

Local Market Update – December 2013

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



Cass County

- 12.1%

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

+ 3.4%

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

- 4.3%

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

	October through December			January through December		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	99	87	- 12.1%	518	480	- 7.3%
Closed Sales	87	90	+ 3.4%	334	332	- 0.6%
Median Sales Price	\$57,500	\$55,000	- 4.3%	\$62,000	\$59,500	- 4.0%
Percent of Original List Price Received at Sale*	87.8%	91.1%	+ 3.7%	90.3%	91.0%	+ 0.9%

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

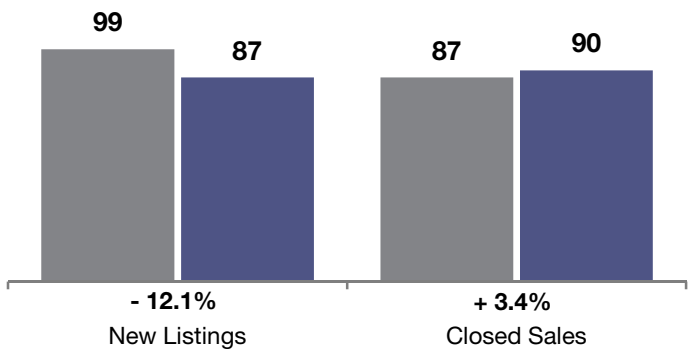
January through December

■ 2012 ■ 2013

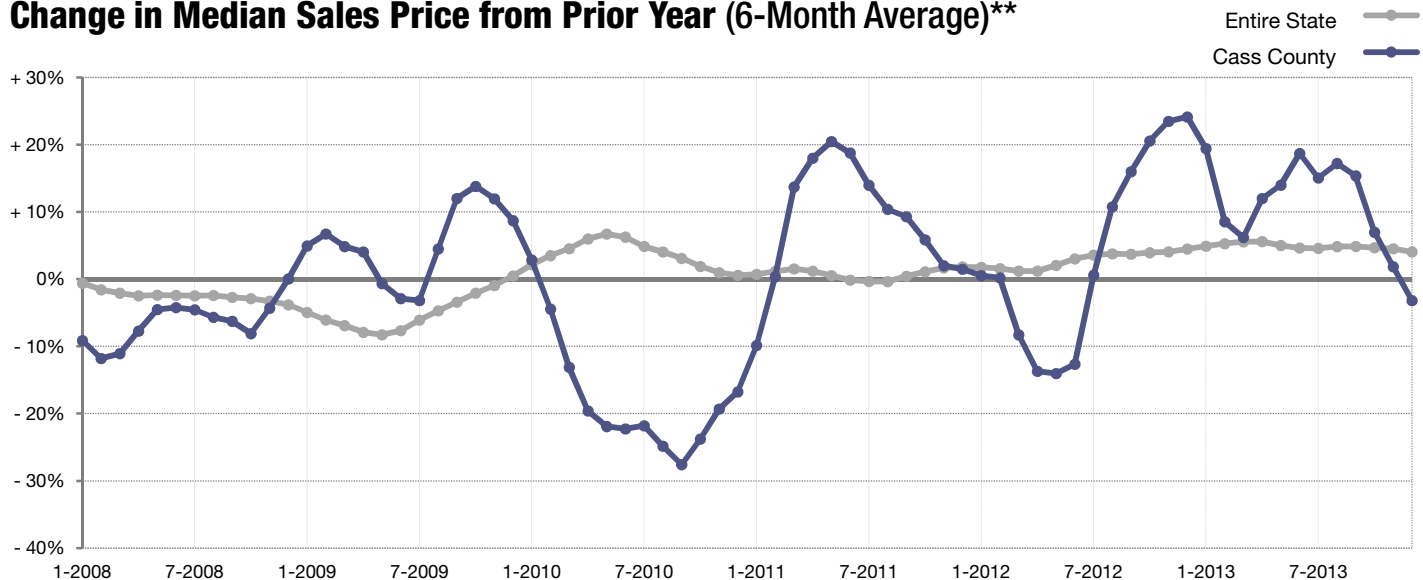


October through December

■ 2012 ■ 2013



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.