

# Local Market Update for August 2020

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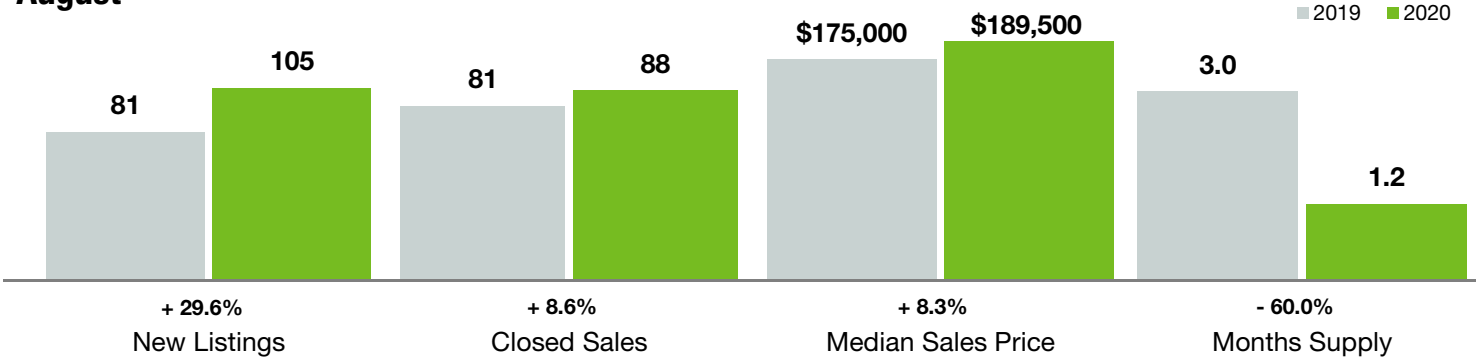
## Salisbury

North Carolina

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	81	105	+ 29.6%	825	790	- 4.2%
Pending Sales	83	133	+ 60.2%	684	771	+ 12.7%
Closed Sales	81	88	+ 8.6%	630	645	+ 2.4%
Median Sales Price*	\$175,000	\$189,500	+ 8.3%	\$159,000	\$185,900	+ 16.9%
Average Sales Price*	\$206,518	\$205,206	- 0.6%	\$171,877	\$199,930	+ 16.3%
Percent of Original List Price Received*	95.3%	98.0%	+ 2.8%	95.1%	96.1%	+ 1.1%
List to Close	84	74	- 11.9%	101	94	- 6.9%
Days on Market Until Sale	38	29	- 23.7%	52	43	- 17.3%
Cumulative Days on Market Until Sale	47	33	- 29.8%	58	52	- 10.3%
Average List Price	\$227,888	\$232,771	+ 2.1%	\$197,569	\$216,501	+ 9.6%
Inventory of Homes for Sale	235	103	- 56.2%	--	--	--
Months Supply of Inventory	3.0	1.2	- 60.0%	--	--	--

\* 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.

### August



### Median Sales Price

Rolling 12-Month Calculation

