

# Local Market Update – December 2013

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



## Clay County

**+ 23.0%**

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

**+ 15.9%**

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

**+ 8.6%**

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	61	<b>75</b>	+ 23.0%	330	<b>391</b>	+ 18.5%
Closed Sales	44	<b>51</b>	+ 15.9%	171	<b>223</b>	+ 30.4%
Median Sales Price	\$70,000	<b>\$76,000</b>	+ 8.6%	\$74,950	<b>\$78,000</b>	+ 4.1%
Percent of Original List Price Received at Sale*	83.6%	<b>87.4%</b>	+ 4.5%	86.1%	<b>88.4%</b>	+ 2.6%

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

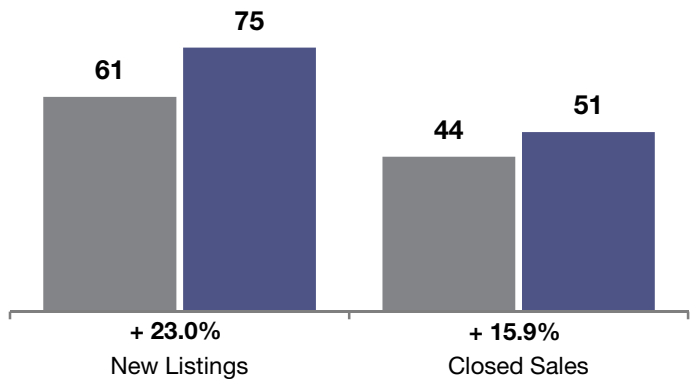
### January through December

■ 2012 ■ 2013



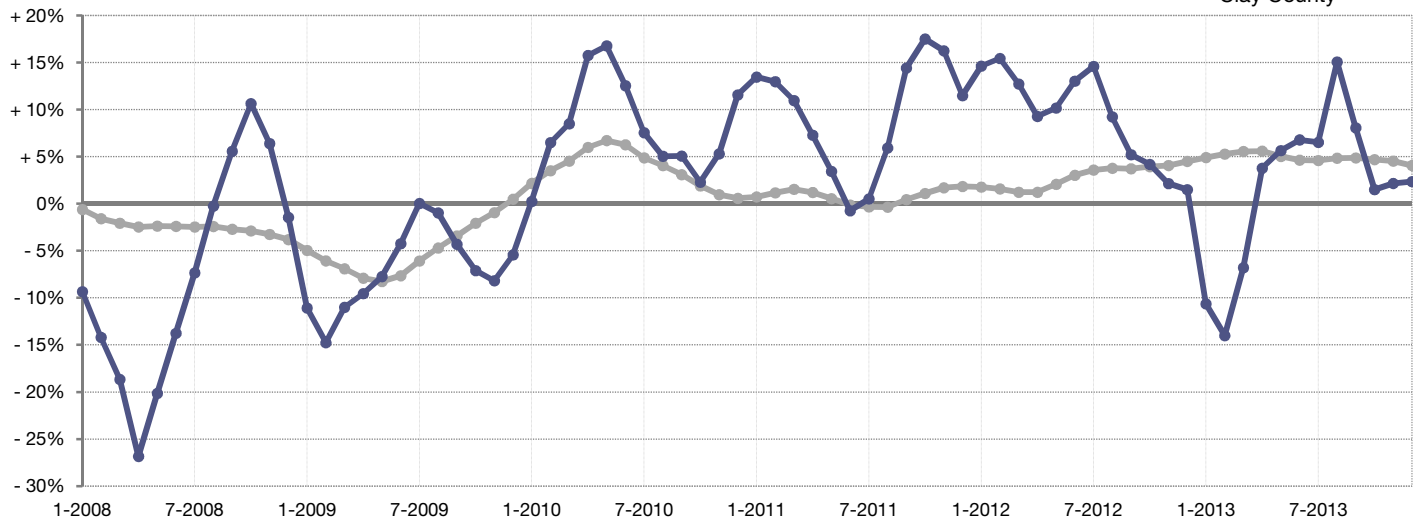
### October through December

■ 2012 ■ 2013



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

Entire State —  
Clay County —



\*\* 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.