

LUCAS AND UPPER WOOD COUNTY HOUSING MARKET

September 2017

548

Home Sales

+1% Increase from September
2016

\$118k

Median Sales Price

+4% Increase from September
2016

\$149K

Av. Sales Price

+9% Increase from September
2016

87

Av. Days on Mkt.

-9% Decrease from September
2016

-20%

Inventory Change

from September 2016

3.83%

Average Interest Rate

According to FreddieMac.com as
of 9/28/17

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

Monthly Indicators



September 2017

Every market is unique, yet the national sentiment has given rise to the notion that housing markets are stalling. Although desirous buyers are out on an increasing number of showings, there remains a limited number of desirable listings. And although mortgage rates have remained enticingly low, home prices have reached unaffordable levels for many new entrants into the housing pool at exactly the same time that established owners are proving to be less interested in moving.

New Listings decreased 9.8 percent for Single Family homes and 4.8 percent for Condo-Villa homes. Pending Sales increased 10.5 percent for Single Family homes but decreased 15.3 percent for Condo-Villa homes. Inventory decreased 17.5 percent for Single Family homes and 13.4 percent for Condo-Villa homes.

Median Sales Price increased 11.5 percent to \$121,250 for Single Family homes but decreased 13.6 percent to \$129,500 for Condo-Villa homes. Days on Market decreased 9.1 percent for Single Family homes and 31.7 percent for Condo-Villa homes. Months Supply of Inventory decreased 18.9 percent for Single Family homes and 11.1 percent for Condo-Villa homes.

Last year at this time, the national storyline was about how high demand was propping up sales and prices despite low inventory and months of supply. That has actually continued to be a familiar refrain for many months in 2017 and now for the past couple of years. But with the likes of Hurricanes Harvey and Irma, different employment outlooks, disparate incomes, varying new construction expectations and potential housing policy shifts, regional differences are becoming more prevalent and pronounced.

Quick Facts

- 5.2%

Year-Over-Year Change in
Closed Sales
All Properties

+ 6.1%

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

- 17.3%

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

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Local Market Update – September 2017

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Northwest Ohio Housing Market

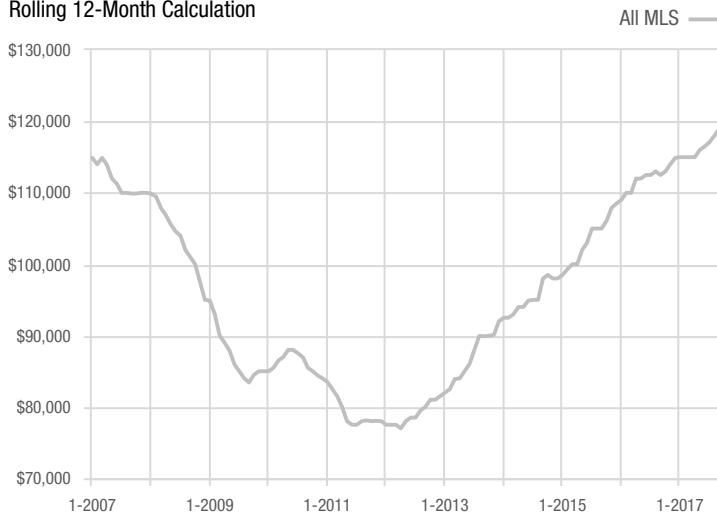
Single Family	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
Key Metrics						
New Listings	969	874	- 9.8%	9,527	9,082	- 4.7%
Pending Sales	692	765	+ 10.5%	6,400	6,622	+ 3.5%
Closed Sales	774	750	- 3.1%	6,362	6,510	+ 2.3%
Days on Market Until Sale	99	90	- 9.1%	109	98	- 10.1%
Median Sales Price*	\$108,750	\$121,250	+ 11.5%	\$114,900	\$120,000	+ 4.4%
Average Sales Price*	\$133,869	\$149,143	+ 11.4%	\$135,423	\$142,491	+ 5.2%
Percent of List Price Received*	96.4%	96.5%	+ 0.1%	96.2%	96.5%	+ 0.3%
Inventory of Homes for Sale	3,643	3,004	- 17.5%	—	—	—
Months Supply of Inventory	5.3	4.3	- 18.9%	—	—	—

Condo-Villa	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
Key Metrics						
New Listings	63	60	- 4.8%	691	667	- 3.5%
Pending Sales	59	50	- 15.3%	512	505	- 1.4%
Closed Sales	73	53	- 27.4%	498	503	+ 1.0%
Days on Market Until Sale	101	69	- 31.7%	103	97	- 5.8%
Median Sales Price*	\$149,900	\$129,500	- 13.6%	\$134,000	\$142,000	+ 6.0%
Average Sales Price*	\$158,433	\$130,387	- 17.7%	\$147,798	\$150,586	+ 1.9%
Percent of List Price Received*	95.5%	94.3%	- 1.3%	95.5%	95.9%	+ 0.4%
Inventory of Homes for Sale	246	213	- 13.4%	—	—	—
Months Supply of Inventory	4.5	4.0	- 11.1%	—	—	—

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

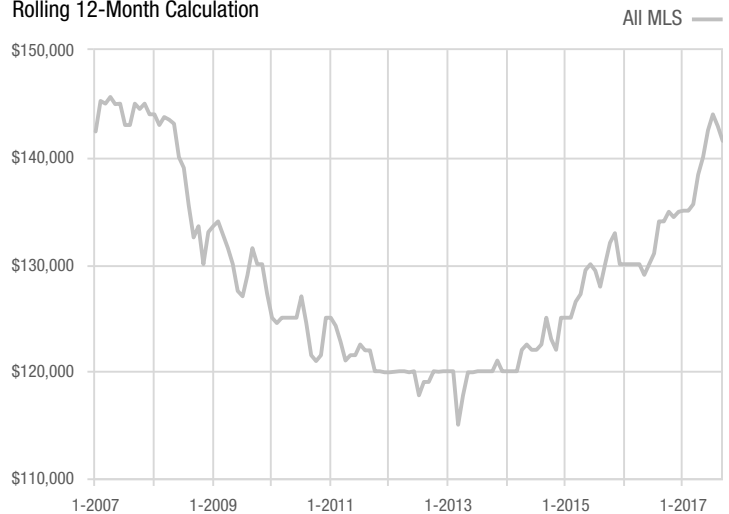
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Lucas County

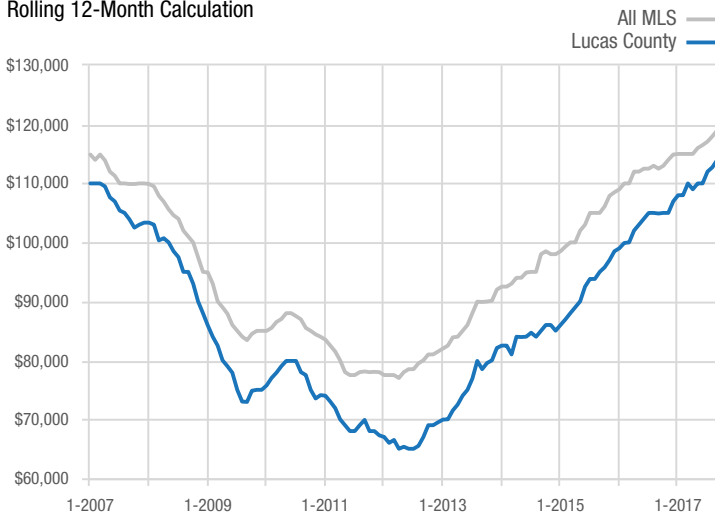
Single Family	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
Key Metrics						
New Listings	615	550	- 10.6%	5,886	5,750	- 2.3%
Pending Sales	410	472	+ 15.1%	3,837	4,142	+ 7.9%
Closed Sales	459	469	+ 2.2%	3,802	4,047	+ 6.4%
Days on Market Until Sale	95	87	- 8.4%	104	94	- 9.6%
Median Sales Price*	\$101,700	\$114,000	+ 12.1%	\$106,500	\$115,000	+ 8.0%
Average Sales Price*	\$121,658	\$141,886	+ 16.6%	\$129,163	\$137,803	+ 6.7%
Percent of List Price Received*	96.2%	96.1%	- 0.1%	96.2%	96.5%	+ 0.3%
Inventory of Homes for Sale	2,194	1,810	- 17.5%	—	—	—
Months Supply of Inventory	5.4	4.1	- 24.1%	—	—	—

Condo-Villa	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
Key Metrics						
New Listings	47	50	+ 6.4%	495	455	- 8.1%
Pending Sales	37	36	- 2.7%	367	355	- 3.3%
Closed Sales	48	39	- 18.8%	361	347	- 3.9%
Days on Market Until Sale	93	73	- 21.5%	102	96	- 5.9%
Median Sales Price*	\$139,337	\$129,000	- 7.4%	\$130,000	\$139,012	+ 6.9%
Average Sales Price*	\$148,266	\$129,138	- 12.9%	\$141,608	\$148,193	+ 4.7%
Percent of List Price Received*	95.2%	94.0%	- 1.3%	95.4%	95.8%	+ 0.4%
Inventory of Homes for Sale	164	140	- 14.6%	—	—	—
Months Supply of Inventory	4.3	3.7	- 14.0%	—	—	—

* 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

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Wood County

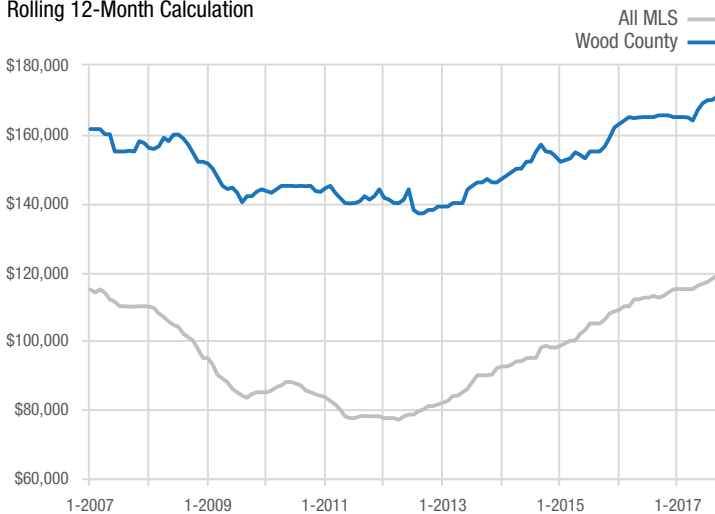
Single Family	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
New Listings	132	121	- 8.3%	1,398	1,294	- 7.4%
Pending Sales	102	112	+ 9.8%	1,026	1,001	- 2.4%
Closed Sales	119	105	- 11.8%	1,010	984	- 2.6%
Days on Market Until Sale	102	86	- 15.7%	110	97	- 11.8%
Median Sales Price*	\$176,000	\$182,700	+ 3.8%	\$165,000	\$172,125	+ 4.3%
Average Sales Price*	\$207,166	\$212,168	+ 2.4%	\$191,959	\$195,270	+ 1.7%
Percent of List Price Received*	96.5%	97.7%	+ 1.2%	97.3%	97.5%	+ 0.2%
Inventory of Homes for Sale	494	393	- 20.4%	—	—	—
Months Supply of Inventory	4.6	3.7	- 19.6%	—	—	—

Condo-Villa	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
New Listings	12	6	- 50.0%	124	115	- 7.3%
Pending Sales	16	9	- 43.8%	99	95	- 4.0%
Closed Sales	17	7	- 58.8%	92	100	+ 8.7%
Days on Market Until Sale	93	69	- 25.8%	100	89	- 11.0%
Median Sales Price*	\$190,000	\$138,000	- 27.4%	\$175,000	\$160,000	- 8.6%
Average Sales Price*	\$197,729	\$173,329	- 12.3%	\$189,769	\$180,654	- 4.8%
Percent of List Price Received*	97.3%	96.8%	- 0.5%	96.4%	96.5%	+ 0.1%
Inventory of Homes for Sale	32	27	- 15.6%	—	—	—
Months Supply of Inventory	2.9	2.7	- 6.9%	—	—	—

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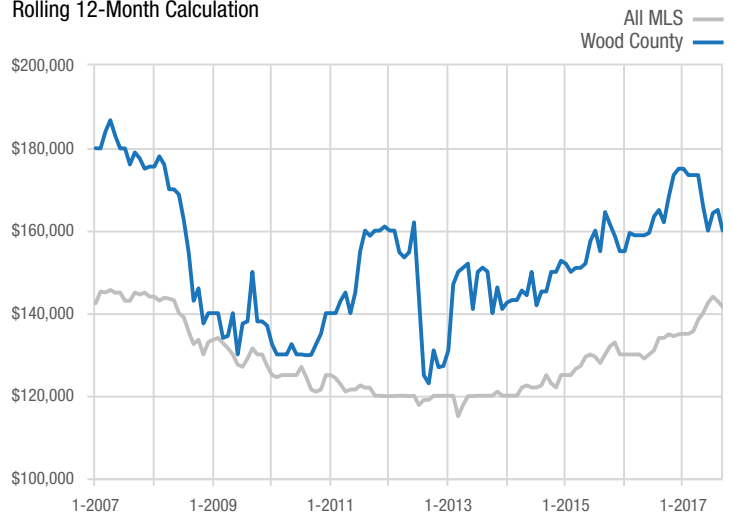
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Bowling Green

MLS Area 55: 43402

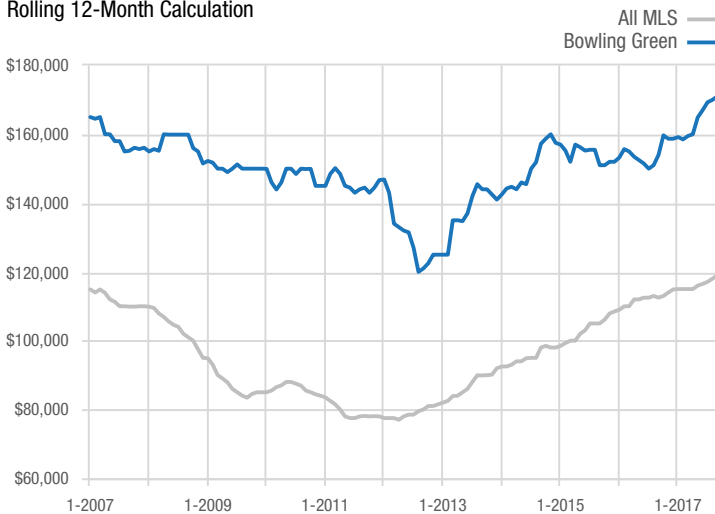
Single Family	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
Key Metrics						
New Listings	10	21	+ 110.0%	178	179	+ 0.6%
Pending Sales	10	11	+ 10.0%	149	146	- 2.0%
Closed Sales	12	12	0.0%	150	145	- 3.3%
Days on Market Until Sale	59	84	+ 42.4%	109	79	- 27.5%
Median Sales Price*	\$146,000	\$179,000	+ 22.6%	\$156,250	\$173,000	+ 10.7%
Average Sales Price*	\$156,375	\$191,600	+ 22.5%	\$176,645	\$192,856	+ 9.2%
Percent of List Price Received*	94.7%	98.2%	+ 3.7%	96.8%	97.2%	+ 0.4%
Inventory of Homes for Sale	64	56	- 12.5%	—	—	—
Months Supply of Inventory	4.2	3.7	- 11.9%	—	—	—

Condo-Villa	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
Key Metrics						
New Listings	1	0	- 100.0%	30	18	- 40.0%
Pending Sales	6	2	- 66.7%	31	19	- 38.7%
Closed Sales	5	2	- 60.0%	31	21	- 32.3%
Days on Market Until Sale	139	53	- 61.9%	93	74	- 20.4%
Median Sales Price*	\$156,500	\$133,950	- 14.4%	\$163,000	\$163,500	+ 0.3%
Average Sales Price*	\$146,080	\$133,950	- 8.3%	\$170,585	\$173,476	+ 1.7%
Percent of List Price Received*	96.9%	98.9%	+ 2.1%	98.0%	98.1%	+ 0.1%
Inventory of Homes for Sale	5	3	- 40.0%	—	—	—
Months Supply of Inventory	1.5	1.4	- 6.7%	—	—	—

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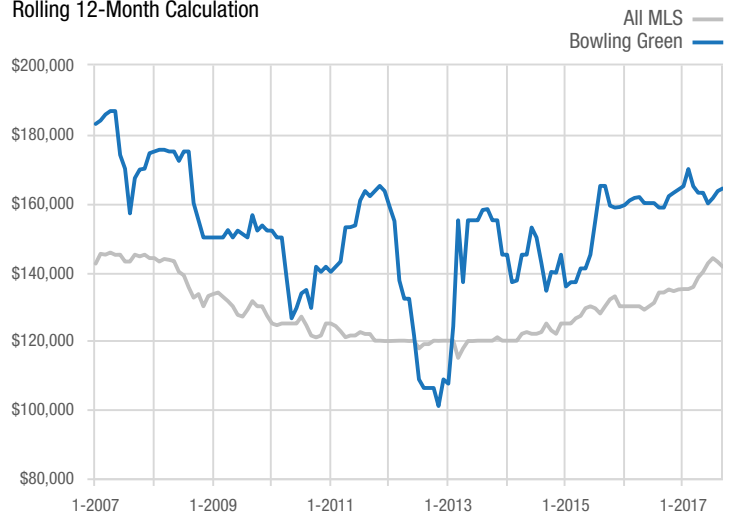
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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East Suburbs

MLS Area 26: 43412 (Lucas County Only)

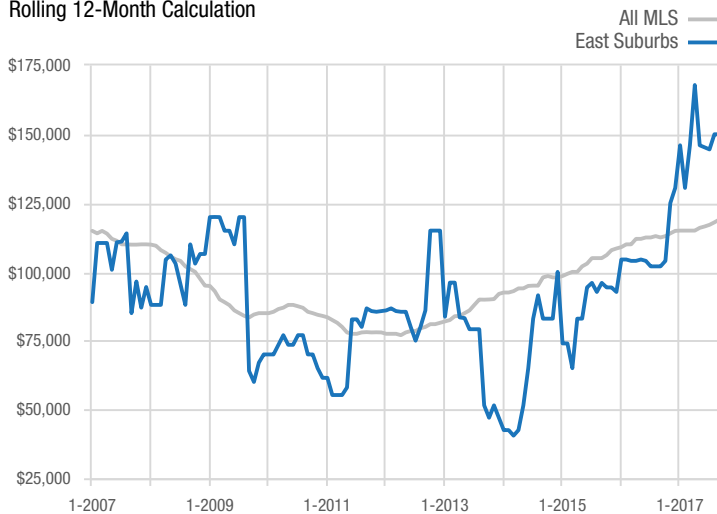
Single Family	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
Key Metrics						
New Listings	1	6	+ 500.0%	23	37	+ 60.9%
Pending Sales	1	5	+ 400.0%	19	21	+ 10.5%
Closed Sales	1	5	+ 400.0%	20	19	- 5.0%
Days on Market Until Sale	200	82	- 59.0%	104	111	+ 6.7%
Median Sales Price*	\$221,500	\$152,500	- 31.2%	\$107,500	\$150,000	+ 39.5%
Average Sales Price*	\$221,500	\$195,560	- 11.7%	\$131,028	\$166,347	+ 27.0%
Percent of List Price Received*	96.3%	102.2%	+ 6.1%	89.3%	96.6%	+ 8.2%
Inventory of Homes for Sale	7	15	+ 114.3%	—	—	—
Months Supply of Inventory	2.6	6.5	+ 150.0%	—	—	—

Condo-Villa	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% 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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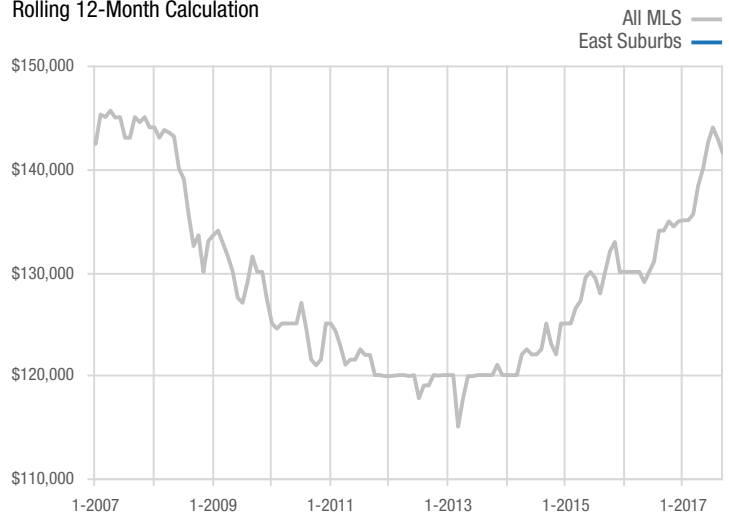
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Maumee

MLS Area 07: 43537

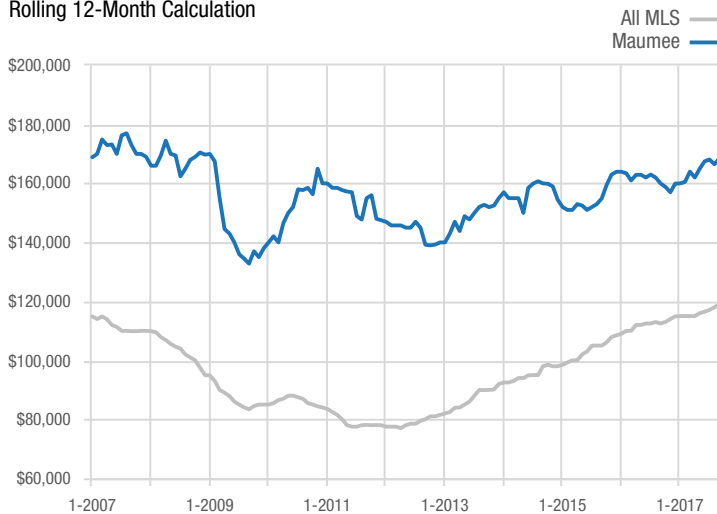
Single Family	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
Key Metrics						
New Listings	60	33	- 45.0%	496	450	- 9.3%
Pending Sales	23	31	+ 34.8%	314	340	+ 8.3%
Closed Sales	32	32	0.0%	318	333	+ 4.7%
Days on Market Until Sale	86	78	- 9.3%	94	85	- 9.6%
Median Sales Price*	\$151,000	\$188,350	+ 24.7%	\$159,900	\$177,000	+ 10.7%
Average Sales Price*	\$168,694	\$218,358	+ 29.4%	\$188,477	\$209,202	+ 11.0%
Percent of List Price Received*	98.6%	96.3%	- 2.3%	97.5%	97.9%	+ 0.4%
Inventory of Homes for Sale	166	113	- 31.9%	—	—	—
Months Supply of Inventory	4.9	3.2	- 34.7%	—	—	—

Condo-Villa	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
Key Metrics						
New Listings	8	7	- 12.5%	64	52	- 18.8%
Pending Sales	7	5	- 28.6%	48	43	- 10.4%
Closed Sales	6	6	0.0%	44	43	- 2.3%
Days on Market Until Sale	67	69	+ 3.0%	79	84	+ 6.3%
Median Sales Price*	\$154,000	\$173,750	+ 12.8%	\$161,500	\$169,500	+ 5.0%
Average Sales Price*	\$187,615	\$165,167	- 12.0%	\$209,963	\$197,527	- 5.9%
Percent of List Price Received*	96.9%	94.7%	- 2.3%	96.9%	95.7%	- 1.2%
Inventory of Homes for Sale	15	11	- 26.7%	—	—	—
Months Supply of Inventory	3.2	2.3	- 28.1%	—	—	—

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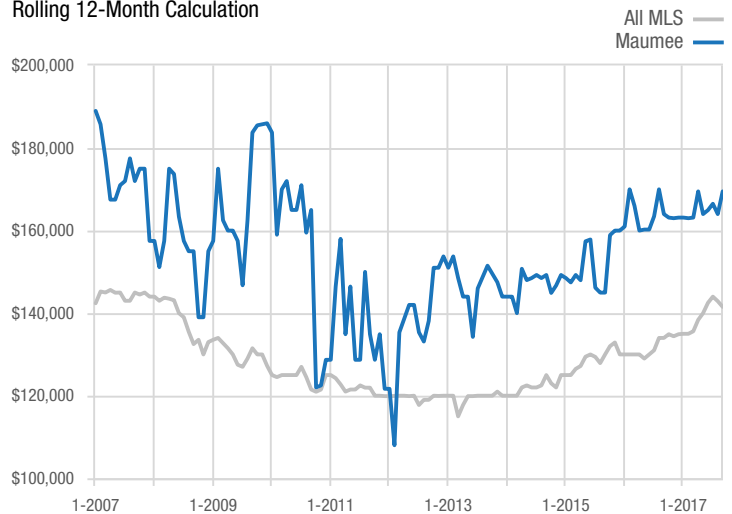
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Monclova

MLS Area 06: 43542

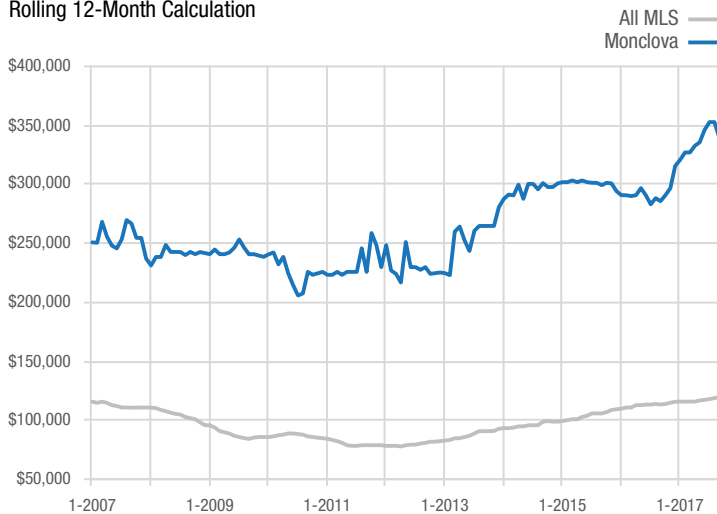
Single Family	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
New Listings	4	4	0.0%	81	73	- 9.9%
Pending Sales	4	9	+ 125.0%	51	49	- 3.9%
Closed Sales	7	9	+ 28.6%	50	46	- 8.0%
Days on Market Until Sale	180	105	- 41.7%	129	114	- 11.6%
Median Sales Price*	\$284,900	\$319,850	+ 12.3%	\$290,000	\$337,450	+ 16.4%
Average Sales Price*	\$288,746	\$329,906	+ 14.3%	\$290,318	\$329,036	+ 13.3%
Percent of List Price Received*	98.1%	97.5%	- 0.6%	98.0%	97.5%	- 0.5%
Inventory of Homes for Sale	34	29	- 14.7%	—	—	—
Months Supply of Inventory	6.2	5.6	- 9.7%	—	—	—

Condo-Villa	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
New Listings	1	0	- 100.0%	3	1	- 66.7%
Pending Sales	0	0	—	2	1	- 50.0%
Closed Sales	0	0	—	3	1	- 66.7%
Days on Market Until Sale	—	—	—	71	71	0.0%
Median Sales Price*	—	—	—	\$162,000	\$229,000	+ 41.4%
Average Sales Price*	—	—	—	\$154,400	\$229,000	+ 48.3%
Percent of List Price Received*	—	—	—	99.3%	95.5%	- 3.8%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.7	—	—	—	—	—

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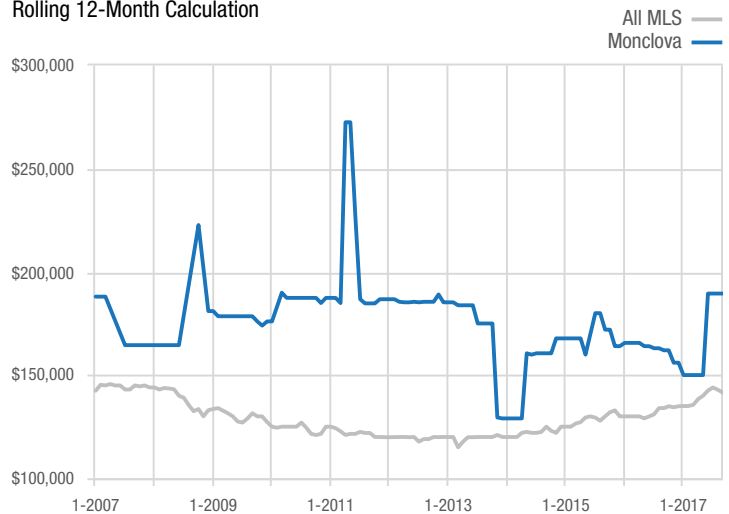
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Oregon

MLS Area 25: 43616

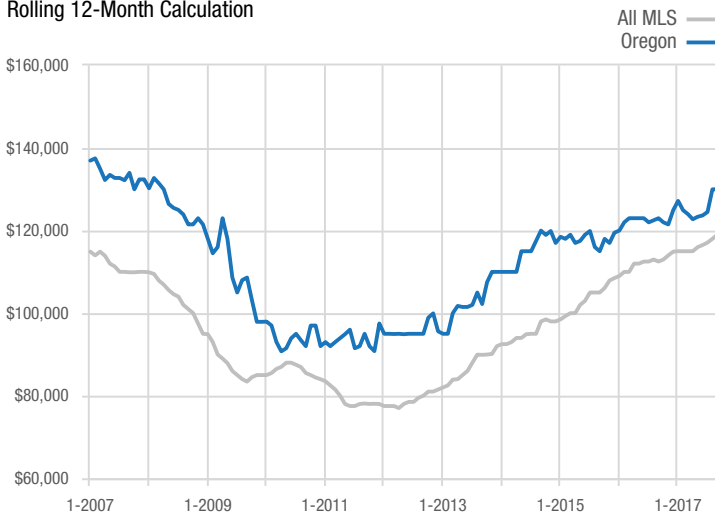
Single Family	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
New Listings	29	20	- 31.0%	203	237	+ 16.7%
Pending Sales	14	24	+ 71.4%	154	185	+ 20.1%
Closed Sales	19	28	+ 47.4%	145	185	+ 27.6%
Days on Market Until Sale	97	101	+ 4.1%	116	100	- 13.8%
Median Sales Price*	\$135,000	\$128,000	- 5.2%	\$123,500	\$130,000	+ 5.3%
Average Sales Price*	\$146,519	\$136,699	- 6.7%	\$132,027	\$136,071	+ 3.1%
Percent of List Price Received*	97.6%	97.9%	+ 0.3%	96.2%	96.9%	+ 0.7%
Inventory of Homes for Sale	79	74	- 6.3%	—	—	—
Months Supply of Inventory	4.5	3.8	- 15.6%	—	—	—

Condo-Villa	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
New Listings	0	1	—	5	10	+ 100.0%
Pending Sales	0	0	—	3	10	+ 233.3%
Closed Sales	1	1	0.0%	4	10	+ 150.0%
Days on Market Until Sale	54	29	- 46.3%	68	43	- 36.8%
Median Sales Price*	\$119,000	\$148,000	+ 24.4%	\$158,500	\$152,063	- 4.1%
Average Sales Price*	\$119,000	\$148,000	+ 24.4%	\$156,475	\$155,896	- 0.4%
Percent of List Price Received*	93.0%	95.5%	+ 2.7%	97.4%	97.3%	- 0.1%
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	2.0	0.6	- 70.0%	—	—	—

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

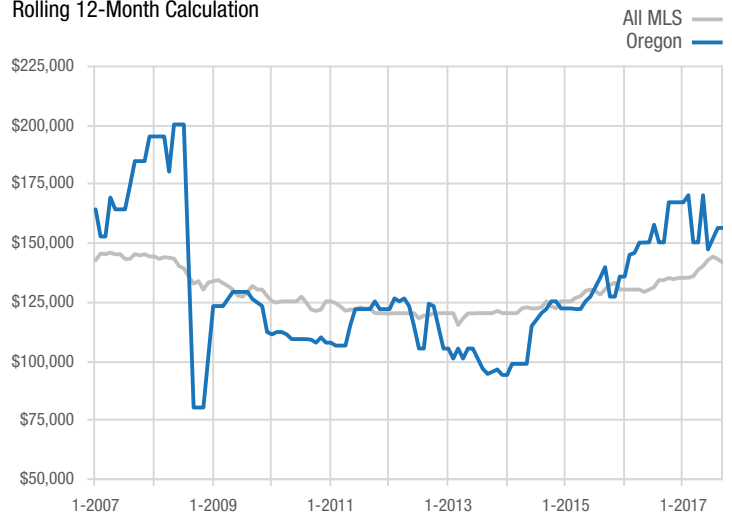
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – September 2017

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Ottawa Hills

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

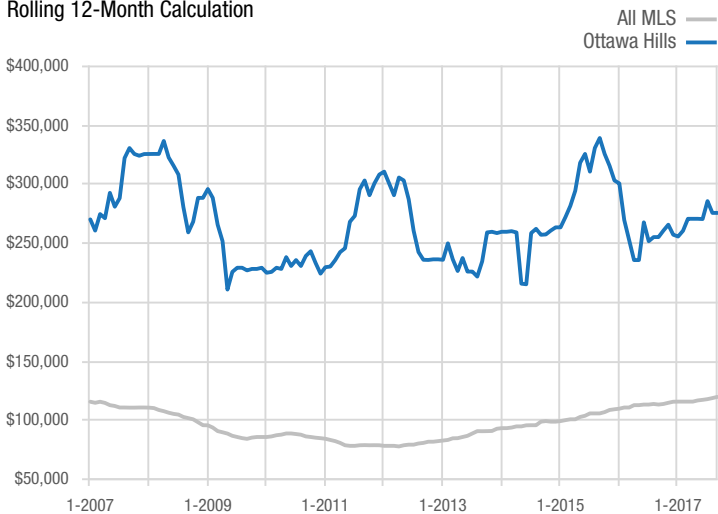
Single Family	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
New Listings	6	8	+ 33.3%	151	137	- 9.3%
Pending Sales	9	10	+ 11.1%	79	79	0.0%
Closed Sales	7	9	+ 28.6%	81	78	- 3.7%
Days on Market Until Sale	140	85	- 39.3%	121	112	- 7.4%
Median Sales Price*	\$212,500	\$253,000	+ 19.1%	\$255,000	\$285,500	+ 12.0%
Average Sales Price*	\$321,786	\$321,322	- 0.1%	\$300,853	\$335,153	+ 11.4%
Percent of List Price Received*	95.2%	96.8%	+ 1.7%	95.1%	95.8%	+ 0.7%
Inventory of Homes for Sale	70	50	- 28.6%	—	—	—
Months Supply of Inventory	8.9	6.3	- 29.2%	—	—	—

Condo-Villa	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
New Listings	0	4	—	19	19	0.0%
Pending Sales	3	2	- 33.3%	16	9	- 43.8%
Closed Sales	3	2	- 33.3%	15	8	- 46.7%
Days on Market Until Sale	113	86	- 23.9%	129	68	- 47.3%
Median Sales Price*	\$95,625	\$57,500	- 39.9%	\$105,000	\$83,100	- 20.9%
Average Sales Price*	\$145,958	\$57,500	- 60.6%	\$128,925	\$113,150	- 12.2%
Percent of List Price Received*	92.5%	79.9%	- 13.6%	92.3%	90.1%	- 2.4%
Inventory of Homes for Sale	4	8	+ 100.0%	—	—	—
Months Supply of Inventory	2.1	4.4	+ 109.5%	—	—	—

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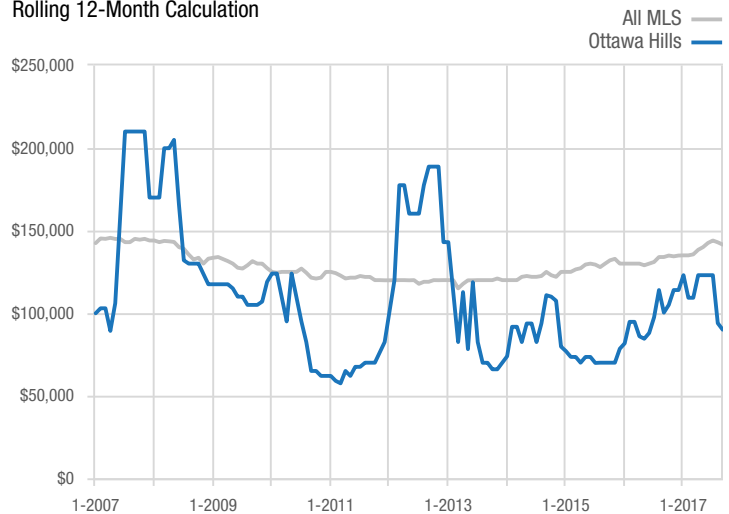
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Perrysburg / Perrysburg Twp

MLS Area 53: 43551

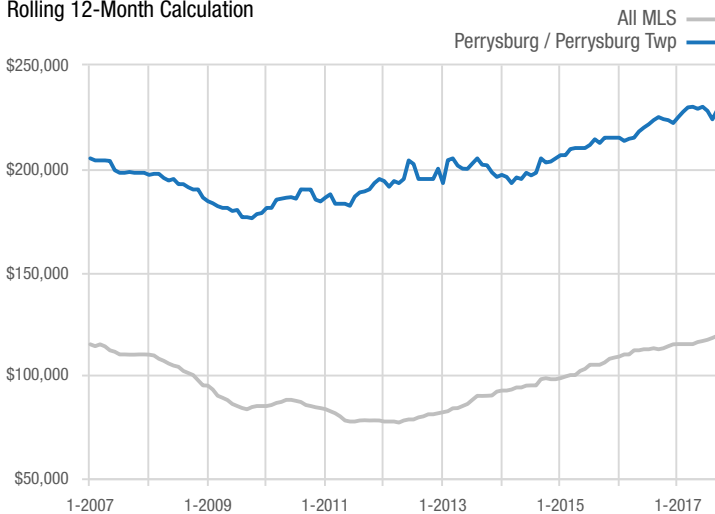
Single Family	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
Key Metrics						
New Listings	63	47	- 25.4%	631	578	- 8.4%
Pending Sales	49	50	+ 2.0%	438	421	- 3.9%
Closed Sales	51	44	- 13.7%	436	413	- 5.3%
Days on Market Until Sale	108	88	- 18.5%	110	105	- 4.5%
Median Sales Price*	\$247,000	\$261,000	+ 5.7%	\$225,000	\$232,500	+ 3.3%
Average Sales Price*	\$279,564	\$301,479	+ 7.8%	\$253,523	\$258,467	+ 2.0%
Percent of List Price Received*	97.9%	98.5%	+ 0.6%	97.9%	98.1%	+ 0.2%
Inventory of Homes for Sale	228	171	- 25.0%	—	—	—
Months Supply of Inventory	5.0	3.7	- 26.0%	—	—	—

Condo-Villa	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
Key Metrics						
New Listings	10	8	- 20.0%	84	87	+ 3.6%
Pending Sales	10	7	- 30.0%	61	70	+ 14.8%
Closed Sales	12	4	- 66.7%	53	72	+ 35.8%
Days on Market Until Sale	73	88	+ 20.5%	103	95	- 7.8%
Median Sales Price*	\$219,950	\$183,700	- 16.5%	\$195,000	\$163,000	- 16.4%
Average Sales Price*	\$219,250	\$211,725	- 3.4%	\$212,624	\$188,855	- 11.2%
Percent of List Price Received*	97.4%	97.6%	+ 0.2%	96.1%	96.8%	+ 0.7%
Inventory of Homes for Sale	23	20	- 13.0%	—	—	—
Months Supply of Inventory	3.5	2.8	- 20.0%	—	—	—

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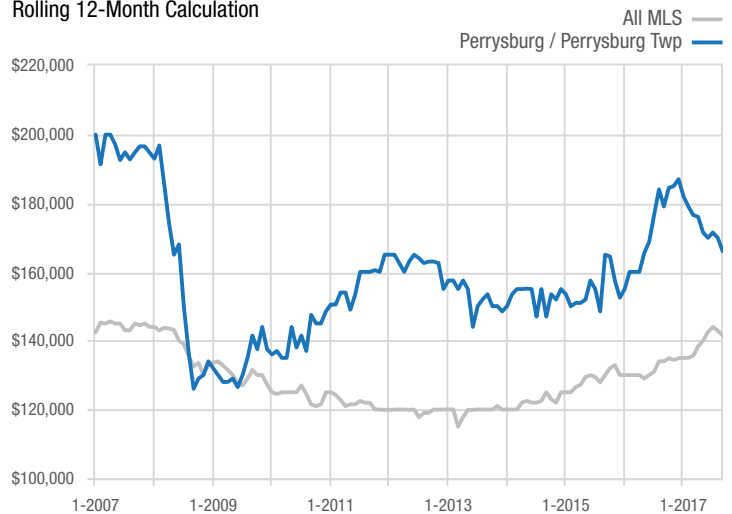
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Spring Meadows

MLS Area 05: 43528 (Includes Holland)

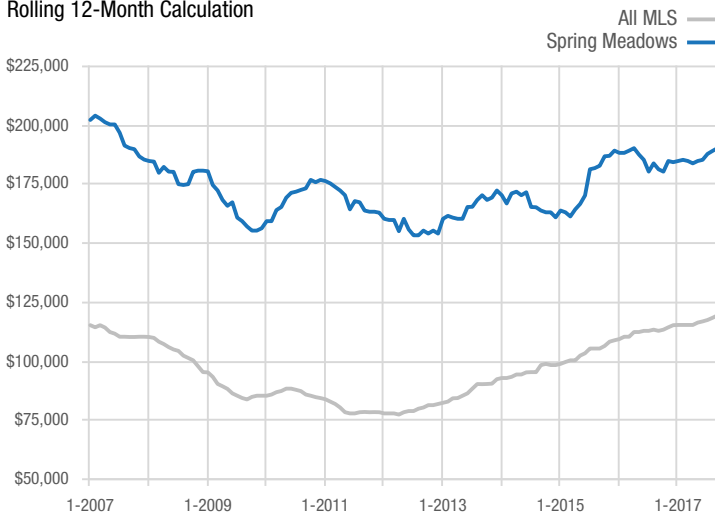
Single Family	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
New Listings	31	25	- 19.4%	308	252	- 18.2%
Pending Sales	16	22	+ 37.5%	183	197	+ 7.7%
Closed Sales	24	24	0.0%	180	200	+ 11.1%
Days on Market Until Sale	106	100	- 5.7%	118	96	- 18.6%
Median Sales Price*	\$185,000	\$228,450	+ 23.5%	\$183,500	\$190,000	+ 3.5%
Average Sales Price*	\$183,081	\$237,858	+ 29.9%	\$196,152	\$196,720	+ 0.3%
Percent of List Price Received*	96.6%	97.5%	+ 0.9%	97.1%	98.0%	+ 0.9%
Inventory of Homes for Sale	125	71	- 43.2%	—	—	—
Months Supply of Inventory	6.3	3.3	- 47.6%	—	—	—

Condo-Villa	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
New Listings	0	2	—	39	29	- 25.6%
Pending Sales	4	0	- 100.0%	28	22	- 21.4%
Closed Sales	5	0	- 100.0%	29	22	- 24.1%
Days on Market Until Sale	126	—	—	102	105	+ 2.9%
Median Sales Price*	\$174,000	—	—	\$189,999	\$187,500	- 1.3%
Average Sales Price*	\$195,600	—	—	\$197,900	\$196,467	- 0.7%
Percent of List Price Received*	96.0%	—	—	95.7%	96.3%	+ 0.6%
Inventory of Homes for Sale	11	8	- 27.3%	—	—	—
Months Supply of Inventory	3.3	2.9	- 12.1%	—	—	—

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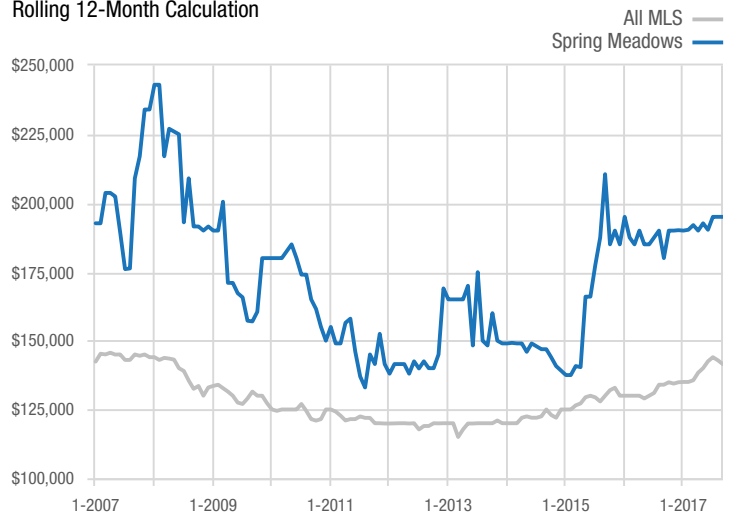
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Swanton / Airport

MLS Area 04: 43558 in Fulton and Lucas Counties

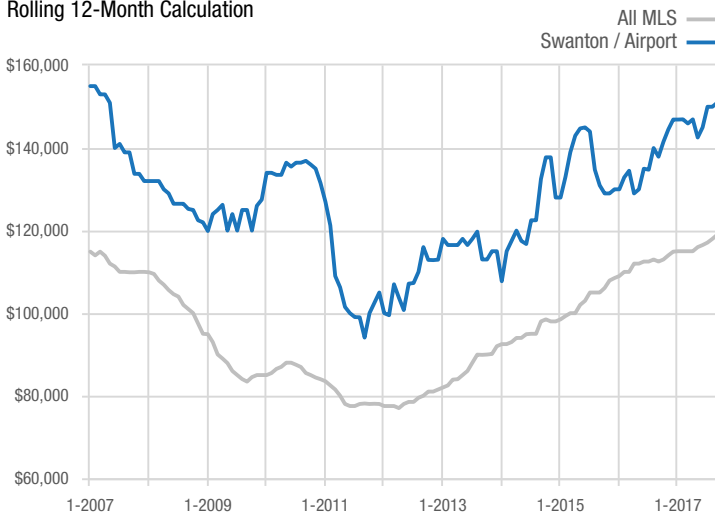
Single Family	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
New Listings	11	14	+ 27.3%	138	142	+ 2.9%
Pending Sales	12	16	+ 33.3%	101	105	+ 4.0%
Closed Sales	12	16	+ 33.3%	100	103	+ 3.0%
Days on Market Until Sale	79	65	- 17.7%	98	87	- 11.2%
Median Sales Price*	\$137,500	\$169,000	+ 22.9%	\$145,000	\$150,000	+ 3.4%
Average Sales Price*	\$165,842	\$169,787	+ 2.4%	\$151,771	\$156,448	+ 3.1%
Percent of List Price Received*	97.1%	97.7%	+ 0.6%	96.2%	97.9%	+ 1.8%
Inventory of Homes for Sale	42	43	+ 2.4%	—	—	—
Months Supply of Inventory	3.9	4.0	+ 2.6%	—	—	—

Condo-Villa	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
New Listings	0	0	—	0	2	—
Pending Sales	0	0	—	0	1	—
Closed Sales	0	0	—	0	1	—
Days on Market Until Sale	—	—	—	—	128	—
Median Sales Price*	—	—	—	—	\$198,000	—
Average Sales Price*	—	—	—	—	\$198,000	—
Percent of List Price Received*	—	—	—	—	100.0%	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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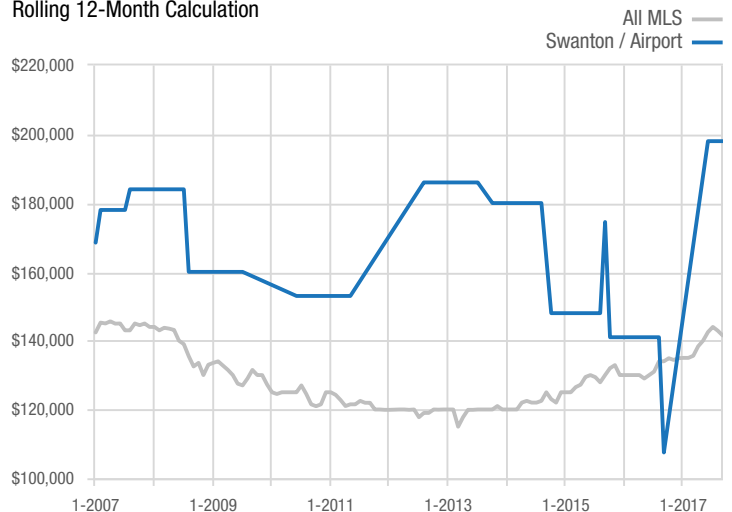
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Sylvania

43560 and 43617

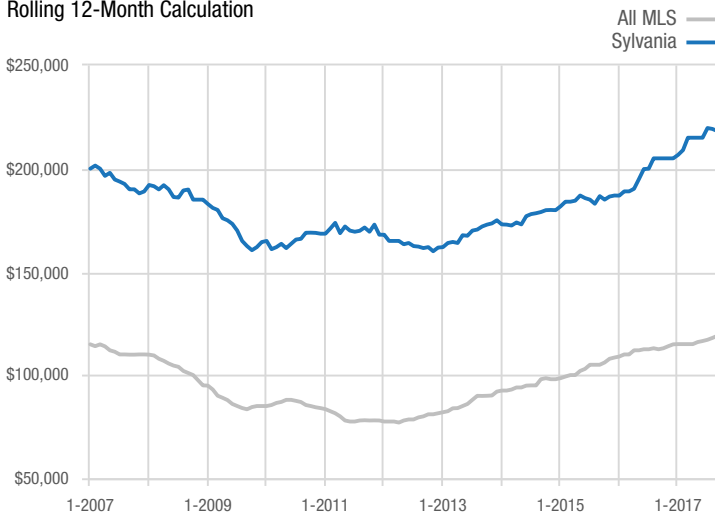
Single Family	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
Key Metrics						
New Listings	62	47	- 24.2%	632	667	+ 5.5%
Pending Sales	46	44	- 4.3%	452	474	+ 4.9%
Closed Sales	45	45	0.0%	446	464	+ 4.0%
Days on Market Until Sale	110	85	- 22.7%	110	94	- 14.5%
Median Sales Price*	\$228,000	\$219,900	- 3.6%	\$205,000	\$221,250	+ 7.9%
Average Sales Price*	\$231,389	\$243,081	+ 5.1%	\$218,461	\$232,650	+ 6.5%
Percent of List Price Received*	98.9%	98.0%	- 0.9%	98.1%	98.1%	0.0%
Inventory of Homes for Sale	211	207	- 1.9%	—	—	—
Months Supply of Inventory	4.6	4.3	- 6.5%	—	—	—

Condo-Villa	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
Key Metrics						
New Listings	11	6	- 45.5%	121	118	- 2.5%
Pending Sales	5	10	+ 100.0%	94	105	+ 11.7%
Closed Sales	14	11	- 21.4%	95	103	+ 8.4%
Days on Market Until Sale	101	70	- 30.7%	109	97	- 11.0%
Median Sales Price*	\$166,150	\$202,250	+ 21.7%	\$146,300	\$163,500	+ 11.8%
Average Sales Price*	\$166,510	\$179,241	+ 7.6%	\$157,605	\$171,493	+ 8.8%
Percent of List Price Received*	96.9%	96.8%	- 0.1%	96.0%	96.5%	+ 0.5%
Inventory of Homes for Sale	43	33	- 23.3%	—	—	—
Months Supply of Inventory	4.3	3.0	- 30.2%	—	—	—

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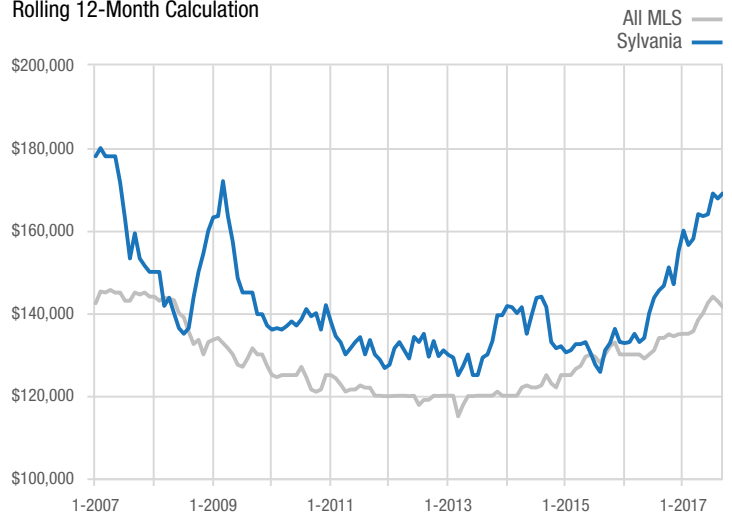
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Toledo

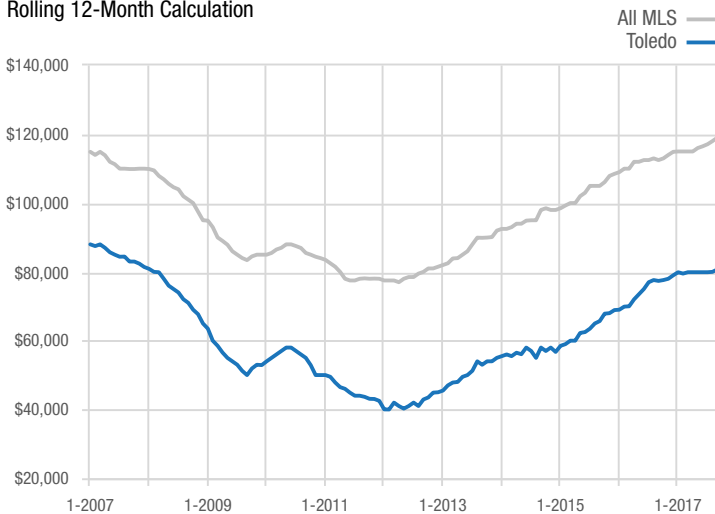
Single Family	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
Key Metrics						
New Listings	408	382	- 6.4%	3,968	3,843	- 3.2%
Pending Sales	299	312	+ 4.3%	2,555	2,725	+ 6.7%
Closed Sales	320	305	- 4.7%	2,532	2,647	+ 4.5%
Days on Market Until Sale	93	85	- 8.6%	102	94	- 7.8%
Median Sales Price*	\$77,000	\$80,950	+ 5.1%	\$80,000	\$82,500	+ 3.1%
Average Sales Price*	\$91,062	\$96,031	+ 5.5%	\$94,301	\$96,651	+ 2.5%
Percent of List Price Received*	95.3%	95.3%	0.0%	95.6%	95.8%	+ 0.2%
Inventory of Homes for Sale	1,513	1,249	- 17.4%	—	—	—
Months Supply of Inventory	5.5	4.3	- 21.8%	—	—	—

Condo-Villa	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
Key Metrics						
New Listings	25	35	+ 40.0%	272	265	- 2.6%
Pending Sales	20	22	+ 10.0%	204	187	- 8.3%
Closed Sales	24	22	- 8.3%	204	180	- 11.8%
Days on Market Until Sale	102	74	- 27.5%	110	101	- 8.2%
Median Sales Price*	\$119,650	\$89,450	- 25.2%	\$105,000	\$107,000	+ 1.9%
Average Sales Price*	\$119,502	\$90,879	- 24.0%	\$109,915	\$118,788	+ 8.1%
Percent of List Price Received*	94.1%	92.4%	- 1.8%	94.0%	95.3%	+ 1.4%
Inventory of Homes for Sale	99	96	- 3.0%	—	—	—
Months Supply of Inventory	4.7	4.9	+ 4.3%	—	—	—

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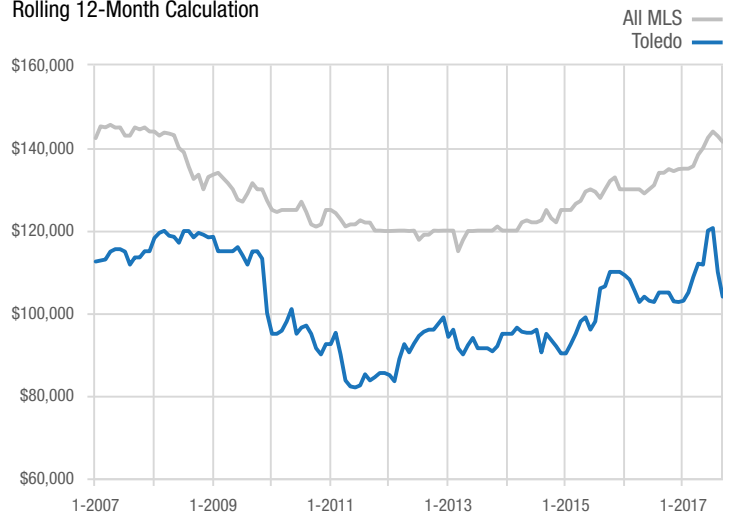
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Waterville

MLS Area 10: 43566

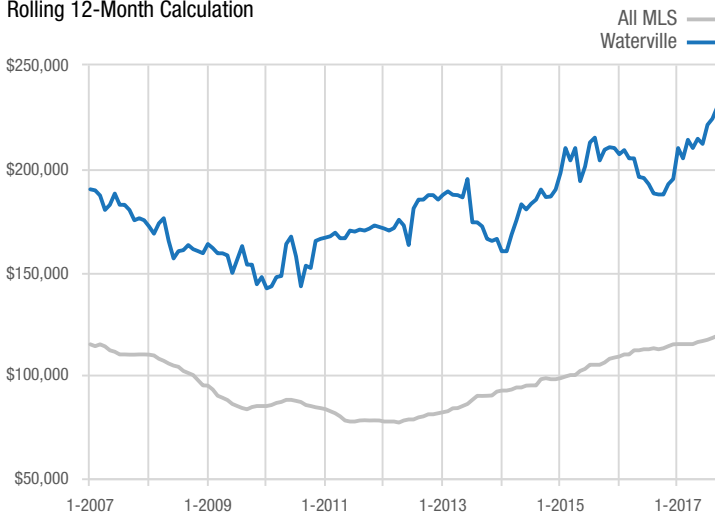
Single Family	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
New Listings	17	17	0.0%	129	135	+ 4.7%
Pending Sales	7	16	+ 128.6%	88	101	+ 14.8%
Closed Sales	9	12	+ 33.3%	89	100	+ 12.4%
Days on Market Until Sale	86	96	+ 11.6%	91	100	+ 9.9%
Median Sales Price*	\$139,500	\$225,700	+ 61.8%	\$187,500	\$229,450	+ 22.4%
Average Sales Price*	\$162,144	\$212,613	+ 31.1%	\$195,516	\$231,671	+ 18.5%
Percent of List Price Received*	97.2%	99.0%	+ 1.9%	97.3%	98.2%	+ 0.9%
Inventory of Homes for Sale	41	41	0.0%	—	—	—
Months Supply of Inventory	4.4	3.6	- 18.2%	—	—	—

Condo-Villa	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
New Listings	4	0	- 100.0%	26	14	- 46.2%
Pending Sales	3	1	- 66.7%	18	14	- 22.2%
Closed Sales	2	1	- 50.0%	17	15	- 11.8%
Days on Market Until Sale	29	66	+ 127.6%	69	65	- 5.8%
Median Sales Price*	\$165,700	\$174,900	+ 5.6%	\$156,500	\$160,000	+ 2.2%
Average Sales Price*	\$165,700	\$174,900	+ 5.6%	\$143,682	\$150,083	+ 4.5%
Percent of List Price Received*	97.8%	100.0%	+ 2.2%	102.4%	98.0%	- 4.3%
Inventory of Homes for Sale	6	1	- 83.3%	—	—	—
Months Supply of Inventory	3.0	0.5	- 83.3%	—	—	—

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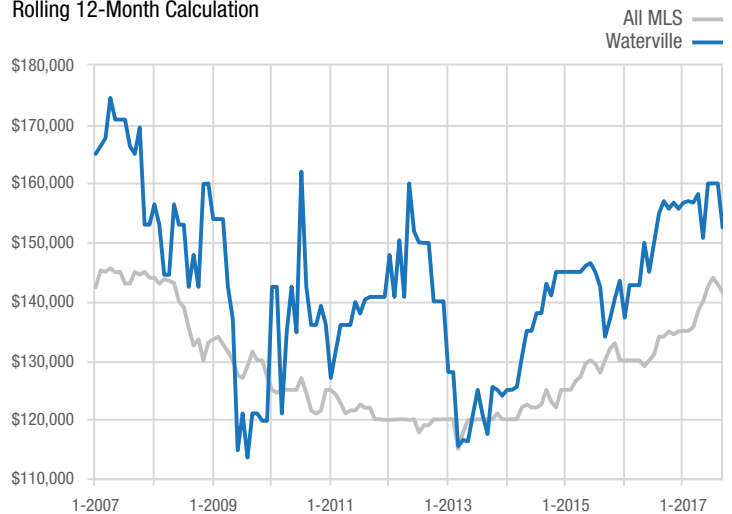
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Whitehouse

MLS Area 08: 43571

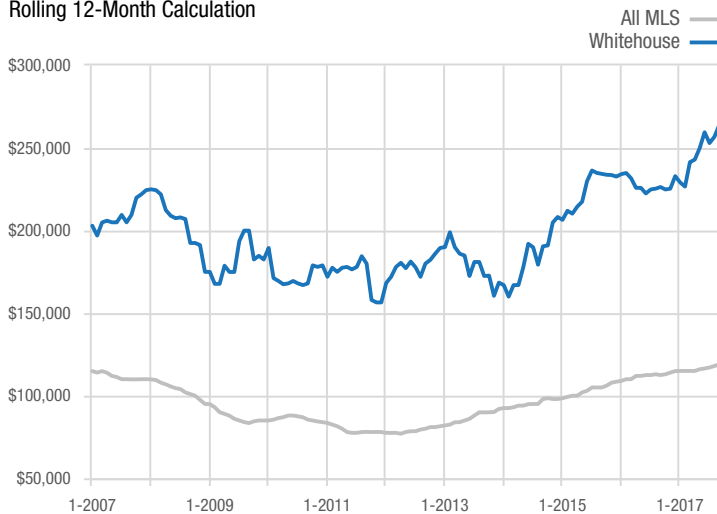
Single Family	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
Key Metrics						
New Listings	11	16	+ 45.5%	140	119	- 15.0%
Pending Sales	3	11	+ 266.7%	95	91	- 4.2%
Closed Sales	10	11	+ 10.0%	98	92	- 6.1%
Days on Market Until Sale	77	106	+ 37.7%	96	95	- 1.0%
Median Sales Price*	\$240,500	\$269,900	+ 12.2%	\$225,400	\$264,000	+ 17.1%
Average Sales Price*	\$232,049	\$263,036	+ 13.4%	\$228,180	\$262,922	+ 15.2%
Percent of List Price Received*	106.2%	96.2%	- 9.4%	98.6%	97.5%	- 1.1%
Inventory of Homes for Sale	48	39	- 18.8%	—	—	—
Months Supply of Inventory	5.0	3.9	- 22.0%	—	—	—

Condo-Villa	September			Year to Date		
	2016	2017	% Change	Thru 9-2016	Thru 9-2017	% Change
Key Metrics						
New Listings	1	0	- 100.0%	6	4	- 33.3%
Pending Sales	1	1	0.0%	4	5	+ 25.0%
Closed Sales	0	0	—	3	4	+ 33.3%
Days on Market Until Sale	—	—	—	110	90	- 18.2%
Median Sales Price*	—	—	—	\$187,000	\$193,500	+ 3.5%
Average Sales Price*	—	—	—	\$202,000	\$198,000	- 2.0%
Percent of List Price Received*	—	—	—	96.0%	96.9%	+ 0.9%
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	1.7	—	—	—	—	—

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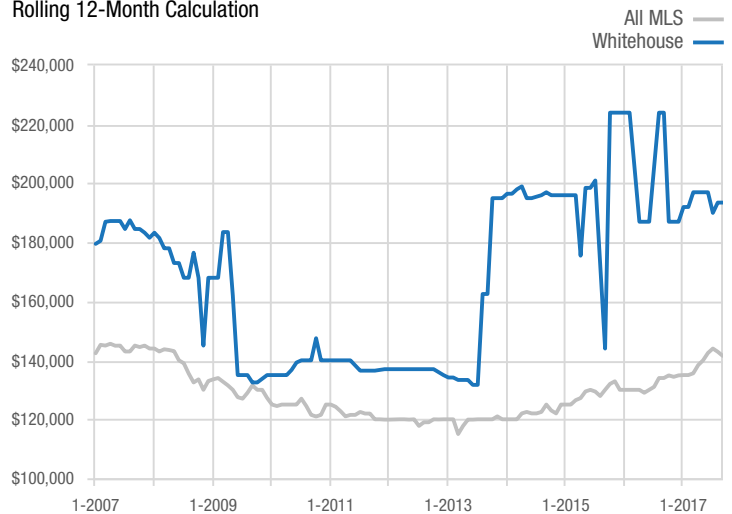
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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