

# Monthly Indicators

A Research Tool Provided by The Cape Cod and Islands Association of REALTORS®, Inc. Covering Barnstable County



## July 2025

U.S. existing-home sales fell 2.7% from the previous month to a seasonally adjusted annual rate of 3.93 million, according to the National Association of REALTORS® (NAR). Sales were unchanged from one year earlier. Regionally, monthly sales declined in the Midwest, Northeast, and South but rose in the West. Year-over-year, sales decreased in the Northeast and West but increased in the South and Midwest.

New Listings were down 12.2 percent for single-family homes but were up 9.8 percent for condominium properties. Closed Sales decreased 2.0 percent for single-family homes but increased 29.4 percent for condominium properties.

The Median Sales Price was up 3.9 percent to \$820,000 for single-family homes and was down 9.3 percent to \$521,500 for condominium properties. Months Supply of Inventory increased 9.7 percent for single-family units and 28.6 percent for condominium units.

Nationally, the median existing-home sales price rose 2.0% year-over-year to \$435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

## Quick Facts

### Closed Sales

<b>251</b>	<b>66</b>
Single-Family Only	Condominium Only
<b>- 2.0%</b>	<b>+ 29.4%</b>
Year-Over-Year Change	Year-Over-Year Change

### Median Sales Price

<b>\$820,000</b>	<b>\$521,500</b>
Single-Family Only	Condominium Only
<b>+ 3.9%</b>	<b>- 9.3%</b>
Year-Over-Year Change	Year-Over-Year Change

### Homes for Sale

<b>771</b>	<b>286</b>
Single-Family Only	Condominium Only
<b>+ 9.1%</b>	<b>+ 34.9%</b>
Year-Over-Year Change	Year-Over-Year Change

### New Listings

<b>274</b>	<b>90</b>
Single-Family Only	Condominium Only
<b>- 12.2%</b>	<b>+ 9.8%</b>
Year-Over-Year Change	Year-Over-Year Change

# Single Family Market Overview

Key market metrics for the current month and year-to-date figures for **Single-Family Homes Only**.



Key Metrics	Historical Sparkbars	7-2024	7-2025	+ / -	YTD 2024	YTD 2025	+ / -
Closed Sales		256	251	- 2.0%	1,536	1,455	- 5.3%
Median Sales Price		\$789,500	\$820,000	+ 3.9%	\$755,000	\$779,000	+ 3.2%
Affordability Index		36	35	- 2.8%	38	37	- 2.6%
Homes for Sale		707	771	+ 9.1%	--	--	--
Months Supply		3.1	3.4	+ 9.7%	--	--	--
Final Days on Market		36	49	+ 36.1%	45	52	+ 15.6%
Cumulative Days on Market		35	50	+ 42.9%	44	56	+ 27.3%
Pct. of Orig. Price Received		97.2%	95.0%	- 2.3%	97.5%	95.6%	- 1.9%
New Listings		312	274	- 12.2%	2,218	2,174	- 2.0%

# Condominium Market Overview

Key market metrics for the current month and year-to-date figures for **Condominium Properties Only**.



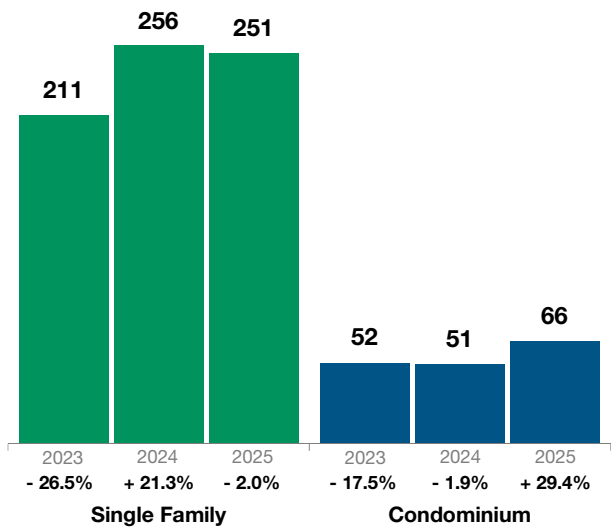
Key Metrics	Historical Sparkbars	7-2024	7-2025	+ / -	YTD 2024	YTD 2025	+ / -
Closed Sales		51	66	+ 29.4%	399	395	- 1.0%
Median Sales Price		\$575,000	\$521,500	- 9.3%	\$479,000	\$485,000	+ 1.3%
Affordability Index		50	55	+ 10.0%	60	59	- 1.7%
Homes for Sale		212	286	+ 34.9%	--	--	--
Months Supply		3.5	4.5	+ 28.6%	--	--	--
Final Days on Market		60	51	- 15.0%	52	61	+ 17.3%
Cumulative Days on Market		38	43	+ 13.2%	47	57	+ 21.3%
Pct. of Orig. Price Received		98.3%	95.2%	- 3.2%	97.9%	96.3%	- 1.6%
New Listings		82	90	+ 9.8%	586	678	+ 15.7%

# Closed Sales

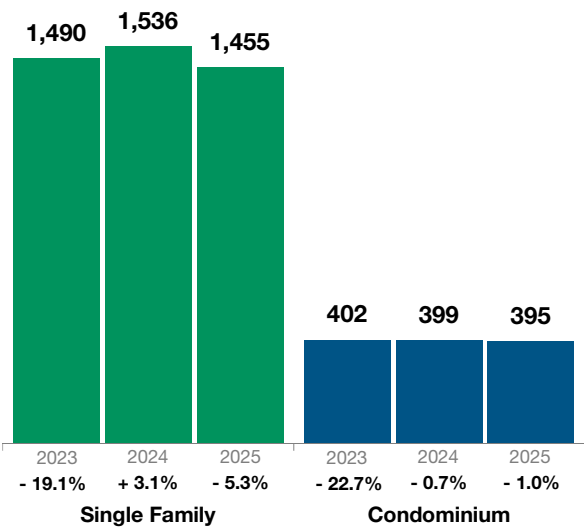
A count of the actual sales that closed in a given month.



## July

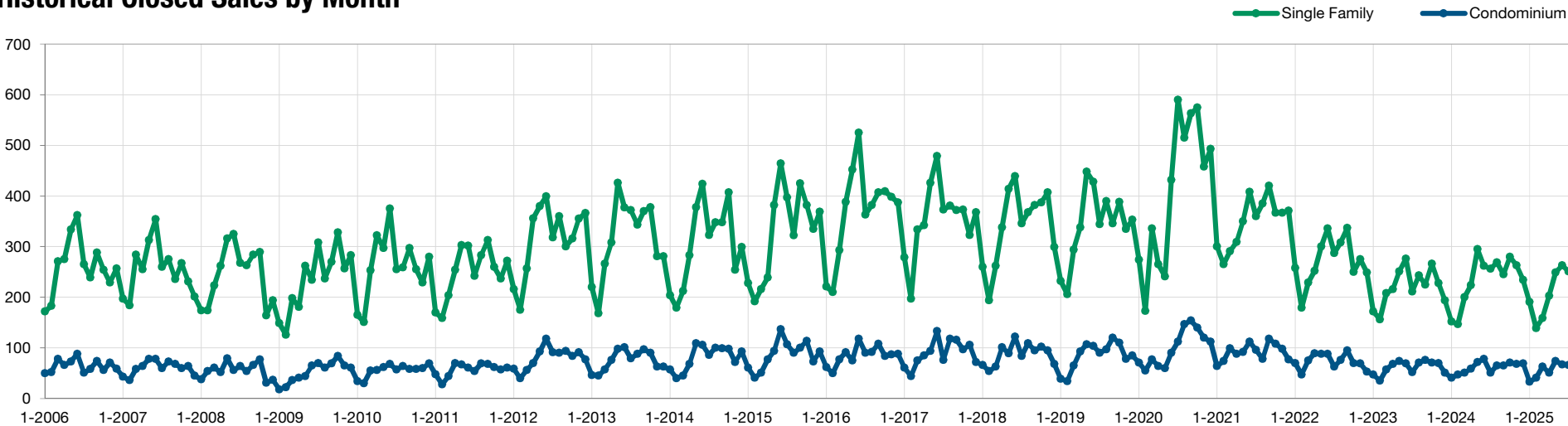


## Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
August 2024	269	+ 10.7%	65	- 8.5%
September 2024	245	+ 8.9%	65	- 14.5%
October 2024	280	+ 5.3%	71	0.0%
November 2024	263	+ 15.4%	68	- 2.9%
December 2024	234	+ 20.6%	69	+ 35.3%
January 2025	191	+ 25.7%	33	- 19.5%
February 2025	139	- 5.4%	41	- 12.8%
March 2025	159	- 20.5%	63	+ 23.5%
April 2025	203	- 9.4%	51	- 13.6%
May 2025	249	- 15.6%	74	+ 2.8%
June 2025	263	+ 0.4%	67	- 14.1%
July 2025	251	- 2.0%	66	+ 29.4%
Total	2,746	+ 2.0%	733	- 0.7%

## Historical Closed Sales by Month

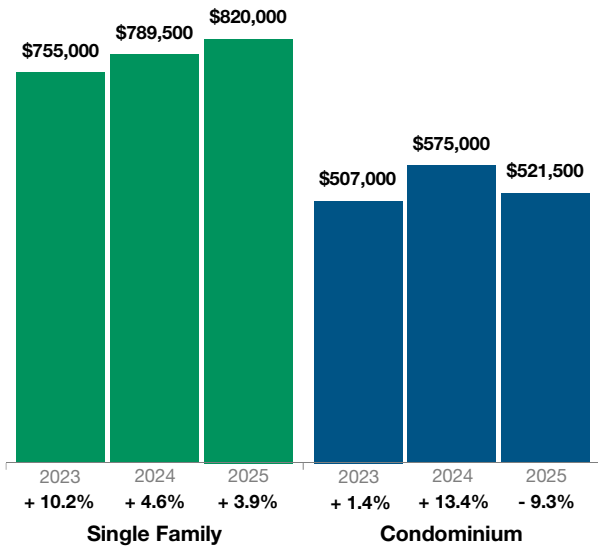


# Median Sales Price

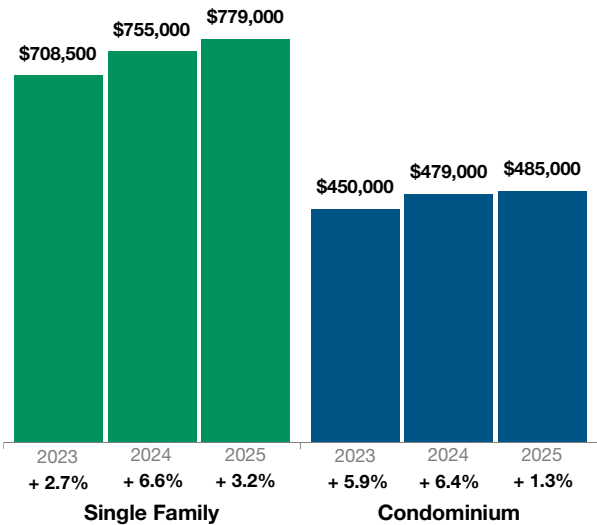
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July

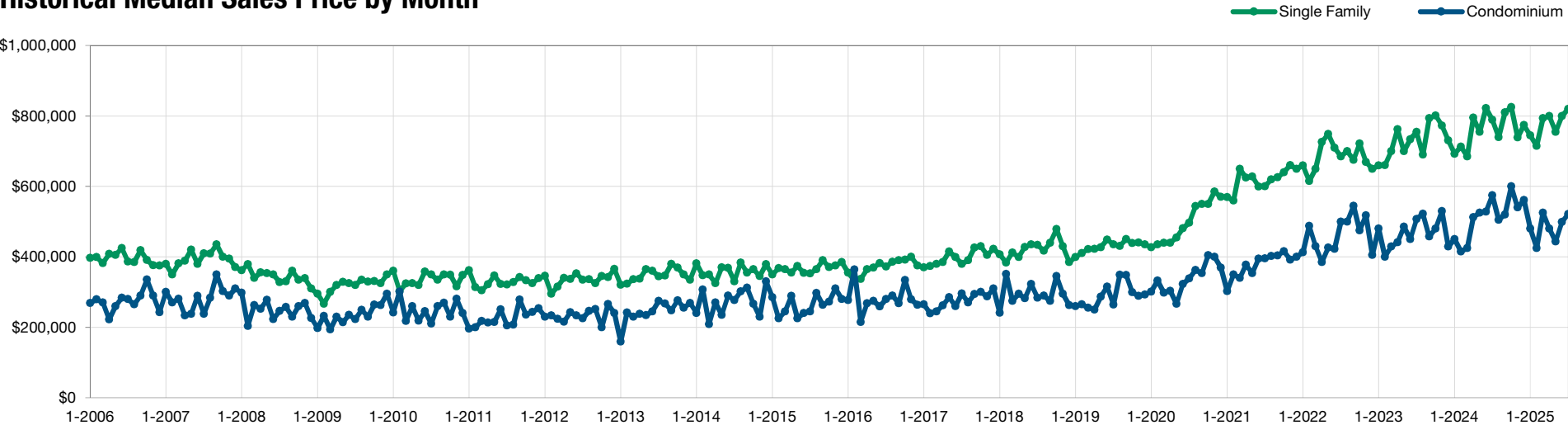


## Year to Date



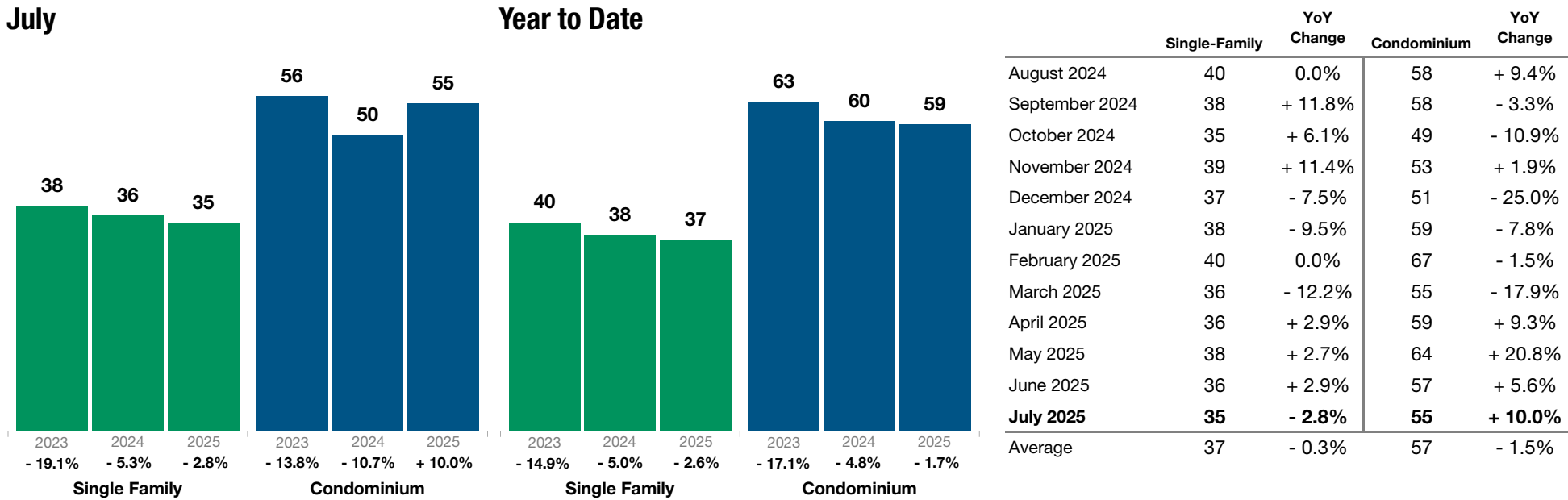
	Single-Family	YoY Change	Condominium	YoY Change
August 2024	\$740,000	+ 7.2%	\$505,000	- 3.3%
September 2024	\$810,000	+ 2.0%	\$520,000	+ 13.7%
October 2024	\$825,000	+ 3.0%	\$600,000	+ 25.0%
November 2024	\$739,000	- 4.3%	\$540,000	+ 1.9%
December 2024	\$774,500	+ 6.0%	\$561,150	+ 30.8%
January 2025	\$745,000	+ 7.6%	\$480,000	+ 6.7%
February 2025	\$715,000	+ 0.4%	\$425,000	+ 2.4%
March 2025	\$794,000	+ 15.9%	\$525,000	+ 23.5%
April 2025	\$800,000	+ 0.6%	\$480,000	- 6.3%
May 2025	\$755,000	0.0%	\$443,500	- 15.5%
June 2025	\$800,000	- 2.7%	\$499,000	- 5.6%
July 2025	\$820,000	+ 3.9%	\$521,500	- 9.3%
Median	\$775,000	+ 2.9%	\$514,000	+ 8.3%

## Historical Median Sales Price by Month

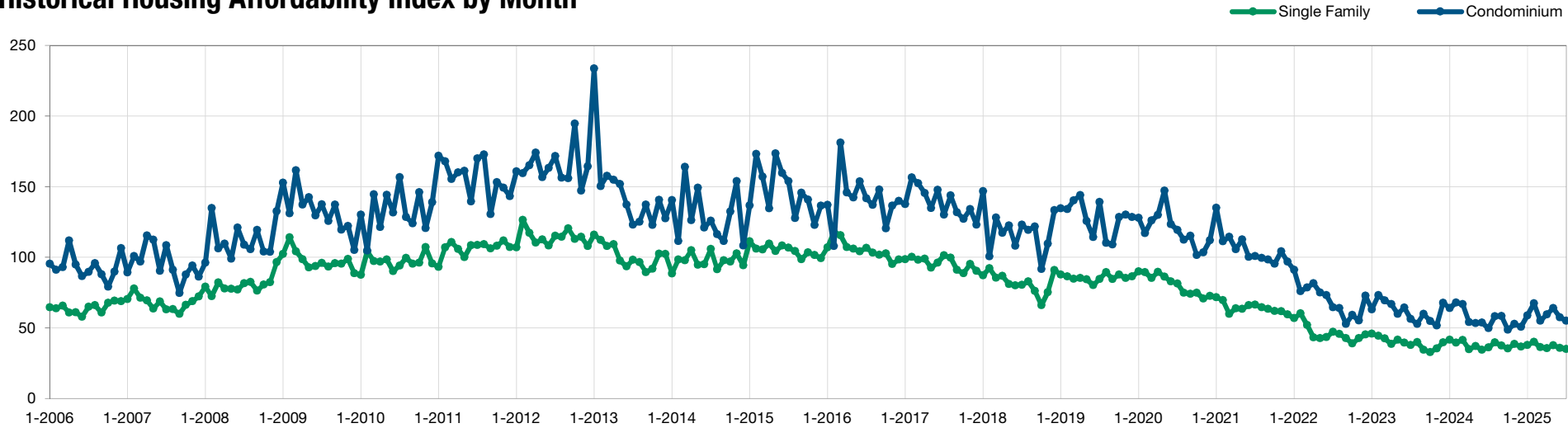


# Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## Historical Housing Affordability Index by Month

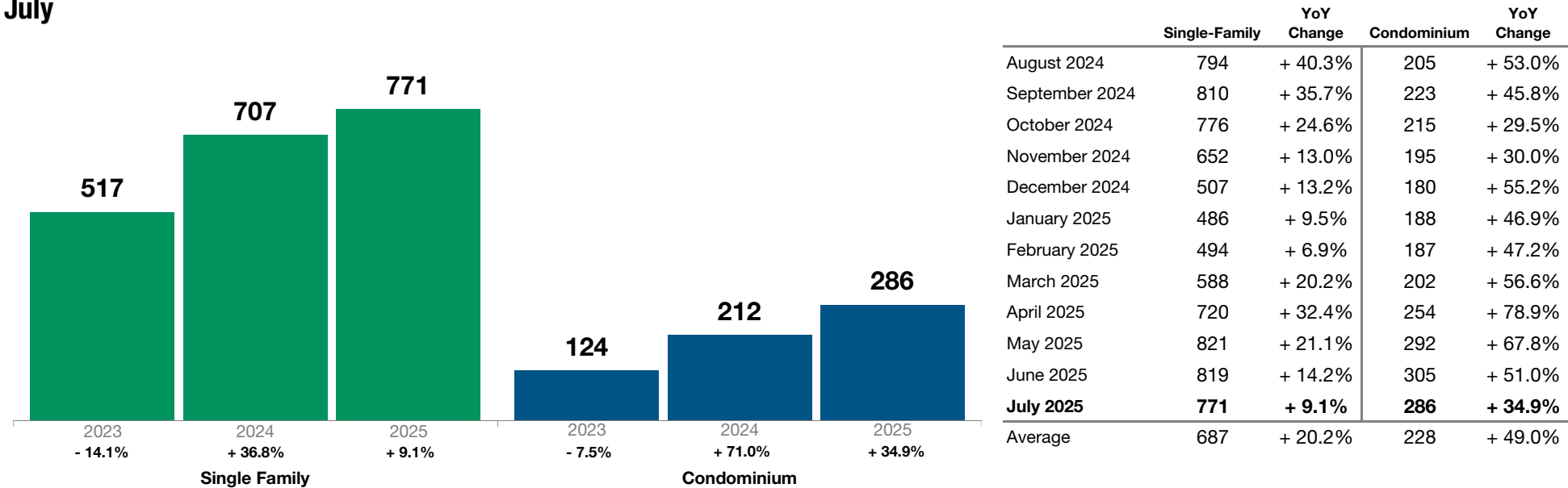


# Inventory of Homes for Sale

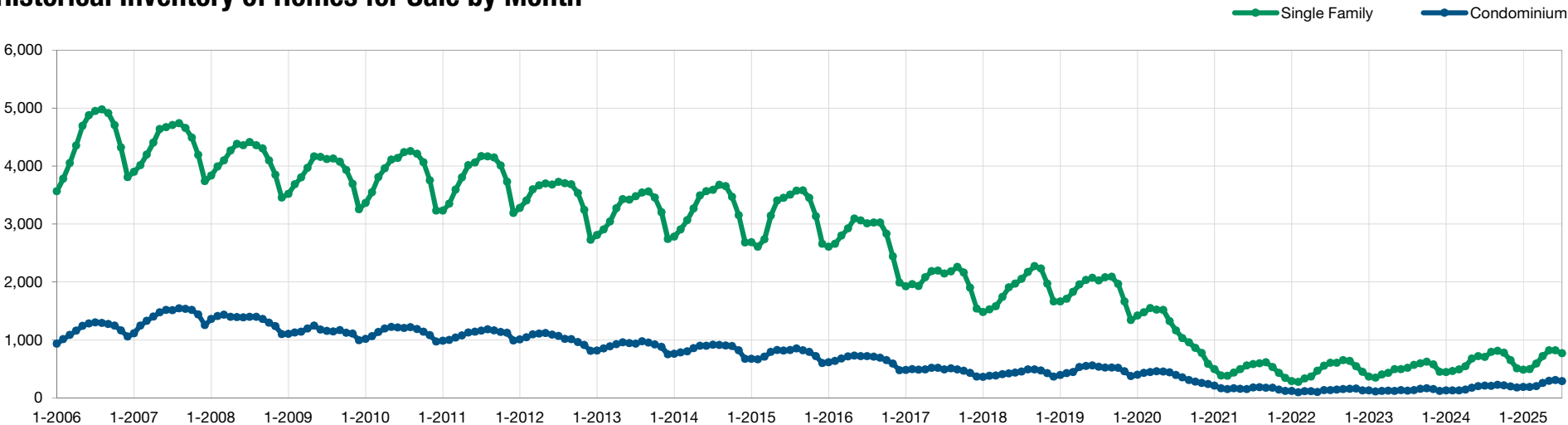
The number of properties available for sale in an active status at the end of a given month.



## July



## Historical Inventory of Homes for Sale by Month

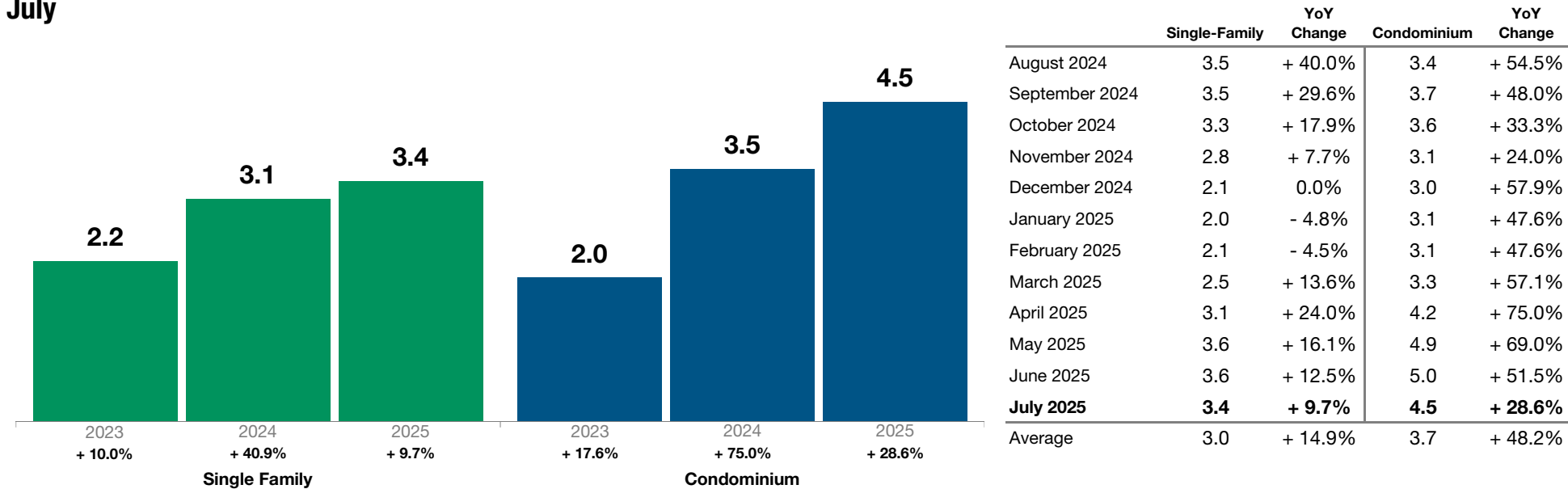


# Months Supply of Inventory

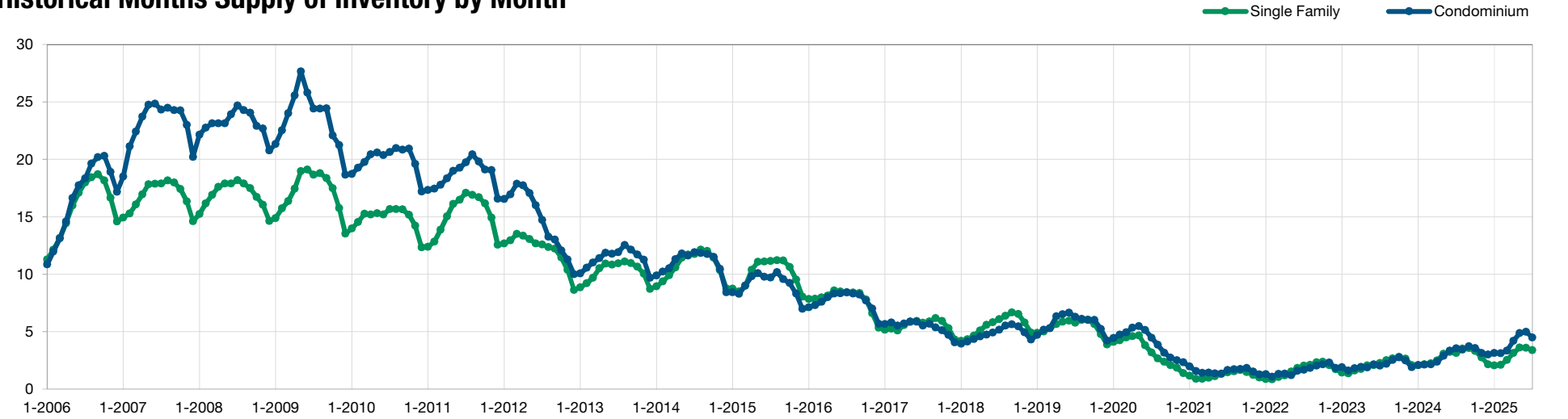
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



## July



## Historical Months Supply of Inventory by Month





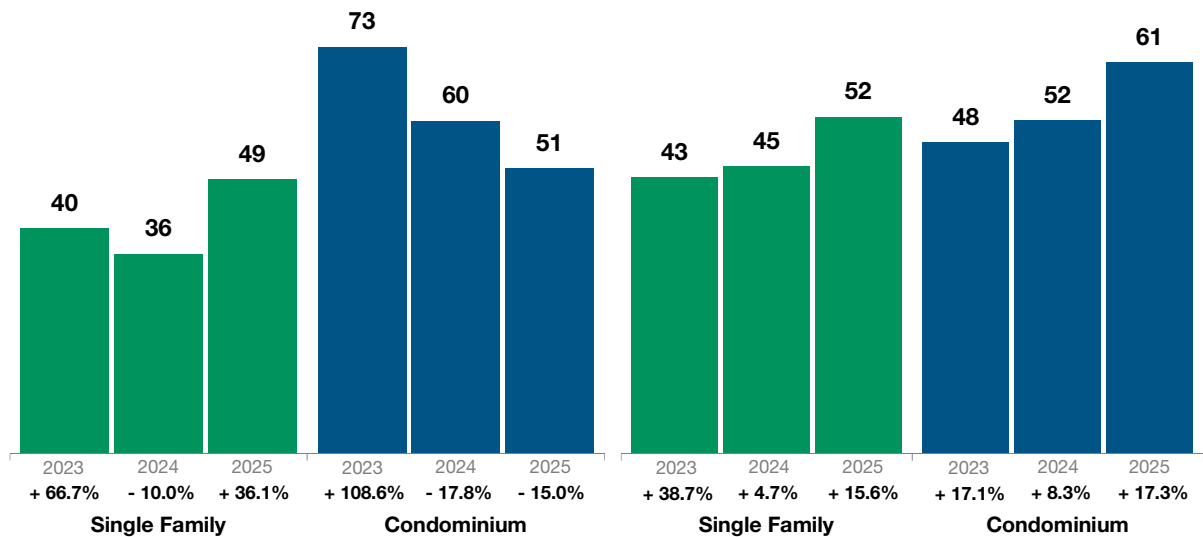
# Final Days on Market

Average number of days between when a property is last listed and when the final offer is accepted in a given month.



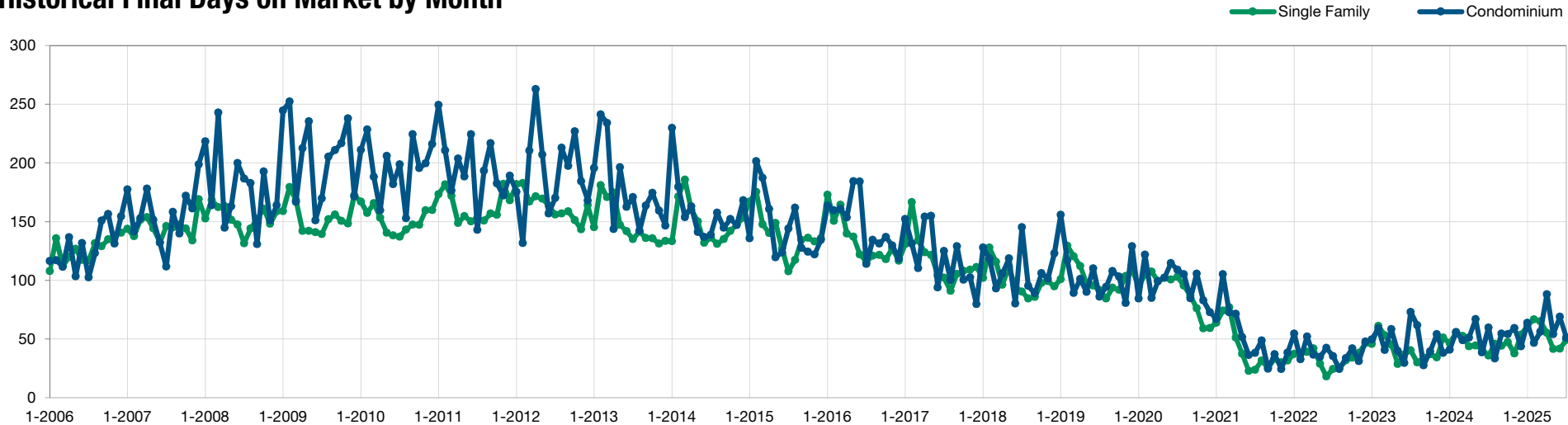
## July

## Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
August 2024	46	+ 53.3%	33	- 46.8%
September 2024	44	+ 29.4%	55	+ 103.7%
October 2024	47	+ 27.0%	54	+ 38.5%
November 2024	38	+ 11.8%	59	+ 9.3%
December 2024	54	+ 5.9%	44	+ 15.8%
January 2025	61	+ 32.6%	64	+ 56.1%
February 2025	67	+ 21.8%	47	- 16.1%
March 2025	65	+ 22.6%	56	+ 14.3%
April 2025	55	+ 25.0%	88	+ 72.5%
May 2025	42	- 4.5%	54	- 19.4%
June 2025	42	0.0%	69	+ 76.9%
July 2025	49	+ 36.1%	51	- 15.0%
Average	49	+ 19.0%	55	+ 14.7%

## Historical Final Days on Market by Month



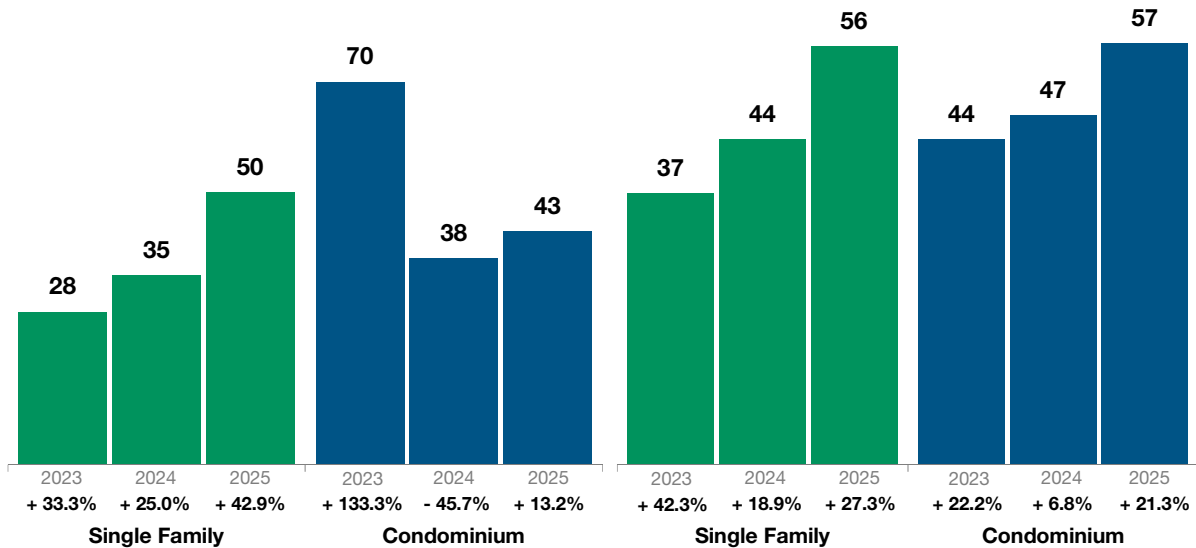
# Cumulative Days on Market

Average number of days between when a property is first listed and when the final offer is accepted before closing in a given month.



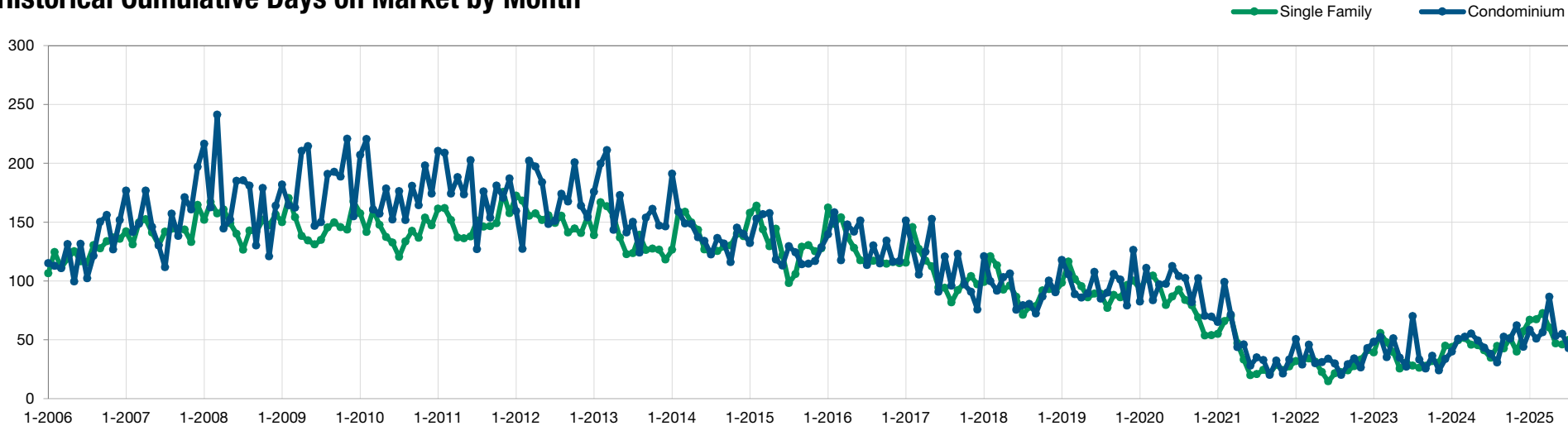
## July

## Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
August 2024	45	+ 73.1%	31	- 6.1%
September 2024	43	+ 53.6%	53	+ 112.0%
October 2024	51	+ 59.4%	51	+ 41.7%
November 2024	40	+ 29.0%	62	+ 158.3%
December 2024	57	+ 26.7%	44	+ 33.3%
January 2025	67	+ 52.3%	58	+ 45.0%
February 2025	67	+ 36.7%	51	0.0%
March 2025	72	+ 41.2%	56	+ 7.7%
April 2025	60	+ 30.4%	86	+ 56.4%
May 2025	47	+ 4.4%	53	+ 8.2%
June 2025	46	+ 12.2%	55	+ 27.9%
July 2025	50	+ 42.9%	43	+ 13.2%
Average	52	+ 34.4%	53	+ 33.9%

## Historical Cumulative Days on Market by Month



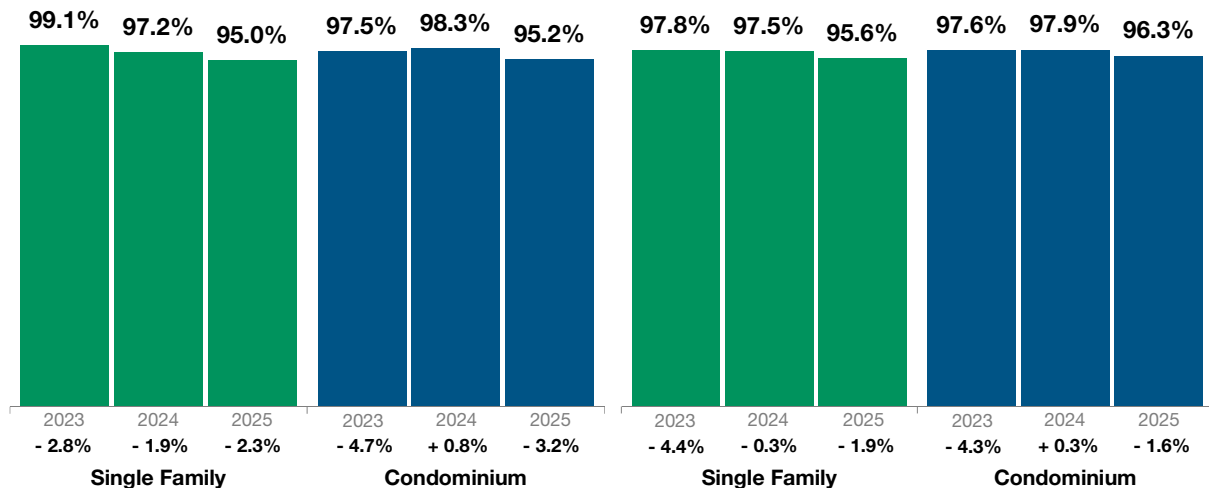
# Percent of Original List Price Received

Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



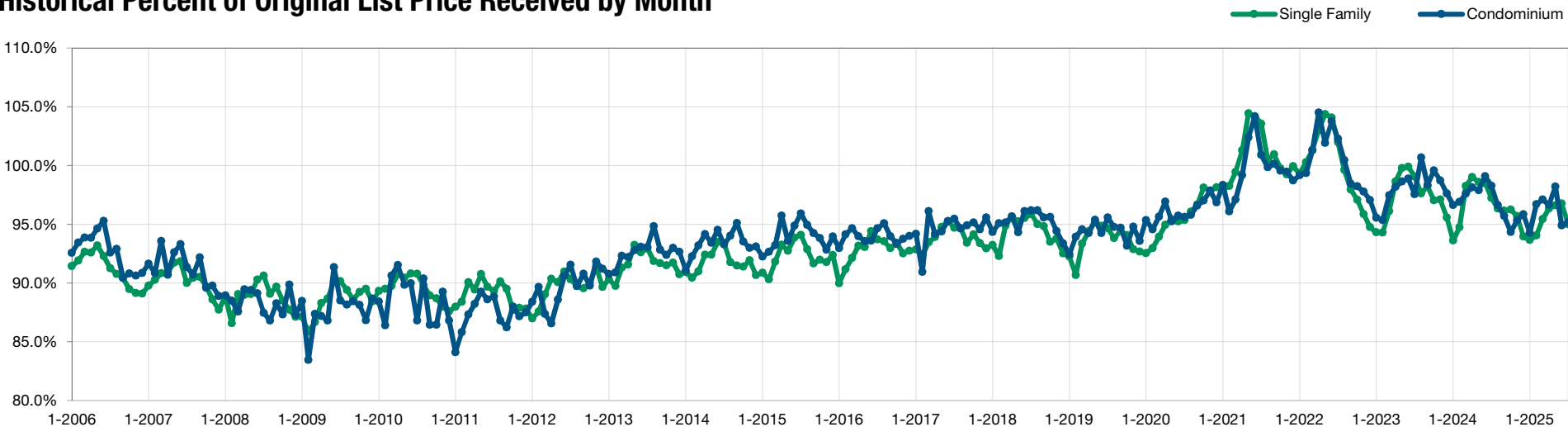
## July

## Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
August 2024	96.3%	- 1.3%	96.6%	- 4.1%
September 2024	96.2%	- 2.0%	95.7%	- 2.6%
October 2024	96.3%	- 0.7%	94.3%	- 5.3%
November 2024	95.7%	- 1.4%	95.3%	- 3.4%
December 2024	93.9%	- 1.8%	95.9%	- 1.7%
January 2025	93.7%	+ 0.1%	94.3%	- 2.4%
February 2025	94.0%	- 0.7%	96.7%	- 0.2%
March 2025	95.4%	- 3.0%	97.1%	- 0.5%
April 2025	96.3%	- 2.7%	96.7%	- 1.4%
May 2025	96.6%	- 2.0%	98.2%	+ 0.3%
June 2025	96.8%	- 1.7%	94.9%	- 4.2%
July 2025	95.0%	- 2.3%	95.2%	- 3.2%
Average	95.6%	- 1.8%	95.9%	- 2.5%

## Historical Percent of Original List Price Received by Month

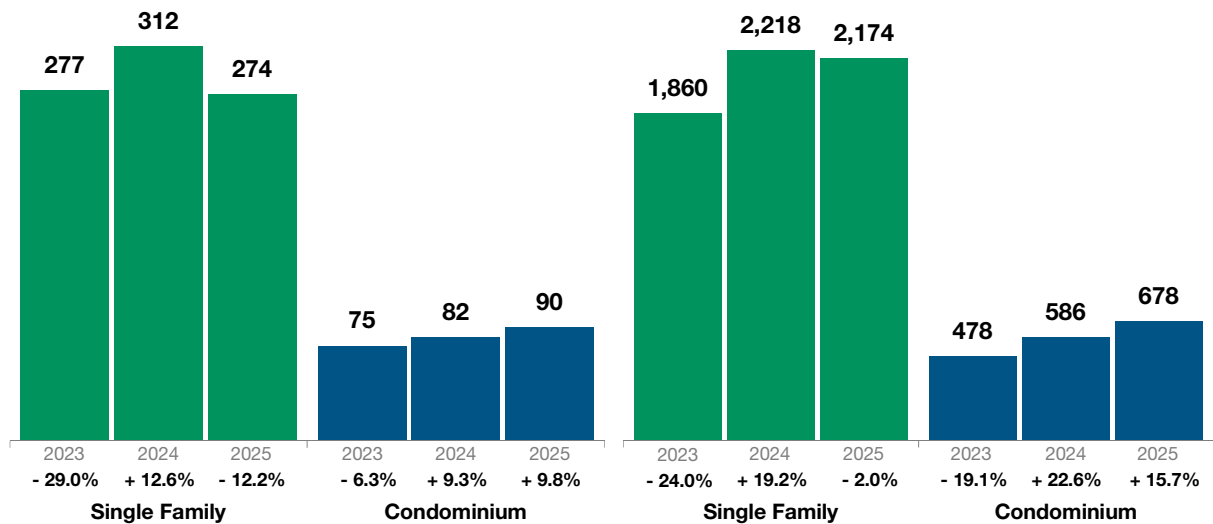


# New Listings

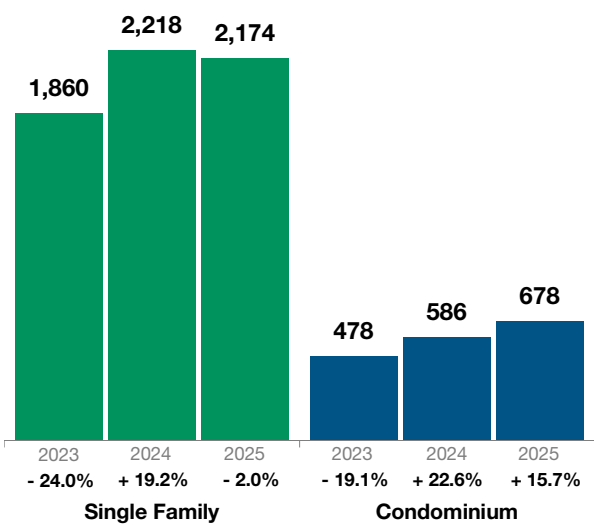
A count of the properties that have been newly listed on the market in a given month.



## July

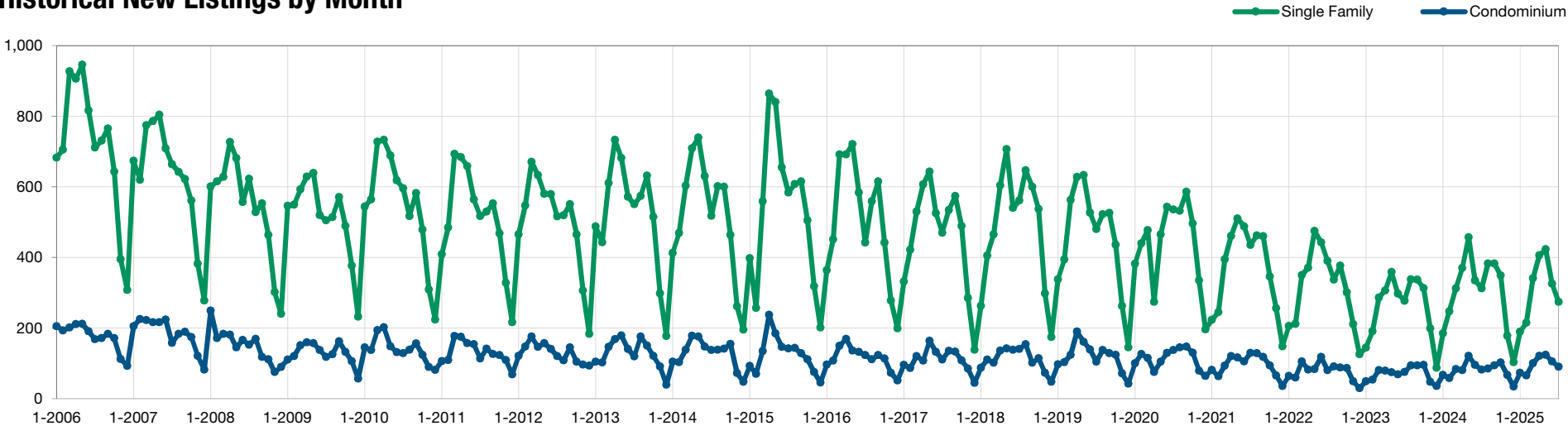


## Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
August 2024	383	+ 13.3%	85	- 9.6%
September 2024	383	+ 13.6%	94	0.0%
October 2024	349	+ 11.5%	102	+ 7.4%
November 2024	178	- 10.6%	67	+ 42.6%
December 2024	103	+ 18.4%	34	- 2.9%
January 2025	189	+ 2.2%	73	+ 9.0%
February 2025	215	- 13.0%	65	+ 12.1%
March 2025	341	+ 9.3%	100	+ 20.5%
April 2025	406	+ 9.7%	121	+ 51.3%
May 2025	423	- 7.4%	124	+ 2.5%
June 2025	326	- 2.7%	105	+ 10.5%
July 2025	274	- 12.2%	90	+ 9.8%
Total	3,570	+ 2.2%	1,060	+ 11.5%

## Historical New Listings by Month



# Glossary of Terms

A research tool provided by the **Massachusetts Association of REALTORS®**



<b>Closed Sales</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Housing Affordability Index</b>	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and average income by county.
<b>Inventory of Homes for Sale</b>	A measure of the number of homes available for sale at a given time. Once a listing goes pending, sold or is taken off the market, it is no longer considered "active." The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
<b>Months Supply of Inventory</b>	The inventory of homes for sale (at the end of a given month) divided by the average monthly pending sales from the last 12 months.
<b>Final Days on Market Until Sale</b>	A measure of how many calendar days pass between when a listing becomes active (not pending) for the last time to the last time it goes pending directly before it is sold. A pending sale is defined as something classified as Pending, Active with a Flag, Contingent or Under Agreement.
<b>Cumulative Days on Market Until Sale</b>	A measure of the average number of calendar days that pass from when a listing is first listed to when a property goes into the last pending status before it is sold.
<b>Percent of Original List Price Received</b>	This is calculated as Total Sold Dollars (all sold prices added together) divided by Total Original Price (all original list prices added together).
<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers. It is calculated by counting all listings with a list date in the reporting period.