

Local Market Update – November 2012

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



Salem

+ 8.3%

Change in
New Listings

- 14.3%

Change in
Closed Sales

+ 59.2%

Change in
Median Sales Price

November

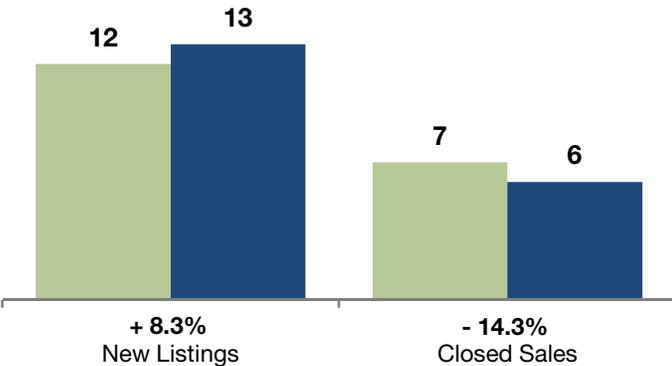
Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	12	13	+ 8.3%	263	289	+ 9.9%
Closed Sales	7	6	- 14.3%	87	92	+ 5.7%
Median Sales Price*	\$245,000	\$390,000	+ 59.2%	\$245,000	\$285,000	+ 16.3%
Percent of List Price Received*	92.9%	95.2%	+ 2.5%	89.2%	90.4%	+ 1.4%
Days on Market Until Sale	230	197	- 14.2%	259	204	- 21.2%
Inventory of Homes for Sale	213	250	+ 17.4%	--	--	--

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

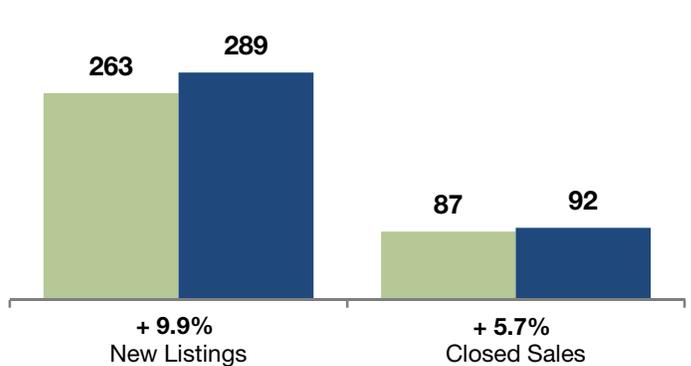
November

■ 2011 ■ 2012



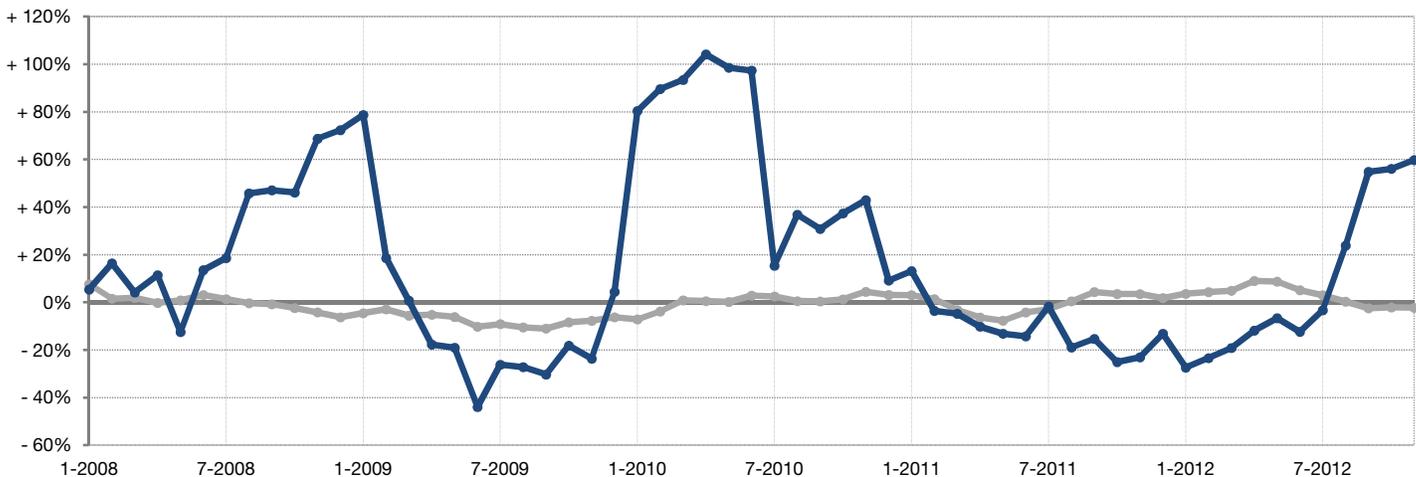
Year to Date

■ 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.