

Local Market Update – December 2018

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

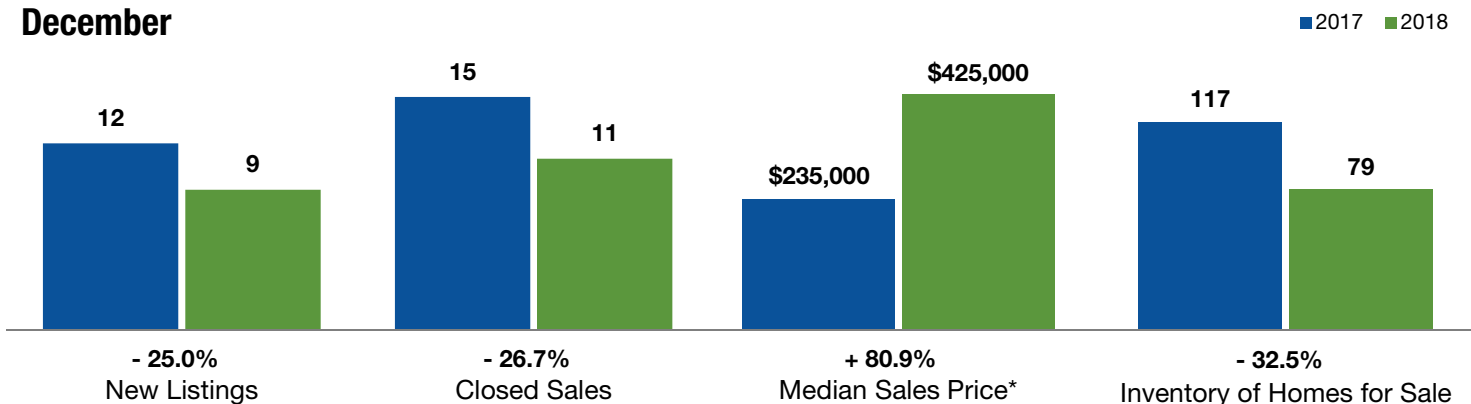


Salem

Key Metrics	December			YTD		
	2017	2018	Percent Change	2017	2018	Percent Change
New Listings	12	9	- 25.0%	314	250	- 20.4%
Closed Sales	15	11	- 26.7%	218	215	- 1.4%
Median Sales Price*	\$235,000	\$425,000	+ 80.9%	\$249,500	\$250,000	+ 0.2%
Percent of List Price Received*	92.0%	95.6%	+ 26.3%	93.9%	95.0%	+ 26.3%
Days on Market Until Sale	168	119	- 29.2%	127	160	+ 26.0%
Inventory of Homes for Sale	117	79	- 32.5%	--	--	--

* 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.

December



Historical Median Sales Price Rolling 12-Month Calculation

