

Local Market Update—4th Quarter 2012

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Northwest Area Home Sales for the 4th Quarter of 2012

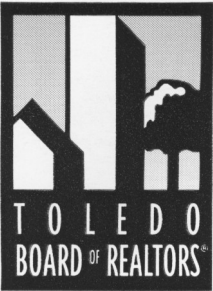
Sales of single-family homes reported in Toledo and the surrounding area by the Toledo Board of REALTORS® totaled 1,675. This was an increase of 5% compared to the same time period in 2011. Sales volume generated during this time period totaled \$177.3 million, leading to an average sales price of \$106,171. This represented an increase in average sales price of 10% compared to the same time period in 2011. 3,032 listings were added to the system during the time period, which was a decrease of 8% from 2011.

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 (current year)	551	435	471	142	44	18	11
Sold (previous year)	590	412	410	135	36	6	8
% Change	-7%	6%	15%	5%	22%	200%	38%

Entire MLS

Year to Date

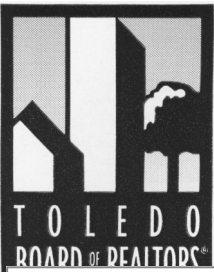
	2011	2012	+/-
Closed Sales	1,597	1,675	5%
Average Sales Price	\$96,229	\$106,171	10%
Median Sales price	\$73,000	\$81,000	11%
Average Price Per Square Foot	\$53	\$56	6%
% of Original List Price Received	93%	93%	—
Average Days On Market Until Sale	123	127	3%
New Listings	3,285	3,032	-8%
Total Volume (in '000s)	\$153,485	\$177,335	16%



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Area	Active Listings	Closed Sales	New Listings	Average Sales Price	% of List Price	Av. Days On Market
Sylvania (2 &3)	1,399	145	190	\$177,563	95%	140
Airport/Swanton (4)	490	33	46	\$116,366	98%	129
Spring Meadows (5)	579	54	69	\$155,025	94%	128
Monclova (6)	243	22	17	\$195,408	94%	103
Maumee (7)	898	84	112	\$182,135	96%	129
Whitehouse (8)	264	22	26	\$210,461	96%	119
Waterville (10)	287	29	44	\$180,667	95%	115
Toledo (11—15 & 17)	4,825	463	702	\$63,607	93%	122
Ottawa Hills (16)	248	12	34	\$242,730	92%	119
Toledo (18-22)	1,874	137	259	\$20,264	90%	90
Heatherdowns (23)	1,071	107	144	\$82,735	93%	139
East River (24)	591	40	91	\$14,969	88%	93
Oregon East Suburbs (25 & 26)	577	46	75	\$108,238	94%	112
Perrysburg & Rossford (53 & 54)	1,935	166	232	\$221,127	96%	142
Ottawa County (27 & 28)	700	56	59	\$115,392	93%	162
Sandusky County (29)	481	34	57	\$89,587	94%	164
Wood County (51, 52, 56 & 57)	788	54	98	\$110,112	93%	130
Bowling Green (55)	1,022	50	111	\$160,894	96%	107
Defiance (61)	850	46	76	\$85,183	92%	120
Defiance County (62—66)	875	69	79	\$124,783	97%	143
Pauling County (67-70)	462	30	58	\$68,705	88%	158
Henry County (72-75)	326	25	72	\$69,626	89%	153
Napoleon (76)	472	23	52	\$126,872	92%	121
Putnam County (78—80)	95	9	14	\$96,906	89%	114
Williams County (82-86 & 88-91)	865	55	90	\$67,949	91%	133
Bryan (87)	711	61	84	\$84,020	93%	107
Fulton County (93-95 & 97-99)	576	45	72	\$90,724	91%	123
Wauseon (96)	418	30	47	\$86,443	91%	145

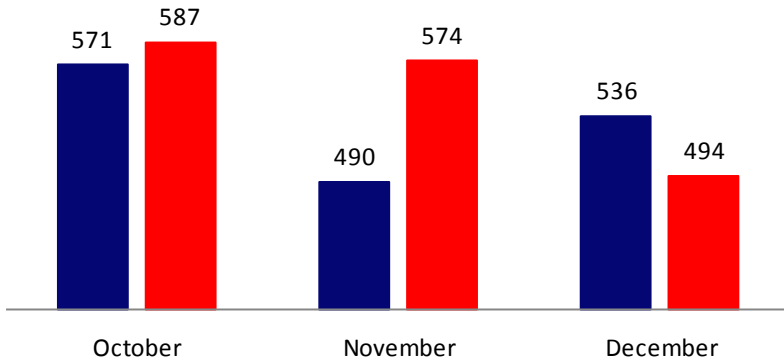


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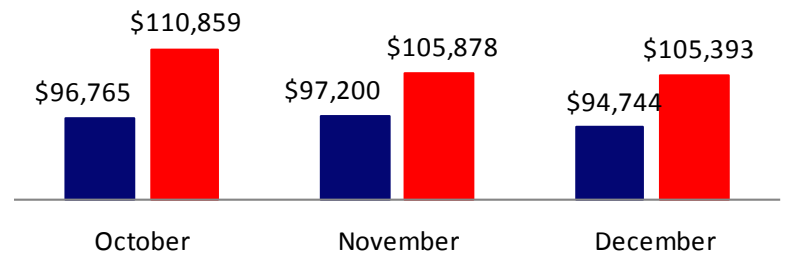
4th Quarter Home Sales

■ 2011 ■ 2012



4th Quarter Average Sales Price

■ 2011 ■ 2012

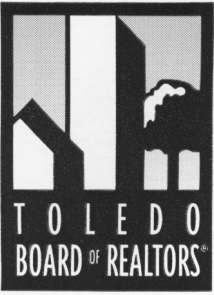


Inventory Supply Chart

For the Period Oct 1, 2012 to Dec 31, 2012

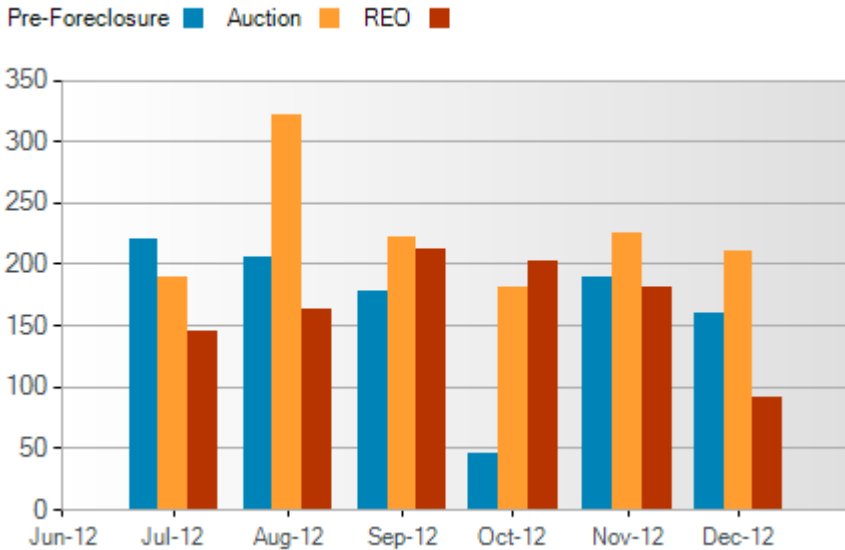
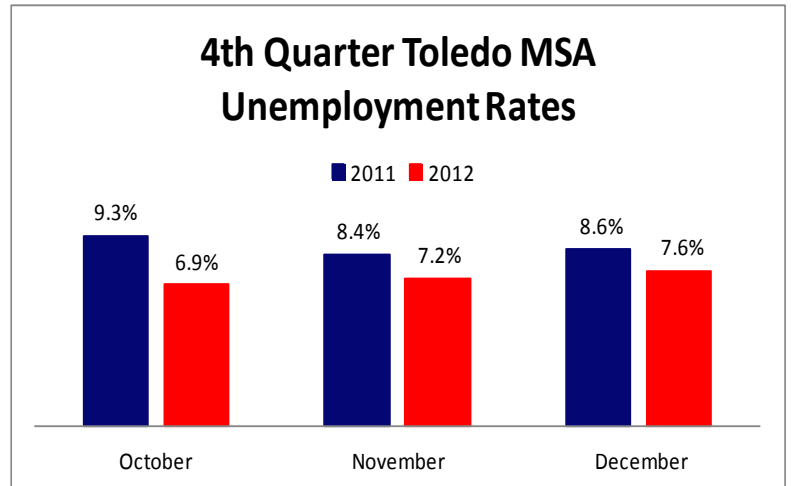
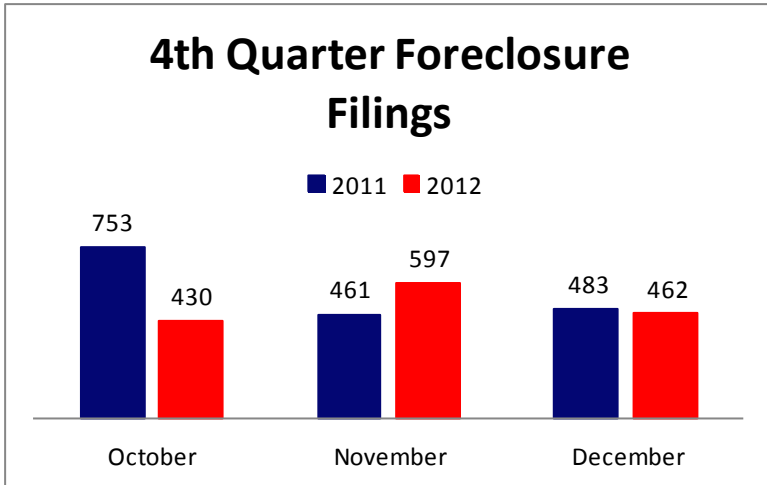
View:

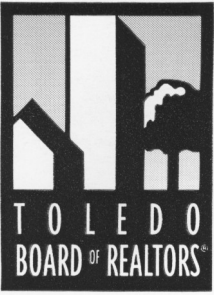




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