

# Local Market Update – December 2013

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



## Martin County

**+ 11.1%**

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

**- 8.5%**

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

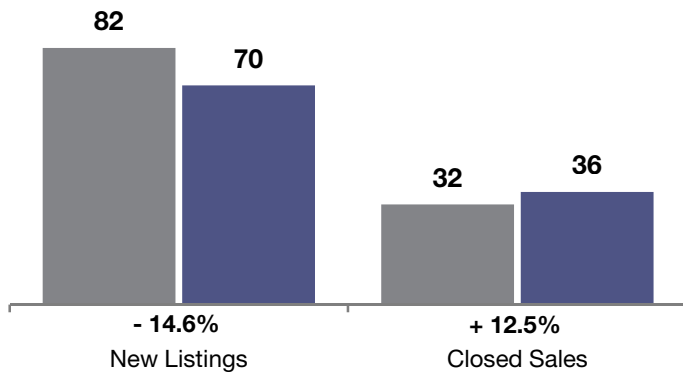
October through December      January through December

|  | 2012      | 2013            | + / -   | 2012      | 2013            | + / -   |
|--|-----------|-----------------|---------|-----------|-----------------|---------|
| New Listings                                     | 18        | 20              | + 11.1% | 82        | 70              | - 14.6% |
| Closed Sales                                     | 8         | 9               | + 12.5% | 32        | 36              | + 12.5% |
| Median Sales Price                               | \$106,000 | <b>\$97,000</b> | - 8.5%  | \$103,000 | <b>\$84,000</b> | - 18.4% |
| Percent of Original List Price Received at Sale* | 86.2%     | <b>87.8%</b>    | + 1.9%  | 89.9%     | <b>84.8%</b>    | - 5.7%  |

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

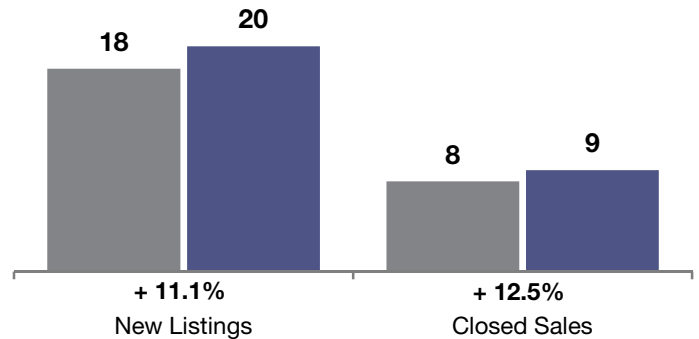
### January through December

■ 2012 ■ 2013

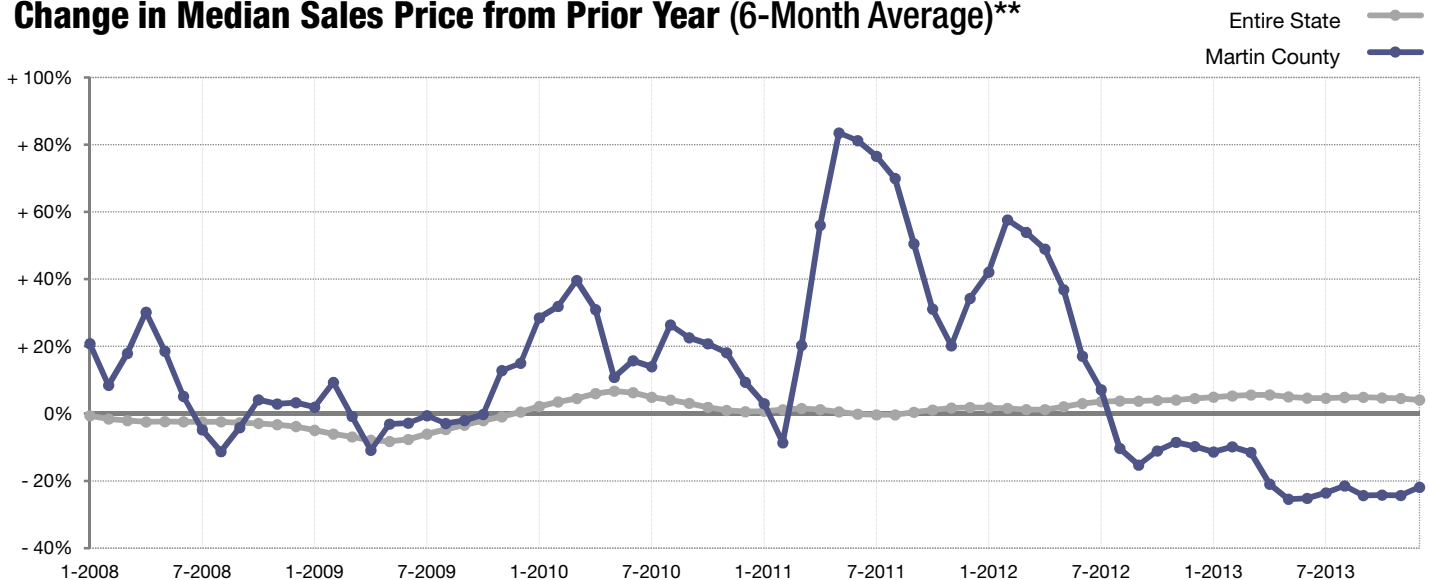


### October through December

■ 2012 ■ 2013



### 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.