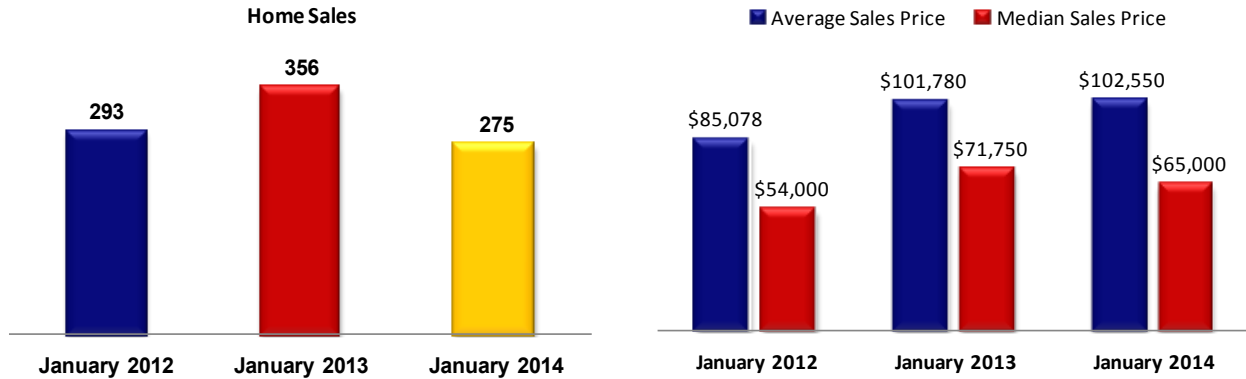
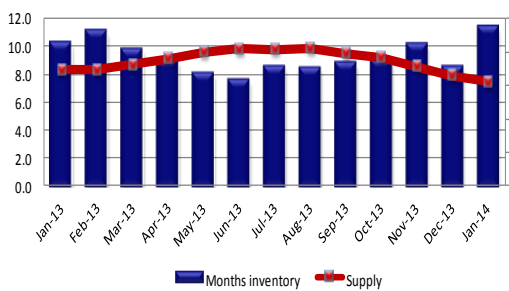


Local Market Update — January 2014

Home Sales



Inventory Supply Chart



January sales of single-family homes in Lucas and Upper Wood County reported by the Toledo Board of REALTORS® totaled 275. This was a decrease of 23 percent compared to January of 2012, and decrease of twenty-nine percent compared to the previous month. Sales volume generated by January activity totaled \$28.2 million, which was down 22 percent from 2013. The median sales price was \$65,000 which was a decrease of nine percent from January 2013, and the average sales price was \$102,555 an increase of one percent compared to last January.

613 listings were added to the system in January, which was down five percent from last January's 646, and up 47 percent from last month. Inventory of single-family listings showed 3,112 available at month's end which represented a supply of 11.3 months which is up 15 percent from January of 2013 and up 33 percent from the previous month.

Lucas and Upper Wood County

	Jan. 2013	Jan. 2014	% Change	YTD 2013	YTD 2014	% Change
Closed Sales	356	275	-23%	356	275	-23%
Pending	413	284	-31%	413	284	-31%
Median Sales Price	\$71,750	\$65,000	-9%	\$71,750	\$65,000	-9%
Average Sales Price	\$101,780	\$102,550	1%	\$101,780	\$102,550	1%
Average Price Per Square Foot	\$54	\$52	-4%	\$54	\$52	-4%
% of Original List Price Received	94%	94%	0%	94%	94%	0%
Average Days on Market	122	116	-5%	\$122	116	-5%
New Listings	646	613	-5%	\$646	\$13	-5%
Active & Contingent Listings	3,479	3,112	-11%	3,479	3,112	-11%
Months Supply of Inventory	9.8	11.3	15%	9.8	11.3	15%
Volume (in 1000's)	\$36,234	\$28,201	-22%	\$36,234	\$28,201	-22%

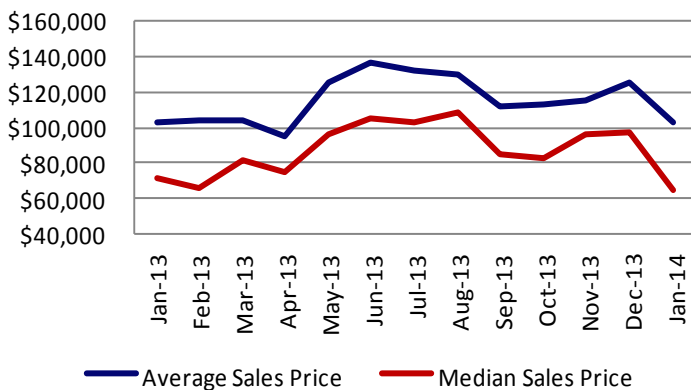
Lucas County

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+
Sold	109	55	53	13	3	4	4
Pending	115	63	53	17	4	2	3
Active & Contingent	881	844	659	231	84	27	50
Months Supply of Inventory	8.1	15.3	12.4	17.8	28.0	6.8	12.5

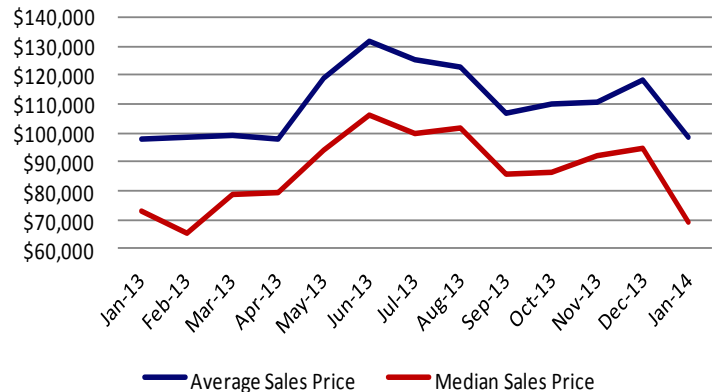
Lucas & Upper Wood County —January 2014

Area & Zip Codes	Active Listings	New Listings	Sold	Pending	Average Sales \$	Median Sales \$	Av. DOM	Months of Inv.
Sylvania (2&3) [43560, 43617]	277	61	29	35	\$ 181,175	\$ 139,900	122	9.6
Airport/Swanton (4) [43558]	51	9	2	0	\$ 53,252	\$ 53,252	95	25.5
Spring Meadows (5) [43528]	131	25	19	12	\$ 162,909	\$ 137,500	114	6.9
Monclova (6) [43542]	25	4	2	0	\$ 26,000	\$ 260,000	123	12.5
Maumee (7) [43537]	163	32	11	11	\$ 193,091	\$ 169,000	121	14.8
Whitehouse (8) [43571]	45	8	4	7	\$ 207,475	\$ 203,950	80	11.3
Waterville (10) [43566]	48	10	4	7	\$ 84,875	\$ 83,000	213	12.0
Franklin Park/Trilby (11) [43613]	112	24	9	1	\$ 87,013	\$ 52,000	87	12.4
Tremainsville (12) [43613]	320	73	26	32	\$ 42,071	\$ 40,000	100	12.3
Five Points/North Towne (13) [43612]	246	46	22	20	\$ 29,417	\$ 25,950	101	11.2
Point Place (14) [43611]	109	16	12	16	\$ 72,808	\$ 69,000	139	9.1
Wildwood/Reynolds Corner (15) [43615]	205	34	17	17	\$ 66,724	\$ 58,500	100	12.1
Ottawa Hills 916) [43615 & 43606]	47	8	3	3	\$ 691,617	\$ 750,000	235	15.7
Ottawa Park/Westgate (17) [43606]	145	27	13	9	\$ 75,646	\$ 88,000	160	11.2
Old West End (18) [43608]	45	8	11	8	\$ 25,777	\$ 14,000	94	4.1
Old North End (19) [43620]	98	20	5	8	\$ 9,970	\$ 95,000	82	19.6
Town Centre (20) [43624, 43602, 43604]	6	2	0	0	\$ -	\$ -	0	--
South Park (21) [43607]	107	19	9	10	\$ 12,577	\$ 7,500	99	11.9
Old South End (22) [43609]	150	34	11	12	\$ 23,228	\$ 19,800	166	13.6
Heatherdowns (23) [43614]	210	49	17	15	\$ 97,127	\$ 93,600	115	12.4
East River (24) [43605]	124	28	11	11	\$ 18,862	\$ 8,501	112	11.3
Oregon (25) [43616]	120	20	8	7	\$ 95,125	\$ 84,500	124	15.0
East Suburbs (26) [43634, 43618, 43412]	10	0	0	0	\$ -	\$ -	0	--
Perrysburg (53) [43551, 43552]	199	36	20	22	\$ 205,425	\$ 171,950	104	10.0
Rossford (54) [43460]	109	17	12	11	\$ 111,167	\$ 104,500	123	9.1

Average and Median Sales Prices



Home Sales Prices

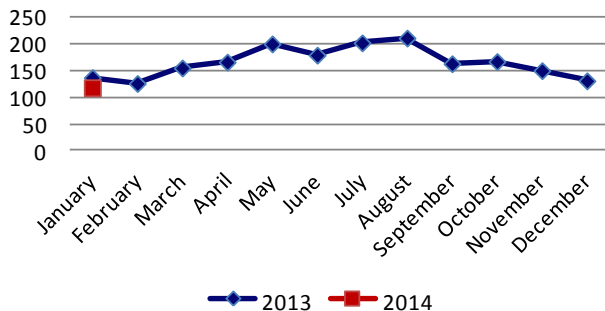


Outlying Areas — January 2014

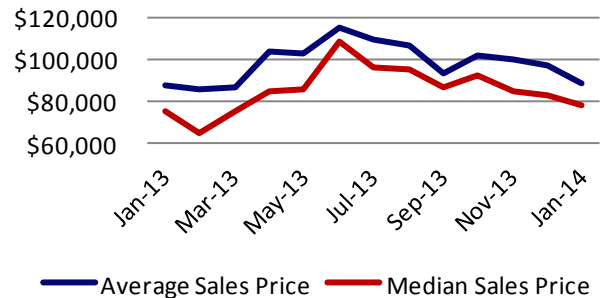
	Jan. 2013	Jan. 2014	% Change	YTD 2013	YTD 2014	% Change
Closed Sales	137	118	-14%	137	118	-14%
Pending	163	116	-29%	163	116	-29%
Median Sales Price	\$74,900	\$78,500	5%	\$74,900	\$78,500	5%
Average Sales Price	\$88,333	\$89,082	1%	\$88,333	\$89,082	1%
Average Price Per Square Foot	\$51	\$51	0%	\$51	\$51	0%
% of Original List Price Received	92%	92%	0%	92%	92%	0%
Average Days on Market	144	132	-8%	144	132	-8%
New Listings	297	196	-34%	297	196	-34%
Active & Contingent Listings	1,651	1,564	-5%	1,651	1,564	-5%
Months Supply of Inventory	12.1	13.3	10%	12.1	13.3	10%
Volume (in 1000's)	\$12,102	\$10,423	-14%	\$12,102	\$10,423	-14%

Area & Zip Codes	Active Listings	New Listings	Sold	Pending	Average Sales \$	Median Sales \$	Av. DOM	Months of Inv.
Ottawa County (27 & 28)	105	15	10	4	\$ 121,949	\$ 106,450	177	10.5
Sandusky County (29)	107	13	7	7	\$ 69,714	\$ 35,500	158	15.3
Wood County (51,52, 56 & 57)	150	20	9	11	\$ 96,989	\$ 75,600	89	16.7
Bowling Green (55)	82	14	8	8	\$ 152,563	\$ 165,000	54	10.3
Defiance (61)	141	21	14	13	\$ 69,021	\$ 68,250	137	10.1
Defiance County (62-66)	147	20	8	14	\$ 102,083	\$ 61,250	138	18.4
Paulding County (67-70)	101	9	10	9	\$ 65,585	\$ 62,500	165	10.1
Henry County (72-75)	95	7	9	9	\$ 71,789	\$ 69,100	163	10.6
Napoleon (76)	94	10	7	10	\$ 107,036	\$ 110,000	158	13.4
Putnam County (78-80)	16	2	1	1	\$ 64,000	\$ 64,000	114	16.0
Williams County (82-86 & 88-91)	142	17	6	8	\$ 52,567	\$ 36,250	99	23.7
Bryan (87)	163	20	9	11	\$ 90,889	\$ 99,500	163	18.1
Fulton County (93-95 & 97-99)	136	16	13	7	\$ 90,255	\$ 82,900	98	10.5
Wauseon (96)	55	8	3	2	\$ 57,667	\$ 67,000	126	18.3

Home Sales



Sales Prices

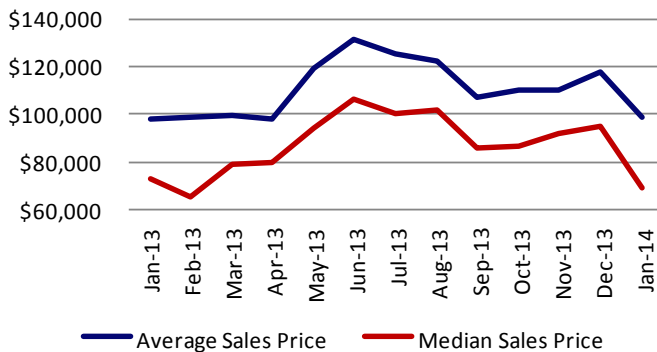


Entire NORIS MLS —January 2014

	Jan. 2013	Jan. 2014	% Change	YTD 2013	YTD 2014	% Change
Closed Sales	493	393	-20%	493	393	-20%
Pending	537	400	-26%	576	400	-31%
Median Sales Price	\$73,000	\$69,000	-5%	\$73,000	\$69,000	-5%
Average Sales Price	\$98,043	\$98,530	0%	\$98,043	\$98,530	0%
Average Price Per Square Foot	\$53	\$52	-2%	\$53	\$52	-2%
% of Original List Price Received	93%	93%	0%	93%	93%	0%
Average Days on Market	128	\$121	-5%	\$128	\$121	-5%
New Listings	943	\$809	-14%	\$943	\$809	-14%
Active & Contingent Listings	5,130	4,676	-9%	5,130	4,676	-9%
Months Supply of Inventory	10.4	11.9	14%	10.4	11.9	14%
Volume (in 1000's)	\$48,335	\$38,724	-20%	\$48,335	\$38,724	-20%

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+
Sold	150	98	1	22	5	0	5
Pending	150	107	1	30	4	0	4
Active & Contingent	1,131	1,423	14	413	148	1	73
Months Supply of Inventory	7.5	14.5	13.3	18.8	29.6	10.8	14.6

Home Sales Prices



Home Sales

