

Local Market Update – September 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

New Salem

Single-Family Properties

Key Metrics	September			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	1	0	- 100.0%	6	8	+ 33.3%
Closed Sales	1	0	- 100.0%	4	9	+ 125.0%
Median Sales Price*	\$128,000	\$0	- 100.0%	\$235,000	\$249,900	+ 6.3%
Inventory of Homes for Sale	10	8	- 20.0%	--	--	--
Months Supply of Inventory	7.1	5.8	- 18.3%	--	--	--
Cumulative Days on Market Until Sale	35	0	- 100.0%	106	151	+ 42.5%
Percent of Original List Price Received*	98.5%	0.0%	- 100.0%	94.5%	90.9%	- 3.8%
New Listings	2	5	+ 150.0%	15	16	+ 6.7%

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

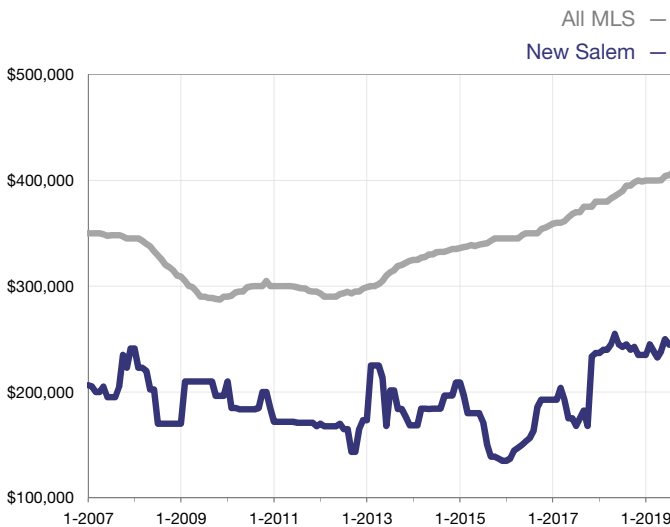
Condominium Properties

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

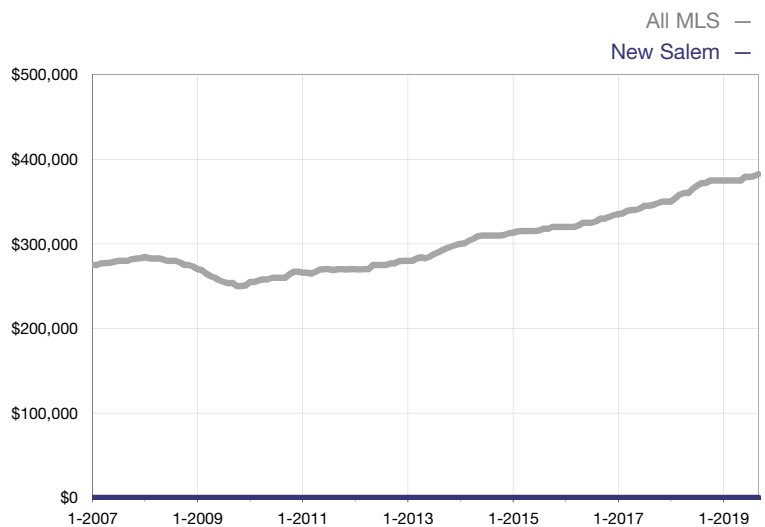
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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