

Local Market Update – April 2013

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



Lake Hartwell

+ 55.4% **+ 145.5%** **+ 23.8%**

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

	April			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	83	129	+ 55.4%	362	468	+ 29.3%
Closed Sales	11	27	+ 145.5%	68	82	+ 20.6%
Median Sales Price*	\$210,000	\$259,950	+ 23.8%	\$200,000	\$180,000	- 10.0%
Percent of List Price Received*	90.9%	93.1%	+ 2.5%	91.9%	92.6%	+ 0.8%
Days on Market Until Sale	226	146	- 35.4%	218	143	- 34.2%
Inventory of Homes for Sale	617	708	+ 14.7%	--	--	--

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

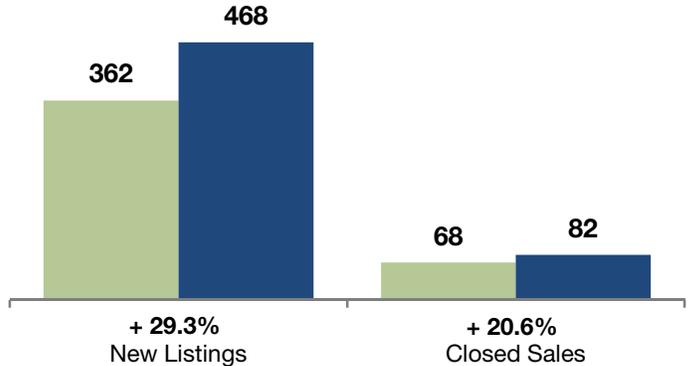
April

■ 2012 ■ 2013



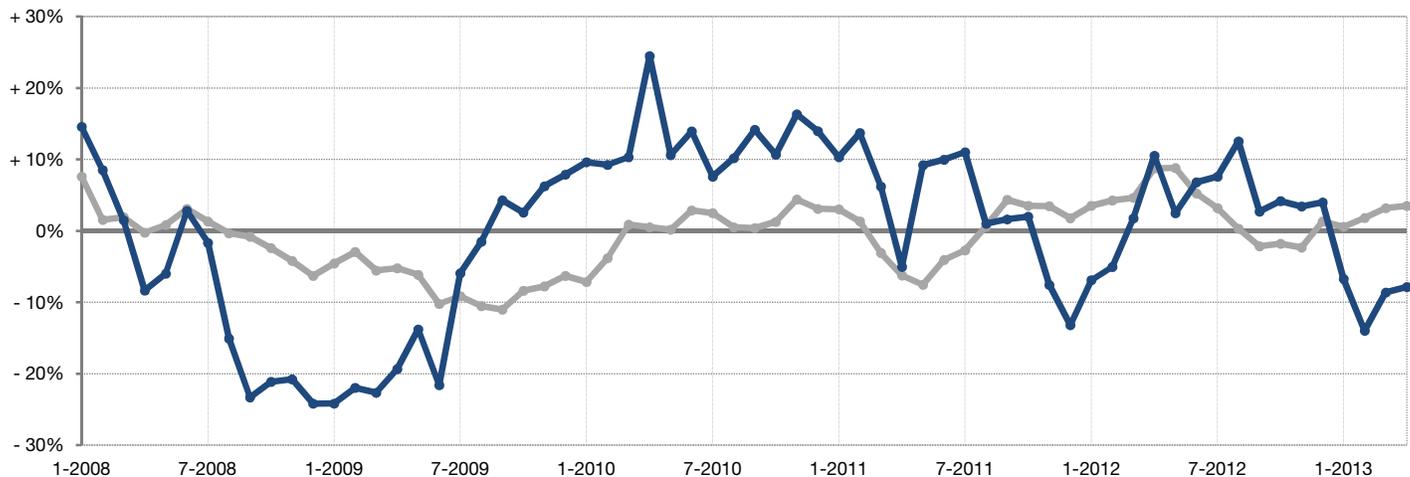
Year to Date

■ 2012 ■ 2013



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

All MLS — Lake Hartwell —



** 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.