

Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



Clay County

+ 14.3%

Change in
New Listings
Last 3 Mos. Compared
to a Year Ago

+ 92.3%

Change in
Closed Sales
Last 3 Mos. Compared
to a Year Ago

- 5.0%

Change in
Median Sales Price
Last 3 Mos. Compared
to a Year Ago

Feb through Apr

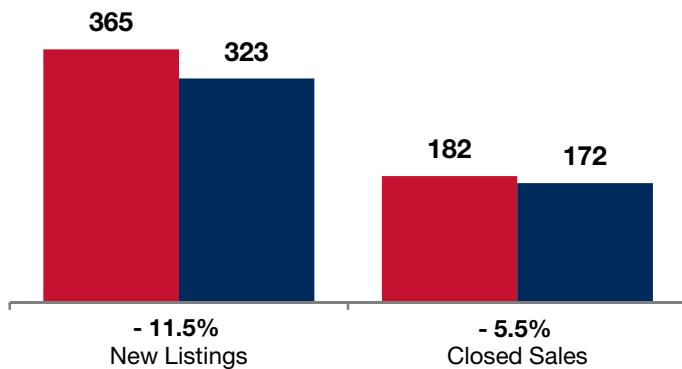
May through Apr

	2011	2012	+ / -	2011	2012	+ / -
New Listings	70	80	+ 14.3%	365	323	- 11.5%
Closed Sales	26	50	+ 92.3%	182	172	- 5.5%
Median Sales Price	\$60,500	\$57,500	- 5.0%	\$70,000	\$78,500	+ 12.1%
Percent of Original List Price Received at Sale*	89.3%	83.8%	-6.2%	86.5%	86.4%	-0.1%

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

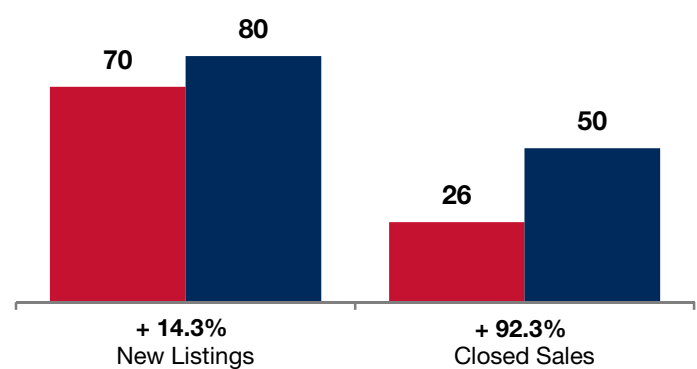
May through Apr

■ 2011 ■ 2012

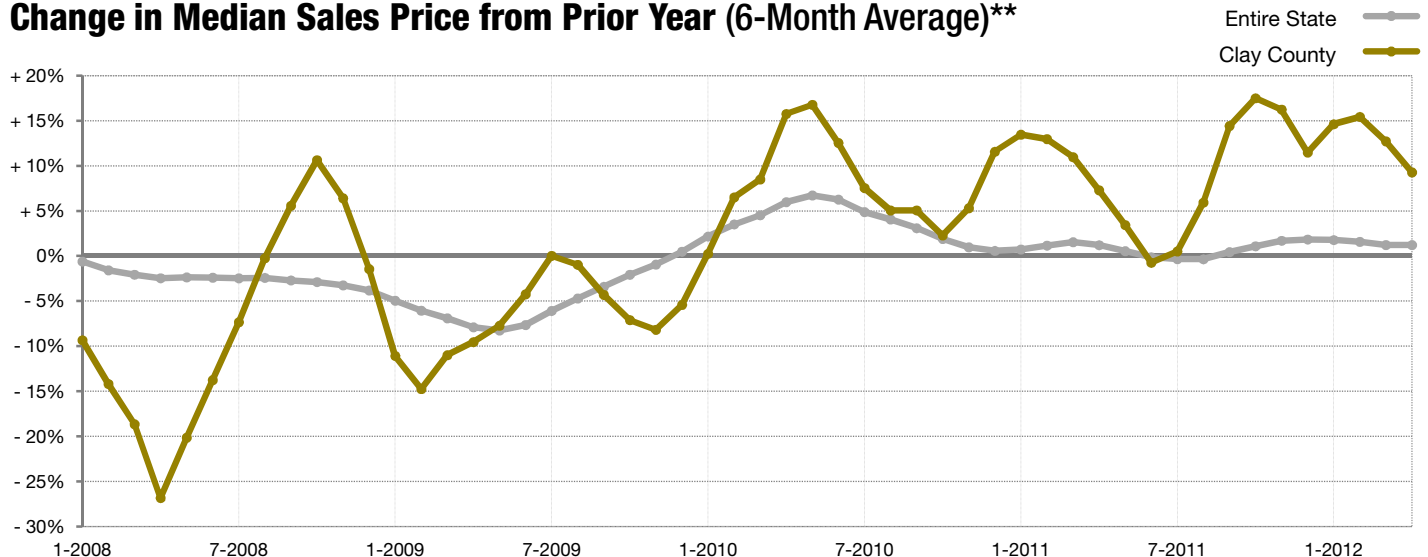


Feb through Apr

■ 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®).
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