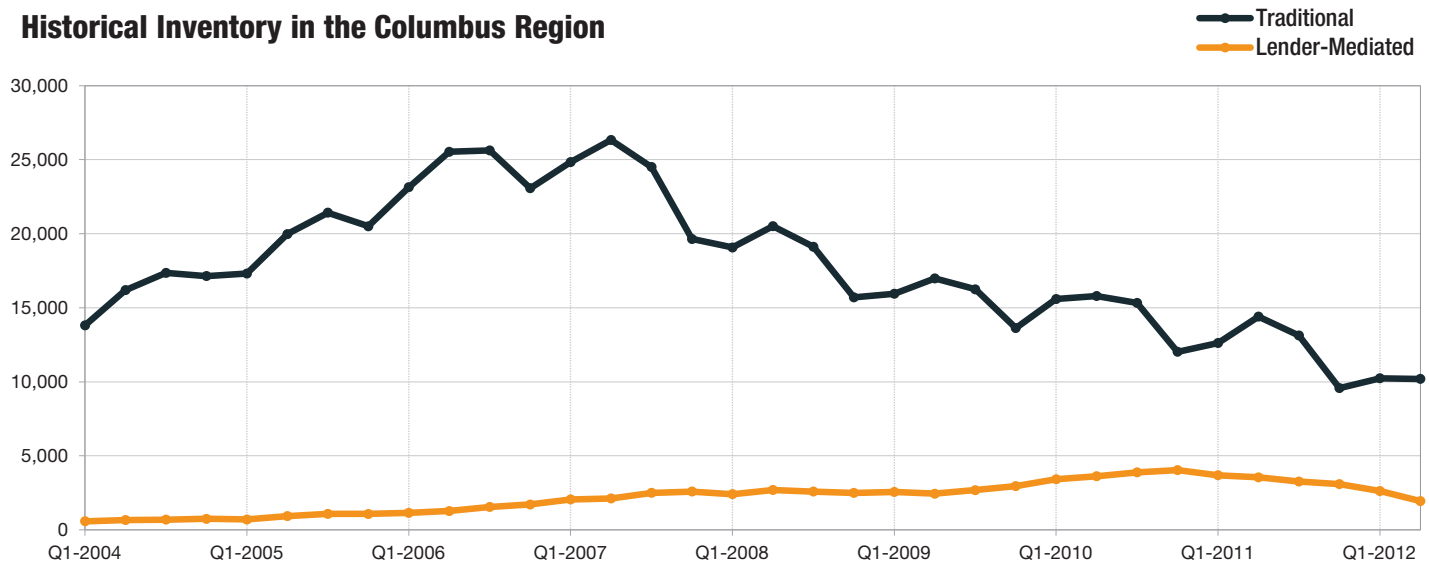


# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

## Historical Inventory in the Columbus Region



## Q2-2012

At 1,941, the number of active lender-mediated listings is back on par with late 2006 and early 2007 levels. Buyers have absorbed these bargain properties at a brisk pace. Distressed homes made up 16.0 percent of all active listings as of the end of the second quarter.

However, 20.8 percent of all new listings were in some form of financial distress, compared to 26.8 percent of all closed sales. Both shares are down from year-ago levels, but the pace at which lender-mediated properties enter the market is worth keeping an eye on.

Prices are beginning to rise. The overall median sales price was up 9.8 percent, marking the largest year-over-year gain in nearly seven years. Recovery marches onward.



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>

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 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, 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 forclosure. This list may be adjusted at anytime.



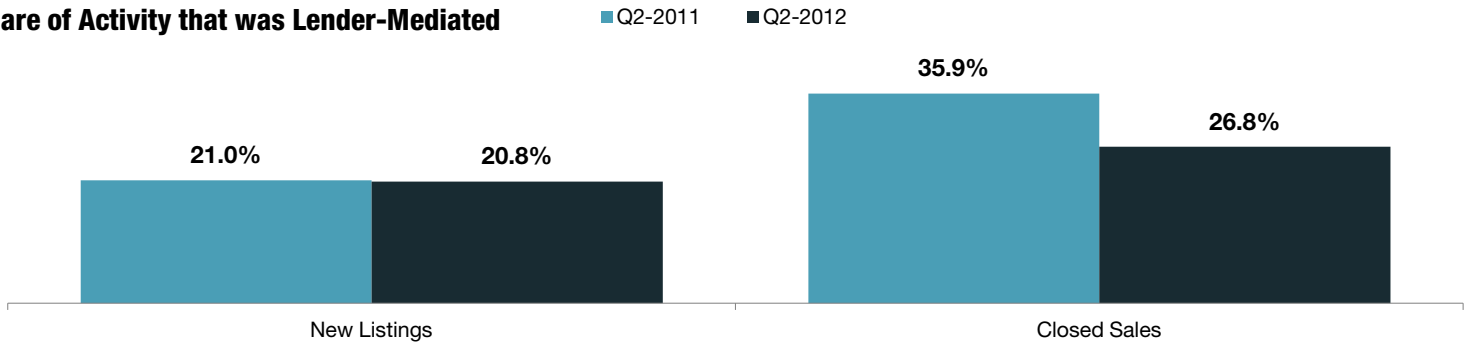
# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

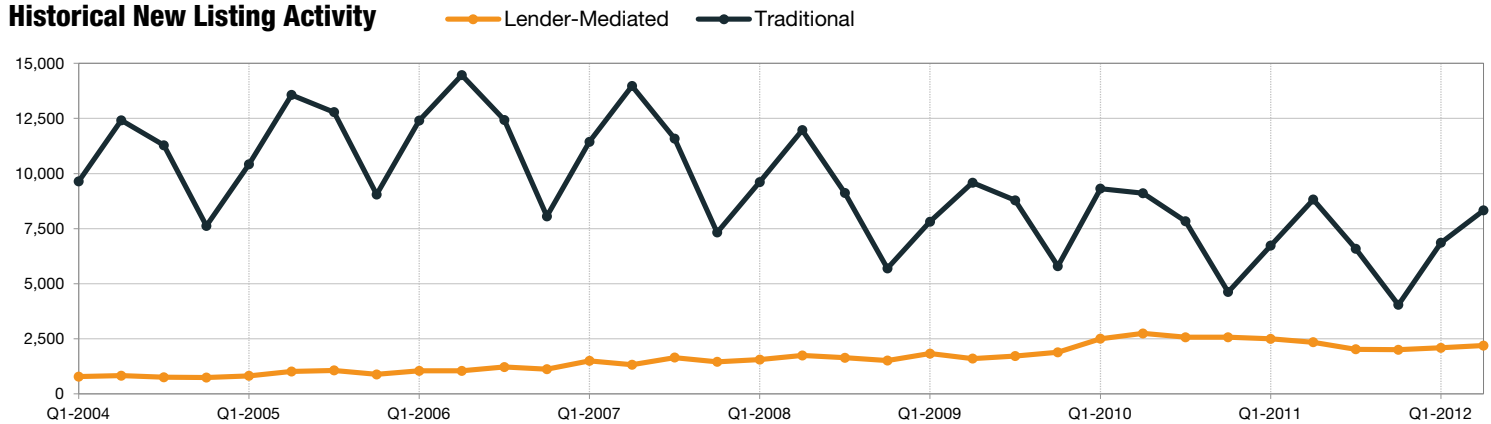
## New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q2-2011	Q2-2012	+ / -	Q2-2011	Q2-2012	+ / -	Q2-2011	Q2-2012	+ / -	Q2-2011	Q2-2012
New Listings	2,350	2,194	- 6.6%	8,822	8,330	- 5.6%	11,172	10,524	- 5.8%	21.0%	20.8%
Closed Sales	2,058	1,709	- 17.0%	3,673	4,674	+ 27.3%	5,731	6,383	+ 11.4%	35.9%	26.8%

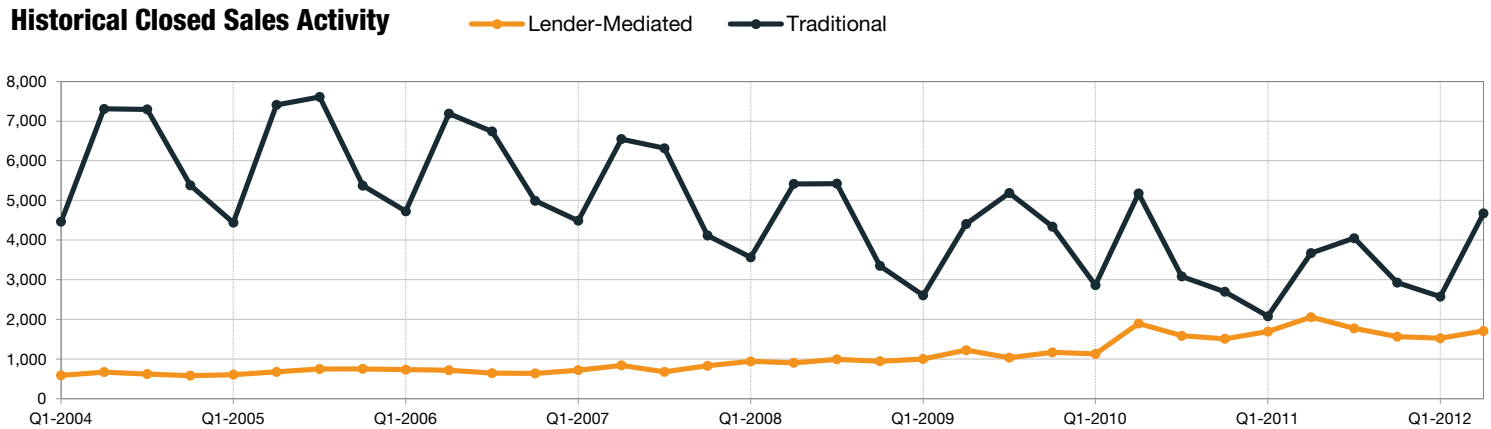
### Share of Activity that was Lender-Mediated



### Historical New Listing Activity



### Historical Closed Sales Activity



# Lender-Mediated Properties Report

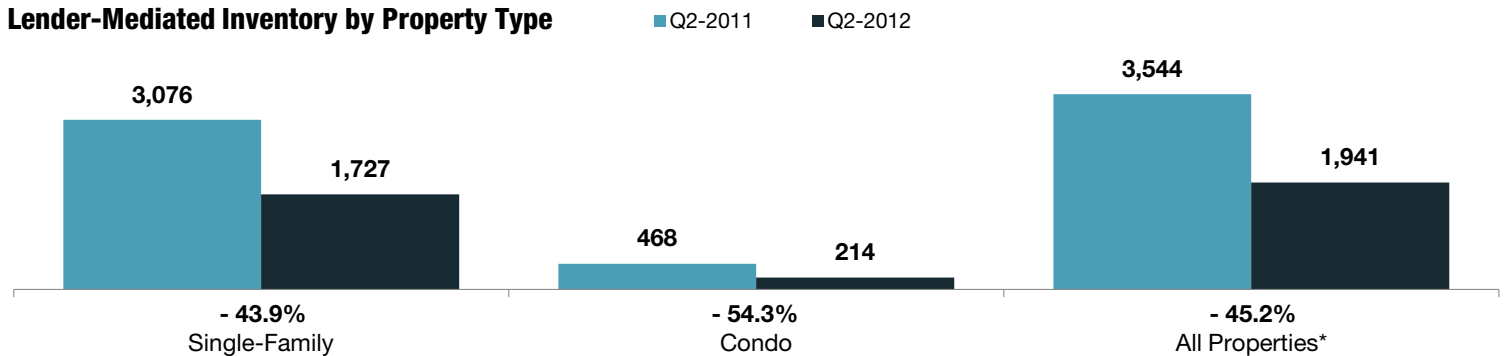
A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

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	
	Q2-2011	Q2-2012	+ / -	Q2-2011	Q2-2012	+ / -	Q2-2011	Q2-2012	+ / -	Q2-2011	Q2-2012
Single-Family	3,076	1,727	- 43.9%	11,825	8,449	- 28.5%	14,901	10,176	- 31.7%	20.6%	17.0%
Condo	468	214	- 54.3%	2,579	1,748	- 32.2%	3,047	1,962	- 35.6%	15.4%	10.9%
<b>All Properties*</b>	<b>3,544</b>	<b>1,941</b>	<b>- 45.2%</b>	<b>14,404</b>	<b>10,197</b>	<b>- 29.2%</b>	<b>17,948</b>	<b>12,138</b>	<b>- 32.4%</b>	<b>19.7%</b>	<b>16.0%</b>

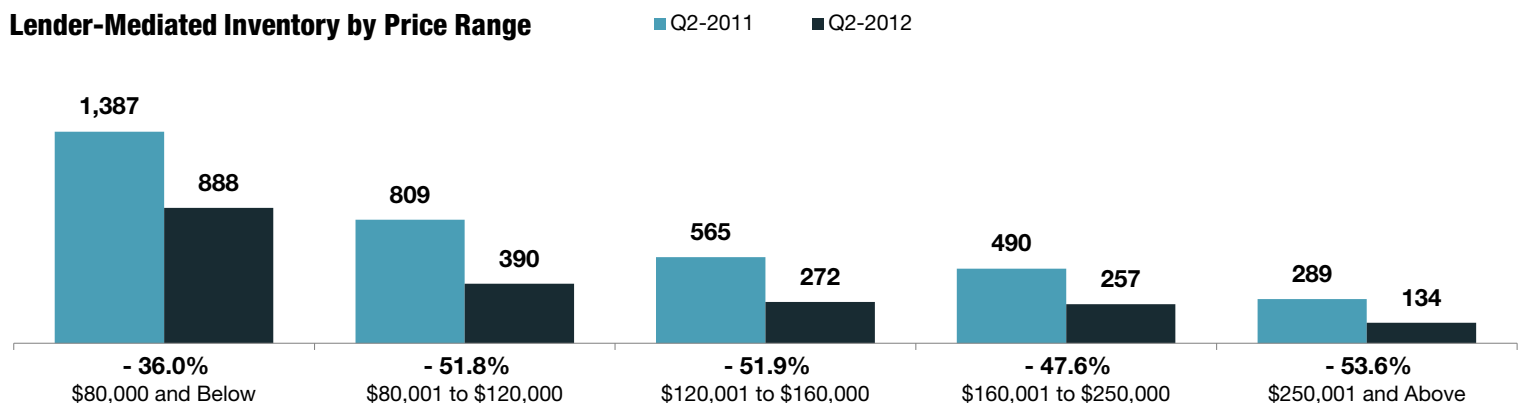
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q2-2011	Q2-2012	+ / -	Q2-2011	Q2-2012	+ / -	Q2-2011	Q2-2012	+ / -	Q2-2011	Q2-2012
\$80,000 and Below	1,387	888	- 36.0%	1,712	1,347	- 21.3%	3,099	2,235	- 27.9%	44.8%	39.7%
\$80,001 to \$120,000	809	390	- 51.8%	2,265	1,665	- 26.5%	3,074	2,055	- 33.1%	26.3%	19.0%
\$120,001 to \$160,000	565	272	- 51.9%	2,773	1,979	- 28.6%	3,338	2,251	- 32.6%	16.9%	12.1%
\$160,001 to \$250,000	490	257	- 47.6%	3,804	2,529	- 33.5%	4,294	2,786	- 35.1%	11.4%	9.2%
\$250,001 and Above	289	134	- 53.6%	3,841	2,663	- 30.7%	4,130	2,797	- 32.3%	7.0%	4.8%
<b>All Price Ranges*</b>	<b>3,544</b>	<b>1,941</b>	<b>- 45.2%</b>	<b>14,404</b>	<b>10,197</b>	<b>- 29.2%</b>	<b>17,948</b>	<b>12,138</b>	<b>- 32.4%</b>	<b>19.7%</b>	<b>16.0%</b>

### Lender-Mediated Inventory by Price Range



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

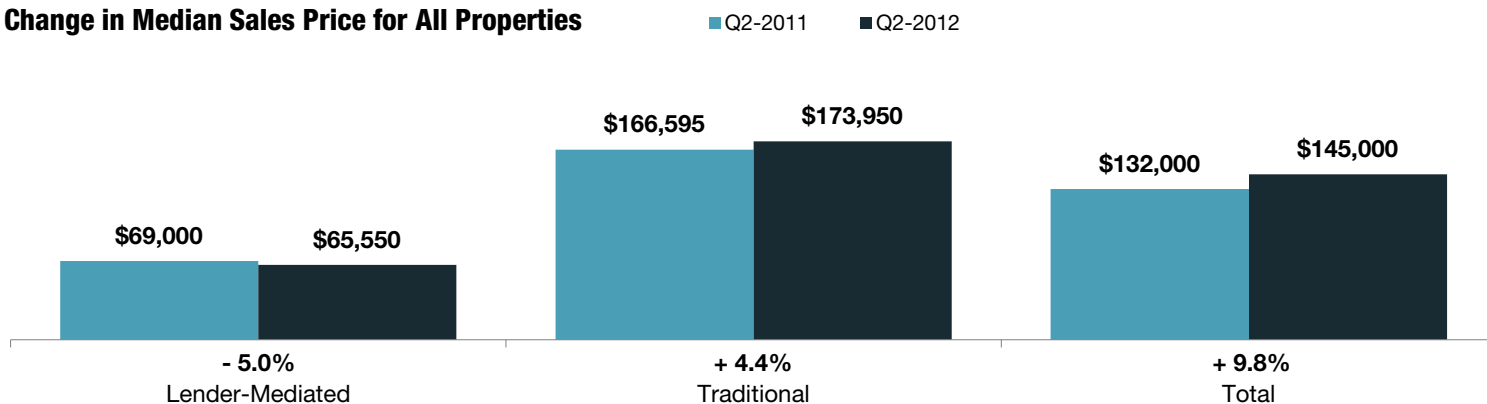
# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

## Median Sales Price

	Lender-Mediated			Traditional			Total		
	Q2-2011	Q2-2012	+ / -	Q2-2011	Q2-2012	+ / -	Q2-2011	Q2-2012	+ / -
Single-Family	\$70,123	\$65,001	- 7.3%	\$174,502	\$182,500	+ 4.6%	\$135,000	\$150,000	+ 11.1%
Condo	\$56,000	\$68,000	+ 21.4%	\$134,700	\$130,500	- 3.1%	\$114,050	\$115,000	+ 0.8%
<b>All Properties*</b>	\$69,000	\$65,550	- 5.0%	\$166,595	\$173,950	+ 4.4%	\$132,000	\$145,000	+ 9.8%

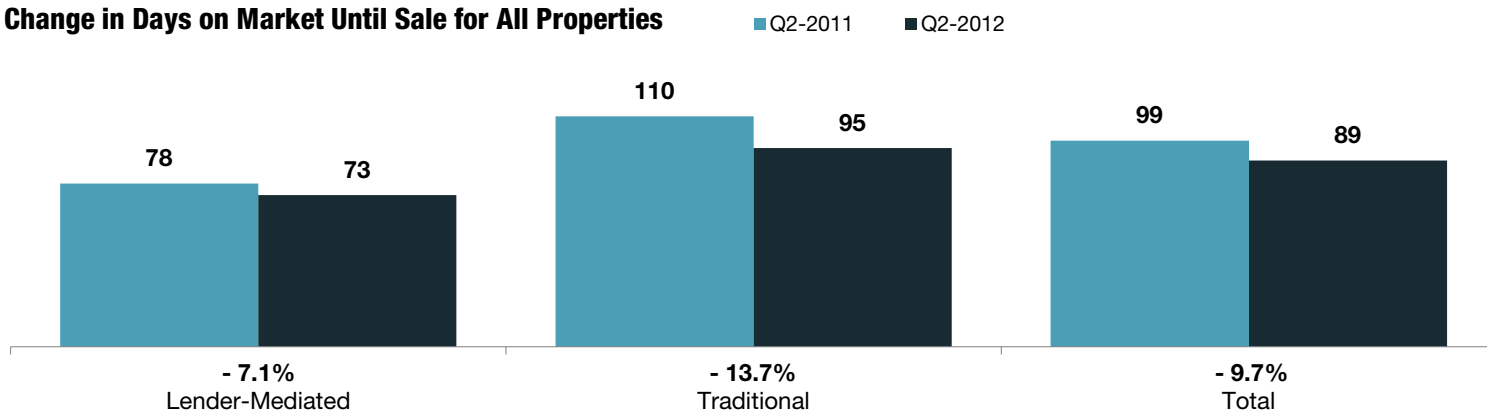
### Change in Median Sales Price for All Properties



## Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Q2-2011	Q2-2012	+ / -	Q2-2011	Q2-2012	+ / -	Q2-2011	Q2-2012	+ / -
Single-Family	76	63	- 16.6%	105	90	- 14.6%	94	83	- 12.3%
Condo	102	134	+ 32.2%	139	126	- 9.3%	129	128	- 0.8%
<b>All Properties*</b>	78	73	- 7.1%	110	95	- 13.7%	99	89	- 9.7%

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



# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

## Inventory and Closed Sales by Area

	Inventory for Q2-2012			Closed Sales for Q2-2012		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
<b>ENTIRE MLS</b>	<b>12,138</b>	<b>1,941</b>	<b>16.0%</b>	<b>6,383</b>	<b>1,709</b>	<b>26.8%</b>

### COUNTIES

Champaign County	118	11	9.3%	29	8	27.6%
Clark County	60	6	10.0%	28	14	50.0%
Delaware County	1,304	118	9.0%	829	115	13.9%
Fairfield County	825	110	13.3%	372	125	33.6%
Fayette County	136	33	24.3%	56	24	42.9%
Franklin County	6,592	1,276	19.4%	3,852	1,081	28.1%
Hocking County	152	11	7.2%	34	8	23.5%
Knox County	228	28	12.3%	83	25	30.1%
Licking County	1,082	130	12.0%	474	136	28.7%
Logan County	143	12	8.4%	43	8	18.6%
Madison County	223	26	11.7%	78	19	24.4%
Marion County	129	17	13.2%	49	20	40.8%
Morrow County	137	30	21.9%	56	16	28.6%
Muskingum County	56	13	23.2%	26	15	57.7%
Perry County	89	10	11.2%	25	4	16.0%
Pickaway County	299	36	12.0%	114	25	21.9%
Ross County	34	11	32.4%	9	4	44.4%
Union County	339	36	10.6%	175	33	18.9%

### COMMUNITIES/SCHOOL DISTRICTS

Beechwood / Clintonville	214	12	5.6%	162	16	9.9%
Bexley (Corp.)	103	8	7.8%	46	3	6.5%
Blacklick (43004)	218	53	24.3%	133	60	45.1%
Big Walnut Local School District	128	13	10.2%	65	10	15.4%
Canal Winchester City School District	126	21	16.7%	79	23	29.1%
Circleville City School District	90	7	7.8%	25	3	12.0%
Columbus (Corp.)	4,263	957	22.4%	2,315	793	34.3%
Columbus City School District	2,805	682	24.3%	1,365	511	37.4%
Delaware City School District	209	22	10.5%	119	29	24.4%
Downtown Columbus (43215)	114	6	5.3%	60	8	13.3%
Dublin City School District	477	32	6.7%	382	43	11.3%
Dublin (Corp.)	282	18	6.4%	219	17	7.8%
Gahanna Jefferson City School District	265	30	11.3%	163	26	16.0%
Gahanna (Corp.)	154	18	11.7%	127	17	13.4%
German Village (43206 and German Village subdivision)	72	4	5.6%	43	1	2.3%
Grandview Heights (Corp.)	38	2	5.3%	36	3	8.3%
Granville Exempted Village School District	108	8	7.4%	50	8	16.0%
Groveport Madison Local School District	233	88	37.8%	140	73	52.1%
Grove City(Corp.)	243	38	15.6%	143	29	20.3%

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 <i>Cont. from page 5</i>	Inventory for Q2-2012			Closed Sales for Q2-2012		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
Hamilton Local School District	35	9	25.7%	22	14	63.6%
Hilliard City School District	609	80	13.1%	359	54	15.0%
Hilliard (Corp.)	196	24	12.2%	118	14	11.9%
Johnstown-Monroe Local School District	54	6	11.1%	30	6	20.0%
Jonathan Alder Local School District (Plain City)	48	4	8.3%	28	3	10.7%
Lancaster City School District	272	29	10.7%	122	45	36.9%
Lithopolis (Corp.)	8	1	12.5%	1	0	0.0%
London City School District	111	12	10.8%	33	9	27.3%
Marysville Exempted Village City School District	211	26	12.3%	97	22	22.7%
Minerva Park (Corp.)	8	2	25.0%	11	3	27.3%
Miami Trace Local School District	73	15	20.5%	30	11	36.7%
New Albany (Corp.)	86	2	2.3%	61	7	11.5%
New Albany Plain Local School District	141	12	8.5%	121	17	14.0%
Newark City School District	321	36	11.2%	137	42	30.7%
Northridge Local School District	46	3	6.5%	22	5	22.7%
Obetz (Corp.)	18	5	27.8%	9	3	33.3%
Olentangy Local School District	627	48	7.7%	423	46	10.9%
Pataskala (Corp.)	87	14	16.1%	50	11	22.0%
Pickerington (Corp.)	128	23	18.0%	67	23	34.3%
Pickerington Local School District	278	49	17.6%	138	43	31.2%
Powell (Corp.)	79	3	3.8%	72	6	8.3%
Reynoldsburg City School District	224	44	19.6%	114	46	40.4%
South-Western City School District (Grove City)	706	135	19.1%	383	141	36.8%
Sunbury (Corp.)	25	5	20.0%	13	5	38.5%
Upper Arlington City School District	203	10	4.9%	203	8	3.9%
Valleyview (Corp.)	6	2	33.3%	1	0	0.0%
Washington Court House City School District	65	19	29.2%	26	14	53.8%
Jefferson Local School District (West Jefferson)	36	5	13.9%	13	3	23.1%
Westerville City School District	498	75	15.1%	346	65	18.8%
Westerville (Corp.)	199	24	12.1%	149	12	8.1%
Whitehall (Corp.)	62	20	32.3%	38	27	71.1%
Worthington City School District	288	25	8.7%	220	23	10.5%
Worthington (Corp.)	71	7	9.9%	70	4	5.7%

# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

## Median Sales Price by Area

	Lender-Mediated			Traditional		
	Q2-2011	Q2-2012	+ / -	Q2-2011	Q2-2012	+ / -
<b>ENTIRE MLS</b>	<b>\$69,000</b>	<b>\$65,550</b>	<b>- 5.0%</b>	<b>\$166,595</b>	<b>\$173,950</b>	<b>+ 4.4%</b>

### COUNTIES

Champaign County	\$59,250	\$68,000	+ 14.8%	\$113,000	\$125,000	+ 10.6%
Clark County	\$28,500	\$22,688	- 20.4%	\$124,383	\$172,500	+ 38.7%
Delaware County	\$152,750	\$174,000	+ 13.9%	\$255,000	\$264,900	+ 3.9%
Fairfield County	\$103,000	\$102,000	- 1.0%	\$156,750	\$156,000	- 0.5%
Fayette County	\$38,000	\$38,550	+ 1.4%	\$87,500	\$129,200	+ 47.7%
Franklin County	\$58,103	\$60,500	+ 4.1%	\$165,000	\$168,000	+ 1.8%
Hocking County	\$60,900	\$28,500	- 53.2%	\$124,200	\$132,000	+ 6.3%
Knox County	\$47,068	\$65,000	+ 38.1%	\$145,000	\$149,950	+ 3.4%
Licking County	\$90,170	\$81,400	- 9.7%	\$145,000	\$139,950	- 3.5%
Logan County	\$49,700	\$37,753	- 24.0%	\$110,000	\$123,000	+ 11.8%
Madison County	\$63,500	\$60,720	- 4.4%	\$117,000	\$120,000	+ 2.6%
Marion County	\$26,575	\$24,000	- 9.7%	\$94,950	\$125,000	+ 31.6%
Morrow County	\$84,450	\$81,625	- 3.3%	\$120,000	\$122,000	+ 1.7%
Muskingum County	\$62,512	\$51,575	- 17.5%	\$88,000	\$219,900	+ 149.9%
Perry County	\$37,537	\$74,483	+ 98.4%	\$143,000	\$145,000	+ 1.4%
Pickaway County	\$68,200	\$78,100	+ 14.5%	\$133,250	\$139,000	+ 4.3%
Ross County	\$55,000	\$29,200	- 46.9%	\$75,000	\$144,900	+ 93.2%
Union County	\$123,000	\$115,000	- 6.5%	\$166,690	\$186,750	+ 12.0%

### COMMUNITIES/SCHOOL DISTRICTS

Beechwold / Clintonville	\$137,450	\$116,750	- 15.1%	\$191,325	\$193,500	+ 1.1%
Bexley (Corp.)	\$171,250	\$147,100	- 14.1%	\$310,000	\$245,000	- 21.0%
Blacklick (43004)	\$100,501	\$90,620	- 9.8%	\$154,577	\$139,990	- 9.4%
Big Walnut Local School District	\$133,875	\$145,000	+ 8.3%	\$215,000	\$269,000	+ 25.1%
Canal Winchester City School District	\$121,600	\$105,000	- 13.7%	\$168,000	\$160,245	- 4.6%
Circleville City School District	\$56,600	\$52,199	- 7.8%	\$129,000	\$116,250	- 9.9%
Columbus (Corp.)	\$55,000	\$58,010	+ 5.5%	\$143,000	\$144,367	+ 1.0%
Columbus City School District	\$33,000	\$37,650	+ 14.1%	\$132,900	\$140,000	+ 5.3%
Delaware City School District	\$111,850	\$73,210	- 34.5%	\$141,750	\$144,000	+ 1.6%
Downtown Columbus (43215)	\$149,900	\$175,500	+ 17.1%	\$205,000	\$199,500	- 2.7%
Dublin City School District	\$129,750	\$137,000	+ 5.6%	\$278,450	\$260,000	- 6.6%
Dublin (Corp.)	\$192,500	\$263,000	+ 36.6%	\$318,000	\$320,000	+ 0.6%
Gahanna Jefferson City School District	\$89,727	\$125,050	+ 39.4%	\$187,000	\$188,500	+ 0.8%
Gahanna (Corp.)	\$85,000	\$110,000	+ 29.4%	\$188,000	\$181,250	- 3.6%
German Village (43206 and German Village subdivision)	\$184,500	\$172,400	- 6.6%	\$286,250	\$309,375	+ 8.1%
Grandview Heights (Corp.)	\$139,500	\$82,900	- 40.6%	\$199,900	\$249,900	+ 25.0%
Granville Exempted Village School District	\$237,000	\$167,500	- 29.3%	\$252,000	\$257,250	+ 2.1%
Groveport Madison Local School District	\$49,900	\$46,005	- 7.8%	\$97,250	\$92,000	- 5.4%
Grove City(Corp.)	\$95,000	\$130,000	+ 36.8%	\$143,000	\$155,000	+ 8.4%

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		
	Q2-2011	Q2-2012	+ / -	Q2-2011	Q2-2012	+ / -
Hamilton Local School District	\$64,000	\$59,100	- 7.7%	\$107,000	\$101,700	- 5.0%
Hilliard City School District	\$113,000	\$105,060	- 7.0%	\$173,000	\$180,000	+ 4.0%
Hilliard (Corp.)	\$112,500	\$162,950	+ 44.8%	\$204,310	\$216,605	+ 6.0%
Johnstown-Monroe Local School District	\$112,450	\$83,200	- 26.0%	\$170,000	\$174,450	+ 2.6%
Jonathan Alder Local School District (Plain City)	\$64,500	\$62,000	- 3.9%	\$235,000	\$245,000	+ 4.3%
Lancaster City School District	\$60,211	\$47,500	- 21.1%	\$115,900	\$114,000	- 1.6%
Lithopolis (Corp.)	\$276,000	\$0	- 100.0%	\$85,000	\$135,800	+ 59.8%
London City School District	\$68,125	\$58,251	- 14.5%	\$117,000	\$117,000	0.0%
Marysville Exempted Village City School District	\$130,700	\$122,600	- 6.2%	\$158,900	\$146,500	- 7.8%
Minerva Park (Corp.)	\$90,500	\$105,000	+ 16.0%	\$122,000	\$138,500	+ 13.5%
Miami Trace Local School District	\$54,750	\$62,150	+ 13.5%	\$94,950	\$149,900	+ 57.9%
New Albany (Corp.)	\$385,000	\$310,000	- 19.5%	\$480,000	\$448,250	- 6.6%
New Albany Plain Local School District	\$215,000	\$235,000	+ 9.3%	\$370,000	\$300,250	- 18.9%
Newark City School District	\$47,101	\$46,475	- 1.3%	\$104,000	\$104,000	0.0%
Northridge Local School District	\$98,450	\$186,900	+ 89.8%	\$200,000	\$190,000	- 5.0%
Obetz (Corp.)	\$71,001	\$55,000	- 22.5%	\$87,000	\$73,500	- 15.5%
Olentangy Local School District	\$203,000	\$214,462	+ 5.6%	\$279,825	\$280,000	+ 0.1%
Pataskala (Corp.)	\$123,500	\$102,500	- 17.0%	\$128,450	\$142,700	+ 11.1%
Pickerington (Corp.)	\$138,073	\$133,725	- 3.1%	\$168,200	\$169,000	+ 0.5%
Pickerington Local School District	\$137,500	\$130,000	- 5.5%	\$170,000	\$180,000	+ 5.9%
Powell (Corp.)	\$197,900	\$252,507	+ 27.6%	\$289,000	\$294,443	+ 1.9%
Reynoldsburg City School District	\$89,900	\$94,000	+ 4.6%	\$104,950	\$114,900	+ 9.5%
South-Western City School District (Grove City)	\$74,000	\$73,000	- 1.4%	\$137,000	\$129,250	- 5.7%
Sunbury (Corp.)	\$0	\$99,900	--	\$143,250	\$158,900	+ 10.9%
Upper Arlington City School District	\$146,138	\$147,450	+ 0.9%	\$283,250	\$299,900	+ 5.9%
Valleyview (Corp.)	\$41,500	\$0	- 100.0%	\$0	\$68,000	--
Washington Court House City School District	\$26,050	\$35,950	+ 38.0%	\$72,500	\$91,700	+ 26.5%
Jefferson Local School District (West Jefferson)	\$54,300	\$36,200	- 33.3%	\$111,500	\$96,550	- 13.4%
Westerville City School District	\$94,500	\$96,000	+ 1.6%	\$193,500	\$190,000	- 1.8%
Westerville (Corp.)	\$136,000	\$120,000	- 11.8%	\$199,875	\$204,000	+ 2.1%
Whitehall (Corp.)	\$27,500	\$25,211	- 8.3%	\$69,900	\$67,000	- 4.1%
Worthington City School District	\$106,778	\$105,000	- 1.7%	\$189,900	\$199,000	+ 4.8%
Worthington (Corp.)	\$126,675	\$119,450	- 5.7%	\$217,500	\$225,450	+ 3.7%