Local Market Update for March 2020

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION
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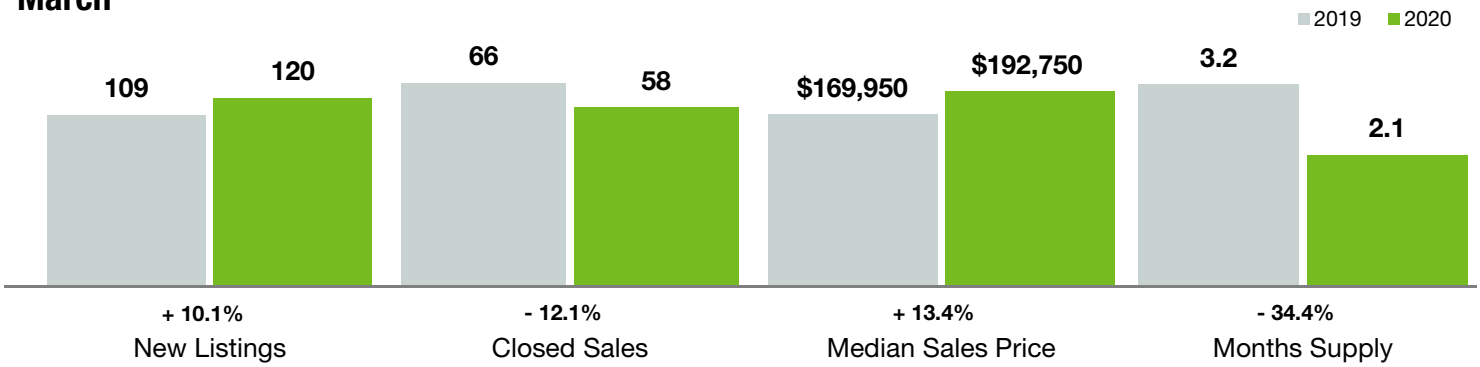
Salisbury

North Carolina

	March			Year to Date		
Key Metrics	**2019**	**2020**	Percent Change	**Thru 3-2019**	**Thru 3-2020**	Percent Change
New Listings	109	**120**	+ 10.1%	281	**276**	- 1.8%
Pending Sales	84	**108**	+ 28.6%	213	**255**	+ 19.7%
Closed Sales	66	**58**	- 12.1%	172	**170**	- 1.2%
Median Sales Price*	$169,950	**$192,750**	+ 13.4%	$154,500	**$190,000**	+ 23.0%
Average Sales Price*	$169,798	**$194,285**	+ 14.4%	$162,259	**$204,416**	+ 26.0%
Percent of Original List Price Received*	94.5%	**96.2%**	+ 1.8%	93.5%	**94.0%**	+ 0.5%
List to Close	91	**100**	+ 9.9%	103	**109**	+ 5.8%
Days on Market Until Sale	52	**53**	+ 1.9%	56	**62**	+ 10.7%
Cumulative Days on Market Until Sale	56	**63**	+ 12.5%	64	**67**	+ 4.7%
Average List Price	$200,899	**$216,996**	+ 8.0%	$189,536	**$212,504**	+ 12.1%
Inventory of Homes for Sale	236	**169**	- 28.4%	--	**--**	--
Months Supply of Inventory	3.2	**2.1**	- 34.4%	--	**--**	--

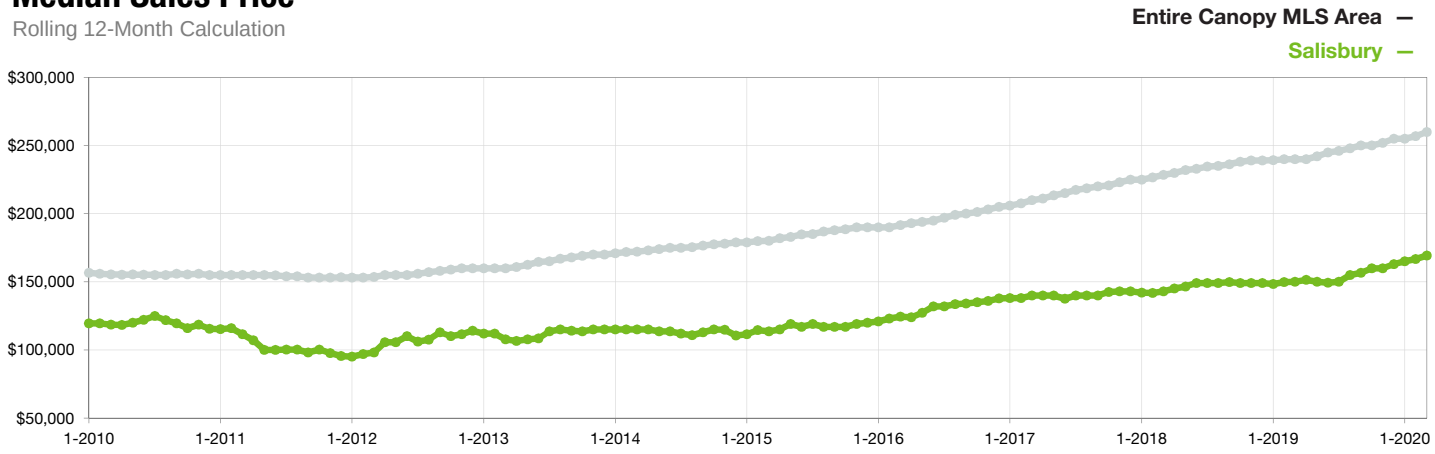
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

March



Median Sales Price

Rolling 12-Month Calculation



Current as of April 5, 2020. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2020 ShowingTime.