

Local Market Update – February 2020

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Lucas and Upper Wood County

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

Single Family Key Metrics	February			Year to Date		
	2019	2020	% Change	Thru 2 2019	Thru 2 2020	% Change
New Listings	487	559	+14.8%	1,001	1,062	+6.1%
Closed Sales	343	334	-2.6%	674	680	+0.9%
Days on Market	97	94	-3.1%	98	93	-5.1%
Median Sales Price*	\$110,000	\$127,750	+16.1%	\$102,200	\$125,000	+22.3%
Average Sales Price*	\$126,628	\$151,569	+19.7%	\$126,630	\$150,235	+18.6%
Percent of List Price Received*	97.0%	97.4%	+0.4%	96.8%	97.2%	+0.4%
Months Supply of Inventory	5.0	5.0	--	--	--	--
Total Volume	\$43,433,302	\$52,139,853	+20.0%	\$85,222,228	\$102,009,781	+19.7%

Condo-Villa Key Metrics	February			Year to Date		
	2019	2020	% Change	Thru 2 2019	Thru 2 2020	% Change
New Listings	41	48	+17.1%	91	106	+16.5%
Closed Sales	27	31	+14.8%	54	56	+37.0%
Days on Market	118	80	-32.2%	117	81	-30.8%
Median Sales Price*	\$160,000	\$142,000	-11.3%	\$161,625	\$140,500	-13.1%
Average Sales Price*	\$169,322	\$143,732	-15.1%	\$172,941	\$151,004	-12.7%
Percent of List Price Received*	97.0%	96.8%	-0.2%	96.3%	96.1%	-2.1%
Months Supply of Inventory	6.0	5.0	-16.7%	--	--	--
Total Volume	\$4,851,573	\$4,455,688	-8.2%	\$9,338,823	\$8,456,201	-9.5%

*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.

February 2020

As we progressed through February, the actual and expected impacts of COVID-19 continued to grow, with concerns of economic impact reaching the stock market in the last week of the month. As the stock market declined, so did mortgage rates, offering a bad news-good news situation. While short term declines in the stock market can sting, borrowers who lock in today's low rates will benefit significantly in the long term.

The recently released January ShowingTime Showing Index[®] saw a 20.2 percent year-over-year increase in showing traffic nationwide. All regions of the country were up double digits from the year before, with the Midwest Region up 15.7 percent and the West Region up 34.1 percent. As showing activity is a leading indicator for future home sales, the 2020 housing market is off to a strong start, though it will be important to watch the spread of COVID-19 and its potential impacts to the overall economy in the coming months.

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Lucas County

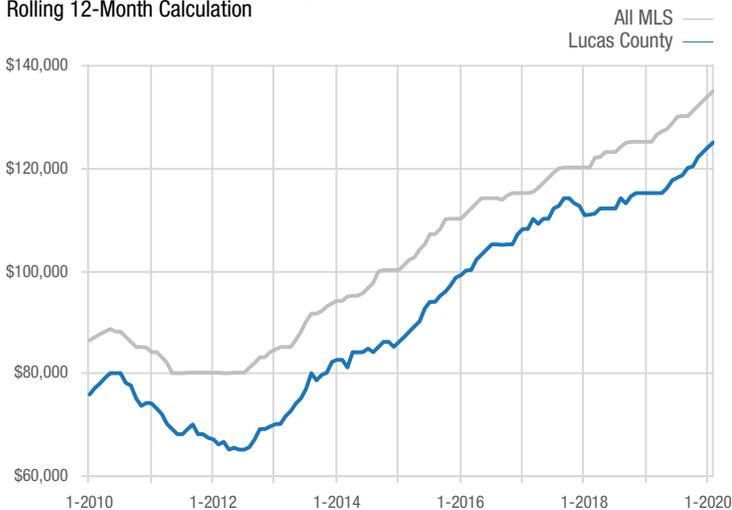
Single Family Key Metrics	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	428	469	+ 9.6%	879	905	+ 3.0%
Pending Sales	302	314	+ 4.0%	612	617	+ 0.8%
Closed Sales	292	291	- 0.3%	586	577	- 1.5%
Days on Market Until Sale	94	92	- 2.1%	96	92	- 4.2%
Median Sales Price*	\$102,200	\$115,000	+ 12.5%	\$90,000	\$113,000	+ 25.6%
Average Sales Price*	\$119,336	\$137,519	+ 15.2%	\$116,302	\$136,513	+ 17.4%
Percent of List Price Received*	95.0%	96.6%	+ 1.7%	94.7%	96.1%	+ 1.5%
Inventory of Homes for Sale	1,335	1,264	- 5.3%	—	—	—
Months Supply of Inventory	2.9	2.8	- 3.4%	—	—	—

Condo-Villa Key Metrics	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	31	33	+ 6.5%	73	80	+ 9.6%
Pending Sales	30	31	+ 3.3%	54	52	- 3.7%
Closed Sales	22	24	+ 9.1%	44	44	0.0%
Days on Market Until Sale	125	90	- 28.0%	126	84	- 33.3%
Median Sales Price*	\$146,501	\$117,900	- 19.5%	\$140,001	\$129,150	- 7.8%
Average Sales Price*	\$174,072	\$134,203	- 22.9%	\$160,206	\$148,304	- 7.4%
Percent of List Price Received*	96.5%	95.8%	- 0.7%	95.8%	95.2%	- 0.6%
Inventory of Homes for Sale	118	114	- 3.4%	—	—	—
Months Supply of Inventory	3.0	2.9	- 3.3%	—	—	—

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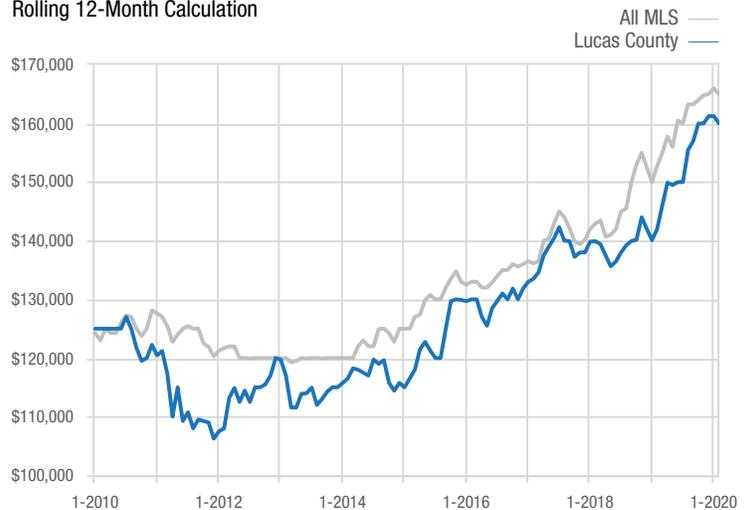
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wood County

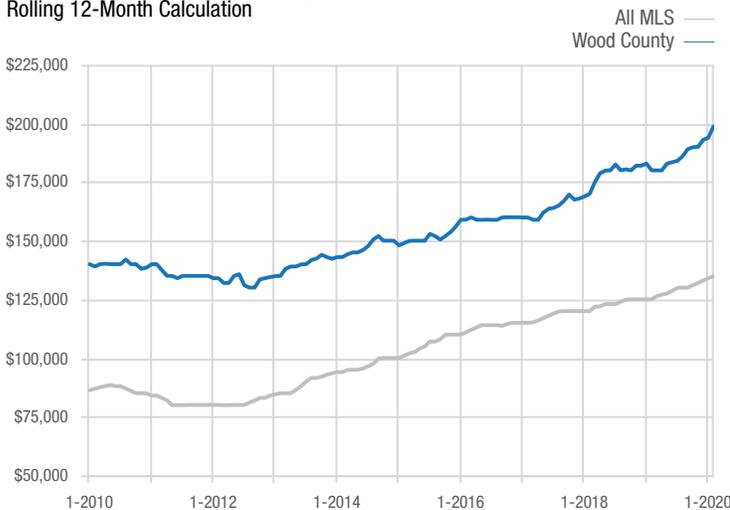
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	96	101	+ 5.2%	193	202	+ 4.7%
Pending Sales	90	76	- 15.6%	167	149	- 10.8%
Closed Sales	83	71	- 14.5%	156	140	- 10.3%
Days on Market Until Sale	94	106	+ 12.8%	99	95	- 4.0%
Median Sales Price*	\$156,000	\$203,950	+ 30.7%	\$160,000	\$199,000	+ 24.4%
Average Sales Price*	\$163,771	\$230,513	+ 40.8%	\$184,560	\$216,476	+ 17.3%
Percent of List Price Received*	96.7%	97.7%	+ 1.0%	96.6%	98.0%	+ 1.4%
Inventory of Homes for Sale	293	291	- 0.7%	—	—	—
Months Supply of Inventory	2.5	2.6	+ 4.0%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	10	16	+ 60.0%	21	32	+ 52.4%
Pending Sales	6	12	+ 100.0%	13	20	+ 53.8%
Closed Sales	5	11	+ 120.0%	10	19	+ 90.0%
Days on Market Until Sale	84	62	- 26.2%	79	81	+ 2.5%
Median Sales Price*	\$195,000	\$157,900	- 19.0%	\$193,500	\$157,900	- 18.4%
Average Sales Price*	\$204,400	\$182,347	- 10.8%	\$228,975	\$175,091	- 23.5%
Percent of List Price Received*	98.2%	96.3%	- 1.9%	96.5%	96.7%	+ 0.2%
Inventory of Homes for Sale	30	34	+ 13.3%	—	—	—
Months Supply of Inventory	3.2	3.8	+ 18.8%	—	—	—

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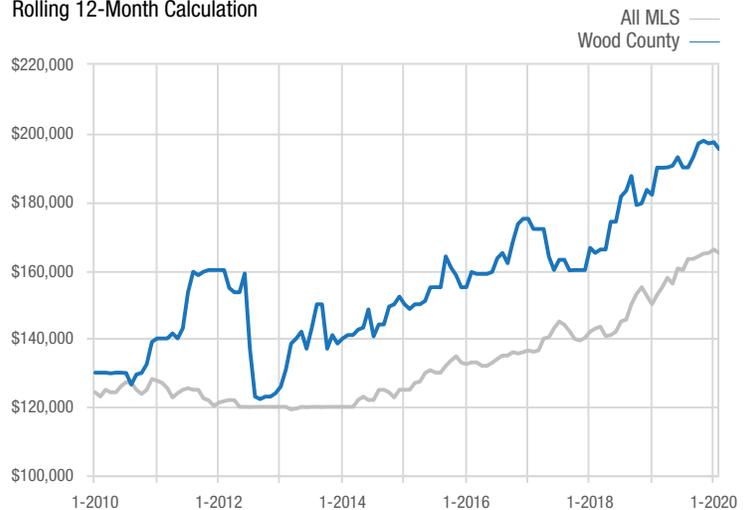
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Toledo

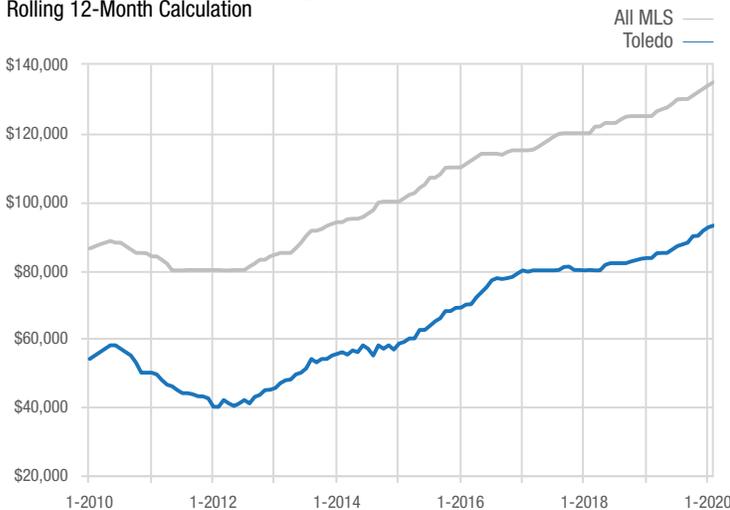
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	279	315	+ 12.9%	598	622	+ 4.0%
Pending Sales	216	226	+ 4.6%	435	434	- 0.2%
Closed Sales	210	202	- 3.8%	430	395	- 8.1%
Days on Market Until Sale	90	85	- 5.6%	95	86	- 9.5%
Median Sales Price*	\$71,500	\$83,750	+ 17.1%	\$69,900	\$79,389	+ 13.6%
Average Sales Price*	\$86,036	\$96,766	+ 12.5%	\$84,855	\$95,842	+ 12.9%
Percent of List Price Received*	93.7%	96.3%	+ 2.8%	93.5%	95.6%	+ 2.2%
Inventory of Homes for Sale	854	831	- 2.7%	—	—	—
Months Supply of Inventory	2.8	2.8	0.0%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	18	17	- 5.6%	44	43	- 2.3%
Pending Sales	18	19	+ 5.6%	28	31	+ 10.7%
Closed Sales	11	18	+ 63.6%	22	30	+ 36.4%
Days on Market Until Sale	107	76	- 29.0%	104	74	- 28.8%
Median Sales Price*	\$84,084	\$112,950	+ 34.3%	\$84,042	\$120,450	+ 43.3%
Average Sales Price*	\$102,962	\$131,509	+ 27.7%	\$99,204	\$131,581	+ 32.6%
Percent of List Price Received*	95.3%	95.1%	- 0.2%	95.5%	94.7%	- 0.8%
Inventory of Homes for Sale	70	58	- 17.1%	—	—	—
Months Supply of Inventory	3.1	2.7	- 12.9%	—	—	—

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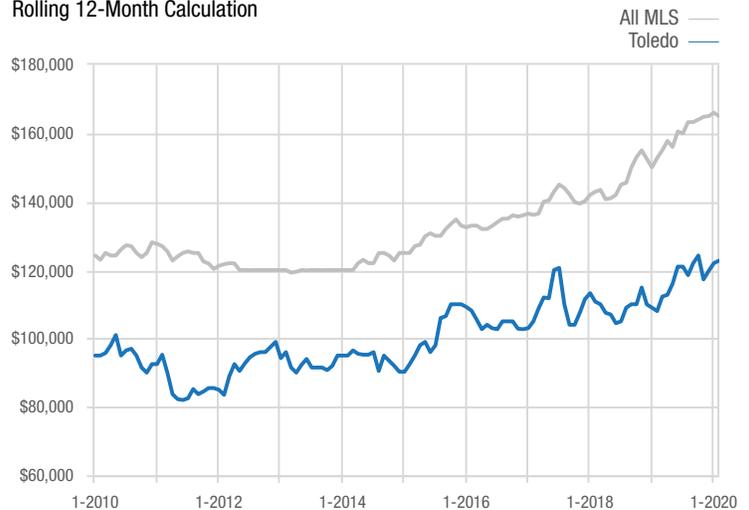
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Bowling Green

MLS Area 55: 43402

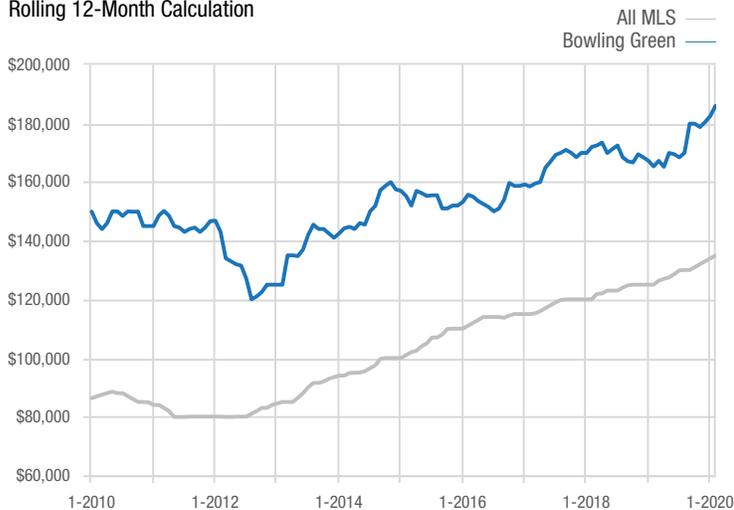
Single Family	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	16	16	0.0%	25	25	0.0%
Pending Sales	15	7	- 53.3%	29	20	- 31.0%
Closed Sales	15	6	- 60.0%	30	16	- 46.7%
Days on Market Until Sale	57	73	+ 28.1%	84	79	- 6.0%
Median Sales Price*	\$156,000	\$235,700	+ 51.1%	\$154,000	\$194,450	+ 26.3%
Average Sales Price*	\$187,753	\$266,133	+ 41.7%	\$197,870	\$212,171	+ 7.2%
Percent of List Price Received*	96.8%	99.4%	+ 2.7%	97.2%	97.3%	+ 0.1%
Inventory of Homes for Sale	31	36	+ 16.1%	—	—	—
Months Supply of Inventory	1.6	2.1	+ 31.3%	—	—	—

Condo-Villa	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	0	3	—	1	8	+ 700.0%
Pending Sales	0	3	—	0	5	—
Closed Sales	0	3	—	0	5	—
Days on Market Until Sale	—	79	—	—	107	—
Median Sales Price*	—	\$198,000	—	—	\$210,000	—
Average Sales Price*	—	\$218,333	—	—	\$230,980	—
Percent of List Price Received*	—	96.9%	—	—	97.3%	—
Inventory of Homes for Sale	5	9	+ 80.0%	—	—	—
Months Supply of Inventory	2.0	4.3	+ 115.0%	—	—	—

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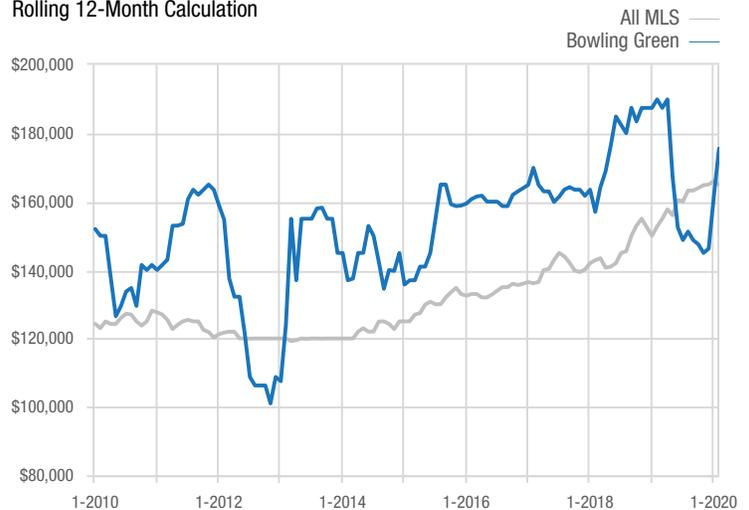
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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East River

MLS Area 24: 43605

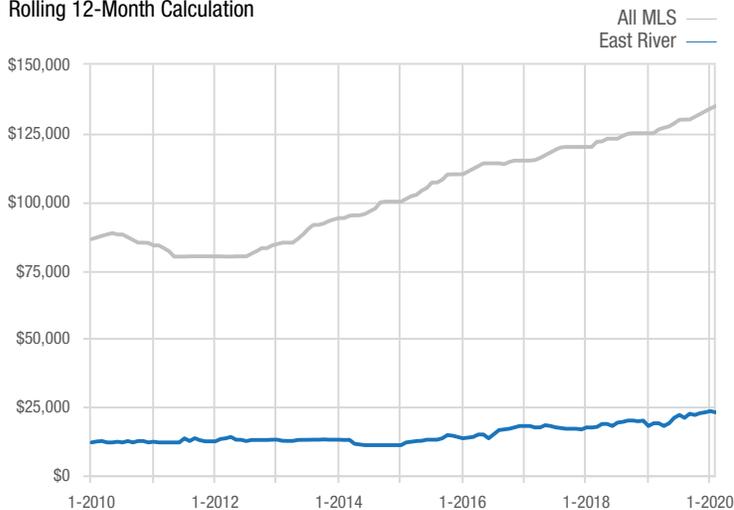
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	12	8	- 33.3%	42	23	- 45.2%
Pending Sales	11	5	- 54.5%	26	17	- 34.6%
Closed Sales	13	7	- 46.2%	29	17	- 41.4%
Days on Market Until Sale	66	118	+ 78.8%	71	89	+ 25.4%
Median Sales Price*	\$26,100	\$18,000	- 31.0%	\$17,500	\$17,000	- 2.9%
Average Sales Price*	\$29,228	\$23,029	- 21.2%	\$22,880	\$22,144	- 3.2%
Percent of List Price Received*	91.4%	87.0%	- 4.8%	90.3%	93.8%	+ 3.9%
Inventory of Homes for Sale	52	48	- 7.7%	—	—	—
Months Supply of Inventory	3.0	3.5	+ 16.7%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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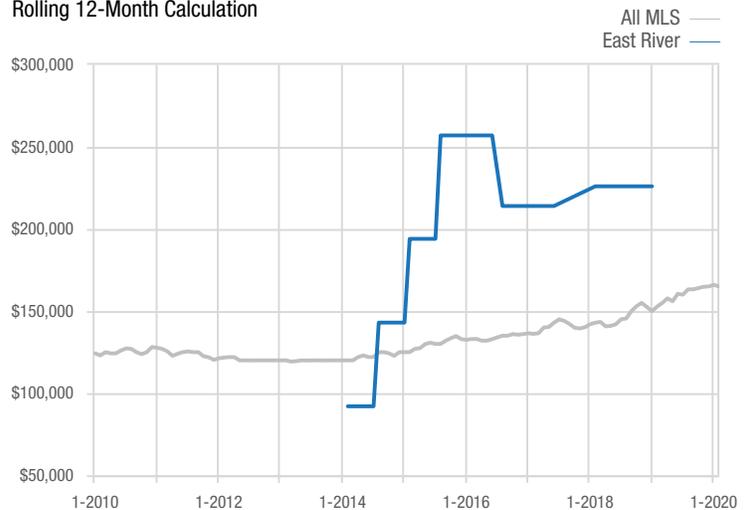
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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East Suburbs

MLS Area 26: 43412 (Lucas County Only)

Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	0	0	—	0	2	—
Pending Sales	2	1	- 50.0%	4	2	- 50.0%
Closed Sales	2	1	- 50.0%	3	1	- 66.7%
Days on Market Until Sale	102	101	- 1.0%	84	101	+ 20.2%
Median Sales Price*	\$137,500	\$75,000	- 45.5%	\$145,000	\$75,000	- 48.3%
Average Sales Price*	\$137,500	\$75,000	- 45.5%	\$140,000	\$75,000	- 46.4%
Percent of List Price Received*	91.8%	100.0%	+ 8.9%	93.6%	100.0%	+ 6.8%
Inventory of Homes for Sale	4	3	- 25.0%	—	—	—
Months Supply of Inventory	1.5	1.4	- 6.7%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% 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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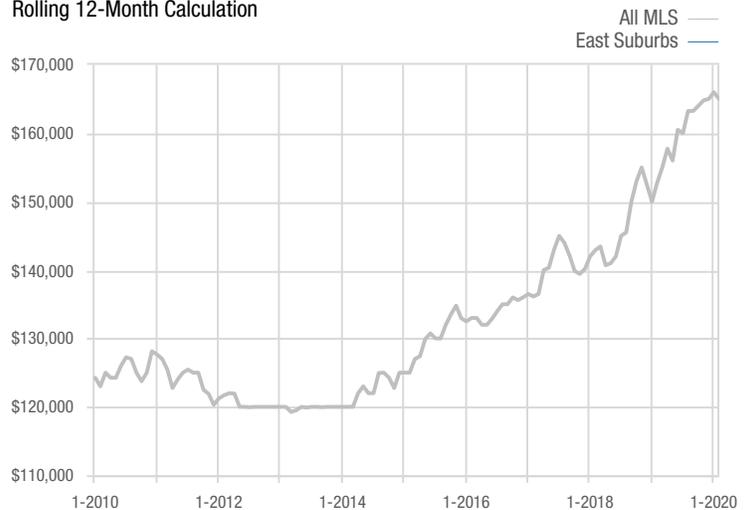
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

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Five Points / Northtowne

MLS Area 13: 43612

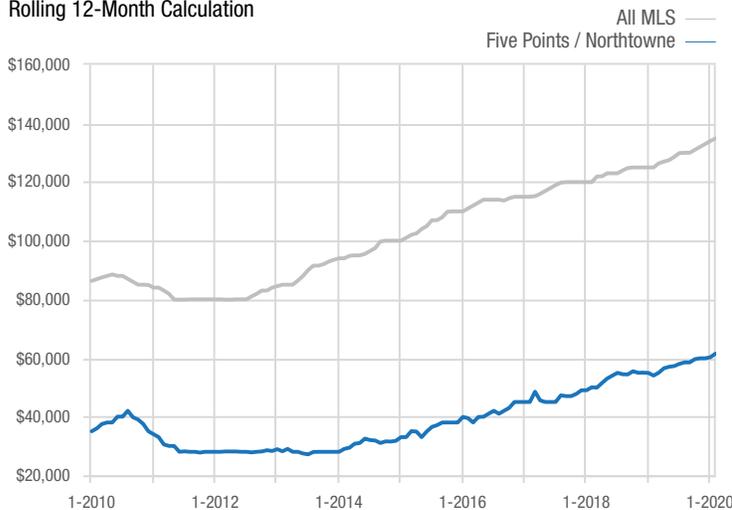
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	27	41	+ 51.9%	70	73	+ 4.3%
Pending Sales	29	36	+ 24.1%	56	66	+ 17.9%
Closed Sales	28	29	+ 3.6%	54	63	+ 16.7%
Days on Market Until Sale	103	77	- 25.2%	108	80	- 25.9%
Median Sales Price*	\$48,000	\$61,300	+ 27.7%	\$47,200	\$55,500	+ 17.6%
Average Sales Price*	\$56,354	\$68,997	+ 22.4%	\$50,853	\$64,484	+ 26.8%
Percent of List Price Received*	93.7%	96.7%	+ 3.2%	92.3%	96.7%	+ 4.8%
Inventory of Homes for Sale	93	86	- 7.5%	—	—	—
Months Supply of Inventory	2.7	2.3	- 14.8%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
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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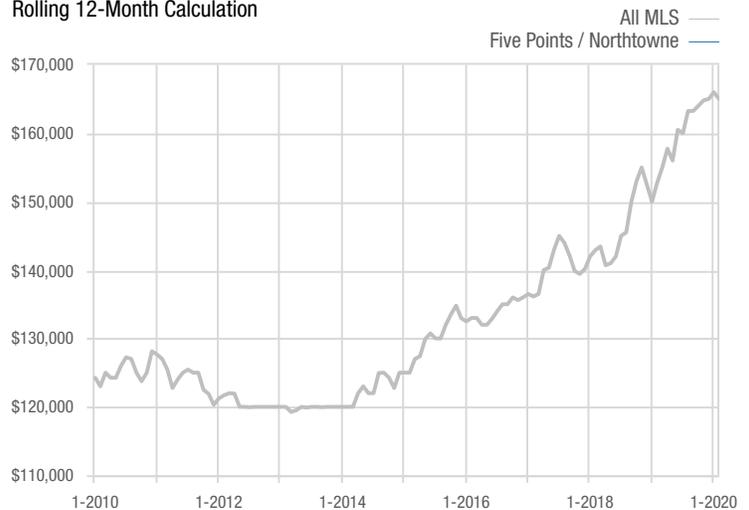
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Franklin Park / Trilby

MLS Area 11: 43623

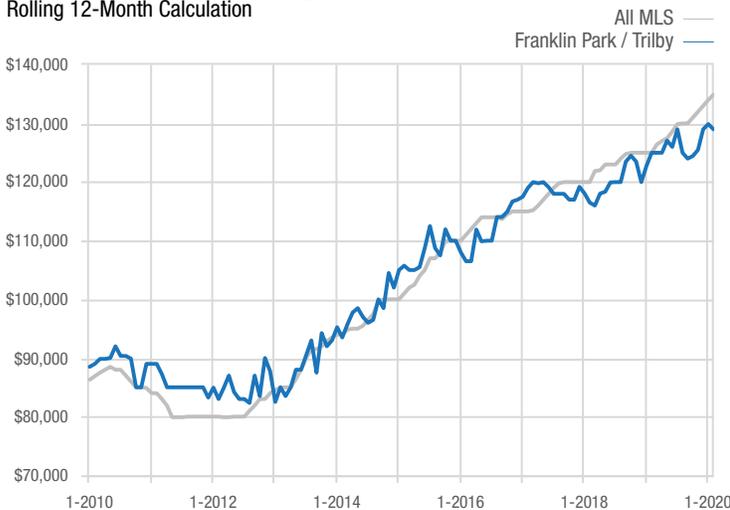
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	22	23	+ 4.5%	40	48	+ 20.0%
Pending Sales	12	20	+ 66.7%	25	31	+ 24.0%
Closed Sales	11	20	+ 81.8%	24	26	+ 8.3%
Days on Market Until Sale	72	87	+ 20.8%	85	80	- 5.9%
Median Sales Price*	\$149,950	\$116,500	- 22.3%	\$127,000	\$116,500	- 8.3%
Average Sales Price*	\$162,540	\$137,698	- 15.3%	\$142,227	\$137,087	- 3.6%
Percent of List Price Received*	98.3%	95.3%	- 3.1%	99.8%	95.2%	- 4.6%
Inventory of Homes for Sale	56	61	+ 8.9%	—	—	—
Months Supply of Inventory	2.5	2.9	+ 16.0%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	1	2	+ 100.0%	4	4	0.0%
Pending Sales	2	0	- 100.0%	2	2	0.0%
Closed Sales	0	2	—	1	2	+ 100.0%
Days on Market Until Sale	—	39	—	40	39	- 2.5%
Median Sales Price*	—	\$61,000	—	\$95,000	\$61,000	- 35.8%
Average Sales Price*	—	\$61,000	—	\$95,000	\$61,000	- 35.8%
Percent of List Price Received*	—	85.4%	—	108.0%	85.4%	- 20.9%
Inventory of Homes for Sale	3	4	+ 33.3%	—	—	—
Months Supply of Inventory	1.7	2.6	+ 52.9%	—	—	—

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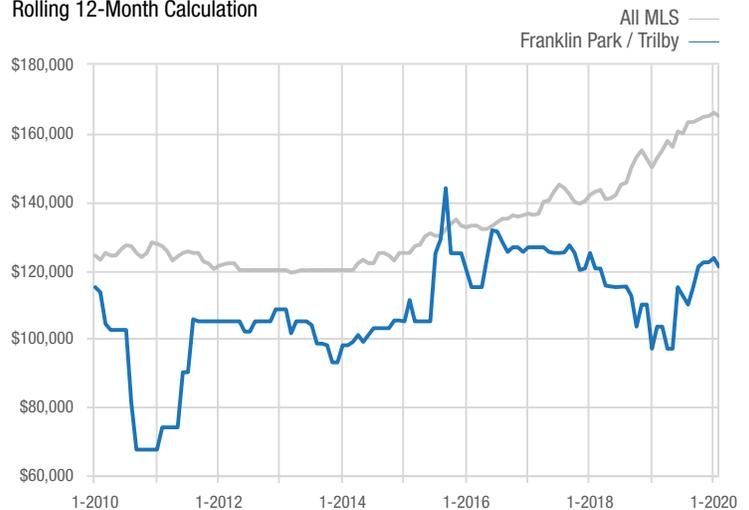
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – February 2020

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Heatherdowns Blvd / River Rd

MLS Area 23: 43614

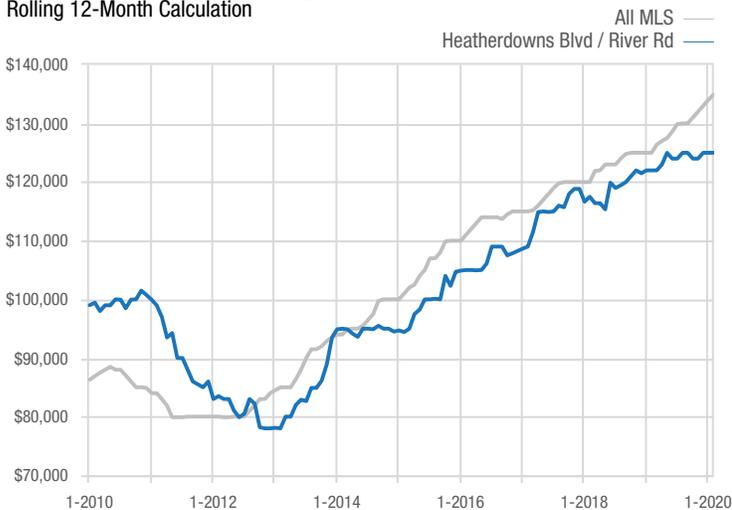
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	20	30	+ 50.0%	48	60	+ 25.0%
Pending Sales	24	26	+ 8.3%	48	54	+ 12.5%
Closed Sales	27	25	- 7.4%	50	50	0.0%
Days on Market Until Sale	98	96	- 2.0%	93	102	+ 9.7%
Median Sales Price*	\$125,000	\$135,000	+ 8.0%	\$121,550	\$123,720	+ 1.8%
Average Sales Price*	\$133,748	\$143,413	+ 7.2%	\$125,807	\$134,446	+ 6.9%
Percent of List Price Received*	96.4%	97.4%	+ 1.0%	97.4%	95.9%	- 1.5%
Inventory of Homes for Sale	78	86	+ 10.3%	—	—	—
Months Supply of Inventory	2.0	2.4	+ 20.0%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	3	5	+ 66.7%	12	7	- 41.7%
Pending Sales	1	3	+ 200.0%	3	5	+ 66.7%
Closed Sales	1	2	+ 100.0%	3	5	+ 66.7%
Days on Market Until Sale	210	59	- 71.9%	169	83	- 50.9%
Median Sales Price*	\$58,000	\$136,075	+ 134.6%	\$92,500	\$102,750	+ 11.1%
Average Sales Price*	\$58,000	\$136,075	+ 134.6%	\$94,333	\$115,110	+ 22.0%
Percent of List Price Received*	89.2%	98.3%	+ 10.2%	92.9%	95.8%	+ 3.1%
Inventory of Homes for Sale	20	10	- 50.0%	—	—	—
Months Supply of Inventory	4.3	2.3	- 46.5%	—	—	—

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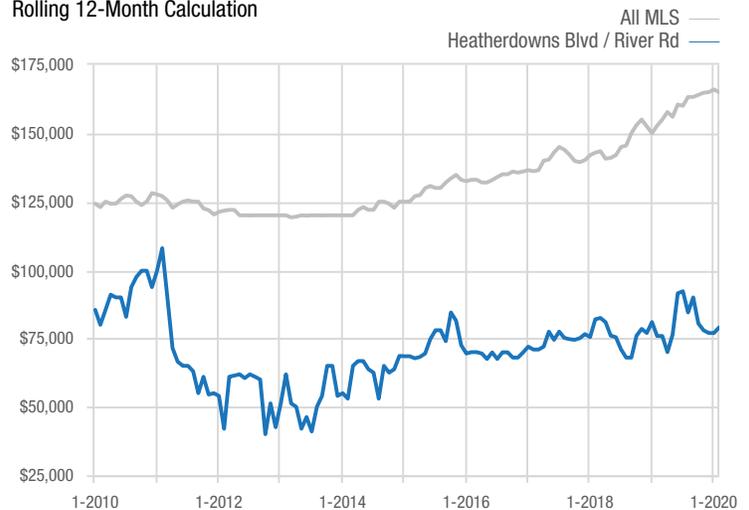
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Maumee

MLS Area 07: 43537

Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	43	38	- 11.6%	71	65	- 8.5%
Pending Sales	22	20	- 9.1%	42	39	- 7.1%
Closed Sales	26	19	- 26.9%	40	40	0.0%
Days on Market Until Sale	78	89	+ 14.1%	77	86	+ 11.7%
Median Sales Price*	\$168,000	\$236,000	+ 40.5%	\$165,000	\$173,525	+ 5.2%
Average Sales Price*	\$191,437	\$262,626	+ 37.2%	\$193,209	\$220,377	+ 14.1%
Percent of List Price Received*	99.2%	97.3%	- 1.9%	98.1%	98.0%	- 0.1%
Inventory of Homes for Sale	105	77	- 26.7%	—	—	—
Months Supply of Inventory	3.2	2.2	- 31.3%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	2	4	+ 100.0%	6	11	+ 83.3%
Pending Sales	4	5	+ 25.0%	8	7	- 12.5%
Closed Sales	4	3	- 25.0%	8	6	- 25.0%
Days on Market Until Sale	131	40	- 69.5%	109	68	- 37.6%
Median Sales Price*	\$207,500	\$89,500	- 56.9%	\$182,000	\$90,250	- 50.4%
Average Sales Price*	\$214,500	\$104,667	- 51.2%	\$188,750	\$164,475	- 12.9%
Percent of List Price Received*	96.3%	95.4%	- 0.9%	96.0%	93.9%	- 2.2%
Inventory of Homes for Sale	9	16	+ 77.8%	—	—	—
Months Supply of Inventory	2.0	3.3	+ 65.0%	—	—	—

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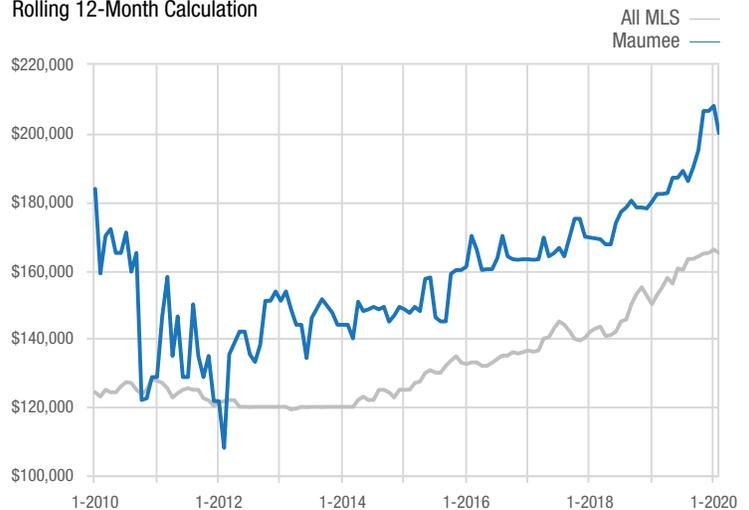
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Monclova

MLS Area 06: 43542

Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	10	8	- 20.0%	15	12	- 20.0%
Pending Sales	3	2	- 33.3%	4	8	+ 100.0%
Closed Sales	2	2	0.0%	3	7	+ 133.3%
Days on Market Until Sale	125	205	+ 64.0%	124	184	+ 48.4%
Median Sales Price*	\$226,000	\$363,500	+ 60.8%	\$295,425	\$295,000	- 0.1%
Average Sales Price*	\$226,000	\$363,500	+ 60.8%	\$295,425	\$302,146	+ 2.3%
Percent of List Price Received*	91.5%	95.5%	+ 4.4%	96.4%	95.0%	- 1.5%
Inventory of Homes for Sale	30	27	- 10.0%	—	—	—
Months Supply of Inventory	5.4	4.2	- 22.2%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
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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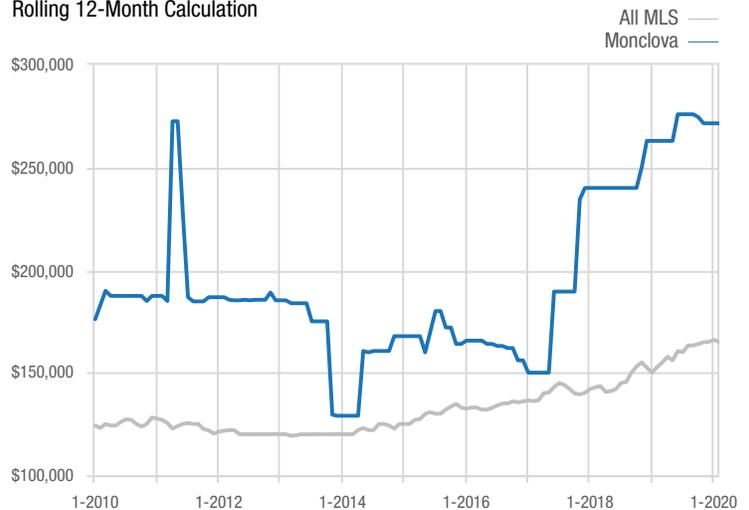
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Northwood / Rossford / Lake Twp

MLS Area 54: Includes Millbury, Moline and Walbridge

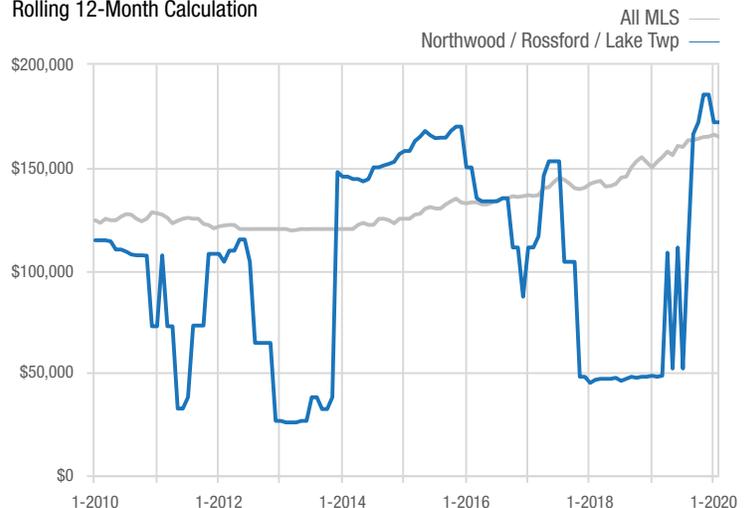
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	18	21	+ 16.7%	31	39	+ 25.8%
Pending Sales	18	19	+ 5.6%	30	31	+ 3.3%
Closed Sales	22	17	- 22.7%	35	30	- 14.3%
Days on Market Until Sale	110	94	- 14.5%	97	87	- 10.3%
Median Sales Price*	\$117,450	\$151,920	+ 29.3%	\$139,950	\$139,000	- 0.7%
Average Sales Price*	\$120,512	\$150,296	+ 24.7%	\$137,984	\$131,431	- 4.7%
Percent of List Price Received*	97.0%	97.4%	+ 0.4%	97.6%	100.9%	+ 3.4%
Inventory of Homes for Sale	59	50	- 15.3%	—	—	—
Months Supply of Inventory	2.5	2.2	- 12.0%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	3	0	- 100.0%	5	0	- 100.0%
Pending Sales	0	0	—	0	1	—
Closed Sales	0	0	—	0	1	—
Days on Market Until Sale	—	—	—	—	66	—
Median Sales Price*	—	—	—	—	\$38,000	—
Average Sales Price*	—	—	—	—	\$38,000	—
Percent of List Price Received*	—	—	—	—	84.4%	—
Inventory of Homes for Sale	5	0	- 100.0%	—	—	—
Months Supply of Inventory	3.9	—	—	—	—	—

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Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Olde North End

MLS Area 19: 43608

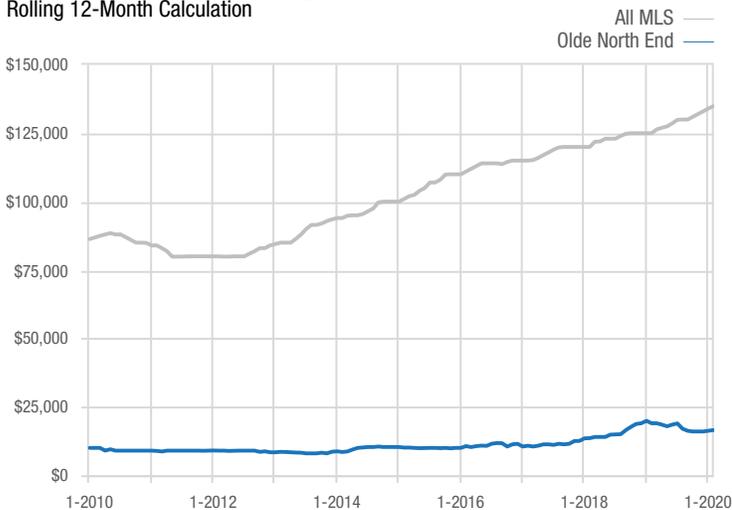
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	22	13	- 40.9%	37	21	- 43.2%
Pending Sales	6	5	- 16.7%	10	13	+ 30.0%
Closed Sales	6	4	- 33.3%	13	12	- 7.7%
Days on Market Until Sale	44	63	+ 43.2%	56	116	+ 107.1%
Median Sales Price*	\$16,450	\$22,500	+ 36.8%	\$18,900	\$21,000	+ 11.1%
Average Sales Price*	\$16,783	\$27,613	+ 64.5%	\$19,977	\$24,295	+ 21.6%
Percent of List Price Received*	85.8%	100.3%	+ 16.9%	80.2%	89.6%	+ 11.7%
Inventory of Homes for Sale	44	35	- 20.5%	—	—	—
Months Supply of Inventory	5.8	4.3	- 25.9%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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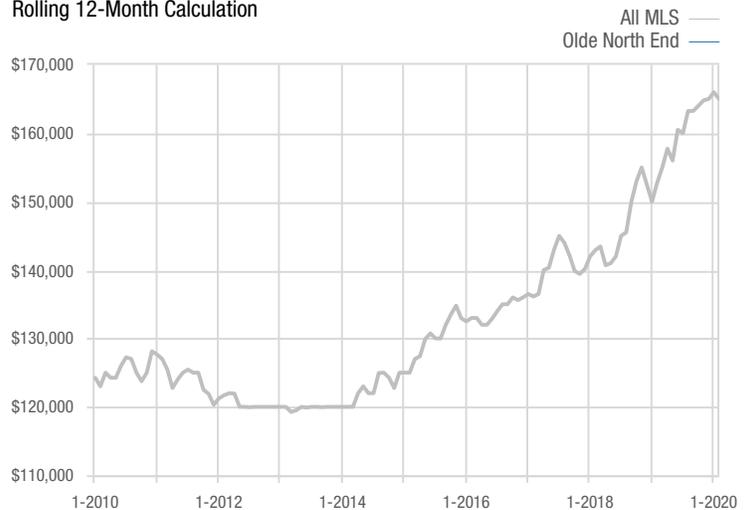
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Olde South End

MLS Area 22: 43609

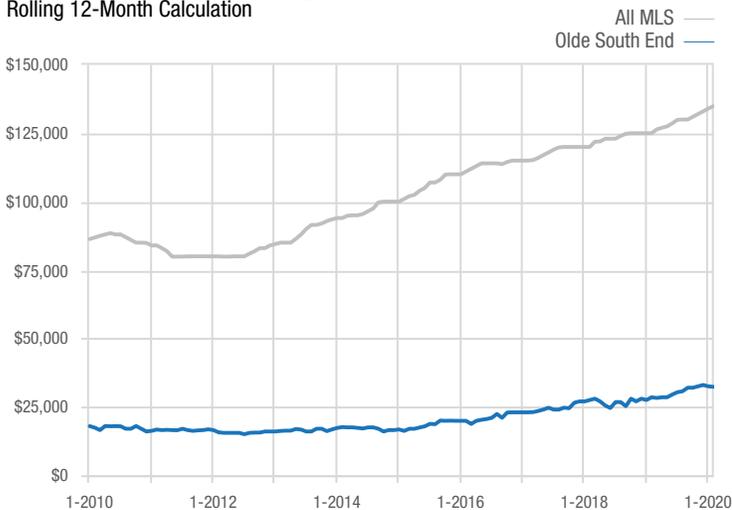
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	22	21	- 4.5%	52	41	- 21.2%
Pending Sales	21	15	- 28.6%	36	33	- 8.3%
Closed Sales	22	14	- 36.4%	42	30	- 28.6%
Days on Market Until Sale	61	89	+ 45.9%	77	84	+ 9.1%
Median Sales Price*	\$29,200	\$25,000	- 14.4%	\$27,250	\$25,000	- 8.3%
Average Sales Price*	\$35,054	\$32,364	- 7.7%	\$33,116	\$29,969	- 9.5%
Percent of List Price Received*	87.8%	94.3%	+ 7.4%	90.7%	88.8%	- 2.1%
Inventory of Homes for Sale	59	54	- 8.5%	—	—	—
Months Supply of Inventory	2.9	3.7	+ 27.6%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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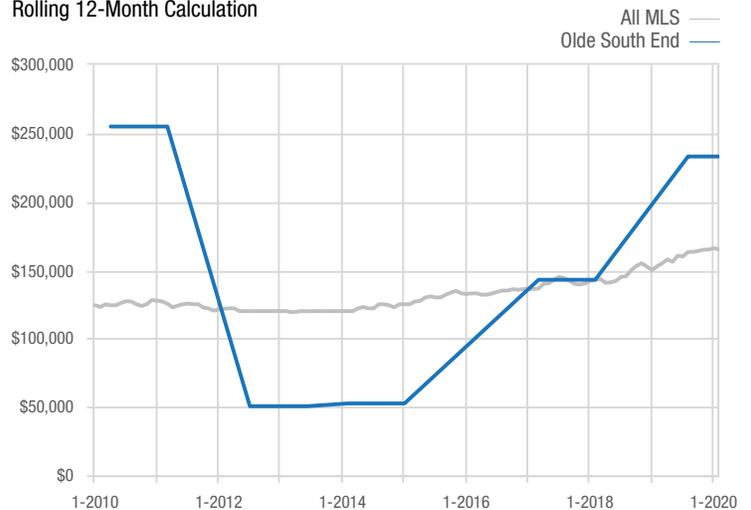
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Olde West End

MLS Area 18: 43610 and 43620

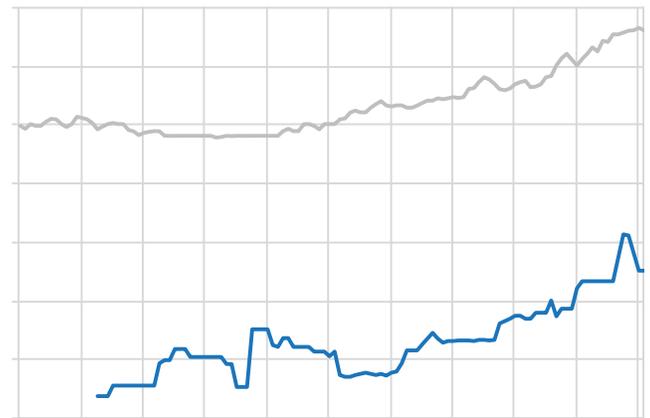
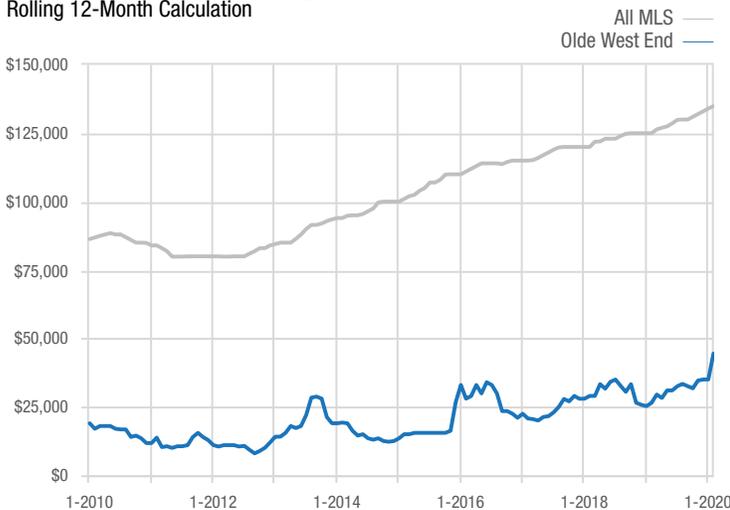
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	8	6	- 25.0%	13	12	- 7.7%
Pending Sales	3	2	- 33.3%	5	6	+ 20.0%
Closed Sales	4	2	- 50.0%	5	7	+ 40.0%
Days on Market Until Sale	129	60	- 53.5%	115	58	- 49.6%
Median Sales Price*	\$27,775	\$97,250	+ 250.1%	\$23,000	\$51,500	+ 123.9%
Average Sales Price*	\$44,115	\$97,250	+ 120.4%	\$35,922	\$63,440	+ 76.6%
Percent of List Price Received*	81.0%	92.6%	+ 14.3%	81.0%	97.1%	+ 19.9%
Inventory of Homes for Sale	23	28	+ 21.7%	—	—	—
Months Supply of Inventory	6.1	5.4	- 11.5%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	0	0	—	1	2	+ 100.0%
Pending Sales	0	0	—	0	1	—
Closed Sales	0	0	—	2	1	- 50.0%
Days on Market Until Sale	—	—	—	117	0	- 100.0%
Median Sales Price*	—	—	—	\$69,000	\$54,850	- 20.5%
Average Sales Price*	—	—	—	\$69,000	\$54,850	- 20.5%
Percent of List Price Received*	—	—	—	89.2%	100.0%	+ 12.1%
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



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Oregon

MLS Area 25: 43616

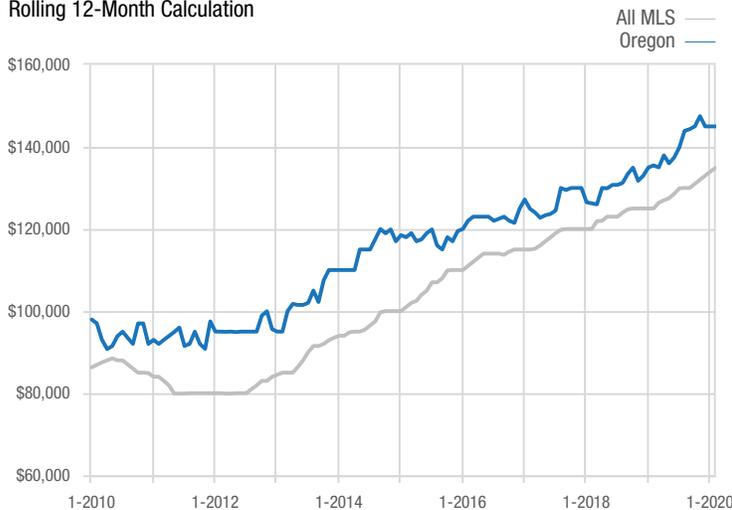
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	12	20	+ 66.7%	32	40	+ 25.0%
Pending Sales	12	18	+ 50.0%	25	31	+ 24.0%
Closed Sales	9	17	+ 88.9%	20	29	+ 45.0%
Days on Market Until Sale	113	131	+ 15.9%	115	107	- 7.0%
Median Sales Price*	\$131,000	\$132,900	+ 1.5%	\$133,500	\$136,000	+ 1.9%
Average Sales Price*	\$158,067	\$161,238	+ 2.0%	\$160,337	\$155,422	- 3.1%
Percent of List Price Received*	96.5%	100.5%	+ 4.1%	96.8%	100.3%	+ 3.6%
Inventory of Homes for Sale	65	65	0.0%	—	—	—
Months Supply of Inventory	3.1	2.9	- 6.5%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	0	0	—	0	1	—
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	4	—	—	—	—
Months Supply of Inventory	—	2.9	—	—	—	—

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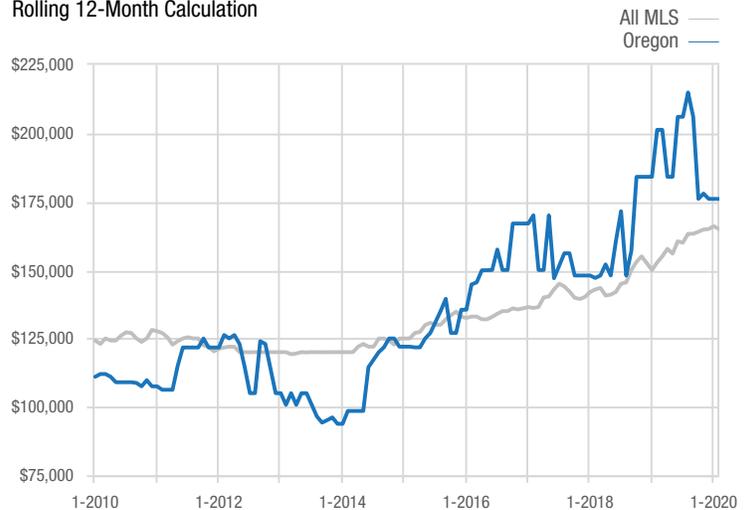
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Ottawa Hills

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

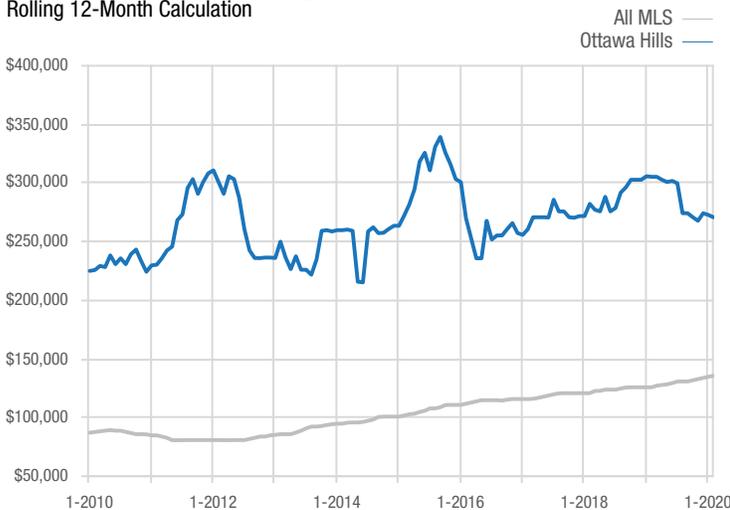
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	12	12	0.0%	20	28	+ 40.0%
Pending Sales	3	6	+ 100.0%	8	11	+ 37.5%
Closed Sales	2	3	+ 50.0%	6	8	+ 33.3%
Days on Market Until Sale	182	108	- 40.7%	210	80	- 61.9%
Median Sales Price*	\$325,000	\$195,000	- 40.0%	\$372,500	\$276,250	- 25.8%
Average Sales Price*	\$325,000	\$237,167	- 27.0%	\$442,483	\$368,625	- 16.7%
Percent of List Price Received*	91.9%	96.0%	+ 4.5%	94.0%	95.3%	+ 1.4%
Inventory of Homes for Sale	40	42	+ 5.0%	—	—	—
Months Supply of Inventory	4.8	5.4	+ 12.5%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	1	0	- 100.0%	2	3	+ 50.0%
Pending Sales	2	1	- 50.0%	3	2	- 33.3%
Closed Sales	2	1	- 50.0%	3	2	- 33.3%
Days on Market Until Sale	56	184	+ 228.6%	89	106	+ 19.1%
Median Sales Price*	\$82,500	\$288,000	+ 249.1%	\$70,000	\$260,500	+ 272.1%
Average Sales Price*	\$82,500	\$288,000	+ 249.1%	\$78,333	\$260,500	+ 232.6%
Percent of List Price Received*	98.5%	96.3%	- 2.2%	97.3%	93.0%	- 4.4%
Inventory of Homes for Sale	5	6	+ 20.0%	—	—	—
Months Supply of Inventory	2.8	3.0	+ 7.1%	—	—	—

* 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.

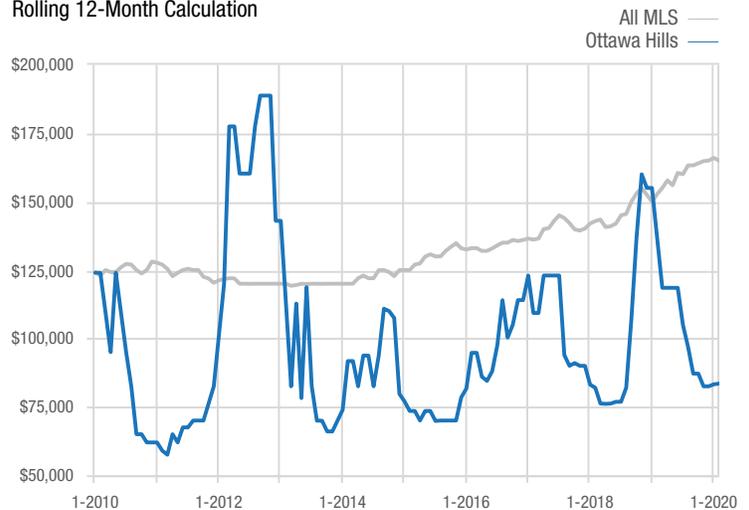
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Local Market Update – February 2020

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Ottawa Park / Westgate

MLS Area 17: 43606 (except Ottawa Hills)

Single Family	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	18	24	+ 33.3%	40	48	+ 20.0%
Pending Sales	18	17	- 5.6%	37	37	0.0%
Closed Sales	21	16	- 23.8%	35	37	+ 5.7%
Days on Market Until Sale	125	92	- 26.4%	116	87	- 25.0%
Median Sales Price*	\$118,000	\$69,600	- 41.0%	\$110,000	\$124,000	+ 12.7%
Average Sales Price*	\$105,867	\$81,611	- 22.9%	\$102,112	\$107,056	+ 4.8%
Percent of List Price Received*	94.2%	101.6%	+ 7.9%	92.3%	99.8%	+ 8.1%
Inventory of Homes for Sale	56	44	- 21.4%	—	—	—
Months Supply of Inventory	2.4	1.9	- 20.8%	—	—	—

Condo-Villa	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	1	0	- 100.0%
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Days on Market Until Sale	74	—	—	74	—	—
Median Sales Price*	\$125,000	—	—	\$125,000	—	—
Average Sales Price*	\$125,000	—	—	\$125,000	—	—
Percent of List Price Received*	96.9%	—	—	96.9%	—	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	0.9	—	—	—	—	—

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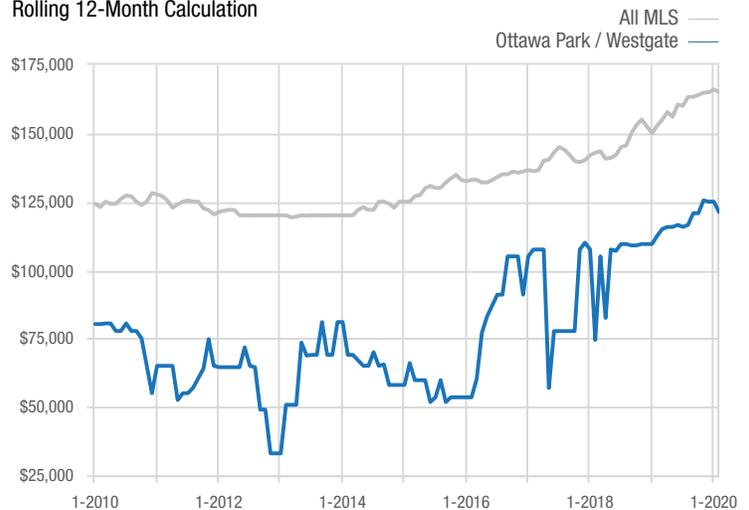
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Perrysburg / Perrysburg Twp

MLS Area 53: 43551

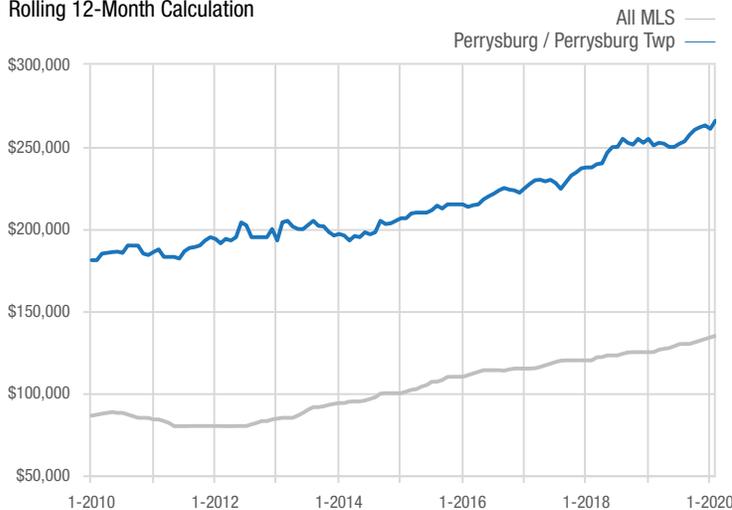
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	40	42	+ 5.0%	86	90	+ 4.7%
Pending Sales	38	29	- 23.7%	65	65	0.0%
Closed Sales	28	32	+ 14.3%	52	64	+ 23.1%
Days on Market Until Sale	108	112	+ 3.7%	112	106	- 5.4%
Median Sales Price*	\$222,950	\$307,500	+ 37.9%	\$230,000	\$275,000	+ 19.6%
Average Sales Price*	\$216,401	\$303,166	+ 40.1%	\$248,162	\$284,865	+ 14.8%
Percent of List Price Received*	97.7%	98.6%	+ 0.9%	96.9%	98.0%	+ 1.1%
Inventory of Homes for Sale	131	135	+ 3.1%	—	—	—
Months Supply of Inventory	2.9	2.9	0.0%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	7	13	+ 85.7%	14	24	+ 71.4%
Pending Sales	6	8	+ 33.3%	13	12	- 7.7%
Closed Sales	5	7	+ 40.0%	10	11	+ 10.0%
Days on Market Until Sale	84	45	- 46.4%	79	71	- 10.1%
Median Sales Price*	\$195,000	\$157,900	- 19.0%	\$193,500	\$157,900	- 18.4%
Average Sales Price*	\$204,400	\$176,403	- 13.7%	\$228,975	\$172,075	- 24.8%
Percent of List Price Received*	98.2%	97.4%	- 0.8%	96.5%	98.2%	+ 1.8%
Inventory of Homes for Sale	18	24	+ 33.3%	—	—	—
Months Supply of Inventory	3.0	4.1	+ 36.7%	—	—	—

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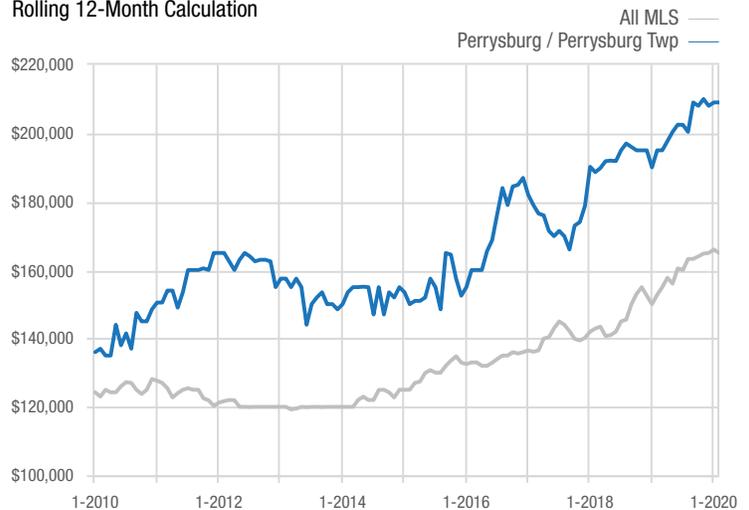
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Point Place

MLS Area 14: 43611

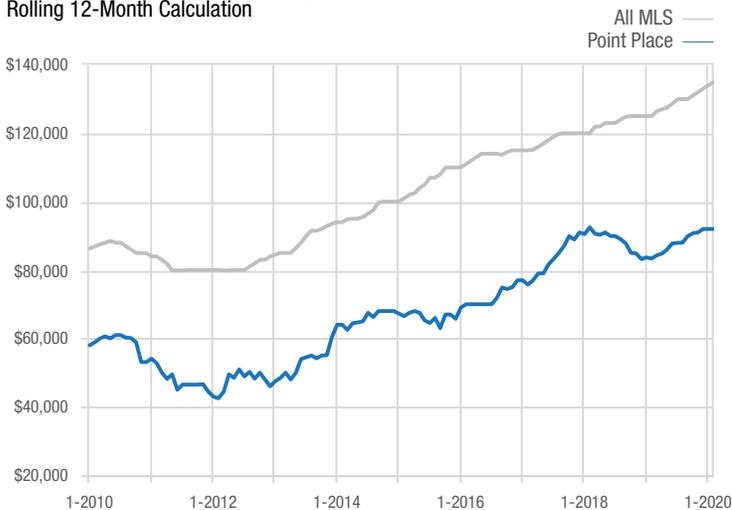
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	26	18	- 30.8%	47	49	+ 4.3%
Pending Sales	23	17	- 26.1%	37	35	- 5.4%
Closed Sales	15	18	+ 20.0%	32	36	+ 12.5%
Days on Market Until Sale	89	87	- 2.2%	82	96	+ 17.1%
Median Sales Price*	\$85,500	\$92,000	+ 7.6%	\$84,900	\$85,000	+ 0.1%
Average Sales Price*	\$91,373	\$94,069	+ 3.0%	\$82,152	\$87,422	+ 6.4%
Percent of List Price Received*	95.5%	95.7%	+ 0.2%	95.0%	95.6%	+ 0.6%
Inventory of Homes for Sale	51	68	+ 33.3%	—	—	—
Months Supply of Inventory	2.2	3.2	+ 45.5%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
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	—	—	—	38	—	—
Median Sales Price*	—	—	—	\$54,000	—	—
Average Sales Price*	—	—	—	\$54,000	—	—
Percent of List Price Received*	—	—	—	90.2%	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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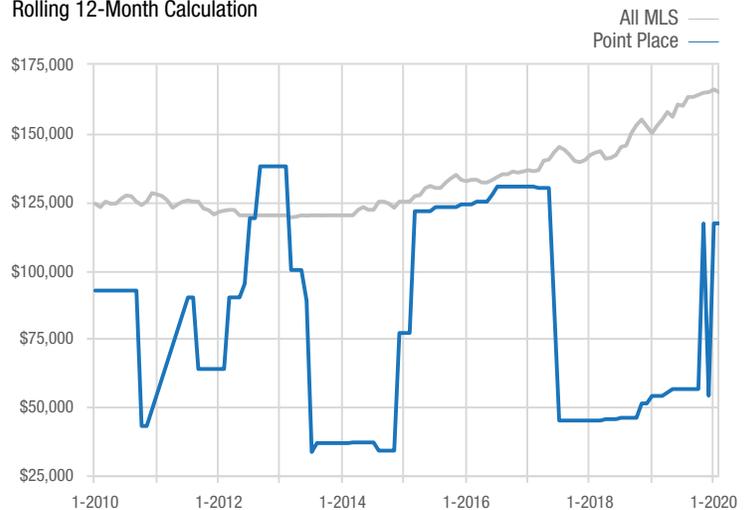
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Scott Park

MLS Area 21: 43607

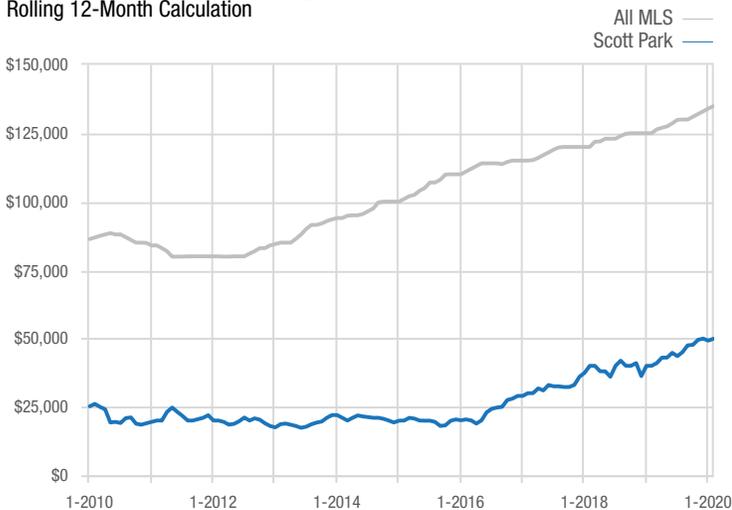
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	16	8	- 50.0%	34	24	- 29.4%
Pending Sales	10	10	0.0%	34	18	- 47.1%
Closed Sales	13	7	- 46.2%	32	13	- 59.4%
Days on Market Until Sale	87	117	+ 34.5%	101	81	- 19.8%
Median Sales Price*	\$43,000	\$66,500	+ 54.7%	\$50,000	\$47,000	- 6.0%
Average Sales Price*	\$48,184	\$75,257	+ 56.2%	\$46,680	\$52,812	+ 13.1%
Percent of List Price Received*	96.2%	89.8%	- 6.7%	91.7%	91.9%	+ 0.2%
Inventory of Homes for Sale	48	28	- 41.7%	—	—	—
Months Supply of Inventory	3.0	2.2	- 26.7%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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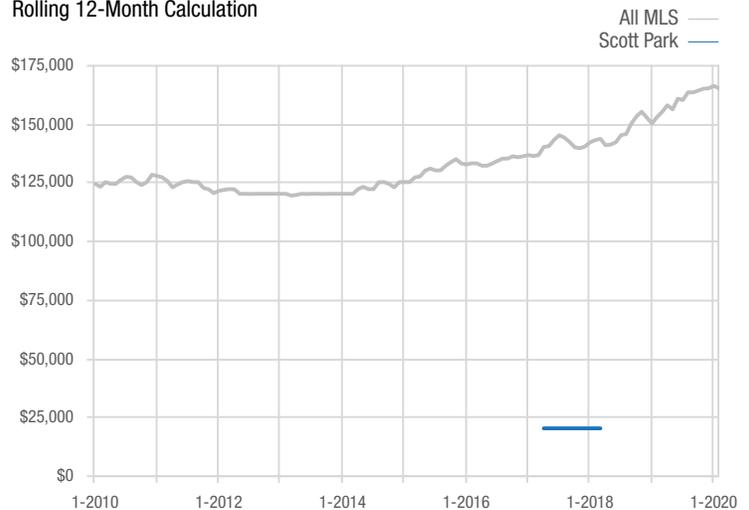
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Spring Meadows

MLS Area 05: 43528 (Includes Holland)

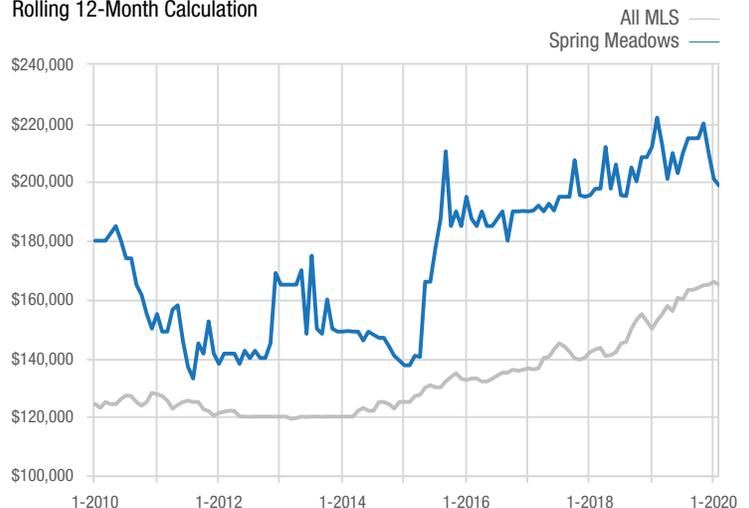
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	18	22	+ 22.2%	33	39	+ 18.2%
Pending Sales	12	13	+ 8.3%	25	26	+ 4.0%
Closed Sales	10	11	+ 10.0%	21	24	+ 14.3%
Days on Market Until Sale	114	114	0.0%	93	104	+ 11.8%
Median Sales Price*	\$257,000	\$172,000	- 33.1%	\$204,000	\$203,750	- 0.1%
Average Sales Price*	\$246,683	\$237,618	- 3.7%	\$205,023	\$221,621	+ 8.1%
Percent of List Price Received*	97.9%	96.0%	- 1.9%	99.2%	95.9%	- 3.3%
Inventory of Homes for Sale	55	55	0.0%	—	—	—
Months Supply of Inventory	2.6	2.5	- 3.8%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	2	0	- 100.0%	5	6	+ 20.0%
Pending Sales	1	5	+ 400.0%	6	8	+ 33.3%
Closed Sales	1	2	+ 100.0%	5	6	+ 20.0%
Days on Market Until Sale	217	75	- 65.4%	165	74	- 55.2%
Median Sales Price*	\$355,000	\$197,284	- 44.4%	\$269,200	\$184,000	- 31.6%
Average Sales Price*	\$355,000	\$197,284	- 44.4%	\$263,840	\$181,095	- 31.4%
Percent of List Price Received*	94.7%	98.5%	+ 4.0%	92.8%	97.4%	+ 5.0%
Inventory of Homes for Sale	9	7	- 22.2%	—	—	—
Months Supply of Inventory	3.3	1.8	- 45.5%	—	—	—

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Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Swanton / Airport

MLS Area 04: 43558 in Fulton and Lucas Counties

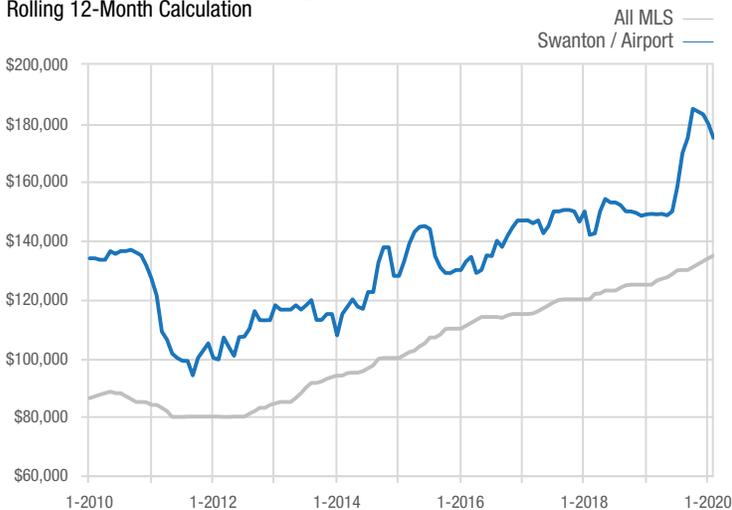
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	6	13	+ 116.7%	15	21	+ 40.0%
Pending Sales	3	8	+ 166.7%	5	17	+ 240.0%
Closed Sales	1	7	+ 600.0%	5	14	+ 180.0%
Days on Market Until Sale	331	121	- 63.4%	117	105	- 10.3%
Median Sales Price*	\$135,000	\$110,000	- 18.5%	\$186,000	\$145,000	- 22.0%
Average Sales Price*	\$135,000	\$164,000	+ 21.5%	\$178,540	\$161,223	- 9.7%
Percent of List Price Received*	96.5%	91.5%	- 5.2%	98.7%	94.2%	- 4.6%
Inventory of Homes for Sale	34	28	- 17.6%	—	—	—
Months Supply of Inventory	3.6	2.9	- 19.4%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	1	0	- 100.0%	1	0	- 100.0%
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	4	0	- 100.0%	—	—	—
Months Supply of Inventory	3.0	—	—	—	—	—

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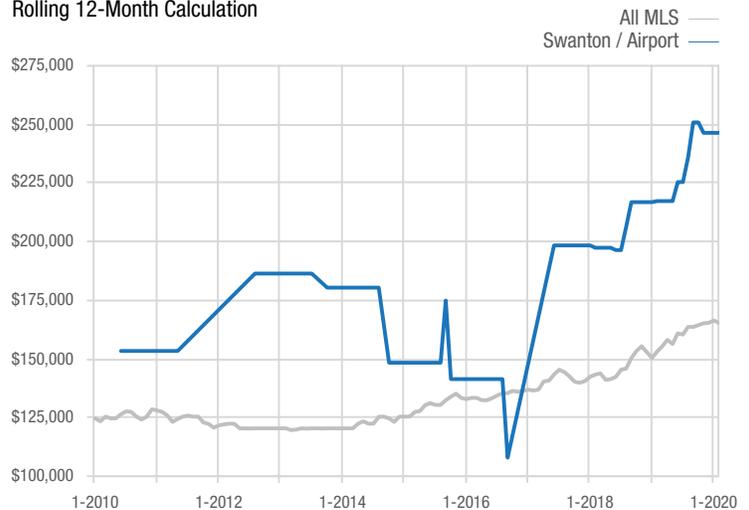
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Towne Centre

MLS Area 20: 43604

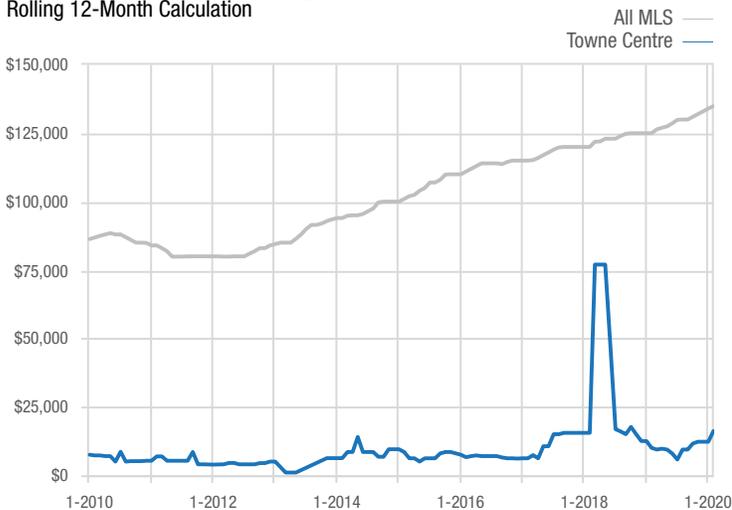
Single Family	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	2	2	0.0%	5	3	- 40.0%
Pending Sales	0	4	—	1	4	+ 300.0%
Closed Sales	1	3	+ 200.0%	1	3	+ 200.0%
Days on Market Until Sale	84	92	+ 9.5%	84	92	+ 9.5%
Median Sales Price*	\$2,300	\$40,000	+ 1,639.1%	\$2,300	\$40,000	+ 1,639.1%
Average Sales Price*	\$2,300	\$44,000	+ 1,813.0%	\$2,300	\$44,000	+ 1,813.0%
Percent of List Price Received*	65.7%	84.4%	+ 28.5%	65.7%	84.4%	+ 28.5%
Inventory of Homes for Sale	6	6	0.0%	—	—	—
Months Supply of Inventory	3.8	3.4	- 10.5%	—	—	—

Condo-Villa	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	2	1	- 50.0%	2	2	0.0%
Pending Sales	3	2	- 33.3%	5	2	- 60.0%
Closed Sales	2	1	- 50.0%	3	2	- 33.3%
Days on Market Until Sale	102	57	- 44.1%	93	69	- 25.8%
Median Sales Price*	\$166,500	\$170,000	+ 2.1%	\$180,000	\$180,000	0.0%
Average Sales Price*	\$166,500	\$170,000	+ 2.1%	\$197,333	\$180,000	- 8.8%
Percent of List Price Received*	100.0%	90.7%	- 9.3%	99.3%	90.6%	- 8.8%
Inventory of Homes for Sale	10	3	- 70.0%	—	—	—
Months Supply of Inventory	5.8	1.3	- 77.6%	—	—	—

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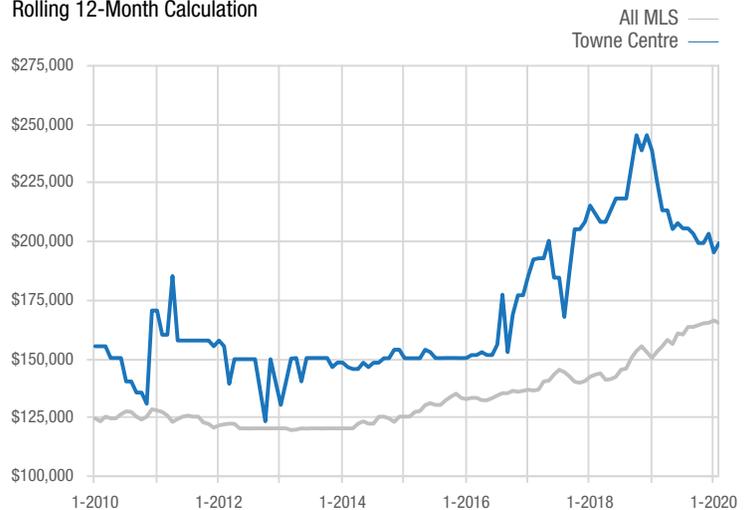
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Tremainsville

MLS Area 12: 43613

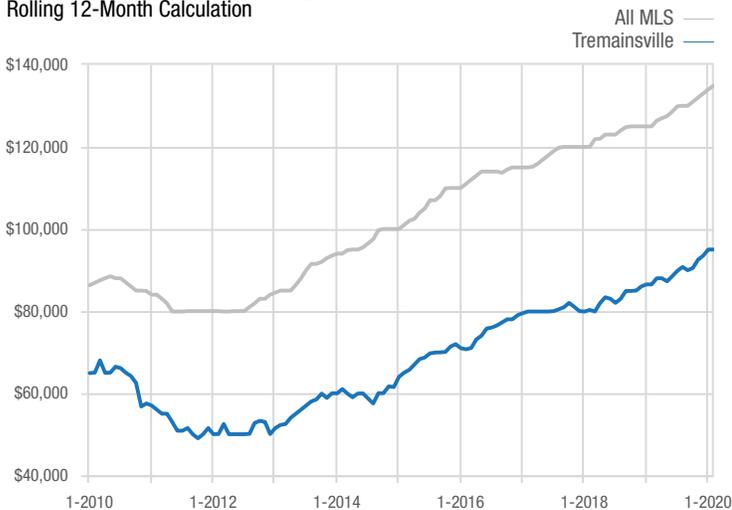
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	36	56	+ 55.6%	80	91	+ 13.8%
Pending Sales	30	34	+ 13.3%	65	60	- 7.7%
Closed Sales	28	32	+ 14.3%	61	49	- 19.7%
Days on Market Until Sale	91	77	- 15.4%	108	74	- 31.5%
Median Sales Price*	\$80,000	\$87,000	+ 8.8%	\$75,225	\$90,000	+ 19.6%
Average Sales Price*	\$81,641	\$87,893	+ 7.7%	\$78,511	\$88,487	+ 12.7%
Percent of List Price Received*	97.5%	95.6%	- 1.9%	95.9%	95.8%	- 0.1%
Inventory of Homes for Sale	130	115	- 11.5%	—	—	—
Months Supply of Inventory	2.5	2.4	- 4.0%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	1	—
Closed Sales	0	1	—	0	1	—
Days on Market Until Sale	—	62	—	—	62	—
Median Sales Price*	—	\$77,500	—	—	\$77,500	—
Average Sales Price*	—	\$77,500	—	—	\$77,500	—
Percent of List Price Received*	—	91.3%	—	—	91.3%	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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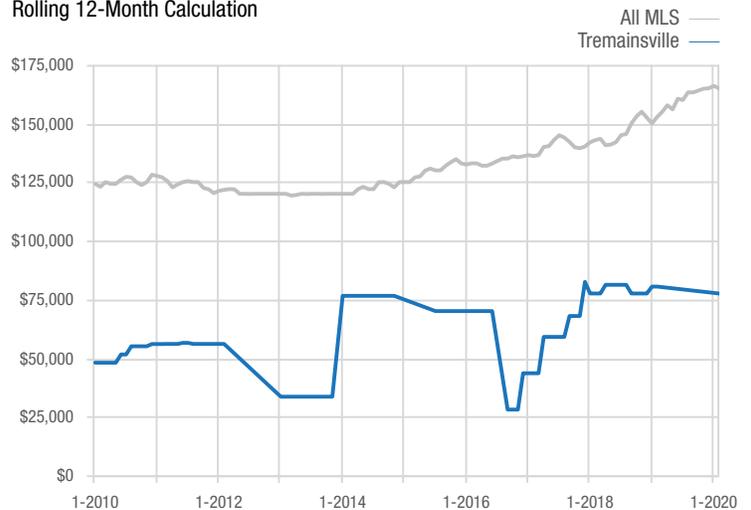
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Waterville

MLS Area 10: 43566

Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	7	11	+ 57.1%	22	18	- 18.2%
Pending Sales	6	2	- 66.7%	11	10	- 9.1%
Closed Sales	4	4	0.0%	10	13	+ 30.0%
Days on Market Until Sale	90	80	- 11.1%	108	92	- 14.8%
Median Sales Price*	\$307,850	\$302,450	- 1.8%	\$239,900	\$283,600	+ 18.2%
Average Sales Price*	\$296,400	\$272,450	- 8.1%	\$250,322	\$285,177	+ 13.9%
Percent of List Price Received*	99.6%	98.1%	- 1.5%	99.2%	97.7%	- 1.5%
Inventory of Homes for Sale	32	32	0.0%	—	—	—
Months Supply of Inventory	3.1	2.9	- 6.5%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	4	3	- 25.0%	6	4	- 33.3%
Pending Sales	2	1	- 50.0%	3	1	- 66.7%
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Days on Market Until Sale	69	—	—	69	—	—
Median Sales Price*	\$140,001	—	—	\$140,001	—	—
Average Sales Price*	\$140,001	—	—	\$140,001	—	—
Percent of List Price Received*	106.8%	—	—	106.8%	—	—
Inventory of Homes for Sale	8	10	+ 25.0%	—	—	—
Months Supply of Inventory	4.8	4.5	- 6.3%	—	—	—

* 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.

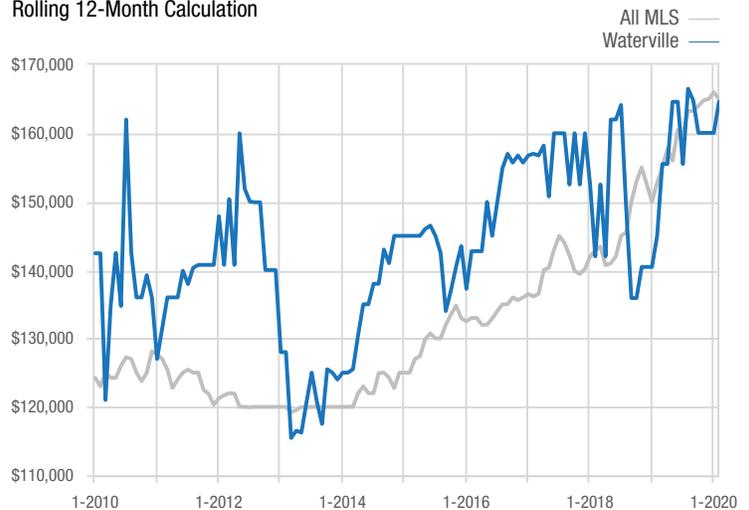
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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 – February 2020

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Whitehouse

MLS Area 08: 43571

Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	20	12	- 40.0%	32	20	- 37.5%
Pending Sales	7	7	0.0%	16	12	- 25.0%
Closed Sales	9	6	- 33.3%	13	12	- 7.7%
Days on Market Until Sale	113	130	+ 15.0%	116	106	- 8.6%
Median Sales Price*	\$186,500	\$296,250	+ 58.8%	\$211,500	\$287,500	+ 35.9%
Average Sales Price*	\$205,794	\$305,417	+ 48.4%	\$235,596	\$284,792	+ 20.9%
Percent of List Price Received*	99.0%	95.6%	- 3.4%	99.5%	96.1%	- 3.4%
Inventory of Homes for Sale	41	33	- 19.5%	—	—	—
Months Supply of Inventory	4.4	3.2	- 27.3%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	0	2	—	0	2	—
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	2	+ 100.0%	—	—	—
Months Supply of Inventory	0.8	1.0	+ 25.0%	—	—	—

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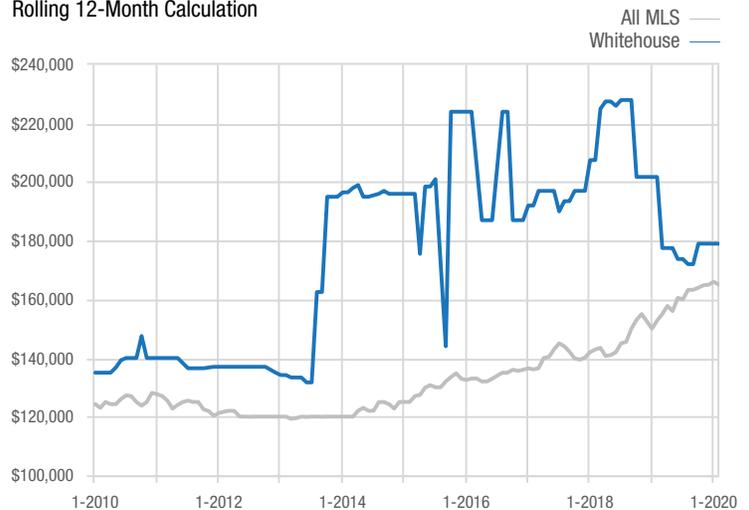
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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Wildwood / Reynolds Corners

MLS Area 15: 43615 (except Ottawa Hills)

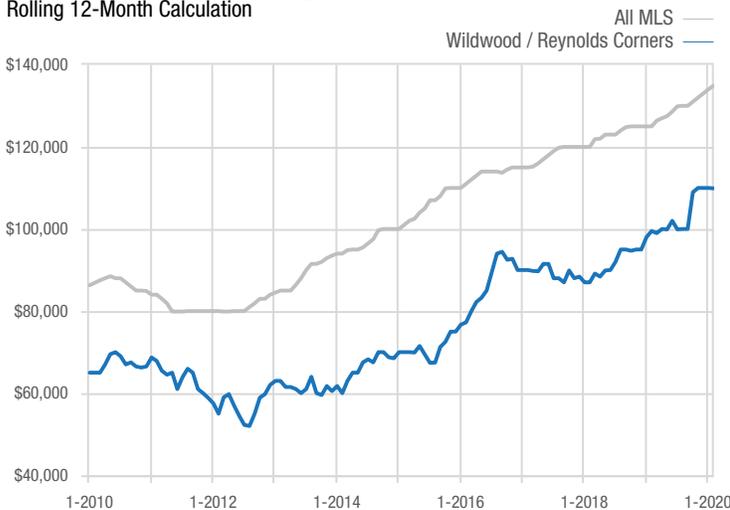
Single Family	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	25	34	+ 36.0%	52	67	+ 28.8%
Pending Sales	22	19	- 13.6%	39	32	- 17.9%
Closed Sales	18	17	- 5.6%	37	31	- 16.2%
Days on Market Until Sale	86	70	- 18.6%	87	83	- 4.6%
Median Sales Price*	\$129,500	\$98,000	- 24.3%	\$104,750	\$90,914	- 13.2%
Average Sales Price*	\$126,650	\$106,733	- 15.7%	\$118,622	\$103,109	- 13.1%
Percent of List Price Received*	94.0%	101.1%	+ 7.6%	94.9%	98.2%	+ 3.5%
Inventory of Homes for Sale	81	81	0.0%	—	—	—
Months Supply of Inventory	2.8	2.6	- 7.1%	—	—	—

Condo-Villa	February			Year to Date		
	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
Key Metrics						
New Listings	4	5	+ 25.0%	10	14	+ 40.0%
Pending Sales	5	6	+ 20.0%	9	7	- 22.2%
Closed Sales	4	7	+ 75.0%	7	8	+ 14.3%
Days on Market Until Sale	131	72	- 45.0%	113	77	- 31.9%
Median Sales Price*	\$74,000	\$97,000	+ 31.1%	\$78,000	\$95,000	+ 21.8%
Average Sales Price*	\$70,146	\$95,707	+ 36.4%	\$69,926	\$90,869	+ 30.0%
Percent of List Price Received*	91.0%	96.5%	+ 6.0%	93.9%	95.9%	+ 2.1%
Inventory of Homes for Sale	13	19	+ 46.2%	—	—	—
Months Supply of Inventory	1.6	3.6	+ 125.0%	—	—	—

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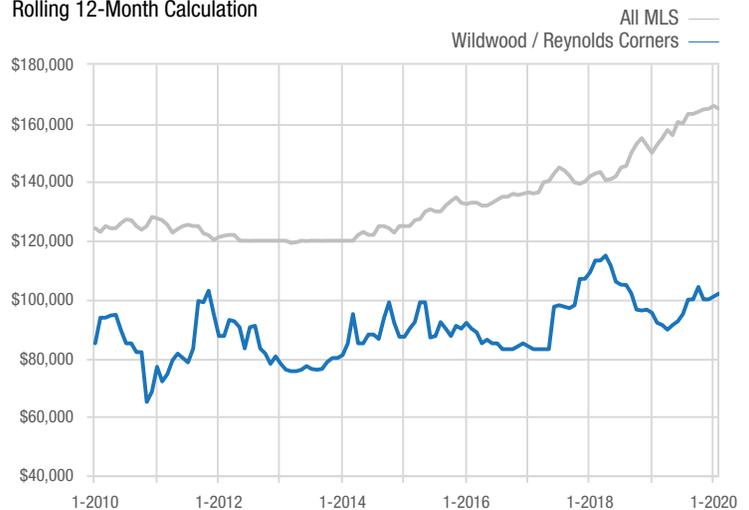
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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