

Local Market Update – July 2012

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



Salem

- 21.4%

Change in
New Listings

- 25.0%

Change in
Closed Sales

+ 25.8%

Change in
Median Sales Price

July

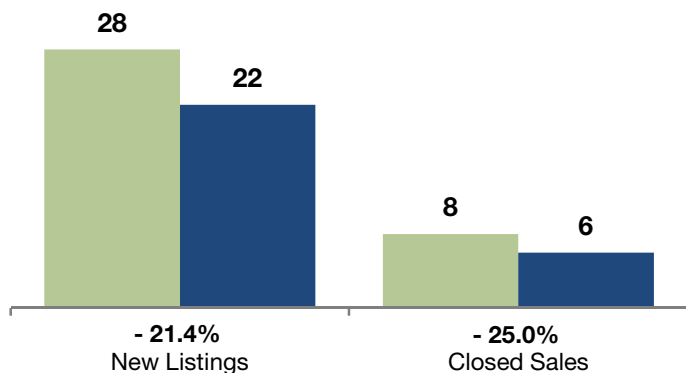
Year to Date

| | 2011 | 2012 | + / - | 2011 | 2012 | + / - |
|---------------------------------|-----------|------------------|---------|-----------|------------------|---------|
| New Listings | 28 | 22 | - 21.4% | 184 | 203 | + 10.3% |
| Closed Sales | 8 | 6 | - 25.0% | 57 | 52 | - 8.8% |
| Median Sales Price* | \$275,000 | \$345,938 | + 25.8% | \$280,000 | \$249,000 | - 11.1% |
| Percent of List Price Received* | 85.1% | 91.1% | + 7.0% | 88.6% | 89.1% | + 0.5% |
| Days on Market Until Sale | 329 | 269 | - 18.1% | 270 | 202 | - 25.1% |
| Inventory of Homes for Sale | 231 | 249 | + 7.8% | -- | -- | -- |

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

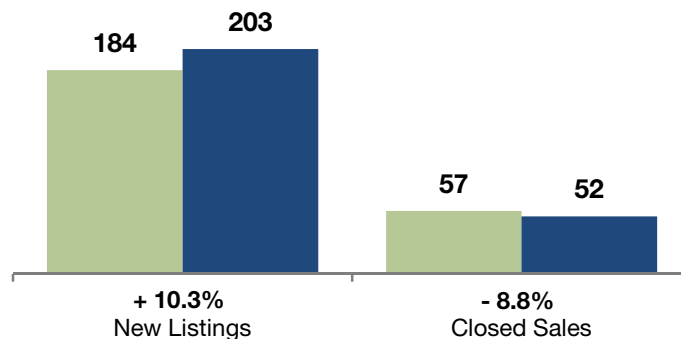
July

■ 2011 ■ 2012



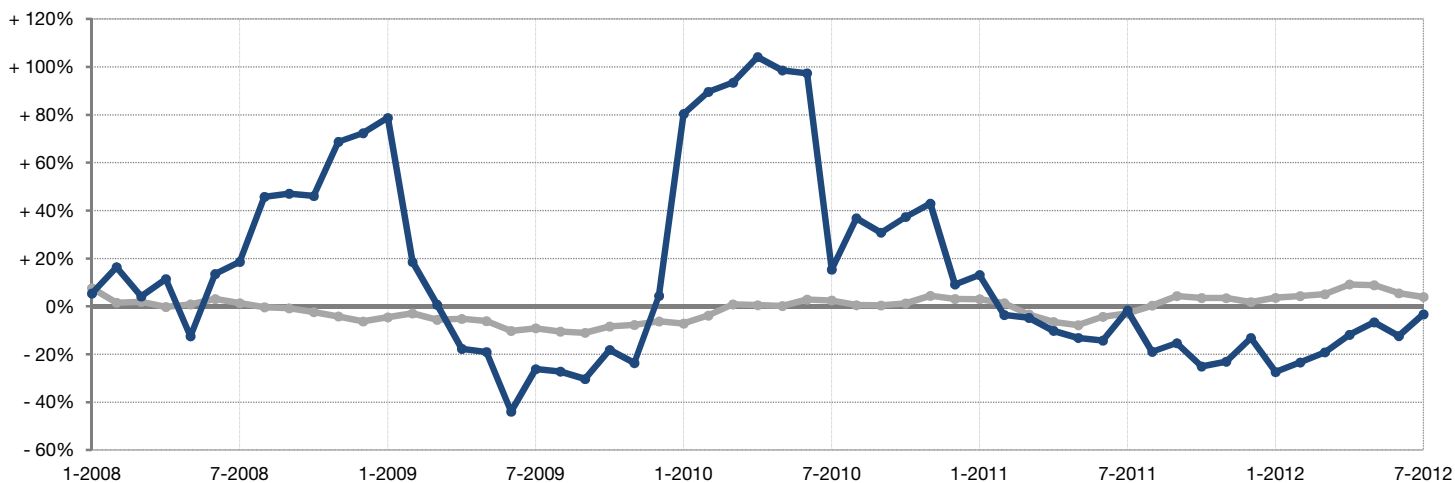
Year to Date

■ 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.