

Local Market Update – March 2013

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



Lake Hartwell

+ 49.1%

Change in
New Listings

+ 35.0%

Change in
Closed Sales

- 4.4%

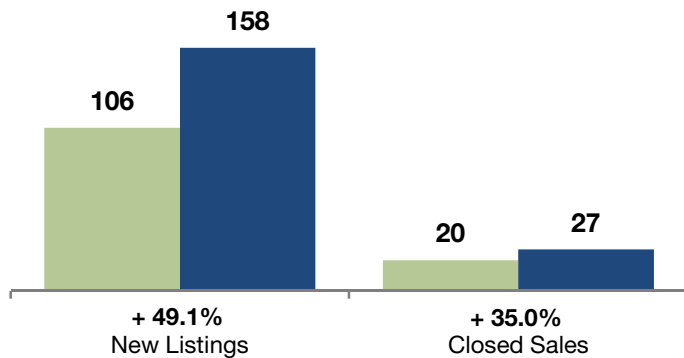
Change in
Median Sales Price

	March			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	106	158	+ 49.1%	279	339	+ 21.5%
Closed Sales	20	27	+ 35.0%	57	54	- 5.3%
Median Sales Price*	\$204,000	\$195,000	- 4.4%	\$195,000	\$170,000	- 12.8%
Percent of List Price Received*	94.5%	92.9%	- 1.7%	92.1%	92.3%	+ 0.2%
Days on Market Until Sale	221	120	- 45.9%	216	142	- 34.3%
Inventory of Homes for Sale	612	655	+ 7.0%	--	--	--

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

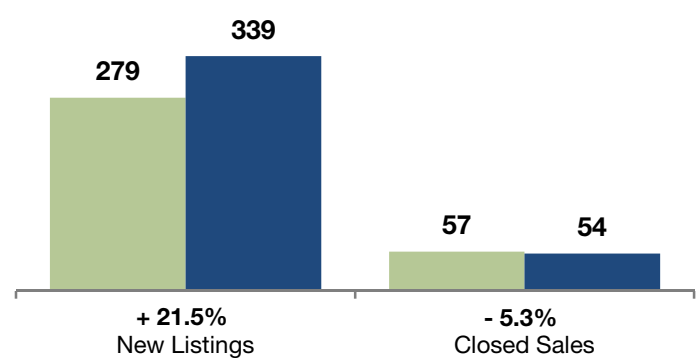
March

■ 2012 ■ 2013



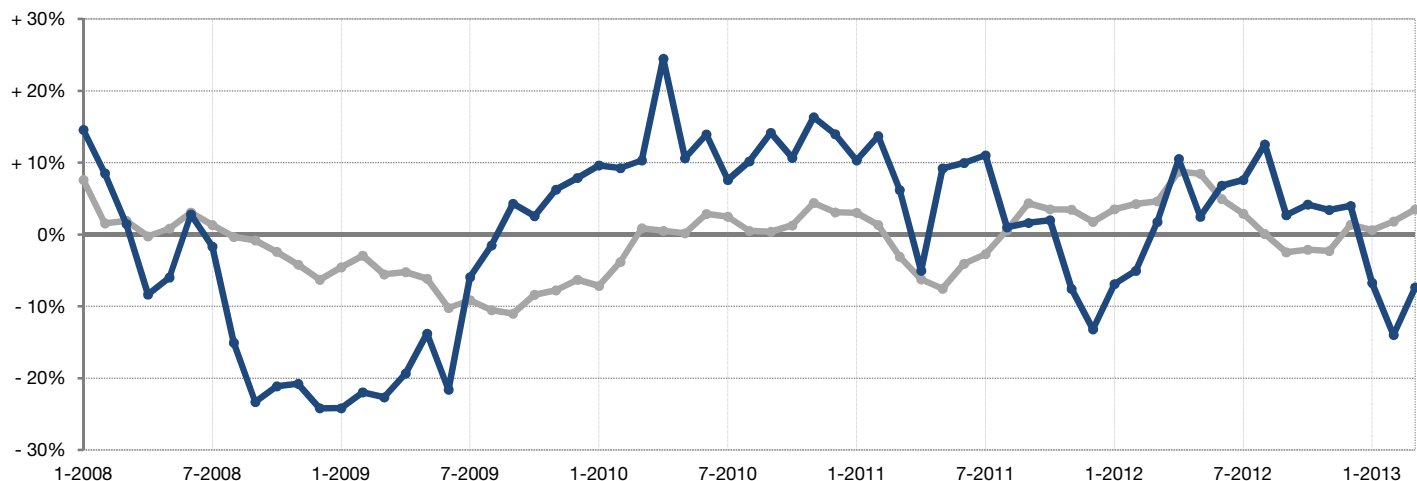
Year to Date

■ 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.