

# Local Market Update – December 2013

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



## Fulton County

**- 16.4%**

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

**- 12.5%**

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

**+ 34.8%**

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	55	46	- 16.4%	310	308	- 0.6%
Closed Sales	40	35	- 12.5%	179	175	- 2.2%
Median Sales Price	\$63,000	<b>\$84,900</b>	+ 34.8%	\$71,500	<b>\$76,500</b>	+ 7.0%
Percent of Original List Price Received at Sale*	89.3%	<b>92.9%</b>	+ 4.0%	90.1%	<b>92.0%</b>	+ 2.1%

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

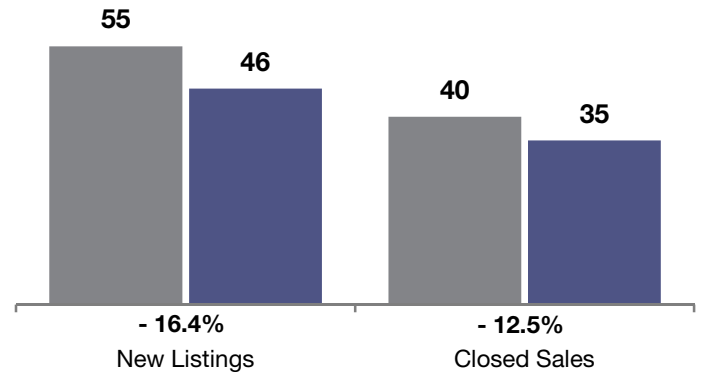
### January through December

■ 2012 ■ 2013



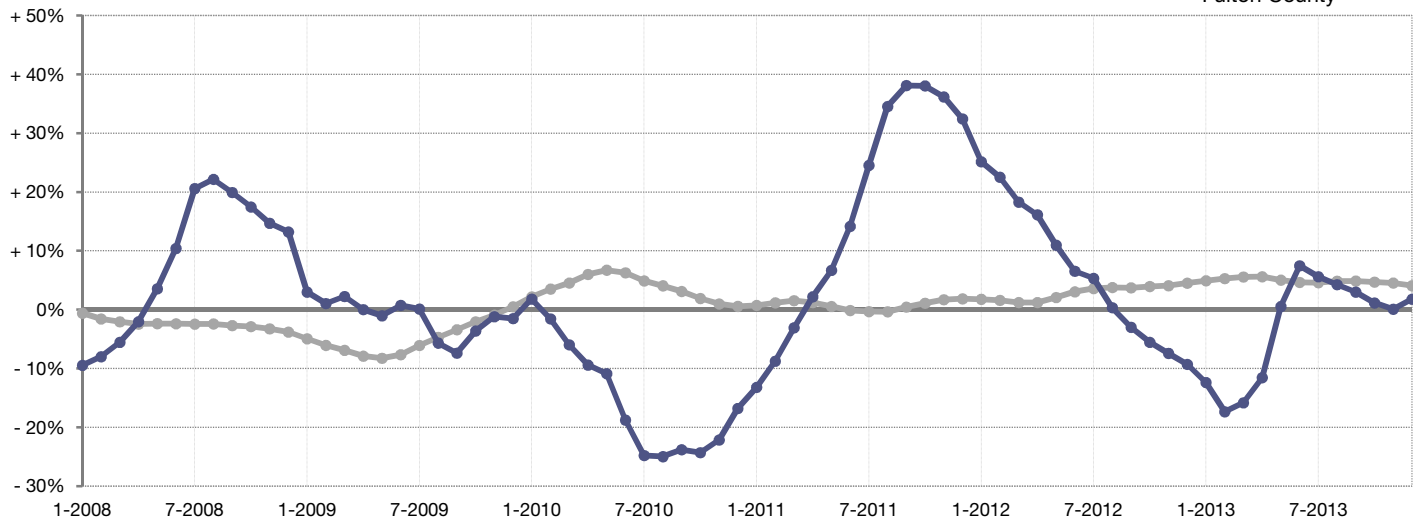
### October through December

■ 2012 ■ 2013



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

Entire State —  
Fulton 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®).  
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