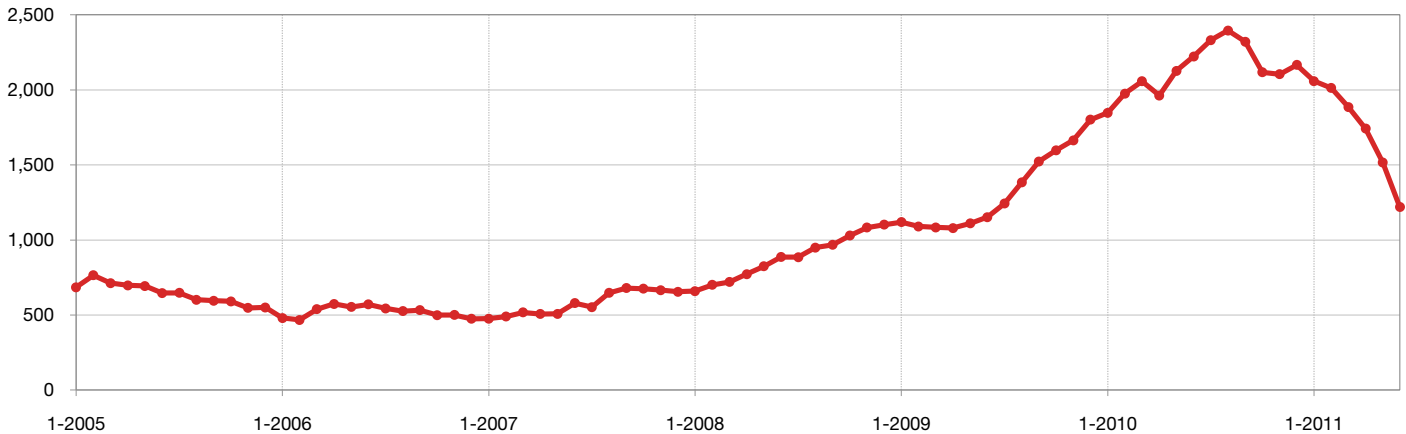


Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION

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



June 2011

The number of lender-mediated active listings continued to fall at a steady pace and is now around June 2009 levels. The share of distressed new listings entering the market decreased from 23.1 percent last June to 16.1 percent while the distressed sales rate remained relatively unchanged at 31.0 percent. That means bank-mediated homes are selling off the market faster than they're entering the market. Depending on bank listing activity, this should result in less downward price pressure moving forward.

Price relief came to the traditional segment where the situation stabilized, while both short sale and foreclosure prices decreased. Even though they were the only sale type to sell quicker, short sale prices saw a more dramatic price drop than foreclosures—21.7 percent versus 15.5.



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

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



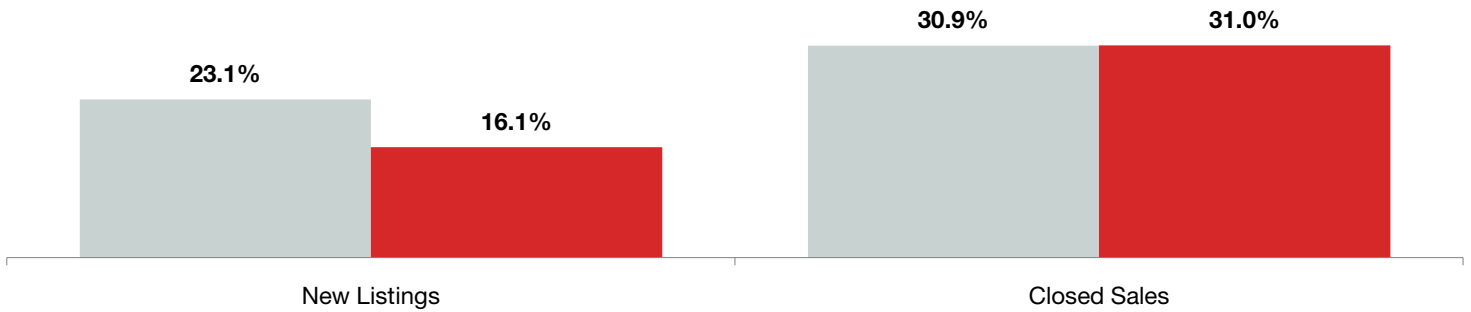
Charlotte Regional Realtor® Association

New Listings and Closed Sales

	Traditional			Foreclosure			Short Sale			Share of Activity that was Lender-Mediated	
	6-2010	6-2011	One-Year Change	6-2010	6-2011	One-Year Change	6-2010	6-2011	One-Year Change	6-2010	6-2011
New Listings	3,897	3,429	-12.0%	776	382	-50.8%	393	276	-29.8%	23.1%	16.1%
Closed Sales	1,760	1,617	-8.1%	650	566	-12.9%	138	160	+15.9%	30.9%	31.0%

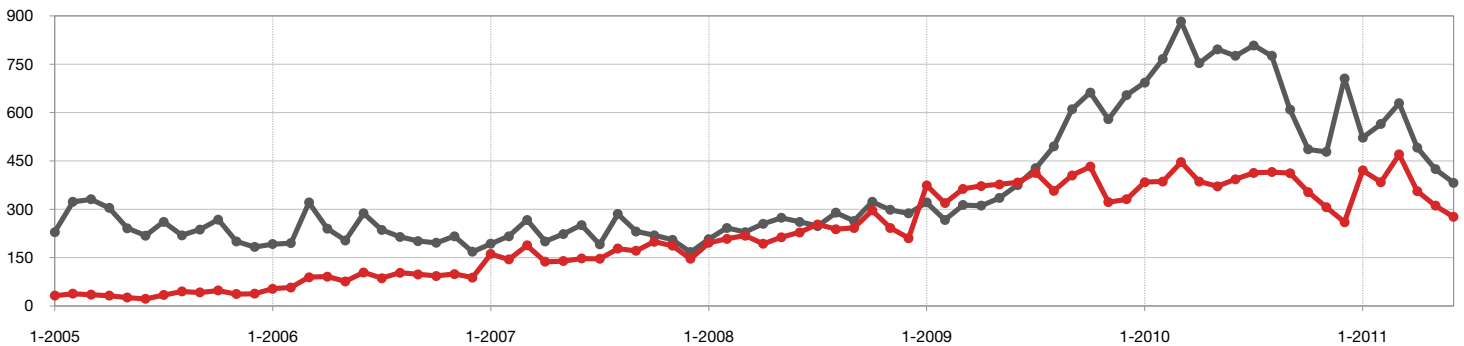
Share of Activity that was Lender-Mediated

■ 6-2010 ■ 6-2011



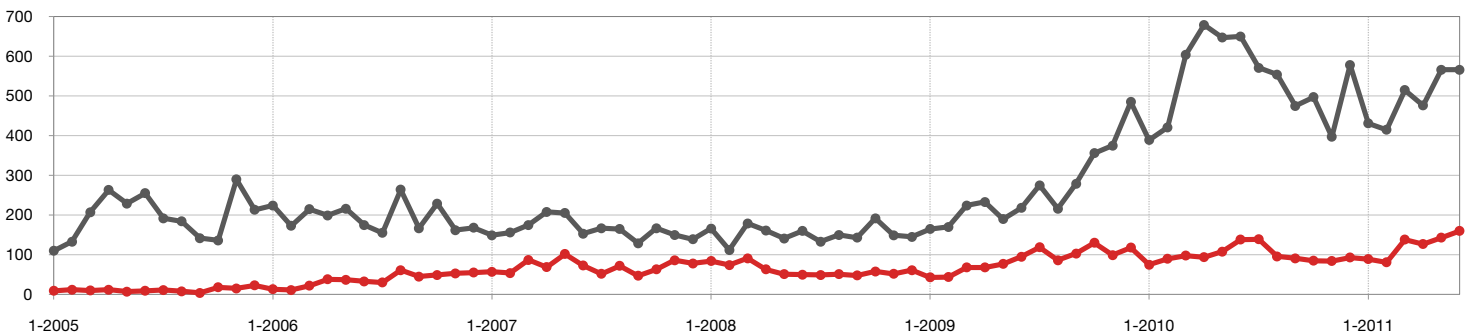
Historical New Listing Activity

— Foreclosure — Short Sale



Historical Closed Sales Activity

— Foreclosure — Short Sale



Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION

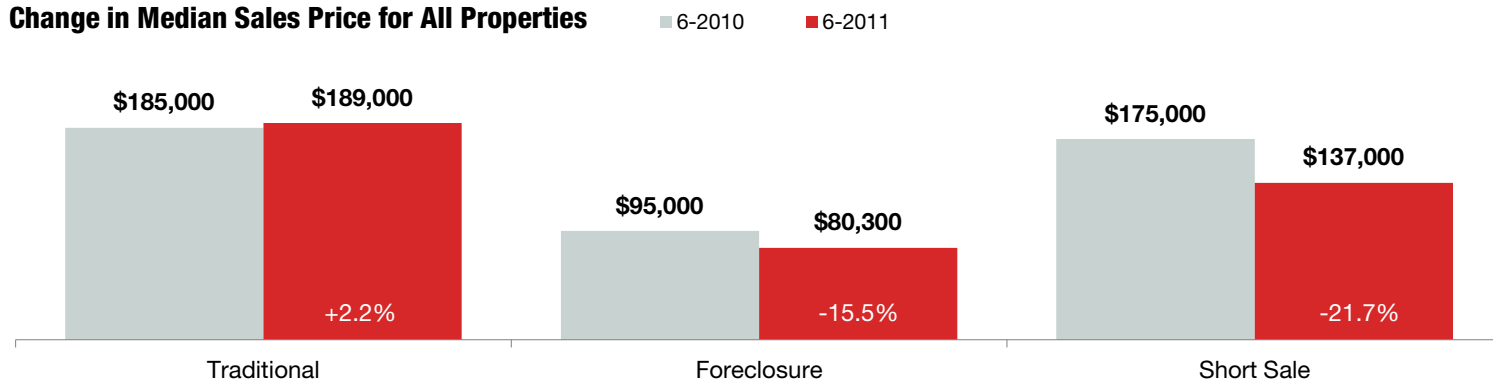


Charlotte Regional Realtor® Association

Median and Average Sales Price

	Traditional			Foreclosure			Short Sale		
	6-2010	6-2011	One-Year Change	6-2010	6-2011	One-Year Change	6-2010	6-2011	One-Year Change
Single-Family									
Median Sales Price	\$197,500	\$200,000	+1.3%	\$95,000	\$83,464	-12.1%	\$179,450	\$142,000	-20.9%
Average Sales Price	\$262,371	\$260,199	-0.8%	\$133,070	\$129,038	-3.0%	\$271,083	\$189,858	-30.0%
Townhome-Condo									
Median Sales Price	\$153,208	\$156,875	+2.4%	\$90,000	\$63,830	-29.1%	\$134,500	\$115,000	-14.5%
Average Sales Price	\$166,016	\$186,520	+12.4%	\$92,686	\$80,805	-12.8%	\$167,600	\$162,647	-3.0%
All Properties									
Median Sales Price	\$185,000	\$189,000	+2.2%	\$95,000	\$80,300	-15.5%	\$175,000	\$137,000	-21.7%
Average Sales Price	\$249,209	\$251,143	+0.8%	\$128,528	\$123,139	-4.2%	\$253,086	\$186,093	-26.5%

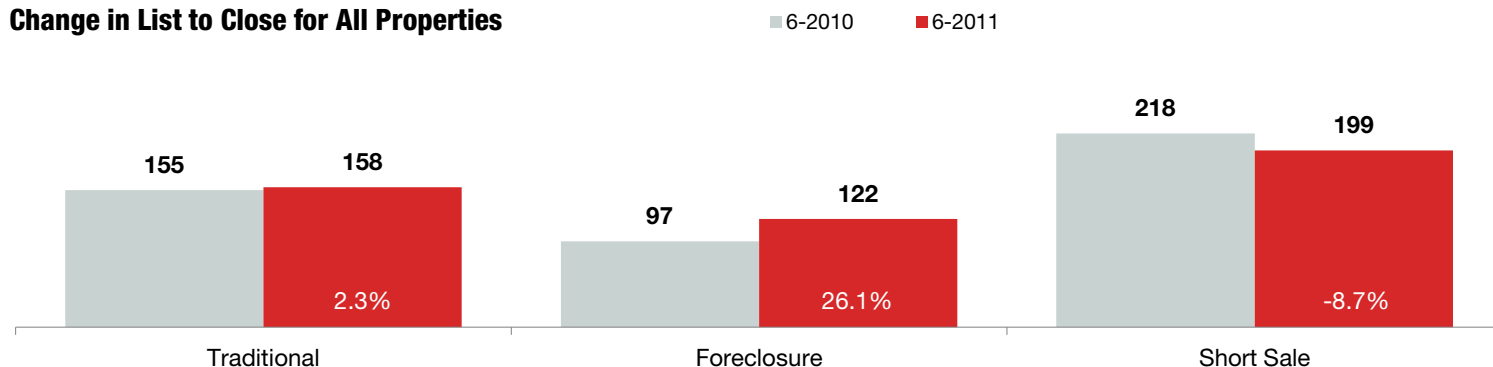
Change in Median Sales Price for All Properties



List to Close

	Traditional			Foreclosure			Short Sale		
	6-2010	6-2011	One-Year Change	6-2010	6-2011	One-Year Change	6-2010	6-2011	One-Year Change
Single-Family									
Median Sales Price	154	154	0.4%	95	121	28.2%	216	199	-7.9%
Townhome-Condo									
Median Sales Price	160	185	15.5%	113	126	12.2%	228	200	-12.4%
All Properties									
Median Sales Price	155	158	2.3%	97	122	26.1%	218	199	-8.7%

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

June 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change	Share of Activity that was Lender-Mediated
Cabarrus County	1,329	-20.7%	94	-45.0%	191	-13.2%	21.4%
Gaston County	1,369	-14.6%	101	-46.0%	161	53.3%	19.1%
Iredell County	1,590	-13.2%	91	-50.3%	122	-13.5%	13.4%
Lincoln County	667	-4.3%	28	-65.4%	42	-2.3%	10.5%
Mecklenburg County	7,502	-23.9%	552	-42.5%	1,288	-5.2%	24.5%
Union County	1,678	-21.3%	114	-51.9%	242	-18.5%	21.2%
York County, S.C.*	1,494	-21.2%	63	-18.2%	138	3.8%	13.5%
Uptown/Area 99	143	-41.4%	3	-85.0%	22	-38.9%	17.5%
Lake Wylie/Area 15	434	-28.6%	28	-26.3%	43	-17.3%	16.4%
Lake Norman/Area 13	1,379	-13.1%	52	-56.7%	108	-2.7%	11.6%
Mecklenburg – (N) Area 01	1,196	-25.1%	98	-32.9%	239	6.7%	28.2%
Mecklenburg – (E) Area 02	779	-23.4%	90	-41.2%	200	-14.9%	37.2%
Mecklenburg – (SE) Area 03	521	-17.3%	51	-49.0%	96	-17.2%	28.2%
Mecklenburg – (SSE) Area 04	910	-19.8%	27	-60.9%	80	-16.7%	11.8%
Mecklenburg – (S) Area 05	1,632	-20.2%	65	-36.3%	132	-20.5%	12.1%
Mecklenburg – (SSW) Area 06	585	-29.3%	32	-46.7%	73	9.0%	17.9%
Mecklenburg – (SW) Area 07	389	-32.2%	46	-23.3%	105	-0.9%	38.8%
Mecklenburg – (W) Area 08	289	-26.8%	51	-45.2%	123	17.1%	60.2%
Mecklenburg – (NW) Area 09	469	-30.3%	56	-43.4%	158	7.5%	45.6%
10-county CMLS service area**	14,983	-19.4%	1,004	-46.5%	2,068	-5.0%	20.5%
Charlotte-Gastonia-Rock Hill MSA***	13,506	-21.9%	929	-43.5%	2,023	-4.4%	21.9%

Closed Sales by Area

June 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change	Share of Activity that was Lender-Mediated
Cabarrus County	225	-22.7%	29	-56.1%	20	-42.9%	21.8%
Gaston County	206	-9.3%	32	-57.3%	13	-18.8%	21.8%
Iredell County	263	-12.0%	20	-61.5%	14	-50.0%	12.9%
Lincoln County	115	-4.2%	13	-48.0%	3	-40.0%	13.9%
Mecklenburg County	1,468	-16.6%	193	-42.0%	172	-18.9%	24.9%
Union County	303	-19.8%	41	-53.9%	22	-51.1%	20.8%
York County, S.C.*	351	1.4%	14	-41.7%	13	-45.8%	7.7%
Uptown/Area 99	15	-57.1%	1	-83.3%	1	-66.7%	13.3%
Lake Wylie/Area 15	80	-23.8%	4	-55.6%	3	-40.0%	8.8%
Lake Norman/Area 13	232	-15.3%	17	-52.8%	8	-55.6%	10.8%
Mecklenburg – (N) Area 01	244	-12.9%	33	-38.9%	32	6.7%	26.6%
Mecklenburg – (E) Area 02	139	-24.5%	38	-37.7%	21	-36.4%	42.4%
Mecklenburg – (SE) Area 03	107	0.0%	15	-31.8%	13	-38.1%	26.2%
Mecklenburg – (SSE) Area 04	186	-0.5%	8	-57.9%	10	-37.5%	9.7%
Mecklenburg – (S) Area 05	323	-9.0%	23	-37.8%	30	-3.2%	16.4%
Mecklenburg – (SSW) Area 06	124	-14.5%	12	-33.3%	10	25.0%	17.7%
Mecklenburg – (SW) Area 07	78	-31.6%	13	-50.0%	8	-50.0%	26.9%
Mecklenburg – (W) Area 08	61	-26.5%	21	-48.8%	16	-23.8%	60.7%
Mecklenburg – (NW) Area 09	104	-23.0%	19	-44.1%	22	-21.4%	39.4%
10-county CMLS service area**	2,680	-15.5%	334	-49.1%	250	-26.9%	21.8%
Charlotte-Gastonia-Rock Hill MSA***	2,567	-15.0%	310	-47.5%	242	-27.3%	21.5%

* 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

June 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change
Cabarrus County	\$177,500	-5.6%	\$94,000	10.7%	\$142,000	15.4%
Gaston County	\$135,000	-11.3%	\$50,000	-21.2%	\$60,000	-34.9%
Iredell County	\$179,290	-3.6%	\$105,907	-17.3%	\$125,000	-44.4%
Lincoln County	\$139,000	-40.2%	\$45,600	-58.5%	\$184,500	-50.8%
Mecklenburg County	\$210,000	5.5%	\$79,800	-20.2%	\$132,000	-13.4%
Union County	\$226,000	0.4%	\$128,219	-15.6%	\$295,628	21.9%
York County, S.C.*	\$185,000	3.5%	\$101,738	-32.1%	\$135,000	-54.2%
Uptown/Area 99	\$274,000	4.6%	\$149,000	-15.3%	\$180,400	-24.0%
Lake Wylie/Area 15	\$295,000	-5.6%	\$337,950	-14.9%	\$147,000	-65.4%
Lake Norman/Area 13	\$346,000	-8.9%	\$177,143	-40.0%	\$240,000	-42.2%
Mecklenburg – (N) Area 01	\$190,195	8.7%	\$80,500	-30.0%	\$119,850	-19.2%
Mecklenburg – (E) Area 02	\$124,125	-8.7%	\$52,650	-35.0%	\$90,000	-34.2%
Mecklenburg – (SE) Area 03	\$122,000	-20.8%	\$85,875	9.7%	\$140,000	13.4%
Mecklenburg – (SSE) Area 04	\$287,450	-3.6%	\$133,250	-12.2%	\$173,750	-61.4%
Mecklenburg – (S) Area 05	\$315,000	6.8%	\$380,750	184.9%	\$159,900	-17.8%
Mecklenburg – (SSW) Area 06	\$181,000	-13.8%	\$61,560	-5.7%	\$225,000	-13.8%
Mecklenburg – (SW) Area 07	\$142,750	-11.8%	\$94,000	-21.5%	\$121,200	-13.4%
Mecklenburg – (W) Area 08	\$85,950	-26.2%	\$48,850	-2.2%	\$59,500	-27.0%
Mecklenburg – (NW) Area 09	\$198,000	19.6%	\$71,000	-34.6%	\$141,850	9.2%
10-county CMLS service area**	\$194,800	2.5%	\$83,414	-16.6%	\$139,000	-20.6%
Charlotte-Gastonia-Rock Hill MSA***	\$199,000	4.8%	\$85,000	-15.8%	\$137,000	-17.5%

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Lender-Mediated Report

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



Average Sales Price by Area

June 2011	Traditional	One-Year Change	Foreclosure	One-Year Change	Short Sale	One-Year Change
Cabarrus County	\$211,803	1.4%	\$130,810	15.9%	\$156,605	-11.8%
Gaston County	\$161,508	-6.1%	\$86,023	18.7%	\$68,600	-40.4%
Iredell County	\$269,790	-21.5%	\$136,597	-28.0%	\$159,864	-61.4%
Lincoln County	\$160,774	-51.7%	\$91,610	-45.7%	\$251,938	-53.2%
Mecklenburg County	\$290,832	9.8%	\$114,693	-3.6%	\$180,100	-17.3%
Union County	\$274,952	-0.8%	\$227,802	4.9%	\$333,761	-14.4%
York County, S.C.*	\$208,449	-1.5%	\$126,456	-53.1%	\$153,177	-33.7%
Uptown/Area 99	\$272,264	-6.3%	\$155,500	-13.7%	\$180,400	-24.0%
Lake Wylie/Area 15	\$319,115	-7.7%	\$337,950	-13.6%	\$159,400	-66.2%
Lake Norman/Area 13	\$474,891	-13.7%	\$227,649	-41.6%	\$338,833	-38.4%
Mecklenburg – (N) Area 01	\$226,047	11.0%	\$90,052	-19.6%	\$141,836	-7.0%
Mecklenburg – (E) Area 02	\$153,493	2.8%	\$60,485	-27.0%	\$99,083	-28.5%
Mecklenburg – (SE) Area 03	\$170,232	-4.1%	\$113,934	-7.7%	\$200,857	72.9%
Mecklenburg – (SSE) Area 04	\$350,423	-0.4%	\$155,056	-3.7%	\$231,988	-60.2%
Mecklenburg – (S) Area 05	\$406,558	5.2%	\$396,405	145.8%	\$334,900	6.9%
Mecklenburg – (SSW) Area 06	\$268,013	7.4%	\$100,078	10.9%	\$225,343	3.6%
Mecklenburg – (SW) Area 07	\$148,514	-11.6%	\$106,962	-17.2%	\$101,322	-32.4%
Mecklenburg – (W) Area 08	\$106,718	-7.6%	\$66,229	15.7%	\$64,833	-11.5%
Mecklenburg – (NW) Area 09	\$209,021	-1.7%	\$84,626	-25.1%	\$180,700	29.5%
10-county CMLS service area**	\$263,534	1.4%	\$125,374	-3.5%	\$193,966	-25.3%
Charlotte-Gastonia-Rock Hill MSA***	\$262,109	5.7%	\$125,950	-2.8%	\$189,015	-17.9%

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