

Local Market Update – March 2019

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

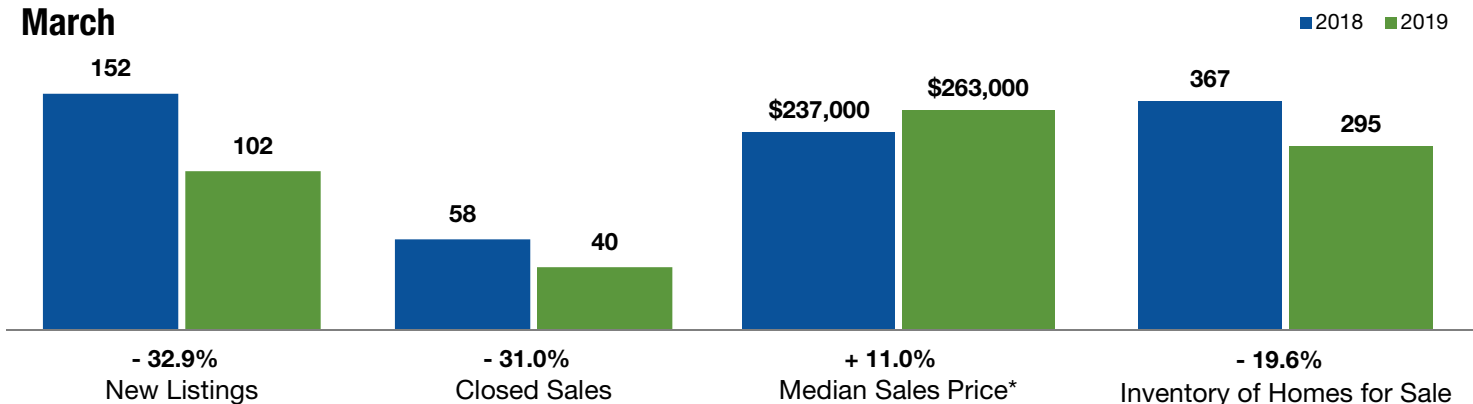


Lake Hartwell

| Key Metrics | March | | | YTD | | |
|---------------------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| | 2018 | 2019 | Percent Change | 2018 | 2019 | Percent Change |
| New Listings | 152 | 102 | - 32.9% | 324 | 239 | - 26.2% |
| Closed Sales | 58 | 40 | - 31.0% | 133 | 112 | - 15.8% |
| Median Sales Price* | \$237,000 | \$263,000 | + 11.0% | \$236,250 | \$266,700 | + 12.9% |
| Percent of List Price Received* | 97.1% | 95.5% | + 5.6% | 94.5% | 95.1% | + 5.6% |
| Days on Market Until Sale | 150 | 149 | - 0.7% | 147 | 155 | + 5.4% |
| Inventory of Homes for Sale | 367 | 295 | - 19.6% | -- | -- | -- |

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation

