Local Market Update – March 2021

A RESEARCH TOOL PROVIDED BY THE **MASSACHUSETTS ASSOCIATION OF REALTORS®**

Concord

Single-Family Properties

	March			Year to Date		
Key Metrics	**2020**	**2021**	**+ / –**	**2020**	**2021**	**+ / –**
Pending Sales	25	**21**	- 16.0%	62	**45**	- 27.4%
Closed Sales	10	**12**	+ 20.0%	36	**33**	- 8.3%
Median Sales Price*	$1,023,500	**$1,455,000**	+ 42.2%	$1,200,000	**$1,500,000**	+ 25.0%
Inventory of Homes for Sale	47	**15**	- 68.1%	--	--	--
Months Supply of Inventory	2.7	**0.8**	- 70.4%	--	--	--
Cumulative Days on Market Until Sale	54	**118**	+ 118.5%	139	**87**	- 37.4%
Percent of Original List Price Received*	98.6%	**99.5%**	+ 0.9%	93.4%	**98.1%**	+ 5.0%
New Listings	26	**19**	- 26.9%	77	**49**	- 36.4%

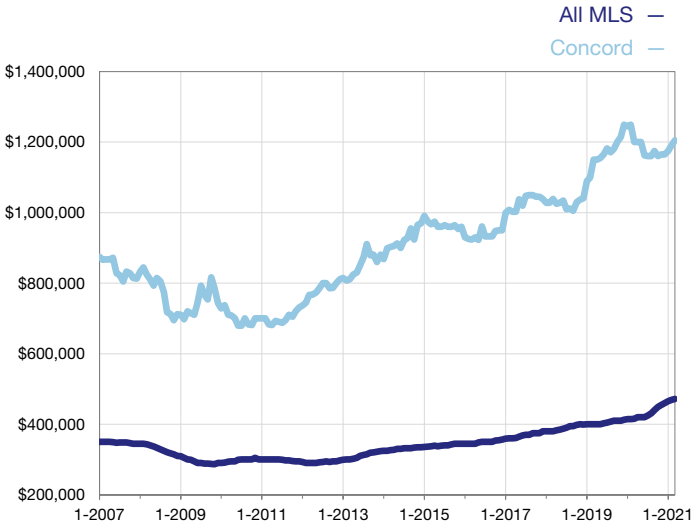
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

Condominium Properties

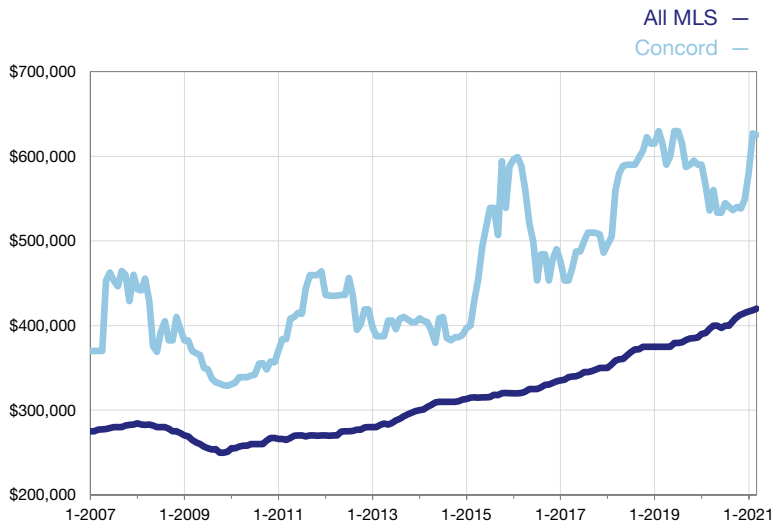
	March			Year to Date		
Key Metrics	**2020**	**2021**	**+ / –**	**2020**	**2021**	**+ / –**
Pending Sales	5	**3**	- 40.0%	16	**7**	- 56.3%
Closed Sales	4	**3**	- 25.0%	8	**8**	0.0%
Median Sales Price*	$473,150	**$500,000**	+ 5.7%	$454,450	**$580,000**	+ 27.6%
Inventory of Homes for Sale	8	**6**	- 25.0%	--	--	--
Months Supply of Inventory	1.5	**1.4**	- 6.7%	--	--	--
Cumulative Days on Market Until Sale	75	**15**	- 80.0%	86	**10**	- 88.4%
Percent of Original List Price Received*	100.1%	**109.3%**	+ 9.2%	96.5%	**106.5%**	+ 10.4%
New Listings	7	**6**	- 14.3%	18	**13**	- 27.8%

* 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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