

Local Market Update – December 2012

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



Lake Hartwell

+ 51.4%

Change in
New Listings

- 43.5%

Change in
Closed Sales

+ 9.1%

Change in
Median Sales Price

December

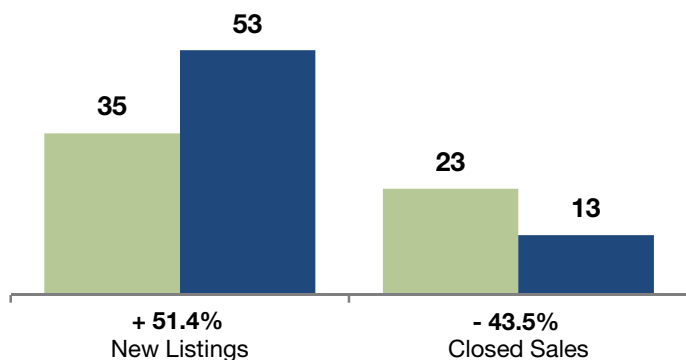
Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	35	53	+ 51.4%	987	878	- 11.0%
Closed Sales	23	13	- 43.5%	268	238	- 11.2%
Median Sales Price*	\$170,000	\$185,500	+ 9.1%	\$204,500	\$195,000	- 4.6%
Percent of List Price Received*	88.1%	91.7%	+ 4.0%	91.0%	92.1%	+ 1.1%
Days on Market Until Sale	217	169	- 22.2%	191	208	+ 9.2%
Inventory of Homes for Sale	561	563	+ 0.4%	--	--	--

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

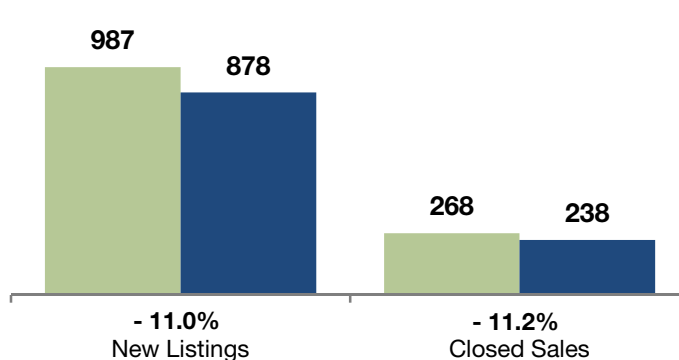
December

■ 2011 ■ 2012



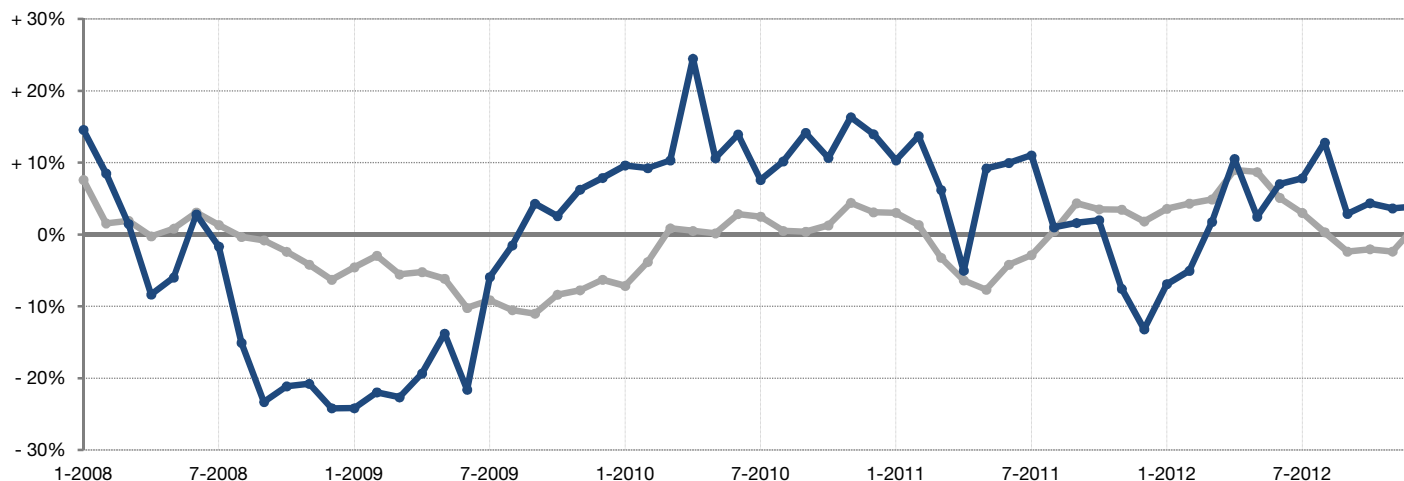
Year to Date

■ 2011 ■ 2012



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.