

# Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



## Hancock County

**+ 5.1%**

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

**+ 15.0%**

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

**+ 2.2%**

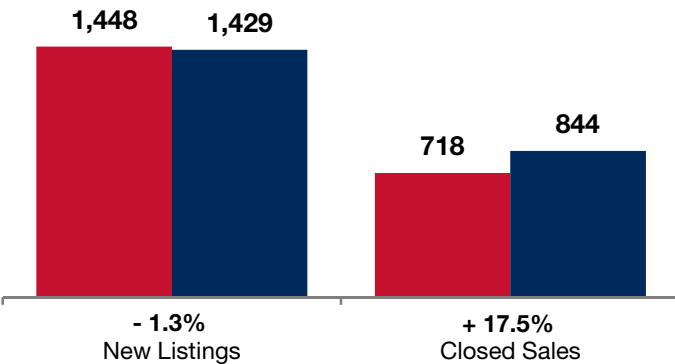
Change in  
**Median Sales Price**  
Last 3 Mos. Compared  
to a Year Ago

	Feb through Apr			May through Apr		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	391	411	+ 5.1%	1,448	1,429	- 1.3%
Closed Sales	173	199	+ 15.0%	718	844	+ 17.5%
Median Sales Price	\$122,250	\$125,000	+ 2.2%	\$127,500	\$125,500	- 1.6%
Percent of Original List Price Received at Sale*	89.2%	88.7%	-0.5%	90.6%	88.1%	-2.7%

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

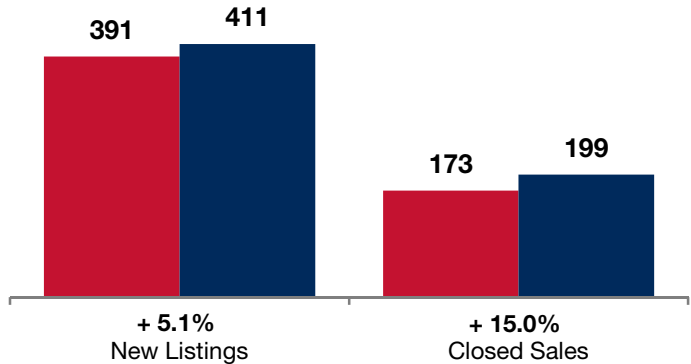
### May through Apr

■ 2011 ■ 2012

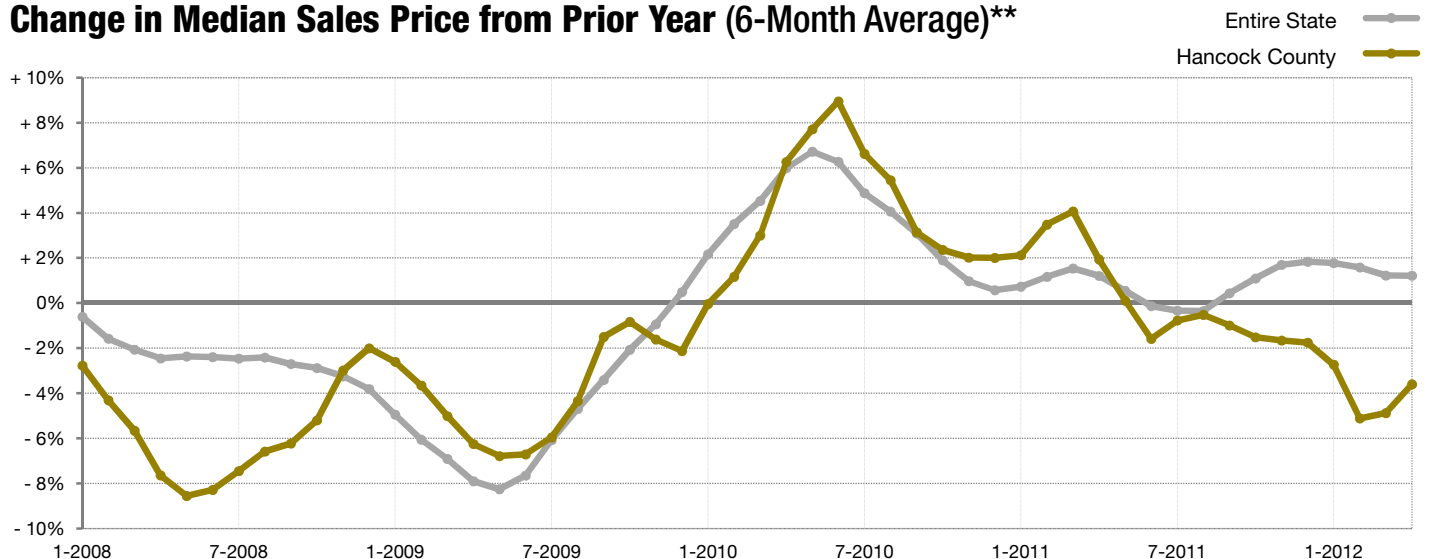


### Feb through Apr

■ 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®). Powered by 10K Research and Marketing.