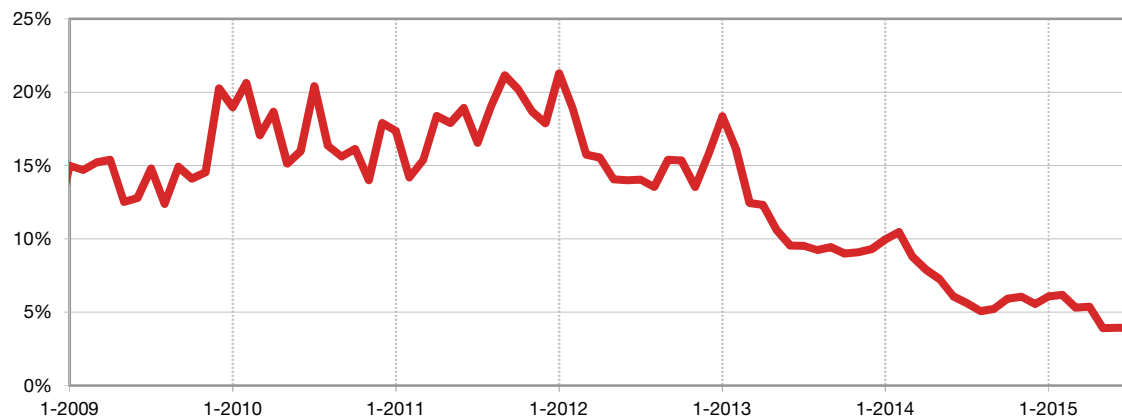


Lender-Mediated Report – July 2015

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: 3.9%



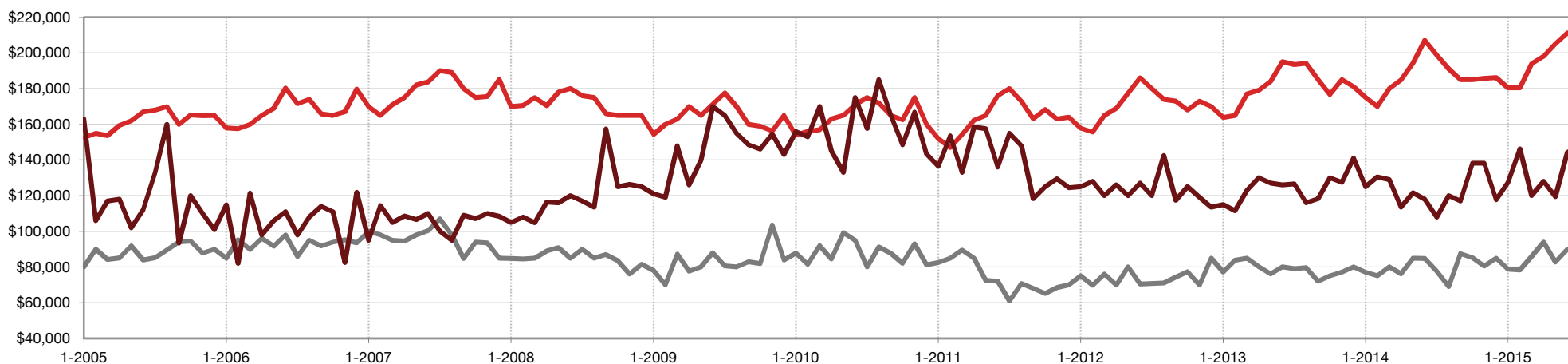
Closed Sales	7-2014	7-2015	+ / -
Traditional	3,539	4,210	+19.0%
Foreclosure	139	124	-10.8%
Short Sale	71	49	-31.0%
Total Market*	3,750	4,383	+16.9%

Median Sales Price	7-2014	7-2015	+ / -
Traditional	\$198,700	\$206,500	+3.9%
Foreclosure	\$77,629	\$90,770	+16.9%
Short Sale	\$108,000	\$148,300	+37.3%
Total Market*	\$192,000	\$202,500	+5.5%

* 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



July 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	7-2014	7-2015	+ / -	7-2014	7-2015	+ / -	7-2014	7-2015	+ / -	7-2014	7-2015	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Entire CarolinaMLS Region	13,410	452	3.4%	39,801	2,016	5.1%	\$91,207	\$98,000	+7.4%	\$187,000	\$194,900	+4.2%	\$126,845	\$127,277	+0.3%	\$237,300	\$244,286	+2.9%
Charlotte MSA	10,242	363	3.5%	34,888	1,757	5.0%	\$93,500	\$101,000	+8.0%	\$190,000	\$197,500	+3.9%	\$128,544	\$126,997	-1.2%	\$239,526	\$246,392	+2.9%
Alexander County, NC	82	1	1.2%	129	7	5.4%	\$49,975	\$48,000	-4.0%	\$121,000	\$115,000	-5.0%	\$57,192	\$81,297	+42.1%	\$159,650	\$150,515	-5.7%
Anson County, NC	119	5	4.2%	92	10	10.9%	\$27,400	\$48,250	+76.1%	\$70,750	\$61,250	-13.4%	\$46,236	\$55,220	+19.4%	\$85,178	\$78,537	-7.8%
Cabarrus County, NC	906	28	3.1%	3,114	128	4.1%	\$109,500	\$113,500	+3.7%	\$173,000	\$182,000	+5.2%	\$126,545	\$129,893	+2.6%	\$193,458	\$202,102	+4.5%
Gaston County, NC	1,074	57	5.3%	2,698	236	8.7%	\$65,101	\$50,550	-22.4%	\$129,950	\$139,000	+7.0%	\$89,318	\$82,117	-8.1%	\$149,520	\$158,088	+5.7%
Iredell County, NC	1,251	35	2.8%	2,615	102	3.9%	\$105,000	\$117,128	+11.6%	\$190,000	\$203,000	+6.8%	\$145,003	\$176,134	+21.5%	\$263,833	\$272,333	+3.2%
Lincoln County, NC	519	14	2.7%	982	52	5.3%	\$70,000	\$85,000	+21.4%	\$185,000	\$212,000	+14.6%	\$126,413	\$130,158	+3.0%	\$238,238	\$259,108	+8.8%
Mecklenburg County, NC	4,284	144	3.4%	17,789	895	5.0%	\$94,000	\$104,799	+11.5%	\$200,000	\$206,000	+3.0%	\$129,323	\$128,827	-0.4%	\$261,573	\$267,642	+2.3%
Montgomery County, NC	277	0	0.0%	170	5	2.9%	\$48,299	\$299,000	+519%	\$105,000	\$139,000	+32.4%	\$179,120	\$285,486	+59.4%	\$185,366	\$222,078	+19.8%
Stanly County, NC	388	7	1.8%	477	21	4.4%	\$56,000	\$56,000	0.0%	\$115,000	\$126,500	+10.0%	\$90,034	\$74,162	-17.6%	\$132,885	\$141,747	+6.7%
Union County, NC	1,211	41	3.4%	3,879	181	4.7%	\$134,530	\$137,000	+1.8%	\$227,008	\$230,150	+1.4%	\$180,370	\$179,550	-0.5%	\$281,001	\$282,793	+0.6%
Lancaster County, SC	419	14	3.3%	1,168	38	3.3%	\$95,000	\$113,000	+18.9%	\$231,534	\$242,500	+4.7%	\$137,362	\$138,355	+0.7%	\$245,881	\$253,241	+3.0%
York County, SC	1,073	27	2.5%	4,011	120	3.0%	\$120,000	\$130,000	+8.3%	\$189,900	\$205,225	+8.1%	\$139,858	\$155,941	+11.5%	\$220,505	\$235,832	+7.0%

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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

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



July 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	7-2014	7-2015	+ / -	7-2014	7-2015	+ / -	7-2014	7-2015	+ / -	7-2014	7-2015	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	3,235	128	4.0%	14,054	798	5.7%	\$90,000	\$100,000	+11.1%	\$186,500	\$190,000	+1.9%	\$117,185	\$121,803	+3.9%	\$252,793	\$258,203	+2.1%
Concord, NC	485	17	3.5%	1,822	74	4.1%	\$105,000	\$117,500	+11.9%	\$170,550	\$175,000	+2.6%	\$108,143	\$136,226	+26.0%	\$192,132	\$197,284	+2.7%
Davidson, NC	189	4	2.1%	459	4	0.9%	\$208,000	\$372,900	+79.3%	\$285,000	\$312,500	+9.6%	\$419,959	\$319,950	-23.8%	\$348,952	\$368,901	+5.7%
Denver, NC	229	5	2.2%	481	9	1.9%	\$175,000	\$230,000	+31.4%	\$297,500	\$295,000	-0.8%	\$293,563	\$228,278	-22.2%	\$334,452	\$350,087	+4.7%
Gastonia, NC	533	22	4.1%	1,239	116	9.4%	\$60,000	\$45,765	-23.7%	\$120,000	\$131,000	+9.2%	\$74,528	\$63,901	-14.3%	\$132,038	\$139,181	+5.4%
Huntersville, NC	345	3	0.9%	1,479	34	2.3%	\$205,350	\$189,000	-8.0%	\$245,000	\$252,000	+2.9%	\$247,653	\$206,064	-16.8%	\$269,190	\$273,909	+1.8%
Kannapolis, NC	265	9	3.4%	562	46	8.2%	\$58,013	\$75,000	+29.3%	\$93,000	\$110,000	+18.3%	\$99,288	\$82,383	-17.0%	\$114,106	\$122,017	+6.9%
Lincolnton, NC	203	9	4.4%	314	18	5.7%	\$68,200	\$64,575	-5.3%	\$120,000	\$136,650	+13.9%	\$79,622	\$92,280	+15.9%	\$137,508	\$143,276	+4.2%
Mooresville, NC	692	13	1.9%	1,629	46	2.8%	\$186,000	\$160,014	-14.0%	\$235,500	\$250,095	+6.2%	\$221,650	\$269,318	+21.5%	\$328,790	\$337,709	+2.7%
Monroe, NC	331	21	6.3%	1,048	75	7.2%	\$103,300	\$103,500	+0.2%	\$146,969	\$157,225	+7.0%	\$122,629	\$120,868	-1.4%	\$159,070	\$169,169	+6.3%
Salisbury, NC	443	24	5.4%	667	56	8.4%	\$60,700	\$56,799	-6.4%	\$117,450	\$123,000	+4.7%	\$85,534	\$75,918	-11.2%	\$128,974	\$135,050	+4.7%
Statesville, NC	420	20	4.8%	743	39	5.2%	\$70,000	\$76,000	+8.6%	\$115,000	\$125,750	+9.3%	\$99,955	\$100,159	+0.2%	\$129,649	\$141,644	+9.3%
Waxhaw, NC	358	3	0.8%	1,062	38	3.6%	\$232,000	\$201,750	-13.0%	\$326,453	\$340,000	+4.1%	\$331,474	\$269,787	-18.6%	\$377,343	\$378,881	+0.4%
Fort Mill, SC	296	6	2.0%	1,364	24	1.8%	\$193,800	\$189,000	-2.5%	\$247,775	\$268,000	+8.2%	\$220,583	\$228,954	+3.8%	\$270,015	\$296,358	+9.8%
Rock Hill, SC	360	9	2.5%	1,498	65	4.3%	\$100,000	\$108,000	+8.0%	\$152,000	\$158,000	+3.9%	\$103,764	\$113,817	+9.7%	\$168,119	\$176,681	+5.1%
Lake Norman	1,043	10	1.0%	1,898	45	2.4%	\$297,500	\$235,500	-20.8%	\$352,000	\$342,480	-2.7%	\$385,537	\$345,474	-10.4%	\$443,546	\$448,279	+1.1%
Lake Wylie	404	4	1.0%	883	25	2.8%	\$270,000	\$240,000	-11.1%	\$279,722	\$296,943	+6.2%	\$303,234	\$294,971	-2.7%	\$323,963	\$333,940	+3.1%
Uptown Charlotte	109	0	0.0%	308	5	1.6%	\$180,000	\$258,450	+43.6%	\$269,450	\$249,900	-7.3%	\$248,897	\$245,166	-1.5%	\$307,492	\$307,821	+0.1%

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