

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Salisbury

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	11	11	0.0%	50	45	- 10.0%
Closed Sales	8	12	+ 50.0%	41	38	- 7.3%
Median Sales Price*	\$448,750	\$337,500	- 24.8%	\$400,000	\$337,500	- 15.6%
Inventory of Homes for Sale	29	16	- 44.8%	--	--	--
Months Supply of Inventory	5.0	2.5	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	38	39	+ 2.6%	81	41	- 49.4%
Percent of Original List Price Received*	97.8%	96.8%	- 1.0%	93.6%	97.1%	+ 3.7%
New Listings	15	8	- 46.7%	72	60	- 16.7%

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

Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	6	4	- 33.3%	34	36	+ 5.9%
Closed Sales	11	11	0.0%	30	34	+ 13.3%
Median Sales Price*	\$377,000	\$357,000	- 5.3%	\$345,000	\$377,000	+ 9.3%
Inventory of Homes for Sale	18	15	- 16.7%	--	--	--
Months Supply of Inventory	4.1	2.9	- 29.3%	--	--	--
Cumulative Days on Market Until Sale	63	54	- 14.3%	54	86	+ 59.3%
Percent of Original List Price Received*	98.5%	97.9%	- 0.6%	98.6%	97.7%	- 0.9%
New Listings	7	9	+ 28.6%	51	48	- 5.9%

* 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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