

# Local Market Update for January 2020

Provided by New Jersey REALTORS®



## Salem County

Salem County

### Single Family

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	110	104	- 5.5%	110	104	- 5.5%
Closed Sales	75	40	- 46.7%	75	40	- 46.7%
Days on Market Until Sale	110	123	+ 11.8%	110	123	+ 11.8%
Median Sales Price*	\$123,000	\$150,000	+ 22.0%	\$123,000	\$150,000	+ 22.0%
Percent of List Price Received*	93.9%	96.1%	+ 2.3%	93.9%	96.1%	+ 2.3%
Inventory of Homes for Sale	564	449	- 20.4%	--	--	--
Months Supply of Inventory	6.8	5.8	- 14.7%	--	--	--

### Townhouse-Condo

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	0	2	--	0	2	--
Closed Sales	0	1	--	0	1	--
Days on Market Until Sale	0	21	--	0	21	--
Median Sales Price*	\$0	\$20,300	--	\$0	\$20,300	--
Percent of List Price Received*	0.0%	112.8%	--	0.0%	112.8%	--
Inventory of Homes for Sale	31	28	- 9.7%	--	--	--
Months Supply of Inventory	31.0	28.0	- 9.7%	--	--	--

### Adult Community

Key Metrics	January			Year to Date		
	2019	2020	Percent Change	Thru 1-2019	Thru 1-2020	Percent Change
New Listings	0	1	--	0	1	--
Closed Sales	0	2	--	0	2	--
Days on Market Until Sale	0	97	--	0	97	--
Median Sales Price*	\$0	\$100,750	--	\$0	\$100,750	--
Percent of List Price Received*	0.0%	92.3%	--	0.0%	92.3%	--
Inventory of Homes for Sale	1	4	+ 300.0%	--	--	--
Months Supply of Inventory	1.0	2.3	+ 130.0%	--	--	--

\* 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

