

# Local Market Update – November 2013

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



## Salem

**+ 7.1%**

Change in  
New Listings

**+ 116.7%**

Change in  
Closed Sales

**- 51.9%**

Change in  
Median Sales Price

### November

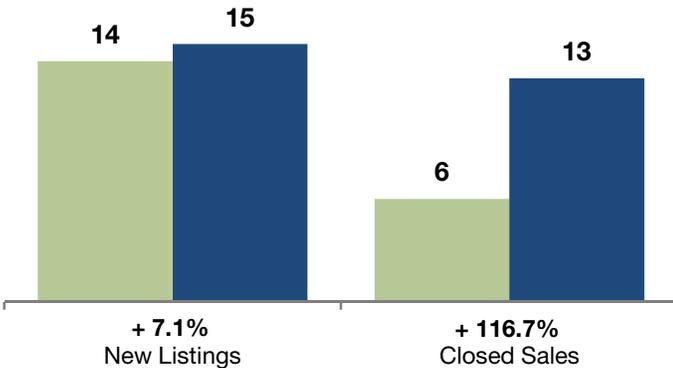
### Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	14	15	+ 7.1%	287	302	+ 5.2%
Closed Sales	6	13	+ 116.7%	92	116	+ 26.1%
Median Sales Price*	\$390,000	\$187,500	- 51.9%	\$285,000	\$248,500	- 12.8%
Percent of List Price Received*	95.2%	91.6%	- 3.8%	90.4%	91.5%	+ 1.2%
Days on Market Until Sale	197	168	- 14.8%	204	186	- 8.8%
Inventory of Homes for Sale	239	240	+ 0.4%	--	--	--

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

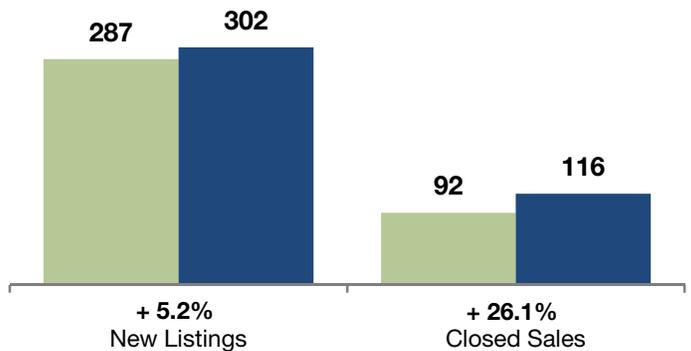
### November

■ 2012 ■ 2013



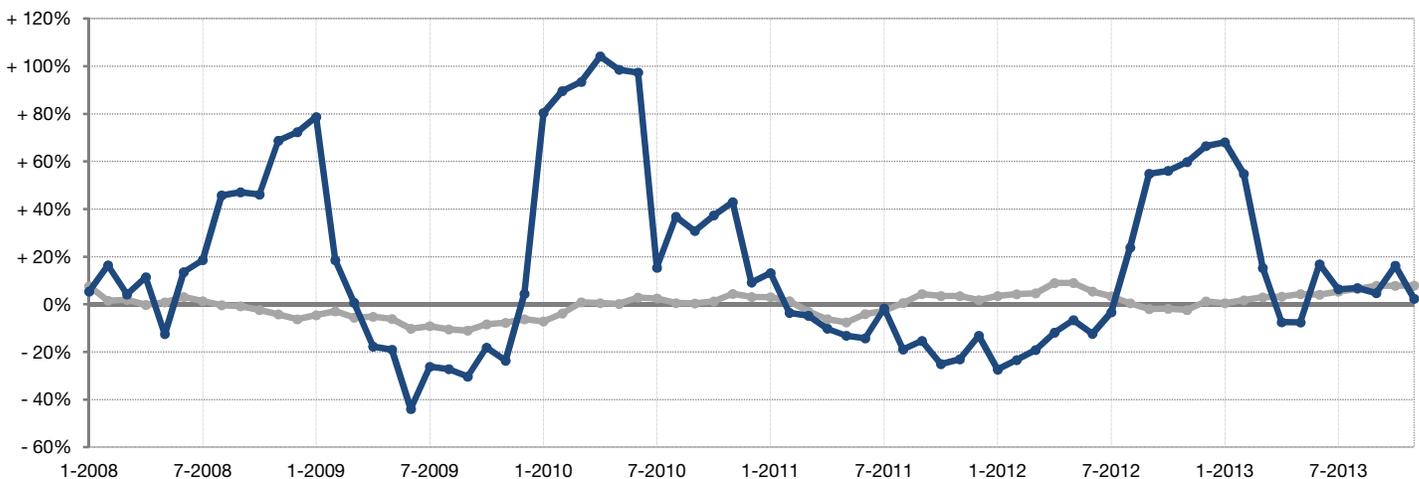
### Year to Date

■ 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.