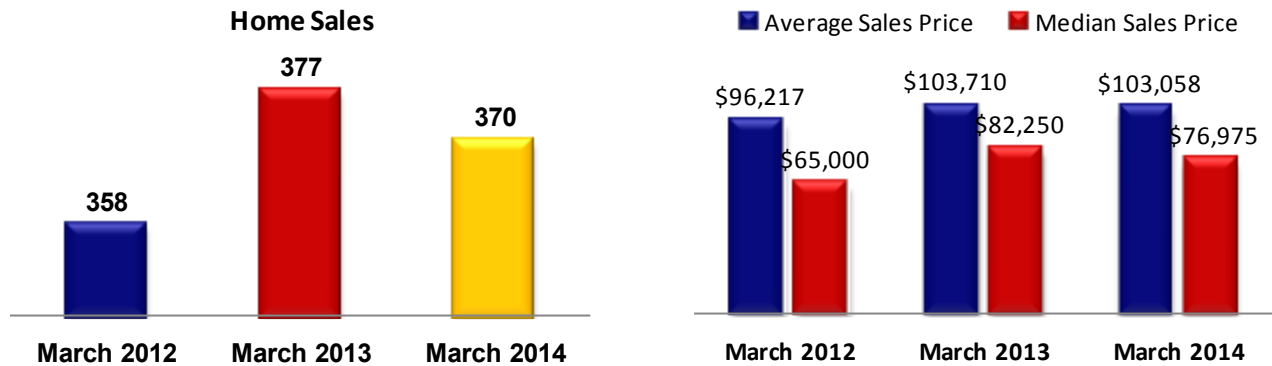
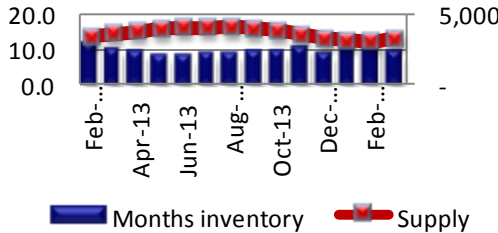


Local Market Update — March 2014



Inventory Supply Chart



March sales of single-family homes in Lucas and Upper Wood County reported by the Toledo Board of REALTORS® totaled 370. This was a decrease of 2 percent compared to March of 2013, and an increase of forty-six percent compared to the previous month. Sales volume generated by March activity totaled \$35.7 million, which was down eight percent from 2013. The median sales price was \$76,975 which was a decrease of six percent from March 2013, and the average sales price was \$103,058 a decrease of just once percent compared to last March

762 listings were added to the system in March, which was down seven

Lucas and Upper Wood County

	March 2013	March 2014	% Change	YTD 2013	YTD 2014	% Change
Closed Sales	377	370	-2%	1,053	903	-14%
Pending	449	471	5%			
Median Sales Price	\$82,250	\$76,975	-6%	\$75,109	\$70,000	-7%
Average Sales Price	\$103,710	\$103,058	-1%	\$103,470	\$101,045	-2%
Average Price Per Square Foot	\$56	\$55	-2%	\$54	\$53	-2%
% of Original List Price Received	95%	93%	-2%	94%	94%	0%
Average Days on Market	117	118	1%	123	117	-5%
New Listings	714	762	7%	1,999	1,877	-6%
Active & Contingent Listings	3,631	3,318	-9%			
Months Supply of Inventory	9.6	9.0	-7%			
Volume (in 1000's)	\$38,788	\$35,657	-8%	\$108,644	\$88,211	-19%

percent from last March's 714, and up fifty-two percent from last month. Inventory of single-family listings showed 3,318 available at month's end which represented a supply of 9.0 months which is down seven percent from March of 2013 and down twenty-five percent from the previous month.

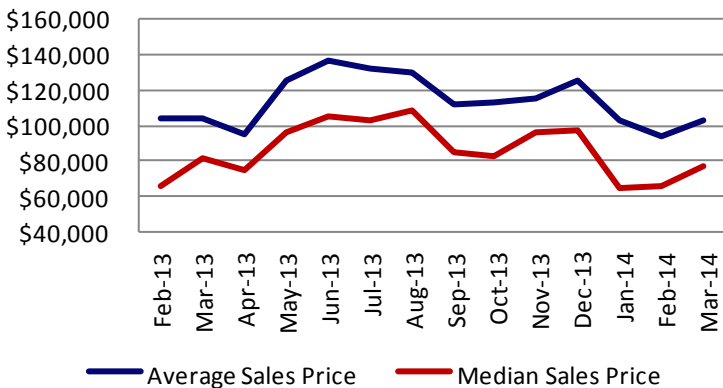
Lucas County

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	146	68	64	25	9	2	1
Pending	170	111	84	30	10	1	0
Active & Contingent	929	826	725	263	93	34	47
Months Supply of Inventory	6.4	12.1	11.3	10.5	10.3	17.0	47.0

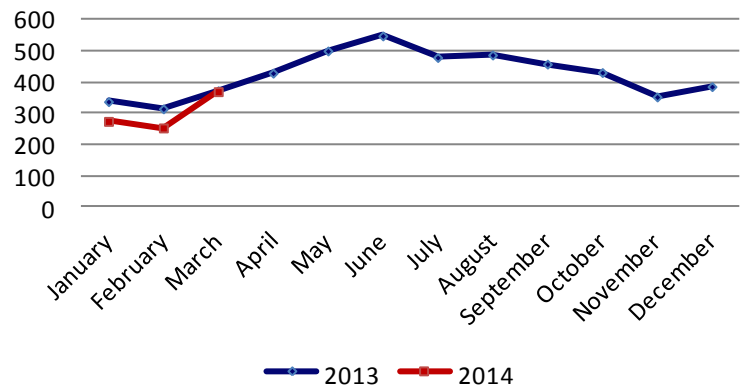
Lucas & Upper Wood County —March 2014

Area & Zip Codes	Active Listings	New Listings	Sold	Pending	Average Sales \$	Median Sales \$	Av. DOM	Months of Inv.
Sylvania (2&3) [43560, 43617]	279	71	23	33	\$ 189,184	\$ 171,000	133	12.1
Airport/Swanton (4) [43558]	60	18	5	11	\$ 190,900	\$ 138,000	172	12.0
Spring Meadows (5) [43528]	139	34	18	17	\$ 179,103	\$ 167,700	117	7.7
Monclova (6) [43542]	26	3	1	4	\$ 130,000	\$ 130,000	183	26.0
Maumee (7) [43537]	183	31	21	24	\$ 219,335	\$ 187,500	193	8.7
Whitehouse (8) [43571]	47	10	3	5	\$ 201,300	\$ 190,000	106	15.7
Waterville (10) [43566]	52	15	8	10	\$ 214,214	\$ 247,200	157	6.5
Franklin Park/Trilby (11) [43613]	114	31	10	15	\$ 123,450	\$ 114,500	110	11.4
Tremainsville (12) [43613]	323	75	40	45	\$ 54,271	\$ 50,650	113	8.1
Five Points/North Towne (13) [43612]	254	43	35	42	\$ 37,761	\$ 31,500	110	7.3
Point Place (14) [43611]	125	33	12	19	\$ 65,483	\$ 56,950	102	10.4
Wildwood/Reynolds Corner (15) [43615]	213	46	17	22	\$ 68,709	\$ 65,000	113	12.5
Ottawa Hills (16) [43615 & 43606]	53	17	2	3	\$ 268,500	\$ 268,500	271	26.5
Ottawa Park/Westgate (17) [43606]	153	35	16	21	\$ 100,638	\$ 99,300	134	9.6
Old West End (18) [43610, 43620]	50	17	8	13	\$ 59,910	\$ 18,500	72	6.3
Old North End (19) [43608]	114	29	14	16	\$ 10,195	\$ 11,000	96	8.1
Town Centre (20) [43624, 43602, 43604]	8	2	1	3	\$ 73,000	\$ 73,000	39	8.0
South Park (21) [43607]	117	24	23	24	\$ 24,985	\$ 19,000	90	5.1
Old South End (22) [43609]	151	24	17	18	\$ 17,629	\$ 15,125	56	8.9
Heatherdowns (23) [43614]	217	42	19	35	\$ 78,974	\$ 75,000	118	11.4
East River (24) [43605]	127	35	15	15	\$ 13,321	\$ 8,950	83	8.5
Oregon (25) [43616]	128	26	8	16	\$ 112,225	\$ 98,500	116	16.0
East Suburbs (26) [43634, 43618, 43412]	11	1	0	0				
Perrysburg (53) [43551, 43552]	241	73	32	38	\$ 185,999	\$ 165,000	136	7.5
Rossford (54) [43460]	122	24	21	20	\$ 102,948	\$ 98,000	120	5.8

Average and Median Sales Prices



Home Sales



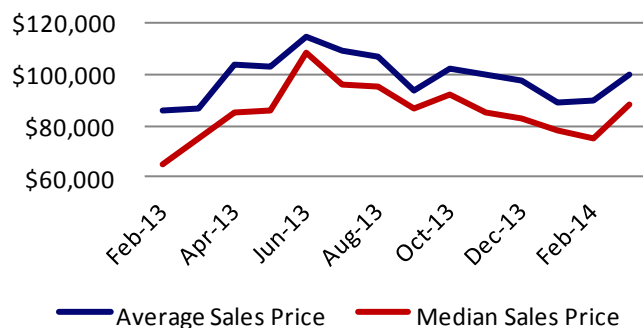
Outlying Areas — March 2014

Outlying Areas

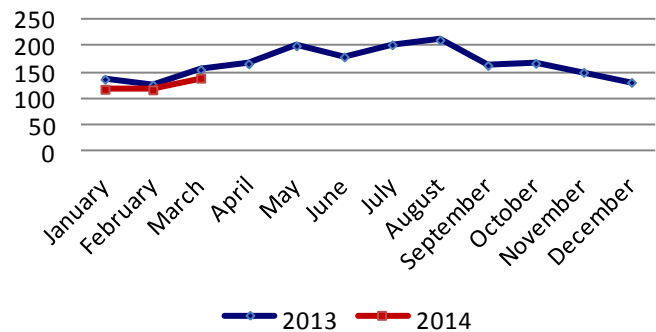
	March 2013	March 2014	% Change	YTD 2013	YTD 2014	% Change
Closed Sales	156	139	-11%	425	376	-12%
Pending	142	153	8%			
Median Sales Price	\$75,800	\$88,000	16%	\$74,000	\$82,950	12%
Average Sales Price	\$88,914	\$100,241	13%	\$88,687	\$93,515	5%
Average Price Per Square Foot	\$52	\$55	6%	\$51	\$53	4%
% of Original List Price Received	94%	94%	0%	92%	93%	1%
Average Days on Market	135	149	10%	139	140	1%
New Listings	300	294	-2%	858	717	-16%
Active & Contingent Listings	1,696	1,572	-7%			
Months Supply of Inventory	10.9	11.3	4%			
Volume (in 1000's)	\$13,426	\$13,934	4%	\$36,894	\$35,162	-5%

Area & Zip Codes	Active Listings	New Listings	Sold	Pending	Average Sales \$	Median Sales \$	Av. DOM	Months of Inv.
Ottawa County (27 & 28)	107	27	7	9	\$ 82,214	\$ 72,000	164	15.3
Sandusky County (29)	110	25	7	10	\$ 98,757	\$ 103,500	124	15.7
Wood County (51,52, 56 & 57)	160	35	13	21	\$ 140,930	\$ 136,000	152	12.3
Bowling Green (55)	86	16	11	13	\$ 179,682	\$ 164,500	150	7.8
Defiance (61)	137	24	12	9	\$ 54,875	\$ 45,750	138	11.4
Defiance County (62-66)	161	31	17	18	\$ 109,776	\$ 117,000	197	9.5
Paulding County (67-70)	102	19	10	6	\$ 42,890	\$ 28,450	111	10.2
Henry County (72-75)	79	13	8	12	\$ 92,625	\$ 91,750	187	9.9
Napoleon (76)	98	19	8	4	\$ 122,150	\$ 103,250	176	12.3
Putnam County (78-80)	17	3	4	5	\$ 132,000	\$ 142,250	125	4.3
Williams County (82-86 & 88-91)	136	19	11	13	\$ 70,636	\$ 64,000	94	12.4
Bryan (87)	159	25	12	13	\$ 90,525	\$ 84,000	140	13.3
Fulton County (93-95 & 97-99)	133	24	12	12	\$ 97,417	\$ 76,500	138	11.1
Wauseon (96)	63	12	4	5	\$ 104,225	\$ 109,450	231	15.8

Sales Prices



Home Sales



Entire NORIS MLS — March 2014

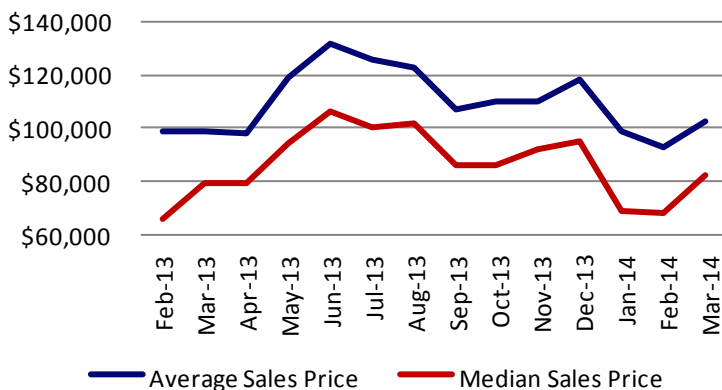
Entire MLS

	March 2013	March 2014	% Change	YTD 2013	YTD 2014	% Change
Closed Sales	533	509	-5%	1,481	1,279	-14%
Pending	591	624	6%			
Median Sales Price	\$79,900	\$82,000	3%	\$75,000	\$74,900	0%
Average Sales Price	\$99,455	\$102,251	3%	\$99,275	\$98,779	0%
Average Price Per Square Foot	\$55	\$55	0%	\$53	\$53	0%
% of Original List Price Received	95%	93%	-2%	94%	93%	-1%
Average Days on Market	122	127	4%	128	124	-3%
New Listings	1,014	1,056	4%	2,857	2,594	-9%
Active & Contingent Listings	5,327	4,890	-8%			
Months Supply of Inventory	10.0	9.6	-4%			
Volume (in 1000's)	\$52,214	\$49,591	-5%	\$145,538	\$123,373	-15%

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	182	123	149	41	13	2	1
Pending	210	163	181	55	14	2	0
Active & Contingent	1,156	1,420	1537	486	159	65	67
Months Supply of Inventory	6.4	11.5	10.3	11.9	12.2	32.5	67.0

Home Sales Prices



Home Sales

