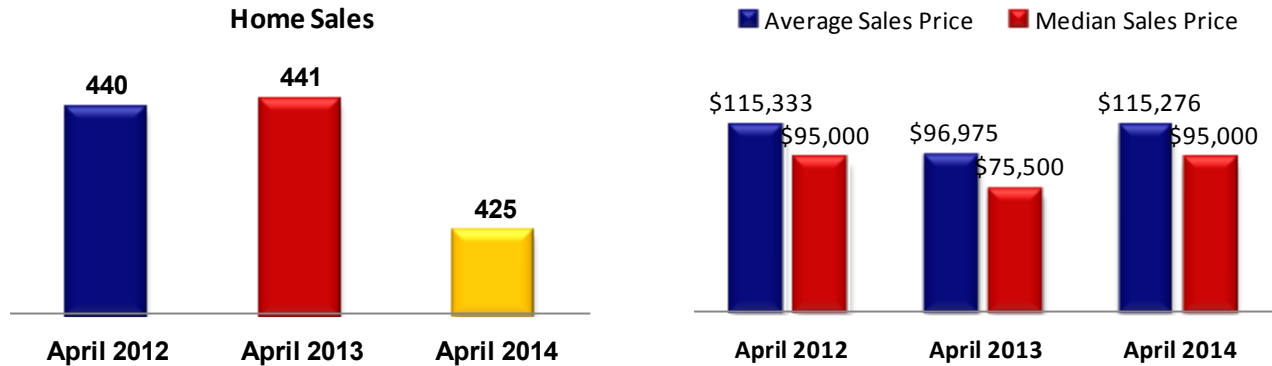
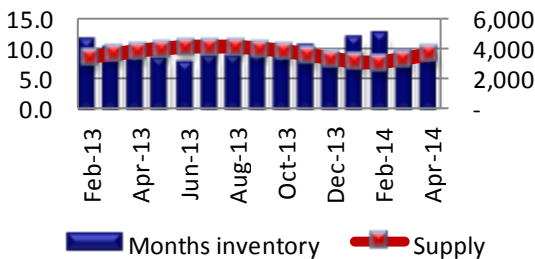


Local Market Update —April 2014

Home Sales



Inventory Supply Chart



April sales of single-family homes in Lucas and Upper Wood County reported by the Toledo Board of REALTORS® totaled 425. This was a decrease of 4 percent compared to April of 2013, and an increase of fifteen percent compared to the previous month. Sales volume generated by April activity totaled \$48.2 million, which was up fifteen percent from 2013. The median sales price was \$95,000 which was an increase of twenty-six percent from April 2013, and the average sales price was \$115,276 an increase of nineteen percent compared to last April.

Lucas and Upper Wood County

	April 2013	April 2014	% Change	YTD 2013	YTD 2014	% Change
Closed Sales	441	425	-4%	1,497	1,330	-11%
Pending	485	564	16%			
Median Sales Price	\$75,500	\$95,000	26%	\$75,109	\$78,000	4%
Average Sales Price	\$96,975	\$115,276	19%	\$101,577	\$105,632	4%
Average Price Per Square Foot	\$54	\$62	15%	\$54	\$56	4%
% of Original List Price Received	93%	95%	2%	94%	94%	0%
Average Days on Market	115	128	11%	121	121	0%
New Listings	813	918	13%	2,812	2,795	-1%
Active & Contingent Listings	3,828	3,605	-6%			
Months Supply of Inventory	8.7	8.5	-2%			
Volume (in 1000's)	\$41,893	\$48,186	15%	\$150,537	\$136,581	-9%

918 listings were added to the system in April, which was up thirteen percent from last April's 813, and up twenty percent from last month. Inventory of single-family listings showed 3,605 available at month's end which represented a supply of 8.5 months which is down two percent from April of 2013 and down six percent from the previous month.

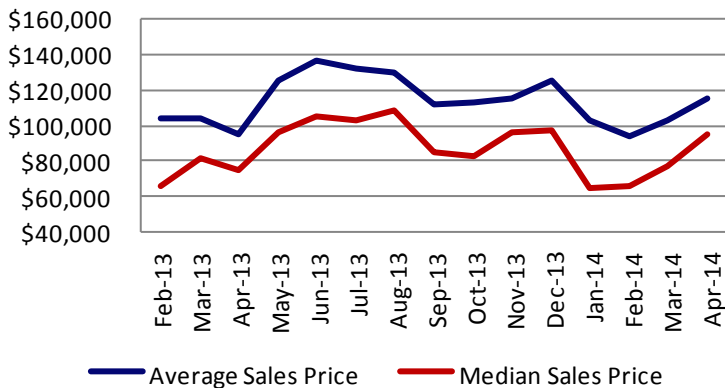
Lucas County

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	129	91	114	29	14	4	1
Pending	160	114	137	47	15	5	3
Active & Contingent	912	902	830	293	119	42	48
Months Supply of Inventory	7.1	9.9	7.3	10.1	8.5	10.5	48.0

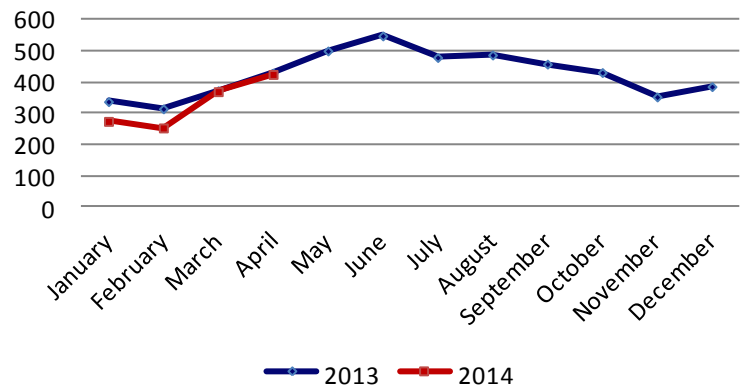
Lucas & Upper Wood County —April 2014

Area & Zip Codes	Active Listings	New Listings	Sold	Pending	Average Sales \$	Median Sales \$	Av. DOM	Months of Inv.
Sylvania (2&3) [43560, 43617]	326	93	49	64	\$196,676	\$167,250	162	6.7
Airport/Swanton (4) [43558]	72	22	7	15	\$157,700	\$159,900	161	10.3
Spring Meadows (5) [43528]	149	31	26	27	\$146,379	\$139,000	136	5.7
Monclova (6) [43542]	30	5	3	5	\$358,034	\$309,874	247	10.0
Maumee (7) [43537]	201	53	28	39	\$157,575	\$139,000	104	7.2
Whitehouse (8) [43571]	56	16	1	3	\$221,000	\$221,000	35	56.0
Waterville (10) [43566]	61	17	9	12	\$211,244	\$186,500	91	6.8
Franklin Park/Trilby (11) [43613]	143	48	20	25	\$120,347	\$113,750	113	7.2
Tremainsville (12) [43613]	345	88	38	49	\$ 61,470	\$ 53,875	128	9.1
Five Points/North Towne (13) [43612]	248	50	25	40	\$ 39,267	\$ 38,250	127	9.9
Point Place (14) [43611]	158	53	11	18	\$ 71,914	\$ 61,500	119	14.4
Wildwood/Reynolds Corner (15) [43615]	223	41	29	29	\$ 89,467	\$ 76,777	183	7.7
Ottawa Hills (16) [43615 & 43606]	56	9	4	7	\$157,875	\$162,250	87	14.0
Ottawa Park/Westgate (17) [43606]	160	40	19	28	\$ 93,942	\$ 91,000	153	8.4
Old West End (18) [43610, 43620]	47	8	9	6	\$ 11,206	\$ 9,833	52	5.2
Old North End (19) [43608]	111	25	13	14	\$ 16,637	\$ 11,000	137	8.5
Town Centre (20) [43624, 43602, 43604]	6	1	-	-	--	--	--	N/A
South Park (21) [43607]	109	25	10	17	\$ 29,755	\$ 20,125	70	10.9
Old South End (22) [43609]	156	44	16	18	\$ 18,417	\$ 18,000	86	9.8
Heatherdowns (23) [43614]	244	63	36	38	\$101,921	\$ 93,700	131	6.8
East River (24) [43605]	121	23	12	14	\$ 14,048	\$ 9,640	100	10.1
Oregon (25) [43616]	145	40	16	19	\$125,493	\$124,000	137	9.1
East Suburbs (26) [43634, 43618, 43412]	14	5	2	4				
Perrysburg (53) [43551, 43552]	287	87	32	57	\$217,907	\$221,500	95	9.0
Rossford (54) [43460]	126	27	9	15	\$117,390	\$112,000	160	14.0

Average and Median Sales Prices



Home Sales



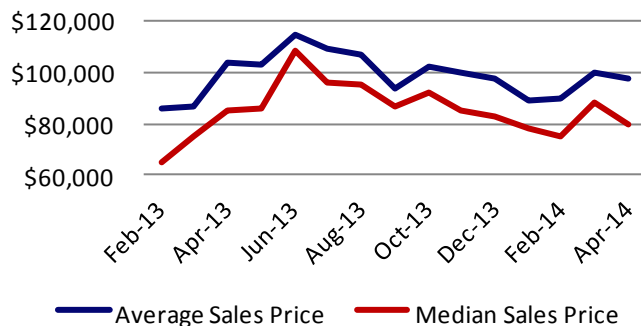
Outlying Areas — April 2014

Outlying Areas

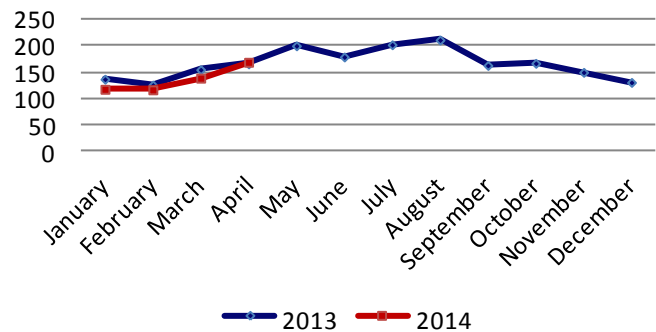
	April 2013	April 2014	% Change	YTD 2013	YTD 2014	% Change
Closed Sales	164	169	3%	589	546	-7%
Pending	185	197	6%			
Median Sales Price	\$85,000	\$80,000	-6%	\$76,000	\$83,750	10%
Average Sales Price	\$106,476	\$97,876	-8%	\$92,777	\$94,991	2%
Average Price Per Square Foot	\$59	\$59	0%	\$54	\$55	2%
% of Original List Price Received	92%	92%	0%	92%	93%	1%
Average Days on Market	142	141	-1%	140	140	0%
New Listings	401	384	-4%	1,259	1,101	-13%
Active & Contingent Listings	1,822	1,707	-6%			
Months Supply of Inventory	11.1	10.1	-9%			
Volume (in 1000's)	\$16,453	\$15,954	-3%	\$53,347	\$51,485	-3%

Area & Zip Codes	Active Listings	New Listings	Sold	Pending	Average Sales \$	Median Sales \$	Av. DOM	Months of Inv.
Ottawa County (27 & 28)	125	33	10	7	\$ 98,938	\$ 90,750	151	12.5
Sandusky County (29)	121	25	12	14	\$ 98,595	\$ 71,500	109	10.1
Wood County (51,52, 56 & 57)	181	40	26	25	\$138,041	\$122,000	131	7.0
Bowling Green (55)	97	26	13	17	\$155,742	\$124,000	163	7.5
Defiance (61)	146	36	10	13	\$ 77,830	\$ 61,700	171	14.6
Defiance County (62-66)	161	31	21	30	\$ 78,919	\$ 68,000	165	7.7
Paulding County (67-70)	105	20	6	5	\$ 82,417	\$ 77,500	115	17.5
Henry County (72-75)	82	18	12	16	\$ 65,579	\$ 57,550	203	6.8
Napoleon (76)	106	27	2	4	\$ 64,500	\$ 64,500	193	53.0
Putnam County (78-80)	14	2	2	0	\$ 81,500	\$ 81,500	144	7.0
Williams County (82-86 & 88-91)	160	41	17	20	\$ 69,977	\$ 55,000	145	9.4
Bryan (87)	176	32	14	15	\$ 75,478	\$ 63,500	114	12.6
Fulton County (93-95 & 97-99)	145	38	17	20	\$ 96,519	\$ 97,000	96	8.5
Wauseon (96)	65	9	4	8	\$111,475	\$100,000	86	16.3

Sales Prices



Home Sales



Entire NORIS MLS —April 2014

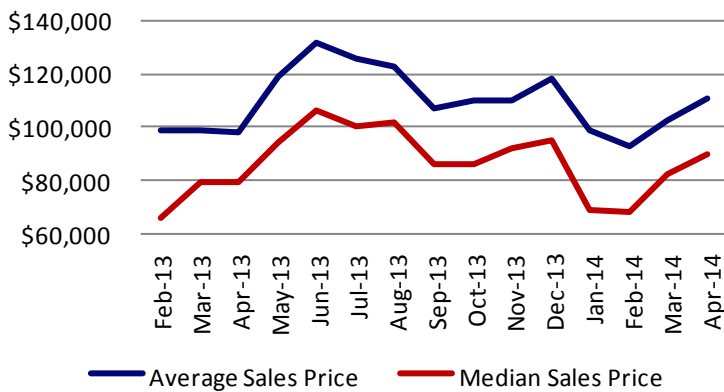
Entire MLS

	April 2013	April 2014	% Change	YTD 2013	YTD 2014	% Change
Closed Sales	605	594	-2%	2,086	1,876	-10%
Pending	670	761	14%			
Median Sales Price	\$79,900	\$90,000	13%	\$75,900	\$79,900	5%
Average Sales Price	\$98,724	\$110,395	12%	\$99,117	\$102,489	3%
Average Price Per Square Foot	\$55	\$61	11%	\$54	\$56	4%
% of Original List Price Received	93%	95%	2%	93%	94%	1%
Average Days on Market	123	132	7%	126	126	0%
New Listings	1,214	1,302	7%	4,071	3,896	-4%
Active & Contingent Listings	5,650	5,312	-6%			
Months Supply of Inventory	9.3	8.9	-4%			
Volume (in 1000's)	\$58,346	\$64,139	10%	\$203,884	\$188,066	-8%

Entire 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	161	171	188	52	22	4	1
Pending	208	197	239	78	30	6	4
Active & Contingent	1,139	1,549	1,724	547	198	81	77
Months Supply of Inventory	7.1	9.1	9.2	10.5	9.0	20.3	77.0

Home Sales Prices



Home Sales

