

August sales of single-family homes in Lucas and Upper Wood County reported by the Toledo Board of REALTORS® totaled 487. This was an increase of 11% compared to August of 2012, and is an increase of 2% compared to the previous month. Sales volume generated by August activity totaled \$64 million, a 32% increase from August of 2012, and year to date sales volume is up 19% over the same time period in 2012. The average sales price was \$129,321 an increase of 17% compared to last August and a 2% decrease over the previous month.

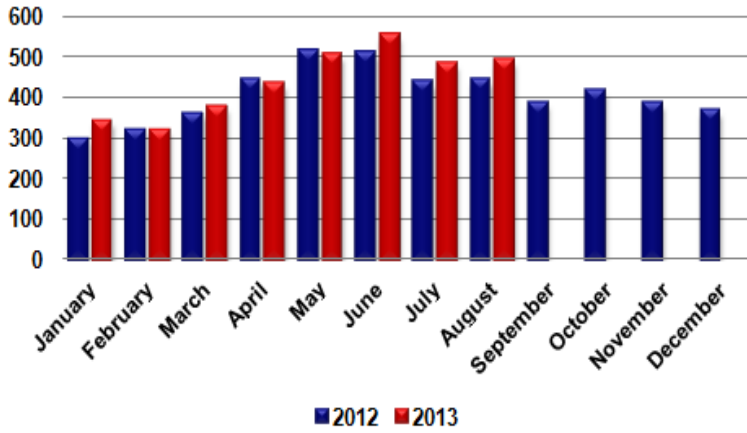
825 listings were added to the system in August, which was up 14% from last August's 722, and up 4% from last month. Year-to-date new listings totaled 6,174, a decrease of 2% from the 6,281 submitted through August of last year. Inventory of single-family listings showed 4,111 available at month's end which represented a supply of 8.4 months which is down 16% from August 2012 and down 1% from the previous month.

Sales through August reached 3,532, a 7% increase over 2012 when 3,291 transactions occurred during the same period. The average sales price year-to-date stood at \$118,346 and represented a 10% increase from 2012's year-to-date numbers.

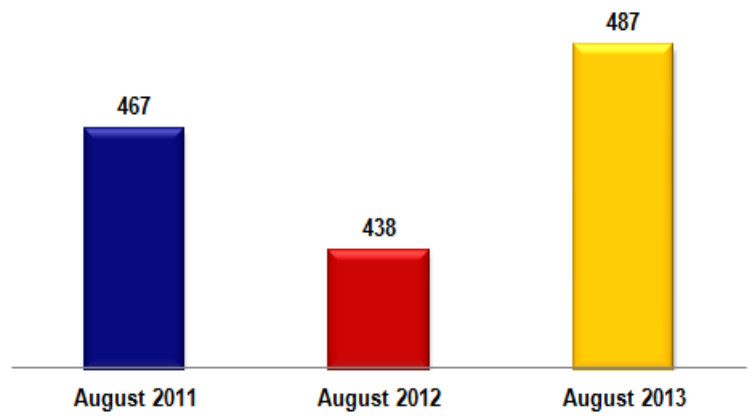
Lucas and Upper Wood County						
	August			Year to Date		
	2012	2013	+/-	2012	2013	+/-
Closed Sales	438	487	11%	3,291	3,532	7%
Pending	435	491	13%	—	—	—
Average Sales Price	\$110,764	\$129,321	17%	\$107,171	\$118,346	10%
Average Price Per Square Foot	\$58	\$65	12%	\$55	\$60	9%
% of Original List Price Received	94%	96%	2%	94%	95%	1%
Average Days On Market	119	100	-16%	117	116	-1%
New Listings	722	825	14%	6,281	6,174	-2%
Active Listings	4,365	4,111	-6%	—	—	—
Months Supply of Inventory	10.0	8.4	-16%	—	—	—
Volume (in 1000's)	\$48,754	\$64,222	32%	\$353,147	\$421,751	19%

Lucas County							
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	111	102	126	52	18	6	4
Pending	130	103	120	43	11	3	4
Active	943	1,078	933	364	128	39	71
Months Supply of Inventory	8.5	10.6	8.5	7.4	7.1	6.5	17.8

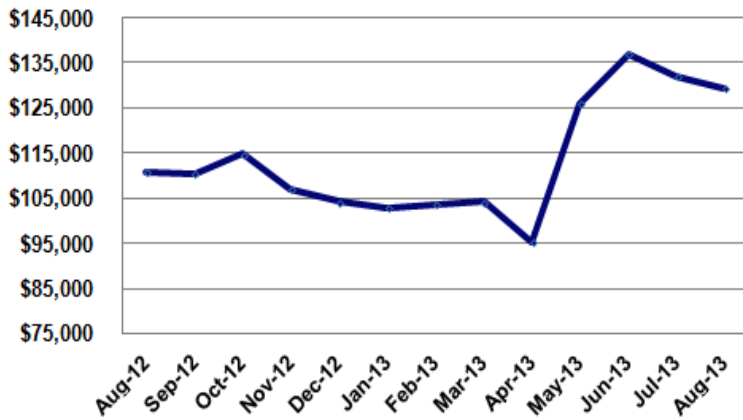
Lucas and Upper Wood County Home Sales



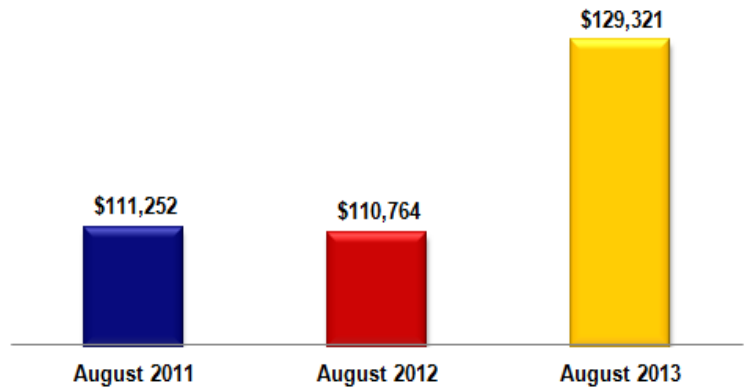
Lucas and Upper Wood County Home Sales



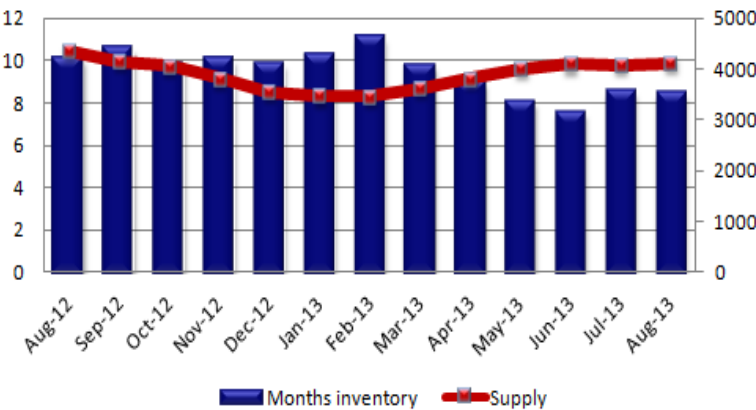
Lucas and Upper Wood County Average Sales Price



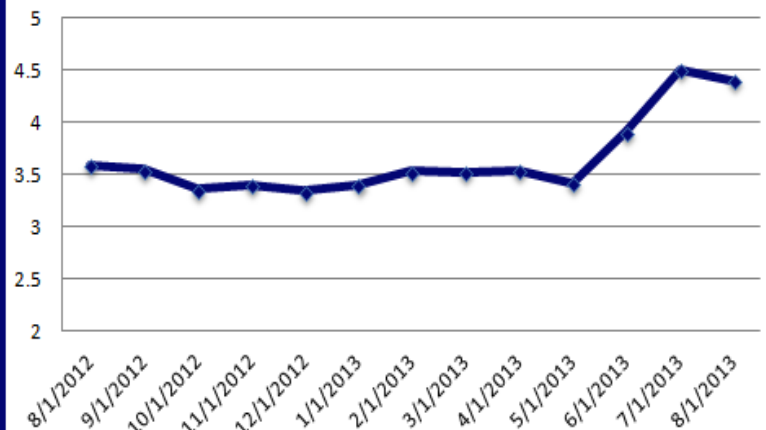
Lucas and Upper Wood County Average Sales Price



Inventory Supply Chart



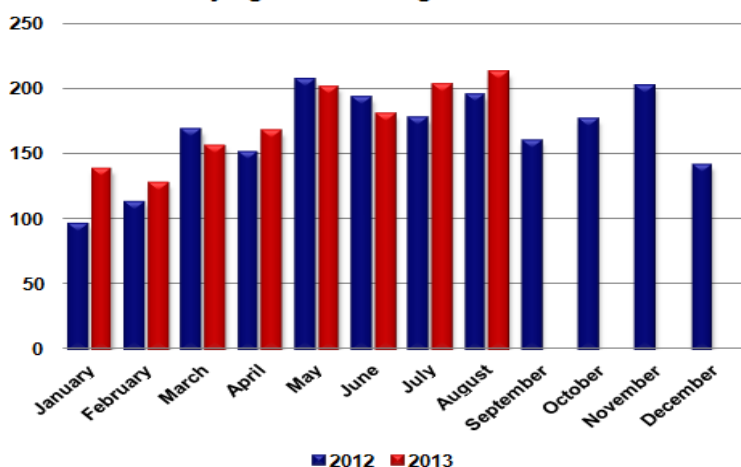
30 Year Mortgage Rate



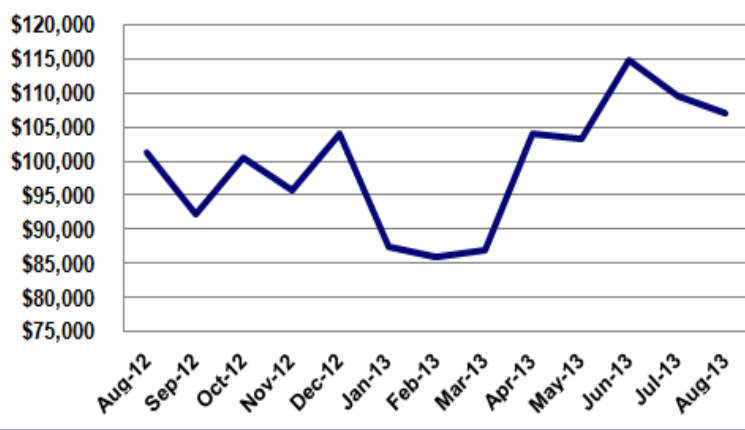
Area & Zip Codes	Active Listings	New Listings	Sold	Pending	Average Sales Price	Av. Days on Market	Months of Inventory
Sylvania (2 & 3) [43560, 43617]	631	77	50	52	\$203,707	90	12.6
Airport/Swanton (4) [43558]	93	18	8	10	\$139,038	67	11.6
Spring Meadows (5) [43528]	165	37	18	26	\$208,152	86	9.2
Monclova (6) [43542]	39	5	7	6	\$334,150	154	5.6
Maumee (7) [43537]	233	35	37	29	\$183,255	103	6.3
Whitehouse (8) [43571]	73	20	10	13	\$204,250	78	7.3
Waterville (10) [43566]	65	14	10	10	\$164,150	92	6.5
Toledo (11—15 & 17) [43623, 43613, 43612, 43611, 43615, 43606]	1,453	297	153	155	\$81,212	101	9.5
Ottawa Hills (16) [43615 & 43606]	74	11	9	9	\$280,944	169	8.2
Toledo (18-22) [43610, 43620, 43608, 43602, 43604, 43624, 43607, 43609]	427	76	33	40	\$27,526	96	12.9
Heatherdowns (23) [43614]	307	54	45	32	\$99,962	122	6.8
East River (24) [43605]	149	35	18	20	\$15,351	55	8.3
Oregon East Suburbs (25 & 26) [43616, 43434, 43618, 43412]	150	34	17	22	\$124,133	114	8.8
Perrysburg & Rossford (53 & 54) [43551, 43552, 43460]	499	106	71	65	\$172,008	97	7.0
Ottawa County (27 & 28)	139	16	9	13	\$104,725	204	15.4
Sandusky County (29)	120	18	16	15	\$117,328	227	7.5
Wood County (51, 52, 56 & 57)	191	41	20	22	\$123,662	120	9.6
Bowling Green (55)	98	20	19	19	\$147,537	104	5.2
Defiance (61)	174	28	13	15	\$63,033	126	13.4
Defiance County (62—66)	172	24	16	16	\$126,188	169	10.8
Pauling County (67-70)	137	19	17	13	\$101,735	156	8.1
Henry County (72-75)	111	16	5	7	\$80,575	94	22.2
Napoleon (76)	126	29	9	12	\$104,544	127	14.0
Putnam County (78—80)	30	5	5	2	\$74,273	95	6.0
Williams County (82-86 & 88-91)	214	36	25	17	\$87,294	134	8.6
Bryan (87)	168	38	18	17	\$114,600	125	9.3
Fulton County (93-95 & 97-99)	176	30	26	16	\$107,215	109	6.8
Wauseon (96)	83	17	10	8	\$104,290	186	8.3

Outlying Areas						
	August			Year to Date		
	2012	2013	+/-	2012	2013	+/-
Closed Sales	194	211	9%	1,284	1,398	9%
Pending	194	198	2%	—	—	—
Average Sales Price	\$101,242	\$107,053	6%	\$96,984	\$101,256	4%
Average Price Per Square Foot	\$58	\$62	7%	\$55	\$56	2%
% of Original List Price Received	93%	94%	1%	93%	94%	1%
Average Days On Market	137	139	1%	131	131	—
New Listings	362	351	-3%	2,749	2,678	-3%
Active Listings	2,119	1,994	-6%	—	—	—
Months Supply of Inventory	10.9	9.5	-13%	—	—	—
Volume (in 1000's)	\$19,641	\$22,844	16%	\$124,660	\$142,710	14%

Outlying Areas Average Home Sales



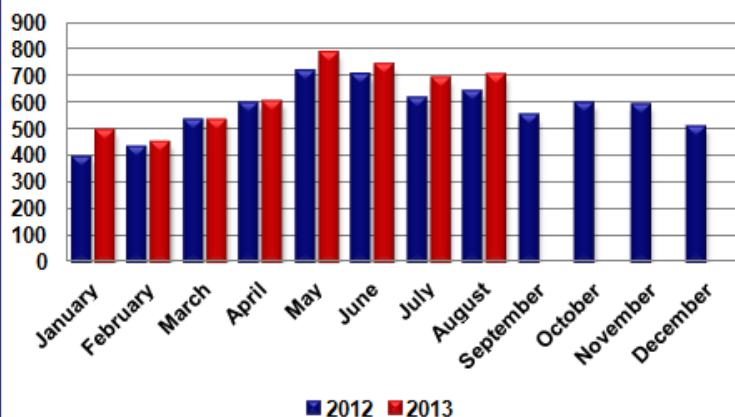
Outlying Areas Average Sales Price



Entire NORIS MLS						
	August			Year to Date		
	2012	2013	+/-	2012	2013	+/-
Closed Sales	632	698	10%	4,575	4,930	8%
Pending	629	689	10%	—	—	—
Average Sales Price	\$107,841	\$122,590	14%	\$104,312	\$113,500	9%
Average Price Per Square Foot	\$58	\$64	10%	\$55	\$60	9%
% of Original List Price Received	93%	95%	2%	93%	94%	1%
Average Days On Market	124	112	-10%	121	120	-1%
New Listings	1,084	1,176	8%	9,030	8,852	-2%
Active Listings	6,485	6,105	-6%	—	—	—
Months Supply of Inventory	10.3	8.7	-16%	—	—	—
Volume (in 1000's)	\$68,395	\$87,066	27%	\$477,807	\$564,461	18%

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	160	186	240	89	23	7	5
Pending	181	164	239	78	17	5	6
Active	1,238	1,850	2,005	634	204	70	104
Months Supply of Inventory	7.7	9.9	8.4	7.1	8.9	10.0	20.8

NORIS MLS Homes Sales



NORIS MLS Average Sales Price

