

Local Market Update – February 2012

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



Salem

+ 16.7%

Change in
New Listings

+ 266.7%

Change in
Closed Sales

- 35.0%

Change in
Median Sales Price

February

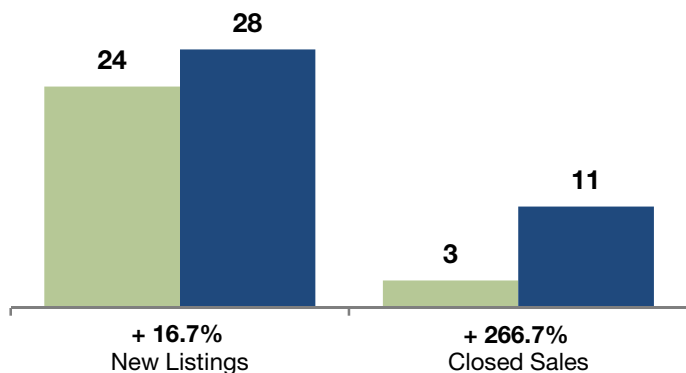
Year to Date

	2011	2012	+ / -	2011	2012	+ / -
New Listings	24	28	+ 16.7%	50	56	+ 12.0%
Closed Sales	3	11	+ 266.7%	10	19	+ 90.0%
Median Sales Price*	\$630,000	\$409,500	- 35.0%	\$361,500	\$229,000	- 36.7%
Percent of List Price Received*	91.9%	85.4%	- 7.1%	87.9%	85.8%	- 2.3%
Days on Market Until Sale	196	174	- 11.0%	256	228	- 11.0%
Inventory of Homes for Sale	222	206	- 7.2%	--	--	--

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

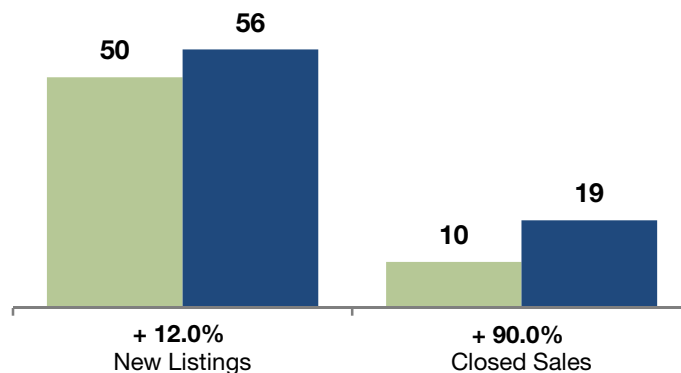
February

■ 2011 ■ 2012



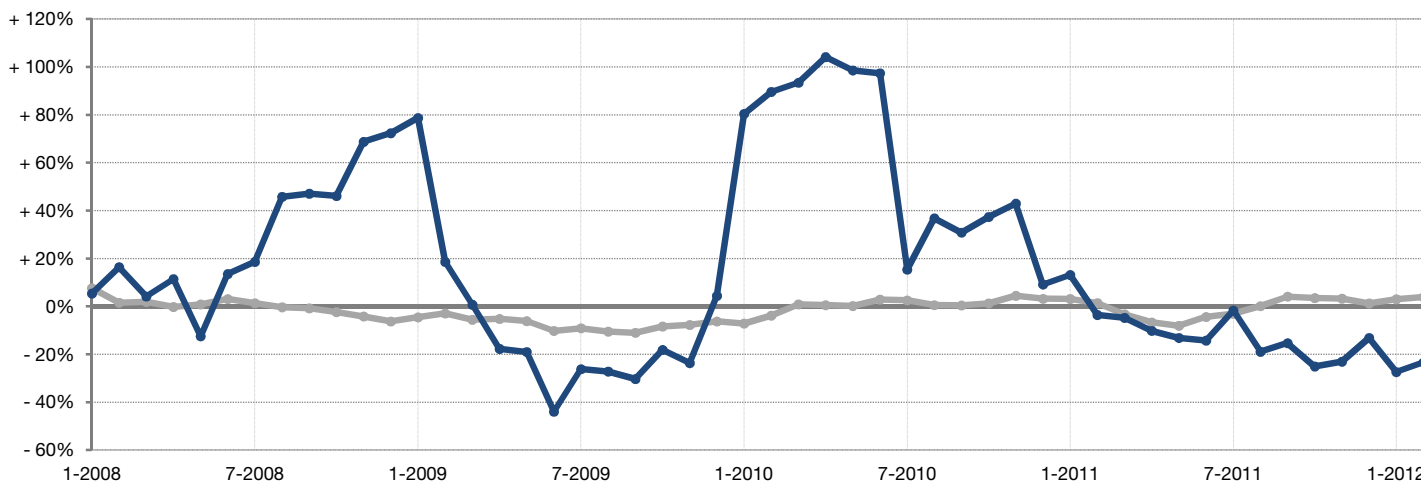
Year to Date

■ 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.