

Local Market Update – October 2013

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



Salem

+ 4.0%

Change in
New Listings

+ 12.5%

Change in
Closed Sales

+ 18.2%

Change in
Median Sales Price

October

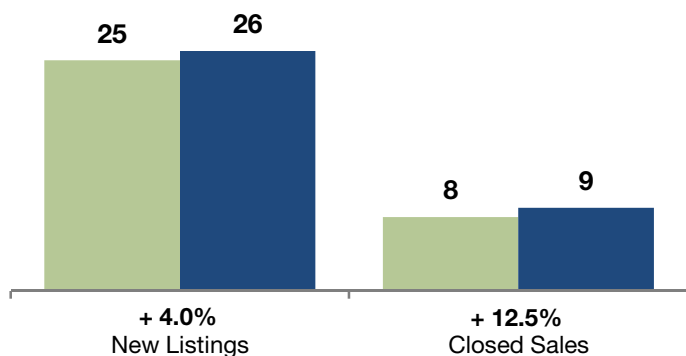
Year to Date

	2012	2013	+ / -	2012	2013	+ / -
New Listings	25	26	+ 4.0%	273	287	+ 5.1%
Closed Sales	8	9	+ 12.5%	86	103	+ 19.8%
Median Sales Price*	\$337,500	\$399,000	+ 18.2%	\$285,000	\$255,000	- 10.5%
Percent of List Price Received*	89.0%	92.8%	+ 4.4%	90.1%	91.5%	+ 1.6%
Days on Market Until Sale	150	168	+ 12.4%	204	188	- 8.0%
Inventory of Homes for Sale	242	254	+ 5.0%	--	--	--

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

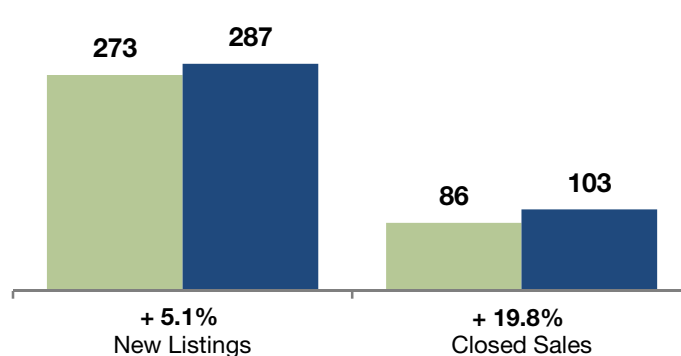
October

■ 2012 ■ 2013



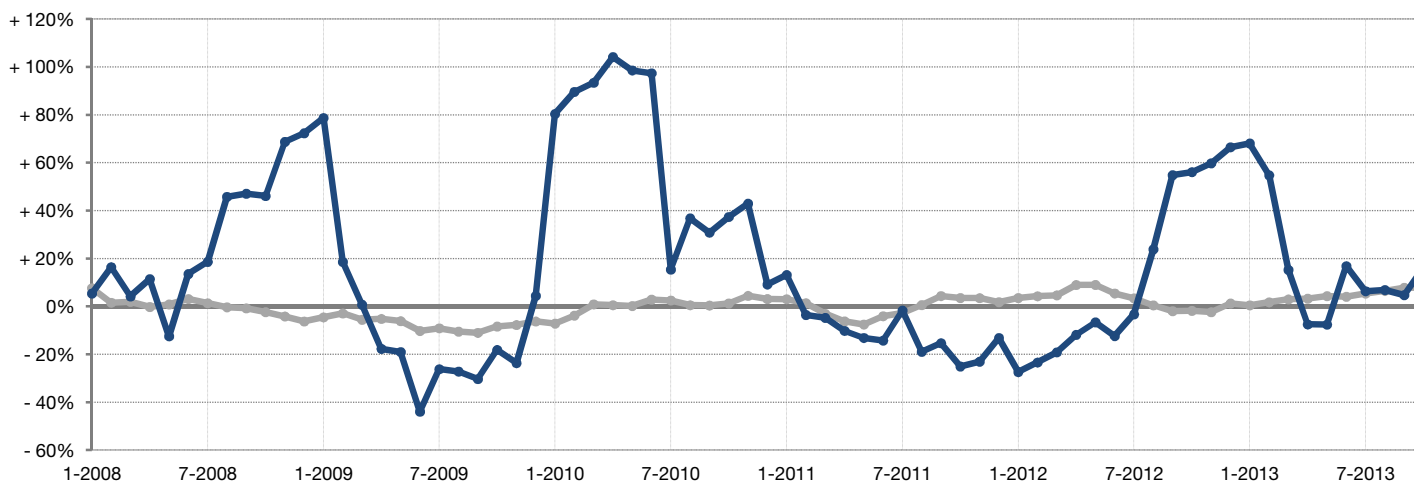
Year to Date

■ 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.