

# Local Market Update – December 2013

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## Shelby County

**- 25.3%**

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

**- 14.2%**

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

**+ 14.1%**

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                                     | 170       | 127       | - 25.3% | 744      | 746       | + 0.3%  |
| Closed Sales                                     | 127       | 109       | - 14.2% | 458      | 538       | + 17.5% |
| Median Sales Price                               | \$102,500 | \$117,000 | + 14.1% | \$95,000 | \$101,000 | + 6.3%  |
| Percent of Original List Price Received at Sale* | 89.0%     | 89.4%     | + 0.4%  | 88.4%    | 88.1%     | - 0.3%  |

\* 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

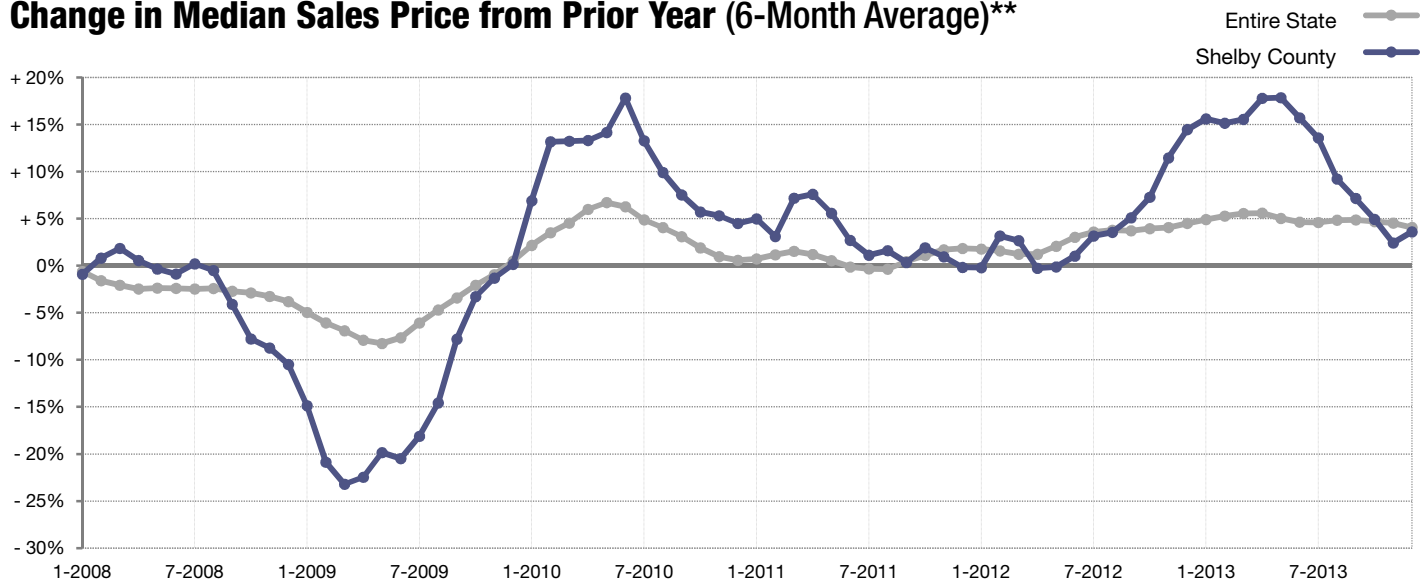


### October through December

■ 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®).  
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