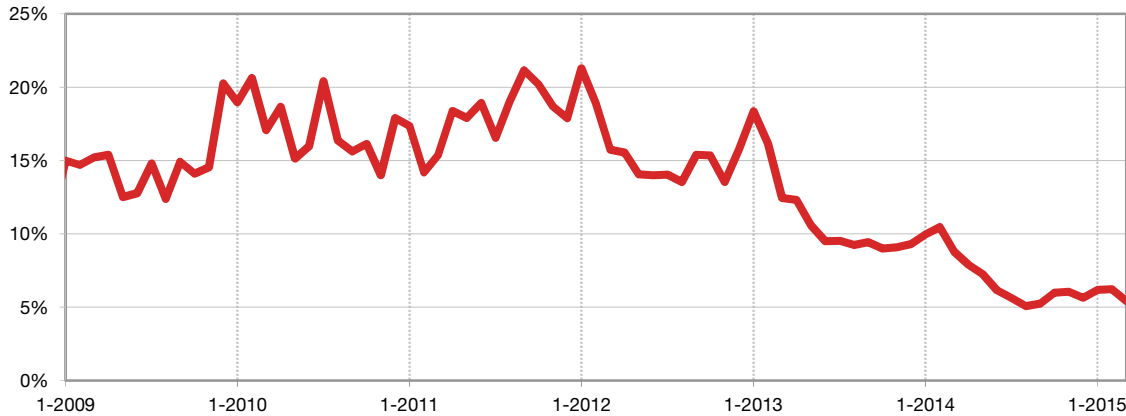


# Lender-Mediated Report – March 2015

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%



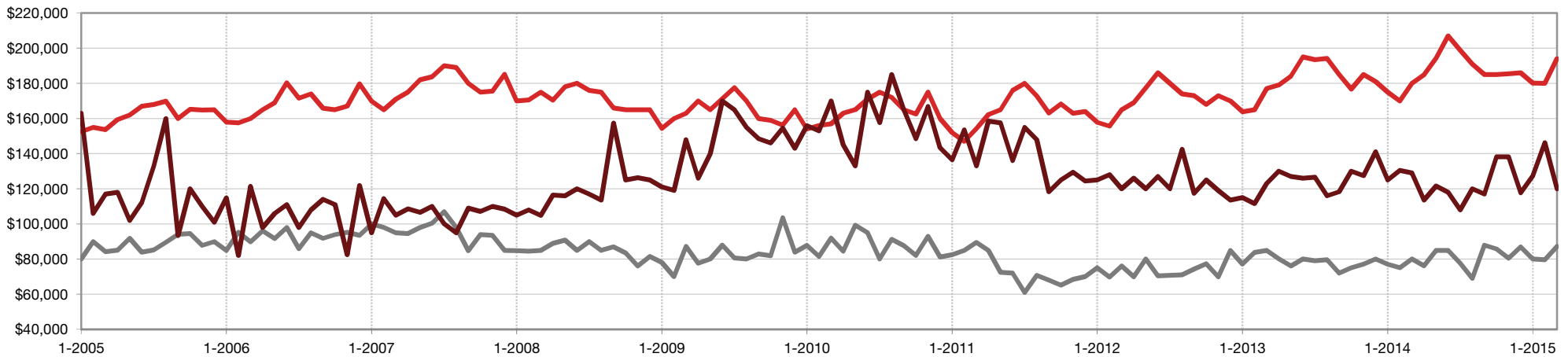
Closed Sales	3-2014	3-2015	+ / -
Traditional	2,422	3,022	+24.8%
Foreclosure	154	120	-22.1%
Short Sale	78	53	-32.1%
Total Market*	2,655	3,195	+20.3%

Median Sales Price	3-2014	3-2015	+ / -
Traditional	\$180,000	\$194,000	+7.8%
Foreclosure	\$80,000	\$87,250	+9.1%
Short Sale	\$129,000	\$120,000	-7.0%
Total Market*	\$172,000	\$189,040	+9.9%

\* 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



**March 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	3-2014	3-2015	+ / -	3-2014	3-2015	+ / -	3-2014	3-2015	+ / -	3-2014	3-2015	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Entire CarolinaMLS Region	12,723	521	4.1%	37,299	2,249	6.0%	\$93,000	\$95,000	+2.2%	\$184,000	\$190,000	+3.3%	\$130,677	\$124,361	-4.8%	\$234,829	\$240,583	+2.5%
Charlotte MSA	9,652	407	4.2%	32,751	1,978	6.0%	\$95,000	\$97,000	+2.1%	\$187,000	\$193,000	+3.2%	\$131,431	\$126,051	-4.1%	\$236,813	\$242,986	+2.6%
Alexander County, NC	85	1	1.2%	119	8	6.7%	\$42,475	\$39,150	-7.8%	\$114,500	\$112,000	-2.2%	\$54,145	\$39,635	-26.8%	\$155,662	\$150,037	-3.6%
Anson County, NC	120	5	4.2%	84	11	13.1%	\$32,130	\$34,500	+7.4%	\$72,000	\$69,750	-3.1%	\$42,409	\$56,223	+32.6%	\$79,796	\$86,100	+7.9%
Cabarrus County, NC	882	43	4.9%	2,896	132	4.6%	\$113,250	\$106,000	-6.4%	\$166,183	\$176,000	+5.9%	\$129,004	\$131,114	+1.6%	\$188,737	\$194,771	+3.2%
Gaston County, NC	1,100	57	5.2%	2,509	271	10.8%	\$67,525	\$61,000	-9.7%	\$128,700	\$131,000	+1.8%	\$85,091	\$88,456	+4.0%	\$149,019	\$149,040	+0.0%
Iredell County, NC	1,141	42	3.7%	2,403	111	4.6%	\$115,500	\$95,000	-17.7%	\$187,500	\$196,850	+5.0%	\$164,928	\$135,328	-17.9%	\$258,576	\$270,257	+4.5%
Lincoln County, NC	529	14	2.6%	912	60	6.6%	\$75,000	\$83,750	+11.7%	\$173,000	\$203,700	+17.7%	\$116,266	\$144,707	+24.5%	\$224,751	\$253,531	+12.8%
Mecklenburg County, NC	3,849	171	4.4%	16,743	1,037	6.2%	\$94,000	\$100,000	+6.4%	\$197,107	\$203,850	+3.4%	\$132,924	\$127,076	-4.4%	\$259,380	\$266,276	+2.7%
Montgomery County, NC	276	0	0.0%	159	3	1.9%	\$35,000	\$316,000	+803%	\$90,000	\$125,000	+38.9%	\$187,289	\$350,333	+87.1%	\$190,290	\$194,717	+2.3%
Stanly County, NC	376	8	2.1%	465	24	5.2%	\$59,500	\$55,500	-6.7%	\$117,250	\$121,100	+3.3%	\$93,541	\$69,510	-25.7%	\$133,608	\$136,770	+2.4%
Union County, NC	1,089	45	4.1%	3,724	197	5.3%	\$135,000	\$136,000	+0.7%	\$219,500	\$230,000	+4.8%	\$186,201	\$167,256	-10.2%	\$271,261	\$280,182	+3.3%
Lancaster County, SC	388	10	2.6%	1,052	41	3.9%	\$104,000	\$110,000	+5.8%	\$229,900	\$236,000	+2.7%	\$135,083	\$131,148	-2.9%	\$243,870	\$249,305	+2.2%
York County, SC	1,102	32	2.9%	3,771	136	3.6%	\$122,200	\$120,000	-1.8%	\$189,000	\$196,900	+4.2%	\$151,106	\$147,384	-2.5%	\$219,911	\$228,313	+3.8%

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

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION



**March 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	3-2014	3-2015	+ / -	3-2014	3-2015	+ / -	3-2014	3-2015	+ / -	3-2014	3-2015	+ / -
							Lender-Mediated			Traditional Properties			Lender-Mediated			Traditional Properties		
Charlotte, NC	2,910	152	5.2%	13,220	925	7.0%	\$90,000	\$95,000	+5.6%	\$184,000	\$189,500	+3.0%	\$120,004	\$119,912	-0.1%	\$251,063	\$255,975	+2.0%
Concord, NC	494	23	4.7%	1,671	76	4.5%	\$112,500	\$102,250	-9.1%	\$165,000	\$170,000	+3.0%	\$118,771	\$125,904	+6.0%	\$186,769	\$192,214	+2.9%
Davidson, NC	163	2	1.2%	433	6	1.4%	\$220,150	\$273,750	+24.3%	\$290,000	\$286,595	-1.2%	\$386,243	\$264,617	-31.5%	\$347,332	\$356,783	+2.7%
Denver, NC	237	0	0.0%	432	12	2.8%	\$151,000	\$294,250	+94.9%	\$280,000	\$289,308	+3.3%	\$198,198	\$354,783	+79.0%	\$324,596	\$339,347	+4.5%
Gastonia, NC	547	28	5.1%	1,176	138	11.7%	\$62,125	\$52,227	-15.9%	\$120,000	\$125,000	+4.2%	\$71,283	\$74,266	+4.2%	\$131,844	\$132,151	+0.2%
Huntersville, NC	289	7	2.4%	1,432	44	3.1%	\$185,500	\$229,500	+23.7%	\$240,000	\$247,250	+3.0%	\$221,288	\$223,164	+0.8%	\$261,736	\$276,029	+5.5%
Kannapolis, NC	244	17	7.0%	576	41	7.1%	\$60,534	\$72,000	+18.9%	\$90,000	\$100,000	+11.1%	\$99,254	\$85,239	-14.1%	\$109,885	\$114,328	+4.0%
Lincolnton, NC	193	10	5.2%	284	25	8.8%	\$61,600	\$70,000	+13.6%	\$120,000	\$135,500	+12.9%	\$82,549	\$88,249	+6.9%	\$134,053	\$144,195	+7.6%
Mooresville, NC	602	18	3.0%	1,492	48	3.2%	\$176,000	\$156,889	-10.9%	\$234,634	\$245,905	+4.8%	\$241,759	\$191,325	-20.9%	\$320,981	\$337,069	+5.0%
Monroe, NC	276	16	5.8%	1,007	90	8.9%	\$106,550	\$100,000	-6.1%	\$144,300	\$154,000	+6.7%	\$123,306	\$121,950	-1.1%	\$154,630	\$167,286	+8.2%
Salisbury, NC	406	20	4.9%	595	55	9.2%	\$58,500	\$58,140	-0.6%	\$119,500	\$120,000	+0.4%	\$79,131	\$87,057	+10.0%	\$131,386	\$132,195	+0.6%
Statesville, NC	396	19	4.8%	677	42	6.2%	\$70,000	\$77,440	+10.6%	\$115,000	\$122,000	+6.1%	\$100,204	\$96,110	-4.1%	\$129,735	\$134,073	+3.3%
Waxhaw, NC	338	8	2.4%	1,089	33	3.0%	\$238,500	\$221,500	-7.1%	\$316,950	\$338,000	+6.6%	\$348,927	\$248,620	-28.7%	\$364,090	\$372,965	+2.4%
Fort Mill, SC	261	6	2.3%	1,323	29	2.2%	\$173,500	\$186,000	+7.2%	\$247,500	\$255,829	+3.4%	\$197,898	\$214,432	+8.4%	\$268,214	\$285,346	+6.4%
Rock Hill, SC	377	16	4.2%	1,406	74	5.3%	\$100,000	\$102,750	+2.8%	\$156,500	\$154,000	-1.6%	\$106,403	\$104,125	-2.1%	\$170,680	\$170,702	+0.0%
Lake Norman	982	12	1.2%	1,803	49	2.7%	\$325,000	\$264,500	-18.6%	\$340,000	\$345,000	+1.5%	\$396,121	\$307,505	-22.4%	\$443,994	\$449,282	+1.2%
Lake Wylie	420	13	3.1%	799	22	2.8%	\$270,000	\$294,950	+9.2%	\$285,000	\$291,250	+2.2%	\$321,218	\$323,875	+0.8%	\$328,102	\$325,961	-0.7%
Uptown Charlotte	88	1	1.1%	306	5	1.6%	\$172,500	\$185,000	+7.2%	\$255,000	\$258,500	+1.4%	\$230,010	\$214,832	-6.6%	\$290,386	\$310,856	+7.0%

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