

Local Market Update for October 2025

A RESEARCH TOOL PROVIDED BY THE CANOPY REALTOR® ASSOCIATION
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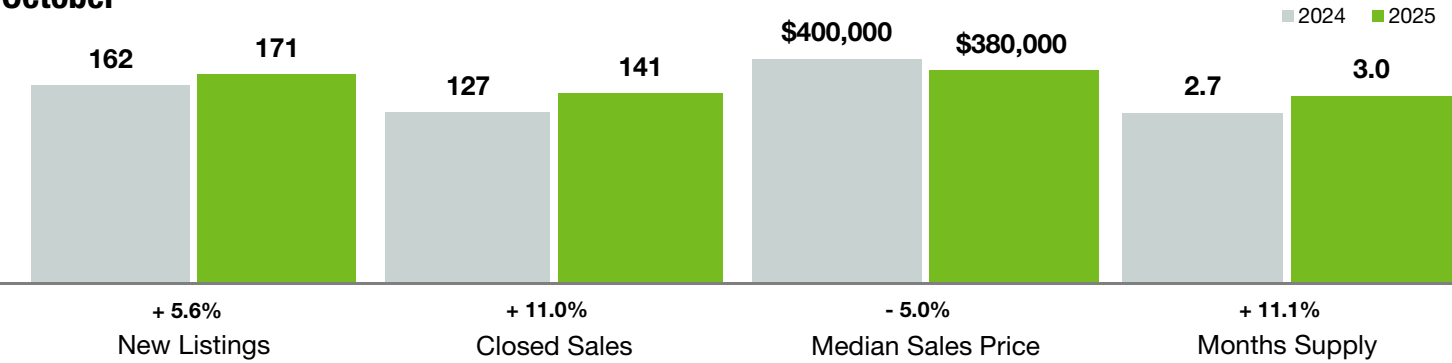
Concord

North Carolina

Key Metrics	October			Year to Date		
	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change
New Listings	162	171	+ 5.6%	1,752	1,872	+ 6.8%
Pending Sales	131	135	+ 3.1%	1,311	1,380	+ 5.3%
Closed Sales	127	141	+ 11.0%	1,269	1,329	+ 4.7%
Median Sales Price*	\$400,000	\$380,000	- 5.0%	\$390,000	\$380,000	- 2.6%
Average Sales Price*	\$420,188	\$456,165	+ 8.6%	\$436,462	\$438,695	+ 0.5%
Percent of Original List Price Received*	95.4%	94.8%	- 0.6%	96.7%	95.6%	- 1.1%
List to Close	83	94	+ 13.3%	77	90	+ 16.9%
Days on Market Until Sale	44	49	+ 11.4%	35	47	+ 34.3%
Cumulative Days on Market Until Sale	46	55	+ 19.6%	38	52	+ 36.8%
Average List Price	\$468,357	\$431,513	- 7.9%	\$458,780	\$463,463	+ 1.0%
Inventory of Homes for Sale	343	398	+ 16.0%	--	--	--
Months Supply of Inventory	2.7	3.0	+ 11.1%	--	--	--

* 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

