

Local Market Update – December 2013

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



Sullivan County

- 13.3%

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

- 18.2%

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

+ 7.9%

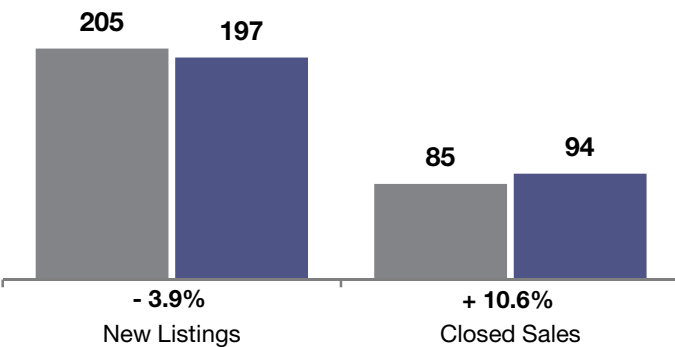
Change in
Median Sales Price
Last 3 Mos. Compared
to a Year Ago

| | October through December | | | January through December | | |
|--|--------------------------|-----------------|---------|--------------------------|-----------------|---------|
| | 2012 | 2013 | + / - | 2012 | 2013 | + / - |
| New Listings | 45 | 39 | - 13.3% | 205 | 197 | - 3.9% |
| Closed Sales | 22 | 18 | - 18.2% | 85 | 94 | + 10.6% |
| Median Sales Price | \$64,900 | \$70,000 | + 7.9% | \$58,000 | \$78,000 | + 34.5% |
| Percent of Original List Price Received at Sale* | 84.1% | 91.4% | + 8.8% | 87.2% | 88.2% | + 1.1% |

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

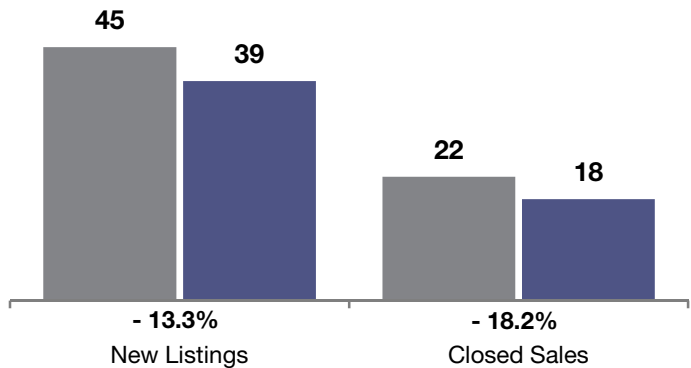
January through December

■ 2012 ■ 2013

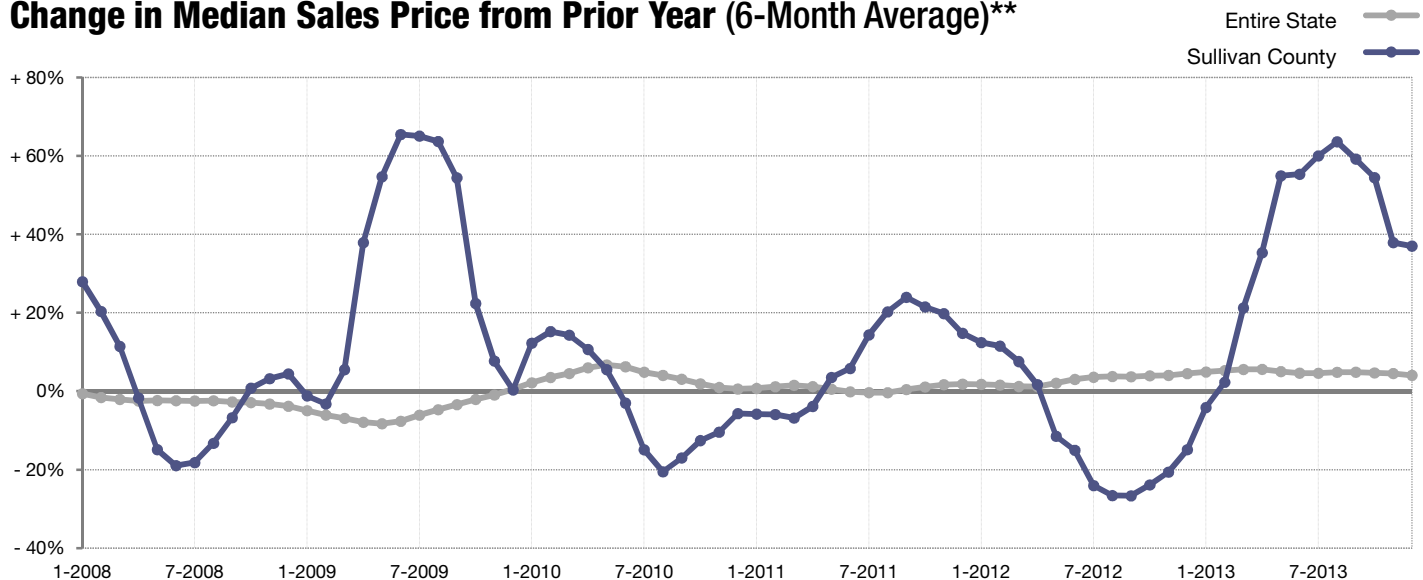


October through December

■ 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.