

Local Market Update – March 2018

A Research Tool Provided by the Western Upstate Association of REALTORS®

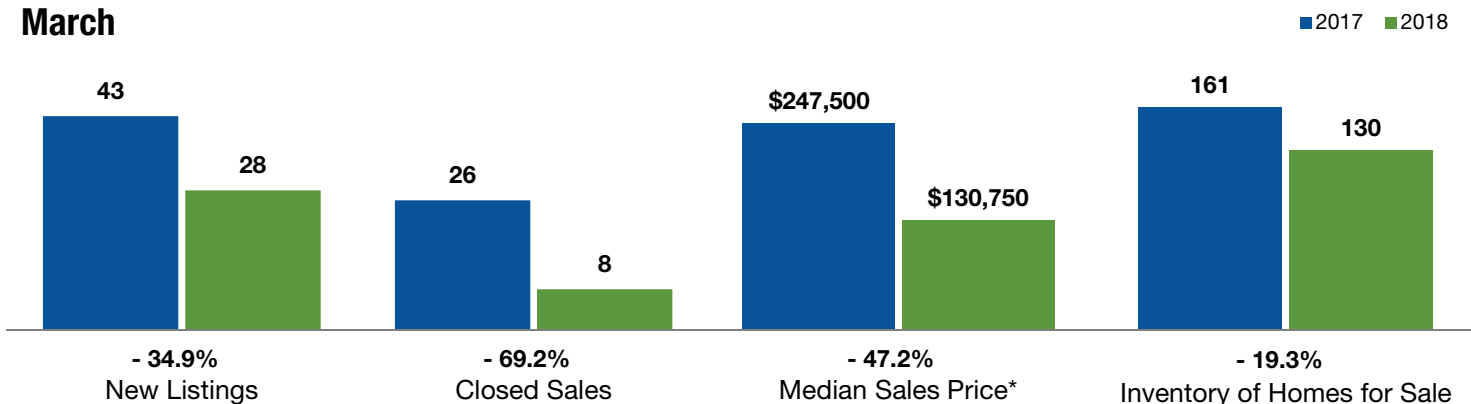


Salem

Key Metrics	March			YTD		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	43	28	- 34.9%	113	76	- 32.7%
Closed Sales	26	8	- 69.2%	45	35	- 22.2%
Median Sales Price*	\$247,500	\$130,750	- 47.2%	\$258,071	\$207,000	- 19.8%
Percent of List Price Received*	94.7%	95.2%	+ 38.8%	94.1%	95.6%	+ 38.8%
Days on Market Until Sale	105	206	+ 96.2%	114	158	+ 38.6%
Inventory of Homes for Sale	161	130	- 19.3%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

March



Historical Median Sales Price Rolling 12-Month Calculation

