



Northern Ohio Regional
Multiple Listing Service



Zanesville MLS

Cambridge MLS

Economic and Market Watch Report

1st Quarter, 2010



Northeast Ohio Real Estate Exchange

*Click on a County to view economic and real estate information at the county and zip code level

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NorthEast Ohio Real Estate Exchange **Economic and Market Watch Report**

NEORHEX (NorthEast Ohio Real Estate Exchange) is an Internet-based MLS system which houses the largest compilation of properties in Ohio. The compilation consists of properties from 14 REALTOR Associations serving approximately 10500 agents in 20 primary counties.

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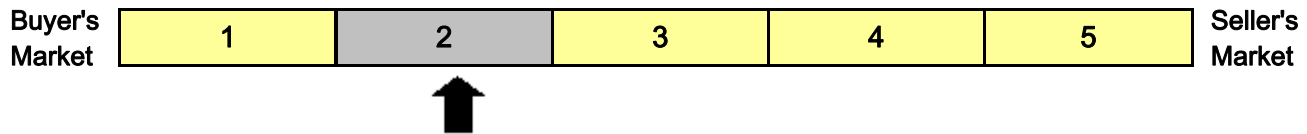
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Ashtabula County, OH



Labor Market :

Employment declined by 421 jobs in January and February. The job losses brought about an increase in the average monthly unemployment rate from 13.4% in the fourth quarter to 15.3% for the initial two months of the first quarter. Job losses are ticking upwards, creating a drag on buyer confidence and demand in Ashtabula County. However, historically low mortgage rates have created a favorable buying environment for those with a job.

Housing Market :

	Q4' 09	Q1' 10	Q2' 10 (Forecast)
Average Price	\$80,600	\$91,600	↔
# Homes on the Market *	577	471	↑
# Homes Sold **	188	109	↔
# New Homes Built ***	17	3	↑
Avg # of Days on Market	112	126	↑

* Available as of Mar. 31, 2010.

** May not add to total of zip codes.

*** During the first two months of 1st quarter.

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44003	\$52,500	26.51%	4	-33.33%	119	83.9%
44004	\$91,200	128.00%	42	-39.13%	152	90.6%
44010	\$111,600	-8.22%	3	-25.00%	102	90.7%
44030	\$80,900	41.68%	18	5.88%	111	90.6%
44041	\$116,300	26.14%	13	-58.06%	47	97.5%
44047	\$102,300	36.40%	8	-11.11%	170	98.5%
44048	\$94,900	-28.65%	4	100.00%	101	89.1%
44068	\$115,000	58.62%	1	-50.00%	122	95.9%

*** % Change of current quarter compared to the same quarter to year ago.



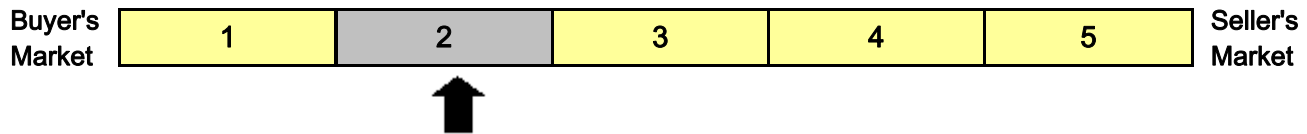
Ashtabula County, OH

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44076	\$121,000	159.66%	2	-60.00%	188	94.2%
44082	\$100,500	737.50%	2	100.00%	26	92.2%
44084	\$55,400	-49.59%	4	-66.67%	112	92.6%
44085	\$99,500	-4.78%	4	-42.86%	161	87.9%
44093	\$59,600	-3.09%	3	-25.00%	169	89.0%
44099	\$82,000	-40.79%	1	-75.00%	101	91.6%

*** % Change of current quarter compared to the same quarter to year ago.

Cuyahoga County, OH



Labor Market :

Employment declined by 11,505 jobs in January and February. The job losses brought about an increase in the average monthly unemployment rate from 8.9% in the fourth quarter to 10.4% for the initial two months of the first quarter. Job losses are ticking upwards, creating a drag on buyer confidence and demand in Cuyahoga County. However, historically low mortgage rates have created a favorable buying environment for those with a job.

Housing Market :

	Q4' 09	Q1' 10	Q2' 10 (Forecast)
Average Price	\$121,600	\$125,500	↔
# Homes on the Market *	6,599	5,172	↑
# Homes Sold **	2,999	1,583	↔
# New Homes Built ***	109	57	↑
Avg # of Days on Market	99	117	↑

* Available as of Mar. 31, 2010.

** May not add to total of zip codes.

*** During the first two months of 1st quarter.

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44017	\$128,900	47.48%	27	0.00%	147	93.9%
44022	\$320,000	-3.15%	25	47.06%	158	90.4%
44040	\$518,700	-9.10%	4	-20.00%	117	81.7%
44070	\$111,600	-0.45%	41	-12.77%	146	95.0%
44102	\$79,600	36.30%	26	-56.67%	123	97.4%
44103	\$8,000	-72.41%	1	-94.44%	55	89.9%
44104	\$17,100	31.54%	5	-77.27%	87	74.6%
44105	\$29,500	178.30%	36	-55.56%	101	92.7%

*** % Change of current quarter compared to the same quarter to year ago.

Cuyahoga County, OH

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44106	\$223,800	-3.66%	21	61.54%	173	89.2%
44107	\$100,400	-2.52%	67	9.84%	119	93.8%
44108	\$110,200	48.12%	17	-51.43%	148	90.2%
44109	\$49,400	61.97%	41	-42.25%	98	94.2%
44110	\$32,000	140.60%	8	-74.19%	75	93.4%
44111	\$60,200	13.37%	64	-13.51%	79	95.1%
44112	\$24,200	59.21%	18	-58.14%	85	95.0%
44113	\$163,900	-11.83%	17	41.67%	143	95.2%
44114	\$420,000	N/A	1	N/A	9	93.3%
44115	\$39,000	-17.02%	1	0.00%	19	97.5%
44116	\$216,600	4.59%	30	-6.25%	126	90.8%
44117	\$49,900	39.39%	14	-36.36%	87	92.9%
44118	\$111,300	50.81%	79	-9.20%	123	91.0%
44119	\$36,600	-9.63%	23	-36.11%	79	91.9%
44120	\$139,100	93.19%	35	-12.50%	155	93.0%
44121	\$64,900	19.08%	66	-16.46%	103	92.2%
44122	\$219,500	37.79%	55	-11.29%	139	92.1%
44123	\$48,600	53.80%	32	-40.74%	108	92.2%
44124	\$194,400	10.64%	72	-14.29%	127	91.5%
44125	\$36,300	-8.10%	38	-38.71%	120	89.5%
44126	\$118,300	-9.14%	22	10.00%	176	93.3%
44127	\$2,900	-60.81%	3	-72.73%	46	64.8%
44128	\$38,900	25.48%	24	-64.18%	52	90.5%
44129	\$101,200	22.22%	41	-8.89%	86	95.8%
44130	\$114,800	12.66%	54	-23.94%	99	94.7%
44131	\$179,700	1.35%	31	29.17%	103	94.0%
44132	\$45,100	-16.17%	20	-47.37%	113	91.8%
44133	\$171,000	-4.58%	43	34.38%	132	93.1%
44134	\$94,600	15.93%	51	-28.17%	105	93.8%
44135	\$56,300	24.28%	34	-52.11%	70	94.0%
44136	\$168,700	-13.80%	29	7.41%	135	95.3%
44137	\$28,700	9.96%	48	-47.83%	95	91.8%
44138	\$129,500	5.37%	25	-37.50%	162	91.6%
44139	\$269,300	0.07%	30	-18.92%	172	94.4%
44140	\$246,200	33.73%	36	16.13%	115	95.3%
44141	\$236,800	-10.27%	15	-11.76%	178	93.4%

*** % Change of current quarter compared to the same quarter to year ago.



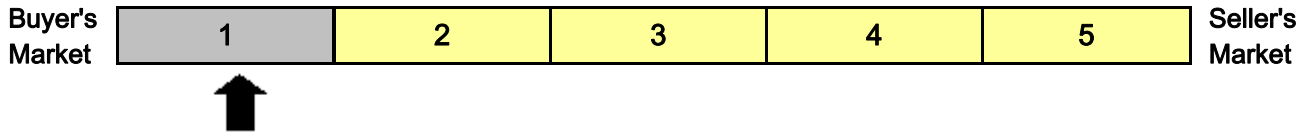
Cuyahoga County, OH

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44142	\$103,100	13.92%	20	-25.93%	71	94.8%
44143	\$160,600	12.86%	33	-2.94%	130	93.9%
44144	\$68,900	15.60%	28	-20.00%	111	92.6%
44145	\$242,800	5.84%	48	20.00%	143	92.9%
44146	\$89,600	93.52%	34	-32.00%	133	92.5%
44147	\$230,700	45.55%	24	20.00%	143	93.1%
44149	\$201,500	-1.80%	26	8.33%	97	96.8%

*** % Change of current quarter compared to the same quarter to year ago.

Geauga County, OH



Labor Market :

Employment declined by 631 jobs in January and February. The job losses brought about an increase in the average monthly unemployment rate from 7.4% in the fourth quarter to 9.9% for the initial two months of the first quarter. Job losses are ticking upwards, creating a drag on buyer confidence and demand in Geauga County. However, historically low mortgage rates have created a favorable buying environment for those with a job.

Housing Market :

	Q4' 09	Q1' 10	Q2' 10 (Forecast)
Average Price	\$230,400	\$221,800	↔
# Homes on the Market *	612	524	↑
# Homes Sold **	166	97	↔
# New Homes Built ***	20	5	↑
Avg # of Days on Market	122	175	↑

* Available as of Mar. 31, 2010.

** May not add to total of zip codes.

*** During the first two months of 1st quarter.

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44021	\$225,800	144.11%	3	200.00%	106	94.2%
44022	\$329,700	57.75%	9	0.00%	218	90.1%
44023	\$302,500	8.07%	25	56.25%	204	92.8%
44024	\$216,000	8.76%	20	-23.08%	169	91.3%
44026	\$166,300	-24.10%	15	36.36%	199	89.6%
44046	\$90,000	-27.18%	3	-40.00%	100	97.7%
44057	\$184,900	N/A	1	N/A	224	125.8%
44062	\$120,800	7.66%	6	-14.29%	117	97.1%

*** % Change of current quarter compared to the same quarter to year ago.



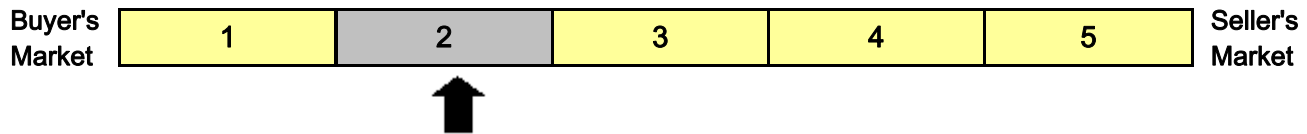
Geauga County, OH

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44064	\$74,900	-63.25%	3	50.00%	90	92.1%
44065	\$115,000	29.36%	3	-57.14%	144	96.1%
44072	\$247,200	-10.11%	5	150.00%	203	93.5%
44086	\$101,300	-35.89%	2	0.00%	58	88.6%
44234	\$151,000	N/A	2	N/A	83	92.1%

*** % Change of current quarter compared to the same quarter to year ago.

Lake County, OH



Labor Market :

Employment declined by 965 jobs in January and February. The job losses brought about an increase in the average monthly unemployment rate from 8.4% in the fourth quarter to 10.4% for the initial two months of the first quarter. Job losses are ticking upwards, creating a drag on buyer confidence and demand in Lake County. However, historically low mortgage rates have created a favorable buying environment for those with a job.

Housing Market :

	Q4' 09	Q1' 10	Q2' 10 (Forecast)
Average Price	\$141,500	\$132,200	↔
# Homes on the Market *	1,425	1,134	↑
# Homes Sold **	604	315	↔
# New Homes Built ***	68	45	↑
Avg # of Days on Market	106	134	↑

* Available as of Mar. 31, 2010.

** May not add to total of zip codes.

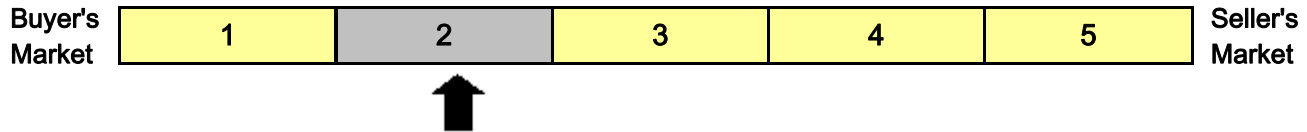
*** During the first two months of 1st quarter.

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44057	\$128,700	36.05%	36	-7.69%	119	95.8%
44060	\$143,700	12.97%	79	-15.05%	107	93.4%
44077	\$120,800	-8.76%	86	-23.89%	129	94.4%
44081	\$177,500	31.77%	6	-50.00%	117	93.3%
44092	\$116,100	43.51%	19	-9.52%	127	92.6%
44094	\$162,800	6.47%	47	56.67%	169	93.8%
44095	\$103,700	-12.64%	42	-35.38%	175	93.4%

*** % Change of current quarter compared to the same quarter to year ago.

Lorain County, OH



Labor Market :

Employment declined by 550 jobs in January and February. The job losses brought about an increase in the average monthly unemployment rate from 9.8% in the fourth quarter to 11.3% for the initial two months of the first quarter. Job losses are ticking upwards, creating a drag on buyer confidence and demand in Lorain County. However, historically low mortgage rates have created a favorable buying environment for those with a job.

Housing Market :

	Q4' 09	Q1' 10	Q2' 10 (Forecast)
Average Price	\$133,200	\$130,600	↔
# Homes on the Market *	1,462	1,188	↑
# Homes Sold **	715	315	↔
# New Homes Built ***	140	70	↑
Avg # of Days on Market	93	122	↑

* Available as of Mar. 31, 2010.

** May not add to total of zip codes.

*** During the first two months of 1st quarter.

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44001	\$154,700	1.38%	19	-26.92%	129	94.5%
44011	\$257,400	6.06%	27	22.73%	130	96.3%
44012	\$227,800	-4.29%	39	39.29%	127	95.1%
44028	\$72,100	-55.33%	4	-20.00%	43	100.7%
44035	\$71,000	23.91%	69	-44.80%	135	91.8%
44039	\$147,200	9.69%	44	-22.81%	136	95.2%
44044	\$168,700	52.53%	12	-20.00%	197	95.9%
44050	\$175,400	104.43%	4	-55.56%	119	97.0%

*** % Change of current quarter compared to the same quarter to year ago.

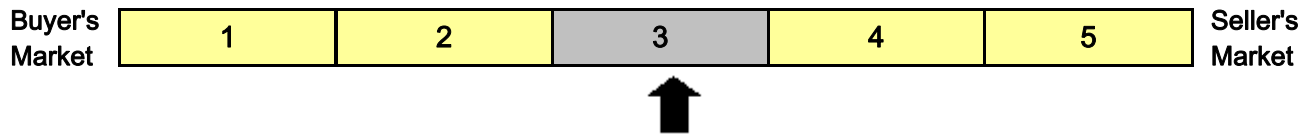
Lorain County, OH

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44052	\$38,200	13.35%	18	-73.53%	68	86.2%
44053	\$92,000	12.75%	22	-4.35%	127	94.8%
44054	\$116,500	42.25%	17	-51.43%	77	97.0%
44055	\$35,000	35.66%	14	-67.44%	89	95.9%
44074	\$99,200	1.85%	8	14.29%	74	96.9%
44089	\$126,200	30.10%	9	80.00%	142	91.0%
44090	\$93,200	-15.96%	7	-36.36%	75	93.7%
44149	\$35,000	N/A	1	N/A	43	81.6%
44851	\$177,000	N/A	1	N/A	463	93.7%

*** % Change of current quarter compared to the same quarter to year ago.

Medina County, OH



Labor Market :

Employment declined by 239 jobs in January and February. The job losses brought about an increase in the average monthly unemployment rate from 7.9% in the fourth quarter to 9.9% for the initial two months of the first quarter. Job losses are ticking upwards, creating a drag on buyer confidence and demand in Medina County. However, historically low mortgage rates have created a favorable buying environment for those with a job.

Housing Market :

	Q4' 09	Q1' 10	Q2' 10 (Forecast)
Average Price	\$174,000	\$178,000	↔
# Homes on the Market *	922	704	↑
# Homes Sold **	458	247	↔
# New Homes Built ***	144	55	↑
Avg # of Days on Market	102	125	↑

* Available as of Mar. 31, 2010.

** May not add to total of zip codes.

*** During the first two months of 1st quarter.

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44028	\$127,000	N/A	1	N/A	218	94.1%
44212	\$147,500	-4.90%	63	36.96%	145	95.4%
44215	\$91,700	-27.11%	3	0.00%	151	94.2%
44217	\$70,000	N/A	1	N/A	53	89.9%
44233	\$347,500	21.38%	4	-60.00%	115	95.9%
44235	\$277,500	108.65%	2	100.00%	73	90.2%
44251	\$204,000	N/A	2	N/A	205	91.7%
44253	\$162,500	-19.23%	2	-50.00%	148	92.9%

*** % Change of current quarter compared to the same quarter to year ago.

Medina County, OH

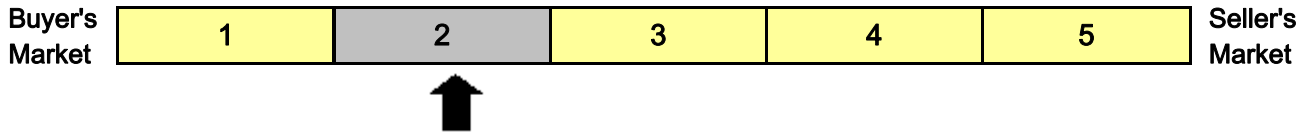
Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44254	\$121,500	36.36%	1	-87.50%	64	93.5%
44256	\$208,900	5.61%	94	1.08%	123	93.8%
44270	\$32,000	N/A	1	N/A	103	80.2%
44273	\$129,300	4.27%	9	28.57%	107	93.1%
44275	\$248,800	378.46%	2	100.00%	151	90.5%
44280	\$254,000	31.61%	1	-80.00%	313	94.1%
44281	\$159,900	13.40%	60	17.65%	108	94.5%
44287	\$215,000	175.64%	1	0.00%	137	97.8%

*** % Change of current quarter compared to the same quarter to year ago.



Carroll County, OH



Labor Market :

Employment declined by 456 jobs in January and February. The job losses brought about an increase in the average monthly unemployment rate from 13.6% in the fourth quarter to 16.4% for the initial two months of the first quarter. Job losses are ticking upwards, creating a drag on buyer confidence and demand in Carroll County. However, historically low mortgage rates have created a favorable buying environment for those with a job.

Housing Market :

	Q4' 09	Q1' 10	Q2' 10 (Forecast)
Average Price	\$128,700	\$114,500	↓
# Homes on the Market *	117	96	↑
# Homes Sold **	37	20	↓
# New Homes Built ***	0	0	↑
Avg # of Days on Market	89	130	↑

* Available as of Mar. 31, 2010.

** May not add to total of zip codes.

*** During the first two months of 1st quarter.

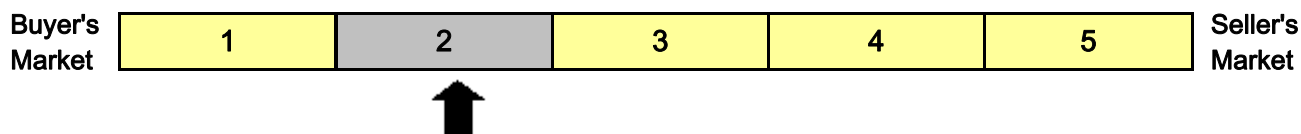
Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44615	\$93,400	61.87%	8	33.33%	143	91.4%
44620	\$57,300	-47.19%	3	0.00%	100	83.2%
44639	\$60,000	N/A	1	N/A	55	81.2%
44644	\$320,600	166.28%	3	-40.00%	176	87.5%
44657	\$27,900	-24.39%	2	-60.00%	124	93.8%
44675	\$97,700	56.32%	3	-40.00%	108	91.4%

*** % Change of current quarter compared to the same quarter to year ago.



Columbiana County, OH



Labor Market :

Employment declined by 926 jobs in January and February. The job losses brought about an increase in the average monthly unemployment rate from 13.1% in the fourth quarter to 14.7% for the initial two months of the first quarter. Job losses are ticking upwards, creating a drag on buyer confidence and demand in Columbiana County. However, historically low mortgage rates have created a favorable buying environment for those with a job.

Housing Market :

	Q4' 09	Q1' 10	Q2' 10 (Forecast)
Average Price	\$84,700	\$85,400	↔
# Homes on the Market *	468	368	↑
# Homes Sold **	163	105	↔
# New Homes Built ***	6	0	↑
Avg # of Days on Market	134	131	↑

* Available as of Mar. 31, 2010.

** May not add to total of zip codes.

*** During the first two months of 1st quarter.

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
43920	\$75,000	34.89%	15	50.00%	90	95.7%
43945	\$9,700	-68.20%	2	0.00%	40	97.0%
43968	\$55,600	50.27%	5	-37.50%	156	96.4%
44408	\$114,500	-20.65%	12	20.00%	174	92.2%
44413	\$93,200	30.17%	12	71.43%	128	96.1%
44423	\$69,500	3.27%	2	-33.33%	123	94.2%
44427	\$149,900	74.30%	2	0.00%	120	93.8%
44431	\$96,300	57.10%	5	-28.57%	83	93.9%

*** % Change of current quarter compared to the same quarter to year ago.



Columbiana County, OH

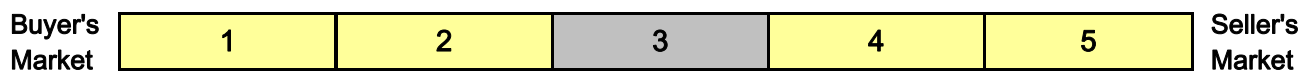
Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44432	\$76,700	121.68%	8	-33.33%	89	91.8%
44441	\$140,200	-45.97%	3	200.00%	285	91.8%
44445	\$104,400	32.49%	5	25.00%	270	92.2%
44460	\$77,500	42.20%	26	-36.59%	130	91.8%
44609	\$63,000	64.49%	1	-50.00%	185	105.2%
44625	\$17,500	-40.27%	1	-50.00%	165	62.7%
44634	\$78,000	N/A	1	N/A	49	97.6%
44657	\$80,100	74.13%	5	150.00%	87	95.9%

*** % Change of current quarter compared to the same quarter to year ago.



Coshocton County, OH



Labor Market :

Employment declined by 514 jobs in January and February. The job losses brought about an increase in the average monthly unemployment rate from 12.7% in the fourth quarter to 15% for the initial two months of the first quarter. Job losses are ticking upwards, creating a drag on buyer confidence and demand in Coshocton County. However, historically low mortgage rates have created a favorable buying environment for those with a job.

Housing Market :

	Q4' 09	Q1' 10	Q2' 10 (Forecast)
Average Price	\$79,700	\$68,000	↔
# Homes on the Market *	115	82	↑
# Homes Sold **	40	35	↔
# New Homes Built ***	0	0	↑
Avg # of Days on Market	108	101	↑

* Available as of Mar. 31, 2010.

** May not add to total of zip codes.

*** During the first two months of 1st quarter.

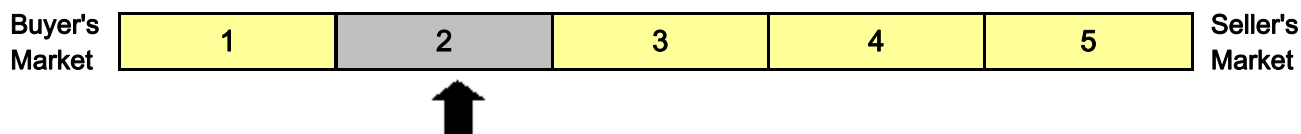
Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
43812	\$52,300	-3.33%	24	0.00%	77	89.6%
43821	\$265,000	N/A	1	N/A	271	89.8%
43822	\$91,500	N/A	1	N/A	55	96.3%
43824	\$72,300	-13.93%	2	100.00%	117	89.5%
43836	\$75,000	N/A	1	N/A	189	88.2%
43844	\$90,000	-5.96%	1	-66.67%	182	90.1%
43845	\$91,900	19.51%	5	-44.44%	155	93.9%

*** % Change of current quarter compared to the same quarter to year ago.



Mahoning County, OH



Labor Market :

Employment declined by 296 jobs in January and February. The job losses brought about an increase in the average monthly unemployment rate from 12.6% in the fourth quarter to 13.6% for the initial two months of the first quarter. Job losses are ticking upwards, creating a drag on buyer confidence and demand in Mahoning County. However, historically low mortgage rates have created a favorable buying environment for those with a job.

Housing Market :

	Q4' 09	Q1' 10	Q2' 10 (Forecast)
Average Price	\$95,900	\$83,600	↔
# Homes on the Market *	1,347	1,061	↑
# Homes Sold **	484	305	↔
# New Homes Built ***	28	7	↑
Avg # of Days on Market	110	138	↑

* Available as of Mar. 31, 2010.

** May not add to total of zip codes.

*** During the first two months of 1st quarter.

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44401	\$178,200	107.45%	3	-25.00%	63	95.5%
44405	\$44,200	70.00%	13	-27.78%	119	87.5%
44406	\$167,200	-16.61%	31	-8.82%	149	93.4%
44412	\$200,000	N/A	1	N/A	367	93.1%
44425	\$65,000	N/A	1	N/A	31	100.2%
44429	\$112,400	75.35%	4	0.00%	188	89.8%
44436	\$20,700	-25.00%	4	0.00%	49	80.4%
44440	\$72,500	-41.53%	1	-50.00%	69	90.7%

*** % Change of current quarter compared to the same quarter to year ago.



Mahoning County, OH

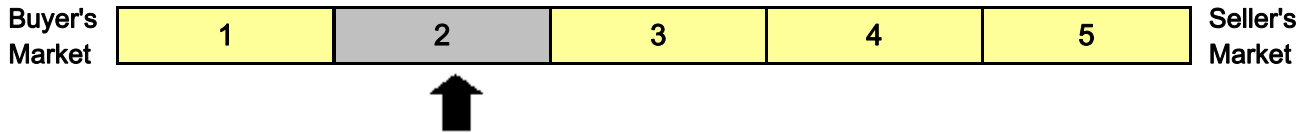
Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44442	\$136,600	67.61%	9	350.00%	208	90.1%
44451	\$195,500	21.43%	1	-50.00%	77	95.1%
44452	\$130,000	2.85%	1	-80.00%	459	93.5%
44454	\$96,300	505.66%	2	100.00%	154	100.0%
44460	\$89,900	-23.55%	7	133.33%	113	86.4%
44471	\$47,100	-30.01%	9	-57.14%	130	90.3%
44502	\$13,800	2.99%	13	-59.38%	101	77.0%
44504	\$24,300	-59.50%	5	25.00%	379	83.9%
44505	\$12,200	-64.53%	7	75.00%	87	73.6%
44506	\$3,900	N/A	1	N/A	41	65.0%
44507	\$14,900	115.94%	4	-42.86%	50	86.3%
44509	\$21,000	-4.55%	16	-30.43%	142	77.5%
44510	\$53,500	75.99%	1	-50.00%	333	100.0%
44511	\$58,300	19.47%	32	3.23%	125	91.1%
44512	\$90,400	10.92%	49	-23.44%	132	93.4%
44514	\$130,900	8.00%	31	-27.91%	153	93.1%
44515	\$83,000	14.64%	44	-2.22%	153	94.8%
44601	\$13,700	-84.99%	2	0.00%	45	91.5%
44609	\$44,100	106.07%	2	-50.00%	63	97.9%
44672	\$53,500	19.15%	11	22.22%	83	92.4%

*** % Change of current quarter compared to the same quarter to year ago.



Portage County, OH



Labor Market :

Employment declined by 2,202 jobs in January and February. The job losses brought about an increase in the average monthly unemployment rate from 10% in the fourth quarter to 11.9% for the initial two months of the first quarter. Job losses are ticking upwards, creating a drag on buyer confidence and demand in Portage County. However, historically low mortgage rates have created a favorable buying environment for those with a job.

Housing Market :

	Q4' 09	Q1' 10	Q2' 10 (Forecast)
Average Price	\$145,100	\$148,000	↓
# Homes on the Market *	713	568	↑
# Homes Sold **	291	161	↓
# New Homes Built ***	26	12	↑
Avg # of Days on Market	121	130	↑

* Available as of Mar. 31, 2010.

** May not add to total of zip codes.

*** During the first two months of 1st quarter.

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44201	\$153,600	130.63%	4	-20.00%	293	88.2%
44202	\$231,800	24.02%	26	13.04%	123	95.2%
44231	\$82,500	8.55%	1	-87.50%	12	85.1%
44234	\$176,100	N/A	7	N/A	157	94.2%
44240	\$152,800	28.19%	40	-18.37%	126	94.5%
44241	\$130,800	-15.28%	23	-8.00%	112	95.9%
44255	\$146,000	13.80%	2	-75.00%	430	95.0%
44260	\$167,100	12.75%	13	0.00%	81	92.1%

*** % Change of current quarter compared to the same quarter to year ago.



Portage County, OH

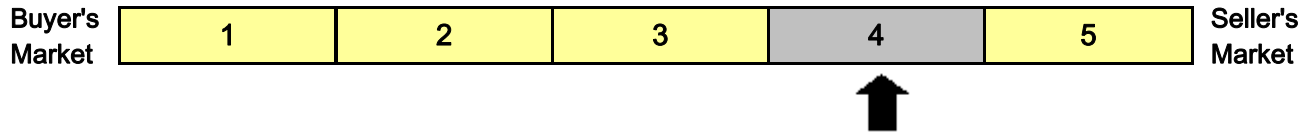
Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44266	\$96,800	24.90%	32	-33.33%	101	93.6%
44272	\$107,000	15.80%	4	-42.86%	174	95.0%
44411	\$111,100	59.86%	4	300.00%	334	85.9%
44412	\$74,700	-6.27%	4	-20.00%	164	93.8%
44449	\$24,000	-87.03%	1	0.00%	27	120.6%

*** % Change of current quarter compared to the same quarter to year ago.



Stark County, OH



Labor Market :

Employment declined by 5,638 jobs in January and February. The job losses brought about an increase in the average monthly unemployment rate from 11.7% in the fourth quarter to 13.5% for the initial two months of the first quarter. Job losses are ticking upwards, creating a drag on buyer confidence and demand in Stark County. However, historically low mortgage rates have created a favorable buying environment for those with a job.

Housing Market :

	Q4' 09	Q1' 10	Q2' 10 (Forecast)
Average Price	\$106,200	\$97,400	↓
# Homes on the Market *	1,538	1,021	↑
# Homes Sold **	952	555	↓
# New Homes Built ***	65	24	↑
Avg # of Days on Market	80	108	↑

* Available as of Mar. 31, 2010.

** May not add to total of zip codes.

*** During the first two months of 1st quarter.

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44216	\$140,000	-1.27%	1	-50.00%	83	87.6%
44260	\$145,000	32.42%	2	100.00%	99	95.2%
44601	\$57,200	0.70%	45	-6.25%	144	91.6%
44608	\$23,500	-44.05%	3	200.00%	33	89.4%
44613	\$61,200	143.82%	5	150.00%	107	92.7%
44614	\$137,200	13.20%	19	-17.39%	100	94.0%
44626	\$136,200	106.68%	1	-83.33%	267	97.4%
44632	\$122,500	5.33%	15	114.29%	125	95.5%

*** % Change of current quarter compared to the same quarter to year ago.



Stark County, OH

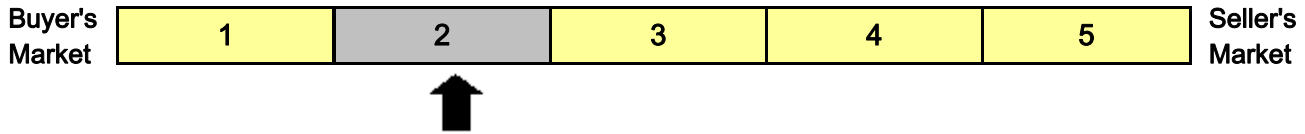
Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44634	\$119,000	N/A	1	N/A	85	99.2%
44641	\$116,800	3.64%	27	8.00%	113	95.0%
44643	\$42,000	-46.90%	1	-66.67%	35	93.5%
44646	\$110,400	-7.30%	70	-9.09%	106	94.5%
44647	\$58,000	1.93%	23	-43.90%	80	94.9%
44657	\$64,600	23.28%	6	0.00%	98	91.2%
44662	\$54,800	-12.18%	3	-66.67%	49	91.4%
44666	\$105,500	-22.14%	2	-50.00%	198	92.5%
44669	\$204,700	98.35%	2	-33.33%	114	92.2%
44685	\$173,100	18.16%	24	26.32%	110	96.5%
44688	\$99,500	126.65%	2	-60.00%	76	93.5%
44703	\$29,100	41.95%	11	-47.62%	86	88.5%
44704	\$6,100	-74.48%	2	-60.00%	97	74.6%
44705	\$29,600	4.96%	32	-25.58%	80	88.2%
44706	\$60,300	42.89%	26	-29.73%	68	91.2%
44707	\$17,900	30.66%	8	0.00%	99	78.5%
44708	\$89,200	-3.46%	44	-21.43%	103	92.8%
44709	\$122,600	15.99%	32	0.00%	119	94.6%
44710	\$37,700	-11.92%	18	-21.74%	85	91.8%
44714	\$59,200	16.54%	22	-24.14%	93	94.3%
44718	\$165,000	-9.44%	18	20.00%	186	93.3%
44720	\$150,500	11.98%	57	23.91%	114	93.8%
44721	\$128,800	-18.33%	23	35.29%	139	95.8%
44730	\$86,800	85.47%	10	-23.08%	110	93.5%

*** % Change of current quarter compared to the same quarter to year ago.



Summit County, OH



Labor Market :

Employment declined by 7,731 jobs in January and February. The job losses brought about an increase in the average monthly unemployment rate from 10.2% in the fourth quarter to 11.7% for the initial two months of the first quarter. Job losses are ticking upwards, creating a drag on buyer confidence and demand in Summit County. However, historically low mortgage rates have created a favorable buying environment for those with a job.

Housing Market :

	Q4' 09	Q1' 10	Q2' 10 (Forecast)
Average Price	\$127,200	\$126,600	↓
# Homes on the Market *	2,898	2,263	↑
# Homes Sold **	1,363	706	↓
# New Homes Built ***	58	31	↑
Avg # of Days on Market	104	117	↑

* Available as of Mar. 31, 2010.

** May not add to total of zip codes.

*** During the first two months of 1st quarter.

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44056	\$199,600	2.89%	23	76.92%	130	95.7%
44067	\$171,500	22.06%	39	50.00%	149	96.1%
44087	\$189,200	-3.67%	25	-28.57%	154	93.7%
44202	\$180,000	N/A	1	N/A	134	94.7%
44203	\$88,900	63.42%	25	-68.35%	109	94.0%
44216	\$77,300	-31.11%	8	-42.86%	72	97.4%
44221	\$86,300	6.67%	48	-18.64%	100	95.9%
44223	\$146,100	10.93%	25	-21.88%	103	94.6%

*** % Change of current quarter compared to the same quarter to year ago.



Summit County, OH

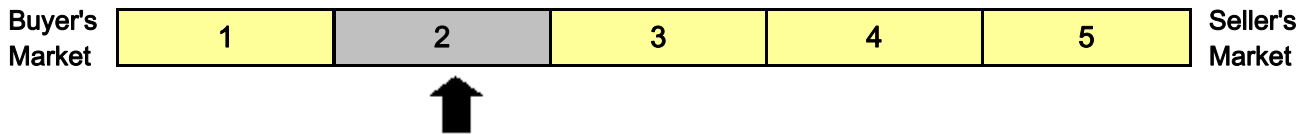
Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44224	\$173,100	17.60%	47	-31.88%	133	93.9%
44232	\$546,500	N/A	1	N/A	119	109.3%
44236	\$288,400	15.41%	38	35.71%	143	95.4%
44250	\$50,500	32.89%	3	0.00%	79	91.6%
44260	\$114,100	46.09%	6	50.00%	71	94.9%
44262	\$105,400	-30.20%	9	-10.00%	133	94.2%
44264	\$267,700	33.85%	5	66.67%	75	95.9%
44278	\$123,100	4.86%	21	16.67%	133	94.1%
44286	\$382,000	5.50%	5	-44.44%	202	92.4%
44301	\$48,300	59.41%	30	-37.50%	117	91.6%
44302	\$65,400	-8.66%	4	-33.33%	128	89.9%
44303	\$79,600	-43.63%	11	10.00%	111	91.8%
44305	\$41,300	18.34%	40	-36.51%	106	89.6%
44306	\$33,400	77.66%	25	-58.33%	95	91.6%
44307	\$31,100	270.24%	7	-50.00%	197	92.4%
44308	\$265,000	97.76%	1	0.00%	472	88.6%
44310	\$44,100	62.13%	26	-63.89%	88	95.1%
44311	\$8,500	-8.60%	6	-62.50%	44	80.0%
44312	\$84,900	-15.35%	45	-32.84%	110	92.5%
44313	\$129,200	26.54%	38	-33.33%	126	94.6%
44314	\$48,600	86.92%	20	-65.52%	123	92.5%
44319	\$131,700	53.32%	29	-29.27%	96	92.5%
44320	\$41,000	57.09%	25	-57.63%	104	87.1%
44321	\$166,200	9.99%	22	10.00%	120	94.1%
44333	\$236,100	-0.88%	30	20.00%	105	95.6%
44685	\$195,000	18.61%	15	-28.57%	134	95.8%
44720	\$103,100	26.04%	3	-25.00%	78	96.1%

*** % Change of current quarter compared to the same quarter to year ago.



Trumbull County, OH



Labor Market :

Employment declined by 265 jobs in January and February. The job losses brought about an increase in the average monthly unemployment rate from 13.7% in the fourth quarter to 14.4% for the initial two months of the first quarter. Job losses are ticking upwards, creating a drag on buyer confidence and demand in Trumbull County. However, historically low mortgage rates have created a favorable buying environment for those with a job.

Housing Market :

	Q4' 09	Q1' 10	Q2' 10 (Forecast)
Average Price	\$78,200	\$75,800	↔
# Homes on the Market *	1,283	1,030	↑
# Homes Sold **	413	267	↔
# New Homes Built ***	12	5	↑
Avg # of Days on Market	108	122	↑

* Available as of Mar. 31, 2010.

** May not add to total of zip codes.

*** During the first two months of 1st quarter.

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44402	\$49,800	-32.43%	2	100.00%	74	91.0%
44403	\$79,200	-11.71%	2	-66.67%	260	91.1%
44410	\$101,200	-11.69%	30	20.00%	146	93.5%
44417	\$115,000	43.75%	1	0.00%	97	96.6%
44418	\$221,000	266.50%	1	-50.00%	53	94.1%
44420	\$69,800	32.70%	23	-4.17%	130	88.6%
44425	\$81,500	-7.81%	21	31.25%	132	87.8%
44428	\$22,000	-56.44%	2	-50.00%	66	67.2%

*** % Change of current quarter compared to the same quarter to year ago.



Trumbull County, OH

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44430	\$92,500	52.89%	7	0.00%	122	100.2%
44437	\$34,300	-35.40%	7	600.00%	59	92.2%
44438	\$69,600	216.36%	7	40.00%	82	94.8%
44440	\$120,300	37.17%	4	-33.33%	158	87.5%
44444	\$79,600	145.68%	11	-15.38%	126	95.1%
44446	\$74,100	8.02%	27	17.39%	140	90.0%
44450	\$135,700	18.00%	3	200.00%	41	89.4%
44470	\$82,400	-4.85%	6	100.00%	121	87.7%
44473	\$65,000	-53.87%	1	-75.00%	283	95.6%
44481	\$85,100	-30.25%	8	-20.00%	93	90.2%
44483	\$55,900	-7.76%	39	-13.33%	89	92.7%
44484	\$96,200	3.11%	30	-30.23%	114	92.3%
44485	\$31,400	72.53%	21	-27.59%	153	93.0%
44491	\$70,100	-48.07%	4	300.00%	160	98.4%
44505	\$86,300	32.16%	10	-33.33%	137	95.5%

*** % Change of current quarter compared to the same quarter to year ago.



Tuscarawas County, OH

Buyer's Market	1	2	3	4	5	Seller's Market
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Labor Market :

Employment declined by 2,227 jobs in January and February. The job losses brought about an increase in the average monthly unemployment rate from 10.9% in the fourth quarter to 13.1% for the initial two months of the first quarter. Job losses are ticking upwards, creating a drag on buyer confidence and demand in Tuscarawas County. However, historically low mortgage rates have created a favorable buying environment for those with a job.

Housing Market :

	Q4' 09	Q1' 10	Q2' 10 (Forecast)
Average Price	\$98,600	\$105,300	↓
# Homes on the Market *	432	311	↑
# Homes Sold **	179	123	↓
# New Homes Built ***	0	0	↑
Avg # of Days on Market	126	165	↑

* Available as of Mar. 31, 2010.

** May not add to total of zip codes.

*** During the first two months of 1st quarter.

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
43832	\$40,500	-46.07%	5	-16.67%	57	93.9%
43837	\$12,000	N/A	1	N/A	92	80.5%
43840	\$43,300	-38.58%	2	-33.33%	246	84.1%
44612	\$133,800	3.56%	6	-33.33%	136	92.5%
44621	\$78,400	27.69%	5	-37.50%	169	94.6%
44622	\$122,700	-8.64%	29	93.33%	199	95.3%
44629	\$58,900	-41.86%	5	66.67%	157	91.1%
44650	\$12,000	N/A	1	N/A	127	68.6%

*** % Change of current quarter compared to the same quarter to year ago.



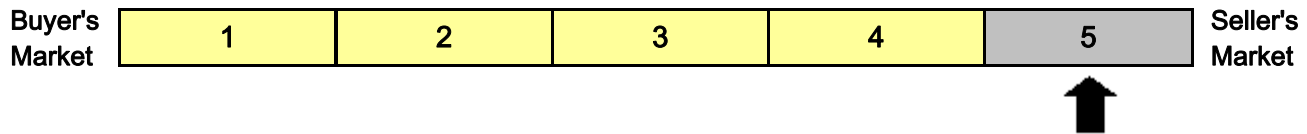
Tuscarawas County, OH

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
44653	\$74,500	122.39%	2	100.00%	290	91.0%
44656	\$97,300	123.17%	2	-60.00%	26	97.8%
44663	\$110,200	6.17%	40	2.56%	168	93.3%
44675	\$185,800	-0.91%	2	100.00%	194	96.5%
44680	\$163,900	14.14%	6	-14.29%	124	96.3%
44681	\$151,300	74.91%	4	-20.00%	254	91.1%
44682	\$83,600	157.23%	3	50.00%	130	99.7%
44683	\$63,300	65.27%	10	-9.09%	123	90.6%

*** % Change of current quarter compared to the same quarter to year ago.

Morgan County, OH



Labor Market :

Employment increased by 265 jobs in Morgan County during January and February. However, the number of job seekers also increased. The combined effect of these two trends was an increase in the average monthly unemployment rate from 15.9% for the fourth quarter to 18.4% in the first two months of the first quarter. The solid job growth may provide a stimulus to home sales, while historically low mortgage rates boost affordability.

Housing Market :

	Q4' 09	Q1' 10	Q2' 10 (Forecast)
Average Price	\$68,000	\$56,300	↔
# Homes on the Market *	NA	NA	↑
# Homes Sold **	8	6	↑
# New Homes Built ***	1	0	↑
Avg # of Days on Market	115	NA	↑

* Available as of Mar. 31, 2010.

** May not add to total of zip codes.

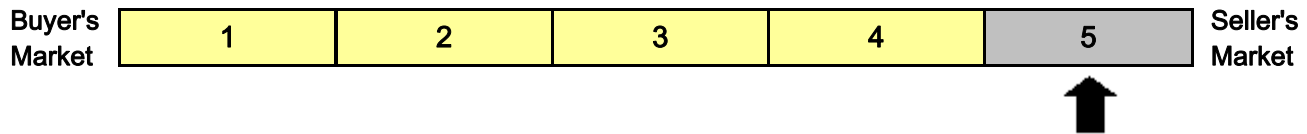
*** During the first two months of 1st quarter.

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
43731	\$75,000	-58.56%	1	0.00%		75.8%
43756	\$43,300	4.59%	3	-50.00%		94.5%
43787	\$75,000	-52.83%	1	0.00%		94.9%
45715	\$58,000	N/A	1	N/A		96.8%

*** % Change of current quarter compared to the same quarter to year ago.

Muskingum County, OH



Labor Market :

Employment declined by 781 jobs in January and February. The job losses brought about an increase in the average monthly unemployment rate from 12.5% in the fourth quarter to 15.7% for the initial two months of the first quarter. Job losses are ticking upwards, creating a drag on buyer confidence and demand in Muskingum County. However, historically low mortgage rates have created a favorable buying environment for those with a job.

Housing Market :

	Q4' 09	Q1' 10	Q2' 10 (Forecast)
Average Price	\$98,000	\$93,200	↔
# Homes on the Market *	1	1	↑
# Homes Sold **	160	111	↔
# New Homes Built ***	NA	NA	↑
Avg # of Days on Market	150	NA	↑

* Available as of Mar. 31, 2010.

** May not add to total of zip codes.

*** During the first two months of 1st quarter.

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
	\$145,000	N/A	1	N/A		96.7%
43701	\$93,800	3.53%	82	-12.77%		91.5%
43720	\$16,500	N/A	2	N/A		94.5%
43727	\$84,000	37.70%	2	100.00%		92.9%
43734	\$43,800	94.67%	3	200.00%		90.8%
43735	\$162,500	N/A	1	N/A		98.5%
43746	\$58,800	N/A	2	N/A		93.3%
43760	\$44,500	N/A	2	N/A		77.5%

*** % Change of current quarter compared to the same quarter to year ago.

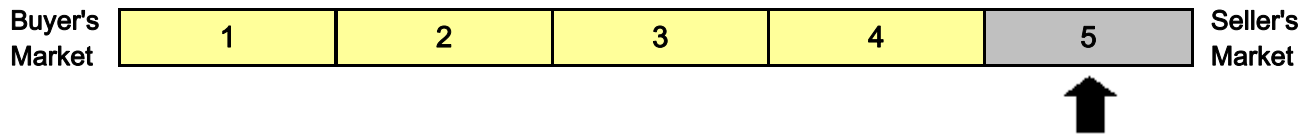
Muskingum County, OH

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
43762	\$193,500	79.00%	2	-81.82%		80.8%
43767	\$52,000	-44.86%	1	-75.00%		65.1%
43771	\$38,800	14.79%	2	0.00%		92.8%
43777	\$99,900	172.21%	3	-40.00%		99.7%
43821	\$99,000	80.00%	5	400.00%		98.5%
43830	\$166,300	36.99%	3	-66.67%		89.9%

*** % Change of current quarter compared to the same quarter to year ago.

Perry County, OH



Labor Market :

Employment declined by 220 jobs in January and February. The job losses brought about an increase in the average monthly unemployment rate from 13.4% in the fourth quarter to 16.2% for the initial two months of the first quarter. Job losses are ticking upwards, creating a drag on buyer confidence and demand in Perry County. However, historically low mortgage rates have created a favorable buying environment for those with a job.

Housing Market :

	Q4' 09	Q1' 10	Q2' 10 (Forecast)
Average Price	\$50,400	\$94,400	↔
# Homes on the Market *	1	1	↑
# Homes Sold **	8	7	↔
# New Homes Built ***	0	0	↑
Avg # of Days on Market	96	NA	↑

* Available as of Mar. 31, 2010.

** May not add to total of zip codes.

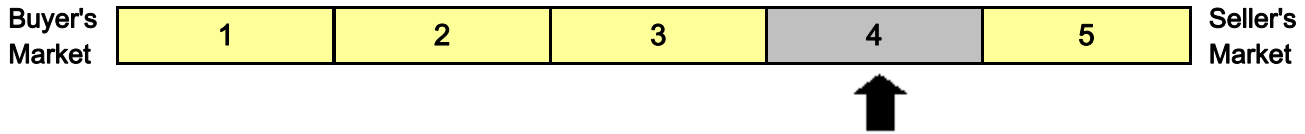
*** During the first two months of 1st quarter.

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
43076	\$153,000	N/A	1	N/A		103.4%
43731	\$112,000	28.44%	1	-66.67%		91.4%
43739	\$28,000	N/A	1	N/A		80.2%
43764	\$134,000	300.00%	2	-50.00%		99.3%
43783	\$50,000	N/A	2	N/A		99.3%

*** % Change of current quarter compared to the same quarter to year ago.

Guernsey County, OH



Labor Market :

Employment declined by 372 jobs in January and February. The job losses brought about an increase in the average monthly unemployment rate from 11.9% in the fourth quarter to 14.7% for the initial two months of the first quarter. Job losses are ticking upwards, creating a drag on buyer confidence and demand in Guernsey County. However, historically low mortgage rates have created a favorable buying environment for those with a job.

Housing Market :

	Q4' 09	Q1' 10	Q2' 10 (Forecast)
Average Price	\$57,000	\$65,200	↔
# Homes on the Market *	21	14	↑
# Homes Sold **	7	7	↔
# New Homes Built ***	0	0	↑
Avg # of Days on Market	73	65	↑

* Available as of Mar. 31, 2010.

** May not add to total of zip codes.

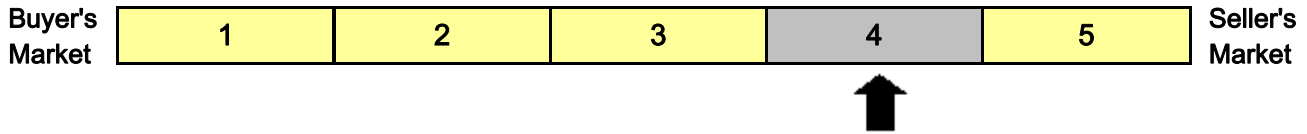
*** During the first two months of 1st quarter.

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
43725	\$64,100	29.49%	3	200.00%	70	91.8%
43749	\$16,900	-94.63%	1	0.00%	71	84.9%
43755	\$76,000	N/A	1	N/A	43	95.1%
43773	\$149,900	N/A	1	N/A	77	100.0%
73723	\$21,000	N/A	1	N/A	59	60.0%

*** % Change of current quarter compared to the same quarter to year ago.

Noble County, OH



Labor Market :

Employment declined by 66 jobs in January and February. The job losses brought about an increase in the average monthly unemployment rate from 15.2% in the fourth quarter to 18.4% for the initial two months of the first quarter. Job losses are ticking upwards, creating a drag on buyer confidence and demand in Noble County. However, historically low mortgage rates have created a favorable buying environment for those with a job.

Housing Market :

	Q4' 09	Q1' 10	Q2' 10 (Forecast)
Average Price	\$132,500	\$26,000	↔
# Homes on the Market *	3	2	↑
# Homes Sold **	1	1	↔
# New Homes Built ***	0	0	↑
Avg # of Days on Market	44	48	↑

* Available as of Mar. 31, 2010.

** May not add to total of zip codes.

*** During the first two months of 1st quarter.

Data by Zip Codes for Q1 2010

Zip Code	Average Price	Price Change ***	Total # Homes Sold (Quarter)	% Change in # Homes Sold ***	Average Days on Market	% of Asking Price (Sold/ List Price)
43724	\$26,000	-25.71%	1	0.00%	48	72.2%

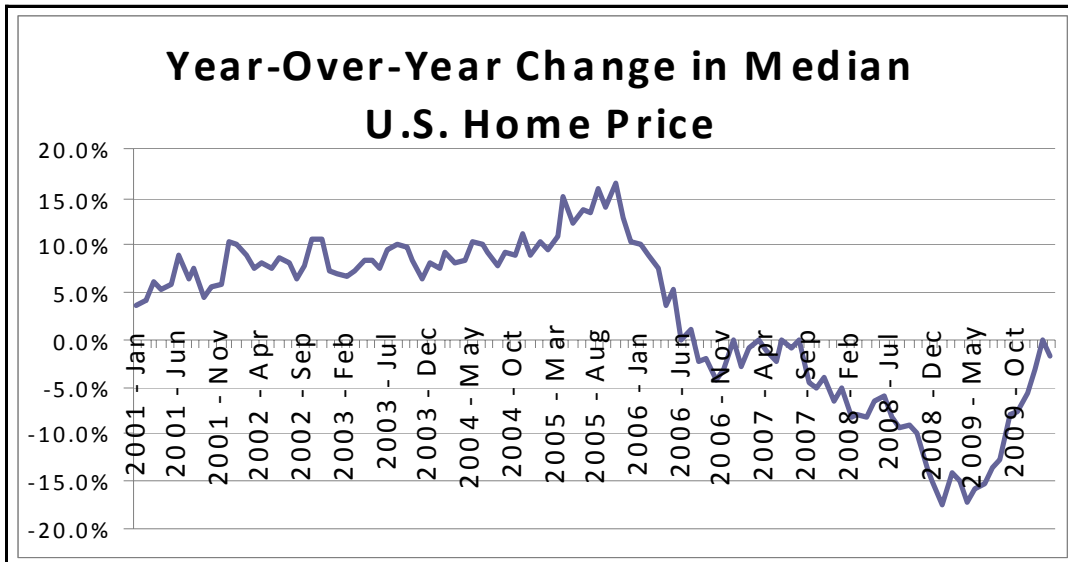
*** % Change of current quarter compared to the same quarter to year ago.

Changes Mounting in Pricing?

By Ken Fears

Manager, Regional Economics

The sharp drop in home prices from 2006 to 2010 bedeviled the national and local housing markets. Falling prices limit homeowners' ability to refinance mortgages without substantial cash investments in areas where prices have fallen. This trend has contributed to rising foreclosures. Furthermore, falling prices or the specter of a potential decline in prices have kept many buyers on the fence waiting for the "right time".



But the winds of change appear to have pushed the national housing market and many local markets in a new direction. The planned cessation of the first time home buyer tax credit, slated for last November, caused a rush of sales in the late fall market. Higher sales volumes placed upward pressure on home prices as compared to a year earlier, which resulted in price stabilization and even a modest price appreciation in some markets. The national median home price had edged slowly towards a price bottom through the fall of 2009 (when the year-over-year price change reaches zero or rises towards zero in the graph above) before an outright increase of 0.1% in January. Locally, the average home price rose 28.3% between the first quarter of 2010 and the first quarter of 2009.

In a similar manner, concessions can indicate an improvement in pricing. Better pricing by sellers or multiple bids can cause the spread between the list price and sold price to decline. Here in the area covered by the Northeast Ohio Real Estate Exchange the concession was -7.9% for the first quarter of 2010, which was a smaller concession than the first quarter of 2009. The share of properties which sold for 5% below asking or less was 45.1% in the 1st quarter of 2010, a decline from the same period in 2009 suggesting that pricing in this market is softening.

Price changes led the downswing into the housing recession. They will play an equally important role in a housing revival. Rising prices will boost confidence, allay potential buyers' fears of a price decline, and attract bargain hunters alike. Price growth won't return to the white-hot days of the late boom period, but it will usher in an important psychological change: the stability of a traditional market expansion.

Two Fronts: Jobs and Confidence

by Lawrence Yun, NAR Chief Economist

Well, we may as well get ready for it. Yes, mortgage rates continue at historic lows, averaging around the 5-percent mark recently. But rates are likely to rise. By December of this year, the average mortgage rate could be close to 6 percent – perhaps as high as 6.5 percent. Why? The reasons for the increase are the macroeconomic forces of a recovering economy and a very high budget deficit. If the U.S. government has trouble borrowing and has to raise interest rates to attract investors to purchase U.S. debt, then the rest of the private sector will also pay higher interest rates.

The good news from that somewhat sobering scenario is that consumer price inflation will remain relatively benign and wage growth tepid, keeping the lid on borrowing rates and preventing them from rising too high. I do not foresee the mortgage rate going above 7 percent, at least for a prolonged period, in the next two years. Those engaged in the jumbo loan market or commercial real estate will note that rates are already that high. But current high rates on jumbo and commercial real estate loans are due to the lack of government guarantees. As the financial market exhibits clear signs of stabilization and as banks continue to build up their capital buffer, it is only a matter of time before lenders start lending to non-government backed sectors. So the underwriting standards for jumbo and commercial real estate mortgages could become less stringent from improvements in the bank capital situation just as interest rates on conventional and FHA mortgages begin to rise.

So, down the road we will have to face into the headwinds of higher mortgage rates on conventional and FHA loans, as well as the expiration of the home buyer tax credit (which ends in April for contract signings). Foreclosures also will remain troubling, as they will surely be just as high this year as last year. Is housing headed for more trouble or for a full recovery? The answer depends on two potentially big support factors: Jobs and Confidence.

Jobs

Potential home buyers (both first-timers and repeat buyers) who hold stable jobs respond to mortgage rate changes. But a new cohort of stable job holders needs to be created in order to sustain housing demand. In March, we saw the first meaningful job additions to the economy in more than three years as a net 162,000 new workers (payrolls) were added to the economy.

March's job creation figure looks light in the aftermath of 8 million brutal layoffs over the past two years, and it will take some time to make up the difference. From April to the end of 2010, one million jobs could be added to the economy. Another two million could be in the offing next year. It may take four full years to fully recover all the job losses, but at least the darkest part of the job tunnel is behind us. Even the high-paying but hard-hit manufacturing sector appears to have turned the corner with 17,000 job gains. Surprisingly, the construction sector added jobs as well, despite very weak housing starts and a dearth of commercial construction. Infrastructure spending no doubt is helping. Employment in rental-and-leasing also rose – by 1,800. Separately, and to gauge competition, NAR membership in March was 1.063 million, little changed from the 1.068 million one year ago, though down from the peak 1.4 million members in 2007. Past patterns indicate that NAR membership rises from spring well into autumn, before a seasonal dip in winter.

Confidence

A second factor that will be important in supporting the housing market is consumers' views regarding home purchases. In the past three years, most metro markets experienced successive price declines; rational consumers asked "why buy now when I can buy later for less?" Renters have been staying put for an average 19 months in recent times before making a move versus the typical 14 months (this, according to a Wall Street Journal report). Census data suggests suppressed household formation in the past two years – meaning more people living with roommates or with parents – and so not seeking their own housing.

But with home prices showing signs of stabilization, the change in attitude towards home buying could be at hand. NAR's median home price data in February indicated only a slight decline from 12 months earlier, while the Case-Shiller price index showed a modest price increase. This price stabilization came about because home buyers responded to the tax credit. There was a surge in home buying late last year as the original tax credit deadline loomed. Pending home sales in February also stirred higher, hinting the beginning of a second surge as the April deadline approaches. This forward momentum will likely – perhaps definitively – signal the "bottoming out" of home prices in few months time. Only then will consumers fully regain their confidence about home purchases. Of course, this home buying confidence is not directly observable, though we know it plays a big factor. A separate consumer confidence index, based on several qualitative questions tallied by The Conference Board, has not shown any notable improvement of late, however. This index stood 70.2 in March, about the same level as the prior nine months, though much improved from late 2008 and early 2009 in the midst of the financial market crisis.

Economy

The broader production economy has been doing quite well. GDP expanded robustly by 5.6 percent in the final quarter of 2009 following the 2.2 percent growth in the prior quarter. That's the good news. The somewhat bad news: the increased production came about with far fewer workers – i.e., fewer workers doing more work. But with GDP growth expected to continue in 2010, albeit not very robustly, the job creation momentum appears intact. Business spending growth has been solid. International trade has picked up volume. The stimulus impact of government spending is also adding to production. But more importantly, the all-mighty consumers are beginning to open up their wallets as they feel more comfortable about their finances.

The baseline outlook is for steady economic growth of near 3 percent this year and in 2011. Note that GDP growth typically tends to be better than 5 percent in the immediate years following a recession, so the growth outlook can be considered subdued. Balance sheet readjustments by both banks and consumers to put aside more for future rainy days will be one key reason holding back growth potential. Nonetheless, the near 3 percent GDP expansion will accompany job growth of about 2 million each year from 2011. Such job growth will boost existing home sales to 5.5 million in 2010 and to 5.7 million in 2011. For comparison, sales were 5.16 million last year and reached 7.1 million at the peak of the housing boom in 2005.

Risks

There are always risks to forecasts. Energy is one: big oil price swings always put a monkey wrench in any economic forecast. For each \$10 per barrel rise in oil prices, \$80 billion is removed from the economy, though oil-producing countries like Norway benefit immensely. For perspective, oil prices have risen from an average \$60 a barrel in 2009 to \$85 a barrel in early April 2010.

Another bigger risk – although with a smaller probability – relates to the budget deficit and some possibility of federal spending spiraling out of control. Currently, both foreign and domestic investors justify the high deficit as necessary to boost the economy and to be manageable over time. Keynesian economics backs up that view: go into deficit spending when private demand falters to pull the economy back on track. The recent enactment of truly historic health care legislation will not bust the budget – in fact, it becomes a cost saver over time – at least according to the Congressional Budget Office. But what if the CBO's projections are way off the mark (which has happened on a few occasions). Then there could be some major headaches ahead. An uncontrollable budget deficit will force interest rates up, perhaps significantly if, for instance, China rushes to the exit. That would push the U.S. economy into another recession. Another recession would mean an even higher budget deficit as there will be fewer people working, thus smaller tax revenues.








Amateur History

Sometimes it is worth a look back into history for some guidance and fun. “Deficits do not matter,” said former Vice President Dick Cheney. Mr. Cheney was addressing the experience of the then very high Reagan era deficits that brought robust economic growth and huge job gains. But that was a time when foreigners had just started to finance a U.S. budget deficit in a meaningful way. Today's deficit is much larger than during the Reagan years and more dependent than ever on foreigners, particularly China, buying U.S. debt.

Let's look back even further. England truly became an unmatched superpower beginning at the time of Queen Elizabeth I. She was guided by an economist named Gresham, who had no knowledge of Keynesian economics (Keynes would have to wait several centuries) but an abundance of every-day common sense. Gresham had this simple advice: we need to bring the borrowing costs down and strengthen Her Majesty's currency. To achieve that meant balancing the books. Building a rainy day fund was even better. The Virgin Queen took his words of caution to heart. England invested in a navy (for that rainy day) and Elizabeth did not build a single new palace during her long years of reign. Queen Marie Antoinette, across the channel and in a different era, was known for her frivolous spending habits. In fact, she had a nickname during her reign: Madame Deficit. France was facing ruinous budget problems, and while most of those were unrelated to Marie's penchant for spending, the image of “out of control” spending added to the revolutionary fervor as the basic needs of the French people were not being met.

I know times have changed from those during Elizabethan England and Revolutionary France. And the U.S. is neither of those nation states. President Obama will no doubt go down in history as one of the most transformative leaders – for better or worse – primarily because of health-care reform. The debate on that health care law continues, sometimes vehemently from both sides. No American President will want to be labeled with Marie Antoinette's moniker. Only time will tell if President Obama's health care legislation will go down in history as a monumental success of lowering cost and enlarging coverage or a monumental failure of long queues and resentments and continuously climbing budget deficits. Perhaps one day U.S. policies and programs will allow our nation to build comfortable rainy day reserves while at the same time spend tax revenue on Americans to meet their basic needs. Easier said than done, of course. Which is why if it were to ever happen, that President – whoever he or she may be – will go down in history as one of the greatest ever.

This table reflects data available through April 2, 2010.

Monthly Indicator	Recent Statistics	Likely Direction Over the Next Six Months	Forecast
<p>Existing Home Sales eased 0.6% in February to a seasonally adjusted annual rate of 5.02 million units. Year over year, resales were up 7.0%. The national median home price for an existing home was \$165,100. At the end of the month, total housing inventory was at an 8.6 month supply at the current sales pace.</p>	Feb 10 5,020 Jan 10 5,050 Feb 09 4,690		Declines in the immediate months after tax credit ends
<p>New Home Sales also declined in February – by 2.2% – to a seasonally adjusted annual rate of 308,000 units. New sales were off 13.% from a year ago. While the inventory of new homes available for sale at the end of February was down 28% from February of 2009, the months supply was a 9.2 – a 3.4% increase from January.</p>	Feb 10 308 Jan 10 315 Feb 09 354		Remaining largely at suppressed levels until 2011
<p>Housing Starts declined 5.9% in February to a seasonally adjusted annual rate of 575,000 units, but starts were up slightly – by 0.2% – from a year ago. Housing permits – generally a reliable indicator of future starts – were off 1.6%, but were up 11.3% from February of 2009.</p>	Feb 10 575 Jan 10 611 Feb 09 574		Inaccessibility of construction loans holding back full recovery
<p>Housing Affordability remains at high levels. NAR's Housing Affordability Index stood at 176.0 in February, down from January's reading of 177.5. Increases in several of the components of the index, including mortgage rates, qualifying income, and a small month-to-month increase in the median price of existing homes contributed to the decline.</p>	Feb 10 176.0 Jan 10 177.5 Feb 09 180.7		Modest decline from super high levels
<p>Mortgage Rates The average 30 year fixed rate mortgage decreased slightly – by 2 basis points – in March from February to 4.97%. With still-historic low lending costs, consumers scramble to secure low rates as many economists expect a rate hike during the second half of the year. The average rate was at 5 percent in March of 2009.</p>	Mar 10 4.97% Feb 10 4.99% Mar 09 5.00%		Recovering economy and high budget deficit forces up rates
<p>Employment The economy created 162,000 jobs during March – the biggest job gain in three years. Adding to payrolls in March were manufacturers, temporary help services, the health care sector, and leisure and hospitality. The federal government also added 48,000 temporary Census positions. But those newly created jobs had no impact on the unemployment rate, which was unchanged at 9.7%.</p>	Mar 2010 +162 Feb 2010 -14 12-month total: -2,320		Job creation momentum appears intact
<p>Economic Growth The economy grew at an annual rate of 5.6% in the fourth quarter of 2009. Growth in the third quarter of last year was 2.2% and GDP registered a -5.4% growth rate in the fourth quarter of 2008. This is the third estimate of GDP growth, based on more complete data, and is off from the previous estimate of 5.9%. Increases in consumer spending, exports, fixed investment and equipment and software contributed to the growth.</p>	2009:IV +5.6% 2009:III +2.2% 2008:IV -5.4%		To expand but not robustly as would normally happen postrecession

Notes: All rate are seasonally adjusted. New home sales, existing home sales, and housing starts are shown in thousands. Employment growth is shown as month-to-month change in thousands. Inflation is shown as the month-to-month change in the Consumer Price Index. Sources: NAR, Bureau of the Census, Bureau of Labor Statistics, Freddie Mac, and the Mortgage Bankers Association