

Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



Shelby County

- 5.3%

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

- 6.6%

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

- 8.5%

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

Feb through Apr

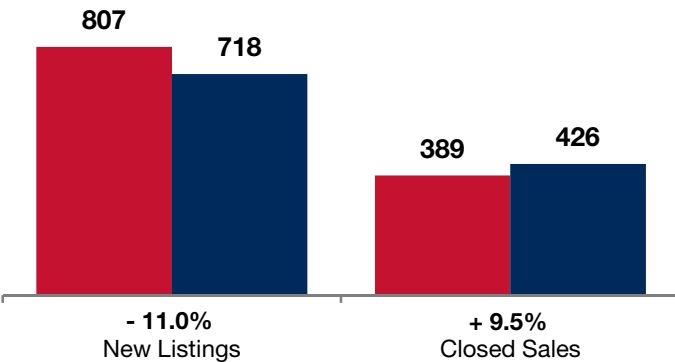
May through Apr

	2011	2012	+ / -	2011	2012	+ / -
New Listings	208	197	- 5.3%	807	718	- 11.0%
Closed Sales	106	99	- 6.6%	389	426	+ 9.5%
Median Sales Price	\$82,000	\$75,000	- 8.5%	\$85,000	\$87,500	+ 2.9%
Percent of Original List Price Received at Sale*	87.7%	87.7%	0.0%	89.5%	87.4%	-2.4%

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

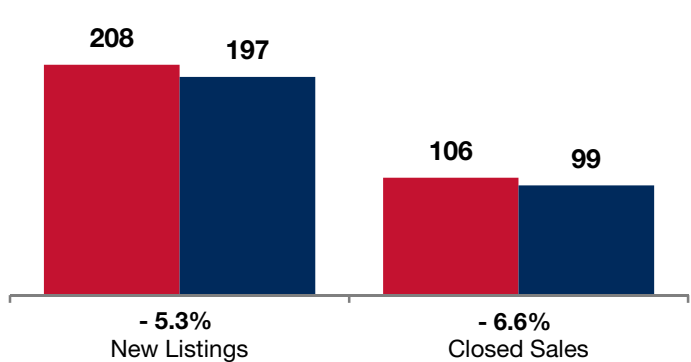
May through Apr

■ 2011 ■ 2012

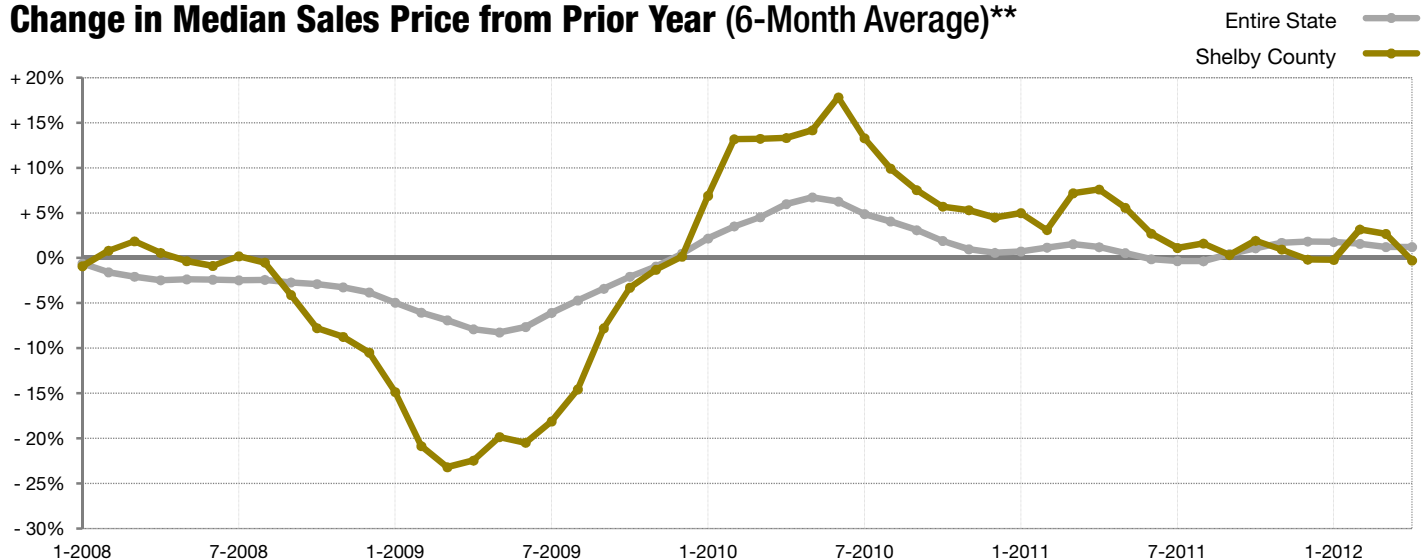


Feb through Apr

■ 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.