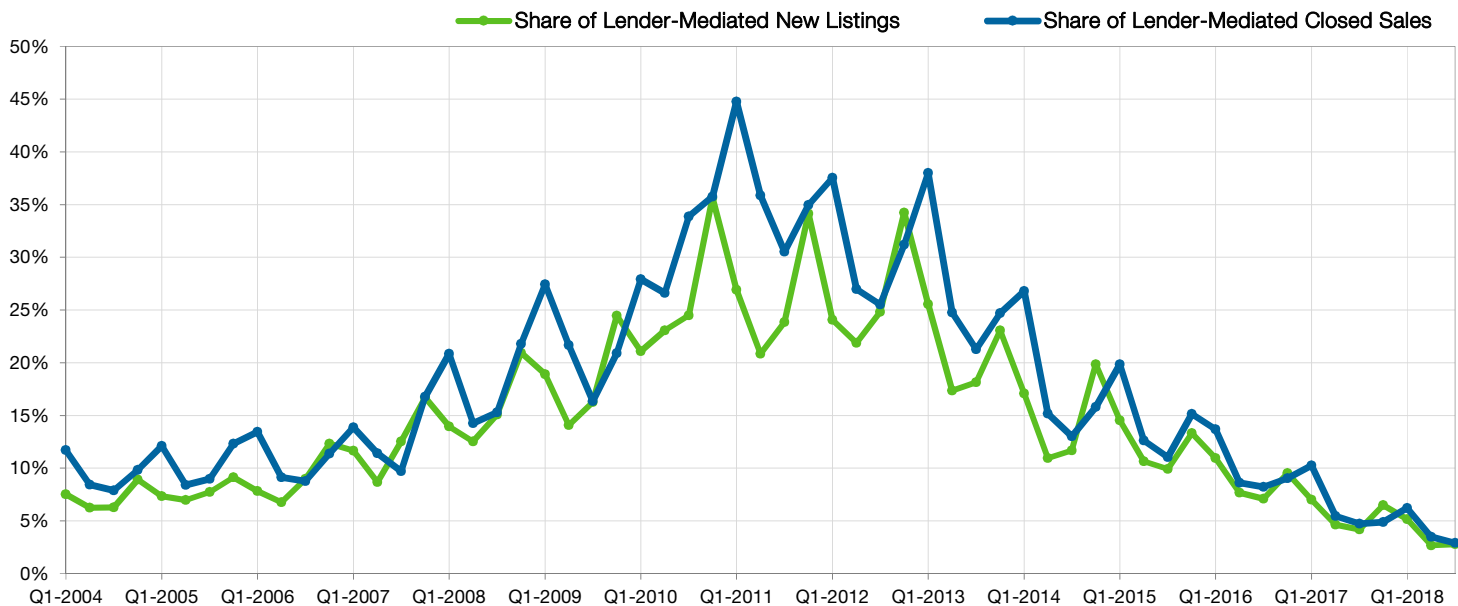


Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

Share of Total Activity That is Lender-Mediated



Q3-2018



New Listings in the Columbus region increased 0.5 percent to 10,717.

- Traditional New Listings increased 2.0 percent to 10,419.
- Lender-mediated New Listings decreased 33.2 percent to 298.
- The share of all New Listings that were lender-mediated fell to 2.8 percent.

Closed Sales were down 3.1 percent to 9,132.

- Traditional Closed Sales were down 1.2 percent to 8,867.
- Lender-mediated Closed Sales were down 40.6 percent to 265.
- The share of all Closed Sales that were lender-mediated fell to 2.9 percent.

The Median Sales Price rose 7.8 percent to \$200,000.

- The traditional Median Sales Price rose 7.4 percent to \$205,000.
- The lender-mediated Median Sales Price rose 20.3 percent to \$88,694.

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, Court Approval; 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 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 any time.

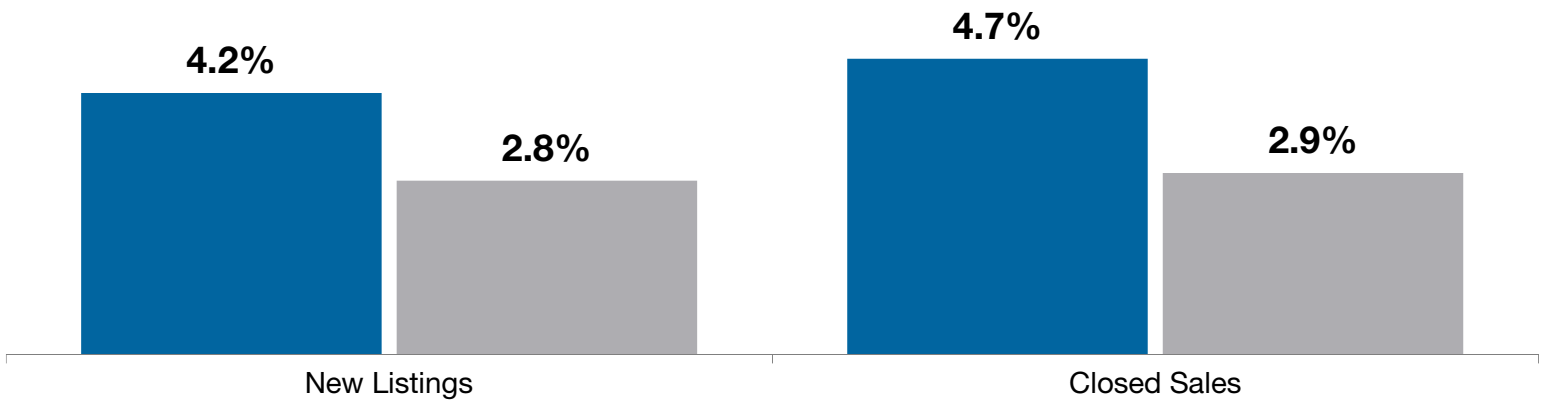


New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q3-2017	Q3-2018	+ / -	Q3-2017	Q3-2018	+ / -	Q3-2017	Q3-2018	+ / -	Q3-2017	Q3-2018
New Listings	446	298	- 33.2%	10,215	10,419	+ 2.0%	10,661	10,717	+ 0.5%	4.2%	2.8%
Closed Sales	446	265	- 40.6%	8,977	8,867	- 1.2%	9,423	9,132	- 3.1%	4.7%	2.9%

Share of Activity that was Lender-Mediated

■ Q3-2017 ■ Q3-2018



Closed Sales by Price Range

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q3-2017	Q3-2018	+ / -	Q3-2017	Q3-2018	+ / -	Q3-2017	Q3-2018	+ / -	Q3-2017	Q3-2018
\$80,000 and Below	253	127	- 49.8%	714	618	- 13.4%	967	745	- 23.0%	26.2%	17.0%
\$80,001 to \$120,000	67	52	- 22.4%	979	888	- 9.3%	1,046	940	- 10.1%	6.4%	5.5%
\$120,001 to \$160,000	57	30	- 47.4%	1,610	1,390	- 13.7%	1,667	1,420	- 14.8%	3.4%	2.1%
\$160,001 to \$250,000	50	35	- 30.0%	2,955	2,917	- 1.3%	3,005	2,952	- 1.8%	1.7%	1.2%
\$250,001 and Above	19	21	+ 10.5%	2,719	3,054	+ 12.3%	2,738	3,075	+ 12.3%	0.7%	0.7%
All Price Ranges*	446	265	- 40.6%	8,977	8,867	- 1.2%	9,423	9,132	- 3.1%	4.7%	2.9%

Lender-Mediated Sales by Property Type

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q3-2017	Q3-2018	+ / -	Q3-2017	Q3-2018	+ / -	Q3-2017	Q3-2018	+ / -	Q3-2017	Q3-2018
Single-Family	409	251	- 38.6%	7,579	7,574	- 0.1%	7,988	7,825	- 2.0%	5.1%	3.2%
Condo	34	12	- 64.7%	1,354	1,236	- 8.7%	1,388	1,248	- 10.1%	2.4%	1.0%
All Properties*	446	265	- 40.6%	8,977	8,867	- 1.2%	9,423	9,132	- 3.1%	4.7%	+ 2.9%

* 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®

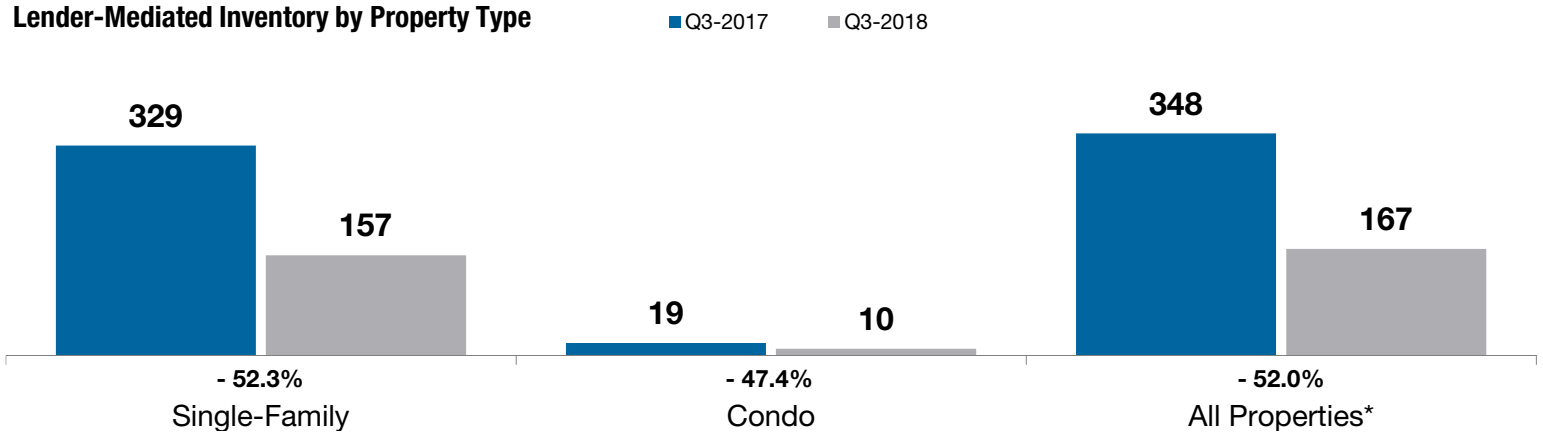
Prior year inventory in this report includes listings that were in contract last year but subsequently did not close.



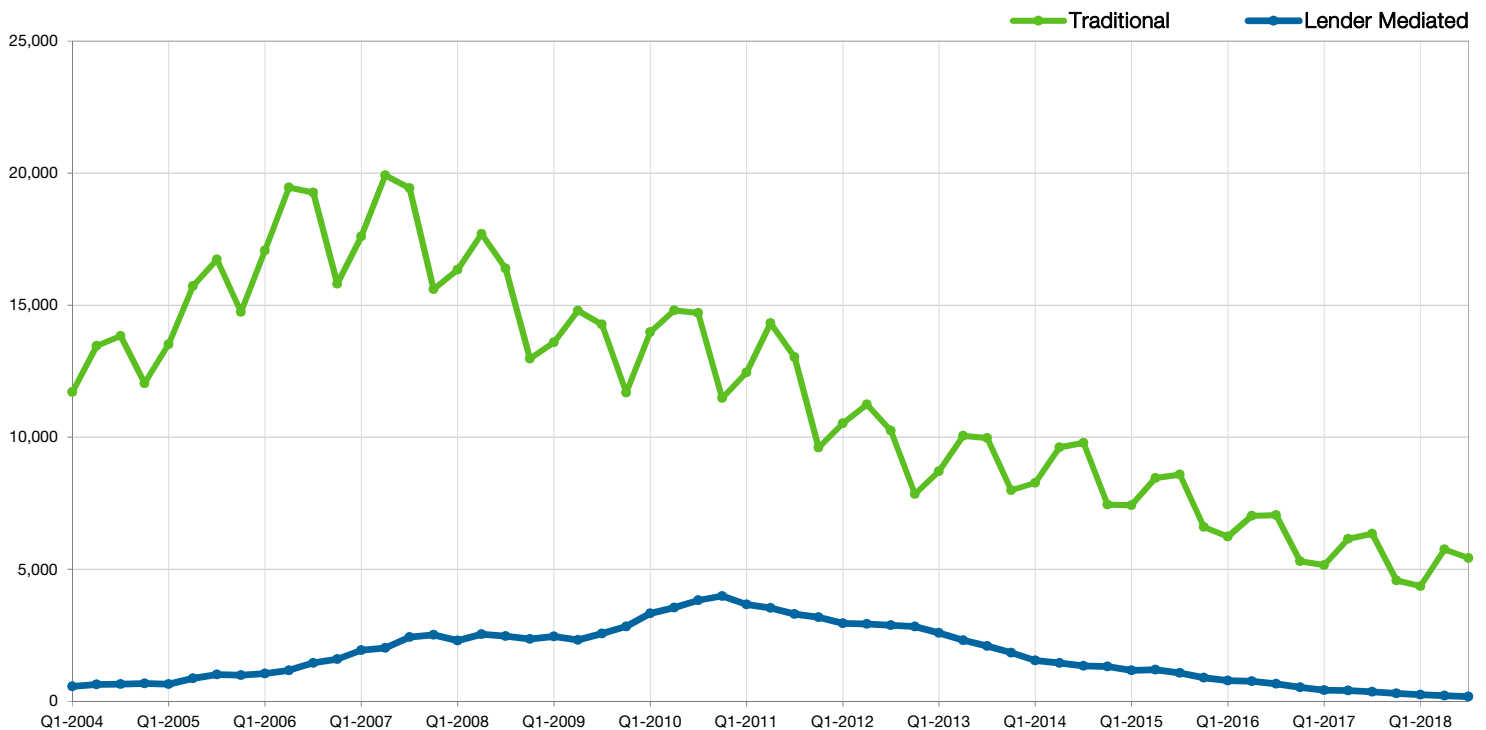
Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q3-2017	Q3-2018	+ / -	Q3-2017	Q3-2018	+ / -	Q3-2017	Q3-2018	+ / -	Q3-2017	Q3-2018
Single-Family	329	157	- 52.3%	5,624	4,790	- 14.8%	5,953	4,947	- 16.9%	5.5%	3.2%
Condo	19	10	- 47.4%	674	573	- 15.0%	693	583	- 15.9%	2.7%	1.7%
All Properties*	348	167	- 52.0%	6,298	5,363	- 14.8%	6,705	5,589	- 16.6%	5.2%	3.0%

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.

Lender-Mediated Properties Report

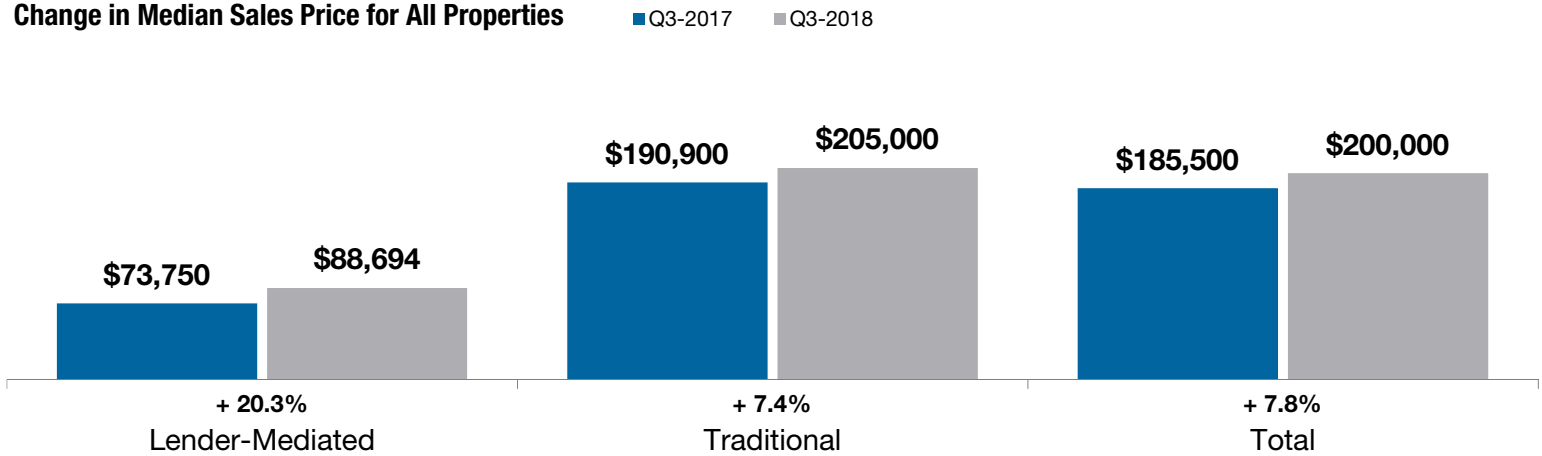
A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Median Sales Price

	Lender-Mediated			Traditional			Total		
	Q3-2017	Q3-2018	+ / -	Q3-2017	Q3-2018	+ / -	Q3-2017	Q3-2018	+ / -
Single-Family	\$72,500	\$89,575	+ 23.6%	\$199,925	\$215,000	+ 7.5%	\$194,900	\$210,000	+ 7.7%
Condo	\$88,476	\$83,500	- 5.6%	\$156,300	\$165,700	+ 6.0%	\$155,250	\$165,000	+ 6.3%
All Properties*	\$73,750	\$88,694	+ 20.3%	\$190,900	\$205,000	+ 7.4%	\$185,500	\$200,000	+ 7.8%

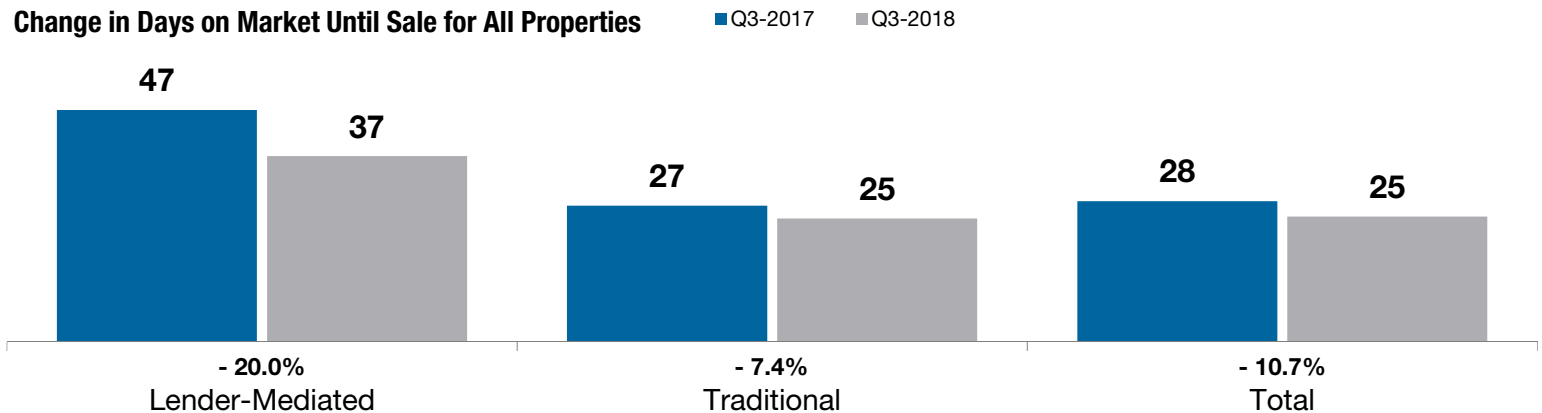
Change in Median Sales Price for All Properties



Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Q3-2017	Q3-2018	+ / -	Q3-2017	Q3-2018	+ / -	Q3-2017	Q3-2018	+ / -
Single-Family	46	37	- 18.8%	28	25	- 10.7%	29	26	- 10.3%
Condo	51	32	- 36.6%	25	20	- 20.0%	25	20	- 20.0%
All Properties*	47	37	- 20.0%	27	25	- 7.4%	28	25	- 10.7%

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.

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Inventory and Closed Sales by Area

	Inventory for Q3-2018			Closed Sales for Q3-2018		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
ENTIRE MLS	5,589	167	3.0%	9,132	265	2.9%
COUNTIES						
Champaign County	52	3	5.8%	50	3	6.0%
Clark County	52	1	1.9%	63	3	4.8%
Delaware County	729	13	1.8%	992	11	1.1%
Fairfield County	366	9	2.5%	670	26	3.9%
Fayette County	76	5	6.6%	85	5	5.9%
Franklin County	2,691	69	2.6%	5,279	149	2.8%
Hocking County	83	5	6.0%	68	3	4.4%
Knox County	111	1	0.9%	176	3	1.7%
Licking County	459	17	3.7%	707	16	2.3%
Logan County	63	1	1.6%	34	0	0.0%
Madison County	70	3	4.3%	137	5	3.6%
Marion County	69	2	2.9%	82	9	11.0%
Morrow County	54	1	1.9%	84	1	1.2%
Muskingum County	100	2	2.0%	66	0	0.0%
Perry County	80	8	10.0%	66	5	7.6%
Pickaway County	119	2	1.7%	189	5	2.6%
Ross County	33	0	0.0%	44	2	4.5%
Union County	176	3	1.7%	230	7	3.0%

COMMUNITIES / SCHOOL DISTRICTS

Beechwold / Clintonville	97	0	0.0%	190	2	1.1%
Bexley (Corp.)	51	0	0.0%	56	0	0.0%
Blacklick (43004)	93	1	1.1%	215	1	0.5%
Big Walnut Local School District	76	2	2.6%	84	0	0.0%
Buckeye Valley Local School District	59	1	1.7%	77	1	1.3%
Canal Winchester City School District	48	1	2.1%	73	2	2.7%
Circleville City School District	38	0	0.0%	52	3	5.8%
Columbus (Corp.)	1,593	51	3.2%	3,385	106	3.1%
Columbus City School District	1,237	43	3.5%	2,016	91	4.5%
Delaware City School District	63	1	1.6%	161	3	1.9%
Downtown Columbus (43215)	87	0	0.0%	73	0	0.0%
Dublin City School District	286	4	1.4%	392	2	0.5%
Dublin (Corp.)	202	0	0.0%	230	1	0.4%
Gahanna Jefferson City School District	112	1	0.9%	235	2	0.9%
Gahanna (Corp.)	46	1	2.2%	145	0	0.0%
German Village (43206 and German Village subdivision)	34	0	0.0%	33	0	0.0%
Grandview Heights (Corp.)	22	0	0.0%	43	0	0.0%
Granville Exempted Village School District	54	0	0.0%	66	0	0.0%
Groveport Madison Local School District	73	2	2.7%	186	9	4.8%

Communities/School Districts continued on page 6

* "Total" represents all traditional and lender-mediated activity. ** "Share" represents the market share of lender-mediated sales for each area.

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 Q3-2018			Closed Sales for Q3-2018		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
Grove City (Corp.)	96	2	2.1%	216	4	1.9%
Hamilton Local School District	18	0	0.0%	47	3	6.4%
Hilliard City School District	213	3	1.4%	472	3	0.6%
Hilliard (Corp.)	72	2	2.8%	166	2	1.2%
Johnstown-Monroe Local School District	21	1	4.8%	36	1	2.8%
Jonathan Alder Local School District (Plain City)	17	0	0.0%	34	0	0.0%
Lancaster City School District	101	4	4.0%	203	15	7.4%
Lithopolis (Corp.)	14	0	0.0%	14	0	0.0%
London City School District	30	1	3.3%	66	2	3.0%
Marysville Exempted Village City School District	70	3	4.3%	118	4	3.4%
Minerva Park (Corp.)	11	0	0.0%	22	1	4.5%
Miami Trace Local School District	30	2	6.7%	36	0	0.0%
New Albany (Corp.)	68	0	0.0%	72	0	0.0%
New Albany Plain Local School District	90	0	0.0%	124	2	1.6%
Newark City School District	113	4	3.5%	178	9	5.1%
Northridge Local School District	23	1	4.3%	31	0	0.0%
Obetz (Corp.)	6	0	0.0%	20	2	10.0%
Olentangy Local School District	390	4	1.0%	491	4	0.8%
Pataskala (Corp.)	53	4	7.5%	89	2	2.2%
Pickerington (Corp.)	55	1	1.8%	130	1	0.8%
Pickerington Local School District	111	2	1.8%	278	2	0.7%
Powell (Corp.)	57	0	0.0%	80	1	1.3%
Reynoldsburg City School District	77	4	5.2%	217	5	2.3%
Short North Area (43201)	62	0	0.0%	70	0	0.0%
South-Western City School District (Grove City)	228	8	3.5%	579	14	2.4%
Sunbury (Corp.)	11	1	9.1%	26	0	0.0%
Teays Valley Local School District	43	1	2.3%	88	1	1.1%
Upper Arlington City School District	125	0	0.0%	213	1	0.5%
Valleyview (Corp.)	7	0	0.0%	0	0	--
Washington Court House City School District	45	3	6.7%	54	5	9.3%
Jefferson Local School District (West Jefferson)	10	0	0.0%	17	0	0.0%
Westerville City School District	179	5	2.8%	456	7	1.5%
Westerville (Corp.)	62	1	1.6%	200	1	0.5%
Whitehall (Corp.)	25	1	4.0%	43	3	7.0%
Worthington City School District	115	2	1.7%	292	7	2.4%
Worthington (Corp.)	53	0	0.0%	79	1	1.3%

* "Total" represents all traditional and lender-mediated activity. ** "Share" represents the market share of lender-mediated sales for each area."

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Median Sales Price by Area

	Lender-Mediated			Traditional		
	Q3-2017	Q3-2018	+ / -	Q3-2017	Q3-2018	+ / -
ENTIRE MLS	\$73,750	\$88,694	+ 20.3%	\$190,900	\$205,000	+ 7.4%
COUNTIES						
Champaign County	\$0	\$100,000	--	\$145,900	\$160,000	+ 9.7%
Clark County	\$28,450	\$69,000	+ 142.5%	\$131,900	\$134,500	+ 2.0%
Delaware County	\$177,500	\$236,750	+ 33.4%	\$305,000	\$324,900	+ 6.5%
Fairfield County	\$113,500	\$98,100	- 13.6%	\$198,000	\$205,000	+ 3.5%
Fayette County	\$71,250	\$25,000	- 64.9%	\$119,900	\$118,000	- 1.6%
Franklin County	\$72,000	\$88,888	+ 23.5%	\$181,056	\$196,700	+ 8.6%
Hocking County	\$40,500	\$100,000	+ 146.9%	\$153,900	\$145,000	- 5.8%
Knox County	\$59,864	\$74,227	+ 24.0%	\$144,500	\$163,000	+ 12.8%
Licking County	\$78,291	\$69,063	- 11.8%	\$185,000	\$195,900	+ 5.9%
Logan County	\$29,500	\$0	- 100.0%	\$142,000	\$154,900	+ 9.1%
Madison County	\$50,500	\$45,150	- 10.6%	\$160,000	\$178,500	+ 11.6%
Marion County	\$41,054	\$80,000	+ 94.9%	\$140,000	\$140,000	0.0%
Morrow County	\$57,955	\$0	- 100.0%	\$148,750	\$164,000	+ 10.3%
Muskingum County	\$73,613	\$0	- 100.0%	\$192,500	\$161,500	- 16.1%
Perry County	\$25,000	\$18,000	- 28.0%	\$165,000	\$170,500	+ 3.3%
Pickaway County	\$86,075	\$55,650	- 35.3%	\$165,000	\$183,950	+ 11.5%
Ross County	\$39,000	\$68,775	+ 76.3%	\$134,000	\$140,500	+ 4.9%
Union County	\$88,000	\$120,000	+ 36.4%	\$221,000	\$252,000	+ 14.0%

COMMUNITIES / SCHOOL DISTRICTS

Beechwold / Clintonville	\$147,000	\$160,000	+ 8.8%	\$250,000	\$281,750	+ 12.7%
Bexley (Corp.)	\$0	\$0	--	\$420,000	\$413,500	- 1.5%
Blacklick (43004)	\$157,950	\$148,000	- 6.3%	\$192,500	\$212,500	+ 10.4%
Big Walnut Local School District	\$287,450	\$0	- 100.0%	\$275,000	\$313,250	+ 13.9%
Buckeye Valley Local School District	\$142,000	\$105,000	- 26.1%	\$312,500	\$301,000	- 3.7%
Canal Winchester City School District	\$167,079	\$167,625	+ 0.3%	\$190,303	\$202,000	+ 6.1%
Circleville City School District	\$55,000	\$40,000	- 27.3%	\$132,000	\$139,900	+ 6.0%
Columbus (Corp.)	\$62,509	\$80,000	+ 28.0%	\$165,000	\$175,000	+ 6.1%
Columbus City School District	\$52,000	\$69,500	+ 33.7%	\$155,000	\$165,700	+ 6.9%
Delaware City School District	\$80,000	\$140,000	+ 75.0%	\$195,000	\$219,450	+ 12.5%
Downtown Columbus (43215)	\$0	\$0	--	\$260,000	\$310,000	+ 19.2%
Dublin City School District	\$316,925	\$203,250	- 35.9%	\$301,500	\$316,450	+ 5.0%
Dublin (Corp.)	\$238,849	\$479,900	+ 100.9%	\$383,625	\$400,000	+ 4.3%
Gahanna Jefferson City School District	\$111,000	\$215,500	+ 94.1%	\$235,000	\$252,900	+ 7.6%
Gahanna (Corp.)	\$111,000	\$0	- 100.0%	\$210,000	\$243,000	+ 15.7%
German Village (43206 and German Village subdivision)	\$0	\$0	--	\$385,000	\$375,000	- 2.6%
Grandview Heights (Corp.)	\$0	\$0	--	\$335,000	\$349,900	+ 4.4%
Granville Exempted Village School District	\$525,500	\$0	- 100.0%	\$327,775	\$328,287	+ 0.2%
Groveport Madison Local School District	\$104,500	\$94,000	- 10.0%	\$133,000	\$147,000	+ 10.5%

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		
	Q3-2017	Q3-2018	+ / -	Q3-2017	Q3-2018	+ / -
Grove City (Corp.)	\$173,250	\$122,326	- 29.4%	\$216,325	\$221,000	+ 2.2%
Hamilton Local School District	\$40,825	\$103,950	+ 154.6%	\$136,000	\$139,950	+ 2.9%
Hilliard City School District	\$227,000	\$325,000	+ 43.2%	\$215,000	\$235,000	+ 9.3%
Hilliard (Corp.)	\$203,250	\$222,500	+ 9.5%	\$256,000	\$268,750	+ 5.0%
Johnstown-Monroe Local School District	\$218,000	\$79,000	- 63.8%	\$220,700	\$239,000	+ 8.3%
Jonathan Alder Local School District (Plain City)	\$155,000	\$0	- 100.0%	\$257,500	\$287,250	+ 11.6%
Lancaster City School District	\$72,969	\$72,458	- 0.7%	\$148,950	\$134,900	- 9.4%
Lithopolis (Corp.)	\$0	\$0	--	\$235,013	\$239,425	+ 1.9%
London City School District	\$50,500	\$112,013	+ 121.8%	\$159,950	\$168,950	+ 5.6%
Marysville Exempted Village City School District	\$80,600	\$127,637	+ 58.4%	\$213,000	\$219,950	+ 3.3%
Minerva Park (Corp.)	\$0	\$123,900	--	\$255,000	\$217,000	- 14.9%
Miami Trace Local School District	\$58,000	\$0	- 100.0%	\$135,000	\$125,000	- 7.4%
New Albany (Corp.)	\$0	\$0	--	\$589,631	\$537,500	- 8.8%
New Albany Plain Local School District	\$0	\$284,000	--	\$410,000	\$403,000	- 1.7%
Newark City School District	\$46,808	\$65,000	+ 38.9%	\$125,000	\$125,000	0.0%
Northridge Local School District	\$400,000	\$0	- 100.0%	\$238,000	\$237,500	- 0.2%
Obetz (Corp.)	\$79,900	\$114,751	+ 43.6%	\$161,900	\$158,500	- 2.1%
Olentangy Local School District	\$330,000	\$325,928	- 1.2%	\$326,500	\$355,000	+ 8.7%
Pataskala (Corp.)	\$185,353	\$183,800	- 0.8%	\$190,000	\$210,000	+ 10.5%
Pickerington (Corp.)	\$170,900	\$130,500	- 23.6%	\$221,000	\$243,900	+ 10.4%
Pickerington Local School District	\$177,950	\$195,750	+ 10.0%	\$224,000	\$244,900	+ 9.3%
Powell (Corp.)	\$0	\$236,750	--	\$341,000	\$390,000	+ 14.4%
Reynoldsburg City School District	\$88,726	\$110,000	+ 24.0%	\$164,000	\$184,000	+ 12.2%
Short North Area (43201)	\$15,974	\$0	- 100.0%	\$314,900	\$320,000	+ 1.6%
South-Western City School District (Grove City)	\$81,809	\$102,502	+ 25.3%	\$165,000	\$174,900	+ 6.0%
Sunbury (Corp.)	\$0	\$0	--	\$236,000	\$251,500	+ 6.6%
Teays Valley Local School District	\$147,147	\$419,000	+ 184.7%	\$183,500	\$207,500	+ 13.1%
Upper Arlington City School District	\$305,000	\$470,000	+ 54.1%	\$374,500	\$401,500	+ 7.2%
Valleyview (Corp.)	\$80,200	\$0	- 100.0%	\$107,925	\$0	- 100.0%
Washington Court House City School District	\$72,500	\$25,000	- 65.5%	\$104,250	\$117,500	+ 12.7%
Jefferson Local School District (West Jefferson)	\$0	\$0	--	\$139,900	\$150,000	+ 7.2%
Westerville City School District	\$92,125	\$142,500	+ 54.7%	\$219,000	\$244,900	+ 11.8%
Westerville (Corp.)	\$210,000	\$87,000	- 58.6%	\$256,500	\$273,500	+ 6.6%
Whitehall (Corp.)	\$78,445	\$55,000	- 29.9%	\$76,900	\$100,000	+ 30.0%
Worthington City School District	\$160,050	\$205,000	+ 28.1%	\$235,000	\$240,000	+ 2.1%
Worthington (Corp.)	\$221,250	\$534,900	+ 141.8%	\$292,000	\$297,950	+ 2.0%