

# Local Market Update – December 2013

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## Jay County

**+ 65.0%**

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

**+ 43.8%**

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

**- 27.0%**

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

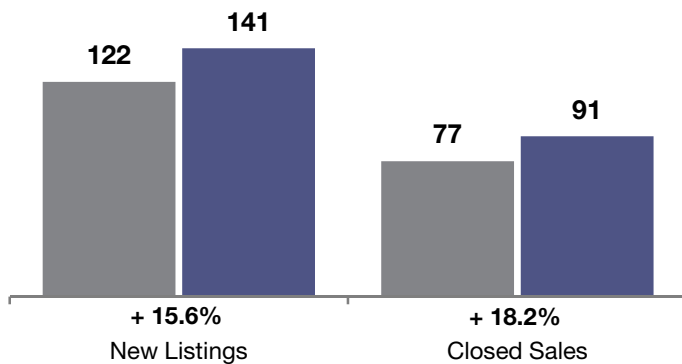
**October through December**      **January through December**

|  | 2012     | 2013            | + / -   | 2012     | 2013            | + / -   |
|--|----------|-----------------|---------|----------|-----------------|---------|
| New Listings                                     | 20       | <b>33</b>       | + 65.0% | 122      | <b>141</b>      | + 15.6% |
| Closed Sales                                     | 16       | <b>23</b>       | + 43.8% | 77       | <b>91</b>       | + 18.2% |
| Median Sales Price                               | \$67,500 | <b>\$49,250</b> | - 27.0% | \$46,000 | <b>\$48,000</b> | + 4.3%  |
| Percent of Original List Price Received at Sale* | 92.2%    | <b>93.8%</b>    | + 1.7%  | 88.2%    | <b>87.8%</b>    | - 0.5%  |

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

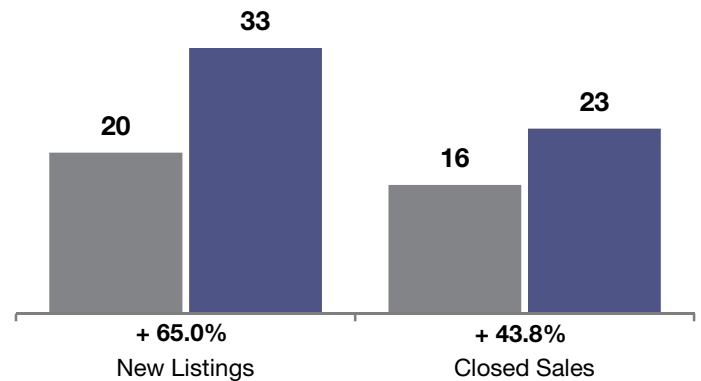
### January through December

■ 2012 ■ 2013



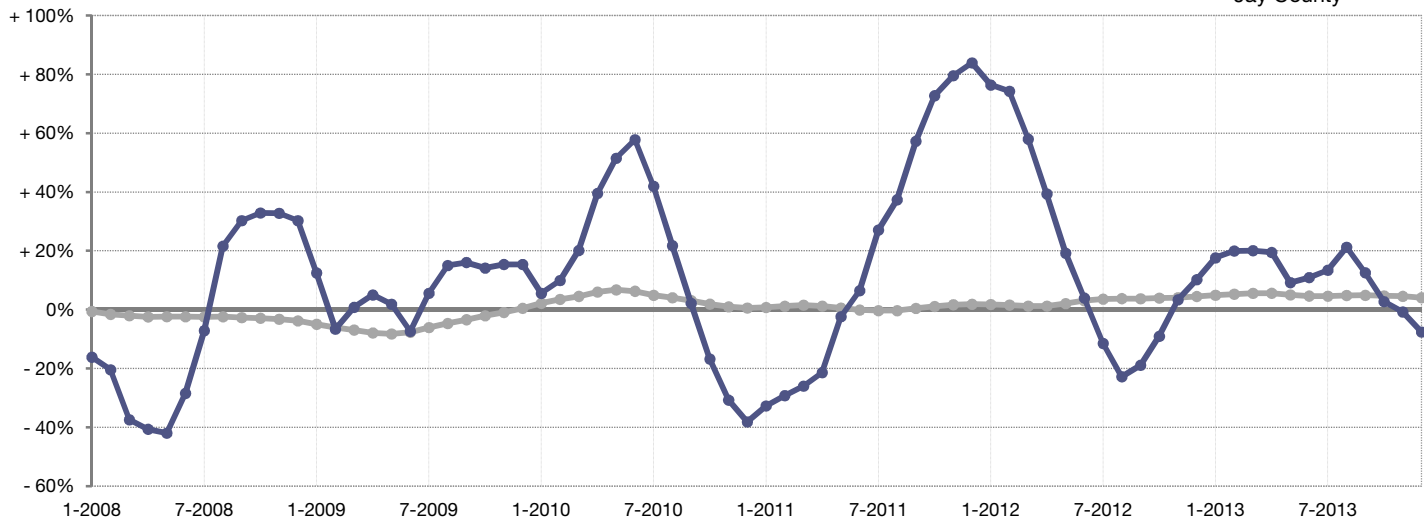
### October through December

■ 2012 ■ 2013



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

Entire State —  
Jay 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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