

Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



Cass County

+ 53.7%

Change in
New Listings
Last 3 Mos. Compared
to a Year Ago

- 3.2%

Change in
Closed Sales
Last 3 Mos. Compared
to a Year Ago

- 34.8%

Change in
Median Sales Price
Last 3 Mos. Compared
to a Year Ago

Feb through Apr

May through Apr

	2011	2012	+ / -	2011	2012	+ / -
New Listings	95	146	+ 53.7%	481	486	+ 1.0%
Closed Sales	62	60	- 3.2%	262	268	+ 2.3%
Median Sales Price	\$55,250	\$36,000	- 34.8%	\$54,000	\$51,750	- 4.2%
Percent of Original List Price Received at Sale*	88.6%	88.0%	-0.7%	88.9%	88.8%	-0.1%

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

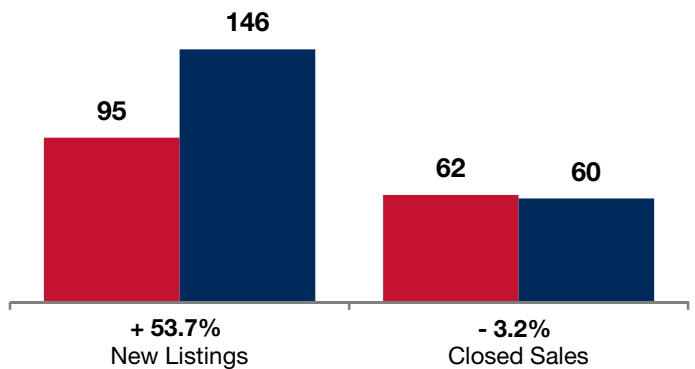
May through Apr

■ 2011 ■ 2012

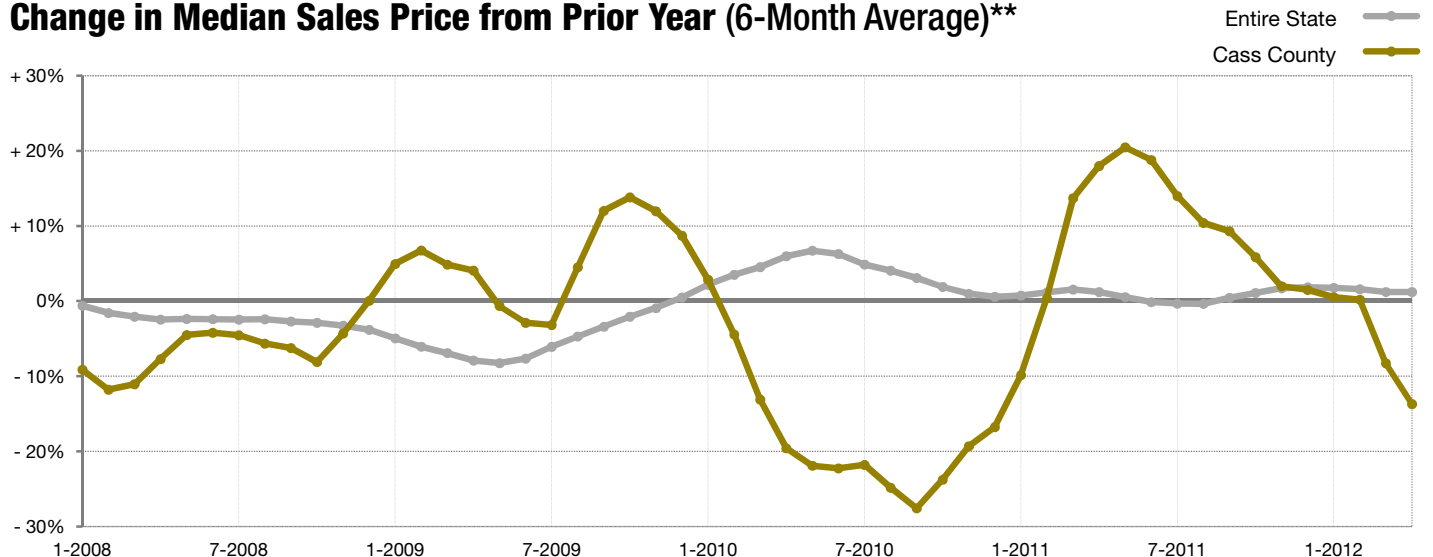


Feb through Apr

■ 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®).
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