

Local Market Update – December 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Saugus

Single-Family Properties

Key Metrics	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	11	12	+ 9.1%	244	210	- 13.9%
Closed Sales	25	17	- 32.0%	245	208	- 15.1%
Median Sales Price*	\$560,000	\$580,000	+ 3.6%	\$620,000	\$610,000	- 1.6%
Inventory of Homes for Sale	19	7	- 63.2%	--	--	--
Months Supply of Inventory	0.9	0.4	- 55.6%	--	--	--
Cumulative Days on Market Until Sale	30	20	- 33.3%	23	22	- 4.3%
Percent of Original List Price Received*	98.0%	100.3%	+ 2.3%	102.8%	102.4%	- 0.4%
New Listings	9	7	- 22.2%	283	234	- 17.3%

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

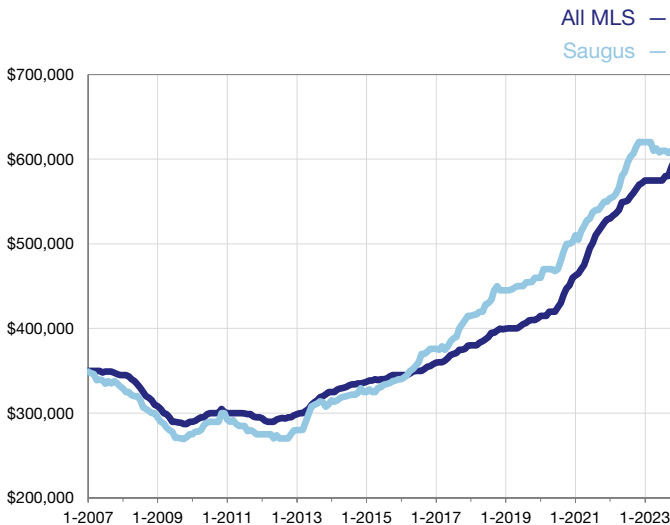
Condominium Properties

Key Metrics	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	2	2	0.0%	37	39	+ 5.4%
Closed Sales	2	4	+ 100.0%	38	39	+ 2.6%
Median Sales Price*	\$462,500	\$412,000	- 10.9%	\$470,000	\$436,000	- 7.2%
Inventory of Homes for Sale	2	3	+ 50.0%	--	--	--
Months Supply of Inventory	0.6	0.9	+ 50.0%	--	--	--
Cumulative Days on Market Until Sale	22	10	- 54.5%	15	18	+ 20.0%
Percent of Original List Price Received*	93.5%	102.0%	+ 9.1%	105.6%	104.4%	- 1.1%
New Listings	3	1	- 66.7%	41	42	+ 2.4%

* 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

