

Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



Sullivan County

- 22.7%

Change in
New Listings

+ 33.3%

Change in
Closed Sales

- 31.7%

Change in
Median Sales Price

April

Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	22	17	- 22.7%	71	68	- 4.2%
Closed Sales	9	12	+ 33.3%	40	22	- 45.0%
Median Sales Price	\$69,500	\$47,450	- 31.7%	\$50,000	\$45,450	- 9.1%
Percent of Original List Price Received at Sale*	89.4%	88.3%	- 1.2%	83.6%	90.9%	+ 8.7%
Months Supply of Inventory	10.3	11.3	+ 9.6%	--	--	--
Inventory of Homes for Sale	96	78	- 18.8%	--	--	--

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

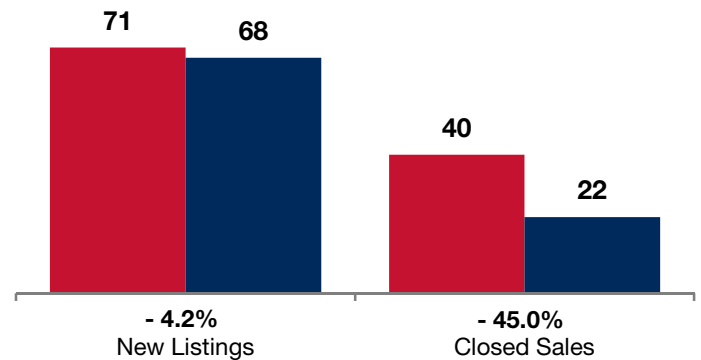
April

■ 2011 ■ 2012

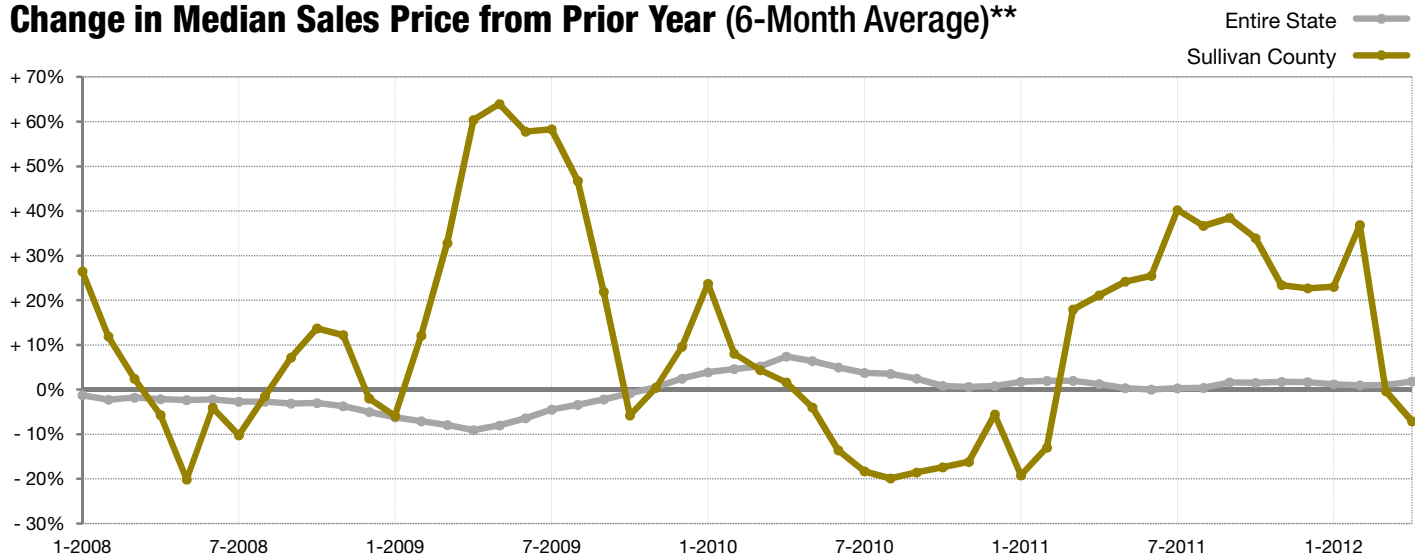


Year to Date

■ 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.