

Barnstable County Real Estate Market Review

2025 vs. 2024 Per Quarter

Prepared by Red Hilton on Tuesday, January 13, 2026

Single Family

Listing Inventory	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.
Listing Units	357	468	111	593	697	104	667	697	30	367	382	15
Avg. Days on Market	112	96	-16	80	93	13	92	98	6	129	121	-8
Avg. List Price	\$2,293,035.92	\$2,067,491.32	-\$225,544.60	\$2,009,692.78	\$1,985,155.96	-\$24,536.82	\$1,935,753.53	\$1,963,131.12	\$27,377.59	\$1,980,621.25	\$1,882,852.34	-\$97,768.91
Avg. List \$ / SqFt	\$770.48	\$714.29	-\$56.19	\$719.89	\$730.55	\$10.66	\$702.79	\$725.28	\$22.49	\$685.67	\$718.70	\$33.03
Approx. Absorption Rate	53.57%	43.14%	-10.43%	33.00%	28.41%	-4.59%	30.00%	29.07%	-0.93%	56.36%	53.23%	-3.13%
Approx. Months Supply of Inventory	1.87	2.32	0.45	3.03	3.52	0.49	3.33	3.44	0.11	1.77	1.88	0.11
Listed (Per Quarter)	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.
Listing Units (Taken)	654	671	17	1074	1070	-4	947	925	-22	553	525	-28
Avg. Original List Price	\$1,308,404.75	\$1,495,130.01	\$186,725.26	\$1,335,858.78	\$1,389,718.70	\$53,859.92	\$1,359,244.61	\$1,394,095.69	\$34,851.08	\$1,187,771.95	\$1,237,583.78	\$49,811.83
Avg. Original List \$ / SqFt	\$611.06	\$658.45	\$47.39	\$618.22	\$633.00	\$14.78	\$609.96	\$631.72	\$21.76	\$573.51	\$602.49	\$28.98
Listed & Price Changed (Per Quarter)	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.
Listing Units (Price Changed)	74	88	14	238	280	42	224	210	-14	110	115	5
Avg. Original List Price	\$2,332,845.85	\$1,668,963.56	-\$663,882.29	\$1,269,070.37	\$1,241,717.26	-\$27,353.11	\$1,320,590.70	\$1,271,674.70	-\$48,916.00	\$930,519.04	\$954,869.08	\$24,350.04
Avg. Original List \$ / SqFt	\$973.03	\$938.76	-\$34.27	\$642.69	\$642.33	-\$0.36	\$612.81	\$592.49	-\$20.32	\$508.95	\$603.05	\$94.10
Went Pending (Per Quarter)	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.
Listing Units (Went Pending)	600	505	-95	765	766	1	752	828	76	610	592	-18
Avg. List Price	\$970,004.68	\$1,125,159.94	\$155,155.26	\$1,112,025.86	\$1,128,274.50	\$16,248.64	\$1,120,853.39	\$1,229,451.50	\$108,598.11	\$1,040,950.48	\$1,190,617.64	\$149,667.16
Avg. List \$ / SqFt	\$504.11	\$551.82	\$47.71	\$549.75	\$550.82	\$1.07	\$557.64	\$586.44	\$28.80	\$528.30	\$562.32	\$34.02
Avg. Days to Offer	42	57	15	35	41	6	38	54	16	51	54	3

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Single Family

Sold (Per Quarter)	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.
Closed Units (Sold)	463	404	-59	688	641	-47	663	696	33	668	695	27
Avg. Days on Market	54	72	18	46	52	6	47	62	15	53	60	7
Avg. Days to Offer	43	57	14	36	39	3	34	48	14	42	49	7
Avg. Sale Price	\$907,230.40	\$1,056,774.81	\$149,544.41	\$1,040,302.01	\$1,043,247.02	\$2,945.01	\$1,082,188.44	\$1,193,041.74	\$110,853.30	\$1,064,619.38	\$1,137,649.19	\$73,029.81
Avg. Sale \$ / SqFt	\$492.54	\$524.54	\$32.00	\$527.52	\$517.91	-\$9.61	\$545.00	\$577.26	\$32.26	\$533.57	\$554.54	\$20.97
Avg. List Price	\$938,185.34	\$1,103,394.14	\$165,208.80	\$1,060,760.00	\$1,068,831.94	\$8,071.94	\$1,111,574.93	\$1,238,160.25	\$126,585.32	\$1,102,474.60	\$1,184,416.06	\$81,941.46
Avg. List \$ / SqFt	\$506.24	\$543.30	\$37.06	\$528.92	\$527.31	-\$1.61	\$553.15	\$593.65	\$40.50	\$548.12	\$572.11	\$23.99
Avg. Original List Price	\$966,632.05	\$1,156,299.73	\$189,667.68	\$1,090,818.43	\$1,096,556.67	\$5,738.24	\$1,144,805.52	\$1,308,926.69	\$164,121.17	\$1,157,907.47	\$1,262,007.57	\$104,100.10
Avg. Original List \$ / SqFt	\$520.25	\$565.02	\$44.77	\$542.11	\$537.09	-\$5.02	\$568.15	\$634.94	\$66.79	\$568.76	\$614.44	\$45.68
Avg. Sale Price as % of List Price	98.00%	97.28%	-0.72%	100.14%	98.66%	-1.48%	98.91%	97.66%	-1.25%	97.87%	97.44%	-0.43%
Avg. Sale Price as % of Original List Price	95.75%	94.60%	-1.15%	98.54%	97.21%	-1.33%	96.67%	94.75%	-1.92%	95.15%	94.34%	-0.81%
Sold Units - Short Sale	0	0	0	0	0	0	0	0	0	1	0	-1
Sold Units - Lender-Owned	2	1	-1	2	1	-1	3	1	-2	1	0	-1
12-Month Activity	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.
Units Listed	2890	3246	356	3131	3247	116	3248	3224	-24	3228	3192	-36
Units Price Changed	765	1018	253	871	1061	190	978	1069	91	1045	1141	96
Units Went Pending	2420	2543	123	2477	2543	66	2562	2624	62	2636	2576	-60
Units Sold	2295	2423	128	2348	2376	28	2401	2431	30	2482	2440	-42

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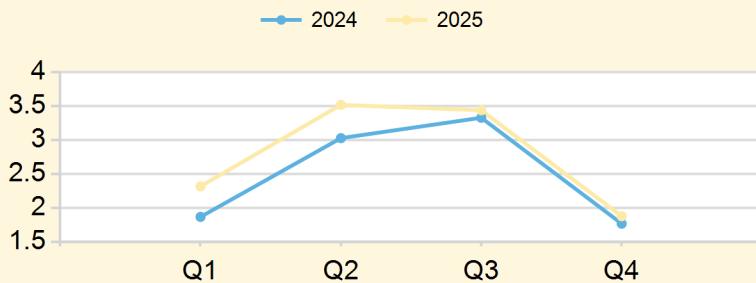
Listing Inventory on the Last Day of Each Quarter



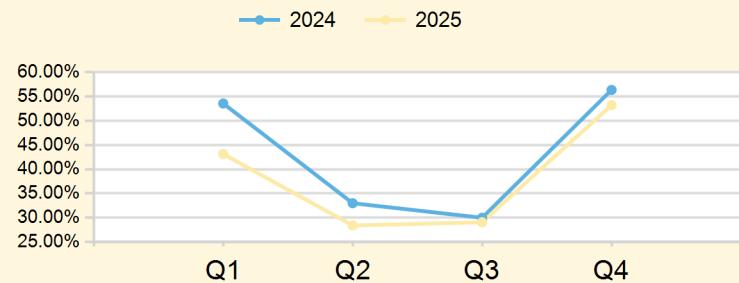
Average List Price on the Last Day of Each Quarter



Approx. Months supply per Quarter



Approx. Absorption Rate Per Quarter



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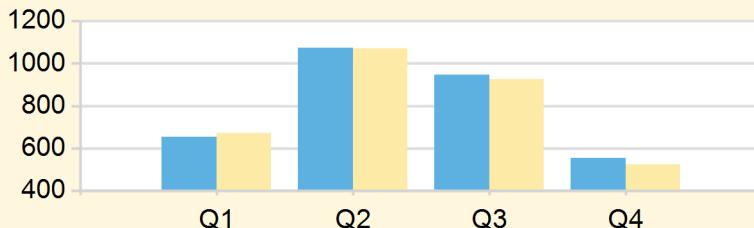
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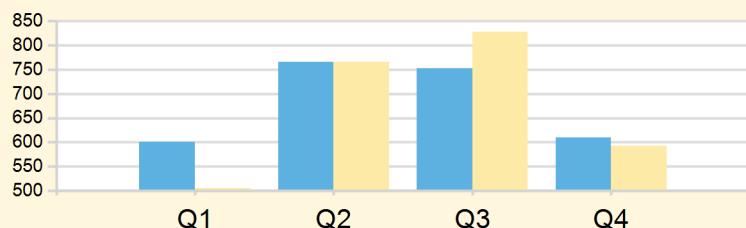
Properties Listed During Each Quarter

2024 2025



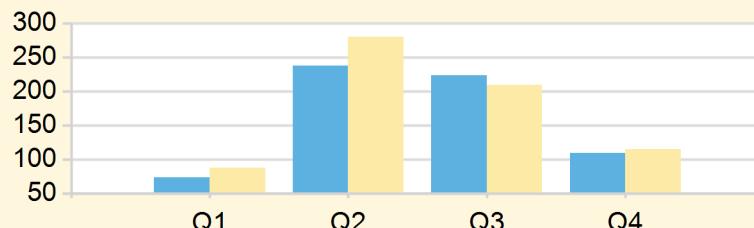
Went Pending During Each Quarter

2024 2025



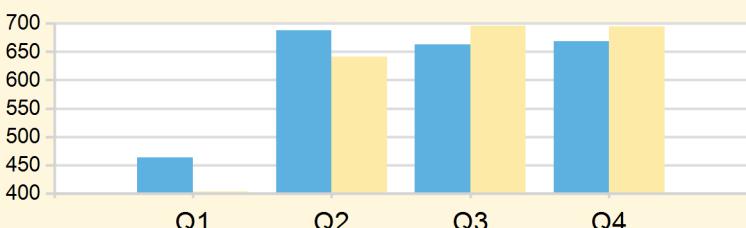
Price Changed During Each Quarter

2024 2025



Sold Listings During Each Quarter

2024 2025



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Listed Properties - Average List Price For Each Quarter



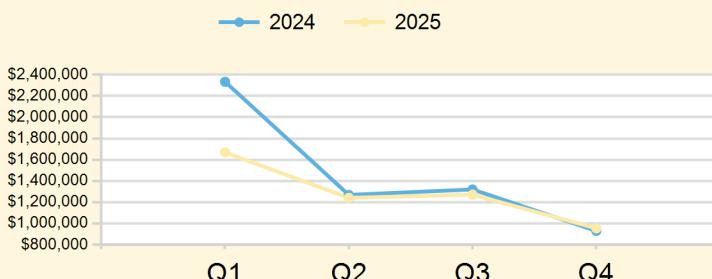
	Q1	Q2	Q3	Q4
2024	\$1,308,404.75	\$1,335,858.78	\$1,359,244.61	\$1,187,771.95
2025	\$1,495,130.01	\$1,389,718.70	\$1,394,095.69	\$1,237,583.78

Went Pending - Average List Price For Each Quarter



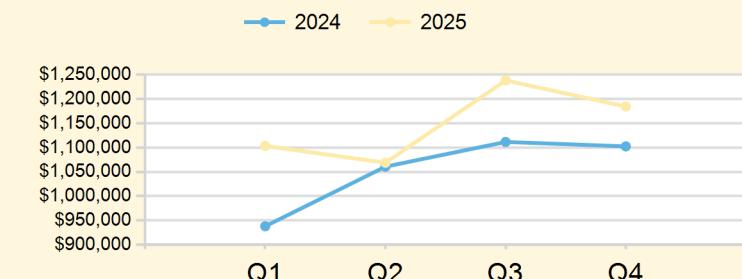
	Q1	Q2	Q3	Q4
2024	\$970,004.68	\$1,112,025.86	\$1,120,853.39	\$1,040,950.48
2025	\$1,125,159.94	\$1,128,274.50	\$1,229,451.50	\$1,190,617.64

Price Changed - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2024	\$2,332,845.85	\$1,269,070.37	\$1,320,590.70	\$930,519.04
2025	\$1,668,963.56	\$1,241,717.26	\$1,271,674.70	\$954,869.08

Sold Listings - Average List Price For Each Quarter



	Q1	Q2	Q3	Q4
2024	\$938,185.34	\$1,060,760.00	\$1,111,574.93	\$1,102,474.60
2025	\$1,103,394.14	\$1,068,831.94	\$1,238,160.25	\$1,184,416.06

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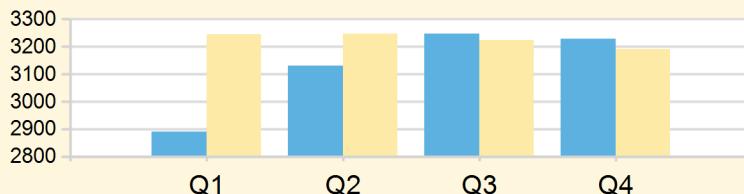
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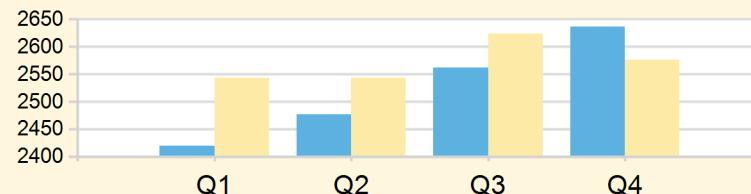
Listed Between the Last Day of Each Quarter and 12 Months

2024 2025



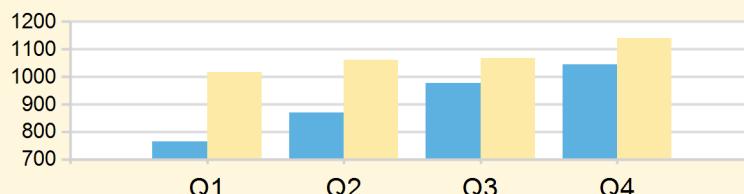
Went Pending Between the Last Day of Each Quarter and 12 Months

2024 2025



Price Changed Between the Last Day of Each Quarter and 12 Months

2024 2025



Sold Between the Last Day of Each Quarter and 12 Months

2024 2025

