

Local Market Update—September 2019

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LUCAS AND UPPER WOOD COUNTY HOUSING MARKET

The information below compares the month of September 2019 to the month of September 2018

523 Home Sales -0.9% Decrease from September 2018	\$135,000 Med. Sales Price +7.6% Increase from September 2018
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\$164,519 Av. Sales Price +6.4% Increase from September 2018	77 Av. Days on Mkt. -10.5% Decrease from September 2018
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2,088 Active Listings -10.0% Decrease from September 2018	3.61% Mthly Av. Interest Rate -22.0% Decrease from September 2018 <small>According to FreddieMac.com</small>
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LUCAS AND UPPER WOOD COUNTY HOUSING MARKET

The information below compares Jan. 1, 2019—September 30, 2019 to Jan. 1, 2018—September 30, 2018

4,756 Home Sales -3.2% Decrease from Jan.—Sept. 2018	\$132,000 Med. Sales Price +5.6% Increase from Jan.—Sept. 2018
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\$161,940 Av. Sales Price +5.9% Increase from Jan.—Sept. 2018	80 Av. Days on Mkt. -8.0% Decrease from Jan.—Sept. 2018
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6,341 New Listings -5.3% Decrease from Jan.—Sept. 2018	\$769,703 Total Volume (in 1,000's) +2.5% Increase from Jan.—Sept. 2018
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Monthly Indicators



September 2019

With the kids back in school and the weather cooling, the housing market begins its annual cooldown as well. Nationally, buyer and seller activity remained strong, buoyed by low mortgage rates and a strong economy. The market fundamentals suggest no significant changes from recent trends, other than the seasonally tempered pace we see this time of year. As we move into the final three months of 2019, buyers will find fewer homes coming on the market, but also less competition for those homes.

New Listings decreased 3.3 percent for Single Family homes but increased 3.2 percent for Condo-Villa homes. Pending Sales increased 9.0 percent for Single Family homes but decreased 5.5 percent for Condo-Villa homes. Inventory decreased 13.6 percent for Single Family homes and 10.1 percent for Condo-Villa homes.

Median Sales Price increased 4.6 percent to \$134,900 for Single Family homes and 6.5 percent to \$182,500 for Condo-Villa homes. Days on Market decreased 8.3 percent for Single Family homes and 5.4 percent for Condo-Villa homes. Months Supply of Inventory decreased 12.5 percent for Single Family homes and 10.3 percent for Condo-Villa homes.

In Washington there are discussions around a broad overhaul of the housing finance system, including the re-privatization of Fannie Mae and Freddie Mac and reforms to federal agencies involved with financing substantial portions of the mortgages made every year. Many of these policy conversations and eventual changes will take months or years to be implemented and their impact is not yet clear. While Halloween decorations are beginning to adorn homes around the country, the real estate market this fall is looking far from scary.

Quick Facts

+ 1.0%	+ 4.6%	- 13.3%
Change in Number of Closed Sales All Properties	Change in Number of Median Sales Price All Properties	Change in Number of Homes for Sale All Properties

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Lucas County

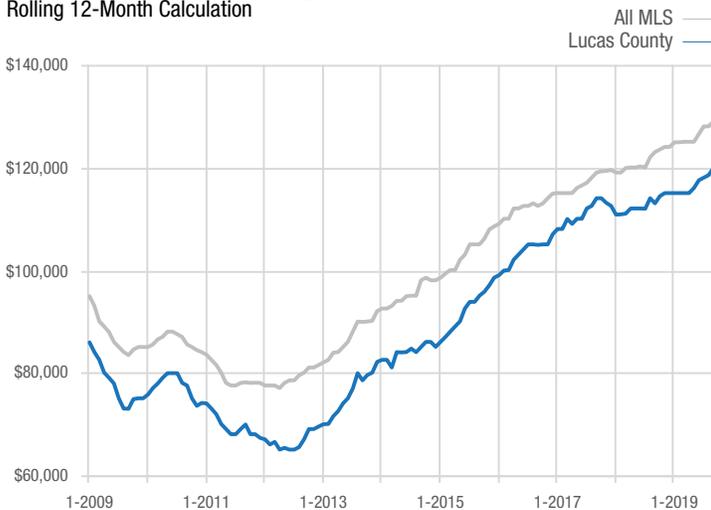
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	547	516	- 5.7%	5,801	5,397	- 7.0%
Pending Sales	433	459	+ 6.0%	4,236	4,127	- 2.6%
Closed Sales	436	437	+ 0.2%	4,202	4,043	- 3.8%
Days on Market Until Sale	87	76	- 12.6%	86	79	- 8.1%
Median Sales Price*	\$110,900	\$124,950	+ 12.7%	\$116,478	\$122,900	+ 5.5%
Average Sales Price*	\$141,492	\$145,482	+ 2.8%	\$141,355	\$148,254	+ 4.9%
Percent of List Price Received*	96.2%	96.4%	+ 0.2%	96.5%	96.7%	+ 0.2%
Inventory of Homes for Sale	1,799	1,469	- 18.3%	—	—	—
Months Supply of Inventory	4.0	3.3	- 17.5%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	47	50	+ 6.4%	527	466	- 11.6%
Pending Sales	47	33	- 29.8%	390	371	- 4.9%
Closed Sales	41	34	- 17.1%	379	360	- 5.0%
Days on Market Until Sale	67	71	+ 6.0%	83	86	+ 3.6%
Median Sales Price*	\$164,000	\$191,250	+ 16.6%	\$142,000	\$165,000	+ 16.2%
Average Sales Price*	\$163,373	\$193,678	+ 18.5%	\$152,850	\$168,556	+ 10.3%
Percent of List Price Received*	96.4%	97.2%	+ 0.8%	96.4%	96.7%	+ 0.3%
Inventory of Homes for Sale	151	130	- 13.9%	—	—	—
Months Supply of Inventory	3.8	3.3	- 13.2%	—	—	—

* 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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Toledo

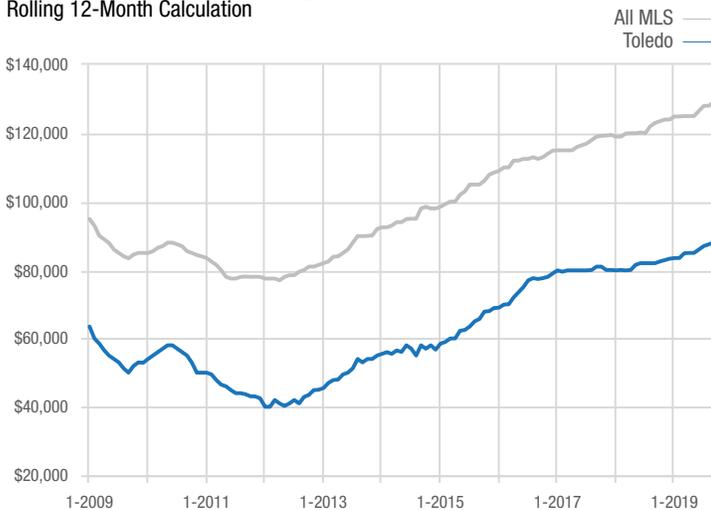
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	373	349	- 6.4%	3,838	3,480	- 9.3%
Pending Sales	295	293	- 0.7%	2,828	2,702	- 4.5%
Closed Sales	295	276	- 6.4%	2,809	2,665	- 5.1%
Days on Market Until Sale	90	74	- 17.8%	85	78	- 8.2%
Median Sales Price*	\$84,500	\$89,900	+ 6.4%	\$84,900	\$90,000	+ 6.0%
Average Sales Price*	\$101,512	\$102,669	+ 1.1%	\$102,669	\$104,837	+ 2.1%
Percent of List Price Received*	95.2%	95.6%	+ 0.4%	95.6%	95.9%	+ 0.3%
Inventory of Homes for Sale	1,185	933	- 21.3%	—	—	—
Months Supply of Inventory	3.9	3.2	- 17.9%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	26	28	+ 7.7%	277	261	- 5.8%
Pending Sales	26	16	- 38.5%	219	208	- 5.0%
Closed Sales	19	17	- 10.5%	213	204	- 4.2%
Days on Market Until Sale	60	70	+ 16.7%	84	83	- 1.2%
Median Sales Price*	\$105,000	\$145,000	+ 38.1%	\$108,000	\$121,000	+ 12.0%
Average Sales Price*	\$108,203	\$143,756	+ 32.9%	\$120,859	\$129,275	+ 7.0%
Percent of List Price Received*	95.0%	96.9%	+ 2.0%	96.1%	96.0%	- 0.1%
Inventory of Homes for Sale	80	70	- 12.5%	—	—	—
Months Supply of Inventory	3.5	3.1	- 11.4%	—	—	—

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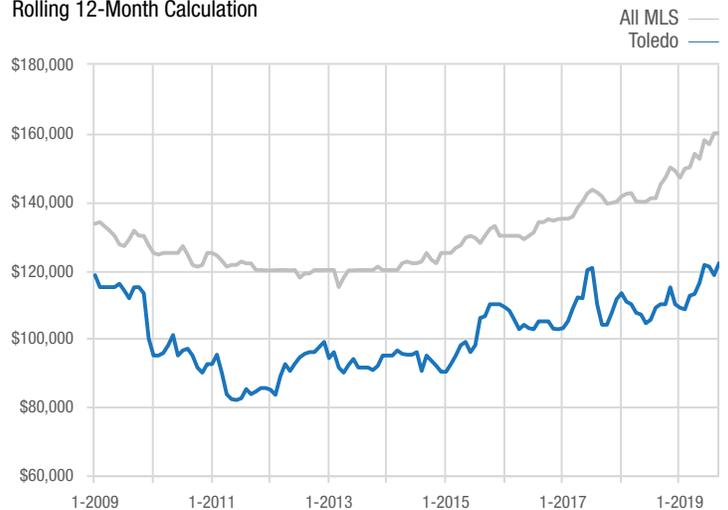
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wood County

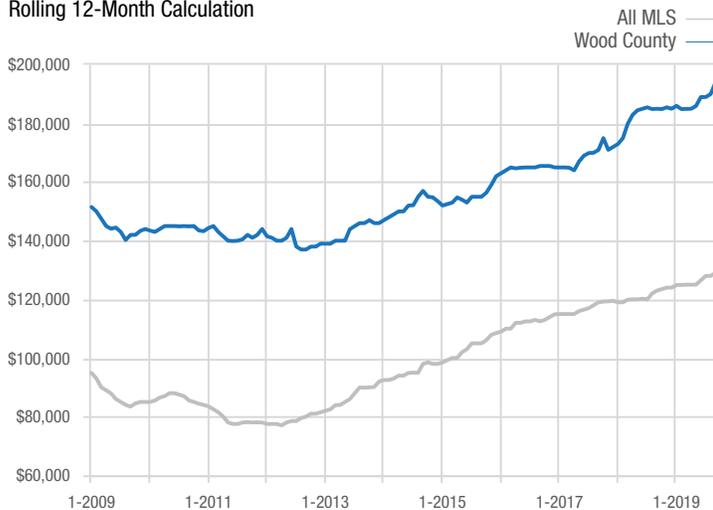
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	128	119	- 7.0%	1,297	1,273	- 1.9%
Pending Sales	111	110	- 0.9%	1,006	1,011	+ 0.5%
Closed Sales	118	110	- 6.8%	997	1,000	+ 0.3%
Days on Market Until Sale	84	78	- 7.1%	90	83	- 7.8%
Median Sales Price*	\$199,900	\$215,000	+ 7.6%	\$190,000	\$200,000	+ 5.3%
Average Sales Price*	\$212,748	\$257,708	+ 21.1%	\$215,786	\$227,945	+ 5.6%
Percent of List Price Received*	97.5%	97.9%	+ 0.4%	98.1%	98.1%	0.0%
Inventory of Homes for Sale	392	340	- 13.3%	—	—	—
Months Supply of Inventory	3.6	3.1	- 13.9%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	9	11	+ 22.2%	102	107	+ 4.9%
Pending Sales	6	7	+ 16.7%	89	81	- 9.0%
Closed Sales	8	8	0.0%	87	81	- 6.9%
Days on Market Until Sale	99	67	- 32.3%	76	68	- 10.5%
Median Sales Price*	\$182,500	\$223,950	+ 22.7%	\$184,900	\$197,000	+ 6.5%
Average Sales Price*	\$187,600	\$224,319	+ 19.6%	\$192,072	\$199,361	+ 3.8%
Percent of List Price Received*	97.9%	97.4%	- 0.5%	97.9%	96.9%	- 1.0%
Inventory of Homes for Sale	29	31	+ 6.9%	—	—	—
Months Supply of Inventory	3.3	3.5	+ 6.1%	—	—	—

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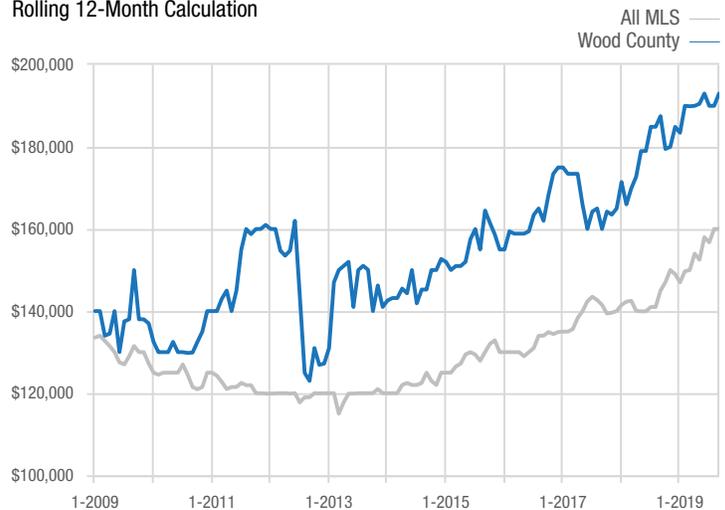
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Bowling Green

MLS Area 55: 43402

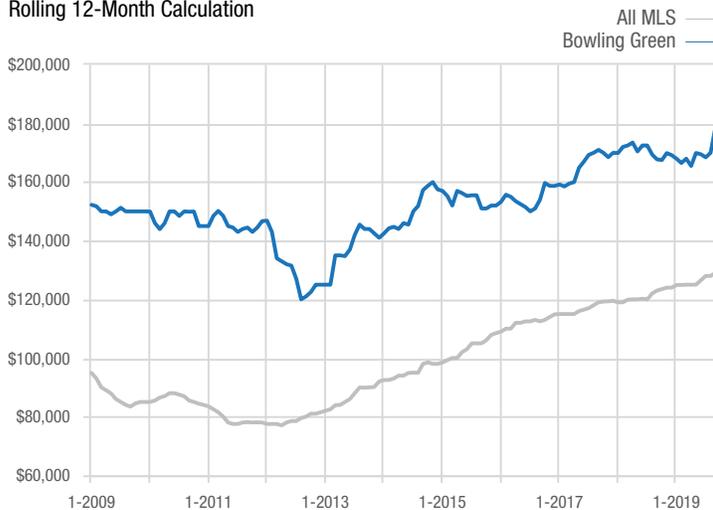
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	17	20	+ 17.6%	219	183	- 16.4%
Pending Sales	19	21	+ 10.5%	178	157	- 11.8%
Closed Sales	20	19	- 5.0%	178	156	- 12.4%
Days on Market Until Sale	79	68	- 13.9%	77	72	- 6.5%
Median Sales Price*	\$162,250	\$215,000	+ 32.5%	\$172,500	\$183,500	+ 6.4%
Average Sales Price*	\$168,403	\$247,014	+ 46.7%	\$190,183	\$201,615	+ 6.0%
Percent of List Price Received*	97.1%	97.9%	+ 0.8%	97.3%	98.0%	+ 0.7%
Inventory of Homes for Sale	60	47	- 21.7%	—	—	—
Months Supply of Inventory	3.1	2.7	- 12.9%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	4	1	- 75.0%	20	17	- 15.0%
Pending Sales	3	1	- 66.7%	17	11	- 35.3%
Closed Sales	1	1	0.0%	15	11	- 26.7%
Days on Market Until Sale	394	46	- 88.3%	72	44	- 38.9%
Median Sales Price*	\$259,000	\$125,750	- 51.4%	\$190,000	\$137,500	- 27.6%
Average Sales Price*	\$259,000	\$125,750	- 51.4%	\$209,498	\$165,850	- 20.8%
Percent of List Price Received*	100.0%	96.8%	- 3.2%	98.9%	99.1%	+ 0.2%
Inventory of Homes for Sale	6	8	+ 33.3%	—	—	—
Months Supply of Inventory	3.0	3.6	+ 20.0%	—	—	—

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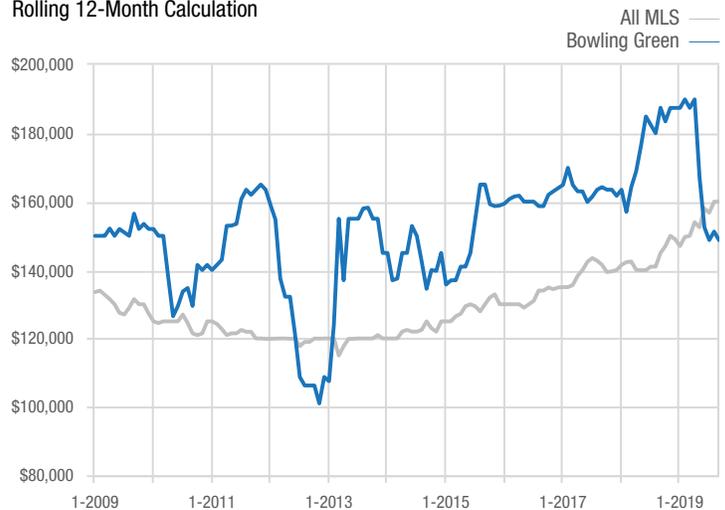
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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East River

MLS Area 24: 43605

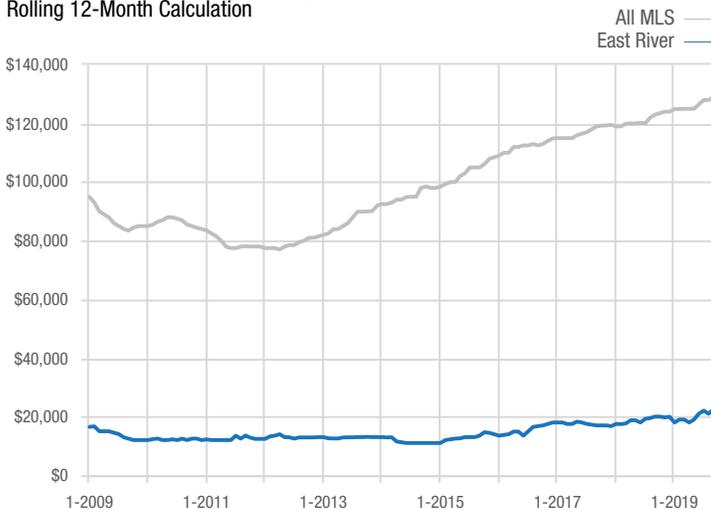
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	19	18	- 5.3%	222	161	- 27.5%
Pending Sales	14	12	- 14.3%	158	117	- 25.9%
Closed Sales	16	12	- 25.0%	159	121	- 23.9%
Days on Market Until Sale	93	89	- 4.3%	83	80	- 3.6%
Median Sales Price*	\$19,000	\$35,000	+ 84.2%	\$19,951	\$22,950	+ 15.0%
Average Sales Price*	\$28,961	\$38,382	+ 32.5%	\$25,483	\$27,804	+ 9.1%
Percent of List Price Received*	89.7%	88.8%	- 1.0%	90.6%	90.5%	- 0.1%
Inventory of Homes for Sale	67	55	- 17.9%	—	—	—
Months Supply of Inventory	4.0	3.8	- 5.0%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% 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	—	—	—	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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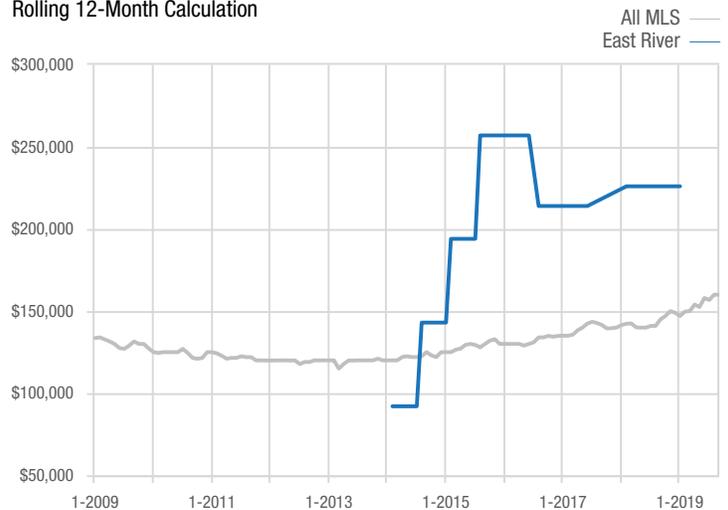
Median Sales Price - Single Family

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	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	5	1	- 80.0%	27	16	- 40.7%
Pending Sales	3	5	+ 66.7%	26	16	- 38.5%
Closed Sales	4	3	- 25.0%	26	14	- 46.2%
Days on Market Until Sale	81	155	+ 91.4%	127	95	- 25.2%
Median Sales Price*	\$83,500	\$215,000	+ 157.5%	\$64,000	\$184,000	+ 187.5%
Average Sales Price*	\$96,475	\$187,300	+ 94.1%	\$109,492	\$172,986	+ 58.0%
Percent of List Price Received*	89.8%	94.8%	+ 5.6%	88.1%	93.5%	+ 6.1%
Inventory of Homes for Sale	10	5	- 50.0%	—	—	—
Months Supply of Inventory	3.9	1.8	- 53.8%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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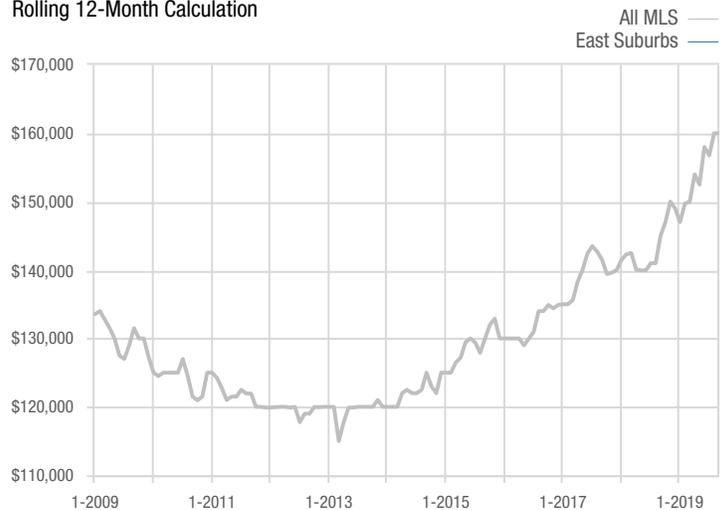
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Five Points / Northtowne

MLS Area 13: 43612

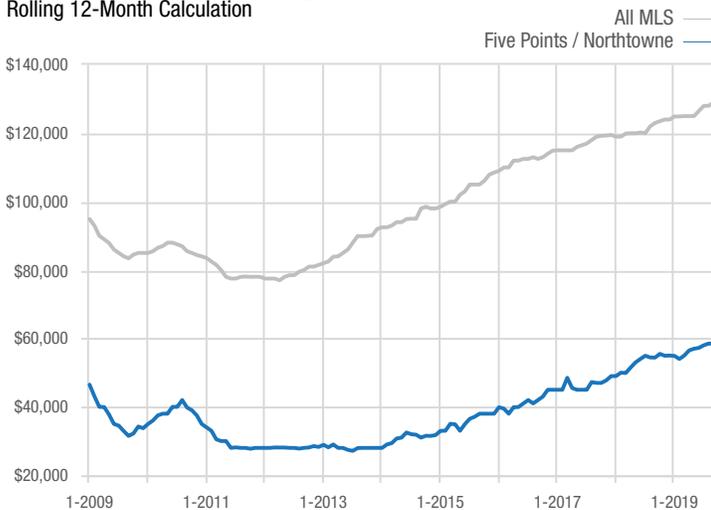
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	37	39	+ 5.4%	419	376	- 10.3%
Pending Sales	31	27	- 12.9%	308	317	+ 2.9%
Closed Sales	32	26	- 18.8%	309	313	+ 1.3%
Days on Market Until Sale	101	73	- 27.7%	89	80	- 10.1%
Median Sales Price*	\$56,700	\$57,450	+ 1.3%	\$56,000	\$59,900	+ 7.0%
Average Sales Price*	\$55,347	\$54,486	- 1.6%	\$57,247	\$61,910	+ 8.1%
Percent of List Price Received*	90.0%	95.9%	+ 6.6%	94.9%	95.2%	+ 0.3%
Inventory of Homes for Sale	145	100	- 31.0%	—	—	—
Months Supply of Inventory	4.2	3.0	- 28.6%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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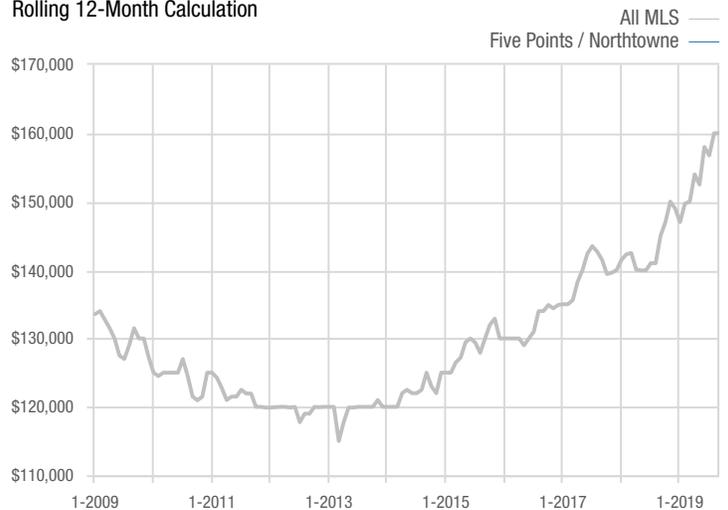
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Franklin Park / Trilby

MLS Area 11: 43623

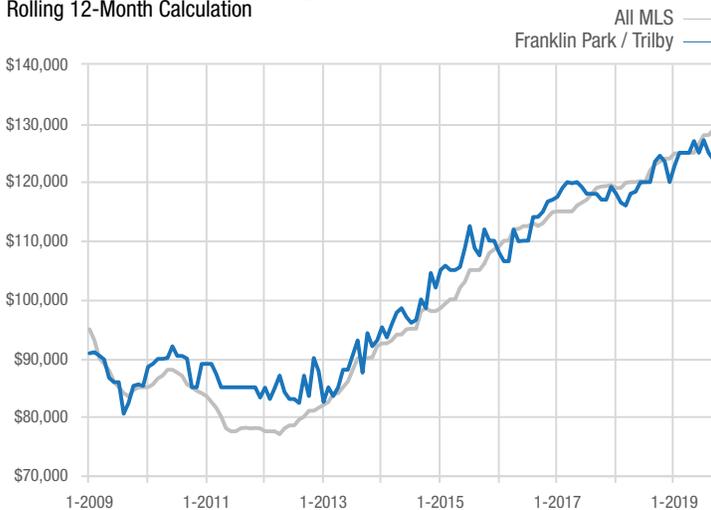
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	27	25	- 7.4%	297	242	- 18.5%
Pending Sales	31	24	- 22.6%	224	187	- 16.5%
Closed Sales	30	28	- 6.7%	217	185	- 14.7%
Days on Market Until Sale	79	56	- 29.1%	82	76	- 7.3%
Median Sales Price*	\$129,950	\$108,500	- 16.5%	\$124,000	\$124,000	0.0%
Average Sales Price*	\$133,763	\$120,650	- 9.8%	\$141,401	\$148,515	+ 5.0%
Percent of List Price Received*	98.4%	100.6%	+ 2.2%	96.9%	98.7%	+ 1.9%
Inventory of Homes for Sale	85	62	- 27.1%	—	—	—
Months Supply of Inventory	3.8	3.1	- 18.4%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	1	0	- 100.0%	14	17	+ 21.4%
Pending Sales	2	1	- 50.0%	11	13	+ 18.2%
Closed Sales	2	0	- 100.0%	11	13	+ 18.2%
Days on Market Until Sale	47	—	—	35	55	+ 57.1%
Median Sales Price*	\$103,450	—	—	\$109,900	\$115,000	+ 4.6%
Average Sales Price*	\$103,450	—	—	\$115,936	\$123,185	+ 6.3%
Percent of List Price Received*	99.0%	—	—	97.9%	98.7%	+ 0.8%
Inventory of Homes for Sale	1	4	+ 300.0%	—	—	—
Months Supply of Inventory	0.7	2.5	+ 257.1%	—	—	—

* 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.

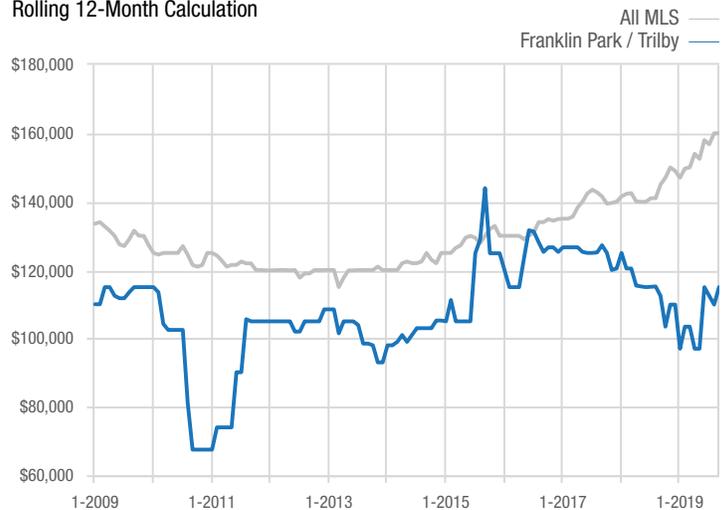
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – September 2019

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Heatherdowns Blvd / River Rd

MLS Area 23: 43614

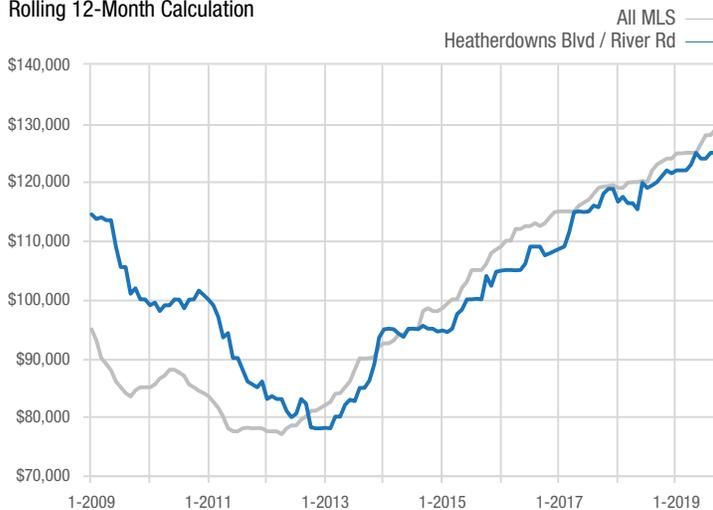
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	37	45	+ 21.6%	474	415	- 12.4%
Pending Sales	36	35	- 2.8%	380	328	- 13.7%
Closed Sales	35	40	+ 14.3%	372	320	- 14.0%
Days on Market Until Sale	74	69	- 6.8%	80	74	- 7.5%
Median Sales Price*	\$131,375	\$121,750	- 7.3%	\$121,000	\$125,000	+ 3.3%
Average Sales Price*	\$151,019	\$125,188	- 17.1%	\$129,864	\$128,580	- 1.0%
Percent of List Price Received*	95.3%	97.2%	+ 2.0%	97.2%	98.3%	+ 1.1%
Inventory of Homes for Sale	121	111	- 8.3%	—	—	—
Months Supply of Inventory	3.0	3.2	+ 6.7%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	5	8	+ 60.0%	54	59	+ 9.3%
Pending Sales	8	1	- 87.5%	48	42	- 12.5%
Closed Sales	5	2	- 60.0%	45	41	- 8.9%
Days on Market Until Sale	55	47	- 14.5%	66	82	+ 24.2%
Median Sales Price*	\$48,000	\$56,025	+ 16.7%	\$75,900	\$79,000	+ 4.1%
Average Sales Price*	\$59,412	\$56,025	- 5.7%	\$86,718	\$86,009	- 0.8%
Percent of List Price Received*	93.3%	93.9%	+ 0.6%	96.0%	93.4%	- 2.7%
Inventory of Homes for Sale	12	19	+ 58.3%	—	—	—
Months Supply of Inventory	2.5	4.2	+ 68.0%	—	—	—

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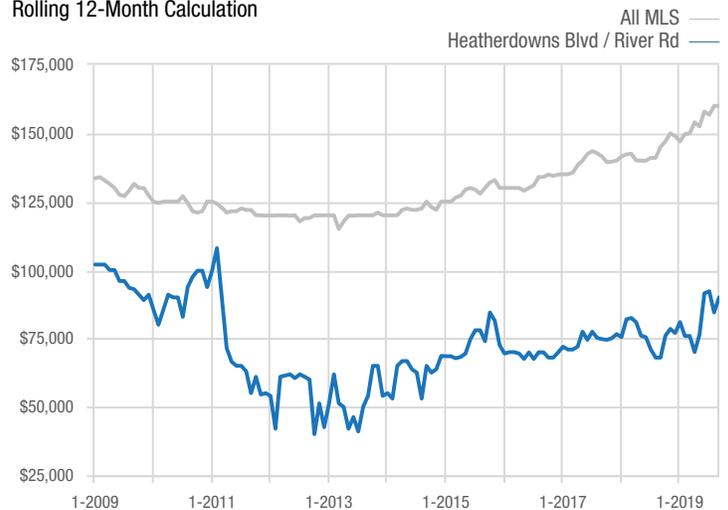
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Maumee

MLS Area 07: 43537

Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	34	37	+ 8.8%	405	429	+ 5.9%
Pending Sales	32	35	+ 9.4%	315	332	+ 5.4%
Closed Sales	36	30	- 16.7%	315	322	+ 2.2%
Days on Market Until Sale	66	78	+ 18.2%	78	72	- 7.7%
Median Sales Price*	\$192,500	\$169,900	- 11.7%	\$183,500	\$180,000	- 1.9%
Average Sales Price*	\$225,524	\$198,038	- 12.2%	\$219,408	\$214,923	- 2.0%
Percent of List Price Received*	97.7%	97.9%	+ 0.2%	98.1%	98.4%	+ 0.3%
Inventory of Homes for Sale	110	102	- 7.3%	—	—	—
Months Supply of Inventory	3.4	3.0	- 11.8%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	6	7	+ 16.7%	68	55	- 19.1%
Pending Sales	9	4	- 55.6%	45	44	- 2.2%
Closed Sales	8	5	- 37.5%	41	42	+ 2.4%
Days on Market Until Sale	57	93	+ 63.2%	60	61	+ 1.7%
Median Sales Price*	\$188,500	\$292,000	+ 54.9%	\$182,250	\$210,500	+ 15.5%
Average Sales Price*	\$186,600	\$256,800	+ 37.6%	\$213,746	\$229,200	+ 7.2%
Percent of List Price Received*	98.6%	98.7%	+ 0.1%	97.7%	98.4%	+ 0.7%
Inventory of Homes for Sale	17	16	- 5.9%	—	—	—
Months Supply of Inventory	3.5	3.6	+ 2.9%	—	—	—

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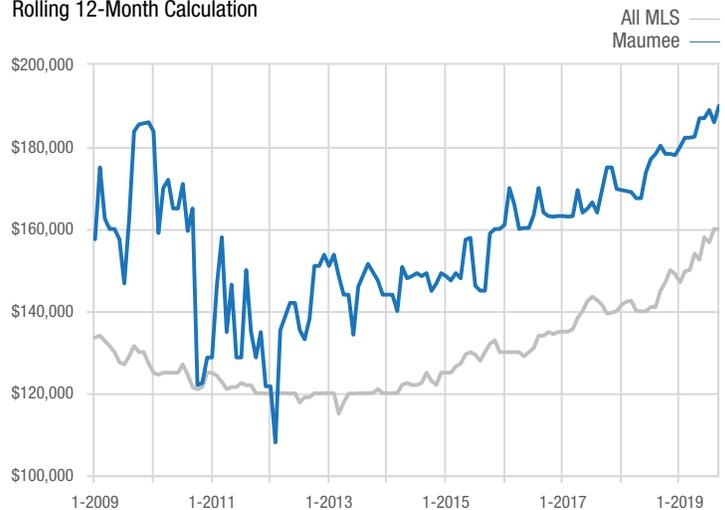
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Monclova

MLS Area 06: 43542

Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	6	7	+ 16.7%	83	79	- 4.8%
Pending Sales	3	4	+ 33.3%	53	58	+ 9.4%
Closed Sales	5	5	0.0%	52	55	+ 5.8%
Days on Market Until Sale	78	46	- 41.0%	108	102	- 5.6%
Median Sales Price*	\$352,500	\$192,500	- 45.4%	\$319,575	\$341,025	+ 6.7%
Average Sales Price*	\$376,530	\$231,080	- 38.6%	\$334,406	\$342,805	+ 2.5%
Percent of List Price Received*	116.1%	98.6%	- 15.1%	99.3%	97.5%	- 1.8%
Inventory of Homes for Sale	33	30	- 9.1%	—	—	—
Months Supply of Inventory	6.2	4.9	- 21.0%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	0	0	—	3	2	- 33.3%
Pending Sales	1	2	+ 100.0%	2	2	0.0%
Closed Sales	0	2	—	1	2	+ 100.0%
Days on Market Until Sale	—	77	—	124	77	- 37.9%
Median Sales Price*	—	\$271,500	—	\$222,500	\$271,500	+ 22.0%
Average Sales Price*	—	\$271,500	—	\$222,500	\$271,500	+ 22.0%
Percent of List Price Received*	—	97.0%	—	98.9%	97.0%	- 1.9%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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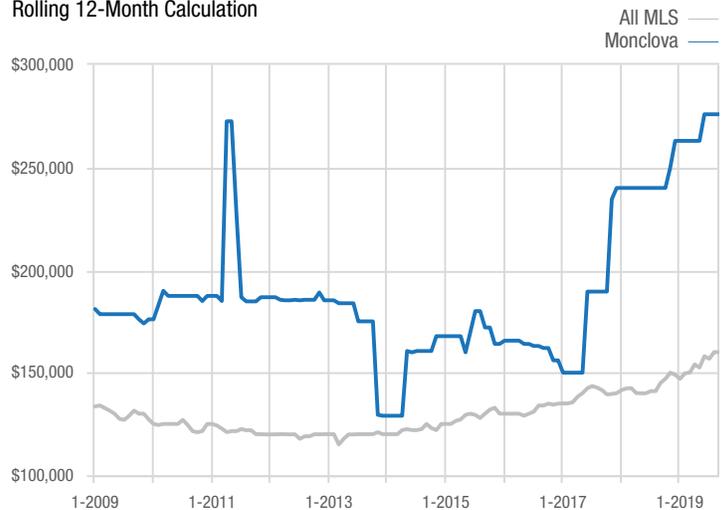
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Northwood / Rossford / Lake Twp

MLS Area 54: Includes Millbury, Moline and Walbridge

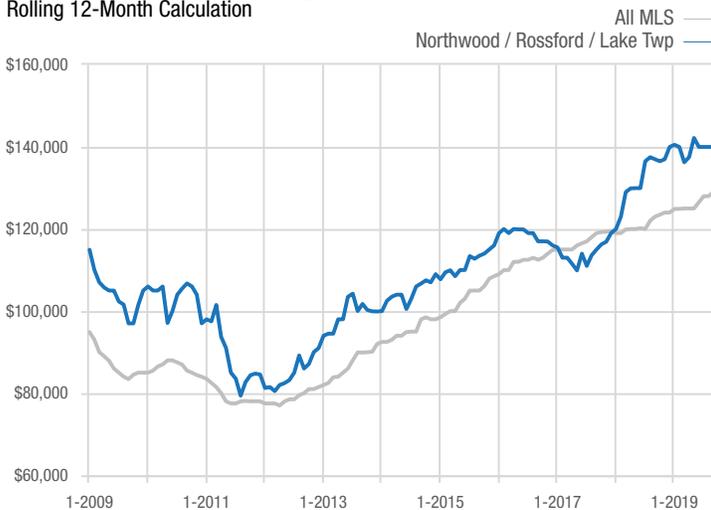
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	38	18	- 52.6%	275	239	- 13.1%
Pending Sales	23	23	0.0%	201	214	+ 6.5%
Closed Sales	23	20	- 13.0%	203	213	+ 4.9%
Days on Market Until Sale	78	70	- 10.3%	90	80	- 11.1%
Median Sales Price*	\$127,500	\$130,500	+ 2.4%	\$143,950	\$145,000	+ 0.7%
Average Sales Price*	\$147,226	\$125,590	- 14.7%	\$145,663	\$152,599	+ 4.8%
Percent of List Price Received*	96.1%	95.8%	- 0.3%	98.0%	98.1%	+ 0.1%
Inventory of Homes for Sale	95	51	- 46.3%	—	—	—
Months Supply of Inventory	4.1	2.1	- 48.8%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	2	1	- 50.0%	10	11	+ 10.0%
Pending Sales	2	2	0.0%	8	10	+ 25.0%
Closed Sales	2	2	0.0%	7	10	+ 42.9%
Days on Market Until Sale	64	37	- 42.2%	90	78	- 13.3%
Median Sales Price*	\$109,700	\$186,250	+ 69.8%	\$49,000	\$185,500	+ 278.6%
Average Sales Price*	\$109,700	\$186,250	+ 69.8%	\$81,329	\$158,320	+ 94.7%
Percent of List Price Received*	97.1%	97.8%	+ 0.7%	95.7%	98.0%	+ 2.4%
Inventory of Homes for Sale	4	0	- 100.0%	—	—	—
Months Supply of Inventory	3.2	—	—	—	—	—

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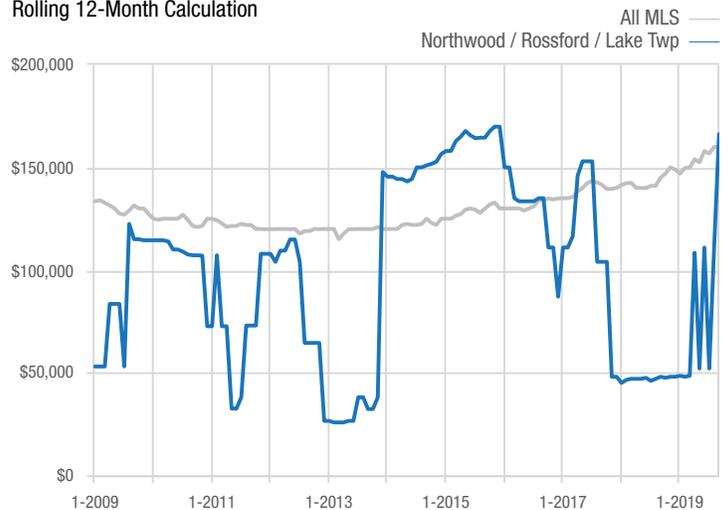
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Olde North End

MLS Area 19: 43608

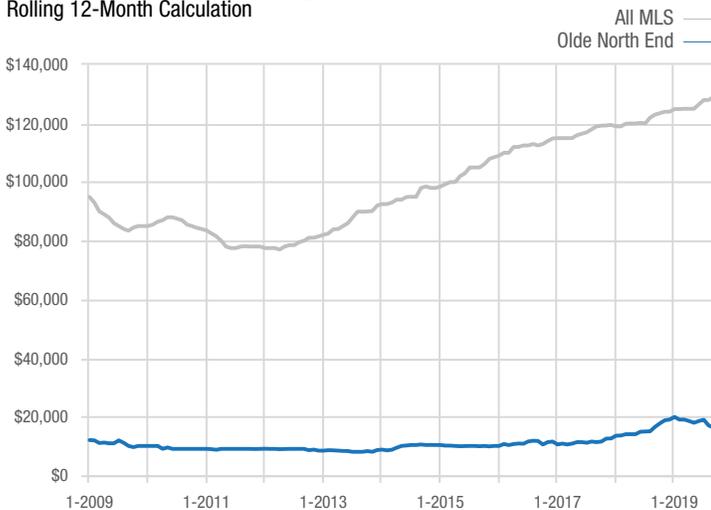
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	15	18	+ 20.0%	101	130	+ 28.7%
Pending Sales	11	4	- 63.6%	69	74	+ 7.2%
Closed Sales	10	4	- 60.0%	69	75	+ 8.7%
Days on Market Until Sale	105	155	+ 47.6%	87	81	- 6.9%
Median Sales Price*	\$20,250	\$10,250	- 49.4%	\$19,900	\$15,500	- 22.1%
Average Sales Price*	\$24,990	\$11,225	- 55.1%	\$26,566	\$18,164	- 31.6%
Percent of List Price Received*	95.6%	81.3%	- 15.0%	92.2%	85.3%	- 7.5%
Inventory of Homes for Sale	34	43	+ 26.5%	—	—	—
Months Supply of Inventory	4.0	5.2	+ 30.0%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% 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

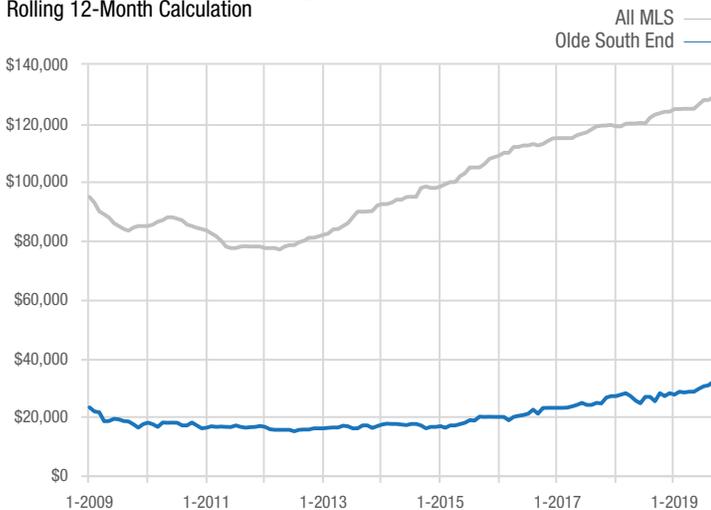
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	20	22	+ 10.0%	246	206	- 16.3%
Pending Sales	21	11	- 47.6%	164	144	- 12.2%
Closed Sales	22	13	- 40.9%	158	150	- 5.1%
Days on Market Until Sale	134	63	- 53.0%	94	67	- 28.7%
Median Sales Price*	\$17,000	\$40,500	+ 138.2%	\$25,000	\$32,500	+ 30.0%
Average Sales Price*	\$27,998	\$39,150	+ 39.8%	\$30,323	\$34,171	+ 12.7%
Percent of List Price Received*	89.0%	87.1%	- 2.1%	88.4%	91.6%	+ 3.6%
Inventory of Homes for Sale	73	53	- 27.4%	—	—	—
Months Supply of Inventory	4.3	3.1	- 27.9%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
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*	—	—	—	—	\$233,000	—
Average Sales Price*	—	—	—	—	\$233,000	—
Percent of List Price Received*	—	—	—	—	98.0%	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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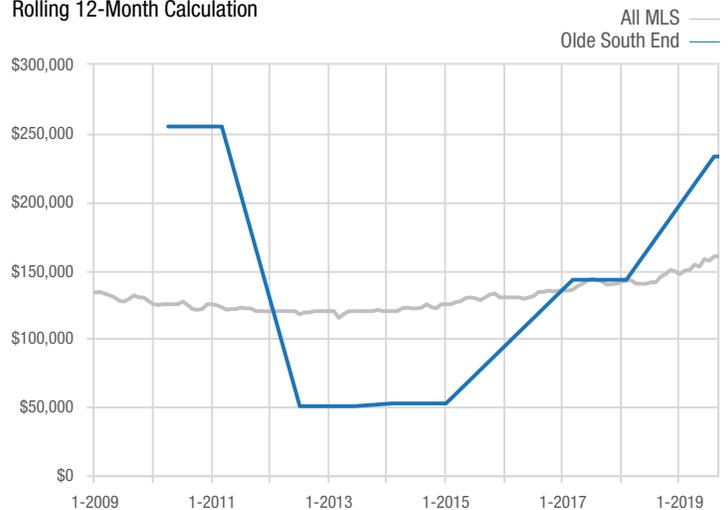
Median Sales Price - Single Family

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

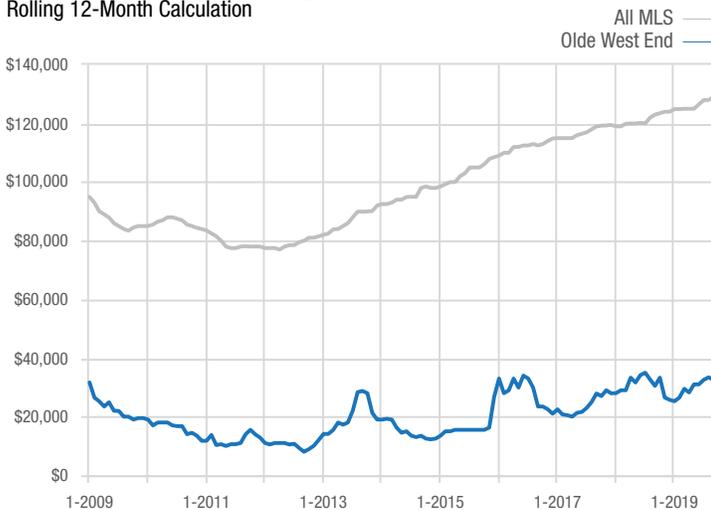
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	8	7	- 12.5%	50	63	+ 26.0%
Pending Sales	3	5	+ 66.7%	32	39	+ 21.9%
Closed Sales	3	6	+ 100.0%	32	37	+ 15.6%
Days on Market Until Sale	42	107	+ 154.8%	67	105	+ 56.7%
Median Sales Price*	\$48,000	\$65,000	+ 35.4%	\$30,500	\$38,500	+ 26.2%
Average Sales Price*	\$58,217	\$99,721	+ 71.3%	\$59,658	\$76,863	+ 28.8%
Percent of List Price Received*	94.9%	80.3%	- 15.4%	90.1%	90.1%	0.0%
Inventory of Homes for Sale	21	24	+ 14.3%	—	—	—
Months Supply of Inventory	5.5	5.2	- 5.5%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	1	0	- 100.0%	4	2	- 50.0%
Pending Sales	1	0	- 100.0%	4	1	- 75.0%
Closed Sales	1	0	- 100.0%	5	3	- 40.0%
Days on Market Until Sale	37	—	—	60	119	+ 98.3%
Median Sales Price*	\$33,900	—	—	\$44,567	\$78,000	+ 75.0%
Average Sales Price*	\$33,900	—	—	\$48,093	\$72,000	+ 49.7%
Percent of List Price Received*	85.0%	—	—	93.5%	88.3%	- 5.6%
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	2.0	1.0	- 50.0%	—	—	—

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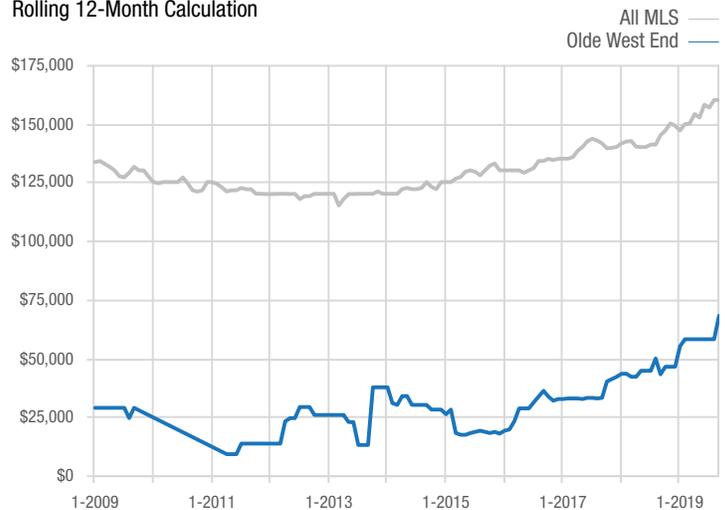
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Oregon

MLS Area 25: 43616

Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	19	22	+ 15.8%	271	237	- 12.5%
Pending Sales	20	24	+ 20.0%	196	203	+ 3.6%
Closed Sales	24	23	- 4.2%	198	196	- 1.0%
Days on Market Until Sale	75	114	+ 52.0%	86	85	- 1.2%
Median Sales Price*	\$132,450	\$142,000	+ 7.2%	\$134,900	\$154,950	+ 14.9%
Average Sales Price*	\$141,667	\$162,191	+ 14.5%	\$148,043	\$163,813	+ 10.7%
Percent of List Price Received*	96.6%	95.5%	- 1.1%	97.1%	98.0%	+ 0.9%
Inventory of Homes for Sale	80	66	- 17.5%	—	—	—
Months Supply of Inventory	3.9	3.1	- 20.5%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	0	1	—	6	7	+ 16.7%
Pending Sales	1	0	- 100.0%	6	4	- 33.3%
Closed Sales	0	2	—	5	4	- 20.0%
Days on Market Until Sale	—	65	—	66	48	- 27.3%
Median Sales Price*	—	\$147,500	—	\$166,900	\$195,450	+ 17.1%
Average Sales Price*	—	\$147,500	—	\$160,330	\$187,725	+ 17.1%
Percent of List Price Received*	—	95.7%	—	98.4%	97.5%	- 0.9%
Inventory of Homes for Sale	0	3	—	—	—	—
Months Supply of Inventory	—	2.3	—	—	—	—

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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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Ottawa Hills

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

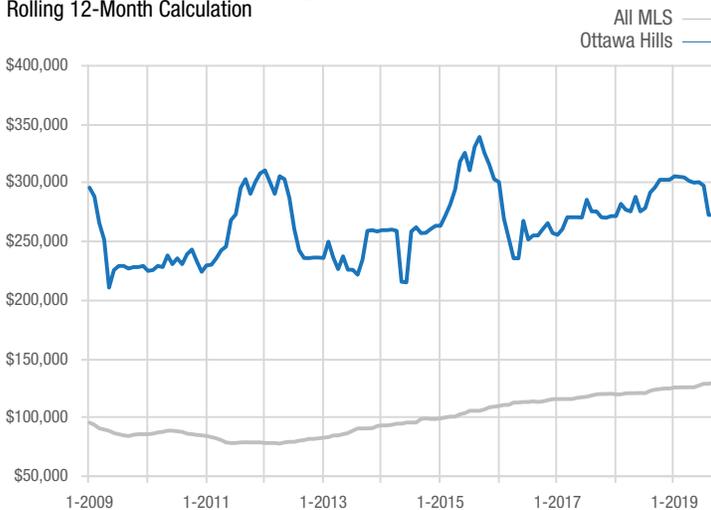
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	9	12	+ 33.3%	145	118	- 18.6%
Pending Sales	5	6	+ 20.0%	92	76	- 17.4%
Closed Sales	3	5	+ 66.7%	91	75	- 17.6%
Days on Market Until Sale	151	294	+ 94.7%	87	121	+ 39.1%
Median Sales Price*	\$302,000	\$497,500	+ 64.7%	\$304,000	\$272,000	- 10.5%
Average Sales Price*	\$659,333	\$388,900	- 41.0%	\$350,851	\$323,605	- 7.8%
Percent of List Price Received*	90.6%	92.6%	+ 2.2%	96.8%	96.7%	- 0.1%
Inventory of Homes for Sale	47	44	- 6.4%	—	—	—
Months Supply of Inventory	5.4	6.1	+ 13.0%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	2	2	0.0%	18	18	0.0%
Pending Sales	1	2	+ 100.0%	11	17	+ 54.5%
Closed Sales	1	3	+ 200.0%	11	17	+ 54.5%
Days on Market Until Sale	93	107	+ 15.1%	124	126	+ 1.6%
Median Sales Price*	\$118,500	\$83,500	- 29.5%	\$118,500	\$82,500	- 30.4%
Average Sales Price*	\$118,500	\$113,500	- 4.2%	\$145,786	\$91,410	- 37.3%
Percent of List Price Received*	98.8%	89.0%	- 9.9%	94.1%	95.2%	+ 1.2%
Inventory of Homes for Sale	8	4	- 50.0%	—	—	—
Months Supply of Inventory	6.2	1.7	- 72.6%	—	—	—

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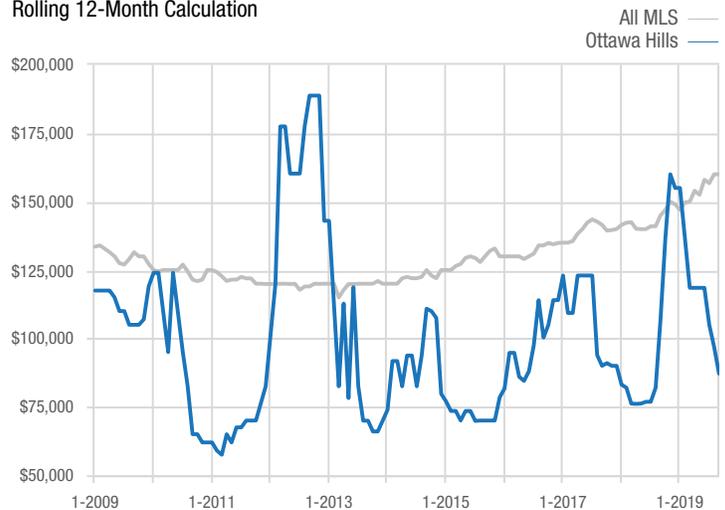
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – September 2019

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Ottawa Park / Westgate

MLS Area 17: 43606 (except Ottawa Hills)

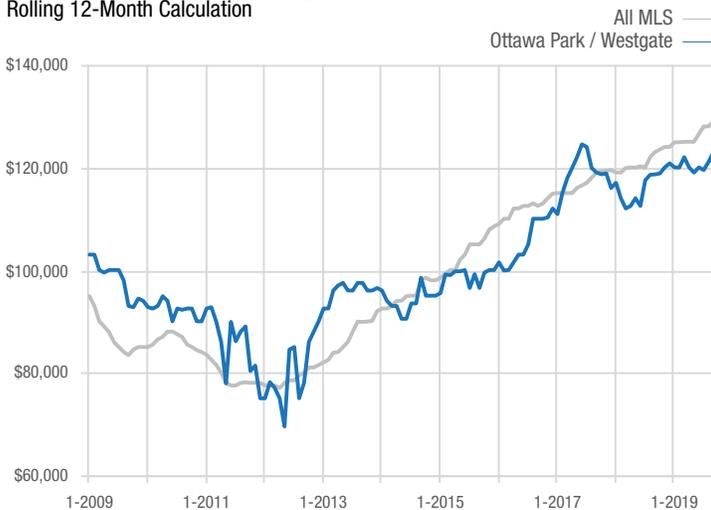
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	34	17	- 50.0%	262	250	- 4.6%
Pending Sales	17	26	+ 52.9%	184	208	+ 13.0%
Closed Sales	18	21	+ 16.7%	184	203	+ 10.3%
Days on Market Until Sale	75	60	- 20.0%	72	73	+ 1.4%
Median Sales Price*	\$112,700	\$135,000	+ 19.8%	\$120,000	\$122,250	+ 1.9%
Average Sales Price*	\$105,539	\$129,704	+ 22.9%	\$116,831	\$126,396	+ 8.2%
Percent of List Price Received*	95.8%	94.5%	- 1.4%	97.0%	96.5%	- 0.5%
Inventory of Homes for Sale	94	63	- 33.0%	—	—	—
Months Supply of Inventory	4.6	2.6	- 43.5%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	1	0	- 100.0%	8	5	- 37.5%
Pending Sales	1	0	- 100.0%	7	7	0.0%
Closed Sales	1	0	- 100.0%	7	7	0.0%
Days on Market Until Sale	55	—	—	67	63	- 6.0%
Median Sales Price*	\$80,000	—	—	\$109,000	\$125,000	+ 14.7%
Average Sales Price*	\$80,000	—	—	\$93,500	\$117,557	+ 25.7%
Percent of List Price Received*	94.7%	—	—	94.6%	97.3%	+ 2.9%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.9	—	—	—	—	—

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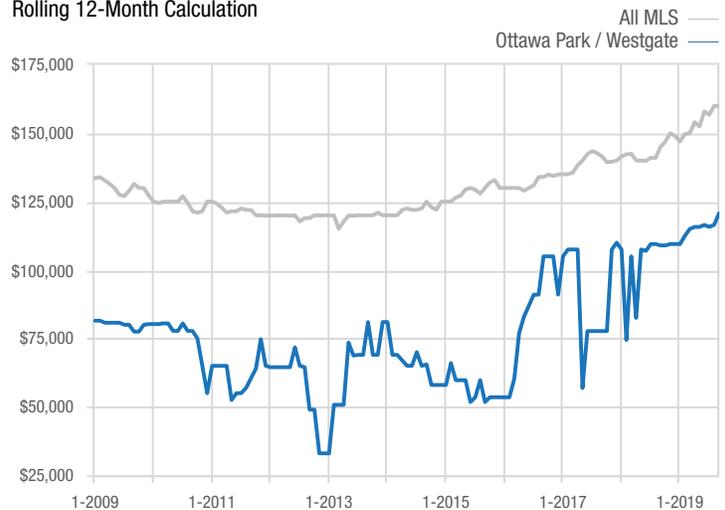
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Perrysburg / Perrysburg Twp

MLS Area 53: 43551

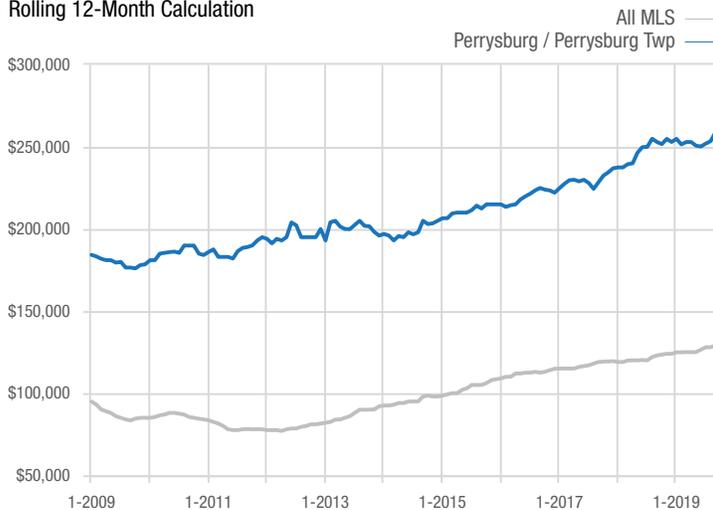
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	42	59	+ 40.5%	541	595	+ 10.0%
Pending Sales	57	47	- 17.5%	443	447	+ 0.9%
Closed Sales	58	57	- 1.7%	435	442	+ 1.6%
Days on Market Until Sale	91	89	- 2.2%	97	91	- 6.2%
Median Sales Price*	\$250,000	\$293,000	+ 17.2%	\$255,450	\$264,000	+ 3.3%
Average Sales Price*	\$273,455	\$330,818	+ 21.0%	\$282,567	\$301,017	+ 6.5%
Percent of List Price Received*	97.7%	98.4%	+ 0.7%	98.1%	98.5%	+ 0.4%
Inventory of Homes for Sale	155	172	+ 11.0%	—	—	—
Months Supply of Inventory	3.3	3.8	+ 15.2%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	3	9	+ 200.0%	69	76	+ 10.1%
Pending Sales	1	4	+ 300.0%	61	58	- 4.9%
Closed Sales	5	5	0.0%	62	57	- 8.1%
Days on Market Until Sale	54	83	+ 53.7%	77	71	- 7.8%
Median Sales Price*	\$190,000	\$242,900	+ 27.8%	\$190,925	\$208,000	+ 8.9%
Average Sales Price*	\$204,480	\$259,260	+ 26.8%	\$201,911	\$217,995	+ 8.0%
Percent of List Price Received*	97.8%	97.3%	- 0.5%	98.1%	96.6%	- 1.5%
Inventory of Homes for Sale	19	23	+ 21.1%	—	—	—
Months Supply of Inventory	3.0	4.0	+ 33.3%	—	—	—

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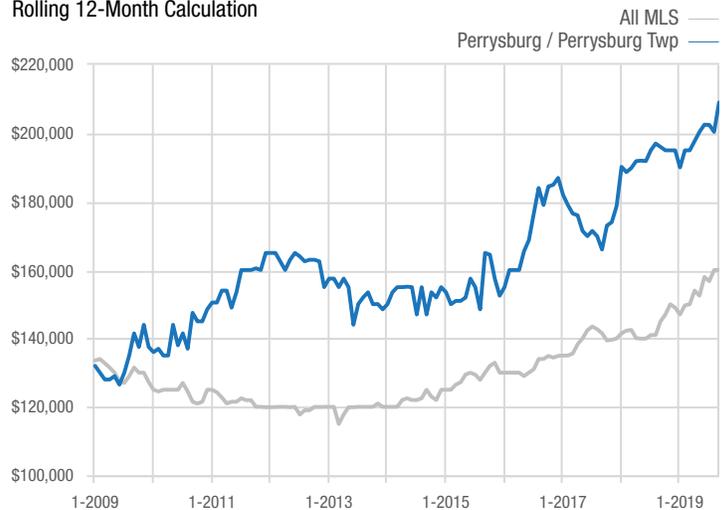
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Point Place

MLS Area 14: 43611

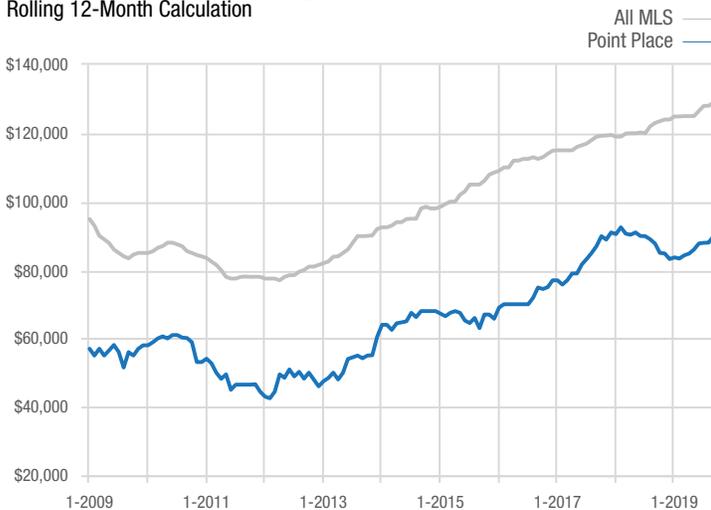
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	30	29	- 3.3%	263	259	- 1.5%
Pending Sales	21	25	+ 19.0%	195	196	+ 0.5%
Closed Sales	21	18	- 14.3%	197	192	- 2.5%
Days on Market Until Sale	111	68	- 38.7%	87	72	- 17.2%
Median Sales Price*	\$86,450	\$103,450	+ 19.7%	\$84,700	\$91,000	+ 7.4%
Average Sales Price*	\$98,143	\$111,961	+ 14.1%	\$90,941	\$96,831	+ 6.5%
Percent of List Price Received*	97.4%	100.7%	+ 3.4%	96.7%	96.5%	- 0.2%
Inventory of Homes for Sale	73	76	+ 4.1%	—	—	—
Months Supply of Inventory	3.4	3.5	+ 2.9%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	1	1	0.0%	2	2	0.0%
Pending Sales	0	0	—	1	1	0.0%
Closed Sales	0	0	—	1	2	+ 100.0%
Days on Market Until Sale	—	—	—	96	30	- 68.8%
Median Sales Price*	—	—	—	\$46,000	\$117,000	+ 154.3%
Average Sales Price*	—	—	—	\$46,000	\$117,000	+ 154.3%
Percent of List Price Received*	—	—	—	92.2%	92.5%	+ 0.3%
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	1.0	1.0	0.0%	—	—	—

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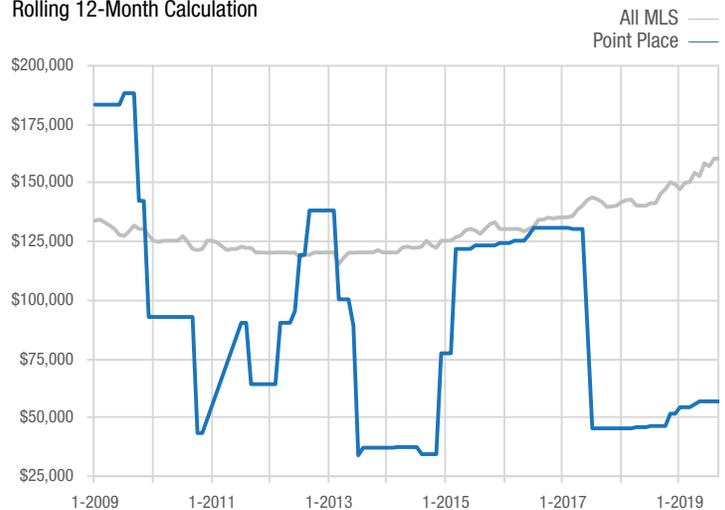
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Scott Park

MLS Area 21: 43607

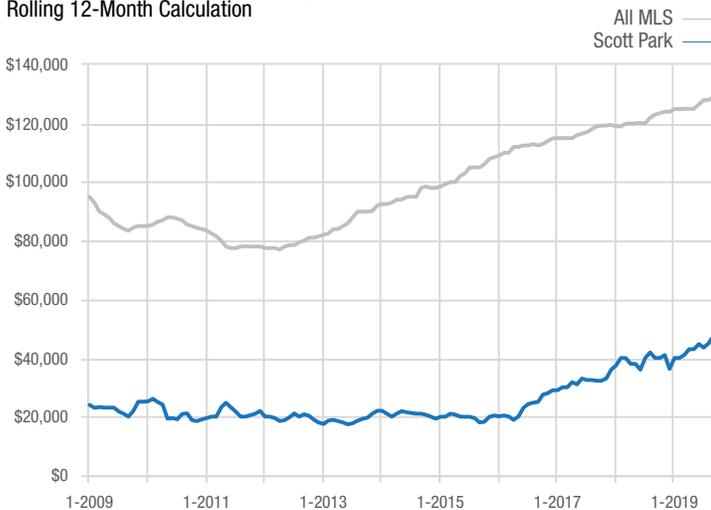
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
Key Metrics						
New Listings	20	14	- 30.0%	205	153	- 25.4%
Pending Sales	17	16	- 5.9%	133	131	- 1.5%
Closed Sales	17	15	- 11.8%	131	130	- 0.8%
Days on Market Until Sale	63	49	- 22.2%	83	88	+ 6.0%
Median Sales Price*	\$26,500	\$38,000	+ 43.4%	\$38,500	\$49,200	+ 27.8%
Average Sales Price*	\$43,556	\$54,693	+ 25.6%	\$43,907	\$56,323	+ 28.3%
Percent of List Price Received*	95.3%	86.3%	- 9.4%	92.3%	92.0%	- 0.3%
Inventory of Homes for Sale	78	37	- 52.6%	—	—	—
Months Supply of Inventory	5.5	2.5	- 54.5%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% 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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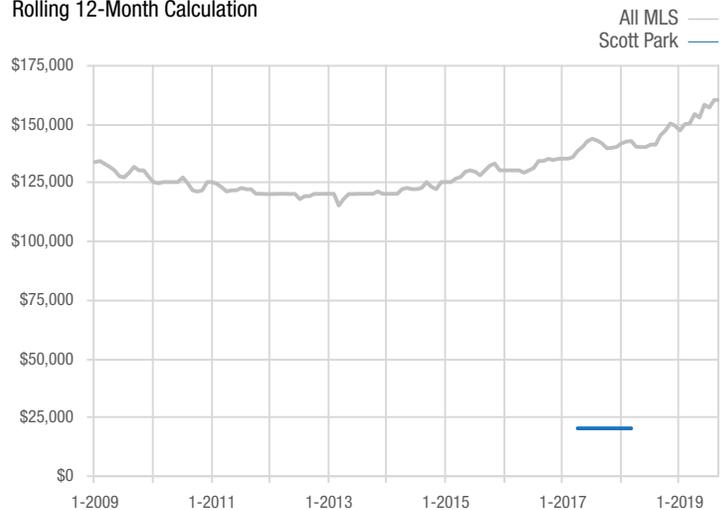
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Spring Meadows

MLS Area 05: 43528 (Includes Holland)

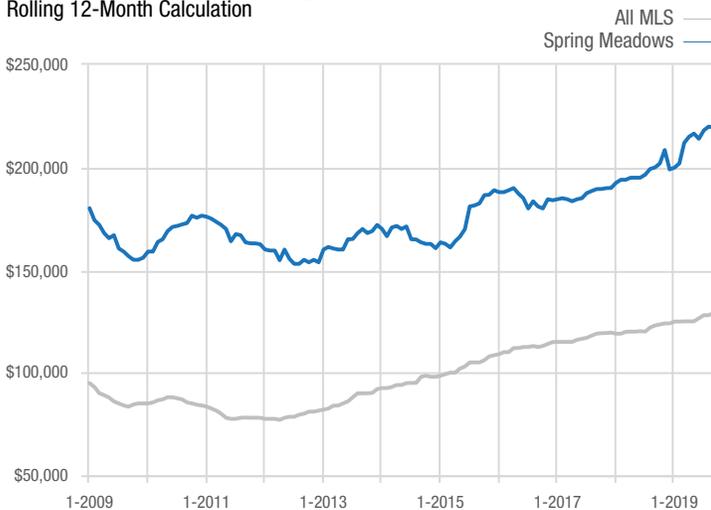
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	31	21	- 32.3%	286	282	- 1.4%
Pending Sales	19	22	+ 15.8%	185	207	+ 11.9%
Closed Sales	15	29	+ 93.3%	183	206	+ 12.6%
Days on Market Until Sale	96	77	- 19.8%	95	78	- 17.9%
Median Sales Price*	\$223,000	\$216,000	- 3.1%	\$201,950	\$223,950	+ 10.9%
Average Sales Price*	\$225,520	\$215,891	- 4.3%	\$211,573	\$223,145	+ 5.5%
Percent of List Price Received*	98.2%	100.2%	+ 2.0%	98.9%	98.8%	- 0.1%
Inventory of Homes for Sale	104	80	- 23.1%	—	—	—
Months Supply of Inventory	5.4	3.5	- 35.2%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	1	1	0.0%	42	32	- 23.8%
Pending Sales	2	5	+ 150.0%	28	34	+ 21.4%
Closed Sales	3	5	+ 66.7%	28	32	+ 14.3%
Days on Market Until Sale	53	62	+ 17.0%	100	98	- 2.0%
Median Sales Price*	\$269,000	\$275,900	+ 2.6%	\$208,500	\$220,000	+ 5.5%
Average Sales Price*	\$260,333	\$258,580	- 0.7%	\$211,554	\$223,793	+ 5.8%
Percent of List Price Received*	93.6%	98.0%	+ 4.7%	96.1%	97.1%	+ 1.0%
Inventory of Homes for Sale	15	6	- 60.0%	—	—	—
Months Supply of Inventory	5.8	1.7	- 70.7%	—	—	—

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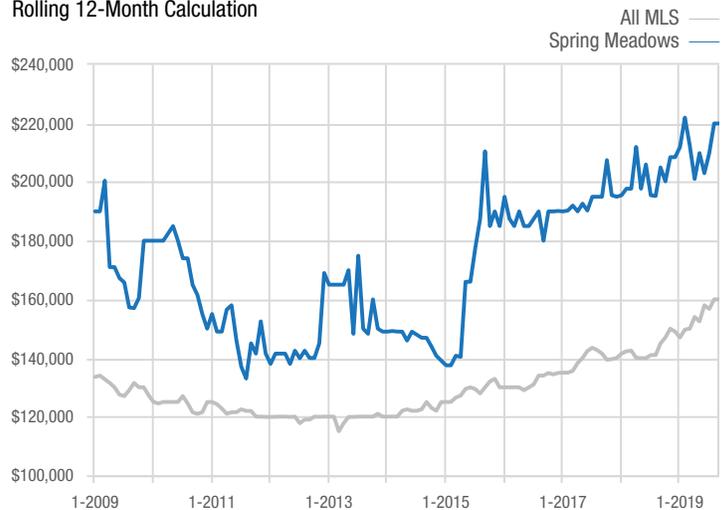
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Swanton / Airport

MLS Area 04: 43558 in Fulton and Lucas Counties

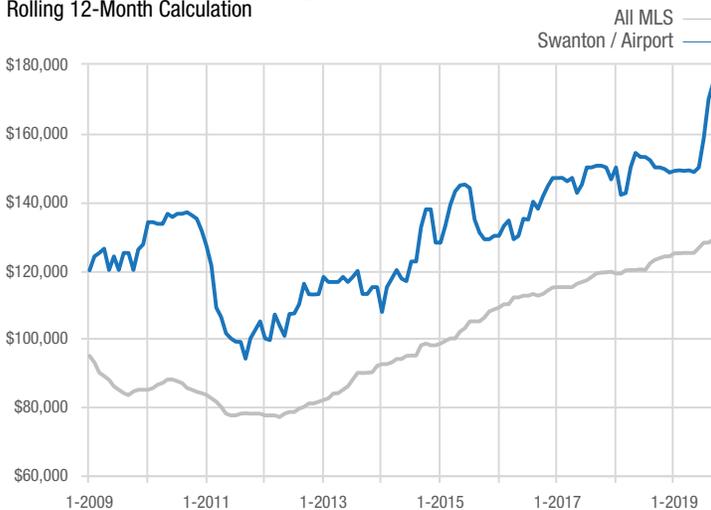
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	16	12	- 25.0%	133	117	- 12.0%
Pending Sales	12	13	+ 8.3%	99	77	- 22.2%
Closed Sales	13	12	- 7.7%	97	74	- 23.7%
Days on Market Until Sale	71	63	- 11.3%	84	76	- 9.5%
Median Sales Price*	\$140,000	\$146,000	+ 4.3%	\$150,000	\$191,000	+ 27.3%
Average Sales Price*	\$159,033	\$180,242	+ 13.3%	\$170,085	\$205,258	+ 20.7%
Percent of List Price Received*	99.9%	97.3%	- 2.6%	98.5%	97.0%	- 1.5%
Inventory of Homes for Sale	42	42	0.0%	—	—	—
Months Supply of Inventory	3.9	4.8	+ 23.1%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	2	0	- 100.0%	6	0	- 100.0%
Pending Sales	0	0	—	4	2	- 50.0%
Closed Sales	2	0	- 100.0%	4	2	- 50.0%
Days on Market Until Sale	126	—	—	111	210	+ 89.2%
Median Sales Price*	\$220,950	—	—	\$216,450	\$250,450	+ 15.7%
Average Sales Price*	\$220,950	—	—	\$213,475	\$250,450	+ 17.3%
Percent of List Price Received*	101.9%	—	—	100.6%	99.9%	- 0.7%
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	1.5	—	—	—	—	—

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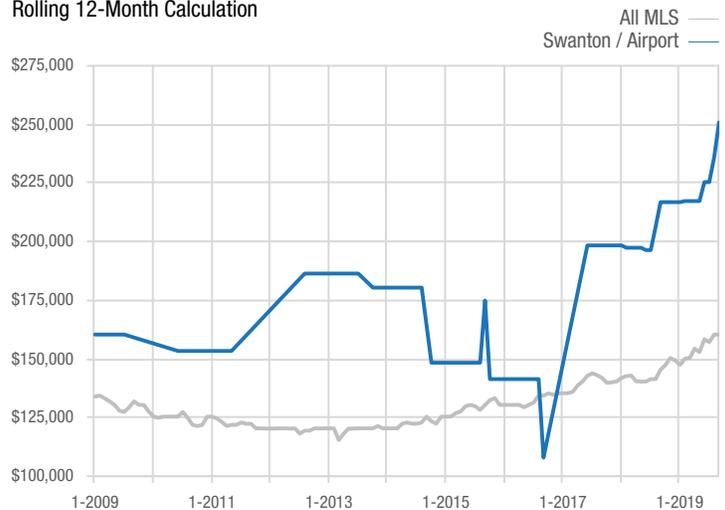
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Sylvania

43560 and 43617

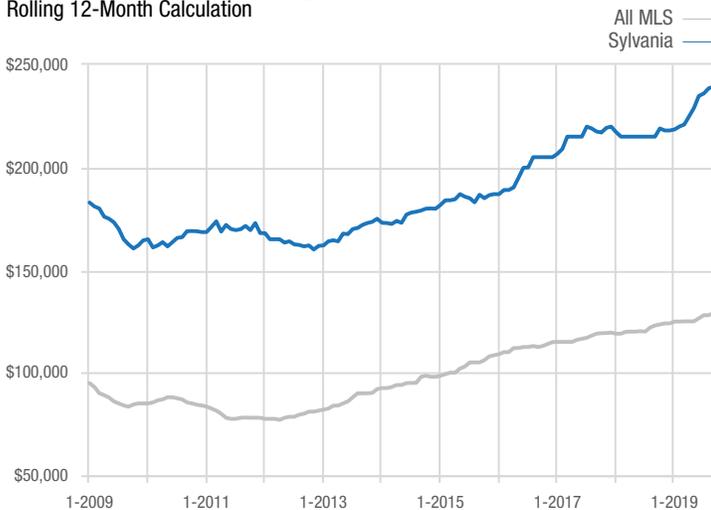
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	62	67	+ 8.1%	724	661	- 8.7%
Pending Sales	47	44	- 6.4%	515	449	- 12.8%
Closed Sales	45	44	- 2.2%	508	438	- 13.8%
Days on Market Until Sale	83	73	- 12.0%	85	80	- 5.9%
Median Sales Price*	\$235,000	\$239,800	+ 2.0%	\$217,900	\$240,000	+ 10.1%
Average Sales Price*	\$259,443	\$249,144	- 4.0%	\$231,577	\$258,978	+ 11.8%
Percent of List Price Received*	98.2%	97.2%	- 1.0%	98.2%	98.3%	+ 0.1%
Inventory of Homes for Sale	207	207	0.0%	—	—	—
Months Supply of Inventory	4.0	4.3	+ 7.5%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	12	17	+ 41.7%	164	144	- 12.2%
Pending Sales	13	11	- 15.4%	114	105	- 7.9%
Closed Sales	16	5	- 68.8%	115	98	- 14.8%
Days on Market Until Sale	84	72	- 14.3%	94	101	+ 7.4%
Median Sales Price*	\$171,250	\$227,000	+ 32.6%	\$169,900	\$198,500	+ 16.8%
Average Sales Price*	\$195,790	\$241,760	+ 23.5%	\$179,777	\$204,645	+ 13.8%
Percent of List Price Received*	97.8%	98.9%	+ 1.1%	96.5%	97.7%	+ 1.2%
Inventory of Homes for Sale	51	43	- 15.7%	—	—	—
Months Supply of Inventory	4.4	3.8	- 13.6%	—	—	—

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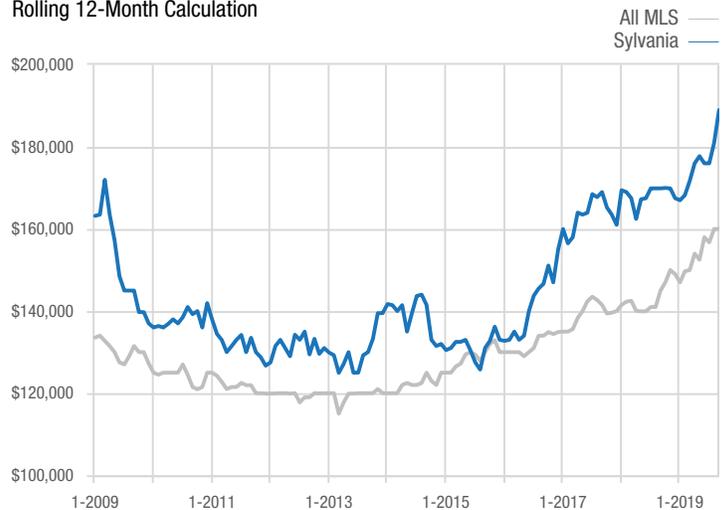
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Towne Centre

MLS Area 20: 43604

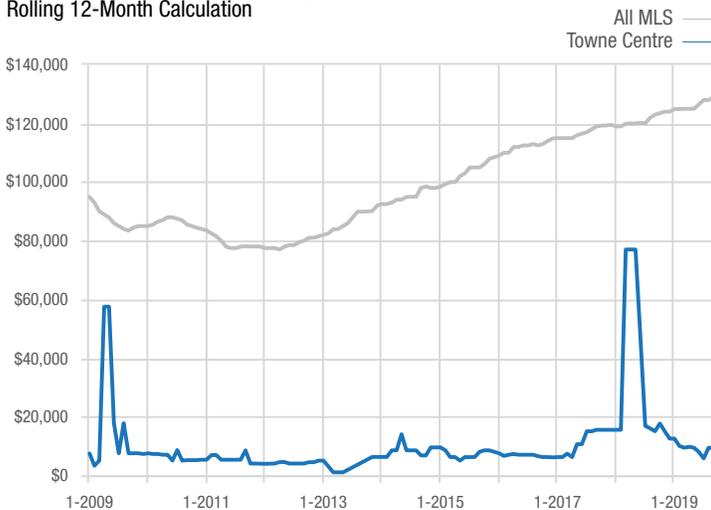
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	1	0	- 100.0%	13	19	+ 46.2%
Pending Sales	0	0	—	7	8	+ 14.3%
Closed Sales	0	0	—	7	8	+ 14.3%
Days on Market Until Sale	—	—	—	68	59	- 13.2%
Median Sales Price*	—	—	—	\$17,663	\$11,925	- 32.5%
Average Sales Price*	—	—	—	\$54,523	\$10,746	- 80.3%
Percent of List Price Received*	—	—	—	100.7%	80.4%	- 20.2%
Inventory of Homes for Sale	6	5	- 16.7%	—	—	—
Months Supply of Inventory	4.5	3.2	- 28.9%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	1	3	+ 200.0%	9	15	+ 66.7%
Pending Sales	2	0	- 100.0%	8	18	+ 125.0%
Closed Sales	1	2	+ 100.0%	6	18	+ 200.0%
Days on Market Until Sale	122	108	- 11.5%	64	101	+ 57.8%
Median Sales Price*	\$245,000	\$218,500	- 10.8%	\$231,500	\$193,823	- 16.3%
Average Sales Price*	\$245,000	\$218,500	- 10.8%	\$244,742	\$200,758	- 18.0%
Percent of List Price Received*	94.3%	98.2%	+ 4.1%	95.2%	97.4%	+ 2.3%
Inventory of Homes for Sale	2	4	+ 100.0%	—	—	—
Months Supply of Inventory	1.4	1.7	+ 21.4%	—	—	—

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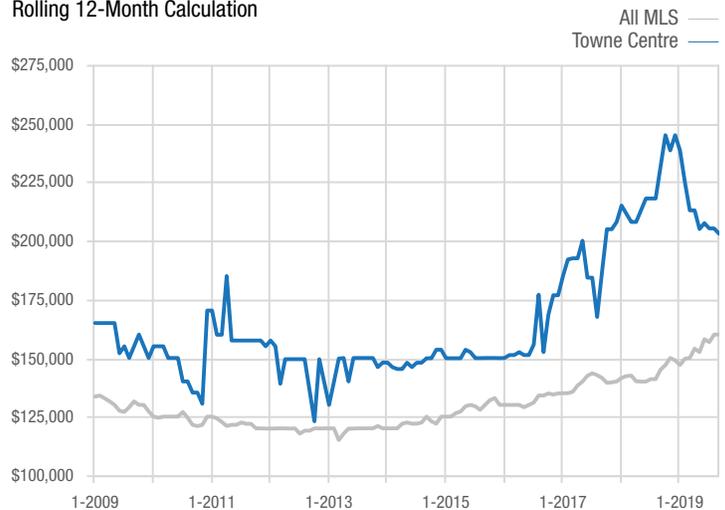
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Tremainsville

MLS Area 12: 43613

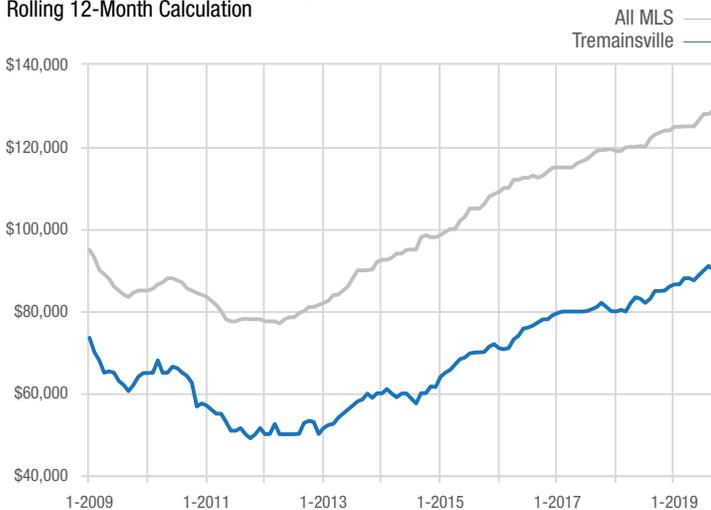
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	63	54	- 14.3%	616	547	- 11.2%
Pending Sales	49	58	+ 18.4%	476	465	- 2.3%
Closed Sales	47	49	+ 4.3%	476	452	- 5.0%
Days on Market Until Sale	76	73	- 3.9%	90	84	- 6.7%
Median Sales Price*	\$93,000	\$73,900	- 20.5%	\$85,500	\$90,313	+ 5.6%
Average Sales Price*	\$88,954	\$78,997	- 11.2%	\$84,812	\$90,003	+ 6.1%
Percent of List Price Received*	96.9%	98.4%	+ 1.5%	96.8%	96.6%	- 0.2%
Inventory of Homes for Sale	189	124	- 34.4%	—	—	—
Months Supply of Inventory	3.7	2.5	- 32.4%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	0	0	—	0	1	—
Pending Sales	0	0	—	3	0	- 100.0%
Closed Sales	0	0	—	3	0	- 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	1	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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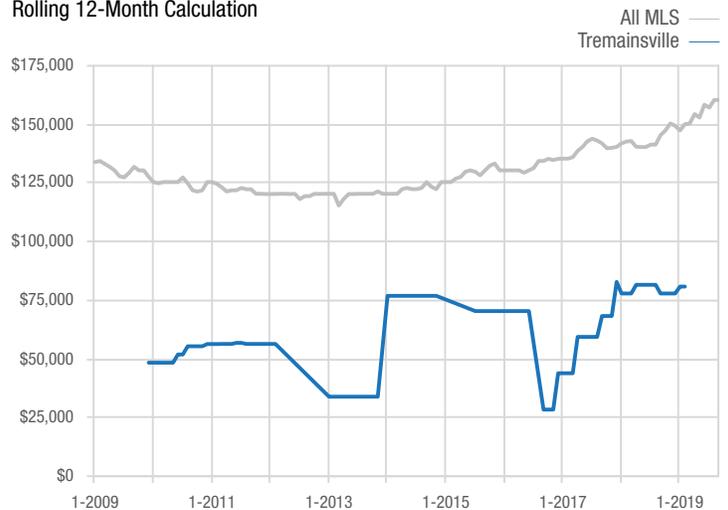
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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

Local Market Update – September 2019

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Waterville

MLS Area 10: 43566

Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	12	13	+ 8.3%	120	136	+ 13.3%
Pending Sales	9	17	+ 88.9%	96	106	+ 10.4%
Closed Sales	9	15	+ 66.7%	95	100	+ 5.3%
Days on Market Until Sale	60	73	+ 21.7%	107	81	- 24.3%
Median Sales Price*	\$198,000	\$263,000	+ 32.8%	\$251,000	\$263,000	+ 4.8%
Average Sales Price*	\$199,963	\$250,800	+ 25.4%	\$247,643	\$257,086	+ 3.8%
Percent of List Price Received*	101.7%	98.0%	- 3.6%	99.5%	98.2%	- 1.3%
Inventory of Homes for Sale	41	30	- 26.8%	—	—	—
Months Supply of Inventory	4.1	2.6	- 36.6%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	1	3	+ 200.0%	16	28	+ 75.0%
Pending Sales	0	1	—	11	19	+ 72.7%
Closed Sales	0	2	—	11	19	+ 72.7%
Days on Market Until Sale	—	43	—	47	53	+ 12.8%
Median Sales Price*	—	\$142,450	—	\$135,900	\$165,000	+ 21.4%
Average Sales Price*	—	\$142,450	—	\$135,955	\$170,584	+ 25.5%
Percent of List Price Received*	—	96.8%	—	97.4%	98.9%	+ 1.5%
Inventory of Homes for Sale	3	9	+ 200.0%	—	—	—
Months Supply of Inventory	1.6	4.1	+ 156.3%	—	—	—

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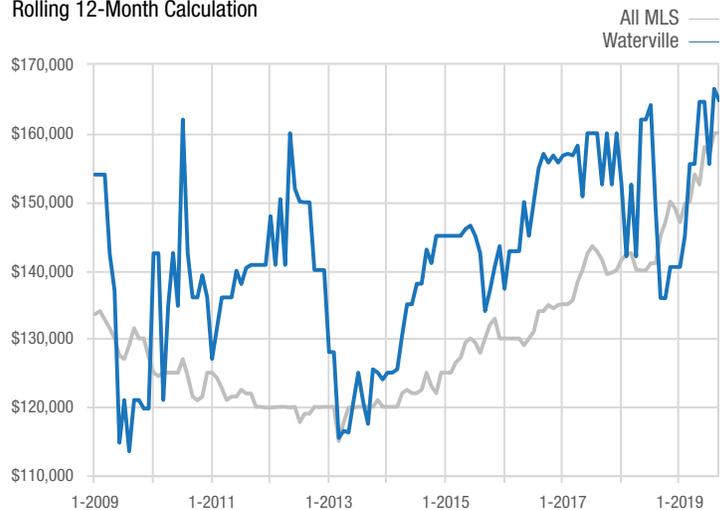
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Whitehouse

MLS Area 08: 43571

Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	11	9	- 18.2%	131	159	+ 21.4%
Pending Sales	9	16	+ 77.8%	92	105	+ 14.1%
Closed Sales	7	14	+ 100.0%	90	102	+ 13.3%
Days on Market Until Sale	114	75	- 34.2%	84	84	0.0%
Median Sales Price*	\$253,000	\$254,000	+ 0.4%	\$239,900	\$270,000	+ 12.5%
Average Sales Price*	\$260,343	\$273,057	+ 4.9%	\$249,241	\$263,841	+ 5.9%
Percent of List Price Received*	100.0%	99.6%	- 0.4%	98.8%	98.6%	- 0.2%
Inventory of Homes for Sale	42	44	+ 4.8%	—	—	—
Months Supply of Inventory	4.0	4.2	+ 5.0%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	0	0	—	7	3	- 57.1%
Pending Sales	0	0	—	5	2	- 60.0%
Closed Sales	0	0	—	5	2	- 60.0%
Days on Market Until Sale	—	—	—	50	89	+ 78.0%
Median Sales Price*	—	—	—	\$226,000	\$179,000	- 20.8%
Average Sales Price*	—	—	—	\$211,700	\$179,000	- 15.4%
Percent of List Price Received*	—	—	—	99.1%	94.4%	- 4.7%
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	0.8	0.7	- 12.5%	—	—	—

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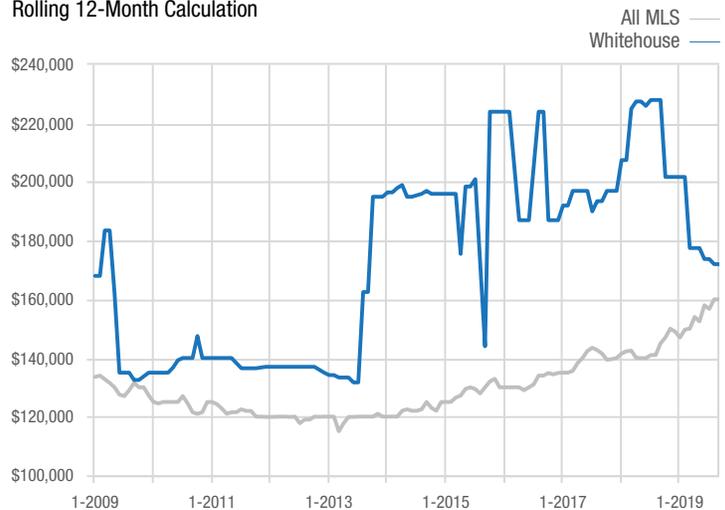
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wildwood / Reynolds Corners

MLS Area 15: 43615 (except Ottawa Hills)

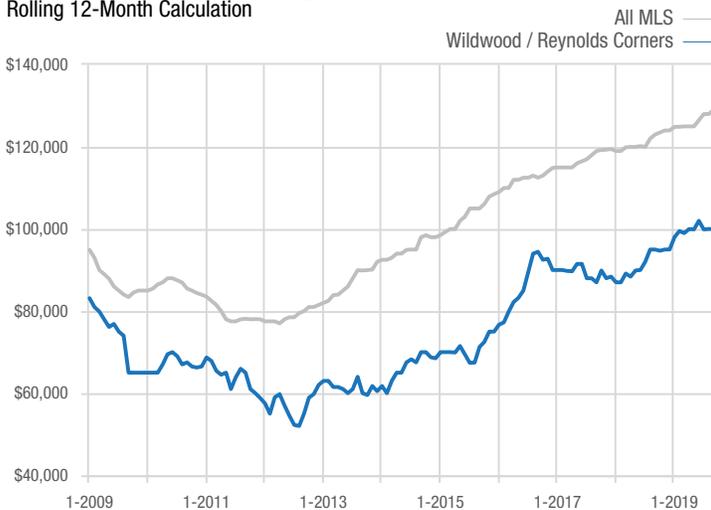
Single Family	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	37	31	- 16.2%	351	362	+ 3.1%
Pending Sales	27	33	+ 22.2%	277	296	+ 6.9%
Closed Sales	26	28	+ 7.7%	276	290	+ 5.1%
Days on Market Until Sale	108	72	- 33.3%	84	73	- 13.1%
Median Sales Price*	\$93,900	\$87,500	- 6.8%	\$97,200	\$105,000	+ 8.0%
Average Sales Price*	\$118,442	\$110,000	- 7.1%	\$114,988	\$119,357	+ 3.8%
Percent of List Price Received*	100.4%	96.9%	- 3.5%	98.3%	98.0%	- 0.3%
Inventory of Homes for Sale	107	81	- 24.3%	—	—	—
Months Supply of Inventory	3.5	2.6	- 25.7%	—	—	—

Condo-Villa	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	11	5	- 54.5%	92	62	- 32.6%
Pending Sales	6	5	- 16.7%	75	49	- 34.7%
Closed Sales	3	4	+ 33.3%	73	47	- 35.6%
Days on Market Until Sale	41	54	+ 31.7%	96	79	- 17.7%
Median Sales Price*	\$92,000	\$136,450	+ 48.3%	\$96,500	\$102,000	+ 5.7%
Average Sales Price*	\$103,500	\$135,725	+ 31.1%	\$105,789	\$105,616	- 0.2%
Percent of List Price Received*	93.6%	99.2%	+ 6.0%	96.1%	95.3%	- 0.8%
Inventory of Homes for Sale	26	16	- 38.5%	—	—	—
Months Supply of Inventory	3.4	2.7	- 20.6%	—	—	—

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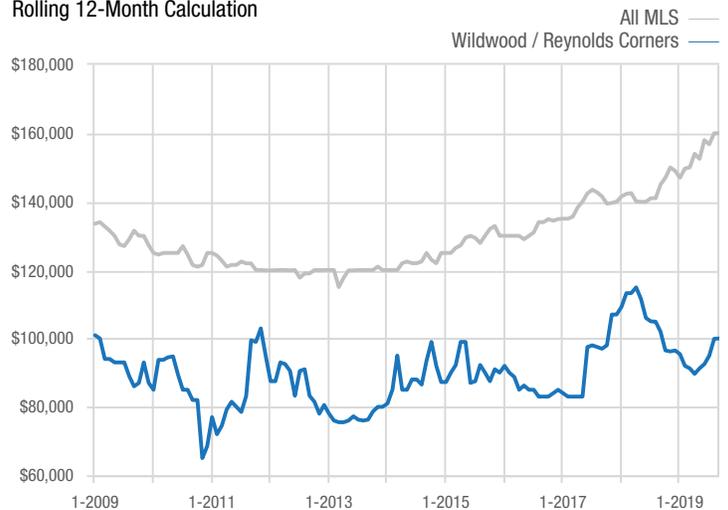
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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