

Local Market Update – November 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Falmouth

Single-Family Properties

Key Metrics	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	35	33	- 5.7%	407	347	- 14.7%
Closed Sales	35	33	- 5.7%	394	353	- 10.4%
Median Sales Price*	\$720,000	\$909,000	+ 26.3%	\$725,000	\$780,000	+ 7.6%
Inventory of Homes for Sale	83	50	- 39.8%	--	--	--
Months Supply of Inventory	2.3	1.6	- 30.4%	--	--	--
Cumulative Days on Market Until Sale	49	42	- 14.3%	29	36	+ 24.1%
Percent of Original List Price Received*	95.2%	99.8%	+ 4.8%	100.6%	98.6%	- 2.0%
New Listings	30	24	- 20.0%	503	395	- 21.5%

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

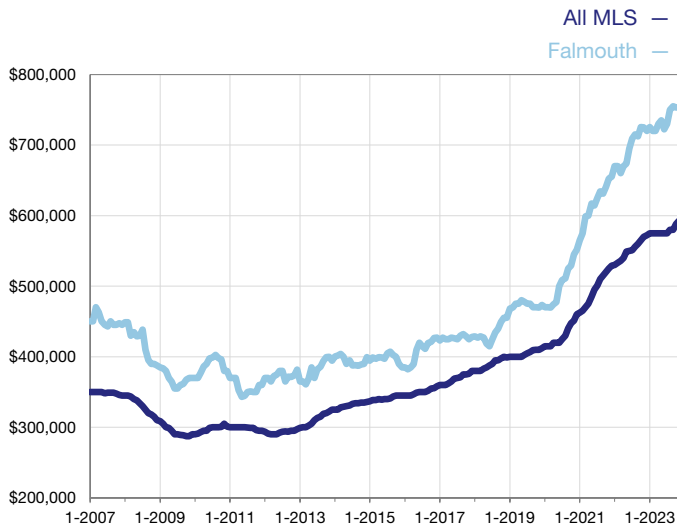
Condominium Properties

Key Metrics	November			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	8	4	- 50.0%	69	82	+ 18.8%
Closed Sales	8	4	- 50.0%	62	82	+ 32.3%
Median Sales Price*	\$740,000	\$585,000	- 20.9%	\$585,000	\$558,500	- 4.5%
Inventory of Homes for Sale	14	19	+ 35.7%	--	--	--
Months Supply of Inventory	2.4	2.4	0.0%	--	--	--
Cumulative Days on Market Until Sale	65	24	- 63.1%	28	28	0.0%
Percent of Original List Price Received*	91.0%	103.4%	+ 13.6%	99.6%	100.1%	+ 0.5%
New Listings	8	7	- 12.5%	87	99	+ 13.8%

* 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

