

# Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Salem

### Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	23	23	0.0%	139	161	+ 15.8%
Closed Sales	22	34	+ 54.5%	129	132	+ 2.3%
Median Sales Price*	\$409,250	<b>\$410,000</b>	+ 0.2%	\$420,000	<b>\$417,500</b>	- 0.6%
Inventory of Homes for Sale	32	16	- 50.0%	--	--	--
Months Supply of Inventory	1.6	0.9	- 43.8%	--	--	--
Cumulative Days on Market Until Sale	31	27	- 12.9%	42	34	- 19.0%
Percent of Original List Price Received*	100.6%	99.8%	- 0.8%	99.8%	100.2%	+ 0.4%
New Listings	23	21	- 8.7%	163	188	+ 15.3%

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

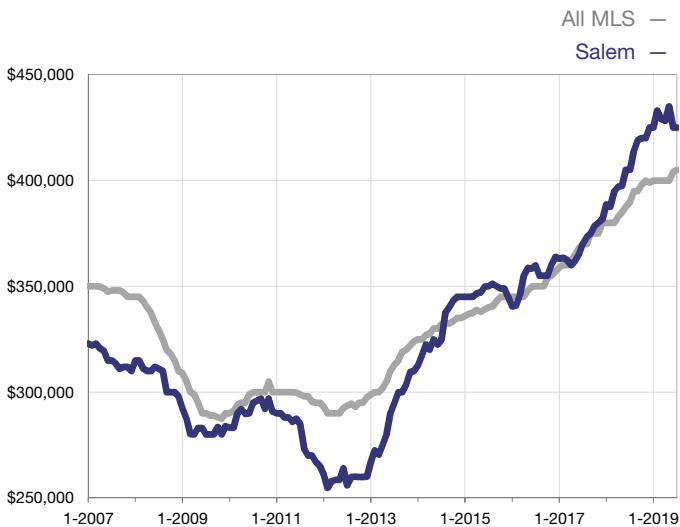
### Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	32	36	+ 12.5%	254	247	- 2.8%
Closed Sales	37	37	0.0%	225	220	- 2.2%
Median Sales Price*	\$338,500	<b>\$335,000</b>	- 1.0%	\$335,000	<b>\$340,000</b>	+ 1.5%
Inventory of Homes for Sale	30	36	+ 20.0%	--	--	--
Months Supply of Inventory	0.9	1.1	+ 22.2%	--	--	--
Cumulative Days on Market Until Sale	29	39	+ 34.5%	36	38	+ 5.6%
Percent of Original List Price Received*	100.8%	99.6%	- 1.2%	100.2%	99.1%	- 1.1%
New Listings	39	31	- 20.5%	275	275	0.0%

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

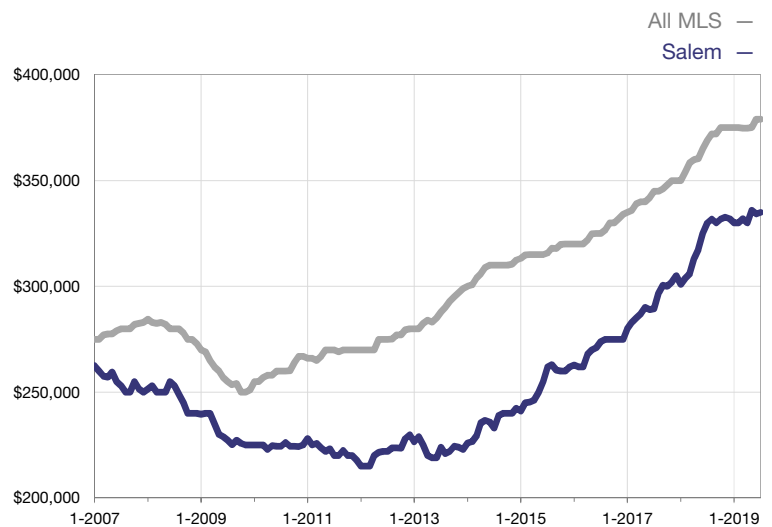
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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