

Local Market Update – September 2017

A Research Tool Provided by the Western Upstate Association of REALTORS®

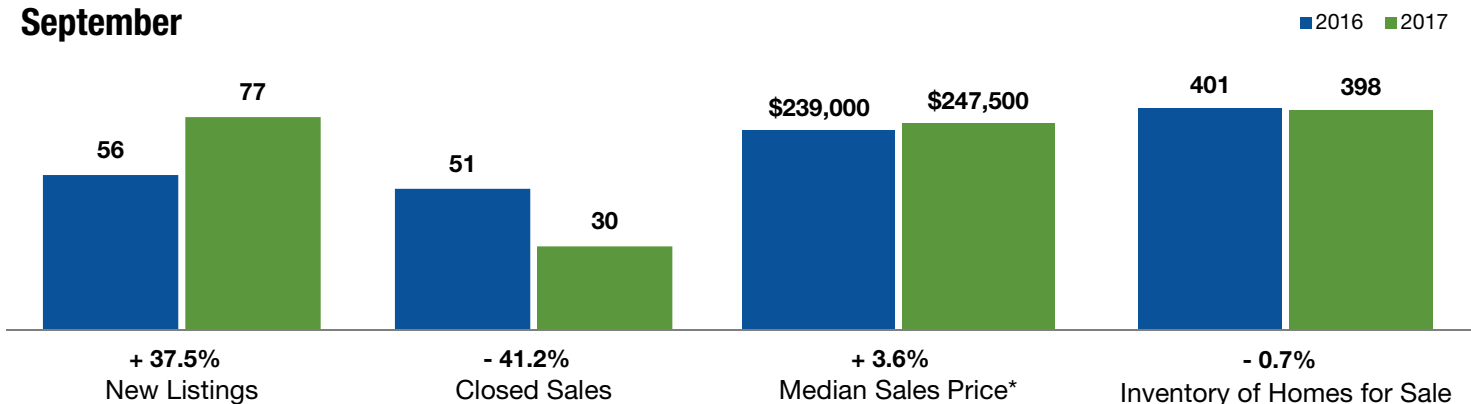


Lake Hartwell

| Key Metrics | September | | | YTD | | |
|---------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
| | 2016 | 2017 | Percent Change | 2016 | 2017 | Percent Change |
| New Listings | 56 | 77 | + 37.5% | 871 | 816 | - 6.3% |
| Closed Sales | 51 | 30 | - 41.2% | 442 | 374 | - 15.4% |
| Median Sales Price* | \$239,000 | \$247,500 | + 3.6% | \$225,000 | \$245,000 | + 8.9% |
| Percent of List Price Received* | 94.5% | 94.6% | + 0.1% | 94.6% | 95.2% | + 0.6% |
| Days on Market Until Sale | 125 | 75 | - 40.2% | 108 | 94 | - 12.7% |
| Inventory of Homes for Sale | 401 | 398 | - 0.7% | -- | -- | -- |

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

September



Historical Median Sales Price Rolling 12-Month Calculation

