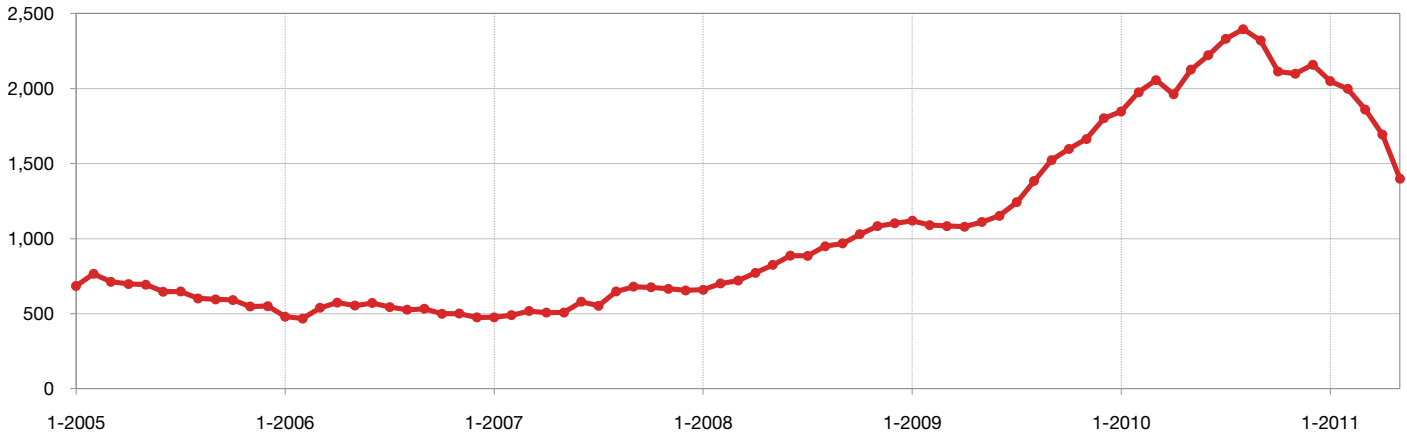


Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION

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



May 2011

The number of homes for sale that were lender-mediated continued its month-over-month decline.

Helping this was an increase in the number of short sales being closed, up 32.4 percent over last year, and a sharp drop in the number of new foreclosure listings from last year, down 47.4 percent.

The Median Sales Price was up compared to last year for both traditional and short sales listings, with increases of 4.4 percent to \$183,500, and 22.0 percent to \$155,000, respectively. Foreclosures saw an 18.3 percent decline in price from last year, down to \$80,500.



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 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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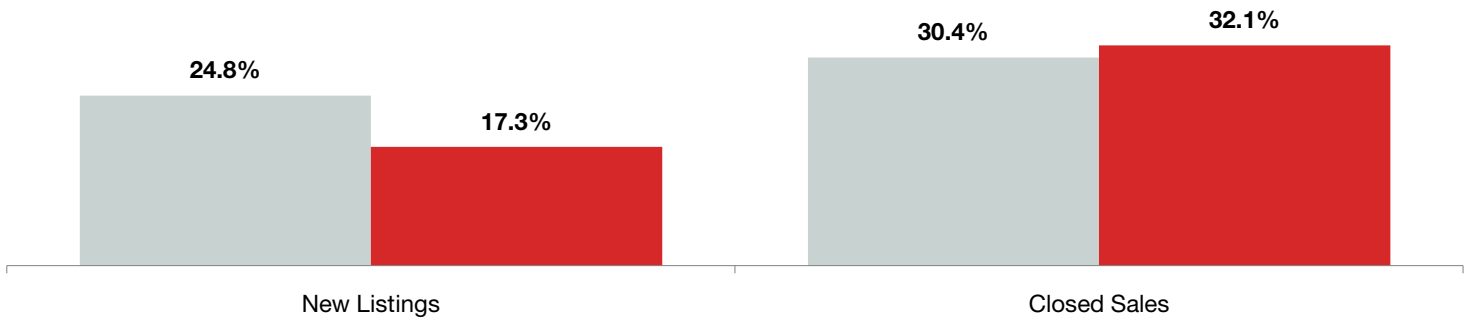
Charlotte Regional Realtor® Association

New Listings and Closed Sales

	Traditional			Foreclosure			Short Sale			Share of Activity that was Lender-Mediated	
	5-2010	5-2011	One-Year Change	5-2010	5-2011	One-Year Change	5-2010	5-2011	One-Year Change	5-2010	5-2011
New Listings	3,536	3,430	-3.0%	796	419	-47.4%	370	300	-18.9%	24.8%	17.3%
Closed Sales	1,731	1,497	-13.5%	647	566	-12.5%	108	143	+32.4%	30.4%	32.1%

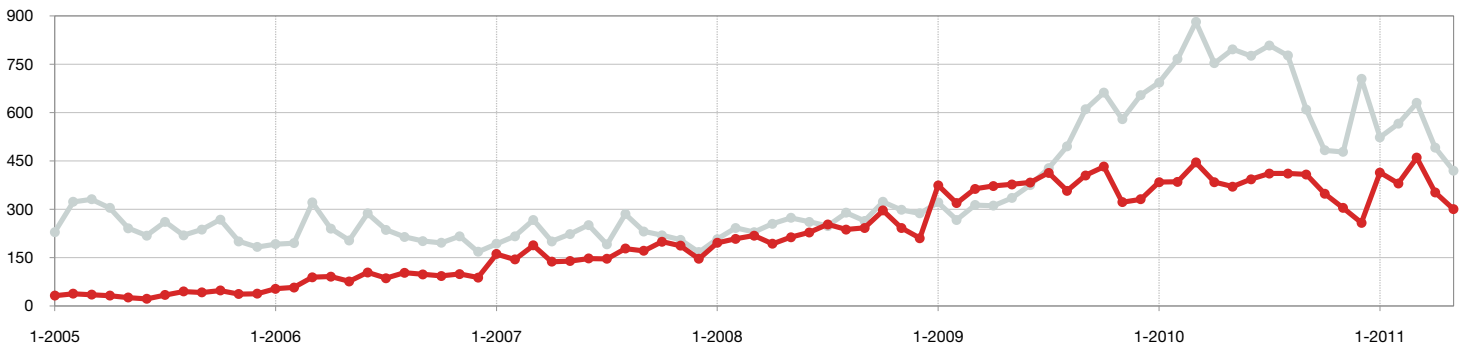
Share of Activity that was Lender-Mediated

■ 5-2010 ■ 5-2011



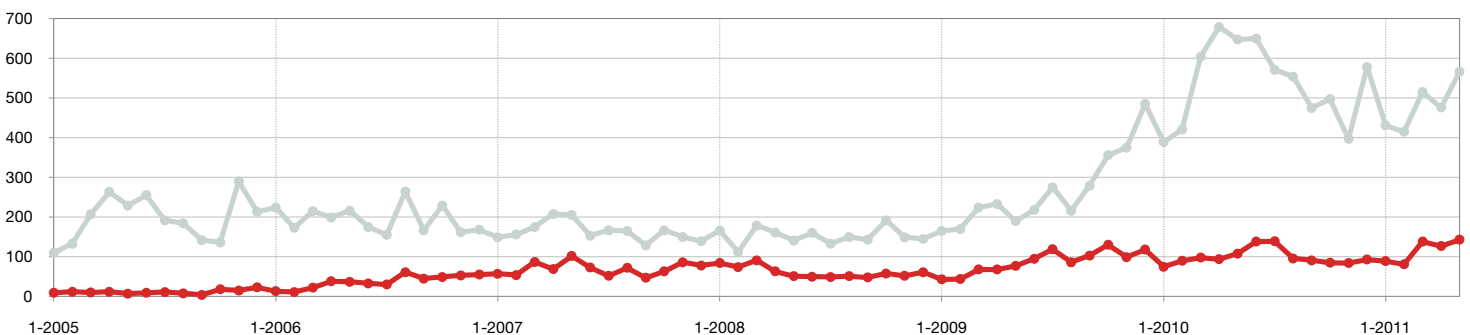
Historical New Listing Activity

— 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

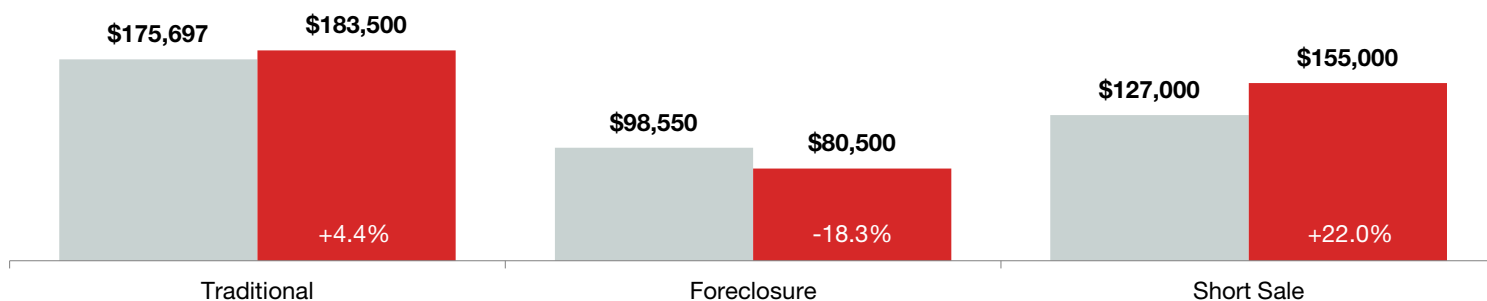
Median and Average Sales Price

Traditional Foreclosure Short Sale

	5-2010	5-2011	One-Year Change	5-2010	5-2011	One-Year Change	5-2010	5-2011	One-Year Change
Single-Family									
Median Sales Price	\$181,000	\$190,000	+5.0%	\$99,500	\$82,000	-17.6%	\$124,750	\$157,500	+26.3%
Average Sales Price	\$243,265	\$253,297	+4.1%	\$140,238	\$115,961	-17.3%	\$207,154	\$227,768	+10.0%
Townhome-Condo									
Median Sales Price	\$144,950	\$145,250	+0.2%	\$79,000	\$78,400	-0.8%	\$161,500	\$121,900	-24.5%
Average Sales Price	\$172,997	\$170,922	-1.2%	\$86,548	\$93,993	+8.6%	\$157,985	\$184,410	+16.7%
All Properties									
Median Sales Price	\$175,697	\$183,500	+4.4%	\$98,550	\$80,500	-18.3%	\$127,000	\$155,000	+22.0%
Average Sales Price	\$235,060	\$243,930	+3.8%	\$135,236	\$113,451	-16.1%	\$199,870	\$222,614	+11.4%

Change in Median Sales Price for All Properties

■ 5-2010 ■ 5-2011



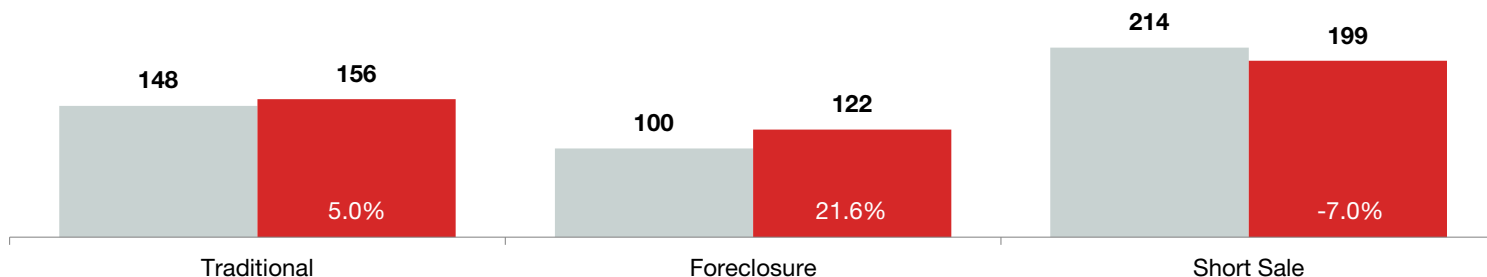
List to Close

Traditional Foreclosure Short Sale

	5-2010	5-2011	One-Year Change	5-2010	5-2011	One-Year Change	5-2010	5-2011	One-Year Change
Single-Family									
147	154	4.2%	101	120	18.4%	211	191	-9.5%	
Townhome-Condo									
155	172	10.9%	85	133	56.2%	232	258	11.4%	
All Properties									
148	156	5.0%	100	122	21.6%	214	199	-7.0%	

Change in List to Close for All Properties

■ 5-2010 ■ 5-2011



Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Inventory of Homes for Sale by Area

May 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change	Share of Activity that was Lender-Mediated
Cabarrus County	1,358	-16.2%	111	-26.5%	188	-14.5%	22.0%
Gaston County	1,383	-12.0%	119	-35.0%	157	51.0%	20.0%
Iredell County	1,567	-12.9%	109	-41.1%	125	-16.1%	14.9%
Lincoln County	653	-7.0%	26	-64.9%	51	0.0%	11.8%
Mecklenburg County	7,650	-23.0%	654	-30.9%	1,288	-4.5%	25.4%
Union County	1,720	-19.6%	118	-46.8%	253	-14.2%	21.6%
York County, S.C.*	1,512	-18.3%	65	-1.5%	139	0.7%	13.5%
Uptown/Area 99	162	-35.7%	3	-85.0%	22	-43.6%	15.4%
Lake Wylie/Area 15	449	-24.0%	29	-9.4%	50	-9.1%	17.6%
Lake Norman/Area 13	1,377	-12.5%	56	-52.5%	119	4.4%	12.7%
Mecklenburg – (N) Area 01	1,259	-22.2%	108	-27.5%	230	-2.5%	26.8%
Mecklenburg – (E) Area 02	794	-22.9%	114	-15.6%	208	-7.6%	40.6%
Mecklenburg – (SE) Area 03	516	-22.2%	85	-26.1%	102	-8.1%	36.2%
Mecklenburg – (SSE) Area 04	904	-22.2%	33	-53.5%	87	-9.4%	13.3%
Mecklenburg – (S) Area 05	1,662	-20.3%	54	-46.5%	124	-24.8%	10.7%
Mecklenburg – (SSW) Area 06	588	-30.2%	35	-47.0%	72	4.3%	18.2%
Mecklenburg – (SW) Area 07	396	-27.2%	52	-7.1%	111	9.9%	41.2%
Mecklenburg – (W) Area 08	277	-27.3%	64	-26.4%	120	25.0%	66.4%
Mecklenburg – (NW) Area 09	488	-25.5%	70	-25.5%	154	7.7%	45.9%
10-county CMLS service area**	15,167	-18.2%	1,162	-35.9%	2,076	-4.9%	21.3%
Charlotte-Gastonia-Rock Hill MSA***	13,755	-20.2%	1,076	-31.8%	2,026	-3.9%	22.6%

Closed Sales by Area

May 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change	Share of Activity that was Lender-Mediated
Cabarrus County	247	-11.8%	36	-40.0%	21	-36.4%	23.1%
Gaston County	202	-14.0%	30	-56.5%	16	-5.9%	22.8%
Iredell County	277	9.9%	29	-53.2%	16	-15.8%	16.2%
Lincoln County	112	0.9%	11	-60.7%	6	0.0%	15.2%
Mecklenburg County	1,536	-2.5%	220	-39.1%	160	-20.4%	24.7%
Union County	322	3.5%	30	-58.9%	39	-26.4%	21.4%
York County, S.C.*	272	-11.4%	11	-59.3%	14	-17.6%	9.2%
Uptown/Area 99	23	-36.1%	1	0.0%	1	-85.7%	8.7%
Lake Wylie/Area 15	71	-18.4%	2	-71.4%	3	50.0%	7.0%
Lake Norman/Area 13	246	9.8%	14	-51.7%	15	-21.1%	11.8%
Mecklenburg – (N) Area 01	267	-6.3%	35	-42.6%	22	-24.1%	21.3%
Mecklenburg – (E) Area 02	169	-5.1%	46	-38.7%	24	-14.3%	41.4%
Mecklenburg – (SE) Area 03	88	-22.8%	20	-28.6%	18	28.6%	43.2%
Mecklenburg – (SSE) Area 04	158	-17.3%	8	-70.4%	14	16.7%	13.9%
Mecklenburg – (S) Area 05	353	8.3%	19	-24.0%	22	-42.1%	11.6%
Mecklenburg – (SSW) Area 06	135	33.7%	11	-62.1%	8	-50.0%	14.1%
Mecklenburg – (SW) Area 07	74	-16.9%	23	15.0%	18	20.0%	55.4%
Mecklenburg – (W) Area 08	53	-3.6%	22	-38.9%	19	26.7%	77.4%
Mecklenburg – (NW) Area 09	101	7.4%	28	-31.7%	12	-36.8%	39.6%
10-county CMLS service area**	2,810	-1.8%	365	-45.9%	259	-22.9%	22.2%
Charlotte-Gastonia-Rock Hill MSA***	2,598	-4.6%	329	-44.8%	250	-22.1%	22.3%

* 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

May 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change
Cabarrus County	\$149,500	-17.7%	\$85,000	-26.1%	\$139,900	18.1%
Gaston County	\$128,000	-6.7%	\$65,400	8.5%	\$110,650	138.3%
Iredell County	\$197,595	16.7%	\$91,900	-28.5%	\$259,000	-9.1%
Lincoln County	\$105,500	-31.0%	\$84,500	-5.3%	\$151,525	31.8%
Mecklenburg County	\$198,000	3.9%	\$80,000	-12.1%	\$161,275	21.0%
Union County	\$230,671	7.3%	\$130,500	-22.3%	\$205,000	-31.3%
York County, S.C.*	\$189,990	4.7%	\$124,700	-16.9%	\$155,000	16.1%
Uptown/Area 99	\$169,900	-30.8%	\$151,500	-10.8%	\$290,000	3.4%
Lake Wylie/Area 15	\$315,000	-5.3%	\$180,000	-54.9%	\$0	-100.0%
Lake Norman/Area 13	\$350,750	16.3%	\$337,500	-0.7%	\$350,000	42.6%
Mecklenburg – (N) Area 01	\$175,000	0.0%	\$80,000	-30.4%	\$165,000	82.9%
Mecklenburg – (E) Area 02	\$125,000	-13.8%	\$87,000	34.7%	\$90,000	-2.7%
Mecklenburg – (SE) Area 03	\$131,750	-1.7%	\$73,500	0.7%	\$95,000	-44.1%
Mecklenburg – (SSE) Area 04	\$280,000	19.7%	\$91,000	-19.5%	\$214,500	-30.8%
Mecklenburg – (S) Area 05	\$294,000	5.0%	\$185,000	31.2%	\$356,545	39.0%
Mecklenburg – (SSW) Area 06	\$195,000	14.3%	\$91,000	-28.3%	\$300,000	5.3%
Mecklenburg – (SW) Area 07	\$162,000	2.0%	\$83,000	-24.3%	\$109,000	0.5%
Mecklenburg – (W) Area 08	\$101,250	-11.1%	\$45,000	-27.4%	\$0	-100.0%
Mecklenburg – (NW) Area 09	\$183,500	13.0%	\$65,500	-33.2%	\$140,000	40.1%
10-county CMLS service area**	\$185,000	3.6%	\$83,900	-16.2%	\$160,000	21.2%
Charlotte-Gastonia-Rock Hill MSA***	\$188,250	3.8%	\$83,900	-17.5%	\$155,000	24.2%

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Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Average Sales Price by Area

May 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change
Cabarrus County	\$178,401	-10.1%	\$106,589	-23.4%	\$159,520	3.4%
Gaston County	\$144,758	-11.8%	\$84,907	13.5%	\$97,221	41.4%
Iredell County	\$287,563	13.9%	\$142,197	-22.0%	\$271,873	-10.7%
Lincoln County	\$133,338	-34.5%	\$127,929	-32.0%	\$227,605	110.1%
Mecklenburg County	\$273,452	4.1%	\$107,940	-7.9%	\$219,109	4.0%
Union County	\$313,159	12.4%	\$180,866	-32.2%	\$326,399	-7.3%
York County, S.C.*	\$218,186	-0.6%	\$109,860	-42.9%	\$189,271	44.8%
Uptown/Area 99	\$179,971	-29.9%	\$165,683	5.1%	\$257,092	-8.3%
Lake Wylie/Area 15	\$345,767	-15.8%	\$162,233	-46.9%	\$0	-100.0%
Lake Norman/Area 13	\$556,375	25.1%	\$334,140	-4.3%	\$348,556	14.3%
Mecklenburg – (N) Area 01	\$207,404	-4.9%	\$94,355	-9.6%	\$179,879	99.3%
Mecklenburg – (E) Area 02	\$136,815	-19.4%	\$87,914	12.0%	\$123,903	8.5%
Mecklenburg – (SE) Area 03	\$131,218	-16.0%	\$90,252	-22.3%	\$110,000	-52.2%
Mecklenburg – (SSE) Area 04	\$357,262	13.3%	\$159,860	0.6%	\$214,500	-43.6%
Mecklenburg – (S) Area 05	\$396,953	0.7%	\$247,675	9.7%	\$414,742	24.8%
Mecklenburg – (SSW) Area 06	\$222,906	9.1%	\$131,405	-49.3%	\$286,910	-14.4%
Mecklenburg – (SW) Area 07	\$157,079	-4.6%	\$96,307	-11.4%	\$104,460	-18.0%
Mecklenburg – (W) Area 08	\$103,434	-16.5%	\$45,611	-25.5%	\$0	-100.0%
Mecklenburg – (NW) Area 09	\$205,805	12.2%	\$84,587	-18.8%	\$162,833	43.8%
10-county CMLS service area**	\$255,166	4.5%	\$116,184	-16.2%	\$230,522	12.1%
Charlotte-Gastonia-Rock Hill MSA***	\$254,891	4.6%	\$113,878	-16.1%	\$225,747	12.6%

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