

Local Market Update – October 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Concord

Single-Family Properties

Key Metrics	October			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	20	17	- 15.0%	165	140	- 15.2%
Closed Sales	16	14	- 12.5%	156	130	- 16.7%
Median Sales Price*	\$1,240,500	\$1,326,500	+ 6.9%	\$1,526,000	\$1,584,500	+ 3.8%
Inventory of Homes for Sale	41	23	- 43.9%	--	--	--
Months Supply of Inventory	2.6	1.8	- 30.8%	--	--	--
Cumulative Days on Market Until Sale	27	60	+ 122.2%	23	49	+ 113.0%
Percent of Original List Price Received*	104.6%	104.1%	- 0.5%	105.6%	102.4%	- 3.0%
New Listings	18	18	0.0%	221	163	- 26.2%

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

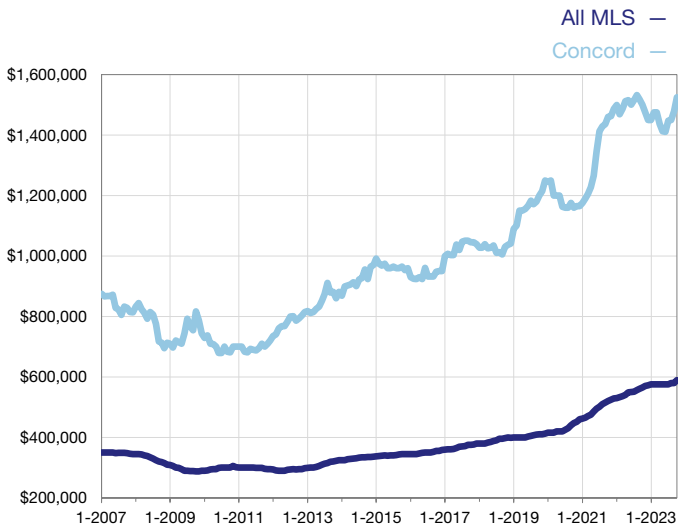
Condominium Properties

Key Metrics	October			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	1	5	+ 400.0%	27	36	+ 33.3%
Closed Sales	1	3	+ 200.0%	28	32	+ 14.3%
Median Sales Price*	\$481,500	\$640,500	+ 33.0%	\$765,000	\$677,500	- 11.4%
Inventory of Homes for Sale	5	4	- 20.0%	--	--	--
Months Supply of Inventory	1.7	1.2	- 29.4%	--	--	--
Cumulative Days on Market Until Sale	47	48	+ 2.1%	21	47	+ 123.8%
Percent of Original List Price Received*	104.7%	97.1%	- 7.3%	106.5%	100.0%	- 6.1%
New Listings	3	4	+ 33.3%	34	44	+ 29.4%

* 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

