

# Local Market Update – April 2012

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## Entire State

**+ 3.2%**

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

**+ 14.6%**

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

**+ 2.8%**

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

### Feb through Apr

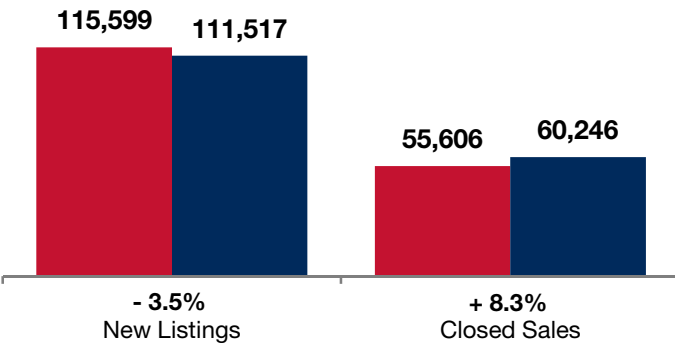
### May through Apr

|  | 2011      | 2012             | + / -   | 2011      | 2012             | + / -  |
|--|-----------|------------------|---------|-----------|------------------|--------|
| New Listings                                     | 30,940    | <b>31,919</b>    | + 3.2%  | 115,599   | <b>111,517</b>   | - 3.5% |
| Closed Sales                                     | 12,740    | <b>14,604</b>    | + 14.6% | 55,606    | <b>60,246</b>    | + 8.3% |
| Median Sales Price                               | \$107,000 | <b>\$110,000</b> | + 2.8%  | \$112,000 | <b>\$114,000</b> | + 1.8% |
| Percent of Original List Price Received at Sale* | 90.0%     | <b>89.9%</b>     | -0.1%   | 90.8%     | <b>90.0%</b>     | -0.9%  |

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

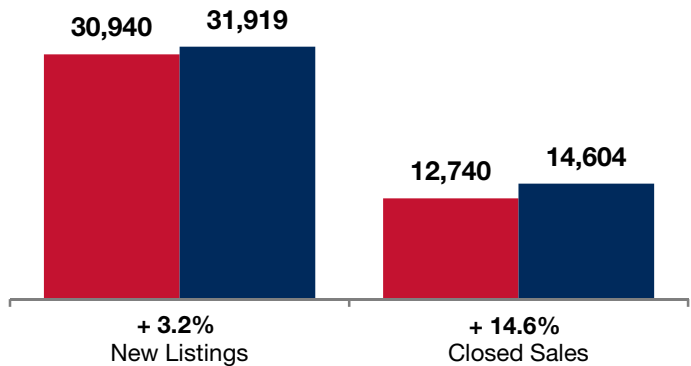
### May through Apr

■ 2011 ■ 2012

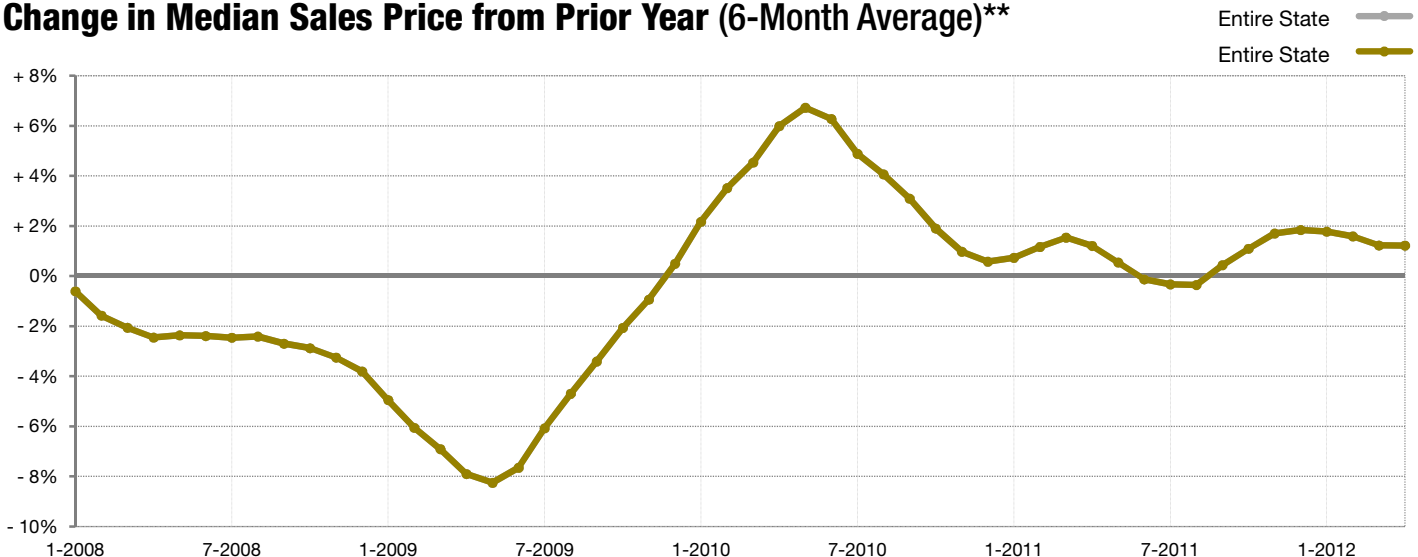


### Feb through Apr

■ 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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