

Local Market Update – July 2019

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Falmouth

Single-Family Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	28	34	+ 21.4%	181	221	+ 22.1%
Closed Sales	23	25	+ 8.7%	179	187	+ 4.5%
Median Sales Price*	\$550,000	\$465,000	- 15.5%	\$434,500	\$486,825	+ 12.0%
Inventory of Homes for Sale	179	175	- 2.2%	--	--	--
Months Supply of Inventory	7.4	6.3	- 14.9%	--	--	--
Cumulative Days on Market Until Sale	71	91	+ 28.2%	86	105	+ 22.1%
Percent of Original List Price Received*	94.9%	93.4%	- 1.6%	94.4%	94.2%	- 0.2%
New Listings	47	58	+ 23.4%	300	323	+ 7.7%

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

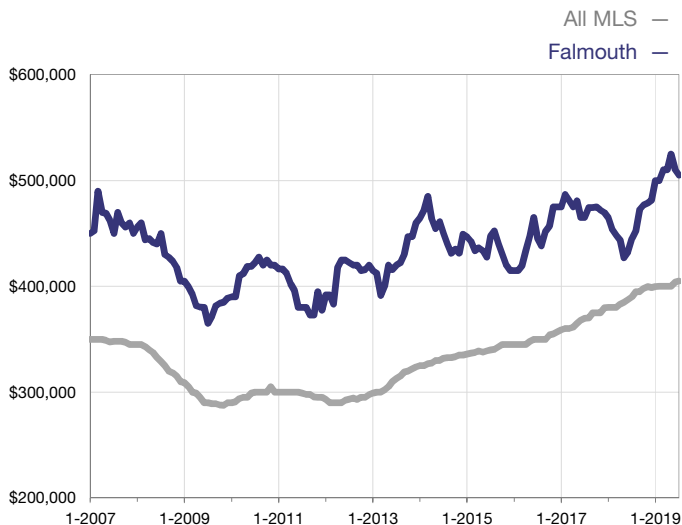
Condominium Properties

Key Metrics	July			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
Pending Sales	7	12	+ 71.4%	43	48	+ 11.6%
Closed Sales	2	7	+ 250.0%	40	35	- 12.5%
Median Sales Price*	\$350,000	\$340,000	- 2.9%	\$368,750	\$370,000	+ 0.3%
Inventory of Homes for Sale	29	13	- 55.2%	--	--	--
Months Supply of Inventory	5.7	2.5	- 56.1%	--	--	--
Cumulative Days on Market Until Sale	34	116	+ 241.2%	111	119	+ 7.2%
Percent of Original List Price Received*	98.1%	96.5%	- 1.6%	96.4%	94.4%	- 2.1%
New Listings	8	6	- 25.0%	60	42	- 30.0%

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

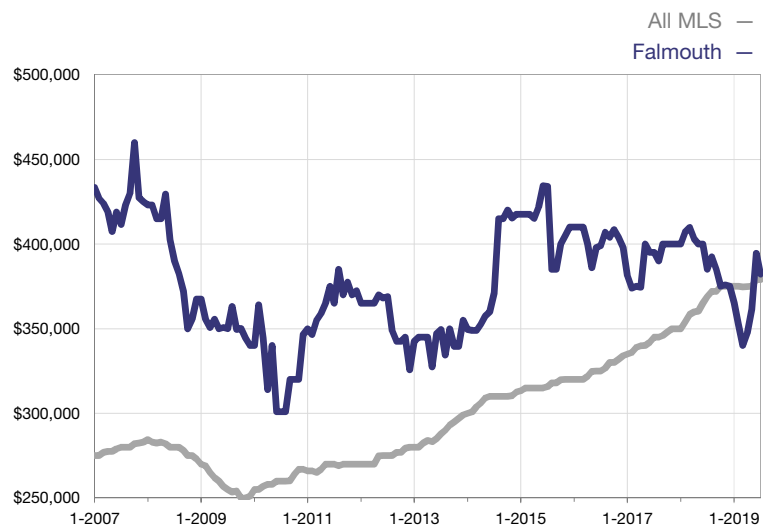
Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



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