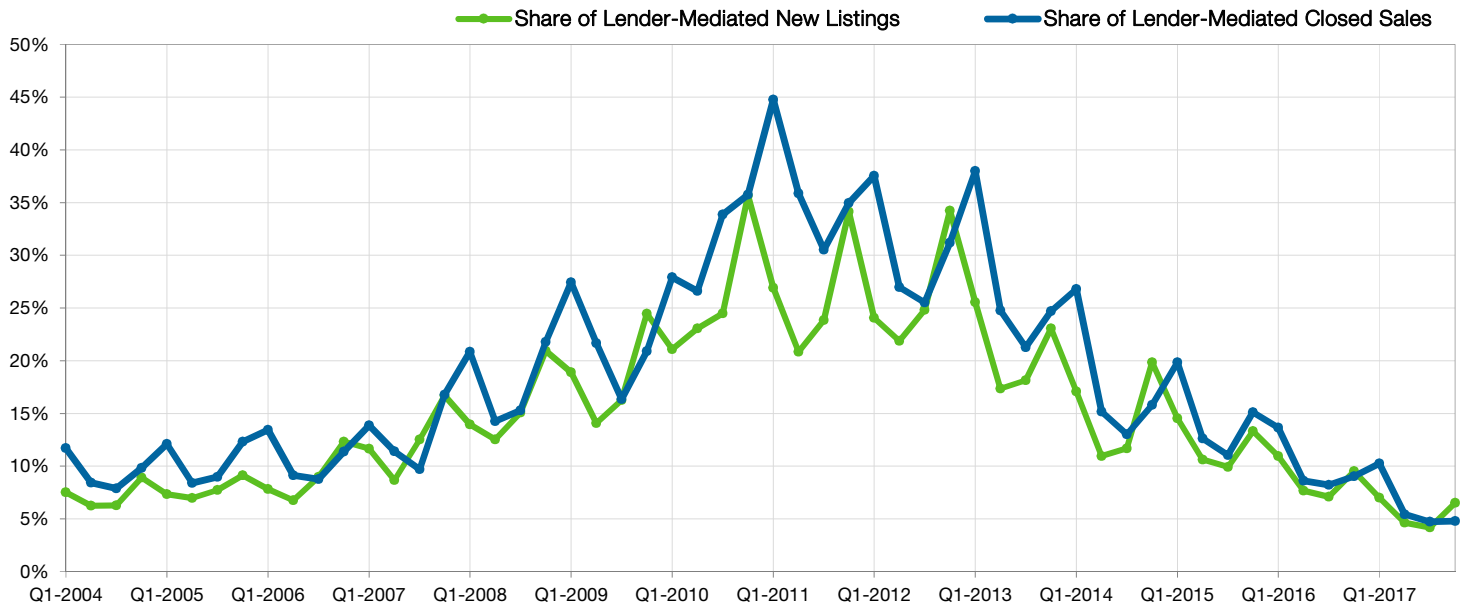


Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

Share of Total Activity That is Lender-Mediated



Q4-2017

New Listings in the Columbus region decreased 0.2 percent to 6,514.

- Traditional New Listings increased 3.2 percent to 6,090.
- Lender-mediated New Listings decreased 31.8 percent to 424.
- The share of all New Listings that were lender-mediated fell to 6.5 percent.

Closed Sales were up 3.3 percent to 7,519.

- Traditional Closed Sales were up 8.1 percent to 7,158.
- Lender-mediated Closed Sales were down 45.1 percent to 361.
- The share of all Closed Sales that were lender-mediated fell to 4.8 percent.

The Median Sales Price rose 9.0 percent to \$183,000.

- The traditional Median Sales Price rose 8.0 percent to \$189,000.
- The lender-mediated Median Sales Price rose 4.1 percent to \$69,074.



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.

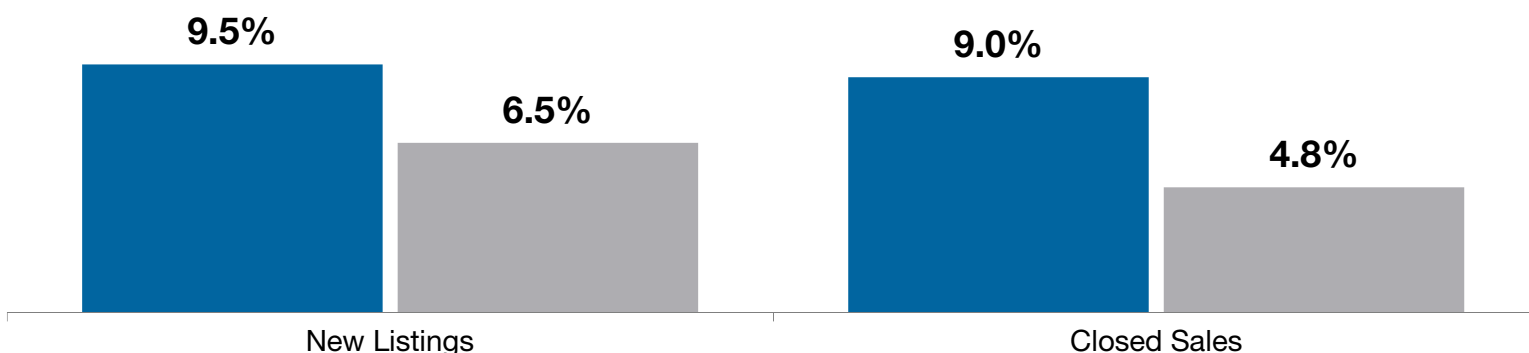


New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q4-2016	Q4-2017	+ / -	Q4-2016	Q4-2017	+ / -	Q4-2016	Q4-2017	+ / -	Q4-2016	Q4-2017
New Listings	622	424	- 31.8%	5,904	6,090	+ 3.2%	6,526	6,514	- 0.2%	9.5%	6.5%
Closed Sales	658	361	- 45.1%	6,620	7,158	+ 8.1%	7,278	7,519	+ 3.3%	9.0%	4.8%

Share of Activity that was Lender-Mediated

■ Q4-2016 ■ Q4-2017



Closed Sales by Price Range

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q4-2016	Q4-2017	+ / -	Q4-2016	Q4-2017	+ / -	Q4-2016	Q4-2017	+ / -	Q4-2016	Q4-2017
\$80,000 and Below	401	210	- 47.6%	648	706	+ 9.0%	1,049	916	- 12.7%	38.2%	22.9%
\$80,001 to \$120,000	115	60	- 47.8%	902	825	- 8.5%	1,017	885	- 13.0%	11.3%	6.8%
\$120,001 to \$160,000	66	44	- 33.3%	1,330	1,235	- 7.1%	1,396	1,279	- 8.4%	4.7%	3.4%
\$160,001 to \$250,000	47	33	- 29.8%	2,042	2,298	+ 12.5%	2,089	2,331	+ 11.6%	2.2%	1.4%
\$250,001 and Above	29	14	- 51.7%	1,698	2,094	+ 23.3%	1,727	2,108	+ 22.1%	1.7%	0.7%
All Price Ranges*	658	361	- 45.1%	6,620	7,158	+ 8.1%	7,278	7,519	+ 3.3%	9.0%	4.8%

Lender-Mediated Sales by Property Type

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q4-2016	Q4-2017	+ / -	Q4-2016	Q4-2017	+ / -	Q4-2016	Q4-2017	+ / -	Q4-2016	Q4-2017
Single-Family	622	337	- 45.8%	5,551	6,071	+ 9.4%	6,173	6,408	+ 3.8%	10.1%	5.3%
Condo	35	19	- 45.7%	1,069	1,057	- 1.1%	1,104	1,076	- 2.5%	3.2%	1.8%
All Properties*	657	356	- 45.8%	6,620	7,128	+ 7.7%	7,277	7,484	+ 2.8%	9.0%	+ 4.8%

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

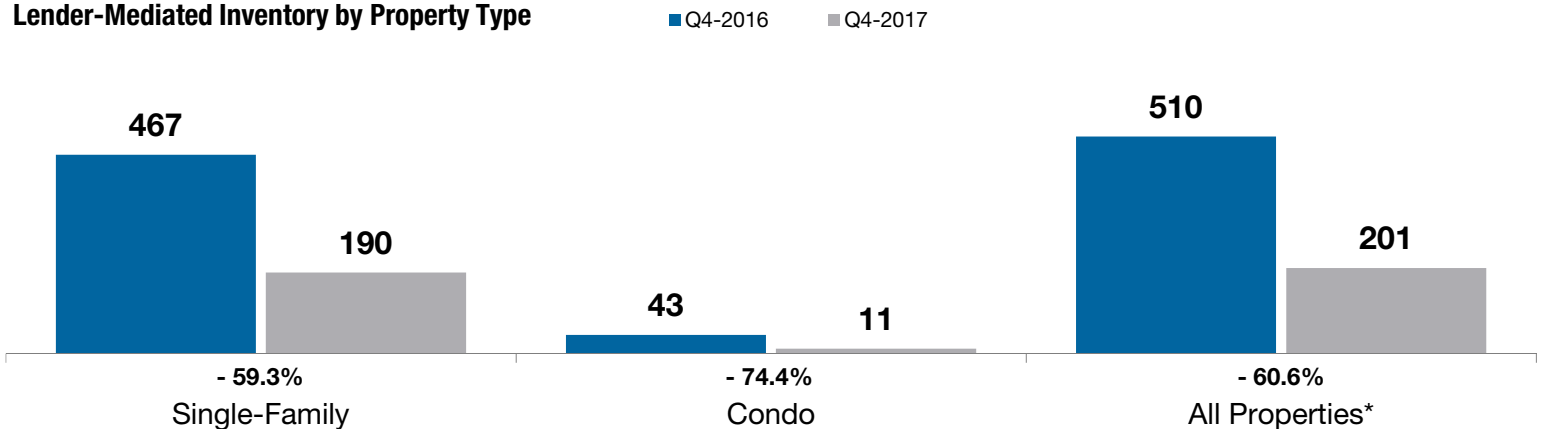
Prior year inventory in this report includes listings that were in contract last year but subsequently did not close.



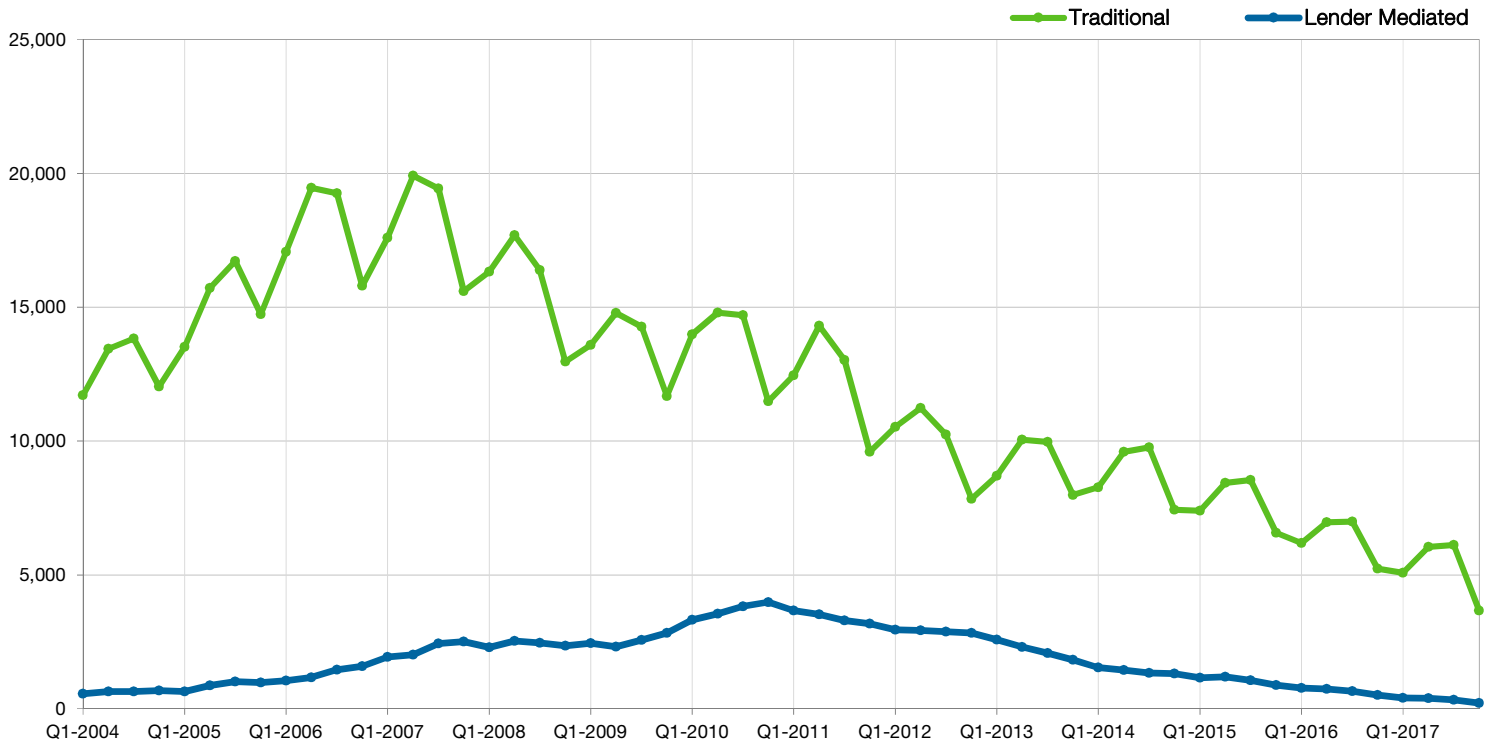
Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q4-2016	Q4-2017	+ / -	Q4-2016	Q4-2017	+ / -	Q4-2016	Q4-2017	+ / -	Q4-2016	Q4-2017
Single-Family	467	190	- 59.3%	4,600	3,186	- 30.7%	5,067	3,376	- 33.4%	9.2%	5.6%
Condo	43	11	- 74.4%	620	440	- 29.0%	663	451	- 32.0%	6.5%	2.4%
All Properties*	510	201	- 60.6%	5,220	3,626	- 30.5%	5,730	3,827	- 33.2%	8.9%	5.3%

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

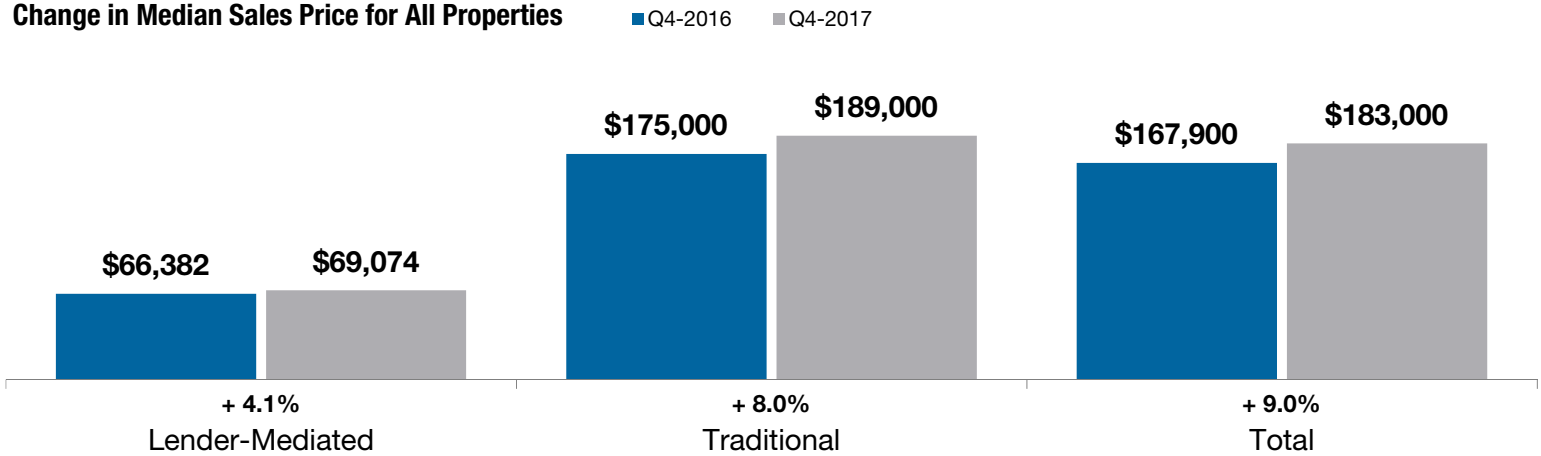
A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Median Sales Price

	Lender-Mediated			Traditional			Total		
	Q4-2016	Q4-2017	+ / -	Q4-2016	Q4-2017	+ / -	Q4-2016	Q4-2017	+ / -
Single-Family	\$66,501	\$69,400	+ 4.4%	\$181,000	\$195,635	+ 8.1%	\$172,000	\$190,000	+ 10.5%
Condo	\$62,500	\$57,500	- 8.0%	\$148,900	\$155,900	+ 4.7%	\$145,000	\$154,900	+ 6.8%
All Properties*	\$66,382	\$69,074	+ 4.1%	\$175,000	\$189,000	+ 8.0%	\$167,900	\$183,000	+ 9.0%

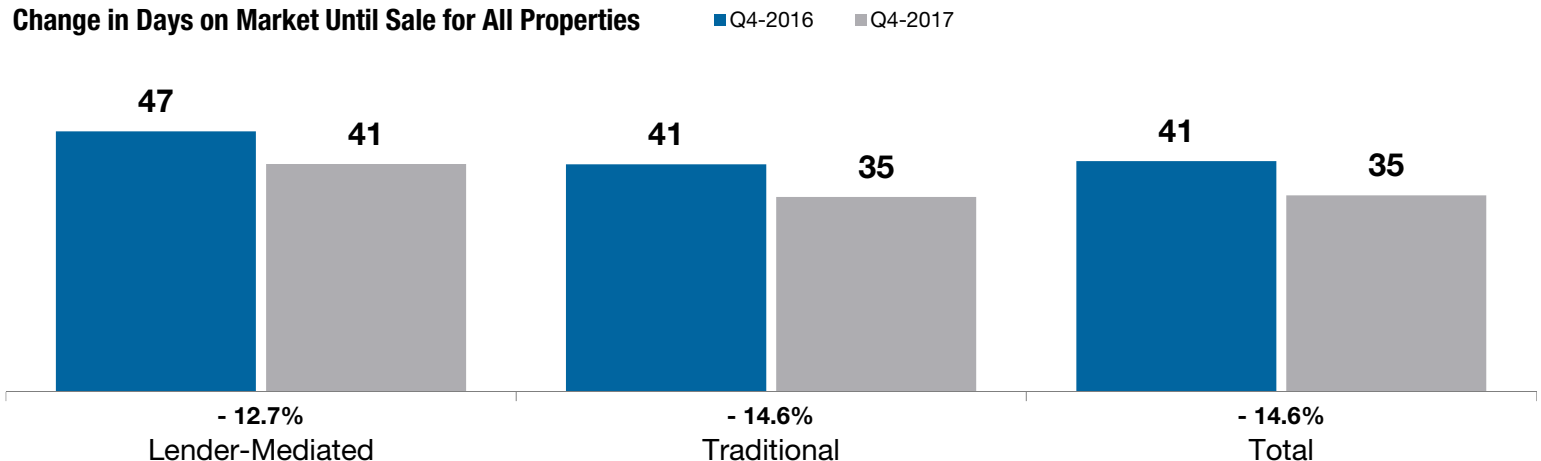
Change in Median Sales Price for All Properties



Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Q4-2016	Q4-2017	+ / -	Q4-2016	Q4-2017	+ / -	Q4-2016	Q4-2017	+ / -
Single-Family	47	40	- 14.7%	42	36	- 14.3%	43	36	- 16.3%
Condo	38	51	+ 32.8%	32	28	- 12.5%	32	29	- 9.4%
All Properties*	47	41	- 12.7%	41	35	- 14.6%	41	35	- 14.6%

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 © 2018 ShowingTime. | 4

Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®



Inventory and Closed Sales by Area

	Inventory for Q4-2017			Closed Sales for Q4-2017		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
ENTIRE MLS	3,827	201	5.3%	7,519	361	4.8%
COUNTIES						
Champaign County	34	4	11.8%	46	7	15.2%
Clark County	67	9	13.4%	34	3	8.8%
Delaware County	447	13	2.9%	730	11	1.5%
Fairfield County	303	13	4.3%	519	35	6.7%
Fayette County	51	5	9.8%	81	5	6.2%
Franklin County	1,720	90	5.2%	4,428	203	4.6%
Hocking County	55	6	10.9%	63	9	14.3%
Knox County	94	4	4.3%	115	1	0.9%
Licking County	349	16	4.6%	603	32	5.3%
Logan County	47	4	8.5%	48	2	4.2%
Madison County	52	3	5.8%	115	13	11.3%
Marion County	53	7	13.2%	50	4	8.0%
Morrow County	61	2	3.3%	92	5	5.4%
Muskingum County	58	0	0.0%	31	3	9.7%
Perry County	53	3	5.7%	48	2	4.2%
Pickaway County	89	3	3.4%	168	10	6.0%
Ross County	46	5	10.9%	40	2	5.0%
Union County	131	3	2.3%	236	9	3.8%

COMMUNITIES / SCHOOL DISTRICTS

Beechwold / Clintonville	48	0	0.0%	153	2	1.3%
Bexley (Corp.)	25	0	0.0%	52	0	0.0%
Blacklick (43004)	56	2	3.6%	200	5	2.5%
Big Walnut Local School District	35	2	5.7%	65	1	1.5%
Buckeye Valley Local School District	33	2	6.1%	41	3	7.3%
Canal Winchester City School District	28	2	7.1%	94	4	4.3%
Circleville City School District	28	0	0.0%	45	6	13.3%
Columbus (Corp.)	1,000	58	5.8%	2,840	152	5.4%
Columbus City School District	819	48	5.9%	1,761	111	6.3%
Delaware City School District	42	4	9.5%	134	5	3.7%
Downtown Columbus (43215)	77	0	0.0%	61	0	0.0%
Dublin City School District	180	2	1.1%	256	1	0.4%
Dublin (Corp.)	126	1	0.8%	158	0	0.0%
Gahanna Jefferson City School District	86	2	2.3%	183	2	1.1%
Gahanna (Corp.)	43	1	2.3%	114	2	1.8%
German Village (43206 and German Village subdivision)	33	0	0.0%	33	0	0.0%
Grandview Heights (Corp.)	16	0	0.0%	22	0	0.0%
Granville Exempted Village School District	56	1	1.8%	41	2	4.9%
Groveport Madison Local School District	58	6	10.3%	159	14	8.8%

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 Q4-2017			Closed Sales for Q4-2017		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
Grove City (Corp.)	63	6	9.5%	208	2	1.0%
Hamilton Local School District	11	1	9.1%	54	1	1.9%
Hilliard City School District	109	4	3.7%	340	7	2.1%
Hilliard (Corp.)	48	3	6.3%	118	1	0.8%
Johnstown-Monroe Local School District	11	0	0.0%	26	2	7.7%
Jonathan Alder Local School District (Plain City)	12	1	8.3%	25	0	0.0%
Lancaster City School District	119	6	5.0%	167	18	10.8%
Lithopolis (Corp.)	6	0	0.0%	8	1	12.5%
London City School District	23	2	8.7%	56	7	12.5%
Marysville Exempted Village City School District	36	1	2.8%	138	6	4.3%
Minerva Park (Corp.)	4	0	0.0%	18	0	0.0%
Miami Trace Local School District	19	2	10.5%	35	4	11.4%
New Albany (Corp.)	59	1	1.7%	58	0	0.0%
New Albany Plain Local School District	72	2	2.8%	99	1	1.0%
Newark City School District	114	6	5.3%	137	13	9.5%
Northridge Local School District	13	1	7.7%	29	0	0.0%
Obetz (Corp.)	3	0	0.0%	12	1	8.3%
Olentangy Local School District	257	5	1.9%	362	3	0.8%
Pataskala (Corp.)	23	3	13.0%	97	5	5.2%
Pickerington (Corp.)	33	1	3.0%	98	0	0.0%
Pickerington Local School District	69	2	2.9%	205	2	1.0%
Powell (Corp.)	33	0	0.0%	51	0	0.0%
Reynoldsburg City School District	51	4	7.8%	158	9	5.7%
South-Western City School District (Grove City)	168	12	7.1%	529	30	5.7%
Sunbury (Corp.)	3	0	0.0%	24	0	0.0%
Teays Valley Local School District	27	2	7.4%	80	2	2.5%
Upper Arlington City School District	53	0	0.0%	154	1	0.6%
Valleyview (Corp.)	3	0	0.0%	3	0	0.0%
Washington Court House City School District	36	4	11.1%	46	1	2.2%
Jefferson Local School District (West Jefferson)	12	0	0.0%	19	1	5.3%
Westerville City School District	107	3	2.8%	362	9	2.5%
Westerville (Corp.)	41	0	0.0%	141	2	1.4%
Whitehall (Corp.)	32	1	3.1%	59	9	15.3%
Worthington City School District	49	3	6.1%	236	1	0.4%
Worthington (Corp.)	10	1	10.0%	58	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		
	Q4-2016	Q4-2017	+ / -	Q4-2016	Q4-2017	+ / -
ENTIRE MLS	\$66,382	\$69,074	+ 4.1%	\$175,000	\$189,000	+ 8.0%
COUNTIES						
Champaign County	\$163,432	\$53,290	- 67.4%	\$147,000	\$145,000	- 1.4%
Clark County	\$63,000	\$110,000	+ 74.6%	\$125,000	\$112,900	- 9.7%
Delaware County	\$203,701	\$95,000	- 53.4%	\$279,583	\$300,000	+ 7.3%
Fairfield County	\$90,000	\$77,000	- 14.4%	\$190,000	\$199,950	+ 5.2%
Fayette County	\$31,600	\$30,100	- 4.7%	\$120,000	\$107,375	- 10.5%
Franklin County	\$63,500	\$64,525	+ 1.6%	\$169,900	\$177,000	+ 4.2%
Hocking County	\$55,000	\$69,161	+ 25.7%	\$141,000	\$149,900	+ 6.3%
Knox County	\$44,960	\$26,000	- 42.2%	\$138,450	\$138,000	- 0.3%
Licking County	\$78,030	\$93,125	+ 19.3%	\$167,750	\$191,250	+ 14.0%
Logan County	\$54,750	\$81,755	+ 49.3%	\$133,950	\$134,900	+ 0.7%
Madison County	\$40,950	\$90,725	+ 121.6%	\$149,900	\$152,450	+ 1.7%
Marion County	\$50,700	\$47,325	- 6.7%	\$107,500	\$123,500	+ 14.9%
Morrow County	\$82,400	\$50,000	- 39.3%	\$152,500	\$149,200	- 2.2%
Muskingum County	\$54,000	\$69,400	+ 28.5%	\$143,700	\$137,000	- 4.7%
Perry County	\$59,312	\$84,250	+ 42.0%	\$160,000	\$161,000	+ 0.6%
Pickaway County	\$70,000	\$81,500	+ 16.4%	\$154,000	\$175,000	+ 13.6%
Ross County	\$37,500	\$70,977	+ 89.3%	\$137,000	\$135,250	- 1.3%
Union County	\$95,950	\$75,000	- 21.8%	\$215,000	\$239,450	+ 11.4%

COMMUNITIES / SCHOOL DISTRICTS

Beechwold / Clintonville	\$172,500	\$257,750	+ 49.4%	\$224,000	\$234,900	+ 4.9%
Bexley (Corp.)	\$0	\$0	--	\$341,900	\$404,500	+ 18.3%
Blacklick (43004)	\$145,247	\$171,000	+ 17.7%	\$169,900	\$195,000	+ 14.8%
Big Walnut Local School District	\$163,750	\$95,000	- 42.0%	\$265,500	\$284,500	+ 7.2%
Buckeye Valley Local School District	\$102,250	\$148,000	+ 44.7%	\$312,500	\$315,000	+ 0.8%
Canal Winchester City School District	\$138,050	\$210,100	+ 52.2%	\$178,000	\$190,000	+ 6.7%
Circleville City School District	\$54,900	\$78,000	+ 42.1%	\$140,900	\$124,000	- 12.0%
Columbus (Corp.)	\$54,575	\$58,001	+ 6.3%	\$153,215	\$160,000	+ 4.4%
Columbus City School District	\$41,750	\$41,500	- 0.6%	\$145,000	\$147,750	+ 1.9%
Delaware City School District	\$79,950	\$55,000	- 31.2%	\$174,900	\$195,500	+ 11.8%
Downtown Columbus (43215)	\$0	\$0	--	\$325,000	\$325,000	0.0%
Dublin City School District	\$211,500	\$145,000	- 31.4%	\$280,000	\$329,950	+ 17.8%
Dublin (Corp.)	\$254,950	\$0	- 100.0%	\$349,250	\$380,500	+ 8.9%
Gahanna Jefferson City School District	\$150,750	\$144,625	- 4.1%	\$214,950	\$234,900	+ 9.3%
Gahanna (Corp.)	\$143,750	\$144,625	+ 0.6%	\$210,000	\$216,600	+ 3.1%
German Village (43206 and German Village subdivision)	\$0	\$0	--	\$350,000	\$378,500	+ 8.1%
Grandview Heights (Corp.)	\$225,000	\$0	- 100.0%	\$293,000	\$347,500	+ 18.6%
Granville Exempted Village School District	\$165,000	\$402,500	+ 143.9%	\$316,750	\$309,000	- 2.4%
Groveport Madison Local School District	\$67,000	\$87,050	+ 29.9%	\$129,900	\$130,000	+ 0.1%

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		
	Q4-2016	Q4-2017	+ / -	Q4-2016	Q4-2017	+ / -
Grove City (Corp.)	\$97,000	\$98,500	+ 1.5%	\$188,000	\$216,250	+ 15.0%
Hamilton Local School District	\$85,000	\$19,500	- 77.1%	\$125,000	\$128,000	+ 2.4%
Hilliard City School District	\$100,500	\$150,000	+ 49.3%	\$195,000	\$215,000	+ 10.3%
Hilliard (Corp.)	\$240,000	\$251,022	+ 4.6%	\$230,000	\$267,000	+ 16.1%
Johnstown-Monroe Local School District	\$85,000	\$221,975	+ 161.1%	\$204,500	\$269,950	+ 32.0%
Jonathan Alder Local School District (Plain City)	\$80,250	\$0	- 100.0%	\$195,000	\$243,000	+ 24.6%
Lancaster City School District	\$57,100	\$51,750	- 9.4%	\$127,600	\$139,000	+ 8.9%
Lithopolis (Corp.)	\$0	\$201,500	--	\$221,850	\$215,000	- 3.1%
London City School District	\$41,900	\$116,500	+ 178.0%	\$171,250	\$172,000	+ 0.4%
Marysville Exempted Village City School District	\$122,900	\$78,000	- 36.5%	\$190,900	\$208,000	+ 9.0%
Minerva Park (Corp.)	\$155,040	\$0	- 100.0%	\$192,350	\$274,252	+ 42.6%
Miami Trace Local School District	\$33,500	\$35,501	+ 6.0%	\$123,000	\$137,000	+ 11.4%
New Albany (Corp.)	\$439,950	\$0	- 100.0%	\$489,000	\$594,000	+ 21.5%
New Albany Plain Local School District	\$180,000	\$240,000	+ 33.3%	\$352,950	\$422,500	+ 19.7%
Newark City School District	\$49,707	\$58,700	+ 18.1%	\$107,250	\$110,500	+ 3.0%
Northridge Local School District	\$115,000	\$0	- 100.0%	\$216,000	\$260,000	+ 20.4%
Obetz (Corp.)	\$111,000	\$16,900	- 84.8%	\$151,950	\$137,000	- 9.8%
Olentangy Local School District	\$336,000	\$175,000	- 47.9%	\$308,000	\$329,900	+ 7.1%
Pataskala (Corp.)	\$137,000	\$70,000	- 48.9%	\$183,100	\$205,000	+ 12.0%
Pickerington (Corp.)	\$144,900	\$0	- 100.0%	\$209,284	\$235,950	+ 12.7%
Pickerington Local School District	\$144,900	\$147,700	+ 1.9%	\$214,250	\$234,900	+ 9.6%
Powell (Corp.)	\$287,500	\$0	- 100.0%	\$340,000	\$341,000	+ 0.3%
Reynoldsburg City School District	\$105,075	\$110,000	+ 4.7%	\$163,000	\$178,288	+ 9.4%
South-Western City School District (Grove City)	\$80,905	\$83,950	+ 3.8%	\$149,900	\$159,000	+ 6.1%
Sunbury (Corp.)	\$158,044	\$0	- 100.0%	\$223,500	\$231,750	+ 3.7%
Teays Valley Local School District	\$152,000	\$259,808	+ 70.9%	\$174,000	\$189,750	+ 9.1%
Upper Arlington City School District	\$209,000	\$135,500	- 35.2%	\$350,000	\$365,000	+ 4.3%
Valleyview (Corp.)	\$0	\$0	--	\$0	\$145,000	--
Washington Court House City School District	\$28,200	\$30,100	+ 6.7%	\$114,500	\$94,500	- 17.5%
Jefferson Local School District (West Jefferson)	\$0	\$75,900	--	\$126,445	\$135,000	+ 6.8%
Westerville City School District	\$128,000	\$112,000	- 12.5%	\$187,000	\$228,900	+ 22.4%
Westerville (Corp.)	\$143,500	\$158,500	+ 10.5%	\$219,000	\$250,000	+ 14.2%
Whitehall (Corp.)	\$49,990	\$55,000	+ 10.0%	\$85,000	\$102,750	+ 20.9%
Worthington City School District	\$163,000	\$290,000	+ 77.9%	\$225,500	\$245,000	+ 8.6%
Worthington (Corp.)	\$217,554	\$0	- 100.0%	\$249,900	\$280,050	+ 12.1%