

# Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



## Shelby County

**+ 16.4%**

Change in  
New Listings

**- 17.1%**

Change in  
Closed Sales

**- 20.4%**

Change in  
Median Sales Price

	April			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	67	78	+ 16.4%	257	255	- 0.8%
Closed Sales	41	34	- 17.1%	125	133	+ 6.4%
Median Sales Price	\$90,400	<b>\$72,000</b>	- 20.4%	\$80,250	<b>\$79,000</b>	- 1.6%
Percent of Original List Price Received at Sale*	86.9%	<b>91.3%</b>	+ 5.1%	88.0%	<b>87.3%</b>	- 0.7%
Months Supply of Inventory	11.2	<b>9.7</b>	- 13.2%	--	--	--
Inventory of Homes for Sale	362	<b>344</b>	- 5.0%	--	--	--

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

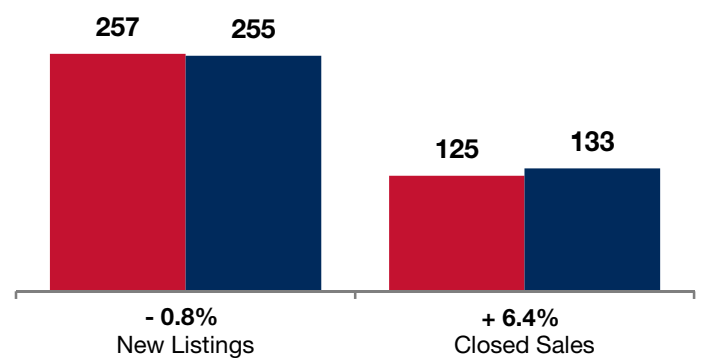
### April

■ 2011 ■ 2012

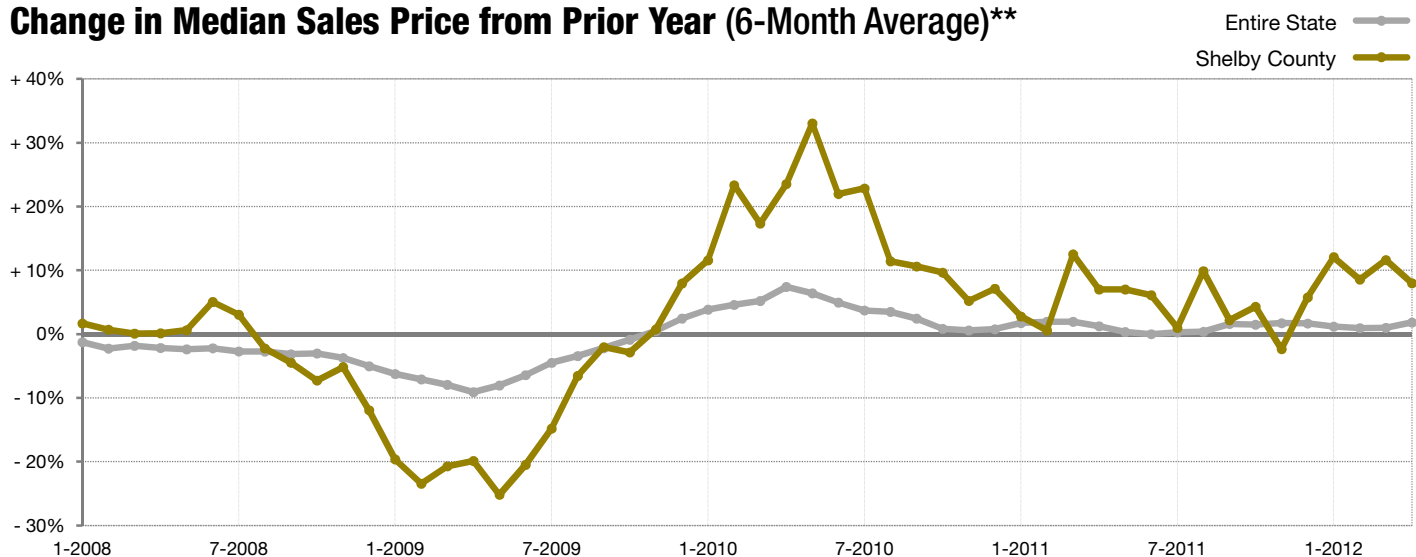


### Year to Date

■ 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.