

Barnstable County Real Estate Market Review

2025 vs. 2024 Per Quarter

Prepared by Red Hilton on Wednesday, October 15, 2025

Single Family

Listing Inventory	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025*	Var.
Listing Units	357	467	110	593	695	102	667	693	26	367	695	328
Avg. Days on Market	112	96	-16	80	92	12	92	97	5	129	172	43
Avg. List Price	\$2,293,035.92	\$2,059,081.23	-\$233,954.69	\$2,009,692.78	\$1,980,626.92	-\$29,065.86	\$1,935,753.53	\$1,962,192.62	\$26,439.09	\$1,980,621.25	\$1,865,811.91	-\$114,809.34
Avg. List \$ / SqFt	\$770.48	\$713.33	-\$57.15	\$719.89	\$730.12	\$10.23	\$702.79	\$727.10	\$24.31	\$685.67	\$720.65	\$34.98
Approx. Absorption Rate	53.57%	43.24%	-10.33%	33.00%	28.49%	-4.51%	30.00%	29.18%	-0.82%	56.36%	21.97%	-34.39%
Approx. Months Supply of Inventory	1.87	2.31	0.44	3.03	3.51	0.48	3.33	3.43	0.10	1.77	4.55	2.78
Listed (Per Quarter)	Q1			Q2			Q3			Q4		
	2024	2025	Var.	2024	2025	Var.	2024	2025	Var.	2024	2025*	Var.
Listing Units (Taken)	654	670	16	1074	1069	-5	947	921	-26	553	169	-384
Avg. Original List Price	\$1,308,404.75	\$1,488,413.79	\$180,009.04	\$1,335,858.78	\$1,389,968.21	\$54,109.43	\$1,359,244.61	\$1,390,074.50	\$30,829.89	\$1,187,771.95	\$1,238,014.19	\$50,242.24
Avg. Original List \$ / SqFt	\$611.06	\$657.69	\$46.63	\$618.22	\$633.04	\$14.82	\$609.96	\$632.71	\$22.75	\$573.51	\$680.84	\$107.33
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	5	-105
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	\$1,966,760.00	\$1,036,240.96
Avg. Original List \$ / SqFt	\$973.03	\$938.76	-\$34.27	\$642.69	\$642.33	-\$0.36	\$612.81	\$593.50	-\$19.31	\$508.95	\$2,306.85	\$1,797.90
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	156	-454
Avg. List Price	\$970,004.68	\$1,125,159.94	\$155,155.26	\$1,112,025.86	\$1,128,363.79	\$16,337.93	\$1,120,853.39	\$1,230,451.26	\$109,597.87	\$1,040,950.48	\$1,236,742.92	\$195,792.44
Avg. List \$ / SqFt	\$504.11	\$551.82	\$47.71	\$549.75	\$550.88	\$1.13	\$557.64	\$586.95	\$29.31	\$528.30	\$584.03	\$55.73
Avg. Days to Offer	42	58	16	35	40	5	38	53	15	51	42	-9

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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	692	29	668	91	-577
Avg. Days on Market	54	72	18	46	52	6	47	62	15	53	80	27
Avg. Days to Offer	43	57	14	36	39	3	34	48	14	42	63	21
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	\$1,196,072.33	\$113,883.89	\$1,064,574.47	\$1,151,597.21	\$87,022.74
Avg. Sale \$ / SqFt	\$492.54	\$524.54	\$32.00	\$527.52	\$517.91	-\$9.61	\$545.00	\$576.66	\$31.66	\$533.55	\$553.79	\$20.24
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	\$1,241,743.55	\$130,168.62	\$1,102,474.60	\$1,188,572.69	\$86,098.09
Avg. List \$ / SqFt	\$506.24	\$543.30	\$37.06	\$528.92	\$527.31	-\$1.61	\$553.15	\$593.46	\$40.31	\$548.12	\$568.33	\$20.21
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	\$1,312,673.37	\$167,867.85	\$1,157,907.47	\$1,241,930.96	\$84,023.49
Avg. Original List \$ / SqFt	\$520.25	\$565.02	\$44.77	\$542.11	\$537.09	-\$5.02	\$568.15	\$634.70	\$66.55	\$568.76	\$589.92	\$21.16
Avg. Sale Price as % of List Price	98.00%	97.28%	-0.72%	100.14%	98.66%	-1.48%	98.91%	97.58%	-1.33%	97.87%	97.46%	-0.41%
Avg. Sale Price as % of Original List Price	95.75%	94.60%	-1.15%	98.54%	97.21%	-1.33%	96.67%	94.70%	-1.97%	95.15%	94.62%	-0.53%
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	3245	355	3131	3245	114	3248	3218	-30	3228	2830	-398
Units Price Changed	765	1018	253	871	1061	190	978	1069	91	1045	960	-85
Units Went Pending	2420	2543	123	2477	2543	66	2562	2624	62	2636	2167	-469
Units Sold	2295	2423	128	2348	2376	28	2401	2427	26	2482	1832	-650

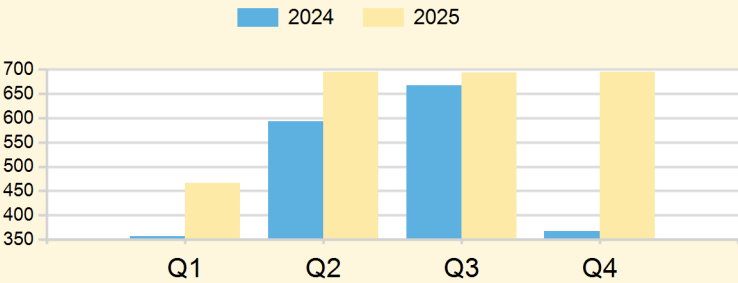
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2025 vs. 2024 Per Quarter

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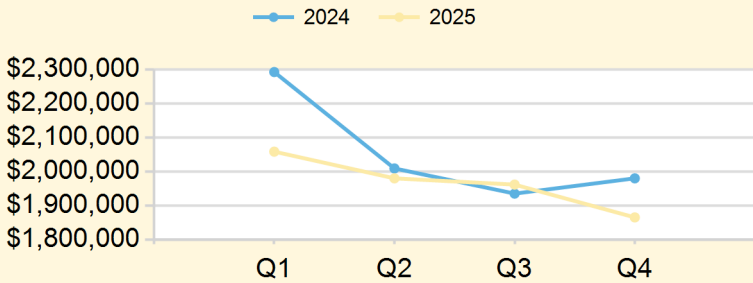
Single Family

Listing Inventory on the Last Day of Each Quarter



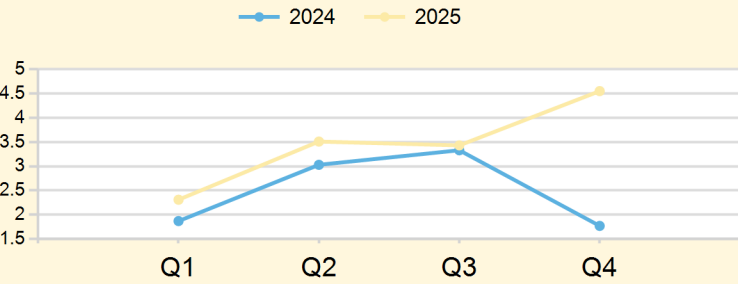
	Q1	Q2	Q3	Q4
2024	357	593	667	367
2025	467	695	693	695

Average List Price on the Last Day of Each Quarter



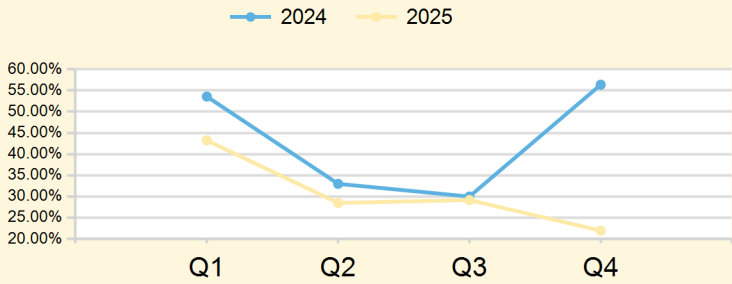
	Q1	Q2	Q3	Q4
2024	\$2,293,035.92	\$2,009,692.78	\$1,935,753.53	\$1,980,621.25
2025	\$2,059,081.23	\$1,980,626.92	\$1,962,192.62	\$1,865,811.91

Approx. Months supply per Quarter



	Q1	Q2	Q3	Q4
2024	1.87	3.03	3.33	1.77
2025	2.31	3.51	3.43	4.55

Approx. Absorption Rate Per Quarter



	Q1	Q2	Q3	Q4
2024	53.57%	33.00%	30.00%	56.36%
2025	43.24%	28.49%	29.18%	21.97%

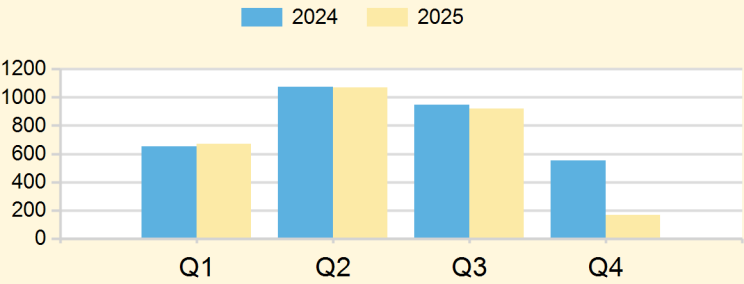
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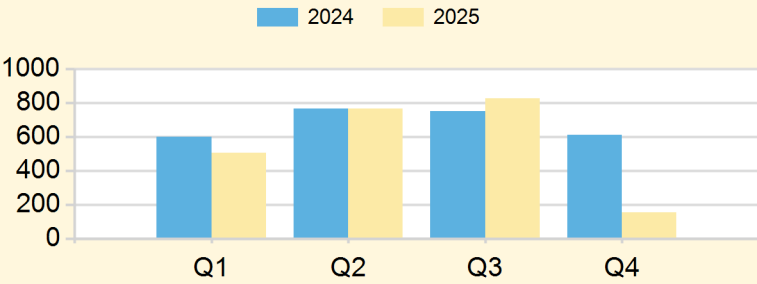
Single Family

Properties Listed During Each Quarter



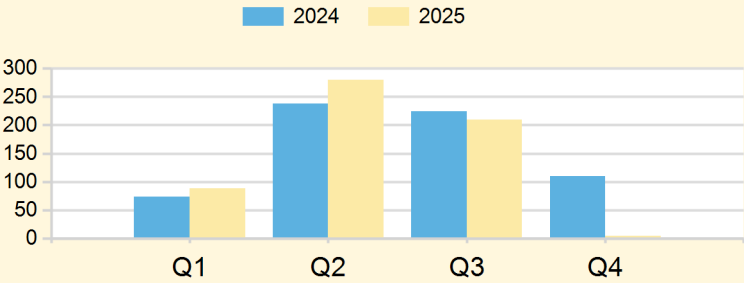
	Q1	Q2	Q3	Q4
2024	654	1,074	947	553
2025	670	1,069	921	169

Went Pending During Each Quarter



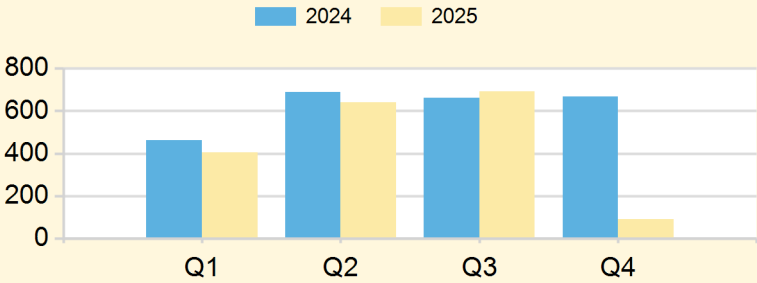
	Q1	Q2	Q3	Q4
2024	600	765	752	610
2025	505	766	828	156

Price Changed During Each Quarter



	Q1	Q2	Q3	Q4
2024	74	238	224	110
2025	88	280	210	5

Sold Listings During Each Quarter



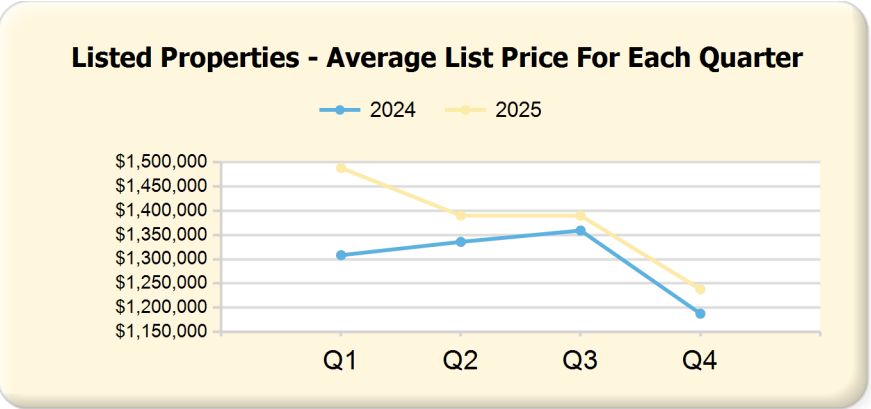
	Q1	Q2	Q3	Q4
2024	463	688	663	668
2025	404	641	692	91

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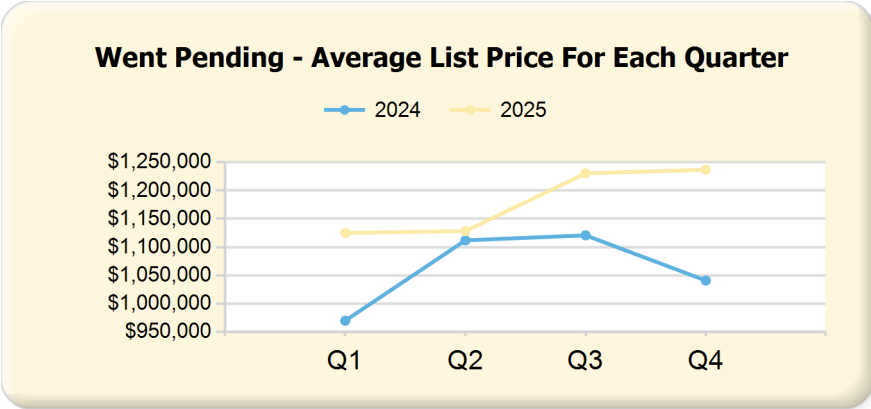
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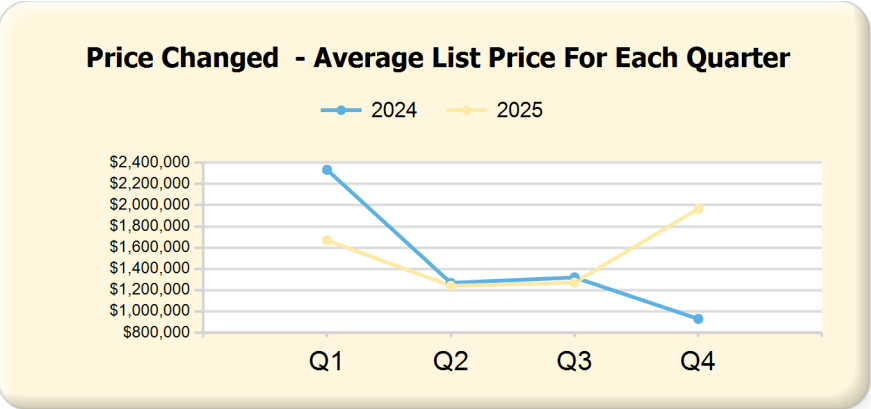
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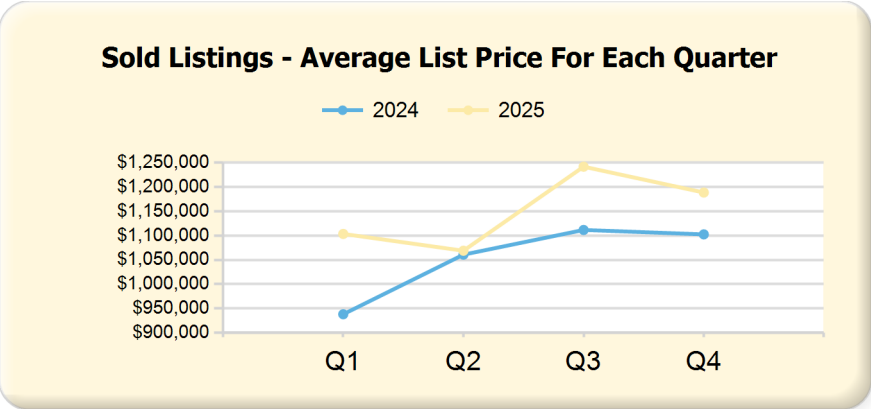
	Q1	Q2	Q3	Q4
2024	\$1,308,404.75	\$1,335,858.78	\$1,359,244.61	\$1,187,771.95
2025	\$1,488,413.79	\$1,389,968.21	\$1,390,074.50	\$1,238,014.19



	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	\$1,128,363.79	\$1,230,451.26	\$1,236,742.92



	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	\$1,966,760.00



	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	\$1,241,743.55	\$1,188,572.69

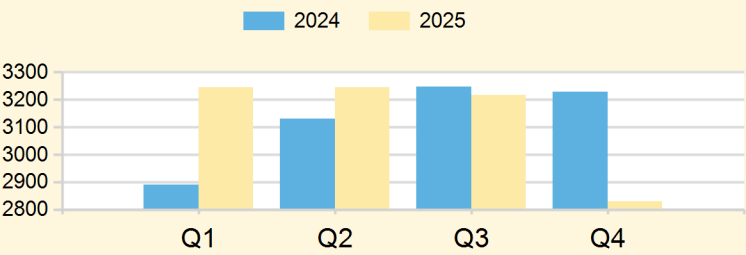
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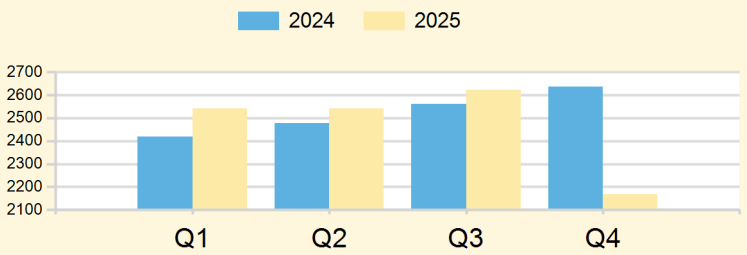
Single Family

Listed Between the Last Day of Each Quarter and 12 Months



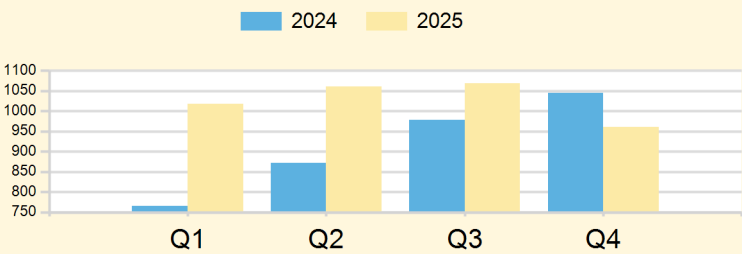
	Q1	Q2	Q3	Q4
2024	2,890	3,131	3,248	3,228
2025	3,245	3,245	3,218	2,830

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



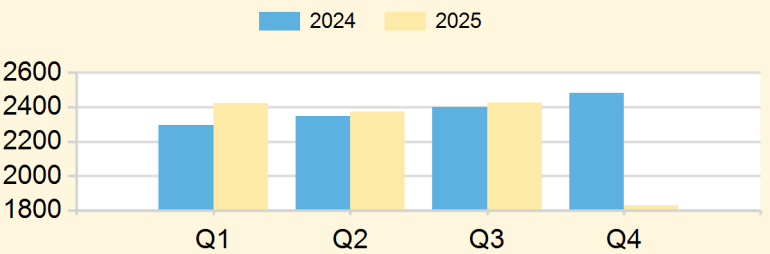
	Q1	Q2	Q3	Q4
2024	2,420	2,477	2,562	2,636
2025	2,543	2,543	2,624	2,167

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



	Q1	Q2	Q3	Q4
2024	765	871	978	1,045
2025	1,018	1,061	1,069	960

Sold Between the Last Day of Each Quarter and 12 Months



	Q1	Q2	Q3	Q4
2024	2,295	2,348	2,401	2,482
2025	2,423	2,376	2,427	1,832