

Local Market Update for June 2019



Charlotte Regional Realtor® Association

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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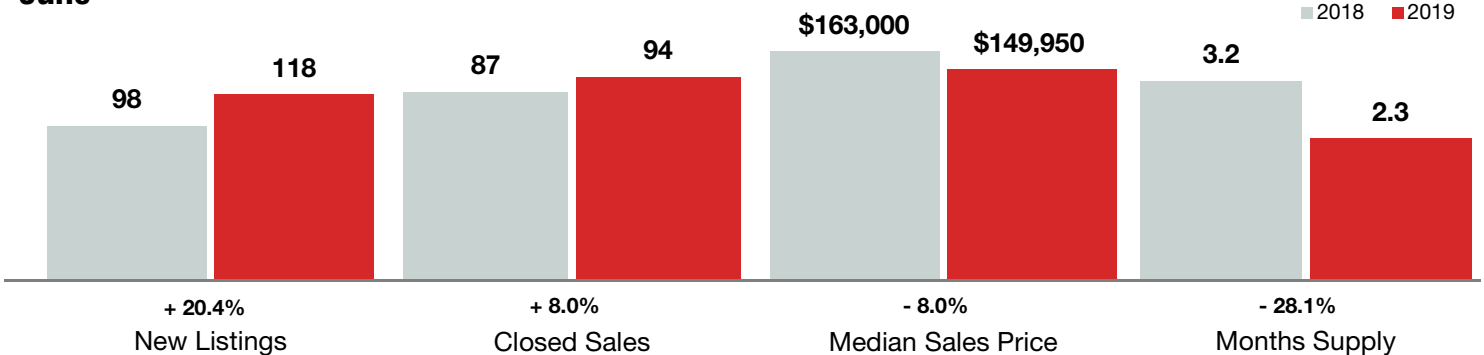
Salisbury

North Carolina

Key Metrics	June			Year to Date		
	2018	2019	Percent Change	Thru 6-2018	Thru 6-2019	Percent Change
New Listings	98	118	+ 20.4%	573	600	+ 4.7%
Pending Sales	82	106	+ 29.3%	496	524	+ 5.6%
Closed Sales	87	94	+ 8.0%	460	447	- 2.8%
Median Sales Price*	\$163,000	\$149,950	- 8.0%	\$149,000	\$150,000	+ 0.7%
Average Sales Price*	\$161,579	\$174,960	+ 8.3%	\$158,540	\$166,798	+ 5.2%
Percent of Original List Price Received*	97.1%	95.3%	- 1.9%	95.2%	94.8%	- 0.4%
List to Close	97	101	+ 4.1%	114	108	- 5.3%
Days on Market Until Sale	52	56	+ 7.7%	67	57	- 14.9%
Cumulative Days on Market Until Sale	63	66	+ 4.8%	79	65	- 17.7%
Average List Price	\$226,243	\$198,146	- 12.4%	\$182,514	\$191,519	+ 4.9%
Inventory of Homes for Sale	232	178	- 23.3%	--	--	--
Months Supply of Inventory	3.2	2.3	- 28.1%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

June



Median Sales Price

Rolling 12-Month Calculation

