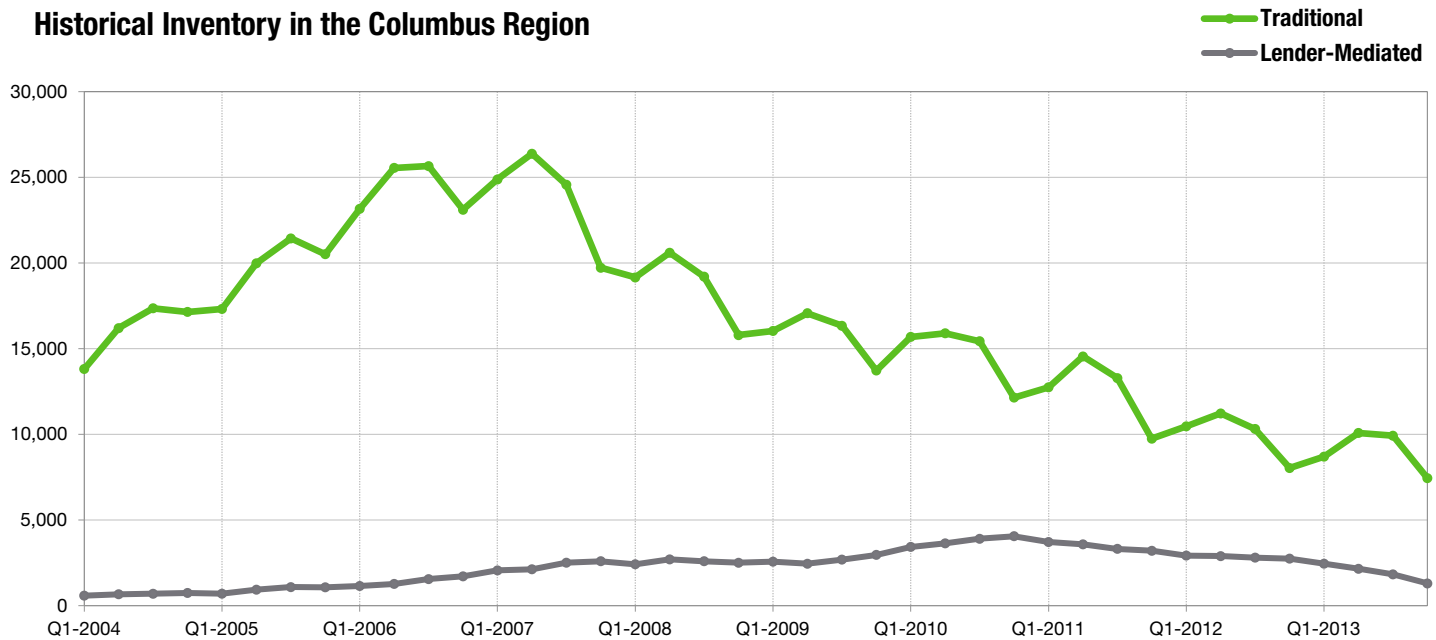


Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

Historical Inventory in the Columbus Region



Q4-2013

New Listings in the Columbus region decreased 1.4 percent to 6,491.

- Traditional New Listings increased 15.5 percent to 5,076.
- Lender-mediated New Listings decreased 35.2 percent to 1,415.
- The share of all New Listings that were lender-mediated fell to 21.8 percent.

Closed Sales were down 1.6 percent to 5,694.

- Traditional Closed Sales were up 8.1 percent to 4,322.
- Lender-mediated Closed Sales were down 23.4 percent to 1,372.
- The share of all Closed Sales that were lender-mediated fell to 24.1 percent.

The Median Sales Price rose 4.1 percent to \$139,000.

- The traditional Median Sales Price rose 0.6 percent to \$163,000.
- The lender-mediated Median Sales Price declined 6.0 percent to \$62,056.



New Listings & Closed Sales	2
Inventory of Homes for Sale	3
Median Sales Price & Days on Market	4
Inventory & Closed Sales by Area	5
Median Sales Price by Area	7

[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® 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, forclosure, 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 forclosure, no foreclosure, no forclosure, not foreclosure, not forclosure, 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 forclosure. This list may be adjusted at anytime.



Lender-Mediated Properties Report

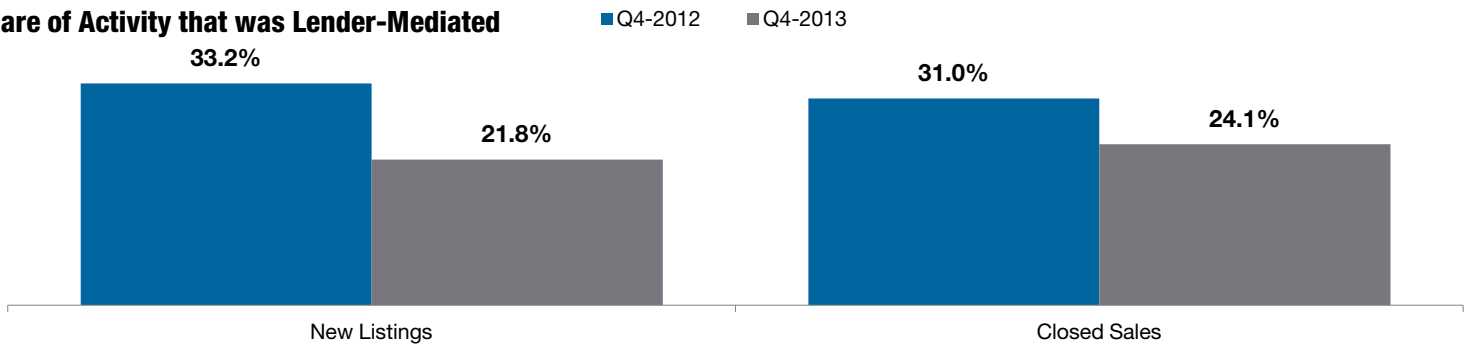
A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



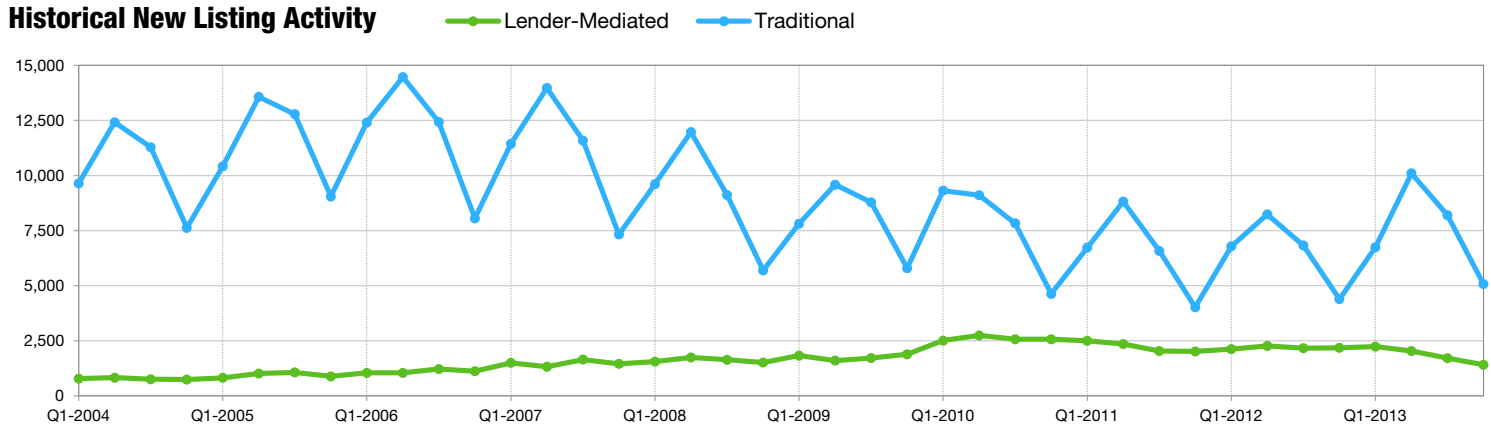
New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q4-2012	Q4-2013	+ / -	Q4-2012	Q4-2013	+ / -	Q4-2012	Q4-2013	+ / -	Q4-2012	Q4-2013
New Listings	2,185	1,415	- 35.2%	4,396	5,076	+ 15.5%	6,581	6,491	- 1.4%	33.2%	21.8%
Closed Sales	1,792	1,372	- 23.4%	3,997	4,322	+ 8.1%	5,789	5,694	- 1.6%	31.0%	24.1%

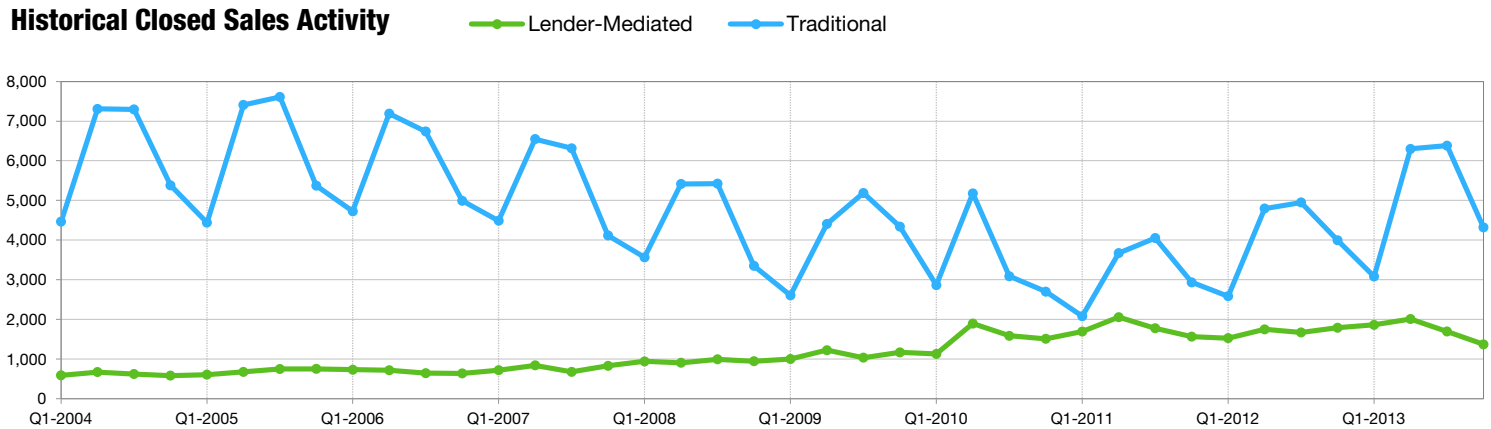
Share of Activity that was Lender-Mediated



Historical New Listing Activity



Historical Closed Sales Activity



Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

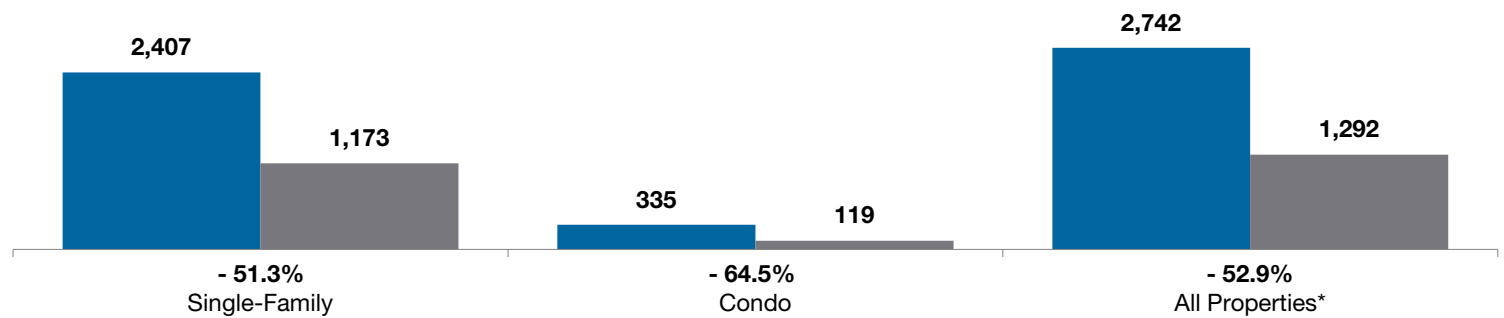
Prior year inventory in this report includes listings that were in contract last year but subsequently did not close.



Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q4-2012	Q4-2013	+ / -	Q4-2012	Q4-2013	+ / -	Q4-2012	Q4-2013	+ / -	Q4-2012	Q4-2013
Single-Family	2,407	1,173	- 51.3%	6,623	6,424	- 3.0%	9,030	7,597	- 15.9%	26.7%	15.4%
Condo	335	119	- 64.5%	1,405	1,015	- 27.8%	1,740	1,134	- 34.8%	19.3%	10.5%
All Properties*	2,742	1,292	- 52.9%	8,028	7,439	- 7.3%	10,770	8,732	- 18.9%	25.5%	14.8%

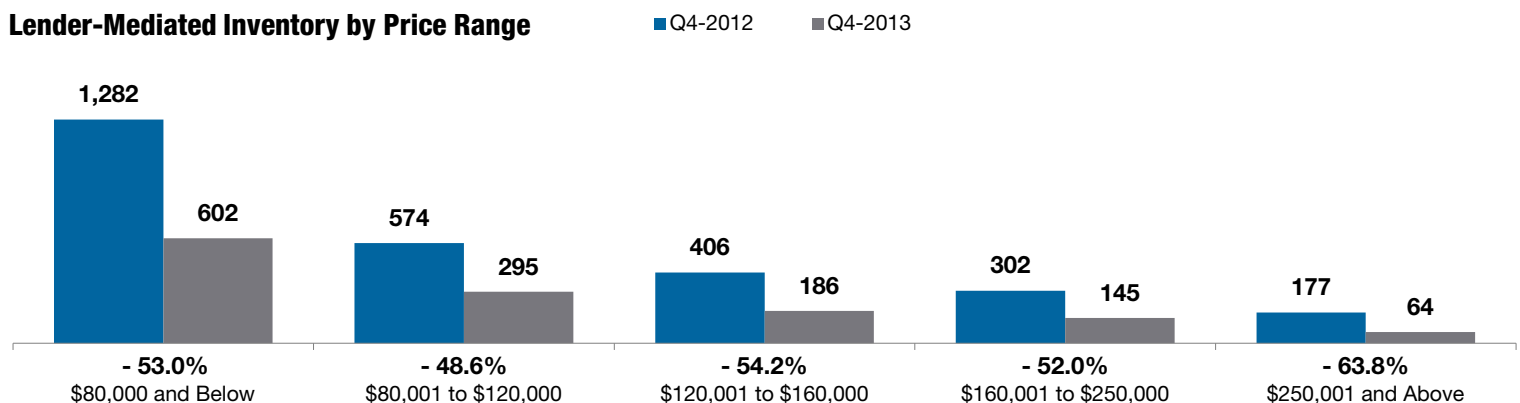
Lender-Mediated Inventory by Property Type



Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q4-2012	Q4-2013	+ / -	Q4-2012	Q4-2013	+ / -	Q4-2012	Q4-2013	+ / -	Q4-2012	Q4-2013
\$80,000 and Below	1,282	602	- 53.0%	1,383	1,432	+ 3.5%	2,665	2,034	- 23.7%	48.1%	29.6%
\$80,001 to \$120,000	574	295	- 48.6%	1,390	1,240	- 10.8%	1,964	1,535	- 21.8%	29.2%	19.2%
\$120,001 to \$160,000	406	186	- 54.2%	1,473	1,319	- 10.5%	1,879	1,505	- 19.9%	21.6%	12.4%
\$160,001 to \$250,000	302	145	- 52.0%	1,911	1,598	- 16.4%	2,213	1,743	- 21.2%	13.6%	8.3%
\$250,001 and Above	177	64	- 63.8%	1,858	1,843	- 0.8%	2,035	1,907	- 6.3%	8.7%	3.4%
All Price Ranges*	2,742	1,292	- 52.9%	8,029	7,440	- 7.3%	10,771	8,732	- 18.9%	25.5%	14.8%

Lender-Mediated Inventory by Price Range



*This is not a total or average of the breakouts but shows activity for the Entire MLS.

Lender-Mediated Properties Report

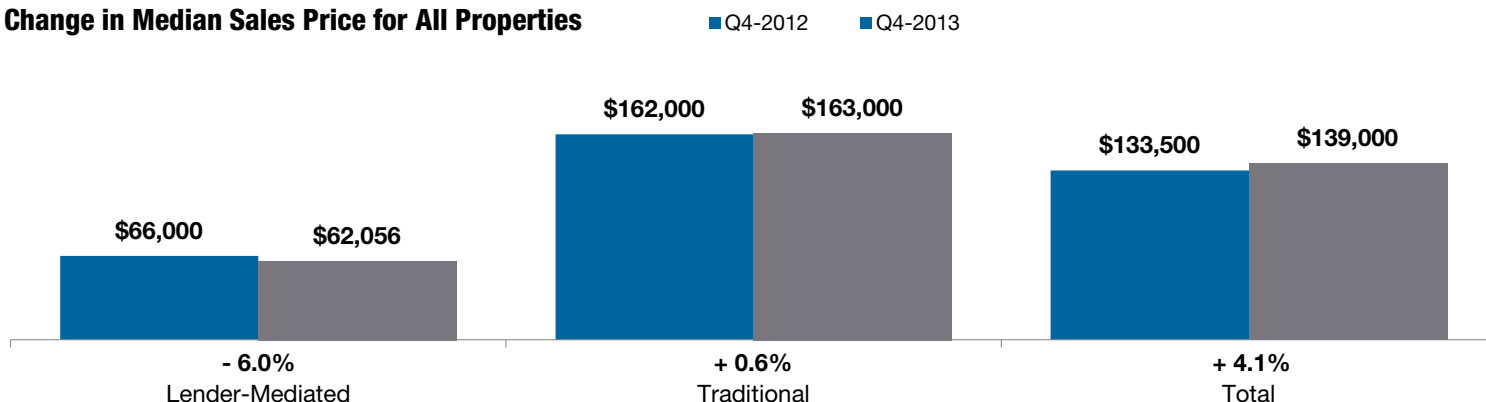
A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Median Sales Price

	Lender-Mediated			Traditional			Total		
	Q4-2012	Q4-2013	+ / -	Q4-2012	Q4-2013	+ / -	Q4-2012	Q4-2013	+ / -
Single-Family	\$67,000	\$61,726	- 7.9%	\$168,400	\$169,900	+ 0.9%	\$137,900	\$142,900	+ 3.6%
Condo	\$61,319	\$67,975	+ 10.9%	\$132,000	\$134,450	+ 1.9%	\$115,000	\$117,200	+ 1.9%
All Properties*	\$66,000	\$62,056	- 6.0%	\$162,000	\$163,000	+ 0.6%	\$133,500	\$139,000	+ 4.1%

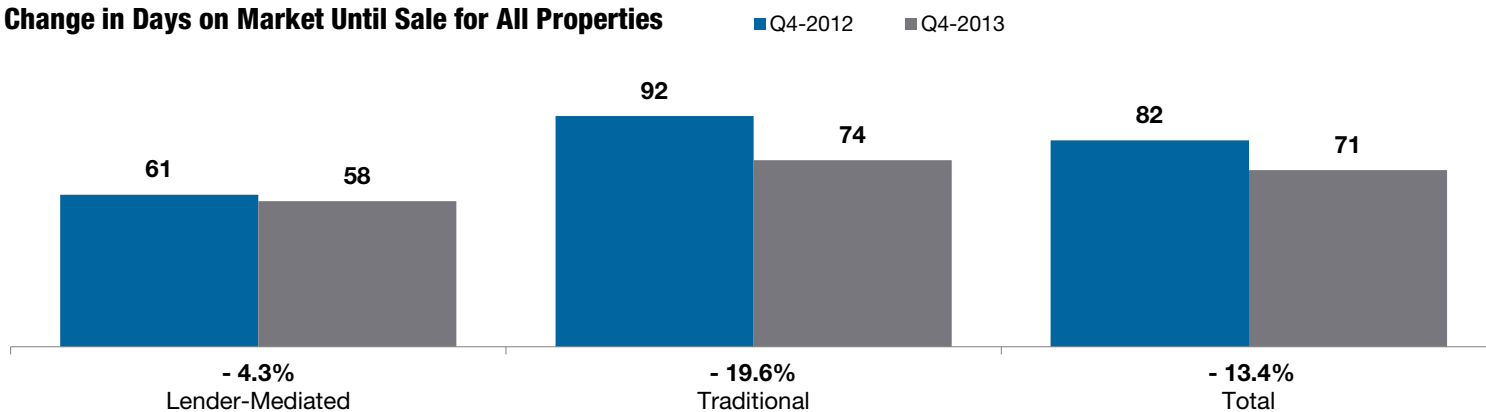
Change in Median Sales Price for All Properties



Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Q4-2012	Q4-2013	+ / -	Q4-2012	Q4-2013	+ / -	Q4-2012	Q4-2013	+ / -
Single-Family	59	59	- 0.7%	87	72	- 17.2%	78	69	- 11.5%
Condo	71	50	- 29.3%	115	87	- 24.3%	105	80	- 23.8%
All Properties*	61	58	- 4.3%	92	74	- 19.6%	82	71	- 13.4%

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.

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Inventory and Closed Sales by Area

	Inventory for Q4-2013			Closed Sales for Q4-2013		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
ENTIRE MLS	8,732	1,292	14.8%	5,694	1,372	24.1%

COUNTIES

Champaign County	101	9	8.9%	30	3	10.0%
Clark County	52	1	1.9%	27	4	14.8%
Delaware County	777	68	8.8%	649	75	11.6%
Fairfield County	610	85	13.9%	318	89	28.0%
Fayette County	109	21	19.3%	52	15	28.8%
Franklin County	4,570	808	17.7%	3,418	904	26.4%
Hocking County	112	9	8.0%	48	12	25.0%
Knox County	184	12	6.5%	82	7	8.5%
Licking County	915	102	11.1%	449	108	24.1%
Logan County	76	1	1.3%	24	3	12.5%
Madison County	152	23	15.1%	74	18	24.3%
Marion County	111	8	7.2%	40	8	20.0%
Morrow County	109	15	13.8%	68	14	20.6%
Muskingum County	52	11	21.2%	23	10	43.5%
Perry County	92	8	8.7%	17	6	35.3%
Pickaway County	250	34	13.6%	108	32	29.6%
Ross County	35	9	25.7%	26	16	61.5%
Union County	223	31	13.9%	167	27	16.2%

COMMUNITIES/SCHOOL DISTRICTS

Beechwood / Clintonville	110	7	6.4%	144	9	6.3%
Bexley (Corp.)	35	5	14.3%	42	0	0.0%
Blacklick (43004)	145	16	11.0%	106	32	30.2%
Big Walnut Local School District	78	6	7.7%	56	6	10.7%
Buckeye Valley Local School District	62	10	16.1%	58	12	20.7%
Canal Winchester City School District	91	17	18.7%	55	12	21.8%
Circleville City School District	101	14	13.9%	27	3	11.1%
Columbus (Corp.)	3,034	580	19.1%	2,175	666	30.6%
Columbus City School District	2,097	416	19.8%	1,394	461	33.1%
Delaware City School District	135	24	17.8%	114	16	14.0%
Downtown Columbus (43215)	65	4	6.2%	45	3	6.7%
Dublin City School District	295	25	8.5%	262	23	8.8%
Dublin (Corp.)	172	12	7.0%	152	6	3.9%
Gahanna Jefferson City School District	161	17	10.6%	149	26	17.4%
Gahanna (Corp.)	93	11	11.8%	109	21	19.3%
German Village (43206 and German Village subdivision)	30	1	3.3%	34	0	0.0%
Grandview Heights (Corp.)	20	1	5.0%	26	0	0.0%
Granville Exempted Village School District	101	6	5.9%	34	0	0.0%
Groveport Madison Local School District	204	59	28.9%	112	61	54.5%

[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 Q4-2013			Closed Sales for Q4-2013		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
Grove City (Corp.)	164	20	12.2%	114	24	21.1%
Hamilton Local School District	41	9	22.0%	26	13	50.0%
Hilliard City School District	313	44	14.1%	282	39	13.8%
Hilliard (Corp.)	89	15	16.9%	92	18	19.6%
Johnstown-Monroe Local School District	52	5	9.6%	22	4	18.2%
Jonathan Alder Local School District (Plain City)	29	4	13.8%	16	2	12.5%
Lancaster City School District	195	26	13.3%	95	29	30.5%
Lithopolis (Corp.)	11	1	9.1%	3	0	0.0%
London City School District	82	7	8.5%	32	10	31.3%
Marysville Exempted Village City School District	122	21	17.2%	91	16	17.6%
Minerva Park (Corp.)	7	2	28.6%	10	4	40.0%
Miami Trace Local School District	47	11	23.4%	22	3	13.6%
New Albany (Corp.)	83	7	8.4%	45	0	0.0%
New Albany Plain Local School District	128	10	7.8%	78	3	3.8%
Newark City School District	279	26	9.3%	120	37	30.8%
Northridge Local School District	34	6	17.6%	15	2	13.3%
Obetz (Corp.)	20	7	35.0%	16	7	43.8%
Olentangy Local School District	350	19	5.4%	296	32	10.8%
Pataskala (Corp.)	84	14	16.7%	46	11	23.9%
Pickerington (Corp.)	86	14	16.3%	56	18	32.1%
Pickerington Local School District	195	28	14.4%	139	45	32.4%
Powell (Corp.)	42	4	9.5%	46	3	6.5%
Reynoldsburg City School District	160	28	17.5%	118	34	28.8%
South-Western City School District (Grove City)	519	98	18.9%	358	132	36.9%
Sunbury (Corp.)	19	2	10.5%	17	0	0.0%
Upper Arlington City School District	115	9	7.8%	127	3	2.4%
Valleyview (Corp.)	2	0	0.0%	0	0	--
Washington Court House City School District	63	9	14.3%	34	13	38.2%
Jefferson Local School District (West Jefferson)	23	7	30.4%	14	2	14.3%
Westerville City School District	313	49	15.7%	316	62	19.6%
Westerville (Corp.)	109	21	19.3%	132	19	14.4%
Whitehall (Corp.)	58	14	24.1%	34	15	44.1%
Worthington City School District	157	19	12.1%	169	15	8.9%
Worthington (Corp.)	27	1	3.7%	53	2	3.8%

*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). Powered by 10K Research and Marketing. | Click for Cover Page | 6

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Median Sales Price by Area

	Lender-Mediated			Traditional		
	Q4-2012	Q4-2013	+ / -	Q4-2012	Q4-2013	+ / -
ENTIRE MLS	\$66,000	\$62,056	- 6.0%	\$162,000	\$163,000	+ 0.6%

COUNTIES

Champaign County	\$39,000	\$46,874	+ 20.2%	\$122,000	\$140,000	+ 14.8%
Clark County	\$39,000	\$81,200	+ 108.2%	\$137,500	\$85,000	- 38.2%
Delaware County	\$165,250	\$185,000	+ 12.0%	\$257,500	\$263,000	+ 2.1%
Fairfield County	\$100,000	\$95,000	- 5.0%	\$157,000	\$154,900	- 1.3%
Fayette County	\$26,333	\$26,000	- 1.3%	\$115,000	\$109,900	- 4.4%
Franklin County	\$60,000	\$56,000	- 6.7%	\$157,950	\$160,000	+ 1.3%
Hocking County	\$29,500	\$45,000	+ 52.5%	\$122,000	\$131,450	+ 7.7%
Knox County	\$47,000	\$38,000	- 19.1%	\$126,200	\$145,000	+ 14.9%
Licking County	\$78,150	\$63,500	- 18.7%	\$138,000	\$144,950	+ 5.0%
Logan County	\$76,275	\$69,700	- 8.6%	\$144,000	\$185,000	+ 28.5%
Madison County	\$67,500	\$59,000	- 12.6%	\$137,500	\$141,250	+ 2.7%
Marion County	\$28,950	\$25,700	- 11.2%	\$95,000	\$104,000	+ 9.5%
Morrow County	\$47,000	\$80,250	+ 70.7%	\$124,400	\$117,000	- 5.9%
Muskingum County	\$40,101	\$34,500	- 14.0%	\$85,000	\$172,000	+ 102.4%
Perry County	\$35,110	\$69,000	+ 96.5%	\$225,000	\$132,900	- 40.9%
Pickaway County	\$94,500	\$91,500	- 3.2%	\$129,500	\$118,900	- 8.2%
Ross County	\$53,328	\$40,664	- 23.7%	\$107,250	\$125,700	+ 17.2%
Union County	\$103,600	\$74,500	- 28.1%	\$165,000	\$214,500	+ 30.0%

COMMUNITIES/SCHOOL DISTRICTS

Beechwold / Clintonville	\$152,285	\$117,254	- 23.0%	\$191,000	\$220,000	+ 15.2%
Bexley (Corp.)	\$118,550	\$0	- 100.0%	\$280,000	\$310,250	+ 10.8%
Blacklick (43004)	\$112,500	\$111,000	- 1.3%	\$165,000	\$157,950	- 4.3%
Big Walnut Local School District	\$127,500	\$230,000	+ 80.4%	\$222,500	\$215,500	- 3.1%
Buckeye Valley Local School District	\$65,000	\$93,951	+ 44.5%	\$267,250	\$244,000	- 8.7%
Canal Winchester City School District	\$94,750	\$106,377	+ 12.3%	\$154,750	\$132,000	- 14.7%
Circleville City School District	\$100,000	\$55,000	- 45.0%	\$98,650	\$110,000	+ 11.5%
Columbus (Corp.)	\$51,575	\$48,000	- 6.9%	\$137,500	\$140,750	+ 2.4%
Columbus City School District	\$33,713	\$32,500	- 3.6%	\$128,250	\$129,575	+ 1.0%
Delaware City School District	\$103,000	\$92,500	- 10.2%	\$144,700	\$153,250	+ 5.9%
Downtown Columbus (43215)	\$115,000	\$166,100	+ 44.4%	\$219,000	\$257,500	+ 17.6%
Dublin City School District	\$125,000	\$115,600	- 7.5%	\$254,500	\$270,000	+ 6.1%
Dublin (Corp.)	\$158,500	\$204,750	+ 29.2%	\$315,000	\$339,353	+ 7.7%
Gahanna Jefferson City School District	\$149,500	\$100,600	- 32.7%	\$198,731	\$215,415	+ 8.4%
Gahanna (Corp.)	\$136,000	\$81,000	- 40.4%	\$179,000	\$191,450	+ 7.0%
German Village (43206 and German Village subdivision)	\$194,500	\$0	- 100.0%	\$333,000	\$240,000	- 27.9%
Grandview Heights (Corp.)	\$0	\$0	--	\$202,500	\$182,055	- 10.1%
Granville Exempted Village School District	\$177,450	\$0	- 100.0%	\$246,000	\$295,000	+ 19.9%
Groveport Madison Local School District	\$59,750	\$60,012	+ 0.4%	\$93,500	\$100,000	+ 7.0%

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		
	Q4-2012	Q4-2013	+ / -	Q4-2012	Q4-2013	+ / -
Grove City (Corp.)	\$125,950	\$99,000	- 21.4%	\$159,900	\$152,500	- 4.6%
Hamilton Local School District	\$38,000	\$65,000	+ 71.1%	\$89,500	\$85,000	- 5.0%
Hilliard City School District	\$127,500	\$125,000	- 2.0%	\$175,000	\$179,950	+ 2.8%
Hilliard (Corp.)	\$166,000	\$154,000	- 7.2%	\$220,000	\$198,500	- 9.8%
Johnstown-Monroe Local School District	\$147,000	\$68,000	- 53.7%	\$145,500	\$183,500	+ 26.1%
Jonathan Alder Local School District (Plain City)	\$88,000	\$191,550	+ 117.7%	\$206,500	\$237,500	+ 15.0%
Lancaster City School District	\$51,550	\$65,000	+ 26.1%	\$125,000	\$108,950	- 12.8%
Lithopolis (Corp.)	\$0	\$0	--	\$150,000	\$158,000	+ 5.3%
London City School District	\$112,000	\$69,000	- 38.4%	\$115,000	\$125,950	+ 9.5%
Marysville Exempted Village City School District	\$100,200	\$108,278	+ 8.1%	\$152,000	\$165,000	+ 8.6%
Minerva Park (Corp.)	\$114,400	\$94,500	- 17.4%	\$143,000	\$151,750	+ 6.1%
Miami Trace Local School District	\$26,333	\$46,950	+ 78.3%	\$136,166	\$144,500	+ 6.1%
New Albany (Corp.)	\$326,325	\$0	- 100.0%	\$439,161	\$538,231	+ 22.6%
New Albany Plain Local School District	\$207,400	\$110,000	- 47.0%	\$315,000	\$340,000	+ 7.9%
Newark City School District	\$30,000	\$36,200	+ 20.7%	\$100,500	\$100,000	- 0.5%
Northridge Local School District	\$110,000	\$124,250	+ 13.0%	\$159,900	\$172,000	+ 7.6%
Obetz (Corp.)	\$76,902	\$66,512	- 13.5%	\$123,000	\$108,000	- 12.2%
Olentangy Local School District	\$211,950	\$217,000	+ 2.4%	\$271,950	\$310,000	+ 14.0%
Pataskala (Corp.)	\$95,950	\$129,900	+ 35.4%	\$153,950	\$166,000	+ 7.8%
Pickerington (Corp.)	\$135,056	\$132,962	- 1.6%	\$169,950	\$176,250	+ 3.7%
Pickerington Local School District	\$131,500	\$123,500	- 6.1%	\$170,000	\$178,000	+ 4.7%
Powell (Corp.)	\$227,900	\$325,000	+ 42.6%	\$279,500	\$324,900	+ 16.2%
Reynoldsburg City School District	\$80,000	\$64,500	- 19.4%	\$126,862	\$137,375	+ 8.3%
South-Western City School District (Grove City)	\$73,000	\$65,000	- 11.0%	\$127,450	\$123,035	- 3.5%
Sunbury (Corp.)	\$79,549	\$0	- 100.0%	\$164,500	\$171,500	+ 4.3%
Upper Arlington City School District	\$176,000	\$249,000	+ 41.5%	\$290,000	\$319,500	+ 10.2%
Valleyview (Corp.)	\$0	\$0	--	\$82,000	\$0	- 100.0%
Washington Court House City School District	\$30,500	\$22,000	- 27.9%	\$105,000	\$72,900	- 30.6%
Jefferson Local School District (West Jefferson)	\$63,550	\$34,551	- 45.6%	\$194,450	\$152,500	- 21.6%
Westerville City School District	\$96,550	\$100,250	+ 3.8%	\$179,000	\$200,000	+ 11.7%
Westerville (Corp.)	\$130,000	\$146,200	+ 12.5%	\$189,000	\$205,000	+ 8.5%
Whitehall (Corp.)	\$33,500	\$35,500	+ 6.0%	\$59,900	\$62,000	+ 3.5%
Worthington City School District	\$119,000	\$112,227	- 5.7%	\$188,250	\$193,950	+ 3.0%
Worthington (Corp.)	\$137,805	\$116,750	-15.3%	\$214,950	\$249,900	16.3%