

Local Market Update – November 2016

A Research Tool Provided by the Western Upstate Association of REALTORS®

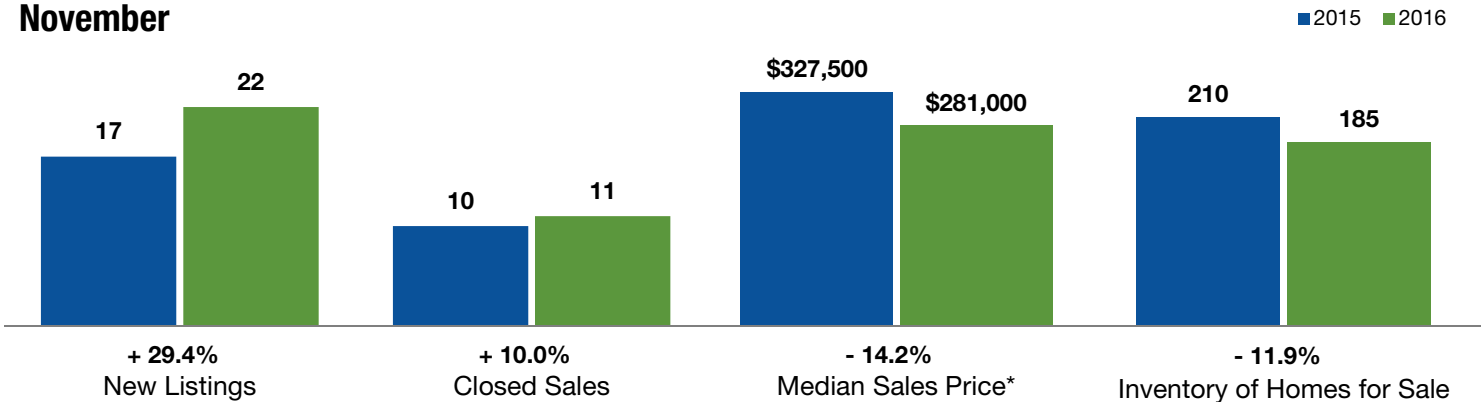


Salem

Key Metrics	November			YTD		
	2015	2016	Percent Change	2015	2016	Percent Change
New Listings	17	22	+ 29.4%	317	321	+ 1.3%
Closed Sales	10	11	+ 10.0%	152	166	+ 9.2%
Median Sales Price*	\$327,500	\$281,000	- 14.2%	\$231,000	\$244,000	+ 5.6%
Percent of List Price Received*	93.0%	94.2%	+ 1.2%	93.2%	93.6%	+ 0.4%
Days on Market Until Sale	171	85	- 50.0%	168	154	- 8.3%
Inventory of Homes for Sale	210	185	- 11.9%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

November



Historical Median Sales Price Rolling 12-Month Calculation

