

Local Market Update – May 2021

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Concord

Single-Family Properties

| Key Metrics | May | | | Year to Date | | |
|--|-----------|--------------------|---------|--------------|--------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 27 | 20 | - 25.9% | 94 | 88 | - 6.4% |
| Closed Sales | 19 | 11 | - 42.1% | 80 | 59 | - 26.3% |
| Median Sales Price* | \$985,000 | \$1,503,444 | + 52.6% | \$1,162,000 | \$1,503,444 | + 29.4% |
| Inventory of Homes for Sale | 49 | 16 | - 67.3% | -- | -- | -- |
| Months Supply of Inventory | 2.9 | 0.9 | - 69.0% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 69 | 24 | - 65.2% | 114 | 64 | - 43.9% |
| Percent of Original List Price Received* | 97.6% | 105.8% | + 8.4% | 95.1% | 100.5% | + 5.7% |
| New Listings | 36 | 17 | - 52.8% | 121 | 97 | - 19.8% |

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

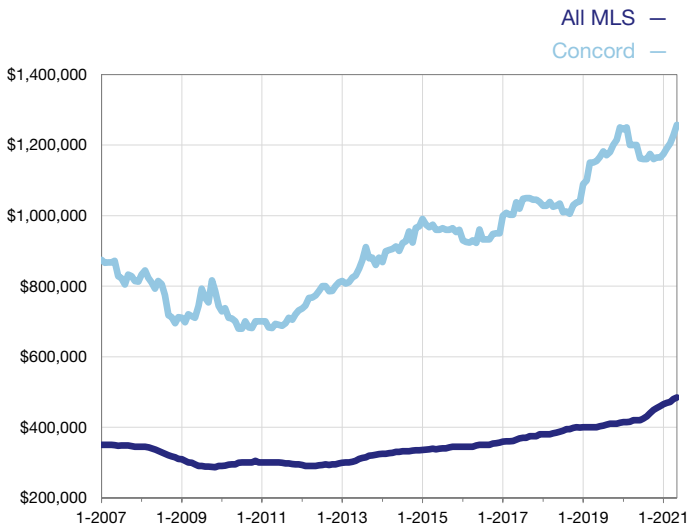
Condominium Properties

| Key Metrics | May | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2020 | 2021 | + / - | 2020 | 2021 | + / - |
| Pending Sales | 4 | 6 | + 50.0% | 23 | 19 | - 17.4% |
| Closed Sales | 8 | 7 | - 12.5% | 24 | 17 | - 29.2% |
| Median Sales Price* | \$519,500 | \$525,000 | + 1.1% | \$538,200 | \$565,000 | + 5.0% |
| Inventory of Homes for Sale | 8 | 2 | - 75.0% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 0.5 | - 66.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 41 | 18 | - 56.1% | 64 | 14 | - 78.1% |
| Percent of Original List Price Received* | 96.6% | 104.1% | + 7.8% | 97.1% | 105.4% | + 8.5% |
| New Listings | 6 | 5 | - 16.7% | 26 | 23 | - 11.5% |

* 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

