

Local Market Update – May 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Salem

Single-Family Properties

Key Metrics	May			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	22	24	+ 9.1%	86	78	- 9.3%
Closed Sales	17	16	- 5.9%	72	59	- 18.1%
Median Sales Price*	\$467,500	\$536,000	+ 14.7%	\$465,000	\$529,000	+ 13.8%
Inventory of Homes for Sale	23	8	- 65.2%	--	--	--
Months Supply of Inventory	1.2	0.4	- 66.7%	--	--	--
Cumulative Days on Market Until Sale	36	22	- 38.9%	37	24	- 35.1%
Percent of Original List Price Received*	101.4%	107.2%	+ 5.7%	101.6%	106.4%	+ 4.7%
New Listings	28	25	- 10.7%	101	85	- 15.8%

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

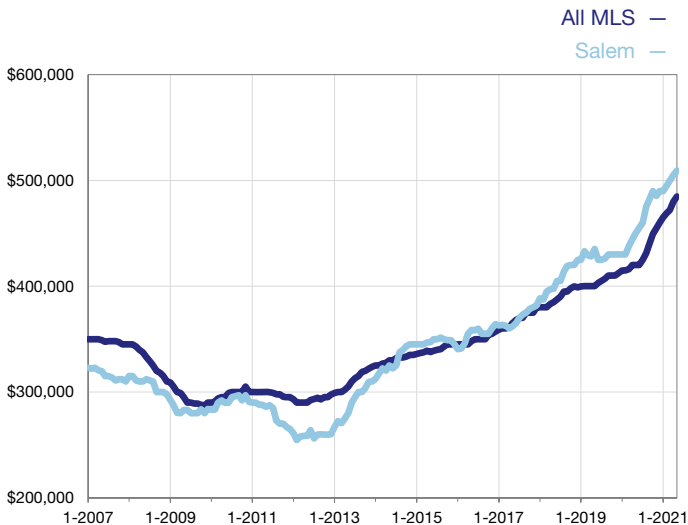
Condominium Properties

Key Metrics	May			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	43	39	- 9.3%	149	179	+ 20.1%
Closed Sales	15	32	+ 113.3%	116	130	+ 12.1%
Median Sales Price*	\$342,000	\$451,000	+ 31.9%	\$362,500	\$415,000	+ 14.5%
Inventory of Homes for Sale	36	22	- 38.9%	--	--	--
Months Supply of Inventory	1.2	0.6	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	19	22	+ 15.8%	46	28	- 39.1%
Percent of Original List Price Received*	100.8%	106.0%	+ 5.2%	100.6%	103.5%	+ 2.9%
New Listings	42	47	+ 11.9%	170	194	+ 14.1%

* 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

