

Local Market Update – October 2022

A Research tool provided by the Cape Cod and Islands Association of REALTORS®, Inc.



Truro

Single-Family Properties

| Key Metrics | October | | | Year to Date | | |
|--|-------------|--------------------|----------|--------------|--------------------|---------|
| | 2021 | 2022 | + / - | 2021 | 2022 | + / - |
| Pending Sales | 5 | 3 | - 40.0% | 50 | 30 | - 40.0% |
| Closed Sales | 4 | 4 | 0.0% | 52 | 23 | - 55.8% |
| Median Sales Price* | \$1,425,000 | \$1,262,500 | - 11.4% | \$1,055,000 | \$1,356,250 | + 28.6% |
| Inventory of Homes for Sale | 8 | 14 | + 75.0% | -- | -- | -- |
| Months Supply of Inventory | 1.4 | 4.4 | + 214.3% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 26 | 36 | + 38.5% | 86 | 44 | - 48.8% |
| Percent of Original List Price Received* | 109.7% | 102.2% | - 6.8% | 99.5% | 99.6% | + 0.1% |
| New Listings | 4 | 4 | 0.0% | 52 | 44 | - 15.4% |

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

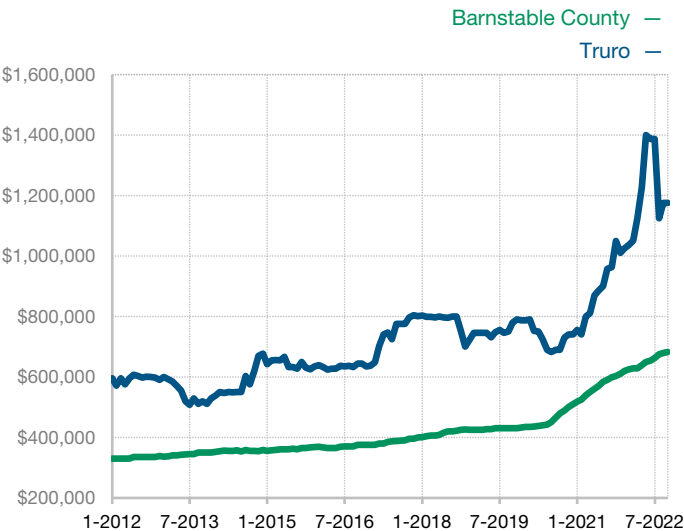
Condominium Properties

| Key Metrics | October | | | Year to Date | | |
|--|-----------|------------------|----------|--------------|------------------|---------|
| | 2021 | 2022 | + / - | 2021 | 2022 | + / - |
| Pending Sales | 3 | 4 | + 33.3% | 39 | 24 | - 38.5% |
| Closed Sales | 6 | 2 | - 66.7% | 43 | 20 | - 53.5% |
| Median Sales Price* | \$425,000 | \$566,500 | + 33.3% | \$399,900 | \$480,000 | + 20.0% |
| Inventory of Homes for Sale | 12 | 4 | - 66.7% | -- | -- | -- |
| Months Supply of Inventory | 3.0 | 1.6 | - 46.7% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 12 | 46 | + 283.3% | 88 | 29 | - 67.0% |
| Percent of Original List Price Received* | 101.7% | 98.8% | - 2.9% | 98.6% | 103.0% | + 4.5% |
| New Listings | 5 | 3 | - 40.0% | 46 | 27 | - 41.3% |

* 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

