

Regional Market Snapshot

Residential Single Family Statistics
(As of Sunday, January 22, 2012)

	Greater Louisville Area	Southern Indiana Area	Etown/Ft. Knox Area
ACTIVE INVENTORY			
Active Residential Listings Currently on the Market	7,469	1,968	1,437
Average List Price	\$216,481	\$157,228	\$170,901
Months of Inventory *	13.7	13.9	17.5
LAST 30 DAYS			
Number Sold	547	142	82
Average Sales Price	\$156,481	\$121,545	\$131,169
Sales Price vs. List Price **	94.8%	95.0%	94.0%
Average Days on Market ***	83	129	158
New Listings on Market	1,477	377	228
Cancelled, Withdrawn or Expired Listings	1,204	322	207
LAST 12 MONTHS			
Number Sold	10,912	2,528	1,604
Average Sales Price	\$163,591	\$124,097	\$139,556
Sales Price vs. List Price **	95.0%	95.5%	96.0%
Average Days on Market ***	87	115	147

Statistic Notes:

* - The real estate industry standard calculation for months of inventory is to divide the current inventory units by the number of units sold in the last 30 days

** - Sales to List Price ratio is calculated by dividing the average sales price into the average list price of the units sold.

*** - This number does not reflect the times a home that is sold has been on the market before by (1) its owner, (2) another Realtor whose listing expired, or (3) a listing cancelled and then relisted to generate new interest. This number in most instances does not reflect the number of days from contract to close which averages 30-45 days for most closings. In order to have a true picture of the date property is listed to the date of closing a seller would need to add prior "days for sale" activity to the above average days on market plus 30-45 days from contract to close. The above is not reflective of a specific area but takes into account all homes on the MLS that sold in the last 30 days and the last 12 months. Your agent can give you a specific report tailored to your area.

This market report provides a summary of the three multiple listing systems in the region where Semonin Realtors currently maintains offices. The **Greater Louisville Association of REALTORS®** is primarily Jefferson County Kentucky and immediate surrounding counties. **Southern Indiana REALTORS® Association** is primarily Clark, Floyd, Harrison and surrounding Indiana counties just north of the Ohio River. **Heart of Kentucky Association of REALTORS®** is primarily Elizabethtown, Hardin County, Radcliff and surrounding counties south of the Louisville area. Information is deemed reliable but not guaranteed and none of the MLS' are in any way responsible for the accuracy of this information. These statistics include single family homes and condos only and may not represent all real estate information in our markets. Last 30 days=12/25/11-01/22/12; Last 12 months=01/23/11-01/22/12.



MARKET SNAPSHOT
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