

Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



Clay County

- 25.0%

Change in
New Listings

+ 62.5%

Change in
Closed Sales

- 33.9%

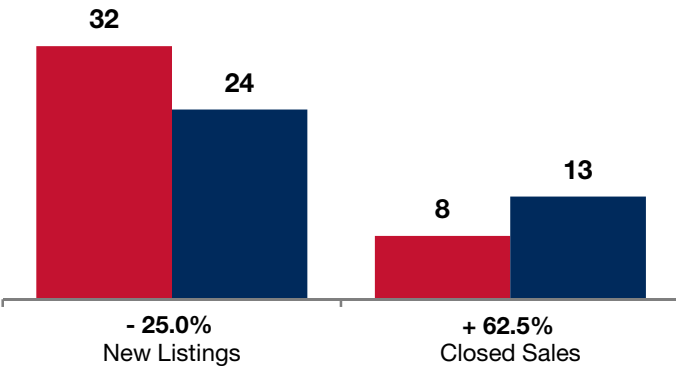
Change in
Median Sales Price

	April			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	32	24	- 25.0%	107	100	- 6.5%
Closed Sales	8	13	+ 62.5%	36	59	+ 63.9%
Median Sales Price	\$111,000	\$73,400	- 33.9%	\$56,500	\$63,000	+ 11.5%
Percent of Original List Price Received at Sale*	92.9%	86.5%	- 6.9%	89.7%	83.9%	- 6.4%
Months Supply of Inventory	9.6	8.8	- 8.7%	--	--	--
Inventory of Homes for Sale	146	126	- 13.7%	--	--	--

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

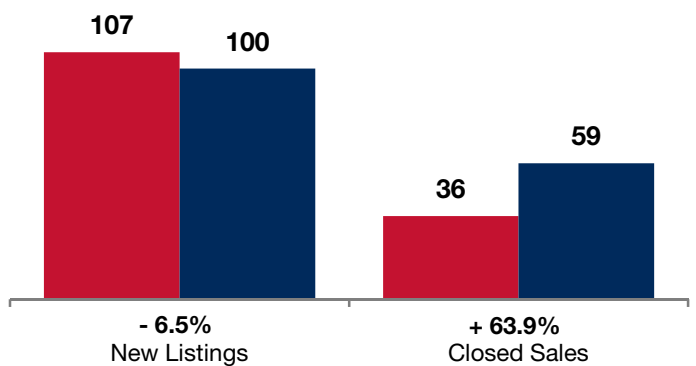
April

■ 2011 ■ 2012

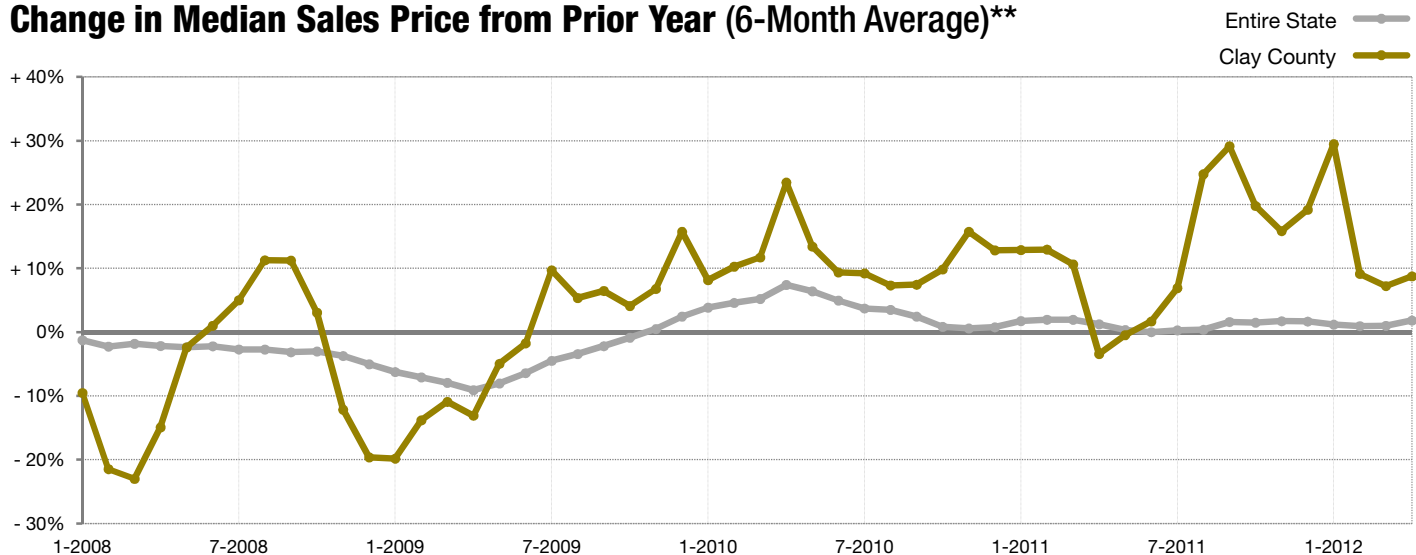


Year to Date

■ 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.