

# Local Market Update – September 2012

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



## Lake Hartwell

**- 31.9%**

Change in  
New Listings

**- 16.7%**

Change in  
Closed Sales

**- 34.9%**

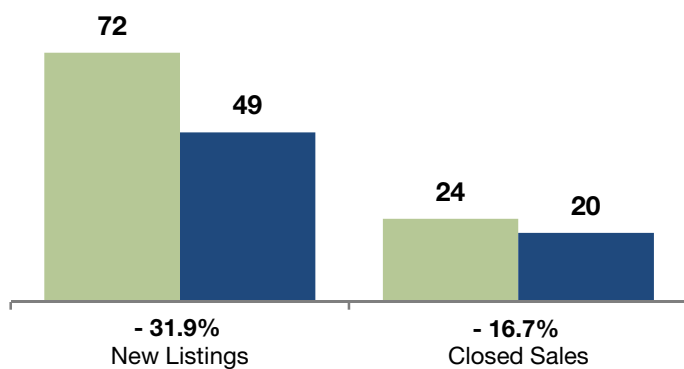
Change in  
Median Sales Price

	September			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	72	49	- 31.9%	840	712	- 15.2%
Closed Sales	24	20	- 16.7%	211	191	- 9.5%
Median Sales Price*	\$226,450	<b>\$147,500</b>	- 34.9%	\$205,000	<b>\$209,000</b>	+ 2.0%
Percent of List Price Received*	92.2%	<b>90.6%</b>	- 1.7%	91.1%	<b>92.4%</b>	+ 1.5%
Days on Market Until Sale	204	<b>229</b>	+ 12.4%	177	<b>202</b>	+ 13.8%
Inventory of Homes for Sale	655	<b>599</b>	- 8.5%	--	--	--

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

### September

■ 2011 ■ 2012



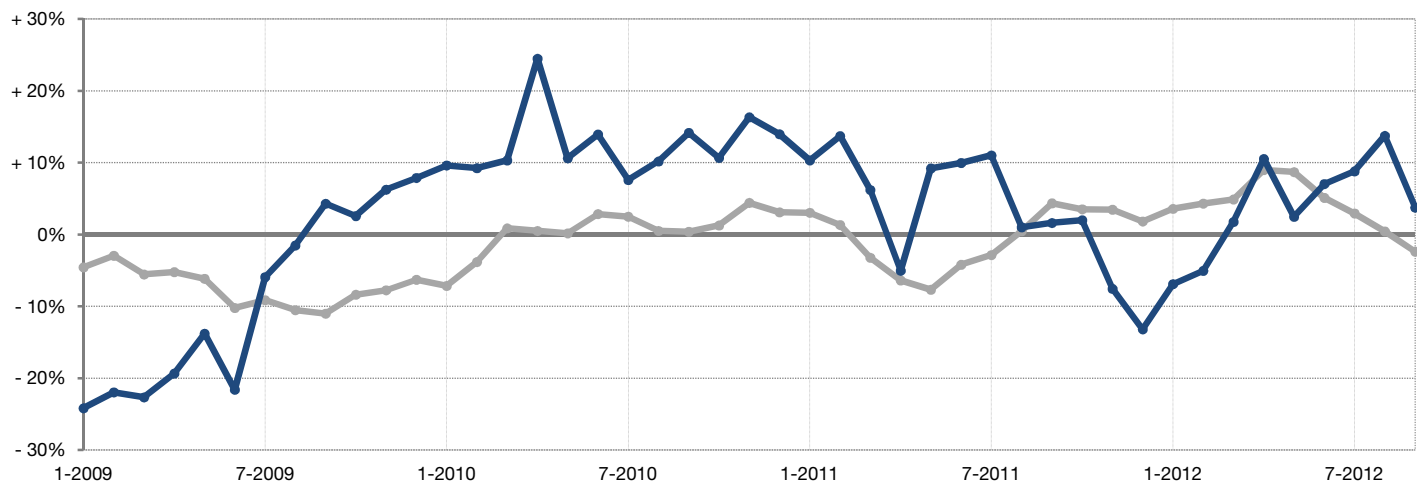
### Year to Date

■ 2011 ■ 2012



### 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.