

Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



Henry County

+ 29.7%

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

+ 9.2%

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

- 36.3%

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

Feb through Apr

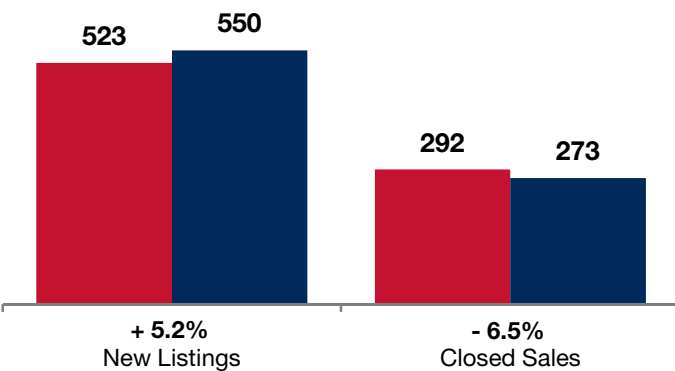
May through Apr

	2011	2012	+ / -	2011	2012	+ / -
New Listings	138	179	+ 29.7%	523	550	+ 5.2%
Closed Sales	65	71	+ 9.2%	292	273	- 6.5%
Median Sales Price	\$62,750	\$40,000	- 36.3%	\$61,000	\$58,250	- 4.5%
Percent of Original List Price Received at Sale*	88.8%	86.2%	-3.0%	87.6%	86.1%	-1.7%

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

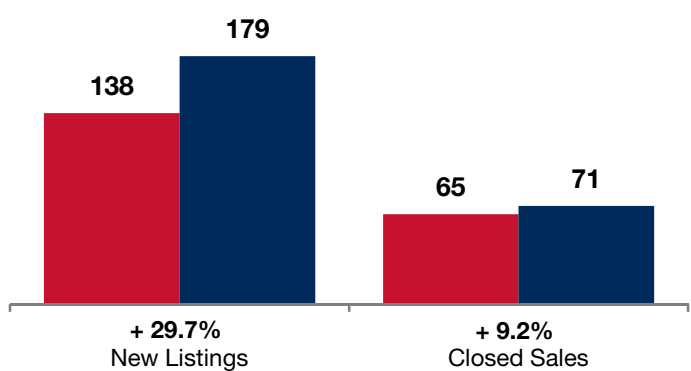
May through Apr

■ 2011 ■ 2012

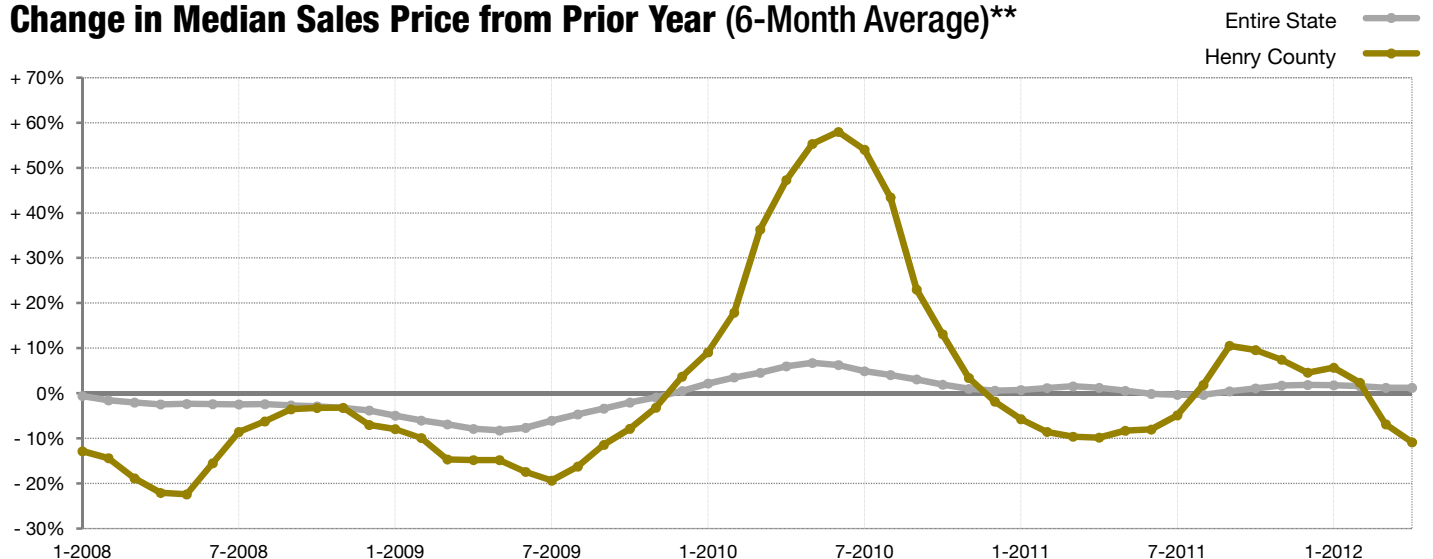


Feb through Apr

■ 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®). Powered by 10K Research and Marketing.