

# Local Market Update – March 2013

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



## Salem

**- 11.6%**

Change in  
New Listings

**- 11.1%**

Change in  
Closed Sales

**- 15.2%**

Change in  
Median Sales Price

### March

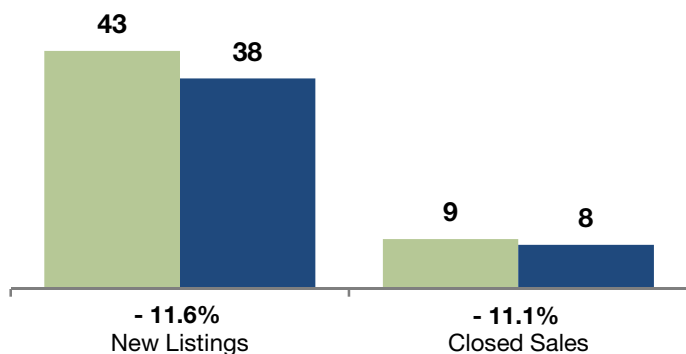
### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	43	38	- 11.6%	98	93	- 5.1%
Closed Sales	9	8	- 11.1%	28	18	- 35.7%
Median Sales Price*	\$206,000	<b>\$174,700</b>	- 15.2%	\$212,500	<b>\$190,400</b>	- 10.4%
Percent of List Price Received*	88.8%	<b>92.5%</b>	+ 4.2%	86.8%	<b>91.3%</b>	+ 5.2%
Days on Market Until Sale	267	<b>231</b>	- 13.5%	240	<b>240</b>	- 0.1%
Inventory of Homes for Sale	225	<b>271</b>	+ 20.4%	--	--	--

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

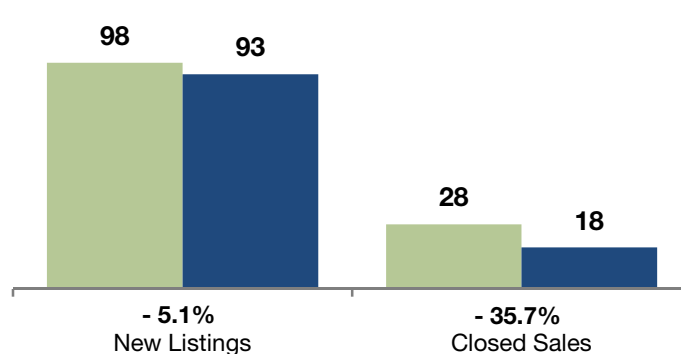
### March

■ 2012 ■ 2013



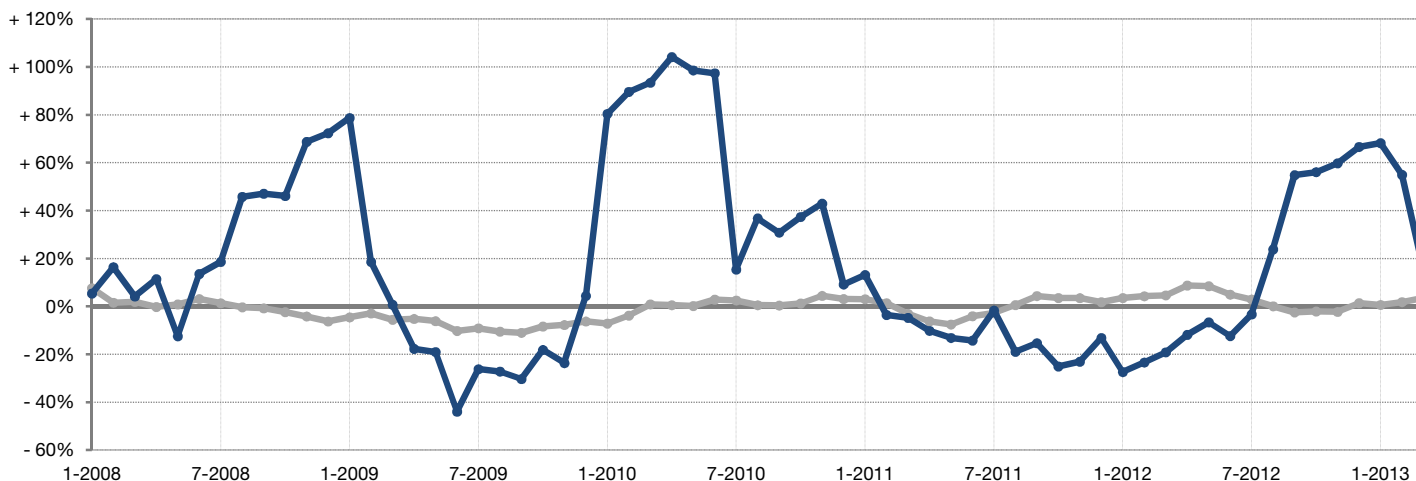
### Year to Date

■ 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.