

Local Market Update – March 2012

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

Westerville City School District

Franklin and Delaware Counties

March

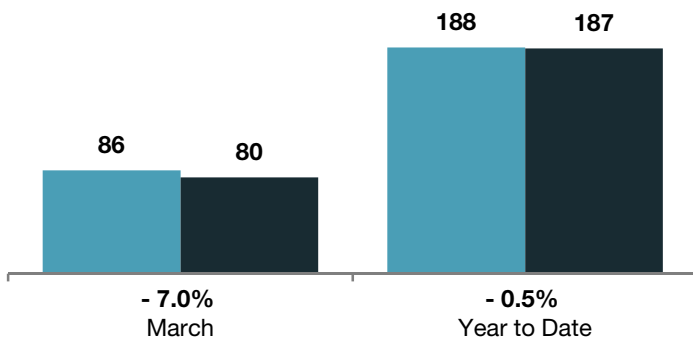
Year to Date

| | 2011 | 2012 | + / - | 2011 | 2012 | + / - |
|--|-----------|-----------|---------|-----------|-----------|---------|
| Closed Sales | 86 | 80 | - 7.0% | 188 | 187 | - 0.5% |
| In Contracts | 97 | 155 | + 59.8% | 222 | 313 | + 41.0% |
| Average Sales Price* | \$172,458 | \$155,622 | - 9.8% | \$173,951 | \$167,684 | - 3.6% |
| Median Sales Price* | \$144,500 | \$139,500 | - 3.5% | \$149,950 | \$144,900 | - 3.4% |
| Average Price per Square Foot* | \$84.80 | \$80.79 | - 4.7% | \$84.25 | \$85.13 | + 1.0% |
| Percent of Original List Price Received* | 89.5% | 89.4% | - 0.1% | 89.5% | 88.9% | - 0.6% |
| Percent of Last List Price Received* | 94.3% | 95.4% | + 1.2% | 95.3% | 94.8% | - 0.5% |
| Days on Market Until Sale | 94 | 111 | + 18.1% | 94 | 100 | + 5.9% |
| New Listings | 167 | 184 | + 10.2% | 413 | 427 | + 3.4% |
| Median List Price of New Listings | \$173,500 | \$184,450 | + 6.3% | \$169,900 | \$175,000 | + 3.0% |
| Median List Price at Time of Sale | \$151,450 | \$139,950 | - 7.6% | \$162,400 | \$149,900 | - 7.7% |
| Inventory of Homes for Sale | 634 | 456 | - 28.1% | -- | -- | -- |
| Months Supply of Inventory | 7.9 | 5.1 | - 34.6% | -- | -- | -- |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

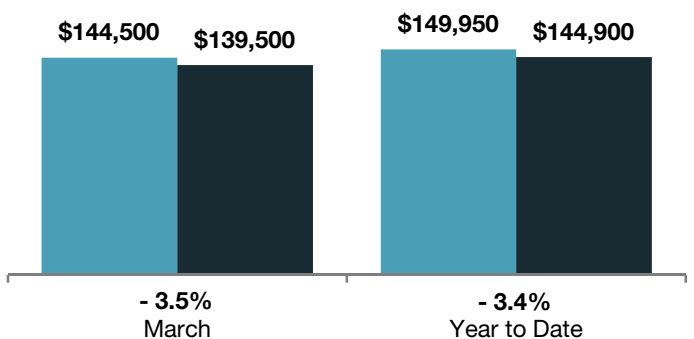
Closed Sales

■ 2011 ■ 2012



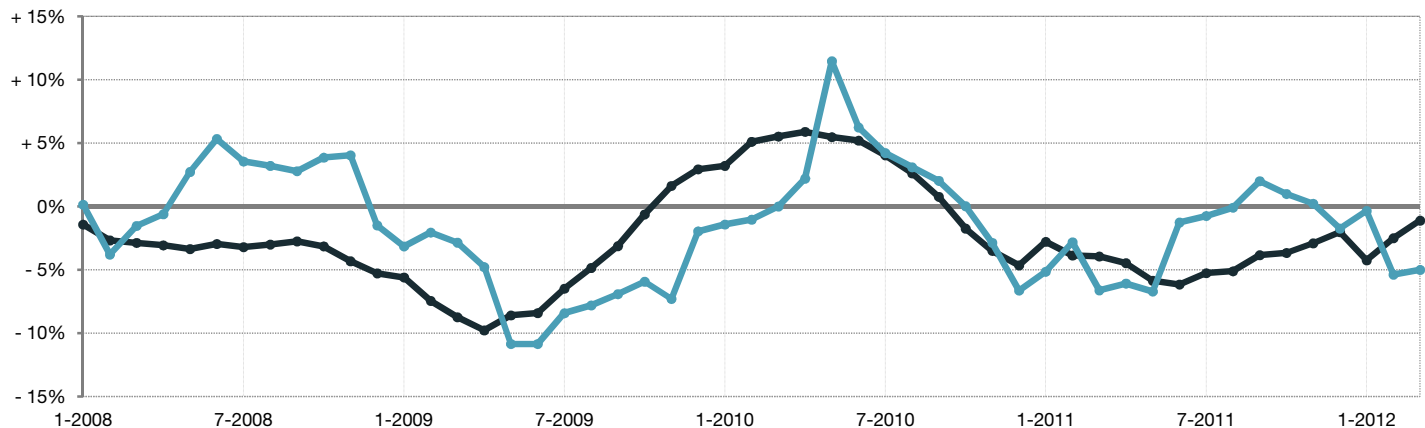
Median Sales Price

■ 2011 ■ 2012



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

All MLS — Westerville City School District —



** 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. | All data comes from the Columbus Board of REALTORS® Multiple Listing Service (MLS). | Powered by 10K Research and Marketing. | Page 1 of 2

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