

# Local Market Update – December 2023

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Falmouth

### Single-Family Properties

Key Metrics	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	26	18	- 30.8%	433	361	- 16.6%
Closed Sales	33	25	- 24.2%	427	379	- 11.2%
Median Sales Price*	\$687,780	<b>\$725,000</b>	+ 5.4%	\$720,000	<b>\$775,000</b>	+ 7.6%
Inventory of Homes for Sale	59	31	- 47.5%	--	--	--
Months Supply of Inventory	1.6	1.0	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	53	27	- 49.1%	31	35	+ 12.9%
Percent of Original List Price Received*	95.1%	<b>96.6%</b>	+ 1.6%	100.2%	<b>98.5%</b>	- 1.7%
New Listings	11	6	- 45.5%	514	400	- 22.2%

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

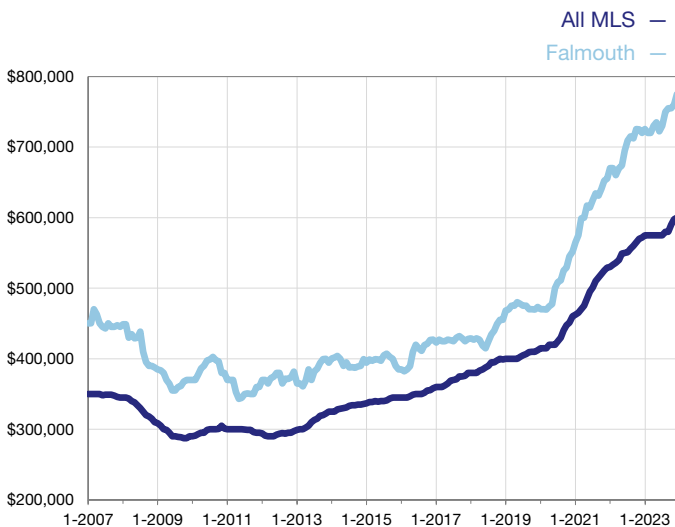
### Condominium Properties

Key Metrics	December			Year to Date		
	2022	2023	+ / -	2022	2023	+ / -
Pending Sales	5	2	- 60.0%	74	84	+ 13.5%
Closed Sales	10	1	- 90.0%	72	83	+ 15.3%
Median Sales Price*	\$469,500	<b>\$375,000</b>	- 20.1%	\$580,000	<b>\$550,000</b>	- 5.2%
Inventory of Homes for Sale	12	17	+ 41.7%	--	--	--
Months Supply of Inventory	1.9	2.2	+ 15.8%	--	--	--
Cumulative Days on Market Until Sale	35	141	+ 302.9%	29	29	0.0%
Percent of Original List Price Received*	99.4%	<b>89.5%</b>	- 10.0%	99.6%	<b>99.9%</b>	+ 0.3%
New Listings	5	0	- 100.0%	92	100	+ 8.7%

\* 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

