

Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



Union County

+ 100.0%

Change in
New Listings

- 66.7%

Change in
Closed Sales

+ 208.2%

Change in
Median Sales Price

April

Year to Date

| | 2011 | 2012 | + / - | 2011 | 2012 | + / - |
|--|----------|------------------|----------|----------|------------------|---------|
| New Listings | 1 | 2 | + 100.0% | 6 | 4 | - 33.3% |
| Closed Sales | 3 | 1 | - 66.7% | 4 | 5 | + 25.0% |
| Median Sales Price | \$97,000 | \$299,000 | + 208.2% | \$86,000 | \$155,500 | + 80.8% |
| Percent of Original List Price Received at Sale* | 96.8% | 100.0% | + 3.4% | 97.6% | 91.4% | - 6.3% |
| Months Supply of Inventory | 5.6 | 9.6 | + 71.4% | -- | -- | -- |
| Inventory of Homes for Sale | 12 | 12 | 0.0% | -- | -- | -- |

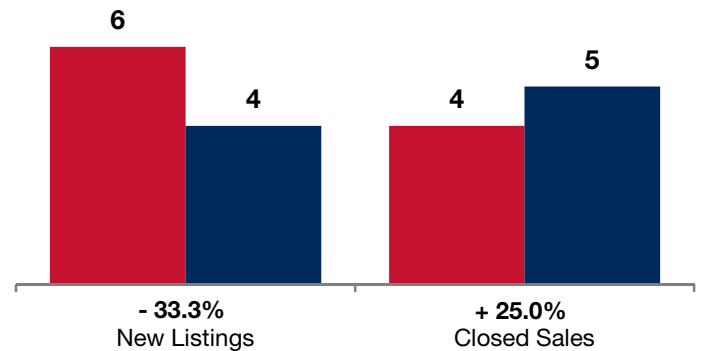
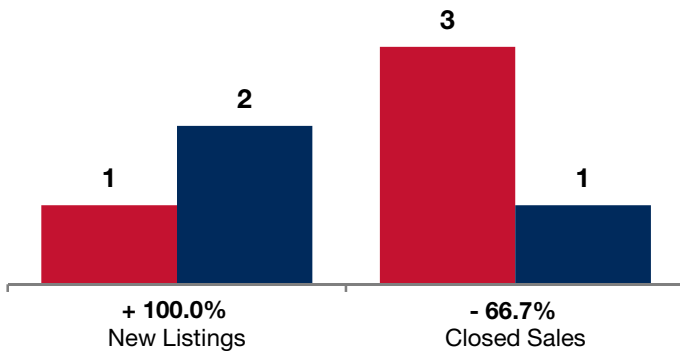
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

April

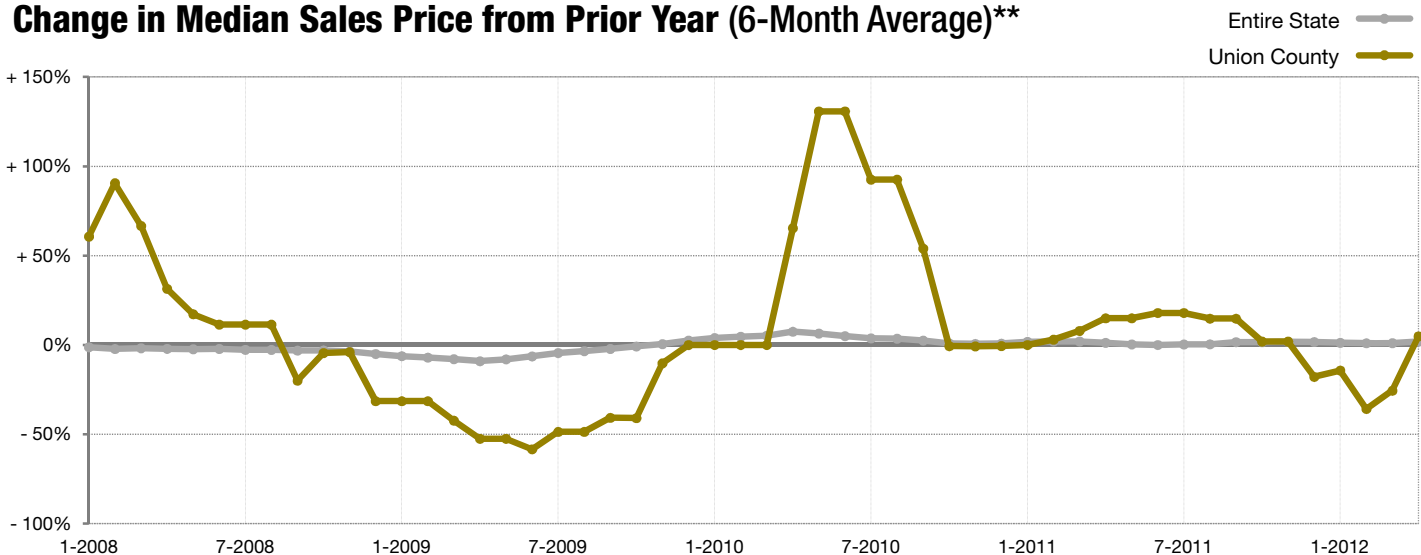
■ 2011 ■ 2012

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.