

Local Market Update – March 2012

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



Fair Play

- 8.3%

Change in
New Listings

+ 100.0%

Change in
Closed Sales

+ 87.1%

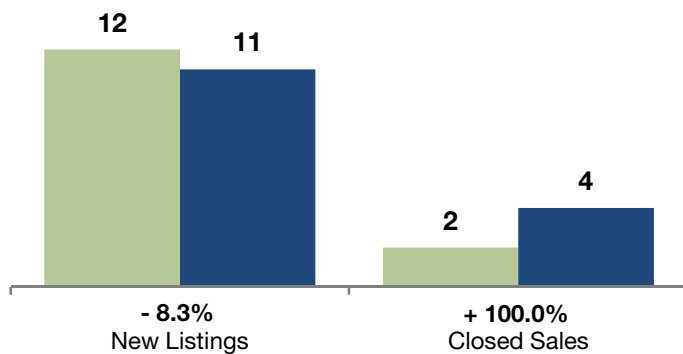
Change in
Median Sales Price

	March			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	12	11	- 8.3%	46	38	- 17.4%
Closed Sales	2	4	+ 100.0%	5	6	+ 20.0%
Median Sales Price*	\$89,750	\$167,950	+ 87.1%	\$135,000	\$167,950	+ 24.4%
Percent of List Price Received*	87.0%	89.0%	+ 2.3%	89.9%	87.0%	- 3.3%
Days on Market Until Sale	101	339	+ 235.9%	87	256	+ 193.7%
Inventory of Homes for Sale	73	70	- 4.1%	--	--	--

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

March

■ 2011 ■ 2012



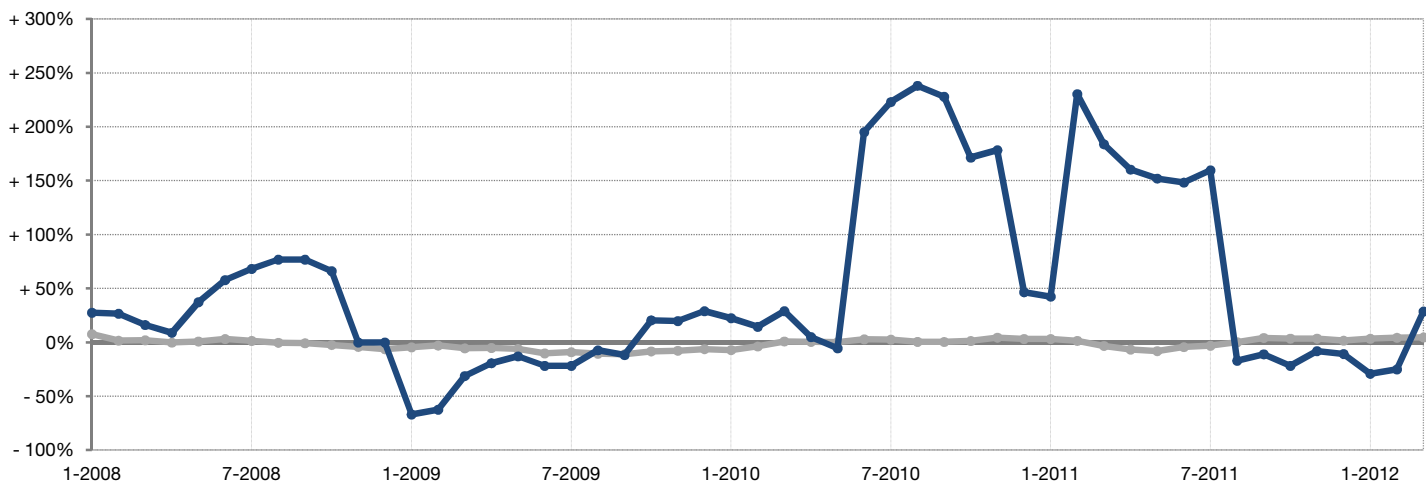
Year to Date

■ 2011 ■ 2012



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

All MLS — Fair Play —



** 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.