

December sales of single-family homes in Lucas and Upper Wood County reported by the Toledo Board of REALTORS® totaled 386. This was an increase of 6% compared to December of 2012, and increase of 9% compared to the previous month. Sales volume generated by December activity totaled \$48 million, which was up 28% from 2012, and year to date sales volume is up 11% over the same time period in 2012. The median sales price was \$97,750 which was an increase of 38% from December 2012, and the average sales price was \$125,102 an increase of 20% compared to last December.

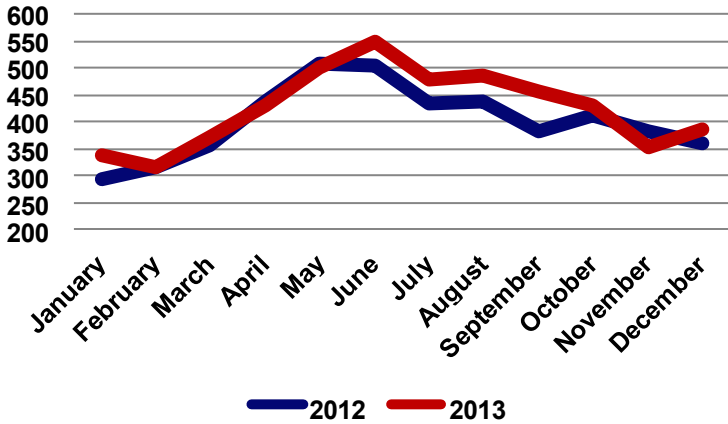
417 listings were added to the system in December, which was down 13% from last December's 477, and down 18% from last month. Year-to-date new listings totaled 8,487 which is down 1% from the 8,540 submitted through December of last year. Inventory of single-family listings showed 3,280 available at month's end which represented a supply of 8.5 months which is down 13% from December of 2012 and down 16% from the previous month.

Sales through December reached 5,192, a 7% increase over 2012 when 4,832 transactions occurred during the same period. The average sales price year-to-date stood at \$117,394 and represented a 9% increase from 2012's year-to-date numbers.

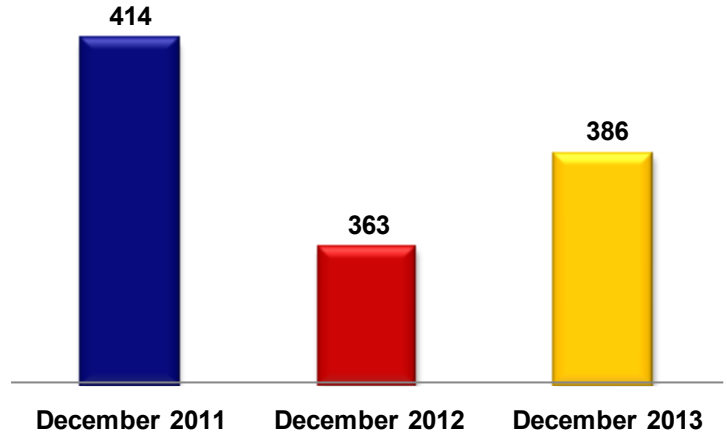
Lucas and Upper Wood County						
	December			Year to Date		
	2012	2013	+/-	2012	2013	+/-
Closed Sales	363	386	6%	4,832	5,192	7%
Pending	364	366	1%	—	—	—
Median Sales Price	\$70,600	\$97,750	38%	\$77,500	\$90,000	16%
Average Sales Price	\$104,019	\$125,102	20%	\$107,859	\$117,394	9%
Average Price Per Square Foot	\$53	\$64	21%	\$55	\$60	9%
% of Original List Price Received	95%	95%	—	94%	95%	1%
Average Days On Market	116	110	-5%	119	115	-3%
New Listings	477	417	-13%	8,540	8,487	-1%
Active & Contingent Listings	3,558	3,280	-8%	—	—	—
Months Supply of Inventory	9.8	8.5	-13%	—	—	—
Volume (in 1000's)	\$37,841	\$48,289	28%	\$552,349	\$612,523	11%

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	95	80	88	31	13	3	5
Pending	117	77	80	29	9	2	4
Active & Contingent	850	887	702	256	94	31	59
Months Supply of Inventory	8.9	11.1	8.0	8.3	7.2	10.3	11.8

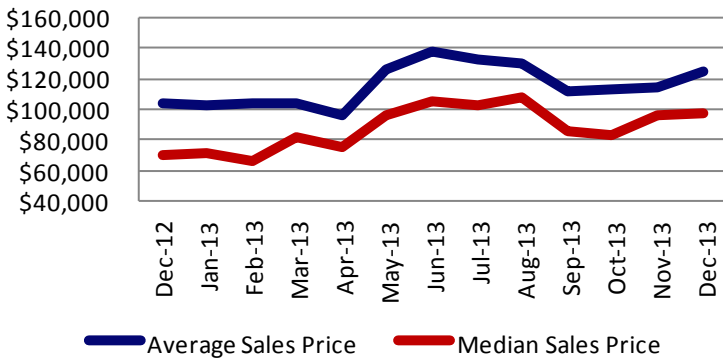
Lucas and Upper Wood County Home Sales



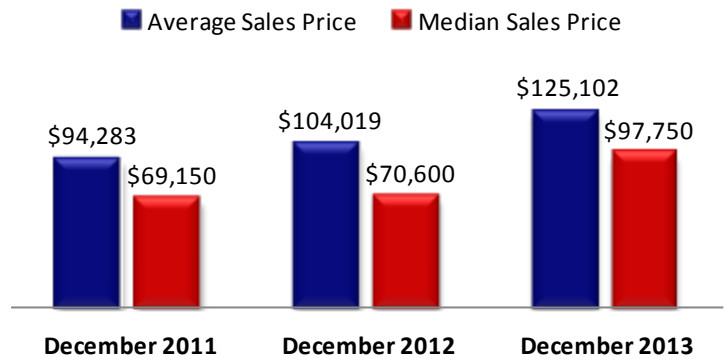
Lucas and Upper Wood County Home Sales



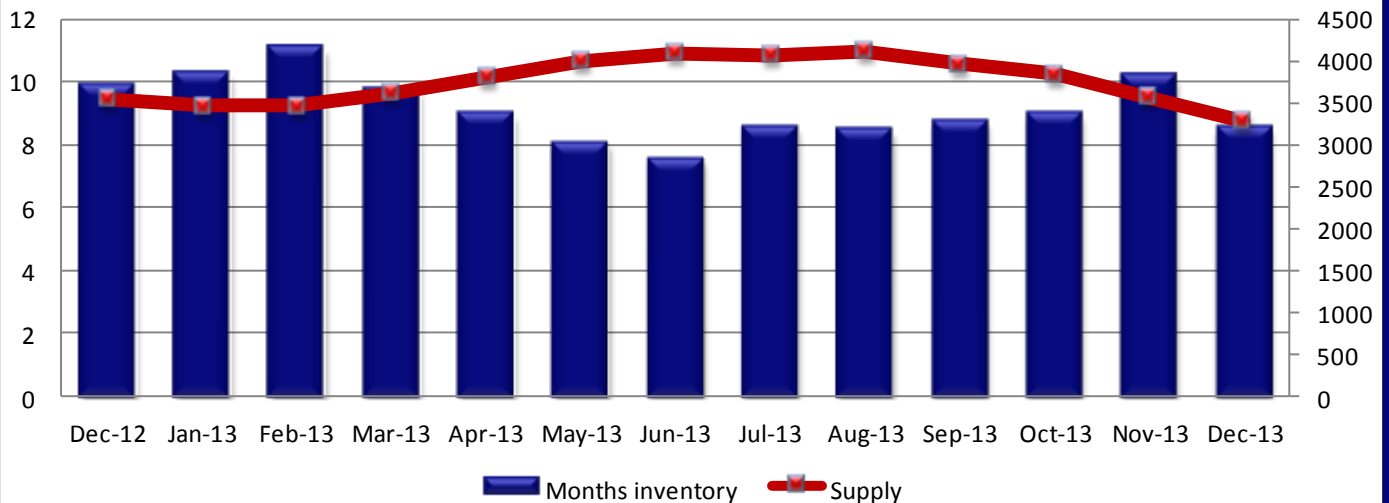
Lucas and Upper Wood County Average and Median Sales Prices



Lucas and Upper Wood County Average and Median Sales Prices



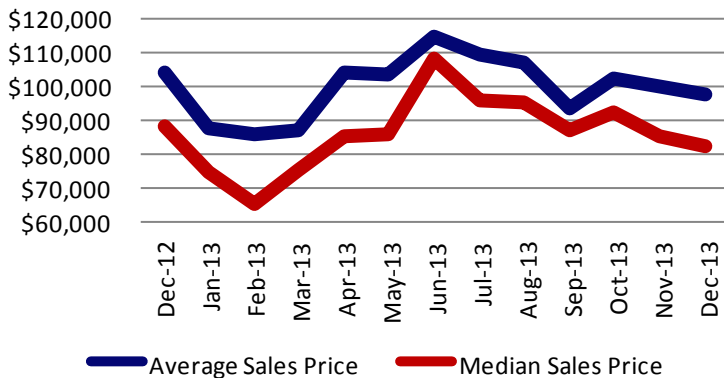
Inventory Supply Chart



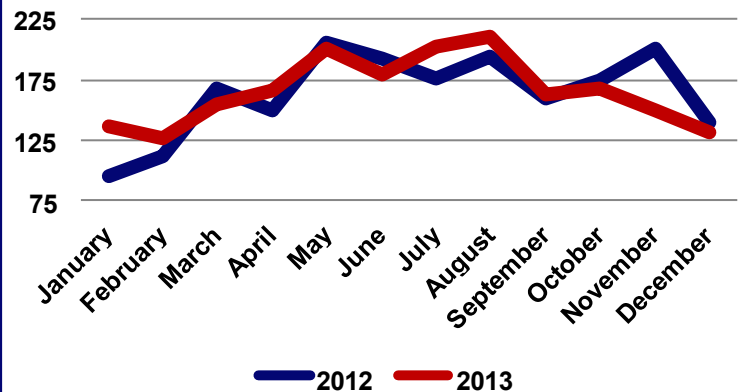
Area & Zip Codes	Active Listings	New Listings	Sold	Pending	Average Sales \$	Median Sales \$	Av. DOM	Months of Inventory
Sylvania (2 & 3) [43560, 43617]	261	29	27	23	\$203,866	\$178,500	124	9.7
Airport/Swanton (4) [43558]	56	2	11	3	\$118,986	\$78,500	89	5.1
Spring Meadows (5) [43528]	135	22	19	16	\$183,986	\$175,500	115	7.1
Monclova (6) [43542]	27	2	5	3	\$338,726	\$293,850	175	5.4
Maumee (7) [43537]	174	20	23	25	\$198,309	\$174,900	115	7.6
Whitehouse (8) [43571]	53	5	9	10	\$223,002	\$226,000	80	5.9
Waterville (10) [43566]	52	8	11	8	\$210,218	\$195,000	104	4.8
Toledo (11 & 15) [43623 & 43615]	360	55	43	38	\$97,456	\$84,900	121	8.4
Tremainsville (12) [43613]	334	43	39	32	\$63,730	\$62,150	110	8.6
Five Points/North Towne (13) [43612]	243	45	21	26	\$35,062	\$28,900	91	11.6
Point Place (14) [43611]	127	13	19	13	\$73,503	\$64,900	127	6.7
Ottawa Hills (16) [43615 & 43606]	51	4	5	5	\$372,700	\$175,000	158	10.2
Ottawa Park/Westgate (17) [43606]	155	19	12	21	\$107,104	\$106,500	96	13.0
Toledo (18-22) [43610, 43620, 43608, 43602, 43604, 43624, 43607, 43609]	396	51	27	46	\$17,488	\$17,500	76	14.7
Heatherdowns (23) [43614]	213	27	23	24	\$106,801	\$115,000	150	9.3
East River (24) [43605]	121	18	13	12	\$17,656	\$14,000	68	9.3
Oregon (25) [43616]	118	15	10	9	\$117,220	\$112,900	89	11.8
East Suburbs (26) [43434, 43618, 43412]	15	3	0	1	—	—	—	—
Perrysburg (53) [43551, 43552]	230	24	45	33	\$189,737	\$188,000	110	5.1
Rossford (54) [43460]	132	12	20	13	\$99,085	\$99,085	104	6.6
Ottawa County (27 & 28)	117	5	16	13	\$142,744	\$121,500	112	7.3
Sandusky County (29)	114	15	5	8	\$121,500	\$141,000	187	22.8
Wood County (51, 52, 56 & 57)	154	17	9	12	\$127,889	\$124,000	159	17.1
Bowling Green (55)	86	14	9	9	\$142,172	\$142,172	116	9.6
Defiance (61)	146	10	16	13	\$71,731	\$68,780	118	9.1
Defiance County (62—66)	148	11	8	3	\$105,600	\$101,950	100	18.5
Pauling County (67-70)	108	8	10	7	\$81,350	\$77,000	137	10.8
Henry County (72-75)	98	11	3	7	\$74,333	\$50,000	121	32.7
Napoleon (76)	103	8	4	7	\$135,125	\$145,500	110	25.8
Putnam County (78—80)	26	3	3	2	\$72,500	\$54,000	129	8.7
Williams County (82-86 & 88-91)	158	26	12	8	\$63,729	\$56,875	128	13.2
Bryan (87)	164	12	11	11	\$98,945	\$82,000	139	14.9
Fulton County (93-95 & 97-99)	142	20	7	12	\$74,843	\$70,000	176	20.3
Wauseon (96)	65	8	10	4	\$71,605	\$68,950	107	6.5

Outlying Areas						
	December			Year to Date		
	2012	2013	+/-	2012	2013	+/-
Closed Sales	139	131	-6%	1,956	2,022	3%
Pending	127	119	-6%	—	—	—
Median Sales Price	\$88,000	\$82,500	-6%	\$84,000	\$88,000	5%
Average Sales Price	\$104,432	\$97,418	-7%	\$97,265	\$100,319	3%
Average Price Per Square Foot	\$59	\$57	-3%	\$56	\$58	4%
% of Original List Price Received	93%	92%	-1%	93%	93%	—
Average Days On Market	134	132	-1%	132	132	—
New Listings	207	176	-15%	3,733	3,704	-1%
Active & Contingent Listings	1,676	1,668	—	—	—	—
Months Supply of Inventory	12.1	12.7	5%	—	—	—
Volume (in 1000's)	\$14,521	\$13,097	-10%	\$190,792	\$204,079	7%

Outlying Areas Sale Prices



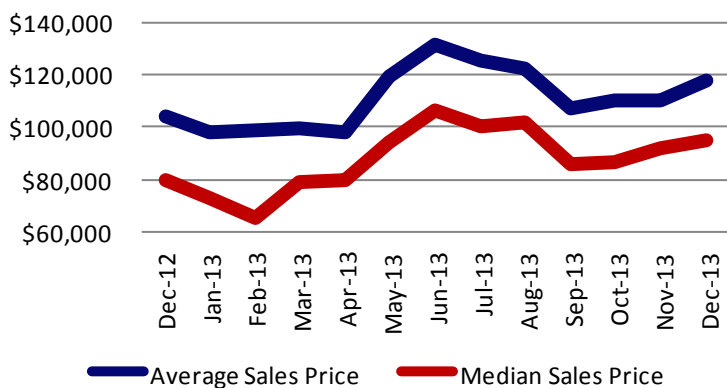
Outlying Areas Average Home Sales



Entire NORIS MLS						
	December			Year to Date		
	2012	2013	+/-	2012	2013	+/-
Closed Sales	502	521	4%	6,788	7,214	6%
Pending	486	486	—	—	—	—
Median Sales Price	\$79,900	\$95,000	19%	\$80,000	\$89,900	12%
Average Sales Price	\$104,134	\$118,087	13%	\$104,806	\$112,609	7%
Average Price Per Square Foot	\$55	\$62	13%	\$55	\$60	9%
% of Original List Price Received	94%	94%	—	93%	95%	2%
Average Days On Market	121	116	-4%	123	119	-3%
New Listings	684	593	-13%	12,273	12,191	-1%
Active & Contingent Listings	5,245	4,948	-6%	—	—	—
Months Supply of Inventory	10.4	9.5	-9%	—	—	—
Volume (in 1000's)	\$52,362	\$61,387	17%	\$713,141	\$816,603	15%

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	136	142	159	56	19	4	5
Pending	153	117	148	46	14	4	4
Active & Contingent	1,114	1,521	1,553	459	163	56	82
Months Supply of Inventory	8.2	10.7	9.8	8.2	8.6	14.0	16.4

NORIS MLS Home Sale Prices



NORIS MLS Homes Sales

