

# Local Market Update—December 2019

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## LUCAS AND UPPER WOOD COUNTY HOUSING MARKET

*The information below compares the month of December 2019 to the month of December 2018*

<b>510</b> Home Sales +26.1% Increase from December 2018	<b>\$129,950</b> Med. Sales Price +13.0% Increase from December 2018
<b>\$156,954</b> Av. Sales Price +11.8% Increase from December 2018	<b>79</b> Av. Days on Mkt. -8.1% Decrease from December 2018
<b>1,595</b> Active Listings -9.8% Decrease from December 2018	<b>3.72%</b> Mthly Av. Interest Rate -19.8% Decrease from December 2018 <small>According to FreddieMac.com</small>

## LUCAS AND UPPER WOOD COUNTY HOUSING MARKET

*The information below compares Jan. 1, 2019—December 31, 2019 to Jan. 1, 2018—December 31, 2018*

<b>6,262</b> Home Sales -2.3% Decrease from Jan.—Dec. 2018	<b>\$131,000</b> Med. Sales Price +5.6% Increase from Jan.—Dec. 2018
<b>\$160,773</b> Av. Sales Price +6.5% Increase from Jan.—Dec. 2018	<b>79</b> Av. Days on Mkt. -8.1% Decrease from Jan.—Dec. 2018
<b>7,890</b> New Listings -4.2% Decrease from Jan.—Dec. 2018	<b>\$1,006,115</b> Total Volume (in 1,000's) +4.1% Increase from Jan.—Dec. 2018

# Monthly Indicators



## December 2019

In 2019 home prices were up again in most markets. Buyer demand continues to be strong but with tepid seller activity still in many locations, total sales are lower than they would normally be in a more balanced market. While up from their recent lows a few months ago, mortgage rates end the year close to three-quarters of a percent lower than a year ago, helping to improve affordability and offset rising home prices.

New Listings decreased 4.7 percent for Single Family homes but increased 2.4 percent for Condo-Villa homes. Pending Sales increased 19.4 percent for Single Family homes and 35.3 percent for Condo-Villa homes. Inventory decreased 8.7 percent for Single Family homes but increased 0.6 percent for Condo-Villa homes.

Median Sales Price increased 12.1 percent to \$130,000 for Single Family homes and 11.9 percent to \$159,150 for Condo-Villa homes. Days on Market decreased 6.9 percent for Single Family homes and 9.0 percent for Condo-Villa homes. Months Supply of Inventory decreased 9.7 percent for Single Family homes but increased 3.4 percent for Condo-Villa homes.

With low mortgage rates, low unemployment, and continued wage growth, home buyer activity is expected to remain healthy into the new year. New construction has been on the rise in 2019 and is expected to continue into 2020, but many experts note that the country is still not building enough new units to quench demand. It remains to be seen whether existing homeowners will be enticed to sell by higher home prices, which could finally bring the overall housing market into greater balance.

## Quick Facts

**+ 20.8%**

Change in Number of  
**Closed Sales**  
All Properties

**+ 15.3%**

Change in Number of  
**Median Sales Price**  
All Properties

**- 8.0%**

Change in Number of  
**Homes for Sale**  
All Properties

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## Lucas County

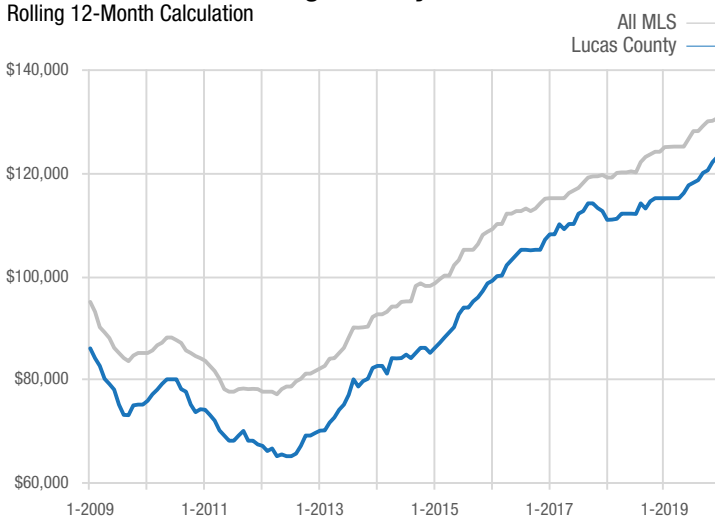
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	306	<b>293</b>	- 4.2%	7,139	<b>6,763</b>	- 5.3%
Pending Sales	318	<b>403</b>	+ 26.7%	5,464	<b>5,336</b>	- 2.3%
Closed Sales	346	<b>444</b>	+ 28.3%	5,491	<b>5,339</b>	- 2.8%
Days on Market Until Sale	86	<b>76</b>	- 11.6%	85	<b>78</b>	- 8.2%
Median Sales Price*	\$106,500	<b>\$119,900</b>	+ 12.6%	\$115,000	<b>\$123,000</b>	+ 7.0%
Average Sales Price*	\$131,004	<b>\$145,274</b>	+ 10.9%	\$140,059	<b>\$147,433</b>	+ 5.3%
Percent of List Price Received*	96.3%	<b>96.3%</b>	0.0%	96.3%	<b>96.6%</b>	+ 0.3%
Inventory of Homes for Sale	1,339	<b>1,207</b>	- 9.9%	—	—	—
Months Supply of Inventory	2.9	<b>2.7</b>	- 6.9%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	24	<b>29</b>	+ 20.8%	620	<b>593</b>	- 4.4%
Pending Sales	22	<b>28</b>	+ 27.3%	490	<b>469</b>	- 4.3%
Closed Sales	22	<b>32</b>	+ 45.5%	495	<b>467</b>	- 5.7%
Days on Market Until Sale	118	<b>81</b>	- 31.4%	84	<b>84</b>	0.0%
Median Sales Price*	\$111,500	<b>\$154,200</b>	+ 38.3%	\$142,000	<b>\$161,250</b>	+ 13.6%
Average Sales Price*	\$123,486	<b>\$174,345</b>	+ 41.2%	\$152,150	<b>\$167,011</b>	+ 9.8%
Percent of List Price Received*	95.8%	<b>96.0%</b>	+ 0.2%	96.1%	<b>96.6%</b>	+ 0.5%
Inventory of Homes for Sale	113	<b>116</b>	+ 2.7%	—	—	—
Months Supply of Inventory	2.8	<b>3.0</b>	+ 7.1%	—	—	—

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

### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Wood County

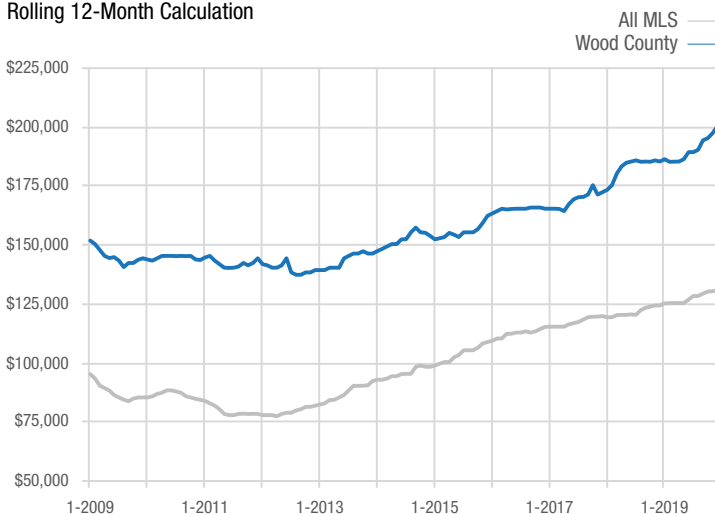
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	69	<b>55</b>	- 20.3%	1,580	<b>1,587</b>	+ 0.4%
Pending Sales	85	<b>84</b>	- 1.2%	1,301	<b>1,299</b>	- 0.2%
Closed Sales	87	<b>90</b>	+ 3.4%	1,299	<b>1,301</b>	+ 0.2%
Days on Market Until Sale	85	<b>90</b>	+ 5.9%	88	<b>83</b>	- 5.7%
Median Sales Price*	\$178,750	<b>\$198,150</b>	+ 10.9%	\$185,000	<b>\$199,900</b>	+ 8.1%
Average Sales Price*	\$196,166	<b>\$227,361</b>	+ 15.9%	\$211,445	<b>\$226,104</b>	+ 6.9%
Percent of List Price Received*	97.5%	<b>98.8%</b>	+ 1.3%	98.0%	<b>98.2%</b>	+ 0.2%
Inventory of Homes for Sale	291	<b>266</b>	- 8.6%	—	—	—
Months Supply of Inventory	2.7	<b>2.5</b>	- 7.4%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	10	<b>8</b>	- 20.0%	134	<b>133</b>	- 0.7%
Pending Sales	5	<b>9</b>	+ 80.0%	114	<b>101</b>	- 11.4%
Closed Sales	8	<b>9</b>	+ 12.5%	114	<b>100</b>	- 12.3%
Days on Market Until Sale	64	<b>138</b>	+ 115.6%	72	<b>75</b>	+ 4.2%
Median Sales Price*	\$202,400	<b>\$222,500</b>	+ 9.9%	\$184,900	<b>\$197,400</b>	+ 6.8%
Average Sales Price*	\$201,986	<b>\$213,833</b>	+ 5.9%	\$193,496	<b>\$200,957</b>	+ 3.9%
Percent of List Price Received*	97.8%	<b>97.7%</b>	- 0.1%	97.7%	<b>96.7%</b>	- 1.0%
Inventory of Homes for Sale	28	<b>29</b>	+ 3.6%	—	—	—
Months Supply of Inventory	2.9	<b>3.4</b>	+ 17.2%	—	—	—

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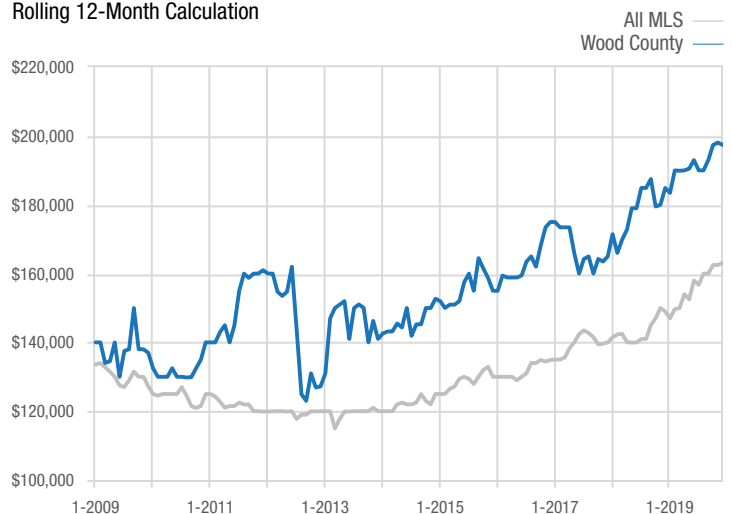
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Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

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## Toledo

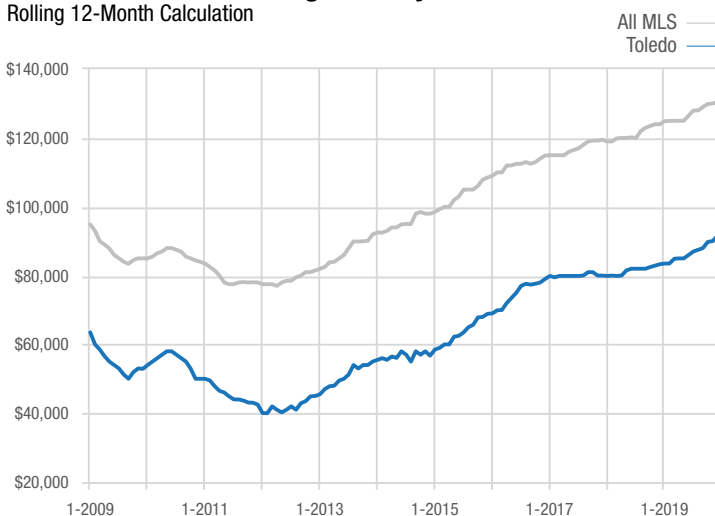
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	210	<b>213</b>	+ 1.4%	4,727	<b>4,434</b>	- 6.2%
Pending Sales	230	<b>278</b>	+ 20.9%	3,664	<b>3,529</b>	- 3.7%
Closed Sales	231	<b>312</b>	+ 35.1%	3,668	<b>3,551</b>	- 3.2%
Days on Market Until Sale	86	<b>75</b>	- 12.8%	83	<b>77</b>	- 7.2%
Median Sales Price*	\$80,000	<b>\$95,000</b>	+ 18.8%	\$83,313	<b>\$91,500</b>	+ 9.8%
Average Sales Price*	\$88,694	<b>\$109,382</b>	+ 23.3%	\$100,051	<b>\$104,844</b>	+ 4.8%
Percent of List Price Received*	95.3%	<b>95.4%</b>	+ 0.1%	95.4%	<b>95.8%</b>	+ 0.4%
Inventory of Homes for Sale	868	<b>796</b>	- 8.3%	—	—	—
Months Supply of Inventory	2.8	<b>2.7</b>	- 3.6%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	15	<b>21</b>	+ 40.0%	337	<b>332</b>	- 1.5%
Pending Sales	12	<b>15</b>	+ 25.0%	279	<b>259</b>	- 7.2%
Closed Sales	11	<b>15</b>	+ 36.4%	281	<b>259</b>	- 7.8%
Days on Market Until Sale	63	<b>88</b>	+ 39.7%	84	<b>80</b>	- 4.8%
Median Sales Price*	\$103,500	<b>\$150,000</b>	+ 44.9%	\$110,000	<b>\$119,750</b>	+ 8.9%
Average Sales Price*	\$109,800	<b>\$149,898</b>	+ 36.5%	\$122,799	<b>\$129,324</b>	+ 5.3%
Percent of List Price Received*	97.3%	<b>94.9%</b>	- 2.5%	95.7%	<b>95.9%</b>	+ 0.2%
Inventory of Homes for Sale	62	<b>68</b>	+ 9.7%	—	—	—
Months Supply of Inventory	2.7	<b>3.2</b>	+ 18.5%	—	—	—

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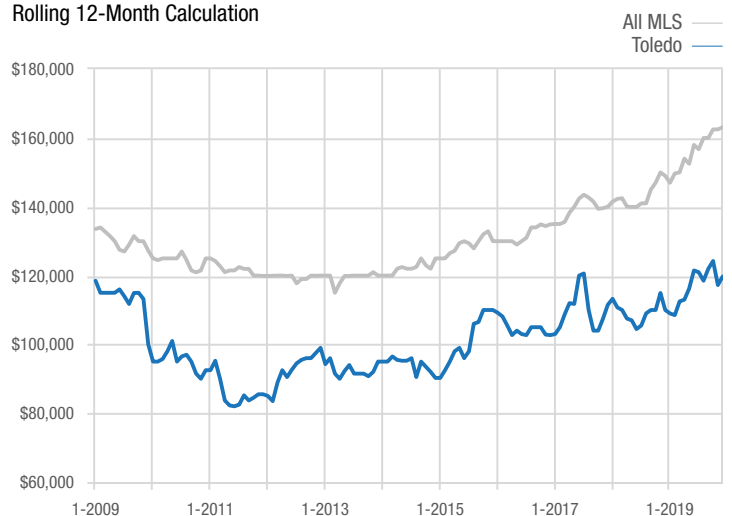
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Rolling 12-Month Calculation



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## Bowling Green

MLS Area 55: 43402

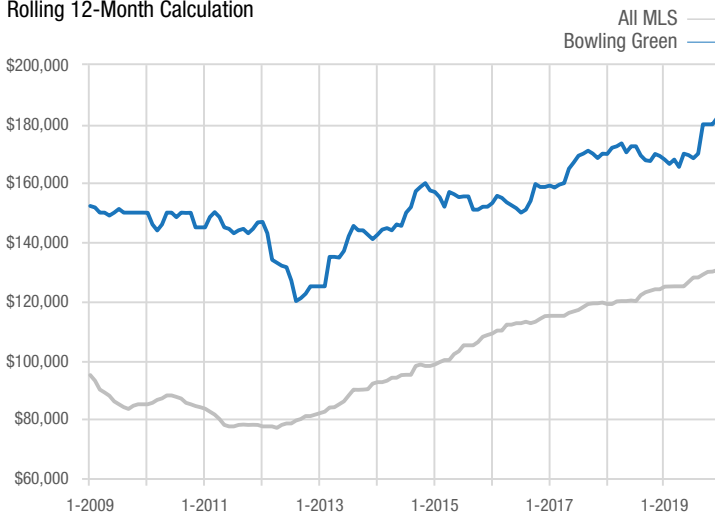
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	6	<b>10</b>	+ 66.7%	261	<b>228</b>	- 12.6%
Pending Sales	17	<b>15</b>	- 11.8%	233	<b>207</b>	- 11.2%
Closed Sales	18	<b>17</b>	- 5.6%	232	<b>210</b>	- 9.5%
Days on Market Until Sale	93	<b>56</b>	- 39.8%	79	<b>72</b>	- 8.9%
Median Sales Price*	\$157,000	<b>\$187,000</b>	+ 19.1%	\$169,200	<b>\$182,200</b>	+ 7.7%
Average Sales Price*	\$190,539	<b>\$194,469</b>	+ 2.1%	\$189,804	<b>\$196,430</b>	+ 3.5%
Percent of List Price Received*	98.4%	<b>102.0%</b>	+ 3.7%	97.1%	<b>98.5%</b>	+ 1.4%
Inventory of Homes for Sale	39	<b>34</b>	- 12.8%	—	—	—
Months Supply of Inventory	2.0	<b>2.0</b>	0.0%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	2	<b>2</b>	0.0%	29	<b>22</b>	- 24.1%
Pending Sales	2	<b>3</b>	+ 50.0%	26	<b>16</b>	- 38.5%
Closed Sales	2	<b>3</b>	+ 50.0%	26	<b>16</b>	- 38.5%
Days on Market Until Sale	8	<b>248</b>	+ 3,000.0%	52	<b>80</b>	+ 53.8%
Median Sales Price*	\$175,750	<b>\$267,500</b>	+ 52.2%	\$187,400	<b>\$146,250</b>	- 22.0%
Average Sales Price*	\$175,750	<b>\$273,000</b>	+ 55.3%	\$201,944	<b>\$184,022</b>	- 8.9%
Percent of List Price Received*	98.3%	<b>95.7%</b>	- 2.6%	98.9%	<b>98.1%</b>	- 0.8%
Inventory of Homes for Sale	5	<b>7</b>	+ 40.0%	—	—	—
Months Supply of Inventory	2.1	<b>3.5</b>	+ 66.7%	—	—	—

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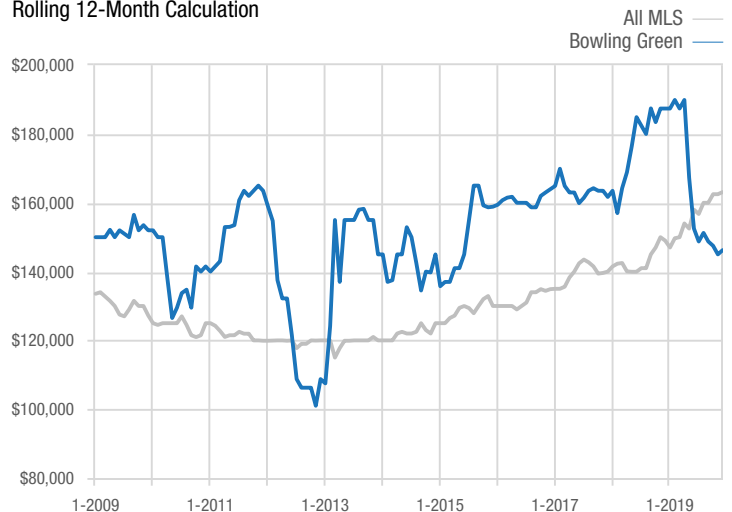
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## East River

MLS Area 24: 43605

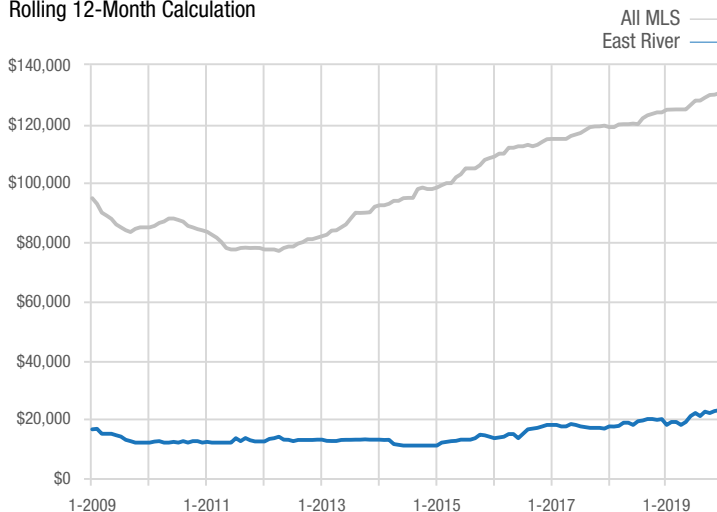
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	11	18	+ 63.6%	280	229	- 18.2%
Pending Sales	8	15	+ 87.5%	214	172	- 19.6%
Closed Sales	10	16	+ 60.0%	211	175	- 17.1%
Days on Market Until Sale	103	87	- 15.5%	85	77	- 9.4%
Median Sales Price*	\$24,500	\$27,500	+ 12.2%	\$19,976	\$23,000	+ 15.1%
Average Sales Price*	\$30,520	\$32,483	+ 6.4%	\$25,866	\$28,548	+ 10.4%
Percent of List Price Received*	83.6%	86.2%	+ 3.1%	90.2%	92.8%	+ 2.9%
Inventory of Homes for Sale	50	49	- 2.0%	—	—	—
Months Supply of Inventory	2.8	3.4	+ 21.4%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% 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	—	—	—	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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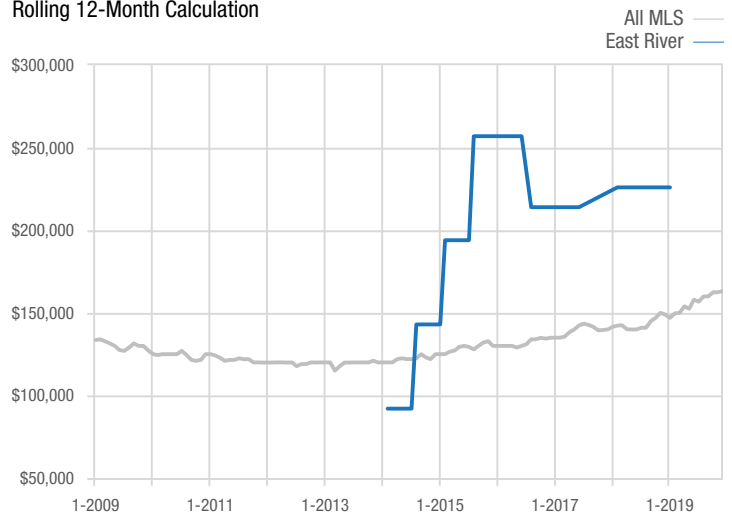
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Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

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## East Suburbs

MLS Area 26: 43412 (Lucas County Only)

Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	2	0	- 100.0%	35	22	- 37.1%
Pending Sales	0	2	—	32	21	- 34.4%
Closed Sales	1	2	+ 100.0%	33	21	- 36.4%
Days on Market Until Sale	67	51	- 23.9%	127	86	- 32.3%
Median Sales Price*	\$137,000	<b>\$152,300</b>	+ 11.2%	\$95,750	<b>\$175,000</b>	+ 82.8%
Average Sales Price*	\$137,000	<b>\$152,300</b>	+ 11.2%	\$130,745	<b>\$168,183</b>	+ 28.6%
Percent of List Price Received*	94.5%	<b>100.0%</b>	+ 5.8%	90.5%	<b>94.6%</b>	+ 4.5%
Inventory of Homes for Sale	9	4	- 55.6%	—	—	—
Months Supply of Inventory	3.1	1.7	- 45.2%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
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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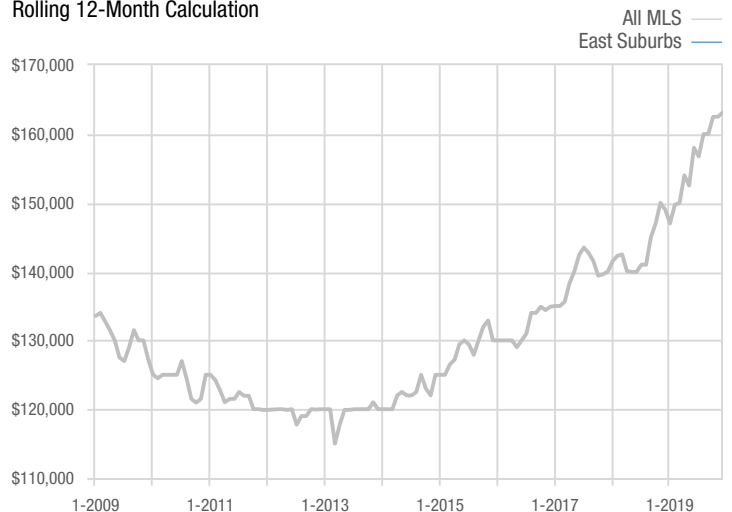
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## Five Points / Northtowne

MLS Area 13: 43612

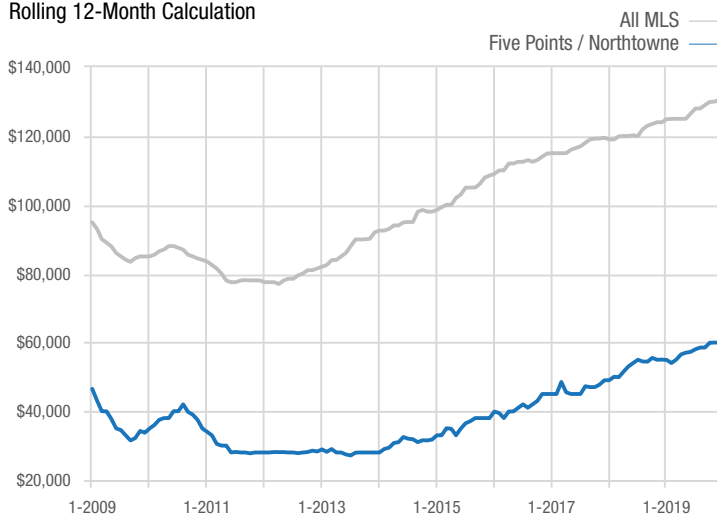
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	23	<b>33</b>	+ 43.5%	511	<b>498</b>	- 2.5%
Pending Sales	26	<b>35</b>	+ 34.6%	397	<b>430</b>	+ 8.3%
Closed Sales	26	<b>45</b>	+ 73.1%	401	<b>429</b>	+ 7.0%
Days on Market Until Sale	90	<b>74</b>	- 17.8%	88	<b>78</b>	- 11.4%
Median Sales Price*	\$42,075	<b>\$58,250</b>	+ 38.4%	\$55,000	<b>\$59,950</b>	+ 9.0%
Average Sales Price*	\$50,855	<b>\$58,529</b>	+ 15.1%	\$57,038	<b>\$62,445</b>	+ 9.5%
Percent of List Price Received*	94.1%	<b>93.9%</b>	- 0.2%	94.4%	<b>94.9%</b>	+ 0.5%
Inventory of Homes for Sale	98	<b>97</b>	- 1.0%	—	—	—
Months Supply of Inventory	3.0	<b>2.7</b>	- 10.0%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	0	<b>0</b>	—	0	<b>0</b>	—
Pending Sales	0	<b>0</b>	—	0	<b>0</b>	—
Closed Sales	0	<b>0</b>	—	0	<b>0</b>	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	<b>0</b>	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

\* 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.

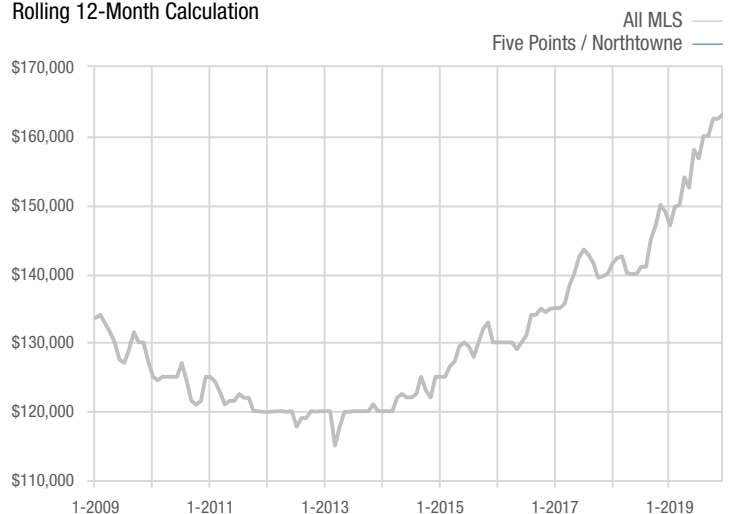
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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# Local Market Update – December 2019

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## Franklin Park / Trilby

MLS Area 11: 43623

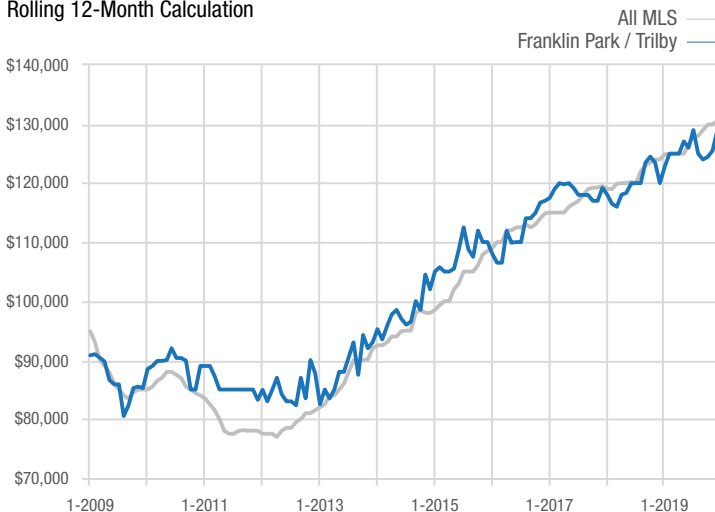
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	10	<b>15</b>	+ 50.0%	351	<b>311</b>	- 11.4%
Pending Sales	16	<b>21</b>	+ 31.3%	275	<b>246</b>	- 10.5%
Closed Sales	12	<b>21</b>	+ 75.0%	272	<b>252</b>	- 7.4%
Days on Market Until Sale	64	<b>77</b>	+ 20.3%	81	<b>73</b>	- 9.9%
Median Sales Price*	\$124,583	<b>\$181,000</b>	+ 45.3%	\$120,000	<b>\$129,000</b>	+ 7.5%
Average Sales Price*	\$137,455	<b>\$199,384</b>	+ 45.1%	\$142,745	<b>\$152,674</b>	+ 7.0%
Percent of List Price Received*	97.4%	<b>97.0%</b>	- 0.4%	97.4%	<b>98.5%</b>	+ 1.1%
Inventory of Homes for Sale	67	<b>50</b>	- 25.4%	—	—	—
Months Supply of Inventory	2.9	<b>2.4</b>	- 17.2%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	2	<b>1</b>	- 50.0%	17	<b>20</b>	+ 17.6%
Pending Sales	2	<b>1</b>	- 50.0%	14	<b>17</b>	+ 21.4%
Closed Sales	1	<b>1</b>	0.0%	13	<b>18</b>	+ 38.5%
Days on Market Until Sale	57	<b>146</b>	+ 156.1%	38	<b>63</b>	+ 65.8%
Median Sales Price*	\$142,200	<b>\$190,000</b>	+ 33.6%	\$109,900	<b>\$122,250</b>	+ 11.2%
Average Sales Price*	\$142,200	<b>\$190,000</b>	+ 33.6%	\$114,465	<b>\$132,689</b>	+ 15.9%
Percent of List Price Received*	95.4%	<b>96.9%</b>	+ 1.6%	98.0%	<b>98.3%</b>	+ 0.3%
Inventory of Homes for Sale	1	<b>2</b>	+ 100.0%	—	—	—
Months Supply of Inventory	0.6	<b>1.3</b>	+ 116.7%	—	—	—

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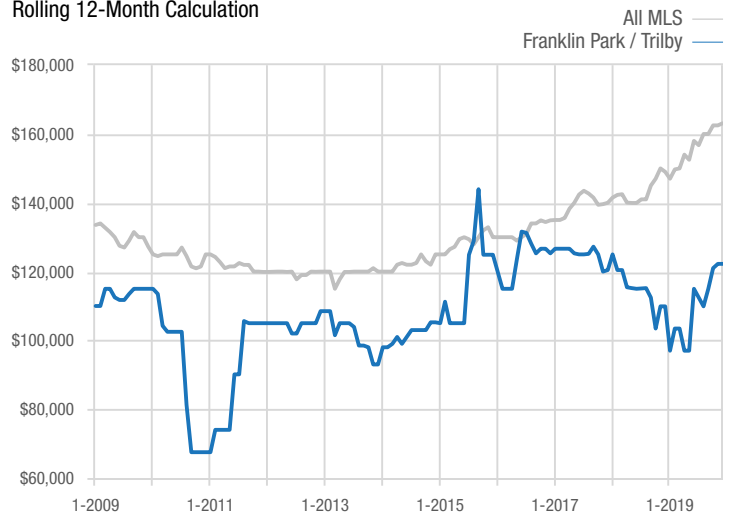
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Heatherdowns Blvd / River Rd

MLS Area 23: 43614

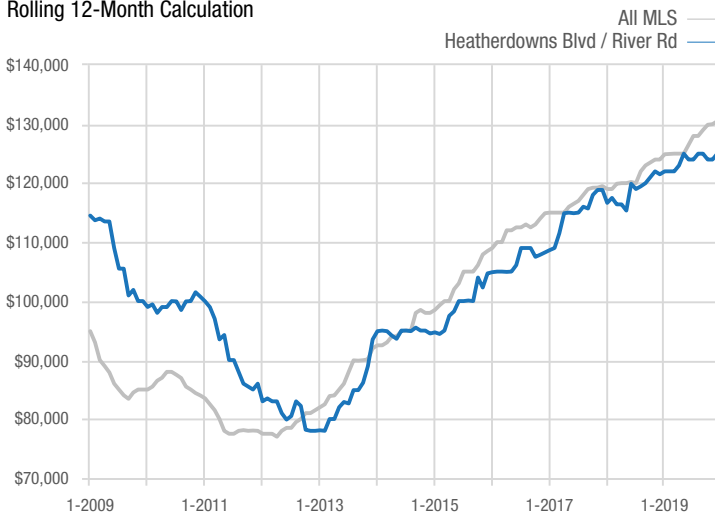
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	18	15	- 16.7%	574	518	- 9.8%
Pending Sales	32	31	- 3.1%	470	424	- 9.8%
Closed Sales	31	32	+ 3.2%	468	421	- 10.0%
Days on Market Until Sale	79	68	- 13.9%	78	72	- 7.7%
Median Sales Price*	\$117,500	<b>\$141,250</b>	+ 20.2%	\$121,500	<b>\$125,000</b>	+ 2.9%
Average Sales Price*	\$125,755	<b>\$133,356</b>	+ 6.0%	\$129,264	<b>\$127,944</b>	- 1.0%
Percent of List Price Received*	98.1%	<b>98.2%</b>	+ 0.1%	97.0%	<b>98.1%</b>	+ 1.1%
Inventory of Homes for Sale	92	93	+ 1.1%	—	—	—
Months Supply of Inventory	2.3	2.6	+ 13.0%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	1	3	+ 200.0%	67	68	+ 1.5%
Pending Sales	1	1	0.0%	60	51	- 15.0%
Closed Sales	2	1	- 50.0%	61	49	- 19.7%
Days on Market Until Sale	51	54	+ 5.9%	78	80	+ 2.6%
Median Sales Price*	\$103,500	<b>\$72,000</b>	- 30.4%	\$77,000	<b>\$77,000</b>	0.0%
Average Sales Price*	\$103,500	<b>\$72,000</b>	- 30.4%	\$90,440	<b>\$86,750</b>	- 4.1%
Percent of List Price Received*	99.1%	<b>94.9%</b>	- 4.2%	94.7%	<b>93.6%</b>	- 1.2%
Inventory of Homes for Sale	13	17	+ 30.8%	—	—	—
Months Supply of Inventory	2.6	4.0	+ 53.8%	—	—	—

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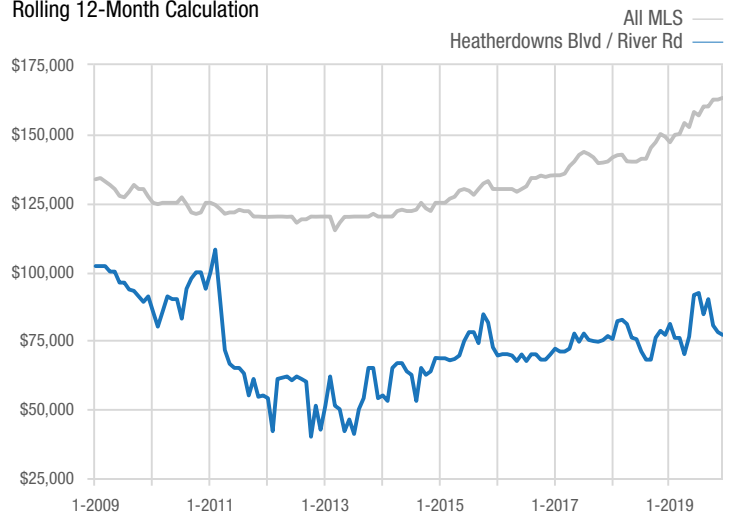
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Maumee

MLS Area 07: 43537

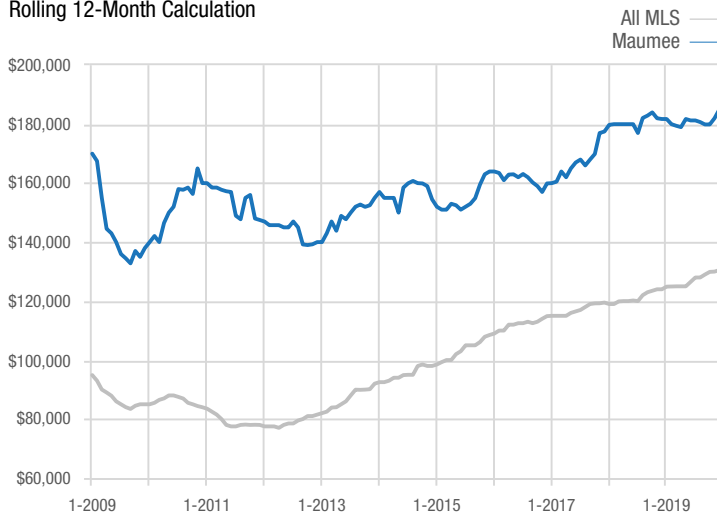
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	24	16	- 33.3%	504	512	+ 1.6%
Pending Sales	16	34	+ 112.5%	395	422	+ 6.8%
Closed Sales	26	31	+ 19.2%	399	417	+ 4.5%
Days on Market Until Sale	70	67	- 4.3%	78	72	- 7.7%
Median Sales Price*	\$178,950	<b>\$215,000</b>	+ 20.1%	\$181,750	<b>\$184,950</b>	+ 1.8%
Average Sales Price*	\$213,416	<b>\$227,220</b>	+ 6.5%	\$218,335	<b>\$218,159</b>	- 0.1%
Percent of List Price Received*	97.1%	<b>99.1%</b>	+ 2.1%	98.0%	<b>98.3%</b>	+ 0.3%
Inventory of Homes for Sale	91	69	- 24.2%	—	—	—
Months Supply of Inventory	2.8	2.0	- 28.6%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	5	7	+ 40.0%	79	72	- 8.9%
Pending Sales	1	4	+ 300.0%	54	59	+ 9.3%
Closed Sales	2	4	+ 100.0%	54	58	+ 7.4%
Days on Market Until Sale	91	49	- 46.2%	65	62	- 4.6%
Median Sales Price*	\$132,500	<b>\$143,950</b>	+ 8.6%	\$178,000	<b>\$206,500</b>	+ 16.0%
Average Sales Price*	\$132,500	<b>\$267,559</b>	+ 101.9%	\$202,764	<b>\$234,694</b>	+ 15.7%
Percent of List Price Received*	97.6%	<b>100.2%</b>	+ 2.7%	97.7%	<b>98.3%</b>	+ 0.6%
Inventory of Homes for Sale	15	14	- 6.7%	—	—	—
Months Supply of Inventory	3.3	2.8	- 15.2%	—	—	—

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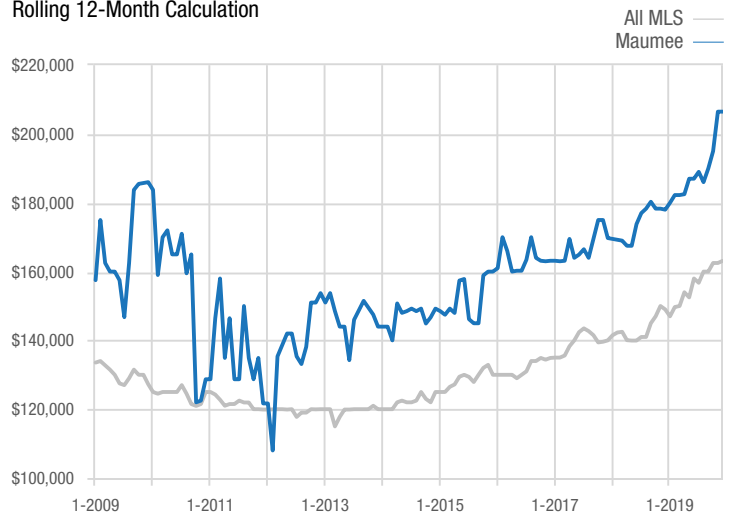
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Monclova

MLS Area 06: 43542

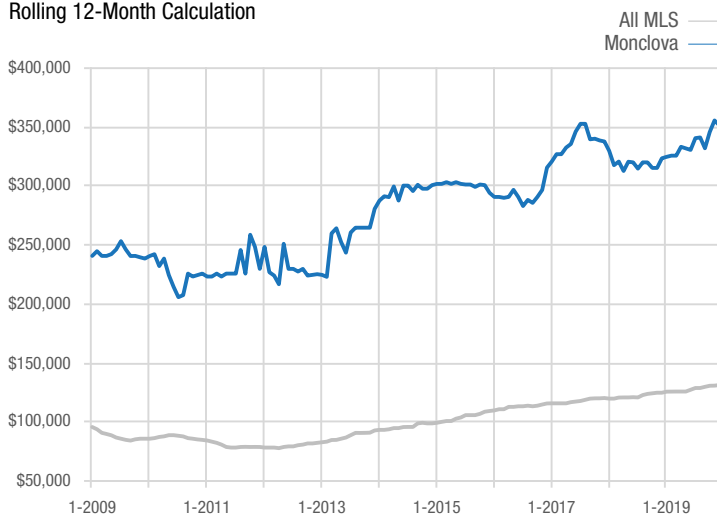
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	3	1	- 66.7%	102	93	- 8.8%
Pending Sales	4	0	- 100.0%	69	66	- 4.3%
Closed Sales	5	0	- 100.0%	70	66	- 5.7%
Days on Market Until Sale	166	—	—	111	102	- 8.1%
Median Sales Price*	\$380,925	—	—	\$322,750	\$350,750	+ 8.7%
Average Sales Price*	\$392,963	—	—	\$327,858	\$355,837	+ 8.5%
Percent of List Price Received*	97.6%	—	—	98.4%	97.2%	- 1.2%
Inventory of Homes for Sale	22	26	+ 18.2%	—	—	—
Months Supply of Inventory	3.8	4.3	+ 13.2%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	0	0	—	4	2	- 50.0%
Pending Sales	0	0	—	4	2	- 50.0%
Closed Sales	0	0	—	4	2	- 50.0%
Days on Market Until Sale	—	—	—	85	77	- 9.4%
Median Sales Price*	—	—	—	\$262,950	\$271,500	+ 3.3%
Average Sales Price*	—	—	—	\$291,600	\$271,500	- 6.9%
Percent of List Price Received*	—	—	—	95.1%	97.0%	+ 2.0%
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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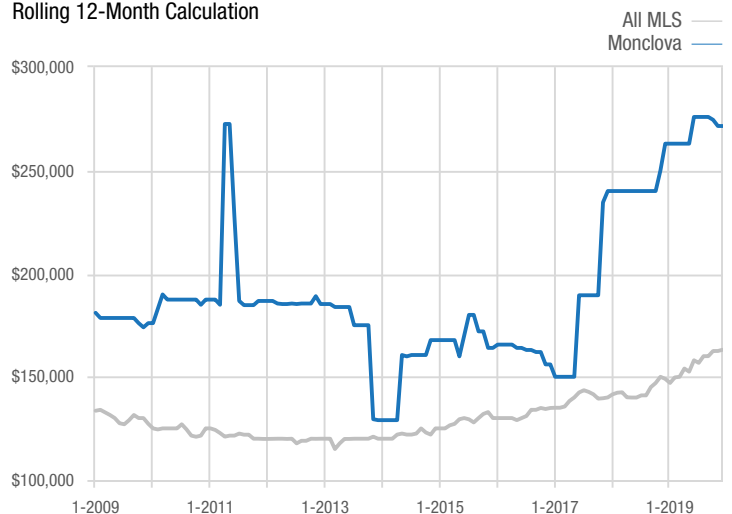
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Northwood / Rossford / Lake Twp

MLS Area 54: Includes Millbury, Moline and Walbridge

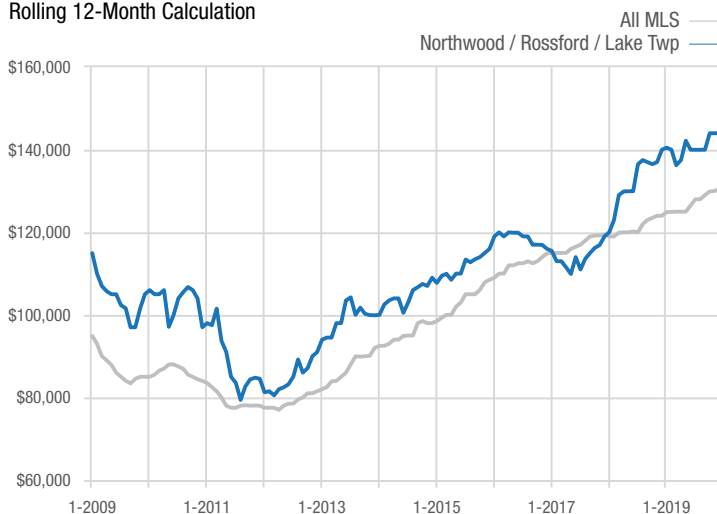
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	21	<b>15</b>	- 28.6%	348	<b>312</b>	- 10.3%
Pending Sales	27	<b>24</b>	- 11.1%	281	<b>273</b>	- 2.8%
Closed Sales	27	<b>24</b>	- 11.1%	281	<b>274</b>	- 2.5%
Days on Market Until Sale	69	<b>75</b>	+ 8.7%	85	<b>78</b>	- 8.2%
Median Sales Price*	\$143,000	<b>\$149,500</b>	+ 4.5%	\$140,000	<b>\$144,013</b>	+ 2.9%
Average Sales Price*	\$142,428	<b>\$172,414</b>	+ 21.1%	\$144,119	<b>\$152,451</b>	+ 5.8%
Percent of List Price Received*	96.9%	<b>99.1%</b>	+ 2.3%	97.7%	<b>98.2%</b>	+ 0.5%
Inventory of Homes for Sale	67	<b>45</b>	- 32.8%	—	—	—
Months Supply of Inventory	2.9	<b>2.0</b>	- 31.0%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	0	<b>0</b>	—	11	<b>13</b>	+ 18.2%
Pending Sales	0	<b>1</b>	—	11	<b>11</b>	0.0%
Closed Sales	0	<b>0</b>	—	11	<b>10</b>	- 9.1%
Days on Market Until Sale	—	—	—	72	<b>78</b>	+ 8.3%
Median Sales Price*	—	—	—	\$48,000	<b>\$185,500</b>	+ 286.5%
Average Sales Price*	—	—	—	\$79,444	<b>\$158,320</b>	+ 99.3%
Percent of List Price Received*	—	—	—	95.1%	<b>98.0%</b>	+ 3.0%
Inventory of Homes for Sale	2	<b>1</b>	- 50.0%	—	—	—
Months Supply of Inventory	1.6	<b>0.5</b>	- 68.8%	—	—	—

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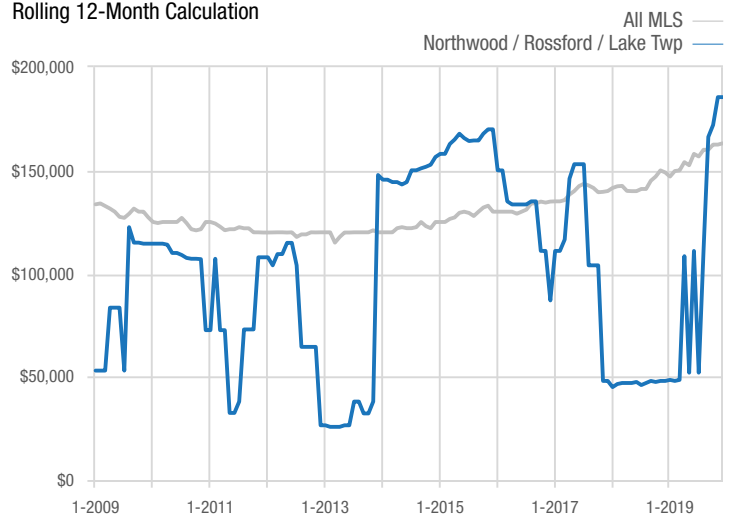
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Olde North End

MLS Area 19: 43608

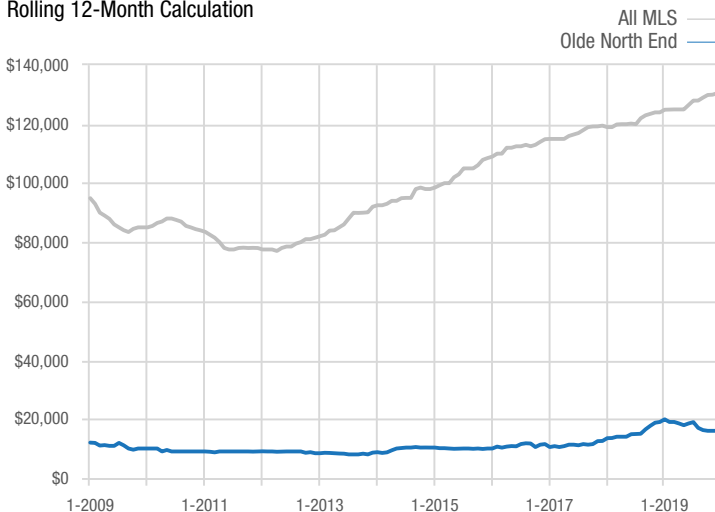
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	6	10	+ 66.7%	131	156	+ 19.1%
Pending Sales	9	7	- 22.2%	95	96	+ 1.1%
Closed Sales	6	5	- 16.7%	95	95	0.0%
Days on Market Until Sale	68	111	+ 63.2%	82	82	0.0%
Median Sales Price*	\$15,100	\$31,000	+ 105.3%	\$19,000	\$16,000	- 15.8%
Average Sales Price*	\$23,750	\$38,290	+ 61.2%	\$26,647	\$20,241	- 24.0%
Percent of List Price Received*	87.0%	81.6%	- 6.2%	91.2%	86.0%	- 5.7%
Inventory of Homes for Sale	25	36	+ 44.0%	—	—	—
Months Supply of Inventory	3.2	4.5	+ 40.6%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
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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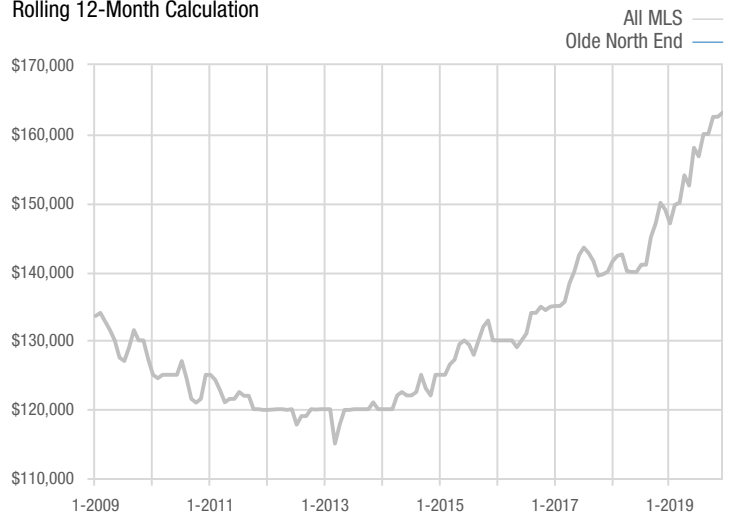
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Olde South End

MLS Area 22: 43609

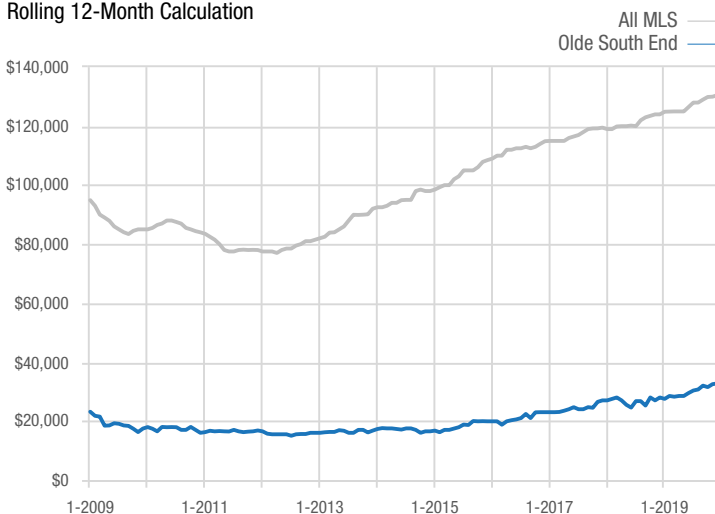
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	12	17	+ 41.7%	314	262	- 16.6%
Pending Sales	22	13	- 40.9%	227	180	- 20.7%
Closed Sales	16	12	- 25.0%	223	186	- 16.6%
Days on Market Until Sale	68	67	- 1.5%	88	66	- 25.0%
Median Sales Price*	\$30,500	<b>\$35,900</b>	+ 17.7%	\$28,000	<b>\$32,750</b>	+ 17.0%
Average Sales Price*	\$35,332	<b>\$36,582</b>	+ 3.5%	\$31,291	<b>\$34,793</b>	+ 11.2%
Percent of List Price Received*	93.2%	<b>84.1%</b>	- 9.8%	89.0%	<b>90.7%</b>	+ 1.9%
Inventory of Homes for Sale	55	57	+ 3.6%	—	—	—
Months Supply of Inventory	2.9	3.8	+ 31.0%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	0	0	—	0	2	—
Pending Sales	0	0	—	0	1	—
Closed Sales	0	0	—	0	1	—
Days on Market Until Sale	—	—	—	—	150	—
Median Sales Price*	—	—	—	—	<b>\$233,000</b>	—
Average Sales Price*	—	—	—	—	<b>\$233,000</b>	—
Percent of List Price Received*	—	—	—	—	<b>98.0%</b>	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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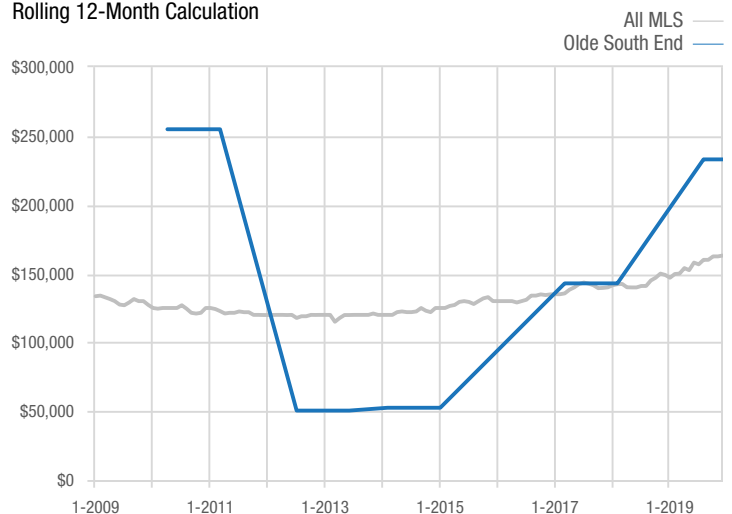
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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# Local Market Update – December 2019

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## Olde West End

MLS Area 18: 43610 and 43620

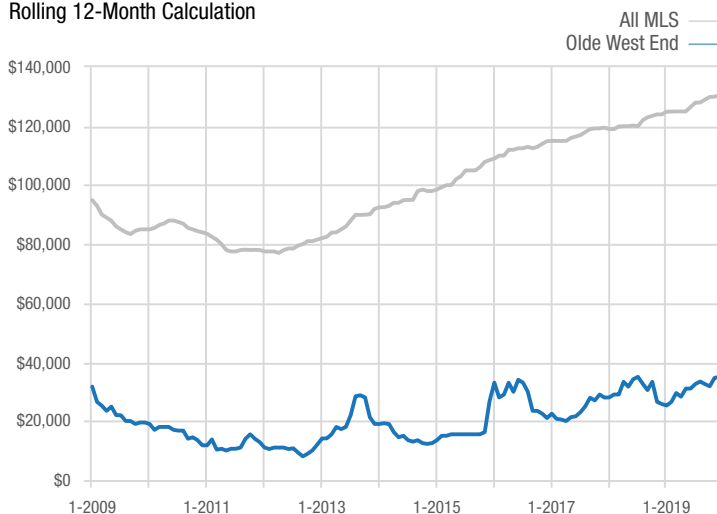
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	4	3	- 25.0%	73	93	+ 27.4%
Pending Sales	5	9	+ 80.0%	48	61	+ 27.1%
Closed Sales	5	10	+ 100.0%	50	61	+ 22.0%
Days on Market Until Sale	65	115	+ 76.9%	68	96	+ 41.2%
Median Sales Price*	\$16,000	\$52,975	+ 231.1%	\$25,750	\$35,000	+ 35.9%
Average Sales Price*	\$24,875	\$80,945	+ 225.4%	\$58,388	\$74,954	+ 28.4%
Percent of List Price Received*	88.1%	93.9%	+ 6.6%	90.9%	90.7%	- 0.2%
Inventory of Homes for Sale	20	26	+ 30.0%	—	—	—
Months Supply of Inventory	5.0	5.1	+ 2.0%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	0	1	—	5	5	0.0%
Pending Sales	1	1	0.0%	7	4	- 42.9%
Closed Sales	0	1	—	6	6	0.0%
Days on Market Until Sale	—	149	—	58	92	+ 58.6%
Median Sales Price*	—	\$49,000	—	\$46,284	\$70,000	+ 51.2%
Average Sales Price*	—	\$49,000	—	\$48,078	\$67,500	+ 40.4%
Percent of List Price Received*	—	89.1%	—	93.6%	89.6%	- 4.3%
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

\* 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.

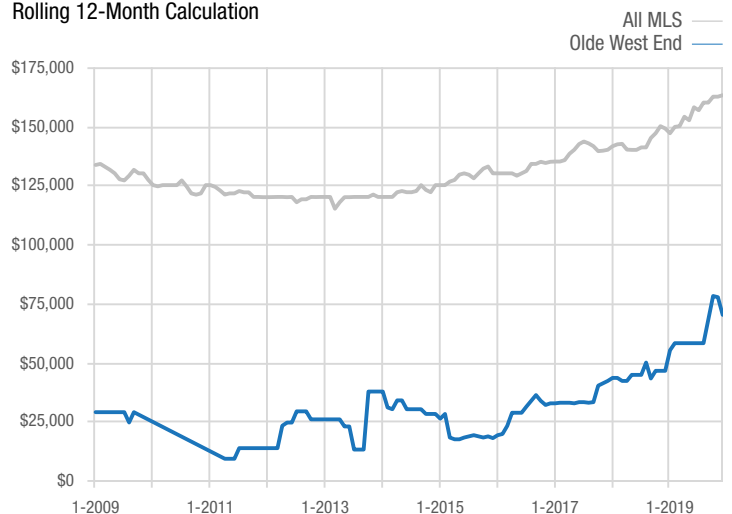
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Oregon

MLS Area 25: 43616

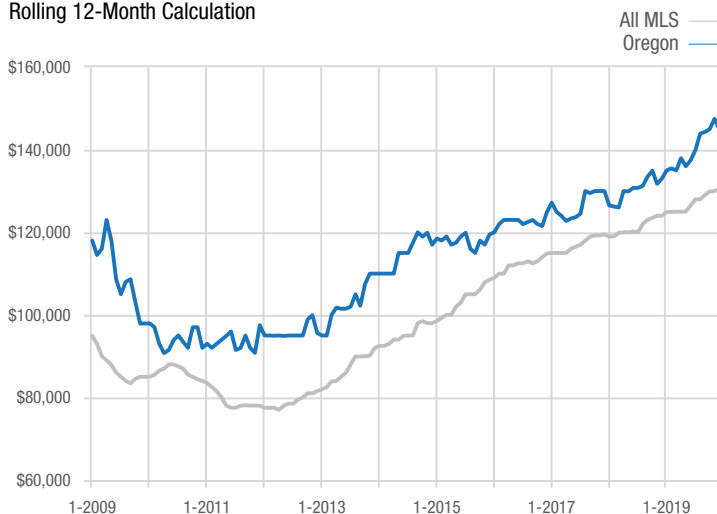
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	17	16	- 5.9%	338	311	- 8.0%
Pending Sales	15	24	+ 60.0%	247	265	+ 7.3%
Closed Sales	15	21	+ 40.0%	254	260	+ 2.4%
Days on Market Until Sale	100	64	- 36.0%	86	81	- 5.8%
Median Sales Price*	\$150,000	<b>\$139,900</b>	- 6.7%	\$133,000	<b>\$145,000</b>	+ 9.0%
Average Sales Price*	\$164,678	<b>\$147,223</b>	- 10.6%	\$147,933	<b>\$159,914</b>	+ 8.1%
Percent of List Price Received*	96.9%	<b>98.7%</b>	+ 1.9%	97.6%	<b>97.8%</b>	+ 0.2%
Inventory of Homes for Sale	71	62	- 12.7%	—	—	—
Months Supply of Inventory	3.4	2.8	- 17.6%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	0	0	—	6	12	+ 100.0%
Pending Sales	0	0	—	6	7	+ 16.7%
Closed Sales	0	1	—	6	7	+ 16.7%
Days on Market Until Sale	—	65	—	70	46	- 34.3%
Median Sales Price*	—	<b>\$135,000</b>	—	\$184,075	<b>\$176,000</b>	- 4.4%
Average Sales Price*	—	<b>\$135,000</b>	—	\$167,942	<b>\$175,114</b>	+ 4.3%
Percent of List Price Received*	—	<b>100.1%</b>	—	98.4%	<b>97.8%</b>	- 0.6%
Inventory of Homes for Sale	0	3	—	—	—	—
Months Supply of Inventory	—	2.1	—	—	—	—

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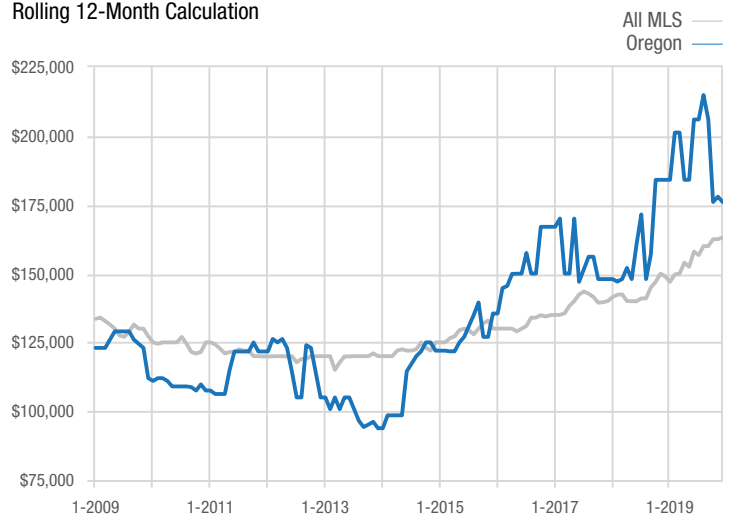
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Ottawa Hills

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

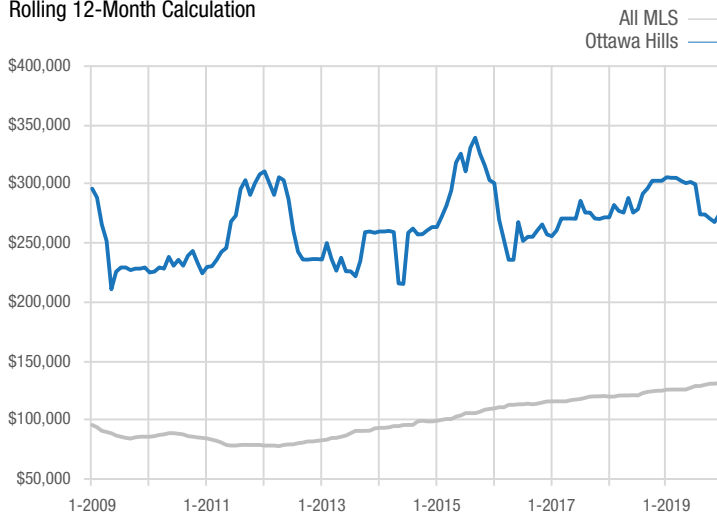
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	10	7	- 30.0%	163	141	- 13.5%
Pending Sales	2	4	+ 100.0%	103	90	- 12.6%
Closed Sales	3	5	+ 66.7%	105	90	- 14.3%
Days on Market Until Sale	132	66	- 50.0%	87	120	+ 37.9%
Median Sales Price*	\$237,500	<b>\$400,000</b>	+ 68.4%	\$302,000	<b>\$273,450</b>	- 9.5%
Average Sales Price*	\$272,133	<b>\$440,400</b>	+ 61.8%	\$346,426	<b>\$322,945</b>	- 6.8%
Percent of List Price Received*	99.3%	<b>96.0%</b>	- 3.3%	96.9%	<b>96.4%</b>	- 0.5%
Inventory of Homes for Sale	35	33	- 5.7%	—	—	—
Months Supply of Inventory	4.1	4.4	+ 7.3%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	1	1	0.0%	21	20	- 4.8%
Pending Sales	0	0	—	15	17	+ 13.3%
Closed Sales	0	0	—	15	17	+ 13.3%
Days on Market Until Sale	—	—	—	113	126	+ 11.5%
Median Sales Price*	—	—	—	\$155,000	<b>\$82,500</b>	- 46.8%
Average Sales Price*	—	—	—	\$174,643	<b>\$91,410</b>	- 47.7%
Percent of List Price Received*	—	—	—	94.0%	<b>95.2%</b>	+ 1.3%
Inventory of Homes for Sale	6	6	0.0%	—	—	—
Months Supply of Inventory	3.6	2.8	- 22.2%	—	—	—

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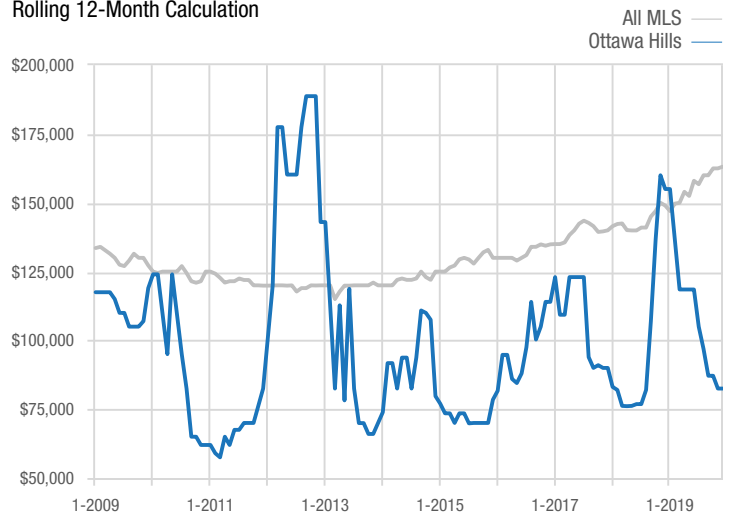
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Ottawa Park / Westgate

MLS Area 17: 43606 (except Ottawa Hills)

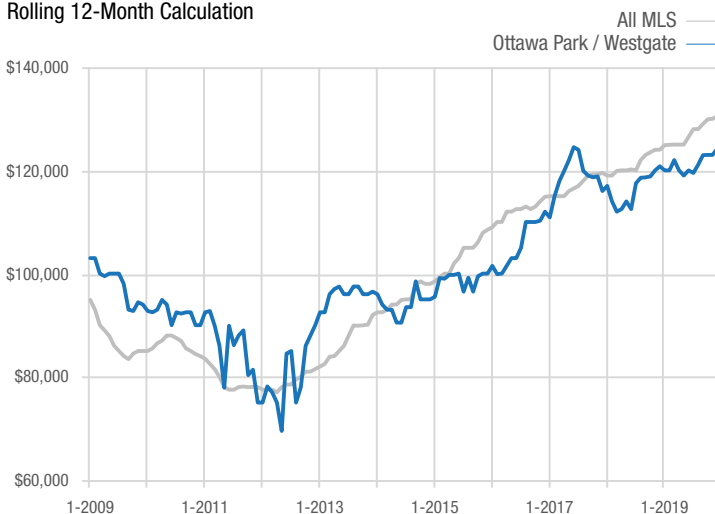
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	18	7	- 61.1%	334	320	- 4.2%
Pending Sales	20	30	+ 50.0%	266	274	+ 3.0%
Closed Sales	23	29	+ 26.1%	264	272	+ 3.0%
Days on Market Until Sale	79	71	- 10.1%	73	75	+ 2.7%
Median Sales Price*	\$126,715	<b>\$148,000</b>	+ 16.8%	\$120,800	<b>\$124,200</b>	+ 2.8%
Average Sales Price*	\$122,018	<b>\$152,507</b>	+ 25.0%	\$117,629	<b>\$129,838</b>	+ 10.4%
Percent of List Price Received*	93.1%	<b>97.6%</b>	+ 4.8%	96.4%	<b>96.6%</b>	+ 0.2%
Inventory of Homes for Sale	61	47	- 23.0%	—	—	—
Months Supply of Inventory	2.8	2.1	- 25.0%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	0	0	—	10	7	- 30.0%
Pending Sales	0	1	—	8	9	+ 12.5%
Closed Sales	0	1	—	8	9	+ 12.5%
Days on Market Until Sale	—	41	—	65	55	- 15.4%
Median Sales Price*	—	<b>\$105,000</b>	—	\$109,500	<b>\$125,000</b>	+ 14.2%
Average Sales Price*	—	<b>\$105,000</b>	—	\$96,188	<b>\$117,322</b>	+ 22.0%
Percent of List Price Received*	—	<b>100.0%</b>	—	95.0%	<b>97.7%</b>	+ 2.8%
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	1.8	—	—	—	—	—

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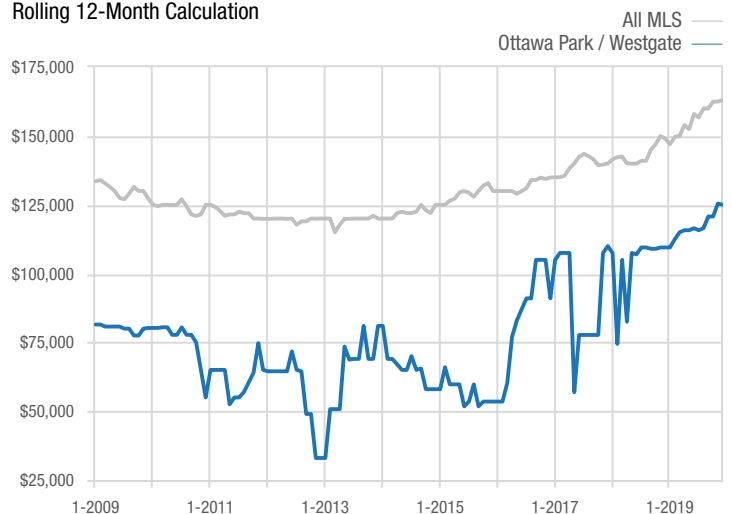
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Perrysburg / Perrysburg Twp

MLS Area 53: 43551

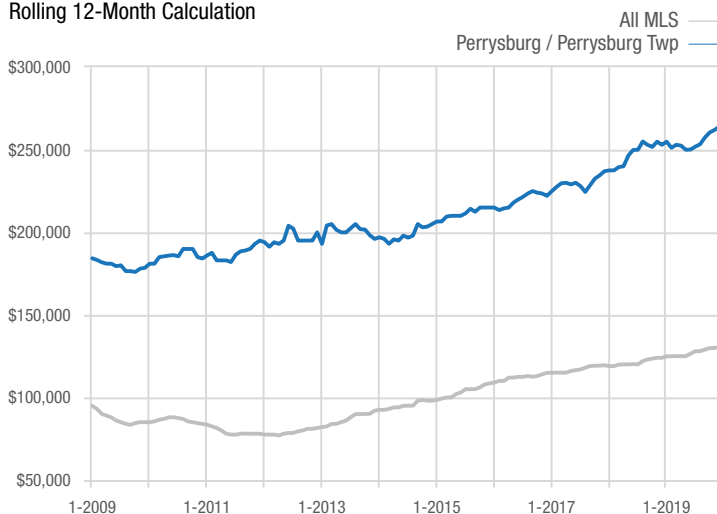
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	31	20	- 35.5%	654	725	+ 10.9%
Pending Sales	29	29	0.0%	544	562	+ 3.3%
Closed Sales	25	34	+ 36.0%	543	561	+ 3.3%
Days on Market Until Sale	108	126	+ 16.7%	96	93	- 3.1%
Median Sales Price*	\$228,000	<b>\$288,700</b>	+ 26.6%	\$253,000	<b>\$264,000</b>	+ 4.3%
Average Sales Price*	\$264,034	<b>\$314,172</b>	+ 19.0%	\$279,052	<b>\$301,871</b>	+ 8.2%
Percent of List Price Received*	97.1%	<b>98.6%</b>	+ 1.5%	98.3%	<b>98.4%</b>	+ 0.1%
Inventory of Homes for Sale	125	132	+ 5.6%	—	—	—
Months Supply of Inventory	2.8	2.8	0.0%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	7	5	- 28.6%	88	93	+ 5.7%
Pending Sales	2	5	+ 150.0%	72	72	0.0%
Closed Sales	5	6	+ 20.0%	73	71	- 2.7%
Days on Market Until Sale	87	84	- 3.4%	81	73	- 9.9%
Median Sales Price*	\$218,000	<b>\$164,000</b>	- 24.8%	\$195,000	<b>\$208,000</b>	+ 6.7%
Average Sales Price*	\$212,480	<b>\$184,250</b>	- 13.3%	\$209,049	<b>\$214,834</b>	+ 2.8%
Percent of List Price Received*	97.6%	<b>98.7%</b>	+ 1.1%	97.8%	<b>96.5%</b>	- 1.3%
Inventory of Homes for Sale	20	19	- 5.0%	—	—	—
Months Supply of Inventory	3.3	3.2	- 3.0%	—	—	—

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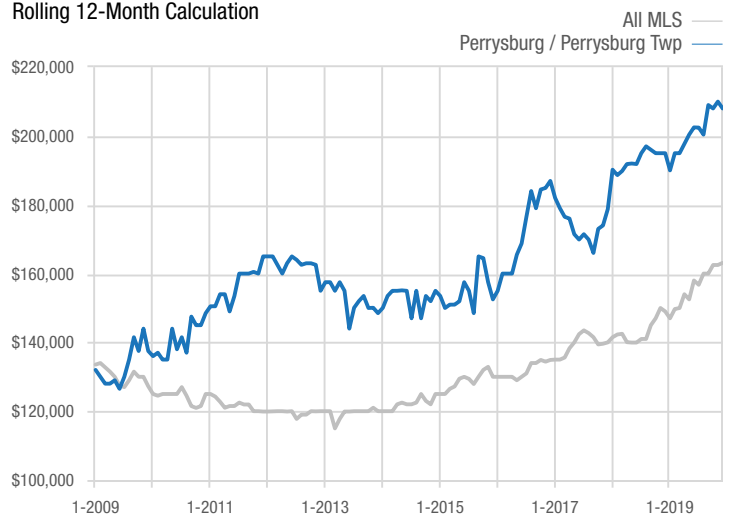
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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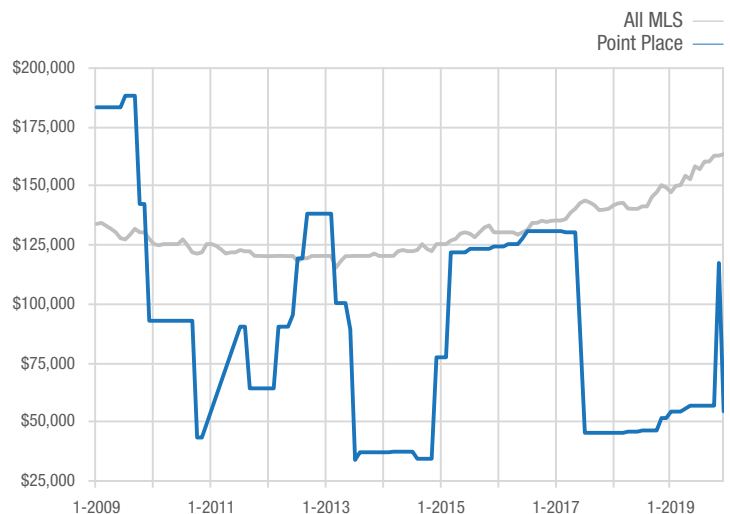
## Point Place

MLS Area 14: 43611

Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	15	<b>15</b>	0.0%	323	<b>327</b>	+ 1.2%
Pending Sales	19	<b>19</b>	0.0%	261	<b>258</b>	- 1.1%
Closed Sales	22	<b>22</b>	0.0%	267	<b>258</b>	- 3.4%
Days on Market Until Sale	80	<b>73</b>	- 8.8%	87	<b>72</b>	- 17.2%
Median Sales Price*	\$80,500	<b>\$74,500</b>	- 7.5%	\$83,203	<b>\$92,000</b>	+ 10.6%
Average Sales Price*	\$74,991	<b>\$82,252</b>	+ 9.7%	\$90,047	<b>\$98,449</b>	+ 9.3%
Percent of List Price Received*	96.6%	<b>97.1%</b>	+ 0.5%	96.4%	<b>96.5%</b>	+ 0.1%
Inventory of Homes for Sale	49	<b>63</b>	+ 28.6%	—	—	—
Months Supply of Inventory	2.3	<b>2.9</b>	+ 26.1%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	0	<b>0</b>	—	3	<b>2</b>	- 33.3%
Pending Sales	1	<b>1</b>	0.0%	3	<b>2</b>	- 33.3%
Closed Sales	0	<b>1</b>	—	2	<b>3</b>	+ 50.0%
Days on Market Until Sale	—	<b>75</b>	—	72	<b>45</b>	- 37.5%
Median Sales Price*	—	<b>\$54,100</b>	—	\$51,250	<b>\$54,100</b>	+ 5.6%
Average Sales Price*	—	<b>\$54,100</b>	—	\$51,250	<b>\$96,033</b>	+ 87.4%
Percent of List Price Received*	—	<b>94.1%</b>	—	97.5%	<b>93.0%</b>	- 4.6%
Inventory of Homes for Sale	0	<b>0</b>	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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## Scott Park

MLS Area 21: 43607

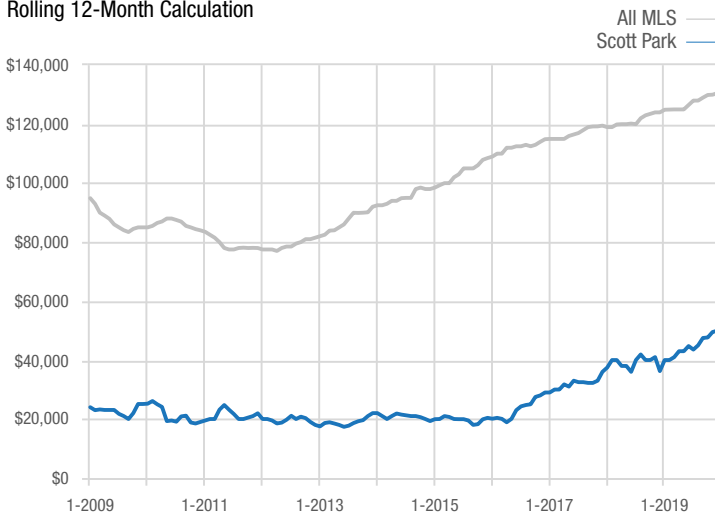
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	21	14	- 33.3%	273	198	- 27.5%
Pending Sales	11	7	- 36.4%	183	168	- 8.2%
Closed Sales	16	13	- 18.8%	179	173	- 3.4%
Days on Market Until Sale	75	89	+ 18.7%	80	84	+ 5.0%
Median Sales Price*	\$30,800	\$50,000	+ 62.3%	\$36,250	\$49,950	+ 37.8%
Average Sales Price*	\$43,613	\$49,521	+ 13.5%	\$43,945	\$57,293	+ 30.4%
Percent of List Price Received*	102.4%	97.1%	- 5.2%	93.5%	92.5%	- 1.1%
Inventory of Homes for Sale	57	32	- 43.9%	—	—	—
Months Supply of Inventory	3.7	2.3	- 37.8%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
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	—	—	—	—	—	—

\* 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.

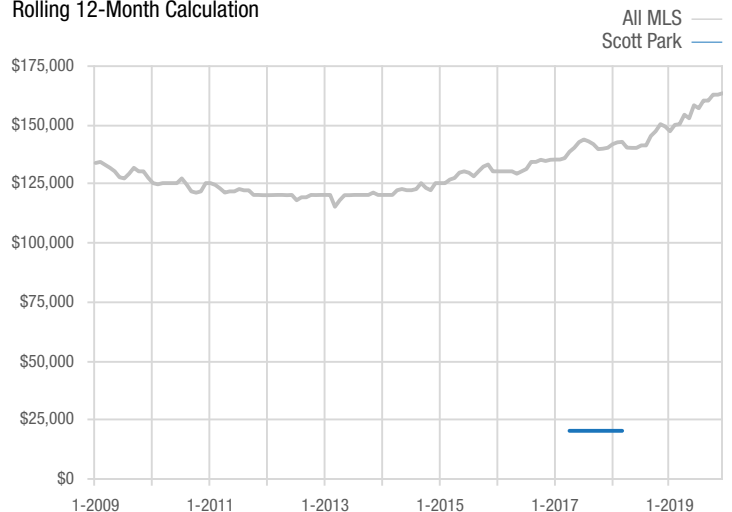
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Spring Meadows

MLS Area 05: 43528 (Includes Holland)

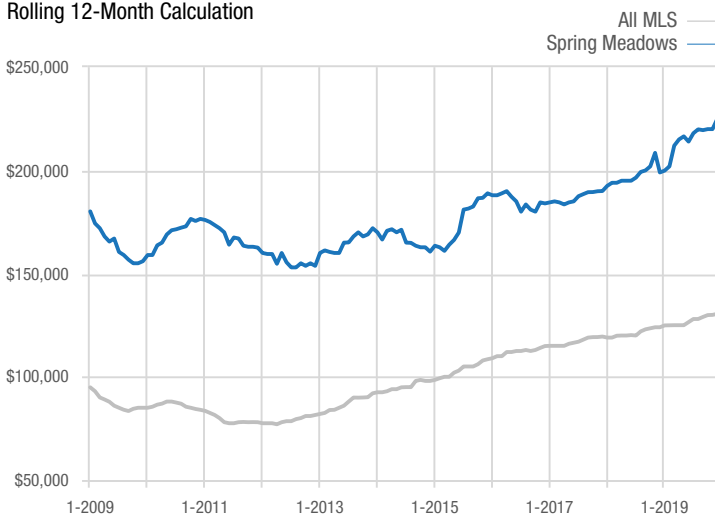
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	9	8	- 11.1%	351	332	- 5.4%
Pending Sales	14	18	+ 28.6%	254	260	+ 2.4%
Closed Sales	18	19	+ 5.6%	256	259	+ 1.2%
Days on Market Until Sale	82	92	+ 12.2%	93	80	- 14.0%
Median Sales Price*	\$157,500	<b>\$225,000</b>	+ 42.9%	\$199,000	<b>\$225,000</b>	+ 13.1%
Average Sales Price*	\$158,844	<b>\$240,001</b>	+ 51.1%	\$212,524	<b>\$224,834</b>	+ 5.8%
Percent of List Price Received*	98.5%	<b>97.4%</b>	- 1.1%	98.5%	<b>98.4%</b>	- 0.1%
Inventory of Homes for Sale	66	51	- 22.7%	—	—	—
Months Supply of Inventory	3.1	2.4	- 22.6%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	0	4	—	47	49	+ 4.3%
Pending Sales	1	3	+ 200.0%	32	40	+ 25.0%
Closed Sales	1	3	+ 200.0%	32	39	+ 21.9%
Days on Market Until Sale	51	94	+ 84.3%	97	105	+ 8.2%
Median Sales Price*	\$175,000	<b>\$158,400</b>	- 9.5%	\$208,500	<b>\$209,900</b>	+ 0.7%
Average Sales Price*	\$175,000	<b>\$160,346</b>	- 8.4%	\$212,962	<b>\$220,126</b>	+ 3.4%
Percent of List Price Received*	103.0%	<b>97.2%</b>	- 5.6%	96.4%	<b>97.2%</b>	+ 0.8%
Inventory of Homes for Sale	12	13	+ 8.3%	—	—	—
Months Supply of Inventory	4.1	3.6	- 12.2%	—	—	—

\* 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.

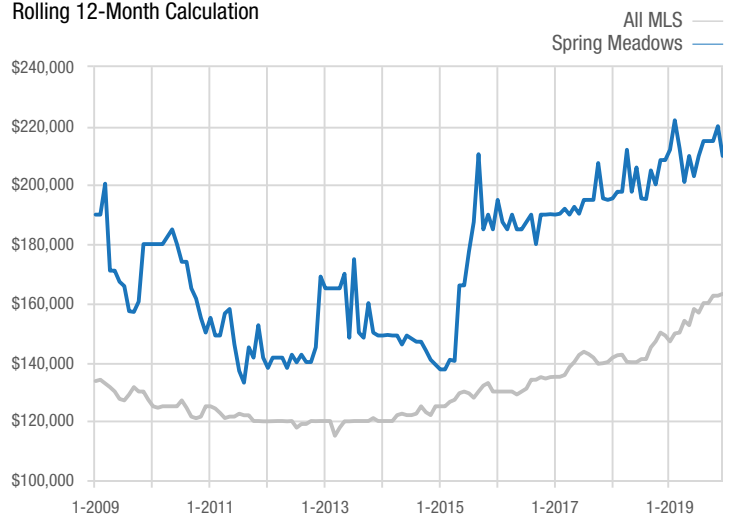
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Swanton / Airport

MLS Area 04: 43558 in Fulton and Lucas Counties

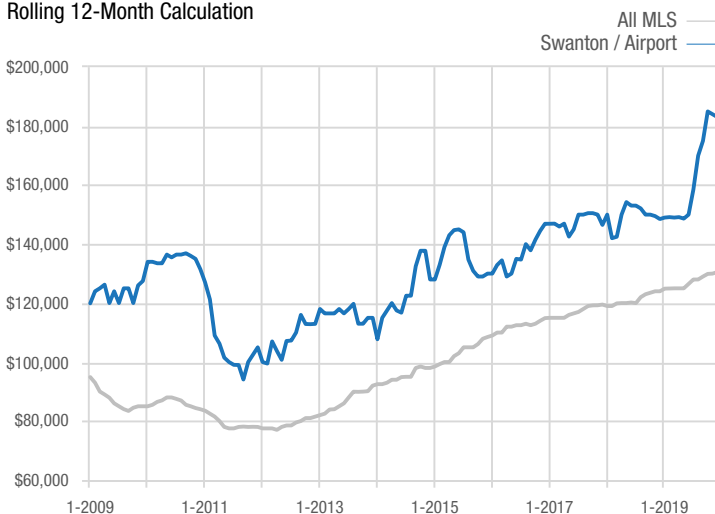
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	7	6	- 14.3%	165	147	- 10.9%
Pending Sales	7	8	+ 14.3%	128	105	- 18.0%
Closed Sales	8	9	+ 12.5%	127	105	- 17.3%
Days on Market Until Sale	51	82	+ 60.8%	84	76	- 9.5%
Median Sales Price*	\$110,000	<b>\$145,000</b>	+ 31.8%	\$148,500	<b>\$183,100</b>	+ 23.3%
Average Sales Price*	\$121,038	<b>\$186,344</b>	+ 54.0%	\$165,781	<b>\$201,825</b>	+ 21.7%
Percent of List Price Received*	89.4%	<b>98.3%</b>	+ 10.0%	97.6%	<b>97.2%</b>	- 0.4%
Inventory of Homes for Sale	30	30	0.0%	—	—	—
Months Supply of Inventory	2.8	3.4	+ 21.4%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	0	0	—	9	1	- 88.9%
Pending Sales	0	0	—	4	3	- 25.0%
Closed Sales	0	0	—	4	3	- 25.0%
Days on Market Until Sale	—	—	—	111	141	+ 27.0%
Median Sales Price*	—	—	—	\$216,450	<b>\$246,000</b>	+ 13.7%
Average Sales Price*	—	—	—	\$213,475	<b>\$248,600</b>	+ 16.5%
Percent of List Price Received*	—	—	—	100.6%	<b>99.9%</b>	- 0.7%
Inventory of Homes for Sale	5	0	- 100.0%	—	—	—
Months Supply of Inventory	3.8	—	—	—	—	—

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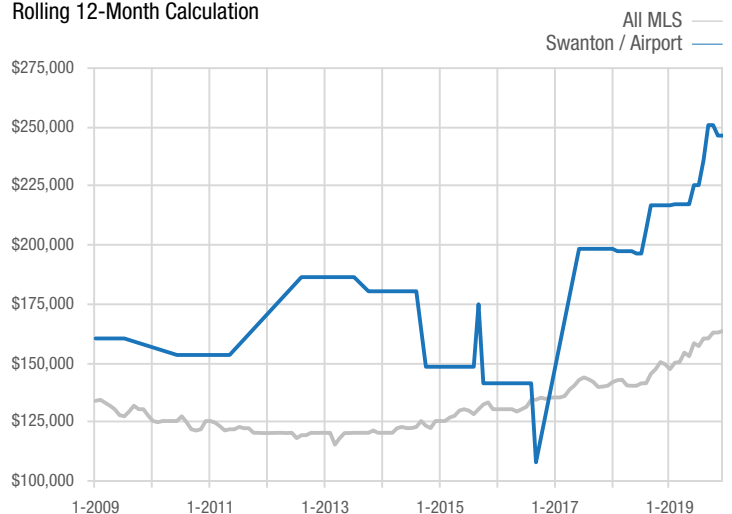
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Sylvania

43560 and 43617

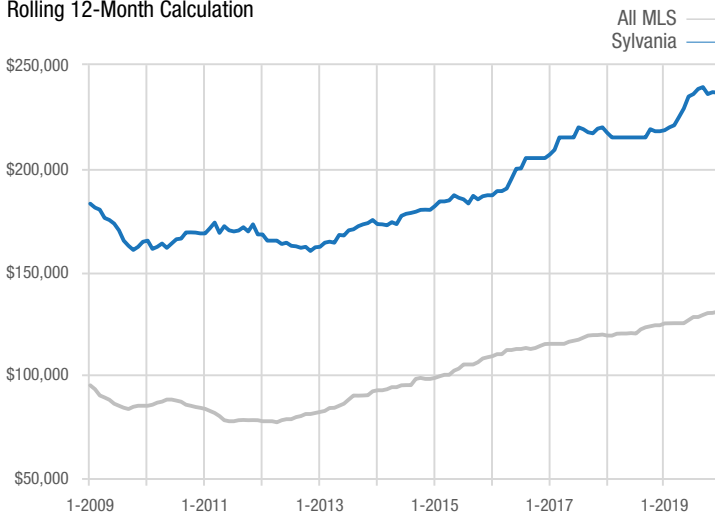
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	38	31	- 18.4%	867	805	- 7.2%
Pending Sales	31	32	+ 3.2%	642	586	- 8.7%
Closed Sales	37	49	+ 32.4%	649	583	- 10.2%
Days on Market Until Sale	81	82	+ 1.2%	85	82	- 3.5%
Median Sales Price*	\$210,000	<b>\$224,000</b>	+ 6.7%	\$218,000	<b>\$236,700</b>	+ 8.6%
Average Sales Price*	\$247,196	<b>\$237,685</b>	- 3.8%	\$234,510	<b>\$252,866</b>	+ 7.8%
Percent of List Price Received*	100.3%	<b>97.9%</b>	- 2.4%	98.2%	<b>98.1%</b>	- 0.1%
Inventory of Homes for Sale	157	151	- 3.8%	—	—	—
Months Supply of Inventory	2.9	3.1	+ 6.9%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	5	6	+ 20.0%	184	173	- 6.0%
Pending Sales	10	12	+ 20.0%	145	135	- 6.9%
Closed Sales	9	16	+ 77.8%	149	135	- 9.4%
Days on Market Until Sale	191	90	- 52.9%	95	100	+ 5.3%
Median Sales Price*	\$103,000	<b>\$164,450</b>	+ 59.7%	\$167,500	<b>\$190,000</b>	+ 13.4%
Average Sales Price*	\$130,211	<b>\$175,793</b>	+ 35.0%	\$176,575	<b>\$195,260</b>	+ 10.6%
Percent of List Price Received*	93.1%	<b>94.7%</b>	+ 1.7%	96.4%	<b>97.2%</b>	+ 0.8%
Inventory of Homes for Sale	26	30	+ 15.4%	—	—	—
Months Supply of Inventory	2.2	2.7	+ 22.7%	—	—	—

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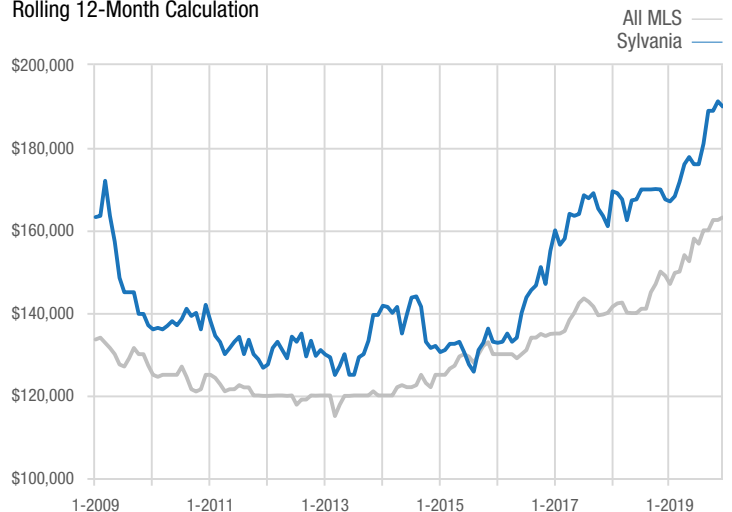
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Towne Centre

MLS Area 20: 43604

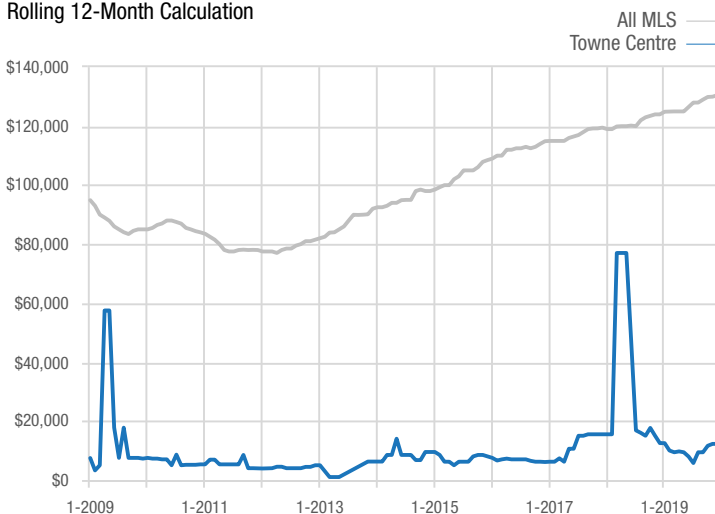
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	1	2	+ 100.0%	17	28	+ 64.7%
Pending Sales	0	1	—	10	11	+ 10.0%
Closed Sales	1	1	0.0%	10	11	+ 10.0%
Days on Market Until Sale	94	59	- 37.2%	69	70	+ 1.4%
Median Sales Price*	\$3,000	<b>\$2,300</b>	- 23.3%	\$12,500	<b>\$12,250</b>	- 2.0%
Average Sales Price*	\$3,000	<b>\$2,300</b>	- 23.3%	\$39,756	<b>\$19,833</b>	- 50.1%
Percent of List Price Received*	52.6%	<b>59.0%</b>	+ 12.2%	92.1%	<b>81.3%</b>	- 11.7%
Inventory of Homes for Sale	3	9	+ 200.0%	—	—	—
Months Supply of Inventory	1.8	6.5	+ 261.1%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	6	1	- 83.3%	23	20	- 13.0%
Pending Sales	0	2	—	9	22	+ 144.4%
Closed Sales	0	1	—	9	21	+ 133.3%
Days on Market Until Sale	—	48	—	57	91	+ 59.6%
Median Sales Price*	—	<b>\$210,000</b>	—	\$245,000	<b>\$203,000</b>	- 17.1%
Average Sales Price*	—	<b>\$210,000</b>	—	\$252,272	<b>\$203,769</b>	- 19.2%
Percent of List Price Received*	—	<b>95.9%</b>	—	95.1%	<b>97.3%</b>	+ 2.3%
Inventory of Homes for Sale	14	3	- 78.6%	—	—	—
Months Supply of Inventory	9.3	1.2	- 87.1%	—	—	—

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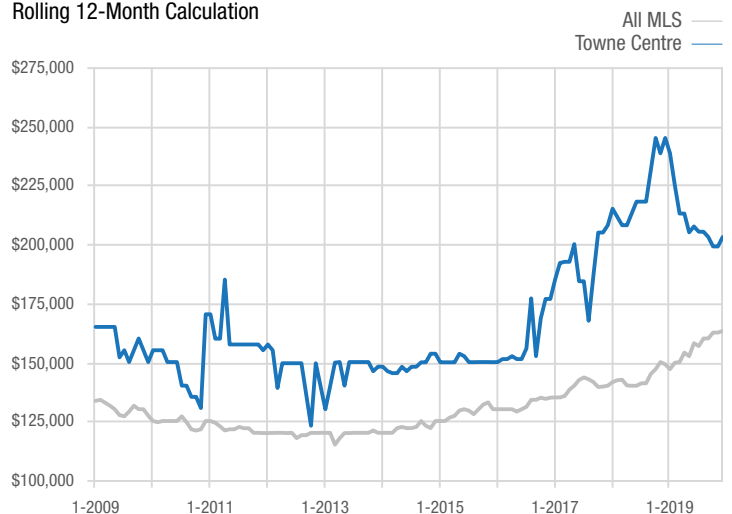
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Tremainsville

MLS Area 12: 43613

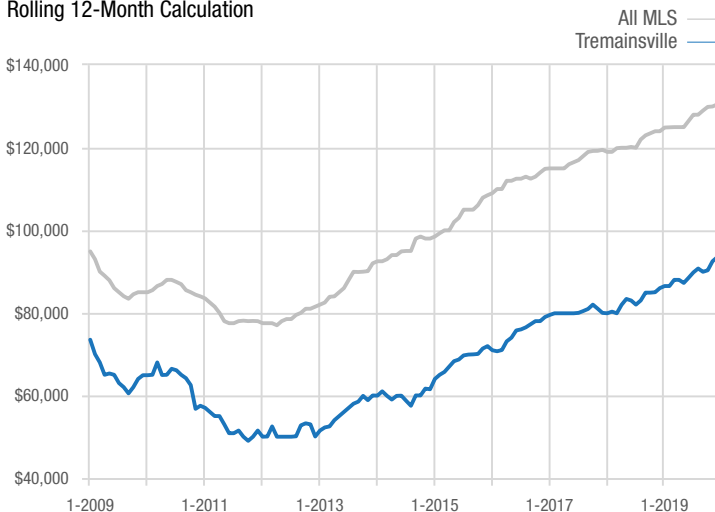
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	28	<b>29</b>	+ 3.6%	738	<b>683</b>	- 7.5%
Pending Sales	30	<b>39</b>	+ 30.0%	605	<b>583</b>	- 3.6%
Closed Sales	32	<b>42</b>	+ 31.3%	611	<b>592</b>	- 3.1%
Days on Market Until Sale	121	<b>68</b>	- 43.8%	89	<b>80</b>	- 10.1%
Median Sales Price*	\$90,000	<b>\$95,000</b>	+ 5.6%	\$86,000	<b>\$93,500</b>	+ 8.7%
Average Sales Price*	\$88,914	<b>\$87,795</b>	- 1.3%	\$85,086	<b>\$91,091</b>	+ 7.1%
Percent of List Price Received*	96.9%	<b>96.9%</b>	0.0%	96.6%	<b>96.6%</b>	0.0%
Inventory of Homes for Sale	139	<b>104</b>	- 25.2%	—	—	—
Months Supply of Inventory	2.8	<b>2.1</b>	- 25.0%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	0	<b>1</b>	—	0	<b>2</b>	—
Pending Sales	0	<b>0</b>	—	3	<b>0</b>	- 100.0%
Closed Sales	0	<b>0</b>	—	3	<b>0</b>	- 100.0%
Days on Market Until Sale	—	—	—	194	—	—
Median Sales Price*	—	—	—	\$77,500	—	—
Average Sales Price*	—	—	—	\$79,467	—	—
Percent of List Price Received*	—	—	—	95.8%	—	—
Inventory of Homes for Sale	0	<b>1</b>	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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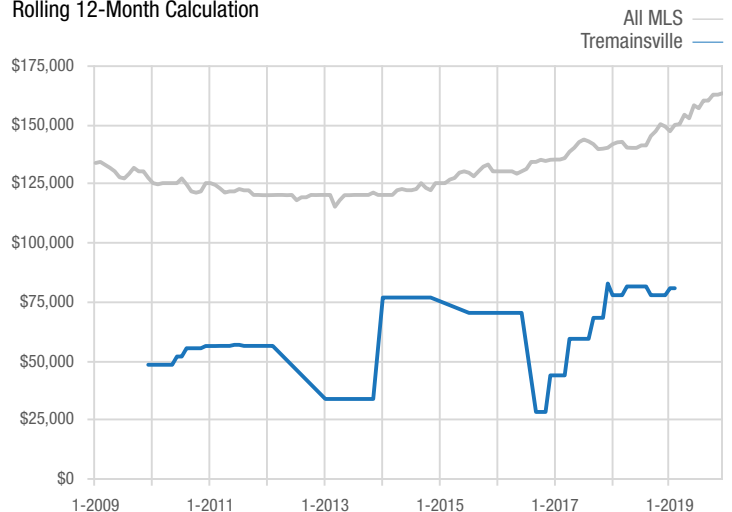
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Waterville

MLS Area 10: 43566

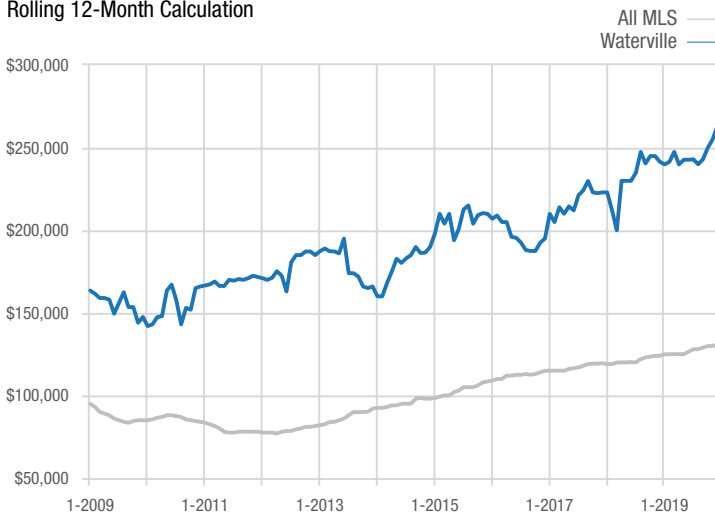
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	3	7	+ 133.3%	147	167	+ 13.6%
Pending Sales	6	8	+ 33.3%	127	133	+ 4.7%
Closed Sales	9	5	- 44.4%	129	128	- 0.8%
Days on Market Until Sale	83	99	+ 19.3%	101	80	- 20.8%
Median Sales Price*	\$184,900	<b>\$278,000</b>	+ 50.4%	\$241,500	<b>\$263,000</b>	+ 8.9%
Average Sales Price*	\$228,225	<b>\$273,198</b>	+ 19.7%	\$240,998	<b>\$256,024</b>	+ 6.2%
Percent of List Price Received*	100.9%	<b>97.6%</b>	- 3.3%	99.5%	<b>98.3%</b>	- 1.2%
Inventory of Homes for Sale	29	30	+ 3.4%	—	—	—
Months Supply of Inventory	2.7	2.7	0.0%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	2	0	- 100.0%	23	37	+ 60.9%
Pending Sales	0	0	—	14	22	+ 57.1%
Closed Sales	0	0	—	14	22	+ 57.1%
Days on Market Until Sale	—	—	—	50	54	+ 8.0%
Median Sales Price*	—	—	—	\$140,450	<b>\$160,050</b>	+ 14.0%
Average Sales Price*	—	—	—	\$139,529	<b>\$164,550</b>	+ 17.9%
Percent of List Price Received*	—	—	—	97.8%	<b>98.4%</b>	+ 0.6%
Inventory of Homes for Sale	5	10	+ 100.0%	—	—	—
Months Supply of Inventory	2.9	4.5	+ 55.2%	—	—	—

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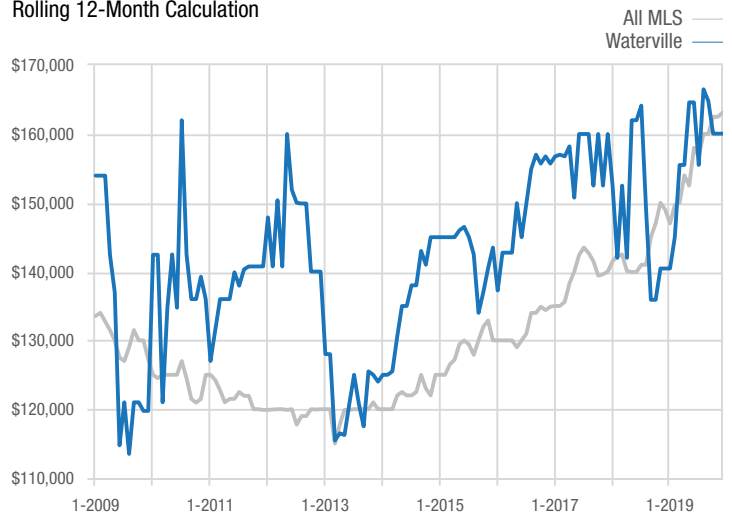
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Whitehouse

MLS Area 08: 43571

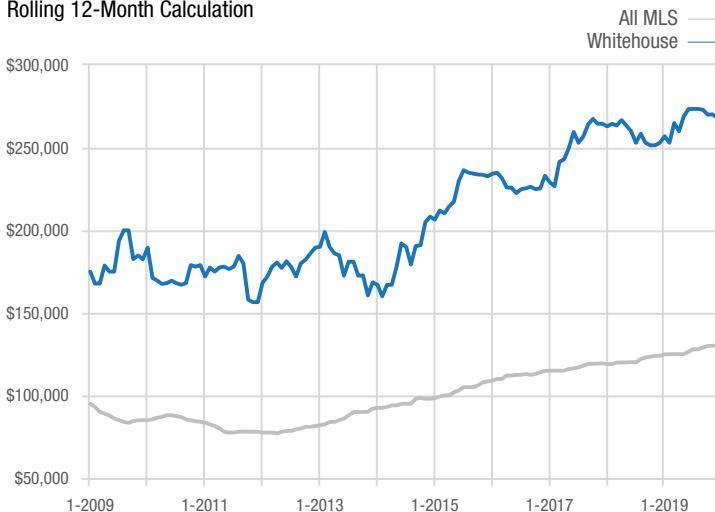
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	5	7	+ 40.0%	161	187	+ 16.1%
Pending Sales	3	9	+ 200.0%	112	129	+ 15.2%
Closed Sales	7	9	+ 28.6%	115	128	+ 11.3%
Days on Market Until Sale	89	99	+ 11.2%	85	84	- 1.2%
Median Sales Price*	\$302,113	\$265,000	- 12.3%	\$253,000	\$268,000	+ 5.9%
Average Sales Price*	\$267,538	\$274,613	+ 2.6%	\$257,545	\$267,108	+ 3.7%
Percent of List Price Received*	92.9%	106.0%	+ 14.1%	98.2%	99.1%	+ 0.9%
Inventory of Homes for Sale	33	35	+ 6.1%	—	—	—
Months Supply of Inventory	3.5	3.3	- 5.7%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	0	0	—	8	3	- 62.5%
Pending Sales	0	0	—	6	2	- 66.7%
Closed Sales	0	0	—	6	2	- 66.7%
Days on Market Until Sale	—	—	—	51	89	+ 74.5%
Median Sales Price*	—	—	—	\$201,750	\$179,000	- 11.3%
Average Sales Price*	—	—	—	\$204,750	\$179,000	- 12.6%
Percent of List Price Received*	—	—	—	97.9%	94.4%	- 3.6%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.8	—	—	—	—	—

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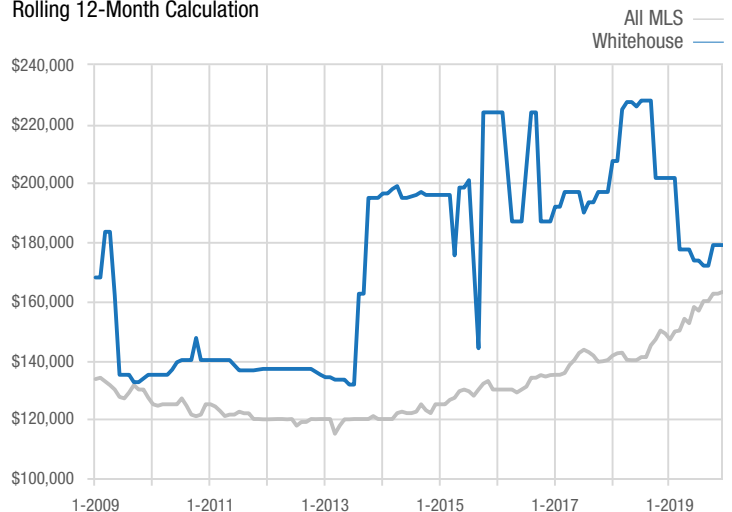
### Median Sales Price - Single Family

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)

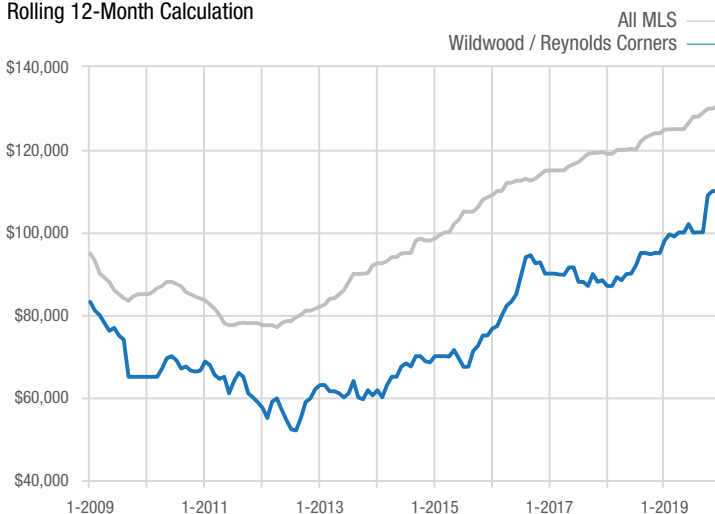
Single Family	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	21	15	- 28.6%	436	455	+ 4.4%
Pending Sales	18	38	+ 111.1%	348	383	+ 10.1%
Closed Sales	18	44	+ 144.4%	350	382	+ 9.1%
Days on Market Until Sale	94	71	- 24.5%	84	73	- 13.1%
Median Sales Price*	\$89,750	\$119,500	+ 33.1%	\$95,000	\$110,000	+ 15.8%
Average Sales Price*	\$97,176	\$122,144	+ 25.7%	\$111,635	\$120,040	+ 7.5%
Percent of List Price Received*	97.2%	96.8%	- 0.4%	97.8%	97.8%	0.0%
Inventory of Homes for Sale	86	64	- 25.6%	—	—	—
Months Supply of Inventory	3.0	2.0	- 33.3%	—	—	—

Condo-Villa	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
<b>Key Metrics</b>						
New Listings	2	4	+ 100.0%	103	86	- 16.5%
Pending Sales	4	1	- 75.0%	96	65	- 32.3%
Closed Sales	6	1	- 83.3%	99	64	- 35.4%
Days on Market Until Sale	65	52	- 20.0%	95	72	- 24.2%
Median Sales Price*	\$101,700	\$115,000	+ 13.1%	\$96,500	\$100,000	+ 3.6%
Average Sales Price*	\$103,717	\$115,000	+ 10.9%	\$105,303	\$103,123	- 2.1%
Percent of List Price Received*	97.2%	95.9%	- 1.3%	95.6%	95.6%	0.0%
Inventory of Homes for Sale	13	17	+ 30.8%	—	—	—
Months Supply of Inventory	1.6	3.1	+ 93.8%	—	—	—

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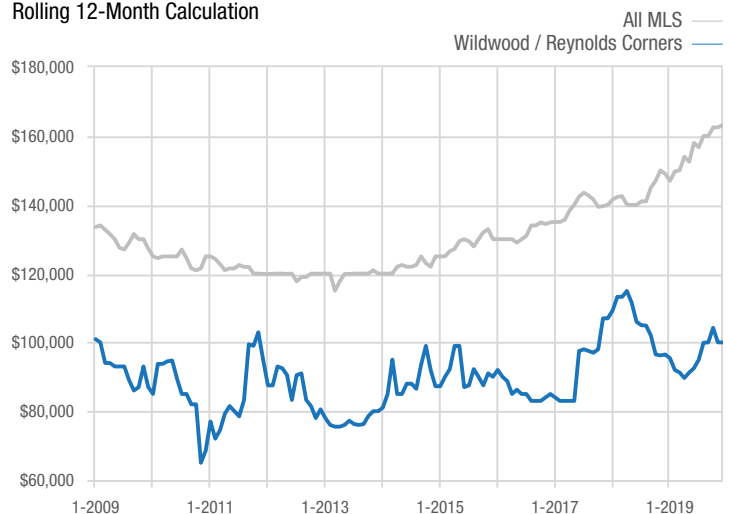
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

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