

Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



Newton County

+ 24.7%

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

+ 31.3%

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

+ 7.1%

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

Feb through Apr

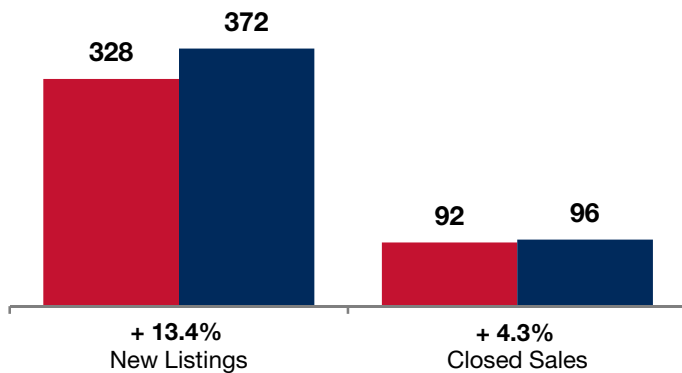
May through Apr

	2011	2012	+ / -	2011	2012	+ / -
New Listings	81	101	+ 24.7%	328	372	+ 13.4%
Closed Sales	16	21	+ 31.3%	92	96	+ 4.3%
Median Sales Price	\$70,000	\$75,000	+ 7.1%	\$101,450	\$75,000	- 26.1%
Percent of Original List Price Received at Sale*	84.3%	91.8%	9.0%	87.4%	90.3%	3.3%

* 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

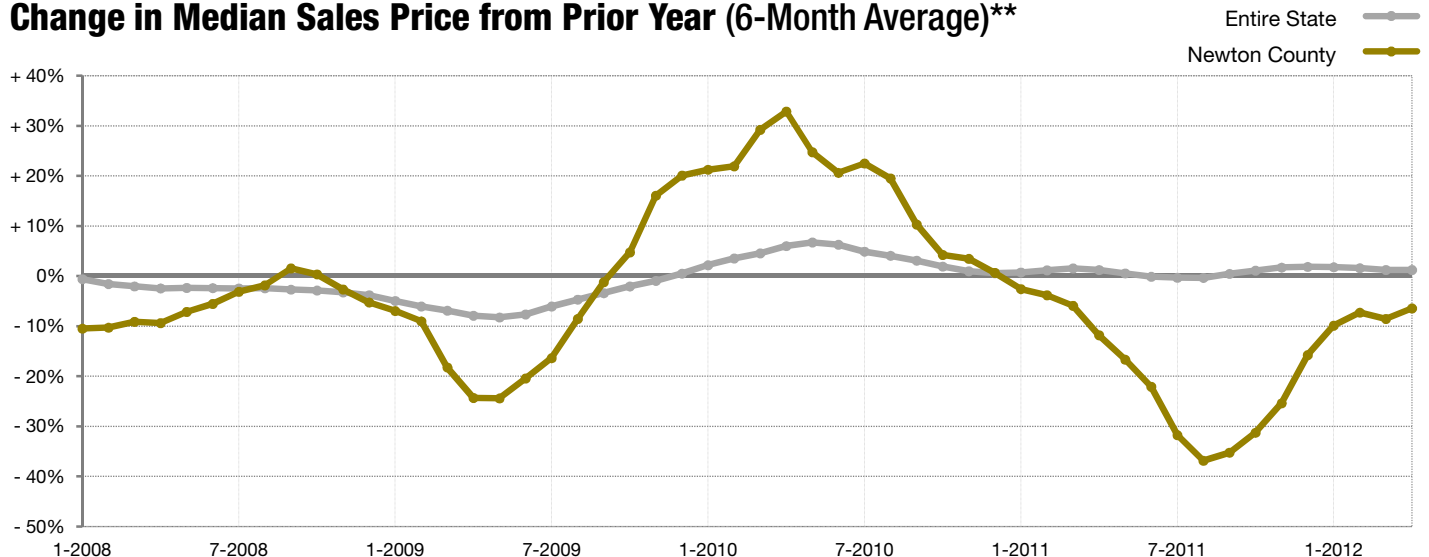


Feb through Apr

■ 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.