

Local Market Update – September 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Falmouth

Single-Family Properties

Key Metrics	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	43	53	+ 23.3%	350	293	- 16.3%
Closed Sales	45	35	- 22.2%	320	270	- 15.6%
Median Sales Price*	\$685,000	\$819,500	+ 19.6%	\$715,000	\$755,000	+ 5.6%
Inventory of Homes for Sale	85	55	- 35.3%	--	--	--
Months Supply of Inventory	2.3	1.8	- 21.7%	--	--	--
Cumulative Days on Market Until Sale	29	23	- 20.7%	26	36	+ 38.5%
Percent of Original List Price Received*	96.9%	99.1%	+ 2.3%	101.3%	98.5%	- 2.8%
New Listings	50	45	- 10.0%	436	331	- 24.1%

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

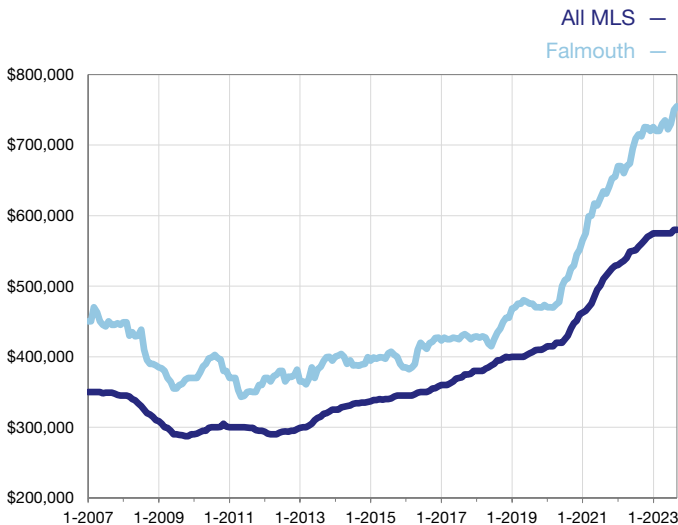
Condominium Properties

Key Metrics	September			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	8	10	+ 25.0%	52	74	+ 42.3%
Closed Sales	6	5	- 16.7%	49	68	+ 38.8%
Median Sales Price*	\$608,750	\$575,000	- 5.5%	\$585,000	\$525,000	- 10.3%
Inventory of Homes for Sale	13	19	+ 46.2%	--	--	--
Months Supply of Inventory	2.4	2.2	- 8.3%	--	--	--
Cumulative Days on Market Until Sale	24	19	- 20.8%	21	31	+ 47.6%
Percent of Original List Price Received*	101.0%	99.3%	- 1.7%	101.3%	99.5%	- 1.8%
New Listings	6	10	+ 66.7%	66	87	+ 31.8%

* 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

