

# Local Market Update – September 2012

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## Salem

**- 5.0%**

Change in  
New Listings

**+ 83.3%**

Change in  
Closed Sales

**+ 147.6%**

Change in  
Median Sales Price

### September

### Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	20	19	- 5.0%	234	251	+ 7.3%
Closed Sales	6	11	+ 83.3%	73	78	+ 6.8%
Median Sales Price*	\$131,250	<b>\$325,000</b>	+ 147.6%	\$257,000	<b>\$278,000</b>	+ 8.2%
Percent of List Price Received*	90.3%	<b>93.5%</b>	+ 3.7%	88.8%	<b>90.2%</b>	+ 1.5%
Days on Market Until Sale	196	<b>225</b>	+ 14.5%	263	<b>211</b>	- 19.6%
Inventory of Homes for Sale	229	<b>246</b>	+ 7.4%	--	--	--

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

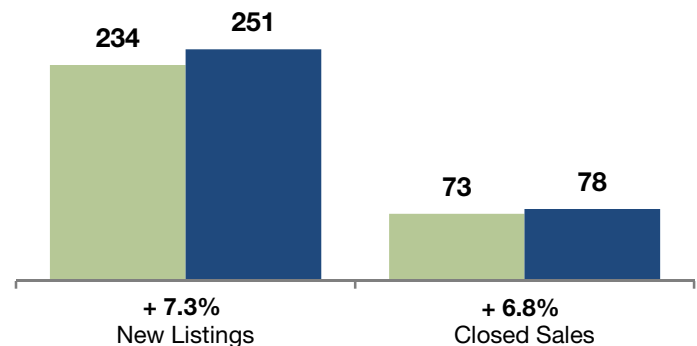
### September

■ 2011 ■ 2012



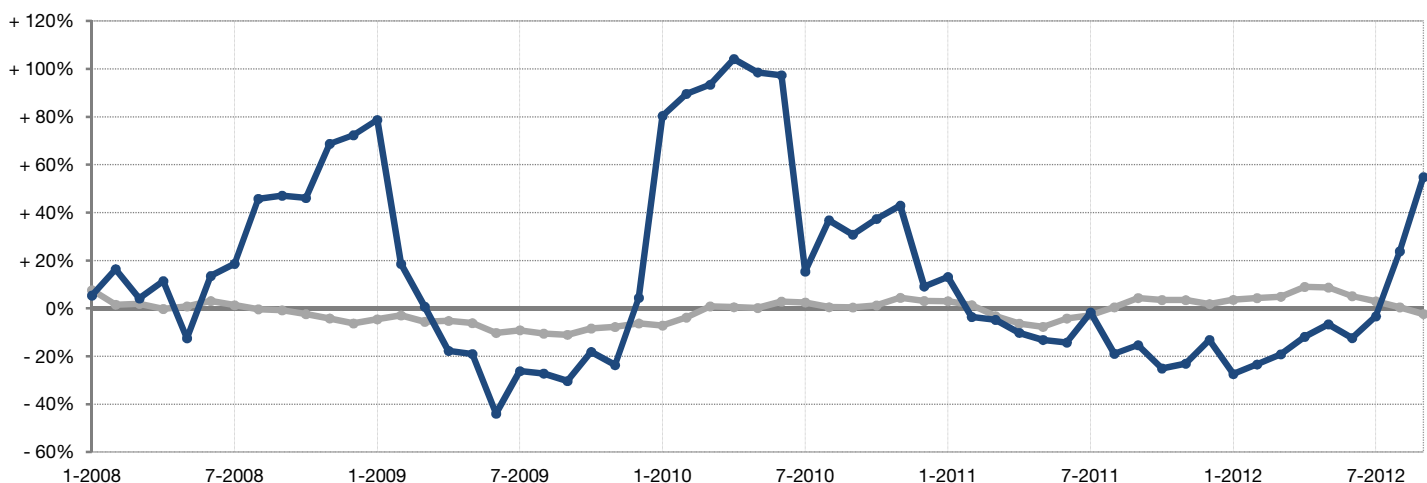
### Year to Date

■ 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.