

# Local Market Update for September 2019

Provided by New Jersey REALTORS®



## Salem County

Salem County

### Single Family

Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	114	108	- 5.3%	1,300	1,142	- 12.2%
Closed Sales	92	67	- 27.2%	757	693	- 8.5%
Days on Market Until Sale	111	91	- 18.0%	93	97	+ 4.3%
Median Sales Price*	\$120,000	\$138,000	+ 15.0%	\$105,000	\$134,900	+ 28.5%
Percent of List Price Received*	94.0%	96.0%	+ 2.1%	94.8%	95.8%	+ 1.1%
Inventory of Homes for Sale	650	525	- 19.2%	--	--	--
Months Supply of Inventory	7.9	6.7	- 15.2%	--	--	--

### Townhouse-Condo

Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	0	0	--	5	6	+ 20.0%
Closed Sales	0	0	--	5	0	- 100.0%
Days on Market Until Sale	0	0	--	267	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$21,000	\$0	- 100.0%
Percent of List Price Received*	0.0%	0.0%	--	88.0%	0.0%	- 100.0%
Inventory of Homes for Sale	4	1	- 75.0%	--	--	--
Months Supply of Inventory	4.0	0	- 100.0%	--	--	--

### Adult Community

Key Metrics	September			Year to Date		
	2018	2019	Percent Change	Thru 9-2018	Thru 9-2019	Percent Change
New Listings	1	2	+ 100.0%	5	12	+ 140.0%
Closed Sales	1	1	0.0%	2	9	+ 350.0%
Days on Market Until Sale	53	101	+ 90.6%	58	100	+ 72.4%
Median Sales Price*	\$180,000	\$65,500	- 63.6%	\$195,000	\$41,625	- 78.7%
Percent of List Price Received*	94.0%	97.0%	+ 3.2%	94.9%	96.5%	+ 1.7%
Inventory of Homes for Sale	4	3	- 25.0%	--	--	--
Months Supply of Inventory	4.0	1.8	- 55.0%	--	--	--

\* 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.

### Historical Median Sales Price by Property Type By Month

