Local Market Update – August 2018

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

Saugus

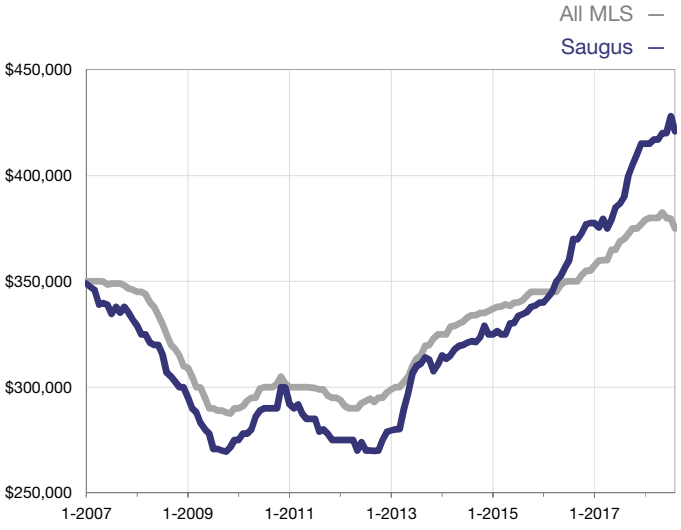
Single-Family Properties	August			Year to Date		
Key Metrics	**2017**	**2018**	**+ / –**	**2017**	**2018**	**+ / –**
Pending Sales	33	**35**	+ 6.1%	192	**197**	+ 2.6%
Closed Sales	37	**34**	- 8.1%	189	**179**	- 5.3%
Median Sales Price*	$430,000	**$454,250**	+ 5.6%	$402,500	**$450,000**	+ 11.8%
Inventory of Homes for Sale	37	**41**	+ 10.8%	--	--	--
Months Supply of Inventory	1.5	**1.9**	+ 26.7%	--	--	--
Cumulative Days on Market Until Sale	33	**34**	+ 3.0%	33	**35**	+ 6.1%
Percent of Original List Price Received*	99.9%	**99.7%**	- 0.2%	100.1%	**100.6%**	+ 0.5%
New Listings	39	**35**	- 10.3%	229	**245**	+ 7.0%

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

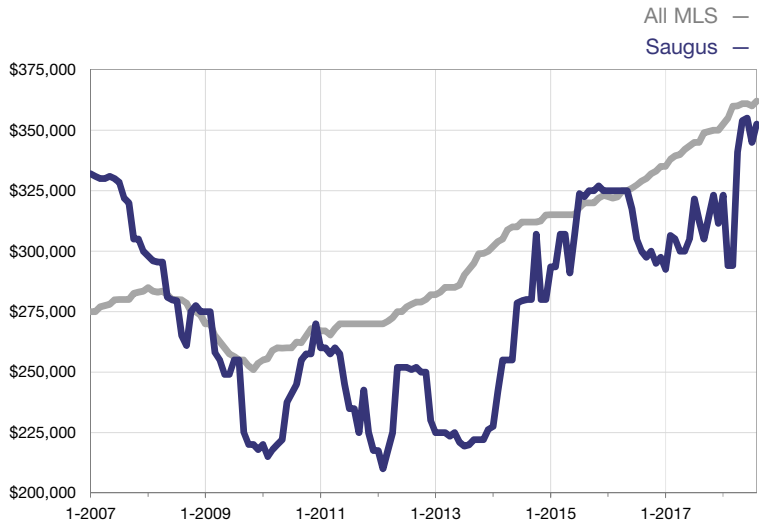
Condominium Properties	August			Year to Date		
Key Metrics	**2017**	**2018**	**+ / –**	**2017**	**2018**	**+ / –**
Pending Sales	6	**2**	- 66.7%	38	**29**	- 23.7%
Closed Sales	6	**5**	- 16.7%	31	**29**	- 6.5%
Median Sales Price*	$299,095	**$370,000**	+ 23.7%	$323,190	**$405,000**	+ 25.3%
Inventory of Homes for Sale	2	**4**	+ 100.0%	--	--	--
Months Supply of Inventory	0.5	**0.9**	+ 80.0%	--	--	--
Cumulative Days on Market Until Sale	25	**61**	+ 144.0%	29	**41**	+ 41.4%
Percent of Original List Price Received*	97.7%	**100.7%**	+ 3.1%	99.7%	**102.4%**	+ 2.7%
New Listings	5	**5**	0.0%	40	**31**	- 22.5%

* 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



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