

Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE WESTERN UPSTATE ASSOCIATION OF REALTORS®



Lavonia

- 66.7%

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Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

April

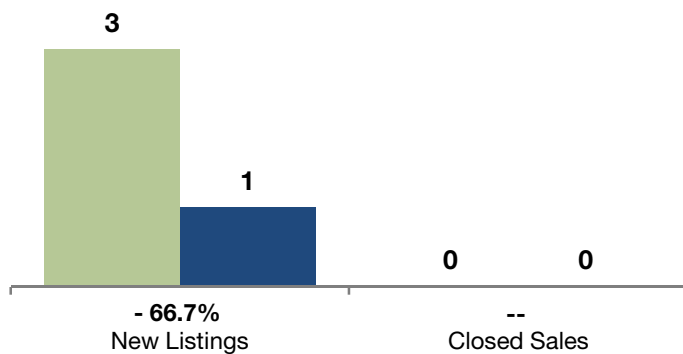
Year to Date

| | 2011 | 2012 | + / - | 2011 | 2012 | + / - |
|---------------------------------|------|------|---------|-----------|------|----------|
| New Listings | 3 | 1 | - 66.7% | 19 | 12 | - 36.8% |
| Closed Sales | 0 | 0 | -- | 3 | 0 | - 100.0% |
| Median Sales Price* | \$0 | \$0 | -- | \$115,000 | \$0 | - 100.0% |
| Percent of List Price Received* | 0.0% | 0.0% | -- | 91.1% | 0.0% | - 100.0% |
| Days on Market Until Sale | 0 | 0 | -- | 171 | 0 | - 100.0% |
| Inventory of Homes for Sale | 35 | 25 | - 28.6% | -- | -- | -- |

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

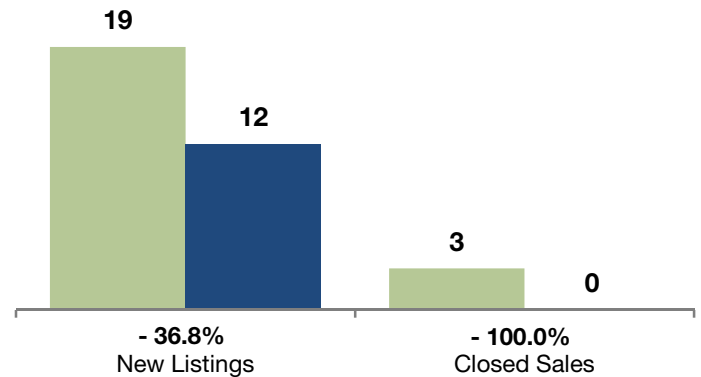
April

■ 2011 ■ 2012



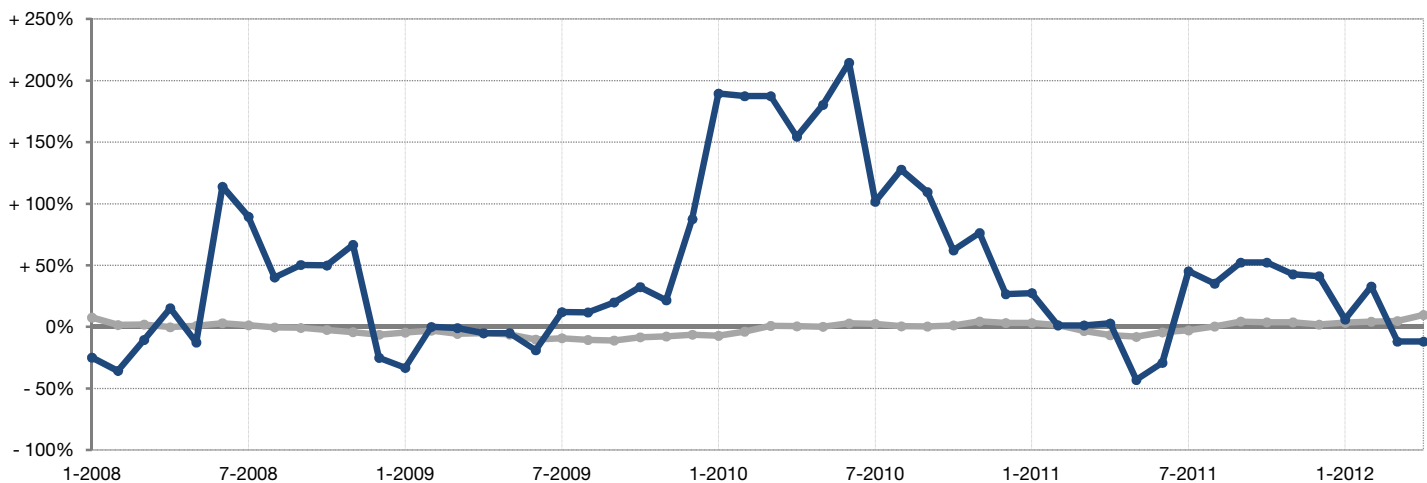
Year to Date

■ 2011 ■ 2012



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

All MLS —
Lavonia —



** 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 the Western Upstate Association of REALTORS® Multiple Listing Service. | Sponsored by South Carolina REALTORS®. | Powered by 10K Research and Marketing.