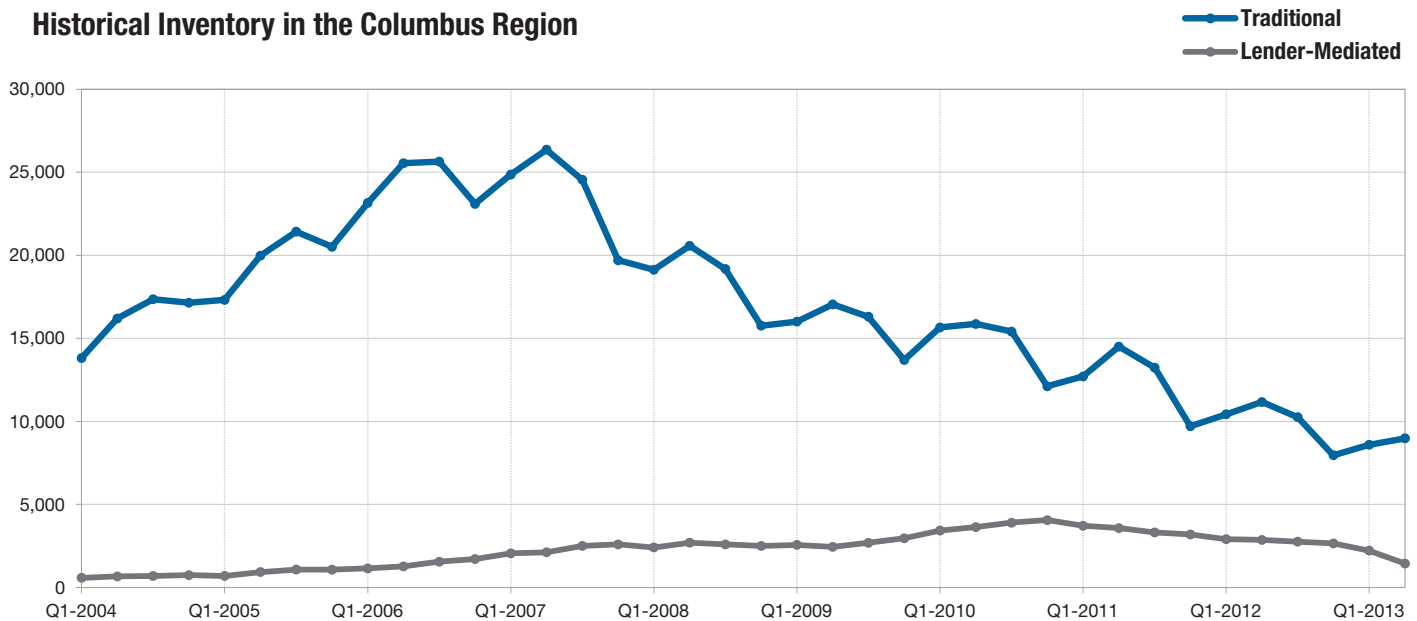


# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

## Historical Inventory in the Columbus Region



## Q2-2013

With 49.7 percent fewer active lender-mediated properties compared to a year ago – and 64.5 percent fewer than peak levels in 2010 – it's no wonder the region has experienced six consecutive quarters of year-over-year median price gains. Lender-mediated new listings were down in the second quarter 12.0 percent from 2012, while traditional seller activity was up 23.3 percent during that time. Lender-mediated sales were up 12.4 percent but traditional sales were up 27.8 percent.

The share of all new listings and closed sales that were lender-mediated fell to 16.4 and 24.3 percent, respectively. Both figures are down notably from last year. That is a positive long term development for the marketplace. Homes are also selling in less time. At just 57 days, lender-mediated homes are selling the fastest. As always, market activity can vary greatly by area, price point and segment.



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>

[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 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, 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,



# Lender-Mediated Properties Report

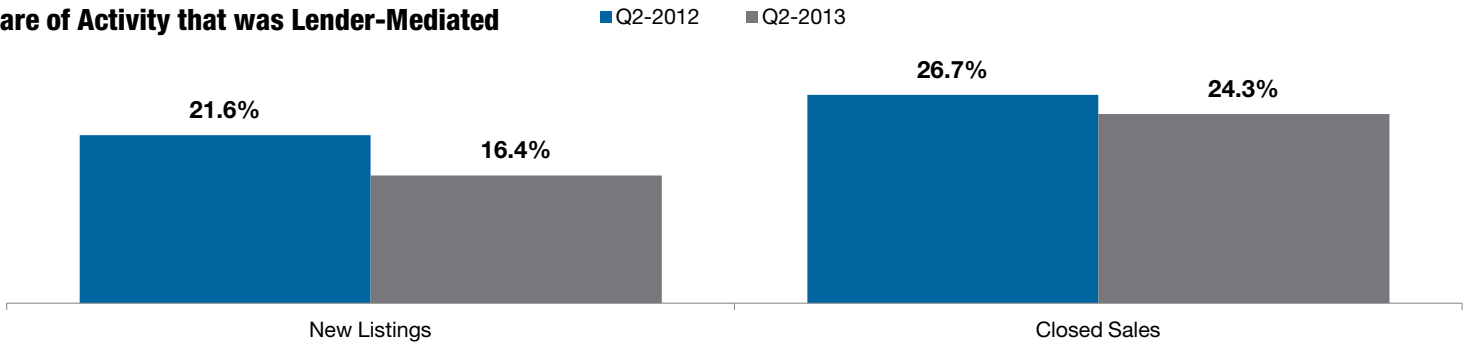
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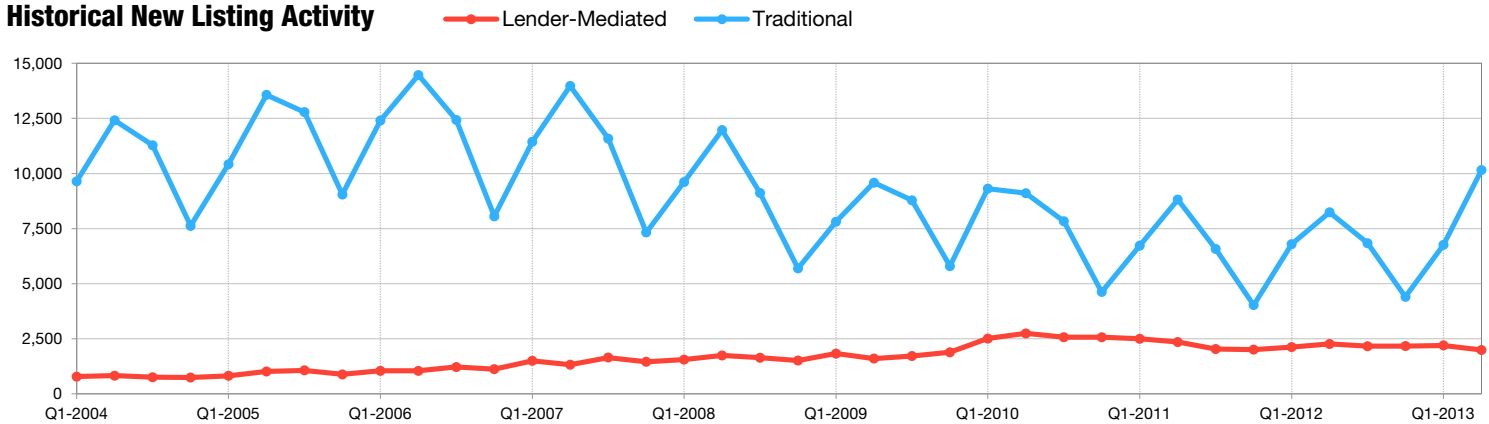
## New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q2-2012	Q2-2013	+ / -	Q2-2012	Q2-2013	+ / -	Q2-2012	Q2-2013	+ / -	Q2-2012	Q2-2013
New Listings	2,267	1,994	- 12.0%	8,240	10,157	+ 23.3%	10,507	12,151	+ 15.6%	21.6%	16.4%
Closed Sales	1,751	1,968	+ 12.4%	4,798	6,134	+ 27.8%	6,549	8,102	+ 23.7%	26.7%	24.3%

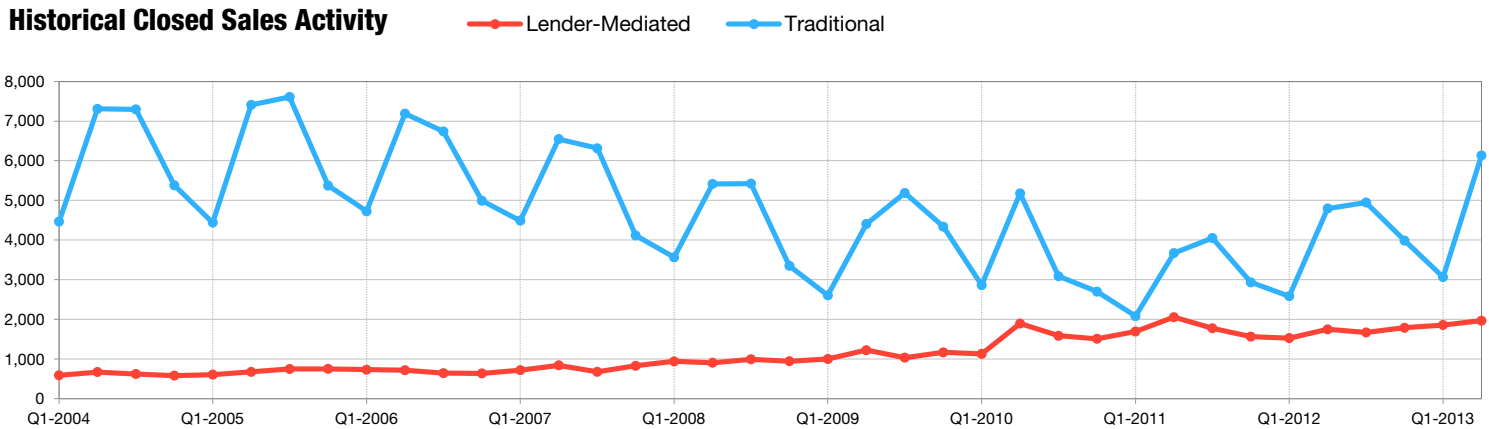
### Share of Activity that was Lender-Mediated



### Historical New Listing Activity



### Historical Closed Sales Activity



# Lender-Mediated Properties Report

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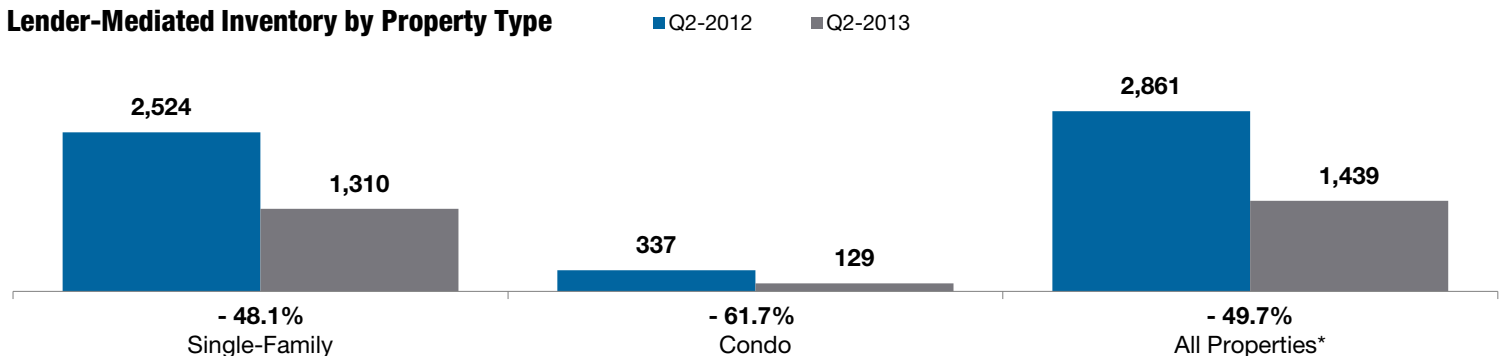
Prior year inventory in this report includes listings that were in contract last year but subsequently did not close.



## Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q2-2012	Q2-2013	+ / -	Q2-2012	Q2-2013	+ / -	Q2-2012	Q2-2013	+ / -	Q2-2012	Q2-2013
Single-Family	2,524	1,310	- 48.1%	9,245	7,608	- 17.7%	11,769	8,918	- 24.2%	21.4%	14.7%
Condo	337	129	- 61.7%	1,920	1,374	- 28.4%	2,257	1,503	- 33.4%	14.9%	8.6%
<b>All Properties*</b>	<b>2,861</b>	<b>1,439</b>	<b>- 49.7%</b>	<b>11,165</b>	<b>8,982</b>	<b>- 19.6%</b>	<b>14,026</b>	<b>10,422</b>	<b>- 25.7%</b>	<b>20.4%</b>	<b>13.8%</b>

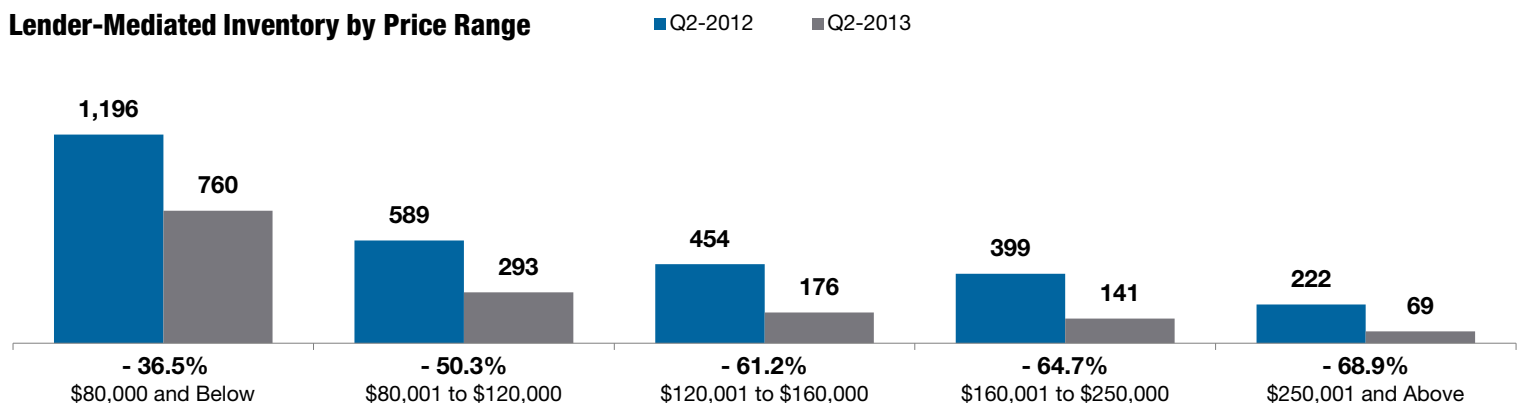
### Lender-Mediated Inventory by Property Type



## Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q2-2012	Q2-2013	+ / -	Q2-2012	Q2-2013	+ / -	Q2-2012	Q2-2013	+ / -	Q2-2012	Q2-2013
\$80,000 and Below	1,196	760	- 36.5%	1,490	1,399	- 6.1%	2,686	2,159	- 19.6%	44.5%	35.2%
\$80,001 to \$120,000	589	293	- 50.3%	1,738	1,519	- 12.6%	2,327	1,812	- 22.1%	25.3%	16.2%
\$120,001 to \$160,000	454	176	- 61.2%	2,149	1,659	- 22.8%	2,603	1,835	- 29.5%	17.4%	9.6%
\$160,001 to \$250,000	399	141	- 64.7%	2,829	1,983	- 29.9%	3,228	2,124	- 34.2%	12.4%	6.6%
\$250,001 and Above	222	69	- 68.9%	2,945	2,416	- 18.0%	3,167	2,485	- 21.5%	7.0%	2.8%
<b>All Price Ranges*</b>	<b>2,861</b>	<b>1,439</b>	<b>- 49.7%</b>	<b>11,165</b>	<b>8,983</b>	<b>- 19.5%</b>	<b>14,026</b>	<b>10,422</b>	<b>- 25.7%</b>	<b>20.4%</b>	<b>13.8%</b>

### Lender-Mediated Inventory by Price Range



# Lender-Mediated Properties Report

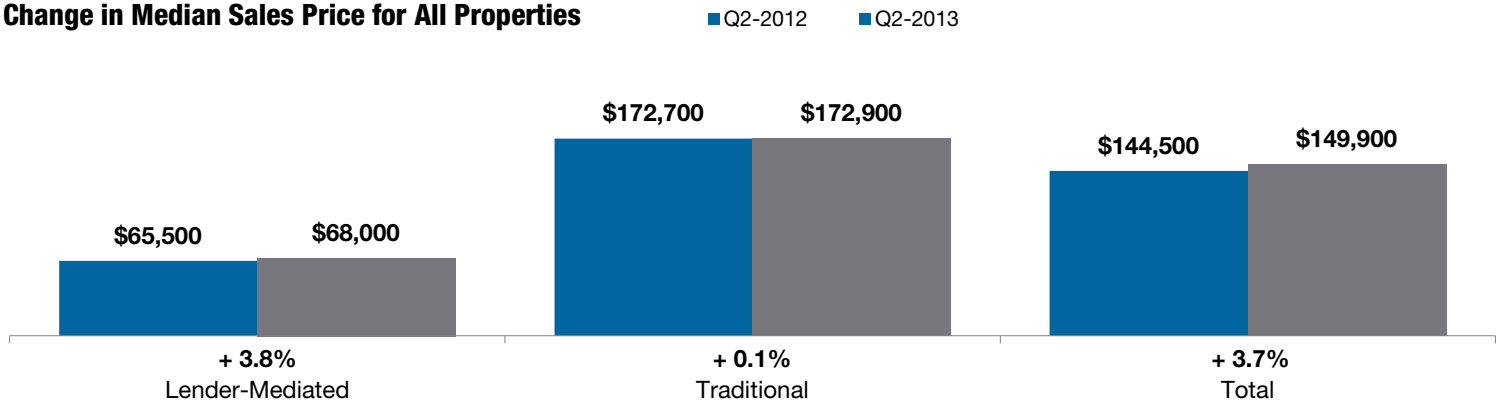
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## Median Sales Price

	Lender-Mediated			Traditional			Total		
	Q2-2012	Q2-2013	+ / -	Q2-2012	Q2-2013	+ / -	Q2-2012	Q2-2013	+ / -
Single-Family	\$65,001	\$68,250	+ 5.0%	\$182,000	\$182,000	0.0%	\$150,000	\$155,175	+ 3.5%
Condo	\$67,950	\$66,000	- 2.9%	\$130,500	\$133,350	+ 2.2%	\$115,000	\$123,000	+ 7.0%
<b>All Properties*</b>	\$65,500	\$68,000	+ 3.8%	\$172,700	\$172,900	+ 0.1%	\$144,500	\$149,900	+ 3.7%

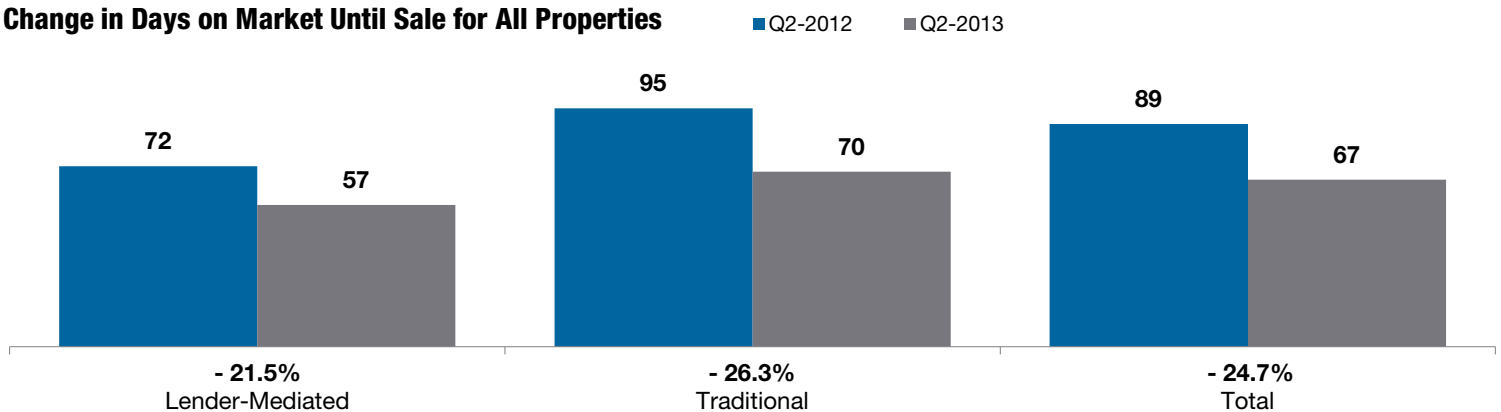
### Change in Median Sales Price for All Properties



## Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Q2-2012	Q2-2013	+ / -	Q2-2012	Q2-2013	+ / -	Q2-2012	Q2-2013	+ / -
Single-Family	63	56	- 10.4%	90	68	- 24.4%	82	65	- 20.7%
Condo	134	60	- 55.2%	125	78	- 37.6%	127	75	- 40.9%
<b>All Properties*</b>	72	57	- 21.5%	95	70	- 26.3%	89	67	- 24.7%

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



\*This is not a total or average of the breakouts but shows activity for the Entire MLS.  
All data from Columbus REALTORS® MLS. Powered by 10K Research and Marketing. | Click for Cover Page | 4

# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



## Inventory and Closed Sales by Area

	Inventory for Q2-2013			Closed Sales for Q2-2013		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
<b>ENTIRE MLS</b>	<b>10,422</b>	<b>1,439</b>	<b>13.8%</b>	<b>8,102</b>	<b>1,968</b>	<b>24.3%</b>

### COUNTIES

Champaign County	101	6	5.9%	29	7	24.1%
Clark County	65	3	4.6%	22	4	18.2%
Delaware County	945	57	6.0%	1,054	115	10.9%
Fairfield County	740	93	12.6%	479	122	25.5%
Fayette County	113	25	22.1%	72	26	36.1%
Franklin County	5,400	955	17.7%	4,974	1,318	26.5%
Hocking County	139	9	6.5%	37	9	24.3%
Knox County	252	15	6.0%	94	23	24.5%
Licking County	1,074	106	9.9%	596	147	24.7%
Logan County	112	6	5.4%	34	7	20.6%
Madison County	200	16	8.0%	90	22	24.4%
Marion County	135	5	3.7%	49	9	18.4%
Morrow County	127	16	12.6%	76	17	22.4%
Muskingum County	101	13	12.9%	23	13	56.5%
Perry County	92	9	9.8%	35	11	31.4%
Pickaway County	254	30	11.8%	144	40	27.8%
Ross County	34	10	29.4%	19	13	68.4%
Union County	316	26	8.2%	210	32	15.2%

### COMMUNITIES/SCHOOL DISTRICTS

Beechwood / Clintonville	141	7	5.0%	222	20	9.0%
Bexley (Corp.)	60	1	1.7%	82	8	9.8%
Blacklick (43004)	205	34	16.6%	127	42	33.1%
Big Walnut Local School District	86	6	7.0%	99	11	11.1%
Buckeye Valley Local School District	94	4	4.3%	64	9	14.1%
Canal Winchester City School District	104	15	14.4%	88	40	45.5%
Circleville City School District	92	11	12.0%	38	12	31.6%
Columbus (Corp.)	3,521	726	20.6%	3,053	959	31.4%
Columbus City School District	2,383	554	23.2%	1,784	635	35.6%
Delaware City School District	170	19	11.2%	169	32	18.9%
Downtown Columbus (43215)	67	1	1.5%	62	6	9.7%
Dublin City School District	406	21	5.2%	390	27	6.9%
Dublin (Corp.)	245	7	2.9%	261	13	5.0%
Gahanna Jefferson City School District	230	27	11.7%	228	32	14.0%
Gahanna (Corp.)	145	19	13.1%	164	20	12.2%
German Village (43206 and German Village subdivision)	55	1	1.8%	44	2	4.5%
Grandview Heights (Corp.)	23	2	8.7%	38	2	5.3%
Granville Exempted Village School District	125	2	1.6%	57	2	3.5%
Groveport Madison Local School District	196	45	23.0%	165	93	56.4%

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

## Inventory and Closed Sales by Area

COMMUNITIES/SCHOOL DISTRICTS <small>Cont. from page 5</small>	Inventory for Q2-2013			Closed Sales for Q2-2013		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
Grove City (Corp.)	202	24	11.9%	176	29	16.5%
Hamilton Local School District	37	5	13.5%	32	18	56.3%
Hilliard City School District	428	35	8.2%	494	64	13.0%
Hilliard (Corp.)	130	11	8.5%	180	25	13.9%
Johnstown-Monroe Local School District	44	6	13.6%	35	10	28.6%
Jonathan Alder Local School District (Plain City)	26	3	11.5%	20	2	10.0%
Lancaster City School District	244	31	12.7%	128	36	28.1%
Lithopolis (Corp.)	14	2	14.3%	4	0	0.0%
London City School District	119	6	5.0%	45	11	24.4%
Marysville Exempted Village City School District	185	21	11.4%	141	24	17.0%
Minerva Park (Corp.)	13	3	23.1%	11	3	27.3%
Miami Trace Local School District	66	12	18.2%	45	17	37.8%
New Albany (Corp.)	88	5	5.7%	67	2	3.0%
New Albany Plain Local School District	139	15	10.8%	118	13	11.0%
Newark City School District	323	34	10.5%	157	44	28.0%
Northridge Local School District	53	9	17.0%	24	6	25.0%
Obetz (Corp.)	22	2	9.1%	15	8	53.3%
Olentangy Local School District	437	24	5.5%	530	47	8.9%
Pataskala (Corp.)	91	10	11.0%	78	24	30.8%
Pickerington (Corp.)	114	15	13.2%	95	27	28.4%
Pickerington Local School District	239	34	14.2%	219	53	24.2%
Powell (Corp.)	51	7	13.7%	78	9	11.5%
Reynoldsburg City School District	183	26	14.2%	163	47	28.8%
South-Western City School District (Grove City)	602	107	17.8%	539	185	34.3%
Sunbury (Corp.)	10	1	10.0%	30	3	10.0%
Upper Arlington City School District	135	6	4.4%	246	10	4.1%
Valleyview (Corp.)	3	1	33.3%	0	0	--
Washington Court House City School District	54	14	25.9%	30	9	30.0%
Jefferson Local School District (West Jefferson)	28	5	17.9%	20	4	20.0%
Westerville City School District	376	56	14.9%	467	102	21.8%
Westerville (Corp.)	138	17	12.3%	198	22	11.1%
Whitehall (Corp.)	62	15	24.2%	44	24	54.5%
Worthington City School District	194	16	8.2%	296	26	8.8%
Worthington (Corp.)	43	3	7.0%	78	2	2.6%

# Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



## Median Sales Price by Area

	Lender-Mediated			Traditional		
	Q2-2012	Q2-2013	+ / -	Q2-2012	Q2-2013	+ / -
<b>ENTIRE MLS</b>	<b>\$65,500</b>	<b>\$68,000</b>	<b>+ 3.8%</b>	<b>\$172,700</b>	<b>\$172,900</b>	<b>+ 0.1%</b>
<b>COUNTIES</b>						
Champaign County	\$68,000	\$68,500	+ 0.7%	\$125,000	\$136,200	+ 9.0%
Clark County	\$23,125	\$38,000	+ 64.3%	\$172,500	\$98,500	- 42.9%
Delaware County	\$173,000	\$177,000	+ 2.3%	\$264,000	\$260,000	- 1.5%
Fairfield County	\$100,500	\$100,000	- 0.5%	\$156,000	\$162,500	+ 4.2%
Fayette County	\$38,550	\$38,950	+ 1.0%	\$128,500	\$100,000	- 22.2%
Franklin County	\$60,500	\$59,900	- 1.0%	\$167,000	\$167,500	+ 0.3%
Hocking County	\$28,500	\$88,375	+ 210.1%	\$128,000	\$135,400	+ 5.8%
Knox County	\$65,000	\$79,500	+ 22.3%	\$149,950	\$138,000	- 8.0%
Licking County	\$81,400	\$84,046	+ 3.3%	\$139,950	\$154,000	+ 10.0%
Logan County	\$37,753	\$65,000	+ 72.2%	\$123,000	\$98,000	- 20.3%
Madison County	\$59,486	\$67,500	+ 13.5%	\$120,000	\$131,500	+ 9.6%
Marion County	\$24,000	\$39,000	+ 62.5%	\$125,000	\$100,750	- 19.4%
Morrow County	\$81,625	\$55,000	- 32.6%	\$122,000	\$132,500	+ 8.6%
Muskingum County	\$51,575	\$51,600	+ 0.0%	\$192,450	\$180,000	- 6.5%
Perry County	\$74,483	\$47,333	- 36.5%	\$145,000	\$169,950	+ 17.2%
Pickaway County	\$78,100	\$73,504	- 5.9%	\$139,000	\$139,000	0.0%
Ross County	\$29,200	\$52,000	+ 78.1%	\$144,900	\$131,750	- 9.1%
Union County	\$101,000	\$103,400	+ 2.4%	\$187,500	\$175,950	- 6.2%
<b>COMMUNITIES/SCHOOL DISTRICTS</b>						
Beechwold / Clintonville	\$113,500	\$108,950	- 4.0%	\$193,500	\$186,000	- 3.9%
Bexley (Corp.)	\$147,100	\$140,500	- 4.5%	\$248,500	\$309,500	+ 24.5%
Blacklick (43004)	\$90,620	\$91,500	+ 1.0%	\$142,000	\$154,900	+ 9.1%
Big Walnut Local School District	\$180,000	\$160,000	- 11.1%	\$269,000	\$248,950	- 7.5%
Buckeye Valley Local School District	\$171,500	\$86,500	- 49.6%	\$279,000	\$282,500	+ 1.3%
Canal Winchester City School District	\$105,000	\$107,000	+ 1.9%	\$160,245	\$142,500	- 11.1%
Circleville City School District	\$52,199	\$54,750	+ 4.9%	\$116,250	\$109,750	- 5.6%
Columbus (Corp.)	\$57,975	\$53,295	- 8.1%	\$143,450	\$146,500	+ 2.1%
Columbus City School District	\$36,699	\$35,000	- 4.6%	\$139,455	\$143,000	+ 2.5%
Delaware City School District	\$82,001	\$128,500	+ 56.7%	\$144,000	\$156,000	+ 8.3%
Downtown Columbus (43215)	\$175,500	\$139,249	- 20.7%	\$199,500	\$242,500	+ 21.6%
Dublin City School District	\$138,500	\$113,462	- 18.1%	\$260,000	\$245,000	- 5.8%
Dublin (Corp.)	\$264,000	\$240,000	- 9.1%	\$318,500	\$334,500	+ 5.0%
Gahanna Jefferson City School District	\$131,000	\$126,350	- 3.5%	\$186,000	\$197,250	+ 6.0%
Gahanna (Corp.)	\$125,000	\$94,750	- 24.2%	\$180,000	\$195,550	+ 8.6%
German Village (43206 and German Village subdivision)	\$172,400	\$282,500	+ 63.9%	\$303,875	\$283,500	- 6.7%
Grandview Heights (Corp.)	\$82,900	\$64,288	- 22.5%	\$249,900	\$225,500	- 9.8%
Granville Exempted Village School District	\$167,500	\$184,429	+ 10.1%	\$257,250	\$259,000	+ 0.7%
Groveport Madison Local School District	\$47,000	\$52,400	+ 11.5%	\$89,164	\$105,500	+ 18.3%

Communities/School Districts continued on page 8

## Median Sales Price by Area

COMMUNITIES/SCHOOL DISTRICTS <small>Cont. from page 7</small>	Lender-Mediated			Traditional		
	Q2-2012	Q2-2013	+ / -	Q2-2012	Q2-2013	+ / -
Grove City (Corp.)	\$132,500	\$127,800	- 3.5%	\$153,500	\$154,400	+ 0.6%
Hamilton Local School District	\$60,200	\$69,075	+ 14.7%	\$103,500	\$84,950	- 17.9%
Hilliard City School District	\$105,119	\$132,000	+ 25.6%	\$180,500	\$184,700	+ 2.3%
Hilliard (Corp.)	\$162,950	\$155,000	- 4.9%	\$216,605	\$206,000	- 4.9%
Johnstown-Monroe Local School District	\$78,000	\$120,000	+ 53.8%	\$175,000	\$194,380	+ 11.1%
Jonathan Alder Local School District (Plain City)	\$62,000	\$157,640	+ 154.3%	\$246,000	\$259,500	+ 5.5%
Lancaster City School District	\$47,500	\$67,450	+ 42.0%	\$114,000	\$130,000	+ 14.0%
Lithopolis (Corp.)	\$0	\$0	--	\$135,800	\$160,750	+ 18.4%
London City School District	\$54,576	\$70,000	+ 28.3%	\$117,000	\$125,000	+ 6.8%
Marysville Exempted Village City School District	\$122,600	\$113,664	- 7.3%	\$147,000	\$167,000	+ 13.6%
Minerva Park (Corp.)	\$105,000	\$83,500	- 20.5%	\$138,500	\$143,825	+ 3.8%
Miami Trace Local School District	\$62,150	\$40,000	- 35.6%	\$149,900	\$124,500	- 16.9%
New Albany (Corp.)	\$310,000	\$489,550	+ 57.9%	\$448,250	\$430,000	- 4.1%
New Albany Plain Local School District	\$235,000	\$189,900	- 19.2%	\$295,500	\$339,900	+ 15.0%
Newark City School District	\$47,500	\$45,200	- 4.8%	\$103,000	\$97,500	- 5.3%
Northridge Local School District	\$186,900	\$103,776	- 44.5%	\$195,000	\$240,450	+ 23.3%
Obetz (Corp.)	\$63,750	\$54,500	- 14.5%	\$77,000	\$111,000	+ 44.2%
Olentangy Local School District	\$214,462	\$231,000	+ 7.7%	\$280,000	\$289,000	+ 3.2%
Pataskala (Corp.)	\$102,500	\$109,000	+ 6.3%	\$142,700	\$158,450	+ 11.0%
Pickerington (Corp.)	\$132,613	\$140,000	+ 5.6%	\$167,000	\$176,250	+ 5.5%
Pickerington Local School District	\$130,000	\$133,000	+ 2.3%	\$179,950	\$178,250	- 0.9%
Powell (Corp.)	\$252,507	\$335,000	+ 32.7%	\$295,000	\$335,000	+ 13.6%
Reynoldsburg City School District	\$94,000	\$82,000	- 12.8%	\$114,900	\$129,900	+ 13.1%
South-Western City School District (Grove City)	\$74,040	\$68,900	- 6.9%	\$129,700	\$129,950	+ 0.2%
Sunbury (Corp.)	\$99,900	\$112,500	+ 12.6%	\$158,900	\$202,000	+ 27.1%
Upper Arlington City School District	\$147,450	\$197,500	+ 33.9%	\$298,450	\$296,138	- 0.8%
Valleyview (Corp.)	\$0	\$0	--	\$68,000	\$0	- 100.0%
Washington Court House City School District	\$35,950	\$31,299	- 12.9%	\$89,900	\$79,900	- 11.1%
Jefferson Local School District (West Jefferson)	\$36,200	\$46,961	+ 29.7%	\$96,550	\$131,500	+ 36.2%
Westerville City School District	\$95,500	\$85,000	- 11.0%	\$190,000	\$199,900	+ 5.2%
Westerville (Corp.)	\$120,000	\$138,000	+ 15.0%	\$204,000	\$209,500	+ 2.7%
Whitehall (Corp.)	\$25,931	\$36,599	+ 41.1%	\$66,000	\$75,000	+ 13.6%
Worthington City School District	\$105,000	\$124,000	+ 18.1%	\$199,000	\$199,900	+ 0.5%
Worthington (Corp.)	\$119,450	\$217,500	82.1%	\$225,450	\$218,000	-3.3%