

Local Market Update for September 2021

Provided by New Jersey REALTORS®



Salem County

Salem County

Single Family

Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	116	105	- 9.5%	906	1,004	+ 10.8%
Closed Sales	86	81	- 5.8%	693	755	+ 8.9%
Days on Market Until Sale	63	31	- 50.8%	97	40	- 58.8%
Median Sales Price*	\$170,000	\$175,000	+ 2.9%	\$145,000	\$188,000	+ 29.7%
Percent of List Price Received*	98.9%	99.3%	+ 0.4%	95.4%	100.1%	+ 4.9%
Inventory of Homes for Sale	302	284	- 6.0%	--	--	--
Months Supply of Inventory	3.7	3.4	- 8.1%	--	--	--

Townhouse-Condo

Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	1	0	- 100.0%	7	3	- 57.1%
Closed Sales	0	0	--	2	2	0.0%
Days on Market Until Sale	0	0	--	11	323	+ 2,836.4%
Median Sales Price*	\$0	\$0	--	\$235,150	\$60,000	- 74.5%
Percent of List Price Received*	0.0%	0.0%	--	106.4%	92.4%	- 13.2%
Inventory of Homes for Sale	30	22	- 26.7%	--	--	--
Months Supply of Inventory	30.0	16.5	- 45.0%	--	--	--

Adult Community

Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
New Listings	1	0	- 100.0%	5	7	+ 40.0%
Closed Sales	0	1	--	8	7	- 12.5%
Days on Market Until Sale	0	7	--	135	51	- 62.2%
Median Sales Price*	\$0	\$266,100	--	\$197,500	\$215,000	+ 8.9%
Percent of List Price Received*	0.0%	98.6%	--	95.5%	99.1%	+ 3.8%
Inventory of Homes for Sale	2	1	- 50.0%	--	--	--
Months Supply of Inventory	1.1	0.7	- 36.4%	--	--	--

* 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

