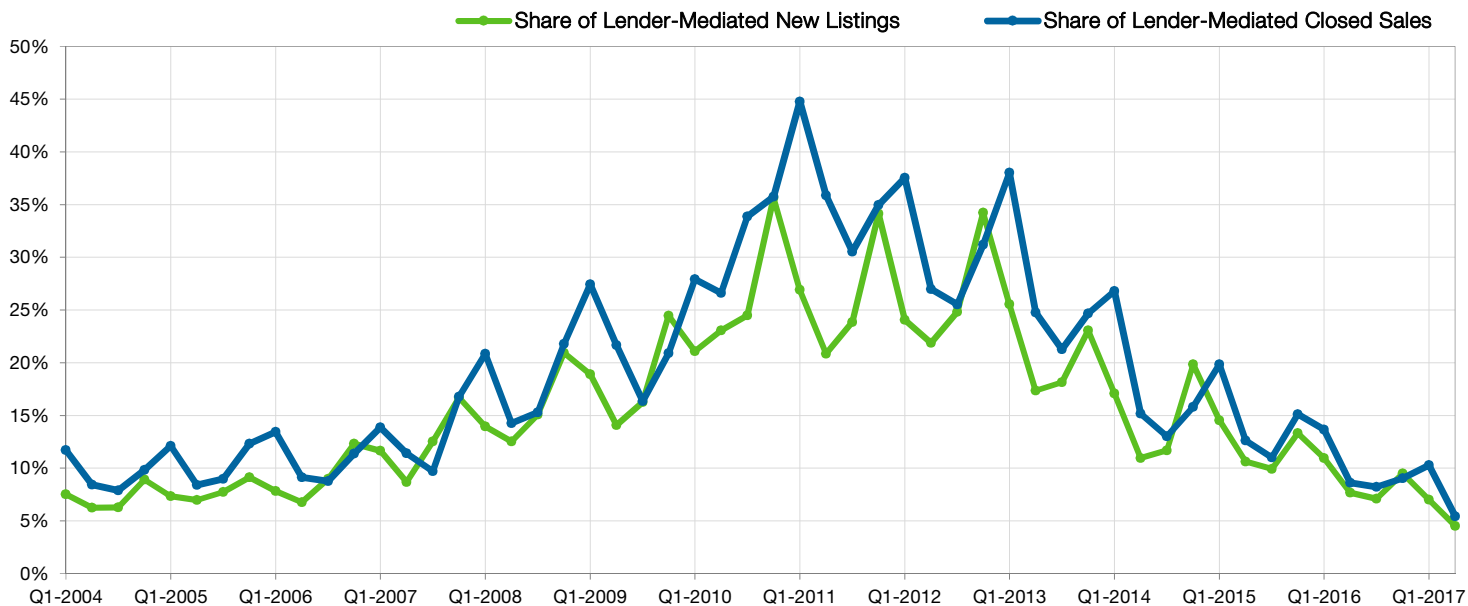


# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

## Share of Total Activity That is Lender-Mediated



## Q2-2017



New Listings in the Columbus region decreased 0.1 percent to 11,822.

- Traditional New Listings increased 3.3 percent to 11,286.
- Lender-mediated New Listings decreased 40.9 percent to 536.
- The share of all New Listings that were lender-mediated fell to 4.5 percent.

Closed Sales were down 2.1 percent to 9,172.

- Traditional Closed Sales were up 1.2 percent to 8,673.
- Lender-mediated Closed Sales were down 38.2 percent to 499.
- The share of all Closed Sales that were lender-mediated fell to 5.4 percent.

The Median Sales Price rose 8.0 percent to \$189,000.

- The traditional Median Sales Price rose 5.3 percent to \$194,499.
- The lender-mediated Median Sales Price rose 4.1 percent to \$75,500.

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

### 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, foreclosure, 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 any time.

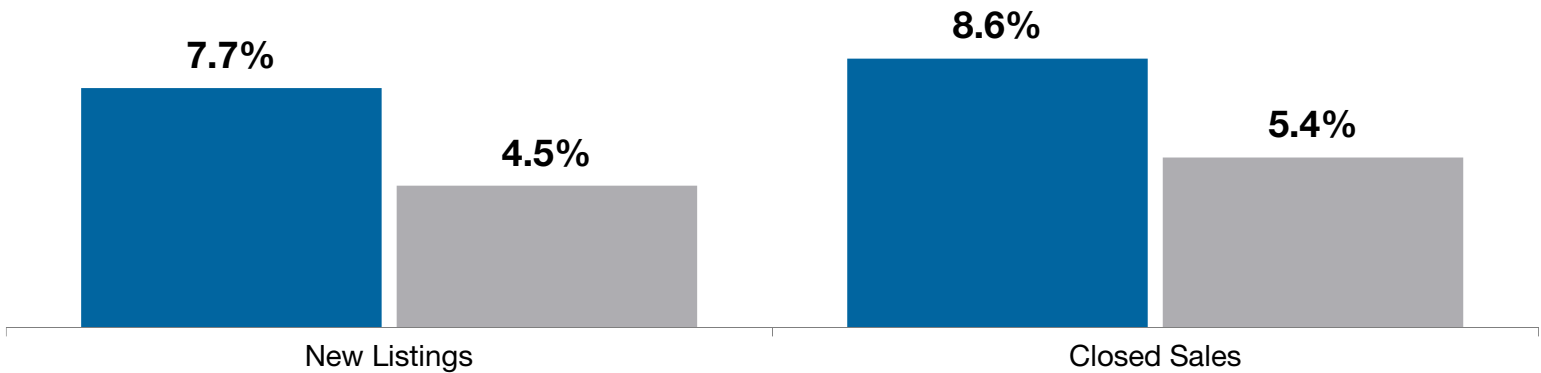
A property is considered to be "traditional" when the "Additional Acceptance Conditions" field is not marked or None Known is selected; or, if any of the following terms are included in any of the remarks fields: not a foreclosure, not a foreclosure, no foreclosure, no foreclosure, not foreclosure, not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



## New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q2-2016	Q2-2017	+ / -	Q2-2016	Q2-2017	+ / -	Q2-2016	Q2-2017	+ / -	Q2-2016	Q2-2017
New Listings	907	536	- 40.9%	10,929	11,286	+ 3.3%	11,836	11,822	- 0.1%	7.7%	4.5%
Closed Sales	807	499	- 38.2%	8,566	8,673	+ 1.2%	9,373	9,172	- 2.1%	8.6%	5.4%

### Share of Activity that was Lender-Mediated



## Closed Sales by Price Range

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q2-2016	Q2-2017	+ / -	Q2-2016	Q2-2017	+ / -	Q2-2016	Q2-2017	+ / -	Q2-2016	Q2-2017
\$80,000 and Below	448	269	- 40.0%	752	708	- 5.9%	1,200	977	- 18.6%	37.3%	27.5%
\$80,001 to \$120,000	133	88	- 33.8%	1,056	959	- 9.2%	1,189	1,047	- 11.9%	11.2%	8.4%
\$120,001 to \$160,000	106	60	- 43.4%	1,636	1,568	- 4.2%	1,742	1,628	- 6.5%	6.1%	3.7%
\$160,001 to \$250,000	82	56	- 31.7%	2,645	2,647	+ 0.1%	2,727	2,703	- 0.9%	3.0%	2.1%
\$250,001 and Above	38	26	- 31.6%	2,477	2,791	+ 12.7%	2,515	2,817	+ 12.0%	1.5%	0.9%
<b>All Price Ranges*</b>	<b>807</b>	<b>499</b>	<b>- 38.2%</b>	<b>8,566</b>	<b>8,673</b>	<b>+ 1.2%</b>	<b>9,373</b>	<b>9,172</b>	<b>- 2.1%</b>	<b>8.6%</b>	<b>5.4%</b>

## Lender-Mediated Sales by Property Type

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q2-2016	Q2-2017	+ / -	Q2-2016	Q2-2017	+ / -	Q2-2016	Q2-2017	+ / -	Q2-2016	Q2-2017
Single-Family	739	454	- 38.6%	7,218	7,279	+ 0.8%	7,957	7,733	- 2.8%	9.3%	5.9%
Condo	67	38	- 43.3%	1,348	1,363	+ 1.1%	1,415	1,401	- 1.0%	4.7%	2.7%
<b>All Properties*</b>	<b>806</b>	<b>492</b>	<b>- 39.0%</b>	<b>8,566</b>	<b>8,642</b>	<b>+ 0.9%</b>	<b>9,372</b>	<b>9,134</b>	<b>- 2.5%</b>	<b>8.6%</b>	<b>+ 5.4%</b>

# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

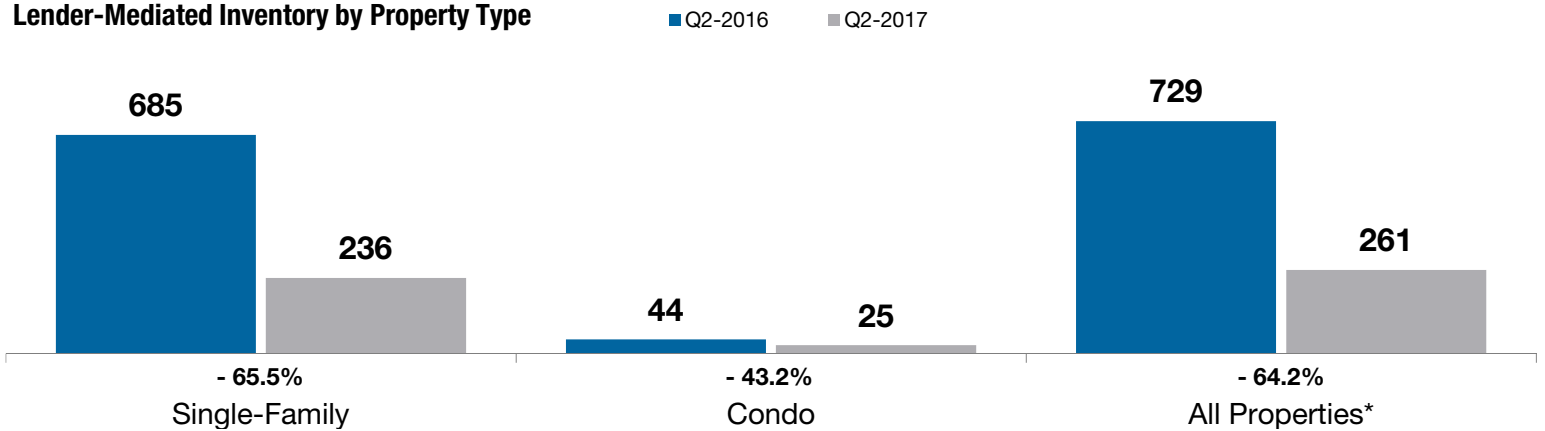
Prior year inventory in this report includes listings that were in contract last year but subsequently did not close.



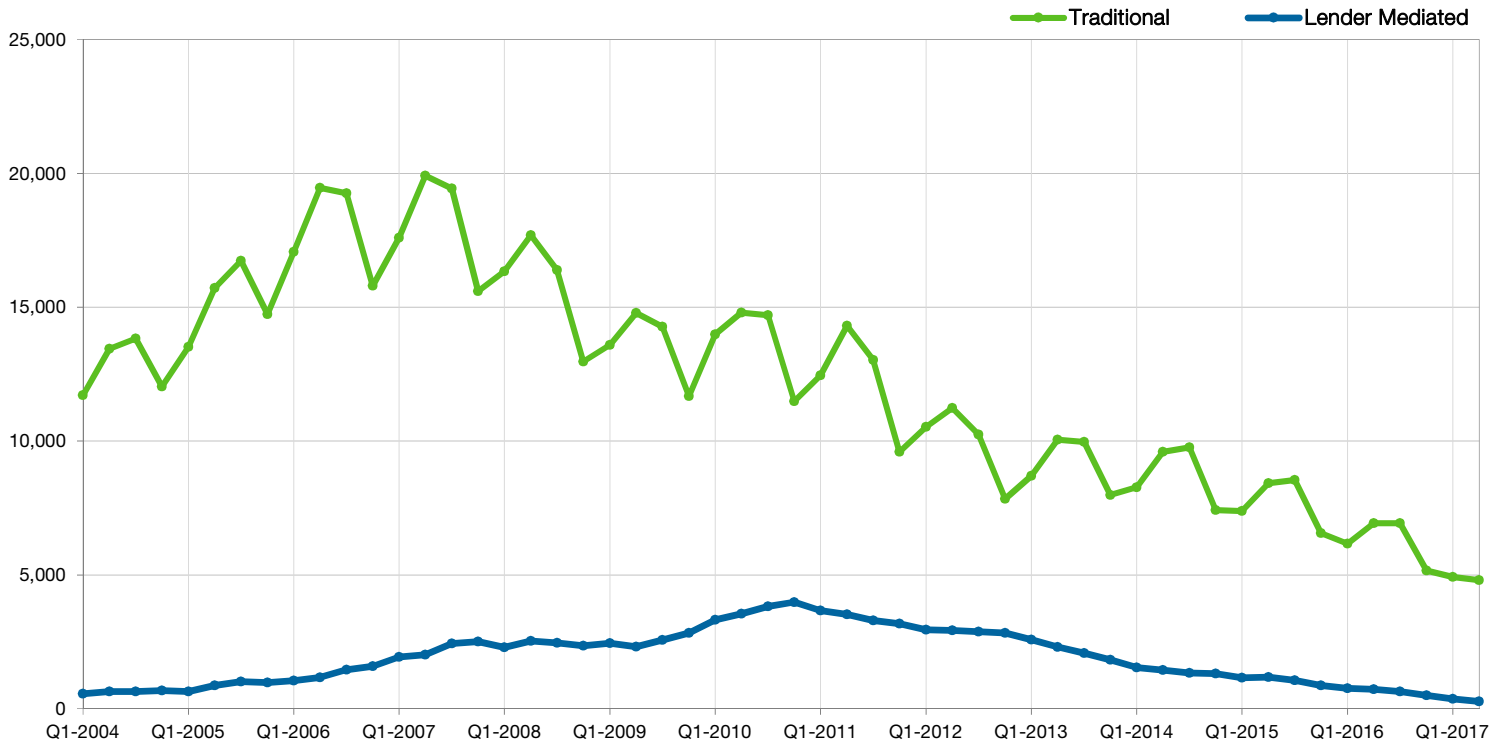
## Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q2-2016	Q2-2017	+ / -	Q2-2016	Q2-2017	+ / -	Q2-2016	Q2-2017	+ / -	Q2-2016	Q2-2017
Single-Family	685	236	- 65.5%	6,132	4,275	- 30.3%	6,817	4,511	- 33.8%	10.0%	5.2%
Condo	44	25	- 43.2%	804	504	- 37.3%	848	529	- 37.6%	5.2%	4.7%
<b>All Properties*</b>	<b>729</b>	<b>261</b>	<b>- 64.2%</b>	<b>6,936</b>	<b>4,779</b>	<b>- 31.1%</b>	<b>7,665</b>	<b>5,040</b>	<b>- 34.2%</b>	<b>9.5%</b>	<b>5.2%</b>

### Lender-Mediated Inventory by Property Type



## Historical Inventory in the Columbus Region



\* 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). Report © 2017 ShowingTime. | 3

# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

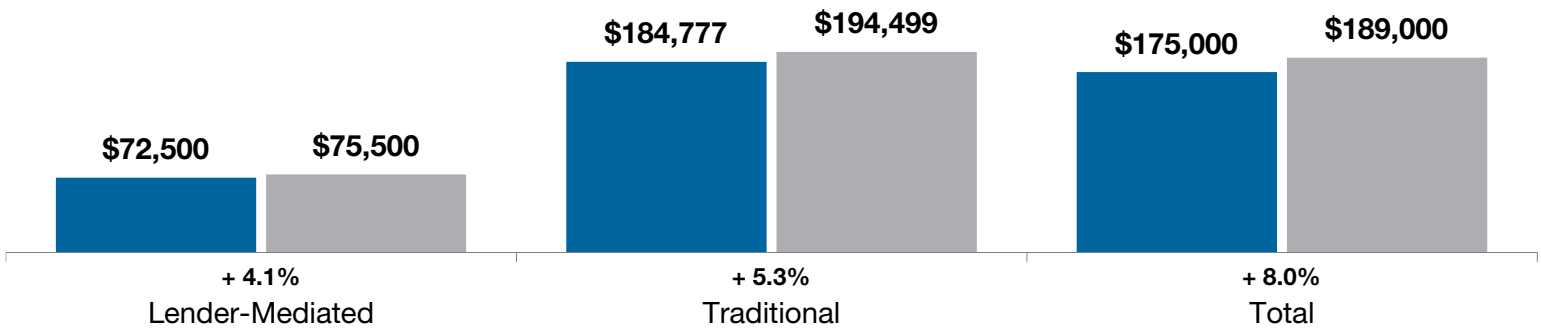


## Median Sales Price

	Lender-Mediated			Traditional			Total		
	Q2-2016	Q2-2017	+ / -	Q2-2016	Q2-2017	+ / -	Q2-2016	Q2-2017	+ / -
Single-Family	\$73,172	\$76,190	+ 4.1%	\$191,000	\$205,000	+ 7.3%	\$182,500	\$198,000	+ 8.5%
Condo	\$68,500	\$67,689	- 1.2%	\$145,000	\$153,000	+ 5.5%	\$141,000	\$150,000	+ 6.4%
<b>All Properties*</b>	<b>\$72,500</b>	<b>\$75,500</b>	<b>+ 4.1%</b>	<b>\$184,777</b>	<b>\$194,499</b>	<b>+ 5.3%</b>	<b>\$175,000</b>	<b>\$189,000</b>	<b>+ 8.0%</b>

### Change in Median Sales Price for All Properties

■ Q2-2016 ■ Q2-2017

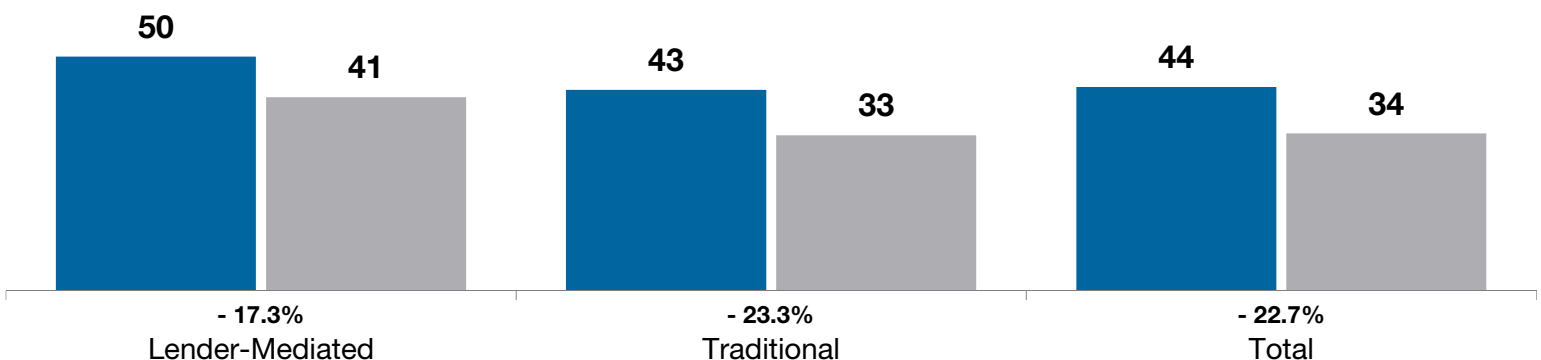


## Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Q2-2016	Q2-2017	+ / -	Q2-2016	Q2-2017	+ / -	Q2-2016	Q2-2017	+ / -
Single-Family	51	41	- 18.6%	44	34	- 22.7%	44	35	- 20.5%
Condo	47	46	- 3.0%	39	28	- 28.2%	39	28	- 28.2%
<b>All Properties*</b>	<b>50</b>	<b>41</b>	<b>- 17.3%</b>	<b>43</b>	<b>33</b>	<b>- 23.3%</b>	<b>44</b>	<b>34</b>	<b>- 22.7%</b>

### Change in Days on Market Until Sale for All Properties

■ Q2-2016 ■ Q2-2017



\* 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). Report © 2017 ShowingTime. | 4

# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



## Inventory and Closed Sales by Area

	Inventory for Q2-2017			Closed Sales for Q2-2017		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
<b>ENTIRE MLS</b>	<b>5,040</b>	<b>261</b>	<b>5.2%</b>	<b>9,172</b>	<b>499</b>	<b>5.4%</b>
<b>COUNTIES</b>						
Champaign County	38	2	5.3%	45	5	11.1%
Clark County	36	5	13.9%	46	4	8.7%
Delaware County	666	12	1.8%	981	15	1.5%
Fairfield County	335	16	4.8%	628	39	6.2%
Fayette County	56	4	7.1%	64	3	4.7%
Franklin County	2,288	131	5.7%	5,467	307	5.6%
Hocking County	65	6	9.2%	66	6	9.1%
Knox County	117	3	2.6%	128	6	4.7%
Licking County	495	19	3.8%	742	40	5.4%
Logan County	58	0	0.0%	46	1	2.2%
Madison County	96	10	10.4%	140	11	7.9%
Marion County	56	3	5.4%	64	8	12.5%
Morrow County	67	3	4.5%	78	4	5.1%
Muskingum County	87	4	4.6%	55	5	9.1%
Perry County	72	9	12.5%	57	6	10.5%
Pickaway County	139	12	8.6%	193	8	4.1%
Ross County	62	6	9.7%	52	5	9.6%
Union County	173	4	2.3%	259	14	5.4%

### COMMUNITIES / SCHOOL DISTRICTS

Beechwold / Clintonville	59	0	0.0%	231	3	1.3%
Bexley (Corp.)	44	0	0.0%	75	0	0.0%
Blacklick (43004)	91	3	3.3%	197	4	2.0%
Big Walnut Local School District	56	0	0.0%	83	1	1.2%
Buckeye Valley Local School District	46	3	6.5%	65	4	6.2%
Canal Winchester City School District	51	6	11.8%	113	1	0.9%
Circleville City School District	54	4	7.4%	55	2	3.6%
Columbus (Corp.)	1,239	99	8.0%	3,393	207	6.1%
Columbus City School District	926	74	8.0%	2,018	167	8.3%
Delaware City School District	63	4	6.3%	156	6	3.8%
Downtown Columbus (43215)	80	1	1.3%	75	0	0.0%
Dublin City School District	243	3	1.2%	411	7	1.7%
Dublin (Corp.)	179	1	0.6%	252	3	1.2%
Gahanna Jefferson City School District	112	0	0.0%	257	6	2.3%
Gahanna (Corp.)	44	0	0.0%	183	6	3.3%
German Village (43206 and German Village subdivision)	29	0	0.0%	39	0	0.0%
Grandview Heights (Corp.)	22	0	0.0%	43	2	4.7%
Granville Exempted Village School District	85	2	2.4%	58	0	0.0%
Groveport Madison Local School District	73	13	17.8%	200	21	10.5%

Communities/School Districts continued on page 6

# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



## Inventory and Closed Sales by Area

COMMUNITIES/SCHOOL DISTRICTS <small>Cont. from page 5</small>	Inventory for Q2-2017			Closed Sales for Q2-2017		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
Grove City (Corp.)	104	2	1.9%	244	11	4.5%
Hamilton Local School District	20	2	10.0%	39	3	7.7%
Hilliard City School District	192	3	1.6%	483	11	2.3%
Hilliard (Corp.)	81	0	0.0%	170	3	1.8%
Johnstown-Monroe Local School District	18	0	0.0%	40	3	7.5%
Jonathan Alder Local School District (Plain City)	29	0	0.0%	31	1	3.2%
Lancaster City School District	100	6	6.0%	176	14	8.0%
Lithopolis (Corp.)	5	0	0.0%	9	0	0.0%
London City School District	45	7	15.6%	63	5	7.9%
Marysville Exempted Village City School District	63	2	3.2%	143	8	5.6%
Minerva Park (Corp.)	6	0	0.0%	16	1	6.3%
Miami Trace Local School District	23	3	13.0%	29	2	6.9%
New Albany (Corp.)	89	0	0.0%	79	3	3.8%
New Albany Plain Local School District	108	0	0.0%	128	5	3.9%
Newark City School District	122	11	9.0%	219	13	5.9%
Northridge Local School District	22	0	0.0%	33	2	6.1%
Obetz (Corp.)	7	0	0.0%	23	7	30.4%
Olentangy Local School District	374	4	1.1%	498	1	0.2%
Pataskala (Corp.)	44	1	2.3%	99	6	6.1%
Pickerington (Corp.)	46	1	2.2%	137	2	1.5%
Pickerington Local School District	109	1	0.9%	274	7	2.6%
Powell (Corp.)	59	0	0.0%	82	0	0.0%
Reynoldsburg City School District	69	5	7.2%	214	14	6.5%
South-Western City School District (Grove City)	220	16	7.3%	625	37	5.9%
Sunbury (Corp.)	10	0	0.0%	29	0	0.0%
Teays Valley Local School District	56	3	5.4%	88	1	1.1%
Upper Arlington City School District	110	0	0.0%	220	3	1.4%
Valleyview (Corp.)	6	1	16.7%	4	0	0.0%
Washington Court House City School District	36	1	2.8%	38	2	5.3%
Jefferson Local School District (West Jefferson)	19	1	5.3%	32	2	6.3%
Westerville City School District	164	3	1.8%	448	17	3.8%
Westerville (Corp.)	52	0	0.0%	173	9	5.2%
Whitehall (Corp.)	33	2	6.1%	48	8	16.7%
Worthington City School District	88	4	4.5%	312	10	3.2%
Worthington (Corp.)	29	2	6.9%	76	0	0.0%

\* "Total" represents all traditional and lender-mediated activity. \*\* "Share" represents the market share of lender-mediated sales for each area.  
All data from Columbus REALTORS® Multiple Listing Service (MLS). Report © 2017 ShowingTime. | 6

# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



## Median Sales Price by Area

	Lender-Mediated			Traditional		
	Q2-2016	Q2-2017	+ / -	Q2-2016	Q2-2017	+ / -
<b>ENTIRE MLS</b>	<b>\$72,500</b>	<b>\$75,500</b>	<b>+ 4.1%</b>	<b>\$184,777</b>	<b>\$194,499</b>	<b>+ 5.3%</b>
<b>COUNTIES</b>						
Champaign County	\$72,000	\$86,000	+ 19.4%	\$132,450	\$131,200	- 0.9%
Clark County	\$55,250	\$86,000	+ 55.7%	\$119,400	\$132,450	+ 10.9%
Delaware County	\$177,500	\$185,600	+ 4.6%	\$291,076	\$323,000	+ 11.0%
Fairfield County	\$80,000	\$62,000	- 22.5%	\$188,000	\$197,000	+ 4.8%
Fayette County	\$54,400	\$40,500	- 25.6%	\$113,125	\$112,500	- 0.6%
Franklin County	\$67,000	\$75,000	+ 11.9%	\$175,000	\$187,000	+ 6.9%
Hocking County	\$77,250	\$68,125	- 11.8%	\$146,500	\$139,200	- 5.0%
Knox County	\$75,500	\$124,375	+ 64.7%	\$152,000	\$168,250	+ 10.7%
Licking County	\$101,000	\$116,294	+ 15.1%	\$168,000	\$180,000	+ 7.1%
Logan County	\$57,000	\$66,000	+ 15.8%	\$140,000	\$148,000	+ 5.7%
Madison County	\$57,000	\$69,750	+ 22.4%	\$163,000	\$145,500	- 10.7%
Marion County	\$99,000	\$29,950	- 69.7%	\$116,825	\$126,750	+ 8.5%
Morrow County	\$38,900	\$32,000	- 17.7%	\$140,500	\$152,000	+ 8.2%
Muskingum County	\$60,000	\$69,000	+ 15.0%	\$141,250	\$135,250	- 4.2%
Perry County	\$42,750	\$70,540	+ 65.0%	\$143,500	\$139,500	- 2.8%
Pickaway County	\$92,500	\$41,000	- 55.7%	\$155,400	\$178,530	+ 14.9%
Ross County	\$41,140	\$60,000	+ 45.8%	\$152,950	\$147,500	- 3.6%
Union County	\$60,826	\$173,250	+ 184.8%	\$212,450	\$235,000	+ 10.6%

### COMMUNITIES / SCHOOL DISTRICTS

Beechwold / Clintonville	\$212,625	\$106,000	- 50.1%	\$245,000	\$253,500	+ 3.5%
Bexley (Corp.)	\$112,000	\$0	- 100.0%	\$374,000	\$375,000	+ 0.3%
Blacklick (43004)	\$136,000	\$104,225	- 23.4%	\$179,900	\$200,000	+ 11.2%
Big Walnut Local School District	\$199,000	\$150,000	- 24.6%	\$300,550	\$302,500	+ 0.6%
Buckeye Valley Local School District	\$145,000	\$182,501	+ 25.9%	\$305,000	\$350,000	+ 14.8%
Canal Winchester City School District	\$101,125	\$121,519	+ 20.2%	\$173,000	\$176,738	+ 2.2%
Circleville City School District	\$76,700	\$39,000	- 49.2%	\$140,000	\$135,000	- 3.6%
Columbus (Corp.)	\$57,000	\$63,250	+ 11.0%	\$156,000	\$165,000	+ 5.8%
Columbus City School District	\$41,277	\$49,185	+ 19.2%	\$145,000	\$158,000	+ 9.0%
Delaware City School District	\$123,000	\$145,000	+ 17.9%	\$175,000	\$189,900	+ 8.5%
Downtown Columbus (43215)	\$0	\$0	--	\$232,000	\$257,500	+ 11.0%
Dublin City School District	\$137,250	\$275,000	+ 100.4%	\$290,000	\$335,000	+ 15.5%
Dublin (Corp.)	\$164,550	\$339,900	+ 106.6%	\$363,000	\$382,900	+ 5.5%
Gahanna Jefferson City School District	\$177,350	\$155,000	- 12.6%	\$215,250	\$231,400	+ 7.5%
Gahanna (Corp.)	\$128,500	\$155,000	+ 20.6%	\$207,501	\$215,500	+ 3.9%
German Village (43206 and German Village subdivision)	\$0	\$0	--	\$340,000	\$380,750	+ 12.0%
Grandview Heights (Corp.)	\$0	\$356,497	--	\$350,000	\$340,000	- 2.9%
Granville Exempted Village School District	\$177,000	\$0	- 100.0%	\$300,000	\$314,500	+ 4.8%
Groveport Madison Local School District	\$82,250	\$95,500	+ 16.1%	\$123,000	\$128,500	+ 4.5%

Communities/School Districts continued on page 8

## Median Sales Price by Area

COMMUNITIES/SCHOOL DISTRICTS <small>Cont. from page 7</small>	Lender-Mediated			Traditional		
	Q2-2016	Q2-2017	+ / -	Q2-2016	Q2-2017	+ / -
Grove City (Corp.)	\$97,508	\$141,210	+ 44.8%	\$197,000	\$212,000	+ 7.6%
Hamilton Local School District	\$89,000	\$106,889	+ 20.1%	\$116,000	\$130,000	+ 12.1%
Hilliard City School District	\$134,462	\$115,000	- 14.5%	\$193,000	\$215,000	+ 11.4%
Hilliard (Corp.)	\$137,309	\$102,500	- 25.4%	\$240,000	\$265,500	+ 10.6%
Johnstown-Monroe Local School District	\$145,898	\$115,333	- 20.9%	\$184,950	\$245,000	+ 32.5%
Jonathan Alder Local School District (Plain City)	\$124,000	\$200,000	+ 61.3%	\$229,000	\$301,250	+ 31.6%
Lancaster City School District	\$64,150	\$48,300	- 24.7%	\$137,500	\$124,350	- 9.6%
Lithopolis (Corp.)	\$0	\$0	--	\$209,000	\$246,000	+ 17.7%
London City School District	\$59,327	\$26,526	- 55.3%	\$154,256	\$137,900	- 10.6%
Marysville Exempted Village City School District	\$52,500	\$183,500	+ 249.5%	\$190,500	\$210,000	+ 10.2%
Minerva Park (Corp.)	\$116,000	\$202,200	+ 74.3%	\$190,000	\$183,000	- 3.7%
Miami Trace Local School District	\$54,900	\$29,500	- 46.3%	\$130,000	\$130,000	0.0%
New Albany (Corp.)	\$0	\$415,000	--	\$516,250	\$570,440	+ 10.5%
New Albany Plain Local School District	\$290,000	\$255,000	- 12.1%	\$369,450	\$395,000	+ 6.9%
Newark City School District	\$59,950	\$43,000	- 28.3%	\$115,000	\$118,500	+ 3.0%
Northridge Local School District	\$140,000	\$116,647	- 16.7%	\$204,750	\$267,000	+ 30.4%
Obetz (Corp.)	\$117,900	\$115,829	- 1.8%	\$124,225	\$148,450	+ 19.5%
Olentangy Local School District	\$292,025	\$470,000	+ 60.9%	\$320,000	\$352,000	+ 10.0%
Pataskala (Corp.)	\$146,900	\$203,825	+ 38.8%	\$175,000	\$196,000	+ 12.0%
Pickerington (Corp.)	\$160,000	\$210,250	+ 31.4%	\$205,900	\$225,500	+ 9.5%
Pickerington Local School District	\$160,000	\$170,500	+ 6.6%	\$210,000	\$225,000	+ 7.1%
Powell (Corp.)	\$341,000	\$0	- 100.0%	\$353,000	\$380,000	+ 7.6%
Reynoldsburg City School District	\$96,167	\$108,700	+ 13.0%	\$167,900	\$167,500	- 0.2%
South-Western City School District (Grove City)	\$74,700	\$87,700	+ 17.4%	\$148,900	\$160,000	+ 7.5%
Sunbury (Corp.)	\$108,250	\$0	- 100.0%	\$230,450	\$236,900	+ 2.8%
Teays Valley Local School District	\$179,900	\$55,213	- 69.3%	\$166,000	\$186,900	+ 12.6%
Upper Arlington City School District	\$302,900	\$532,000	+ 75.6%	\$374,950	\$385,000	+ 2.7%
Valleyview (Corp.)	\$0	\$0	--	\$69,850	\$117,450	+ 68.1%
Washington Court House City School District	\$23,000	\$40,000	+ 73.9%	\$91,500	\$99,900	+ 9.2%
Jefferson Local School District (West Jefferson)	\$56,000	\$75,000	+ 33.9%	\$134,000	\$147,450	+ 10.0%
Westerville City School District	\$123,000	\$155,000	+ 26.0%	\$205,000	\$225,000	+ 9.8%
Westerville (Corp.)	\$223,000	\$192,000	- 13.9%	\$237,000	\$266,750	+ 12.6%
Whitehall (Corp.)	\$41,500	\$46,875	+ 13.0%	\$76,300	\$114,800	+ 50.5%
Worthington City School District	\$158,000	\$163,750	+ 3.6%	\$237,501	\$246,250	+ 3.7%
Worthington (Corp.)	\$179,000	\$0	- 100.0%	\$280,000	\$309,950	+ 10.7%