

Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Salisbury

Single-Family Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	5	12	+ 140.0%	51	71	+ 39.2%
Closed Sales	4	10	+ 150.0%	45	65	+ 44.4%
Median Sales Price*	\$350,500	\$500,450	+ 42.8%	\$361,000	\$409,000	+ 13.3%
Inventory of Homes for Sale	32	23	- 28.1%	--	--	--
Months Supply of Inventory	6.4	3.3	- 48.4%	--	--	--
Cumulative Days on Market Until Sale	63	65	+ 3.2%	57	70	+ 22.8%
Percent of Original List Price Received*	95.5%	93.8%	- 1.8%	95.8%	94.9%	- 0.9%
New Listings	12	10	- 16.7%	90	97	+ 7.8%

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Condominium Properties

Key Metrics	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	8	5	- 37.5%	49	42	- 14.3%
Closed Sales	6	3	- 50.0%	50	39	- 22.0%
Median Sales Price*	\$449,900	\$387,500	- 13.9%	\$316,050	\$340,000	+ 7.6%
Inventory of Homes for Sale	24	20	- 16.7%	--	--	--
Months Supply of Inventory	4.1	4.4	+ 7.3%	--	--	--
Cumulative Days on Market Until Sale	67	106	+ 58.2%	49	55	+ 12.2%
Percent of Original List Price Received*	97.7%	95.3%	- 2.5%	99.2%	98.2%	- 1.0%
New Listings	7	15	+ 114.3%	87	70	- 19.5%

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

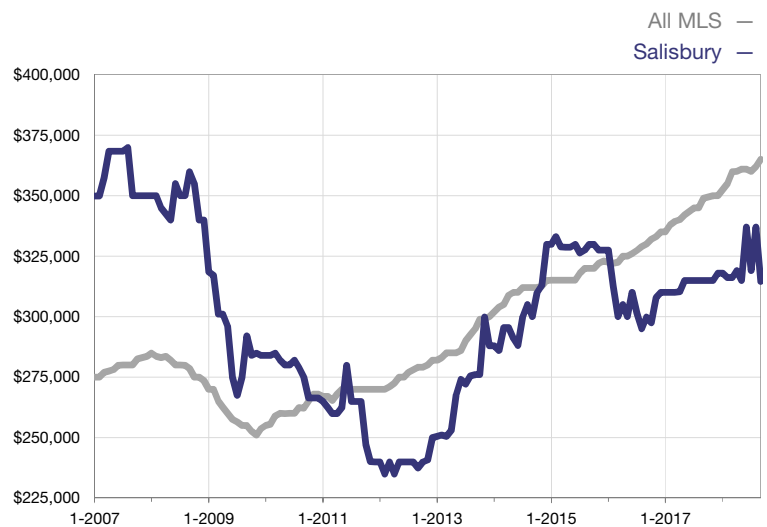
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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