

Local Market Update – July 2021

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



Truro

Single-Family Properties

Key Metrics	July			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	8	6	- 25.0%	41	36	- 12.2%
Closed Sales	7	3	- 57.1%	33	35	+ 6.1%
Median Sales Price*	\$740,000	\$1,495,000	+ 102.0%	\$642,000	\$960,000	+ 49.5%
Inventory of Homes for Sale	37	11	- 70.3%	--	--	--
Months Supply of Inventory	6.8	1.5	- 77.9%	--	--	--
Cumulative Days on Market Until Sale	192	6	- 96.9%	207	116	- 44.0%
Percent of Original List Price Received*	94.1%	100.5%	+ 6.8%	88.8%	96.5%	+ 8.7%
New Listings	8	7	- 12.5%	52	37	- 28.8%

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

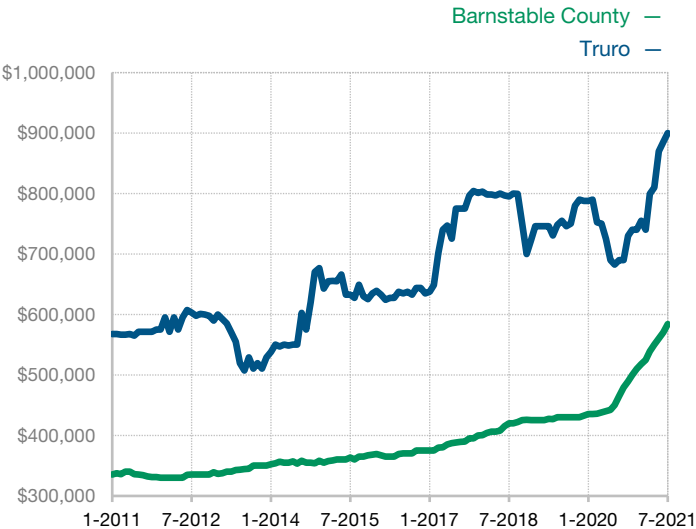
Condominium Properties

Key Metrics	July			Year to Date		
	2020	2021	+ / -	2020	2021	+ / -
Pending Sales	7	5	- 28.6%	24	26	+ 8.3%
Closed Sales	6	2	- 66.7%	20	26	+ 30.0%
Median Sales Price*	\$322,000	\$527,000	+ 63.7%	\$282,500	\$295,000	+ 4.4%
Inventory of Homes for Sale	26	11	- 57.7%	--	--	--
Months Supply of Inventory	9.8	2.8	- 71.4%	--	--	--
Cumulative Days on Market Until Sale	198	11	- 94.4%	170	117	- 31.2%
Percent of Original List Price Received*	95.6%	101.3%	+ 6.0%	93.1%	98.0%	+ 5.3%
New Listings	9	6	- 33.3%	36	30	- 16.7%

* 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

