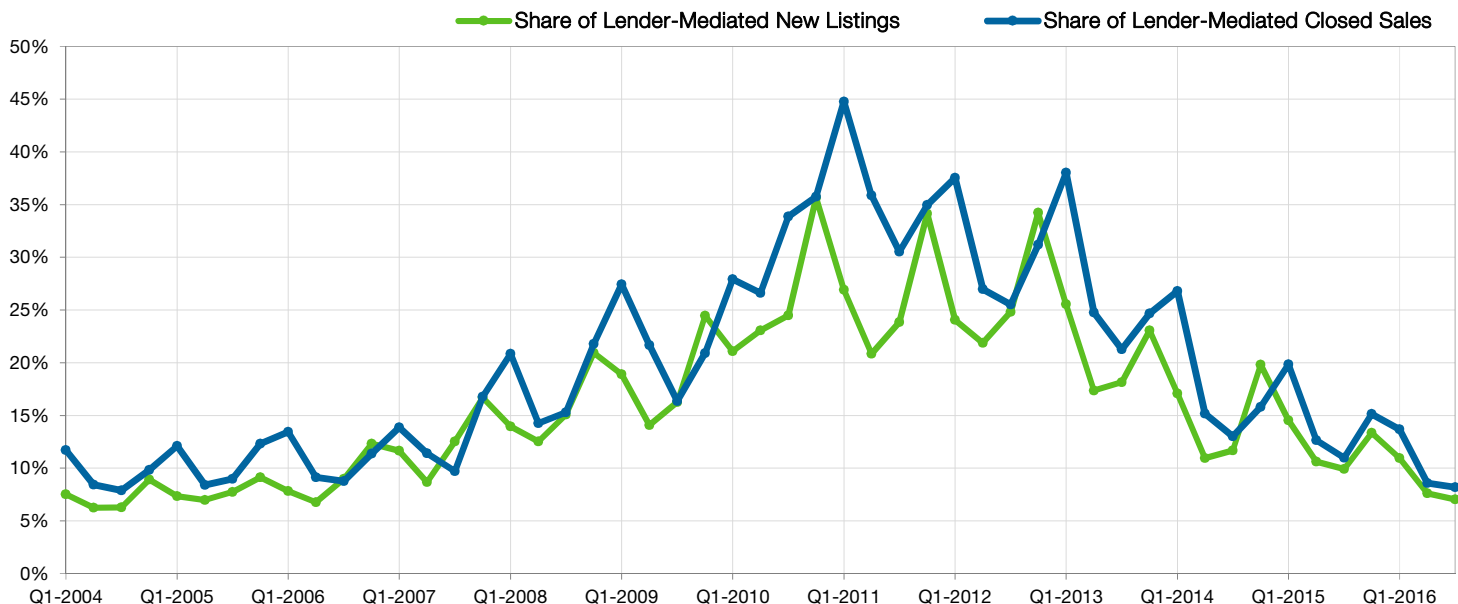


Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

Share of Total Activity That is Lender-Mediated



Q3-2016



New Listings in the Columbus region decreased 2.5 percent to 10,235.

- Traditional New Listings increased 0.6 percent to 9,515.
- Lender-mediated New Listings decreased 30.8 percent to 720.
- The share of all New Listings that were lender-mediated fell to 7.0 percent.

Closed Sales were up 3.0 percent to 9,215.

- Traditional Closed Sales were up 6.2 percent to 8,459.
- Lender-mediated Closed Sales were down 23.2 percent to 756.
- The share of all Closed Sales that were lender-mediated fell to 8.2 percent.

The Median Sales Price rose 6.0 percent to \$174,900.

- The traditional Median Sales Price rose 4.3 percent to \$182,500.
- The lender-mediated Median Sales Price declined 1.1 percent to \$70,050.

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

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.

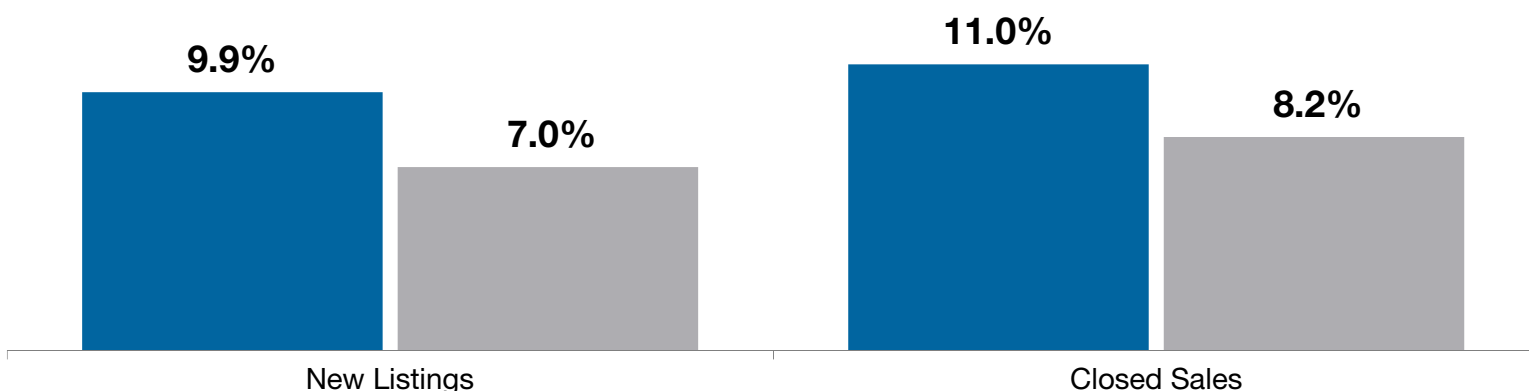


New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q3-2015	Q3-2016	+ / -	Q3-2015	Q3-2016	+ / -	Q3-2015	Q3-2016	+ / -	Q3-2015	Q3-2016
New Listings	1,041	720	- 30.8%	9,454	9,515	+ 0.6%	10,495	10,235	- 2.5%	9.9%	7.0%
Closed Sales	984	756	- 23.2%	7,964	8,459	+ 6.2%	8,948	9,215	+ 3.0%	11.0%	8.2%

Share of Activity that was Lender-Mediated

■ Q3-2015 ■ Q3-2016



Closed Sales by Price Range

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q3-2015	Q3-2016	+ / -	Q3-2015	Q3-2016	+ / -	Q3-2015	Q3-2016	+ / -	Q3-2015	Q3-2016
\$80,000 and Below	555	421	- 24.1%	794	705	- 11.2%	1,349	1,126	- 16.5%	41.1%	37.4%
\$80,001 to \$120,000	180	144	- 20.0%	1,095	1,070	- 2.3%	1,275	1,214	- 4.8%	14.1%	11.9%
\$120,001 to \$160,000	132	80	- 39.4%	1,582	1,640	+ 3.7%	1,714	1,720	+ 0.4%	7.7%	4.7%
\$160,001 to \$250,000	75	73	- 2.7%	2,407	2,634	+ 9.4%	2,482	2,707	+ 9.1%	3.0%	2.7%
\$250,001 and Above	42	38	- 9.5%	2,086	2,410	+ 15.5%	2,128	2,448	+ 15.0%	2.0%	1.6%
All Price Ranges*	984	756	- 23.2%	7,964	8,459	+ 6.2%	8,948	9,215	+ 3.0%	11.0%	8.2%

Lender-Mediated Sales by Property Type

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q3-2015	Q3-2016	+ / -	Q3-2015	Q3-2016	+ / -	Q3-2015	Q3-2016	+ / -	Q3-2015	Q3-2016
Single-Family	895	700	- 21.8%	6,728	7,182	+ 6.7%	7,623	7,882	+ 3.4%	11.7%	8.9%
Condo	89	56	- 37.1%	1,236	1,277	+ 3.3%	1,325	1,333	+ 0.6%	6.7%	4.2%
All Properties*	984	756	- 23.2%	7,964	8,459	+ 6.2%	8,948	9,215	+ 3.0%	11.0%	8.2%

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

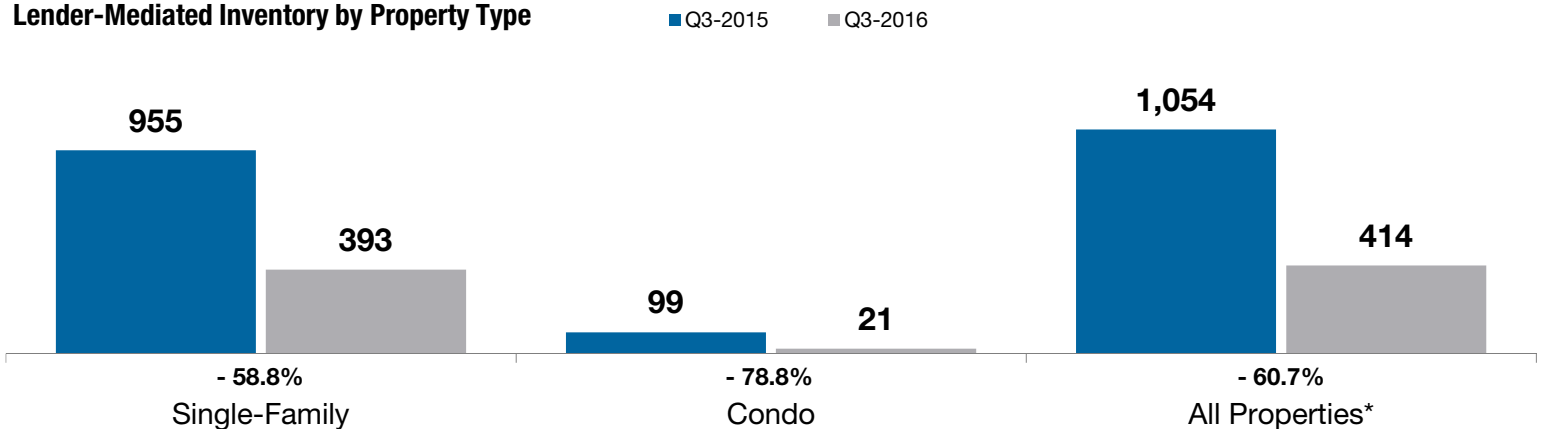
Prior year inventory in this report includes listings that were in contract last year but subsequently did not close.



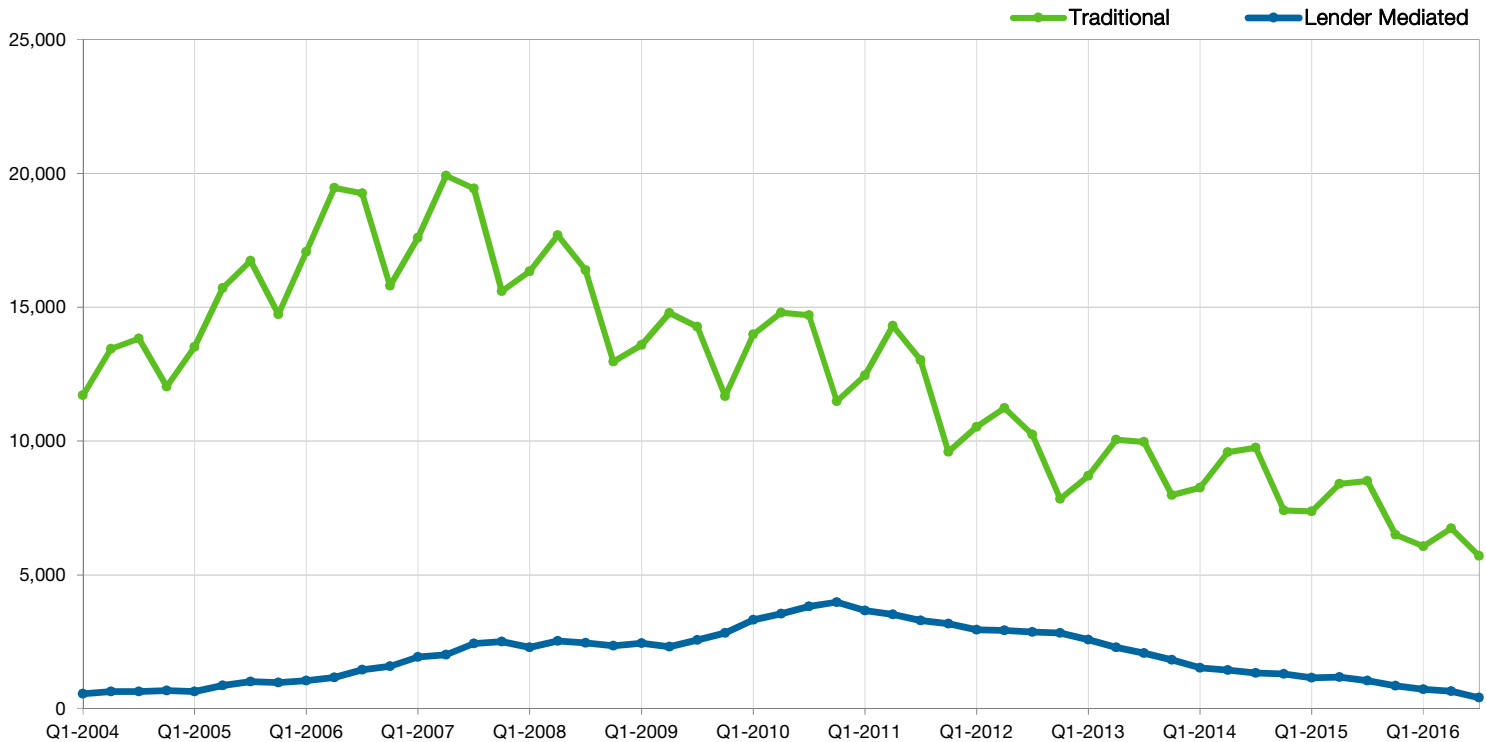
Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q3-2015	Q3-2016	+ / -	Q3-2015	Q3-2016	+ / -	Q3-2015	Q3-2016	+ / -	Q3-2015	Q3-2016
Single-Family	955	393	- 58.8%	7,521	5,061	- 32.7%	8,476	5,454	- 35.7%	11.3%	7.2%
Condo	99	21	- 78.8%	991	650	- 34.4%	1,090	671	- 38.4%	9.1%	3.1%
All Properties*	1,054	414	- 60.7%	8,512	5,711	- 32.9%	9,566	6,125	- 36.0%	11.0%	6.8%

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 © 2016 ShowingTime. | 3

Lender-Mediated Properties Report

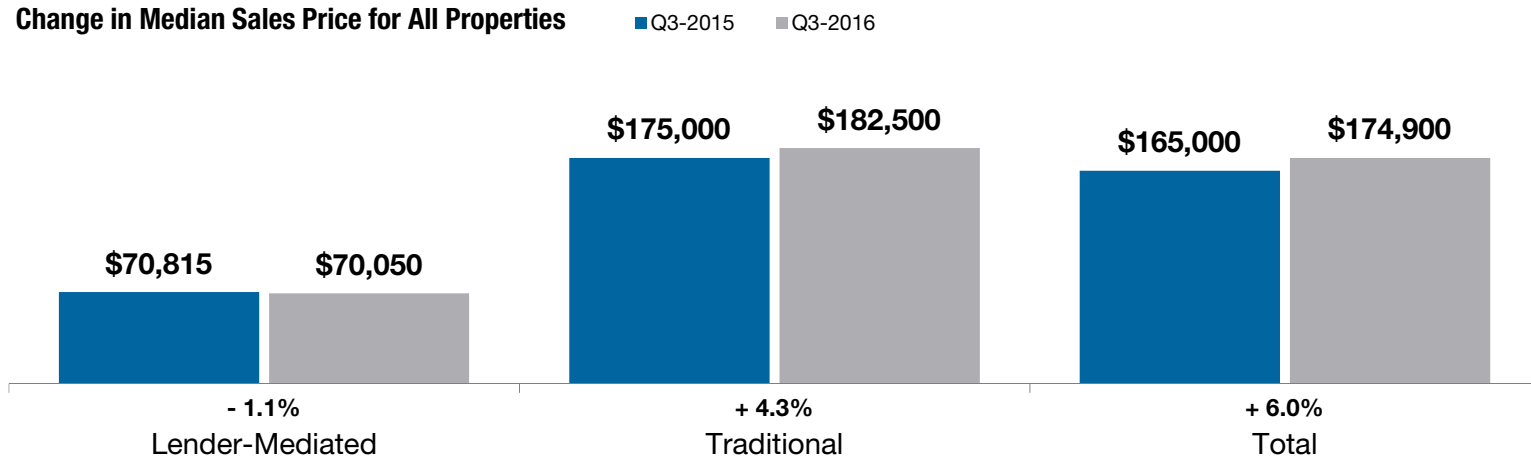
A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Median Sales Price

	Lender-Mediated			Traditional			Total		
	Q3-2015	Q3-2016	+ / -	Q3-2015	Q3-2016	+ / -	Q3-2015	Q3-2016	+ / -
Single-Family	\$70,810	\$69,001	- 2.6%	\$182,000	\$192,900	+ 6.0%	\$171,000	\$182,500	+ 6.7%
Condo	\$71,500	\$81,000	+ 13.3%	\$139,900	\$141,500	+ 1.1%	\$135,000	\$139,900	+ 3.6%
All Properties*	\$70,815	\$70,050	- 1.1%	\$175,000	\$182,500	+ 4.3%	\$165,000	\$174,900	+ 6.0%

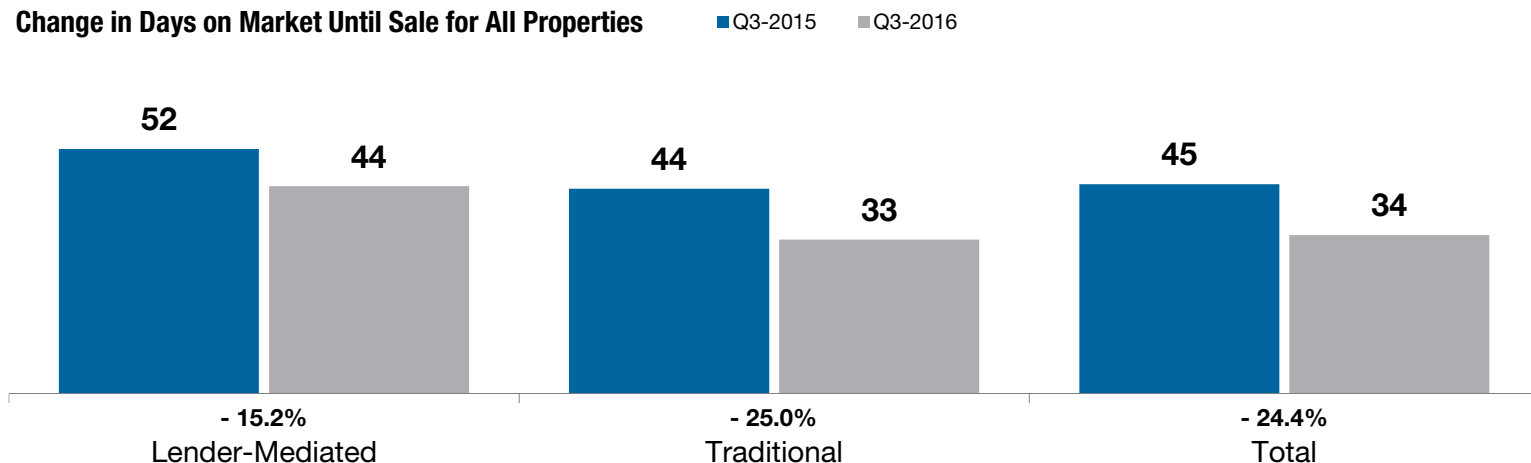
Change in Median Sales Price for All Properties



Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Q3-2015	Q3-2016	+ / -	Q3-2015	Q3-2016	+ / -	Q3-2015	Q3-2016	+ / -
Single-Family	53	45	- 16.1%	44	34	- 22.7%	45	35	- 22.2%
Condo	44	42	- 5.4%	43	28	- 34.9%	43	28	- 34.9%
All Properties*	52	44	- 15.2%	44	33	- 25.0%	45	34	- 24.4%

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. All data from Columbus REALTORS® Multiple Listing Service (MLS). Report © 2016 ShowingTime. | 4

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Inventory and Closed Sales by Area

	Inventory for Q3-2016			Closed Sales for Q3-2016		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
ENTIRE MLS	6,125	414	6.8%	9,215	756	8.2%
COUNTIES						
Champaign County	50	4	8.0%	38	4	10.5%
Clark County	61	1	1.6%	36	1	2.8%
Delaware County	692	17	2.5%	1,042	36	3.5%
Fairfield County	484	36	7.4%	615	48	7.8%
Fayette County	91	6	6.6%	64	15	23.4%
Franklin County	2,842	226	8.0%	5,476	459	8.4%
Hocking County	84	5	6.0%	67	5	7.5%
Knox County	151	2	1.3%	144	12	8.3%
Licking County	600	33	5.5%	698	63	9.0%
Logan County	69	3	4.3%	47	3	6.4%
Madison County	116	12	10.3%	144	23	16.0%
Marion County	82	3	3.7%	90	14	15.6%
Morrow County	70	3	4.3%	103	14	13.6%
Muskingum County	72	8	11.1%	40	7	17.5%
Perry County	57	11	19.3%	41	4	9.8%
Pickaway County	130	9	6.9%	196	13	6.6%
Ross County	82	3	3.7%	55	7	12.7%
Union County	207	6	2.9%	270	18	6.7%

COMMUNITIES / SCHOOL DISTRICTS

Beechwold / Clintonville	78	4	5.1%	207	5	2.4%
Bexley (Corp.)	45	0	0.0%	59	1	1.7%
Blacklick (43004)	104	5	4.8%	202	15	7.4%
Big Walnut Local School District	58	3	5.2%	74	4	5.4%
Buckeye Valley Local School District	73	6	8.2%	75	4	5.3%
Canal Winchester City School District	37	0	0.0%	97	5	5.2%
Circleville City School District	48	3	6.3%	41	4	9.8%
Columbus (Corp.)	1,678	159	9.5%	3,493	341	9.8%
Columbus City School District	1,239	122	9.8%	1,979	250	12.6%
Delaware City School District	68	2	2.9%	159	9	5.7%
Downtown Columbus (43215)	82	0	0.0%	74	0	0.0%
Dublin City School District	316	4	1.3%	398	9	2.3%
Dublin (Corp.)	205	1	0.5%	221	4	1.8%
Gahanna Jefferson City School District	122	7	5.7%	261	11	4.2%
Gahanna (Corp.)	56	3	5.4%	186	8	4.3%
German Village (43206 and German Village subdivision)	28	1	3.6%	33	2	6.1%
Grandview Heights (Corp.)	23	0	0.0%	39	0	0.0%
Granville Exempted Village School District	82	3	3.7%	61	1	1.6%
Groveport Madison Local School District	103	21	20.4%	188	30	16.0%

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 Q3-2016			Closed Sales for Q3-2016		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
Grove City (Corp.)	108	5	4.6%	225	16	7.1%
Hamilton Local School District	22	3	13.6%	49	9	18.4%
Hilliard City School District	160	4	2.5%	564	20	3.5%
Hilliard (Corp.)	53	2	3.8%	188	6	3.2%
Johnstown-Monroe Local School District	29	2	6.9%	45	5	11.1%
Jonathan Alder Local School District (Plain City)	27	0	0.0%	30	4	13.3%
Lancaster City School District	178	18	10.1%	161	17	10.6%
Lithopolis (Corp.)	8	0	0.0%	4	1	25.0%
London City School District	57	9	15.8%	69	11	15.9%
Marysville Exempted Village City School District	90	4	4.4%	164	10	6.1%
Minerva Park (Corp.)	3	0	0.0%	8	0	0.0%
Miami Trace Local School District	42	4	9.5%	32	9	28.1%
New Albany (Corp.)	105	0	0.0%	81	3	3.7%
New Albany Plain Local School District	140	3	2.1%	137	7	5.1%
Newark City School District	192	12	6.3%	187	18	9.6%
Northridge Local School District	32	1	3.1%	25	3	12.0%
Obetz (Corp.)	8	3	37.5%	27	4	14.8%
Olentangy Local School District	360	4	1.1%	549	13	2.4%
Pataskala (Corp.)	59	5	8.5%	92	11	12.0%
Pickerington (Corp.)	54	2	3.7%	134	6	4.5%
Pickerington Local School District	137	4	2.9%	278	15	5.4%
Powell (Corp.)	54	1	1.9%	78	2	2.6%
Reynoldsburg City School District	98	12	12.2%	184	12	6.5%
South-Western City School District (Grove City)	287	32	11.1%	616	54	8.8%
Sunbury (Corp.)	12	1	8.3%	21	2	9.5%
Upper Arlington City School District	104	2	1.9%	201	4	2.0%
Valleyview (Corp.)	1	0	0.0%	3	0	0.0%
Washington Court House City School District	52	3	5.8%	30	7	23.3%
Jefferson Local School District (West Jefferson)	15	0	0.0%	30	3	10.0%
Westerville City School District	177	10	5.6%	485	24	4.9%
Westerville (Corp.)	59	2	3.4%	188	8	4.3%
Whitehall (Corp.)	42	6	14.3%	52	12	23.1%
Worthington City School District	113	3	2.7%	318	7	2.2%
Worthington (Corp.)	41	1	2.4%	71	0	0.0%

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Median Sales Price by Area

	Lender-Mediated			Traditional		
	Q3-2015	Q3-2016	+ / -	Q3-2015	Q3-2016	+ / -
ENTIRE MLS	\$70,815	\$70,050	- 1.1%	\$175,000	\$182,500	+ 4.3%
COUNTIES						
Champaign County	\$53,000	\$77,500	+ 46.2%	\$136,000	\$137,450	+ 1.1%
Clark County	\$71,900	\$122,657	+ 70.6%	\$138,000	\$130,900	- 5.1%
Delaware County	\$200,542	\$229,900	+ 14.6%	\$268,400	\$290,000	+ 8.0%
Fairfield County	\$110,000	\$102,675	- 6.7%	\$169,900	\$184,950	+ 8.9%
Fayette County	\$57,500	\$33,100	- 42.4%	\$103,000	\$137,900	+ 33.9%
Franklin County	\$65,000	\$69,900	+ 7.5%	\$169,900	\$175,000	+ 3.0%
Hocking County	\$62,500	\$77,000	+ 23.2%	\$135,000	\$130,000	- 3.7%
Knox County	\$65,550	\$55,225	- 15.8%	\$146,750	\$146,500	- 0.2%
Licking County	\$77,030	\$80,111	+ 4.0%	\$167,450	\$174,000	+ 3.9%
Logan County	\$177,000	\$42,500	- 76.0%	\$148,500	\$134,000	- 9.8%
Madison County	\$79,000	\$54,000	- 31.6%	\$145,400	\$162,000	+ 11.4%
Marion County	\$36,250	\$36,550	+ 0.8%	\$120,450	\$137,000	+ 13.7%
Morrow County	\$85,675	\$56,750	- 33.8%	\$145,000	\$157,000	+ 8.3%
Muskingum County	\$28,600	\$48,000	+ 67.8%	\$127,000	\$156,000	+ 22.8%
Perry County	\$83,000	\$48,000	- 42.2%	\$165,000	\$134,900	- 18.2%
Pickaway County	\$105,929	\$80,000	- 24.5%	\$154,000	\$151,700	- 1.5%
Ross County	\$35,200	\$48,900	+ 38.9%	\$132,750	\$126,500	- 4.7%
Union County	\$133,066	\$99,000	- 25.6%	\$196,500	\$229,900	+ 17.0%

COMMUNITIES / SCHOOL DISTRICTS

Beechwold / Clintonville	\$130,000	\$198,500	+ 52.7%	\$225,000	\$240,000	+ 6.7%
Bexley (Corp.)	\$0	\$200,000	--	\$395,450	\$344,625	- 12.9%
Blacklick (43004)	\$139,900	\$145,500	+ 4.0%	\$169,250	\$180,000	+ 6.4%
Big Walnut Local School District	\$290,125	\$237,000	- 18.3%	\$244,400	\$295,000	+ 20.7%
Buckeye Valley Local School District	\$125,040	\$245,070	+ 96.0%	\$247,750	\$312,000	+ 25.9%
Canal Winchester City School District	\$115,000	\$159,900	+ 39.0%	\$164,450	\$174,450	+ 6.1%
Circleville City School District	\$65,000	\$74,500	+ 14.6%	\$140,000	\$139,900	- 0.1%
Columbus (Corp.)	\$60,000	\$63,000	+ 5.0%	\$148,700	\$157,000	+ 5.6%
Columbus City School District	\$45,404	\$50,000	+ 10.1%	\$140,000	\$150,000	+ 7.1%
Delaware City School District	\$136,000	\$132,000	- 2.9%	\$168,125	\$174,000	+ 3.5%
Downtown Columbus (43215)	\$0	\$0	--	\$251,500	\$277,450	+ 10.3%
Dublin City School District	\$162,000	\$163,700	+ 1.0%	\$275,000	\$275,400	+ 0.1%
Dublin (Corp.)	\$335,500	\$219,950	- 34.4%	\$346,500	\$364,922	+ 5.3%
Gahanna Jefferson City School District	\$148,335	\$149,900	+ 1.1%	\$214,000	\$224,750	+ 5.0%
Gahanna (Corp.)	\$138,000	\$119,040	- 13.7%	\$194,900	\$209,250	+ 7.4%
German Village (43206 and German Village subdivision)	\$0	\$705,000	--	\$279,950	\$353,000	+ 26.1%
Grandview Heights (Corp.)	\$0	\$0	--	\$287,500	\$359,000	+ 24.9%
Granville Exempted Village School District	\$215,000	\$268,600	+ 24.9%	\$269,750	\$322,000	+ 19.4%
Groveport Madison Local School District	\$61,054	\$66,545	+ 9.0%	\$110,000	\$118,000	+ 7.3%

Communities/School Districts continued on page 8

Median Sales Price by Area

COMMUNITIES/SCHOOL DISTRICTS <small>Cont. from page 7</small>	Lender-Mediated			Traditional		
	Q3-2015	Q3-2016	+ / -	Q3-2015	Q3-2016	+ / -
Grove City (Corp.)	\$124,900	\$97,500	- 21.9%	\$184,500	\$190,000	+ 3.0%
Hamilton Local School District	\$51,500	\$78,155	+ 51.8%	\$111,500	\$117,000	+ 4.9%
Hilliard City School District	\$101,000	\$117,000	+ 15.8%	\$199,900	\$202,250	+ 1.2%
Hilliard (Corp.)	\$107,500	\$96,630	- 10.1%	\$245,500	\$252,750	+ 3.0%
Johnstown-Monroe Local School District	\$85,100	\$135,000	+ 58.6%	\$239,400	\$226,725	- 5.3%
Jonathan Alder Local School District (Plain City)	\$137,342	\$83,185	- 39.4%	\$194,700	\$246,750	+ 26.7%
Lancaster City School District	\$64,000	\$64,000	0.0%	\$129,000	\$134,900	+ 4.6%
Lithopolis (Corp.)	\$192,500	\$163,126	- 15.3%	\$181,000	\$274,900	+ 51.9%
London City School District	\$81,700	\$54,000	- 33.9%	\$148,000	\$158,400	+ 7.0%
Marysville Exempted Village City School District	\$136,566	\$124,370	- 8.9%	\$183,000	\$202,795	+ 10.8%
Minerva Park (Corp.)	\$0	\$0	--	\$167,400	\$204,500	+ 22.2%
Miami Trace Local School District	\$42,377	\$45,234	+ 6.7%	\$97,000	\$150,000	+ 54.6%
New Albany (Corp.)	\$400,000	\$522,000	+ 30.5%	\$567,000	\$539,250	- 4.9%
New Albany Plain Local School District	\$395,000	\$331,500	- 16.1%	\$334,000	\$379,250	+ 13.5%
Newark City School District	\$39,000	\$52,600	+ 34.9%	\$114,950	\$114,700	- 0.2%
Northridge Local School District	\$130,300	\$70,200	- 46.1%	\$202,000	\$209,750	+ 3.8%
Obetz (Corp.)	\$76,450	\$47,505	- 37.9%	\$114,000	\$124,000	+ 8.8%
Olentangy Local School District	\$337,001	\$267,500	- 20.6%	\$319,950	\$329,950	+ 3.1%
Pataskala (Corp.)	\$100,000	\$110,000	+ 10.0%	\$170,000	\$184,900	+ 8.8%
Pickerington (Corp.)	\$143,500	\$142,000	- 1.0%	\$200,000	\$213,950	+ 7.0%
Pickerington Local School District	\$129,500	\$149,000	+ 15.1%	\$190,250	\$207,000	+ 8.8%
Powell (Corp.)	\$470,000	\$289,450	- 38.4%	\$367,194	\$357,000	- 2.8%
Reynoldsburg City School District	\$122,900	\$113,312	- 7.8%	\$144,950	\$152,900	+ 5.5%
South-Western City School District (Grove City)	\$80,005	\$84,575	+ 5.7%	\$142,500	\$150,500	+ 5.6%
Sunbury (Corp.)	\$0	\$104,000	--	\$171,788	\$219,900	+ 28.0%
Upper Arlington City School District	\$265,537	\$374,050	+ 40.9%	\$378,000	\$356,250	- 5.8%
Valleyview (Corp.)	\$53,000	\$0	- 100.0%	\$112,000	\$107,500	- 4.0%
Washington Court House City School District	\$67,032	\$27,000	- 59.7%	\$102,000	\$103,500	+ 1.5%
Jefferson Local School District (West Jefferson)	\$63,001	\$65,501	+ 4.0%	\$131,500	\$130,000	- 1.1%
Westerville City School District	\$115,500	\$133,540	+ 15.6%	\$205,900	\$203,000	- 1.4%
Westerville (Corp.)	\$153,550	\$166,617	+ 8.5%	\$222,000	\$235,400	+ 6.0%
Whitehall (Corp.)	\$41,375	\$46,300	+ 11.9%	\$72,500	\$92,500	+ 27.6%
Worthington City School District	\$189,900	\$120,000	- 36.8%	\$215,000	\$220,000	+ 2.3%
Worthington (Corp.)	\$252,000	\$0	- 100.0%	\$265,000	\$256,000	- 3.4%