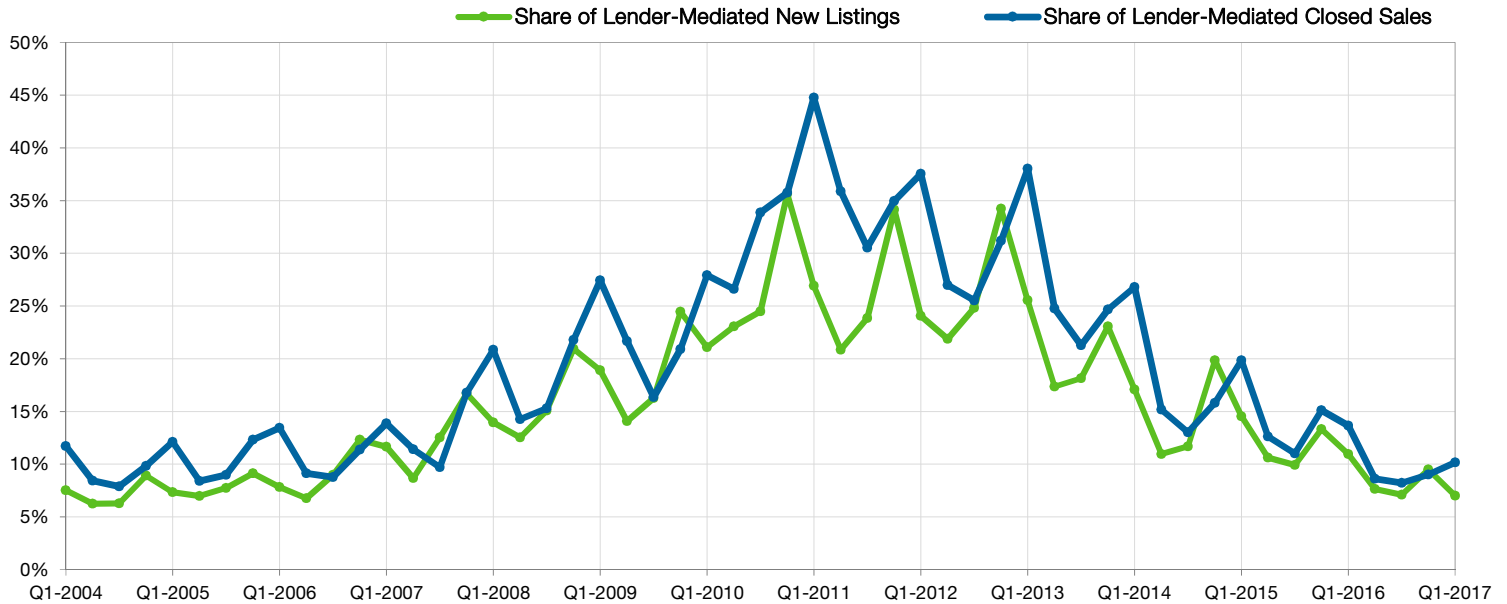


# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

## Share of Total Activity That is Lender-Mediated



## Q1-2017



New Listings in the Columbus region decreased 3.2 percent to 8,091.

- Traditional New Listings increased 1.1 percent to 7,524.
- Lender-mediated New Listings decreased 38.0 percent to 567.
- The share of all New Listings that were lender-mediated fell to 7.0 percent.

Closed Sales were up 3.7 percent to 5,887.

- Traditional Closed Sales were up 7.9 percent to 5,288.
- Lender-mediated Closed Sales were down 22.7 percent to 599.
- The share of all Closed Sales that were lender-mediated fell to 10.2 percent.

The Median Sales Price rose 4.6 percent to \$165,000.

- The traditional Median Sales Price rose 2.9 percent to \$175,000.
- The lender-mediated Median Sales Price rose 9.6 percent to \$72,090.

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 any time.

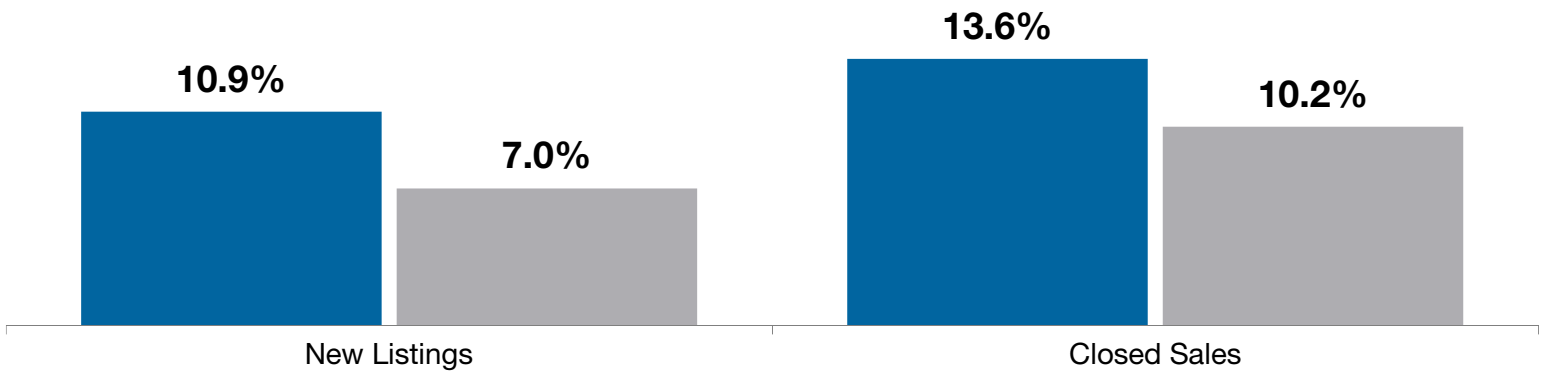
A property is considered to be "traditional" when the "Additional Acceptance Conditions" field is not marked or None Known is selected; or, if any of the following terms are included in any of the remarks fields: not a foreclosure, not a foreclosure, no foreclosure, no foreclosure, not foreclosure, not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



## New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q1-2016	Q1-2017	+ / -	Q1-2016	Q1-2017	+ / -	Q1-2016	Q1-2017	+ / -	Q1-2016	Q1-2017
New Listings	915	567	- 38.0%	7,445	7,524	+ 1.1%	8,360	8,091	- 3.2%	10.9%	7.0%
Closed Sales	775	599	- 22.7%	4,903	5,288	+ 7.9%	5,678	5,887	+ 3.7%	13.6%	10.2%

### Share of Activity that was Lender-Mediated



## Closed Sales by Price Range

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q1-2016	Q1-2017	+ / -	Q1-2016	Q1-2017	+ / -	Q1-2016	Q1-2017	+ / -	Q1-2016	Q1-2017
\$80,000 and Below	470	338	- 28.1%	563	601	+ 6.7%	1,033	939	- 9.1%	45.5%	36.0%
\$80,001 to \$120,000	128	102	- 20.3%	733	725	- 1.1%	861	827	- 3.9%	14.9%	12.3%
\$120,001 to \$160,000	85	73	- 14.1%	959	1,009	+ 5.2%	1,044	1,082	+ 3.6%	8.1%	6.7%
\$160,001 to \$250,000	61	57	- 6.6%	1,445	1,554	+ 7.5%	1,506	1,611	+ 7.0%	4.1%	3.5%
\$250,001 and Above	31	29	- 6.5%	1,203	1,399	+ 16.3%	1,234	1,428	+ 15.7%	2.5%	2.0%
<b>All Price Ranges*</b>	<b>775</b>	<b>599</b>	<b>- 22.7%</b>	<b>4,903</b>	<b>5,288</b>	<b>+ 7.9%</b>	<b>5,678</b>	<b>5,887</b>	<b>+ 3.7%</b>	<b>13.6%</b>	<b>10.2%</b>

## Lender-Mediated Sales by Property Type

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q1-2016	Q1-2017	+ / -	Q1-2016	Q1-2017	+ / -	Q1-2016	Q1-2017	+ / -	Q1-2016	Q1-2017
Single-Family	697	564	- 19.1%	4,137	4,422	+ 6.9%	4,834	4,986	+ 3.1%	14.4%	11.3%
Condo	78	35	- 55.1%	766	866	+ 13.1%	844	901	+ 6.8%	9.2%	3.9%
<b>All Properties*</b>	<b>775</b>	<b>599</b>	<b>- 22.7%</b>	<b>4,903</b>	<b>5,288</b>	<b>+ 7.9%</b>	<b>5,678</b>	<b>5,887</b>	<b>+ 3.7%</b>	<b>13.6%</b>	<b>+ 10.2%</b>

# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

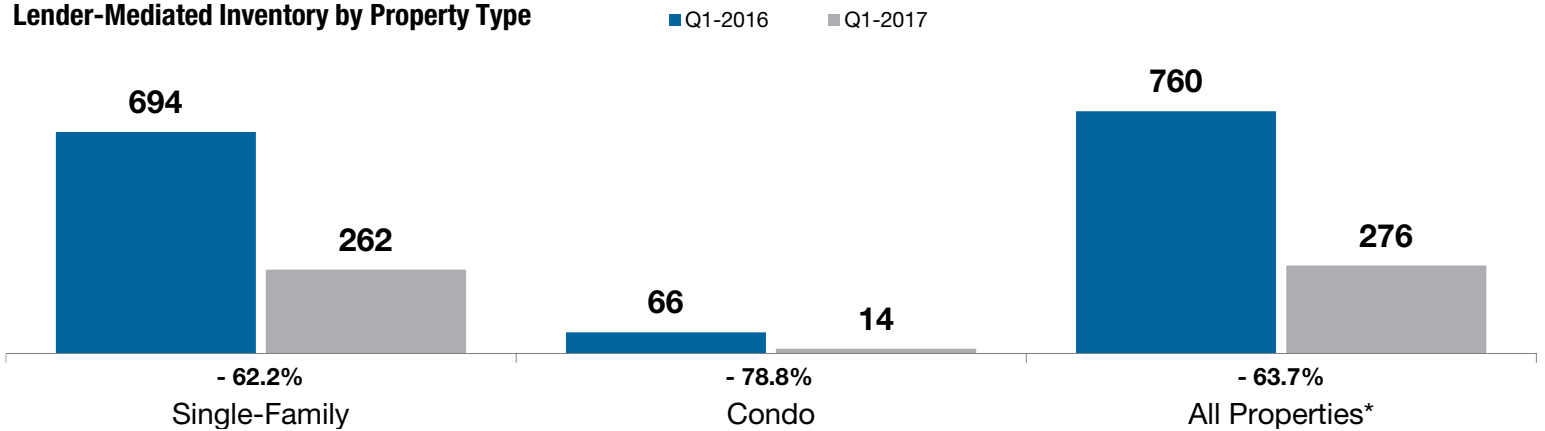
Prior year inventory in this report includes listings that were in contract last year but subsequently did not close.



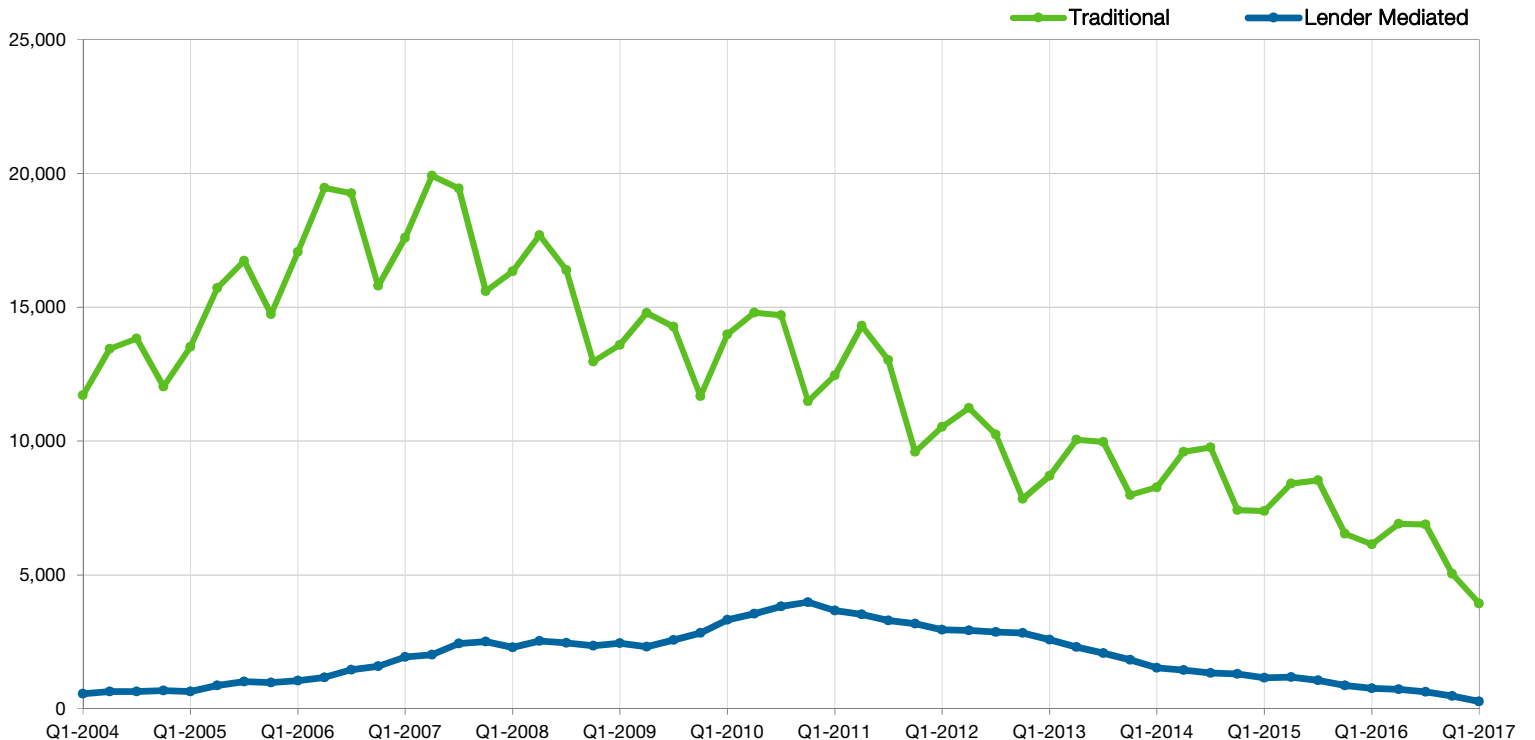
## Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q1-2016	Q1-2017	+ / -	Q1-2016	Q1-2017	+ / -	Q1-2016	Q1-2017	+ / -	Q1-2016	Q1-2017
Single-Family	694	262	- 62.2%	5,377	3,418	- 36.4%	6,071	3,680	- 39.4%	11.4%	7.1%
Condo	66	14	- 78.8%	766	507	- 33.8%	832	521	- 37.4%	7.9%	2.7%
<b>All Properties*</b>	<b>760</b>	<b>276</b>	<b>- 63.7%</b>	<b>6,143</b>	<b>3,925</b>	<b>- 36.1%</b>	<b>6,903</b>	<b>4,201</b>	<b>- 39.1%</b>	<b>11.0%</b>	<b>6.6%</b>

### Lender-Mediated Inventory by Property Type



## Historical Inventory in the Columbus Region



\* 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). Report © 2017 ShowingTime. | 3

# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

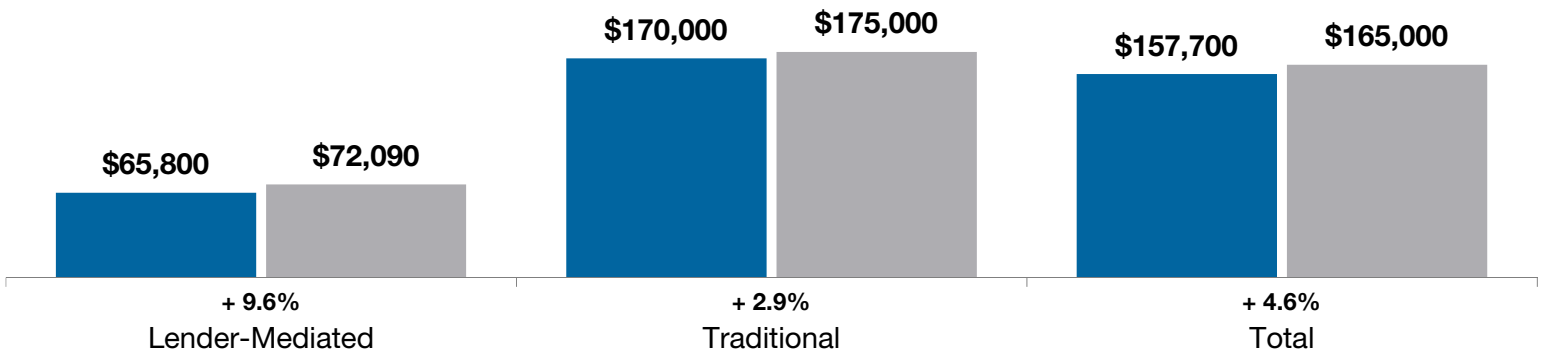


## Median Sales Price

	Lender-Mediated			Traditional			Total		
	Q1-2016	Q1-2017	+ / -	Q1-2016	Q1-2017	+ / -	Q1-2016	Q1-2017	+ / -
Single-Family	\$66,793	\$72,550	+ 8.6%	\$176,590	\$182,500	+ 3.3%	\$163,000	\$171,950	+ 5.5%
Condo	\$63,000	\$70,000	+ 11.1%	\$137,950	\$144,500	+ 4.7%	\$129,950	\$141,900	+ 9.2%
<b>All Properties*</b>	<b>\$65,800</b>	<b>\$72,090</b>	<b>+ 9.6%</b>	<b>\$170,000</b>	<b>\$175,000</b>	<b>+ 2.9%</b>	<b>\$157,700</b>	<b>\$165,000</b>	<b>+ 4.6%</b>

### Change in Median Sales Price for All Properties

■ Q1-2016 ■ Q1-2017

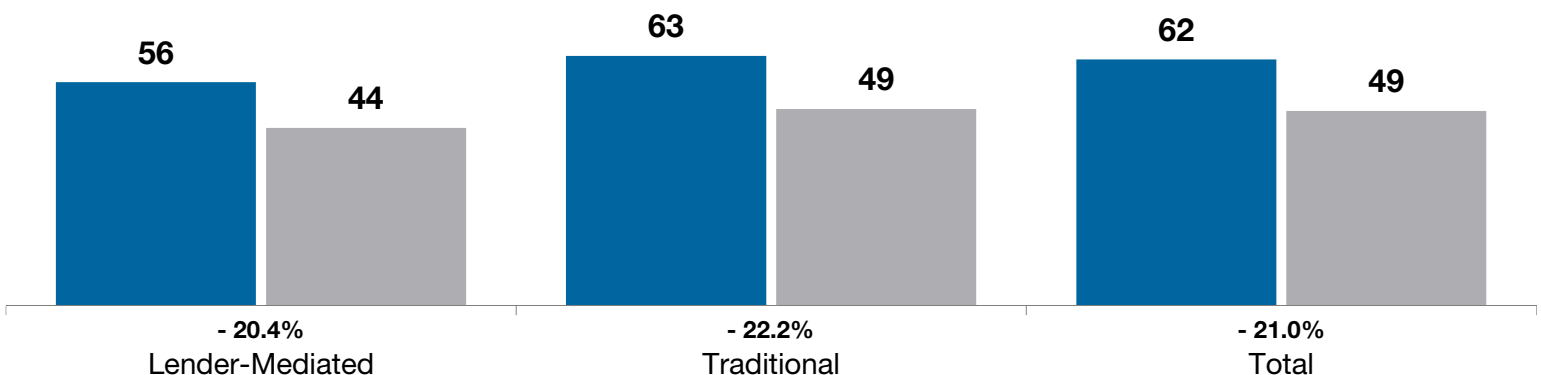


## Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Q1-2016	Q1-2017	+ / -	Q1-2016	Q1-2017	+ / -	Q1-2016	Q1-2017	+ / -
Single-Family	57	45	- 21.3%	63	51	- 19.0%	62	50	- 19.4%
Condo	49	42	- 13.8%	57	40	- 29.8%	57	40	- 29.8%
<b>All Properties*</b>	<b>56</b>	<b>44</b>	<b>- 20.4%</b>	<b>63</b>	<b>49</b>	<b>- 22.2%</b>	<b>62</b>	<b>49</b>	<b>- 21.0%</b>

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

■ Q1-2016 ■ Q1-2017



# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



## Inventory and Closed Sales by Area

	Inventory for Q1-2017			Closed Sales for Q1-2017		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
<b>ENTIRE MLS</b>	<b>4,201</b>	<b>276</b>	<b>6.6%</b>	<b>5,887</b>	<b>599</b>	<b>10.2%</b>
<b>COUNTIES</b>						
Champaign County	44	5	11.4%	39	7	17.9%
Clark County	47	4	8.5%	35	5	14.3%
Delaware County	501	8	1.6%	594	21	3.5%
Fairfield County	278	23	8.3%	397	50	12.6%
Fayette County	48	7	14.6%	60	4	6.7%
Franklin County	1,884	134	7.1%	3,566	378	10.6%
Hocking County	71	5	7.0%	35	2	5.7%
Knox County	96	3	3.1%	92	11	12.0%
Licking County	416	25	6.0%	453	48	10.6%
Logan County	60	0	0.0%	24	0	0.0%
Madison County	82	8	9.8%	84	14	16.7%
Marion County	48	5	10.4%	44	4	9.1%
Morrow County	68	2	2.9%	41	3	7.3%
Muskingum County	63	0	0.0%	34	8	23.5%
Perry County	54	3	5.6%	34	5	14.7%
Pickaway County	116	14	12.1%	123	23	18.7%
Ross County	53	3	5.7%	31	4	12.9%
Union County	134	3	2.2%	158	7	4.4%

### COMMUNITIES / SCHOOL DISTRICTS

Beechwold / Clintonville	42	0	0.0%	118	8	6.8%
Bexley (Corp.)	28	0	0.0%	46	0	0.0%
Blacklick (43004)	67	3	4.5%	120	6	5.0%
Big Walnut Local School District	40	0	0.0%	40	2	5.0%
Buckeye Valley Local School District	40	2	5.0%	32	0	0.0%
Canal Winchester City School District	34	3	8.8%	56	2	3.6%
Circleville City School District	52	4	7.7%	35	7	20.0%
Columbus (Corp.)	1,055	88	8.3%	2,340	282	12.1%
Columbus City School District	815	70	8.6%	1,444	200	13.9%
Delaware City School District	41	3	7.3%	107	6	5.6%
Downtown Columbus (43215)	67	0	0.0%	52	1	1.9%
Dublin City School District	214	2	0.9%	235	11	4.7%
Dublin (Corp.)	156	1	0.6%	143	4	2.8%
Gahanna Jefferson City School District	90	2	2.2%	142	9	6.3%
Gahanna (Corp.)	43	2	4.7%	82	5	6.1%
German Village (43206 and German Village subdivision)	27	1	3.7%	30	1	3.3%
Grandview Heights (Corp.)	20	0	0.0%	24	0	0.0%
Granville Exempted Village School District	64	0	0.0%	43	1	2.3%
Groveport Madison Local School District	49	9	18.4%	132	25	18.9%

Communities/School Districts continued on page 6

# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



## Inventory and Closed Sales by Area

COMMUNITIES/SCHOOL DISTRICTS <small>Cont. from page 5</small>	Inventory for Q1-2017			Closed Sales for Q1-2017		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
Grove City (Corp.)	93	4	4.3%	140	8	5.7%
Hamilton Local School District	15	0	0.0%	25	2	8.0%
Hilliard City School District	117	3	2.6%	268	14	5.2%
Hilliard (Corp.)	39	2	5.1%	79	3	3.8%
Johnstown-Monroe Local School District	22	2	9.1%	24	1	4.2%
Jonathan Alder Local School District (Plain City)	16	0	0.0%	24	3	12.5%
Lancaster City School District	90	10	11.1%	124	20	16.1%
Lithopolis (Corp.)	4	0	0.0%	2	0	0.0%
London City School District	41	8	19.5%	32	8	25.0%
Marysville Exempted Village City School District	46	1	2.2%	98	6	6.1%
Minerva Park (Corp.)	2	0	0.0%	8	1	12.5%
Miami Trace Local School District	31	4	12.9%	26	4	15.4%
New Albany (Corp.)	93	1	1.1%	48	3	6.3%
New Albany Plain Local School District	108	2	1.9%	87	4	4.6%
Newark City School District	109	12	11.0%	130	18	13.8%
Northridge Local School District	21	0	0.0%	25	3	12.0%
Obetz (Corp.)	2	1	50.0%	10	1	10.0%
Olentangy Local School District	291	3	1.0%	314	11	3.5%
Pataskala (Corp.)	35	2	5.7%	52	3	5.8%
Pickerington (Corp.)	32	2	6.3%	71	4	5.6%
Pickerington Local School District	76	3	3.9%	164	10	6.1%
Powell (Corp.)	48	0	0.0%	45	2	4.4%
Reynoldsburg City School District	54	7	13.0%	126	17	13.5%
South-Western City School District (Grove City)	199	20	10.1%	417	55	13.2%
Sunbury (Corp.)	2	0	0.0%	6	0	0.0%
Teays Valley Local School District	34	4	11.8%	56	10	17.9%
Upper Arlington City School District	75	3	4.0%	116	2	1.7%
Valleyview (Corp.)	2	0	0.0%	0	0	--
Washington Court House City School District	22	5	22.7%	35	1	2.9%
Jefferson Local School District (West Jefferson)	19	0	0.0%	15	1	6.7%
Westerville City School District	109	3	2.8%	297	12	4.0%
Westerville (Corp.)	38	1	2.6%	102	1	1.0%
Whitehall (Corp.)	25	6	24.0%	49	15	30.6%
Worthington City School District	73	2	2.7%	170	9	5.3%
Worthington (Corp.)	25	0	0.0%	47	1	2.1%

\* "Total" represents all traditional and lender-mediated activity. \*\* "Share" represents the market share of lender-mediated sales for each area.  
All data from Columbus REALTORS® Multiple Listing Service (MLS). Report © 2017 ShowingTime. | 6

# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



## Median Sales Price by Area

	Lender-Mediated			Traditional		
	Q1-2016	Q1-2017	+ / -	Q1-2016	Q1-2017	+ / -
<b>ENTIRE MLS</b>	<b>\$65,800</b>	<b>\$72,090</b>	<b>+ 9.6%</b>	<b>\$170,000</b>	<b>\$175,000</b>	<b>+ 2.9%</b>
<b>COUNTIES</b>						
Champaign County	\$127,150	\$66,000	- 48.1%	\$135,000	\$135,000	0.0%
Clark County	\$19,000	\$35,000	+ 84.2%	\$152,450	\$102,500	- 32.8%
Delaware County	\$222,950	\$204,000	- 8.5%	\$260,000	\$295,000	+ 13.5%
Fairfield County	\$82,500	\$105,154	+ 27.5%	\$167,500	\$170,000	+ 1.5%
Fayette County	\$40,750	\$71,450	+ 75.3%	\$89,000	\$99,000	+ 11.2%
Franklin County	\$65,000	\$69,700	+ 7.2%	\$163,500	\$167,000	+ 2.1%
Hocking County	\$61,000	\$119,500	+ 95.9%	\$140,000	\$120,000	- 14.3%
Knox County	\$55,380	\$55,684	+ 0.5%	\$155,750	\$162,750	+ 4.5%
Licking County	\$64,649	\$62,000	- 4.1%	\$165,250	\$173,250	+ 4.8%
Logan County	\$94,000	\$0	- 100.0%	\$104,000	\$122,500	+ 17.8%
Madison County	\$52,000	\$84,930	+ 63.3%	\$146,500	\$159,500	+ 8.9%
Marion County	\$21,200	\$37,690	+ 77.8%	\$140,800	\$117,250	- 16.7%
Morrow County	\$35,000	\$41,000	+ 17.1%	\$159,900	\$146,450	- 8.4%
Muskingum County	\$45,511	\$32,717	- 28.1%	\$131,750	\$141,450	+ 7.4%
Perry County	\$61,879	\$64,100	+ 3.6%	\$127,750	\$135,000	+ 5.7%
Pickaway County	\$73,135	\$89,500	+ 22.4%	\$151,500	\$155,000	+ 2.3%
Ross County	\$34,000	\$29,504	- 13.2%	\$137,000	\$143,000	+ 4.4%
Union County	\$115,700	\$140,000	+ 21.0%	\$214,500	\$224,900	+ 4.8%
<b>COMMUNITIES / SCHOOL DISTRICTS</b>						
Beechwold / Clintonville	\$144,675	\$152,250	+ 5.2%	\$229,250	\$235,250	+ 2.6%
Bexley (Corp.)	\$468,000	\$0	- 100.0%	\$332,450	\$325,000	- 2.2%
Blacklick (43004)	\$127,639	\$148,150	+ 16.1%	\$161,900	\$181,000	+ 11.8%
Big Walnut Local School District	\$153,914	\$227,850	+ 48.0%	\$262,000	\$291,900	+ 11.4%
Buckeye Valley Local School District	\$319,000	\$0	- 100.0%	\$297,500	\$280,000	- 5.9%
Canal Winchester City School District	\$108,000	\$163,050	+ 51.0%	\$171,950	\$185,000	+ 7.6%
Circleville City School District	\$27,500	\$37,000	+ 34.5%	\$128,000	\$139,250	+ 8.8%
Columbus (Corp.)	\$60,000	\$64,500	+ 7.5%	\$146,725	\$150,000	+ 2.2%
Columbus City School District	\$40,249	\$43,125	+ 7.1%	\$137,000	\$140,000	+ 2.2%
Delaware City School District	\$114,000	\$113,375	- 0.5%	\$169,900	\$180,000	+ 5.9%
Downtown Columbus (43215)	\$174,049	\$165,944	- 4.7%	\$220,750	\$265,000	+ 20.0%
Dublin City School District	\$150,000	\$185,000	+ 23.3%	\$282,000	\$280,450	- 0.5%
Dublin (Corp.)	\$324,000	\$354,212	+ 9.3%	\$365,000	\$350,500	- 4.0%
Gahanna Jefferson City School District	\$158,000	\$159,502	+ 1.0%	\$195,000	\$233,000	+ 19.5%
Gahanna (Corp.)	\$148,050	\$138,888	- 6.2%	\$191,500	\$200,100	+ 4.5%
German Village (43206 and German Village subdivision)	\$0	\$483,000	--	\$322,000	\$374,000	+ 16.1%
Grandview Heights (Corp.)	\$0	\$0	--	\$299,000	\$287,500	- 3.8%
Granville Exempted Village School District	\$0	\$280,000	--	\$283,000	\$330,000	+ 16.6%
Groveport Madison Local School District	\$67,500	\$84,900	+ 25.8%	\$117,400	\$134,900	+ 14.9%

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		
	Q1-2016	Q1-2017	+ / -	Q1-2016	Q1-2017	+ / -
Grove City (Corp.)	\$128,258	\$110,550	- 13.8%	\$180,000	\$176,450	- 2.0%
Hamilton Local School District	\$78,757	\$72,550	- 7.9%	\$114,500	\$128,900	+ 12.6%
Hilliard City School District	\$148,000	\$139,600	- 5.7%	\$196,000	\$200,000	+ 2.0%
Hilliard (Corp.)	\$215,000	\$115,000	- 46.5%	\$232,724	\$229,950	- 1.2%
Johnstown-Monroe Local School District	\$114,000	\$156,413	+ 37.2%	\$185,000	\$204,000	+ 10.3%
Jonathan Alder Local School District (Plain City)	\$309,000	\$150,000	- 51.5%	\$225,000	\$245,000	+ 8.9%
Lancaster City School District	\$47,825	\$67,500	+ 41.1%	\$118,944	\$128,250	+ 7.8%
Lithopolis (Corp.)	\$0	\$0	--	\$0	\$235,000	--
London City School District	\$36,000	\$103,930	+ 188.7%	\$146,500	\$159,500	+ 8.9%
Marysville Exempted Village City School District	\$105,350	\$113,600	+ 7.8%	\$180,000	\$199,450	+ 10.8%
Minerva Park (Corp.)	\$133,400	\$89,010	- 33.3%	\$152,500	\$204,900	+ 34.4%
Miami Trace Local School District	\$50,750	\$45,380	- 10.6%	\$89,000	\$122,650	+ 37.8%
New Albany (Corp.)	\$0	\$195,000	--	\$490,250	\$535,000	+ 9.1%
New Albany Plain Local School District	\$0	\$261,500	--	\$334,950	\$368,500	+ 10.0%
Newark City School District	\$30,589	\$52,513	+ 71.7%	\$110,950	\$108,000	- 2.7%
Northridge Local School District	\$80,000	\$115,000	+ 43.8%	\$199,900	\$196,550	- 1.7%
Obetz (Corp.)	\$78,963	\$80,100	+ 1.4%	\$119,950	\$135,000	+ 12.5%
Olentangy Local School District	\$267,500	\$260,000	- 2.8%	\$286,500	\$315,428	+ 10.1%
Pataskala (Corp.)	\$116,800	\$135,000	+ 15.6%	\$178,000	\$180,000	+ 1.1%
Pickerington (Corp.)	\$151,578	\$191,661	+ 26.4%	\$204,000	\$210,000	+ 2.9%
Pickerington Local School District	\$147,918	\$199,000	+ 34.5%	\$199,500	\$211,950	+ 6.2%
Powell (Corp.)	\$280,730	\$305,500	+ 8.8%	\$332,500	\$365,000	+ 9.8%
Reynoldsburg City School District	\$101,000	\$85,225	- 15.6%	\$150,250	\$159,900	+ 6.4%
South-Western City School District (Grove City)	\$76,500	\$84,972	+ 11.1%	\$141,200	\$142,900	+ 1.2%
Sunbury (Corp.)	\$130,100	\$0	- 100.0%	\$205,000	\$182,450	- 11.0%
Teays Valley Local School District	\$105,000	\$148,450	+ 41.4%	\$162,500	\$157,000	- 3.4%
Upper Arlington City School District	\$215,000	\$400,000	+ 86.0%	\$340,000	\$356,796	+ 4.9%
Valleyview (Corp.)	\$60,840	\$0	- 100.0%	\$0	\$0	--
Washington Court House City School District	\$33,950	\$77,900	+ 129.5%	\$76,950	\$81,800	+ 6.3%
Jefferson Local School District (West Jefferson)	\$79,850	\$36,200	- 54.7%	\$138,500	\$132,750	- 4.2%
Westerville City School District	\$106,691	\$87,005	- 18.5%	\$178,000	\$198,000	+ 11.2%
Westerville (Corp.)	\$150,750	\$165,600	+ 9.9%	\$196,500	\$240,000	+ 22.1%
Whitehall (Corp.)	\$45,750	\$40,000	- 12.6%	\$66,500	\$74,500	+ 12.0%
Worthington City School District	\$132,900	\$108,000	- 18.7%	\$227,700	\$215,000	- 5.6%
Worthington (Corp.)	\$0	\$265,000	--	\$285,000	\$275,500	- 3.3%