

December 2012
NORMLS/CRIS MONTHLY STATISTICS REPORT

Compiled by Mike Wright on January 11, 2013

|                            | Dec.12      | %Change<br>Nov.12 | Dec.11      | %Change<br>12/12-12/11 | YTD '12       | YTD '11       | YTD '12 - '11<br>Change (%) |
|----------------------------|-------------|-------------------|-------------|------------------------|---------------|---------------|-----------------------------|
| Single Family              |             |                   |             |                        |               |               |                             |
| New Listings               | 2,690       | (20.4%)           | 2,981       | (9.8%)                 | 56,570        | 58,761        | (3.7%)                      |
| Sold Listings              | 2,491       | (1.3%)            | 2,474       | 0.7%                   | 33,264        | 29,334        | 13.4%                       |
| \$ Volume - Sold Listings  | 333,515,186 | 1.9%              | 298,389,593 | 11.8%                  | 4,323,397,007 | 3,558,095,781 | 21.5%                       |
| Average Sale Price (\$)    | 133,888     | 3.2%              | 120,610     | 11.0%                  | 129,972       | 121,296       | 7.2%                        |
| High Sale Price (\$)       | 1,324,560   | 20.4%             | 2,460,000   | (46.2%)                | 4,175,000     | 3,925,000     | 6.4%                        |
| Low Sale Price (\$)        | 1,000       | (12.9%)           | 2,000       | (50.0%)                | 500           | 500           | 0.0%                        |
| Average Market Time (days) | 103         | (1.0%)            | 114         | (9.6%)                 | 106           | 107           | (0.9%)                      |
|                            |             |                   |             |                        |               |               |                             |
|                            | Dec.12      | %Change           | Dec.11      | %Change                | YTD '12       | YTD '11       | YTD '12 - '11               |
|                            |             | Nov.12            |             | 12/12-12/11            |               |               | Change (%)                  |
| Condominium                |             |                   |             |                        |               |               |                             |
| New Listings               | 292         | (15.1%)           | 283         | 3.2%                   | 6,315         | 6,907         | (8.6%)                      |
| Sold Listings              | 266         | (11.3%)           | 222         | 19.8%                  | 3,733         | 2,955         | 26.3%                       |
| \$ Volume - Sold Listings  | 32,557,131  | (15.6%)           | 23,837,588  | 36.6%                  | 427,507,689   | 334,123,718   | 27.9%                       |
| Average Sale Price (\$)    | 122,395     | (4.8%)            | 107,377     | 14.0%                  | 114,521       | 113,071       | 1.3%                        |
| High Sale Price (\$)       | 788,000     | (28.4%)           | 1,004,347   | (21.5%)                | 1,100,000     | 1,450,000     | (24.1%)                     |
| Low Sale Price (\$)        | 11,000      | 57.1%             | 2,500       | 340.0%                 | 550           | 585           | (6.0%)                      |
| Average Market Time (days) | 159         | 16.1%             | 147         | 8.2%                   | 158           | 153           | 3.3%                        |
|                            |             |                   |             |                        |               |               |                             |
|                            | Dec.12      | %Change           | Dec.11      | %Change                | YTD '12       | YTD '11       | YTD '12 - '11               |
|                            |             | Nov.12            |             | 12/12-12/11            |               |               | Change (%)                  |
| All Property Types         |             |                   |             |                        |               |               |                             |
| New Listings               | 3,549       | (18.9%)           | 3,875       | (8.4%)                 | 73,290        | 76,358        | (4.0%)                      |
| Sold Listings              | 2,997       | (2.7%)            | 2,967       | 1.0%                   | 39,969        | 34,817        | 14.8%                       |
| \$ Volume - Sold Listings  | 386,135,557 | 0.7%              | 345,429,416 | 11.8%                  | 4,966,314,049 | 4,076,676,967 | 21.8%                       |
| Average Sale Price (\$)    | 128,841     | 3.5%              | 116,424     | 10.7%                  | 124,755       | 117,089       | 6.5%                        |
| High Sale Price (\$)       | 1,324,560   | 19.4%             | 2,460,000   | (46.2%)                | 4,280,000     | 3,925,000     | 9.0%                        |
| Low Sale Price (\$)        | 500         | 0.0%              | 950         | (47.4%)                | 500           | 500           | 0.0%                        |
| Average Market Time (days) | 112         | 0.9%              | 125         | (10.4%)                | 116           | 116           | 0.0%                        |

<sup>&</sup>quot;All Property Types" include Single Family, Condominium, Multi-Family, Land, and Commercial For Sale property types.

These Statistics include listings submitted by participating brokers. These listings are located in the NORMLS and CRIS primary counties which are: Ashtabula, Carroll, Columbiana, Coshocton, Cuyahoga, Geauga, Lake, Lorain, Mahoning, Medina, Portage, Stark, Summit, Trumbull, and Tuscarawas Counties.