

Local Market Update – January 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Salem

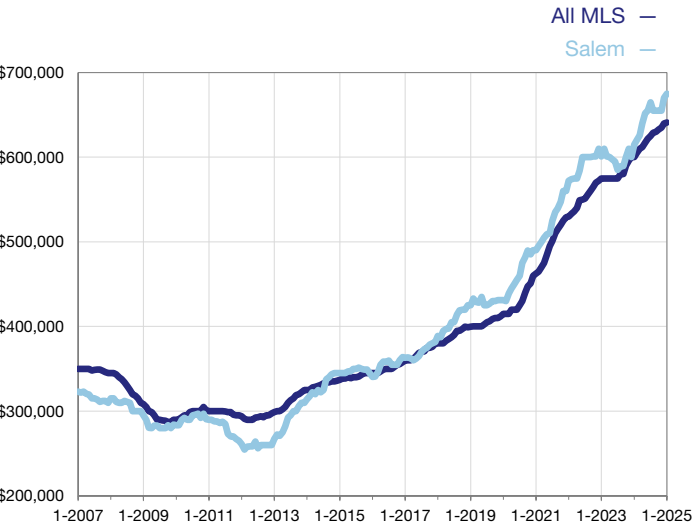
Single-Family Properties	January			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Key Metrics						
Pending Sales	4	8	+ 100.0%	4	8	+ 100.0%
Closed Sales	8	10	+ 25.0%	8	10	+ 25.0%
Median Sales Price*	\$620,000	\$679,500	+ 9.6%	\$620,000	\$679,500	+ 9.6%
Inventory of Homes for Sale	11	8	- 27.3%	--	--	--
Months Supply of Inventory	1.0	0.6	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	30	30	0.0%	30	30	0.0%
Percent of Original List Price Received*	98.5%	99.5%	+ 1.0%	98.5%	99.5%	+ 1.0%
New Listings	7	10	+ 42.9%	7	10	+ 42.9%

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

Condominium Properties	January			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Key Metrics						
Pending Sales	20	22	+ 10.0%	20	22	+ 10.0%
Closed Sales	13	19	+ 46.2%	13	19	+ 46.2%
Median Sales Price*	\$529,900	\$500,000	- 5.6%	\$529,900	\$500,000	- 5.6%
Inventory of Homes for Sale	23	14	- 39.1%	--	--	--
Months Supply of Inventory	1.9	1.4	- 26.3%	--	--	--
Cumulative Days on Market Until Sale	38	52	+ 36.8%	38	52	+ 36.8%
Percent of Original List Price Received*	99.6%	97.9%	- 1.7%	99.6%	97.9%	- 1.7%
New Listings	21	20	- 4.8%	21	20	- 4.8%

* 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

