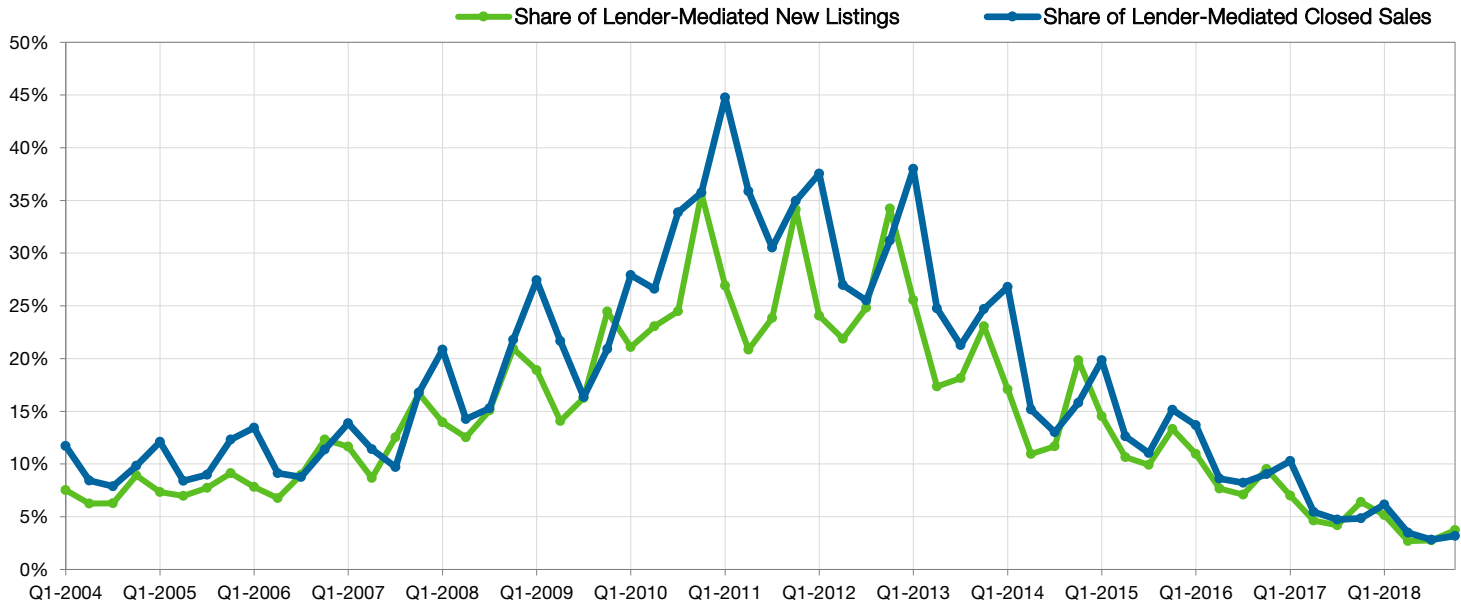


Lender-Mediated Properties Report

A RESEARCH TOOL PROVIDED BY COLUMBUS REALTORS®

Share of Total Activity That is Lender-Mediated



Q4-2018



New Listings in the Columbus region increased 2.1 percent to 6,681.

- Traditional New Listings increased 5.1 percent to 6,432.
- Lender-mediated New Listings decreased 40.6 percent to 249.
- The share of all New Listings that were lender-mediated fell to 3.7 percent.

Closed Sales were down 5.1 percent to 7,256.

- Traditional Closed Sales were down 3.4 percent to 7,024.
- Lender-mediated Closed Sales were down 37.5 percent to 232.
- The share of all Closed Sales that were lender-mediated fell to 3.2 percent.

The Median Sales Price rose 5.3 percent to \$191,900.

- The traditional Median Sales Price rose 3.7 percent to \$195,000.
- The lender-mediated Median Sales Price rose 12.1 percent to \$76,500.

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 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.

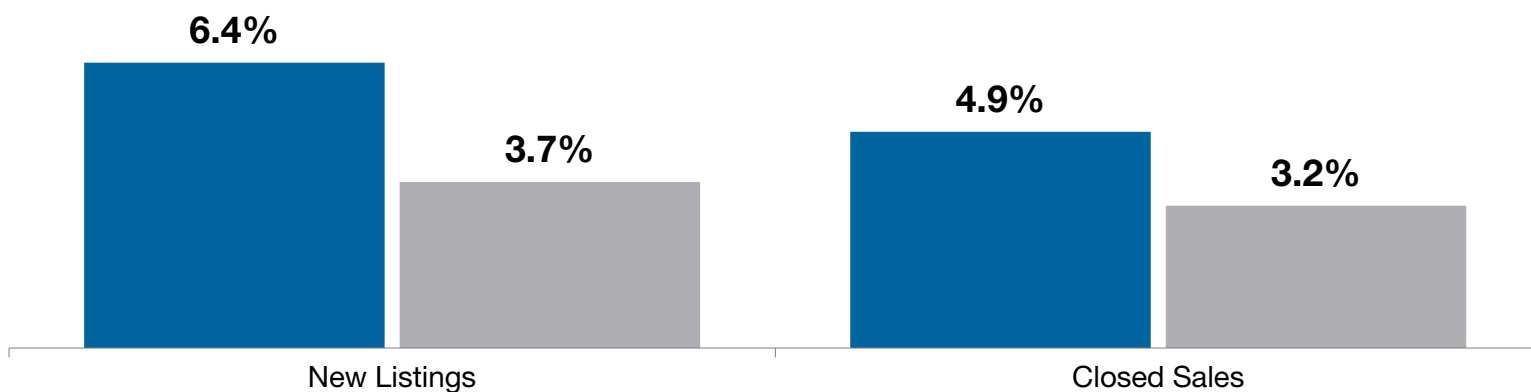


New Listings and Closed Sales

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q4-2017	Q4-2018	+ / -	Q4-2017	Q4-2018	+ / -	Q4-2017	Q4-2018	+ / -	Q4-2017	Q4-2018
New Listings	419	249	- 40.6%	6,122	6,432	+ 5.1%	6,541	6,681	+ 2.1%	6.4%	3.7%
Closed Sales	371	232	- 37.5%	7,272	7,024	- 3.4%	7,643	7,256	- 5.1%	4.9%	3.2%

Share of Activity that was Lender-Mediated

■ Q4-2017 ■ Q4-2018



Closed Sales by Price Range

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q4-2017	Q4-2018	+ / -	Q4-2017	Q4-2018	+ / -	Q4-2017	Q4-2018	+ / -	Q4-2017	Q4-2018
\$80,000 and Below	217	123	- 43.3%	731	618	- 15.5%	948	741	- 21.8%	22.9%	16.6%
\$80,001 to \$120,000	61	35	- 42.6%	837	756	- 9.7%	898	791	- 11.9%	6.8%	4.4%
\$120,001 to \$160,000	46	26	- 43.5%	1,252	1,175	- 6.2%	1,298	1,201	- 7.5%	3.5%	2.2%
\$160,001 to \$250,000	33	30	- 9.1%	2,334	2,300	- 1.5%	2,367	2,330	- 1.6%	1.4%	1.3%
\$250,001 and Above	14	18	+ 28.6%	2,118	2,175	+ 2.7%	2,132	2,193	+ 2.9%	0.7%	0.8%
All Price Ranges*	371	232	- 37.5%	7,272	7,024	- 3.4%	7,643	7,256	- 5.1%	4.9%	3.2%

Lender-Mediated Sales by Property Type

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q4-2017	Q4-2018	+ / -	Q4-2017	Q4-2018	+ / -	Q4-2017	Q4-2018	+ / -	Q4-2017	Q4-2018
Single-Family	345	215	- 37.7%	6,161	5,963	- 3.2%	6,506	6,178	- 5.0%	5.3%	3.5%
Condo	20	14	- 30.0%	1,081	1,015	- 6.1%	1,101	1,029	- 6.5%	1.8%	1.4%
All Properties*	371	232	- 37.5%	7,272	7,024	- 3.4%	7,643	7,256	- 5.1%	4.9%	+ 3.2%

* 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®

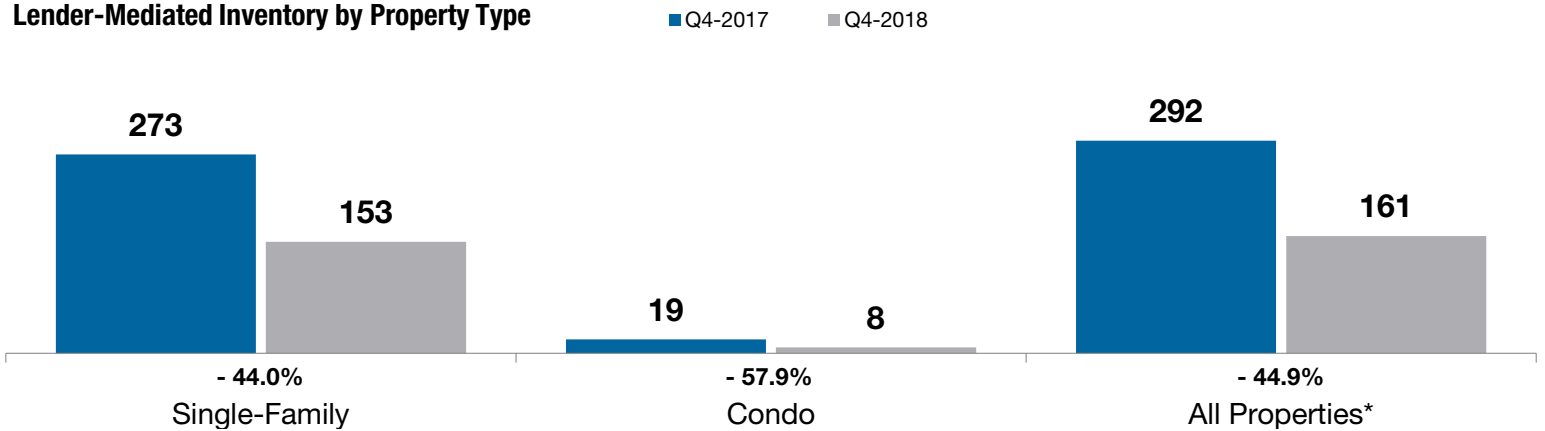
Prior year inventory in this report includes listings that were in contract last year but subsequently did not close.



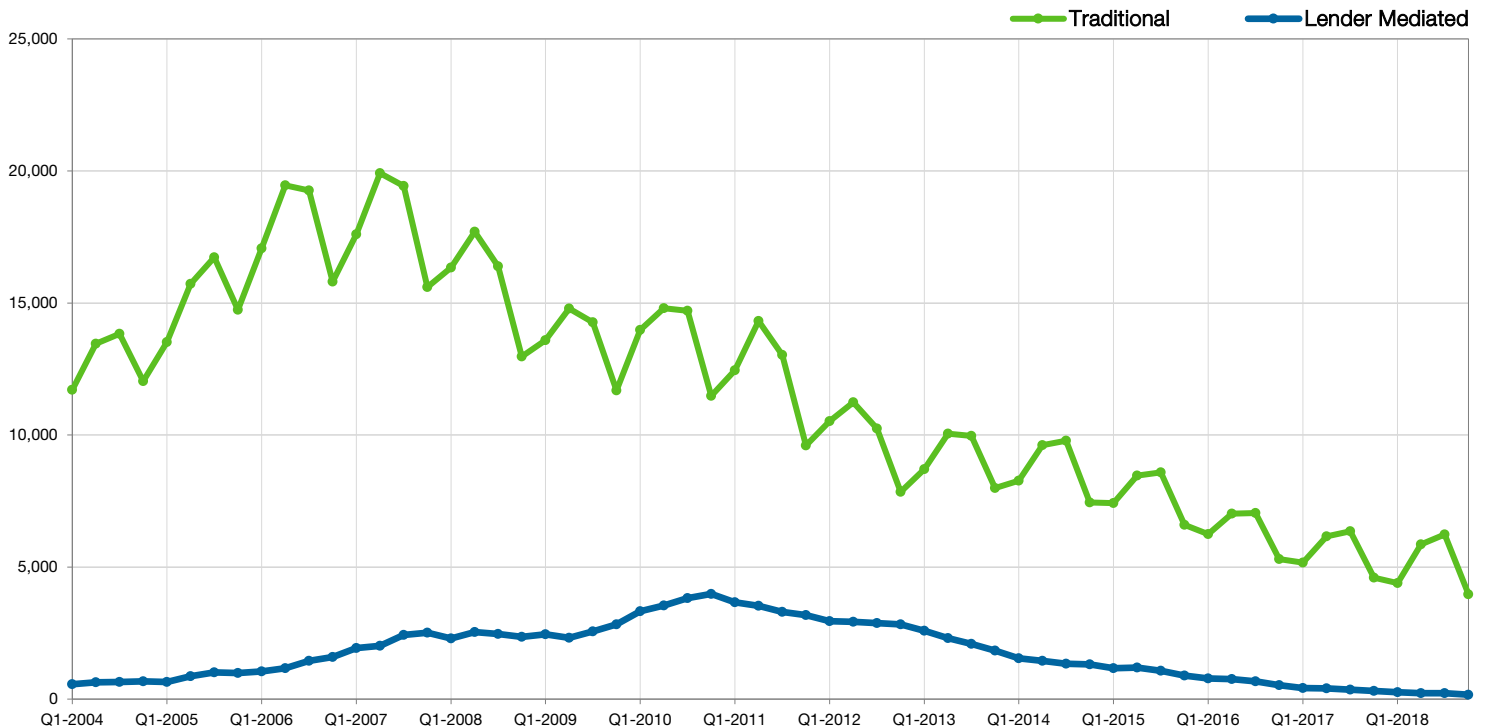
Inventory of Homes for Sale

	Lender-Mediated			Traditional			Total			Share of Total Activity That was Lender-Mediated	
	Q4-2017	Q4-2018	+ / -	Q4-2017	Q4-2018	+ / -	Q4-2017	Q4-2018	+ / -	Q4-2017	Q4-2018
Single-Family	273	153	- 44.0%	4,005	3,475	- 13.2%	4,278	3,628	- 15.2%	6.4%	4.2%
Condo	19	8	- 57.9%	541	458	- 15.3%	560	466	- 16.8%	3.4%	1.7%
All Properties*	292	161	- 44.9%	4,546	3,933	- 13.5%	4,897	4,141	- 15.4%	6.0%	3.9%

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®

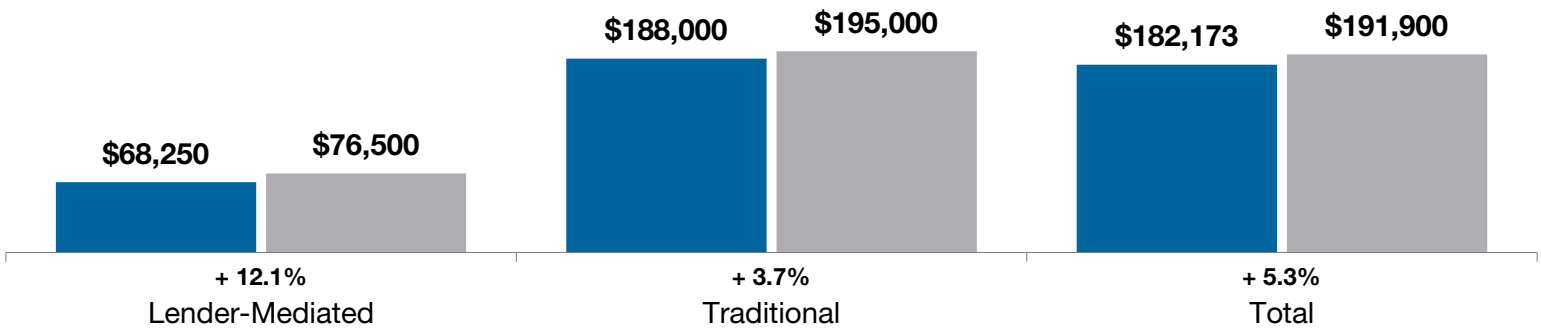


Median Sales Price

	Lender-Mediated			Traditional			Total		
	Q4-2017	Q4-2018	+ / -	Q4-2017	Q4-2018	+ / -	Q4-2017	Q4-2018	+ / -
Single-Family	\$68,624	\$76,316	+ 11.2%	\$195,000	\$205,000	+ 5.1%	\$189,900	\$200,000	+ 5.3%
Condo	\$62,750	\$93,000	+ 48.2%	\$156,900	\$160,000	+ 2.0%	\$155,000	\$160,000	+ 3.2%
All Properties*	\$68,250	\$76,500	+ 12.1%	\$188,000	\$195,000	+ 3.7%	\$182,173	\$191,900	+ 5.3%

Change in Median Sales Price for All Properties

■ Q4-2017 ■ Q4-2018

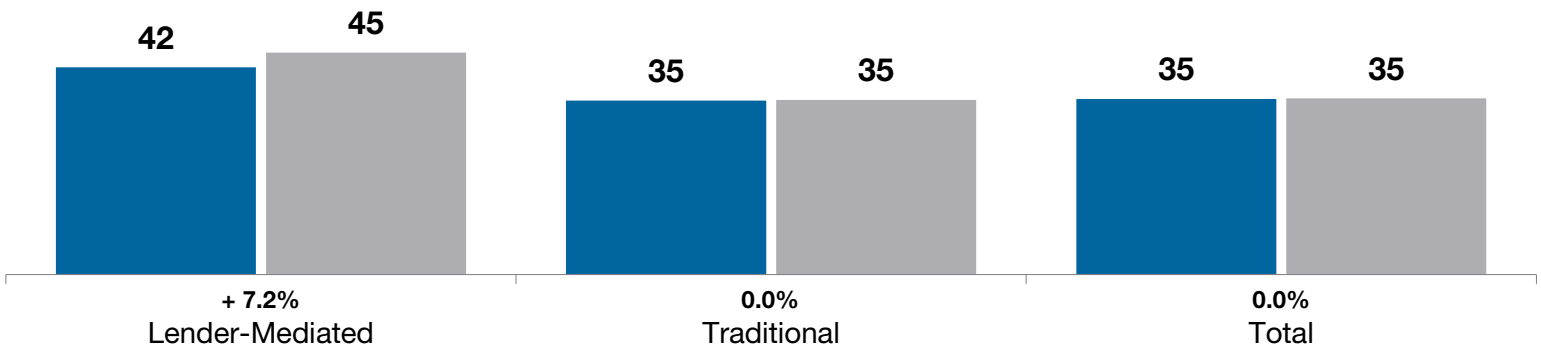


Days on Market Until Sale

	Lender-Mediated			Traditional			Total		
	Q4-2017	Q4-2018	+ / -	Q4-2017	Q4-2018	+ / -	Q4-2017	Q4-2018	+ / -
Single-Family	41	46	+ 12.4%	36	36	0.0%	36	36	0.0%
Condo	51	19	- 62.5%	29	29	0.0%	29	29	0.0%
All Properties*	42	45	+ 7.2%	35	35	0.0%	35	35	0.0%

Change in Days on Market Until Sale for All Properties

■ Q4-2017 ■ Q4-2018



* 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 Q4-2018			Closed Sales for Q4-2018		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
ENTIRE MLS	4,141	161	3.9%	7,256	232	3.2%
COUNTIES						
Champaign County	43	2	4.7%	42	3	7.1%
Clark County	51	2	3.9%	39	0	0.0%
Delaware County	458	7	1.5%	694	14	2.0%
Fairfield County	289	11	3.8%	488	15	3.1%
Fayette County	65	3	4.6%	76	4	5.3%
Franklin County	1,942	49	2.5%	4,229	111	2.6%
Hocking County	54	3	5.6%	71	8	11.3%
Knox County	81	0	0.0%	136	4	2.9%
Licking County	343	16	4.7%	574	20	3.5%
Logan County	40	2	5.0%	46	1	2.2%
Madison County	64	4	6.3%	117	4	3.4%
Marion County	67	8	11.9%	71	8	11.3%
Morrow County	48	3	6.3%	93	7	7.5%
Muskingum County	82	6	7.3%	63	2	3.2%
Perry County	63	9	14.3%	61	12	19.7%
Pickaway County	97	5	5.2%	148	3	2.0%
Ross County	34	1	2.9%	39	1	2.6%
Union County	147	6	4.1%	188	7	3.7%

COMMUNITIES / SCHOOL DISTRICTS

Beechwold / Clintonville	58	1	1.7%	162	1	0.6%
Bexley (Corp.)	28	0	0.0%	51	0	0.0%
Blacklick (43004)	52	0	0.0%	157	4	2.5%
Big Walnut Local School District	63	0	0.0%	54	2	3.7%
Buckeye Valley Local School District	45	3	6.7%	58	3	5.2%
Canal Winchester City School District	43	1	2.3%	75	3	4.0%
Circleville City School District	26	2	7.7%	48	0	0.0%
Columbus (Corp.)	1,184	34	2.9%	2,768	89	3.2%
Columbus City School District	971	28	2.9%	1,791	72	4.0%
Delaware City School District	31	0	0.0%	131	2	1.5%
Downtown Columbus (43215)	76	0	0.0%	66	0	0.0%
Dublin City School District	193	2	1.0%	281	3	1.1%
Dublin (Corp.)	128	0	0.0%	162	0	0.0%
Gahanna Jefferson City School District	72	2	2.8%	188	2	1.1%
Gahanna (Corp.)	39	2	5.1%	126	0	0.0%
German Village (43206 and German Village subdivision)	33	0	0.0%	27	0	0.0%
Grandview Heights (Corp.)	18	0	0.0%	26	0	0.0%
Granville Exempted Village School District	39	0	0.0%	41	1	2.4%
Groveport Madison Local School District	52	3	5.8%	162	2	1.2%

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 Q4-2018			Closed Sales for Q4-2018		
	Total*	Lender-Mediated	Share**	Total*	Lender-Mediated	Share**
Grove City (Corp.)	61	1	1.6%	166	5	3.0%
Hamilton Local School District	18	0	0.0%	34	0	0.0%
Hilliard City School District	101	2	2.0%	344	5	1.5%
Hilliard (Corp.)	37	1	2.7%	111	3	2.7%
Johnstown-Monroe Local School District	13	0	0.0%	36	2	5.6%
Jonathan Alder Local School District (Plain City)	13	1	7.7%	42	1	2.4%
Lancaster City School District	90	6	6.7%	135	4	3.0%
Lithopolis (Corp.)	7	0	0.0%	14	0	0.0%
London City School District	37	1	2.7%	45	1	2.2%
Marysville Exempted Village City School District	53	3	5.7%	99	6	6.1%
Minerva Park (Corp.)	5	0	0.0%	13	0	0.0%
Miami Trace Local School District	30	1	3.3%	27	3	11.1%
New Albany (Corp.)	63	0	0.0%	51	0	0.0%
New Albany Plain Local School District	77	0	0.0%	87	0	0.0%
Newark City School District	119	4	3.4%	154	7	4.5%
Northridge Local School District	16	1	6.3%	15	0	0.0%
Obetz (Corp.)	8	0	0.0%	14	0	0.0%
Olentangy Local School District	236	2	0.8%	336	4	1.2%
Pataskala (Corp.)	32	3	9.4%	73	2	2.7%
Pickerington (Corp.)	43	1	2.3%	89	2	2.2%
Pickerington Local School District	82	1	1.2%	189	3	1.6%
Powell (Corp.)	36	0	0.0%	55	0	0.0%
Reynoldsburg City School District	55	0	0.0%	145	3	2.1%
Short North Area (43201)	31	0	0.0%	52	0	0.0%
South-Western City School District (Grove City)	152	4	2.6%	473	15	3.2%
Sunbury (Corp.)	10	0	0.0%	16	1	6.3%
Teays Valley Local School District	40	2	5.0%	61	2	3.3%
Upper Arlington City School District	78	0	0.0%	126	0	0.0%
Valleyview (Corp.)	1	1	100.0%	9	0	0.0%
Washington Court House City School District	37	2	5.4%	49	2	4.1%
Jefferson Local School District (West Jefferson)	7	0	0.0%	21	0	0.0%
Westerville City School District	128	4	3.1%	306	4	1.3%
Westerville (Corp.)	37	0	0.0%	122	1	0.8%
Whitehall (Corp.)	28	3	10.7%	36	2	5.6%
Worthington City School District	64	2	3.1%	208	3	1.4%
Worthington (Corp.)	25	0	0.0%	70	0	0.0%

* "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		
	Q4-2017	Q4-2018	+ / -	Q4-2017	Q4-2018	+ / -
ENTIRE MLS	\$68,250	\$76,500	+ 12.1%	\$188,000	\$195,000	+ 3.7%
COUNTIES						
Champaign County	\$53,290	\$70,000	+ 31.4%	\$145,000	\$157,000	+ 8.3%
Clark County	\$98,750	\$0	- 100.0%	\$110,000	\$133,000	+ 20.9%
Delaware County	\$95,000	\$330,000	+ 247.4%	\$300,000	\$315,500	+ 5.2%
Fairfield County	\$77,000	\$116,038	+ 50.7%	\$199,900	\$207,000	+ 3.6%
Fayette County	\$30,100	\$46,995	+ 56.1%	\$108,000	\$116,000	+ 7.4%
Franklin County	\$64,525	\$80,215	+ 24.3%	\$176,000	\$185,000	+ 5.1%
Hocking County	\$69,161	\$57,413	- 17.0%	\$151,950	\$157,500	+ 3.7%
Knox County	\$26,000	\$102,600	+ 294.6%	\$138,000	\$163,889	+ 18.8%
Licking County	\$86,250	\$96,500	+ 11.9%	\$191,000	\$193,000	+ 1.0%
Logan County	\$81,755	\$98,000	+ 19.9%	\$134,900	\$167,000	+ 23.8%
Madison County	\$90,725	\$105,000	+ 15.7%	\$152,450	\$174,900	+ 14.7%
Marion County	\$47,325	\$35,500	- 25.0%	\$123,500	\$135,000	+ 9.3%
Morrow County	\$50,000	\$62,900	+ 25.8%	\$148,100	\$154,000	+ 4.0%
Muskingum County	\$69,400	\$32,500	- 53.2%	\$137,000	\$150,000	+ 9.5%
Perry County	\$59,250	\$15,750	- 73.4%	\$161,000	\$162,445	+ 0.9%
Pickaway County	\$81,500	\$76,316	- 6.4%	\$173,950	\$169,000	- 2.8%
Ross County	\$70,977	\$102,800	+ 44.8%	\$135,250	\$145,500	+ 7.6%
Union County	\$78,000	\$123,000	+ 57.7%	\$239,900	\$230,700	- 3.8%

COMMUNITIES / SCHOOL DISTRICTS

Beechwold / Clintonville	\$257,750	\$150,000	- 41.8%	\$234,900	\$258,000	+ 9.8%
Bexley (Corp.)	\$0	\$0	--	\$404,500	\$329,900	- 18.4%
Blacklick (43004)	\$171,000	\$199,388	+ 16.6%	\$195,000	\$195,000	0.0%
Big Walnut Local School District	\$95,000	\$189,501	+ 99.5%	\$284,000	\$310,000	+ 9.2%
Buckeye Valley Local School District	\$148,000	\$427,500	+ 188.9%	\$315,000	\$320,000	+ 1.6%
Canal Winchester City School District	\$210,100	\$117,075	- 44.3%	\$190,000	\$200,000	+ 5.3%
Circleville City School District	\$78,000	\$0	- 100.0%	\$127,750	\$148,250	+ 16.0%
Columbus (Corp.)	\$59,010	\$64,250	+ 8.9%	\$160,000	\$170,000	+ 6.3%
Columbus City School District	\$42,000	\$46,000	+ 9.5%	\$147,000	\$160,000	+ 8.8%
Delaware City School District	\$55,000	\$102,000	+ 85.5%	\$197,950	\$210,000	+ 6.1%
Downtown Columbus (43215)	\$0	\$0	--	\$325,000	\$326,000	+ 0.3%
Dublin City School District	\$145,000	\$265,000	+ 82.8%	\$329,900	\$311,500	- 5.6%
Dublin (Corp.)	\$0	\$0	--	\$381,250	\$368,327	- 3.4%
Gahanna Jefferson City School District	\$144,625	\$177,500	+ 22.7%	\$231,000	\$234,000	+ 1.3%
Gahanna (Corp.)	\$144,625	\$0	- 100.0%	\$216,200	\$225,000	+ 4.1%
German Village (43206 and German Village subdivision)	\$0	\$0	--	\$378,500	\$369,900	- 2.3%
Grandview Heights (Corp.)	\$0	\$0	--	\$388,500	\$357,500	- 8.0%
Granville Exempted Village School District	\$402,500	\$165,000	- 59.0%	\$303,000	\$379,550	+ 25.3%
Groveport Madison Local School District	\$84,000	\$136,000	+ 61.9%	\$130,350	\$135,000	+ 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		
	Q4-2017	Q4-2018	+ / -	Q4-2017	Q4-2018	+ / -
Grove City (Corp.)	\$98,500	\$177,000	+ 79.7%	\$214,000	\$224,900	+ 5.1%
Hamilton Local School District	\$54,700	\$0	- 100.0%	\$128,000	\$143,000	+ 11.7%
Hilliard City School District	\$150,000	\$284,435	+ 89.6%	\$215,000	\$225,000	+ 4.7%
Hilliard (Corp.)	\$251,022	\$284,435	+ 13.3%	\$266,500	\$249,950	- 6.2%
Johnstown-Monroe Local School District	\$221,975	\$165,750	- 25.3%	\$269,950	\$283,430	+ 5.0%
Jonathan Alder Local School District (Plain City)	\$0	\$200,000	--	\$239,000	\$270,000	+ 13.0%
Lancaster City School District	\$51,750	\$82,300	+ 59.0%	\$139,500	\$128,500	- 7.9%
Lithopolis (Corp.)	\$201,500	\$0	- 100.0%	\$215,000	\$246,750	+ 14.8%
London City School District	\$116,500	\$95,000	- 18.5%	\$170,000	\$159,200	- 6.4%
Marysville Exempted Village City School District	\$78,000	\$145,500	+ 86.5%	\$207,750	\$215,000	+ 3.5%
Minerva Park (Corp.)	\$0	\$0	--	\$277,223	\$195,000	- 29.7%
Miami Trace Local School District	\$35,501	\$51,000	+ 43.7%	\$137,000	\$151,000	+ 10.2%
New Albany (Corp.)	\$0	\$0	--	\$594,000	\$550,000	- 7.4%
New Albany Plain Local School District	\$240,000	\$0	- 100.0%	\$420,000	\$410,000	- 2.4%
Newark City School District	\$57,300	\$31,500	- 45.0%	\$110,500	\$121,100	+ 9.6%
Northridge Local School District	\$0	\$0	--	\$260,000	\$230,000	- 11.5%
Obetz (Corp.)	\$16,900	\$0	- 100.0%	\$137,000	\$169,950	+ 24.1%
Olentangy Local School District	\$175,000	\$352,500	+ 101.4%	\$329,900	\$350,000	+ 6.1%
Pataskala (Corp.)	\$70,000	\$128,000	+ 82.9%	\$205,000	\$215,000	+ 4.9%
Pickerington (Corp.)	\$0	\$242,450	--	\$237,000	\$234,600	- 1.0%
Pickerington Local School District	\$147,700	\$205,000	+ 38.8%	\$234,900	\$232,700	- 0.9%
Powell (Corp.)	\$0	\$0	--	\$341,000	\$375,000	+ 10.0%
Reynoldsburg City School District	\$110,000	\$140,175	+ 27.4%	\$179,094	\$174,950	- 2.3%
Short North Area (43201)	\$0	\$0	--	\$346,500	\$306,500	- 11.5%
South-Western City School District (Grove City)	\$89,900	\$129,950	+ 44.5%	\$159,000	\$165,000	+ 3.8%
Sunbury (Corp.)	\$0	\$297,900	--	\$231,750	\$287,000	+ 23.8%
Teays Valley Local School District	\$259,808	\$98,658	- 62.0%	\$189,750	\$186,000	- 2.0%
Upper Arlington City School District	\$135,500	\$0	- 100.0%	\$367,500	\$376,250	+ 2.4%
Valleyview (Corp.)	\$0	\$0	--	\$145,000	\$124,850	- 13.9%
Washington Court House City School District	\$30,100	\$46,995	+ 56.1%	\$94,500	\$105,000	+ 11.1%
Jefferson Local School District (West Jefferson)	\$75,900	\$0	- 100.0%	\$135,000	\$137,500	+ 1.9%
Westerville City School District	\$112,000	\$234,125	+ 109.0%	\$228,900	\$229,250	+ 0.2%
Westerville (Corp.)	\$158,500	\$278,250	+ 75.6%	\$250,000	\$249,900	- 0.0%
Whitehall (Corp.)	\$55,000	\$74,700	+ 35.8%	\$102,750	\$104,000	+ 1.2%
Worthington City School District	\$290,000	\$150,150	- 48.2%	\$245,000	\$250,000	+ 2.0%
Worthington (Corp.)	\$0	\$0	--	\$280,050	\$275,000	- 1.8%