

Local Market Update – October 2018

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



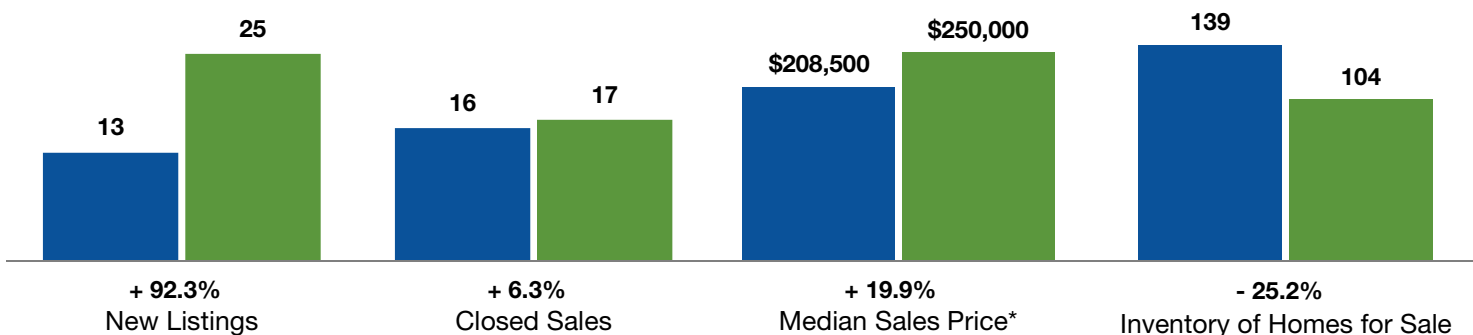
Salem

Key Metrics	October			YTD		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	13	25	+ 92.3%	290	228	- 21.4%
Closed Sales	16	17	+ 6.3%	192	184	- 4.2%
Median Sales Price*	\$208,500	\$250,000	+ 19.9%	\$255,500	\$247,500	- 3.1%
Percent of List Price Received*	92.5%	98.1%	+ 38.8%	94.0%	94.8%	+ 38.8%
Days on Market Until Sale	162	99	- 38.9%	119	166	+ 39.5%
Inventory of Homes for Sale	139	104	- 25.2%	--	--	--

* 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.

October

■ 2017 ■ 2018



Historical Median Sales Price Rolling 12-Month Calculation

