Ball State Business Roundtable

Sponsored by:

RAYMOND JAMES®
Welcome

Steve Smith, Roundtable Chair
Midwest Metal Products Co., Inc.
U.S. Economic Outlook

Michael J. Hicks, PhD
Ball State University
# U.S. Economy in 2010

## TIME SERIES FORECAST 2010 (%)

<table>
<thead>
<tr>
<th>Variable</th>
<th>2009 Avg. (%)</th>
<th>Q 1</th>
<th>Q 2</th>
<th>Q 3</th>
<th>Q 4</th>
<th>2010 Avg.</th>
<th>Round Table</th>
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### CONSENSUS (%)
Real GDP, Chained Dollars 2010

http://www.Economagic.com/
Indiana House Price Index

Economic Chart Dispenser

http://www.Economagic.com/
Muncie & US Unemployment Rates

Unemployment Rate: Muncie city, IN, Indiana; Percent; NSA
Civilian Unemployment Rate: Percent; SA

Economic Chart Dispenser
http://www.Economagic.com/
State of Real Estate
Muncie-Delaware County

Jim Kouns - Broker, CSR, GRI
Coldwell Banker Lunsford
Delaware County Real Estate

2010 Market Review
The Good

Jim Kouns
Broker, GRI, CRS
The Bad
The Ugly
Delaware Co. Real Estate
2010 Market Review

Units Sold

10.2 % Decrease
Delaware Co. Real Estate
2010 Market Review

Average Selling Price

<table>
<thead>
<tr>
<th>Year</th>
<th>Average Selling Price</th>
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<tbody>
<tr>
<td>2003</td>
<td>$75,000</td>
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<tr>
<td>2004</td>
<td>$80,000</td>
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<tr>
<td>2005</td>
<td>$85,000</td>
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<tr>
<td>2006</td>
<td>$90,000</td>
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<tr>
<td>2007</td>
<td>$95,000</td>
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<tr>
<td>2008</td>
<td>$100,000</td>
</tr>
<tr>
<td>2009</td>
<td>$105,000</td>
</tr>
<tr>
<td>2010</td>
<td>$100,000</td>
</tr>
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9.1% Decrease

Jim Kouns
Broker, GRI, CRS

COLDWELL BANKER LUNSFORDF
Delaware Co. Real Estate
2010 Market Review

2010 Vs 2009 Activity By Price Range

- Avg. Price Was $84,766
- Median Price Was $69,900
- 85% Were $150,000 Or Less

Jim Kouns
Broker, GRI, CRS

Below $75M
$75-$100M
$100-$150M
$150-$200M
$200-$250M
$250-$300
Over $300

2010
2009

Jim Kouns
Broker, GRI, CRS

Coldwell Banker
LUNSFORD
Delaware Co. Real Estate
2010 Market Review
Sales By Type

Private Seller: 62%
Foreclosure: 7%
Estate: 30%
Short Sale: 30%
Delaware Co. Real Estate
2010 Market Review

Pending Sales By Month

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Broker, GRI, CRS
Delaware Co. Real Estate
2010 Market Review

Average Property Tax
$90,000-$95,000 Home
Delaware Co. Real Estate
2010 Market Review

Jim Kouns
Broker, GRI, CRS

Assessed Value

Sold Price

2003 2004 2005 2006 2007 2008 2009 2010
Delaware Co. Real Estate
2010 Market Review

Ratio of Property Tax
to Sold Price

2003 2004 2005 2006 2007 2008 2009 2010
Delaware Co. Real Estate
2010 Market Review

Active Listings

- 2006: 849
- 2007: 804
- 2008: 752
- 2009: 699
- 2010: 608
- 2011: 568

Jim Kouns
Broker, GRI, CRS

Coldwell Banker
Lunsford
Delaware Co. Real Estate 2010 Market Review

Months Inventory By Price Range

- Below $75M: 6.9
- $75-$100M: 8.2
- $100-$150M: 9.8
- $150-$200M: 9.9
- $200-$250M: 9.9
- $250-$300: 10.5
- Over $300: 17.5

Balanced
Delaware Co. Real Estate 2009 Market Review

Months Inventory By Price Range

Jim Kouns
Broker, GRI, CRS
COLDWELL BANKER LUNSFORD
Delaware Co. Real Estate 2008 Market Review

Months Inventory By Price Range

Below $75M 8.2 7.4 10 9 10.7 17.7 23.5
$75-$100M $100-$150M $150-$200M $200-$250M $250-$300 Over $300

Balanced
Delaware Co. Real Estate
2010 Market Review

Condo/Villa Units Sold

<table>
<thead>
<tr>
<th>Year</th>
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<tbody>
<tr>
<td>2004</td>
<td>20</td>
</tr>
<tr>
<td>2005</td>
<td>30</td>
</tr>
<tr>
<td>2006</td>
<td>70</td>
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<td>2007</td>
<td>60</td>
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<td>2008</td>
<td>30</td>
</tr>
<tr>
<td>2009</td>
<td>40</td>
</tr>
<tr>
<td>2010</td>
<td>50</td>
</tr>
</tbody>
</table>
Delaware Co. Real Estate
2010 Market Review

County-Issued
Building Permits*

*Single Family, New Construction
Delaware Co. Real Estate
2010 Market Review

The Good

➢ Property Taxes Continue Decreasing
➢ Interest Rates Remain Very Attractive
➢ Listing Inventories Are Much Lower
➢ Muncie Remains Indiana’s Most Affordable Housing Market*
➢ Muncie Is The Most Affordable Market Hosting A Div. 1A School In The US*

*Source: Coldwell Banker 2010 Home Price Comparison Index.
Delaware Co. Real Estate
2010 Market Review

The Bad

- Building Permits Were Up But Only Slightly
- Sales Of Condo/Patio Homes Maintained A Small Increase
- Foreclosures Remained About The Same
Delaware Co. Real Estate
2010 Market Review

The Ugly

- 889 Homes Sold in 2010 (-10.2%)
- Average Sale Price Was Down (-9.1%)
Golden Dart Award
Congratulations!

Jim Kouns
Rick Lopez
Thank you