

# Local Market Update – November 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Salisbury

### Single-Family Properties

Key Metrics	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	5	9	+ 80.0%	62	69	+ 11.3%
Closed Sales	3	11	+ 266.7%	61	69	+ 13.1%
Median Sales Price*	\$400,000	<b>\$452,000</b>	+ 13.0%	\$378,000	<b>\$434,900</b>	+ 15.1%
Inventory of Homes for Sale	13	14	+ 7.7%	--	--	--
Months Supply of Inventory	2.4	2.3	- 4.2%	--	--	--
Cumulative Days on Market Until Sale	56	27	- 51.8%	46	54	+ 17.4%
Percent of Original List Price Received*	93.2%	101.3%	+ 8.7%	96.5%	97.6%	+ 1.1%
New Listings	6	10	+ 66.7%	81	92	+ 13.6%

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

### Condominium Properties

Key Metrics	November			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	7	3	- 57.1%	52	67	+ 28.8%
Closed Sales	1	7	+ 600.0%	51	68	+ 33.3%
Median Sales Price*	\$295,000	<b>\$442,500</b>	+ 50.0%	\$365,000	<b>\$393,500</b>	+ 7.8%
Inventory of Homes for Sale	13	9	- 30.8%	--	--	--
Months Supply of Inventory	2.7	1.5	- 44.4%	--	--	--
Cumulative Days on Market Until Sale	56	63	+ 12.5%	73	56	- 23.3%
Percent of Original List Price Received*	92.3%	97.9%	+ 6.1%	98.3%	98.3%	0.0%
New Listings	6	0	- 100.0%	72	78	+ 8.3%

\* 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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