

Local Market Update – December 2025

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

Falmouth

Single-Family Properties

Key Metrics	December			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	21	19	- 9.5%	400	405	+ 1.3%
Closed Sales	38	47	+ 23.7%	400	399	- 0.2%
Median Sales Price*	\$900,000	\$775,000	- 13.9%	\$792,250	\$859,000	+ 8.4%
Inventory of Homes for Sale	70	46	- 34.3%	--	--	--
Months Supply of Inventory	2.1	1.4	- 33.3%	--	--	--
Cumulative Days on Market Until Sale	65	62	- 4.6%	47	62	+ 31.9%
Percent of Original List Price Received*	91.6%	93.3%	+ 1.9%	96.3%	95.3%	- 1.0%
New Listings	17	10	- 41.2%	524	512	- 2.3%

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

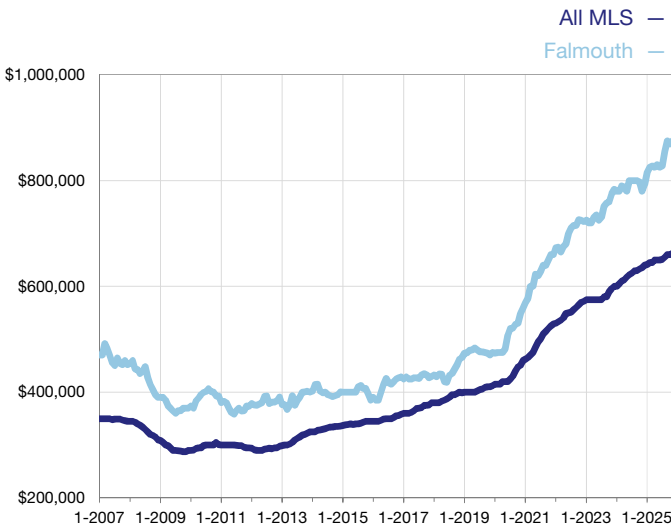
Condominium Properties

Key Metrics	December			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
Pending Sales	4	3	- 25.0%	75	73	- 2.7%
Closed Sales	17	10	- 41.2%	80	70	- 12.5%
Median Sales Price*	\$599,900	\$780,000	+ 30.0%	\$657,500	\$599,500	- 8.8%
Inventory of Homes for Sale	22	8	- 63.6%	--	--	--
Months Supply of Inventory	3.5	1.3	- 62.9%	--	--	--
Cumulative Days on Market Until Sale	41	45	+ 9.8%	41	86	+ 109.8%
Percent of Original List Price Received*	95.6%	95.6%	0.0%	96.2%	94.6%	- 1.7%
New Listings	4	0	- 100.0%	103	93	- 9.7%

* 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

