

August sales of single-family homes in Lucas and Upper Wood County reported by the Toledo Board of REALTORS® totaled 487. This was an increase of 11% compared to August of 2012, and is an increase of 2% compared to the previous month. Sales volume generated by August activity totaled \$64 million, a 32% increase from August of 2012, and year to date sales volume is up 19% over the same time period in 2012. The average sales price was \$129,321 an increase of 17% compared to last August and a 2% decrease over the previous month.

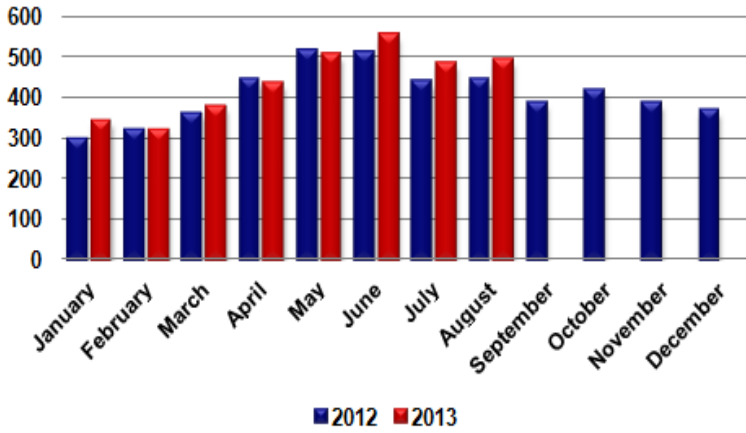
825 listings were added to the system in August, which was up 14% from last August's 722, and up 4% from last month. Year-to-date new listings totaled 6,174, a decrease of 2% from the 6,281 submitted through August of last year. Inventory of single-family listings showed 4,111 available at month's end which represented a supply of 8.4 months which is down 16% from August 2012 and down 1% from the previous month.

Sales through August reached 3,532, a 7% increase over 2012 when 3,291 transactions occurred during the same period. The average sales price year-to-date stood at \$118,346 and represented a 10% increase from 2012's year-to-date numbers.

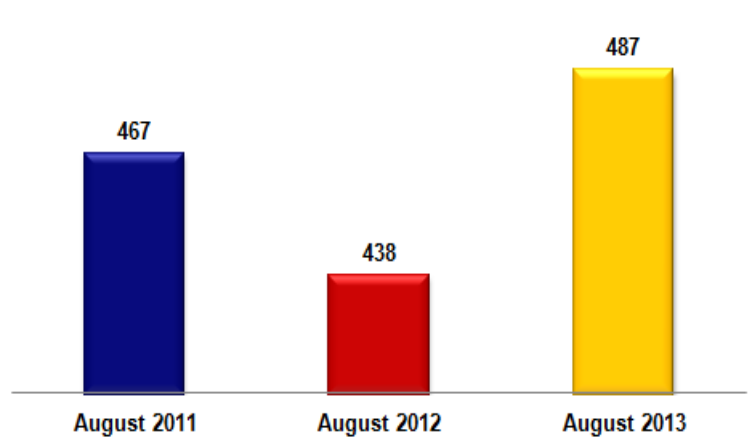
Lucas and Upper Wood County						
	August			Year to Date		
	2012	2013	+/-	2012	2013	+/-
<b>Closed Sales</b>	438	487	11%	3,291	<b>3,532</b>	7%
<b>Pending</b>	435	<b>491</b>	13%	—	—	—
<b>Average Sales Price</b>	\$110,764	<b>\$129,321</b>	17%	\$107,171	<b>\$118,346</b>	10%
<b>Average Price Per Square Foot</b>	\$58	<b>\$65</b>	12%	\$55	<b>\$60</b>	9%
<b>% of Original List Price Received</b>	94%	<b>96%</b>	2%	94%	<b>95%</b>	1%
<b>Average Days On Market</b>	119	<b>100</b>	-16%	117	<b>116</b>	-1%
<b>New Listings</b>	722	<b>825</b>	14%	6,281	<b>6,174</b>	-2%
<b>Active Listings</b>	4,365	<b>4,111</b>	-6%	—	—	—
<b>Months Supply of Inventory</b>	10.0	<b>8.4</b>	-16%	—	—	—
<b>Volume (in 1000's)</b>	\$48,754	<b>\$64,222</b>	32%	\$353,147	<b>\$421,751</b>	19%

Lucas County							
Status	\$0— \$49,999	\$50,000— \$99,999	\$100,000— \$199,999	\$200,000— \$299,999	\$300,000— \$399,999	\$400,000— \$499,999	\$500,000+
<b>Sold</b>	111	102	126	52	18	6	4
<b>Pending</b>	130	103	120	43	11	3	4
<b>Active</b>	943	1,078	933	364	128	39	71
<b>Months Supply of Inventory</b>	8.5	10.6	8.5	7.4	7.1	6.5	17.8

**Lucas and Upper Wood County Home Sales**



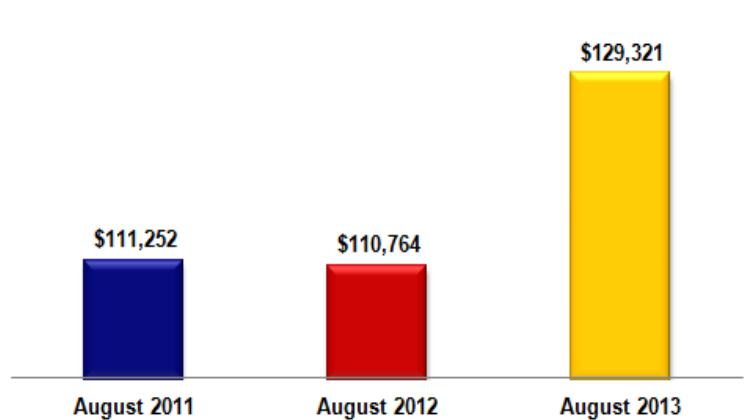
**Lucas and Upper Wood County Home Sales**



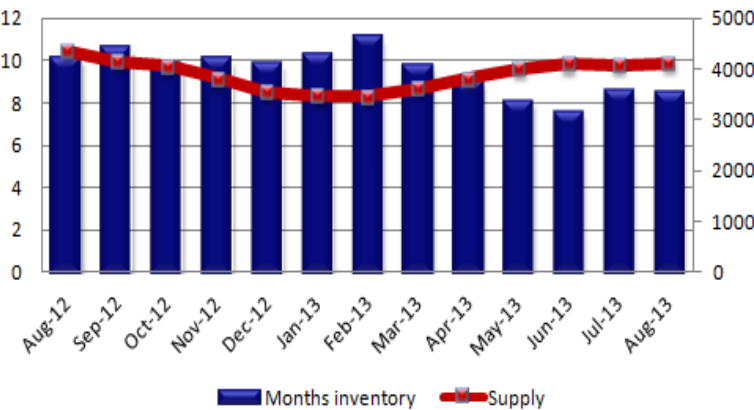
**Lucas and Upper Wood County Average Sales Price**



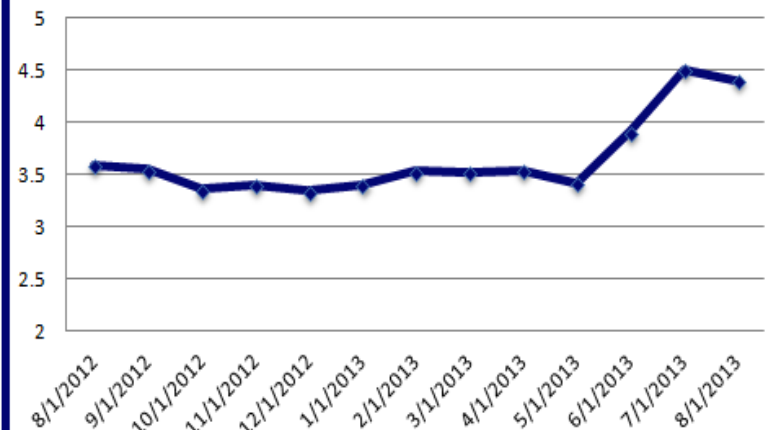
**Lucas and Upper Wood County Average Sales Price**



**Inventory Supply Chart**



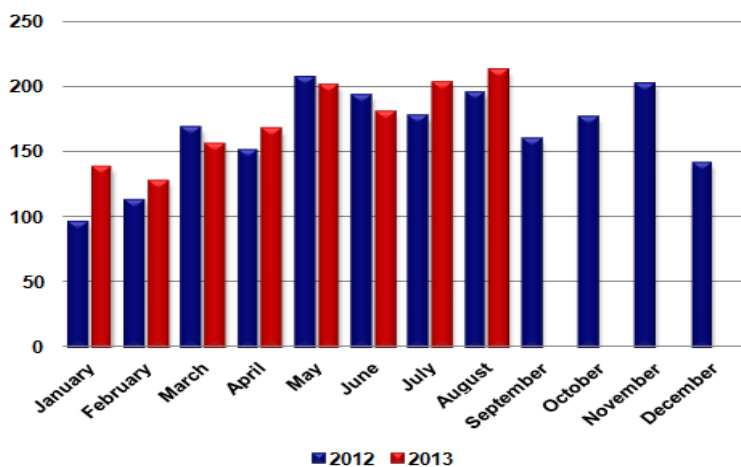
**30 Year Mortgage Rate**



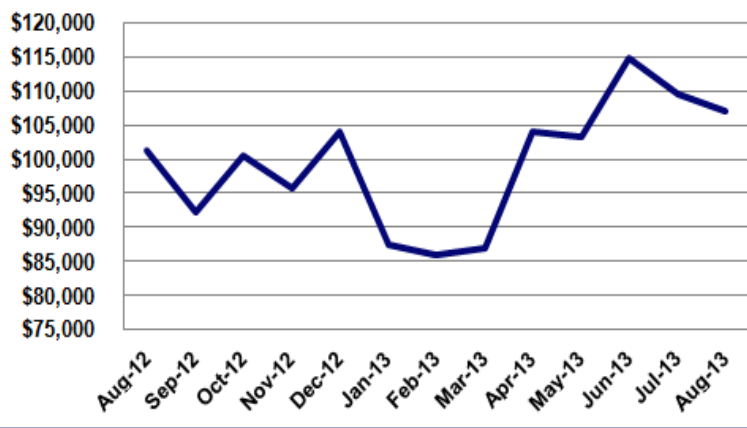
Area & Zip Codes	Active Listings	New Listings	Sold	Pending	Average Sales Price	Av. Days on Market	Months of Inventory
<b>Sylvania (2 &amp; 3) [43560, 43617]</b>	631	77	50	52	\$203,707	90	12.6
<b>Airport/Swanton (4) [43558]</b>	93	18	8	10	\$139,038	67	11.6
<b>Spring Meadows (5) [43528]</b>	165	37	18	26	\$208,152	86	9.2
<b>Monclova (6) [43542]</b>	39	5	7	6	\$334,150	154	5.6
<b>Maumee (7) [43537]</b>	233	35	37	29	\$183,255	103	6.3
<b>Whitehouse (8) [43571]</b>	73	20	10	13	\$204,250	78	7.3
<b>Waterville (10) [43566]</b>	65	14	10	10	\$164,150	92	6.5
<b>Toledo (11—15 &amp; 17) [43623, 43613, 43612, 43611, 43615, 43606]</b>	1,453	297	153	155	\$81,212	101	9.5
<b>Ottawa Hills (16) [43615 &amp; 43606]</b>	74	11	9	9	\$280,944	169	8.2
<b>Toledo (18-22) [43610, 43620, 43608, 43602, 43604, 43624, 43607, 43609]</b>	427	76	33	40	\$27,526	96	12.9
<b>Heatherdowns (23) [43614]</b>	307	54	45	32	\$99,962	122	6.8
<b>East River (24) [43605]</b>	149	35	18	20	\$15,351	55	8.3
<b>Oregon East Suburbs (25 &amp; 26) [43616, 43434, 43618, 43412]</b>	150	34	17	22	\$124,133	114	8.8
<b>Perrysburg &amp; Rossford (53 &amp; 54) [43551, 43552, 43460]</b>	499	106	71	65	\$172,008	97	7.0
<b>Ottawa County (27 &amp; 28)</b>	139	16	9	13	\$104,725	204	15.4
<b>Sandusky County (29)</b>	120	18	16	15	\$117,328	227	7.5
<b>Wood County (51, 52, 56 &amp; 57)</b>	191	41	20	22	\$123,662	120	9.6
<b>Bowling Green (55)</b>	98	20	19	19	\$147,537	104	5.2
<b>Defiance (61)</b>	174	28	13	15	\$63,033	126	13.4
<b>Defiance County (62—66)</b>	172	24	16	16	\$126,188	169	10.8
<b>Pauling County (67-70)</b>	137	19	17	13	\$101,735	156	8.1
<b>Henry County (72-75)</b>	111	16	5	7	\$80,575	94	22.2
<b>Napoleon (76)</b>	126	29	9	12	\$104,544	127	14.0
<b>Putnam County (78—80)</b>	30	5	5	2	\$74,273	95	6.0
<b>Williams County (82-86 &amp; 88-91)</b>	214	36	25	17	\$87,294	134	8.6
<b>Bryan (87)</b>	168	38	18	17	\$114,600	125	9.3
<b>Fulton County (93-95 &amp; 97-99)</b>	176	30	26	16	\$107,215	109	6.8
<b>Wauseon (96)</b>	83	17	10	8	\$104,290	186	8.3

Outlying Areas						
	August			Year to Date		
	2012	2013	+/-	2012	2013	+/-
<b>Closed Sales</b>	194	<b>211</b>	9%	1,284	<b>1,398</b>	9%
<b>Pending</b>	194	<b>198</b>	2%	—	—	—
<b>Average Sales Price</b>	\$101,242	<b>\$107,053</b>	6%	\$96,984	<b>\$101,256</b>	4%
<b>Average Price Per Square Foot</b>	\$58	<b>\$62</b>	7%	\$55	<b>\$56</b>	2%
<b>% of Original List Price Received</b>	93%	<b>94%</b>	1%	93%	<b>94%</b>	1%
<b>Average Days On Market</b>	137	<b>139</b>	1%	131	<b>131</b>	—
<b>New Listings</b>	362	<b>351</b>	-3%	2,749	<b>2,678</b>	-3%
<b>Active Listings</b>	2,119	<b>1,994</b>	-6%	—	—	—
<b>Months Supply of Inventory</b>	10.9	<b>9.5</b>	-13%	—	—	—
<b>Volume (in 1000's)</b>	\$19,641	<b>\$22,844</b>	16%	\$124,660	<b>\$142,710</b>	14%

**Outlying Areas Average Home Sales**



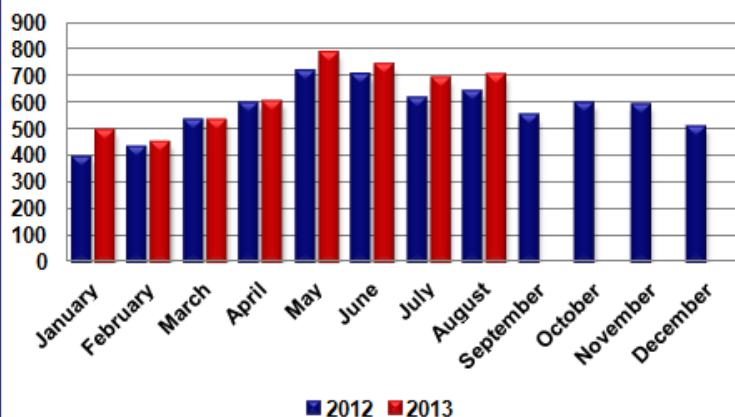
**Outlying Areas Average Sales Price**



Entire NORIS MLS						
	August			Year to Date		
	2012	2013	+/-	2012	2013	+/-
<b>Closed Sales</b>	632	698	10%	4,575	<b>4,930</b>	8%
<b>Pending</b>	629	<b>689</b>	10%	—	—	—
<b>Average Sales Price</b>	\$107,841	<b>\$122,590</b>	14%	\$104,312	<b>\$113,500</b>	9%
<b>Average Price Per Square Foot</b>	\$58	<b>\$64</b>	10%	\$55	<b>\$60</b>	9%
<b>% of Original List Price Received</b>	93%	<b>95%</b>	2%	93%	<b>94%</b>	1%
<b>Average Days On Market</b>	124	<b>112</b>	-10%	121	<b>120</b>	-1%
<b>New Listings</b>	1,084	<b>1,176</b>	8%	9,030	<b>8,852</b>	-2%
<b>Active Listings</b>	6,485	<b>6,105</b>	-6%	—	—	—
<b>Months Supply of Inventory</b>	10.3	<b>8.7</b>	-16%	—	—	—
<b>Volume (in 1000's)</b>	\$68,395	<b>\$87,066</b>	27%	\$477,807	<b>\$564,461</b>	18%

Entire NORIS MLS							
Status	\$0— \$49,999	\$50,000— \$99,999	\$100,000— \$199,999	\$200,000— \$299,999	\$300,000— \$399,999	\$400,000— \$499,999	\$500,000+
<b>Sold</b>	160	186	240	89	23	7	5
<b>Pending</b>	181	164	239	78	17	5	6
<b>Active</b>	1,238	1,850	2,005	634	204	70	104
<b>Months Supply of Inventory</b>	7.7	9.9	8.4	7.1	8.9	10.0	20.8

**NORIS MLS Homes Sales**



**NORIS MLS Average Sales Price**

