

# Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



## Steuben County

**- 5.4%**

Change in  
New Listings

**+ 25.9%**

Change in  
Closed Sales

**+ 49.5%**

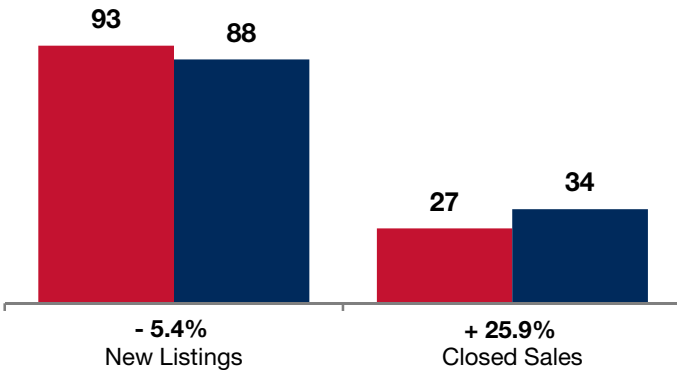
Change in  
Median Sales Price

	April			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	93	88	- 5.4%	327	306	- 6.4%
Closed Sales	27	34	+ 25.9%	82	99	+ 20.7%
Median Sales Price	\$92,450	<b>\$138,200</b>	+ 49.5%	\$100,000	<b>\$123,200</b>	+ 23.2%
Percent of Original List Price Received at Sale*	91.1%	<b>86.6%</b>	- 4.9%	89.0%	<b>87.3%</b>	- 2.0%
Months Supply of Inventory	20.0	<b>18.2</b>	- 9.4%	--	--	--
Inventory of Homes for Sale	631	<b>581</b>	- 7.9%	--	--	--

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

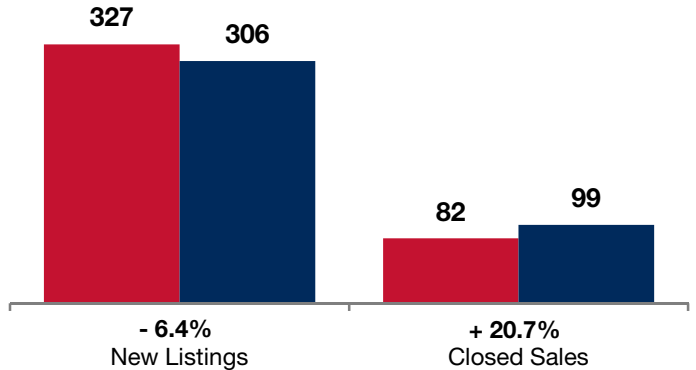
### April

■ 2011 ■ 2012

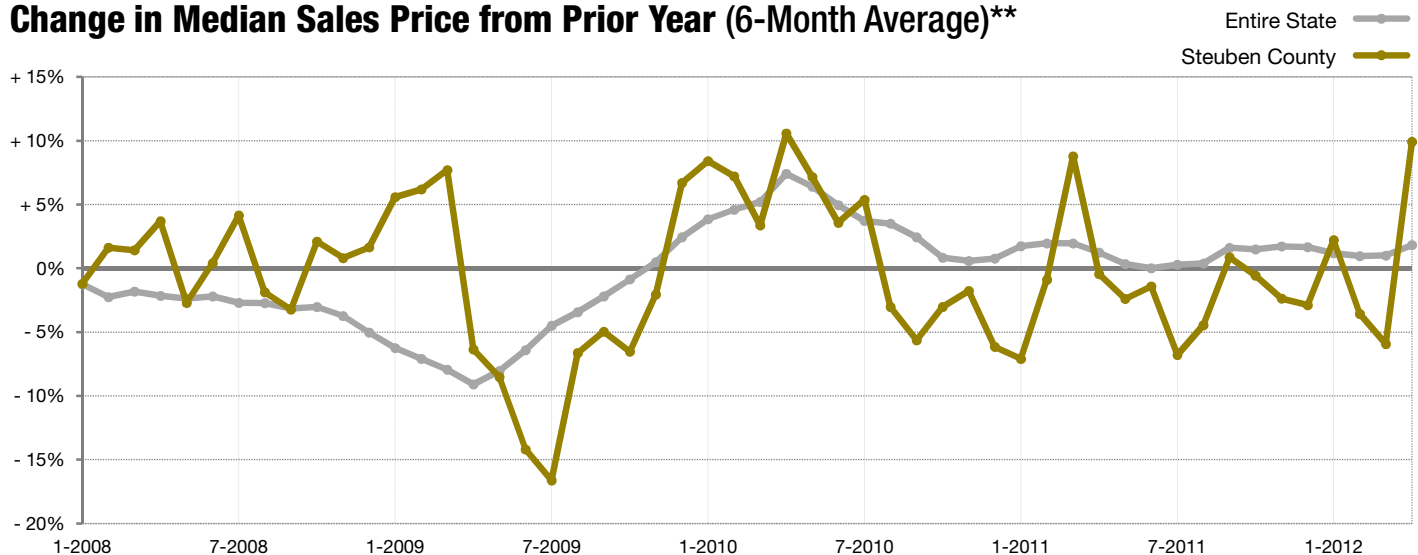


### Year to Date

■ 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.