

Local Market Update – December 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Salem

Single-Family Properties

Key Metrics	December			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	9	9	0.0%	145	155	+ 6.9%
Closed Sales	9	11	+ 22.2%	143	150	+ 4.9%
Median Sales Price*	\$624,000	\$750,000	+ 20.2%	\$670,000	\$707,500	+ 5.6%
Inventory of Homes for Sale	10	13	+ 30.0%	--	--	--
Months Supply of Inventory	0.8	1.0	+ 25.0%	--	--	--
Cumulative Days on Market Until Sale	34	17	- 50.0%	24	29	+ 20.8%
Percent of Original List Price Received*	97.4%	101.7%	+ 4.4%	102.3%	101.5%	- 0.8%
New Listings	6	10	+ 66.7%	163	181	+ 11.0%

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

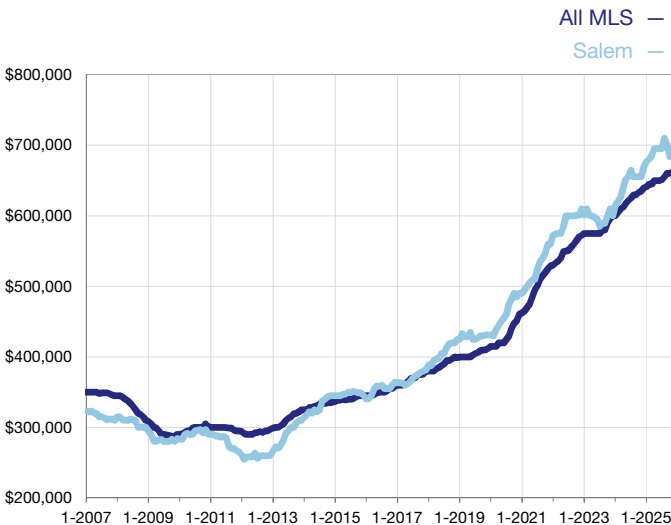
Condominium Properties

Key Metrics	December			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	18	17	- 5.6%	252	273	+ 8.3%
Closed Sales	27	15	- 44.4%	254	267	+ 5.1%
Median Sales Price*	\$510,000	\$599,000	+ 17.5%	\$500,000	\$520,000	+ 4.0%
Inventory of Homes for Sale	21	19	- 9.5%	--	--	--
Months Supply of Inventory	1.0	0.8	- 20.0%	--	--	--
Cumulative Days on Market Until Sale	36	66	+ 83.3%	32	37	+ 15.6%
Percent of Original List Price Received*	99.6%	94.7%	- 4.9%	100.1%	98.9%	- 1.2%
New Listings	12	8	- 33.3%	288	318	+ 10.4%

* 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

