

# Local Market Update —October 2017

## LUCAS AND UPPER WOOD COUNTY HOUSING MARKET

*The information below compares the month of October 2017 to the  
month of October 2016*

**514**

**Home Sales**

**+3% Increase from October 2016**

**\$111k**

**Median Sales Price**

**-3% Decrease from October 2016**

**\$135k**

**Av. Sales Price**

**-3% Decrease from October 2016**

**86**

**Av. Days on Mkt.**

**-17% Decrease from October 2016**

**-17%**

**Inventory Change**

**from October 2017**

**3.94%**

**Average Interest Rate**

**According to Freddiemac.com as  
of 10/26/17**

**Contact Your Realtor To Find Out What's  
Happening In Your Neighborhood.**

# Monthly Indicators



## October 2017

It has been several months since news cycles have touched upon housing in any sort of sensationalistic headline grab that was common during the boom-and-bust atmosphere of a decade ago. During that tumult, heady price increases gave way to a Great Recession and foreclosure crisis. Then we entered into a period of healing and eventual recovery that we are still enjoying. For residential real estate in 2017, fewer headlines have meant mostly good news.

New Listings increased 3.5 percent for Single Family homes but decreased 28.6 percent for Condo-Villa homes. Pending Sales increased 4.2 percent for Single Family homes but decreased 7.7 percent for Condo-Villa homes. Inventory decreased 14.5 percent for Single Family homes and 18.7 percent for Condo-Villa homes.

Median Sales Price increased 0.3 percent to \$114,900 for Single Family homes but decreased 16.6 percent to \$136,075 for Condo-Villa properties. Days on Market decreased 14.2 percent for Single Family homes but increased 6.1 percent for Condo-Villa homes. Months Supply of Inventory decreased 18.0 percent for Single Family homes and 19.1 percent for Condo-Villa homes.

Although inventory levels are low in many markets, there has largely been enough listing and building activity, or at least conversation about future activity, to keep prices from skyrocketing toward another bubble. Low affordability has started to become a recent topic of conversation and is definitely worth watching. But with a healthy economy, level of demand and national unemployment rate, sellers are going to be hard-pressed to lower prices.

## Quick Facts

<b>+ 5.5%</b>	<b>0.0%</b>	<b>- 14.8%</b>
Year-Over-Year Change in <b>Closed Sales</b> All Properties	Year-Over-Year Change in <b>Median Sales Price</b> All Properties	Year-Over-Year Change in <b>Homes for Sale</b> All Properties

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## Northwest Ohio Housing Market

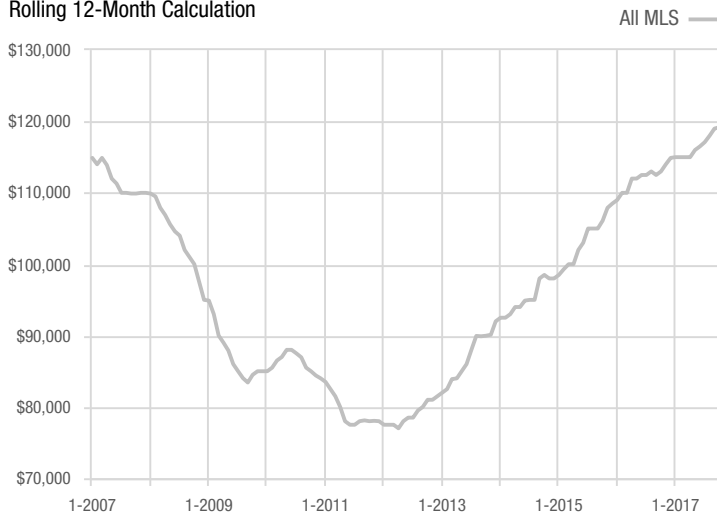
Single Family	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	860	890	+ 3.5%	10,387	9,991	- 3.8%
Pending Sales	717	747	+ 4.2%	7,115	7,346	+ 3.2%
Closed Sales	700	740	+ 5.7%	7,062	7,254	+ 2.7%
Days on Market Until Sale	106	91	- 14.2%	108	97	- 10.2%
Median Sales Price*	\$114,500	\$114,900	+ 0.3%	\$114,900	\$119,900	+ 4.4%
Average Sales Price*	\$136,156	\$134,284	- 1.4%	\$135,496	\$141,662	+ 4.6%
Percent of List Price Received*	96.7%	95.5%	- 1.2%	96.2%	96.4%	+ 0.2%
Inventory of Homes for Sale	3,412	2,916	- 14.5%	—	—	—
Months Supply of Inventory	5.0	4.1	- 18.0%	—	—	—

Condo-Villa	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	77	55	- 28.6%	768	719	- 6.4%
Pending Sales	52	48	- 7.7%	564	552	- 2.1%
Closed Sales	51	52	+ 2.0%	549	555	+ 1.1%
Days on Market Until Sale	99	105	+ 6.1%	103	98	- 4.9%
Median Sales Price*	\$163,150	\$136,075	- 16.6%	\$135,000	\$140,236	+ 3.9%
Average Sales Price*	\$172,583	\$156,737	- 9.2%	\$150,064	\$151,163	+ 0.7%
Percent of List Price Received*	97.5%	96.4%	- 1.1%	95.7%	96.0%	+ 0.3%
Inventory of Homes for Sale	251	204	- 18.7%	—	—	—
Months Supply of Inventory	4.7	3.8	- 19.1%	—	—	—

\* 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.

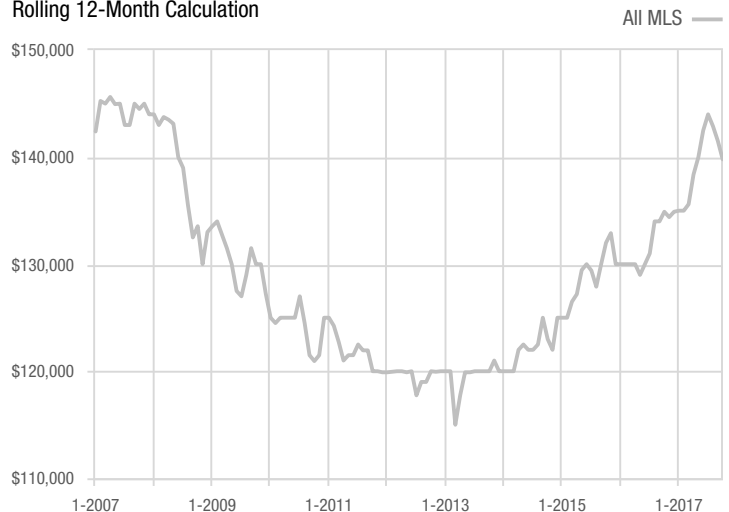
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Lucas County

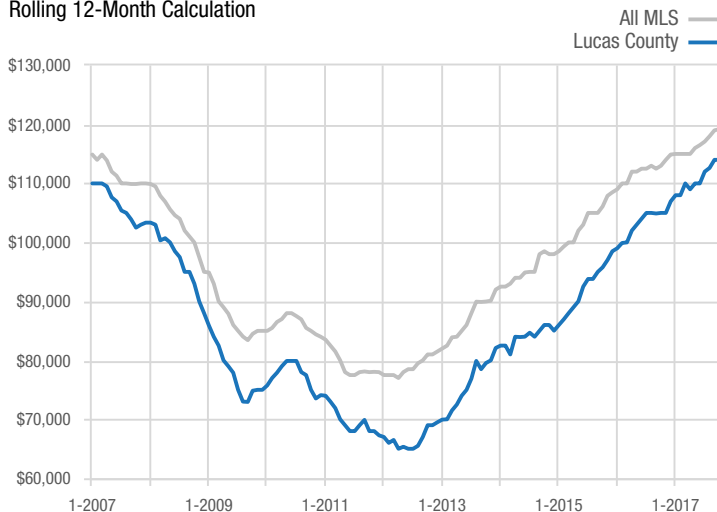
Single Family	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	512	533	+ 4.1%	6,398	6,289	- 1.7%
Pending Sales	426	438	+ 2.8%	4,262	4,558	+ 6.9%
Closed Sales	414	438	+ 5.8%	4,216	4,488	+ 6.5%
Days on Market Until Sale	104	84	- 19.2%	104	93	- 10.6%
Median Sales Price*	\$100,000	\$98,000	- 2.0%	\$106,250	\$114,000	+ 7.3%
Average Sales Price*	\$129,548	\$119,203	- 8.0%	\$129,201	\$136,005	+ 5.3%
Percent of List Price Received*	96.2%	94.9%	- 1.4%	96.2%	96.4%	+ 0.2%
Inventory of Homes for Sale	2,042	1,765	- 13.6%	—	—	—
Months Supply of Inventory	5.0	4.0	- 20.0%	—	—	—

Condo-Villa	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	48	40	- 16.7%	543	492	- 9.4%
Pending Sales	39	35	- 10.3%	406	389	- 4.2%
Closed Sales	35	36	+ 2.9%	396	383	- 3.3%
Days on Market Until Sale	86	110	+ 27.9%	101	98	- 3.0%
Median Sales Price*	\$165,000	\$130,000	- 21.2%	\$132,000	\$138,000	+ 4.5%
Average Sales Price*	\$180,421	\$132,998	- 26.3%	\$145,047	\$146,761	+ 1.2%
Percent of List Price Received*	97.4%	96.3%	- 1.1%	95.5%	95.8%	+ 0.3%
Inventory of Homes for Sale	161	131	- 18.6%	—	—	—
Months Supply of Inventory	4.3	3.5	- 18.6%	—	—	—

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

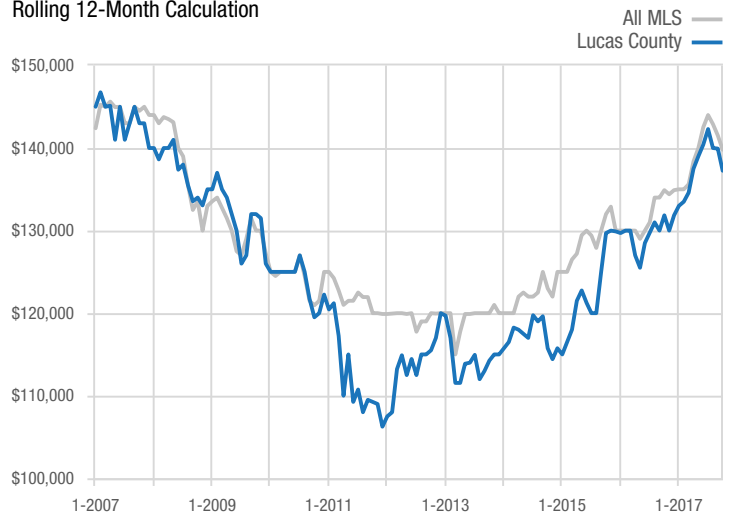
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Wood County

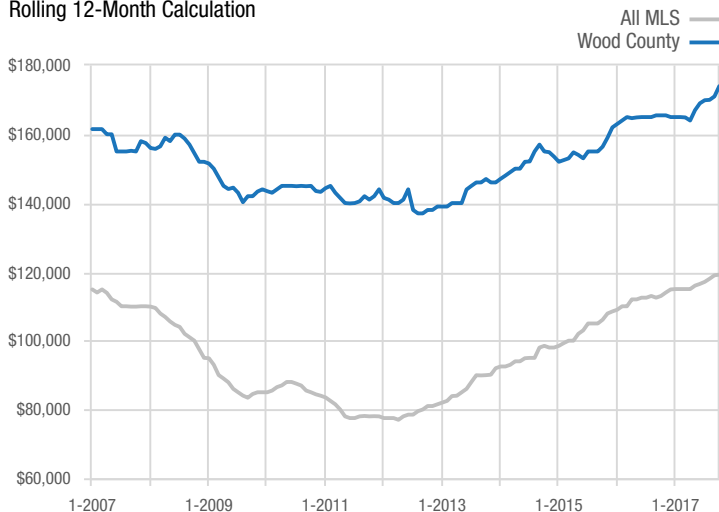
Single Family	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	126	129	+ 2.4%	1,524	1,428	- 6.3%
Pending Sales	112	118	+ 5.4%	1,138	1,118	- 1.8%
Closed Sales	125	107	- 14.4%	1,135	1,092	- 3.8%
Days on Market Until Sale	109	104	- 4.6%	110	98	- 10.9%
Median Sales Price*	\$167,500	\$202,000	+ 20.6%	\$165,000	\$175,000	+ 6.1%
Average Sales Price*	\$183,910	\$215,535	+ 17.2%	\$191,081	\$197,267	+ 3.2%
Percent of List Price Received*	98.3%	98.4%	+ 0.1%	97.4%	97.6%	+ 0.2%
Inventory of Homes for Sale	463	379	- 18.1%	—	—	—
Months Supply of Inventory	4.3	3.5	- 18.6%	—	—	—

Condo-Villa	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	18	7	- 61.1%	142	122	- 14.1%
Pending Sales	6	6	0.0%	105	101	- 3.8%
Closed Sales	10	11	+ 10.0%	102	111	+ 8.8%
Days on Market Until Sale	126	101	- 19.8%	102	90	- 11.8%
Median Sales Price*	\$160,450	\$219,900	+ 37.1%	\$175,000	\$163,500	- 6.6%
Average Sales Price*	\$169,180	\$245,537	+ 45.1%	\$187,750	\$187,084	- 0.4%
Percent of List Price Received*	97.8%	96.8%	- 1.0%	96.6%	96.6%	0.0%
Inventory of Homes for Sale	40	27	- 32.5%	—	—	—
Months Supply of Inventory	3.9	2.7	- 30.8%	—	—	—

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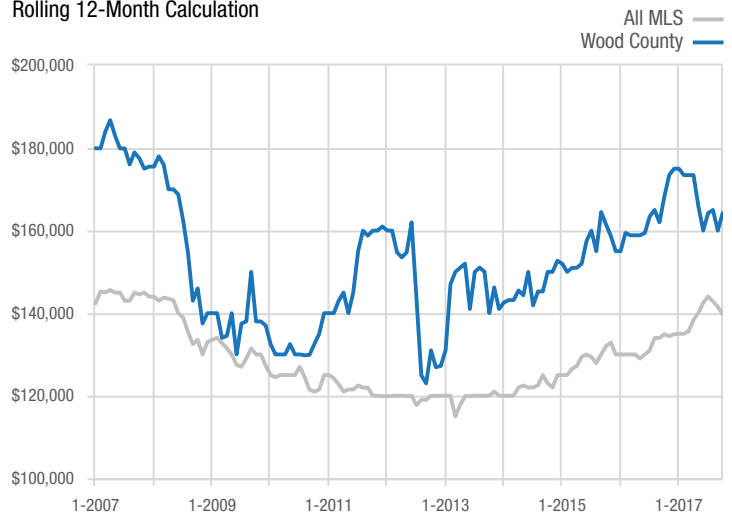
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Bowling Green

MLS Area 55: 43402

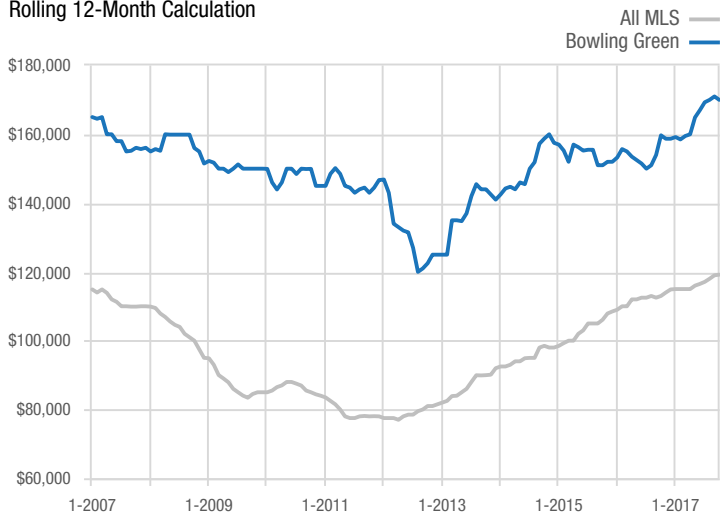
Single Family	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	10	27	+ 170.0%	188	205	+ 9.0%
Pending Sales	19	19	0.0%	168	165	- 1.8%
Closed Sales	20	16	- 20.0%	170	161	- 5.3%
Days on Market Until Sale	119	51	- 57.1%	110	76	- 30.9%
Median Sales Price*	\$179,250	<b>\$159,000</b>	- 11.3%	\$160,000	<b>\$172,000</b>	+ 7.5%
Average Sales Price*	\$195,855	<b>\$180,363</b>	- 7.9%	\$178,905	<b>\$191,614</b>	+ 7.1%
Percent of List Price Received*	98.1%	<b>97.3%</b>	- 0.8%	96.9%	<b>97.2%</b>	+ 0.3%
Inventory of Homes for Sale	49	62	+ 26.5%	—	—	—
Months Supply of Inventory	3.1	4.0	+ 29.0%	—	—	—

Condo-Villa	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	2	1	- 50.0%	32	19	- 40.6%
Pending Sales	0	1	—	31	20	- 35.5%
Closed Sales	0	1	—	31	22	- 29.0%
Days on Market Until Sale	—	0	—	93	70	- 24.7%
Median Sales Price*	—	<b>\$123,000</b>	—	\$163,000	<b>\$161,700</b>	- 0.8%
Average Sales Price*	—	<b>\$123,000</b>	—	\$170,585	<b>\$171,182</b>	+ 0.3%
Percent of List Price Received*	—	<b>99.2%</b>	—	98.0%	<b>98.1%</b>	+ 0.1%
Inventory of Homes for Sale	7	2	- 71.4%	—	—	—
Months Supply of Inventory	2.1	1.0	- 52.4%	—	—	—

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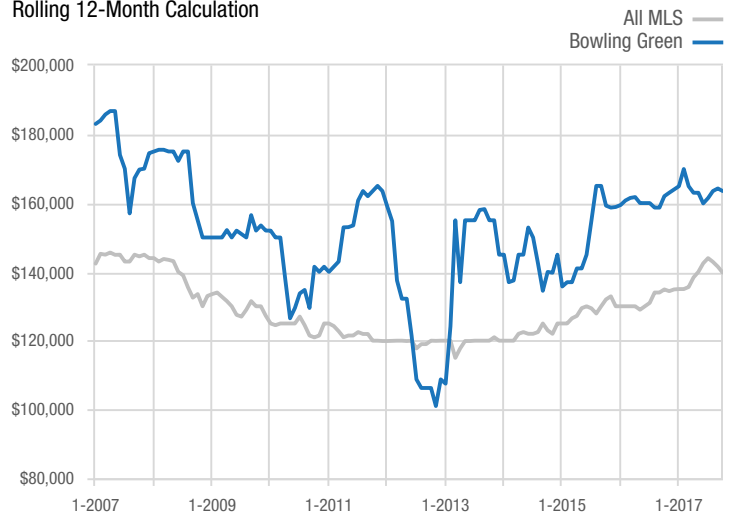
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

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## East Suburbs

MLS Area 26: 43412 (Lucas County Only)

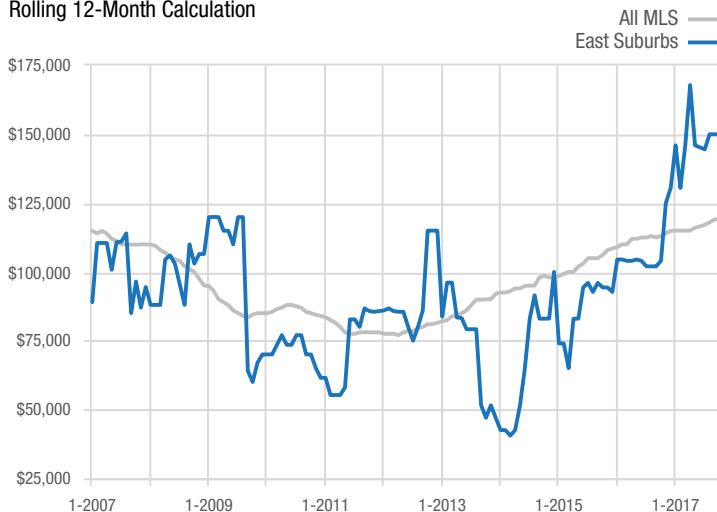
Single Family	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	2	5	+ 150.0%	25	42	+ 68.0%
Pending Sales	0	3	—	19	24	+ 26.3%
Closed Sales	0	3	—	20	22	+ 10.0%
Days on Market Until Sale	—	49	—	104	103	- 1.0%
Median Sales Price*	—	\$49,500	—	\$107,500	\$147,250	+ 37.0%
Average Sales Price*	—	\$93,133	—	\$131,028	\$156,364	+ 19.3%
Percent of List Price Received*	—	93.5%	—	89.3%	96.2%	+ 7.7%
Inventory of Homes for Sale	7	16	+ 128.6%	—	—	—
Months Supply of Inventory	2.6	6.8	+ 161.5%	—	—	—

Condo-Villa	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% 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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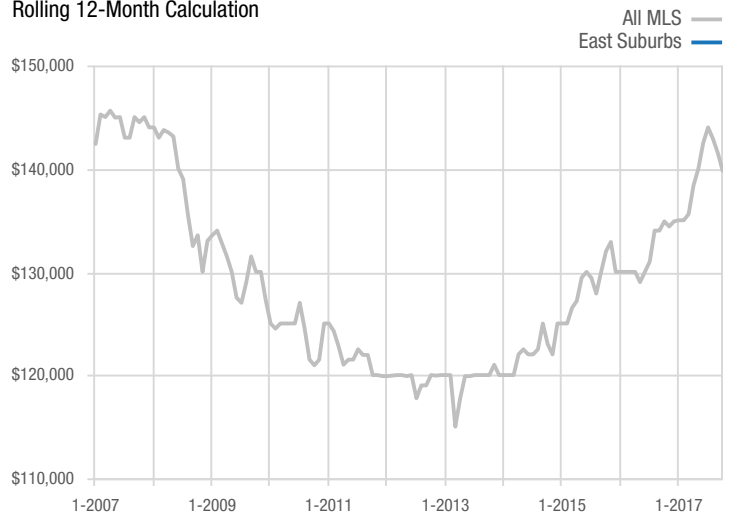
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

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## Maumee

MLS Area 07: 43537

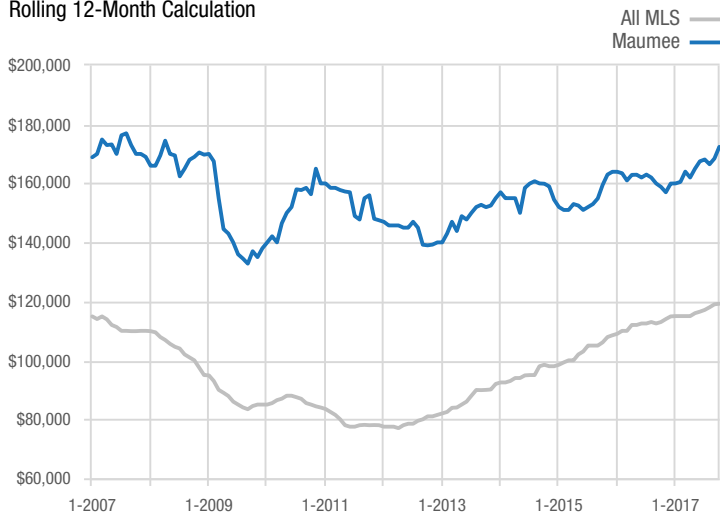
Single Family	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	37	36	- 2.7%	533	486	- 8.8%
Pending Sales	35	29	- 17.1%	349	365	+ 4.6%
Closed Sales	29	29	0.0%	347	362	+ 4.3%
Days on Market Until Sale	81	84	+ 3.7%	93	85	- 8.6%
Median Sales Price*	\$149,500	<b>\$175,000</b>	+ 17.1%	\$158,825	<b>\$176,000</b>	+ 10.8%
Average Sales Price*	\$174,065	<b>\$205,980</b>	+ 18.3%	\$187,255	<b>\$208,941</b>	+ 11.6%
Percent of List Price Received*	94.6%	<b>96.9%</b>	+ 2.4%	97.3%	<b>97.8%</b>	+ 0.5%
Inventory of Homes for Sale	152	114	- 25.0%	—	—	—
Months Supply of Inventory	4.5	3.3	- 26.7%	—	—	—

Condo-Villa	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	4	9	+ 125.0%	68	61	- 10.3%
Pending Sales	6	6	0.0%	54	48	- 11.1%
Closed Sales	7	5	- 28.6%	51	48	- 5.9%
Days on Market Until Sale	61	60	- 1.6%	76	82	+ 7.9%
Median Sales Price*	\$163,300	<b>\$182,500</b>	+ 11.8%	\$163,000	<b>\$172,250</b>	+ 5.7%
Average Sales Price*	\$284,927	<b>\$148,550</b>	- 47.9%	\$220,252	<b>\$192,425</b>	- 12.6%
Percent of List Price Received*	96.6%	<b>96.1%</b>	- 0.5%	96.8%	<b>95.7%</b>	- 1.1%
Inventory of Homes for Sale	13	14	+ 7.7%	—	—	—
Months Supply of Inventory	2.7	3.0	+ 11.1%	—	—	—

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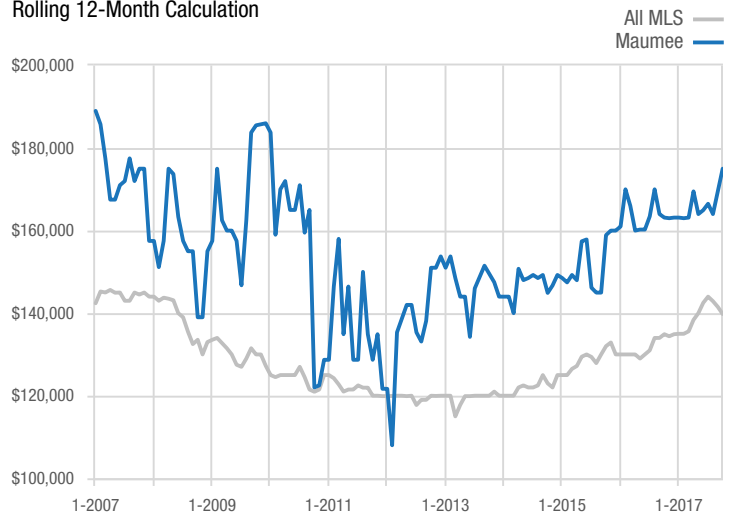
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

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## Monclova

MLS Area 06: 43542

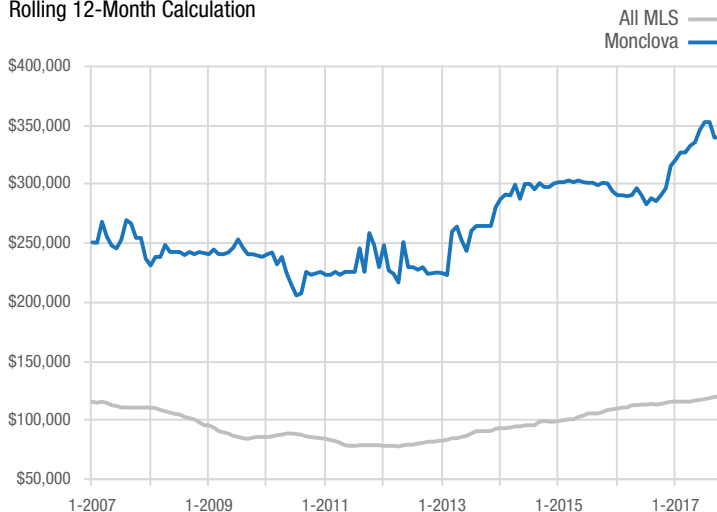
Single Family	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	3	7	+ 133.3%	84	80	- 4.8%
Pending Sales	10	4	- 60.0%	61	53	- 13.1%
Closed Sales	11	5	- 54.5%	61	51	- 16.4%
Days on Market Until Sale	117	83	- 29.1%	127	111	- 12.6%
Median Sales Price*	\$326,250	<b>\$326,000</b>	- 0.1%	\$292,000	<b>\$337,450</b>	+ 15.6%
Average Sales Price*	\$383,241	<b>\$395,500</b>	+ 3.2%	\$307,074	<b>\$334,353</b>	+ 8.9%
Percent of List Price Received*	97.8%	<b>95.6%</b>	- 2.2%	98.0%	<b>97.4%</b>	- 0.6%
Inventory of Homes for Sale	24	29	+ 20.8%	—	—	—
Months Supply of Inventory	4.1	6.2	+ 51.2%	—	—	—

Condo-Villa	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	0	1	—	3	2	- 33.3%
Pending Sales	1	1	0.0%	3	2	- 33.3%
Closed Sales	0	0	—	3	1	- 66.7%
Days on Market Until Sale	—	—	—	71	71	0.0%
Median Sales Price*	—	—	—	\$162,000	<b>\$229,000</b>	+ 41.4%
Average Sales Price*	—	—	—	\$154,400	<b>\$229,000</b>	+ 48.3%
Percent of List Price Received*	—	—	—	99.3%	<b>95.5%</b>	- 3.8%
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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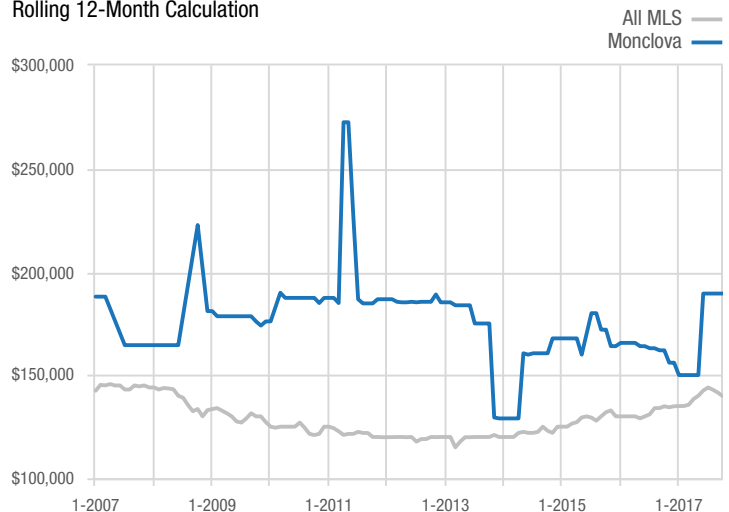
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Rolling 12-Month Calculation



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## Oregon

MLS Area 25: 43616

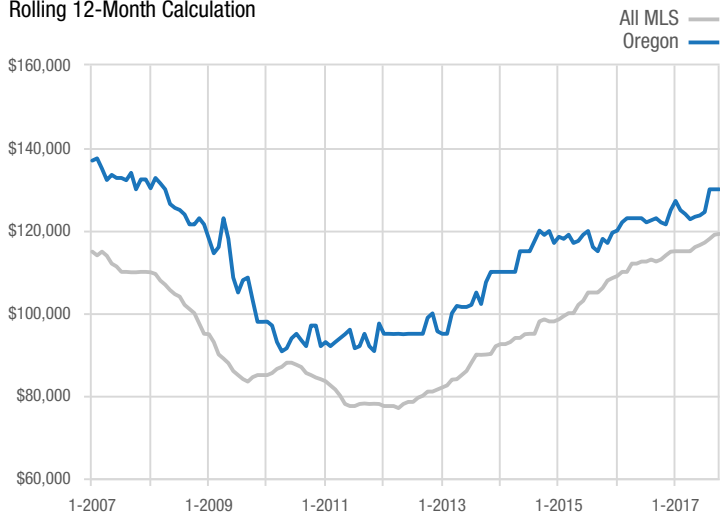
Single Family	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	22	25	+ 13.6%	225	263	+ 16.9%
Pending Sales	18	22	+ 22.2%	172	206	+ 19.8%
Closed Sales	22	17	- 22.7%	167	202	+ 21.0%
Days on Market Until Sale	122	102	- 16.4%	117	101	- 13.7%
Median Sales Price*	\$115,950	\$129,000	+ 11.3%	\$123,000	\$130,000	+ 5.7%
Average Sales Price*	\$149,392	\$136,600	- 8.6%	\$134,315	\$136,116	+ 1.3%
Percent of List Price Received*	96.3%	95.1%	- 1.2%	96.2%	96.7%	+ 0.5%
Inventory of Homes for Sale	79	77	- 2.5%	—	—	—
Months Supply of Inventory	4.5	3.9	- 13.3%	—	—	—

Condo-Villa	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	0	1	—	5	11	+ 120.0%
Pending Sales	1	1	0.0%	4	11	+ 175.0%
Closed Sales	1	1	0.0%	5	11	+ 120.0%
Days on Market Until Sale	101	32	- 68.3%	75	42	- 44.0%
Median Sales Price*	\$170,000	\$147,100	- 13.5%	\$167,000	\$148,000	- 11.4%
Average Sales Price*	\$170,000	\$147,100	- 13.5%	\$159,180	\$155,096	- 2.6%
Percent of List Price Received*	94.5%	105.1%	+ 11.2%	96.8%	98.0%	+ 1.2%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.6	—	—	—	—

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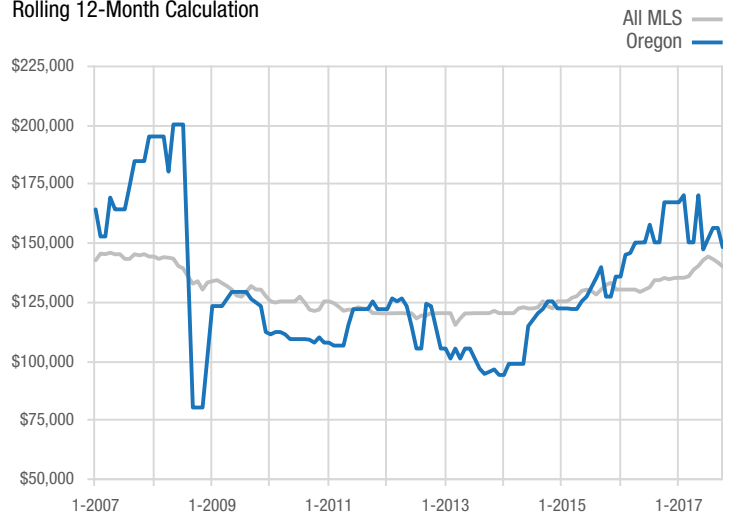
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Ottawa Hills

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

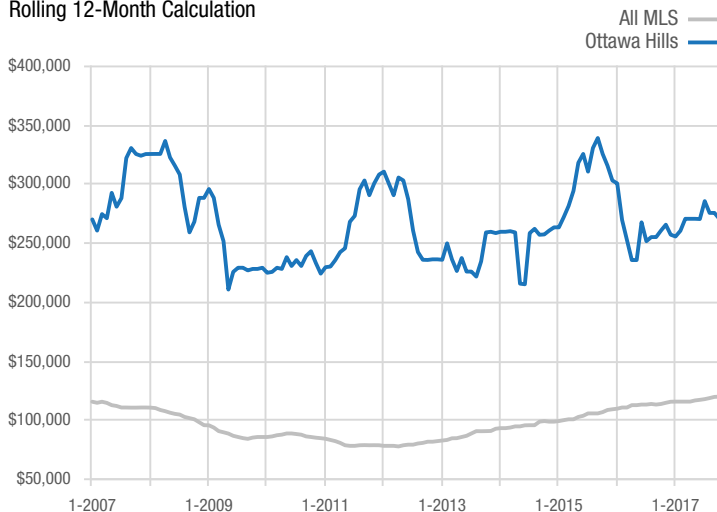
Single Family	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	12	9	- 25.0%	163	145	- 11.0%
Pending Sales	4	7	+ 75.0%	83	86	+ 3.6%
Closed Sales	4	4	0.0%	85	82	- 3.5%
Days on Market Until Sale	90	79	- 12.2%	120	110	- 8.3%
Median Sales Price*	\$525,000	\$229,450	- 56.3%	\$260,000	\$280,000	+ 7.7%
Average Sales Price*	\$537,500	\$247,725	- 53.9%	\$311,989	\$330,889	+ 6.1%
Percent of List Price Received*	89.3%	96.0%	+ 7.5%	94.8%	95.8%	+ 1.1%
Inventory of Homes for Sale	68	48	- 29.4%	—	—	—
Months Supply of Inventory	8.8	5.9	- 33.0%	—	—	—

Condo-Villa	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	0	1	—	19	19	0.0%
Pending Sales	0	1	—	16	10	- 37.5%
Closed Sales	1	2	+ 100.0%	16	10	- 37.5%
Days on Market Until Sale	63	220	+ 249.2%	125	98	- 21.6%
Median Sales Price*	\$83,000	\$69,750	- 16.0%	\$100,313	\$83,100	- 17.2%
Average Sales Price*	\$83,000	\$69,750	- 16.0%	\$126,055	\$104,470	- 17.1%
Percent of List Price Received*	96.6%	88.1%	- 8.8%	92.5%	89.7%	- 3.0%
Inventory of Homes for Sale	4	6	+ 50.0%	—	—	—
Months Supply of Inventory	2.1	3.5	+ 66.7%	—	—	—

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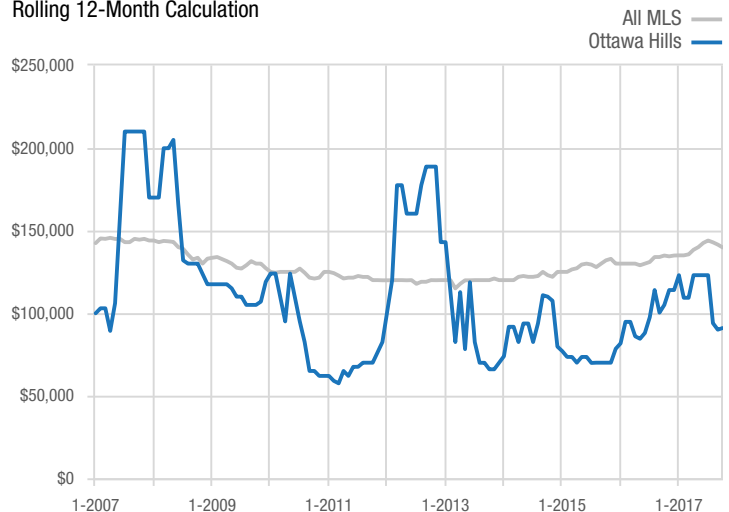
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Perrysburg / Perrysburg Twp

MLS Area 53: 43551

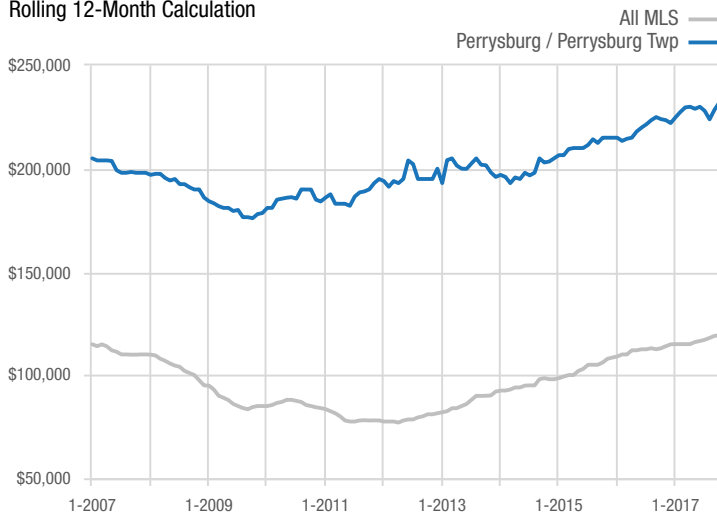
Single Family	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	48	52	+ 8.3%	679	634	- 6.6%
Pending Sales	49	46	- 6.1%	487	467	- 4.1%
Closed Sales	54	43	- 20.4%	490	457	- 6.7%
Days on Market Until Sale	101	104	+ 3.0%	109	105	- 3.7%
Median Sales Price*	\$210,000	<b>\$245,000</b>	+ 16.7%	\$224,900	<b>\$235,000</b>	+ 4.5%
Average Sales Price*	\$236,346	<b>\$287,724</b>	+ 21.7%	\$251,654	<b>\$261,065</b>	+ 3.7%
Percent of List Price Received*	98.9%	<b>98.0%</b>	- 0.9%	98.0%	<b>98.1%</b>	+ 0.1%
Inventory of Homes for Sale	204	163	- 20.1%	—	—	—
Months Supply of Inventory	4.4	3.6	- 18.2%	—	—	—

Condo-Villa	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	15	5	- 66.7%	99	92	- 7.1%
Pending Sales	6	5	- 16.7%	67	75	+ 11.9%
Closed Sales	10	10	0.0%	63	82	+ 30.2%
Days on Market Until Sale	126	111	- 11.9%	107	97	- 9.3%
Median Sales Price*	\$160,450	<b>\$229,900</b>	+ 43.3%	\$189,900	<b>\$171,450</b>	- 9.7%
Average Sales Price*	\$169,180	<b>\$257,791</b>	+ 52.4%	\$205,728	<b>\$197,262</b>	- 4.1%
Percent of List Price Received*	97.8%	<b>96.6%</b>	- 1.2%	96.3%	<b>96.8%</b>	+ 0.5%
Inventory of Homes for Sale	29	20	- 31.0%	—	—	—
Months Supply of Inventory	4.5	2.8	- 37.8%	—	—	—

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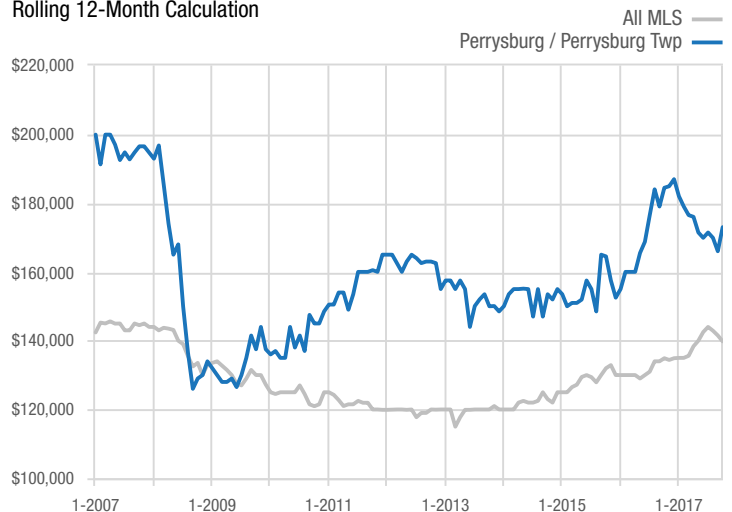
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Spring Meadows

MLS Area 05: 43528 (Includes Holland)

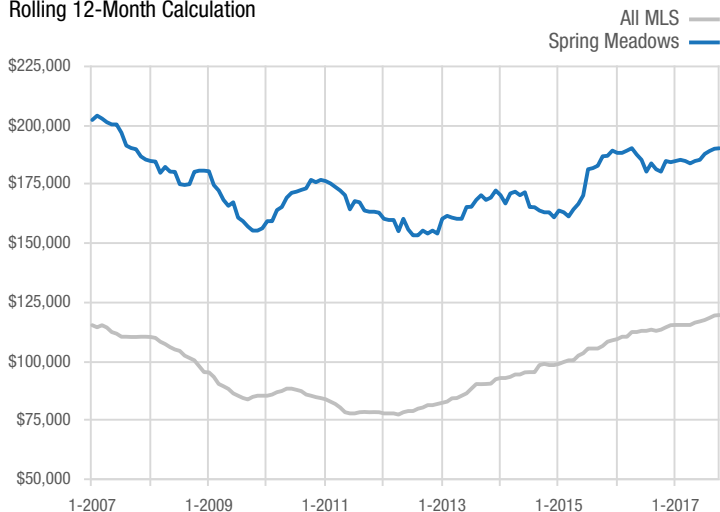
Single Family	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	21	23	+ 9.5%	329	276	- 16.1%
Pending Sales	17	21	+ 23.5%	200	218	+ 9.0%
Closed Sales	17	13	- 23.5%	197	214	+ 8.6%
Days on Market Until Sale	114	83	- 27.2%	117	95	- 18.8%
Median Sales Price*	\$188,500	\$179,550	- 4.7%	\$185,000	\$189,900	+ 2.6%
Average Sales Price*	\$172,191	\$188,117	+ 9.2%	\$193,950	\$196,079	+ 1.1%
Percent of List Price Received*	96.5%	95.5%	- 1.0%	97.1%	97.9%	+ 0.8%
Inventory of Homes for Sale	113	69	- 38.9%	—	—	—
Months Supply of Inventory	5.8	3.2	- 44.8%	—	—	—

Condo-Villa	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	3	5	+ 66.7%	42	33	- 21.4%
Pending Sales	3	1	- 66.7%	31	23	- 25.8%
Closed Sales	4	1	- 75.0%	33	23	- 30.3%
Days on Market Until Sale	111	1	- 99.1%	103	100	- 2.9%
Median Sales Price*	\$184,000	\$430,000	+ 133.7%	\$189,999	\$195,000	+ 2.6%
Average Sales Price*	\$206,950	\$430,000	+ 107.8%	\$198,997	\$206,620	+ 3.8%
Percent of List Price Received*	95.5%	100.0%	+ 4.7%	95.7%	96.4%	+ 0.7%
Inventory of Homes for Sale	11	10	- 9.1%	—	—	—
Months Supply of Inventory	3.6	3.8	+ 5.6%	—	—	—

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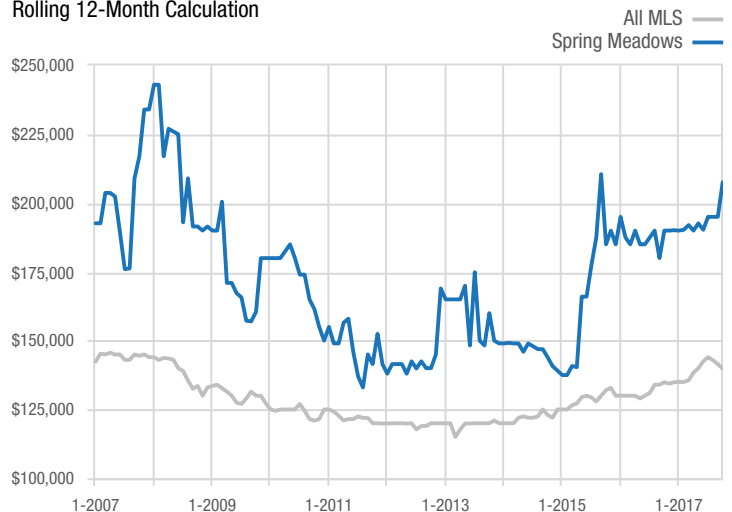
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Swanton / Airport

MLS Area 04: 43558 in Fulton and Lucas Counties

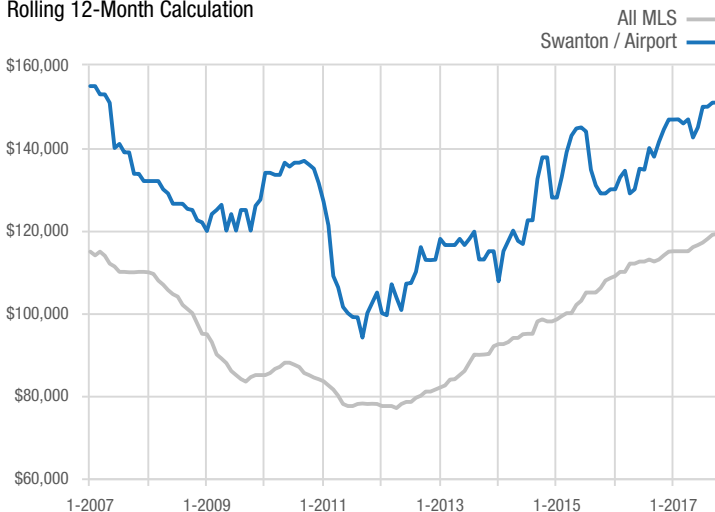
Single Family	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	16	12	- 25.0%	154	156	+ 1.3%
Pending Sales	10	15	+ 50.0%	111	120	+ 8.1%
Closed Sales	5	15	+ 200.0%	105	118	+ 12.4%
Days on Market Until Sale	75	89	+ 18.7%	96	87	- 9.4%
Median Sales Price*	\$144,500	\$137,000	- 5.2%	\$144,750	\$146,500	+ 1.2%
Average Sales Price*	\$157,280	\$153,053	- 2.7%	\$152,041	\$156,009	+ 2.6%
Percent of List Price Received*	94.9%	96.1%	+ 1.3%	96.1%	97.6%	+ 1.6%
Inventory of Homes for Sale	44	36	- 18.2%	—	—	—
Months Supply of Inventory	4.0	3.2	- 20.0%	—	—	—

Condo-Villa	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	10	1	- 90.0%	10	3	- 70.0%
Pending Sales	0	0	—	0	1	—
Closed Sales	0	0	—	0	1	—
Days on Market Until Sale	—	—	—	—	128	—
Median Sales Price*	—	—	—	—	\$198,000	—
Average Sales Price*	—	—	—	—	\$198,000	—
Percent of List Price Received*	—	—	—	—	100.0%	—
Inventory of Homes for Sale	10	2	- 80.0%	—	—	—
Months Supply of Inventory	—	2.0	—	—	—	—

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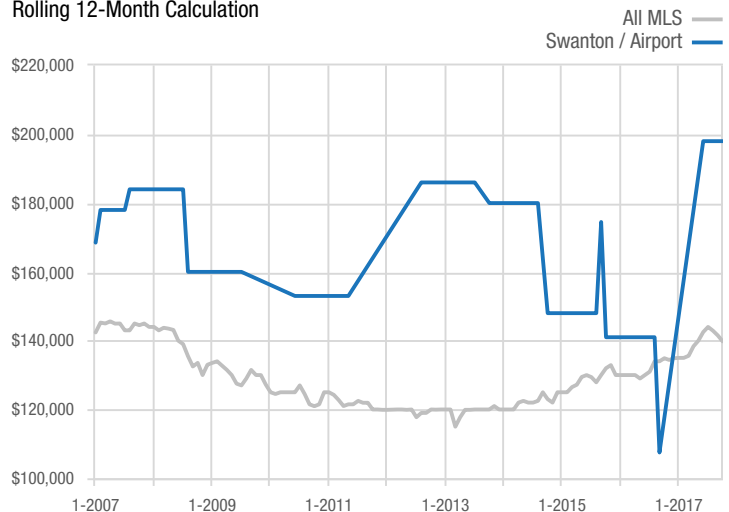
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Sylvania

43560 and 43617

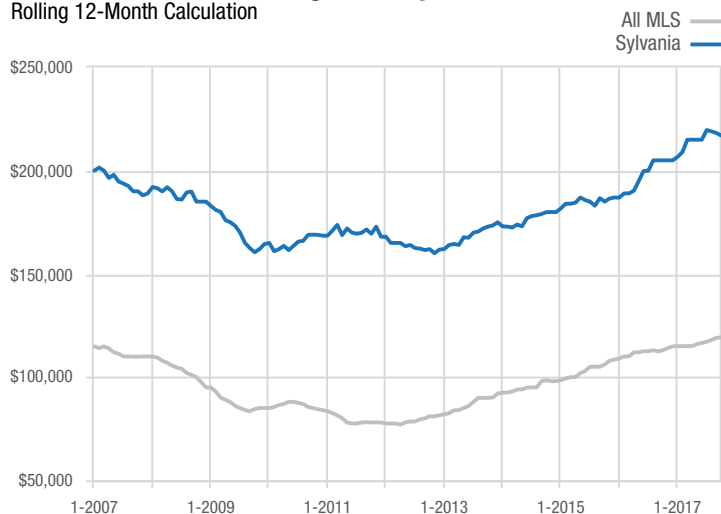
Single Family	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	65	54	- 16.9%	697	719	+ 3.2%
Pending Sales	39	39	0.0%	491	510	+ 3.9%
Closed Sales	42	43	+ 2.4%	488	508	+ 4.1%
Days on Market Until Sale	117	92	- 21.4%	111	94	- 15.3%
Median Sales Price*	\$194,900	\$199,000	+ 2.1%	\$205,000	\$220,000	+ 7.3%
Average Sales Price*	\$230,704	\$218,232	- 5.4%	\$219,530	\$231,184	+ 5.3%
Percent of List Price Received*	97.0%	98.2%	+ 1.2%	98.0%	98.0%	0.0%
Inventory of Homes for Sale	204	193	- 5.4%	—	—	—
Months Supply of Inventory	4.4	4.0	- 9.1%	—	—	—

Condo-Villa	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	18	6	- 66.7%	139	124	- 10.8%
Pending Sales	11	11	0.0%	105	116	+ 10.5%
Closed Sales	10	13	+ 30.0%	105	116	+ 10.5%
Days on Market Until Sale	95	135	+ 42.1%	107	103	- 3.7%
Median Sales Price*	\$173,360	\$125,000	- 27.9%	\$147,000	\$158,500	+ 7.8%
Average Sales Price*	\$181,694	\$134,725	- 25.9%	\$159,900	\$167,372	+ 4.7%
Percent of List Price Received*	99.7%	96.3%	- 3.4%	96.3%	96.5%	+ 0.2%
Inventory of Homes for Sale	45	26	- 42.2%	—	—	—
Months Supply of Inventory	4.5	2.3	- 48.9%	—	—	—

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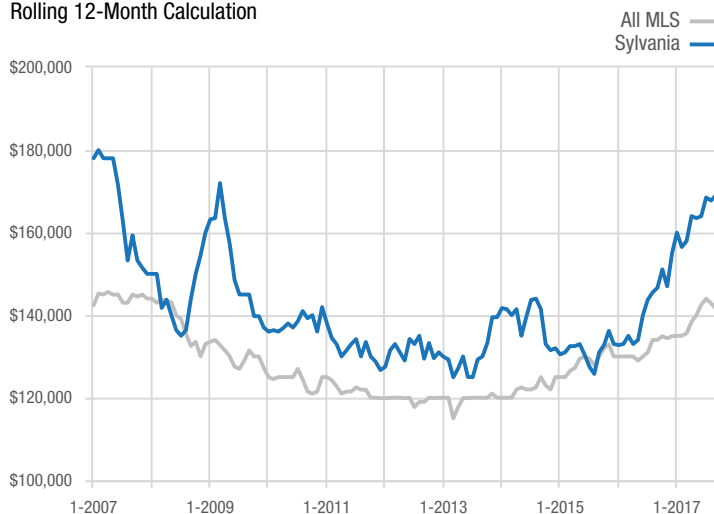
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Toledo

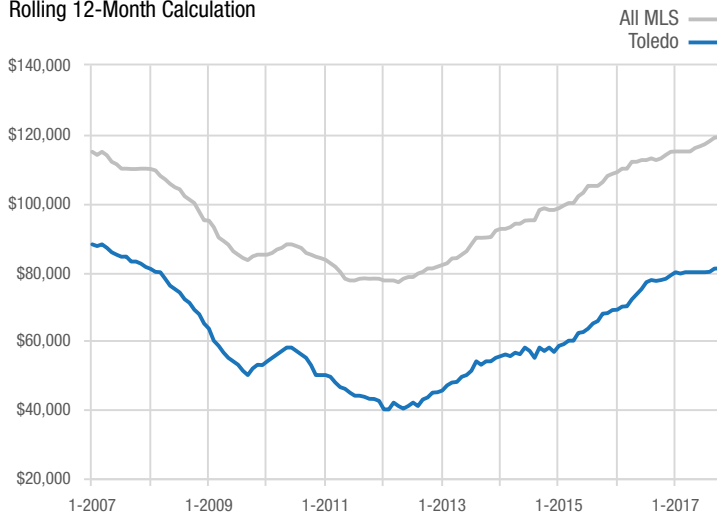
Single Family	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	332	374	+ 12.7%	4,300	4,219	- 1.9%
Pending Sales	289	301	+ 4.2%	2,843	3,014	+ 6.0%
Closed Sales	284	306	+ 7.7%	2,816	2,954	+ 4.9%
Days on Market Until Sale	103	82	- 20.4%	102	92	- 9.8%
Median Sales Price*	\$74,900	\$75,650	+ 1.0%	\$79,900	\$82,000	+ 2.6%
Average Sales Price*	\$95,010	\$81,443	- 14.3%	\$94,374	\$95,068	+ 0.7%
Percent of List Price Received*	96.2%	94.0%	- 2.3%	95.6%	95.6%	0.0%
Inventory of Homes for Sale	1,398	1,217	- 12.9%	—	—	—
Months Supply of Inventory	5.1	4.2	- 17.6%	—	—	—

Condo-Villa	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	12	18	+ 50.0%	284	281	- 1.1%
Pending Sales	19	19	0.0%	223	206	- 7.6%
Closed Sales	15	18	+ 20.0%	219	198	- 9.6%
Days on Market Until Sale	75	117	+ 56.0%	108	102	- 5.6%
Median Sales Price*	\$134,800	\$110,500	- 18.0%	\$105,000	\$107,000	+ 1.9%
Average Sales Price*	\$121,087	\$100,759	- 16.8%	\$110,683	\$117,141	+ 5.8%
Percent of List Price Received*	96.9%	96.1%	- 0.8%	94.2%	95.4%	+ 1.3%
Inventory of Homes for Sale	87	84	- 3.4%	—	—	—
Months Supply of Inventory	4.2	4.3	+ 2.4%	—	—	—

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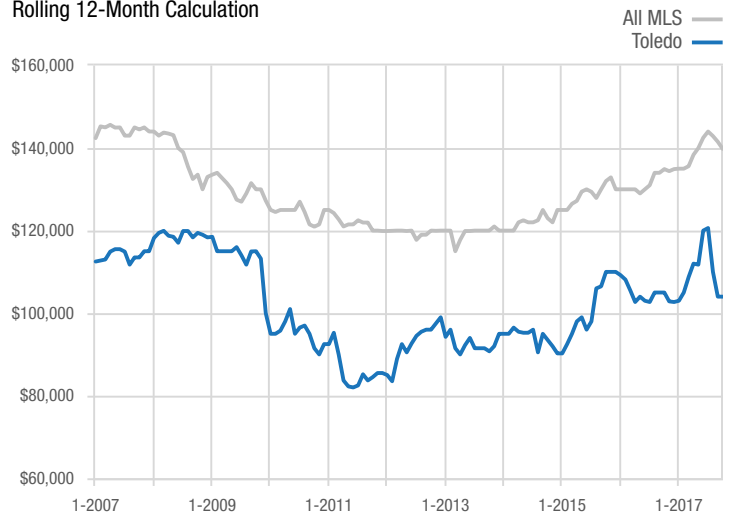
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Waterville

MLS Area 10: 43566

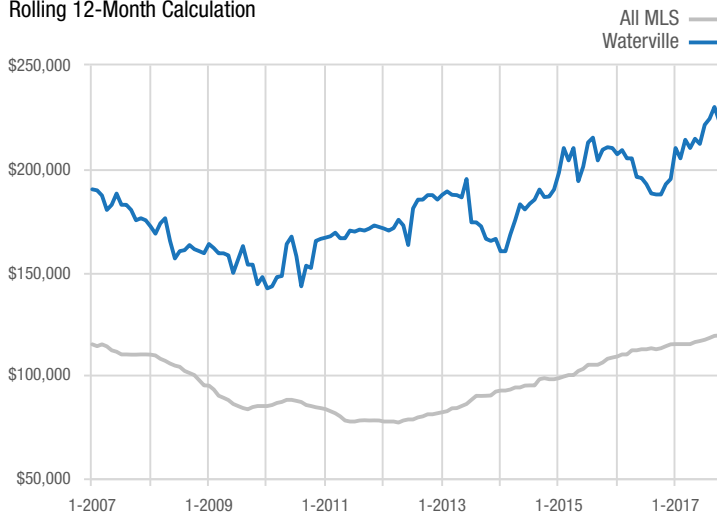
Single Family	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	23	13	- 43.5%	152	148	- 2.6%
Pending Sales	9	10	+ 11.1%	97	109	+ 12.4%
Closed Sales	3	13	+ 333.3%	92	113	+ 22.8%
Days on Market Until Sale	67	65	- 3.0%	90	96	+ 6.7%
Median Sales Price*	\$214,000	\$166,000	- 22.4%	\$187,500	\$217,250	+ 15.9%
Average Sales Price*	\$195,333	\$180,625	- 7.5%	\$195,510	\$226,201	+ 15.7%
Percent of List Price Received*	98.5%	96.8%	- 1.7%	97.3%	98.1%	+ 0.8%
Inventory of Homes for Sale	50	44	- 12.0%	—	—	—
Months Supply of Inventory	5.2	3.9	- 25.0%	—	—	—

Condo-Villa	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	1	2	+ 100.0%	27	16	- 40.7%
Pending Sales	2	0	- 100.0%	20	14	- 30.0%
Closed Sales	2	0	- 100.0%	19	15	- 21.1%
Days on Market Until Sale	105	—	—	73	65	- 11.0%
Median Sales Price*	\$124,500	—	—	\$154,900	\$160,000	+ 3.3%
Average Sales Price*	\$124,500	—	—	\$141,663	\$150,083	+ 5.9%
Percent of List Price Received*	95.8%	—	—	101.7%	98.0%	- 3.6%
Inventory of Homes for Sale	5	3	- 40.0%	—	—	—
Months Supply of Inventory	2.5	1.6	- 36.0%	—	—	—

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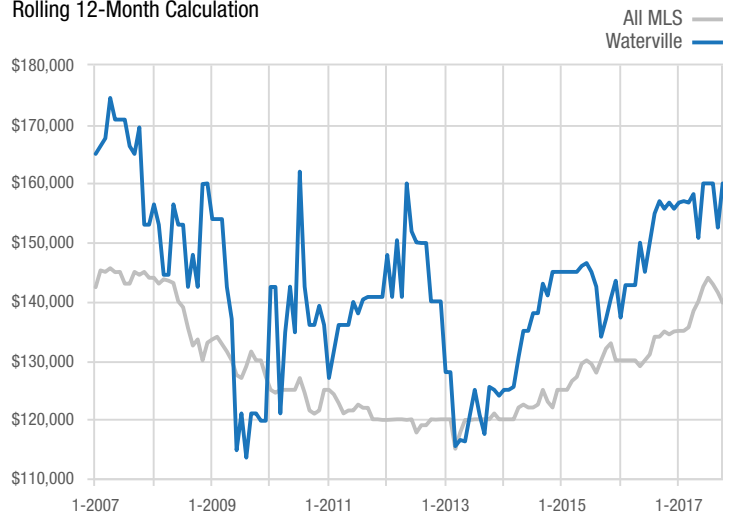
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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## Whitehouse

MLS Area 08: 43571

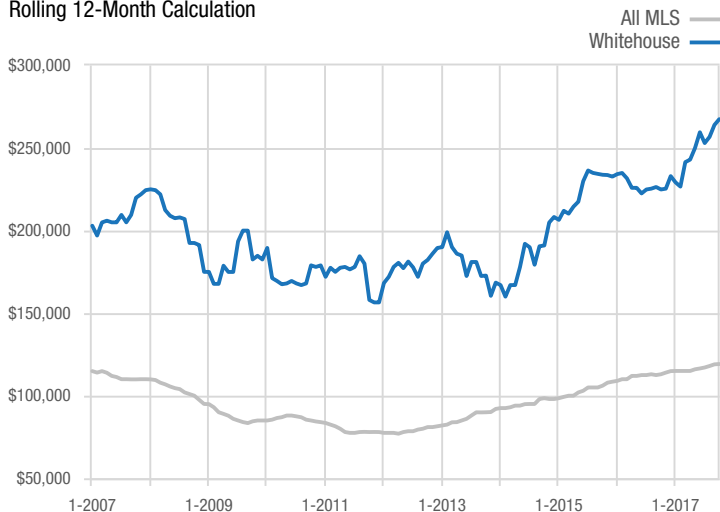
Single Family	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	10	12	+ 20.0%	150	132	- 12.0%
Pending Sales	9	12	+ 33.3%	104	103	- 1.0%
Closed Sales	8	11	+ 37.5%	106	103	- 2.8%
Days on Market Until Sale	87	89	+ 2.3%	95	94	- 1.1%
Median Sales Price*	\$189,900	\$268,300	+ 41.3%	\$224,900	\$264,950	+ 17.8%
Average Sales Price*	\$211,856	\$273,364	+ 29.0%	\$227,049	\$264,048	+ 16.3%
Percent of List Price Received*	98.0%	98.6%	+ 0.6%	98.5%	97.6%	- 0.9%
Inventory of Homes for Sale	46	39	- 15.2%	—	—	—
Months Supply of Inventory	4.6	3.8	- 17.4%	—	—	—

Condo-Villa	October			Year to Date		
Key Metrics	2016	2017	% Change	Thru 10-2016	Thru 10-2017	% Change
New Listings	1	0	- 100.0%	7	4	- 42.9%
Pending Sales	0	0	—	4	5	+ 25.0%
Closed Sales	0	1	—	3	5	+ 66.7%
Days on Market Until Sale	—	60	—	110	84	- 23.6%
Median Sales Price*	—	\$285,000	—	\$187,000	\$197,000	+ 5.3%
Average Sales Price*	—	\$285,000	—	\$202,000	\$215,400	+ 6.6%
Percent of List Price Received*	—	95.0%	—	96.0%	96.5%	+ 0.5%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
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.

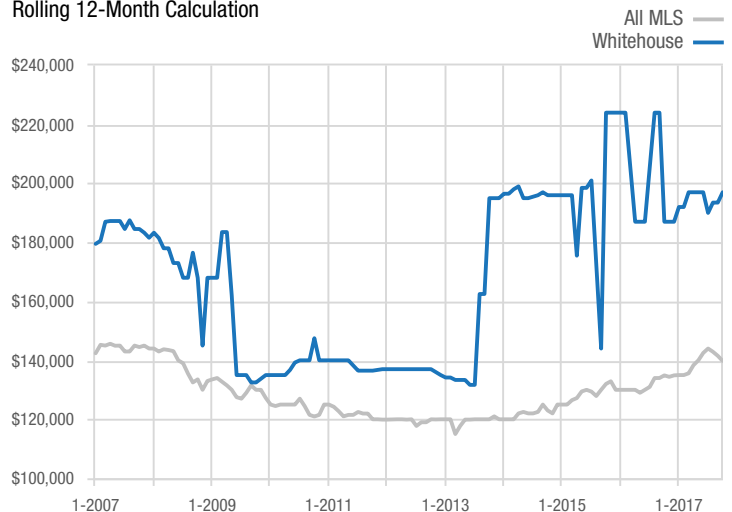
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo-Villa

Rolling 12-Month Calculation



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.