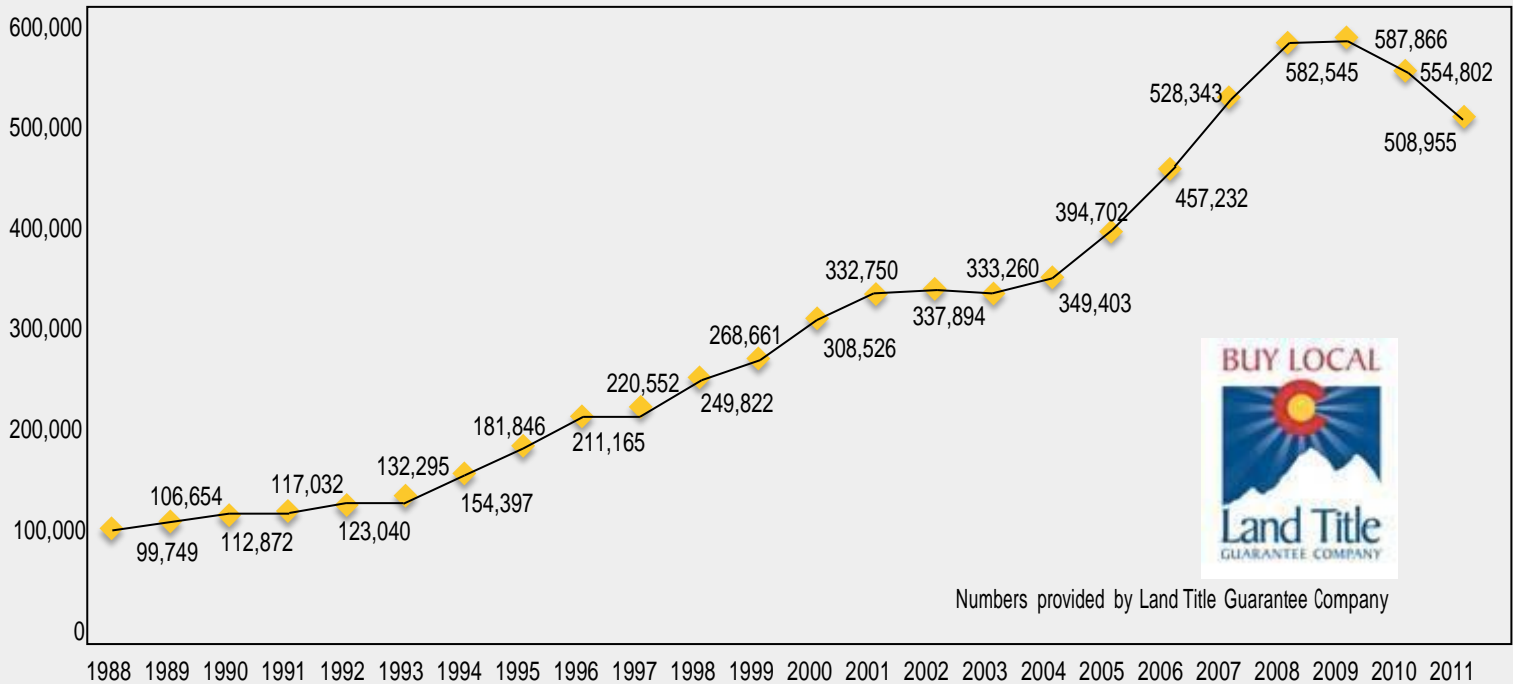


# MARKET OVERVIEW

Consumer confidence seems to be rebounding and we are seeing more qualified buyers emerging and properties that are well priced are selling! Since we don't have bank sales pulling the market down we are very fortunate. In 2011 there were 103 Bank Sales which account for 7.11% of the overall transactions. Public Trustee's Deeds filed show a little bit of a declining trend when you look at the numbers annually.

## 24 Year Residential Average Price Housing Index: Summit County

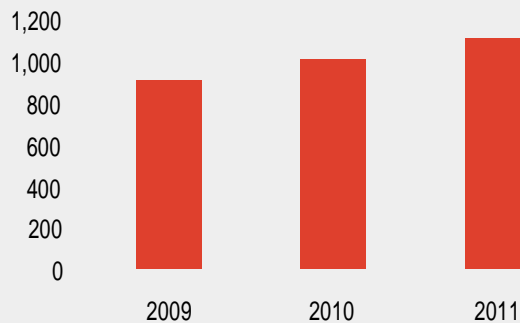


It is a great time to buy real estate and we see an increasing number of Summit County property owners buying investment condos or moving to more desirable homes. Prices are similar to those we saw in 2005; so many buyers are getting a second chance to buy at 2005 prices.

### Prices Since 2008

17%

### Sales Volume



### 2<sup>nd</sup> Homes

75%

Sellers will be happy to know that the volume of sales has increased. The number of sales dropped as low as 900 residential sales for the year 2009, then rose to 1,000 sales for 2010, and 1,100 sales in 2011. While 1,100 sales is below the more typical 1,500 sales per year, it is still a sizeable number of home sales. Prices in Summit County are down 17% from the highs of 2008. The average sale prices for existing properties fell by 2.7% in 2011. Buyers have been increasing approximately 10% a year. Call me for a market analysis of your property. If you need to sell, I can find you a buyer.

*Cynthia Sells the Summit 970-468-0404*