

# Local Market Update – May 2021

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## Falmouth

### Single-Family Properties

| Key Metrics                              | May       |                  |         | Year to Date |                  |         |
|--|-----------|------------------|---------|--------------|------------------|---------|
|  | 2020      | 2021             | + / -   | 2020         | 2021             | + / -   |
| Pending Sales                            | 25        | 32               | + 28.0% | 105          | 115              | + 9.5%  |
| Closed Sales                             | 22        | 17               | - 22.7% | 89           | 90               | + 1.1%  |
| Median Sales Price*                      | \$587,000 | <b>\$849,000</b> | + 44.6% | \$525,000    | <b>\$672,500</b> | + 28.1% |
| Inventory of Homes for Sale              | 93        | 34               | - 63.4% | --           | --               | --      |
| Months Supply of Inventory               | 4.1       | 1.4              | - 65.9% | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 120       | 50               | - 58.3% | 120          | 57               | - 52.5% |
| Percent of Original List Price Received* | 95.1%     | 105.0%           | + 10.4% | 93.5%        | 100.9%           | + 7.9%  |
| New Listings                             | 24        | 38               | + 58.3% | 135          | 133              | - 1.5%  |

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

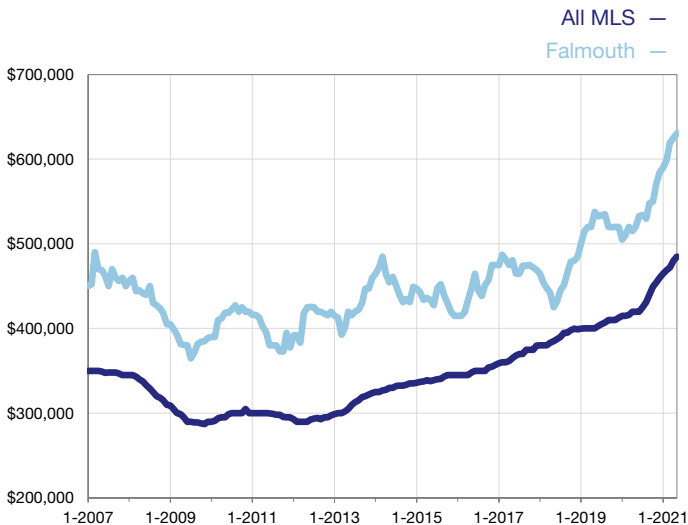
### Condominium Properties

| Key Metrics                              | May       |                  |          | Year to Date |                  |         |
|--|-----------|------------------|----------|--------------|------------------|---------|
|  | 2020      | 2021             | + / -    | 2020         | 2021             | + / -   |
| Pending Sales                            | 8         | 5                | - 37.5%  | 18           | 20               | + 11.1% |
| Closed Sales                             | 3         | 6                | + 100.0% | 15           | 18               | + 20.0% |
| Median Sales Price*                      | \$495,000 | <b>\$462,500</b> | - 6.6%   | \$495,000    | <b>\$410,000</b> | - 17.2% |
| Inventory of Homes for Sale              | 20        | 3                | - 85.0%  | --           | --               | --      |
| Months Supply of Inventory               | 4.9       | 0.5              | - 89.8%  | --           | --               | --      |
| Cumulative Days on Market Until Sale     | 266       | 98               | - 63.2%  | 114          | 71               | - 37.7% |
| Percent of Original List Price Received* | 94.8%     | 104.0%           | + 9.7%   | 95.9%        | 101.1%           | + 5.4%  |
| New Listings                             | 9         | 4                | - 55.6%  | 22           | 19               | - 13.6% |

\* 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

