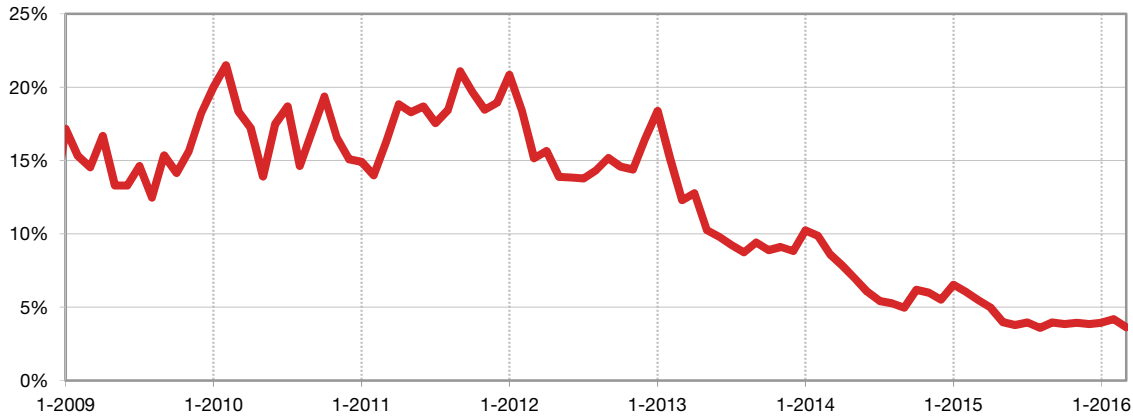


Lender-Mediated Report – March 2016

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
COVERING THE ENTIRE CAROLINA MLS AREA
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Share of Closed Sales That Were Lender-Mediated: **3.6%**

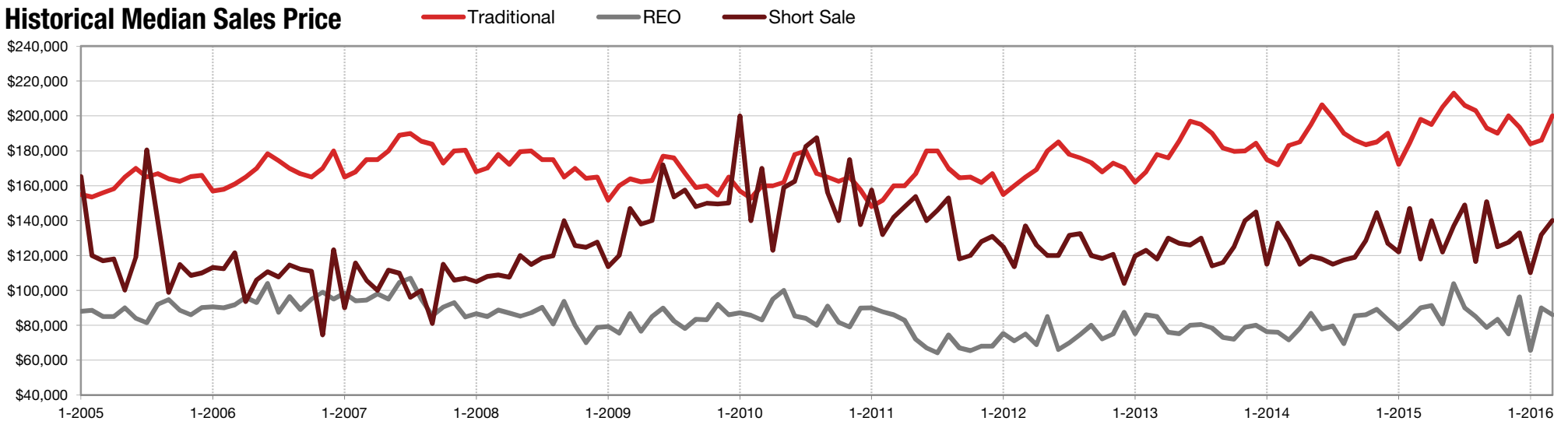


Closed Sales	3-2015	3-2016	+ / -
Traditional	3,120	3,136	+0.5%
Foreclosure	126	88	-30.2%
Short Sale	55	30	-45.5%
Total Market*	3,301	3,254	-1.4%

Median Sales Price	3-2015	3-2016	+ / -
Traditional	\$198,000	\$200,000	+1.0%
Foreclosure	\$90,061	\$85,950	-4.6%
Short Sale	\$118,000	\$140,135	+18.8%
Total Market*	\$191,000	\$198,000	+3.7%

* 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



Lender-Mediated Report – Activity by County

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



March 2016

	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	3-2015	3-2016	+/-	3-2015	3-2016	+/-	3-2015	3-2016	+/-	3-2015	3-2016	+/-
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Entire CarolinaMLS Region	10,145	316	3.1%	40,898	1,622	4.0%	\$95,000	\$100,500	+5.8%	\$190,000	\$198,990	+4.7%	\$123,660	\$130,599	+5.6%	\$241,246	\$248,404	+3.0%
Charlotte MSA	7,542	239	3.2%	35,760	1,380	3.9%	\$97,000	\$105,000	+8.2%	\$193,500	\$201,000	+3.9%	\$125,079	\$131,346	+5.0%	\$243,566	\$250,559	+2.9%
Alexander County, NC	70	2	2.9%	120	3	2.5%	\$49,000	\$229,000	+367.3%	\$111,000	\$132,250	+19.1%	\$43,130	\$198,276	+359.7%	\$151,440	\$158,917	+4.9%
Anson County, NC	119	2	1.7%	112	8	7.1%	\$34,500	\$44,500	+29.0%	\$69,000	\$65,500	-5.1%	\$56,223	\$90,094	+60.2%	\$85,867	\$86,163	+0.3%
Cabarrus County, NC	665	18	2.7%	3,183	108	3.4%	\$106,000	\$121,210	+14.3%	\$175,500	\$190,000	+8.3%	\$130,366	\$136,964	+5.1%	\$195,320	\$209,001	+7.0%
Gaston County, NC	778	32	4.1%	2,808	192	6.8%	\$61,000	\$61,000	0.0%	\$132,000	\$145,000	+9.8%	\$88,514	\$85,794	-3.1%	\$150,181	\$164,443	+9.5%
Iredell County, NC	1,019	25	2.5%	2,720	106	3.9%	\$98,500	\$85,250	-13.5%	\$198,900	\$211,000	+6.1%	\$137,028	\$154,958	+13.1%	\$272,494	\$275,744	+1.2%
Lincoln County, NC	386	7	1.8%	1,024	43	4.2%	\$83,750	\$67,350	-19.6%	\$203,700	\$212,000	+4.1%	\$144,707	\$115,481	-20.2%	\$253,917	\$252,536	-0.5%
Mecklenburg County, NC	2,944	105	3.6%	18,319	684	3.7%	\$100,000	\$110,000	+10.0%	\$204,000	\$210,000	+2.9%	\$126,014	\$138,961	+10.3%	\$266,850	\$270,689	+1.4%
Montgomery County, NC	254	0	0.0%	183	3	1.6%	\$316,000	\$299,000	-5%	\$125,475	\$137,500	+9.6%	\$350,333	\$513,810	+46.7%	\$197,056	\$227,178	+15.3%
Stanly County, NC	288	10	3.5%	521	22	4.2%	\$55,500	\$93,000	+67.6%	\$120,000	\$130,500	+8.7%	\$69,510	\$110,432	+58.9%	\$135,988	\$149,302	+9.8%
Union County, NC	888	21	2.4%	3,730	141	3.8%	\$134,059	\$149,000	+11.1%	\$230,000	\$237,500	+3.3%	\$163,849	\$181,618	+10.8%	\$281,401	\$293,395	+4.3%
Lancaster County, SC	351	7	2.0%	1,254	23	1.8%	\$110,000	\$105,000	-4.5%	\$237,500	\$250,000	+5.3%	\$125,959	\$137,412	+9.1%	\$250,813	\$257,969	+2.9%
York County, SC	941	27	2.9%	4,129	97	2.3%	\$119,450	\$135,000	+13.0%	\$197,345	\$211,500	+7.2%	\$146,175	\$151,788	+3.8%	\$228,477	\$241,378	+5.6%

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 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.

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



March 2016

	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	3-2015	3-2016	+/-	3-2015	3-2016	+/-	3-2015	3-2016	+/-	3-2015	3-2016	+/-
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	2,172	91	4.2%	14,577	613	4.2%	\$95,000	\$106,000	+11.6%	\$189,500	\$194,278	+2.5%	\$120,608	\$130,517	+8.2%	\$256,650	\$261,575	+1.9%
Concord, NC	349	8	2.3%	1,854	52	2.8%	\$102,250	\$122,500	+19.8%	\$170,000	\$182,250	+7.2%	\$124,753	\$146,063	+17.1%	\$192,658	\$203,822	+5.8%
Davidson, NC	135	2	1.5%	460	5	1.1%	\$273,750	\$404,000	+47.6%	\$287,432	\$308,500	+7.3%	\$264,617	\$357,200	+35.0%	\$356,946	\$366,384	+2.6%
Denver, NC	205	1	0.5%	487	11	2.3%	\$294,250	\$88,000	-70.1%	\$285,468	\$309,400	+8.4%	\$354,783	\$128,987	-63.6%	\$338,119	\$350,974	+3.8%
Gastonia, NC	377	17	4.5%	1,272	82	6.4%	\$52,950	\$68,000	+28.4%	\$125,000	\$135,900	+8.7%	\$74,738	\$81,321	+8.8%	\$132,925	\$146,478	+10.2%
Huntersville, NC	242	5	2.1%	1,372	22	1.6%	\$185,000	\$202,000	+9.2%	\$248,000	\$260,000	+4.8%	\$202,299	\$212,310	+4.9%	\$276,621	\$276,645	+0.0%
Kannapolis, NC	179	11	6.1%	596	39	6.5%	\$72,000	\$78,000	+8.3%	\$100,650	\$120,000	+19.2%	\$85,239	\$80,585	-5.5%	\$114,591	\$135,408	+18.2%
Lincolnton, NC	110	4	3.6%	334	12	3.6%	\$70,000	\$53,513	-23.6%	\$136,000	\$131,000	-3.7%	\$88,249	\$92,818	+5.2%	\$144,439	\$138,162	-4.3%
Mooresville, NC	600	12	2.0%	1,675	42	2.5%	\$153,389	\$155,480	+1.4%	\$247,000	\$256,662	+3.9%	\$188,879	\$270,128	+43.0%	\$339,580	\$337,632	-0.6%
Monroe, NC	236	10	4.2%	1,018	52	5.1%	\$100,000	\$115,102	+15.1%	\$155,000	\$161,000	+3.9%	\$121,648	\$124,421	+2.3%	\$167,801	\$176,022	+4.9%
Salisbury, NC	337	13	3.9%	708	51	7.2%	\$58,140	\$55,000	-5.4%	\$119,950	\$130,000	+8.4%	\$87,364	\$67,569	-22.7%	\$132,082	\$143,119	+8.4%
Statesville, NC	297	7	2.4%	798	45	5.6%	\$77,815	\$56,685	-27.2%	\$122,500	\$134,900	+10.1%	\$98,840	\$80,538	-18.5%	\$136,062	\$152,679	+12.2%
Waxhaw, NC	277	3	1.1%	1,000	29	2.9%	\$192,000	\$199,900	+4.1%	\$338,750	\$348,000	+2.7%	\$240,438	\$267,803	+11.4%	\$373,923	\$398,513	+6.6%
Fort Mill, SC	281	9	3.2%	1,314	22	1.7%	\$180,500	\$196,000	+8.6%	\$257,000	\$265,500	+3.3%	\$209,617	\$225,797	+7.7%	\$286,558	\$295,892	+3.3%
Rock Hill, SC	276	9	3.3%	1,524	48	3.1%	\$102,000	\$118,950	+16.6%	\$154,250	\$162,500	+5.3%	\$103,551	\$123,074	+18.9%	\$171,299	\$183,242	+7.0%
Lake Norman	912	8	0.9%	1,878	35	1.9%	\$258,250	\$220,000	-14.8%	\$345,000	\$343,980	-0.3%	\$302,786	\$369,051	+21.9%	\$449,891	\$446,781	-0.7%
Lake Wylie	361	6	1.7%	983	22	2.2%	\$290,000	\$201,000	-30.7%	\$291,375	\$300,000	+3.0%	\$313,707	\$262,362	-16.4%	\$327,833	\$339,351	+3.5%
Uptown Charlotte	71	1	1.4%	346	4	1.2%	\$185,000	\$278,750	+50.7%	\$260,000	\$250,750	-3.6%	\$214,832	\$257,120	+19.7%	\$312,121	\$305,658	-2.1%