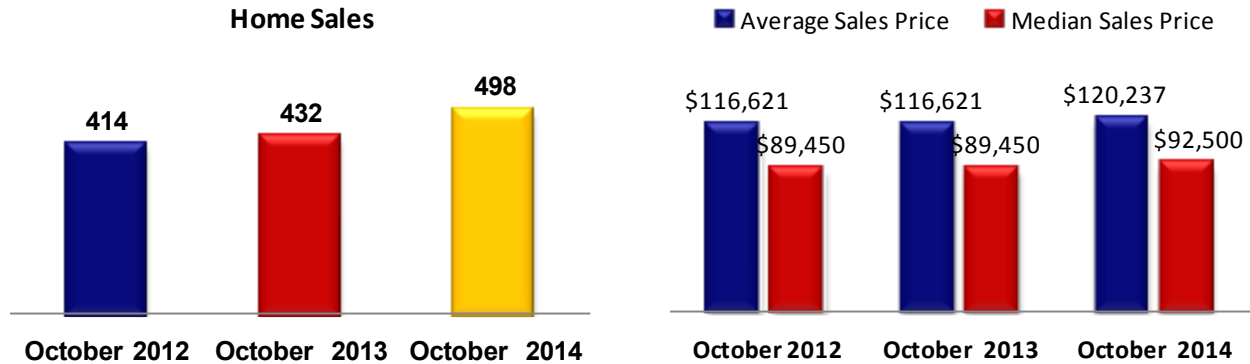
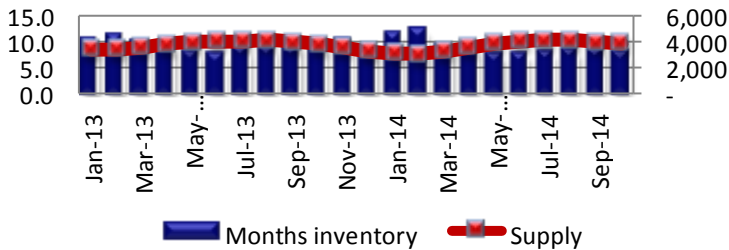


Local Market Update —October 2014

Home Sales



Inventory Supply Chart



Lucas & Upper Wood County

October sales of single-family homes in Lucas and Upper Wood County, reported by the Toledo Board of REALTORS®, totaled 498. This was an increase of 15% compared to October of 2013, and an increase of 5% compared to the previous month. Sales volume generated by October's activity totaled \$59.5million, which was up 23% from 2013.

719 listings were added to the system in October, which was up 2% from last October's 707, but down 2% from last month.

Inventory of single-family listings showed 3,895 available at month's end which represented a supply of 7.8 months. This is down 12% from October of 2013 and down 7% from the previous month.

Year to date figures closed show sales are up 2% , median sales price is up 7% and total volume is up 6%.

Lucas and Upper Wood County

	October 2013	October 2014	% Change	YTD 2013	YTD 2014	% Change
Closed Sales	432	498	15%	4,437	4,534	2%
Pending	413	483	17%			
Median Sales Price	\$89,450	\$92,500	3%	\$92,200	\$99,000	7%
Average Sales Price	\$116,621	\$120,237	3%	\$118,708	\$123,503	4%
Average Price Per Square Foot	\$61	\$63	3%	\$61	\$64	5%
% of Original List Price Received	95%	94%	-1%	95%	95%	0%
Average Days on Market	105	106	1%	116	109	-6%
New Listings	707	719	2%	7,559	7,872	4%
Active & Contingent Listings	3,850	3,895	1%			
Months Supply of Inventory	8.9	7.8	-12%			
Volume (in 1000's)	\$48,281	\$59,517	23%	\$515,311	\$546,252	6%

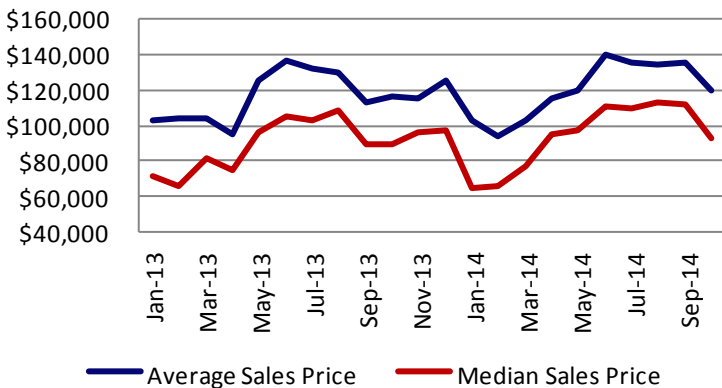
Lucas County

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	147	105	123	45	13	2	7
Pending	138	100	124	32	13	5	6
Active & Contingent	933	940	894	353	143	62	73
Months Supply of Inventory	6.3	9.0	7.3	7.8	11.0	31.0	10.4

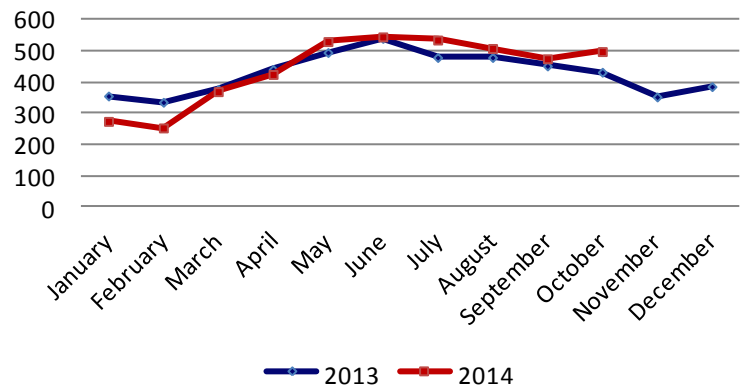
Lucas & Upper Wood County —October 2014

Area & Zip Codes	Active Listings	New Listings	Sold	Pending	Average Sales \$	Median Sales \$	Av. DOM	Months of Inv.
Sylvania (2&3) [43560, 43617]	342	64	39	39	\$217,218	\$206,950	99	8.8
Airport/Swanton (4) [43558]	79	17	13	6	\$149,196	\$164,500	107	6.1
Spring Meadows (5) [43528]	136	23	25	23	\$192,288	\$159,250	121	5.4
Monclova (6) [43542]	44	8	8	10	\$276,223	\$279,470	91	5.5
Maumee (7) [43537]	234	34	37	41	\$180,263	\$137,450	95	6.3
Whitehouse (8) [43571]	71	18	12	8	\$253,267	\$225,900	98	5.9
Waterville (10) [43566]	75	19	10	12	\$179,115	\$143,373	108	7.5
Franklin Park/Trilby (11) [43613]	159	19	26	28	\$106,216	\$103,000	99	6.1
Tremainsville (12) [43613]	389	55	41	38	\$ 63,439	\$ 58,000	111	9.5
Five Points/North Towne (13) [43612]	237	55	35	24	\$ 41,591	\$ 35,103	129	6.8
Point Place (14) [43611]	178	32	24	25	\$ 60,609	\$ 53,150	112	7.4
Wildwood/Reynolds Corner (15) [43615]	232	45	26	32	\$ 84,561	\$ 71,250	110	8.9
Ottawa Hills (16) [43615 & 43606]	70	11	5	6	\$401,900	\$375,000	120	14.0
Ottawa Park/Westgate (17) [43606]	173	33	11	17	\$ 88,677	\$ 77,000	167	15.7
Old West End (18) [43610, 43620]	42	9	7	3	\$ 18,616	\$ 16,000	46	6.0
Old North End (19) [43608]	92	17	12	14	\$ 12,900	\$ 9,750	72	7.7
Town Centre (20) [43624, 43602, 43604]	4	-	-	-	\$ -	\$ -	0	--
South Park (21) [43607]	113	16	17	15	\$ 27,625	\$ 20,000	73	6.6
Old South End (22) [43609]	150	30	15	16	\$ 25,790	\$ 15,000	108	10.0
Heatherdowns (23) [43614]	270	61	36	32	\$ 93,972	\$ 95,000	121	7.5
East River (24) [43605]	154	24	14	14	\$ 13,111	\$ 9,250	88	11.0
Oregon (25) [43616]	160	35	21	16	\$136,011	\$110,000	90	7.6
East Suburbs (26) [43634, 43618, 43412]	22	5	2	3	\$105,000	\$105,000	292	11.0
Perrysburg (53) [43551, 43552]	280	59	29	29	\$206,849	\$175,000	103	9.7
Rossford (54) [43460]	169	25	28	26	\$105,753	\$105,000	104	6.0

Average and Median Sales Prices



Home Sales



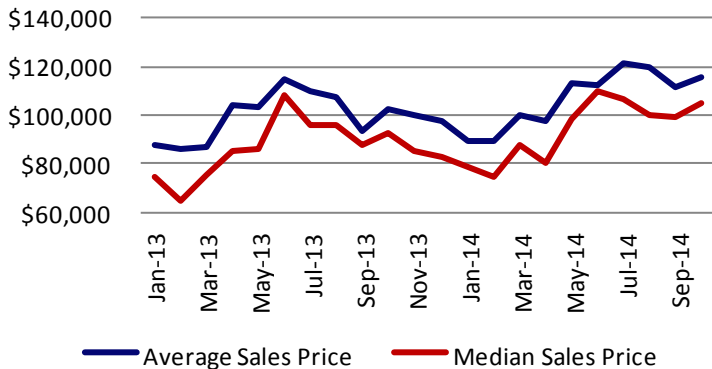
Outlying Areas —October 2014

Outlying Areas

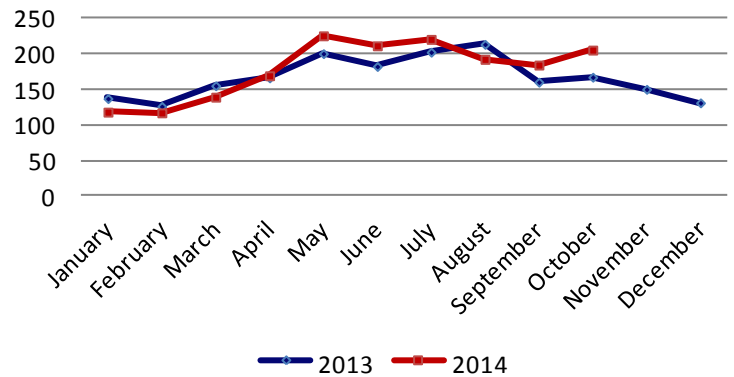
	October 2013	October 2014	% Change	YTD 2013	YTD 2014	% Change
Closed Sales	167	205	23%	1,735	1,818	5%
Pending	197	195	-1%			
Median Sales Price	\$92,900	\$105,000	13%	\$89,000	\$98,000	10%
Average Sales Price	\$102,508	\$115,596	13%	\$101,308	\$109,380	8%
Average Price Per Square Foot	\$61	\$66	8%	\$59	\$63	7%
% of Original List Price Received	92%	93%	1%	93%	94%	1%
Average Days on Market	127	117	-8%	131	125	-5%
New Listings	317	289	-9%	3,277	3,260	-1%
Active & Contingent Listings	1,914	1,840	-4%			
Months Supply of Inventory	11.5	9.0	-22%			
Volume (in 1000's)	\$16,709	\$23,003	38%	\$172,528	\$194,478	13%

Area & Zip Codes	Active Listings	New Listings	Sold	Pending	Average Sales \$	Median Sales \$	Av. DOM	Months of Inv.
Wood County (51,52, 56 & 57)	210	46	27	25	\$125,185	\$107,500	114	7.8
Bowling Green (55)	107	19	19	21	\$178,281	\$ 15,750	59	5.6
Defiance (61)	154	24	15	16	\$ 92,436	\$ 70,500	99	10.3
Defiance County (62-66)	159	23	15	13	\$114,096	\$110,000	144	10.6
Paulding County (67-70)	112	17	10	7	\$ 96,730	\$ 87,750	116	11.2
Henry County (72-75)	87	16	11	8	\$ 85,086	\$ 62,000	144	7.9
Napoleon (76)	94	14	10	7	\$108,725	\$102,500	114	9.4
Putnam County (78-80)	18	2	2	2	\$ 73,825	\$ 73,825	43	--
Williams County (82-86 & 88-91)	154	12	15	17	\$ 98,839	\$ 81,200	126	10.3
Bryan (87)	186	25	18	19	\$113,564	\$110,000	161	10.3
Fulton County (93-95 & 97-99)	161	24	17	17	\$128,747	\$110,500	101	9.5
Wauseon (96)	93	24	9	5	\$ 94,088	\$105,450	147	10.3

Sales Prices



Home Sales



Entire NORIS MLS —October 2014

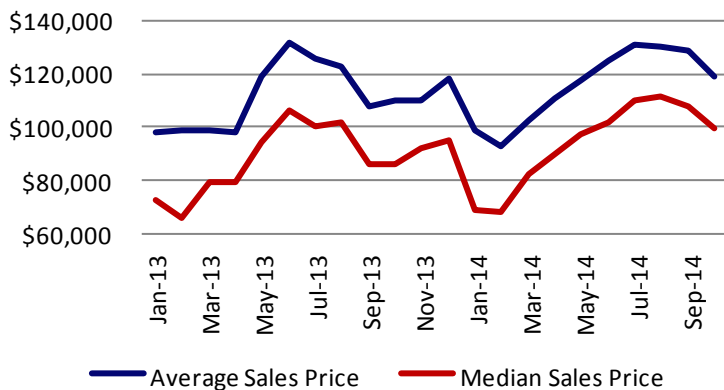
Entire MLS

	October 2013	October 2014	% Change	YTD 2013	YTD 2014	% Change
Closed Sales	599	703	17%	6,172	6,352	3%
Pending	610	678	11%			
Median Sales Price	\$91,000	\$99,250	9%	\$91,000	\$98,750	9%
Average Sales Price	\$112,634	\$118,906	6%	\$113,805	\$119,454	5%
Average Price Per Square Foot	\$61	\$64	5%	\$61	\$64	5%
% of Original List Price Received	94%	94%	0%	94%	95%	1%
Average Days on Market	111	109	-2%	120	114	-5%
New Listings	1,024	1,008	-2%	10,836	11,132	3%
Active & Contingent Listings	5,764	5,735	-1%			
Months Supply of Inventory	9.6	8.2	-15%			
Volume (in 1000's)	\$64,989	\$82,521	27%	\$687,838	\$740,730	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	193	174	244	74	17	6	7
Pending	184	168	230	60	18	10	6
Active & Contingent	1,186	1,662	1,843	619	228	95	104
Months Supply of Inventory	6.1	9.6	7.6	8.4	13.4	15.8	14.9

Home Sales Prices



Home Sales

