

Local Market Update – October 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

New Salem

Single-Family Properties

Key Metrics	October			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	1	2	+ 100.0%	6	6	0.0%
Closed Sales	1	1	0.0%	8	7	- 12.5%
Median Sales Price*	\$315,000	\$345,000	+ 9.5%	\$431,700	\$330,000	- 23.6%
Inventory of Homes for Sale	4	3	- 25.0%	--	--	--
Months Supply of Inventory	4.0	2.6	- 35.0%	--	--	--
Cumulative Days on Market Until Sale	51	20	- 60.8%	76	66	- 13.2%
Percent of Original List Price Received*	90.0%	95.9%	+ 6.6%	99.7%	95.2%	- 4.5%
New Listings	1	2	+ 100.0%	10	8	- 20.0%

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

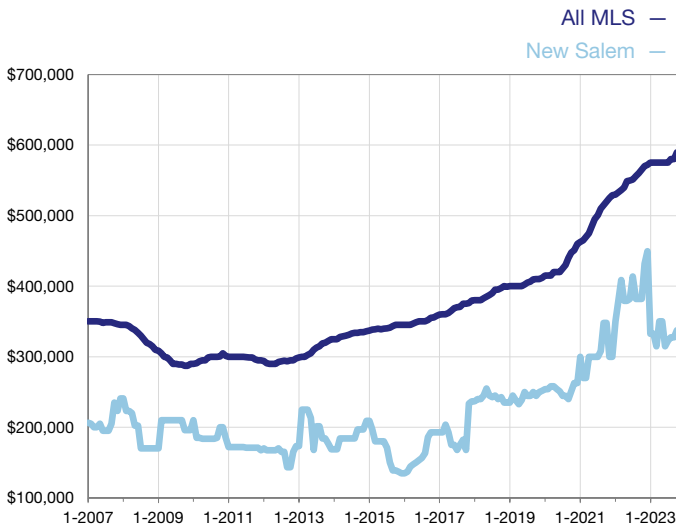
Condominium Properties

Key Metrics	October			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
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

