

Local Market Update – January 2013

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



Salem

- 3.7%

Change in
New Listings

- 37.5%

Change in
Closed Sales

+ 34.1%

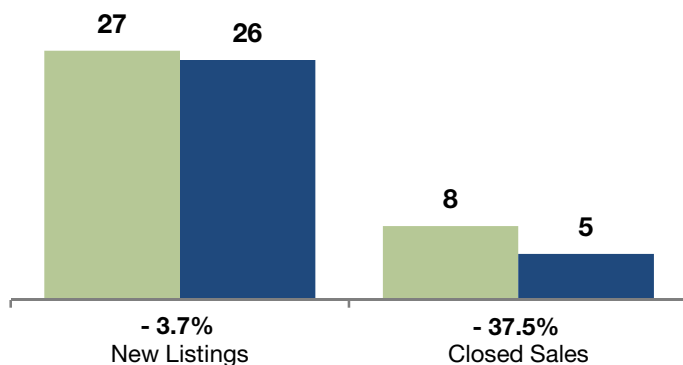
Change in
Median Sales Price

	January			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	27	26	- 3.7%	27	26	- 3.7%
Closed Sales	8	5	- 37.5%	8	5	- 37.5%
Median Sales Price*	\$212,500	\$285,000	+ 34.1%	\$212,500	\$285,000	+ 34.1%
Percent of List Price Received*	86.4%	89.5%	+ 3.6%	86.4%	89.5%	+ 3.6%
Days on Market Until Sale	303	187	- 38.4%	303	187	- 38.4%
Inventory of Homes for Sale	191	243	+ 27.2%	--	--	--

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

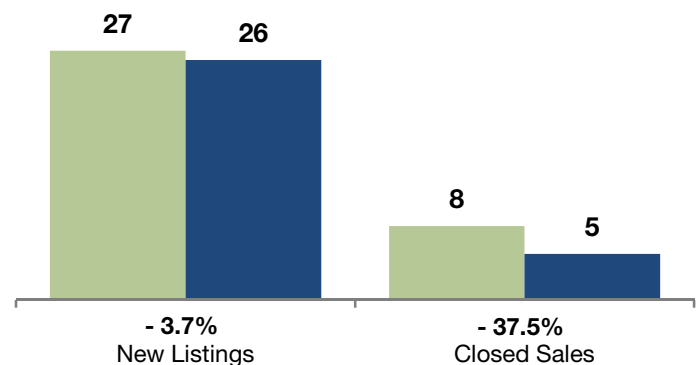
January

■ 2012 ■ 2013



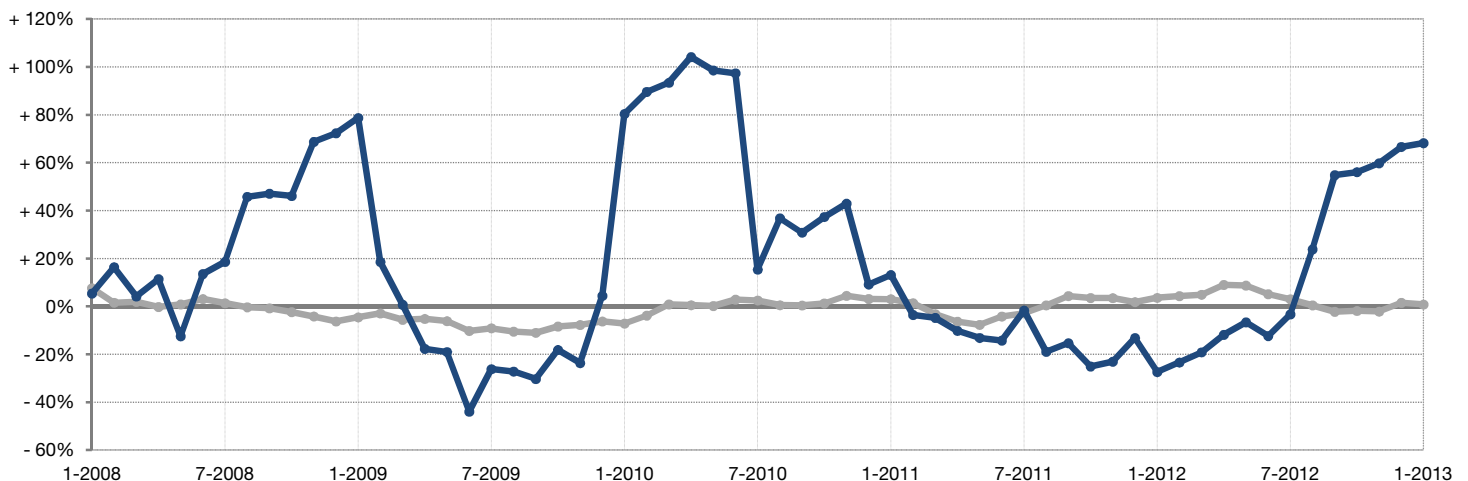
Year to Date

■ 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.