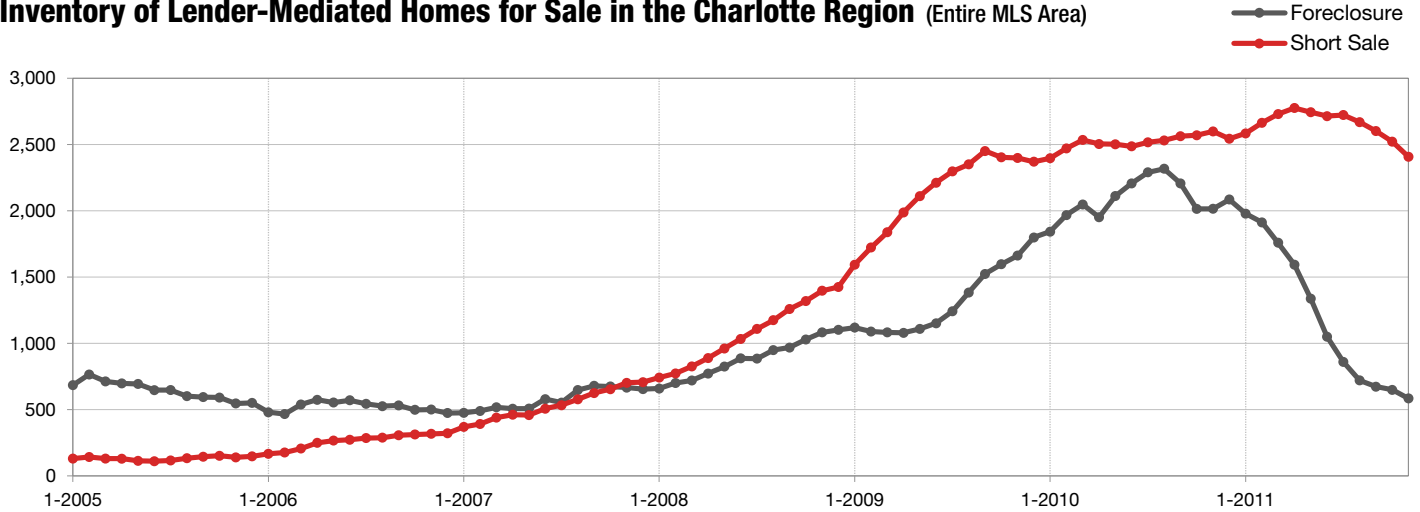


# Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION

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



## November 2011

The foreclosure segment took larger strides than short sales in terms of distressed inventory. Encouraged by strong purchase demand, the 585 active foreclosure listings were just 38 units above the 547 seen in November 2005. Perhaps more importantly, foreclosed inventory levels have plummeted nearly 75.0 percent from their peak.

These improvements haven't translated into firmer prices quite yet, partially because prices tend to lag behind other indicators. But prices also reflect the mix of homes selling, not just supply-demand fundamentals. Price declines for all segments were in the 15.0 to 22.0 percent range.

The gap between foreclosure sales and short sales has narrowed recently. At 131 days, foreclosures tended to sell almost 10.0 percent faster than their traditional counterparts.



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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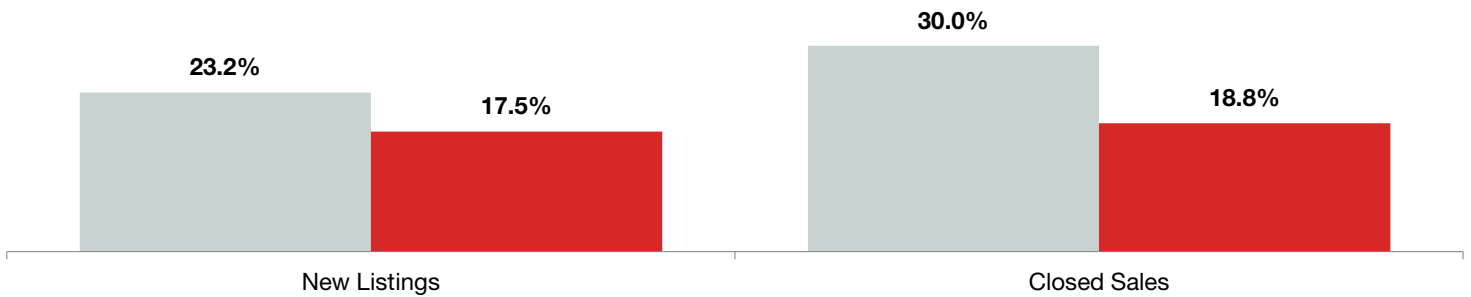
Charlotte Regional Realtor® Association

## New Listings and Closed Sales

	Traditional			Foreclosure			Short Sale			Share of Activity that was Lender-Mediated	
	11-2010	11-2011	One-Year Change	11-2010	11-2011	One-Year Change	11-2010	11-2011	One-Year Change	11-2010	11-2011
<b>New Listings</b>	2,604	2,332	-10.4%	470	205	-56.4%	318	291	-8.5%	23.2%	17.5%
<b>Closed Sales</b>	1,091	1,373	+25.8%	383	171	-55.4%	85	146	+71.8%	30.0%	18.8%

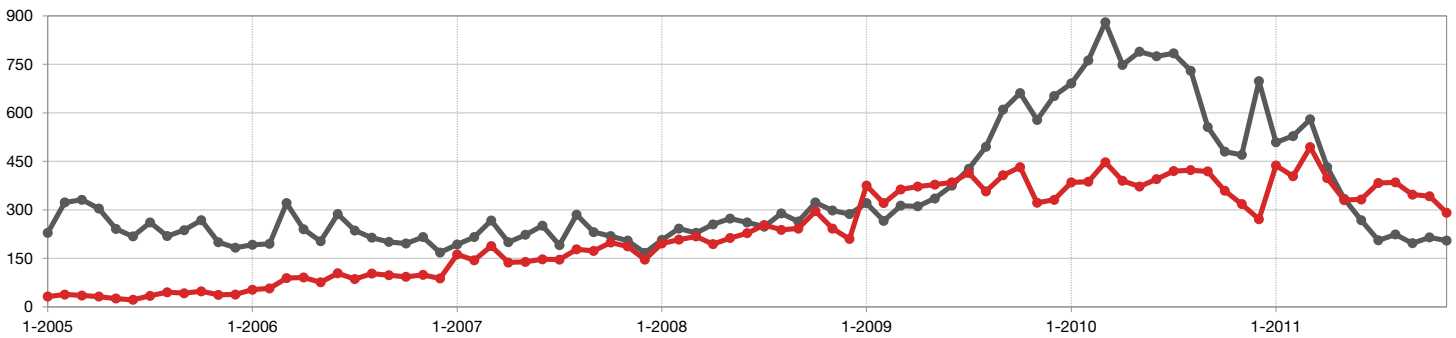
### Share of Activity that was Lender-Mediated

■ 11-2010 ■ 11-2011



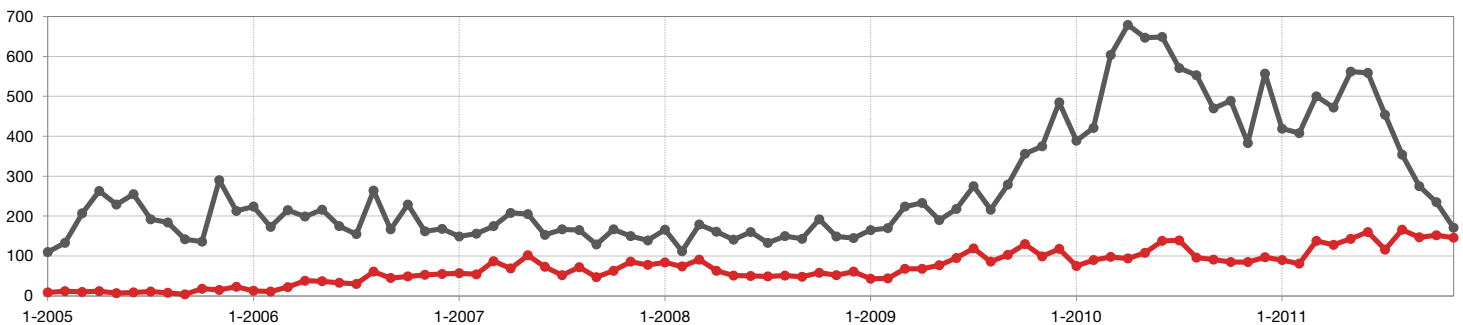
### Historical New Listing Activity

— Foreclosure — Short Sale



### Historical Closed Sales Activity

— Foreclosure — Short Sale



# Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



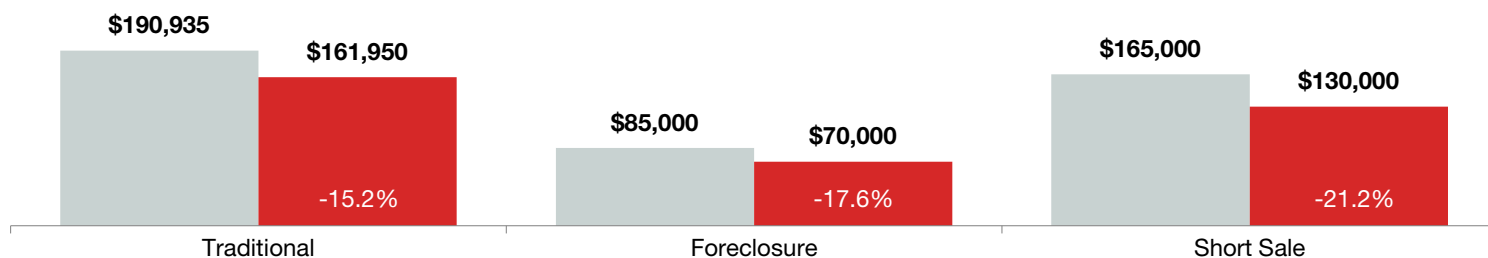
Charlotte Regional Realtor® Association

## Median and Average Sales Price

	Traditional			Foreclosure			Short Sale		
	11-2010	11-2011	One-Year Change	11-2010	11-2011	One-Year Change	11-2010	11-2011	One-Year Change
<b>Single-Family</b>									
Median Sales Price	\$197,750	\$166,250	<b>-15.9%</b>	\$87,750	\$70,100	<b>-20.1%</b>	\$175,000	\$134,500	<b>-23.1%</b>
Average Sales Price	\$253,526	\$213,121	<b>-15.9%</b>	\$127,052	\$107,616	<b>-15.3%</b>	\$209,479	\$183,280	<b>-12.5%</b>
<b>Townhome-Condo</b>									
Median Sales Price	\$165,000	\$136,500	<b>-17.3%</b>	\$82,400	\$53,000	<b>-35.7%</b>	\$151,500	\$85,000	<b>-43.9%</b>
Average Sales Price	\$191,660	\$155,683	<b>-18.8%</b>	\$89,274	\$62,016	<b>-30.5%</b>	\$152,380	\$101,731	<b>-33.2%</b>
<b>All Properties</b>									
Median Sales Price	\$190,935	\$161,950	<b>-15.2%</b>	\$85,000	\$70,000	<b>-17.6%</b>	\$165,000	\$130,000	<b>-21.2%</b>
Average Sales Price	\$246,325	\$205,669	<b>-16.5%</b>	\$123,526	\$101,983	<b>-17.4%</b>	\$202,762	\$174,219	<b>-14.1%</b>

### Change in Median Sales Price for All Properties

■ 11-2010 ■ 11-2011

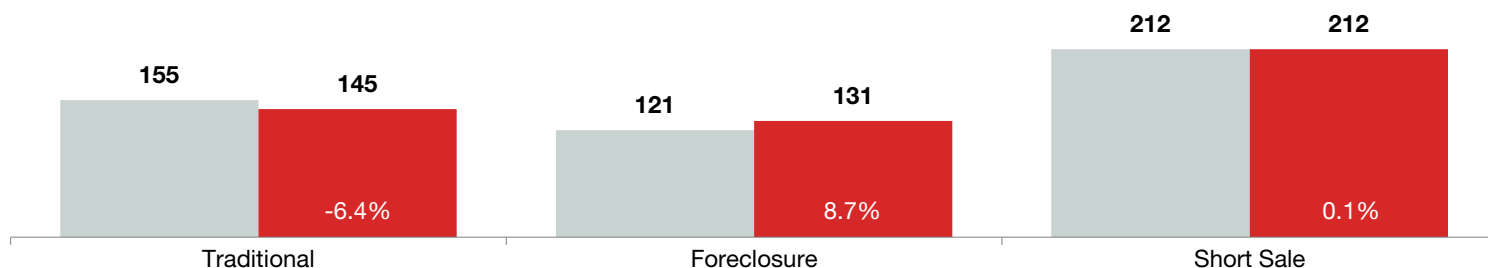


## List to Close

	Traditional			Foreclosure			Short Sale		
	11-2010	11-2011	One-Year Change	11-2010	11-2011	One-Year Change	11-2010	11-2011	One-Year Change
<b>Single-Family</b>									
Median Sales Price	152	143	<b>-5.8%</b>	121	130	<b>7.9%</b>	218	218	<b>-0.4%</b>
<b>Townhome-Condo</b>									
Median Sales Price	175	156	<b>-11.2%</b>	120	137	<b>14.1%</b>	164	172	<b>4.7%</b>
<b>All Properties</b>									
Median Sales Price	155	145	<b>-6.4%</b>	121	131	<b>8.7%</b>	212	212	<b>0.1%</b>

### Change in List to Close for All Properties

■ 11-2010 ■ 11-2011



# Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



## Inventory of Homes for Sale by Area

November 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change	Share of Activity that was Lender-Mediated
Cabarrus County	1,145	-20.2%	38	-73.0%	211	-5.4%	21.7%
Gaston County	1,165	-17.7%	46	-70.3%	163	49.5%	17.9%
Iredell County	1,282	-19.8%	38	-77.2%	134	-11.8%	13.4%
Lincoln County	596	-9.0%	18	-69.5%	38	-17.4%	9.4%
Mecklenburg County	5,818	-27.7%	273	-72.1%	1,281	-11.0%	26.7%
Union County	1,405	-22.1%	64	-67.3%	257	-9.5%	22.8%
York County, S.C.*	1,303	-22.8%	27	-67.1%	160	-7.0%	14.4%
Uptown/Area 99	130	-31.2%	5	-68.8%	31	0.0%	27.7%
Lake Wylie/Area 15	362	-25.1%	15	-54.5%	34	-29.2%	13.5%
Lake Norman/Area 13	1,025	-20.8%	22	-75.0%	111	-3.5%	13.0%
Mecklenburg – (N) Area 01	952	-28.3%	53	-68.3%	233	-5.3%	30.0%
Mecklenburg – (E) Area 02	616	-28.5%	48	-69.6%	213	-12.7%	42.4%
Mecklenburg – (SE) Area 03	430	-22.9%	24	-80.6%	101	-13.7%	29.1%
Mecklenburg – (SSE) Area 04	668	-25.5%	20	-68.8%	83	-17.0%	15.4%
Mecklenburg – (S) Area 05	1,209	-26.6%	32	-66.7%	132	-14.3%	13.6%
Mecklenburg – (SSW) Area 06	447	-31.4%	17	-64.6%	70	-15.7%	19.5%
Mecklenburg – (SW) Area 07	297	-39.5%	20	-72.6%	103	-18.9%	41.4%
Mecklenburg – (W) Area 08	252	-23.4%	19	-78.7%	111	-0.9%	51.6%
Mecklenburg – (NW) Area 09	333	-36.5%	25	-75.0%	142	-13.9%	50.2%
10-county CMLS service area**	12,299	-22.0%	488	-71.7%	2,107	-7.5%	21.1%
Charlotte-Gastonia-Rock Hill MSA***	10,961	-24.5%	452	-71.0%	2,077	-6.9%	23.1%
Entire MLS Area	15,680	-21.7%	585	-71.0%	2,407	-7.4%	19.1%

## Closed Sales by Area

November 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change	Share of Activity that was Lender-Mediated
Cabarrus County	187	-0.5%	12	-62.5%	26	-3.7%	20.3%
Gaston County	180	4.0%	16	-57.9%	12	0.0%	15.6%
Iredell County	188	-2.1%	7	-75.0%	17	0.0%	12.8%
Lincoln County	76	4.1%	7	-12.5%	7	16.7%	18.4%
Mecklenburg County	948	-11.2%	118	-54.1%	160	-12.1%	29.3%
Union County	200	-21.3%	20	-55.6%	28	7.7%	24.0%
York County, S.C.*	214	-7.0%	10	-37.5%	19	5.6%	13.6%
Uptown/Area 99	17	-15.0%	0	-100.0%	8	166.7%	47.1%
Lake Wylie/Area 15	48	2.1%	2	-66.7%	1	-66.7%	6.3%
Lake Norman/Area 13	131	-13.8%	2	-81.8%	11	-42.1%	9.9%
Mecklenburg – (N) Area 01	154	-6.1%	18	-63.3%	28	21.7%	29.9%
Mecklenburg – (E) Area 02	106	-12.4%	27	-49.1%	27	-20.6%	50.9%
Mecklenburg – (SE) Area 03	79	0.0%	6	-75.0%	21	-22.2%	34.2%
Mecklenburg – (SSE) Area 04	101	-1.9%	11	-38.9%	16	100.0%	26.7%
Mecklenburg – (S) Area 05	182	-14.2%	10	-56.5%	8	-55.6%	9.9%
Mecklenburg – (SSW) Area 06	79	-13.2%	5	-44.4%	7	-36.4%	15.2%
Mecklenburg – (SW) Area 07	66	-25.8%	13	-38.1%	13	-43.5%	39.4%
Mecklenburg – (W) Area 08	46	-13.2%	8	-63.6%	11	-8.3%	41.3%
Mecklenburg – (NW) Area 09	57	-19.7%	16	-40.7%	14	-12.5%	52.6%
10-county CMLS service area**	1,869	-7.5%	181	-56.6%	251	-7.7%	23.1%
Charlotte-Gastonia-Rock Hill MSA***	1,739	-9.6%	176	-55.0%	246	-7.2%	24.3%
Entire MLS Area	2,332	-10.4%	205	-56.4%	291	-8.5%	21.3%

\* 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.

\*\* 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

November 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change
Cabarrus County	\$163,500	-7.6%	\$82,500	-26.5%	\$136,510	-44.0%
Gaston County	\$126,498	-8.0%	\$51,034	-17.1%	\$62,500	-47.4%
Iredell County	\$184,405	-5.9%	\$127,450	41.8%	\$195,000	-35.7%
Lincoln County	\$198,250	41.6%	\$88,500	-23.0%	\$110,815	-54.8%
Mecklenburg County	\$163,750	-16.5%	\$65,500	-25.6%	\$115,000	-28.1%
Union County	\$232,250	-3.3%	\$128,000	-18.7%	\$136,500	-33.4%
York County, S.C.*	\$173,000	-19.0%	\$58,900	-57.1%	\$117,000	-41.5%
Uptown/Area 99	\$289,250	-18.2%	\$0	-100.0%	\$175,000	-22.3%
Lake Wylie/Area 15	\$340,000	14.5%	\$0	-100.0%	\$241,500	-51.2%
Lake Norman/Area 13	\$269,500	-31.8%	\$221,750	-40.3%	\$340,000	23.6%
Mecklenburg – (N) Area 01	\$156,500	-10.6%	\$70,000	-33.3%	\$123,250	-25.3%
Mecklenburg – (E) Area 02	\$96,250	-36.9%	\$37,000	-41.3%	\$75,500	-37.3%
Mecklenburg – (SE) Area 03	\$134,000	-3.2%	\$79,624	0.9%	\$69,250	-34.0%
Mecklenburg – (SSE) Area 04	\$241,000	-6.3%	\$85,503	-17.0%	\$100,000	-53.5%
Mecklenburg – (S) Area 05	\$245,000	-13.3%	\$118,000	-34.7%	\$209,900	-2.4%
Mecklenburg – (SSW) Area 06	\$150,000	-29.2%	\$150,000	17.7%	\$725,000	504.2%
Mecklenburg – (SW) Area 07	\$165,000	5.8%	\$81,000	-2.5%	\$103,000	-39.9%
Mecklenburg – (W) Area 08	\$61,000	-42.5%	\$46,050	-23.3%	\$30,000	-63.9%
Mecklenburg – (NW) Area 09	\$108,250	-45.1%	\$120,000	100.0%	\$92,000	-34.3%
10-county CMLS service area**	\$164,575	-12.7%	\$70,050	-22.2%	\$128,000	-22.4%
Charlotte-Gastonia-Rock Hill MSA***	\$165,000	-13.1%	\$70,000	-24.9%	\$124,100	-21.9%
Entire MLS Area	\$161,950	-15.2%	\$70,000	-17.6%	\$130,000	-21.2%

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# Lender-Mediated Report

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## Average Sales Price by Area

November 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change
Cabarrus County	\$177,153	-12.8%	\$98,618	-23.2%	\$345,128	37.2%
Gaston County	\$151,179	-2.6%	\$68,005	-4.2%	\$106,833	6.5%
Iredell County	\$251,683	-25.4%	\$142,350	-10.3%	\$242,645	-19.9%
Lincoln County	\$221,861	36.8%	\$179,189	-29.4%	\$124,907	-55.4%
Mecklenburg County	\$210,398	-23.9%	\$91,917	-20.5%	\$148,975	-13.5%
Union County	\$274,173	3.4%	\$149,163	-16.8%	\$200,201	-7.2%
York County, S.C.*	\$219,658	-2.0%	\$159,021	-26.6%	\$123,417	-57.2%
Uptown/Area 99	\$251,363	-50.4%	\$0	-100.0%	\$156,250	-30.6%
Lake Wylie/Area 15	\$403,842	25.3%	\$0	-100.0%	\$241,500	-51.2%
Lake Norman/Area 13	\$343,320	-43.5%	\$249,075	-30.6%	\$308,315	13.7%
Mecklenburg – (N) Area 01	\$187,182	-2.7%	\$76,058	-26.6%	\$178,700	41.0%
Mecklenburg – (E) Area 02	\$115,734	-32.6%	\$49,621	-28.6%	\$80,242	-48.9%
Mecklenburg – (SE) Area 03	\$133,132	-11.7%	\$94,628	-15.5%	\$83,225	-21.4%
Mecklenburg – (SSE) Area 04	\$272,076	-13.5%	\$85,503	-43.9%	\$103,417	-56.3%
Mecklenburg – (S) Area 05	\$327,758	-15.7%	\$241,650	9.9%	\$200,491	-29.4%
Mecklenburg – (SSW) Area 06	\$174,202	-29.5%	\$150,000	7.1%	\$725,000	504.2%
Mecklenburg – (SW) Area 07	\$169,485	1.3%	\$149,571	60.8%	\$147,678	-13.9%
Mecklenburg – (W) Area 08	\$76,210	-25.0%	\$48,198	-32.0%	\$35,843	-56.8%
Mecklenburg – (NW) Area 09	\$130,584	-43.2%	\$153,667	50.3%	\$136,020	18.3%
10-county CMLS service area**	\$208,791	-18.4%	\$105,946	-15.8%	\$175,859	-8.9%
Charlotte-Gastonia-Rock Hill MSA***	\$209,135	-15.9%	\$102,467	-18.2%	\$165,983	-15.9%
Entire MLS Area	\$205,669	-16.5%	\$101,983	-17.4%	\$174,219	-14.1%

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