

# Local Market Update – December 2011

A RESEARCH TOOL PROVIDED BY 10K RESEARCH AND MARKETING  
SINGLE FAMILY LISTINGS ONLY – RESIDENTIAL AND CONDO



## Jefferson County

**- 45.8%**

Change in  
New Listings

**+ 0.2%**

Change in  
Sold Listings

**+ 4.5%**

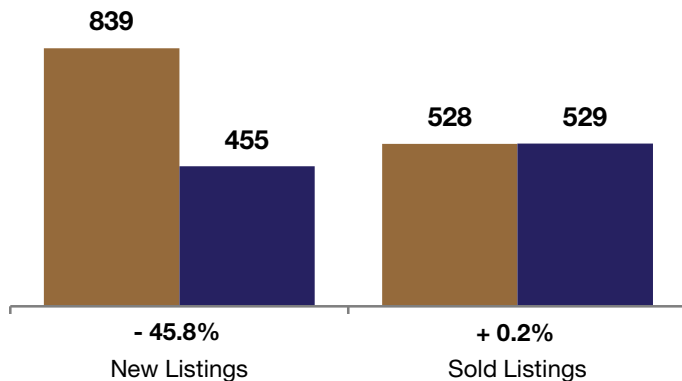
Change in  
Median Sales Price

	December			Year to Date (YTD)		
	2010	2011	+ / -	2010	2011	+ / -
Active Listings	3,181	<b>2,148</b>	- 32.5%	--	--	--
Pending Sales*	77	<b>269</b>	+ 249.4%	--	--	--
Under Contract Listings	321	<b>481</b>	+ 49.8%	6,695	7,125	+ 6.4%
New Listings	839	<b>455</b>	- 45.8%	19,323	<b>10,675</b>	- 44.8%
Sold Listings	528	<b>529</b>	+ 0.2%	6,774	<b>6,784</b>	+ 0.1%
Total Days on Market	115	<b>109</b>	- 5.5%	89	<b>106</b>	+ 18.8%
Median Sold Price**	\$209,900	<b>\$219,450</b>	+ 4.5%	\$224,000	<b>\$217,950</b>	- 2.7%
Average Sold Price**	\$254,511	<b>\$260,109</b>	+ 2.2%	\$261,295	<b>\$254,167</b>	- 2.7%
Percent of Sold Price to List Price**	96.5%	<b>97.3%</b>	+ 0.8%	97.2%	<b>97.0%</b>	- 0.3%

\* Pending Sales is a count of the number of homes that were in "pending" status at the end of the month. | \*\* Does not account for sale concessions and/or down payment assistance. This information was not available prior to January 2010. | Note: Activity for one month can sometimes look extreme due to small sample size.

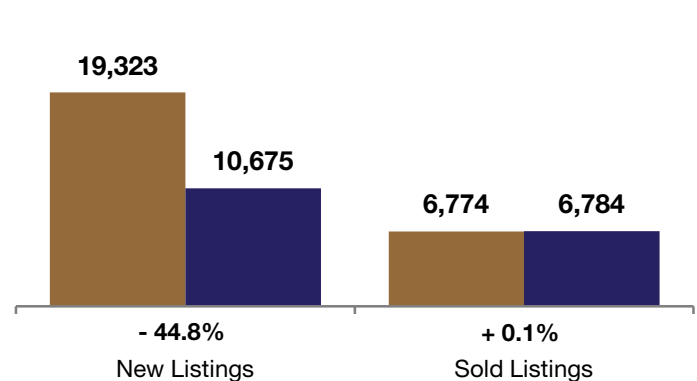
### December

■ 2010 ■ 2011



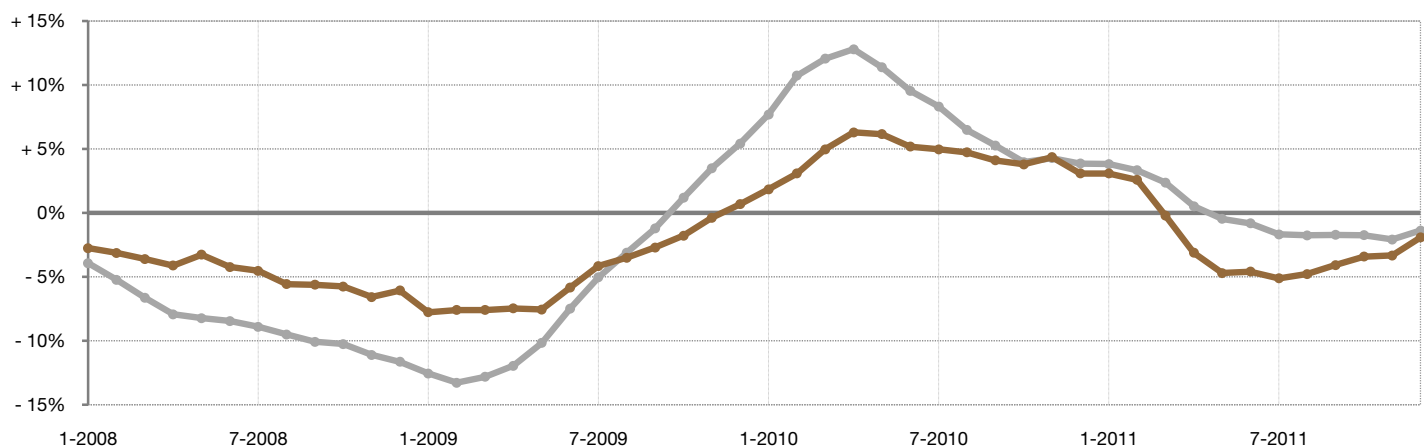
### Year to Date (YTD)

■ 2010 ■ 2011



### Change in Median Sold Price from Prior Year (6-Month Average)†

All MLS —  
Jefferson 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. | All data from Metrolist®. | Powered by 10K Research and Marketing. Due to differences in statistical methodologies, figures may vary from other market reports provided by Metrolist®.