

Local Market Update – October 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Saugus

Single-Family Properties

Key Metrics	October			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	24	16	- 33.3%	210	186	- 11.4%
Closed Sales	25	20	- 20.0%	197	171	- 13.2%
Median Sales Price*	\$625,000	\$743,000	+ 18.9%	\$629,000	\$620,000	- 1.4%
Inventory of Homes for Sale	44	16	- 63.6%	--	--	--
Months Supply of Inventory	2.2	0.9	- 59.1%	--	--	--
Cumulative Days on Market Until Sale	23	20	- 13.0%	21	23	+ 9.5%
Percent of Original List Price Received*	100.6%	101.9%	+ 1.3%	104.0%	102.3%	- 1.6%
New Listings	25	18	- 28.0%	259	212	- 18.1%

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

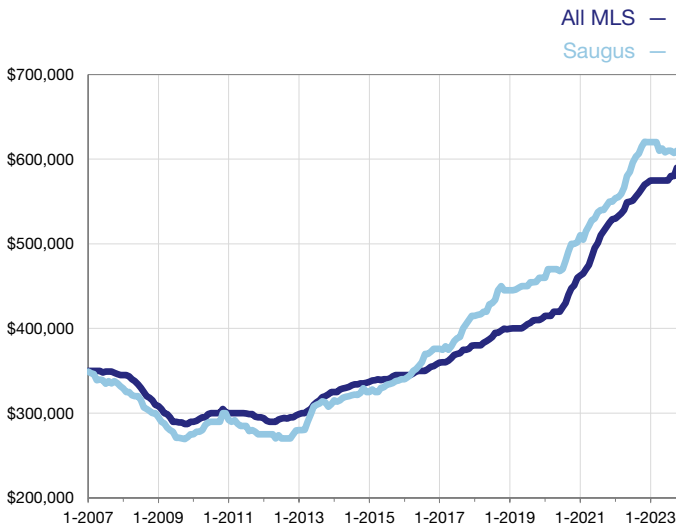
Condominium Properties

Key Metrics	October			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	4	2	- 50.0%	34	33	- 2.9%
Closed Sales	1	8	+ 700.0%	33	31	- 6.1%
Median Sales Price*	\$385,000	\$418,000	+ 8.6%	\$465,000	\$445,000	- 4.3%
Inventory of Homes for Sale	0	1	--	--	--	--
Months Supply of Inventory	0.0	0.3	--	--	--	--
Cumulative Days on Market Until Sale	22	17	- 22.7%	15	21	+ 40.0%
Percent of Original List Price Received*	118.5%	103.0%	- 13.1%	106.2%	104.0%	- 2.1%
New Listings	4	2	- 50.0%	36	33	- 8.3%

* 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

