

Local Market Update – October 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Falmouth

Single-Family Properties

Key Metrics	October			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	22	28	+ 27.3%	372	315	- 15.3%
Closed Sales	39	49	+ 25.6%	359	320	- 10.9%
Median Sales Price*	\$830,000	\$820,000	- 1.2%	\$725,000	\$760,000	+ 4.8%
Inventory of Homes for Sale	93	65	- 30.1%	--	--	--
Months Supply of Inventory	2.6	2.1	- 19.2%	--	--	--
Cumulative Days on Market Until Sale	30	31	+ 3.3%	27	35	+ 29.6%
Percent of Original List Price Received*	99.7%	98.3%	- 1.4%	101.1%	98.5%	- 2.6%
New Listings	37	44	+ 18.9%	473	374	- 20.9%

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

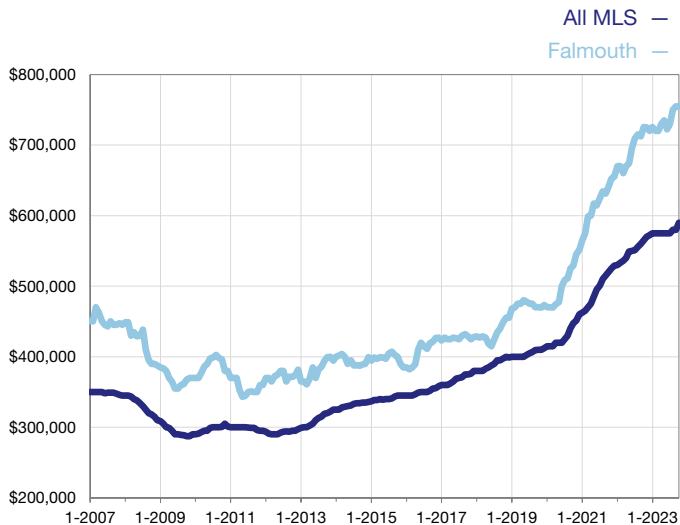
Condominium Properties

Key Metrics	October			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	9	4	- 55.6%	61	78	+ 27.9%
Closed Sales	5	10	+ 100.0%	54	78	+ 44.4%
Median Sales Price*	\$705,000	\$751,000	+ 6.5%	\$585,000	\$558,500	- 4.5%
Inventory of Homes for Sale	15	20	+ 33.3%	--	--	--
Months Supply of Inventory	2.8	2.4	- 14.3%	--	--	--
Cumulative Days on Market Until Sale	42	8	- 81.0%	23	28	+ 21.7%
Percent of Original List Price Received*	96.8%	102.7%	+ 6.1%	100.9%	99.9%	- 1.0%
New Listings	13	5	- 61.5%	79	92	+ 16.5%

* 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

