

Local Market Update – September 2020

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Concord

Single-Family Properties

Key Metrics	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	9	19	+ 111.1%	152	185	+ 21.7%
Closed Sales	11	23	+ 109.1%	154	176	+ 14.3%
Median Sales Price*	\$1,160,000	\$1,405,000	+ 21.1%	\$1,250,000	\$1,175,000	- 6.0%
Inventory of Homes for Sale	111	46	- 58.6%	--	--	--
Months Supply of Inventory	6.7	2.6	- 61.2%	--	--	--
Cumulative Days on Market Until Sale	52	66	+ 26.9%	72	88	+ 22.2%
Percent of Original List Price Received*	95.5%	98.7%	+ 3.4%	97.0%	96.3%	- 0.7%
New Listings	48	33	- 31.3%	271	220	- 18.8%

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

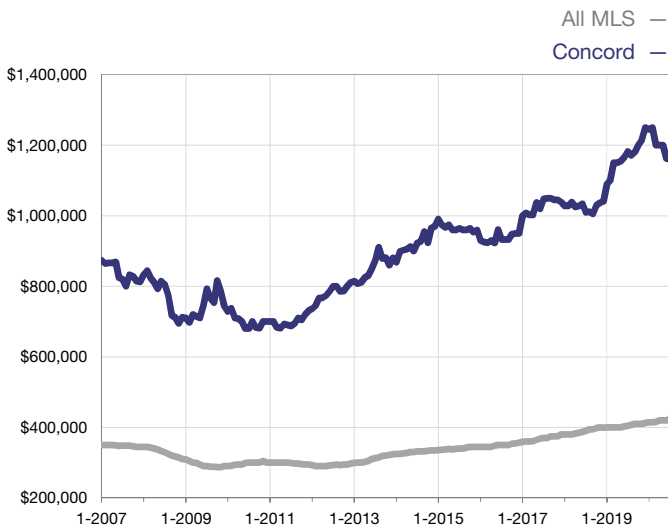
Condominium Properties

Key Metrics	September			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
Pending Sales	5	2	- 60.0%	58	43	- 25.9%
Closed Sales	8	6	- 25.0%	57	43	- 24.6%
Median Sales Price*	\$498,050	\$480,000	- 3.6%	\$600,000	\$540,000	- 10.0%
Inventory of Homes for Sale	13	5	- 61.5%	--	--	--
Months Supply of Inventory	2.2	1.1	- 50.0%	--	--	--
Cumulative Days on Market Until Sale	36	24	- 33.3%	52	54	+ 3.8%
Percent of Original List Price Received*	98.8%	99.6%	+ 0.8%	99.7%	98.0%	- 1.7%
New Listings	10	2	- 80.0%	72	48	- 33.3%

* 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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