

Local Market Update – April 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Salem

Single-Family Properties

Key Metrics	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	16	19	+ 18.8%	64	54	- 15.6%
Closed Sales	13	13	0.0%	55	43	- 21.8%
Median Sales Price*	\$455,000	\$505,000	+ 11.0%	\$457,000	\$525,820	+ 15.1%
Inventory of Homes for Sale	20	9	- 55.0%	--	--	--
Months Supply of Inventory	1.0	0.5	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	45	19	- 57.8%	38	25	- 34.2%
Percent of Original List Price Received*	103.9%	108.6%	+ 4.5%	101.6%	106.1%	+ 4.4%
New Listings	9	21	+ 133.3%	73	60	- 17.8%

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

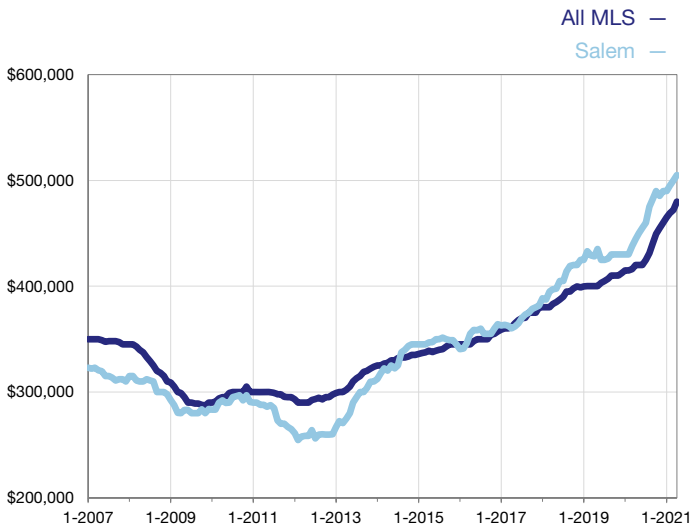
Condominium Properties

Key Metrics	April			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	18	39	+ 116.7%	106	140	+ 32.1%
Closed Sales	33	24	- 27.3%	101	98	- 3.0%
Median Sales Price*	\$400,000	\$408,750	+ 2.2%	\$369,900	\$406,250	+ 9.8%
Inventory of Homes for Sale	42	18	- 57.1%	--	--	--
Months Supply of Inventory	1.3	0.5	- 61.5%	--	--	--
Cumulative Days on Market Until Sale	41	23	- 43.9%	50	30	- 40.0%
Percent of Original List Price Received*	101.7%	107.4%	+ 5.6%	100.5%	102.6%	+ 2.1%
New Listings	31	46	+ 48.4%	128	147	+ 14.8%

* 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

