

Local Market Update – July 2020

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



Lucas and Upper Wood County

Lucas County, Perrysburg, Northwood, Rossford & Lake Twp.

Healthy buyer demand and constrained supply continue to be the story for much of the country. Nationally, showing activity in July remained substantially higher than a year before and multiple offer situations are a frequent experience in many markets. With the inventory of homes for sale still constrained, a competitive market for buyers shows little sign of waning.

Healthy buyer demand and constrained supply continue to be the story for much of the country. Nationally, showing activity in July remained substantially higher than a year before and multiple offer situations are a frequent experience in many markets. With the inventory of homes for sale still constrained, a competitive market for buyers shows little sign of waning.

| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 779 | 679 | -12.8% | 4,945 | 4,258 | -13.9% |
| Closed Sales | 634 | 684 | +7.9% | 3,629 | 3,346 | -7.8% |
| Days on Market | 73 | 70 | -4.1% | 82 | 83 | +1.2% |
| Median Sales Price* | \$144,950 | \$156,000 | +7.6% | \$130,000 | \$140,500 | +8.1% |
| Average Sales Price* | \$173,816 | \$181,261 | +4.3% | \$160,384 | \$169,827 | +5.9% |
| Percent of List Price Received* | 99.2% | 100.0% | +0.8% | 98.4% | 98.8% | +0.4% |
| Months Supply of Inventory | 3 | 3 | --- | --- | --- | --- |
| Total Volume (in 1'000s) | \$109,800 | \$123,983 | +12.9% | \$581,553 | \$567,902 | -2.3% |

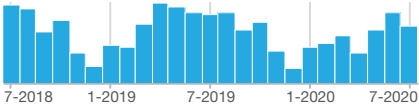
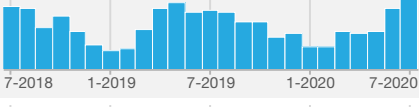
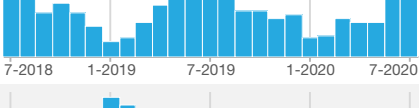
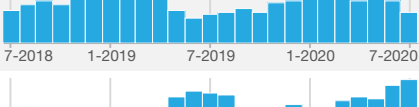
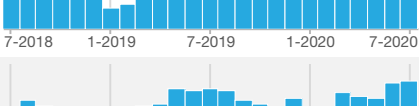
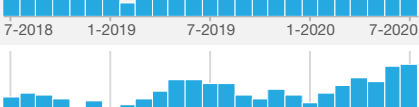
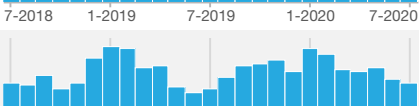
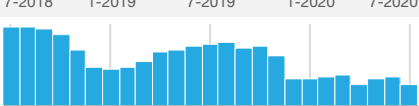
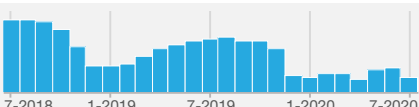

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|-----------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 62 | 80 | +29.0% | 439 | 419 | -4.6% |
| Closed Sales | 56 | 59 | +5.4% | 339 | 294 | -13.3% |
| Days on Market | 102 | 108 | +5.9% | 88 | 85 | -3.4% |
| Median Sales Price* | \$174,450 | \$170,000 | -2.6% | \$169,900 | \$170,050 | --- |
| Average Sales Price* | \$172,667 | \$184,027 | +6.6% | \$171,529 | \$182,902 | +6.6% |
| Percent of List Price Received* | 99.1% | 97.9% | +1.2% | 97.9% | 98.1% | +0.2% |
| Months Supply of Inventory | 3 | 3 | --- | --- | --- | --- |
| Total Volume (in 1'000s) | \$9,669 | \$10,858 | +12.3% | \$58,148 | \$53,773 | -7.5% |

* 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.

All Properties Combined

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



| Key Metrics | Historical Sparkbars | 7-2019 | 7-2020 | % Change | YTD 2019 | YTD 2020 | % Change |
|--------------------------------|---|-----------|------------------|----------|-----------|------------------|----------|
| New Listings |  | 1,324 | 1,159 | - 12.5% | 8,518 | 7,269 | - 14.7% |
| Pending Sales |  | 1,057 | 1,189 | + 12.5% | 6,408 | 6,058 | - 5.5% |
| Closed Sales |  | 1,075 | 1,164 | + 8.3% | 6,285 | 5,897 | - 6.2% |
| Days on Market Until Sale |  | 75 | 77 | + 2.7% | 85 | 86 | + 1.2% |
| Median Sales Price |  | \$144,950 | \$153,661 | + 6.0% | \$133,000 | \$140,925 | + 6.0% |
| Average Sales Price |  | \$170,690 | \$178,371 | + 4.5% | \$159,627 | \$166,007 | + 4.0% |
| Percent of List Price Received |  | 97.3% | 98.6% | + 1.3% | 96.9% | 97.6% | + 0.7% |
| Housing Affordability Index |  | 215 | 220 | + 2.3% | 235 | 239 | + 1.7% |
| Inventory of Homes for Sale |  | 3,343 | 2,475 | - 26.0% | — | — | — |
| Months Supply of Inventory |  | 3.7 | 2.8 | - 24.3% | — | — | — |

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Lucas County

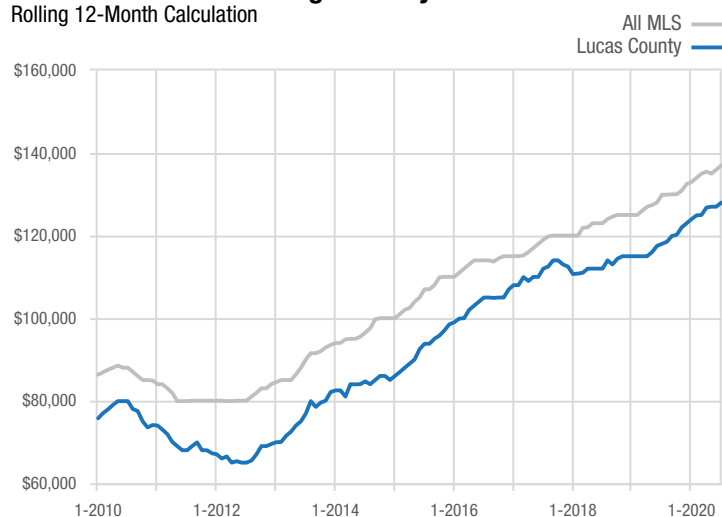
| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 671 | 564 | - 15.9% | 4,230 | 3,571 | - 15.6% |
| Pending Sales | 536 | 592 | + 10.4% | 3,165 | 2,959 | - 6.5% |
| Closed Sales | 532 | 572 | + 7.5% | 3,089 | 2,842 | - 8.0% |
| Days on Market Until Sale | 73 | 69 | - 5.5% | 81 | 82 | + 1.2% |
| Median Sales Price* | \$130,000 | \$140,000 | + 7.7% | \$120,000 | \$130,000 | + 8.3% |
| Average Sales Price* | \$159,763 | \$169,334 | + 6.0% | \$147,536 | \$158,728 | + 7.6% |
| Percent of List Price Received* | 97.3% | 98.9% | + 1.6% | 96.5% | 97.5% | + 1.0% |
| Inventory of Homes for Sale | 1,549 | 1,120 | - 27.7% | — | — | — |
| Months Supply of Inventory | 3.5 | 2.6 | - 25.7% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 55 | 63 | + 14.5% | 371 | 341 | - 8.1% |
| Pending Sales | 38 | 59 | + 55.3% | 286 | 251 | - 12.2% |
| Closed Sales | 46 | 48 | + 4.3% | 279 | 233 | - 16.5% |
| Days on Market Until Sale | 109 | 112 | + 2.8% | 91 | 88 | - 3.3% |
| Median Sales Price* | \$169,900 | \$173,750 | + 2.3% | \$160,000 | \$170,000 | + 6.3% |
| Average Sales Price* | \$173,896 | \$184,454 | + 6.1% | \$164,012 | \$181,260 | + 10.5% |
| Percent of List Price Received* | 96.0% | 97.6% | + 1.7% | 96.7% | 97.7% | + 1.0% |
| Inventory of Homes for Sale | 138 | 130 | - 5.8% | — | — | — |
| Months Supply of Inventory | 3.4 | 3.6 | + 5.9% | — | — | — |

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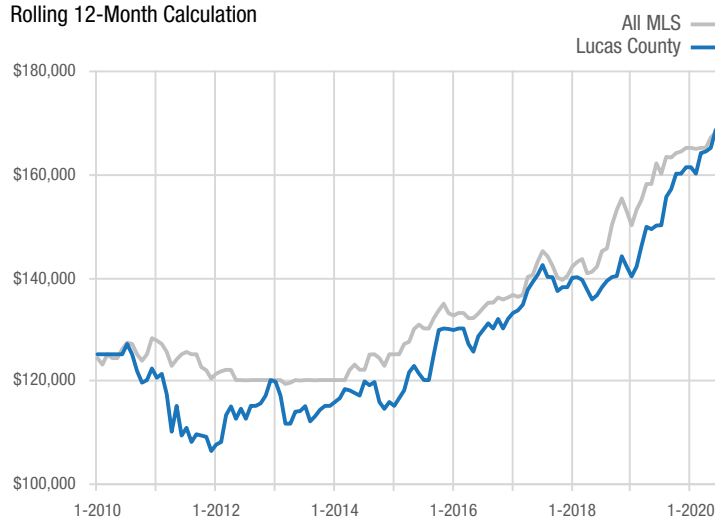
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wood County

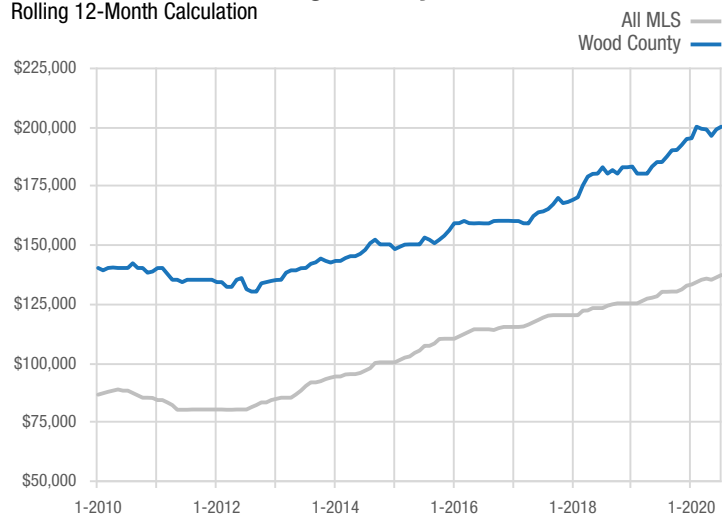
| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 161 | 128 | - 20.5% | 1,047 | 898 | - 14.2% |
| Pending Sales | 150 | 153 | + 2.0% | 815 | 751 | - 7.9% |
| Closed Sales | 153 | 161 | + 5.2% | 796 | 733 | - 7.9% |
| Days on Market Until Sale | 71 | 75 | + 5.6% | 85 | 85 | 0.0% |
| Median Sales Price* | \$189,000 | \$219,000 | + 15.9% | \$189,950 | \$200,000 | + 5.3% |
| Average Sales Price* | \$223,643 | \$229,355 | + 2.6% | \$218,809 | \$221,395 | + 1.2% |
| Percent of List Price Received* | 98.0% | 100.3% | + 2.3% | 98.1% | 98.9% | + 0.8% |
| Inventory of Homes for Sale | 383 | 289 | - 24.5% | — | — | — |
| Months Supply of Inventory | 3.3 | 2.7 | - 18.2% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 10 | 21 | + 110.0% | 86 | 99 | + 15.1% |
| Pending Sales | 7 | 12 | + 71.4% | 69 | 78 | + 13.0% |
| Closed Sales | 13 | 14 | + 7.7% | 70 | 76 | + 8.6% |
| Days on Market Until Sale | 58 | 83 | + 43.1% | 65 | 76 | + 16.9% |
| Median Sales Price* | \$176,000 | \$153,500 | - 12.8% | \$194,000 | \$171,500 | - 11.6% |
| Average Sales Price* | \$168,417 | \$168,121 | - 0.2% | \$196,046 | \$187,319 | - 4.5% |
| Percent of List Price Received* | 98.3% | 99.3% | + 1.0% | 96.8% | 98.2% | + 1.4% |
| Inventory of Homes for Sale | 28 | 32 | + 14.3% | — | — | — |
| Months Supply of Inventory | 3.1 | 3.5 | + 12.9% | — | — | — |

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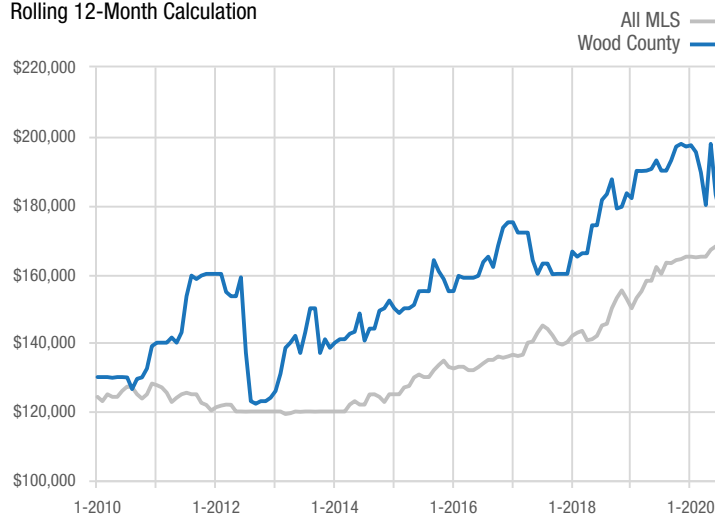
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Toledo

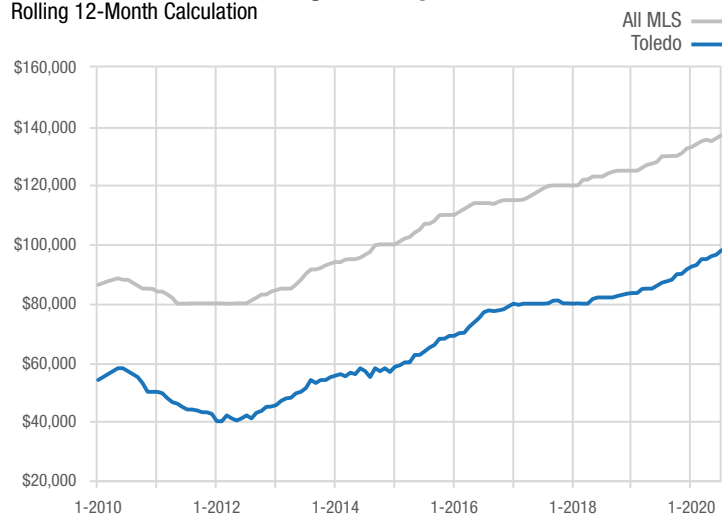
| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 417 | 358 | - 14.1% | 2,712 | 2,332 | - 14.0% |
| Pending Sales | 330 | 412 | + 24.8% | 2,090 | 1,974 | - 5.6% |
| Closed Sales | 328 | 385 | + 17.4% | 2,054 | 1,868 | - 9.1% |
| Days on Market Until Sale | 70 | 65 | - 7.1% | 80 | 80 | 0.0% |
| Median Sales Price* | \$98,000 | \$112,000 | + 14.3% | \$89,580 | \$100,000 | + 11.6% |
| Average Sales Price* | \$111,327 | \$135,582 | + 21.8% | \$104,803 | \$118,258 | + 12.8% |
| Percent of List Price Received* | 96.7% | 98.9% | + 2.3% | 95.7% | 97.0% | + 1.4% |
| Inventory of Homes for Sale | 952 | 684 | - 28.2% | — | — | — |
| Months Supply of Inventory | 3.2 | 2.4 | - 25.0% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 30 | 29 | - 3.3% | 210 | 163 | - 22.4% |
| Pending Sales | 24 | 27 | + 12.5% | 167 | 131 | - 21.6% |
| Closed Sales | 30 | 23 | - 23.3% | 163 | 124 | - 23.9% |
| Days on Market Until Sale | 97 | 94 | - 3.1% | 86 | 75 | - 12.8% |
| Median Sales Price* | \$140,000 | \$125,000 | - 10.7% | \$121,500 | \$139,450 | + 14.8% |
| Average Sales Price* | \$138,116 | \$135,678 | - 1.8% | \$129,376 | \$146,376 | + 13.1% |
| Percent of List Price Received* | 94.5% | 97.1% | + 2.8% | 95.9% | 97.2% | + 1.4% |
| Inventory of Homes for Sale | 71 | 58 | - 18.3% | — | — | — |
| Months Supply of Inventory | 3.0 | 3.1 | + 3.3% | — | — | — |

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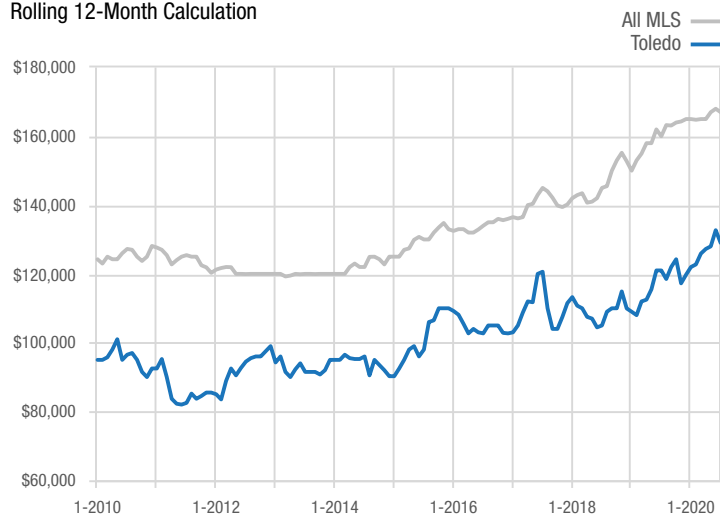
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Sylvania

43560 and 43617

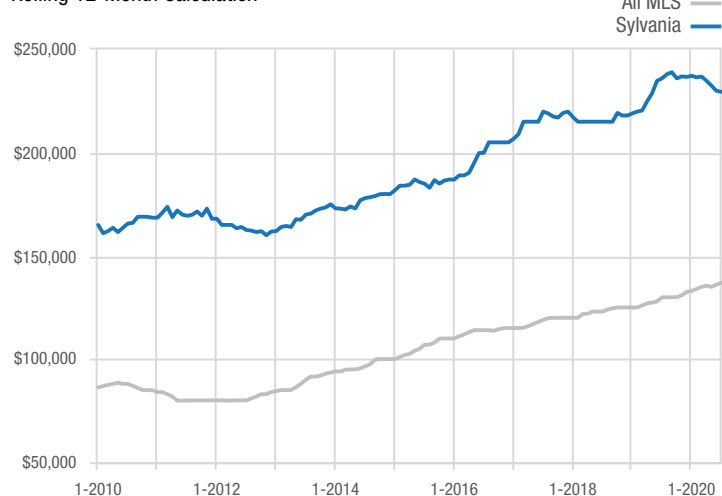
| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 95 | 82 | - 13.7% | 519 | 453 | - 12.7% |
| Pending Sales | 65 | 69 | + 6.2% | 346 | 350 | + 1.2% |
| Closed Sales | 63 | 71 | + 12.7% | 338 | 342 | + 1.2% |
| Days on Market Until Sale | 82 | 71 | - 13.4% | 83 | 87 | + 4.8% |
| Median Sales Price* | \$255,000 | \$235,000 | - 7.8% | \$242,250 | \$230,000 | - 5.1% |
| Average Sales Price* | \$270,909 | \$242,240 | - 10.6% | \$258,769 | \$244,558 | - 5.5% |
| Percent of List Price Received* | 98.0% | 99.1% | + 1.1% | 98.4% | 98.4% | 0.0% |
| Inventory of Homes for Sale | 212 | 171 | - 19.3% | — | — | — |
| Months Supply of Inventory | 4.4 | 3.5 | - 20.5% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 20 | 19 | - 5.0% | 114 | 106 | - 7.0% |
| Pending Sales | 5 | 18 | + 260.0% | 78 | 73 | - 6.4% |
| Closed Sales | 10 | 15 | + 50.0% | 77 | 68 | - 11.7% |
| Days on Market Until Sale | 198 | 150 | - 24.2% | 108 | 109 | + 0.9% |
| Median Sales Price* | \$221,450 | \$231,950 | + 4.7% | \$195,000 | \$230,975 | + 18.4% |
| Average Sales Price* | \$214,215 | \$234,660 | + 9.5% | \$196,386 | \$220,761 | + 12.4% |
| Percent of List Price Received* | 98.8% | 97.4% | - 1.4% | 97.7% | 98.8% | + 1.1% |
| Inventory of Homes for Sale | 48 | 46 | - 4.2% | — | — | — |
| Months Supply of Inventory | 4.0 | 4.2 | + 5.0% | — | — | — |

* 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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Spring Meadows

MLS Area 05: 43528 (Includes Holland)

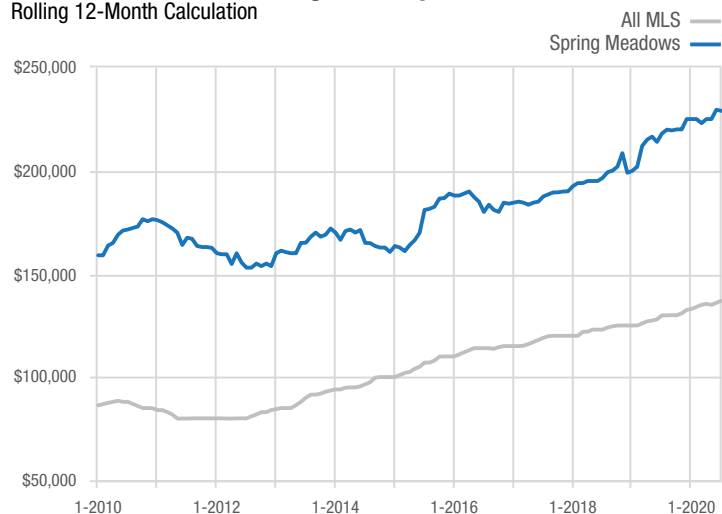
| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 42 | 25 | - 40.5% | 233 | 162 | - 30.5% |
| Pending Sales | 26 | 27 | + 3.8% | 162 | 119 | - 26.5% |
| Closed Sales | 23 | 25 | + 8.7% | 155 | 117 | - 24.5% |
| Days on Market Until Sale | 77 | 65 | - 15.6% | 81 | 89 | + 9.9% |
| Median Sales Price* | \$230,000 | \$225,000 | - 2.2% | \$223,000 | \$230,000 | + 3.1% |
| Average Sales Price* | \$248,469 | \$249,319 | + 0.3% | \$217,252 | \$236,942 | + 9.1% |
| Percent of List Price Received* | 98.1% | 98.6% | + 0.5% | 98.0% | 98.9% | + 0.9% |
| Inventory of Homes for Sale | 90 | 64 | - 28.9% | — | — | — |
| Months Supply of Inventory | 3.9 | 3.5 | - 10.3% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 4 | 4 | 0.0% | 27 | 40 | + 48.1% |
| Pending Sales | 5 | 5 | 0.0% | 26 | 33 | + 26.9% |
| Closed Sales | 5 | 3 | - 40.0% | 25 | 27 | + 8.0% |
| Days on Market Until Sale | 109 | 70 | - 35.8% | 106 | 67 | - 36.8% |
| Median Sales Price* | \$199,110 | \$266,000 | + 33.6% | \$201,063 | \$202,038 | + 0.5% |
| Average Sales Price* | \$222,762 | \$220,967 | - 0.8% | \$214,551 | \$219,052 | + 2.1% |
| Percent of List Price Received* | 99.1% | 98.3% | - 0.8% | 97.1% | 99.1% | + 2.1% |
| Inventory of Homes for Sale | 10 | 10 | 0.0% | — | — | — |
| Months Supply of Inventory | 3.2 | 2.3 | - 28.1% | — | — | — |

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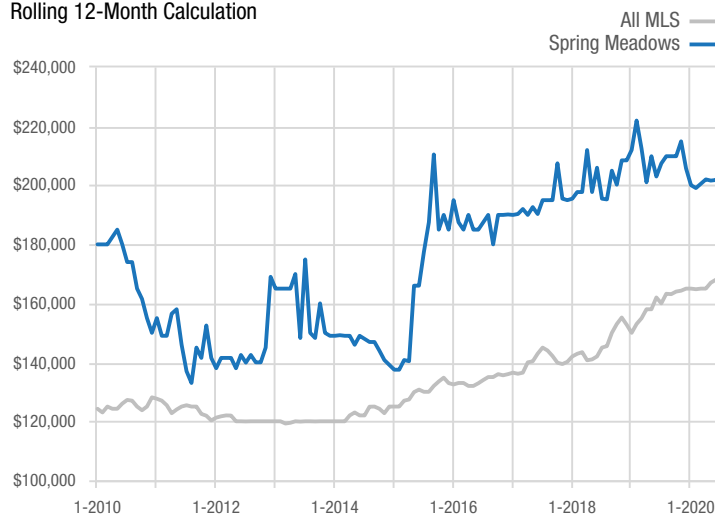
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Monclova

MLS Area 06: 43542

| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 13 | 6 | - 53.8% | 61 | 44 | - 27.9% |
| Pending Sales | 7 | 3 | - 57.1% | 42 | 39 | - 7.1% |
| Closed Sales | 7 | 3 | - 57.1% | 40 | 39 | - 2.5% |
| Days on Market Until Sale | 108 | 69 | - 36.1% | 108 | 123 | + 13.9% |
| Median Sales Price* | \$354,843 | \$380,700 | + 7.3% | \$354,843 | \$374,950 | + 5.7% |
| Average Sales Price* | \$409,493 | \$380,700 | - 7.0% | \$376,970 | \$370,753 | - 1.6% |
| Percent of List Price Received* | 99.3% | 98.9% | - 0.4% | 97.7% | 97.8% | + 0.1% |
| Inventory of Homes for Sale | 31 | 18 | - 41.9% | — | — | — |
| Months Supply of Inventory | 5.3 | 3.2 | - 39.6% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 1 | 1 | 0.0% | 2 | 6 | + 200.0% |
| Pending Sales | 0 | 0 | — | 0 | 2 | — |
| Closed Sales | 0 | 1 | — | 0 | 2 | — |
| Days on Market Until Sale | — | 85 | — | — | 71 | — |
| Median Sales Price* | — | \$349,900 | — | — | \$324,900 | — |
| Average Sales Price* | — | \$349,900 | — | — | \$324,900 | — |
| Percent of List Price Received* | — | 100.0% | — | — | 100.0% | — |
| Inventory of Homes for Sale | 2 | 3 | + 50.0% | — | — | — |
| Months Supply of Inventory | 1.3 | 1.5 | + 15.4% | — | — | — |

* 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 – July 2020

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Maumee

MLS Area 07: 43537

| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 45 | 46 | + 2.2% | 341 | 287 | - 15.8% |
| Pending Sales | 55 | 43 | - 21.8% | 258 | 226 | - 12.4% |
| Closed Sales | 51 | 48 | - 5.9% | 247 | 225 | - 8.9% |
| Days on Market Until Sale | 61 | 80 | + 31.1% | 73 | 72 | - 1.4% |
| Median Sales Price* | \$175,100 | \$207,750 | + 18.6% | \$179,900 | \$190,000 | + 5.6% |
| Average Sales Price* | \$202,161 | \$244,308 | + 20.8% | \$214,378 | \$229,896 | + 7.2% |
| Percent of List Price Received* | 98.9% | 98.1% | - 0.8% | 98.5% | 98.4% | - 0.1% |
| Inventory of Homes for Sale | 113 | 77 | - 31.9% | — | — | — |
| Months Supply of Inventory | 3.4 | 2.4 | - 29.4% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 8 | 6 | - 25.0% | 41 | 36 | - 12.2% |
| Pending Sales | 3 | 4 | + 33.3% | 32 | 27 | - 15.6% |
| Closed Sales | 2 | 4 | + 100.0% | 31 | 27 | - 12.9% |
| Days on Market Until Sale | 32 | 105 | + 228.1% | 60 | 85 | + 41.7% |
| Median Sales Price* | \$438,250 | \$221,500 | - 49.5% | \$195,000 | \$185,000 | - 5.1% |
| Average Sales Price* | \$438,250 | \$209,500 | - 52.2% | \$228,787 | \$188,921 | - 17.4% |
| Percent of List Price Received* | 99.6% | 99.5% | - 0.1% | 98.2% | 97.5% | - 0.7% |
| Inventory of Homes for Sale | 15 | 13 | - 13.3% | — | — | — |
| Months Supply of Inventory | 3.2 | 2.9 | - 9.4% | — | — | — |

* 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.

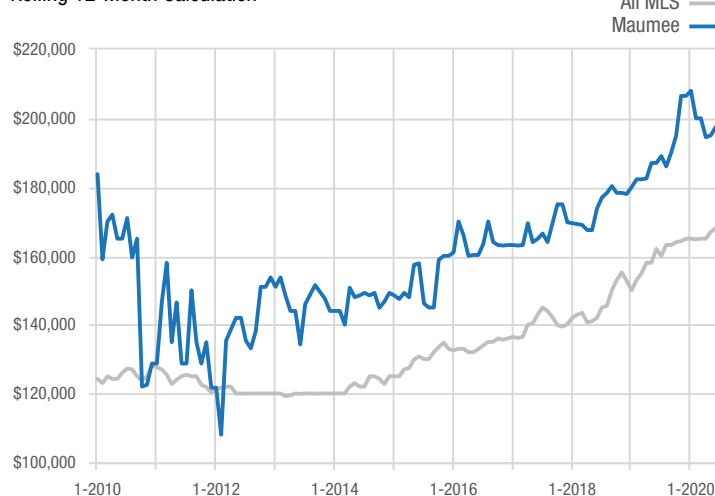
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – July 2020

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Whitehouse

MLS Area 08: 43571

| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 15 | 14 | - 6.7% | 129 | 95 | - 26.4% |
| Pending Sales | 16 | 11 | - 31.3% | 78 | 65 | - 16.7% |
| Closed Sales | 18 | 13 | - 27.8% | 76 | 66 | - 13.2% |
| Days on Market Until Sale | 86 | 84 | - 2.3% | 89 | 91 | + 2.2% |
| Median Sales Price* | \$253,705 | \$294,900 | + 16.2% | \$270,000 | \$285,000 | + 5.6% |
| Average Sales Price* | \$252,978 | \$294,887 | + 16.6% | \$262,731 | \$292,391 | + 11.3% |
| Percent of List Price Received* | 96.8% | 100.4% | + 3.7% | 98.1% | 98.3% | + 0.2% |
| Inventory of Homes for Sale | 52 | 40 | - 23.1% | — | — | — |
| Months Supply of Inventory | 5.4 | 4.1 | - 24.1% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|------|------------------|----------|--------------|------------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 0 | 2 | — | 3 | 6 | + 100.0% |
| Pending Sales | 0 | 2 | — | 0 | 5 | — |
| Closed Sales | 0 | 1 | — | 0 | 4 | — |
| Days on Market Until Sale | — | 0 | — | — | 24 | — |
| Median Sales Price* | — | \$218,000 | — | — | \$212,000 | — |
| Average Sales Price* | — | \$218,000 | — | — | \$210,975 | — |
| Percent of List Price Received* | — | 96.9% | — | — | 100.7% | — |
| Inventory of Homes for Sale | 3 | 1 | - 66.7% | — | — | — |
| Months Supply of Inventory | 3.0 | 0.6 | - 80.0% | — | — | — |

* 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.

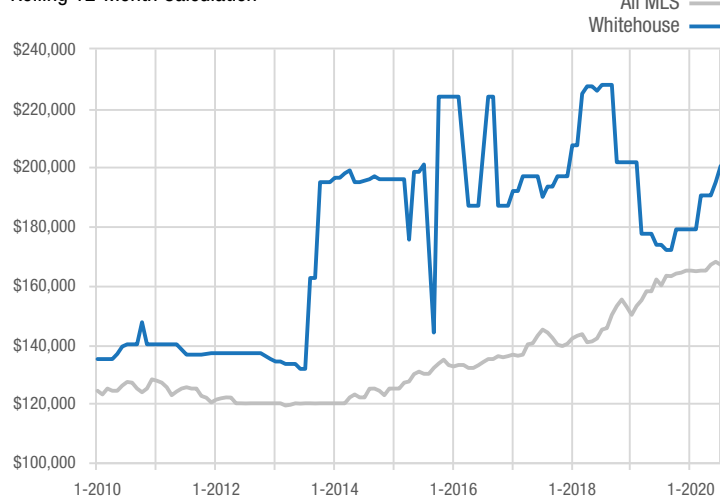
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Waterville

MLS Area 10: 43566

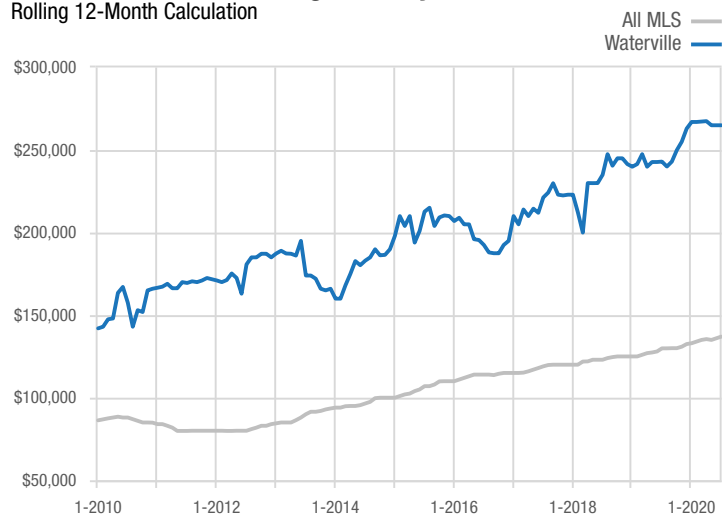
| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 16 | 21 | + 31.3% | 107 | 85 | - 20.6% |
| Pending Sales | 13 | 10 | - 23.1% | 75 | 70 | - 6.7% |
| Closed Sales | 13 | 14 | + 7.7% | 74 | 72 | - 2.7% |
| Days on Market Until Sale | 86 | 96 | + 11.6% | 83 | 100 | + 20.5% |
| Median Sales Price* | \$249,900 | \$264,000 | + 5.6% | \$253,500 | \$265,000 | + 4.5% |
| Average Sales Price* | \$260,946 | \$249,826 | - 4.3% | \$256,283 | \$259,142 | + 1.1% |
| Percent of List Price Received* | 98.1% | 99.4% | + 1.3% | 98.5% | 98.4% | - 0.1% |
| Inventory of Homes for Sale | 40 | 34 | - 15.0% | — | — | — |
| Months Supply of Inventory | 3.7 | 3.2 | - 13.5% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 3 | 6 | + 100.0% | 23 | 20 | - 13.0% |
| Pending Sales | 4 | 5 | + 25.0% | 15 | 12 | - 20.0% |
| Closed Sales | 3 | 4 | + 33.3% | 14 | 11 | - 21.4% |
| Days on Market Until Sale | 38 | 108 | + 184.2% | 57 | 108 | + 89.5% |
| Median Sales Price* | \$132,000 | \$222,500 | + 68.6% | \$166,300 | \$244,000 | + 46.7% |
| Average Sales Price* | \$145,133 | \$227,225 | + 56.6% | \$164,729 | \$240,627 | + 46.1% |
| Percent of List Price Received* | 97.8% | 98.9% | + 1.1% | 99.4% | 98.8% | - 0.6% |
| Inventory of Homes for Sale | 8 | 12 | + 50.0% | — | — | — |
| Months Supply of Inventory | 3.6 | 6.3 | + 75.0% | — | — | — |

* 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.

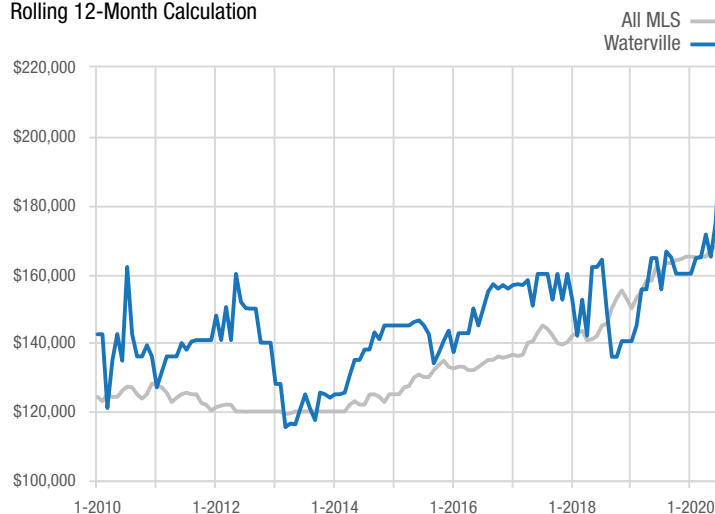
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Franklin Park / Trilby

MLS Area 11: 43623

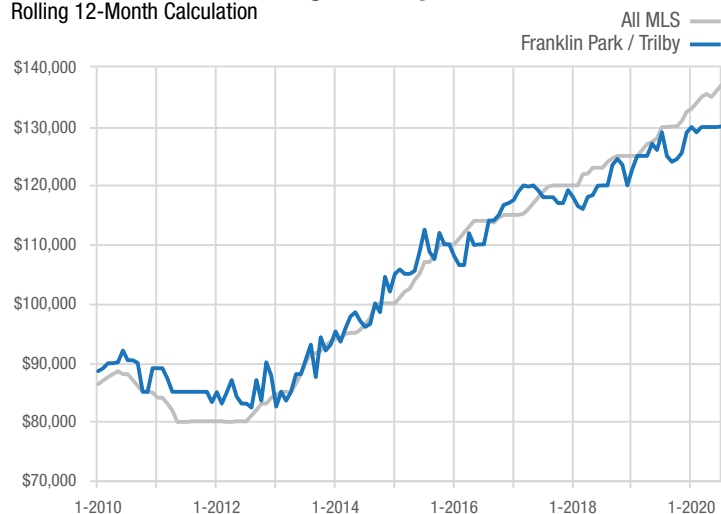
| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 25 | 23 | - 8.0% | 186 | 173 | - 7.0% |
| Pending Sales | 25 | 29 | + 16.0% | 143 | 151 | + 5.6% |
| Closed Sales | 26 | 28 | + 7.7% | 141 | 140 | - 0.7% |
| Days on Market Until Sale | 75 | 51 | - 32.0% | 82 | 76 | - 7.3% |
| Median Sales Price* | \$137,500 | \$167,000 | + 21.5% | \$130,000 | \$145,000 | + 11.5% |
| Average Sales Price* | \$166,085 | \$197,308 | + 18.8% | \$162,347 | \$172,474 | + 6.2% |
| Percent of List Price Received* | 97.3% | 100.8% | + 3.6% | 97.7% | 98.7% | + 1.0% |
| Inventory of Homes for Sale | 61 | 44 | - 27.9% | — | — | — |
| Months Supply of Inventory | 2.9 | 2.1 | - 27.6% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|------|----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 2 | 2 | 0.0% | 15 | 14 | - 6.7% |
| Pending Sales | 1 | 5 | + 400.0% | 11 | 11 | 0.0% |
| Closed Sales | 0 | 4 | — | 11 | 10 | - 9.1% |
| Days on Market Until Sale | — | 105 | — | 55 | 84 | + 52.7% |
| Median Sales Price* | — | \$62,750 | — | \$115,000 | \$103,500 | - 10.0% |
| Average Sales Price* | — | \$80,850 | — | \$125,400 | \$113,540 | - 9.5% |
| Percent of List Price Received* | — | 96.0% | — | 99.4% | 94.6% | - 4.8% |
| Inventory of Homes for Sale | 4 | 4 | 0.0% | — | — | — |
| Months Supply of Inventory | 2.3 | 2.4 | + 4.3% | — | — | — |

* 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.

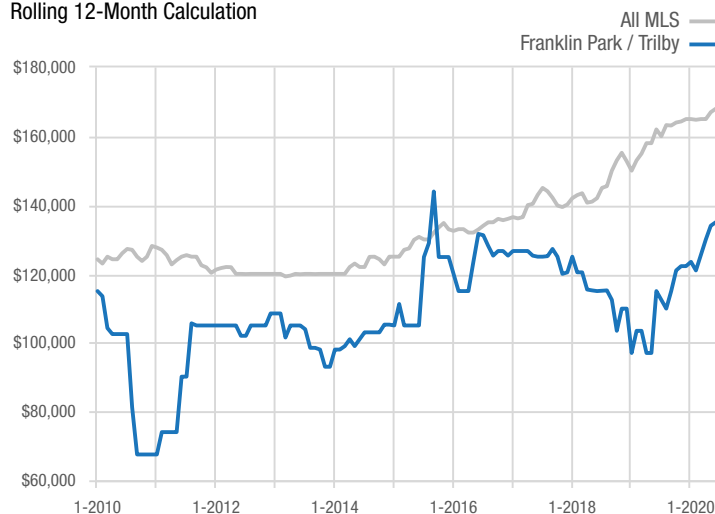
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Tremainsville

MLS Area 12: 43613

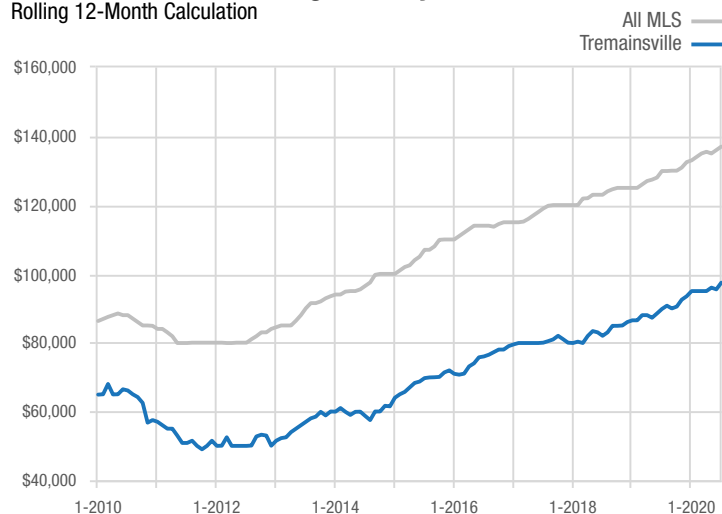
| Single Family | July | | | Year to Date | | |
|---------------------------------|----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 73 | 63 | - 13.7% | 417 | 358 | - 14.1% |
| Pending Sales | 63 | 62 | - 1.6% | 352 | 304 | - 13.6% |
| Closed Sales | 54 | 61 | + 13.0% | 341 | 283 | - 17.0% |
| Days on Market Until Sale | 69 | 55 | - 20.3% | 89 | 71 | - 20.2% |
| Median Sales Price* | \$93,750 | \$110,000 | + 17.3% | \$90,125 | \$100,000 | + 11.0% |
| Average Sales Price* | \$93,624 | \$109,483 | + 16.9% | \$90,625 | \$98,440 | + 8.6% |
| Percent of List Price Received* | 96.9% | 100.2% | + 3.4% | 96.4% | 97.8% | + 1.5% |
| Inventory of Homes for Sale | 129 | 97 | - 24.8% | — | — | — |
| Months Supply of Inventory | 2.6 | 2.2 | - 15.4% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|------|------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 0 | 0 | — | 1 | 1 | 0.0% |
| Pending Sales | 0 | 0 | — | 0 | 1 | — |
| Closed Sales | 0 | 0 | — | 0 | 1 | — |
| Days on Market Until Sale | — | — | — | — | 62 | — |
| Median Sales Price* | — | — | — | — | \$77,500 | — |
| Average Sales Price* | — | — | — | — | \$77,500 | — |
| Percent of List Price Received* | — | — | — | — | 91.3% | — |
| Inventory of Homes for Sale | 1 | 1 | 0.0% | — | — | — |
| Months Supply of Inventory | — | 1.0 | — | — | — | — |

* 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.

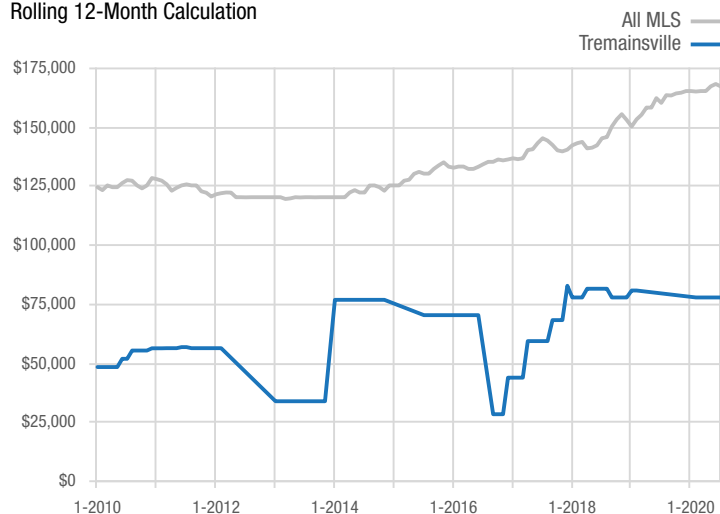
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Five Points / Northtowne

MLS Area 13: 43612

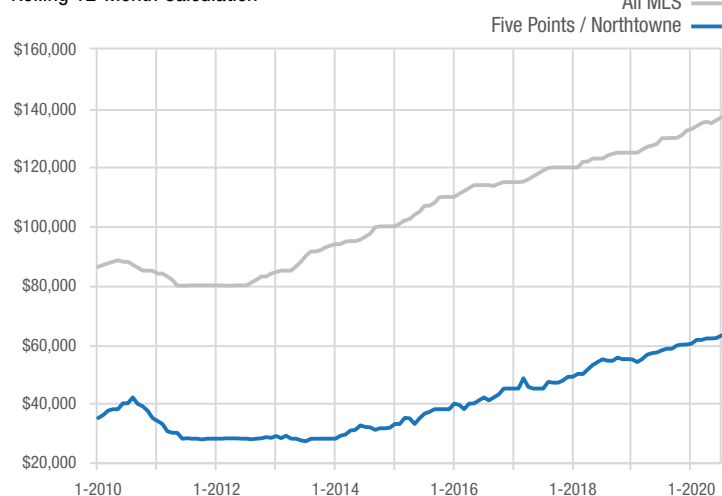
| Single Family | July | | | Year to Date | | |
|---------------------------------|----------|----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 44 | 34 | - 22.7% | 293 | 250 | - 14.7% |
| Pending Sales | 32 | 42 | + 31.3% | 253 | 238 | - 5.9% |
| Closed Sales | 45 | 42 | - 6.7% | 249 | 233 | - 6.4% |
| Days on Market Until Sale | 63 | 81 | + 28.6% | 81 | 81 | 0.0% |
| Median Sales Price* | \$62,750 | \$72,000 | + 14.7% | \$59,000 | \$64,000 | + 8.5% |
| Average Sales Price* | \$67,429 | \$72,892 | + 8.1% | \$61,954 | \$68,636 | + 10.8% |
| Percent of List Price Received* | 98.2% | 97.6% | - 0.6% | 94.9% | 96.8% | + 2.0% |
| Inventory of Homes for Sale | 90 | 67 | - 25.6% | — | — | — |
| Months Supply of Inventory | 2.6 | 1.9 | - 26.9% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|------|------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % 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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Point Place

MLS Area 14: 43611

| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 31 | 33 | + 6.5% | 189 | 184 | - 2.6% |
| Pending Sales | 32 | 34 | + 6.3% | 153 | 162 | + 5.9% |
| Closed Sales | 27 | 29 | + 7.4% | 148 | 153 | + 3.4% |
| Days on Market Until Sale | 67 | 52 | - 22.4% | 72 | 75 | + 4.2% |
| Median Sales Price* | \$92,597 | \$94,250 | + 1.8% | \$90,500 | \$98,450 | + 8.8% |
| Average Sales Price* | \$108,484 | \$108,414 | - 0.1% | \$96,942 | \$103,815 | + 7.1% |
| Percent of List Price Received* | 98.6% | 98.0% | - 0.6% | 96.1% | 97.1% | + 1.0% |
| Inventory of Homes for Sale | 63 | 57 | - 9.5% | — | — | — |
| Months Supply of Inventory | 2.8 | 2.6 | - 7.1% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|------|------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 0 | 1 | — | 1 | 1 | 0.0% |
| Pending Sales | 0 | 0 | — | 1 | 0 | - 100.0% |
| Closed Sales | 0 | 0 | — | 2 | 0 | - 100.0% |
| Days on Market Until Sale | — | — | — | 30 | — | — |
| Median Sales Price* | — | — | — | \$117,000 | — | — |
| Average Sales Price* | — | — | — | \$117,000 | — | — |
| Percent of List Price Received* | — | — | — | 92.5% | — | — |
| Inventory of Homes for Sale | 0 | 1 | — | — | — | — |
| Months Supply of Inventory | — | 1.0 | — | — | — | — |

* 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.

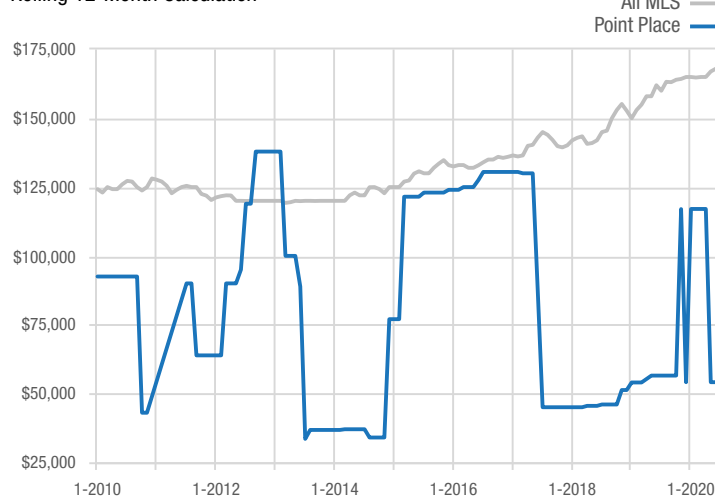
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wildwood / Reynolds Corners

MLS Area 15: 43615 (except Ottawa Hills)

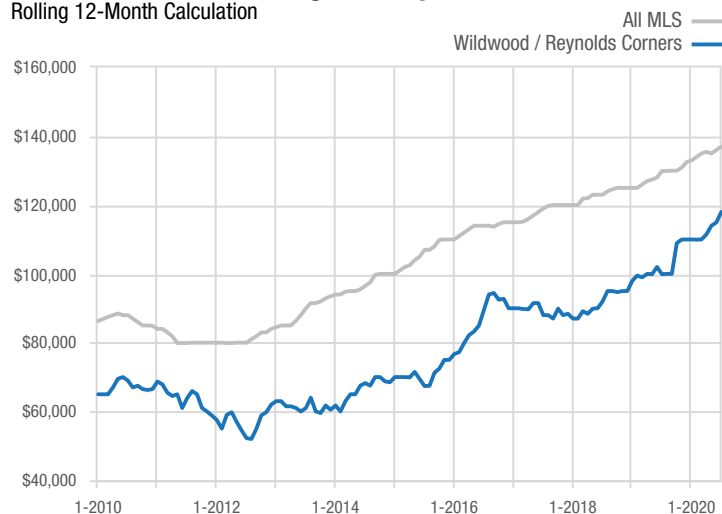
| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 43 | 36 | - 16.3% | 291 | 256 | - 12.0% |
| Pending Sales | 34 | 48 | + 41.2% | 228 | 194 | - 14.9% |
| Closed Sales | 38 | 41 | + 7.9% | 221 | 183 | - 17.2% |
| Days on Market Until Sale | 62 | 67 | + 8.1% | 75 | 75 | 0.0% |
| Median Sales Price* | \$101,450 | \$122,500 | + 20.7% | \$103,000 | \$119,250 | + 15.8% |
| Average Sales Price* | \$116,125 | \$142,236 | + 22.5% | \$118,348 | \$130,996 | + 10.7% |
| Percent of List Price Received* | 99.5% | 101.2% | + 1.7% | 98.0% | 99.0% | + 1.0% |
| Inventory of Homes for Sale | 96 | 78 | - 18.8% | — | — | — |
| Months Supply of Inventory | 3.2 | 2.7 | - 15.6% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 2 | 9 | + 350.0% | 48 | 44 | - 8.3% |
| Pending Sales | 7 | 6 | - 14.3% | 43 | 36 | - 16.3% |
| Closed Sales | 9 | 4 | - 55.6% | 39 | 34 | - 12.8% |
| Days on Market Until Sale | 71 | 165 | + 132.4% | 82 | 82 | 0.0% |
| Median Sales Price* | \$164,000 | \$155,750 | - 5.0% | \$100,000 | \$112,500 | + 12.5% |
| Average Sales Price* | \$142,700 | \$144,500 | + 1.3% | \$102,584 | \$120,316 | + 17.3% |
| Percent of List Price Received* | 93.3% | 96.8% | + 3.8% | 94.8% | 97.2% | + 2.5% |
| Inventory of Homes for Sale | 12 | 16 | + 33.3% | — | — | — |
| Months Supply of Inventory | 1.8 | 3.3 | + 83.3% | — | — | — |

* 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.

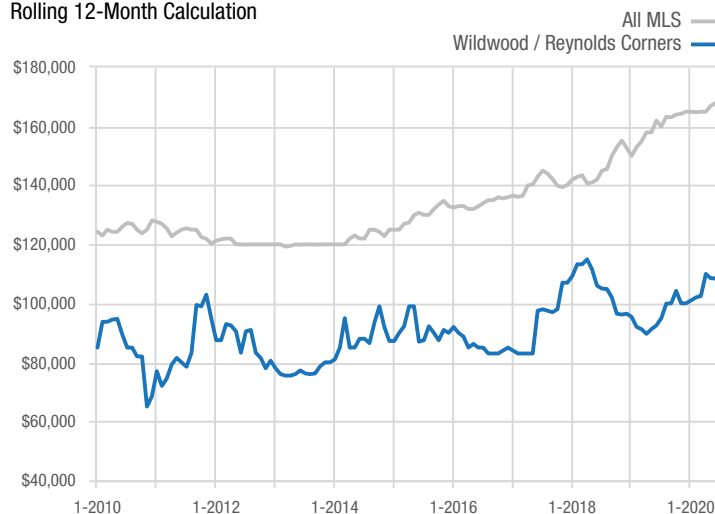
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Ottawa Hills

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

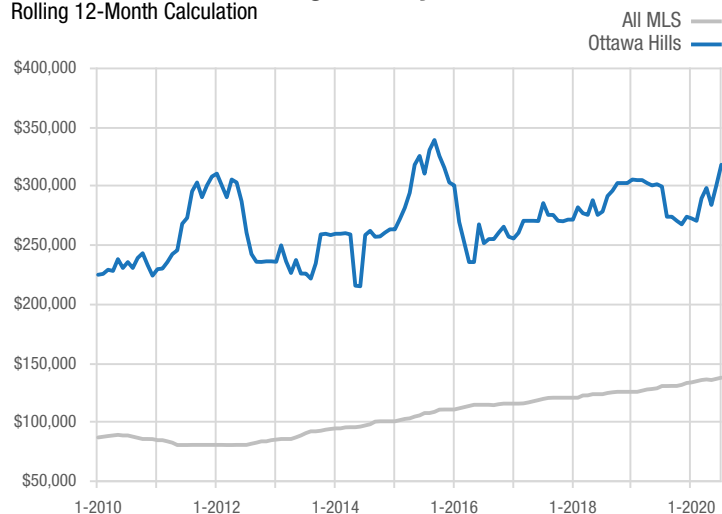
| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 7 | 11 | + 57.1% | 96 | 97 | + 1.0% |
| Pending Sales | 11 | 17 | + 54.5% | 64 | 58 | - 9.4% |
| Closed Sales | 9 | 18 | + 100.0% | 61 | 57 | - 6.6% |
| Days on Market Until Sale | 98 | 85 | - 13.3% | 108 | 101 | - 6.5% |
| Median Sales Price* | \$270,000 | \$334,500 | + 23.9% | \$270,000 | \$349,000 | + 29.3% |
| Average Sales Price* | \$325,100 | \$392,522 | + 20.7% | \$329,475 | \$386,786 | + 17.4% |
| Percent of List Price Received* | 97.8% | 97.6% | - 0.2% | 97.3% | 96.3% | - 1.0% |
| Inventory of Homes for Sale | 51 | 38 | - 25.5% | — | — | — |
| Months Supply of Inventory | 5.9 | 5.4 | - 8.5% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|----------|------------------|----------|--------------|------------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 3 | 3 | 0.0% | 14 | 12 | - 14.3% |
| Pending Sales | 4 | 3 | - 25.0% | 12 | 8 | - 33.3% |
| Closed Sales | 4 | 3 | - 25.0% | 11 | 8 | - 27.3% |
| Days on Market Until Sale | 68 | 66 | - 2.9% | 139 | 107 | - 23.0% |
| Median Sales Price* | \$76,750 | \$143,000 | + 86.3% | \$79,375 | \$192,500 | + 142.5% |
| Average Sales Price* | \$85,583 | \$129,300 | + 51.1% | \$85,175 | \$198,050 | + 132.5% |
| Percent of List Price Received* | 94.8% | 95.5% | + 0.7% | 96.6% | 93.2% | - 3.5% |
| Inventory of Homes for Sale | 6 | 4 | - 33.3% | — | — | — |
| Months Supply of Inventory | 2.8 | 2.5 | - 10.7% | — | — | — |

* 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.

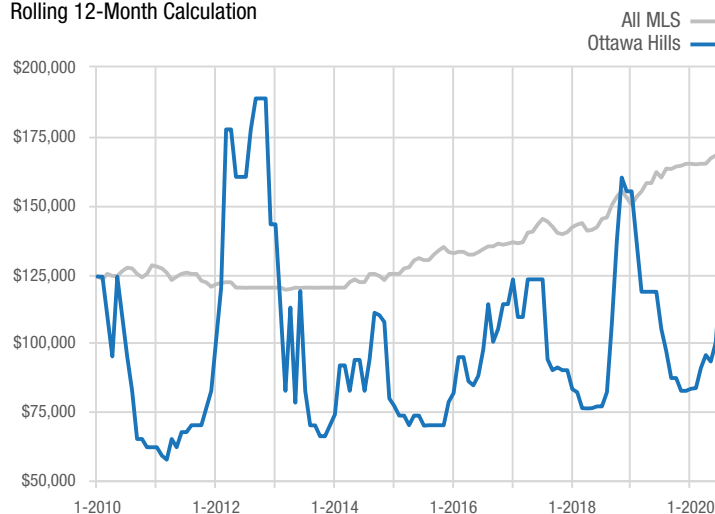
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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 – July 2020

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Ottawa Park / Westgate

MLS Area 17: 43606 (except Ottawa Hills)

| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 36 | 25 | - 30.6% | 195 | 163 | - 16.4% |
| Pending Sales | 19 | 29 | + 52.6% | 159 | 144 | - 9.4% |
| Closed Sales | 18 | 26 | + 44.4% | 157 | 138 | - 12.1% |
| Days on Market Until Sale | 51 | 62 | + 21.6% | 77 | 80 | + 3.9% |
| Median Sales Price* | \$158,250 | \$166,700 | + 5.3% | \$118,500 | \$129,450 | + 9.2% |
| Average Sales Price* | \$153,989 | \$160,662 | + 4.3% | \$124,288 | \$132,597 | + 6.7% |
| Percent of List Price Received* | 96.5% | 98.6% | + 2.2% | 96.8% | 98.1% | + 1.3% |
| Inventory of Homes for Sale | 67 | 36 | - 46.3% | — | — | — |
| Months Supply of Inventory | 3.0 | 1.7 | - 43.3% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|-----------|----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 1 | 2 | + 100.0% | 5 | 4 | - 20.0% |
| Pending Sales | 1 | 2 | + 100.0% | 6 | 4 | - 33.3% |
| Closed Sales | 1 | 2 | + 100.0% | 6 | 3 | - 50.0% |
| Days on Market Until Sale | 51 | 18 | - 64.7% | 67 | 38 | - 43.3% |
| Median Sales Price* | \$126,000 | \$90,750 | - 28.0% | \$120,750 | \$66,500 | - 44.9% |
| Average Sales Price* | \$126,000 | \$90,750 | - 28.0% | \$116,167 | \$71,133 | - 38.8% |
| Percent of List Price Received* | 100.8% | 95.9% | - 4.9% | 96.9% | 91.2% | - 5.9% |
| Inventory of Homes for Sale | 1 | 0 | - 100.0% | — | — | — |
| Months Supply of Inventory | 0.8 | — | — | — | — | — |

* 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.

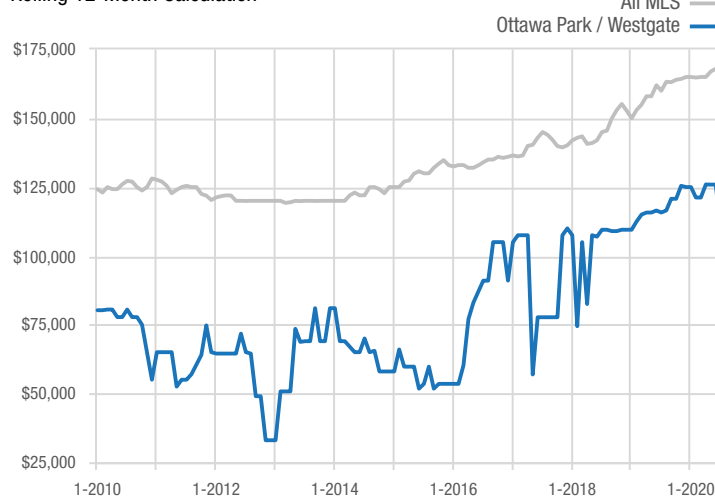
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – July 2020

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Olde West End

MLS Area 18: 43610 and 43620

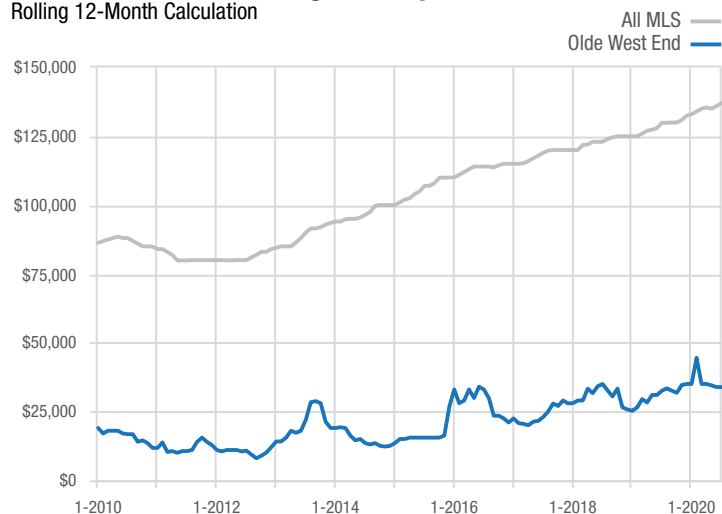
| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 6 | 7 | + 16.7% | 49 | 38 | - 22.4% |
| Pending Sales | 2 | 7 | + 250.0% | 26 | 28 | + 7.7% |
| Closed Sales | 1 | 7 | + 600.0% | 26 | 28 | + 7.7% |
| Days on Market Until Sale | 42 | 109 | + 159.5% | 108 | 98 | - 9.3% |
| Median Sales Price* | \$225,000 | \$56,500 | - 74.9% | \$44,500 | \$33,750 | - 24.2% |
| Average Sales Price* | \$225,000 | \$84,224 | - 62.6% | \$77,431 | \$64,462 | - 16.7% |
| Percent of List Price Received* | 95.7% | 93.0% | - 2.8% | 91.7% | 91.1% | - 0.7% |
| Inventory of Homes for Sale | 31 | 23 | - 25.8% | — | — | — |
| Months Supply of Inventory | 7.2 | 4.4 | - 38.9% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|------|------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 1 | 0 | - 100.0% | 2 | 4 | + 100.0% |
| Pending Sales | 0 | 0 | — | 1 | 3 | + 200.0% |
| Closed Sales | 0 | 0 | — | 3 | 3 | 0.0% |
| Days on Market Until Sale | — | — | — | 119 | 64 | - 46.2% |
| Median Sales Price* | — | — | — | \$78,000 | \$54,850 | - 29.7% |
| Average Sales Price* | — | — | — | \$72,000 | \$60,617 | - 15.8% |
| Percent of List Price Received* | — | — | — | 88.3% | 96.2% | + 8.9% |
| Inventory of Homes for Sale | 1 | 1 | 0.0% | — | — | — |
| Months Supply of Inventory | 1.0 | 0.8 | - 20.0% | — | — | — |

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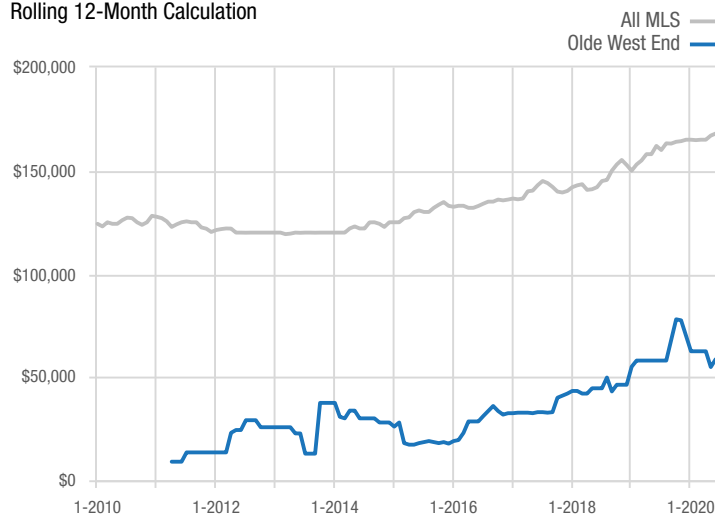
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – July 2020

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Olde North End

MLS Area 19: 43608

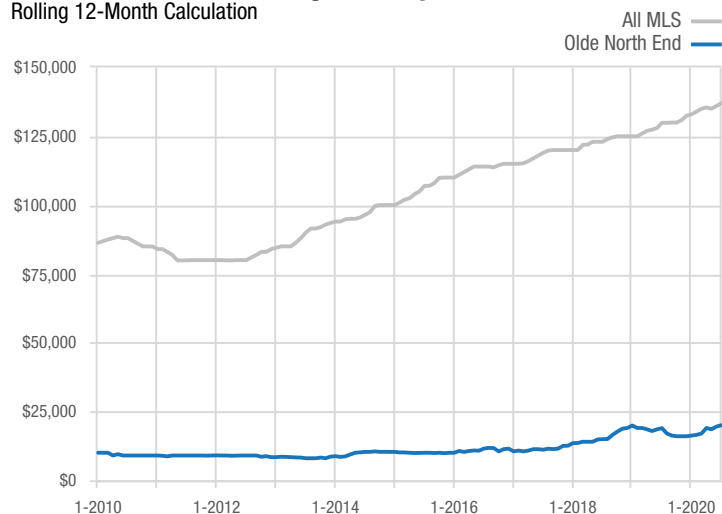
| Single Family | July | | | Year to Date | | |
|---------------------------------|----------|----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 13 | 11 | - 15.4% | 104 | 70 | - 32.7% |
| Pending Sales | 6 | 13 | + 116.7% | 63 | 49 | - 22.2% |
| Closed Sales | 8 | 9 | + 12.5% | 63 | 45 | - 28.6% |
| Days on Market Until Sale | 83 | 94 | + 13.3% | 72 | 101 | + 40.3% |
| Median Sales Price* | \$20,500 | \$26,000 | + 26.8% | \$16,250 | \$21,000 | + 29.2% |
| Average Sales Price* | \$20,963 | \$31,629 | + 50.9% | \$19,484 | \$23,608 | + 21.2% |
| Percent of List Price Received* | 74.8% | 89.1% | + 19.1% | 85.7% | 92.2% | + 7.6% |
| Inventory of Homes for Sale | 31 | 28 | - 9.7% | — | — | — |
| Months Supply of Inventory | 3.4 | 4.3 | + 26.5% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|------|------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % 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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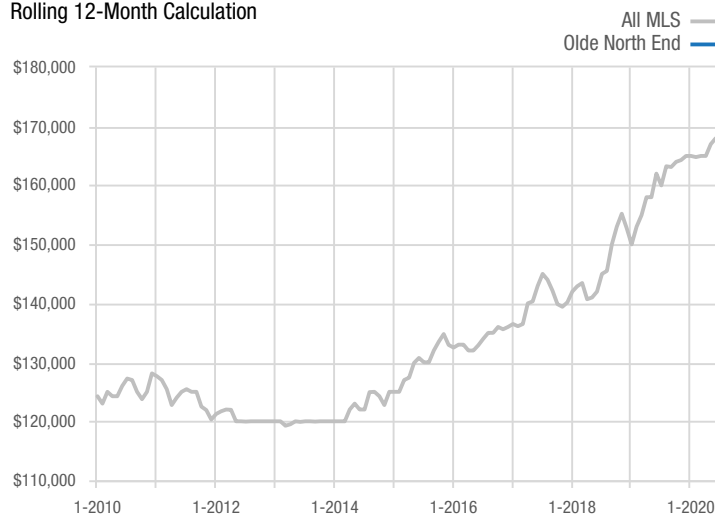
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – July 2020

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Towne Centre

MLS Area 20: 43604

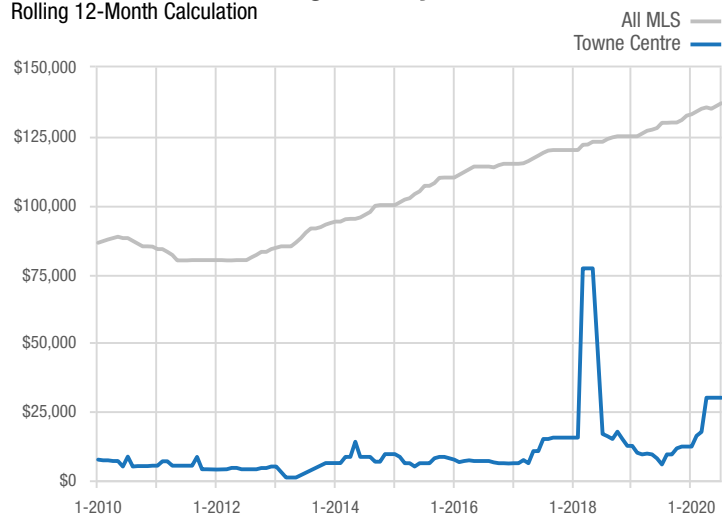
| Single Family | July | | | Year to Date | | |
|---------------------------------|----------|-----------------|----------|--------------|-----------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 4 | 0 | - 100.0% | 16 | 6 | - 62.5% |
| Pending Sales | 0 | 1 | — | 6 | 8 | + 33.3% |
| Closed Sales | 1 | 1 | 0.0% | 6 | 8 | + 33.3% |
| Days on Market Until Sale | 99 | 135 | + 36.4% | 65 | 165 | + 153.8% |
| Median Sales Price* | \$12,250 | \$14,000 | + 14.3% | \$9,050 | \$30,250 | + 234.3% |
| Average Sales Price* | \$12,250 | \$14,000 | + 14.3% | \$8,469 | \$41,406 | + 388.9% |
| Percent of List Price Received* | 77.0% | 93.3% | + 21.2% | 80.9% | 85.2% | + 5.3% |
| Inventory of Homes for Sale | 8 | 3 | - 62.5% | — | — | — |
| Months Supply of Inventory | 5.6 | 1.6 | - 71.4% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 0 | 0 | — | 11 | 5 | - 54.5% |
| Pending Sales | 4 | 1 | - 75.0% | 16 | 3 | - 81.3% |
| Closed Sales | 3 | 1 | - 66.7% | 15 | 4 | - 73.3% |
| Days on Market Until Sale | 147 | 55 | - 62.6% | 101 | 56 | - 44.6% |
| Median Sales Price* | \$160,000 | \$230,000 | + 43.8% | \$190,000 | \$210,000 | + 10.5% |
| Average Sales Price* | \$172,500 | \$230,000 | + 33.3% | \$191,776 | \$214,500 | + 11.8% |
| Percent of List Price Received* | 97.5% | 97.9% | + 0.4% | 97.8% | 94.2% | - 3.7% |
| Inventory of Homes for Sale | 3 | 2 | - 33.3% | — | — | — |
| Months Supply of Inventory | 1.3 | 1.1 | - 15.4% | — | — | — |

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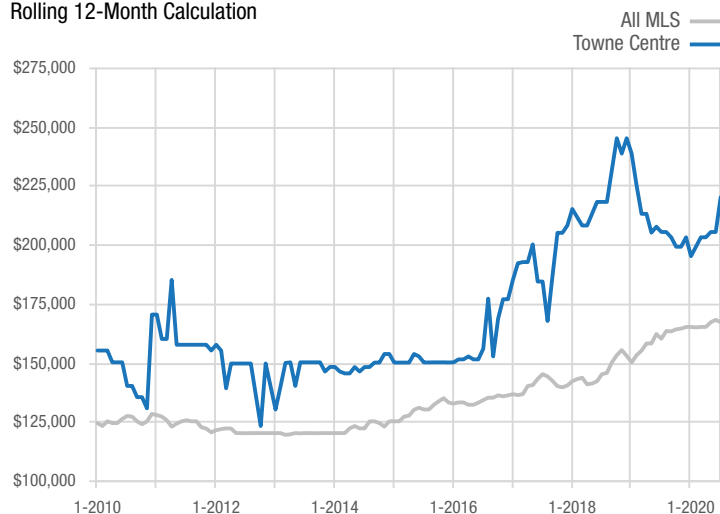
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – July 2020

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Scott Park

MLS Area 21: 43607

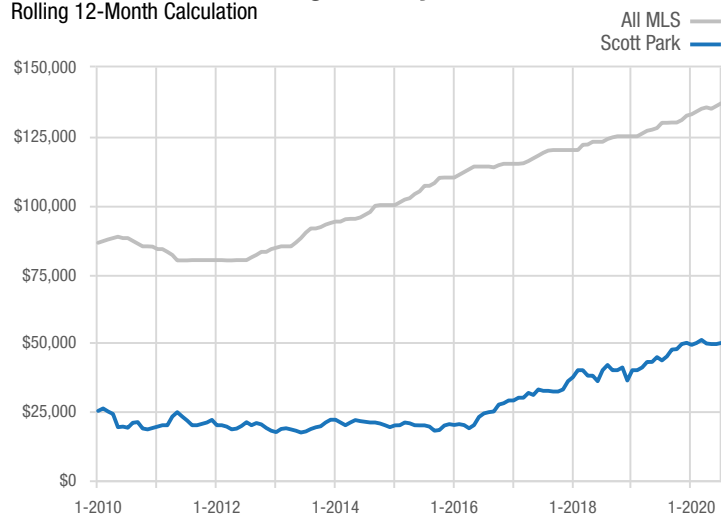
| Single Family | July | | | Year to Date | | |
|---------------------------------|----------|-----------------|----------|--------------|-----------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 23 | 10 | - 56.5% | 122 | 88 | - 27.9% |
| Pending Sales | 18 | 11 | - 38.9% | 100 | 68 | - 32.0% |
| Closed Sales | 14 | 13 | - 7.1% | 100 | 64 | - 36.0% |
| Days on Market Until Sale | 113 | 51 | - 54.9% | 94 | 70 | - 25.5% |
| Median Sales Price* | \$48,900 | \$57,450 | + 17.5% | \$49,900 | \$46,000 | - 7.8% |
| Average Sales Price* | \$54,285 | \$69,358 | + 27.8% | \$53,125 | \$60,034 | + 13.0% |
| Percent of List Price Received* | 95.4% | 102.3% | + 7.2% | 92.6% | 93.5% | + 1.0% |
| Inventory of Homes for Sale | 45 | 28 | - 37.8% | — | — | — |
| Months Supply of Inventory | 3.1 | 2.5 | - 19.4% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|------|------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % 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 | — | — | — | — | — | — |

* 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.

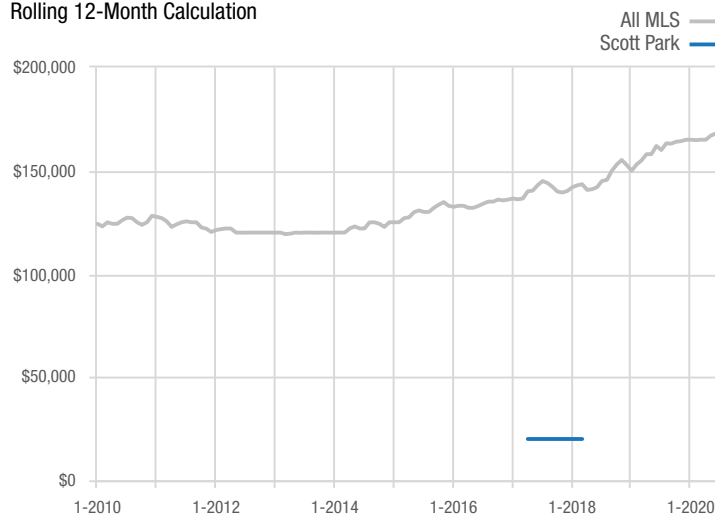
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Olde South End

MLS Area 22: 43609

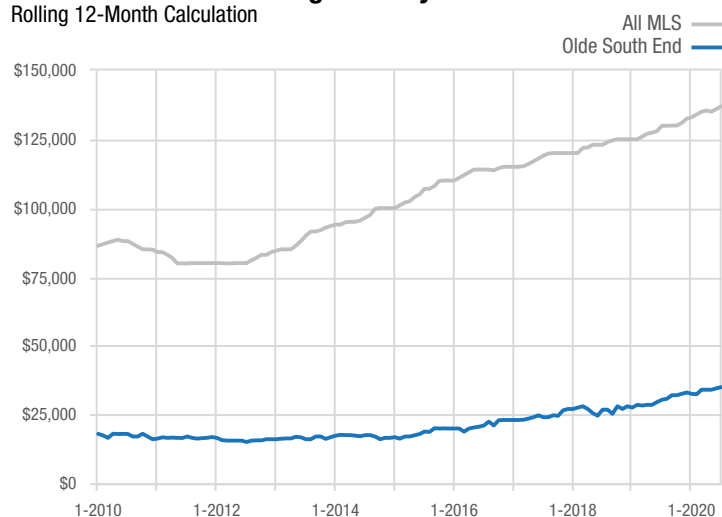
| Single Family | July | | | Year to Date | | |
|---------------------------------|----------|----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 14 | 24 | + 71.4% | 166 | 133 | - 19.9% |
| Pending Sales | 17 | 20 | + 17.6% | 118 | 113 | - 4.2% |
| Closed Sales | 20 | 22 | + 10.0% | 123 | 109 | - 11.4% |
| Days on Market Until Sale | 79 | 70 | - 11.4% | 66 | 81 | + 22.7% |
| Median Sales Price* | \$40,000 | \$49,000 | + 22.5% | \$32,150 | \$35,500 | + 10.4% |
| Average Sales Price* | \$38,826 | \$42,103 | + 8.4% | \$33,899 | \$38,488 | + 13.5% |
| Percent of List Price Received* | 96.5% | 94.7% | - 1.9% | 92.8% | 91.5% | - 1.4% |
| Inventory of Homes for Sale | 53 | 37 | - 30.2% | — | — | — |
| Months Supply of Inventory | 2.8 | 2.5 | - 10.7% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|------|------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 0 | 0 | — | 2 | 0 | - 100.0% |
| 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 | 1 | 0 | - 100.0% | — | — | — |
| Months Supply of Inventory | — | — | — | — | — | — |

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

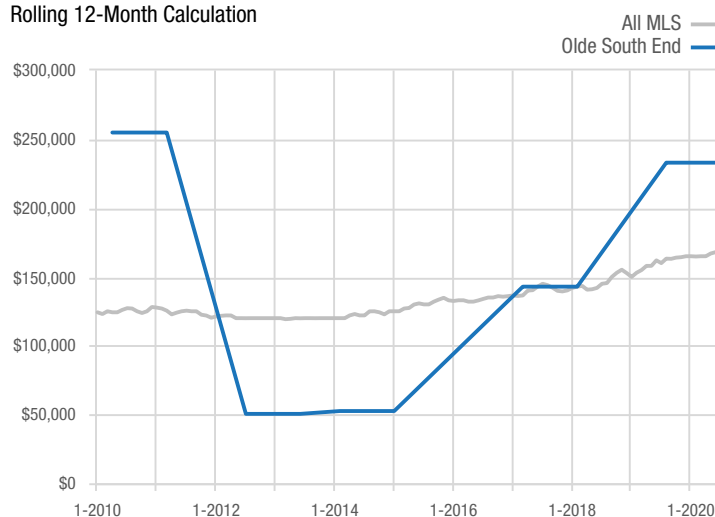
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Heatherdowns Blvd / River Rd

MLS Area 23: 43614

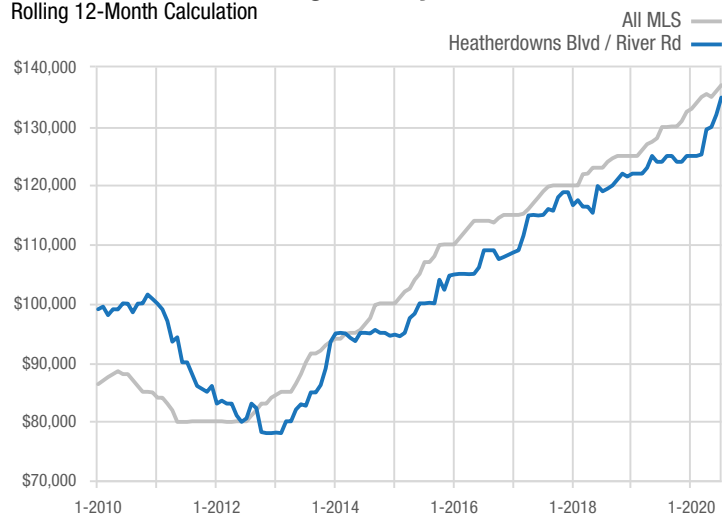
| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 58 | 41 | - 29.3% | 319 | 300 | - 6.0% |
| Pending Sales | 43 | 53 | + 23.3% | 244 | 271 | + 11.1% |
| Closed Sales | 42 | 53 | + 26.2% | 234 | 259 | + 10.7% |
| Days on Market Until Sale | 75 | 55 | - 26.7% | 78 | 78 | 0.0% |
| Median Sales Price* | \$123,000 | \$145,450 | + 18.3% | \$124,000 | \$138,000 | + 11.3% |
| Average Sales Price* | \$122,951 | \$162,941 | + 32.5% | \$126,818 | \$148,063 | + 16.8% |
| Percent of List Price Received* | 98.0% | 100.7% | + 2.8% | 98.2% | 98.8% | + 0.6% |
| Inventory of Homes for Sale | 124 | 82 | - 33.9% | — | — | — |
| Months Supply of Inventory | 3.6 | 2.2 | - 38.9% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 9 | 5 | - 44.4% | 49 | 29 | - 40.8% |
| Pending Sales | 3 | 6 | + 100.0% | 33 | 23 | - 30.3% |
| Closed Sales | 8 | 6 | - 25.0% | 32 | 23 | - 28.1% |
| Days on Market Until Sale | 111 | 103 | - 7.2% | 90 | 79 | - 12.2% |
| Median Sales Price* | \$104,250 | \$118,500 | + 13.7% | \$90,500 | \$125,000 | + 38.1% |
| Average Sales Price* | \$104,738 | \$109,233 | + 4.3% | \$92,091 | \$126,902 | + 37.8% |
| Percent of List Price Received* | 90.8% | 98.7% | + 8.7% | 93.6% | 97.4% | + 4.1% |
| Inventory of Homes for Sale | 20 | 12 | - 40.0% | — | — | — |
| Months Supply of Inventory | 4.1 | 3.5 | - 14.6% | — | — | — |

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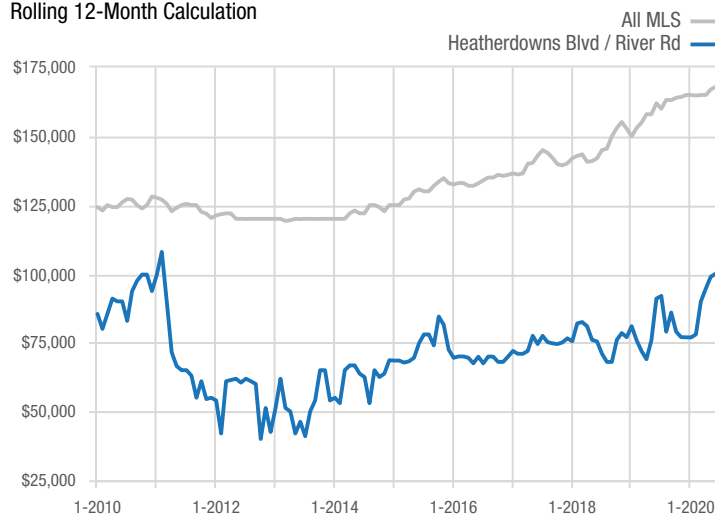
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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East River

MLS Area 24: 43605

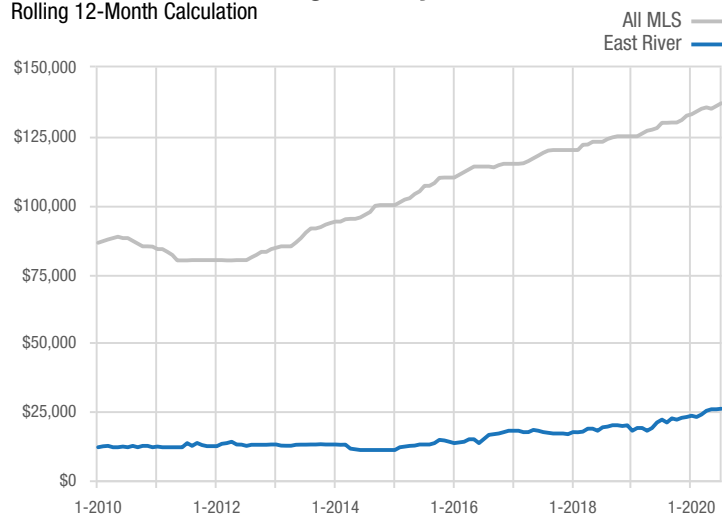
| Single Family | July | | | Year to Date | | |
|---------------------------------|----------|----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 14 | 20 | + 42.9% | 129 | 96 | - 25.6% |
| Pending Sales | 10 | 24 | + 140.0% | 93 | 92 | - 1.1% |
| Closed Sales | 9 | 16 | + 77.8% | 98 | 82 | - 16.3% |
| Days on Market Until Sale | 43 | 85 | + 97.7% | 77 | 96 | + 24.7% |
| Median Sales Price* | \$22,040 | \$39,450 | + 79.0% | \$21,000 | \$27,000 | + 28.6% |
| Average Sales Price* | \$28,871 | \$39,236 | + 35.9% | \$26,389 | \$31,232 | + 18.4% |
| Percent of List Price Received* | 85.8% | 94.8% | + 10.5% | 90.0% | 94.1% | + 4.6% |
| Inventory of Homes for Sale | 53 | 26 | - 50.9% | — | — | — |
| Months Supply of Inventory | 3.6 | 1.8 | - 50.0% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|------|------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % 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 | — | — | — | — | — | — |

* 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.

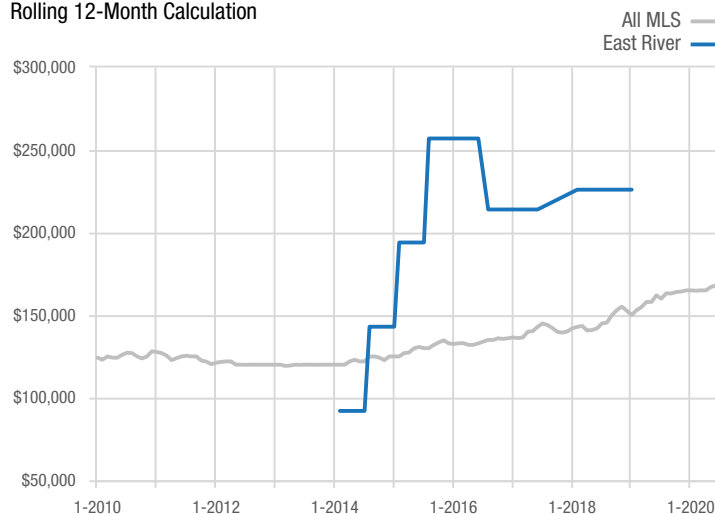
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – July 2020

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Oregon

MLS Area 25: 43616

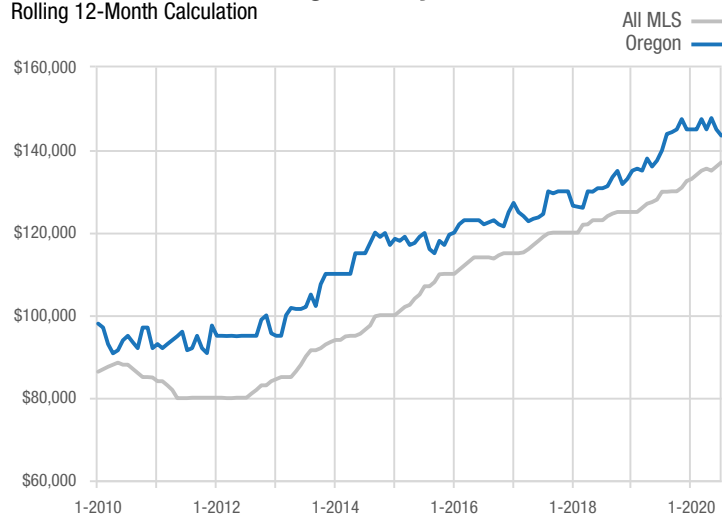
| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 28 | 23 | - 17.9% | 181 | 167 | - 7.7% |
| Pending Sales | 28 | 30 | + 7.1% | 150 | 157 | + 4.7% |
| Closed Sales | 28 | 28 | 0.0% | 142 | 152 | + 7.0% |
| Days on Market Until Sale | 77 | 87 | + 13.0% | 82 | 87 | + 6.1% |
| Median Sales Price* | \$170,500 | \$142,100 | - 16.7% | \$144,875 | \$139,900 | - 3.4% |
| Average Sales Price* | \$174,084 | \$154,410 | - 11.3% | \$159,557 | \$159,024 | - 0.3% |
| Percent of List Price Received* | 98.4% | 97.9% | - 0.5% | 98.2% | 98.8% | + 0.6% |
| Inventory of Homes for Sale | 71 | 48 | - 32.4% | — | — | — |
| Months Supply of Inventory | 3.5 | 2.1 | - 40.0% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|------|------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 0 | 0 | — | 4 | 4 | 0.0% |
| Pending Sales | 0 | 1 | — | 2 | 4 | + 100.0% |
| Closed Sales | 0 | 0 | — | 2 | 3 | + 50.0% |
| Days on Market Until Sale | — | — | — | 32 | 112 | + 250.0% |
| Median Sales Price* | — | — | — | \$227,950 | \$133,000 | - 41.7% |
| Average Sales Price* | — | — | — | \$227,950 | \$142,633 | - 37.4% |
| Percent of List Price Received* | — | — | — | 99.4% | 97.0% | - 2.4% |
| Inventory of Homes for Sale | 2 | 1 | - 50.0% | — | — | — |
| Months Supply of Inventory | 2.0 | 0.7 | - 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.

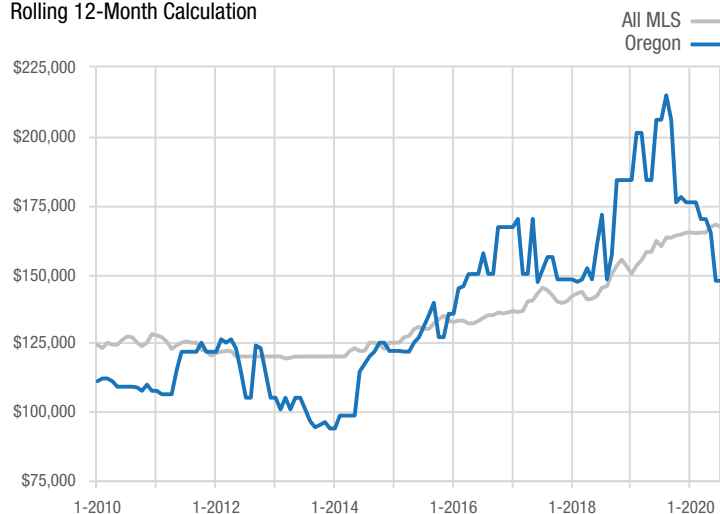
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – July 2020

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East Suburbs

MLS Area 26: 43412 (Lucas County Only)

| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|-----------------|----------|--------------|------------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 2 | 2 | 0.0% | 9 | 16 | + 77.8% |
| Pending Sales | 0 | 4 | — | 9 | 13 | + 44.4% |
| Closed Sales | 1 | 2 | + 100.0% | 9 | 11 | + 22.2% |
| Days on Market Until Sale | 115 | 50 | - 56.5% | 84 | 73 | - 13.1% |
| Median Sales Price* | \$234,900 | \$94,600 | - 59.7% | \$175,000 | \$102,000 | - 41.7% |
| Average Sales Price* | \$234,900 | \$94,600 | - 59.7% | \$164,267 | \$139,773 | - 14.9% |
| Percent of List Price Received* | 97.9% | 93.9% | - 4.1% | 92.4% | 98.7% | + 6.8% |
| Inventory of Homes for Sale | 7 | 5 | - 28.6% | — | — | — |
| Months Supply of Inventory | 2.4 | 2.4 | 0.0% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|------|------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % 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 | — | — | — | — | — | — |

* 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.

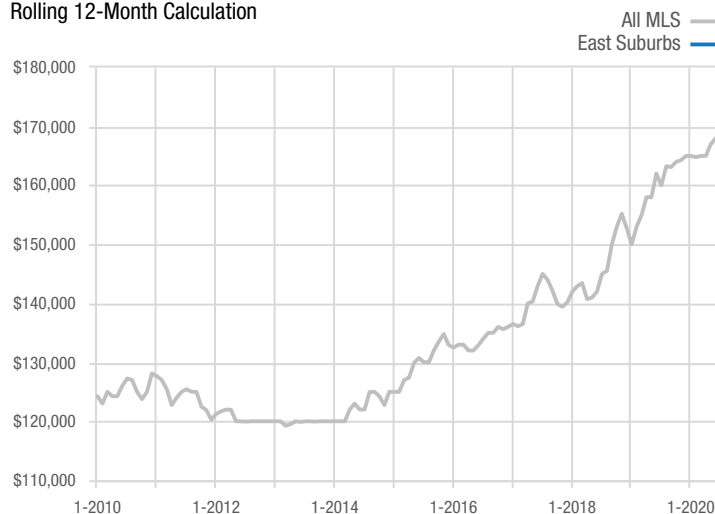
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Perrysburg / Perrysburg Twp

MLS Area 53: 43551

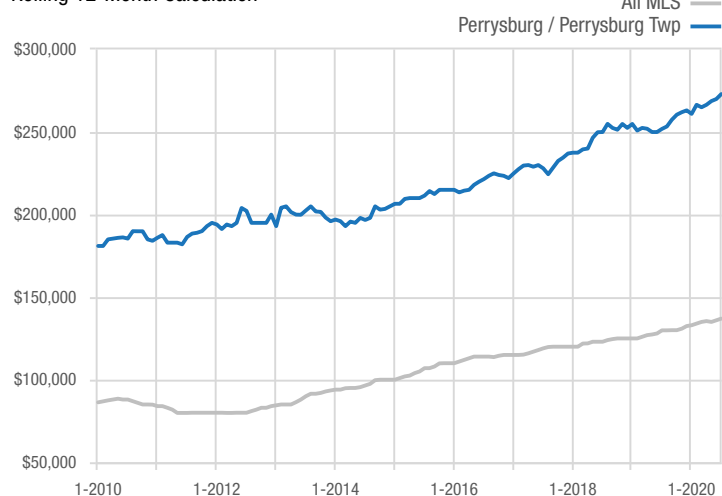
| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 59 | 51 | - 13.6% | 467 | 407 | - 12.8% |
| Pending Sales | 63 | 70 | + 11.1% | 351 | 315 | - 10.3% |
| Closed Sales | 65 | 68 | + 4.6% | 335 | 305 | - 9.0% |
| Days on Market Until Sale | 79 | 76 | - 3.8% | 90 | 89 | - 1.1% |
| Median Sales Price* | \$256,000 | \$272,500 | + 6.4% | \$254,250 | \$270,750 | + 6.5% |
| Average Sales Price* | \$302,634 | \$297,865 | - 1.6% | \$291,776 | \$296,129 | + 1.5% |
| Percent of List Price Received* | 98.5% | 99.7% | + 1.2% | 98.6% | 98.8% | + 0.2% |
| Inventory of Homes for Sale | 177 | 139 | - 21.5% | — | — | — |
| Months Supply of Inventory | 3.8 | 3.2 | - 15.8% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 7 | 11 | + 57.1% | 60 | 69 | + 15.0% |
| Pending Sales | 2 | 6 | + 200.0% | 51 | 55 | + 7.8% |
| Closed Sales | 7 | 10 | + 42.9% | 51 | 56 | + 9.8% |
| Days on Market Until Sale | 64 | 96 | + 50.0% | 70 | 79 | + 12.9% |
| Median Sales Price* | \$210,000 | \$157,500 | - 25.0% | \$202,500 | \$199,500 | - 1.5% |
| Average Sales Price* | \$205,689 | \$178,680 | - 13.1% | \$214,576 | \$198,536 | - 7.5% |
| Percent of List Price Received* | 97.9% | 98.3% | + 0.4% | 96.5% | 97.8% | + 1.3% |
| Inventory of Homes for Sale | 19 | 21 | + 10.5% | — | — | — |
| Months Supply of Inventory | 3.3 | 3.3 | 0.0% | — | — | — |

* 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.

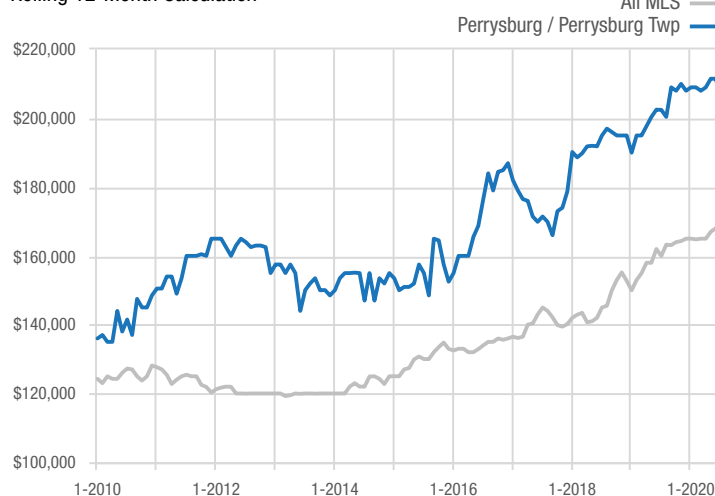
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – July 2020

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Northwood / Rossford / Lake Twp

MLS Area 54: Includes Millbury, Moline and Walbridge

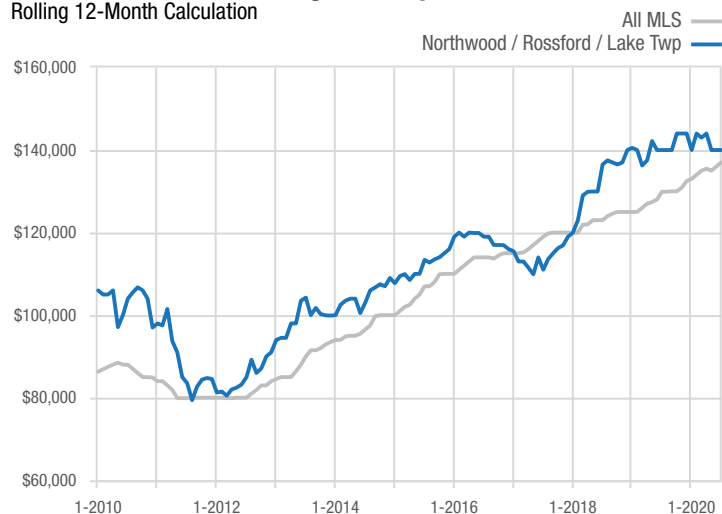
| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 37 | 16 | - 56.8% | 191 | 180 | - 5.8% |
| Pending Sales | 33 | 29 | - 12.1% | 168 | 156 | - 7.1% |
| Closed Sales | 29 | 30 | + 3.4% | 167 | 153 | - 8.4% |
| Days on Market Until Sale | 71 | 67 | - 5.6% | 85 | 77 | - 9.4% |
| Median Sales Price* | \$145,175 | \$152,500 | + 5.0% | \$146,450 | \$140,000 | - 4.4% |
| Average Sales Price* | \$149,975 | \$160,602 | + 7.1% | \$157,371 | \$152,106 | - 3.3% |
| Percent of List Price Received* | 99.2% | 100.4% | + 1.2% | 98.5% | 99.3% | + 0.8% |
| Inventory of Homes for Sale | 61 | 50 | - 18.0% | — | — | — |
| Months Supply of Inventory | 2.4 | 2.3 | - 4.2% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|-----------|------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 1 | 0 | - 100.0% | 10 | 4 | - 60.0% |
| Pending Sales | 2 | 0 | - 100.0% | 7 | 3 | - 57.1% |
| Closed Sales | 3 | 0 | - 100.0% | 7 | 3 | - 57.1% |
| Days on Market Until Sale | 81 | — | — | 71 | 30 | - 57.7% |
| Median Sales Price* | \$49,700 | — | — | \$199,000 | \$43,900 | - 77.9% |
| Average Sales Price* | \$111,400 | — | — | \$148,386 | \$43,133 | - 70.9% |
| Percent of List Price Received* | 99.3% | — | — | 98.2% | 103.0% | + 4.9% |
| Inventory of Homes for Sale | 2 | 0 | - 100.0% | — | — | — |
| Months Supply of Inventory | 1.1 | — | — | — | — | — |

* 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.

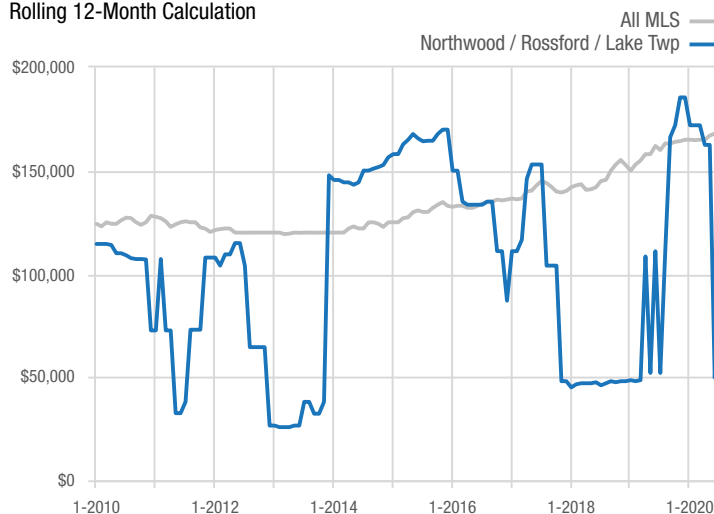
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – July 2020

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Bowling Green

MLS Area 55: 43402

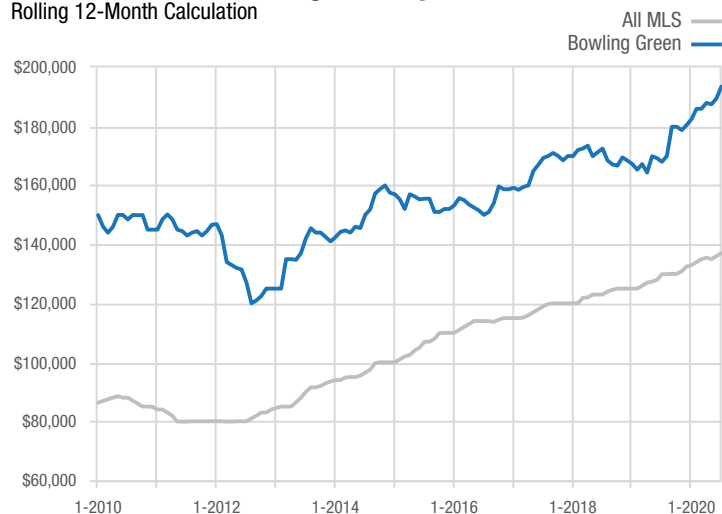
| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 19 | 24 | + 26.3% | 141 | 111 | - 21.3% |
| Pending Sales | 24 | 17 | - 29.2% | 123 | 104 | - 15.4% |
| Closed Sales | 26 | 20 | - 23.1% | 122 | 102 | - 16.4% |
| Days on Market Until Sale | 54 | 64 | + 18.5% | 73 | 71 | - 2.7% |
| Median Sales Price* | \$169,400 | \$220,000 | + 29.9% | \$170,950 | \$196,000 | + 14.7% |
| Average Sales Price* | \$196,700 | \$220,960 | + 12.3% | \$192,928 | \$202,931 | + 5.2% |
| Percent of List Price Received* | 98.1% | 101.1% | + 3.1% | 98.2% | 98.8% | + 0.6% |
| Inventory of Homes for Sale | 43 | 34 | - 20.9% | — | — | — |
| Months Supply of Inventory | 2.4 | 2.1 | - 12.5% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 2 | 9 | + 350.0% | 13 | 25 | + 92.3% |
| Pending Sales | 3 | 5 | + 66.7% | 9 | 17 | + 88.9% |
| Closed Sales | 3 | 3 | 0.0% | 9 | 14 | + 55.6% |
| Days on Market Until Sale | 22 | 64 | + 190.9% | 32 | 82 | + 156.3% |
| Median Sales Price* | \$137,500 | \$152,000 | + 10.5% | \$137,500 | \$171,000 | + 24.4% |
| Average Sales Price* | \$138,467 | \$151,300 | + 9.3% | \$158,456 | \$188,200 | + 18.8% |
| Percent of List Price Received* | 98.4% | 101.1% | + 2.7% | 99.2% | 98.9% | - 0.3% |
| Inventory of Homes for Sale | 6 | 10 | + 66.7% | — | — | — |
| Months Supply of Inventory | 2.5 | 4.6 | + 84.0% | — | — | — |

* 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.

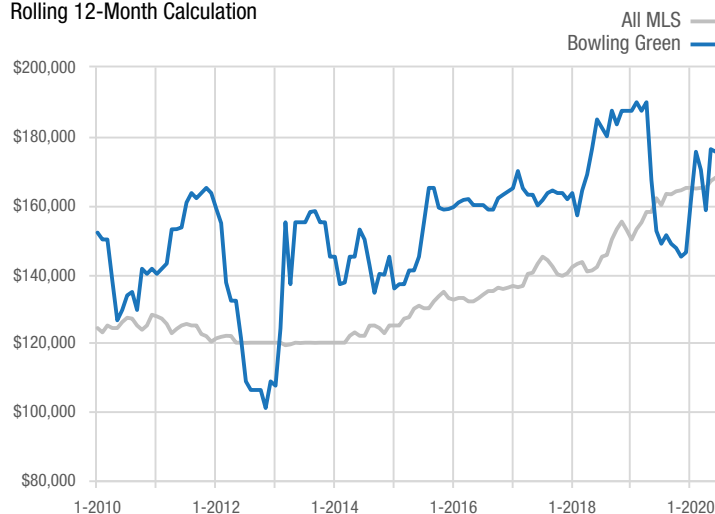
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – July 2020

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Wood County NE

MLS Area 56: North of US 6, East of SR 25, excluding MLS Areas 53, 54 and 55

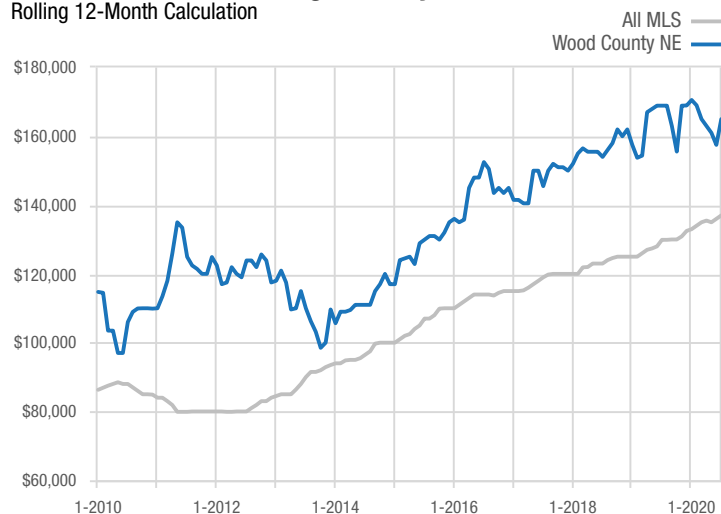
| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 7 | 8 | + 14.3% | 60 | 40 | - 33.3% |
| Pending Sales | 6 | 10 | + 66.7% | 39 | 44 | + 12.8% |
| Closed Sales | 8 | 9 | + 12.5% | 37 | 43 | + 16.2% |
| Days on Market Until Sale | 62 | 79 | + 27.4% | 65 | 105 | + 61.5% |
| Median Sales Price* | \$140,500 | \$180,000 | + 28.1% | \$175,000 | \$170,000 | - 2.9% |
| Average Sales Price* | \$140,181 | \$214,629 | + 53.1% | \$179,425 | \$164,822 | - 8.1% |
| Percent of List Price Received* | 95.5% | 98.3% | + 2.9% | 97.0% | 97.4% | + 0.4% |
| Inventory of Homes for Sale | 21 | 14 | - 33.3% | — | — | — |
| Months Supply of Inventory | 3.7 | 2.5 | - 32.4% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|------|------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 0 | 0 | — | 0 | 0 | — |
| Pending Sales | 0 | 0 | — | 0 | 1 | — |
| Closed Sales | 0 | 0 | — | 0 | 1 | — |
| Days on Market Until Sale | — | — | — | — | 39 | — |
| Median Sales Price* | — | — | — | — | \$125,000 | — |
| Average Sales Price* | — | — | — | — | \$125,000 | — |
| Percent of List Price Received* | — | — | — | — | 100.0% | — |
| Inventory of Homes for Sale | 0 | 0 | — | — | — | — |
| Months Supply of Inventory | — | — | — | — | — | — |

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

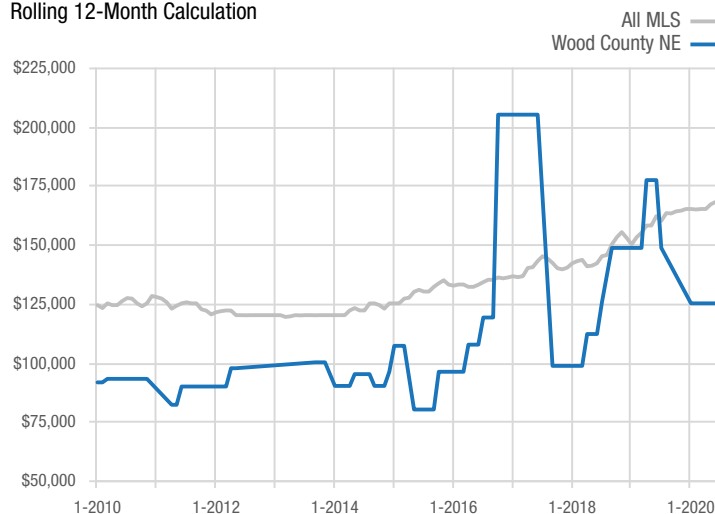
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – July 2020

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Wood County NW

MLS Area 51: North of US 6, West of SR 25, excluding MLS Areas 53 and 55

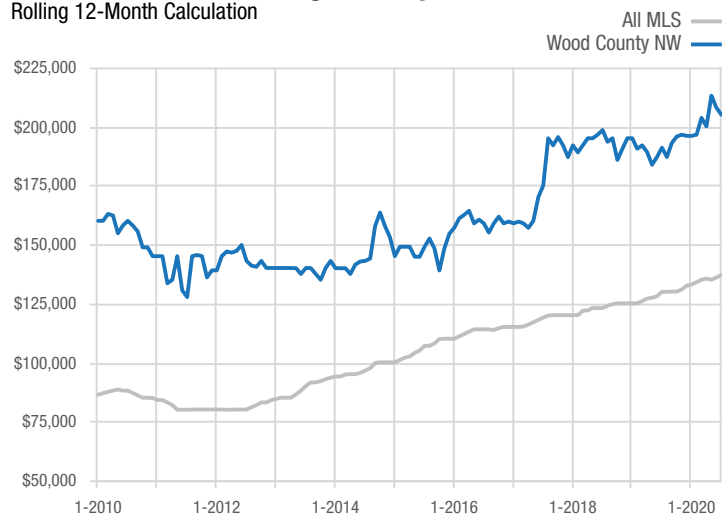
| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 17 | 10 | - 41.2% | 73 | 57 | - 21.9% |
| Pending Sales | 10 | 10 | 0.0% | 54 | 45 | - 16.7% |
| Closed Sales | 9 | 12 | + 33.3% | 55 | 44 | - 20.0% |
| Days on Market Until Sale | 75 | 57 | - 24.0% | 88 | 78 | - 11.4% |
| Median Sales Price* | \$268,000 | \$201,023 | - 25.0% | \$193,000 | \$211,023 | + 9.3% |
| Average Sales Price* | \$234,329 | \$230,270 | - 1.7% | \$205,707 | \$217,673 | + 5.8% |
| Percent of List Price Received* | 99.3% | 108.4% | + 9.2% | 98.6% | 101.2% | + 2.6% |
| Inventory of Homes for Sale | 30 | 21 | - 30.0% | — | — | — |
| Months Supply of Inventory | 4.3 | 3.0 | - 30.2% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|------|------|----------|--------------|------------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 0 | 0 | — | 3 | 0 | - 100.0% |
| Pending Sales | 0 | 0 | — | 2 | 1 | - 50.0% |
| Closed Sales | 0 | 0 | — | 2 | 1 | - 50.0% |
| Days on Market Until Sale | — | — | — | 32 | 125 | + 290.6% |
| Median Sales Price* | — | — | — | \$115,000 | \$116,000 | + 0.9% |
| Average Sales Price* | — | — | — | \$115,000 | \$116,000 | + 0.9% |
| Percent of List Price Received* | — | — | — | 91.0% | 85.9% | - 5.6% |
| Inventory of Homes for Sale | 0 | 0 | — | — | — | — |
| Months Supply of Inventory | — | — | — | — | — | — |

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

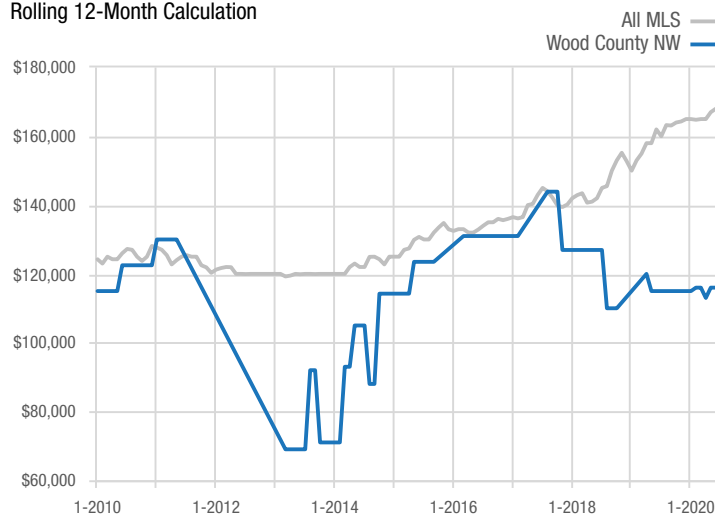
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wood County SE

MLS Area 57: South of US 6, East of SR 25

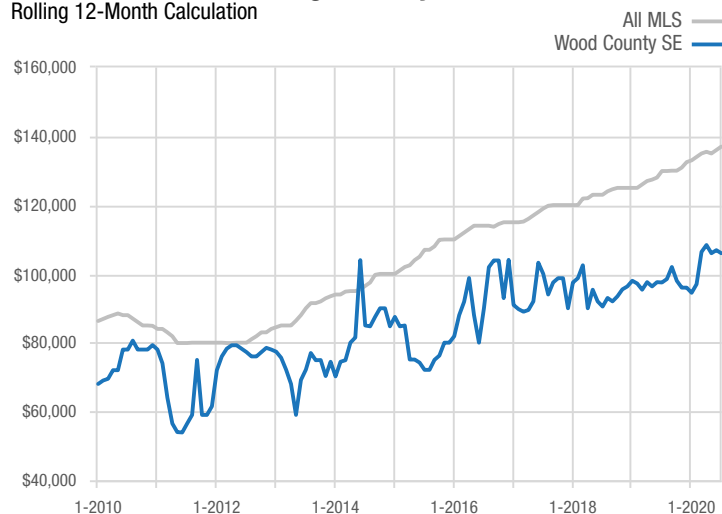
| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|-----------------|----------|--------------|------------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 10 | 8 | - 20.0% | 52 | 43 | - 17.3% |
| Pending Sales | 7 | 9 | + 28.6% | 39 | 35 | - 10.3% |
| Closed Sales | 8 | 9 | + 12.5% | 40 | 34 | - 15.0% |
| Days on Market Until Sale | 78 | 66 | - 15.4% | 93 | 80 | - 14.0% |
| Median Sales Price* | \$90,000 | \$67,000 | - 25.6% | \$91,299 | \$105,000 | + 15.0% |
| Average Sales Price* | \$100,075 | \$96,556 | - 3.5% | \$101,581 | \$129,678 | + 27.7% |
| Percent of List Price Received* | 92.9% | 99.5% | + 7.1% | 93.2% | 98.2% | + 5.4% |
| Inventory of Homes for Sale | 21 | 11 | - 47.6% | — | — | — |
| Months Supply of Inventory | 4.1 | 2.1 | - 48.8% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|------|------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 0 | 0 | — | 0 | 0 | — |
| Pending Sales | 0 | 0 | — | 0 | 0 | — |
| Closed Sales | 0 | 0 | — | 1 | 0 | - 100.0% |
| Days on Market Until Sale | — | — | — | 123 | — | — |
| Median Sales Price* | — | — | — | \$85,000 | — | — |
| Average Sales Price* | — | — | — | \$85,000 | — | — |
| Percent of List Price Received* | — | — | — | 94.4% | — | — |
| Inventory of Homes for Sale | 0 | 0 | — | — | — | — |
| Months Supply of Inventory | — | — | — | — | — | — |

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

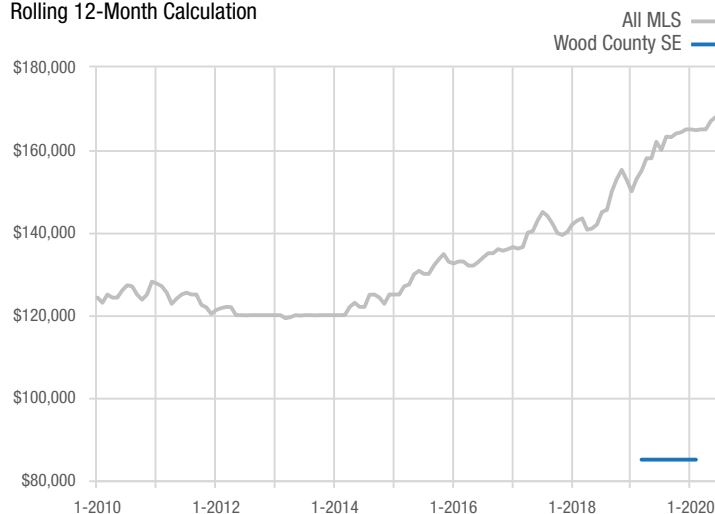
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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 – July 2020

This representation is based in whole or in part on data supplied by the Northwest Ohio Real Estate Information System (NORIS) Multiple Listing Service. NORIS does not guarantee or is not responsible in any way for its accuracy. Data maintained by NORIS may not reflect all real estate activity in the market.



Wood County SW

MLS Area 52: South of US 6, West of SR 25

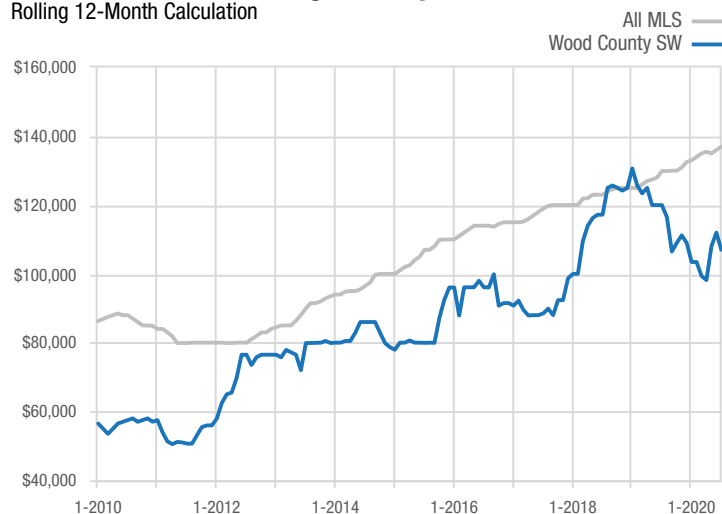
| Single Family | July | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 7 | 11 | + 57.1% | 46 | 51 | + 10.9% |
| Pending Sales | 7 | 7 | 0.0% | 32 | 41 | + 28.1% |
| Closed Sales | 8 | 11 | + 37.5% | 32 | 41 | + 28.1% |
| Days on Market Until Sale | 50 | 94 | + 88.0% | 76 | 88 | + 15.8% |
| Median Sales Price* | \$122,000 | \$112,000 | - 8.2% | \$118,000 | \$112,000 | - 5.1% |
| Average Sales Price* | \$126,700 | \$122,405 | - 3.4% | \$118,056 | \$114,290 | - 3.2% |
| Percent of List Price Received* | 96.7% | 96.5% | - 0.2% | 97.6% | 98.7% | + 1.1% |
| Inventory of Homes for Sale | 17 | 15 | - 11.8% | — | — | — |
| Months Supply of Inventory | 2.8 | 2.6 | - 7.1% | — | — | — |

| Condo-Villa | July | | | Year to Date | | |
|---------------------------------|------|------|----------|--------------|-------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % 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 | — | — | — | — | — | — |

* 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.

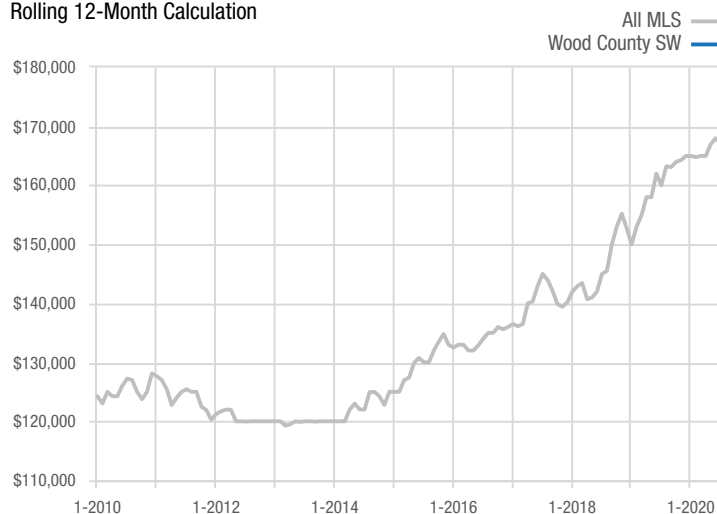
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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