



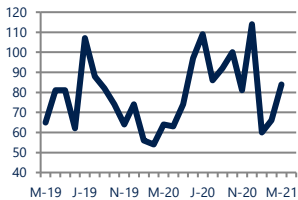
Focus On: Salisbury and Fruitland Housing Market

March 2021

Zip Code(s): 21801, 21804 and 21826

Units Sold

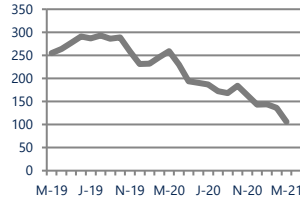
84



Up 31%
Vs. Year Ago

Active Inventory

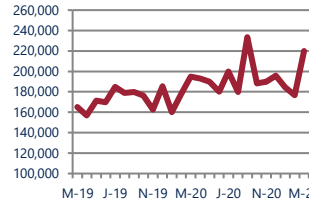
106



Down -59%
Vs. Year Ago

Median Sale Price

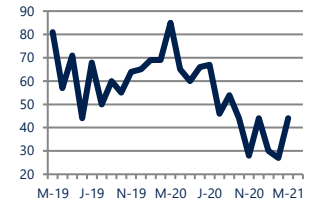
\$220,000



Up 13%
Vs. Year Ago

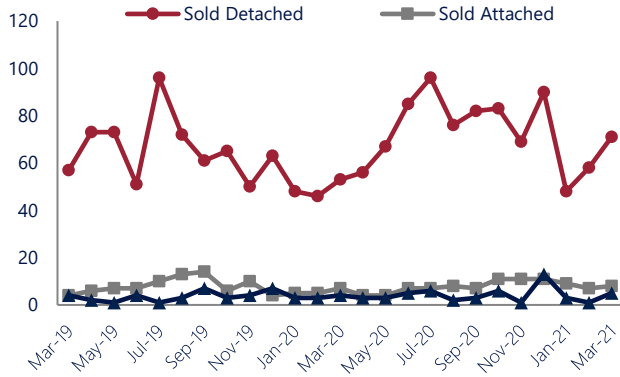
Days On Market

44



Down -48%
Vs. Year Ago

Units Sold*



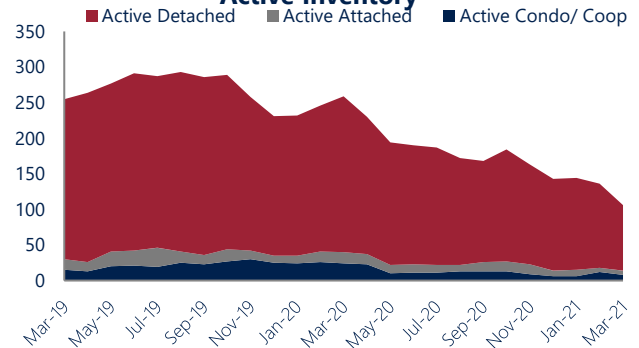
Units Sold

There was an increase in total units sold in March, with 84 sold this month in Salisbury and Fruitland versus 66 last month, an increase of 27%. This month's total units sold was higher than at this time last year, an increase of 31% versus March 2020.

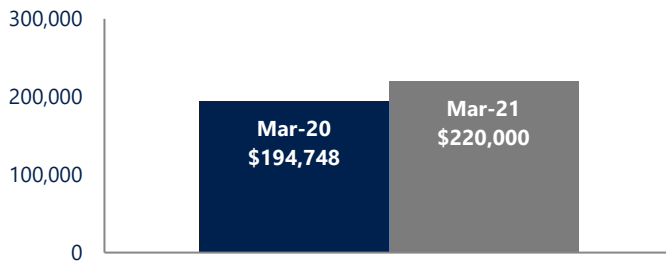
Active Inventory

Versus last year, the total number of homes available this month is lower by 153 units or 59%. The total number of active inventory this March was 106 compared to 259 in March 2020. This month's total of 106 is lower than the previous month's total supply of available inventory of 136, a decrease of 22%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Salisbury and Fruitland Homes was \$194,748. This March, the median sale price was \$220,000, an increase of 13% or \$25,252 compared to last year. The current median sold price is 25% higher than in February.

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.





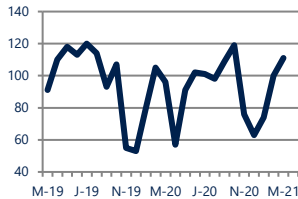
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March 2021

Zip Code(s): 21801, 21804 and 21826

New Listings

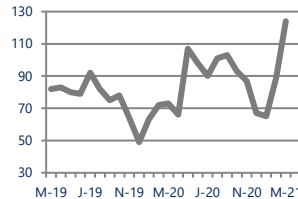
111



Up 16%
Vs. Year Ago

Current Contracts

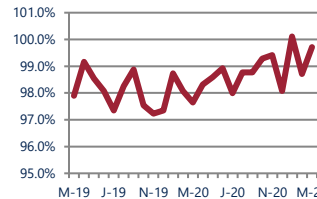
124



Up 70%
Vs. Year Ago

Sold Vs. List Price

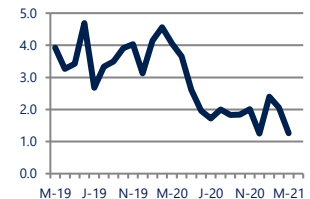
99.7%



Up 2.1%
Vs. Year Ago

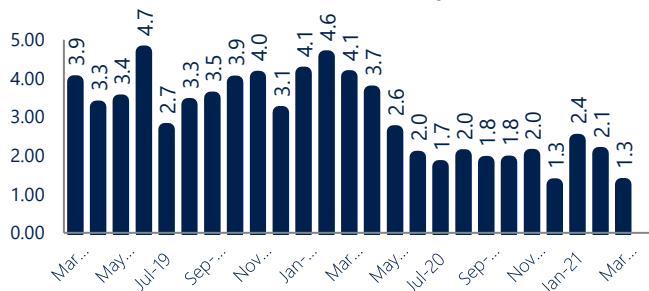
Months of Supply

1.3



Down -69%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

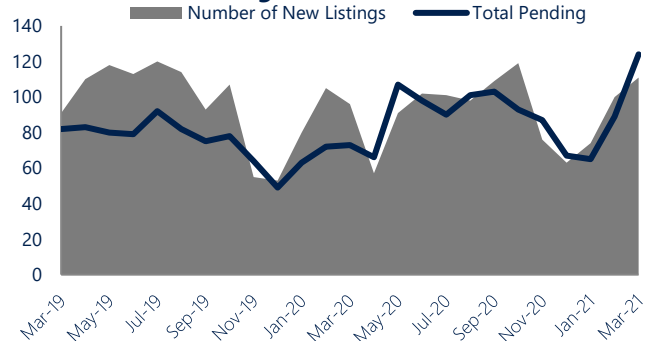
This month there were 111 homes newly listed for sale in Salisbury and Fruitland compared to 96 in March 2020, an increase of 16%. There were 124 current contracts pending sale this March compared to 73 a year ago. The number of current contracts is 70% higher than last March.

Months of Supply

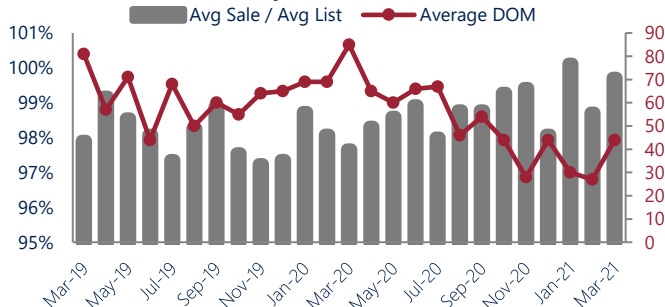
In March, there was 1.3 months of supply available in Salisbury and Fruitland, compared to 4.0 in March 2020. That is a decrease of 69% versus a year ago.

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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Salisbury and Fruitland was 99.7% of the average list price, which is 2.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 44, lower than the average last year, which was 85, a decrease of 48%.



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