

Local Market Update – May 2018

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Concord

Single-Family Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	26	32	+ 23.1%	81	115	+ 42.0%
Closed Sales	17	24	+ 41.2%	50	73	+ 46.0%
Median Sales Price*	\$1,270,000	\$1,275,564	+ 0.4%	\$1,060,000	\$1,059,000	- 0.1%
Inventory of Homes for Sale	95	86	- 9.5%	--	--	--
Months Supply of Inventory	5.4	4.8	- 11.1%	--	--	--
Cumulative Days on Market Until Sale	71	82	+ 15.5%	94	89	- 5.3%
Percent of Original List Price Received*	99.8%	98.2%	- 1.6%	95.1%	97.2%	+ 2.2%
New Listings	51	44	- 13.7%	156	168	+ 7.7%

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

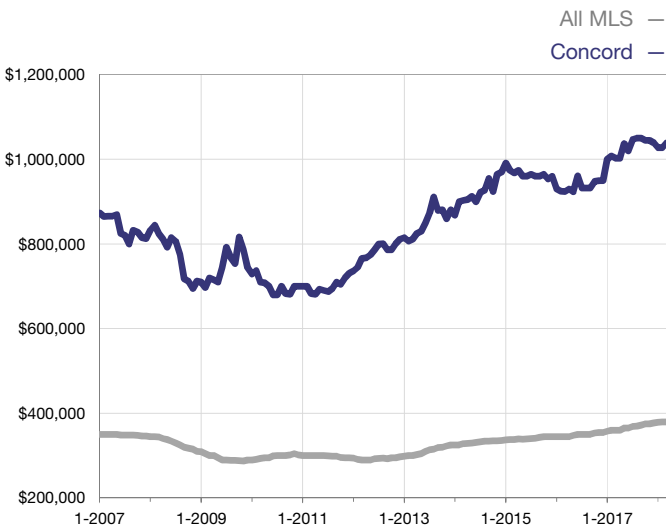
Condominium Properties

Key Metrics	May			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
Pending Sales	4	5	+ 25.0%	16	24	+ 50.0%
Closed Sales	5	2	- 60.0%	18	21	+ 16.7%
Median Sales Price*	\$540,000	\$868,750	+ 60.9%	\$472,500	\$675,000	+ 42.9%
Inventory of Homes for Sale	14	10	- 28.6%	--	--	--
Months Supply of Inventory	3.1	2.1	- 32.3%	--	--	--
Cumulative Days on Market Until Sale	59	94	+ 59.3%	69	129	+ 87.0%
Percent of Original List Price Received*	101.1%	98.7%	- 2.4%	97.8%	96.7%	- 1.1%
New Listings	8	6	- 25.0%	27	22	- 18.5%

* 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



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