

Local Market Update – November 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Saugus

Single-Family Properties

Key Metrics	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	23	15	- 34.8%	233	199	- 14.6%
Closed Sales	23	19	- 17.4%	220	190	- 13.6%
Median Sales Price*	\$565,000	\$560,000	- 0.9%	\$625,000	\$610,000	- 2.4%
Inventory of Homes for Sale	25	17	- 32.0%	--	--	--
Months Supply of Inventory	1.2	1.0	- 16.7%	--	--	--
Cumulative Days on Market Until Sale	31	18	- 41.9%	22	22	0.0%
Percent of Original List Price Received*	97.3%	105.5%	+ 8.4%	103.3%	102.6%	- 0.7%
New Listings	15	17	+ 13.3%	274	228	- 16.8%

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

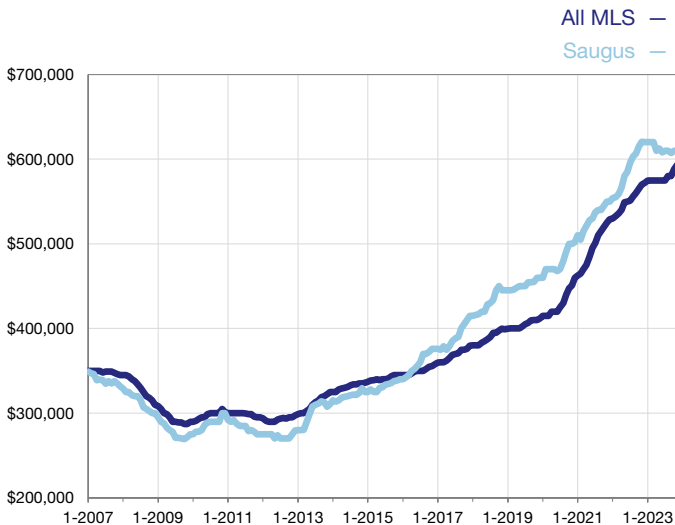
Condominium Properties

Key Metrics	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	1	4	+ 300.0%	35	37	+ 5.7%
Closed Sales	3	3	0.0%	36	34	- 5.6%
Median Sales Price*	\$550,000	\$420,000	- 23.6%	\$470,000	\$440,500	- 6.3%
Inventory of Homes for Sale	1	4	+ 300.0%	--	--	--
Months Supply of Inventory	0.3	1.2	+ 300.0%	--	--	--
Cumulative Days on Market Until Sale	10	10	0.0%	15	20	+ 33.3%
Percent of Original List Price Received*	106.7%	108.0%	+ 1.2%	106.2%	104.4%	- 1.7%
New Listings	2	8	+ 300.0%	38	41	+ 7.9%

* 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

