

Local Market Update – December 2013

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



Henry County

+ 1.8%

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

- 6.5%

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

+ 24.0%

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	109	111	+ 1.8%	589	586	- 0.5%
Closed Sales	93	87	- 6.5%	310	349	+ 12.6%
Median Sales Price	\$58,450	\$72,500	+ 24.0%	\$56,300	\$62,000	+ 10.1%
Percent of Original List Price Received at Sale*	84.3%	88.1%	+ 4.4%	85.3%	87.0%	+ 2.0%

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

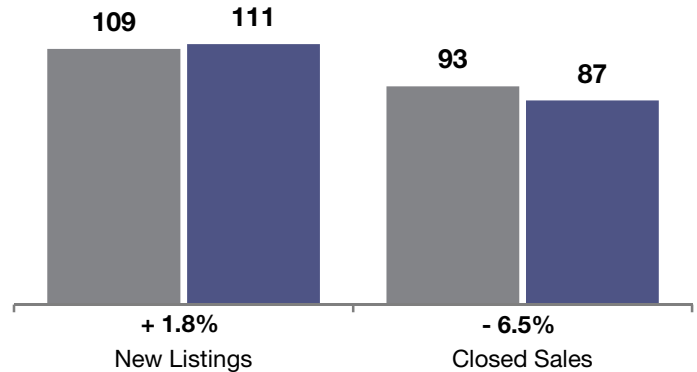
January through December

■ 2012 ■ 2013



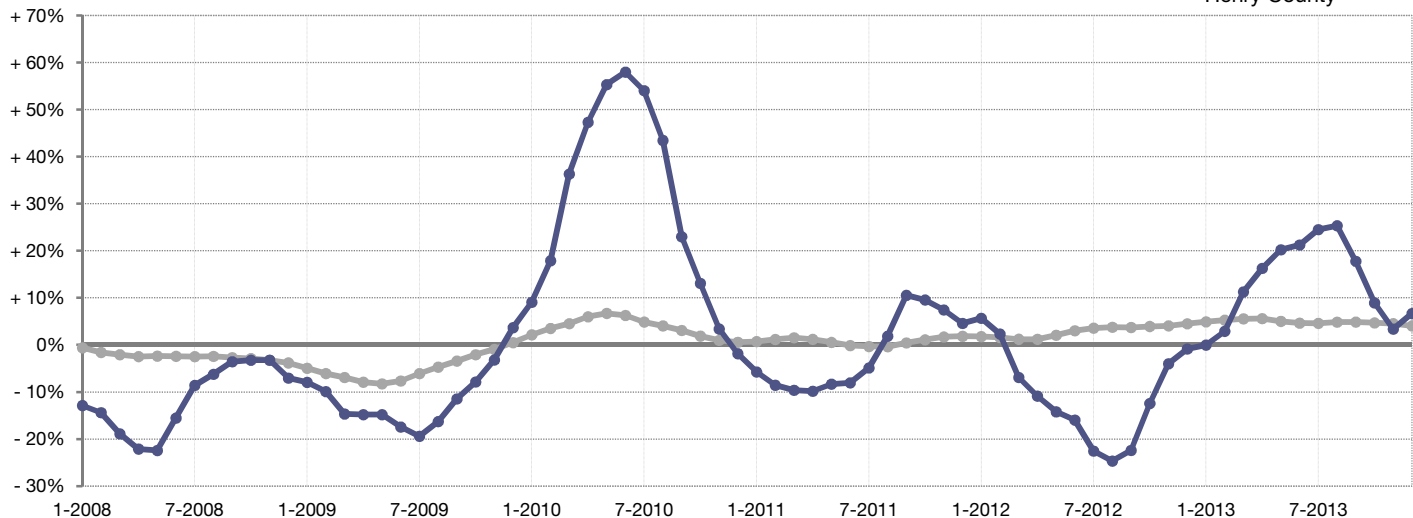
October through December

■ 2012 ■ 2013



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

Entire State —
Henry 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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