

Salem Q3 2018 Report: Prices Rising Strongly

The median price of the 155 SFHs sold in the first 9 months of 2018 increased 11% to \$425,500, a new high (numbers in **bold** represent highs).

<u>SFH</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>Change</u>
Q1	\$341,000	\$343,000	\$340,000	\$340,000	\$427,070	
Q2	\$338,500	\$357,000	\$380,000	\$395,000	\$425,500	
Q3	\$359,950	\$362,500	\$366,000	\$385,000	\$430,000	
Q4	\$345,000	\$327,000	\$355,000	\$407,000		
H1	\$340,000	\$350,500	\$373,250	\$376,000	\$425,500	
H2	\$355,000	\$347,250	\$362,000	\$394,000		
YTD Q3	\$349,900	\$359,000	\$370,000	\$381,750	\$425,500	11%
Year	\$346,750	\$349,450	\$370,000	\$385,000		

Sales

YTD Q3	146	160	174	168	166
Year	211	218	253	226	

Condos

The median price of the 297 condos sold in the same period increased 7% also to a new high of \$335,000.

<u>Condos</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>Change</u>
Q1	\$258,400	\$255,875	\$264,000	\$330,000	\$322,750	
Q2	\$238,500	\$273,000	\$286,500	\$294,500	\$335,000	
Q3	\$255,000	\$275,000	\$275,975	\$323,710	\$337,750	
Q4	\$244,475	\$248,500	\$270,500	\$299,000		
H1	\$240,000	\$270,000	\$280,000	\$305,000	\$335,000	
H2	\$250,000	\$265,500	\$275,000	\$316,500		
YTD Q3	\$247,500	\$271,000	\$278,500	\$313,000	\$335,000	7%
Year	\$247,000	\$269,250	\$275,850	\$310,000		

Sales

YTD Q3	244	287	342	292	297
Year	310	376	435	380	

*peak
year **2005** **469**

Andrew Oliver, Realtor
Sagan Harborside Sotheby's International Realty
www.OliverReports.com
617.834.8205