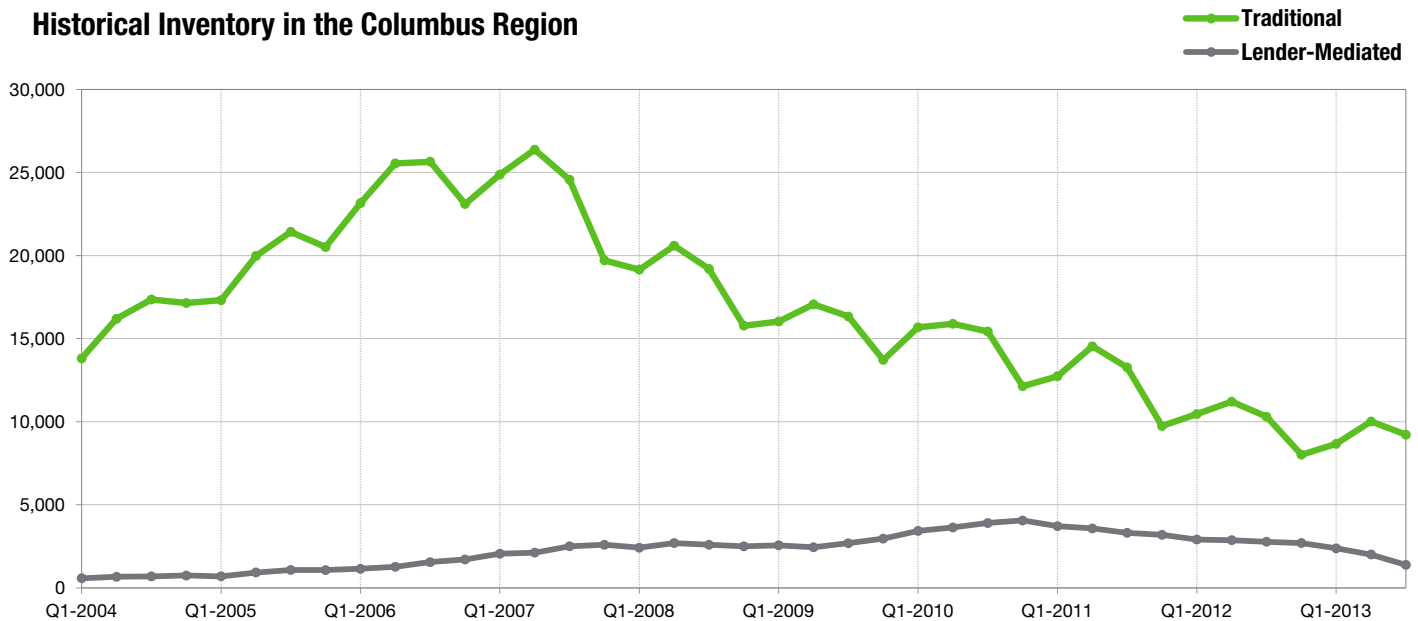


Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

Historical Inventory in the Columbus Region



Q3-2013

As the seasons transition, so too does the marketplace. New listings rose 20.1 percent since Q3-2012 for traditional homes but fell 21.8 percent for lender-mediated. Traditional closed sales rose 27.0 percent while lender-mediated sales fell 0.7 percent compared to 2012. That mix of activity has brought the percentage of all new listings that were lender-mediated down to 17.1 percent and the percentage of all closed sales that were lender-mediated down to 20.9 percent. Both figures show a decrease in market share from last year.

Since traditional properties are selling at a median price of \$175,000 and make up a growing share of the overall pie, market-wide prices are firming up. The overall median price was up 5.1 percent to \$154,500 since Q3 2012. The region has now seen seven consecutive quarters of year-over-year median price gains. Be vigilant, though, as market activity can vary dramatically across areas, price points and property segments. But overall, there is a growing sense of normalcy.



New Listings & Closed Sales	2
Inventory of Homes for Sale	3
Median Sales Price & Days on Market	4
Inventory & Closed Sales by Area	5
Median Sales Price by Area	7

[Click on desired metric to jump to that page.](#)

Explanation of Methodology

A property is considered to be "lender-mediated" when any of the following criteria are found within the Columbus REALTORS® Multiple Listing Service (MLS): The "Additional Acceptance Conditions" field notes Bank-Owned/REO (Deed Recorded), Bank-Owned/REO (Deed Not Recorded), HUD, Short Sale, VA; or, if any of the following terms are included in any of the remarks fields: bank owned, bank-owned, foreclosure, forclosure, reo, hud acquire, hud-acquire, hud-acquired, hud-owned, hud owned, hud-case, hud case, hud-owned-case, hud owned case, corporate owned, corporate-owned, corp owned, corp. owned, corp-owned, or, corp owner. This list may be adjusted at anytime.

A property is considered to be "traditional" when the "Additional Acceptance Conditions" field is not marked or None Known is selected; or, if any of the following terms are included in any of the remarks fields: not a foreclosure, not a forclosure, no foreclosure, no forclosure, not foreclosure, not forclosure, not a short sale, not a shortsale, not a short-sale, not short sale, not shortsale, not short-sale, not short sale, no shortsale, no short-sale, not a bank, not bank, no bank, tired of short sale, tired of shortsale, tired of short-sale, tired of foreclosure, or, tired of forclosure. This list may be adjusted at anytime.



Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

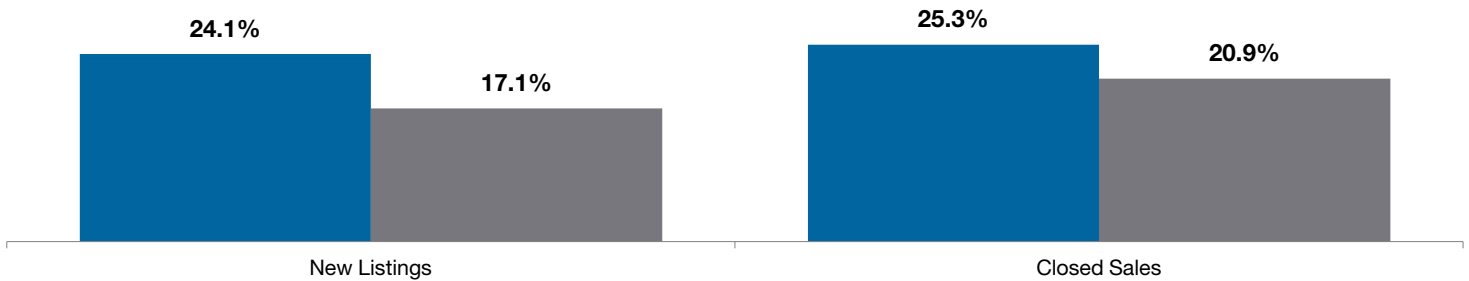


New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q3-2012	Q3-2013	+ / -	Q3-2012	Q3-2013	+ / -	Q3-2012	Q3-2013	+ / -	Q3-2012	Q3-2013
New Listings	2,166	1,694	- 21.8%	6,834	8,211	+ 20.1%	9,000	9,905	+ 10.1%	24.1%	17.1%
Closed Sales	1,674	1,663	- 0.7%	4,951	6,290	+ 27.0%	6,625	7,953	+ 20.0%	25.3%	20.9%

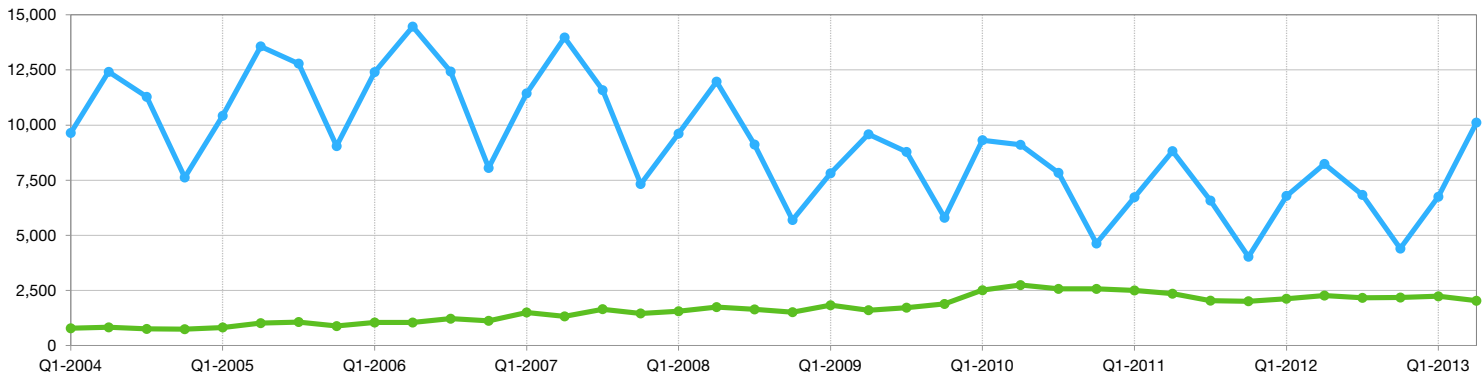
Share of Activity that was Lender-Mediated

■ Q3-2012 ■ Q3-2013



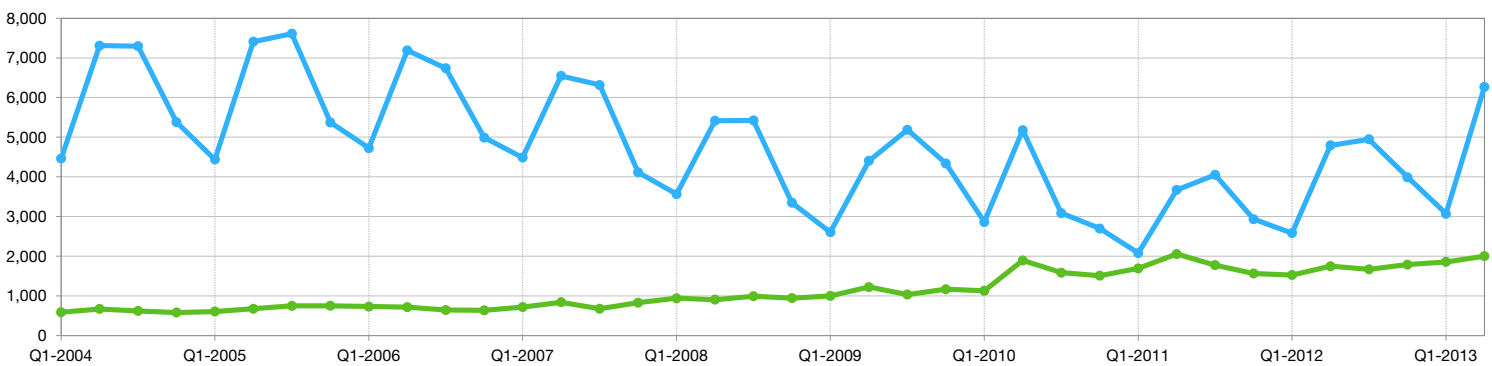
Historical New Listing Activity

— Lender-Mediated — Traditional



Historical Closed Sales Activity

— Lender-Mediated — Traditional



Lender-Mediated Properties Report

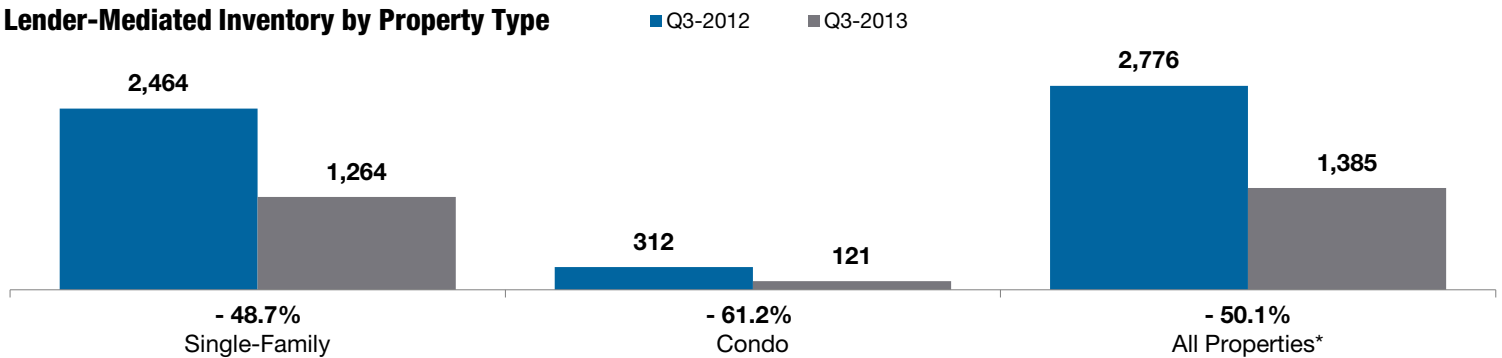
A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q3-2012	Q3-2013	+ / -	Q3-2012	Q3-2013	+ / -	Q3-2012	Q3-2013	+ / -	Q3-2012	Q3-2013
Single-Family	2,464	1,264	- 48.7%	8,562	7,951	- 7.1%	11,026	9,215	- 16.4%	22.3%	13.7%
Condo	312	121	- 61.2%	1,736	1,264	- 27.2%	2,048	1,385	- 32.4%	15.2%	8.7%
All Properties*	2,776	1,385	- 50.1%	10,298	9,215	- 10.5%	13,074	10,601	- 18.9%	21.2%	13.1%

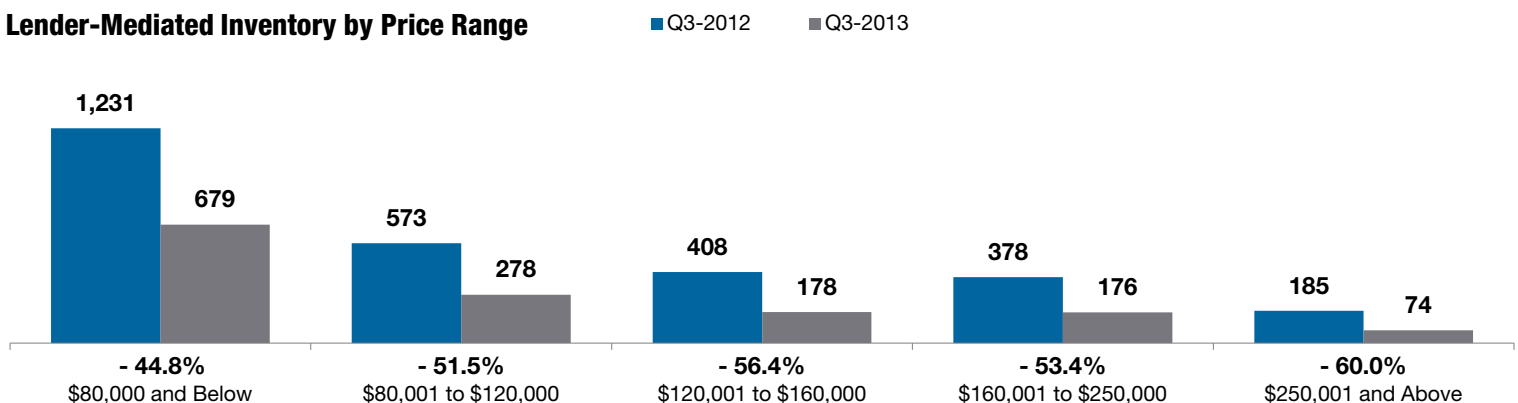
Lender-Mediated Inventory by Property Type



Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q3-2012	Q3-2013	+ / -	Q3-2012	Q3-2013	+ / -	Q3-2012	Q3-2013	+ / -	Q3-2012	Q3-2013
\$80,000 and Below	1,231	679	- 44.8%	1,514	1,499	- 1.0%	2,745	2,178	- 20.7%	44.8%	31.2%
\$80,001 to \$120,000	573	278	- 51.5%	1,682	1,517	- 9.8%	2,255	1,795	- 20.4%	25.4%	15.5%
\$120,001 to \$160,000	408	178	- 56.4%	1,945	1,617	- 16.9%	2,353	1,795	- 23.7%	17.3%	9.9%
\$160,001 to \$250,000	378	176	- 53.4%	2,514	2,082	- 17.2%	2,892	2,258	- 21.9%	13.1%	7.8%
\$250,001 and Above	185	74	- 60.0%	2,618	2,480	- 5.3%	2,803	2,554	- 8.9%	6.6%	2.9%
All Price Ranges*	2,776	1,385	- 50.1%	10,299	9,216	- 10.5%	13,075	10,601	- 18.9%	21.2%	13.1%

Lender-Mediated Inventory by Price Range



*This is not a total or average of the breakouts but shows activity for the Entire MLS.

All data from Columbus REALTORS® Multiple Listing Service (MLS). Powered by 10K Research and Marketing. | Click for Cover Page | 3

Lender-Mediated Properties Report

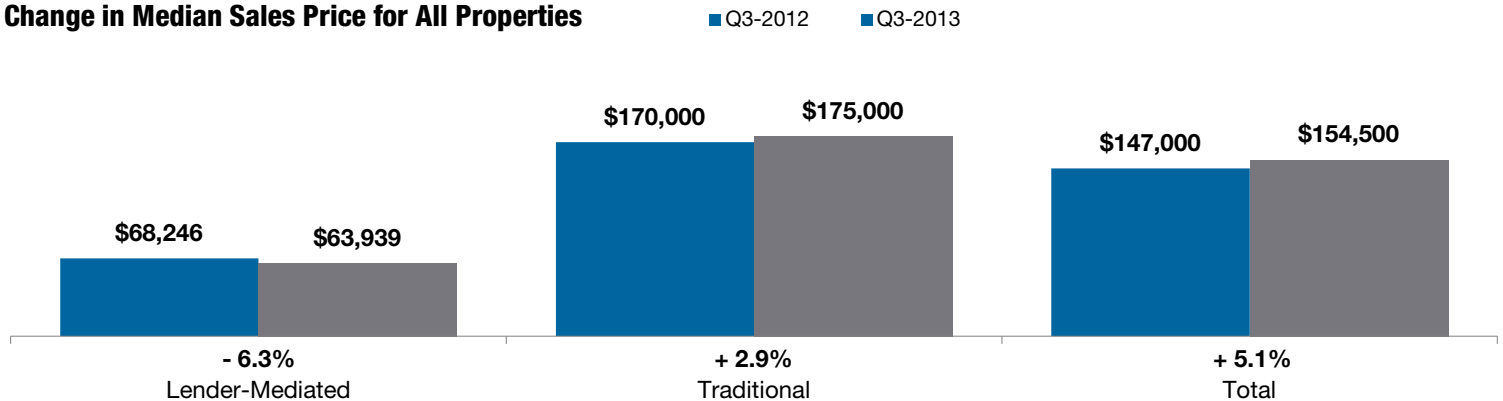
A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Median Sales Price

	Lender-Mediated			Traditional			Total		
	Q3-2012	Q3-2013	+ / -	Q3-2012	Q3-2013	+ / -	Q3-2012	Q3-2013	+ / -
Single-Family	\$70,000	\$62,273	- 11.0%	\$179,900	\$184,000	+ 2.3%	\$152,000	\$160,000	+ 5.3%
Condo	\$62,000	\$67,500	+ 8.9%	\$136,500	\$135,000	- 1.1%	\$120,497	\$125,875	+ 4.5%
All Properties*	\$68,246	\$63,939	- 6.3%	\$170,000	\$175,000	+ 2.9%	\$147,000	\$154,500	+ 5.1%

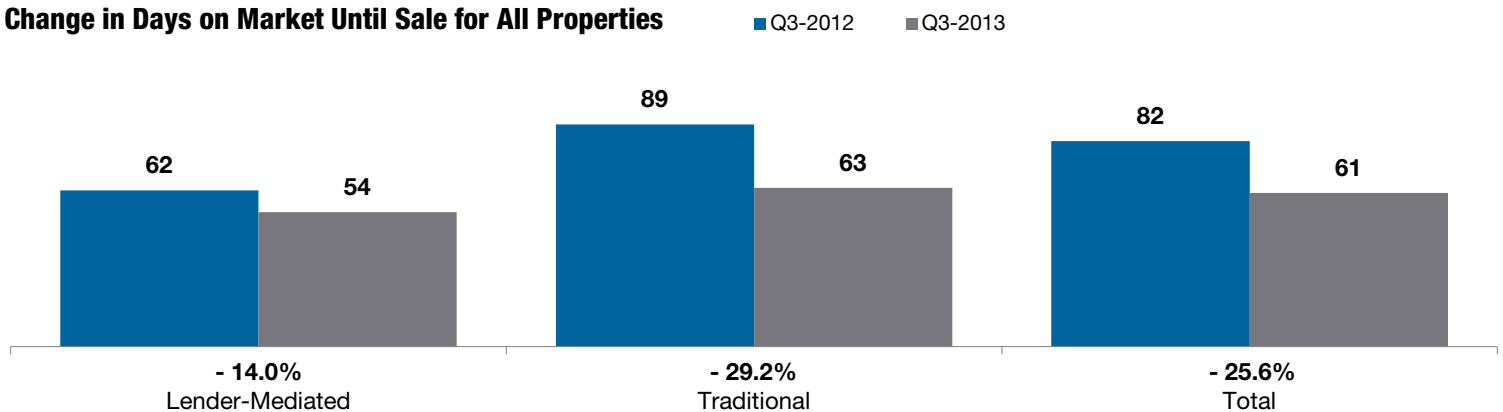
Change in Median Sales Price for All Properties



Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Q3-2012	Q3-2013	+ / -	Q3-2012	Q3-2013	+ / -	Q3-2012	Q3-2013	+ / -
Single-Family	61	53	- 13.4%	83	59	- 28.9%	77	58	- 24.7%
Condo	71	59	- 17.2%	118	85	- 28.0%	109	81	- 25.7%
All Properties*	62	54	- 14.0%	89	63	- 29.2%	82	61	- 25.6%

Change in Days on Market Until Sale for All Properties



*This is not a total or average of the breakouts but shows activity for the Entire MLS.

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Inventory and Closed Sales by Area

	Inventory for Q3-2013			Closed Sales for Q3-2013		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
ENTIRE MLS	10,601	1,385	13.1%	7,953	1,663	20.9%

COUNTIES

Champaign County	125	9	7.2%	39	5	12.8%
Clark County	67	3	4.5%	29	3	10.3%
Delaware County	1,008	70	6.9%	998	97	9.7%
Fairfield County	772	100	13.0%	453	100	22.1%
Fayette County	124	21	16.9%	63	19	30.2%
Franklin County	5,445	875	16.1%	4,841	1,109	22.9%
Hocking County	158	13	8.2%	53	5	9.4%
Knox County	234	10	4.3%	126	25	19.8%
Licking County	1,077	104	9.7%	590	132	22.4%
Logan County	92	3	3.3%	38	5	13.2%
Madison County	198	23	11.6%	89	14	15.7%
Marion County	142	9	6.3%	39	4	10.3%
Morrow County	130	15	11.5%	78	13	16.7%
Muskingum County	75	18	24.0%	25	11	44.0%
Perry County	116	11	9.5%	31	7	22.6%
Pickaway County	267	18	6.7%	151	44	29.1%
Ross County	47	11	23.4%	18	9	50.0%
Union County	276	30	10.9%	228	33	14.5%

COMMUNITIES/SCHOOL DISTRICTS

Beechwood / Clintonville	153	3	2.0%	214	15	7.0%
Bexley (Corp.)	47	3	6.4%	78	3	3.8%
Blacklick (43004)	175	28	16.0%	146	45	30.8%
Big Walnut Local School District	110	12	10.9%	81	6	7.4%
Buckeye Valley Local School District	85	7	8.2%	72	4	5.6%
Canal Winchester City School District	103	19	18.4%	78	17	21.8%
Circleville City School District	95	4	4.2%	34	7	20.6%
Columbus (Corp.)	3,532	660	18.7%	2,978	805	27.0%
Columbus City School District	2,420	473	19.5%	1,744	565	32.4%
Delaware City School District	166	15	9.0%	175	29	16.6%
Downtown Columbus (43215)	77	4	5.2%	67	0	0.0%
Dublin City School District	415	26	6.3%	401	38	9.5%
Dublin (Corp.)	222	4	1.8%	251	24	9.6%
Gahanna Jefferson City School District	218	21	9.6%	196	24	12.2%
Gahanna (Corp.)	132	16	12.1%	140	16	11.4%
German Village (43206 and German Village subdivision)	53	1	1.9%	51	0	0.0%
Grandview Heights (Corp.)	30	0	0.0%	31	0	0.0%
Granville Exempted Village School District	114	4	3.5%	67	5	7.5%
Groveport Madison Local School District	183	52	28.4%	148	67	45.3%

[Communities/School Districts continued on page 6](#)

Inventory and Closed Sales by Area

COMMUNITIES/SCHOOL DISTRICTS <small>Cont. from page 5</small>	Inventory for Q3-2013			Closed Sales for Q3-2013		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
Grove City (Corp.)	237	33	13.9%	190	33	17.4%
Hamilton Local School District	42	10	23.8%	25	14	56.0%
Hilliard City School District	409	39	9.5%	501	50	10.0%
Hilliard (Corp.)	121	14	11.6%	181	14	7.7%
Johnstown-Monroe Local School District	48	5	10.4%	33	7	21.2%
Jonathan Alder Local School District (Plain City)	38	1	2.6%	31	4	12.9%
Lancaster City School District	237	29	12.2%	123	35	28.5%
Lithopolis (Corp.)	11	1	9.1%	5	2	40.0%
London City School District	102	7	6.9%	42	5	11.9%
Marysville Exempted Village City School District	147	23	15.6%	140	24	17.1%
Minerva Park (Corp.)	15	5	33.3%	13	2	15.4%
Miami Trace Local School District	66	8	12.1%	33	8	24.2%
New Albany (Corp.)	90	5	5.6%	70	6	8.6%
New Albany Plain Local School District	137	9	6.6%	127	18	14.2%
Newark City School District	322	33	10.2%	164	41	25.0%
Northridge Local School District	46	8	17.4%	34	7	20.6%
Obetz (Corp.)	17	4	23.5%	9	4	44.4%
Olentangy Local School District	441	23	5.2%	512	47	9.2%
Pataskala (Corp.)	100	6	6.0%	65	12	18.5%
Pickerington (Corp.)	115	17	14.8%	89	22	24.7%
Pickerington Local School District	267	43	16.1%	193	35	18.1%
Powell (Corp.)	51	4	7.8%	84	6	7.1%
Reynoldsburg City School District	213	29	13.6%	117	34	29.1%
South-Western City School District (Grove City)	671	108	16.1%	505	137	27.1%
Sunbury (Corp.)	18	5	27.8%	23	2	8.7%
Upper Arlington City School District	135	6	4.4%	229	9	3.9%
Valleyview (Corp.)	4	1	25.0%	2	1	50.0%
Washington Court House City School District	64	14	21.9%	31	11	35.5%
Jefferson Local School District (West Jefferson)	28	8	28.6%	16	3	18.8%
Westerville City School District	382	56	14.7%	433	68	15.7%
Westerville (Corp.)	133	16	12.0%	188	16	8.5%
Whitehall (Corp.)	56	13	23.2%	50	24	48.0%
Worthington City School District	207	16	7.7%	307	31	10.1%
Worthington (Corp.)	45	2	4.4%	87	3	3.4%

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Median Sales Price by Area

	Lender-Mediated			Traditional		
	Q3-2012	Q3-2013	+ / -	Q3-2012	Q3-2013	+ / -
ENTIRE MLS	\$68,246	\$63,939	- 6.3%	\$170,000	\$175,000	+ 2.9%

COUNTIES

Champaign County	\$68,900	\$70,000	+ 1.6%	\$124,500	\$131,500	+ 5.6%
Clark County	\$33,033	\$167,505	+ 407.1%	\$155,000	\$112,250	- 27.6%
Delaware County	\$185,000	\$176,900	- 4.4%	\$260,000	\$258,801	- 0.5%
Fairfield County	\$102,250	\$89,204	- 12.8%	\$154,950	\$162,500	+ 4.9%
Fayette County	\$34,500	\$35,299	+ 2.3%	\$97,750	\$99,950	+ 2.3%
Franklin County	\$60,000	\$55,500	- 7.5%	\$166,000	\$170,500	+ 2.7%
Hocking County	\$65,000	\$53,000	- 18.5%	\$128,750	\$144,950	+ 12.6%
Knox County	\$53,750	\$55,750	+ 3.7%	\$154,900	\$137,000	- 11.6%
Licking County	\$89,950	\$87,389	- 2.8%	\$149,900	\$156,000	+ 4.1%
Logan County	\$54,500	\$35,200	- 35.4%	\$123,000	\$153,000	+ 24.4%
Madison County	\$72,850	\$80,000	+ 9.8%	\$132,000	\$151,000	+ 14.4%
Marion County	\$24,000	\$24,750	+ 3.1%	\$120,000	\$125,200	+ 4.3%
Morrow County	\$50,000	\$55,500	+ 11.0%	\$120,000	\$122,500	+ 2.1%
Muskingum County	\$45,000	\$50,900	+ 13.1%	\$160,000	\$111,000	- 30.6%
Perry County	\$33,475	\$120,000	+ 258.5%	\$179,900	\$164,000	- 8.8%
Pickaway County	\$97,000	\$98,000	+ 1.0%	\$139,500	\$136,900	- 1.9%
Ross County	\$38,000	\$43,000	+ 13.2%	\$115,000	\$112,900	- 1.8%
Union County	\$122,000	\$75,050	- 38.5%	\$202,500	\$190,000	- 6.2%

COMMUNITIES/SCHOOL DISTRICTS

Beechwold / Clintonville	\$128,000	\$95,699	- 25.2%	\$188,000	\$193,875	+ 3.1%
Bexley (Corp.)	\$174,500	\$85,000	- 51.3%	\$296,500	\$277,000	- 6.6%
Blacklick (43004)	\$99,553	\$97,399	- 2.2%	\$150,000	\$155,152	+ 3.4%
Big Walnut Local School District	\$144,000	\$116,250	- 19.3%	\$234,500	\$245,000	+ 4.5%
Buckeye Valley Local School District	\$108,000	\$99,950	- 7.5%	\$250,000	\$286,250	+ 14.5%
Canal Winchester City School District	\$100,000	\$90,000	- 10.0%	\$138,000	\$163,000	+ 18.1%
Circleville City School District	\$53,000	\$60,900	+ 14.9%	\$105,000	\$135,000	+ 28.6%
Columbus (Corp.)	\$52,000	\$49,940	- 4.0%	\$144,000	\$150,000	+ 4.2%
Columbus City School District	\$33,900	\$33,000	- 2.7%	\$134,900	\$148,500	+ 10.1%
Delaware City School District	\$98,050	\$115,000	+ 17.3%	\$159,250	\$163,750	+ 2.8%
Downtown Columbus (43215)	\$179,675	\$0	- 100.0%	\$255,000	\$212,000	- 16.9%
Dublin City School District	\$120,000	\$197,750	+ 64.8%	\$259,950	\$269,900	+ 3.8%
Dublin (Corp.)	\$260,000	\$238,750	- 8.2%	\$314,900	\$336,000	+ 6.7%
Gahanna Jefferson City School District	\$121,268	\$94,250	- 22.3%	\$187,680	\$195,000	+ 3.9%
Gahanna (Corp.)	\$103,000	\$87,550	- 15.0%	\$174,900	\$196,000	+ 12.1%
German Village (43206 and German Village subdivision)	\$610,000	\$0	- 100.0%	\$300,000	\$268,000	- 10.7%
Grandview Heights (Corp.)	\$167,500	\$0	- 100.0%	\$176,600	\$250,000	+ 41.6%
Granville Exempted Village School District	\$187,500	\$186,000	- 0.8%	\$301,000	\$265,000	- 12.0%
Groveport Madison Local School District	\$50,750	\$58,550	+ 15.4%	\$92,500	\$104,900	+ 13.4%

Communities/School Districts continued on page 8

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Median Sales Price by Area

COMMUNITIES/SCHOOL DISTRICTS <small>Cont. from page 7</small>	Lender-Mediated			Traditional		
	Q3-2012	Q3-2013	+ / -	Q3-2012	Q3-2013	+ / -
Grove City (Corp.)	\$91,750	\$82,600	- 10.0%	\$160,000	\$159,000	- 0.6%
Hamilton Local School District	\$51,515	\$60,105	+ 16.7%	\$71,550	\$98,000	+ 37.0%
Hilliard City School District	\$111,200	\$145,500	+ 30.8%	\$174,900	\$185,000	+ 5.8%
Hilliard (Corp.)	\$114,000	\$158,276	+ 38.8%	\$198,000	\$229,900	+ 16.1%
Johnstown-Monroe Local School District	\$85,950	\$153,000	+ 78.0%	\$175,000	\$159,450	- 8.9%
Jonathan Alder Local School District (Plain City)	\$45,350	\$133,000	+ 193.3%	\$225,000	\$185,500	- 17.6%
Lancaster City School District	\$45,500	\$47,900	+ 5.3%	\$117,500	\$119,900	+ 2.0%
Lithopolis (Corp.)	\$142,975	\$136,000	- 4.9%	\$159,750	\$155,500	- 2.7%
London City School District	\$57,000	\$75,000	+ 31.6%	\$127,000	\$145,000	+ 14.2%
Marysville Exempted Village City School District	\$125,250	\$72,500	- 42.1%	\$168,000	\$173,000	+ 3.0%
Minerva Park (Corp.)	\$0	\$80,000	--	\$127,500	\$154,900	+ 21.5%
Miami Trace Local School District	\$35,250	\$59,450	+ 68.7%	\$98,900	\$99,900	+ 1.0%
New Albany (Corp.)	\$275,000	\$387,400	+ 40.9%	\$495,000	\$461,850	- 6.7%
New Albany Plain Local School District	\$180,918	\$241,000	+ 33.2%	\$357,250	\$342,000	- 4.3%
Newark City School District	\$42,806	\$37,000	- 13.6%	\$121,500	\$105,000	- 13.6%
Northridge Local School District	\$113,500	\$41,598	- 63.3%	\$190,000	\$190,000	0.0%
Obetz (Corp.)	\$74,250	\$51,000	- 31.3%	\$77,000	\$101,000	+ 31.2%
Olentangy Local School District	\$240,300	\$225,000	- 6.4%	\$285,000	\$289,250	+ 1.5%
Pataskala (Corp.)	\$108,550	\$135,282	+ 24.6%	\$152,000	\$158,000	+ 3.9%
Pickerington (Corp.)	\$130,500	\$146,850	+ 12.5%	\$175,450	\$175,000	- 0.3%
Pickerington Local School District	\$134,000	\$144,400	+ 7.8%	\$174,000	\$177,950	+ 2.3%
Powell (Corp.)	\$281,000	\$220,000	- 21.7%	\$297,900	\$299,950	+ 0.7%
Reynoldsburg City School District	\$83,576	\$86,500	+ 3.5%	\$124,750	\$131,000	+ 5.0%
South-Western City School District (Grove City)	\$65,061	\$60,917	- 6.4%	\$129,970	\$137,000	+ 5.4%
Sunbury (Corp.)	\$136,000	\$74,750	- 45.0%	\$185,500	\$210,000	+ 13.2%
Upper Arlington City School District	\$188,450	\$164,900	- 12.5%	\$297,000	\$333,000	+ 12.1%
Valleyview (Corp.)	\$28,750	\$30,777	+ 7.1%	\$82,000	\$90,000	+ 9.8%
Washington Court House City School District	\$27,000	\$30,000	+ 11.1%	\$77,250	\$92,450	+ 19.7%
Jefferson Local School District (West Jefferson)	\$97,000	\$62,273	- 35.8%	\$131,000	\$132,500	+ 1.1%
Westerville City School District	\$106,550	\$85,703	- 19.6%	\$187,000	\$185,000	- 1.1%
Westerville (Corp.)	\$131,000	\$126,751	- 3.2%	\$210,450	\$205,000	- 2.6%
Whitehall (Corp.)	\$28,000	\$37,050	+ 32.3%	\$63,000	\$68,950	+ 9.4%
Worthington City School District	\$114,500	\$100,000	- 12.7%	\$203,060	\$219,450	+ 8.1%
Worthington (Corp.)	\$149,000	\$103,500	-30.5%	\$210,000	\$239,508	14.1%