

Local Market Update – March 2020

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

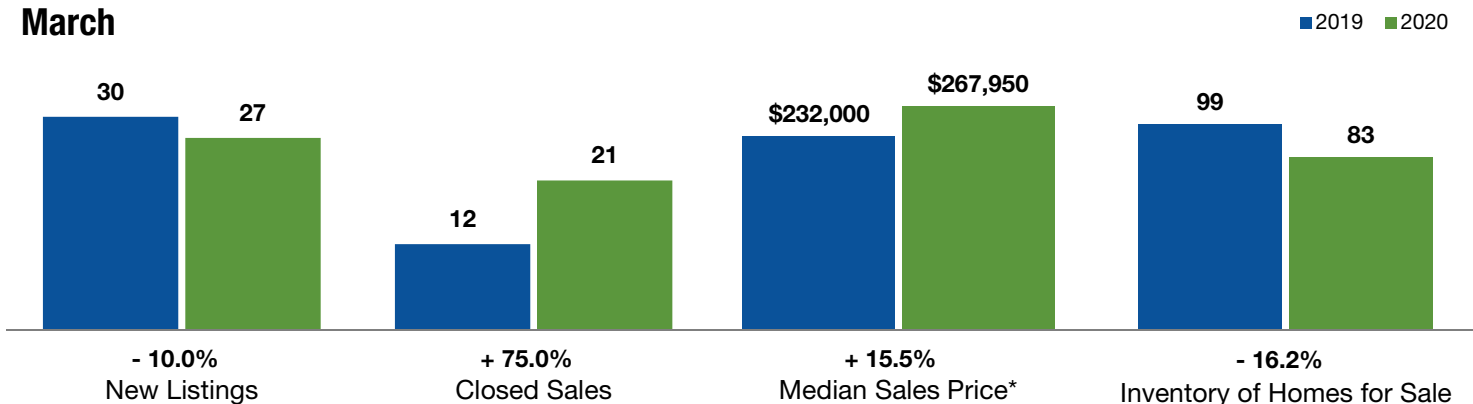


Salem

Key Metrics	March			YTD		
	2019	2020	Percent Change	2019	2020	Percent Change
New Listings	30	27	- 10.0%	80	58	- 27.5%
Closed Sales	12	21	+ 75.0%	33	52	+ 57.6%
Median Sales Price*	\$232,000	\$267,950	+ 15.5%	\$245,000	\$289,000	+ 18.0%
Percent of List Price Received*	95.6%	95.2%	- 0.4%	94.2%	94.8%	+ 0.6%
Days on Market Until Sale	130	151	+ 16.2%	170	146	- 14.1%
Inventory of Homes for Sale	99	83	- 16.2%	--	--	--

* 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.

March



Historical Median Sales Price Rolling 12-Month Calculation

