

Monthly Indicators

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



May 2025

U.S. existing-home sales dipped 0.5% month-over-month and 2.0% year-over-year to a seasonally adjusted annual rate of 4.00 million units, according to the National Association of REALTORS® (NAR). Sales increased in the Midwest, decreased in the West and Northeast, and were unchanged in the South. Year-over-year, sales were down in every region except the Northeast.

New Listings were down 9.0 percent for single-family homes but were up 1.7 percent for condominium properties. Closed Sales decreased 15.6 percent for single-family homes but increased 2.8 percent for condominium properties.

The Median Sales Price remained flat at \$755,000 for single-family homes but was down 15.5 percent to \$443,500 for condominium properties. Months Supply of Inventory increased 9.7 percent for single-family units and 62.1 percent for condominium units.

There were 1.45 million units actively for sale heading into May, a 9.0% increase from the previous month and a 20.8% improvement from the same time last year, for a 4.4-month supply at the current sales pace, according to NAR. The median existing-home price edged up 1.8% year-over-year to \$414,000 as of last measure, the 22nd consecutive month of annual price increases and a new record high for the month.

Quick Facts

Closed Sales

249	74
Single-Family Only	Condominium Only
- 15.6%	+ 2.8%
Year-Over-Year Change	Year-Over-Year Change

Median Sales Price

\$755,000	\$443,500
Single-Family Only	Condominium Only
0.0%	- 15.5%
Year-Over-Year Change	Year-Over-Year Change

Homes for Sale

790	283
Single-Family Only	Condominium Only
+ 16.7%	+ 62.6%
Year-Over-Year Change	Year-Over-Year Change

New Listings

416	123
Single-Family Only	Condominium Only
- 9.0%	+ 1.7%
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 June 7, 2025.

All data from the Cape Cod and Islands Association of REALTORS®, Inc. Report © 2025 ShowingTime Plus, LLC.

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	5-2024	5-2025	+ / -	YTD 2024	YTD 2025	+ / -
Closed Sales		295	249	- 15.6%	1,018	941	- 7.6%
Median Sales Price		\$755,000	\$755,000	0.0%	\$734,500	\$756,490	+ 3.0%
Affordability Index		37	38	+ 2.7%	38	38	0.0%
Homes for Sale		677	790	+ 16.7%	--	--	--
Months Supply		3.1	3.4	+ 9.7%	--	--	--
Final Days on Market		44	42	- 4.5%	48	56	+ 16.7%
Cumulative Days on Market		45	47	+ 4.4%	47	61	+ 29.8%
Pct. of Orig. Price Received		98.6%	96.6%	- 2.0%	97.3%	95.4%	- 2.0%
New Listings		457	416	- 9.0%	1,571	1,566	- 0.3%

Condominium Market Overview

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



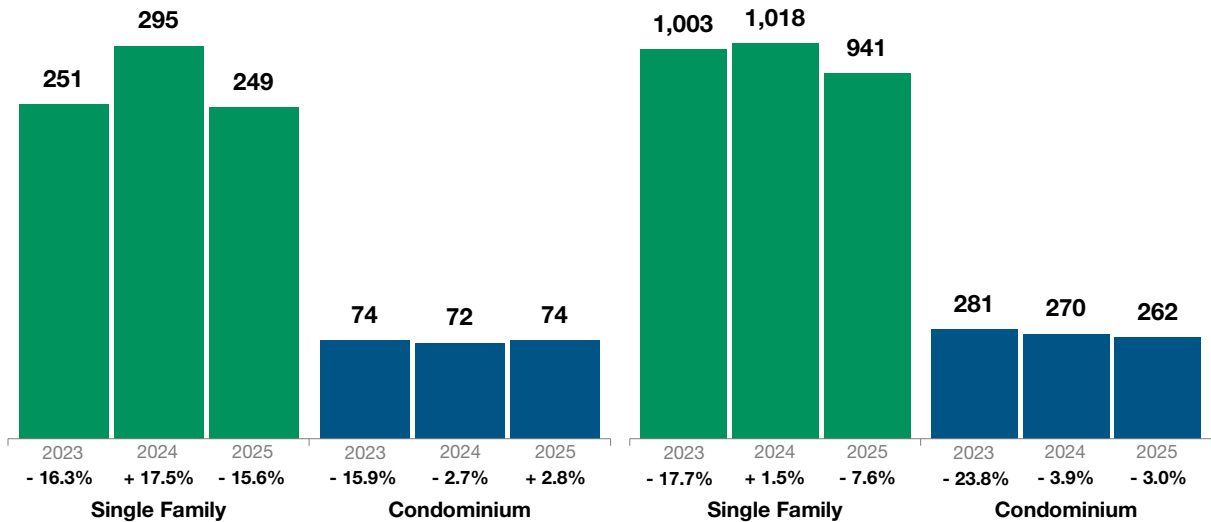
Key Metrics	Historical Sparkbars	5-2024	5-2025	+ / -	YTD 2024	YTD 2025	+ / -
Closed Sales		72	74	+ 2.8%	270	262	- 3.0%
Median Sales Price		\$525,000	\$443,500	- 15.5%	\$470,000	\$477,500	+ 1.6%
Affordability Index		53	64	+ 20.8%	60	60	0.0%
Homes for Sale		174	283	+ 62.6%	--	--	--
Months Supply		2.9	4.7	+ 62.1%	--	--	--
Final Days on Market		67	54	- 19.4%	54	61	+ 13.0%
Cumulative Days on Market		49	53	+ 8.2%	50	61	+ 22.0%
Pct. of Orig. Price Received		97.9%	98.2%	+ 0.3%	97.5%	96.9%	- 0.6%
New Listings		121	123	+ 1.7%	409	483	+ 18.1%

Closed Sales

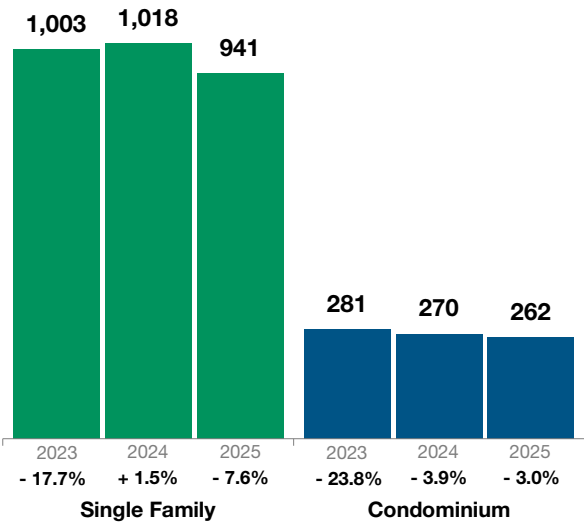
A count of the actual sales that closed in a given month.



May

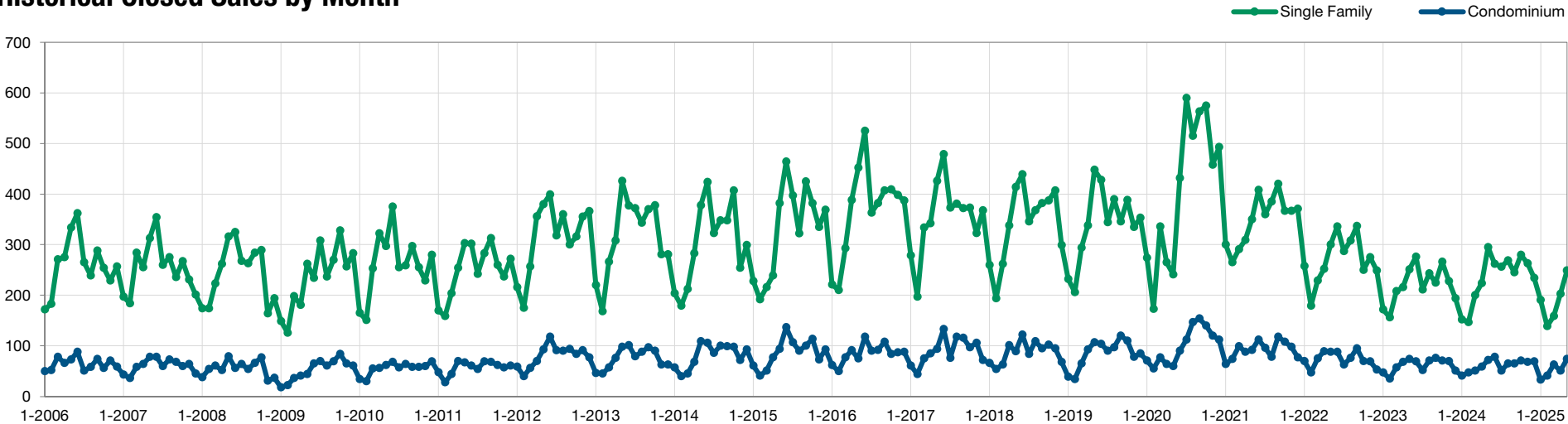


Year to Date



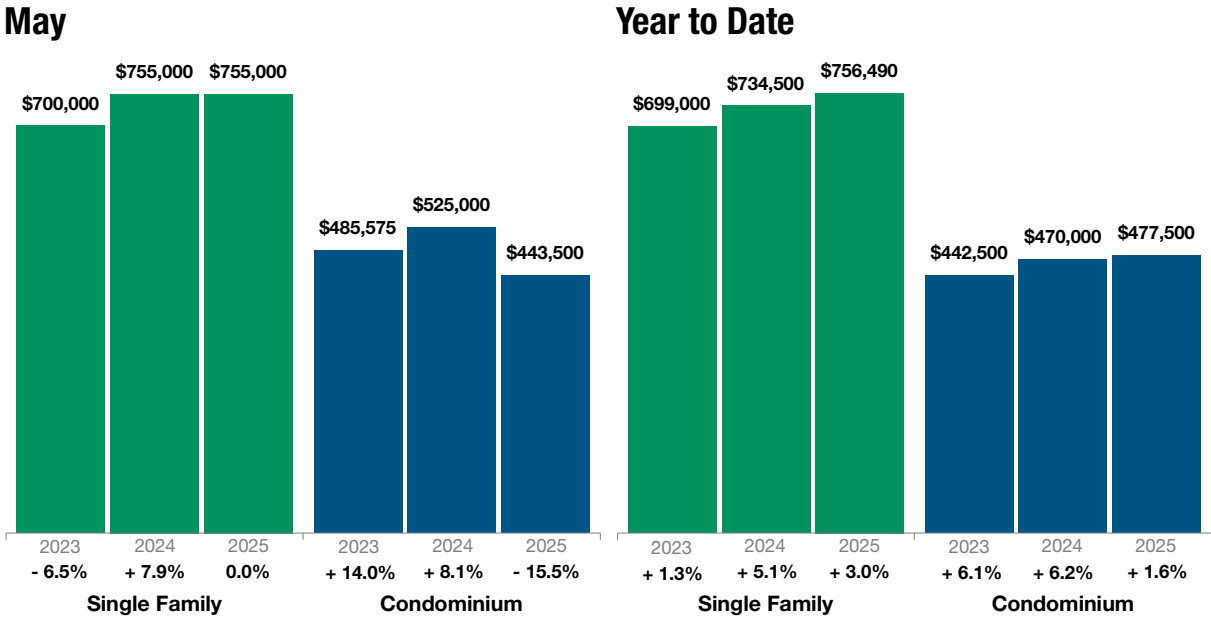
	Single-Family	YoY Change	Condominium	YoY Change
June 2024	262	- 5.1%	78	+ 13.0%
July 2024	256	+ 21.3%	51	- 1.9%
August 2024	269	+ 10.7%	65	- 8.5%
September 2024	245	+ 8.9%	65	- 14.5%
October 2024	280	+ 5.3%	71	0.0%
November 2024	263	+ 15.4%	68	- 2.9%
December 2024	234	+ 20.6%	69	+ 35.3%
January 2025	191	+ 25.7%	33	- 19.5%
February 2025	139	- 5.4%	41	- 12.8%
March 2025	159	- 20.5%	63	+ 23.5%
April 2025	203	- 9.4%	51	- 13.6%
May 2025	249	- 15.6%	74	+ 2.8%
Total	2,750	+ 3.3%	729	- 0.1%

Historical Closed Sales by Month



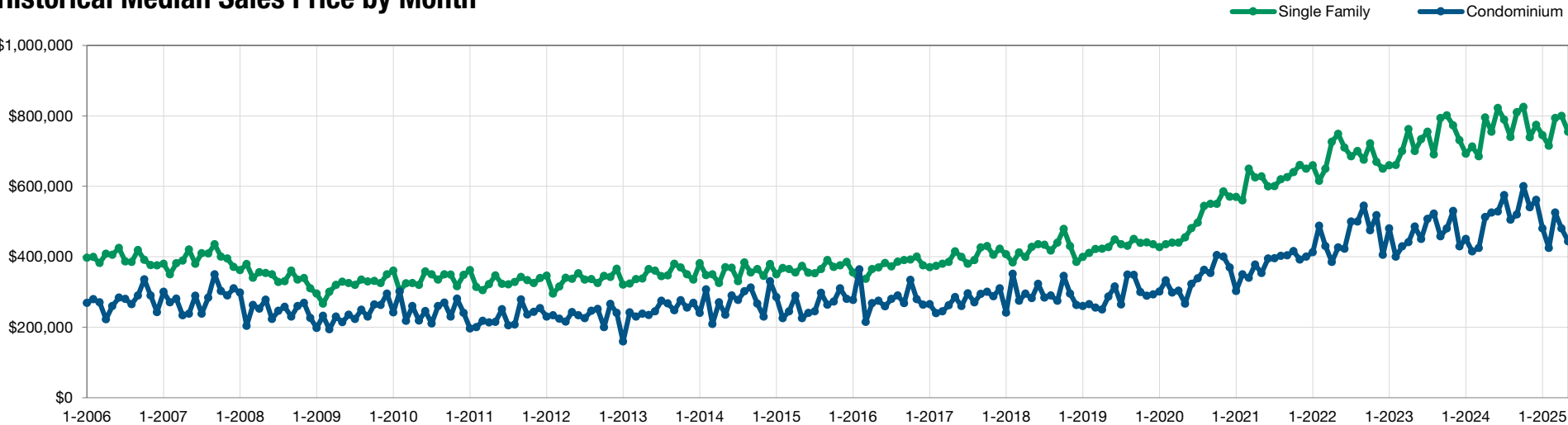
Median Sales Price

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



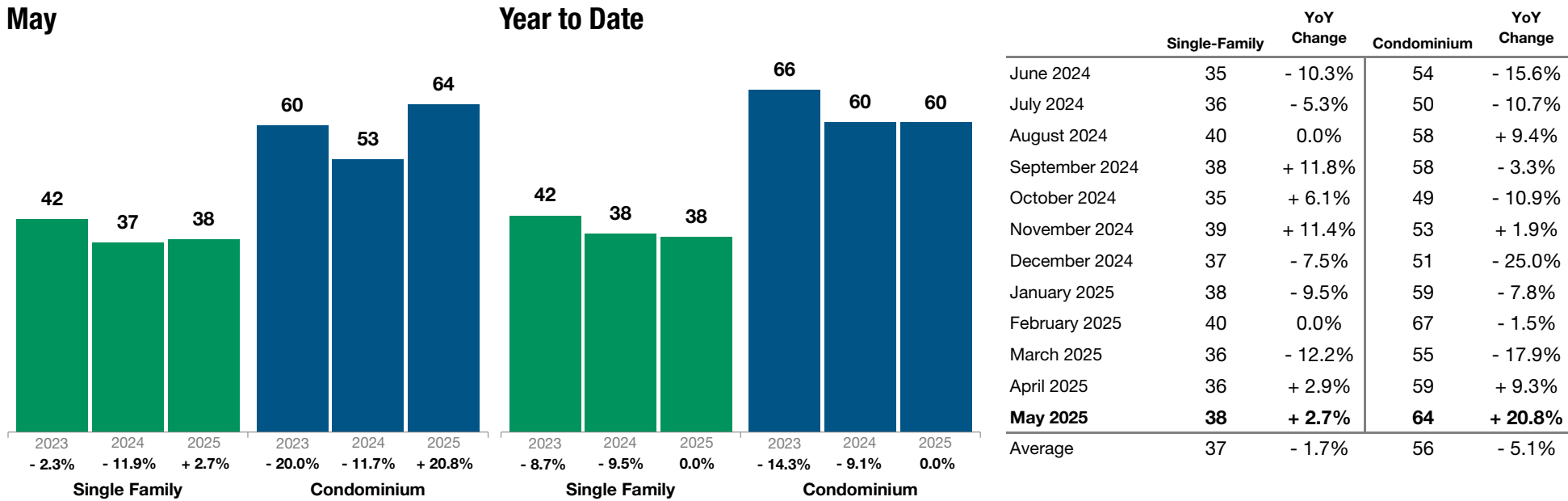
	Single-Family	YoY Change	Condominium	YoY Change
June 2024	\$822,000	+ 12.0%	\$528,500	+ 17.5%
July 2024	\$789,500	+ 4.6%	\$575,000	+ 13.4%
August 2024	\$740,000	+ 7.2%	\$505,000	- 3.3%
September 2024	\$810,000	+ 2.0%	\$520,000	+ 13.7%
October 2024	\$825,000	+ 3.0%	\$600,000	+ 25.0%
November 2024	\$739,000	- 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	\$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%
Median	\$775,000	+ 4.1%	\$520,000	+ 10.7%

Historical Median Sales Price by Month

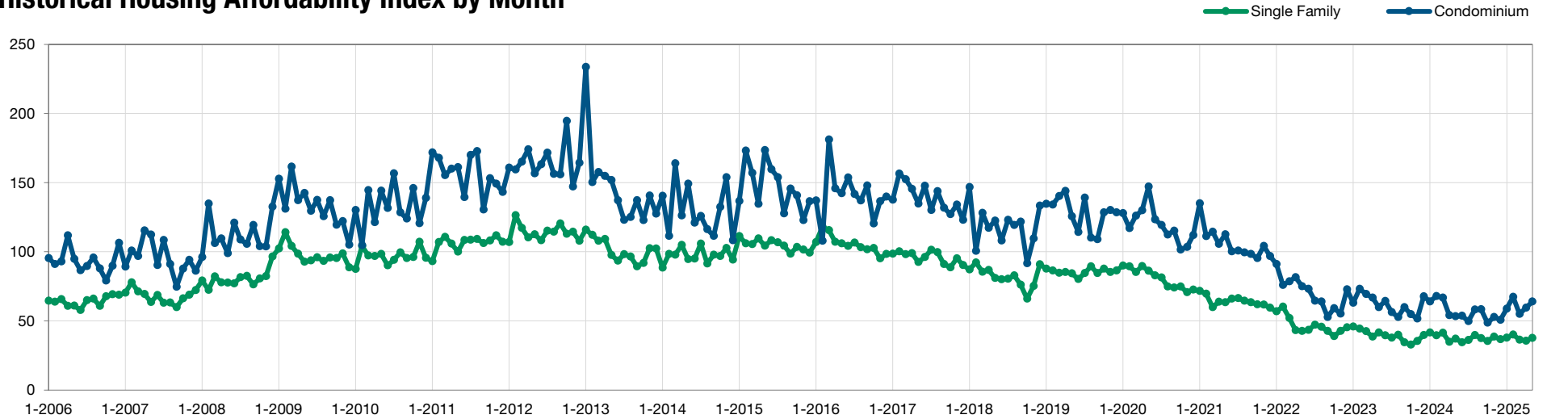


Housing Affordability Index

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

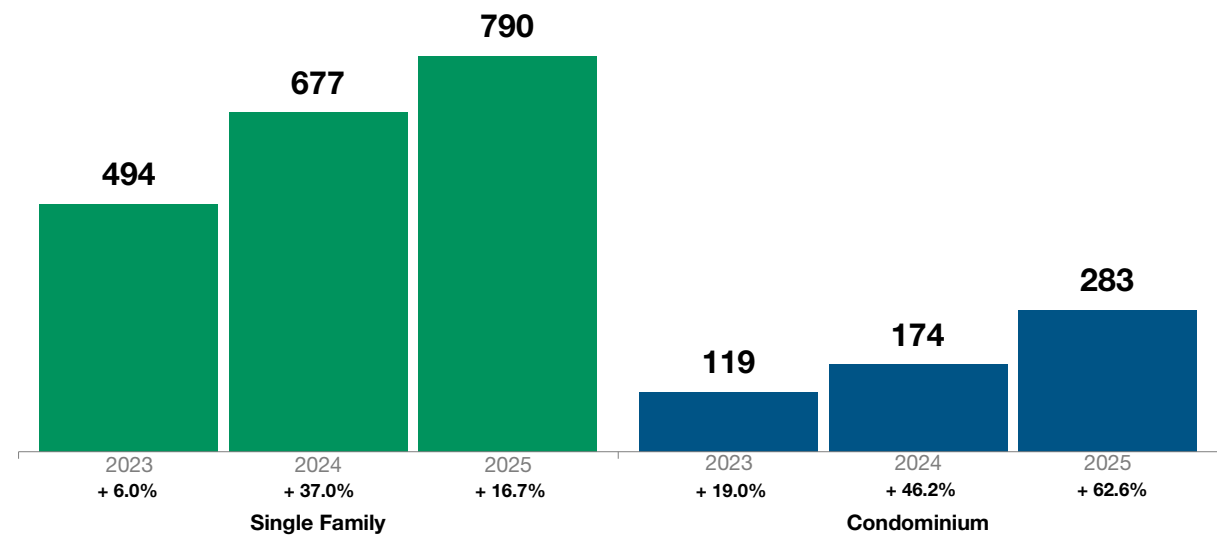


Inventory of Homes for Sale

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

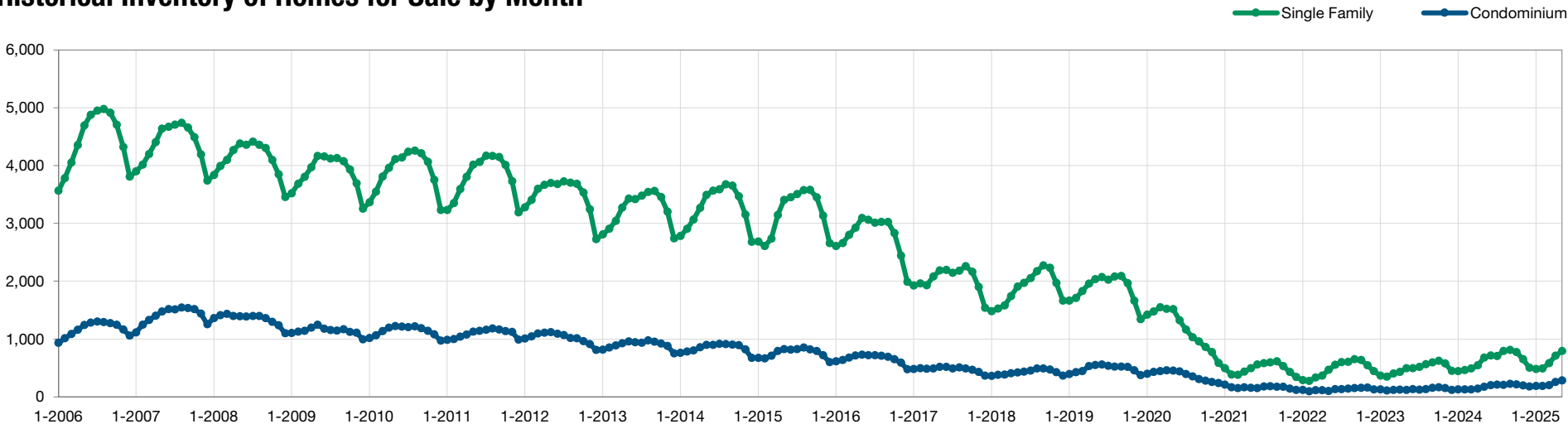


May



	Single-Family	YoY Change	Condominium	YoY Change
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	774	+ 24.4%	215	+ 29.5%
November 2024	650	+ 12.8%	194	+ 29.3%
December 2024	504	+ 12.8%	179	+ 54.3%
January 2025	481	+ 8.6%	188	+ 46.9%
February 2025	489	+ 6.1%	187	+ 47.2%
March 2025	583	+ 19.5%	202	+ 56.6%
April 2025	710	+ 30.8%	254	+ 78.9%
May 2025	790	+ 16.7%	283	+ 62.6%
Average	667	+ 24.6%	212	+ 51.9%

Historical Inventory of Homes for Sale by Month

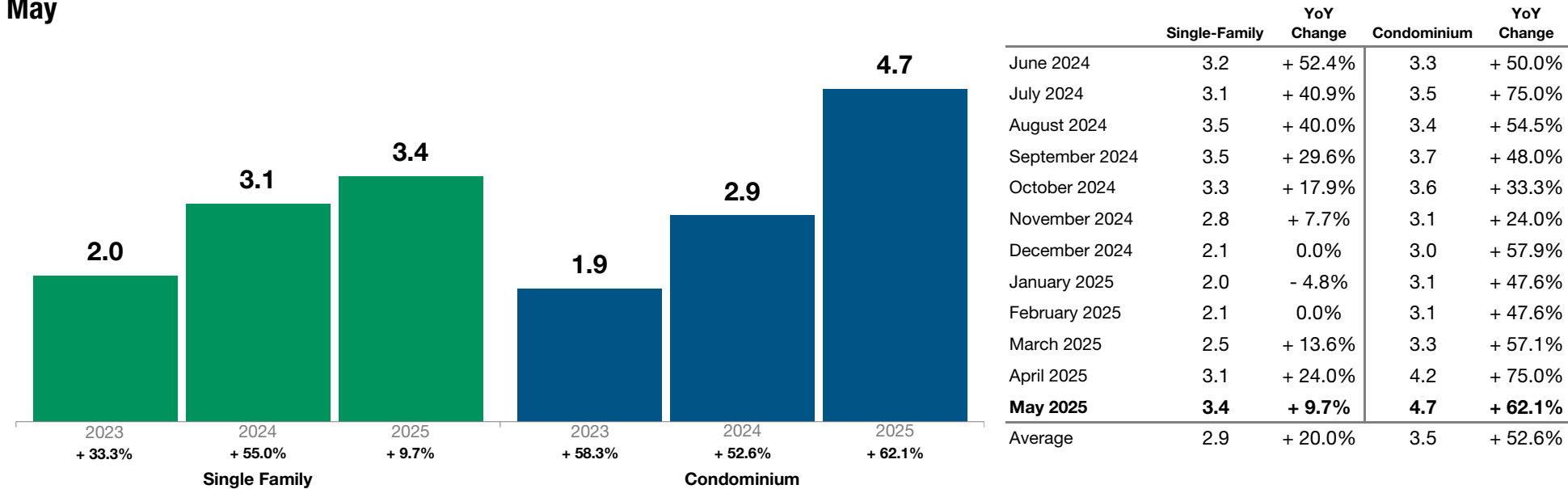


Months Supply of Inventory

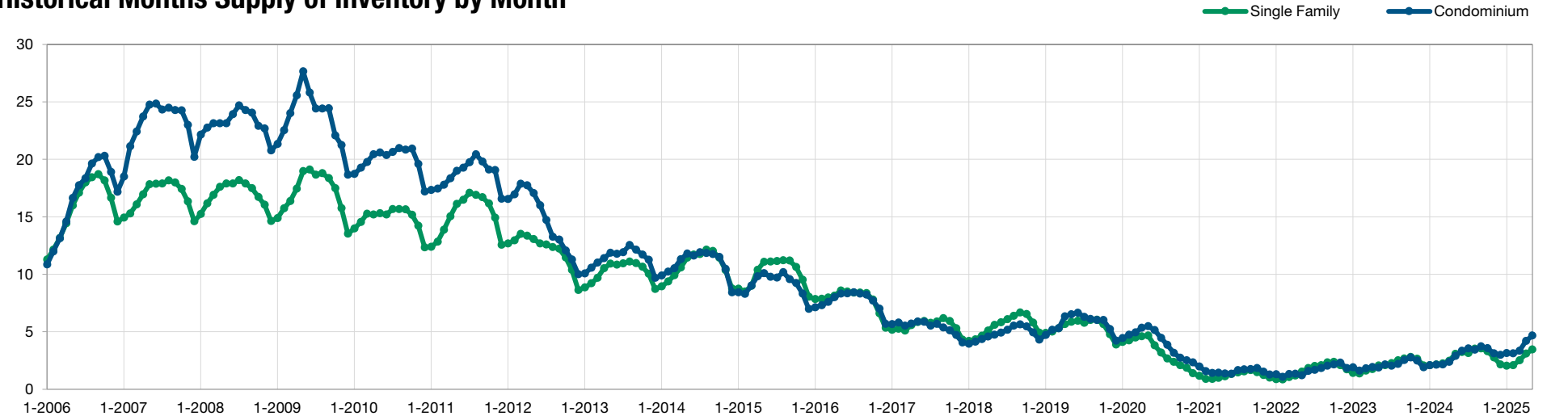
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



May



Historical Months Supply of Inventory by Month



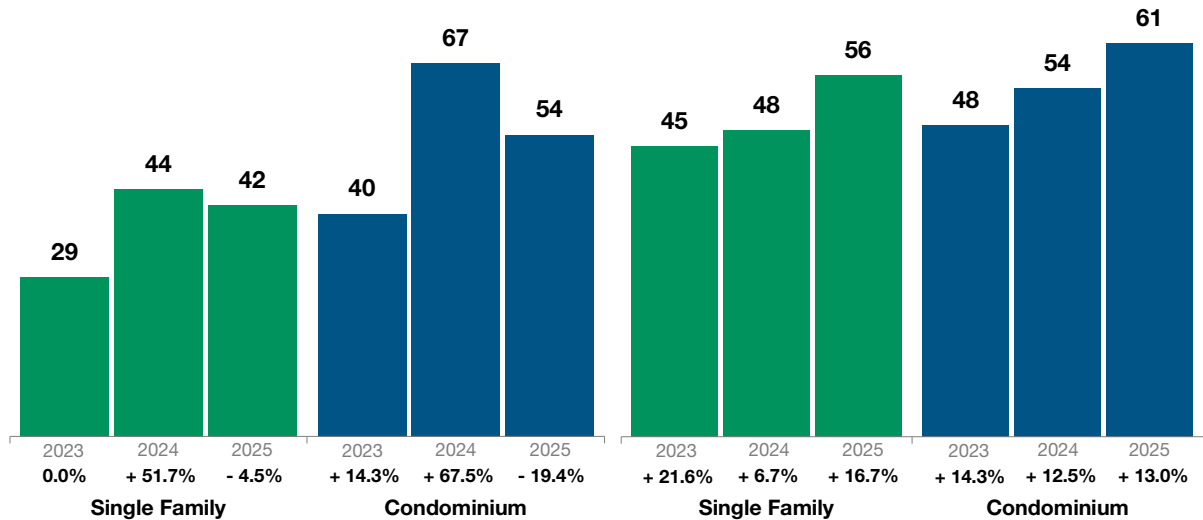
Final Days on Market

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



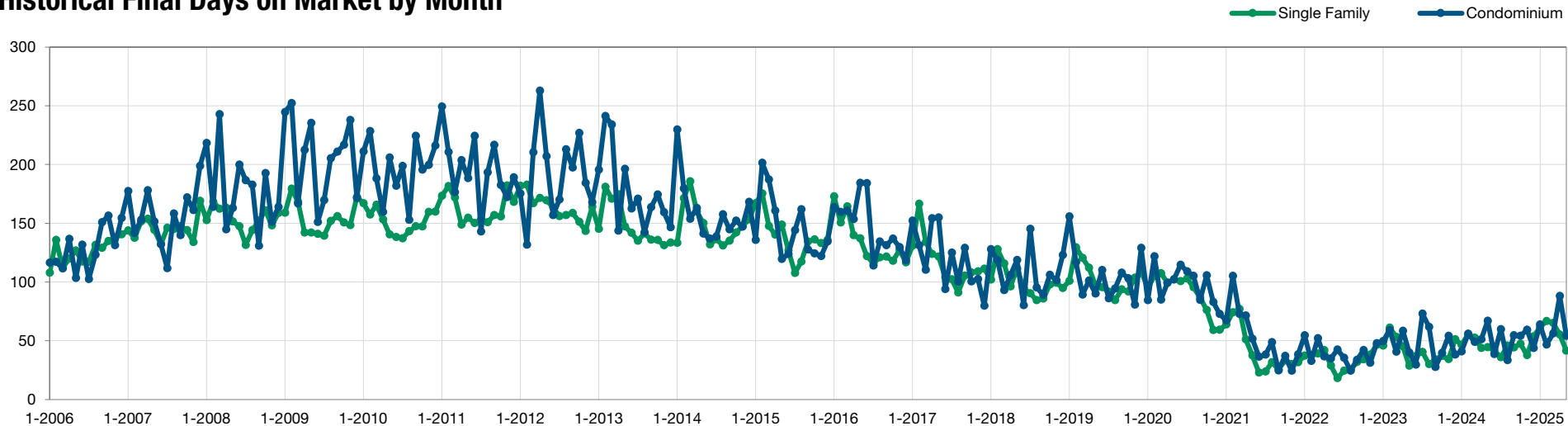
May

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
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	65	+ 22.6%	56	+ 14.3%
April 2025	55	+ 25.0%	88	+ 72.5%
May 2025	42	- 4.5%	54	- 19.4%
Average	48	+ 16.2%	53	+ 9.3%

Historical Final Days on Market by Month



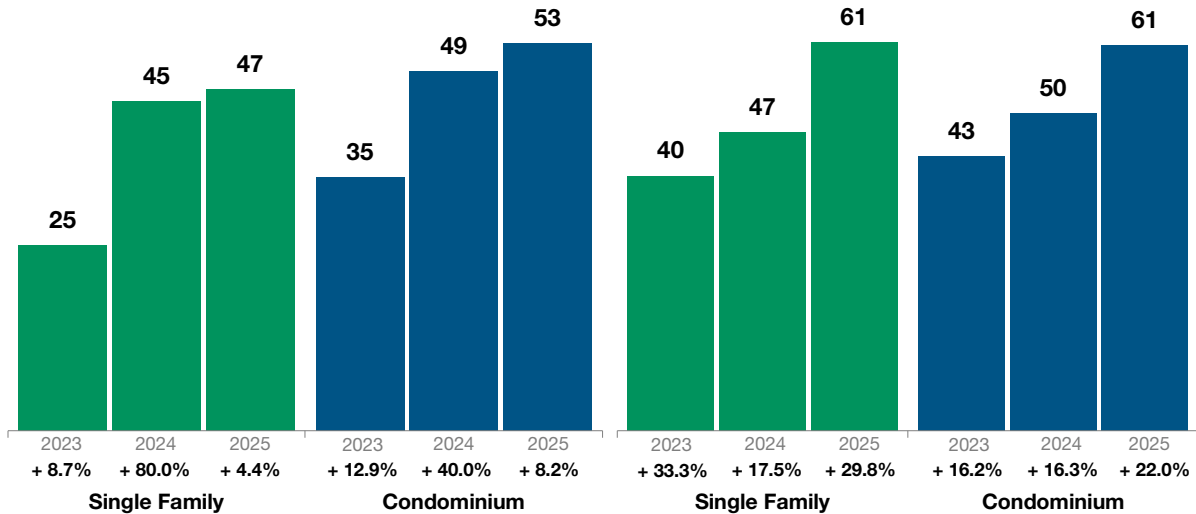
Cumulative Days on Market

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



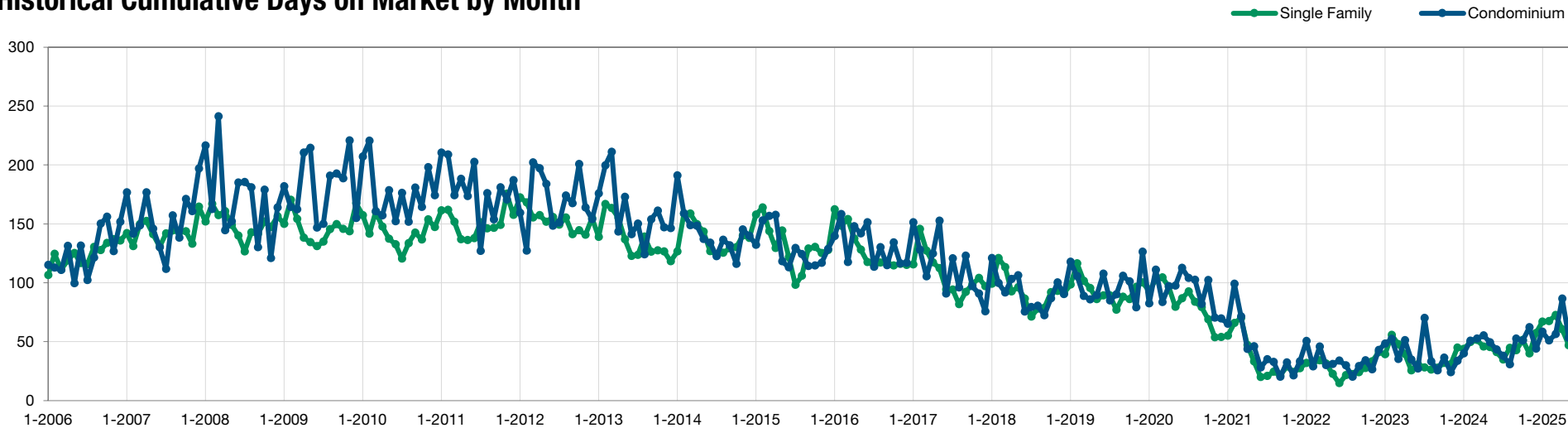
May

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
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	72	+ 41.2%	56	+ 7.7%
April 2025	60	+ 30.4%	86	+ 56.4%
May 2025	47	+ 4.4%	53	+ 8.2%
Average	50	+ 34.8%	51	+ 28.1%

Historical Cumulative Days on Market by Month



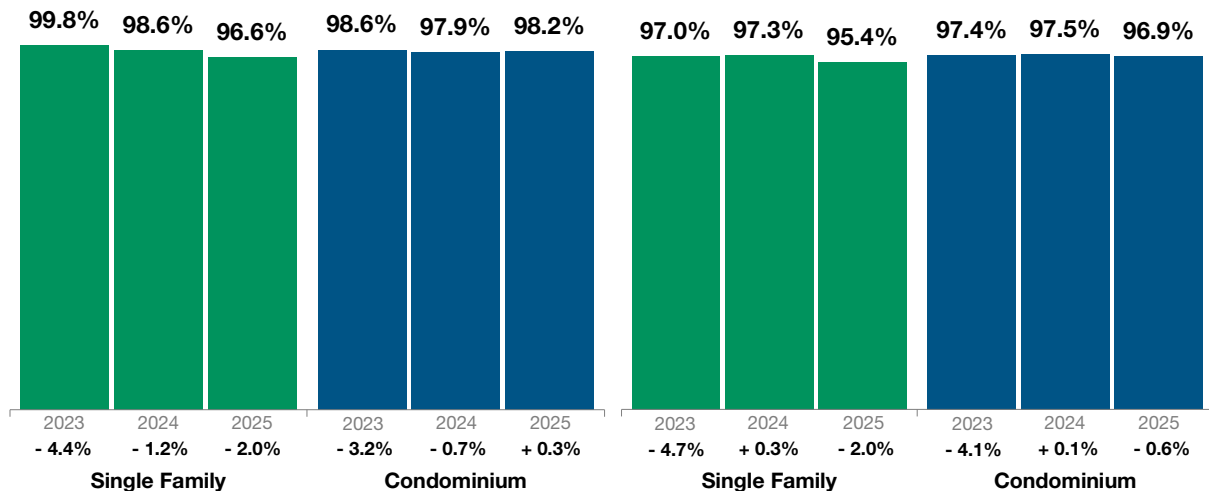
Percent of Original List Price Received

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.



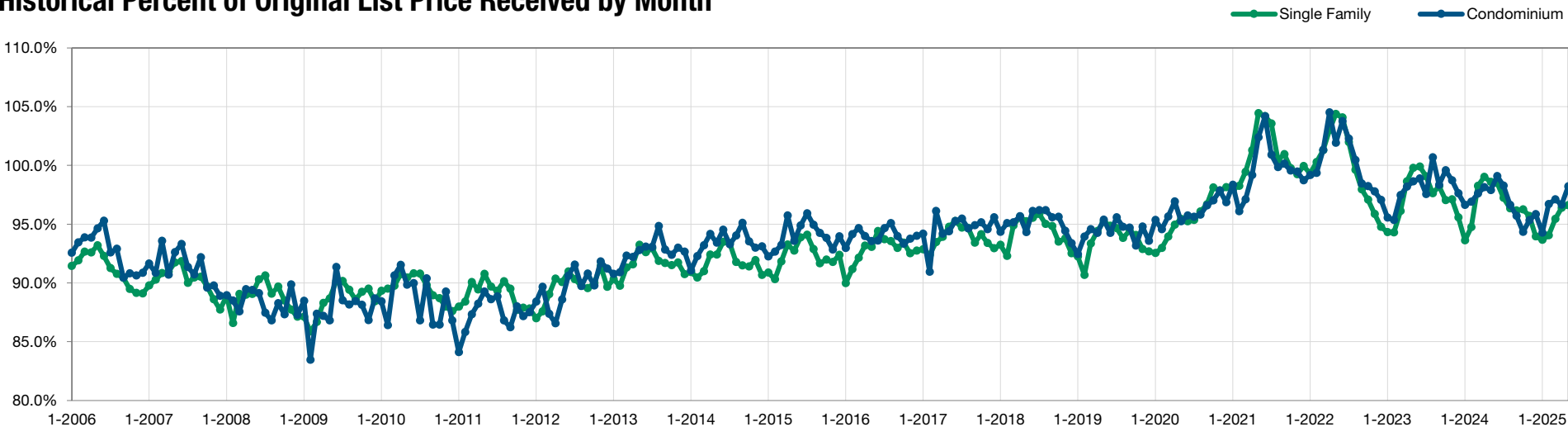
May

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
June 2024	98.5%	- 1.4%	99.1%	+ 0.2%
July 2024	97.2%	- 1.9%	98.3%	+ 0.8%
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	96.4%	- 2.6%	96.7%	- 1.4%
May 2025	96.6%	- 2.0%	98.2%	+ 0.3%
Average	96.0%	- 1.7%	96.6%	- 1.8%

Historical Percent of Original List Price Received by Month

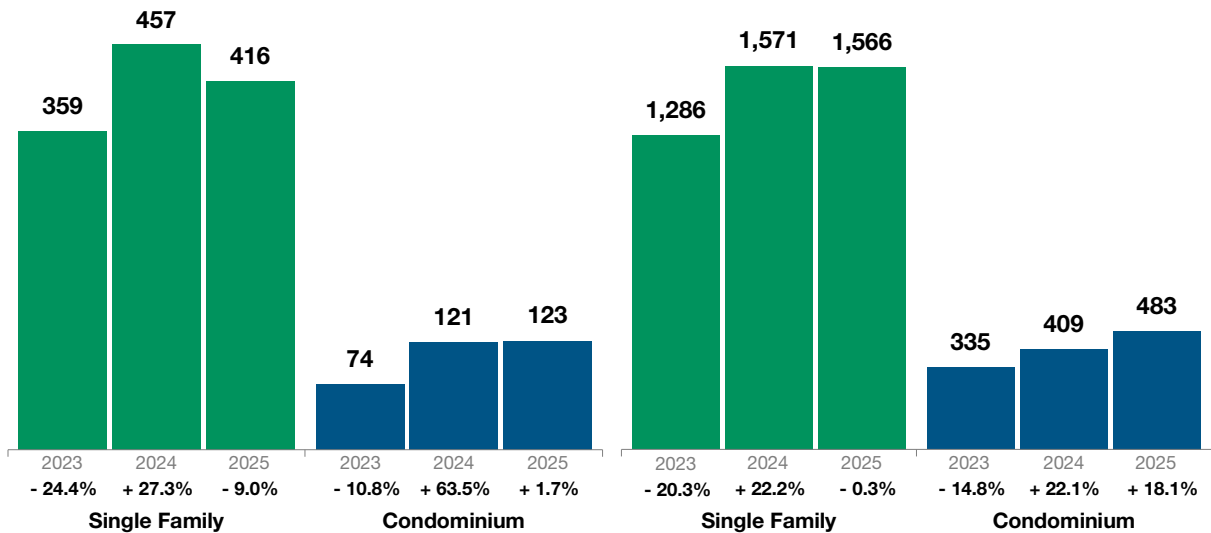


New Listings

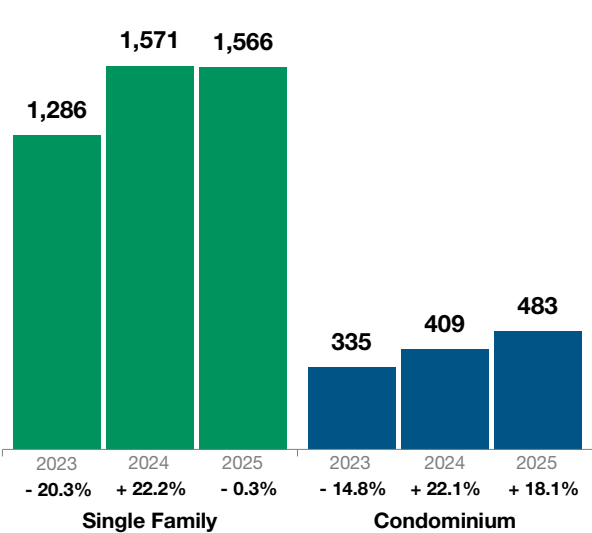
A count of the properties that have been newly listed on the market in a given month.



May

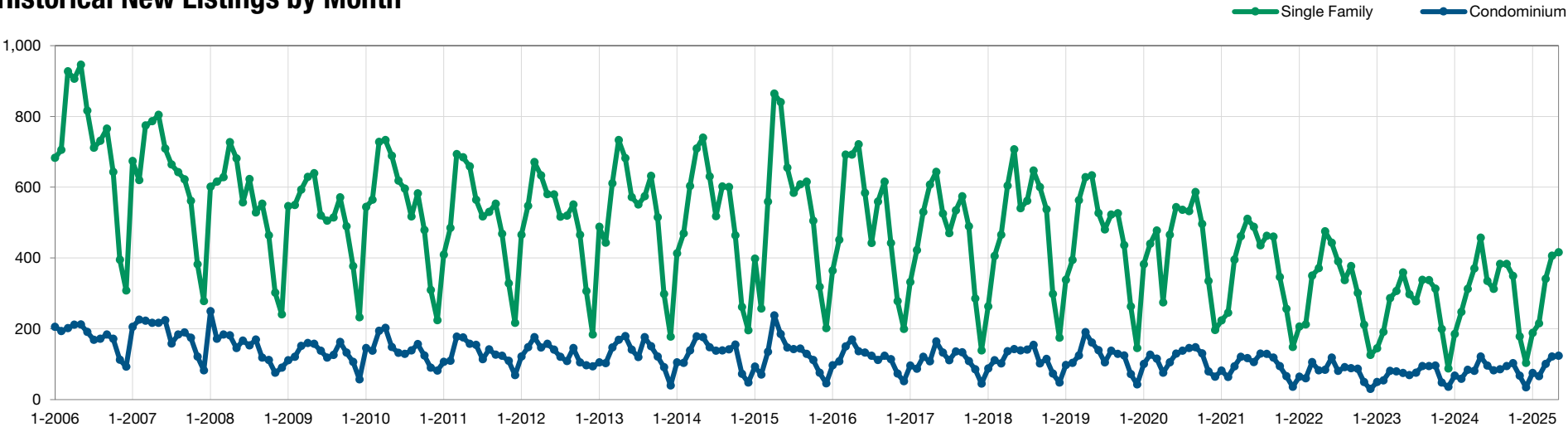


Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
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	215	- 13.0%	65	+ 12.1%
March 2025	341	+ 9.3%	100	+ 20.5%
April 2025	406	+ 9.7%	121	+ 51.3%
May 2025	416	- 9.0%	123	+ 1.7%
Total	3,609	+ 5.6%	1,042	+ 13.6%

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.