

Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



Cass County

+ 54.1%

Change in
New Listings

- 17.2%

Change in
Closed Sales

- 56.2%

Change in
Median Sales Price

April

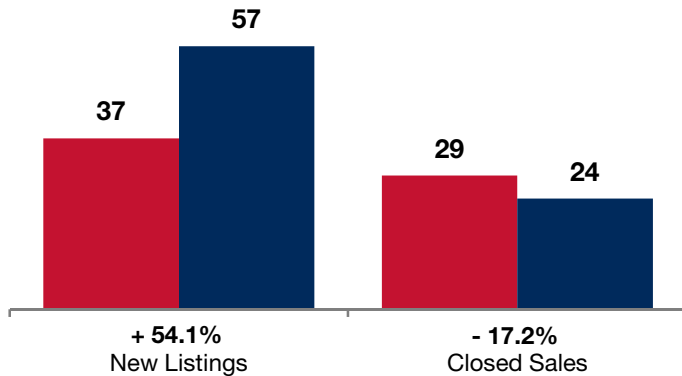
Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	37	57	+ 54.1%	122	201	+ 64.8%
Closed Sales	29	24	- 17.2%	75	72	- 4.0%
Median Sales Price	\$65,000	\$28,500	- 56.2%	\$55,500	\$35,000	- 36.9%
Percent of Original List Price Received at Sale*	88.1%	83.7%	- 5.0%	88.7%	87.7%	- 1.1%
Months Supply of Inventory	12.7	13.1	+ 2.7%	--	--	--
Inventory of Homes for Sale	278	292	+ 5.0%	--	--	--

* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

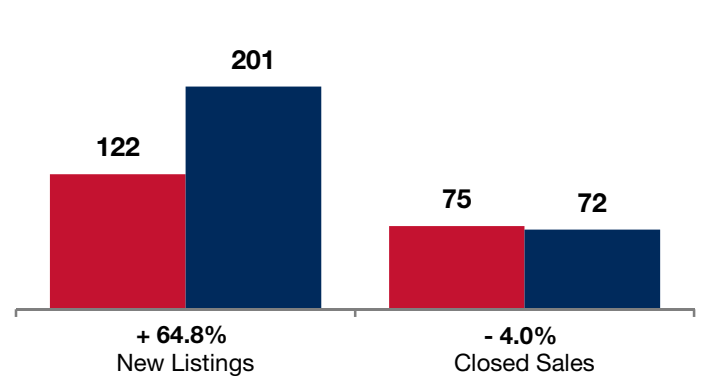
April

■ 2011 ■ 2012

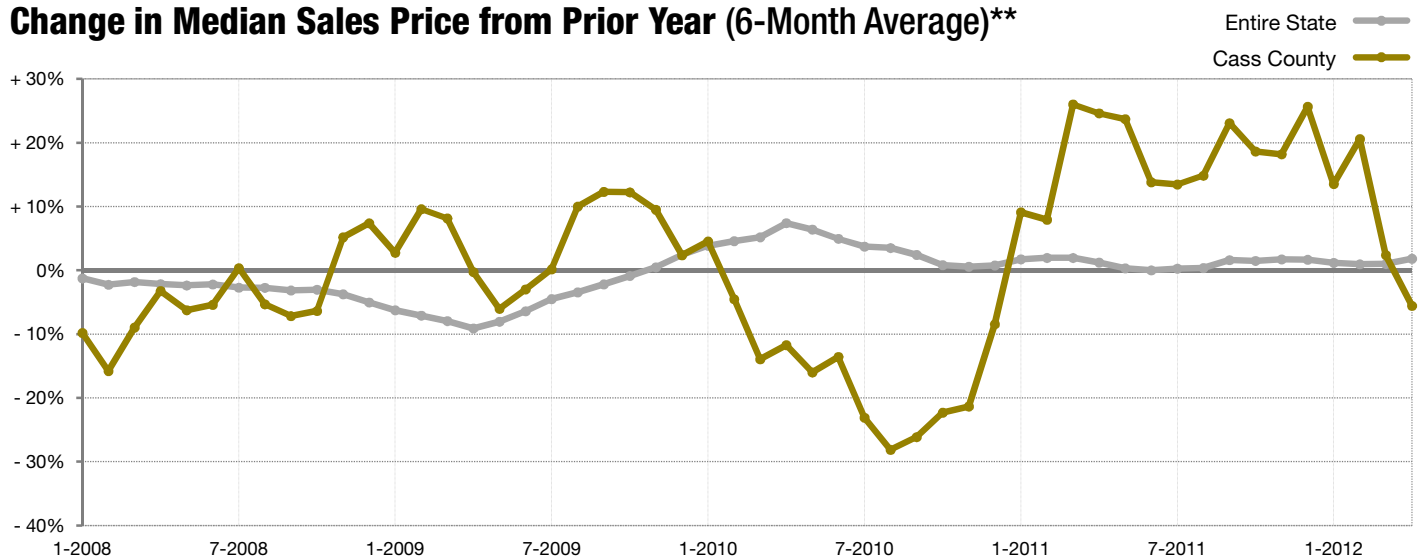


Year to Date

■ 2011 ■ 2012



Change in Median Sales Price from Prior Year (6-Month Average)**



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Data obtained from participating Multiple Listing Services (MLSs) and Broker Listing Cooperatives® (BLCs®). Powered by 10K Research and Marketing.