

# Local Market Update for November 2020

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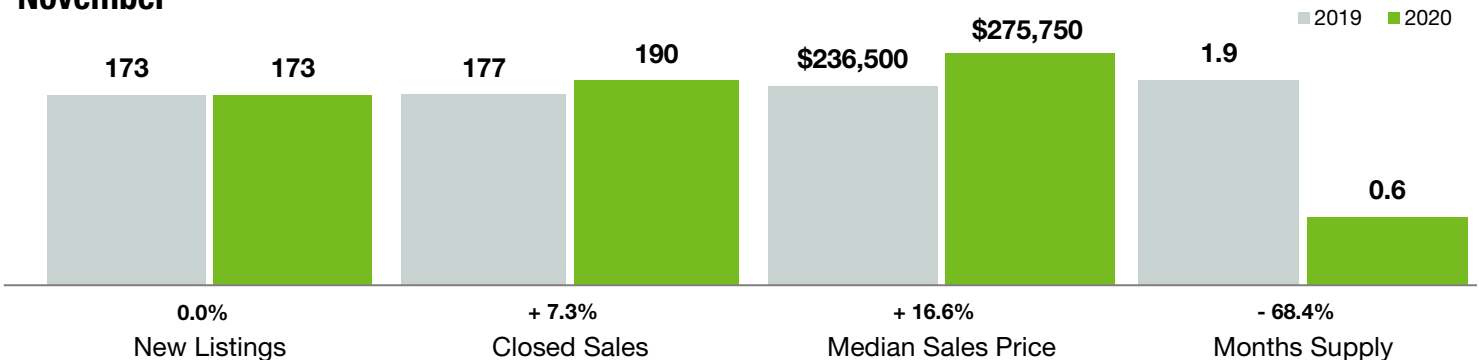
## Concord

North Carolina

| Key Metrics                              | November  |           |                | Year to Date |              |                |
|--|-----------|-----------|----------------|--------------|--------------|----------------|
|  | 2019      | 2020      | Percent Change | Thru 11-2019 | Thru 11-2020 | Percent Change |
| New Listings                             | 173       | 173       | 0.0%           | 2,689        | 2,491        | - 7.4%         |
| Pending Sales                            | 170       | 202       | + 18.8%        | 2,219        | 2,356        | + 6.2%         |
| Closed Sales                             | 177       | 190       | + 7.3%         | 2,164        | 2,219        | + 2.5%         |
| Median Sales Price*                      | \$236,500 | \$275,750 | + 16.6%        | \$244,000    | \$268,745    | + 10.1%        |
| Average Sales Price*                     | \$248,093 | \$301,237 | + 21.4%        | \$260,902    | \$289,999    | + 11.2%        |
| Percent of Original List Price Received* | 96.1%     | 99.1%     | + 3.1%         | 97.1%        | 98.2%        | + 1.1%         |
| List to Close                            | 98        | 70        | - 28.6%        | 94           | 84           | - 10.6%        |
| Days on Market Until Sale                | 37        | 19        | - 48.6%        | 38           | 34           | - 10.5%        |
| Cumulative Days on Market Until Sale     | 46        | 20        | - 56.5%        | 46           | 39           | - 15.2%        |
| Average List Price                       | \$275,755 | \$287,666 | + 4.3%         | \$277,991    | \$299,559    | + 7.8%         |
| Inventory of Homes for Sale              | 369       | 131       | - 64.5%        | --           | --           | --             |
| Months Supply of Inventory               | 1.9       | 0.6       | - 68.4%        | --           | --           | --             |

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### November



### Median Sales Price

Rolling 12-Month Calculation

