

November sales of single-family homes in Lucas and Upper Wood County reported by the Toledo Board of REALTORS® totaled 353. This was a decrease of 4% compared to November of 2012, and a decrease of 18% compared to the previous month. Sales volume generated by November activity totaled \$41 million, which was non-changed from 2012, and year to date sales volume is up 16% over the same time period in 2012. The median sales price was \$96,000 which was an increase of 21% from November 2012, and the average sales price was \$114,785 an increase of 5% compared to last November.

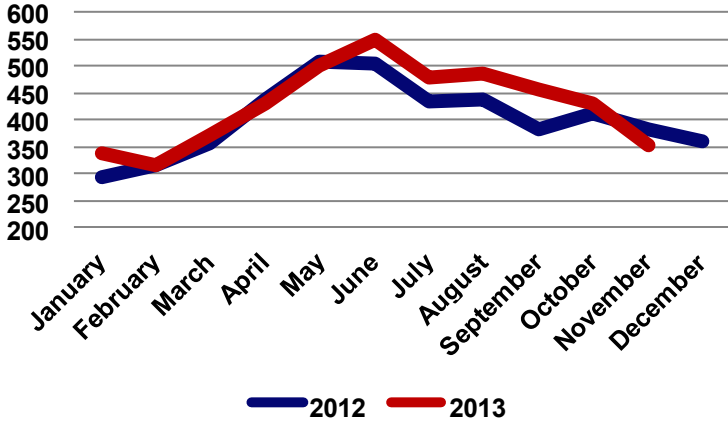
511 listings were added to the system in November, which was down 5% from last November's 538, and down 28% from last month. Year-to-date new listings totaled 8,070 which is statistically unchanged from the 8,063 submitted through November of last year. Inventory of single-family listings showed 3,574 available at month's end which represented a supply of 10.1 months which is down 3% from November of 2012 and up 13% from the previous month.

Sales through November reached 4,684, a 7% increase over 2012 when 4,358 transactions occurred during the same period. The average sales price year-to-date stood at \$118,523 and represented an 8% increase from 2012's year-to-date numbers.

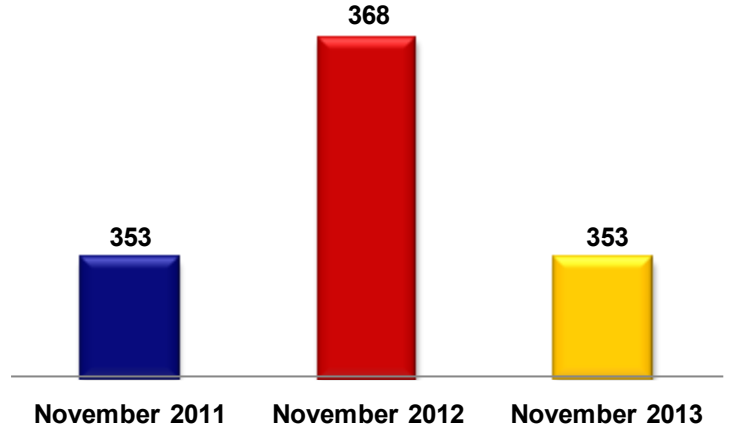
Lucas and Upper Wood County						
	November			Year to Date		
	2012	2013	+/-	2012	2013	+/-
Closed Sales	368	353	-4%	4,358	4,684	7%
Pending	373	378	1%	—	—	—
Median Sales Price	\$79,450	\$96,000	21%	\$80,000	\$92,700	16%
Average Sales Price	\$109,698	\$114,785	5%	\$109,722	\$118,523	8%
Average Price Per Square Foot	\$55	\$61	11%	\$56	\$61	9%
% of Original List Price Received	93%	95%	2%	93%	95%	2%
Average Days On Market	131	118	-10%	121	116	-4%
New Listings	538	511	-5%	8,063	8,070	—
Active & Contingent Listings	3,816	3,574	-6%	—	—	—
Months Supply of Inventory	10.4	10.1	-3%	—	—	—
Volume (in 1000's)	\$40,368	\$40,519	—	\$478,167	\$555,159	16%

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	115	71	92	21	7	4	3
Pending	115	78	76	29	7	4	6
Active & Contingent	886	949	790	287	103	37	64
Months Supply of Inventory	7.7	13.4	8.6	13.7	14.7	9.3	21.3

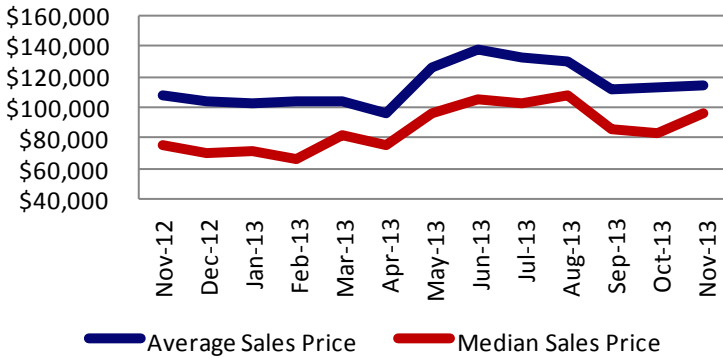
Lucas and Upper Wood County Home Sales



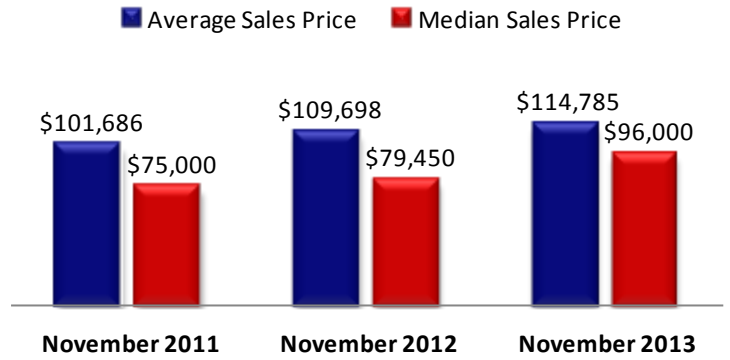
Lucas and Upper Wood County Home Sales



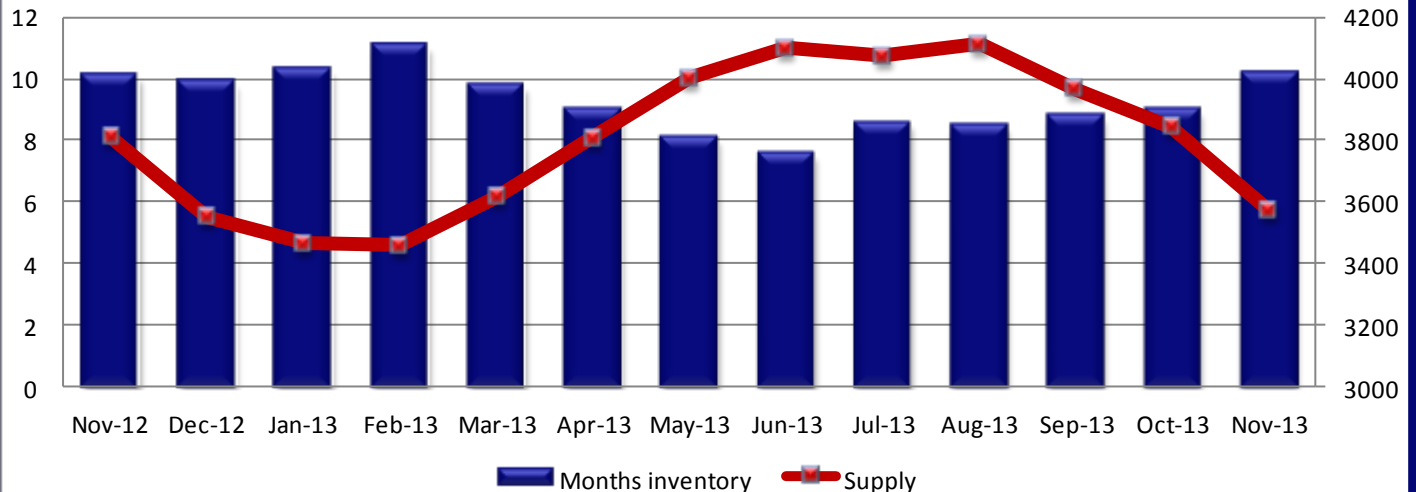
Lucas and Upper Wood County Average and Median Sales Prices



Lucas and Upper Wood County Average and Median Sales Prices



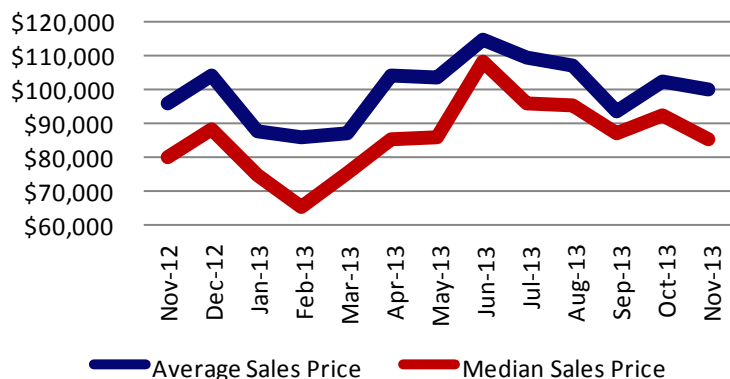
Inventory Supply Chart



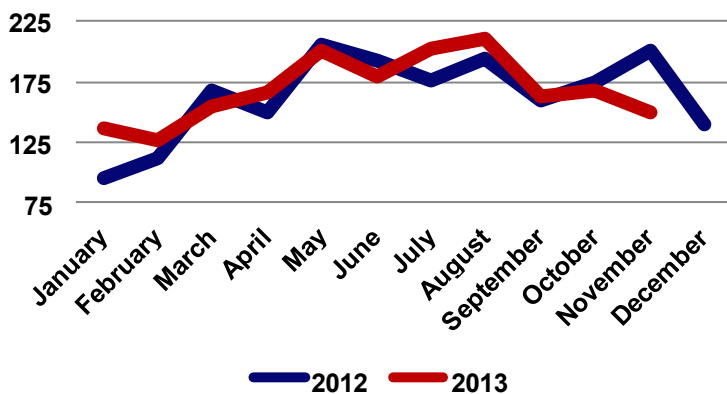
Area & Zip Codes	Active Listings	New Listings	Sold	Pending	Average Sales \$	Median Sales \$	Av. DOM	Months of Inventory
Sylvania (2 &3) [43560, 43617]	301	41	33	26	\$175,560	\$157,250	139	9.1
Airport/Swanton (4) [43558]	77	7	9	9	\$143,969	\$141,750	136	8.6
Spring Meadows (5) [43528]	137	21	10	17	\$184,150	\$156,500	111	13.7
Monclova (6) [43542]	31	4	3	3	\$232,763	\$200,000	128	10.0
Maumee (7) [43537]	189	22	22	22	\$179,900	\$150,000	91	8.6
Whitehouse (8) [43571]	65	11	12	6	\$164,525	\$131,950	137	5.4
Waterville (10) [43566]	54	14	5	9	\$136,980	\$115,000	126	10.8
Toledo (11 & 15) [43623 & 43615]	381	46	40	33	\$91,806	\$93,500	107	9.5
West Toledo (12 & 13) [43613,13612]	614	93	68	72	\$50,036	\$40,125	126	9.0
Point Place (14) [43611]	142	21	16	24	\$58,056	\$50,050	76	8.9
Ottawa Hills (16) [43615 & 43606]	60	5	6	6	\$403,533	\$310,500	141	10.0
Ottawa Park/Westgate (17) [43606 no Ot-tawa Hills]	165	24	6	7	\$100,208	\$100,750	87	27.5
Toledo (18-22) [43610, 43620, 43608, 43602, 43604, 43624, 43607, 43609]	429	72	39	34	\$24,176	\$14,500	85	11.0
Heatherdowns (23) [43614]	239	33	25	32	\$110,467	\$104,450	148	9.6
East River (24) [43605]	132	19	12	14	\$14,065	\$9,500	117	11.0
Oregon (25) [43616]	119	13	9	10	\$152,211	\$126,000	141	13.2
East Suburbs (26) [43434, 43618, 43412]	14	0	0	0	—	—	—	—
Perrysburg (53) [43551, 43552]	252	37	32	35	\$226,046	\$187,500	129	7.9
Rossford (54) [43460]	154	27	14	18	\$104,400	\$106,000	123	11.0
Ottawa County (27 & 28)	135	20	8	11	\$88,300	\$78,500	181	16.9
Sandusky County (29)	124	24	14	11	\$110,414	\$109,250	90	8.9
Wood County (51, 52, 56 & 57)	165	22	19	16	\$105,568	\$105,000	143	8.7
Bowling Green (55)	87	10	8	4	\$117,406	\$126,000	118	10.9
Defiance (61)	164	26	14	18	\$76,892	\$66,000	147	11.7
Defiance County (62—66)	165	22	15	13	\$115,945	\$115,000	149	11.0
Pauling County (67-70)	116	12	9	11	\$76,144	\$76,500	115	12.9
Henry County (72-75)	104	18	2	3	\$103,500	\$103,500	383	52.0
Napoleon (76)	108	20	7	6	\$113,214	\$129,500	252	15.4
Putnam County (78—80)	26	3	2	3	\$62,000	\$62,000	96	13.0
Williams County (82-86 & 88-91)	170	22	23	18	\$96,512	\$75,502	165	7.4
Bryan (87)	175	28	11	12	\$150,822	\$143,500	88	15.9
Fulton County (93-95 & 97-99)	150	18	13	7	\$103,004	\$84,000	138	11.5
Wauseon (96)	70	2	4	9	\$89,733	\$113,000	78	17.5

Outlying Areas						
	November			Year to Date		
	2012	2013	+/-	2012	2013	+/-
Closed Sales	196	150	-23%	1,772	1,850	4%
Pending	181	147	-19%	—	—	—
Median Sales Price	\$80,000	\$85,000	6%	\$83,700	\$88,950	6%
Average Sales Price	\$92,383	\$99,902	8%	\$96,173	\$101,243	5%
Average Price Per Square Foot	\$54	\$57	6%	\$55	\$59	7%
% of Original List Price Received	93%	94%	1%	93%	93%	—
Average Days On Market	131	142	8%	133	132	-1%
New Listings	239	251	5%	3,526	3,528	—
Active & Contingent Listings	1,830	1,803	-1%	—	—	—
Months Supply of Inventory	9.3	12.0	29%	—	—	—
Volume (in 1000's)	\$18,107	\$14,985	34%	\$170,418	\$187,300	10%

Outlying Areas Sale Prices



Outlying Areas Average Home Sales



Entire NORIS MLS						
	November			Year to Date		
	2012	2013	+/-	2012	2013	+/-
Closed Sales	564	503	-11%	6,130	6,534	7%
Pending	554	525	-5%	—	—	—
Median Sales Price	\$79,950	\$92,000	15%	\$81,000	\$91,000	12%
Average Sales Price	\$103,681	\$110,346	6%	\$105,805	\$113,630	7%
Average Price Per Square Foot	\$55	\$60	9%	\$56	\$61	9%
% of Original List Price Received	93%	95%	2%	93%	94%	1%
Average Days On Market	131	125	-4%	124	121	-2%
New Listings	777	762	-2%	11,589	11,598	—
Active & Contingent Listings	5,646	5,378	-5%	—	—	—
Months Supply of Inventory	10.0	10.7	7%	—	—	—
Volume (in 1000's)	\$58,476	\$55,504	-5%	\$648,585	\$742,459	14%

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	148	134	179	37	13	6	5
Pending	151	136	158	54	11	5	8
Active & Contingent	1,167	1,640	1,733	510	176	64	89
Months Supply of Inventory	7.9	12.2	9.7	13.8	13.6	10.7	17.8

