

Local Market Update for November 2021

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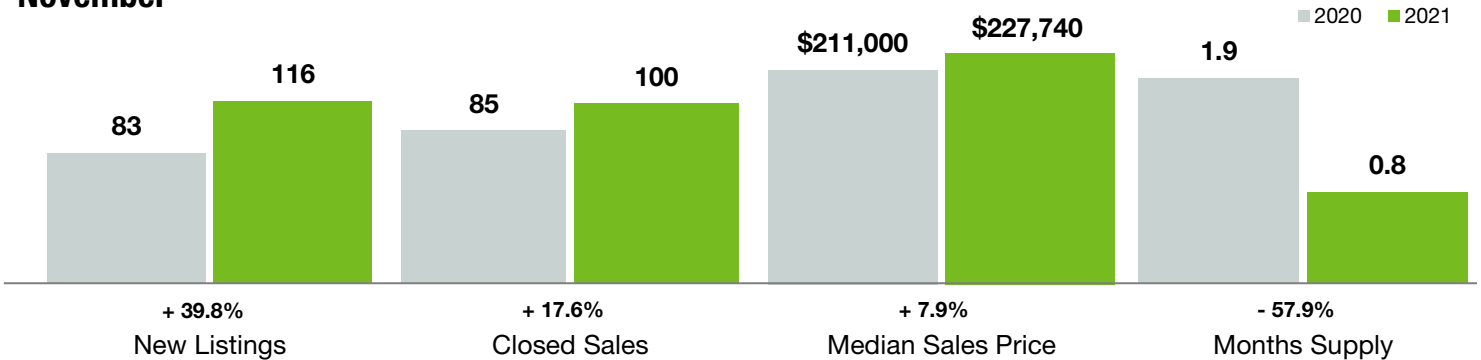
Salisbury

North Carolina

Key Metrics	November			Year to Date		
	2020	2021	Percent Change	Thru 11-2020	Thru 11-2021	Percent Change
New Listings	83	116	+ 39.8%	1,151	1,329	+ 15.5%
Pending Sales	80	115	+ 43.8%	1,039	1,222	+ 17.6%
Closed Sales	85	100	+ 17.6%	937	1,136	+ 21.2%
Median Sales Price*	\$211,000	\$227,740	+ 7.9%	\$190,000	\$215,740	+ 13.5%
Average Sales Price*	\$224,018	\$260,242	+ 16.2%	\$206,370	\$241,605	+ 17.1%
Percent of Original List Price Received*	97.5%	96.3%	- 1.2%	96.5%	98.5%	+ 2.1%
List to Close	87	77	- 11.5%	93	74	- 20.4%
Days on Market Until Sale	38	26	- 31.6%	41	21	- 48.8%
Cumulative Days on Market Until Sale	39	27	- 30.8%	48	21	- 56.3%
Average List Price	\$223,541	\$271,705	+ 21.5%	\$218,380	\$251,988	+ 15.4%
Inventory of Homes for Sale	171	90	- 47.4%	--	--	--
Months Supply of Inventory	1.9	0.8	- 57.9%	--	--	--

* 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.

November



Median Sales Price

Rolling 12-Month Calculation

