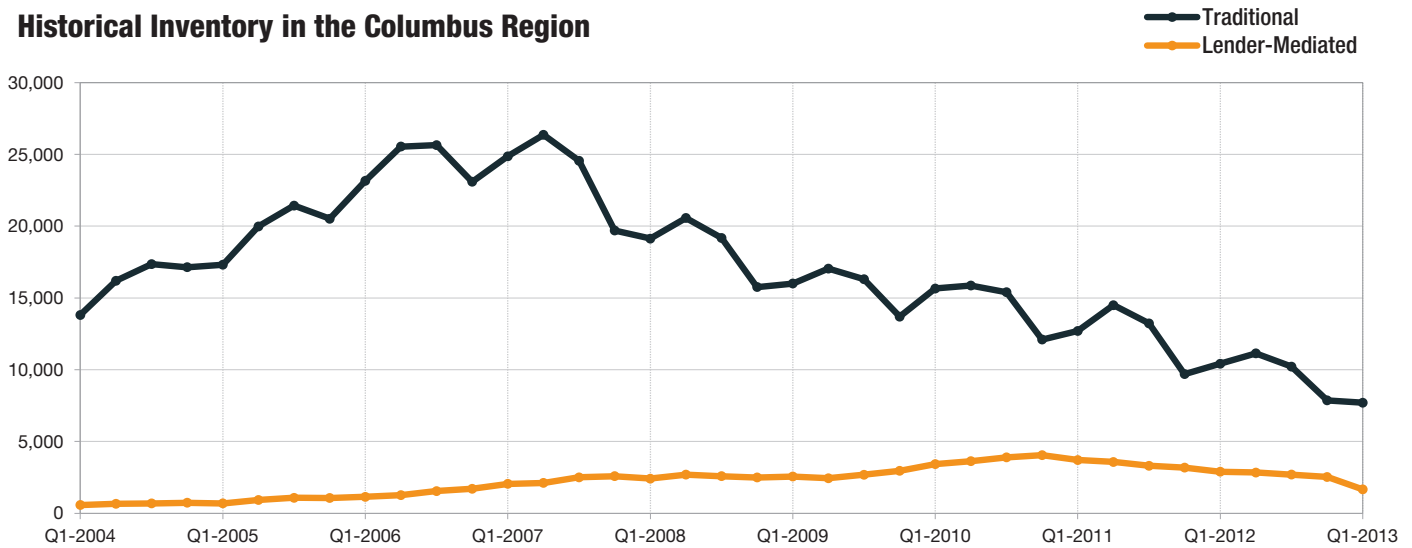


Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

Historical Inventory in the Columbus Region



Q1-2013

Fourteen. That's how many consecutive months of year-over-year median price gains our market has seen. What's driving this, you ask? Well, supply is down, demand is up and the sales mix is shifting away from distressed properties and back toward traditional homes. Lender-mediated inventory levels fell 42.4 percent from last year; that figure has plummeted nearly 60.0 percent from peak supply levels.

Buyers remain active and eager, showing year-over-year increases in sales for 20 of the past 21 months. Lender-mediated sales were up 19.9 percent while traditional sales were up 16.3 percent.

The market's composition is key. Lender-mediated properties comprised 24.4 percent of all new listings and 37.9 percent of all closed sales. Both figures are up slightly from last year.



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, forclosure, 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.

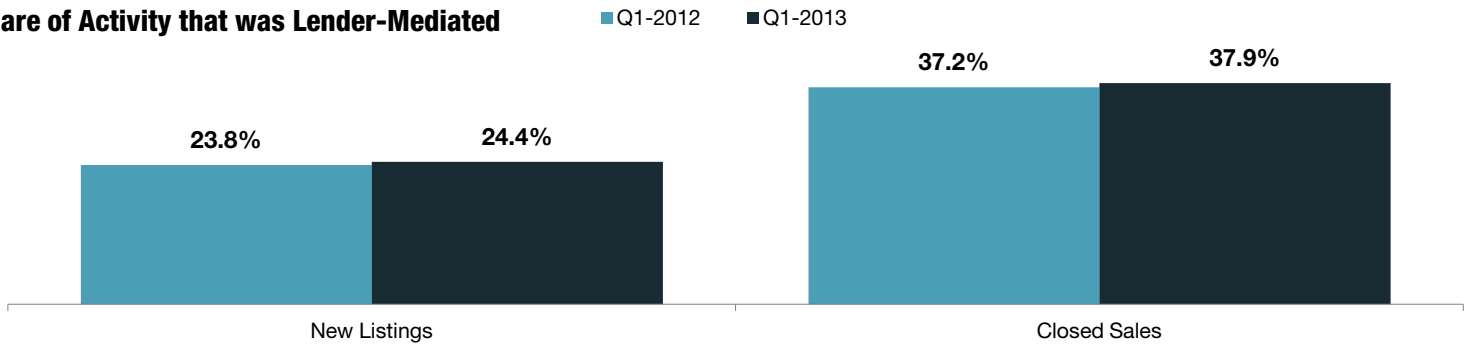
A property is considered to be "traditional" when the "Additional Acceptance Conditions" field is not marked or None Known is selected; or, if any of the following terms are included in any of the remarks fields: not a foreclosure, not a forclosure, no foreclosure, no forclosure, not foreclosure, not 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,



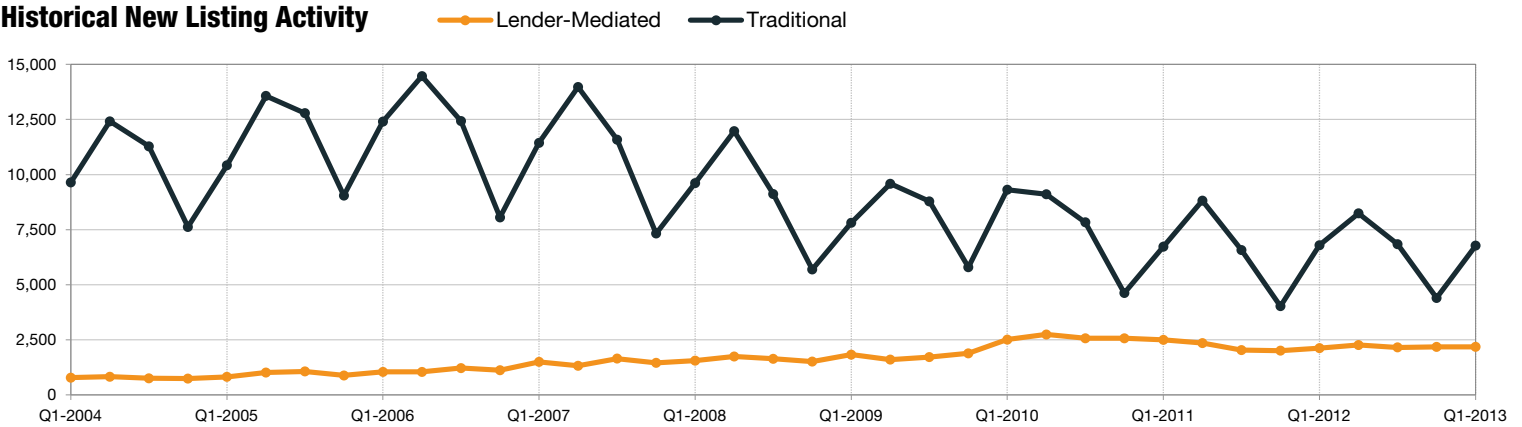
New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q1-2012	Q1-2013	+ / -	Q1-2012	Q1-2013	+ / -	Q1-2012	Q1-2013	+ / -	Q1-2012	Q1-2013
New Listings	2,127	2,186	+ 2.8%	6,794	6,778	- 0.2%	8,921	8,964	+ 0.5%	23.8%	24.4%
Closed Sales	1,531	1,835	+ 19.9%	2,588	3,009	+ 16.3%	4,119	4,844	+ 17.6%	37.2%	37.9%

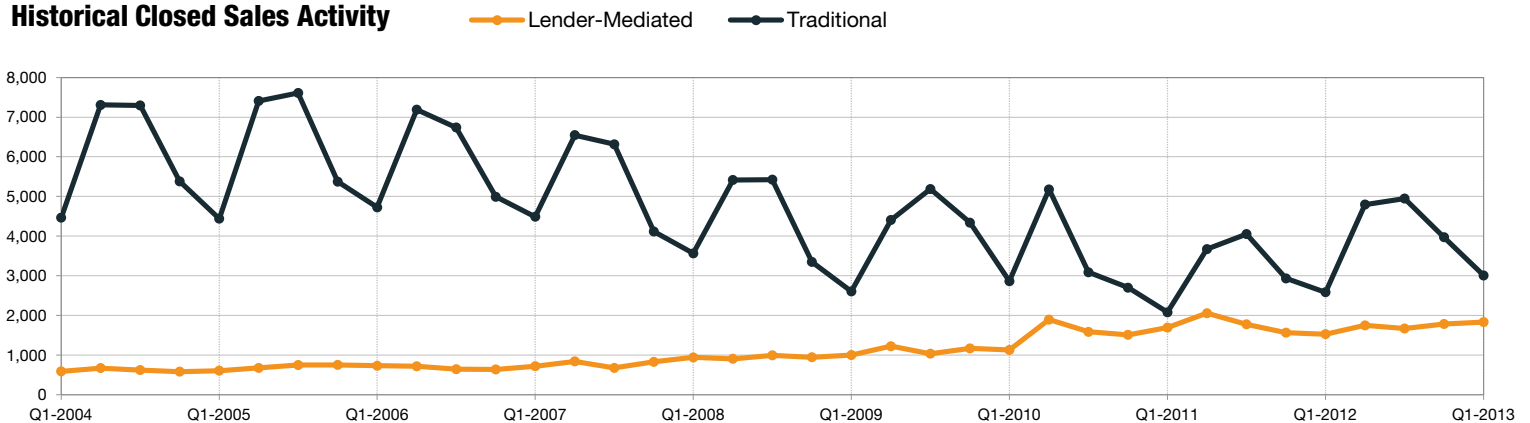
Share of Activity that was Lender-Mediated



Historical New Listing Activity



Historical Closed Sales Activity



Lender-Mediated Properties Report

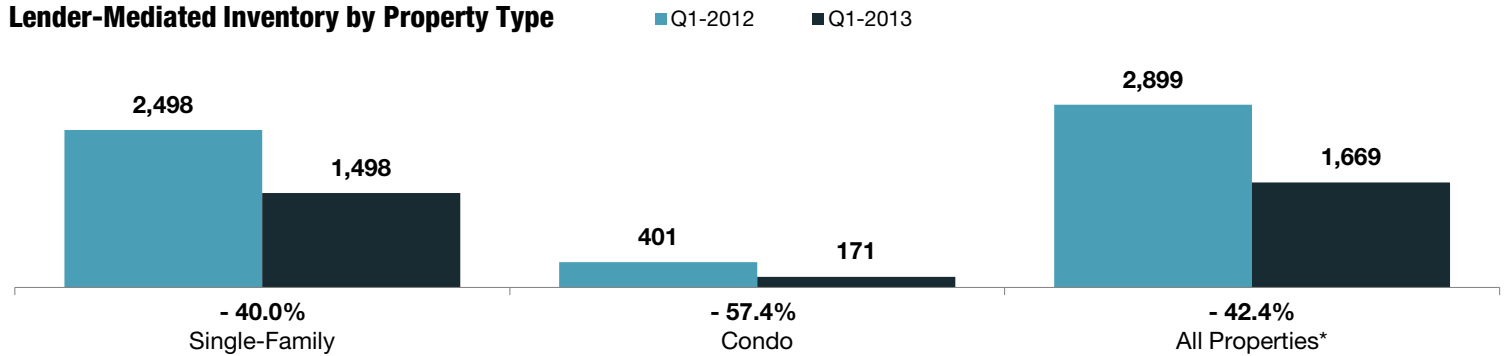
A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

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	
	Q1-2012	Q1-2013	+ / -	Q1-2012	Q1-2013	+ / -	Q1-2012	Q1-2013	+ / -	Q1-2012	Q1-2013
Single-Family	2,498	1,498	- 40.0%	8,409	6,359	- 24.4%	10,907	7,857	- 28.0%	22.9%	19.1%
Condo	401	171	- 57.4%	2,007	1,342	- 33.1%	2,408	1,513	- 37.2%	16.7%	11.3%
All Properties*	2,899	1,669	- 42.4%	10,416	7,701	- 26.1%	13,315	9,371	- 29.6%	21.8%	17.8%

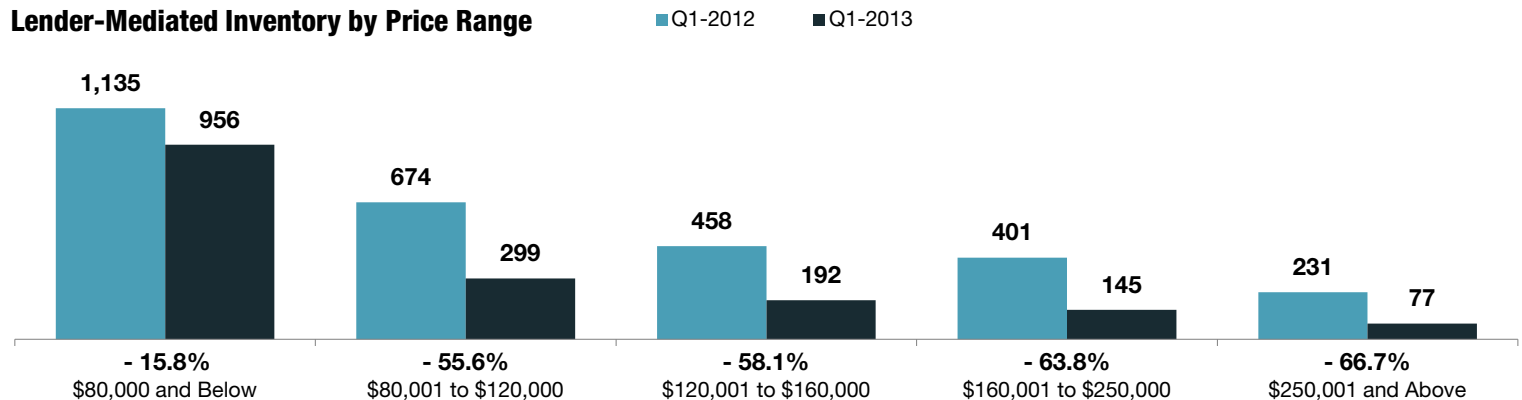
Lender-Mediated Inventory by Property Type



Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q1-2012	Q1-2013	+ / -	Q1-2012	Q1-2013	+ / -	Q1-2012	Q1-2013	+ / -	Q1-2012	Q1-2013
\$80,000 and Below	1,135	956	- 15.8%	1,395	1,309	- 6.2%	2,530	2,265	- 10.5%	44.9%	42.2%
\$80,001 to \$120,000	674	299	- 55.6%	1,671	1,351	- 19.2%	2,345	1,650	- 29.6%	28.7%	18.1%
\$120,001 to \$160,000	458	192	- 58.1%	1,971	1,397	- 29.1%	2,429	1,589	- 34.6%	18.9%	12.1%
\$160,001 to \$250,000	401	145	- 63.8%	2,632	1,759	- 33.2%	3,033	1,904	- 37.2%	13.2%	7.6%
\$250,001 and Above	231	77	- 66.7%	2,738	1,873	- 31.6%	2,969	1,950	- 34.3%	7.8%	3.9%
All Price Ranges*	2,899	1,669	- 42.4%	10,416	7,702	- 26.1%	13,315	9,371	- 29.6%	21.8%	17.8%

Lender-Mediated Inventory by Price Range



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

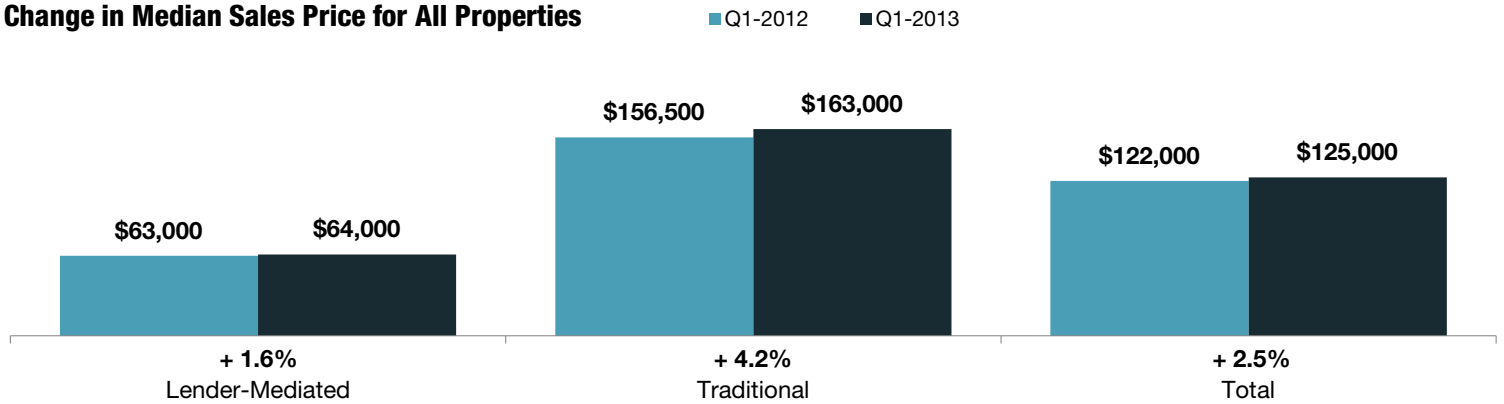
Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

Median Sales Price

	Lender-Mediated			Traditional			Total		
	Q1-2012	Q1-2013	+ / -	Q1-2012	Q1-2013	+ / -	Q1-2012	Q1-2013	+ / -
Single-Family	\$64,800	\$64,900	+ 0.2%	\$161,000	\$172,000	+ 6.8%	\$125,000	\$130,000	+ 4.0%
Condo	\$52,000	\$62,500	+ 20.2%	\$127,500	\$127,950	+ 0.4%	\$104,950	\$106,000	+ 1.0%
All Properties*	\$63,000	\$64,000	+ 1.6%	\$156,500	\$163,000	+ 4.2%	\$122,000	\$125,000	+ 2.5%

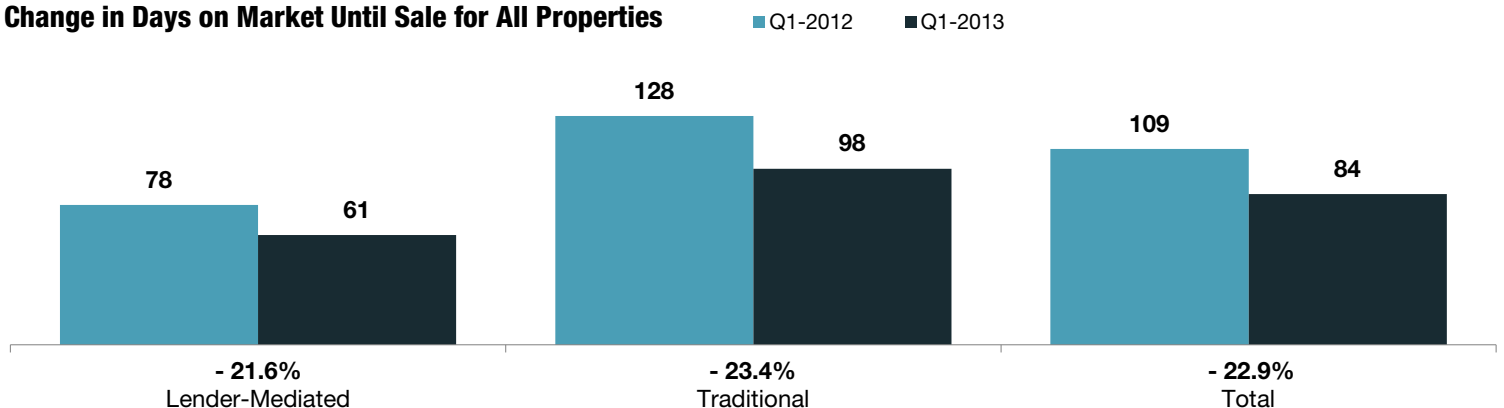
Change in Median Sales Price for All Properties



Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Q1-2012	Q1-2013	+ / -	Q1-2012	Q1-2013	+ / -	Q1-2012	Q1-2013	+ / -
Single-Family	77	60	- 21.8%	124	96	- 22.6%	106	82	- 22.6%
Condo	92	72	- 21.5%	156	110	- 29.5%	136	97	- 28.7%
All Properties*	78	61	- 21.6%	128	98	- 23.4%	109	84	- 22.9%

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 Q1-2013			Closed Sales for Q1-2013		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
ENTIRE MLS	9,371	1,669	17.8%	4,844	1,835	37.9%

COUNTIES

Champaign County	85	10	11.8%	27	9	33.3%
Clark County	58	7	12.1%	13	3	23.1%
Delaware County	887	65	7.3%	544	116	21.3%
Fairfield County	657	96	14.6%	301	131	43.5%
Fayette County	118	31	26.3%	49	23	46.9%
Franklin County	4,961	1,100	22.2%	2,962	1,210	40.9%
Hocking County	118	9	7.6%	27	5	18.5%
Knox County	184	13	7.1%	74	27	36.5%
Licking County	885	102	11.5%	317	115	36.3%
Logan County	100	9	9.0%	28	10	35.7%
Madison County	161	18	11.2%	73	25	34.2%
Marion County	126	14	11.1%	35	19	54.3%
Morrow County	111	15	13.5%	50	28	56.0%
Muskingum County	78	16	20.5%	20	10	50.0%
Perry County	87	10	11.5%	18	5	27.8%
Pickaway County	237	41	17.3%	108	30	27.8%
Ross County	33	11	33.3%	14	9	64.3%
Union County	274	25	9.1%	129	30	23.3%

COMMUNITIES/SCHOOL DISTRICTS

Beechwood / Clintonville	134	16	11.9%	112	17	15.2%
Bexley (Corp.)	69	6	8.7%	32	8	25.0%
Blacklick (43004)	151	30	19.9%	106	53	50.0%
Big Walnut Local School District	88	5	5.7%	45	14	31.1%
Buckeye Valley Local School District	86	5	5.8%	44	12	27.3%
Canal Winchester City School District	90	15	16.7%	47	22	46.8%
Circleville City School District	84	14	16.7%	35	9	25.7%
Columbus (Corp.)	3,292	821	24.9%	1,881	851	45.2%
Columbus City School District	2,323	627	27.0%	1,152	553	48.0%
Delaware City School District	157	26	16.6%	103	36	35.0%
Downtown Columbus (43215)	72	2	2.8%	48	7	14.6%
Dublin City School District	359	33	9.2%	164	26	15.9%
Dublin (Corp.)	222	14	6.3%	115	13	11.3%
Gahanna Jefferson City School District	176	25	14.2%	141	37	26.2%
Gahanna (Corp.)	114	16	14.0%	103	28	27.2%
German Village (43206 and German Village subdivision)	55	1	1.8%	29	3	10.3%
Grandview Heights (Corp.)	22	1	4.5%	18	0	0.0%
Granville Exempted Village School District	108	4	3.7%	17	3	17.6%
Groveport Madison Local School District	175	64	36.6%	124	88	71.0%

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 Q1-2013			Closed Sales for Q1-2013		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
Grove City (Corp.)	189	29	15.3%	112	50	44.6%
Hamilton Local School District	33	8	24.2%	20	12	60.0%
Hilliard City School District	353	41	11.6%	263	57	21.7%
Hilliard (Corp.)	91	8	8.8%	92	21	22.8%
Johnstown-Monroe Local School District	30	4	13.3%	19	3	15.8%
Jonathan Alder Local School District (Plain City)	28	4	14.3%	21	8	38.1%
Lancaster City School District	225	29	12.9%	81	36	44.4%
Lithopolis (Corp.)	6	1	16.7%	4	2	50.0%
London City School District	96	6	6.3%	33	11	33.3%
Marysville Exempted Village City School District	143	16	11.2%	77	14	18.2%
Minerva Park (Corp.)	11	1	9.1%	7	2	28.6%
Miami Trace Local School District	66	15	22.7%	21	13	61.9%
New Albany (Corp.)	69	3	4.3%	36	6	16.7%
New Albany Plain Local School District	103	10	9.7%	68	20	29.4%
Newark City School District	267	27	10.1%	90	31	34.4%
Northridge Local School District	32	7	21.9%	15	4	26.7%
Obetz (Corp.)	20	4	20.0%	4	3	75.0%
Olentangy Local School District	410	23	5.6%	264	37	14.0%
Pataskala (Corp.)	76	17	22.4%	37	16	43.2%
Pickerington (Corp.)	116	20	17.2%	67	31	46.3%
Pickerington Local School District	222	38	17.1%	125	51	40.8%
Powell (Corp.)	61	8	13.1%	47	8	17.0%
Reynoldsburg City School District	162	28	17.3%	95	46	48.4%
South-Western City School District (Grove City)	596	135	22.7%	352	190	54.0%
Sunbury (Corp.)	19	2	10.5%	16	5	31.3%
Upper Arlington City School District	124	8	6.5%	99	7	7.1%
Valleyview (Corp.)	1	1	100.0%	2	0	0.0%
Washington Court House City School District	56	15	26.8%	32	14	43.8%
Jefferson Local School District (West Jefferson)	26	5	19.2%	14	4	28.6%
Westerville City School District	322	60	18.6%	245	80	32.7%
Westerville (Corp.)	116	16	13.8%	105	30	28.6%
Whitehall (Corp.)	51	18	35.3%	46	32	69.6%
Worthington City School District	169	18	10.7%	162	30	18.5%
Worthington (Corp.)	35	1	2.9%	41	3	7.3%

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY THE COLUMBUS BOARD OF REALTORS®

Median Sales Price by Area

	Lender-Mediated			Traditional		
	Q1-2012	Q1-2013	+ / -	Q1-2012	Q1-2013	+ / -
ENTIRE MLS	\$63,000	\$64,000	+ 1.6%	\$156,500	\$163,000	+ 4.2%

COUNTIES

Champaign County	\$37,250	\$56,100	+ 50.6%	\$127,900	\$126,950	- 0.7%
Clark County	\$37,000	\$21,000	- 43.2%	\$122,000	\$112,500	- 7.8%
Delaware County	\$155,379	\$150,000	- 3.5%	\$240,750	\$239,375	- 0.6%
Fairfield County	\$78,500	\$98,000	+ 24.8%	\$157,000	\$156,500	- 0.3%
Fayette County	\$36,500	\$26,000	- 28.8%	\$137,500	\$89,500	- 34.9%
Franklin County	\$56,950	\$58,000	+ 1.8%	\$155,000	\$158,625	+ 2.3%
Hocking County	\$21,200	\$40,000	+ 88.7%	\$146,000	\$128,750	- 11.8%
Knox County	\$69,500	\$62,200	- 10.5%	\$116,000	\$122,500	+ 5.6%
Licking County	\$78,500	\$80,759	+ 2.9%	\$135,000	\$139,500	+ 3.3%
Logan County	\$67,500	\$42,000	- 37.8%	\$109,000	\$127,000	+ 16.5%
Madison County	\$81,625	\$56,000	- 31.4%	\$129,450	\$133,750	+ 3.3%
Marion County	\$30,000	\$22,299	- 25.7%	\$60,950	\$109,000	+ 78.8%
Morrow County	\$44,000	\$93,450	+ 112.4%	\$122,500	\$87,500	- 28.6%
Muskingum County	\$68,000	\$52,838	- 22.3%	\$72,900	\$128,000	+ 75.6%
Perry County	\$55,200	\$42,799	- 22.5%	\$161,250	\$145,000	- 10.1%
Pickaway County	\$73,150	\$60,000	- 18.0%	\$119,950	\$155,500	+ 29.6%
Ross County	\$41,001	\$55,000	+ 34.1%	\$45,000	\$76,500	+ 70.0%
Union County	\$99,000	\$85,500	- 13.6%	\$159,950	\$182,000	+ 13.8%

COMMUNITIES/SCHOOL DISTRICTS

Beechwold / Clintonville	\$151,900	\$85,000	- 44.0%	\$174,450	\$183,000	+ 4.9%
Bexley (Corp.)	\$178,650	\$121,000	- 32.3%	\$283,500	\$265,500	- 6.3%
Blacklick (43004)	\$94,900	\$79,900	- 15.8%	\$172,900	\$160,000	- 7.5%
Big Walnut Local School District	\$173,500	\$101,500	- 41.5%	\$227,000	\$226,235	- 0.3%
Buckeye Valley Local School District	\$113,500	\$114,400	+ 0.8%	\$219,125	\$285,000	+ 30.1%
Canal Winchester City School District	\$99,900	\$91,000	- 8.9%	\$144,500	\$167,900	+ 16.2%
Circleville City School District	\$69,050	\$49,950	- 27.7%	\$84,500	\$129,000	+ 52.7%
Columbus (Corp.)	\$49,675	\$52,000	+ 4.7%	\$133,000	\$138,500	+ 4.1%
Columbus City School District	\$35,000	\$33,150	- 5.3%	\$124,000	\$139,000	+ 12.1%
Delaware City School District	\$117,185	\$119,250	+ 1.8%	\$148,700	\$145,000	- 2.5%
Downtown Columbus (43215)	\$191,700	\$350,000	+ 82.6%	\$200,000	\$231,500	+ 15.8%
Dublin City School District	\$197,000	\$142,500	- 27.7%	\$250,000	\$244,500	- 2.2%
Dublin (Corp.)	\$267,000	\$238,000	- 10.9%	\$287,000	\$321,500	+ 12.0%
Gahanna Jefferson City School District	\$120,500	\$107,000	- 11.2%	\$185,000	\$190,000	+ 2.7%
Gahanna (Corp.)	\$105,200	\$102,550	- 2.5%	\$170,750	\$187,000	+ 9.5%
German Village (43206 and German Village subdivision)	\$173,000	\$255,000	+ 47.4%	\$240,000	\$243,309	+ 1.4%
Grandview Heights (Corp.)	\$0	\$0	--	\$199,000	\$161,500	- 18.8%
Granville Exempted Village School District	\$153,000	\$180,200	+ 17.8%	\$282,000	\$214,000	- 24.1%
Groveport Madison Local School District	\$48,000	\$52,550	+ 9.5%	\$91,619	\$98,250	+ 7.2%

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		
	Q1-2012	Q1-2013	+ / -	Q1-2012	Q1-2013	+ / -
Grove City (Corp.)	\$107,500	\$94,750	- 11.9%	\$145,000	\$162,000	+ 11.7%
Hamilton Local School District	\$65,000	\$46,500	- 28.5%	\$86,000	\$95,450	+ 11.0%
Hilliard City School District	\$89,500	\$105,000	+ 17.3%	\$168,000	\$172,750	+ 2.8%
Hilliard (Corp.)	\$160,000	\$126,000	- 21.3%	\$173,500	\$200,000	+ 15.3%
Johnstown-Monroe Local School District	\$81,000	\$85,000	+ 4.9%	\$155,000	\$197,500	+ 27.4%
Jonathan Alder Local School District (Plain City)	\$148,900	\$123,500	- 17.1%	\$134,400	\$180,000	+ 33.9%
Lancaster City School District	\$43,501	\$56,274	+ 29.4%	\$118,425	\$116,900	- 1.3%
Lithopolis (Corp.)	\$76,500	\$118,834	+ 55.3%	\$206,500	\$249,700	+ 20.9%
London City School District	\$76,250	\$51,300	- 32.7%	\$135,000	\$124,000	- 8.1%
Marysville Exempted Village City School District	\$102,500	\$95,500	- 6.8%	\$149,950	\$174,079	+ 16.1%
Minerva Park (Corp.)	\$58,650	\$110,750	+ 88.8%	\$124,000	\$120,000	- 3.2%
Miami Trace Local School District	\$59,500	\$33,250	- 44.1%	\$123,750	\$141,250	+ 14.1%
New Albany (Corp.)	\$415,000	\$314,700	- 24.2%	\$433,750	\$494,144	+ 13.9%
New Albany Plain Local School District	\$279,950	\$183,221	- 34.6%	\$282,000	\$339,500	+ 20.4%
Newark City School District	\$47,963	\$46,500	- 3.0%	\$84,450	\$97,500	+ 15.5%
Northridge Local School District	\$87,900	\$109,950	+ 25.1%	\$162,000	\$265,000	+ 63.6%
Obetz (Corp.)	\$55,000	\$100,000	+ 81.8%	\$85,000	\$65,000	- 23.5%
Olentangy Local School District	\$185,000	\$245,000	+ 32.4%	\$262,500	\$290,000	+ 10.5%
Pataskala (Corp.)	\$104,950	\$111,450	+ 6.2%	\$152,500	\$142,500	- 6.6%
Pickerington (Corp.)	\$132,450	\$130,013	- 1.8%	\$165,000	\$179,500	+ 8.8%
Pickerington Local School District	\$125,598	\$126,500	+ 0.7%	\$167,500	\$173,750	+ 3.7%
Powell (Corp.)	\$255,750	\$298,264	+ 16.6%	\$306,000	\$329,400	+ 7.6%
Reynoldsburg City School District	\$62,199	\$76,658	+ 23.2%	\$106,450	\$132,000	+ 24.0%
South-Western City School District (Grove City)	\$64,900	\$65,675	+ 1.2%	\$126,147	\$126,500	+ 0.3%
Sunbury (Corp.)	\$120,225	\$78,000	- 35.1%	\$181,760	\$129,900	- 28.5%
Upper Arlington City School District	\$177,500	\$143,000	- 19.4%	\$282,500	\$306,000	+ 8.3%
Valleyview (Corp.)	\$74,000	\$0	- 100.0%	\$16,500	\$68,925	+ 317.7%
Washington Court House City School District	\$24,000	\$23,500	- 2.1%	\$76,500	\$83,500	+ 9.2%
Jefferson Local School District (West Jefferson)	\$63,661	\$50,500	- 20.7%	\$115,000	\$127,250	+ 10.7%
Westerville City School District	\$72,400	\$95,100	+ 31.4%	\$170,000	\$175,000	+ 2.9%
Westerville (Corp.)	\$141,500	\$140,000	- 1.1%	\$183,000	\$177,000	- 3.3%
Whitehall (Corp.)	\$35,000	\$25,900	- 26.0%	\$70,000	\$75,000	+ 7.1%
Worthington City School District	\$93,400	\$116,650	+ 24.9%	\$182,500	\$189,950	+ 4.1%
Worthington (Corp.)	\$273,500	\$136,100	-50.2%	\$196,000	\$210,750	7.5%