

Local Market Update – April 2012

A RESEARCH TOOL PROVIDED BY THE WESTERN UPSTATE ASSOCIATION OF REALTORS®



Salem

+ 7.7%

Change in
New Listings

- 60.0%

Change in
Closed Sales

+ 15.3%

Change in
Median Sales Price

April

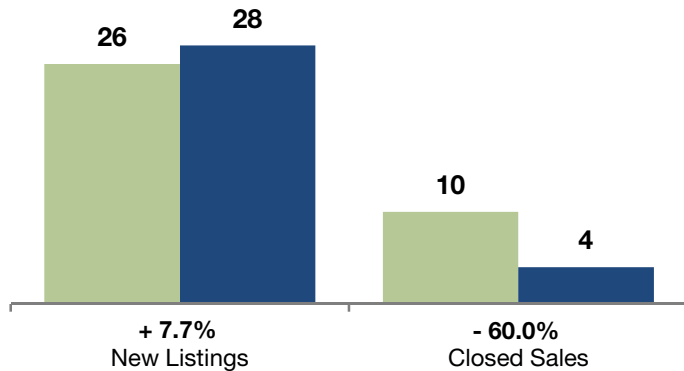
Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	26	28	+ 7.7%	108	129	+ 19.4%
Closed Sales	10	4	- 60.0%	25	32	+ 28.0%
Median Sales Price*	\$291,500	\$336,000	+ 15.3%	\$307,000	\$233,050	- 24.1%
Percent of List Price Received*	90.1%	94.2%	+ 4.6%	87.1%	87.8%	+ 0.8%
Days on Market Until Sale	279	76	- 72.7%	310	217	- 30.0%
Inventory of Homes for Sale	222	240	+ 8.1%	--	--	--

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

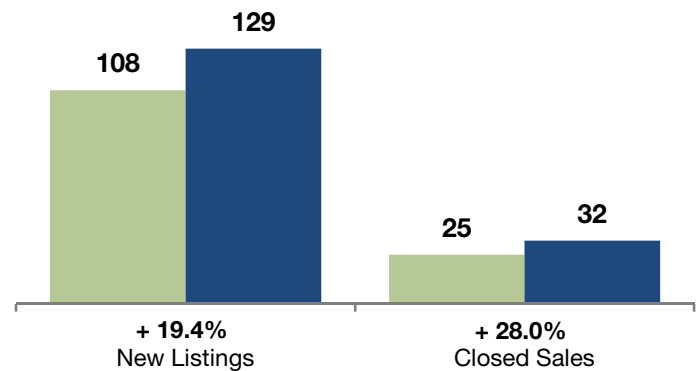
April

■ 2011 ■ 2012



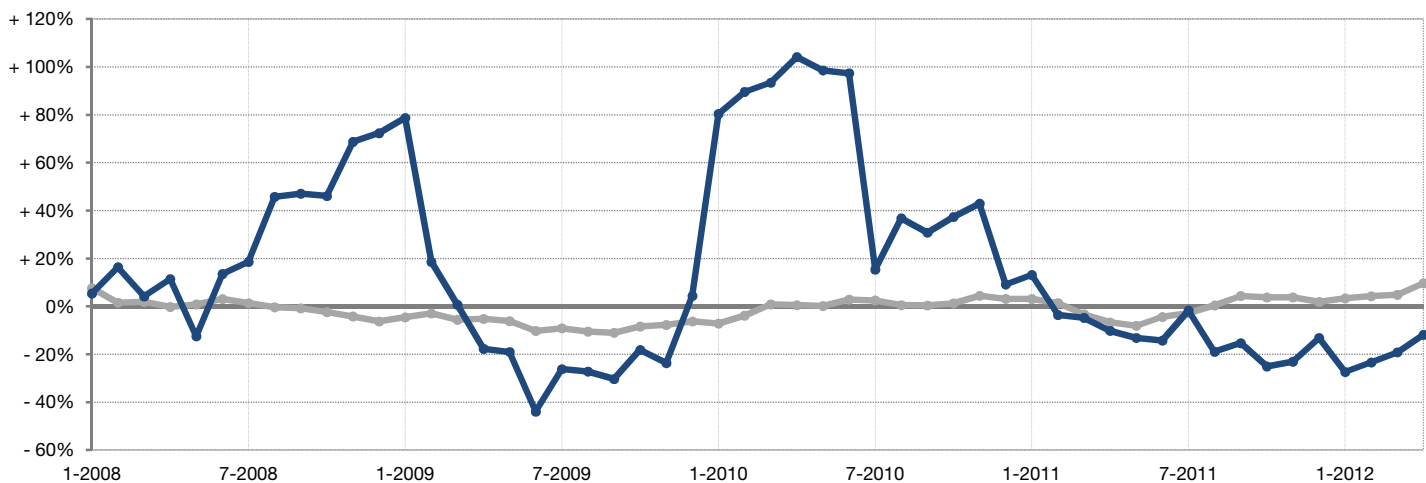
Year to Date

■ 2011 ■ 2012



Change in Median Sales Price from Prior Year (6-Month Average)**

All MLS —
Salem —



** Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | All data from the Western Upstate Association of REALTORS® Multiple Listing Service. | Sponsored by South Carolina REALTORS®. | Powered by 10K Research and Marketing.