

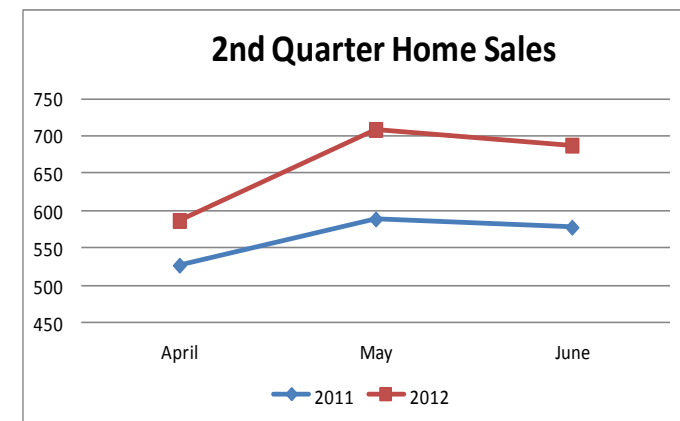
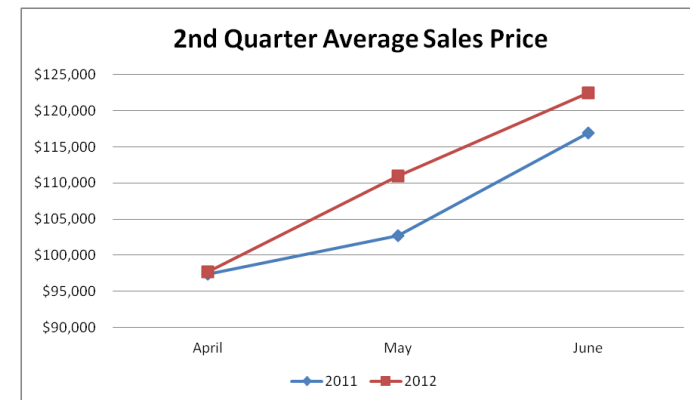
Local Market Update—2nd Quarter 2012

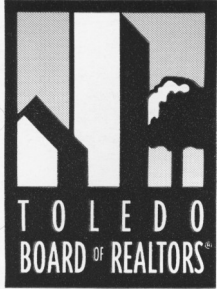
The following is a research tool provided by the Toledo Board of REALTORS® and is based on residential real estate data only. This representation is based in whole or in part on data supplied by the Toledo Board of REALTORS® and the Northwest Ohio Real Estate Information Systems' (NORIS) Multiple Listing 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 2nd Quarter of 2012

2nd quarter sales of single-family homes reported in Toledo and the surrounding area by the Toledo Board of REALTORS® totaled 1,986. This was an increase of 17% compared to the 2nd Quarter of 2011. Sales volume generated during this time period totaled \$220 million, leading to an average sales price of \$84,000. This represented an increase in average sales price of 6% compared to the 2nd quarter of 2011. 4,574 listings were added to the system during the 2nd quarter, which was statistically comparable to the 4,615 added during the 2nd quarter of 2011.

Entire MLS	2nd Quarter		
	2011	2012	+/-
Closed Sales	1,694	1,986	17%
Average Sales Price	\$105,930	\$110,967	5%
Median Sales price	\$79,550	\$84,000	6%
Average Price Per Square Foot	\$56.31	\$57.11	1%
% of Original List Price Received	93%	94%	1%
Average Days On Market Until Sale	130	120	-8%
Total Volume	\$180 million	\$200 million	23%
New Listings	4,615	4,574	—





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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 2nd Quarter 2011	564	443	460	153	39	19	12
Sold 2nd Quarter 2012	638	506	545	193	57	20	21
Difference	13%	14%	18%	26%	46%	5%	75%

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)	366	42%	118	11%	315	-8%	\$184,461	—	94%	—	9.5	23%	101	31%
Airport/Swanton (4)	112	20%	31	41%	73	30%	\$129,829	27%	94%	1	11.4	-20%	147	8%
Spring Meadows (5)	191	18%	71	39%	137	5%	\$171,126	7%	96%	-1	8.7	-10%	110	-2%
Monclova (6)	40	54%	14	75%	30	-19%	\$307,582	17%	99%	5	9.7	-31%	143	13%
Maumee (7)	249	36%	98	27%	176	-26%	\$209,636	1%	96%	2	7.9	-4%	107	25%
Whitehouse (8)	64	46%	24	26%	46	-22%	\$184,875	-18%	97%	3	10.1	40%	99	-16%
Waterville (10)	60	33%	27	93%	51	9%	\$187,900	-4%	96%	—	11.3	7%	106	-7%
Toledo (11—15 & 17)	1,581	27%	495	25%	1,019	3%	\$62,413	-6%	93%	—	9.6	1%	121	-5%
Ottawa Hills (16)	88	42%	35	133%	46	15%	\$315,490	5%	94%	4	9.1	-28%	150	-35%
Toledo (18-22)	536	17%	146	28%	340	-5%	\$18,201	-21%	95%	1	11.1	-10%	88	-24%
Heatherdowns (23)	314	34%	90	-54%	190	-20%	\$91,203	-5%	93%	-1	10.6	9%	115	7%
East River (24)	172	6%	50	6%	140	-1%	\$17,866	2%	94%	12	10.8	-13%	68	-16%
Oregon East Suburbs (25 & 26)	155	25%	63	66%	136	16%	\$112,327	-6%	97%	1	7.6	-22%	139	2%
Perrysburg & Rossford (53 & 54)	514	32%	178	5%	392	-8%	\$184,644	12%	96%	2	8.7	24%	120	3%
Entire MLS	6,464	24%	19,86	17%	4,574	—	\$110,967	5%	94%	1	9.8	5%	120	8