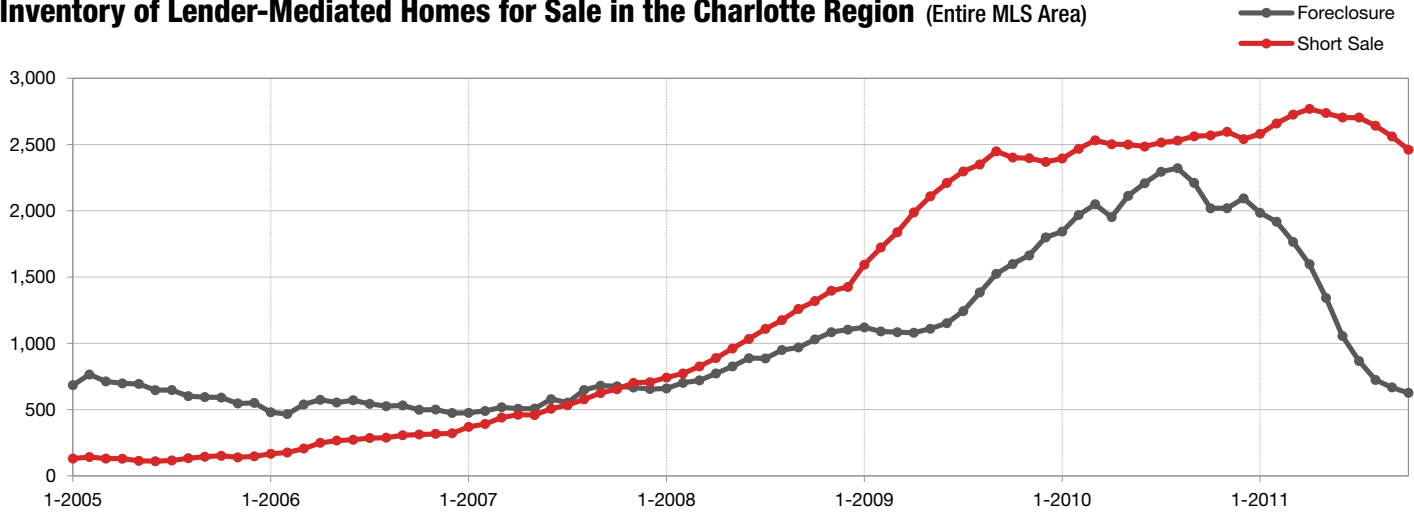


# Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION

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



## October 2011

Another month, another improvement in the number of lender-mediated inventory. Fewer new listings drove the decline among foreclosures, down 55.6 percent from last year. For short sales, it was an increase in sales that drove down stock. 78.8 percent more short sales closed in October 2011 than the same month the previous year. And compared to 2010, the share of Closed Sales that were lender-mediated improved overall, from 34.2 percent of all sales last October to 20.5 percent this October.

Declines in lender-mediated inventory are very good, but there are still enough of them in the market that prices continued to be affected. While the Median Sales Price for traditional properties was down 5.3 percent, it dropped 21.4 percent for foreclosures and 20.5 percent for short sales compared to last year.



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.



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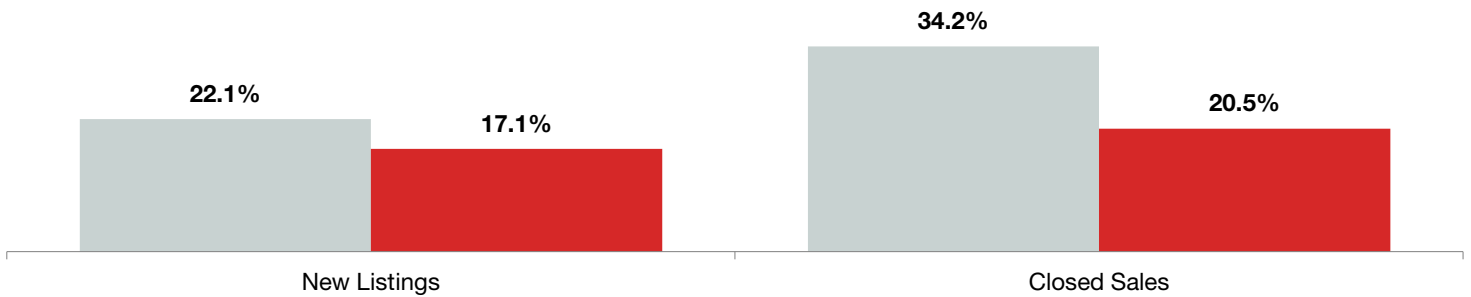
Charlotte Regional Realtor® Association

## New Listings and Closed Sales

	Traditional			Foreclosure			Short Sale			Share of Activity that was Lender-Mediated	
	10-2010	10-2011	One-Year Change	10-2010	10-2011	One-Year Change	10-2010	10-2011	One-Year Change	10-2010	10-2011
<b>New Listings</b>	2,958	2,643	<b>-10.6%</b>	480	213	<b>-55.6%</b>	359	334	<b>-7.0%</b>	<b>22.1%</b>	<b>17.1%</b>
<b>Closed Sales</b>	1,104	1,501	<b>+36.0%</b>	489	235	<b>-51.9%</b>	85	152	<b>+78.8%</b>	<b>34.2%</b>	<b>20.5%</b>

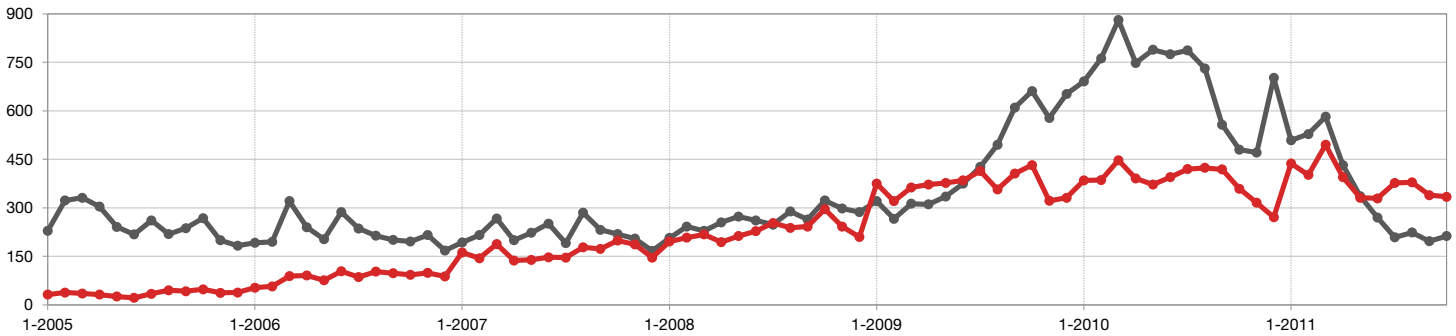
### Share of Activity that was Lender-Mediated

■ 10-2010 ■ 10-2011



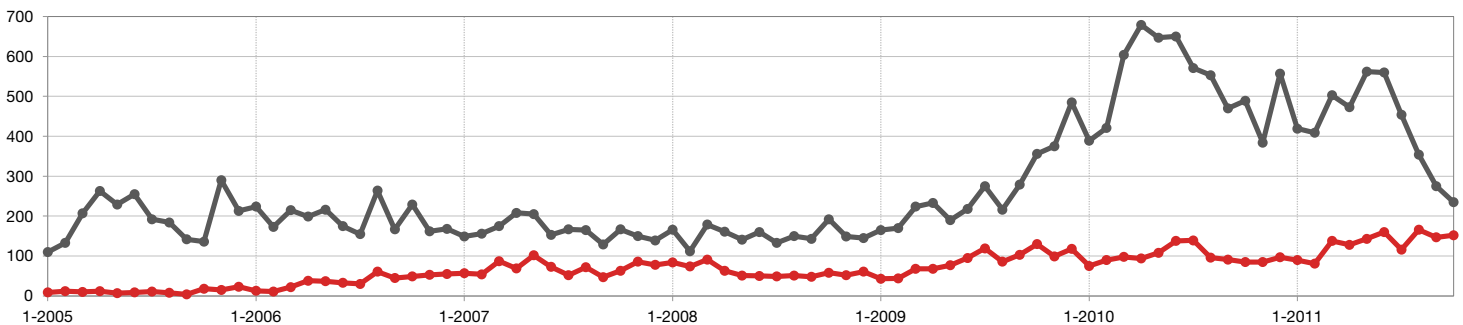
### Historical New Listing Activity

— Foreclosure — Short Sale



### Historical Closed Sales Activity

— Foreclosure — Short Sale



# Lender-Mediated Report

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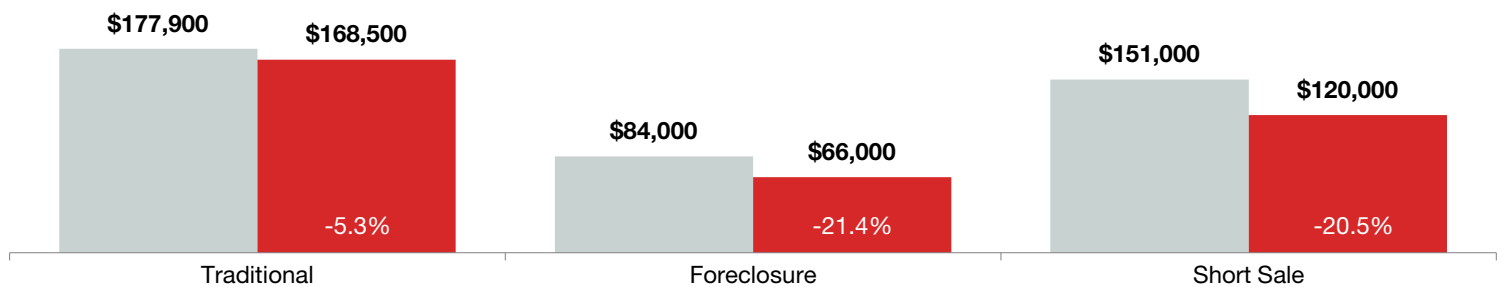
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## Median and Average Sales Price

	Traditional			Foreclosure			Short Sale		
	10-2010	10-2011	One-Year Change	10-2010	10-2011	One-Year Change	10-2010	10-2011	One-Year Change
<b>Single-Family</b>									
Median Sales Price	\$185,000	\$170,000	-8.1%	\$83,000	\$67,500	-18.7%	\$151,000	\$129,000	-14.6%
Average Sales Price	\$247,777	\$219,014	-11.6%	\$125,604	\$94,480	-24.8%	\$217,761	\$158,070	-27.4%
<b>Townhome-Condo</b>									
Median Sales Price	\$146,500	\$155,000	+5.8%	\$84,641	\$42,080	-50.3%	\$113,800	\$95,000	-16.5%
Average Sales Price	\$162,416	\$185,229	+14.0%	\$89,157	\$56,897	-36.2%	\$163,560	\$102,632	-37.3%
<b>All Properties</b>									
Median Sales Price	\$177,900	\$168,500	-5.3%	\$84,000	\$66,000	-21.4%	\$151,000	\$120,000	-20.5%
Average Sales Price	\$236,865	\$214,624	-9.4%	\$121,396	\$92,528	-23.8%	\$214,535	\$151,373	-29.4%

### Change in Median Sales Price for All Properties

■ 10-2010 ■ 10-2011

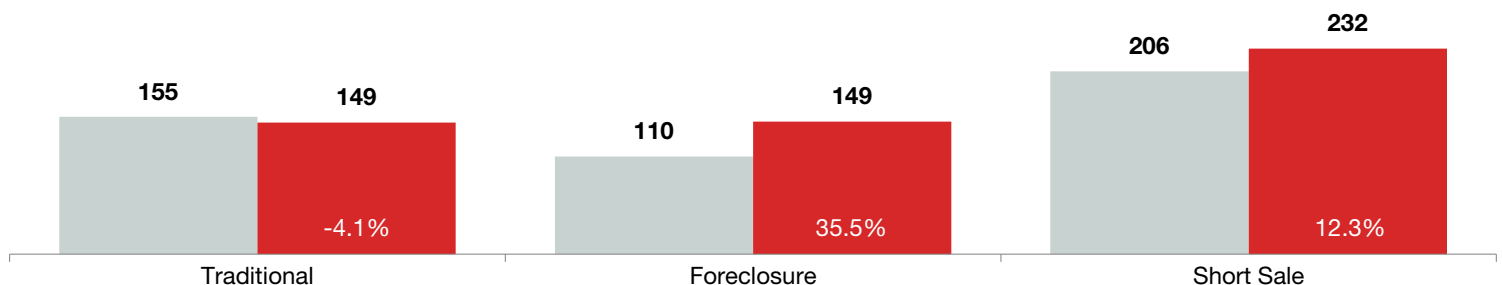


## List to Close

	Traditional			Foreclosure			Short Sale		
	10-2010	10-2011	One-Year Change	10-2010	10-2011	One-Year Change	10-2010	10-2011	One-Year Change
<b>Single-Family</b>									
153	147	-3.8%	108	150	38.0%	212	230	8.5%	
<b>Townhome-Condo</b>									
171	161	-5.9%	125	144	15.9%	122	248	102.6%	
<b>All Properties</b>									
155	149	-4.1%	110	149	35.5%	206	232	12.3%	

### Change in List to Close for All Properties

■ 10-2010 ■ 10-2011



# Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



## Inventory of Homes for Sale by Area

October 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change	Share of Activity that was Lender-Mediated
Cabarrus County	1,186	-21.5%	36	-76.0%	219	0.0%	21.5%
Gaston County	1,232	-17.1%	53	-65.4%	167	45.2%	17.9%
Iredell County	1,316	-20.3%	43	-73.9%	131	-12.1%	13.2%
Lincoln County	629	-7.8%	16	-76.5%	38	-22.4%	8.6%
Mecklenburg County	6,285	-26.1%	279	-70.5%	1,323	-5.7%	25.5%
Union County	1,492	-21.1%	73	-63.3%	252	-15.7%	21.8%
York County, S.C.*	1,318	-21.8%	29	-63.8%	157	-4.8%	14.1%
Uptown/Area 99	137	-31.2%	6	-57.1%	24	-25.0%	21.9%
Lake Wylie/Area 15	383	-27.2%	14	-56.3%	38	-22.4%	13.6%
Lake Norman/Area 13	1,104	-17.3%	26	-73.7%	113	-1.7%	12.6%
Mecklenburg – (N) Area 01	1,021	-27.8%	59	-60.4%	240	-2.8%	29.3%
Mecklenburg – (E) Area 02	643	-29.8%	53	-65.4%	238	1.3%	45.3%
Mecklenburg – (SE) Area 03	450	-22.5%	29	-75.6%	88	-11.1%	26.0%
Mecklenburg – (SSE) Area 04	721	-25.7%	21	-67.2%	82	-17.2%	14.3%
Mecklenburg – (S) Area 05	1,343	-23.1%	33	-64.5%	144	-9.4%	13.2%
Mecklenburg – (SSW) Area 06	501	-25.7%	17	-63.8%	72	-10.0%	17.8%
Mecklenburg – (SW) Area 07	326	-35.4%	16	-78.1%	106	-12.4%	37.4%
Mecklenburg – (W) Area 08	264	-19.5%	17	-81.1%	115	3.6%	50.0%
Mecklenburg – (NW) Area 09	374	-33.5%	17	-82.5%	151	-5.6%	44.9%
10-county CMLS service area**	13,042	-21.1%	516	-69.8%	2,158	-4.3%	20.5%
Charlotte-Gastonia-Rock Hill MSA***	11,639	-23.5%	474	-69.1%	2,122	-3.8%	22.3%
Entire MLS Area	16,548	-20.4%	627	-68.9%	2,460	-4.2%	18.7%

## Closed Sales by Area

October 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change	Share of Activity that was Lender-Mediated
Cabarrus County	203	-6.0%	7	-72.0%	24	-7.7%	15.3%
Gaston County	180	-3.7%	18	-35.7%	18	-5.3%	20.0%
Iredell County	171	-13.6%	17	-32.0%	9	-40.0%	15.2%
Lincoln County	87	-8.4%	4	-60.0%	3	-57.1%	8.0%
Mecklenburg County	1,077	-22.6%	108	-59.4%	197	-3.4%	28.3%
Union County	241	-9.1%	32	-20.0%	31	-24.4%	26.1%
York County, S.C.*	278	31.8%	2	-93.8%	29	16.0%	11.2%
Uptown/Area 99	23	-20.7%	2	-60.0%	4	300.0%	26.1%
Lake Wylie/Area 15	62	29.2%	1	-87.5%	4	-50.0%	8.1%
Lake Norman/Area 13	139	-15.8%	6	-68.4%	9	-30.8%	10.8%
Mecklenburg – (N) Area 01	178	-24.9%	23	-32.4%	40	-13.0%	35.4%
Mecklenburg – (E) Area 02	116	-25.2%	27	-41.3%	47	51.6%	63.8%
Mecklenburg – (SE) Area 03	86	-14.9%	10	-70.6%	12	9.1%	25.6%
Mecklenburg – (SSE) Area 04	123	-20.6%	6	-71.4%	12	-36.8%	14.6%
Mecklenburg – (S) Area 05	216	-17.9%	9	-66.7%	19	0.0%	13.0%
Mecklenburg – (SSW) Area 06	99	-6.6%	3	-81.3%	6	-40.0%	9.1%
Mecklenburg – (SW) Area 07	68	-34.0%	8	-65.2%	13	-31.6%	30.9%
Mecklenburg – (W) Area 08	46	-25.8%	10	-63.0%	15	-21.1%	54.3%
Mecklenburg – (NW) Area 09	59	-40.4%	7	-61.1%	21	10.5%	47.5%
10-county CMLS service area**	2,054	-15.5%	192	-52.0%	283	-10.2%	23.1%
Charlotte-Gastonia-Rock Hill MSA***	1,996	-12.6%	168	-57.3%	299	-5.1%	23.4%
Entire MLS Area	2,643	-10.6%	213	-55.6%	334	-7.0%	20.7%

\* 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

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## Median Sales Price by Area

October 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change
Cabarrus County	\$164,950	-5.7%	\$80,000	-13.0%	\$110,000	10.0%
Gaston County	\$104,450	-25.3%	\$38,725	-31.5%	\$53,600	143.6%
Iredell County	\$208,700	21.7%	\$97,250	11.8%	\$150,000	-61.3%
Lincoln County	\$213,000	29.9%	\$50,000	-34.4%	\$225,000	-41.7%
Mecklenburg County	\$172,500	-6.8%	\$66,500	-28.7%	\$113,700	-21.6%
Union County	\$181,250	-23.1%	\$63,100	-51.5%	\$163,500	-16.3%
York County, S.C.*	\$185,250	-9.6%	\$100,850	-12.3%	\$187,000	1.1%
Uptown/Area 99	\$197,500	-11.7%	\$0	-100.0%	\$99,000	0.0%
Lake Wylie/Area 15	\$284,950	1.8%	\$117,350	0.9%	\$120,000	0.0%
Lake Norman/Area 13	\$340,000	7.0%	\$221,000	-33.0%	\$243,500	-51.3%
Mecklenburg – (N) Area 01	\$169,950	6.9%	\$60,101	-37.1%	\$153,500	66.5%
Mecklenburg – (E) Area 02	\$111,000	-24.0%	\$64,700	7.8%	\$95,500	-13.9%
Mecklenburg – (SE) Area 03	\$122,250	-16.8%	\$53,500	-29.6%	\$65,000	47.7%
Mecklenburg – (SSE) Area 04	\$254,950	-17.7%	\$142,500	8.5%	\$232,500	-22.5%
Mecklenburg – (S) Area 05	\$272,250	-12.9%	\$207,250	1.8%	\$175,000	-30.0%
Mecklenburg – (SSW) Area 06	\$179,900	18.0%	\$195,000	65.3%	\$177,500	-3.4%
Mecklenburg – (SW) Area 07	\$147,500	-10.1%	\$80,000	-22.5%	\$118,000	-9.6%
Mecklenburg – (W) Area 08	\$61,000	-39.9%	\$43,000	43.3%	\$60,500	21.1%
Mecklenburg – (NW) Area 09	\$130,900	-31.1%	\$72,325	-23.3%	\$99,900	-37.6%
10-county CMLS service area**	\$170,000	-5.4%	\$65,050	-25.4%	\$119,000	-21.2%
Charlotte-Gastonia-Rock Hill MSA***	\$168,000	-7.9%	\$65,400	-28.9%	\$116,750	-16.6%
Entire MLS Area	\$168,500	-5.3%	\$66,000	-21.4%	\$120,000	-20.5%

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## Average Sales Price by Area

October 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change
Cabarrus County	\$183,819	-4.8%	\$115,251	-13.0%	\$111,279	-41.7%
Gaston County	\$115,486	-29.6%	\$51,156	-31.3%	\$74,157	31.6%
Iredell County	\$288,868	9.0%	\$115,145	-28.2%	\$205,563	-47.4%
Lincoln County	\$327,828	51.7%	\$49,429	-45.8%	\$175,300	-47.1%
Mecklenburg County	\$224,895	-13.2%	\$92,232	-22.2%	\$134,728	-19.7%
Union County	\$218,619	-25.7%	\$116,559	-53.9%	\$209,183	-13.4%
York County, S.C.*	\$211,976	-10.1%	\$130,600	-12.6%	\$199,960	-22.9%
Uptown/Area 99	\$259,000	11.1%	\$0	-100.0%	\$99,000	0.0%
Lake Wylie/Area 15	\$335,600	-4.5%	\$117,350	-52.0%	\$206,480	0.0%
Lake Norman/Area 13	\$427,434	-16.3%	\$196,250	-38.2%	\$281,250	-42.4%
Mecklenburg – (N) Area 01	\$176,046	-4.6%	\$65,030	-47.6%	\$158,895	39.8%
Mecklenburg – (E) Area 02	\$118,331	-24.9%	\$73,316	-2.8%	\$95,840	-15.8%
Mecklenburg – (SE) Area 03	\$135,318	-12.4%	\$60,151	-53.3%	\$82,871	88.3%
Mecklenburg – (SSE) Area 04	\$291,270	-13.3%	\$167,220	34.8%	\$232,583	-22.4%
Mecklenburg – (S) Area 05	\$371,253	0.7%	\$245,688	-3.8%	\$196,200	-35.8%
Mecklenburg – (SSW) Area 06	\$198,484	8.1%	\$196,083	83.5%	\$161,438	-31.3%
Mecklenburg – (SW) Area 07	\$148,657	-9.6%	\$80,007	-22.7%	\$100,571	-22.9%
Mecklenburg – (W) Area 08	\$68,907	-24.9%	\$45,027	-2.4%	\$65,830	31.8%
Mecklenburg – (NW) Area 09	\$137,608	-40.7%	\$74,196	-23.1%	\$95,600	-40.8%
10-county CMLS service area**	\$220,275	-10.4%	\$91,626	-28.0%	\$144,508	-33.6%
Charlotte-Gastonia-Rock Hill MSA***	\$209,578	-14.5%	\$93,567	-27.6%	\$146,532	-21.4%
Entire MLS Area	\$214,624	-9.4%	\$92,528	-23.8%	\$151,373	-29.4%

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