

Local Market Update – April 2013

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



Salem

+ 25.0%

Change in
New Listings

+ 275.0%

Change in
Closed Sales

- 40.9%

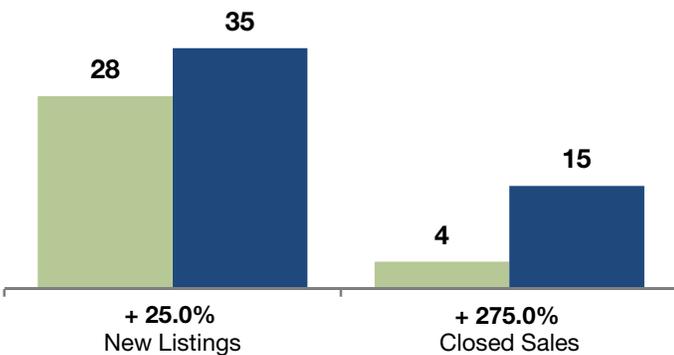
Change in
Median Sales Price

	April			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	28	35	+ 25.0%	126	128	+ 1.6%
Closed Sales	4	15	+ 275.0%	32	33	+ 3.1%
Median Sales Price*	\$336,000	\$198,500	- 40.9%	\$233,050	\$198,450	- 14.8%
Percent of List Price Received*	94.2%	92.1%	- 2.2%	87.8%	91.7%	+ 4.5%
Days on Market Until Sale	76	170	+ 122.6%	217	209	- 3.8%
Inventory of Homes for Sale	233	255	+ 9.4%	--	--	--

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

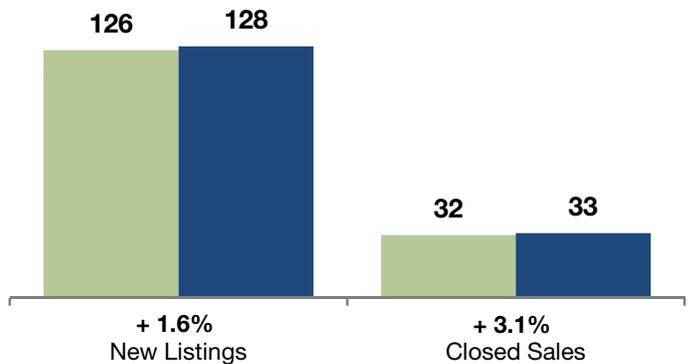
April

■ 2012 ■ 2013



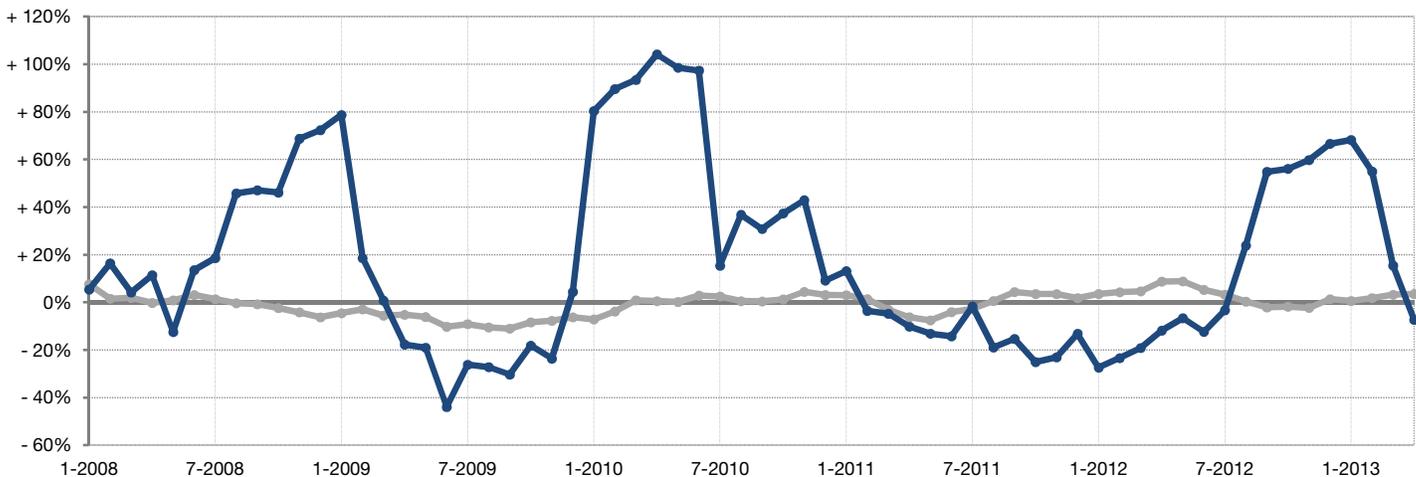
Year to Date

■ 2012 ■ 2013



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.