

Local Market Update – December 2012

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



Salem

- 8.3%

Change in
New Listings

+ 33.3%

Change in
Closed Sales

+ 26.4%

Change in
Median Sales Price

December

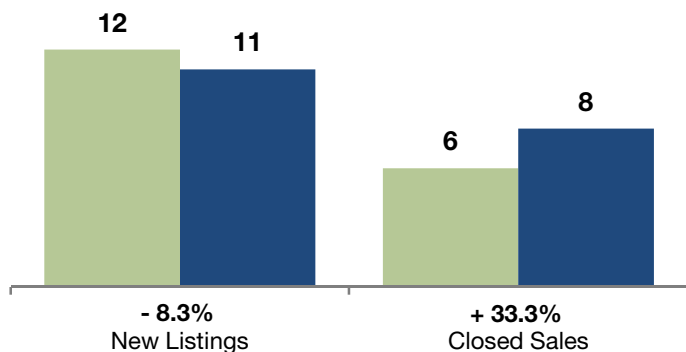
Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	12	11	- 8.3%	275	300	+ 9.1%
Closed Sales	6	8	+ 33.3%	93	100	+ 7.5%
Median Sales Price*	\$224,500	\$283,750	+ 26.4%	\$245,000	\$285,000	+ 16.3%
Percent of List Price Received*	85.6%	93.0%	+ 8.7%	88.9%	90.6%	+ 1.9%
Days on Market Until Sale	284	311	+ 9.7%	261	213	- 18.2%
Inventory of Homes for Sale	200	237	+ 18.5%	--	--	--

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

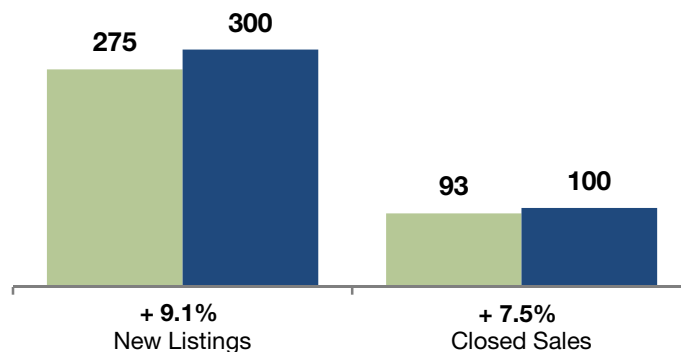
December

■ 2011 ■ 2012



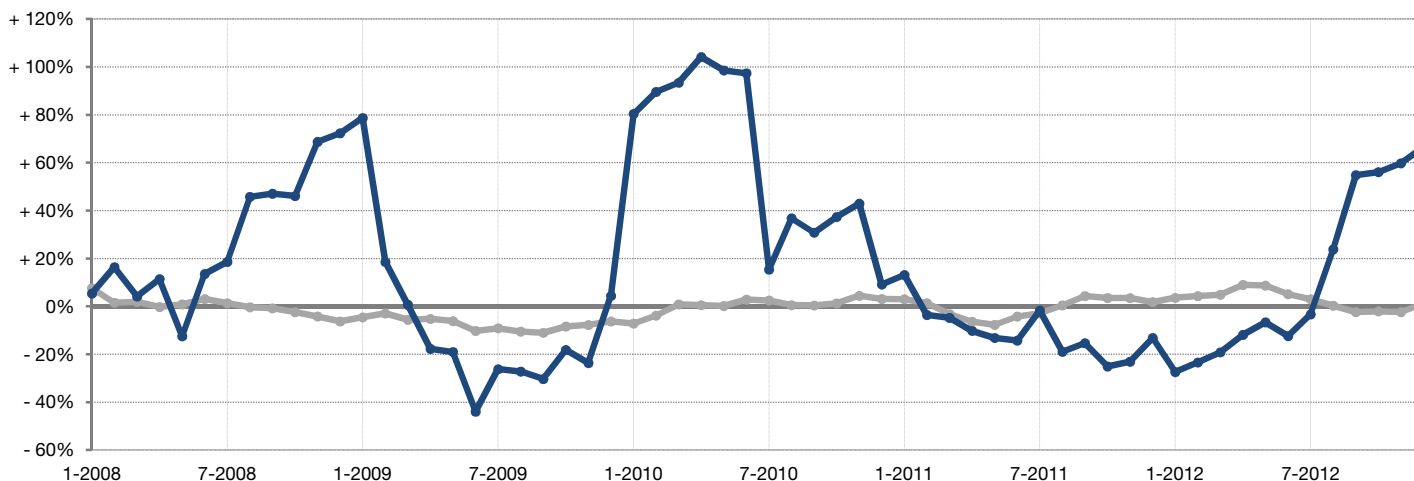
Year to Date

■ 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.