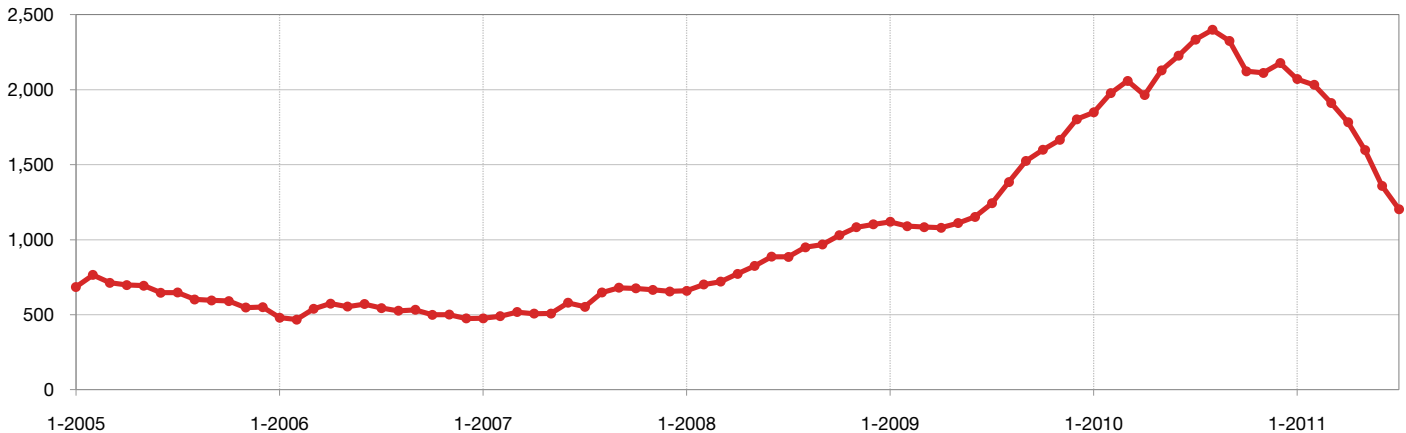


Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION

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



July 2011

Distressed housing inventory in the Charlotte region has fallen for the seventh consecutive month. There are now 1,203 lender-mediated properties on the market, which is on-par with July 2009 levels. That's a positive trend and suggests ongoing recovery for this segment.

The share of distressed new listings entering the market decreased from 24.5 percent to 19.9 percent over the past year, while the distressed sales rate dropped from 35.7 percent to 26.3 percent. In other words, a greater share of distressed properties are selling off the market than are entering the market – another positive sign.

Even so, consumers are shopping for bargains. Traditional prices fell 2.4 percent to \$190,300; foreclosure prices fell 21.8 percent and short sale prices declined 9.0 percent.



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 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

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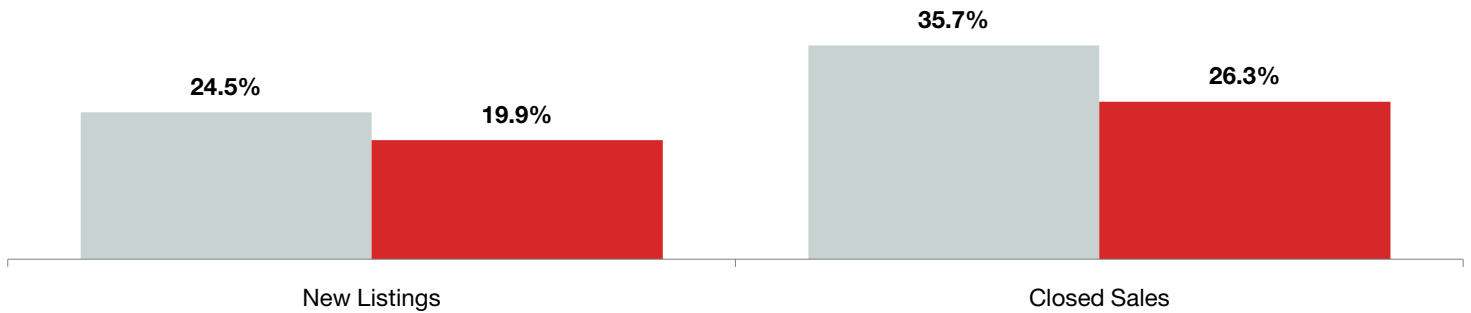


New Listings and Closed Sales

	Traditional			Foreclosure			Short Sale			Share of Activity that was Lender-Mediated	
	7-2010	7-2011	One-Year Change	7-2010	7-2011	One-Year Change	7-2010	7-2011	One-Year Change	7-2010	7-2011
New Listings	3,768	2,920	-22.5%	808	384	-52.5%	415	340	-18.1%	24.5%	19.9%
Closed Sales	1,280	1,606	+25.5%	571	457	-20.0%	139	116	-16.5%	35.7%	26.3%

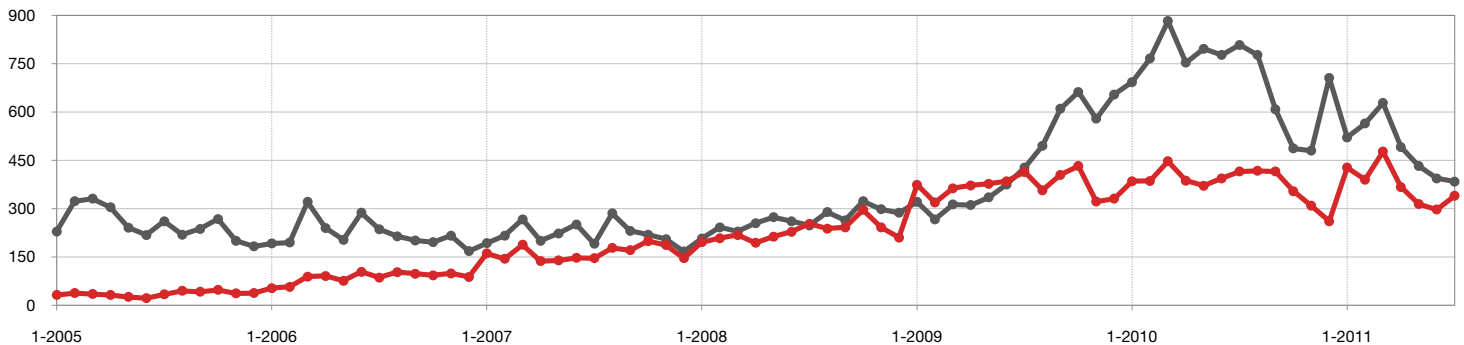
Share of Activity that was Lender-Mediated

■ 7-2010 ■ 7-2011



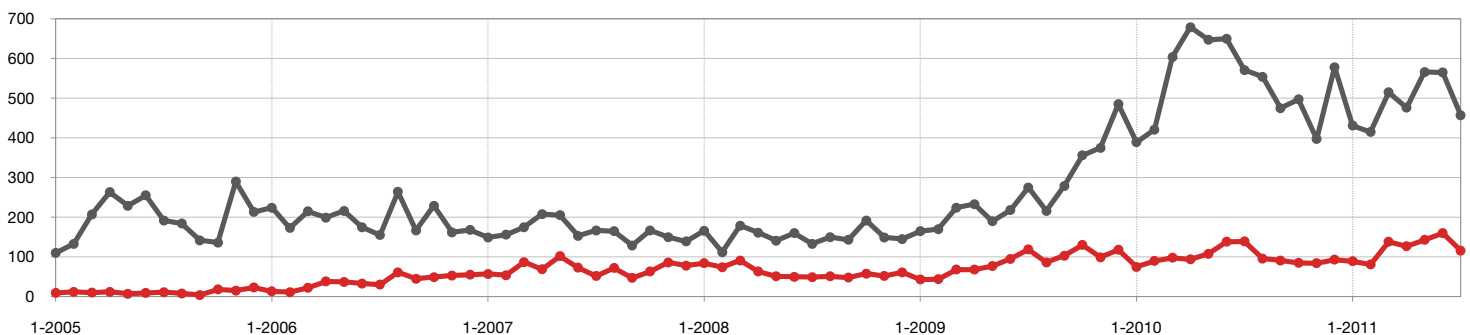
Historical New Listing Activity

— Foreclosure — Short Sale



Historical Closed Sales Activity

— Foreclosure — Short Sale



Lender-Mediated Report

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Charlotte Regional Realtor® Association

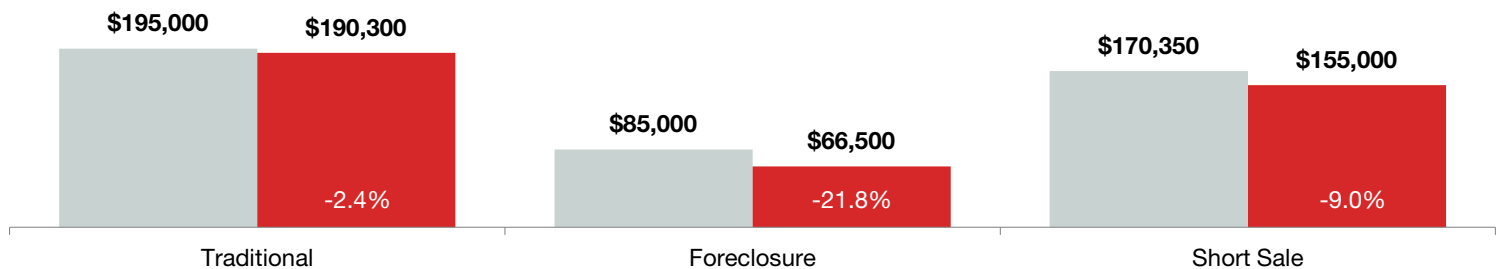
Median and Average Sales Price

Traditional Foreclosure Short Sale

	Traditional			Foreclosure			Short Sale		
	7-2010	7-2011	One-Year Change	7-2010	7-2011	One-Year Change	7-2010	7-2011	One-Year Change
Single-Family									
Median Sales Price	\$205,000	\$199,432	-2.7%	\$85,000	\$67,000	-21.2%	\$178,000	\$165,000	-7.3%
Average Sales Price	\$268,411	\$251,753	-6.2%	\$124,662	\$99,718	-20.0%	\$255,525	\$272,790	+6.8%
Townhome-Condo									
Median Sales Price	\$149,700	\$154,540	+3.2%	\$86,888	\$56,250	-35.3%	\$130,000	\$64,000	-50.8%
Average Sales Price	\$184,285	\$175,839	-4.6%	\$99,651	\$69,353	-30.4%	\$120,433	\$76,378	-36.6%
All Properties									
Median Sales Price	\$195,000	\$190,300	-2.4%	\$85,000	\$66,500	-21.8%	\$170,350	\$155,000	-9.0%
Average Sales Price	\$256,016	\$242,744	-5.2%	\$122,020	\$96,351	-21.0%	\$243,862	\$257,418	+5.6%

Change in Median Sales Price for All Properties

■ 7-2010 ■ 7-2011



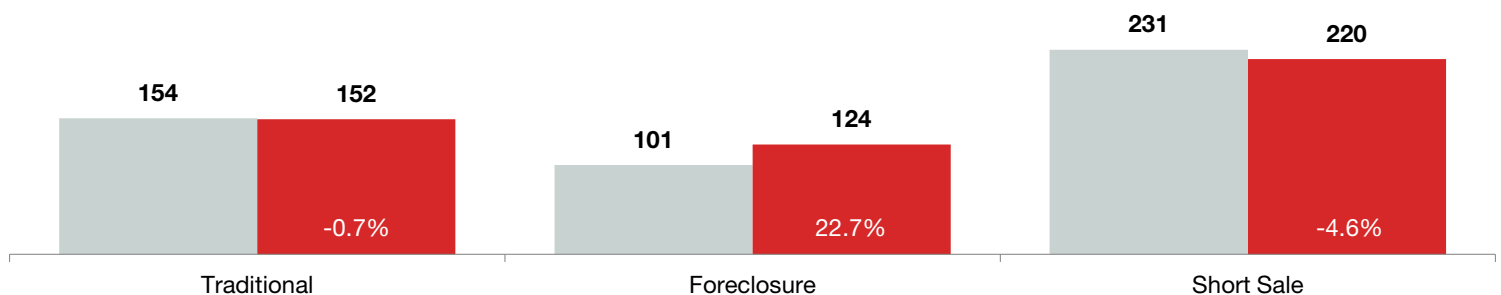
List to Close

Traditional Foreclosure Short Sale

	Traditional			Foreclosure			Short Sale		
	7-2010	7-2011	One-Year Change	7-2010	7-2011	One-Year Change	7-2010	7-2011	One-Year Change
Single-Family									
153	150	-1.8%	100	124	23.7%	238	216	-9.2%	
Townhome-Condo									
157	169	7.8%	109	125	14.6%	158	270	71.5%	
All Properties									
154	152	-0.7%	101	124	22.7%	231	220	-4.6%	

Change in List to Close for All Properties

■ 7-2010 ■ 7-2011



Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Inventory of Homes for Sale by Area

July 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change	Share of Activity that was Lender-Mediated
Cabarrus County	1,289	-20.9%	82	-53.4%	197	-12.4%	21.6%
Gaston County	1,329	-15.2%	96	-51.8%	144	29.7%	18.1%
Iredell County	1,512	-17.3%	99	-47.6%	121	-16.6%	14.6%
Lincoln County	659	-6.5%	29	-63.3%	39	-17.0%	10.3%
Mecklenburg County	7,132	-26.2%	530	-48.3%	1,350	-0.4%	26.4%
Union County	1,603	-23.1%	121	-50.4%	254	-16.7%	23.4%
York County, S.C.*	1,447	-22.1%	57	-32.1%	145	3.6%	14.0%
Uptown/Area 99	146	-34.8%	3	-85.0%	22	-37.1%	17.1%
Lake Wylie/Area 15	419	-30.4%	27	-32.5%	45	-4.3%	17.2%
Lake Norman/Area 13	1,318	-15.8%	51	-55.7%	107	-7.0%	12.0%
Mecklenburg – (N) Area 01	1,164	-26.0%	88	-44.3%	229	0.0%	27.2%
Mecklenburg – (E) Area 02	720	-27.5%	95	-41.7%	207	-15.5%	41.9%
Mecklenburg – (SE) Area 03	498	-22.4%	60	-45.9%	94	-11.3%	30.9%
Mecklenburg – (SSE) Area 04	866	-22.0%	31	-56.3%	85	-5.6%	13.4%
Mecklenburg – (S) Area 05	1,531	-21.6%	63	-41.1%	145	-11.0%	13.6%
Mecklenburg – (SSW) Area 06	557	-32.7%	33	-42.1%	81	24.6%	20.5%
Mecklenburg – (SW) Area 07	375	-36.0%	37	-51.9%	119	20.2%	41.6%
Mecklenburg – (W) Area 08	258	-33.7%	46	-50.5%	134	30.1%	69.8%
Mecklenburg – (NW) Area 09	440	-31.9%	49	-54.6%	164	5.1%	48.4%
10-county CMLS service area**	14,427	-21.0%	985	-50.2%	2,128	-3.4%	21.6%
Charlotte-Gastonia-Rock Hill MSA***	12,923	-23.6%	892	-48.8%	2,095	-2.0%	23.1%

Closed Sales by Area

July 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change	Share of Activity that was Lender-Mediated
Cabarrus County	208	-21.8%	21	-67.7%	28	-26.3%	23.6%
Gaston County	192	-17.2%	37	-53.2%	7	-65.0%	22.9%
Iredell County	175	-40.7%	30	-34.8%	15	-37.5%	25.7%
Lincoln County	113	-17.5%	9	-60.9%	2	-81.8%	9.7%
Mecklenburg County	1,238	-27.1%	174	-53.8%	203	-10.6%	30.5%
Union County	277	-25.5%	40	-48.7%	34	-19.0%	26.7%
York County, S.C.*	248	-15.4%	11	-54.2%	21	-8.7%	12.9%
Uptown/Area 99	26	8.3%	0	-100.0%	6	20.0%	23.1%
Lake Wylie/Area 15	71	-17.4%	2	-83.3%	3	-40.0%	7.0%
Lake Norman/Area 13	177	-29.2%	8	-72.4%	16	-38.5%	13.6%
Mecklenburg – (N) Area 01	213	-22.8%	32	-53.6%	26	-33.3%	27.2%
Mecklenburg – (E) Area 02	107	-42.5%	37	-41.3%	38	-29.6%	70.1%
Mecklenburg – (SE) Area 03	101	-20.5%	13	-67.5%	12	-7.7%	24.8%
Mecklenburg – (SSE) Area 04	132	-38.0%	8	-61.9%	14	0.0%	16.7%
Mecklenburg – (S) Area 05	278	-21.7%	13	-62.9%	15	-31.8%	10.1%
Mecklenburg – (SSW) Area 06	95	-31.7%	12	-7.7%	10	25.0%	23.2%
Mecklenburg – (SW) Area 07	66	-43.6%	15	-60.5%	20	66.7%	53.0%
Mecklenburg – (W) Area 08	46	-23.3%	19	-47.2%	24	71.4%	93.5%
Mecklenburg – (NW) Area 09	76	-27.6%	19	-47.2%	24	-17.2%	56.6%
10-county CMLS service area**	2,352	-23.9%	323	-53.3%	294	-19.9%	26.2%
Charlotte-Gastonia-Rock Hill MSA***	2,171	-24.3%	286	-54.5%	294	-16.0%	26.7%

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Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Median Sales Price by Area

July 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change
Cabarrus County	\$184,250	15.5%	\$100,850	-8.5%	\$192,550	48.7%
Gaston County	\$136,198	-14.3%	\$56,250	-15.7%	\$152,000	19.7%
Iredell County	\$199,883	-15.5%	\$72,550	-12.1%	\$139,250	-56.8%
Lincoln County	\$193,000	1.2%	\$35,375	-78.4%	\$276,208	-16.3%
Mecklenburg County	\$200,840	-4.4%	\$62,900	-23.3%	\$135,000	-12.1%
Union County	\$225,000	-16.1%	\$95,400	-33.0%	\$309,000	16.6%
York County, S.C.*	\$210,000	16.3%	\$114,000	-3.4%	\$223,000	30.1%
Uptown/Area 99	\$230,000	1.3%	\$0	-100.0%	\$0	-100.0%
Lake Wylie/Area 15	\$224,000	-27.7%	\$326,000	0.6%	\$50,000	-96.4%
Lake Norman/Area 13	\$425,000	2.4%	\$247,450	-22.1%	\$418,000	10.4%
Mecklenburg – (N) Area 01	\$185,000	4.5%	\$62,450	-33.9%	\$142,000	-7.8%
Mecklenburg – (E) Area 02	\$132,750	-5.1%	\$46,550	-30.5%	\$89,000	0.6%
Mecklenburg – (SE) Area 03	\$126,700	-1.6%	\$59,575	-8.3%	\$151,750	4.7%
Mecklenburg – (SSE) Area 04	\$290,000	-9.2%	\$103,500	-38.8%	\$359,000	-26.7%
Mecklenburg – (S) Area 05	\$308,450	-1.9%	\$180,011	12.5%	\$226,500	-26.3%
Mecklenburg – (SSW) Area 06	\$222,388	31.7%	\$90,500	-24.6%	\$59,750	49.4%
Mecklenburg – (SW) Area 07	\$160,000	0.1%	\$78,750	-19.2%	\$73,000	-11.0%
Mecklenburg – (W) Area 08	\$93,500	16.9%	\$51,000	-12.1%	\$0	-100.0%
Mecklenburg – (NW) Area 09	\$196,500	14.2%	\$52,350	-30.2%	\$149,900	51.4%
10-county CMLS service area**	\$192,500	-3.8%	\$65,755	-25.3%	\$155,000	-3.1%
Charlotte-Gastonia-Rock Hill MSA***	\$195,813	0.0%	\$69,500	-21.5%	\$160,000	3.2%

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Lender-Mediated Report

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Average Sales Price by Area

July 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change
Cabarrus County	\$210,627	15.6%	\$103,298	8.1%	\$203,496	5.4%
Gaston County	\$153,526	-25.1%	\$64,164	-35.4%	\$166,667	48.4%
Iredell County	\$273,599	-6.2%	\$83,457	-50.5%	\$414,563	45.4%
Lincoln County	\$254,623	16.5%	\$46,175	-69.6%	\$245,604	-39.5%
Mecklenburg County	\$266,997	-4.6%	\$98,113	-14.3%	\$237,908	0.0%
Union County	\$283,313	-11.9%	\$165,488	-21.9%	\$346,600	11.3%
York County, S.C.*	\$238,037	9.2%	\$166,305	9.1%	\$249,778	17.2%
Uptown/Area 99	\$285,933	24.6%	\$0	-100.0%	\$0	-100.0%
Lake Wylie/Area 15	\$335,186	-21.6%	\$275,250	-12.0%	\$50,000	-96.4%
Lake Norman/Area 13	\$472,886	3.4%	\$444,690	31.6%	\$575,929	18.7%
Mecklenburg – (N) Area 01	\$243,703	1.9%	\$75,292	-24.8%	\$156,917	-7.0%
Mecklenburg – (E) Area 02	\$153,346	1.4%	\$62,673	-19.2%	\$87,820	-10.3%
Mecklenburg – (SE) Area 03	\$142,562	-10.6%	\$84,410	-13.3%	\$161,125	38.2%
Mecklenburg – (SSE) Area 04	\$320,215	-15.3%	\$128,514	-39.1%	\$499,667	-3.9%
Mecklenburg – (S) Area 05	\$372,588	-7.6%	\$257,476	18.7%	\$564,643	48.9%
Mecklenburg – (SSW) Area 06	\$250,356	14.4%	\$136,730	-11.7%	\$67,750	69.4%
Mecklenburg – (SW) Area 07	\$158,923	-3.5%	\$76,009	-11.4%	\$73,000	-30.3%
Mecklenburg – (W) Area 08	\$92,993	0.1%	\$50,608	-24.4%	\$0	-100.0%
Mecklenburg – (NW) Area 09	\$203,701	1.0%	\$73,692	-8.7%	\$133,756	-4.8%
10-county CMLS service area**	\$250,842	-7.0%	\$97,000	-22.8%	\$269,131	9.0%
Charlotte-Gastonia-Rock Hill MSA***	\$250,511	-4.2%	\$102,137	-16.7%	\$259,171	9.6%

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