

Local Market Update – January 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Falmouth

Single-Family Properties

| Key Metrics | January | | | Year to Date | | |
|--|-----------|------------------|---------|--------------|------------------|---------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 16 | 19 | + 18.8% | 16 | 19 | + 18.8% |
| Closed Sales | 17 | 15 | - 11.8% | 17 | 15 | - 11.8% |
| Median Sales Price* | \$715,000 | \$805,000 | + 12.6% | \$715,000 | \$805,000 | + 12.6% |
| Inventory of Homes for Sale | 24 | 32 | + 33.3% | -- | -- | -- |
| Months Supply of Inventory | 1.2 | 1.6 | + 33.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 44 | 42 | - 4.5% | 44 | 42 | - 4.5% |
| Percent of Original List Price Received* | 94.0% | 92.2% | - 1.9% | 94.0% | 92.2% | - 1.9% |
| New Listings | 18 | 19 | + 5.6% | 18 | 19 | + 5.6% |

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

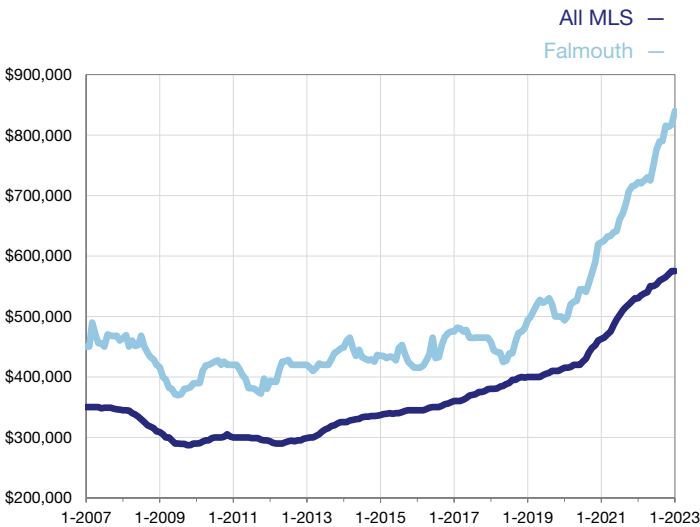
Condominium Properties

| Key Metrics | January | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|----------|
| | 2022 | 2023 | + / - | 2022 | 2023 | + / - |
| Pending Sales | 2 | 3 | + 50.0% | 2 | 3 | + 50.0% |
| Closed Sales | 6 | 7 | + 16.7% | 6 | 7 | + 16.7% |
| Median Sales Price* | \$585,000 | \$530,000 | - 9.4% | \$585,000 | \$530,000 | - 9.4% |
| Inventory of Homes for Sale | 11 | 10 | - 9.1% | -- | -- | -- |
| Months Supply of Inventory | 2.8 | 1.8 | - 35.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 17 | 41 | + 141.2% | 17 | 41 | + 141.2% |
| Percent of Original List Price Received* | 103.8% | 95.8% | - 7.7% | 103.8% | 95.8% | - 7.7% |
| New Listings | 4 | 4 | 0.0% | 4 | 4 | 0.0% |

* 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

