

# Local Market Update – November 2012

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



## Lavonia

**- 66.7%**      **- 100.0%**      **- 100.0%**

Change in  
New Listings

Change in  
Closed Sales

Change in  
Median Sales Price

### November

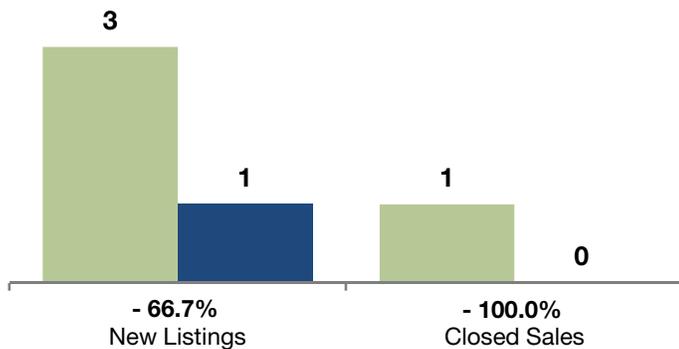
### Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	3	1	- 66.7%	42	26	- 38.1%
Closed Sales	1	0	- 100.0%	11	9	- 18.2%
Median Sales Price*	\$343,750	\$0	- 100.0%	\$255,000	\$246,500	- 3.3%
Percent of List Price Received*	98.2%	0.0%	- 100.0%	91.9%	94.5%	+ 2.8%
Days on Market Until Sale	171	0	- 100.0%	149	190	+ 27.3%
Inventory of Homes for Sale	25	20	- 20.0%	--	--	--

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

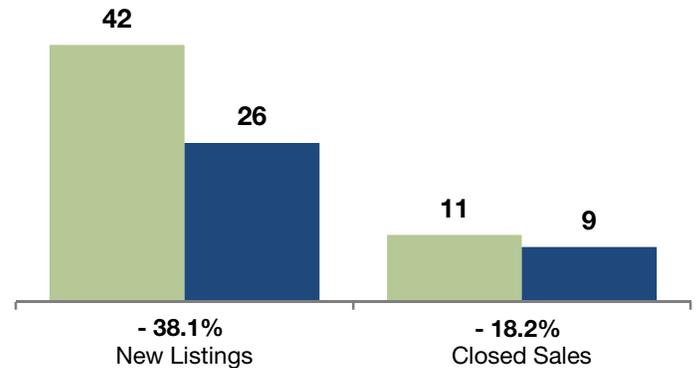
### November

■ 2011 ■ 2012



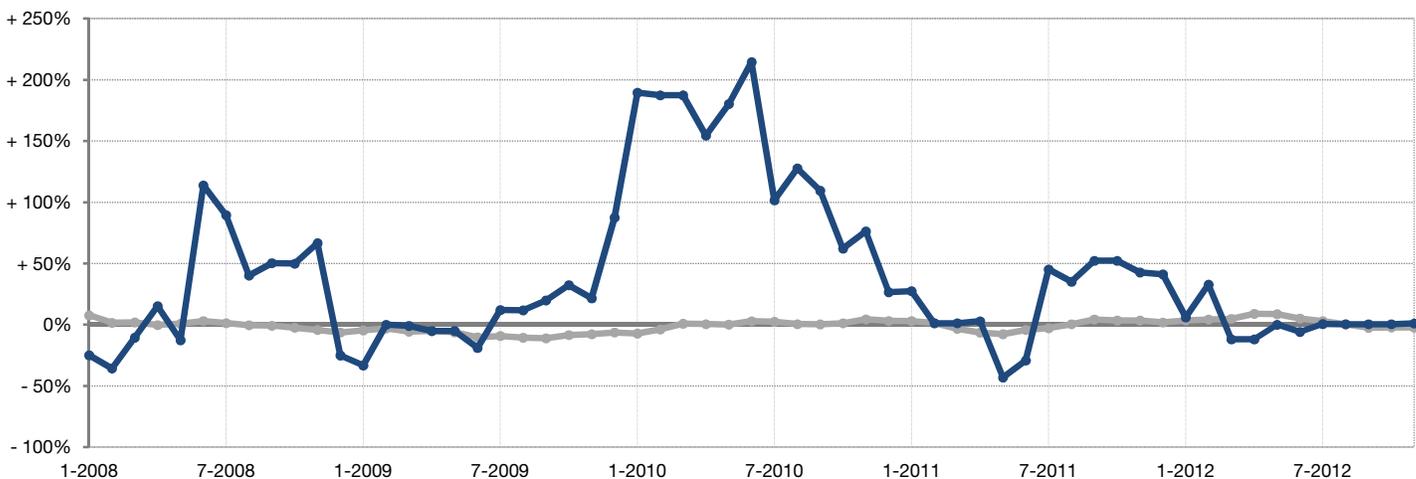
### Year to Date

■ 2011 ■ 2012



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

All MLS — Lavonia —



\*\* 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.