

# Local Market Update – October 2012

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



## Salem

**+ 52.9%**

Change in  
New Listings

**+ 14.3%**

Change in  
Closed Sales

**+ 43.6%**

Change in  
Median Sales Price

### October

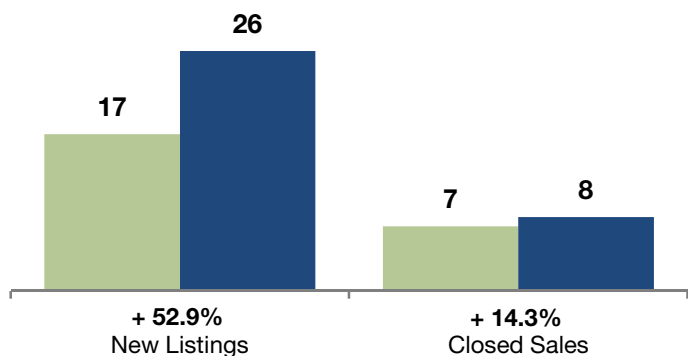
### Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	17	26	+ 52.9%	251	277	+ 10.4%
Closed Sales	7	8	+ 14.3%	80	86	+ 7.5%
Median Sales Price*	\$235,000	<b>\$337,500</b>	+ 43.6%	\$249,750	<b>\$285,000</b>	+ 14.1%
Percent of List Price Received*	89.3%	<b>89.0%</b>	- 0.3%	88.9%	<b>90.1%</b>	+ 1.3%
Days on Market Until Sale	256	150	- 41.5%	262	205	- 21.8%
Inventory of Homes for Sale	223	254	+ 13.9%	--	--	--

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

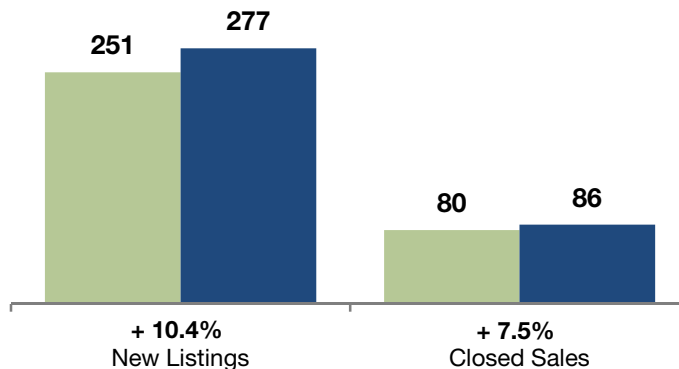
### October

■ 2011 ■ 2012



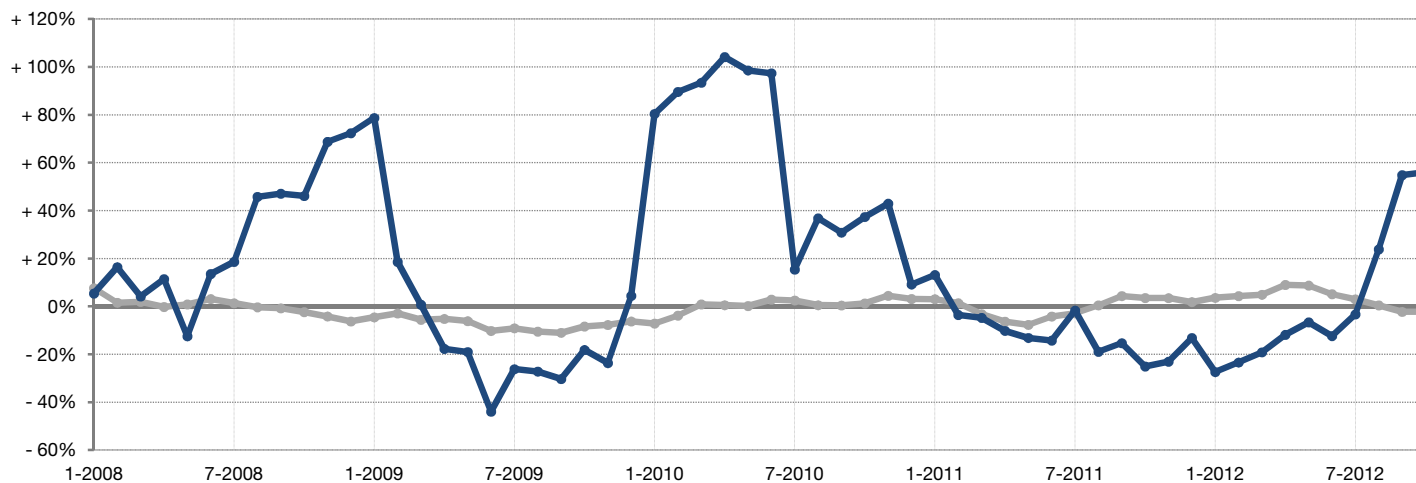
### Year to Date

■ 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.