

Local Market Update – September 2018

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

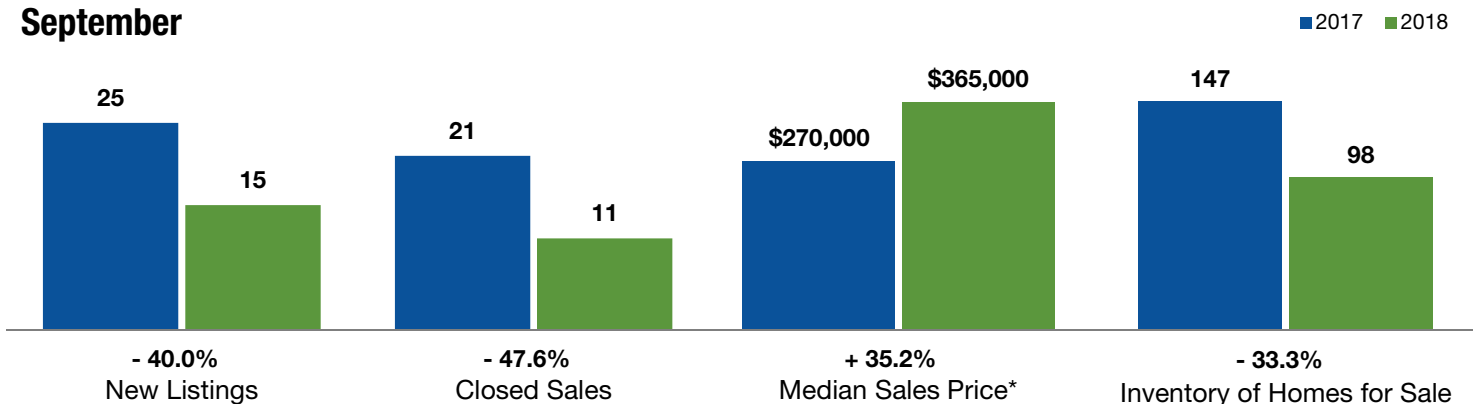


Salem

| Key Metrics | September | | | YTD | | |
|---------------------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| | 2017 | 2018 | Percent Change | 2017 | 2018 | Percent Change |
| New Listings | 25 | 15 | - 40.0% | 277 | 204 | - 26.4% |
| Closed Sales | 21 | 11 | - 47.6% | 176 | 167 | - 5.1% |
| Median Sales Price* | \$270,000 | \$365,000 | + 35.2% | \$258,536 | \$247,000 | - 4.5% |
| Percent of List Price Received* | 96.2% | 93.6% | + 49.4% | 94.2% | 94.5% | + 49.4% |
| Days on Market Until Sale | 144 | 150 | + 4.2% | 116 | 173 | + 49.1% |
| Inventory of Homes for Sale | 147 | 98 | - 33.3% | -- | -- | -- |

* 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.

September



Historical Median Sales Price Rolling 12-Month Calculation

