



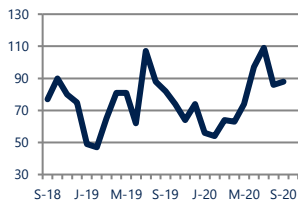
Focus On: Salisbury and Fruitland Housing Market

September 2020

Zip Code(s): 21801, 21804 and 21826

Units Sold

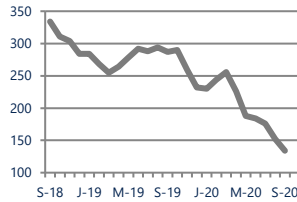
88



Up 7%
Vs. Year Ago

Active Inventory

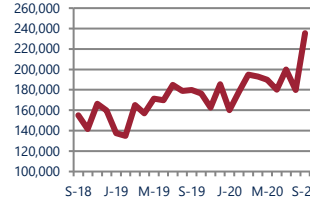
134



Down -53%
Vs. Year Ago

Median Sale Price

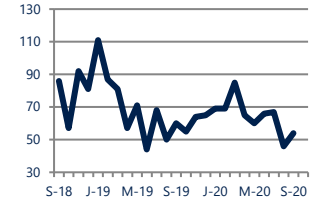
\$235,495



Up 31%
Vs. Year Ago

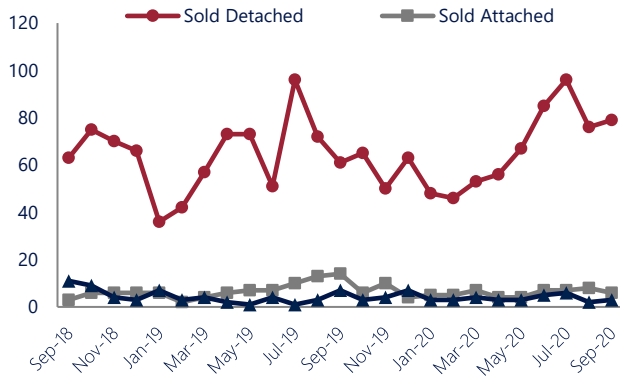
Days On Market

54



Down -10%
Vs. Year Ago

Units Sold*



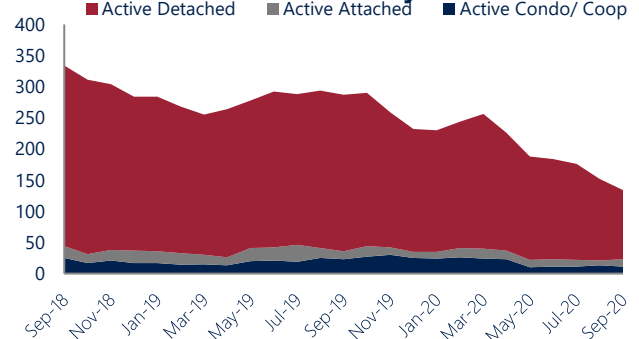
Units Sold

There was an increase in total units sold in September, with 88 sold this month in Salisbury and Fruitland versus 86 last month, an increase of 2%. This month's total units sold was higher than at this time last year, an increase of 7% versus September 2019.

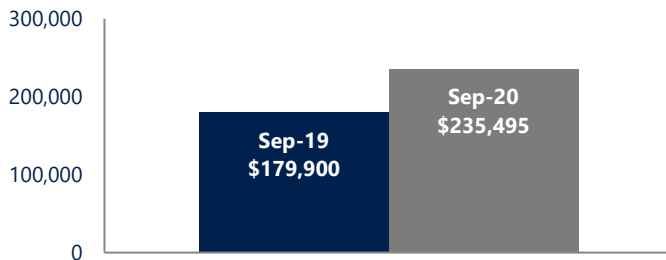
Active Inventory

Versus last year, the total number of homes available this month is lower by 153 units or 53%. The total number of active inventory this September was 134 compared to 287 in September 2019. This month's total of 134 is lower than the previous month's total supply of available inventory of 152, a decrease of 12%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Salisbury and Fruitland Homes was \$179,900. This September, the median sale price was \$235,495, an increase of \$55,595 compared to last year. The current median sold price is higher than in August.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Salisbury and Fruitland are defined as properties listed in zip code/s 21801, 21804 and 21826.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of BRIGHTMLS or Long & Foster Real Estate, Inc.





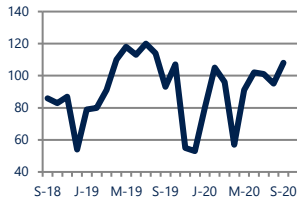
Focus On: Salisbury and Fruitland Housing Market

September 2020

Zip Code(s): 21801, 21804 and 21826

New Listings

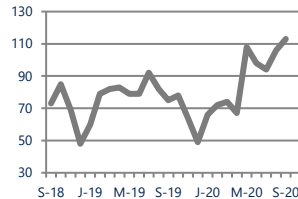
108



Up 16%
Vs. Year Ago

Current Contracts

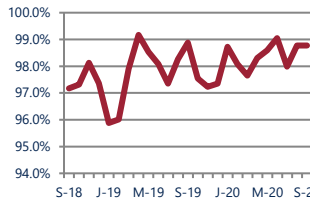
113



Up 51%
Vs. Year Ago

Sold Vs. List Price

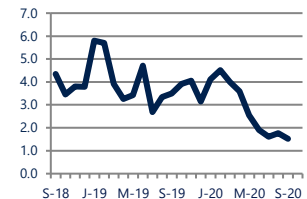
98.8%



No Change
Vs. Year Ago

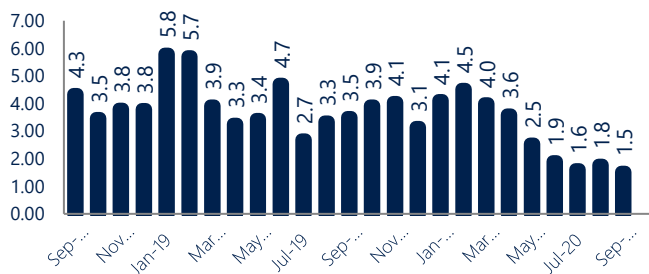
Months of Supply

1.5



Down -57%
Vs. Year Ago

Months Of Supply



Months of Supply

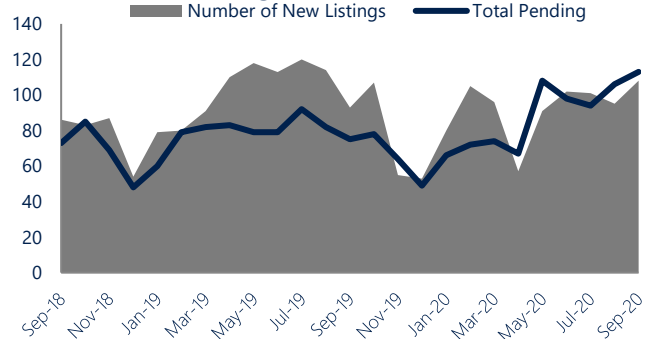
In September, there was 1.5 months of supply available in Salisbury and Fruitland, compared to 3.5 in September 2019. That is a decrease of 56% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

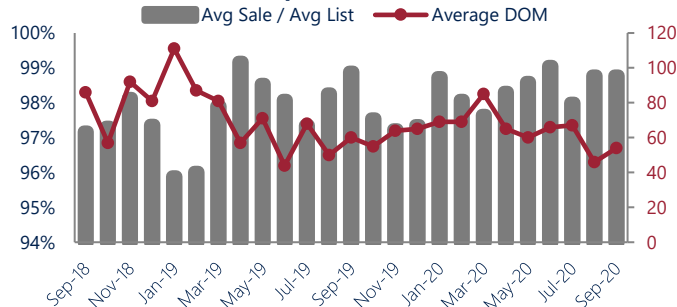
New Listings & Current Contracts

This month there were 108 homes newly listed for sale in Salisbury and Fruitland compared to 93 in September 2019, an increase of 16%. There were 113 current contracts pending sale this September compared to 75 a year ago. The number of current contracts is 51% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Salisbury and Fruitland was 98.8% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 54, lower than the average last year, which was 60, a decrease of 10%.



Salisbury and Fruitland are defined as properties listed in zip code/s 21801, 21804 and 21826.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by BRIGHTMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of BRIGHTMLS or Long & Foster Real Estate, Inc.

