

# Local Market Update for July 2019

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION  
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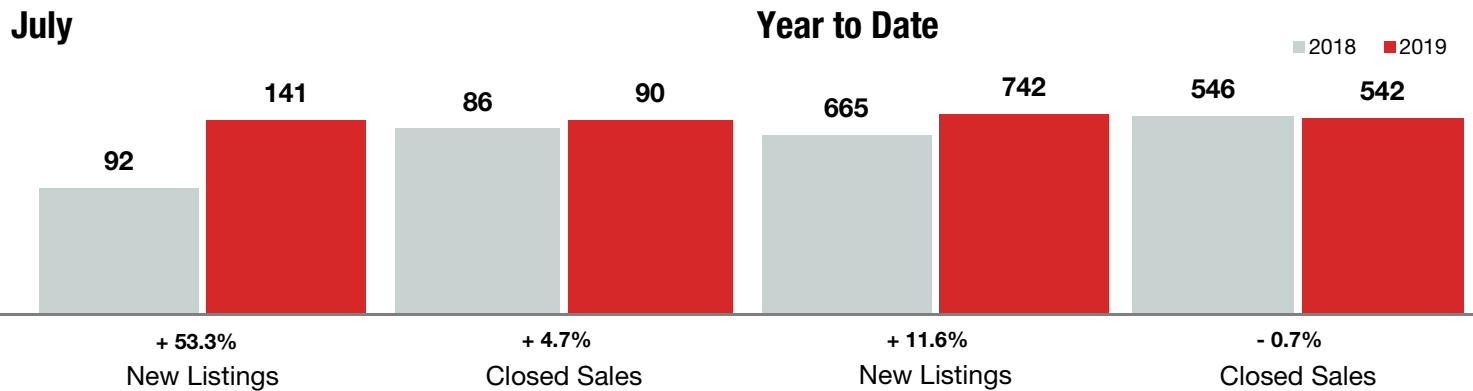
Charlotte Regional Realtor® Association

## Salisbury

North Carolina

Key Metrics	July			Year to Date		
	2018	2019	Percent Change	Thru 7-2018	Thru 7-2019	Percent Change
New Listings	92	141	+ 53.3%	665	742	+ 11.6%
Pending Sales	94	109	+ 16.0%	590	618	+ 4.7%
Closed Sales	86	90	+ 4.7%	546	542	- 0.7%
Median Sales Price*	\$142,745	\$160,000	+ 12.1%	\$149,000	\$152,000	+ 2.0%
Average Sales Price*	\$157,205	\$173,059	+ 10.1%	\$158,330	\$167,149	+ 5.6%
Percent of Original List Price Received*	94.3%	97.3%	+ 3.2%	95.0%	95.2%	+ 0.2%
List to Close	108	76	- 29.6%	113	103	- 8.8%
Days on Market Until Sale	59	33	- 44.1%	66	54	- 18.2%
Cumulative Days on Market Until Sale	64	32	- 50.0%	76	60	- 21.1%
Inventory of Homes for Sale	216	212	- 1.9%	--	--	--
Months Supply of Inventory	2.9	2.7	- 6.9%	--	--	--

\* 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.



## Median Sales Price

Rolling 12-Month Calculation

