

Local Market Update—May 2018

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 AND UPPER WOOD COUNTY HOUSING MARKET

The information below compares the month of May 2018 to the month of May 2017

696

Home Sales

+11.4% Increase from
May 2017

\$130,500

Median Sales Price

+0.5% Increase from
May 2017

\$154,713

Av. Sales Price

+3.0% Increase from
May 2017

86

Av. Days on Mkt.

-8.5% Decrease from
May 2017

2,345

Active Listings

-8.7% Decrease from
May 2017

4.56%

Mthly Av. Interest Rate

+15.4% Increase from May 2017
According to FreddieMac.com as of 5/31/2018

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

Monthly Indicators



May 2018

Just like last year at this time, prospective home buyers should expect a competitive housing market for the next several months. With payrolls trending upward and unemployment trending downward month after month in an extensive string of positive economic news, demand remains quite strong. Given the fact that gradually rising mortgage rates often infuse urgency to get into a new home before it costs more later, buyers need to remain watchful of new listings and make their offers quickly.

New Listings increased 0.2 Percent for Single Family homes but decreased 2.5 percent for Condo-Villa properties. Pending Sales increased 8.1 percent for Single Family homes and 11.9 percent for Condo-Villa homes. Inventory decreased 15.6 percent for Single Family homes and 7.3 percent for Condo-Villa homes.

Median Sales Price increased 3.4 percent to \$132,250 for Single Family homes but decreased 6.7 percent to \$139,950 for Condo-Villa homes. Days on Market decreased 4.3 percent for Single Family homes and 19.6 percent for Condo-Villa homes. Months Supply of Inventory decreased 20.0 percent for Single Family homes and 7.5 percent for Condo-Villa homes.

Although home sales may actually drop in year-over-year comparisons over the next few months, that has more to do with low inventory than a lack of buyer interest. As lower days on market and higher prices persist year after year, one might rationally expect a change in the outlook for residential real estate, yet the current situation has proven to be remarkably sustainable likely due to stronger fundamentals in home loan approvals than were in place a decade ago.

Quick Facts

+ 7.8%	+ 2.8%	- 15.0%
Change in Number of Closed Sales All Properties	Change in Number of Median Sales Price All Properties	Change in Number of 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
	14



Local Market Update – May 2018

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

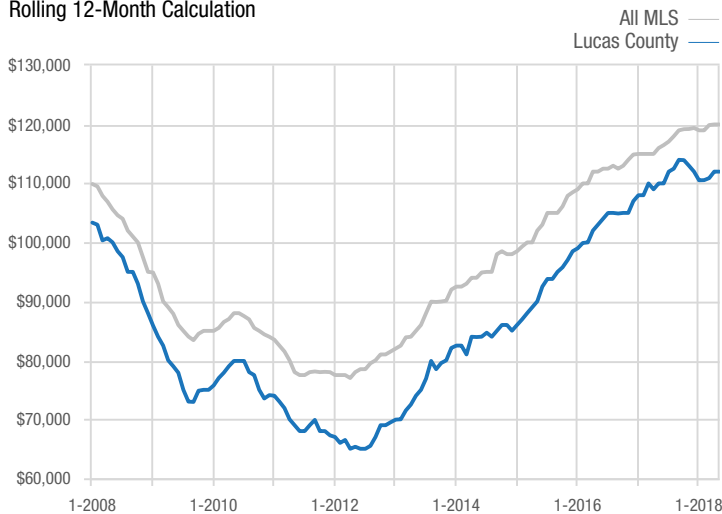
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	710	720	+ 1.4%	3,090	3,020	- 2.3%
Pending Sales	548	612	+ 11.7%	2,104	2,254	+ 7.1%
Closed Sales	527	587	+ 11.4%	2,004	2,097	+ 4.6%
Days on Market Until Sale	89	85	- 4.5%	99	94	- 5.1%
Median Sales Price*	\$120,000	\$120,600	+ 0.5%	\$110,000	\$110,000	0.0%
Average Sales Price*	\$139,151	\$144,381	+ 3.8%	\$130,314	\$132,360	+ 1.6%
Percent of List Price Received*	96.8%	96.8%	0.0%	96.4%	96.4%	0.0%
Inventory of Homes for Sale	1,839	1,595	- 13.3%	—	—	—
Months Supply of Inventory	4.4	3.5	- 20.5%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	58	61	+ 5.2%	247	265	+ 7.3%
Pending Sales	51	49	- 3.9%	187	191	+ 2.1%
Closed Sales	45	41	- 8.9%	168	178	+ 6.0%
Days on Market Until Sale	100	67	- 33.0%	102	92	- 9.8%
Median Sales Price*	\$139,024	\$128,000	- 7.9%	\$139,870	\$131,000	- 6.3%
Average Sales Price*	\$142,578	\$137,193	- 3.8%	\$150,392	\$144,385	- 4.0%
Percent of List Price Received*	97.5%	96.5%	- 1.0%	96.1%	95.5%	- 0.6%
Inventory of Homes for Sale	139	143	+ 2.9%	—	—	—
Months Supply of Inventory	3.5	3.8	+ 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 – May 2018

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

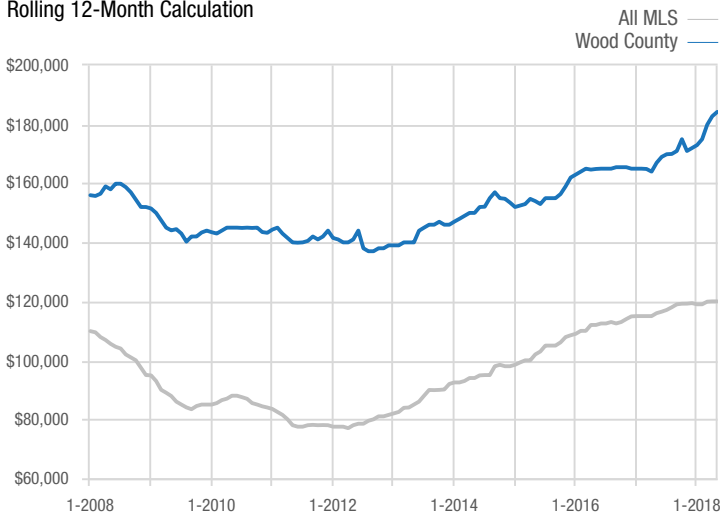
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	173	168	- 2.9%	699	686	- 1.9%
Pending Sales	136	139	+ 2.2%	486	511	+ 5.1%
Closed Sales	129	141	+ 9.3%	466	480	+ 3.0%
Days on Market Until Sale	96	98	+ 2.1%	108	100	- 7.4%
Median Sales Price*	\$188,000	\$199,250	+ 6.0%	\$164,900	\$194,450	+ 17.9%
Average Sales Price*	\$215,325	\$224,865	+ 4.4%	\$184,394	\$214,763	+ 16.5%
Percent of List Price Received*	98.1%	98.5%	+ 0.4%	97.3%	98.1%	+ 0.8%
Inventory of Homes for Sale	448	368	- 17.9%	—	—	—
Months Supply of Inventory	4.1	3.3	- 19.5%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	15	9	- 40.0%	65	48	- 26.2%
Pending Sales	10	16	+ 60.0%	45	54	+ 20.0%
Closed Sales	12	16	+ 33.3%	49	51	+ 4.1%
Days on Market Until Sale	82	77	- 6.1%	109	75	- 31.2%
Median Sales Price*	\$153,450	\$161,800	+ 5.4%	\$152,900	\$160,000	+ 4.6%
Average Sales Price*	\$162,546	\$193,016	+ 18.7%	\$161,045	\$177,758	+ 10.4%
Percent of List Price Received*	96.0%	98.7%	+ 2.8%	97.1%	97.7%	+ 0.6%
Inventory of Homes for Sale	38	14	- 63.2%	—	—	—
Months Supply of Inventory	3.7	1.4	- 62.2%	—	—	—

* 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.

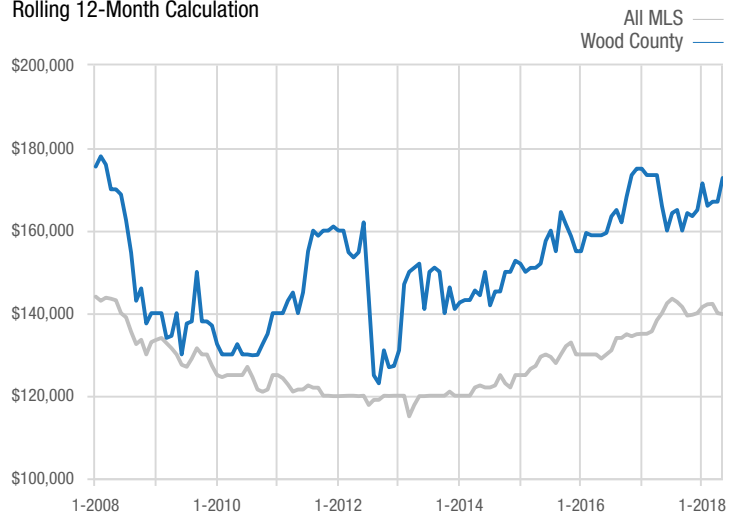
Median Sales Price - Single Family

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 – May 2018

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

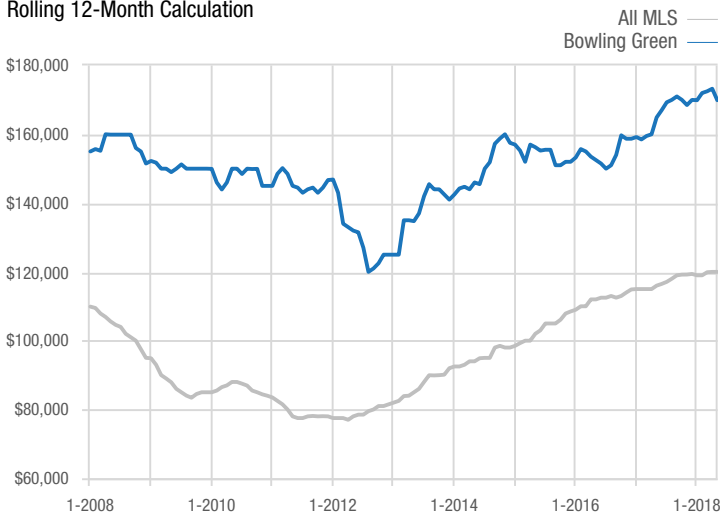
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	29	22	- 24.1%	102	122	+ 19.6%
Pending Sales	18	19	+ 5.6%	74	92	+ 24.3%
Closed Sales	20	21	+ 5.0%	75	89	+ 18.7%
Days on Market Until Sale	66	98	+ 48.5%	88	95	+ 8.0%
Median Sales Price*	\$196,450	\$151,400	- 22.9%	\$170,000	\$172,500	+ 1.5%
Average Sales Price*	\$209,575	\$193,163	- 7.8%	\$195,894	\$190,180	- 2.9%
Percent of List Price Received*	97.7%	96.7%	- 1.0%	96.6%	97.7%	+ 1.1%
Inventory of Homes for Sale	62	59	- 4.8%	—	—	—
Months Supply of Inventory	3.9	3.3	- 15.4%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	0	2	—	8	6	- 25.0%
Pending Sales	2	3	+ 50.0%	10	7	- 30.0%
Closed Sales	1	2	+ 100.0%	11	6	- 45.5%
Days on Market Until Sale	83	35	- 57.8%	99	46	- 53.5%
Median Sales Price*	\$105,000	\$157,450	+ 50.0%	\$159,900	\$176,375	+ 10.3%
Average Sales Price*	\$105,000	\$157,450	+ 50.0%	\$171,973	\$177,275	+ 3.1%
Percent of List Price Received*	92.2%	98.4%	+ 6.7%	97.4%	97.5%	+ 0.1%
Inventory of Homes for Sale	2	2	0.0%	—	—	—
Months Supply of Inventory	0.7	1.1	+ 57.1%	—	—	—

* 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.

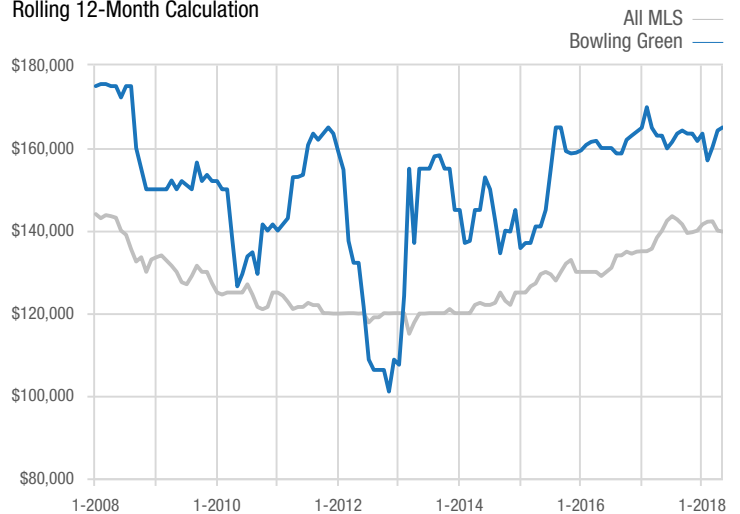
Median Sales Price - Single Family

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 – May 2018

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 River

MLS Area 24: 43605

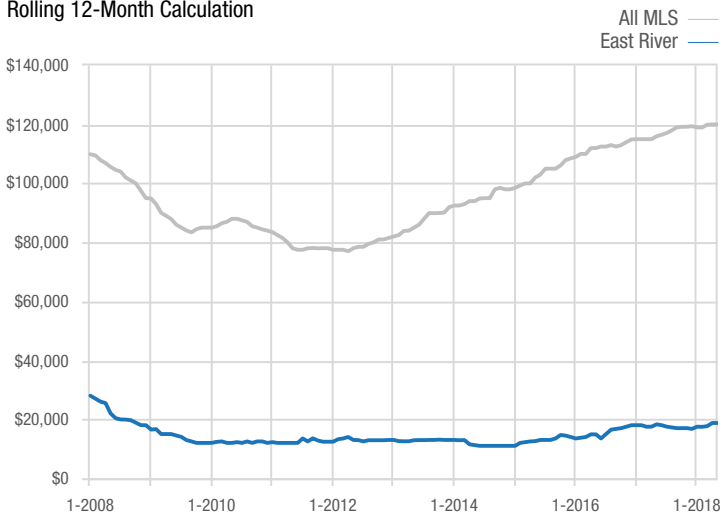
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	28	29	+ 3.6%	123	126	+ 2.4%
Pending Sales	17	14	- 17.6%	75	92	+ 22.7%
Closed Sales	16	14	- 12.5%	75	85	+ 13.3%
Days on Market Until Sale	31	100	+ 222.6%	70	84	+ 20.0%
Median Sales Price*	\$20,000	\$24,000	+ 20.0%	\$17,000	\$20,310	+ 19.5%
Average Sales Price*	\$23,893	\$32,600	+ 36.4%	\$21,919	\$24,987	+ 14.0%
Percent of List Price Received*	103.9%	92.5%	- 11.0%	96.6%	91.5%	- 5.3%
Inventory of Homes for Sale	75	64	- 14.7%	—	—	—
Months Supply of Inventory	5.7	3.7	- 35.1%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	0	0	—	0	1	—
Pending Sales	0	0	—	0	1	—
Closed Sales	0	0	—	0	1	—
Days on Market Until Sale	—	—	—	—	32	—
Median Sales Price*	—	—	—	—	\$226,000	—
Average Sales Price*	—	—	—	—	\$226,000	—
Percent of List Price Received*	—	—	—	—	97.5%	—
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.

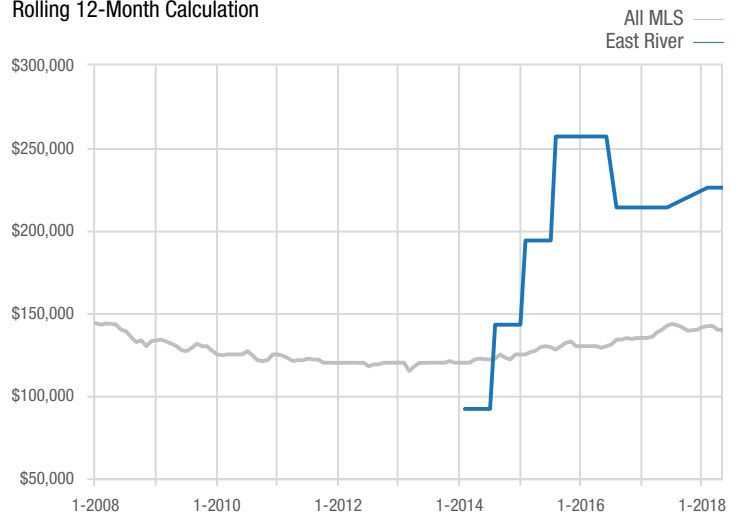
Median Sales Price - Single Family

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 – May 2018

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)

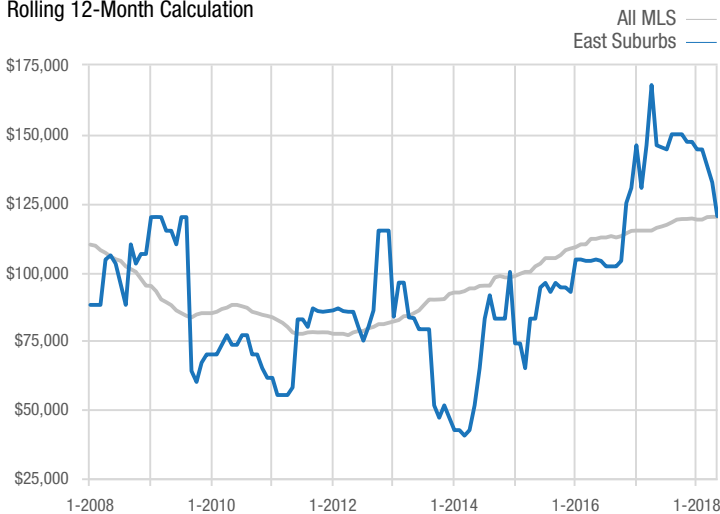
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	5	3	- 40.0%	20	10	- 50.0%
Pending Sales	5	1	- 80.0%	8	14	+ 75.0%
Closed Sales	6	1	- 83.3%	9	13	+ 44.4%
Days on Market Until Sale	122	462	+ 278.7%	135	153	+ 13.3%
Median Sales Price*	\$116,250	\$50,000	- 57.0%	\$100,000	\$40,000	- 60.0%
Average Sales Price*	\$132,733	\$50,000	- 62.3%	\$119,922	\$73,715	- 38.5%
Percent of List Price Received*	95.8%	83.5%	- 12.8%	94.7%	85.8%	- 9.4%
Inventory of Homes for Sale	14	9	- 35.7%	—	—	—
Months Supply of Inventory	7.0	3.4	- 51.4%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
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.

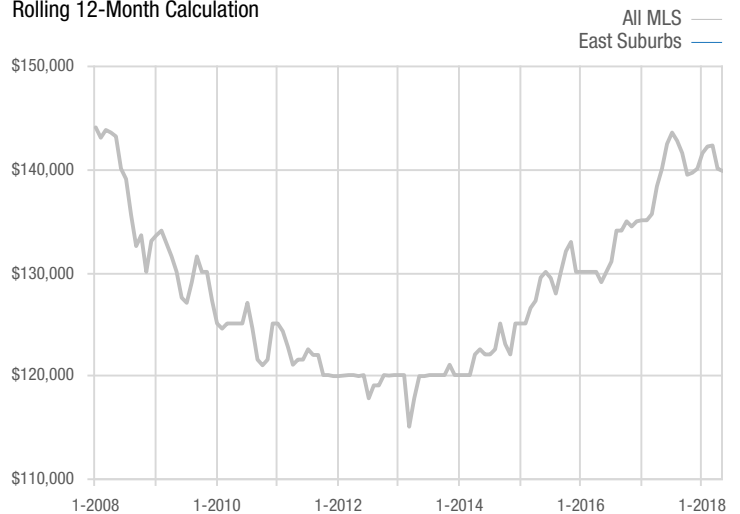
Median Sales Price - Single Family

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 – May 2018

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.



Five Points / Northtowne

MLS Area 13: 43612

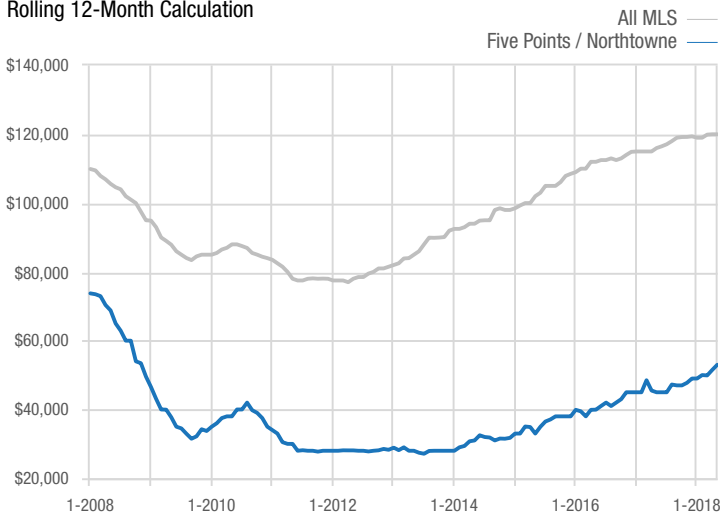
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	51	45	- 11.8%	213	209	- 1.9%
Pending Sales	39	46	+ 17.9%	156	177	+ 13.5%
Closed Sales	35	41	+ 17.1%	143	167	+ 16.8%
Days on Market Until Sale	83	80	- 3.6%	100	98	- 2.0%
Median Sales Price*	\$43,700	\$59,675	+ 36.6%	\$44,331	\$54,000	+ 21.8%
Average Sales Price*	\$46,196	\$58,349	+ 26.3%	\$47,557	\$55,619	+ 17.0%
Percent of List Price Received*	94.1%	93.5%	- 0.6%	93.9%	95.9%	+ 2.1%
Inventory of Homes for Sale	131	112	- 14.5%	—	—	—
Months Supply of Inventory	4.2	3.2	- 23.8%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
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.

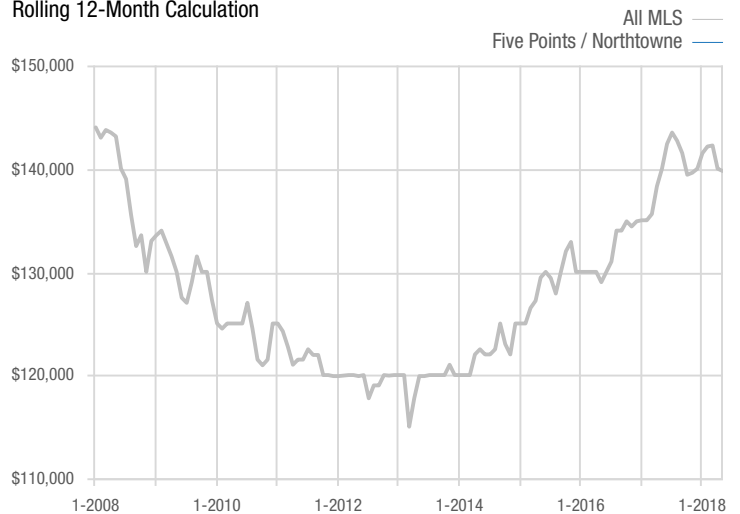
Median Sales Price - Single Family

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 – May 2018

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.



Franklin Park / Trilby

MLS Area 11: 43623

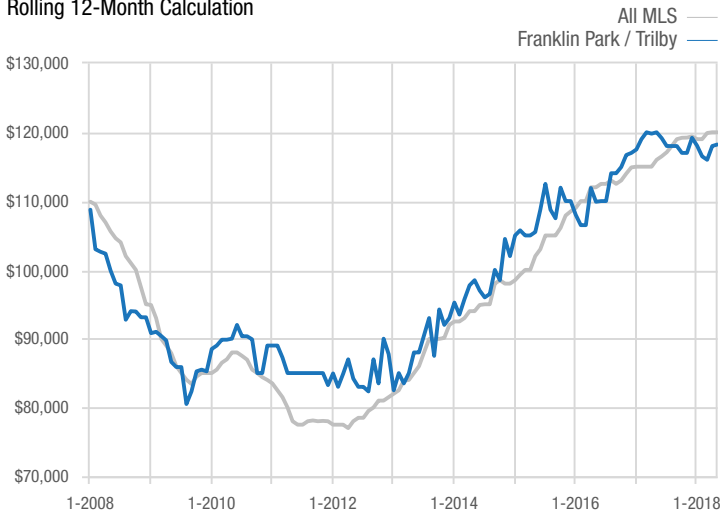
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	45	37	- 17.8%	154	156	+ 1.3%
Pending Sales	21	31	+ 47.6%	105	118	+ 12.4%
Closed Sales	24	29	+ 20.8%	102	105	+ 2.9%
Days on Market Until Sale	95	67	- 29.5%	97	90	- 7.2%
Median Sales Price*	\$128,900	\$120,000	- 6.9%	\$118,450	\$115,500	- 2.5%
Average Sales Price*	\$143,204	\$133,554	- 6.7%	\$144,198	\$137,137	- 4.9%
Percent of List Price Received*	95.4%	95.6%	+ 0.2%	96.9%	95.4%	- 1.5%
Inventory of Homes for Sale	93	75	- 19.4%	—	—	—
Months Supply of Inventory	3.9	3.3	- 15.4%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	0	4	—	6	10	+ 66.7%
Pending Sales	1	2	+ 100.0%	3	6	+ 100.0%
Closed Sales	1	2	+ 100.0%	3	6	+ 100.0%
Days on Market Until Sale	49	16	- 67.3%	85	23	- 72.9%
Median Sales Price*	\$108,000	\$100,350	- 7.1%	\$125,000	\$102,600	- 17.9%
Average Sales Price*	\$108,000	\$100,350	- 7.1%	\$146,367	\$127,200	- 13.1%
Percent of List Price Received*	93.9%	100.1%	+ 6.6%	94.8%	97.6%	+ 3.0%
Inventory of Homes for Sale	3	4	+ 33.3%	—	—	—
Months Supply of Inventory	1.8	2.7	+ 50.0%	—	—	—

* 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.

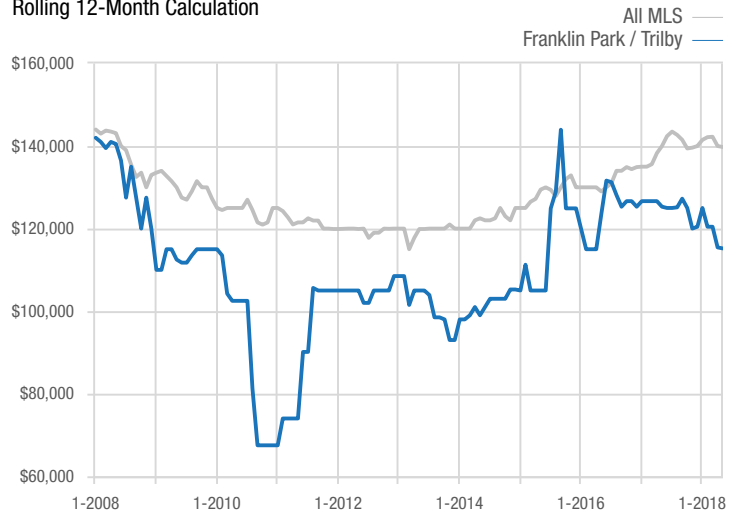
Median Sales Price - Single Family

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 – May 2018

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.



Heatherdowns Blvd / River Rd

MLS Area 23: 43614

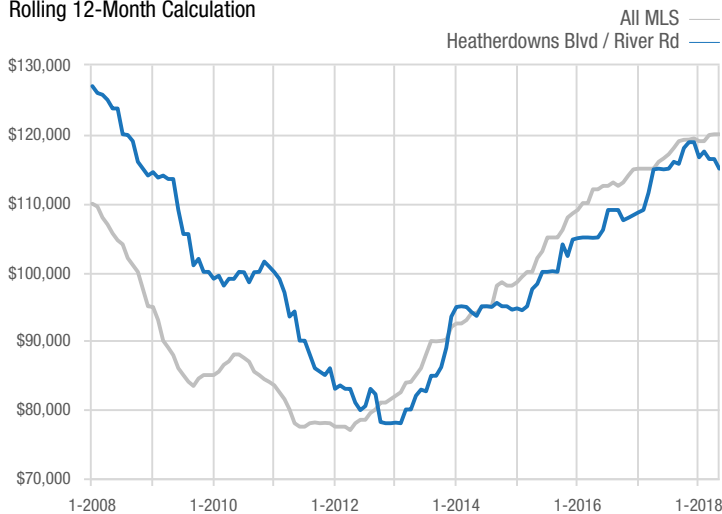
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	55	60	+ 9.1%	229	247	+ 7.9%
Pending Sales	47	53	+ 12.8%	171	199	+ 16.4%
Closed Sales	48	49	+ 2.1%	167	176	+ 5.4%
Days on Market Until Sale	99	93	- 6.1%	114	92	- 19.3%
Median Sales Price*	\$123,700	\$115,000	- 7.0%	\$119,700	\$115,000	- 3.9%
Average Sales Price*	\$122,480	\$122,881	+ 0.3%	\$117,885	\$120,958	+ 2.6%
Percent of List Price Received*	97.4%	95.3%	- 2.2%	97.1%	96.6%	- 0.5%
Inventory of Homes for Sale	141	110	- 22.0%	—	—	—
Months Supply of Inventory	4.2	2.8	- 33.3%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
New Listings	7	2	- 71.4%	26	28	+ 7.7%
Pending Sales	5	8	+ 60.0%	18	27	+ 50.0%
Closed Sales	4	7	+ 75.0%	16	23	+ 43.8%
Days on Market Until Sale	57	50	- 12.3%	183	62	- 66.1%
Median Sales Price*	\$108,250	\$51,000	- 52.9%	\$87,500	\$80,000	- 8.6%
Average Sales Price*	\$103,975	\$65,964	- 36.6%	\$105,271	\$96,985	- 7.9%
Percent of List Price Received*	98.5%	95.6%	- 2.9%	93.8%	94.5%	+ 0.7%
Inventory of Homes for Sale	20	8	- 60.0%	—	—	—
Months Supply of Inventory	5.0	1.6	- 68.0%	—	—	—

* 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.

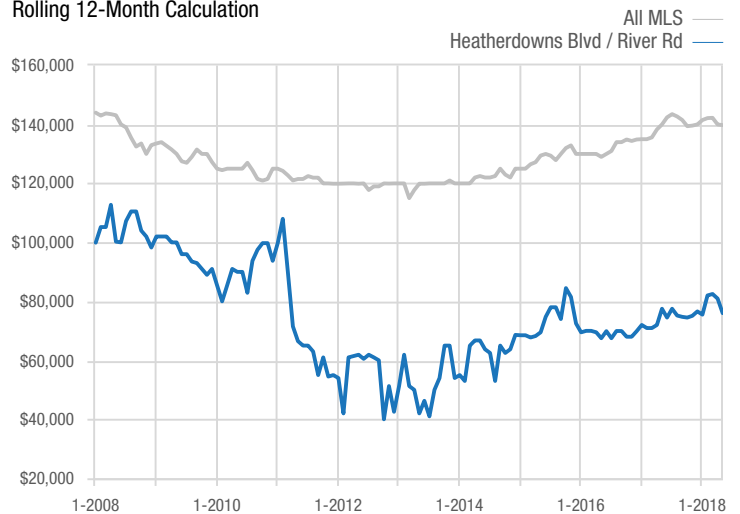
Median Sales Price - Single Family

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 – May 2018

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	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	69	45	- 34.8%	251	220	- 12.4%
Pending Sales	45	45	0.0%	165	159	- 3.6%
Closed Sales	47	41	- 12.8%	158	153	- 3.2%
Days on Market Until Sale	70	85	+ 21.4%	92	89	- 3.3%
Median Sales Price*	\$184,000	\$182,900	- 0.6%	\$169,900	\$180,000	+ 5.9%
Average Sales Price*	\$206,092	\$212,360	+ 3.0%	\$203,013	\$209,607	+ 3.2%
Percent of List Price Received*	98.9%	99.7%	+ 0.8%	97.9%	98.4%	+ 0.5%
Inventory of Homes for Sale	139	111	- 20.1%	—	—	—
Months Supply of Inventory	4.2	3.3	- 21.4%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	8	10	+ 25.0%	30	30	0.0%
Pending Sales	6	6	0.0%	25	21	- 16.0%
Closed Sales	6	6	0.0%	25	18	- 28.0%
Days on Market Until Sale	127	72	- 43.3%	97	74	- 23.7%
Median Sales Price*	\$109,750	\$158,750	+ 44.6%	\$169,500	\$163,750	- 3.4%
Average Sales Price*	\$161,379	\$182,583	+ 13.1%	\$204,991	\$210,289	+ 2.6%
Percent of List Price Received*	97.1%	99.1%	+ 2.1%	96.0%	97.2%	+ 1.3%
Inventory of Homes for Sale	14	14	0.0%	—	—	—
Months Supply of Inventory	2.5	3.2	+ 28.0%	—	—	—

* 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.

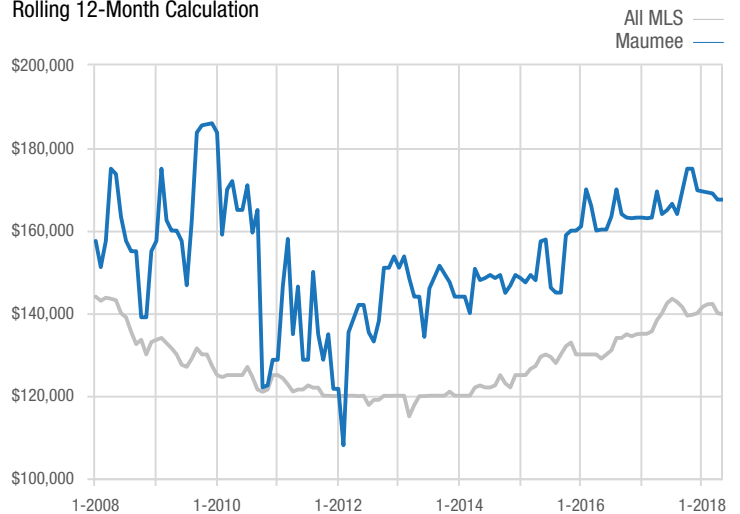
Median Sales Price - Single Family

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 – May 2018

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

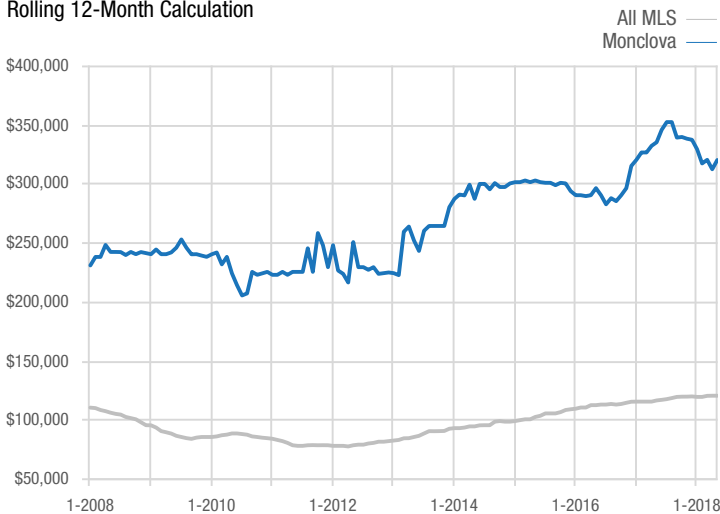
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	12	13	+ 8.3%	39	48	+ 23.1%
Pending Sales	5	6	+ 20.0%	15	25	+ 66.7%
Closed Sales	2	6	+ 200.0%	13	22	+ 69.2%
Days on Market Until Sale	80	128	+ 60.0%	132	149	+ 12.9%
Median Sales Price*	\$386,000	\$336,253	- 12.9%	\$355,000	\$314,875	- 11.3%
Average Sales Price*	\$386,000	\$387,626	+ 0.4%	\$387,910	\$331,306	- 14.6%
Percent of List Price Received*	97.0%	99.5%	+ 2.6%	97.2%	97.8%	+ 0.6%
Inventory of Homes for Sale	37	34	- 8.1%	—	—	—
Months Supply of Inventory	8.2	5.8	- 29.3%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	0	1	—	1	2	+ 100.0%
Pending Sales	1	1	0.0%	1	1	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	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.

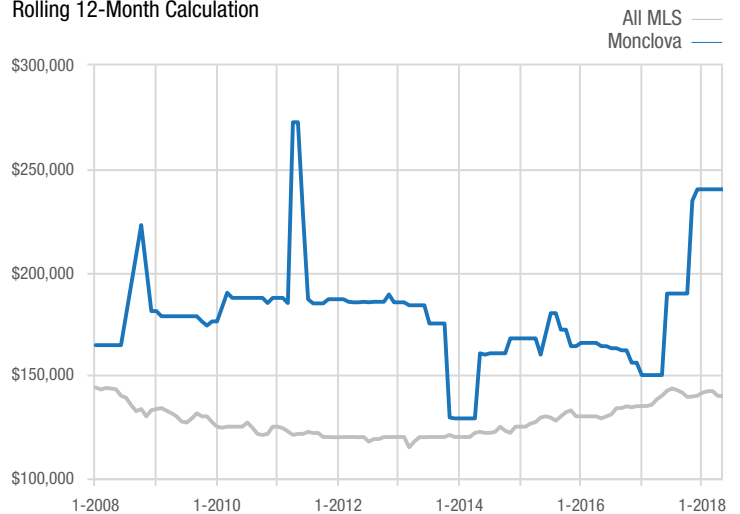
Median Sales Price - Single Family

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 – May 2018

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.



Olde North End

MLS Area 19: 43608

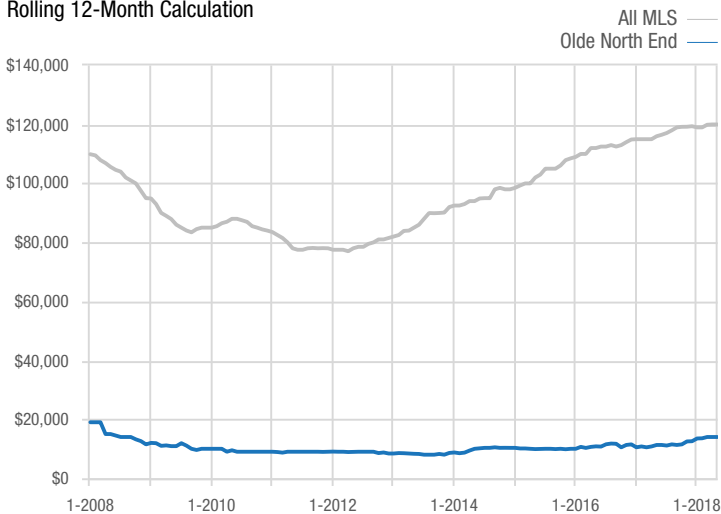
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	14	13	- 7.1%	73	50	- 31.5%
Pending Sales	8	9	+ 12.5%	36	32	- 11.1%
Closed Sales	9	5	- 44.4%	36	32	- 11.1%
Days on Market Until Sale	73	46	- 37.0%	74	95	+ 28.4%
Median Sales Price*	\$13,000	\$21,950	+ 68.8%	\$10,000	\$19,000	+ 90.0%
Average Sales Price*	\$19,413	\$23,475	+ 20.9%	\$15,309	\$26,117	+ 70.6%
Percent of List Price Received*	92.5%	115.4%	+ 24.8%	93.2%	96.9%	+ 4.0%
Inventory of Homes for Sale	57	33	- 42.1%	—	—	—
Months Supply of Inventory	7.0	3.6	- 48.6%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
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.

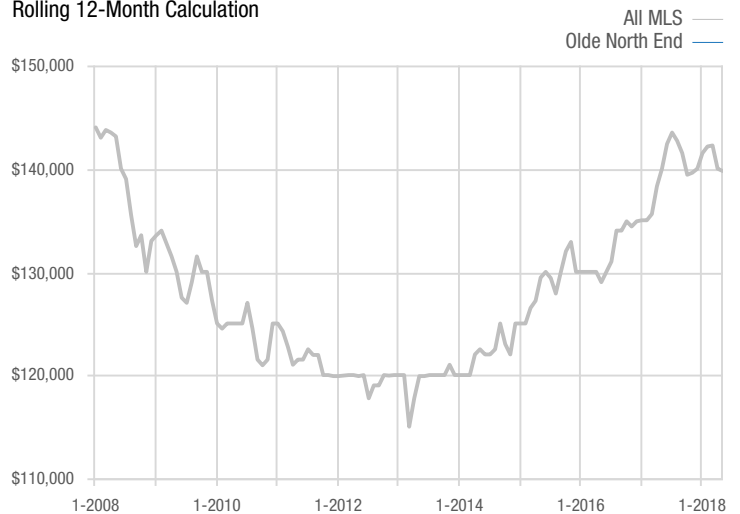
Median Sales Price - Single Family

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 – May 2018

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.



Olde South End

MLS Area 22: 43609

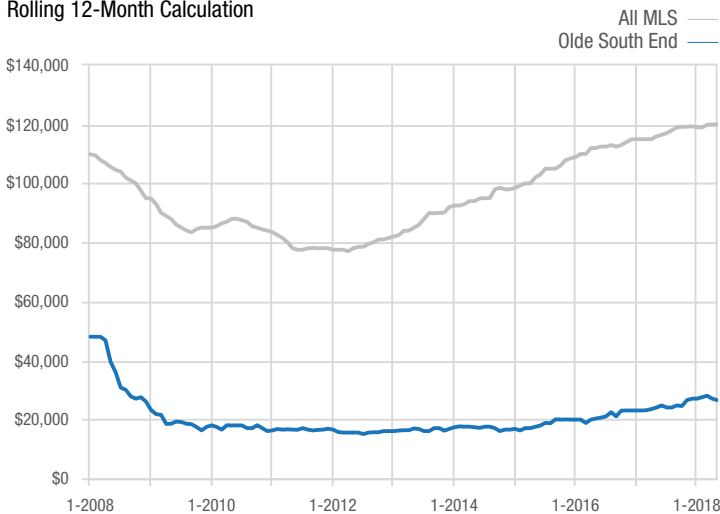
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	21	31	+ 47.6%	133	131	- 1.5%
Pending Sales	25	27	+ 8.0%	82	84	+ 2.4%
Closed Sales	23	31	+ 34.8%	73	77	+ 5.5%
Days on Market Until Sale	60	91	+ 51.7%	74	88	+ 18.9%
Median Sales Price*	\$28,000	\$28,000	0.0%	\$26,000	\$22,500	- 13.5%
Average Sales Price*	\$38,112	\$30,223	- 20.7%	\$33,208	\$29,218	- 12.0%
Percent of List Price Received*	95.3%	86.6%	- 9.1%	94.0%	89.3%	- 5.0%
Inventory of Homes for Sale	69	79	+ 14.5%	—	—	—
Months Supply of Inventory	4.6	5.2	+ 13.0%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	1	0	- 100.0%
Closed Sales	0	0	—	1	0	- 100.0%
Days on Market Until Sale	—	—	—	106	—	—
Median Sales Price*	—	—	—	\$142,900	—	—
Average Sales Price*	—	—	—	\$142,900	—	—
Percent of List Price Received*	—	—	—	100.0%	—	—
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.

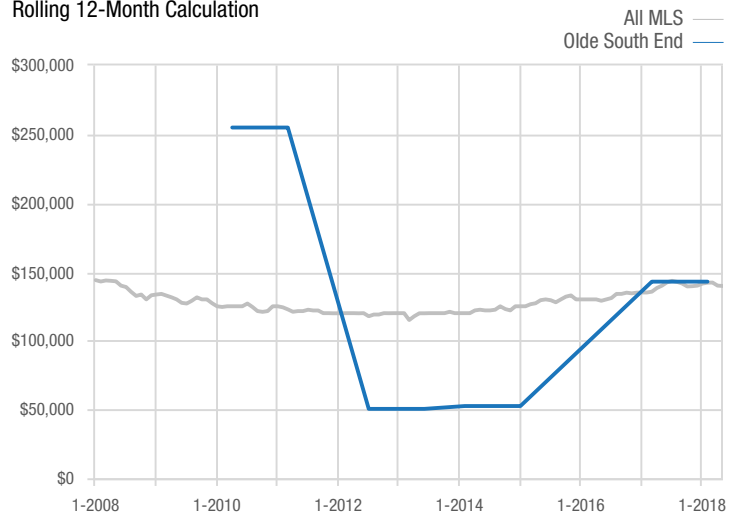
Median Sales Price - Single Family

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 – May 2018

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.



Olde West End

MLS Area 18: 43610 and 43620

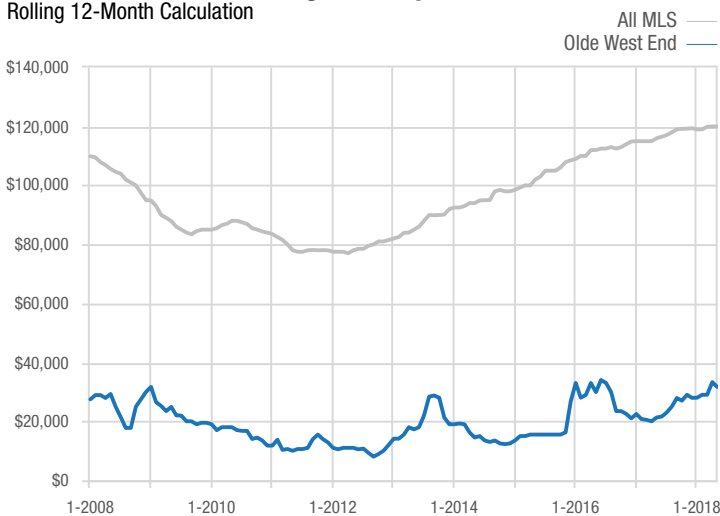
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	10	10	0.0%	41	25	- 39.0%
Pending Sales	6	1	- 83.3%	25	17	- 32.0%
Closed Sales	5	1	- 80.0%	21	19	- 9.5%
Days on Market Until Sale	79	79	0.0%	54	85	+ 57.4%
Median Sales Price*	\$74,000	—	—	\$23,000	\$29,000	+ 26.1%
Average Sales Price*	\$98,700	—	—	\$53,271	\$67,983	+ 27.6%
Percent of List Price Received*	103.3%	—	—	97.3%	91.9%	- 5.5%
Inventory of Homes for Sale	23	18	- 21.7%	—	—	—
Months Supply of Inventory	6.1	4.3	- 29.5%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	2	1	- 50.0%	6	2	- 66.7%
Pending Sales	2	1	- 50.0%	3	3	0.0%
Closed Sales	1	1	0.0%	2	4	+ 100.0%
Days on Market Until Sale	112	27	- 75.9%	75	66	- 12.0%
Median Sales Price*	\$32,475	\$65,500	+ 101.7%	\$42,488	\$49,784	+ 17.2%
Average Sales Price*	\$32,475	\$65,500	+ 101.7%	\$42,488	\$51,642	+ 21.5%
Percent of List Price Received*	92.8%	82.0%	- 11.6%	90.3%	95.6%	+ 5.9%
Inventory of Homes for Sale	2	3	+ 50.0%	—	—	—
Months Supply of Inventory	1.7	2.6	+ 52.9%	—	—	—

* 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.

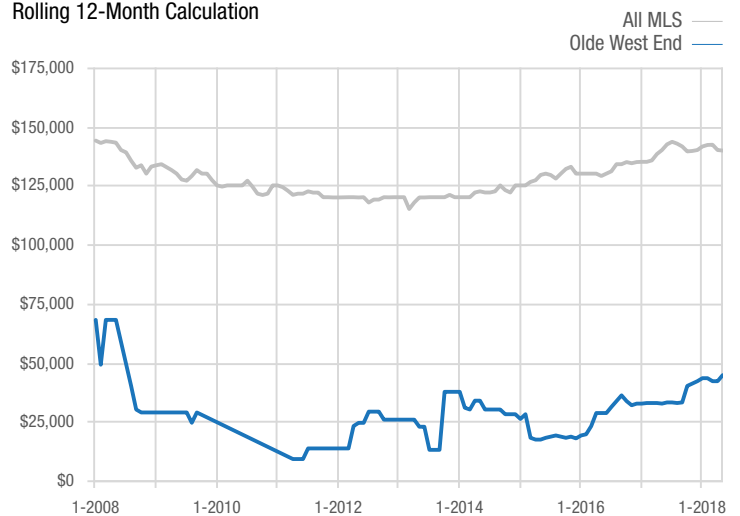
Median Sales Price - Single Family

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 – May 2018

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

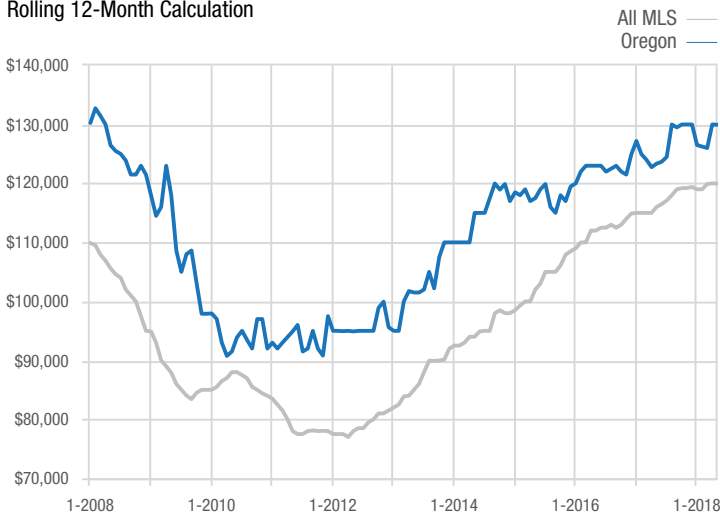
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	34	34	0.0%	137	145	+ 5.8%
Pending Sales	26	30	+ 15.4%	96	108	+ 12.5%
Closed Sales	27	24	- 11.1%	93	95	+ 2.2%
Days on Market Until Sale	99	81	- 18.2%	107	88	- 17.8%
Median Sales Price*	\$136,000	\$139,250	+ 2.4%	\$124,000	\$129,900	+ 4.8%
Average Sales Price*	\$134,592	\$158,017	+ 17.4%	\$133,567	\$139,252	+ 4.3%
Percent of List Price Received*	97.3%	98.8%	+ 1.5%	97.0%	97.6%	+ 0.6%
Inventory of Homes for Sale	85	72	- 15.3%	—	—	—
Months Supply of Inventory	4.4	3.5	- 20.5%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	1	0	- 100.0%	5	3	- 40.0%
Pending Sales	1	0	- 100.0%	4	2	- 50.0%
Closed Sales	1	0	- 100.0%	4	2	- 50.0%
Days on Market Until Sale	33	—	—	52	34	- 34.6%
Median Sales Price*	\$187,900	—	—	\$153,950	\$170,500	+ 10.8%
Average Sales Price*	\$187,900	—	—	\$154,484	\$170,500	+ 10.4%
Percent of List Price Received*	98.9%	—	—	95.5%	99.5%	+ 4.2%
Inventory of Homes for Sale	2	2	0.0%	—	—	—
Months Supply of Inventory	1.7	1.3	- 23.5%	—	—	—

* 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 – May 2018

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)

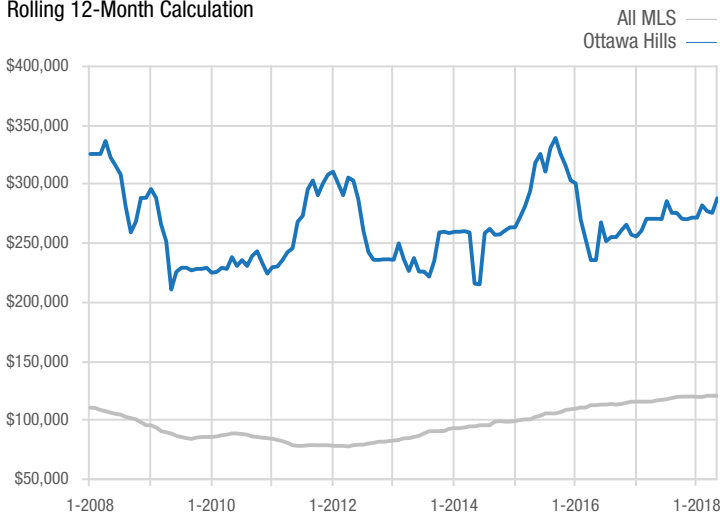
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	18	20	+ 11.1%	76	82	+ 7.9%
Pending Sales	12	9	- 25.0%	35	38	+ 8.6%
Closed Sales	12	17	+ 41.7%	32	39	+ 21.9%
Days on Market Until Sale	97	85	- 12.4%	135	102	- 24.4%
Median Sales Price*	\$232,000	\$313,000	+ 34.9%	\$278,500	\$305,000	+ 9.5%
Average Sales Price*	\$305,583	\$312,750	+ 2.3%	\$328,183	\$305,791	- 6.8%
Percent of List Price Received*	96.1%	98.0%	+ 2.0%	94.7%	97.4%	+ 2.9%
Inventory of Homes for Sale	62	65	+ 4.8%	—	—	—
Months Supply of Inventory	8.3	8.2	- 1.2%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	2	5	+ 150.0%	7	11	+ 57.1%
Pending Sales	2	1	- 50.0%	4	4	0.0%
Closed Sales	0	1	—	2	4	+ 100.0%
Days on Market Until Sale	—	151	—	77	144	+ 87.0%
Median Sales Price*	—	\$165,000	—	\$138,500	\$79,000	- 43.0%
Average Sales Price*	—	\$165,000	—	\$138,500	\$96,125	- 30.6%
Percent of List Price Received*	—	97.1%	—	94.8%	91.2%	- 3.8%
Inventory of Homes for Sale	3	13	+ 333.3%	—	—	—
Months Supply of Inventory	1.2	10.6	+ 783.3%	—	—	—

* 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.

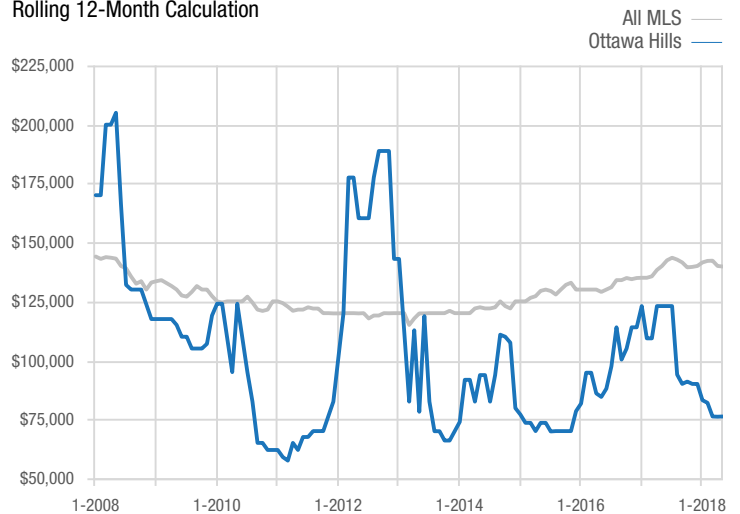
Median Sales Price - Single Family

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 – May 2018

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 Park / Westgate

MLS Area 17: 43606 (except Ottawa Hills)

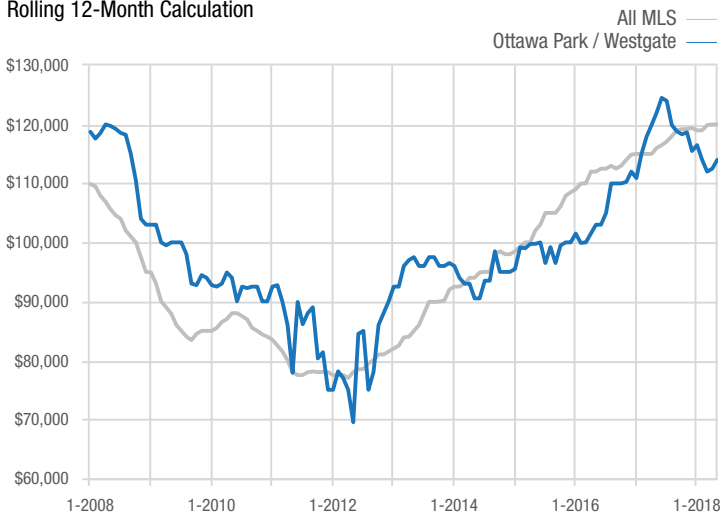
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	31	42	+ 35.5%	126	134	+ 6.3%
Pending Sales	25	32	+ 28.0%	94	106	+ 12.8%
Closed Sales	18	34	+ 88.9%	80	98	+ 22.5%
Days on Market Until Sale	118	63	- 46.6%	113	79	- 30.1%
Median Sales Price*	\$121,500	\$120,300	- 1.0%	\$125,500	\$117,500	- 6.4%
Average Sales Price*	\$119,422	\$120,349	+ 0.8%	\$109,116	\$112,018	+ 2.7%
Percent of List Price Received*	92.3%	96.3%	+ 4.3%	95.2%	96.4%	+ 1.3%
Inventory of Homes for Sale	74	61	- 17.6%	—	—	—
Months Supply of Inventory	3.9	2.8	- 28.2%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	0	0	—	3	5	+ 66.7%
Pending Sales	0	1	—	3	4	+ 33.3%
Closed Sales	2	0	- 100.0%	4	3	- 25.0%
Days on Market Until Sale	123	—	—	123	54	- 56.1%
Median Sales Price*	\$34,400	—	—	\$77,700	\$60,000	- 22.8%
Average Sales Price*	\$34,400	—	—	\$73,825	\$68,000	- 7.9%
Percent of List Price Received*	98.9%	—	—	94.9%	90.1%	- 5.1%
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	0.7	1.0	+ 42.9%	—	—	—

* 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.

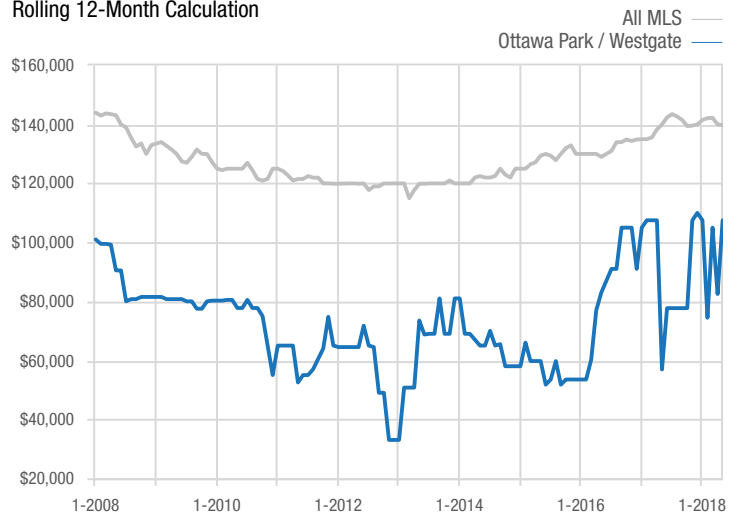
Median Sales Price - Single Family

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 – May 2018

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

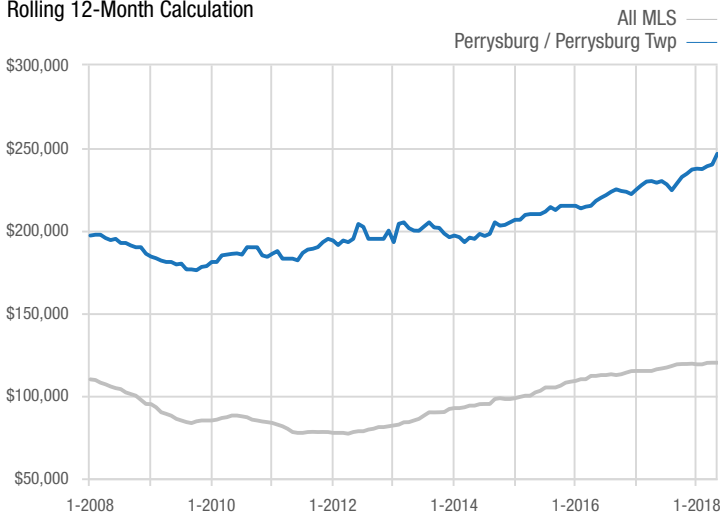
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	67	76	+ 13.4%	311	309	- 0.6%
Pending Sales	69	69	0.0%	210	231	+ 10.0%
Closed Sales	72	70	- 2.8%	204	212	+ 3.9%
Days on Market Until Sale	104	90	- 13.5%	115	103	- 10.4%
Median Sales Price*	\$229,700	\$278,000	+ 21.0%	\$220,783	\$255,450	+ 15.7%
Average Sales Price*	\$249,736	\$281,537	+ 12.7%	\$240,672	\$279,313	+ 16.1%
Percent of List Price Received*	98.5%	99.2%	+ 0.7%	98.2%	98.2%	0.0%
Inventory of Homes for Sale	197	172	- 12.7%	—	—	—
Months Supply of Inventory	4.2	3.7	- 11.9%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	13	6	- 53.8%	52	37	- 28.8%
Pending Sales	6	12	+ 100.0%	33	42	+ 27.3%
Closed Sales	10	13	+ 30.0%	36	40	+ 11.1%
Days on Market Until Sale	85	85	0.0%	115	77	- 33.0%
Median Sales Price*	\$153,450	\$158,700	+ 3.4%	\$148,000	\$169,500	+ 14.5%
Average Sales Price*	\$167,855	\$200,650	+ 19.5%	\$157,569	\$189,390	+ 20.2%
Percent of List Price Received*	96.4%	98.8%	+ 2.5%	97.1%	97.9%	+ 0.8%
Inventory of Homes for Sale	32	9	- 71.9%	—	—	—
Months Supply of Inventory	4.4	1.2	- 72.7%	—	—	—

* 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.

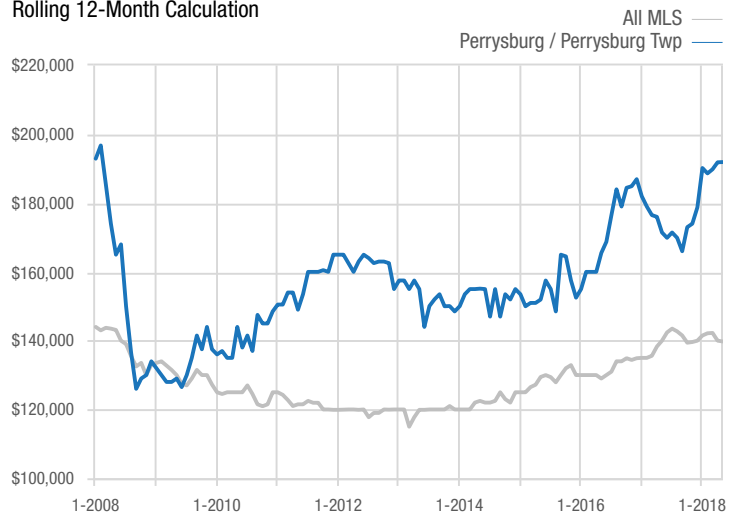
Median Sales Price - Single Family

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 – May 2018

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

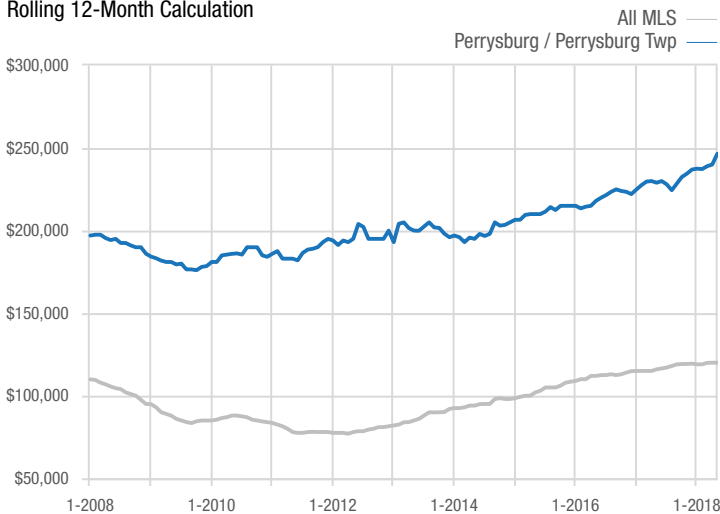
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	67	76	+ 13.4%	311	309	- 0.6%
Pending Sales	69	69	0.0%	210	231	+ 10.0%
Closed Sales	72	70	- 2.8%	204	212	+ 3.9%
Days on Market Until Sale	104	90	- 13.5%	115	103	- 10.4%
Median Sales Price*	\$229,700	\$278,000	+ 21.0%	\$220,783	\$255,450	+ 15.7%
Average Sales Price*	\$249,736	\$281,537	+ 12.7%	\$240,672	\$279,313	+ 16.1%
Percent of List Price Received*	98.5%	99.2%	+ 0.7%	98.2%	98.2%	0.0%
Inventory of Homes for Sale	197	172	- 12.7%	—	—	—
Months Supply of Inventory	4.2	3.7	- 11.9%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	13	6	- 53.8%	52	37	- 28.8%
Pending Sales	6	12	+ 100.0%	33	42	+ 27.3%
Closed Sales	10	13	+ 30.0%	36	40	+ 11.1%
Days on Market Until Sale	85	85	0.0%	115	77	- 33.0%
Median Sales Price*	\$153,450	\$158,700	+ 3.4%	\$148,000	\$169,500	+ 14.5%
Average Sales Price*	\$167,855	\$200,650	+ 19.5%	\$157,569	\$189,390	+ 20.2%
Percent of List Price Received*	96.4%	98.8%	+ 2.5%	97.1%	97.9%	+ 0.8%
Inventory of Homes for Sale	32	9	- 71.9%	—	—	—
Months Supply of Inventory	4.4	1.2	- 72.7%	—	—	—

* 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.

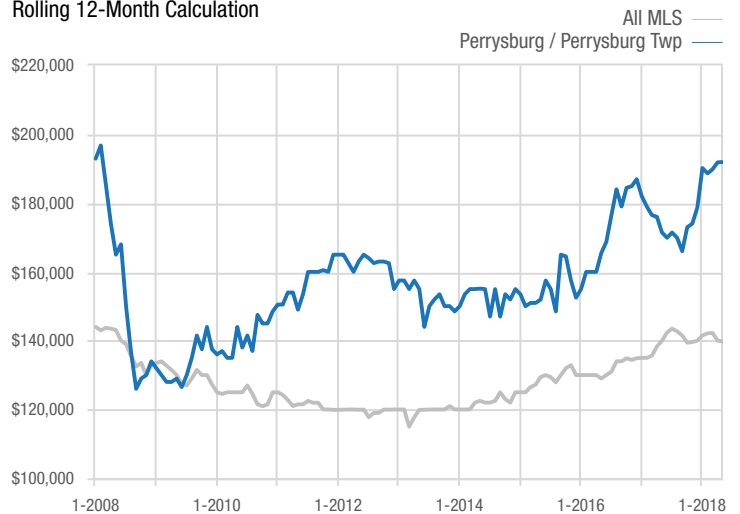
Median Sales Price - Single Family

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 – May 2018

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.



Point Place

MLS Area 14: 43611

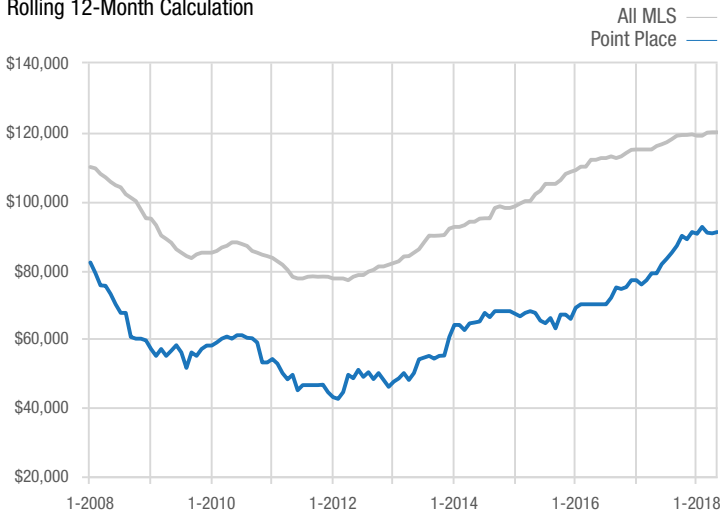
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	38	33	- 13.2%	160	131	- 18.1%
Pending Sales	25	27	+ 8.0%	119	95	- 20.2%
Closed Sales	26	30	+ 15.4%	118	93	- 21.2%
Days on Market Until Sale	80	63	- 21.3%	105	97	- 7.6%
Median Sales Price*	\$75,250	\$83,952	+ 11.6%	\$80,200	\$81,000	+ 1.0%
Average Sales Price*	\$89,620	\$83,808	- 6.5%	\$86,105	\$85,199	- 1.1%
Percent of List Price Received*	93.6%	95.7%	+ 2.2%	95.2%	96.3%	+ 1.2%
Inventory of Homes for Sale	97	69	- 28.9%	—	—	—
Months Supply of Inventory	4.5	3.3	- 26.7%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	0	0	—	1	1	0.0%
Pending Sales	1	0	- 100.0%	2	1	- 50.0%
Closed Sales	0	0	—	1	1	0.0%
Days on Market Until Sale	—	—	—	129	96	- 25.6%
Median Sales Price*	—	—	—	\$45,000	\$46,000	+ 2.2%
Average Sales Price*	—	—	—	\$45,000	\$46,000	+ 2.2%
Percent of List Price Received*	—	—	—	100.0%	92.2%	- 7.8%
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.

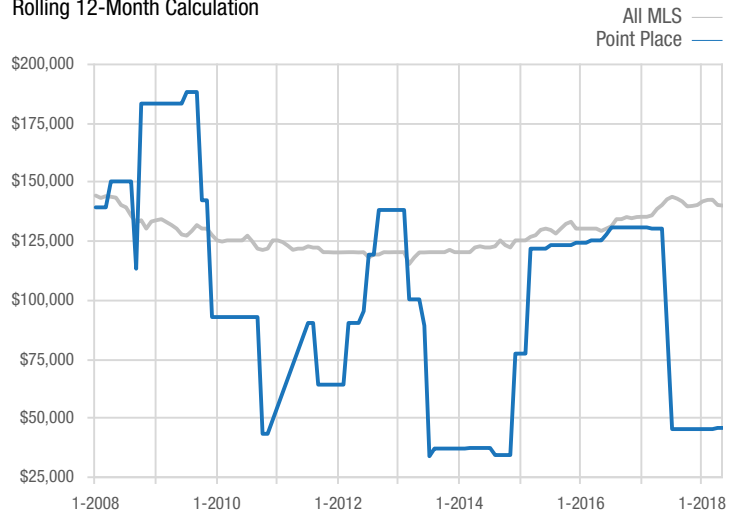
Median Sales Price - Single Family

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.

Local Market Update – May 2018

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.



Scott Park

MLS Area 21: 43607

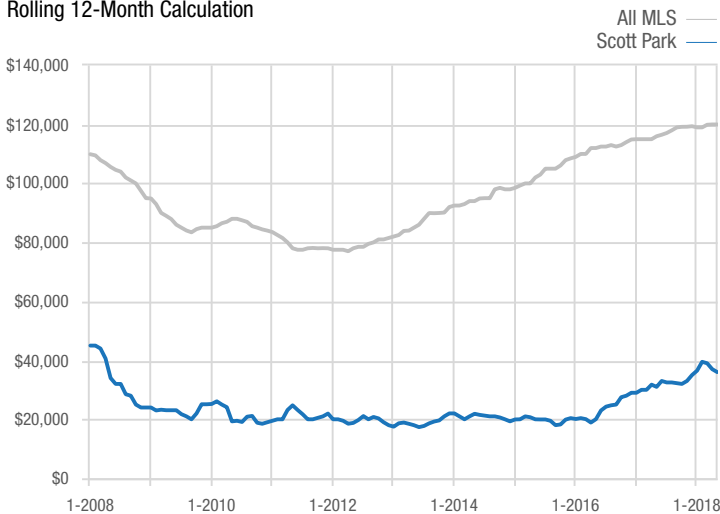
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	20	23	+ 15.0%	93	99	+ 6.5%
Pending Sales	22	16	- 27.3%	66	81	+ 22.7%
Closed Sales	6	20	+ 233.3%	57	75	+ 31.6%
Days on Market Until Sale	52	114	+ 119.2%	94	88	- 6.4%
Median Sales Price*	\$46,500	\$42,000	- 9.7%	\$30,250	\$37,500	+ 24.0%
Average Sales Price*	\$48,250	\$52,106	+ 8.0%	\$37,199	\$43,557	+ 17.1%
Percent of List Price Received*	86.5%	93.3%	+ 7.9%	94.2%	91.9%	- 2.4%
Inventory of Homes for Sale	52	53	+ 1.9%	—	—	—
Months Supply of Inventory	4.1	3.8	- 7.3%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	0	0	—	1	0	- 100.0%
Pending Sales	0	0	—	1	0	- 100.0%
Closed Sales	0	0	—	1	0	- 100.0%
Days on Market Until Sale	—	—	—	75	—	—
Median Sales Price*	—	—	—	\$20,000	—	—
Average Sales Price*	—	—	—	\$20,000	—	—
Percent of List Price Received*	—	—	—	83.7%	—	—
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.

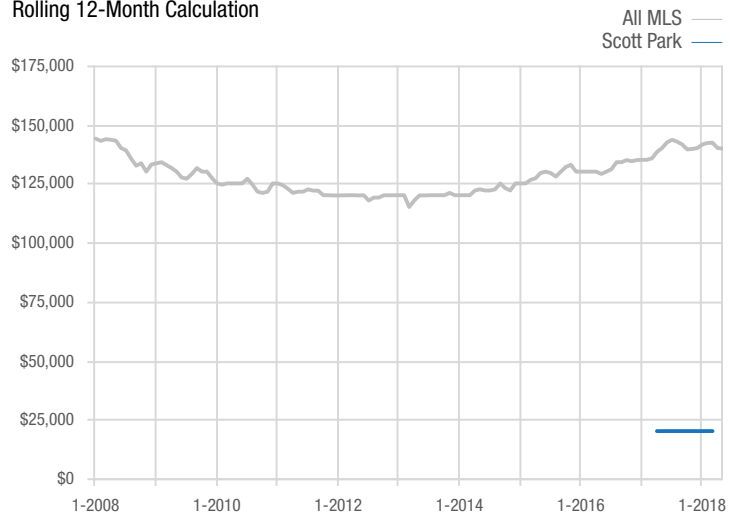
Median Sales Price - Single Family

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 – May 2018

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)

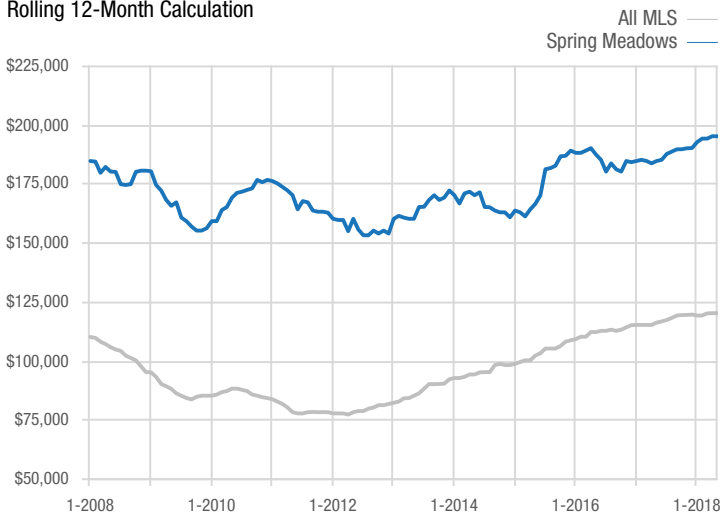
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	40	26	- 35.0%	152	136	- 10.5%
Pending Sales	27	30	+ 11.1%	98	101	+ 3.1%
Closed Sales	22	26	+ 18.2%	93	88	- 5.4%
Days on Market Until Sale	79	103	+ 30.4%	100	98	- 2.0%
Median Sales Price*	\$208,900	\$206,250	- 1.3%	\$176,900	\$190,000	+ 7.4%
Average Sales Price*	\$193,524	\$222,481	+ 15.0%	\$174,726	\$195,719	+ 12.0%
Percent of List Price Received*	97.9%	99.5%	+ 1.6%	97.7%	99.3%	+ 1.6%
Inventory of Homes for Sale	95	73	- 23.2%	—	—	—
Months Supply of Inventory	4.5	3.5	- 22.2%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	4	5	+ 25.0%	20	21	+ 5.0%
Pending Sales	4	2	- 50.0%	12	14	+ 16.7%
Closed Sales	4	2	- 50.0%	11	13	+ 18.2%
Days on Market Until Sale	145	57	- 60.7%	86	99	+ 15.1%
Median Sales Price*	\$251,450	\$197,000	- 21.7%	\$157,000	\$228,750	+ 45.7%
Average Sales Price*	\$229,225	\$197,000	- 14.1%	\$196,297	\$219,396	+ 11.8%
Percent of List Price Received*	96.8%	96.9%	+ 0.1%	97.0%	96.5%	- 0.5%
Inventory of Homes for Sale	12	16	+ 33.3%	—	—	—
Months Supply of Inventory	3.8	6.5	+ 71.1%	—	—	—

* 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.

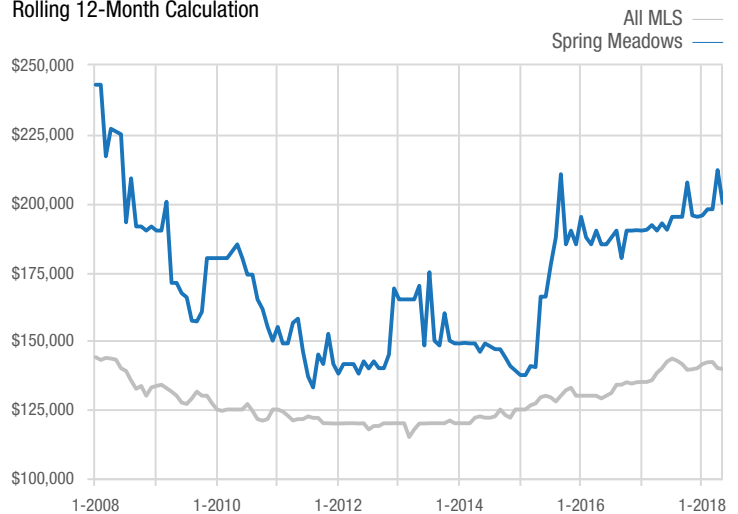
Median Sales Price - Single Family

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 – May 2018

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

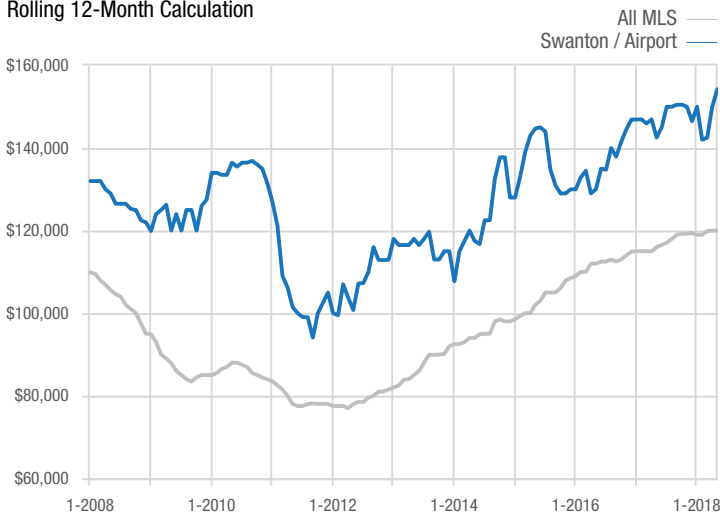
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	26	19	- 26.9%	78	73	- 6.4%
Pending Sales	10	12	+ 20.0%	47	52	+ 10.6%
Closed Sales	10	14	+ 40.0%	45	51	+ 13.3%
Days on Market Until Sale	81	64	- 21.0%	104	99	- 4.8%
Median Sales Price*	\$84,000	\$154,000	+ 83.3%	\$122,500	\$154,000	+ 25.7%
Average Sales Price*	\$88,315	\$203,143	+ 130.0%	\$137,846	\$173,818	+ 26.1%
Percent of List Price Received*	97.1%	102.2%	+ 5.3%	97.1%	99.0%	+ 2.0%
Inventory of Homes for Sale	55	37	- 32.7%	—	—	—
Months Supply of Inventory	5.1	3.2	- 37.3%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	0	2	—	2	4	+ 100.0%
Pending Sales	0	2	—	0	4	—
Closed Sales	0	0	—	0	1	—
Days on Market Until Sale	—	—	—	—	35	—
Median Sales Price*	—	—	—	—	\$196,000	—
Average Sales Price*	—	—	—	—	\$196,000	—
Percent of List Price Received*	—	—	—	—	99.0%	—
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
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.

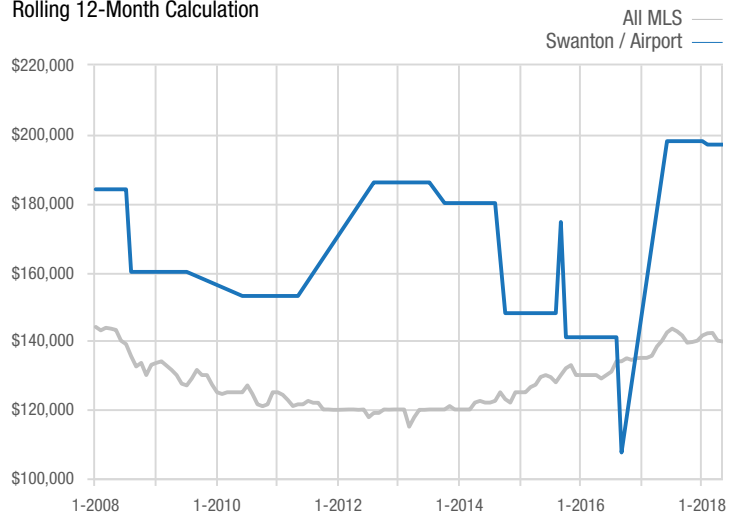
Median Sales Price - Single Family

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 – May 2018

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

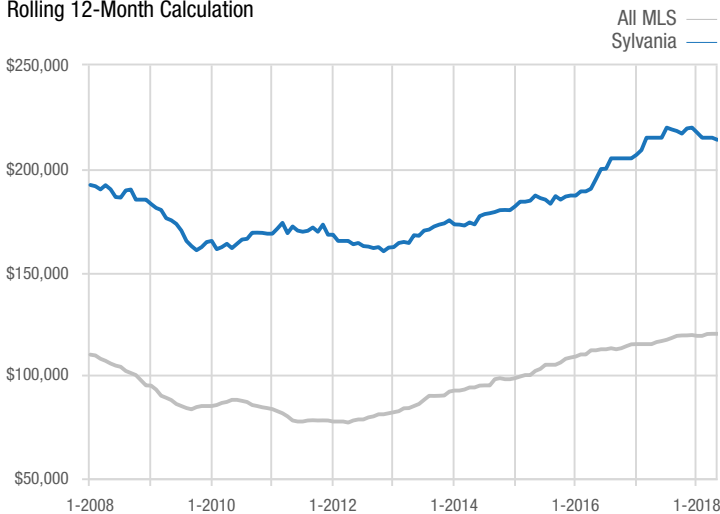
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	78	96	+ 23.1%	367	392	+ 6.8%
Pending Sales	64	83	+ 29.7%	252	272	+ 7.9%
Closed Sales	66	67	+ 1.5%	240	242	+ 0.8%
Days on Market Until Sale	88	75	- 14.8%	99	95	- 4.0%
Median Sales Price*	\$221,088	\$215,000	- 2.8%	\$219,500	\$205,450	- 6.4%
Average Sales Price*	\$225,645	\$217,513	- 3.6%	\$222,385	\$218,001	- 2.0%
Percent of List Price Received*	98.3%	98.7%	+ 0.4%	98.0%	98.1%	+ 0.1%
Inventory of Homes for Sale	198	200	+ 1.0%	—	—	—
Months Supply of Inventory	4.1	4.0	- 2.4%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	12	15	+ 25.0%	64	79	+ 23.4%
Pending Sales	16	15	- 6.3%	57	51	- 10.5%
Closed Sales	15	10	- 33.3%	51	49	- 3.9%
Days on Market Until Sale	106	93	- 12.3%	102	115	+ 12.7%
Median Sales Price*	\$155,000	\$167,500	+ 8.1%	\$155,000	\$163,000	+ 5.2%
Average Sales Price*	\$158,996	\$174,148	+ 9.5%	\$162,060	\$158,701	- 2.1%
Percent of List Price Received*	98.7%	96.3%	- 2.4%	96.9%	95.2%	- 1.8%
Inventory of Homes for Sale	35	41	+ 17.1%	—	—	—
Months Supply of Inventory	3.1	4.0	+ 29.0%	—	—	—

* 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.

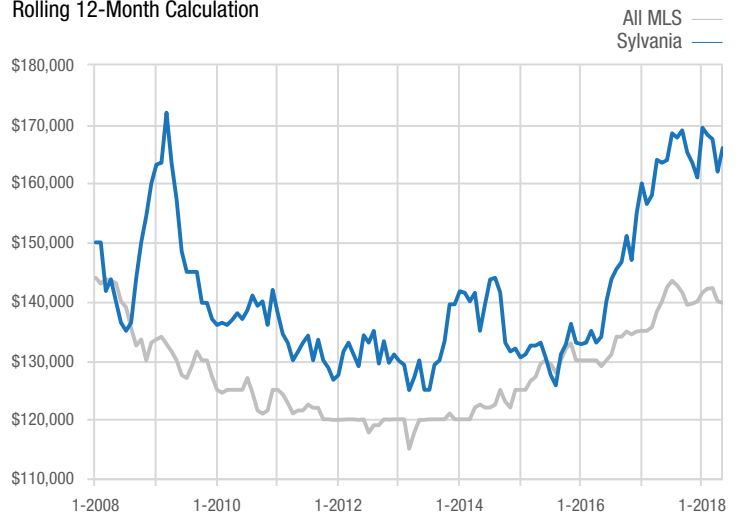
Median Sales Price - Single Family

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 – May 2018

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

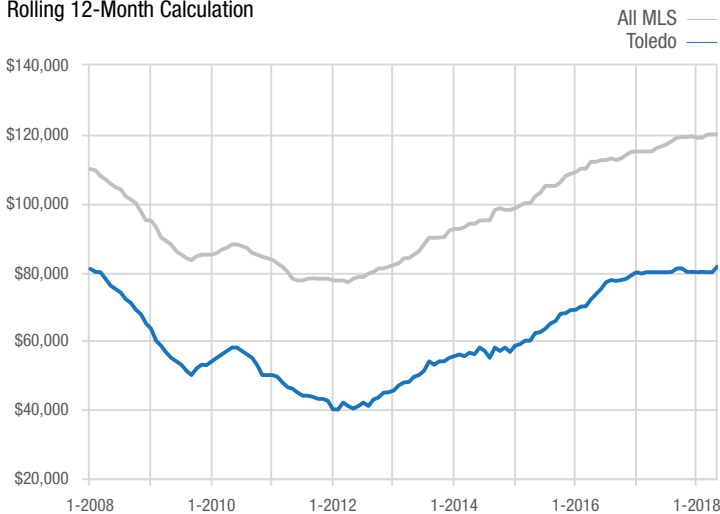
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	453	482	+ 6.4%	2,045	1,988	- 2.8%
Pending Sales	357	399	+ 11.8%	1,406	1,502	+ 6.8%
Closed Sales	334	399	+ 19.5%	1,332	1,414	+ 6.2%
Days on Market Until Sale	91	81	- 11.0%	99	92	- 7.1%
Median Sales Price*	\$88,000	\$94,900	+ 7.8%	\$77,000	\$79,900	+ 3.8%
Average Sales Price*	\$98,443	\$107,270	+ 9.0%	\$91,930	\$94,589	+ 2.9%
Percent of List Price Received*	96.0%	95.5%	- 0.5%	95.8%	95.5%	- 0.3%
Inventory of Homes for Sale	1,224	1,054	- 13.9%	—	—	—
Months Supply of Inventory	4.4	3.5	- 20.5%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	33	39	+ 18.2%	131	144	+ 9.9%
Pending Sales	23	30	+ 30.4%	91	107	+ 17.6%
Closed Sales	19	24	+ 26.3%	79	97	+ 22.8%
Days on Market Until Sale	100	61	- 39.0%	114	87	- 23.7%
Median Sales Price*	\$98,000	\$91,000	- 7.1%	\$109,000	\$100,000	- 8.3%
Average Sales Price*	\$102,455	\$105,727	+ 3.2%	\$118,108	\$114,594	- 3.0%
Percent of List Price Received*	97.2%	95.5%	- 1.7%	95.5%	95.1%	- 0.4%
Inventory of Homes for Sale	81	82	+ 1.2%	—	—	—
Months Supply of Inventory	4.2	3.9	- 7.1%	—	—	—

* 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 – May 2018

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.



Towne Centre

MLS Area 20: 43604

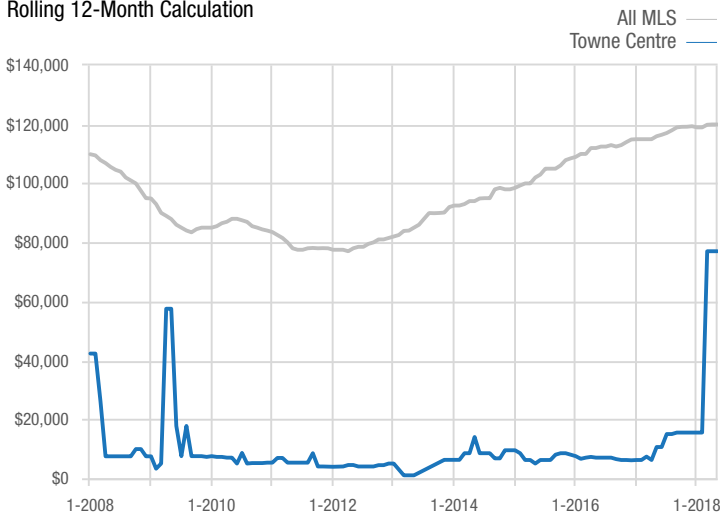
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	0	1	—	2	6	+ 200.0%
Pending Sales	0	0	—	3	3	0.0%
Closed Sales	0	0	—	3	2	- 33.3%
Days on Market Until Sale	—	—	—	133	58	- 56.4%
Median Sales Price*	—	—	—	\$15,000	\$153,500	+ 923.3%
Average Sales Price*	—	—	—	\$12,833	\$153,500	+ 1,096.1%
Percent of List Price Received*	—	—	—	66.7%	96.8%	+ 45.1%
Inventory of Homes for Sale	2	3	+ 50.0%	—	—	—
Months Supply of Inventory	1.3	1.9	+ 46.2%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	1	1	0.0%	7	4	- 42.9%
Pending Sales	1	1	0.0%	5	4	- 20.0%
Closed Sales	0	1	—	2	3	+ 50.0%
Days on Market Until Sale	—	29	—	60	47	- 21.7%
Median Sales Price*	—	\$218,000	—	\$267,058	\$249,500	- 6.6%
Average Sales Price*	—	\$218,000	—	\$267,058	\$271,167	+ 1.5%
Percent of List Price Received*	—	96.9%	—	96.9%	95.9%	- 1.0%
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	1.3	0.9	- 30.8%	—	—	—

* 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.

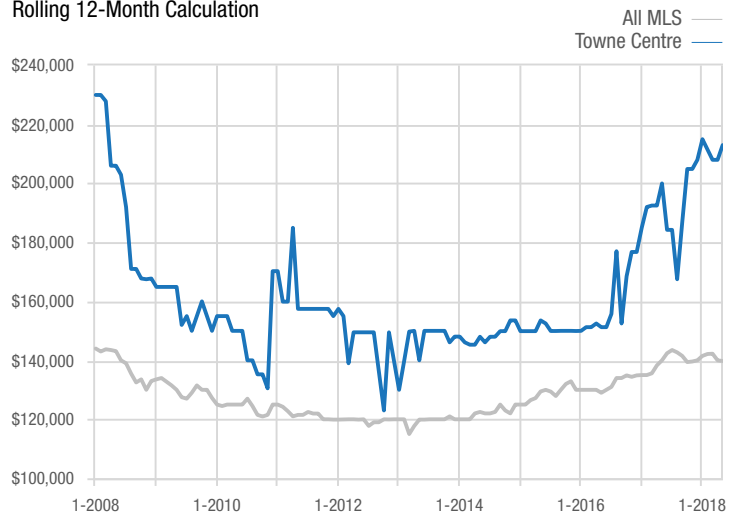
Median Sales Price - Single Family

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 – May 2018

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.



Tremainsville

MLS Area 12: 43613

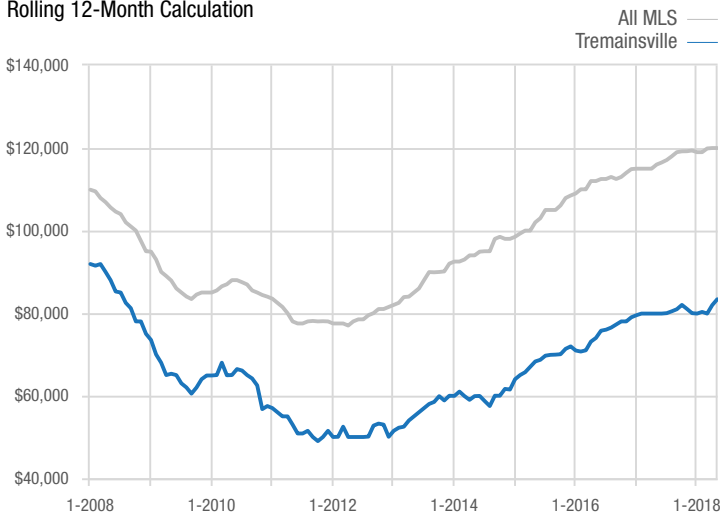
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	71	78	+ 9.9%	353	316	- 10.5%
Pending Sales	59	78	+ 32.2%	229	246	+ 7.4%
Closed Sales	64	70	+ 9.4%	217	241	+ 11.1%
Days on Market Until Sale	100	94	- 6.0%	95	105	+ 10.5%
Median Sales Price*	\$89,000	\$97,000	+ 9.0%	\$78,950	\$86,500	+ 9.6%
Average Sales Price*	\$87,422	\$93,480	+ 6.9%	\$77,160	\$82,905	+ 7.4%
Percent of List Price Received*	97.1%	97.6%	+ 0.5%	96.7%	96.3%	- 0.4%
Inventory of Homes for Sale	190	166	- 12.6%	—	—	—
Months Supply of Inventory	4.2	3.4	- 19.0%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	2	0	- 100.0%	3	0	- 100.0%
Pending Sales	0	0	—	1	3	+ 200.0%
Closed Sales	0	0	—	1	3	+ 200.0%
Days on Market Until Sale	—	—	—	76	194	+ 155.3%
Median Sales Price*	—	—	—	\$67,900	\$77,500	+ 14.1%
Average Sales Price*	—	—	—	\$67,900	\$79,467	+ 17.0%
Percent of List Price Received*	—	—	—	97.1%	95.8%	- 1.3%
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	2.0	—	—	—	—	—

* 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.

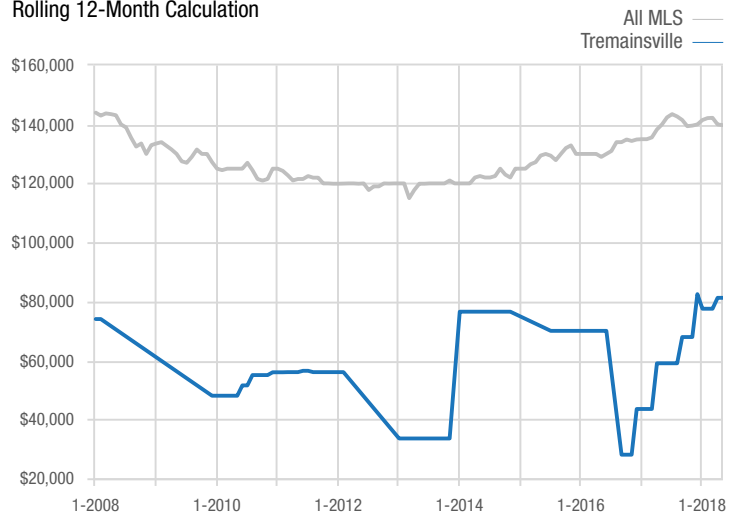
Median Sales Price - Single Family

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 – May 2018

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	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	10	12	+ 20.0%	66	63	- 4.5%
Pending Sales	10	14	+ 40.0%	53	54	+ 1.9%
Closed Sales	14	15	+ 7.1%	57	51	- 10.5%
Days on Market Until Sale	106	152	+ 43.4%	102	113	+ 10.8%
Median Sales Price*	\$220,950	\$218,000	- 1.3%	\$238,500	\$250,000	+ 4.8%
Average Sales Price*	\$243,439	\$223,600	- 8.1%	\$229,791	\$245,829	+ 7.0%
Percent of List Price Received*	99.2%	98.8%	- 0.4%	98.2%	98.6%	+ 0.4%
Inventory of Homes for Sale	34	35	+ 2.9%	—	—	—
Months Supply of Inventory	3.1	3.3	+ 6.5%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	1	1	0.0%	12	10	- 16.7%
Pending Sales	3	1	- 66.7%	12	6	- 50.0%
Closed Sales	5	2	- 60.0%	12	6	- 50.0%
Days on Market Until Sale	55	38	- 30.9%	67	55	- 17.9%
Median Sales Price*	\$145,000	\$177,000	+ 22.1%	\$152,500	\$141,500	- 7.2%
Average Sales Price*	\$140,030	\$177,000	+ 26.4%	\$146,863	\$140,258	- 4.5%
Percent of List Price Received*	97.1%	98.4%	+ 1.3%	97.7%	95.4%	- 2.4%
Inventory of Homes for Sale	1	4	+ 300.0%	—	—	—
Months Supply of Inventory	0.5	2.8	+ 460.0%	—	—	—

* 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.

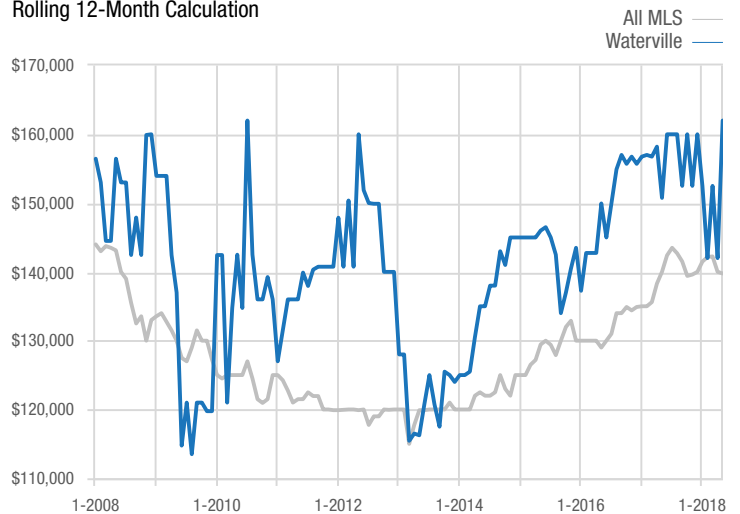
Median Sales Price - Single Family

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 – May 2018

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

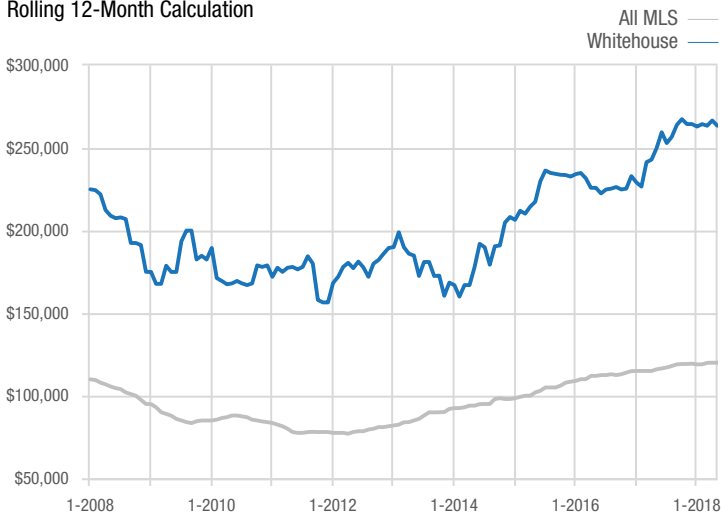
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	12	21	+ 75.0%	58	72	+ 24.1%
Pending Sales	18	15	- 16.7%	46	51	+ 10.9%
Closed Sales	15	17	+ 13.3%	43	52	+ 20.9%
Days on Market Until Sale	99	81	- 18.2%	96	97	+ 1.0%
Median Sales Price*	\$270,000	\$253,000	- 6.3%	\$245,000	\$239,850	- 2.1%
Average Sales Price*	\$287,927	\$248,771	- 13.6%	\$257,948	\$250,357	- 2.9%
Percent of List Price Received*	97.8%	99.1%	+ 1.3%	97.1%	98.7%	+ 1.6%
Inventory of Homes for Sale	29	35	+ 20.7%	—	—	—
Months Supply of Inventory	3.0	3.2	+ 6.7%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	2	1	- 50.0%	3	4	+ 33.3%
Pending Sales	0	1	—	2	2	0.0%
Closed Sales	0	0	—	2	1	- 50.0%
Days on Market Until Sale	—	—	—	100	65	- 35.0%
Median Sales Price*	—	—	—	\$188,500	\$230,000	+ 22.0%
Average Sales Price*	—	—	—	\$188,500	\$230,000	+ 22.0%
Percent of List Price Received*	—	—	—	97.9%	93.9%	- 4.1%
Inventory of Homes for Sale	2	2	0.0%	—	—	—
Months Supply of Inventory	2.0	1.6	- 20.0%	—	—	—

* 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.

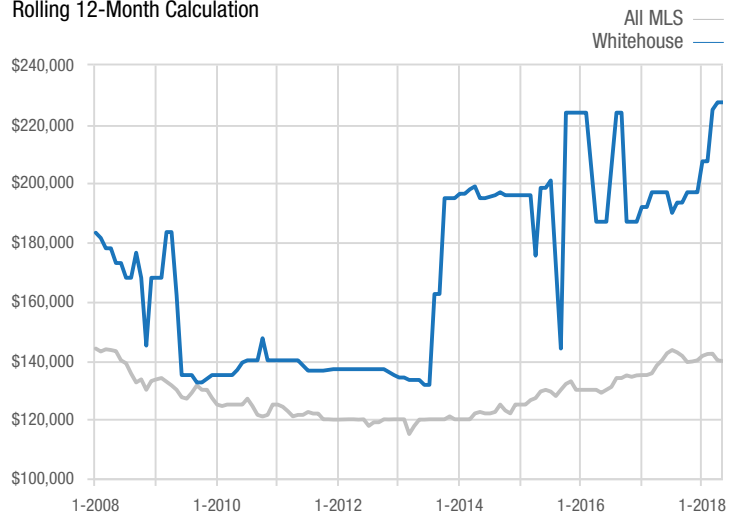
Median Sales Price - Single Family

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 – May 2018

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.



Wildwood / Reynolds Corners

MLS Area 15: 43615 (except Ottawa Hills)

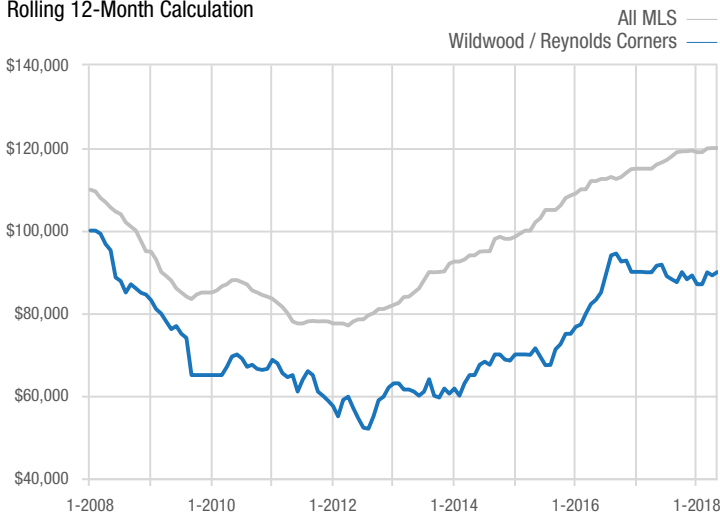
Single Family	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	39	34	- 12.8%	190	178	- 6.3%
Pending Sales	37	36	- 2.7%	149	156	+ 4.7%
Closed Sales	38	45	+ 18.4%	150	154	+ 2.7%
Days on Market Until Sale	117	65	- 44.4%	108	84	- 22.2%
Median Sales Price*	\$108,000	\$118,000	+ 9.3%	\$90,500	\$90,000	- 0.6%
Average Sales Price*	\$107,712	\$130,314	+ 21.0%	\$101,454	\$107,300	+ 5.8%
Percent of List Price Received*	96.3%	97.5%	+ 1.2%	96.4%	97.3%	+ 0.9%
Inventory of Homes for Sale	116	91	- 21.6%	—	—	—
Months Supply of Inventory	4.0	2.8	- 30.0%	—	—	—

Condo-Villa	May			Year to Date		
	2017	2018	% Change	Thru 5-2017	Thru 5-2018	% Change
Key Metrics						
New Listings	15	13	- 13.3%	40	49	+ 22.5%
Pending Sales	6	9	+ 50.0%	22	36	+ 63.6%
Closed Sales	4	9	+ 125.0%	19	36	+ 89.5%
Days on Market Until Sale	113	67	- 40.7%	112	107	- 4.5%
Median Sales Price*	\$102,500	\$87,000	- 15.1%	\$75,000	\$107,500	+ 43.3%
Average Sales Price*	\$92,294	\$103,222	+ 11.8%	\$96,611	\$113,039	+ 17.0%
Percent of List Price Received*	96.6%	96.1%	- 0.5%	95.5%	96.1%	+ 0.6%
Inventory of Homes for Sale	35	30	- 14.3%	—	—	—
Months Supply of Inventory	6.3	4.2	- 33.3%	—	—	—

* 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.

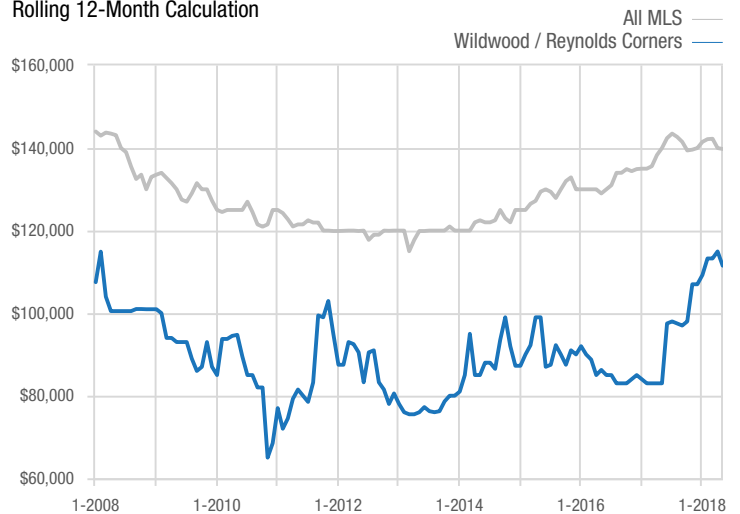
Median Sales Price - Single Family

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.