



An Overview of REO Market Dynamics

Three case studies: New York, Atlanta, and Miami

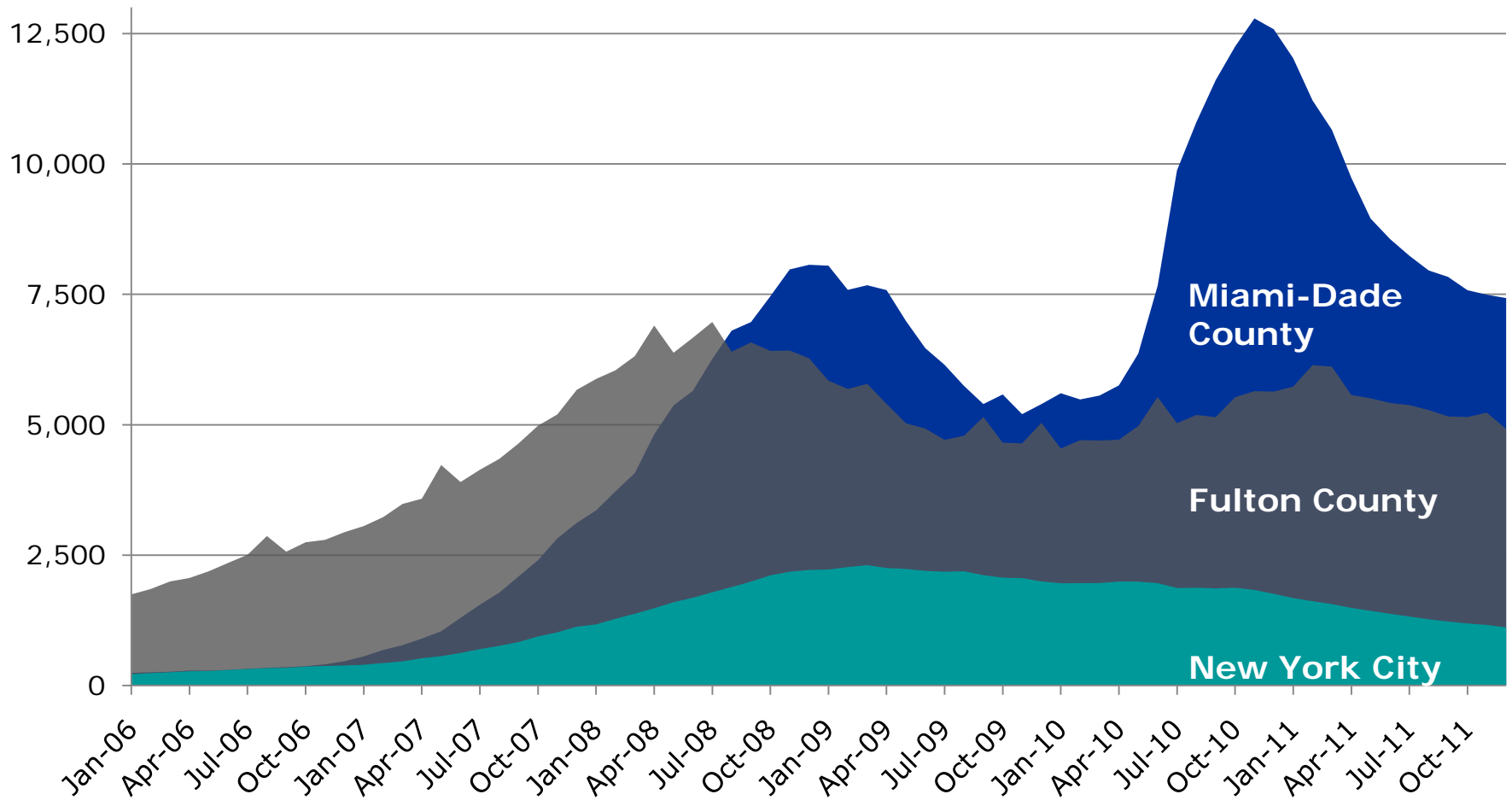
*Renters, Homeowners & Investors:
The Changing Profile of Communities*

February 26, 2013

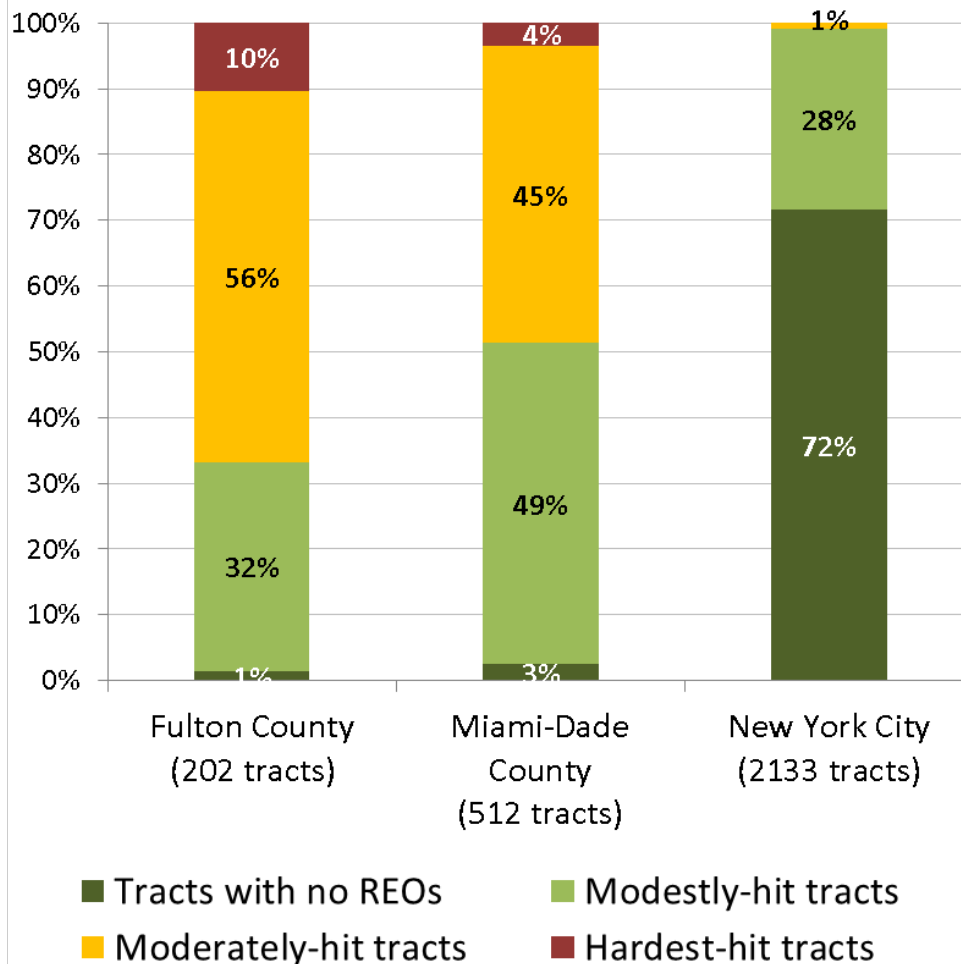
Ingrid Gould Ellen
Josiah Madar
Max Weselcouch

REO Stock

January 2006 – December 2011



Distribution of Census Tracts by Density of REO Properties, 2011



"Hardest-hit"

- >40 REOs per 1,000 mortgageable properties AND at least 5 REO properties
- OR have at least 100 REOs (regardless of rate)

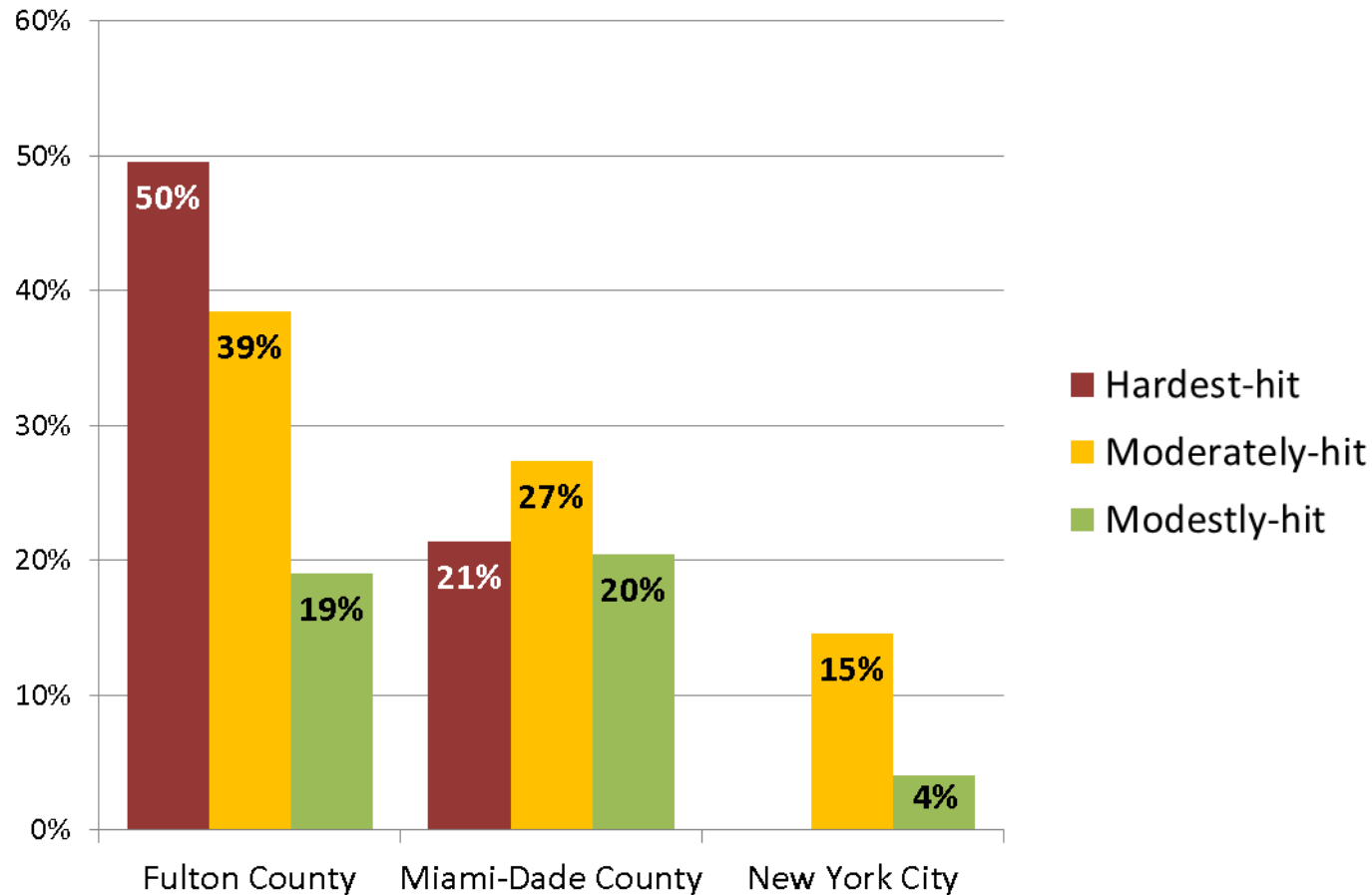
"Moderately-hit"

- between 10 and 40 REOs per 1,000 mortgageable properties AND at least 3 REO properties

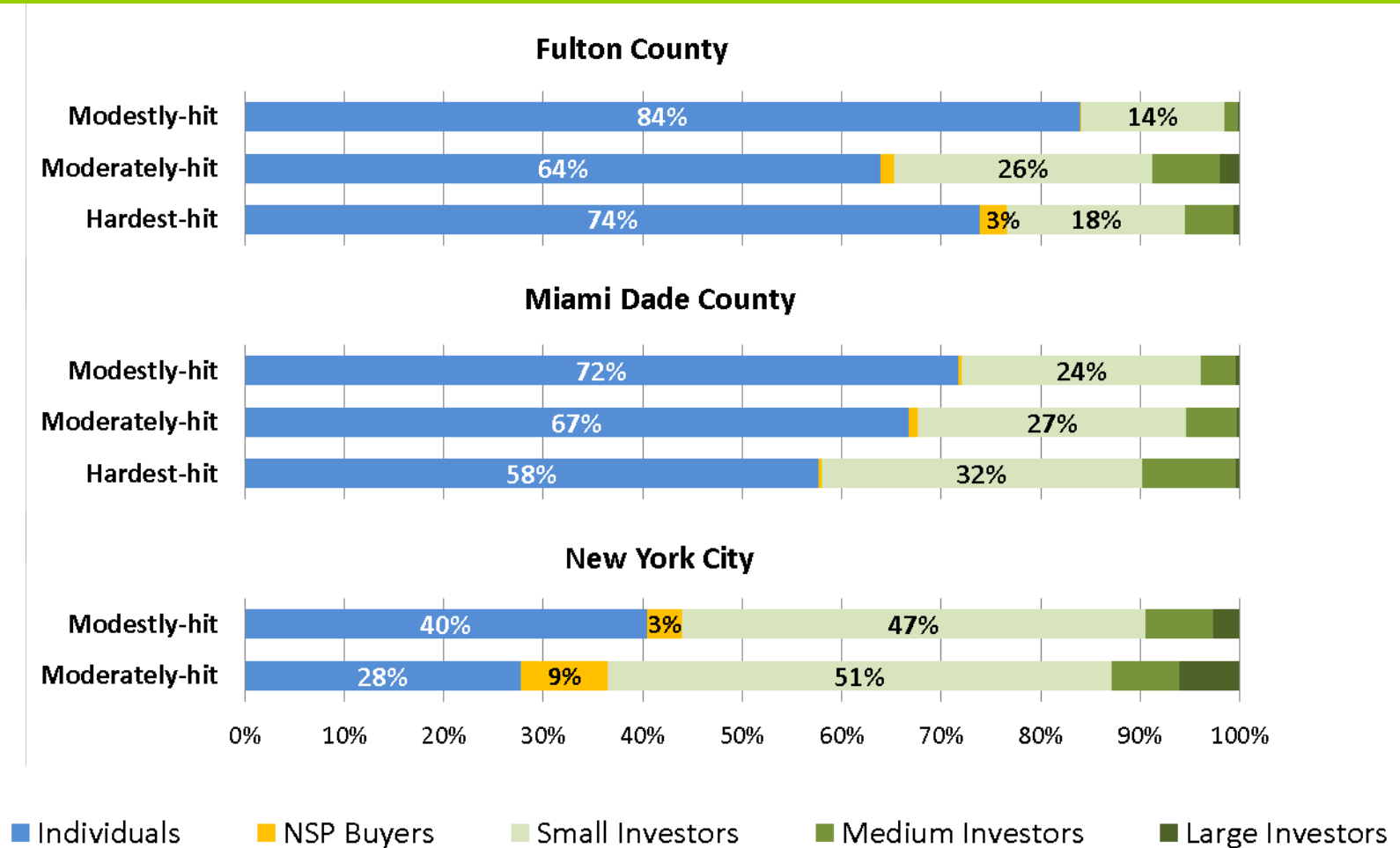
"Modestly-hit"

- all other tracts > 0 REO properties

REO Share of All Arms Length Sales (2011), by Tract Type

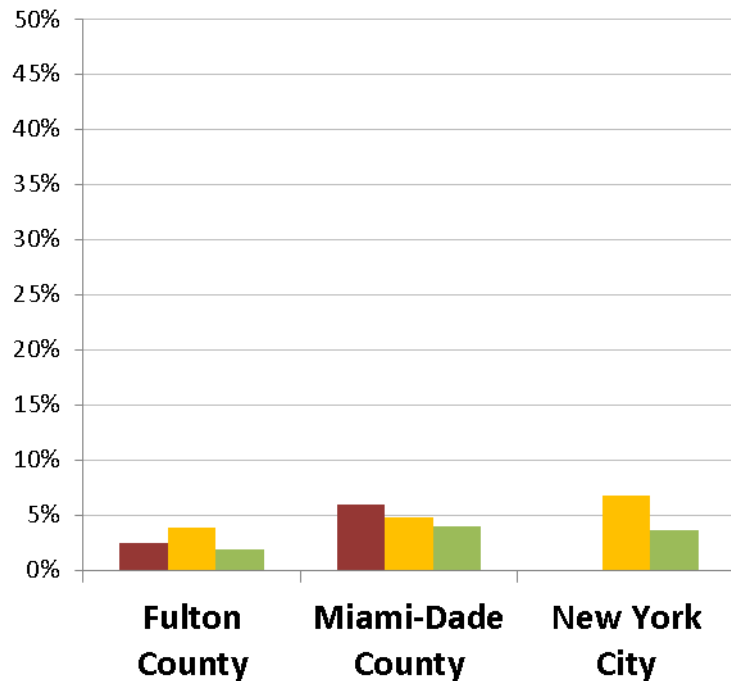


Type of Buyer for Homes Sold out of REO in 2010 and 2011

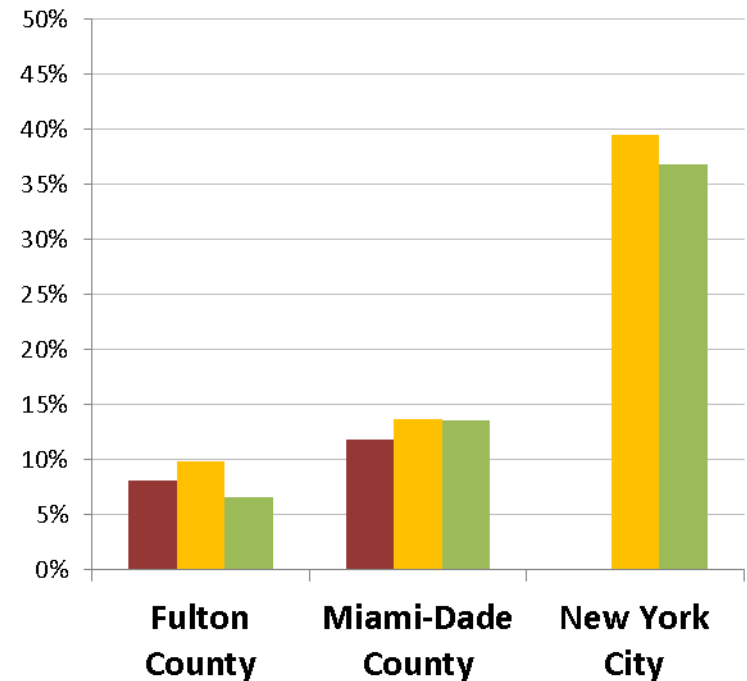


Share of Sales out of REO (2010) that were Flipped, by Tract Type

Within 3 Months



Within One Year



■ Hardest-hit ■ Moderately-hit ■ Modestly-hit