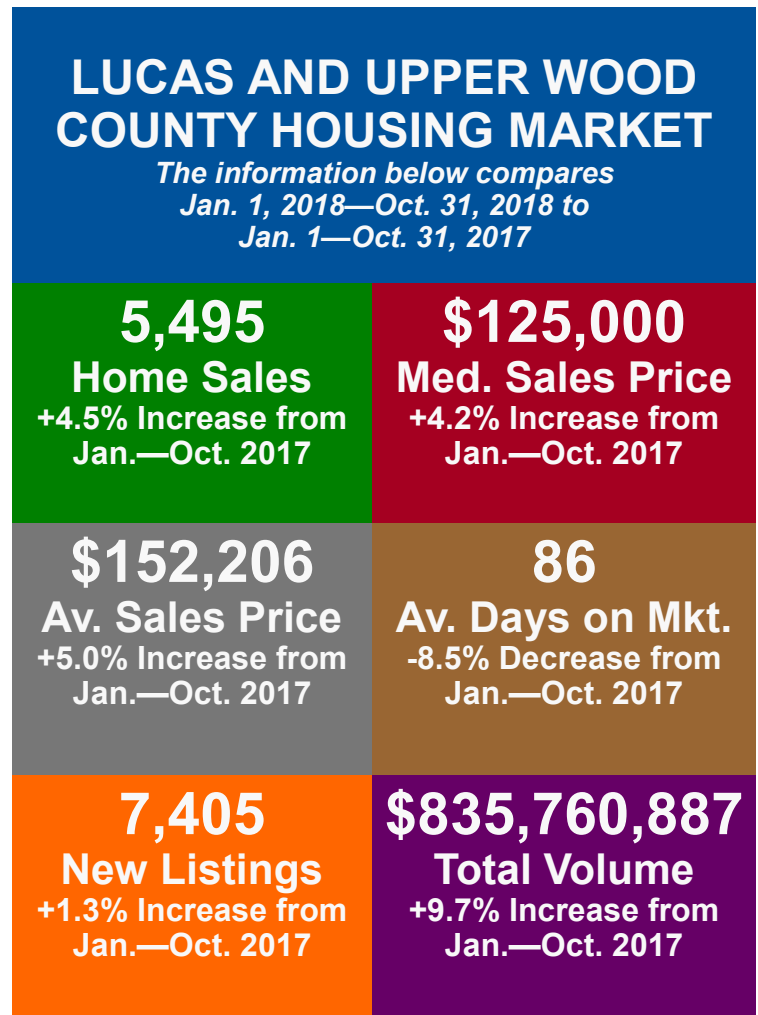
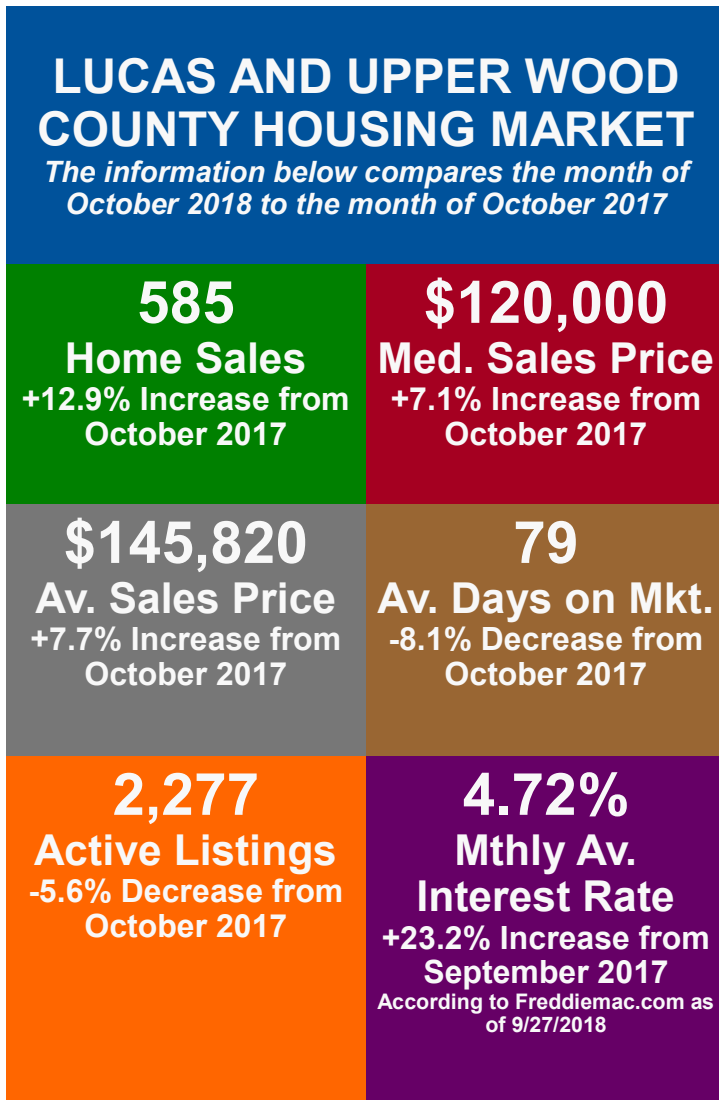


Local Market Update—October 2018

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Housing Supply Overview

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October 2018

Although every community is different, a general analysis of all housing markets across the country reveals that housing inventory is slowly moving toward balance with year-ago levels. This is the first indication in years that we may be approaching an inventory bottom. For the 12-month period spanning November 2017 through October 2018, Pending Sales in Northwest Ohio were up 5.2 percent overall. The price range with the largest gain in sales was the \$200,001 to \$300,000 range, where they increased 11.4 percent.

The overall Median Sales Price was up 4.2 percent to \$125,000. The property type with the largest price gain was the Condo-Villa segment, where prices increased 5.2 percent to \$146,700. The price range that tended to sell the quickest was the \$150,001 to \$200,000 range at 82 days; the price range that tended to sell the slowest was the \$100,001 to \$150,000 range at 97 days.

Market-wide, inventory levels were down 6.8 percent. The property type that lost the least inventory was the Single Family segment, where it decreased 6.4 percent. That amounts to 3.8 months supply for Single-Family homes and 3.4 months supply for Condos.

Quick Facts

+ 11.4%	+ 7.0%	+ 8.0%
Price Range With the Strongest Sales:	Bedroom Count With Strongest Sales:	Property Type With Strongest Sales:
\$200,001 to \$300,000	2 Bedrooms	Condo-Villa

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

Local Market Update – October 2018

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Lucas County

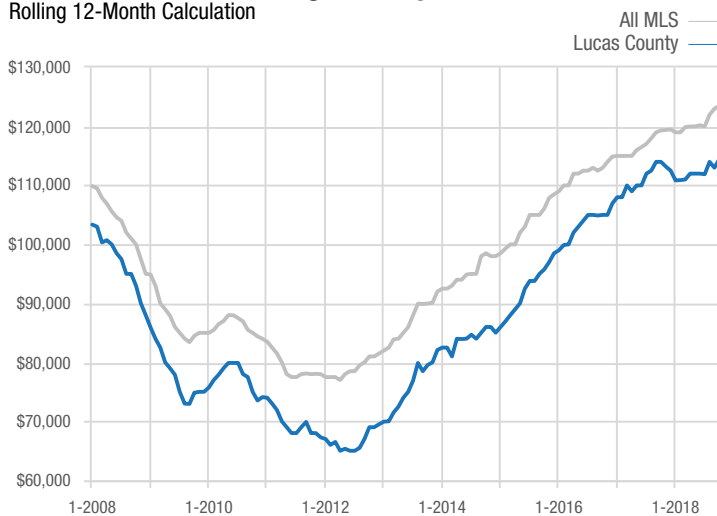
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	542	594	+ 9.6%	6,302	6,397	+ 1.5%
Pending Sales	426	525	+ 23.2%	4,531	4,768	+ 5.2%
Closed Sales	441	506	+ 14.7%	4,497	4,705	+ 4.6%
Days on Market Until Sale	84	80	- 4.8%	93	85	- 8.6%
Median Sales Price*	\$98,000	\$110,000	+ 12.2%	\$114,200	\$115,500	+ 1.1%
Average Sales Price*	\$119,821	\$139,230	+ 16.2%	\$136,077	\$141,164	+ 3.7%
Percent of List Price Received*	95.0%	96.3%	+ 1.4%	96.4%	96.5%	+ 0.1%
Inventory of Homes for Sale	1,807	1,674	- 7.4%	—	—	—
Months Supply of Inventory	4.2	3.7	- 11.9%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	41	37	- 9.8%	495	564	+ 13.9%
Pending Sales	34	45	+ 32.4%	387	434	+ 12.1%
Closed Sales	36	50	+ 38.9%	383	428	+ 11.7%
Days on Market Until Sale	110	74	- 32.7%	98	82	- 16.3%
Median Sales Price*	\$130,000	\$150,000	+ 15.4%	\$138,000	\$142,450	+ 3.2%
Average Sales Price*	\$132,998	\$149,366	+ 12.3%	\$146,761	\$152,450	+ 3.9%
Percent of List Price Received*	96.3%	94.4%	- 2.0%	95.8%	96.2%	+ 0.4%
Inventory of Homes for Sale	136	135	- 0.7%	—	—	—
Months Supply of Inventory	3.7	3.3	- 10.8%	—	—	—

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

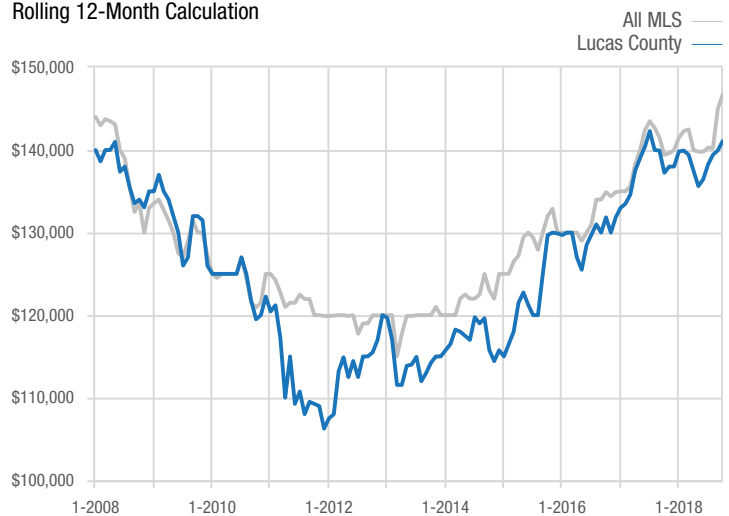
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – October 2018

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Wood County

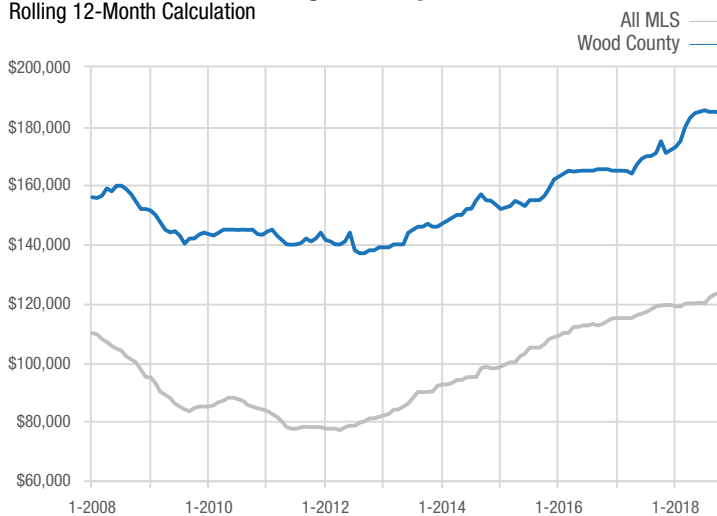
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
Key Metrics						
New Listings	132	129	- 2.3%	1,431	1,419	- 0.8%
Pending Sales	118	111	- 5.9%	1,117	1,115	- 0.2%
Closed Sales	108	112	+ 3.7%	1,095	1,106	+ 1.0%
Days on Market Until Sale	104	79	- 24.0%	98	89	- 9.2%
Median Sales Price*	\$202,500	\$180,000	- 11.1%	\$175,000	\$189,000	+ 8.0%
Average Sales Price*	\$216,086	\$190,248	- 12.0%	\$197,332	\$213,099	+ 8.0%
Percent of List Price Received*	98.5%	97.9%	- 0.6%	97.6%	98.1%	+ 0.5%
Inventory of Homes for Sale	385	376	- 2.3%	—	—	—
Months Supply of Inventory	3.6	3.5	- 2.8%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
Key Metrics						
New Listings	7	11	+ 57.1%	123	109	- 11.4%
Pending Sales	6	12	+ 100.0%	101	99	- 2.0%
Closed Sales	11	12	+ 9.1%	111	96	- 13.5%
Days on Market Until Sale	101	67	- 33.7%	90	77	- 14.4%
Median Sales Price*	\$219,900	\$148,250	- 32.6%	\$163,500	\$173,875	+ 6.3%
Average Sales Price*	\$245,537	\$185,774	- 24.3%	\$187,084	\$187,507	+ 0.2%
Percent of List Price Received*	96.8%	96.7%	- 0.1%	96.6%	97.7%	+ 1.1%
Inventory of Homes for Sale	28	23	- 17.9%	—	—	—
Months Supply of Inventory	2.8	2.5	- 10.7%	—	—	—

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

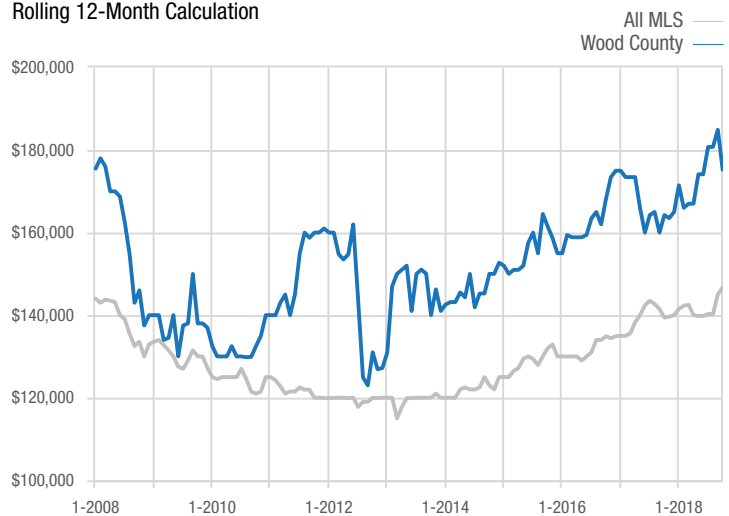
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Bowling Green

MLS Area 55: 43402

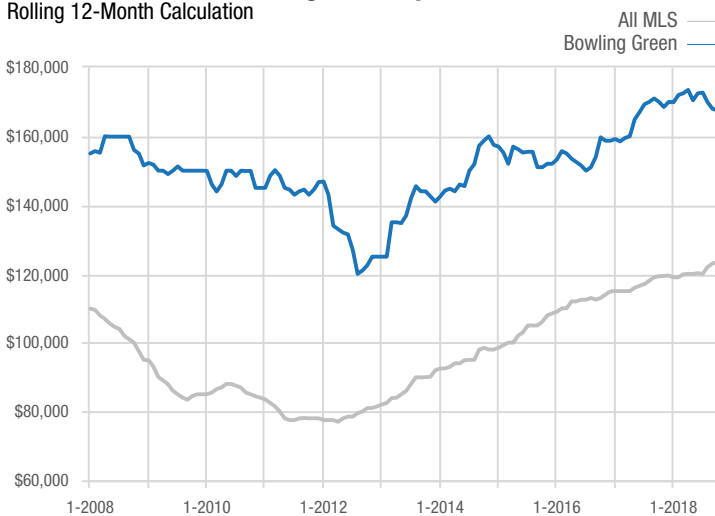
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	27	21	- 22.2%	205	239	+ 16.6%
Pending Sales	19	21	+ 10.5%	165	198	+ 20.0%
Closed Sales	16	20	+ 25.0%	161	197	+ 22.4%
Days on Market Until Sale	51	89	+ 74.5%	76	79	+ 3.9%
Median Sales Price*	\$159,000	\$160,750	+ 1.1%	\$172,000	\$169,500	- 1.5%
Average Sales Price*	\$180,363	\$154,200	- 14.5%	\$191,614	\$186,894	- 2.5%
Percent of List Price Received*	97.3%	94.6%	- 2.8%	97.2%	97.0%	- 0.2%
Inventory of Homes for Sale	62	54	- 12.9%	—	—	—
Months Supply of Inventory	4.0	2.8	- 30.0%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	1	2	+ 100.0%	19	19	0.0%
Pending Sales	1	5	+ 400.0%	20	19	- 5.0%
Closed Sales	1	6	+ 500.0%	22	18	- 18.2%
Days on Market Until Sale	0	38	—	70	73	+ 4.3%
Median Sales Price*	\$123,000	\$148,250	+ 20.5%	\$161,700	\$176,375	+ 9.1%
Average Sales Price*	\$123,000	\$150,483	+ 22.3%	\$171,182	\$172,586	+ 0.8%
Percent of List Price Received*	99.2%	98.8%	- 0.4%	98.1%	98.7%	+ 0.6%
Inventory of Homes for Sale	2	3	+ 50.0%	—	—	—
Months Supply of Inventory	1.0	1.4	+ 40.0%	—	—	—

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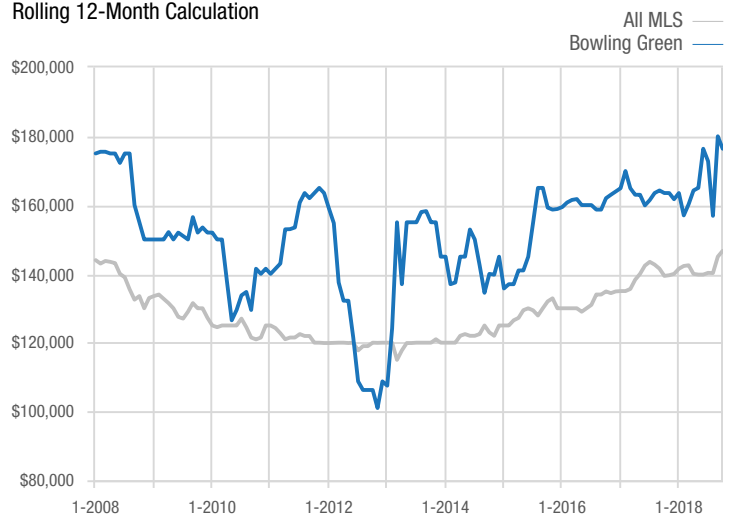
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – October 2018

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East River

MLS Area 24: 43605

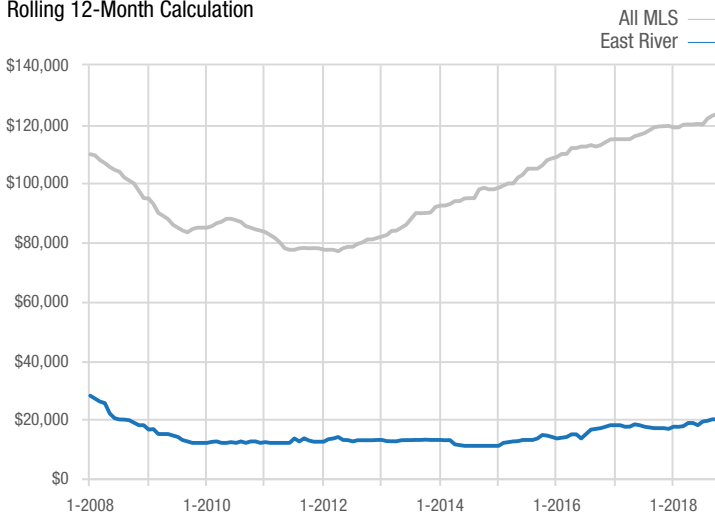
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
Key Metrics						
New Listings	32	25	- 21.9%	253	248	- 2.0%
Pending Sales	12	23	+ 91.7%	159	181	+ 13.8%
Closed Sales	13	19	+ 46.2%	154	178	+ 15.6%
Days on Market Until Sale	88	113	+ 28.4%	72	86	+ 19.4%
Median Sales Price*	\$20,000	\$21,000	+ 5.0%	\$16,000	\$20,050	+ 25.3%
Average Sales Price*	\$21,082	\$30,558	+ 44.9%	\$21,867	\$26,050	+ 19.1%
Percent of List Price Received*	89.9%	94.5%	+ 5.1%	93.8%	91.0%	- 3.0%
Inventory of Homes for Sale	81	63	- 22.2%	—	—	—
Months Supply of Inventory	5.4	3.5	- 35.2%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% 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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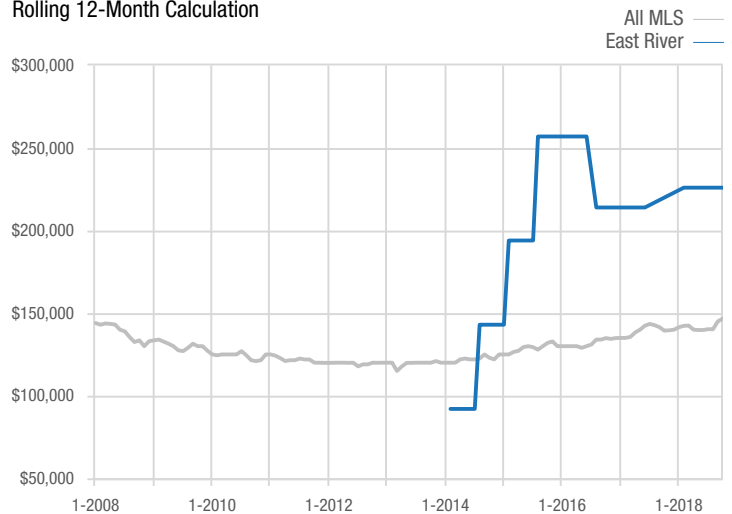
Median Sales Price - Single Family

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)

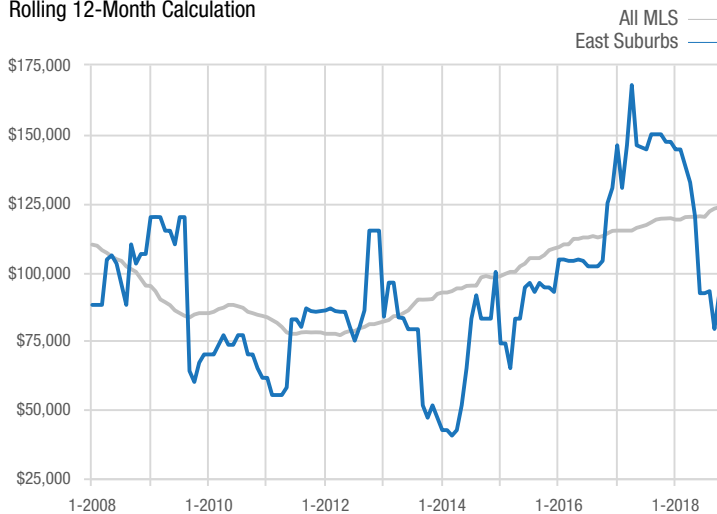
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
Key Metrics						
New Listings	5	4	- 20.0%	42	31	- 26.2%
Pending Sales	2	2	0.0%	23	28	+ 21.7%
Closed Sales	3	3	0.0%	22	29	+ 31.8%
Days on Market Until Sale	49	71	+ 44.9%	103	121	+ 17.5%
Median Sales Price*	\$49,500	\$165,000	+ 233.3%	\$147,250	\$65,500	- 55.5%
Average Sales Price*	\$93,133	\$136,012	+ 46.0%	\$156,364	\$112,333	- 28.2%
Percent of List Price Received*	93.5%	104.5%	+ 11.8%	96.2%	89.8%	- 6.7%
Inventory of Homes for Sale	17	12	- 29.4%	—	—	—
Months Supply of Inventory	7.5	4.6	- 38.7%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% 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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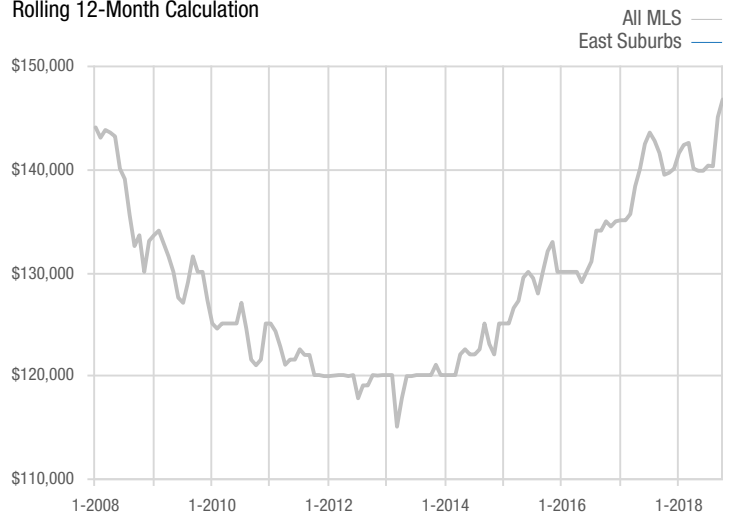
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Five Points / Northtowne

MLS Area 13: 43612

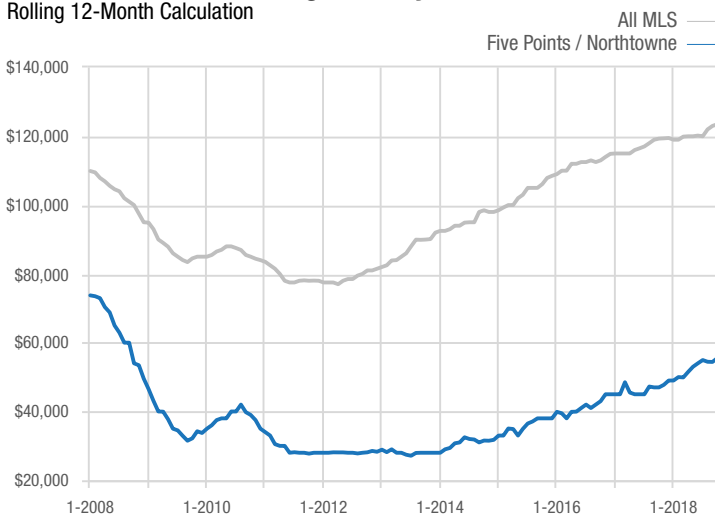
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
Key Metrics						
New Listings	47	39	- 17.0%	474	458	- 3.4%
Pending Sales	35	34	- 2.9%	327	343	+ 4.9%
Closed Sales	42	37	- 11.9%	321	346	+ 7.8%
Days on Market Until Sale	76	69	- 9.2%	91	87	- 4.4%
Median Sales Price*	\$45,750	\$56,500	+ 23.5%	\$47,250	\$56,100	+ 18.7%
Average Sales Price*	\$47,165	\$62,027	+ 31.5%	\$51,634	\$57,761	+ 11.9%
Percent of List Price Received*	93.6%	93.1%	- 0.5%	95.2%	94.7%	- 0.5%
Inventory of Homes for Sale	159	132	- 17.0%	—	—	—
Months Supply of Inventory	4.9	3.9	- 20.4%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% 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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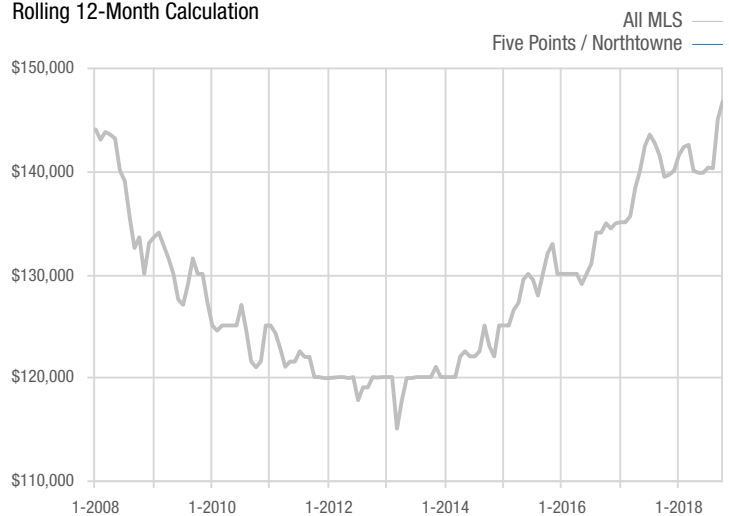
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Franklin Park / Trilby

MLS Area 11: 43623

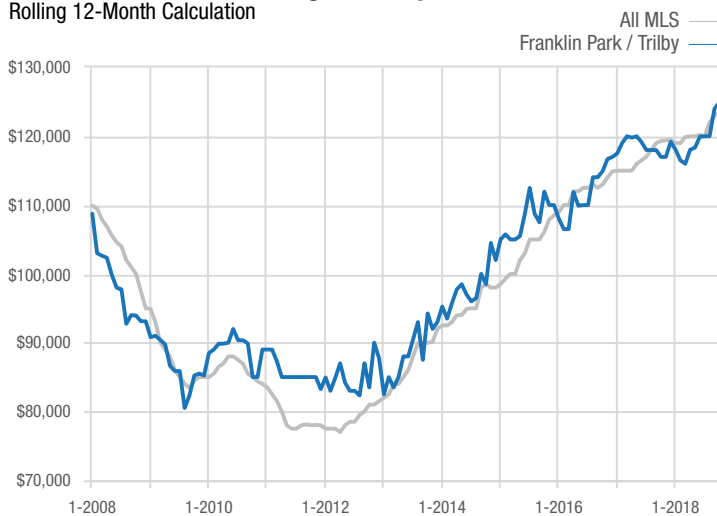
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	20	27	+ 35.0%	300	323	+ 7.7%
Pending Sales	15	21	+ 40.0%	230	245	+ 6.5%
Closed Sales	17	22	+ 29.4%	230	238	+ 3.5%
Days on Market Until Sale	93	71	- 23.7%	89	81	- 9.0%
Median Sales Price*	\$115,900	\$116,965	+ 0.9%	\$118,050	\$123,500	+ 4.6%
Average Sales Price*	\$132,071	\$155,862	+ 18.0%	\$139,648	\$143,108	+ 2.5%
Percent of List Price Received*	98.1%	105.4%	+ 7.4%	97.3%	97.7%	+ 0.4%
Inventory of Homes for Sale	82	82	0.0%	—	—	—
Months Supply of Inventory	3.8	3.6	- 5.3%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	0	1	—	13	15	+ 15.4%
Pending Sales	2	1	- 50.0%	10	12	+ 20.0%
Closed Sales	3	1	- 66.7%	10	12	+ 20.0%
Days on Market Until Sale	75	50	- 33.3%	74	36	- 51.4%
Median Sales Price*	\$115,000	\$70,550	- 38.7%	\$127,250	\$103,450	- 18.7%
Average Sales Price*	\$112,167	\$70,550	- 37.1%	\$126,510	\$112,154	- 11.3%
Percent of List Price Received*	97.0%	101.2%	+ 4.3%	95.4%	98.2%	+ 2.9%
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	1.5	0.7	- 53.3%	—	—	—

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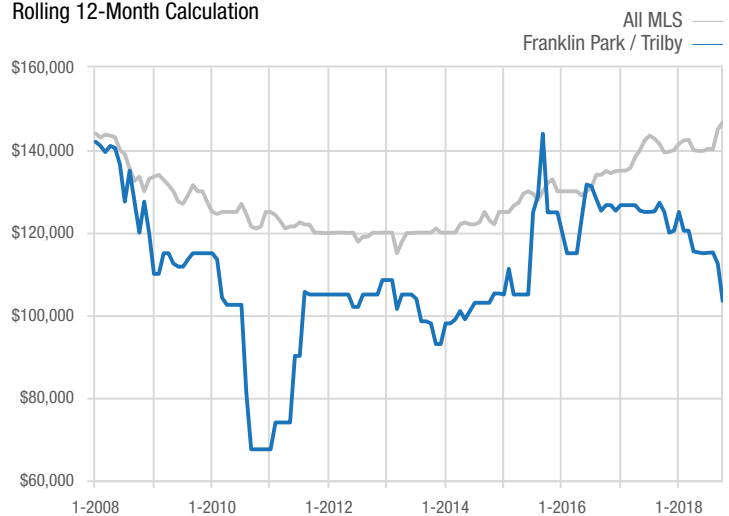
Median Sales Price - Single Family

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

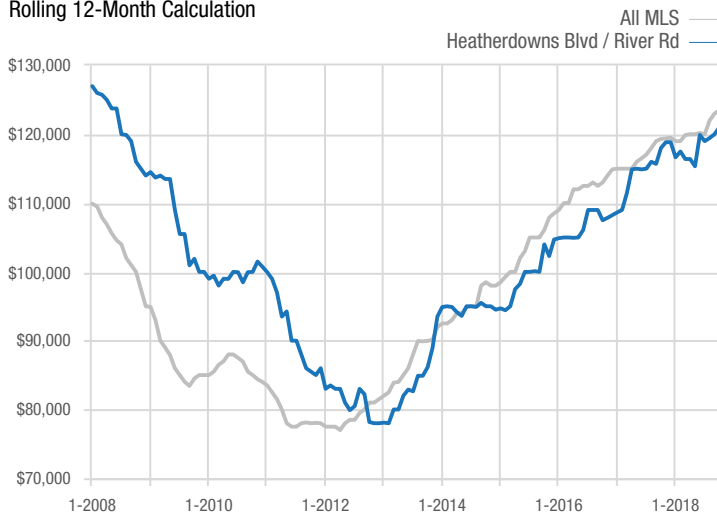
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	41	46	+ 12.2%	483	520	+ 7.7%
Pending Sales	36	41	+ 13.9%	373	421	+ 12.9%
Closed Sales	31	42	+ 35.5%	372	414	+ 11.3%
Days on Market Until Sale	76	69	- 9.2%	103	78	- 24.3%
Median Sales Price*	\$115,000	\$125,000	+ 8.7%	\$118,700	\$122,000	+ 2.8%
Average Sales Price*	\$120,231	\$126,575	+ 5.3%	\$118,959	\$129,526	+ 8.9%
Percent of List Price Received*	95.9%	95.7%	- 0.2%	97.3%	97.0%	- 0.3%
Inventory of Homes for Sale	137	110	- 19.7%	—	—	—
Months Supply of Inventory	3.8	2.7	- 28.9%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	5	7	+ 40.0%	61	61	0.0%
Pending Sales	4	8	+ 100.0%	46	56	+ 21.7%
Closed Sales	4	10	+ 150.0%	44	55	+ 25.0%
Days on Market Until Sale	36	97	+ 169.4%	127	72	- 43.3%
Median Sales Price*	\$45,000	\$95,750	+ 112.8%	\$76,595	\$76,000	- 0.8%
Average Sales Price*	\$66,725	\$88,099	+ 32.0%	\$95,839	\$86,969	- 9.3%
Percent of List Price Received*	94.2%	87.6%	- 7.0%	94.6%	94.5%	- 0.1%
Inventory of Homes for Sale	20	11	- 45.0%	—	—	—
Months Supply of Inventory	4.4	2.1	- 52.3%	—	—	—

* 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.

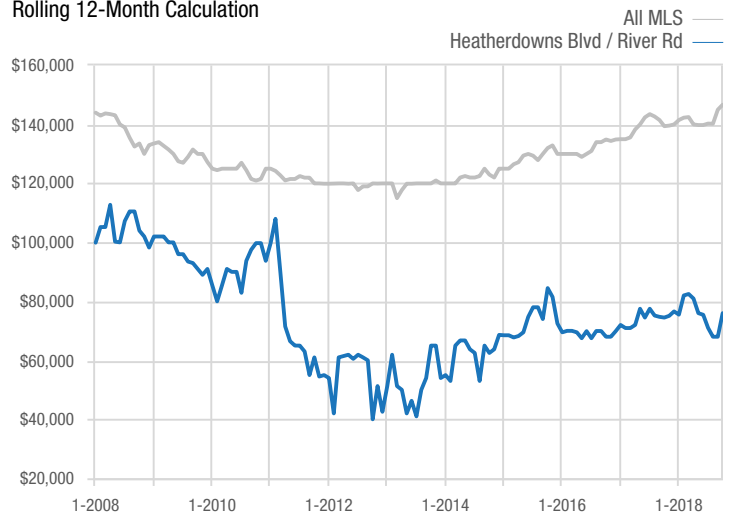
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – October 2018

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Maumee

MLS Area 07: 43537

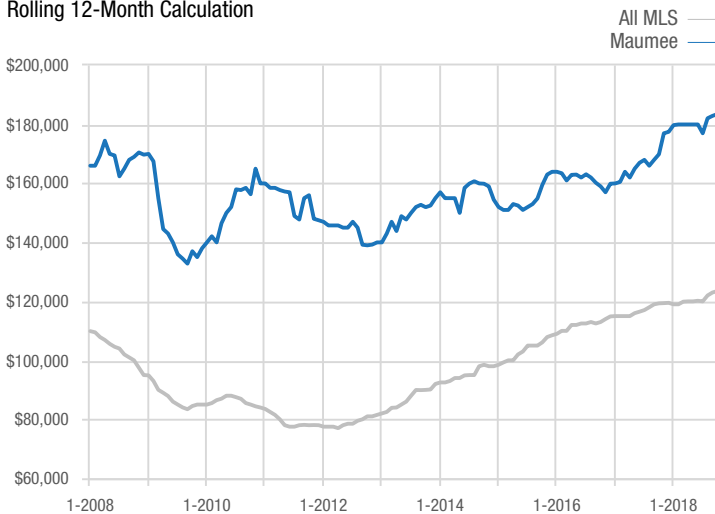
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	36	45	+ 25.0%	485	451	- 7.0%
Pending Sales	30	36	+ 20.0%	366	351	- 4.1%
Closed Sales	29	36	+ 24.1%	362	351	- 3.0%
Days on Market Until Sale	84	80	- 4.8%	85	78	- 8.2%
Median Sales Price*	\$175,000	\$184,950	+ 5.7%	\$176,000	\$184,000	+ 4.5%
Average Sales Price*	\$205,980	\$215,411	+ 4.6%	\$208,941	\$218,992	+ 4.8%
Percent of List Price Received*	96.9%	97.9%	+ 1.0%	97.8%	98.1%	+ 0.3%
Inventory of Homes for Sale	111	108	- 2.7%	—	—	—
Months Supply of Inventory	3.2	3.3	+ 3.1%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	9	4	- 55.6%	61	71	+ 16.4%
Pending Sales	6	5	- 16.7%	48	49	+ 2.1%
Closed Sales	5	7	+ 40.0%	48	47	- 2.1%
Days on Market Until Sale	60	86	+ 43.3%	82	65	- 20.7%
Median Sales Price*	\$182,500	\$150,000	- 17.8%	\$172,250	\$182,250	+ 5.8%
Average Sales Price*	\$148,550	\$177,557	+ 19.5%	\$192,425	\$209,713	+ 9.0%
Percent of List Price Received*	96.1%	97.9%	+ 1.9%	95.7%	97.7%	+ 2.1%
Inventory of Homes for Sale	14	16	+ 14.3%	—	—	—
Months Supply of Inventory	3.0	3.4	+ 13.3%	—	—	—

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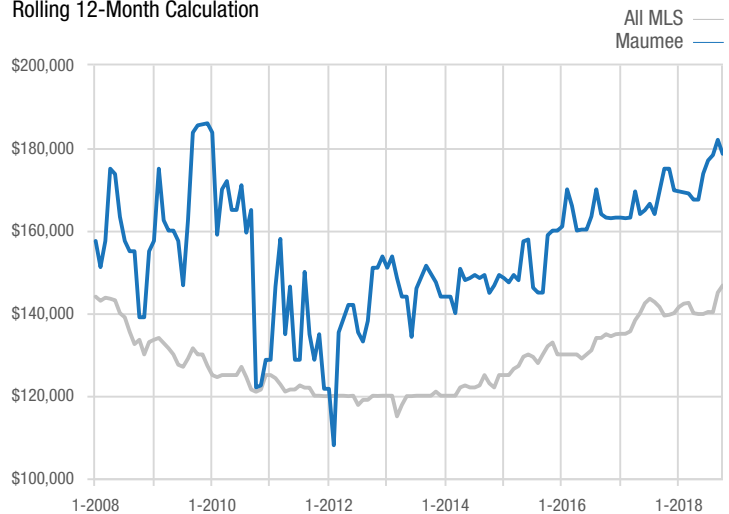
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Monclova

MLS Area 06: 43542

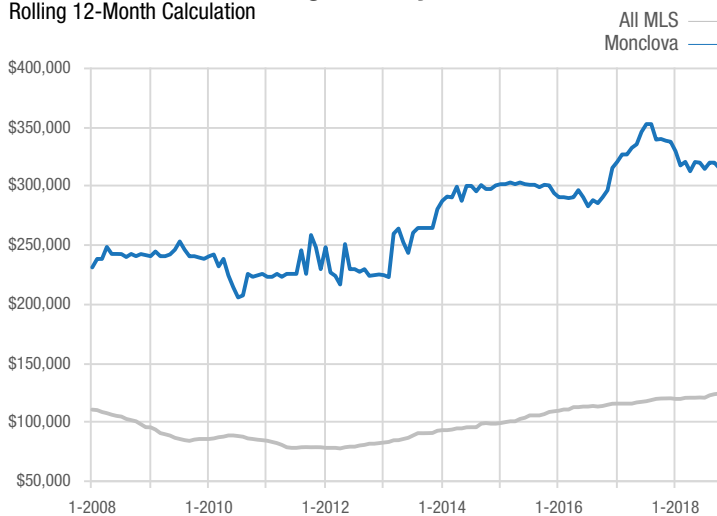
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	7	10	+ 42.9%	82	93	+ 13.4%
Pending Sales	4	11	+ 175.0%	53	64	+ 20.8%
Closed Sales	5	5	0.0%	51	57	+ 11.8%
Days on Market Until Sale	83	81	- 2.4%	111	106	- 4.5%
Median Sales Price*	\$326,000	\$285,000	- 12.6%	\$337,450	\$319,300	- 5.4%
Average Sales Price*	\$395,500	\$298,280	- 24.6%	\$334,353	\$331,122	- 1.0%
Percent of List Price Received*	95.6%	94.8%	- 0.8%	97.4%	98.9%	+ 1.5%
Inventory of Homes for Sale	31	30	- 3.2%	—	—	—
Months Supply of Inventory	6.6	5.1	- 22.7%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	1	1	0.0%	2	4	+ 100.0%
Pending Sales	1	0	- 100.0%	2	2	0.0%
Closed Sales	0	1	—	1	2	+ 100.0%
Days on Market Until Sale	—	88	—	71	106	+ 49.3%
Median Sales Price*	—	\$275,900	—	\$229,000	\$249,200	+ 8.8%
Average Sales Price*	—	\$275,900	—	\$229,000	\$249,200	+ 8.8%
Percent of List Price Received*	—	96.8%	—	95.5%	97.9%	+ 2.5%
Inventory of Homes for Sale	0	2	—	—	—	—
Months Supply of Inventory	—	2.0	—	—	—	—

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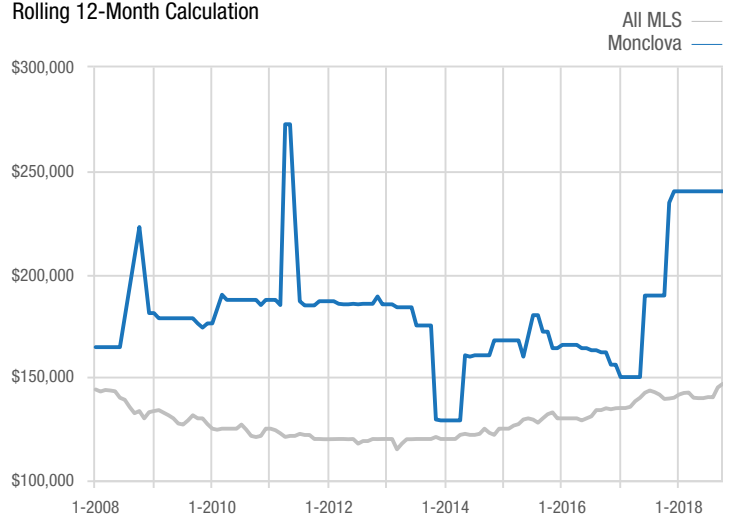
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Monclova

MLS Area 06: 43542

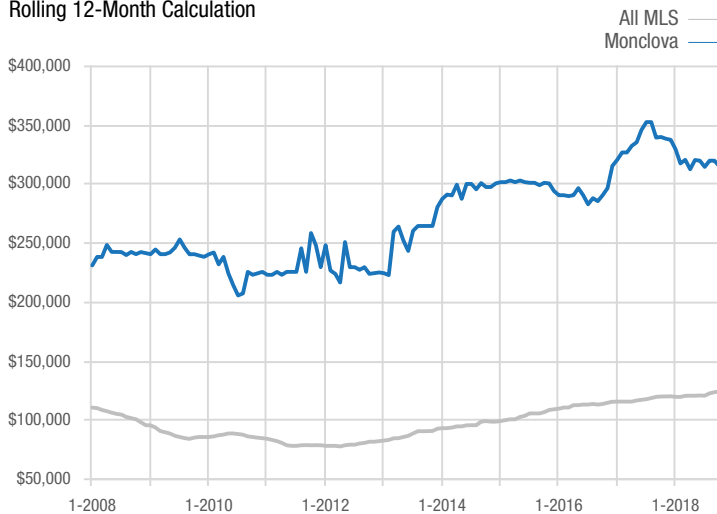
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	7	10	+ 42.9%	82	93	+ 13.4%
Pending Sales	4	11	+ 175.0%	53	64	+ 20.8%
Closed Sales	5	5	0.0%	51	57	+ 11.8%
Days on Market Until Sale	83	81	- 2.4%	111	106	- 4.5%
Median Sales Price*	\$326,000	\$285,000	- 12.6%	\$337,450	\$319,300	- 5.4%
Average Sales Price*	\$395,500	\$298,280	- 24.6%	\$334,353	\$331,122	- 1.0%
Percent of List Price Received*	95.6%	94.8%	- 0.8%	97.4%	98.9%	+ 1.5%
Inventory of Homes for Sale	31	30	- 3.2%	—	—	—
Months Supply of Inventory	6.6	5.1	- 22.7%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	1	1	0.0%	2	4	+ 100.0%
Pending Sales	1	0	- 100.0%	2	2	0.0%
Closed Sales	0	1	—	1	2	+ 100.0%
Days on Market Until Sale	—	88	—	71	106	+ 49.3%
Median Sales Price*	—	\$275,900	—	\$229,000	\$249,200	+ 8.8%
Average Sales Price*	—	\$275,900	—	\$229,000	\$249,200	+ 8.8%
Percent of List Price Received*	—	96.8%	—	95.5%	97.9%	+ 2.5%
Inventory of Homes for Sale	0	2	—	—	—	—
Months Supply of Inventory	—	2.0	—	—	—	—

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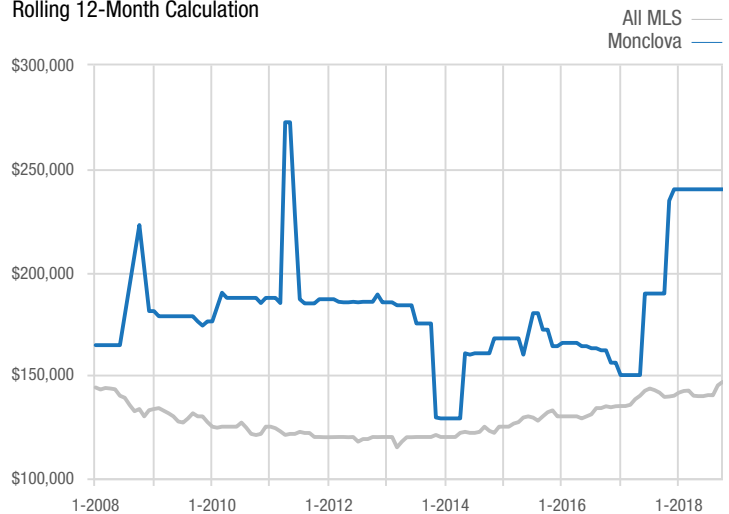
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Olde North End

MLS Area 19: 43608

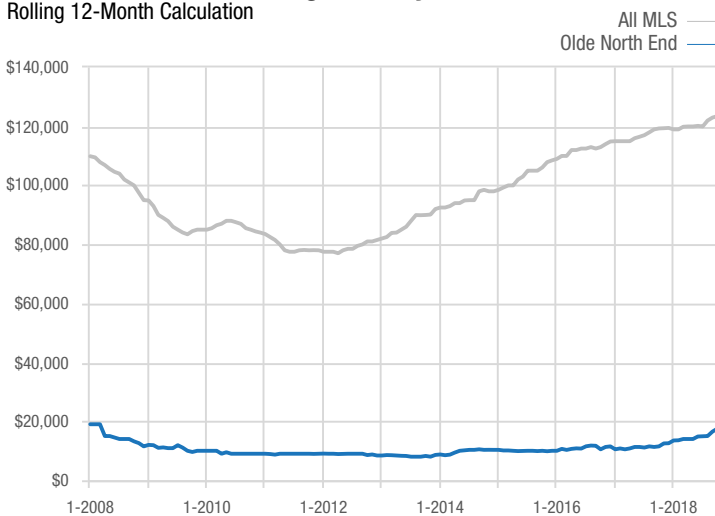
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
Key Metrics						
New Listings	9	16	+ 77.8%	154	118	- 23.4%
Pending Sales	13	13	0.0%	95	82	- 13.7%
Closed Sales	12	11	- 8.3%	89	80	- 10.1%
Days on Market Until Sale	59	87	+ 47.5%	80	87	+ 8.8%
Median Sales Price*	\$10,050	\$20,850	+ 107.5%	\$11,100	\$19,900	+ 79.3%
Average Sales Price*	\$10,275	\$34,230	+ 233.1%	\$16,430	\$27,588	+ 67.9%
Percent of List Price Received*	94.1%	85.8%	- 8.8%	89.9%	91.3%	+ 1.6%
Inventory of Homes for Sale	42	33	- 21.4%	—	—	—
Months Supply of Inventory	4.5	3.9	- 13.3%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% 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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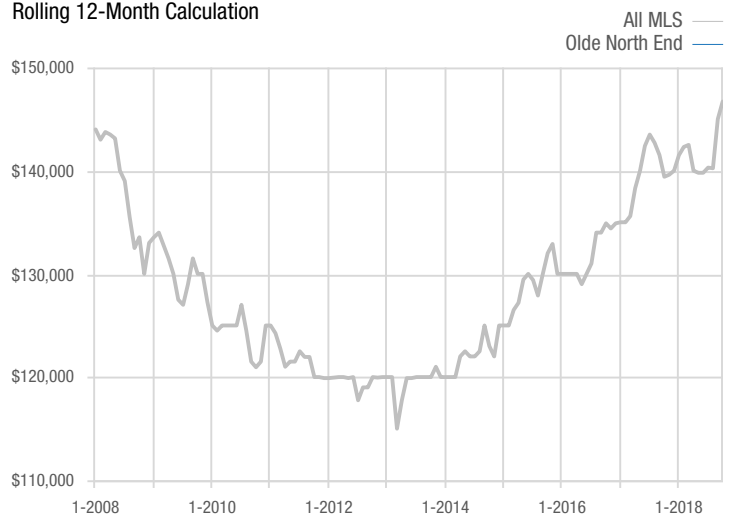
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Olde South End

MLS Area 22: 43609

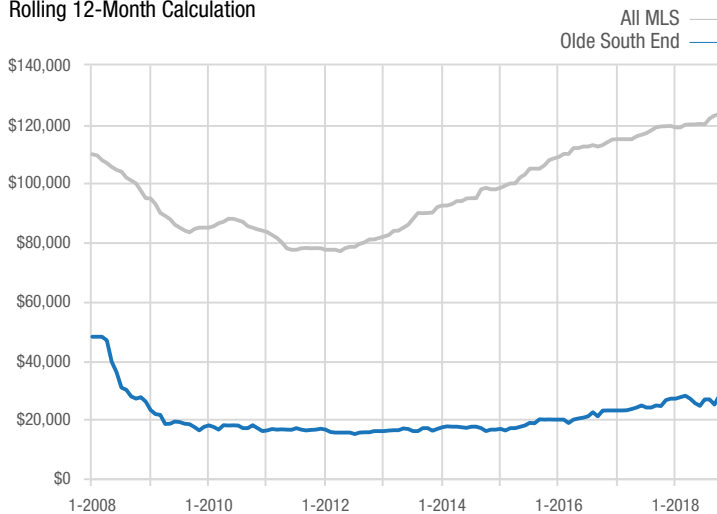
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
Key Metrics						
New Listings	24	30	+ 25.0%	239	274	+ 14.6%
Pending Sales	16	20	+ 25.0%	153	185	+ 20.9%
Closed Sales	21	27	+ 28.6%	144	184	+ 27.8%
Days on Market Until Sale	105	69	- 34.3%	84	91	+ 8.3%
Median Sales Price*	\$22,000	\$30,000	+ 36.4%	\$27,000	\$28,000	+ 3.7%
Average Sales Price*	\$28,012	\$35,714	+ 27.5%	\$31,784	\$30,925	- 2.7%
Percent of List Price Received*	89.4%	95.0%	+ 6.3%	92.4%	89.3%	- 3.4%
Inventory of Homes for Sale	65	75	+ 15.4%	—	—	—
Months Supply of Inventory	4.5	4.3	- 4.4%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
Key Metrics						
New Listings	0	0	—	1	0	- 100.0%
Pending Sales	0	0	—	1	0	- 100.0%
Closed Sales	0	0	—	1	0	- 100.0%
Days on Market Until Sale	—	—	—	106	—	—
Median Sales Price*	—	—	—	\$142,900	—	—
Average Sales Price*	—	—	—	\$142,900	—	—
Percent of List Price Received*	—	—	—	100.0%	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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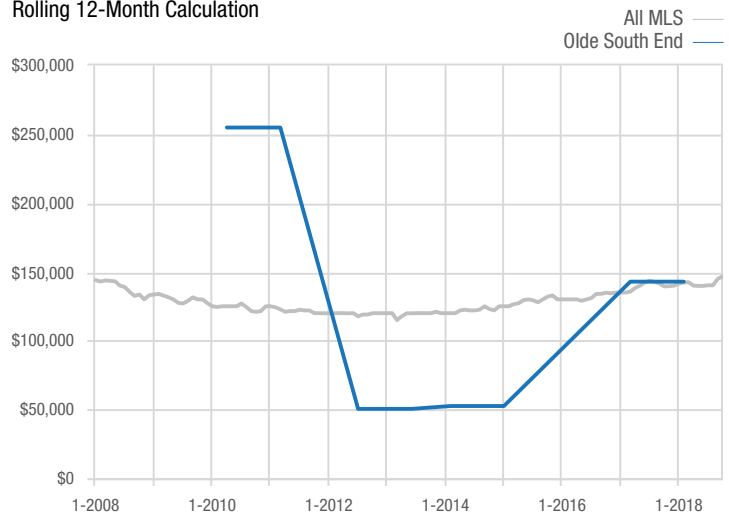
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Olde West End

MLS Area 18: 43610 and 43620

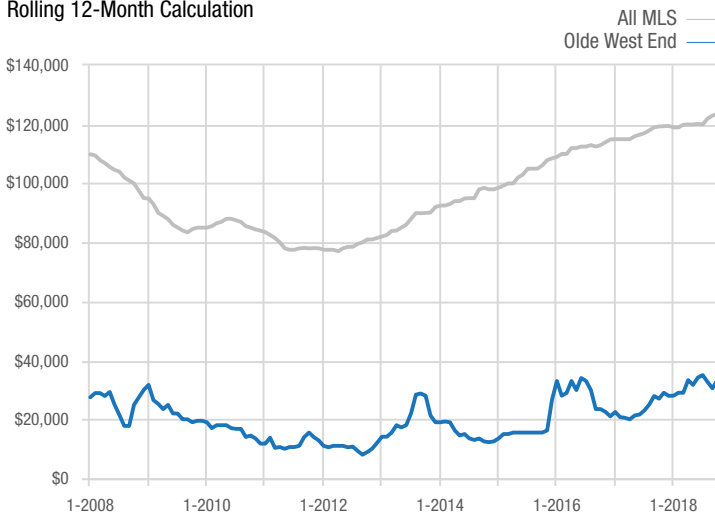
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	8	8	0.0%	75	58	- 22.7%
Pending Sales	6	6	0.0%	50	38	- 24.0%
Closed Sales	7	6	- 14.3%	50	38	- 24.0%
Days on Market Until Sale	106	107	+ 0.9%	76	73	- 3.9%
Median Sales Price*	\$24,012	\$114,500	+ 376.8%	\$27,900	\$35,950	+ 28.9%
Average Sales Price*	\$43,384	\$125,667	+ 189.7%	\$54,345	\$70,660	+ 30.0%
Percent of List Price Received*	95.1%	93.0%	- 2.2%	95.5%	90.6%	- 5.1%
Inventory of Homes for Sale	23	19	- 17.4%	—	—	—
Months Supply of Inventory	5.0	5.0	0.0%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	1	1	0.0%	11	5	- 54.5%
Pending Sales	1	1	0.0%	7	5	- 28.6%
Closed Sales	1	1	0.0%	7	6	- 14.3%
Days on Market Until Sale	103	49	- 52.4%	88	58	- 34.1%
Median Sales Price*	\$40,000	\$48,000	+ 20.0%	\$42,000	\$46,284	+ 10.2%
Average Sales Price*	\$40,000	\$48,000	+ 20.0%	\$43,068	\$48,078	+ 11.6%
Percent of List Price Received*	100.3%	94.5%	- 5.8%	91.3%	93.6%	+ 2.5%
Inventory of Homes for Sale	3	2	- 33.3%	—	—	—
Months Supply of Inventory	2.3	2.0	- 13.0%	—	—	—

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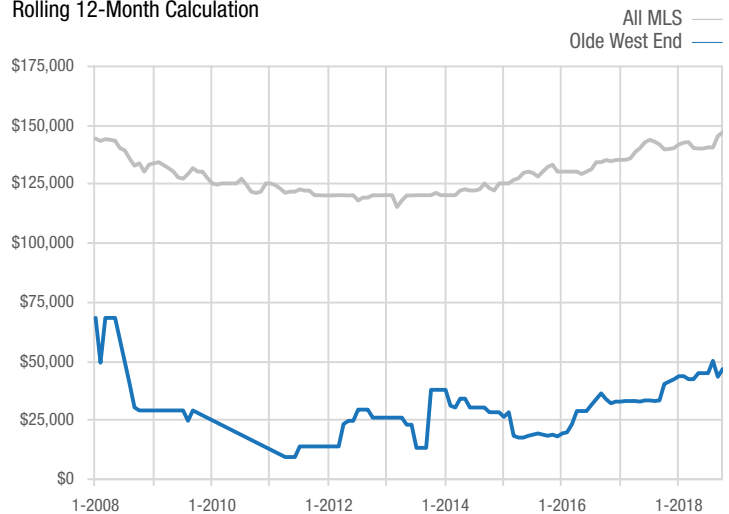
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Oregon

MLS Area 25: 43616

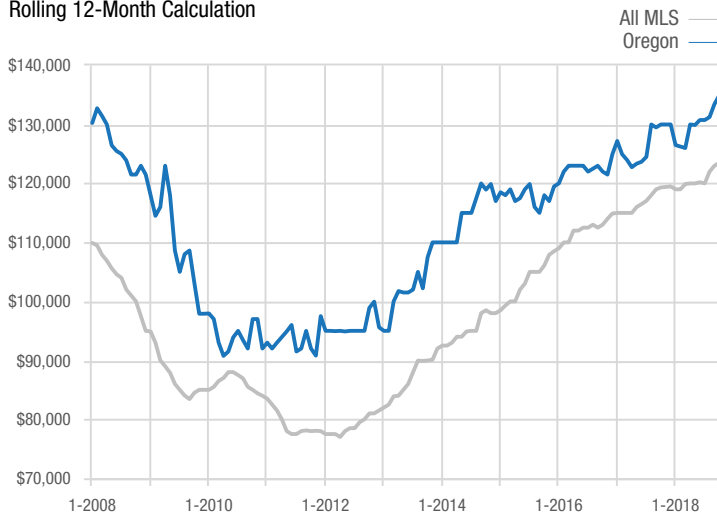
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	25	33	+ 32.0%	263	304	+ 15.6%
Pending Sales	21	22	+ 4.8%	204	218	+ 6.9%
Closed Sales	17	21	+ 23.5%	203	219	+ 7.9%
Days on Market Until Sale	102	91	- 10.8%	100	86	- 14.0%
Median Sales Price*	\$129,000	\$136,000	+ 5.4%	\$129,500	\$134,950	+ 4.2%
Average Sales Price*	\$136,600	\$147,058	+ 7.7%	\$135,989	\$147,948	+ 8.8%
Percent of List Price Received*	95.1%	97.4%	+ 2.4%	96.8%	97.1%	+ 0.3%
Inventory of Homes for Sale	78	79	+ 1.3%	—	—	—
Months Supply of Inventory	3.9	3.9	0.0%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	1	0	- 100.0%	11	6	- 45.5%
Pending Sales	1	0	- 100.0%	11	6	- 45.5%
Closed Sales	1	1	0.0%	11	6	- 45.5%
Days on Market Until Sale	32	93	+ 190.6%	42	70	+ 66.7%
Median Sales Price*	\$147,100	\$206,000	+ 40.0%	\$148,000	\$184,075	+ 24.4%
Average Sales Price*	\$147,100	\$206,000	+ 40.0%	\$155,096	\$167,942	+ 8.3%
Percent of List Price Received*	105.1%	98.1%	- 6.7%	98.0%	98.4%	+ 0.4%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.6	—	—	—	—	—

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Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Ottawa Hills

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

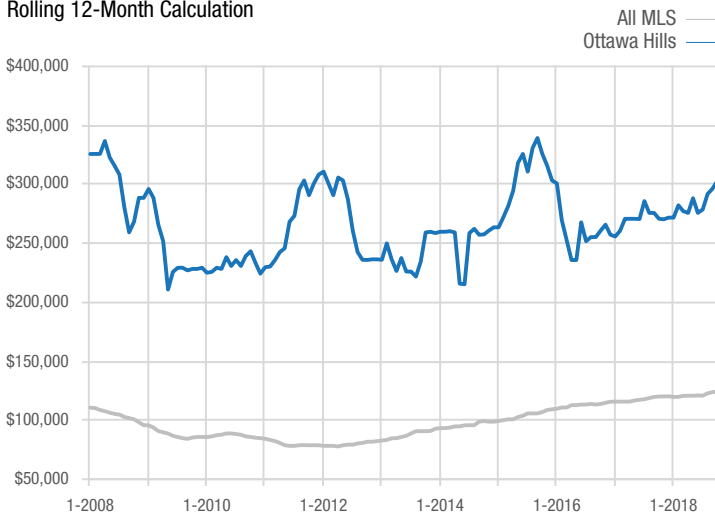
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	8	6	- 25.0%	144	151	+ 4.9%
Pending Sales	6	4	- 33.3%	85	96	+ 12.9%
Closed Sales	4	7	+ 75.0%	82	98	+ 19.5%
Days on Market Until Sale	79	94	+ 19.0%	110	87	- 20.9%
Median Sales Price*	\$229,450	\$382,500	+ 66.7%	\$280,000	\$304,500	+ 8.8%
Average Sales Price*	\$247,725	\$360,643	+ 45.6%	\$330,889	\$351,551	+ 6.2%
Percent of List Price Received*	96.0%	95.6%	- 0.4%	95.8%	96.7%	+ 0.9%
Inventory of Homes for Sale	48	43	- 10.4%	—	—	—
Months Supply of Inventory	5.9	5.0	- 15.3%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	1	1	0.0%	19	19	0.0%
Pending Sales	1	0	- 100.0%	10	11	+ 10.0%
Closed Sales	2	0	- 100.0%	10	11	+ 10.0%
Days on Market Until Sale	220	—	—	98	124	+ 26.5%
Median Sales Price*	\$69,750	—	—	\$83,100	\$118,500	+ 42.6%
Average Sales Price*	\$69,750	—	—	\$104,470	\$145,786	+ 39.5%
Percent of List Price Received*	88.1%	—	—	89.7%	94.1%	+ 4.9%
Inventory of Homes for Sale	6	8	+ 33.3%	—	—	—
Months Supply of Inventory	3.5	6.0	+ 71.4%	—	—	—

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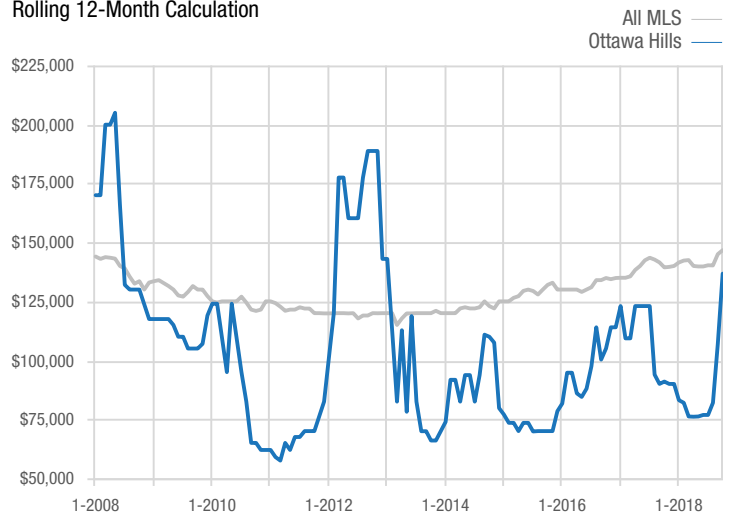
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Ottawa Park / Westgate

MLS Area 17: 43606 (except Ottawa Hills)

Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	22	28	+ 27.3%	281	290	+ 3.2%
Pending Sales	28	32	+ 14.3%	218	217	- 0.5%
Closed Sales	31	24	- 22.6%	215	208	- 3.3%
Days on Market Until Sale	73	86	+ 17.8%	89	73	- 18.0%
Median Sales Price*	\$116,000	\$111,500	- 3.9%	\$119,000	\$120,000	+ 0.8%
Average Sales Price*	\$114,047	\$110,815	- 2.8%	\$114,221	\$116,116	+ 1.7%
Percent of List Price Received*	95.1%	95.0%	- 0.1%	95.9%	96.8%	+ 0.9%
Inventory of Homes for Sale	74	83	+ 12.2%	—	—	—
Months Supply of Inventory	3.7	4.0	+ 8.1%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	1	1	0.0%	6	9	+ 50.0%
Pending Sales	1	0	- 100.0%	5	7	+ 40.0%
Closed Sales	0	0	—	5	7	+ 40.0%
Days on Market Until Sale	—	—	—	108	67	- 38.0%
Median Sales Price*	—	—	—	\$111,500	\$109,000	- 2.2%
Average Sales Price*	—	—	—	\$83,060	\$93,500	+ 12.6%
Percent of List Price Received*	—	—	—	95.1%	94.6%	- 0.5%
Inventory of Homes for Sale	2	2	0.0%	—	—	—
Months Supply of Inventory	1.4	1.8	+ 28.6%	—	—	—

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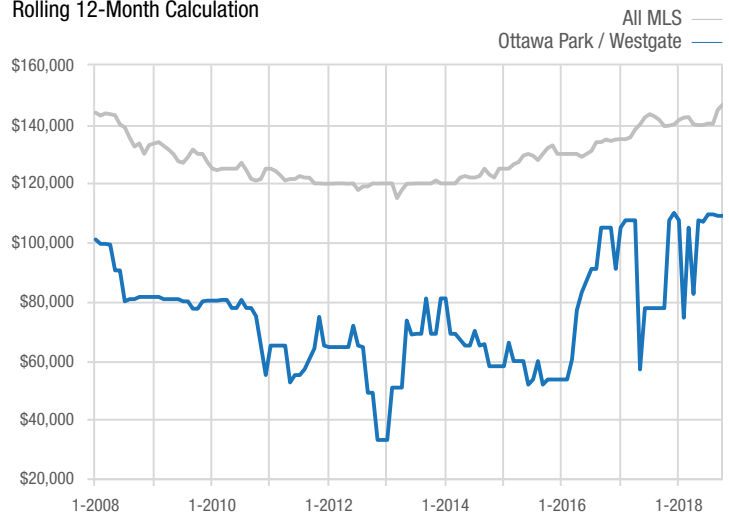
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – October 2018

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Perrysburg / Perrysburg Twp

MLS Area 53: 43551

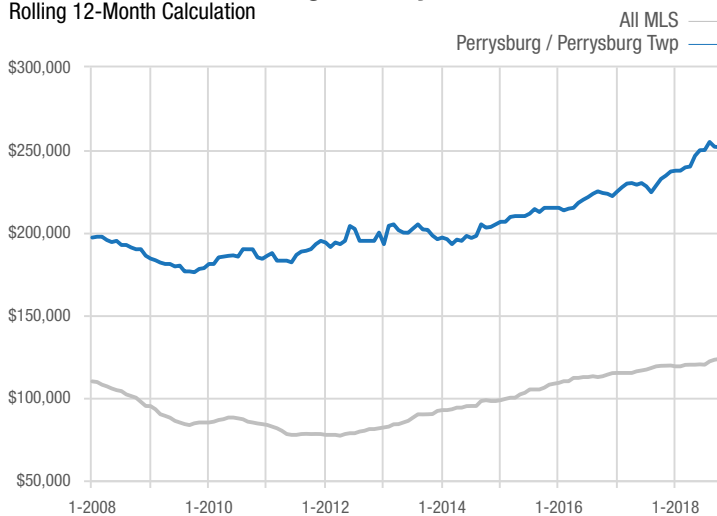
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	54	55	+ 1.9%	635	592	- 6.8%
Pending Sales	47	36	- 23.4%	467	478	+ 2.4%
Closed Sales	44	42	- 4.5%	459	475	+ 3.5%
Days on Market Until Sale	102	88	- 13.7%	105	97	- 7.6%
Median Sales Price*	\$245,500	\$250,000	+ 1.8%	\$235,000	\$254,900	+ 8.5%
Average Sales Price*	\$287,435	\$258,592	- 10.0%	\$261,178	\$280,331	+ 7.3%
Percent of List Price Received*	98.1%	99.8%	+ 1.7%	98.1%	98.2%	+ 0.1%
Inventory of Homes for Sale	164	159	- 3.0%	—	—	—
Months Supply of Inventory	3.6	3.5	- 2.8%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	5	8	+ 60.0%	93	76	- 18.3%
Pending Sales	5	5	0.0%	75	67	- 10.7%
Closed Sales	10	3	- 70.0%	82	65	- 20.7%
Days on Market Until Sale	111	147	+ 32.4%	97	80	- 17.5%
Median Sales Price*	\$229,900	\$299,807	+ 30.4%	\$171,450	\$191,849	+ 11.9%
Average Sales Price*	\$257,791	\$356,602	+ 38.3%	\$197,262	\$209,050	+ 6.0%
Percent of List Price Received*	96.6%	95.0%	- 1.7%	96.8%	97.9%	+ 1.1%
Inventory of Homes for Sale	21	17	- 19.0%	—	—	—
Months Supply of Inventory	2.9	2.7	- 6.9%	—	—	—

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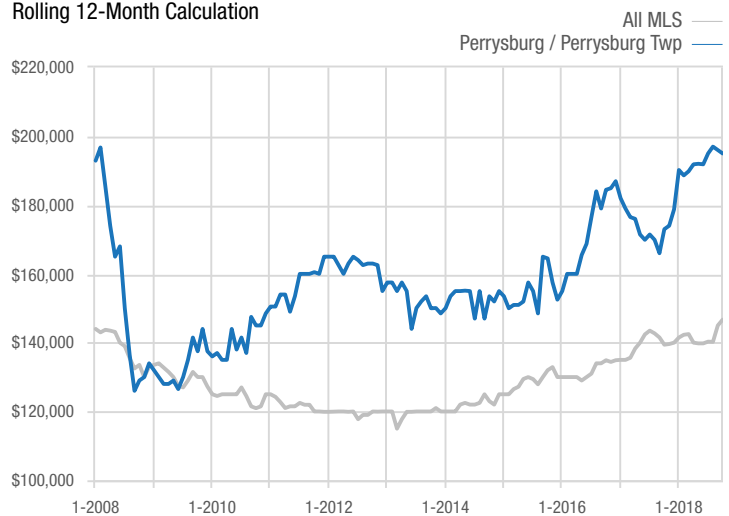
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Point Place

MLS Area 14: 43611

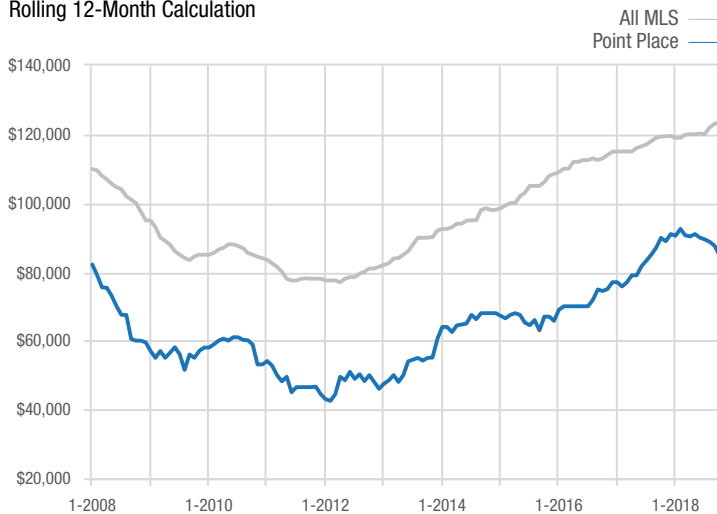
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	28	24	- 14.3%	310	288	- 7.1%
Pending Sales	18	30	+ 66.7%	236	224	- 5.1%
Closed Sales	21	28	+ 33.3%	241	224	- 7.1%
Days on Market Until Sale	86	86	0.0%	98	86	- 12.2%
Median Sales Price*	\$102,000	\$88,000	- 13.7%	\$91,000	\$84,850	- 6.8%
Average Sales Price*	\$102,020	\$92,761	- 9.1%	\$93,924	\$90,931	- 3.2%
Percent of List Price Received*	96.7%	95.6%	- 1.1%	95.7%	96.6%	+ 0.9%
Inventory of Homes for Sale	91	65	- 28.6%	—	—	—
Months Supply of Inventory	4.0	2.9	- 27.5%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	0	0	—	2	2	0.0%
Pending Sales	0	0	—	2	1	- 50.0%
Closed Sales	0	0	—	2	1	- 50.0%
Days on Market Until Sale	—	—	—	115	96	- 16.5%
Median Sales Price*	—	—	—	\$45,000	\$46,000	+ 2.2%
Average Sales Price*	—	—	—	\$45,000	\$46,000	+ 2.2%
Percent of List Price Received*	—	—	—	95.1%	92.2%	- 3.0%
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	1.0	1.0	0.0%	—	—	—

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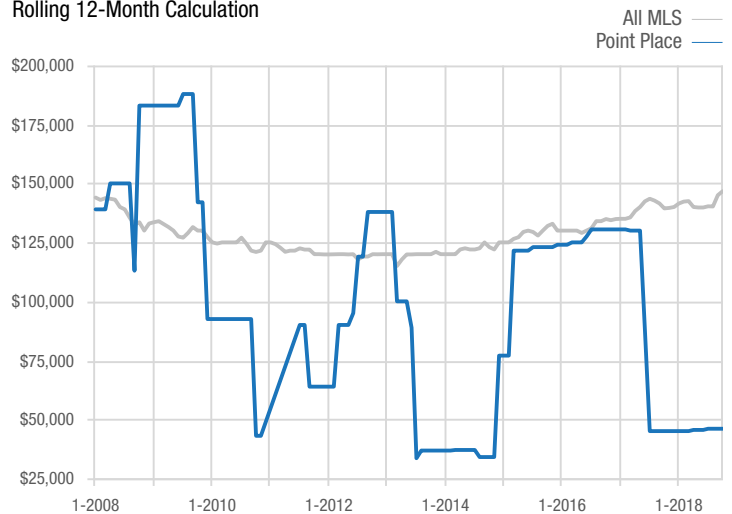
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Scott Park

MLS Area 21: 43607

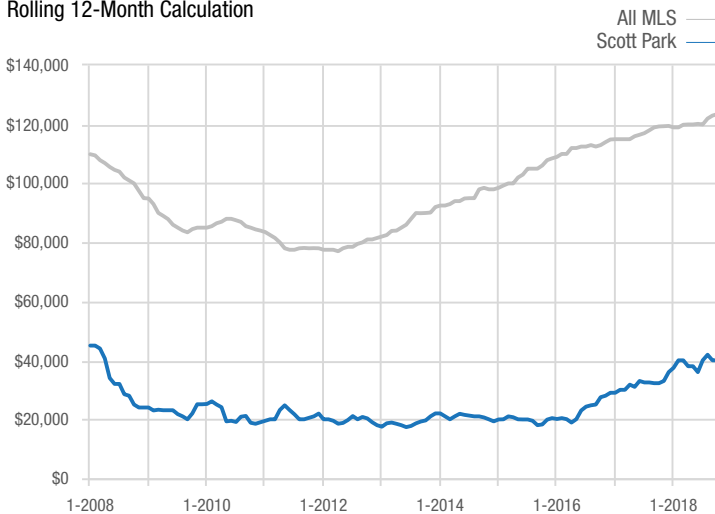
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
Key Metrics						
New Listings	19	30	+ 57.9%	179	235	+ 31.3%
Pending Sales	16	21	+ 31.3%	134	154	+ 14.9%
Closed Sales	17	17	0.0%	136	148	+ 8.8%
Days on Market Until Sale	66	89	+ 34.8%	90	84	- 6.7%
Median Sales Price*	\$41,900	\$37,625	- 10.2%	\$33,000	\$38,500	+ 16.7%
Average Sales Price*	\$57,697	\$45,609	- 21.0%	\$41,631	\$44,100	+ 5.9%
Percent of List Price Received*	88.4%	93.3%	+ 5.5%	93.0%	92.4%	- 0.6%
Inventory of Homes for Sale	44	74	+ 68.2%	—	—	—
Months Supply of Inventory	3.4	5.1	+ 50.0%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% 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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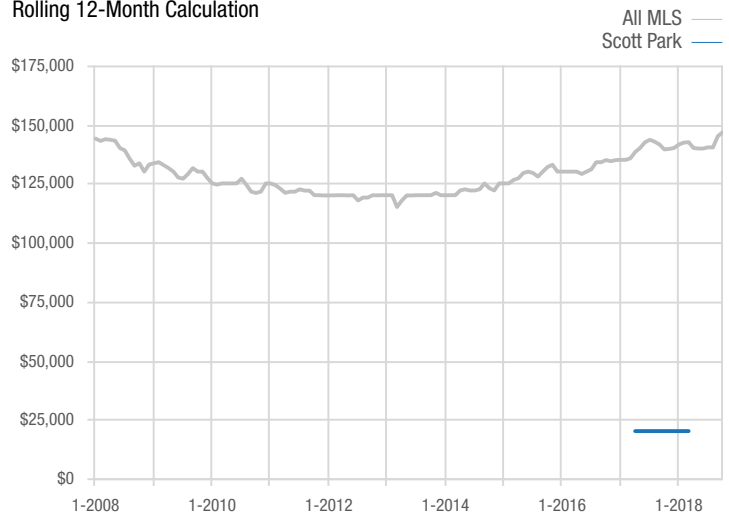
Median Sales Price - Single Family

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)

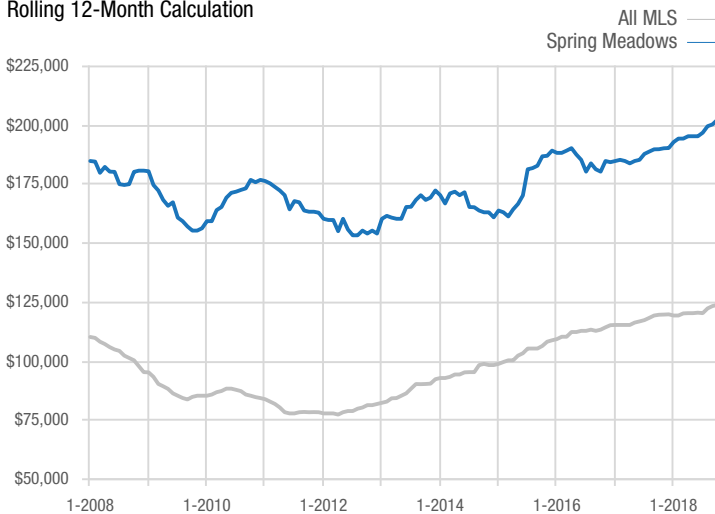
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	25	33	+ 32.0%	279	320	+ 14.7%
Pending Sales	20	26	+ 30.0%	217	213	- 1.8%
Closed Sales	13	27	+ 107.7%	216	210	- 2.8%
Days on Market Until Sale	83	88	+ 6.0%	95	94	- 1.1%
Median Sales Price*	\$179,550	\$210,000	+ 17.0%	\$189,900	\$203,900	+ 7.4%
Average Sales Price*	\$188,117	\$234,062	+ 24.4%	\$195,867	\$214,506	+ 9.5%
Percent of List Price Received*	95.5%	97.5%	+ 2.1%	97.9%	98.7%	+ 0.8%
Inventory of Homes for Sale	74	96	+ 29.7%	—	—	—
Months Supply of Inventory	3.4	4.8	+ 41.2%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	5	3	- 40.0%	35	45	+ 28.6%
Pending Sales	1	3	+ 200.0%	23	31	+ 34.8%
Closed Sales	1	2	+ 100.0%	23	30	+ 30.4%
Days on Market Until Sale	1	114	+ 11,300.0%	100	101	+ 1.0%
Median Sales Price*	\$430,000	\$246,142	- 42.8%	\$195,000	\$208,500	+ 6.9%
Average Sales Price*	\$430,000	\$246,142	- 42.8%	\$206,620	\$213,859	+ 3.5%
Percent of List Price Received*	100.0%	97.0%	- 3.0%	96.4%	96.2%	- 0.2%
Inventory of Homes for Sale	12	15	+ 25.0%	—	—	—
Months Supply of Inventory	4.6	5.5	+ 19.6%	—	—	—

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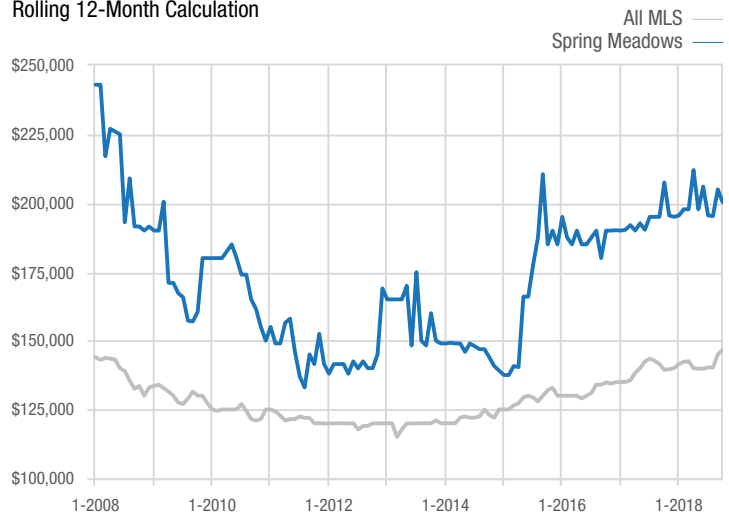
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Swanton / Airport

MLS Area 04: 43558 in Fulton and Lucas Counties

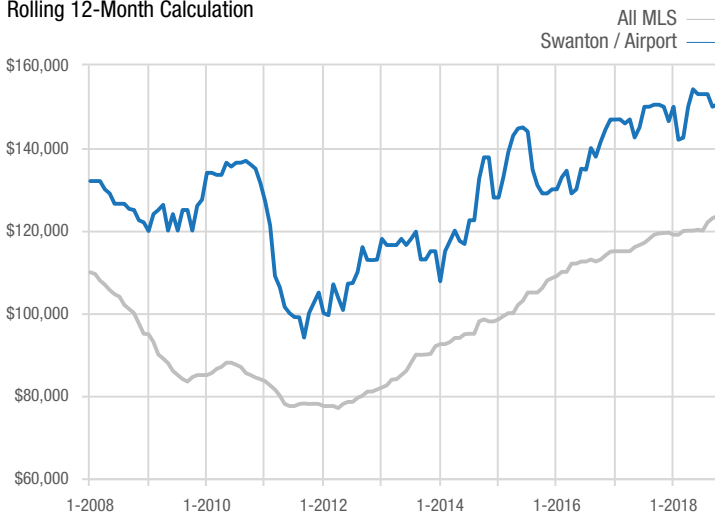
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
Key Metrics						
New Listings	13	16	+ 23.1%	156	149	- 4.5%
Pending Sales	13	13	0.0%	116	112	- 3.4%
Closed Sales	15	14	- 6.7%	117	110	- 6.0%
Days on Market Until Sale	89	121	+ 36.0%	88	87	- 1.1%
Median Sales Price*	\$137,000	\$149,950	+ 9.5%	\$143,000	\$150,000	+ 4.9%
Average Sales Price*	\$153,053	\$181,576	+ 18.6%	\$155,909	\$172,476	+ 10.6%
Percent of List Price Received*	96.1%	96.0%	- 0.1%	97.6%	98.2%	+ 0.6%
Inventory of Homes for Sale	40	38	- 5.0%	—	—	—
Months Supply of Inventory	3.7	3.5	- 5.4%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
Key Metrics						
New Listings	1	0	- 100.0%	3	6	+ 100.0%
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	2	0.0%	—	—	—
Months Supply of Inventory	2.0	1.5	- 25.0%	—	—	—

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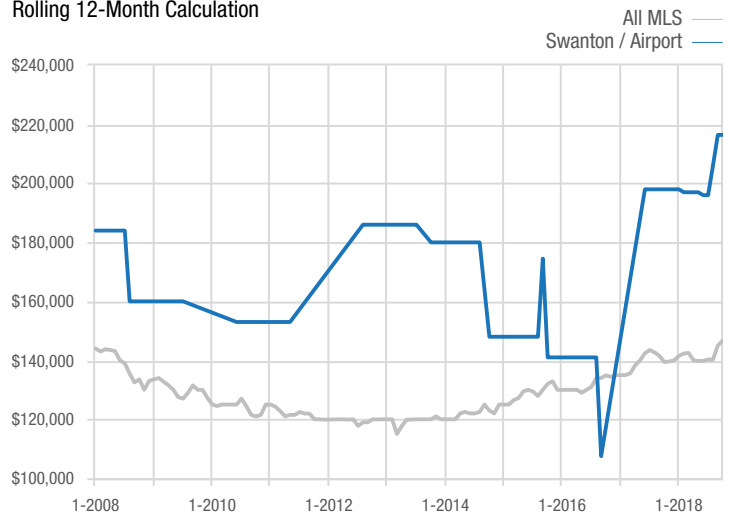
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Sylvania

43560 and 43617

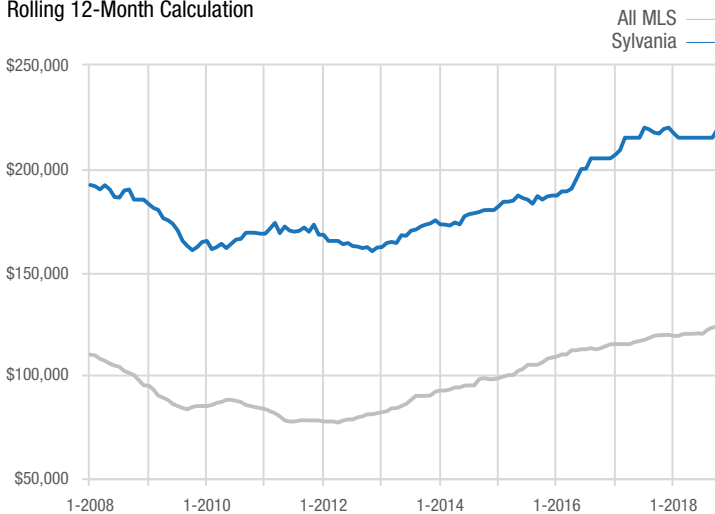
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	56	68	+ 21.4%	722	792	+ 9.7%
Pending Sales	38	55	+ 44.7%	507	570	+ 12.4%
Closed Sales	44	51	+ 15.9%	510	559	+ 9.6%
Days on Market Until Sale	90	74	- 17.8%	93	84	- 9.7%
Median Sales Price*	\$203,000	\$246,500	+ 21.4%	\$220,000	\$219,900	0.0%
Average Sales Price*	\$220,819	\$254,162	+ 15.1%	\$231,296	\$233,604	+ 1.0%
Percent of List Price Received*	98.2%	97.7%	- 0.5%	98.0%	98.2%	+ 0.2%
Inventory of Homes for Sale	199	199	0.0%	—	—	—
Months Supply of Inventory	4.1	3.7	- 9.8%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	7	9	+ 28.6%	126	173	+ 37.3%
Pending Sales	11	13	+ 18.2%	116	127	+ 9.5%
Closed Sales	13	12	- 7.7%	116	127	+ 9.5%
Days on Market Until Sale	135	59	- 56.3%	103	91	- 11.7%
Median Sales Price*	\$125,000	\$165,750	+ 32.6%	\$158,500	\$169,900	+ 7.2%
Average Sales Price*	\$134,725	\$193,900	+ 43.9%	\$167,372	\$181,112	+ 8.2%
Percent of List Price Received*	96.3%	97.4%	+ 1.1%	96.5%	96.6%	+ 0.1%
Inventory of Homes for Sale	28	43	+ 53.6%	—	—	—
Months Supply of Inventory	2.5	3.7	+ 48.0%	—	—	—

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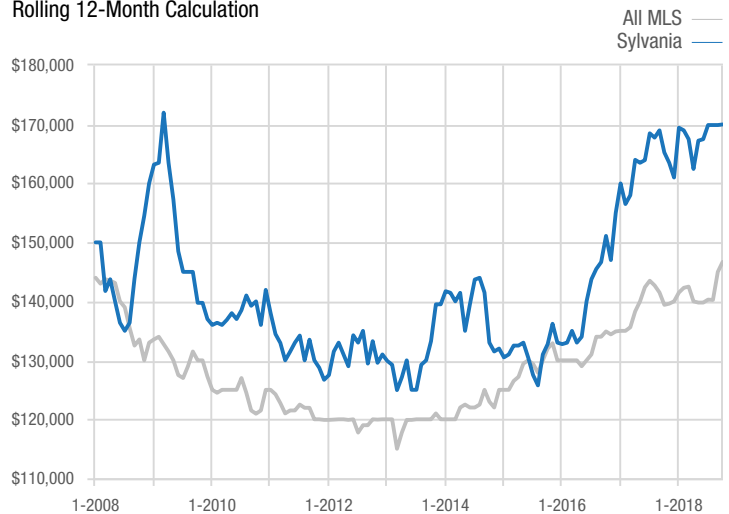
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Toledo

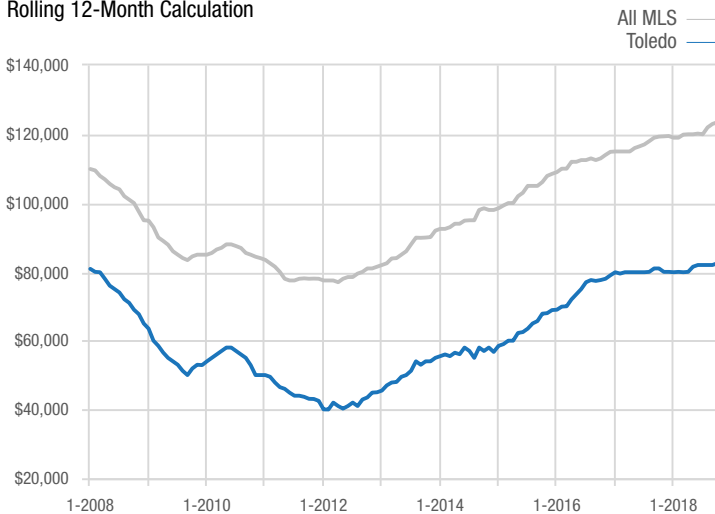
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
Key Metrics						
New Listings	377	378	+ 0.3%	4,225	4,216	- 0.2%
Pending Sales	290	348	+ 20.0%	2,991	3,178	+ 6.3%
Closed Sales	308	343	+ 11.4%	2,959	3,149	+ 6.4%
Days on Market Until Sale	81	78	- 3.7%	92	84	- 8.7%
Median Sales Price*	\$75,650	\$82,000	+ 8.4%	\$82,000	\$84,900	+ 3.5%
Average Sales Price*	\$81,871	\$97,261	+ 18.8%	\$95,156	\$102,101	+ 7.3%
Percent of List Price Received*	94.1%	95.5%	+ 1.5%	95.7%	95.6%	- 0.1%
Inventory of Homes for Sale	1,249	1,091	- 12.7%	—	—	—
Months Supply of Inventory	4.4	3.5	- 20.5%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
Key Metrics						
New Listings	19	20	+ 5.3%	282	298	+ 5.7%
Pending Sales	18	27	+ 50.0%	204	246	+ 20.6%
Closed Sales	18	33	+ 83.3%	198	246	+ 24.2%
Days on Market Until Sale	117	72	- 38.5%	102	83	- 18.6%
Median Sales Price*	\$110,500	\$113,000	+ 2.3%	\$107,000	\$108,000	+ 0.9%
Average Sales Price*	\$100,759	\$119,364	+ 18.5%	\$117,141	\$120,658	+ 3.0%
Percent of List Price Received*	96.1%	93.0%	- 3.2%	95.4%	95.7%	+ 0.3%
Inventory of Homes for Sale	87	67	- 23.0%	—	—	—
Months Supply of Inventory	4.5	2.9	- 35.6%	—	—	—

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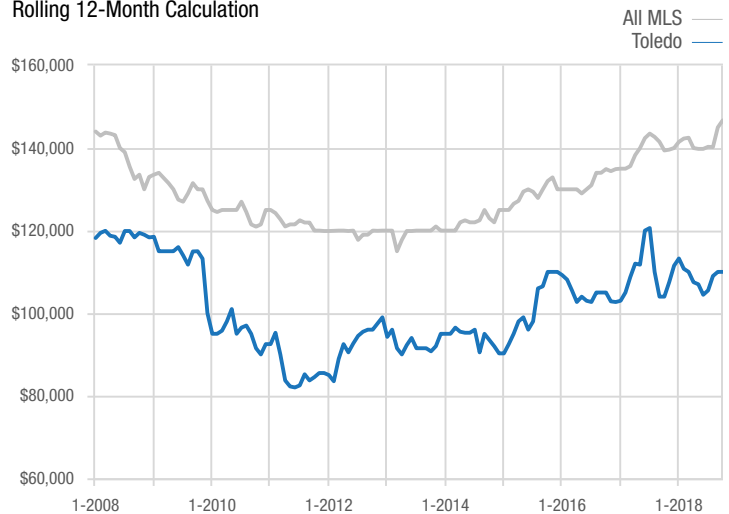
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Tremainsville

MLS Area 12: 43613

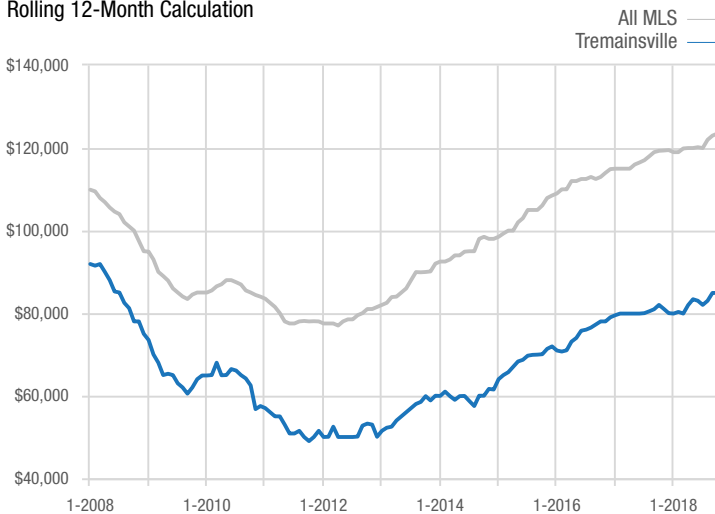
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
Key Metrics						
New Listings	62	49	- 21.0%	740	666	- 10.0%
Pending Sales	53	58	+ 9.4%	492	534	+ 8.5%
Closed Sales	54	58	+ 7.4%	481	534	+ 11.0%
Days on Market Until Sale	85	72	- 15.3%	91	88	- 3.3%
Median Sales Price*	\$83,000	\$82,450	- 0.7%	\$80,450	\$85,500	+ 6.3%
Average Sales Price*	\$77,280	\$83,852	+ 8.5%	\$79,713	\$84,712	+ 6.3%
Percent of List Price Received*	93.2%	96.0%	+ 3.0%	96.3%	96.8%	+ 0.5%
Inventory of Homes for Sale	216	167	- 22.7%	—	—	—
Months Supply of Inventory	4.7	3.3	- 29.8%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% 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	3	0	- 100.0%	—	—	—
Months Supply of Inventory	3.0	—	—	—	—	—

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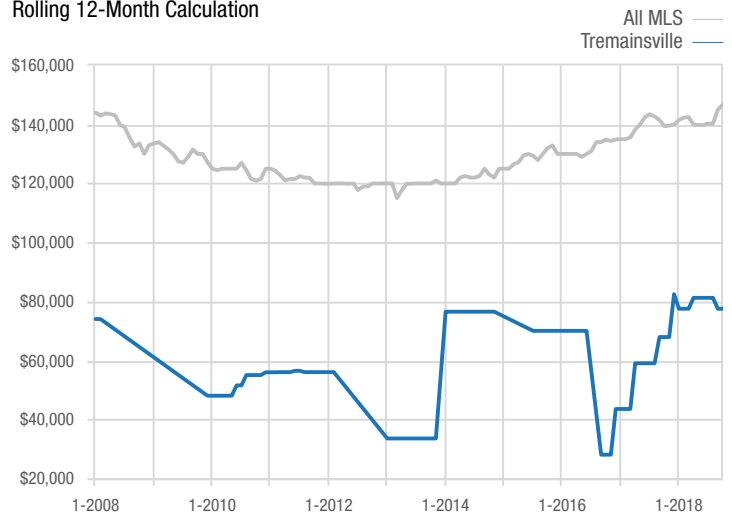
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – October 2018

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Waterville

MLS Area 10: 43566

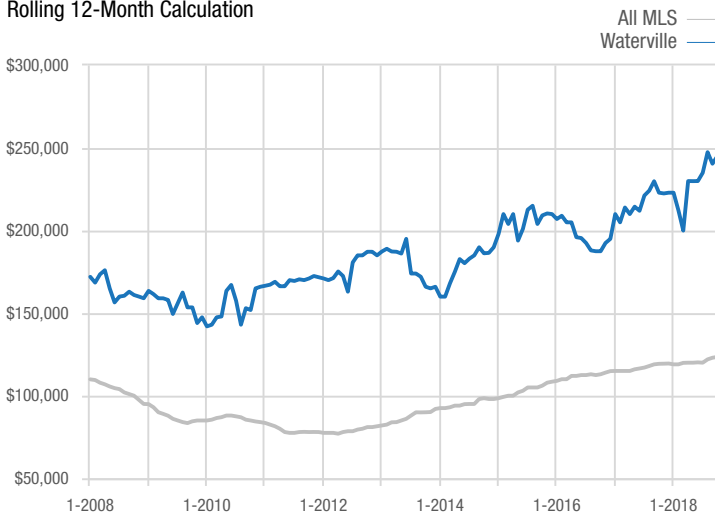
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	14	17	+ 21.4%	148	137	- 7.4%
Pending Sales	10	17	+ 70.0%	109	114	+ 4.6%
Closed Sales	13	14	+ 7.7%	113	109	- 3.5%
Days on Market Until Sale	65	71	+ 9.2%	96	103	+ 7.3%
Median Sales Price*	\$166,000	\$208,500	+ 25.6%	\$217,250	\$245,000	+ 12.8%
Average Sales Price*	\$180,625	\$220,668	+ 22.2%	\$226,201	\$244,178	+ 7.9%
Percent of List Price Received*	96.8%	100.0%	+ 3.3%	98.1%	99.6%	+ 1.5%
Inventory of Homes for Sale	44	35	- 20.5%	—	—	—
Months Supply of Inventory	3.9	3.3	- 15.4%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	2	4	+ 100.0%	16	20	+ 25.0%
Pending Sales	0	2	—	14	13	- 7.1%
Closed Sales	0	0	—	15	11	- 26.7%
Days on Market Until Sale	—	—	—	65	47	- 27.7%
Median Sales Price*	—	—	—	\$160,000	\$135,900	- 15.1%
Average Sales Price*	—	—	—	\$150,083	\$135,955	- 9.4%
Percent of List Price Received*	—	—	—	98.0%	97.4%	- 0.6%
Inventory of Homes for Sale	3	4	+ 33.3%	—	—	—
Months Supply of Inventory	1.6	2.1	+ 31.3%	—	—	—

* 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.

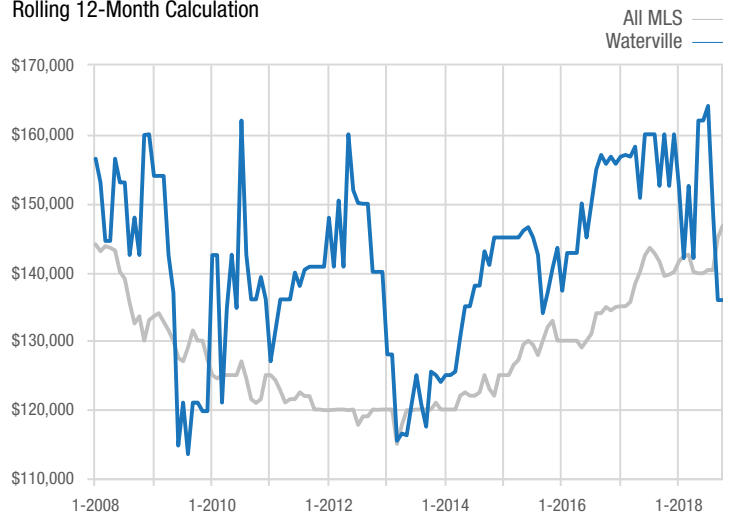
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Whitehouse

MLS Area 08: 43571

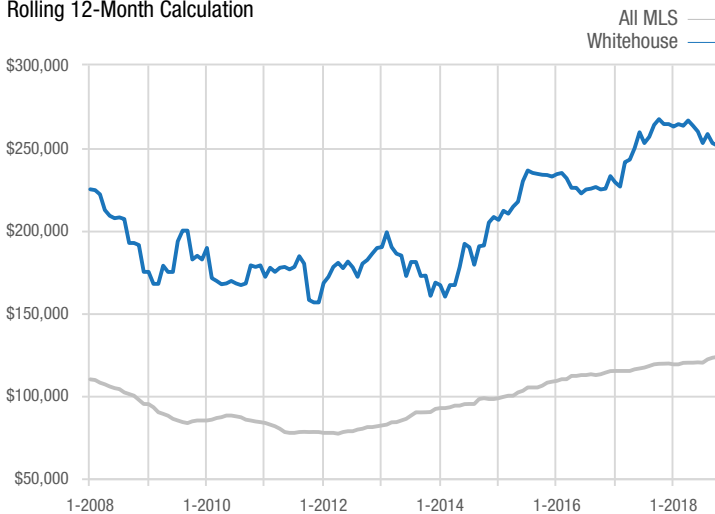
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
Key Metrics						
New Listings	12	10	- 16.7%	132	141	+ 6.8%
Pending Sales	12	10	- 16.7%	103	103	0.0%
Closed Sales	11	6	- 45.5%	103	96	- 6.8%
Days on Market Until Sale	89	88	- 1.1%	94	85	- 9.6%
Median Sales Price*	\$268,300	\$317,500	+ 18.3%	\$264,950	\$241,950	- 8.7%
Average Sales Price*	\$273,364	\$306,680	+ 12.2%	\$264,048	\$252,297	- 4.5%
Percent of List Price Received*	98.6%	98.3%	- 0.3%	97.6%	98.8%	+ 1.2%
Inventory of Homes for Sale	39	38	- 2.6%	—	—	—
Months Supply of Inventory	3.8	3.6	- 5.3%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
Key Metrics						
New Listings	0	0	—	4	7	+ 75.0%
Pending Sales	0	1	—	5	6	+ 20.0%
Closed Sales	1	1	0.0%	5	6	+ 20.0%
Days on Market Until Sale	60	56	- 6.7%	84	51	- 39.3%
Median Sales Price*	\$285,000	\$170,000	- 40.4%	\$197,000	\$201,750	+ 2.4%
Average Sales Price*	\$285,000	\$170,000	- 40.4%	\$215,400	\$204,750	- 4.9%
Percent of List Price Received*	95.0%	91.9%	- 3.3%	96.5%	97.9%	+ 1.5%
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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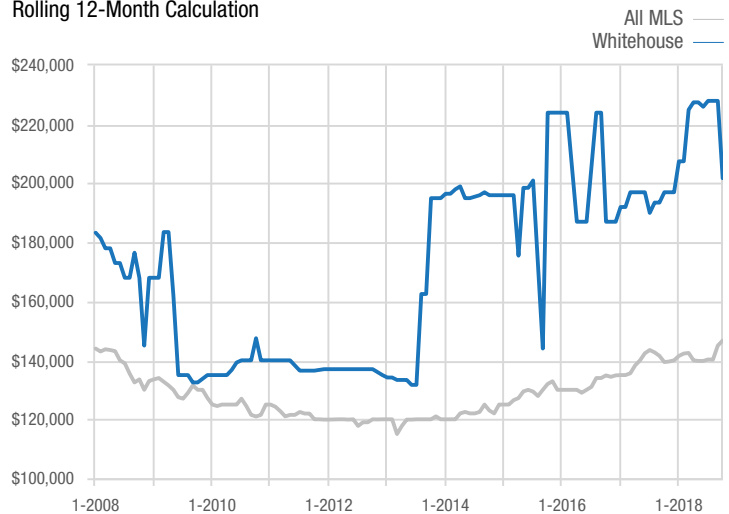
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wildwood / Reynolds Corners

MLS Area 15: 43615 (except Ottawa Hills)

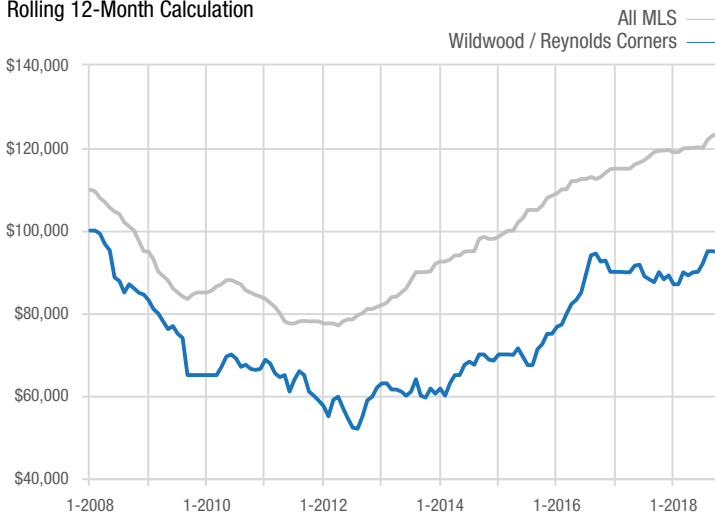
Single Family	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
Key Metrics						
New Listings	38	30	- 21.1%	421	381	- 9.5%
Pending Sales	28	31	+ 10.7%	320	309	- 3.4%
Closed Sales	27	34	+ 25.9%	324	311	- 4.0%
Days on Market Until Sale	86	76	- 11.6%	99	84	- 15.2%
Median Sales Price*	\$88,000	\$84,450	- 4.0%	\$90,750	\$95,000	+ 4.7%
Average Sales Price*	\$99,510	\$95,884	- 3.6%	\$105,103	\$113,180	+ 7.7%
Percent of List Price Received*	97.6%	96.2%	- 1.4%	96.4%	98.1%	+ 1.8%
Inventory of Homes for Sale	129	95	- 26.4%	—	—	—
Months Supply of Inventory	4.2	3.1	- 26.2%	—	—	—

Condo-Villa	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
Key Metrics						
New Listings	4	4	0.0%	86	96	+ 11.6%
Pending Sales	4	9	+ 125.0%	59	84	+ 42.4%
Closed Sales	5	10	+ 100.0%	58	83	+ 43.1%
Days on Market Until Sale	188	70	- 62.8%	112	93	- 17.0%
Median Sales Price*	\$140,173	\$85,250	- 39.2%	\$105,500	\$95,900	- 9.1%
Average Sales Price*	\$129,753	\$92,790	- 28.5%	\$106,829	\$104,223	- 2.4%
Percent of List Price Received*	97.9%	92.7%	- 5.3%	96.0%	95.7%	- 0.3%
Inventory of Homes for Sale	31	19	- 38.7%	—	—	—
Months Supply of Inventory	5.6	2.4	- 57.1%	—	—	—

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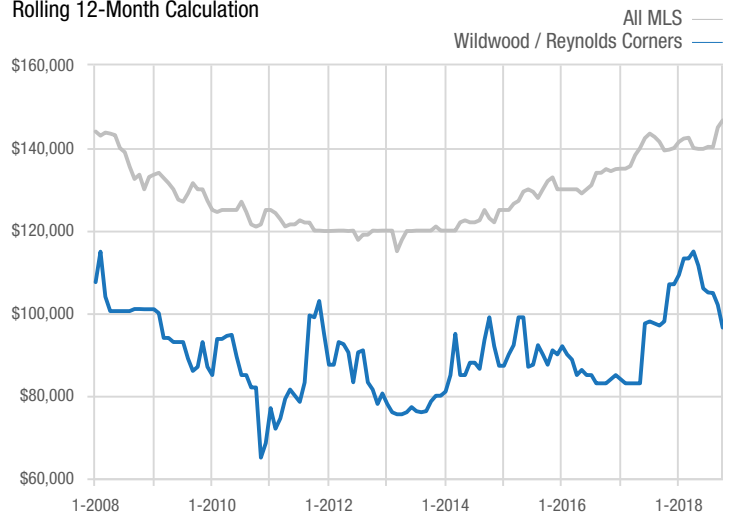
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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