



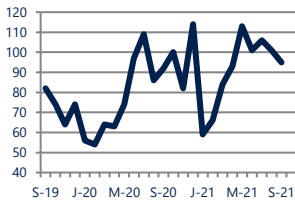
Focus On: Salisbury and Fruitland Housing Market

September 2021

Zip Code(s): 21801, 21804 and 21826

Units Sold

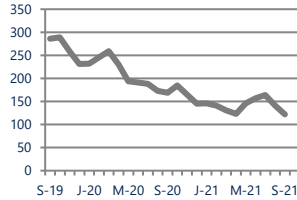
95



Up 3%
Vs. Year Ago

Active Inventory

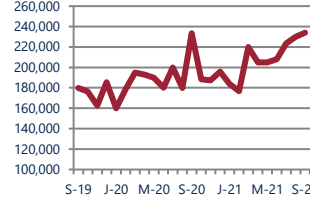
122



Down -28%
Vs. Year Ago

Median Sale Price

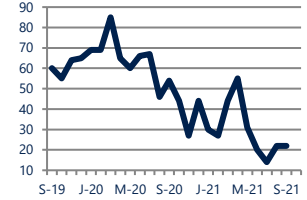
\$234,000



No Change
Vs. Year Ago

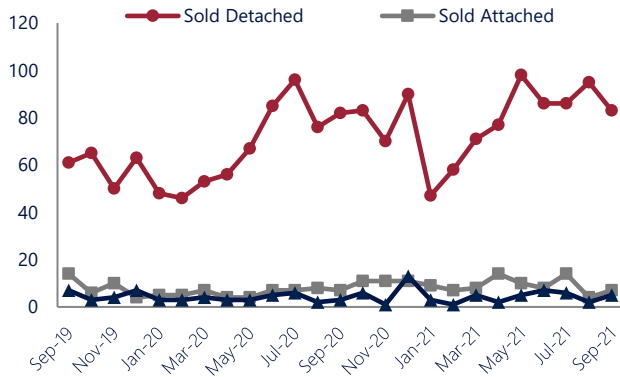
Days On Market

22



Down -59%
Vs. Year Ago

Units Sold*



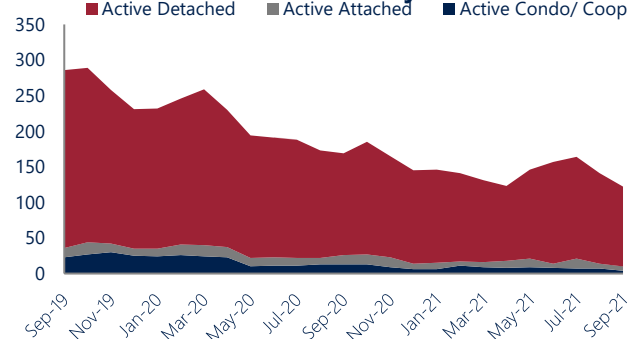
Units Sold

There was a decrease in total units sold in September, with 95 sold this month in Salisbury and Fruitland versus 101 last month, a decrease of 6%. This month's total units sold was higher than at this time last year, an increase of 3% versus September 2020.

Active Inventory

Versus last year, the total number of homes available this month is lower by 47 units or 28%. The total number of active inventory this September was 122 compared to 169 in September 2020. This month's total of 122 is lower than the previous month's total supply of available inventory of 141, a decrease of 13%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Salisbury and Fruitland Homes was \$233,500. This September, the median sale price was \$234,000, which is similar compared to a year ago. The current median sold price is 2% 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.

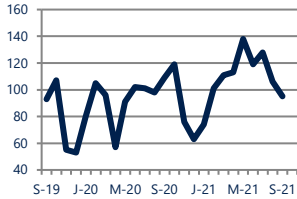




Zip Code(s): 21801, 21804 and 21826

New Listings

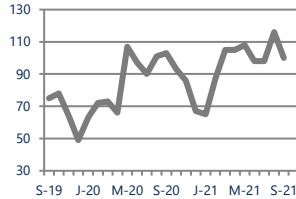
95



Down -13%
Vs. Year Ago

Current Contracts

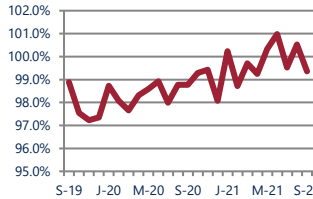
100



Down -3%
Vs. Year Ago

Sold Vs. List Price

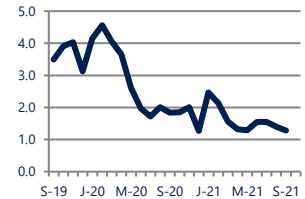
99.4%



Up 0.6%
Vs. Year Ago

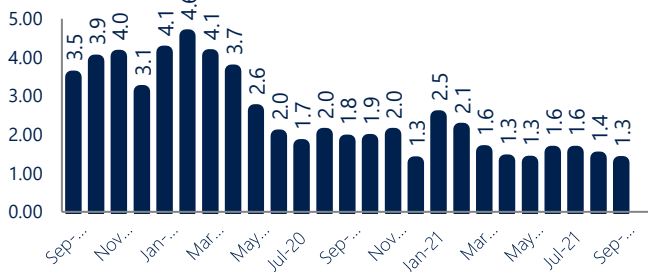
Months of Supply

1.3



Down -30%
Vs. Year Ago

Months of Supply



Months of Supply

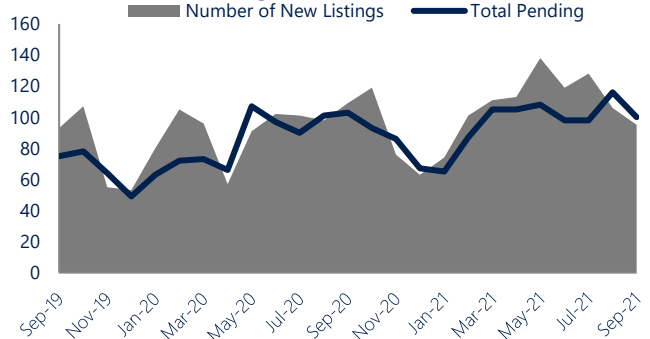
In September, there was 1.3 months of supply available in Salisbury and Fruitland, compared to 1.8 in September 2020. That is a decrease of 30% versus a year ago.

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.

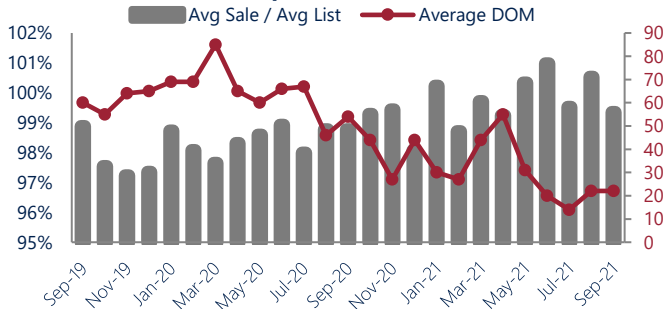
New Listings & Current Contracts

This month there were 95 homes newly listed for sale in Salisbury and Fruitland compared to 109 in September 2020, a decrease of 13%. There were 100 current contracts pending sale this September compared to 103 a year ago. The number of current contracts is 3% lower 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 99.4% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 22, lower than the average last year, which was 54, a decrease of 59%.



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