

LUCAS AND UPPER WOOD COUNTY HOUSING MARKET

The information below compares the month of November 2017 to the month of November 2016

453

Home Sales

+2% Increase from November
2016

\$111k

Median Sales Price

-6% Decrease from November
2016

\$142k

Av. Sales Price

-4% Decrease from November
2016

97

Av. Days on Mkt.

-6% Decrease from November
2016

-20%

Inventory Change

from November 2016

3.90%

Average Interest Rate

According to Freddiemac.com as
of 11/30/17

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

Monthly Indicators



November 2017

The facts of residential real estate have remained consistent in 2017. In year-over-year comparisons, the number of homes for sale has been fewer in most locales, and homes have been selling in fewer days for higher prices. This hasn't always been true, but it has been a common enough storyline to make it an overarching trend for the year.

New Listings decreased 3.8 percent for Single Family homes and 15.8 percent for Condo-Villa homes. Pending Sales increased 8.8 percent for Single Family homes but decreased 10.2 percent for Condo-Villa homes. Inventory decreased 14.2 percent for Single Family homes and 18.0 percent for Condo-Villa homes.

Median Sales Price increased 0.2 percent to \$114,000 for Single Family homes but decreased 2.6 percent to \$126,500 for Condo-Villa properties. Days on Market decreased 10.7 percent for Single Family homes and 24.3 percent for Condo-Villa homes. Months Supply of Inventory decreased 15.2 percent for Single Family homes and 15.9 percent for Condo-Villa homes.

New tax legislation could have ramifications on housing. The White House believes that the tax reform bill will have a small impact on home prices, lowering them by less than 4 percent, and could conceivably boost homeownership. The National Association of REALTORS® has stated that eliminating the mortgage interest deduction could hurt housing, as the doubled standard deduction would reduce the desire to take out a mortgage and itemize the interest associated with it, thus reducing demand. This is a developing story.

Quick Facts

+ 2.9%	+ 0.8%	- 14.5%
Year-Over-Year Change in Closed Sales All Properties	Year-Over-Year Change in Median Sales Price All Properties	Year-Over-Year Change in Homes for Sale All Properties

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Local Market Update – November 2017

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Lucas County

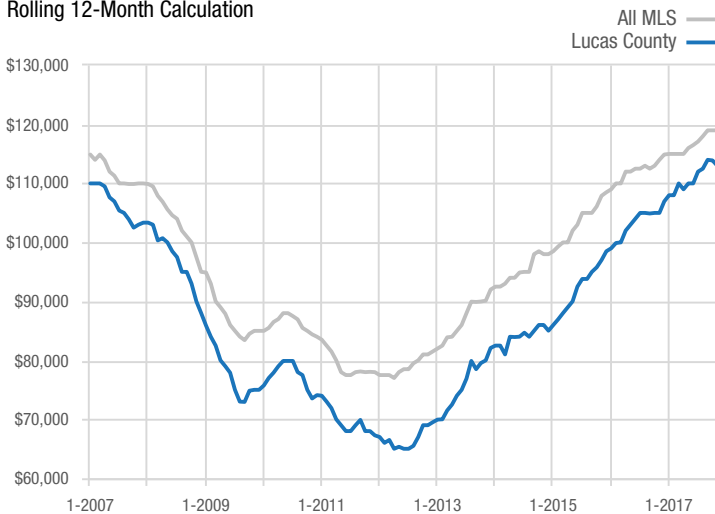
Single Family Key Metrics	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	448	416	- 7.1%	6,846	6,712	- 2.0%
Pending Sales	330	363	+ 10.0%	4,592	4,904	+ 6.8%
Closed Sales	361	382	+ 5.8%	4,577	4,873	+ 6.5%
Days on Market Until Sale	105	96	- 8.6%	104	93	- 10.6%
Median Sales Price*	\$107,900	\$99,000	- 8.2%	\$106,500	\$113,500	+ 6.6%
Average Sales Price*	\$133,837	\$130,837	- 2.2%	\$129,562	\$135,541	+ 4.6%
Percent of List Price Received*	95.6%	95.1%	- 0.5%	96.1%	96.3%	+ 0.2%
Inventory of Homes for Sale	1,933	1,662	- 14.0%	—	—	—
Months Supply of Inventory	4.7	3.8	- 19.1%	—	—	—

Condo-Villa Key Metrics	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	40	41	+ 2.5%	583	534	- 8.4%
Pending Sales	34	27	- 20.6%	440	416	- 5.5%
Closed Sales	34	32	- 5.9%	430	415	- 3.5%
Days on Market Until Sale	101	76	- 24.8%	101	96	- 5.0%
Median Sales Price*	\$128,250	\$126,500	- 1.4%	\$131,700	\$138,000	+ 4.8%
Average Sales Price*	\$146,545	\$146,162	- 0.3%	\$145,166	\$146,715	+ 1.1%
Percent of List Price Received*	95.8%	95.3%	- 0.5%	95.6%	95.8%	+ 0.2%
Inventory of Homes for Sale	153	136	- 11.1%	—	—	—
Months Supply of Inventory	3.9	3.7	- 5.1%	—	—	—

* 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.

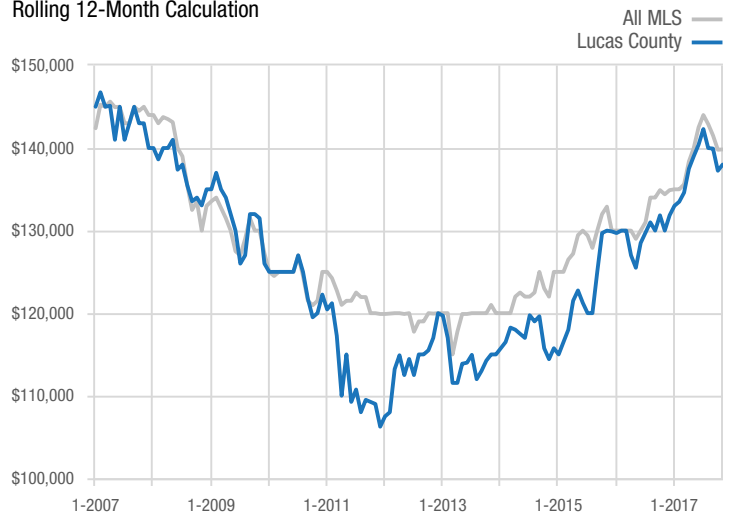
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wood County

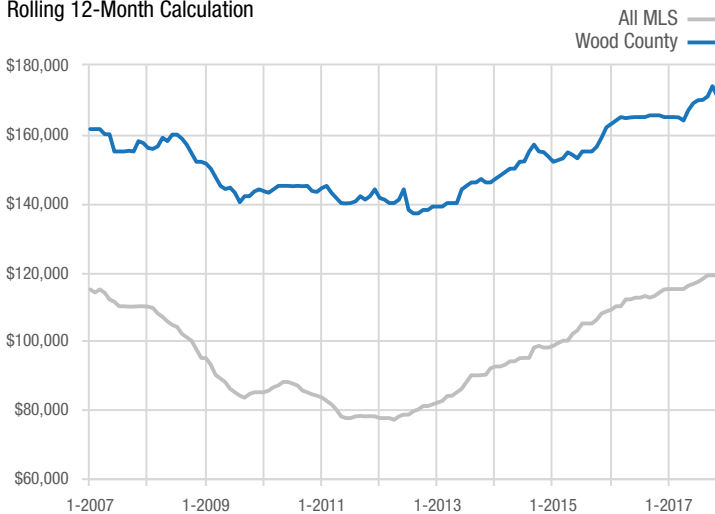
Single Family	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	88	75	- 14.8%	1,612	1,505	- 6.6%
Pending Sales	105	97	- 7.6%	1,243	1,212	- 2.5%
Closed Sales	99	104	+ 5.1%	1,234	1,196	- 3.1%
Days on Market Until Sale	104	84	- 19.2%	109	96	- 11.9%
Median Sales Price*	\$163,600	\$150,000	- 8.3%	\$165,000	\$171,000	+ 3.6%
Average Sales Price*	\$195,232	\$190,168	- 2.6%	\$191,416	\$196,658	+ 2.7%
Percent of List Price Received*	97.2%	96.2%	- 1.0%	97.4%	97.5%	+ 0.1%
Inventory of Homes for Sale	407	340	- 16.5%	—	—	—
Months Supply of Inventory	3.7	3.2	- 13.5%	—	—	—

Condo-Villa	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	10	3	- 70.0%	152	125	- 17.8%
Pending Sales	7	8	+ 14.3%	112	109	- 2.7%
Closed Sales	6	5	- 16.7%	108	116	+ 7.4%
Days on Market Until Sale	68	48	- 29.4%	100	89	- 11.0%
Median Sales Price*	\$158,000	\$155,000	- 1.9%	\$175,000	\$161,750	- 7.6%
Average Sales Price*	\$169,722	\$151,550	- 10.7%	\$186,749	\$185,553	- 0.6%
Percent of List Price Received*	100.6%	94.1%	- 6.5%	96.8%	96.5%	- 0.3%
Inventory of Homes for Sale	40	22	- 45.0%	—	—	—
Months Supply of Inventory	4.0	2.2	- 45.0%	—	—	—

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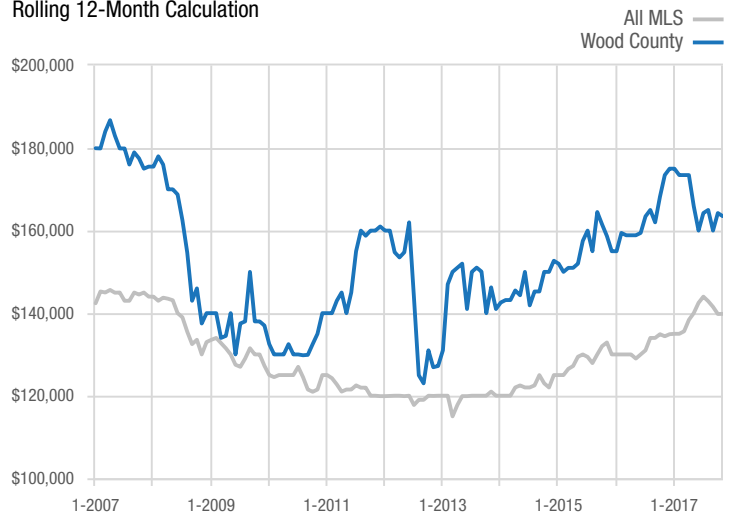
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Bowling Green

MLS Area 55: 43402

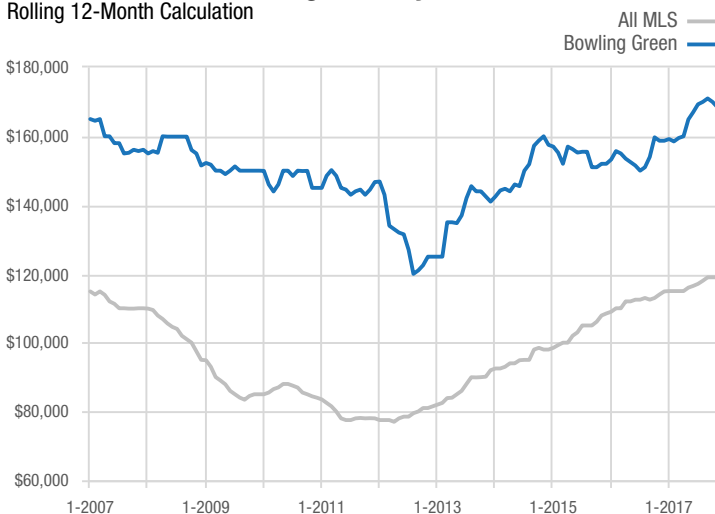
Single Family	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	15	8	- 46.7%	203	213	+ 4.9%
Pending Sales	9	17	+ 88.9%	177	182	+ 2.8%
Closed Sales	7	19	+ 171.4%	177	180	+ 1.7%
Days on Market Until Sale	109	56	- 48.6%	110	74	- 32.7%
Median Sales Price*	\$122,000	\$159,000	+ 30.3%	\$159,900	\$170,000	+ 6.3%
Average Sales Price*	\$139,700	\$164,823	+ 18.0%	\$177,355	\$188,786	+ 6.4%
Percent of List Price Received*	99.9%	97.4%	- 2.5%	97.0%	97.2%	+ 0.2%
Inventory of Homes for Sale	49	49	0.0%	—	—	—
Months Supply of Inventory	3.1	3.1	0.0%	—	—	—

Condo-Villa	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	1	0	- 100.0%	33	19	- 42.4%
Pending Sales	2	0	- 100.0%	33	20	- 39.4%
Closed Sales	2	0	- 100.0%	33	22	- 33.3%
Days on Market Until Sale	123	—	—	95	70	- 26.3%
Median Sales Price*	\$183,716	—	—	\$163,000	\$161,700	- 0.8%
Average Sales Price*	\$183,716	—	—	\$171,380	\$171,182	- 0.1%
Percent of List Price Received*	100.9%	—	—	98.2%	98.1%	- 0.1%
Inventory of Homes for Sale	6	2	- 66.7%	—	—	—
Months Supply of Inventory	1.9	1.0	- 47.4%	—	—	—

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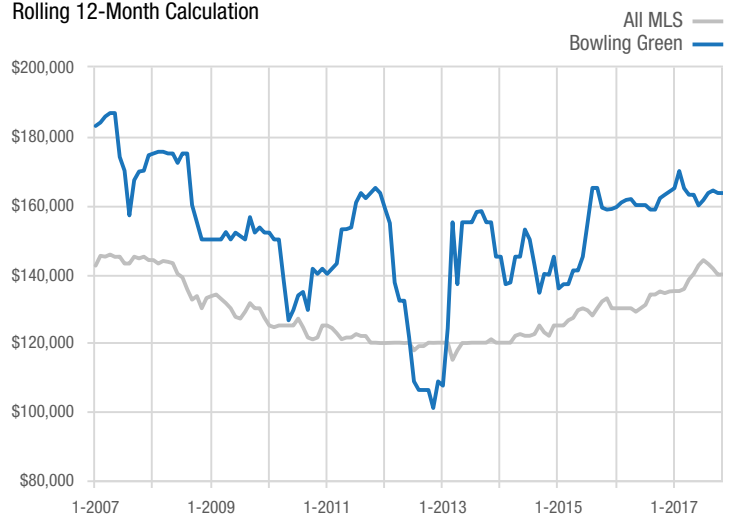
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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East Suburbs

MLS Area 26: 43412 (Lucas County Only)

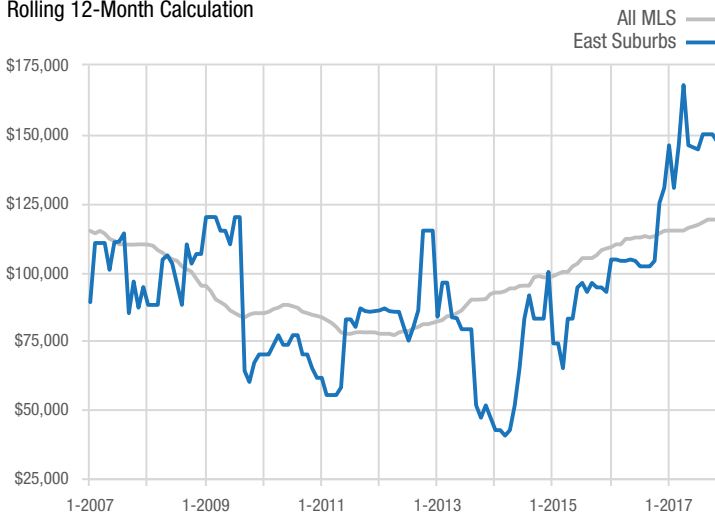
Single Family	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	1	3	+ 200.0%	26	45	+ 73.1%
Pending Sales	1	1	0.0%	20	24	+ 20.0%
Closed Sales	1	3	+ 200.0%	21	25	+ 19.0%
Days on Market Until Sale	202	137	- 32.2%	108	107	- 0.9%
Median Sales Price*	\$187,000	\$96,000	- 48.7%	\$115,000	\$144,500	+ 25.7%
Average Sales Price*	\$187,000	\$113,000	- 39.6%	\$133,974	\$151,160	+ 12.8%
Percent of List Price Received*	98.5%	86.4%	- 12.3%	89.8%	95.0%	+ 5.8%
Inventory of Homes for Sale	6	17	+ 183.3%	—	—	—
Months Supply of Inventory	2.5	7.5	+ 200.0%	—	—	—

Condo-Villa	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% 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	—	—	—	—	—	—

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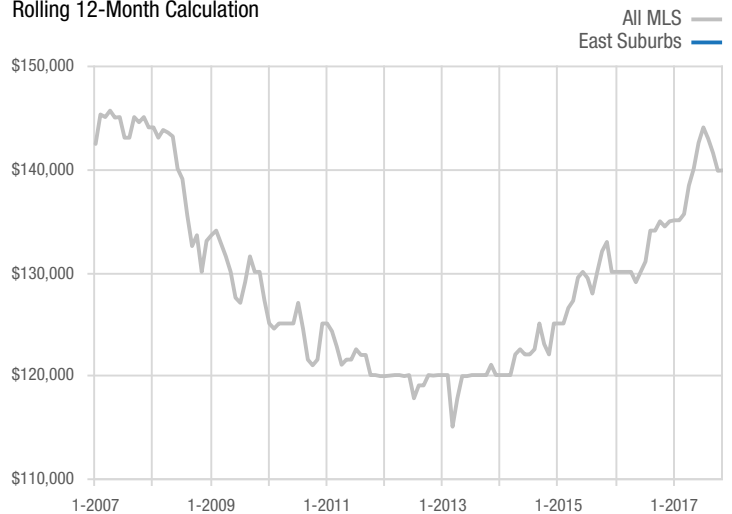
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Maumee

MLS Area 07: 43537

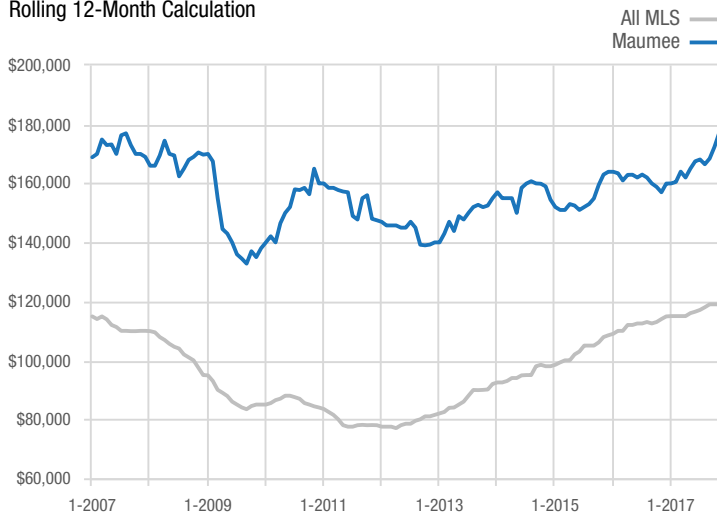
Single Family	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
Key Metrics						
New Listings	27	20	- 25.9%	560	505	- 9.8%
Pending Sales	22	22	0.0%	371	387	+ 4.3%
Closed Sales	30	24	- 20.0%	377	386	+ 2.4%
Days on Market Until Sale	122	74	- 39.3%	95	84	- 11.6%
Median Sales Price*	\$153,750	\$196,250	+ 27.6%	\$158,825	\$177,750	+ 11.9%
Average Sales Price*	\$197,462	\$205,788	+ 4.2%	\$188,078	\$208,743	+ 11.0%
Percent of List Price Received*	95.3%	98.2%	+ 3.0%	97.1%	97.8%	+ 0.7%
Inventory of Homes for Sale	139	103	- 25.9%	—	—	—
Months Supply of Inventory	4.1	2.9	- 29.3%	—	—	—

Condo-Villa	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
Key Metrics						
New Listings	8	7	- 12.5%	76	68	- 10.5%
Pending Sales	4	4	0.0%	58	52	- 10.3%
Closed Sales	5	5	0.0%	56	53	- 5.4%
Days on Market Until Sale	64	47	- 26.6%	75	79	+ 5.3%
Median Sales Price*	\$160,500	\$161,000	+ 0.3%	\$162,500	\$169,500	+ 4.3%
Average Sales Price*	\$159,500	\$166,000	+ 4.1%	\$214,828	\$189,932	- 11.6%
Percent of List Price Received*	97.1%	95.8%	- 1.3%	96.8%	95.7%	- 1.1%
Inventory of Homes for Sale	16	17	+ 6.3%	—	—	—
Months Supply of Inventory	3.1	3.6	+ 16.1%	—	—	—

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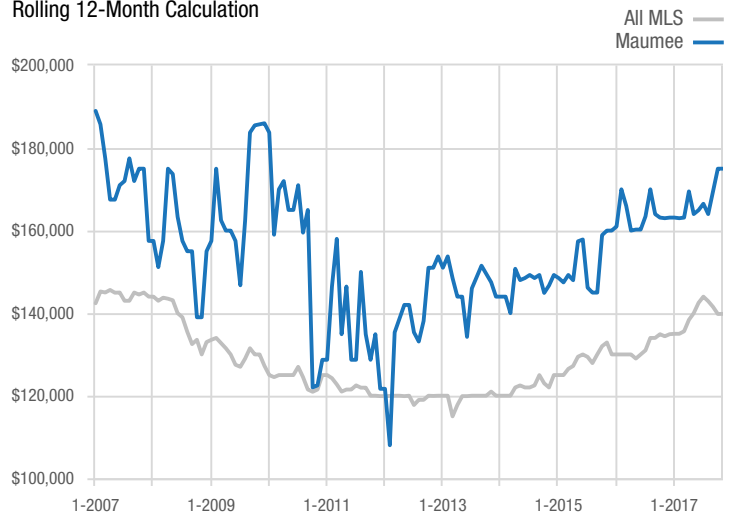
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Monclova

MLS Area 06: 43542

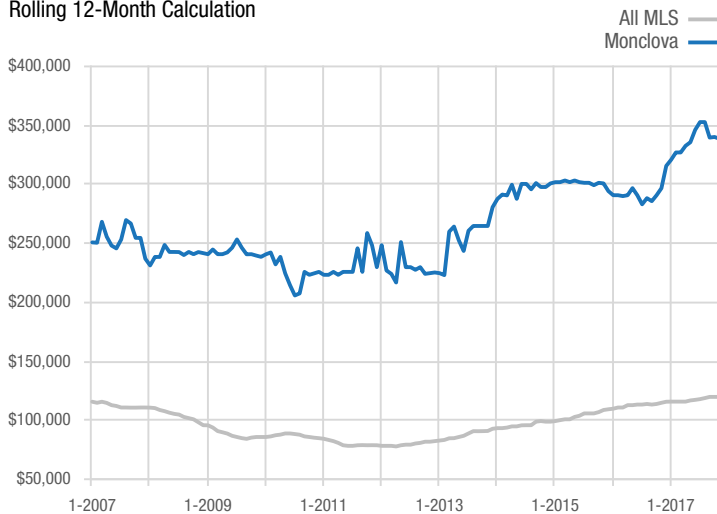
Single Family	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	3	7	+ 133.3%	87	88	+ 1.1%
Pending Sales	1	6	+ 500.0%	62	59	- 4.8%
Closed Sales	3	6	+ 100.0%	64	57	- 10.9%
Days on Market Until Sale	170	101	- 40.6%	129	110	- 14.7%
Median Sales Price*	\$369,850	\$290,500	- 21.5%	\$307,350	\$337,450	+ 9.8%
Average Sales Price*	\$361,233	\$294,553	- 18.5%	\$309,613	\$330,088	+ 6.6%
Percent of List Price Received*	97.9%	98.5%	+ 0.6%	98.0%	97.5%	- 0.5%
Inventory of Homes for Sale	21	26	+ 23.8%	—	—	—
Months Supply of Inventory	3.9	5.1	+ 30.8%	—	—	—

Condo-Villa	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	0	1	—	3	3	0.0%
Pending Sales	0	1	—	3	3	0.0%
Closed Sales	1	1	0.0%	4	2	- 50.0%
Days on Market Until Sale	53	44	- 17.0%	67	58	- 13.4%
Median Sales Price*	\$150,000	\$240,000	+ 60.0%	\$156,000	\$234,500	+ 50.3%
Average Sales Price*	\$150,000	\$240,000	+ 60.0%	\$153,300	\$234,500	+ 53.0%
Percent of List Price Received*	97.5%	99.0%	+ 1.5%	98.9%	97.2%	- 1.7%
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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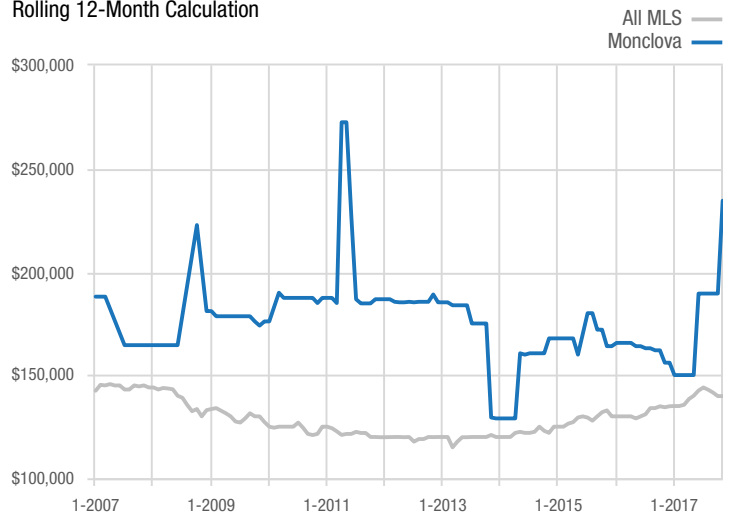
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Northwest Ohio Housing Market

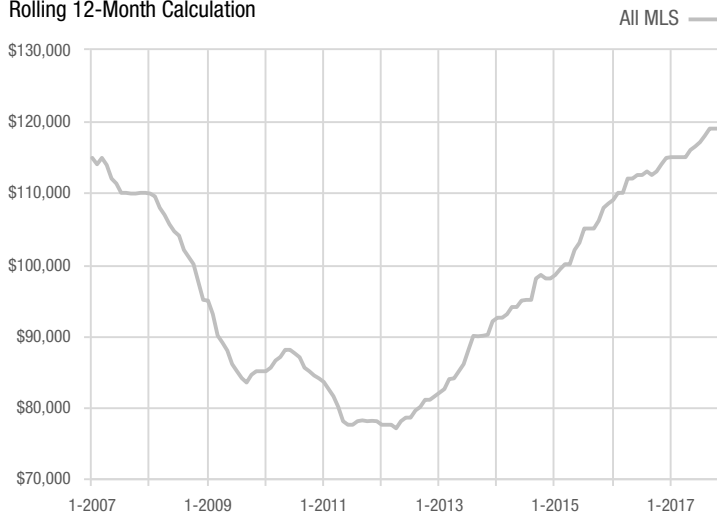
Single Family	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	705	678	- 3.8%	11,092	10,683	- 3.7%
Pending Sales	570	620	+ 8.8%	7,685	7,939	+ 3.3%
Closed Sales	607	627	+ 3.3%	7,669	7,884	+ 2.8%
Days on Market Until Sale	103	92	- 10.7%	108	97	- 10.2%
Median Sales Price*	\$113,750	\$114,000	+ 0.2%	\$114,900	\$119,900	+ 4.4%
Average Sales Price*	\$138,249	\$137,409	- 0.6%	\$135,711	\$141,285	+ 4.1%
Percent of List Price Received*	95.7%	95.5%	- 0.2%	96.2%	96.3%	+ 0.1%
Inventory of Homes for Sale	3,192	2,738	- 14.2%	—	—	—
Months Supply of Inventory	4.6	3.9	- 15.2%	—	—	—

Condo-Villa	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	57	48	- 15.8%	825	768	- 6.9%
Pending Sales	49	44	- 10.2%	613	596	- 2.8%
Closed Sales	47	46	- 2.1%	596	601	+ 0.8%
Days on Market Until Sale	107	81	- 24.3%	103	96	- 6.8%
Median Sales Price*	\$129,900	\$126,500	- 2.6%	\$134,900	\$139,833	+ 3.7%
Average Sales Price*	\$144,035	\$139,573	- 3.1%	\$149,587	\$150,275	+ 0.5%
Percent of List Price Received*	96.5%	95.4%	- 1.1%	95.8%	95.9%	+ 0.1%
Inventory of Homes for Sale	239	196	- 18.0%	—	—	—
Months Supply of Inventory	4.4	3.7	- 15.9%	—	—	—

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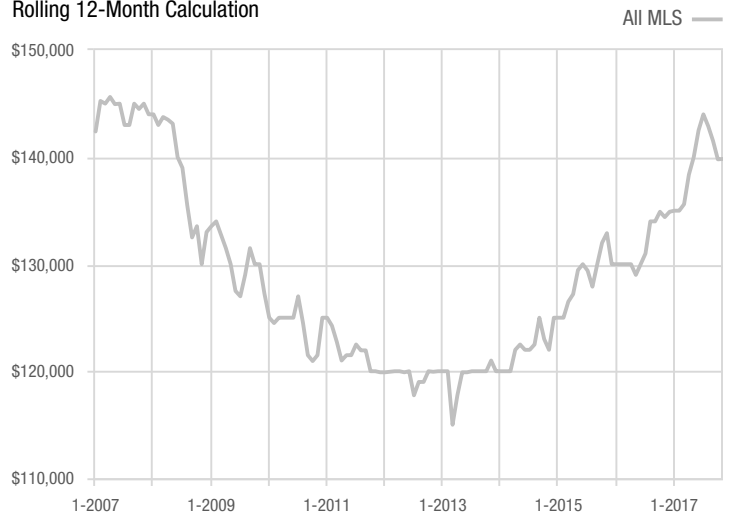
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Oregon

MLS Area 25: 43616

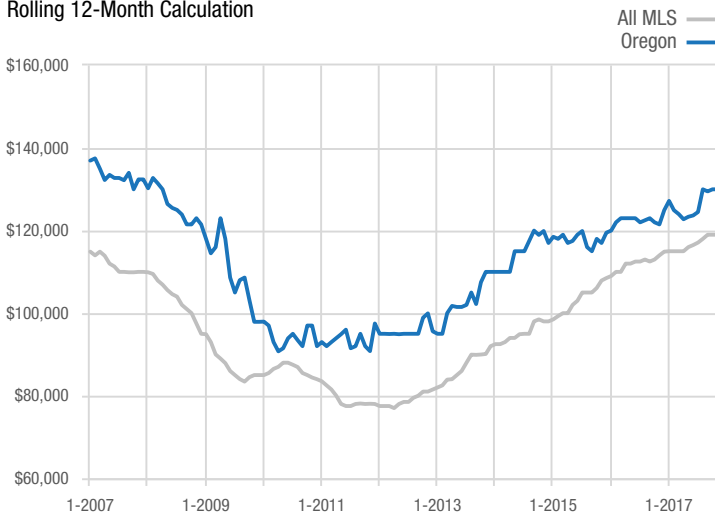
Single Family	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	16	18	+ 12.5%	241	281	+ 16.6%
Pending Sales	18	12	- 33.3%	190	216	+ 13.7%
Closed Sales	14	12	- 14.3%	181	215	+ 18.8%
Days on Market Until Sale	106	148	+ 39.6%	116	103	- 11.2%
Median Sales Price*	\$121,850	\$124,450	+ 2.1%	\$123,000	\$128,000	+ 4.1%
Average Sales Price*	\$135,514	\$144,158	+ 6.4%	\$134,408	\$136,447	+ 1.5%
Percent of List Price Received*	95.0%	97.1%	+ 2.2%	96.1%	96.9%	+ 0.8%
Inventory of Homes for Sale	70	77	+ 10.0%	—	—	—
Months Supply of Inventory	4.1	4.0	- 2.4%	—	—	—

Condo-Villa	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	2	0	- 100.0%	7	11	+ 57.1%
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	\$148,000	- 11.4%
Average Sales Price*	—	—	—	\$159,180	\$155,096	- 2.6%
Percent of List Price Received*	—	—	—	96.8%	98.0%	+ 1.2%
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	2.0	—	—	—	—	—

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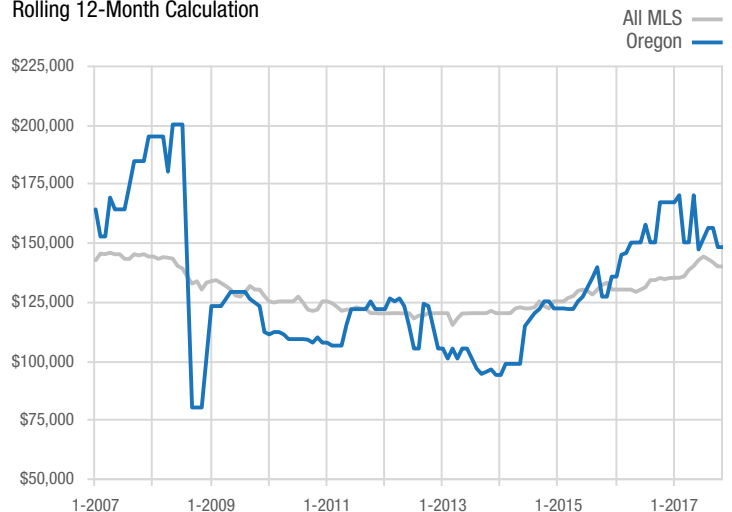
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – November 2017

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Ottawa Hills

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

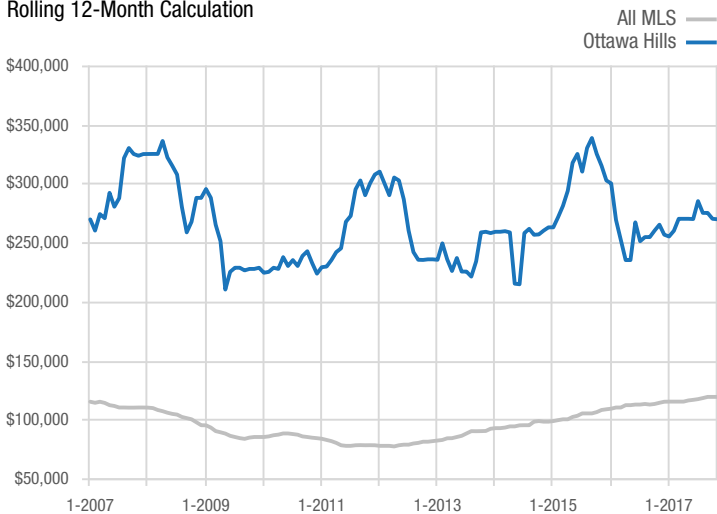
Single Family	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	9	8	- 11.1%	172	152	- 11.6%
Pending Sales	5	4	- 20.0%	88	89	+ 1.1%
Closed Sales	6	6	0.0%	91	88	- 3.3%
Days on Market Until Sale	167	191	+ 14.4%	123	116	- 5.7%
Median Sales Price*	\$304,017	\$239,000	- 21.4%	\$260,000	\$273,000	+ 5.0%
Average Sales Price*	\$353,339	\$289,833	- 18.0%	\$314,716	\$328,089	+ 4.2%
Percent of List Price Received*	90.3%	91.8%	+ 1.7%	94.5%	95.5%	+ 1.1%
Inventory of Homes for Sale	64	48	- 25.0%	—	—	—
Months Supply of Inventory	8.2	6.0	- 26.8%	—	—	—

Condo-Villa	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	1	0	- 100.0%	20	19	- 5.0%
Pending Sales	2	0	- 100.0%	18	10	- 44.4%
Closed Sales	1	0	- 100.0%	17	10	- 41.2%
Days on Market Until Sale	285	—	—	134	98	- 26.9%
Median Sales Price*	\$137,250	—	—	\$105,000	\$83,100	- 20.9%
Average Sales Price*	\$137,250	—	—	\$126,713	\$104,470	- 17.6%
Percent of List Price Received*	91.6%	—	—	92.5%	89.7%	- 3.0%
Inventory of Homes for Sale	3	6	+ 100.0%	—	—	—
Months Supply of Inventory	1.6	3.6	+ 125.0%	—	—	—

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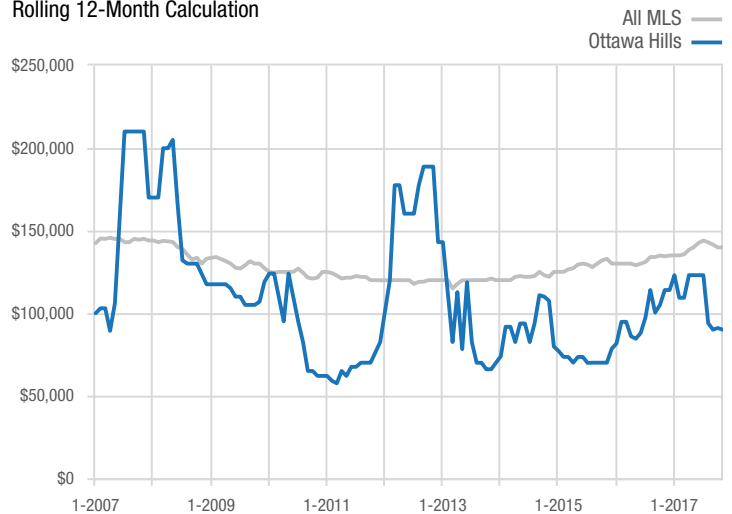
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Perrysburg / Perrysburg Twp

MLS Area 53: 43551

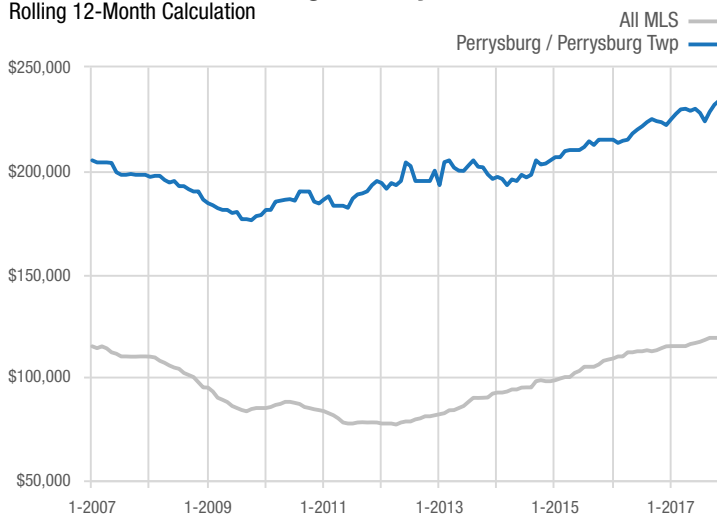
Single Family	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	42	30	- 28.6%	721	665	- 7.8%
Pending Sales	51	31	- 39.2%	538	497	- 7.6%
Closed Sales	50	37	- 26.0%	540	494	- 8.5%
Days on Market Until Sale	99	90	- 9.1%	108	104	- 3.7%
Median Sales Price*	\$217,500	\$238,000	+ 9.4%	\$223,000	\$235,000	+ 5.4%
Average Sales Price*	\$264,861	\$288,802	+ 9.0%	\$252,883	\$263,059	+ 4.0%
Percent of List Price Received*	97.0%	95.1%	- 2.0%	97.9%	97.9%	0.0%
Inventory of Homes for Sale	179	152	- 15.1%	—	—	—
Months Supply of Inventory	3.7	3.4	- 8.1%	—	—	—

Condo-Villa	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	8	3	- 62.5%	107	95	- 11.2%
Pending Sales	5	5	0.0%	72	80	+ 11.1%
Closed Sales	4	3	- 25.0%	67	85	+ 26.9%
Days on Market Until Sale	41	37	- 9.8%	103	95	- 7.8%
Median Sales Price*	\$158,000	\$189,750	+ 20.1%	\$189,000	\$173,000	- 8.5%
Average Sales Price*	\$162,725	\$200,917	+ 23.5%	\$203,161	\$197,391	- 2.8%
Percent of List Price Received*	100.5%	98.0%	- 2.5%	96.6%	96.8%	+ 0.2%
Inventory of Homes for Sale	30	18	- 40.0%	—	—	—
Months Supply of Inventory	4.7	2.5	- 46.8%	—	—	—

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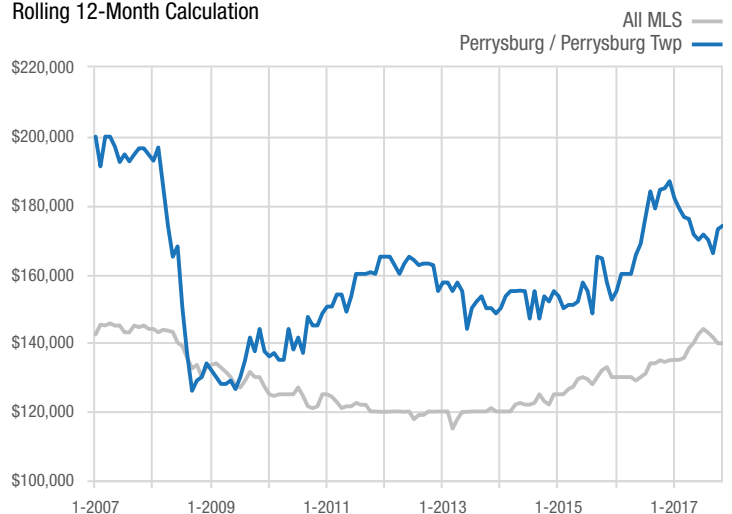
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Sylvania

43560 and 43617

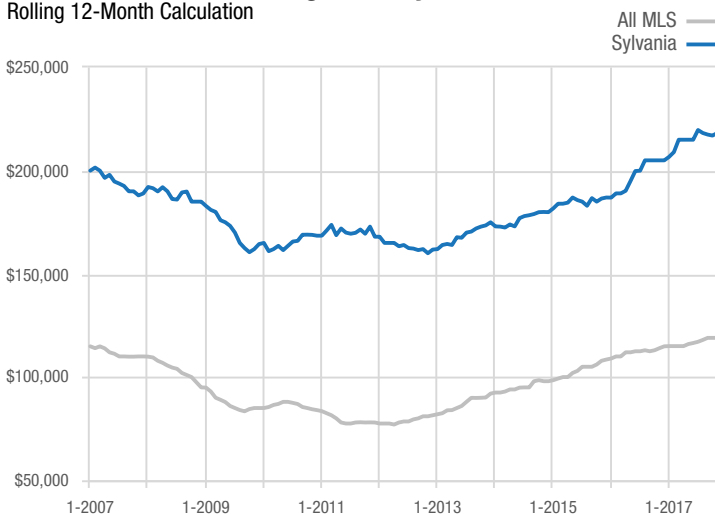
Single Family	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
Key Metrics						
New Listings	44	42	- 4.5%	741	761	+ 2.7%
Pending Sales	38	38	0.0%	529	546	+ 3.2%
Closed Sales	36	45	+ 25.0%	524	552	+ 5.3%
Days on Market Until Sale	88	109	+ 23.9%	109	95	- 12.8%
Median Sales Price*	\$195,000	\$220,000	+ 12.8%	\$205,000	\$220,000	+ 7.3%
Average Sales Price*	\$208,097	\$235,450	+ 13.1%	\$218,754	\$231,408	+ 5.8%
Percent of List Price Received*	96.1%	96.4%	+ 0.3%	97.9%	97.9%	0.0%
Inventory of Homes for Sale	189	168	- 11.1%	—	—	—
Months Supply of Inventory	4.0	3.5	- 12.5%	—	—	—

Condo-Villa	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
Key Metrics						
New Listings	15	12	- 20.0%	154	137	- 11.0%
Pending Sales	10	5	- 50.0%	115	121	+ 5.2%
Closed Sales	6	5	- 16.7%	111	121	+ 9.0%
Days on Market Until Sale	118	64	- 45.8%	108	101	- 6.5%
Median Sales Price*	\$192,000	\$190,000	- 1.0%	\$149,500	\$159,000	+ 6.4%
Average Sales Price*	\$206,267	\$208,600	+ 1.1%	\$162,406	\$169,076	+ 4.1%
Percent of List Price Received*	94.6%	97.2%	+ 2.7%	96.2%	96.5%	+ 0.3%
Inventory of Homes for Sale	45	32	- 28.9%	—	—	—
Months Supply of Inventory	4.3	3.0	- 30.2%	—	—	—

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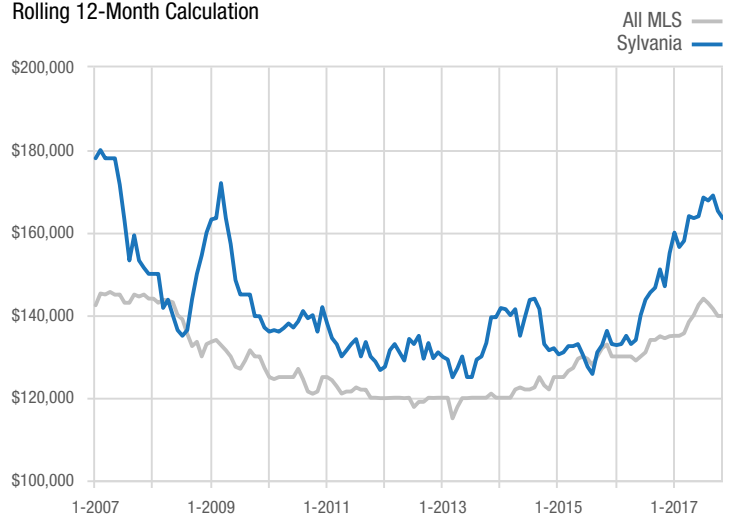
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Toledo

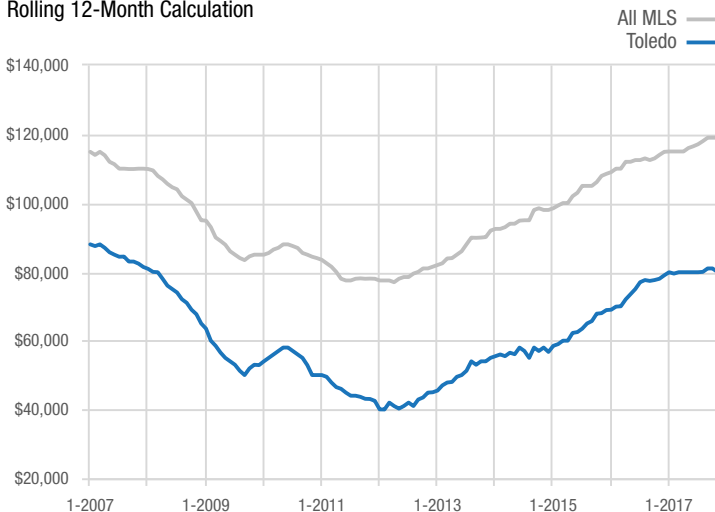
Single Family	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	312	303	- 2.9%	4,612	4,525	- 1.9%
Pending Sales	217	262	+ 20.7%	3,060	3,264	+ 6.7%
Closed Sales	234	261	+ 11.5%	3,050	3,217	+ 5.5%
Days on Market Until Sale	105	95	- 9.5%	103	93	- 9.7%
Median Sales Price*	\$74,000	\$70,000	- 5.4%	\$79,700	\$80,978	+ 1.6%
Average Sales Price*	\$90,127	\$87,519	- 2.9%	\$94,054	\$94,439	+ 0.4%
Percent of List Price Received*	95.3%	94.1%	- 1.3%	95.6%	95.5%	- 0.1%
Inventory of Homes for Sale	1,346	1,156	- 14.1%	—	—	—
Months Supply of Inventory	4.9	4.0	- 18.4%	—	—	—

Condo-Villa	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	18	24	+ 33.3%	302	306	+ 1.3%
Pending Sales	16	17	+ 6.3%	239	223	- 6.7%
Closed Sales	17	21	+ 23.5%	236	219	- 7.2%
Days on Market Until Sale	114	81	- 28.9%	108	100	- 7.4%
Median Sales Price*	\$90,000	\$120,000	+ 33.3%	\$105,000	\$110,000	+ 4.8%
Average Sales Price*	\$109,702	\$130,762	+ 19.2%	\$110,612	\$118,453	+ 7.1%
Percent of List Price Received*	94.6%	94.7%	+ 0.1%	94.2%	95.3%	+ 1.2%
Inventory of Homes for Sale	80	83	+ 3.8%	—	—	—
Months Supply of Inventory	3.8	4.2	+ 10.5%	—	—	—

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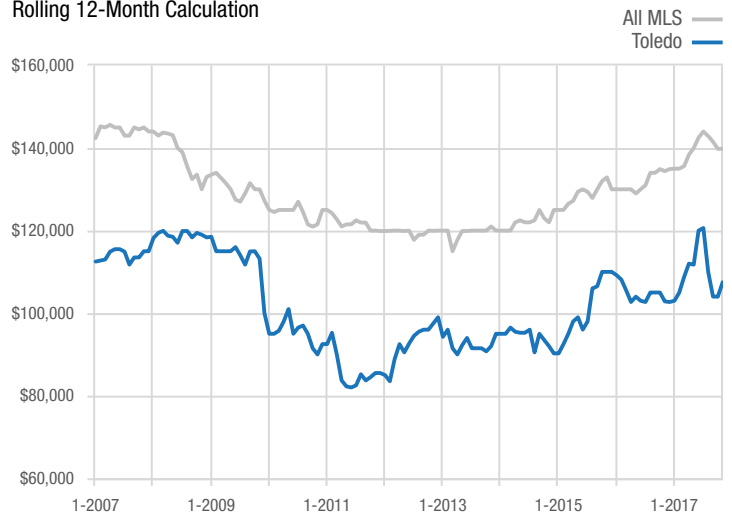
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Waterville

MLS Area 10: 43566

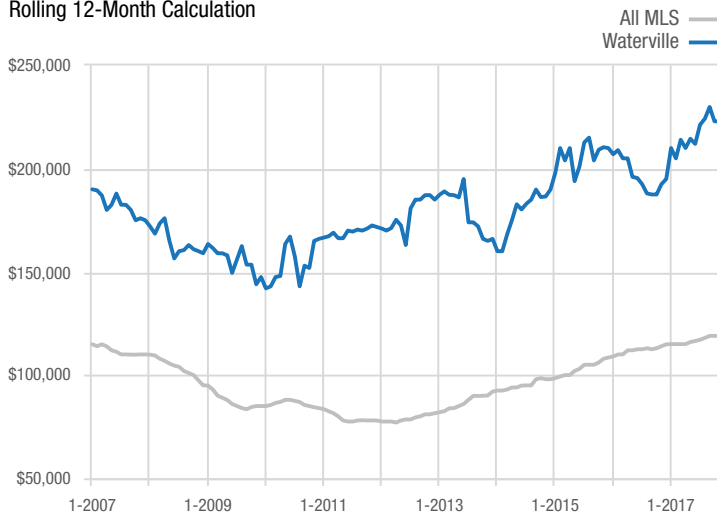
Single Family	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	11	6	- 45.5%	163	155	- 4.9%
Pending Sales	9	6	- 33.3%	106	115	+ 8.5%
Closed Sales	13	8	- 38.5%	105	121	+ 15.2%
Days on Market Until Sale	79	73	- 7.6%	88	94	+ 6.8%
Median Sales Price*	\$234,250	\$198,500	- 15.3%	\$193,500	\$217,250	+ 12.3%
Average Sales Price*	\$254,650	\$319,002	+ 25.3%	\$202,400	\$232,388	+ 14.8%
Percent of List Price Received*	97.9%	94.5%	- 3.5%	97.4%	97.8%	+ 0.4%
Inventory of Homes for Sale	47	38	- 19.1%	—	—	—
Months Supply of Inventory	4.9	3.5	- 28.6%	—	—	—

Condo-Villa	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
New Listings	0	0	—	27	16	- 40.7%
Pending Sales	2	2	0.0%	22	16	- 27.3%
Closed Sales	2	2	0.0%	21	17	- 19.0%
Days on Market Until Sale	62	63	+ 1.6%	72	65	- 9.7%
Median Sales Price*	\$183,500	\$146,350	- 20.2%	\$156,500	\$160,000	+ 2.2%
Average Sales Price*	\$183,500	\$146,350	- 20.2%	\$145,648	\$149,644	+ 2.7%
Percent of List Price Received*	96.4%	97.6%	+ 1.2%	101.2%	97.9%	- 3.3%
Inventory of Homes for Sale	3	1	- 66.7%	—	—	—
Months Supply of Inventory	1.5	0.5	- 66.7%	—	—	—

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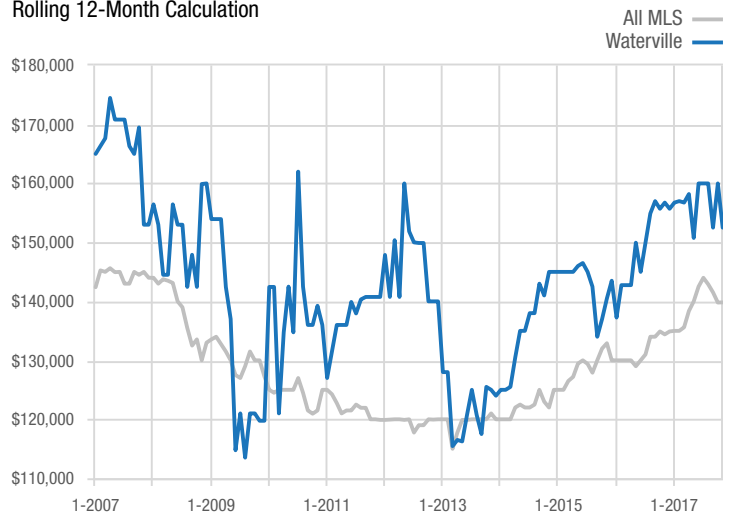
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Whitehouse

MLS Area 08: 43571

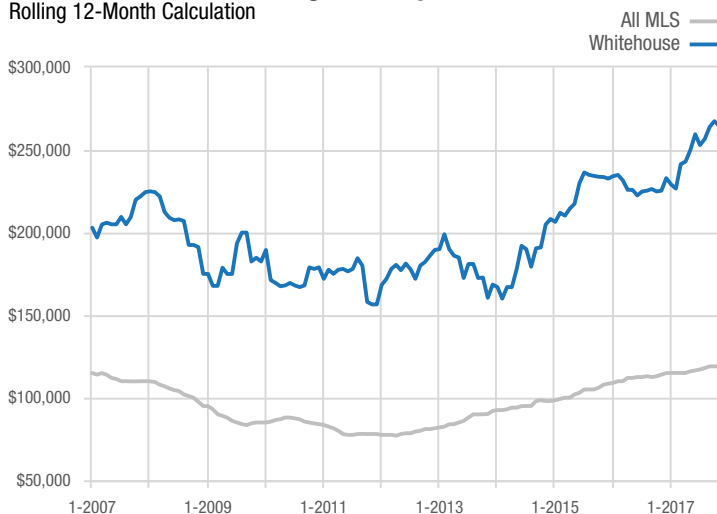
Single Family	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
Key Metrics						
New Listings	13	4	- 69.2%	163	136	- 16.6%
Pending Sales	10	12	+ 20.0%	114	115	+ 0.9%
Closed Sales	8	12	+ 50.0%	114	115	+ 0.9%
Days on Market Until Sale	135	86	- 36.3%	98	93	- 5.1%
Median Sales Price*	\$274,950	\$263,000	- 4.3%	\$224,900	\$264,000	+ 17.4%
Average Sales Price*	\$251,466	\$244,628	- 2.7%	\$228,841	\$262,158	+ 14.6%
Percent of List Price Received*	102.0%	99.3%	- 2.6%	98.8%	97.8%	- 1.0%
Inventory of Homes for Sale	41	29	- 29.3%	—	—	—
Months Supply of Inventory	4.1	2.8	- 31.7%	—	—	—

Condo-Villa	November			Year to Date		
	2016	2017	% Change	Thru 11-2016	Thru 11-2017	% Change
Key Metrics						
New Listings	1	0	- 100.0%	8	4	- 50.0%
Pending Sales	1	0	- 100.0%	5	5	0.0%
Closed Sales	2	0	- 100.0%	5	5	0.0%
Days on Market Until Sale	35	—	—	80	84	+ 5.0%
Median Sales Price*	\$212,000	—	—	\$187,000	\$197,000	+ 5.3%
Average Sales Price*	\$212,000	—	—	\$206,000	\$215,400	+ 4.6%
Percent of List Price Received*	103.2%	—	—	98.9%	96.5%	- 2.4%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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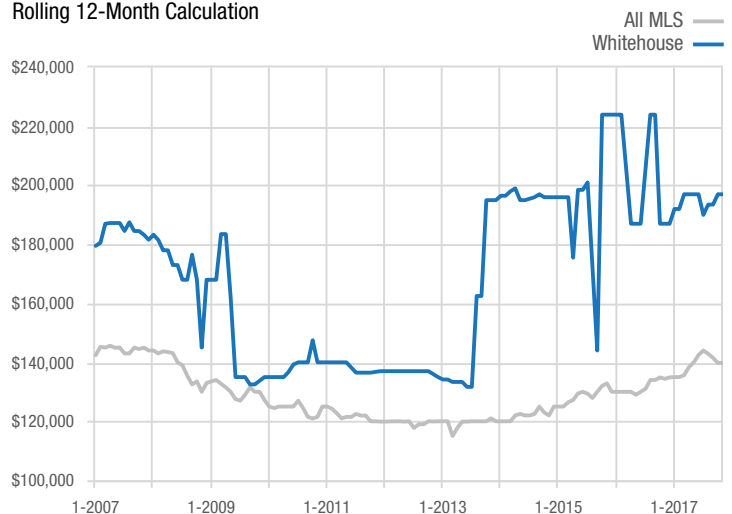
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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