

Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



Lawrence County

+ 16.8%

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

- 35.2%

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

+ 11.5%

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

Feb through Apr

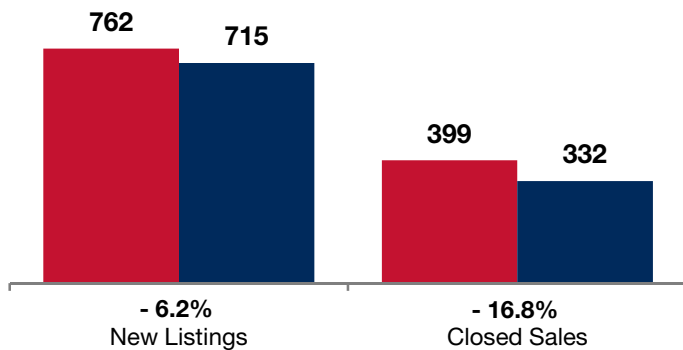
May through Apr

	2011	2012	+ / -	2011	2012	+ / -
New Listings	191	223	+ 16.8%	762	715	- 6.2%
Closed Sales	88	57	- 35.2%	399	332	- 16.8%
Median Sales Price	\$75,000	\$83,648	+ 11.5%	\$75,000	\$76,500	+ 2.0%
Percent of Original List Price Received at Sale*	86.5%	88.9%	2.7%	86.4%	88.3%	2.1%

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

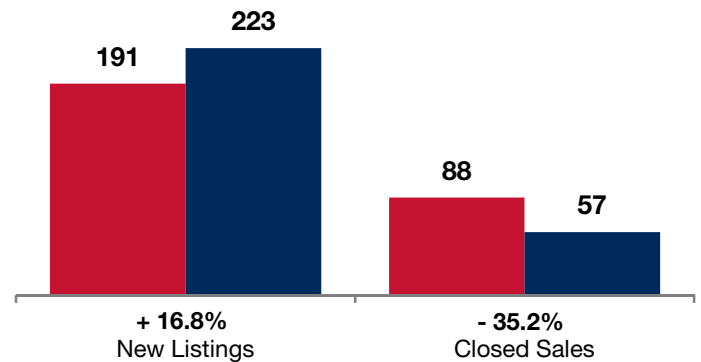
May through Apr

■ 2011 ■ 2012

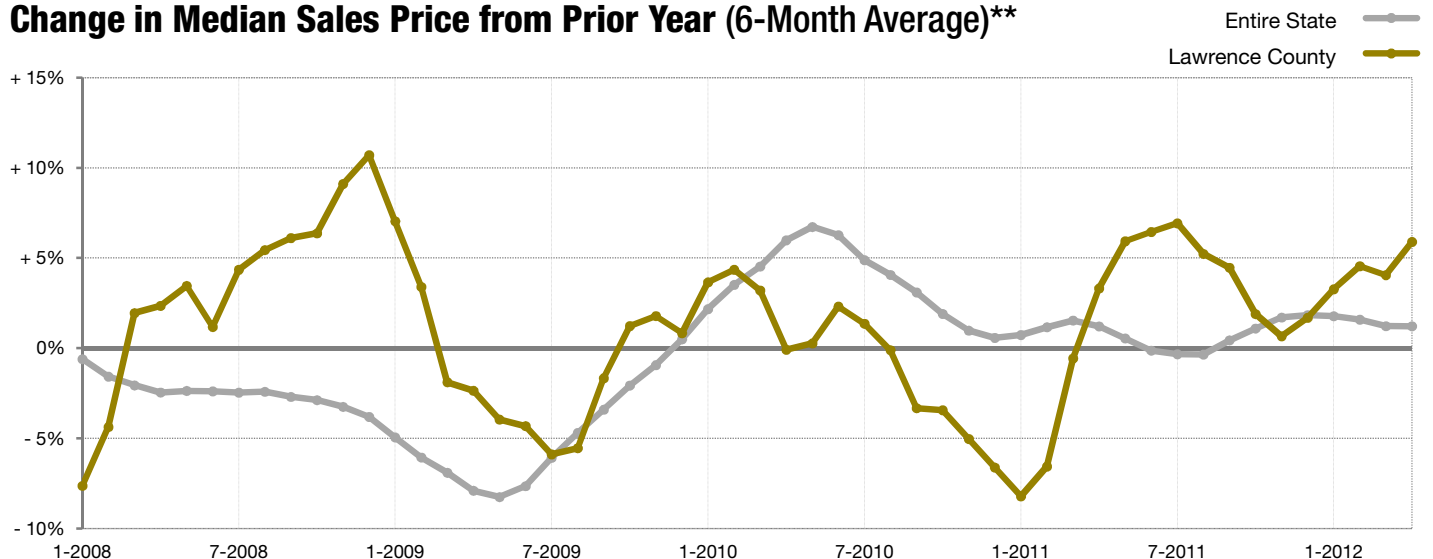


Feb through Apr

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