

# Local Market Update – March 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Saugus

### Single-Family Properties

Key Metrics	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	16	24	+ 50.0%	46	54	+ 17.4%
Closed Sales	12	14	+ 16.7%	44	50	+ 13.6%
Median Sales Price*	\$443,750	\$576,806	+ 30.0%	\$460,000	\$523,500	+ 13.8%
Inventory of Homes for Sale	30	13	- 56.7%	--	--	--
Months Supply of Inventory	1.2	0.6	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	29	36	+ 24.1%	45	30	- 33.3%
Percent of Original List Price Received*	98.5%	103.4%	+ 5.0%	97.8%	101.8%	+ 4.1%
New Listings	35	27	- 22.9%	67	58	- 13.4%

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

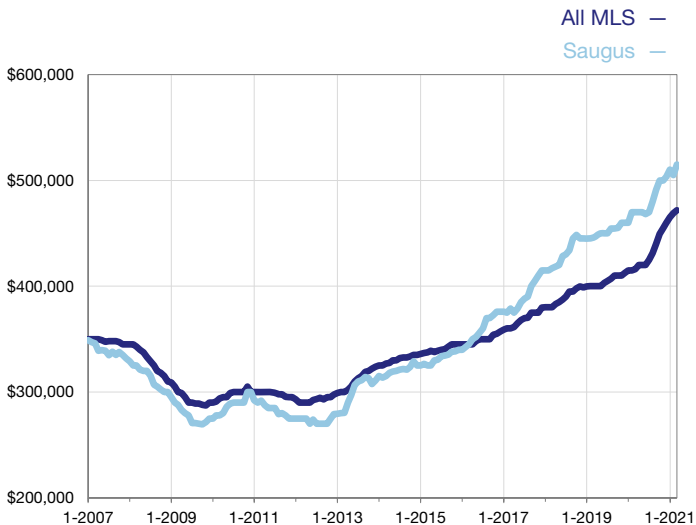
### Condominium Properties

Key Metrics	March			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	4	8	+ 100.0%	7	17	+ 142.9%
Closed Sales	2	8	+ 300.0%	8	13	+ 62.5%
Median Sales Price*	\$491,500	\$425,000	- 13.5%	\$440,000	\$335,000	- 23.9%
Inventory of Homes for Sale	4	2	- 50.0%	--	--	--
Months Supply of Inventory	1.2	0.5	- 58.3%	--	--	--
Cumulative Days on Market Until Sale	73	34	- 53.4%	66	31	- 53.0%
Percent of Original List Price Received*	99.4%	101.5%	+ 2.1%	97.6%	103.7%	+ 6.3%
New Listings	1	6	+ 500.0%	5	13	+ 160.0%

\* 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

