

Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



Lawrence County

+ 28.3%

Change in
New Listings

- 46.7%

Change in
Closed Sales

- 9.6%

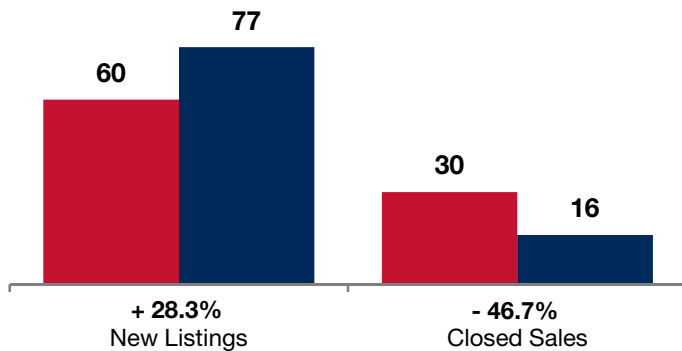
Change in
Median Sales Price

	April			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	60	77	+ 28.3%	237	271	+ 14.3%
Closed Sales	30	16	- 46.7%	111	76	- 31.5%
Median Sales Price	\$89,000	\$80,500	- 9.6%	\$75,000	\$80,500	+ 7.3%
Percent of Original List Price Received at Sale*	90.7%	87.2%	- 3.9%	86.4%	87.3%	+ 1.1%
Months Supply of Inventory	9.8	11.8	+ 20.2%	--	--	--
Inventory of Homes for Sale	327	327	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.

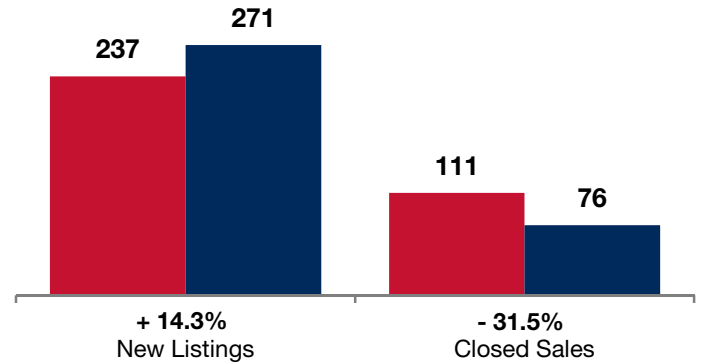
April

■ 2011 ■ 2012

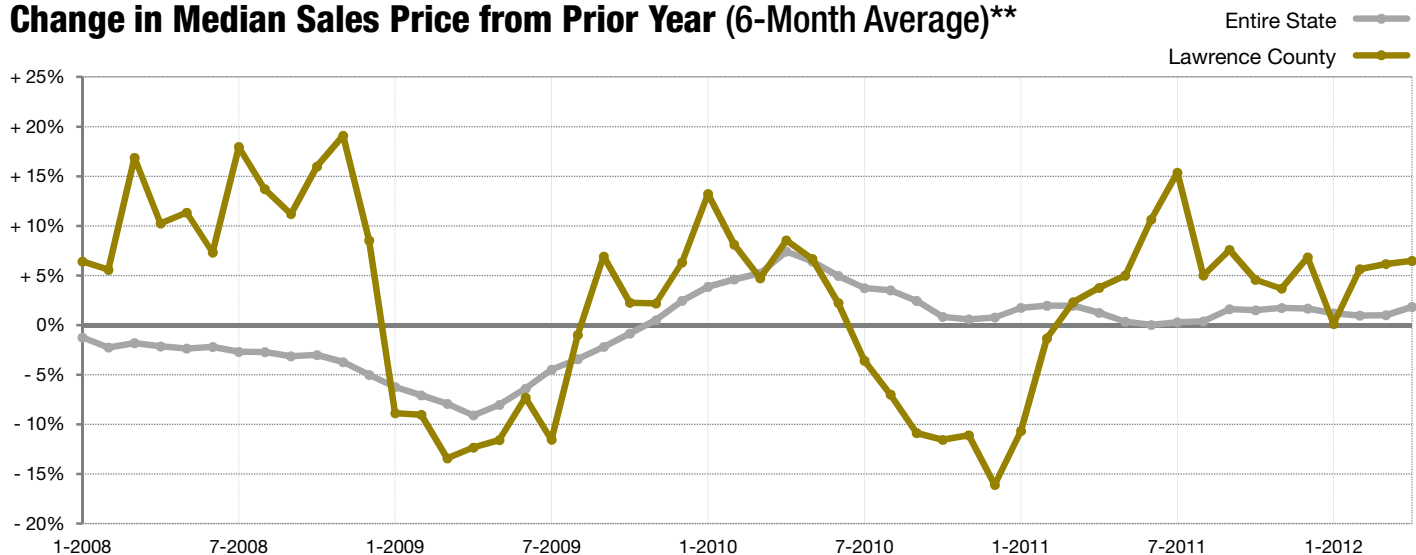


Year to Date

■ 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.