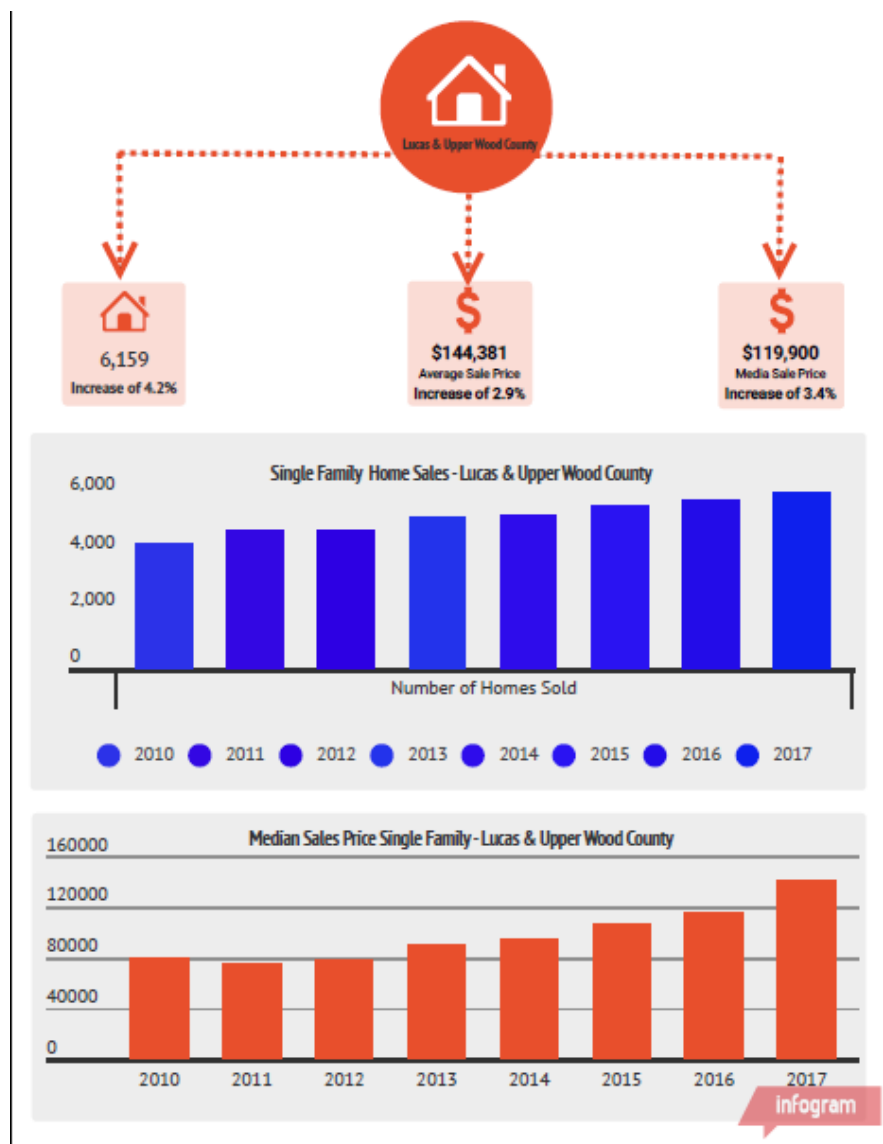


Year In Review—2017

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2017 Year End Housing Report



Year In Review—2017

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Year In Review—2017

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Message from Mark Remeis, T.R.A.R President



The start of the new year is a time when many people reflect on their goals and pledge personal resolutions for the next 365 days. Whether optimistic about or hoping for changes in the year to come, switching over the calendar also allows an opportunity to reassess one's housing situation.

This time of year has potential buyers and sellers reflecting on last year's housing market data and examining the outlook for the next 12 months to better prepare themselves for entering the market and buying or selling a home.

Home sales and prices both increased in 2017. In 2018, existing-home sales are projected to be unchanged from 2017, after rising the past three years, and the median home price will edge up only about 2 percent. One of the biggest challenges in 2018 will continue to be the low levels of homes available for sale.

The National Association of Realtors'® *Housing Opportunities and Market Experience (HOME)* survey tracks topical real estate trends and renters and homeowners' views and aspirations regarding homeownership. Released in December, the quarterly survey showed that at the end of 2017 a smaller share of homeowners believed that now is a good time to buy or sell a home, even with strong job creation and faster economic growth in the last months of 2017. Optimism that now is a good time to buy increased to 60 percent, from 57 percent a year ago.

Of course, all real estate is local and the Northwest Ohio market is expected to remain strong in 2018.

Year In Review—2017

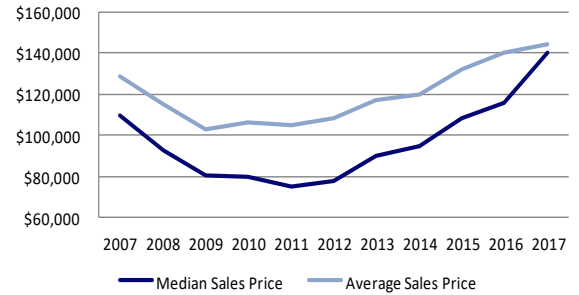
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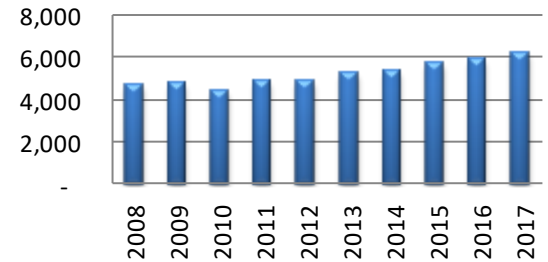
Lucas & Upper Wood County—Single Family Homes

Key Metrics	Thru 12-1026	Thru 12-2017	% Change
Closed Sales	5,908	6,159	+4.2%
Median Sales Price	\$116,000	\$119,900	+3.4%
Average Sales Price	\$140,251	\$144,381	+2.9%
Average Price Per Square Foot	\$73.7	\$76.1	+3.7%
% of Original List Price Received	97.4%	97.6%	+0.2%
Average Days On Market	105	95	-9.5%
New Listings	8,397	8,174	-2.7%
Volume (in 1000's)	\$827,059	\$887,801	+7.3%

Median & Average Sales Prices

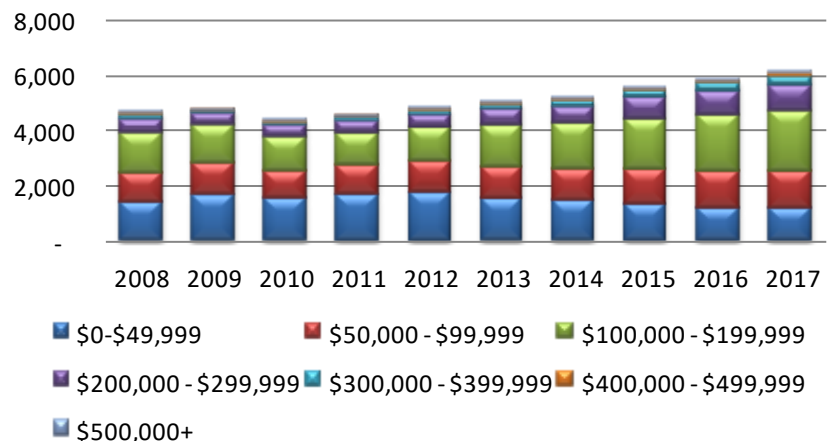


Number of Homes Sold



	\$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	1,196	1,354	2,172	900	331	116	90
% change	-0.8%	+1.9%	+5.9%	+4.8%	+5.1%	+70.6%	+12.5%

Single Family Sales By Price Category



Year In Review—2017

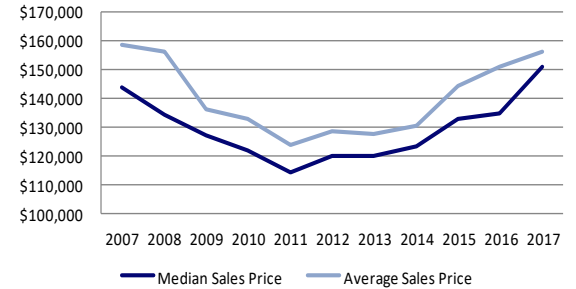
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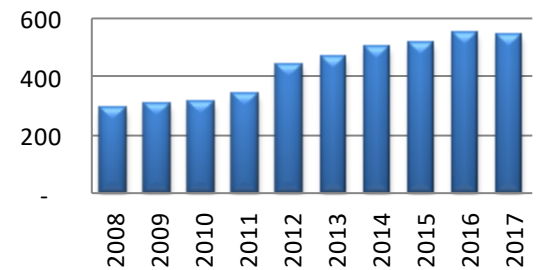
Lucas & Upper Wood County—Condo/Villas

Key Metrics	Thru 12-1026	Thru 12-2017	% Change
Closed Sales	547	541	-1.1%
Median Sales Price	\$135,000	\$142,673	+5.7%
Average Sales Price	\$151,007	\$156,422	+3.6%
Average Price Per Square Foot	\$87.4	\$91.5	+4.7%
% of Original List Price Received	96.4%	96.8%	-0.4%
Average Days On Market	102	97	-4.9%
New Listings	731	654	-10.5%
Volume (in 1000's)	\$82,601	\$84,624	+2.4%

Median & Average Sales Prices

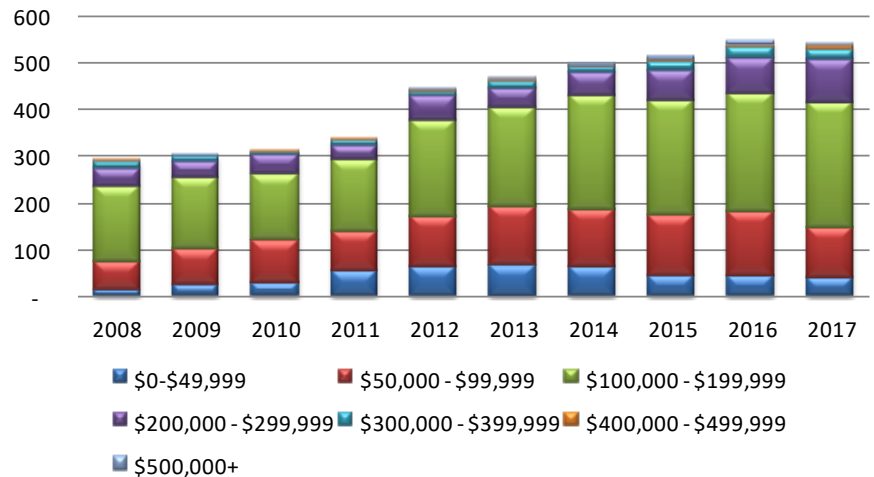


Number of Condos Sold



	\$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	39	108	268	93	21	8	4
% change	-9.0%	-22.0%	+6.0%	+21.0%	-16.0%	+100.0%	-50.0%

Condo Sales By Price Category



Year In Review—2017

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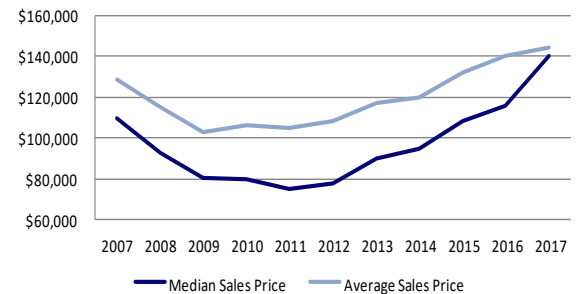


Lucas County

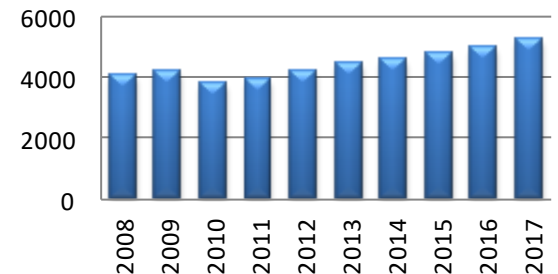
Single Family Homes

Key Metrics	Thru 12-1026	Thru 12-2017	% Change
Closed Sales	4,973	5,254	+5.6%
Median Sales Price	\$104,700	\$110,000	+5.1%
Average Sales Price	\$127,915	\$133,069	+4.0%
Average Price Per Square Foot	\$68.8	\$71.8	4.4%
% of Original List Price Received	97.2%	97.4%	+0.2%
Average Days On Market	105	94	-10.5%
New Listings	7,173	7,044	-1.8%
Volume (in 1000's)	\$634,715	\$697,946	+10.0%

Median & Average Sales Prices



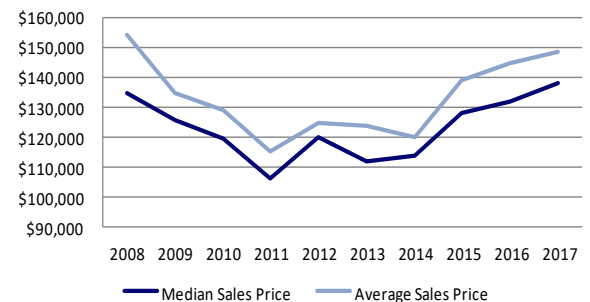
Number of Homes Sold



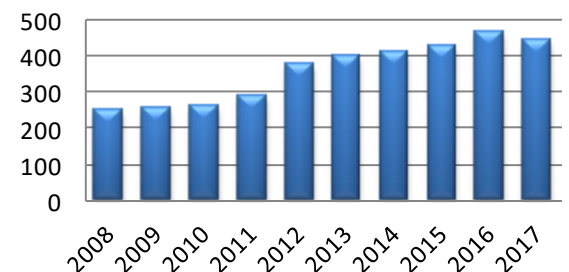
Condo—Villa

Key Metrics	Thru 12-1026	Thru 12-2017	% Change
Closed Sales	465	445	+4.3%
Median Sales Price	\$131,700	\$138,000	+4.9%
Average Sales Price	\$144,628	\$148,477	+2.7%
Average Price Per Square Foot	\$84.4	\$88.1	+4.4%
% of Original List Price Received	96.4%	96.8%	+0.4%
Average Days On Market	102	97	-4.9%
New Listings	611	550	-10.0%
Volume (in 1000's)	\$67,252	\$66,072	-1.8%

Median & Average Sales Prices



Number of Condos Sold



Year In Review—2017

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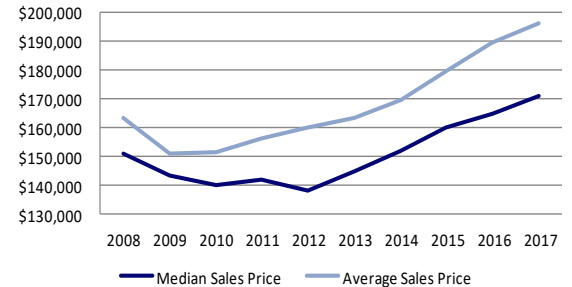


Wood County

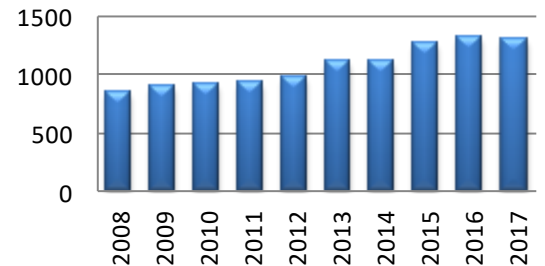
Single Family

Key Metrics	Thru 12-1026	Thru 12-2017	% Change
Closed Sales	1,328	1,299	-2.2%
Median Sales Price	\$164,900	\$171,000	+3.8%
Average Sales Price	\$189,609	196,028	+3.4%
Average Price Per Square Foot	\$93.1	\$96.3	+3.4%
% of Original List Price Received	98.0%	98.2%	+0.2%
Average Days On Market	109	96	-11.9%
New Listings	1,683	1,569	-6.8%
Volume (in 1000's)	\$251,801	\$254,445	1.1%

Median & Average Sales Prices



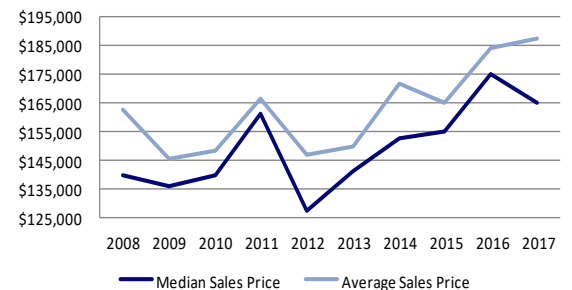
Number of Homes Sold



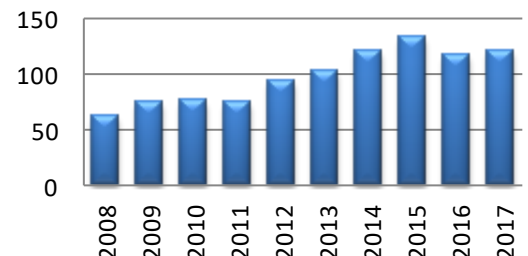
Condo—Villa

Key Metrics	Thru 12-1026	Thru 12-2017	% Change
Closed Sales	117	121	+3.4%
Median Sales Price	\$175,000	\$165,000	-5.7%
Average Sales Price	\$184,310	\$187,360	+1.7%
Average Price Per Square Foot	\$104.9	\$106.5	+1.5%
% of Original List Price Received	97.5%	97.2%	-0.3%
Average Days On Market	104	91	-12.5%
New Listings	157	128	-18.5%
Volume (in 1000's)	\$21,564	\$22,671	+5.1%

Median & Average Sales Prices



Number of Condos Sold



Year In Review—2017

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Neighborhood Information

Neighborhood	2017 Sold	% Change (2016)	2017 Median Sale \$	% Change (2016)	2017 Average Sale \$	% Change (2016)	2017 DOM	% Change (2016)	2017 New Listings	% Change (2016)
Sylvania	585	+3.4%	\$219,700	+7.2%	\$229,306	+4.2%	95	-13.6%	806	+4.4%
Airport/Swanton	137	+12.3%	\$150,000	+2.8%	\$159,000	+1.0%	87	-6.5%	171	-2.3%
Spring Meadows	245	-0.4%	\$190,000	+3.3%	\$202,724	+4.7%	97	-17.8%	320	-13.5%
Monclova	60	-10.4%	\$337,000	+7.0%	\$329,218	+5.6%	108	-18.2%	91	-1.1%
Maumee	407	-1.7%	\$177,500	+10.9%	\$207,944	+9.7%	84	-12.5%	528	-9.0%
Whitehouse	126	0.0%	\$264,500	+13.5%	\$263,877	+13.3%	94	-8.7%	145	-14.2%
Waterville	129	+11.2%	\$222,953	+14.3%	\$235,243	+13.8%	97	+11.5%	164	-6.8%
Franklin Park/ Trilby	263	-16.2%	\$119,900	+2.5%	\$141,887	+4.7%	90	-10.0%	333	-23.3%
Tremainsville	562	+4.3%	\$80,000	+1.3%	\$79,437	+2.8%	91	-12.5%	820	+8.5%
Five Points/North Towne	386	+5.2%	\$48,750	+8.3%	\$52,193	+3.8%	90	-11.8%	553	+2.8%
Point Place	278	+18.8%	\$91,000	+18.2%	\$94,016	+21.3%	97	-11.0%	338	-4.2%
Wildwood/ Reynolds Corners	386	+20.2%	\$89,900	-0.1%	\$105,168	+5.7%	102	-1.9%	478	+0.2%
Ottawa Hills	91	-7.1%	\$271,000	+5.6%	\$332,580	+7.8%	117	-2.5%	160	-13.0%
Ottawa Park/ Westgate	244	0.0%	\$116,000	+3.6%	\$111,601	+2.9%	88	-16.2%	315	+1.9%
Old West End	56	+43.6%	\$27,950	+33.1%	\$57,770	+38.1%	82	+5.1%	81	+5.2%
Old North End	114	+5.6%	\$12,561	+9.2%	\$16,578	+24.7%	77	-4.9%	181	-5.7%
Town Centre	8	0.0%	\$15,500	+154.1	\$66,524	+753.7%	90	-42.7%	8	-52.9%
Scott Park	160	+11.9%	\$35,000	+20.7%	\$42,330	+19.5%	92	0.0%	220	+0.9%
Old South End	177	+6.0%	\$27,000	+17.4%	\$31,656	+13.9%	83	-27.2%	274	+1.9%
Heatherdowns/ River Road	449	+10.3%	\$119,000	+9.9%	\$118,758	+6.1%	101	-1.9%	534	-2.9%
East River	190	+33.8%	\$16,750	-6.9%	\$22,222	-2.1%	72	-22.6%	289	+14.7%
Oregon	230	+13.9%	\$130,000	+4.0%	\$139,165	+0.7%	103	-8.8%	294	+13.1%
East Suburbs	26	+18.2%	\$147,250	+12.8%	\$159,577	+12.1%	107	+0.9%	45	+73.1%
Perrysburg & Twp.	533	-8.1%	\$237,000	+6.7%	\$264,422	+4.5%	104	-4.6%	693	-8.0%
Northwood, Rossford, Lake Twp.	271	-0.7%	\$119,500	+3.0%	\$125,426	+1.0%	96	-8.6%	310	-12.4%
Bowling Green	199	+5.9%	\$170,000	+7.1%	\$187,010	+6.9%	74	-33.3%	226	+6.6%

Year In Review—2017

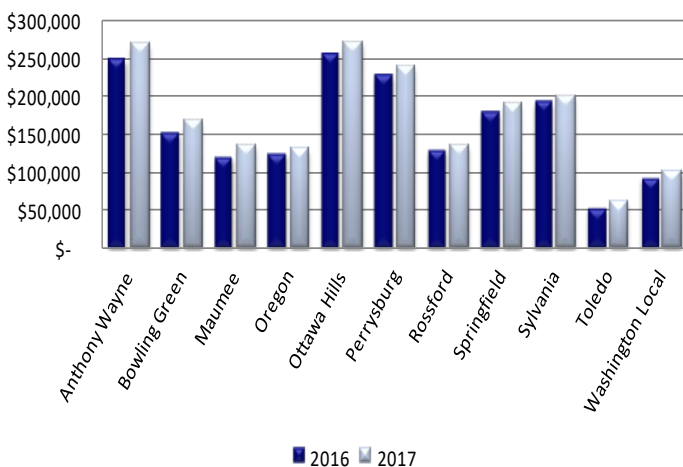
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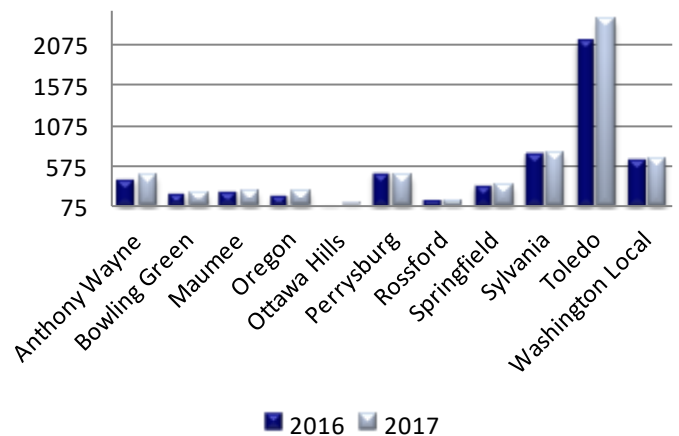
School Districts

School District	2017 Sold	% Change (2016)	2017 Median Sale \$	% Change (2016)	2017 Average Sale \$	% Change (2016)	2017 DOM	% Change (2016)	2017 New Listings	% Change (2016)
Anthony Wayne	449	+5.4%	\$269,900	+8.2%	\$281,783	+9.2%	99	-5.7%	592	-9.5%
Bowling Green	240	+3.9%	\$167,500	+9.5%	\$182,595	+7.3%	76	-33.9%	275	+7.8%
Maumee	252	-5.6%	\$135,000	+10.7%	\$145,496	+10.4%	75	-16.7%	304	-9.8%
Oregon	249	+13.2%	\$130,000	+4.1%	\$142,176	+3.0%	105	-7.1%	329	+16.7%
Ottawa Hills	91	-7.1%	\$271,000	+5.6%	\$332,256	+7.7%	91	-7.1%	160	-13.5%
Perrysburg	467	-6.8%	\$240,000	+4.8%	\$269,353	+4.2%	102	-6.4%	584	-9.7%
Rossford	137	-20.8%	\$135,900	+3.7%	\$150,799	+1.9%	105	-7.9%	176	-16.6%
Springfield	342	+1.2%	\$189,600	+4.0%	\$202,031	+3.6%	96	-16.5%	455	-5.2%
Sylvania	735	+0.1%	\$200,000	+3.3%	\$220,776	+4.8%	96	-10.3%	996	-3.7%
Toledo	2,400	+12.4%	\$59,900	+8.4%	\$69,165	+5.8%	92	-9.8%	3,304	+2.7%
Washington Local	665	-2.2%	\$100,000	+6.4%	\$101,930	+8.4%	91	-10.8%	845	-8.3%

Median Sales Prices



Home Sales



Year In Review—2017

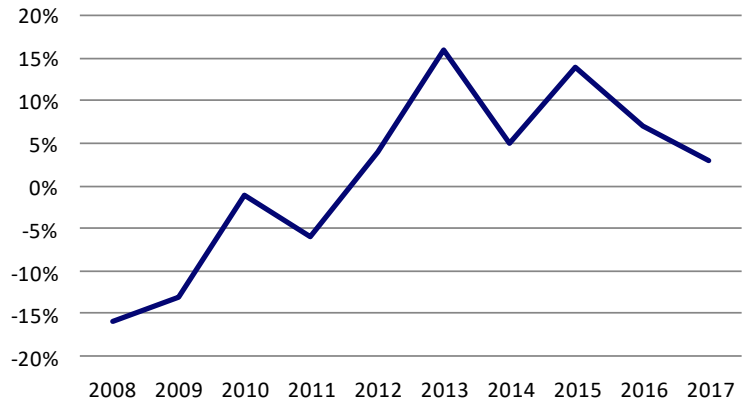
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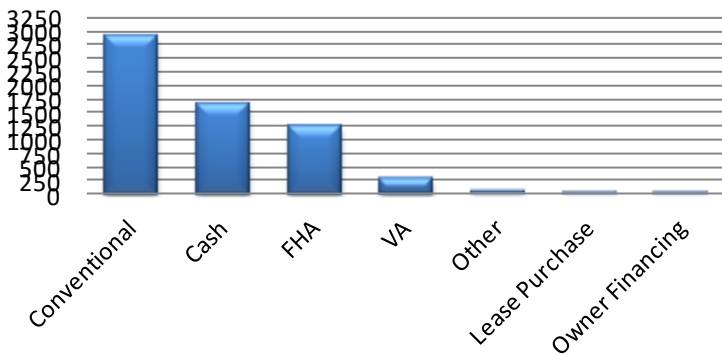
Miscellaneous Information

Year	Median Price	% Change in Median Price
2008	\$92,350	-16%
2009	\$80,501	-13%
2010	\$80,000	-1%
2011	\$75,000	-6%
2012	\$77,900	4%
2013	\$90,200	16%
2014	\$95,000	5%
2015	\$108,000	14%
2016	\$116,000	7%
2017	\$119,900	3%

Year to Year Change in Median Sales Price



Financing of Single Family Homes
Lucas & Upper Wood County



Lucas County Foreclosures

