

# Local Market Update – March 2012

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



## Salem

**+ 34.4%**

Change in  
New Listings

**+ 80.0%**

Change in  
Closed Sales

**+ 3.0%**

Change in  
Median Sales Price

### March

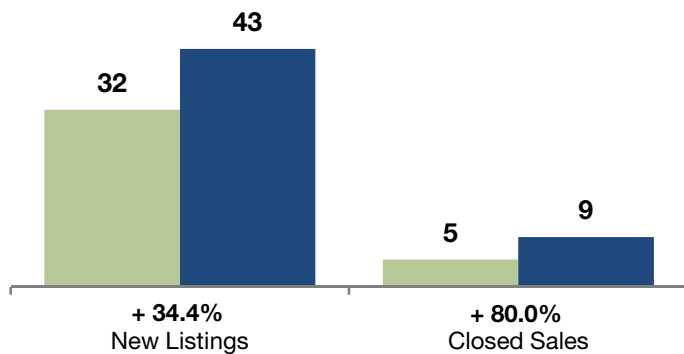
### Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	32	43	+ 34.4%	82	99	+ 20.7%
Closed Sales	5	9	+ 80.0%	15	28	+ 86.7%
Median Sales Price*	\$200,000	\$206,000	+ 3.0%	\$307,000	\$212,500	- 30.8%
Percent of List Price Received*	79.5%	88.8%	+ 11.7%	85.1%	86.8%	+ 2.0%
Days on Market Until Sale	482	267	- 44.7%	331	240	- 27.5%
Inventory of Homes for Sale	227	231	+ 1.8%	--	--	--

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

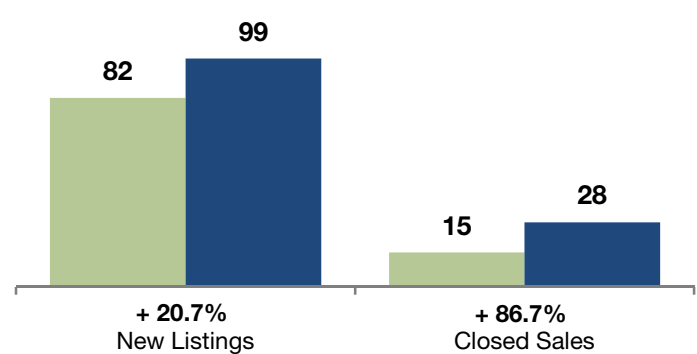
### March

■ 2011 ■ 2012



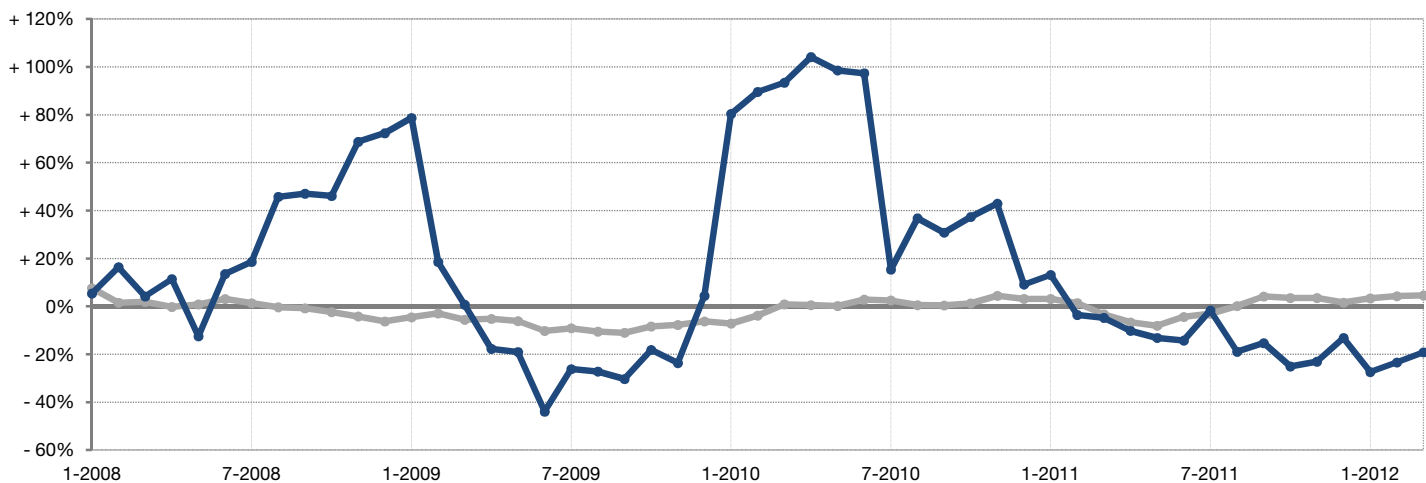
### Year to Date

■ 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.