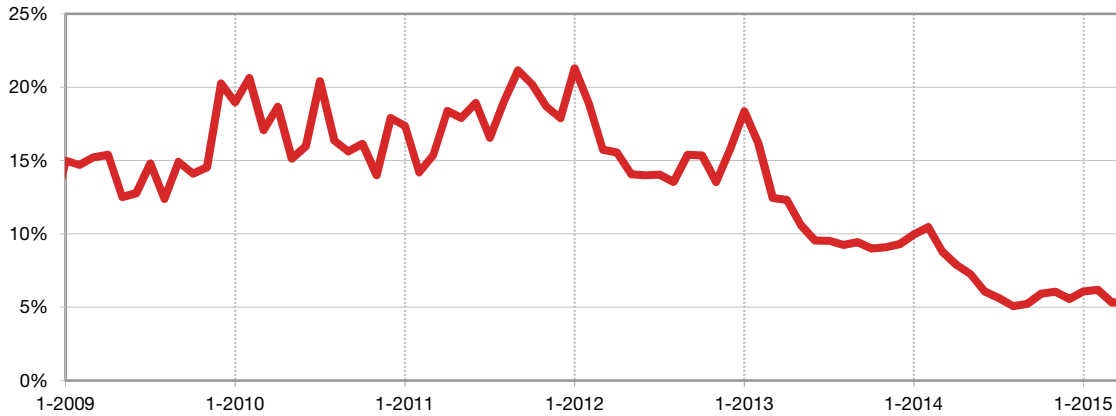


# Lender-Mediated Report – April 2015

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: 5.4%



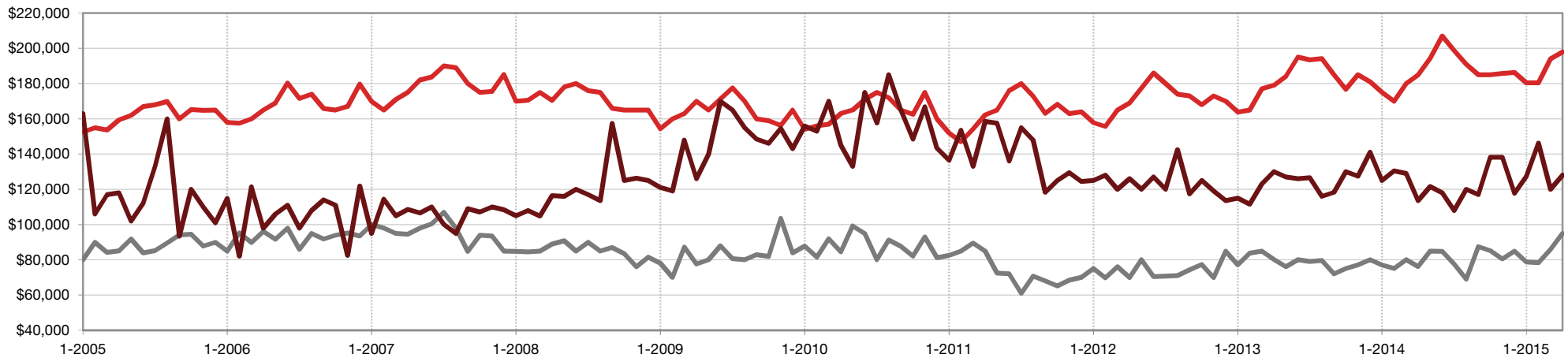
Closed Sales	4-2014	4-2015	+ / -
Traditional	2,753	3,225	+17.1%
Foreclosure	152	130	-14.5%
Short Sale	84	53	-36.9%
Total Market*	2,989	3,408	+14.0%

Median Sales Price	4-2014	4-2015	+ / -
Traditional	\$184,900	\$197,900	+7.0%
Foreclosure	\$76,178	\$95,000	+24.7%
Short Sale	\$113,500	\$128,000	+12.8%
Total Market*	\$175,000	\$190,000	+8.6%

\* 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

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



April 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	4-2014	4-2015	+ / -	4-2014	4-2015	+ / -	4-2014	4-2015	+ / -	4-2014	4-2015	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Entire CarolinaMLS Region	12,959	491	3.8%	37,714	2,181	5.8%	\$92,000	\$95,000	+3.3%	\$184,900	\$190,000	+2.8%	\$128,835	\$125,830	-2.3%	\$235,021	\$241,839	+2.9%
Charlotte MSA	9,858	383	3.9%	33,078	1,918	5.8%	\$94,000	\$99,000	+5.3%	\$187,500	\$195,000	+4.0%	\$129,032	\$126,652	-1.8%	\$237,187	\$244,164	+2.9%
Alexander County, NC	83	1	1.2%	123	8	6.5%	\$42,475	\$49,000	+15.4%	\$116,000	\$116,500	+0.4%	\$54,144	\$77,385	+42.9%	\$155,813	\$154,441	-0.9%
Anson County, NC	132	6	4.5%	86	9	10.5%	\$34,260	\$34,500	+0.7%	\$72,000	\$69,000	-4.2%	\$54,764	\$41,828	-23.6%	\$80,884	\$87,681	+8.4%
Cabarrus County, NC	901	32	3.6%	2,950	139	4.7%	\$113,500	\$113,000	-0.4%	\$166,500	\$177,035	+6.3%	\$128,952	\$129,666	+0.6%	\$188,874	\$196,588	+4.1%
Gaston County, NC	1,089	57	5.2%	2,517	256	10.2%	\$67,025	\$58,950	-12.0%	\$129,000	\$134,350	+4.1%	\$83,975	\$89,284	+6.3%	\$148,967	\$151,889	+2.0%
Iredell County, NC	1,144	39	3.4%	2,450	106	4.3%	\$113,000	\$96,500	-14.6%	\$187,000	\$200,000	+7.0%	\$166,494	\$153,391	-7.9%	\$259,715	\$271,790	+4.6%
Lincoln County, NC	540	16	3.0%	903	60	6.6%	\$66,600	\$85,000	+27.6%	\$172,533	\$205,000	+18.8%	\$111,388	\$147,355	+32.3%	\$225,752	\$254,075	+12.5%
Mecklenburg County, NC	3,968	158	4.0%	16,896	990	5.9%	\$93,000	\$100,000	+7.5%	\$198,000	\$205,000	+3.5%	\$130,854	\$126,651	-3.2%	\$259,898	\$267,349	+2.9%
Montgomery County, NC	286	1	0.3%	157	4	2.5%	\$35,000	\$283,000	+709%	\$86,500	\$132,500	+53.2%	\$187,289	\$282,108	+50.6%	\$180,089	\$202,237	+12.3%
Stanly County, NC	386	8	2.1%	475	24	5.1%	\$56,000	\$63,625	+13.6%	\$115,250	\$123,000	+6.7%	\$92,411	\$77,094	-16.6%	\$130,684	\$137,096	+4.9%
Union County, NC	1,144	40	3.5%	3,746	185	4.9%	\$132,000	\$137,000	+3.8%	\$220,000	\$230,000	+4.5%	\$180,266	\$173,522	-3.7%	\$273,057	\$279,608	+2.4%
Lancaster County, SC	386	9	2.3%	1,093	44	4.0%	\$105,000	\$111,000	+5.7%	\$230,000	\$239,000	+3.9%	\$138,340	\$128,474	-7.1%	\$243,520	\$252,067	+3.5%
York County, SC	1,113	34	3.1%	3,820	138	3.6%	\$121,500	\$121,050	-0.4%	\$189,000	\$200,000	+5.8%	\$147,014	\$151,956	+3.4%	\$220,086	\$230,025	+4.5%

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.

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 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.

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

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



April 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	4-2014	4-2015	+ / -	4-2014	4-2015	+ / -	4-2014	4-2015	+ / -	4-2014	4-2015	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	2,950	140	4.7%	13,307	895	6.7%	\$89,600	\$95,325	+6.4%	\$184,650	\$190,000	+2.9%	\$117,963	\$120,968	+2.5%	\$251,594	\$257,574	+2.4%
Concord, NC	501	20	4.0%	1,709	79	4.6%	\$113,500	\$107,000	-5.7%	\$165,000	\$170,000	+3.0%	\$120,539	\$125,826	+4.4%	\$187,260	\$192,597	+2.8%
Davidson, NC	172	1	0.6%	439	6	1.4%	\$235,299	\$273,750	+16.3%	\$286,390	\$308,000	+7.5%	\$397,091	\$264,617	-33.4%	\$343,686	\$363,318	+5.7%
Denver, NC	251	3	1.2%	430	13	3.0%	\$145,000	\$270,000	+86.2%	\$278,625	\$295,000	+5.9%	\$184,635	\$339,031	+83.6%	\$321,694	\$343,418	+6.8%
Gastonia, NC	546	33	6.0%	1,180	132	11.2%	\$66,700	\$48,237	-27.7%	\$120,000	\$126,900	+5.8%	\$71,814	\$73,807	+2.8%	\$132,295	\$133,818	+1.2%
Huntersville, NC	334	7	2.1%	1,442	32	2.2%	\$182,500	\$178,247	-2.3%	\$244,000	\$247,875	+1.6%	\$217,039	\$199,308	-8.2%	\$263,466	\$275,760	+4.7%
Kannapolis, NC	244	13	5.3%	570	43	7.5%	\$59,063	\$72,000	+21.9%	\$91,000	\$101,000	+11.0%	\$99,139	\$85,379	-13.9%	\$110,000	\$115,910	+5.4%
Lincolnton, NC	198	12	6.1%	289	24	8.3%	\$66,600	\$69,549	+4.4%	\$120,000	\$136,000	+13.3%	\$87,142	\$86,718	-0.5%	\$134,546	\$143,216	+6.4%
Mooresville, NC	629	14	2.2%	1,526	46	3.0%	\$181,750	\$145,000	-20.2%	\$234,767	\$250,000	+6.5%	\$253,684	\$225,416	-11.1%	\$323,148	\$338,259	+4.7%
Monroe, NC	297	15	5.1%	1,008	83	8.2%	\$103,800	\$100,000	-3.7%	\$145,000	\$155,000	+6.9%	\$120,033	\$121,812	+1.5%	\$156,449	\$168,082	+7.4%
Salisbury, NC	405	19	4.7%	614	56	9.1%	\$59,889	\$58,000	-3.2%	\$121,250	\$118,900	-1.9%	\$85,783	\$79,288	-7.6%	\$134,367	\$131,418	-2.2%
Statesville, NC	368	20	5.4%	694	39	5.6%	\$68,500	\$77,629	+13.3%	\$112,750	\$123,000	+9.1%	\$96,347	\$102,310	+6.2%	\$128,764	\$136,780	+6.2%
Waxhaw, NC	369	8	2.2%	1,077	33	3.1%	\$238,500	\$221,500	-7.1%	\$315,500	\$338,000	+7.1%	\$323,624	\$269,708	-16.7%	\$366,202	\$372,753	+1.8%
Fort Mill, SC	290	10	3.4%	1,321	32	2.4%	\$173,250	\$189,000	+9.1%	\$247,272	\$259,013	+4.7%	\$189,403	\$224,481	+18.5%	\$268,316	\$289,561	+7.9%
Rock Hill, SC	381	16	4.2%	1,446	75	5.2%	\$100,000	\$104,500	+4.5%	\$153,500	\$155,000	+1.0%	\$107,916	\$107,830	-0.1%	\$169,465	\$171,815	+1.4%
Lake Norman	1,042	13	1.2%	1,817	50	2.8%	\$328,250	\$251,250	-23.5%	\$337,500	\$348,000	+3.1%	\$406,641	\$339,587	-16.5%	\$441,429	\$449,293	+1.8%
Lake Wylie	414	11	2.7%	838	25	3.0%	\$270,000	\$290,000	+7.4%	\$287,000	\$291,250	+1.5%	\$321,275	\$313,957	-2.3%	\$331,244	\$326,682	-1.4%
Uptown Charlotte	102	2	2.0%	314	4	1.3%	\$172,500	\$180,000	+4.3%	\$255,000	\$260,000	+2.0%	\$241,608	\$190,838	-21.0%	\$291,657	\$318,598	+9.2%

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