

Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



Sullivan County

0.0%

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

- 33.3%

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

- 24.3%

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	58	58	0.0%	211	163	- 22.7%
Closed Sales	30	20	- 33.3%	112	83	- 25.9%
Median Sales Price	\$60,000	\$45,450	- 24.3%	\$55,000	\$63,150	+ 14.8%
Percent of Original List Price Received at Sale*	83.6%	86.9%	3.9%	85.6%	89.0%	3.9%

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

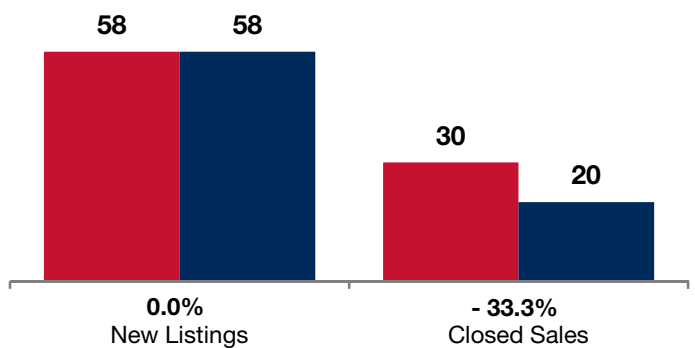
May through Apr

■ 2011 ■ 2012

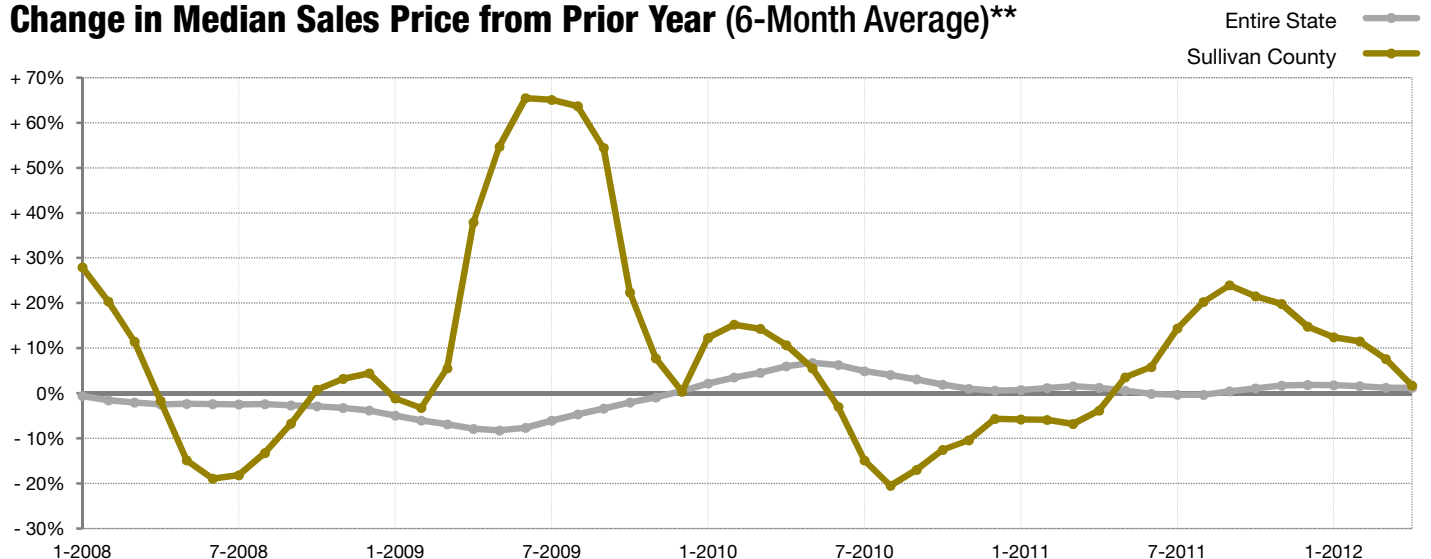


Feb through Apr

■ 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.