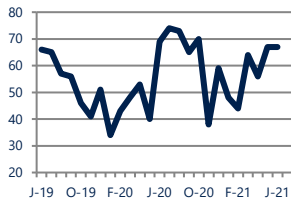




Zip Code(s): 23453

Units Sold

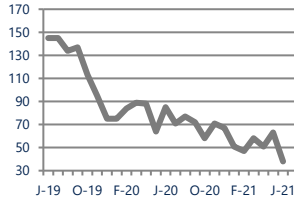
67



Down -3%
Vs. Year Ago

Active Inventory

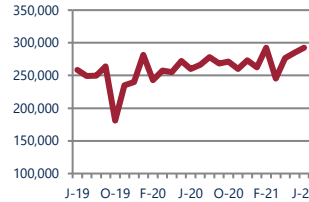
38



Down -55%
Vs. Year Ago

Median Sale Price

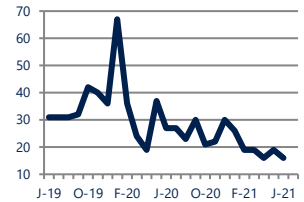
\$292,500



Up 13%
Vs. Year Ago

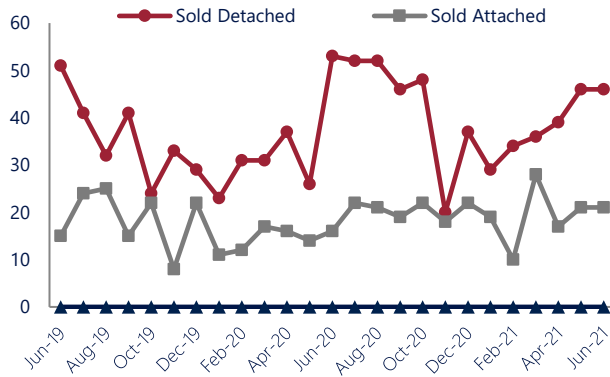
Days On Market

16



Down -41%
Vs. Year Ago

Units Sold*



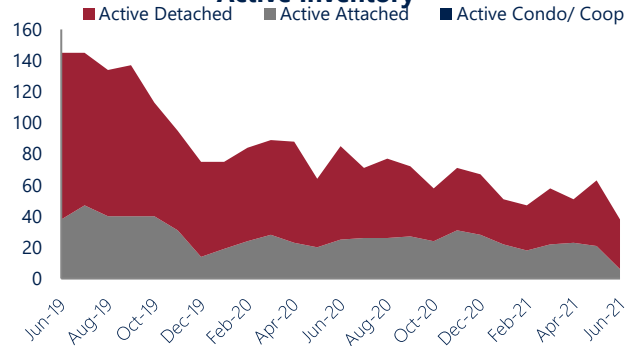
Units Sold

The number of units sold remained stable in June, with 67 sold this month in Salem, Shipp's Corner, and Landstown. This month's total units sold was lower than at this time last year, a decrease of 3% versus June 2020.

Active Inventory

Versus last year, the total number of homes available this month is lower by 47 units or 55%. The total number of active inventory this June was 38 compared to 85 in June 2020. This month's total of 38 is lower than the previous month's total supply of available inventory of 63, a decrease of 40%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Salem, Shipp's Corner, and Landstown Homes was \$260,000. This June, the median sale price was \$292,500, an increase of 13% or \$32,500 compared to last year. The current median sold price is 3% higher than in May.

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

Salem, Shipp's Corner, and Landstown are defined as properties listed in zip code/s 23453.

*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 REIN 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 REIN or Long & Foster Real Estate, Inc.

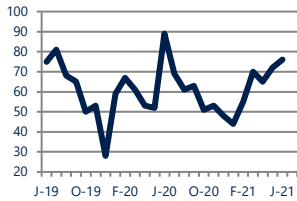




Zip Code(s): 23453

New Listings

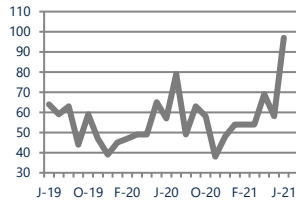
76



Down -15%
Vs. Year Ago

Current Contracts

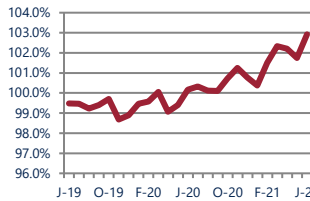
97



Up 70%
Vs. Year Ago

Sold Vs. List Price

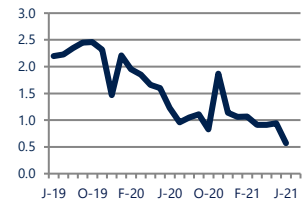
102.9%



Up 2.8%
Vs. Year Ago

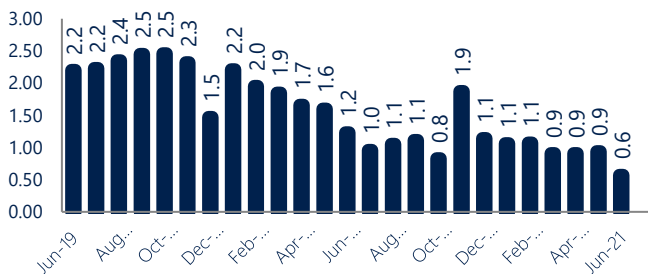
Months of Supply

0.6



Down -54%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

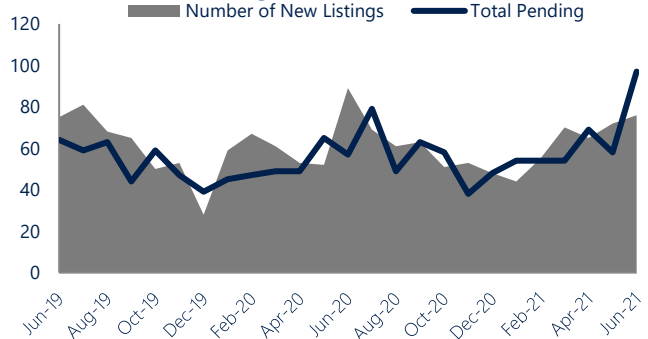
This month there were 76 homes newly listed for sale in Salem, Shipp's Corner, and Landstown compared to 89 in June 2020, a decrease of 15%. There were 97 current contracts pending sale this June compared to 57 a year ago. The number of current contracts is 70% higher than last June.

Months of Supply

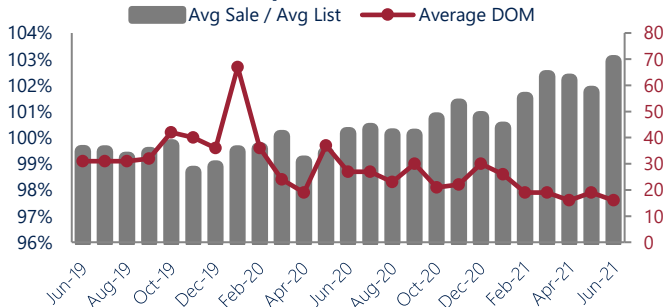
In June, there was 0.6 months of supply available in Salem, Shipp's Corner, and Landstown, compared to 1.2 in June 2020. That is a decrease of 54% versus a year ago.

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 June, the average sale price in Salem, Shipp's Corner, and Landstown was 102.9% of the average list price, which is 2.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 16, lower than the average last year, which was 27, a decrease of 41%.

Salem, Shipp's Corner, and Landstown are defined as properties listed in zip code/s 23453.

*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 REIN 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 REIN or Long & Foster Real Estate, Inc.

