

Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



Marshall County

+ 28.0%

Change in
New Listings

- 44.7%

Change in
Closed Sales

- 3.6%

Change in
Median Sales Price

April

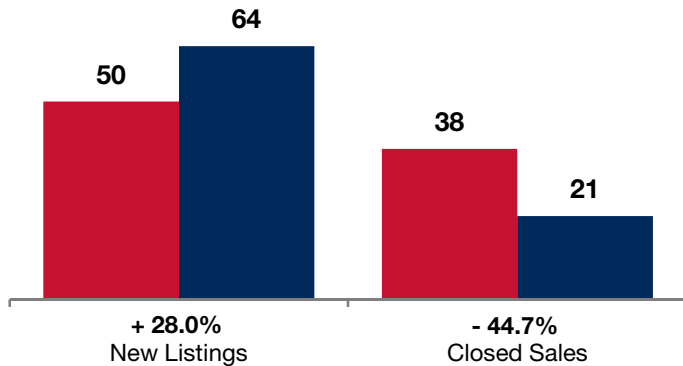
Year to Date

| | 2011 | 2012 | + / - | 2011 | 2012 | + / - |
|--|-----------|-----------|---------|-----------|----------|---------|
| New Listings | 50 | 64 | + 28.0% | 210 | 226 | + 7.6% |
| Closed Sales | 38 | 21 | - 44.7% | 96 | 91 | - 5.2% |
| Median Sales Price | \$119,250 | \$115,000 | - 3.6% | \$105,000 | \$89,000 | - 15.2% |
| Percent of Original List Price Received at Sale* | 92.5% | 87.6% | - 5.4% | 92.9% | 90.0% | - 3.1% |
| Months Supply of Inventory | 18.5 | 31.3 | + 69.3% | -- | -- | -- |
| Inventory of Homes for Sale | 499 | 824 | + 65.1% | -- | -- | -- |

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

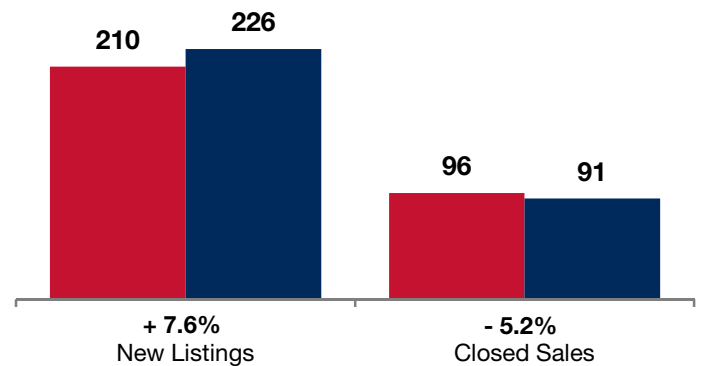
April

■ 2011 ■ 2012

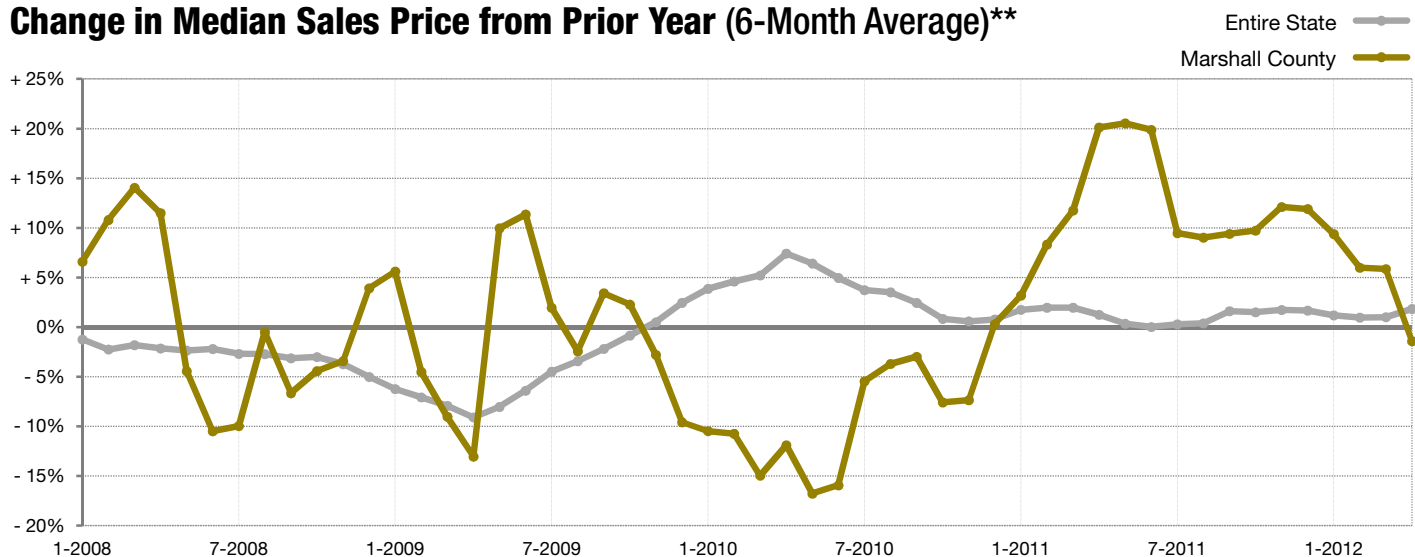


Year to Date

■ 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.