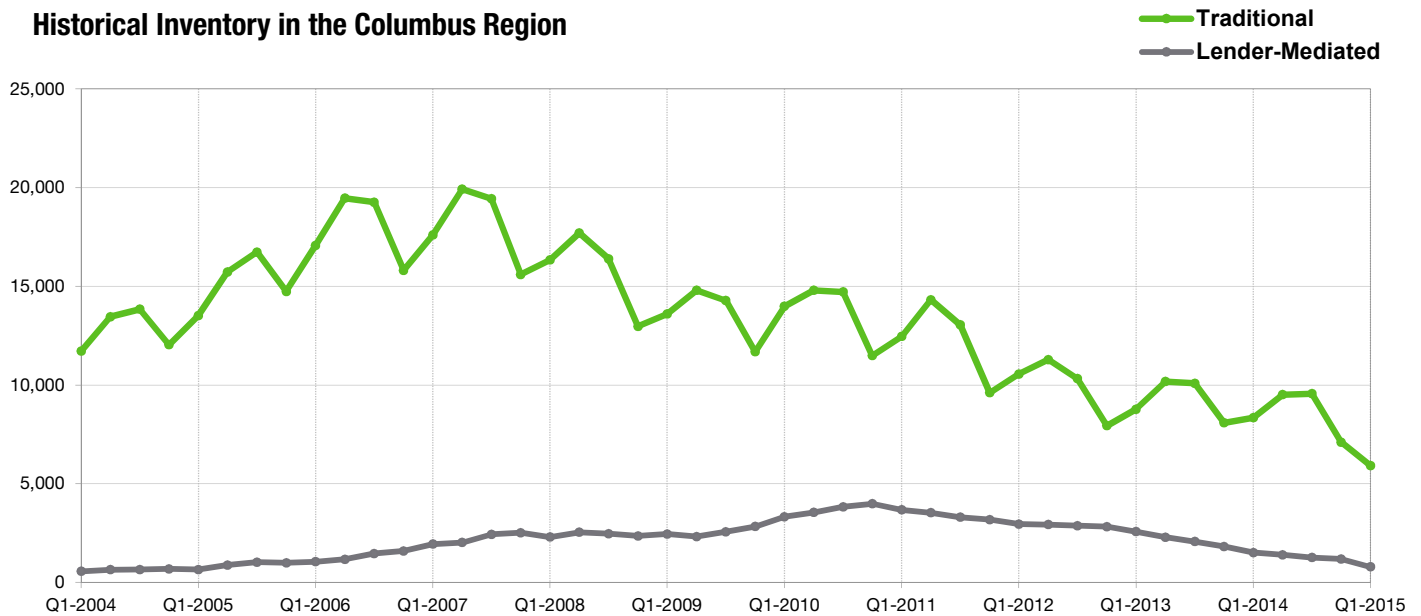


# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

## Historical Inventory in the Columbus Region



## Q1-2015

New Listings in the Columbus region increased 3.0 percent to 8,149.

- Traditional New Listings increased 6.4 percent to 6,989.
- Lender-mediated New Listings decreased 13.4 percent to 1,160.
- The share of all New Listings that were lender-mediated fell to 14.2 percent.

Closed Sales were up 7.0 percent to 5,041.

- Traditional Closed Sales were up 17.5 percent to 4,054.
- Lender-mediated Closed Sales were down 21.7 percent to 987.
- The share of all Closed Sales that were lender-mediated fell to 19.6 percent.

The Median Sales Price rose 9.2 percent to \$148,000.

- The traditional Median Sales Price rose 3.2 percent to \$165,100.
- The lender-mediated Median Sales Price rose 5.8 percent to \$70,600.



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>

### Explanation of Methodology

A property is considered to be "lender-mediated" when any of the following criteria are found within the Columbus REALTORS® Multiple Listing Service (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

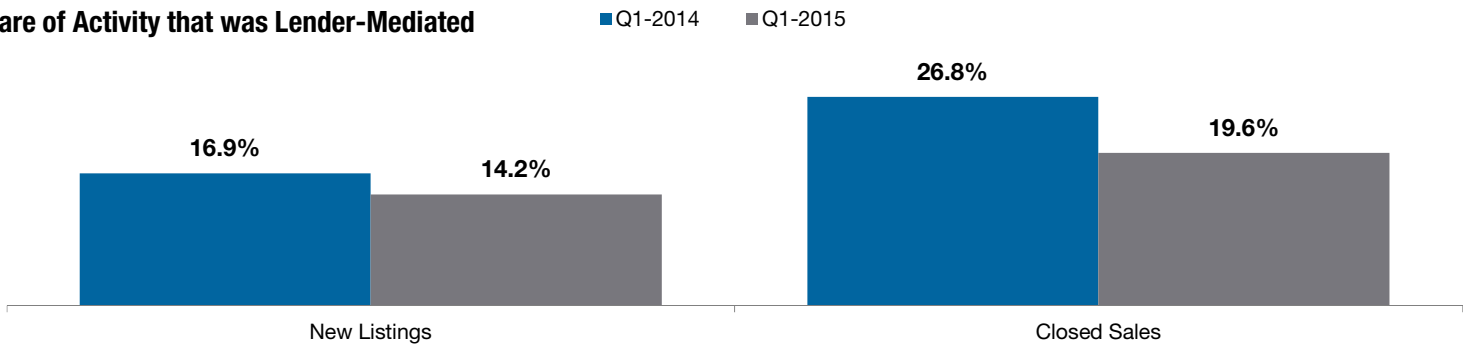
A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



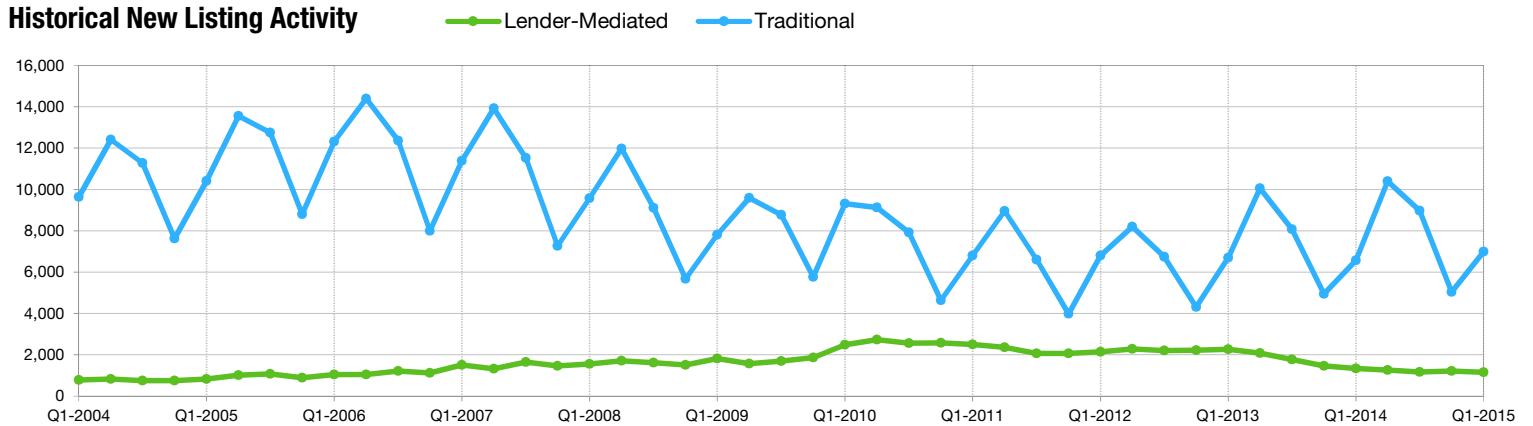
## New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q1-2014	Q1-2015	+ / -	Q1-2014	Q1-2015	+ / -	Q1-2014	Q1-2015	+ / -	Q1-2014	Q1-2015
New Listings	1,339	1,160	- 13.4%	6,569	6,989	+ 6.4%	7,908	8,149	+ 3.0%	16.9%	14.2%
Closed Sales	1,261	987	- 21.7%	3,451	4,054	+ 17.5%	4,712	5,041	+ 7.0%	26.8%	19.6%

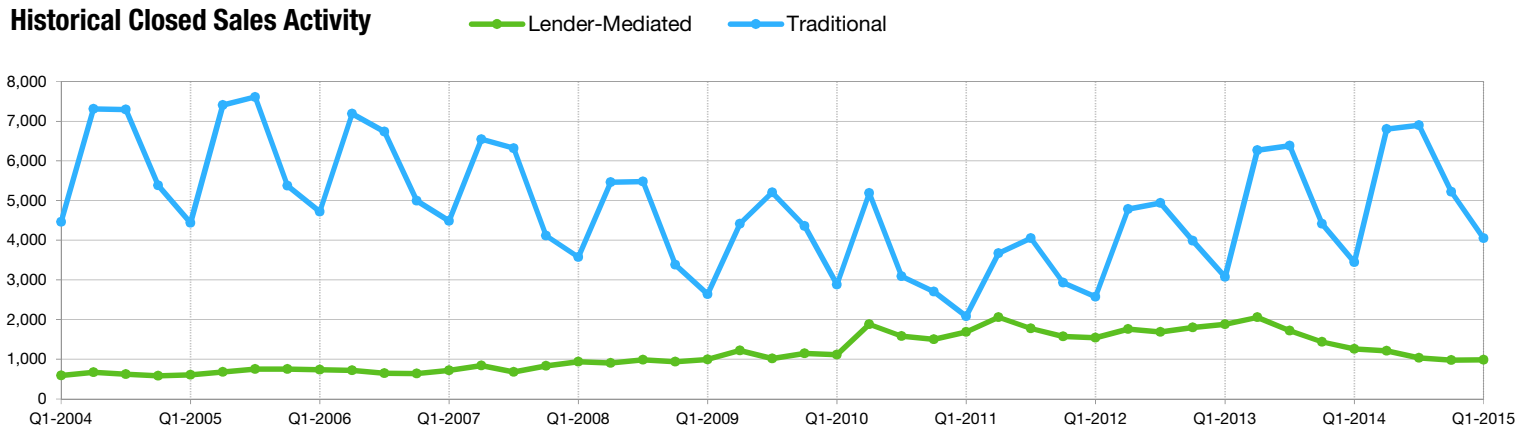
### Share of Activity that was Lender-Mediated



### Historical New Listing Activity



### Historical Closed Sales Activity



# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

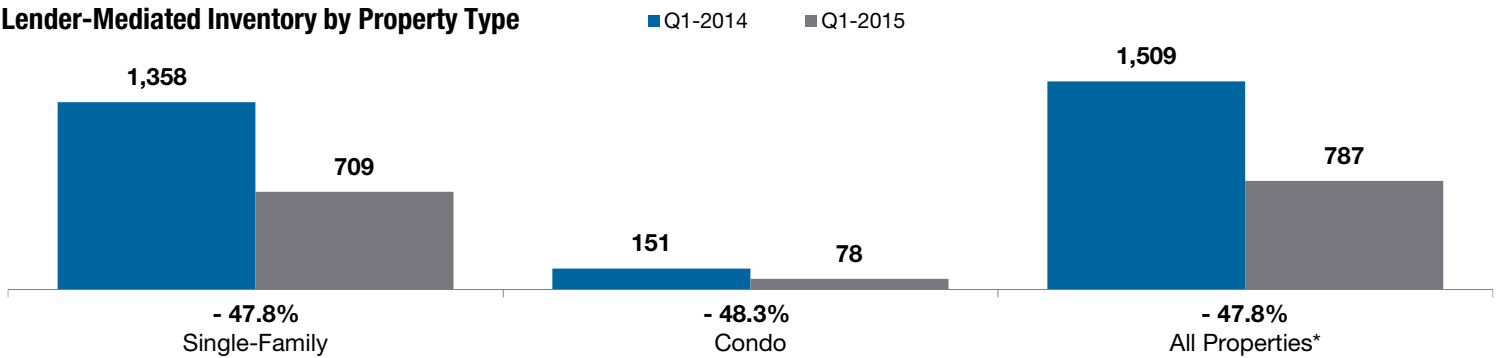
Prior year inventory in this report includes listings that were in contract last year but subsequently did not close.



## Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q1-2014	Q1-2015	+ / -	Q1-2014	Q1-2015	+ / -	Q1-2014	Q1-2015	+ / -	Q1-2014	Q1-2015
Single-Family	1,358	709	- 47.8%	7,108	5,154	- 27.5%	8,466	5,863	- 30.7%	16.0%	12.1%
Condo	151	78	- 48.3%	1,231	762	- 38.1%	1,382	840	- 39.2%	10.9%	9.3%
<b>All Properties*</b>	<b>1,509</b>	<b>787</b>	<b>- 47.8%</b>	<b>8,340</b>	<b>5,916</b>	<b>- 29.1%</b>	<b>9,849</b>	<b>6,703</b>	<b>- 31.9%</b>	<b>15.3%</b>	<b>11.7%</b>

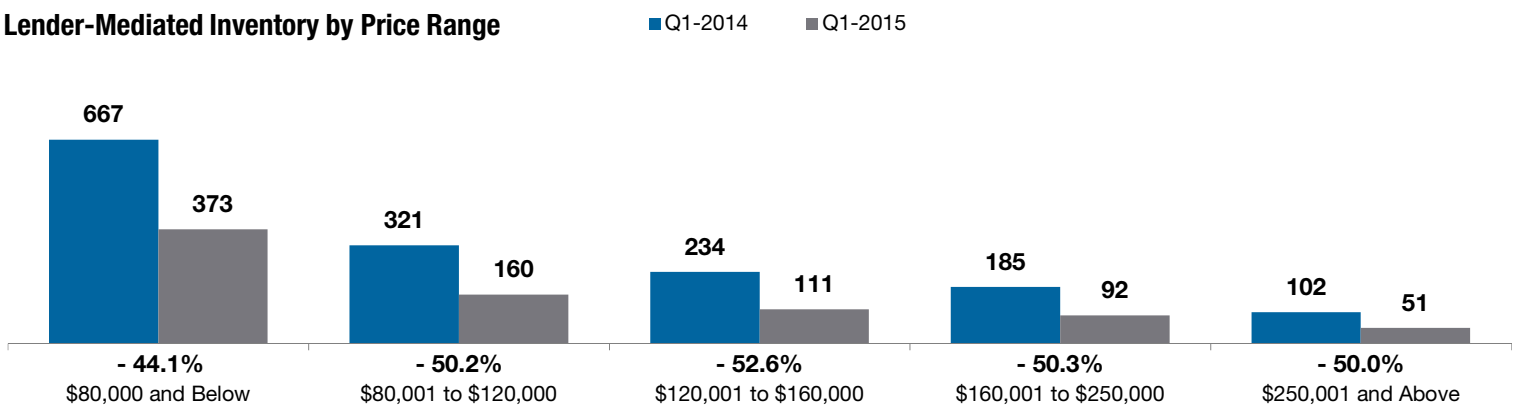
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q1-2014	Q1-2015	+ / -	Q1-2014	Q1-2015	+ / -	Q1-2014	Q1-2015	+ / -	Q1-2014	Q1-2015
\$80,000 and Below	667	373	- 44.1%	1,400	1,036	- 26.0%	2,067	1,409	- 31.8%	32.3%	26.5%
\$80,001 to \$120,000	321	160	- 50.2%	1,309	800	- 38.9%	1,630	960	- 41.1%	19.7%	16.7%
\$120,001 to \$160,000	234	111	- 52.6%	1,458	846	- 42.0%	1,692	957	- 43.4%	13.8%	11.6%
\$160,001 to \$250,000	185	92	- 50.3%	1,886	1,240	- 34.3%	2,071	1,332	- 35.7%	8.9%	6.9%
\$250,001 and Above	102	51	- 50.0%	2,287	1,993	- 12.9%	2,389	2,044	- 14.4%	4.3%	2.5%
<b>All Price Ranges*</b>	<b>1,509</b>	<b>787</b>	<b>- 47.8%</b>	<b>8,340</b>	<b>5,916</b>	<b>- 29.1%</b>	<b>9,849</b>	<b>6,703</b>	<b>- 31.9%</b>	<b>15.3%</b>	<b>11.7%</b>

### Lender-Mediated Inventory by Price Range

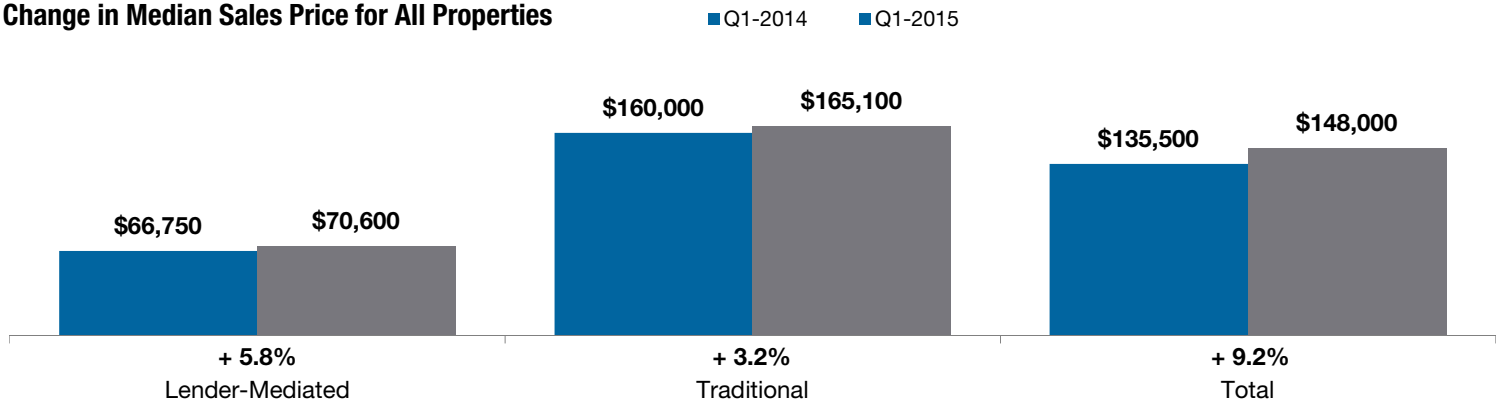


\*This is not a total or average of the breakouts but shows activity for the Entire MLS. All data from Columbus REALTORS® Multiple Listing Service (MLS). Powered by 10K Research and Marketing. | 3

## Median Sales Price

	Lender-Mediated			Traditional			Total		
	Q1-2014	Q1-2015	+ / -	Q1-2014	Q1-2015	+ / -	Q1-2014	Q1-2015	+ / -
Single-Family	\$66,500	\$69,900	+ 5.1%	\$169,000	\$172,000	+ 1.8%	\$140,000	\$153,000	+ 9.3%
Condo	\$68,501	\$82,000	+ 19.7%	\$126,900	\$133,500	+ 5.2%	\$119,000	\$126,750	+ 6.5%
<b>All Properties*</b>	\$66,750	\$70,600	+ 5.8%	\$160,000	\$165,100	+ 3.2%	\$135,500	\$148,000	+ 9.2%

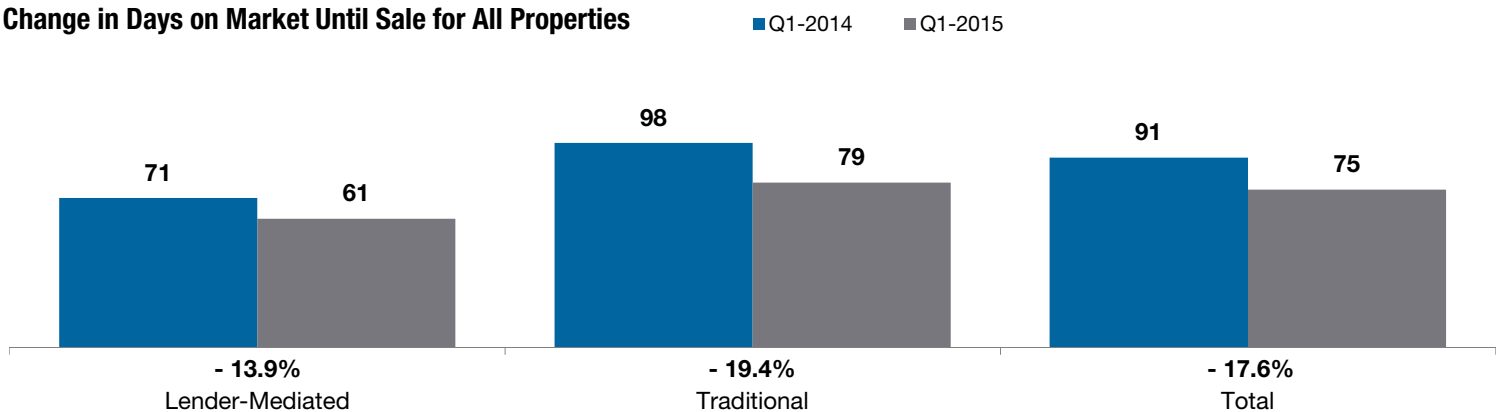
### Change in Median Sales Price for All Properties



## Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Q1-2014	Q1-2015	+ / -	Q1-2014	Q1-2015	+ / -	Q1-2014	Q1-2015	+ / -
Single-Family	71	61	- 13.2%	97	79	- 18.6%	90	76	- 15.6%
Condo	78	63	- 20.1%	99	76	- 23.2%	96	74	- 22.9%
<b>All Properties*</b>	71	61	- 13.9%	98	79	- 19.4%	91	75	- 17.6%

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



## Inventory and Closed Sales by Area

	Inventory for Q1-2015			Closed Sales for Q1-2015		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
<b>ENTIRE MLS</b>	<b>6,703</b>	<b>787</b>	<b>11.7%</b>	<b>5,041</b>	<b>987</b>	<b>19.6%</b>

### COUNTIES

Champaign County	76	8	10.5%	32	6	18.8%
Clark County	46	1	2.2%	23	0	0.0%
Delaware County	716	36	5.0%	519	46	8.9%
Fairfield County	456	56	12.3%	317	63	19.9%
Fayette County	89	7	7.9%	67	15	22.4%
Franklin County	3,295	469	14.2%	3,088	642	20.8%
Hocking County	117	9	7.7%	35	3	8.6%
Knox County	128	12	9.4%	62	8	12.9%
Licking County	680	67	9.9%	374	75	20.1%
Logan County	76	3	3.9%	20	5	25.0%
Madison County	140	18	12.9%	74	15	20.3%
Marion County	80	12	15.0%	32	12	37.5%
Morrow County	110	14	12.7%	41	6	14.6%
Muskingum County	46	5	10.9%	26	14	53.8%
Perry County	81	7	8.6%	23	5	21.7%
Pickaway County	159	19	11.9%	96	22	22.9%
Ross County	46	10	21.7%	23	17	73.9%
Union County	212	16	7.5%	153	21	13.7%

### COMMUNITIES/SCHOOL DISTRICTS

Beechwood / Clintonville	73	3	4.1%	94	9	9.6%
Bexley (Corp.)	50	2	4.0%	33	0	0.0%
Blacklick (43004)	124	16	12.9%	95	16	16.8%
Big Walnut Local School District	59	2	3.4%	45	1	2.2%
Buckeye Valley Local School District	58	4	6.9%	44	3	6.8%
Canal Winchester City School District	54	7	13.0%	56	14	25.0%
Circleville City School District	53	6	11.3%	22	6	27.3%
Columbus (Corp.)	2,038	333	16.3%	2,035	483	23.7%
Columbus City School District	1,486	246	16.6%	1,220	308	25.2%
Delaware City School District	82	11	13.4%	80	15	18.8%
Downtown Columbus (43215)	52	1	1.9%	38	2	5.3%
Dublin City School District	298	11	3.7%	195	8	4.1%
Dublin (Corp.)	215	9	4.2%	120	5	4.2%
Gahanna Jefferson City School District	130	16	12.3%	120	19	15.8%
Gahanna (Corp.)	69	11	15.9%	79	17	21.5%
German Village (43206 and German Village subdivision)	18	1	5.6%	33	1	3.0%
Grandview Heights (Corp.)	6	0	0.0%	14	0	0.0%
Granville Exempted Village School District	104	3	2.9%	34	2	5.9%
Groveport Madison Local School District	96	25	26.0%	105	37	35.2%

[Communities/School Districts continued on page 6](#)

## Inventory and Closed Sales by Area

COMMUNITIES/SCHOOL DISTRICTS <small>Cont. from page 5</small>	Inventory for Q1-2015			Closed Sales for Q1-2015		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
Grove City (Corp.)	135	20	14.8%	129	14	10.9%
Hamilton Local School District	22	4	18.2%	29	14	48.3%
Hilliard City School District	265	24	9.1%	278	37	13.3%
Hilliard (Corp.)	92	5	5.4%	99	8	8.1%
Johnstown-Monroe Local School District	38	6	15.8%	23	7	30.4%
Jonathan Alder Local School District (Plain City)	20	1	5.0%	26	4	15.4%
Lancaster City School District	155	26	16.8%	100	21	21.0%
Lithopolis (Corp.)	6	0	0.0%	6	3	50.0%
London City School District	70	7	10.0%	37	11	29.7%
Marysville Exempted Village City School District	79	9	11.4%	96	12	12.5%
Minerva Park (Corp.)	5	1	20.0%	3	1	33.3%
Miami Trace Local School District	34	1	2.9%	36	9	25.0%
New Albany (Corp.)	92	2	2.2%	42	2	4.8%
New Albany Plain Local School District	126	4	3.2%	74	8	10.8%
Newark City School District	178	24	13.5%	107	21	19.6%
Northridge Local School District	25	2	8.0%	17	3	17.6%
Obetz (Corp.)	10	3	30.0%	7	1	14.3%
Olentangy Local School District	403	13	3.2%	259	17	6.6%
Pataskala (Corp.)	73	8	11.0%	38	9	23.7%
Pickerington (Corp.)	53	8	15.1%	54	9	16.7%
Pickerington Local School District	126	14	11.1%	126	21	16.7%
Powell (Corp.)	49	3	6.1%	40	2	5.0%
Reynoldsburg City School District	123	14	11.4%	107	29	27.1%
South-Western City School District (Grove City)	324	59	18.2%	373	87	23.3%
Sunbury (Corp.)	7	2	28.6%	18	1	5.6%
Upper Arlington City School District	111	2	1.8%	93	1	1.1%
Valleyview (Corp.)	2	2	100.0%	2	0	0.0%
Washington Court House City School District	54	6	11.1%	34	7	20.6%
Jefferson Local School District (West Jefferson)	22	4	18.2%	10	1	10.0%
Westerville City School District	208	33	15.9%	248	36	14.5%
Westerville (Corp.)	68	10	14.7%	95	13	13.7%
Whitehall (Corp.)	45	6	13.3%	32	15	46.9%
Worthington City School District	94	12	12.8%	176	24	13.6%
Worthington (Corp.)	17	2	11.8%	44	3	6.8%

# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



## Median Sales Price by Area

	Lender-Mediated			Traditional		
	Q1-2014	Q1-2015	+ / -	Q1-2014	Q1-2015	+ / -
<b>ENTIRE MLS</b>	<b>\$66,750</b>	<b>\$70,600</b>	<b>+ 5.8%</b>	<b>\$160,000</b>	<b>\$165,100</b>	<b>+ 3.2%</b>
<b>COUNTIES</b>						
Champaign County	\$47,500	\$54,950	+ 15.7%	\$116,900	\$130,450	+ 11.6%
Clark County	\$22,350	\$0	- 100.0%	\$118,500	\$133,000	+ 12.2%
Delaware County	\$185,000	\$159,137	- 14.0%	\$268,800	\$283,000	+ 5.3%
Fairfield County	\$99,250	\$95,000	- 4.3%	\$166,000	\$165,000	- 0.6%
Fayette County	\$33,437	\$32,250	- 3.5%	\$99,000	\$98,500	- 0.5%
Franklin County	\$60,000	\$68,000	+ 13.3%	\$155,000	\$157,500	+ 1.6%
Hocking County	\$42,013	\$21,900	- 47.9%	\$130,500	\$131,500	+ 0.8%
Knox County	\$58,250	\$85,559	+ 46.9%	\$124,000	\$147,091	+ 18.6%
Licking County	\$75,000	\$69,000	- 8.0%	\$144,000	\$149,950	+ 4.1%
Logan County	\$68,000	\$38,000	- 44.1%	\$159,500	\$160,500	+ 0.6%
Madison County	\$51,500	\$65,450	+ 27.1%	\$152,250	\$167,000	+ 9.7%
Marion County	\$21,000	\$33,950	+ 61.7%	\$96,150	\$106,750	+ 11.0%
Morrow County	\$50,000	\$39,572	- 20.9%	\$105,000	\$120,000	+ 14.3%
Muskingum County	\$36,700	\$56,700	+ 54.5%	\$172,400	\$137,750	- 20.1%
Perry County	\$41,000	\$41,049	+ 0.1%	\$102,800	\$123,000	+ 19.6%
Pickaway County	\$74,000	\$89,900	+ 21.5%	\$135,000	\$134,000	- 0.7%
Ross County	\$41,800	\$57,350	+ 37.2%	\$95,000	\$206,750	+ 117.6%
Union County	\$105,350	\$85,989	- 18.4%	\$173,000	\$199,700	+ 15.4%
<b>COMMUNITIES/SCHOOL DISTRICTS</b>						
Beechwold / Clintonville	\$55,000	\$140,000	+ 154.5%	\$190,250	\$205,000	+ 7.8%
Bexley (Corp.)	\$109,365	\$0	- 100.0%	\$275,000	\$270,000	- 1.8%
Blacklick (43004)	\$100,000	\$98,500	- 1.5%	\$161,400	\$168,500	+ 4.4%
Big Walnut Local School District	\$166,750	\$112,000	- 32.8%	\$249,450	\$242,500	- 2.8%
Buckeye Valley Local School District	\$65,000	\$80,000	+ 23.1%	\$254,000	\$289,000	+ 13.8%
Canal Winchester City School District	\$103,332	\$122,000	+ 18.1%	\$166,778	\$167,000	+ 0.1%
Circleville City School District	\$55,700	\$70,000	+ 25.7%	\$112,000	\$144,950	+ 29.4%
Columbus (Corp.)	\$49,900	\$65,045	+ 30.3%	\$135,250	\$141,500	+ 4.6%
Columbus City School District	\$33,000	\$40,102	+ 21.5%	\$124,000	\$130,200	+ 5.0%
Delaware City School District	\$125,000	\$121,001	- 3.2%	\$157,250	\$160,300	+ 1.9%
Downtown Columbus (43215)	\$280,742	\$249,950	- 11.0%	\$272,500	\$287,000	+ 5.3%
Dublin City School District	\$165,000	\$131,500	- 20.3%	\$248,000	\$255,000	+ 2.8%
Dublin (Corp.)	\$271,300	\$130,000	- 52.1%	\$325,500	\$334,762	+ 2.8%
Gahanna Jefferson City School District	\$122,500	\$110,000	- 10.2%	\$205,000	\$222,900	+ 8.7%
Gahanna (Corp.)	\$111,350	\$110,000	- 1.2%	\$183,450	\$202,500	+ 10.4%
German Village (43206 and German Village subdivision)	\$205,027	\$260,000	+ 26.8%	\$236,250	\$279,000	+ 18.1%
Grandview Heights (Corp.)	\$0	\$0	--	\$246,500	\$201,000	- 18.5%
Granville Exempted Village School District	\$168,000	\$146,813	- 12.6%	\$273,480	\$277,063	+ 1.3%
Groveport Madison Local School District	\$65,000	\$55,013	- 15.4%	\$106,950	\$99,250	- 7.2%

Communities/School Districts continued on page 8

## Median Sales Price by Area

COMMUNITIES/SCHOOL DISTRICTS <small>Cont. from page 7</small>	Lender-Mediated			Traditional		
	Q1-2014	Q1-2015	+ / -	Q1-2014	Q1-2015	+ / -
Grove City (Corp.)	\$110,000	\$101,305	- 7.9%	\$174,900	\$175,000	+ 0.1%
Hamilton Local School District	\$50,500	\$67,000	+ 32.7%	\$77,500	\$102,500	+ 32.3%
Hilliard City School District	\$118,450	\$115,500	- 2.5%	\$186,500	\$190,000	+ 1.9%
Hilliard (Corp.)	\$118,900	\$129,940	+ 9.3%	\$227,900	\$230,000	+ 0.9%
Johnstown-Monroe Local School District	\$108,500	\$86,000	- 20.7%	\$154,000	\$167,500	+ 8.8%
Jonathan Alder Local School District (Plain City)	\$158,200	\$181,250	+ 14.6%	\$252,500	\$231,663	- 8.3%
Lancaster City School District	\$45,770	\$56,000	+ 22.4%	\$126,900	\$120,000	- 5.4%
Lithopolis (Corp.)	\$0	\$146,500	--	\$172,490	\$235,840	+ 36.7%
London City School District	\$59,500	\$66,825	+ 12.3%	\$127,250	\$153,500	+ 20.6%
Marysville Exempted Village City School District	\$112,625	\$90,500	- 19.6%	\$156,250	\$176,950	+ 13.2%
Minerva Park (Corp.)	\$90,000	\$102,000	+ 13.3%	\$123,000	\$141,000	+ 14.6%
Miami Trace Local School District	\$40,590	\$40,000	- 1.5%	\$108,500	\$96,500	- 11.1%
New Albany (Corp.)	\$360,000	\$433,285	+ 20.4%	\$432,750	\$429,390	- 0.8%
New Albany Plain Local School District	\$219,450	\$246,450	+ 12.3%	\$326,000	\$339,950	+ 4.3%
Newark City School District	\$30,751	\$36,500	+ 18.7%	\$85,200	\$104,500	+ 22.7%
Northridge Local School District	\$80,057	\$73,000	- 8.8%	\$207,500	\$197,750	- 4.7%
Obetz (Corp.)	\$79,000	\$72,512	- 8.2%	\$119,000	\$106,500	- 10.5%
Olentangy Local School District	\$235,100	\$230,000	- 2.2%	\$299,812	\$306,500	+ 2.2%
Pataskala (Corp.)	\$100,000	\$128,000	+ 28.0%	\$158,950	\$154,988	- 2.5%
Pickerington (Corp.)	\$151,000	\$159,600	+ 5.7%	\$185,000	\$186,100	+ 0.6%
Pickerington Local School District	\$148,000	\$157,460	+ 6.4%	\$185,000	\$186,000	+ 0.5%
Powell (Corp.)	\$245,900	\$213,925	- 13.0%	\$320,000	\$322,900	+ 0.9%
Reynoldsburg City School District	\$86,100	\$69,269	- 19.5%	\$130,581	\$157,250	+ 20.4%
South-Western City School District (Grove City)	\$83,450	\$80,000	- 4.1%	\$128,000	\$137,700	+ 7.6%
Sunbury (Corp.)	\$153,375	\$112,000	- 27.0%	\$201,250	\$149,999	- 25.5%
Upper Arlington City School District	\$147,500	\$182,000	+ 23.4%	\$300,000	\$330,750	+ 10.3%
Valleyview (Corp.)	\$54,900	\$0	- 100.0%	\$0	\$44,600	--
Washington Court House City School District	\$18,000	\$26,550	+ 47.5%	\$96,300	\$99,000	+ 2.8%
Jefferson Local School District (West Jefferson)	\$33,739	\$49,001	+ 45.2%	\$123,500	\$167,000	+ 35.2%
Westerville City School District	\$114,462	\$120,000	+ 4.8%	\$190,000	\$179,900	- 5.3%
Westerville (Corp.)	\$150,650	\$133,076	- 11.7%	\$202,500	\$215,000	+ 6.2%
Whitehall (Corp.)	\$33,000	\$45,200	+ 37.0%	\$68,900	\$85,000	+ 23.4%
Worthington City School District	\$138,600	\$125,000	- 9.8%	\$182,700	\$215,050	+ 17.7%
Worthington (Corp.)	\$138,600	\$125,000	- 9.8%	\$247,000	\$237,900	- 3.7%