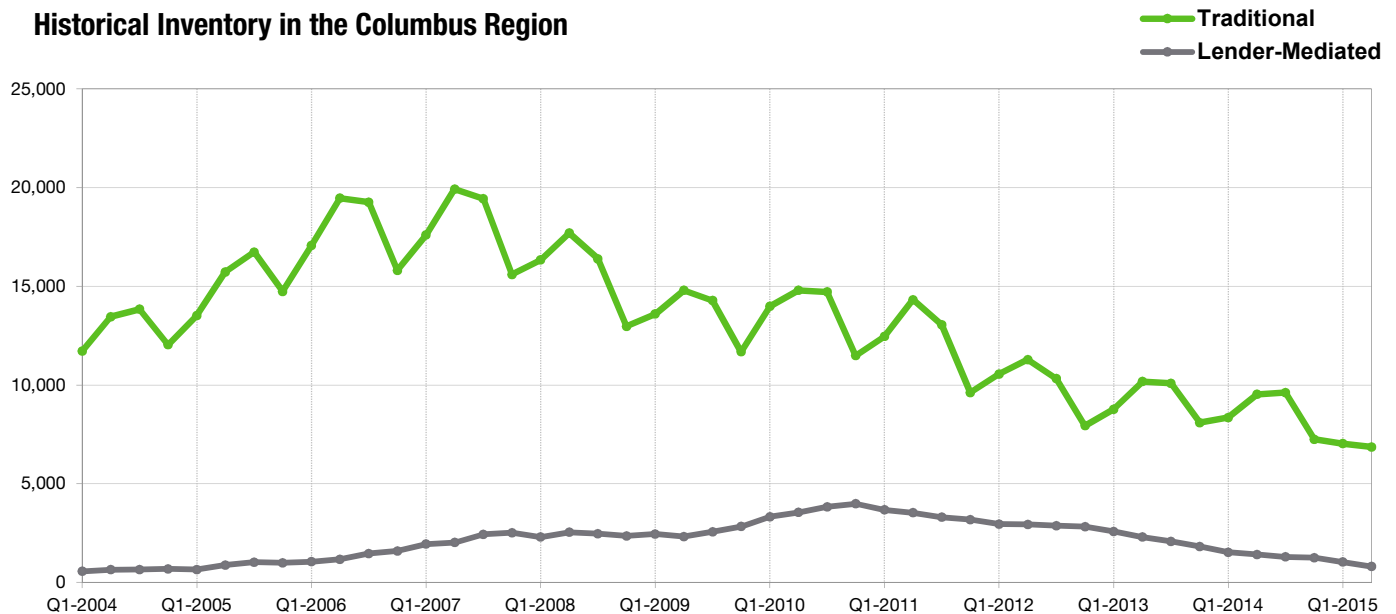


# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

## Historical Inventory in the Columbus Region



## Q2-2015

New Listings in the Columbus region increased 3.0 percent to 12,010.

- Traditional New Listings increased 3.5 percent to 10,753.
- Lender-mediated New Listings decreased 0.9 percent to 1,257.
- The share of all New Listings that were lender-mediated fell to 10.5 percent.

Closed Sales were up 7.7 percent to 8,638.

- Traditional Closed Sales were up 11.0 percent to 7,558.
- Lender-mediated Closed Sales were down 10.7 percent to 1,080.
- The share of all Closed Sales that were lender-mediated fell to 12.5 percent.

The Median Sales Price rose 5.5 percent to \$166,750.

- The traditional Median Sales Price rose 3.6 percent to \$178,125.
- The lender-mediated Median Sales Price rose 7.4 percent to \$73,000.



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.

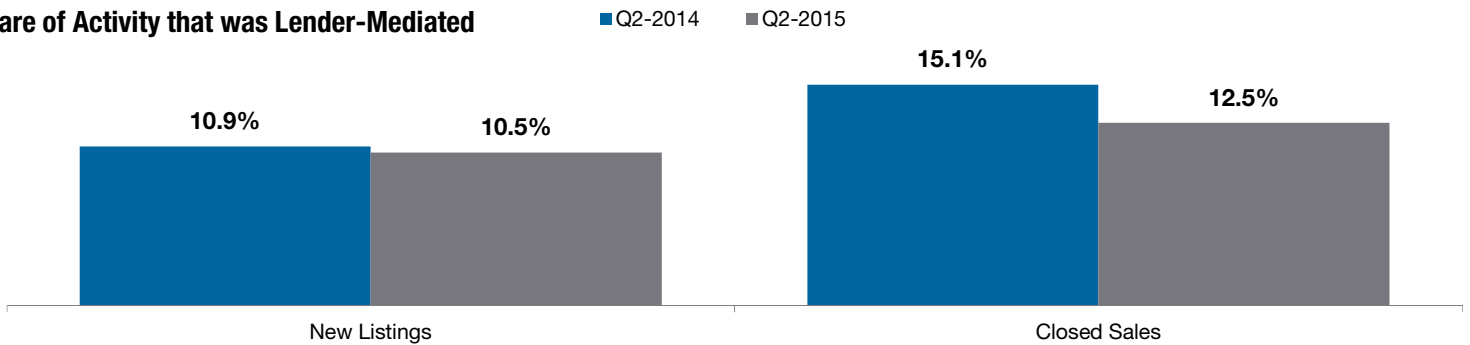
A property is considered to be "traditional" when the "Additional Acceptance Conditions" field is not marked or None Known is selected; or, if any of the following terms are included in any of the remarks fields: not a foreclosure, not a foreclosure, no foreclosure, no foreclosure, not foreclosure, not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



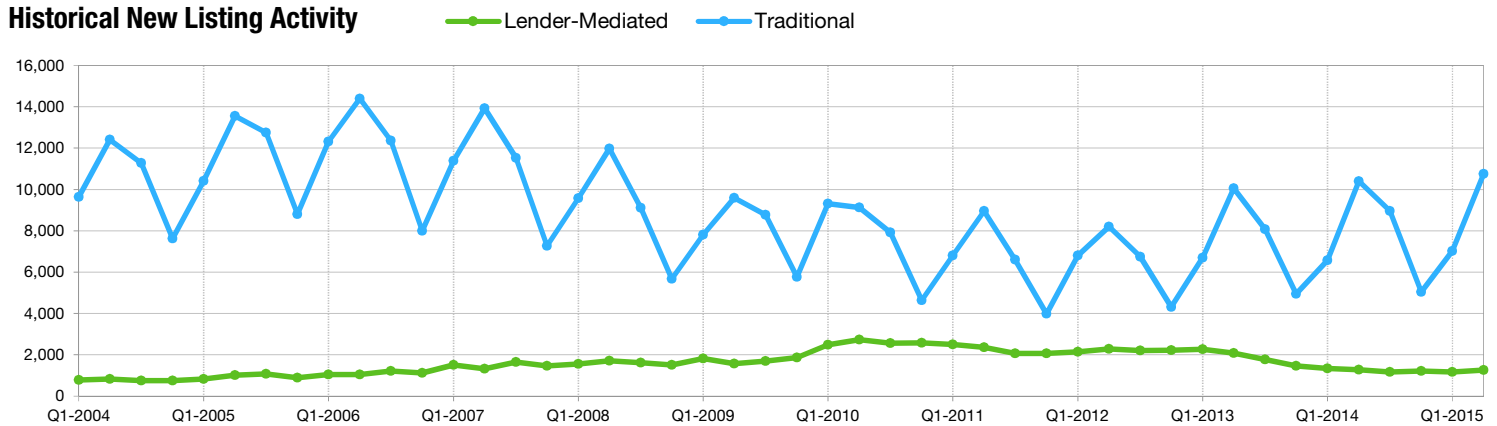
## New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q2-2014	Q2-2015	+ / -	Q2-2014	Q2-2015	+ / -	Q2-2014	Q2-2015	+ / -	Q2-2014	Q2-2015
New Listings	1,269	1,257	- 0.9%	10,392	10,753	+ 3.5%	11,661	12,010	+ 3.0%	10.9%	10.5%
Closed Sales	1,210	1,080	- 10.7%	6,807	7,558	+ 11.0%	8,017	8,638	+ 7.7%	15.1%	12.5%

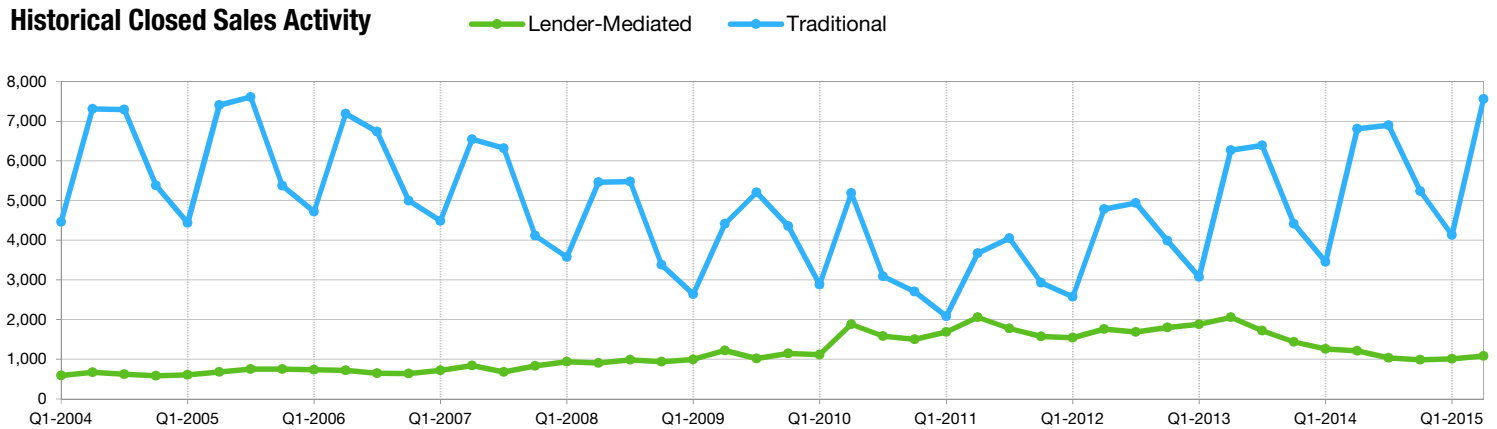
### Share of Activity that was Lender-Mediated



### Historical New Listing Activity



### Historical Closed Sales Activity



# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

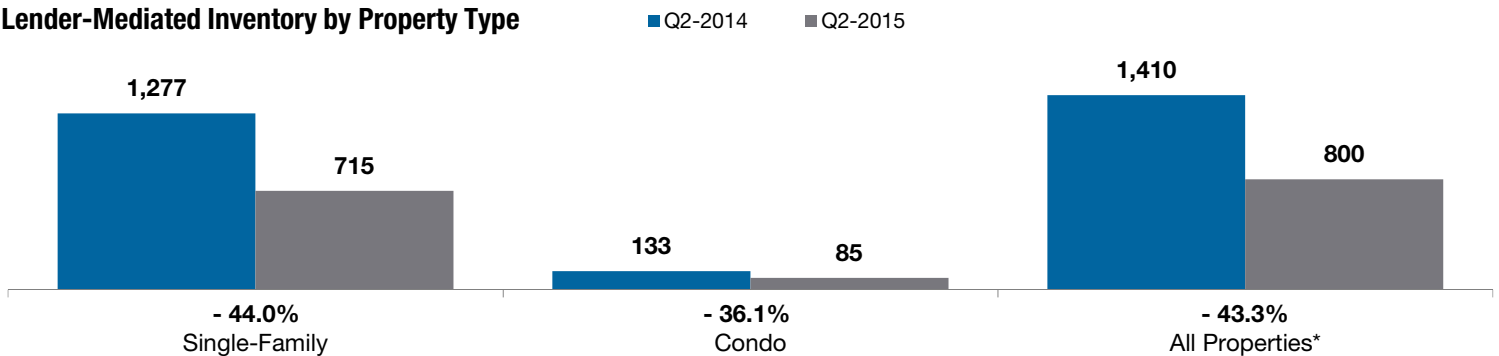
Prior year inventory in this report includes listings that were in contract last year but subsequently did not close.



## Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q2-2014	Q2-2015	+ / -	Q2-2014	Q2-2015	+ / -	Q2-2014	Q2-2015	+ / -	Q2-2014	Q2-2015
Single-Family	1,277	715	- 44.0%	8,292	6,048	- 27.1%	9,569	6,763	- 29.3%	13.3%	10.6%
Condo	133	85	- 36.1%	1,236	815	- 34.1%	1,369	900	- 34.3%	9.7%	9.4%
<b>All Properties*</b>	<b>1,410</b>	<b>800</b>	<b>- 43.3%</b>	<b>9,529</b>	<b>6,863</b>	<b>- 28.0%</b>	<b>10,939</b>	<b>7,663</b>	<b>- 29.9%</b>	<b>12.9%</b>	<b>10.4%</b>

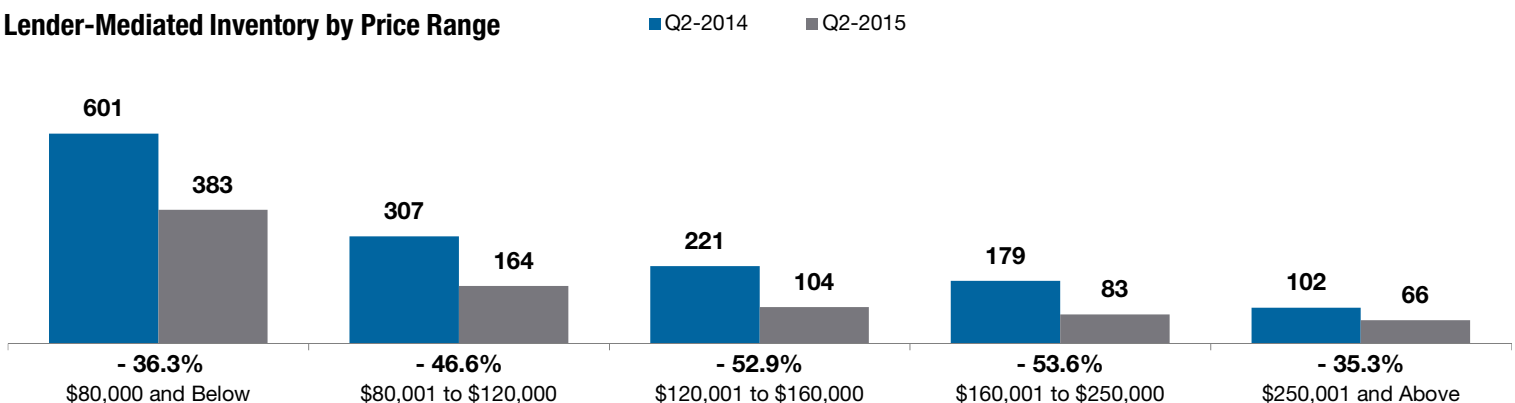
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q2-2014	Q2-2015	+ / -	Q2-2014	Q2-2015	+ / -	Q2-2014	Q2-2015	+ / -	Q2-2014	Q2-2015
\$80,000 and Below	601	383	- 36.3%	1,450	1,126	- 22.3%	2,051	1,509	- 26.4%	29.3%	25.4%
\$80,001 to \$120,000	307	164	- 46.6%	1,431	843	- 41.1%	1,738	1,007	- 42.1%	17.7%	16.3%
\$120,001 to \$160,000	221	104	- 52.9%	1,592	933	- 41.4%	1,813	1,037	- 42.8%	12.2%	10.0%
\$160,001 to \$250,000	179	83	- 53.6%	2,145	1,437	- 33.0%	2,324	1,520	- 34.6%	7.7%	5.5%
\$250,001 and Above	102	66	- 35.3%	2,911	2,523	- 13.3%	3,013	2,589	- 14.1%	3.4%	2.5%
<b>All Price Ranges*</b>	<b>1,410</b>	<b>800</b>	<b>- 43.3%</b>	<b>9,529</b>	<b>6,863</b>	<b>- 28.0%</b>	<b>10,939</b>	<b>7,663</b>	<b>- 29.9%</b>	<b>12.9%</b>	<b>10.4%</b>

### Lender-Mediated Inventory by Price Range

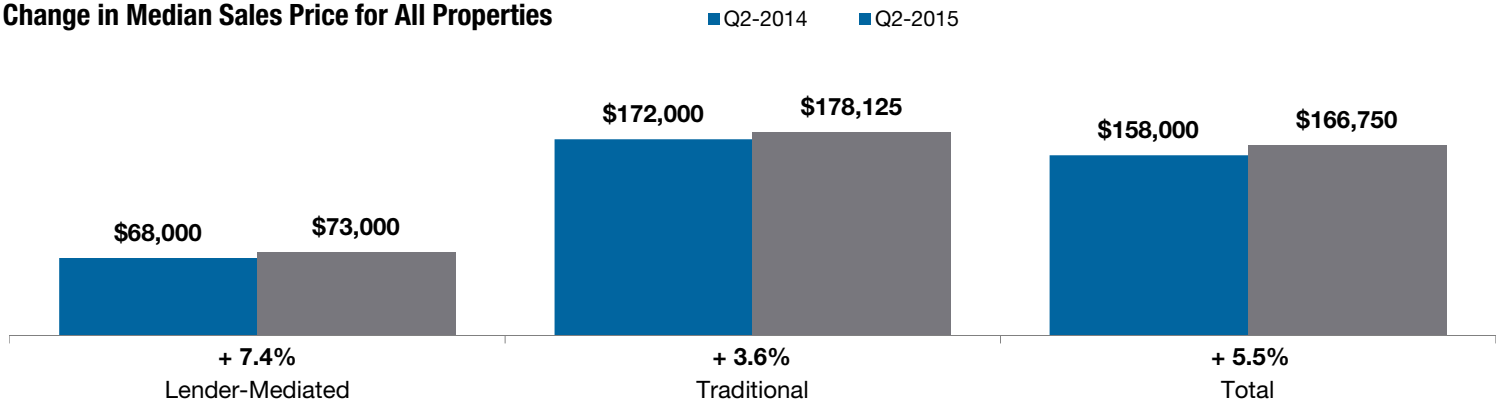


\*This is not a total or average of the breakouts but shows activity for the Entire MLS. All data from Columbus REALTORS® Multiple Listing Service (MLS). Powered by 10K Research and Marketing. | 3

## Median Sales Price

	Lender-Mediated			Traditional			Total		
	Q2-2014	Q2-2015	+ / -	Q2-2014	Q2-2015	+ / -	Q2-2014	Q2-2015	+ / -
Single-Family	\$67,000	\$72,900	+ 8.8%	\$179,000	\$186,950	+ 4.4%	\$164,900	\$173,000	+ 4.9%
Condo	\$73,500	\$73,500	0.0%	\$136,250	\$142,000	+ 4.2%	\$129,000	\$138,000	+ 7.0%
<b>All Properties*</b>	\$68,000	\$73,000	+ 7.4%	\$172,000	\$178,125	+ 3.6%	\$158,000	\$166,750	+ 5.5%

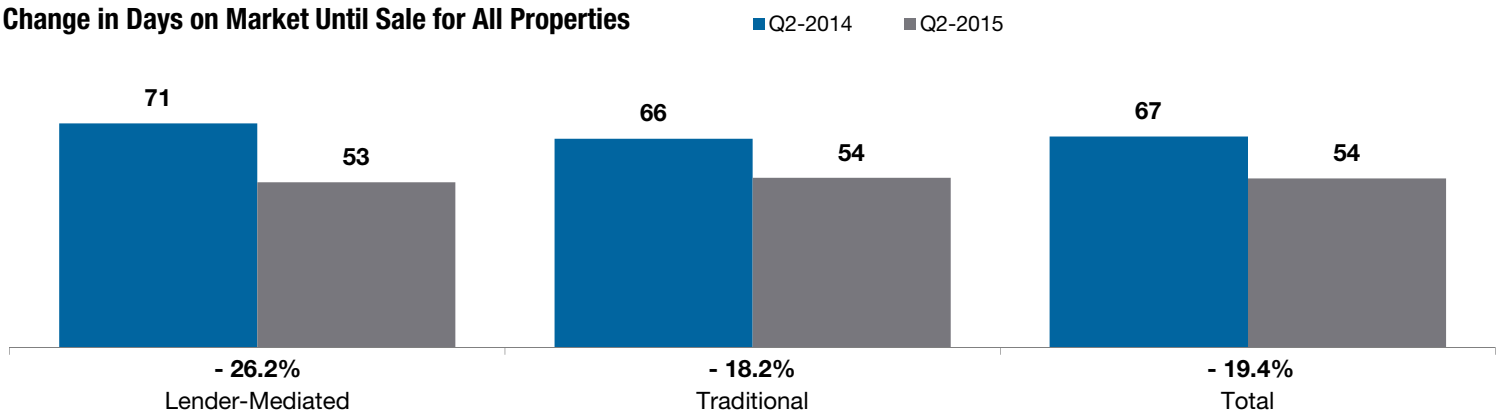
### Change in Median Sales Price for All Properties



## Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Q2-2014	Q2-2015	+ / -	Q2-2014	Q2-2015	+ / -	Q2-2014	Q2-2015	+ / -
Single-Family	73	52	- 28.4%	64	53	- 17.2%	66	53	- 19.7%
Condo	58	54	- 5.9%	77	60	- 22.1%	75	59	- 21.3%
<b>All Properties*</b>	71	53	- 26.2%	66	54	- 18.2%	67	54	- 19.4%

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



## Inventory and Closed Sales by Area

	Inventory for Q2-2015			Closed Sales for Q2-2015		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
<b>ENTIRE MLS</b>	<b>7,663</b>	<b>800</b>	<b>10.4%</b>	<b>8,638</b>	<b>1,080</b>	<b>12.5%</b>
<b>COUNTIES</b>						
Champaign County	72	4	5.6%	49	6	12.2%
Clark County	56	1	1.8%	37	6	16.2%
Delaware County	899	33	3.7%	1,027	43	4.2%
Fairfield County	556	55	9.9%	538	87	16.2%
Fayette County	92	8	8.7%	60	10	16.7%
Franklin County	3,631	477	13.1%	5,283	700	13.3%
Hocking County	140	8	5.7%	52	6	11.5%
Knox County	195	12	6.2%	128	16	12.5%
Licking County	768	72	9.4%	671	86	12.8%
Logan County	71	3	4.2%	43	2	4.7%
Madison County	137	17	12.4%	111	23	20.7%
Marion County	100	18	18.0%	40	7	17.5%
Morrow County	118	13	11.0%	85	14	16.5%
Muskingum County	63	12	19.0%	23	5	21.7%
Perry County	84	6	7.1%	36	7	19.4%
Pickaway County	203	20	9.9%	140	22	15.7%
Ross County	52	6	11.5%	29	10	34.5%
Union County	254	16	6.3%	238	18	7.6%
<b>COMMUNITIES/SCHOOL DISTRICTS</b>						
Beechwold / Clintonville	58	4	6.9%	190	6	3.2%
Bexley (Corp.)	48	3	6.3%	74	3	4.1%
Blacklick (43004)	141	23	16.3%	207	23	11.1%
Big Walnut Local School District	82	4	4.9%	83	4	4.8%
Buckeye Valley Local School District	66	5	7.6%	70	7	10.0%
Canal Winchester City School District	60	5	8.3%	94	10	10.6%
Circleville City School District	78	4	5.1%	42	7	16.7%
Columbus (Corp.)	2,229	351	15.7%	3,306	506	15.3%
Columbus City School District	1,580	266	16.8%	1,886	348	18.5%
Delaware City School District	116	8	6.9%	165	15	9.1%
Downtown Columbus (43215)	57	1	1.8%	81	2	2.5%
Dublin City School District	363	12	3.3%	384	14	3.6%
Dublin (Corp.)	271	11	4.1%	252	7	2.8%
Gahanna Jefferson City School District	149	12	8.1%	253	30	11.9%
Gahanna (Corp.)	75	5	6.7%	172	20	11.6%
German Village (43206 and German Village subdivision)	24	1	4.2%	45	0	0.0%
Grandview Heights (Corp.)	16	0	0.0%	33	0	0.0%
Granville Exempted Village School District	106	3	2.8%	81	3	3.7%
Groveport Madison Local School District	128	25	19.5%	142	46	32.4%

Communities/School Districts continued on page 6

## Inventory and Closed Sales by Area

COMMUNITIES/SCHOOL DISTRICTS <small>Cont. from page 5</small>	Inventory for Q2-2015			Closed Sales for Q2-2015		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
Grove City (Corp.)	114	8	7.0%	249	22	8.8%
Hamilton Local School District	33	10	30.3%	27	10	37.0%
Hilliard City School District	248	21	8.5%	592	35	5.9%
Hilliard (Corp.)	87	7	8.0%	195	6	3.1%
Johnstown-Monroe Local School District	42	4	9.5%	35	3	8.6%
Jonathan Alder Local School District (Plain City)	28	1	3.6%	28	1	3.6%
Lancaster City School District	191	21	11.0%	149	27	18.1%
Lithopolis (Corp.)	4	1	25.0%	8	0	0.0%
London City School District	68	7	10.3%	53	6	11.3%
Marysville Exempted Village City School District	108	7	6.5%	131	11	8.4%
Minerva Park (Corp.)	8	0	0.0%	16	2	12.5%
Miami Trace Local School District	45	5	11.1%	24	5	20.8%
New Albany (Corp.)	108	3	2.8%	76	1	1.3%
New Albany Plain Local School District	152	5	3.3%	141	3	2.1%
Newark City School District	224	31	13.8%	171	32	18.7%
Northridge Local School District	32	1	3.1%	17	5	29.4%
Obetz (Corp.)	15	4	26.7%	7	3	42.9%
Olentangy Local School District	481	10	2.1%	529	14	2.6%
Pataskala (Corp.)	75	6	8.0%	66	10	15.2%
Pickerington (Corp.)	66	8	12.1%	106	18	17.0%
Pickerington Local School District	143	17	11.9%	232	31	13.4%
Powell (Corp.)	67	2	3.0%	87	2	2.3%
Reynoldsburg City School District	142	21	14.8%	197	23	11.7%
South-Western City School District (Grove City)	318	36	11.3%	604	100	16.6%
Sunbury (Corp.)	11	0	0.0%	26	2	7.7%
Upper Arlington City School District	145	6	4.1%	202	2	1.0%
Valleyview (Corp.)	1	1	100.0%	3	2	66.7%
Washington Court House City School District	50	4	8.0%	37	5	13.5%
Jefferson Local School District (West Jefferson)	20	3	15.0%	16	6	37.5%
Westerville City School District	235	24	10.2%	460	44	9.6%
Westerville (Corp.)	73	7	9.6%	183	11	6.0%
Whitehall (Corp.)	51	12	23.5%	39	11	28.2%
Worthington City School District	162	14	8.6%	292	17	5.8%
Worthington (Corp.)	33	0	0.0%	71	3	4.2%

# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



## Median Sales Price by Area

	Lender-Mediated			Traditional		
	Q2-2014	Q2-2015	+ / -	Q2-2014	Q2-2015	+ / -
<b>ENTIRE MLS</b>	<b>\$68,000</b>	<b>\$73,000</b>	<b>+ 7.4%</b>	<b>\$172,000</b>	<b>\$178,125</b>	<b>+ 3.6%</b>

### COUNTIES

Champaign County	\$51,500	\$64,000	+ 24.3%	\$120,000	\$111,500	- 7.1%
Clark County	\$11,000	\$34,250	+ 211.4%	\$165,500	\$125,000	- 24.5%
Delaware County	\$144,250	\$152,500	+ 5.7%	\$263,250	\$285,000	+ 8.3%
Fairfield County	\$100,000	\$109,910	+ 9.9%	\$170,000	\$171,000	+ 0.6%
Fayette County	\$36,250	\$38,875	+ 7.2%	\$105,000	\$98,950	- 5.8%
Franklin County	\$65,000	\$66,644	+ 2.5%	\$166,000	\$171,300	+ 3.2%
Hocking County	\$81,200	\$73,000	- 10.1%	\$126,400	\$137,900	+ 9.1%
Knox County	\$107,000	\$62,857	- 41.3%	\$142,500	\$158,000	+ 10.9%
Licking County	\$68,500	\$72,000	+ 5.1%	\$158,000	\$166,250	+ 5.2%
Logan County	\$43,000	\$146,350	+ 240.3%	\$121,875	\$183,000	+ 50.2%
Madison County	\$59,900	\$82,000	+ 36.9%	\$126,500	\$161,250	+ 27.5%
Marion County	\$22,244	\$25,000	+ 12.4%	\$110,000	\$106,000	- 3.6%
Morrow County	\$49,950	\$81,526	+ 63.2%	\$141,000	\$165,500	+ 17.4%
Muskingum County	\$38,030	\$15,500	- 59.2%	\$150,000	\$141,250	- 5.8%
Perry County	\$34,100	\$65,000	+ 90.6%	\$212,000	\$128,900	- 39.2%
Pickaway County	\$96,000	\$85,523	- 10.9%	\$145,900	\$149,450	+ 2.4%
Ross County	\$38,964	\$55,000	+ 41.2%	\$98,000	\$120,000	+ 22.4%
Union County	\$92,500	\$83,750	- 9.5%	\$185,000	\$211,500	+ 14.3%

### COMMUNITIES/SCHOOL DISTRICTS

Beechwold / Clintonville	\$115,450	\$106,059	- 8.1%	\$202,000	\$224,950	+ 11.4%
Bexley (Corp.)	\$88,500	\$143,500	+ 62.1%	\$274,750	\$330,000	+ 20.1%
Blacklick (43004)	\$114,400	\$115,547	+ 1.0%	\$158,000	\$159,200	+ 0.8%
Big Walnut Local School District	\$120,000	\$130,025	+ 8.4%	\$244,000	\$245,000	+ 0.4%
Buckeye Valley Local School District	\$121,050	\$80,000	- 33.9%	\$288,000	\$294,000	+ 2.1%
Canal Winchester City School District	\$103,200	\$165,000	+ 59.9%	\$149,750	\$160,200	+ 7.0%
Circleville City School District	\$72,000	\$59,342	- 17.6%	\$125,000	\$119,000	- 4.8%
Columbus (Corp.)	\$58,074	\$62,001	+ 6.8%	\$144,500	\$151,250	+ 4.7%
Columbus City School District	\$40,100	\$41,000	+ 2.2%	\$139,250	\$142,625	+ 2.4%
Delaware City School District	\$84,000	\$95,000	+ 13.1%	\$160,000	\$177,000	+ 10.6%
Downtown Columbus (43215)	\$277,500	\$150,123	- 45.9%	\$233,750	\$253,750	+ 8.6%
Dublin City School District	\$138,000	\$178,750	+ 29.5%	\$280,000	\$276,200	- 1.4%
Dublin (Corp.)	\$215,800	\$200,000	- 7.3%	\$347,550	\$347,000	- 0.2%
Gahanna Jefferson City School District	\$120,117	\$125,000	+ 4.1%	\$220,800	\$209,000	- 5.3%
Gahanna (Corp.)	\$116,000	\$116,000	0.0%	\$212,500	\$196,250	- 7.6%
German Village (43206 and German Village subdivision)	\$233,051	\$0	- 100.0%	\$309,500	\$345,500	+ 11.6%
Grandview Heights (Corp.)	\$0	\$0	--	\$240,000	\$285,000	+ 18.8%
Granville Exempted Village School District	\$125,000	\$192,400	+ 53.9%	\$310,000	\$294,000	- 5.2%
Groveport Madison Local School District	\$55,100	\$62,000	+ 12.5%	\$107,450	\$115,000	+ 7.0%

Communities/School Districts continued on page 8

## Median Sales Price by Area

COMMUNITIES/SCHOOL DISTRICTS <small>Cont. from page 7</small>	Lender-Mediated			Traditional		
	Q2-2014	Q2-2015	+ / -	Q2-2014	Q2-2015	+ / -
Grove City (Corp.)	\$110,500	\$116,550	+ 5.5%	\$167,450	\$185,000	+ 10.5%
Hamilton Local School District	\$53,780	\$54,000	+ 0.4%	\$97,000	\$112,500	+ 16.0%
Hilliard City School District	\$138,500	\$128,000	- 7.6%	\$184,000	\$194,015	+ 5.4%
Hilliard (Corp.)	\$128,128	\$98,722	- 23.0%	\$235,000	\$221,927	- 5.6%
Johnstown-Monroe Local School District	\$88,100	\$118,000	+ 33.9%	\$230,000	\$165,200	- 28.2%
Jonathan Alder Local School District (Plain City)	\$30,000	\$95,000	+ 216.7%	\$238,550	\$245,900	+ 3.1%
Lancaster City School District	\$85,000	\$70,000	- 17.6%	\$119,900	\$121,950	+ 1.7%
Lithopolis (Corp.)	\$66,000	\$0	- 100.0%	\$168,500	\$165,000	- 2.1%
London City School District	\$127,000	\$44,110	- 65.3%	\$123,450	\$164,900	+ 33.6%
Marysville Exempted Village City School District	\$116,550	\$100,500	- 13.8%	\$170,000	\$188,500	+ 10.9%
Minerva Park (Corp.)	\$102,500	\$174,700	+ 70.4%	\$141,450	\$150,500	+ 6.4%
Miami Trace Local School District	\$47,500	\$36,500	- 23.2%	\$100,500	\$117,500	+ 16.9%
New Albany (Corp.)	\$358,000	\$324,900	- 9.2%	\$484,971	\$517,000	+ 6.6%
New Albany Plain Local School District	\$100,000	\$245,100	+ 145.1%	\$333,500	\$356,925	+ 7.0%
Newark City School District	\$40,000	\$32,500	- 18.8%	\$116,950	\$113,750	- 2.7%
Northridge Local School District	\$112,450	\$89,500	- 20.4%	\$151,200	\$251,500	+ 66.3%
Obetz (Corp.)	\$81,050	\$130,000	+ 60.4%	\$109,950	\$118,500	+ 7.8%
Olentangy Local School District	\$229,550	\$294,062	+ 28.1%	\$296,950	\$310,000	+ 4.4%
Pataskala (Corp.)	\$105,500	\$99,040	- 6.1%	\$166,000	\$170,450	+ 2.7%
Pickerington (Corp.)	\$167,000	\$147,625	- 11.6%	\$192,000	\$207,500	+ 8.1%
Pickerington Local School District	\$153,000	\$145,250	- 5.1%	\$190,000	\$188,500	- 0.8%
Powell (Corp.)	\$247,375	\$357,500	+ 44.5%	\$310,500	\$334,900	+ 7.9%
Reynoldsburg City School District	\$88,620	\$85,000	- 4.1%	\$133,000	\$149,900	+ 12.7%
South-Western City School District (Grove City)	\$79,750	\$75,951	- 4.8%	\$139,950	\$148,000	+ 5.8%
Sunbury (Corp.)	\$129,900	\$197,550	+ 52.1%	\$200,000	\$221,700	+ 10.9%
Upper Arlington City School District	\$270,000	\$304,000	+ 12.6%	\$310,000	\$338,950	+ 9.3%
Valleyview (Corp.)	\$0	\$44,954	--	\$88,250	\$86,900	- 1.5%
Washington Court House City School District	\$30,900	\$41,250	+ 33.5%	\$102,500	\$86,600	- 15.5%
Jefferson Local School District (West Jefferson)	\$61,750	\$97,000	+ 57.1%	\$116,250	\$127,950	+ 10.1%
Westerville City School District	\$100,000	\$103,900	+ 3.9%	\$189,900	\$197,500	+ 4.0%
Westerville (Corp.)	\$152,776	\$114,857	- 24.8%	\$219,900	\$214,900	- 2.3%
Whitehall (Corp.)	\$37,718	\$31,900	- 15.4%	\$72,750	\$88,700	+ 21.9%
Worthington City School District	\$127,000	\$136,000	+ 7.1%	\$204,000	\$211,700	+ 3.8%
Worthington (Corp.)	\$185,000	\$155,000	- 16.2%	\$230,450	\$251,250	+ 9.0%