

# Local Market Update – September 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Saugus

### Single-Family Properties

Key Metrics	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	27	29	+ 7.4%	186	173	- 7.0%
Closed Sales	28	26	- 7.1%	172	151	- 12.2%
Median Sales Price*	\$595,000	<b>\$595,000</b>	0.0%	\$629,500	<b>\$610,000</b>	- 3.1%
Inventory of Homes for Sale	45	14	- 68.9%	--	--	--
Months Supply of Inventory	2.2	0.7	- 68.2%	--	--	--
Cumulative Days on Market Until Sale	24	27	+ 12.5%	21	23	+ 9.5%
Percent of Original List Price Received*	102.1%	<b>100.7%</b>	- 1.4%	104.5%	<b>102.3%</b>	- 2.1%
New Listings	33	29	- 12.1%	234	194	- 17.1%

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

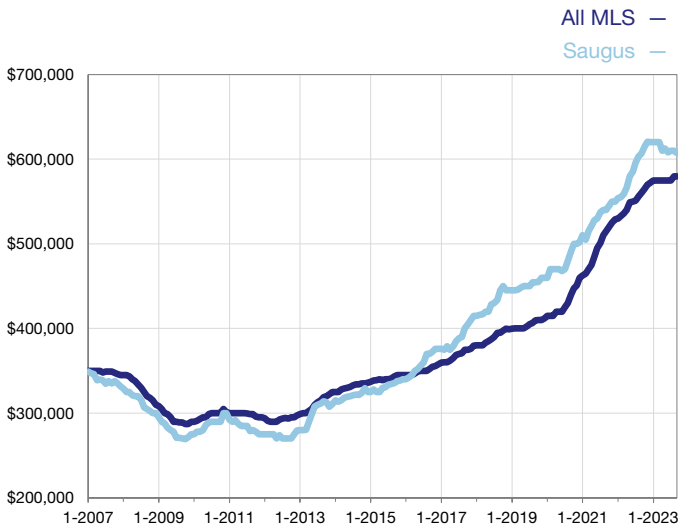
### Condominium Properties

Key Metrics	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	1	9	+ 800.0%	30	31	+ 3.3%
Closed Sales	5	2	- 60.0%	32	23	- 28.1%
Median Sales Price*	\$525,000	<b>\$456,000</b>	- 13.1%	\$470,000	<b>\$450,000</b>	- 4.3%
Inventory of Homes for Sale	1	1	0.0%	--	--	--
Months Supply of Inventory	0.3	0.3	0.0%	--	--	--
Cumulative Days on Market Until Sale	19	27	+ 42.1%	15	22	+ 46.7%
Percent of Original List Price Received*	102.6%	<b>103.4%</b>	+ 0.8%	105.8%	<b>104.4%</b>	- 1.3%
New Listings	1	6	+ 500.0%	32	31	- 3.1%

\* 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

