

Local Market Update for February 2020

A RESEARCH TOOL PROVIDED BY THE CHARLOTTE REGIONAL REALTOR® ASSOCIATION
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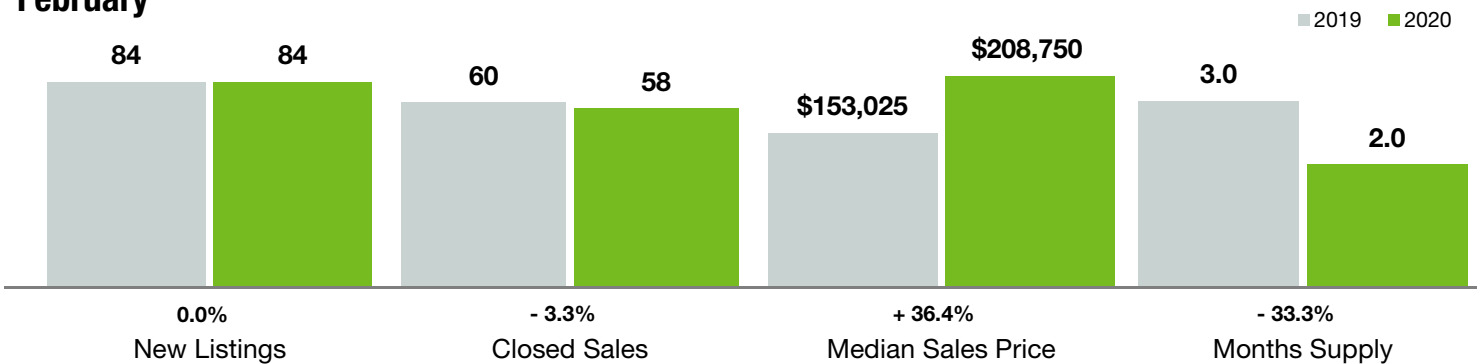
Salisbury

North Carolina

Key Metrics	February			Year to Date		
	2019	2020	Percent Change	Thru 2-2019	Thru 2-2020	Percent Change
New Listings	84	84	0.0%	172	156	- 9.3%
Pending Sales	69	95	+ 37.7%	129	163	+ 26.4%
Closed Sales	60	58	- 3.3%	106	111	+ 4.7%
Median Sales Price*	\$153,025	\$208,750	+ 36.4%	\$137,450	\$189,000	+ 37.5%
Average Sales Price*	\$168,352	\$234,078	+ 39.0%	\$157,565	\$209,795	+ 33.1%
Percent of Original List Price Received*	94.0%	95.3%	+ 1.4%	92.9%	93.0%	+ 0.1%
List to Close	109	100	- 8.3%	111	114	+ 2.7%
Days on Market Until Sale	59	52	- 11.9%	59	67	+ 13.6%
Cumulative Days on Market Until Sale	69	55	- 20.3%	69	69	0.0%
Average List Price	\$172,421	\$190,364	+ 10.4%	\$182,402	\$208,928	+ 14.5%
Inventory of Homes for Sale	221	157	- 29.0%	--	--	--
Months Supply of Inventory	3.0	2.0	- 33.3%	--	--	--

* 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.

February



Median Sales Price

Rolling 12-Month Calculation

