

# Monthly Indicators

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



## March 2026

U.S. existing-home sales unexpectedly rose 1.7% month-over-month to a seasonally adjusted annual rate of 4.09 million, as lower mortgage rates helped boost buyer activity, according to the National Association of REALTORS® (NAR). Monthly sales increased in the Midwest, South, and West but decreased in the Northeast. Sales increased year-over-year in the South, but fell in the Northeast, Midwest, and West.

New Listings were down 12.9 percent for single-family homes but were up 5.0 percent for condominium properties. Closed Sales increased 5.7 percent for single-family homes but decreased 14.3 percent for condominium properties.

The Median Sales Price was down 3.0 percent to \$770,000 for single-family homes and 7.6 percent to \$485,000 for condominium properties. Months Supply of Inventory decreased 19.2 percent for single-family units and 20.6 percent for condominium units.

Data from NAR show that inventory continued to grow nationwide, ticking up 2.4% month-over-month and 4.9% year-over-year to 1.29 million units heading into March, representing a 3.8-month supply at the current sales pace. Meanwhile, home prices increased for the 32nd consecutive month, climbing 0.3% year-over-year to \$398,000.

## Quick Facts

### Closed Sales

<b>168</b>	<b>54</b>
Single-Family Only	Condominium Only
<b>+ 5.7%</b>	<b>- 14.3%</b>
Year-Over-Year Change	Year-Over-Year Change

### Median Sales Price

<b>\$770,000</b>	<b>\$485,000</b>
Single-Family Only	Condominium Only
<b>- 3.0%</b>	<b>- 7.6%</b>
Year-Over-Year Change	Year-Over-Year Change

### Homes for Sale

<b>464</b>	<b>176</b>
Single-Family Only	Condominium Only
<b>- 21.8%</b>	<b>- 13.7%</b>
Year-Over-Year Change	Year-Over-Year Change

### New Listings

<b>297</b>	<b>105</b>
Single-Family Only	Condominium Only
<b>- 12.9%</b>	<b>+ 5.0%</b>
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, 2026.

All data from the Cape Cod and Islands Association of REALTORS®, Inc. Report © 2026 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	3-2025	3-2026	+ / -	YTD 2025	YTD 2026	+ / -
<b>Closed Sales</b>		159	<b>168</b>	+ 5.7%	489	<b>433</b>	- 11.5%
<b>Median Sales Price</b>		\$794,000	<b>\$770,000</b>	- 3.0%	\$749,900	<b>\$760,000</b>	+ 1.3%
<b>Affordability Index</b>		36	<b>38</b>	+ 5.6%	39	<b>39</b>	0.0%
<b>Homes for Sale</b>		593	<b>464</b>	- 21.8%	--	--	--
<b>Months Supply</b>		2.6	<b>2.1</b>	- 19.2%	--	--	--
<b>Final Days on Market</b>		65	<b>69</b>	+ 6.2%	64	<b>69</b>	+ 7.8%
<b>Cumulative Days on Market</b>		72	<b>68</b>	- 5.6%	69	<b>69</b>	0.0%
<b>Pct. of Orig. Price Received</b>		95.4%	<b>95.9%</b>	+ 0.5%	94.3%	<b>94.4%</b>	+ 0.1%
<b>New Listings</b>		341	<b>297</b>	- 12.9%	745	<b>583</b>	- 21.7%

# Condominium Market Overview

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



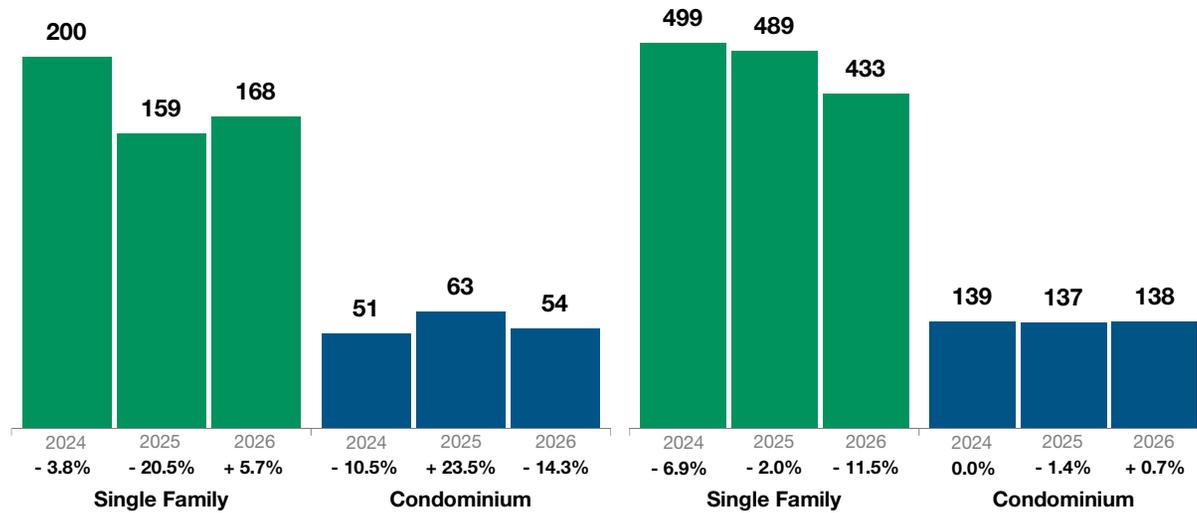
Key Metrics	Historical Sparkbars	3-2025	3-2026	+ / -	YTD 2025	YTD 2026	+ / -
<b>Closed Sales</b>		63	54	- 14.3%	137	138	+ 0.7%
<b>Median Sales Price</b>		\$525,000	<b>\$485,000</b>	- 7.6%	\$485,000	<b>\$492,000</b>	+ 1.4%
<b>Affordability Index</b>		55	61	+ 10.9%	60	60	0.0%
<b>Homes for Sale</b>		204	176	- 13.7%	--	--	--
<b>Months Supply</b>		3.4	2.7	- 20.6%	--	--	--
<b>Final Days on Market</b>		56	82	+ 46.4%	55	91	+ 65.5%
<b>Cumulative Days on Market</b>		56	82	+ 46.4%	55	90	+ 63.6%
<b>Pct. of Orig. Price Received</b>		97.1%	95.3%	- 1.9%	96.3%	92.8%	- 3.6%
<b>New Listings</b>		100	105	+ 5.0%	238	217	- 8.8%

# Closed Sales

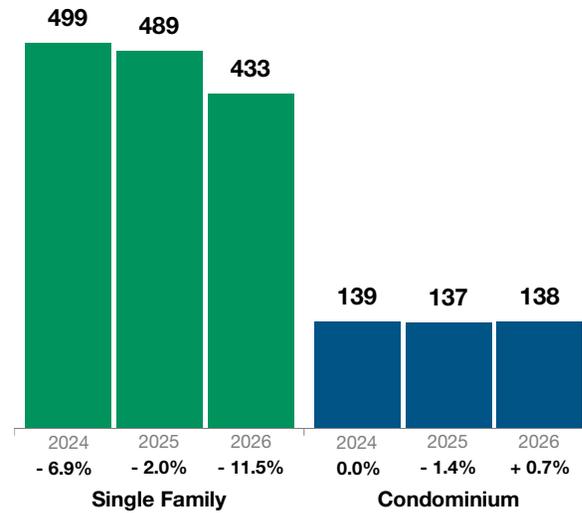
A count of the actual sales that closed in a given month.



## March

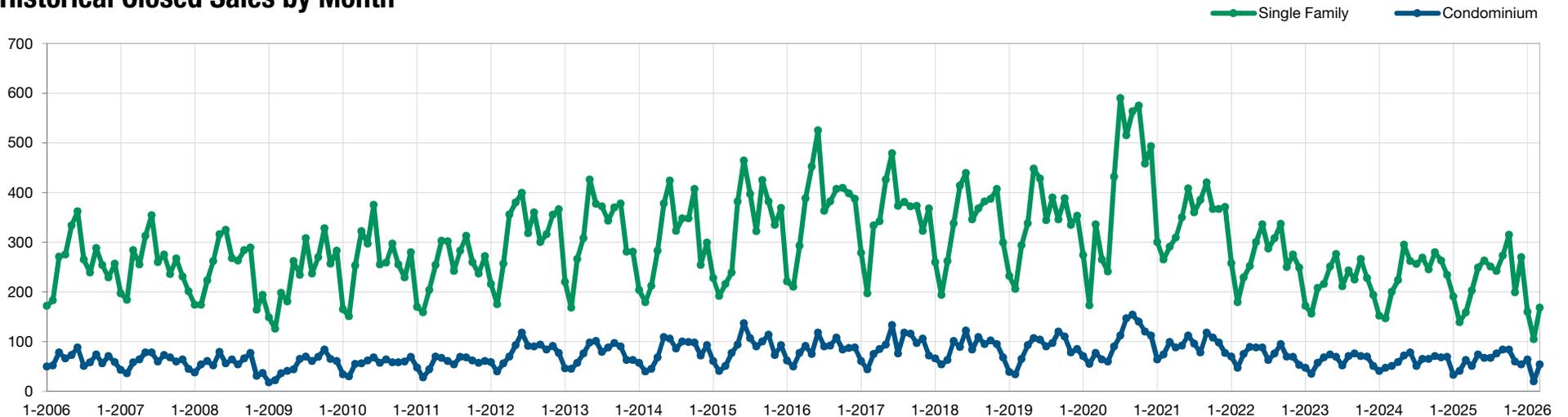


## Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
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%	67	+31.4%
August 2025	242	-10.0%	76	+16.9%
September 2025	273	+11.4%	84	+29.2%
October 2025	315	+12.5%	84	+18.3%
November 2025	199	-24.3%	60	-11.8%
December 2025	270	+15.4%	54	-21.7%
January 2026	160	-16.2%	64	+93.9%
February 2026	105	-24.5%	20	-51.2%
<b>March 2026</b>	<b>168</b>	<b>+5.7%</b>	<b>54</b>	<b>-14.3%</b>
<b>Total</b>	<b>2,698</b>	<b>-4.2%</b>	<b>755</b>	<b>+2.7%</b>

## Historical Closed Sales by Month



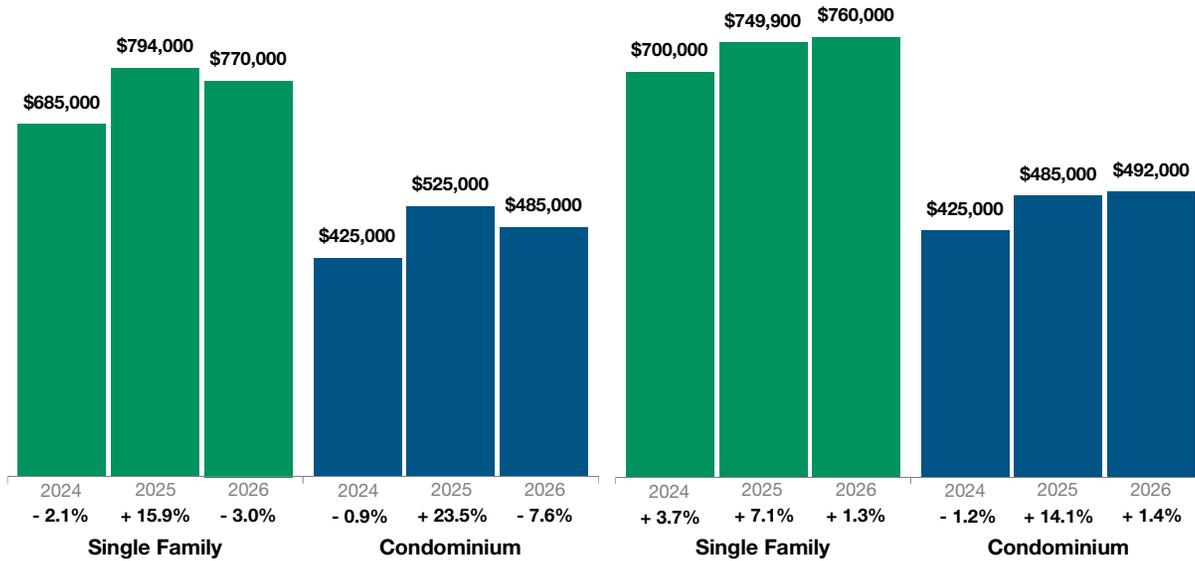
# Median Sales Price

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



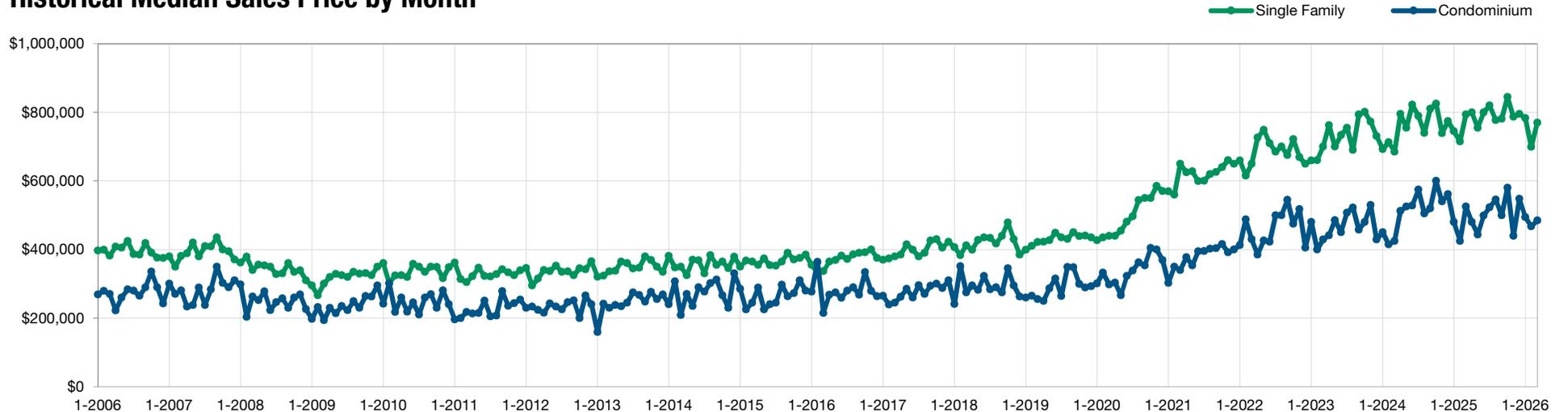
## March

## Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
April 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%	\$523,000	- 9.0%
August 2025	\$777,000	+ 5.0%	\$545,250	+ 8.0%
September 2025	\$781,000	- 3.6%	\$499,950	- 3.9%
October 2025	\$845,000	+ 2.4%	\$580,000	- 3.3%
November 2025	\$787,000	+ 6.5%	\$439,500	- 18.6%
December 2025	\$795,250	+ 2.7%	\$547,500	- 2.4%
January 2026	\$783,500	+ 5.2%	\$494,500	+ 3.0%
February 2026	\$699,000	- 2.2%	\$467,500	+ 10.0%
<b>March 2026</b>	<b>\$770,000</b>	<b>- 3.0%</b>	<b>\$485,000</b>	<b>- 7.6%</b>
Median	\$794,900	+ 2.6%	\$495,000	- 4.6%

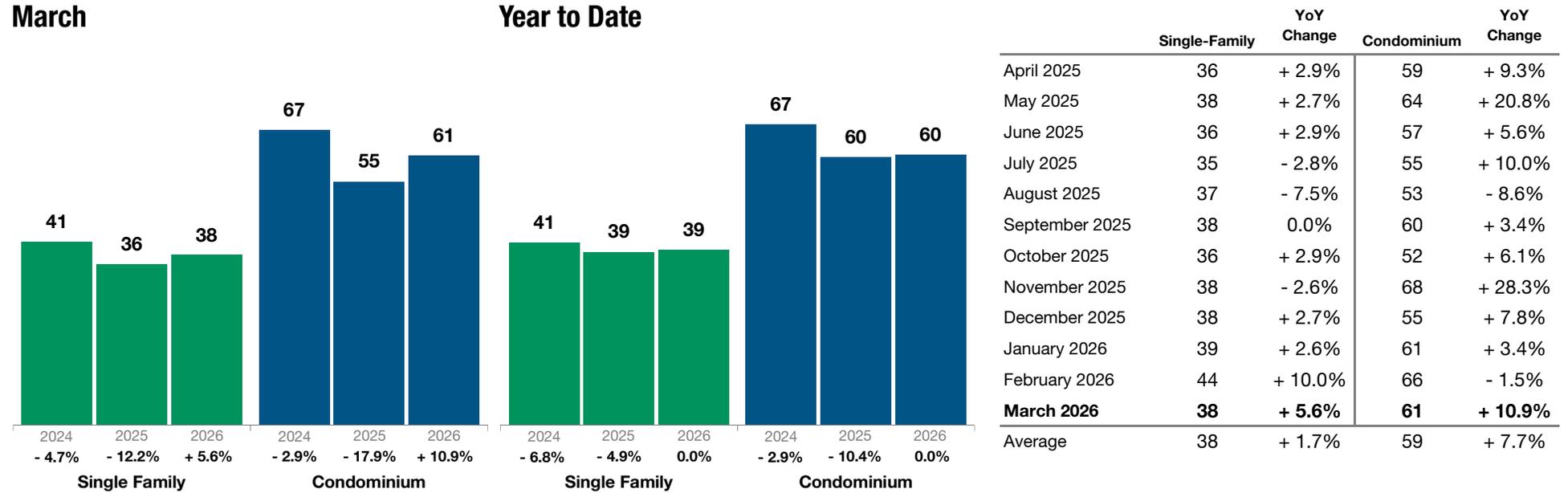
## Historical Median Sales Price by Month



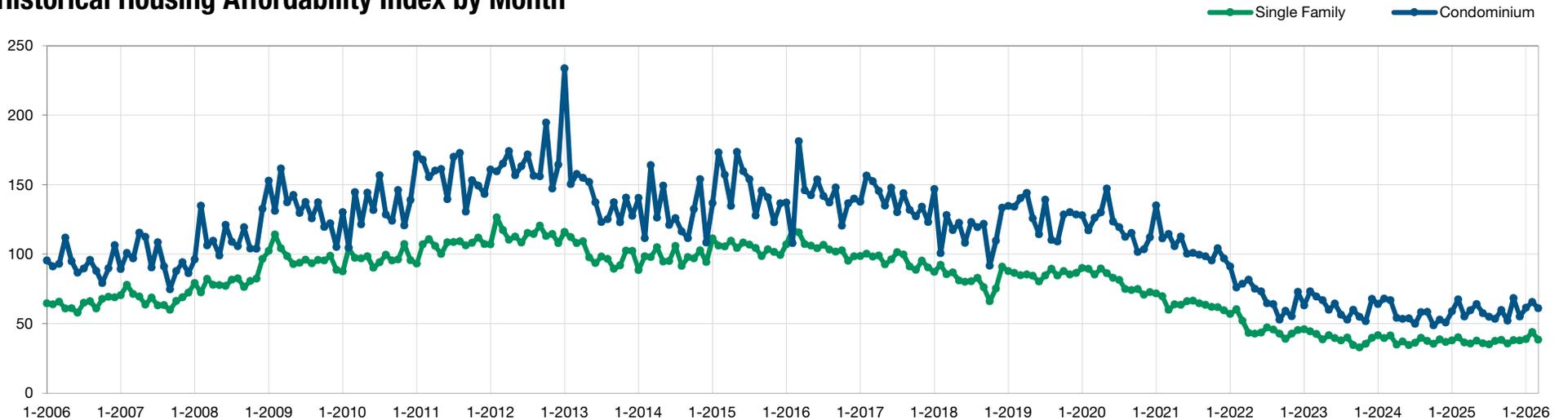
# Housing Affordability Index



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

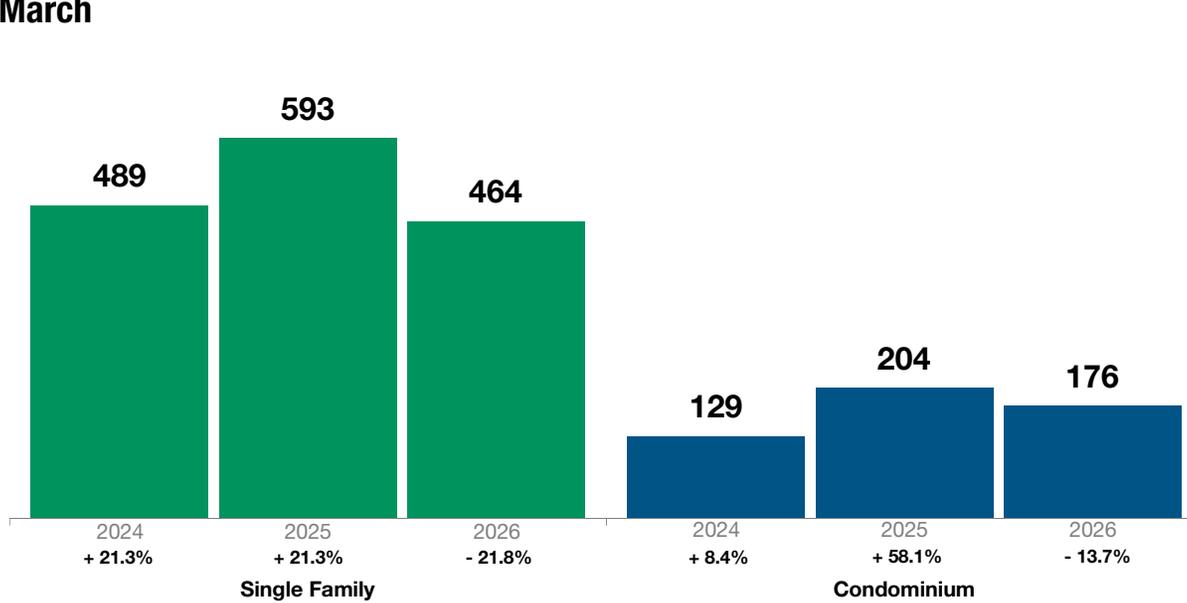


# Inventory of Homes for Sale

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

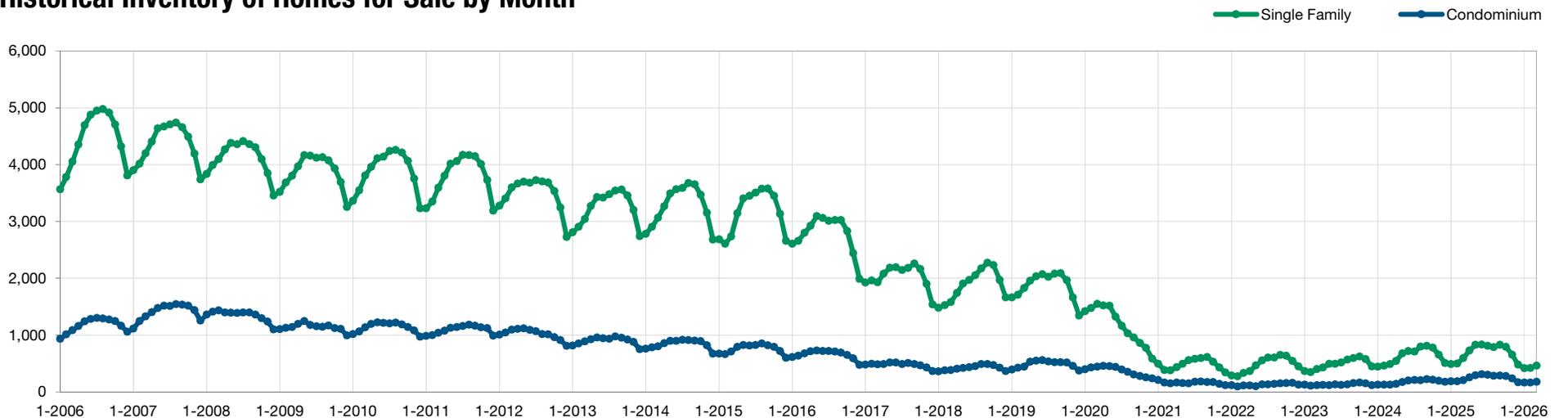


## March



	Single-Family	YoY Change	Condominium	YoY Change
April 2025	726	+ 33.5%	256	+ 80.3%
May 2025	829	+ 22.3%	294	+ 69.0%
June 2025	833	+ 16.0%	309	+ 53.0%
July 2025	810	+ 14.4%	302	+ 42.5%
August 2025	789	- 0.8%	282	+ 37.6%
September 2025	830	+ 2.3%	286	+ 28.3%
October 2025	793	+ 2.1%	277	+ 28.8%
November 2025	654	0.0%	239	+ 22.6%
December 2025	482	- 5.3%	170	- 5.6%
January 2026	415	- 15.0%	164	- 12.8%
February 2026	419	- 15.9%	162	- 13.8%
<b>March 2026</b>	<b>464</b>	<b>- 21.8%</b>	<b>176</b>	<b>- 13.7%</b>
Average	670	+ 3.5%	243	+ 25.3%

## Historical Inventory of Homes for Sale by Month

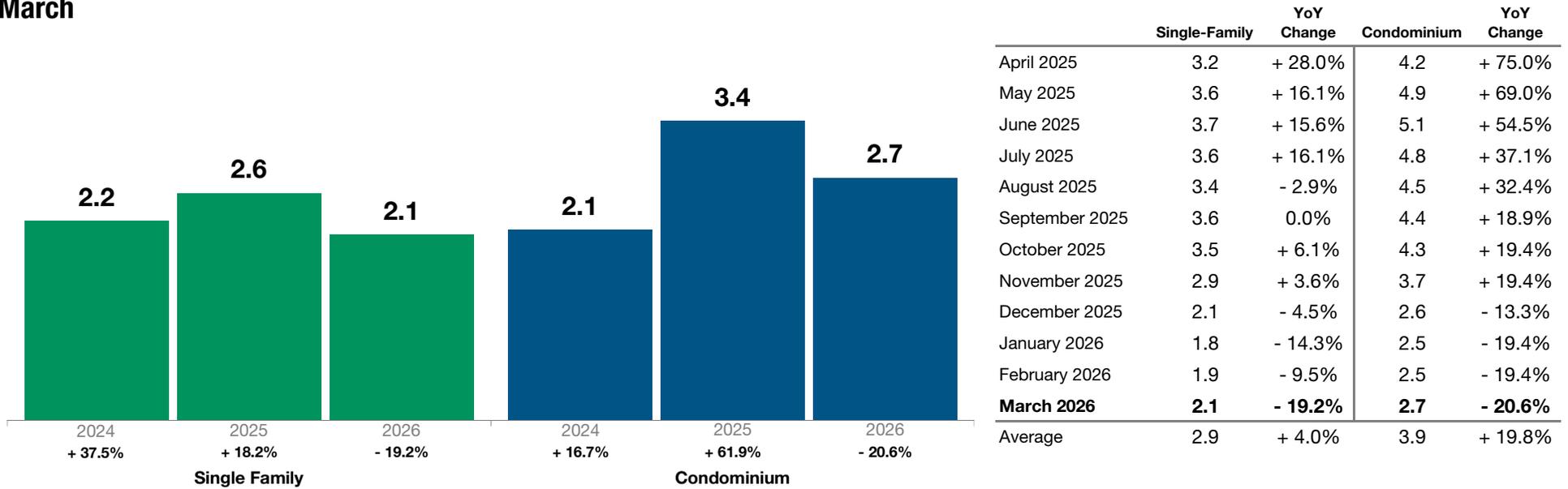


# Months Supply of Inventory

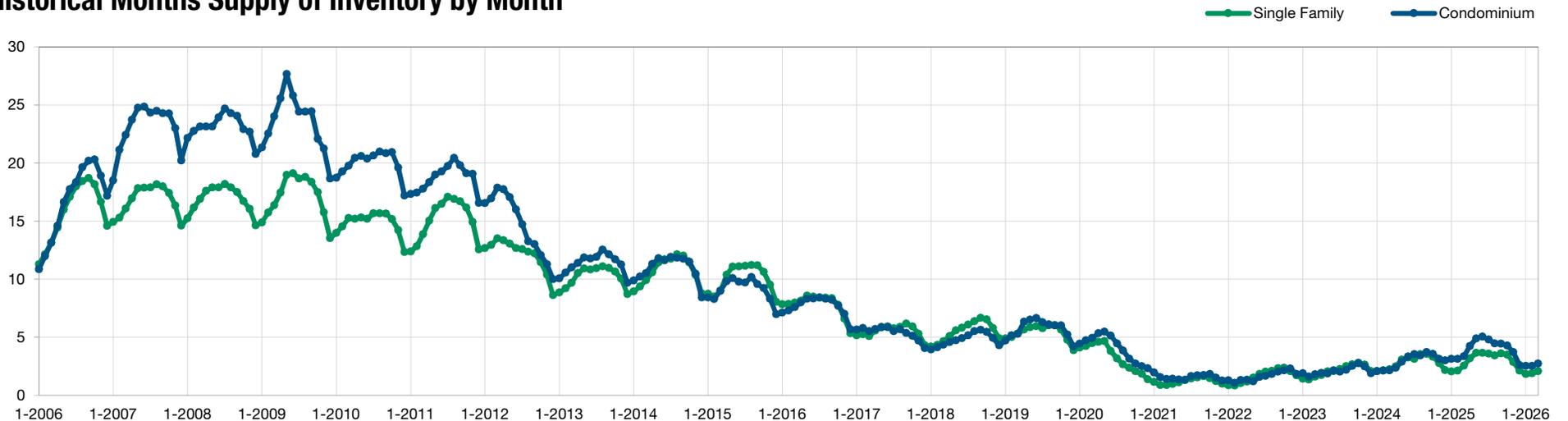
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



## March



## Historical Months Supply of Inventory by Month



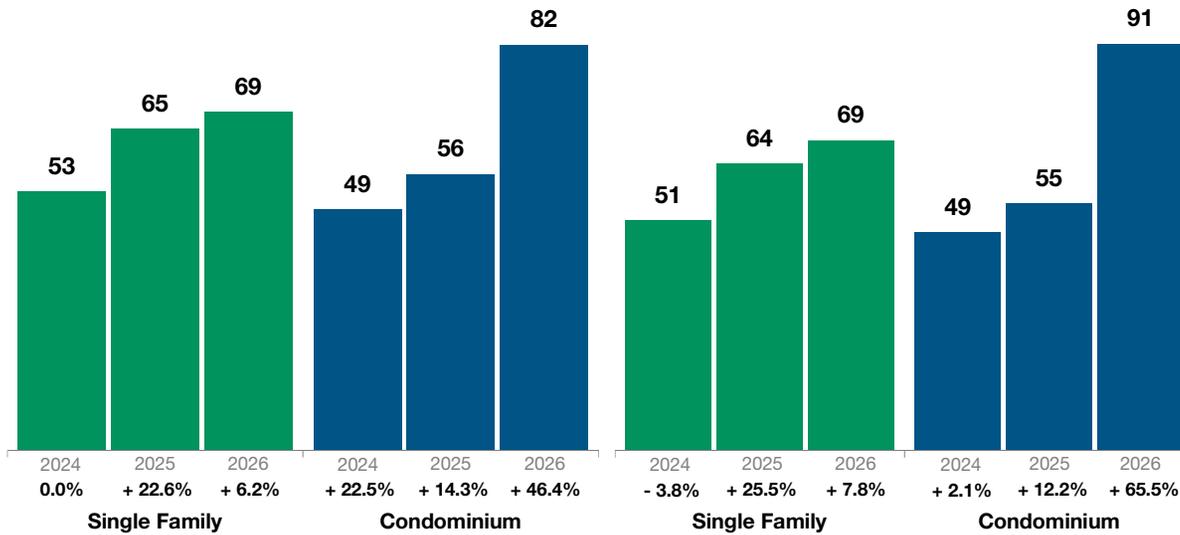
# Final Days on Market

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



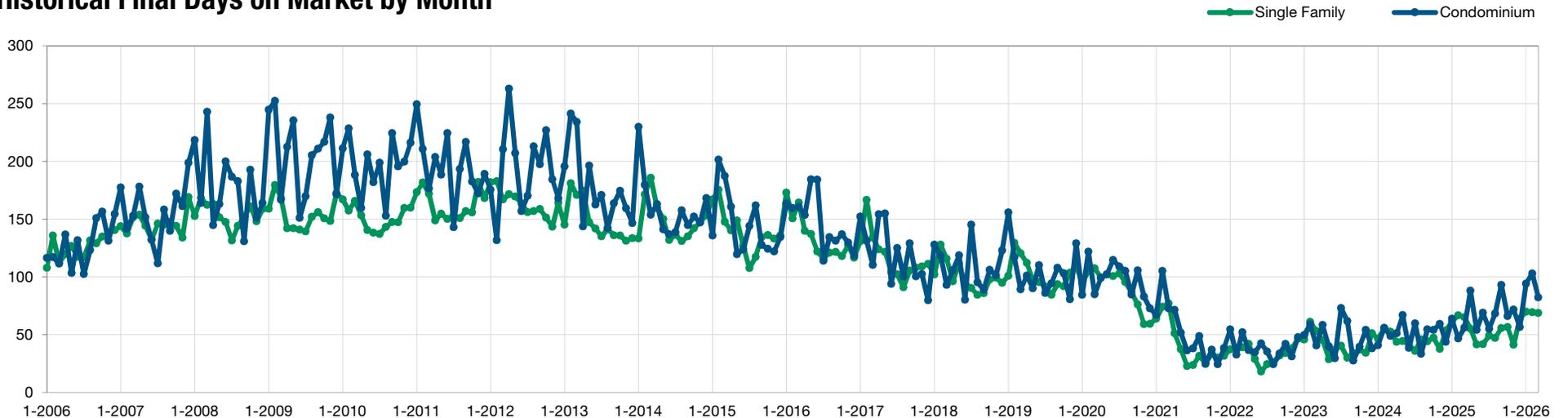
## March

## Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
April 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%	55	- 8.3%
August 2025	47	+ 2.2%	68	+ 106.1%
September 2025	56	+ 27.3%	93	+ 69.1%
October 2025	57	+ 21.3%	66	+ 22.2%
November 2025	41	+ 7.9%	72	+ 22.0%
December 2025	64	+ 18.5%	57	+ 29.5%
January 2026	70	+ 14.8%	94	+ 46.9%
February 2026	69	+ 3.0%	103	+ 119.1%
<b>March 2026</b>	<b>69</b>	<b>+ 6.2%</b>	<b>82</b>	<b>+ 46.4%</b>
Average	54	+ 13.5%	73	+ 41.3%

## Historical Final Days on Market by Month



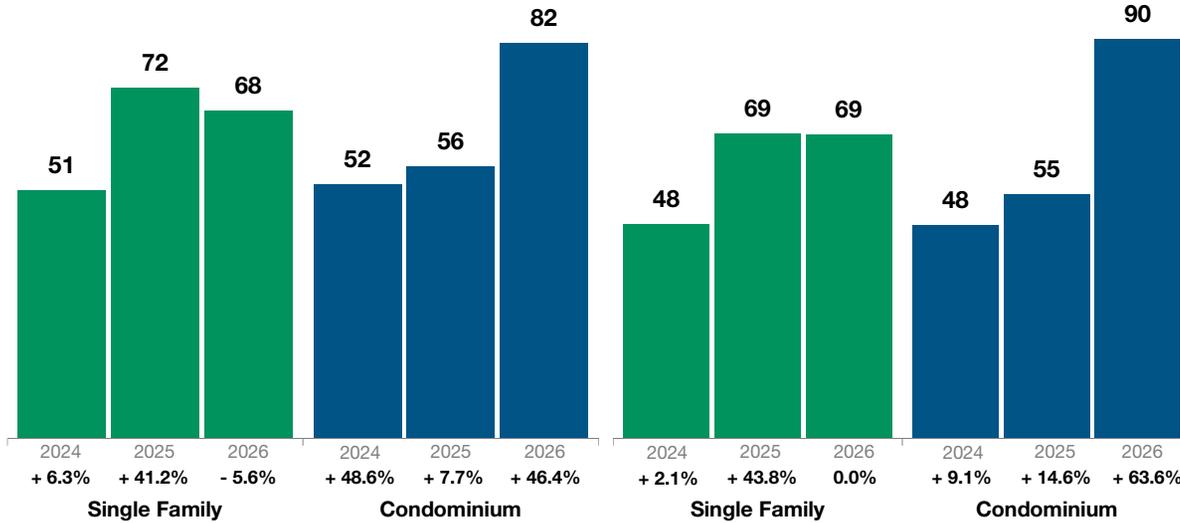
# Cumulative Days on Market

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



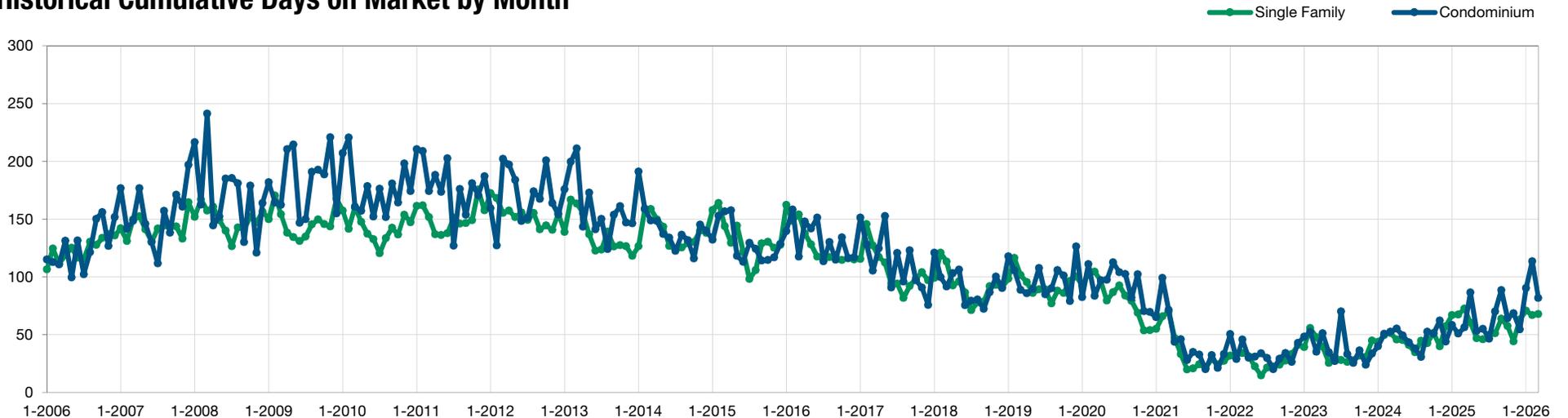
## March

## Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
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%	46	+ 21.1%
August 2025	51	+ 13.3%	70	+ 125.8%
September 2025	64	+ 48.8%	89	+ 67.9%
October 2025	57	+ 11.8%	64	+ 25.5%
November 2025	44	+ 10.0%	69	+ 11.3%
December 2025	63	+ 10.5%	55	+ 25.0%
January 2026	71	+ 6.0%	90	+ 55.2%
February 2026	67	0.0%	113	+ 121.6%
<b>March 2026</b>	<b>68</b>	<b>-5.6%</b>	<b>82</b>	<b>+46.4%</b>
Average	56	+ 15.3%	70	+ 43.0%

## Historical Cumulative Days on Market by Month



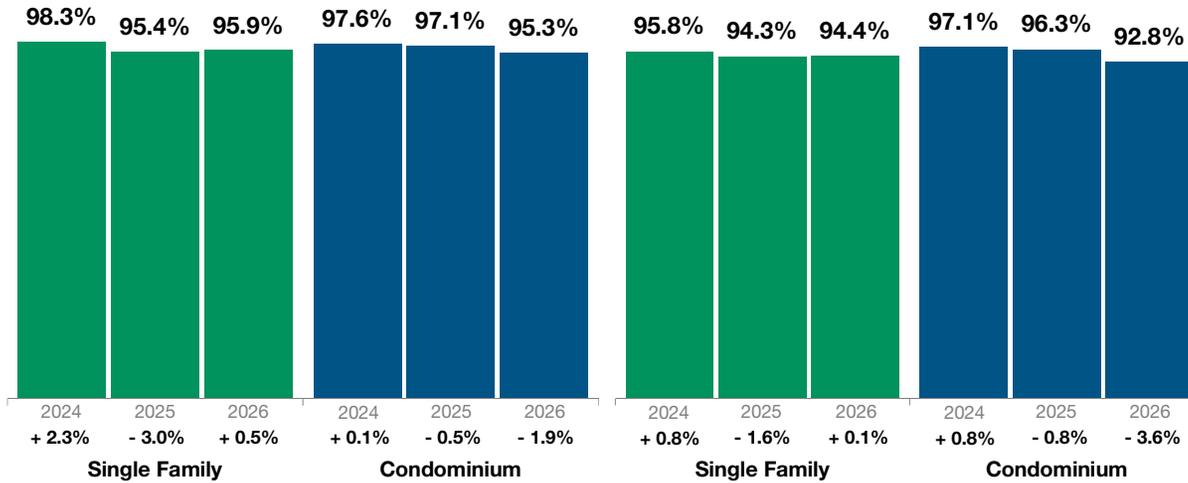
# Percent of Original List Price Received



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.

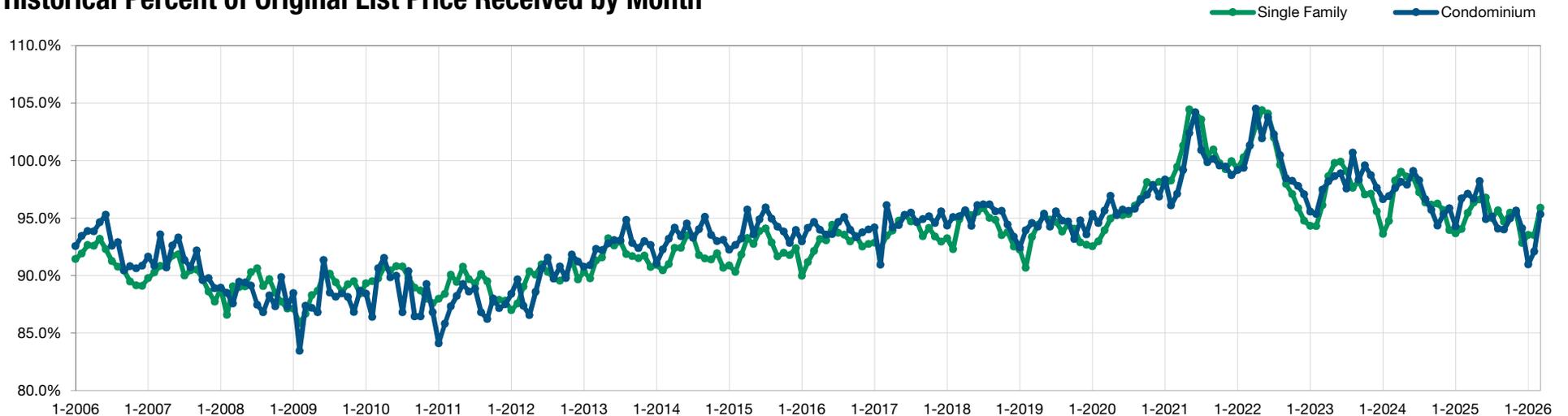
## March

## Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
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%	95.1%	- 3.3%
August 2025	95.7%	- 0.6%	94.1%	- 2.6%
September 2025	94.7%	- 1.6%	94.0%	- 1.8%
October 2025	95.5%	- 0.8%	95.0%	+ 0.7%
November 2025	95.5%	- 0.2%	95.6%	+ 0.3%
December 2025	92.8%	- 1.2%	94.1%	- 1.9%
January 2026	93.5%	- 0.2%	91.0%	- 3.5%
February 2026	93.5%	- 0.5%	92.1%	- 4.8%
<b>March 2026</b>	<b>95.9%</b>	<b>+ 0.5%</b>	<b>95.3%</b>	<b>- 1.9%</b>
Average	95.2%	- 1.3%	94.8%	- 1.9%

## Historical Percent of Original List Price Received by Month

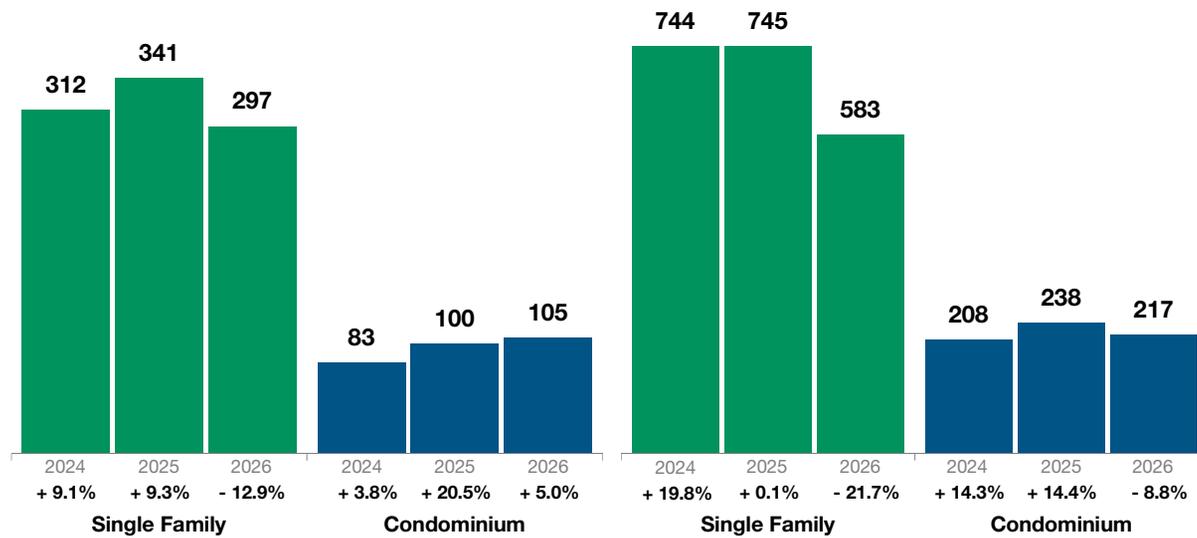


# New Listings

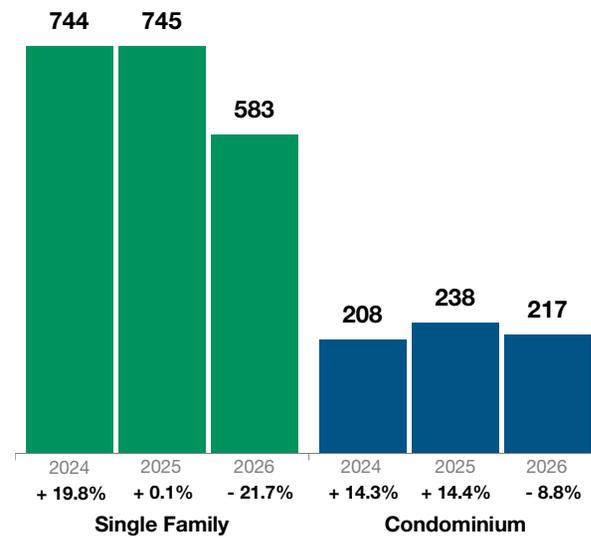
A count of the properties that have been newly listed on the market in a given month.



## March

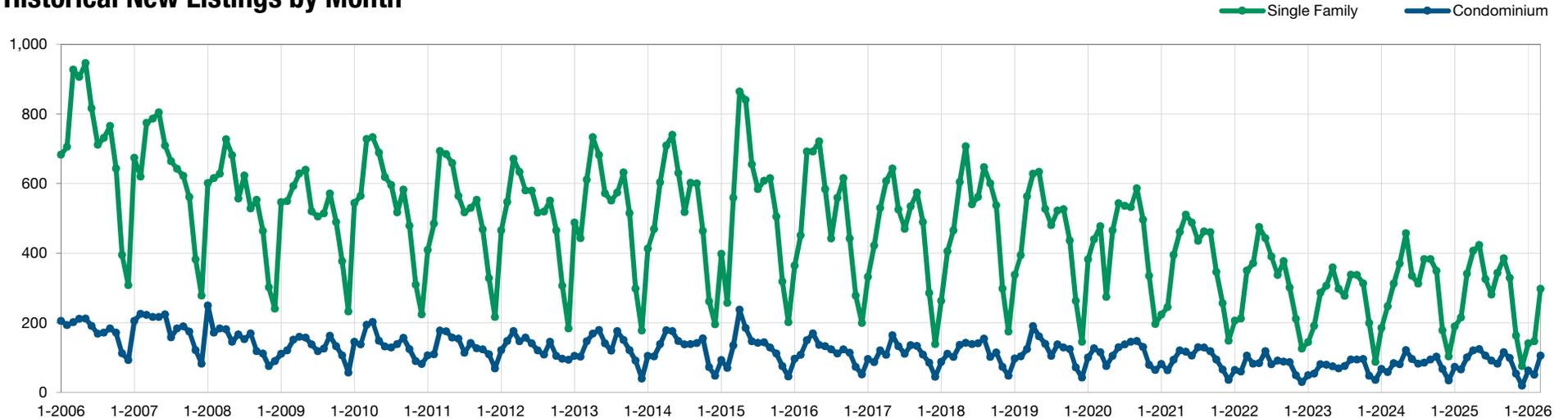


## Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
April 2025	407	+ 10.0%	120	+ 50.0%
May 2025	423	- 7.4%	124	+ 2.5%
June 2025	325	- 3.0%	105	+ 10.5%
July 2025	281	- 9.9%	91	+ 11.0%
August 2025	343	- 10.4%	82	- 3.5%
September 2025	385	+ 0.5%	115	+ 22.3%
October 2025	329	- 5.7%	98	- 3.9%
November 2025	163	- 8.4%	53	- 20.9%
December 2025	75	- 27.2%	19	- 44.1%
January 2026	140	- 25.9%	62	- 15.1%
February 2026	146	- 32.1%	50	- 23.1%
<b>March 2026</b>	<b>297</b>	<b>- 12.9%</b>	<b>105</b>	<b>+ 5.0%</b>
<b>Total</b>	<b>3,314</b>	<b>- 8.3%</b>	<b>1,024</b>	<b>+ 2.6%</b>

## 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.