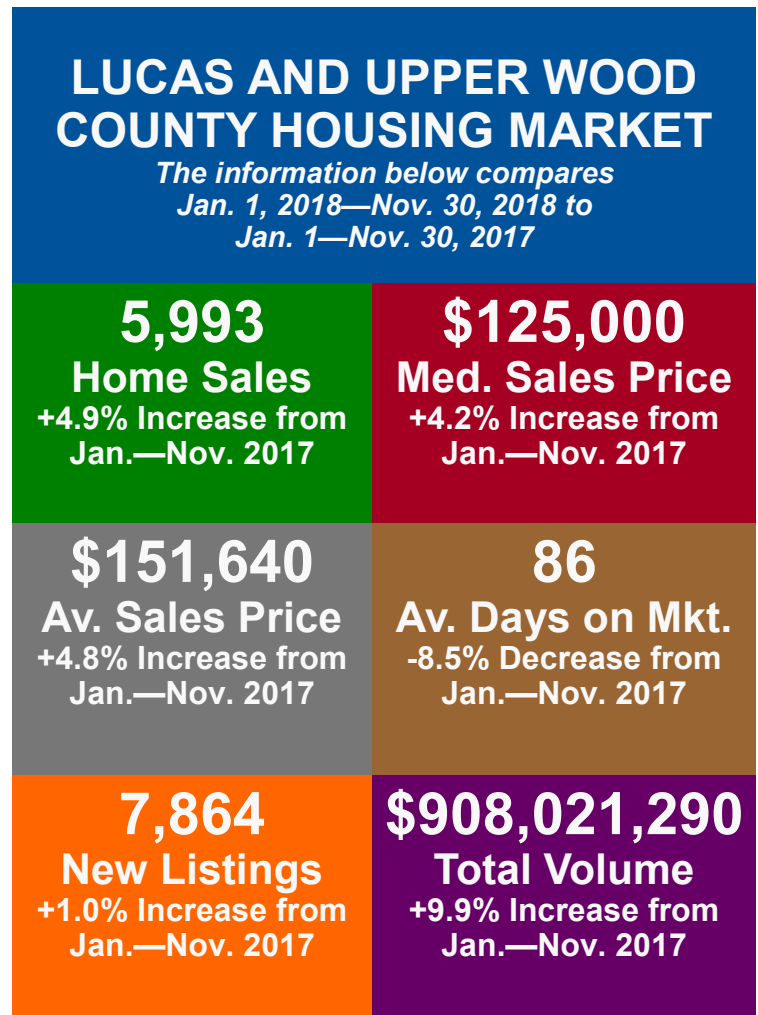
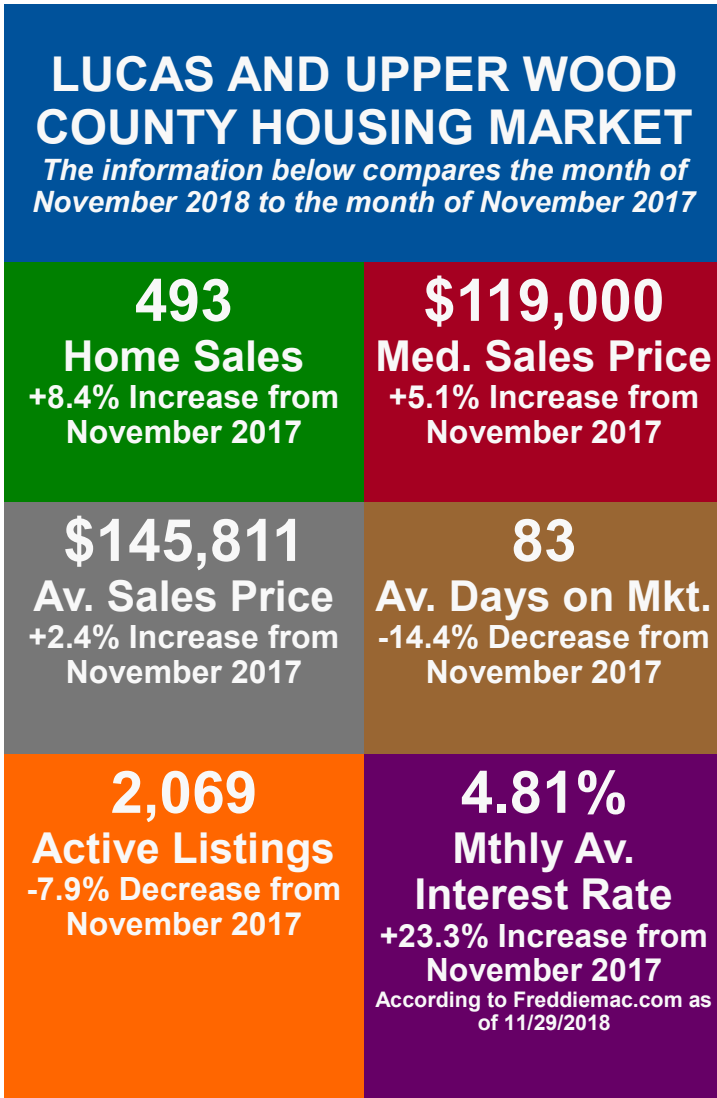


Local Market Update—November 2018

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Monthly Indicators



November 2018

The booming U.S. economy continues to prop up home sales and new listings in much of the nation, although housing affordability remains a concern. Historically, housing is still relatively affordable. Although Freddie Mac recently reported that the 30-year fixed rate is at its highest average in seven years, reaching 4.94 percent, average rates were 5.97 percent ten years ago, 6.78 percent 20 years ago and 10.39 percent 30 years ago. Nevertheless, affordability concerns are causing a slowdown in home price growth in some markets, while price reductions are becoming more common.

New Listings decreased 5.6 percent for Single Family homes but increased 2.1 percent for Condo-Villa homes. Pending Sales increased 11.4 percent for Single Family homes and 2.2 percent for Condo-Villa homes. Inventory decreased 8.7 percent for Single Family homes and 12.2 percent for Condo-Villa homes.

Median Sales Price increased 5.2 percent to \$119,900 for Single Family homes and 17.7 percent to \$149,500 for Condo-Villa homes. Days on Market decreased 8.7 percent for Single Family homes but increased 6.2 percent for Condo-Villa homes. Months Supply of Inventory decreased 12.8 percent for Single Family homes and 17.5 percent for Condo-Villa homes.

The Bureau of Labor Statistics recently reported that the national unemployment rate was at 3.7 percent. Low unemployment has helped the housing industry during this extensive period of U.S. economic prosperity. Home buying and selling activity relies on gainful employment. It also relies on demand, and builders are showing caution by breaking ground on fewer single-family home construction projects in the face of rising mortgage rates and fewer showings.

Quick Facts

+ 11.7%

Change in Number of
Closed Sales
All Properties

+ 5.0%

Change in Number of
Median Sales Price
All Properties

- 8.9%

Change in Number of
Homes for Sale
All Properties

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Single Family Market Overview	2
Condo-Villa Market Overview	3
New Listings	4
Pending Sales	5
Closed Sales	6
Days on Market Until Sale	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Properties Combined	14



Local Market Update – November 2018

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Lucas County

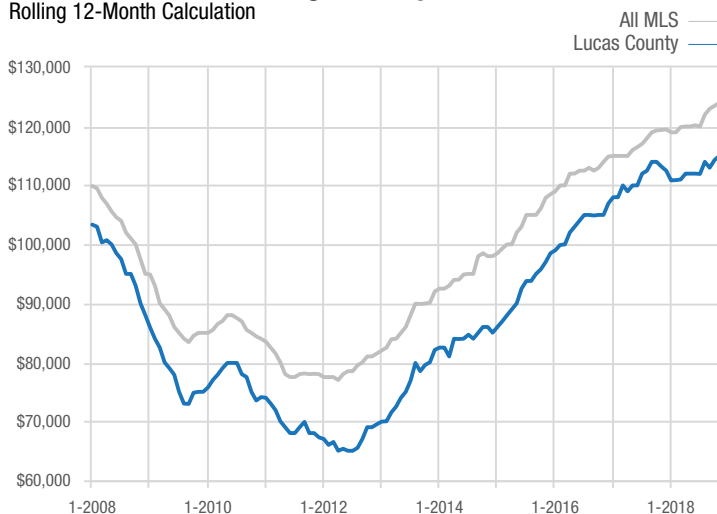
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	421	398	- 5.5%	6,723	6,820	+ 1.4%
Pending Sales	358	399	+ 11.5%	4,889	5,161	+ 5.6%
Closed Sales	384	426	+ 10.9%	4,881	5,136	+ 5.2%
Days on Market Until Sale	95	82	- 13.7%	93	85	- 8.6%
Median Sales Price*	\$99,000	\$110,000	+ 11.1%	\$113,500	\$115,000	+ 1.3%
Average Sales Price*	\$131,078	\$136,271	+ 4.0%	\$135,686	\$140,694	+ 3.7%
Percent of List Price Received*	95.1%	94.5%	- 0.6%	96.3%	96.3%	0.0%
Inventory of Homes for Sale	1,689	1,518	- 10.1%	—	—	—
Months Supply of Inventory	3.9	3.3	- 15.4%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	40	29	- 27.5%	535	593	+ 10.8%
Pending Sales	27	35	+ 29.6%	414	468	+ 13.0%
Closed Sales	32	43	+ 34.4%	415	472	+ 13.7%
Days on Market Until Sale	76	92	+ 21.1%	96	83	- 13.5%
Median Sales Price*	\$126,500	\$145,000	+ 14.6%	\$138,000	\$142,950	+ 3.6%
Average Sales Price*	\$146,162	\$164,311	+ 12.4%	\$146,715	\$153,288	+ 4.5%
Percent of List Price Received*	95.3%	96.4%	+ 1.2%	95.8%	96.2%	+ 0.4%
Inventory of Homes for Sale	139	121	- 12.9%	—	—	—
Months Supply of Inventory	3.8	2.9	- 23.7%	—	—	—

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

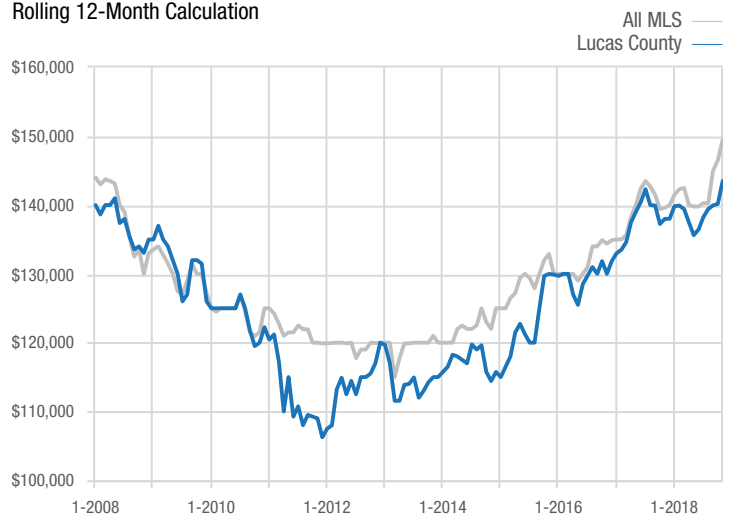
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wood County

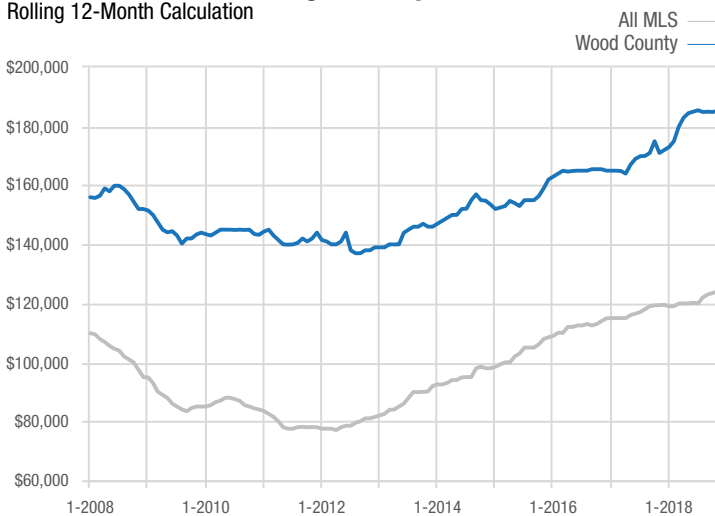
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	77	78	+ 1.3%	1,508	1,507	- 0.1%
Pending Sales	97	95	- 2.1%	1,214	1,216	+ 0.2%
Closed Sales	104	96	- 7.7%	1,199	1,209	+ 0.8%
Days on Market Until Sale	84	83	- 1.2%	97	88	- 9.3%
Median Sales Price*	\$150,000	\$165,500	+ 10.3%	\$172,000	\$186,000	+ 8.1%
Average Sales Price*	\$190,168	\$197,705	+ 4.0%	\$196,719	\$211,982	+ 7.8%
Percent of List Price Received*	96.2%	97.8%	+ 1.7%	97.5%	98.1%	+ 0.6%
Inventory of Homes for Sale	342	337	- 1.5%	—	—	—
Months Supply of Inventory	3.2	3.1	- 3.1%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	4	13	+ 225.0%	127	123	- 3.1%
Pending Sales	8	7	- 12.5%	109	105	- 3.7%
Closed Sales	5	6	+ 20.0%	116	102	- 12.1%
Days on Market Until Sale	48	57	+ 18.8%	89	76	- 14.6%
Median Sales Price*	\$155,000	\$203,450	+ 31.3%	\$161,750	\$173,875	+ 7.5%
Average Sales Price*	\$151,550	\$198,817	+ 31.2%	\$185,553	\$188,173	+ 1.4%
Percent of List Price Received*	94.1%	95.5%	+ 1.5%	96.5%	97.6%	+ 1.1%
Inventory of Homes for Sale	24	28	+ 16.7%	—	—	—
Months Supply of Inventory	2.4	3.1	+ 29.2%	—	—	—

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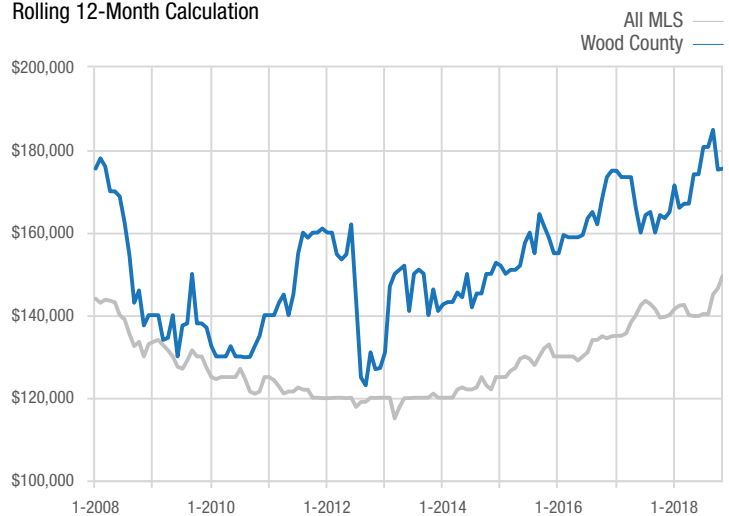
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Bowling Green

MLS Area 55: 43402

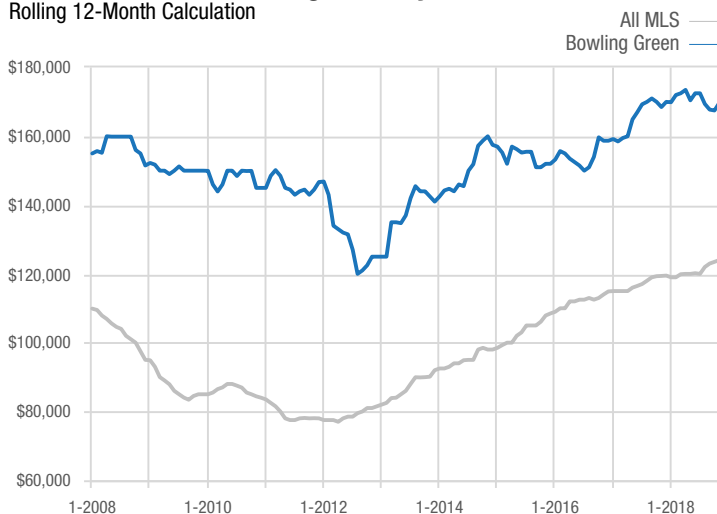
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	9	13	+ 44.4%	214	253	+ 18.2%
Pending Sales	17	15	- 11.8%	182	215	+ 18.1%
Closed Sales	19	14	- 26.3%	180	213	+ 18.3%
Days on Market Until Sale	56	73	+ 30.4%	74	78	+ 5.4%
Median Sales Price*	\$159,000	\$186,000	+ 17.0%	\$170,000	\$169,500	- 0.3%
Average Sales Price*	\$164,823	\$194,956	+ 18.3%	\$188,786	\$187,256	- 0.8%
Percent of List Price Received*	97.4%	95.5%	- 2.0%	97.2%	97.0%	- 0.2%
Inventory of Homes for Sale	50	51	+ 2.0%	—	—	—
Months Supply of Inventory	3.1	2.6	- 16.1%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	0	4	—	19	23	+ 21.1%
Pending Sales	0	1	—	20	20	0.0%
Closed Sales	0	2	—	22	20	- 9.1%
Days on Market Until Sale	—	18	—	70	67	- 4.3%
Median Sales Price*	—	\$267,500	—	\$161,700	\$181,000	+ 11.9%
Average Sales Price*	—	\$267,500	—	\$171,182	\$182,078	+ 6.4%
Percent of List Price Received*	—	99.1%	—	98.1%	98.7%	+ 0.6%
Inventory of Homes for Sale	2	5	+ 150.0%	—	—	—
Months Supply of Inventory	1.0	2.5	+ 150.0%	—	—	—

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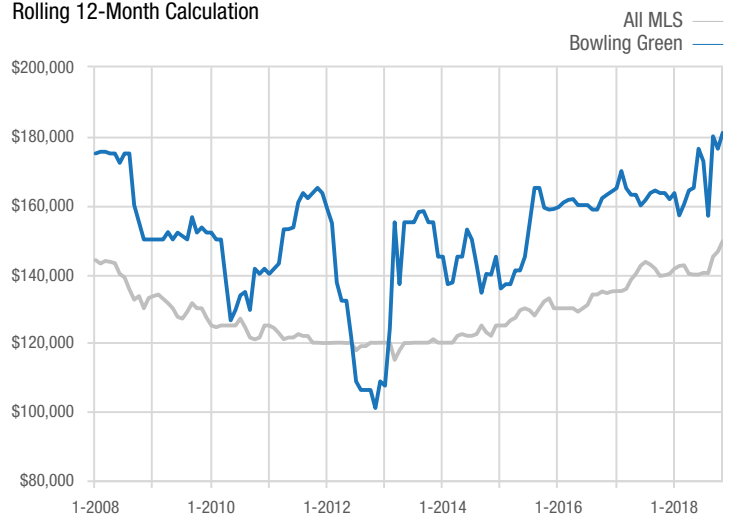
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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East River

MLS Area 24: 43605

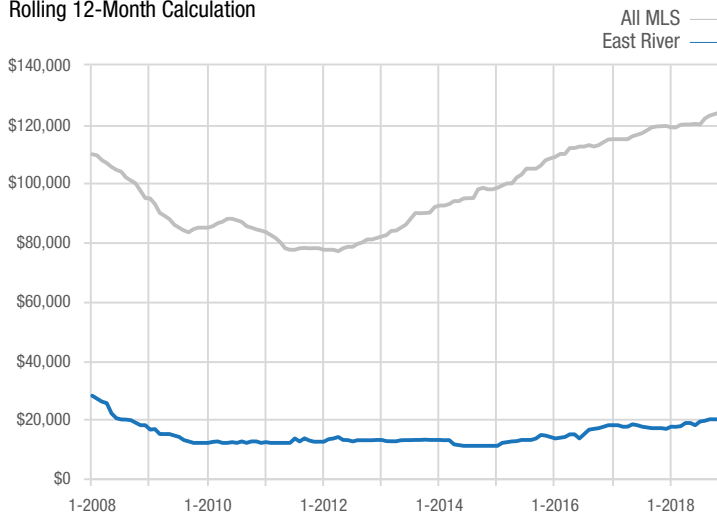
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
Key Metrics						
New Listings	16	20	+ 25.0%	269	270	+ 0.4%
Pending Sales	18	28	+ 55.6%	177	208	+ 17.5%
Closed Sales	21	24	+ 14.3%	175	202	+ 15.4%
Days on Market Until Sale	60	73	+ 21.7%	71	84	+ 18.3%
Median Sales Price*	\$20,500	\$16,450	- 19.8%	\$16,750	\$19,951	+ 19.1%
Average Sales Price*	\$25,349	\$27,217	+ 7.4%	\$22,307	\$26,189	+ 17.4%
Percent of List Price Received*	93.1%	87.3%	- 6.2%	93.7%	90.6%	- 3.3%
Inventory of Homes for Sale	75	53	- 29.3%	—	—	—
Months Supply of Inventory	4.7	2.9	- 38.3%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% 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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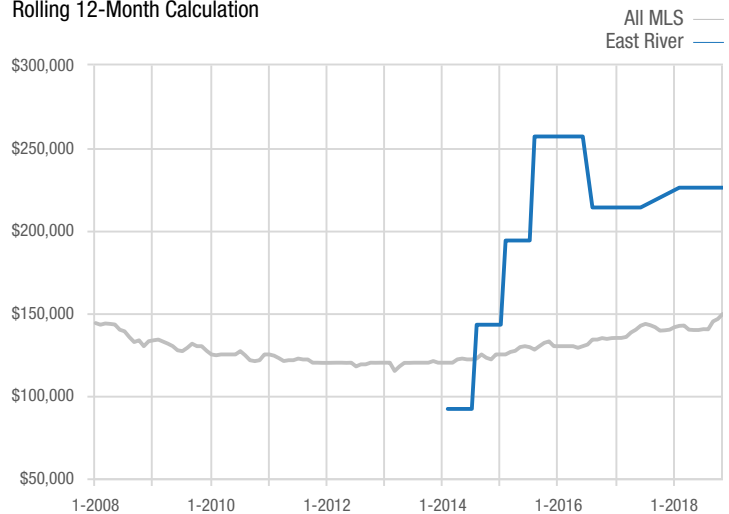
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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East Suburbs

MLS Area 26: 43412 (Lucas County Only)

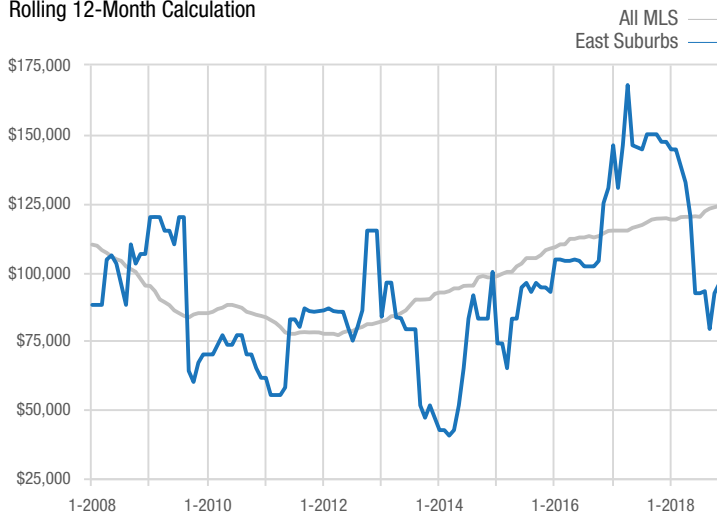
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
Key Metrics						
New Listings	3	2	- 33.3%	45	33	- 26.7%
Pending Sales	2	4	+ 100.0%	25	32	+ 28.0%
Closed Sales	3	3	0.0%	25	32	+ 28.0%
Days on Market Until Sale	137	210	+ 53.3%	107	129	+ 20.6%
Median Sales Price*	\$96,000	\$241,500	+ 151.6%	\$144,500	\$91,500	- 36.7%
Average Sales Price*	\$113,000	\$300,500	+ 165.9%	\$151,160	\$130,543	- 13.6%
Percent of List Price Received*	86.4%	95.5%	+ 10.5%	95.0%	90.4%	- 4.8%
Inventory of Homes for Sale	16	8	- 50.0%	—	—	—
Months Supply of Inventory	6.8	2.9	- 57.4%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% 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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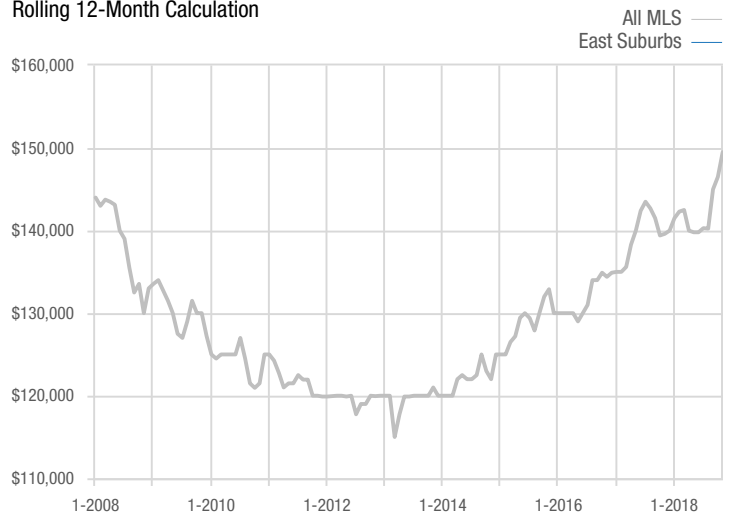
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Five Points / Northtowne

MLS Area 13: 43612

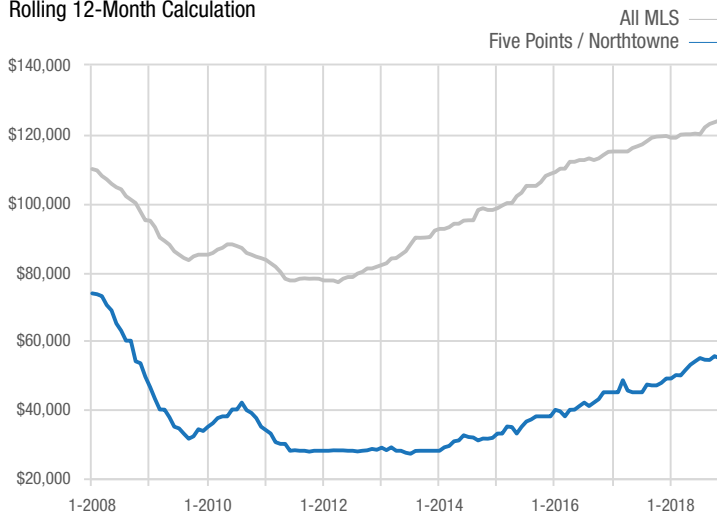
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
Key Metrics						
New Listings	46	28	- 39.1%	520	488	- 6.2%
Pending Sales	29	31	+ 6.9%	356	374	+ 5.1%
Closed Sales	27	29	+ 7.4%	348	375	+ 7.8%
Days on Market Until Sale	103	105	+ 1.9%	92	88	- 4.3%
Median Sales Price*	\$57,500	\$50,000	- 13.0%	\$48,125	\$55,000	+ 14.3%
Average Sales Price*	\$57,086	\$54,003	- 5.4%	\$52,067	\$57,469	+ 10.4%
Percent of List Price Received*	91.0%	90.8%	- 0.2%	94.8%	94.4%	- 0.4%
Inventory of Homes for Sale	158	116	- 26.6%	—	—	—
Months Supply of Inventory	5.0	3.4	- 32.0%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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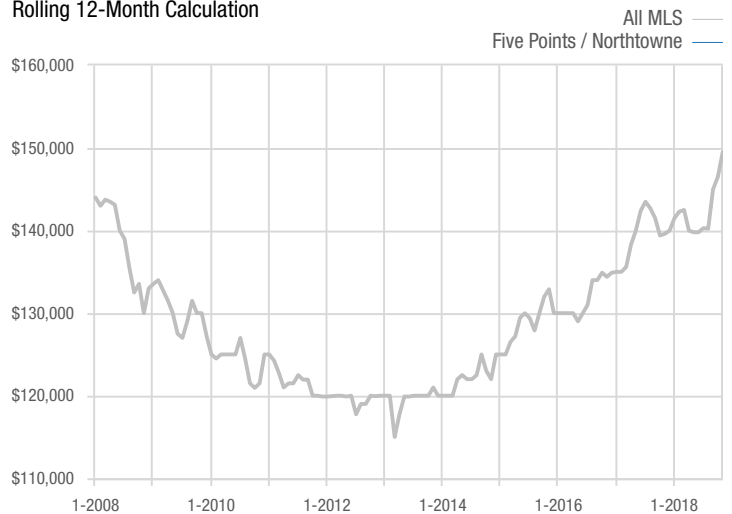
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Franklin Park / Trilby

MLS Area 11: 43623

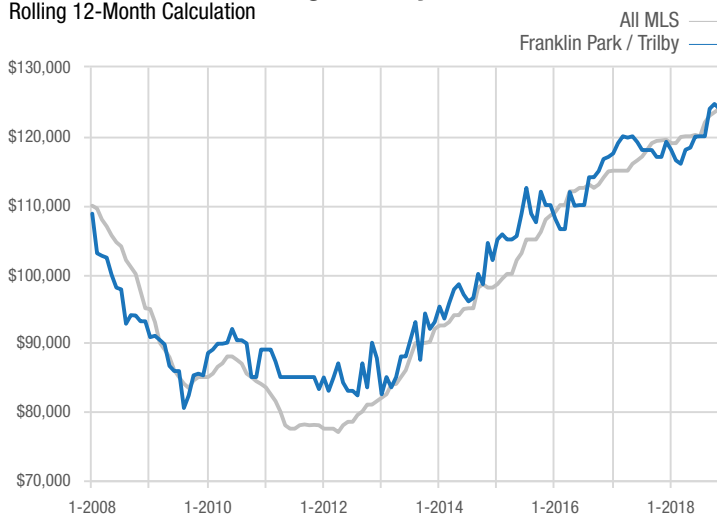
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	23	19	- 17.4%	323	341	+ 5.6%
Pending Sales	12	14	+ 16.7%	242	259	+ 7.0%
Closed Sales	13	20	+ 53.8%	243	259	+ 6.6%
Days on Market Until Sale	122	100	- 18.0%	90	82	- 8.9%
Median Sales Price*	\$130,500	\$106,500	- 18.4%	\$118,300	\$119,973	+ 1.4%
Average Sales Price*	\$174,150	\$150,145	- 13.8%	\$141,388	\$143,331	+ 1.4%
Percent of List Price Received*	98.9%	92.8%	- 6.2%	97.4%	97.3%	- 0.1%
Inventory of Homes for Sale	80	78	- 2.5%	—	—	—
Months Supply of Inventory	3.7	3.4	- 8.1%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	1	0	- 100.0%	14	15	+ 7.1%
Pending Sales	1	0	- 100.0%	11	12	+ 9.1%
Closed Sales	1	0	- 100.0%	11	12	+ 9.1%
Days on Market Until Sale	73	—	—	74	36	- 51.4%
Median Sales Price*	\$35,000	—	—	\$125,000	\$103,450	- 17.2%
Average Sales Price*	\$35,000	—	—	\$118,191	\$112,154	- 5.1%
Percent of List Price Received*	87.7%	—	—	94.7%	98.2%	+ 3.7%
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	1.5	0.7	- 53.3%	—	—	—

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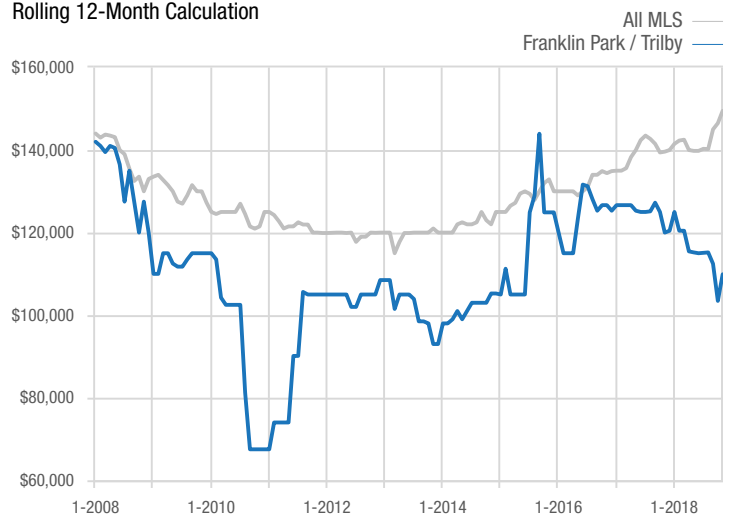
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Heatherdowns Blvd / River Rd

MLS Area 23: 43614

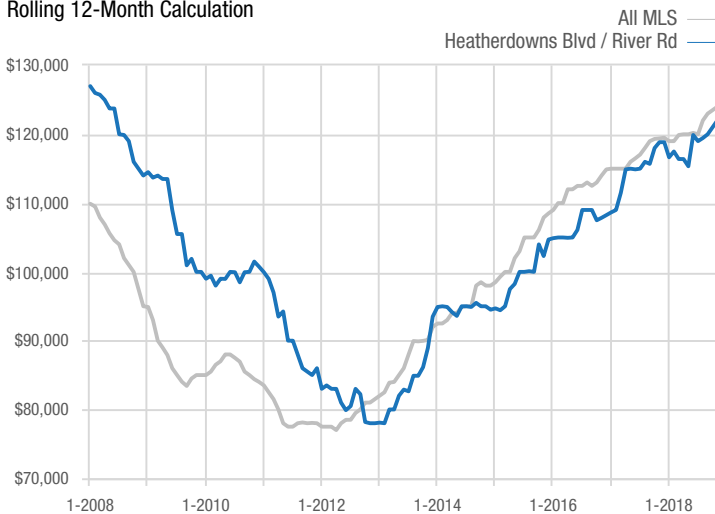
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	36	32	- 11.1%	519	555	+ 6.9%
Pending Sales	34	17	- 50.0%	407	438	+ 7.6%
Closed Sales	33	22	- 33.3%	405	436	+ 7.7%
Days on Market Until Sale	92	62	- 32.6%	102	78	- 23.5%
Median Sales Price*	\$112,000	\$132,950	+ 18.7%	\$118,000	\$122,000	+ 3.4%
Average Sales Price*	\$118,558	\$129,705	+ 9.4%	\$118,927	\$129,535	+ 8.9%
Percent of List Price Received*	95.5%	95.4%	- 0.1%	97.1%	96.9%	- 0.2%
Inventory of Homes for Sale	134	117	- 12.7%	—	—	—
Months Supply of Inventory	3.7	3.0	- 18.9%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	5	5	0.0%	66	66	0.0%
Pending Sales	3	3	0.0%	49	59	+ 20.4%
Closed Sales	3	4	+ 33.3%	47	59	+ 25.5%
Days on Market Until Sale	130	172	+ 32.3%	127	78	- 38.6%
Median Sales Price*	\$60,000	\$133,500	+ 122.5%	\$75,190	\$77,000	+ 2.4%
Average Sales Price*	\$78,667	\$131,635	+ 67.3%	\$94,742	\$89,997	- 5.0%
Percent of List Price Received*	93.5%	96.3%	+ 3.0%	94.5%	94.6%	+ 0.1%
Inventory of Homes for Sale	18	13	- 27.8%	—	—	—
Months Supply of Inventory	4.2	2.5	- 40.5%	—	—	—

* 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.

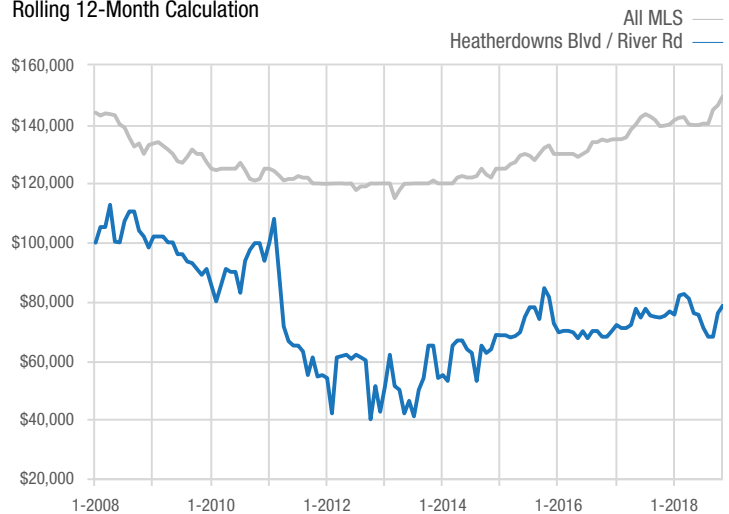
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – November 2018

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Maumee

MLS Area 07: 43537

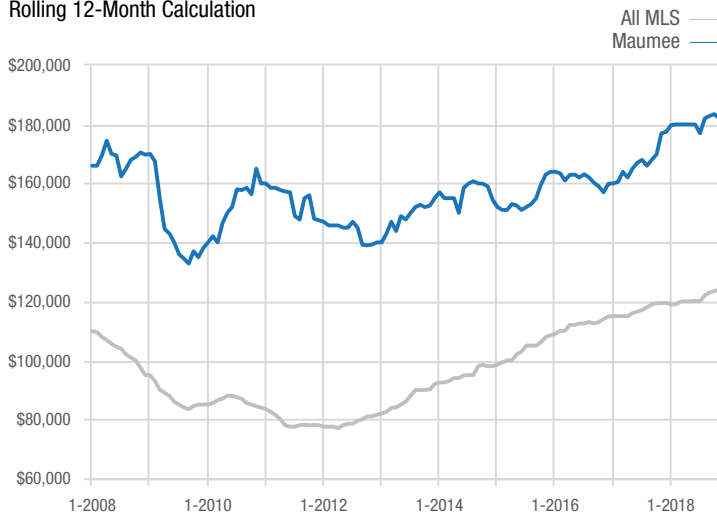
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
Key Metrics						
New Listings	20	24	+ 20.0%	505	477	- 5.5%
Pending Sales	21	26	+ 23.8%	387	377	- 2.6%
Closed Sales	24	18	- 25.0%	386	369	- 4.4%
Days on Market Until Sale	74	80	+ 8.1%	84	79	- 6.0%
Median Sales Price*	\$196,250	\$154,700	- 21.2%	\$177,750	\$182,950	+ 2.9%
Average Sales Price*	\$205,788	\$221,622	+ 7.7%	\$208,743	\$219,122	+ 5.0%
Percent of List Price Received*	98.2%	96.7%	- 1.5%	97.8%	98.0%	+ 0.2%
Inventory of Homes for Sale	102	99	- 2.9%	—	—	—
Months Supply of Inventory	2.9	3.0	+ 3.4%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
Key Metrics						
New Listings	6	2	- 66.7%	67	73	+ 9.0%
Pending Sales	4	3	- 25.0%	52	52	0.0%
Closed Sales	5	4	- 20.0%	53	51	- 3.8%
Days on Market Until Sale	47	76	+ 61.7%	79	66	- 16.5%
Median Sales Price*	\$161,000	\$162,500	+ 0.9%	\$169,500	\$182,125	+ 7.4%
Average Sales Price*	\$166,000	\$158,333	- 4.6%	\$189,932	\$206,630	+ 8.8%
Percent of List Price Received*	95.8%	96.8%	+ 1.0%	95.7%	97.6%	+ 2.0%
Inventory of Homes for Sale	16	13	- 18.8%	—	—	—
Months Supply of Inventory	3.4	2.8	- 17.6%	—	—	—

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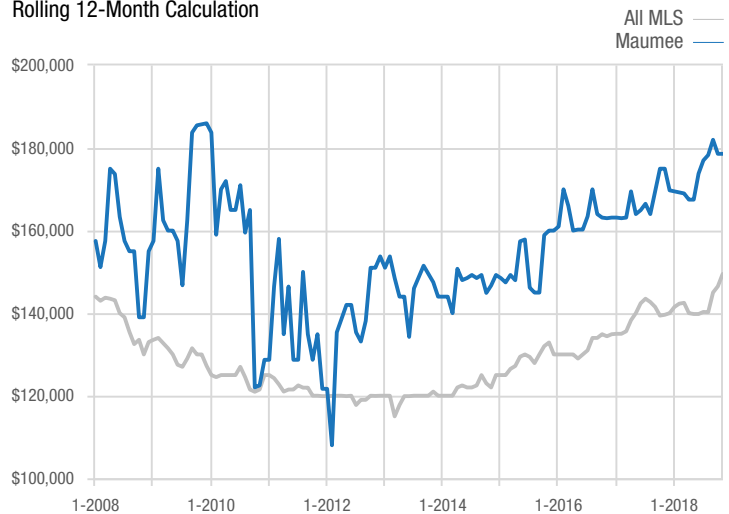
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Monclova

MLS Area 06: 43542

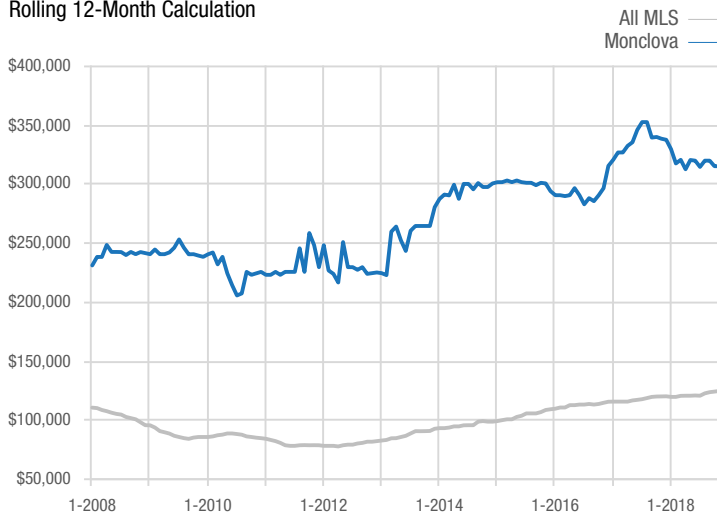
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	6	7	+ 16.7%	88	100	+ 13.6%
Pending Sales	6	1	- 83.3%	59	65	+ 10.2%
Closed Sales	6	8	+ 33.3%	57	65	+ 14.0%
Days on Market Until Sale	101	109	+ 7.9%	110	106	- 3.6%
Median Sales Price*	\$290,500	\$312,425	+ 7.5%	\$337,450	\$319,300	- 5.4%
Average Sales Price*	\$294,553	\$272,867	- 7.4%	\$330,088	\$323,724	- 1.9%
Percent of List Price Received*	98.5%	95.0%	- 3.6%	97.5%	98.4%	+ 0.9%
Inventory of Homes for Sale	26	31	+ 19.2%	—	—	—
Months Supply of Inventory	5.1	5.6	+ 9.8%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	1	0	- 100.0%	3	4	+ 33.3%
Pending Sales	1	2	+ 100.0%	3	4	+ 33.3%
Closed Sales	1	2	+ 100.0%	2	4	+ 100.0%
Days on Market Until Sale	44	64	+ 45.5%	58	85	+ 46.6%
Median Sales Price*	\$240,000	\$418,000	+ 74.2%	\$234,500	\$275,900	+ 17.7%
Average Sales Price*	\$240,000	\$418,000	+ 74.2%	\$234,500	\$305,467	+ 30.3%
Percent of List Price Received*	99.0%	98.4%	- 0.6%	97.2%	98.0%	+ 0.8%
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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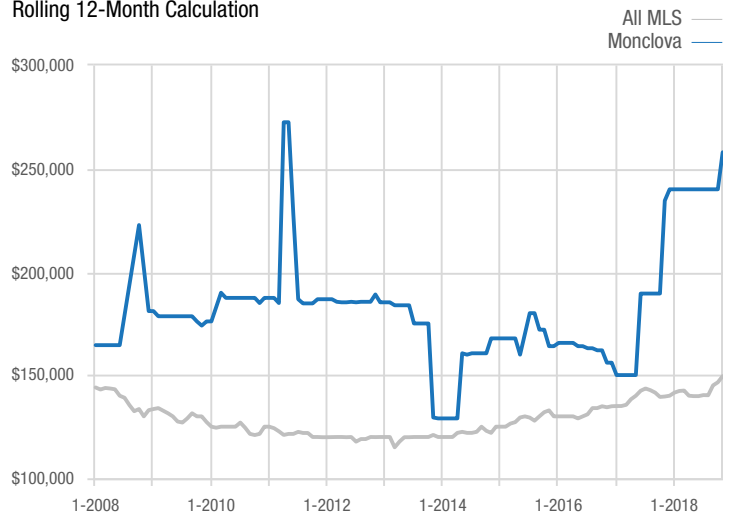
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Olde North End

MLS Area 19: 43608

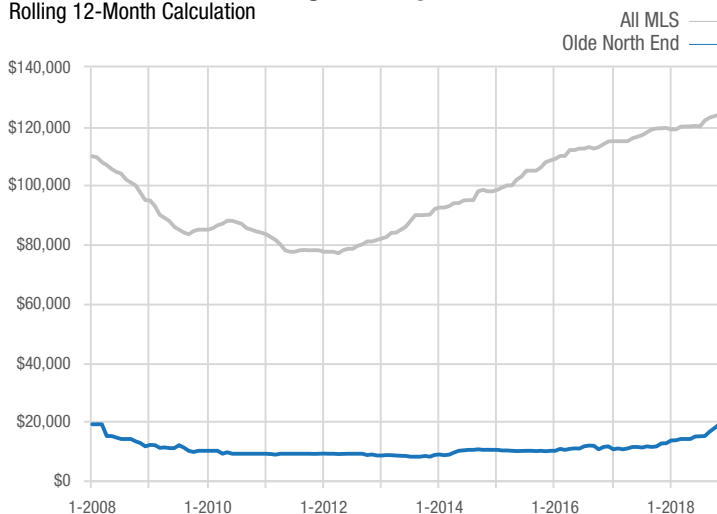
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
Key Metrics						
New Listings	13	8	- 38.5%	167	125	- 25.1%
Pending Sales	6	5	- 16.7%	101	87	- 13.9%
Closed Sales	15	7	- 53.3%	104	88	- 15.4%
Days on Market Until Sale	68	45	- 33.8%	78	83	+ 6.4%
Median Sales Price*	\$14,750	\$16,650	+ 12.9%	\$12,250	\$19,000	+ 55.1%
Average Sales Price*	\$14,919	\$20,536	+ 37.6%	\$16,210	\$26,986	+ 66.5%
Percent of List Price Received*	101.4%	92.7%	- 8.6%	91.6%	91.5%	- 0.1%
Inventory of Homes for Sale	45	30	- 33.3%	—	—	—
Months Supply of Inventory	4.7	3.6	- 23.4%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% 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

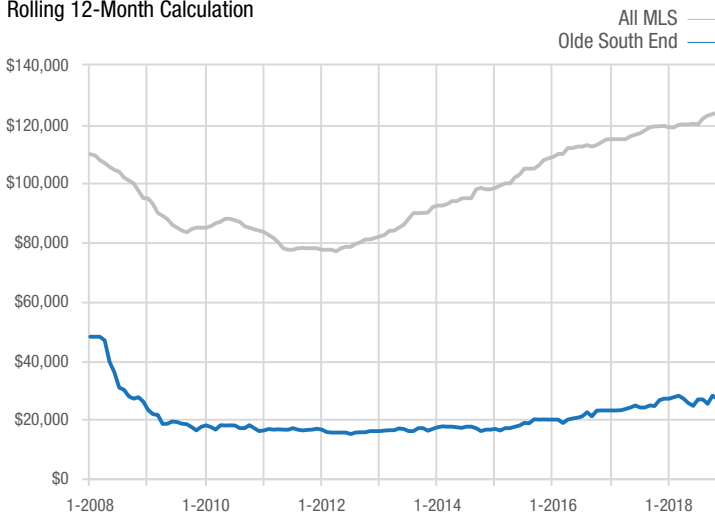
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	21	23	+ 9.5%	260	300	+ 15.4%
Pending Sales	13	23	+ 76.9%	166	207	+ 24.7%
Closed Sales	21	22	+ 4.8%	165	207	+ 25.5%
Days on Market Until Sale	78	84	+ 7.7%	84	90	+ 7.1%
Median Sales Price*	\$28,000	\$25,750	- 8.0%	\$27,000	\$28,000	+ 3.7%
Average Sales Price*	\$31,263	\$29,983	- 4.1%	\$31,712	\$30,966	- 2.4%
Percent of List Price Received*	85.9%	82.9%	- 3.5%	91.5%	88.7%	- 3.1%
Inventory of Homes for Sale	65	71	+ 9.2%	—	—	—
Months Supply of Inventory	4.4	3.9	- 11.4%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	0	0	—	1	0	- 100.0%
Pending Sales	0	0	—	1	0	- 100.0%
Closed Sales	0	0	—	1	0	- 100.0%
Days on Market Until Sale	—	—	—	106	—	—
Median Sales Price*	—	—	—	\$142,900	—	—
Average Sales Price*	—	—	—	\$142,900	—	—
Percent of List Price Received*	—	—	—	100.0%	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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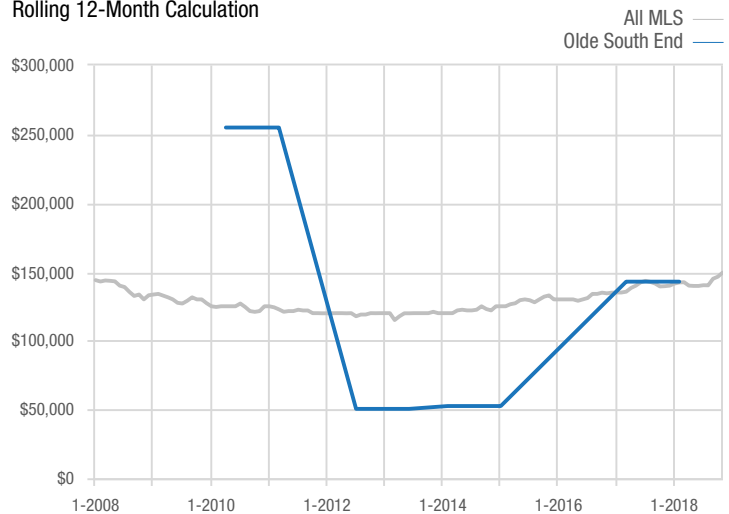
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Olde West End

MLS Area 18: 43610 and 43620

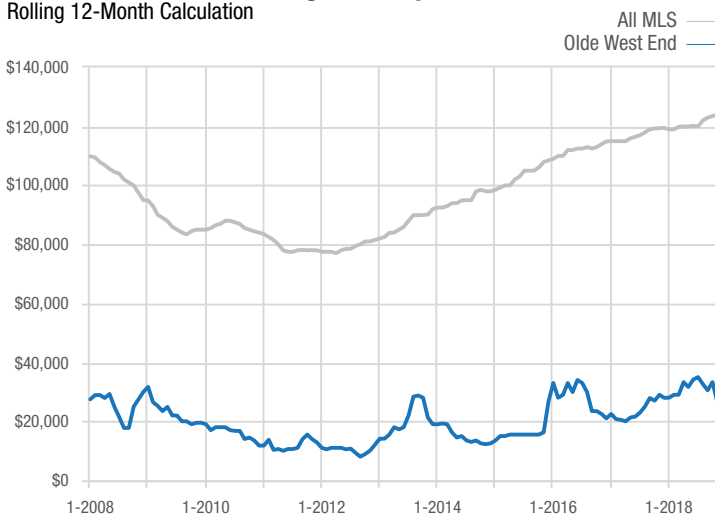
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	0	11	—	75	69	- 8.0%
Pending Sales	3	5	+ 66.7%	53	43	- 18.9%
Closed Sales	4	7	+ 75.0%	54	45	- 16.7%
Days on Market Until Sale	146	44	- 69.9%	81	68	- 16.0%
Median Sales Price*	\$46,500	\$19,000	- 59.1%	\$29,000	\$29,000	0.0%
Average Sales Price*	\$143,267	\$19,214	- 86.6%	\$59,475	\$62,285	+ 4.7%
Percent of List Price Received*	94.8%	94.3%	- 0.5%	95.4%	91.2%	- 4.4%
Inventory of Homes for Sale	15	25	+ 66.7%	—	—	—
Months Supply of Inventory	3.3	6.3	+ 90.9%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	3	1	- 66.7%	14	6	- 57.1%
Pending Sales	0	1	—	7	6	- 14.3%
Closed Sales	0	0	—	7	6	- 14.3%
Days on Market Until Sale	—	—	—	88	58	- 34.1%
Median Sales Price*	—	—	—	\$42,000	\$46,284	+ 10.2%
Average Sales Price*	—	—	—	\$43,068	\$48,078	+ 11.6%
Percent of List Price Received*	—	—	—	91.3%	93.6%	+ 2.5%
Inventory of Homes for Sale	6	2	- 66.7%	—	—	—
Months Supply of Inventory	4.5	2.0	- 55.6%	—	—	—

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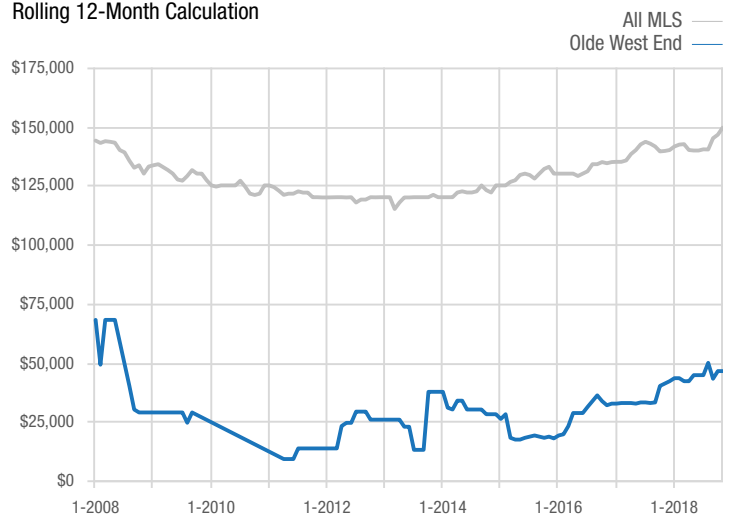
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Oregon

MLS Area 25: 43616

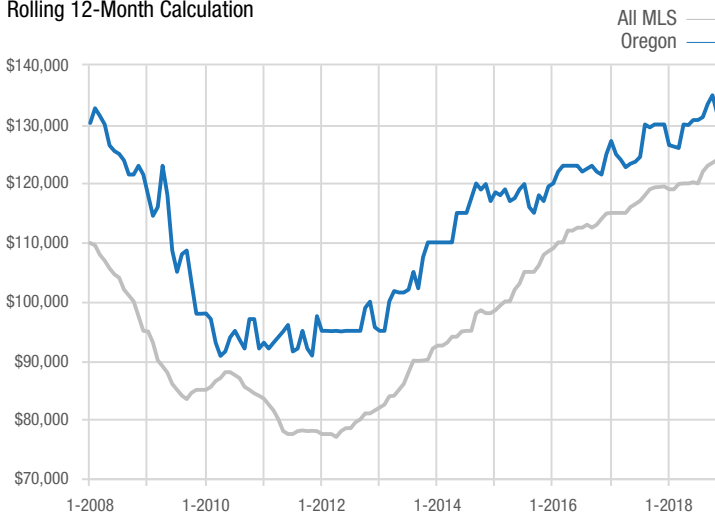
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	18	13	- 27.8%	281	318	+ 13.2%
Pending Sales	12	14	+ 16.7%	216	232	+ 7.4%
Closed Sales	12	20	+ 66.7%	215	239	+ 11.2%
Days on Market Until Sale	148	73	- 50.7%	103	85	- 17.5%
Median Sales Price*	\$124,450	\$119,450	- 4.0%	\$128,000	\$131,250	+ 2.5%
Average Sales Price*	\$144,158	\$135,215	- 6.2%	\$136,447	\$146,878	+ 7.6%
Percent of List Price Received*	97.1%	103.5%	+ 6.6%	96.9%	97.7%	+ 0.8%
Inventory of Homes for Sale	76	73	- 3.9%	—	—	—
Months Supply of Inventory	3.9	3.5	- 10.3%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	0	0	—	11	6	- 45.5%
Pending Sales	0	0	—	11	6	- 45.5%
Closed Sales	0	0	—	11	6	- 45.5%
Days on Market Until Sale	—	—	—	42	70	+ 66.7%
Median Sales Price*	—	—	—	\$148,000	\$184,075	+ 24.4%
Average Sales Price*	—	—	—	\$155,096	\$167,942	+ 8.3%
Percent of List Price Received*	—	—	—	98.0%	98.4%	+ 0.4%
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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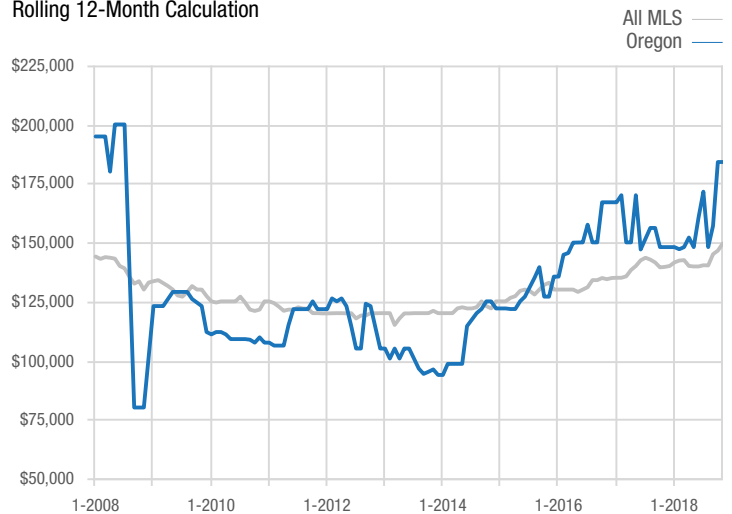
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Ottawa Hills

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

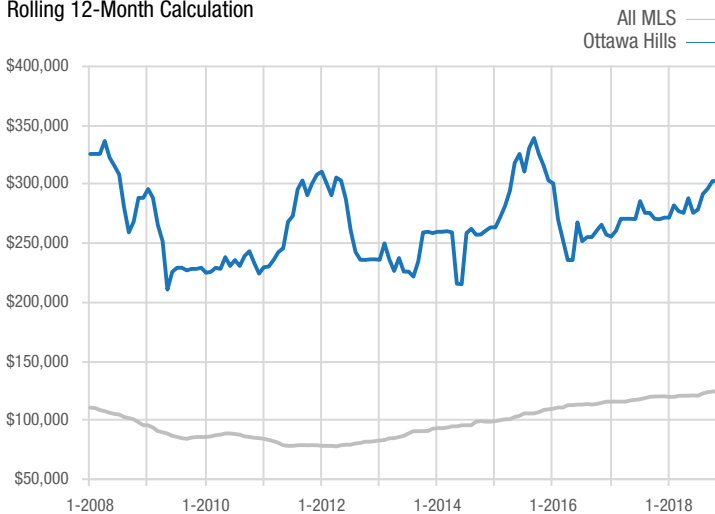
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	8	2	- 75.0%	152	153	+ 0.7%
Pending Sales	4	5	+ 25.0%	89	101	+ 13.5%
Closed Sales	6	4	- 33.3%	88	102	+ 15.9%
Days on Market Until Sale	191	44	- 77.0%	116	85	- 26.7%
Median Sales Price*	\$239,000	\$271,200	+ 13.5%	\$273,000	\$303,000	+ 11.0%
Average Sales Price*	\$289,833	\$276,600	- 4.6%	\$328,089	\$348,611	+ 6.3%
Percent of List Price Received*	91.8%	99.1%	+ 8.0%	95.5%	96.8%	+ 1.4%
Inventory of Homes for Sale	48	35	- 27.1%	—	—	—
Months Supply of Inventory	6.0	4.0	- 33.3%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	0	2	—	19	21	+ 10.5%
Pending Sales	0	4	—	10	15	+ 50.0%
Closed Sales	0	4	—	10	15	+ 50.0%
Days on Market Until Sale	—	83	—	98	113	+ 15.3%
Median Sales Price*	—	\$265,000	—	\$83,100	\$155,000	+ 86.5%
Average Sales Price*	—	\$254,000	—	\$104,470	\$174,643	+ 67.2%
Percent of List Price Received*	—	93.6%	—	89.7%	94.0%	+ 4.8%
Inventory of Homes for Sale	6	6	0.0%	—	—	—
Months Supply of Inventory	3.6	3.8	+ 5.6%	—	—	—

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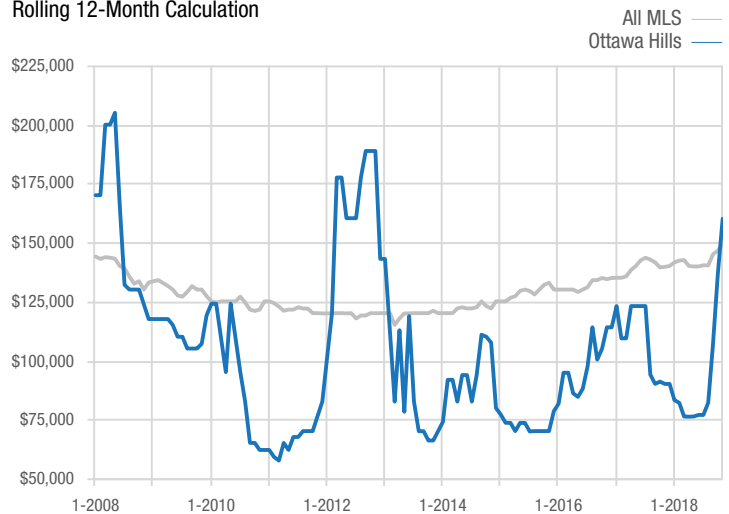
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Ottawa Park / Westgate

MLS Area 17: 43606 (except Ottawa Hills)

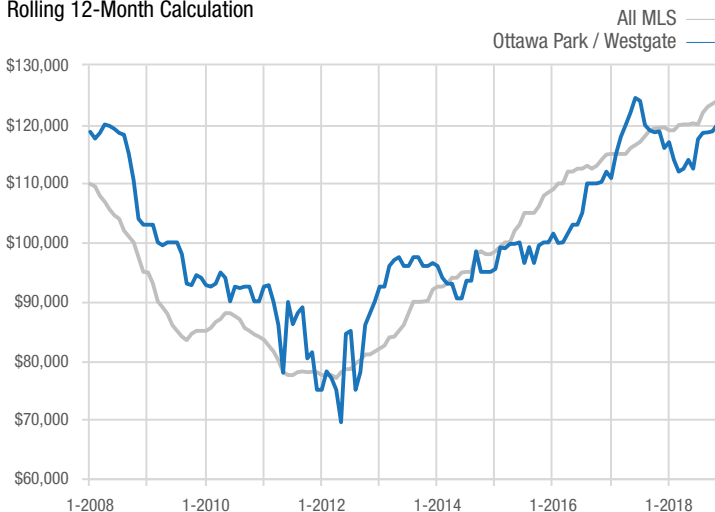
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
Key Metrics						
New Listings	19	24	+ 26.3%	300	316	+ 5.3%
Pending Sales	14	31	+ 121.4%	232	246	+ 6.0%
Closed Sales	11	33	+ 200.0%	226	241	+ 6.6%
Days on Market Until Sale	81	69	- 14.8%	89	73	- 18.0%
Median Sales Price*	\$98,000	\$124,000	+ 26.5%	\$117,500	\$120,300	+ 2.4%
Average Sales Price*	\$89,400	\$124,162	+ 38.9%	\$112,980	\$117,216	+ 3.7%
Percent of List Price Received*	98.1%	96.6%	- 1.5%	96.0%	96.7%	+ 0.7%
Inventory of Homes for Sale	71	69	- 2.8%	—	—	—
Months Supply of Inventory	3.5	3.1	- 11.4%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
Key Metrics						
New Listings	0	1	—	6	10	+ 66.7%
Pending Sales	1	1	0.0%	6	8	+ 33.3%
Closed Sales	2	1	- 50.0%	7	8	+ 14.3%
Days on Market Until Sale	43	48	+ 11.6%	90	65	- 27.8%
Median Sales Price*	\$107,500	\$115,000	+ 7.0%	\$110,000	\$109,500	- 0.5%
Average Sales Price*	\$107,500	\$115,000	+ 7.0%	\$90,043	\$96,188	+ 6.8%
Percent of List Price Received*	93.5%	97.5%	+ 4.3%	94.7%	95.0%	+ 0.3%
Inventory of Homes for Sale	1	2	+ 100.0%	—	—	—
Months Supply of Inventory	0.8	1.8	+ 125.0%	—	—	—

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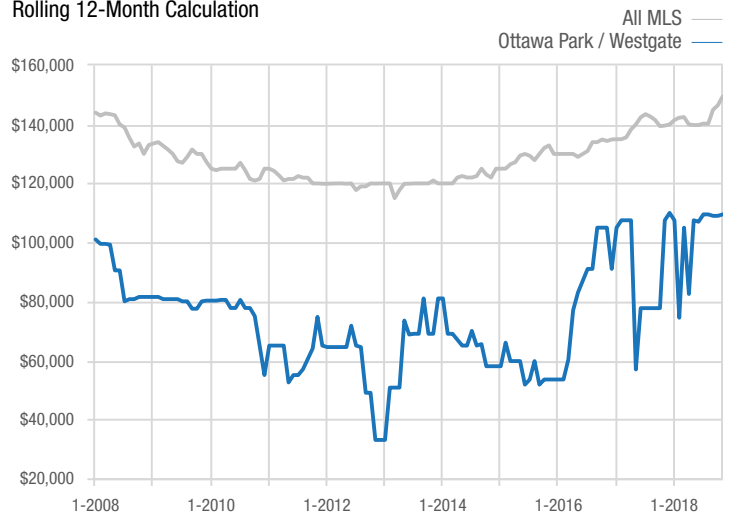
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Perrysburg / Perrysburg Twp

MLS Area 53: 43551

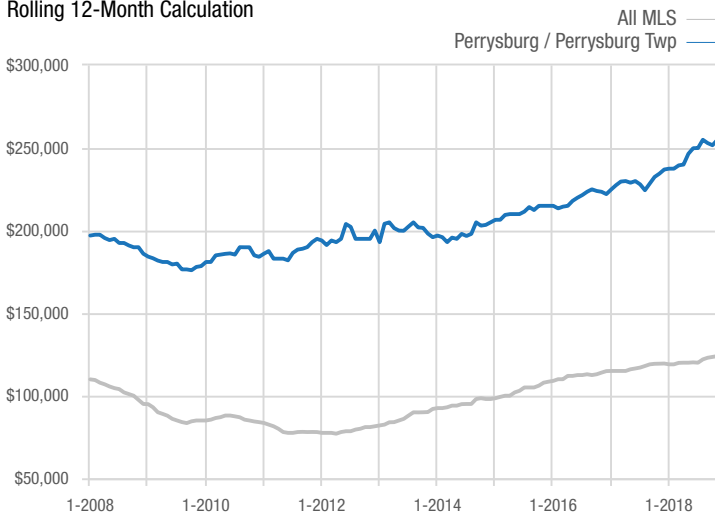
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	30	24	- 20.0%	665	622	- 6.5%
Pending Sales	31	35	+ 12.9%	498	517	+ 3.8%
Closed Sales	37	38	+ 2.7%	496	517	+ 4.2%
Days on Market Until Sale	90	92	+ 2.2%	104	96	- 7.7%
Median Sales Price*	\$238,000	\$247,450	+ 4.0%	\$235,000	\$254,900	+ 8.5%
Average Sales Price*	\$288,802	\$275,827	- 4.5%	\$263,156	\$279,792	+ 6.3%
Percent of List Price Received*	95.1%	100.1%	+ 5.3%	97.9%	98.4%	+ 0.5%
Inventory of Homes for Sale	151	133	- 11.9%	—	—	—
Months Supply of Inventory	3.4	2.9	- 14.7%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	4	7	+ 75.0%	97	84	- 13.4%
Pending Sales	5	4	- 20.0%	80	70	- 12.5%
Closed Sales	3	3	0.0%	85	68	- 20.0%
Days on Market Until Sale	37	96	+ 159.5%	95	81	- 14.7%
Median Sales Price*	\$189,750	\$146,900	- 22.6%	\$173,000	\$190,925	+ 10.4%
Average Sales Price*	\$200,917	\$203,300	+ 1.2%	\$197,391	\$208,797	+ 5.8%
Percent of List Price Received*	98.0%	93.7%	- 4.4%	96.8%	97.8%	+ 1.0%
Inventory of Homes for Sale	20	20	0.0%	—	—	—
Months Supply of Inventory	2.8	3.2	+ 14.3%	—	—	—

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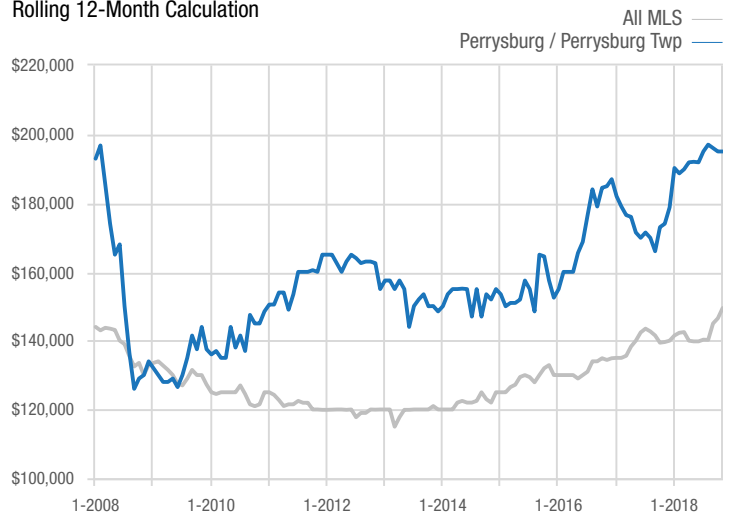
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – November 2018

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Point Place

MLS Area 14: 43611

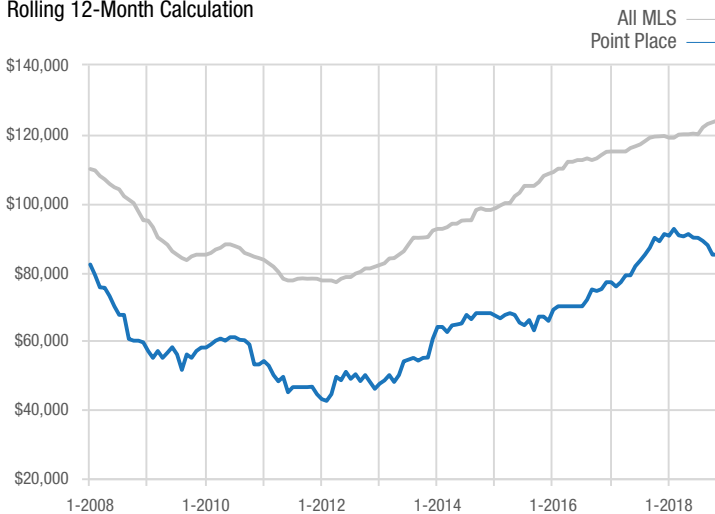
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
Key Metrics						
New Listings	21	18	- 14.3%	331	307	- 7.3%
Pending Sales	19	18	- 5.3%	255	244	- 4.3%
Closed Sales	16	19	+ 18.8%	257	244	- 5.1%
Days on Market Until Sale	94	92	- 2.1%	97	87	- 10.3%
Median Sales Price*	\$84,900	\$76,000	- 10.5%	\$90,000	\$84,300	- 6.3%
Average Sales Price*	\$81,570	\$97,252	+ 19.2%	\$93,192	\$91,653	- 1.7%
Percent of List Price Received*	96.4%	94.3%	- 2.2%	95.8%	96.4%	+ 0.6%
Inventory of Homes for Sale	90	57	- 36.7%	—	—	—
Months Supply of Inventory	4.0	2.6	- 35.0%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
Key Metrics						
New Listings	0	1	—	2	3	+ 50.0%
Pending Sales	0	1	—	2	2	0.0%
Closed Sales	0	1	—	2	2	0.0%
Days on Market Until Sale	—	48	—	115	72	- 37.4%
Median Sales Price*	—	\$56,500	—	\$45,000	\$51,250	+ 13.9%
Average Sales Price*	—	\$56,500	—	\$45,000	\$51,250	+ 13.9%
Percent of List Price Received*	—	102.9%	—	95.1%	97.5%	+ 2.5%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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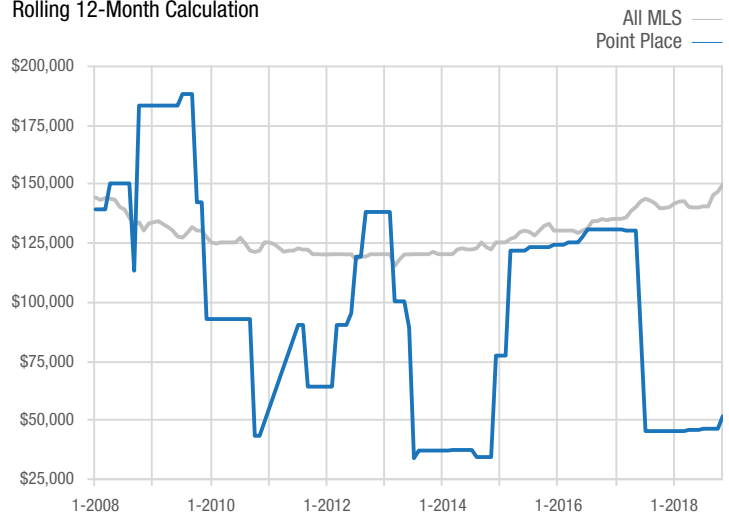
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Scott Park

MLS Area 21: 43607

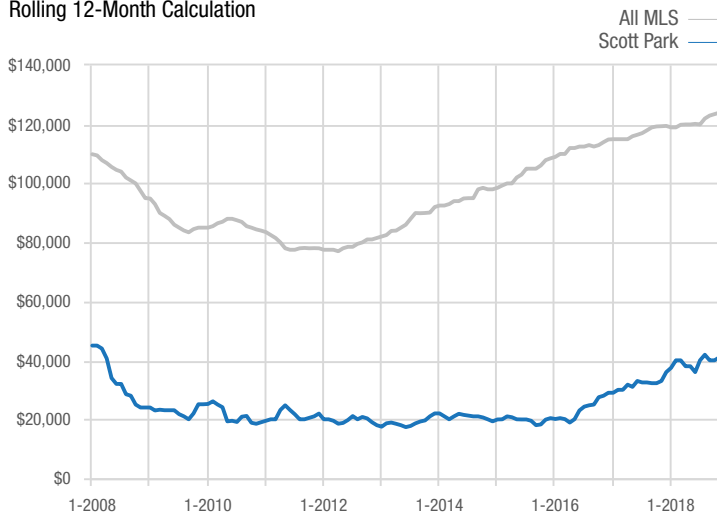
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
Key Metrics						
New Listings	23	14	- 39.1%	202	252	+ 24.8%
Pending Sales	14	19	+ 35.7%	148	173	+ 16.9%
Closed Sales	15	15	0.0%	151	163	+ 7.9%
Days on Market Until Sale	105	51	- 51.4%	92	81	- 12.0%
Median Sales Price*	\$35,000	\$41,000	+ 17.1%	\$33,000	\$38,750	+ 17.4%
Average Sales Price*	\$54,534	\$42,835	- 21.5%	\$42,812	\$43,979	+ 2.7%
Percent of List Price Received*	89.1%	94.4%	+ 5.9%	92.6%	92.6%	0.0%
Inventory of Homes for Sale	50	59	+ 18.0%	—	—	—
Months Supply of Inventory	3.8	3.9	+ 2.6%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
Key Metrics						
New Listings	0	0	—	1	0	- 100.0%
Pending Sales	0	0	—	1	0	- 100.0%
Closed Sales	0	0	—	1	0	- 100.0%
Days on Market Until Sale	—	—	—	75	—	—
Median Sales Price*	—	—	—	\$20,000	—	—
Average Sales Price*	—	—	—	\$20,000	—	—
Percent of List Price Received*	—	—	—	83.7%	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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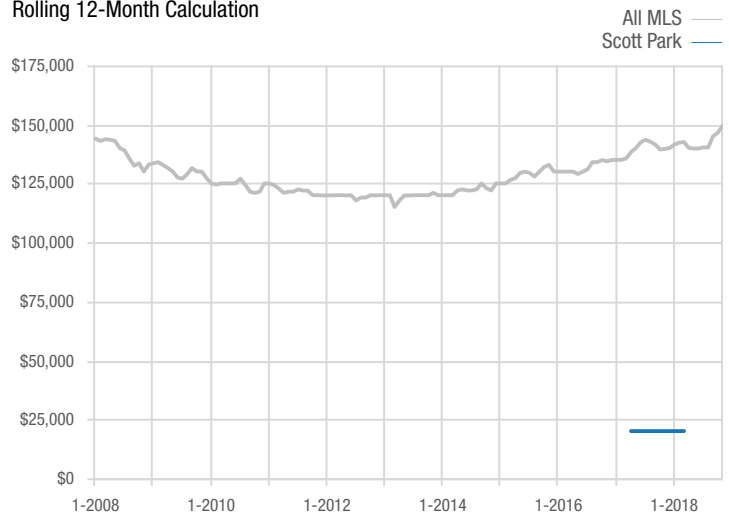
Median Sales Price - Single Family

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)

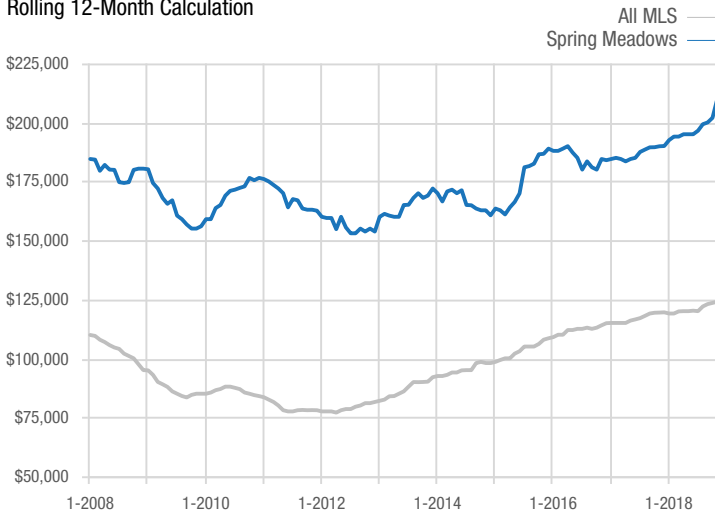
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	20	21	+ 5.0%	299	343	+ 14.7%
Pending Sales	10	28	+ 180.0%	227	239	+ 5.3%
Closed Sales	16	27	+ 68.8%	232	237	+ 2.2%
Days on Market Until Sale	85	94	+ 10.6%	95	94	- 1.1%
Median Sales Price*	\$194,000	\$226,950	+ 17.0%	\$189,950	\$205,000	+ 7.9%
Average Sales Price*	\$202,000	\$233,188	+ 15.4%	\$196,274	\$216,591	+ 10.4%
Percent of List Price Received*	98.4%	96.6%	- 1.8%	97.9%	98.5%	+ 0.6%
Inventory of Homes for Sale	76	78	+ 2.6%	—	—	—
Months Supply of Inventory	3.7	3.7	0.0%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	2	2	0.0%	37	47	+ 27.0%
Pending Sales	1	0	- 100.0%	24	31	+ 29.2%
Closed Sales	1	1	0.0%	24	31	+ 29.2%
Days on Market Until Sale	172	27	- 84.3%	103	98	- 4.9%
Median Sales Price*	\$195,500	\$224,000	+ 14.6%	\$195,250	\$212,000	+ 8.6%
Average Sales Price*	\$195,500	\$224,000	+ 14.6%	\$206,157	\$214,187	+ 3.9%
Percent of List Price Received*	94.9%	97.4%	+ 2.6%	96.4%	96.2%	- 0.2%
Inventory of Homes for Sale	13	15	+ 15.4%	—	—	—
Months Supply of Inventory	5.2	5.2	0.0%	—	—	—

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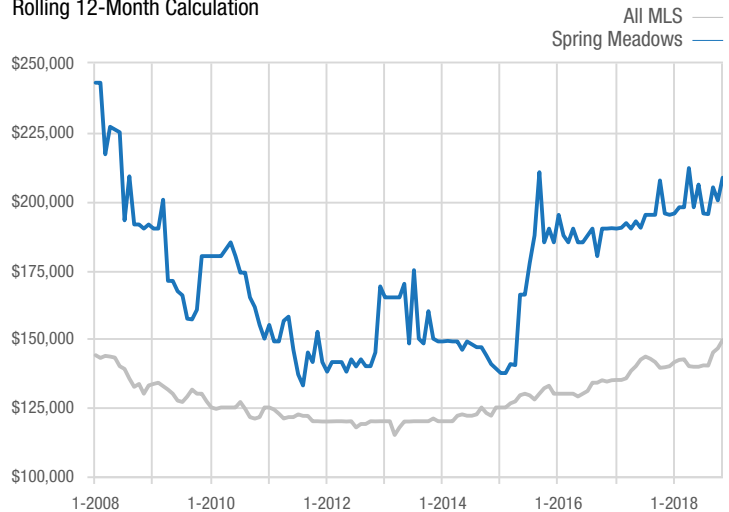
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Swanton / Airport

MLS Area 04: 43558 in Fulton and Lucas Counties

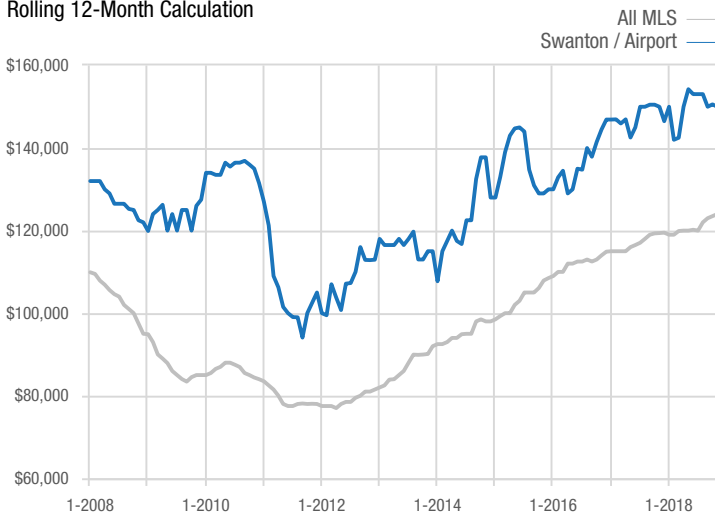
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	8	9	+ 12.5%	164	159	- 3.0%
Pending Sales	8	10	+ 25.0%	124	121	- 2.4%
Closed Sales	7	8	+ 14.3%	124	118	- 4.8%
Days on Market Until Sale	80	46	- 42.5%	87	84	- 3.4%
Median Sales Price*	\$192,500	\$136,900	- 28.9%	\$146,500	\$150,000	+ 2.4%
Average Sales Price*	\$176,929	\$133,388	- 24.6%	\$157,115	\$169,708	+ 8.0%
Percent of List Price Received*	100.0%	98.3%	- 1.7%	97.8%	98.2%	+ 0.4%
Inventory of Homes for Sale	35	35	0.0%	—	—	—
Months Supply of Inventory	3.2	3.2	0.0%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	0	3	—	3	9	+ 200.0%
Pending Sales	0	0	—	1	4	+ 300.0%
Closed Sales	0	0	—	1	4	+ 300.0%
Days on Market Until Sale	—	—	—	128	111	- 13.3%
Median Sales Price*	—	—	—	\$198,000	\$216,450	+ 9.3%
Average Sales Price*	—	—	—	\$198,000	\$213,475	+ 7.8%
Percent of List Price Received*	—	—	—	100.0%	100.6%	+ 0.6%
Inventory of Homes for Sale	2	5	+ 150.0%	—	—	—
Months Supply of Inventory	2.0	3.8	+ 90.0%	—	—	—

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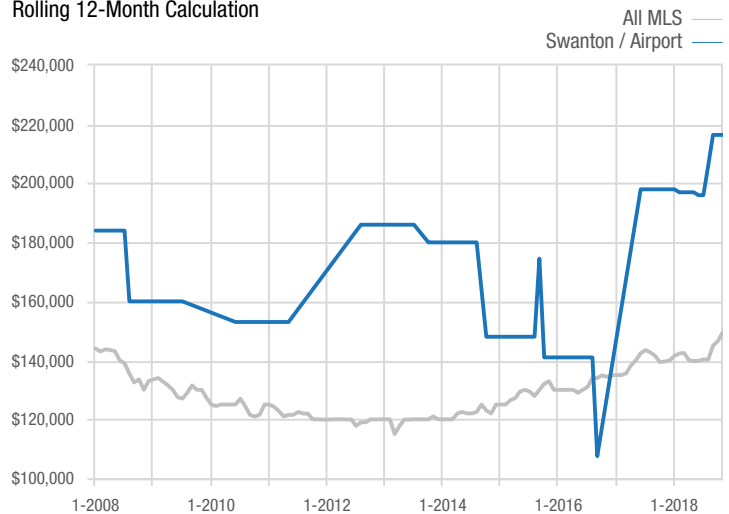
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Sylvania

43560 and 43617

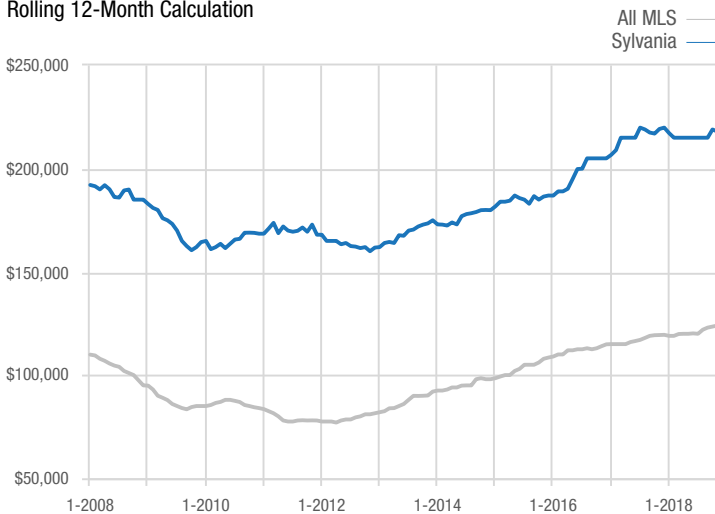
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
Key Metrics						
New Listings	43	36	- 16.3%	765	828	+ 8.2%
Pending Sales	40	40	0.0%	547	611	+ 11.7%
Closed Sales	46	53	+ 15.2%	556	612	+ 10.1%
Days on Market Until Sale	107	94	- 12.1%	95	85	- 10.5%
Median Sales Price*	\$222,000	\$203,950	- 8.1%	\$220,000	\$219,000	- 0.5%
Average Sales Price*	\$236,747	\$235,670	- 0.5%	\$231,748	\$233,780	+ 0.9%
Percent of List Price Received*	96.5%	97.4%	+ 0.9%	97.9%	98.1%	+ 0.2%
Inventory of Homes for Sale	171	173	+ 1.2%	—	—	—
Months Supply of Inventory	3.5	3.2	- 8.6%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
Key Metrics						
New Listings	12	5	- 58.3%	138	178	+ 29.0%
Pending Sales	5	9	+ 80.0%	121	135	+ 11.6%
Closed Sales	5	13	+ 160.0%	121	140	+ 15.7%
Days on Market Until Sale	64	77	+ 20.3%	101	89	- 11.9%
Median Sales Price*	\$190,000	\$143,000	- 24.7%	\$159,000	\$169,450	+ 6.6%
Average Sales Price*	\$208,600	\$164,354	- 21.2%	\$169,076	\$179,556	+ 6.2%
Percent of List Price Received*	97.2%	96.6%	- 0.6%	96.5%	96.6%	+ 0.1%
Inventory of Homes for Sale	33	37	+ 12.1%	—	—	—
Months Supply of Inventory	3.1	3.1	0.0%	—	—	—

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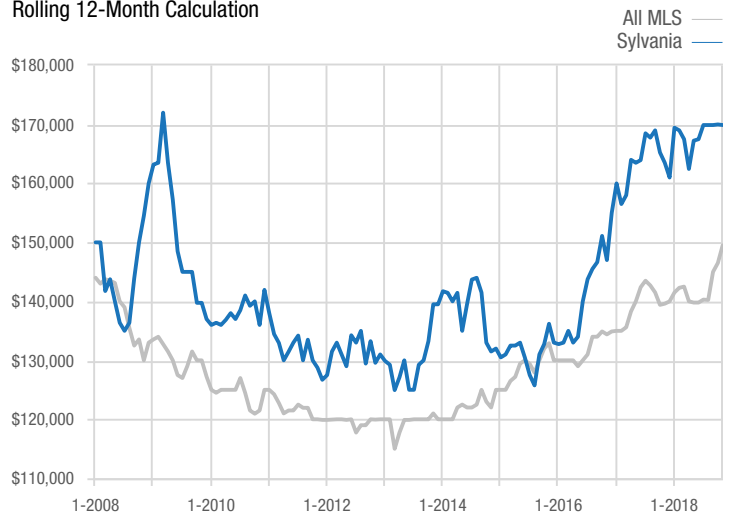
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Toledo

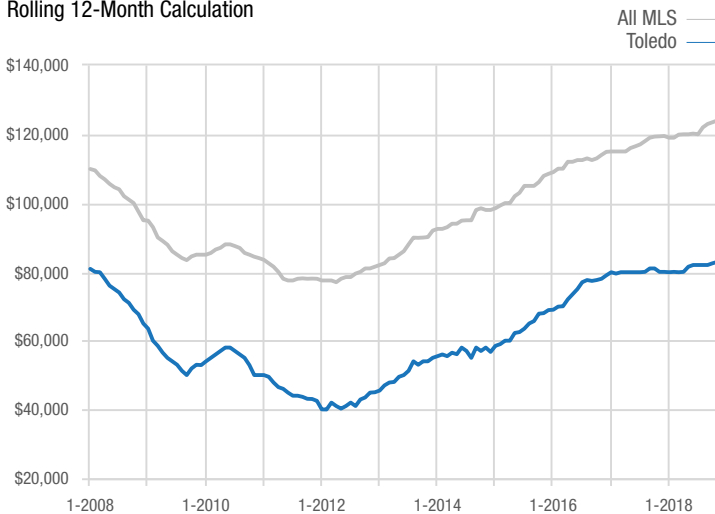
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
Key Metrics						
New Listings	306	273	- 10.8%	4,531	4,506	- 0.6%
Pending Sales	255	271	+ 6.3%	3,246	3,447	+ 6.2%
Closed Sales	261	279	+ 6.9%	3,220	3,433	+ 6.6%
Days on Market Until Sale	95	77	- 18.9%	92	83	- 9.8%
Median Sales Price*	\$70,000	\$74,950	+ 7.1%	\$81,000	\$83,500	+ 3.1%
Average Sales Price*	\$87,209	\$87,446	+ 0.3%	\$94,515	\$100,875	+ 6.7%
Percent of List Price Received*	94.0%	92.8%	- 1.3%	95.5%	95.4%	- 0.1%
Inventory of Homes for Sale	1,183	991	- 16.2%	—	—	—
Months Supply of Inventory	4.1	3.2	- 22.0%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
Key Metrics						
New Listings	24	22	- 8.3%	306	319	+ 4.2%
Pending Sales	17	22	+ 29.4%	221	268	+ 21.3%
Closed Sales	21	23	+ 9.5%	219	270	+ 23.3%
Days on Market Until Sale	81	103	+ 27.2%	100	85	- 15.0%
Median Sales Price*	\$120,000	\$143,000	+ 19.2%	\$110,000	\$111,000	+ 0.9%
Average Sales Price*	\$130,762	\$154,645	+ 18.3%	\$118,453	\$123,329	+ 4.1%
Percent of List Price Received*	94.7%	95.8%	+ 1.2%	95.3%	95.7%	+ 0.4%
Inventory of Homes for Sale	85	62	- 27.1%	—	—	—
Months Supply of Inventory	4.4	2.6	- 40.9%	—	—	—

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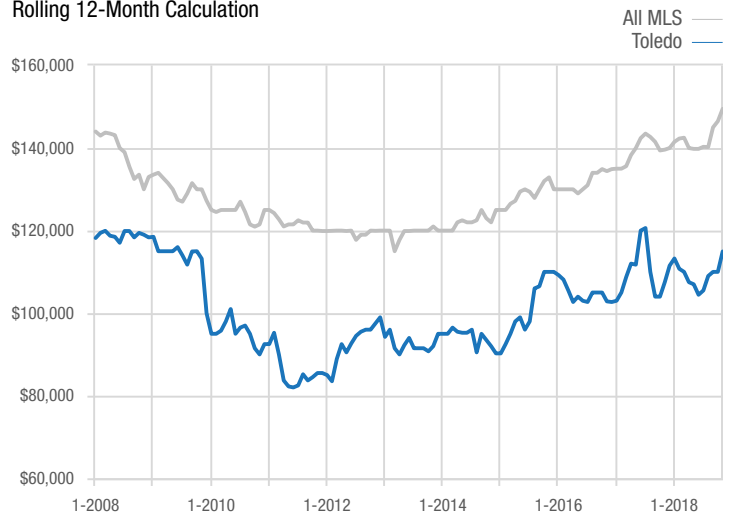
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Tremainsville

MLS Area 12: 43613

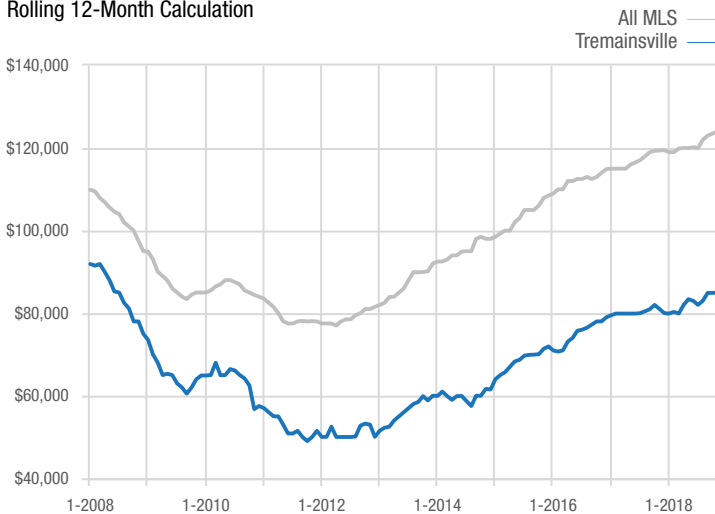
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
Key Metrics						
New Listings	48	42	- 12.5%	788	709	- 10.0%
Pending Sales	46	44	- 4.3%	538	578	+ 7.4%
Closed Sales	39	44	+ 12.8%	520	579	+ 11.3%
Days on Market Until Sale	79	75	- 5.1%	90	87	- 3.3%
Median Sales Price*	\$81,250	\$87,000	+ 7.1%	\$80,750	\$85,500	+ 5.9%
Average Sales Price*	\$78,282	\$86,594	+ 10.6%	\$79,605	\$84,875	+ 6.6%
Percent of List Price Received*	93.8%	94.7%	+ 1.0%	96.1%	96.6%	+ 0.5%
Inventory of Homes for Sale	195	154	- 21.0%	—	—	—
Months Supply of Inventory	4.1	3.0	- 26.8%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
Key Metrics						
New Listings	0	0	—	5	0	- 100.0%
Pending Sales	0	0	—	2	3	+ 50.0%
Closed Sales	0	0	—	2	3	+ 50.0%
Days on Market Until Sale	—	—	—	95	194	+ 104.2%
Median Sales Price*	—	—	—	\$82,450	\$77,500	- 6.0%
Average Sales Price*	—	—	—	\$82,450	\$79,467	- 3.6%
Percent of List Price Received*	—	—	—	94.8%	95.8%	+ 1.1%
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	2.0	—	—	—	—	—

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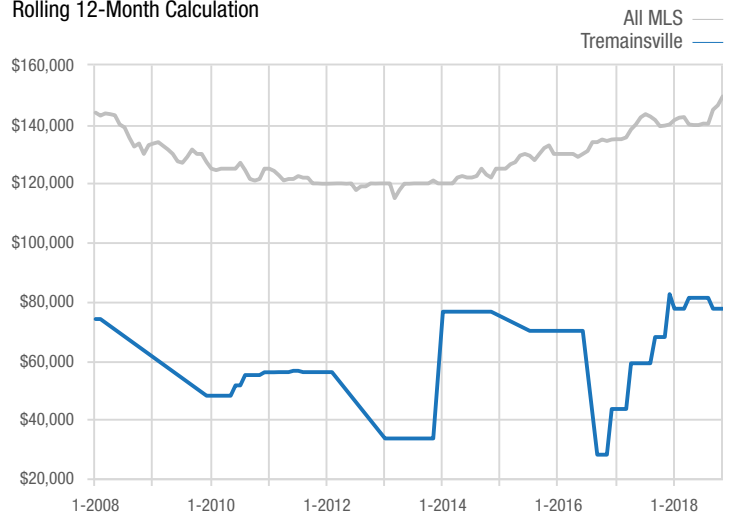
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Waterville

MLS Area 10: 43566

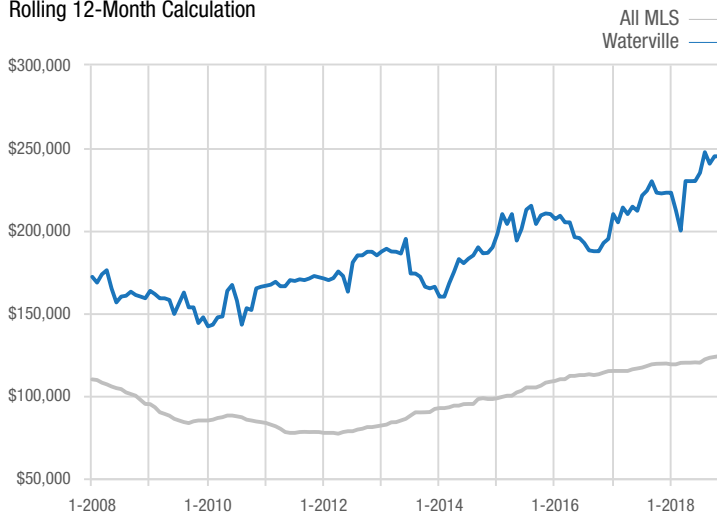
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	8	7	- 12.5%	156	144	- 7.7%
Pending Sales	6	8	+ 33.3%	115	121	+ 5.2%
Closed Sales	9	11	+ 22.2%	122	120	- 1.6%
Days on Market Until Sale	69	95	+ 37.7%	94	102	+ 8.5%
Median Sales Price*	\$178,000	\$214,250	+ 20.4%	\$214,500	\$241,750	+ 12.7%
Average Sales Price*	\$303,335	\$219,941	- 27.5%	\$231,939	\$241,956	+ 4.3%
Percent of List Price Received*	94.7%	97.0%	+ 2.4%	97.8%	99.4%	+ 1.6%
Inventory of Homes for Sale	39	34	- 12.8%	—	—	—
Months Supply of Inventory	3.6	3.1	- 13.9%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	0	2	—	16	22	+ 37.5%
Pending Sales	2	1	- 50.0%	16	14	- 12.5%
Closed Sales	2	3	+ 50.0%	17	14	- 17.6%
Days on Market Until Sale	63	59	- 6.3%	65	50	- 23.1%
Median Sales Price*	\$146,350	\$145,000	- 0.9%	\$160,000	\$140,450	- 12.2%
Average Sales Price*	\$146,350	\$152,633	+ 4.3%	\$149,644	\$139,529	- 6.8%
Percent of List Price Received*	97.6%	99.3%	+ 1.7%	97.9%	97.8%	- 0.1%
Inventory of Homes for Sale	1	5	+ 400.0%	—	—	—
Months Supply of Inventory	0.5	2.9	+ 480.0%	—	—	—

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

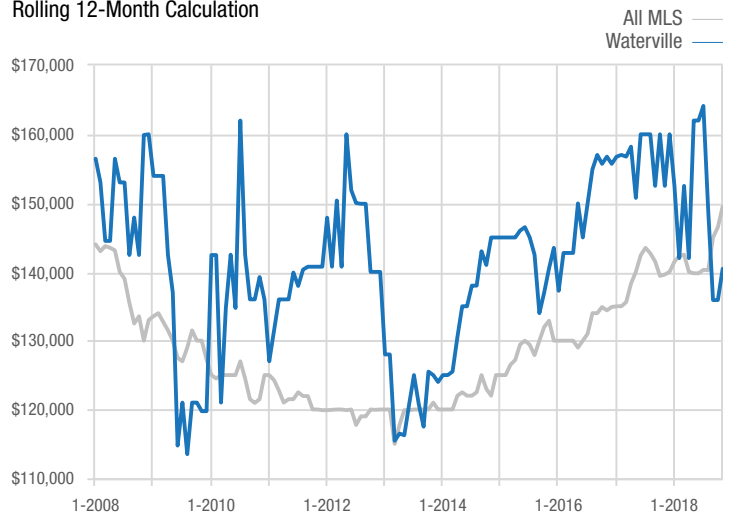
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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

Local Market Update – November 2018

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Whitehouse

MLS Area 08: 43571

Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	5	13	+ 160.0%	137	156	+ 13.9%
Pending Sales	12	9	- 25.0%	115	111	- 3.5%
Closed Sales	12	12	0.0%	115	108	- 6.1%
Days on Market Until Sale	86	88	+ 2.3%	93	85	- 8.6%
Median Sales Price*	\$263,000	\$330,838	+ 25.8%	\$264,000	\$249,000	- 5.7%
Average Sales Price*	\$244,628	\$296,949	+ 21.4%	\$262,158	\$256,974	- 2.0%
Percent of List Price Received*	99.3%	96.6%	- 2.7%	97.8%	98.5%	+ 0.7%
Inventory of Homes for Sale	30	33	+ 10.0%	—	—	—
Months Supply of Inventory	2.9	3.3	+ 13.8%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	0	0	—	4	8	+ 100.0%
Pending Sales	0	0	—	5	6	+ 20.0%
Closed Sales	0	0	—	5	6	+ 20.0%
Days on Market Until Sale	—	—	—	84	51	- 39.3%
Median Sales Price*	—	—	—	\$197,000	\$201,750	+ 2.4%
Average Sales Price*	—	—	—	\$215,400	\$204,750	- 4.9%
Percent of List Price Received*	—	—	—	96.5%	97.9%	+ 1.5%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.8	—	—	—	—

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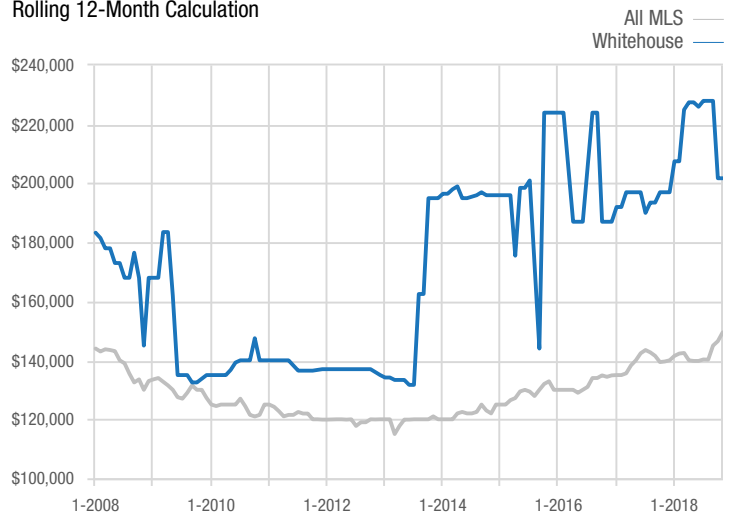
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wildwood / Reynolds Corners

MLS Area 15: 43615 (except Ottawa Hills)

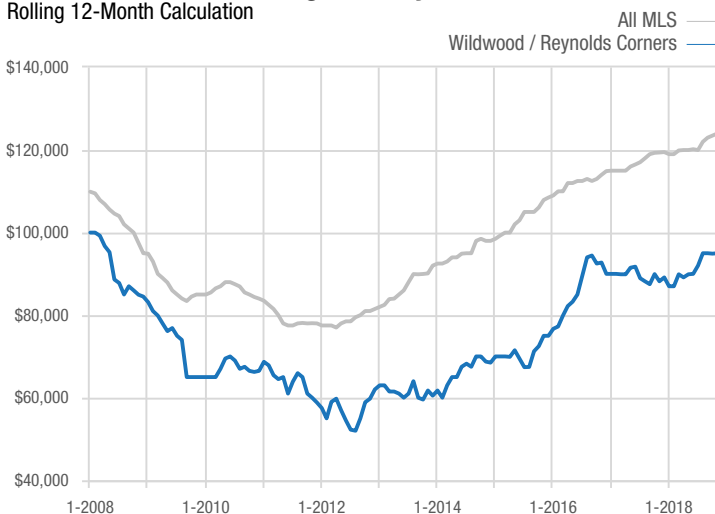
Single Family	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	24	26	+ 8.3%	445	411	- 7.6%
Pending Sales	34	22	- 35.3%	354	331	- 6.5%
Closed Sales	33	22	- 33.3%	357	333	- 6.7%
Days on Market Until Sale	118	80	- 32.2%	101	84	- 16.8%
Median Sales Price*	\$82,400	\$100,000	+ 21.4%	\$90,250	\$96,225	+ 6.6%
Average Sales Price*	\$109,928	\$104,604	- 4.8%	\$105,549	\$112,628	+ 6.7%
Percent of List Price Received*	95.8%	94.3%	- 1.6%	96.3%	97.8%	+ 1.6%
Inventory of Homes for Sale	107	91	- 15.0%	—	—	—
Months Supply of Inventory	3.3	3.1	- 6.1%	—	—	—

Condo-Villa	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	7	5	- 28.6%	93	101	+ 8.6%
Pending Sales	8	9	+ 12.5%	67	93	+ 38.8%
Closed Sales	11	9	- 18.2%	69	93	+ 34.8%
Days on Market Until Sale	87	129	+ 48.3%	108	97	- 10.2%
Median Sales Price*	\$123,000	\$138,000	+ 12.2%	\$107,000	\$96,500	- 9.8%
Average Sales Price*	\$121,363	\$121,356	0.0%	\$109,146	\$105,406	- 3.4%
Percent of List Price Received*	95.0%	94.7%	- 0.3%	95.9%	95.5%	- 0.4%
Inventory of Homes for Sale	29	14	- 51.7%	—	—	—
Months Supply of Inventory	5.0	1.7	- 66.0%	—	—	—

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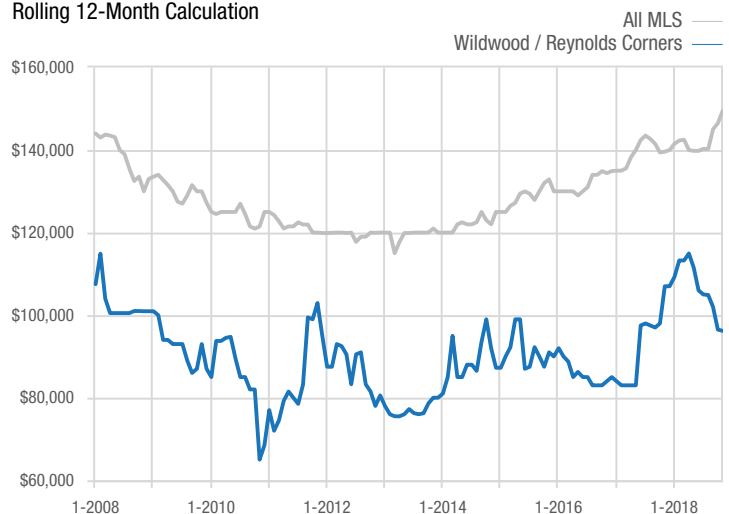
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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