

Local Market Update – November 2018

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

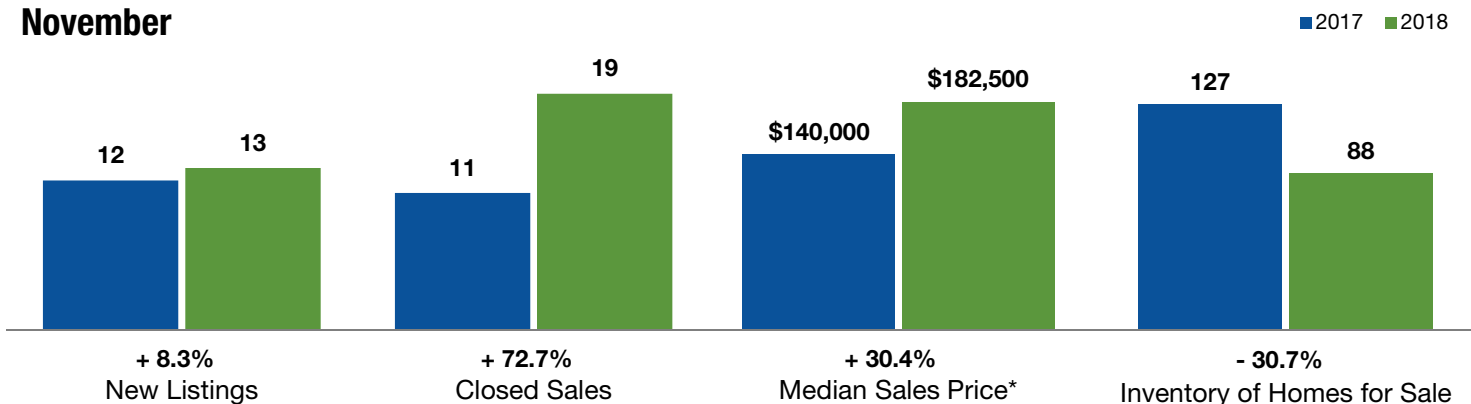


Salem

Key Metrics	November			YTD		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	12	13	+ 8.3%	302	240	- 20.5%
Closed Sales	11	19	+ 72.7%	203	203	0.0%
Median Sales Price*	\$140,000	\$182,500	+ 30.4%	\$250,000	\$240,000	- 4.0%
Percent of List Price Received*	93.2%	96.4%	+ 31.8%	94.0%	95.0%	+ 31.8%
Days on Market Until Sale	196	135	- 31.1%	124	163	+ 31.5%
Inventory of Homes for Sale	127	88	- 30.7%	--	--	--

* 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.

November



Historical Median Sales Price Rolling 12-Month Calculation

