

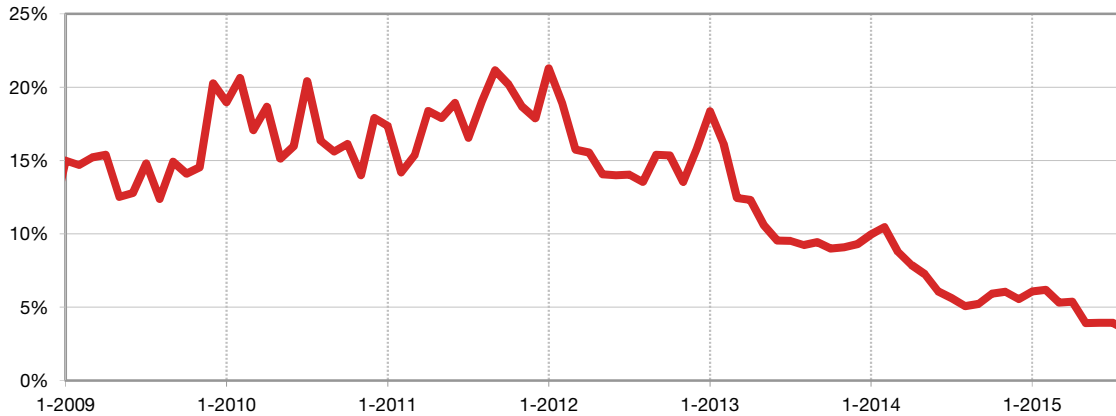
Lender-Mediated Report – August 2015

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
COVERING THE ENTIRE CAROLINAMLS AREA

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Share of Closed Sales That Were Lender-Mediated: 3.5%



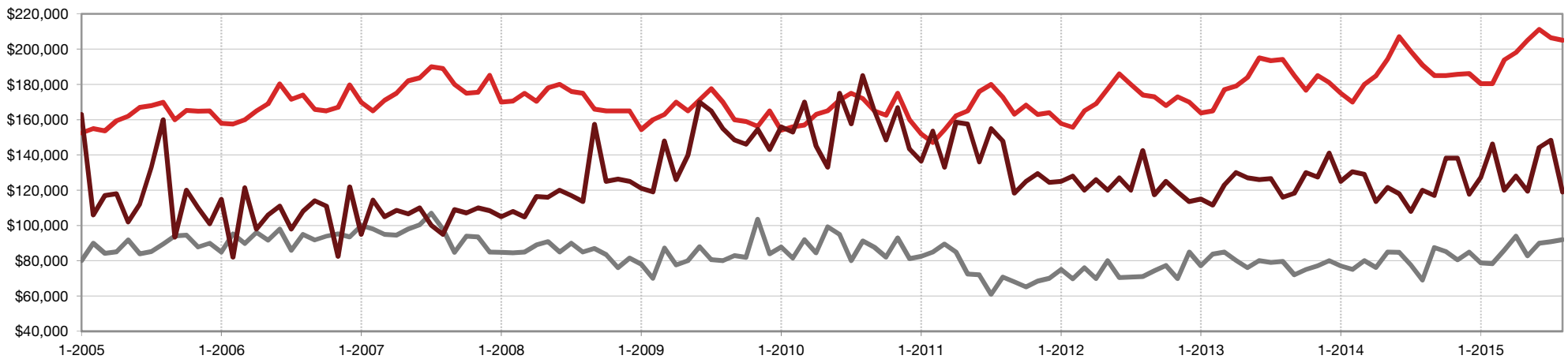
Closed Sales	8-2014	8-2015	+ / -
Traditional	3,485	3,770	+8.2%
Foreclosure	131	89	-32.1%
Short Sale	55	45	-18.2%
Total Market*	3,671	3,905	+6.4%

Median Sales Price	8-2014	8-2015	+ / -
Traditional	\$191,000	\$205,000	+7.3%
Foreclosure	\$69,000	\$92,000	+33.3%
Short Sale	\$120,000	\$119,000	-0.8%
Total Market*	\$185,500	\$200,000	+7.8%

* Total Market is not a sum of traditional, foreclosure and short sale activity, as some lender-mediated homes can be listed both a foreclosure and short sale.

Historical Median Sales Price

— Traditional — REO — Short Sale



Lender-Mediated Report – Activity by County

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August 2015

	Inventory Current Month			Closed Sales Last 12 Months			Median Sales Price For the 12 Months Ending...						Average Sales Price For the 12 Months Ending...					
	Total	Lender-Mediated	Share	Total	Lender-Mediated	Share	8-2014	8-2015	+ / -	8-2014	8-2015	+ / -	8-2014	8-2015	+ / -	8-2014	8-2015	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Entire CarolinaMLS Region	13,166	442	3.4%	40,033	1,965	4.9%	\$90,825	\$99,000	+9.0%	\$187,000	\$195,000	+4.3%	\$124,835	\$130,044	+4.2%	\$237,570	\$244,605	+3.0%
Charlotte MSA	10,033	354	3.5%	35,034	1,708	4.9%	\$93,750	\$101,827	+8.6%	\$190,000	\$199,000	+4.7%	\$127,125	\$129,168	+1.6%	\$239,657	\$246,772	+3.0%
Alexander County, NC	83	1	1.2%	138	7	5.1%	\$49,975	\$48,000	-4.0%	\$123,000	\$124,900	+1.5%	\$57,192	\$81,297	+42.1%	\$154,644	\$156,991	+1.5%
Anson County, NC	125	5	4.0%	91	9	9.9%	\$30,000	\$50,000	+66.7%	\$70,750	\$63,950	-9.6%	\$47,192	\$59,800	+26.7%	\$83,712	\$82,586	-1.3%
Cabarrus County, NC	904	32	3.5%	3,085	122	4.0%	\$103,000	\$114,500	+11.2%	\$172,000	\$184,000	+7.0%	\$127,020	\$127,692	+0.5%	\$193,565	\$202,882	+4.8%
Gaston County, NC	1,105	53	4.8%	2,707	220	8.1%	\$62,000	\$52,975	-14.6%	\$129,900	\$140,000	+7.8%	\$88,354	\$84,525	-4.3%	\$150,244	\$160,306	+6.7%
Iredell County, NC	1,223	33	2.7%	2,681	103	3.8%	\$96,500	\$123,600	+28.1%	\$191,500	\$205,000	+7.0%	\$133,688	\$187,420	+40.2%	\$267,785	\$270,222	+0.9%
Lincoln County, NC	496	14	2.8%	1,005	53	5.3%	\$69,097	\$82,927	+20.0%	\$189,500	\$209,500	+10.6%	\$123,359	\$127,430	+3.3%	\$244,470	\$254,096	+3.9%
Mecklenburg County, NC	4,124	143	3.5%	17,905	880	4.9%	\$95,000	\$106,000	+11.6%	\$200,000	\$207,608	+3.8%	\$129,570	\$132,725	+2.4%	\$261,535	\$267,743	+2.4%
Montgomery County, NC	282	0	0.0%	167	5	3.0%	\$46,000	\$299,000	+550%	\$111,000	\$129,225	+16.4%	\$211,825	\$285,486	+34.8%	\$189,896	\$211,281	+11.3%
Stanly County, NC	371	5	1.3%	471	20	4.2%	\$65,793	\$56,000	-14.9%	\$115,250	\$125,400	+8.8%	\$90,125	\$75,795	-15.9%	\$133,088	\$143,454	+7.8%
Union County, NC	1,165	40	3.4%	3,843	174	4.5%	\$134,030	\$136,950	+2.2%	\$228,000	\$232,000	+1.8%	\$168,962	\$179,683	+6.3%	\$279,293	\$284,253	+1.8%
Lancaster County, SC	409	12	2.9%	1,199	38	3.2%	\$92,000	\$110,000	+19.6%	\$231,000	\$245,000	+6.1%	\$130,561	\$132,420	+1.4%	\$243,734	\$254,053	+4.2%
York County, SC	1,058	22	2.1%	4,041	116	2.9%	\$120,375	\$130,000	+8.0%	\$193,627	\$205,000	+5.9%	\$141,345	\$158,534	+12.2%	\$224,048	\$236,026	+5.3%

Explanation of Methodology – A listed property is considered to be "lender-mediated" when any of the following is included within the CarolinaMLS 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.

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This report provides a representative look at lender-mediated sales activity in the CarolinaMLS market, and in comparison to traditional sales activity. The information above is based upon data reported by CarolinaMLS. This representation is based in whole or in part on data supplied by the participants in CarolinaMLS. Neither the participants, nor their respective boards of Realtors® or CarolinaMLS guarantees or are in any way responsible for its accuracy. Any market data maintained by CarolinaMLS does not include information on listings not published at the request of the seller, listings of brokers who are not members of CarolinaMLS, unlisted properties, etc. Data must be verified by the user.

Lender-Mediated Report – Activity by Area

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August 2015

	Inventory Current Month			Closed Sales Last 12 Months			Median Sales Price For the 12 Months Ending...						Average Sales Price For the 12 Months Ending...					
	Total	Lender-Mediated	Share	Total	Lender-Mediated	Share	8-2014	8-2015	+ / -	8-2014	8-2015	+ / -	8-2014	8-2015	+ / -	8-2014	8-2015	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	3,130	125	4.0%	14,168	783	5.5%	\$90,000	\$100,000	+11.1%	\$185,206	\$191,900	+3.6%	\$115,907	\$126,601	+9.2%	\$252,347	\$258,143	+2.3%
Concord, NC	472	22	4.7%	1,828	70	3.8%	\$100,000	\$117,500	+17.5%	\$170,000	\$177,500	+4.4%	\$105,415	\$135,287	+28.3%	\$191,817	\$197,643	+3.0%
Davidson, NC	180	3	1.7%	454	4	0.9%	\$208,000	\$372,900	+79.3%	\$285,000	\$312,015	+9.5%	\$419,959	\$319,950	-23.8%	\$347,238	\$372,433	+7.3%
Denver, NC	214	6	2.8%	481	10	2.1%	\$257,250	\$190,000	-26.1%	\$300,500	\$289,308	-3.7%	\$324,753	\$191,676	-41.0%	\$339,397	\$349,739	+3.0%
Gastonia, NC	535	24	4.5%	1,225	107	8.7%	\$57,000	\$46,000	-19.3%	\$120,000	\$133,500	+11.3%	\$73,759	\$63,917	-13.3%	\$132,013	\$141,360	+7.1%
Huntersville, NC	341	3	0.9%	1,471	32	2.2%	\$211,200	\$189,000	-10.5%	\$242,500	\$256,000	+5.6%	\$251,774	\$199,061	-20.9%	\$268,410	\$277,347	+3.3%
Kannapolis, NC	265	9	3.4%	544	42	7.7%	\$60,534	\$75,000	+23.9%	\$94,700	\$110,000	+16.2%	\$108,581	\$74,672	-31.2%	\$111,690	\$123,933	+11.0%
Lincolnton, NC	206	9	4.4%	322	17	5.3%	\$67,605	\$55,000	-18.6%	\$123,500	\$136,000	+10.1%	\$78,339	\$91,592	+16.9%	\$139,458	\$140,075	+0.4%
Mooresville, NC	681	15	2.2%	1,656	45	2.7%	\$183,250	\$187,000	+2.0%	\$235,500	\$254,675	+8.1%	\$214,887	\$295,158	+37.4%	\$331,183	\$335,318	+1.2%
Monroe, NC	318	25	7.9%	1,037	71	6.8%	\$106,550	\$99,000	-7.1%	\$148,500	\$158,000	+6.4%	\$124,468	\$119,191	-4.2%	\$160,397	\$170,942	+6.6%
Salisbury, NC	434	23	5.3%	670	56	8.4%	\$59,000	\$57,400	-2.7%	\$118,000	\$123,000	+4.2%	\$86,950	\$70,250	-19.2%	\$130,468	\$134,025	+2.7%
Statesville, NC	399	14	3.5%	782	42	5.4%	\$70,000	\$76,625	+9.5%	\$116,500	\$127,500	+9.4%	\$84,388	\$100,410	+19.0%	\$131,617	\$142,979	+8.6%
Waxhaw, NC	352	4	1.1%	1,042	34	3.3%	\$229,400	\$201,750	-12.1%	\$327,000	\$344,675	+5.4%	\$278,447	\$276,806	-0.6%	\$373,727	\$381,804	+2.2%
Fort Mill, SC	291	6	2.1%	1,344	24	1.8%	\$185,000	\$195,628	+5.7%	\$250,000	\$263,919	+5.6%	\$212,303	\$239,140	+12.6%	\$272,680	\$296,680	+8.8%
Rock Hill, SC	351	8	2.3%	1,517	65	4.3%	\$100,050	\$108,000	+7.9%	\$155,000	\$156,000	+0.6%	\$102,867	\$116,239	+13.0%	\$171,035	\$175,713	+2.7%
Lake Norman	1,023	9	0.9%	1,918	49	2.6%	\$301,964	\$235,500	-22.0%	\$350,200	\$342,230	-2.3%	\$404,542	\$345,871	-14.5%	\$451,339	\$440,045	-2.5%
Lake Wylie	402	1	0.2%	903	25	2.8%	\$290,000	\$192,000	-33.8%	\$285,000	\$295,000	+3.5%	\$315,843	\$281,157	-11.0%	\$327,247	\$332,734	+1.7%
Uptown Charlotte	119	1	0.8%	325	4	1.2%	\$175,000	\$304,975	+74.3%	\$269,450	\$246,000	-8.7%	\$238,805	\$270,232	+13.2%	\$303,615	\$307,982	+1.4%

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