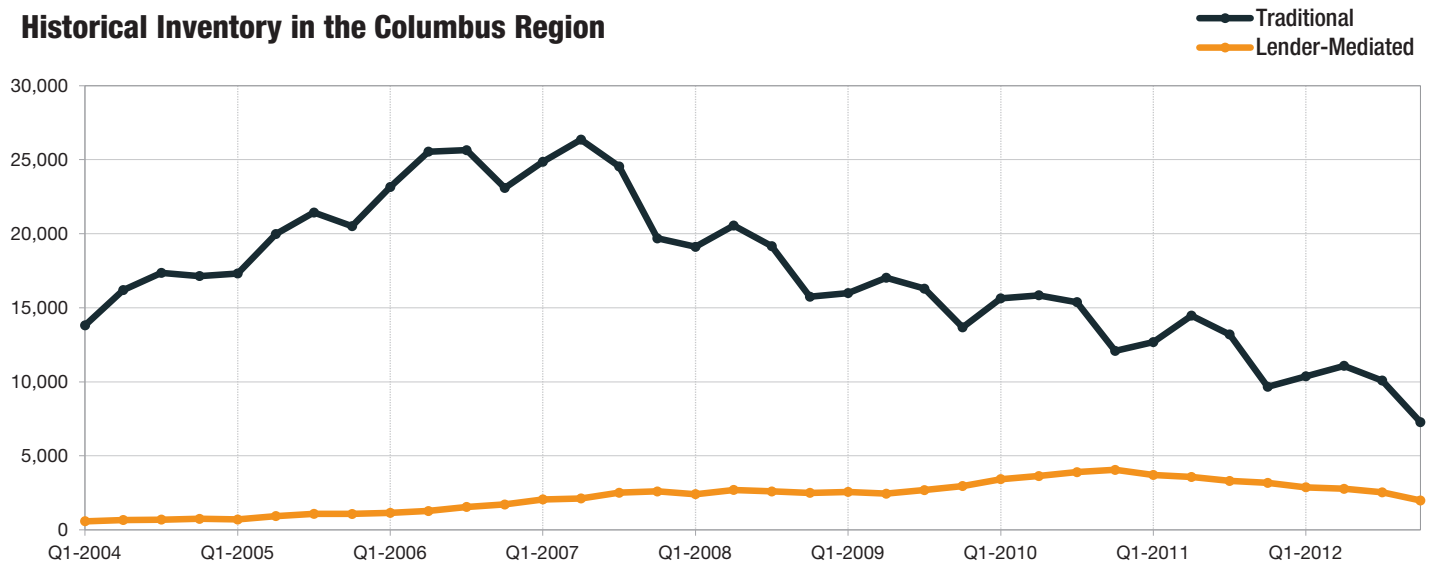


Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

Historical Inventory in the Columbus Region



Q4-2012

The Columbus housing market reached an important milestone in 2012. During all four quarters of the year, the median home price rose above 2011 levels. Those four consecutive quarters of year-over-year gains are being driven by less supply, more demand and less downward price pressure brought on by foreclosures. In fact, the number of active lender-mediated properties on the market is down over 50.0 percent from peak supply levels in 2010 and down 37.5 percent in the past year alone.

The share of all New Listings that were foreclosures decreased from 33.3 percent last year to 32.7 percent this year. For Closed Sales, the figure fell from 34.8 percent to 30.8 percent. That's helped to enable a 9.8 percent gain in the Median Sales Price for the entire market, a significant indicator. At 83 days, homes are selling in 18.4 percent less time.

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
Inventory of Homes for Sale	3
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Click on desired metric to jump to that page.



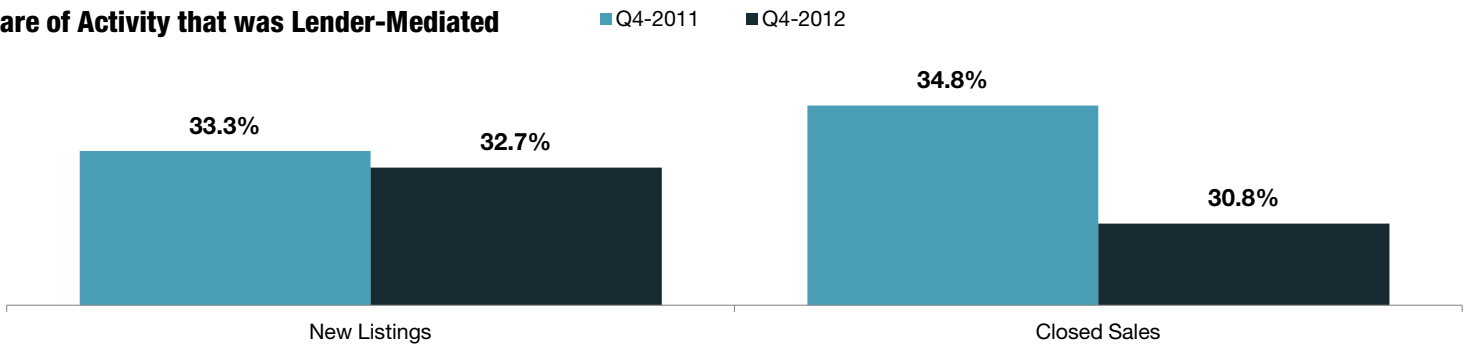
Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

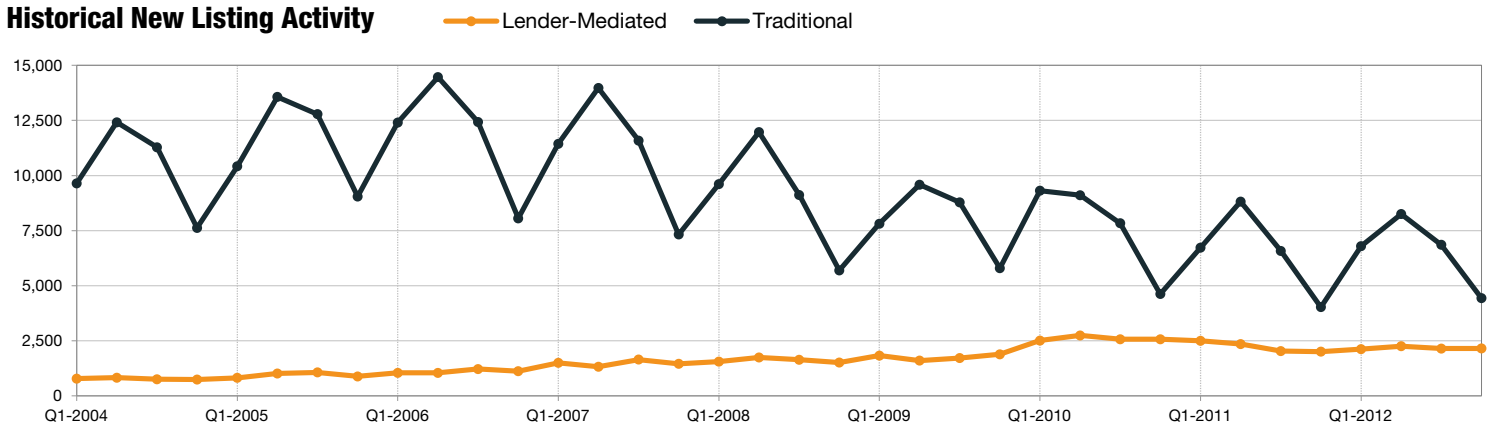
New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q4-2011	Q4-2012	+ / -	Q4-2011	Q4-2012	+ / -	Q4-2011	Q4-2012	+ / -	Q4-2011	Q4-2012
New Listings	2,012	2,158	+ 7.3%	4,033	4,439	+ 10.1%	6,045	6,597	+ 9.1%	33.3%	32.7%
Closed Sales	1,568	1,740	+ 11.0%	2,933	3,910	+ 33.3%	4,501	5,650	+ 25.5%	34.8%	30.8%

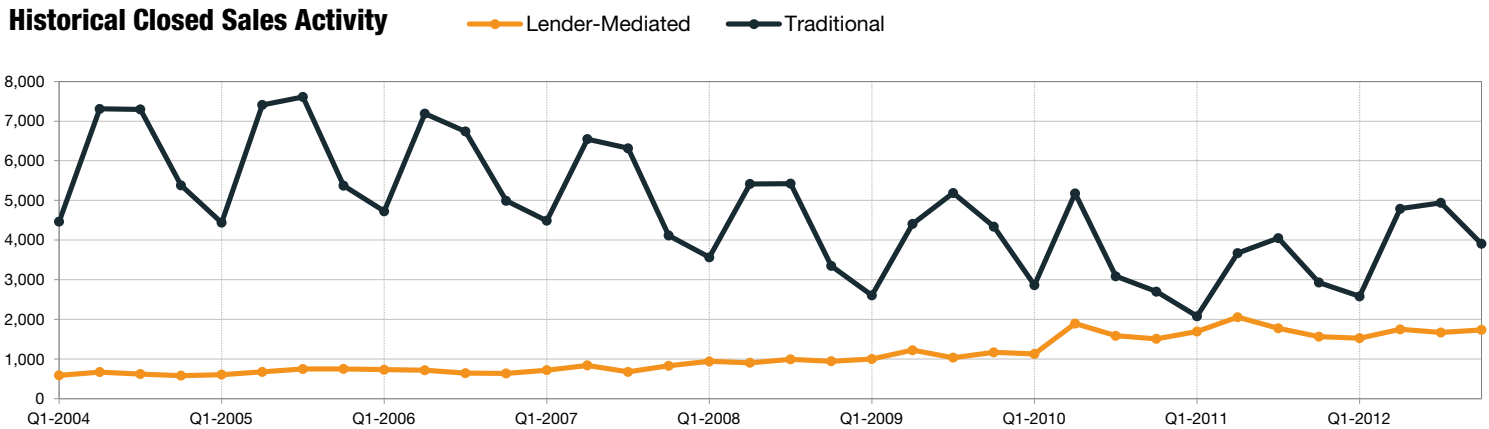
Share of Activity that was Lender-Mediated



Historical New Listing Activity



Historical Closed Sales Activity



Lender-Mediated Properties Report

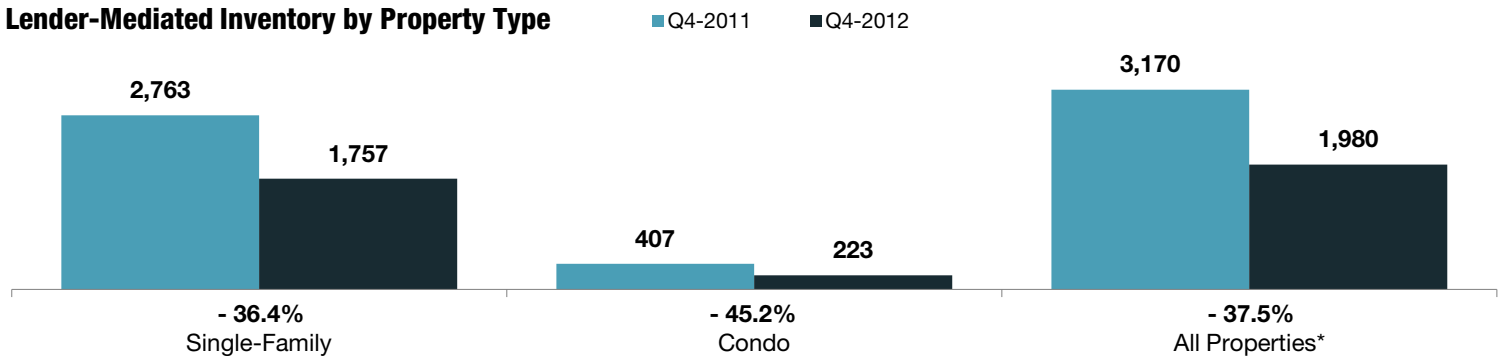
A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

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	
	Q4-2011	Q4-2012	+ / -	Q4-2011	Q4-2012	+ / -	Q4-2011	Q4-2012	+ / -	Q4-2011	Q4-2012
Single-Family	2,763	1,757	- 36.4%	7,809	6,041	- 22.6%	10,572	7,798	- 26.2%	26.1%	22.5%
Condo	407	223	- 45.2%	1,854	1,230	- 33.7%	2,261	1,453	- 35.7%	18.0%	15.3%
All Properties*	3,170	1,980	- 37.5%	9,663	7,271	- 24.8%	12,833	9,252	- 27.9%	24.7%	21.4%

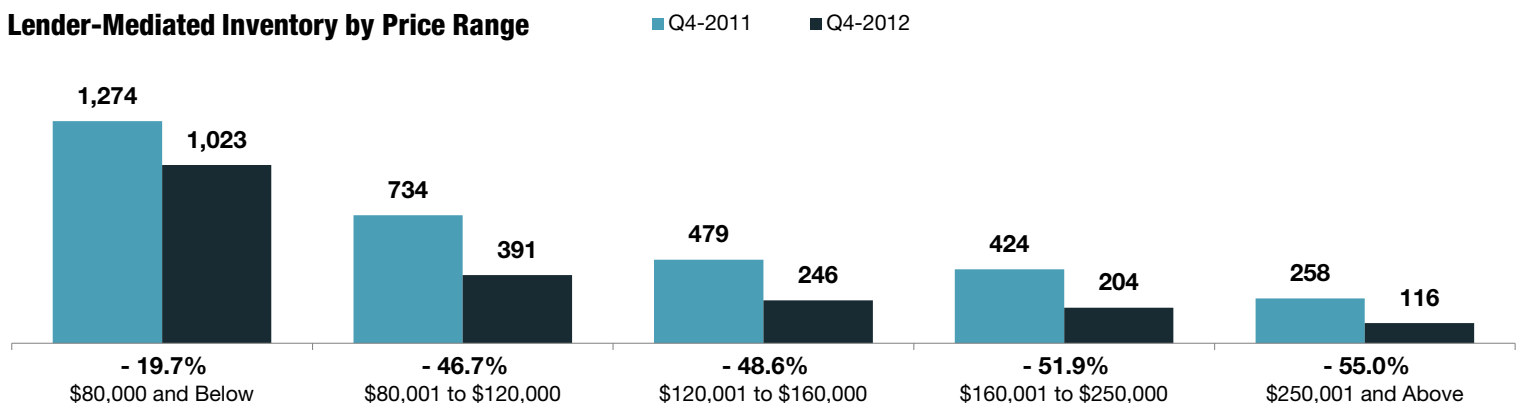
Lender-Mediated Inventory by Property Type



Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q4-2011	Q4-2012	+ / -	Q4-2011	Q4-2012	+ / -	Q4-2011	Q4-2012	+ / -	Q4-2011	Q4-2012
\$80,000 and Below	1,274	1,023	- 19.7%	1,358	1,273	- 6.3%	2,632	2,296	- 12.8%	48.4%	44.6%
\$80,001 to \$120,000	734	391	- 46.7%	1,630	1,315	- 19.3%	2,364	1,706	- 27.8%	31.0%	22.9%
\$120,001 to \$160,000	479	246	- 48.6%	1,840	1,328	- 27.8%	2,319	1,574	- 32.1%	20.7%	15.6%
\$160,001 to \$250,000	424	204	- 51.9%	2,341	1,685	- 28.0%	2,765	1,889	- 31.7%	15.3%	10.8%
\$250,001 and Above	258	116	- 55.0%	2,489	1,659	- 33.3%	2,747	1,775	- 35.4%	9.4%	6.5%
All Price Ranges*	3,170	1,980	- 37.5%	9,663	7,272	- 24.7%	12,833	9,252	- 27.9%	24.7%	21.4%

Lender-Mediated Inventory by Price Range



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

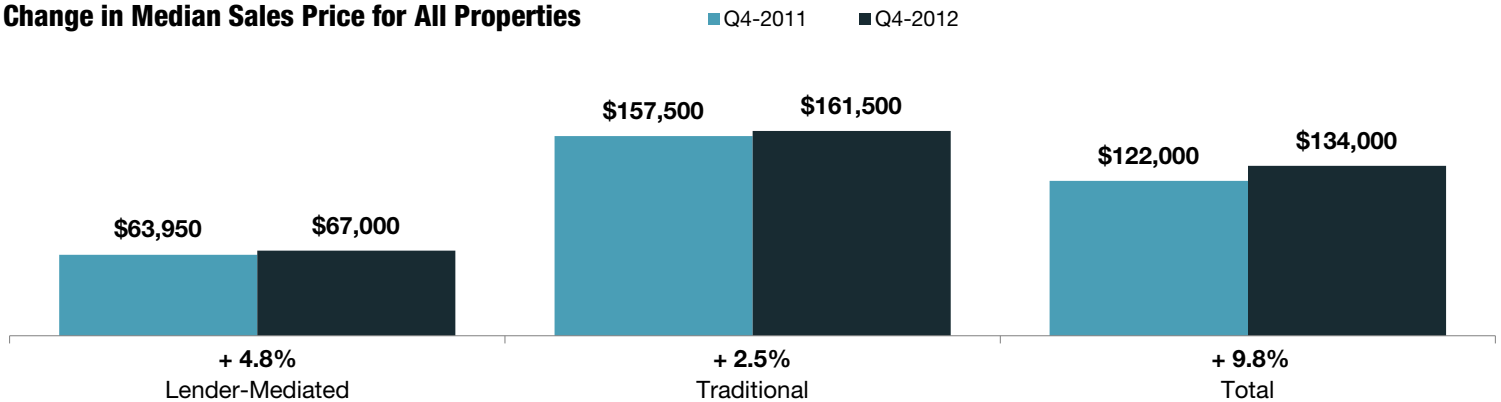
Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

Median Sales Price

	Lender-Mediated			Traditional			Total		
	Q4-2011	Q4-2012	+ / -	Q4-2011	Q4-2012	+ / -	Q4-2011	Q4-2012	+ / -
Single-Family	\$65,000	\$68,000	+ 4.6%	\$162,500	\$169,000	+ 4.0%	\$125,000	\$138,000	+ 10.4%
Condo	\$58,900	\$61,000	+ 3.6%	\$126,500	\$129,600	+ 2.5%	\$109,900	\$114,900	+ 4.5%
All Properties*	\$63,950	\$67,000	+ 4.8%	\$157,500	\$161,500	+ 2.5%	\$122,000	\$134,000	+ 9.8%

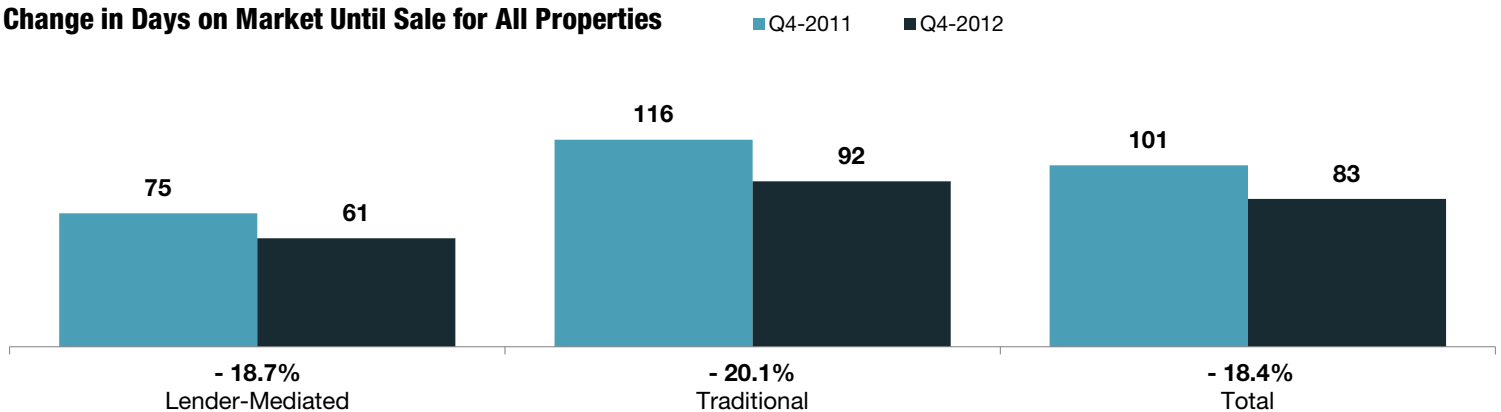
Change in Median Sales Price for All Properties



Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Q4-2011	Q4-2012	+ / -	Q4-2011	Q4-2012	+ / -	Q4-2011	Q4-2012	+ / -
Single-Family	73	59	- 18.3%	111	88	- 20.8%	97	79	- 19.0%
Condo	90	70	- 22.2%	146	117	- 19.8%	130	106	- 18.5%
All Properties*	75	61	- 18.7%	116	92	- 20.1%	101	83	- 18.4%

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 Q4-2012			Closed Sales for Q4-2012		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
ENTIRE MLS	9,252	1,980	21.4%	5,650	1,740	30.8%

COUNTIES

Champaign County	76	8	10.5%	31	4	12.9%
Clark County	51	11	21.6%	17	5	29.4%
Delaware County	867	100	11.5%	671	106	15.8%
Fairfield County	625	120	19.2%	382	120	31.4%
Fayette County	143	44	30.8%	41	18	43.9%
Franklin County	4,928	1,284	26.1%	3,418	1,174	34.3%
Hocking County	125	2	1.6%	44	7	15.9%
Knox County	189	22	11.6%	73	19	26.0%
Licking County	835	123	14.7%	437	126	28.8%
Logan County	94	14	14.9%	32	5	15.6%
Madison County	183	24	13.1%	65	20	30.8%
Marion County	98	19	19.4%	40	12	30.0%
Morrow County	117	27	23.1%	54	16	29.6%
Muskingum County	71	16	22.5%	14	7	50.0%
Perry County	77	11	14.3%	24	7	29.2%
Pickaway County	249	36	14.5%	96	22	22.9%
Ross County	33	12	36.4%	22	14	63.6%
Union County	292	43	14.7%	142	36	25.4%

COMMUNITIES/SCHOOL DISTRICTS

Beechwood / Clintonville	141	13	9.2%	122	16	13.1%
Bexley (Corp.)	55	5	9.1%	50	6	12.0%
Blacklick (43004)	160	45	28.1%	103	46	44.7%
Big Walnut Local School District	72	10	13.9%	61	14	23.0%
Canal Winchester City School District	93	26	28.0%	68	18	26.5%
Circleville City School District	79	10	12.7%	25	3	12.0%
Columbus (Corp.)	3,284	937	28.5%	2,161	851	39.4%
Columbus City School District	2,312	680	29.4%	1,310	553	42.2%
Delaware City School District	181	34	18.8%	99	24	24.2%
Downtown Columbus (43215)	79	5	6.3%	40	3	7.5%
Dublin City School District	311	29	9.3%	215	31	14.4%
Dublin (Corp.)	204	13	6.4%	148	14	9.5%
Gahanna Jefferson City School District	175	29	16.6%	132	30	22.7%
Gahanna (Corp.)	113	19	16.8%	83	17	20.5%
German Village (43206 and German Village subdivision)	43	3	7.0%	38	4	10.5%
Grandview Heights (Corp.)	27	1	3.7%	25	0	0.0%
Granville Exempted Village School District	80	5	6.3%	32	4	12.5%
Groveport Madison Local School District	202	93	46.0%	127	80	63.0%
Grove City(Corp.)	153	37	24.2%	124	41	33.1%

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 Q4-2012			Closed Sales for Q4-2012		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
Hamilton Local School District	33	11	33.3%	24	19	79.2%
Hilliard City School District	357	64	17.9%	335	75	22.4%
Hilliard (Corp.)	101	20	19.8%	112	24	21.4%
Johnstown-Monroe Local School District	38	6	15.8%	29	9	31.0%
Jonathan Alder Local School District (Plain City)	26	5	19.2%	16	4	25.0%
Lancaster City School District	225	33	14.7%	125	38	30.4%
Lithopolis (Corp.)	4	2	50.0%	3	0	0.0%
London City School District	100	14	14.0%	26	4	15.4%
Marysville Exempted Village City School District	159	29	18.2%	92	25	27.2%
Minerva Park (Corp.)	9	1	11.1%	6	3	50.0%
Miami Trace Local School District	75	23	30.7%	23	10	43.5%
New Albany (Corp.)	65	3	4.6%	38	4	10.5%
New Albany Plain Local School District	97	17	17.5%	81	17	21.0%
Newark City School District	267	43	16.1%	125	29	23.2%
Northridge Local School District	34	7	20.6%	21	8	38.1%
Obetz (Corp.)	13	3	23.1%	10	7	70.0%
Olentangy Local School District	396	36	9.1%	336	43	12.8%
Pataskala (Corp.)	65	17	26.2%	37	12	32.4%
Pickerington (Corp.)	108	26	24.1%	77	26	33.8%
Pickerington Local School District	209	46	22.0%	148	47	31.8%
Powell (Corp.)	55	10	18.2%	52	6	11.5%
Reynoldsburg City School District	160	42	26.3%	95	40	42.1%
South-Western City School District (Grove City)	540	153	28.3%	369	155	42.0%
Sunbury (Corp.)	13	3	23.1%	22	5	22.7%
Upper Arlington City School District	113	9	8.0%	127	15	11.8%
Valleyview (Corp.)	2	1	50.0%	3	0	0.0%
Washington Court House City School District	72	23	31.9%	17	8	47.1%
Jefferson Local School District (West Jefferson)	31	3	9.7%	12	4	33.3%
Westerville City School District	348	68	19.5%	320	76	23.8%
Westerville (Corp.)	117	13	11.1%	143	28	19.6%
Whitehall (Corp.)	66	31	47.0%	45	22	48.9%
Worthington City School District	176	23	13.1%	210	29	13.8%
Worthington (Corp.)	38	2	5.3%	63	8	12.7%

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

Median Sales Price by Area

	Lender-Mediated			Traditional		
	Q4-2011	Q4-2012	+ / -	Q4-2011	Q4-2012	+ / -
ENTIRE MLS	\$63,950	\$67,000	+ 4.8%	\$157,500	\$161,500	+ 2.5%
COUNTIES						
Champaign County	\$19,900	\$39,750	+ 99.7%	\$100,250	\$122,000	+ 21.7%
Clark County	\$45,000	\$39,000	- 13.3%	\$132,000	\$137,500	+ 4.2%
Delaware County	\$150,000	\$168,138	+ 12.1%	\$245,410	\$256,400	+ 4.5%
Fairfield County	\$95,250	\$100,000	+ 5.0%	\$147,500	\$159,900	+ 8.4%
Fayette County	\$47,000	\$25,667	- 45.4%	\$79,200	\$115,000	+ 45.2%
Franklin County	\$59,324	\$61,000	+ 2.8%	\$152,000	\$157,000	+ 3.3%
Hocking County	\$42,000	\$32,000	- 23.8%	\$114,125	\$122,050	+ 6.9%
Knox County	\$70,000	\$47,000	- 32.9%	\$129,000	\$130,650	+ 1.3%
Licking County	\$78,000	\$79,900	+ 2.4%	\$140,000	\$139,500	- 0.4%
Logan County	\$31,625	\$78,000	+ 146.6%	\$140,000	\$144,000	+ 2.9%
Madison County	\$76,678	\$67,250	- 12.3%	\$120,000	\$140,000	+ 16.7%
Marion County	\$23,000	\$28,950	+ 25.9%	\$91,500	\$99,500	+ 8.7%
Morrow County	\$57,635	\$46,500	- 19.3%	\$120,000	\$124,400	+ 3.7%
Muskingum County	\$32,464	\$40,101	+ 23.5%	\$142,000	\$85,000	- 40.1%
Perry County	\$22,000	\$35,110	+ 59.6%	\$140,000	\$225,000	+ 60.7%
Pickaway County	\$85,000	\$94,500	+ 11.2%	\$139,400	\$127,250	- 8.7%
Ross County	\$30,000	\$53,328	+ 77.8%	\$75,000	\$107,250	+ 43.0%
Union County	\$59,900	\$103,600	+ 73.0%	\$167,500	\$162,000	- 3.3%

COMMUNITIES/SCHOOL DISTRICTS

Beechwold / Clintonville	\$90,500	\$152,285	+ 68.3%	\$172,000	\$192,900	+ 12.2%
Bexley (Corp.)	\$450,000	\$118,550	- 73.7%	\$247,900	\$280,000	+ 12.9%
Blacklick (43004)	\$98,250	\$112,500	+ 14.5%	\$142,900	\$165,000	+ 15.5%
Big Walnut Local School District	\$136,500	\$150,000	+ 9.9%	\$236,900	\$220,000	- 7.1%
Canal Winchester City School District	\$105,050	\$94,750	- 9.8%	\$148,450	\$154,750	+ 4.2%
Circleville City School District	\$67,013	\$100,000	+ 49.2%	\$80,000	\$98,650	+ 23.3%
Columbus (Corp.)	\$55,000	\$52,000	- 5.5%	\$131,000	\$137,500	+ 5.0%
Columbus City School District	\$33,500	\$34,000	+ 1.5%	\$125,250	\$128,000	+ 2.2%
Delaware City School District	\$120,000	\$109,500	- 8.8%	\$153,000	\$144,500	- 5.6%
Downtown Columbus (43215)	\$189,950	\$115,000	- 39.5%	\$245,500	\$219,000	- 10.8%
Dublin City School District	\$131,000	\$125,000	- 4.6%	\$233,500	\$251,125	+ 7.5%
Dublin (Corp.)	\$266,000	\$158,500	- 40.4%	\$308,000	\$315,000	+ 2.3%
Gahanna Jefferson City School District	\$87,000	\$150,000	+ 72.4%	\$192,900	\$197,500	+ 2.4%
Gahanna (Corp.)	\$88,500	\$144,185	+ 62.9%	\$185,000	\$179,000	- 3.2%
German Village (43206 and German Village subdivision)	\$0	\$194,500	--	\$275,800	\$354,000	+ 28.4%
Grandview Heights (Corp.)	\$76,650	\$0	- 100.0%	\$236,000	\$200,000	- 15.3%
Granville Exempted Village School District	\$205,100	\$177,450	- 13.5%	\$224,000	\$246,000	+ 9.8%
Groveport Madison Local School District	\$45,500	\$58,250	+ 28.0%	\$85,000	\$92,500	+ 8.8%
Grove City(Corp.)	\$128,000	\$124,000	- 3.1%	\$154,456	\$159,500	+ 3.3%

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 <small>Cont. from page 7</small>	Lender-Mediated			Traditional		
	Q4-2011	Q4-2012	+ / -	Q4-2011	Q4-2012	+ / -
Hamilton Local School District	\$50,000	\$38,000	- 24.0%	\$75,000	\$95,000	+ 26.7%
Hilliard City School District	\$114,000	\$125,000	+ 9.6%	\$169,000	\$175,000	+ 3.6%
Hilliard (Corp.)	\$145,000	\$166,000	+ 14.5%	\$192,500	\$220,000	+ 14.3%
Johnstown-Monroe Local School District	\$78,000	\$147,000	+ 88.5%	\$170,500	\$145,500	- 14.7%
Jonathan Alder Local School District (Plain City)	\$90,000	\$86,700	- 3.7%	\$190,000	\$206,500	+ 8.7%
Lancaster City School District	\$47,500	\$51,550	+ 8.5%	\$114,950	\$127,000	+ 10.5%
Lithopolis (Corp.)	\$260,000	\$0	- 100.0%	\$0	\$150,000	--
London City School District	\$72,500	\$112,000	+ 54.5%	\$124,500	\$117,500	- 5.6%
Marysville Exempted Village City School District	\$58,500	\$100,200	+ 71.3%	\$156,000	\$152,000	- 2.6%
Minerva Park (Corp.)	\$65,000	\$114,400	+ 76.0%	\$149,450	\$143,000	- 4.3%
Miami Trace Local School District	\$62,202	\$25,667	- 58.7%	\$79,950	\$136,166	+ 70.3%
New Albany (Corp.)	\$352,750	\$326,325	- 7.5%	\$443,450	\$450,081	+ 1.5%
New Albany Plain Local School District	\$201,950	\$204,800	+ 1.4%	\$340,000	\$315,000	- 7.4%
Newark City School District	\$53,000	\$29,250	- 44.8%	\$94,900	\$106,500	+ 12.2%
Northridge Local School District	\$143,750	\$106,000	- 26.3%	\$175,000	\$159,900	- 8.6%
Obetz (Corp.)	\$52,292	\$76,902	+ 47.1%	\$85,000	\$123,000	+ 44.7%
Olentangy Local School District	\$217,750	\$208,900	- 4.1%	\$273,000	\$270,306	- 1.0%
Pataskala (Corp.)	\$121,100	\$95,950	- 20.8%	\$130,000	\$154,900	+ 19.2%
Pickerington (Corp.)	\$140,000	\$135,056	- 3.5%	\$160,700	\$169,900	+ 5.7%
Pickerington Local School District	\$127,000	\$131,500	+ 3.5%	\$177,000	\$170,000	- 4.0%
Powell (Corp.)	\$314,383	\$227,900	- 27.5%	\$275,000	\$279,500	+ 1.6%
Reynoldsburg City School District	\$88,750	\$82,500	- 7.0%	\$117,500	\$126,500	+ 7.7%
South-Western City School District (Grove City)	\$70,000	\$73,000	+ 4.3%	\$119,000	\$126,450	+ 6.3%
Sunbury (Corp.)	\$95,000	\$85,000	- 10.5%	\$187,500	\$120,000	- 36.0%
Upper Arlington City School District	\$181,950	\$176,000	- 3.3%	\$252,500	\$292,000	+ 15.6%
Valleyview (Corp.)	\$21,950	\$0	- 100.0%	\$54,500	\$82,000	+ 50.5%
Washington Court House City School District	\$24,560	\$30,500	+ 24.2%	\$67,750	\$105,000	+ 55.0%
Jefferson Local School District (West Jefferson)	\$99,278	\$63,550	- 36.0%	\$114,000	\$194,450	+ 70.6%
Westerville City School District	\$82,575	\$98,000	+ 18.7%	\$181,000	\$178,738	- 1.3%
Westerville (Corp.)	\$94,250	\$130,000	+ 37.9%	\$193,000	\$188,900	- 2.1%
Whitehall (Corp.)	\$32,000	\$36,000	+ 12.5%	\$54,500	\$59,900	+ 9.9%
Worthington City School District	\$100,000	\$119,000	+ 19.0%	\$198,700	\$190,000	- 4.4%
Worthington (Corp.)	\$204,945	\$137,805	- 32.8%	\$208,000	\$215,000	+ 3.4%