

Local Market Update—September 2018

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LUCAS AND UPPER WOOD COUNTY HOUSING MARKET

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

526

Home Sales

-5.4% Decrease from September 2017

\$126,000

Med. Sales Price

+6.1% Increase from September 2017

\$155,018

Av. Sales Price

+3.5% Increase from September 2017

86

Av. Days on Mkt.

-1.1% Decrease from September 2017

2,320

Active Listings

-5.0% Decrease from September 2017

4.72%

Mthly Av. Interest Rate

+23.2% Increase from September 2017
According to Freddiemac.com as of 9/27/2018

LUCAS AND UPPER WOOD COUNTY HOUSING MARKET

The information below compares Jan. 1, 2018—Sept. 30, 2018 to Jan. 1—Sept. 30, 2017

4,905

Home Sales

+3.4% Increase from Jan.—Sept. 2017

\$125,000

Med. Sales Price

+3.3% Increase from Jan.—Sept. 2017

\$152,833

Av. Sales Price

+4.7% Increase from Jan.—Sept. 2017

87

Av. Days on Mkt.

-8.4% Decrease from Jan.—Sept. 2017

6,687

New Listings

+0.3% Increase from Jan.—Sept. 2017

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

Housing Supply Overview



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September 2018

According to a recent study by Fannie Mae, 24 percent of Americans feel that now is a good time to buy a house. That number was 54 percent five years ago. Feelings change rapidly when incomes do not match well with home prices and frustration sets in. For the 12-month period spanning October 2017 through September 2018, Pending Sales in Northwest Ohio were up 4.4 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 9.1 percent.

The overall Median Sales Price was up 4.2 percent to \$125,000. The property type with the largest price gain was the Single Family Homes segment, where prices increased 3.4 percent to \$123,000. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 83 days; the price range that tended to sell the slowest was the \$100,001 to \$150,000 range at 97 days.

Market-wide, inventory levels were down 6.8 percent. The property type that lost the least inventory was the Condos segment, where it decreased 5.3 percent. That amounts to 3.9 months supply for Single-Family homes and 3.9 months supply for Condos.

Quick Facts

+ 9.1%

+ 7.1%

+ 4.5%

Price Range With the Strongest Sales:

\$200,001 to \$300,000

Bedroom Count With Strongest Sales:

2 Bedrooms

Property Type With Strongest Sales:

Condo-Villa

| | |
|--------------------------------|----------|
| Pending Sales | 2 |
| Days on Market Until Sale | 3 |
| Median Sales Price | 4 |
| Percent of List Price Received | 5 |
| Inventory of Homes for Sale | 6 |
| Months Supply of Inventory | 7 |

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Lucas County

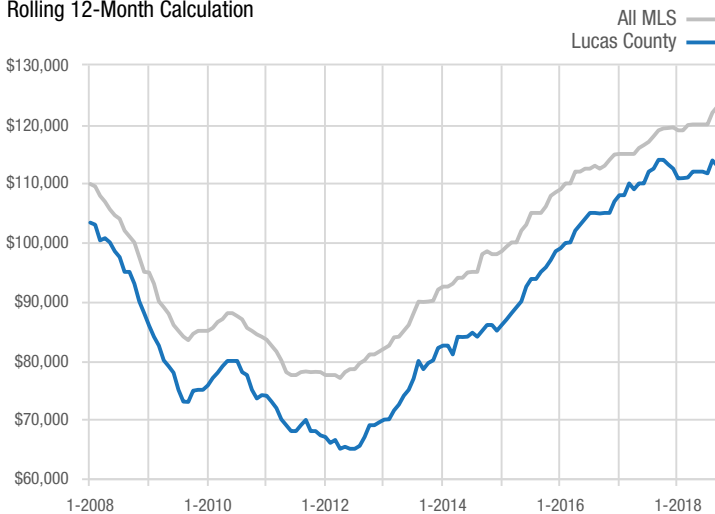
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 562 | 531 | - 5.5% | 5,760 | 5,782 | + 0.4% |
| Pending Sales | 452 | 441 | - 2.4% | 4,105 | 4,250 | + 3.5% |
| Closed Sales | 475 | 433 | - 8.8% | 4,056 | 4,195 | + 3.4% |
| Days on Market Until Sale | 86 | 87 | + 1.2% | 94 | 86 | - 8.5% |
| Median Sales Price* | \$114,500 | \$111,250 | - 2.8% | \$115,000 | \$116,478 | + 1.3% |
| Average Sales Price* | \$142,391 | \$142,125 | - 0.2% | \$137,845 | \$141,344 | + 2.5% |
| Percent of List Price Received* | 96.2% | 96.2% | 0.0% | 96.5% | 96.5% | 0.0% |
| Inventory of Homes for Sale | 1,862 | 1,766 | - 5.2% | — | — | — |
| Months Supply of Inventory | 4.3 | 3.9 | - 9.3% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 47 | 48 | + 2.1% | 454 | 528 | + 16.3% |
| Pending Sales | 34 | 48 | + 41.2% | 353 | 391 | + 10.8% |
| Closed Sales | 39 | 40 | + 2.6% | 347 | 378 | + 8.9% |
| Days on Market Until Sale | 73 | 69 | - 5.5% | 97 | 83 | - 14.4% |
| Median Sales Price* | \$129,000 | \$165,750 | + 28.5% | \$139,012 | \$141,087 | + 1.5% |
| Average Sales Price* | \$129,138 | \$163,708 | + 26.8% | \$148,193 | \$152,858 | + 3.1% |
| Percent of List Price Received* | 94.0% | 96.3% | + 2.4% | 95.8% | 96.4% | + 0.6% |
| Inventory of Homes for Sale | 141 | 151 | + 7.1% | — | — | — |
| Months Supply of Inventory | 3.8 | 3.8 | 0.0% | — | — | — |

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

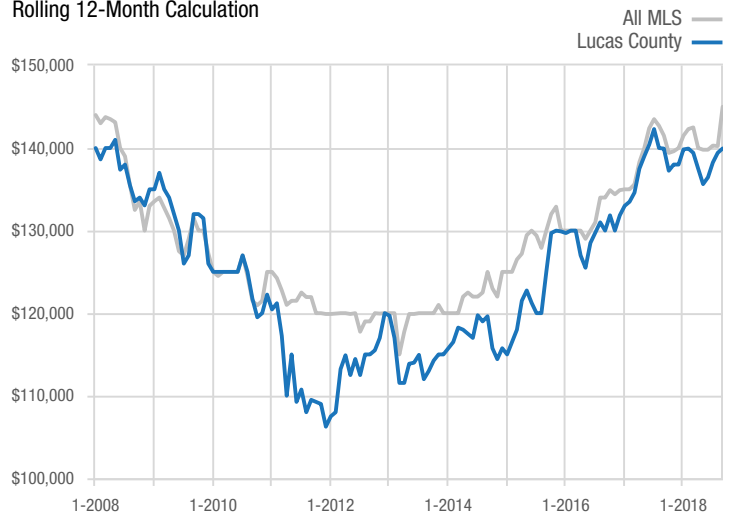
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wood County

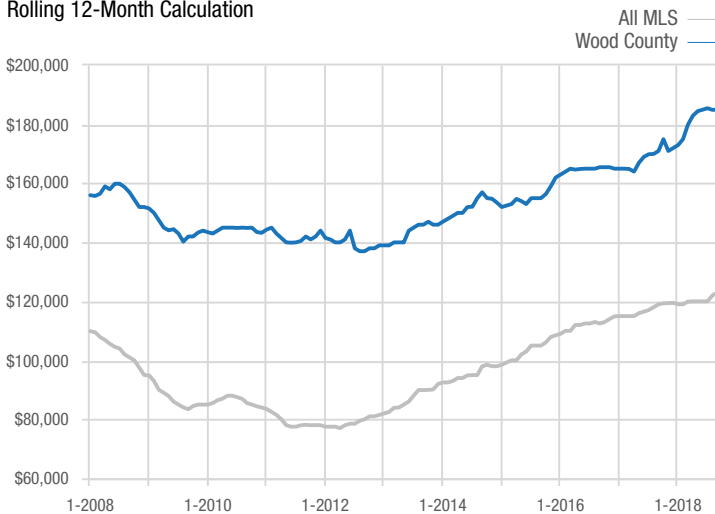
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 125 | 125 | 0.0% | 1,299 | 1,289 | - 0.8% |
| Pending Sales | 112 | 116 | + 3.6% | 999 | 1,007 | + 0.8% |
| Closed Sales | 107 | 118 | + 10.3% | 987 | 992 | + 0.5% |
| Days on Market Until Sale | 90 | 84 | - 6.7% | 97 | 90 | - 7.2% |
| Median Sales Price* | \$181,200 | \$199,900 | + 10.3% | \$172,500 | \$190,625 | + 10.5% |
| Average Sales Price* | \$210,622 | \$212,748 | + 1.0% | \$195,246 | \$215,791 | + 10.5% |
| Percent of List Price Received* | 97.8% | 97.5% | - 0.3% | 97.5% | 98.1% | + 0.6% |
| Inventory of Homes for Sale | 402 | 383 | - 4.7% | — | — | — |
| Months Supply of Inventory | 3.8 | 3.5 | - 7.9% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 6 | 9 | + 50.0% | 116 | 98 | - 15.5% |
| Pending Sales | 9 | 7 | - 22.2% | 95 | 87 | - 8.4% |
| Closed Sales | 7 | 8 | + 14.3% | 100 | 84 | - 16.0% |
| Days on Market Until Sale | 69 | 99 | + 43.5% | 89 | 78 | - 12.4% |
| Median Sales Price* | \$138,000 | \$182,500 | + 32.2% | \$160,000 | \$179,500 | + 12.2% |
| Average Sales Price* | \$173,329 | \$187,600 | + 8.2% | \$180,654 | \$187,755 | + 3.9% |
| Percent of List Price Received* | 96.8% | 97.9% | + 1.1% | 96.5% | 97.8% | + 1.3% |
| Inventory of Homes for Sale | 28 | 27 | - 3.6% | — | — | — |
| Months Supply of Inventory | 2.8 | 3.1 | + 10.7% | — | — | — |

* 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.

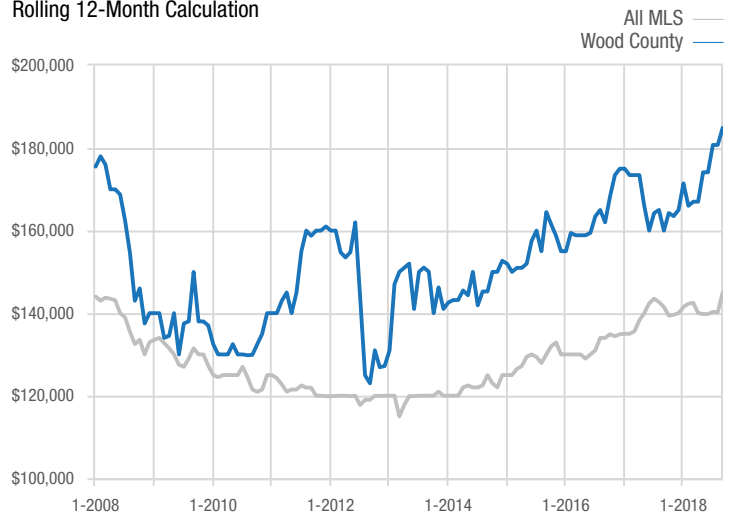
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Bowling Green

MLS Area 55: 43402

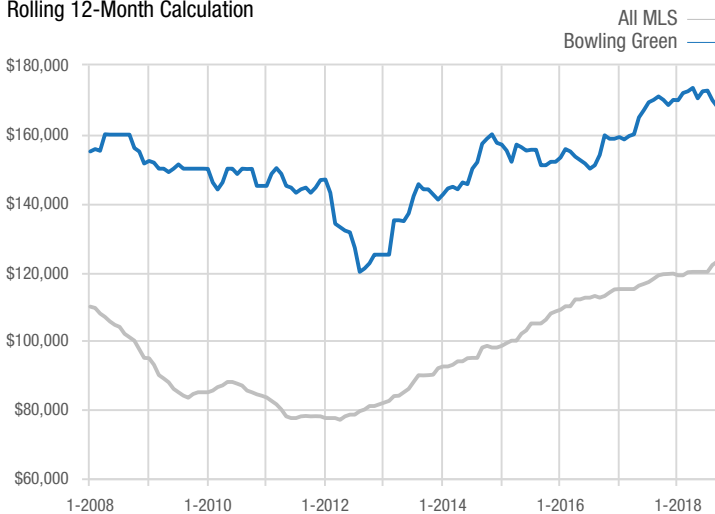
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 20 | 17 | - 15.0% | 178 | 218 | + 22.5% |
| Pending Sales | 11 | 19 | + 72.7% | 146 | 177 | + 21.2% |
| Closed Sales | 12 | 20 | + 66.7% | 145 | 177 | + 22.1% |
| Days on Market Until Sale | 84 | 79 | - 6.0% | 79 | 78 | - 1.3% |
| Median Sales Price* | \$179,000 | \$162,250 | - 9.4% | \$173,000 | \$172,500 | - 0.3% |
| Average Sales Price* | \$191,600 | \$168,403 | - 12.1% | \$192,856 | \$190,588 | - 1.2% |
| Percent of List Price Received* | 98.2% | 97.1% | - 1.1% | 97.2% | 97.3% | + 0.1% |
| Inventory of Homes for Sale | 55 | 60 | + 9.1% | — | — | — |
| Months Supply of Inventory | 3.6 | 3.1 | - 13.9% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 0 | 4 | — | 18 | 17 | - 5.6% |
| Pending Sales | 2 | 3 | + 50.0% | 19 | 14 | - 26.3% |
| Closed Sales | 2 | 1 | - 50.0% | 21 | 12 | - 42.9% |
| Days on Market Until Sale | 53 | 394 | + 643.4% | 74 | 90 | + 21.6% |
| Median Sales Price* | \$133,950 | \$259,000 | + 93.4% | \$163,500 | \$182,450 | + 11.6% |
| Average Sales Price* | \$133,950 | \$259,000 | + 93.4% | \$173,476 | \$183,638 | + 5.9% |
| Percent of List Price Received* | 98.9% | 100.0% | + 1.1% | 98.1% | 98.6% | + 0.5% |
| Inventory of Homes for Sale | 3 | 6 | + 100.0% | — | — | — |
| Months Supply of Inventory | 1.4 | 3.6 | + 157.1% | — | — | — |

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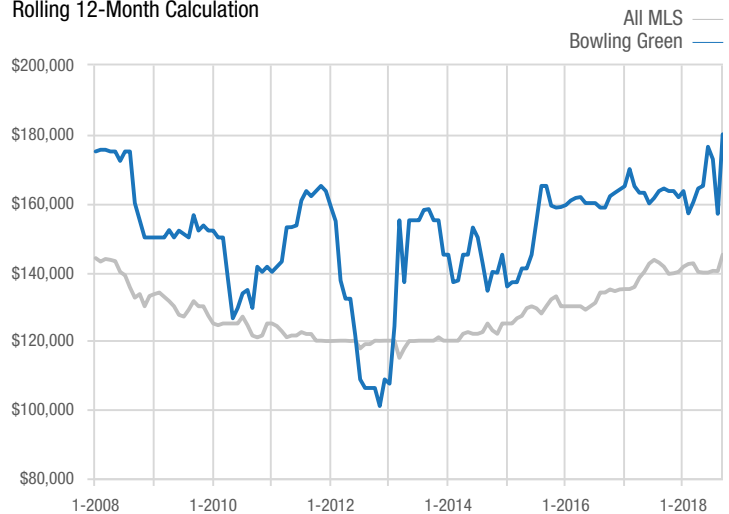
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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East River

MLS Area 24: 43605

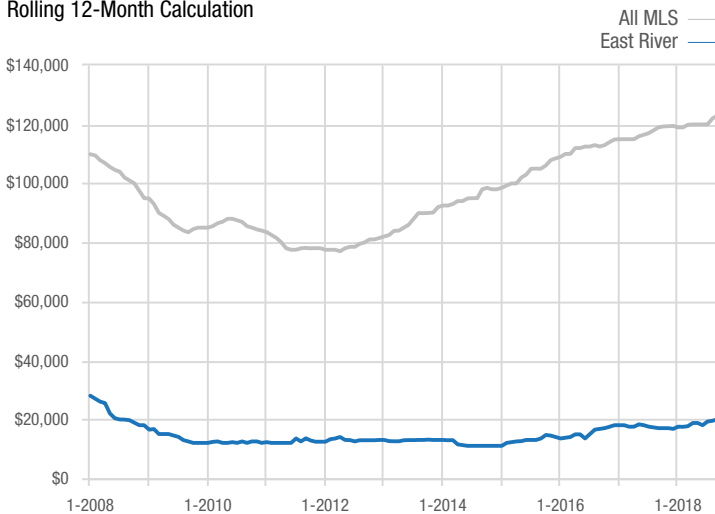
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|----------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| Key Metrics | | | | | | |
| New Listings | 39 | 20 | - 48.7% | 221 | 223 | + 0.9% |
| Pending Sales | 23 | 15 | - 34.8% | 147 | 160 | + 8.8% |
| Closed Sales | 18 | 15 | - 16.7% | 141 | 158 | + 12.1% |
| Days on Market Until Sale | 57 | 92 | + 61.4% | 71 | 82 | + 15.5% |
| Median Sales Price* | \$13,550 | \$18,250 | + 34.7% | \$16,000 | \$19,726 | + 23.3% |
| Average Sales Price* | \$22,609 | \$28,029 | + 24.0% | \$21,931 | \$25,373 | + 15.7% |
| Percent of List Price Received* | 87.5% | 89.1% | + 1.8% | 94.2% | 90.6% | - 3.8% |
| Inventory of Homes for Sale | 65 | 66 | + 1.5% | — | — | — |
| Months Supply of Inventory | 4.4 | 3.9 | - 11.4% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % 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.

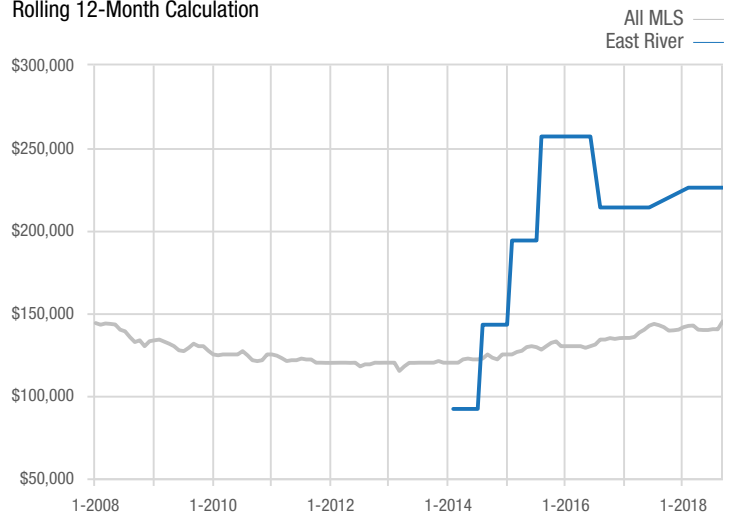
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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East Suburbs

MLS Area 26: 43412 (Lucas County Only)

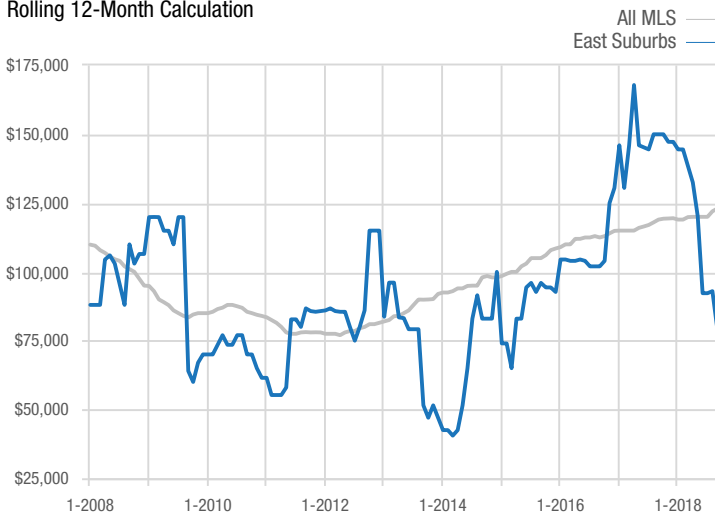
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|-----------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| Key Metrics | | | | | | |
| New Listings | 6 | 5 | - 16.7% | 37 | 27 | - 27.0% |
| Pending Sales | 5 | 3 | - 40.0% | 21 | 26 | + 23.8% |
| Closed Sales | 5 | 4 | - 20.0% | 19 | 26 | + 36.8% |
| Days on Market Until Sale | 82 | 81 | - 1.2% | 111 | 127 | + 14.4% |
| Median Sales Price* | \$152,500 | \$83,500 | - 45.2% | \$150,000 | \$64,000 | - 57.3% |
| Average Sales Price* | \$195,560 | \$96,475 | - 50.7% | \$166,347 | \$109,492 | - 34.2% |
| Percent of List Price Received* | 102.2% | 89.8% | - 12.1% | 96.6% | 88.1% | - 8.8% |
| Inventory of Homes for Sale | 15 | 10 | - 33.3% | — | — | — |
| Months Supply of Inventory | 6.5 | 3.9 | - 40.0% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % 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.

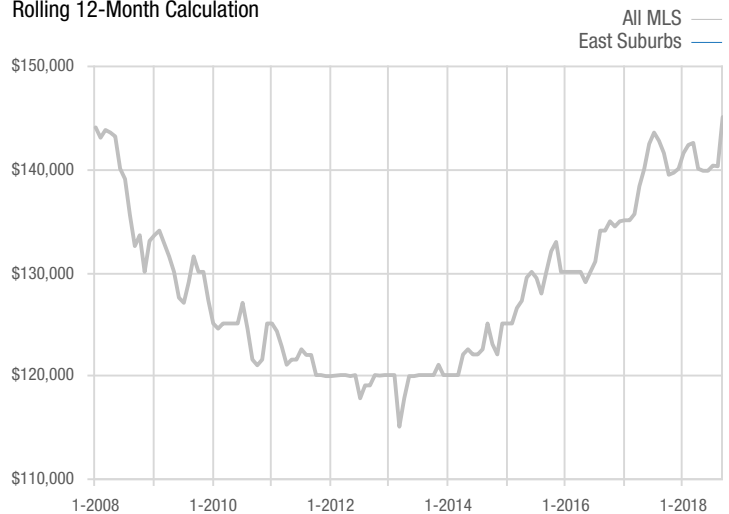
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Five Points / Northtowne

MLS Area 13: 43612

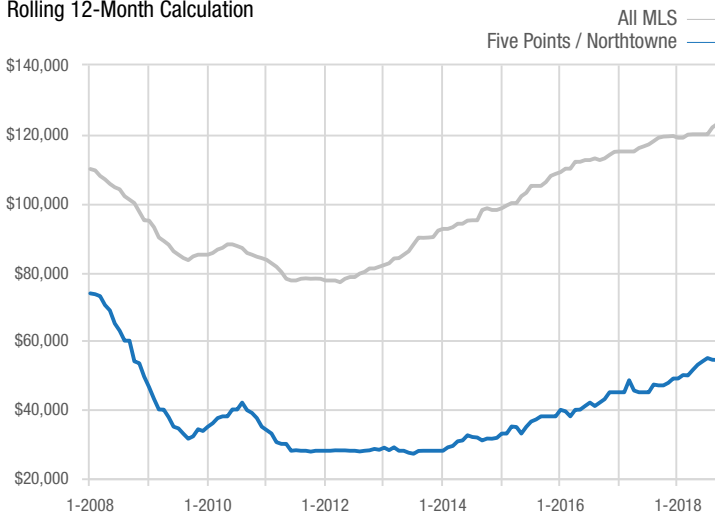
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|----------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| Key Metrics | | | | | | |
| New Listings | 37 | 39 | + 5.4% | 427 | 422 | - 1.2% |
| Pending Sales | 33 | 33 | 0.0% | 292 | 313 | + 7.2% |
| Closed Sales | 35 | 32 | - 8.6% | 279 | 309 | + 10.8% |
| Days on Market Until Sale | 94 | 101 | + 7.4% | 93 | 89 | - 4.3% |
| Median Sales Price* | \$56,000 | \$56,700 | + 1.3% | \$48,000 | \$56,000 | + 16.7% |
| Average Sales Price* | \$51,187 | \$55,347 | + 8.1% | \$52,326 | \$57,247 | + 9.4% |
| Percent of List Price Received* | 92.9% | 90.0% | - 3.1% | 95.4% | 94.9% | - 0.5% |
| Inventory of Homes for Sale | 163 | 143 | - 12.3% | — | — | — |
| Months Supply of Inventory | 5.0 | 4.1 | - 18.0% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % 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 | — | — | — | — | — | — |

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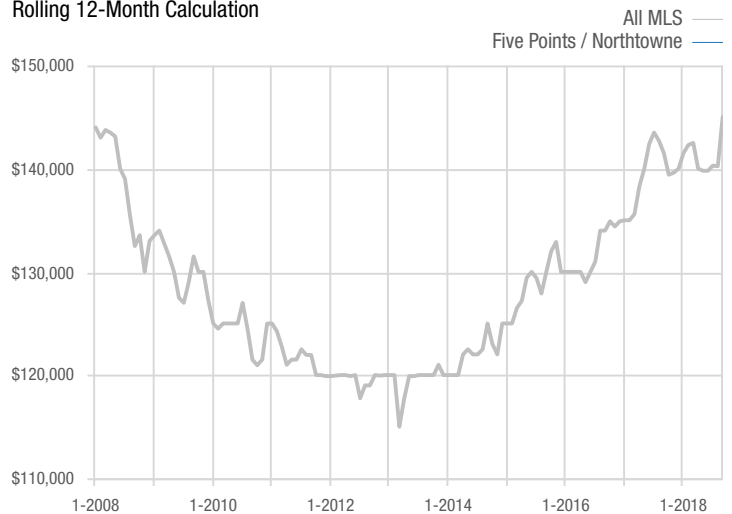
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Franklin Park / Trilby

MLS Area 11: 43623

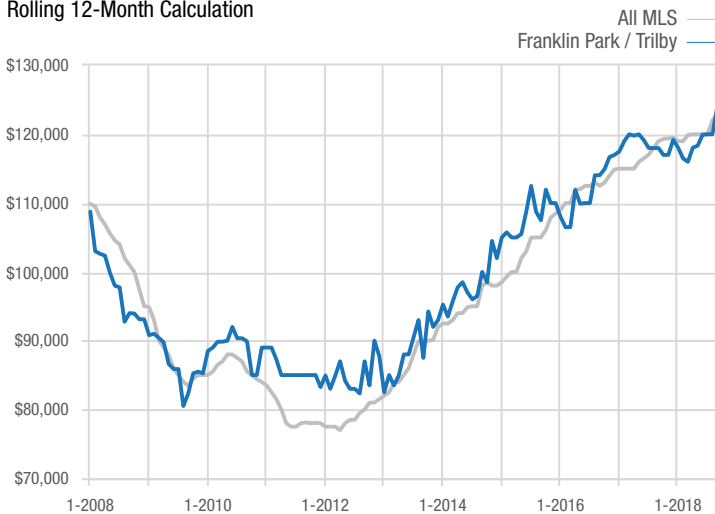
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 22 | 24 | + 9.1% | 280 | 294 | + 5.0% |
| Pending Sales | 16 | 30 | + 87.5% | 215 | 224 | + 4.2% |
| Closed Sales | 25 | 29 | + 16.0% | 213 | 216 | + 1.4% |
| Days on Market Until Sale | 77 | 81 | + 5.2% | 88 | 82 | - 6.8% |
| Median Sales Price* | \$117,000 | \$130,000 | + 11.1% | \$118,100 | \$124,500 | + 5.4% |
| Average Sales Price* | \$135,008 | \$136,479 | + 1.1% | \$140,265 | \$141,803 | + 1.1% |
| Percent of List Price Received* | 97.8% | 98.4% | + 0.6% | 97.2% | 96.9% | - 0.3% |
| Inventory of Homes for Sale | 87 | 82 | - 5.7% | — | — | — |
| Months Supply of Inventory | 3.7 | 3.7 | 0.0% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 3 | 1 | - 66.7% | 13 | 14 | + 7.7% |
| Pending Sales | 2 | 2 | 0.0% | 8 | 11 | + 37.5% |
| Closed Sales | 1 | 2 | + 100.0% | 7 | 11 | + 57.1% |
| Days on Market Until Sale | 51 | 47 | - 7.8% | 73 | 35 | - 52.1% |
| Median Sales Price* | \$129,500 | \$103,450 | - 20.1% | \$129,500 | \$109,900 | - 15.1% |
| Average Sales Price* | \$129,500 | \$103,450 | - 20.1% | \$132,657 | \$115,936 | - 12.6% |
| Percent of List Price Received* | 95.9% | 99.0% | + 3.2% | 94.7% | 97.9% | + 3.4% |
| Inventory of Homes for Sale | 4 | 1 | - 75.0% | — | — | — |
| Months Supply of Inventory | 3.1 | 0.7 | - 77.4% | — | — | — |

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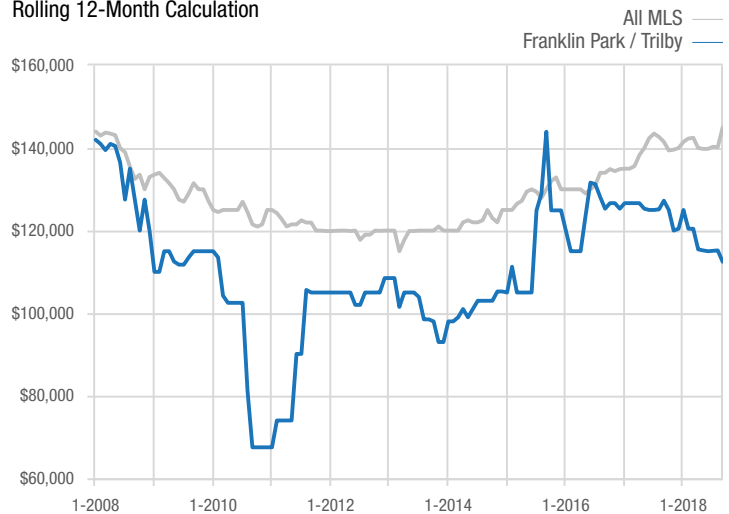
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Heatherdowns Blvd / River Rd

MLS Area 23: 43614

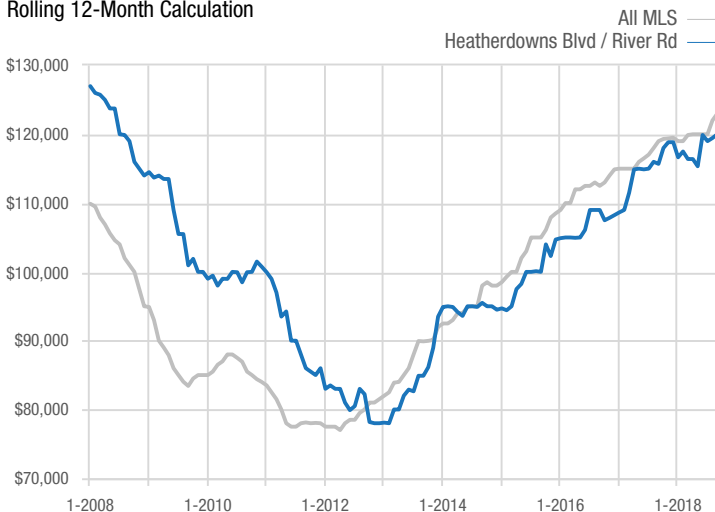
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 49 | 36 | - 26.5% | 442 | 473 | + 7.0% |
| Pending Sales | 34 | 37 | + 8.8% | 337 | 381 | + 13.1% |
| Closed Sales | 35 | 35 | 0.0% | 341 | 372 | + 9.1% |
| Days on Market Until Sale | 88 | 74 | - 15.9% | 105 | 80 | - 23.8% |
| Median Sales Price* | \$105,000 | \$131,375 | + 25.1% | \$119,000 | \$121,000 | + 1.7% |
| Average Sales Price* | \$116,372 | \$151,019 | + 29.8% | \$118,843 | \$129,864 | + 9.3% |
| Percent of List Price Received* | 96.9% | 95.3% | - 1.7% | 97.4% | 97.2% | - 0.2% |
| Inventory of Homes for Sale | 151 | 119 | - 21.2% | — | — | — |
| Months Supply of Inventory | 4.2 | 2.9 | - 31.0% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|----------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 8 | 4 | - 50.0% | 56 | 53 | - 5.4% |
| Pending Sales | 7 | 8 | + 14.3% | 42 | 48 | + 14.3% |
| Closed Sales | 7 | 5 | - 28.6% | 40 | 45 | + 12.5% |
| Days on Market Until Sale | 110 | 55 | - 50.0% | 136 | 66 | - 51.5% |
| Median Sales Price* | \$55,000 | \$48,000 | - 12.7% | \$82,500 | \$75,900 | - 8.0% |
| Average Sales Price* | \$77,429 | \$59,412 | - 23.3% | \$98,750 | \$86,718 | - 12.2% |
| Percent of List Price Received* | 92.8% | 93.3% | + 0.5% | 94.6% | 96.0% | + 1.5% |
| Inventory of Homes for Sale | 20 | 11 | - 45.0% | — | — | — |
| Months Supply of Inventory | 4.4 | 2.3 | - 47.7% | — | — | — |

* 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.

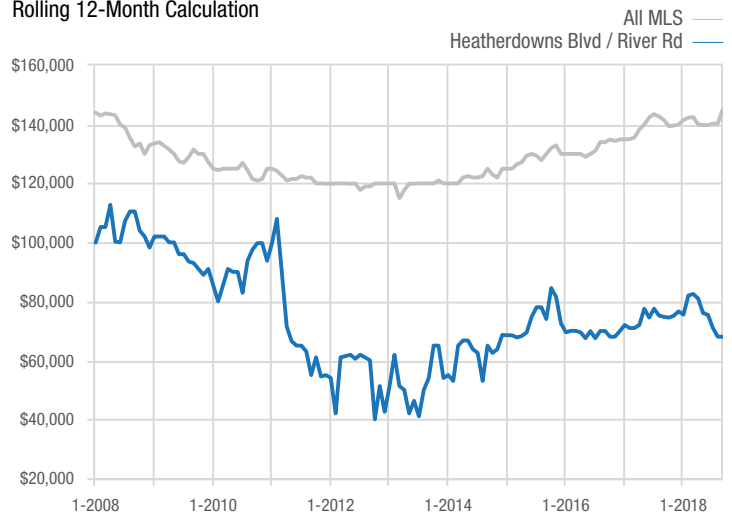
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Maumee

MLS Area 07: 43537

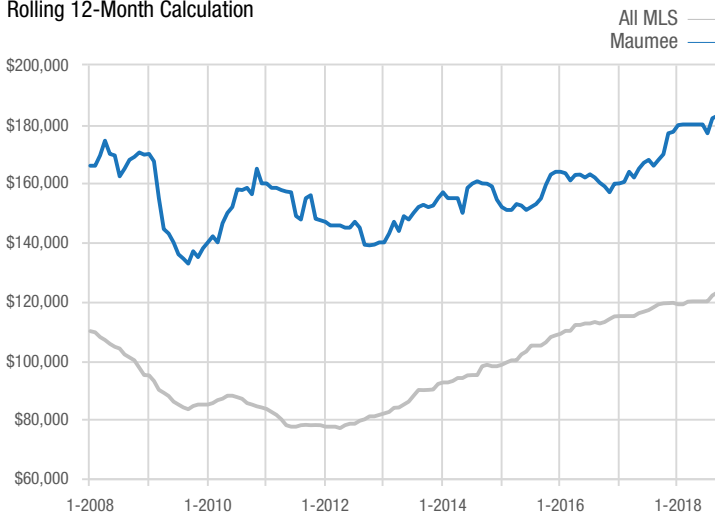
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 33 | 35 | + 6.1% | 449 | 406 | - 9.6% |
| Pending Sales | 28 | 32 | + 14.3% | 336 | 315 | - 6.3% |
| Closed Sales | 32 | 36 | + 12.5% | 333 | 315 | - 5.4% |
| Days on Market Until Sale | 78 | 66 | - 15.4% | 85 | 78 | - 8.2% |
| Median Sales Price* | \$188,350 | \$192,500 | + 2.2% | \$177,000 | \$183,500 | + 3.7% |
| Average Sales Price* | \$218,358 | \$225,524 | + 3.3% | \$209,202 | \$219,408 | + 4.9% |
| Percent of List Price Received* | 96.3% | 97.7% | + 1.5% | 97.9% | 98.1% | + 0.2% |
| Inventory of Homes for Sale | 115 | 111 | - 3.5% | — | — | — |
| Months Supply of Inventory | 3.2 | 3.5 | + 9.4% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 7 | 5 | - 28.6% | 52 | 67 | + 28.8% |
| Pending Sales | 4 | 8 | + 100.0% | 42 | 44 | + 4.8% |
| Closed Sales | 6 | 7 | + 16.7% | 43 | 40 | - 7.0% |
| Days on Market Until Sale | 69 | 65 | - 5.8% | 84 | 61 | - 27.4% |
| Median Sales Price* | \$173,750 | \$195,000 | + 12.2% | \$169,500 | \$182,375 | + 7.6% |
| Average Sales Price* | \$165,167 | \$191,829 | + 16.1% | \$197,527 | \$215,340 | + 9.0% |
| Percent of List Price Received* | 94.7% | 98.4% | + 3.9% | 95.7% | 97.6% | + 2.0% |
| Inventory of Homes for Sale | 12 | 17 | + 41.7% | — | — | — |
| Months Supply of Inventory | 2.6 | 3.5 | + 34.6% | — | — | — |

* 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.

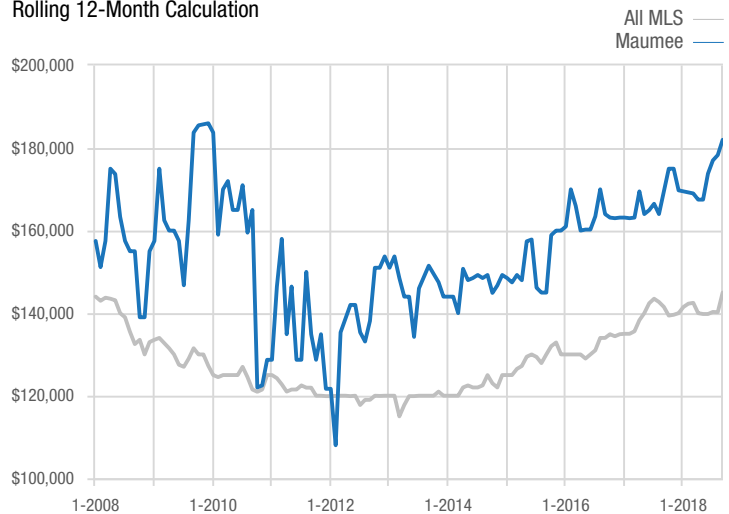
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Monclova

MLS Area 06: 43542

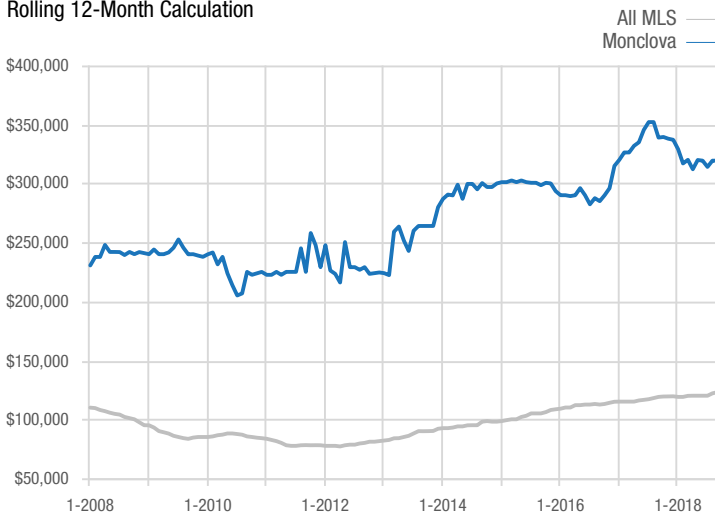
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 4 | 6 | + 50.0% | 75 | 83 | + 10.7% |
| Pending Sales | 9 | 3 | - 66.7% | 49 | 53 | + 8.2% |
| Closed Sales | 9 | 5 | - 44.4% | 46 | 52 | + 13.0% |
| Days on Market Until Sale | 105 | 78 | - 25.7% | 114 | 108 | - 5.3% |
| Median Sales Price* | \$319,850 | \$352,500 | + 10.2% | \$337,450 | \$319,575 | - 5.3% |
| Average Sales Price* | \$329,906 | \$376,530 | + 14.1% | \$329,036 | \$334,406 | + 1.6% |
| Percent of List Price Received* | 97.5% | 116.1% | + 19.1% | 97.5% | 99.3% | + 1.8% |
| Inventory of Homes for Sale | 31 | 33 | + 6.5% | — | — | — |
| Months Supply of Inventory | 6.0 | 6.2 | + 3.3% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 0 | 0 | — | 1 | 3 | + 200.0% |
| Pending Sales | 0 | 2 | — | 1 | 3 | + 200.0% |
| Closed Sales | 0 | 0 | — | 1 | 1 | 0.0% |
| Days on Market Until Sale | — | — | — | 71 | 124 | + 74.6% |
| Median Sales Price* | — | — | — | \$229,000 | \$222,500 | - 2.8% |
| Average Sales Price* | — | — | — | \$229,000 | \$222,500 | - 2.8% |
| Percent of List Price Received* | — | — | — | 95.5% | 98.9% | + 3.6% |
| 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.

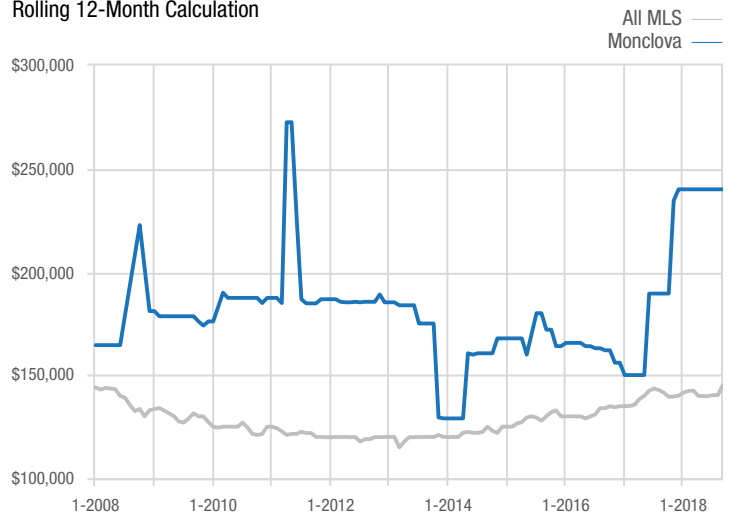
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Olde North End

MLS Area 19: 43608

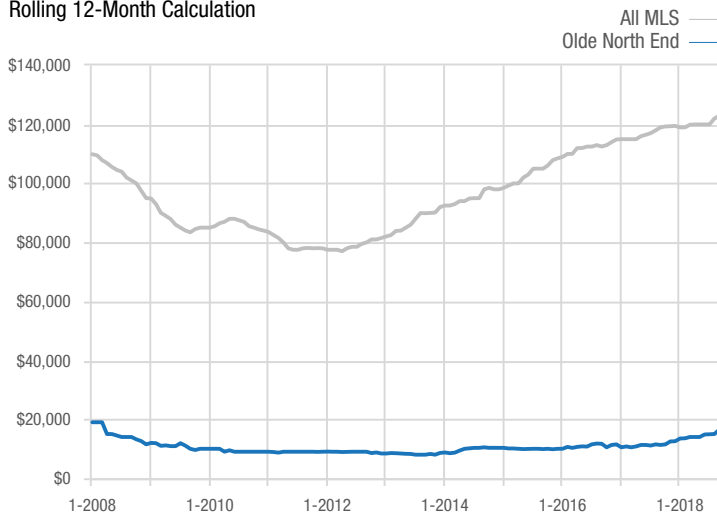
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|----------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| Key Metrics | | | | | | |
| New Listings | 20 | 15 | - 25.0% | 145 | 101 | - 30.3% |
| Pending Sales | 15 | 11 | - 26.7% | 82 | 69 | - 15.9% |
| Closed Sales | 10 | 10 | 0.0% | 77 | 69 | - 10.4% |
| Days on Market Until Sale | 78 | 105 | + 34.6% | 84 | 87 | + 3.6% |
| Median Sales Price* | \$9,500 | \$20,250 | + 113.2% | \$11,250 | \$19,900 | + 76.9% |
| Average Sales Price* | \$11,438 | \$24,990 | + 118.5% | \$17,486 | \$26,566 | + 51.9% |
| Percent of List Price Received* | 91.9% | 95.6% | + 4.0% | 89.2% | 92.2% | + 3.4% |
| Inventory of Homes for Sale | 47 | 34 | - 27.7% | — | — | — |
| Months Supply of Inventory | 4.8 | 4.0 | - 16.7% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % 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.

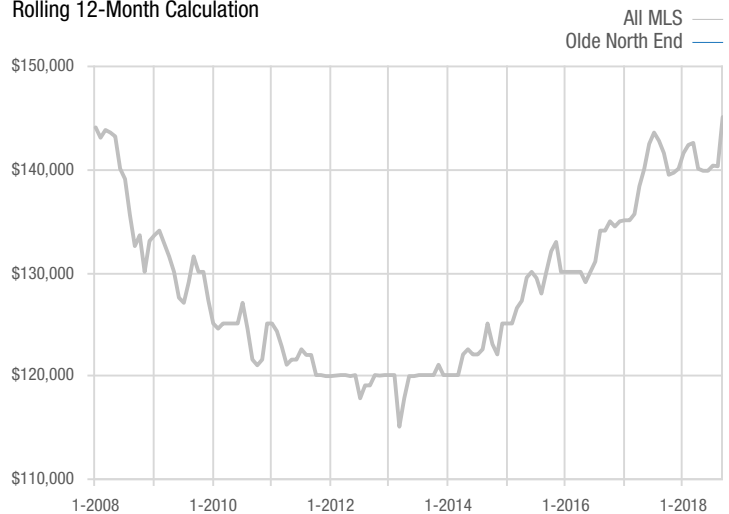
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Olde South End

MLS Area 22: 43609

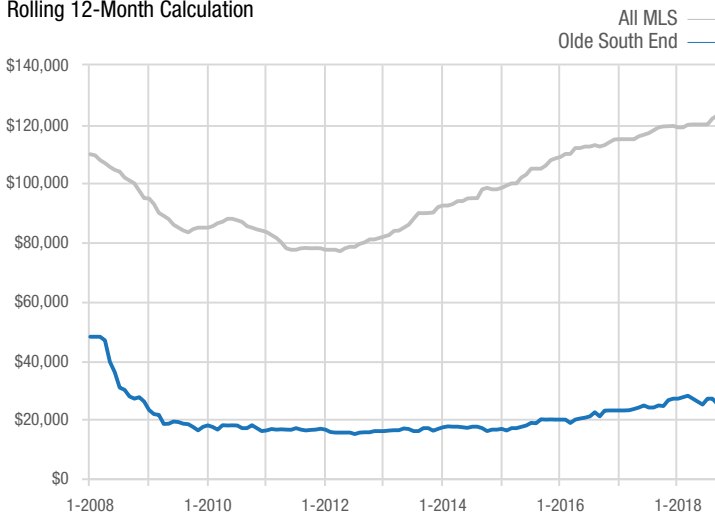
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|----------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| Key Metrics | | | | | | |
| New Listings | 16 | 20 | + 25.0% | 215 | 244 | + 13.5% |
| Pending Sales | 21 | 21 | 0.0% | 137 | 165 | + 20.4% |
| Closed Sales | 9 | 21 | + 133.3% | 123 | 157 | + 27.6% |
| Days on Market Until Sale | 71 | 139 | + 95.8% | 81 | 94 | + 16.0% |
| Median Sales Price* | \$42,500 | \$16,500 | - 61.2% | \$27,000 | \$25,000 | - 7.4% |
| Average Sales Price* | \$35,311 | \$26,498 | - 25.0% | \$32,511 | \$30,284 | - 6.8% |
| Percent of List Price Received* | 91.3% | 88.4% | - 3.2% | 93.0% | 88.4% | - 4.9% |
| Inventory of Homes for Sale | 62 | 70 | + 12.9% | — | — | — |
| Months Supply of Inventory | 4.3 | 4.1 | - 4.7% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % 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 | — | — | — | 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 | — | — | — | — | — | — |

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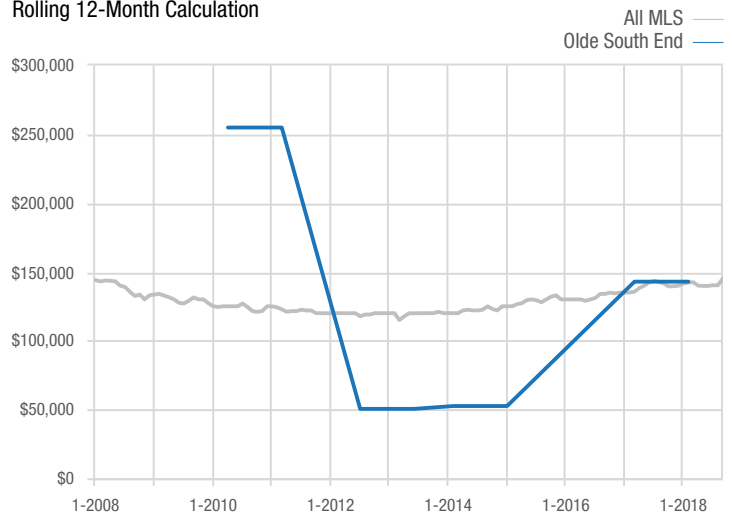
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Olde West End

MLS Area 18: 43610 and 43620

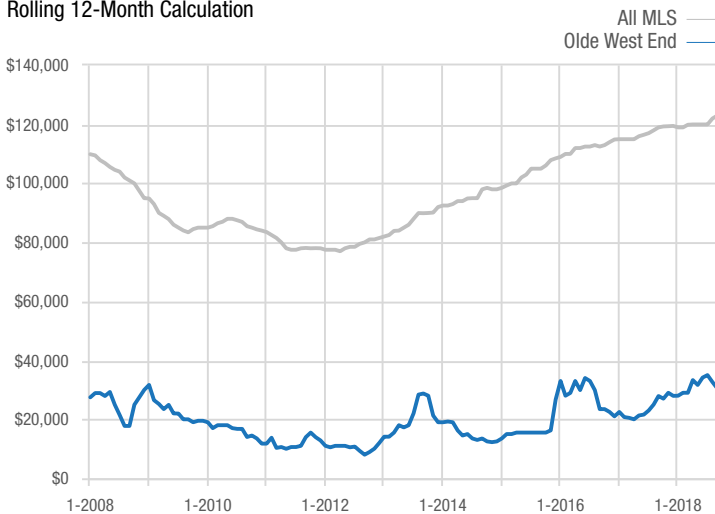
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|-----------------|----------|--------------|-----------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 2 | 8 | + 300.0% | 67 | 50 | - 25.4% |
| Pending Sales | 2 | 3 | + 50.0% | 44 | 32 | - 27.3% |
| Closed Sales | 3 | 3 | 0.0% | 43 | 32 | - 25.6% |
| Days on Market Until Sale | 50 | 42 | - 16.0% | 71 | 67 | - 5.6% |
| Median Sales Price* | \$72,000 | \$48,000 | - 33.3% | \$27,950 | \$30,500 | + 9.1% |
| Average Sales Price* | \$94,121 | \$58,217 | - 38.1% | \$56,171 | \$59,658 | + 6.2% |
| Percent of List Price Received* | 89.7% | 94.9% | + 5.8% | 95.5% | 90.1% | - 5.7% |
| Inventory of Homes for Sale | 23 | 21 | - 8.7% | — | — | — |
| Months Supply of Inventory | 5.4 | 5.5 | + 1.9% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|-----------------|----------|--------------|-----------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 1 | 1 | 0.0% | 10 | 4 | - 60.0% |
| Pending Sales | 0 | 2 | — | 6 | 5 | - 16.7% |
| Closed Sales | 1 | 1 | 0.0% | 6 | 5 | - 16.7% |
| Days on Market Until Sale | 42 | 37 | - 11.9% | 85 | 60 | - 29.4% |
| Median Sales Price* | \$60,000 | \$33,900 | - 43.5% | \$44,750 | \$44,567 | - 0.4% |
| Average Sales Price* | \$60,000 | \$33,900 | - 43.5% | \$43,579 | \$48,093 | + 10.4% |
| Percent of List Price Received* | 96.8% | 85.0% | - 12.2% | 89.8% | 93.5% | + 4.1% |
| Inventory of Homes for Sale | 3 | 1 | - 66.7% | — | — | — |
| Months Supply of Inventory | 2.3 | 0.9 | - 60.9% | — | — | — |

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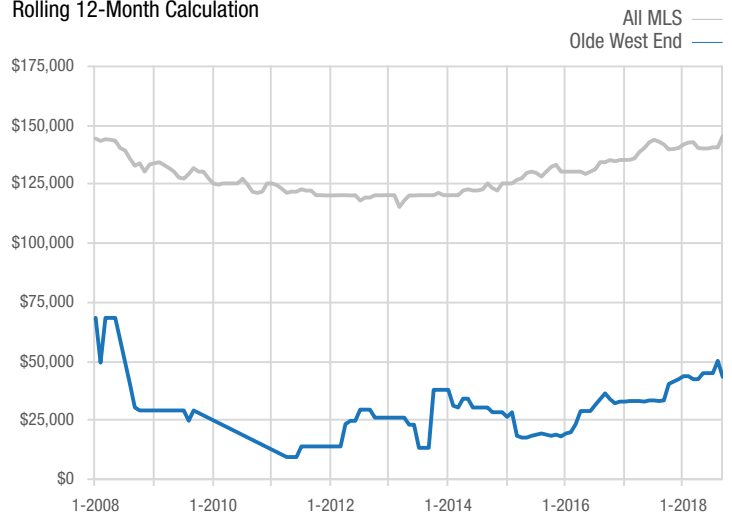
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Oregon

MLS Area 25: 43616

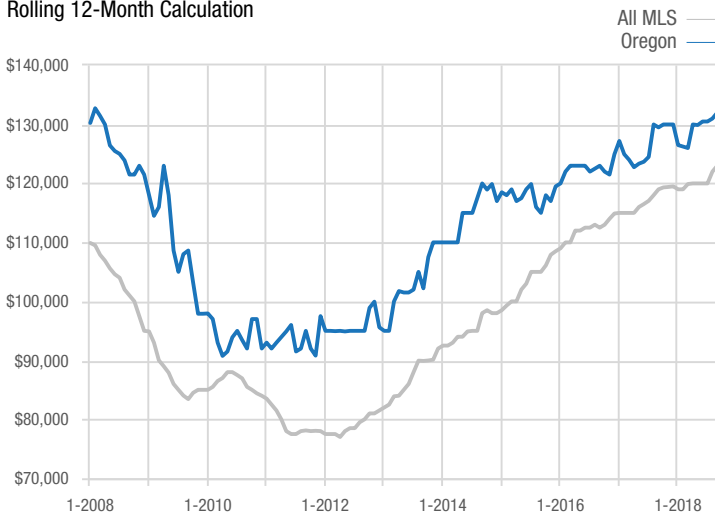
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 21 | 19 | - 9.5% | 238 | 270 | + 13.4% |
| Pending Sales | 23 | 20 | - 13.0% | 183 | 195 | + 6.6% |
| Closed Sales | 28 | 24 | - 14.3% | 186 | 197 | + 5.9% |
| Days on Market Until Sale | 101 | 75 | - 25.7% | 100 | 86 | - 14.0% |
| Median Sales Price* | \$128,000 | \$132,450 | + 3.5% | \$130,000 | \$133,450 | + 2.7% |
| Average Sales Price* | \$136,699 | \$141,667 | + 3.6% | \$135,933 | \$148,109 | + 9.0% |
| Percent of List Price Received* | 97.9% | 96.6% | - 1.3% | 97.0% | 97.1% | + 0.1% |
| Inventory of Homes for Sale | 76 | 80 | + 5.3% | — | — | — |
| Months Supply of Inventory | 3.9 | 3.9 | 0.0% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 1 | 0 | - 100.0% | 10 | 6 | - 40.0% |
| Pending Sales | 0 | 1 | — | 10 | 6 | - 40.0% |
| Closed Sales | 1 | 0 | - 100.0% | 10 | 5 | - 50.0% |
| Days on Market Until Sale | 29 | — | — | 43 | 66 | + 53.5% |
| Median Sales Price* | \$148,000 | — | — | \$152,063 | \$166,900 | + 9.8% |
| Average Sales Price* | \$148,000 | — | — | \$155,896 | \$160,330 | + 2.8% |
| Percent of List Price Received* | 95.5% | — | — | 97.3% | 98.4% | + 1.1% |
| Inventory of Homes for Sale | 1 | 0 | - 100.0% | — | — | — |
| Months Supply of Inventory | 0.6 | — | — | — | — | — |

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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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Ottawa Hills

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

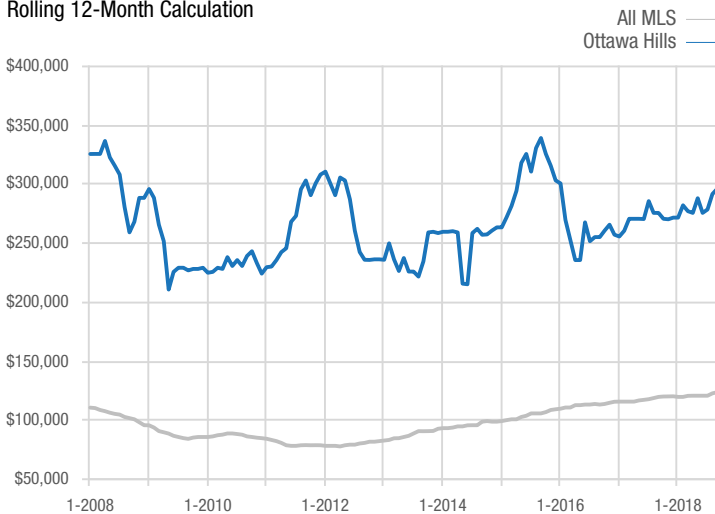
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 8 | 9 | + 12.5% | 136 | 145 | + 6.6% |
| Pending Sales | 10 | 5 | - 50.0% | 79 | 92 | + 16.5% |
| Closed Sales | 9 | 3 | - 66.7% | 78 | 91 | + 16.7% |
| Days on Market Until Sale | 85 | 151 | + 77.6% | 112 | 87 | - 22.3% |
| Median Sales Price* | \$253,000 | \$302,000 | + 19.4% | \$285,500 | \$304,000 | + 6.5% |
| Average Sales Price* | \$321,322 | \$659,333 | + 105.2% | \$335,153 | \$350,851 | + 4.7% |
| Percent of List Price Received* | 96.8% | 90.6% | - 6.4% | 95.8% | 96.8% | + 1.0% |
| Inventory of Homes for Sale | 49 | 47 | - 4.1% | — | — | — |
| Months Supply of Inventory | 6.2 | 5.4 | - 12.9% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 3 | 3 | 0.0% | 18 | 19 | + 5.6% |
| Pending Sales | 2 | 1 | - 50.0% | 9 | 11 | + 22.2% |
| Closed Sales | 2 | 1 | - 50.0% | 8 | 11 | + 37.5% |
| Days on Market Until Sale | 86 | 93 | + 8.1% | 68 | 124 | + 82.4% |
| Median Sales Price* | \$57,500 | \$118,500 | + 106.1% | \$83,100 | \$118,500 | + 42.6% |
| Average Sales Price* | \$57,500 | \$118,500 | + 106.1% | \$113,150 | \$145,786 | + 28.8% |
| Percent of List Price Received* | 79.9% | 98.8% | + 23.7% | 90.1% | 94.1% | + 4.4% |
| Inventory of Homes for Sale | 7 | 9 | + 28.6% | — | — | — |
| Months Supply of Inventory | 3.8 | 6.9 | + 81.6% | — | — | — |

* 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.

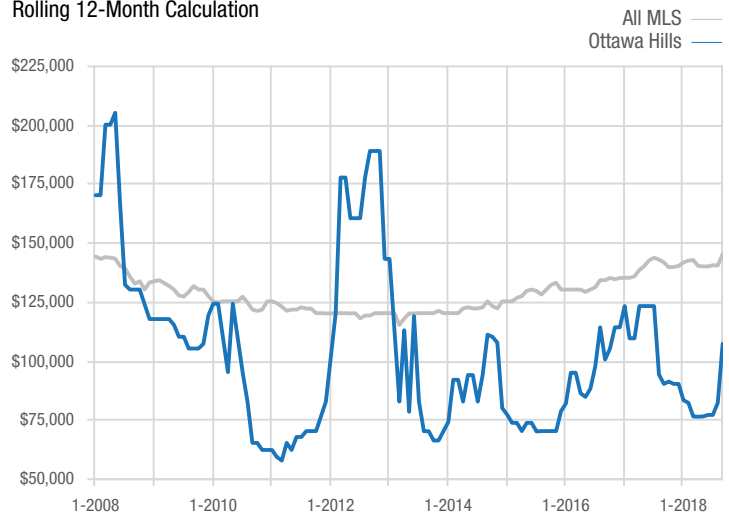
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Ottawa Park / Westgate

MLS Area 17: 43606 (except Ottawa Hills)

| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 33 | 33 | 0.0% | 259 | 261 | + 0.8% |
| Pending Sales | 20 | 17 | - 15.0% | 190 | 185 | - 2.6% |
| Closed Sales | 19 | 18 | - 5.3% | 184 | 184 | 0.0% |
| Days on Market Until Sale | 102 | 75 | - 26.5% | 92 | 72 | - 21.7% |
| Median Sales Price* | \$104,000 | \$112,700 | + 8.4% | \$119,450 | \$120,000 | + 0.5% |
| Average Sales Price* | \$101,164 | \$105,539 | + 4.3% | \$114,249 | \$116,831 | + 2.3% |
| Percent of List Price Received* | 100.3% | 95.8% | - 4.5% | 96.0% | 97.0% | + 1.0% |
| Inventory of Homes for Sale | 87 | 92 | + 5.7% | — | — | — |
| Months Supply of Inventory | 4.6 | 4.5 | - 2.2% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|----------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 2 | 1 | - 50.0% | 5 | 8 | + 60.0% |
| Pending Sales | 0 | 1 | — | 4 | 7 | + 75.0% |
| Closed Sales | 0 | 1 | — | 5 | 7 | + 40.0% |
| Days on Market Until Sale | — | 55 | — | 108 | 67 | - 38.0% |
| Median Sales Price* | — | \$80,000 | — | \$111,500 | \$109,000 | - 2.2% |
| Average Sales Price* | — | \$80,000 | — | \$83,060 | \$93,500 | + 12.6% |
| Percent of List Price Received* | — | 94.7% | — | 95.1% | 94.6% | - 0.5% |
| 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.

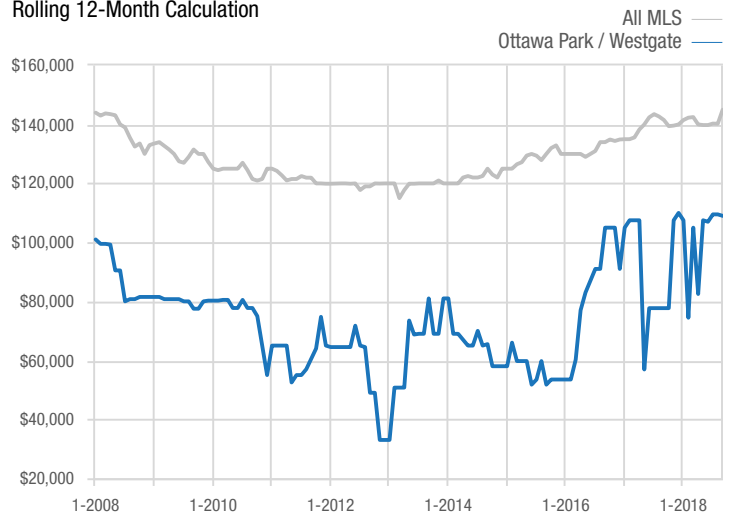
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Perrysburg / Perrysburg Twp

MLS Area 53: 43551

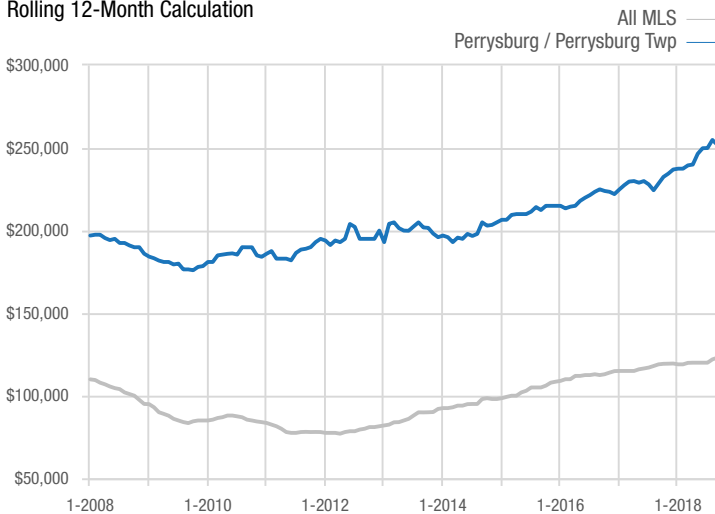
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 50 | 40 | - 20.0% | 581 | 536 | - 7.7% |
| Pending Sales | 51 | 59 | + 15.7% | 420 | 443 | + 5.5% |
| Closed Sales | 45 | 58 | + 28.9% | 415 | 433 | + 4.3% |
| Days on Market Until Sale | 87 | 91 | + 4.6% | 105 | 98 | - 6.7% |
| Median Sales Price* | \$258,500 | \$250,000 | - 3.3% | \$232,500 | \$255,000 | + 9.7% |
| Average Sales Price* | \$298,604 | \$273,455 | - 8.4% | \$258,361 | \$282,413 | + 9.3% |
| Percent of List Price Received* | 98.5% | 97.7% | - 0.8% | 98.1% | 98.1% | 0.0% |
| Inventory of Homes for Sale | 175 | 150 | - 14.3% | — | — | — |
| Months Supply of Inventory | 3.8 | 3.2 | - 15.8% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 8 | 3 | - 62.5% | 88 | 68 | - 22.7% |
| Pending Sales | 7 | 2 | - 71.4% | 70 | 62 | - 11.4% |
| Closed Sales | 4 | 5 | + 25.0% | 72 | 62 | - 13.9% |
| Days on Market Until Sale | 88 | 54 | - 38.6% | 95 | 77 | - 18.9% |
| Median Sales Price* | \$183,700 | \$190,000 | + 3.4% | \$163,000 | \$190,925 | + 17.1% |
| Average Sales Price* | \$211,725 | \$204,480 | - 3.4% | \$188,855 | \$201,911 | + 6.9% |
| Percent of List Price Received* | 97.6% | 97.8% | + 0.2% | 96.8% | 98.1% | + 1.3% |
| Inventory of Homes for Sale | 21 | 17 | - 19.0% | — | — | — |
| Months Supply of Inventory | 2.9 | 2.7 | - 6.9% | — | — | — |

* 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.

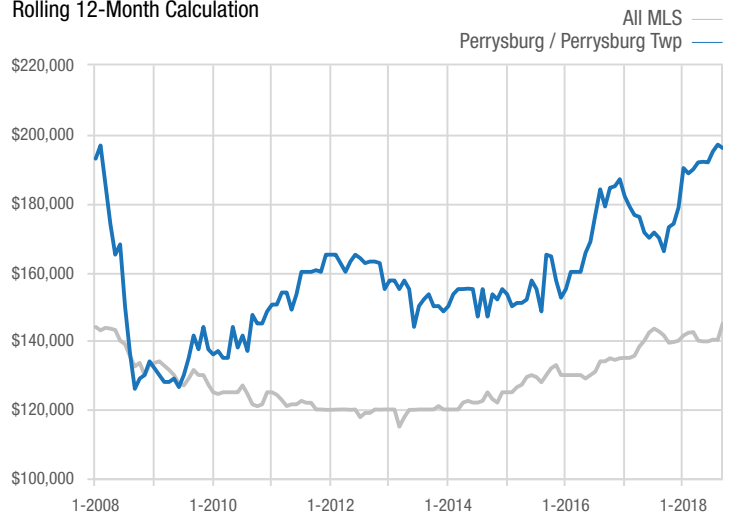
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Point Place

MLS Area 14: 43611

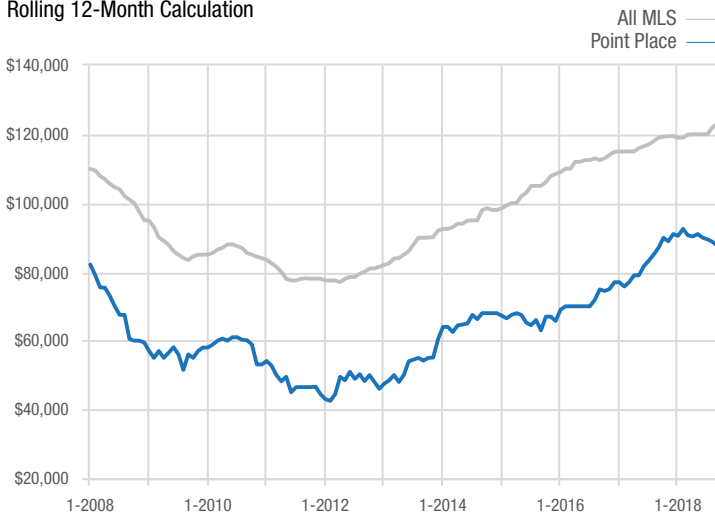
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|-----------------|----------|--------------|-----------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| Key Metrics | | | | | | |
| New Listings | 28 | 29 | + 3.6% | 282 | 262 | - 7.1% |
| Pending Sales | 21 | 22 | + 4.8% | 218 | 195 | - 10.6% |
| Closed Sales | 26 | 21 | - 19.2% | 220 | 196 | - 10.9% |
| Days on Market Until Sale | 77 | 111 | + 44.2% | 99 | 86 | - 13.1% |
| Median Sales Price* | \$112,000 | \$86,450 | - 22.8% | \$90,000 | \$84,300 | - 6.3% |
| Average Sales Price* | \$100,111 | \$98,143 | - 2.0% | \$93,140 | \$90,664 | - 2.7% |
| Percent of List Price Received* | 96.2% | 97.4% | + 1.2% | 95.6% | 96.7% | + 1.2% |
| Inventory of Homes for Sale | 91 | 72 | - 20.9% | — | — | — |
| Months Supply of Inventory | 4.0 | 3.4 | - 15.0% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|------------|----------|--------------|-----------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| Key Metrics | | | | | | |
| New Listings | 0 | 1 | — | 2 | 2 | 0.0% |
| Pending Sales | 0 | 0 | — | 2 | 1 | - 50.0% |
| Closed Sales | 0 | 0 | — | 2 | 1 | - 50.0% |
| Days on Market Until Sale | — | — | — | 115 | 96 | - 16.5% |
| Median Sales Price* | — | — | — | \$45,000 | \$46,000 | + 2.2% |
| Average Sales Price* | — | — | — | \$45,000 | \$46,000 | + 2.2% |
| Percent of List Price Received* | — | — | — | 95.1% | 92.2% | - 3.0% |
| Inventory of Homes for Sale | 1 | 1 | 0.0% | — | — | — |
| Months Supply of Inventory | 1.0 | 1.0 | 0.0% | — | — | — |

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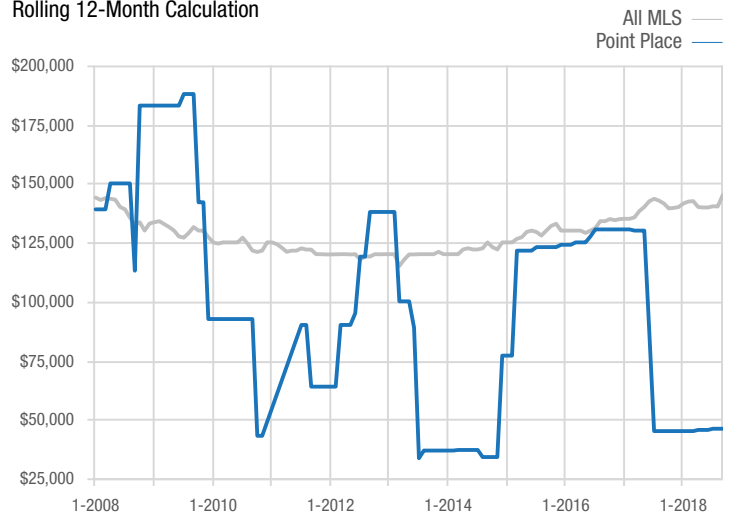
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Scott Park

MLS Area 21: 43607

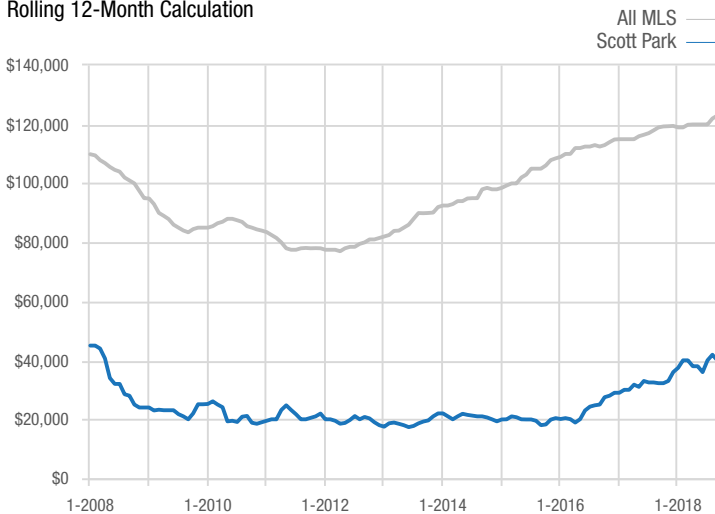
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|----------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 9 | 19 | + 111.1% | 160 | 204 | + 27.5% |
| Pending Sales | 13 | 17 | + 30.8% | 118 | 133 | + 12.7% |
| Closed Sales | 11 | 17 | + 54.5% | 119 | 131 | + 10.1% |
| Days on Market Until Sale | 77 | 63 | - 18.2% | 94 | 83 | - 11.7% |
| Median Sales Price* | \$16,000 | \$26,500 | + 65.6% | \$31,500 | \$38,500 | + 22.2% |
| Average Sales Price* | \$34,967 | \$43,556 | + 24.6% | \$39,192 | \$43,907 | + 12.0% |
| Percent of List Price Received* | 104.6% | 95.3% | - 8.9% | 93.7% | 92.3% | - 1.5% |
| Inventory of Homes for Sale | 48 | 77 | + 60.4% | — | — | — |
| Months Supply of Inventory | 3.6 | 5.4 | + 50.0% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| 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 | — | — | — | — | — | — |

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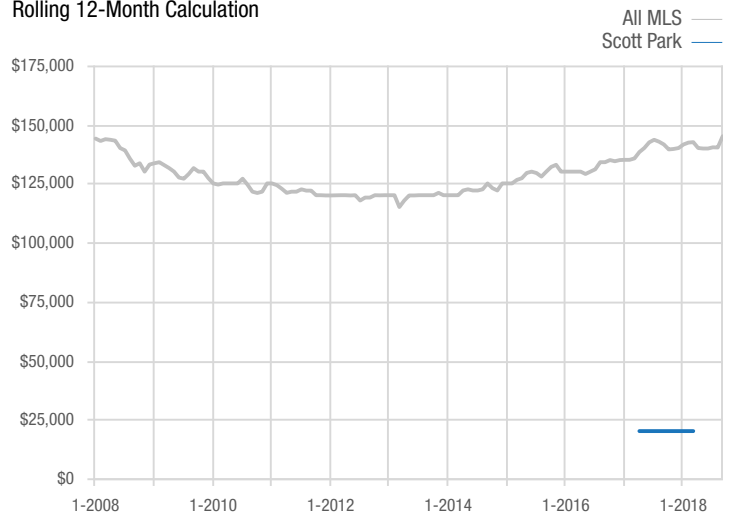
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Spring Meadows

MLS Area 05: 43528 (Includes Holland)

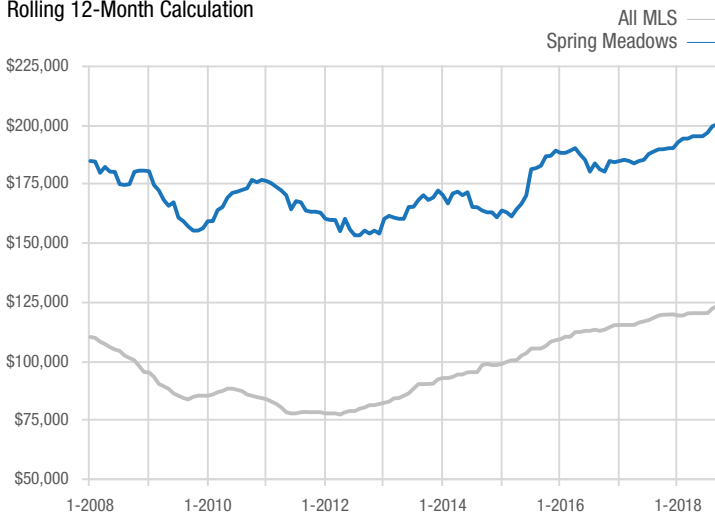
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| Key Metrics | | | | | | |
| New Listings | 26 | 30 | + 15.4% | 254 | 286 | + 12.6% |
| Pending Sales | 21 | 19 | - 9.5% | 197 | 187 | - 5.1% |
| Closed Sales | 26 | 15 | - 42.3% | 203 | 183 | - 9.9% |
| Days on Market Until Sale | 99 | 96 | - 3.0% | 96 | 95 | - 1.0% |
| Median Sales Price* | \$210,700 | \$223,000 | + 5.8% | \$189,900 | \$201,950 | + 6.3% |
| Average Sales Price* | \$232,449 | \$225,520 | - 3.0% | \$196,334 | \$211,573 | + 7.8% |
| Percent of List Price Received* | 97.5% | 98.2% | + 0.7% | 98.0% | 98.9% | + 0.9% |
| Inventory of Homes for Sale | 74 | 102 | + 37.8% | — | — | — |
| Months Supply of Inventory | 3.5 | 5.2 | + 48.6% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| Key Metrics | | | | | | |
| New Listings | 2 | 1 | - 50.0% | 30 | 42 | + 40.0% |
| Pending Sales | 0 | 2 | — | 22 | 28 | + 27.3% |
| Closed Sales | 0 | 3 | — | 22 | 28 | + 27.3% |
| Days on Market Until Sale | — | 53 | — | 105 | 100 | - 4.8% |
| Median Sales Price* | — | \$269,000 | — | \$187,500 | \$208,500 | + 11.2% |
| Average Sales Price* | — | \$260,333 | — | \$196,467 | \$211,554 | + 7.7% |
| Percent of List Price Received* | — | 93.6% | — | 96.3% | 96.1% | - 0.2% |
| Inventory of Homes for Sale | 9 | 15 | + 66.7% | — | — | — |
| Months Supply of Inventory | 3.2 | 5.8 | + 81.3% | — | — | — |

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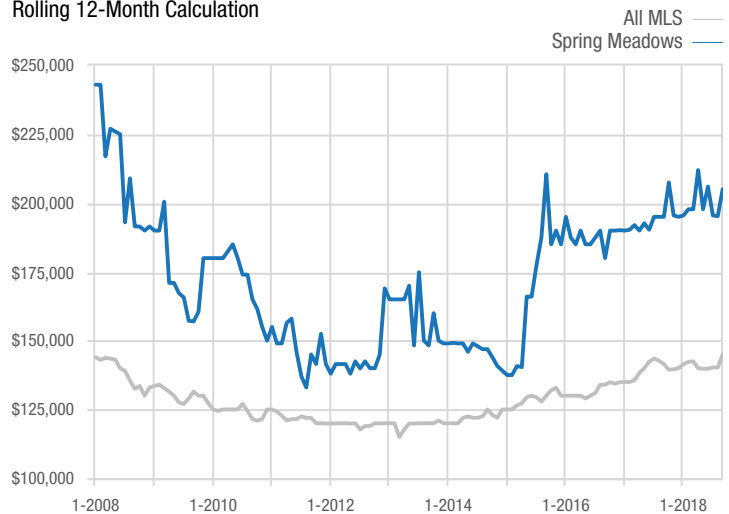
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Swanton / Airport

MLS Area 04: 43558 in Fulton and Lucas Counties

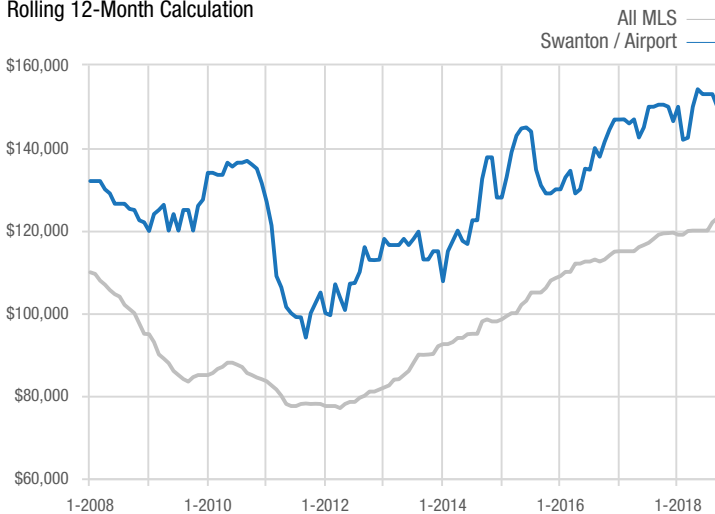
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 15 | 15 | 0.0% | 143 | 132 | - 7.7% |
| Pending Sales | 16 | 13 | - 18.8% | 103 | 99 | - 3.9% |
| Closed Sales | 16 | 13 | - 18.8% | 102 | 96 | - 5.9% |
| Days on Market Until Sale | 65 | 71 | + 9.2% | 87 | 82 | - 5.7% |
| Median Sales Price* | \$169,000 | \$140,000 | - 17.2% | \$146,500 | \$150,000 | + 2.4% |
| Average Sales Price* | \$169,787 | \$159,033 | - 6.3% | \$156,337 | \$171,075 | + 9.4% |
| Percent of List Price Received* | 97.7% | 99.9% | + 2.3% | 97.9% | 98.5% | + 0.6% |
| Inventory of Homes for Sale | 46 | 40 | - 13.0% | — | — | — |
| Months Supply of Inventory | 4.4 | 3.7 | - 15.9% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 0 | 2 | — | 2 | 6 | + 200.0% |
| Pending Sales | 0 | 0 | — | 1 | 4 | + 300.0% |
| Closed Sales | 0 | 2 | — | 1 | 4 | + 300.0% |
| Days on Market Until Sale | — | 126 | — | 128 | 111 | - 13.3% |
| Median Sales Price* | — | \$220,950 | — | \$198,000 | \$216,450 | + 9.3% |
| Average Sales Price* | — | \$220,950 | — | \$198,000 | \$213,475 | + 7.8% |
| Percent of List Price Received* | — | 101.9% | — | 100.0% | 100.6% | + 0.6% |
| Inventory of Homes for Sale | 1 | 2 | + 100.0% | — | — | — |
| Months Supply of Inventory | 1.0 | 1.5 | + 50.0% | — | — | — |

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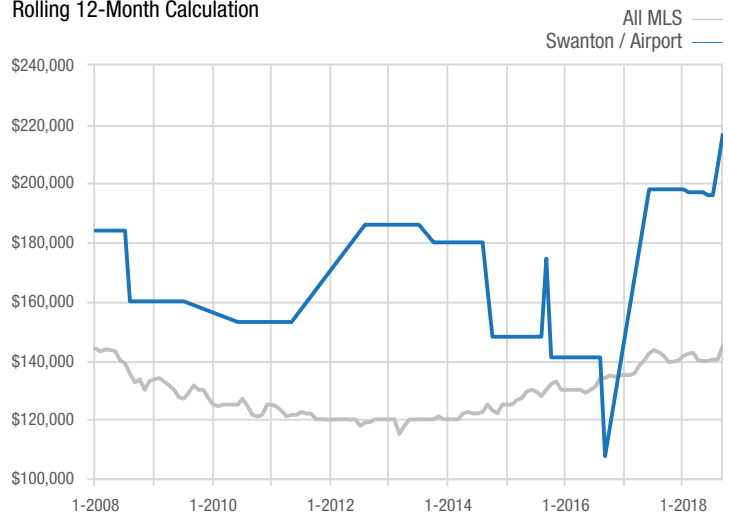
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Sylvania

43560 and 43617

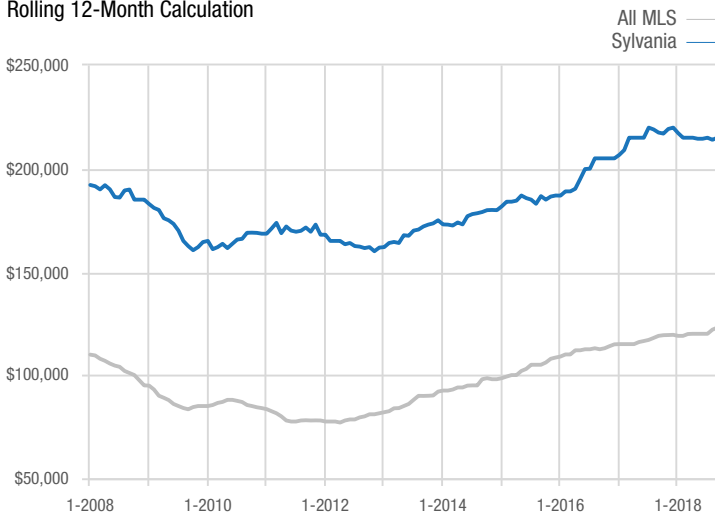
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| Key Metrics | | | | | | |
| New Listings | 48 | 57 | + 18.8% | 666 | 717 | + 7.7% |
| Pending Sales | 42 | 49 | + 16.7% | 469 | 515 | + 9.8% |
| Closed Sales | 47 | 45 | - 4.3% | 466 | 506 | + 8.6% |
| Days on Market Until Sale | 83 | 83 | 0.0% | 94 | 86 | - 8.5% |
| Median Sales Price* | \$219,900 | \$235,000 | + 6.9% | \$221,000 | \$217,500 | - 1.6% |
| Average Sales Price* | \$242,567 | \$259,443 | + 7.0% | \$232,287 | \$231,041 | - 0.5% |
| Percent of List Price Received* | 97.8% | 98.2% | + 0.4% | 98.0% | 98.2% | + 0.2% |
| Inventory of Homes for Sale | 211 | 200 | - 5.2% | — | — | — |
| Months Supply of Inventory | 4.4 | 3.8 | - 13.6% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| Key Metrics | | | | | | |
| New Listings | 6 | 12 | + 100.0% | 119 | 164 | + 37.8% |
| Pending Sales | 10 | 13 | + 30.0% | 105 | 114 | + 8.6% |
| Closed Sales | 11 | 16 | + 45.5% | 103 | 115 | + 11.7% |
| Days on Market Until Sale | 70 | 84 | + 20.0% | 99 | 94 | - 5.1% |
| Median Sales Price* | \$202,250 | \$171,250 | - 15.3% | \$163,500 | \$169,900 | + 3.9% |
| Average Sales Price* | \$179,241 | \$195,790 | + 9.2% | \$171,493 | \$179,777 | + 4.8% |
| Percent of List Price Received* | 96.8% | 97.8% | + 1.0% | 96.5% | 96.5% | 0.0% |
| Inventory of Homes for Sale | 34 | 51 | + 50.0% | — | — | — |
| Months Supply of Inventory | 3.0 | 4.4 | + 46.7% | — | — | — |

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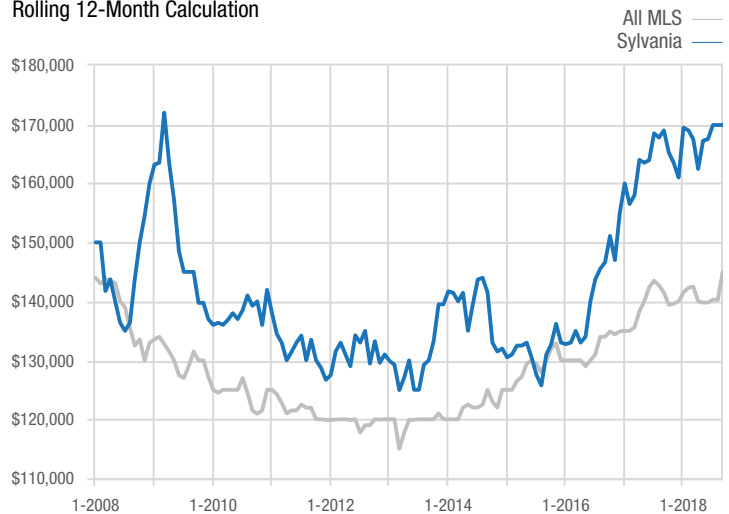
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Toledo

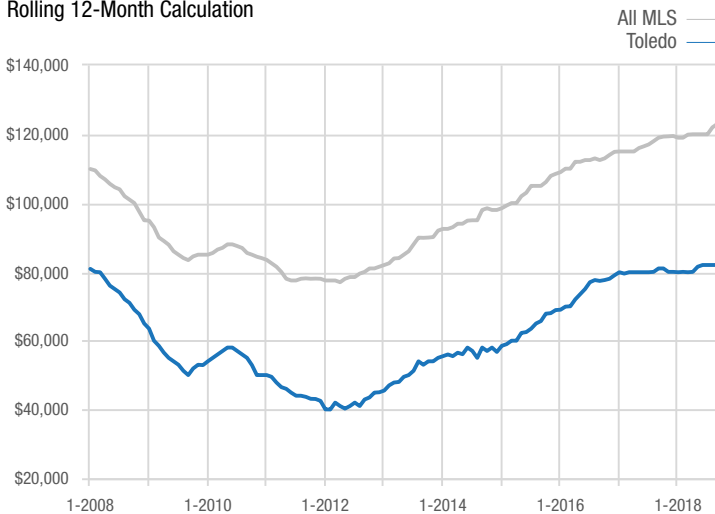
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 389 | 364 | - 6.4% | 3,848 | 3,828 | - 0.5% |
| Pending Sales | 301 | 299 | - 0.7% | 2,701 | 2,838 | + 5.1% |
| Closed Sales | 307 | 292 | - 4.9% | 2,651 | 2,805 | + 5.8% |
| Days on Market Until Sale | 85 | 91 | + 7.1% | 94 | 85 | - 9.6% |
| Median Sales Price* | \$82,750 | \$84,750 | + 2.4% | \$82,950 | \$84,900 | + 2.4% |
| Average Sales Price* | \$96,305 | \$102,034 | + 5.9% | \$96,717 | \$102,744 | + 6.2% |
| Percent of List Price Received* | 95.4% | 95.1% | - 0.3% | 95.8% | 95.6% | - 0.2% |
| Inventory of Homes for Sale | 1,284 | 1,165 | - 9.3% | — | — | — |
| Months Supply of Inventory | 4.5 | 3.8 | - 15.6% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 33 | 28 | - 15.2% | 263 | 279 | + 6.1% |
| Pending Sales | 21 | 27 | + 28.6% | 186 | 220 | + 18.3% |
| Closed Sales | 22 | 19 | - 13.6% | 180 | 213 | + 18.3% |
| Days on Market Until Sale | 74 | 60 | - 18.9% | 101 | 84 | - 16.8% |
| Median Sales Price* | \$89,450 | \$105,000 | + 17.4% | \$107,000 | \$108,000 | + 0.9% |
| Average Sales Price* | \$90,879 | \$108,203 | + 19.1% | \$118,788 | \$120,859 | + 1.7% |
| Percent of List Price Received* | 92.4% | 95.0% | + 2.8% | 95.3% | 96.1% | + 0.8% |
| Inventory of Homes for Sale | 95 | 81 | - 14.7% | — | — | — |
| Months Supply of Inventory | 4.9 | 3.6 | - 26.5% | — | — | — |

* 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.

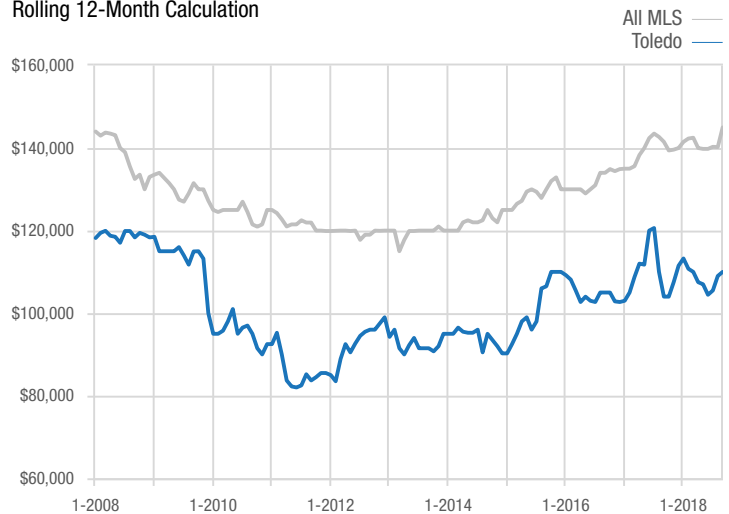
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Towne Centre

MLS Area 20: 43604

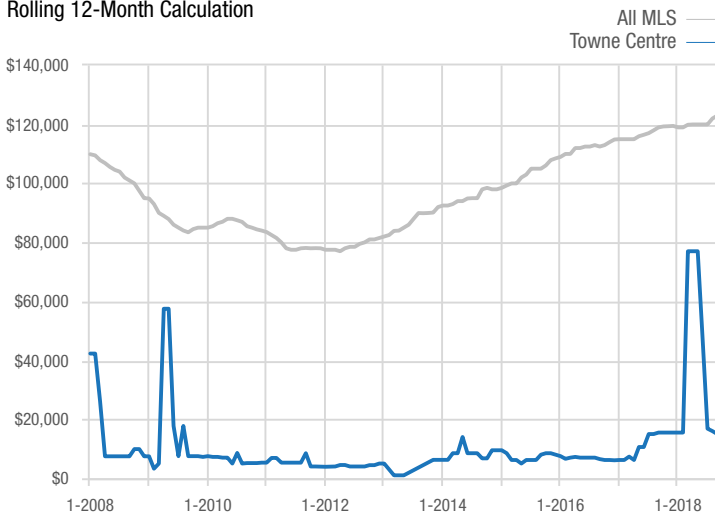
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 0 | 1 | — | 8 | 13 | + 62.5% |
| Pending Sales | 2 | 0 | - 100.0% | 7 | 7 | 0.0% |
| Closed Sales | 2 | 0 | - 100.0% | 6 | 7 | + 16.7% |
| Days on Market Until Sale | 67 | — | — | 89 | 68 | - 23.6% |
| Median Sales Price* | \$120,500 | — | — | \$18,500 | \$17,663 | - 4.5% |
| Average Sales Price* | \$120,500 | — | — | \$85,199 | \$54,523 | - 36.0% |
| Percent of List Price Received* | 90.2% | — | — | 80.2% | 100.7% | + 25.6% |
| Inventory of Homes for Sale | 1 | 6 | + 500.0% | — | — | — |
| Months Supply of Inventory | 0.6 | 4.5 | + 650.0% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 1 | 1 | 0.0% | 10 | 9 | - 10.0% |
| Pending Sales | 0 | 2 | — | 7 | 8 | + 14.3% |
| Closed Sales | 0 | 1 | — | 7 | 6 | - 14.3% |
| Days on Market Until Sale | — | 122 | — | 101 | 64 | - 36.6% |
| Median Sales Price* | — | \$245,000 | — | \$204,900 | \$231,500 | + 13.0% |
| Average Sales Price* | — | \$245,000 | — | \$203,931 | \$244,742 | + 20.0% |
| Percent of List Price Received* | — | 94.3% | — | 94.9% | 95.2% | + 0.3% |
| Inventory of Homes for Sale | 3 | 2 | - 33.3% | — | — | — |
| Months Supply of Inventory | 2.4 | 1.4 | - 41.7% | — | — | — |

* 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.

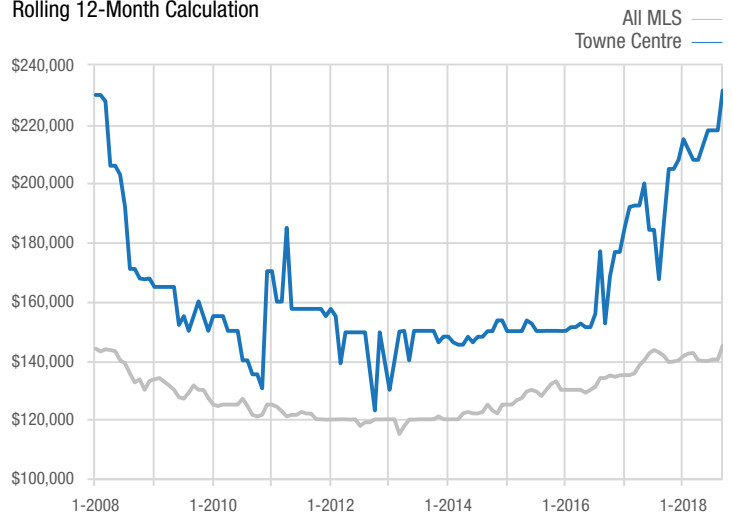
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Tremainsville

MLS Area 12: 43613

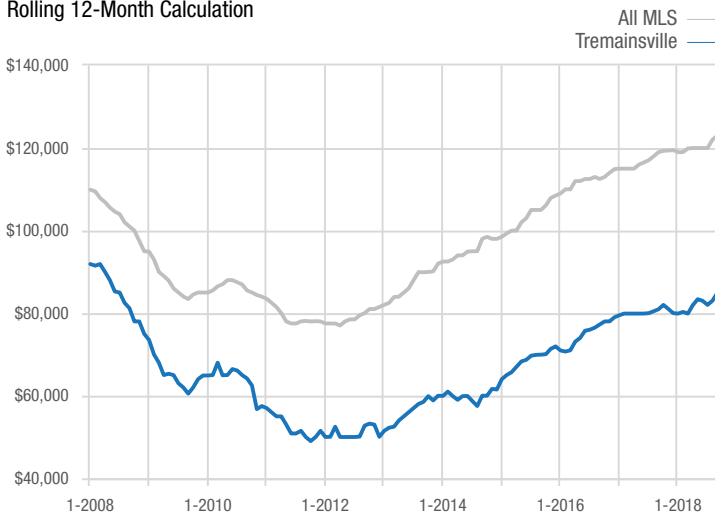
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|-----------------|----------|--------------|-----------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| Key Metrics | | | | | | |
| New Listings | 74 | 62 | - 16.2% | 678 | 615 | - 9.3% |
| Pending Sales | 53 | 49 | - 7.5% | 439 | 476 | + 8.4% |
| Closed Sales | 53 | 47 | - 11.3% | 427 | 476 | + 11.5% |
| Days on Market Until Sale | 95 | 76 | - 20.0% | 91 | 90 | - 1.1% |
| Median Sales Price* | \$78,900 | \$93,000 | + 17.9% | \$80,000 | \$85,500 | + 6.9% |
| Average Sales Price* | \$77,306 | \$88,954 | + 15.1% | \$80,027 | \$84,812 | + 6.0% |
| Percent of List Price Received* | 95.0% | 96.9% | + 2.0% | 96.7% | 96.8% | + 0.1% |
| Inventory of Homes for Sale | 228 | 188 | - 17.5% | — | — | — |
| Months Supply of Inventory | 5.1 | 3.7 | - 27.5% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|------|----------|--------------|-----------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| Key Metrics | | | | | | |
| New Listings | 0 | 0 | — | 5 | 0 | - 100.0% |
| Pending Sales | 1 | 0 | - 100.0% | 2 | 3 | + 50.0% |
| Closed Sales | 1 | 0 | - 100.0% | 2 | 3 | + 50.0% |
| Days on Market Until Sale | 114 | — | — | 95 | 194 | + 104.2% |
| Median Sales Price* | \$97,000 | — | — | \$82,450 | \$77,500 | - 6.0% |
| Average Sales Price* | \$97,000 | — | — | \$82,450 | \$79,467 | - 3.6% |
| Percent of List Price Received* | 92.4% | — | — | 94.8% | 95.8% | + 1.1% |
| Inventory of Homes for Sale | 3 | 0 | - 100.0% | — | — | — |
| Months Supply of Inventory | 3.0 | — | — | — | — | — |

* 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.

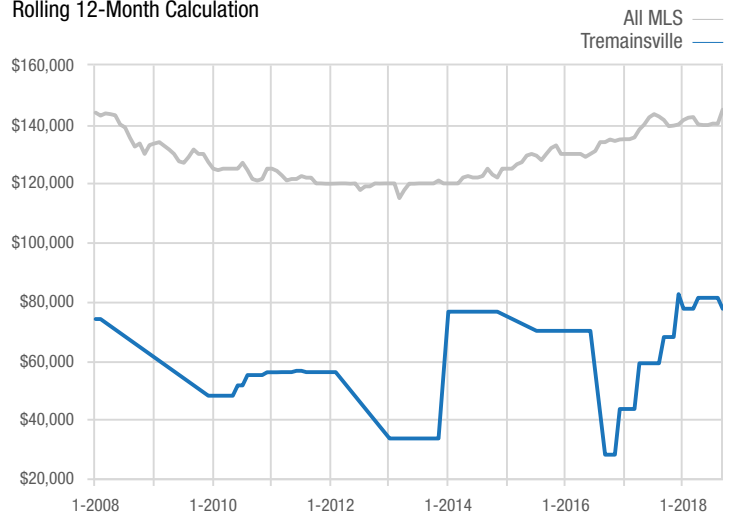
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – September 2018

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Waterville

MLS Area 10: 43566

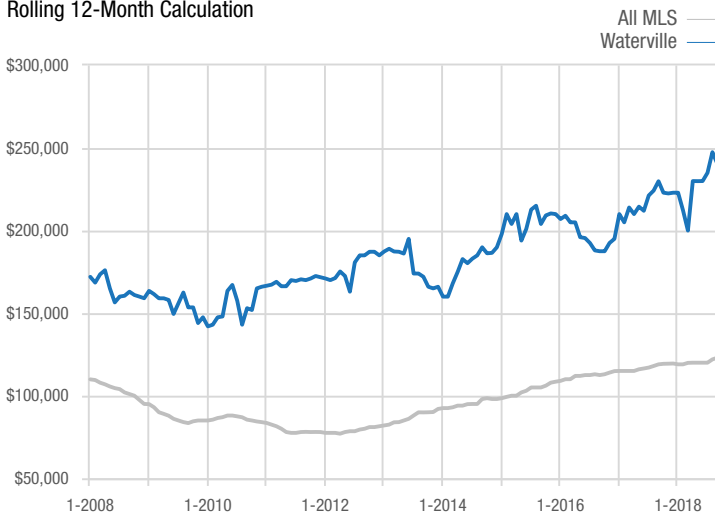
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 17 | 11 | - 35.3% | 134 | 119 | - 11.2% |
| Pending Sales | 14 | 9 | - 35.7% | 99 | 97 | - 2.0% |
| Closed Sales | 12 | 9 | - 25.0% | 100 | 95 | - 5.0% |
| Days on Market Until Sale | 96 | 60 | - 37.5% | 100 | 107 | + 7.0% |
| Median Sales Price* | \$225,700 | \$198,000 | - 12.3% | \$229,450 | \$251,000 | + 9.4% |
| Average Sales Price* | \$212,613 | \$199,963 | - 5.9% | \$231,671 | \$247,643 | + 6.9% |
| Percent of List Price Received* | 99.0% | 101.7% | + 2.7% | 98.2% | 99.5% | + 1.3% |
| Inventory of Homes for Sale | 42 | 39 | - 7.1% | — | — | — |
| Months Supply of Inventory | 3.8 | 3.8 | 0.0% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 0 | 1 | — | 14 | 16 | + 14.3% |
| Pending Sales | 1 | 0 | - 100.0% | 14 | 11 | - 21.4% |
| Closed Sales | 1 | 0 | - 100.0% | 15 | 11 | - 26.7% |
| Days on Market Until Sale | 66 | — | — | 65 | 47 | - 27.7% |
| Median Sales Price* | \$174,900 | — | — | \$160,000 | \$135,900 | - 15.1% |
| Average Sales Price* | \$174,900 | — | — | \$150,083 | \$135,955 | - 9.4% |
| Percent of List Price Received* | 100.0% | — | — | 98.0% | 97.4% | - 0.6% |
| Inventory of Homes for Sale | 1 | 3 | + 200.0% | — | — | — |
| Months Supply of Inventory | 0.5 | 1.6 | + 220.0% | — | — | — |

* 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.

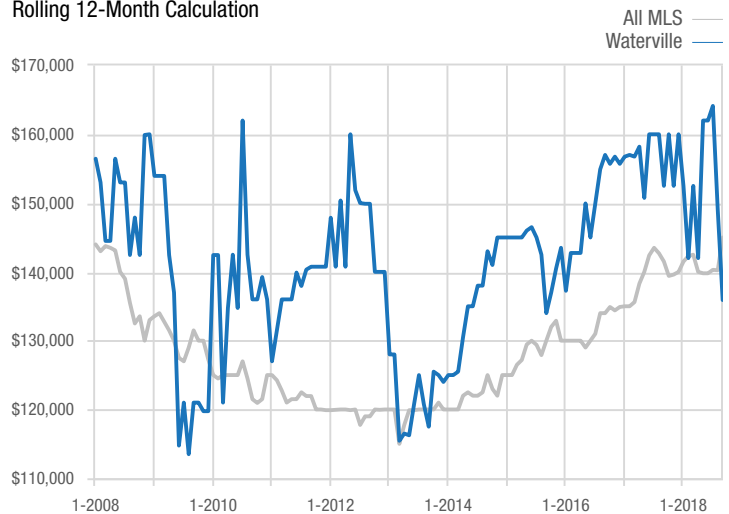
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Whitehouse

MLS Area 08: 43571

| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 17 | 10 | - 41.2% | 120 | 130 | + 8.3% |
| Pending Sales | 11 | 10 | - 9.1% | 91 | 93 | + 2.2% |
| Closed Sales | 11 | 7 | - 36.4% | 92 | 90 | - 2.2% |
| Days on Market Until Sale | 106 | 114 | + 7.5% | 95 | 84 | - 11.6% |
| Median Sales Price* | \$269,900 | \$253,000 | - 6.3% | \$264,000 | \$239,900 | - 9.1% |
| Average Sales Price* | \$263,036 | \$260,343 | - 1.0% | \$262,922 | \$249,241 | - 5.2% |
| Percent of List Price Received* | 96.2% | 100.0% | + 4.0% | 97.5% | 98.8% | + 1.3% |
| Inventory of Homes for Sale | 40 | 40 | 0.0% | — | — | — |
| Months Supply of Inventory | 4.0 | 3.8 | - 5.0% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 0 | 0 | — | 4 | 7 | + 75.0% |
| Pending Sales | 1 | 0 | - 100.0% | 5 | 5 | 0.0% |
| Closed Sales | 0 | 0 | — | 4 | 5 | + 25.0% |
| Days on Market Until Sale | — | — | — | 90 | 50 | - 44.4% |
| Median Sales Price* | — | — | — | \$193,500 | \$226,000 | + 16.8% |
| Average Sales Price* | — | — | — | \$198,000 | \$211,700 | + 6.9% |
| Percent of List Price Received* | — | — | — | 96.9% | 99.1% | + 2.3% |
| Inventory of Homes for Sale | 0 | 1 | — | — | — | — |
| Months Supply of Inventory | — | 0.8 | — | — | — | — |

* 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.

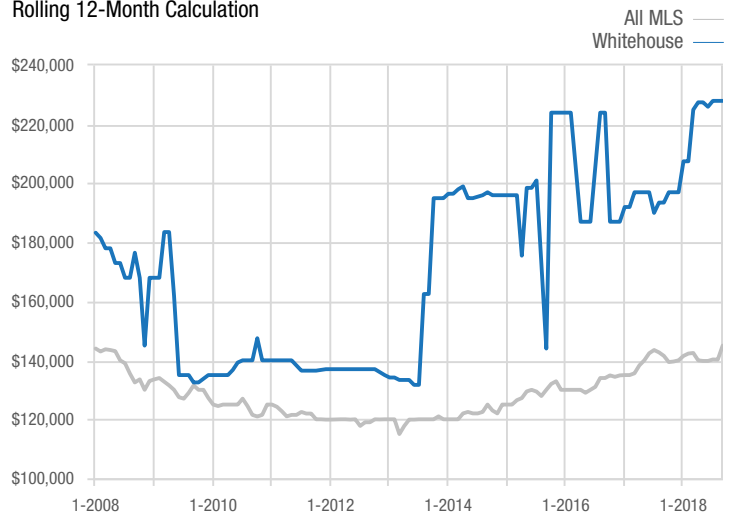
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wildwood / Reynolds Corners

MLS Area 15: 43615 (except Ottawa Hills)

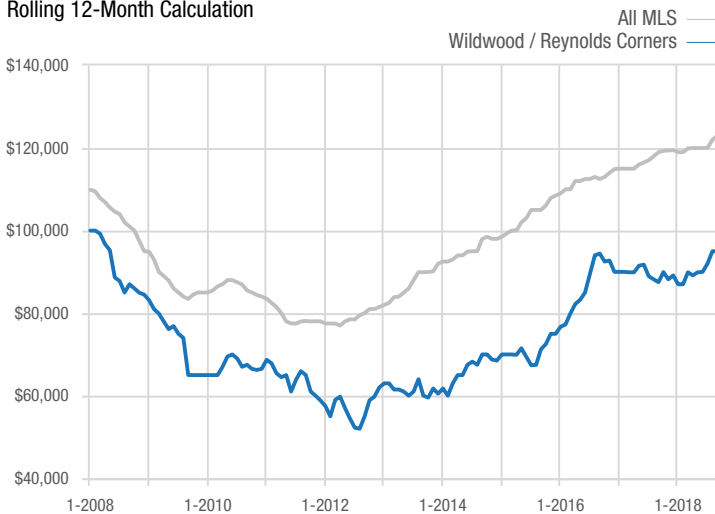
| Single Family | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 41 | 36 | - 12.2% | 383 | 350 | - 8.6% |
| Pending Sales | 31 | 27 | - 12.9% | 292 | 278 | - 4.8% |
| Closed Sales | 44 | 26 | - 40.9% | 297 | 277 | - 6.7% |
| Days on Market Until Sale | 86 | 108 | + 25.6% | 100 | 85 | - 15.0% |
| Median Sales Price* | \$86,250 | \$93,900 | + 8.9% | \$91,000 | \$97,500 | + 7.1% |
| Average Sales Price* | \$104,926 | \$118,442 | + 12.9% | \$105,608 | \$115,208 | + 9.1% |
| Percent of List Price Received* | 94.8% | 100.4% | + 5.9% | 96.3% | 98.3% | + 2.1% |
| Inventory of Homes for Sale | 130 | 106 | - 18.5% | — | — | — |
| Months Supply of Inventory | 4.2 | 3.5 | - 16.7% | — | — | — |

| Condo-Villa | September | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2017 | 2018 | % Change | Thru 9-2017 | Thru 9-2018 | % Change |
| New Listings | 10 | 12 | + 20.0% | 82 | 93 | + 13.4% |
| Pending Sales | 5 | 6 | + 20.0% | 55 | 75 | + 36.4% |
| Closed Sales | 6 | 3 | - 50.0% | 53 | 73 | + 37.7% |
| Days on Market Until Sale | 59 | 41 | - 30.5% | 105 | 96 | - 8.6% |
| Median Sales Price* | \$120,750 | \$92,000 | - 23.8% | \$98,000 | \$96,500 | - 1.5% |
| Average Sales Price* | \$103,407 | \$103,500 | + 0.1% | \$104,667 | \$105,789 | + 1.1% |
| Percent of List Price Received* | 90.3% | 93.6% | + 3.7% | 95.9% | 96.1% | + 0.2% |
| Inventory of Homes for Sale | 36 | 27 | - 25.0% | — | — | — |
| Months Supply of Inventory | 6.2 | 3.6 | - 41.9% | — | — | — |

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

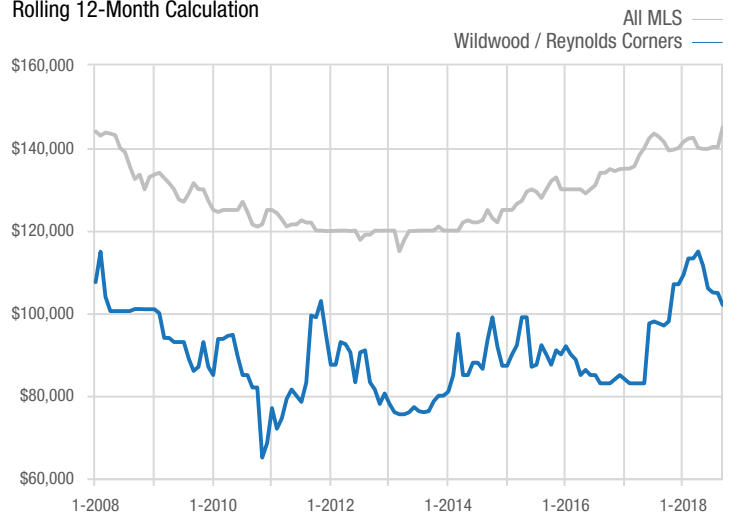
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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