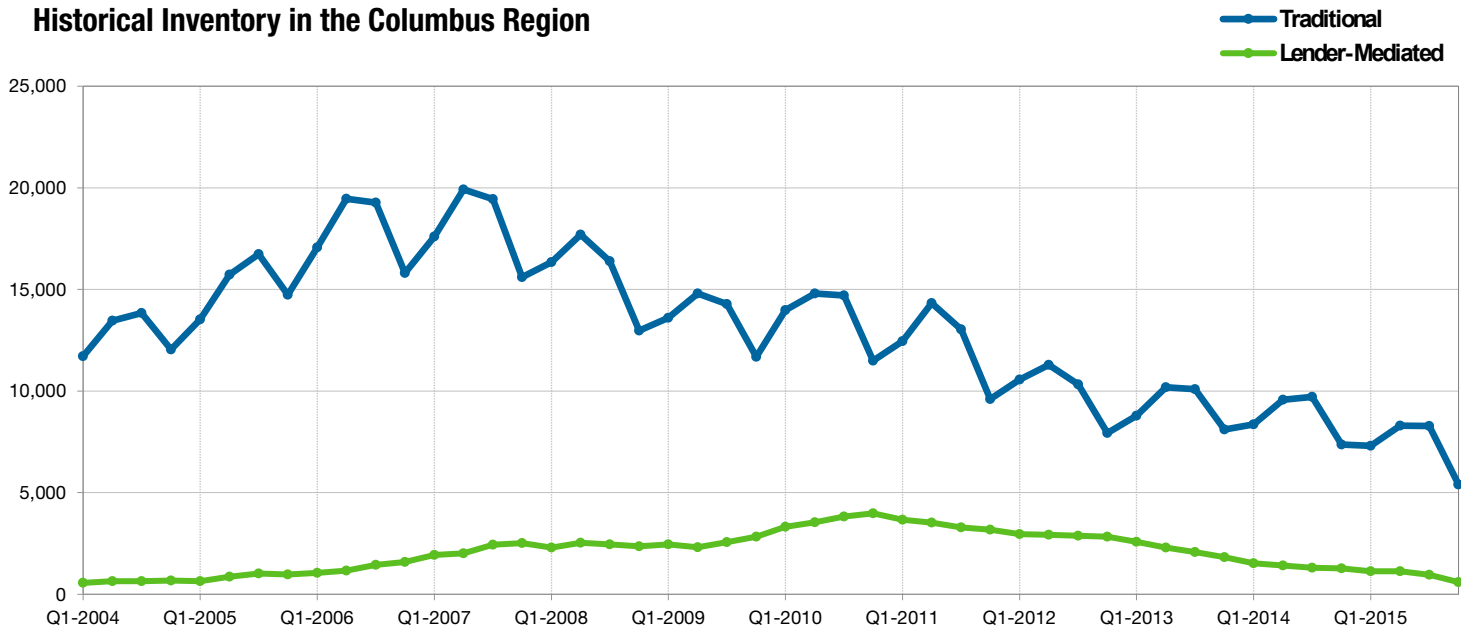


# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

## Historical Inventory in the Columbus Region



## Q4-2015

New Listings in the Columbus region increased 4.3 percent to 6,521.

- Traditional New Listings increased 12.7 percent to 5,669.
- Lender-mediated New Listings decreased 30.3 percent to 852.
- The share of all New Listings that were lender-mediated fell to 13.1 percent.

Closed Sales were up 4.1 percent to 6,492.

- Traditional Closed Sales were up 5.1 percent to 5,521.
- Lender-mediated Closed Sales were down 1.5 percent to 971.
- The share of all Closed Sales that were lender-mediated fell to 15.0 percent.

The Median Sales Price rose 4.3 percent to \$154,900.

- The traditional Median Sales Price rose 3.1 percent to \$168,000.
- The lender-mediated Median Sales Price declined 5.0 percent to \$68,505.



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®

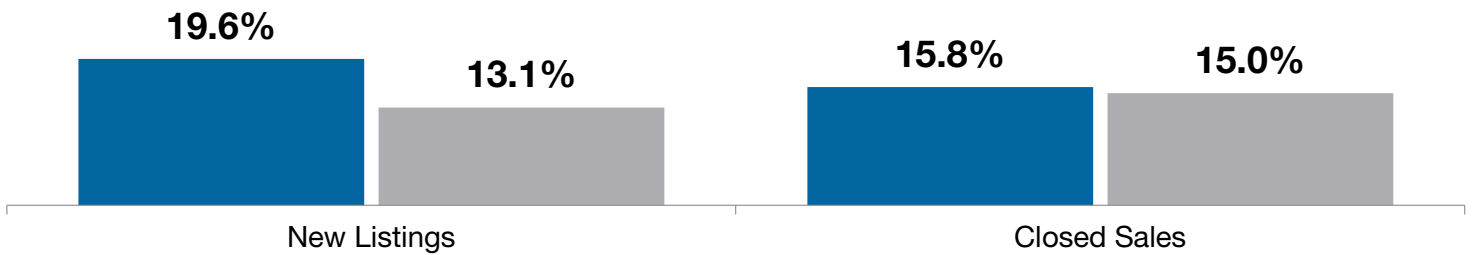


## New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q4-2014	Q4-2015	+ / -	Q4-2014	Q4-2015	+ / -	Q4-2014	Q4-2015	+ / -	Q4-2014	Q4-2015
New Listings	1,223	852	- 30.3%	5,031	5,669	+ 12.7%	6,254	6,521	+ 4.3%	19.6%	13.1%
Closed Sales	986	971	- 1.5%	5,251	5,521	+ 5.1%	6,237	6,492	+ 4.1%	15.8%	15.0%

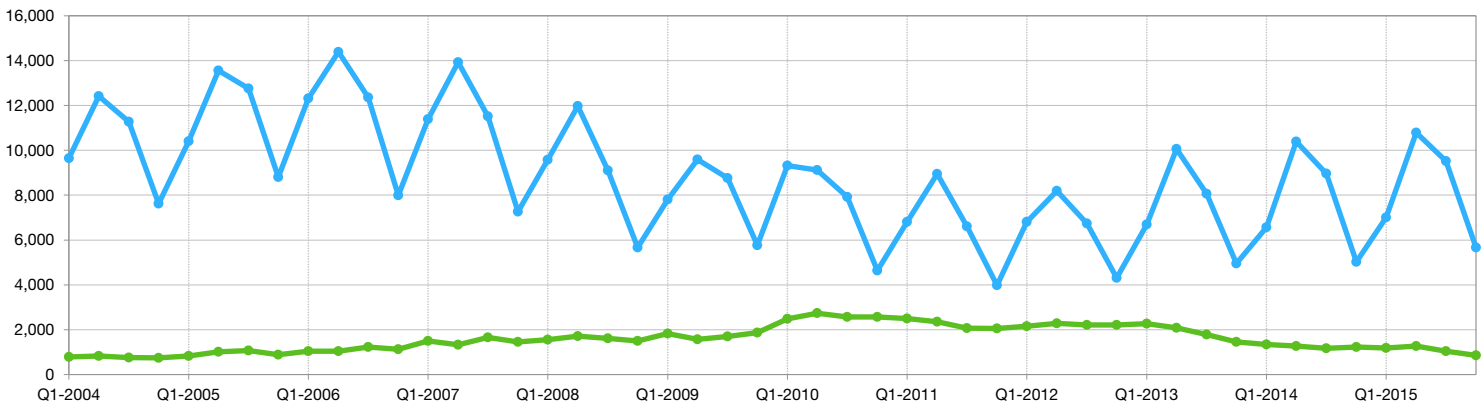
### Share of Activity that was Lender-Mediated

■ Q4-2014 ■ Q4-2015



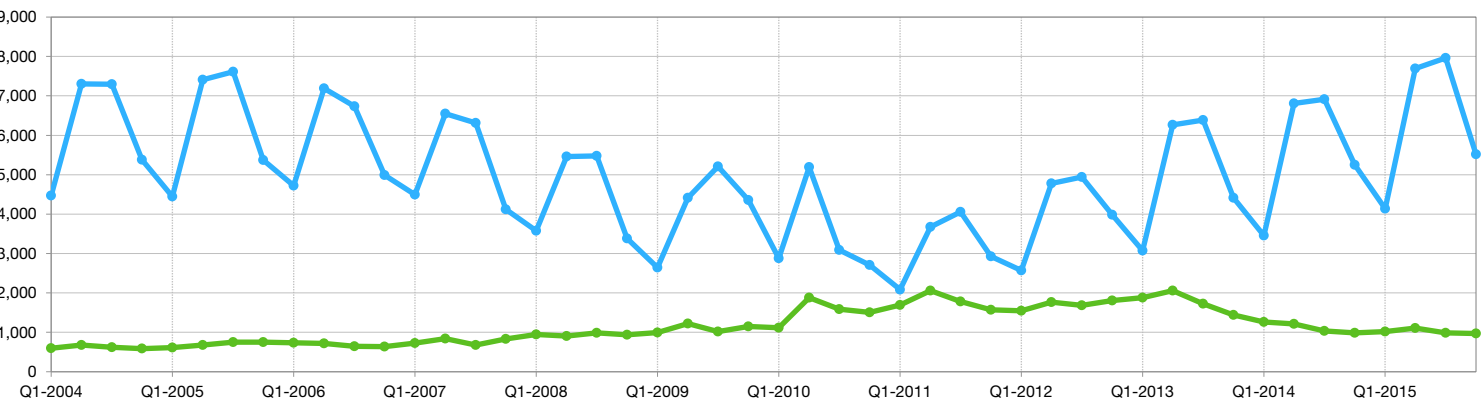
### Historical New Listing Activity

— Lender-Mediated — Traditional



### Historical Closed Sales Activity

— Lender-Mediated — Traditional



# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

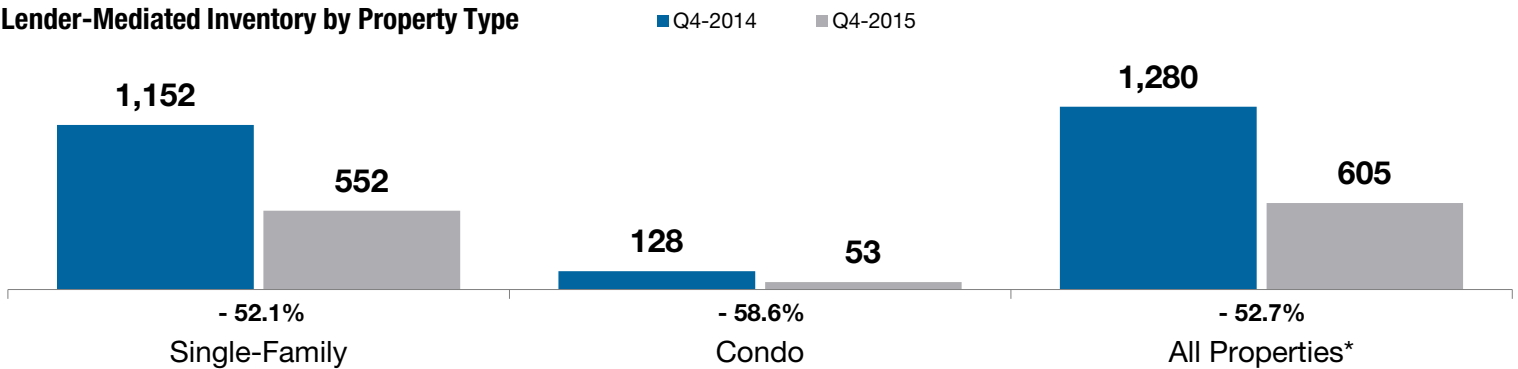
Prior year inventory in this report includes listings that were in contract last year but subsequently did not close.



## Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q4-2014	Q4-2015	+ / -	Q4-2014	Q4-2015	+ / -	Q4-2014	Q4-2015	+ / -	Q4-2014	Q4-2015
Single-Family	1,152	552	- 52.1%	6,309	4,766	- 24.5%	7,461	5,318	- 28.7%	15.4%	10.4%
Condo	128	53	- 58.6%	1,058	639	- 39.6%	1,186	692	- 41.7%	10.8%	7.7%
<b>All Properties*</b>	<b>1,280</b>	<b>605</b>	<b>- 52.7%</b>	<b>7,367</b>	<b>5,405</b>	<b>- 26.6%</b>	<b>8,647</b>	<b>6,010</b>	<b>- 30.5%</b>	<b>14.8%</b>	<b>10.1%</b>

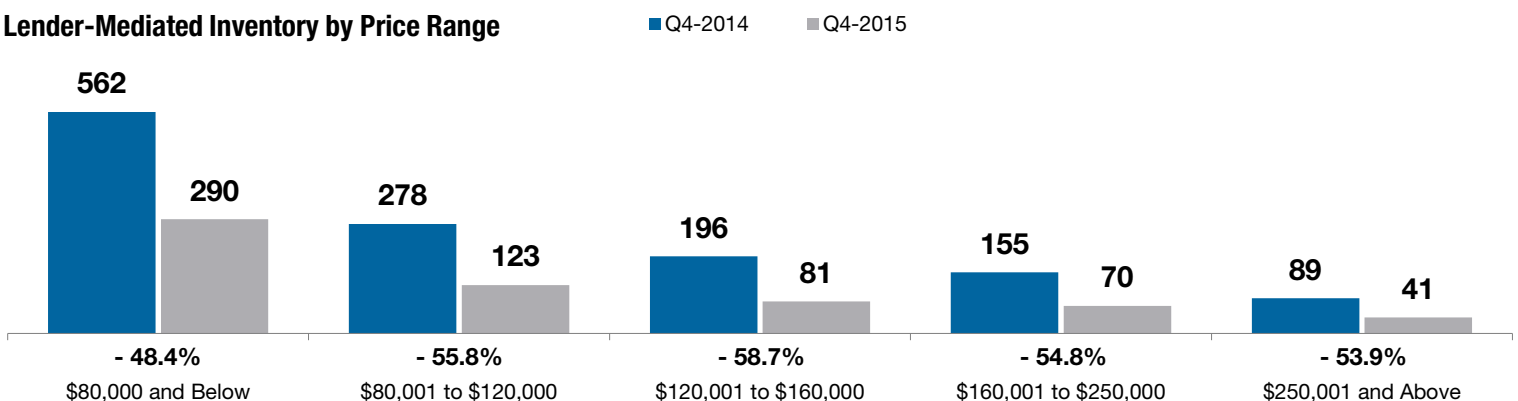
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q4-2014	Q4-2015	+ / -	Q4-2014	Q4-2015	+ / -	Q4-2014	Q4-2015	+ / -	Q4-2014	Q4-2015
\$80,000 and Below	562	290	- 48.4%	1,300	919	- 29.3%	1,862	1,209	- 35.1%	30.2%	24.0%
\$80,001 to \$120,000	278	123	- 55.8%	1,122	746	- 33.5%	1,400	869	- 37.9%	19.9%	14.2%
\$120,001 to \$160,000	196	81	- 58.7%	1,125	759	- 32.5%	1,321	840	- 36.4%	14.8%	9.6%
\$160,001 to \$250,000	155	70	- 54.8%	1,633	1,125	- 31.1%	1,788	1,195	- 33.2%	8.7%	5.9%
\$250,001 and Above	89	41	- 53.9%	2,187	1,855	- 15.2%	2,276	1,896	- 16.7%	3.9%	2.2%
<b>All Price Ranges*</b>	<b>1,280</b>	<b>605</b>	<b>- 52.7%</b>	<b>7,367</b>	<b>5,405</b>	<b>- 26.6%</b>	<b>8,647</b>	<b>6,010</b>	<b>- 30.5%</b>	<b>14.8%</b>	<b>10.1%</b>

### Lender-Mediated Inventory by Price Range



# Lender-Mediated Properties Report

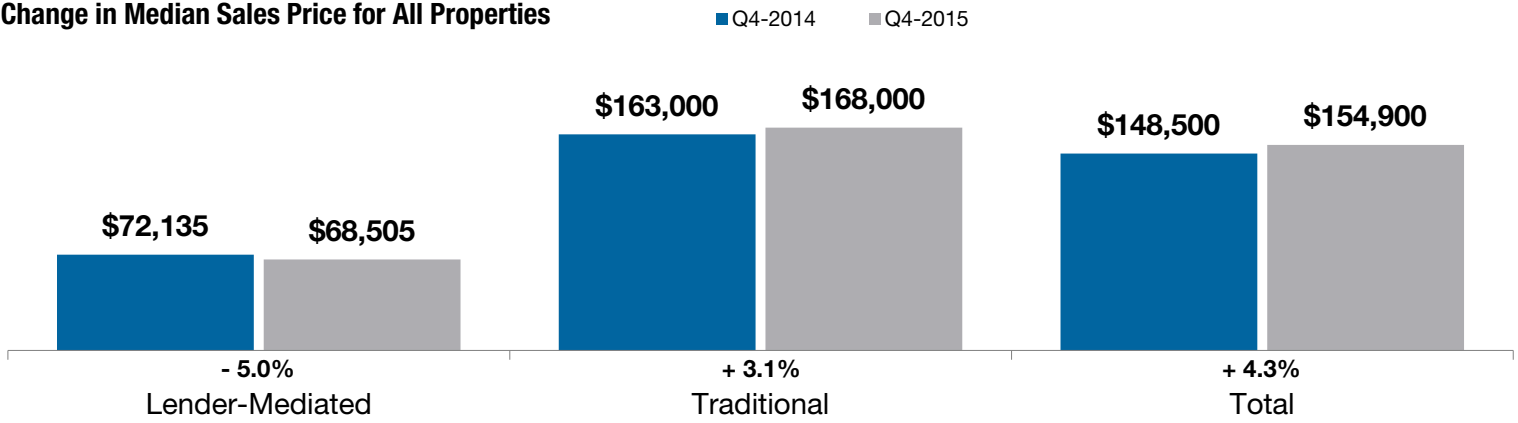
A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



## Median Sales Price

	Lender-Mediated			Traditional			Total		
	Q4-2014	Q4-2015	+ / -	Q4-2014	Q4-2015	+ / -	Q4-2014	Q4-2015	+ / -
Single-Family	\$73,725	\$69,900	- 5.2%	\$168,000	\$173,000	+ 3.0%	\$152,900	\$159,000	+ 4.0%
Condo	\$63,188	\$64,900	+ 2.7%	\$131,950	\$141,250	+ 7.0%	\$125,000	\$134,000	+ 7.2%
<b>All Properties*</b>	\$72,135	\$68,505	- 5.0%	\$163,000	\$168,000	+ 3.1%	\$148,500	\$154,900	+ 4.3%

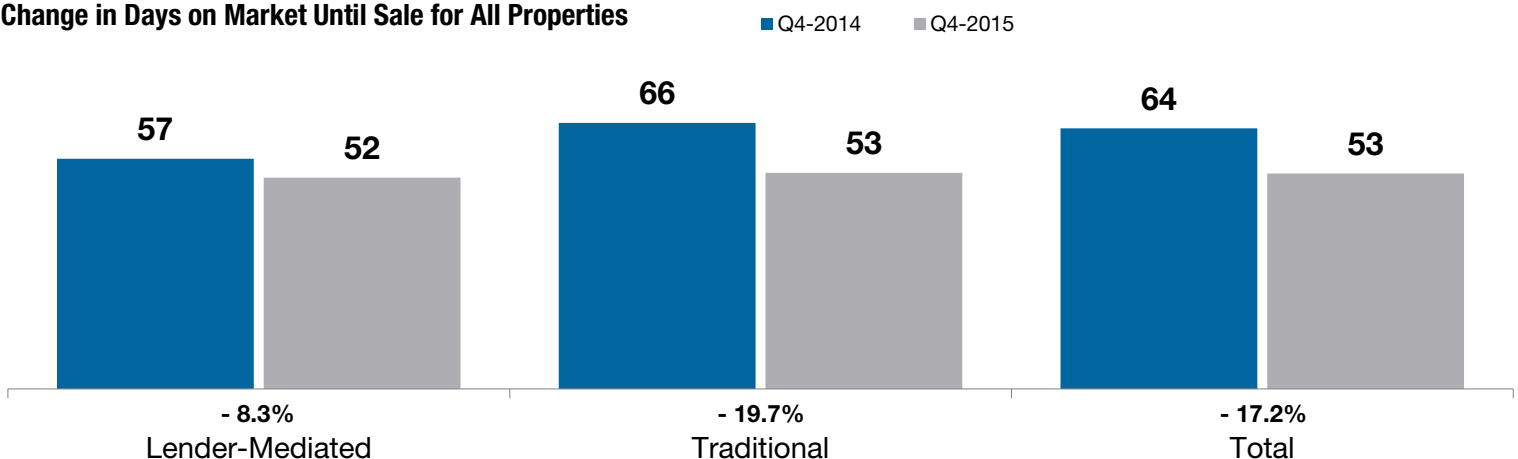
### Change in Median Sales Price for All Properties



## Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Q4-2014	Q4-2015	+ / -	Q4-2014	Q4-2015	+ / -	Q4-2014	Q4-2015	+ / -
Single-Family	58	53	- 8.2%	66	54	- 18.2%	64	54	- 15.6%
Condo	51	46	- 9.6%	66	48	- 27.3%	64	48	- 25.0%
<b>All Properties*</b>	57	52	- 8.3%	66	53	- 19.7%	64	53	- 17.2%

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



# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



## Inventory and Closed Sales by Area

	Inventory for Q4-2015			Closed Sales for Q4-2015		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
<b>ENTIRE MLS</b>	<b>6,010</b>	<b>605</b>	<b>10.1%</b>	<b>6,492</b>	<b>971</b>	<b>15.0%</b>

### COUNTIES

Champaign County	67	5	7.5%	31	3	9.7%
Clark County	48	6	12.5%	35	0	0.0%
Delaware County	658	29	4.4%	657	35	5.3%
Fairfield County	480	54	11.3%	439	58	13.2%
Fayette County	103	12	11.7%	44	5	11.4%
Franklin County	2,857	338	11.8%	3,892	646	16.6%
Hocking County	100	5	5.0%	74	9	12.2%
Knox County	134	7	5.2%	90	12	13.3%
Licking County	621	64	10.3%	523	70	13.4%
Logan County	55	4	7.3%	20	2	10.0%
Madison County	128	12	9.4%	89	16	18.0%
Marion County	77	9	11.7%	51	15	29.4%
Morrow County	75	4	5.3%	76	20	26.3%
Muskingum County	55	5	9.1%	34	17	50.0%
Perry County	42	4	9.5%	31	3	9.7%
Pickaway County	127	11	8.7%	137	20	14.6%
Ross County	47	6	12.8%	30	9	30.0%
Union County	204	11	5.4%	182	16	8.8%

### COMMUNITIES/SCHOOL DISTRICTS

Beechwold / Clintonville	66	2	3.0%	148	3	2.0%
Bexley (Corp.)	35	3	8.6%	34	1	2.9%
Blacklick (43004)	86	12	14.0%	128	18	14.1%
Big Walnut Local School District	65	2	3.1%	67	6	9.0%
Buckeye Valley Local School District	64	7	10.9%	49	3	6.1%
Canal Winchester City School District	45	2	4.4%	64	13	20.3%
Circleville City School District	52	4	7.7%	48	5	10.4%
Columbus (Corp.)	1,782	242	13.6%	2,538	493	19.4%
Columbus City School District	1,256	168	13.4%	1,606	345	21.5%
Delaware City School District	80	6	7.5%	122	11	9.0%
Downtown Columbus (43215)	40	1	2.5%	58	1	1.7%
Dublin City School District	284	9	3.2%	224	12	5.4%
Dublin (Corp.)	201	3	1.5%	136	6	4.4%
Gahanna Jefferson City School District	104	9	8.7%	172	12	7.0%
Gahanna (Corp.)	59	4	6.8%	118	7	5.9%
German Village (43206 and German Village subdivision)	20	0	0.0%	35	0	0.0%
Grandview Heights (Corp.)	6	1	16.7%	29	0	0.0%
Granville Exempted Village School District	73	2	2.7%	36	0	0.0%
Groveport Madison Local School District	84	18	21.4%	139	41	29.5%

Communities/School Districts continued on page 6

## Inventory and Closed Sales by Area

COMMUNITIES/SCHOOL DISTRICTS <a href="#">Cont. from page 5</a>	Inventory for Q4-2015			Closed Sales for Q4-2015		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
Grove City (Corp.)	132	10	7.6%	158	14	8.9%
Hamilton Local School District	26	5	19.2%	26	11	42.3%
Hilliard City School District	226	13	5.8%	332	30	9.0%
Hilliard (Corp.)	85	6	7.1%	116	8	6.9%
Johnstown-Monroe Local School District	23	3	13.0%	26	4	15.4%
Jonathan Alder Local School District (Plain City)	16	1	6.3%	13	3	23.1%
Lancaster City School District	173	30	17.3%	140	21	15.0%
Lithopolis (Corp.)	2	0	0.0%	4	0	0.0%
London City School District	67	6	9.0%	39	9	23.1%
Marysville Exempted Village City School District	77	6	7.8%	108	6	5.6%
Minerva Park (Corp.)	3	1	33.3%	4	0	0.0%
Miami Trace Local School District	36	7	19.4%	24	0	0.0%
New Albany (Corp.)	86	1	1.2%	48	1	2.1%
New Albany Plain Local School District	118	3	2.5%	80	2	2.5%
Newark City School District	220	28	12.7%	163	28	17.2%
Northridge Local School District	21	4	19.0%	26	2	7.7%
Obetz (Corp.)	11	1	9.1%	8	4	50.0%
Olentangy Local School District	343	11	3.2%	314	12	3.8%
Pataskala (Corp.)	52	6	11.5%	64	7	10.9%
Pickerington (Corp.)	75	6	8.0%	82	10	12.2%
Pickerington Local School District	147	13	8.8%	172	16	9.3%
Powell (Corp.)	51	3	5.9%	41	1	2.4%
Reynoldsburg City School District	103	17	16.5%	140	30	21.4%
South-Western City School District (Grove City)	341	55	16.1%	447	84	18.8%
Sunbury (Corp.)	11	1	9.1%	23	0	0.0%
Upper Arlington City School District	85	2	2.4%	137	3	2.2%
Valleyview (Corp.)	2	0	0.0%	2	1	50.0%
Washington Court House City School District	66	5	7.6%	21	5	23.8%
Jefferson Local School District (West Jefferson)	23	3	13.0%	23	2	8.7%
Westerville City School District	173	18	10.4%	297	24	8.1%
Westerville (Corp.)	57	5	8.8%	119	5	4.2%
Whitehall (Corp.)	33	5	15.2%	43	17	39.5%
Worthington City School District	108	8	7.4%	197	22	11.2%
Worthington (Corp.)	19	0	0.0%	43	0	0.0%

# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



## Median Sales Price by Area

	Lender-Mediated			Traditional		
	Q4-2014	Q4-2015	+ / -	Q4-2014	Q4-2015	+ / -
<b>ENTIRE MLS</b>	<b>\$72,135</b>	<b>\$68,505</b>	<b>- 5.0%</b>	<b>\$163,000</b>	<b>\$168,000</b>	<b>+ 3.1%</b>
<b>COUNTIES</b>						
Champaign County	\$62,500	\$46,900	- 25.0%	\$123,000	\$119,600	- 2.8%
Clark County	\$26,500	\$0	- 100.0%	\$111,000	\$118,400	+ 6.7%
Delaware County	\$156,547	\$205,000	+ 31.0%	\$256,750	\$267,000	+ 4.0%
Fairfield County	\$105,000	\$85,050	- 19.0%	\$153,000	\$167,000	+ 9.2%
Fayette County	\$41,475	\$25,000	- 39.7%	\$95,000	\$114,900	+ 20.9%
Franklin County	\$65,003	\$64,125	- 1.4%	\$159,000	\$162,900	+ 2.5%
Hocking County	\$52,500	\$72,000	+ 37.1%	\$112,500	\$118,500	+ 5.3%
Knox County	\$69,102	\$74,500	+ 7.8%	\$132,000	\$140,350	+ 6.3%
Licking County	\$102,130	\$72,500	- 29.0%	\$156,000	\$159,900	+ 2.5%
Logan County	\$30,500	\$124,950	+ 309.7%	\$169,950	\$129,750	- 23.7%
Madison County	\$75,500	\$75,000	- 0.7%	\$140,000	\$132,250	- 5.5%
Marion County	\$30,082	\$25,511	- 15.2%	\$114,900	\$127,750	+ 11.2%
Morrow County	\$68,751	\$80,000	+ 16.4%	\$123,000	\$134,950	+ 9.7%
Muskingum County	\$75,001	\$38,000	- 49.3%	\$119,500	\$145,000	+ 21.3%
Perry County	\$45,732	\$74,000	+ 61.8%	\$143,000	\$103,900	- 27.3%
Pickaway County	\$100,900	\$89,500	- 11.3%	\$147,750	\$145,000	- 1.9%
Ross County	\$32,302	\$59,900	+ 85.4%	\$97,250	\$160,000	+ 64.5%
Union County	\$107,361	\$113,000	+ 5.3%	\$179,500	\$198,750	+ 10.7%
<b>COMMUNITIES/SCHOOL DISTRICTS</b>						
Beechwold / Clintonville	\$198,500	\$122,000	- 38.5%	\$215,000	\$209,600	- 2.5%
Bexley (Corp.)	\$147,000	\$240,000	+ 63.3%	\$345,000	\$303,000	- 12.2%
Blacklick (43004)	\$100,000	\$121,277	+ 21.3%	\$162,000	\$162,500	+ 0.3%
Big Walnut Local School District	\$166,875	\$113,000	- 32.3%	\$247,500	\$267,400	+ 8.0%
Buckeye Valley Local School District	\$212,500	\$32,299	- 84.8%	\$249,900	\$299,900	+ 20.0%
Canal Winchester City School District	\$105,000	\$121,800	+ 16.0%	\$160,450	\$158,000	- 1.5%
Circleville City School District	\$77,700	\$70,000	- 9.9%	\$132,300	\$119,000	- 10.1%
Columbus (Corp.)	\$60,000	\$59,900	- 0.2%	\$139,000	\$145,000	+ 4.3%
Columbus City School District	\$42,000	\$45,110	+ 7.4%	\$134,000	\$137,500	+ 2.6%
Delaware City School District	\$102,787	\$156,000	+ 51.8%	\$155,450	\$167,000	+ 7.4%
Downtown Columbus (43215)	\$247,000	\$184,900	- 25.1%	\$226,500	\$250,000	+ 10.4%
Dublin City School District	\$209,690	\$163,700	- 21.9%	\$254,750	\$274,500	+ 7.8%
Dublin (Corp.)	\$266,750	\$270,000	+ 1.2%	\$323,700	\$346,250	+ 7.0%
Gahanna Jefferson City School District	\$124,269	\$106,000	- 14.7%	\$187,000	\$200,500	+ 7.2%
Gahanna (Corp.)	\$123,537	\$92,000	- 25.5%	\$171,000	\$189,900	+ 11.1%
German Village (43206 and German Village subdivision)	\$0	\$0	--	\$317,500	\$419,900	+ 32.3%
Grandview Heights (Corp.)	\$0	\$0	--	\$304,000	\$290,000	- 4.6%
Granville Exempted Village School District	\$195,000	\$0	- 100.0%	\$270,586	\$257,250	- 4.9%
Groveport Madison Local School District	\$67,500	\$60,100	- 11.0%	\$108,000	\$112,000	+ 3.7%

Communities/School Districts continued on page 8

# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



## Median Sales Price by Area

COMMUNITIES/SCHOOL DISTRICTS <small>Cont. from page 7</small>	Lender-Mediated			Traditional		
	Q4-2014	Q4-2015	+ / -	Q4-2014	Q4-2015	+ / -
Grove City (Corp.)	\$127,500	\$134,500	+ 5.5%	\$181,000	\$166,450	- 8.0%
Hamilton Local School District	\$70,000	\$85,000	+ 21.4%	\$111,500	\$113,000	+ 1.3%
Hilliard City School District	\$109,000	\$123,050	+ 12.9%	\$187,000	\$189,950	+ 1.6%
Hilliard (Corp.)	\$100,619	\$114,500	+ 13.8%	\$239,900	\$221,900	- 7.5%
Johnstown-Monroe Local School District	\$169,550	\$212,675	+ 25.4%	\$171,000	\$165,551	- 3.2%
Jonathan Alder Local School District (Plain City)	\$105,222	\$188,000	+ 78.7%	\$182,500	\$279,950	+ 53.4%
Lancaster City School District	\$64,000	\$50,000	- 21.9%	\$102,000	\$124,900	+ 22.5%
Lithopolis (Corp.)	\$89,251	\$0	- 100.0%	\$192,790	\$221,700	+ 15.0%
London City School District	\$56,900	\$108,000	+ 89.8%	\$137,259	\$135,250	- 1.5%
Marysville Exempted Village City School District	\$120,750	\$116,505	- 3.5%	\$169,900	\$188,750	+ 11.1%
Minerva Park (Corp.)	\$0	\$0	--	\$168,950	\$143,500	- 15.1%
Miami Trace Local School District	\$55,500	\$0	- 100.0%	\$104,250	\$124,750	+ 19.7%
New Albany (Corp.)	\$280,000	\$320,000	+ 14.3%	\$489,900	\$446,000	- 9.0%
New Albany Plain Local School District	\$235,500	\$305,750	+ 29.8%	\$329,000	\$351,000	+ 6.7%
Newark City School District	\$45,500	\$46,251	+ 1.7%	\$110,000	\$116,000	+ 5.5%
Northridge Local School District	\$102,500	\$86,500	- 15.6%	\$183,625	\$246,450	+ 34.2%
Obetz (Corp.)	\$101,950	\$93,025	- 8.8%	\$119,150	\$108,500	- 8.9%
Olentangy Local School District	\$285,000	\$266,501	- 6.5%	\$289,800	\$302,000	+ 4.2%
Pataskala (Corp.)	\$120,000	\$86,000	- 28.3%	\$162,000	\$166,400	+ 2.7%
Pickerington (Corp.)	\$139,000	\$179,500	+ 29.1%	\$173,095	\$188,000	+ 8.6%
Pickerington Local School District	\$120,100	\$158,000	+ 31.6%	\$175,000	\$188,000	+ 7.4%
Powell (Corp.)	\$239,450	\$231,000	- 3.5%	\$320,350	\$355,000	+ 10.8%
Reynoldsburg City School District	\$82,875	\$107,251	+ 29.4%	\$133,500	\$143,950	+ 7.8%
South-Western City School District (Grove City)	\$77,000	\$75,500	- 1.9%	\$135,000	\$138,000	+ 2.2%
Sunbury (Corp.)	\$155,000	\$0	- 100.0%	\$212,000	\$185,000	- 12.7%
Upper Arlington City School District	\$251,400	\$137,500	- 45.3%	\$338,500	\$358,950	+ 6.0%
Valleyview (Corp.)	\$0	\$45,000	--	\$0	\$63,500	--
Washington Court House City School District	\$40,950	\$25,000	- 38.9%	\$68,000	\$82,450	+ 21.3%
Jefferson Local School District (West Jefferson)	\$75,700	\$58,750	- 22.4%	\$115,000	\$127,000	+ 10.4%
Westerville City School District	\$106,501	\$109,050	+ 2.4%	\$181,000	\$179,900	- 0.6%
Westerville (Corp.)	\$122,925	\$188,000	+ 52.9%	\$212,500	\$212,200	- 0.1%
Whitehall (Corp.)	\$42,750	\$45,555	+ 6.6%	\$75,000	\$79,750	+ 6.3%
Worthington City School District	\$127,000	\$133,000	+ 4.7%	\$197,700	\$205,000	+ 3.7%
Worthington (Corp.)	\$0	\$0	--	\$244,950	\$245,000	+ 0.0%