

## Multiple Listing Service of Elkhart County 2010 Monthly Residential Statistics

This comparison is based on properties from the MLS of Elkhart County representing Elkhart County Townships  
Updated July 9, 2010

<b>Jan 1 – Jan 31</b>	<b><u>2010</u></b>	<b><u>2009</u></b>	<b><u>2008</u></b>	<b><u>2007</u></b>	<b><u>2006</u></b>	<b><u>2005</u></b>	<b><u>2004</u></b>	<b><u>2003</u></b>
New Units Listed	256	238	304	288	285	230	170	175
Sold Units Residential	102	71	97	99	152	126	120	129
Average Sale Price	82,291	78,902	110,532	129,326	129,012	110,132	105,733	106,635
Median Sale Price	80,000	74,000	92,000	94,250	119,750	105,750	96,000	105,000
Average Market Time	118	92	91	86	86	108	93	106
Dollar Volume of Closed Sales	8,393,765	5,602,106	10,721,634	12,803,315	19,609,847	13,876,669	12,687,972	13,755,855
Sale Price/List Price Ratio	93.24%	93.05%	96.17%	97.38%	96.30%	96.42%	96.47%	97.02%
<b>Feb 1 – Feb 28</b>	<b><u>2010</u></b>	<b><u>2009</u></b>	<b><u>2008</u></b>	<b><u>2007</u></b>	<b><u>2006</u></b>	<b><u>2005</u></b>	<b><u>2004</u></b>	<b><u>2003</u></b>
New Units Listed	248	234	263	236	299	240	174	120
Sold Units Residential	104	81	133	133	168	126	140	131
Average Sale Price	76,535	96,854	110,922	128,083	120,399	115,987	115,176	103,231
Median Sale Price	70,232	81,000	90,000	112,000	112,000	104,850	105,375	97,000
Average Market Time	114	141	93	118	90	90	98	95
Dollar Volume of Closed Sales	7,959,737	7,845,176	14,752,677	17,035,157	20,227,091	14,614,391	16,124,626	13,523,245
Sale Price/List Price Ratio	93.35%	93.17%	96.18%	96.74%	97.06%	97.12%	97.22%	96.09
<b>Mar 1 – Mar 31</b>	<b><u>2010</u></b>	<b><u>2009</u></b>	<b><u>2008</u></b>	<b><u>2007</u></b>	<b><u>2006</u></b>	<b><u>2005</u></b>	<b><u>2004</u></b>	<b><u>2003</u></b>
New Units Listed	349	305	273	370	351	300	269	177
Sold Units Residential	165	116	133	160	192	192	151	151
Average Sale Price	95,249	95,886	110,307	119,126	115,995	112,779	110,242	97,671
Median Sale Price	81,900	83,950	100,000	108,750	107,750	110,450	104,900	90,000
Average Market Time	102	127	106	100	89	93	114	103
Dollar Volume of Closed Sales	15,716,243	11,122,825	14,670,870	19,060,306	22,271,181	21,653,686	16,646,471	14,748,377
Sale Price/List Price Ratio	94.39%	94.36%	95.76%	95.17%	96.95%	97.10%	96.74%	97.37%

<b>Apr 1 – Apr 30</b>	<b><u>2010</u></b>	<b><u>2009</u></b>	<b><u>2008</u></b>	<b><u>2007</u></b>	<b><u>2006</u></b>	<b><u>2005</u></b>	<b><u>2004</u></b>	<b><u>2003</u></b>
New Units Listed	330	311	338	355	298	360	217	183
Sold Units Residential	199	103	149	186	206	173	208	177
Average Sale Price	94,362	92,678	121,801	139,404	130,025	121,984	112,891	110,047
Median Sale Price	87,500	90,000	109,900	122,950	125,700	119,900	105,750	106,500
Average Market Time	105	124	110	109	82	89	88	110
Dollar Volume of Closed Sales	18,778,144	9,545,844	18,148,418	25,929,324	26,785,157	21,103,216	23,481,409	19,478,284
Sale Price/List Price Ratio	94.71%	92.57%	96.29%	94.13%	97.75%	98.09%	97.48%	97.53
<b>May 1 – May 31</b>	<b><u>2010</u></b>	<b><u>2009</u></b>	<b><u>2008</u></b>	<b><u>2007</u></b>	<b><u>2006</u></b>	<b><u>2005</u></b>	<b><u>2004</u></b>	<b><u>2003</u></b>
New Units Listed	273	303	340	390	335	337	221	190
Sold Units Residential	192	134	150	215	216	252	213	186
Average Sale Price	105,648	94,030	131,935	135,436	129,448	125,260	119,208	115,450
Median Sale Price	97,850	90,000	112,000	125,000	123,000	114,700	112,270	106,150
Average Market Time	114	108	113	89	67	88	88	100
Dollar Volume of Closed Sales	20,284,591	12,600,054	19,790,386	29,118,810	27,960,768	31,565,619	25,391,346	21,473,636
Sale Price/List Price Ratio	94.81%	93.75%	96.06%	97.60%	97.53%	97.75%	97..35%	96.66
<b>Jun 1 – Jun 30</b>	<b><u>2010</u></b>	<b><u>2009</u></b>	<b><u>2008</u></b>	<b><u>2007</u></b>	<b><u>2006</u></b>	<b><u>2005</u></b>	<b><u>2004</u></b>	<b><u>2003</u></b>
New Units Listed	316	295	334	337	376	355	253	219
Sold Units Residential	170	154	162	202	256	280	218	160
Average Sale Price	103,485	117,062	128,863	130,529	132,589	131,355	122,854	118,583
Median Sale Price	90,472	100,550	117,000	119,750	124,500	121,350	116,500	109,450
Average Market Time	108	98	99	93	90	79	87	91
Dollar Volume of Closed Sales	17,592,505	18,027,661	20,875,838	26,366,901	33,942,876	36,779,531	26,782,254	18,973,337
Sale Price/List Price Ratio	94.74%	91.94%	96.80%	96.09%	97.24%	97.40%	97.76%	97.09%
<b>Jul 1 – Jul 31</b>	<b><u>2010</u></b>	<b><u>2009</u></b>	<b><u>2008</u></b>	<b><u>2007</u></b>	<b><u>2006</u></b>	<b><u>2005</u></b>	<b><u>2004</u></b>	<b><u>2003</u></b>
New Units Listed		329	387	407	331	326	275	198
Sold Units Residential		145	146	205	212	209	242	180
Average Sale Price		97,543	126,068	134,371	130,492	124,596	126,906	113,188
Median Sale Price		96,600	119,450	124,900	120,000	116,000	108,250	108,500
Average Market Time		110	90	89	76	71	91	104
Dollar Volume of Closed Sales		14,143,741	18,406,011	27,546,129	27,664,346	26,040,658	30,711,264	20,373,846
Sale Price/List Price Ratio		94.61%	96.57%	96.95%	97.72%	97.94%	97.27%	97.17%

MLS of Elkhart County 2010 Monthly Residential Statistics

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<b>Aug 1 – Aug 31</b>	<b><u>2010</u></b>	<b><u>2009</u></b>	<b><u>2008</u></b>	<b><u>2007</u></b>	<b><u>2006</u></b>	<b><u>2005</u></b>	<b><u>2004</u></b>	<b><u>2003</u></b>
New Units Listed		288	304	355	390	398	277	172
Sold Units Residential		136	145	204	198	220	206	204
Average Sale Price		100,278	120,017	123,387	127,640	130,629	117,997	125,846
Median Sale Price		99,900	114,900	115,622	119,000	119,900	109,650	112,250
Average Market Time		113	84	83	74	68	76	115
Dollar Volume of Closed Sales		13,637,919	17,402,472	25,171,106	25,272,741	28,738,399	24,307,462	25,672,595
Sale Price/List Price Ratio		93.97%	95.72%	96.99%	97.19%	97.61%	97.14%	97.00%
<b>Sept 1 – Sept 30</b>	<b><u>2010</u></b>	<b><u>2009</u></b>	<b><u>2008</u></b>	<b><u>2007</u></b>	<b><u>2006</u></b>	<b><u>2005</u></b>	<b><u>2004</u></b>	<b><u>2003</u></b>
New Units Listed		269	285	258	278	324	259	168
Sold Units Residential		125	144	163	195	210	229	206
Average Sale Price		103,165	111,394	115,445	127,246	126,893	124,977	109,726
Median Sale Price		96,000	98,950	115,000	115,000	118,950	116,000	105,000
Average Market Time		102	101	86	74	73	95	93
Dollar Volume of Closed Sales		12,895,705	16,040,830	18,817,777	24,812,908	26,647,600	28,619,760	22,603,458
Sale Price/List Price Ratio		94.10	96.10%	96.78%	97.18%	97.78%	96.55%	97.13%
<b>Oct 1 – Oct 31</b>	<b><u>2010</u></b>	<b><u>2009</u></b>	<b><u>2008</u></b>	<b><u>2007</u></b>	<b><u>2006</u></b>	<b><u>2005</u></b>	<b><u>2004</u></b>	<b><u>2003</u></b>
New Units Listed		226	279	316	319	324	274	179
Sold Units Residential		175	134	160	177	194	227	177
Average Sale Price		92,201	115,847	125,886	126,587	124,432	119,134	116,286
Median Sale Price		85,000	98,250	115,651	117,000	113,500	106,500	109,900
Average Market Time		120	105	89	82	76	82	96
Dollar Volume of Closed Sales		16,135,332	15,523,630	20,141,837	22,405,926	24,139,834	27,043,470	20,582,659
Sale Price/List Price Ratio		93.67	94.12%	95.34%	97.33%	96.85%	97.55%	98.02%
<b>Nov 1 – Nov 30</b>	<b><u>2010</u></b>	<b><u>2009</u></b>	<b><u>2008</u></b>	<b><u>2007</u></b>	<b><u>2006</u></b>	<b><u>2005</u></b>	<b><u>2004</u></b>	<b><u>2003</u></b>
New Units Listed		199	181	230	228	260	223	120
Sold Units Residential		159	98	151	159	202	190	161
Average Sale Price		96,954	108,028	114,968	114,238	120,311	113,228	109,493
Median Sale Price		85,000	108,200	114,500	109,000	117,000	112,950	98,000
Average Market Time		97	97	87	81	77	86	138
Dollar Volume of Closed Sales		15,415,686	10,586,767	17,360,233	18,163,877	24,302,913	21,513,319	17,628,406
Sale Price/List Price Ratio		93.72%	93.58%	96.69%	96.74%	97.07%	97.49%	96.39%

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<b>Dec 1 – Dec 31</b>	<b><u>2010</u></b>	<b><u>2009</u></b>	<b><u>2008</u></b>	<b><u>2007</u></b>	<b><u>2006</u></b>	<b><u>2005</u></b>	<b><u>2004</u></b>	<b><u>2003</u></b>
New Units Listed		208	184	180	183	180	180	103
Sold Units Residential		122	104	118	162	199	184	154
Average Sale Price		97,716	89,893	116,411	117,114	123,469	119,830	108,708
Median Sale Price		80,000	83,626	112,750	115,000	107,000	112,250	94,950
Average Market Time		102	100	97	72	68	91	87
Dollar Volume of Closed Sales		11,921,361	9,348,938	13,736,502	18,972,493	24,570,473	22,048,730	16,740,993
Sale Price/List Price Ratio		93.62%	93.40%	95.32%	97.12%	97.29%	94.89%	97.71%

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## Multiple Listing Service of Elkhart County 2009 Quarterly Residential Statistics

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Updated July 9, 2010

<b>Jan 1 - Mar 31 Cumulative</b>	<b><u>2010</u></b>	<b><u>2009</u></b>	<b><u>2008</u></b>	<b><u>2007</u></b>	<b><u>2006</u></b>	<b><u>2005</u></b>	<b><u>2004</u></b>	<b><u>2003</u></b>
New Units Listed	853	777	840	894	935	770	613	472
Sold Units Residential	371	268	363	392	512	444	411	411
Average Sale Price	86,441	91,679	110,592	124,741	121,304	112,938	110,606	102,257
Median Sale Price	78,000	79,100	95,125	106,750	112,750	107,950	100,000	96,500
Average Market Time	110	122	97	103	88	97	102	102
Dollar Volume of Closed Sales	32,069,745	24,570,107	40,145,181	48,898,778	62,108,119	50,144,746	45,459,069	42,027,477
Sale Price/List Price Ratio	93.83%	93.68%	96.04%	96.28%	96.78%	96.92%	96.83%	96.84%
<b>Apr 1 – Jun 30 Cumulative</b>	<b><u>2010</u></b>	<b><u>2009</u></b>	<b><u>2008</u></b>	<b><u>2007</u></b>	<b><u>2006</u></b>	<b><u>2005</u></b>	<b><u>2004</u></b>	<b><u>2003</u></b>
New Units Listed	919	909	1012	1082	1009	1052	691	592
Sold Units Residential	561	391	461	603	678	705	639	523
Average Sale Price	100,989	102,745	127,580	135,016	130,809	126,877	118,395	114,580
Median Sale Price	90,500	92,500	113,000	124,000	124,700	118,000	111,000	107,000
Average Market Time	109	108	107	97	81	86	88	101
Dollar Volume of Closed Sales	56,655,240	40,173,559	58,814,642	81,415,035	88,688,801	89,448,366	75,655,009	59,925,257
Sale Price/List Price Ratio	94.76%	92.65%	96.39%	95.99%	97.48%	97.69%	97.53%	97.08%
<b>Jul 1 – Sep 30 Cumulative</b>	<b><u>2010</u></b>	<b><u>2009</u></b>	<b><u>2008</u></b>	<b><u>2007</u></b>	<b><u>2006</u></b>	<b><u>2005</u></b>	<b><u>2004</u></b>	<b><u>2003</u></b>
New Units Listed		886	976	1019	999	1048	811	538
Sold Units Residential		406	435	572	605	639	677	590
Average Sale Price		100,399	119,193	125,060	128,512	127,428	123,542	116,356
Median Sale Price		97,000	112,000	120,000	117,000	117,800	111,180	109,000
Average Market Time		109	92	86	75	71	88	104
Dollar Volume of Closed Sales		40,762,365	51,849,313	71,534,812	77,749,995	81,426,657	83,638,486	68,649,899
Sale Price/List Price Ratio		94.27%	96.14%	96.92%	97.37%	97.77%	96.98%	97.09%

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<b>Oct 1 – Dec 31 Cumulative</b>	<b><u>2010</u></b>	<b><u>2009</u></b>	<b><u>2008</u></b>	<b><u>2007</u></b>	<b><u>2006</u></b>	<b><u>2005</u></b>	<b><u>2004</u></b>	<b><u>2003</u></b>
New Units Listed		633	644	726	730	764	677	402
Sold Units Residential		456	336	429	498	595	601	492
Average Sale Price		95,334	105,533	119,437	119,562	122,711	117,480	111,691
Median Sale Price		84,950	94,450	114,500	114,112	113,500	110,000	100,500
Average Market Time		107	101	91	78	74	86	107
Dollar Volume of Closed Sales		43,472,379	35,459,335	51,238,572	59,542,296	73,013,220	70,605,519	54,952,058
Sale Price/List Price Ratio		93.68%	93.77%	95.78%	97.09%	97.07%	96.68%	97.40%

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## Multiple Listing Service of Elkhart County 2009 Cumulative Residential Statistics

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Updated July 9, 2010

Jan 1 - Dec 31 Cumulative	<u>2010</u>	<u>2009</u>	<u>2008</u>	<u>2007</u>	<u>2006</u>	<u>2005</u>	<u>2004</u>	<u>2003</u>
New Units Listed		3205	3472	3721	3673	3634	2792	2004
Sold Units Residential		1521	1595	1996	2293	2383	2328	2016
Average Sale Price		97,947	116,782	126,797	125,638	123,387	118,280	111,882
Median Sale Price		89,000	107,000	118,000	117,500	115,000	109,900	104,000
Average Market Time		110	99	94	80	81	90	100
Dollar Volume of Closed Sales		148,978,410	186,268,471	253,087,197	288,089,211	294,032,989	275,358,083	225,554,961
Sale Price/List Price Ratio		93.56%	95.74%	96.26%	97.22%	97.43%	97.03%	97.11%