

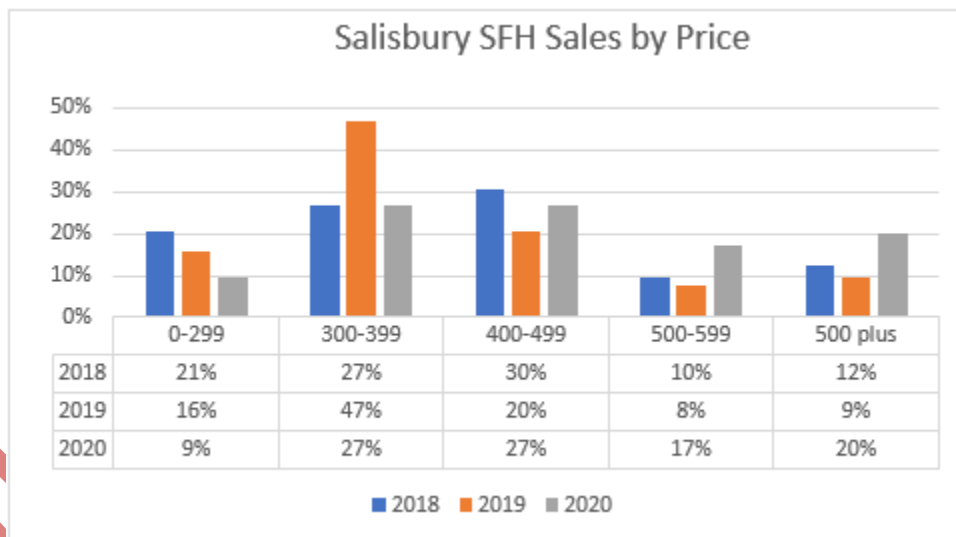
## Salisbury 2020 Housing Market Review

### Single Family Homes (SFH)

The median price of the SFHs sold in Salisbury in 2020 increased 15.3% to \$436,950. Sales were in line with the 3-year average.

<u>SFH</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>Change</u>
H1	\$370,000	\$404,500	\$340,000	<b>\$425,000</b>	25.0%
H2	\$397,500	\$430,000	\$391,000	<b>\$473,000</b>	21.0%
Year	\$372,500	\$413,000	\$379,000	<b>\$436,950</b>	15.3%
<u>Sales</u>					
H1	33	33	26	27	
H2	31	49	38	48	
Year	64	82	64	75	17.2%

As the percentage of sales under \$400,000 fluctuated from 48% in 2018 to 63% in 2019 and to just 36% in 2020, so the median price varied from just over \$400,000 in 2018 to under \$400,000 in 2019 and back to well over \$400,000 in 2020.

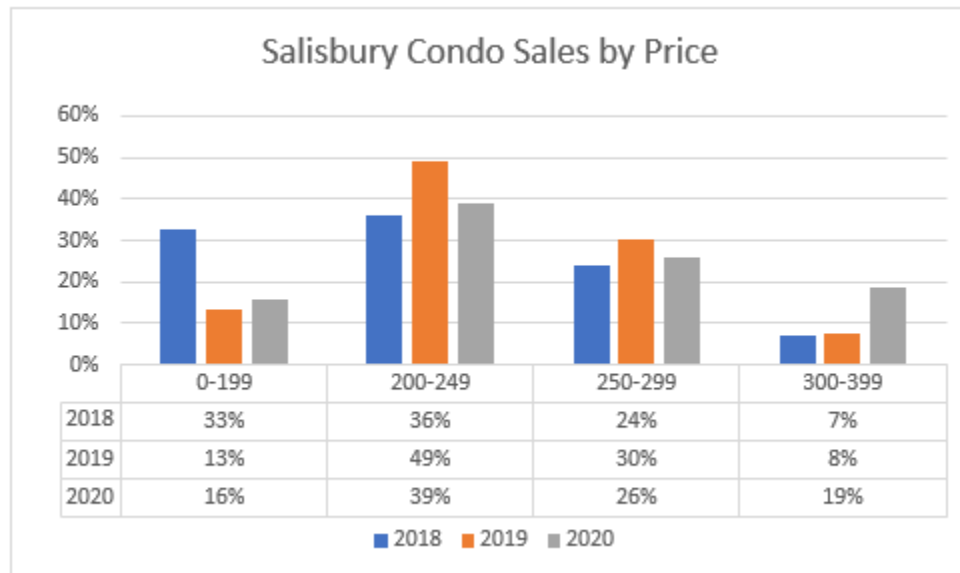


### Condos

The median price of the Condos sold in Salisbury in 2020 increased 8.2% to \$395,000, while sales increased to the second highest on record after the 71 of 2015.

The percentage of sales under \$400,000 dropped from 69% in 2018 to 62% in 2019 and to 55% in 2020, driving the median price from well below \$400,000 in 2018 and 2019 to almost \$400,000 in 2020.

<u>Condos</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>Change</u>
H1	\$315,000	\$322,500	<b>\$399,900</b>	\$349,950	-12.5%
H2	\$384,250	\$353,500	\$359,625	<b>\$400,000</b>	11.2%
Year	\$319,000	\$338,500	\$365,000	<b>\$395,000</b>	8.2%
<u>Sales</u>					
H1	34	19	23	24	
H2	31	39	30	45	
Year	65	58	53	69	30.2%



### **Comment**

The real estate market was hot throughout the second half of 2020 with record prices being set across the board, as the market rebounded strongly after the initial COVID-19 induced pause in March and April.

The desire by many people to move out of Boston and into the surrounding towns threw gasoline on the fire that was already burning as the result of record low inventories and record low mortgage rates. The national average cost of a 30-year Fixed-Rate Mortgage (FRM) dropped below 3% in early July and fell further to close the year at 2.67%.

*Source: MLSPIN, OliverReportsMA.com*

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