Local Market Update – June 2019

A RESEARCH TOOL PROVIDED BY THE **MASSACHUSETTS ASSOCIATION OF REALTORS®**

Salem

Single-Family Properties	June			Year to Date		
Key Metrics	**2018**	**2019**	**+ / –**	**2018**	**2019**	**+ / –**
Pending Sales	17	**30**	+ 76.5%	116	**139**	+ 19.8%
Closed Sales	29	**26**	- 10.3%	107	**98**	- 8.4%
Median Sales Price*	$462,000	**$417,500**	- 9.6%	$424,240	**$423,500**	- 0.2%
Inventory of Homes for Sale	34	**21**	- 38.2%	--	--	--
Months Supply of Inventory	1.7	**1.2**	- 29.4%	--	--	--
Cumulative Days on Market Until Sale	33	**31**	- 6.1%	44	**37**	- 15.9%
Percent of Original List Price Received*	101.3%	**103.4%**	+ 2.1%	99.7%	**100.4%**	+ 0.7%
New Listings	28	**31**	+ 10.7%	140	**167**	+ 19.3%

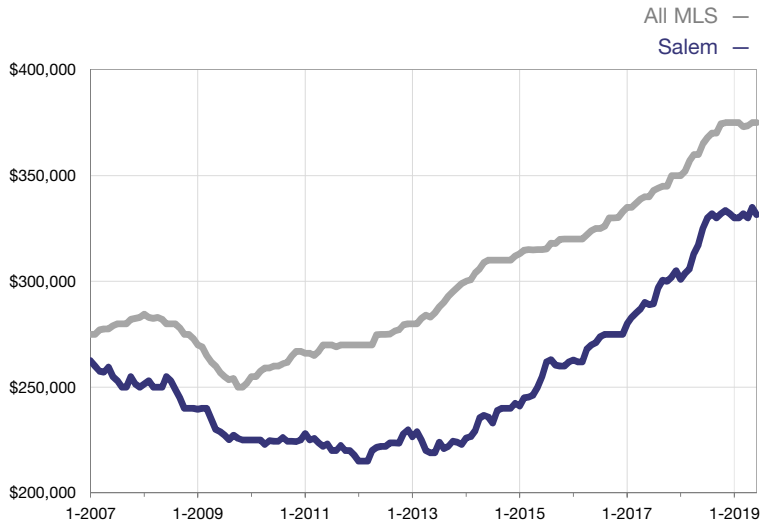
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Condominium Properties	June			Year to Date		
Key Metrics	**2018**	**2019**	**+ / –**	**2018**	**2019**	**+ / –**
Pending Sales	50	**46**	- 8.0%	222	**214**	- 3.6%
Closed Sales	46	**49**	+ 6.5%	188	**177**	- 5.9%
Median Sales Price*	$341,000	**$342,000**	+ 0.3%	$333,500	**$340,000**	+ 1.9%
Inventory of Homes for Sale	28	**39**	+ 39.3%	--	--	--
Months Supply of Inventory	0.9	**1.3**	+ 44.4%	--	--	--
Cumulative Days on Market Until Sale	45	**32**	- 28.9%	37	**37**	0.0%
Percent of Original List Price Received*	100.7%	**99.0%**	- 1.7%	100.1%	**98.9%**	- 1.2%
New Listings	39	**47**	+ 20.5%	236	**244**	+ 3.4%

* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price – Single-Family Properties
Rolling 12-Month Calculation

Median Sales Price – Condominium Properties
Rolling 12-Month Calculation



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