

Local Market Update – February 2013

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



Lake Hartwell

+ 45.2%

Change in
New Listings

- 23.5%

Change in
Closed Sales

- 47.4%

Change in
Median Sales Price

	February			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	73	106	+ 45.2%	172	183	+ 6.4%
Closed Sales	17	13	- 23.5%	37	24	- 35.1%
Median Sales Price*	\$190,000	\$100,000	- 47.4%	\$195,000	\$108,500	- 44.4%
Percent of List Price Received*	93.6%	89.9%	- 4.0%	90.8%	91.9%	+ 1.2%
Days on Market Until Sale	219	137	- 37.6%	213	172	- 19.4%
Inventory of Homes for Sale	572	588	+ 2.8%	--	--	--

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

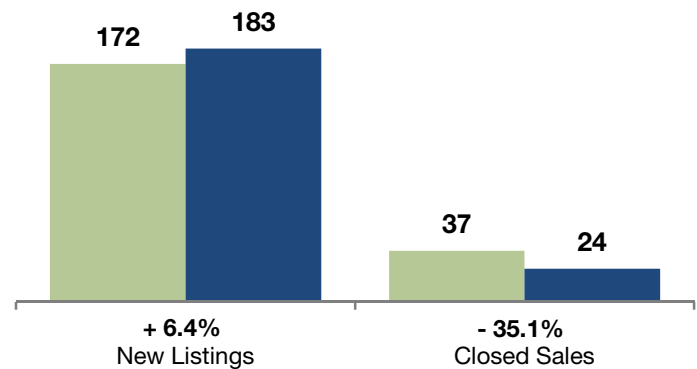
February

■ 2012 ■ 2013



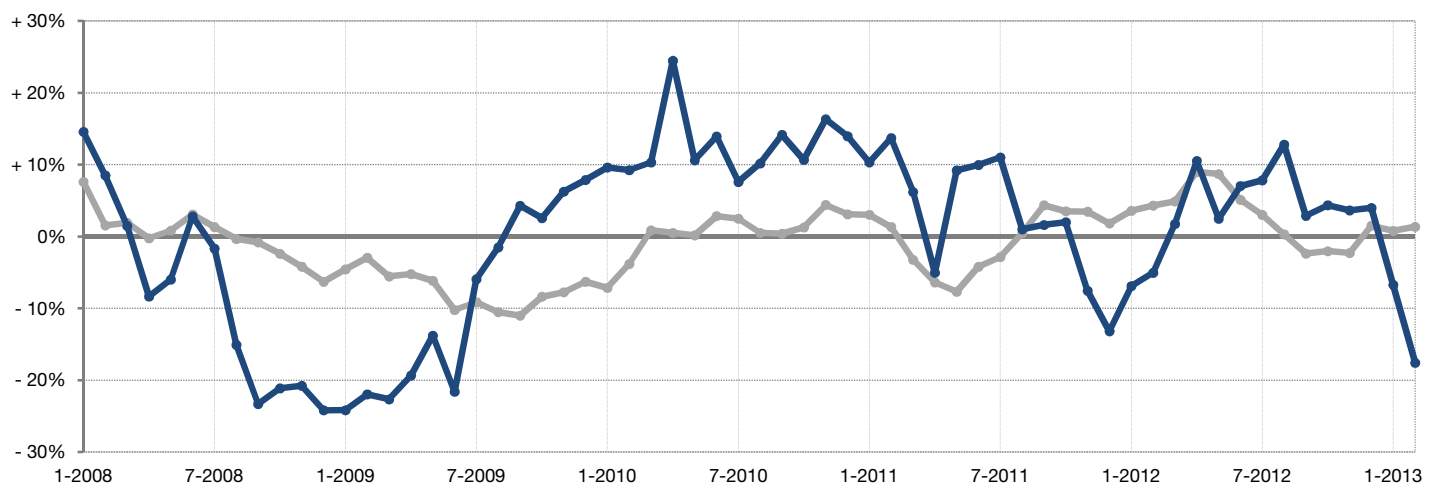
Year to Date

■ 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.