

Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



Henry County

+ 14.0%

Change in
New Listings

+ 4.3%

Change in
Closed Sales

- 27.5%

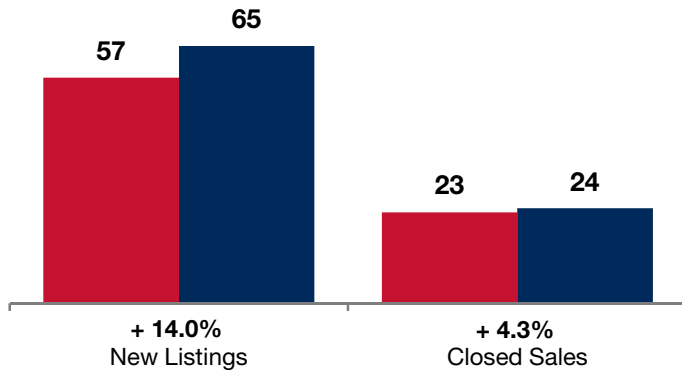
Change in
Median Sales Price

	April			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	57	65	+ 14.0%	171	217	+ 26.9%
Closed Sales	23	24	+ 4.3%	81	84	+ 3.7%
Median Sales Price	\$69,000	\$50,000	- 27.5%	\$58,000	\$45,000	- 22.4%
Percent of Original List Price Received at Sale*	93.9%	89.0%	- 5.3%	88.3%	84.9%	- 3.9%
Months Supply of Inventory	9.5	11.6	+ 22.7%	--	--	--
Inventory of Homes for Sale	231	265	+ 14.7%	--	--	--

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

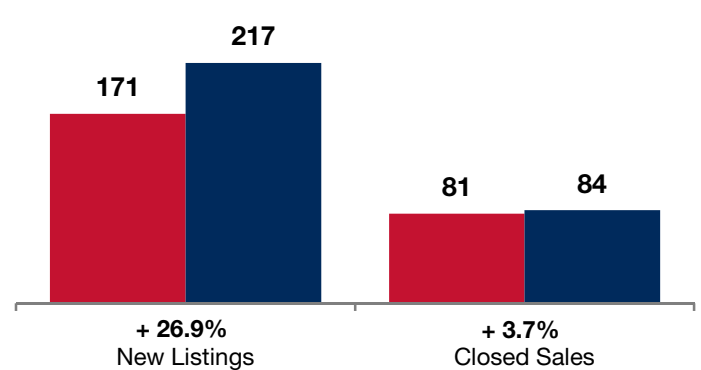
April

■ 2011 ■ 2012



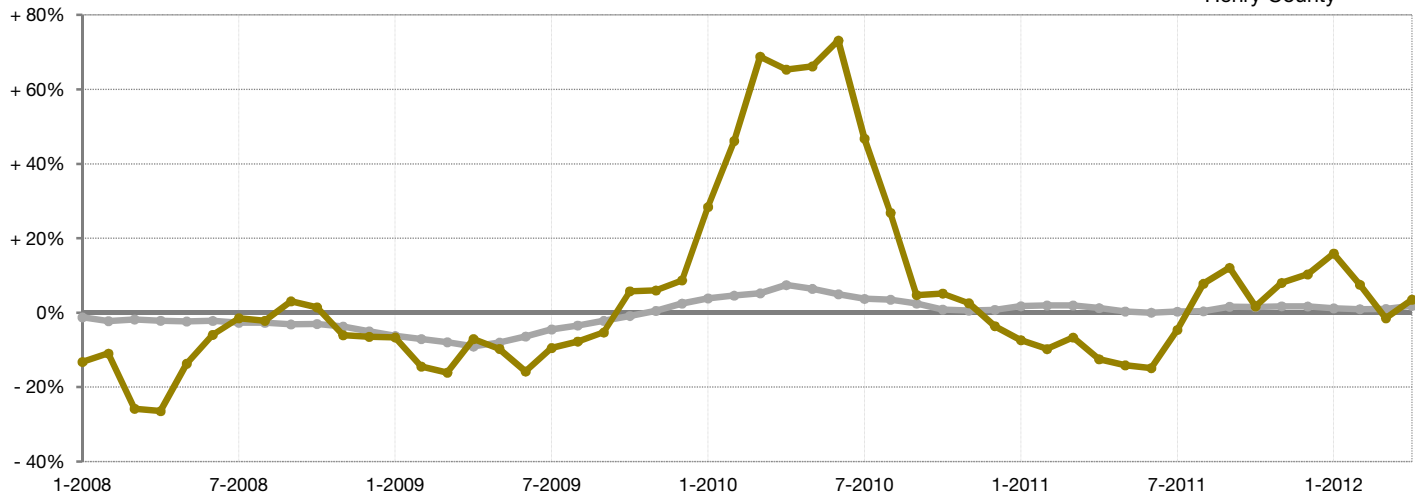
Year to Date

■ 2011 ■ 2012



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

Entire State —
Henry County —



** 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.