

Local Market Update – December 2013

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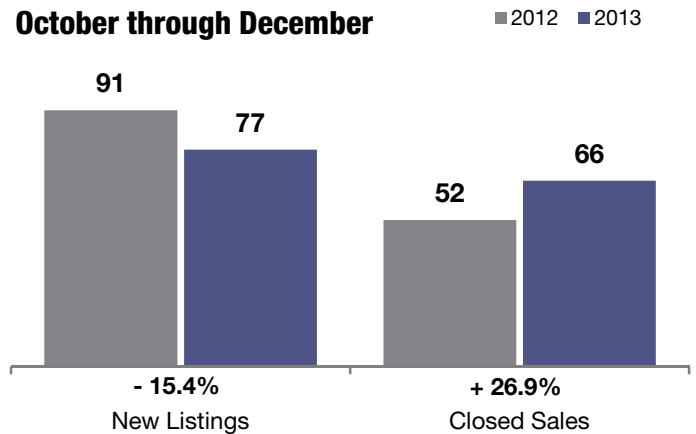
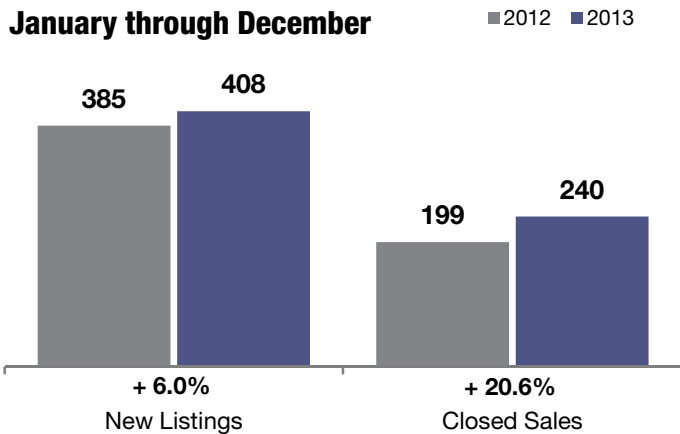


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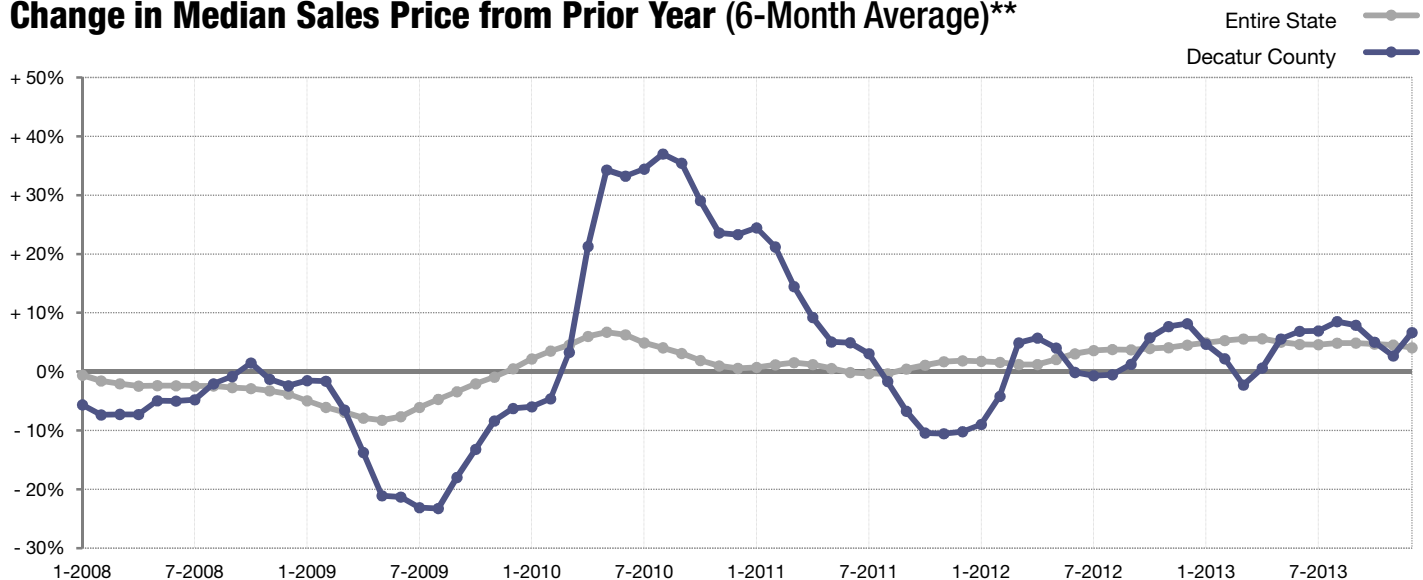
- 15.4%	+ 26.9%	+ 23.2%
Change in New Listings Last 3 Mos. Compared to a Year Ago	Change in Closed Sales Last 3 Mos. Compared to a Year Ago	Change in Median Sales Price Last 3 Mos. Compared to a Year Ago

	October through December			January through December		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	91	77	- 15.4%	385	408	+ 6.0%
Closed Sales	52	66	+ 26.9%	199	240	+ 20.6%
Median Sales Price	\$98,000	\$120,750	+ 23.2%	\$104,500	\$111,950	+ 7.1%
Percent of Original List Price Received at Sale*	87.5%	88.4%	+ 1.1%	87.2%	87.8%	+ 0.7%

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



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.