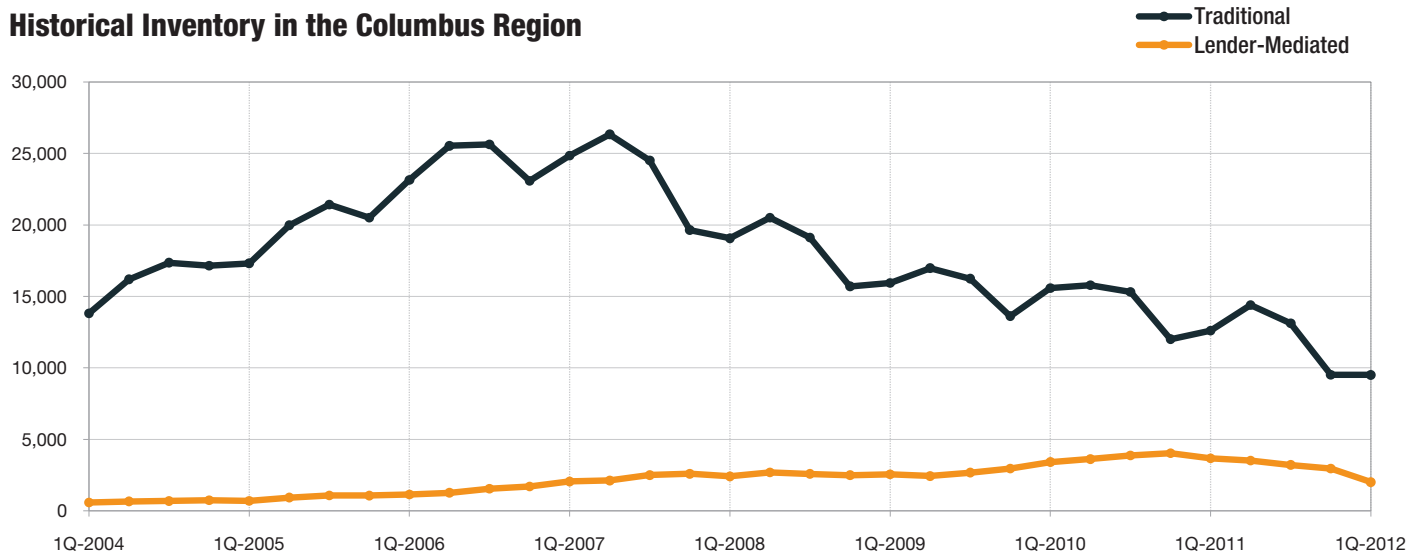


Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

Historical Inventory in the Columbus Region



1Q-2012

Less than two in five. That's how many residential home sales are currently in financial distress. At present, exactly 37.5 percent of all closed sales in the region were either foreclosures or short sales. It's down from 1Q-2011 and distressed inventories are back below 2007 levels.

Meanwhile, only 23.0 percent of all new listings and 17.4 percent of all active listings fall into the lender-mediated category. The fact that more distressed homes are selling off the market than are coming on the market is encouraging.

Homes are selling in 109 days on average, and prices enjoyed their first quarter of market-wide gains since 2Q-2010. But all real estate is local and activity varies greatly by segment and location.



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 Board or REALTORS® 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 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 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 anytime.



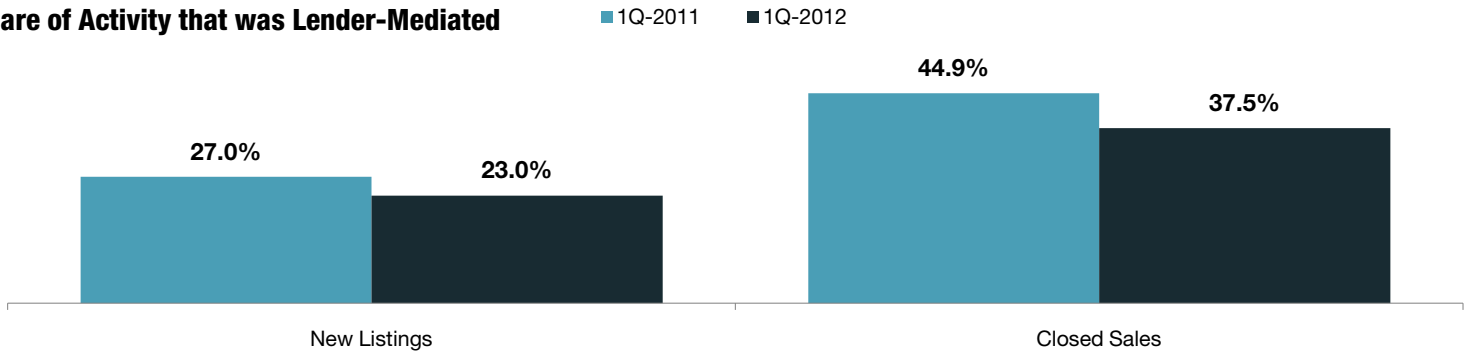
Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

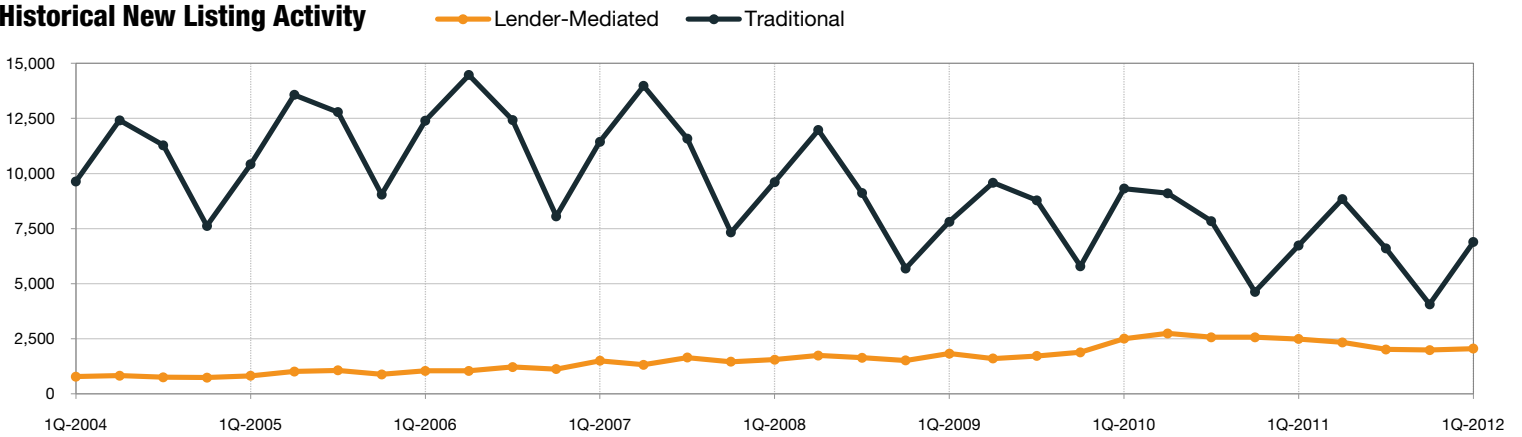
New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	1Q-2011	1Q-2012	+ / -	1Q-2011	1Q-2012	+ / -	1Q-2011	1Q-2012	+ / -	1Q-2011	1Q-2012
New Listings	2,496	2,058	- 17.5%	6,738	6,888	+ 2.2%	9,234	8,946	- 3.1%	27.0%	23.0%
Closed Sales	1,696	1,515	- 10.7%	2,080	2,530	+ 21.6%	3,776	4,045	+ 7.1%	44.9%	37.5%

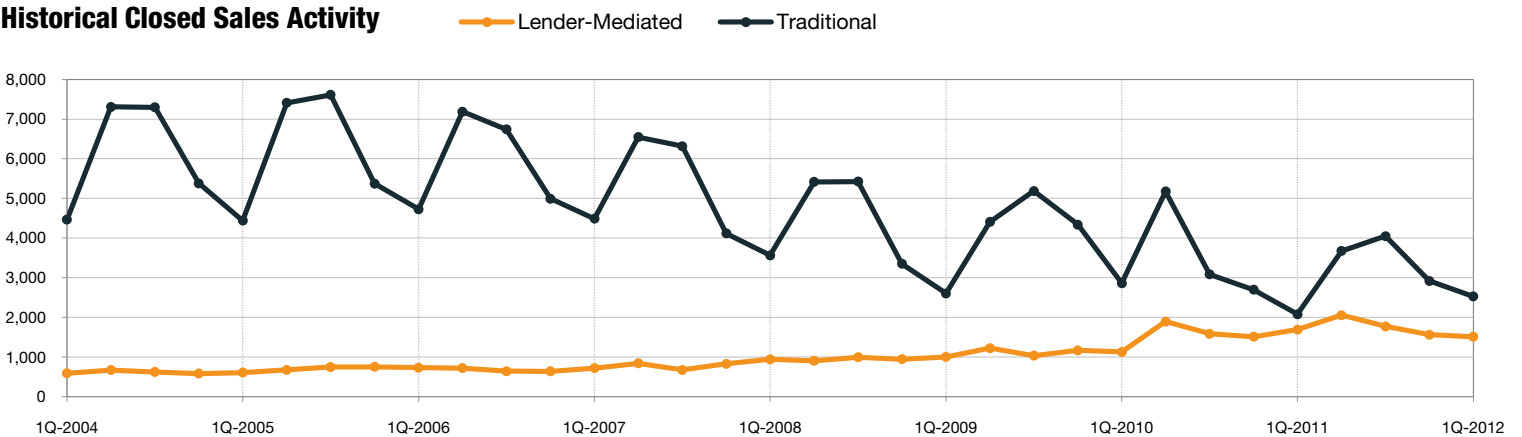
Share of Activity that was Lender-Mediated



Historical New Listing Activity



Historical Closed Sales Activity



Lender-Mediated Properties Report

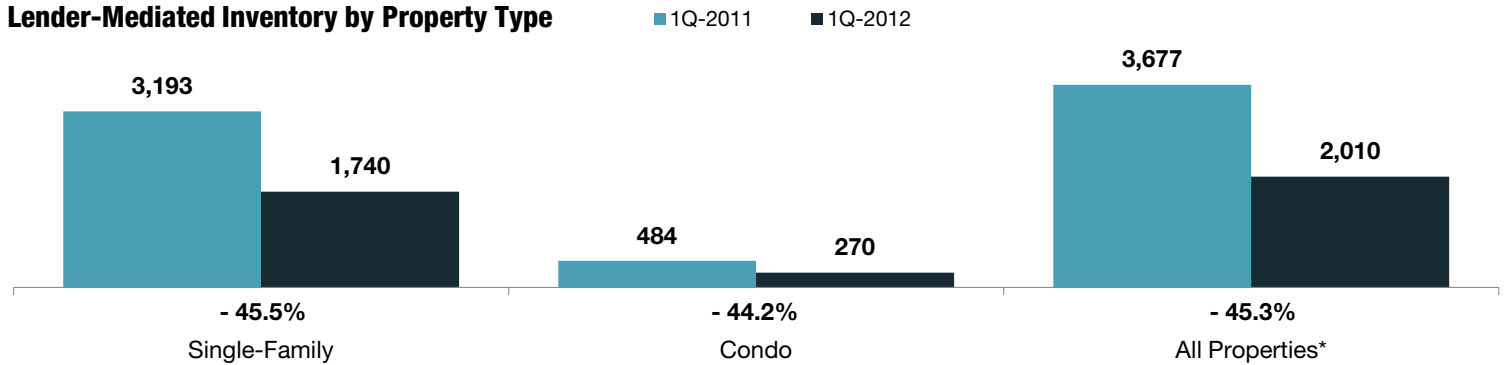
A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

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	
	1Q-2011	1Q-2012	+ / -	1Q-2011	1Q-2012	+ / -	1Q-2011	1Q-2012	+ / -	1Q-2011	1Q-2012
Single-Family	3,193	1,740	- 45.5%	10,165	7,665	- 24.6%	13,358	9,405	- 29.6%	23.9%	18.5%
Condo	484	270	- 44.2%	2,438	1,844	- 24.4%	2,922	2,114	- 27.7%	16.6%	12.8%
All Properties*	3,677	2,010	- 45.3%	12,603	9,509	- 24.5%	16,280	11,519	- 29.2%	22.6%	17.4%

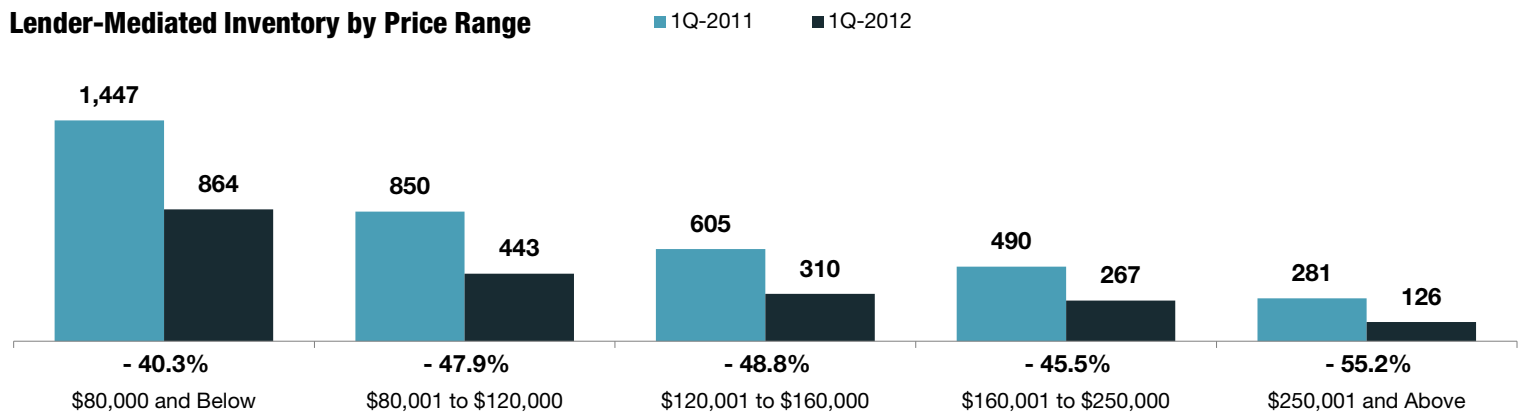
Lender-Mediated Inventory by Property Type



Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	1Q-2011	1Q-2012	+ / -	1Q-2011	1Q-2012	+ / -	1Q-2011	1Q-2012	+ / -	1Q-2011	1Q-2012
\$80,000 and Below	1,447	864	- 40.3%	1,573	1,282	- 18.5%	3,020	2,146	- 28.9%	47.9%	40.3%
\$80,001 to \$120,000	850	443	- 47.9%	1,999	1,572	- 21.4%	2,849	2,015	- 29.3%	29.8%	22.0%
\$120,001 to \$160,000	605	310	- 48.8%	2,445	1,786	- 27.0%	3,050	2,096	- 31.3%	19.8%	14.8%
\$160,001 to \$250,000	490	267	- 45.5%	3,322	2,362	- 28.9%	3,812	2,629	- 31.0%	12.9%	10.2%
\$250,001 and Above	281	126	- 55.2%	3,256	2,500	- 23.2%	3,537	2,626	- 25.8%	7.9%	4.8%
All Price Ranges*	3,677	2,010	- 45.3%	12,603	9,509	- 24.5%	16,280	11,519	- 29.2%	22.6%	17.4%

Lender-Mediated Inventory by Price Range



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

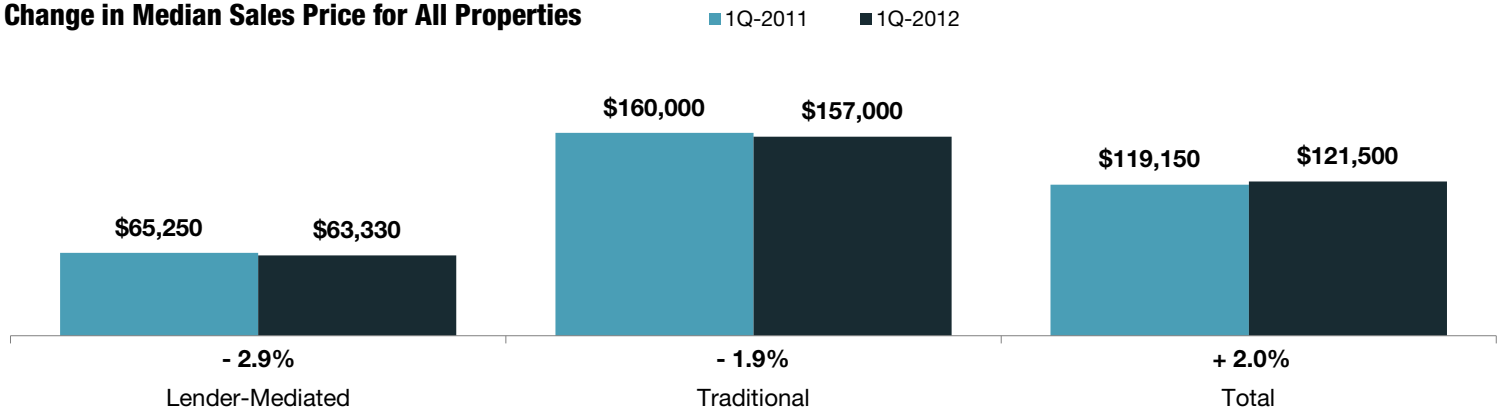
Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

Median Sales Price

	Lender-Mediated			Traditional			Total		
	1Q-2011	1Q-2012	+ / -	1Q-2011	1Q-2012	+ / -	1Q-2011	1Q-2012	+ / -
Single-Family	\$65,700	\$64,900	- 1.2%	\$165,250	\$162,125	- 1.9%	\$120,000	\$125,000	+ 4.2%
Condo	\$63,800	\$53,000	- 16.9%	\$137,000	\$126,200	- 7.9%	\$110,000	\$104,950	- 4.6%
All Properties*	\$65,250	\$63,330	- 2.9%	\$160,000	\$157,000	- 1.9%	\$119,150	\$121,500	+ 2.0%

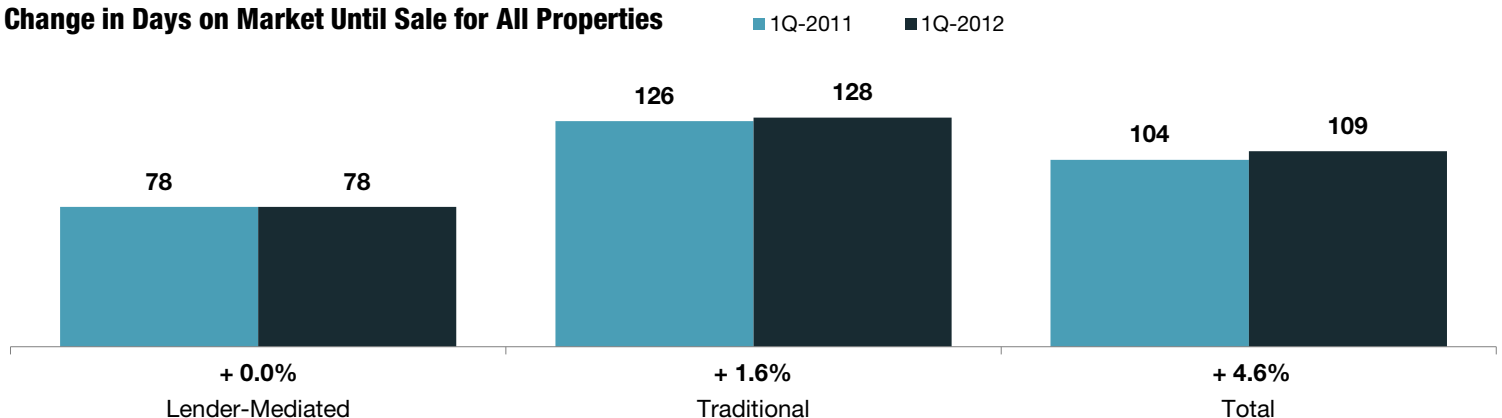
Change in Median Sales Price for All Properties



Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	1Q-2011	1Q-2012	+ / -	1Q-2011	1Q-2012	+ / -	1Q-2011	1Q-2012	+ / -
Single-Family	76	77	+ 0.7%	125	124	- 1.2%	103	106	+ 3.1%
Condo	99	92	- 7.5%	129	154	+ 19.5%	119	134	+ 13.0%
All Properties*	78	78	+ 0.0%	126	128	+ 1.6%	104	109	+ 4.6%

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.
All data comes from the Columbus Board of REALTORS® MLS. Powered by 10K Research and Marketing. | Click for Cover Page | 4

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®



Inventory and Closed Sales by Area

	Inventory for 1Q-2012			Closed Sales for 1Q-2012		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
ENTIRE MLS	11,519	2,010	17.4%	4,045	1,515	37.5%

COUNTIES

Champaign County	91	9	9.9%	25	5	20.0%
Clark County	67	15	22.4%	23	8	34.8%
Delaware County	1,259	126	10.0%	447	79	17.7%
Fairfield County	709	116	16.4%	260	109	41.9%
Fayette County	115	24	20.9%	51	21	41.2%
Franklin County	6,456	1,372	21.3%	2,394	966	40.4%
Hocking County	127	10	7.9%	36	17	47.2%
Knox County	190	24	12.6%	57	17	29.8%
Licking County	989	117	11.8%	306	99	32.4%
Logan County	137	14	10.2%	19	6	31.6%
Madison County	196	16	8.2%	58	24	41.4%
Marion County	120	17	14.2%	34	13	38.2%
Morrow County	120	25	20.8%	32	17	53.1%
Muskingum County	39	8	20.5%	19	11	57.9%
Perry County	83	10	12.0%	21	8	38.1%
Pickaway County	259	27	10.4%	85	30	35.3%
Ross County	23	5	21.7%	22	15	68.2%
Union County	370	40	10.8%	94	30	31.9%

COMMUNITIES/SCHOOL DISTRICTS

Beechwood / Clintonville	213	18	8.5%	93	17	18.3%
Bexley (Corp.)	87	6	6.9%	26	6	23.1%
Blacklick (43004)	246	82	33.3%	78	48	61.5%
Big Walnut Local School District	107	10	9.3%	31	6	19.4%
Canal Winchester City School District	104	25	24.0%	46	21	45.7%
Circleville City School District	80	5	6.3%	27	7	25.9%
Columbus (Corp.)	4,157	1,005	24.2%	1,520	696	45.8%
Columbus City School District	2,819	714	25.3%	924	442	47.8%
Delaware City School District	202	33	16.3%	80	18	22.5%
Downtown Columbus (43215)	119	7	5.9%	24	5	20.8%
Dublin City School District	495	29	5.9%	154	23	14.9%
Dublin (Corp.)	316	16	5.1%	102	14	13.7%
Gahanna Jefferson City School District	259	37	14.3%	107	38	35.5%
Gahanna (Corp.)	159	20	12.6%	68	23	33.8%
German Village (43206 and German Village subdivision)	76	4	5.3%	20	2	10.0%
Grandview Heights (Corp.)	39	4	10.3%	18	0	0.0%
Granville Exempted Village School District	114	9	7.9%	34	1	2.9%
Groveport Madison Local School District	213	93	43.7%	113	74	65.5%
Grove City(Corp.)	230	35	15.2%	91	26	28.6%

Communities/School Districts continued on page 6

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®



Inventory and Closed Sales by Area

COMMUNITIES/SCHOOL DISTRICTS <small>Cont. from page 5</small>	Inventory for 1Q-2012			Closed Sales for 1Q-2012		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
Hamilton Local School District	34	7	20.6%	24	15	62.5%
Hilliard City School District	627	77	12.3%	172	38	22.1%
Hilliard (Corp.)	216	25	11.6%	67	13	19.4%
Johnstown-Monroe Local School District	52	8	15.4%	17	7	41.2%
Jonathan Alder Local School District (Plain City)	48	5	10.4%	15	6	40.0%
Lancaster City School District	232	37	15.9%	69	30	43.5%
Lithopolis (Corp.)	7	1	14.3%	3	1	33.3%
London City School District	87	5	5.7%	26	11	42.3%
Marysville Exempted Village City School District	195	27	13.8%	61	22	36.1%
Minerva Park (Corp.)	12	1	8.3%	4	1	25.0%
Miami Trace Local School District	65	12	18.5%	27	10	37.0%
New Albany (Corp.)	87	7	8.0%	38	4	10.5%
New Albany Plain Local School District	139	21	15.1%	66	8	12.1%
Newark City School District	273	23	8.4%	92	26	28.3%
Northridge Local School District	46	2	4.3%	11	7	63.6%
Obetz (Corp.)	11	1	9.1%	16	9	56.3%
Olentangy Local School District	626	50	8.0%	231	37	16.0%
Pataskala (Corp.)	80	10	12.5%	35	16	45.7%
Pickerington (Corp.)	112	23	20.5%	52	19	36.5%
Pickerington Local School District	241	45	18.7%	117	45	38.5%
Powell (Corp.)	89	7	7.9%	36	6	16.7%
Reynoldsburg City School District	233	54	23.2%	78	38	48.7%
South-Western City School District (Grove City)	643	133	20.7%	279	138	49.5%
Sunbury (Corp.)	22	4	18.2%	10	2	20.0%
Upper Arlington City School District	199	13	6.5%	98	12	12.2%
Valleyview (Corp.)	5	1	20.0%	2	1	50.0%
Washington Court House City School District	53	12	22.6%	26	13	50.0%
Jefferson Local School District (West Jefferson)	36	4	11.1%	10	3	30.0%
Westerville City School District	456	70	15.4%	187	65	34.8%
Westerville (Corp.)	185	21	11.4%	70	17	24.3%
Whitehall (Corp.)	69	35	50.7%	26	17	65.4%
Worthington City School District	257	37	14.4%	142	23	16.2%
Worthington (Corp.)	56	6	10.7%	46	1	2.2%

*TOTAL represents all traditional and lender-mediated activity. **SHARE represents the market share of lender-mediated sales for each area. All data comes from the Columbus Board of REALTORS® MLS. Powered by 10K Research and Marketing. | Click for Cover Page | 6

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

Median Sales Price by Area

	Lender-Mediated			Traditional		
	1Q-2011	1Q-2012	+ / -	1Q-2011	1Q-2012	+ / -
ENTIRE MLS	\$65,250	\$63,330	- 2.9%	\$160,000	\$157,000	- 1.9%

COUNTIES

Champaign County	\$54,500	\$40,500	- 25.7%	\$97,000	\$128,900	+ 32.9%
Clark County	\$26,000	\$37,000	+ 42.3%	\$98,750	\$122,000	+ 23.5%
Delaware County	\$173,250	\$155,500	- 10.2%	\$242,500	\$243,500	+ 0.4%
Fairfield County	\$98,000	\$78,000	- 20.4%	\$152,000	\$158,250	+ 4.1%
Fayette County	\$26,000	\$36,000	+ 38.5%	\$97,000	\$123,750	+ 27.6%
Franklin County	\$57,225	\$57,000	- 0.4%	\$159,000	\$155,000	- 2.5%
Hocking County	\$76,000	\$22,900	- 69.9%	\$130,210	\$146,000	+ 12.1%
Knox County	\$43,400	\$69,500	+ 60.1%	\$103,250	\$116,000	+ 12.3%
Licking County	\$99,840	\$78,500	- 21.4%	\$130,000	\$135,000	+ 3.8%
Logan County	\$57,900	\$67,500	+ 16.6%	\$180,000	\$109,000	- 39.4%
Madison County	\$57,555	\$81,625	+ 41.8%	\$131,000	\$129,450	- 1.2%
Marion County	\$27,000	\$30,000	+ 11.1%	\$79,000	\$52,000	- 34.2%
Morrow County	\$59,350	\$44,000	- 25.9%	\$67,450	\$122,500	+ 81.6%
Muskingum County	\$73,100	\$68,000	- 7.0%	\$31,000	\$72,900	+ 135.2%
Perry County	\$40,000	\$55,200	+ 38.0%	\$82,500	\$162,500	+ 97.0%
Pickaway County	\$95,000	\$73,150	- 23.0%	\$118,000	\$119,900	+ 1.6%
Ross County	\$40,000	\$41,001	+ 2.5%	\$91,900	\$45,000	- 51.0%
Union County	\$120,000	\$99,000	- 17.5%	\$170,450	\$159,950	- 6.2%

COMMUNITIES/SCHOOL DISTRICTS

Beechwold / Clintonville	\$162,200	\$151,900	- 6.4%	\$184,000	\$174,450	- 5.2%
Bexley (Corp.)	\$174,000	\$178,650	+ 2.7%	\$210,000	\$283,500	+ 35.0%
Blacklick (43004)	\$110,000	\$94,900	- 13.7%	\$168,931	\$181,500	+ 7.4%
Big Walnut Local School District	\$218,500	\$173,500	- 20.6%	\$225,000	\$227,000	+ 0.9%
Canal Winchester City School District	\$94,900	\$99,900	+ 5.3%	\$162,500	\$144,500	- 11.1%
Circleville City School District	\$74,950	\$69,050	- 7.9%	\$110,000	\$84,500	- 23.2%
Columbus (Corp.)	\$52,000	\$49,750	- 4.3%	\$135,500	\$132,000	- 2.6%
Columbus City School District	\$28,250	\$35,000	+ 23.9%	\$122,250	\$123,950	+ 1.4%
Delaware City School District	\$123,600	\$118,343	- 4.3%	\$142,650	\$148,700	+ 4.2%
Downtown Columbus (43215)	\$146,500	\$191,700	+ 30.9%	\$160,250	\$200,000	+ 24.8%
Dublin City School District	\$179,313	\$197,000	+ 9.9%	\$256,941	\$250,000	- 2.7%
Dublin (Corp.)	\$328,500	\$267,000	- 18.7%	\$310,000	\$292,000	- 5.8%
Gahanna Jefferson City School District	\$123,000	\$120,500	- 2.0%	\$204,490	\$185,000	- 9.5%
Gahanna (Corp.)	\$114,300	\$105,200	- 8.0%	\$217,500	\$171,500	- 21.1%
German Village (43206 and German Village subdivision)	\$152,500	\$173,000	+ 13.4%	\$260,000	\$247,700	- 4.7%
Grandview Heights (Corp.)	\$118,000	\$0	- 100.0%	\$208,750	\$199,000	- 4.7%
Granville Exempted Village School District	\$329,500	\$153,000	- 53.6%	\$243,000	\$282,000	+ 16.0%
Groveport Madison Local School District	\$52,300	\$48,000	- 8.2%	\$89,950	\$88,310	- 1.8%
Grove City(Corp.)	\$123,500	\$104,600	- 15.3%	\$160,000	\$145,000	- 9.4%

Communities/School Districts continued on page 8

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

Median Sales Price by Area

COMMUNITIES/SCHOOL DISTRICTS <i>Cont. from page 7</i>	Lender-Mediated			Traditional		
	1Q-2011	1Q-2012	+ / -	1Q-2011	1Q-2012	+ / -
Hamilton Local School District	\$57,000	\$65,000	+ 14.0%	\$122,500	\$86,000	- 29.8%
Hilliard City School District	\$133,750	\$89,500	- 33.1%	\$159,450	\$168,450	+ 5.6%
Hilliard (Corp.)	\$134,000	\$160,000	+ 19.4%	\$161,250	\$173,500	+ 7.6%
Johnstown-Monroe Local School District	\$74,650	\$81,000	+ 8.5%	\$172,500	\$152,500	- 11.6%
Jonathan Alder Local School District (Plain City)	\$121,000	\$148,900	+ 23.1%	\$206,000	\$134,400	- 34.8%
Lancaster City School District	\$52,500	\$43,501	- 17.1%	\$111,500	\$120,713	+ 8.3%
Lithopolis (Corp.)	\$113,000	\$76,500	- 32.3%	\$126,965	\$206,500	+ 62.6%
London City School District	\$57,555	\$76,250	+ 32.5%	\$133,000	\$135,000	+ 1.5%
Marysville Exempted Village City School District	\$121,988	\$102,500	- 16.0%	\$160,320	\$147,900	- 7.7%
Minerva Park (Corp.)	\$125,101	\$45,000	- 64.0%	\$166,000	\$124,000	- 25.3%
Miami Trace Local School District	\$28,113	\$57,750	+ 105.4%	\$119,400	\$110,000	- 7.9%
New Albany (Corp.)	\$284,100	\$415,000	+ 46.1%	\$414,470	\$433,750	+ 4.7%
New Albany Plain Local School District	\$150,000	\$279,950	+ 86.6%	\$321,000	\$292,510	- 8.9%
Newark City School District	\$38,000	\$47,963	+ 26.2%	\$105,250	\$84,450	- 19.8%
Northridge Local School District	\$108,900	\$87,900	- 19.3%	\$143,800	\$162,000	+ 12.7%
Obetz (Corp.)	\$26,000	\$55,000	+ 111.5%	\$117,000	\$85,000	- 27.4%
Olentangy Local School District	\$195,950	\$185,000	- 5.6%	\$270,000	\$262,950	- 2.6%
Pataskala (Corp.)	\$116,400	\$104,950	- 9.8%	\$142,800	\$147,000	+ 2.9%
Pickerington (Corp.)	\$128,900	\$130,000	+ 0.9%	\$190,015	\$165,000	- 13.2%
Pickerington Local School District	\$117,000	\$125,000	+ 6.8%	\$179,900	\$168,700	- 6.2%
Powell (Corp.)	\$194,500	\$255,750	+ 31.5%	\$305,000	\$306,000	+ 0.3%
Reynoldsburg City School District	\$73,700	\$63,100	- 14.4%	\$120,000	\$106,450	- 11.3%
South-Western City School District (Grove City)	\$69,500	\$64,400	- 7.3%	\$136,500	\$126,147	- 7.6%
Sunbury (Corp.)	\$97,950	\$120,225	+ 22.7%	\$202,750	\$181,760	- 10.4%
Upper Arlington City School District	\$114,000	\$177,500	+ 55.7%	\$240,000	\$282,500	+ 17.7%
Valleyview (Corp.)	\$59,900	\$74,000	+ 23.5%	\$89,900	\$16,500	- 81.6%
Washington Court House City School District	\$23,875	\$24,000	+ 0.5%	\$65,500	\$76,500	+ 16.8%
Jefferson Local School District (West Jefferson)	\$57,000	\$63,661	+ 11.7%	\$500,000	\$115,000	- 77.0%
Westerville City School District	\$107,500	\$72,400	- 32.7%	\$173,000	\$170,975	- 1.2%
Westerville (Corp.)	\$163,000	\$141,500	- 13.2%	\$175,500	\$184,500	+ 5.1%
Whitehall (Corp.)	\$40,050	\$35,000	- 12.6%	\$71,500	\$70,000	- 2.1%
Worthington City School District	\$108,490	\$91,500	- 15.7%	\$185,500	\$182,500	- 1.6%
Worthington (Corp.)	\$140,000	\$200,000	+ 42.9%	\$212,000	\$196,000	- 7.5%