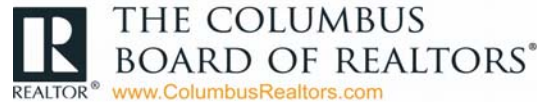


Local Market Update – March 2012

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®
BASED ON RESIDENTIAL LISTING DATA ONLY



Entire MLS

Includes all of Franklin, Delaware, Fayette, Licking, Madison, Morrow, Pickaway and Union Counties, and parts of Athens, Champagne, Clark, Clinton, Fairfield, Hocking, Knox, Logan, Marion, Muskingum, Perry and Ross Counties

March

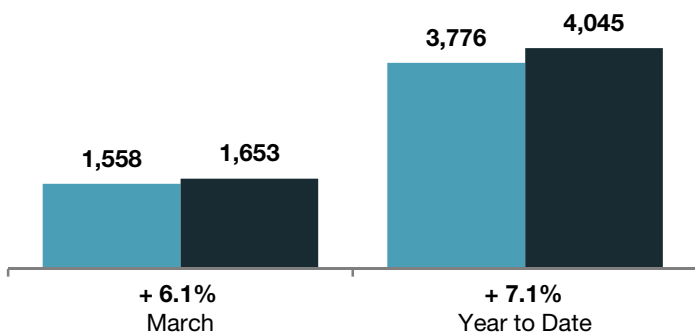
Year to Date

	2011	2012	+ / -	2011	2012	+ / -
Closed Sales	1,558	1,653	+ 6.1%	3,776	4,045	+ 7.1%
In Contracts	1,839	2,705	+ 47.1%	4,572	6,097	+ 33.4%
Average Sales Price*	\$144,163	\$153,557	+ 6.5%	\$143,520	\$149,482	+ 4.2%
Median Sales Price*	\$119,650	\$128,000	+ 7.0%	\$119,150	\$121,500	+ 2.0%
Average Price per Square Foot*	\$74.90	\$79.91	+ 6.7%	\$74.48	\$77.15	+ 3.6%
Percent of Original List Price Received*	88.7%	90.0%	+ 1.4%	88.6%	88.9%	+ 0.3%
Percent of Last List Price Received*	94.4%	95.1%	+ 0.8%	94.8%	94.4%	- 0.3%
Days on Market Until Sale	106	108	+ 2.2%	104	109	+ 4.6%
New Listings	3,869	3,466	- 10.4%	9,234	8,946	- 3.1%
Median List Price of New Listings	\$144,900	\$149,900	+ 3.5%	\$139,900	\$149,000	+ 6.5%
Median List Price at Time of Sale	\$125,000	\$132,900	+ 6.3%	\$124,900	\$127,900	+ 2.4%
Inventory of Homes for Sale	16,280	11,519	- 29.2%	--	--	--
Months Supply of Inventory	9.7	6.6	- 32.3%	--	--	--

* Does not account for seller concessions.

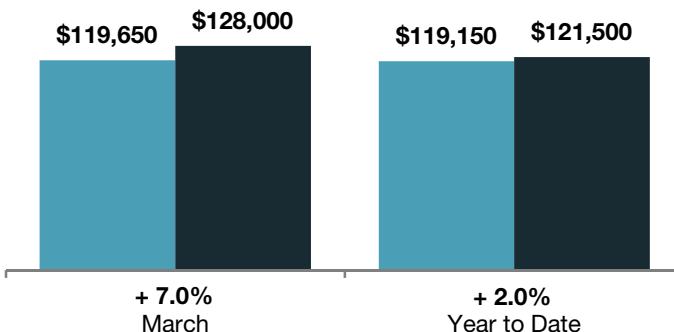
Closed Sales

■ 2011 ■ 2012



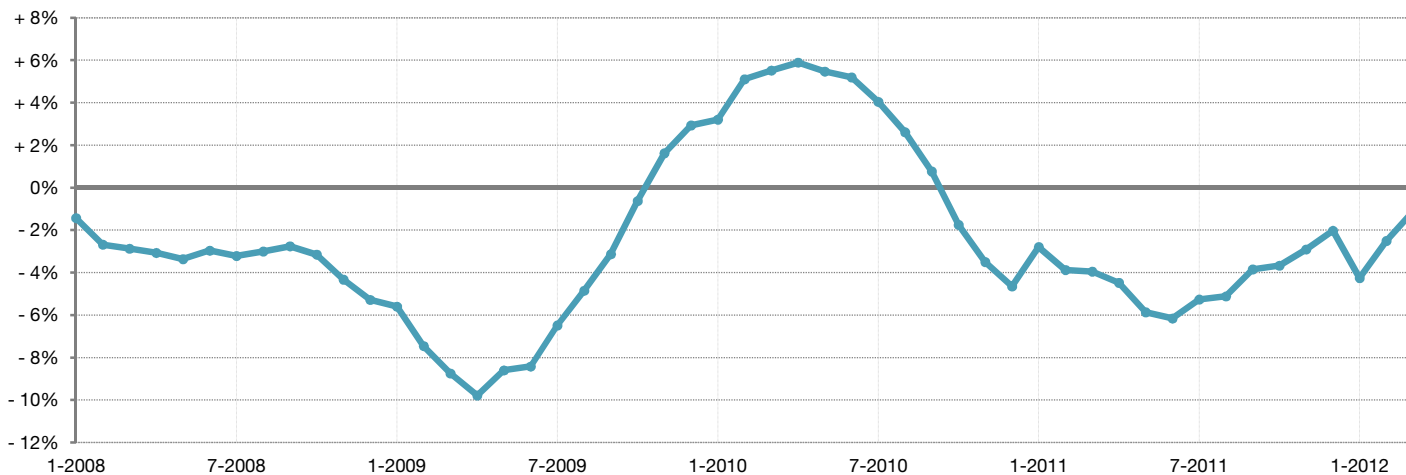
Median Sales Price

■ 2011 ■ 2012



Change in Median Sales Price from Prior Year (6-Month Average)**

Entire MLS —



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of April 12, 2012. All data from Columbus Board of REALTORS® Multiple Listing Service (MLS). | Powered by 10K Research and Marketing. | Page 1 of 2

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