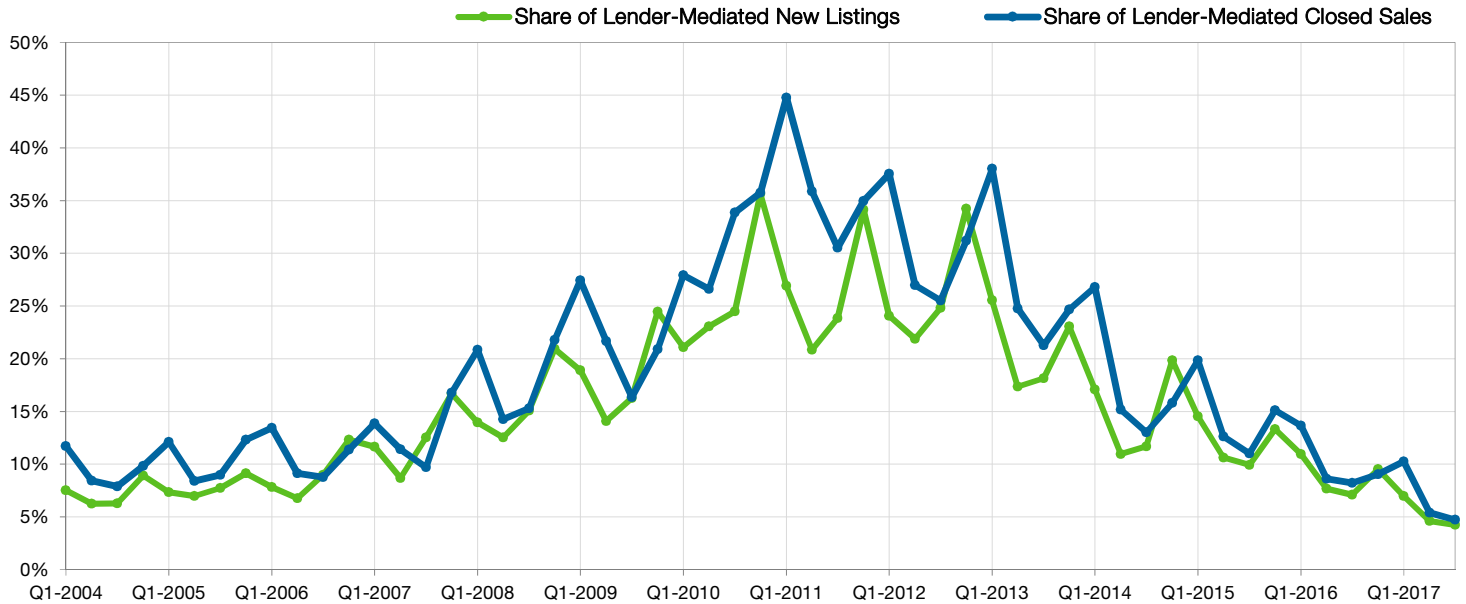


Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

Share of Total Activity That is Lender-Mediated



Q3-2017

New Listings in the Columbus region increased 3.5 percent to 10,613.

- Traditional New Listings increased 6.7 percent to 10,164.
- Lender-mediated New Listings decreased 38.4 percent to 449.
- The share of all New Listings that were lender-mediated fell to 4.2 percent.

Closed Sales were down 0.9 percent to 9,266.

- Traditional Closed Sales were up 2.8 percent to 8,828.
- Lender-mediated Closed Sales were down 43.0 percent to 438.
- The share of all Closed Sales that were lender-mediated fell to 4.7 percent.

The Median Sales Price rose 6.6 percent to \$186,050.

- The traditional Median Sales Price rose 5.5 percent to \$192,000.
- The lender-mediated Median Sales Price rose 7.5 percent to \$75,250.



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.

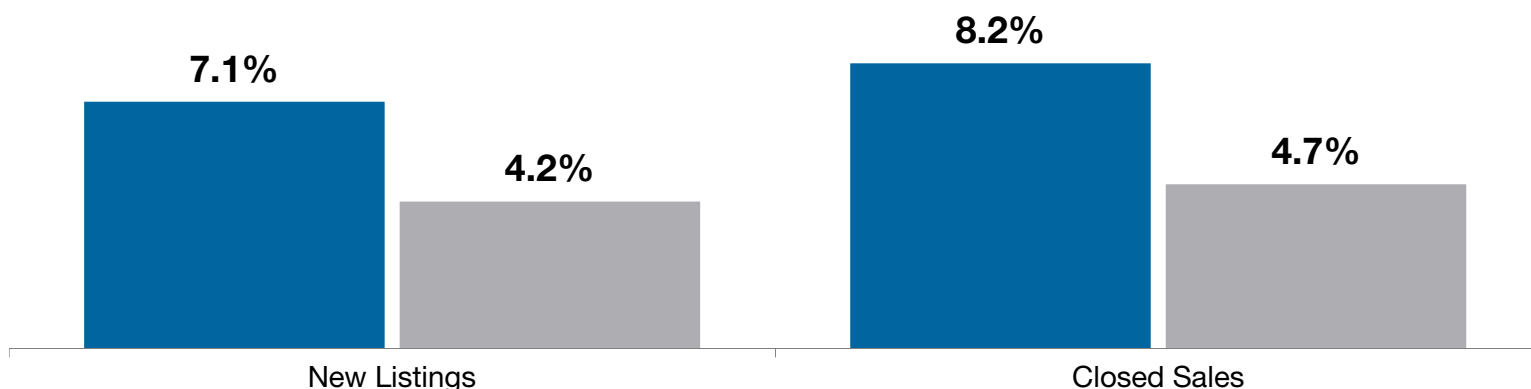


New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q3-2016	Q3-2017	+ / -	Q3-2016	Q3-2017	+ / -	Q3-2016	Q3-2017	+ / -	Q3-2016	Q3-2017
New Listings	729	449	- 38.4%	9,527	10,164	+ 6.7%	10,256	10,613	+ 3.5%	7.1%	4.2%
Closed Sales	769	438	- 43.0%	8,585	8,828	+ 2.8%	9,354	9,266	- 0.9%	8.2%	4.7%

Share of Activity that was Lender-Mediated

■ Q3-2016 ■ Q3-2017



Closed Sales by Price Range

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q3-2016	Q3-2017	+ / -	Q3-2016	Q3-2017	+ / -	Q3-2016	Q3-2017	+ / -	Q3-2016	Q3-2017
\$80,000 and Below	431	247	- 42.7%	725	692	- 4.6%	1,156	939	- 18.8%	37.3%	26.3%
\$80,001 to \$120,000	147	65	- 55.8%	1,082	958	- 11.5%	1,229	1,023	- 16.8%	12.0%	6.4%
\$120,001 to \$160,000	80	58	- 27.5%	1,675	1,573	- 6.1%	1,755	1,631	- 7.1%	4.6%	3.6%
\$160,001 to \$250,000	73	49	- 32.9%	2,671	2,919	+ 9.3%	2,744	2,968	+ 8.2%	2.7%	1.7%
\$250,001 and Above	38	19	- 50.0%	2,432	2,686	+ 10.4%	2,470	2,705	+ 9.5%	1.5%	0.7%
All Price Ranges*	769	438	- 43.0%	8,585	8,828	+ 2.8%	9,354	9,266	- 0.9%	8.2%	4.7%

Lender-Mediated Sales by Property Type

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q3-2016	Q3-2017	+ / -	Q3-2016	Q3-2017	+ / -	Q3-2016	Q3-2017	+ / -	Q3-2016	Q3-2017
Single-Family	713	401	- 43.8%	7,279	7,454	+ 2.4%	7,992	7,855	- 1.7%	8.9%	5.1%
Condo	56	34	- 39.3%	1,305	1,331	+ 2.0%	1,361	1,365	+ 0.3%	4.1%	2.5%
All Properties*	769	435	- 43.4%	8,584	8,785	+ 2.3%	9,353	9,220	- 1.4%	8.2%	+ 4.7%

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

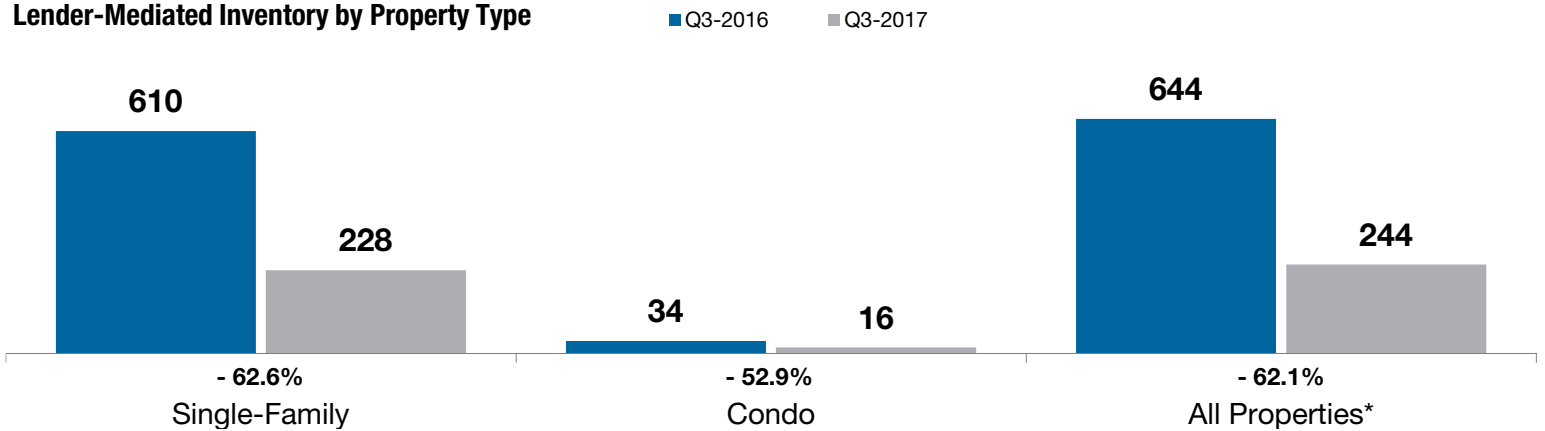
Prior year inventory in this report includes listings that were in contract last year but subsequently did not close.



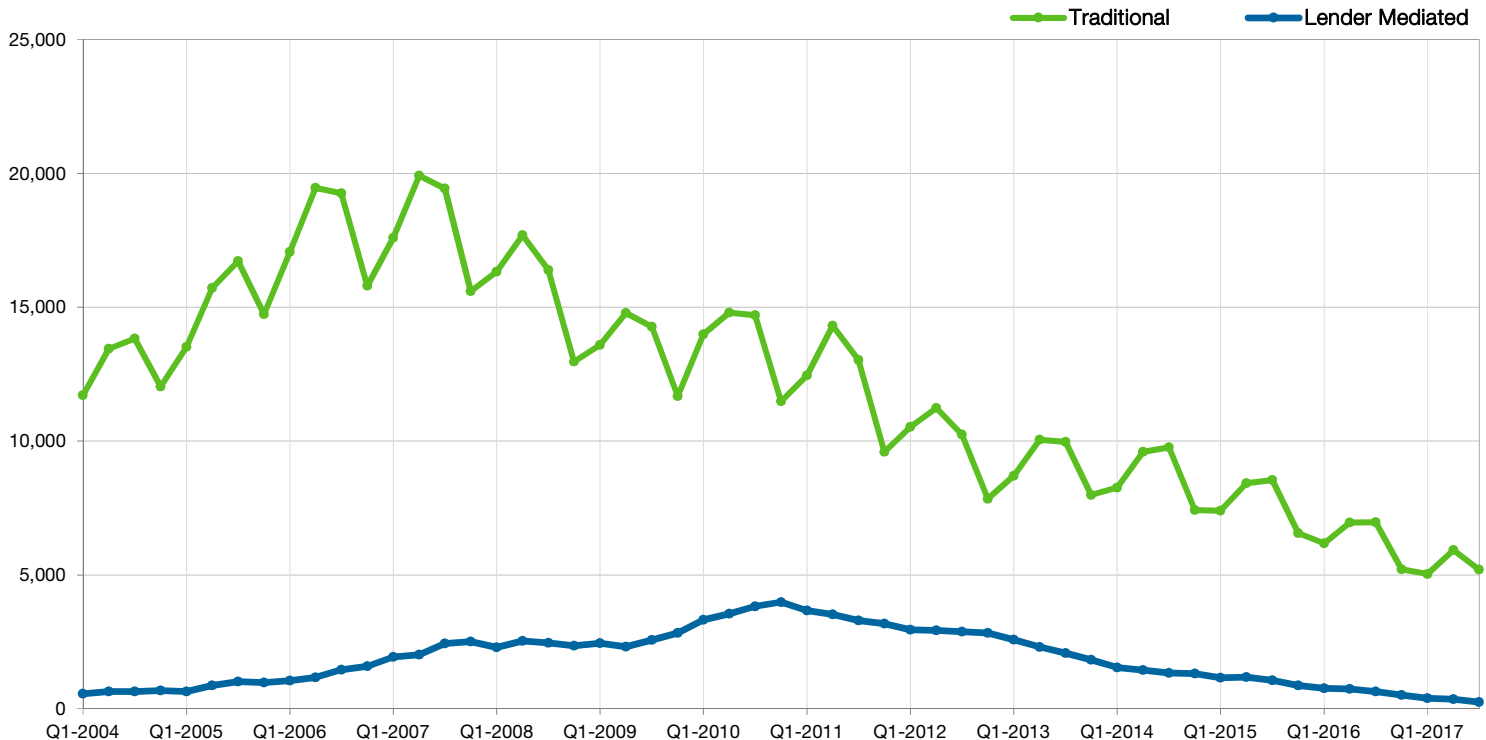
Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q3-2016	Q3-2017	+ / -	Q3-2016	Q3-2017	+ / -	Q3-2016	Q3-2017	+ / -	Q3-2016	Q3-2017
Single-Family	610	228	- 62.6%	6,115	4,632	- 24.3%	6,725	4,860	- 27.7%	9.1%	4.7%
Condo	34	16	- 52.9%	845	529	- 37.4%	879	545	- 38.0%	3.9%	2.9%
All Properties*	644	244	- 62.1%	6,960	5,161	- 25.8%	7,604	5,405	- 28.9%	8.5%	4.5%

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®

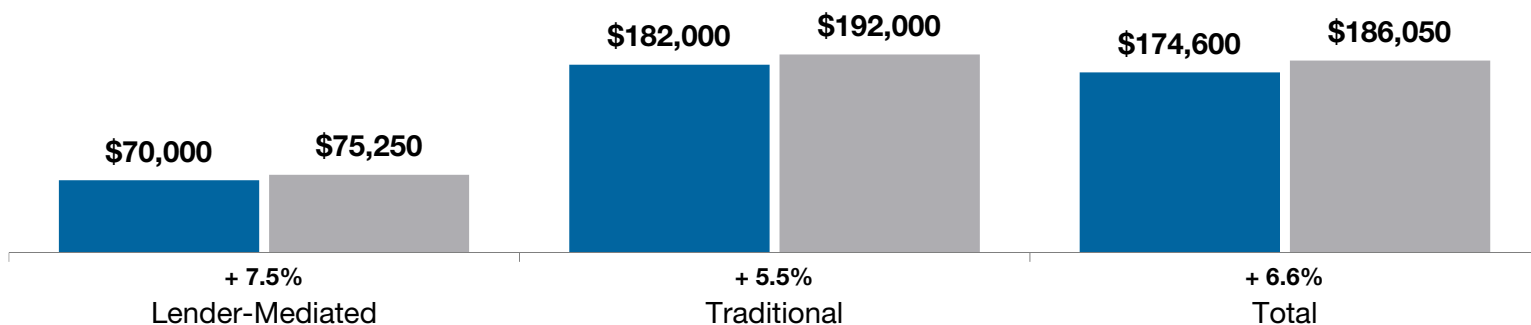


Median Sales Price

	Lender-Mediated			Traditional			Total		
	Q3-2016	Q3-2017	+ / -	Q3-2016	Q3-2017	+ / -	Q3-2016	Q3-2017	+ / -
Single-Family	\$69,000	\$72,985	+ 5.8%	\$191,500	\$200,000	+ 4.4%	\$181,900	\$195,000	+ 7.2%
Condo	\$81,000	\$88,476	+ 9.2%	\$141,500	\$157,000	+ 11.0%	\$139,888	\$156,000	+ 11.5%
All Properties*	\$70,000	\$75,250	+ 7.5%	\$182,000	\$192,000	+ 5.5%	\$174,600	\$186,050	+ 6.6%

Change in Median Sales Price for All Properties

■ Q3-2016 ■ Q3-2017

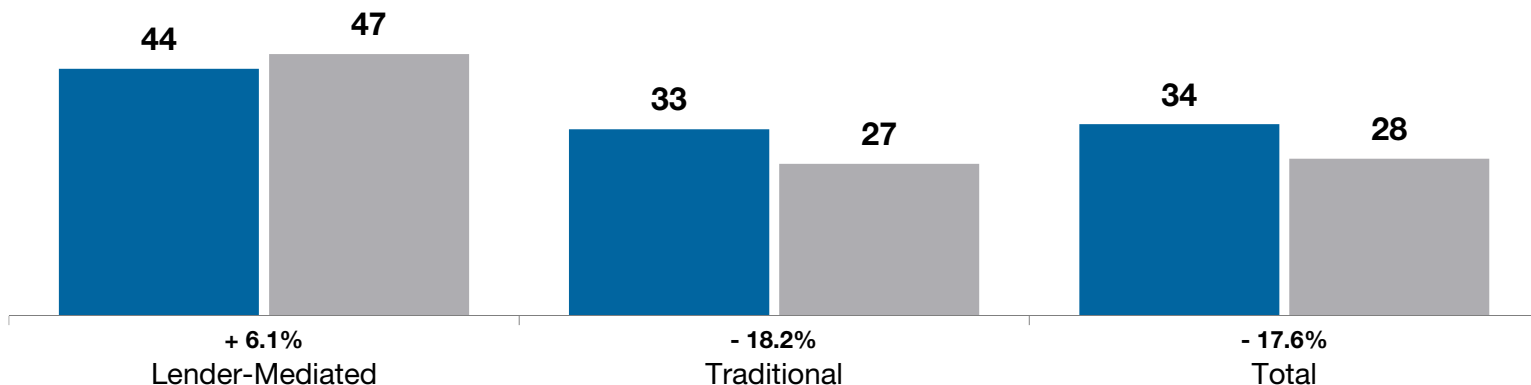


Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Q3-2016	Q3-2017	+ / -	Q3-2016	Q3-2017	+ / -	Q3-2016	Q3-2017	+ / -
Single-Family	44	46	+ 4.7%	34	28	- 17.6%	35	29	- 17.1%
Condo	42	51	+ 22.4%	28	25	- 10.7%	29	25	- 13.8%
All Properties*	44	47	+ 6.1%	33	27	- 18.2%	34	28	- 17.6%

Change in Days on Market Until Sale for All Properties

■ Q3-2016 ■ Q3-2017



* 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. | 4

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Inventory and Closed Sales by Area

	Inventory for Q3-2017			Closed Sales for Q3-2017		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
ENTIRE MLS	5,405	244	4.5%	9,266	438	4.7%
COUNTIES						
Champaign County	44	3	6.8%	35	0	0.0%
Clark County	53	5	9.4%	39	6	15.4%
Delaware County	663	9	1.4%	1,028	17	1.7%
Fairfield County	394	18	4.6%	674	42	6.2%
Fayette County	72	4	5.6%	78	6	7.7%
Franklin County	2,515	112	4.5%	5,428	249	4.6%
Hocking County	74	8	10.8%	74	5	6.8%
Knox County	123	3	2.4%	178	8	4.5%
Licking County	520	14	2.7%	694	34	4.9%
Logan County	58	2	3.4%	46	1	2.2%
Madison County	84	10	11.9%	138	12	8.7%
Marion County	67	5	7.5%	70	3	4.3%
Morrow County	69	2	2.9%	93	4	4.3%
Muskingum County	78	2	2.6%	53	8	15.1%
Perry County	70	9	12.9%	53	3	5.7%
Pickaway County	139	9	6.5%	207	20	9.7%
Ross County	56	3	5.4%	46	4	8.7%
Union County	195	6	3.1%	251	11	4.4%

COMMUNITIES / SCHOOL DISTRICTS

Beechwold / Clintonville	89	2	2.2%	198	1	0.5%
Bexley (Corp.)	47	0	0.0%	57	0	0.0%
Blacklick (43004)	80	2	2.5%	255	8	3.1%
Big Walnut Local School District	54	0	0.0%	80	2	2.5%
Buckeye Valley Local School District	39	2	5.1%	75	5	6.7%
Canal Winchester City School District	38	1	2.6%	120	7	5.8%
Circleville City School District	58	4	6.9%	49	3	6.1%
Columbus (Corp.)	1,447	76	5.3%	3,545	190	5.4%
Columbus City School District	1,119	58	5.2%	2,078	148	7.1%
Delaware City School District	72	3	4.2%	186	5	2.7%
Downtown Columbus (43215)	86	0	0.0%	84	0	0.0%
Dublin City School District	237	1	0.4%	338	2	0.6%
Dublin (Corp.)	170	0	0.0%	206	1	0.5%
Gahanna Jefferson City School District	109	2	1.8%	234	3	1.3%
Gahanna (Corp.)	54	2	3.7%	151	2	1.3%
German Village (43206 and German Village subdivision)	40	0	0.0%	37	0	0.0%
Grandview Heights (Corp.)	20	0	0.0%	29	0	0.0%
Granville Exempted Village School District	86	2	2.3%	43	1	2.3%
Groveport Madison Local School District	63	6	9.5%	195	15	7.7%

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 Q3-2017			Closed Sales for Q3-2017		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
Grove City (Corp.)	106	3	2.8%	223	5	2.2%
Hamilton Local School District	26	2	7.7%	44	2	4.5%
Hilliard City School District	160	6	3.8%	511	5	1.0%
Hilliard (Corp.)	71	1	1.4%	175	4	2.3%
Johnstown-Monroe Local School District	22	0	0.0%	44	2	4.5%
Jonathan Alder Local School District (Plain City)	21	1	4.8%	35	1	2.9%
Lancaster City School District	126	11	8.7%	189	19	10.1%
Lithopolis (Corp.)	7	0	0.0%	14	0	0.0%
London City School District	43	6	14.0%	75	10	13.3%
Marysville Exempted Village City School District	72	3	4.2%	160	7	4.4%
Minerva Park (Corp.)	5	0	0.0%	11	0	0.0%
Miami Trace Local School District	24	3	12.5%	37	5	13.5%
New Albany (Corp.)	85	0	0.0%	69	0	0.0%
New Albany Plain Local School District	111	1	0.9%	121	0	0.0%
Newark City School District	113	8	7.1%	181	14	7.7%
Northridge Local School District	27	0	0.0%	27	2	7.4%
Obetz (Corp.)	4	0	0.0%	14	1	7.1%
Olentangy Local School District	393	3	0.8%	499	3	0.6%
Pataskala (Corp.)	46	2	4.3%	101	2	2.0%
Pickerington (Corp.)	58	2	3.4%	130	7	5.4%
Pickerington Local School District	130	2	1.5%	292	10	3.4%
Powell (Corp.)	56	0	0.0%	89	0	0.0%
Reynoldsburg City School District	76	4	5.3%	226	10	4.4%
South-Western City School District (Grove City)	256	20	7.8%	586	31	5.3%
Sunbury (Corp.)	6	0	0.0%	28	0	0.0%
Teays Valley Local School District	38	2	5.3%	102	3	2.9%
Upper Arlington City School District	128	1	0.8%	187	1	0.5%
Valleyview (Corp.)	2	0	0.0%	7	2	28.6%
Washington Court House City School District	53	2	3.8%	45	3	6.7%
Jefferson Local School District (West Jefferson)	13	0	0.0%	21	0	0.0%
Westerville City School District	185	4	2.2%	496	10	2.0%
Westerville (Corp.)	71	1	1.4%	166	1	0.6%
Whitehall (Corp.)	41	6	14.6%	45	6	13.3%
Worthington City School District	86	2	2.3%	282	6	2.1%
Worthington (Corp.)	32	1	3.1%	86	2	2.3%

* "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). Report © 2017 ShowingTime. | 6

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Median Sales Price by Area

	Lender-Mediated			Traditional		
	Q3-2016	Q3-2017	+ / -	Q3-2016	Q3-2017	+ / -
ENTIRE MLS	\$70,000	\$75,250	+ 7.5%	\$182,000	\$192,000	+ 5.5%
COUNTIES						
Champaign County	\$65,000	\$0	- 100.0%	\$137,450	\$140,000	+ 1.9%
Clark County	\$122,657	\$28,450	- 76.8%	\$130,450	\$129,900	- 0.4%
Delaware County	\$229,900	\$177,500	- 22.8%	\$290,000	\$305,000	+ 5.2%
Fairfield County	\$103,700	\$118,100	+ 13.9%	\$184,650	\$198,250	+ 7.4%
Fayette County	\$33,100	\$71,250	+ 115.3%	\$137,900	\$122,500	- 11.2%
Franklin County	\$69,599	\$72,814	+ 4.6%	\$174,900	\$182,500	+ 4.3%
Hocking County	\$77,000	\$40,500	- 47.4%	\$132,450	\$152,950	+ 15.5%
Knox County	\$55,225	\$60,619	+ 9.8%	\$145,750	\$145,000	- 0.5%
Licking County	\$80,111	\$79,581	- 0.7%	\$173,500	\$185,000	+ 6.6%
Logan County	\$42,500	\$29,500	- 30.6%	\$132,250	\$142,000	+ 7.4%
Madison County	\$55,000	\$50,500	- 8.2%	\$162,500	\$159,950	- 1.6%
Marion County	\$36,550	\$41,054	+ 12.3%	\$137,000	\$140,000	+ 2.2%
Morrow County	\$56,750	\$57,955	+ 2.1%	\$157,000	\$148,750	- 5.3%
Muskingum County	\$69,750	\$73,613	+ 5.5%	\$156,000	\$192,500	+ 23.4%
Perry County	\$48,000	\$25,000	- 47.9%	\$136,950	\$165,000	+ 20.5%
Pickaway County	\$74,500	\$86,075	+ 15.5%	\$152,500	\$165,000	+ 8.2%
Ross County	\$48,900	\$39,000	- 20.2%	\$123,000	\$132,500	+ 7.7%
Union County	\$99,000	\$88,000	- 11.1%	\$229,900	\$222,500	- 3.2%

COMMUNITIES / SCHOOL DISTRICTS

Beechwold / Clintonville	\$198,500	\$147,000	- 25.9%	\$240,000	\$251,500	+ 4.8%
Bexley (Corp.)	\$200,000	\$0	- 100.0%	\$344,625	\$420,000	+ 21.9%
Blacklick (43004)	\$145,500	\$157,950	+ 8.6%	\$179,900	\$192,000	+ 6.7%
Big Walnut Local School District	\$237,000	\$287,450	+ 21.3%	\$290,000	\$274,450	- 5.4%
Buckeye Valley Local School District	\$245,070	\$142,000	- 42.1%	\$312,000	\$312,000	0.0%
Canal Winchester City School District	\$159,900	\$158,158	- 1.1%	\$174,450	\$191,300	+ 9.7%
Circleville City School District	\$74,500	\$55,000	- 26.2%	\$139,900	\$135,950	- 2.8%
Columbus (Corp.)	\$62,999	\$63,000	+ 0.0%	\$156,800	\$166,000	+ 5.9%
Columbus City School District	\$50,000	\$53,772	+ 7.5%	\$150,000	\$156,000	+ 4.0%
Delaware City School District	\$132,000	\$80,000	- 39.4%	\$174,450	\$195,000	+ 11.8%
Downtown Columbus (43215)	\$0	\$0	--	\$275,000	\$260,000	- 5.5%
Dublin City School District	\$163,700	\$316,925	+ 93.6%	\$275,200	\$301,750	+ 9.6%
Dublin (Corp.)	\$219,950	\$238,849	+ 8.6%	\$361,250	\$382,500	+ 5.9%
Gahanna Jefferson City School District	\$149,900	\$111,000	- 26.0%	\$224,750	\$235,000	+ 4.6%
Gahanna (Corp.)	\$119,040	\$128,000	+ 7.5%	\$209,250	\$210,000	+ 0.4%
German Village (43206 and German Village subdivision)	\$705,000	\$0	- 100.0%	\$353,000	\$385,000	+ 9.1%
Grandview Heights (Corp.)	\$0	\$0	--	\$359,000	\$335,000	- 6.7%
Granville Exempted Village School District	\$268,600	\$525,500	+ 95.6%	\$321,000	\$327,775	+ 2.1%
Groveport Madison Local School District	\$66,545	\$105,000	+ 57.8%	\$117,950	\$133,450	+ 13.1%

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		
	Q3-2016	Q3-2017	+ / -	Q3-2016	Q3-2017	+ / -
Grove City (Corp.)	\$97,500	\$173,250	+ 77.7%	\$190,000	\$216,325	+ 13.9%
Hamilton Local School District	\$78,155	\$40,825	- 47.8%	\$117,000	\$136,000	+ 16.2%
Hilliard City School District	\$117,000	\$227,000	+ 94.0%	\$202,000	\$216,500	+ 7.2%
Hilliard (Corp.)	\$96,630	\$203,250	+ 110.3%	\$251,250	\$256,000	+ 1.9%
Johnstown-Monroe Local School District	\$135,000	\$218,000	+ 61.5%	\$226,725	\$220,700	- 2.7%
Jonathan Alder Local School District (Plain City)	\$83,185	\$155,000	+ 86.3%	\$246,750	\$257,500	+ 4.4%
Lancaster City School District	\$64,000	\$72,969	+ 14.0%	\$135,250	\$149,900	+ 10.8%
Lithopolis (Corp.)	\$163,126	\$0	- 100.0%	\$274,900	\$235,013	- 14.5%
London City School District	\$54,500	\$50,500	- 7.3%	\$163,900	\$159,900	- 2.4%
Marysville Exempted Village City School District	\$124,370	\$80,600	- 35.2%	\$202,795	\$213,000	+ 5.0%
Minerva Park (Corp.)	\$0	\$0	--	\$204,500	\$239,900	+ 17.3%
Miami Trace Local School District	\$45,234	\$58,000	+ 28.2%	\$150,000	\$135,750	- 9.5%
New Albany (Corp.)	\$522,000	\$0	- 100.0%	\$539,250	\$589,631	+ 9.3%
New Albany Plain Local School District	\$331,500	\$0	- 100.0%	\$379,250	\$410,000	+ 8.1%
Newark City School District	\$52,600	\$47,854	- 9.0%	\$116,500	\$125,000	+ 7.3%
Northridge Local School District	\$70,200	\$400,000	+ 469.8%	\$209,750	\$238,000	+ 13.5%
Obetz (Corp.)	\$47,505	\$79,900	+ 68.2%	\$124,000	\$161,900	+ 30.6%
Olentangy Local School District	\$267,500	\$330,000	+ 23.4%	\$328,950	\$327,000	- 0.6%
Pataskala (Corp.)	\$110,000	\$185,353	+ 68.5%	\$184,900	\$190,000	+ 2.8%
Pickerington (Corp.)	\$142,000	\$170,900	+ 20.4%	\$212,950	\$222,250	+ 4.4%
Pickerington Local School District	\$149,000	\$177,950	+ 19.4%	\$205,007	\$224,000	+ 9.3%
Powell (Corp.)	\$289,450	\$0	- 100.0%	\$357,000	\$342,000	- 4.2%
Reynoldsburg City School District	\$113,312	\$88,726	- 21.7%	\$153,075	\$164,000	+ 7.1%
South-Western City School District (Grove City)	\$84,575	\$81,809	- 3.3%	\$150,000	\$165,000	+ 10.0%
Sunbury (Corp.)	\$104,000	\$0	- 100.0%	\$224,900	\$236,000	+ 4.9%
Teays Valley Local School District	\$134,255	\$147,147	+ 9.6%	\$150,900	\$182,000	+ 20.6%
Upper Arlington City School District	\$374,050	\$305,000	- 18.5%	\$355,000	\$373,500	+ 5.2%
Valleyview (Corp.)	\$0	\$80,200	--	\$107,500	\$109,850	+ 2.2%
Washington Court House City School District	\$27,000	\$72,500	+ 168.5%	\$103,500	\$107,500	+ 3.9%
Jefferson Local School District (West Jefferson)	\$75,801	\$0	- 100.0%	\$130,000	\$139,900	+ 7.6%
Westerville City School District	\$133,540	\$92,125	- 31.0%	\$203,000	\$218,000	+ 7.4%
Westerville (Corp.)	\$166,617	\$210,000	+ 26.0%	\$235,400	\$256,500	+ 9.0%
Whitehall (Corp.)	\$46,300	\$78,445	+ 69.4%	\$92,500	\$77,500	- 16.2%
Worthington City School District	\$120,000	\$160,050	+ 33.4%	\$220,000	\$235,450	+ 7.0%
Worthington (Corp.)	\$0	\$221,250	--	\$256,000	\$292,000	+ 14.1%