

Local Market Update – March 2025

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



Barnstable County

Single-Family Properties

| Key Metrics | March | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2024 | 2025 | + / - | 2024 | 2025 | + / - |
| Pending Sales | 252 | 223 | - 11.5% | 600 | 570 | - 5.0% |
| Closed Sales | 200 | 158 | - 21.0% | 499 | 488 | - 2.2% |
| Median Sales Price* | \$685,000 | \$796,950 | + 16.3% | \$700,000 | \$749,950 | + 7.1% |
| Inventory of Homes for Sale | 488 | 554 | + 13.5% | -- | -- | -- |
| Months Supply of Inventory | 2.2 | 2.4 | + 9.1% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 51 | 71 | + 39.2% | 48 | 68 | + 41.7% |
| Percent of Original List Price Received* | 98.3% | 95.4% | - 3.0% | 95.8% | 94.3% | - 1.6% |
| New Listings | 312 | 334 | + 7.1% | 744 | 735 | - 1.2% |

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

Condominium Properties

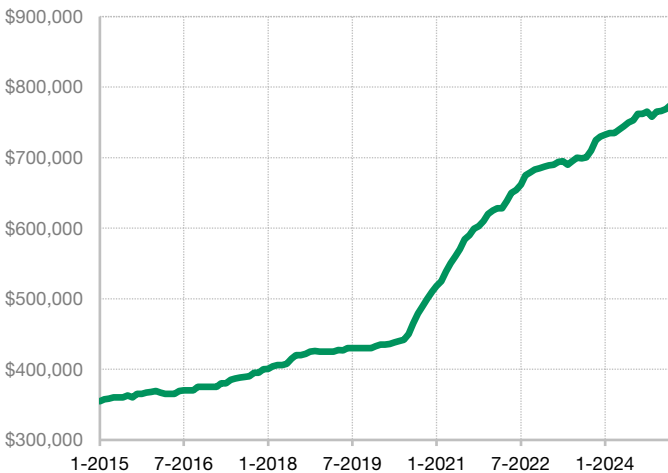
| Key Metrics | March | | | Year to Date | | |
|--|-----------|-----------|---------|--------------|-----------|---------|
| | 2024 | 2025 | + / - | 2024 | 2025 | + / - |
| Pending Sales | 67 | 77 | + 14.9% | 168 | 181 | + 7.7% |
| Closed Sales | 51 | 62 | + 21.6% | 139 | 136 | - 2.2% |
| Median Sales Price* | \$425,000 | \$522,000 | + 22.8% | \$425,000 | \$485,000 | + 14.1% |
| Inventory of Homes for Sale | 129 | 190 | + 47.3% | -- | -- | -- |
| Months Supply of Inventory | 2.1 | 3.1 | + 47.6% | -- | -- | -- |
| Cumulative Days on Market Until Sale | 52 | 57 | + 9.6% | 48 | 55 | + 14.6% |
| Percent of Original List Price Received* | 97.6% | 97.1% | - 0.5% | 97.1% | 96.3% | - 0.8% |
| New Listings | 83 | 98 | + 18.1% | 208 | 238 | + 14.4% |

* 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

Barnstable County —



Median Sales Price – Condominium Properties

Rolling 12-Month Calculation

Barnstable County —

