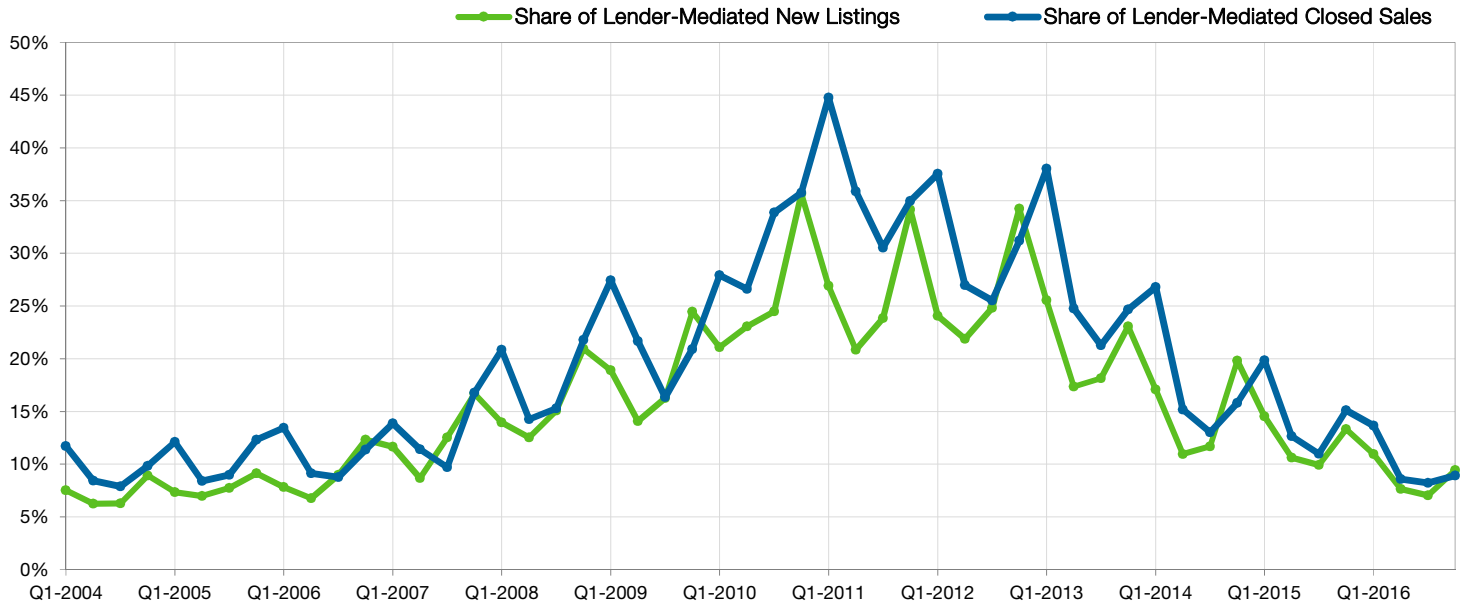


Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

Share of Total Activity That is Lender-Mediated



Q4-2016

New Listings in the Columbus region increased 0.9 percent to 6,516.

- Traditional New Listings increased 5.5 percent to 5,902.
- Lender-mediated New Listings decreased 28.7 percent to 614.
- The share of all New Listings that were lender-mediated fell to 9.4 percent.

Closed Sales were up 8.2 percent to 7,160.

- Traditional Closed Sales were up 16.1 percent to 6,521.
- Lender-mediated Closed Sales were down 36.2 percent to 639.
- The share of all Closed Sales that were lender-mediated fell to 8.9 percent.

The Median Sales Price rose 9.8 percent to \$168,000.

- The traditional Median Sales Price rose 4.8 percent to \$175,000.
- The lender-mediated Median Sales Price declined 3.1 percent to \$66,382.



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.

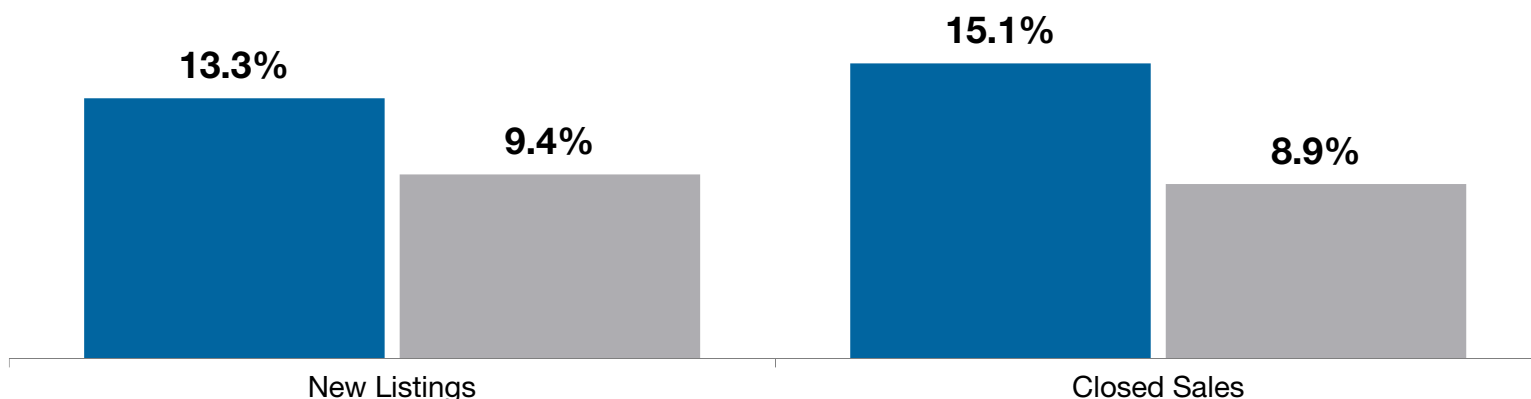


New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q4-2015	Q4-2016	+ / -	Q4-2015	Q4-2016	+ / -	Q4-2015	Q4-2016	+ / -	Q4-2015	Q4-2016
New Listings	861	614	- 28.7%	5,596	5,902	+ 5.5%	6,457	6,516	+ 0.9%	13.3%	9.4%
Closed Sales	1,001	639	- 36.2%	5,617	6,521	+ 16.1%	6,618	7,160	+ 8.2%	15.1%	8.9%

Share of Activity that was Lender-Mediated

■ Q4-2015 ■ Q4-2016



Closed Sales by Price Range

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q4-2015	Q4-2016	+ / -	Q4-2015	Q4-2016	+ / -	Q4-2015	Q4-2016	+ / -	Q4-2015	Q4-2016
\$80,000 and Below	607	390	- 35.7%	751	635	- 15.4%	1,358	1,025	- 24.5%	44.7%	38.0%
\$80,001 to \$120,000	166	113	- 31.9%	799	884	+ 10.6%	965	997	+ 3.3%	17.2%	11.3%
\$120,001 to \$160,000	124	61	- 50.8%	1,107	1,311	+ 18.4%	1,231	1,372	+ 11.5%	10.1%	4.4%
\$160,001 to \$250,000	75	46	- 38.7%	1,663	2,012	+ 21.0%	1,738	2,058	+ 18.4%	4.3%	2.2%
\$250,001 and Above	29	29	0.0%	1,297	1,679	+ 29.5%	1,326	1,708	+ 28.8%	2.2%	1.7%
All Price Ranges*	1,001	639	- 36.2%	5,617	6,521	+ 16.1%	6,618	7,160	+ 8.2%	15.1%	8.9%

Lender-Mediated Sales by Property Type

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q4-2015	Q4-2016	+ / -	Q4-2015	Q4-2016	+ / -	Q4-2015	Q4-2016	+ / -	Q4-2015	Q4-2016
Single-Family	910	604	- 33.6%	4,771	5,473	+ 14.7%	5,681	6,077	+ 7.0%	16.0%	9.9%
Condo	91	35	- 61.5%	846	1,048	+ 23.9%	937	1,083	+ 15.6%	9.7%	3.2%
All Properties*	1,001	639	- 36.2%	5,617	6,521	+ 16.1%	6,618	7,160	+ 8.2%	15.1%	8.9%

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

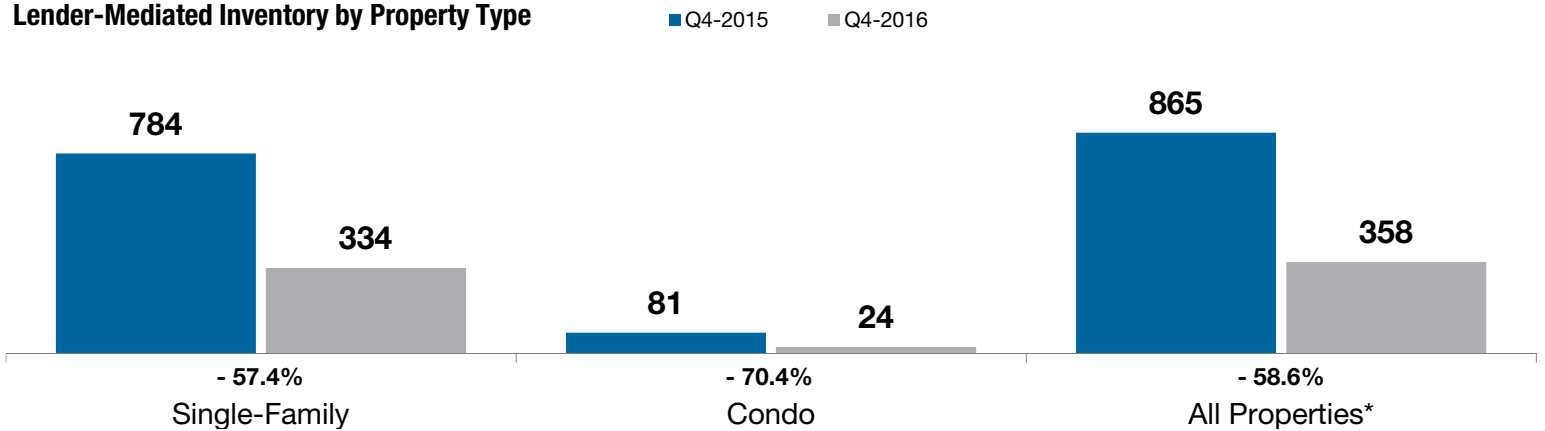
Prior year inventory in this report includes listings that were in contract last year but subsequently did not close.



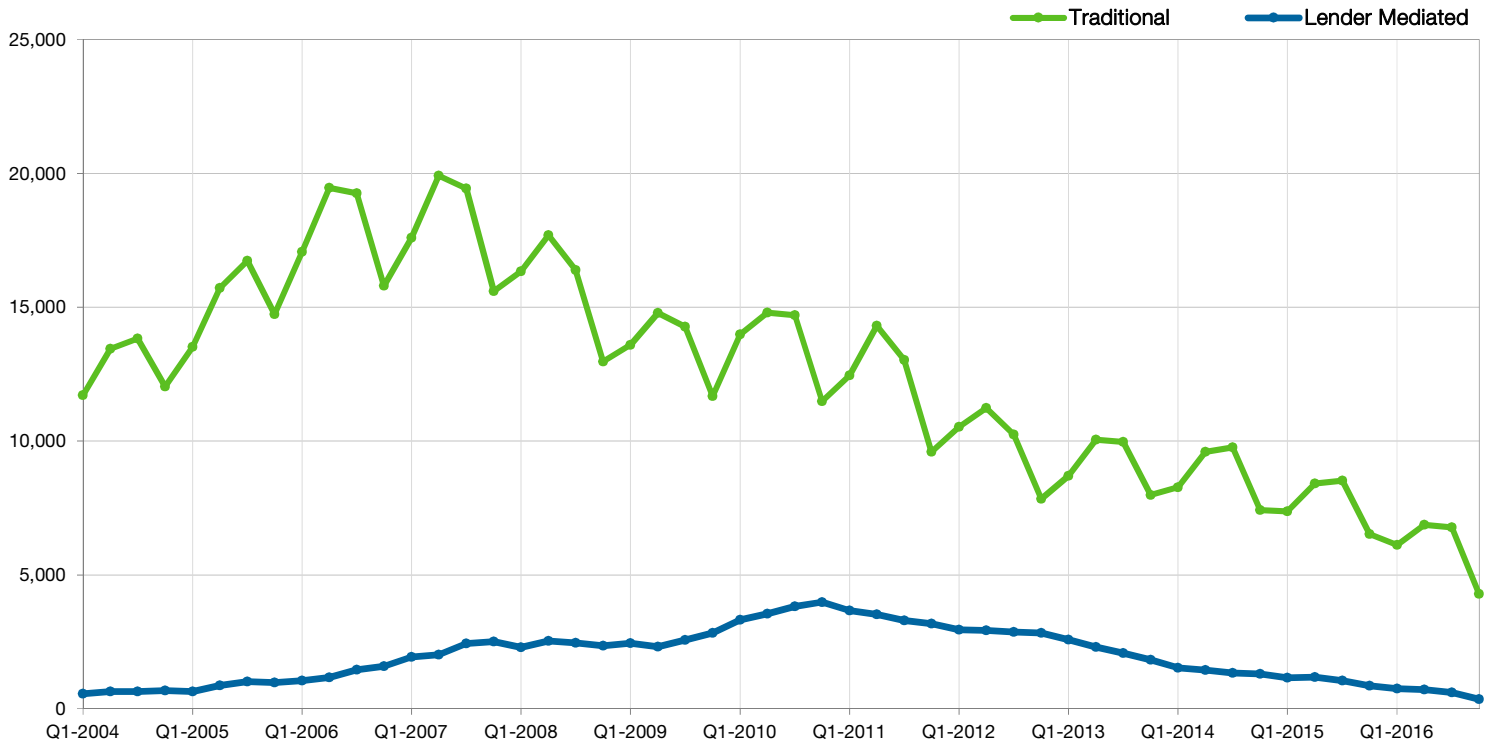
Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q4-2015	Q4-2016	+ / -	Q4-2015	Q4-2016	+ / -	Q4-2015	Q4-2016	+ / -	Q4-2015	Q4-2016
Single-Family	784	334	- 57.4%	5,737	3,814	- 33.5%	6,521	4,148	- 36.4%	12.0%	8.1%
Condo	81	24	- 70.4%	794	481	- 39.4%	875	505	- 42.3%	9.3%	4.8%
All Properties*	865	358	- 58.6%	6,531	4,295	- 34.2%	7,396	4,653	- 37.1%	11.7%	7.7%

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®

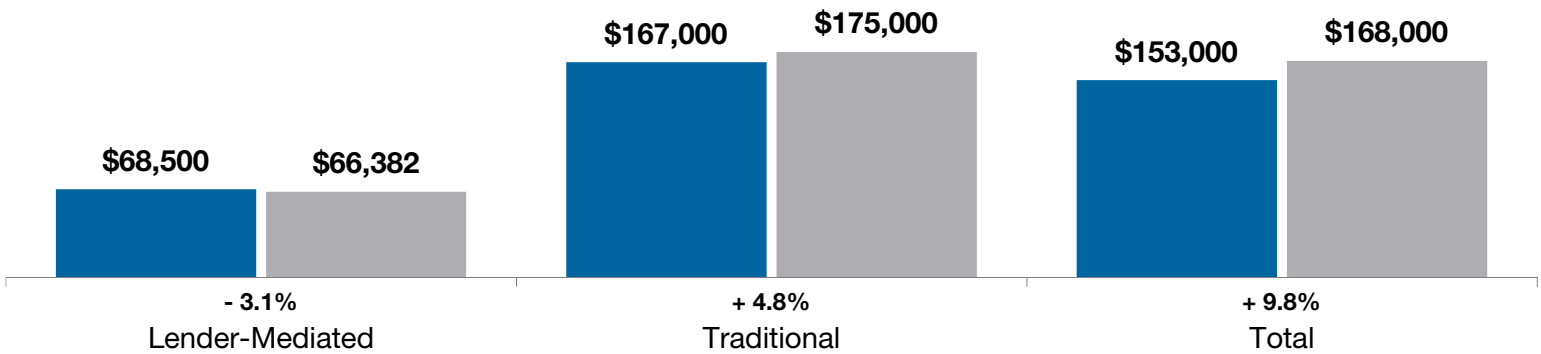


Median Sales Price

	Lender-Mediated			Traditional			Total		
	Q4-2015	Q4-2016	+ / -	Q4-2015	Q4-2016	+ / -	Q4-2015	Q4-2016	+ / -
Single-Family	\$69,900	\$66,501	- 4.9%	\$172,500	\$182,000	+ 5.5%	\$158,000	\$172,500	+ 9.2%
Condo	\$64,080	\$62,500	- 2.5%	\$141,450	\$148,900	+ 5.3%	\$134,000	\$145,000	+ 8.2%
All Properties*	\$68,500	\$66,382	- 3.1%	\$167,000	\$175,000	+ 4.8%	\$153,000	\$168,000	+ 9.8%

Change in Median Sales Price for All Properties

■ Q4-2015 ■ Q4-2016

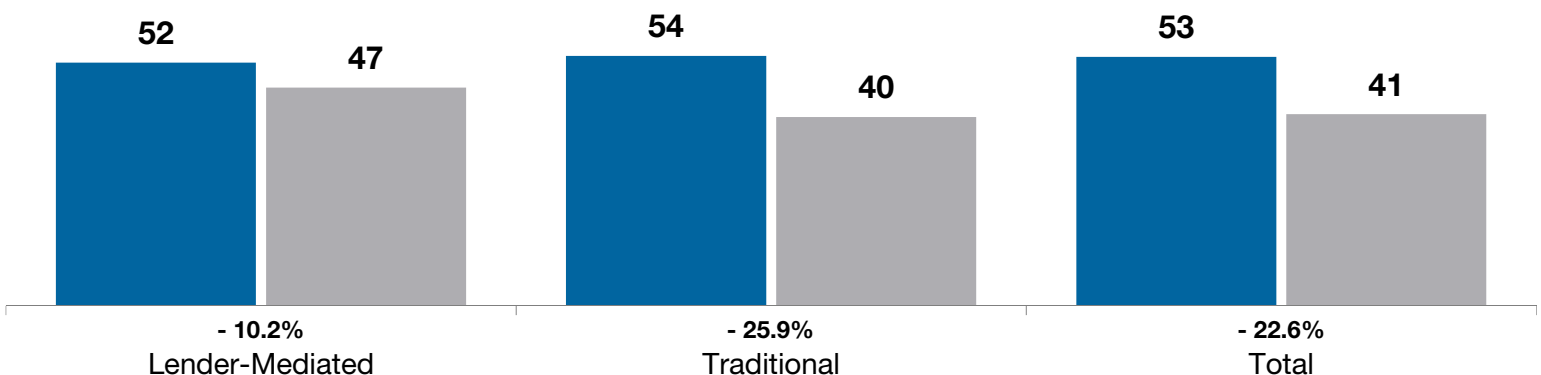


Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Q4-2015	Q4-2016	+ / -	Q4-2015	Q4-2016	+ / -	Q4-2015	Q4-2016	+ / -
Single-Family	52	47	- 9.7%	55	42	- 23.6%	54	43	- 20.4%
Condo	49	38	- 22.7%	48	32	- 33.3%	48	32	- 33.3%
All Properties*	52	47	- 10.2%	54	40	- 25.9%	53	41	- 22.6%

Change in Days on Market Until Sale for All Properties

■ Q4-2015 ■ Q4-2016



Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Inventory and Closed Sales by Area

	Inventory for Q4-2016			Closed Sales for Q4-2016		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
ENTIRE MLS	4,653	358	7.7%	7,160	639	8.9%
COUNTIES						
Champaign County	64	7	10.9%	35	2	5.7%
Clark County	43	2	4.7%	46	3	6.5%
Delaware County	521	17	3.3%	707	27	3.8%
Fairfield County	364	37	10.2%	494	48	9.7%
Fayette County	72	7	9.7%	81	10	12.3%
Franklin County	2,086	174	8.3%	4,255	400	9.4%
Hocking County	78	4	5.1%	65	7	10.8%
Knox County	95	5	5.3%	119	4	3.4%
Licking County	477	33	6.9%	565	51	9.0%
Logan County	45	0	0.0%	48	5	10.4%
Madison County	104	13	12.5%	104	14	13.5%
Marion County	55	4	7.3%	54	8	14.8%
Morrow County	65	2	3.1%	74	11	14.9%
Muskingum County	67	5	7.5%	34	2	5.9%
Perry County	49	4	8.2%	35	7	20.0%
Pickaway County	107	14	13.1%	149	13	8.7%
Ross County	45	3	6.7%	46	5	10.9%
Union County	155	5	3.2%	189	8	4.2%

COMMUNITIES / SCHOOL DISTRICTS

Beechwold / Clintonville	60	4	6.7%	146	6	4.1%
Bexley (Corp.)	36	0	0.0%	42	0	0.0%
Blacklick (43004)	56	2	3.6%	146	7	4.8%
Big Walnut Local School District	43	0	0.0%	61	5	8.2%
Buckeye Valley Local School District	46	2	4.3%	66	5	7.6%
Canal Winchester City School District	35	1	2.9%	87	4	4.6%
Circleville City School District	35	4	11.4%	44	5	11.4%
Columbus (Corp.)	1,249	124	9.9%	2,743	294	10.7%
Columbus City School District	970	92	9.5%	1,641	214	13.0%
Delaware City School District	56	5	8.9%	130	8	6.2%
Downtown Columbus (43215)	59	1	1.7%	69	0	0.0%
Dublin City School District	204	5	2.5%	260	6	2.3%
Dublin (Corp.)	138	1	0.7%	163	4	2.5%
Gahanna Jefferson City School District	84	4	4.8%	185	11	5.9%
Gahanna (Corp.)	46	2	4.3%	133	7	5.3%
German Village (43206 and German Village subdivision)	27	1	3.7%	27	0	0.0%
Grandview Heights (Corp.)	22	1	4.5%	26	1	3.8%
Granville Exempted Village School District	62	1	1.6%	42	2	4.8%
Groveport Madison Local School District	89	21	23.6%	183	33	18.0%

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 Q4-2016			Closed Sales for Q4-2016		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
Grove City (Corp.)	91	4	4.4%	198	12	6.1%
Hamilton Local School District	16	0	0.0%	50	6	12.0%
Hilliard City School District	106	5	4.7%	371	12	3.2%
Hilliard (Corp.)	40	1	2.5%	126	5	4.0%
Johnstown-Monroe Local School District	25	1	4.0%	34	3	8.8%
Jonathan Alder Local School District (Plain City)	20	0	0.0%	18	2	11.1%
Lancaster City School District	157	16	10.2%	157	18	11.5%
Lithopolis (Corp.)	5	0	0.0%	10	0	0.0%
London City School District	46	11	23.9%	51	7	13.7%
Marysville Exempted Village City School District	52	4	7.7%	124	7	5.6%
Minerva Park (Corp.)	0	0	--	6	2	33.3%
Miami Trace Local School District	32	6	18.8%	43	4	9.3%
New Albany (Corp.)	75	2	2.7%	53	2	3.8%
New Albany Plain Local School District	97	4	4.1%	100	5	5.0%
Newark City School District	139	10	7.2%	163	12	7.4%
Northridge Local School District	19	0	0.0%	26	5	19.2%
Obetz (Corp.)	7	4	57.1%	14	1	7.1%
Olentangy Local School District	297	6	2.0%	339	7	2.1%
Pataskala (Corp.)	46	5	10.9%	76	7	9.2%
Pickerington (Corp.)	42	3	7.1%	97	9	9.3%
Pickerington Local School District	99	7	7.1%	201	14	7.0%
Powell (Corp.)	33	1	3.0%	39	2	5.1%
Reynoldsburg City School District	70	9	12.9%	166	22	13.3%
South-Western City School District (Grove City)	230	21	9.1%	504	56	11.1%
Sunbury (Corp.)	4	0	0.0%	27	3	11.1%
Upper Arlington City School District	60	2	3.3%	118	1	0.8%
Valleyview (Corp.)	2	0	0.0%	0	0	--
Washington Court House City School District	42	2	4.8%	39	7	17.9%
Jefferson Local School District (West Jefferson)	22	0	0.0%	17	0	0.0%
Westerville City School District	119	6	5.0%	331	19	5.7%
Westerville (Corp.)	46	1	2.2%	125	2	1.6%
Whitehall (Corp.)	28	4	14.3%	39	8	20.5%
Worthington City School District	61	4	6.6%	224	6	2.7%
Worthington (Corp.)	18	0	0.0%	58	1	1.7%

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Median Sales Price by Area

	Lender-Mediated			Traditional		
	Q4-2015	Q4-2016	+ / -	Q4-2015	Q4-2016	+ / -
ENTIRE MLS	\$68,500	\$66,382	- 3.1%	\$167,000	\$175,000	+ 4.8%
COUNTIES						
Champaign County	\$65,950	\$163,432	+ 147.8%	\$115,800	\$145,000	+ 25.2%
Clark County	\$0	\$63,000	--	\$118,400	\$125,000	+ 5.6%
Delaware County	\$193,500	\$200,601	+ 3.7%	\$268,000	\$279,583	+ 4.3%
Fairfield County	\$89,025	\$90,050	+ 1.2%	\$167,950	\$190,000	+ 13.1%
Fayette County	\$26,500	\$31,600	+ 19.2%	\$113,700	\$120,000	+ 5.5%
Franklin County	\$63,299	\$63,503	+ 0.3%	\$161,500	\$170,000	+ 5.3%
Hocking County	\$72,000	\$55,000	- 23.6%	\$120,000	\$141,000	+ 17.5%
Knox County	\$74,500	\$44,960	- 39.7%	\$138,700	\$139,900	+ 0.9%
Licking County	\$73,500	\$76,765	+ 4.4%	\$160,000	\$167,750	+ 4.8%
Logan County	\$124,950	\$54,750	- 56.2%	\$144,250	\$132,900	- 7.9%
Madison County	\$75,000	\$40,950	- 45.4%	\$134,500	\$149,900	+ 11.4%
Marion County	\$25,511	\$44,855	+ 75.8%	\$127,750	\$105,650	- 17.3%
Morrow County	\$80,000	\$82,400	+ 3.0%	\$134,950	\$155,000	+ 14.9%
Muskingum County	\$38,000	\$54,000	+ 42.1%	\$145,000	\$139,900	- 3.5%
Perry County	\$74,000	\$59,312	- 19.8%	\$103,900	\$160,000	+ 54.0%
Pickaway County	\$89,500	\$70,000	- 21.8%	\$144,000	\$154,500	+ 7.3%
Ross County	\$59,360	\$37,500	- 36.8%	\$160,000	\$137,000	- 14.4%
Union County	\$113,000	\$95,950	- 15.1%	\$198,750	\$214,900	+ 8.1%

COMMUNITIES / SCHOOL DISTRICTS

Beechwold / Clintonville	\$122,000	\$172,500	+ 41.4%	\$209,300	\$224,750	+ 7.4%
Bexley (Corp.)	\$240,000	\$0	- 100.0%	\$303,000	\$343,700	+ 13.4%
Blacklick (43004)	\$125,000	\$145,247	+ 16.2%	\$162,000	\$169,900	+ 4.9%
Big Walnut Local School District	\$113,000	\$163,750	+ 44.9%	\$269,900	\$264,250	- 2.1%
Buckeye Valley Local School District	\$32,299	\$95,500	+ 195.7%	\$299,900	\$312,500	+ 4.2%
Canal Winchester City School District	\$121,800	\$138,050	+ 13.3%	\$162,500	\$175,800	+ 8.2%
Circleville City School District	\$70,000	\$54,900	- 21.6%	\$119,000	\$139,900	+ 17.6%
Columbus (Corp.)	\$59,000	\$55,000	- 6.8%	\$144,990	\$153,500	+ 5.9%
Columbus City School District	\$45,000	\$42,600	- 5.3%	\$134,900	\$145,900	+ 8.2%
Delaware City School District	\$156,000	\$79,950	- 48.8%	\$168,000	\$174,950	+ 4.1%
Downtown Columbus (43215)	\$184,900	\$0	- 100.0%	\$250,000	\$325,900	+ 30.4%
Dublin City School District	\$163,700	\$211,500	+ 29.2%	\$273,900	\$275,500	+ 0.6%
Dublin (Corp.)	\$270,000	\$254,950	- 5.6%	\$345,000	\$349,500	+ 1.3%
Gahanna Jefferson City School District	\$120,000	\$154,000	+ 28.3%	\$200,000	\$215,000	+ 7.5%
Gahanna (Corp.)	\$92,000	\$147,500	+ 60.3%	\$188,750	\$210,250	+ 11.4%
German Village (43206 and German Village subdivision)	\$0	\$0	--	\$400,000	\$350,000	- 12.5%
Grandview Heights (Corp.)	\$0	\$225,000	--	\$280,000	\$293,000	+ 4.6%
Granville Exempted Village School District	\$0	\$255,000	--	\$257,250	\$316,750	+ 23.1%
Groveport Madison Local School District	\$60,100	\$67,000	+ 11.5%	\$111,500	\$129,900	+ 16.5%

Communities/School Districts continued on page 8

Median Sales Price by Area

COMMUNITIES/SCHOOL DISTRICTS <small>Cont. from page 7</small>	Lender-Mediated			Traditional		
	Q4-2015	Q4-2016	+ / -	Q4-2015	Q4-2016	+ / -
Grove City (Corp.)	\$143,000	\$97,000	- 32.2%	\$165,700	\$189,000	+ 14.1%
Hamilton Local School District	\$78,551	\$85,000	+ 8.2%	\$112,500	\$125,000	+ 11.1%
Hilliard City School District	\$123,050	\$100,500	- 18.3%	\$190,000	\$195,000	+ 2.6%
Hilliard (Corp.)	\$114,500	\$240,000	+ 109.6%	\$221,900	\$230,000	+ 3.7%
Johnstown-Monroe Local School District	\$212,675	\$85,000	- 60.0%	\$165,551	\$204,500	+ 23.5%
Jonathan Alder Local School District (Plain City)	\$188,000	\$80,250	- 57.3%	\$279,950	\$202,450	- 27.7%
Lancaster City School District	\$50,000	\$58,551	+ 17.1%	\$124,950	\$127,700	+ 2.2%
Lithopolis (Corp.)	\$0	\$0	--	\$221,700	\$221,850	+ 0.1%
London City School District	\$102,500	\$41,900	- 59.1%	\$135,250	\$171,250	+ 26.6%
Marysville Exempted Village City School District	\$115,000	\$122,900	+ 6.9%	\$188,750	\$190,900	+ 1.1%
Minerva Park (Corp.)	\$0	\$155,040	--	\$143,500	\$192,350	+ 34.0%
Miami Trace Local School District	\$0	\$33,500	--	\$124,750	\$123,000	- 1.4%
New Albany (Corp.)	\$320,000	\$439,950	+ 37.5%	\$446,000	\$489,000	+ 9.6%
New Albany Plain Local School District	\$305,750	\$180,000	- 41.1%	\$351,000	\$356,000	+ 1.4%
Newark City School District	\$48,055	\$49,707	+ 3.4%	\$118,000	\$106,500	- 9.7%
Northridge Local School District	\$86,500	\$115,000	+ 32.9%	\$219,900	\$216,000	- 1.8%
Obetz (Corp.)	\$93,025	\$111,000	+ 19.3%	\$114,000	\$151,950	+ 33.3%
Olentangy Local School District	\$258,000	\$336,000	+ 30.2%	\$304,500	\$309,000	+ 1.5%
Pataskala (Corp.)	\$86,000	\$137,000	+ 59.3%	\$167,350	\$183,100	+ 9.4%
Pickerington (Corp.)	\$179,500	\$144,900	- 19.3%	\$188,000	\$209,284	+ 11.3%
Pickerington Local School District	\$147,000	\$142,950	- 2.8%	\$188,000	\$213,000	+ 13.3%
Powell (Corp.)	\$231,000	\$287,500	+ 24.5%	\$355,000	\$340,000	- 4.2%
Reynoldsburg City School District	\$103,501	\$105,075	+ 1.5%	\$142,950	\$165,479	+ 15.8%
South-Western City School District (Grove City)	\$75,500	\$80,905	+ 7.2%	\$138,000	\$149,900	+ 8.6%
Sunbury (Corp.)	\$0	\$158,044	--	\$185,000	\$223,500	+ 20.8%
Upper Arlington City School District	\$137,500	\$209,000	+ 52.0%	\$359,900	\$350,000	- 2.8%
Valleyview (Corp.)	\$45,000	\$0	- 100.0%	\$82,000	\$0	- 100.0%
Washington Court House City School District	\$26,500	\$28,200	+ 6.4%	\$75,000	\$114,500	+ 52.7%
Jefferson Local School District (West Jefferson)	\$58,750	\$0	- 100.0%	\$127,000	\$126,445	- 0.4%
Westerville City School District	\$100,550	\$128,000	+ 27.3%	\$178,750	\$187,000	+ 4.6%
Westerville (Corp.)	\$188,000	\$143,500	- 23.7%	\$212,500	\$219,000	+ 3.1%
Whitehall (Corp.)	\$45,555	\$49,990	+ 9.7%	\$76,500	\$85,000	+ 11.1%
Worthington City School District	\$132,000	\$163,000	+ 23.5%	\$205,500	\$225,500	+ 9.7%
Worthington (Corp.)	\$0	\$217,554	--	\$240,500	\$249,900	+ 3.9%