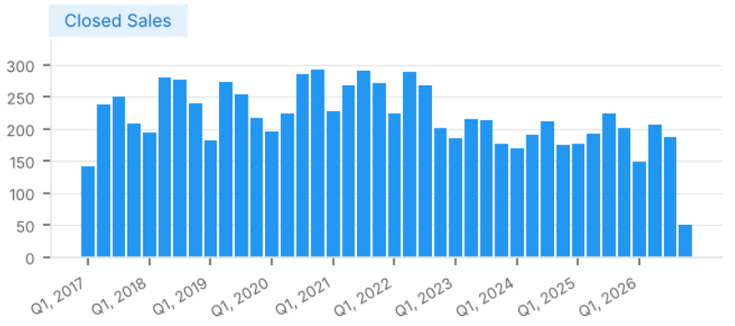
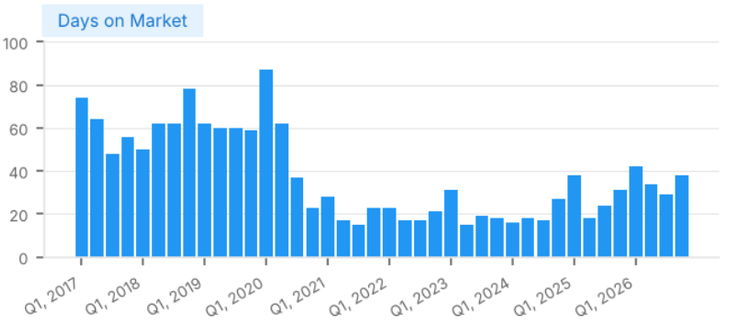
## LOCAL MARKET UPDATE

# October 2026

# Salem County, NJ

| | OCT 2026 | OCT 2025 | Change | SEP 2026 | Change | YTD 2026 | YTD 2025 | Change |
|---|---|---|---|---|---|---|---|---|
| Closed Sales | 51 | 71 | -28.2% | 59 | -13.6% | 594 | 665 | -10.7% |
| DOM | 38 | 33 | 15.2% | 40 | -5.0% | 34 | 25 | 36.0% |
| Median Sales Price | 265,000 | 265,000 | 0.0% | 267,800 | -1.0% | 277,500 | 267,000 | 3.9% |
| Closed Over List Price | 13.7% | 42.3% | -67.6% | 25.4% | -46.1% | 33.0% | 38.5% | -14.3% |
| Closed At List Price | 29.4% | 16.9% | 74.0% | 25.4% | 15.7% | 22.9% | 22.9% | 0.0% |
| New Listings | 95 | 110 | -13.6% | 98 | -3.1% | 899 | 967 | -7.0% |
| Active for Sale (avg) | 254 | 244 | 4.1% | 257 | -1.2% | 238 | 210 | 13.3% |
| Pending Sales (avg) | 77 | 86 | -10.5% | 91 | -15.4% | 78 | 87 | -10.3% |

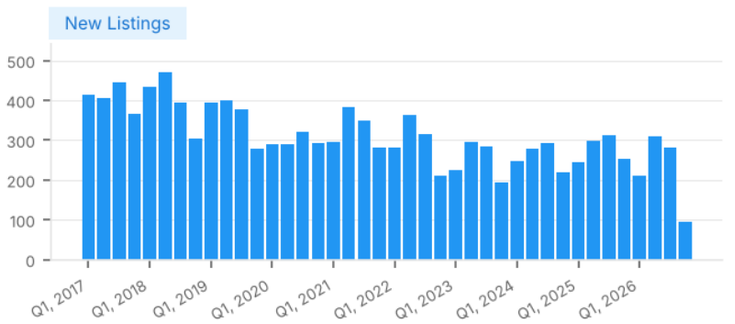


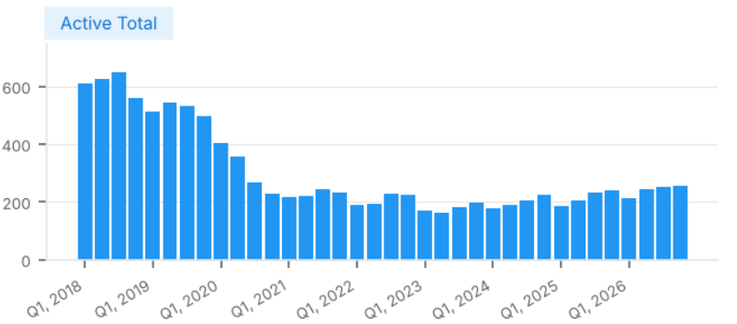



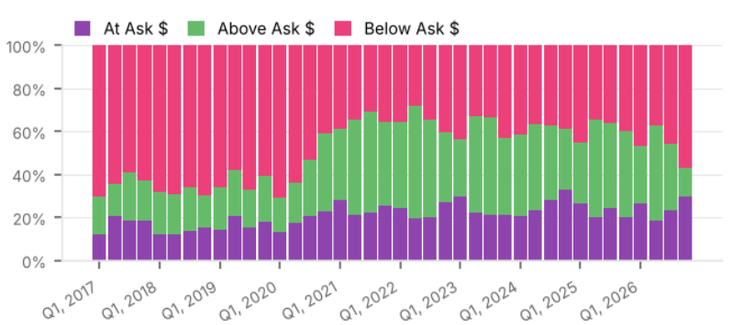







THE MIKE LENTZ TEAM
KELLERWILLIAMS REALTY