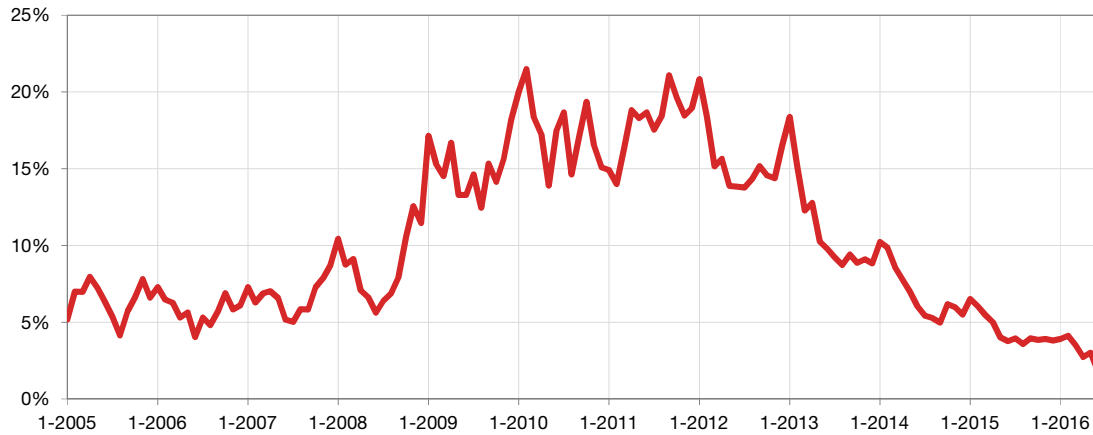


Lender-Mediated Report – June 2016

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REATOR® ASSOCIATION
 COVERING THE ENTIRE CAROLINA MLS AREA
 FOR MORE INFORMATION, CONTACT A REALTOR®



Share of Closed Sales That Were Lender-Mediated: 1.8%

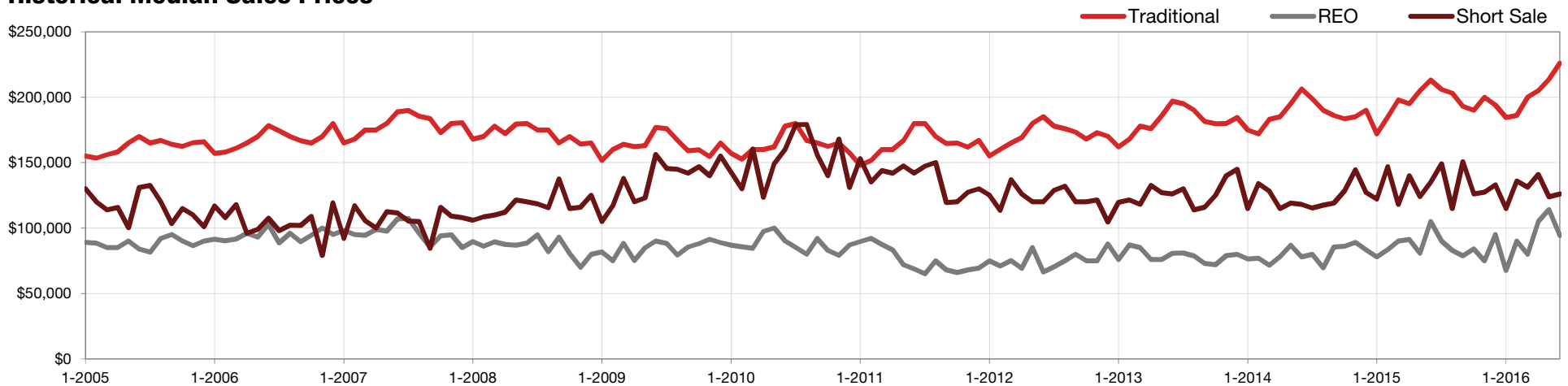


Closed Sales	6-2015	6-2016	+ / -
Traditional	4,404	4,346	-1.3%
Foreclosure	128	51	-60.2%
Short Sale	46	29	-37.0%
Total Market*	4,577	4,425	-3.3%

Median Sales Price	6-2015	6-2016	+ / -
Traditional	\$213,000	\$226,000	+6.1%
Foreclosure	\$105,000	\$94,200	-10.3%
Short Sale	\$135,000	\$126,000	-6.7%
Total Market*	\$208,125	\$225,000	+8.1%

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

Historical Median Sales Prices



Lender-Mediated Report – Activity by County

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



June 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	6-2015	6-2016	+ / -	6-2015	6-2016	+ / -	6-2015	6-2016	+ / -	6-2015	6-2016	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Entire CarolinaMLS Region	11,145	279	2.5%	41,884	1,439	3.4%	\$97,000	\$102,000	+5.2%	\$193,000	\$200,143	+3.7%	\$126,576	\$132,561	+4.7%	\$243,316	\$252,195	+3.6%
Charlotte MSA	8,265	204	2.5%	36,585	1,194	3.3%	\$100,000	\$105,532	+5.5%	\$196,500	\$205,000	+4.3%	\$126,177	\$134,584	+6.7%	\$245,705	\$254,391	+3.5%
Alexander County, NC	72	3	4.2%	118	3	2.5%	\$51,000	\$36,000	-29.4%	\$116,250	\$126,150	+8.5%	\$89,797	\$100,276	+11.7%	\$151,505	\$154,693	+2.1%
Anson County, NC	112	1	0.9%	118	9	7.6%	\$42,250	\$42,500	+0.6%	\$68,000	\$71,875	+5.7%	\$44,681	\$80,972	+81.2%	\$84,623	\$89,569	+5.8%
Cabarrus County, NC	738	14	1.9%	3,262	85	2.6%	\$112,550	\$121,920	+8.3%	\$180,000	\$189,950	+5.5%	\$129,720	\$141,195	+8.8%	\$199,912	\$208,999	+4.5%
Gaston County, NC	722	30	4.2%	2,916	164	5.6%	\$52,549	\$65,045	+23.8%	\$138,000	\$145,900	+5.7%	\$81,828	\$82,497	+0.8%	\$156,063	\$165,807	+6.2%
Iredell County, NC	1,134	25	2.2%	2,794	107	3.8%	\$103,500	\$90,150	-12.9%	\$200,000	\$215,000	+7.5%	\$171,323	\$137,595	-19.7%	\$270,020	\$279,298	+3.4%
Lincoln County, NC	417	6	1.4%	1,103	38	3.4%	\$84,000	\$66,045	-21.4%	\$210,000	\$213,000	+1.4%	\$135,490	\$114,972	-15.1%	\$256,025	\$250,277	-2.2%
Mecklenburg County, NC	3,394	90	2.7%	18,558	595	3.2%	\$104,000	\$111,925	+7.6%	\$206,000	\$212,500	+3.2%	\$128,284	\$143,232	+11.7%	\$267,824	\$274,533	+2.5%
Montgomery County, NC	271	0	0.0%	172	2	1.2%	\$283,000	\$732,000	+158.7%	\$135,000	\$146,500	+8.5%	\$282,108	\$732,000	+159.5%	\$218,703	\$231,518	+5.9%
Stanly County, NC	289	7	2.4%	539	22	4.1%	\$55,500	\$80,000	+44.1%	\$122,000	\$131,500	+7.8%	\$75,070	\$124,469	+65.8%	\$140,986	\$148,876	+5.6%
Union County, NC	1,058	15	1.4%	3,832	122	3.2%	\$134,530	\$154,500	+14.8%	\$232,250	\$245,000	+5.5%	\$171,198	\$189,755	+10.8%	\$282,994	\$304,453	+7.6%
Lancaster County, SC	356	5	1.4%	1,314	17	1.3%	\$111,000	\$99,900	-10.0%	\$239,950	\$256,000	+6.7%	\$133,777	\$140,109	+4.7%	\$249,969	\$264,037	+5.6%
York County, SC	1,006	18	1.8%	4,220	95	2.3%	\$128,750	\$127,500	-1.0%	\$205,000	\$218,000	+6.3%	\$155,745	\$149,832	-3.8%	\$233,943	\$246,562	+5.4%

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 any time.

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, 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 any time.

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



June 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	6-2015	6-2016	+ / -	6-2015	6-2016	+ / -	6-2015	6-2016	+ / -	6-2015	6-2016	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	2,429	81	3.3%	14,774	532	3.6%	\$98,274	\$107,000	+8.9%	\$190,990	\$197,500	+3.4%	\$121,556	\$133,145	+9.5%	\$258,012	\$264,904	+2.7%
Concord, NC	398	7	1.8%	1,872	40	2.1%	\$117,000	\$124,917	+6.8%	\$172,610	\$182,000	+5.4%	\$134,897	\$152,705	+13.2%	\$195,646	\$203,701	+4.1%
Davidson, NC	151	1	0.7%	472	6	1.3%	\$372,900	\$364,500	-2.3%	\$309,420	\$300,000	-3.0%	\$319,950	\$341,983	+6.9%	\$365,057	\$376,010	+3.0%
Denver, NC	233	2	0.9%	516	11	2.1%	\$235,500	\$88,000	-62.6%	\$290,000	\$317,500	+9.5%	\$289,127	\$127,169	-56.0%	\$347,036	\$349,591	+0.7%
Gastonia, NC	323	12	3.7%	1,306	75	5.7%	\$46,362	\$75,000	+61.8%	\$130,000	\$138,000	+6.2%	\$63,266	\$87,901	+38.9%	\$137,119	\$148,866	+8.6%
Huntersville, NC	336	4	1.2%	1,420	16	1.1%	\$178,247	\$204,200	+14.6%	\$250,000	\$262,500	+5.0%	\$199,746	\$207,352	+3.8%	\$273,965	\$284,270	+3.8%
Kannapolis, NC	175	10	5.7%	629	29	4.6%	\$78,000	\$88,000	+12.8%	\$108,000	\$122,500	+13.4%	\$82,853	\$85,814	+3.6%	\$118,230	\$138,302	+17.0%
Lincolnton, NC	113	1	0.9%	372	12	3.2%	\$64,575	\$65,225	+1.0%	\$136,500	\$130,000	-4.8%	\$91,590	\$95,355	+4.1%	\$143,671	\$141,296	-1.7%
Monroe, NC	231	5	2.2%	1,048	47	4.5%	\$106,193	\$125,000	+17.7%	\$157,000	\$165,100	+5.2%	\$121,884	\$132,022	+8.3%	\$167,415	\$183,978	+9.9%
Mooresville, NC	704	8	1.1%	1,715	43	2.5%	\$157,000	\$151,000	-3.8%	\$250,000	\$258,000	+3.2%	\$261,719	\$228,891	-12.5%	\$334,870	\$341,750	+2.1%
Salisbury, NC	325	14	4.3%	755	43	5.7%	\$57,400	\$58,400	+1.7%	\$121,000	\$134,275	+11.0%	\$77,192	\$75,961	-1.6%	\$132,978	\$150,721	+13.3%
Statesville, NC	306	13	4.2%	820	41	5.0%	\$77,250	\$56,500	-26.9%	\$127,000	\$136,000	+7.1%	\$103,869	\$72,353	-30.3%	\$143,172	\$154,325	+7.8%
Waxhaw, NC	379	4	1.1%	1,028	23	2.2%	\$200,000	\$185,264	-7.4%	\$340,000	\$364,938	+7.3%	\$247,951	\$259,112	+4.5%	\$378,876	\$416,479	+9.9%
Fort Mill, SC	317	5	1.6%	1,374	23	1.7%	\$195,628	\$195,000	-0.3%	\$265,000	\$275,000	+3.8%	\$232,353	\$208,889	-10.1%	\$293,582	\$303,093	+3.2%
Rock Hill, SC	299	5	1.7%	1,536	41	2.7%	\$108,000	\$100,000	-7.4%	\$156,250	\$165,293	+5.8%	\$113,327	\$111,706	-1.4%	\$174,786	\$188,504	+7.8%
Lake Norman	1,126	9	0.8%	1,890	33	1.7%	\$268,250	\$270,000	+0.7%	\$342,000	\$350,000	+2.3%	\$360,427	\$341,989	-5.1%	\$446,802	\$454,047	+1.6%
Lake Wylie	393	5	1.3%	1,005	13	1.3%	\$233,000	\$240,000	+3.0%	\$297,886	\$309,950	+4.0%	\$299,303	\$263,139	-12.1%	\$334,247	\$348,708	+4.3%
Uptown Charlotte	75	1	1.3%	347	3	0.9%	\$185,000	\$351,500	+90.0%	\$250,000	\$250,500	+0.2%	\$211,866	\$317,500	+49.9%	\$309,379	\$300,034	-3.0%