

# Local Market Update —Year End 2017

## LUCAS AND UPPER WOOD COUNTY HOUSING MARKET

*The information below compares the year end 2017 to the  
year end 2016*

**6,157**

**Home Sales**

4% Increase from 2016

**\$120k**

**Median Sales Price**

3% Increase from 2016

**\$144k**

**Av. Sales Price**

3% Increase from 2016

**95**

**Av. Days on Mkt.**

-10% Decrease from 2016

**-3%**

**New Listings**

from 2016

**3.99%**

**Average Interest Rate**

According to Freddiemac.com as  
of 12/28/17

Contact Your Realtor To Find Out What's  
Happening In Your Neighborhood.

## LUCAS AND UPPER WOOD COUNTY HOUSING MARKET

*The information below compares the month of December 2017 to the month of December 2016*

**449**

**Home Sales**

-2% Decrease from December  
2016

**\$114k**

**Median Sales Price**

-3% Decrease from December  
2016

**\$141k**

**Av. Sales Price**

+1% Increase from December  
2016

**95**

**Av. Days on Mkt.**

-13% Decrease from December  
2016

**-20%**

**Inventory Change**

from December 2016

**3.99%**

**Average Interest Rate**

According to Freddiemac.com as  
of 12/28/17

Contact Your Realtor To Find Out What's  
Happening In Your Neighborhood.

# Monthly Indicators



## December 2017

The number of homes for sale, days on market and months of supply were all down in year-over-year comparisons in a majority of the country for the entirety of 2017, as was housing affordability. And although total sales volumes were mixed, prices were consistently up in most markets. Buyers may not benefit from higher prices, but sellers do, and there should be more listing activity by more confident sellers in 2018. At least that would be the most viable prediction for an economic landscape pointing toward improved conditions for sellers.

New Listings decreased 2.7 percent for Single Family homes and 17.1 percent for Condo-Villa homes. Pending Sales increased 7.9 percent for Single Family homes but decreased 10.5 percent for Condo-Villa homes. Inventory decreased 14.3 percent for Single Family homes and 15.2 percent for Condo-Villa homes.

Median Sales Price decreased 0.5 percent to \$113,900 for Single Family homes but increased 17.6 percent to \$167,500 for Condo-Villa homes. Days on Market decreased 12.7 percent for Single Family homes and 21.4 percent for Condo-Villa homes. Months Supply of Inventory decreased 17.1 percent for Single Family homes and 12.8 percent for Condo-Villa homes.

Unemployment rates have remained low throughout 2017, and wages have shown improvement, though not always to levels that match home price increases. Yet housing demand remained incredibly strong in 2017, even in the face of higher mortgage rates that are likely to increase further in 2018. Home building and selling professionals are both cautiously optimistic for the year ahead. Housing and economic indicators give reason for this optimism, with or without new federal tax legislation.

## Quick Facts

**- 0.9%**

Year-Over-Year Change in  
**Closed Sales**  
All Properties

**+ 1.7%**

Year-Over-Year Change in  
**Median Sales Price**  
All Properties

**- 14.3%**

Year-Over-Year Change in  
**Homes for Sale**  
All Properties

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market. Percent changes are calculated using rounded figures.

Single Family Market Overview	2
Condo-Villa Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Properties Combined	14

# Local Market Update – December 2017

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



## Lucas County

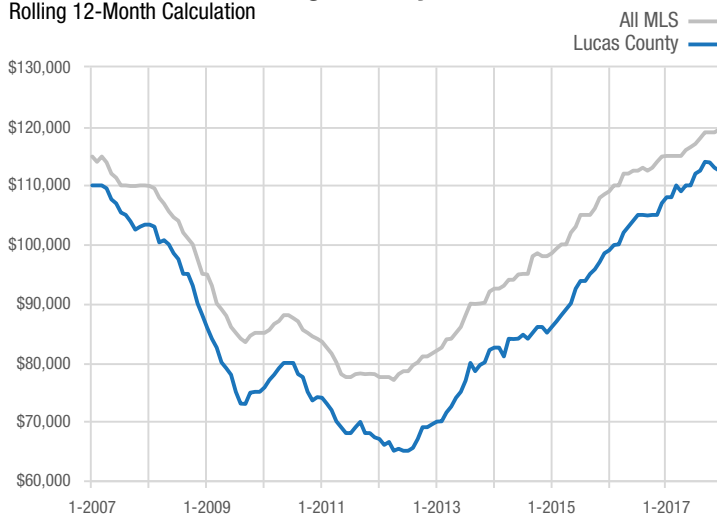
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
New Listings	355	<b>354</b>	- 0.3%	7,202	<b>7,072</b>	- 1.8%
Pending Sales	345	<b>365</b>	+ 5.8%	4,938	<b>5,264</b>	+ 6.6%
Closed Sales	394	<b>376</b>	- 4.6%	4,972	<b>5,252</b>	+ 5.6%
Days on Market Until Sale	109	<b>94</b>	- 13.8%	104	<b>93</b>	- 10.6%
Median Sales Price*	\$110,000	<b>\$99,950</b>	- 9.1%	\$107,000	<b>\$112,500</b>	+ 5.1%
Average Sales Price*	\$133,063	<b>\$127,814</b>	- 3.9%	\$129,886	<b>\$135,009</b>	+ 3.9%
Percent of List Price Received*	95.8%	<b>95.5%</b>	- 0.3%	96.1%	<b>96.2%</b>	+ 0.1%
Inventory of Homes for Sale	1,691	<b>1,460</b>	- 13.7%	—	—	—
Months Supply of Inventory	4.1	<b>3.3</b>	- 19.5%	—	—	—

Condo-Villa	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
New Listings	32	<b>27</b>	- 15.6%	615	<b>561</b>	- 8.8%
Pending Sales	23	<b>30</b>	+ 30.4%	463	<b>445</b>	- 3.9%
Closed Sales	35	<b>30</b>	- 14.3%	465	<b>445</b>	- 4.3%
Days on Market Until Sale	112	<b>76</b>	- 32.1%	102	<b>95</b>	- 6.9%
Median Sales Price*	\$134,900	<b>\$163,200</b>	+ 21.0%	\$131,850	<b>\$138,000</b>	+ 4.7%
Average Sales Price*	\$141,382	<b>\$173,739</b>	+ 22.9%	\$144,881	<b>\$148,541</b>	+ 2.5%
Percent of List Price Received*	95.4%	<b>96.8%</b>	+ 1.5%	95.5%	<b>95.9%</b>	+ 0.4%
Inventory of Homes for Sale	136	<b>120</b>	- 11.8%	—	—	—
Months Supply of Inventory	3.5	<b>3.2</b>	- 8.6%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

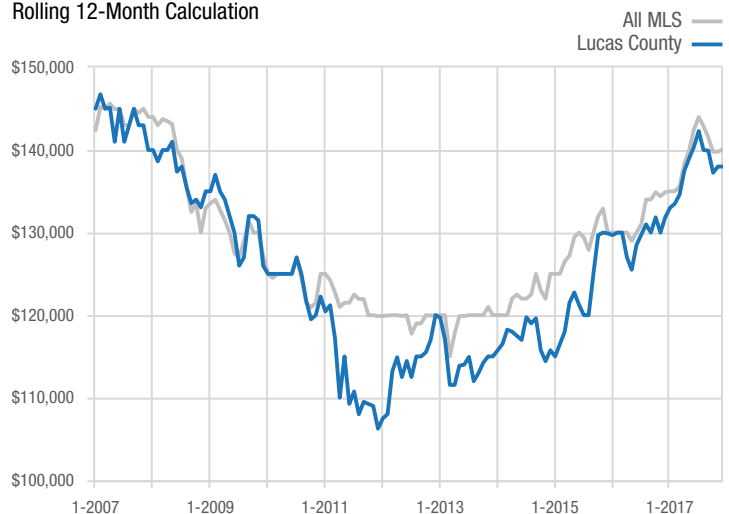
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – December 2017

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



## Wood County

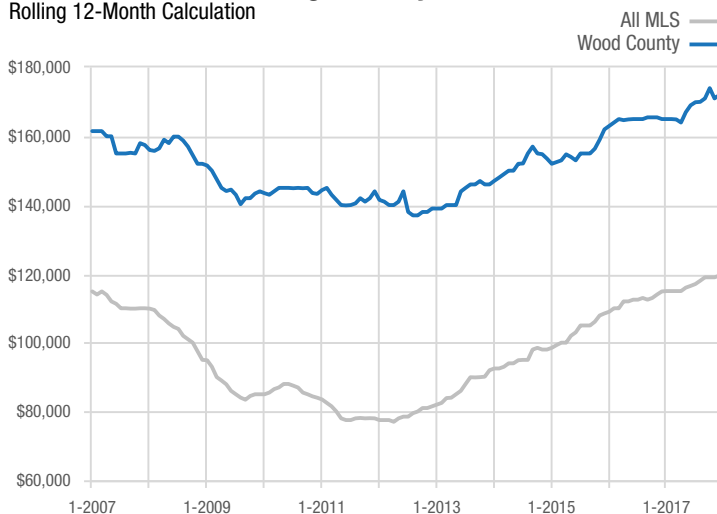
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
New Listings	74	63	- 14.9%	1,686	1,570	- 6.9%
Pending Sales	70	87	+ 24.3%	1,313	1,301	- 0.9%
Closed Sales	94	101	+ 7.4%	1,328	1,299	- 2.2%
Days on Market Until Sale	108	91	- 15.7%	109	96	- 11.9%
Median Sales Price*	\$159,000	\$175,750	+ 10.5%	\$165,000	\$172,000	+ 4.2%
Average Sales Price*	\$187,760	\$196,634	+ 4.7%	\$191,161	\$196,611	+ 2.9%
Percent of List Price Received*	97.3%	97.4%	+ 0.1%	97.4%	97.5%	+ 0.1%
Inventory of Homes for Sale	362	288	- 20.4%	—	—	—
Months Supply of Inventory	3.3	2.7	- 18.2%	—	—	—

Condo-Villa	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
New Listings	5	3	- 40.0%	157	128	- 18.5%
Pending Sales	10	3	- 70.0%	122	112	- 8.2%
Closed Sales	9	5	- 44.4%	117	121	+ 3.4%
Days on Market Until Sale	148	143	- 3.4%	104	91	- 12.5%
Median Sales Price*	\$175,000	\$267,000	+ 52.6%	\$175,000	\$165,000	- 5.7%
Average Sales Price*	\$155,046	\$229,300	+ 47.9%	\$184,310	\$187,360	+ 1.7%
Percent of List Price Received*	98.1%	95.6%	- 2.5%	96.9%	96.4%	- 0.5%
Inventory of Homes for Sale	33	21	- 36.4%	—	—	—
Months Supply of Inventory	3.2	2.3	- 28.1%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

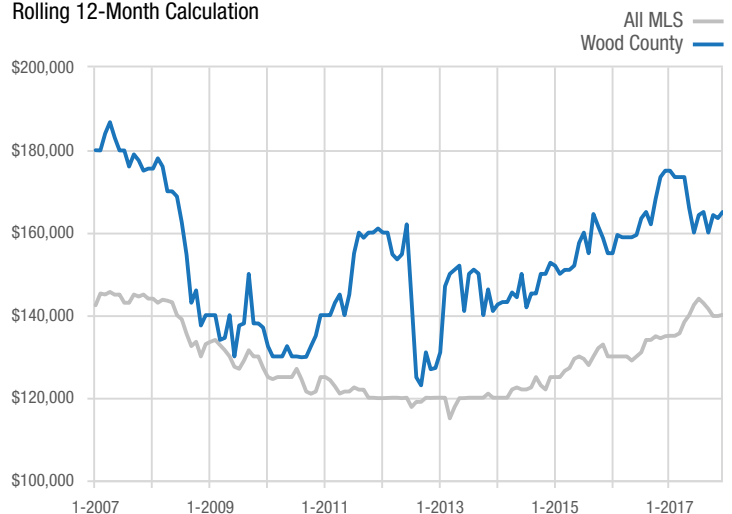
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – December 2017

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



## Bowling Green

MLS Area 55: 43402

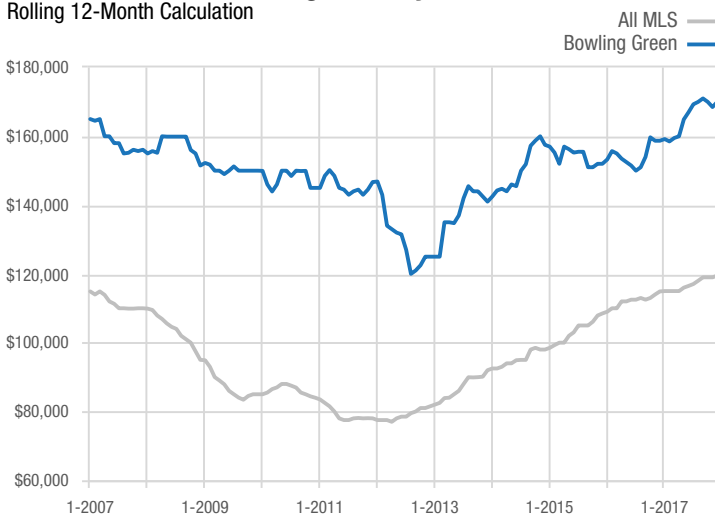
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	9	12	+ 33.3%	212	226	+ 6.6%
Pending Sales	10	16	+ 60.0%	187	198	+ 5.9%
Closed Sales	11	19	+ 72.7%	188	199	+ 5.9%
Days on Market Until Sale	120	68	- 43.3%	111	74	- 33.3%
Median Sales Price*	\$126,025	<b>\$169,900</b>	+ 34.8%	\$158,700	<b>\$170,000</b>	+ 7.1%
Average Sales Price*	\$136,775	<b>\$170,179</b>	+ 24.4%	\$174,980	<b>\$187,010</b>	+ 6.9%
Percent of List Price Received*	96.9%	<b>95.7%</b>	- 1.2%	97.0%	<b>97.1%</b>	+ 0.1%
Inventory of Homes for Sale	45	42	- 6.7%	—	—	—
Months Supply of Inventory	2.9	2.5	- 13.8%	—	—	—

Condo-Villa	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	1	1	0.0%	34	20	- 41.2%
Pending Sales	2	0	- 100.0%	35	20	- 42.9%
Closed Sales	1	0	- 100.0%	34	22	- 35.3%
Days on Market Until Sale	213	—	—	98	70	- 28.6%
Median Sales Price*	\$239,213	—	—	\$163,950	<b>\$161,700</b>	- 1.4%
Average Sales Price*	\$239,213	—	—	\$173,376	<b>\$171,182</b>	- 1.3%
Percent of List Price Received*	101.0%	—	—	98.3%	<b>98.1%</b>	- 0.2%
Inventory of Homes for Sale	4	3	- 25.0%	—	—	—
Months Supply of Inventory	1.3	1.5	+ 15.4%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

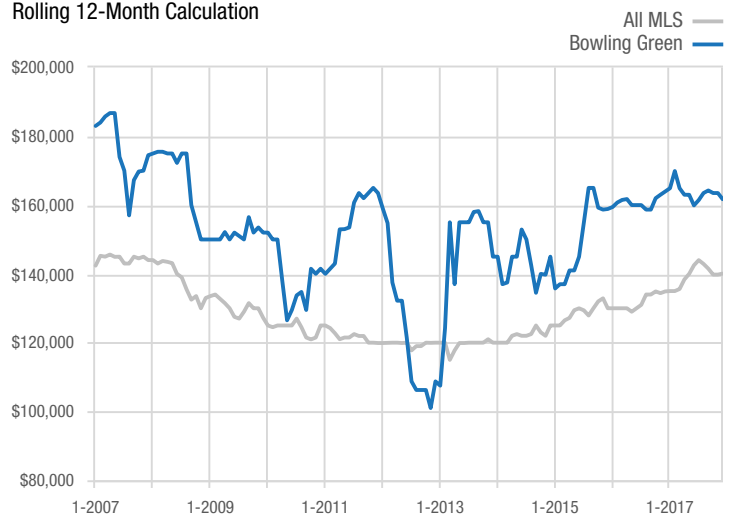
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – December 2017

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



## East Suburbs

MLS Area 26: 43412 (Lucas County Only)

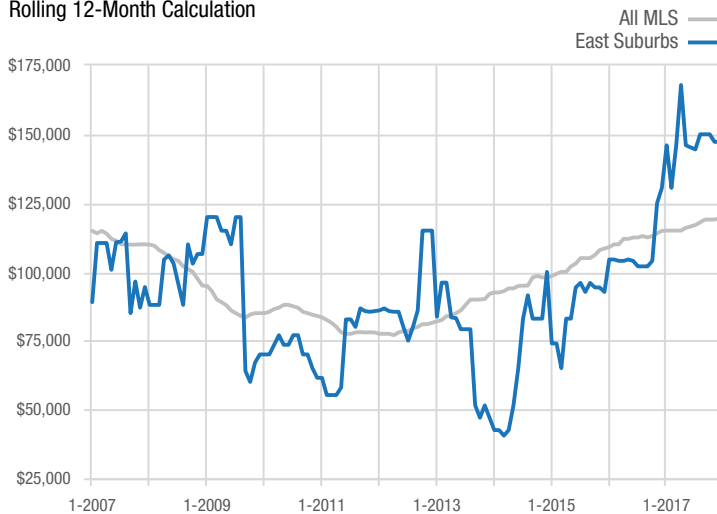
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
New Listings	0	0	—	26	45	+ 73.1%
Pending Sales	1	1	0.0%	21	26	+ 23.8%
Closed Sales	1	1	0.0%	22	26	+ 18.2%
Days on Market Until Sale	58	101	+ 74.1%	106	107	+ 0.9%
Median Sales Price*	\$255,000	\$370,000	+ 45.1%	\$130,500	\$147,250	+ 12.8%
Average Sales Price*	\$255,000	\$370,000	+ 45.1%	\$140,025	\$159,577	+ 14.0%
Percent of List Price Received*	98.2%	98.7%	+ 0.5%	90.2%	95.1%	+ 5.4%
Inventory of Homes for Sale	4	15	+ 275.0%	—	—	—
Months Supply of Inventory	1.7	6.3	+ 270.6%	—	—	—

Condo-Villa	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

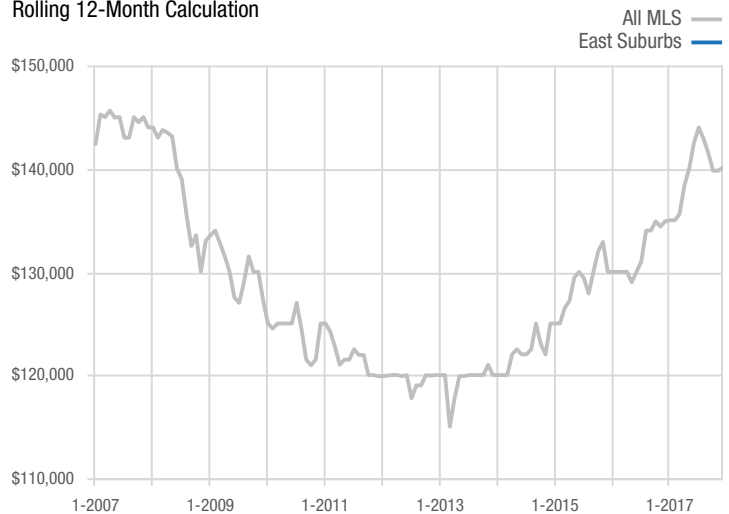
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – December 2017

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



## Maumee

MLS Area 07: 43537

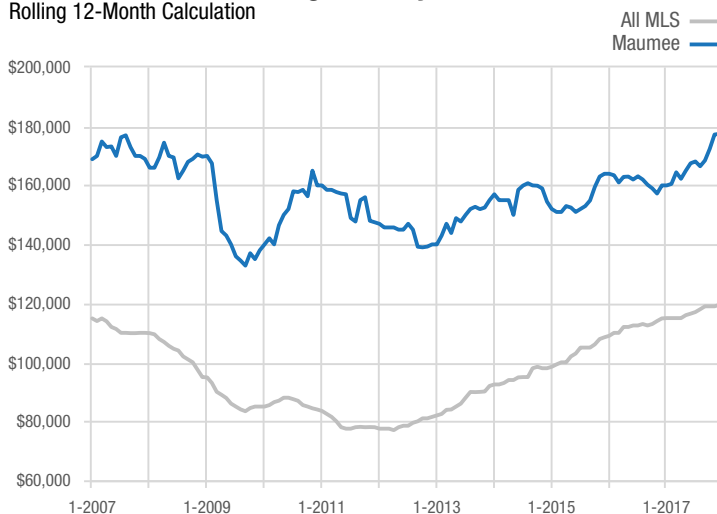
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
New Listings	19	23	+ 21.1%	580	528	- 9.0%
Pending Sales	32	20	- 37.5%	404	408	+ 1.0%
Closed Sales	36	21	- 41.7%	414	407	- 1.7%
Days on Market Until Sale	109	89	- 18.3%	96	84	- 12.5%
Median Sales Price*	\$167,500	<b>\$175,000</b>	+ 4.5%	\$160,000	<b>\$177,500</b>	+ 10.9%
Average Sales Price*	\$201,212	<b>\$193,402</b>	- 3.9%	\$189,642	<b>\$207,944</b>	+ 9.7%
Percent of List Price Received*	95.6%	<b>96.3%</b>	+ 0.7%	97.0%	<b>97.7%</b>	+ 0.7%
Inventory of Homes for Sale	110	92	- 16.4%	—	—	—
Months Supply of Inventory	3.3	2.7	- 18.2%	—	—	—

Condo-Villa	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
New Listings	3	1	- 66.7%	79	69	- 12.7%
Pending Sales	4	4	0.0%	62	56	- 9.7%
Closed Sales	4	5	+ 25.0%	60	58	- 3.3%
Days on Market Until Sale	75	63	- 16.0%	75	77	+ 2.7%
Median Sales Price*	\$237,500	<b>\$170,000</b>	- 28.4%	\$163,150	<b>\$169,750</b>	+ 4.0%
Average Sales Price*	\$219,000	<b>\$214,315</b>	- 2.1%	\$215,106	<b>\$192,034</b>	- 10.7%
Percent of List Price Received*	94.6%	<b>98.1%</b>	+ 3.7%	96.7%	<b>95.9%</b>	- 0.8%
Inventory of Homes for Sale	12	14	+ 16.7%	—	—	—
Months Supply of Inventory	2.3	3.0	+ 30.4%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

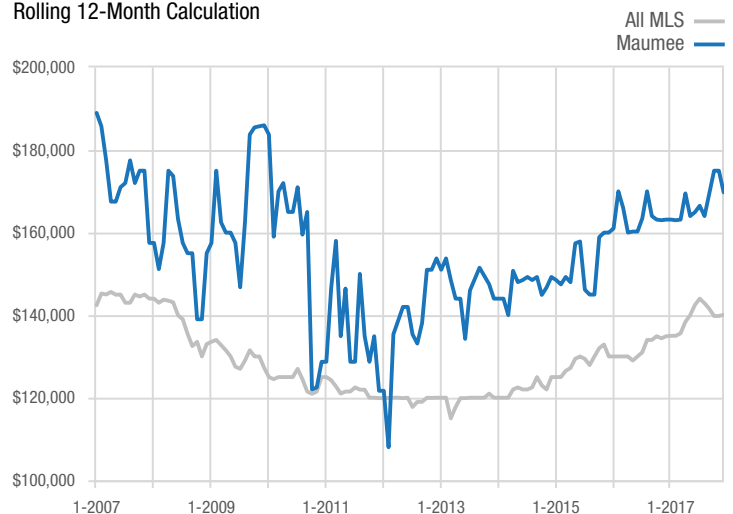
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.



# Local Market Update – December 2017

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



## Monclova

MLS Area 06: 43542

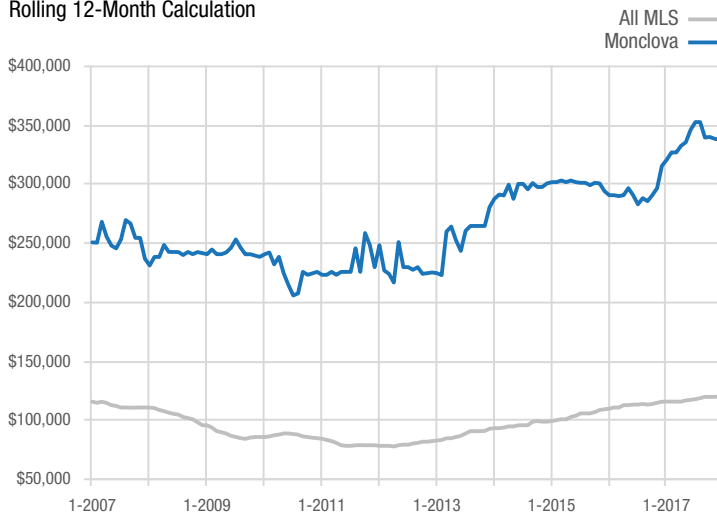
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
New Listings	5	4	- 20.0%	92	91	- 1.1%
Pending Sales	2	1	- 50.0%	64	60	- 6.3%
Closed Sales	3	3	0.0%	67	60	- 10.4%
Days on Market Until Sale	199	77	- 61.3%	132	108	- 18.2%
Median Sales Price*	\$386,500	<b>\$235,000</b>	- 39.2%	\$314,850	<b>\$337,000</b>	+ 7.0%
Average Sales Price*	\$357,117	<b>\$312,967</b>	- 12.4%	\$311,740	<b>\$329,218</b>	+ 5.6%
Percent of List Price Received*	98.3%	<b>97.4%</b>	- 0.9%	98.0%	<b>97.5%</b>	- 0.5%
Inventory of Homes for Sale	22	20	- 9.1%	—	—	—
Months Supply of Inventory	4.1	4.0	- 2.4%	—	—	—

Condo-Villa	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
New Listings	0	0	—	3	3	0.0%
Pending Sales	0	0	—	3	3	0.0%
Closed Sales	0	1	—	4	3	- 25.0%
Days on Market Until Sale	—	21	—	67	45	- 32.8%
Median Sales Price*	—	<b>\$240,000</b>	—	\$156,000	<b>\$240,000</b>	+ 53.8%
Average Sales Price*	—	<b>\$240,000</b>	—	\$153,300	<b>\$236,333</b>	+ 54.2%
Percent of List Price Received*	—	<b>99.0%</b>	—	98.9%	<b>97.8%</b>	- 1.1%
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

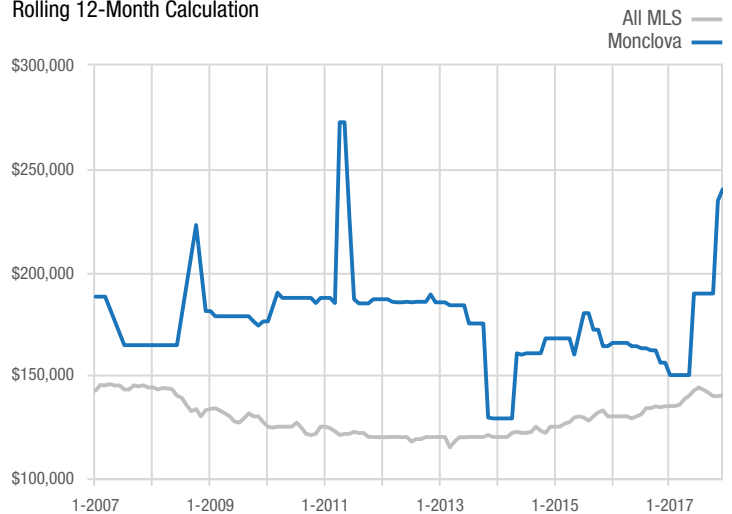
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – December 2017

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



## Oregon

MLS Area 25: 43616

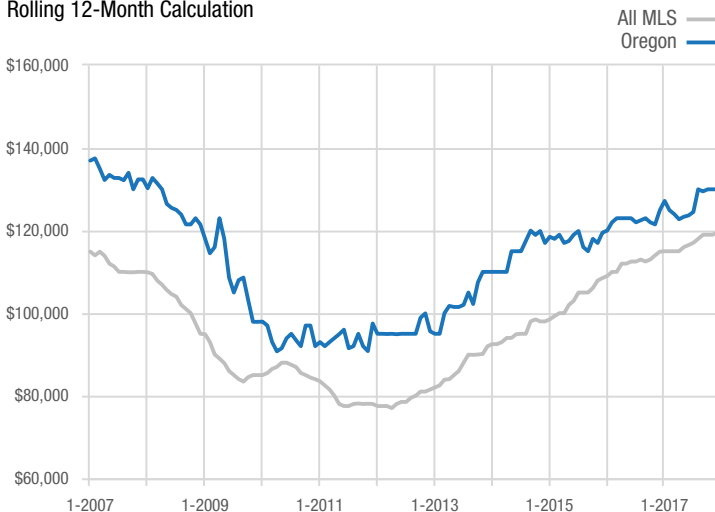
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
New Listings	19	13	- 31.6%	260	294	+ 13.1%
Pending Sales	15	16	+ 6.7%	205	232	+ 13.2%
Closed Sales	21	15	- 28.6%	202	230	+ 13.9%
Days on Market Until Sale	92	105	+ 14.1%	113	103	- 8.8%
Median Sales Price*	\$162,000	<b>\$165,700</b>	+ 2.3%	\$124,950	<b>\$130,000</b>	+ 4.0%
Average Sales Price*	\$171,471	<b>\$180,707</b>	+ 5.4%	\$138,261	<b>\$139,165</b>	+ 0.7%
Percent of List Price Received*	97.0%	<b>97.5%</b>	+ 0.5%	96.2%	<b>96.9%</b>	+ 0.7%
Inventory of Homes for Sale	66	67	+ 1.5%	—	—	—
Months Supply of Inventory	3.9	3.5	- 10.3%	—	—	—

Condo-Villa	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
New Listings	0	1	—	7	12	+ 71.4%
Pending Sales	0	0	—	4	11	+ 175.0%
Closed Sales	0	0	—	5	11	+ 120.0%
Days on Market Until Sale	—	—	—	75	42	- 44.0%
Median Sales Price*	—	—	—	\$167,000	<b>\$148,000</b>	- 11.4%
Average Sales Price*	—	—	—	\$159,180	<b>\$155,096</b>	- 2.6%
Percent of List Price Received*	—	—	—	96.8%	<b>98.0%</b>	+ 1.2%
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	2.0	0.6	- 70.0%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

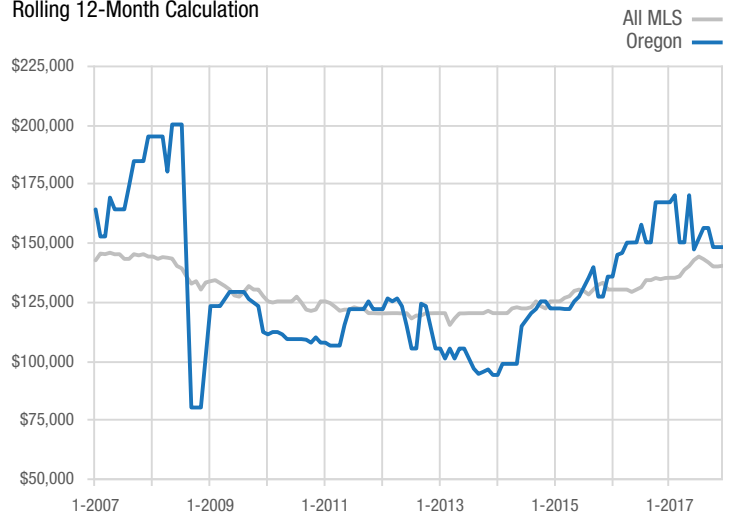
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – December 2017

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



## Ottawa Hills

### MLS Area 16: Village Limits (TD 88, 89 and 90)

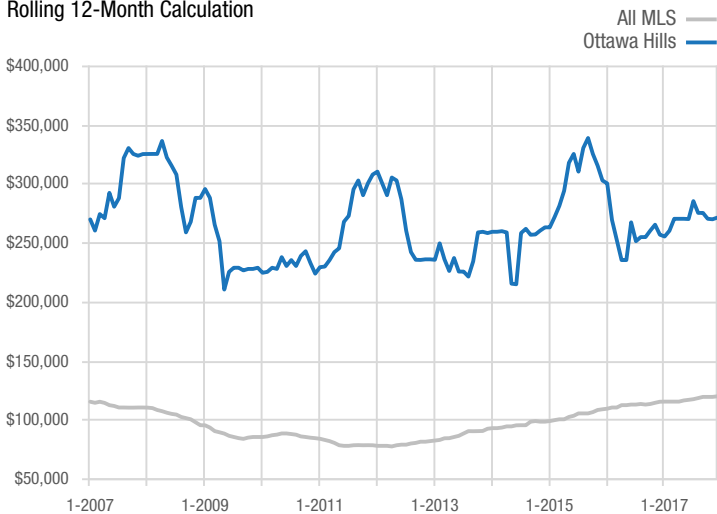
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
New Listings	12	8	- 33.3%	184	160	- 13.0%
Pending Sales	7	3	- 57.1%	95	92	- 3.2%
Closed Sales	7	3	- 57.1%	98	91	- 7.1%
Days on Market Until Sale	85	162	+ 90.6%	120	117	- 2.5%
Median Sales Price*	\$223,750	<b>\$260,000</b>	+ 16.2%	\$256,517	<b>\$271,000</b>	+ 5.6%
Average Sales Price*	\$226,529	<b>\$464,300</b>	+ 105.0%	\$308,417	<b>\$332,580</b>	+ 7.8%
Percent of List Price Received*	92.6%	<b>96.2%</b>	+ 3.9%	94.4%	<b>95.5%</b>	+ 1.2%
Inventory of Homes for Sale	54	44	- 18.5%	—	—	—
Months Supply of Inventory	6.8	5.7	- 16.2%	—	—	—

Condo-Villa	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
New Listings	0	4	—	20	23	+ 15.0%
Pending Sales	0	1	—	18	11	- 38.9%
Closed Sales	1	1	0.0%	18	11	- 38.9%
Days on Market Until Sale	184	63	- 65.8%	137	95	- 30.7%
Median Sales Price*	\$218,000	<b>\$266,000</b>	+ 22.0%	\$114,000	<b>\$90,000</b>	- 21.1%
Average Sales Price*	\$218,000	<b>\$266,000</b>	+ 22.0%	\$131,785	<b>\$119,155</b>	- 9.6%
Percent of List Price Received*	94.8%	<b>90.5%</b>	- 4.5%	92.6%	<b>89.8%</b>	- 3.0%
Inventory of Homes for Sale	3	8	+ 166.7%	—	—	—
Months Supply of Inventory	1.5	5.1	+ 240.0%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

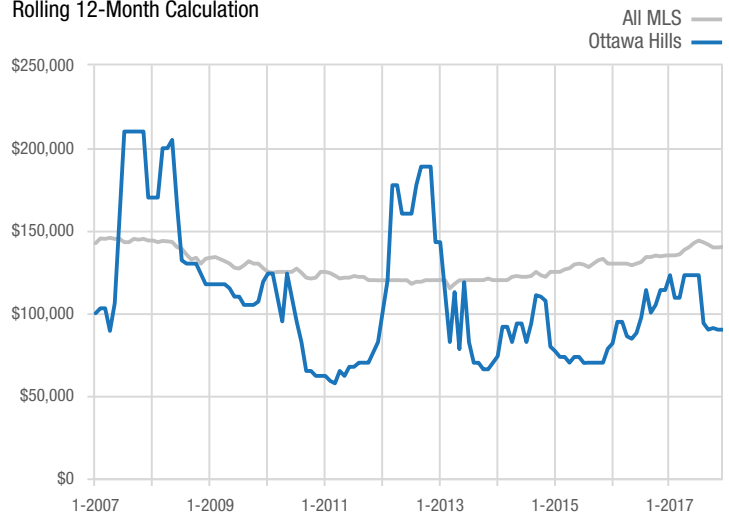
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – December 2017

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



## Perrysburg / Perrysburg Twp

MLS Area 53: 43551

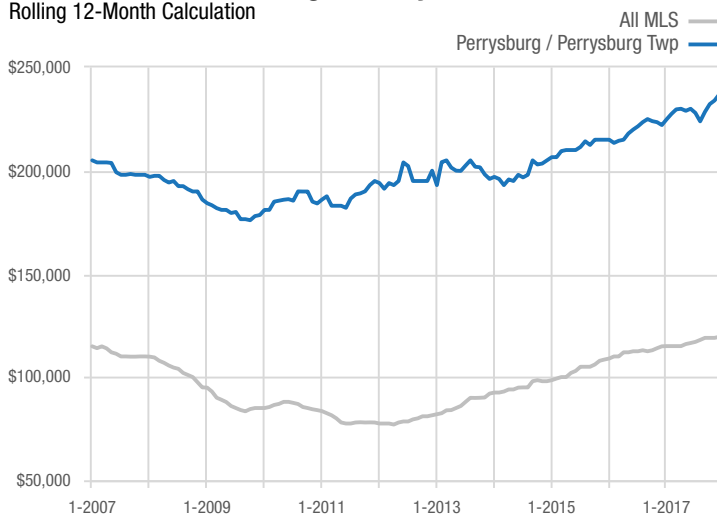
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	32	<b>28</b>	- 12.5%	753	<b>693</b>	- 8.0%
Pending Sales	32	<b>33</b>	+ 3.1%	570	<b>531</b>	- 6.8%
Closed Sales	40	<b>38</b>	- 5.0%	580	<b>533</b>	- 8.1%
Days on Market Until Sale	117	<b>103</b>	- 12.0%	109	<b>104</b>	- 4.6%
Median Sales Price*	\$221,200	<b>\$253,700</b>	+ 14.7%	\$222,100	<b>\$237,000</b>	+ 6.7%
Average Sales Price*	\$256,068	<b>\$282,578</b>	+ 10.4%	\$253,099	<b>\$264,422</b>	+ 4.5%
Percent of List Price Received*	97.0%	<b>98.7%</b>	+ 1.8%	97.9%	<b>97.9%</b>	0.0%
Inventory of Homes for Sale	157	<b>135</b>	- 14.0%	—	—	—
Months Supply of Inventory	3.3	<b>3.1</b>	- 6.1%	—	—	—

Condo-Villa	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	4	<b>2</b>	- 50.0%	111	<b>97</b>	- 12.6%
Pending Sales	6	<b>4</b>	- 33.3%	78	<b>84</b>	+ 7.7%
Closed Sales	7	<b>5</b>	- 28.6%	74	<b>90</b>	+ 21.6%
Days on Market Until Sale	151	<b>136</b>	- 9.9%	108	<b>97</b>	- 10.2%
Median Sales Price*	\$175,000	<b>\$270,000</b>	+ 54.3%	\$186,950	<b>\$178,750</b>	- 4.4%
Average Sales Price*	\$159,815	<b>\$296,700</b>	+ 85.7%	\$199,061	<b>\$202,908</b>	+ 1.9%
Percent of List Price Received*	98.2%	<b>98.4%</b>	+ 0.2%	96.8%	<b>96.9%</b>	+ 0.1%
Inventory of Homes for Sale	27	<b>16</b>	- 40.7%	—	—	—
Months Supply of Inventory	4.2	<b>2.3</b>	- 45.2%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

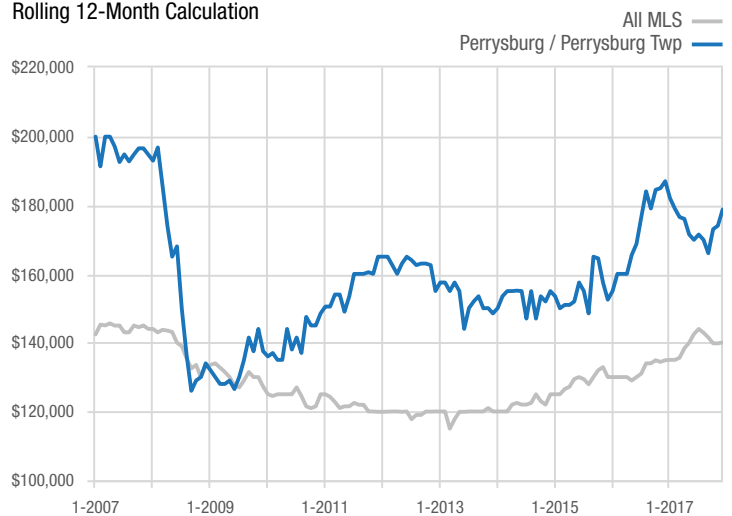
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – December 2017

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



## Spring Meadows

MLS Area 05: 43528 (Includes Holland)

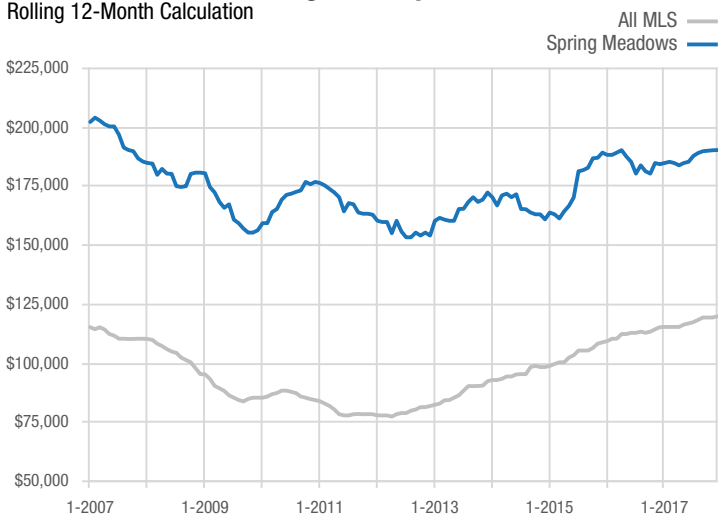
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
New Listings	14	22	+ 57.1%	370	320	- 13.5%
Pending Sales	20	17	- 15.0%	242	243	+ 0.4%
Closed Sales	24	14	- 41.7%	246	245	- 0.4%
Days on Market Until Sale	123	127	+ 3.3%	118	97	- 17.8%
Median Sales Price*	\$162,000	\$265,700	+ 64.0%	\$184,000	\$190,000	+ 3.3%
Average Sales Price*	\$171,377	\$304,331	+ 77.6%	\$193,573	\$202,724	+ 4.7%
Percent of List Price Received*	95.7%	95.8%	+ 0.1%	97.0%	97.8%	+ 0.8%
Inventory of Homes for Sale	84	71	- 15.5%	—	—	—
Months Supply of Inventory	4.2	3.5	- 16.7%	—	—	—

Condo-Villa	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
New Listings	3	3	0.0%	45	39	- 13.3%
Pending Sales	1	1	0.0%	34	25	- 26.5%
Closed Sales	1	1	0.0%	36	25	- 30.6%
Days on Market Until Sale	222	56	- 74.8%	107	101	- 5.6%
Median Sales Price*	\$238,000	\$98,000	- 58.8%	\$190,150	\$195,000	+ 2.6%
Average Sales Price*	\$238,000	\$98,000	- 58.8%	\$202,758	\$201,831	- 0.5%
Percent of List Price Received*	93.4%	98.1%	+ 5.0%	95.9%	96.4%	+ 0.5%
Inventory of Homes for Sale	8	13	+ 62.5%	—	—	—
Months Supply of Inventory	2.6	5.2	+ 100.0%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

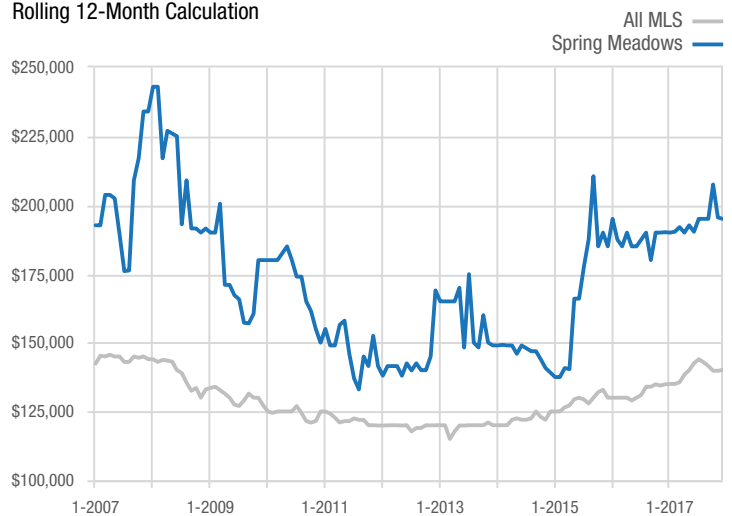
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – December 2017

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



## Swanton / Airport

MLS Area 04: 43558 in Fulton and Lucas Counties

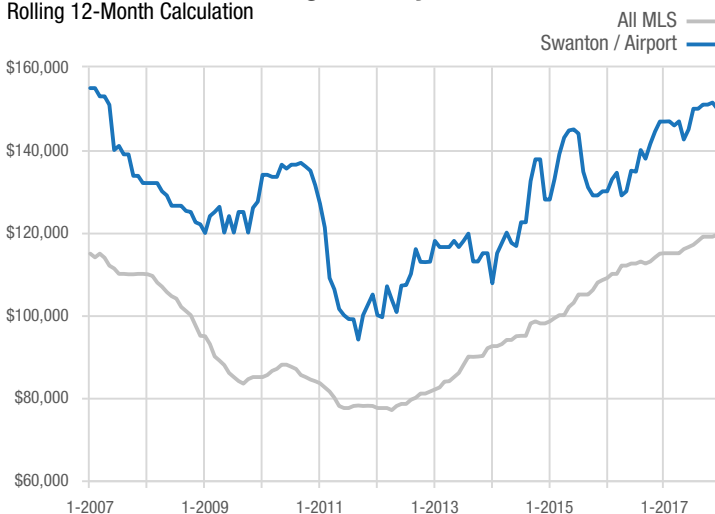
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	10	6	- 40.0%	175	171	- 2.3%
Pending Sales	8	10	+ 25.0%	124	135	+ 8.9%
Closed Sales	5	12	+ 140.0%	122	137	+ 12.3%
Days on Market Until Sale	59	89	+ 50.8%	93	87	- 6.5%
Median Sales Price*	\$170,500	<b>\$146,750</b>	- 13.9%	\$146,900	<b>\$150,000</b>	+ 2.1%
Average Sales Price*	\$168,100	<b>\$177,471</b>	+ 5.6%	\$157,471	<b>\$159,002</b>	+ 1.0%
Percent of List Price Received*	97.1%	<b>97.6%</b>	+ 0.5%	96.1%	<b>97.7%</b>	+ 1.7%
Inventory of Homes for Sale	42	27	- 35.7%	—	—	—
Months Supply of Inventory	4.1	2.4	- 41.5%	—	—	—

Condo-Villa	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	0	0	—	10	3	- 70.0%
Pending Sales	0	0	—	0	1	—
Closed Sales	0	0	—	0	1	—
Days on Market Until Sale	—	—	—	—	128	—
Median Sales Price*	—	—	—	—	<b>\$198,000</b>	—
Average Sales Price*	—	—	—	—	<b>\$198,000</b>	—
Percent of List Price Received*	—	—	—	—	<b>100.0%</b>	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

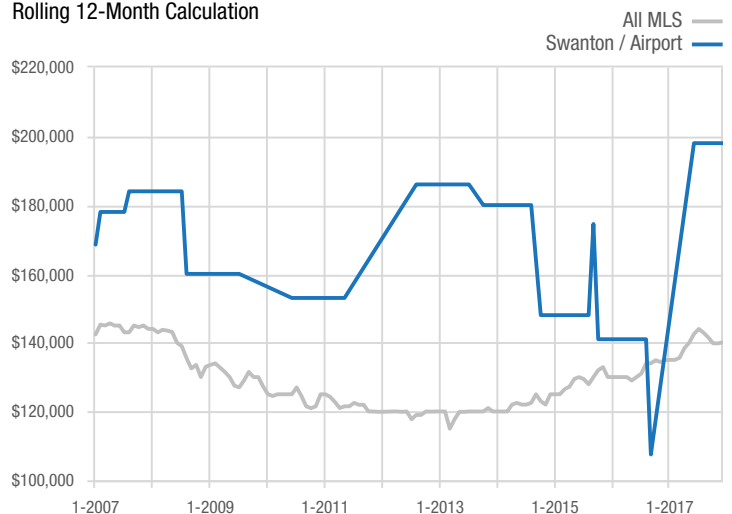
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – December 2017

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



## Sylvania

43560 and 43617

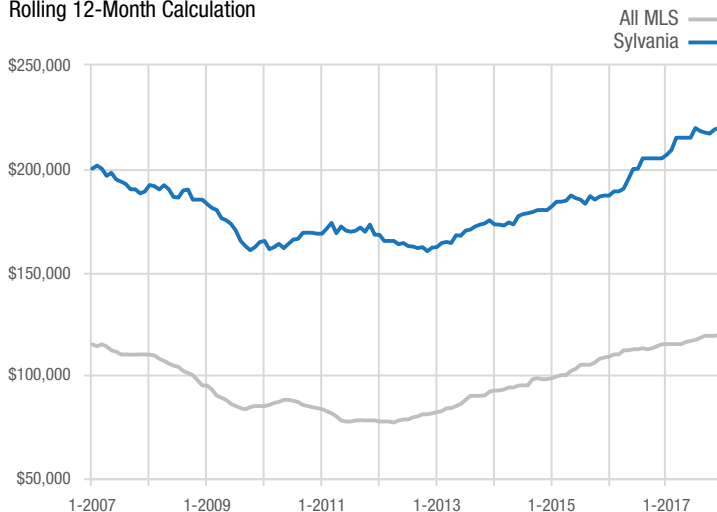
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
New Listings	31	44	+ 41.9%	772	806	+ 4.4%
Pending Sales	33	37	+ 12.1%	562	584	+ 3.9%
Closed Sales	42	32	- 23.8%	566	585	+ 3.4%
Days on Market Until Sale	118	91	- 22.9%	110	95	- 13.6%
Median Sales Price*	\$190,000	\$200,000	+ 5.3%	\$205,000	\$219,700	+ 7.2%
Average Sales Price*	\$235,597	\$189,897	- 19.4%	\$219,994	\$229,306	+ 4.2%
Percent of List Price Received*	97.7%	95.0%	- 2.8%	97.9%	97.8%	- 0.1%
Inventory of Homes for Sale	164	155	- 5.5%	—	—	—
Months Supply of Inventory	3.5	3.2	- 8.6%	—	—	—

Condo-Villa	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
New Listings	8	8	0.0%	162	145	- 10.5%
Pending Sales	8	10	+ 25.0%	123	131	+ 6.5%
Closed Sales	12	7	- 41.7%	123	128	+ 4.1%
Days on Market Until Sale	111	116	+ 4.5%	108	102	- 5.6%
Median Sales Price*	\$184,893	\$203,390	+ 10.0%	\$155,000	\$161,000	+ 3.9%
Average Sales Price*	\$186,241	\$201,256	+ 8.1%	\$164,731	\$170,836	+ 3.7%
Percent of List Price Received*	95.5%	95.0%	- 0.5%	96.1%	96.4%	+ 0.3%
Inventory of Homes for Sale	44	27	- 38.6%	—	—	—
Months Supply of Inventory	4.3	2.5	- 41.9%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

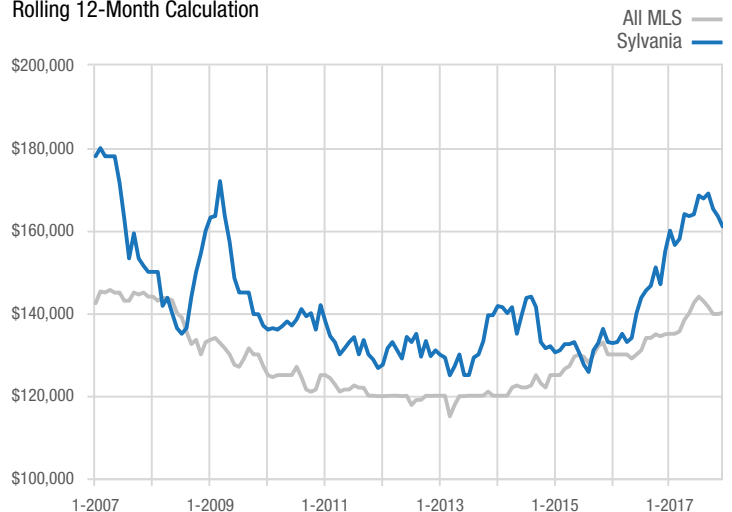
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – December 2017

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



## Toledo

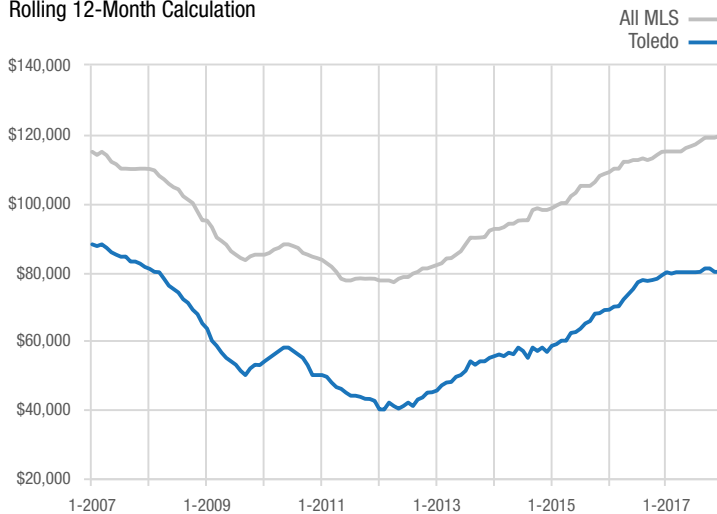
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	253	<b>236</b>	- 6.7%	4,865	<b>4,766</b>	- 2.0%
Pending Sales	219	<b>262</b>	+ 19.6%	3,279	<b>3,518</b>	+ 7.3%
Closed Sales	254	<b>277</b>	+ 9.1%	3,304	<b>3,495</b>	+ 5.8%
Days on Market Until Sale	107	<b>91</b>	- 15.0%	103	<b>92</b>	- 10.7%
Median Sales Price*	\$76,000	<b>\$76,250</b>	+ 0.3%	\$79,000	<b>\$80,000</b>	+ 1.3%
Average Sales Price*	\$85,839	<b>\$92,095</b>	+ 7.3%	\$93,420	<b>\$94,227</b>	+ 0.9%
Percent of List Price Received*	95.2%	<b>95.0%</b>	- 0.2%	95.6%	<b>95.5%</b>	- 0.1%
Inventory of Homes for Sale	1,188	<b>1,000</b>	- 15.8%	—	—	—
Months Supply of Inventory	4.3	<b>3.4</b>	- 20.9%	—	—	—

Condo-Villa	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	20	<b>15</b>	- 25.0%	322	<b>321</b>	- 0.3%
Pending Sales	12	<b>17</b>	+ 41.7%	251	<b>239</b>	- 4.8%
Closed Sales	20	<b>18</b>	- 10.0%	256	<b>237</b>	- 7.4%
Days on Market Until Sale	117	<b>67</b>	- 42.7%	109	<b>98</b>	- 10.1%
Median Sales Price*	\$74,950	<b>\$122,950</b>	+ 64.0%	\$102,700	<b>\$111,500</b>	+ 8.6%
Average Sales Price*	\$104,015	<b>\$145,594</b>	+ 40.0%	\$110,095	<b>\$120,523</b>	+ 9.5%
Percent of List Price Received*	95.5%	<b>97.1%</b>	+ 1.7%	94.3%	<b>95.5%</b>	+ 1.3%
Inventory of Homes for Sale	78	<b>73</b>	- 6.4%	—	—	—
Months Supply of Inventory	3.7	<b>3.7</b>	0.0%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

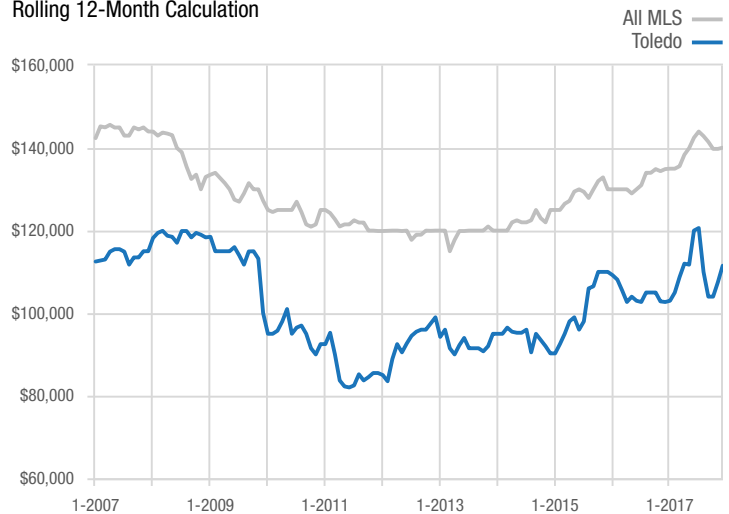
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.



# Local Market Update – December 2017

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



## Waterville

MLS Area 10: 43566

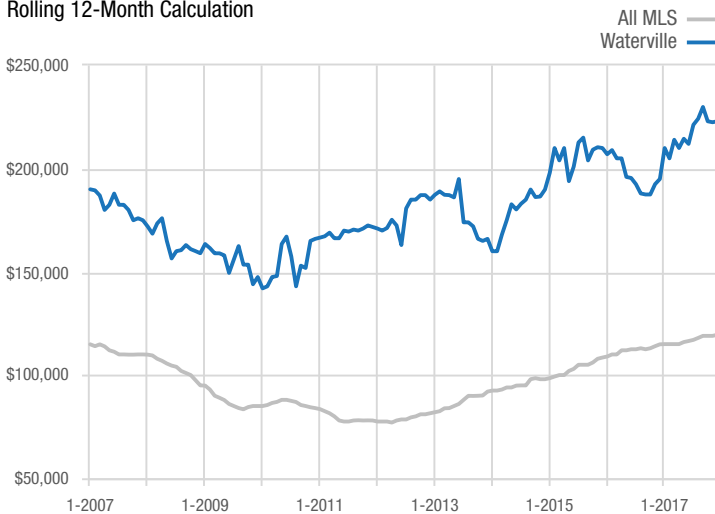
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	13	9	- 30.8%	176	164	- 6.8%
Pending Sales	16	9	- 43.8%	122	124	+ 1.6%
Closed Sales	11	7	- 36.4%	116	129	+ 11.2%
Days on Market Until Sale	75	151	+ 101.3%	87	97	+ 11.5%
Median Sales Price*	\$279,950	<b>\$323,000</b>	+ 15.4%	\$195,000	<b>\$222,953</b>	+ 14.3%
Average Sales Price*	\$251,893	<b>\$292,363</b>	+ 16.1%	\$206,780	<b>\$235,243</b>	+ 13.8%
Percent of List Price Received*	99.2%	<b>91.5%</b>	- 7.8%	97.5%	<b>97.5%</b>	0.0%
Inventory of Homes for Sale	41	36	- 12.2%	—	—	—
Months Supply of Inventory	4.0	3.5	- 12.5%	—	—	—

Condo-Villa	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	0	0	—	27	16	- 40.7%
Pending Sales	1	0	- 100.0%	23	16	- 30.4%
Closed Sales	1	0	- 100.0%	22	17	- 22.7%
Days on Market Until Sale	98	—	—	73	65	- 11.0%
Median Sales Price*	\$116,500	—	—	\$155,700	<b>\$160,000</b>	+ 2.8%
Average Sales Price*	\$116,500	—	—	\$144,323	<b>\$149,644</b>	+ 3.7%
Percent of List Price Received*	98.7%	—	—	101.1%	<b>97.9%</b>	- 3.2%
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	0.5	0.5	0.0%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – December 2017

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



## Whitehouse

MLS Area 08: 43571

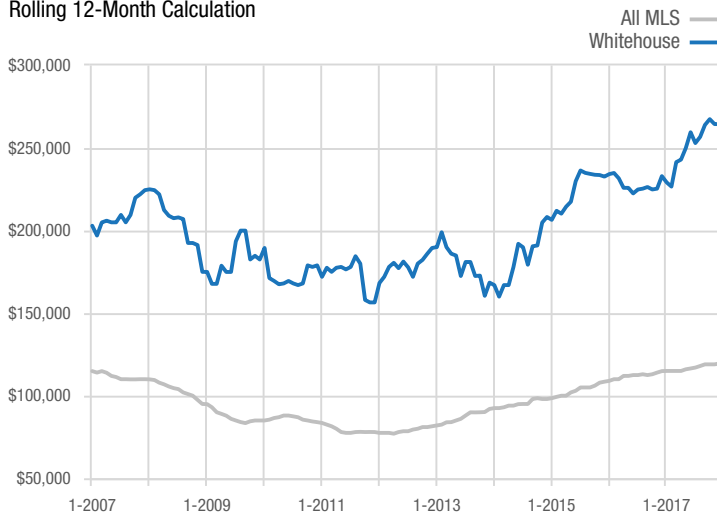
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
New Listings	6	8	+ 33.3%	169	145	- 14.2%
Pending Sales	11	10	- 9.1%	125	125	0.0%
Closed Sales	12	11	- 8.3%	126	126	0.0%
Days on Market Until Sale	152	99	- 34.9%	103	94	- 8.7%
Median Sales Price*	\$270,000	<b>\$272,000</b>	+ 0.7%	\$233,000	<b>\$264,500</b>	+ 13.5%
Average Sales Price*	\$272,759	<b>\$281,536</b>	+ 3.2%	\$232,867	<b>\$263,877</b>	+ 13.3%
Percent of List Price Received*	98.4%	<b>96.4%</b>	- 2.0%	98.8%	<b>97.7%</b>	- 1.1%
Inventory of Homes for Sale	31	25	- 19.4%	—	—	—
Months Supply of Inventory	3.0	2.4	- 20.0%	—	—	—

Condo-Villa	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
New Listings	0	0	—	8	4	- 50.0%
Pending Sales	0	0	—	5	5	0.0%
Closed Sales	0	0	—	5	5	0.0%
Days on Market Until Sale	—	—	—	80	84	+ 5.0%
Median Sales Price*	—	—	—	\$187,000	<b>\$197,000</b>	+ 5.3%
Average Sales Price*	—	—	—	\$206,000	<b>\$215,400</b>	+ 4.6%
Percent of List Price Received*	—	—	—	98.9%	<b>96.5%</b>	- 2.4%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

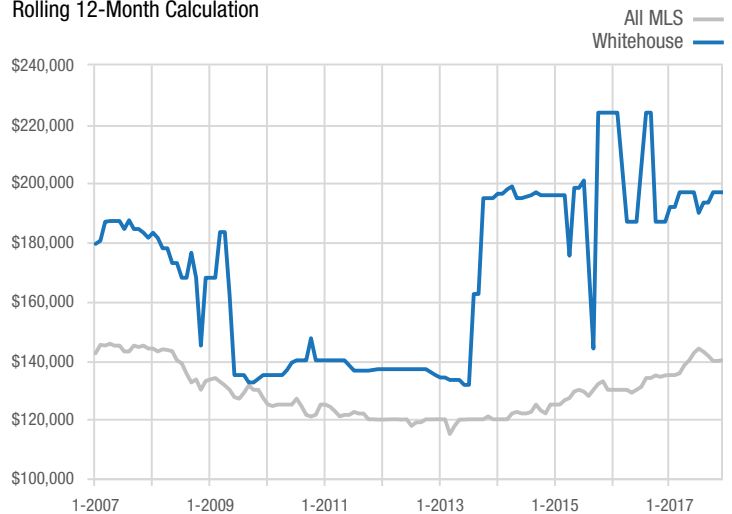
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.