

Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



Newton County

- 22.9%

Change in
New Listings

+ 150.0%

Change in
Closed Sales

+ 0.6%

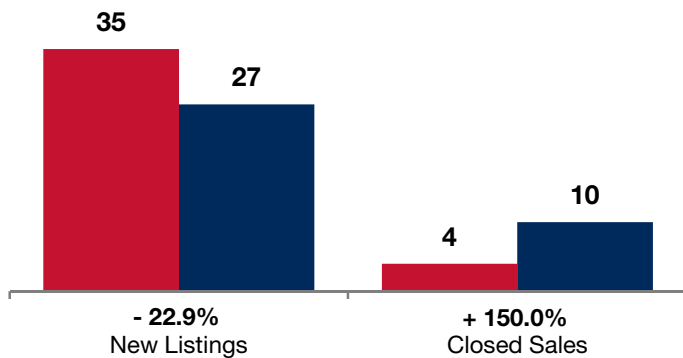
Change in
Median Sales Price

	April			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	35	27	- 22.9%	109	139	+ 27.5%
Closed Sales	4	10	+ 150.0%	19	36	+ 89.5%
Median Sales Price	\$77,500	\$78,000	+ 0.6%	\$72,000	\$61,250	- 14.9%
Percent of Original List Price Received at Sale*	83.5%	94.3%	+ 13.0%	83.2%	88.8%	+ 6.7%
Months Supply of Inventory	21.5	22.0	+ 2.2%	--	--	--
Inventory of Homes for Sale	165	176	+ 6.7%	--	--	--

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

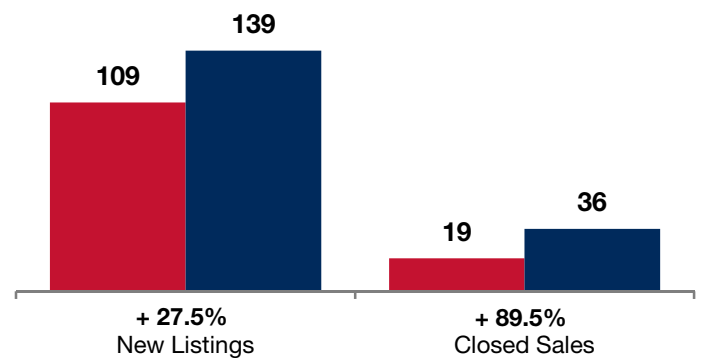
April

■ 2011 ■ 2012

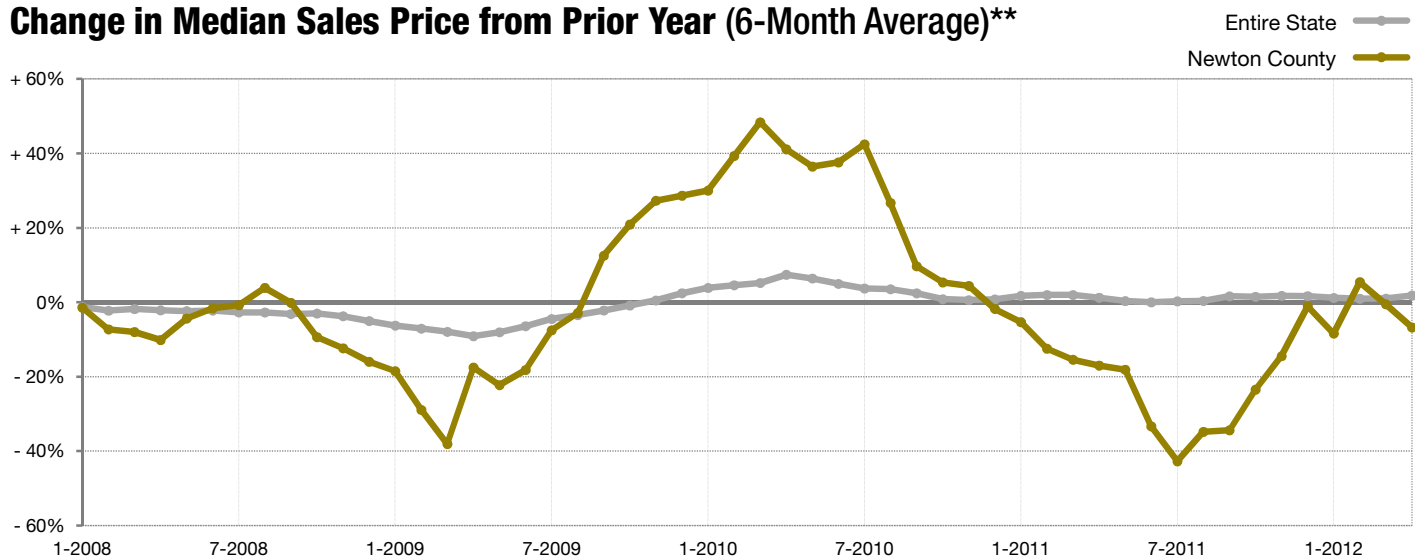


Year to Date

■ 2011 ■ 2012



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



** 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.