

Local Market Update—October 2019

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LUCAS AND UPPER WOOD COUNTY HOUSING MARKET

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

<p>509 Home Sales -0.14% Decrease from October 2018</p>	<p>\$135,000 Med. Sales Price +8.0% Increase from October 2018</p>
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<p>\$159,725 Av. Sales Price +9.3% Increase from October 2018</p>	<p>75 Av. Days on Mkt. -5.0% Decrease from October 2018</p>
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<p>2,077 Active Listings -8.8% Decrease from October 2018</p>	<p>3.69% Mthly Av. Interest Rate -23.6% Decrease from October 2018 <small>According to FreddieMac.com</small></p>
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LUCAS AND UPPER WOOD COUNTY HOUSING MARKET

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

<p>5,269 Home Sales -4.3% Decrease from Jan.—Oct., 2018</p>	<p>\$132,500 Med. Sales Price +6.0% Increase from Jan.—Oct. 2018</p>
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<p>\$161,708 Av. Sales Price +6.3% Increase from Jan.—Oct. 2018</p>	<p>80 Av. Days on Mkt. -7.0% Decrease from Jan.—Oct. 2018</p>
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<p>7,041 New Listings -5.0% Decrease from Jan.—Oct. 2018</p>	<p>\$851,552 Total Volume (in 1,000's) +1.7% Increase from Jan.—Oct. 2018</p>
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Monthly Indicators



October 2019

In October, mortgage rates increased slightly from the three-year lows seen in September. While the Federal Reserve reduced the federal-funds target rate by .25%, this decline was widely expected and largely factored into mortgage rates already, which are still approximately 1% lower than this time last year. Fannie Mae is predicting that continued low rates, and possibly lower rates, are expected in 2020.

New Listings decreased 4.2 percent for Single Family homes but increased 22.2 percent for Condo-Villa homes. Pending Sales decreased 6.2 percent for Single Family homes and 24.2 percent for Condo-Villa homes. Inventory decreased 10.0 percent for Single Family homes but increased 3.1 percent for Condo-Villa homes.

Median Sales Price increased 10.7 percent to \$134,000 for Single Family homes but decreased 0.1 percent to \$149,900 for Condo-Villa homes. Days on Market decreased 5.0 percent for Single Family homes but increased 10.5 percent for Condo-Villa homes. Months Supply of Inventory decreased 10.3 percent for Single Family homes but increased 5.9 percent for Condo-Villa homes.

As we begin the slower time of year for home sales, historically low mortgage rates will continue to support buyer demand and may create additional lift to home prices as excellent affordability gives buyers the ability to offer more to secure their dream home. Throughout much of the country, the continued low level of housing inventory also continues to constrain sales activity from where it would likely be in a balanced market.

Quick Facts

- 10.4%

Change in Number of
Closed Sales
All Properties

+ 8.5%

Change in Number of
Median Sales Price
All Properties

- 9.2%

Change in Number of
Homes for Sale
All Properties

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Lucas County

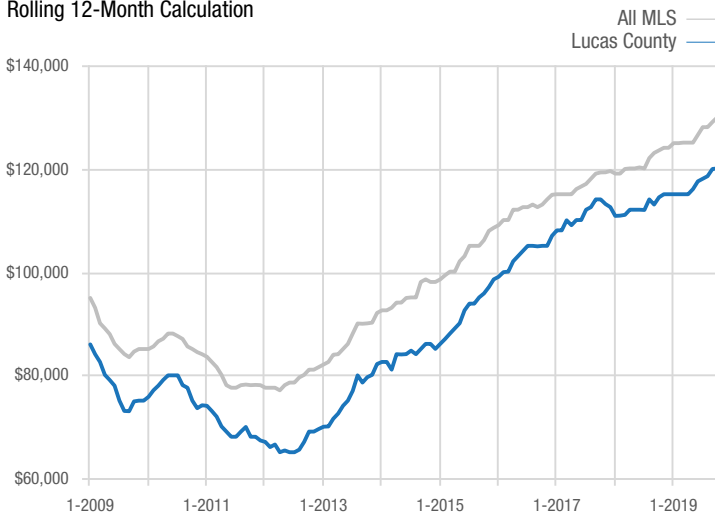
Single Family Key Metrics	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	622	584	- 6.1%	6,423	6,009	- 6.4%
Pending Sales	524	441	- 15.8%	4,759	4,555	- 4.3%
Closed Sales	512	437	- 14.6%	4,714	4,482	- 4.9%
Days on Market Until Sale	79	74	- 6.3%	85	79	- 7.1%
Median Sales Price*	\$110,000	\$125,000	+ 13.6%	\$115,500	\$123,000	+ 6.5%
Average Sales Price*	\$139,064	\$149,232	+ 7.3%	\$141,108	\$148,352	+ 5.1%
Percent of List Price Received*	96.4%	95.8%	- 0.6%	96.5%	96.6%	+ 0.1%
Inventory of Homes for Sale	1,710	1,510	- 11.7%	—	—	—
Months Supply of Inventory	3.8	3.4	- 10.5%	—	—	—

Condo-Villa Key Metrics	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	36	51	+ 41.7%	563	518	- 8.0%
Pending Sales	44	36	- 18.2%	434	408	- 6.0%
Closed Sales	51	37	- 27.5%	430	397	- 7.7%
Days on Market Until Sale	75	65	- 13.3%	82	84	+ 2.4%
Median Sales Price*	\$150,000	\$160,000	+ 6.7%	\$142,450	\$165,000	+ 15.8%
Average Sales Price*	\$147,614	\$171,110	+ 15.9%	\$152,229	\$168,866	+ 10.9%
Percent of List Price Received*	94.3%	96.7%	+ 2.5%	96.2%	96.7%	+ 0.5%
Inventory of Homes for Sale	134	137	+ 2.2%	—	—	—
Months Supply of Inventory	3.3	3.5	+ 6.1%	—	—	—

* 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.

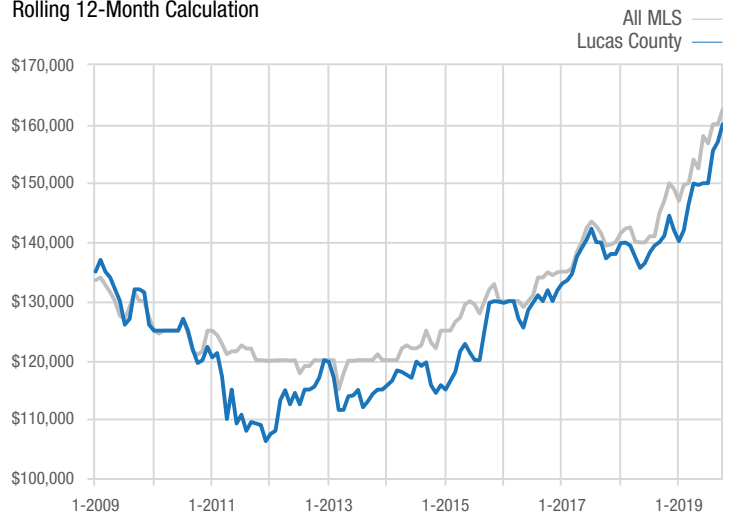
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wood County

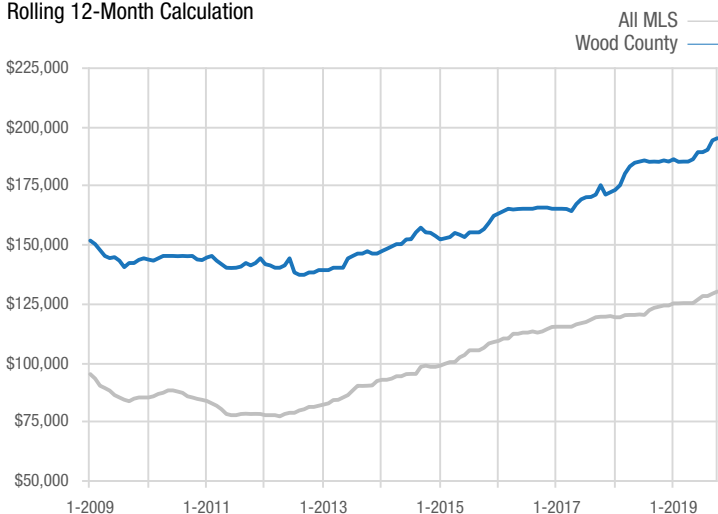
Single Family Key Metrics	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	133	149	+ 12.0%	1,430	1,431	+ 0.1%
Pending Sales	115	117	+ 1.7%	1,121	1,131	+ 0.9%
Closed Sales	117	106	- 9.4%	1,114	1,109	- 0.4%
Days on Market Until Sale	80	81	+ 1.3%	89	83	- 6.7%
Median Sales Price*	\$181,750	\$185,000	+ 1.8%	\$189,100	\$199,000	+ 5.2%
Average Sales Price*	\$192,082	\$202,927	+ 5.6%	\$213,289	\$225,427	+ 5.7%
Percent of List Price Received*	98.0%	97.2%	- 0.8%	98.1%	98.0%	- 0.1%
Inventory of Homes for Sale	381	341	- 10.5%	—	—	—
Months Supply of Inventory	3.5	3.1	- 11.4%	—	—	—

Condo-Villa Key Metrics	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	9	10	+ 11.1%	111	117	+ 5.4%
Pending Sales	13	7	- 46.2%	102	88	- 13.7%
Closed Sales	13	6	- 53.8%	100	87	- 13.0%
Days on Market Until Sale	62	60	- 3.2%	74	68	- 8.1%
Median Sales Price*	\$150,000	\$150,500	+ 0.3%	\$179,500	\$195,000	+ 8.6%
Average Sales Price*	\$195,998	\$162,667	- 17.0%	\$192,582	\$196,830	+ 2.2%
Percent of List Price Received*	96.9%	95.8%	- 1.1%	97.8%	96.9%	- 0.9%
Inventory of Homes for Sale	22	31	+ 40.9%	—	—	—
Months Supply of Inventory	2.3	3.7	+ 60.9%	—	—	—

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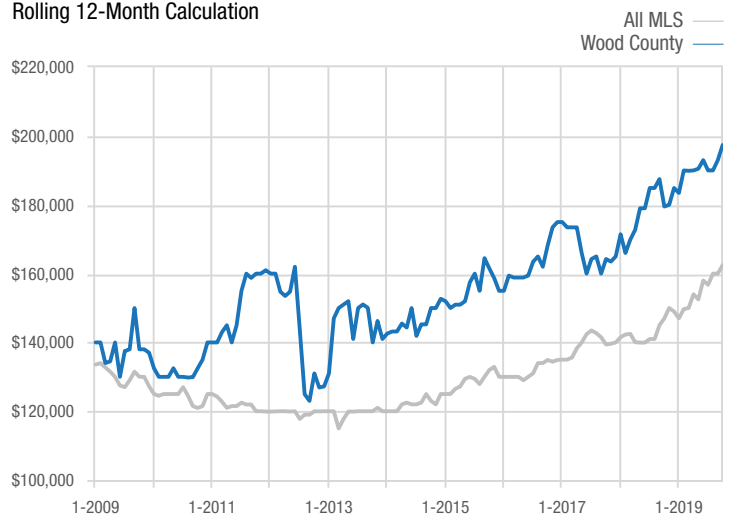
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Toledo

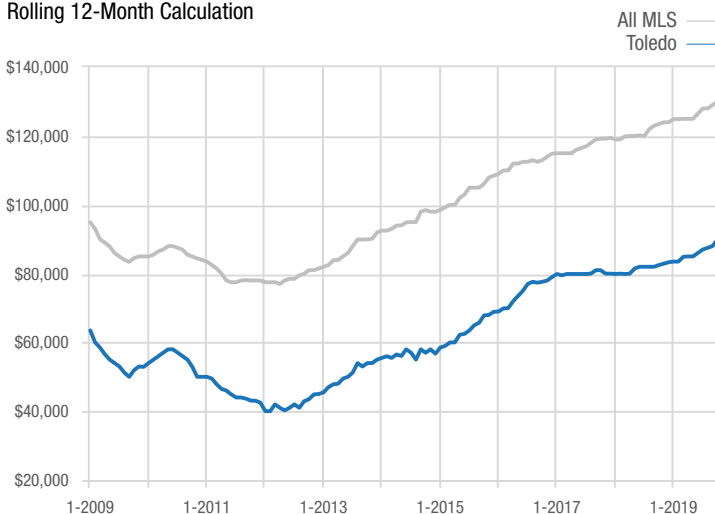
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	396	420	+ 6.1%	4,234	3,913	- 7.6%
Pending Sales	347	296	- 14.7%	3,174	2,986	- 5.9%
Closed Sales	347	279	- 19.6%	3,156	2,946	- 6.7%
Days on Market Until Sale	78	71	- 9.0%	84	78	- 7.1%
Median Sales Price*	\$82,000	\$102,250	+ 24.7%	\$84,800	\$90,500	+ 6.7%
Average Sales Price*	\$97,005	\$102,842	+ 6.0%	\$102,051	\$104,678	+ 2.6%
Percent of List Price Received*	95.6%	94.9%	- 0.7%	95.6%	95.8%	+ 0.2%
Inventory of Homes for Sale	1,114	989	- 11.2%	—	—	—
Months Supply of Inventory	3.6	3.4	- 5.6%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	19	28	+ 47.4%	296	289	- 2.4%
Pending Sales	27	14	- 48.1%	246	222	- 9.8%
Closed Sales	34	16	- 52.9%	247	220	- 10.9%
Days on Market Until Sale	73	65	- 11.0%	83	82	- 1.2%
Median Sales Price*	\$106,450	\$129,450	+ 21.6%	\$108,000	\$122,000	+ 13.0%
Average Sales Price*	\$117,618	\$139,725	+ 18.8%	\$120,413	\$130,348	+ 8.3%
Percent of List Price Received*	92.9%	95.2%	+ 2.5%	95.7%	95.9%	+ 0.2%
Inventory of Homes for Sale	65	80	+ 23.1%	—	—	—
Months Supply of Inventory	2.8	3.8	+ 35.7%	—	—	—

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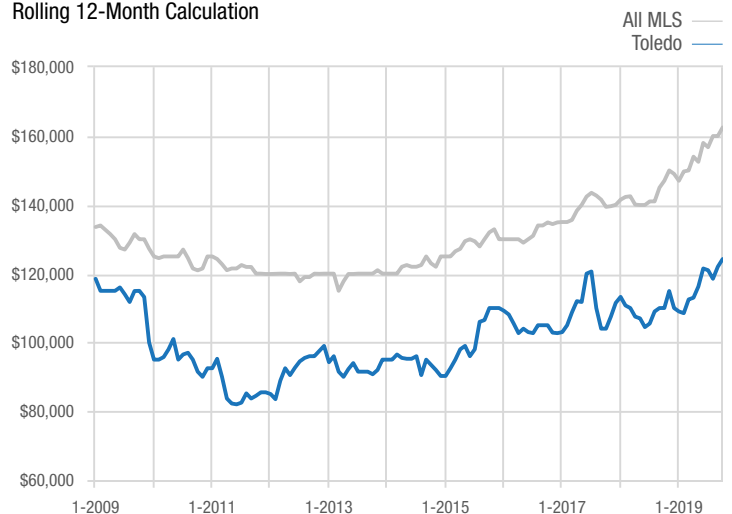
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Bowling Green

MLS Area 55: 43402

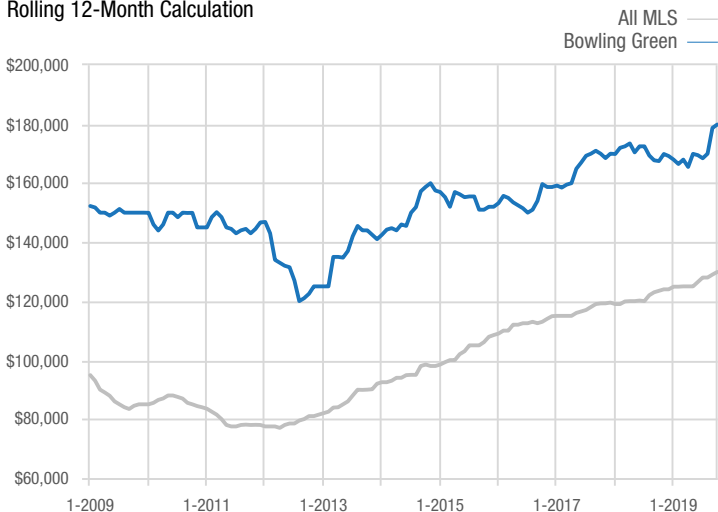
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	21	28	+ 33.3%	240	212	- 11.7%
Pending Sales	22	24	+ 9.1%	200	181	- 9.5%
Closed Sales	21	21	0.0%	199	177	- 11.1%
Days on Market Until Sale	88	78	- 11.4%	79	73	- 7.6%
Median Sales Price*	\$161,500	\$163,834	+ 1.4%	\$169,500	\$180,250	+ 6.3%
Average Sales Price*	\$157,310	\$168,898	+ 7.4%	\$186,714	\$197,897	+ 6.0%
Percent of List Price Received*	94.9%	96.7%	+ 1.9%	97.1%	97.9%	+ 0.8%
Inventory of Homes for Sale	53	49	- 7.5%	—	—	—
Months Supply of Inventory	2.7	2.7	0.0%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	3	3	0.0%	23	20	- 13.0%
Pending Sales	6	2	- 66.7%	23	13	- 43.5%
Closed Sales	7	2	- 71.4%	22	13	- 40.9%
Days on Market Until Sale	32	29	- 9.4%	60	41	- 31.7%
Median Sales Price*	\$150,000	\$150,500	+ 0.3%	\$183,450	\$137,500	- 25.0%
Average Sales Price*	\$174,512	\$150,500	- 13.8%	\$198,366	\$163,488	- 17.6%
Percent of List Price Received*	98.9%	96.0%	- 2.9%	98.9%	98.6%	- 0.3%
Inventory of Homes for Sale	3	8	+ 166.7%	—	—	—
Months Supply of Inventory	1.2	4.5	+ 275.0%	—	—	—

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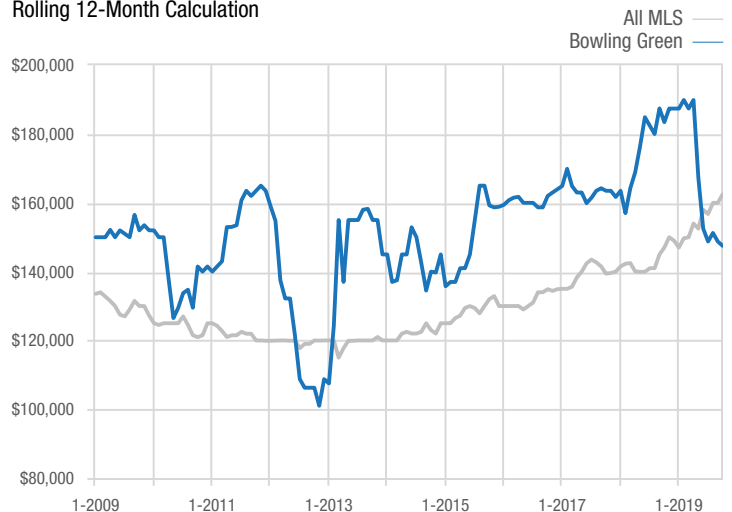
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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East River

MLS Area 24: 43605

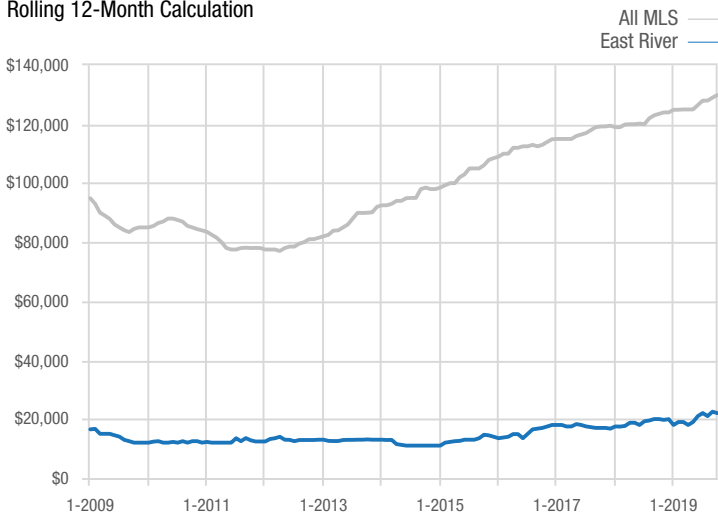
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	26	35	+ 34.6%	248	196	- 21.0%
Pending Sales	22	14	- 36.4%	180	132	- 26.7%
Closed Sales	19	13	- 31.6%	178	134	- 24.7%
Days on Market Until Sale	113	91	- 19.5%	86	81	- 5.8%
Median Sales Price*	\$21,000	\$15,500	- 26.2%	\$20,050	\$22,040	+ 9.9%
Average Sales Price*	\$30,558	\$23,070	- 24.5%	\$26,050	\$27,320	+ 4.9%
Percent of List Price Received*	94.5%	93.2%	- 1.4%	91.0%	90.8%	- 0.2%
Inventory of Homes for Sale	64	65	+ 1.6%	—	—	—
Months Supply of Inventory	3.6	4.7	+ 30.6%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% 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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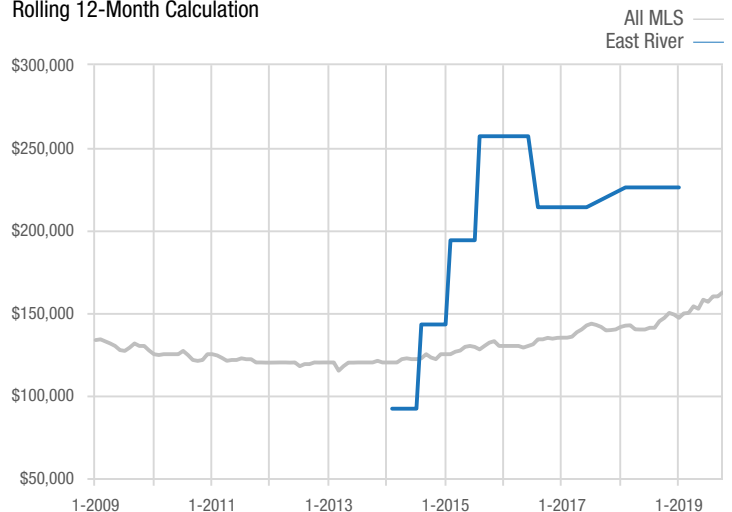
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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East Suburbs

MLS Area 26: 43412 (Lucas County Only)

Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	4	3	- 25.0%	31	19	- 38.7%
Pending Sales	2	2	0.0%	28	18	- 35.7%
Closed Sales	3	2	- 33.3%	29	16	- 44.8%
Days on Market Until Sale	71	59	- 16.9%	121	91	- 24.8%
Median Sales Price*	\$165,000	\$232,250	+ 40.8%	\$65,500	\$184,000	+ 180.9%
Average Sales Price*	\$136,012	\$232,250	+ 70.8%	\$112,333	\$180,394	+ 60.6%
Percent of List Price Received*	104.5%	91.5%	- 12.4%	89.8%	93.3%	+ 3.9%
Inventory of Homes for Sale	12	6	- 50.0%	—	—	—
Months Supply of Inventory	4.6	2.2	- 52.2%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
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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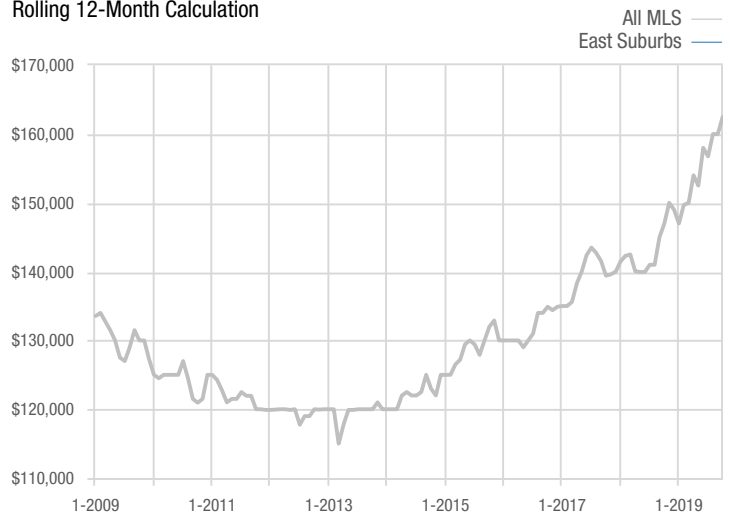
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Five Points / Northtowne

MLS Area 13: 43612

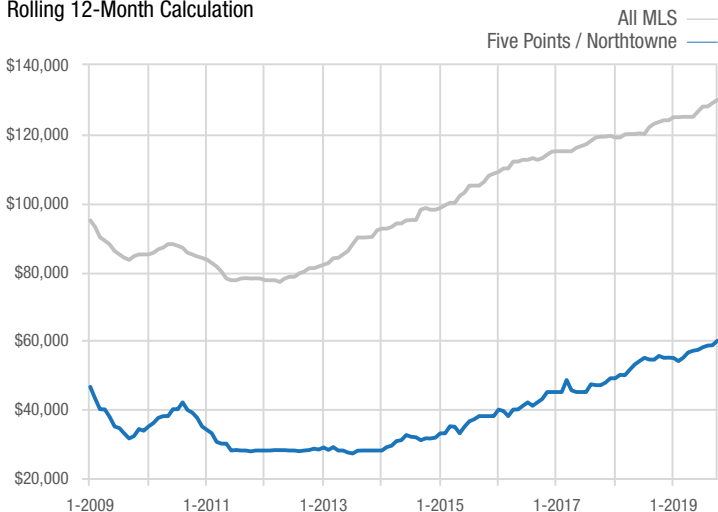
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	41	50	+ 22.0%	460	430	- 6.5%
Pending Sales	35	46	+ 31.4%	343	362	+ 5.5%
Closed Sales	37	33	- 10.8%	346	347	+ 0.3%
Days on Market Until Sale	69	70	+ 1.4%	87	79	- 9.2%
Median Sales Price*	\$56,500	\$67,750	+ 19.9%	\$56,100	\$60,000	+ 7.0%
Average Sales Price*	\$62,027	\$65,368	+ 5.4%	\$57,761	\$62,710	+ 8.6%
Percent of List Price Received*	93.1%	91.9%	- 1.3%	94.7%	95.0%	+ 0.3%
Inventory of Homes for Sale	135	107	- 20.7%	—	—	—
Months Supply of Inventory	3.9	3.1	- 20.5%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
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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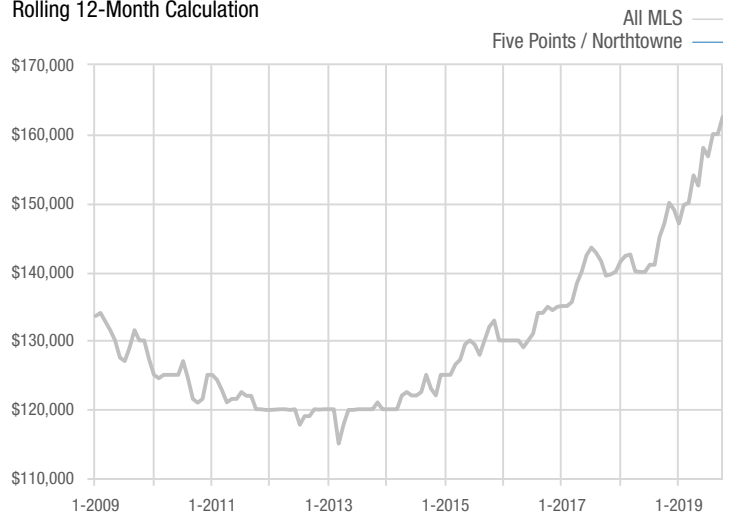
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Franklin Park / Trilby

MLS Area 11: 43623

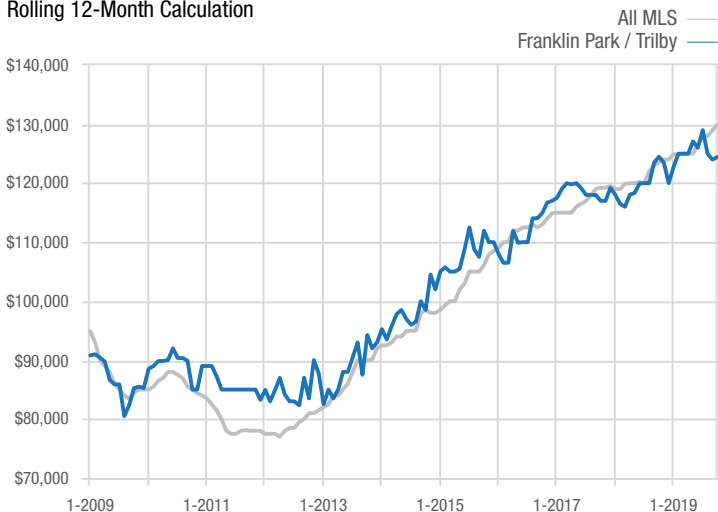
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	26	38	+ 46.2%	323	282	- 12.7%
Pending Sales	21	21	0.0%	245	208	- 15.1%
Closed Sales	23	21	- 8.7%	240	208	- 13.3%
Days on Market Until Sale	70	49	- 30.0%	80	74	- 7.5%
Median Sales Price*	\$114,000	\$129,000	+ 13.2%	\$120,000	\$124,950	+ 4.1%
Average Sales Price*	\$151,694	\$133,010	- 12.3%	\$142,392	\$149,011	+ 4.6%
Percent of List Price Received*	105.7%	96.7%	- 8.5%	97.7%	98.5%	+ 0.8%
Inventory of Homes for Sale	82	72	- 12.2%	—	—	—
Months Supply of Inventory	3.6	3.6	0.0%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	1	1	0.0%	15	18	+ 20.0%
Pending Sales	1	2	+ 100.0%	12	15	+ 25.0%
Closed Sales	1	3	+ 200.0%	12	16	+ 33.3%
Days on Market Until Sale	50	70	+ 40.0%	36	58	+ 61.1%
Median Sales Price*	\$70,550	\$134,000	+ 89.9%	\$103,450	\$119,500	+ 15.5%
Average Sales Price*	\$70,550	\$146,500	+ 107.7%	\$112,154	\$127,556	+ 13.7%
Percent of List Price Received*	101.2%	99.9%	- 1.3%	98.2%	98.9%	+ 0.7%
Inventory of Homes for Sale	1	3	+ 200.0%	—	—	—
Months Supply of Inventory	0.7	1.8	+ 157.1%	—	—	—

* 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.

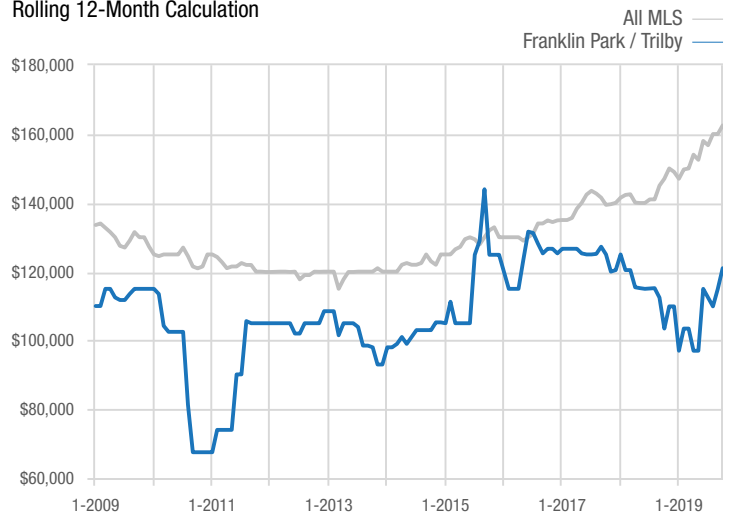
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – October 2019

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Heatherdowns Blvd / River Rd

MLS Area 23: 43614

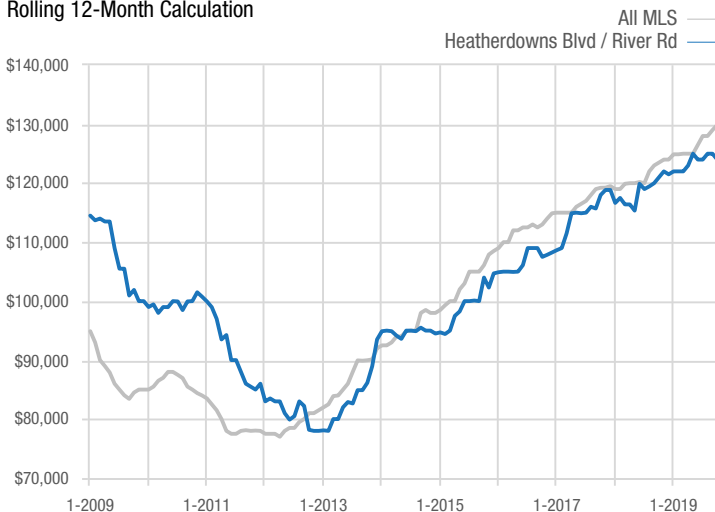
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	49	50	+ 2.0%	523	465	- 11.1%
Pending Sales	41	41	0.0%	421	368	- 12.6%
Closed Sales	43	35	- 18.6%	415	356	- 14.2%
Days on Market Until Sale	69	61	- 11.6%	78	73	- 6.4%
Median Sales Price*	\$122,500	\$118,000	- 3.7%	\$121,500	\$124,950	+ 2.8%
Average Sales Price*	\$126,446	\$121,743	- 3.7%	\$129,505	\$127,776	- 1.3%
Percent of List Price Received*	95.8%	97.0%	+ 1.3%	97.0%	98.2%	+ 1.2%
Inventory of Homes for Sale	113	112	- 0.9%	—	—	—
Months Supply of Inventory	2.8	3.2	+ 14.3%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	7	3	- 57.1%	61	62	+ 1.6%
Pending Sales	8	4	- 50.0%	56	46	- 17.9%
Closed Sales	10	3	- 70.0%	55	44	- 20.0%
Days on Market Until Sale	97	53	- 45.4%	72	80	+ 11.1%
Median Sales Price*	\$95,750	\$28,000	- 70.8%	\$76,000	\$77,950	+ 2.6%
Average Sales Price*	\$88,099	\$77,000	- 12.6%	\$86,969	\$85,394	- 1.8%
Percent of List Price Received*	87.6%	91.9%	+ 4.9%	94.5%	93.3%	- 1.3%
Inventory of Homes for Sale	11	18	+ 63.6%	—	—	—
Months Supply of Inventory	2.1	4.3	+ 104.8%	—	—	—

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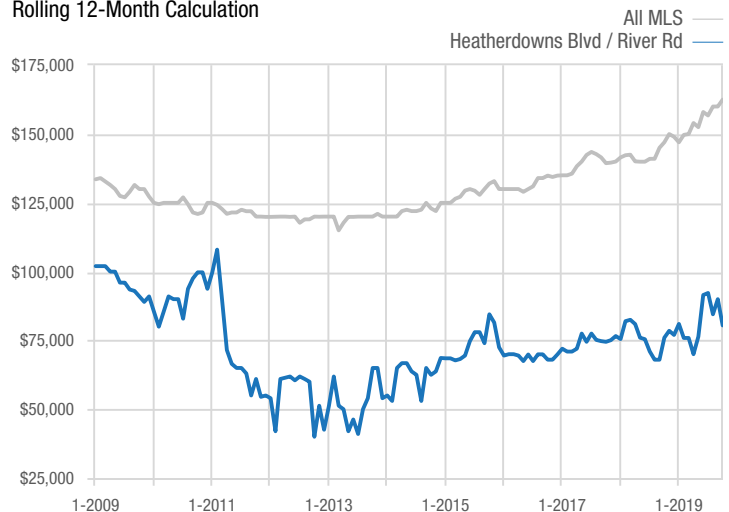
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Maumee

MLS Area 07: 43537

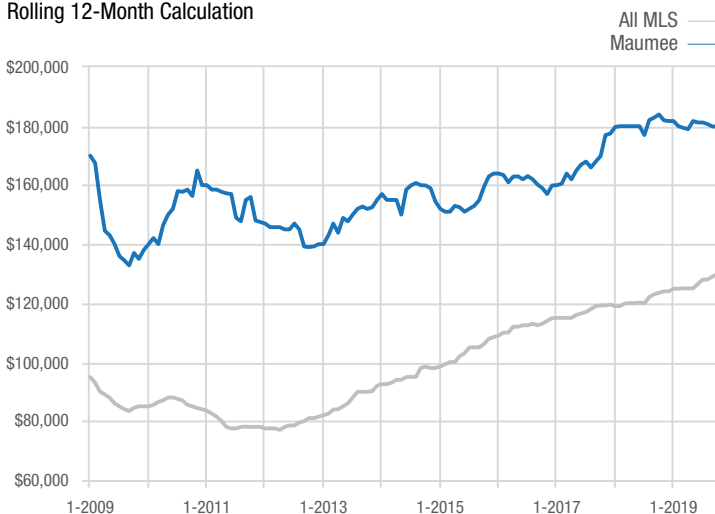
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	50	39	- 22.0%	455	472	+ 3.7%
Pending Sales	37	28	- 24.3%	352	360	+ 2.3%
Closed Sales	38	30	- 21.1%	353	352	- 0.3%
Days on Market Until Sale	82	72	- 12.2%	79	72	- 8.9%
Median Sales Price*	\$187,000	\$175,000	- 6.4%	\$184,125	\$180,000	- 2.2%
Average Sales Price*	\$215,911	\$245,902	+ 13.9%	\$219,026	\$217,601	- 0.7%
Percent of List Price Received*	98.0%	97.5%	- 0.5%	98.1%	98.3%	+ 0.2%
Inventory of Homes for Sale	111	104	- 6.3%	—	—	—
Months Supply of Inventory	3.4	3.1	- 8.8%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	4	4	0.0%	72	59	- 18.1%
Pending Sales	5	9	+ 80.0%	50	53	+ 6.0%
Closed Sales	7	8	+ 14.3%	48	50	+ 4.2%
Days on Market Until Sale	86	61	- 29.1%	64	61	- 4.7%
Median Sales Price*	\$150,000	\$195,250	+ 30.2%	\$182,125	\$210,250	+ 15.4%
Average Sales Price*	\$177,557	\$248,994	+ 40.2%	\$208,469	\$232,367	+ 11.5%
Percent of List Price Received*	97.9%	97.7%	- 0.2%	97.7%	98.3%	+ 0.6%
Inventory of Homes for Sale	16	11	- 31.3%	—	—	—
Months Supply of Inventory	3.3	2.3	- 30.3%	—	—	—

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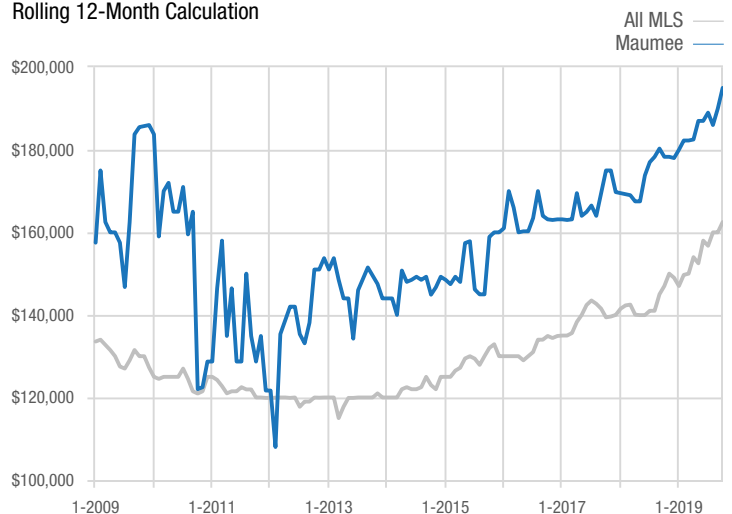
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Monclova

MLS Area 06: 43542

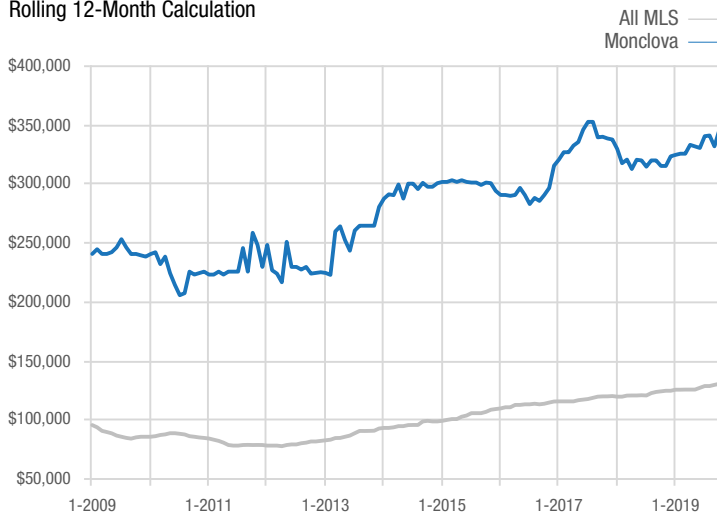
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	9	3	- 66.7%	92	82	- 10.9%
Pending Sales	11	7	- 36.4%	64	64	0.0%
Closed Sales	5	7	+ 40.0%	57	62	+ 8.8%
Days on Market Until Sale	81	102	+ 25.9%	106	102	- 3.8%
Median Sales Price*	\$285,000	\$400,000	+ 40.4%	\$319,300	\$350,750	+ 9.8%
Average Sales Price*	\$298,280	\$441,414	+ 48.0%	\$331,122	\$354,310	+ 7.0%
Percent of List Price Received*	94.8%	94.6%	- 0.2%	98.9%	97.1%	- 1.8%
Inventory of Homes for Sale	29	26	- 10.3%	—	—	—
Months Supply of Inventory	4.9	4.5	- 8.2%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	1	0	- 100.0%	4	2	- 50.0%
Pending Sales	0	0	—	2	2	0.0%
Closed Sales	1	0	- 100.0%	2	2	0.0%
Days on Market Until Sale	88	—	—	106	77	- 27.4%
Median Sales Price*	\$275,900	—	—	\$249,200	\$271,500	+ 8.9%
Average Sales Price*	\$275,900	—	—	\$249,200	\$271,500	+ 8.9%
Percent of List Price Received*	96.8%	—	—	97.9%	97.0%	- 0.9%
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	2.0	—	—	—	—	—

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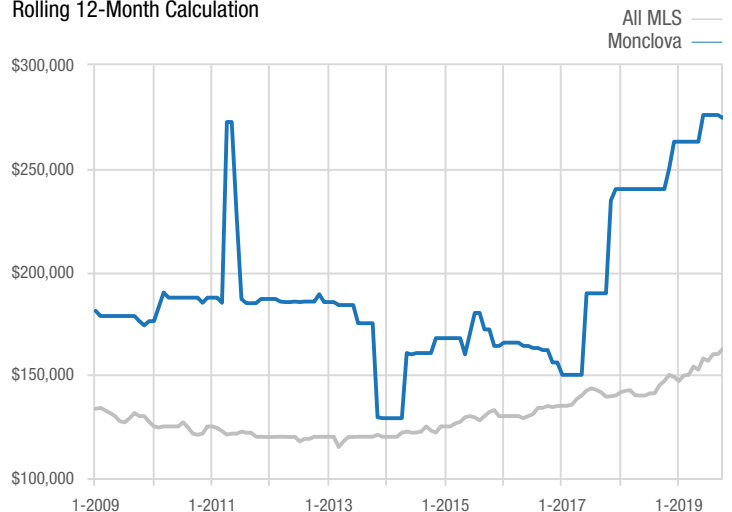
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Northwood / Rossford / Lake Twp

MLS Area 54: Includes Millbury, Moline and Walbridge

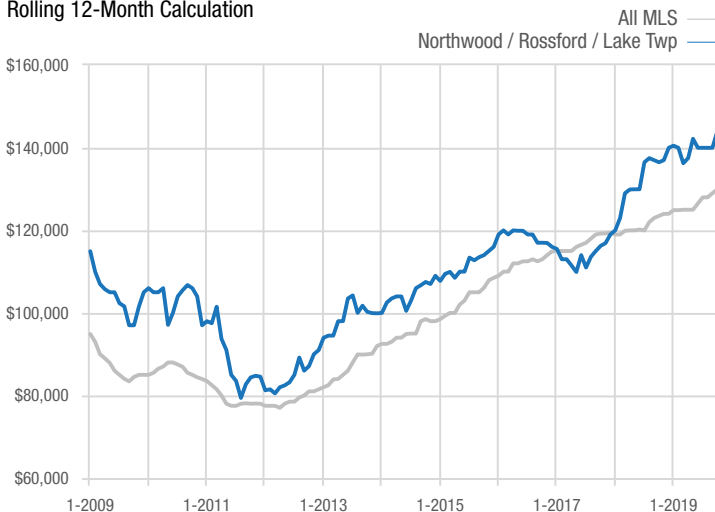
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	30	28	- 6.7%	305	270	- 11.5%
Pending Sales	31	20	- 35.5%	232	234	+ 0.9%
Closed Sales	27	23	- 14.8%	230	236	+ 2.6%
Days on Market Until Sale	63	61	- 3.2%	87	78	- 10.3%
Median Sales Price*	\$137,000	\$144,000	+ 5.1%	\$142,000	\$145,000	+ 2.1%
Average Sales Price*	\$146,993	\$138,752	- 5.6%	\$145,820	\$151,232	+ 3.7%
Percent of List Price Received*	97.5%	96.9%	- 0.6%	97.9%	98.0%	+ 0.1%
Inventory of Homes for Sale	89	55	- 38.2%	—	—	—
Months Supply of Inventory	3.8	2.3	- 39.5%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	0	0	—	10	11	+ 10.0%
Pending Sales	2	0	- 100.0%	10	10	0.0%
Closed Sales	3	0	- 100.0%	10	10	0.0%
Days on Market Until Sale	47	—	—	77	78	+ 1.3%
Median Sales Price*	\$44,000	—	—	\$48,500	\$185,500	+ 282.5%
Average Sales Price*	\$85,528	—	—	\$82,589	\$158,320	+ 91.7%
Percent of List Price Received*	94.2%	—	—	95.2%	98.0%	+ 2.9%
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	1.5	—	—	—	—	—

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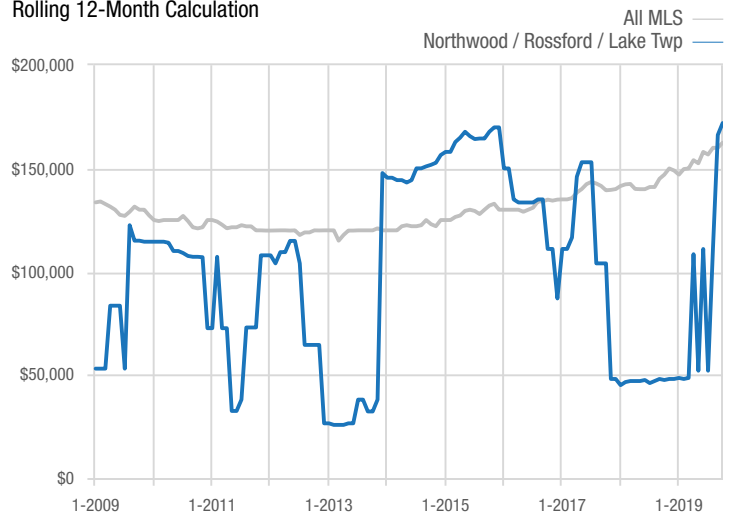
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Olde North End

MLS Area 19: 43608

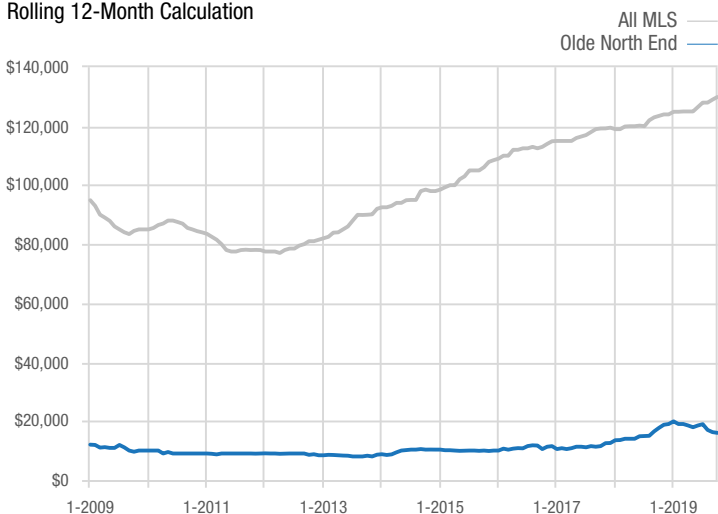
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	16	12	- 25.0%	117	142	+ 21.4%
Pending Sales	13	14	+ 7.7%	82	87	+ 6.1%
Closed Sales	12	10	- 16.7%	81	85	+ 4.9%
Days on Market Until Sale	82	80	- 2.4%	86	81	- 5.8%
Median Sales Price*	\$23,200	\$21,500	- 7.3%	\$19,900	\$16,000	- 19.6%
Average Sales Price*	\$33,573	\$28,430	- 15.3%	\$27,580	\$19,463	- 29.4%
Percent of List Price Received*	86.4%	96.3%	+ 11.5%	91.4%	86.7%	- 5.1%
Inventory of Homes for Sale	32	37	+ 15.6%	—	—	—
Months Supply of Inventory	3.8	4.4	+ 15.8%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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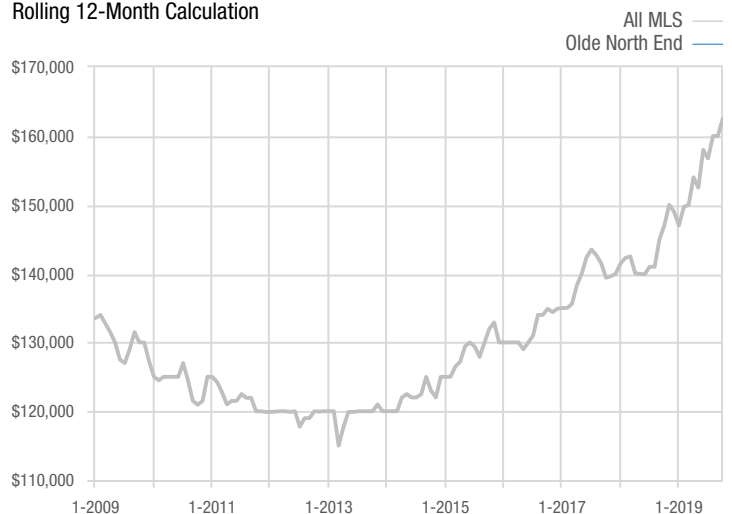
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Olde South End

MLS Area 22: 43609

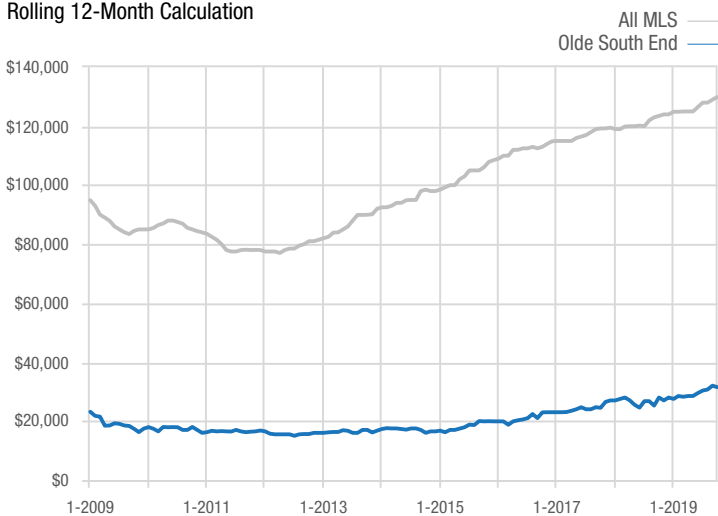
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	32	22	- 31.3%	278	228	- 18.0%
Pending Sales	19	12	- 36.8%	183	156	- 14.8%
Closed Sales	27	12	- 55.6%	185	162	- 12.4%
Days on Market Until Sale	69	53	- 23.2%	90	66	- 26.7%
Median Sales Price*	\$30,000	\$27,500	- 8.3%	\$28,000	\$32,075	+ 14.6%
Average Sales Price*	\$35,714	\$33,642	- 5.8%	\$31,076	\$34,130	+ 9.8%
Percent of List Price Received*	95.0%	86.3%	- 9.2%	89.3%	91.2%	+ 2.1%
Inventory of Homes for Sale	81	57	- 29.6%	—	—	—
Months Supply of Inventory	4.7	3.4	- 27.7%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
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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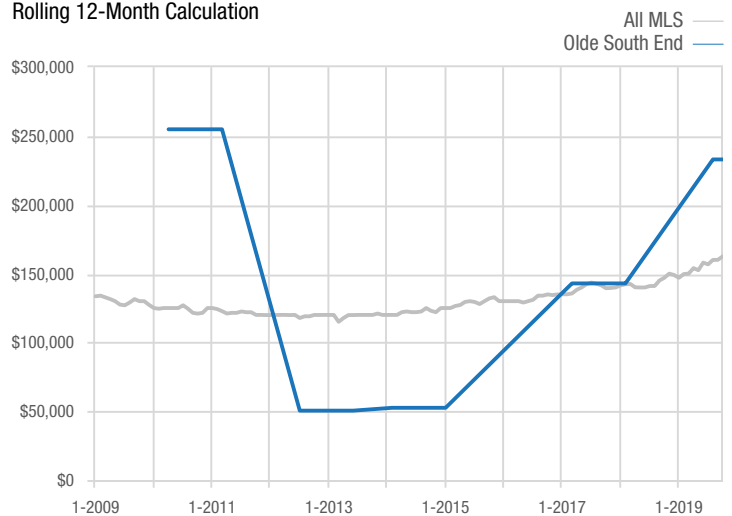
Median Sales Price - Single Family

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

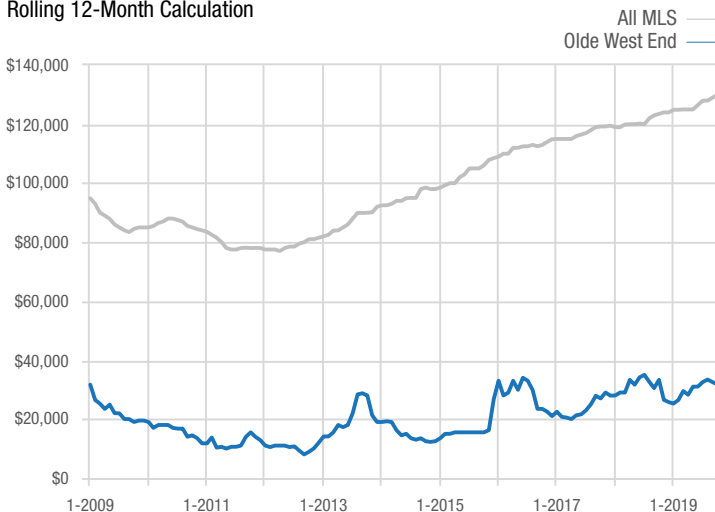
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	8	16	+ 100.0%	58	80	+ 37.9%
Pending Sales	6	5	- 16.7%	38	43	+ 13.2%
Closed Sales	6	3	- 50.0%	38	40	+ 5.3%
Days on Market Until Sale	107	66	- 38.3%	73	102	+ 39.7%
Median Sales Price*	\$114,500	\$125,000	+ 9.2%	\$35,950	\$41,500	+ 15.4%
Average Sales Price*	\$125,667	\$96,667	- 23.1%	\$70,660	\$78,427	+ 11.0%
Percent of List Price Received*	93.0%	82.5%	- 11.3%	90.6%	89.5%	- 1.2%
Inventory of Homes for Sale	19	35	+ 84.2%	—	—	—
Months Supply of Inventory	5.0	7.9	+ 58.0%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	0	2	—	4	4	0.0%
Pending Sales	1	0	- 100.0%	5	1	- 80.0%
Closed Sales	1	0	- 100.0%	6	3	- 50.0%
Days on Market Until Sale	49	—	—	58	119	+ 105.2%
Median Sales Price*	\$48,000	—	—	\$46,284	\$78,000	+ 68.5%
Average Sales Price*	\$48,000	—	—	\$48,078	\$72,000	+ 49.8%
Percent of List Price Received*	94.5%	—	—	93.6%	88.3%	- 5.7%
Inventory of Homes for Sale	1	3	+ 200.0%	—	—	—
Months Supply of Inventory	1.0	3.0	+ 200.0%	—	—	—

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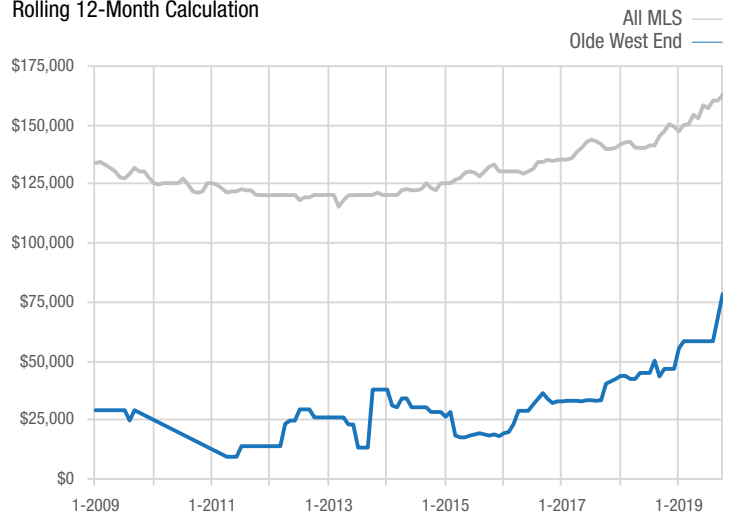
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Oregon

MLS Area 25: 43616

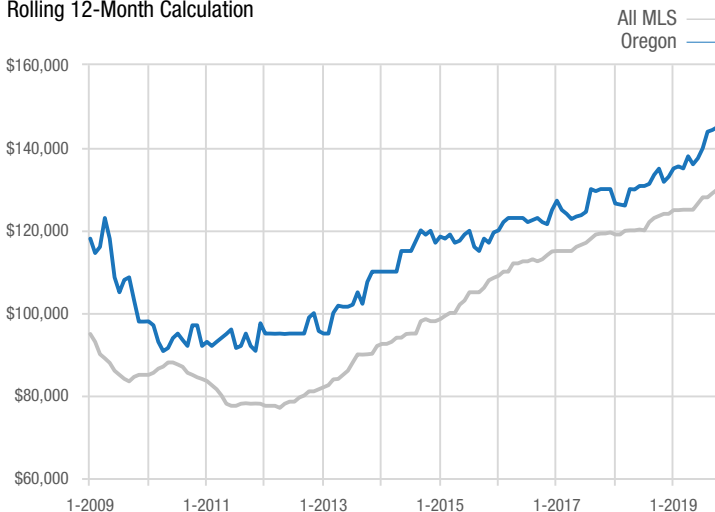
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	36	28	- 22.2%	307	265	- 13.7%
Pending Sales	22	23	+ 4.5%	218	226	+ 3.7%
Closed Sales	21	28	+ 33.3%	219	224	+ 2.3%
Days on Market Until Sale	91	72	- 20.9%	86	83	- 3.5%
Median Sales Price*	\$136,000	\$138,000	+ 1.5%	\$134,950	\$149,900	+ 11.1%
Average Sales Price*	\$147,058	\$147,999	+ 0.6%	\$147,948	\$161,881	+ 9.4%
Percent of List Price Received*	97.4%	98.1%	+ 0.7%	97.1%	98.0%	+ 0.9%
Inventory of Homes for Sale	82	67	- 18.3%	—	—	—
Months Supply of Inventory	4.0	3.2	- 20.0%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	0	3	—	6	10	+ 66.7%
Pending Sales	0	2	—	6	6	0.0%
Closed Sales	1	1	0.0%	6	5	- 16.7%
Days on Market Until Sale	93	49	- 47.3%	70	48	- 31.4%
Median Sales Price*	\$206,000	\$160,000	- 22.3%	\$184,075	\$176,000	- 4.4%
Average Sales Price*	\$206,000	\$160,000	- 22.3%	\$167,942	\$182,180	+ 8.5%
Percent of List Price Received*	98.1%	94.2%	- 4.0%	98.4%	96.9%	- 1.5%
Inventory of Homes for Sale	0	4	—	—	—	—
Months Supply of Inventory	—	2.7	—	—	—	—

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Median Sales Price - Single Family

Rolling 12-Month Calculation



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Ottawa Hills

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

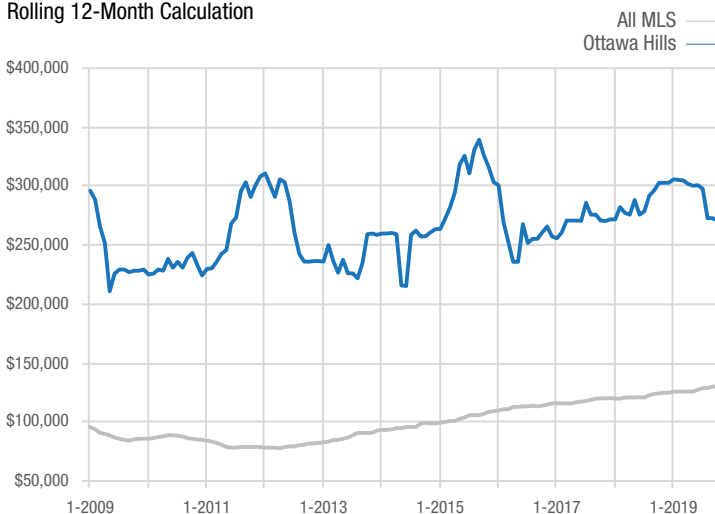
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	6	8	+ 33.3%	151	126	- 16.6%
Pending Sales	4	4	0.0%	96	80	- 16.7%
Closed Sales	7	4	- 42.9%	98	79	- 19.4%
Days on Market Until Sale	94	126	+ 34.0%	87	121	+ 39.1%
Median Sales Price*	\$382,500	\$237,500	- 37.9%	\$304,500	\$270,000	- 11.3%
Average Sales Price*	\$360,643	\$230,875	- 36.0%	\$351,551	\$318,788	- 9.3%
Percent of List Price Received*	95.6%	95.1%	- 0.5%	96.7%	96.6%	- 0.1%
Inventory of Homes for Sale	43	43	0.0%	—	—	—
Months Supply of Inventory	5.0	5.9	+ 18.0%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	1	1	0.0%	19	19	0.0%
Pending Sales	0	0	—	11	17	+ 54.5%
Closed Sales	0	0	—	11	17	+ 54.5%
Days on Market Until Sale	—	—	—	124	126	+ 1.6%
Median Sales Price*	—	—	—	\$118,500	\$82,500	- 30.4%
Average Sales Price*	—	—	—	\$145,786	\$91,410	- 37.3%
Percent of List Price Received*	—	—	—	94.1%	95.2%	+ 1.2%
Inventory of Homes for Sale	8	5	- 37.5%	—	—	—
Months Supply of Inventory	6.0	2.1	- 65.0%	—	—	—

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

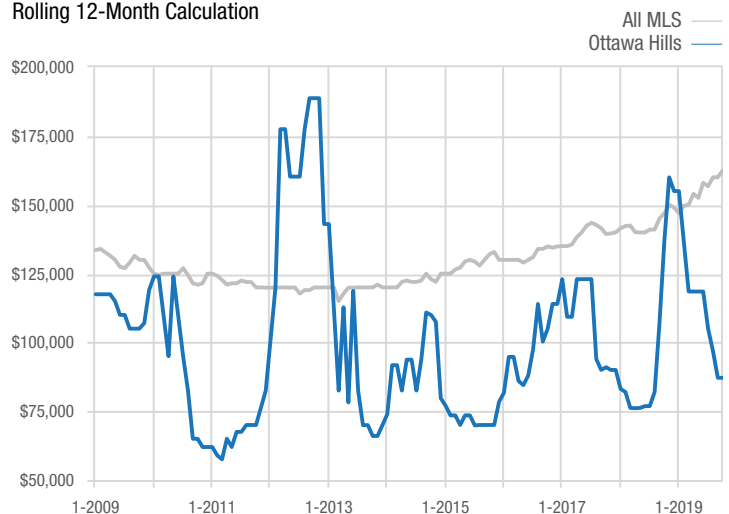
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – October 2019

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Ottawa Park / Westgate

MLS Area 17: 43606 (except Ottawa Hills)

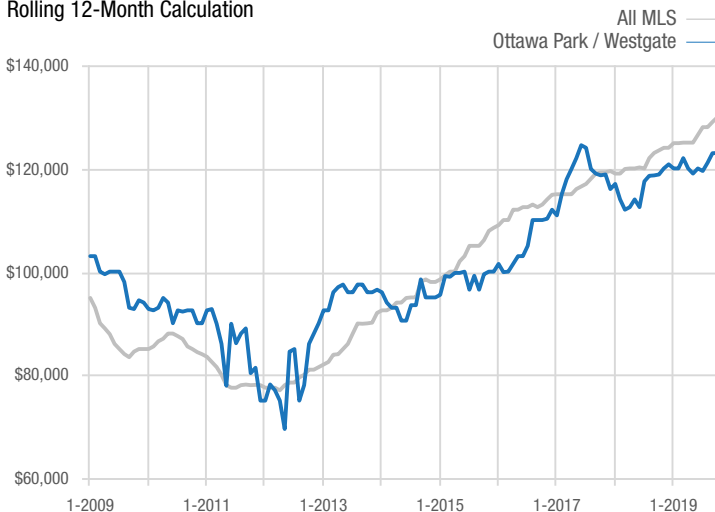
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	30	40	+ 33.3%	292	291	- 0.3%
Pending Sales	31	16	- 48.4%	215	223	+ 3.7%
Closed Sales	24	21	- 12.5%	208	224	+ 7.7%
Days on Market Until Sale	86	96	+ 11.6%	73	75	+ 2.7%
Median Sales Price*	\$111,500	\$123,000	+ 10.3%	\$120,000	\$122,500	+ 2.1%
Average Sales Price*	\$110,815	\$129,214	+ 16.6%	\$116,116	\$126,664	+ 9.1%
Percent of List Price Received*	95.0%	96.9%	+ 2.0%	96.8%	96.5%	- 0.3%
Inventory of Homes for Sale	87	81	- 6.9%	—	—	—
Months Supply of Inventory	4.2	3.5	- 16.7%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	1	1	0.0%	9	6	- 33.3%
Pending Sales	0	0	—	7	7	0.0%
Closed Sales	0	0	—	7	7	0.0%
Days on Market Until Sale	—	—	—	67	63	- 6.0%
Median Sales Price*	—	—	—	\$109,000	\$125,000	+ 14.7%
Average Sales Price*	—	—	—	\$93,500	\$117,557	+ 25.7%
Percent of List Price Received*	—	—	—	94.6%	97.3%	+ 2.9%
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	1.8	0.8	- 55.6%	—	—	—

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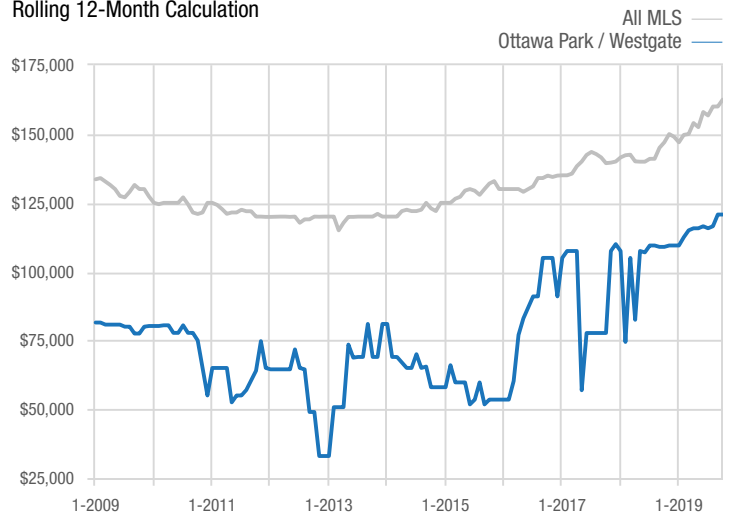
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Perrysburg / Perrysburg Twp

MLS Area 53: 43551

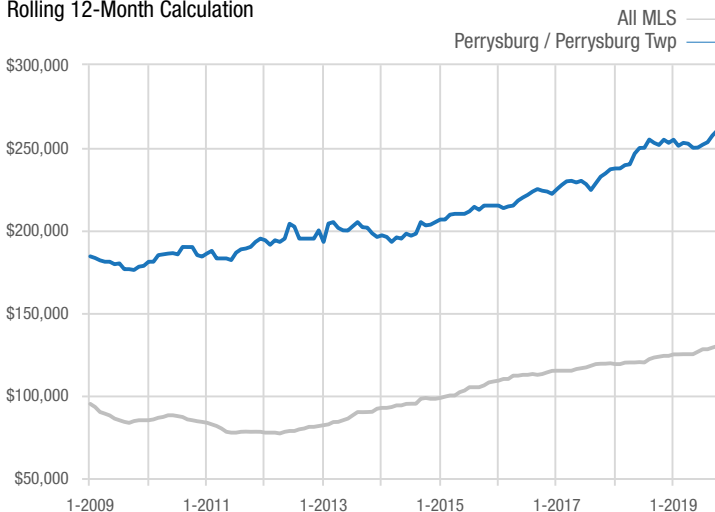
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	57	53	- 7.0%	598	652	+ 9.0%
Pending Sales	38	47	+ 23.7%	481	496	+ 3.1%
Closed Sales	44	39	- 11.4%	479	483	+ 0.8%
Days on Market Until Sale	88	91	+ 3.4%	96	91	- 5.2%
Median Sales Price*	\$242,000	\$263,125	+ 8.7%	\$254,900	\$263,063	+ 3.2%
Average Sales Price*	\$255,553	\$286,921	+ 12.3%	\$280,111	\$299,298	+ 6.8%
Percent of List Price Received*	99.8%	97.9%	- 1.9%	98.2%	98.4%	+ 0.2%
Inventory of Homes for Sale	162	160	- 1.2%	—	—	—
Months Supply of Inventory	3.6	3.4	- 5.6%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	5	6	+ 20.0%	74	82	+ 10.8%
Pending Sales	5	5	0.0%	66	63	- 4.5%
Closed Sales	3	4	+ 33.3%	65	61	- 6.2%
Days on Market Until Sale	147	76	- 48.3%	80	72	- 10.0%
Median Sales Price*	\$299,807	\$170,500	- 43.1%	\$191,849	\$208,000	+ 8.4%
Average Sales Price*	\$356,602	\$168,750	- 52.7%	\$209,050	\$214,765	+ 2.7%
Percent of List Price Received*	95.0%	95.7%	+ 0.7%	97.9%	96.5%	- 1.4%
Inventory of Homes for Sale	16	22	+ 37.5%	—	—	—
Months Supply of Inventory	2.6	3.8	+ 46.2%	—	—	—

* 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.

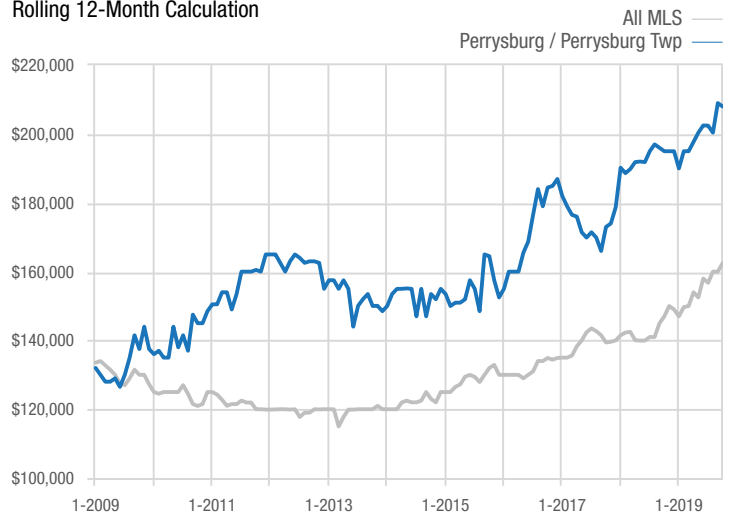
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Point Place

MLS Area 14: 43611

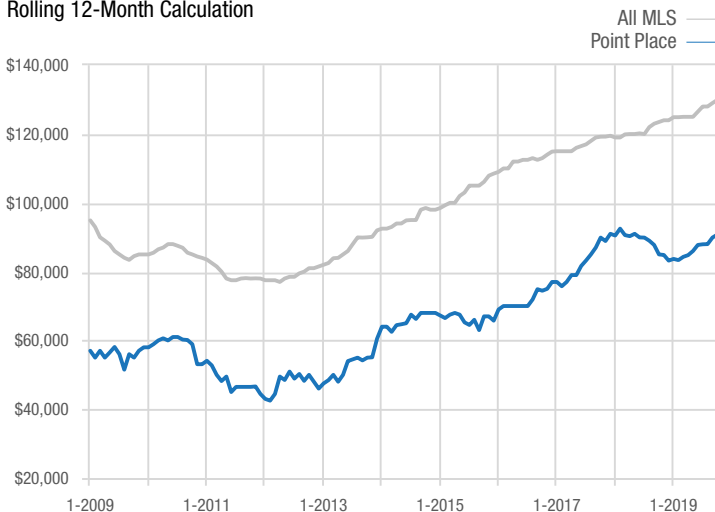
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	26	27	+ 3.8%	289	287	- 0.7%
Pending Sales	31	24	- 22.6%	226	219	- 3.1%
Closed Sales	28	23	- 17.9%	225	215	- 4.4%
Days on Market Until Sale	86	66	- 23.3%	87	71	- 18.4%
Median Sales Price*	\$88,000	\$109,000	+ 23.9%	\$85,000	\$92,299	+ 8.6%
Average Sales Price*	\$92,761	\$123,096	+ 32.7%	\$91,171	\$99,681	+ 9.3%
Percent of List Price Received*	95.6%	94.9%	- 0.7%	96.6%	96.4%	- 0.2%
Inventory of Homes for Sale	64	75	+ 17.2%	—	—	—
Months Supply of Inventory	2.9	3.5	+ 20.7%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	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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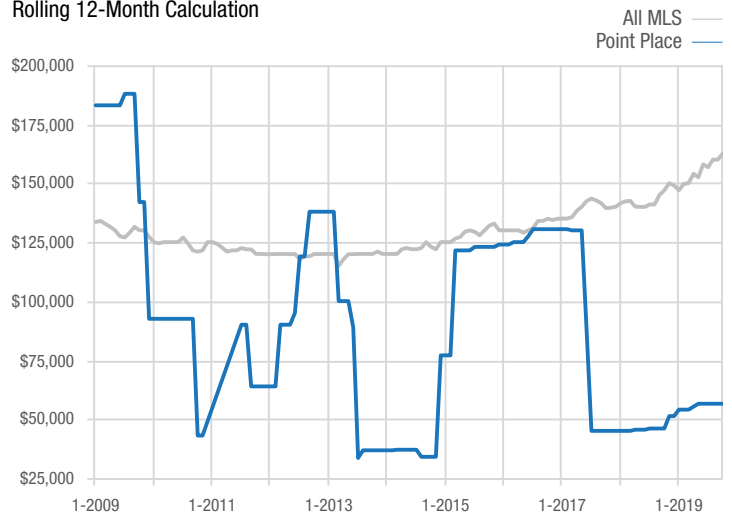
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Scott Park

MLS Area 21: 43607

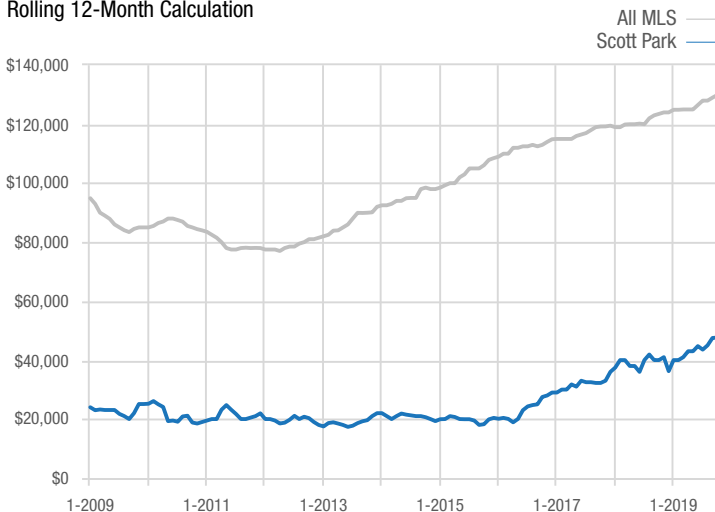
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	33	17	- 48.5%	238	170	- 28.6%
Pending Sales	21	16	- 23.8%	154	146	- 5.2%
Closed Sales	17	16	- 5.9%	148	146	- 1.4%
Days on Market Until Sale	89	59	- 33.7%	84	84	0.0%
Median Sales Price*	\$37,625	\$40,500	+ 7.6%	\$38,500	\$48,900	+ 27.0%
Average Sales Price*	\$45,609	\$59,320	+ 30.1%	\$44,100	\$56,647	+ 28.5%
Percent of List Price Received*	93.3%	89.7%	- 3.9%	92.4%	91.7%	- 0.8%
Inventory of Homes for Sale	77	31	- 59.7%	—	—	—
Months Supply of Inventory	5.3	2.1	- 60.4%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
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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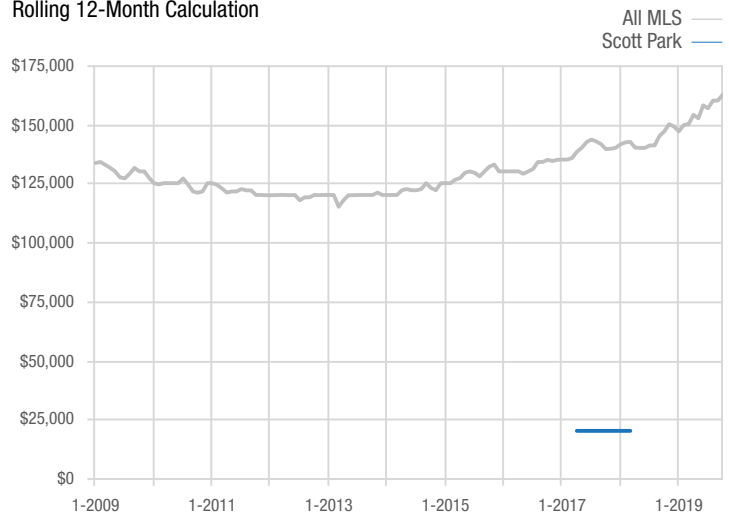
Median Sales Price - Single Family

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)

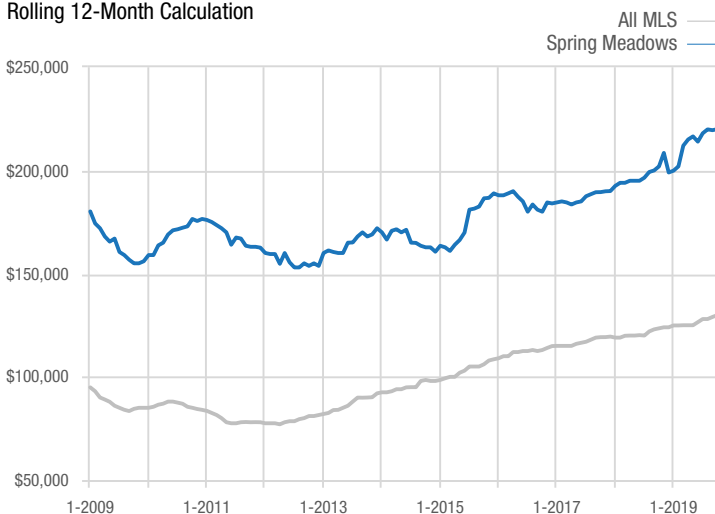
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	34	20	- 41.2%	320	304	- 5.0%
Pending Sales	25	19	- 24.0%	210	226	+ 7.6%
Closed Sales	27	17	- 37.0%	210	223	+ 6.2%
Days on Market Until Sale	88	72	- 18.2%	94	78	- 17.0%
Median Sales Price*	\$210,000	\$229,000	+ 9.0%	\$203,900	\$224,900	+ 10.3%
Average Sales Price*	\$234,062	\$232,374	- 0.7%	\$214,506	\$223,861	+ 4.4%
Percent of List Price Received*	97.5%	97.5%	0.0%	98.7%	98.7%	0.0%
Inventory of Homes for Sale	99	74	- 25.3%	—	—	—
Months Supply of Inventory	5.0	3.3	- 34.0%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	3	7	+ 133.3%	45	40	- 11.1%
Pending Sales	3	0	- 100.0%	31	34	+ 9.7%
Closed Sales	2	2	0.0%	30	34	+ 13.3%
Days on Market Until Sale	114	86	- 24.6%	101	97	- 4.0%
Median Sales Price*	\$246,142	\$232,700	- 5.5%	\$208,500	\$214,950	+ 3.1%
Average Sales Price*	\$246,142	\$232,700	- 5.5%	\$213,859	\$223,533	+ 4.5%
Percent of List Price Received*	97.0%	97.9%	+ 0.9%	96.2%	97.3%	+ 1.1%
Inventory of Homes for Sale	15	14	- 6.7%	—	—	—
Months Supply of Inventory	5.5	4.0	- 27.3%	—	—	—

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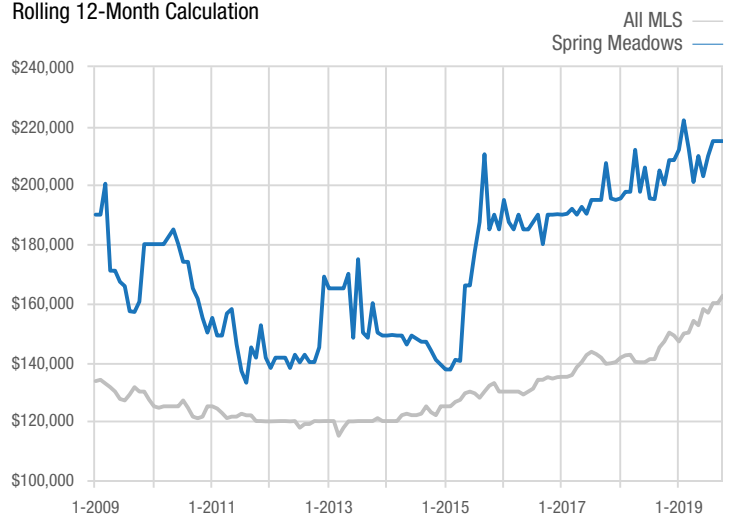
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Sylvania

43560 and 43617

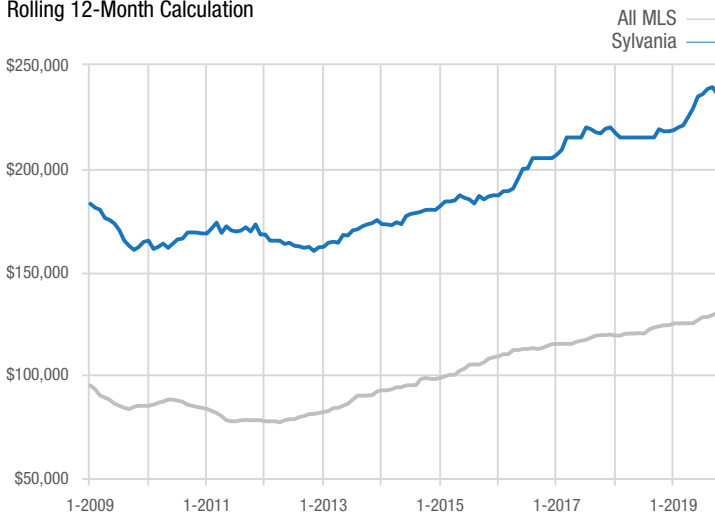
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	68	61	- 10.3%	792	727	- 8.2%
Pending Sales	56	54	- 3.6%	571	503	- 11.9%
Closed Sales	51	50	- 2.0%	559	488	- 12.7%
Days on Market Until Sale	74	90	+ 21.6%	84	81	- 3.6%
Median Sales Price*	\$246,500	\$207,500	- 15.8%	\$219,900	\$237,500	+ 8.0%
Average Sales Price*	\$254,162	\$216,046	- 15.0%	\$233,604	\$254,534	+ 9.0%
Percent of List Price Received*	97.7%	96.4%	- 1.3%	98.2%	98.1%	- 0.1%
Inventory of Homes for Sale	198	197	- 0.5%	—	—	—
Months Supply of Inventory	3.7	4.1	+ 10.8%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	9	10	+ 11.1%	173	154	- 11.0%
Pending Sales	12	10	- 16.7%	126	116	- 7.9%
Closed Sales	12	12	0.0%	127	110	- 13.4%
Days on Market Until Sale	59	65	+ 10.2%	91	97	+ 6.6%
Median Sales Price*	\$165,750	\$132,150	- 20.3%	\$169,900	\$195,700	+ 15.2%
Average Sales Price*	\$193,900	\$162,025	- 16.4%	\$181,112	\$199,996	+ 10.4%
Percent of List Price Received*	97.4%	98.2%	+ 0.8%	96.6%	97.8%	+ 1.2%
Inventory of Homes for Sale	44	37	- 15.9%	—	—	—
Months Supply of Inventory	3.8	3.3	- 13.2%	—	—	—

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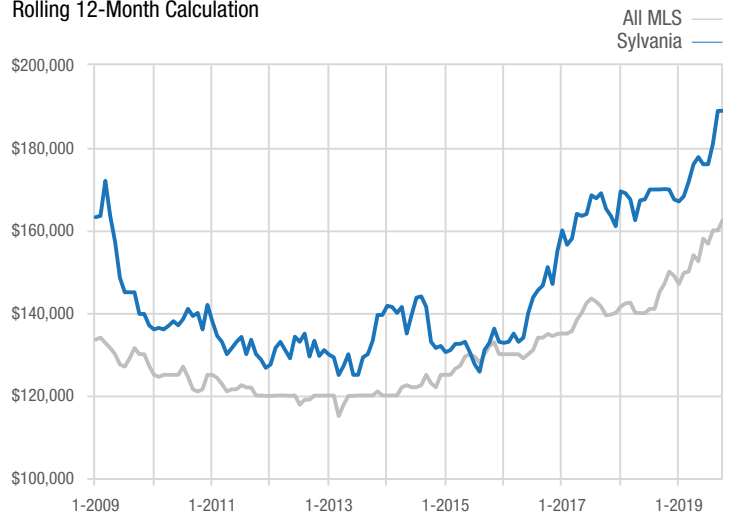
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Towne Centre

MLS Area 20: 43604

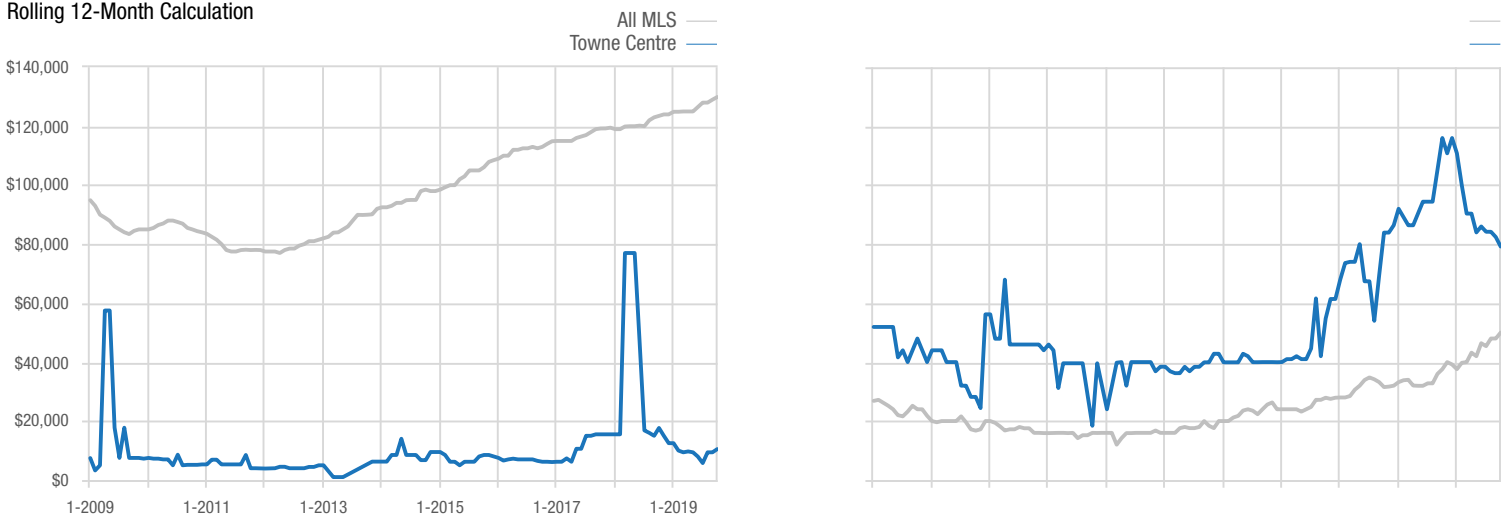
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	1	2	+ 100.0%	14	21	+ 50.0%
Pending Sales	0	2	—	7	10	+ 42.9%
Closed Sales	0	1	—	7	9	+ 28.6%
Days on Market Until Sale	—	49	—	68	58	- 14.7%
Median Sales Price*	—	\$99,900	—	\$17,663	\$12,250	- 30.6%
Average Sales Price*	—	\$99,900	—	\$54,523	\$20,652	- 62.1%
Percent of List Price Received*	—	100.0%	—	100.7%	82.9%	- 17.7%
Inventory of Homes for Sale	6	5	- 16.7%	—	—	—
Months Supply of Inventory	4.3	3.1	- 27.9%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	1	1	0.0%	10	16	+ 60.0%
Pending Sales	1	2	+ 100.0%	9	20	+ 122.2%
Closed Sales	3	2	- 33.3%	9	20	+ 122.2%
Days on Market Until Sale	44	29	- 34.1%	57	94	+ 64.9%
Median Sales Price*	\$250,000	\$227,750	- 8.9%	\$245,000	\$199,000	- 18.8%
Average Sales Price*	\$267,333	\$227,750	- 14.8%	\$252,272	\$203,457	- 19.4%
Percent of List Price Received*	94.9%	96.5%	+ 1.7%	95.1%	97.4%	+ 2.4%
Inventory of Homes for Sale	2	3	+ 50.0%	—	—	—
Months Supply of Inventory	1.4	1.2	- 14.3%	—	—	—

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Median Sales Price - Single Family

Rolling 12-Month Calculation



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Tremainsville

MLS Area 12: 43613

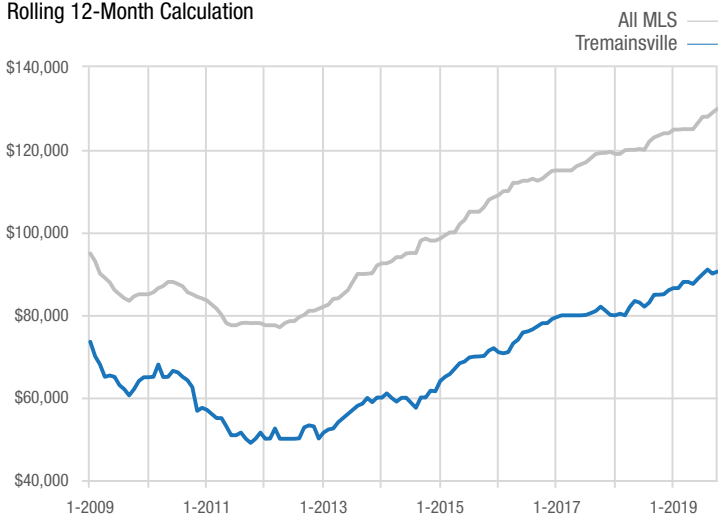
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	51	46	- 9.8%	667	596	- 10.6%
Pending Sales	58	38	- 34.5%	533	503	- 5.6%
Closed Sales	59	51	- 13.6%	535	503	- 6.0%
Days on Market Until Sale	71	68	- 4.2%	88	82	- 6.8%
Median Sales Price*	\$84,900	\$105,000	+ 23.7%	\$85,500	\$92,000	+ 7.6%
Average Sales Price*	\$84,055	\$96,899	+ 15.3%	\$84,732	\$90,683	+ 7.0%
Percent of List Price Received*	96.3%	96.9%	+ 0.6%	96.8%	96.6%	- 0.2%
Inventory of Homes for Sale	169	127	- 24.9%	—	—	—
Months Supply of Inventory	3.3	2.7	- 18.2%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% 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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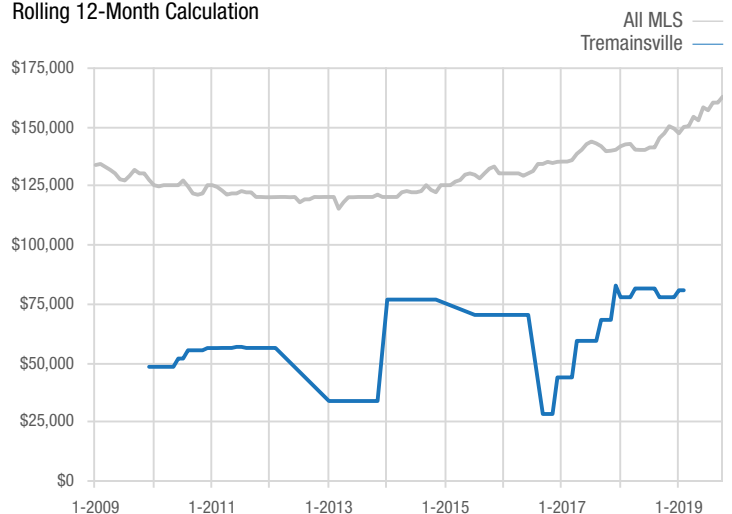
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – October 2019

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Waterville

MLS Area 10: 43566

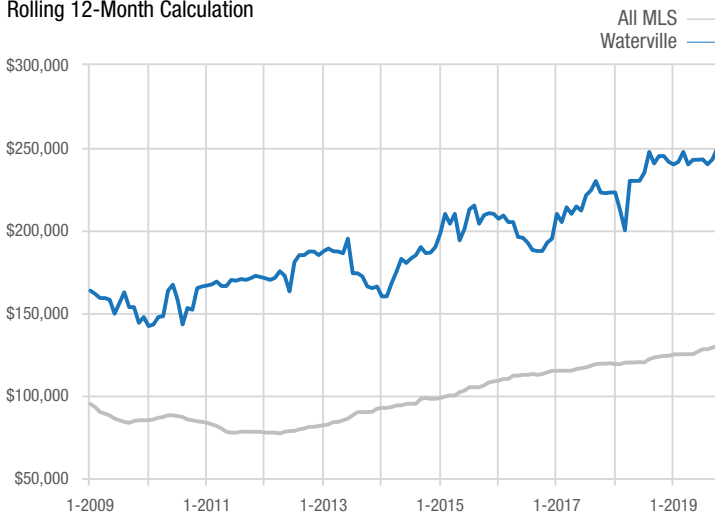
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	17	12	- 29.4%	137	149	+ 8.8%
Pending Sales	17	12	- 29.4%	113	118	+ 4.4%
Closed Sales	14	14	0.0%	109	114	+ 4.6%
Days on Market Until Sale	71	73	+ 2.8%	103	80	- 22.3%
Median Sales Price*	\$208,500	\$231,000	+ 10.8%	\$245,000	\$253,500	+ 3.5%
Average Sales Price*	\$220,668	\$239,571	+ 8.6%	\$244,178	\$254,916	+ 4.4%
Percent of List Price Received*	100.0%	98.7%	- 1.3%	99.6%	98.3%	- 1.3%
Inventory of Homes for Sale	36	29	- 19.4%	—	—	—
Months Supply of Inventory	3.4	2.6	- 23.5%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	3	5	+ 66.7%	19	33	+ 73.7%
Pending Sales	2	2	0.0%	13	21	+ 61.5%
Closed Sales	0	2	—	11	21	+ 90.9%
Days on Market Until Sale	—	74	—	47	55	+ 17.0%
Median Sales Price*	—	\$118,500	—	\$135,900	\$164,600	+ 21.1%
Average Sales Price*	—	\$118,500	—	\$135,955	\$165,624	+ 21.8%
Percent of List Price Received*	—	95.0%	—	97.4%	98.5%	+ 1.1%
Inventory of Homes for Sale	3	12	+ 300.0%	—	—	—
Months Supply of Inventory	1.6	5.5	+ 243.8%	—	—	—

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

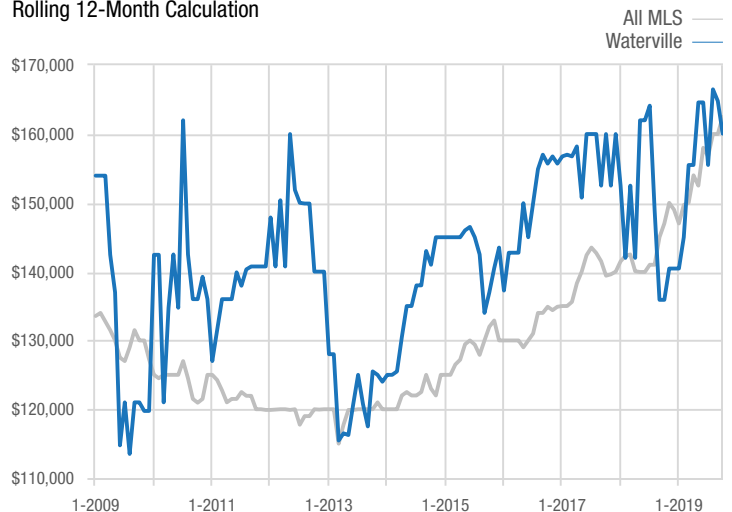
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Whitehouse

MLS Area 08: 43571

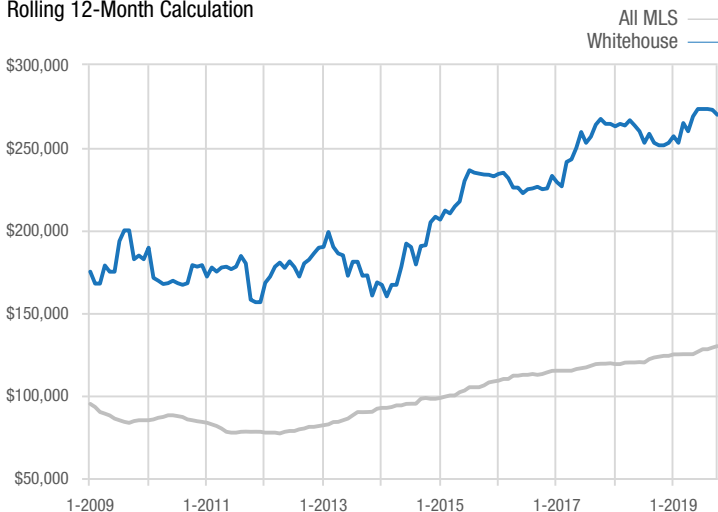
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	12	8	- 33.3%	143	169	+ 18.2%
Pending Sales	10	11	+ 10.0%	102	116	+ 13.7%
Closed Sales	6	15	+ 150.0%	96	117	+ 21.9%
Days on Market Until Sale	88	65	- 26.1%	85	82	- 3.5%
Median Sales Price*	\$317,500	\$240,000	- 24.4%	\$241,950	\$266,500	+ 10.1%
Average Sales Price*	\$306,680	\$270,754	- 11.7%	\$252,297	\$264,735	+ 4.9%
Percent of List Price Received*	98.3%	98.4%	+ 0.1%	98.8%	98.6%	- 0.2%
Inventory of Homes for Sale	41	40	- 2.4%	—	—	—
Months Supply of Inventory	4.0	3.8	- 5.0%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	1	0	- 100.0%	8	3	- 62.5%
Pending Sales	1	0	- 100.0%	6	2	- 66.7%
Closed Sales	1	0	- 100.0%	6	2	- 66.7%
Days on Market Until Sale	56	—	—	51	89	+ 74.5%
Median Sales Price*	\$170,000	—	—	\$201,750	\$179,000	- 11.3%
Average Sales Price*	\$170,000	—	—	\$204,750	\$179,000	- 12.6%
Percent of List Price Received*	91.9%	—	—	97.9%	94.4%	- 3.6%
Inventory of Homes for Sale	1	1	0.0%	—	—	—
Months Supply of Inventory	0.8	0.5	- 37.5%	—	—	—

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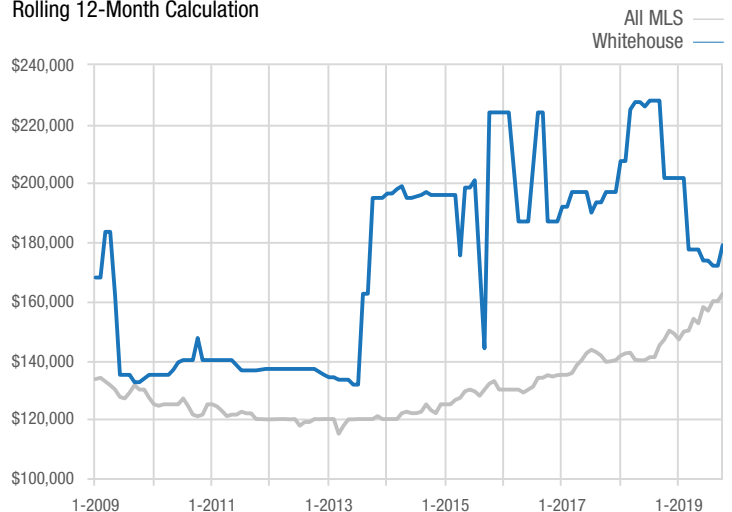
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Wildwood / Reynolds Corners

MLS Area 15: 43615 (except Ottawa Hills)

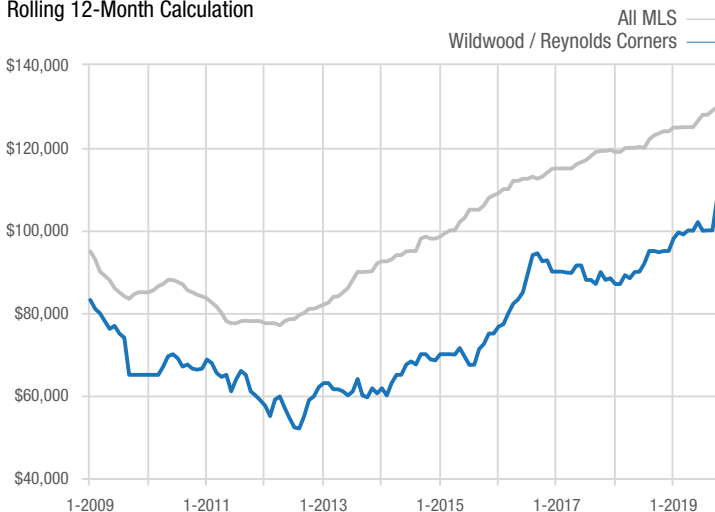
Single Family	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	34	44	+ 29.4%	385	408	+ 6.0%
Pending Sales	31	28	- 9.7%	308	321	+ 4.2%
Closed Sales	34	25	- 26.5%	310	315	+ 1.6%
Days on Market Until Sale	76	87	+ 14.5%	83	74	- 10.8%
Median Sales Price*	\$84,450	\$119,000	+ 40.9%	\$95,000	\$110,000	+ 15.8%
Average Sales Price*	\$95,884	\$130,788	+ 36.4%	\$112,977	\$120,279	+ 6.5%
Percent of List Price Received*	96.2%	96.3%	+ 0.1%	98.1%	97.9%	- 0.2%
Inventory of Homes for Sale	99	94	- 5.1%	—	—	—
Months Supply of Inventory	3.2	3.1	- 3.1%	—	—	—

Condo-Villa	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	4	12	+ 200.0%	96	74	- 22.9%
Pending Sales	9	5	- 44.4%	84	54	- 35.7%
Closed Sales	11	4	- 63.6%	84	51	- 39.3%
Days on Market Until Sale	74	83	+ 12.2%	93	79	- 15.1%
Median Sales Price*	\$85,000	\$108,500	+ 27.6%	\$94,200	\$102,000	+ 8.3%
Average Sales Price*	\$89,809	\$101,600	+ 13.1%	\$103,697	\$105,301	+ 1.5%
Percent of List Price Received*	92.5%	92.7%	+ 0.2%	95.6%	95.1%	- 0.5%
Inventory of Homes for Sale	19	20	+ 5.3%	—	—	—
Months Supply of Inventory	2.4	3.6	+ 50.0%	—	—	—

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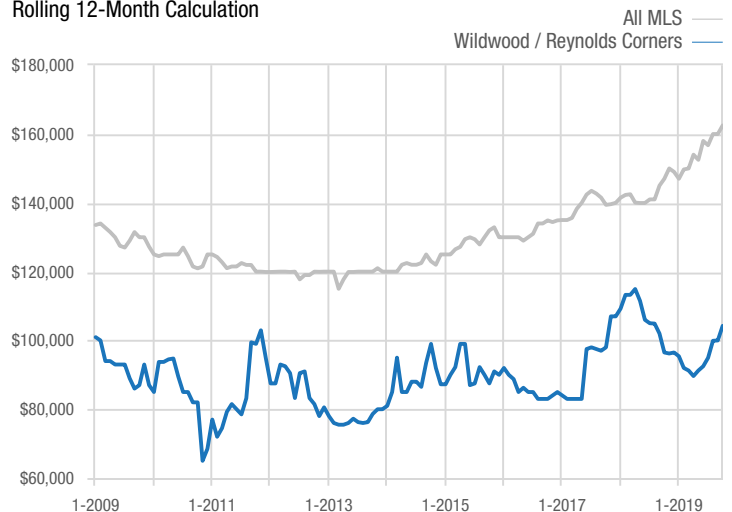
Median Sales Price - Single Family

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