

# Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Saugus

### Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	28	33	+ 17.9%	161	198	+ 23.0%
Closed Sales	29	32	+ 10.3%	145	163	+ 12.4%
Median Sales Price*	\$470,000	<b>\$459,000</b>	- 2.3%	\$447,000	<b>\$457,500</b>	+ 2.3%
Inventory of Homes for Sale	54	29	- 46.3%	--	--	--
Months Supply of Inventory	2.4	1.1	- 54.2%	--	--	--
Cumulative Days on Market Until Sale	24	47	+ 95.8%	35	51	+ 45.7%
Percent of Original List Price Received*	103.4%	<b>100.2%</b>	- 3.1%	100.8%	<b>98.4%</b>	- 2.4%
New Listings	48	28	- 41.7%	208	221	+ 6.3%

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

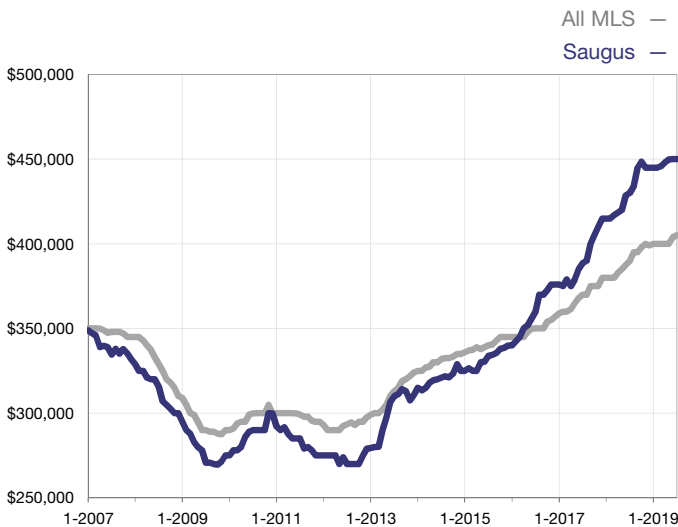
### Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	2	6	+ 200.0%	27	28	+ 3.7%
Closed Sales	4	4	0.0%	24	16	- 33.3%
Median Sales Price*	\$439,950	<b>\$283,750</b>	- 35.5%	\$416,550	<b>\$356,000</b>	- 14.5%
Inventory of Homes for Sale	2	4	+ 100.0%	--	--	--
Months Supply of Inventory	0.4	1.5	+ 275.0%	--	--	--
Cumulative Days on Market Until Sale	12	18	+ 50.0%	37	38	+ 2.7%
Percent of Original List Price Received*	105.6%	<b>101.0%</b>	- 4.4%	102.7%	<b>97.9%</b>	- 4.7%
New Listings	3	5	+ 66.7%	26	34	+ 30.8%

\* 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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