

State	2011 Counts	2012 Counts*
Alabama	438	521
Alaska	680	737
Arizona	4,029	4,646
Arkansas	444	642
California	9,066	10,517
Colorado	1,707	1,966
Connecticut	527	639
Delaware	160	151
Dist of Columbia	52	45
Florida	8,766	9,372
Georgia	3,702	3,877
Hawaii	315	395
Idaho	1,468	1,737
Illinois	610	746
Indiana	1,158	1,886
Iowa	1,612	827
Kansas	166	195
Kentucky	261	408
Louisiana	891	932
Maine	472	749
Maryland	783	892
Massachusetts	1,044	1,078
Michigan	1,486	1,624
Minnesota	803	1,938
Mississippi	84	115
Missouri	1,268	1,405
Montana	419	494
Nebraska	334	378
Nevada	930	1,189
New Hampshire	397	481
New Jersey	978	993
New Mexico	596	1,289
New York	1,792	1,545
North Carolina	3,551	4,165
North Dakota	286	417
Ohio	2,762	3,300
Oklahoma	997	1,328
Oregon	1,725	2,185
Pennsylvania	1,571	1,904
Rhode Island	233	275
South Carolina	1,475	1,845
Tennessee	2,004	2,183
Texas	21,062	23,780
Utah	1,160	1,312
Virginia	868	1,057
Washington	2,745	3,460
West Virginia	129	176
Wisconsin	1,311	1,354
Wyoming	122	163
<b>Total</b>	<b>89,439</b>	<b>103,313</b>

# Advanced Seller Data Services

[www.notesellerlist.com](http://www.notesellerlist.com)

800-992-4536

\* Data available as of 2/1/2013 Many rural counties have 4 to 12 week reporting latency between recording date and when the record is publicly available

Total Counts will increase as November and December records are received from late reporting counties

1702 Counties reporting in 2012

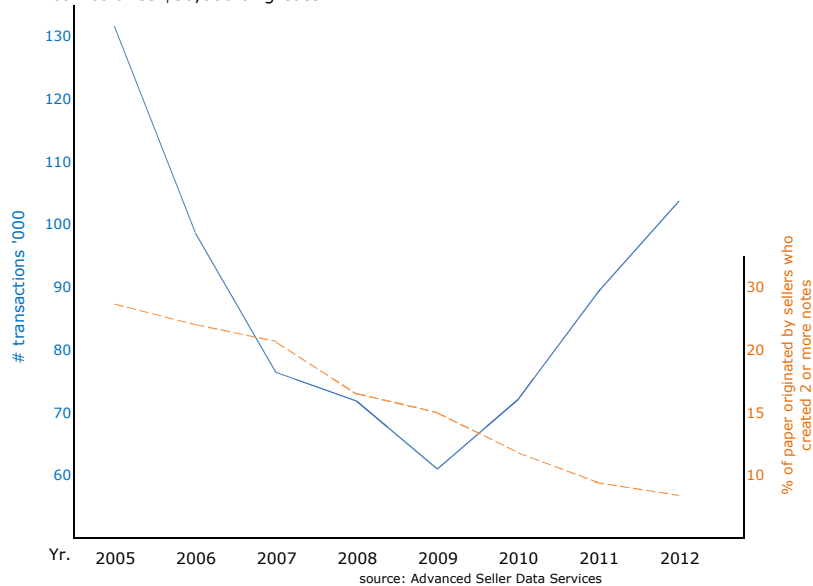
1657 Counties reporting in 2011

The 45 new counties accounted for 812 records counted in 2012

## Criteria for counts:

First Position or Wrap seller carry-back loans

Loan balance \$30,000 or greater



## Observations about market

The number of seller carry-back loans grew 15% between 2011 and 2012

Growth of individual sellers who carry one note increased 85% between 2009 and 2012

The current market is dominated by individual sellers who create only one note.

(Individual note holders comprised over 90% of market in 2012)

## Breakdown of 2012 notes created by property type and loan amount

	% of market	Ave loan size
Residential (SFR, 1-4 plex, Condo, Mobile Home)	69%	\$ 134,380
Apartments with 5+ units	3%	\$ 411,506
Commercial Properties (office, retail, special use, etc.)	12%	\$ 445,238
Improved Land up to 5 acres	10%	\$ 205,520
Agricultural and unimproved land	5%	\$ 289,737
Other	2%	\$ 304,962

These figures were pulled from records where data was available