

Local Market Update – December 2013

A RESEARCH TOOL PROVIDED BY THE INDIANA ASSOCIATION OF REALTORS®



+ 27.5%

+ 32.5%

+ 7.5%

Washington County

Change in New Listings Last 3 Mos. Compared to a Year Ago	Change in Closed Sales Last 3 Mos. Compared to a Year Ago	Change in Median Sales Price Last 3 Mos. Compared to a Year Ago
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October through December

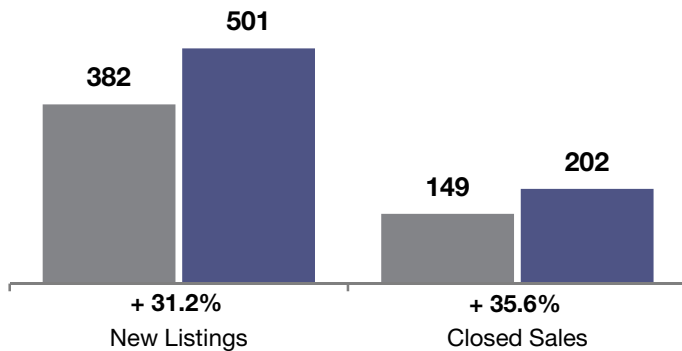
January through December

	2012	2013	+ / -	2012	2013	+ / -
New Listings	80	102	+ 27.5%	382	501	+ 31.2%
Closed Sales	40	53	+ 32.5%	149	202	+ 35.6%
Median Sales Price	\$73,900	\$79,477	+ 7.5%	\$59,140	\$79,477	+ 34.4%
Percent of Original List Price Received at Sale*	91.8%	93.8%	+ 2.2%	91.4%	94.1%	+ 3.0%

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

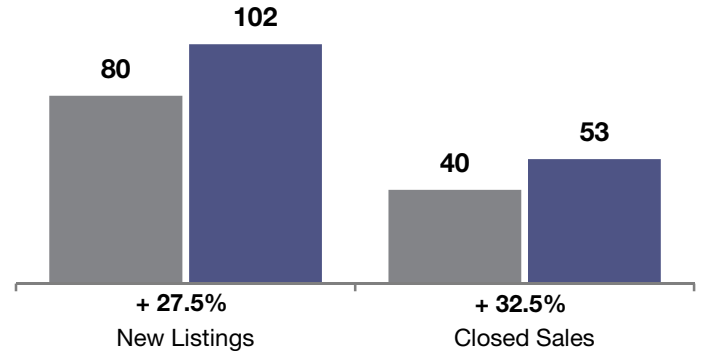
January through December

■ 2012 ■ 2013

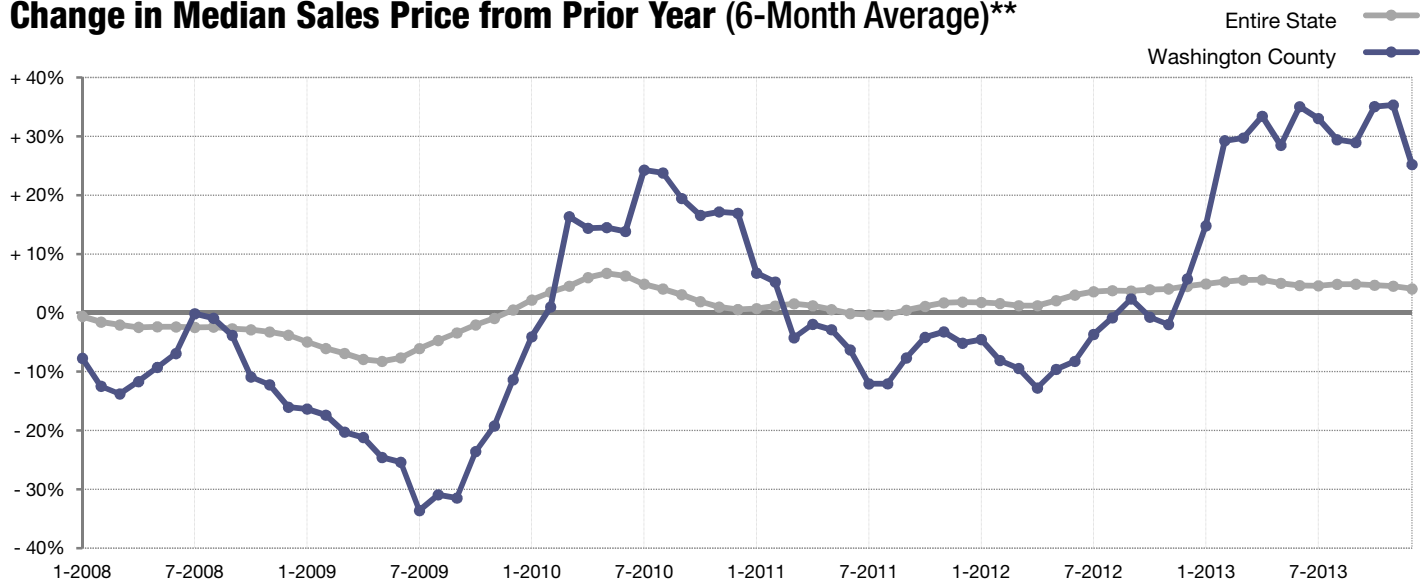


October through December

■ 2012 ■ 2013



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



** 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.