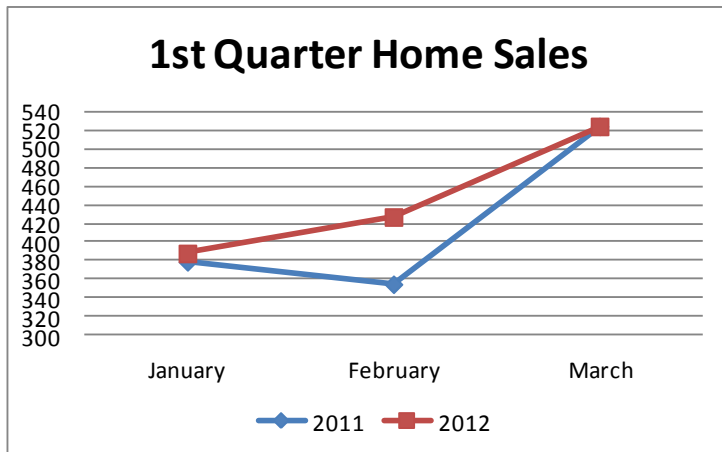
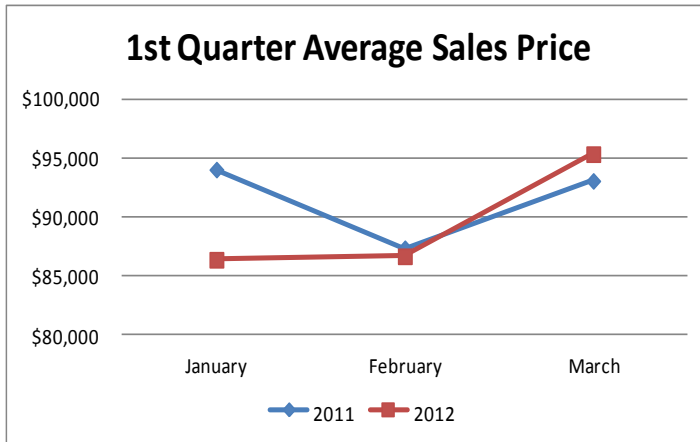


# Local Market Update—1st Quarter 2012

The following is a research tool provided by the Toledo Board of REALTORS® and is based on residential real estate data only. This representation is based in whole or in part on data supplied by the Toledo Board of REALTORS® and the Northwest Ohio Real Estate Information Systems' (NORIS) Multiple Listing Service. TBR and NORIS do not guarantee and are not responsible in any way for its accuracy. Data maintained by TBR and NORIS may not reflect all real estate activity in the market.

## Northwest Area Home Sales for the 1st Quarter of 2012

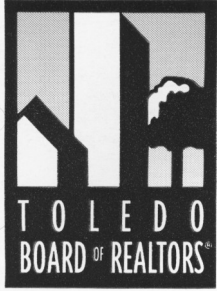
1st quarter sales of single-family homes reported in Toledo and the surrounding area by the Toledo Board of REALTORS® totaled 1,339. This was an increase of 6% compared to the 1st Quarter of 2011. Sales volume generated during this time period totaled \$120 million, leading to an average sales price of \$89,959. This represented a 2% decrease in average sales price of compared to the first quarter of 2011. 4,028 listings were added to the system during the 1st quarter, which was up 3% from 2011's first quarter.



### Entire MLS

### 1st Quarter

	2011	2012	+/-
Closed Sales	1,258	1,339	6%
Average Sales Price	\$91,726	\$89,959	-2%
Median Sales price	\$64,000	\$63,000	-2%
Average Price Per Square Foot	\$49.09	\$48.48	-1%
% of Original List Price Received	92%	92%	—
Average Days On Market Until Sale	129	123	-5%
Total Volume	\$115 million	\$120 million	4%
New Listings	3,924	4,028	3%



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Status	\$0— \$49,999	\$50,000— \$99,999	\$100,000— \$199,999	\$200,000— \$299,999	\$300,000— \$399,999	\$400,000— \$499,999	\$500,000 +
Sold 1st Quarter 2011	575	322	305	98	22	7	8
Sold 1st Quarter 2012	506	335	290	84	23	10	8
Difference	-12%	4%	-5%	-14%	5%	43%	—

Area	Av. Active Listings 2012	+/- From 2011	Closed Sales 2012	+/- From 2011	New Listings 2012	+/- From 2011	Av. Sales Price 2012	+/- From 2011	% of List Price 2012	+/- From 2011	Av. Months of Inventory 2012	+/- From 2011	Av. Days On Market 2012	+/- From 2011
Sylvania (2 & 3)	254	21%	91	23%	270	13%	155,154	-21%	93	—	8.4	6%	141	-7%
Airport/Swanton (4)	77	-9%	26	24%	57	-21%	87,254	-20%	96	3%	9.13	-55%	119	-8%
Spring Meadows (5)	131	-7%	35	17%	125	-13%	116,132	-16%	98	8%	11.8	-29%	133	-1%
Monclova (6)	23	—	8	-20%	24	—	183,421	-14%	101	8%	11.9	55%	217	64%
Maumee (7)	174	17%	56	10%	167	24%	178,338	-2%	95	1%	9.8	1%	130	-2%
Whitehouse (8)	33	-6%	9	-44%	47	31%	183,799	52%	95	—	11.8	77%	138	-13%
Waterville (10)	38	9%	11	38%	41	—	157,718	-5%	96	1%	11	-43%	163	-20%
Toledo (11—15 & 17)	1,198	—	330	1%	901	—	57,521	8%	92	1%	11	-9%	120	5%
Ottawa Hills (16)	58	-2%	13	44%	55	25%	330,642	-7%	88	—	17.3	-42%	164	3%
Toledo (18-22)	467	4%	135	29%	337	-2%	16,890	-22%	88	—	10.4	-19%	93	-4%
Heatherdowns (23)	233	5%	63	50%	191	14%	83,444	8%	92	—	11.4	-44%	157	1%
East River (24)	140	-7%	49	58%	118	1%	15,095	8%	91	3%	8.7	-41%	86	-15%
Oregon East Suburbs (25 & 26)	112	-8%	40	5%	95	-10	85,988	-21%	97	7%	9.2	-9%	94	-25%
Perrysburg & Rossford (53 & 54)	343	2%	96	-11%	354	10%	152,574	-6%	95	-1%	10.8	9%	126	-6%
Entire MLS	4,755	—	1,339	6%	4,028	3%	89,959	-2%	93	1%	10.9	-8%	123	-5%