

Concord, MA Area Market Review

2014 - 2018 As of December 31, 2018

Prepared by Marilyn Messenger on Tuesday, January 08, 2019

Single Family

Listing Inventory on December 31	2014	2015	2016	2017	2018
Listing Units	21	43	29	53	42
Median Days on Market	162	92	187	116	117
Median List Price	\$1,129,000.00	\$1,585,000.00	\$1,498,000.00	\$1,565,000.00	\$1,409,450.00
Median List \$ / SqFt	\$340.36	\$373.56	\$351.53	\$409.23	\$399.06
Approximate Absorption Rate	71.43%	37.21%	63.51%	30.35%	45.04%
Approximate Months Supply of Inventory	1.40	2.69	1.57	3.30	2.22
Listed (Year to Date)	2014	2015	2016	2017	2018
Listing Units (Taken)	234	295	288	306	303
Median Original List Price	\$1,077,000.00	\$979,000.00	\$1,162,500.00	\$1,098,500.00	\$1,199,500.00
Median Original List \$ / SqFt	\$352.79	\$354.50	\$371.54	\$371.63	\$376.33
Went Pending (Year to Date)	2014	2015	2016	2017	2018
Listing Units (Went Pending)	194	208	236	206	245
Median List Price	\$989,499.50	\$898,500.00	\$995,000.00	\$1,011,950.00	\$1,069,000.00
Median List \$ / SqFt	\$343.93	\$341.27	\$351.09	\$349.17	\$368.89
Median Days to Offer	17	23	25	20	19
Listed & Price Changed (Year to Date)	2014	2015	2016	2017	2018
Listing Units (Price Changed)	69	102	99	99	98
Median Original List Price	\$1,195,000.00	\$989,950.00	\$1,185,000.00	\$1,099,000.00	\$1,344,000.00
Median Original List \$ / SqFt	\$350.00	\$367.12	\$372.72	\$364.85	\$372.13
Sold (Year to Date)	2014	2015	2016	2017	2018
Closed Units (Sold)	179	191	221	193	227
Median Days on Market	51	47	56	37	31
Median Days to Offer	17	23	25	20	19
Median Sale Price	\$970,000.00	\$960,000.00	\$950,000.00	\$1,039,000.00	\$1,041,000.00
Median Sale \$ / SqFt	\$338.51	\$332.38	\$347.15	\$347.78	\$365.46
Median List Price	\$989,000.00	\$975,000.00	\$969,000.00	\$1,059,000.00	\$1,059,000.00
Median List \$ / SqFt	\$346.10	\$341.39	\$353.56	\$356.70	\$368.44
Median Original List Price	\$989,999.00	\$975,000.00	\$979,000.00	\$1,079,000.00	\$1,099,000.00
Median Original List \$ / SqFt	\$353.65	\$348.48	\$362.04	\$365.80	\$376.22
Median Sale Price as % of List Price	98.44%	98.14%	97.31%	98.14%	99.09%
Median Sale Price as % of Original List Price	97.34%	97.19%	96.61%	97.24%	97.97%
Median Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	N/A
Sold Units - Short Sale	1	0	0	0	2
Sold Units - Lender-Owned	1	1	1	0	1
12-Month Activity as of December 31	2014	2015	2016	2017	2018
Units Listed	234	296	288	306	303
Units Price Changed	69	102	99	99	98
Units Went Pending	194	208	237	206	245
Units Sold	180	192	221	193	227

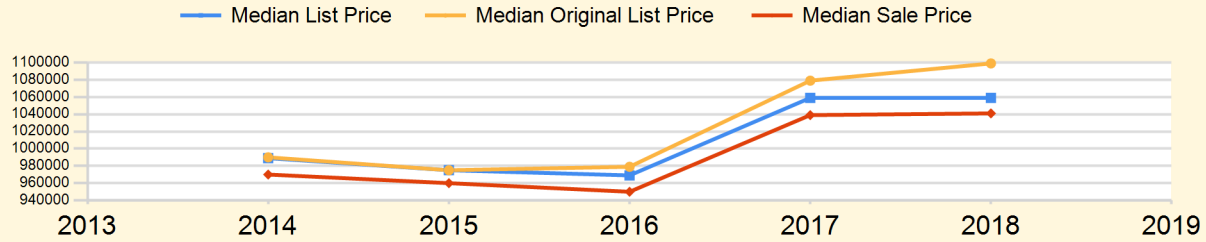
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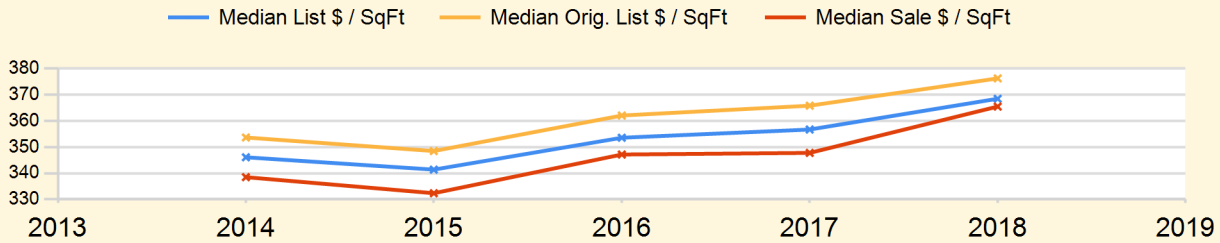
Single Family

Median Price (Sold Inventory - Year to Date)



Solds / Year	2014	2015	2016	2017	2018
List Price	\$989,000.00	\$975,000.00	\$969,000.00	\$1,059,000.00	\$1,059,000.00
Original List Price	\$989,999.00	\$975,000.00	\$979,000.00	\$1,079,000.00	\$1,099,000.00
Sale Price	\$970,000.00	\$960,000.00	\$950,000.00	\$1,039,000.00	\$1,041,000.00

Median Price / SqFt (Sold Inventory - Year to Date)



Solds / Year	2014	2015	2016	2017	2018
List \$ / SqFt	\$346.10	\$341.39	\$353.56	\$356.70	\$368.44
Orig. List \$ / SqFt	\$353.65	\$348.48	\$362.04	\$365.80	\$376.22
Sale \$ / SqFt	\$338.51	\$332.38	\$347.15	\$347.78	\$365.46

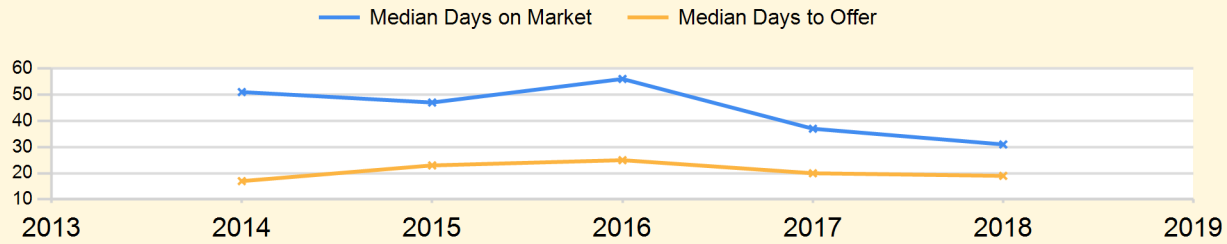
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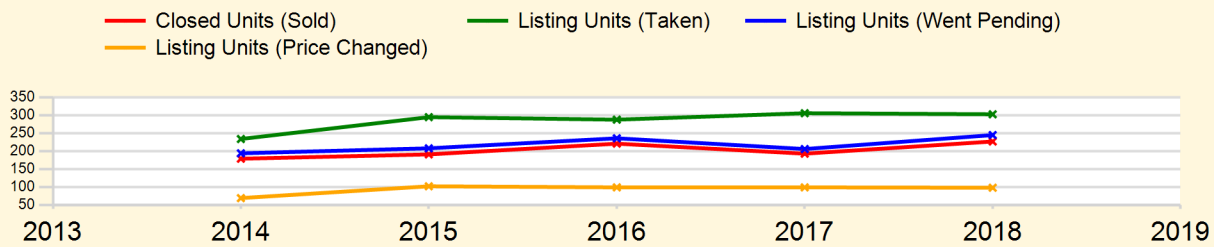
Single Family

Median Days to Offer (Sold Inventory - Year to Date)



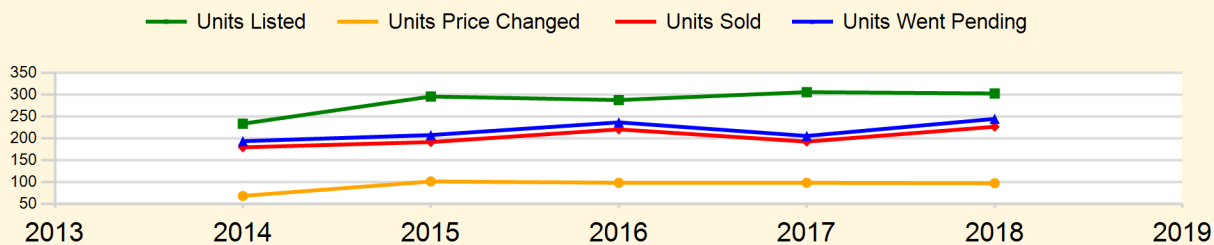
Solds / Year	2014	2015	2016	2017	2018
Days on Market	51	47	56	37	31
Days to Offer	17	23	25	20	19

Listing Units (Year to Date)



Category / Year	2014	2015	2016	2017	2018
Units Sold	179	191	221	193	227
Units Price Changed	69	102	99	99	98
Units Taken	234	295	288	306	303
Units Went Pending	194	208	236	206	245

12 Months Activity



Category / Year	2014	2015	2016	2017	2018
Units Listed	234	296	288	306	303
Units Price Changed	69	102	99	99	98
Units Sold	180	192	221	193	227
Units Went Pending	194	208	237	206	245