

Local Market Update – March 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Concord

Single-Family Properties

Key Metrics	March			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	16	15	- 6.3%	40	35	- 12.5%
Closed Sales	16	12	- 25.0%	29	23	- 20.7%
Median Sales Price*	\$1,701,000	\$1,588,225	- 6.6%	\$1,500,000	\$1,626,450	+ 8.4%
Inventory of Homes for Sale	20	28	+ 40.0%	--	--	--
Months Supply of Inventory	1.3	1.9	+ 46.2%	--	--	--
Cumulative Days on Market Until Sale	25	93	+ 272.0%	26	82	+ 215.4%
Percent of Original List Price Received*	104.7%	101.7%	- 2.9%	107.2%	98.7%	- 7.9%
New Listings	27	24	- 11.1%	56	50	- 10.7%

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

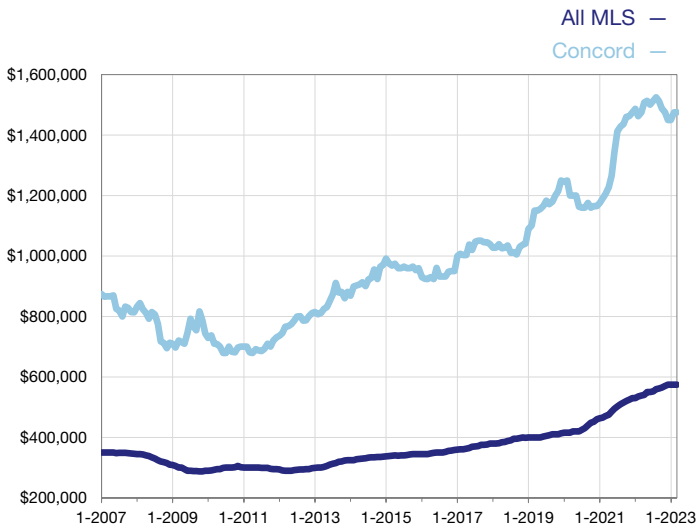
Condominium Properties

Key Metrics	March			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	4	7	+ 75.0%	8	13	+ 62.5%
Closed Sales	1	6	+ 500.0%	4	8	+ 100.0%
Median Sales Price*	\$917,500	\$669,950	- 27.0%	\$715,750	\$603,275	- 15.7%
Inventory of Homes for Sale	4	6	+ 50.0%	--	--	--
Months Supply of Inventory	1.1	2.1	+ 90.9%	--	--	--
Cumulative Days on Market Until Sale	16	22	+ 37.5%	17	28	+ 64.7%
Percent of Original List Price Received*	97.7%	103.6%	+ 6.0%	105.3%	102.0%	- 3.1%
New Listings	5	5	0.0%	12	18	+ 50.0%

* 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

