

Local Market Update—Fourth Quarter 2019

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LUCAS AND UPPER WOOD COUNTY HOUSING MARKET

The information below compares the month of Q4 2019 to Q4 2018

1,498

Home Sales

+0.3% Increase from
Q4 2018

\$130,000

Med. Sales Price

+9.8% Increase from
Q4 2018

\$157,005

Av. Sales Price

+8.7% Increase from
Q4 2018

77

Av. Days on Mkt.

-6.1% Decrease from
Q4 2018

1,542

New Listings

+0.3% Increase from
Q4 2018

\$235,037

Sales Volume

(in 1,000's)
+9.0% Increase from
Q4 2018

Marketwatch Report

Q4-2019



All Counties Overview

| | Median Sales Price | | Pct. of Orig. Price Rec d. | | Days on Market | | Closed Sales | |
|-----------------|--------------------|---------------|----------------------------|---------------|----------------|---------------|--------------|---------------|
| | Q4-2019 | 1-Year Change | Q4-2019 | 1-Year Change | Q4-2019 | 1-Year Change | Q4-2019 | 1-Year Change |
| Defiance County | \$112,000 | + 24.6% | 92.7% | - 1.0% | 87 | + 10.4% | 109 | + 6.9% |
| Fulton County | \$125,350 | - 0.5% | 95.1% | - 0.4% | 88 | + 12.2% | 78 | + 1.3% |
| Henry County | \$117,000 | + 1.7% | 96.1% | + 4.7% | 86 | - 7.7% | 53 | + 10.4% |
| Lucas County | \$124,250 | + 9.0% | 93.9% | + 0.7% | 76 | - 8.2% | 1,397 | - 0.6% |
| Paulding County | \$87,450 | + 6.0% | 92.0% | - 0.4% | 105 | + 33.2% | 28 | - 31.7% |
| Putnam County | \$205,400 | + 160.8% | 88.3% | - 5.7% | 134 | + 12.2% | 6 | - 25.0% |
| Williams County | \$112,500 | + 3.2% | 94.1% | + 1.0% | 84 | - 6.8% | 116 | + 5.5% |

Marketwatch Report

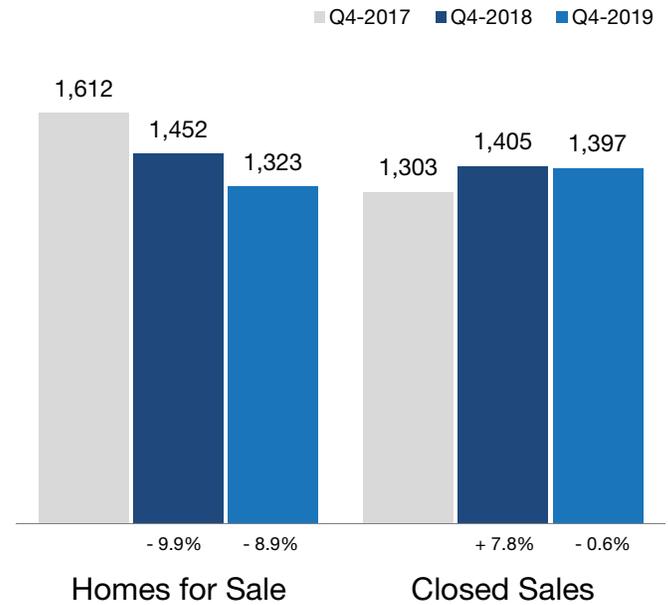
Q4-2019



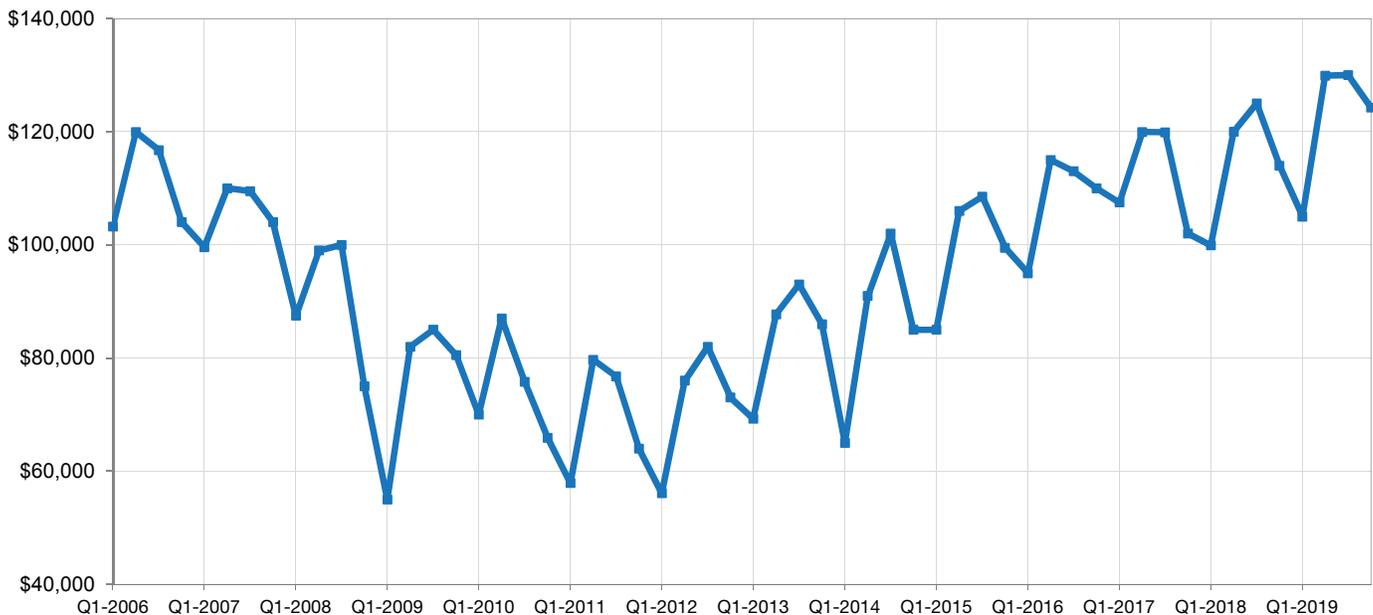
Lucas County

| Key Metrics | Q4-2019 | 1-Year Change |
|----------------------------|-----------|---------------|
| Median Sales Price | \$124,250 | + 9.0% |
| Average Sales Price | \$146,043 | + 6.6% |
| Pct. of Orig. Price Rec'd. | 93.9% | + 0.7% |
| Homes for Sale | 1,323 | - 8.9% |
| Closed Sales | 1,397 | - 0.6% |
| Months Supply | 2.7 | - 6.5% |
| Days on Market | 76 | - 8.2% |

Market Activity



Historical Median Sales Price for Lucas County



Marketwatch Report

Q4-2019



Lucas County ZIP Codes

| | Median Sales Price | | Pct. of Orig. Price Rec d. | | Days on Market | | Closed Sales | |
|-------|--------------------|---------------|----------------------------|---------------|----------------|---------------|--------------|---------------|
| | Q4-2019 | 1-Year Change | Q4-2019 | 1-Year Change | Q4-2019 | 1-Year Change | Q4-2019 | 1-Year Change |
| 43412 | \$166,400 | - 24.6% | 93.5% | + 1.4% | 95 | - 20.0% | 14 | + 75.0% |
| 43445 | \$207,250 | -- | 87.0% | -- | 69 | -- | 4 | -- |
| 43504 | \$224,945 | + 106.8% | 97.1% | - 24.2% | 89 | + 52.9% | 6 | + 200.0% |
| 43522 | \$180,000 | - 25.0% | 93.1% | + 0.3% | 72 | - 10.9% | 8 | + 33.3% |
| 43528 | \$243,750 | + 22.8% | 95.2% | + 0.1% | 92 | + 4.8% | 49 | - 29.0% |
| 43532 | \$139,000 | - 18.2% | 92.9% | + 1.4% | 69 | - 2.9% | 7 | + 40.0% |
| 43537 | \$194,500 | + 9.0% | 96.1% | + 0.5% | 76 | - 2.0% | 112 | + 13.1% |
| 43542 | \$372,450 | + 12.5% | 92.3% | - 2.8% | 105 | - 21.0% | 10 | - 33.3% |
| 43558 | \$158,500 | + 14.9% | 95.4% | + 2.6% | 74 | - 15.1% | 32 | + 10.3% |
| 43560 | \$212,750 | + 0.6% | 94.6% | - 1.3% | 90 | - 0.2% | 144 | - 4.6% |
| 43566 | \$232,000 | + 24.1% | 96.2% | - 1.5% | 75 | - 5.2% | 31 | - 20.5% |
| 43571 | \$265,000 | - 16.5% | 98.6% | + 4.7% | 87 | - 0.5% | 25 | - 3.8% |
| 43601 | \$0 | -- | 0.0% | -- | 0 | -- | 0 | -- |
| 43604 | \$203,000 | - 15.8% | 86.2% | - 9.2% | 54 | - 4.1% | 5 | + 25.0% |
| 43605 | \$23,000 | + 10.8% | 95.9% | + 12.4% | 71 | - 23.7% | 54 | + 1.9% |
| 43606 | \$148,500 | + 18.8% | 93.3% | + 1.0% | 83 | + 6.2% | 81 | - 12.0% |
| 43607 | \$52,000 | + 35.1% | 92.5% | - 0.7% | 71 | - 6.0% | 47 | - 7.8% |
| 43608 | \$21,500 | + 24.6% | 86.7% | + 1.4% | 91 | + 26.3% | 18 | - 21.7% |
| 43609 | \$34,000 | + 13.3% | 84.5% | + 0.7% | 63 | - 14.3% | 37 | - 43.1% |
| 43610 | \$33,750 | + 77.6% | 90.5% | - 5.1% | 49 | - 26.6% | 12 | - 7.7% |
| 43611 | \$98,900 | + 24.1% | 92.6% | - 0.5% | 72 | - 14.2% | 71 | - 2.7% |
| 43612 | \$62,000 | + 18.1% | 90.5% | + 0.5% | 72 | - 18.9% | 118 | + 15.7% |
| 43613 | \$100,950 | + 11.9% | 94.0% | + 2.1% | 69 | - 17.6% | 137 | + 9.6% |
| 43614 | \$124,250 | + 1.8% | 95.6% | + 1.6% | 69 | - 9.4% | 110 | - 1.8% |
| 43615 | \$119,950 | + 11.2% | 94.5% | + 0.8% | 77 | - 4.1% | 123 | - 0.8% |
| 43616 | \$137,375 | + 1.8% | 96.6% | - 0.3% | 64 | - 26.8% | 65 | + 10.2% |
| 43617 | \$218,500 | + 12.1% | 94.6% | - 1.4% | 84 | + 24.7% | 38 | + 58.3% |
| 43620 | \$99,000 | + 297.0% | 89.2% | + 9.2% | 105 | + 55.2% | 15 | + 87.5% |
| 43623 | \$136,250 | + 10.3% | 95.1% | - 1.5% | 65 | - 12.3% | 69 | + 19.0% |

Marketwatch Report

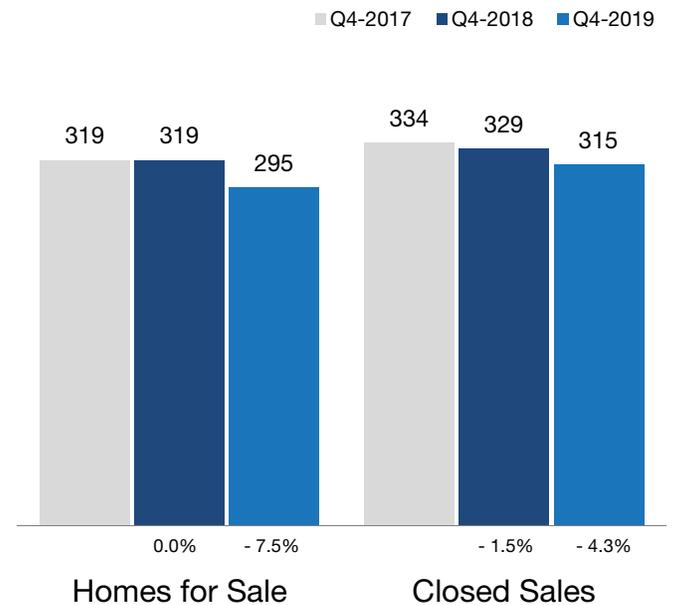
Q4-2019



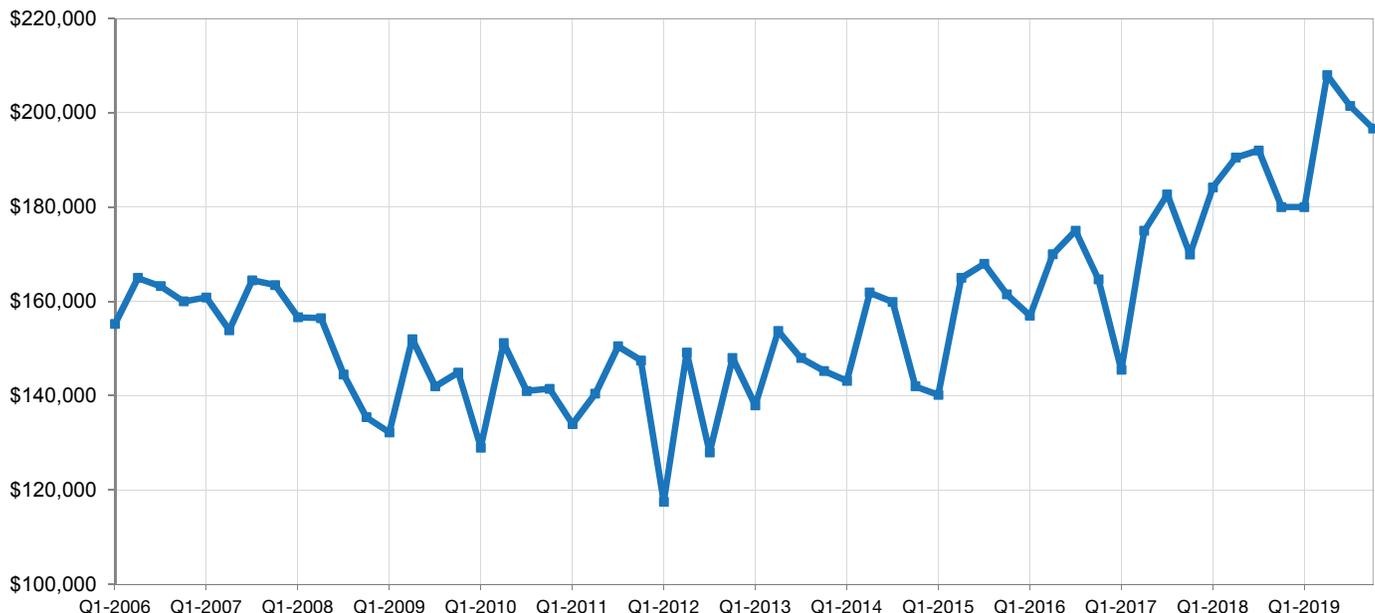
Wood County

| Key Metrics | Q4-2019 | 1-Year Change |
|----------------------------|-----------|---------------|
| Median Sales Price | \$196,700 | + 9.3% |
| Average Sales Price | \$219,749 | + 11.4% |
| Pct. of Orig. Price Rec'd. | 97.1% | + 1.5% |
| Homes for Sale | 295 | - 7.5% |
| Closed Sales | 315 | - 4.3% |
| Months Supply | 2.5 | - 6.5% |
| Days on Market | 87 | + 8.7% |

Market Activity



Historical Median Sales Price for Wood County



Marketwatch Report

Q4-2019



Wood County ZIP Codes

| | Median Sales Price | | Pct. of Orig. Price Rec d. | | Days on Market | | Closed Sales | |
|-------|--------------------|---------------|----------------------------|---------------|----------------|---------------|--------------|---------------|
| | Q4-2019 | 1-Year Change | Q4-2019 | 1-Year Change | Q4-2019 | 1-Year Change | Q4-2019 | 1-Year Change |
| 43402 | \$187,000 | + 10.3% | 98.0% | + 2.8% | 77 | + 0.9% | 72 | - 2.7% |
| 43406 | \$268,500 | + 168.5% | 90.5% | - 7.1% | 137 | + 66.7% | 3 | + 50.0% |
| 43413 | \$0 | - 100.0% | 0.0% | - 100.0% | 0 | - 100.0% | 0 | - 100.0% |
| 43430 | \$124,200 | + 8.0% | 86.5% | - 3.9% | 84 | - 9.1% | 12 | + 33.3% |
| 43443 | \$177,500 | + 21.2% | 91.6% | - 7.6% | 188 | + 157.5% | 2 | - 66.7% |
| 43447 | \$173,000 | + 8.2% | 94.8% | + 0.1% | 58 | + 3.7% | 8 | - 11.1% |
| 43450 | \$169,000 | + 25.2% | 93.0% | - 2.0% | 99 | + 34.2% | 7 | 0.0% |
| 43451 | \$170,000 | - 9.3% | 85.0% | - 13.2% | 100 | + 119.0% | 1 | - 66.7% |
| 43457 | \$97,388 | - 0.6% | 91.8% | - 6.3% | 85 | + 26.1% | 4 | + 300.0% |
| 43460 | \$145,000 | + 8.7% | 96.9% | + 2.8% | 69 | - 6.5% | 15 | - 53.1% |
| 43462 | \$78,000 | - 20.8% | 90.5% | - 13.3% | 43 | + 2.4% | 2 | 0.0% |
| 43465 | \$182,750 | + 26.6% | 99.3% | + 6.1% | 79 | + 6.9% | 11 | - 42.1% |
| 43466 | \$72,000 | - 39.2% | 90.0% | - 1.3% | 101 | + 28.9% | 7 | + 40.0% |