Local Market Update – June 2017

A RESEARCH TOOL PROVIDED BY THE **MASSACHUSETTS ASSOCIATION OF REALTORS®**

Saugus

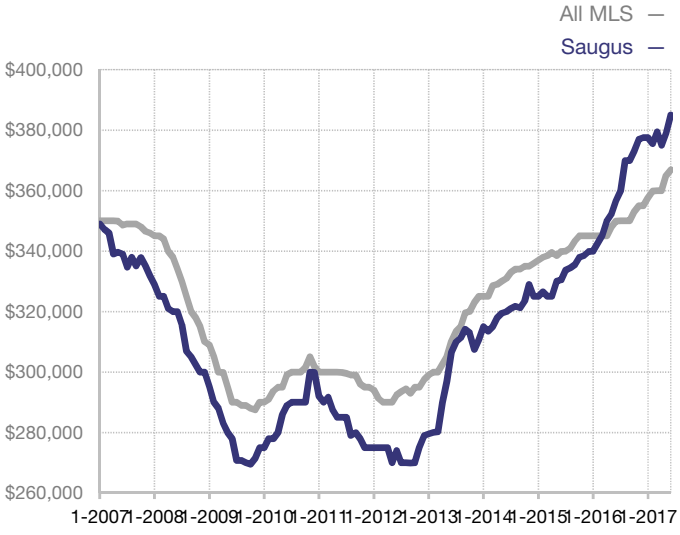
Single-Family Properties	June			Year to Date		
Key Metrics	**2016**	**2017**	**+ / –**	**2016**	**2017**	**+ / –**
Pending Sales	39	**36**	- 7.7%	131	**143**	+ 9.2%
Closed Sales	20	**30**	+ 50.0%	107	**122**	+ 14.0%
Median Sales Price*	$362,450	**$402,500**	+ 11.0%	$370,000	**$392,250**	+ 6.0%
Inventory of Homes for Sale	47	**27**	- 42.6%	--	--	--
Months Supply of Inventory	2.1	**1.1**	- 47.6%	--	--	--
Cumulative Days on Market Until Sale	56	**27**	- 51.8%	69	**36**	- 47.8%
Percent of Original List Price Received*	99.2%	**101.3%**	+ 2.1%	97.8%	**99.4%**	+ 1.6%
New Listings	46	**35**	- 23.9%	161	**160**	- 0.6%

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

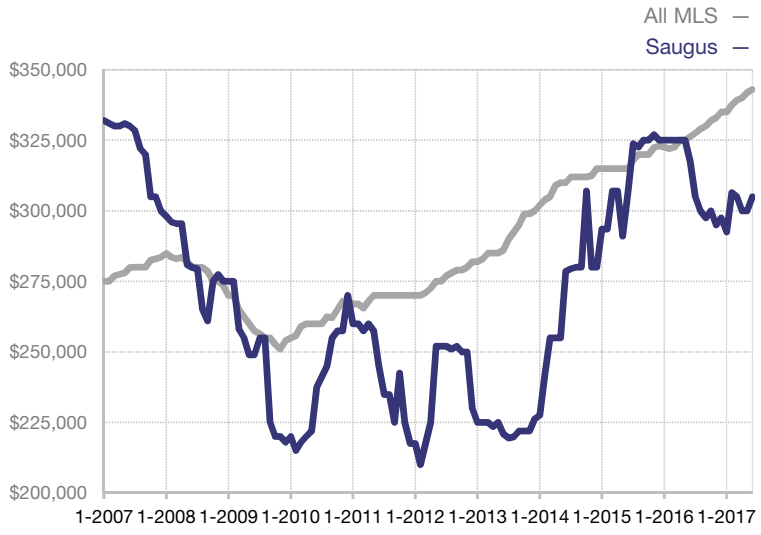
Condominium Properties	June			Year to Date		
Key Metrics	**2016**	**2017**	**+ / –**	**2016**	**2017**	**+ / –**
Pending Sales	4	**5**	+ 25.0%	26	**27**	+ 3.8%
Closed Sales	8	**3**	- 62.5%	25	**22**	- 12.0%
Median Sales Price*	$280,000	**$353,000**	+ 26.1%	$260,000	**$299,012**	+ 15.0%
Inventory of Homes for Sale	9	**3**	- 66.7%	--	--	--
Months Supply of Inventory	2.2	**0.8**	- 63.6%	--	--	--
Cumulative Days on Market Until Sale	48	**30**	- 37.5%	72	**31**	- 56.9%
Percent of Original List Price Received*	99.2%	**101.6%**	+ 2.4%	96.5%	**100.5%**	+ 4.1%
New Listings	5	**5**	0.0%	31	**28**	- 9.7%

* 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



MASSACHUSETTS ASSOCIATION OF REALTORS®

REALTOR®

All data from the Berkshire County MLS, Cape Cod & Islands Association of REALTORS®, Inc. and MLS Property Information Network, Inc. | Provided by MAR. | Powered by ShowingTime 10K.