklenburg – (N) Area 01	882	-28.4%	39	-78.1%	214	-17.1%	22.3%
Mecklenburg – (E) Area 02	528	-29.5%	34	-79.6%	201	-11.1%	30.8%
Mecklenburg – (SE) Area 03	412	-20.6%	26	-76.1%	92	-21.4%	22.3%
Mecklenburg – (SSE) Area 04	567	-26.4%	14	-75.0%	80	-20.8%	14.2%
Mecklenburg – (S) Area 05	1,135	-22.2%	26	-67.9%	121	-18.8%	11.5%
Mecklenburg – (SSW) Area 06	368	-34.3%	12	-76.5%	62	-21.5%	16.7%
Mecklenburg – (SW) Area 07	271	-39.5%	22	-75.6%	108	-21.7%	32.4%
Mecklenburg – (W) Area 08	211	-26.0%	15	-82.1%	103	1.0%	35.9%
Mecklenburg – (NW) Area 09	314	-35.3%	15	-86.5%	138	-15.3%	32.8%
10-county CMLS service area**	11,389	-20.1%	404	-76.2%	1,971	-12.7%	17.3%
Charlotte-Gastonia-Rock Hill MSA***	10,182	-22.1%	382	-75.1%	1,900	-13.9%	18.3%
Entire MLS Area	14,592	-19.8%	506	-74.4%	2,241	-13.6%	15.8%

Closed Sales by Area

January 2012	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change	Share of Activity that was Lender-Mediated
Cabarrus County	91	33.8%	11	-66.7%	3	-66.7%	13.3%
Gaston County	83	29.7%	18	-50.0%	4	-42.9%	21.0%
Iredell County	74	68.2%	16	-23.8%	9	125.0%	25.3%
Lincoln County	36	111.8%	9	-57.1%	2	100.0%	23.4%
Mecklenburg County	531	11.6%	92	-54.0%	82	70.8%	24.7%
Union County	126	65.8%	16	-61.9%	19	90.0%	21.7%
York County, S.C.*	114	78.1%	3	-78.6%	7	16.7%	8.1%
Uptown/Area 99	6	-33.3%	1	-66.7%	4	300.0%	45.5%
Lake Wylie/Area 15	19	58.3%	1	-85.7%	3	0.0%	17.4%
Lake Norman/Area 13	45	12.5%	9	-35.7%	5	-16.7%	23.7%
Mecklenburg – (N) Area 01	92	9.5%	20	-33.3%	22	214.3%	31.3%
Mecklenburg – (E) Area 02	65	12.1%	21	-32.3%	14	55.6%	35.0%
Mecklenburg – (SE) Area 03	42	31.3%	9	-60.9%	5	150.0%	25.0%
Mecklenburg – (SSE) Area 04	68	51.1%	6	-40.0%	4	0.0%	12.8%
Mecklenburg – (S) Area 05	98	14.0%	4	-81.0%	9	50.0%	11.7%
Mecklenburg – (SSW) Area 06	39	-48.0%	4	-66.7%	6	100.0%	20.4%
Mecklenburg – (SW) Area 07	38	26.7%	4	-73.3%	1	-66.7%	11.6%
Mecklenburg – (W) Area 08	24	140.0%	9	-60.9%	4	0.0%	35.1%
Mecklenburg – (NW) Area 09	35	29.6%	9	-62.5%	7	40.0%	31.4%
10-county CMLS service area**	979	27.1%	167	-53.9%	120	51.9%	22.7%
Charlotte-Gastonia-Rock Hill MSA***	949	25.5%	143	-56.0%	115	43.8%	21.4%
Entire MLS Area	1,214	33.7%	189	-54.9%	138	53.3%	21.2%

* 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

January 2012	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change
Cabarrus County	\$156,882	-12.4%	\$105,000	6.1%	\$180,000	9.1%
Gaston County	\$112,000	-9.5%	\$39,962	-32.3%	\$72,500	-34.1%
Iredell County	\$210,750	21.8%	\$104,550	7.6%	\$100,000	-59.6%
Lincoln County	\$154,000	-26.7%	\$29,000	-37.0%	\$224,250	285.3%
Mecklenburg County	\$160,000	-15.3%	\$75,251	-4.7%	\$112,000	6.7%
Union County	\$171,250	-8.1%	\$87,150	-27.4%	\$160,375	-15.8%
York County, S.C.*	\$187,000	6.2%	\$155,000	119.9%	\$134,000	17.0%
Uptown/Area 99	\$203,500	4.4%	\$264,000	82.1%	\$290,000	43.6%
Lake Wylie/Area 15	\$215,000	2.0%	\$550,000	71.3%	\$180,000	0.0%
Lake Norman/Area 13	\$287,394	-16.7%	\$171,000	-38.9%	\$215,000	-38.6%
Mecklenburg – (N) Area 01	\$151,340	-1.1%	\$70,375	-22.2%	\$97,500	-0.5%
Mecklenburg – (E) Area 02	\$112,000	-9.1%	\$77,000	20.3%	\$84,000	-16.4%
Mecklenburg – (SE) Area 03	\$143,310	14.2%	\$53,199	-2.8%	\$113,200	-24.8%
Mecklenburg – (SSE) Area 04	\$249,904	11.1%	\$108,000	6.7%	\$207,500	-17.7%
Mecklenburg – (S) Area 05	\$233,250	-23.8%	\$234,450	76.4%	\$340,000	16.2%
Mecklenburg – (SSW) Area 06	\$166,500	-23.9%	\$67,075	-4.7%	\$112,500	2.3%
Mecklenburg – (SW) Area 07	\$144,100	-17.6%	\$76,050	-9.1%	\$129,500	8.8%
Mecklenburg – (W) Area 08	\$71,000	-4.1%	\$34,000	-15.0%	\$69,500	132.1%
Mecklenburg – (NW) Area 09	\$158,000	26.9%	\$89,000	-10.1%	\$67,500	-20.5%
10-county CMLS service area**	\$156,350	-13.1%	\$75,000	-6.3%	\$125,000	2.5%
Charlotte-Gastonia-Rock Hill MSA***	\$160,000	-11.1%	\$76,860	-7.8%	\$125,000	4.2%
Entire MLS Area	\$157,750	-10.3%	\$75,000	-4.5%	\$125,000	-1.9%

* 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



Average Sales Price by Area

January 2012	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change
Cabarrus County	\$185,583	-12.3%	\$110,282	-17.1%	\$170,500	-11.7%
Gaston County	\$122,598	-15.2%	\$64,347	-9.5%	\$77,750	-20.0%
Iredell County	\$232,466	-2.0%	\$189,589	-10.7%	\$163,056	-36.6%
Lincoln County	\$204,654	-0.4%	\$62,226	-36.1%	\$224,250	285.3%
Mecklenburg County	\$205,566	-14.1%	\$97,142	-11.9%	\$167,879	-12.6%
Union County	\$282,929	16.1%	\$105,493	-32.4%	\$219,980	-20.1%
York County, S.C.*	\$217,640	7.5%	\$114,500	-19.1%	\$145,426	-12.4%
Uptown/Area 99	\$203,917	-23.2%	\$264,000	43.7%	\$272,125	34.7%
Lake Wylie/Area 15	\$327,766	34.6%	\$550,000	80.2%	\$166,300	0.0%
Lake Norman/Area 13	\$364,028	-10.6%	\$290,461	-21.9%	\$310,000	-35.5%
Mecklenburg – (N) Area 01	\$171,542	-11.8%	\$94,929	-23.9%	\$123,950	12.9%
Mecklenburg – (E) Area 02	\$120,121	-14.6%	\$84,075	25.1%	\$86,679	-16.7%
Mecklenburg – (SE) Area 03	\$152,240	-5.9%	\$53,378	-25.9%	\$147,140	-2.2%
Mecklenburg – (SSE) Area 04	\$269,325	-6.9%	\$127,667	-36.0%	\$228,750	-30.3%
Mecklenburg – (S) Area 05	\$316,910	-17.1%	\$218,600	29.8%	\$373,947	2.6%
Mecklenburg – (SSW) Area 06	\$205,139	-11.3%	\$66,788	-44.7%	\$158,083	-35.5%
Mecklenburg – (SW) Area 07	\$155,506	-13.9%	\$78,700	-3.0%	\$129,500	8.2%
Mecklenburg – (W) Area 08	\$83,457	2.0%	\$53,399	1.5%	\$62,125	94.1%
Mecklenburg – (NW) Area 09	\$169,468	5.7%	\$104,344	-17.9%	\$72,783	-9.1%
10-county CMLS service area**	\$207,160	-8.0%	\$100,541	-14.3%	\$174,339	-11.0%
Charlotte-Gastonia-Rock Hill MSA***	\$207,678	-7.4%	\$93,915	-18.6%	\$172,091	-10.5%
Entire MLS Area	\$203,385	-7.4%	\$100,156	-12.8%	\$171,116	-13.6%

* 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.

** 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.