

# Local Market Update – February 2015

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



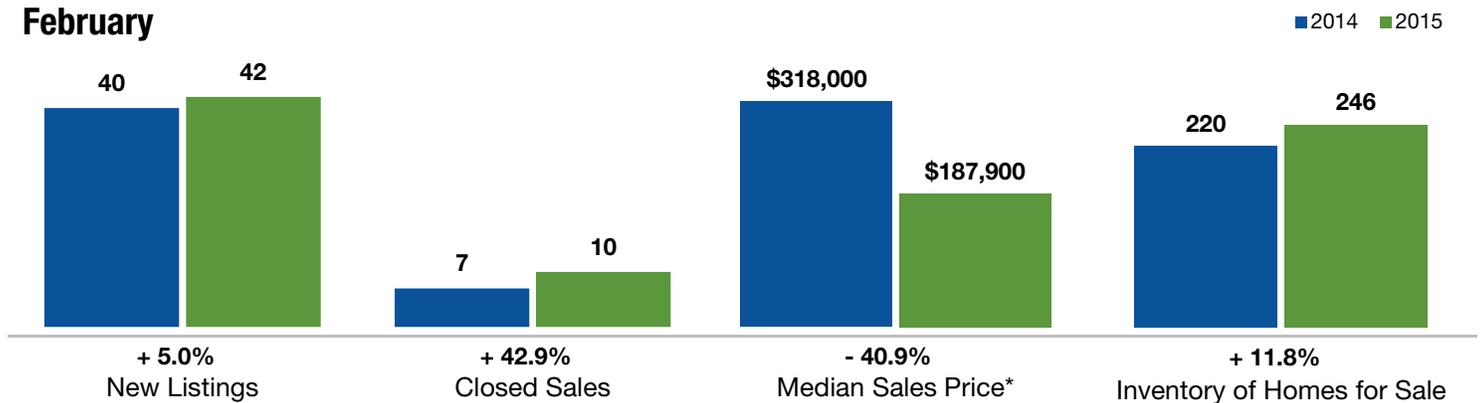
WESTERN UPSTATE  
ASSOCIATION OF REALTORS®

## Salem

| Key Metrics                     | February  |           |                | YTD       |           |                |
|---------------------------------|-----------|-----------|----------------|-----------|-----------|----------------|
|                                 | 2014      | 2015      | Percent Change | 2014      | 2015      | Percent Change |
| New Listings                    | 40        | 42        | + 5.0%         | 64        | 74        | + 15.6%        |
| Closed Sales                    | 7         | 10        | + 42.9%        | 20        | 18        | - 10.0%        |
| Median Sales Price*             | \$318,000 | \$187,900 | - 40.9%        | \$281,000 | \$179,950 | - 36.0%        |
| Percent of List Price Received* | 92.8%     | 94.0%     | + 1.3%         | 90.6%     | 93.5%     | + 3.3%         |
| Days on Market Until Sale       | 192       | 240       | + 24.6%        | 229       | 280       | + 22.4%        |
| Inventory of Homes for Sale     | 220       | 246       | + 11.8%        | --        | --        | --             |

\* 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.

### February



### Historical Median Sales Price Rolling 12-Month Calculation

