

HOUSING REPORT 2019

6,241 HOME SALES (DOWN 2.6%)

AVG. **79** DAYS ON MARKET (DOWN 8.1%)

\$131,000 MEDIAN SALES PRICE (UP 5.6%)

7,868 NEW LISTINGS (DOWN 4.4%)

\$1,002,583 TOTAL SALES VOLUME IN THOUSANDS (UP 3.7%)



Year In Review—2019

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Message from Jason Westendorf, NOR President



As we welcome in the New Year, we also welcome more positive predictions for the housing market.

A lack of inventory continues to be the largest problem facing our local market and lead to a small decline in home sales. However, the increased demand drove median sales prices up by almost 6% compared to 2018.

The Northwest Ohio Housing Market continues to mirror national trends and the future for housing continues to shine bright. The National Association of REALTORS® is predicting that new home sales and existing homes sales will continue to increase in 2020. They also predict that the median sales price will continue to increase. Although interest rates continue to remain historically low, NAR predicts they will inch higher in 2020.

The National Association of Realtor's® *Housing Opportunities and Market Experience (HOME)* survey tracks topical real estate trends and renters and homeowners' views and aspirations regarding homeownership.

Released in December 2019, the quarterly survey showed:

- 63% of homeowners believe now is a good time to buy a home
- 74% of the respondents feel now is a good time to sell
- 64% of people believe that prices have gone up within their communities in the last 12 months.
- 52% of people believe the U.S. economy is improving.

As the new Northwest Ohio Realtors, we know that all real estate is local. We predict that the Northwest Ohio market will remain strong in 2020.

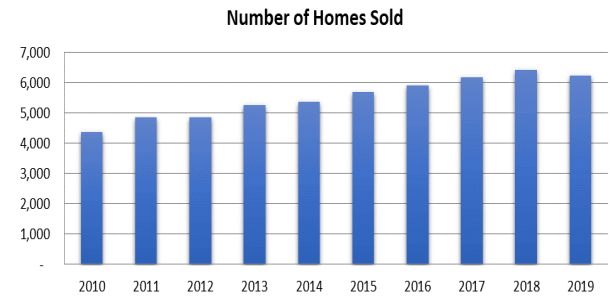
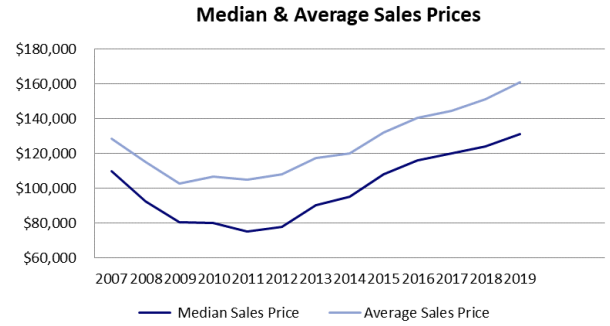
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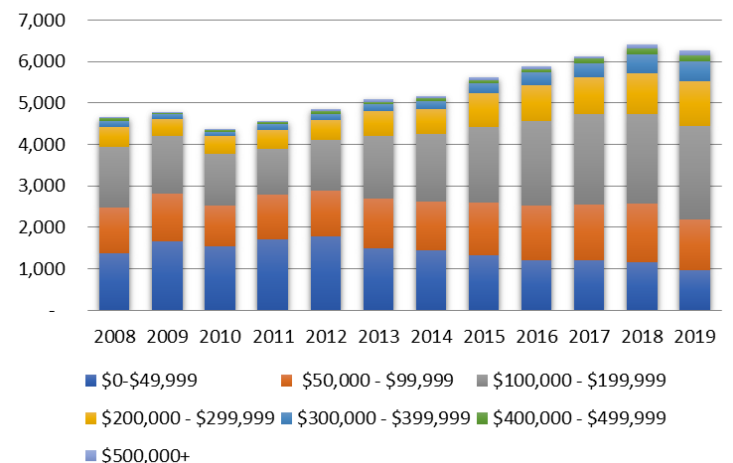
Lucas & Upper Wood County—Single Family Homes

Key Metrics	Thru 12-2019	Thru 12-2018	% Change
Closed Sales	6,241	6,408	-2.6%
Median Sales Price	\$131,000	\$124,000	+5.6%
Average Sales Price	\$160,748	\$150,921	+6.5%
Average Price Per Square Foot	\$88	\$83	+6.0%
% of Original List Price Received	97%	96.4%	+0.1%
Average Days On Market	79	86	-8.1%
New Listings	7,868	8,234	-4.4%
Volume (in 1000's)	\$1,002,583	\$966,347	+3.7%



	\$0 - \$49,999	\$50,000 - \$99,999	\$100,000 - \$199,999	\$200,000 - \$299,999	\$300,000 - \$399,999	\$400,000 - \$499,999	\$500,000+
Sold	963	1,236	2,235	1,097	470	155	106
% change	-17%	-13%	+3%	+12%	+5%	+4%	+22%

Single Family Sales By Price Category



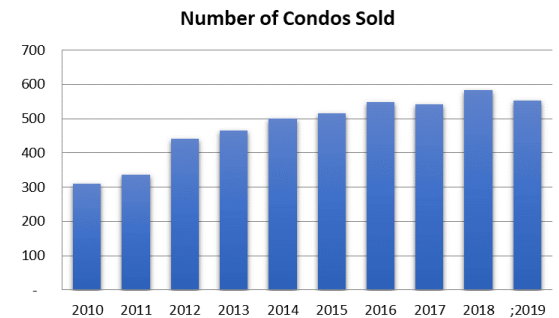
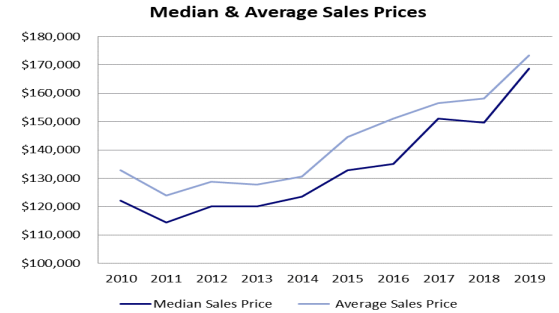
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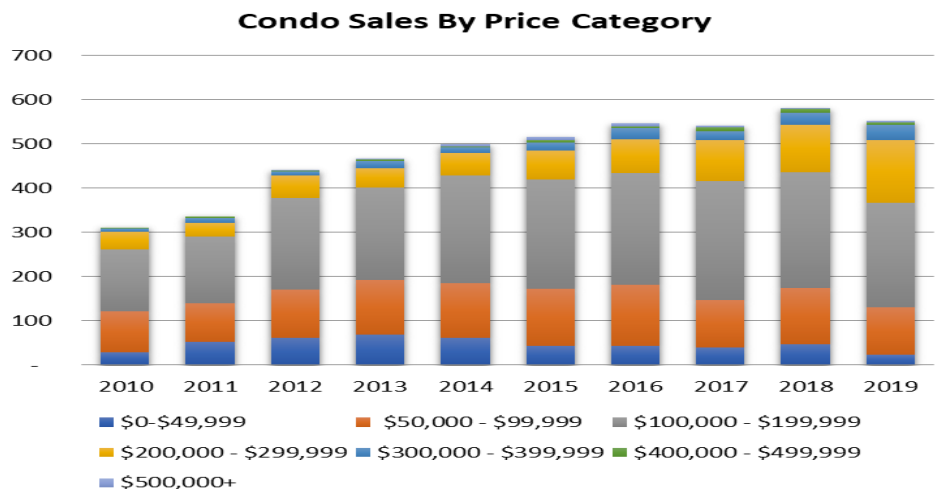


Lucas & Upper Wood County—Condo/Villas

Key Metrics	Thru 12-2019	Thru 12-2018	% Change
Closed Sales	552	582	-5.2%
Median Sales Price	\$168,750	\$149,700	+12.8%
Average Sales Price	\$173,224	\$158,090	+9.6%
Average Price Per Square Foot	\$101	\$92	+9.8%
% of Original List Price Received	97.7%	96.3%	+1.5%
Average Days On Market	83	84	-1.2%
New Listings	689	716	-3.8%
Volume (in 1000's)	\$95,619	\$92,008	+3.9%



	\$0 - \$49,999	\$50,000 - \$99,999	\$100,000 - \$199,999	\$200,000 - \$299,999	\$300,000 - \$399,999	\$400,000 - \$499,999	\$500,000+
Sold	23	103	235	143	33	7	3
% change	-51%	-16%	-10%	+32%	+22%	-22%	+50%



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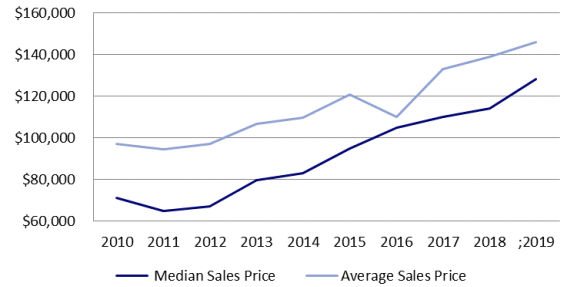


Lucas County

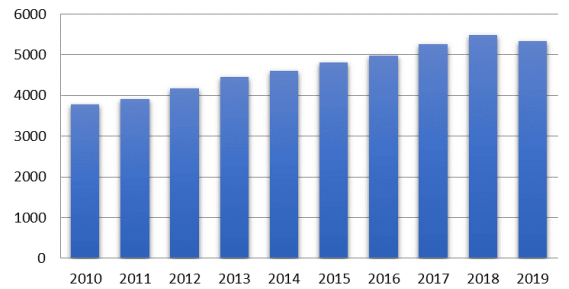
Single Family Homes

Key Metrics	Thru 12-2019	Thru 12-2018	% Change
Closed Sales	5,343	5,493	-2.7%
Median Sales Price	\$128,000	\$114,000	+12.3%
Average Sales Price	\$145,780	\$138,921	+4.9%
Average Price Per Square Foot	\$81	\$76	+6.6%
% of Original List Price Received	98.1%	97.9%	+0.2%
Average Days On Market	78	85	-8.2%
New Listings	6,745	7,131	-5.4%
Volume (in 1000's)	\$778,026	\$726,119	+7.1%

Median & Average Sales Prices



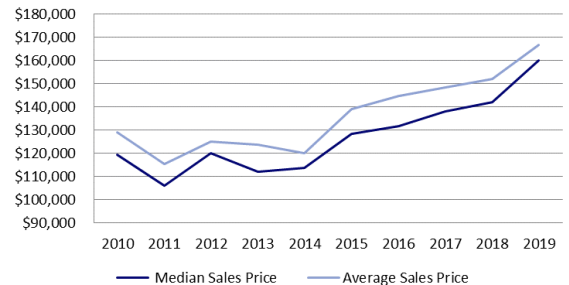
Number of Homes Sold



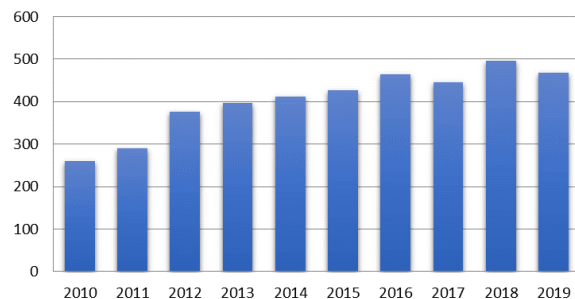
Condo—Villa

Key Metrics	Thru 12-2019	Thru 12-2018	% Change
Closed Sales	467	496	-5.8%
Median Sales Price	\$160,000	\$142,000	+12.7%
Average Sales Price	\$166,804	\$151,951	+10.0%
Average Price Per Square Foot	\$99	\$88	+12.5%
% of Original List Price Received	96.8%	97.1%	-0.3%
Average Days On Market	84	84	0%
New Listings	581	612	-5.1%
Volume (in 1000's)	\$77,897	\$75,216	+3.6%

Median & Average Sales Prices



Number of Condos Sold



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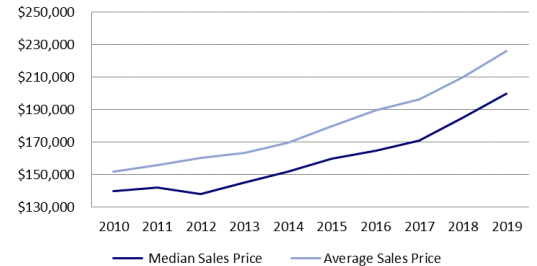


Wood County

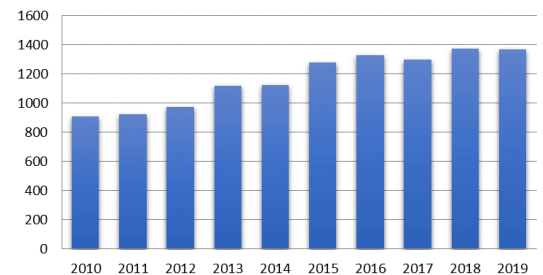
Single Family

Key Metrics	Thru 12-2019	Thru 12-2018	% Change
Closed Sales	1,367	1,372	-0.4%
Median Sales Price	\$199,900	\$185,000	+8.1%
Average Sales Price	\$225,838	\$210,138	+7.5%
Average Price Per Square Foot	\$110	\$104	+5.8%
% of Original List Price Received	98.8%	98.7%	+0.01%
Average Days On Market	83	88	-5.7%
New Listings	1,658	1,667	-0.5%
Volume (in 1000's)	\$294,267	\$272,969	+7.8%

Median & Average Sales Prices



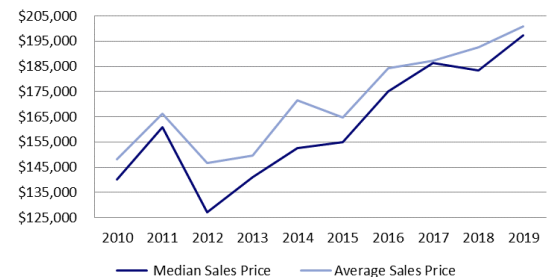
Number of Homes Sold



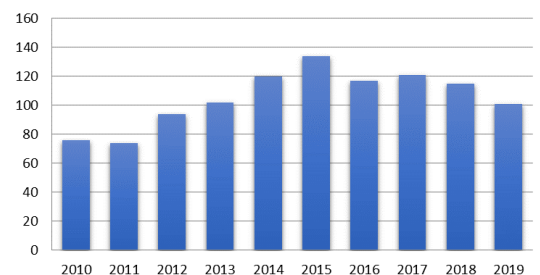
Condo—Villa

Key Metrics	Thru 12-2019	Thru 12-2018	% Change
Closed Sales	101	115	-12.2%
Median Sales Price	\$197,400	\$183,450	+7.6%
Average Sales Price	\$200,957	\$192,412	+4.4%
Average Price Per Square Foot	\$117	\$114	+2.6%
% of Original List Price Received	98.0%	98.4%	-0.4%
Average Days On Market	75	72	+4.2%
New Listings	134	135	-0.7%
Volume (in 1000's)	\$20,096	\$21,935	-8.4%

Median & Average Sales Prices



Number of Condos Sold



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Neighborhood Information

Neighborhood	2019 Sold	% Change (2018)	2019 Median Sale \$	% Change (2018)	2019 Average Sale \$	% Change (2018)	2019 DOM	% Change (2018)	2019 New Listings	% Change (2018)
Sylvania	583	-10.2%	\$236,700	+8.6%	\$252,866	+7.8%	82	-3.5%	805	-7.2%
Airport/Swanton	105	-17.3%	\$183,100	+22.3%	201,825	+21.7%	76	-9.5%	147	-10.9%
Spring Meadows	259	+1.2%	225,000	+13.1%	\$224,834	+5.8%	80	-14.0%	332	-5.4%
Monclova	66	-5.7%	\$350,750	+8.7%	\$355,837	+8.5%	102	-8.1%	93	-8.8%
Maumee	417	+4.5%	\$184,950	+1.8%	\$218,159	-0.1%	72	-7.7%	512	+1.6%
Whitehouse	128	+11.3%	\$268,000	+5.9%	\$267,108	+3.7%	84	-1.2%	187	+16.1%
Waterville	128	-0.8%	\$263,000	+8.9%	\$256,024	+6.2%	80	-20.8%	167	+13.6%
Franklin Park/ Trilby	252	-7.4%	\$129,000	+7.5%	\$125,674	+7.0%	73	-9.9%	311	-11.4%
Tremainsville	592	-3.1%	\$93,500	+8.7%	\$91,091	+7.1%	80	-10.1%	683	-7.5%
Five Points/North Towne	429	+7.0%	\$59,950	+9.0%	\$62,445	+9.5%	78	-11.4%	498	-2.5%
Point Place	258	-3.4%	\$92,000	+10.6%	\$98,449	+9.3%	72	-17.2%	327	+1.2%
Wildwood/ Reynolds Corners	382	+9.1%	\$110,000	+15.8%	\$120,040	7.5%	73	-13.1%	455	+4.4%
Ottawa Hills	90	-14.3%	\$273,450	-9.5%	\$322,945	-6.8%	120	+37.9%	141	-13.5%
Ottawa Park/ Westgate	272	+3.0%	\$124,200	+2.8%	\$129,838	+10.4%	75	+2.7%	320	-4.2%
Old West End	61	+22.0%	\$35,000	+35.9%	\$74,954	+28.4%	61	+22.0%	93	+27.4%
Old North End	95	0.0%	\$16,000	-15.8%	\$20,241	-24.0%	82	0.0%	156	+19.1%
Town Centre	11	+10.0%	\$12,250	-2.0%	\$19,833	-50.1%	70	+1.4%	28	+64.7%
Scott Park	173	-3.4%	\$49,950	+37.8%	\$57,293	+30.4%	84	+5.0%	198	-27.5%
Old South End	186	-16.6%	\$32,750	+17.0%	\$34,793	+11.2%	66	-25.0%	262	-16.6%
Heatherdowns/ River Road	421	-10.0%	\$125,000	+2.9%	\$127,944	-1.0%	72	-7.7%	518	-9.8%
East River	175	-17.1%	\$23,000	+15.1%	\$28,548	+10.4%	77	-9.4%	229	-18.2%
Oregon	260	+2.4%	\$145,000	+9.0%	\$159,914	+8.1%	81	-5.8%	311	-8.0%
East Suburbs	21	-36.4%	\$175,000	+82.8%	\$168,183	+28.6%	86	-32.3%	22	-37.1%
Perrysburg & Twp.	561	+3.3%	\$264,000	+4.3%	\$301,871	+8.2%	93	-3.1%	725	+10.9%
Northwood, Rossford, Lake Twp.	274	-2.5%	\$44,013	+2.9%	\$152,451	+5.8%	78	-8.2%	312	-10.3%
Bowling Green	210	-9.5%	\$182,200	+7.7%	\$196,430	+3.5%	72	-8.9%	228	-12.6%

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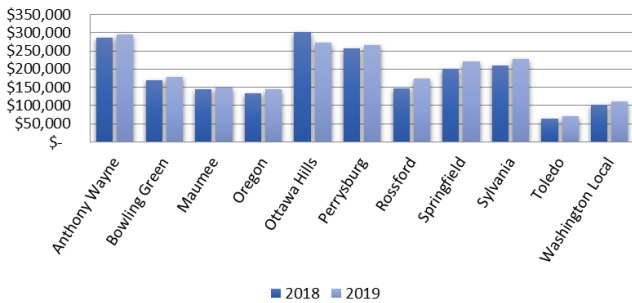
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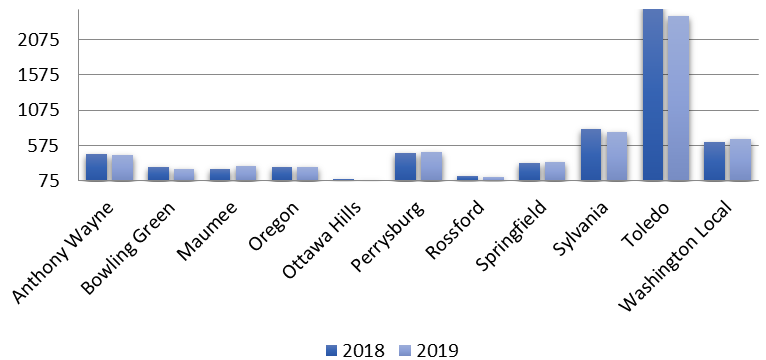
School Districts

School District	2019 Sold	% Change (2018)	2019 Median Sale \$	% Change (2018)	2019 Average Sale \$	% Change (2018)	2019 DOM	% Change (2018)	2019 New Listings	% Change (2018)
Anthony Wayne	449	-2.0%	\$295,000	+3.1%	\$299,244	+3.3%	86	-7.5%	643	+9.0%
Bowling Green	245	-8.96%	\$178,450	+5.0%	\$190,993	+1.5%	71	-9.0%	272	-12.5%
Maumee	286	+14.9%	\$150,000	+3.4%	\$163,294	+3.7%	67	-6.9%	317	-2.5%
Oregon	275	-1.1%	\$145,000	+9.4%	\$159,499	+8.6%	81	-11.0%	325	-10.2%
Ottawa Hills	91	-13.3%	\$272,000	-9.9%	\$321,482	-7.2%	119	+36.8%	142	-12.9%
Perrysburg	489	+4.0%	\$265,900	+2.9%	\$301,299	+5.7%	91	-7.1%	621	+11.9%
Rossford	129	-11.6%	\$173,125	+17.8%	216,548	+39.5%	91	+15.2%	170	-15.4%
Springfield	339	+2.1%	\$220,000	+10.0%	\$221,376	+3.3%	80	-13.0%	435	-2.7%
Sylvania	761	-6.0%	\$227,500	+8.3%	\$240,490	+6.2%	81	-3.6%	1,030	-5.7%
Toledo	2,412	-6.0%	\$71,000	+9.2%	\$79,445	+7.6%	76	-9.5%	3,055	-6.2%
Washington Local	674	+6.6%	\$110,000	+7.8%	\$109,521	+5.7%	75	-9.6%	754	-7.7%

Median Sales Prices



Home Sales



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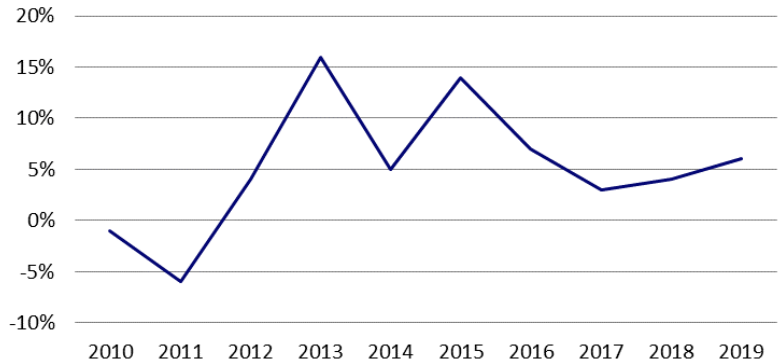
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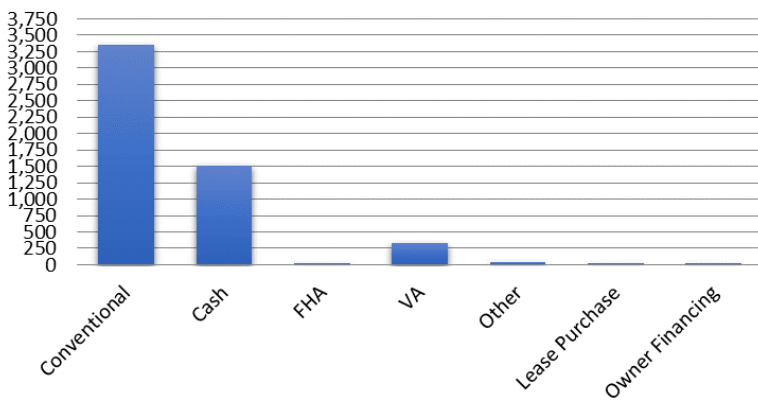
Miscellaneous Information

Lucas and Upper Wood County		
Year	Median Price	% Change in Median Price
2010	\$80,000	-1%
2011	\$75,000	-6%
2012	\$77,900	4%
2013	\$90,200	16%
2014	\$95,000	5%
2015	\$108,000	14%
2016	\$116,000	7%
2017	\$119,900	3%
2018	\$124,000	4%
2019	\$131,000	6%

Year to Year Change in Median Sales Price
Lucas & Upper Wood County



Lucas & Upper Wood Financing of Single Family Homes



Lucas County Foreclosure

