

Monthly Indicators

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



March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

New Listings were up 7.1 percent for single-family homes and 18.1 percent for condominium properties. Closed Sales decreased 21.0 percent for single-family homes but increased 21.6 percent for condominium properties.

The Median Sales Price was up 16.3 percent to \$796,950 for single-family homes and 22.8 percent to \$522,000 for condominium properties. Months Supply of Inventory increased 9.1 percent for single-family units and 47.6 percent for condominium units.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Quick Facts

Closed Sales

158	62
Single-Family Only	Condominium Only
- 21.0%	+ 21.6%
Year-Over-Year Change	Year-Over-Year Change

Median Sales Price

\$796,950	\$522,000
Single-Family Only	Condominium Only
+ 16.3%	+ 22.8%
Year-Over-Year Change	Year-Over-Year Change

Homes for Sale

554	190
Single-Family Only	Condominium Only
+ 13.5%	+ 47.3%
Year-Over-Year Change	Year-Over-Year Change

New Listings

334	98
Single-Family Only	Condominium Only
+ 7.1%	+ 18.1%
Year-Over-Year Change	Year-Over-Year Change



Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported. Current as of April 7, 2025.

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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	3-2024	3-2025	+ / -	YTD 2024	YTD 2025	+ / -
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%
Affordability Index		41	36	- 12.2%	41	39	- 4.9%
Homes for Sale		488	554	+ 13.5%	--	--	--
Months Supply		2.2	2.4	+ 9.1%	--	--	--
Final Days on Market		53	66	+ 24.5%	51	64	+ 25.5%
Cumulative Days on Market		51	71	+ 39.2%	48	68	+ 41.7%
Pct. of Orig. Price Received		98.3%	95.4%	- 3.0%	95.8%	94.3%	- 1.6%
New Listings		312	334	+ 7.1%	744	735	- 1.2%

Condominium Market Overview

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



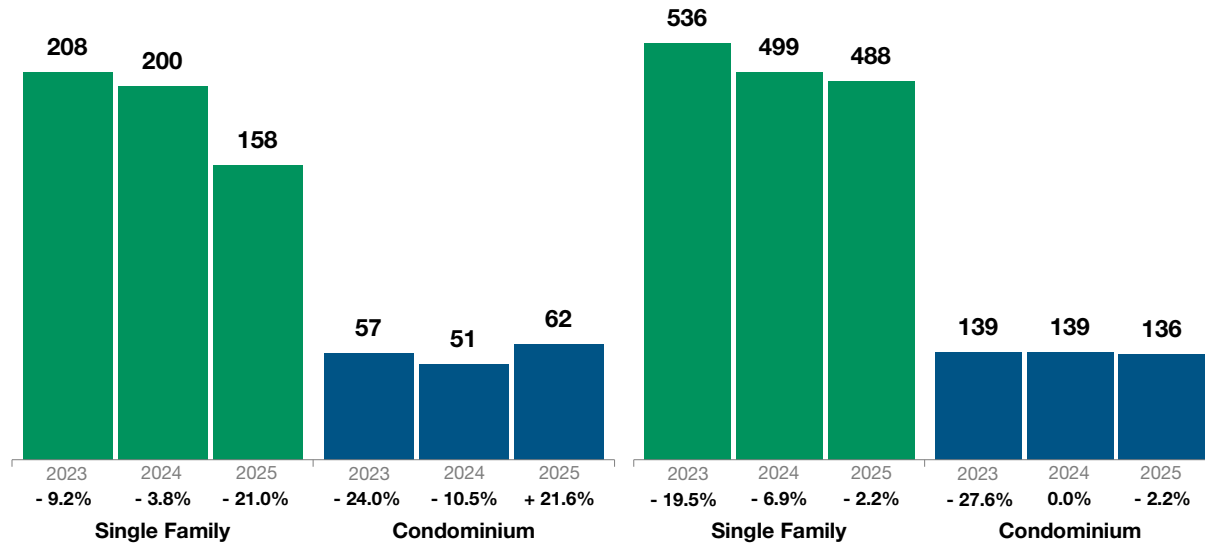
Key Metrics	Historical Sparkbars	3-2024	3-2025	+ / -	YTD 2024	YTD 2025	+ / -
Closed Sales		51	62	+ 21.6%	139	136	- 2.2%
Median Sales Price		\$425,000	\$522,000	+ 22.8%	\$425,000	\$485,000	+ 14.1%
Affordability Index		67	55	- 17.9%	67	60	- 10.4%
Homes for Sale		129	190	+ 47.3%	--	--	--
Months Supply		2.1	3.1	+ 47.6%	--	--	--
Final Days on Market		49	57	+ 16.3%	49	55	+ 12.2%
Cumulative Days on Market		52	57	+ 9.6%	48	55	+ 14.6%
Pct. of Orig. Price Received		97.6%	97.1%	- 0.5%	97.1%	96.3%	- 0.8%
New Listings		83	98	+ 18.1%	208	238	+ 14.4%

Closed Sales

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

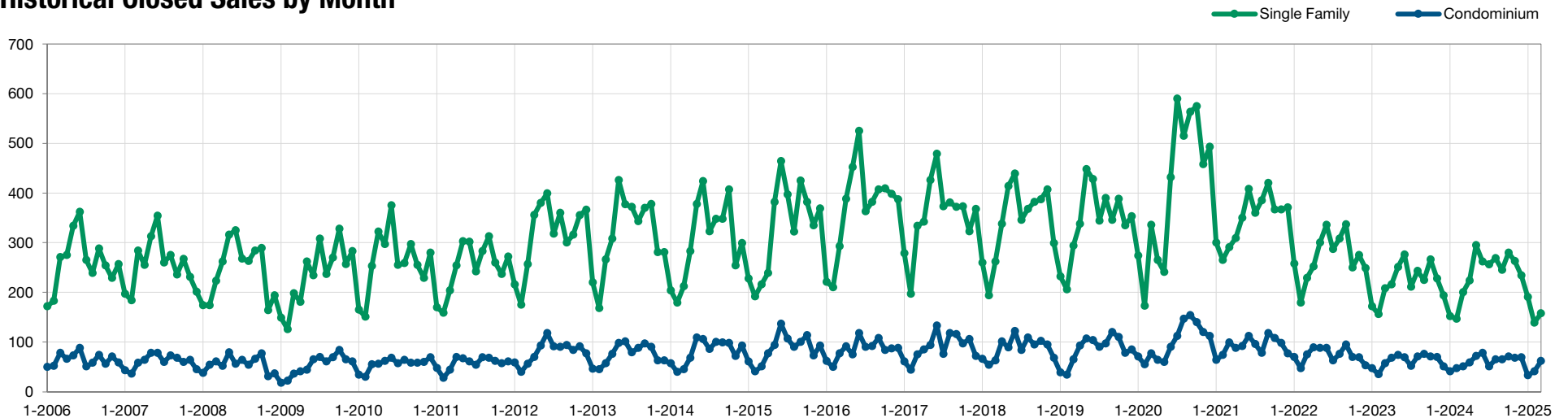


March



	Single-Family	YoY Change	Condominium	YoY Change
April 2024	224	+ 3.7%	59	- 13.2%
May 2024	295	+ 17.5%	72	- 2.7%
June 2024	262	- 5.1%	78	+ 13.0%
July 2024	256	+ 21.3%	51	- 1.9%
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	158	- 21.0%	62	+ 21.6%
Total	2,816	+ 7.9%	734	- 0.9%

Historical Closed Sales by Month



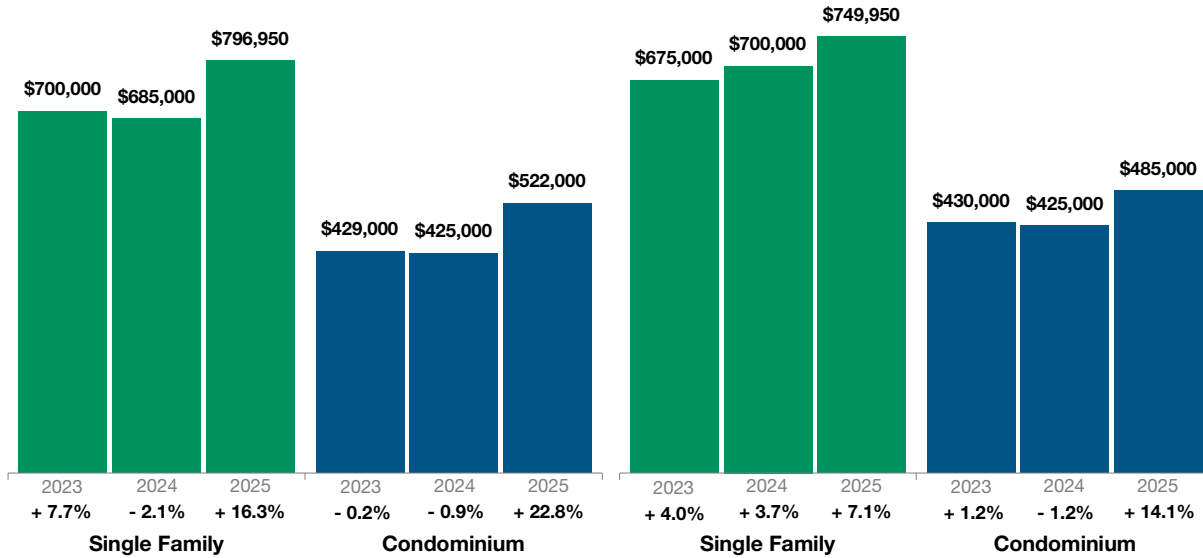
Median Sales Price

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



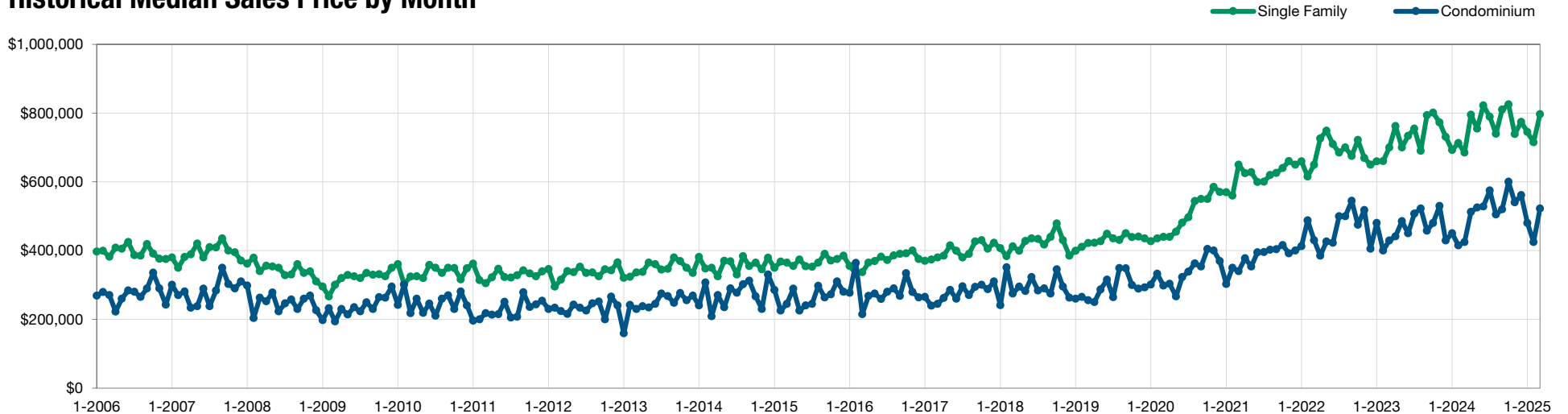
March

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
April 2024	\$795,000	+ 4.3%	\$512,500	+ 16.1%
May 2024	\$755,000	+ 7.9%	\$525,000	+ 8.1%
June 2024	\$822,000	+ 12.0%	\$528,500	+ 17.5%
July 2024	\$789,500	+ 4.6%	\$575,000	+ 13.4%
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	\$796,950	+ 16.3%	\$522,000	+ 22.8%
Median	\$775,000	+ 5.4%	\$528,000	+ 17.3%

Historical Median Sales Price by Month



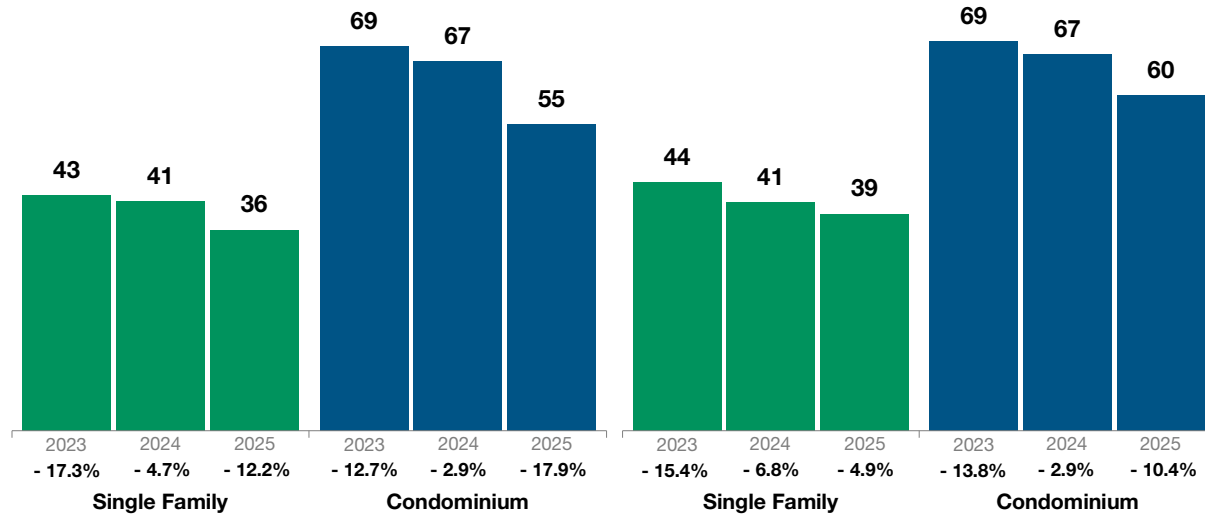
Housing Affordability Index



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.**

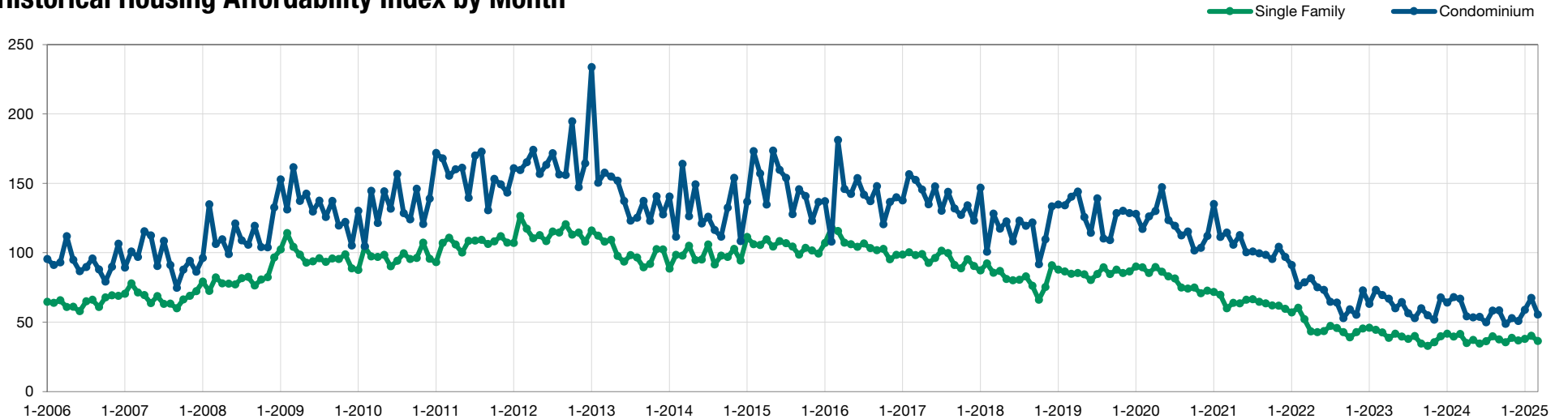
March

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
April 2024	35	-10.3%	54	-19.4%
May 2024	37	-11.9%	53	-11.7%
June 2024	35	-10.3%	54	-15.6%
July 2024	36	-5.3%	50	-10.7%
August 2024	40	0.0%	58	+9.4%
September 2024	38	+11.8%	58	-3.3%
October 2024	35	+6.1%	49	-10.9%
November 2024	39	+11.4%	53	+1.9%
December 2024	37	-7.5%	51	-25.0%
January 2025	38	-9.5%	59	-7.8%
February 2025	40	0.0%	67	-1.5%
March 2025	36	-12.2%	55	-17.9%
Average	37	-3.8%	55	-9.8%

Historical Housing Affordability Index by Month

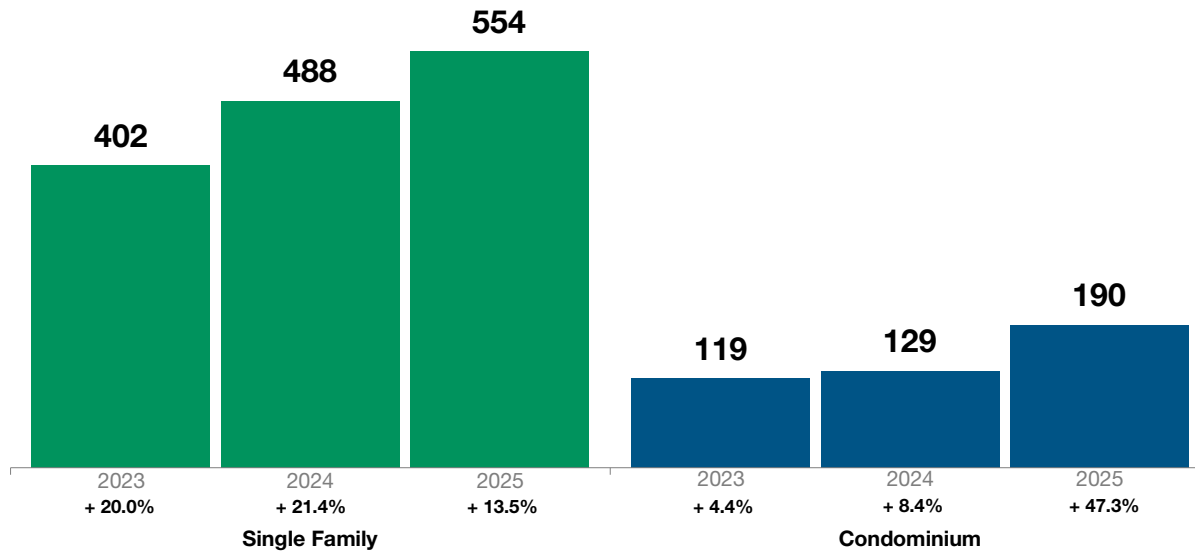


Inventory of Homes for Sale

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

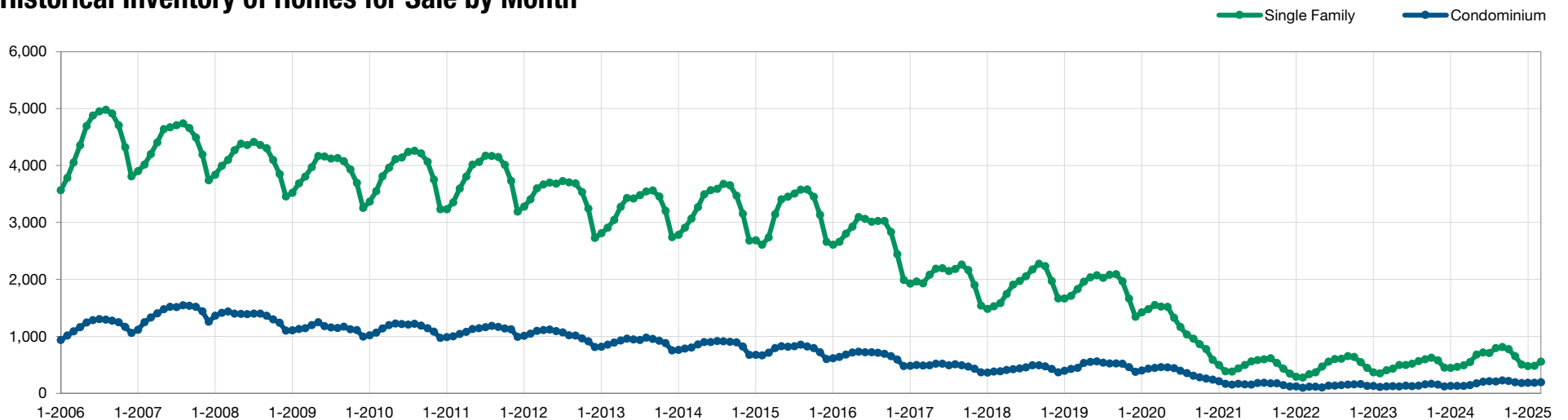


March



	Single-Family	YoY Change	Condominium	YoY Change
April 2024	543	+ 26.0%	142	+ 14.5%
May 2024	677	+ 37.0%	174	+ 46.2%
June 2024	716	+ 45.5%	202	+ 53.0%
July 2024	706	+ 36.8%	212	+ 71.0%
August 2024	793	+ 40.4%	205	+ 53.0%
September 2024	809	+ 35.7%	223	+ 45.8%
October 2024	773	+ 24.3%	214	+ 28.9%
November 2024	649	+ 12.7%	192	+ 28.0%
December 2024	501	+ 12.1%	176	+ 51.7%
January 2025	476	+ 7.4%	184	+ 43.8%
February 2025	480	+ 4.1%	183	+ 44.1%
March 2025	554	+ 13.5%	190	+ 47.3%
Average	640	+ 25.2%	191	+ 43.4%

Historical Inventory of Homes for Sale by Month

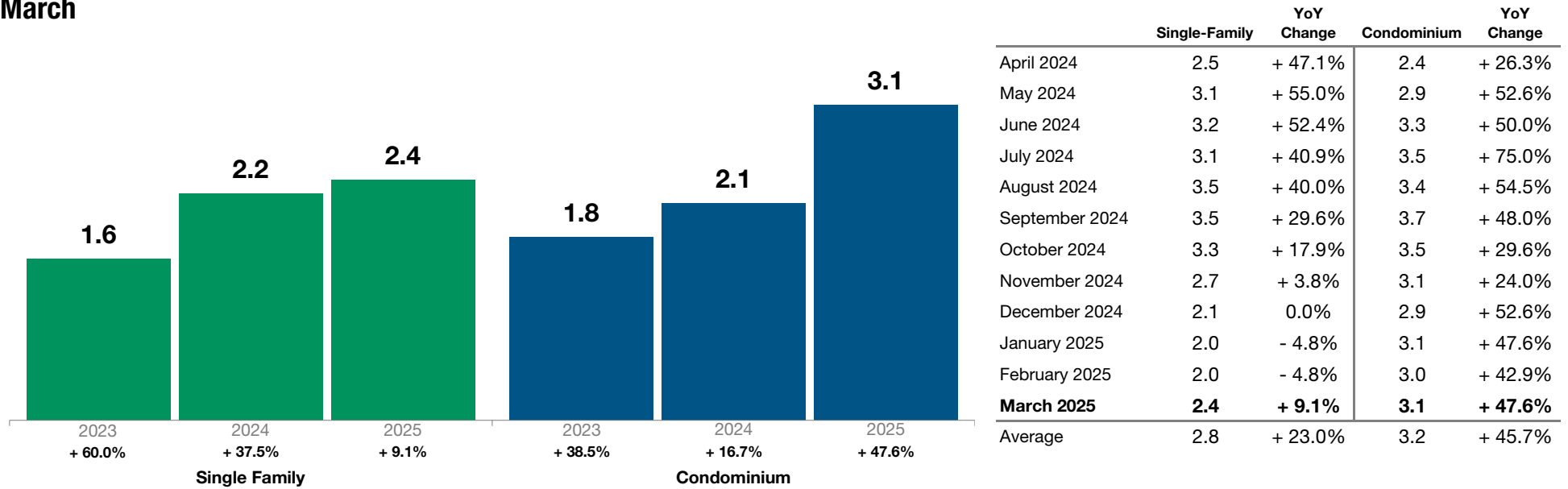


Months Supply of Inventory

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.

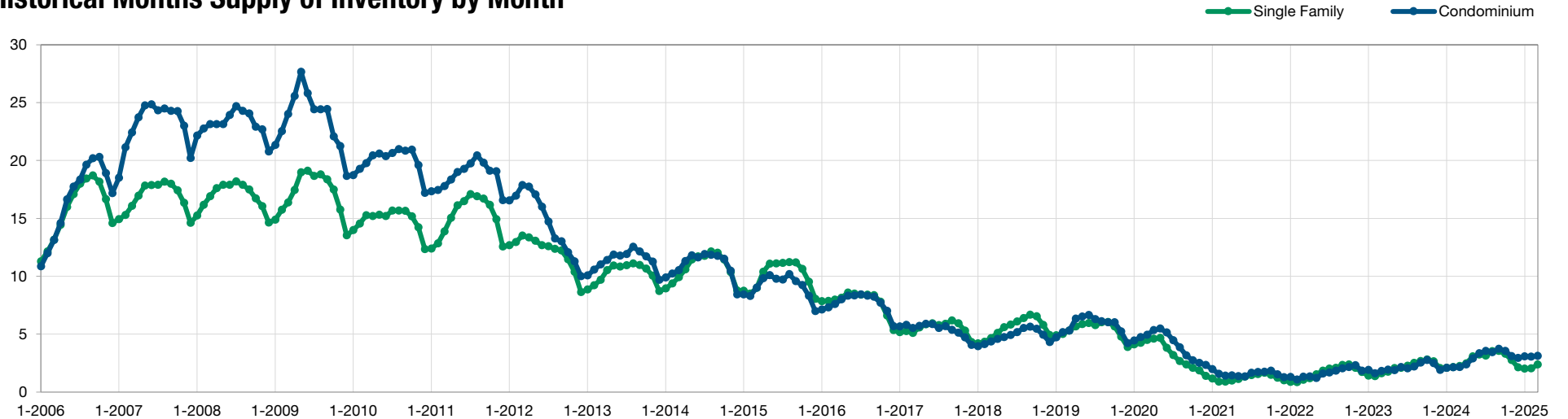


March



	Single-Family	YoY Change	Condominium	YoY Change
April 2024	2.5	+ 47.1%	2.4	+ 26.3%
May 2024	3.1	+ 55.0%	2.9	+ 52.6%
June 2024	3.2	+ 52.4%	3.3	+ 50.0%
July 2024	3.1	+ 40.9%	3.5	+ 75.0%
August 2024	3.5	+ 40.0%	3.4	+ 54.5%
September 2024	3.5	+ 29.6%	3.7	+ 48.0%
October 2024	3.3	+ 17.9%	3.5	+ 29.6%
November 2024	2.7	+ 3.8%	3.1	+ 24.0%
December 2024	2.1	0.0%	2.9	+ 52.6%
January 2025	2.0	- 4.8%	3.1	+ 47.6%
February 2025	2.0	- 4.8%	3.0	+ 42.9%
March 2025	2.4	+ 9.1%	3.1	+ 47.6%
Average	2.8	+ 23.0%	3.2	+ 45.7%

Historical Months Supply of Inventory by Month

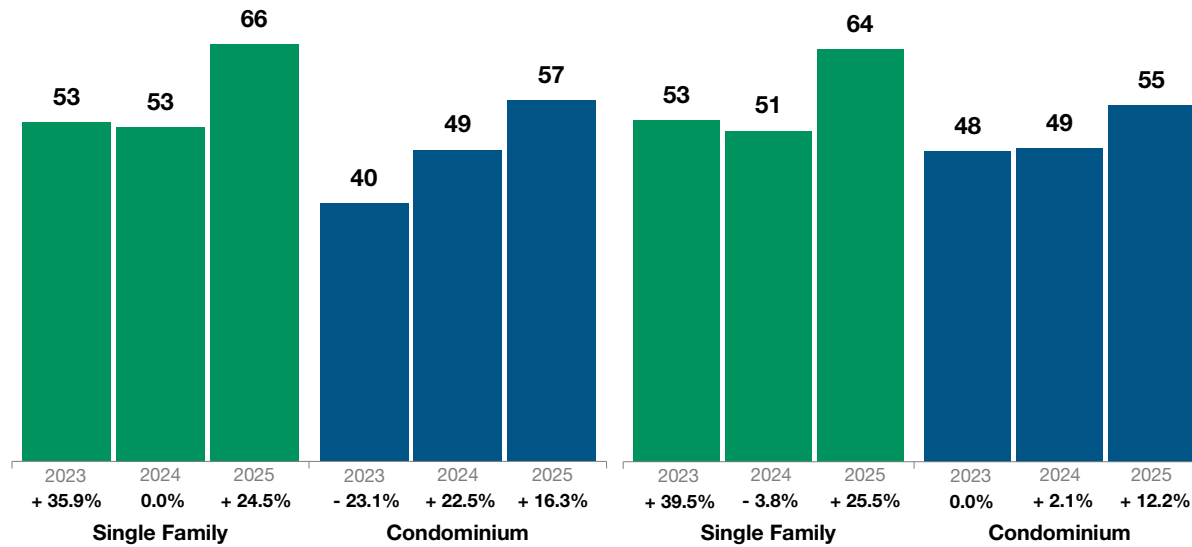


Final Days on Market

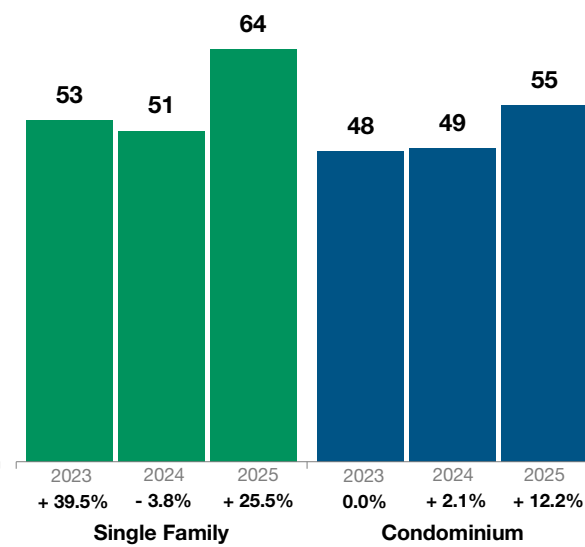
Average number of days between when a property is last listed and when the final offer is accepted in a given month.



March

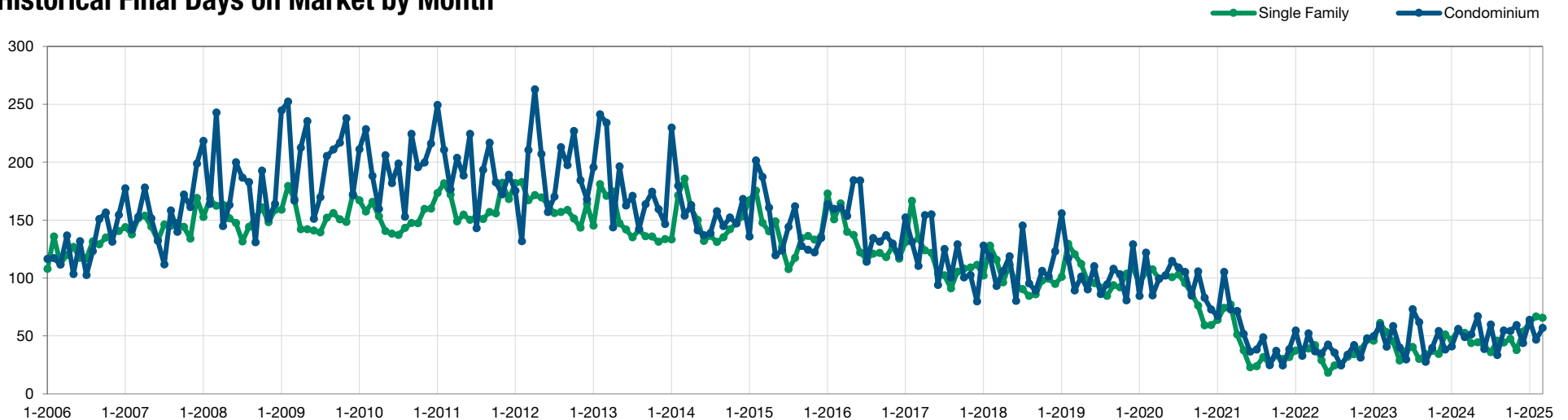


Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
April 2024	44	- 2.2%	51	- 12.1%
May 2024	44	+ 51.7%	67	+ 67.5%
June 2024	42	+ 13.5%	39	+ 30.0%
July 2024	36	- 10.0%	60	- 17.8%
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	66	+ 24.5%	57	+ 16.3%
Average	47	+ 18.8%	52	+ 11.2%

Historical Final Days on Market by Month



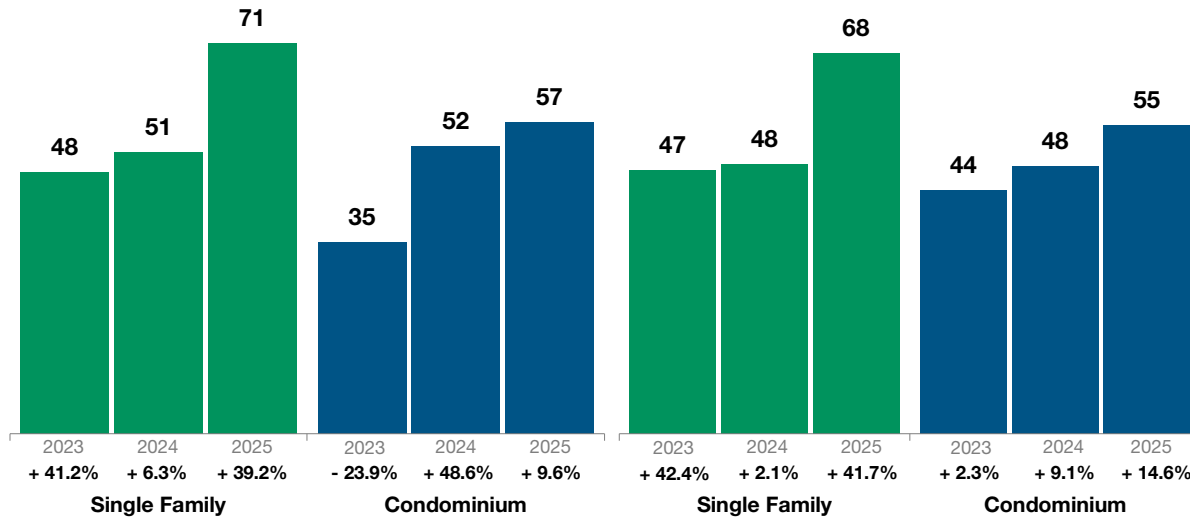
Cumulative Days on Market

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



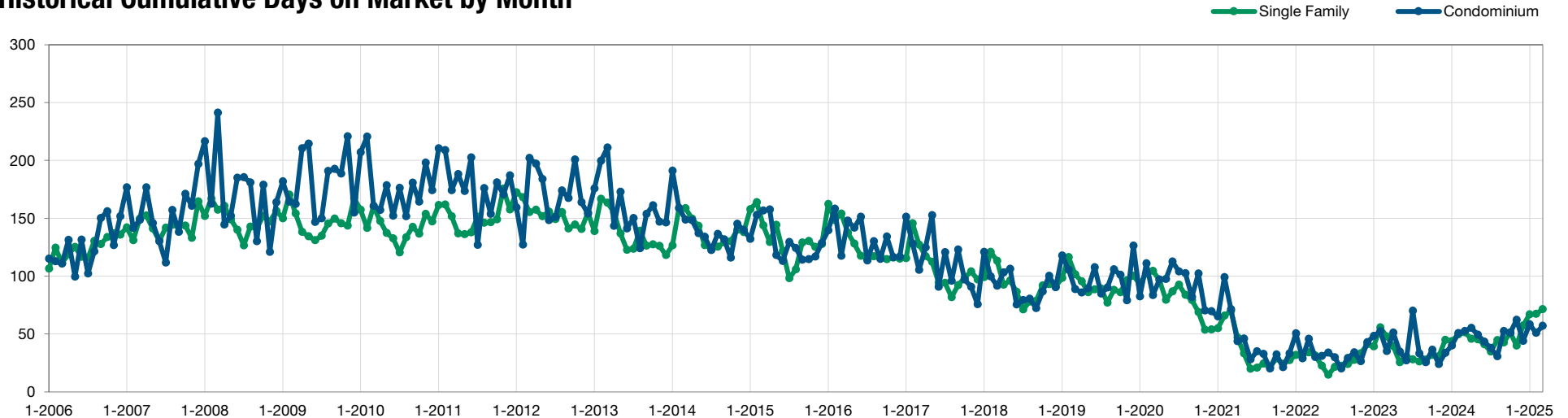
March

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
April 2024	46	+ 17.9%	55	+ 7.8%
May 2024	45	+ 80.0%	49	+ 40.0%
June 2024	41	+ 32.3%	43	+ 59.3%
July 2024	35	+ 25.0%	38	- 45.7%
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	71	+ 39.2%	57	+ 9.6%
Average	49	+ 41.0%	49	+ 27.2%

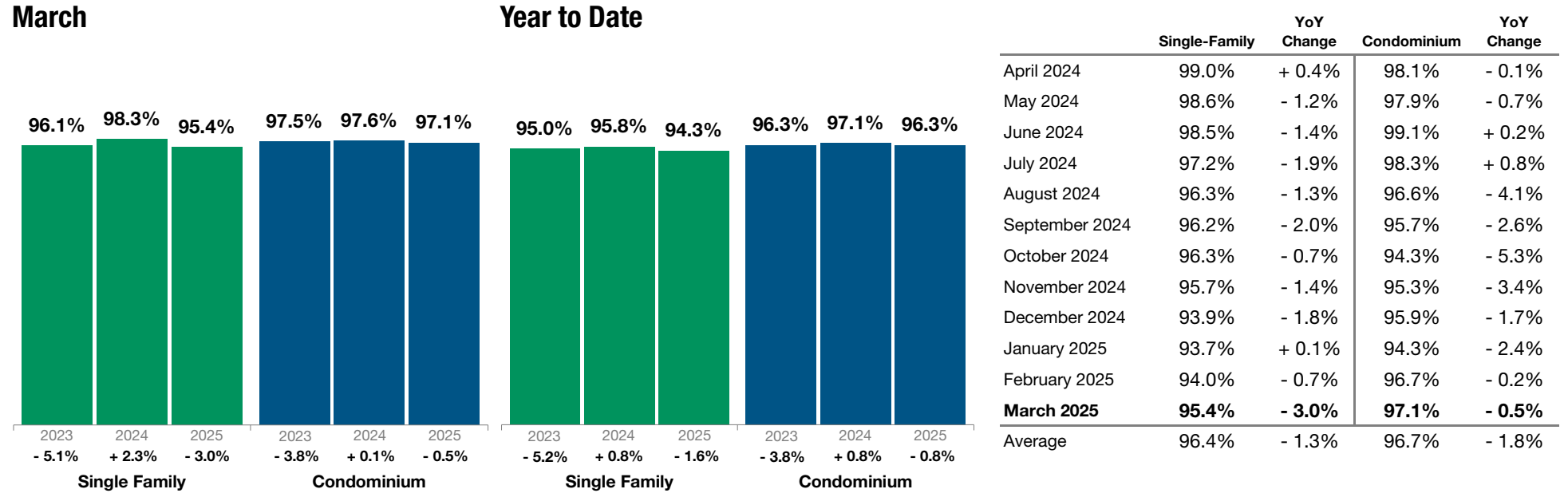
Historical Cumulative Days on Market by Month



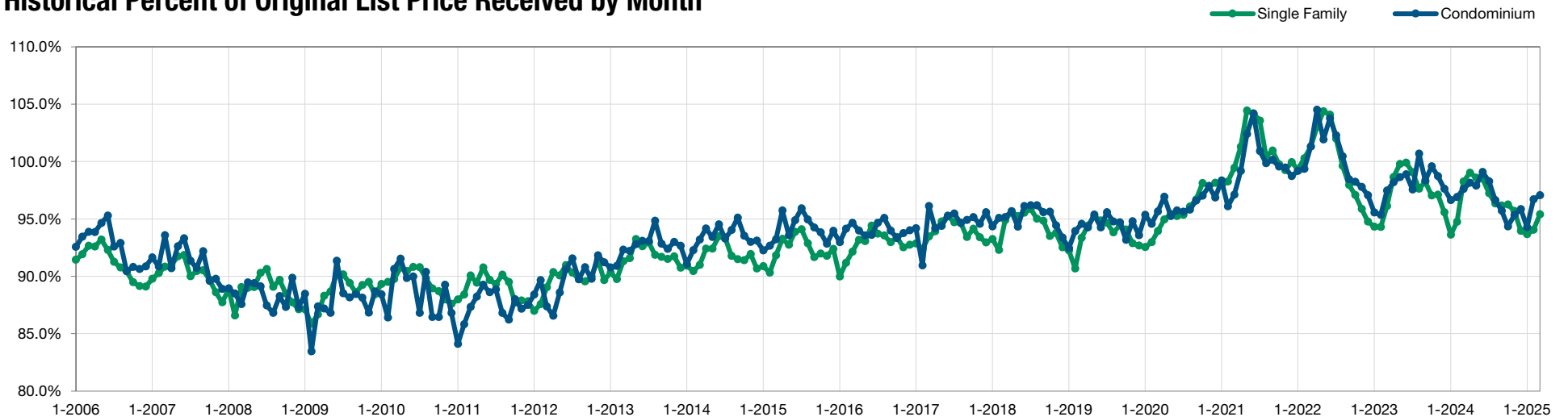
Percent of Original List Price Received



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.



Historical Percent of Original List Price Received by Month

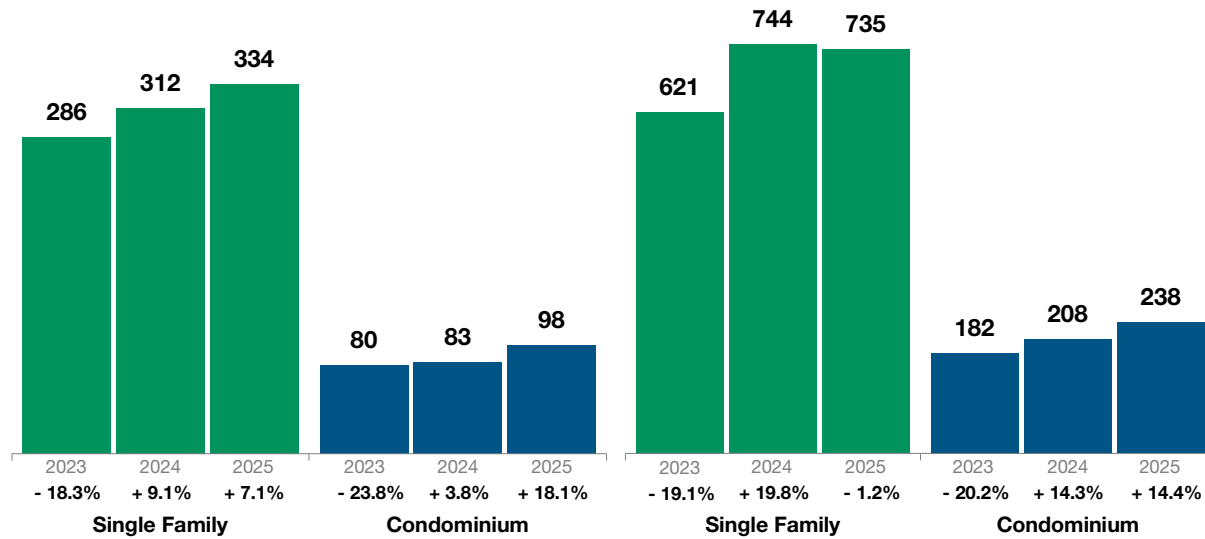


New Listings

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



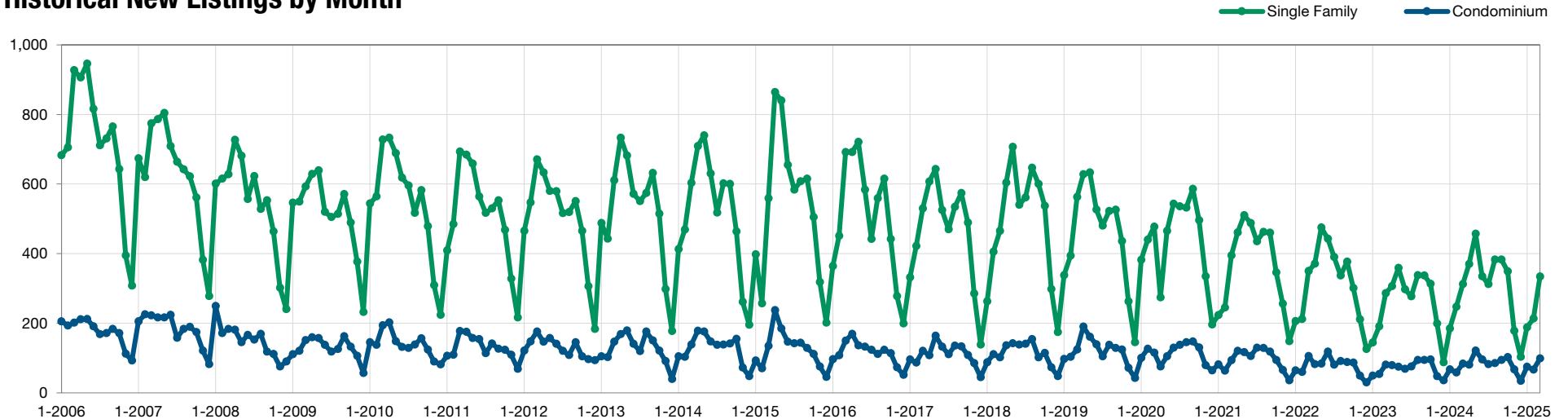
March



Year to Date

	Single-Family	YoY Change	Condominium	YoY Change
April 2024	370	+ 20.9%	80	+ 1.3%
May 2024	457	+ 27.3%	121	+ 63.5%
June 2024	335	+ 12.8%	95	+ 39.7%
July 2024	312	+ 12.6%	82	+ 9.3%
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	188	+ 1.6%	74	+ 10.4%
February 2025	213	- 13.8%	66	+ 13.8%
March 2025	334	+ 7.1%	98	+ 18.1%
Total	3,605	+ 10.7%	998	+ 14.8%

Historical New Listings by Month



Glossary of Terms

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



Closed Sales	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Housing Affordability Index	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.
Inventory of Homes for Sale	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.
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.
Final Days on Market Until Sale	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.
Cumulative Days on Market Until Sale	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.
Percent of Original List Price Received	This is calculated as Total Sold Dollars (all sold prices added together) divided by Total Original Price (all original list prices added together).
New Listings	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.