

Local Market Update—March 2018

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LUCAS AND UPPER WOOD COUNTY HOUSING MARKET

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

491

Home Sales

-4.3% Decrease from
March 2017

\$120,000

Median Sales Price

+5.1 Increase from
March 2017

\$145,545

Av. Sales Price

+10.6% Increase from March 2017

104

Av. Days on Mkt.

-.01% Decrease from
March 2017

-20%

Inventory Change

from March 2017

4.44%

**Monthly Average
Interest Rate**

According to Freddiemac.com as
of 3/31/2018

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

Housing Supply Overview

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March 2018

Supply remains low in most markets and categories. Buyer demand continues to show that there is room for growth, but we still have not reached a point where a year-over-year increase in the number of homes for sale can be anticipated. For the 12-month period spanning April 2017 through March 2018, Pending Sales in Northwest Ohio were up 2.7 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 8.8 percent.

The overall Median Sales Price was up 4.5 percent to \$121,675. The property type with the largest price gain was the Condo-Villa segment, where prices increased 4.9 percent to \$142,250. The price range that tended to sell the quickest was the \$100,000 and Below range at 85 days; the price range that tended to sell the slowest was the \$100,001 to \$150,000 range at 103 days.

Market-wide, inventory levels were down 16.1 percent. The property type that lost the least inventory was the Condos segment, where it decreased 8.2 percent. That amounts to 3.5 months supply for Single-Family homes and 3.5 months supply for Condos.

Quick Facts

+ 8.8%

+ 8.0%

+ 3.1%

Price Range With the Strongest Sales:

\$200,001 to \$300,000

Bedroom Count With Strongest Sales:

2 Bedrooms

Property Type With Strongest Sales:

Single Family

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

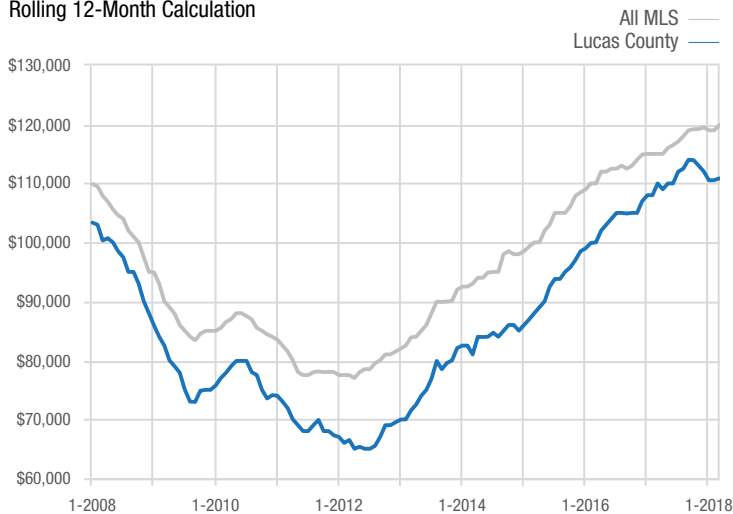
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	700	651	- 7.0%	1,737	1,586	- 8.7%
Pending Sales	447	513	+ 14.8%	1,124	1,111	- 1.2%
Closed Sales	441	423	- 4.1%	1,053	989	- 6.1%
Days on Market Until Sale	105	99	- 5.7%	107	101	- 5.6%
Median Sales Price*	\$109,500	\$110,000	+ 0.5%	\$103,000	\$96,000	- 6.8%
Average Sales Price*	\$127,924	\$130,268	+ 1.8%	\$124,753	\$121,278	- 2.8%
Percent of List Price Received*	96.2%	96.2%	0.0%	96.0%	95.8%	- 0.2%
Inventory of Homes for Sale	1,791	1,542	- 13.9%	—	—	—
Months Supply of Inventory	4.3	3.5	- 18.6%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	47	54	+ 14.9%	134	142	+ 6.0%
Pending Sales	45	41	- 8.9%	100	112	+ 12.0%
Closed Sales	48	37	- 22.9%	99	104	+ 5.1%
Days on Market Until Sale	105	100	- 4.8%	103	104	+ 1.0%
Median Sales Price*	\$148,200	\$133,000	- 10.3%	\$137,224	\$140,000	+ 2.0%
Average Sales Price*	\$167,459	\$166,150	- 0.8%	\$151,725	\$152,650	+ 0.6%
Percent of List Price Received*	95.6%	96.0%	+ 0.4%	95.2%	95.2%	0.0%
Inventory of Homes for Sale	135	128	- 5.2%	—	—	—
Months Supply of Inventory	3.4	3.4	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

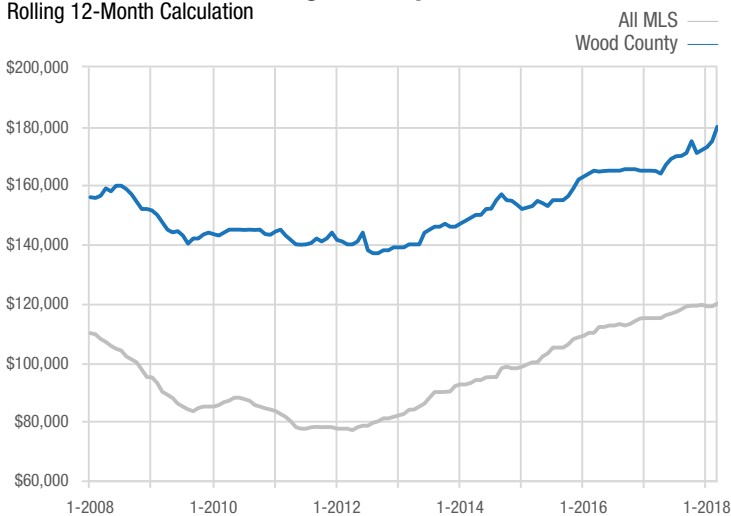
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	157	149	- 5.1%	373	351	- 5.9%
Pending Sales	91	101	+ 11.0%	244	245	+ 0.4%
Closed Sales	96	100	+ 4.2%	226	223	- 1.3%
Days on Market Until Sale	111	121	+ 9.0%	114	109	- 4.4%
Median Sales Price*	\$143,000	\$198,000	+ 38.5%	\$147,000	\$186,500	+ 26.9%
Average Sales Price*	\$157,799	\$223,957	+ 41.9%	\$162,709	\$208,383	+ 28.1%
Percent of List Price Received*	98.0%	98.3%	+ 0.3%	97.2%	97.7%	+ 0.5%
Inventory of Homes for Sale	414	340	- 17.9%	—	—	—
Months Supply of Inventory	3.9	3.1	- 20.5%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	14	8	- 42.9%	33	27	- 18.2%
Pending Sales	10	10	0.0%	22	27	+ 22.7%
Closed Sales	7	9	+ 28.6%	23	25	+ 8.7%
Days on Market Until Sale	164	75	- 54.3%	126	74	- 41.3%
Median Sales Price*	\$146,000	\$180,000	+ 23.3%	\$138,900	\$160,000	+ 15.2%
Average Sales Price*	\$167,621	\$170,378	+ 1.6%	\$150,822	\$164,298	+ 8.9%
Percent of List Price Received*	97.3%	97.5%	+ 0.2%	97.2%	97.0%	- 0.2%
Inventory of Homes for Sale	32	21	- 34.4%	—	—	—
Months Supply of Inventory	3.3	2.2	- 33.3%	—	—	—

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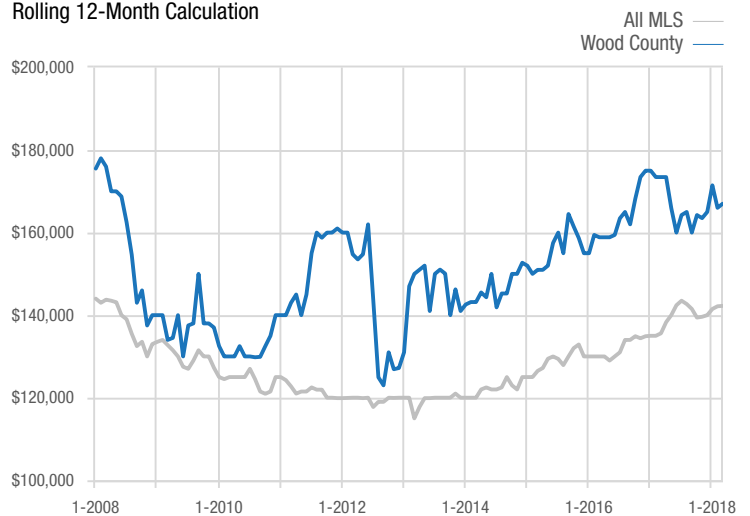
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Toledo

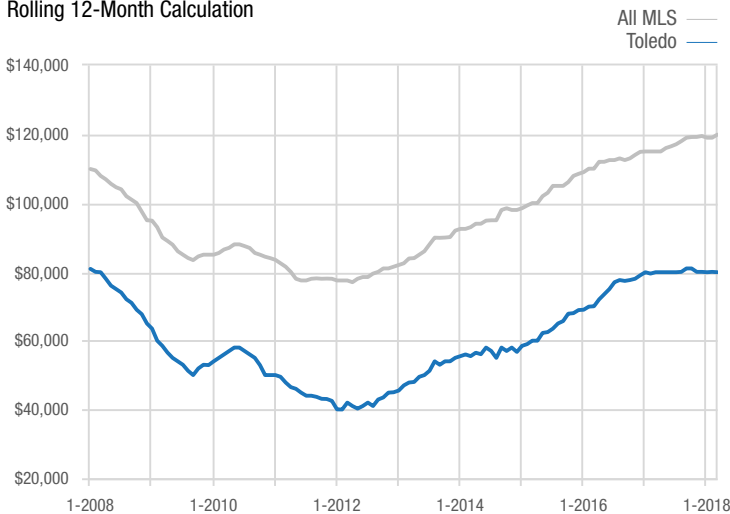
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	470	418	- 11.1%	1,181	1,050	- 11.1%
Pending Sales	307	340	+ 10.7%	772	744	- 3.6%
Closed Sales	306	278	- 9.2%	721	676	- 6.2%
Days on Market Until Sale	109	95	- 12.8%	105	99	- 5.7%
Median Sales Price*	\$80,250	\$75,000	- 6.5%	\$72,000	\$69,477	- 3.5%
Average Sales Price*	\$93,160	\$90,990	- 2.3%	\$86,324	\$85,303	- 1.2%
Percent of List Price Received*	95.3%	94.9%	- 0.4%	95.4%	94.8%	- 0.6%
Inventory of Homes for Sale	1,220	1,031	- 15.5%	—	—	—
Months Supply of Inventory	4.4	3.6	- 18.2%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	23	30	+ 30.4%	64	74	+ 15.6%
Pending Sales	19	22	+ 15.8%	49	58	+ 18.4%
Closed Sales	20	18	- 10.0%	48	55	+ 14.6%
Days on Market Until Sale	151	109	- 27.8%	123	104	- 15.4%
Median Sales Price*	\$130,500	\$107,450	- 17.7%	\$111,500	\$105,000	- 5.8%
Average Sales Price*	\$130,460	\$119,643	- 8.3%	\$116,574	\$121,754	+ 4.4%
Percent of List Price Received*	96.0%	95.2%	- 0.8%	94.7%	94.8%	+ 0.1%
Inventory of Homes for Sale	69	72	+ 4.3%	—	—	—
Months Supply of Inventory	3.4	3.5	+ 2.9%	—	—	—

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Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Bowling Green

MLS Area 55: 43402

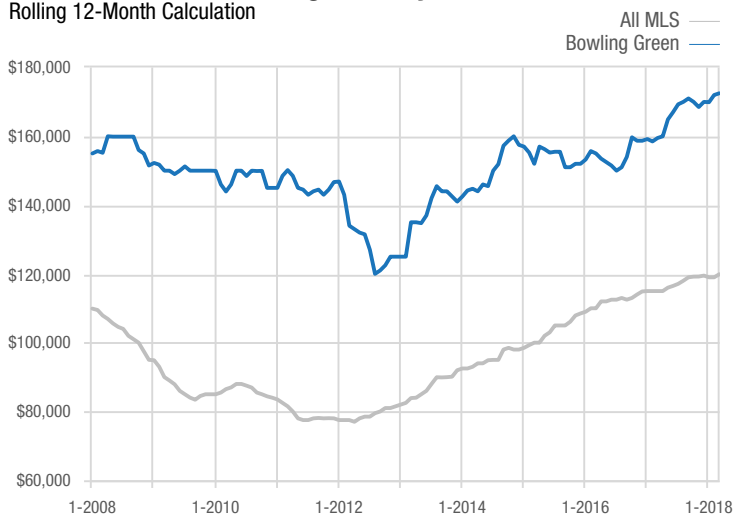
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	23	28	+ 21.7%	46	65	+ 41.3%
Pending Sales	15	13	- 13.3%	37	42	+ 13.5%
Closed Sales	12	18	+ 50.0%	32	40	+ 25.0%
Days on Market Until Sale	104	90	- 13.5%	99	104	+ 5.1%
Median Sales Price*	\$150,500	\$157,150	+ 4.4%	\$152,500	\$166,250	+ 9.0%
Average Sales Price*	\$173,567	\$181,761	+ 4.7%	\$170,596	\$192,670	+ 12.9%
Percent of List Price Received*	95.1%	99.4%	+ 4.5%	96.2%	97.7%	+ 1.6%
Inventory of Homes for Sale	47	60	+ 27.7%	—	—	—
Months Supply of Inventory	3.0	3.5	+ 16.7%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	2	3	+ 50.0%	6	4	- 33.3%
Pending Sales	2	1	- 50.0%	5	2	- 60.0%
Closed Sales	2	1	- 50.0%	6	2	- 66.7%
Days on Market Until Sale	184	93	- 49.5%	132	63	- 52.3%
Median Sales Price*	\$196,950	\$180,000	- 8.6%	\$171,200	\$160,500	- 6.3%
Average Sales Price*	\$196,950	\$180,000	- 8.6%	\$175,867	\$160,500	- 8.7%
Percent of List Price Received*	98.9%	94.7%	- 4.2%	98.1%	96.0%	- 2.1%
Inventory of Homes for Sale	5	5	0.0%	—	—	—
Months Supply of Inventory	1.7	2.6	+ 52.9%	—	—	—

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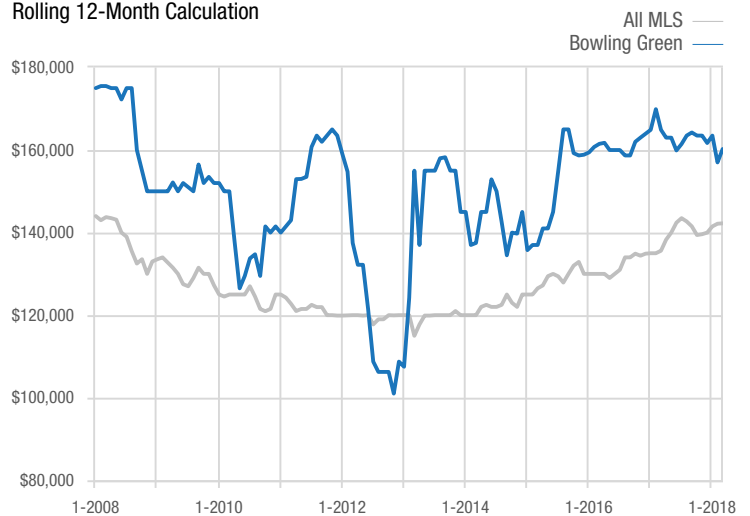
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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East River

MLS Area 24: 43605

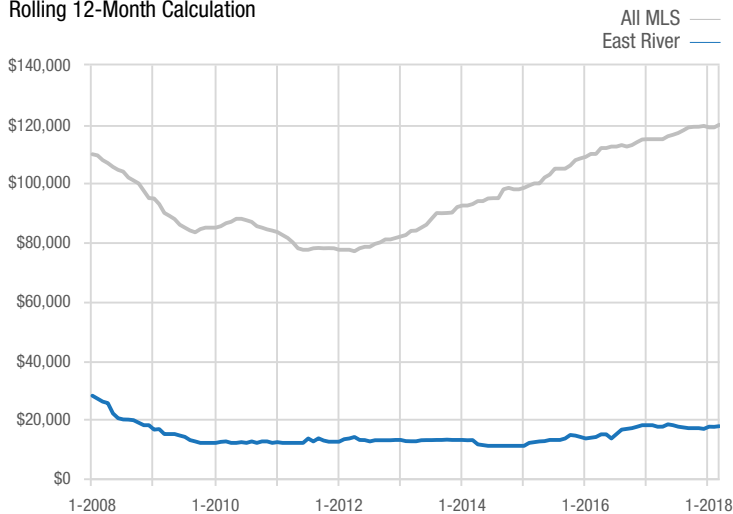
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	23	22	- 4.3%	71	77	+ 8.5%
Pending Sales	11	20	+ 81.8%	45	50	+ 11.1%
Closed Sales	16	17	+ 6.3%	44	46	+ 4.5%
Days on Market Until Sale	76	65	- 14.5%	84	76	- 9.5%
Median Sales Price*	\$16,000	\$18,000	+ 12.5%	\$15,575	\$18,500	+ 18.8%
Average Sales Price*	\$20,775	\$24,900	+ 19.9%	\$20,129	\$21,991	+ 9.3%
Percent of List Price Received*	95.9%	88.8%	- 7.4%	95.5%	90.9%	- 4.8%
Inventory of Homes for Sale	73	71	- 2.7%	—	—	—
Months Supply of Inventory	5.7	4.3	- 24.6%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% 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	—	—	—	—	—	—

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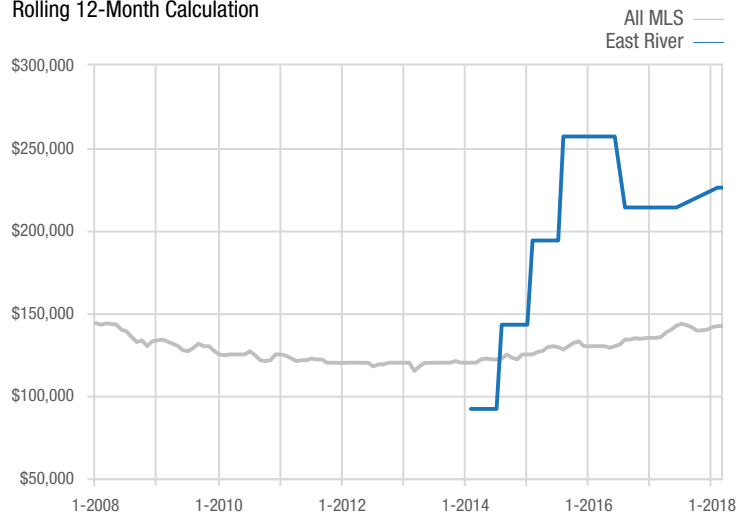
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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East Suburbs

MLS Area 26: 43412 (Lucas County Only)

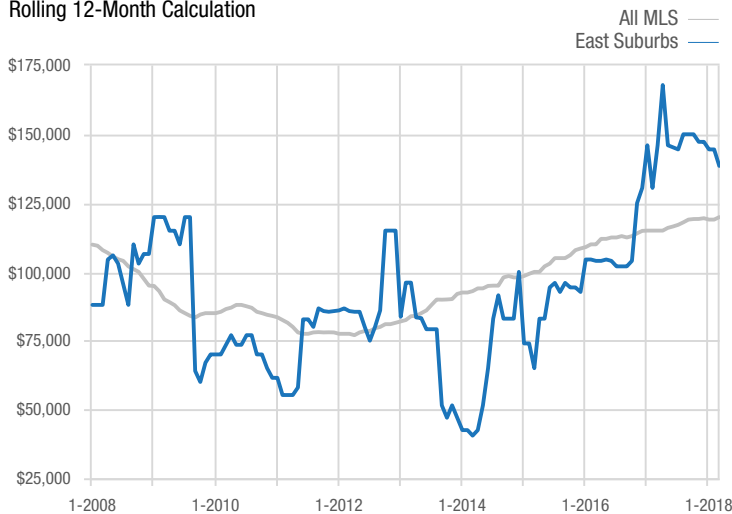
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	3	5	+ 66.7%	10	7	- 30.0%
Pending Sales	1	3	+ 200.0%	2	10	+ 400.0%
Closed Sales	1	2	+ 100.0%	3	9	+ 200.0%
Days on Market Until Sale	64	127	+ 98.4%	162	113	- 30.2%
Median Sales Price*	\$37,000	\$34,000	- 8.1%	\$78,000	\$40,000	- 48.7%
Average Sales Price*	\$37,000	\$34,000	- 8.1%	\$94,300	\$73,255	- 22.3%
Percent of List Price Received*	82.4%	88.2%	+ 7.0%	92.5%	84.9%	- 8.2%
Inventory of Homes for Sale	11	11	0.0%	—	—	—
Months Supply of Inventory	5.2	3.9	- 25.0%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% 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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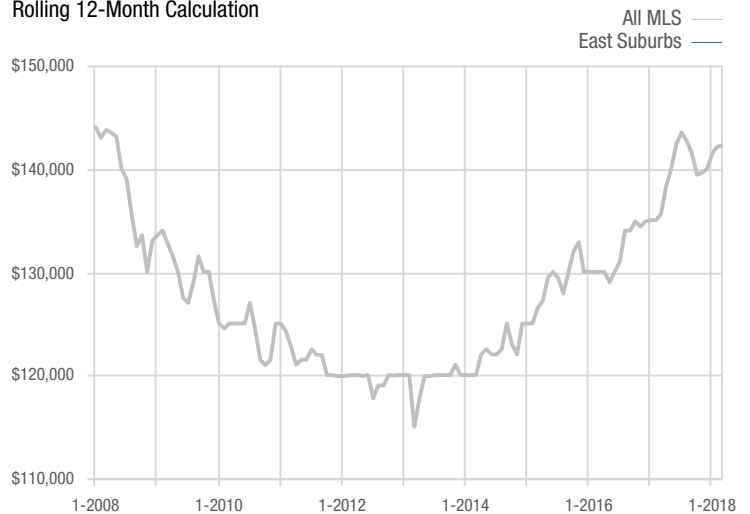
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Five Points / Northtowne

MLS Area 13: 43612

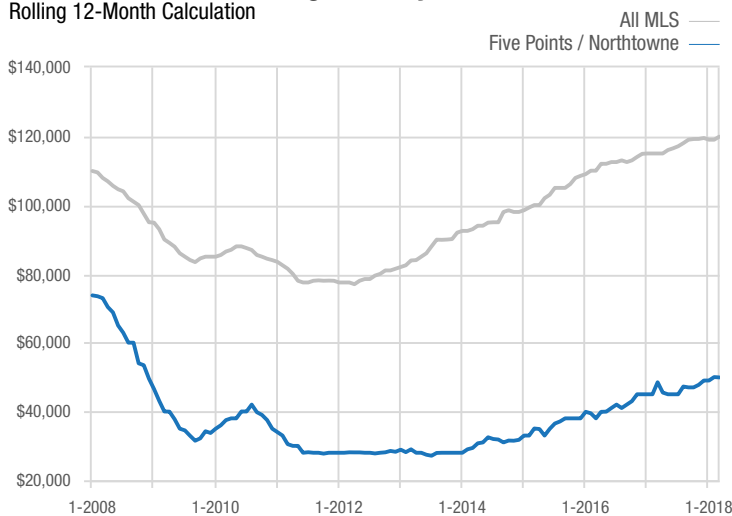
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	48	47	- 2.1%	124	120	- 3.2%
Pending Sales	39	46	+ 17.9%	87	92	+ 5.7%
Closed Sales	40	39	- 2.5%	76	84	+ 10.5%
Days on Market Until Sale	126	90	- 28.6%	109	98	- 10.1%
Median Sales Price*	\$54,500	\$40,500	- 25.7%	\$44,900	\$48,500	+ 8.0%
Average Sales Price*	\$53,180	\$47,719	- 10.3%	\$49,637	\$52,226	+ 5.2%
Percent of List Price Received*	91.8%	94.6%	+ 3.1%	93.3%	94.6%	+ 1.4%
Inventory of Homes for Sale	127	124	- 2.4%	—	—	—
Months Supply of Inventory	4.2	3.7	- 11.9%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% 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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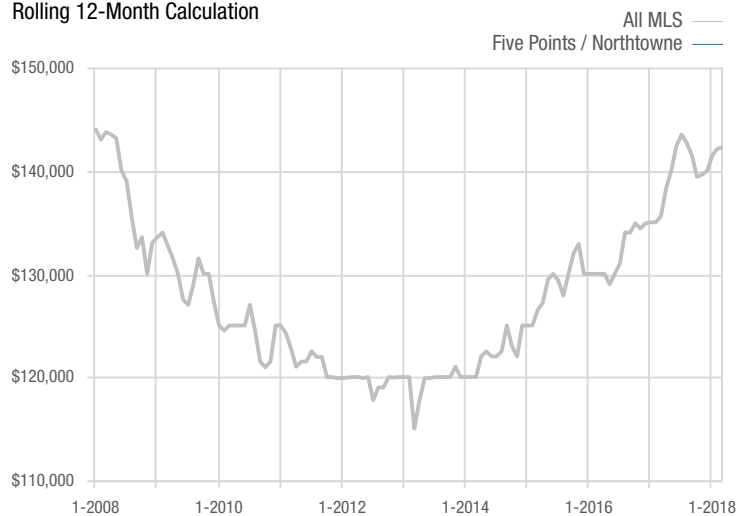
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Franklin Park / Trilby

MLS Area 11: 43623

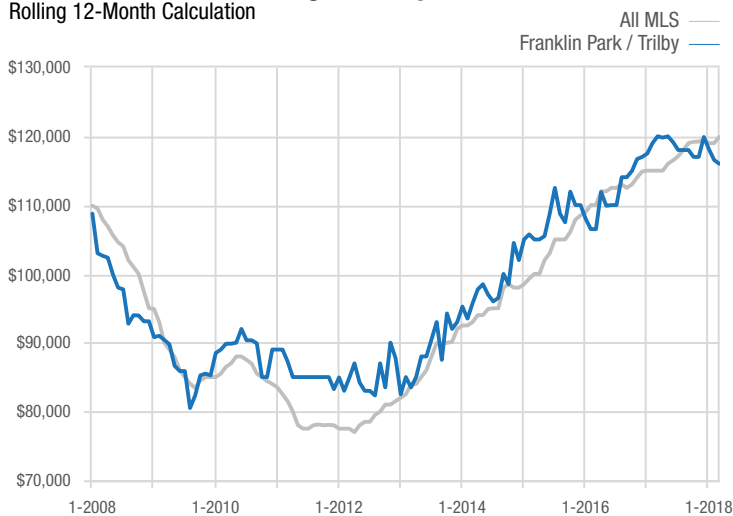
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	21	33	+ 57.1%	77	77	0.0%
Pending Sales	26	28	+ 7.7%	64	58	- 9.4%
Closed Sales	26	18	- 30.8%	58	47	- 19.0%
Days on Market Until Sale	89	82	- 7.9%	102	95	- 6.9%
Median Sales Price*	\$122,000	\$105,950	- 13.2%	\$124,450	\$95,500	- 23.3%
Average Sales Price*	\$143,972	\$128,022	- 11.1%	\$145,637	\$122,714	- 15.7%
Percent of List Price Received*	97.9%	96.5%	- 1.4%	97.6%	95.0%	- 2.7%
Inventory of Homes for Sale	80	62	- 22.5%	—	—	—
Months Supply of Inventory	3.0	2.9	- 3.3%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	2	2	0.0%	3	5	+ 66.7%
Pending Sales	0	2	—	1	4	+ 300.0%
Closed Sales	0	0	—	0	2	—
Days on Market Until Sale	—	—	—	—	8	—
Median Sales Price*	—	—	—	—	\$93,750	—
Average Sales Price*	—	—	—	—	\$93,750	—
Percent of List Price Received*	—	—	—	—	97.6%	—
Inventory of Homes for Sale	4	1	- 75.0%	—	—	—
Months Supply of Inventory	1.8	0.7	- 61.1%	—	—	—

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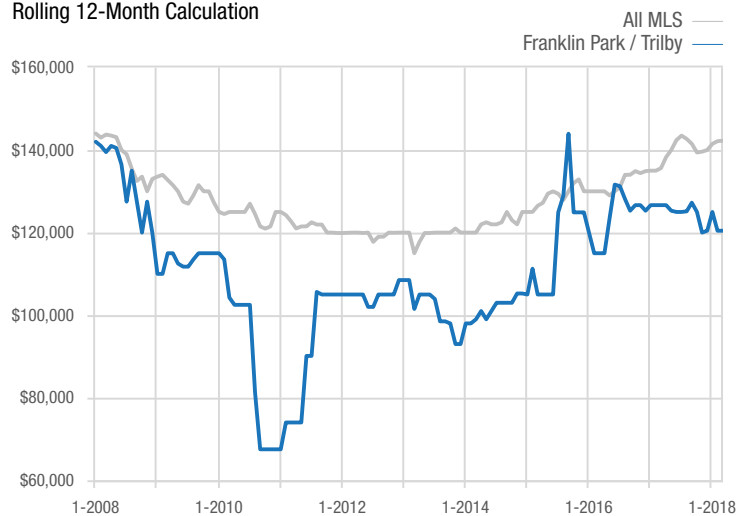
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Heatherdowns Blvd / River Rd

MLS Area 23: 43614

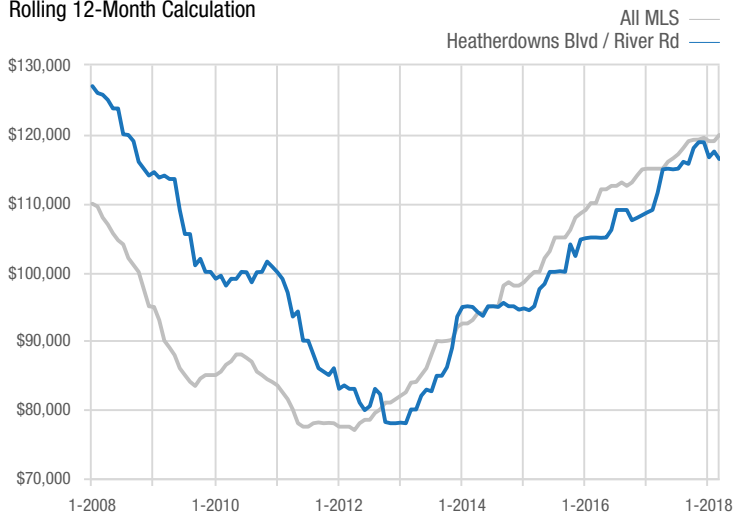
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	46	53	+ 15.2%	135	124	- 8.1%
Pending Sales	31	35	+ 12.9%	93	89	- 4.3%
Closed Sales	38	30	- 21.1%	91	75	- 17.6%
Days on Market Until Sale	109	114	+ 4.6%	120	104	- 13.3%
Median Sales Price*	\$123,900	\$123,500	- 0.3%	\$119,250	\$114,500	- 4.0%
Average Sales Price*	\$125,993	\$114,288	- 9.3%	\$115,778	\$118,299	+ 2.2%
Percent of List Price Received*	96.6%	96.7%	+ 0.1%	97.2%	96.4%	- 0.8%
Inventory of Homes for Sale	141	116	- 17.7%	—	—	—
Months Supply of Inventory	4.1	3.2	- 22.0%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	3	8	+ 166.7%	10	17	+ 70.0%
Pending Sales	2	5	+ 150.0%	12	12	0.0%
Closed Sales	3	3	0.0%	12	10	- 16.7%
Days on Market Until Sale	498	100	- 79.9%	224	81	- 63.8%
Median Sales Price*	\$87,000	\$115,000	+ 32.2%	\$82,500	\$109,000	+ 32.1%
Average Sales Price*	\$164,500	\$145,667	- 11.4%	\$105,703	\$136,350	+ 29.0%
Percent of List Price Received*	94.5%	92.6%	- 2.0%	92.3%	94.2%	+ 2.1%
Inventory of Homes for Sale	13	14	+ 7.7%	—	—	—
Months Supply of Inventory	2.9	3.2	+ 10.3%	—	—	—

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

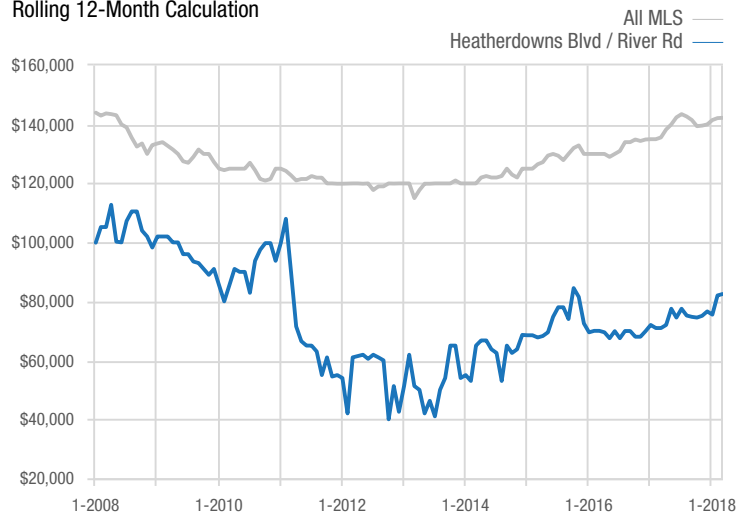
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – March 2018

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Maumee

MLS Area 07: 43537

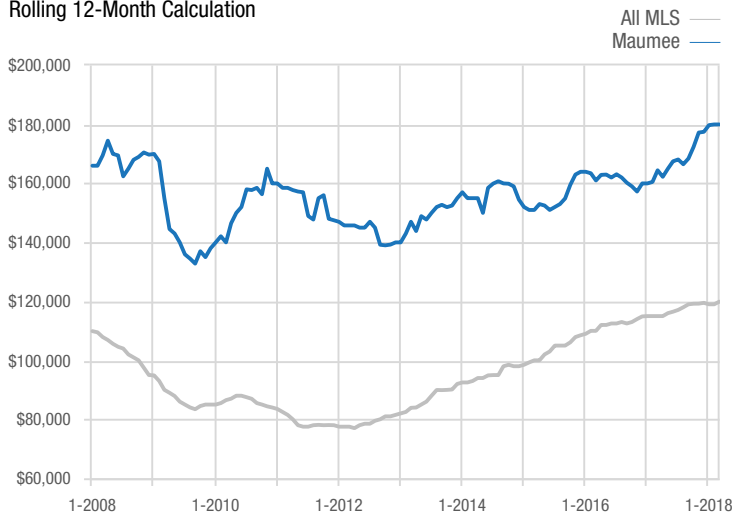
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	54	45	- 16.7%	131	106	- 19.1%
Pending Sales	35	41	+ 17.1%	81	81	0.0%
Closed Sales	38	33	- 13.2%	73	65	- 11.0%
Days on Market Until Sale	101	84	- 16.8%	112	96	- 14.3%
Median Sales Price*	\$177,500	\$184,000	+ 3.7%	\$167,000	\$182,000	+ 9.0%
Average Sales Price*	\$216,522	\$203,715	- 5.9%	\$210,250	\$211,224	+ 0.5%
Percent of List Price Received*	98.2%	99.2%	+ 1.0%	97.4%	98.1%	+ 0.7%
Inventory of Homes for Sale	126	91	- 27.8%	—	—	—
Months Supply of Inventory	3.7	2.7	- 27.0%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	9	2	- 77.8%	17	12	- 29.4%
Pending Sales	9	5	- 44.4%	15	12	- 20.0%
Closed Sales	9	8	- 11.1%	15	12	- 20.0%
Days on Market Until Sale	54	70	+ 29.6%	69	76	+ 10.1%
Median Sales Price*	\$175,000	\$189,125	+ 8.1%	\$175,000	\$170,650	- 2.5%
Average Sales Price*	\$226,512	\$274,989	+ 21.4%	\$220,773	\$224,143	+ 1.5%
Percent of List Price Received*	94.3%	96.8%	+ 2.7%	94.9%	96.3%	+ 1.5%
Inventory of Homes for Sale	14	11	- 21.4%	—	—	—
Months Supply of Inventory	2.5	2.5	0.0%	—	—	—

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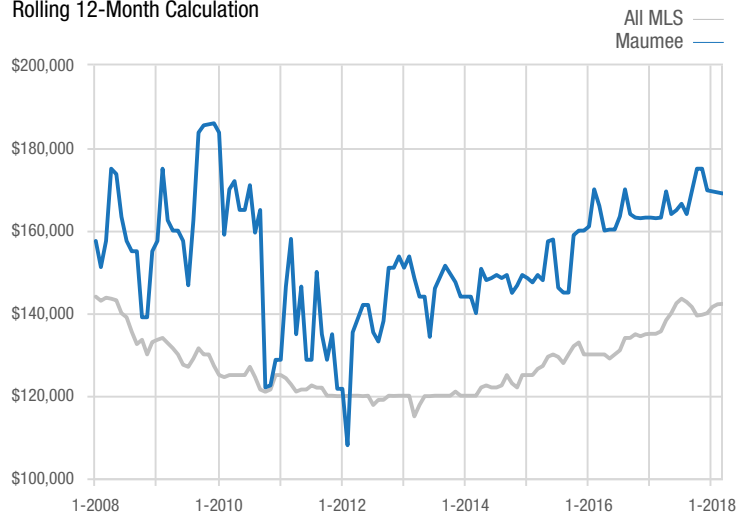
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Monclova

MLS Area 06: 43542

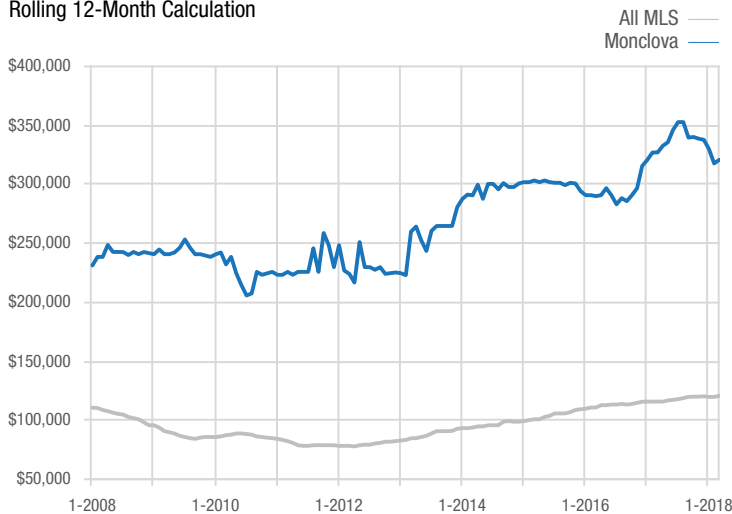
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	9	17	+ 88.9%	16	27	+ 68.8%
Pending Sales	3	6	+ 100.0%	9	12	+ 33.3%
Closed Sales	2	3	+ 50.0%	9	9	0.0%
Days on Market Until Sale	81	216	+ 166.7%	127	154	+ 21.3%
Median Sales Price*	\$351,250	\$405,000	+ 15.3%	\$355,000	\$295,000	- 16.9%
Average Sales Price*	\$351,250	\$457,100	+ 30.1%	\$391,450	\$325,533	- 16.8%
Percent of List Price Received*	89.2%	98.0%	+ 9.9%	96.0%	96.4%	+ 0.4%
Inventory of Homes for Sale	27	29	+ 7.4%	—	—	—
Months Supply of Inventory	5.1	5.5	+ 7.8%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	0	0	—	0	1	—
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	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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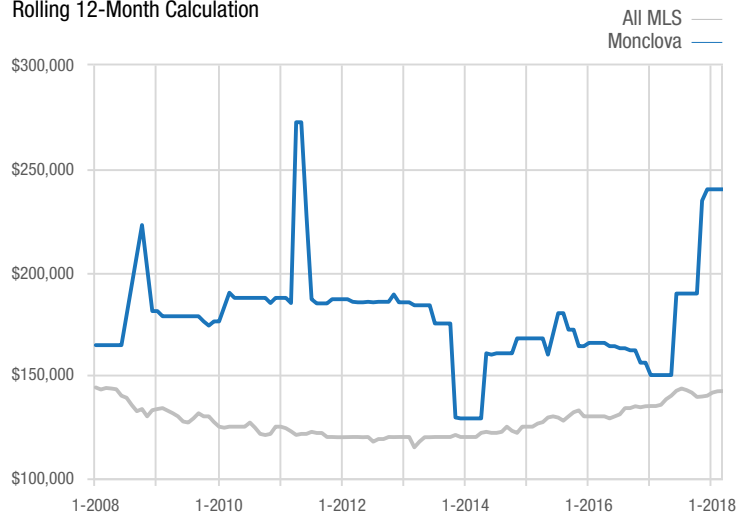
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Olde North End

MLS Area 19: 43608

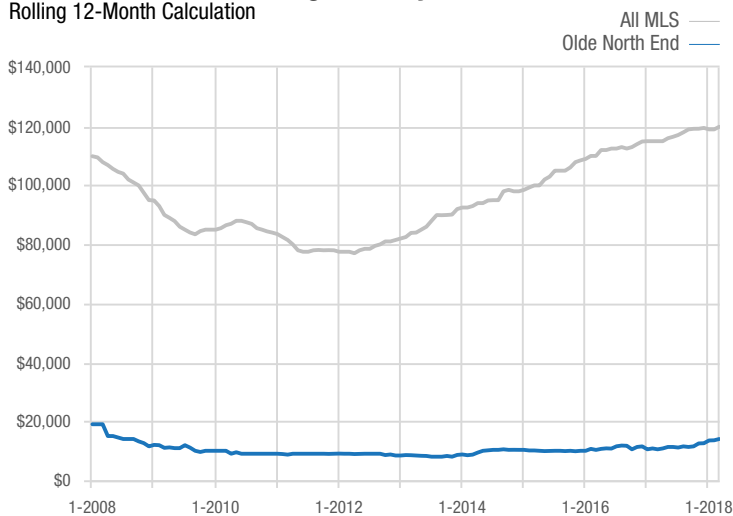
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	16	5	- 68.8%	44	24	- 45.5%
Pending Sales	8	6	- 25.0%	20	20	0.0%
Closed Sales	6	4	- 33.3%	20	21	+ 5.0%
Days on Market Until Sale	45	68	+ 51.1%	79	93	+ 17.7%
Median Sales Price*	\$9,000	\$27,500	+ 205.6%	\$8,111	\$17,500	+ 115.8%
Average Sales Price*	\$11,230	\$29,833	+ 165.7%	\$12,839	\$28,153	+ 119.3%
Percent of List Price Received*	91.2%	96.7%	+ 6.0%	90.1%	95.2%	+ 5.7%
Inventory of Homes for Sale	54	33	- 38.9%	—	—	—
Months Supply of Inventory	6.8	3.4	- 50.0%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% 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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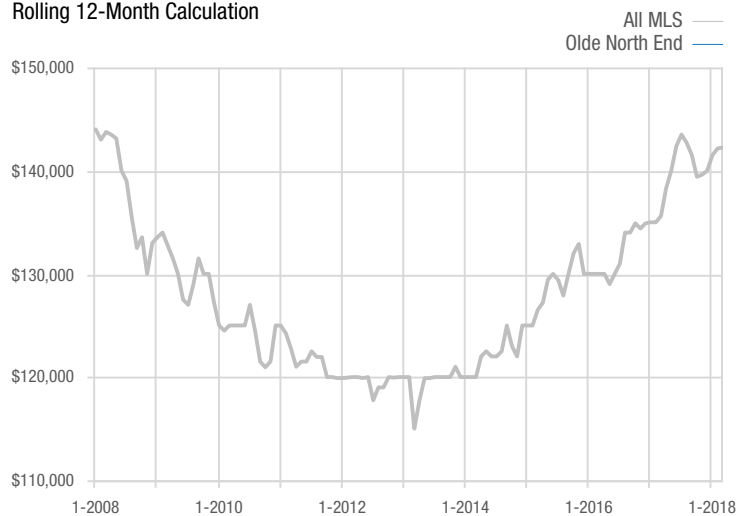
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Olde South End

MLS Area 22: 43609

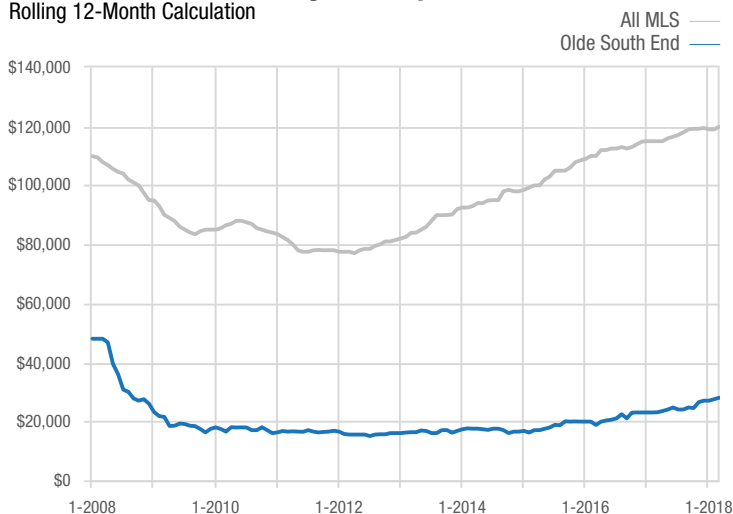
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	50	30	- 40.0%	92	85	- 7.6%
Pending Sales	27	13	- 51.9%	45	35	- 22.2%
Closed Sales	16	11	- 31.3%	33	32	- 3.0%
Days on Market Until Sale	102	105	+ 2.9%	92	93	+ 1.1%
Median Sales Price*	\$23,575	\$33,500	+ 42.1%	\$22,500	\$23,075	+ 2.6%
Average Sales Price*	\$28,232	\$32,364	+ 14.6%	\$25,823	\$26,362	+ 2.1%
Percent of List Price Received*	94.2%	92.5%	- 1.8%	90.4%	92.4%	+ 2.2%
Inventory of Homes for Sale	79	89	+ 12.7%	—	—	—
Months Supply of Inventory	5.4	6.3	+ 16.7%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	1	0	- 100.0%	1	0	- 100.0%
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Days on Market Until Sale	106	—	—	106	—	—
Median Sales Price*	\$142,900	—	—	\$142,900	—	—
Average Sales Price*	\$142,900	—	—	\$142,900	—	—
Percent of List Price Received*	100.0%	—	—	100.0%	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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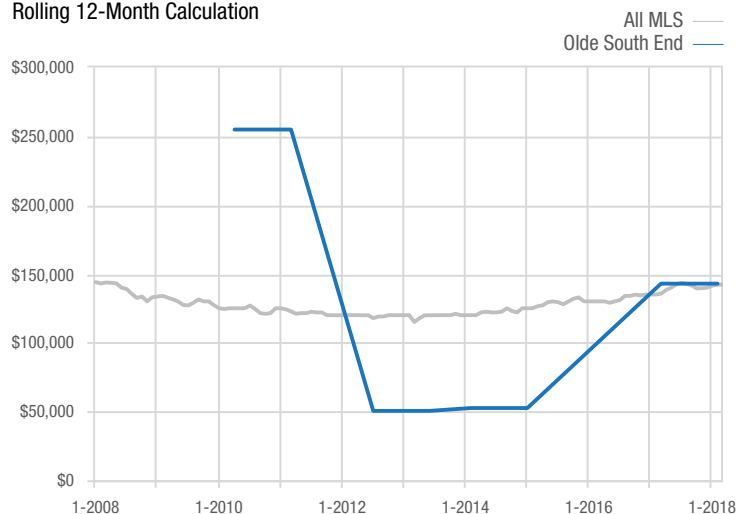
Median Sales Price - Single Family

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

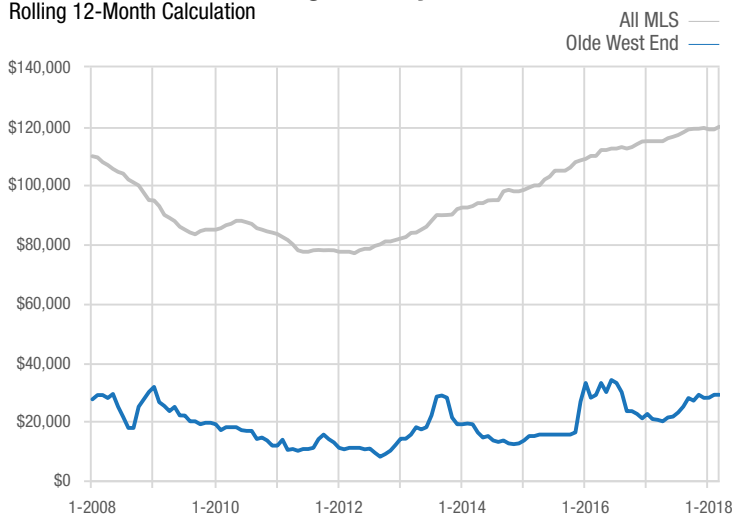
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
New Listings	10	5	- 50.0%	20	13	- 35.0%
Pending Sales	7	4	- 42.9%	15	12	- 20.0%
Closed Sales	5	1	- 80.0%	11	9	- 18.2%
Days on Market Until Sale	24	122	+ 408.3%	43	121	+ 181.4%
Median Sales Price*	\$27,000	\$7,000	- 74.1%	\$14,000	\$18,050	+ 28.9%
Average Sales Price*	\$72,260	\$7,000	- 90.3%	\$41,709	\$28,183	- 32.4%
Percent of List Price Received*	88.5%	63.6%	- 28.1%	88.0%	90.5%	+ 2.8%
Inventory of Homes for Sale	20	12	- 40.0%	—	—	—
Months Supply of Inventory	5.5	2.6	- 52.7%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
New Listings	0	1	—	4	1	- 75.0%
Pending Sales	1	0	- 100.0%	1	2	+ 100.0%
Closed Sales	1	0	- 100.0%	1	3	+ 200.0%
Days on Market Until Sale	38	—	—	38	78	+ 105.3%
Median Sales Price*	\$52,500	—	—	\$52,500	\$44,567	- 15.1%
Average Sales Price*	\$52,500	—	—	\$52,500	\$47,022	- 10.4%
Percent of List Price Received*	87.8%	—	—	87.8%	100.1%	+ 14.0%
Inventory of Homes for Sale	2	4	+ 100.0%	—	—	—
Months Supply of Inventory	2.0	3.1	+ 55.0%	—	—	—

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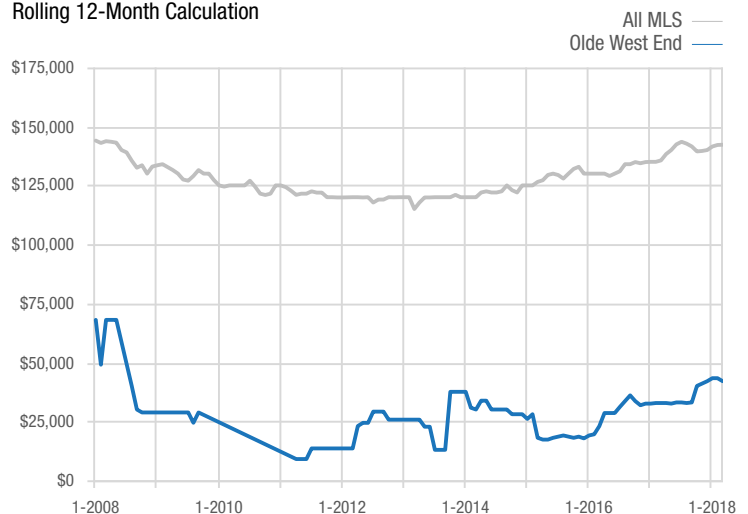
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Oregon

MLS Area 25: 43616

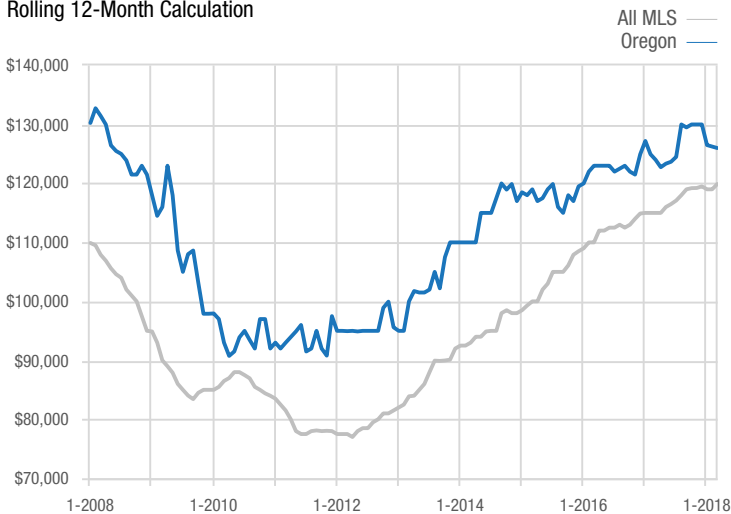
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	28	39	+ 39.3%	69	82	+ 18.8%
Pending Sales	15	27	+ 80.0%	52	49	- 5.8%
Closed Sales	17	16	- 5.9%	47	42	- 10.6%
Days on Market Until Sale	97	75	- 22.7%	114	96	- 15.8%
Median Sales Price*	\$135,000	\$127,450	- 5.6%	\$135,000	\$124,250	- 8.0%
Average Sales Price*	\$136,024	\$128,444	- 5.6%	\$144,962	\$128,802	- 11.1%
Percent of List Price Received*	97.1%	98.1%	+ 1.0%	97.2%	98.0%	+ 0.8%
Inventory of Homes for Sale	73	80	+ 9.6%	—	—	—
Months Supply of Inventory	4.1	4.2	+ 2.4%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	0	3	—	2	3	+ 50.0%
Pending Sales	2	0	- 100.0%	3	1	- 66.7%
Closed Sales	2	0	- 100.0%	3	1	- 66.7%
Days on Market Until Sale	88	—	—	59	44	- 25.4%
Median Sales Price*	\$109,500	—	—	\$120,000	\$136,000	+ 13.3%
Average Sales Price*	\$109,500	—	—	\$143,345	\$136,000	- 5.1%
Percent of List Price Received*	91.5%	—	—	94.3%	100.8%	+ 6.9%
Inventory of Homes for Sale	1	3	+ 200.0%	—	—	—
Months Supply of Inventory	0.9	2.0	+ 122.2%	—	—	—

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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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Ottawa Hills

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

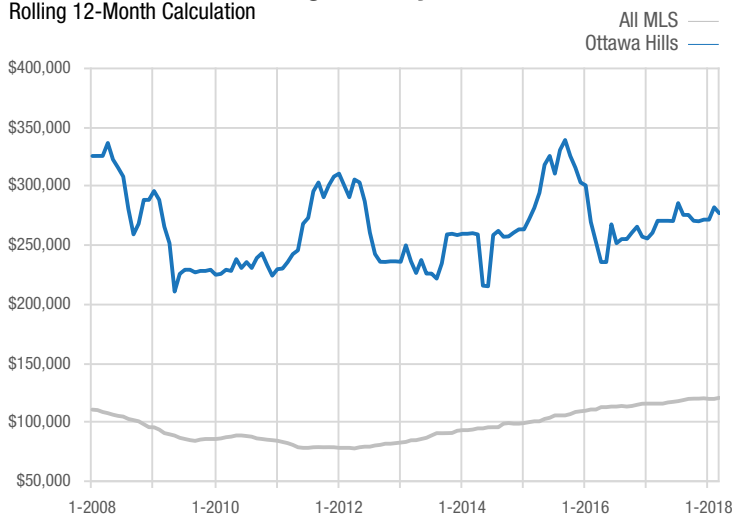
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
New Listings	18	19	+ 5.6%	46	36	- 21.7%
Pending Sales	7	8	+ 14.3%	14	19	+ 35.7%
Closed Sales	6	8	+ 33.3%	12	19	+ 58.3%
Days on Market Until Sale	134	101	- 24.6%	129	118	- 8.5%
Median Sales Price*	\$288,000	\$277,500	- 3.6%	\$278,500	\$280,000	+ 0.5%
Average Sales Price*	\$370,333	\$274,563	- 25.9%	\$308,987	\$277,268	- 10.3%
Percent of List Price Received*	92.4%	93.8%	+ 1.5%	93.8%	96.8%	+ 3.2%
Inventory of Homes for Sale	64	45	- 29.7%	—	—	—
Months Supply of Inventory	8.3	5.6	- 32.5%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
New Listings	1	1	0.0%	3	4	+ 33.3%
Pending Sales	2	0	- 100.0%	2	2	0.0%
Closed Sales	2	0	- 100.0%	2	2	0.0%
Days on Market Until Sale	77	—	—	77	148	+ 92.2%
Median Sales Price*	\$138,500	—	—	\$138,500	\$71,750	- 48.2%
Average Sales Price*	\$138,500	—	—	\$138,500	\$71,750	- 48.2%
Percent of List Price Received*	94.8%	—	—	94.8%	86.3%	- 9.0%
Inventory of Homes for Sale	1	10	+ 900.0%	—	—	—
Months Supply of Inventory	0.4	7.3	+ 1,725.0%	—	—	—

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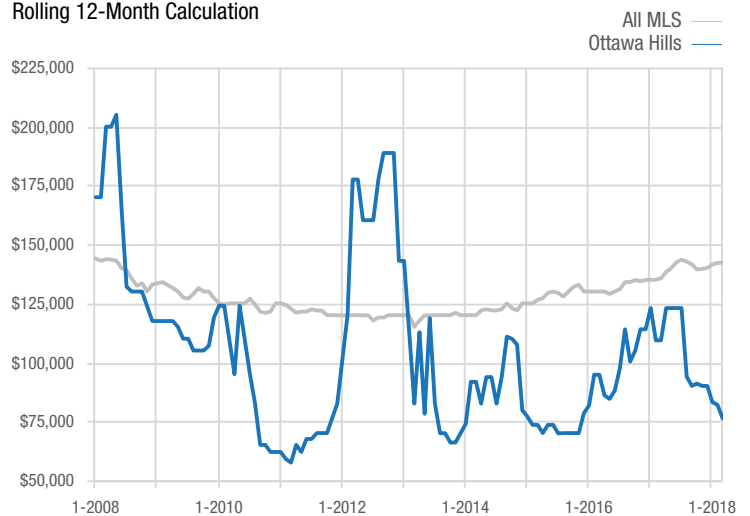
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Ottawa Park / Westgate

MLS Area 17: 43606 (except Ottawa Hills)

Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	28	30	+ 7.1%	63	64	+ 1.6%
Pending Sales	19	24	+ 26.3%	50	50	0.0%
Closed Sales	18	19	+ 5.6%	46	46	0.0%
Days on Market Until Sale	100	84	- 16.0%	107	92	- 14.0%
Median Sales Price*	\$129,750	\$110,000	- 15.2%	\$123,500	\$103,000	- 16.6%
Average Sales Price*	\$105,328	\$107,758	+ 2.3%	\$104,846	\$97,838	- 6.7%
Percent of List Price Received*	92.1%	100.8%	+ 9.4%	95.6%	97.1%	+ 1.6%
Inventory of Homes for Sale	65	54	- 16.9%	—	—	—
Months Supply of Inventory	3.4	2.6	- 23.5%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	0	1	—	2	4	+ 100.0%
Pending Sales	0	1	—	1	2	+ 100.0%
Closed Sales	0	1	—	2	2	0.0%
Days on Market Until Sale	—	41	—	123	43	- 65.0%
Median Sales Price*	—	\$110,000	—	\$113,250	\$72,000	- 36.4%
Average Sales Price*	—	\$110,000	—	\$113,250	\$72,000	- 36.4%
Percent of List Price Received*	—	90.9%	—	91.0%	88.1%	- 3.2%
Inventory of Homes for Sale	2	2	0.0%	—	—	—
Months Supply of Inventory	1.1	1.7	+ 54.5%	—	—	—

* 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.

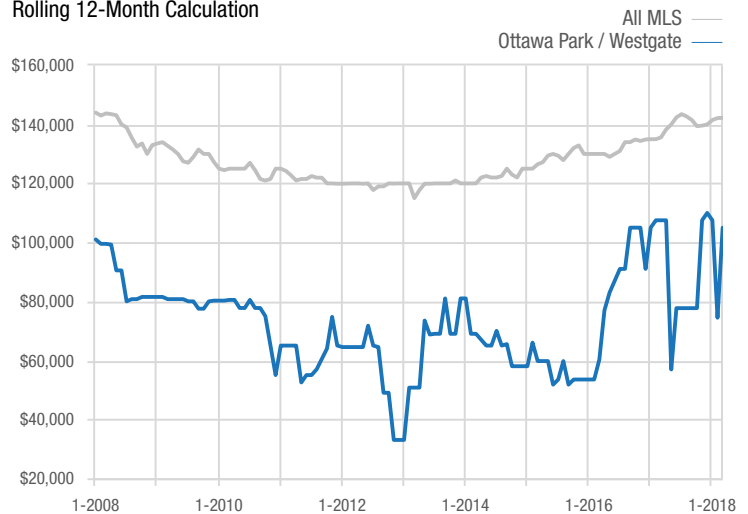
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – March 2018

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Perrysburg / Perrysburg Twp

MLS Area 53: 43551

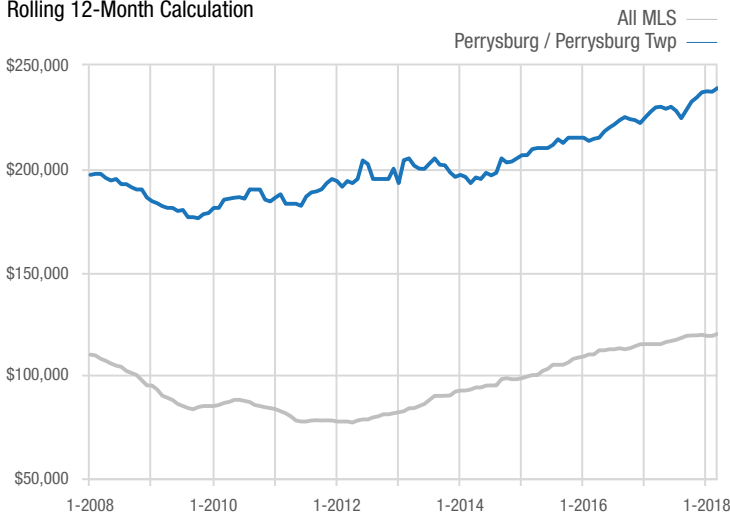
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	72	72	0.0%	175	157	- 10.3%
Pending Sales	33	42	+ 27.3%	93	103	+ 10.8%
Closed Sales	36	41	+ 13.9%	92	90	- 2.2%
Days on Market Until Sale	140	154	+ 10.0%	127	124	- 2.4%
Median Sales Price*	\$197,300	\$281,000	+ 42.4%	\$201,750	\$238,000	+ 18.0%
Average Sales Price*	\$224,526	\$304,499	+ 35.6%	\$225,188	\$273,685	+ 21.5%
Percent of List Price Received*	98.8%	96.7%	- 2.1%	98.0%	97.2%	- 0.8%
Inventory of Homes for Sale	206	165	- 19.9%	—	—	—
Months Supply of Inventory	4.6	3.6	- 21.7%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	10	4	- 60.0%	25	21	- 16.0%
Pending Sales	8	8	0.0%	17	22	+ 29.4%
Closed Sales	5	7	+ 40.0%	16	20	+ 25.0%
Days on Market Until Sale	155	76	- 51.0%	128	67	- 47.7%
Median Sales Price*	\$146,000	\$197,000	+ 34.9%	\$133,500	\$173,750	+ 30.1%
Average Sales Price*	\$155,890	\$186,629	+ 19.7%	\$140,857	\$182,523	+ 29.6%
Percent of List Price Received*	96.7%	98.3%	+ 1.7%	97.0%	97.4%	+ 0.4%
Inventory of Homes for Sale	24	14	- 41.7%	—	—	—
Months Supply of Inventory	3.6	1.9	- 47.2%	—	—	—

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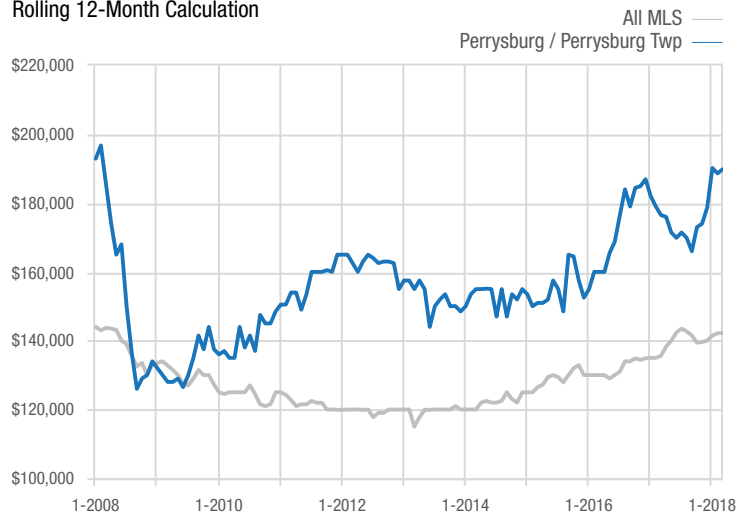
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Point Place

MLS Area 14: 43611

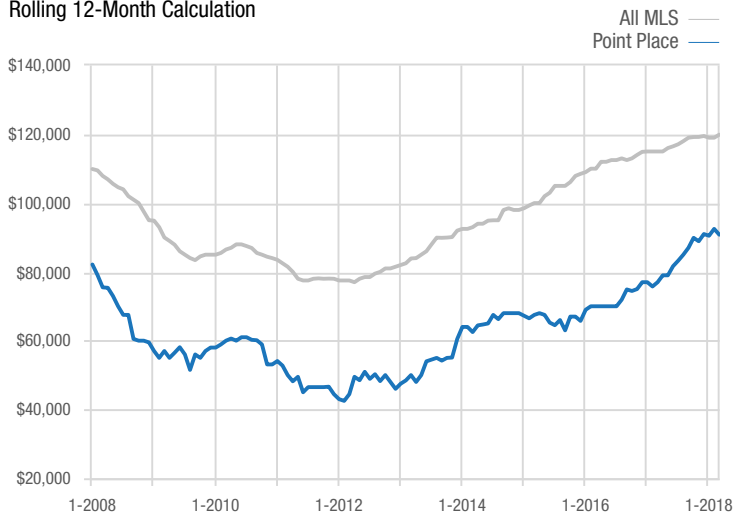
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	32	24	- 25.0%	83	61	- 26.5%
Pending Sales	23	22	- 4.3%	64	45	- 29.7%
Closed Sales	24	21	- 12.5%	65	46	- 29.2%
Days on Market Until Sale	112	132	+ 17.9%	114	132	+ 15.8%
Median Sales Price*	\$93,000	\$74,950	- 19.4%	\$76,500	\$78,000	+ 2.0%
Average Sales Price*	\$89,655	\$80,686	- 10.0%	\$80,348	\$84,440	+ 5.1%
Percent of List Price Received*	95.0%	96.3%	+ 1.4%	93.8%	95.0%	+ 1.3%
Inventory of Homes for Sale	91	62	- 31.9%	—	—	—
Months Supply of Inventory	4.4	2.9	- 34.1%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	0	0	—	0	1	—
Pending Sales	1	1	0.0%	1	1	0.0%
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Days on Market Until Sale	129	—	—	129	—	—
Median Sales Price*	\$45,000	—	—	\$45,000	—	—
Average Sales Price*	\$45,000	—	—	\$45,000	—	—
Percent of List Price Received*	100.0%	—	—	100.0%	—	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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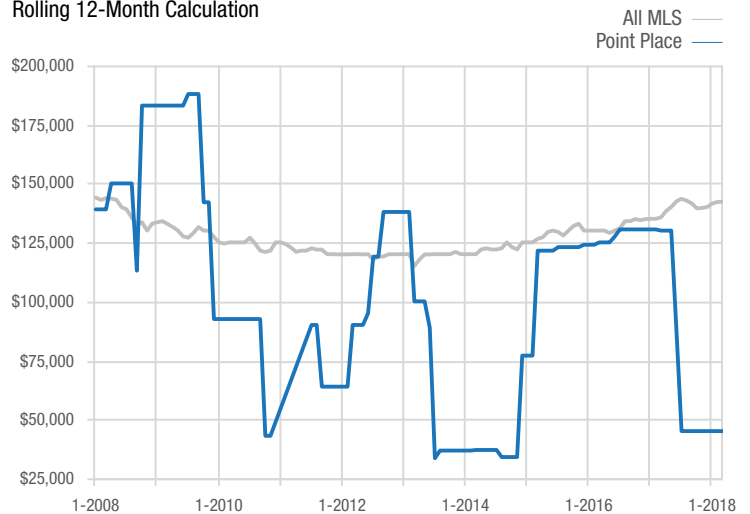
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Scott Park

MLS Area 21: 43607

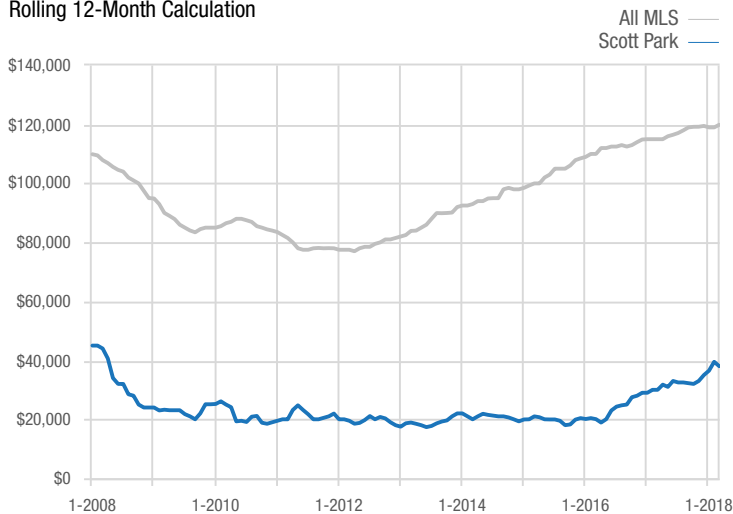
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	24	24	0.0%	59	56	- 5.1%
Pending Sales	9	17	+ 88.9%	33	47	+ 42.4%
Closed Sales	11	19	+ 72.7%	39	41	+ 5.1%
Days on Market Until Sale	144	84	- 41.7%	108	84	- 22.2%
Median Sales Price*	\$41,501	\$32,000	- 22.9%	\$29,500	\$40,000	+ 35.6%
Average Sales Price*	\$34,281	\$37,470	+ 9.3%	\$36,353	\$42,572	+ 17.1%
Percent of List Price Received*	92.9%	89.2%	- 4.0%	97.8%	90.8%	- 7.2%
Inventory of Homes for Sale	64	53	- 17.2%	—	—	—
Months Supply of Inventory	5.4	3.8	- 29.6%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	0	0	—	1	0	- 100.0%
Pending Sales	1	0	- 100.0%	1	0	- 100.0%
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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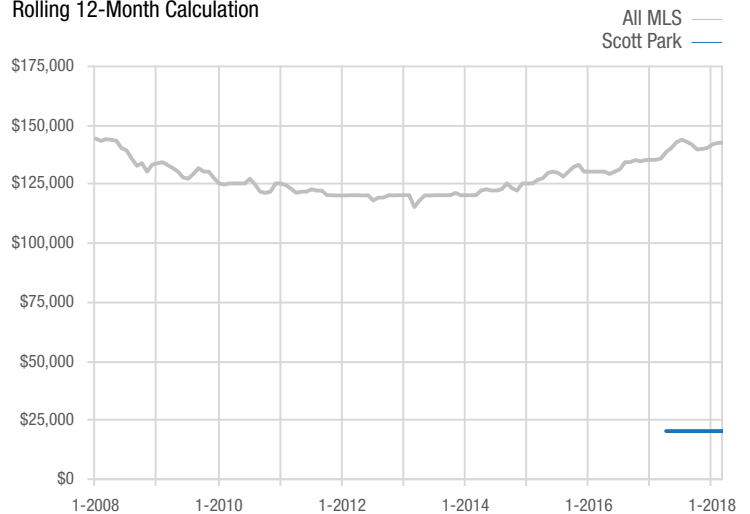
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Spring Meadows

MLS Area 05: 43528 (Includes Holland)

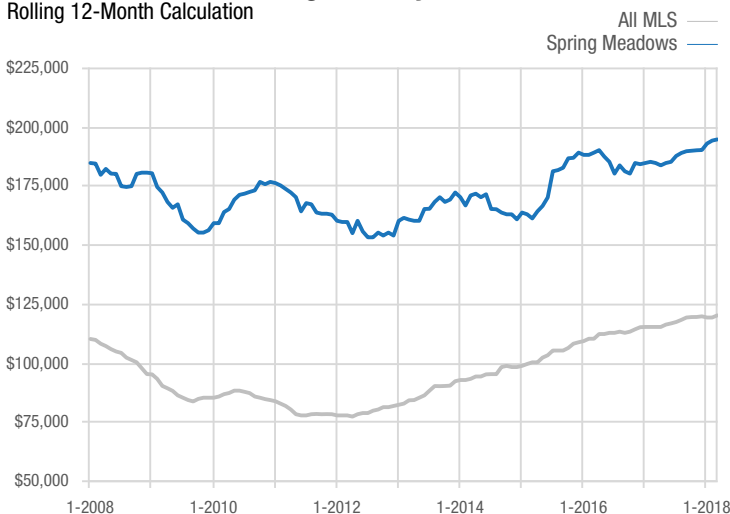
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
New Listings	34	30	- 11.8%	77	76	- 1.3%
Pending Sales	18	24	+ 33.3%	50	45	- 10.0%
Closed Sales	16	23	+ 43.8%	48	43	- 10.4%
Days on Market Until Sale	90	110	+ 22.2%	103	95	- 7.8%
Median Sales Price*	\$172,450	\$132,500	- 23.2%	\$170,000	\$142,500	- 16.2%
Average Sales Price*	\$148,953	\$171,462	+ 15.1%	\$157,879	\$163,926	+ 3.8%
Percent of List Price Received*	99.6%	99.2%	- 0.4%	97.1%	100.3%	+ 3.3%
Inventory of Homes for Sale	86	86	0.0%	—	—	—
Months Supply of Inventory	4.1	4.3	+ 4.9%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
New Listings	4	3	- 25.0%	11	10	- 9.1%
Pending Sales	3	2	- 33.3%	5	10	+ 100.0%
Closed Sales	3	3	0.0%	4	9	+ 125.0%
Days on Market Until Sale	43	140	+ 225.6%	43	118	+ 174.4%
Median Sales Price*	\$241,000	\$287,500	+ 19.3%	\$196,750	\$228,750	+ 16.3%
Average Sales Price*	\$234,667	\$243,467	+ 3.7%	\$214,125	\$228,350	+ 6.6%
Percent of List Price Received*	95.8%	98.6%	+ 2.9%	95.8%	96.7%	+ 0.9%
Inventory of Homes for Sale	12	12	0.0%	—	—	—
Months Supply of Inventory	4.0	4.4	+ 10.0%	—	—	—

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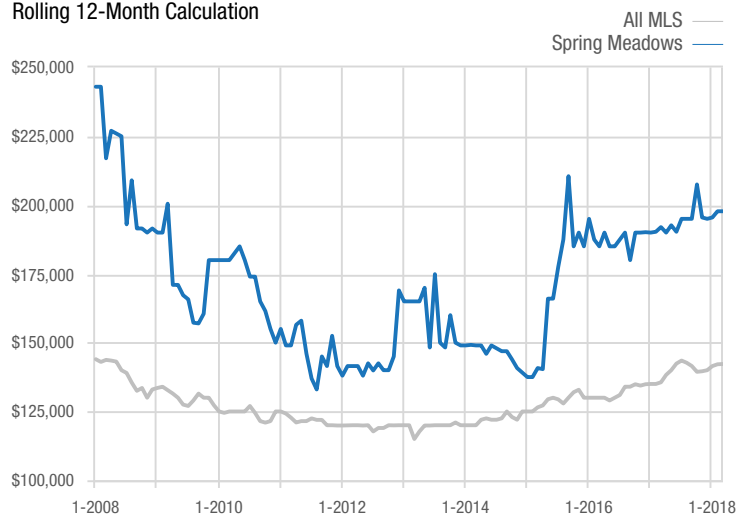
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Swanton / Airport

MLS Area 04: 43558 in Fulton and Lucas Counties

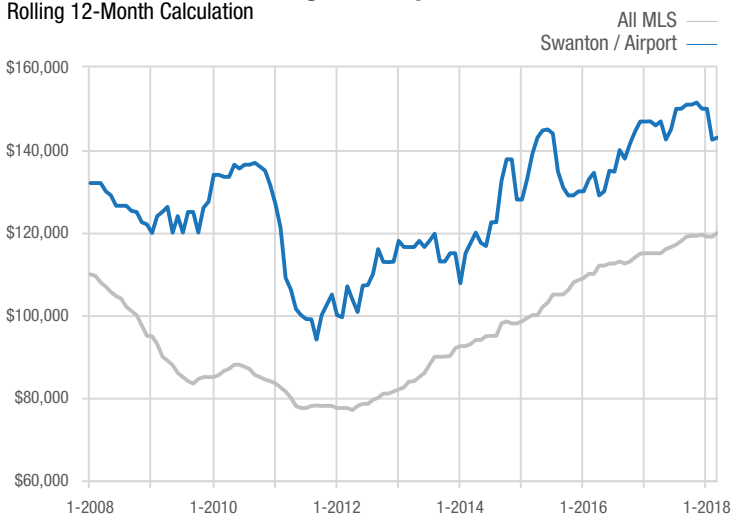
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	11	17	+ 54.5%	38	41	+ 7.9%
Pending Sales	11	11	0.0%	26	30	+ 15.4%
Closed Sales	9	9	0.0%	25	24	- 4.0%
Days on Market Until Sale	71	127	+ 78.9%	104	125	+ 20.2%
Median Sales Price*	\$158,000	\$157,250	- 0.5%	\$175,000	\$154,000	- 12.0%
Average Sales Price*	\$151,210	\$153,863	+ 1.8%	\$157,856	\$156,748	- 0.7%
Percent of List Price Received*	97.5%	98.0%	+ 0.5%	95.9%	98.8%	+ 3.0%
Inventory of Homes for Sale	45	30	- 33.3%	—	—	—
Months Supply of Inventory	4.4	2.6	- 40.9%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	0	1	—	2	2	0.0%
Pending Sales	0	0	—	0	1	—
Closed Sales	0	0	—	0	1	—
Days on Market Until Sale	—	—	—	—	35	—
Median Sales Price*	—	—	—	—	\$196,000	—
Average Sales Price*	—	—	—	—	\$196,000	—
Percent of List Price Received*	—	—	—	—	99.0%	—
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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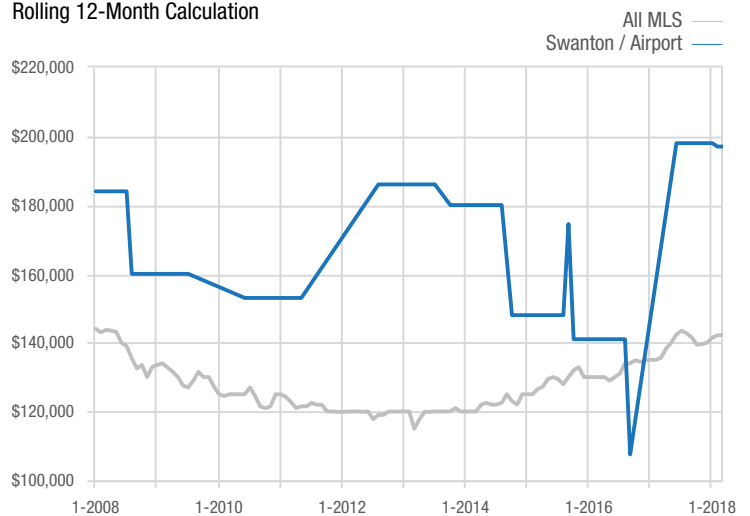
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Sylvania

43560 and 43617

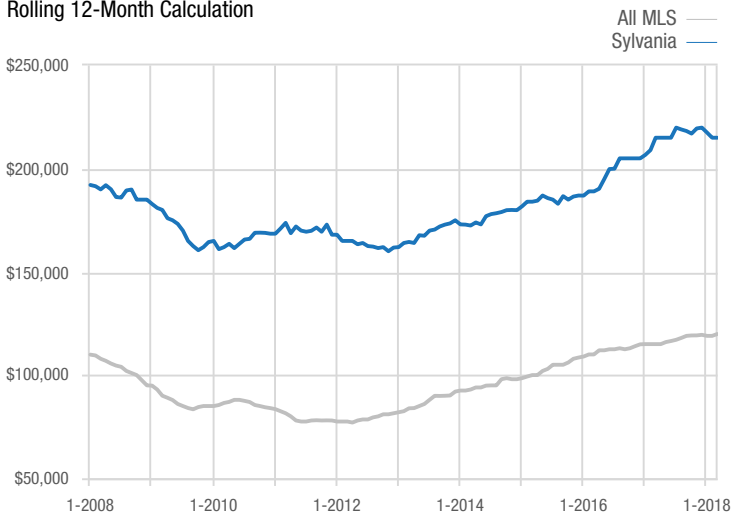
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	76	83	+ 9.2%	204	196	- 3.9%
Pending Sales	56	63	+ 12.5%	130	140	+ 7.7%
Closed Sales	63	56	- 11.1%	123	121	- 1.6%
Days on Market Until Sale	94	114	+ 21.3%	110	110	0.0%
Median Sales Price*	\$217,000	\$212,450	- 2.1%	\$226,500	\$200,000	- 11.7%
Average Sales Price*	\$214,676	\$233,032	+ 8.6%	\$222,630	\$212,913	- 4.4%
Percent of List Price Received*	98.5%	98.2%	- 0.3%	97.8%	97.4%	- 0.4%
Inventory of Homes for Sale	192	168	- 12.5%	—	—	—
Months Supply of Inventory	4.0	3.4	- 15.0%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	16	18	+ 12.5%	44	45	+ 2.3%
Pending Sales	13	10	- 23.1%	31	29	- 6.5%
Closed Sales	16	7	- 56.3%	31	26	- 16.1%
Days on Market Until Sale	79	112	+ 41.8%	96	127	+ 32.3%
Median Sales Price*	\$157,500	\$112,500	- 28.6%	\$141,500	\$165,200	+ 16.7%
Average Sales Price*	\$173,275	\$116,343	- 32.9%	\$160,297	\$155,413	- 3.0%
Percent of List Price Received*	97.3%	95.7%	- 1.6%	96.1%	94.8%	- 1.4%
Inventory of Homes for Sale	46	41	- 10.9%	—	—	—
Months Supply of Inventory	4.0	3.8	- 5.0%	—	—	—

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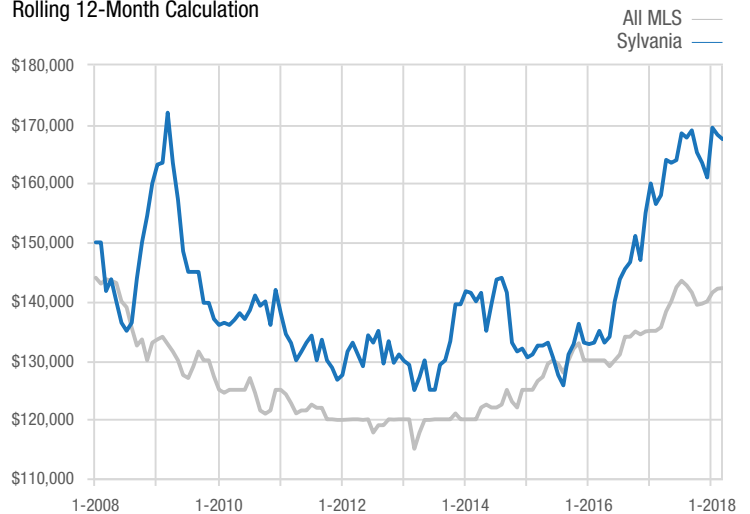
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Towne Centre

MLS Area 20: 43604

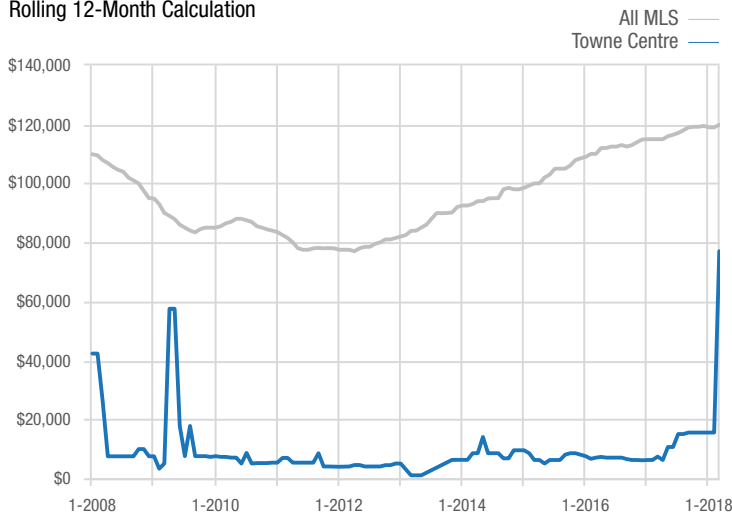
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	0	2	—	2	4	+ 100.0%
Pending Sales	2	2	0.0%	3	2	- 33.3%
Closed Sales	3	2	- 33.3%	3	2	- 33.3%
Days on Market Until Sale	133	58	- 56.4%	133	58	- 56.4%
Median Sales Price*	\$15,000	\$153,500	+ 923.3%	\$15,000	\$153,500	+ 923.3%
Average Sales Price*	\$12,833	\$153,500	+ 1,096.1%	\$12,833	\$153,500	+ 1,096.1%
Percent of List Price Received*	66.7%	96.8%	+ 45.1%	66.7%	96.8%	+ 45.1%
Inventory of Homes for Sale	2	2	0.0%	—	—	—
Months Supply of Inventory	1.3	1.1	- 15.4%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	1	0	- 100.0%	4	1	- 75.0%
Pending Sales	1	0	- 100.0%	3	2	- 33.3%
Closed Sales	1	0	- 100.0%	2	2	0.0%
Days on Market Until Sale	74	—	—	60	57	- 5.0%
Median Sales Price*	\$215,000	—	—	\$267,058	\$297,750	+ 11.5%
Average Sales Price*	\$215,000	—	—	\$267,058	\$297,750	+ 11.5%
Percent of List Price Received*	100.0%	—	—	96.9%	95.3%	- 1.7%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.6	—	—	—	—	—

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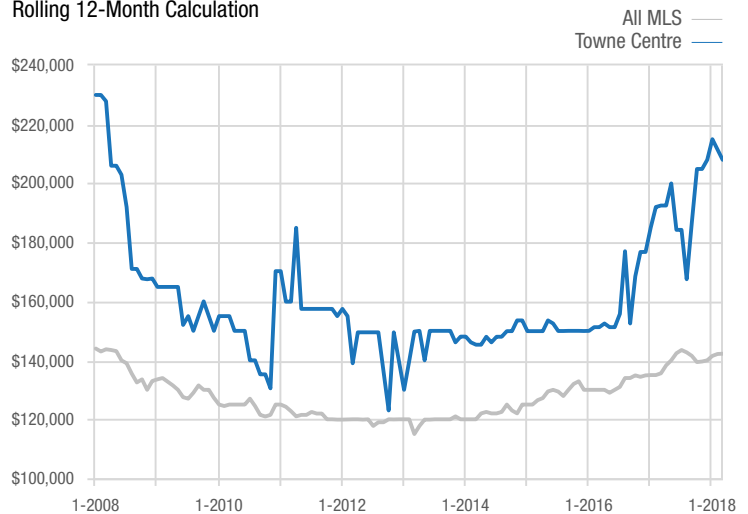
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Tremainsville

MLS Area 12: 43613

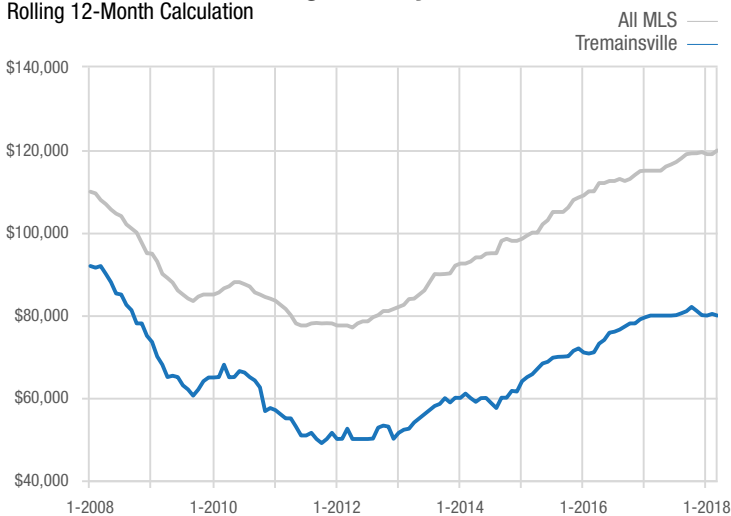
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
New Listings	94	73	- 22.3%	209	169	- 19.1%
Pending Sales	52	63	+ 21.2%	123	114	- 7.3%
Closed Sales	49	44	- 10.2%	111	105	- 5.4%
Days on Market Until Sale	116	110	- 5.2%	100	115	+ 15.0%
Median Sales Price*	\$81,000	\$76,900	- 5.1%	\$75,000	\$72,000	- 4.0%
Average Sales Price*	\$76,797	\$76,070	- 0.9%	\$69,750	\$72,781	+ 4.3%
Percent of List Price Received*	98.0%	94.2%	- 3.9%	96.8%	95.0%	- 1.9%
Inventory of Homes for Sale	185	176	- 4.9%	—	—	—
Months Supply of Inventory	4.1	3.7	- 9.8%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
New Listings	0	0	—	1	0	- 100.0%
Pending Sales	0	1	—	0	3	—
Closed Sales	0	2	—	0	3	—
Days on Market Until Sale	—	189	—	—	194	—
Median Sales Price*	—	\$80,450	—	—	\$77,500	—
Average Sales Price*	—	\$80,450	—	—	\$79,467	—
Percent of List Price Received*	—	97.6%	—	—	95.8%	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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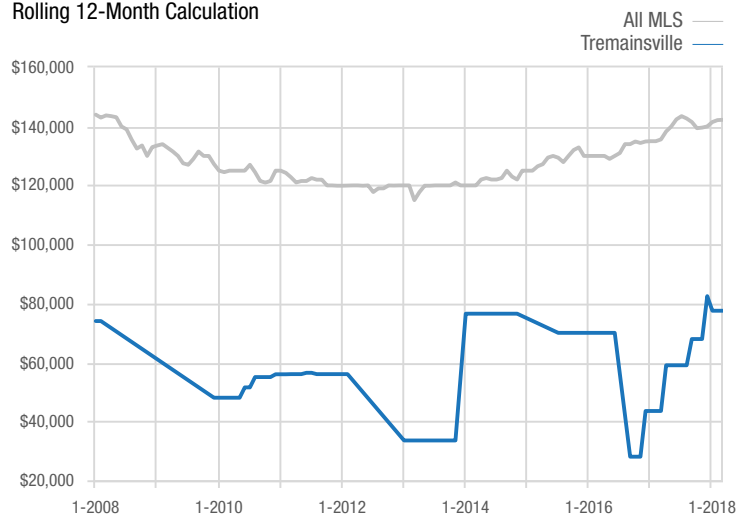
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Waterville

MLS Area 10: 43566

Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	18	13	- 27.8%	45	34	- 24.4%
Pending Sales	14	8	- 42.9%	28	23	- 17.9%
Closed Sales	10	5	- 50.0%	27	18	- 33.3%
Days on Market Until Sale	104	146	+ 40.4%	102	88	- 13.7%
Median Sales Price*	\$242,450	\$230,000	- 5.1%	\$247,000	\$212,500	- 14.0%
Average Sales Price*	\$242,546	\$238,523	- 1.7%	\$237,713	\$248,434	+ 4.5%
Percent of List Price Received*	98.8%	98.5%	- 0.3%	97.6%	98.4%	+ 0.8%
Inventory of Homes for Sale	43	40	- 7.0%	—	—	—
Months Supply of Inventory	4.0	4.0	0.0%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
Key Metrics						
New Listings	1	6	+ 500.0%	6	8	+ 33.3%
Pending Sales	2	2	0.0%	4	4	0.0%
Closed Sales	1	1	0.0%	4	3	- 25.0%
Days on Market Until Sale	75	50	- 33.3%	89	70	- 21.3%
Median Sales Price*	\$110,800	\$166,250	+ 50.0%	\$136,400	\$105,000	- 23.0%
Average Sales Price*	\$110,800	\$166,250	+ 50.0%	\$137,950	\$122,183	- 11.4%
Percent of List Price Received*	92.4%	95.0%	+ 2.8%	97.5%	91.7%	- 5.9%
Inventory of Homes for Sale	3	5	+ 66.7%	—	—	—
Months Supply of Inventory	1.6	2.2	+ 37.5%	—	—	—

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

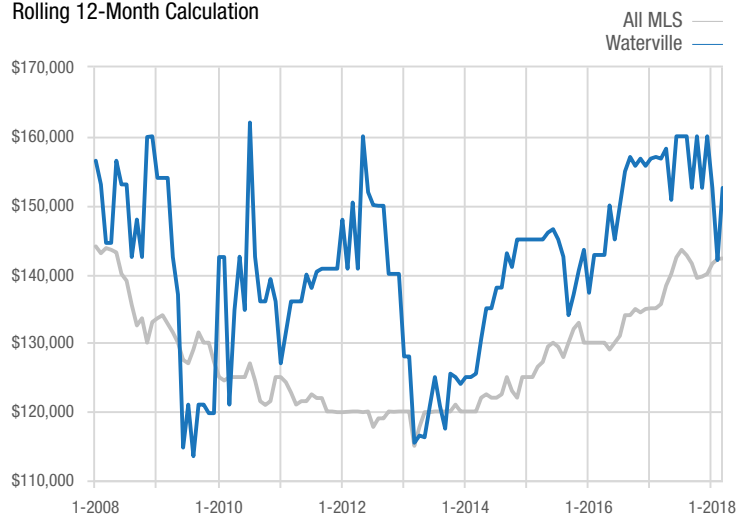
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Local Market Update – March 2018

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Whitehouse

MLS Area 08: 43571

Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
New Listings	14	13	- 7.1%	33	38	+ 15.2%
Pending Sales	6	7	+ 16.7%	19	22	+ 15.8%
Closed Sales	3	9	+ 200.0%	18	22	+ 22.2%
Days on Market Until Sale	105	93	- 11.4%	112	115	+ 2.7%
Median Sales Price*	\$197,000	\$205,000	+ 4.1%	\$213,250	\$200,000	- 6.2%
Average Sales Price*	\$241,500	\$224,078	- 7.2%	\$240,994	\$234,714	- 2.6%
Percent of List Price Received*	100.1%	100.5%	+ 0.4%	97.9%	98.5%	+ 0.6%
Inventory of Homes for Sale	34	34	0.0%	—	—	—
Months Supply of Inventory	3.4	3.2	- 5.9%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
New Listings	0	0	—	1	1	0.0%
Pending Sales	0	1	—	1	1	0.0%
Closed Sales	0	1	—	1	1	0.0%
Days on Market Until Sale	—	65	—	112	65	- 42.0%
Median Sales Price*	—	\$230,000	—	\$197,000	\$230,000	+ 16.8%
Average Sales Price*	—	\$230,000	—	\$197,000	\$230,000	+ 16.8%
Percent of List Price Received*	—	93.9%	—	98.5%	93.9%	- 4.7%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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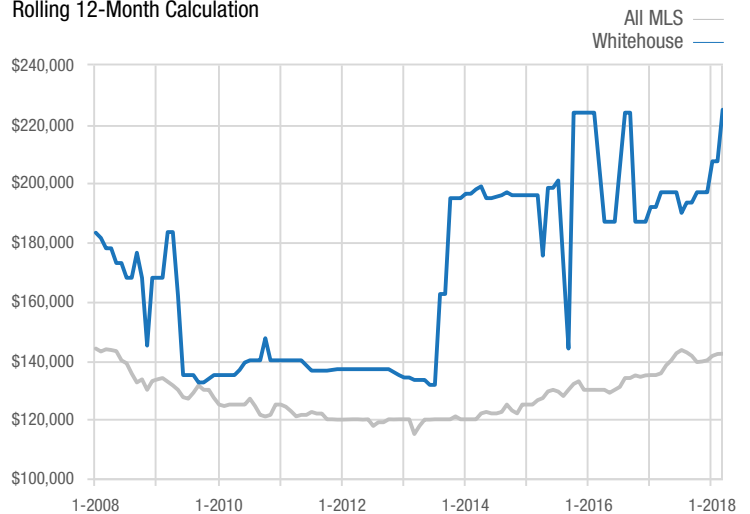
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – March 2018

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Wildwood / Reynolds Corners

MLS Area 15: 43615 (except Ottawa Hills)

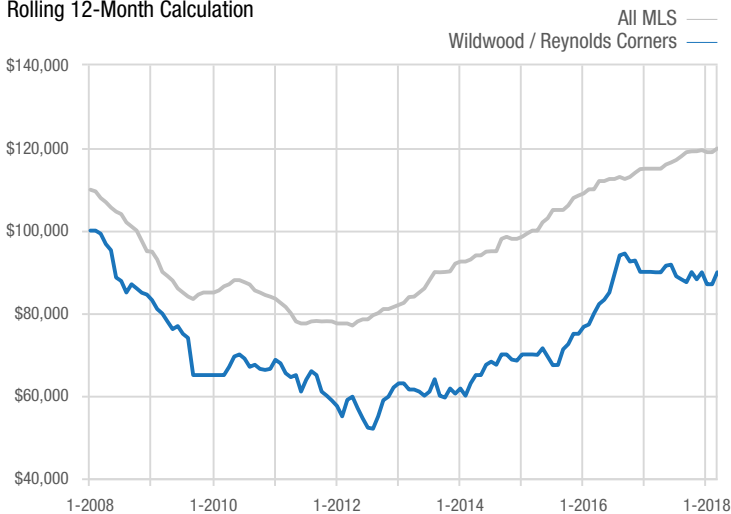
Single Family	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
New Listings	48	28	- 41.7%	109	86	- 21.1%
Pending Sales	33	39	+ 18.2%	81	83	+ 2.5%
Closed Sales	31	36	+ 16.1%	80	77	- 3.8%
Days on Market Until Sale	128	86	- 32.8%	110	84	- 23.6%
Median Sales Price*	\$90,200	\$98,000	+ 8.6%	\$86,500	\$84,000	- 2.9%
Average Sales Price*	\$95,458	\$114,726	+ 20.2%	\$97,059	\$95,117	- 2.0%
Percent of List Price Received*	98.6%	96.3%	- 2.3%	96.5%	96.5%	0.0%
Inventory of Homes for Sale	125	82	- 34.4%	—	—	—
Months Supply of Inventory	4.4	2.6	- 40.9%	—	—	—

Condo-Villa	March			Year to Date		
	2017	2018	% Change	Thru 3-2017	Thru 3-2018	% Change
New Listings	7	9	+ 28.6%	15	25	+ 66.7%
Pending Sales	5	11	+ 120.0%	11	21	+ 90.9%
Closed Sales	5	11	+ 120.0%	14	22	+ 57.1%
Days on Market Until Sale	113	101	- 10.6%	104	125	+ 20.2%
Median Sales Price*	\$75,000	\$104,900	+ 39.9%	\$73,536	\$139,598	+ 89.8%
Average Sales Price*	\$101,760	\$118,061	+ 16.0%	\$99,567	\$119,363	+ 19.9%
Percent of List Price Received*	95.3%	96.2%	+ 0.9%	94.9%	95.6%	+ 0.7%
Inventory of Homes for Sale	26	23	- 11.5%	—	—	—
Months Supply of Inventory	4.2	3.4	- 19.0%	—	—	—

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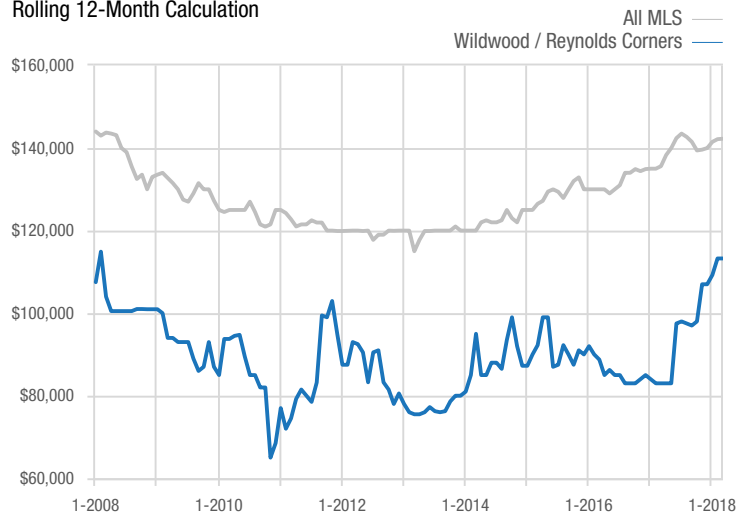
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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