

Local Market Update – July 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Salisbury

Single-Family Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	13	+ 333.3%	40	54	+ 35.0%
Closed Sales	3	9	+ 200.0%	36	42	+ 16.7%
Median Sales Price*	\$400,000	\$405,000	+ 1.3%	\$367,000	\$399,500	+ 8.9%
Inventory of Homes for Sale	25	24	- 4.0%	--	--	--
Months Supply of Inventory	4.3	4.1	- 4.7%	--	--	--
Cumulative Days on Market Until Sale	29	34	+ 17.2%	59	79	+ 33.9%
Percent of Original List Price Received*	105.0%	103.9%	- 1.0%	95.4%	95.0%	- 0.4%
New Listings	7	15	+ 114.3%	67	73	+ 9.0%

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

Condominium Properties

Key Metrics	July			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	3	6	+ 100.0%	36	35	- 2.8%
Closed Sales	7	11	+ 57.1%	41	30	- 26.8%
Median Sales Price*	\$369,500	\$377,000	+ 2.0%	\$315,000	\$345,000	+ 9.5%
Inventory of Homes for Sale	27	15	- 44.4%	--	--	--
Months Supply of Inventory	4.6	3.3	- 28.3%	--	--	--
Cumulative Days on Market Until Sale	20	63	+ 215.0%	40	54	+ 35.0%
Percent of Original List Price Received*	98.9%	98.5%	- 0.4%	98.7%	98.6%	- 0.1%
New Listings	12	7	- 41.7%	66	51	- 22.7%

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

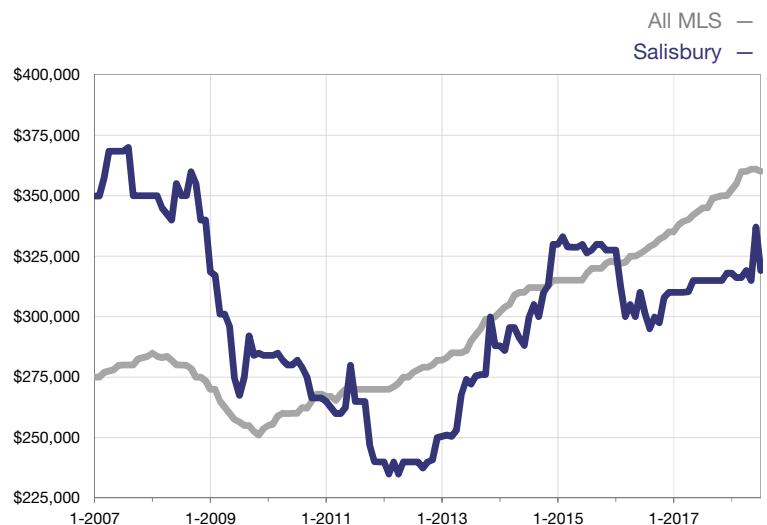
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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