

# Local Market Update – September 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Concord

### Single-Family Properties

Key Metrics	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	15	9	- 40.0%	145	123	- 15.2%
Closed Sales	12	10	- 16.7%	140	116	- 17.1%
Median Sales Price*	\$962,500	<b>\$1,800,000</b>	+ 87.0%	\$1,562,500	<b>\$1,597,000</b>	+ 2.2%
Inventory of Homes for Sale	46	25	- 45.7%	--	--	--
Months Supply of Inventory	3.0	1.9	- 36.7%	--	--	--
Cumulative Days on Market Until Sale	32	45	+ 40.6%	22	47	+ 113.6%
Percent of Original List Price Received*	99.4%	99.1%	- 0.3%	105.7%	102.2%	- 3.3%
New Listings	36	16	- 55.6%	203	146	- 28.1%

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

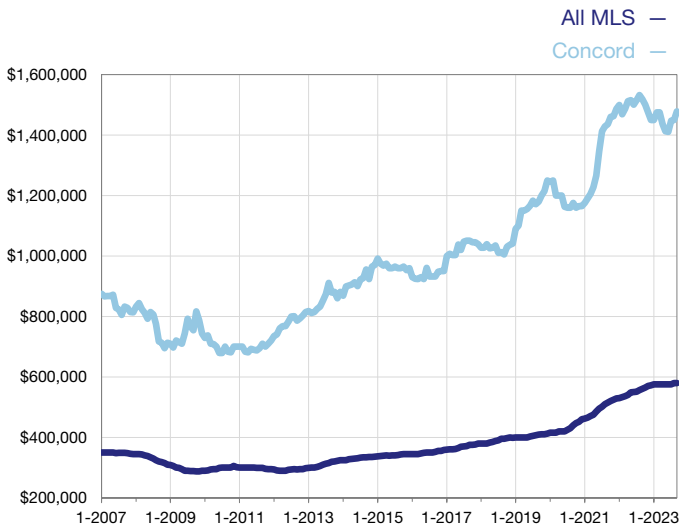
### Condominium Properties

Key Metrics	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	1	5	+ 400.0%	26	32	+ 23.1%
Closed Sales	1	3	+ 200.0%	27	29	+ 7.4%
Median Sales Price*	\$810,000	<b>\$610,000</b>	- 24.7%	\$780,000	<b>\$680,000</b>	- 12.8%
Inventory of Homes for Sale	4	4	0.0%	--	--	--
Months Supply of Inventory	1.3	1.3	0.0%	--	--	--
Cumulative Days on Market Until Sale	35	110	+ 214.3%	20	47	+ 135.0%
Percent of Original List Price Received*	101.4%	98.0%	- 3.4%	106.6%	100.3%	- 5.9%
New Listings	1	7	+ 600.0%	31	40	+ 29.0%

\* 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

