

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Concord

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	26	11	- 57.7%	161	135	- 16.1%
Closed Sales	29	18	- 37.9%	136	126	- 7.4%
Median Sales Price*	\$903,000	\$1,257,500	+ 39.3%	\$1,067,000	\$1,274,750	+ 19.5%
Inventory of Homes for Sale	73	86	+ 17.8%	--	--	--
Months Supply of Inventory	3.9	4.8	+ 23.1%	--	--	--
Cumulative Days on Market Until Sale	42	72	+ 71.4%	69	74	+ 7.2%
Percent of Original List Price Received*	97.9%	97.1%	- 0.8%	97.8%	97.3%	- 0.5%
New Listings	18	12	- 33.3%	219	220	+ 0.5%

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

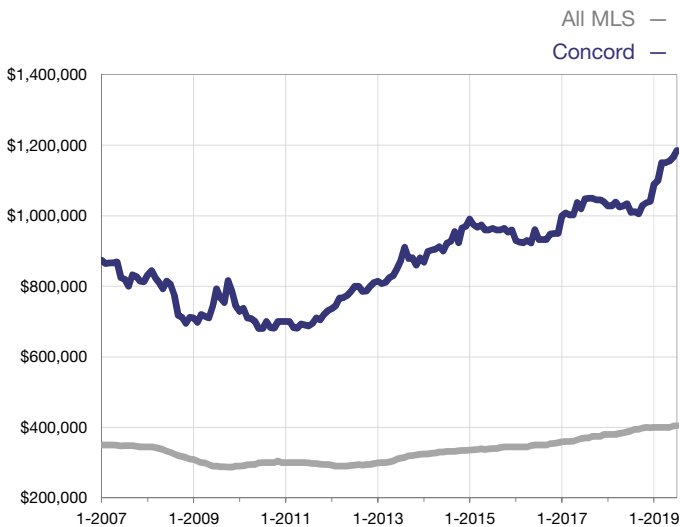
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	3	6	+ 100.0%	30	47	+ 56.7%
Closed Sales	3	10	+ 233.3%	31	42	+ 35.5%
Median Sales Price*	\$590,000	\$615,000	+ 4.2%	\$640,000	\$660,500	+ 3.2%
Inventory of Homes for Sale	14	6	- 57.1%	--	--	--
Months Supply of Inventory	2.9	1.2	- 58.6%	--	--	--
Cumulative Days on Market Until Sale	104	52	- 50.0%	112	59	- 47.3%
Percent of Original List Price Received*	94.3%	99.8%	+ 5.8%	96.9%	99.6%	+ 2.8%
New Listings	3	6	+ 100.0%	32	54	+ 68.8%

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

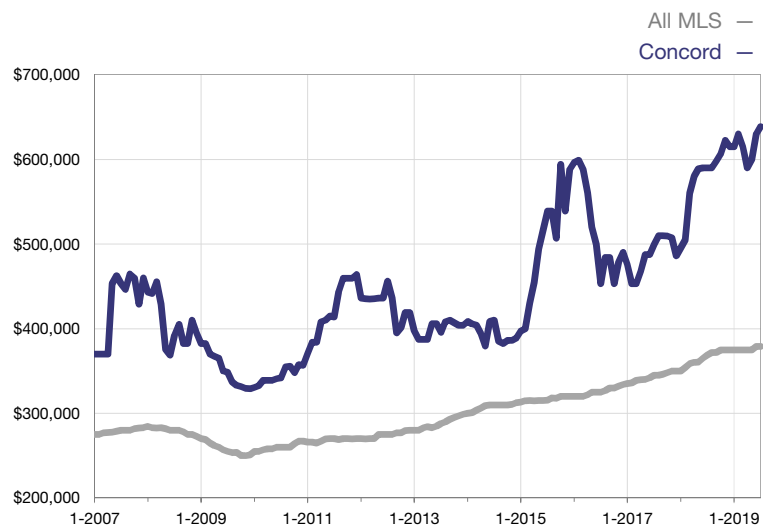
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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