

Local Market Update – March 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Falmouth

Single-Family Properties

Key Metrics	March			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	16	17	+ 6.3%	52	47	- 9.6%
Closed Sales	18	13	- 27.8%	45	44	- 2.2%
Median Sales Price*	\$912,500	\$795,000	- 12.9%	\$750,000	\$725,000	- 3.3%
Inventory of Homes for Sale	33	29	- 12.1%	--	--	--
Months Supply of Inventory	1.6	1.5	- 6.3%	--	--	--
Cumulative Days on Market Until Sale	42	29	- 31.0%	36	44	+ 22.2%
Percent of Original List Price Received*	102.0%	98.8%	- 3.1%	99.7%	95.3%	- 4.4%
New Listings	32	22	- 31.3%	70	55	- 21.4%

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

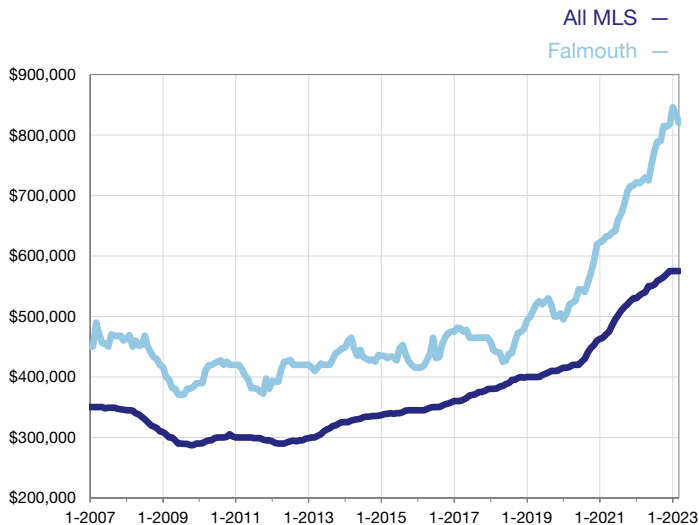
Condominium Properties

Key Metrics	March			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	8	7	- 12.5%	14	19	+ 35.7%
Closed Sales	2	3	+ 50.0%	11	11	0.0%
Median Sales Price*	\$405,500	\$360,000	- 11.2%	\$585,000	\$512,000	- 12.5%
Inventory of Homes for Sale	8	14	+ 75.0%	--	--	--
Months Supply of Inventory	1.8	2.4	+ 33.3%	--	--	--
Cumulative Days on Market Until Sale	17	11	- 35.3%	16	29	+ 81.3%
Percent of Original List Price Received*	99.7%	105.2%	+ 5.5%	101.4%	99.0%	- 2.4%
New Listings	8	19	+ 137.5%	16	27	+ 68.8%

* 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

