

Local Market Update – April 2013

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



Lake Hartwell

+ 55.4%

Change in
New Listings

+ 145.5%

Change in
Closed Sales

+ 23.8%

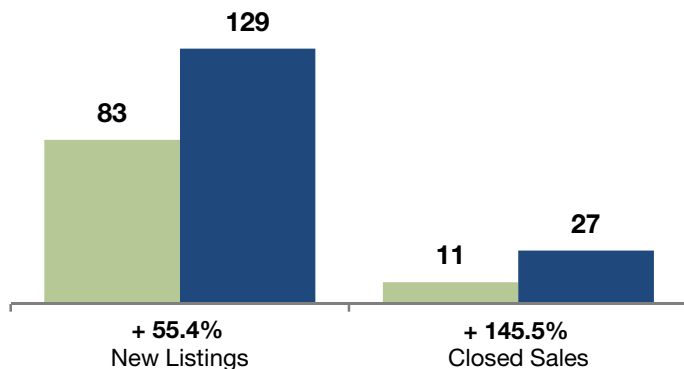
Change in
Median Sales Price

| | 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.

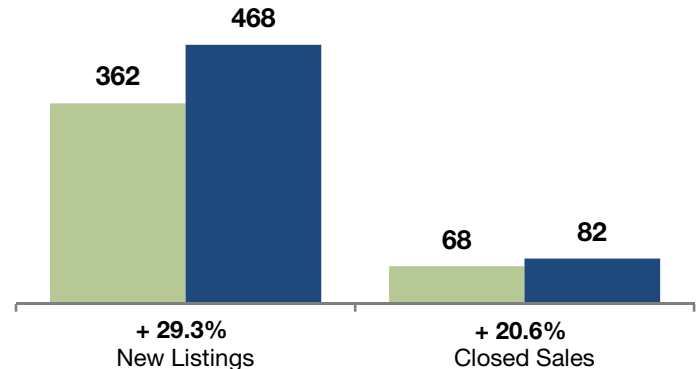
April

■ 2012 ■ 2013



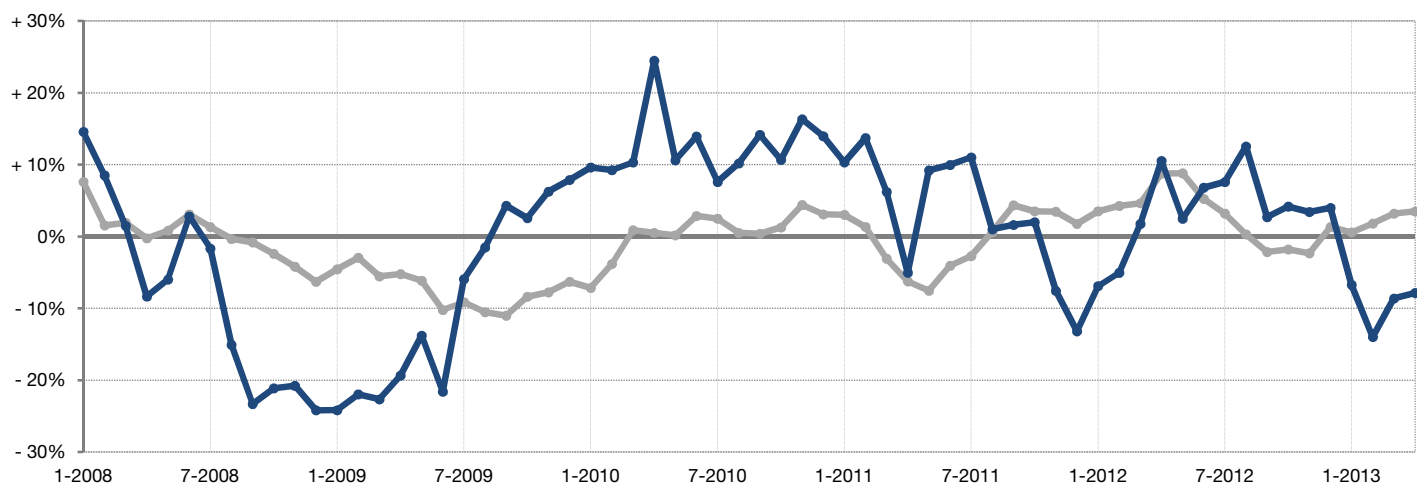
Year to Date

■ 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.