

Small Balance Originations Brief

1ST QUARTER 2016

OHIO

Loan Volume – 1st Qtr. 2016 (Billions)

\$ 1.2

Qtr. Change



-7.0%

YOY Change



3.4%

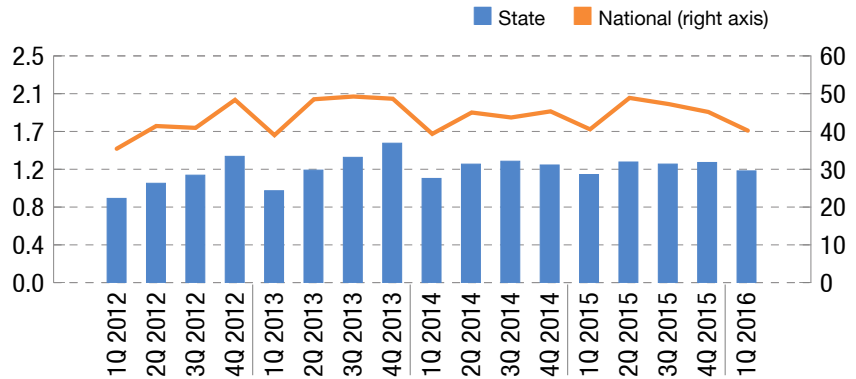
Loans Under \$5 Million

STATISTICAL HIGHLIGHTS

- State originations volume was \$1.2 billion during the first quarter, a decrease of 7.0% from the previous quarter but a gain of 3.4% year over year.
- Ohio ranked #7 in total originations among all 37 states.
- Purchase and refinance loans represented 25% and 75%, respectively, of total state originations. Purchase loans declined by 2.7% year over year while refinance loans increased by 5.5%.
- National originations volume was \$40.2 billion during the first quarter, a decrease of 10.9% from the previous quarter and relatively unchanged from the corresponding period last year.
- 17 of the 37 states posted gains in loan volume year over year.

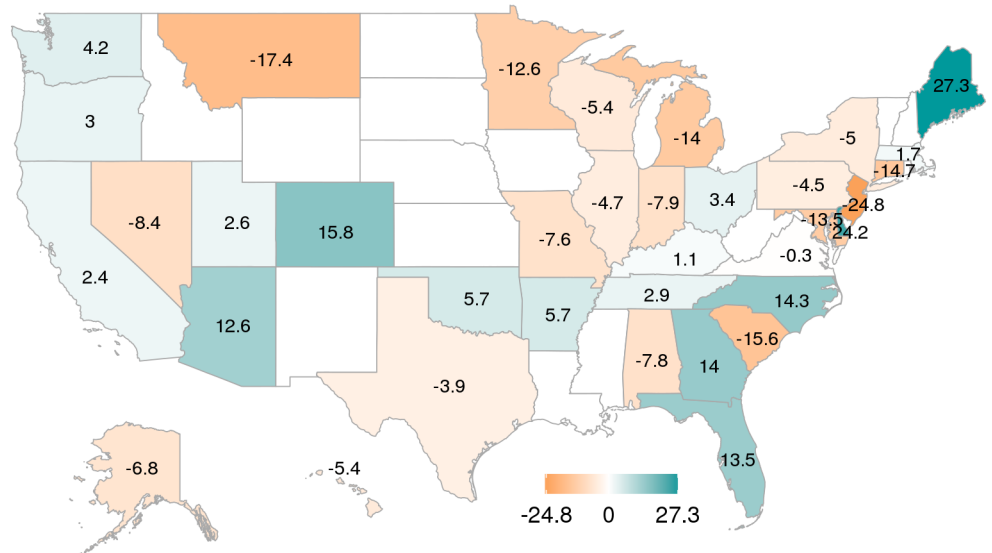
ORIGINATIONS SUMMARY

State Loan Volume Trend (\$B)



Source Boxwood Means, LLC

State Loan Volume Change, Year Over Year (%)



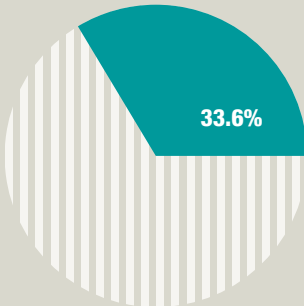
Loan Type	No. Loans	Loan Volume (\$B)	Volume Pct. (%)	Volume Chg. (%)	
				Qtr.	YOY
Purchase	661	0.3	25	-13.9	-2.7
Refinance	1,185	0.9	75	-4.5	5.5
Total	1,846	1.2	100	-7.0	3.4

OHIO

STATISTICAL HIGHLIGHTS

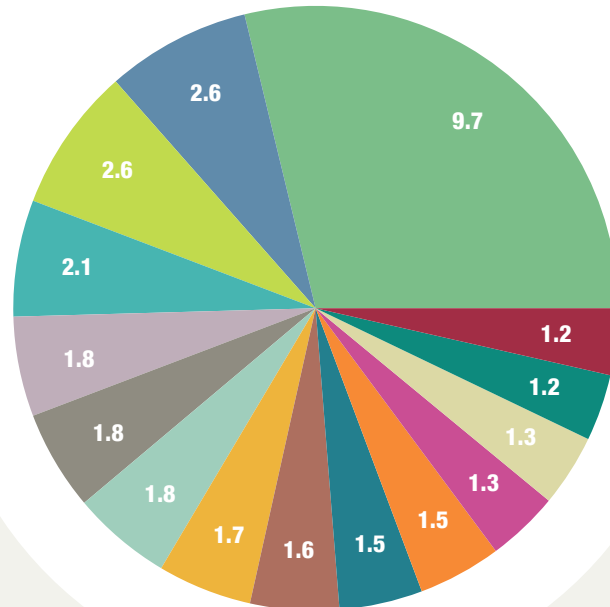
- ▶ The state's top 15 lenders accounted for 33.6% of total loan originations. Their collective market share was relatively unchanged from the previous quarter with an increase of 34 basis points year over year.
- ▶ HUNTINGTON NAT'L BK commanded the largest market share in the state followed by US BANK.
- ▶ HUNTINGTON NAT'L BK generated the largest market share increase year over year, rising by 403 basis points.

Top 15 Total Share of State



TOP LENDERS

Market Shares of Top 15 Lenders (%)



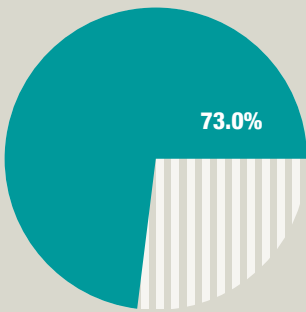
Rank	Lender	Market Share (%)	Avg. Loan Size (\$)	Share Chg.(bps)	
				Qtr.	YOY
1	HUNTINGTON NAT'L BK	9.7	798,000	401	403
2	US BANK	2.6	650,000	105	69
3	FIRST FINL BK NA	2.6	810,000	-18	-9
4	KEYBANK NA	2.1	891,000	74	13
5	FIRST FEDL BK/THE MIDWEST	1.8	1,216,000	76	-49
6	PNC BANK	1.8	814,000	-64	10
7	WESBANCO BK	1.8	799,000	68	30
8	WELLS FARGO BK	1.7	2,717,000	46	-7
9	PEOPLES BK	1.6	855,000	21	84
10	FIRSTMERIT BK NA	1.5	859,000	-167	-119
11	FIFTH THIRD BK	1.5	808,000	-97	-72
12	JP MORGAN CHASE BK	1.3	557,000	-126	-5
13	PARK NATL BK	1.3	824,000	15	59
14	CIVISTA BK	1.2	699,000	4	74
15	WESTFIELD BK FSB	1.2	945,000	-20	25
Top 15 Total Share of State		33.6		21.2	33.7

OHIO

STATISTICAL HIGHLIGHTS

- ▶ The top 15 counties accounted for 73.0% of total state originations during first quarter, up 30.7% from the same period last year.
- ▶ Franklin, with a 17.9% share, ranked #1 for loan originations in the state and #31 in the country.
- ▶ 9 of the 15 top counties registered gains in loan volume year over year. 13 of the 28 total counties covered in the state recorded positive volume gains from 12 months earlier.

Top 15 Total Share of State

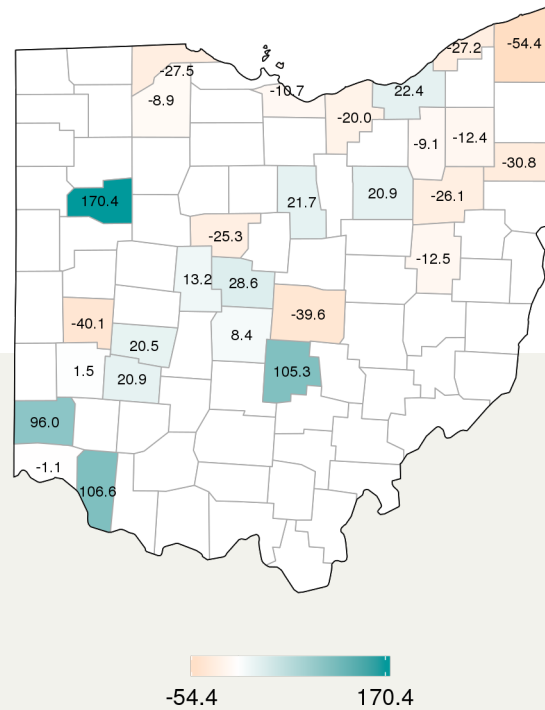


Note to Readers: This Small Balance Originations Brief compiles commercial and multifamily loan transactions received from U.S. county assessor offices. Boxwood deems that our data sources are reliable. Some areas of the country offer more complete information than others. This report is presented on an “as is, as available” basis. Boxwood makes no warranties, expressed or implied, without limitation, to the information provided, nor are we responsible for any errors or omissions.

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MOST ACTIVE COUNTIES

County Loan Volume Change, Year Over Year (%)



County	Rankings		Loan Volume (%)	
	State	U.S.	Share of State	YOY Chg.
Franklin	1/28	31/704	17.9	8.4
Cuyahoga	2/28	47/704	11.6	22.4
Hamilton	3/28	59/704	10.1	-1.1
Montgomery	4/28	137/704	4.8	1.5
Summit	5/28	147/704	4.4	-9.1
Butler	6/28	150/704	4.2	96.0
Lucas	7/28	193/704	3.3	-27.5
Clermont	8/28	245/704	2.6	106.6
Delaware	9/28	250/704	2.5	28.6
Greene	10/28	253/704	2.5	20.9
Stark	11/28	293/704	2.1	-26.1
Fairfield	12/28	297/704	2.0	105.3
Allen	13/28	334/704	1.8	170.4
Wood	14/28	335/704	1.7	-8.9
Lake	15/28	351/704	1.6	-27.2
Top 15 Total Share of State			73.0	
Top 15 - Average Volume Change, YOY				30.7
Balance of Counties - Average Volume Change, YOY				-13.0