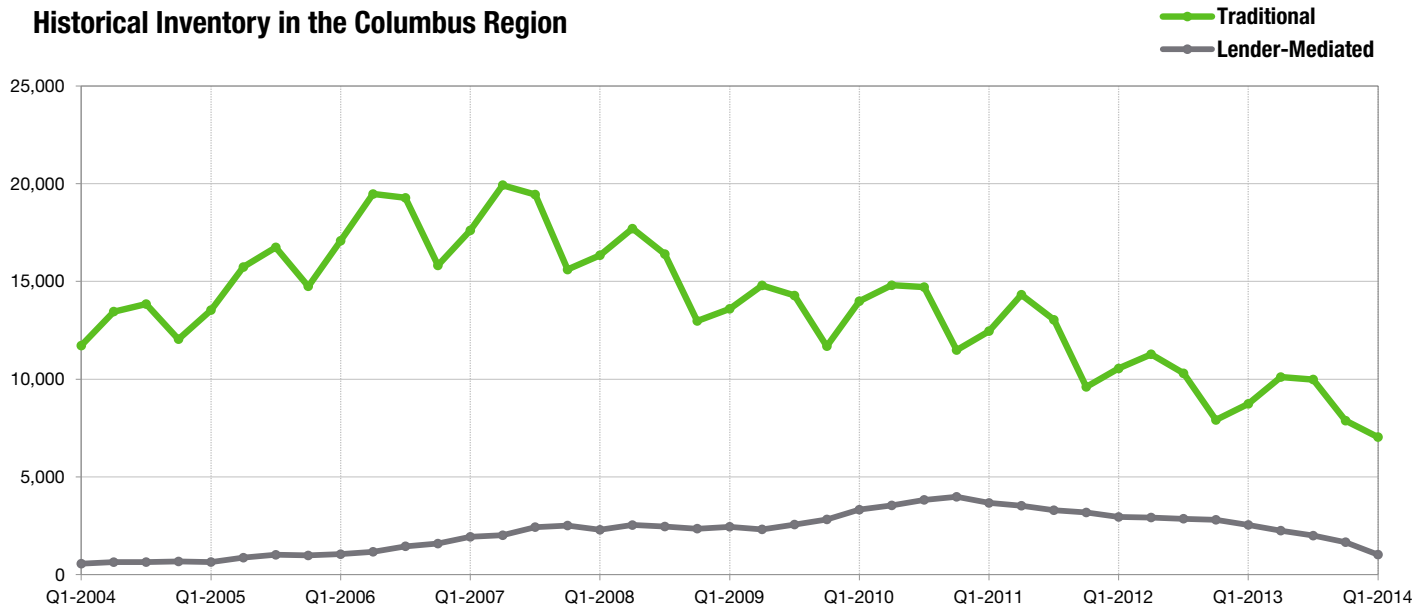


Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

Historical Inventory in the Columbus Region



Q1-2014

New Listings in the Columbus region decreased 12.1 percent to 7,930.

- Traditional New Listings decreased 2.1 percent to 6,616.
- Lender-mediated New Listings decreased 42.1 percent to 1,314.
- The share of all New Listings that were lender-mediated fell to 16.6 percent.

Closed Sales were down 7.1 percent to 4,650.

- Traditional Closed Sales were up 8.9 percent to 3,403.
- Lender-mediated Closed Sales were down 33.6 percent to 1,247.
- The share of all Closed Sales that were lender-mediated fell to 26.8 percent.

The Median Sales Price rose 6.7 percent to \$135,500.

- The traditional Median Sales Price declined 2.7 percent to \$160,000.
- The lender-mediated Median Sales Price rose 4.9 percent to \$67,150.



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

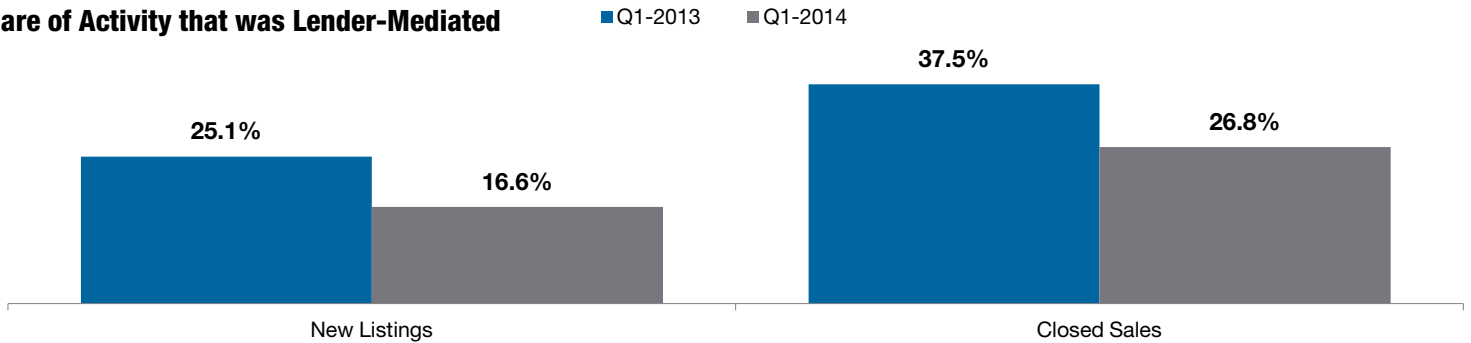
A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



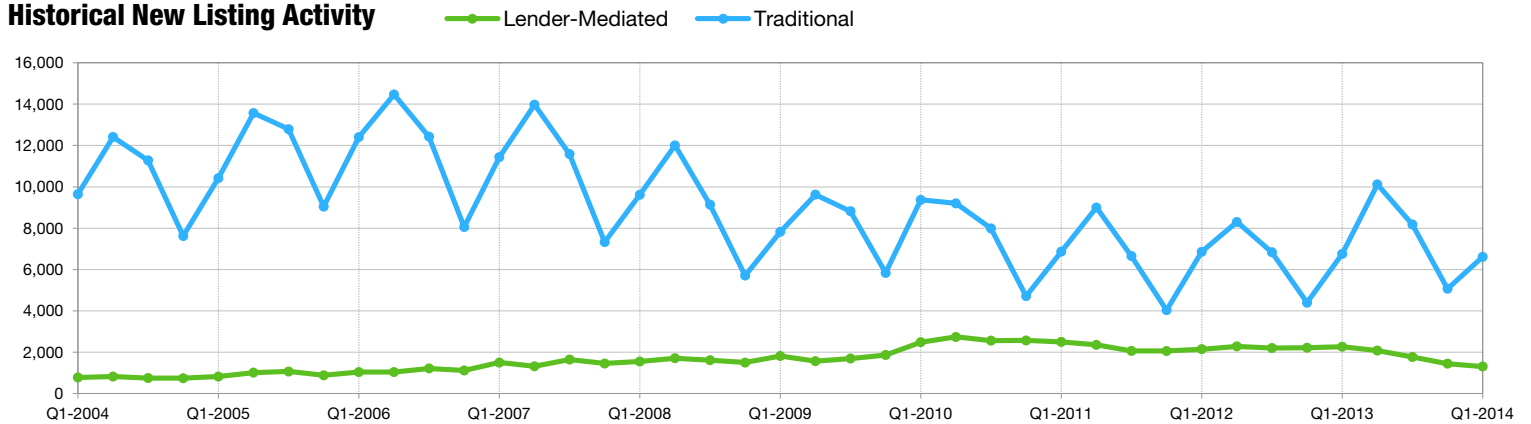
New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q1-2013	Q1-2014	+ / -	Q1-2013	Q1-2014	+ / -	Q1-2013	Q1-2014	+ / -	Q1-2013	Q1-2014
New Listings	2,269	1,314	- 42.1%	6,756	6,616	- 2.1%	9,025	7,930	- 12.1%	25.1%	16.6%
Closed Sales	1,879	1,247	- 33.6%	3,125	3,403	+ 8.9%	5,004	4,650	- 7.1%	37.5%	26.8%

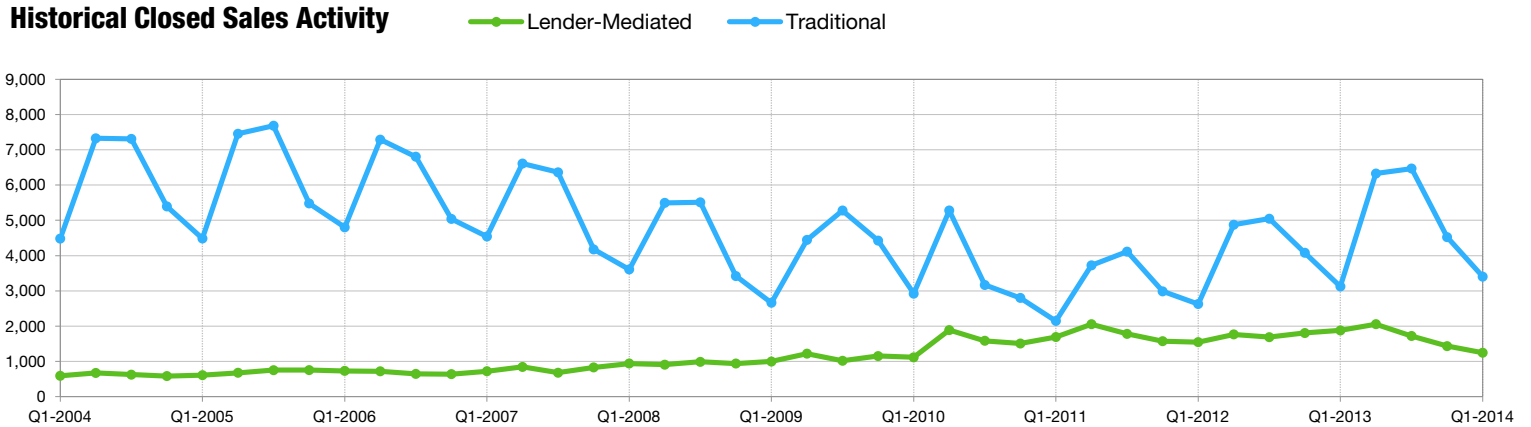
Share of Activity that was Lender-Mediated



Historical New Listing Activity



Historical Closed Sales Activity



Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

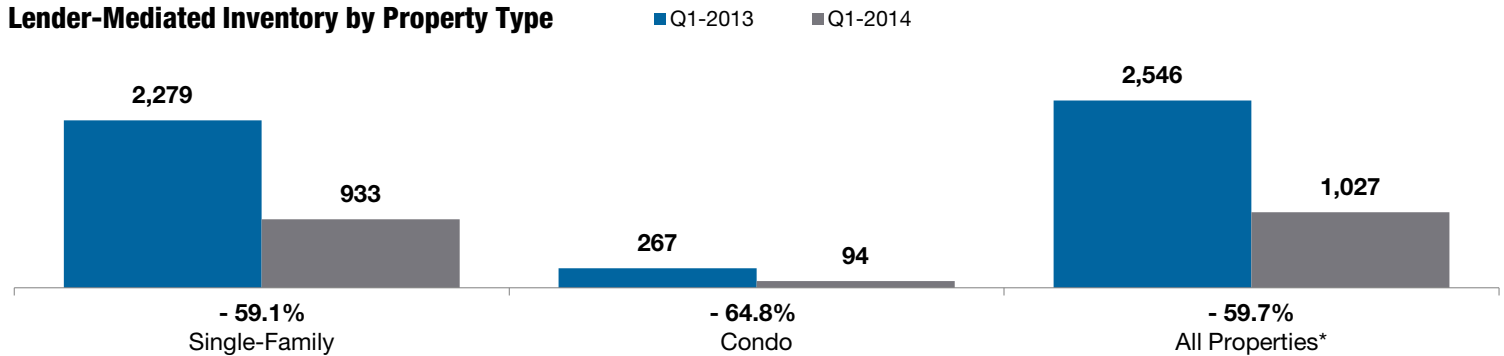
Prior year inventory in this report includes listings that were in contract last year but subsequently did not close.



Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q1-2013	Q1-2014	+ / -	Q1-2013	Q1-2014	+ / -	Q1-2013	Q1-2014	+ / -	Q1-2013	Q1-2014
Single-Family	2,279	933	- 59.1%	7,217	6,015	- 16.7%	9,496	6,948	- 26.8%	24.0%	13.4%
Condo	267	94	- 64.8%	1,522	1,023	- 32.8%	1,789	1,117	- 37.6%	14.9%	8.4%
All Properties*	2,546	1,027	- 59.7%	8,740	7,039	- 19.5%	11,286	8,066	- 28.5%	22.6%	12.7%

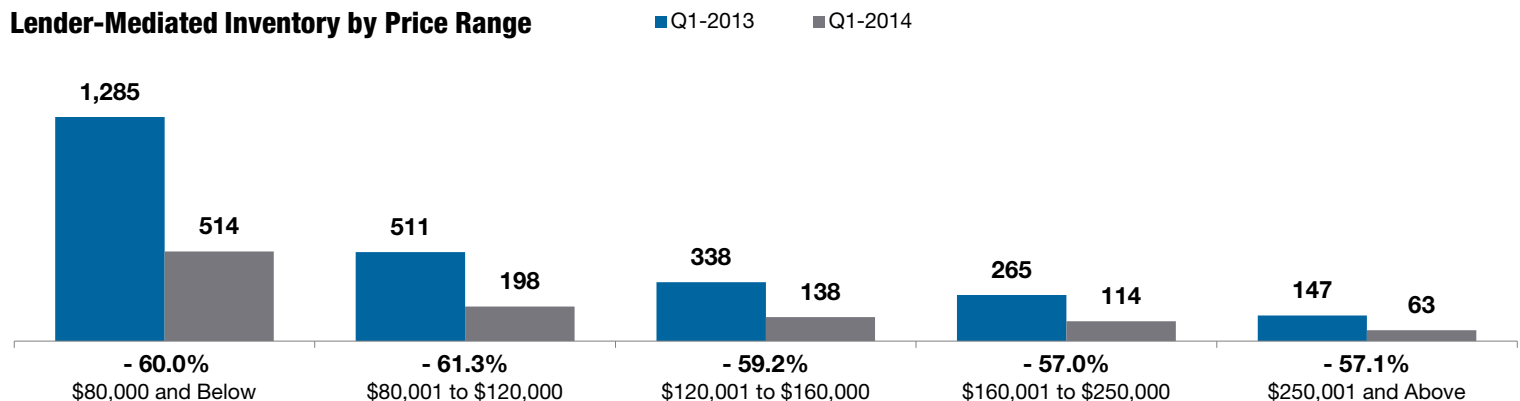
Lender-Mediated Inventory by Property Type



Inventory by Price Range

	Lender-Mediated			Traditional			Total			Share of Total Activity that was Lender-Mediated	
	Q1-2013	Q1-2014	+ / -	Q1-2013	Q1-2014	+ / -	Q1-2013	Q1-2014	+ / -	Q1-2013	Q1-2014
\$80,000 and Below	1,285	514	- 60.0%	1,427	1,237	- 13.3%	2,712	1,751	- 35.4%	47.4%	29.4%
\$80,001 to \$120,000	511	198	- 61.3%	1,465	1,121	- 23.5%	1,976	1,319	- 33.2%	25.9%	15.0%
\$120,001 to \$160,000	338	138	- 59.2%	1,591	1,229	- 22.8%	1,929	1,367	- 29.1%	17.5%	10.1%
\$160,001 to \$250,000	265	114	- 57.0%	2,091	1,515	- 27.5%	2,356	1,629	- 30.9%	11.2%	7.0%
\$250,001 and Above	147	63	- 57.1%	2,166	1,937	- 10.6%	2,313	2,000	- 13.5%	6.4%	3.2%
All Price Ranges*	2,546	1,027	- 59.7%	8,740	7,039	- 19.5%	11,286	8,066	- 28.5%	22.6%	12.7%

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

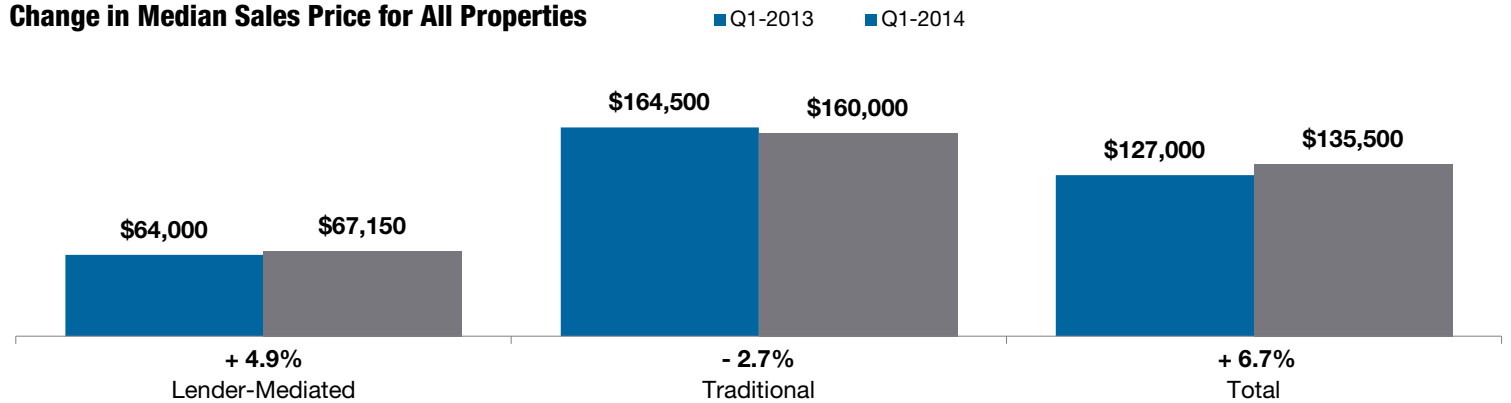
A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Median Sales Price

	Lender-Mediated			Traditional			Total		
	Q1-2013	Q1-2014	+ / -	Q1-2013	Q1-2014	+ / -	Q1-2013	Q1-2014	+ / -
Single-Family	\$64,900	\$67,000	+ 3.2%	\$173,000	\$169,000	- 2.3%	\$130,500	\$140,000	+ 7.3%
Condo	\$62,000	\$68,501	+ 10.5%	\$130,825	\$129,000	- 1.4%	\$108,000	\$119,700	+ 10.8%
All Properties*	\$64,000	\$67,150	+ 4.9%	\$164,500	\$160,000	- 2.7%	\$127,000	\$135,500	+ 6.7%

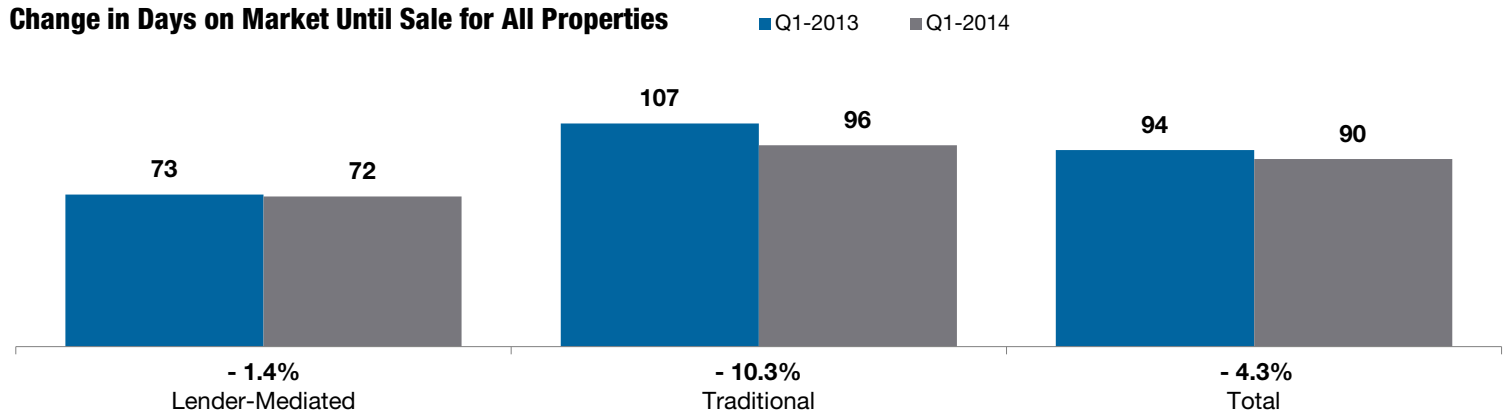
Change in Median Sales Price for All Properties



Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Q1-2013	Q1-2014	+ / -	Q1-2013	Q1-2014	+ / -	Q1-2013	Q1-2014	+ / -
Single-Family	71	71	+ 0.6%	105	96	- 8.6%	92	89	- 3.3%
Condo	88	79	- 10.4%	117	99	- 15.4%	108	96	- 11.1%
All Properties*	73	72	- 1.4%	107	96	- 10.3%	94	90	- 4.3%

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® Multiple Listing Service (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 Q1-2014			Closed Sales for Q1-2014		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
ENTIRE MLS	8,066	1,027	12.7%	4,650	1,247	26.8%

COUNTIES

Champaign County	89	10	11.2%	28	6	21.4%
Clark County	53	2	3.8%	13	2	15.4%
Delaware County	791	52	6.6%	528	79	15.0%
Fairfield County	627	66	10.5%	275	88	32.0%
Fayette County	116	21	18.1%	36	14	38.9%
Franklin County	4,070	652	16.0%	2,799	783	28.0%
Hocking County	113	6	5.3%	31	8	25.8%
Knox County	184	7	3.8%	76	18	23.7%
Licking County	830	74	8.9%	373	99	26.5%
Logan County	81	4	4.9%	24	8	33.3%
Madison County	148	11	7.4%	59	15	25.4%
Marion County	94	7	7.4%	29	7	24.1%
Morrow County	91	8	8.8%	39	9	23.1%
Muskingum County	67	7	10.4%	16	8	50.0%
Perry County	79	8	10.1%	20	5	25.0%
Pickaway County	229	22	9.6%	104	25	24.0%
Ross County	32	9	28.1%	21	16	76.2%
Union County	207	21	10.1%	130	31	23.8%

COMMUNITIES/SCHOOL DISTRICTS

Beechwood / Clintonville	96	7	7.3%	108	5	4.6%
Bexley (Corp.)	47	5	10.6%	30	2	6.7%
Blacklick (43004)	128	18	14.1%	97	31	32.0%
Big Walnut Local School District	79	3	3.8%	39	9	23.1%
Buckeye Valley Local School District	68	8	11.8%	29	9	31.0%
Canal Winchester City School District	87	11	12.6%	43	18	41.9%
Circleville City School District	86	7	8.1%	28	8	28.6%
Columbus (Corp.)	2,653	504	19.0%	1,791	554	30.9%
Columbus City School District	1,874	381	20.3%	1,109	378	34.1%
Delaware City School District	129	15	11.6%	89	17	19.1%
Downtown Columbus (43215)	75	2	2.7%	38	2	5.3%
Dublin City School District	269	17	6.3%	219	24	11.0%
Dublin (Corp.)	181	8	4.4%	122	11	9.0%
Gahanna Jefferson City School District	150	20	13.3%	113	18	15.9%
Gahanna (Corp.)	86	9	10.5%	69	10	14.5%
German Village (43206 and German Village subdivision)	21	1	4.8%	23	1	4.3%
Grandview Heights (Corp.)	21	0	0.0%	19	0	0.0%
Granville Exempted Village School District	90	6	6.7%	33	4	12.1%
Groveport Madison Local School District	169	34	20.1%	103	57	55.3%

[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 Cont. from page 5	Inventory for Q1-2014			Closed Sales for Q1-2014		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
Grove City (Corp.)	164	23	14.0%	114	29	25.4%
Hamilton Local School District	31	2	6.5%	28	14	50.0%
Hilliard City School District	284	31	10.9%	235	36	15.3%
Hilliard (Corp.)	90	8	8.9%	87	17	19.5%
Johnstown-Monroe Local School District	46	5	10.9%	22	8	36.4%
Jonathan Alder Local School District (Plain City)	26	3	11.5%	21	3	14.3%
Lancaster City School District	195	16	8.2%	84	32	38.1%
Lithopolis (Corp.)	12	0	0.0%	5	0	0.0%
London City School District	85	6	7.1%	31	9	29.0%
Marysville Exempted Village City School District	111	11	9.9%	76	20	26.3%
Minerva Park (Corp.)	8	1	12.5%	2	1	50.0%
Miami Trace Local School District	49	8	16.3%	19	9	47.4%
New Albany (Corp.)	70	3	4.3%	40	5	12.5%
New Albany Plain Local School District	102	7	6.9%	81	12	14.8%
Newark City School District	246	20	8.1%	100	22	22.0%
Northridge Local School District	36	6	16.7%	20	8	40.0%
Obetz (Corp.)	14	1	7.1%	14	10	71.4%
Olentangy Local School District	387	21	5.4%	265	31	11.7%
Pataskala (Corp.)	76	4	5.3%	44	14	31.8%
Pickerington (Corp.)	111	15	13.5%	38	15	39.5%
Pickerington Local School District	199	26	13.1%	100	25	25.0%
Powell (Corp.)	45	1	2.2%	31	5	16.1%
Reynoldsburg City School District	133	21	15.8%	99	31	31.3%
South-Western City School District (Grove City)	473	72	15.2%	313	109	34.8%
Sunbury (Corp.)	10	2	20.0%	12	6	50.0%
Upper Arlington City School District	105	4	3.8%	98	8	8.2%
Valleyview (Corp.)	1	1	100.0%	1	1	100.0%
Washington Court House City School District	75	15	20.0%	18	5	27.8%
Jefferson Local School District (West Jefferson)	18	1	5.6%	10	1	10.0%
Westerville City School District	267	29	10.9%	240	48	20.0%
Westerville (Corp.)	95	8	8.4%	98	16	16.3%
Whitehall (Corp.)	46	7	15.2%	37	16	43.2%
Worthington City School District	141	12	8.5%	137	17	12.4%
Worthington (Corp.)	24	2	8.3%	44	3	6.8%

*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		
	Q1-2013	Q1-2014	+ / -	Q1-2013	Q1-2014	+ / -
ENTIRE MLS	\$64,000	\$67,150	+ 4.9%	\$164,500	\$160,000	- 2.7%

COUNTIES

Champaign County	\$56,100	\$47,500	- 15.3%	\$125,900	\$120,750	- 4.1%
Clark County	\$21,000	\$22,350	+ 6.4%	\$112,500	\$118,500	+ 5.3%
Delaware County	\$150,000	\$185,000	+ 23.3%	\$246,700	\$265,900	+ 7.8%
Fairfield County	\$98,000	\$99,250	+ 1.3%	\$156,500	\$166,500	+ 6.4%
Fayette County	\$26,000	\$33,437	+ 28.6%	\$87,000	\$96,300	+ 10.7%
Franklin County	\$58,000	\$60,000	+ 3.4%	\$159,900	\$155,000	- 3.1%
Hocking County	\$40,000	\$42,013	+ 5.0%	\$128,750	\$130,500	+ 1.4%
Knox County	\$62,200	\$58,250	- 6.4%	\$122,500	\$124,000	+ 1.2%
Licking County	\$80,759	\$75,001	- 7.1%	\$139,500	\$142,000	+ 1.8%
Logan County	\$42,000	\$68,000	+ 61.9%	\$127,000	\$159,500	+ 25.6%
Madison County	\$56,000	\$56,000	0.0%	\$135,000	\$154,250	+ 14.3%
Marion County	\$22,299	\$21,000	- 5.8%	\$109,000	\$96,150	- 11.8%
Morrow County	\$93,450	\$50,000	- 46.5%	\$101,750	\$105,000	+ 3.2%
Muskingum County	\$52,838	\$36,700	- 30.5%	\$106,000	\$172,400	+ 62.6%
Perry County	\$46,400	\$41,000	- 11.6%	\$134,000	\$102,800	- 23.3%
Pickaway County	\$65,000	\$74,000	+ 13.8%	\$155,500	\$135,000	- 13.2%
Ross County	\$55,000	\$41,800	- 24.0%	\$76,500	\$105,000	+ 37.3%
Union County	\$85,500	\$105,350	+ 23.2%	\$183,000	\$189,950	+ 3.8%

COMMUNITIES/SCHOOL DISTRICTS

Beechwold / Clintonville	\$85,000	\$55,000	- 35.3%	\$183,500	\$194,000	+ 5.7%
Bexley (Corp.)	\$121,000	\$109,365	- 9.6%	\$265,500	\$278,500	+ 4.9%
Blacklick (43004)	\$79,900	\$100,000	+ 25.2%	\$160,000	\$159,250	- 0.5%
Big Walnut Local School District	\$101,500	\$166,750	+ 64.3%	\$235,618	\$249,450	+ 5.9%
Buckeye Valley Local School District	\$114,400	\$65,000	- 43.2%	\$290,500	\$233,636	- 19.6%
Canal Winchester City School District	\$91,000	\$103,332	+ 13.6%	\$150,000	\$155,000	+ 3.3%
Circleville City School District	\$54,975	\$55,700	+ 1.3%	\$129,000	\$112,000	- 13.2%
Columbus (Corp.)	\$50,950	\$49,700	- 2.5%	\$139,500	\$135,000	- 3.2%
Columbus City School District	\$33,000	\$33,000	0.0%	\$139,000	\$124,000	- 10.8%
Delaware City School District	\$118,500	\$125,000	+ 5.5%	\$143,500	\$157,250	+ 9.6%
Downtown Columbus (43215)	\$350,000	\$280,742	- 19.8%	\$234,250	\$272,500	+ 16.3%
Dublin City School District	\$142,500	\$165,000	+ 15.8%	\$249,388	\$250,000	+ 0.2%
Dublin (Corp.)	\$238,000	\$271,300	+ 14.0%	\$319,000	\$331,000	+ 3.8%
Gahanna Jefferson City School District	\$107,000	\$122,500	+ 14.5%	\$190,000	\$202,000	+ 6.3%
Gahanna (Corp.)	\$102,550	\$111,350	+ 8.6%	\$186,950	\$189,900	+ 1.6%
German Village (43206 and German Village subdivision)	\$255,000	\$205,027	- 19.6%	\$241,618	\$236,250	- 2.2%
Grandview Heights (Corp.)	\$0	\$0	--	\$180,000	\$246,500	+ 36.9%
Granville Exempted Village School District	\$180,200	\$168,000	- 6.8%	\$212,000	\$269,000	+ 26.9%
Groveport Madison Local School District	\$52,000	\$67,820	+ 30.4%	\$99,000	\$103,950	+ 5.0%

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		
	Q1-2013	Q1-2014	+ / -	Q1-2013	Q1-2014	+ / -
Grove City (Corp.)	\$92,500	\$110,000	+ 18.9%	\$172,500	\$174,000	+ 0.9%
Hamilton Local School District	\$46,500	\$53,150	+ 14.3%	\$95,450	\$81,250	- 14.9%
Hilliard City School District	\$105,000	\$118,450	+ 12.8%	\$172,450	\$186,000	+ 7.9%
Hilliard (Corp.)	\$129,125	\$118,900	- 7.9%	\$205,250	\$223,950	+ 9.1%
Johnstown-Monroe Local School District	\$85,000	\$108,500	+ 27.6%	\$193,750	\$154,000	- 20.5%
Jonathan Alder Local School District (Plain City)	\$111,000	\$158,200	+ 42.5%	\$180,000	\$264,000	+ 46.7%
Lancaster City School District	\$56,274	\$45,770	- 18.7%	\$107,500	\$126,900	+ 18.0%
Lithopolis (Corp.)	\$118,834	\$0	- 100.0%	\$249,700	\$172,490	- 30.9%
London City School District	\$51,300	\$59,500	+ 16.0%	\$124,000	\$127,250	+ 2.6%
Marysville Exempted Village City School District	\$101,000	\$112,625	+ 11.5%	\$174,900	\$158,450	- 9.4%
Minerva Park (Corp.)	\$110,750	\$90,000	- 18.7%	\$120,000	\$123,000	+ 2.5%
Miami Trace Local School District	\$33,250	\$40,590	+ 22.1%	\$141,250	\$108,500	- 23.2%
New Albany (Corp.)	\$314,700	\$360,000	+ 14.4%	\$491,288	\$430,500	- 12.4%
New Albany Plain Local School District	\$183,221	\$219,450	+ 19.8%	\$344,000	\$324,500	- 5.7%
Newark City School District	\$46,500	\$30,751	- 33.9%	\$97,500	\$85,200	- 12.6%
Northridge Local School District	\$109,950	\$80,057	- 27.2%	\$265,000	\$207,500	- 21.7%
Obetz (Corp.)	\$100,000	\$79,000	- 21.0%	\$65,000	\$158,150	+ 143.3%
Olentangy Local School District	\$240,250	\$235,100	- 2.1%	\$291,250	\$298,656	+ 2.5%
Pataskala (Corp.)	\$102,900	\$100,000	- 2.8%	\$142,500	\$159,000	+ 11.6%
Pickerington (Corp.)	\$130,457	\$151,000	+ 15.7%	\$179,500	\$185,000	+ 3.1%
Pickerington Local School District	\$128,250	\$148,000	+ 15.4%	\$175,000	\$185,000	+ 5.7%
Powell (Corp.)	\$298,264	\$245,900	- 17.6%	\$323,200	\$313,500	- 3.0%
Reynoldsburg City School District	\$76,316	\$84,000	+ 10.1%	\$131,500	\$130,581	- 0.7%
South-Western City School District (Grove City)	\$66,256	\$83,900	+ 26.6%	\$130,595	\$127,750	- 2.2%
Sunbury (Corp.)	\$78,000	\$153,375	+ 96.6%	\$129,900	\$201,250	+ 54.9%
Upper Arlington City School District	\$143,000	\$147,500	+ 3.1%	\$308,000	\$300,000	- 2.6%
Valleyview (Corp.)	\$0	\$54,900	--	\$79,850	\$0	- 100.0%
Washington Court House City School District	\$23,500	\$18,000	- 23.4%	\$80,000	\$93,600	+ 17.0%
Jefferson Local School District (West Jefferson)	\$50,500	\$33,739	- 33.2%	\$127,250	\$123,500	- 2.9%
Westerville City School District	\$95,200	\$114,462	+ 20.2%	\$175,000	\$191,000	+ 9.1%
Westerville (Corp.)	\$150,000	\$150,650	+ 0.4%	\$180,000	\$202,750	+ 12.6%
Whitehall (Corp.)	\$25,900	\$33,000	+ 27.4%	\$77,000	\$68,900	- 10.5%
Worthington City School District	\$116,650	\$138,600	+ 18.8%	\$190,000	\$182,700	- 3.8%
Worthington (Corp.)	\$136,100	\$138,600	1.8%	\$210,750	\$247,000	17.2%