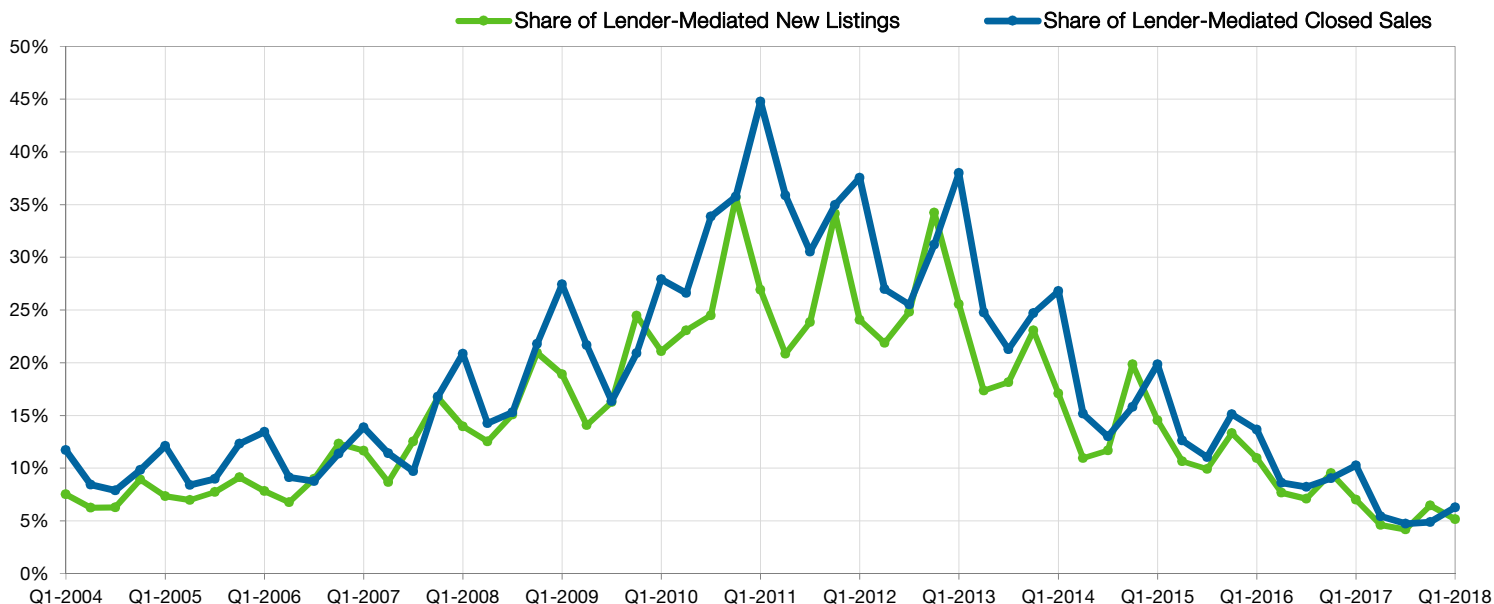


Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

Share of Total Activity That is Lender-Mediated



Q1-2018

New Listings in the Columbus region decreased 5.0 percent to 7,710.

- Traditional New Listings decreased 3.2 percent to 7,313.
- Lender-mediated New Listings decreased 30.1 percent to 397.
- The share of all New Listings that were lender-mediated fell to 5.1 percent.

Closed Sales were down 3.5 percent to 5,780.

- Traditional Closed Sales were up 0.8 percent to 5,417.
- Lender-mediated Closed Sales were down 41.0 percent to 363.
- The share of all Closed Sales that were lender-mediated fell to 6.3 percent.

The Median Sales Price rose 8.5 percent to \$179,000.

- The traditional Median Sales Price rose 5.7 percent to \$185,000.
- The lender-mediated Median Sales Price rose 4.0 percent to \$75,000.



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.

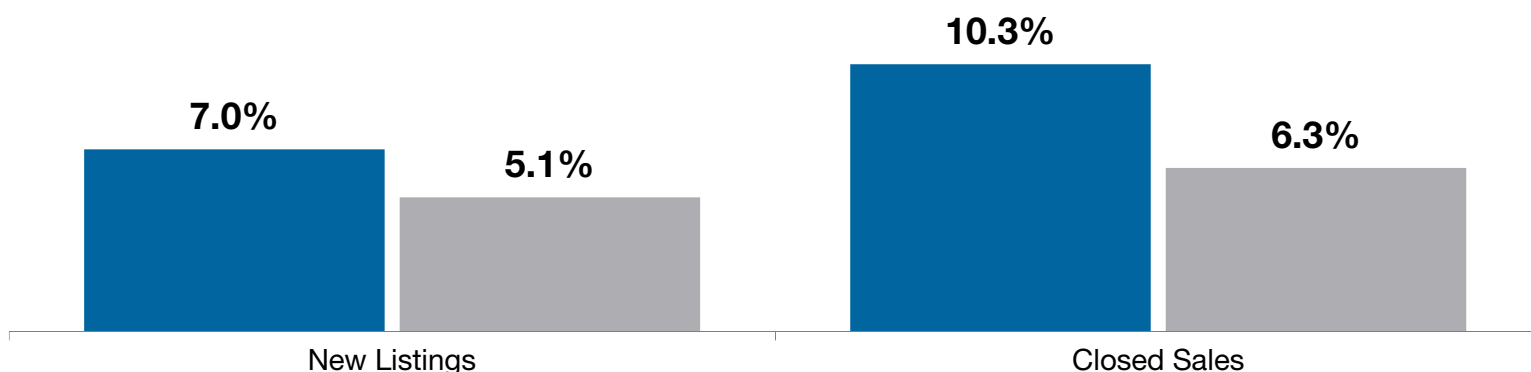


New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q1-2017	Q1-2018	+ / -	Q1-2017	Q1-2018	+ / -	Q1-2017	Q1-2018	+ / -	Q1-2017	Q1-2018
New Listings	568	397	- 30.1%	7,552	7,313	- 3.2%	8,120	7,710	- 5.0%	7.0%	5.1%
Closed Sales	615	363	- 41.0%	5,375	5,417	+ 0.8%	5,990	5,780	- 3.5%	10.3%	6.3%

Share of Activity that was Lender-Mediated

■ Q1-2017 ■ Q1-2018



Closed Sales by Price Range

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q1-2017	Q1-2018	+ / -	Q1-2017	Q1-2018	+ / -	Q1-2017	Q1-2018	+ / -	Q1-2017	Q1-2018
\$80,000 and Below	347	199	- 42.7%	615	572	- 7.0%	962	771	- 19.9%	36.1%	25.8%
\$80,001 to \$120,000	107	58	- 45.8%	738	653	- 11.5%	845	711	- 15.9%	12.7%	8.2%
\$120,001 to \$160,000	74	42	- 43.2%	1,029	951	- 7.6%	1,103	993	- 10.0%	6.7%	4.2%
\$160,001 to \$250,000	58	47	- 19.0%	1,578	1,625	+ 3.0%	1,636	1,672	+ 2.2%	3.5%	2.8%
\$250,001 and Above	29	17	- 41.4%	1,415	1,616	+ 14.2%	1,444	1,633	+ 13.1%	2.0%	1.0%
All Price Ranges*	615	363	- 41.0%	5,375	5,417	+ 0.8%	5,990	5,780	- 3.5%	10.3%	6.3%

Lender-Mediated Sales by Property Type

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q1-2017	Q1-2018	+ / -	Q1-2017	Q1-2018	+ / -	Q1-2017	Q1-2018	+ / -	Q1-2017	Q1-2018
Single-Family	578	338	- 41.5%	4,493	4,554	+ 1.4%	5,071	4,892	- 3.5%	11.4%	6.9%
Condo	36	20	- 44.4%	878	845	- 3.8%	914	865	- 5.4%	3.9%	2.3%
All Properties*	614	358	- 41.7%	5,371	5,399	+ 0.5%	5,985	5,757	- 3.8%	10.3%	+ 6.2%

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

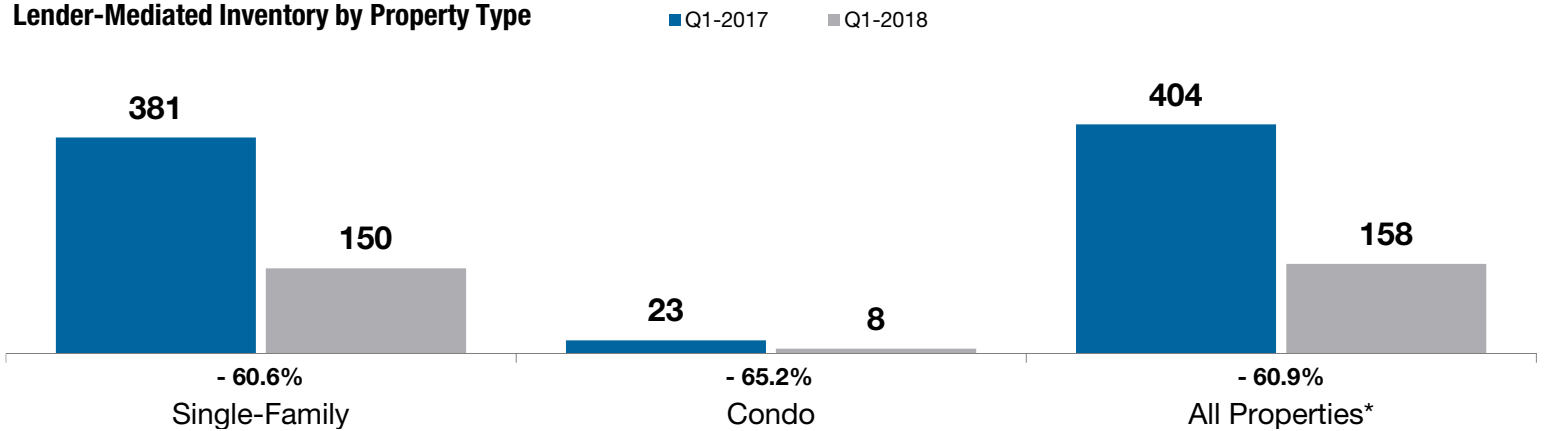
Prior year inventory in this report includes listings that were in contract last year but subsequently did not close.



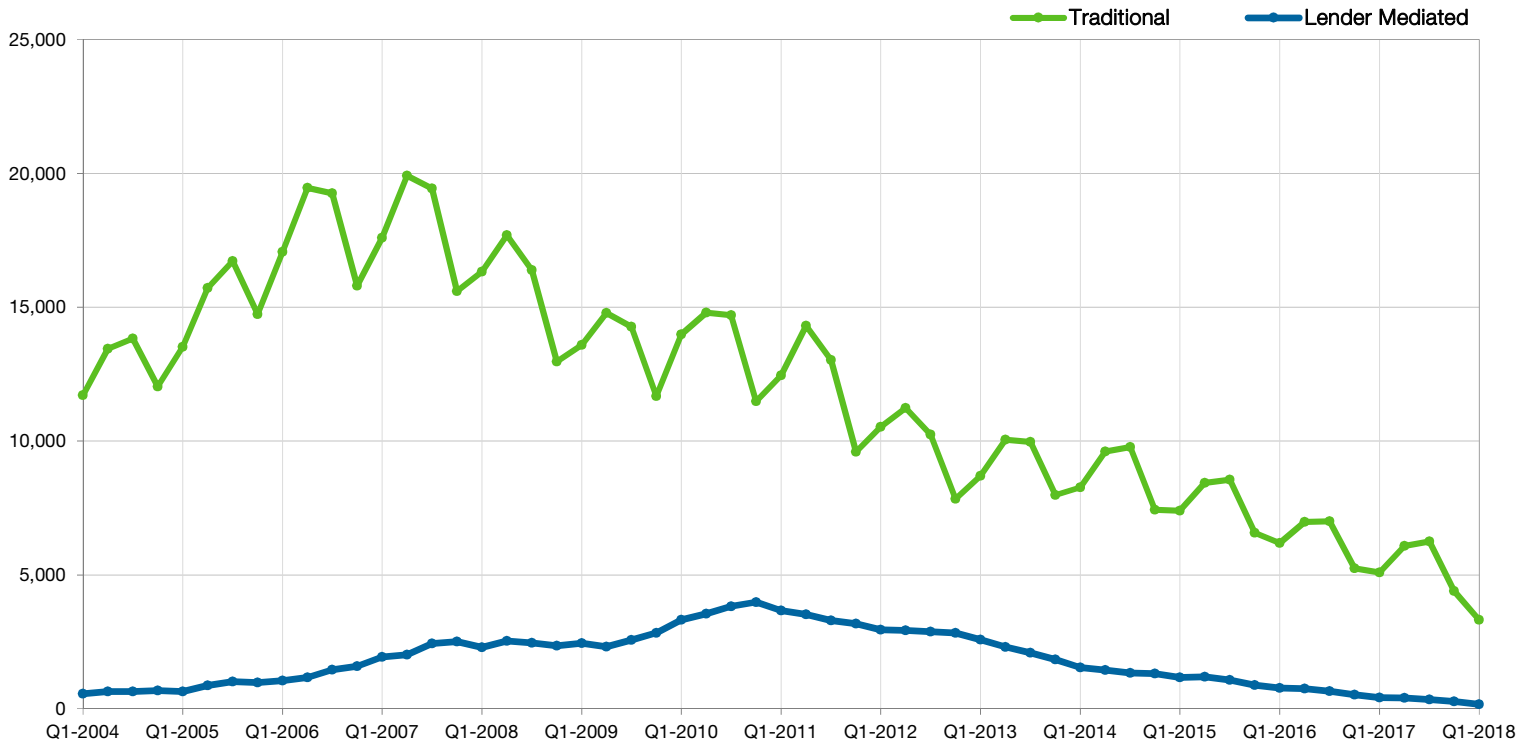
Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q1-2017	Q1-2018	+ / -	Q1-2017	Q1-2018	+ / -	Q1-2017	Q1-2018	+ / -	Q1-2017	Q1-2018
Single-Family	381	150	- 60.6%	4,393	2,889	- 34.2%	4,774	3,039	- 36.3%	8.0%	4.9%
Condo	23	8	- 65.2%	672	382	- 43.2%	695	390	- 43.9%	3.3%	2.1%
All Properties*	404	158	- 60.9%	5,065	3,271	- 35.4%	5,469	3,429	- 37.3%	7.4%	4.6%

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 © 2018 ShowingTime. | 3

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

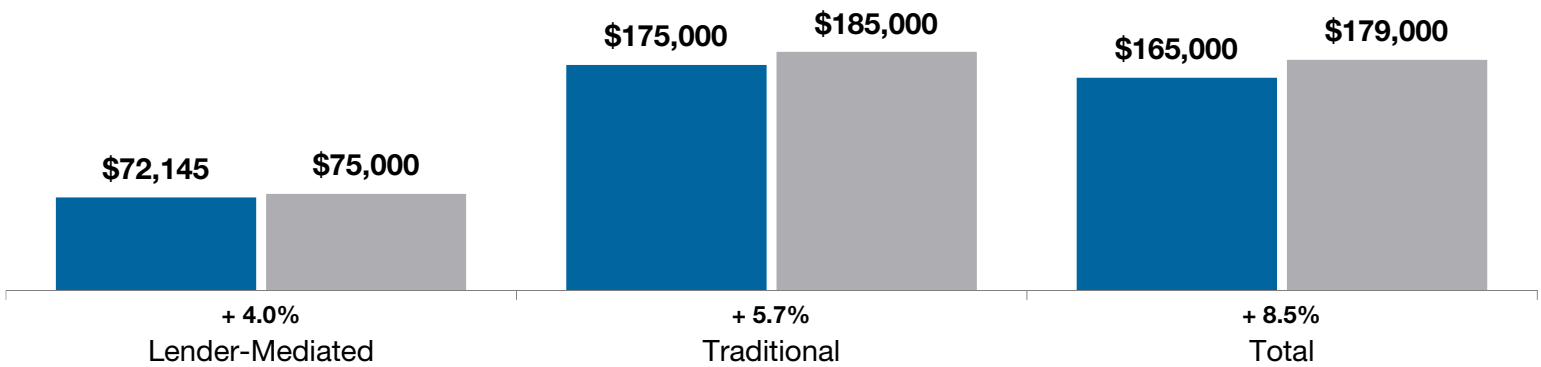


Median Sales Price

	Lender-Mediated			Traditional			Total		
	Q1-2017	Q1-2018	+ / -	Q1-2017	Q1-2018	+ / -	Q1-2017	Q1-2018	+ / -
Single-Family	\$72,550	\$75,000	+ 3.4%	\$182,000	\$195,000	+ 7.1%	\$171,000	\$186,500	+ 9.1%
Condo	\$70,001	\$81,200	+ 16.0%	\$144,500	\$155,000	+ 7.3%	\$141,800	\$155,000	+ 9.3%
All Properties*	\$72,145	\$75,000	+ 4.0%	\$175,000	\$185,000	+ 5.7%	\$165,000	\$179,000	+ 8.5%

Change in Median Sales Price for All Properties

■ Q1-2017 ■ Q1-2018

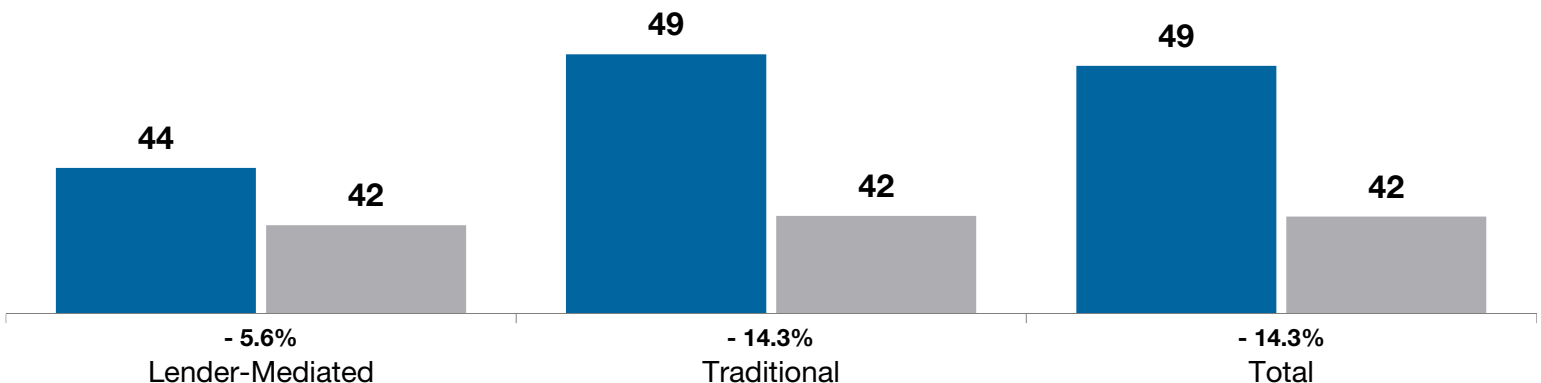


Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Q1-2017	Q1-2018	+ / -	Q1-2017	Q1-2018	+ / -	Q1-2017	Q1-2018	+ / -
Single-Family	44	42	- 5.0%	51	44	- 13.7%	50	44	- 12.0%
Condo	41	35	- 15.9%	40	32	- 20.0%	40	32	- 20.0%
All Properties*	44	42	- 5.6%	49	42	- 14.3%	49	42	- 14.3%

Change in Days on Market Until Sale for All Properties

■ Q1-2017 ■ Q1-2018



* 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 © 2018 ShowingTime. | 4

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Inventory and Closed Sales by Area

	Inventory for Q1-2018			Closed Sales for Q1-2018		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
ENTIRE MLS	3,429	158	4.6%	5,780	363	6.3%
COUNTIES						
Champaign County	34	4	11.8%	24	5	20.8%
Clark County	47	7	14.9%	40	7	17.5%
Delaware County	434	7	1.6%	529	16	3.0%
Fairfield County	264	14	5.3%	399	25	6.3%
Fayette County	60	5	8.3%	54	7	13.0%
Franklin County	1,498	65	4.3%	3,503	211	6.0%
Hocking County	50	3	6.0%	52	10	19.2%
Knox County	84	4	4.8%	96	3	3.1%
Licking County	281	8	2.8%	436	22	5.0%
Logan County	42	1	2.4%	29	3	10.3%
Madison County	56	2	3.6%	89	7	7.9%
Marion County	52	6	11.5%	40	7	17.5%
Morrow County	57	4	7.0%	53	2	3.8%
Muskingum County	41	0	0.0%	32	0	0.0%
Perry County	45	3	6.7%	45	6	13.3%
Pickaway County	88	3	3.4%	123	12	9.8%
Ross County	45	1	2.2%	38	4	10.5%
Union County	133	5	3.8%	136	9	6.6%

COMMUNITIES / SCHOOL DISTRICTS

Beechwold / Clintonville	28	0	0.0%	119	1	0.8%
Bexley (Corp.)	21	0	0.0%	29	2	6.9%
Blacklick (43004)	51	4	7.8%	116	3	2.6%
Big Walnut Local School District	37	1	2.7%	39	0	0.0%
Buckeye Valley Local School District	33	3	9.1%	34	1	2.9%
Canal Winchester City School District	27	1	3.7%	49	1	2.0%
Circleville City School District	28	0	0.0%	43	7	16.3%
Columbus (Corp.)	853	43	5.0%	2,258	151	6.7%
Columbus City School District	724	34	4.7%	1,467	122	8.3%
Delaware City School District	34	1	2.9%	93	9	9.7%
Downtown Columbus (43215)	88	0	0.0%	63	1	1.6%
Dublin City School District	165	1	0.6%	224	3	1.3%
Dublin (Corp.)	118	0	0.0%	128	2	1.6%
Gahanna Jefferson City School District	60	2	3.3%	156	5	3.2%
Gahanna (Corp.)	23	1	4.3%	106	4	3.8%
German Village (43206 and German Village subdivision)	27	0	0.0%	29	0	0.0%
Grandview Heights (Corp.)	13	0	0.0%	29	0	0.0%
Granville Exempted Village School District	54	0	0.0%	40	1	2.5%
Groveport Madison Local School District	37	1	2.7%	128	21	16.4%

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 Q1-2018			Closed Sales for Q1-2018		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
Grove City (Corp.)	63	3	4.8%	147	9	6.1%
Hamilton Local School District	8	0	0.0%	28	4	14.3%
Hilliard City School District	105	2	1.9%	272	7	2.6%
Hilliard (Corp.)	43	1	2.3%	90	2	2.2%
Johnstown-Monroe Local School District	10	1	10.0%	25	0	0.0%
Jonathan Alder Local School District (Plain City)	9	0	0.0%	11	1	9.1%
Lancaster City School District	100	9	9.0%	128	10	7.8%
Lithopolis (Corp.)	5	0	0.0%	5	0	0.0%
London City School District	24	0	0.0%	46	4	8.7%
Marysville Exempted Village City School District	43	3	7.0%	86	7	8.1%
Minerva Park (Corp.)	3	1	33.3%	15	0	0.0%
Miami Trace Local School District	21	1	4.8%	21	1	4.8%
New Albany (Corp.)	74	0	0.0%	43	0	0.0%
New Albany Plain Local School District	86	1	1.2%	70	1	1.4%
Newark City School District	63	4	6.3%	142	11	7.7%
Northridge Local School District	12	1	8.3%	11	0	0.0%
Obetz (Corp.)	5	0	0.0%	8	1	12.5%
Olentangy Local School District	259	1	0.4%	273	5	1.8%
Pataskala (Corp.)	22	1	4.5%	54	5	9.3%
Pickerington (Corp.)	36	0	0.0%	74	3	4.1%
Pickerington Local School District	75	0	0.0%	159	6	3.8%
Powell (Corp.)	40	0	0.0%	46	0	0.0%
Reynoldsburg City School District	32	3	9.4%	141	4	2.8%
South-Western City School District (Grove City)	127	10	7.9%	398	27	6.8%
Sunbury (Corp.)	4	0	0.0%	14	0	0.0%
Teays Valley Local School District	31	1	3.2%	44	4	9.1%
Upper Arlington City School District	70	1	1.4%	121	2	1.7%
Valleyview (Corp.)	3	0	0.0%	7	0	0.0%
Washington Court House City School District	42	4	9.5%	34	6	17.6%
Jefferson Local School District (West Jefferson)	10	0	0.0%	19	1	5.3%
Westerville City School District	91	3	3.3%	250	7	2.8%
Westerville (Corp.)	31	1	3.2%	97	0	0.0%
Whitehall (Corp.)	12	2	16.7%	42	3	7.1%
Worthington City School District	44	3	6.8%	161	1	0.6%
Worthington (Corp.)	14	2	14.3%	31	0	0.0%

* "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 © 2018 ShowingTime. | 6

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Median Sales Price by Area

	Lender-Mediated			Traditional		
	Q1-2017	Q1-2018	+ / -	Q1-2017	Q1-2018	+ / -
ENTIRE MLS	\$72,145	\$75,000	+ 4.0%	\$175,000	\$185,000	+ 5.7%
COUNTIES						
Champaign County	\$68,000	\$47,000	- 30.9%	\$135,000	\$131,000	- 3.0%
Clark County	\$34,950	\$65,000	+ 86.0%	\$106,000	\$143,000	+ 34.9%
Delaware County	\$204,000	\$143,250	- 29.8%	\$295,000	\$322,000	+ 9.2%
Fairfield County	\$105,154	\$122,325	+ 16.3%	\$170,000	\$199,250	+ 17.2%
Fayette County	\$71,450	\$54,900	- 23.2%	\$99,000	\$111,450	+ 12.6%
Franklin County	\$69,200	\$74,900	+ 8.2%	\$166,000	\$178,000	+ 7.2%
Hocking County	\$119,500	\$68,000	- 43.1%	\$120,000	\$175,000	+ 45.8%
Knox County	\$55,684	\$28,000	- 49.7%	\$162,750	\$146,500	- 10.0%
Licking County	\$60,000	\$96,500	+ 60.8%	\$174,200	\$178,000	+ 2.2%
Logan County	\$0	\$88,000	--	\$125,000	\$145,450	+ 16.4%
Madison County	\$84,930	\$46,100	- 45.7%	\$160,000	\$151,825	- 5.1%
Marion County	\$37,690	\$33,500	- 11.1%	\$115,000	\$120,000	+ 4.3%
Morrow County	\$41,000	\$41,025	+ 0.1%	\$146,450	\$150,900	+ 3.0%
Muskingum County	\$32,717	\$0	- 100.0%	\$141,450	\$148,500	+ 5.0%
Perry County	\$64,100	\$17,500	- 72.7%	\$135,000	\$145,950	+ 8.1%
Pickaway County	\$90,250	\$77,500	- 14.1%	\$154,500	\$155,000	+ 0.3%
Ross County	\$29,504	\$44,312	+ 50.2%	\$143,000	\$142,200	- 0.6%
Union County	\$126,000	\$185,100	+ 46.9%	\$220,950	\$245,000	+ 10.9%

COMMUNITIES / SCHOOL DISTRICTS

Beechwold / Clintonville	\$152,250	\$165,000	+ 8.4%	\$237,000	\$249,250	+ 5.2%
Bexley (Corp.)	\$0	\$291,000	--	\$318,500	\$345,000	+ 8.3%
Blacklick (43004)	\$148,150	\$121,116	- 18.2%	\$183,250	\$208,000	+ 13.5%
Big Walnut Local School District	\$227,850	\$0	- 100.0%	\$285,000	\$273,000	- 4.2%
Buckeye Valley Local School District	\$0	\$354,000	--	\$280,000	\$309,850	+ 10.7%
Canal Winchester City School District	\$163,050	\$177,500	+ 8.9%	\$185,000	\$220,000	+ 18.9%
Circleville City School District	\$37,000	\$61,551	+ 66.4%	\$139,250	\$130,950	- 6.0%
Columbus (Corp.)	\$63,044	\$65,000	+ 3.1%	\$150,000	\$161,000	+ 7.3%
Columbus City School District	\$42,900	\$50,090	+ 16.8%	\$139,900	\$148,000	+ 5.8%
Delaware City School District	\$113,375	\$122,000	+ 7.6%	\$180,000	\$200,050	+ 11.1%
Downtown Columbus (43215)	\$165,944	\$215,100	+ 29.6%	\$271,100	\$324,250	+ 19.6%
Dublin City School District	\$185,000	\$168,500	- 8.9%	\$280,900	\$296,900	+ 5.7%
Dublin (Corp.)	\$354,212	\$256,750	- 27.5%	\$350,500	\$380,000	+ 8.4%
Gahanna Jefferson City School District	\$159,502	\$121,710	- 23.7%	\$232,750	\$235,300	+ 1.1%
Gahanna (Corp.)	\$138,888	\$145,355	+ 4.7%	\$200,050	\$229,500	+ 14.7%
German Village (43206 and German Village subdivision)	\$483,000	\$0	- 100.0%	\$367,000	\$387,900	+ 5.7%
Grandview Heights (Corp.)	\$0	\$0	--	\$287,500	\$376,500	+ 31.0%
Granville Exempted Village School District	\$280,000	\$138,500	- 50.5%	\$330,000	\$372,000	+ 12.7%
Groveport Madison Local School District	\$84,900	\$81,500	- 4.0%	\$134,900	\$130,000	- 3.6%

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		
	Q1-2017	Q1-2018	+ / -	Q1-2017	Q1-2018	+ / -
Grove City (Corp.)	\$110,550	\$169,000	+ 52.9%	\$176,450	\$223,500	+ 26.7%
Hamilton Local School District	\$72,550	\$33,000	- 54.5%	\$127,950	\$134,950	+ 5.5%
Hilliard City School District	\$139,600	\$152,000	+ 8.9%	\$199,900	\$217,500	+ 8.8%
Hilliard (Corp.)	\$115,000	\$220,000	+ 91.3%	\$229,900	\$253,500	+ 10.3%
Johnstown-Monroe Local School District	\$156,413	\$0	- 100.0%	\$199,500	\$248,000	+ 24.3%
Jonathan Alder Local School District (Plain City)	\$150,000	\$322,100	+ 114.7%	\$245,000	\$241,500	- 1.4%
Lancaster City School District	\$70,000	\$112,000	+ 60.0%	\$128,250	\$135,700	+ 5.8%
Lithopolis (Corp.)	\$0	\$0	--	\$235,000	\$233,000	- 0.9%
London City School District	\$103,930	\$45,551	- 56.2%	\$160,000	\$147,500	- 7.8%
Marysville Exempted Village City School District	\$113,600	\$185,100	+ 62.9%	\$198,750	\$220,000	+ 10.7%
Minerva Park (Corp.)	\$89,010	\$0	- 100.0%	\$204,900	\$240,000	+ 17.1%
Miami Trace Local School District	\$45,380	\$65,000	+ 43.2%	\$117,400	\$123,118	+ 4.9%
New Albany (Corp.)	\$195,000	\$0	- 100.0%	\$535,000	\$480,000	- 10.3%
New Albany Plain Local School District	\$261,500	\$265,000	+ 1.3%	\$368,500	\$380,000	+ 3.1%
Newark City School District	\$52,000	\$76,000	+ 46.2%	\$107,500	\$107,900	+ 0.4%
Northridge Local School District	\$115,000	\$0	- 100.0%	\$196,550	\$272,450	+ 38.6%
Obetz (Corp.)	\$80,100	\$0	- 100.0%	\$135,000	\$162,900	+ 20.7%
Olentangy Local School District	\$260,000	\$239,900	- 7.7%	\$315,855	\$349,900	+ 10.8%
Pataskala (Corp.)	\$135,000	\$128,000	- 5.2%	\$182,500	\$203,000	+ 11.2%
Pickerington (Corp.)	\$191,661	\$236,000	+ 23.1%	\$211,000	\$236,500	+ 12.1%
Pickerington Local School District	\$199,000	\$182,500	- 8.3%	\$212,950	\$235,000	+ 10.4%
Powell (Corp.)	\$305,500	\$0	- 100.0%	\$365,000	\$346,500	- 5.1%
Reynoldsburg City School District	\$85,225	\$89,750	+ 5.3%	\$159,900	\$160,000	+ 0.1%
South-Western City School District (Grove City)	\$86,500	\$130,000	+ 50.3%	\$143,450	\$164,950	+ 15.0%
Sunbury (Corp.)	\$0	\$0	--	\$182,450	\$260,500	+ 42.8%
Teays Valley Local School District	\$148,450	\$57,500	- 61.3%	\$157,000	\$175,000	+ 11.5%
Upper Arlington City School District	\$400,000	\$372,500	- 6.9%	\$356,796	\$385,000	+ 7.9%
Valleyview (Corp.)	\$0	\$0	--	\$0	\$105,000	--
Washington Court House City School District	\$77,900	\$47,950	- 38.4%	\$81,800	\$105,900	+ 29.5%
Jefferson Local School District (West Jefferson)	\$36,200	\$56,000	+ 54.7%	\$132,750	\$144,200	+ 8.6%
Westerville City School District	\$87,005	\$141,840	+ 63.0%	\$198,000	\$240,000	+ 21.2%
Westerville (Corp.)	\$165,600	\$0	- 100.0%	\$240,000	\$258,800	+ 7.8%
Whitehall (Corp.)	\$41,250	\$55,000	+ 33.3%	\$74,500	\$86,000	+ 15.4%
Worthington City School District	\$108,000	\$187,500	+ 73.6%	\$215,000	\$244,500	+ 13.7%
Worthington (Corp.)	\$265,000	\$0	- 100.0%	\$275,000	\$323,900	+ 17.8%