

December sales of single-family homes reported in Toledo and the surrounding area by the Toledo Board of REALTORS® totaled 494. This was an decrease of 8% compared to December of 2011. Sales volume generated by December activity totaled \$51.9 million, a 2% from December of 2011, and year to date sales volume is up 10%. The average sales price was \$105,396 an increase of 11% compared to last December.

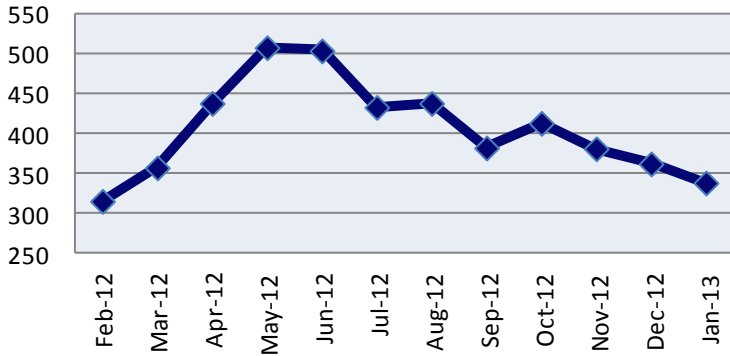
Sales through December reached 6,785, a 6% increase over 2011 when 6,390 transactions occurred for the same period. The average sales price year-to-date stood at \$104,931 and represented a 4% increase from 2011's year-to-date numbers.

885 listings were added to the system in December, which was down 4% from last December's 925. Year to date new listings totaled 15,253 a decrease of 4% from the 15,933 submitted through December of last year. The overall MLS inventory of single-family listings showed 5,222 available at month's end which represented a supply of 10.6 months.

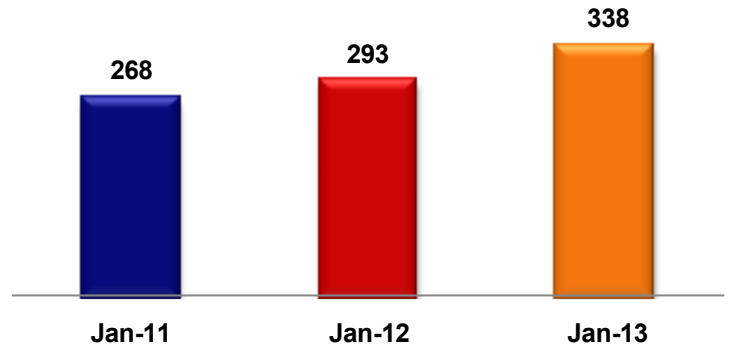
Lucas and Upper Wood County						
	January			Year to Date		
	2012	2013	+/-	2012	2013	+/-
Closed Sales	293	338	15%	293	338	15%
Pending	333	422	27%	333	422	27%
Average Sales Price	\$85,078	\$102,883	21%	\$85,078	\$102,883	21%
Average Price Per Square Foot	\$46	\$54	17%	\$46	\$54	17%
% of Original List Price Received	92%	94%	2%	92%	94%	2%
Average Days On Market	114	122	7%	114	122	7%
New Listings	715	646	-10%	715	646	-10%
Active Listings	4,036	3,463	-14%	4,036	3,463	-14%
Months Supply of Inventory	13.8	10.2	-26%	13.8	10.2	-26%
Volume (in 1000's)	\$24,941	\$35,588	43%	\$24,941	\$35,588	43%

Lucas and Upper Wood County							
Status	\$0— \$50,000	\$50,000— \$100,000	\$100,000— \$200,000	\$200,000— \$300,00	\$300,000— \$400,000	\$400,000— \$500,000	\$500,000+
Sold	130	84	85	40	6	2	4
Pending	170	135	115	48	9	4	1
Active	592	712	604	245	78	39	54
Months Supply of Inventory	4.6	8.5	7.1	6.1	13.0	19.5	13.5

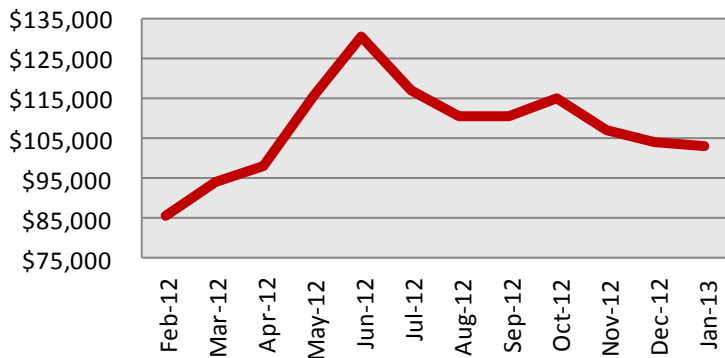
Lucas and Upper Wood County Home Sales



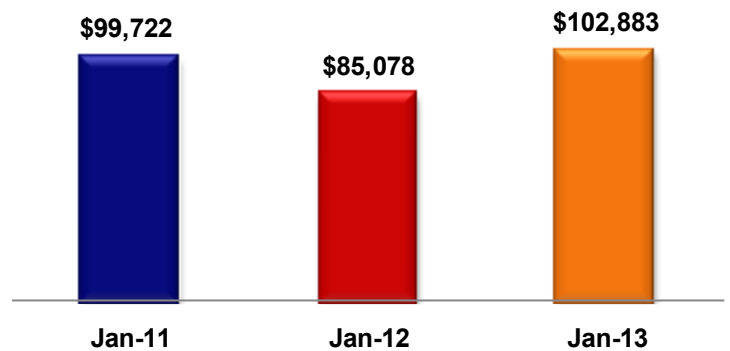
Lucas and Upper Wood County Home Sales



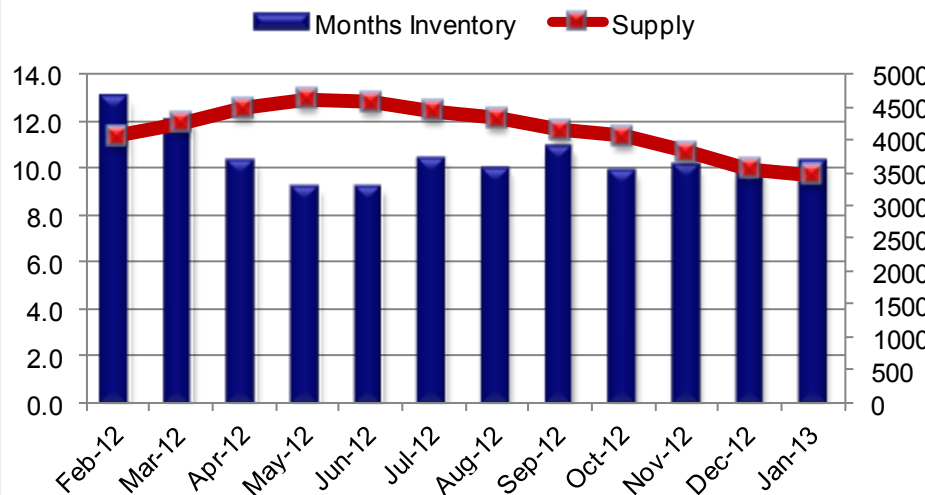
Lucas and Upper Wood County Sales Prices



Lucas and Upper Wood County Sales Prices



Inventory Supply Chart

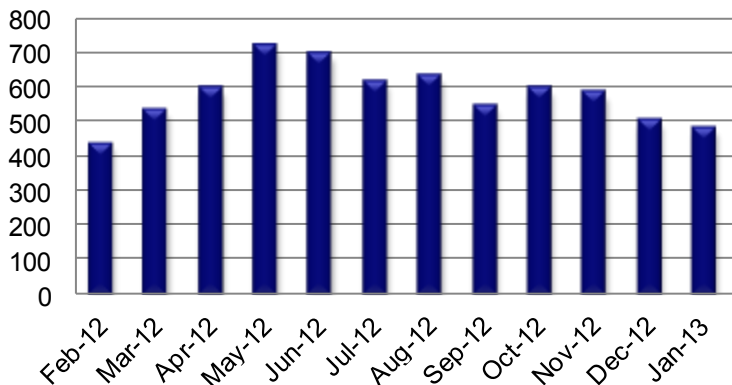


Area & Zip Codes	New Listings	Active Listings	Pending	Sold	Average Sales Price	Av. Days on Market	Months of Inventory
Sylvania (2 & 3) [43560, 43617]	93	212	43	26	\$188,436	144	8.2
Airport/Swanton (4) [43558]	11	47	12	9	\$172,656	188	5.2
Spring Meadows (5) [43528]	36	104	16	15	\$163,600	177	6.9
Monclova (6) [43542]	10	24	2	6	\$175,916	126	4.0
Maumee (7) [43537]	57	118	27	22	\$112,966	145	5.4
Whitehouse (8) [43571]	12	31	2	6	\$208,417	149	5.2
Waterville (10) [43566]	11	27	5	6	\$170,875	163	4.5
Toledo (11—15 & 17) [43623, 43613, 43612, 43611, 43615, 43606]	258	857	177	117	\$56,077	105	7.3
Ottawa Hills (16) [43615 & 43606]	14	55	1	2	\$720,000	265	27.5
Toledo (18-22) [43610, 43620, 43608, 43602, 43604, 43624, 43607, 43609]	101	309	58	33	\$17,806	88	9.4
Heatherdowns (23) [43614]	64	182	29	27	\$94,125	164	6.7
East River (24) [43605]	30	92	18	10	\$10,732	61	9.2
Oregon East Suburbs (25 & 26) [43616, 43434, 43618, 43412]	26	77	16	17	\$100,922	137	4.5
Perrysburg & Rossford (53 & 54) [43551, 43552, 43460]	93	220	70	53	\$160,958	107	4.2
Ottawa County (27 & 28)	43	96	9	6	\$94,900	251	16.0
Sandusky County (29)	15	76	5	16	\$73,533	147	4.8
Wood County (51, 52, 56 & 57)	50	121	18	16	\$121,421	138	7.6
Bowling Green (55)	25	66	4	11	\$128,400	153	6.0
Defiance (61)	37	111	6	12	\$48,300	135	9.3
Defiance County (62—66)	55	111	8	10	\$70,455	91	11.1
Pauling County (67-70)	22	100	2	8	\$63,675	115	12.5
Henry County (72-75)	18	59	11	6	\$24,917	112	9.8
Napoleon (76)	23	73	2	6	\$135,706	127	12.2
Putnam County (78—80)	8	16	2	1	\$21,929	20	16.0
Williams County (82-86 & 88-91)	30	129	8	13	\$94,866	264	9.9
Bryan (87)	28	108	4	11	\$107,839	180	9.8
Fulton County (93-95 & 97-99)	38	92	10	7	\$86,214	141	13.1
Wauseon (96)	20	56	9	5	\$92,700	68	11.2

Entire NORIS MLS						
	January			Year to Date		
	2012	2013	+/-	2012	2013	+/-
Closed Sales	388	473	22%	388	473	22%
Pending	439	587	34%	439	587	34%
Average Sales Price	\$86,357	\$98,541	14%	\$86,357	\$98,541	14%
Average Price Per Square Foot	\$47	\$53	13%	\$47	\$53	13%
% of Original List Price Received	92%	94%	2%	92%	94%	2%
Average Days On Market	123	128	4%	123	128	4%
New Listings	1,003	944	-6%	1,003	944	-6%
Active Listings	5,768	5120	-11%	5,768	5120	-11%
Months Supply of Inventory	14.9	10.8	-28%	14.9	10.8	-28%
Volume (in 1000's)	\$33,507	\$47,809	43%	\$33,507	\$47,809	43%

Entire NORIS MLS							
Status	\$0— \$49,999	\$50,000— \$99,999	\$100,000— \$199,999	\$200,000— \$299,999	\$300,000— \$399,999	\$400,000— \$499,999	\$500,000+
Sold	183	121	129	43	6	1	4
Pending	213	162	143	45	9	5	3
Active	1,238	1,616	1,517	480	135	63	77
Months Supply of Inventory	6.8	13.4	11.8	11.2	22.5	63.0	19.3

Home Sales - Entire NORIS MLS



Average Sales Price - Entire NORIS MLS

