

Local Market Update for November 2019

Provided by New Jersey REALTORS®



Salem County

Salem County

Single Family

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	105	86	- 18.1%	1,526	1,356	- 11.1%
Closed Sales	90	73	- 18.9%	927	843	- 9.1%
Days on Market Until Sale	97	92	- 5.2%	94	96	+ 2.1%
Median Sales Price*	\$116,450	\$126,000	+ 8.2%	\$105,000	\$133,500	+ 27.1%
Percent of List Price Received*	94.5%	93.9%	- 0.6%	94.4%	95.7%	+ 1.4%
Inventory of Homes for Sale	638	496	- 22.3%	--	--	--
Months Supply of Inventory	7.9	6.4	- 19.0%	--	--	--

Townhouse-Condo

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	0	0	--	6	6	0.0%
Closed Sales	0	0	--	3	0	- 100.0%
Days on Market Until Sale	0	0	--	62	0	- 100.0%
Median Sales Price*	\$0	\$0	--	\$15,000	\$0	- 100.0%
Percent of List Price Received*	0.0%	0.0%	--	84.2%	0.0%	- 100.0%
Inventory of Homes for Sale	5	1	- 80.0%	--	--	--
Months Supply of Inventory	5.0	0	- 100.0%	--	--	--

Adult Community

Key Metrics	November			Year to Date		
	2018	2019	Percent Change	Thru 11-2018	Thru 11-2019	Percent Change
New Listings	0	0	--	5	15	+ 200.0%
Closed Sales	0	0	--	3	9	+ 200.0%
Days on Market Until Sale	0	0	--	42	100	+ 138.1%
Median Sales Price*	\$0	\$0	--	\$210,000	\$44,249	- 78.9%
Percent of List Price Received*	0.0%	0.0%	--	95.4%	96.5%	+ 1.2%
Inventory of Homes for Sale	3	5	+ 66.7%	--	--	--
Months Supply of Inventory	3.0	3.0	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.

Historical Median Sales Price by Property Type By Month

