

# Concord, MA Area Market Review

2018 vs. 2017 As of November 5, 2018

Prepared by Marilyn Messenger on Monday, November 05, 2018

## Single Family

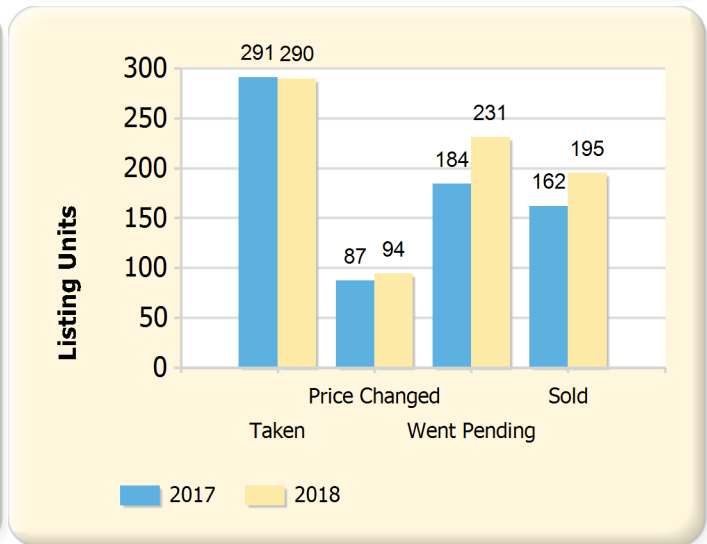
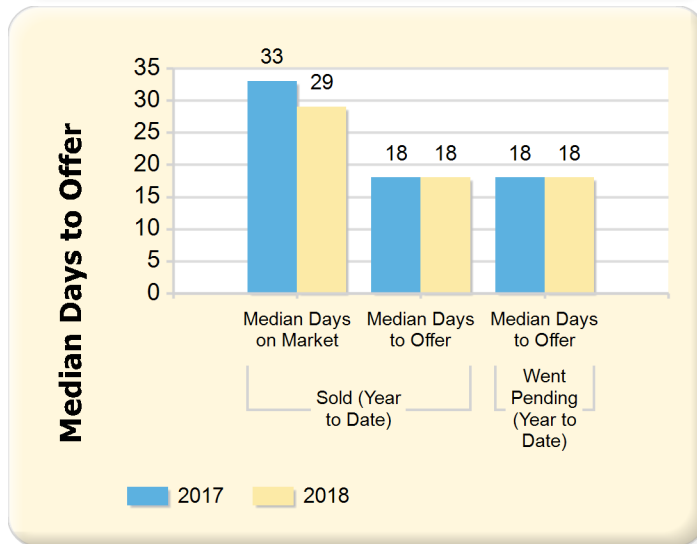
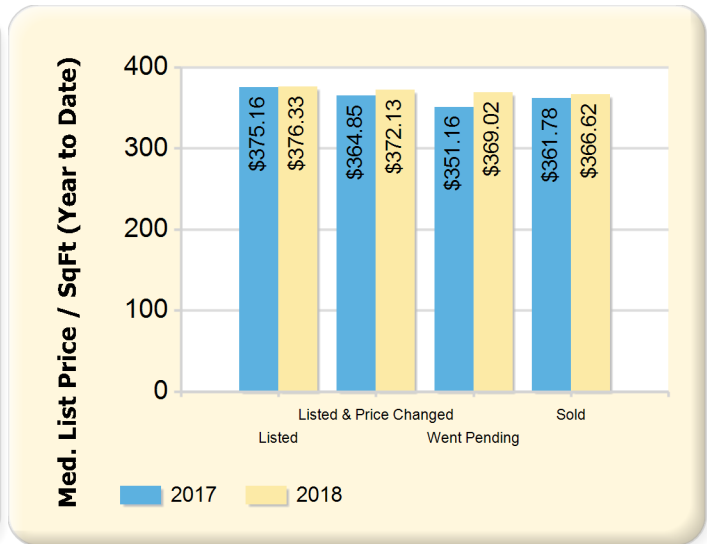
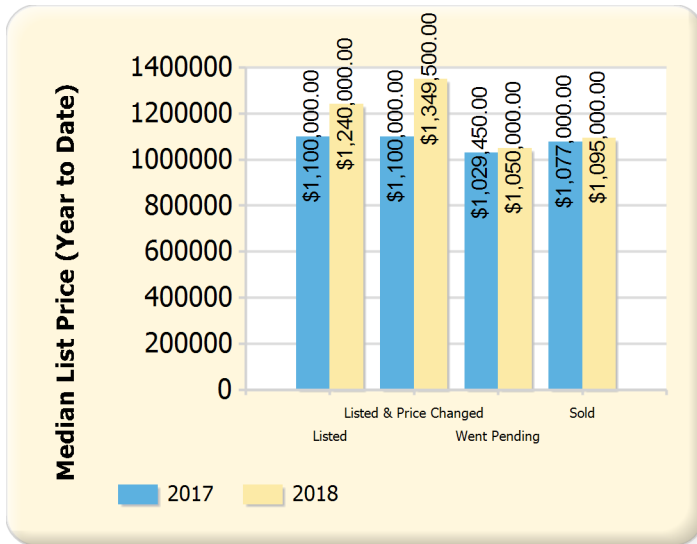
Listing Inventory on November 5	2017	2018	Var.	Var. %	Trend
Listing Units	83	68	-15	-18.07%	↓
Median Days on Market	109	72	-37	-33.94%	↓
Median List Price	\$1,549,000.00	\$1,469,000.00	-\$80,000.00	-5.16%	↓
Median List \$ / SqFt	\$387.07	\$385.68	-\$1.39	-0.36%	↓
Approximate Absorption Rate	19.78%	27.70%	7.92%	40.04%	↑
Approximate Months Supply of Inventory	5.06	3.61	-1.45	-28.66%	↓
Listed (Year to Date)	2017	2018	Var.	Var. %	Trend
Listing Units (Taken)	291	290	-1	-0.34%	↓
Median Original List Price	\$1,100,000.00	\$1,240,000.00	\$140,000.00	12.73%	↑
Median Original List \$ / SqFt	\$375.16	\$376.33	\$1.17	0.31%	↑
Went Pending (Year to Date)	2017	2018	Var.	Var. %	Trend
Listing Units (Went Pending)	184	231	47	25.54%	↑
Median List Price	\$1,029,450.00	\$1,050,000.00	\$20,550.00	2%	↑
Median List \$ / SqFt	\$351.16	\$369.02	\$17.86	5.09%	↑
Median Days to Offer	18	18	0	0%	↔
Listed & Price Changed (Year to Date)	2017	2018	Var.	Var. %	Trend
Listing Units (Price Changed)	87	94	7	8.05%	↑
Median Original List Price	\$1,100,000.00	\$1,349,500.00	\$249,500.00	22.68%	↑
Median Original List \$ / SqFt	\$364.85	\$372.13	\$7.28	2%	↑
Sold (Year to Date)	2017	2018	Var.	Var. %	Trend
Closed Units (Sold)	162	195	33	20.37%	↑
Median Days on Market	33	29	-4	-12.12%	↓
Median Days to Offer	18	18	0	0%	↔
Median Sale Price	\$1,050,055.50	\$1,080,000.00	\$29,944.50	2.85%	↑
Median Sale \$ / SqFt	\$352.18	\$363.19	\$11.01	3.13%	↑
Median List Price	\$1,077,000.00	\$1,095,000.00	\$18,000.00	1.67%	↑
Median List \$ / SqFt	\$361.78	\$366.62	\$4.84	1.34%	↑
Median Original List Price	\$1,100,000.00	\$1,125,000.00	\$25,000.00	2.27%	↑
Median Original List \$ / SqFt	\$366.29	\$375.00	\$8.71	2.38%	↑
Median Sale Price as % of List Price	98.21%	99.44%	1.23%	1.25%	↑
Median Sale Price as % of Original List Price	97.15%	98.21%	1.06%	1.09%	↑
Median Sale Price as % of Assessed Price	N/A	N/A	N/A	N/A	↔
Sold Units - Short Sale	0	2	2	0%	↑
Sold Units - Lender-Owned	0	1	1	0%	↑
12-Month Activity as of November 5	2017	2018	Var.	Var. %	Trend
Units Listed	295	305	10	3.39%	↑
Units Price Changed	88	98	10	11.36%	↑
Units Went Pending	201	252	51	25.37%	↑
Units Sold	197	226	29	14.72%	↑

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## 12 Months Activity

