

# Local Market Update – January 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Salem

### Single-Family Properties

Key Metrics	January			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	14	11	- 21.4%	14	11	- 21.4%
Closed Sales	17	8	- 52.9%	17	8	- 52.9%
Median Sales Price*	\$615,000	<b>\$482,500</b>	- 21.5%	\$615,000	<b>\$482,500</b>	- 21.5%
Inventory of Homes for Sale	8	11	+ 37.5%	--	--	--
Months Supply of Inventory	0.5	0.7	+ 40.0%	--	--	--
Cumulative Days on Market Until Sale	28	43	+ 53.6%	28	43	+ 53.6%
Percent of Original List Price Received*	101.9%	98.2%	- 3.6%	101.9%	98.2%	- 3.6%
New Listings	15	8	- 46.7%	15	8	- 46.7%

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

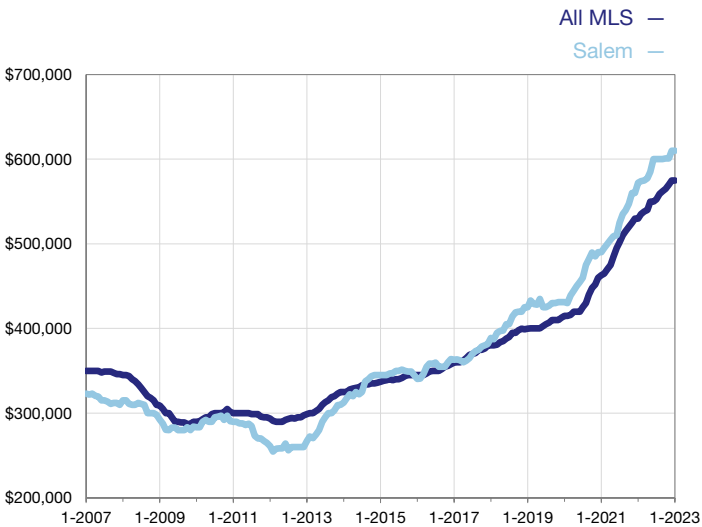
### Condominium Properties

Key Metrics	January			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	22	19	- 13.6%	22	19	- 13.6%
Closed Sales	26	19	- 26.9%	26	19	- 26.9%
Median Sales Price*	\$400,000	<b>\$500,000</b>	+ 25.0%	\$400,000	<b>\$500,000</b>	+ 25.0%
Inventory of Homes for Sale	23	12	- 47.8%	--	--	--
Months Supply of Inventory	0.7	0.4	- 42.9%	--	--	--
Cumulative Days on Market Until Sale	49	63	+ 28.6%	49	63	+ 28.6%
Percent of Original List Price Received*	100.3%	97.0%	- 3.3%	100.3%	97.0%	- 3.3%
New Listings	29	12	- 58.6%	29	12	- 58.6%

\* 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

