

Local Market Update – October 2013

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



Lake Hartwell

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

Change in
New Listings

Change in
Closed Sales

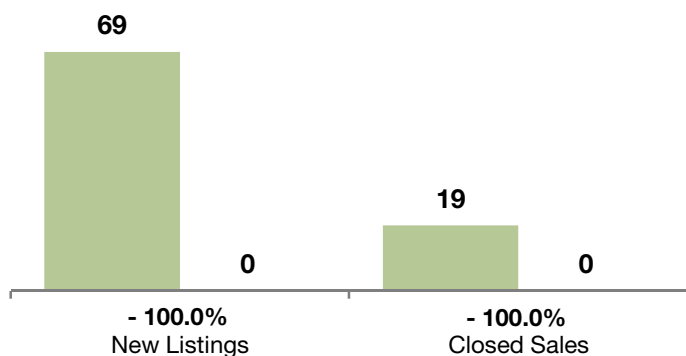
Change in
Median Sales Price

| | October | | | Year to Date | | |
|---------------------------------|-----------|------|----------|--------------|------------------|---------|
| | 2012 | 2013 | + / - | 2012 | 2013 | + / - |
| New Listings | 69 | 0 | - 100.0% | 759 | 773 | + 1.8% |
| Closed Sales | 19 | 0 | - 100.0% | 212 | 160 | - 24.5% |
| Median Sales Price* | \$224,000 | \$0 | - 100.0% | \$209,500 | \$189,900 | - 9.4% |
| Percent of List Price Received* | 90.3% | 0.0% | - 100.0% | 92.3% | 92.4% | + 0.1% |
| Days on Market Until Sale | 197 | 0 | - 100.0% | 197 | 140 | - 29.2% |
| Inventory of Homes for Sale | 562 | 0 | - 100.0% | -- | -- | -- |

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

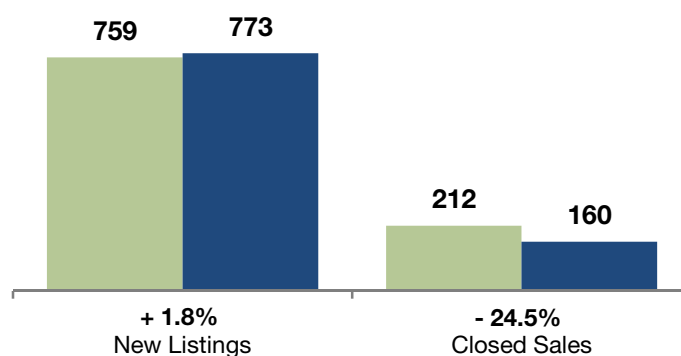
October

■ 2012 ■ 2013



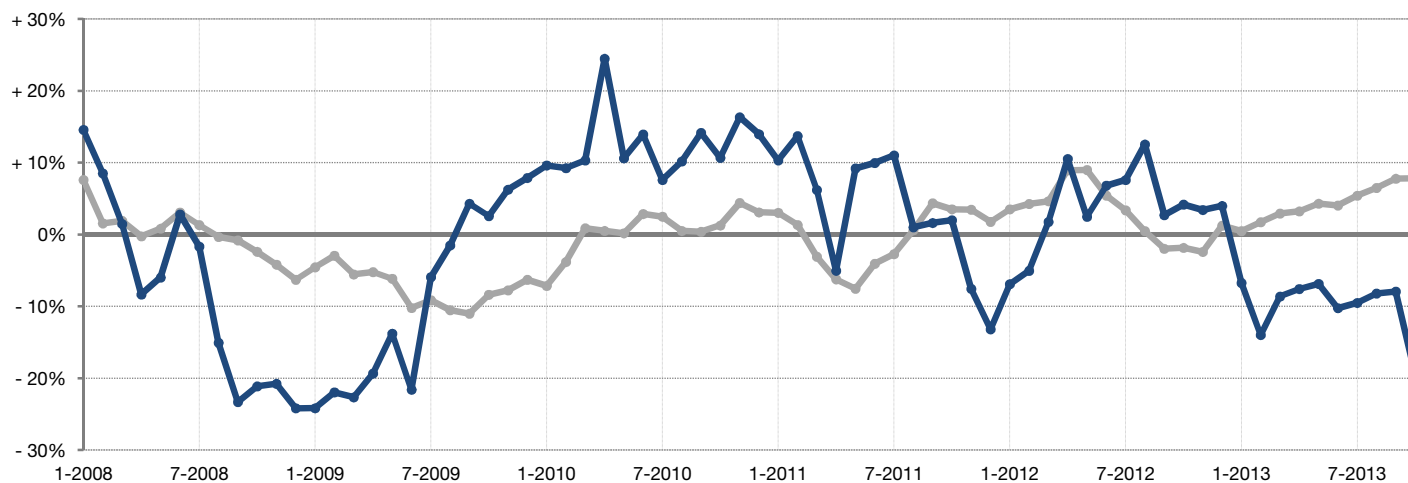
Year to Date

■ 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.