

Local Market Update – December 2013

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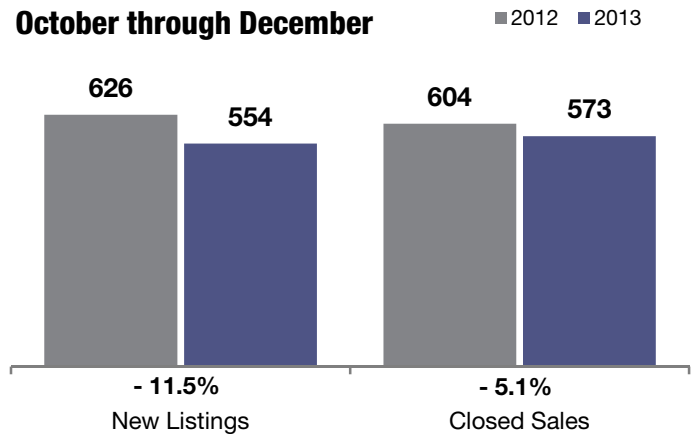
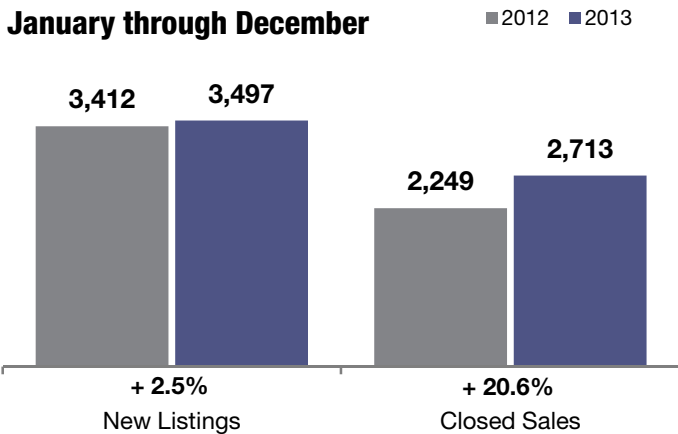


Hendricks County

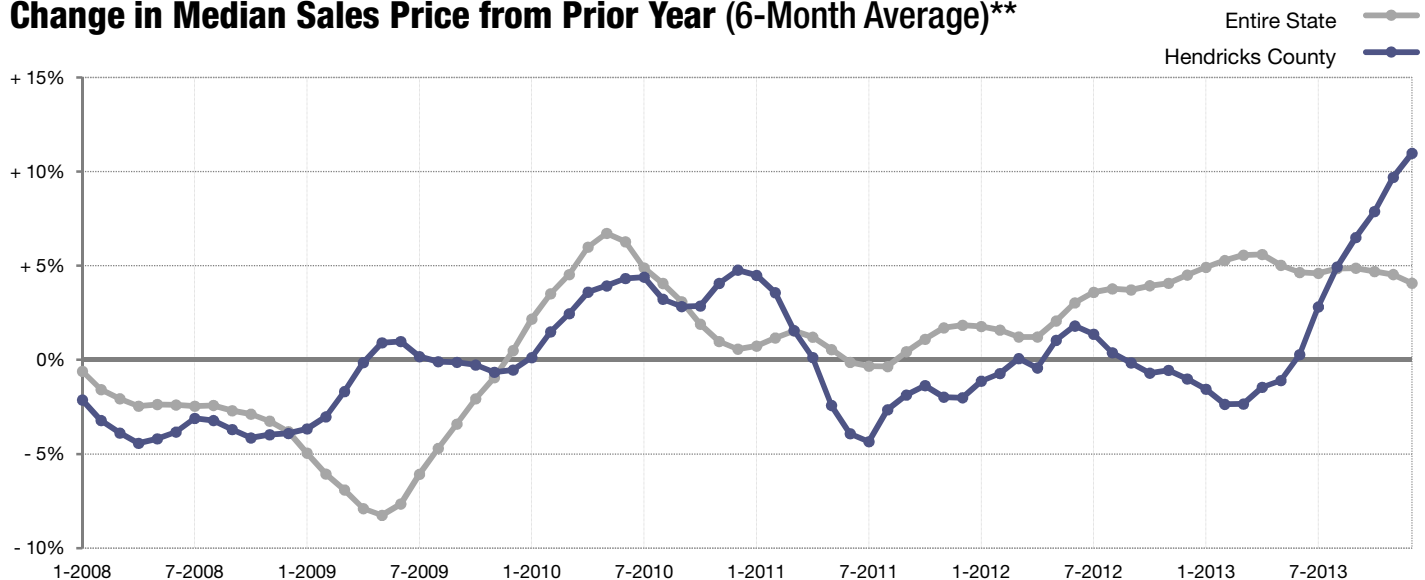
- 11.5%	- 5.1%	+ 12.6%
Change in New Listings Last 3 Mos. Compared to a Year Ago	Change in Closed Sales Last 3 Mos. Compared to a Year Ago	Change in Median Sales Price Last 3 Mos. Compared to a Year Ago

	October through December			January through December		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	626	554	- 11.5%	3,412	3,497	+ 2.5%
Closed Sales	604	573	- 5.1%	2,249	2,713	+ 20.6%
Median Sales Price	\$137,700	\$155,000	+ 12.6%	\$139,000	\$149,000	+ 7.2%
Percent of Original List Price Received at Sale*	89.9%	93.1%	+ 3.5%	90.4%	93.0%	+ 2.9%

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



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®).
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