

# Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## New Salem

### Single-Family Properties

| Key Metrics                              | July |                  |         | Year to Date |                  |          |
|--|------|------------------|---------|--------------|------------------|----------|
|  | 2018 | 2019             | + / -   | 2018         | 2019             | + / -    |
| Pending Sales                            | 0    | 0                | --      | 4            | 8                | + 100.0% |
| Closed Sales                             | 0    | 3                | --      | 3            | 9                | + 200.0% |
| Median Sales Price*                      | \$0  | <b>\$239,500</b> | --      | \$245,000    | <b>\$249,900</b> | + 2.0%   |
| Inventory of Homes for Sale              | 8    | 7                | - 12.5% | --           | --               | --       |
| Months Supply of Inventory               | 6.0  | <b>5.3</b>       | - 11.7% | --           | --               | --       |
| Cumulative Days on Market Until Sale     | 0    | <b>160</b>       | --      | 130          | <b>151</b>       | + 16.2%  |
| Percent of Original List Price Received* | 0.0% | <b>82.8%</b>     | --      | 93.2%        | <b>90.9%</b>     | - 2.5%   |
| New Listings                             | 0    | <b>1</b>         | --      | 10           | <b>11</b>        | + 10.0%  |

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

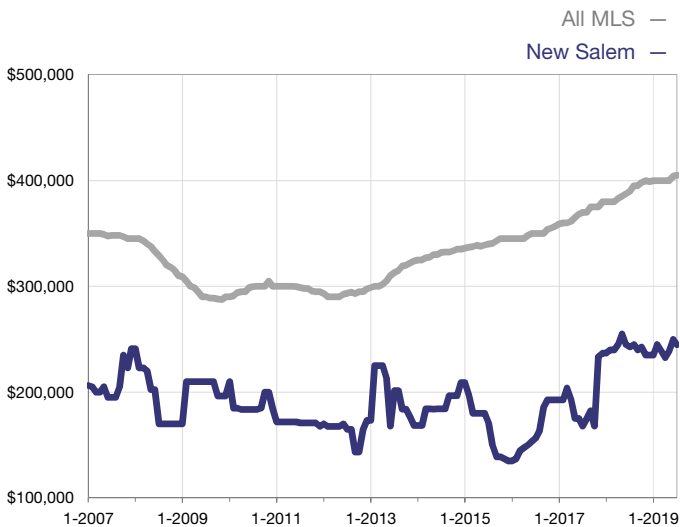
### Condominium Properties

| Key Metrics                              | July |             |       | Year to Date |             |       |
|--|------|-------------|-------|--------------|-------------|-------|
|  | 2018 | 2019        | + / - | 2018         | 2019        | + / - |
| Pending Sales                            | 0    | 0           | --    | 0            | 0           | --    |
| Closed Sales                             | 0    | 0           | --    | 0            | 0           | --    |
| Median Sales Price*                      | \$0  | <b>\$0</b>  | --    | \$0          | <b>\$0</b>  | --    |
| Inventory of Homes for Sale              | 0    | 0           | --    | --           | --          | --    |
| Months Supply of Inventory               | 0.0  | <b>0.0</b>  | --    | --           | --          | --    |
| Cumulative Days on Market Until Sale     | 0    | 0           | --    | 0            | 0           | --    |
| Percent of Original List Price Received* | 0.0% | <b>0.0%</b> | --    | 0.0%         | <b>0.0%</b> | --    |
| New Listings                             | 0    | 0           | --    | 0            | 0           | --    |

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

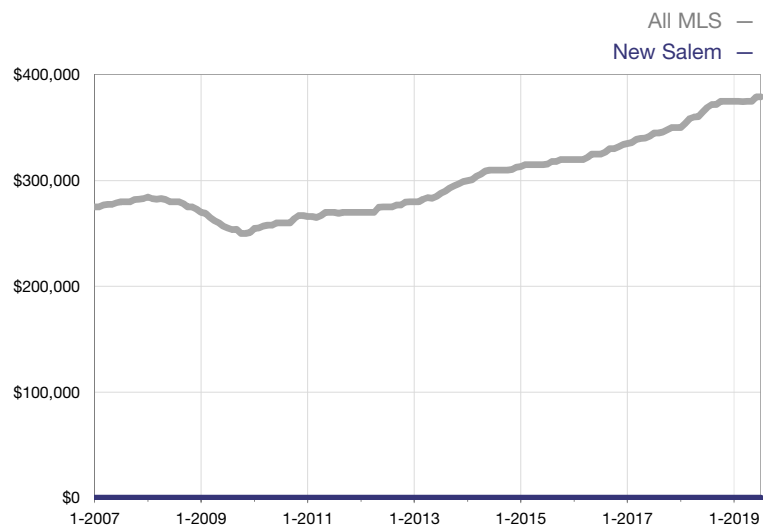
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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