Local Market Update – June 2020

A RESEARCH TOOL PROVIDED BY THE **MASSACHUSETTS ASSOCIATION OF REALTORS®**

Falmouth

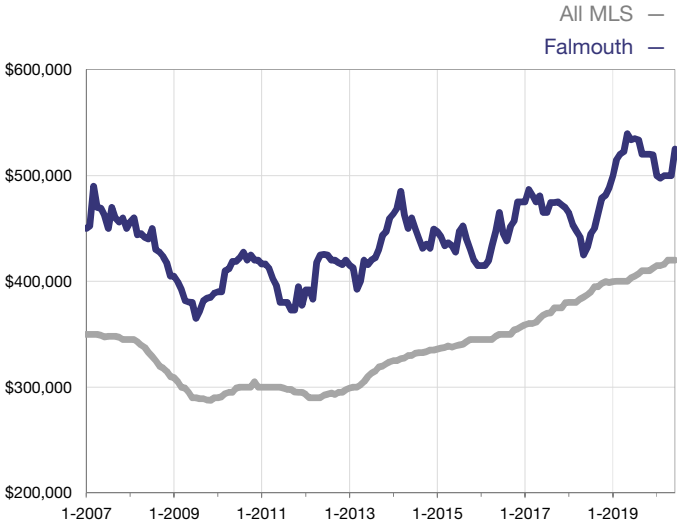
Single-Family Properties	June			Year to Date		
Key Metrics	**2019**	**2020**	**+ / –**	**2019**	**2020**	**+ / –**
Pending Sales	27	**55**	+ 103.7%	141	**190**	+ 34.8%
Closed Sales	29	**26**	- 10.3%	128	**135**	+ 5.5%
Median Sales Price*	$435,000	**$546,000**	+ 25.5%	$492,500	**$515,000**	+ 4.6%
Inventory of Homes for Sale	163	**90**	- 44.8%	--	--	--
Months Supply of Inventory	6.9	**3.5**	- 49.3%	--	--	--
Cumulative Days on Market Until Sale	89	**84**	- 5.6%	106	**103**	- 2.8%
Percent of Original List Price Received*	95.2%	**94.8%**	- 0.4%	94.2%	**93.8%**	- 0.4%
New Listings	29	**41**	+ 41.4%	232	**224**	- 3.4%

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

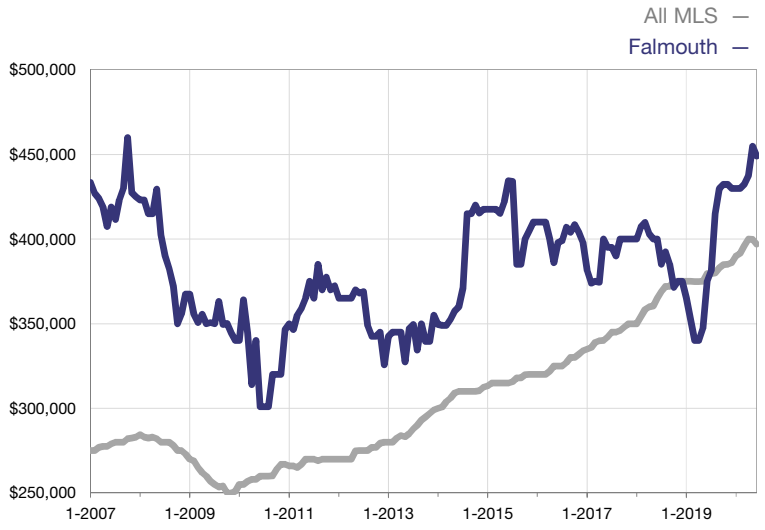
Condominium Properties	June			Year to Date		
Key Metrics	**2019**	**2020**	**+ / –**	**2019**	**2020**	**+ / –**
Pending Sales	7	**12**	+ 71.4%	32	**31**	- 3.1%
Closed Sales	5	**5**	0.0%	26	**20**	- 23.1%
Median Sales Price*	$645,000	**$415,000**	- 35.7%	$397,450	**$484,950**	+ 22.0%
Inventory of Homes for Sale	18	**20**	+ 11.1%	--	--	--
Months Supply of Inventory	4.1	**4.9**	+ 19.5%	--	--	--
Cumulative Days on Market Until Sale	45	**82**	+ 82.2%	124	**109**	- 12.1%
Percent of Original List Price Received*	93.2%	**94.7%**	+ 1.6%	93.5%	**95.7%**	+ 2.4%
New Listings	5	**14**	+ 180.0%	31	**35**	+ 12.9%

* 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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