

Local Market Update – November 2016

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Concord

Single-Family Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	12	14	+ 16.7%	181	215	+ 18.8%
Closed Sales	8	23	+ 187.5%	172	201	+ 16.9%
Median Sales Price*	\$700,000	\$950,000	+ 35.7%	\$953,500	\$950,000	- 0.4%
Inventory of Homes for Sale	58	46	- 20.7%	--	--	--
Months Supply of Inventory	3.7	2.5	- 32.4%	--	--	--
Cumulative Days on Market Until Sale	113	87	- 23.0%	75	89	+ 18.7%
Percent of Original List Price Received*	92.2%	95.7%	+ 3.8%	96.1%	95.0%	- 1.1%
New Listings	10	8	- 20.0%	273	277	+ 1.5%

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

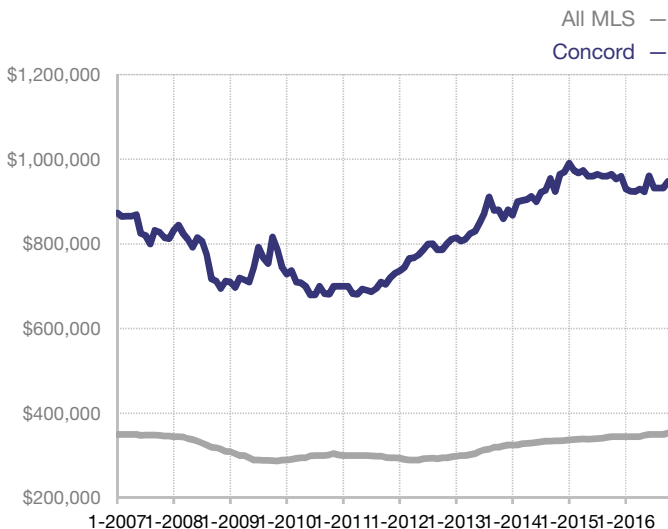
Condominium Properties

Key Metrics	November			Year to Date		
	2015	2016	+ / -	2015	2016	+ / -
Pending Sales	3	5	+ 66.7%	46	52	+ 13.0%
Closed Sales	3	10	+ 233.3%	43	48	+ 11.6%
Median Sales Price*	\$330,000	\$484,500	+ 46.8%	\$582,500	\$476,000	- 18.3%
Inventory of Homes for Sale	14	10	- 28.6%	--	--	--
Months Supply of Inventory	3.7	2.3	- 37.8%	--	--	--
Cumulative Days on Market Until Sale	65	69	+ 6.2%	56	65	+ 16.1%
Percent of Original List Price Received*	97.9%	96.6%	- 1.3%	100.1%	97.2%	- 2.9%
New Listings	7	9	+ 28.6%	66	55	- 16.7%

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

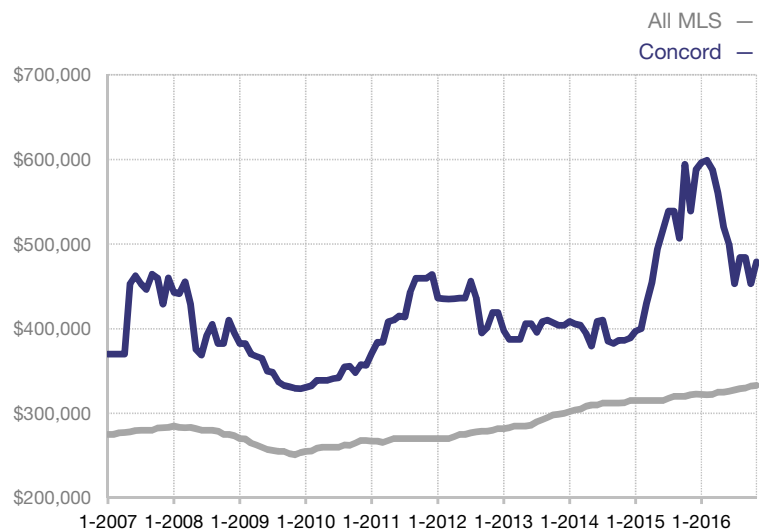
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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