

# Local Market Update – August 2012

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



## Salem

**- 6.5%**

Change in  
New Listings

**+ 40.0%**

Change in  
Closed Sales

**+ 48.6%**

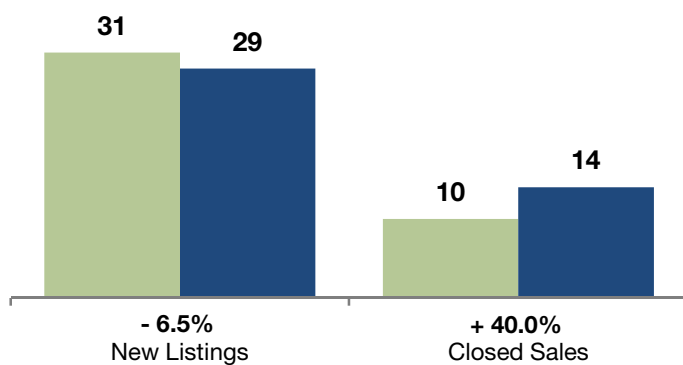
Change in  
Median Sales Price

	August			Year to Date		
	2011	2012	+ / -	2011	2012	+ / -
New Listings	31	29	- 6.5%	215	232	+ 7.9%
Closed Sales	10	14	+ 40.0%	67	66	- 1.5%
Median Sales Price*	\$185,000	<b>\$275,000</b>	+ 48.6%	\$260,000	<b>\$260,938</b>	+ 0.4%
Percent of List Price Received*	89.1%	<b>91.5%</b>	+ 2.7%	88.7%	<b>89.6%</b>	+ 1.0%
Days on Market Until Sale	252	<b>229</b>	- 8.9%	268	<b>208</b>	- 22.2%
Inventory of Homes for Sale	234	<b>255</b>	+ 9.0%	--	--	--

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

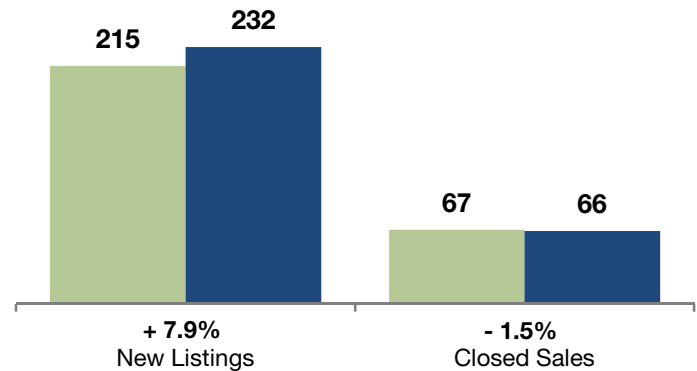
### August

■ 2011 ■ 2012



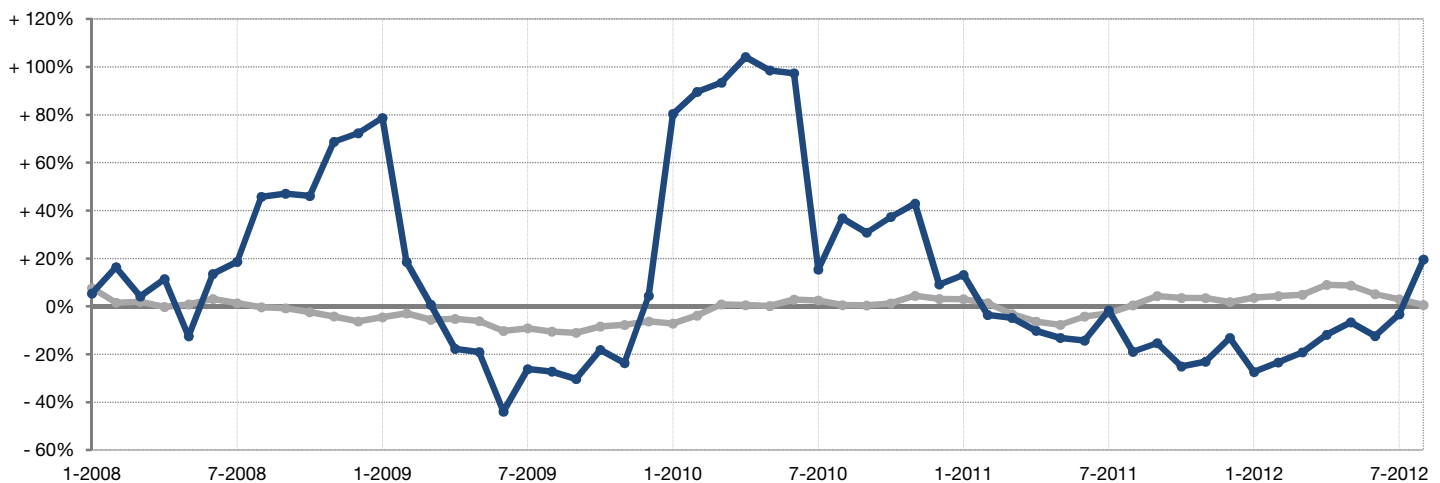
### Year to Date

■ 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.