

Local Market Update for April 2016

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



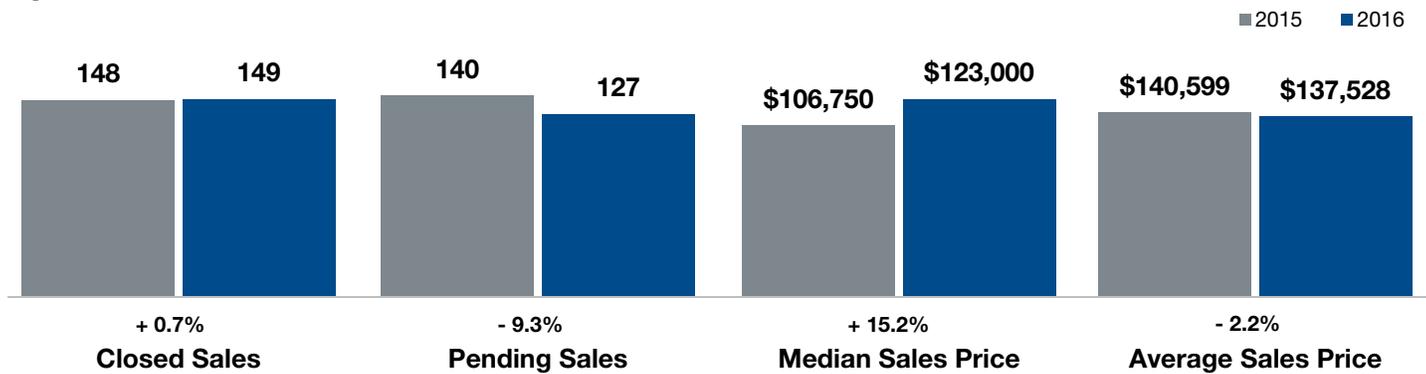
Northeastern Indiana Association of REALTORS®

This report includes DeKalb, LaGrange, Noble and Steuben counties.

| Key Metrics | April | | | Year to Date | | |
|--|-----------|------------------|----------------|--------------|------------------|----------------|
| | 2015 | 2016 | Percent Change | Thru 4-2015 | Thru 4-2016 | Percent Change |
| New Listings | 281 | 232 | - 17.4% | 805 | 742 | - 7.8% |
| Closed Sales | 148 | 149 | + 0.7% | 412 | 421 | + 2.2% |
| Median Sales Price | \$106,750 | \$123,000 | + 15.2% | \$108,250 | \$112,500 | + 3.9% |
| Percent of Original List Price Received* | 93.3% | 95.2% | + 2.0% | 94.6% | 94.8% | + 0.2% |
| Months Supply of Inventory | 9.2 | 8.2 | - 10.9% | -- | -- | -- |
| Inventory of Homes for Sale | 1,274 | 1,132 | - 11.1% | -- | -- | -- |

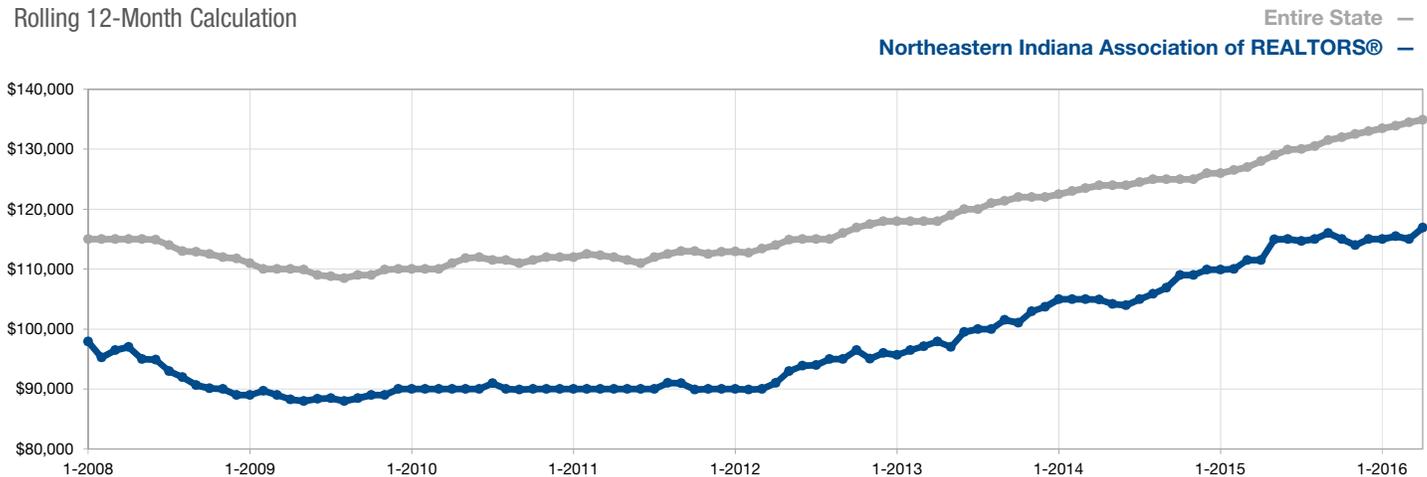
* Does not account for list price from any previous listing contracts. | Activity for one month can sometimes look extreme due to small sample size.

April



Median Sales Price

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.