

# Local Market Update for October 2023

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION  
FOR MORE INFORMATION, CONTACT A REALTOR®



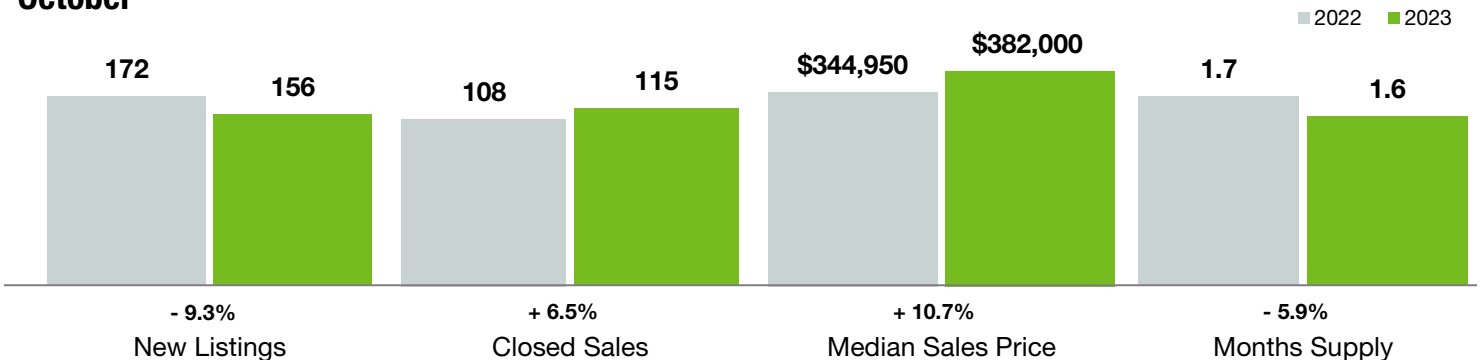
## Concord

North Carolina

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
New Listings	172	156	- 9.3%	2,056	1,445	- 29.7%
Pending Sales	100	119	+ 19.0%	1,668	1,333	- 20.1%
Closed Sales	108	115	+ 6.5%	1,845	1,291	- 30.0%
Median Sales Price*	\$344,950	\$382,000	+ 10.7%	\$372,500	\$365,000	- 2.0%
Average Sales Price*	\$363,082	\$405,148	+ 11.6%	\$398,084	\$393,898	- 1.1%
Percent of Original List Price Received*	94.8%	99.4%	+ 4.9%	101.0%	96.9%	- 4.1%
List to Close	64	71	+ 10.9%	69	82	+ 18.8%
Days on Market Until Sale	25	24	- 4.0%	15	35	+ 133.3%
Cumulative Days on Market Until Sale	27	24	- 11.1%	14	37	+ 164.3%
Average List Price	\$395,169	\$398,551	+ 0.9%	\$393,627	\$418,294	+ 6.3%
Inventory of Homes for Sale	301	197	- 34.6%	--	--	--
Months Supply of Inventory	1.7	1.6	- 5.9%	--	--	--

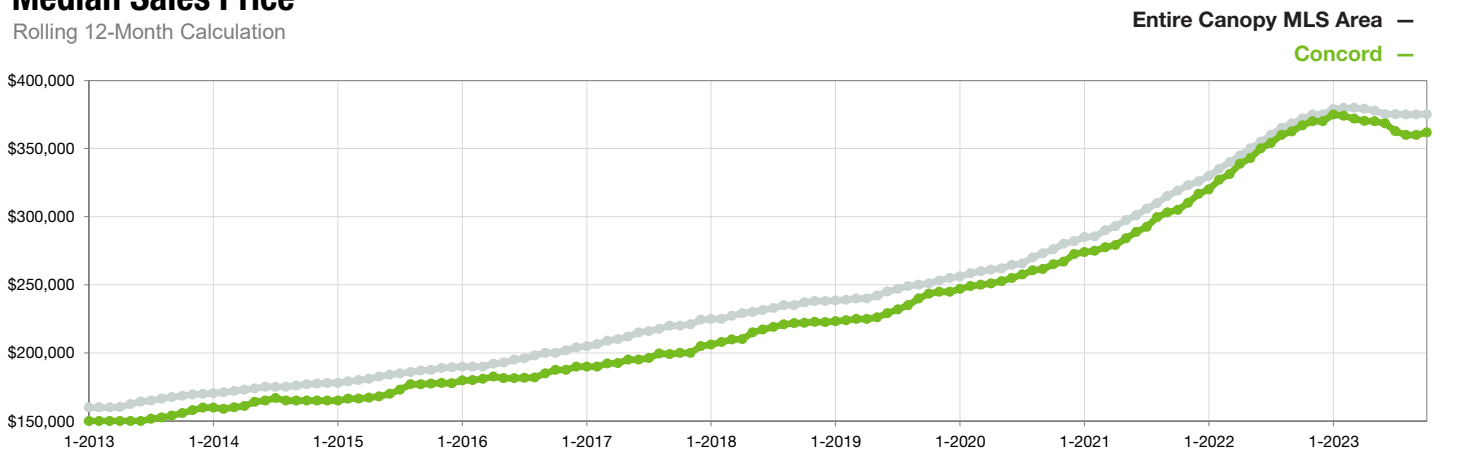
\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

### October



### Median Sales Price

Rolling 12-Month Calculation



Current as of November 5, 2023. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2023 ShowingTime.