

# Local Market Update – July 2013

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



## Salem

**+ 36.4%**

Change in  
New Listings

**+ 83.3%**

Change in  
Closed Sales

**- 37.1%**

Change in  
Median Sales Price

### July

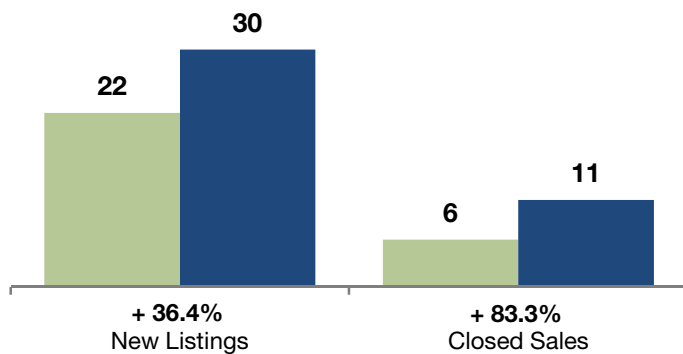
### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	22	30	+ 36.4%	200	205	+ 2.5%
Closed Sales	6	11	+ 83.3%	52	70	+ 34.6%
Median Sales Price*	\$345,938	\$217,500	- 37.1%	\$249,000	\$285,000	+ 14.5%
Percent of List Price Received*	91.1%	92.5%	+ 1.6%	89.1%	92.3%	+ 3.7%
Days on Market Until Sale	269	160	- 40.7%	202	176	- 12.8%
Inventory of Homes for Sale	236	251	+ 6.4%	--	--	--

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

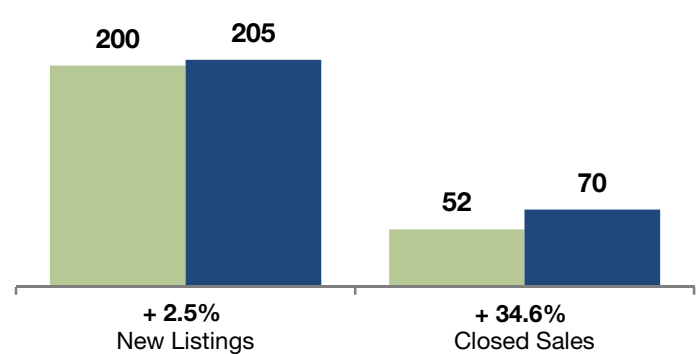
### July

■ 2012 ■ 2013



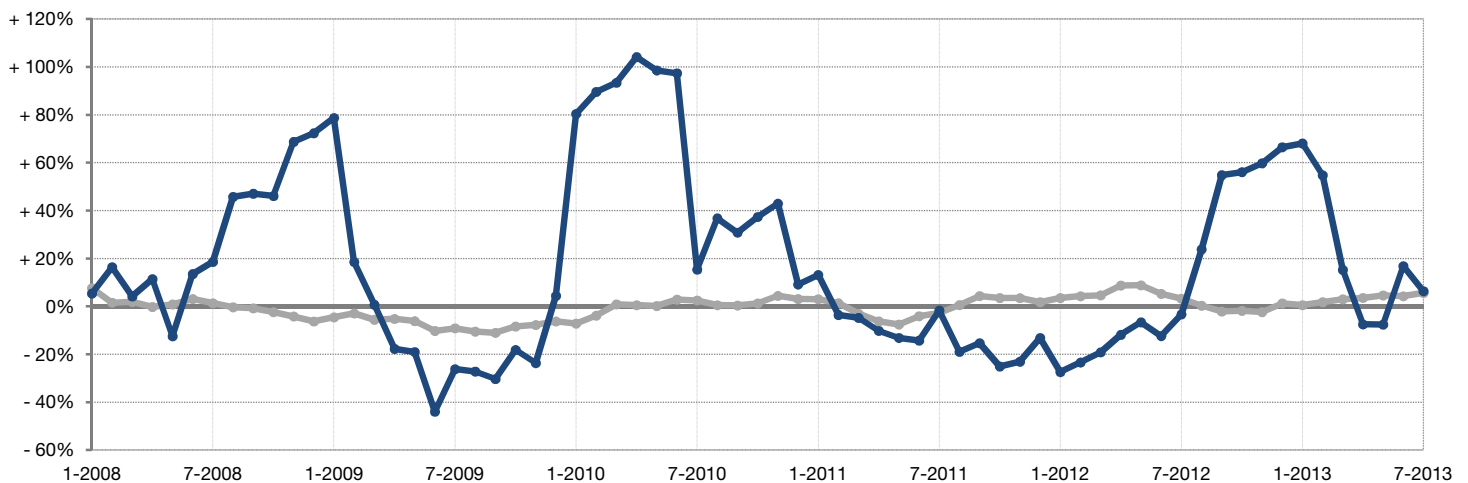
### Year to Date

■ 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.