

Local Market Update for December 2023



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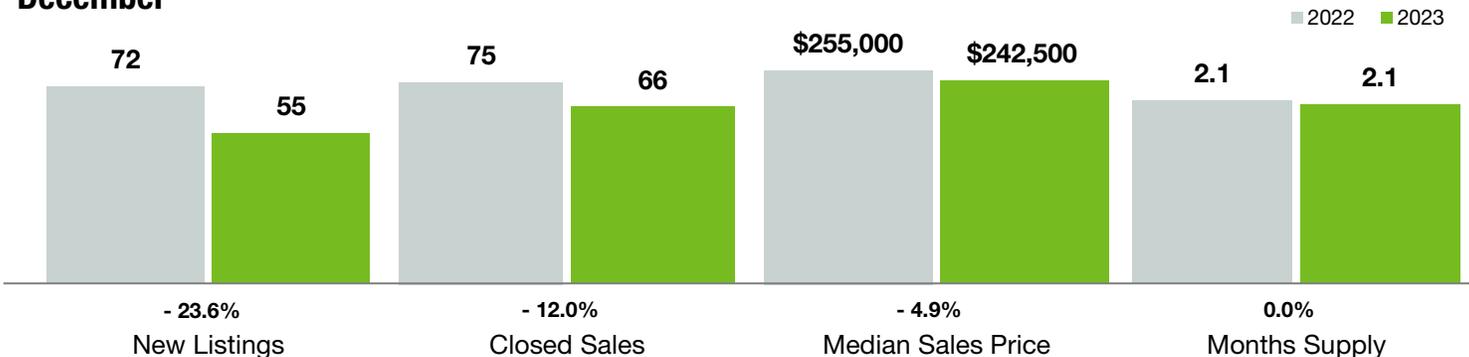
Salisbury

North Carolina

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
New Listings	72	55	- 23.6%	1,341	1,139	- 15.1%
Pending Sales	68	48	- 29.4%	1,054	940	- 10.8%
Closed Sales	75	66	- 12.0%	1,142	941	- 17.6%
Median Sales Price*	\$255,000	\$242,500	- 4.9%	\$255,000	\$258,995	+ 1.6%
Average Sales Price*	\$263,168	\$259,336	- 1.5%	\$284,218	\$284,849	+ 0.2%
Percent of Original List Price Received*	92.7%	91.8%	- 1.0%	98.5%	95.1%	- 3.5%
List to Close	110	83	- 24.5%	79	82	+ 3.8%
Days on Market Until Sale	42	30	- 28.6%	21	37	+ 76.2%
Cumulative Days on Market Until Sale	45	35	- 22.2%	24	42	+ 75.0%
Average List Price	\$247,286	\$300,211	+ 21.4%	\$290,650	\$317,671	+ 9.3%
Inventory of Homes for Sale	186	162	- 12.9%	--	--	--
Months Supply of Inventory	2.1	2.1	0.0%	--	--	--

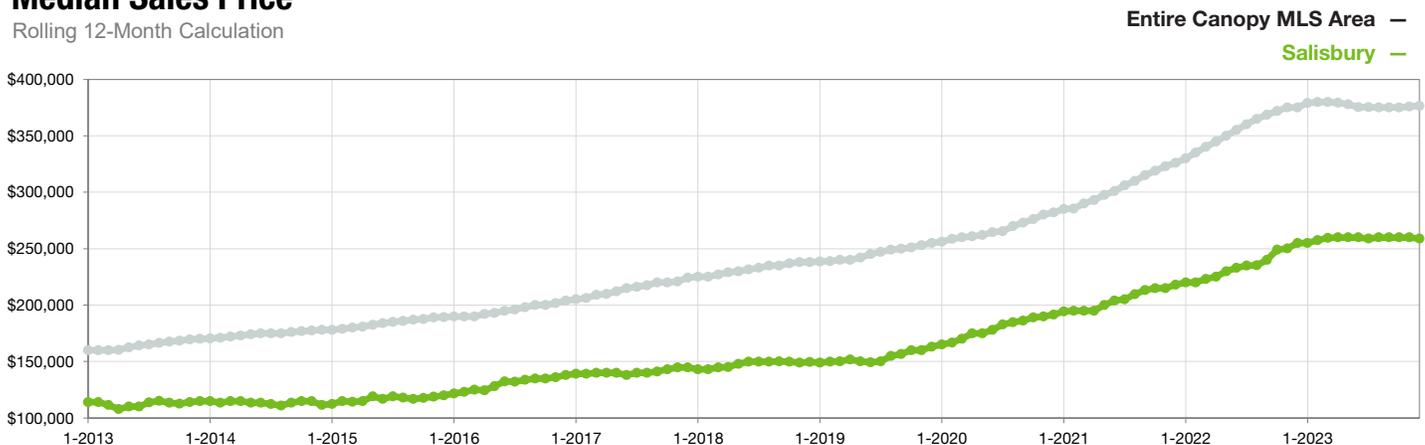
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Median Sales Price

Rolling 12-Month Calculation



Current as of January 5, 2024. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2024 ShowingTime.