

# Local Market Update – August 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Falmouth

### Single-Family Properties

Key Metrics	August			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	47	41	- 12.8%	307	248	- 19.2%
Closed Sales	45	34	- 24.4%	275	234	- 14.9%
Median Sales Price*	\$705,000	<b>\$825,000</b>	+ 17.0%	\$720,000	<b>\$754,000</b>	+ 4.7%
Inventory of Homes for Sale	84	53	- 36.9%	--	--	--
Months Supply of Inventory	2.2	1.7	- 22.7%	--	--	--
Cumulative Days on Market Until Sale	22	26	+ 18.2%	26	38	+ 46.2%
Percent of Original List Price Received*	100.6%	98.8%	- 1.8%	102.0%	98.4%	- 3.5%
New Listings	46	52	+ 13.0%	386	282	- 26.9%

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

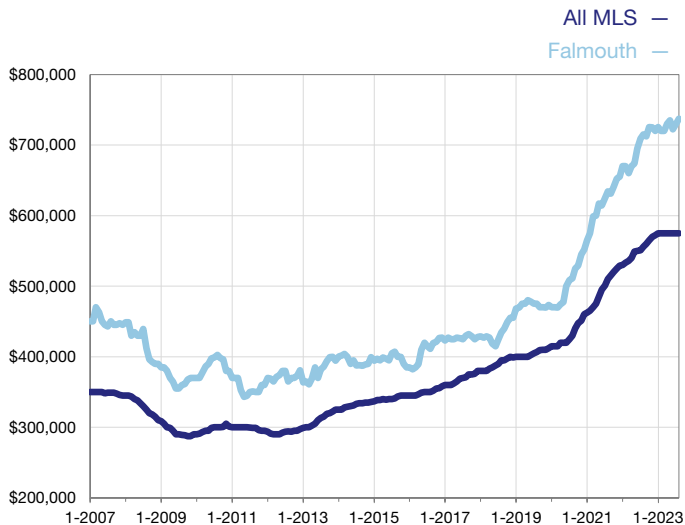
### Condominium Properties

Key Metrics	August			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	4	10	+ 150.0%	44	65	+ 47.7%
Closed Sales	6	14	+ 133.3%	43	63	+ 46.5%
Median Sales Price*	\$950,000	<b>\$573,000</b>	- 39.7%	\$585,000	<b>\$512,000</b>	- 12.5%
Inventory of Homes for Sale	15	16	+ 6.7%	--	--	--
Months Supply of Inventory	2.8	1.9	- 32.1%	--	--	--
Cumulative Days on Market Until Sale	25	24	- 4.0%	21	32	+ 52.4%
Percent of Original List Price Received*	90.4%	101.7%	+ 12.5%	101.3%	99.5%	- 1.8%
New Listings	9	20	+ 122.2%	60	75	+ 25.0%

\* 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

