

Local Market Update – July 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Falmouth

Single-Family Properties

Key Metrics	July			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	33	40	+ 21.2%	260	210	- 19.2%
Closed Sales	32	25	- 21.9%	230	200	- 13.0%
Median Sales Price*	\$712,500	\$780,000	+ 9.5%	\$725,000	\$749,500	+ 3.4%
Inventory of Homes for Sale	90	45	- 50.0%	--	--	--
Months Supply of Inventory	2.3	1.4	- 39.1%	--	--	--
Cumulative Days on Market Until Sale	23	40	+ 73.9%	27	40	+ 48.1%
Percent of Original List Price Received*	101.6%	100.0%	- 1.6%	102.3%	98.4%	- 3.8%
New Listings	51	38	- 25.5%	340	231	- 32.1%

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

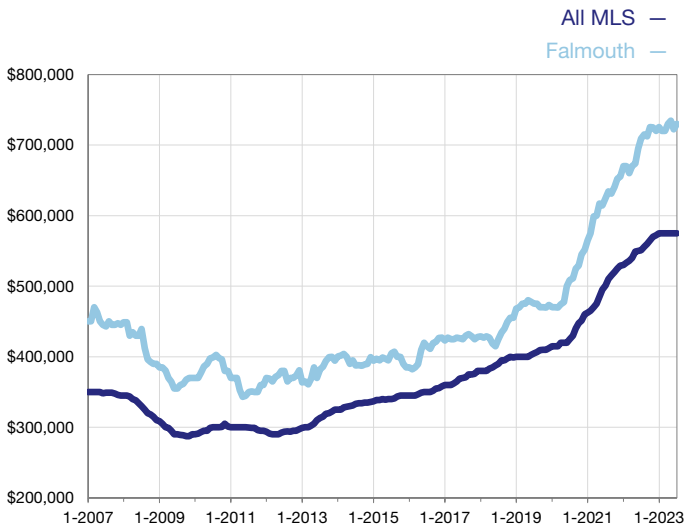
Condominium Properties

Key Metrics	July			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	2	7	+ 250.0%	40	55	+ 37.5%
Closed Sales	3	2	- 33.3%	37	49	+ 32.4%
Median Sales Price*	\$895,000	\$545,000	- 39.1%	\$575,000	\$505,000	- 12.2%
Inventory of Homes for Sale	13	8	- 38.5%	--	--	--
Months Supply of Inventory	2.4	1.0	- 58.3%	--	--	--
Cumulative Days on Market Until Sale	9	61	+ 577.8%	20	35	+ 75.0%
Percent of Original List Price Received*	104.1%	93.1%	- 10.6%	103.1%	98.9%	- 4.1%
New Listings	5	2	- 60.0%	51	55	+ 7.8%

* 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

