

Local Market Update – September 2013

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



Salem

+ 27.8%

Change in
New Listings

- 18.2%

Change in
Closed Sales

- 30.8%

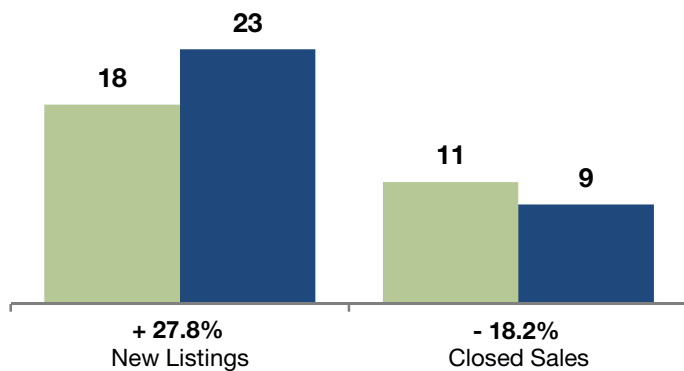
Change in
Median Sales Price

	September			Year to Date		
	2012	2013	+ / -	2012	2013	+ / -
New Listings	18	23	+ 27.8%	246	249	+ 1.2%
Closed Sales	11	9	- 18.2%	78	94	+ 20.5%
Median Sales Price*	\$325,000	\$225,000	- 30.8%	\$278,000	\$249,000	- 10.4%
Percent of List Price Received*	93.5%	86.7%	- 7.3%	90.2%	91.4%	+ 1.3%
Days on Market Until Sale	225	246	+ 9.6%	210	190	- 9.7%
Inventory of Homes for Sale	238	241	+ 1.3%	--	--	--

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

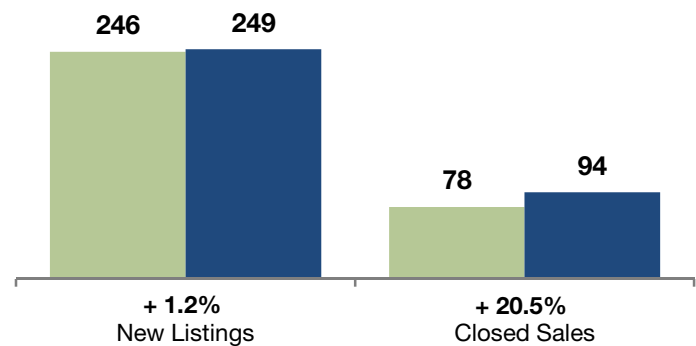
September

■ 2012 ■ 2013



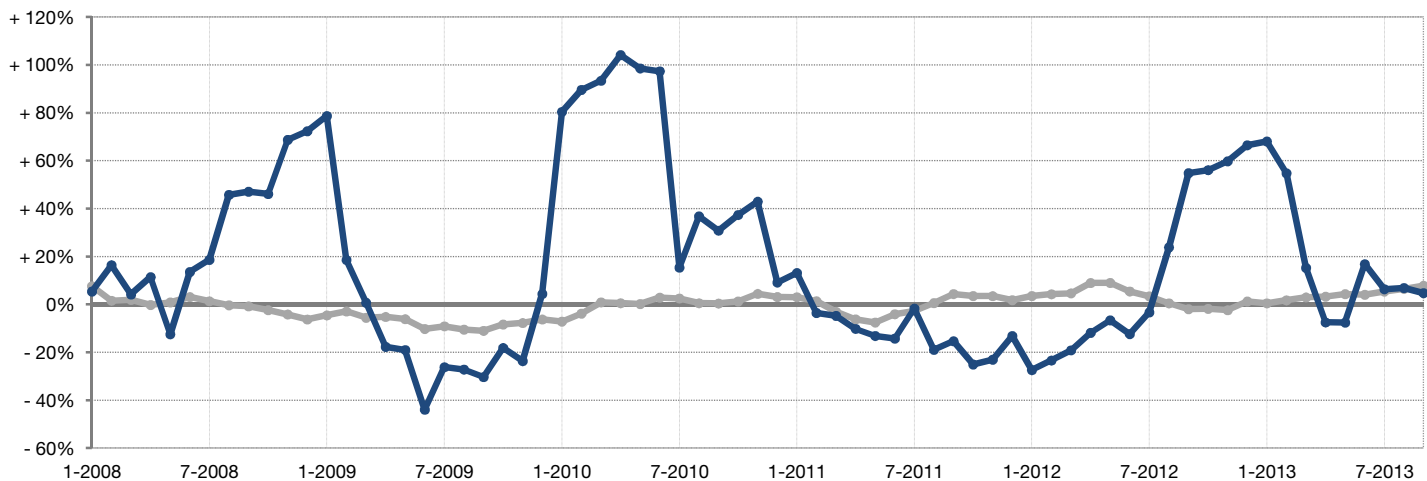
Year to Date

■ 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.