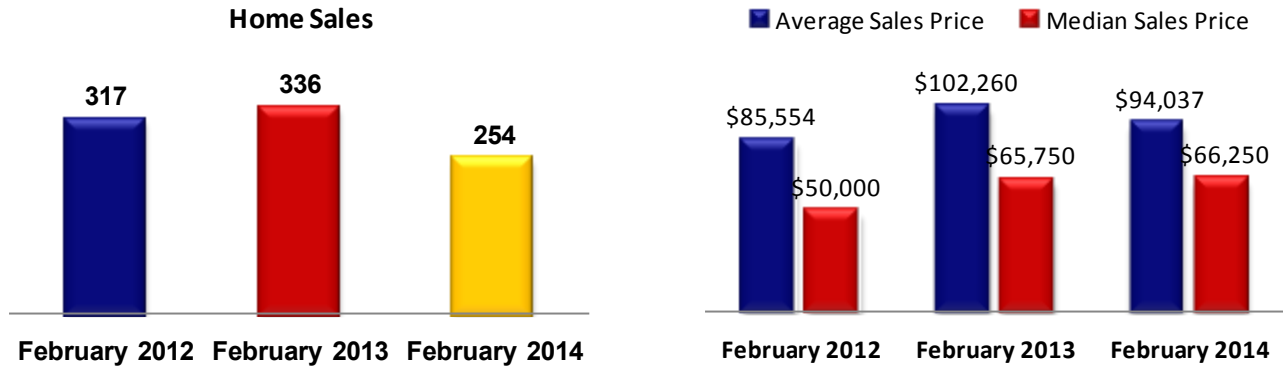
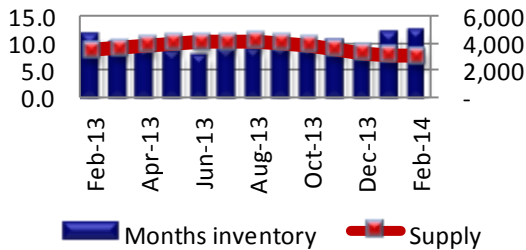


Local Market Update — February 2014

Home Sales



Inventory Supply Chart



February sales of single-family homes in Lucas and Upper Wood County reported by the Toledo Board of REALTORS® totaled 254. This was a decrease of 24 percent compared to February of 2012, and a decrease of eight percent compared to the previous month. Sales volume generated by February activity totaled \$23.9 million, which was down 30 percent from 2013. The median sales price was \$66,250 which was an increase of one percent from February 2013, and the average sales price was \$94,037 a decrease of eight percent compared to last February.

Lucas and Upper Wood County

	Feb. 2013	Feb. 2014	% Change	YTD 2013	YTD 2014	% Change
Closed Sales	336	254	-24%	692	533	-23%
Pending	381	322	-15%			
Median Sales Price	\$65,750	\$66,250	1%	\$69,950	\$66,500	-5%
Average Sales Price	\$102,260	\$94,037	-8%	\$102,013	\$98,654	-3%
Average Price Per Square Foot	\$52	\$51	-2%	\$53	\$52	-2%
% of Original List Price Received	92%	96%	4%	93%	95%	2%
Average Days on Market	128	114	-11%	125	115	-8%
New Listings	639	502	-21%	1,285	1,115	-13%
Active & Contingent Listings	3,474	3,051	-12%			
Months Supply of Inventory	10.3	12.0	16%			
Volume (in 1000's)	\$34,359	\$23,885	-30%	\$70,593	\$52,583	-26%

502 listings were added to the system in February, which was down 21 percent from last February's 639, and down 18 percent from last month. Inventory of single-family listings showed 3,051 available at month's end which represented a supply of 12.0 months which is up 16 percent from February of 2013 and up 6 percent from the previous month.

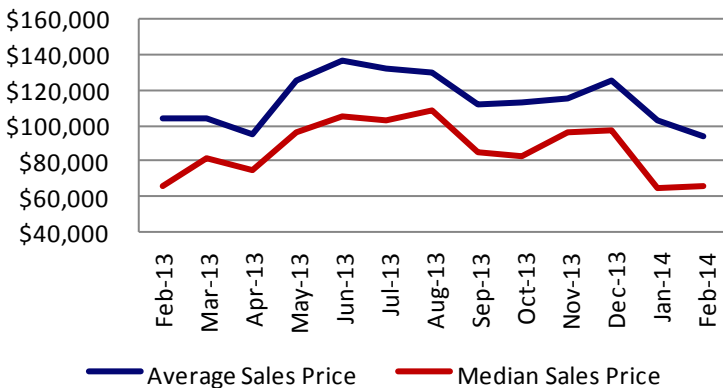
Lucas County

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	99	61	57	12	4	0	2
Pending	112	69	74	15	11	1	3
Active & Contingent	891	798	640	238	84	26	46
Months Supply of Inventory	9.0	13.1	11.2	19.8	21.0		23.0

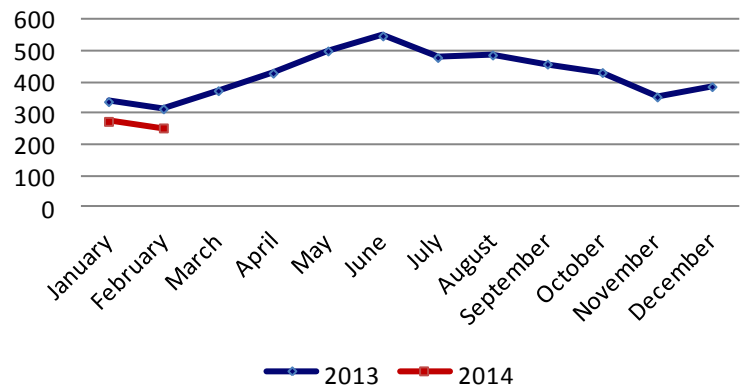
Lucas & Upper Wood County —February 2014

Area & Zip Codes	Active Listings	New Listings	Sold	Pending	Average Sales \$	Median Sales \$	Av. DOM	Months of Inv.
Sylvania (2&3) [43560, 43617]	262	40	30	35	\$ 143,256	\$ 163,000	134	8.7
Airport/Swanton (4) [43558]	50	8	3	3	\$ 88,383	\$ 117,500	131	16.7
Spring Meadows (5) [43528]	124	20	12	21	\$ 161,438	\$ 129,950	100	10.3
Monclova (6) [43542]	23	2	0	2				
Maumee (7) [43537]	167	30	9	19	\$ 150,722	\$ 124,000	119	18.6
Whitehouse (8) [43571]	42	6	3	2	\$ 121,667	\$ 132,000	112	14.0
Waterville (10) [43566]	49	7	5	5	\$ 188,420	\$ 183,000	99	9.8
Franklin Park/Trilby (11) [43613]	108	16	15	17	\$ 99,776	\$ 66,000	87	7.2
Tremainsville (12) [43613]	296	38	22	31	\$ 53,439	\$ 52,500	124	13.5
Five Points/North Towne (13) [43612]	252	49	22	26	\$ 39,456	\$ 31,500	113	11.5
Point Place (14) [43611]	113	24	10	12	\$ 58,790	\$ 66,250	109	11.3
Wildwood/Reynolds Corner (15) [43615]	207	40	20	21	\$ 57,683	\$ 38,250	112	10.4
Ottawa Hills (16) [43615 & 43606]	42	2	5	4	\$ 268,800	\$ 260,000	122	8.4
Ottawa Park/Westgate (17) [43606]	139	20	8	12	\$ 71,199	\$ 51,980	69	17.4
Old West End (18) [43610, 43620]	39	11	2	2	\$ 16,500	\$ 16,500	89	19.5
Old North End (19) [43608]	99	14	8	9	\$ 7,953	\$ 6,600	81	12.4
Town Centre (20) [43624, 43602, 43604]	6	2	0	0				
South Park (21) [43607]	111	26	8	16	\$ 38,136	\$ 17,750	64	13.9
Old South End (22) [43609]	154	30	13	9	\$ 18,364	\$ 18,000	107	11.8
Heatherdowns (23) [43614]	209	31	17	19	\$ 85,720	\$ 91,500	168	12.3
East River (24) [43605]	119	19	10	12	\$ 13,886	\$ 9,450	62	11.9
Oregon (25) [43616]	118	16	11	6	\$ 108,762	\$ 97,900	134	10.7
East Suburbs (26) [43634, 43618, 43412]	12	2	1	1	\$ 75,000	\$ 75,000	78	12.0
Perrysburg (53) [43551, 43552]	195	32	16	23	\$ 218,489	\$ 217,975	128	12.2
Rossford (54) [43460]	106	16	3	14	\$ 90,083	\$ 122,500	68	35.3

Average and Median Sales Prices



Home Sales



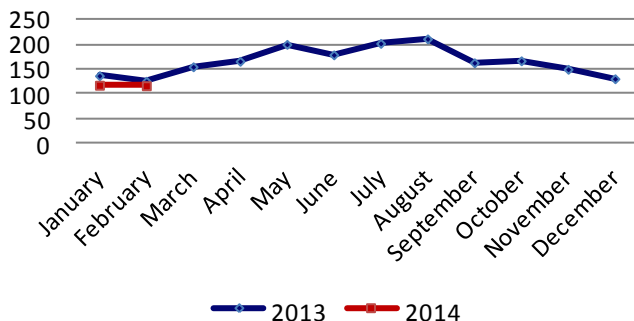
Outlying Areas — February 2014

Outlying Areas

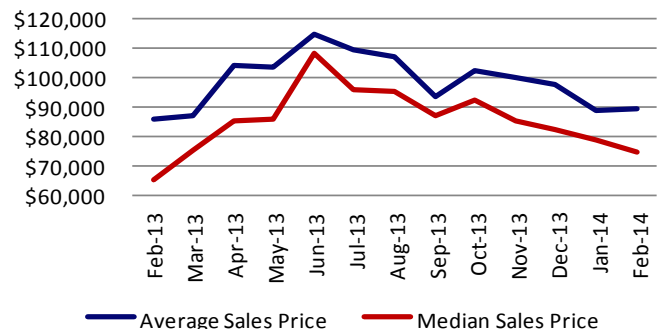
	Feb. 2013	Feb. 2014	% Change	YTD 2013	YTD 2014	% Change
Closed Sales	133	117	-12%	270	236	-13%
Pending	146	125	-14%			
Median Sales Price	\$65,000	\$74,900	15%	\$70,150	\$78,000	11%
Average Sales Price	\$87,271	\$89,582	3%	\$87,809	\$89,276	2%
Average Price Per Square Foot	\$51	\$52	2%	\$51	\$52	2%
% of Original List Price Received	91%	92%	1%	92%	92%	0%
Average Days on Market	137	137	0%	141	135	-4%
New Listings	261	227	-13%	558	423	-24%
Active & Contingent Listings	1,641	1,532	-7%			
Months Supply of Inventory	12.3	13.1	6%			
Volume (in 1000's)	\$11,607	\$10,481	-10%	\$23,709	\$21,069	-11%

Area & Zip Codes	Active Listings	New Listings	Sold	Pending	Average Sales \$	Median Sales \$	Av. DOM	Months of Inv.
Ottawa County (27 & 28)	98	10	5	10	\$ 115,500	\$ 100,000	192	19.6
Sandusky County (29)	105	12	12	12	\$ 75,979	\$ 70,000	106	8.8
Wood County (51,52, 56 & 57)	162	31	18	19	\$ 95,894	\$ 76,000	117	9.0
Bowling Green (55)	80	15	4	4	\$ 169,225	\$ 140,700	89	20.0
Defiance (61)	139	28	13	10	\$ 57,800	\$ 35,000	107	10.7
Defiance County (62-66)	145	19	6	5	\$ 84,144	\$ 87,450	212	24.2
Paulding County (67-70)	95	11	6	9	\$ 72,167	\$ 63,000	120	15.8
Henry County (72-75)	85	11	10	8	\$ 98,715	\$ 106,000	87	8.5
Napoleon (76)	93	14	4	5	\$ 108,251	\$ 105,750	265	23.3
Putnam County (78-80)	17	4	1	2	\$ 145,000	\$ 145,000	258	17.0
Williams County (82-86 & 88-91)	351	50	10	8	\$ 68,214	\$ 59,950	116	35.1
Bryan (87)	161	21	13	9	\$ 90,392	\$ 85,000	165	12.4
Fulton County (93-95 & 97-99)	132	20	8	14	\$ 123,396	\$ 92,500	155	16.5
Wauseon (96)	59	3	3	4	\$ 68,500	\$ 57,000	157	19.7

Home Sales



Sales Prices



Entire NORIS MLS —February 2014

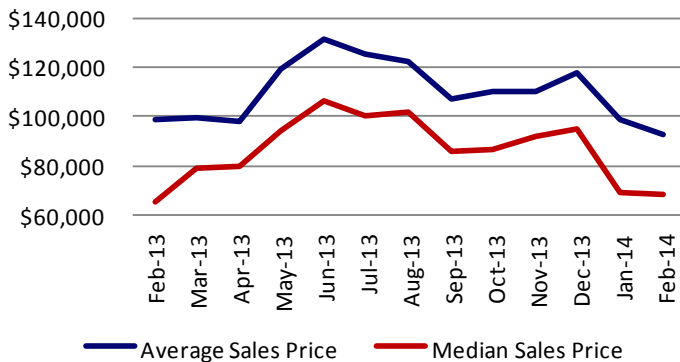
Entire MLS

	Feb. 2013	Feb. 2014	% Change	YTD 2013	YTD 2014	% Change
Closed Sales	469	371	-21%	962	769	-20%
Pending	527	447	-15%			
Median Sales Price	\$65,500	\$68,000	4%	\$70,000	\$68,500	-2%
Average Sales Price	\$98,009	\$92,632	-5%	\$98,027	\$95,776	-2%
Average Price Per Square Foot	\$52	\$51	-2%	\$52	\$52	0%
% of Original List Price Received	92%	95%	3%	93%	94%	1%
Average Days on Market	131	121	-8%	129	121	-6%
New Listings	900	729	-19%	1,843	1,538	-17%
Active & Contingent Listings	5,115	4,583	-10%			
Months Supply of Inventory	10.9	12.4	13%		TRUE	
Volume (in 1000's)	\$45,966	\$34,367	-25%	\$94,302	\$73,652	-22%

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	138	102	99	20	8	1	3
Pending	147	118	131	28	18	3	4
Active & Contingent	1,117	1,386	1,391	430	146	51	65
Months Supply of Inventory	8.1	13.6	14.1	21.5	18.3	51.0	21.7

Home Sales Prices



Home Sales

