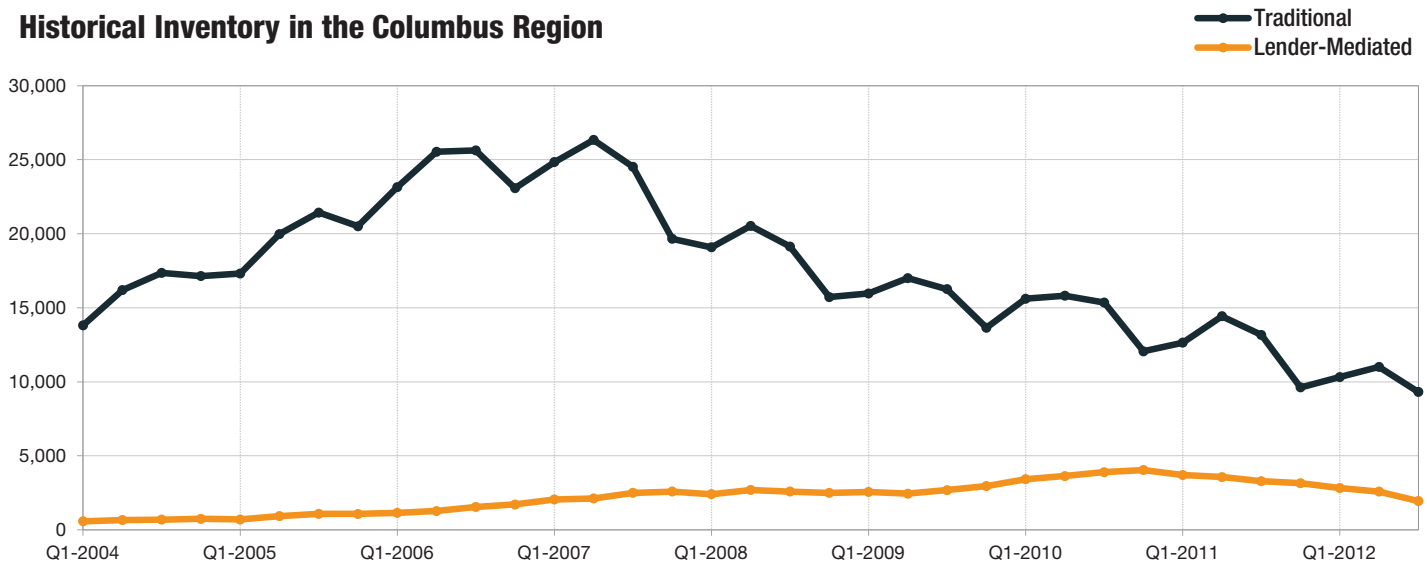


Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

Historical Inventory in the Columbus Region



Q3-2012

The housing recovery in and around Columbus gathered some steam during Q3-2012. The number of active, lender-mediated properties on the market has dropped by over 51.0 percent from peak supply levels in 2010. The share of all New Listings that are lender-mediated held steady at 23.6 percent. For Closed Sales, the figure fell from 30.5 percent to 25.2 percent.

With relatively fewer distressed properties selling, the traditional segment has regained some of its historically-typical market share. That's enabled not just one, but three consecutive quarters of year-over-year gains in the Median Sales Price for the entire market. Home prices were up 10.4 percent to \$148,000—the highest level since mid-2007. Homes are also selling faster across the board. Days on market was down 16.5 percent to 82 days.

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.



New Listings & Closed Sales	2
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Click on desired metric to jump to that page.



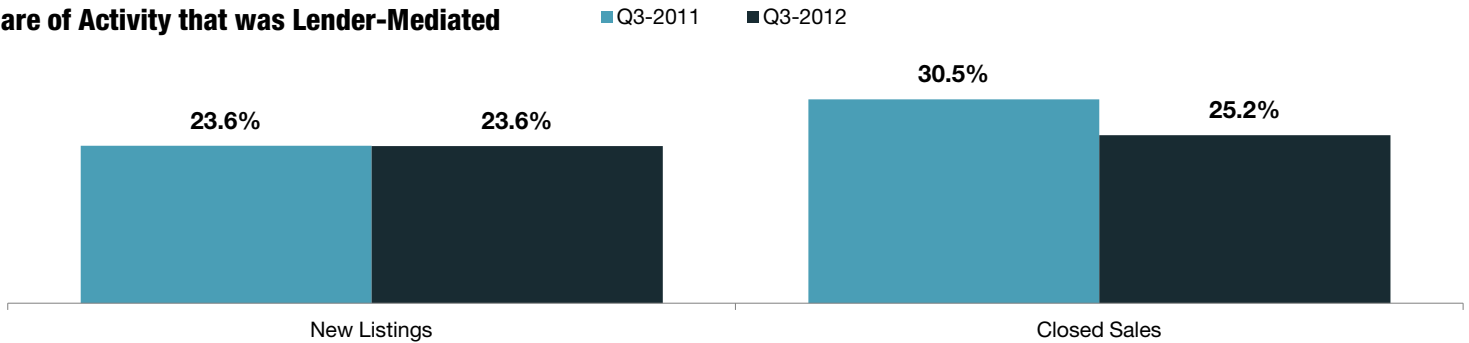
Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

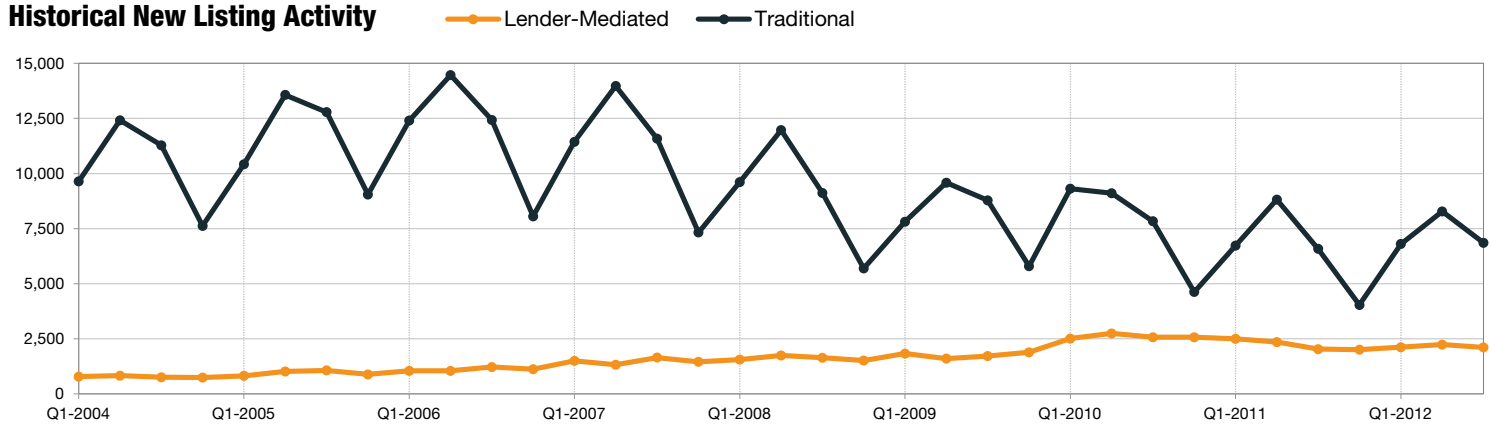
New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q3-2011	Q3-2012	+ / -	Q3-2011	Q3-2012	+ / -	Q3-2011	Q3-2012	+ / -	Q3-2011	Q3-2012
New Listings	2,032	2,113	+ 4.0%	6,586	6,856	+ 4.1%	8,618	8,969	+ 4.1%	23.6%	23.6%
Closed Sales	1,779	1,624	- 8.7%	4,049	4,828	+ 19.2%	5,828	6,452	+ 10.7%	30.5%	25.2%

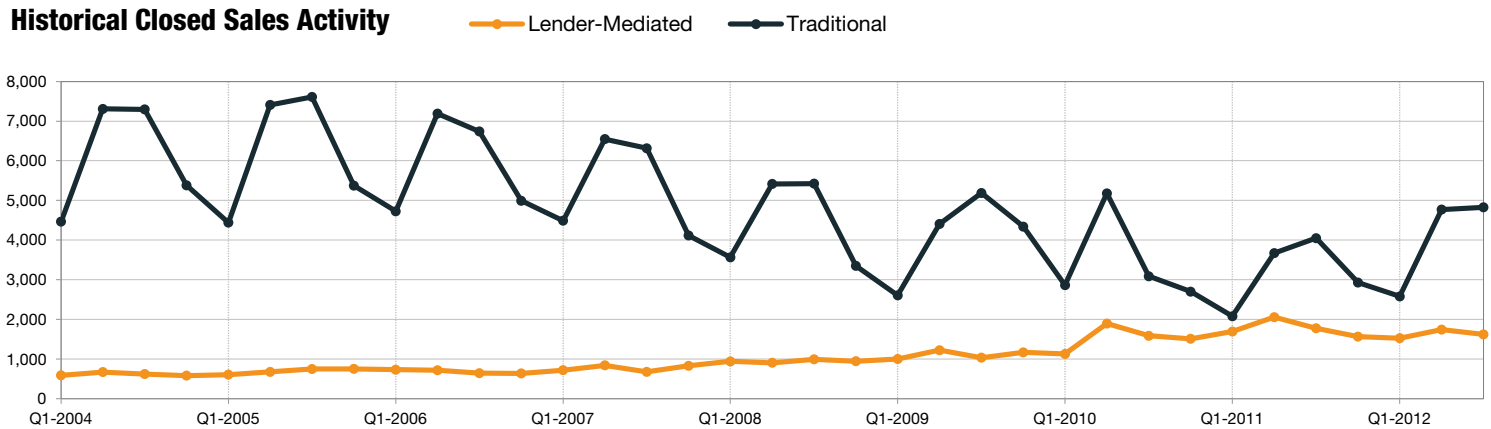
Share of Activity that was Lender-Mediated



Historical New Listing Activity



Historical Closed Sales Activity



Lender-Mediated Properties Report

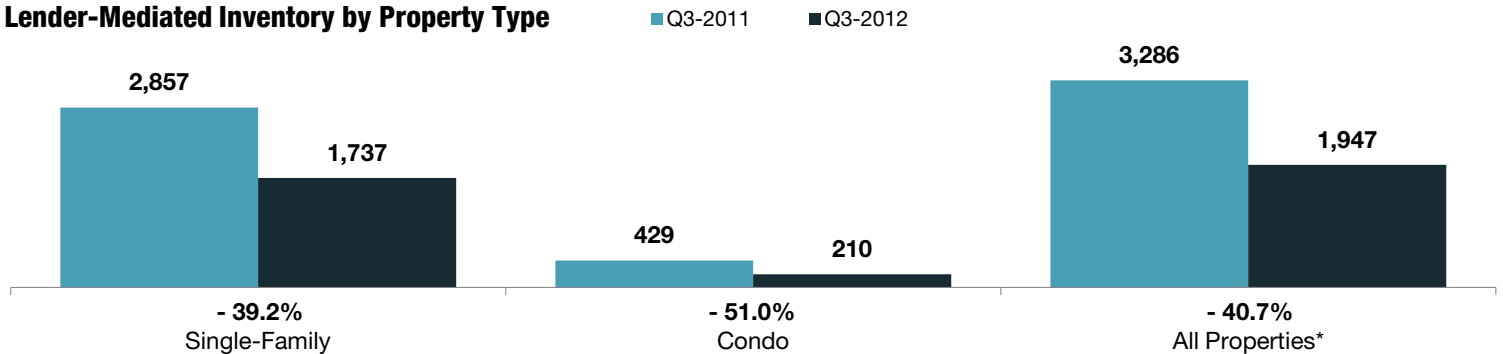
A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

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	
	Q3-2011	Q3-2012	+ / -	Q3-2011	Q3-2012	+ / -	Q3-2011	Q3-2012	+ / -	Q3-2011	Q3-2012
Single-Family	2,857	1,737	- 39.2%	10,885	7,789	- 28.4%	13,742	9,526	- 30.7%	20.8%	18.2%
Condo	429	210	- 51.0%	2,278	1,526	- 33.0%	2,707	1,736	- 35.9%	15.8%	12.1%
All Properties*	3,286	1,947	- 40.7%	13,163	9,315	- 29.2%	16,449	11,262	- 31.5%	20.0%	17.3%

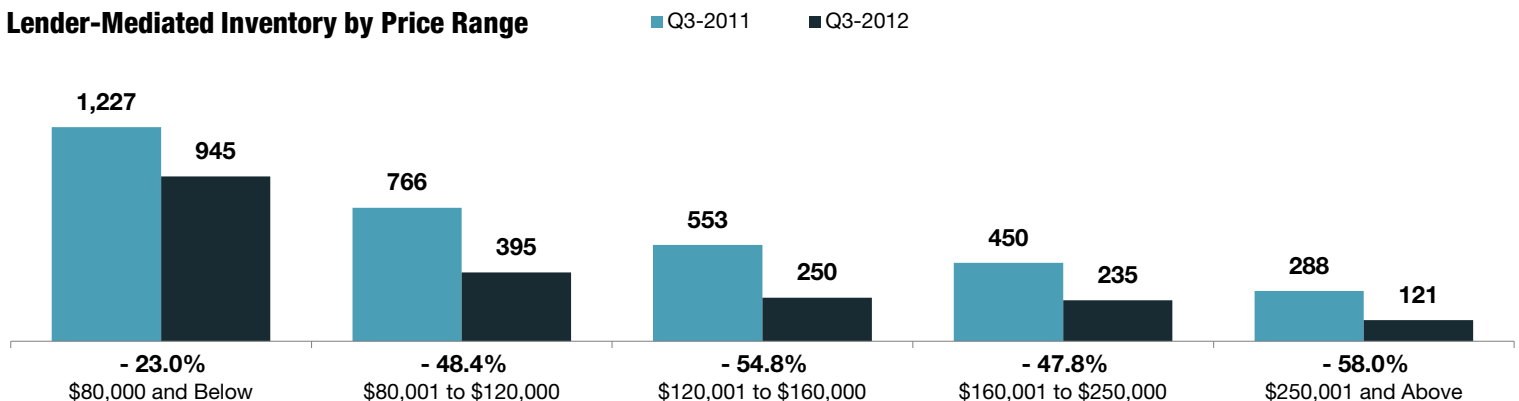
Lender-Mediated Inventory by Property Type



Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q3-2011	Q3-2012	+ / -	Q3-2011	Q3-2012	+ / -	Q3-2011	Q3-2012	+ / -	Q3-2011	Q3-2012
\$80,000 and Below	1,227	945	- 23.0%	1,687	1,380	- 18.2%	2,914	2,325	- 20.2%	42.1%	40.6%
\$80,001 to \$120,000	766	395	- 48.4%	2,050	1,568	- 23.5%	2,816	1,963	- 30.3%	27.2%	20.1%
\$120,001 to \$160,000	553	250	- 54.8%	2,503	1,765	- 29.5%	3,056	2,015	- 34.1%	18.1%	12.4%
\$160,001 to \$250,000	450	235	- 47.8%	3,361	2,227	- 33.7%	3,811	2,462	- 35.4%	11.8%	9.5%
\$250,001 and Above	288	121	- 58.0%	3,555	2,351	- 33.9%	3,843	2,472	- 35.7%	7.5%	4.9%
All Price Ranges*	3,286	1,947	- 40.7%	13,163	9,316	- 29.2%	16,449	11,263	- 31.5%	20.0%	17.3%

Lender-Mediated Inventory by Price Range



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

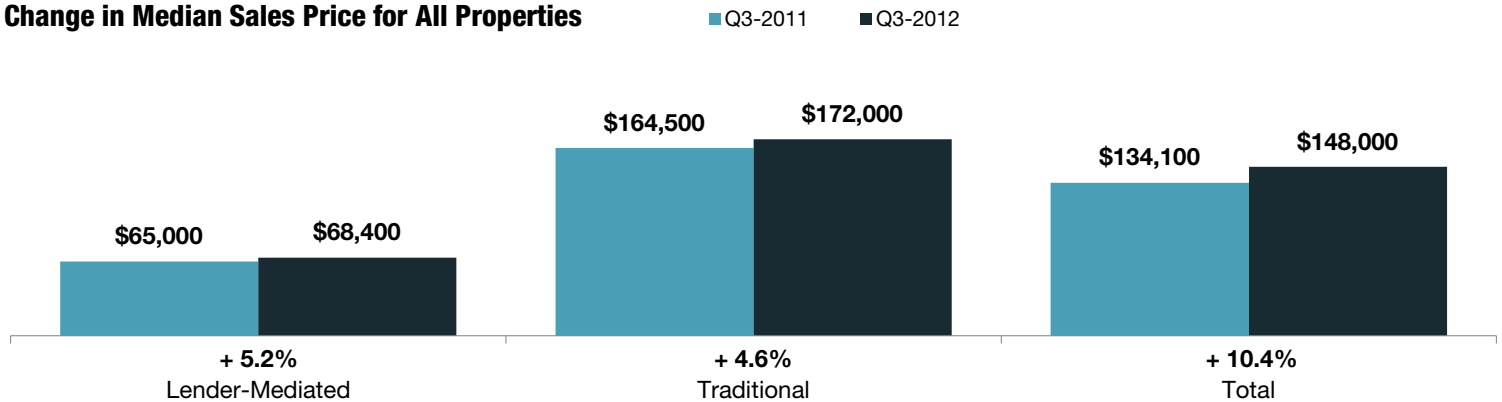
Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

Median Sales Price

	Lender-Mediated			Traditional			Total		
	Q3-2011	Q3-2012	+ / -	Q3-2011	Q3-2012	+ / -	Q3-2011	Q3-2012	+ / -
Single-Family	\$64,850	\$70,000	+ 7.9%	\$170,865	\$180,000	+ 5.3%	\$139,000	\$153,000	+ 10.1%
Condo	\$68,000	\$63,000	- 7.4%	\$128,000	\$136,461	+ 6.6%	\$116,500	\$120,000	+ 3.0%
All Properties*	\$65,000	\$68,400	+ 5.2%	\$164,500	\$172,000	+ 4.6%	\$134,100	\$148,000	+ 10.4%

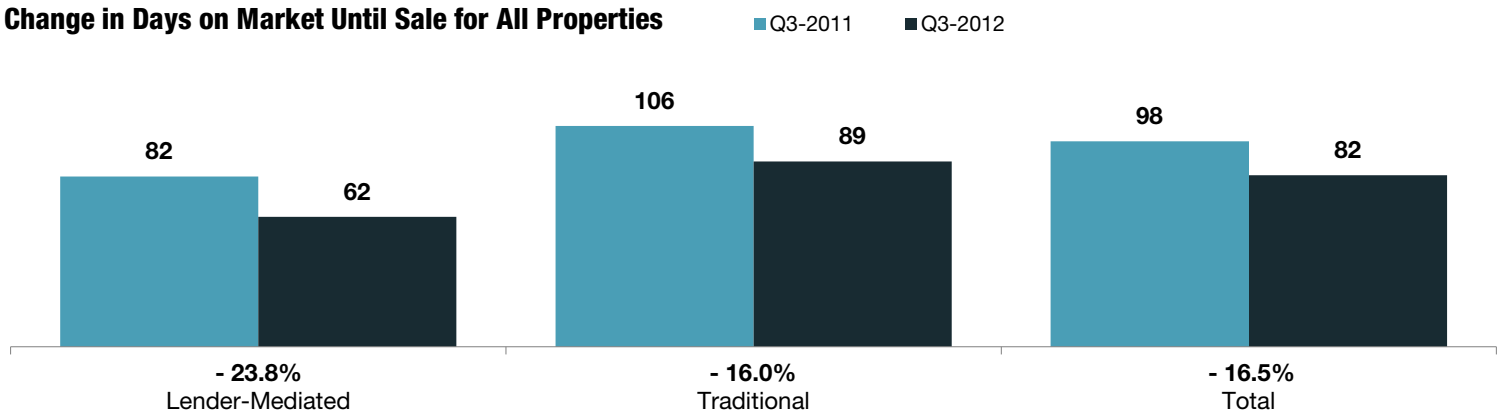
Change in Median Sales Price for All Properties



Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Q3-2011	Q3-2012	+ / -	Q3-2011	Q3-2012	+ / -	Q3-2011	Q3-2012	+ / -
Single-Family	80	61	- 23.2%	100	83	- 17.1%	94	77	- 17.5%
Condo	98	71	- 27.7%	139	120	- 13.7%	129	110	- 14.4%
All Properties*	82	62	- 23.8%	106	89	- 16.0%	98	82	- 16.5%

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 Q3-2012			Closed Sales for Q3-2012		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
ENTIRE MLS	11,262	1,947	17.3%	6,452	1,624	25.2%

COUNTIES

Champaign County	94	12	12.8%	34	6	17.6%
Clark County	56	9	16.1%	25	8	32.0%
Delaware County	1,162	112	9.6%	832	109	13.1%
Fairfield County	758	110	14.5%	429	117	27.3%
Fayette County	162	43	26.5%	44	14	31.8%
Franklin County	6,068	1,302	21.5%	3,873	1,050	27.1%
Hocking County	163	6	3.7%	43	8	18.6%
Knox County	220	14	6.4%	100	25	25.0%
Licking County	1,018	128	12.6%	460	114	24.8%
Logan County	131	13	9.9%	30	8	26.7%
Madison County	211	15	7.1%	93	24	25.8%
Marion County	115	15	13.0%	50	12	24.0%
Morrow County	128	26	20.3%	55	24	43.6%
Muskingum County	46	11	23.9%	21	11	52.4%
Perry County	89	9	10.1%	21	4	19.0%
Pickaway County	299	33	11.0%	95	26	27.4%
Ross County	33	11	33.3%	18	11	61.1%
Union County	323	35	10.8%	180	34	18.9%

COMMUNITIES/SCHOOL DISTRICTS

Beechwood / Clintonville	184	15	8.2%	167	10	6.0%
Bexley (Corp.)	82	6	7.3%	72	6	8.3%
Blacklick (43004)	205	46	22.4%	133	51	38.3%
Big Walnut Local School District	131	16	12.2%	56	8	14.3%
Canal Winchester City School District	116	24	20.7%	66	18	27.3%
Circleville City School District	89	8	9.0%	27	6	22.2%
Columbus (Corp.)	3,946	960	24.3%	2,338	766	32.8%
Columbus City School District	2,651	704	26.6%	1,384	482	34.8%
Delaware City School District	192	26	13.5%	121	20	16.5%
Downtown Columbus (43215)	100	5	5.0%	59	2	3.4%
Dublin City School District	426	37	8.7%	351	29	8.3%
Dublin (Corp.)	265	18	6.8%	233	9	3.9%
Gahanna Jefferson City School District	226	37	16.4%	164	29	17.7%
Gahanna (Corp.)	143	24	16.8%	112	20	17.9%
German Village (43206 and German Village subdivision)	52	4	7.7%	34	1	2.9%
Grandview Heights (Corp.)	38	1	2.6%	39	2	5.1%
Granville Exempted Village School District	102	5	4.9%	52	6	11.5%
Groveport Madison Local School District	228	88	38.6%	110	72	65.5%
Grove City(Corp.)	207	41	19.8%	130	30	23.1%

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 Q3-2012			Closed Sales for Q3-2012		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
Hamilton Local School District	42	12	28.6%	22	12	54.5%
Hilliard City School District	496	59	11.9%	397	66	16.6%
Hilliard (Corp.)	131	17	13.0%	143	18	12.6%
Johnstown-Monroe Local School District	43	6	14.0%	30	5	16.7%
Jonathan Alder Local School District (Plain City)	41	2	4.9%	30	1	3.3%
Lancaster City School District	277	32	11.6%	124	27	21.8%
Lithopolis (Corp.)	4	1	25.0%	8	6	75.0%
London City School District	117	5	4.3%	41	13	31.7%
Marysville Exempted Village City School District	176	25	14.2%	111	24	21.6%
Minerva Park (Corp.)	15	4	26.7%	4	0	0.0%
Miami Trace Local School District	88	22	25.0%	23	10	43.5%
New Albany (Corp.)	81	5	6.2%	67	8	11.9%
New Albany Plain Local School District	129	14	10.9%	111	16	14.4%
Newark City School District	309	42	13.6%	127	33	26.0%
Northridge Local School District	40	3	7.5%	27	6	22.2%
Obetz (Corp.)	13	3	23.1%	15	8	53.3%
Olentangy Local School District	539	46	8.5%	439	49	11.2%
Pataskala (Corp.)	74	10	13.5%	50	16	32.0%
Pickerington (Corp.)	119	28	23.5%	87	20	23.0%
Pickerington Local School District	245	46	18.8%	186	48	25.8%
Powell (Corp.)	75	9	12.0%	67	5	7.5%
Reynoldsburg City School District	207	47	22.7%	85	38	44.7%
South-Western City School District (Grove City)	655	139	21.2%	401	156	38.9%
Sunbury (Corp.)	32	5	15.6%	18	5	27.8%
Upper Arlington City School District	187	11	5.9%	193	12	6.2%
Valleyview (Corp.)	3	1	33.3%	4	2	50.0%
Washington Court House City School District	76	22	28.9%	21	5	23.8%
Jefferson Local School District (West Jefferson)	24	4	16.7%	16	4	25.0%
Westerville City School District	461	79	17.1%	346	67	19.4%
Westerville (Corp.)	161	23	14.3%	148	17	11.5%
Whitehall (Corp.)	53	20	37.7%	30	18	60.0%
Worthington City School District	253	25	9.9%	246	34	13.8%
Worthington (Corp.)	62	6	9.7%	82	8	9.8%

*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		
	Q3-2011	Q3-2012	+ / -	Q3-2011	Q3-2012	+ / -
ENTIRE MLS	\$65,000	\$68,400	+ 5.2%	\$164,500	\$172,000	+ 4.6%

COUNTIES

Champaign County	\$34,000	\$54,950	+ 61.6%	\$106,950	\$123,250	+ 15.2%
Clark County	\$27,563	\$29,411	+ 6.7%	\$136,000	\$155,000	+ 14.0%
Delaware County	\$150,000	\$180,000	+ 20.0%	\$259,500	\$261,500	+ 0.8%
Fairfield County	\$102,500	\$104,500	+ 2.0%	\$145,000	\$153,750	+ 6.0%
Fayette County	\$25,701	\$34,750	+ 35.2%	\$115,700	\$92,375	- 20.2%
Franklin County	\$58,500	\$60,000	+ 2.6%	\$161,500	\$167,620	+ 3.8%
Hocking County	\$39,900	\$61,500	+ 54.1%	\$118,000	\$129,000	+ 9.3%
Knox County	\$65,000	\$53,750	- 17.3%	\$151,000	\$155,700	+ 3.1%
Licking County	\$84,000	\$95,000	+ 13.1%	\$147,750	\$150,000	+ 1.5%
Logan County	\$68,000	\$54,500	- 19.9%	\$104,000	\$123,000	+ 18.3%
Madison County	\$56,319	\$72,850	+ 29.4%	\$145,000	\$132,000	- 9.0%
Marion County	\$40,001	\$24,000	- 40.0%	\$95,000	\$120,000	+ 26.3%
Morrow County	\$85,000	\$50,000	- 41.2%	\$109,500	\$120,000	+ 9.6%
Muskingum County	\$118,000	\$45,000	- 61.9%	\$158,000	\$159,000	+ 0.6%
Perry County	\$64,151	\$33,475	- 47.8%	\$152,000	\$181,950	+ 19.7%
Pickaway County	\$81,000	\$106,500	+ 31.5%	\$130,200	\$140,000	+ 7.5%
Ross County	\$25,000	\$38,000	+ 52.0%	\$102,000	\$115,000	+ 12.7%
Union County	\$95,000	\$120,950	+ 27.3%	\$164,200	\$196,450	+ 19.6%

COMMUNITIES/SCHOOL DISTRICTS

Beechwold / Clintonville	\$115,200	\$134,100	+ 16.4%	\$175,000	\$188,888	+ 7.9%
Bexley (Corp.)	\$96,250	\$174,500	+ 81.3%	\$310,396	\$296,500	- 4.5%
Blacklick (43004)	\$95,000	\$98,105	+ 3.3%	\$164,500	\$150,950	- 8.2%
Big Walnut Local School District	\$127,450	\$144,000	+ 13.0%	\$223,000	\$234,500	+ 5.2%
Canal Winchester City School District	\$95,050	\$98,000	+ 3.1%	\$139,900	\$137,450	- 1.8%
Circleville City School District	\$35,350	\$53,750	+ 52.1%	\$118,150	\$105,000	- 11.1%
Columbus (Corp.)	\$52,250	\$52,300	+ 0.1%	\$135,000	\$144,900	+ 7.3%
Columbus City School District	\$35,100	\$33,950	- 3.3%	\$128,145	\$136,350	+ 6.4%
Delaware City School District	\$111,500	\$98,050	- 12.1%	\$149,500	\$156,750	+ 4.8%
Downtown Columbus (43215)	\$150,250	\$179,675	+ 19.6%	\$215,000	\$261,900	+ 21.8%
Dublin City School District	\$162,500	\$120,000	- 26.2%	\$252,000	\$260,000	+ 3.2%
Dublin (Corp.)	\$281,750	\$260,000	- 7.7%	\$340,000	\$314,950	- 7.4%
Gahanna Jefferson City School District	\$95,000	\$125,000	+ 31.6%	\$177,620	\$187,680	+ 5.7%
Gahanna (Corp.)	\$91,107	\$100,500	+ 10.3%	\$170,500	\$174,450	+ 2.3%
German Village (43206 and German Village subdivision)	\$100,000	\$610,000	+ 510.0%	\$323,175	\$300,000	- 7.2%
Grandview Heights (Corp.)	\$0	\$167,500	--	\$255,000	\$184,200	- 27.8%
Granville Exempted Village School District	\$144,750	\$187,500	+ 29.5%	\$231,725	\$301,000	+ 29.9%
Groveport Madison Local School District	\$43,400	\$52,100	+ 20.0%	\$92,200	\$90,950	- 1.4%
Grove City(Corp.)	\$94,900	\$91,750	- 3.3%	\$144,900	\$157,750	+ 8.9%

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		
	Q3-2011	Q3-2012	+ / -	Q3-2011	Q3-2012	+ / -
Hamilton Local School District	\$45,450	\$51,515	+ 13.3%	\$89,000	\$71,550	- 19.6%
Hilliard City School District	\$116,600	\$111,100	- 4.7%	\$179,000	\$174,900	- 2.3%
Hilliard (Corp.)	\$132,300	\$114,000	- 13.8%	\$200,045	\$197,100	- 1.5%
Johnstown-Monroe Local School District	\$109,450	\$95,000	- 13.2%	\$170,000	\$179,950	+ 5.9%
Jonathan Alder Local School District (Plain City)	\$90,188	\$65,199	- 27.7%	\$184,500	\$225,000	+ 22.0%
Lancaster City School District	\$60,000	\$46,159	- 23.1%	\$103,500	\$116,500	+ 12.6%
Lithopolis (Corp.)	\$66,100	\$142,975	+ 116.3%	\$155,000	\$159,750	+ 3.1%
London City School District	\$90,000	\$57,000	- 36.7%	\$151,000	\$127,000	- 15.9%
Marysville Exempted Village City School District	\$108,000	\$122,000	+ 13.0%	\$156,500	\$168,000	+ 7.3%
Minerva Park (Corp.)	\$92,038	\$0	- 100.0%	\$119,900	\$103,750	- 13.5%
Miami Trace Local School District	\$25,950	\$38,875	+ 49.8%	\$97,750	\$98,900	+ 1.2%
New Albany (Corp.)	\$331,750	\$275,000	- 17.1%	\$515,000	\$495,000	- 3.9%
New Albany Plain Local School District	\$220,000	\$180,918	- 17.8%	\$368,500	\$368,000	- 0.1%
Newark City School District	\$37,779	\$37,905	+ 0.3%	\$105,000	\$121,750	+ 16.0%
Northridge Local School District	\$89,780	\$113,500	+ 26.4%	\$170,000	\$190,000	+ 11.8%
Obetz (Corp.)	\$43,000	\$74,250	+ 72.7%	\$120,500	\$77,000	- 36.1%
Olentangy Local School District	\$208,000	\$235,600	+ 13.3%	\$289,900	\$285,000	- 1.7%
Pataskala (Corp.)	\$110,000	\$108,550	- 1.3%	\$144,750	\$152,000	+ 5.0%
Pickerington (Corp.)	\$132,000	\$130,500	- 1.1%	\$143,200	\$175,900	+ 22.8%
Pickerington Local School District	\$127,500	\$134,000	+ 5.1%	\$159,900	\$174,250	+ 9.0%
Powell (Corp.)	\$160,000	\$281,000	+ 75.6%	\$315,700	\$298,900	- 5.3%
Reynoldsburg City School District	\$77,450	\$82,551	+ 6.6%	\$123,000	\$124,750	+ 1.4%
South-Western City School District (Grove City)	\$69,550	\$65,061	- 6.5%	\$122,000	\$129,000	+ 5.7%
Sunbury (Corp.)	\$119,900	\$136,000	+ 13.4%	\$180,000	\$182,750	+ 1.5%
Upper Arlington City School District	\$179,098	\$188,450	+ 5.2%	\$270,100	\$295,000	+ 9.2%
Valleyview (Corp.)	\$37,621	\$28,750	- 23.6%	\$0	\$82,000	--
Washington Court House City School District	\$25,276	\$27,000	+ 6.8%	\$100,000	\$77,250	- 22.8%
Jefferson Local School District (West Jefferson)	\$56,319	\$97,000	+ 72.2%	\$140,000	\$131,000	- 6.4%
Westerville City School District	\$86,000	\$105,000	+ 22.1%	\$182,950	\$190,000	+ 3.9%
Westerville (Corp.)	\$154,000	\$131,000	- 14.9%	\$180,400	\$211,000	+ 17.0%
Whitehall (Corp.)	\$29,000	\$27,800	- 4.1%	\$69,900	\$61,000	- 12.7%
Worthington City School District	\$128,500	\$117,250	- 8.8%	\$200,000	\$203,060	+ 1.5%
Worthington (Corp.)	\$145,250	\$149,000	+ 2.6%	\$234,350	\$210,000	- 10.4%