

CAPE COD SALES PRICE COMPARED TO ASKING PRICE

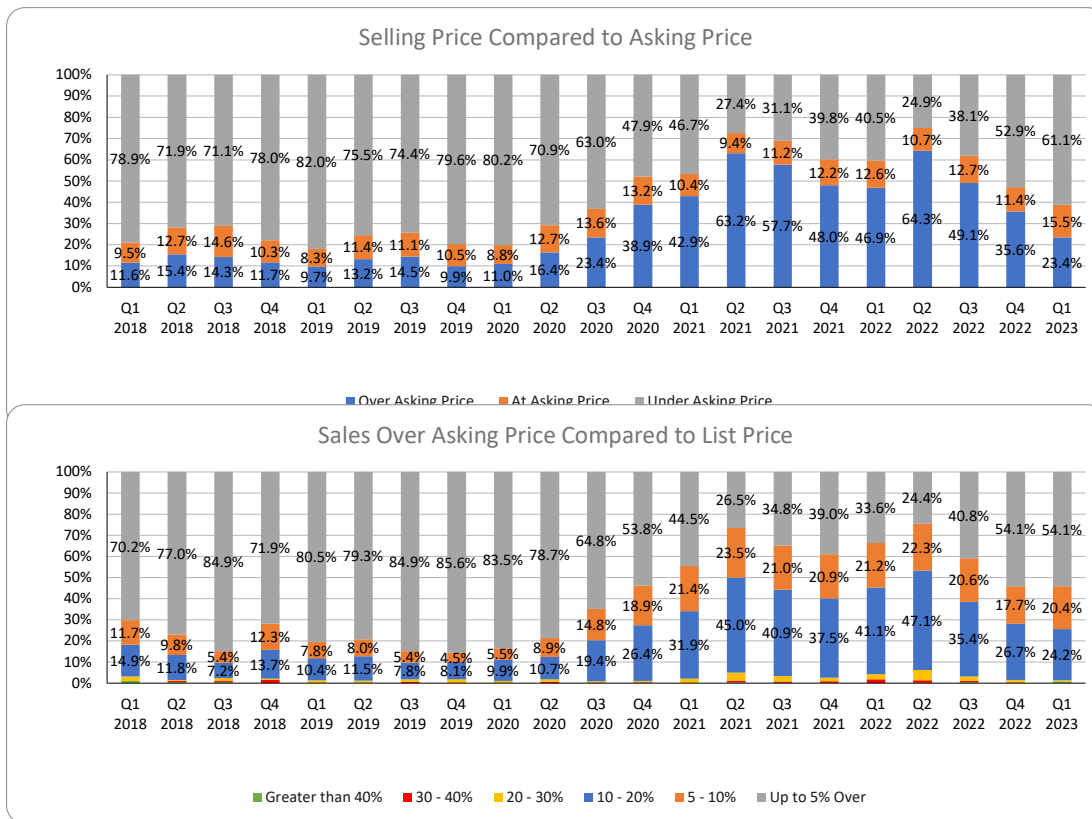
For the Period Ended April 30, 2023

	Apr-23		YTD 2023		YTD 2022	
	#	%	#	%	#	%
Price Drop	45	20.8%	230	30.6%	652	20.4%
No Price Drop	171	79.2%	521	69.4%	2,551	79.6%
Under Asking Price	102	47.2%	429	57.1%	1,236	38.6%
At Asking Price	30	13.9%	113	15.0%	380	11.9%
Over Asking Price	84	38.9%	209	27.8%	1,587	49.5%
Total	216	100.0%	751	100.0%	3,203	100.0%

Breakdown of Sales Over Asking Price

Up to 5% Over	44	52.4%	129	61.7%	717	45.2%
5 - 10%	23	27.4%	55	26.3%	418	26.3%
10 - 15%	9	10.7%	14	6.7%	253	15.9%
15 - 20%	5	6.0%	6	2.9%	116	7.3%
20 - 25%	1	1.2%	2	1.0%	46	2.9%
25 - 30%	-	0.0%	-	0.0%	14	0.9%
30 - 35%	2	2.4%	2	1.0%	12	0.8%
35 - 40%	-	0.0%	-	0.0%	8	0.5%
Greater than 40%	-	0.0%	1	0.5%	3	0.2%

**Note that due to the small sample size within any given month, the percentages can be skewed.



Mason Hickman
 508-314-6098
 mason.hickman@compass.com



CAPE COD HOT TOWN SUMMARY

For the Period Ended April 30, 2023

Town	Apr-23				YTD 2023				Full Year 2022			
	Transactions	Median Sale Price	Cash Buyers	Over Ask Price	Transactions	Median Sale Price	Cash Buyers	Over Ask Price	Transactions	Median Sale Price	Cash Buyers	Over Ask Price
Barnstable	23	725,000	21.7%	43.5%	114	686,000	28.1%	28.9%	652	650,000	33.0%	45.1%
Bourne	12	655,000	58.3%	41.7%	38	582,938	34.2%	13.2%	136	589,000	33.1%	45.6%
Brewster	12	864,000	50.0%	58.3%	31	741,000	38.7%	35.5%	130	777,500	39.2%	63.1%
Chatham	14	2,029,000	42.9%	14.3%	39	980,000	46.2%	15.4%	156	1,350,000	45.5%	38.5%
Dennis	14	638,750	35.7%	28.6%	52	595,000	32.7%	28.8%	280	617,500	37.9%	51.1%
Eastham	7	765,000	28.6%	71.4%	36	719,250	36.1%	27.8%	107	743,000	35.5%	51.4%
Falmouth	30	962,000	50.0%	36.7%	111	730,000	39.6%	28.8%	431	720,000	39.4%	54.3%
Harwich	14	1,272,500	28.6%	35.7%	50	745,000	36.0%	28.0%	188	703,500	35.6%	53.2%
Mashpee	18	677,500	27.8%	44.4%	56	844,500	30.4%	25.0%	223	750,000	31.4%	45.3%
Orleans	7	778,000	42.9%	42.9%	24	1,222,500	50.0%	25.0%	88	1,139,000	42.0%	38.6%
Provincetown	3	1,950,000	66.7%	33.3%	7	2,075,000	57.1%	28.6%	31	2,075,921	41.9%	19.4%
Sandwich	22	692,000	22.7%	50.0%	69	695,000	29.0%	33.3%	268	639,950	30.2%	47.4%
Truro	3	2,200,000	66.7%	0.0%	7	1,050,000	57.1%	14.3%	33	1,325,000	51.5%	48.5%
Wellfleet	3	650,000	0.0%	33.3%	10	937,500	30.0%	20.0%	61	940,000	45.9%	60.7%
Yarmouth	34	614,950	20.6%	32.4%	107	560,000	29.0%	32.7%	419	540,000	27.2%	56.3%
Total	216	762,500	34.3%	38.9%	751	696,100	34.4%	27.8%	3,203	690,000	35.1%	49.5%

**Note that due to the small sample size within any given month, the percentages can be skewed.

Brought to you by:



Mason Hickman

508-314-6098

mason.hickman@compass.com

WWW.INVESTCAPECOD.COM



COMPASS  **MH**

Monthly Indicators

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



April 2023

U.S. existing-home sales declined 2.4 percent month-over-month as of last measure, according to the National Association of REALTORS® (NAR), reversing February's sales gain of 14.5%. Fluctuations in mortgage interest rates have caused buyers to pullback, with pending sales dropping 5.2% month-over-month. Meanwhile, the median existing-home sales price declined for the second month in a row, falling 0.9% nationally from the same time last year, the largest year-over-year decline since January 2012, according to NAR.

New Listings were down 17.7 percent for single-family homes and 4.9 percent for condominium properties. Closed Sales decreased 13.9 percent for single-family homes and 24.7 percent for condominium properties.

The Median Sales Price was up 4.6 percent to \$760,000 for single-family homes and 14.9 percent to \$442,500 for condominium properties. Months Supply of Inventory increased 33.3 percent for single-family units and 30.8 percent for condominium units.

Housing inventory remains tight nationwide, with only 980,000 units available for sale heading into April, a 5.4% increase from one year earlier, although the number of homes for sale is down compared to the same period in 2019, prior to the pandemic. The lack of existing inventory continues to impact home sales, and with only 2.6 months' supply of homes at last measure, competition for available properties remains strong, especially in certain price categories, with multiple offers occurring on about a third of properties, according to NAR.

Quick Facts

Closed Sales

217	67
Single-Family Only	Condominium Only
- 13.9%	- 24.7%
Year-Over-Year Change	Year-Over-Year Change

Median Sales Price

\$760,000	\$442,500
Single-Family Only	Condominium Only
+ 4.6%	+ 14.9%
Year-Over-Year Change	Year-Over-Year Change

Homes for Sale

394	114
Single-Family Only	Condominium Only
+ 8.2%	+ 5.6%
Year-Over-Year Change	Year-Over-Year Change

New Listings

306	78
Single-Family Only	Condominium Only
- 17.7%	- 4.9%
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 May 9, 2023.

All data from the Cape Cod and Islands Association of REALTORS®, Inc. Report © 2023 ShowingTime.

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	4-2022	4-2023	+ / -	YTD 2022	YTD 2023	+ / -
Closed Sales		252	217	- 13.9%	918	756	- 17.6%
Median Sales Price		\$726,500	\$760,000	+ 4.6%	\$675,000	\$696,100	+ 3.1%
Affordability Index		43	39	- 9.3%	47	42	- 10.6%
Homes for Sale		364	394	+ 8.2%	--	--	--
Months Supply		1.2	1.6	+ 33.3%	--	--	--
Final Days on Market		42	46	+ 9.5%	39	51	+ 30.8%
Cumulative Days on Market		39	48	+ 23.1%	37	52	+ 40.5%
Pct. of Orig. Price Received		103.0%	98.6%	- 4.3%	101.0%	96.0%	- 5.0%
New Listings		372	306	- 17.7%	1,141	929	- 18.6%

Condominium Market Overview

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



Key Metrics	Historical Sparkbars	4-2022	4-2023	+ / -	YTD 2022	YTD 2023	+ / -
Closed Sales		89	67	- 24.7%	281	206	- 26.7%
Median Sales Price		\$385,000	\$442,500	+ 14.9%	\$415,000	\$437,000	+ 5.3%
Affordability Index		82	67	- 18.3%	76	67	- 11.8%
Homes for Sale		108	114	+ 5.6%	--	--	--
Months Supply		1.3	1.7	+ 30.8%	--	--	--
Final Days on Market		36	59	+ 63.9%	44	52	+ 18.2%
Cumulative Days on Market		30	45	+ 50.0%	40	45	+ 12.5%
Pct. of Orig. Price Received		104.5%	98.2%	- 6.0%	101.5%	96.9%	- 4.5%
New Listings		82	78	- 4.9%	310	261	- 15.8%

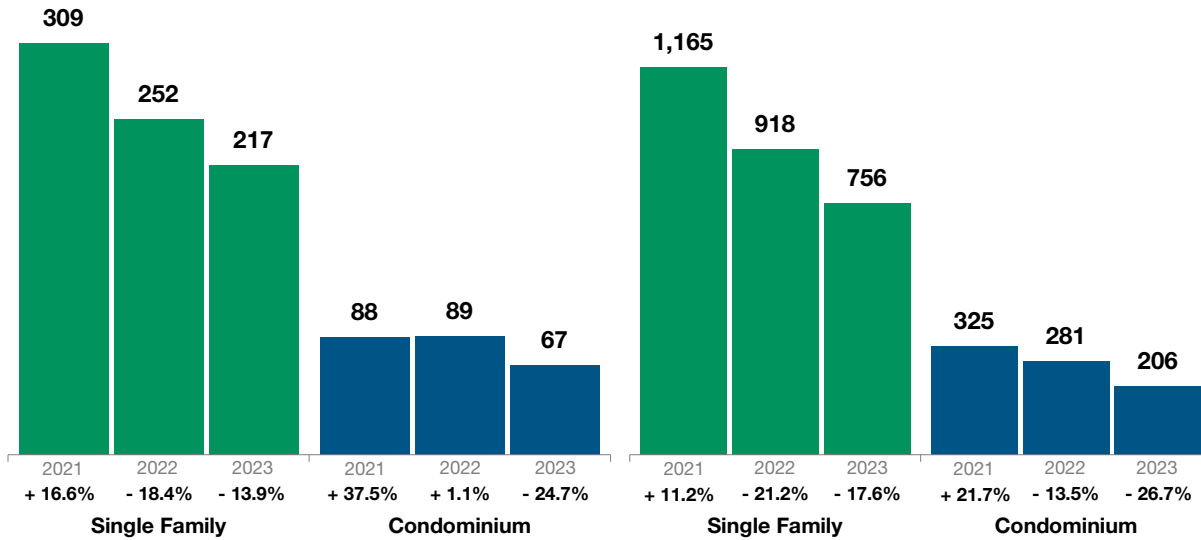
Closed Sales

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



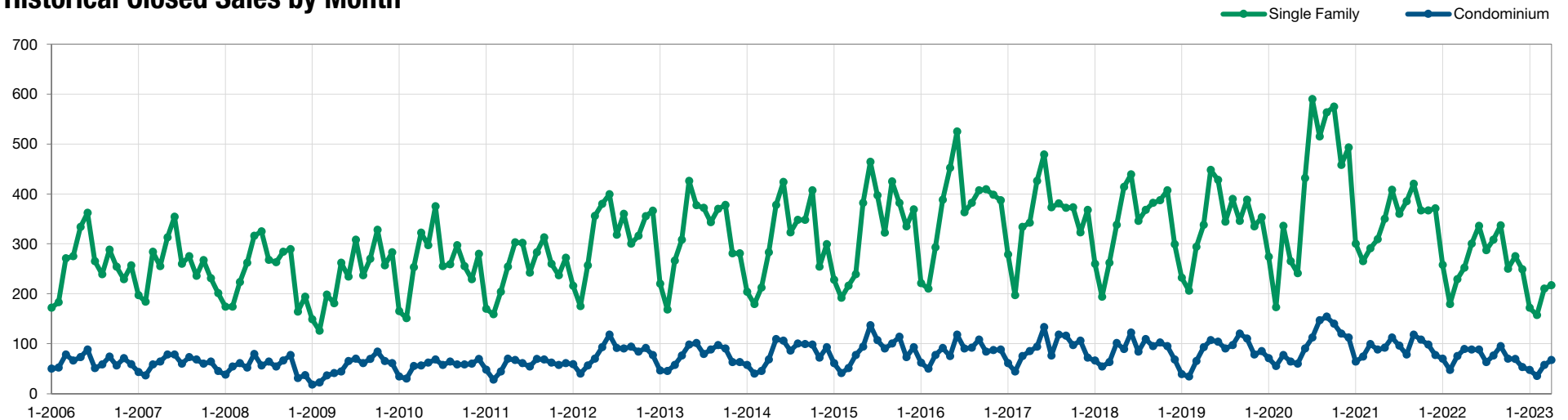
April

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
May 2022	300	- 14.3%	88	- 4.3%
June 2022	336	- 17.6%	88	- 21.4%
July 2022	287	- 20.3%	63	- 34.4%
August 2022	308	- 20.0%	76	- 2.6%
September 2022	337	- 19.8%	95	- 19.5%
October 2022	250	- 31.9%	70	- 35.2%
November 2022	275	- 25.1%	69	- 29.6%
December 2022	249	- 32.9%	53	- 31.2%
January 2023	172	- 33.3%	47	- 32.9%
February 2023	157	- 12.3%	35	- 25.5%
March 2023	210	- 8.3%	57	- 24.0%
April 2023	217	- 13.9%	67	- 24.7%
Total	3,098	- 21.5%	808	- 23.8%

Historical Closed Sales by Month



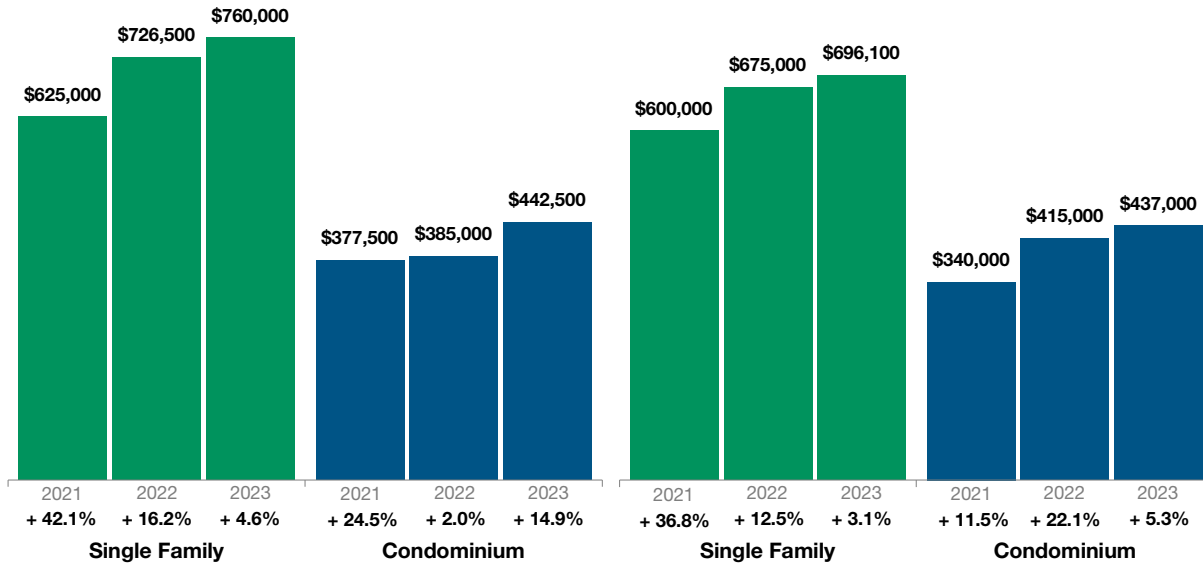
Median Sales Price

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



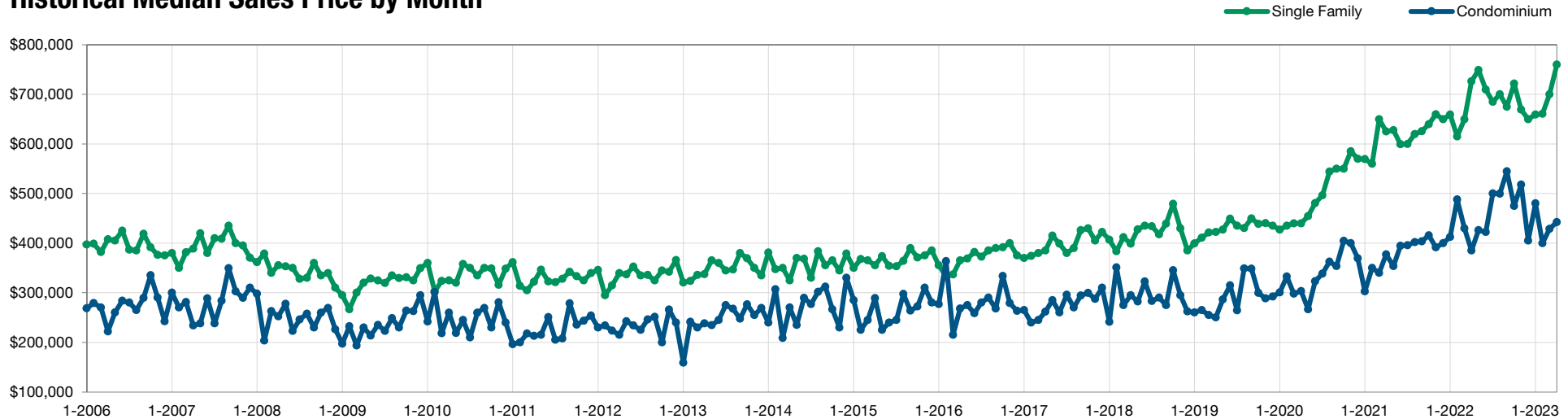
April

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
May 2022	\$749,000	+ 19.3%	\$426,000	+ 20.4%
June 2022	\$709,500	+ 18.3%	\$422,500	+ 7.1%
July 2022	\$685,000	+ 14.2%	\$500,000	+ 26.3%
August 2022	\$700,000	+ 12.9%	\$499,750	+ 24.3%
September 2022	\$675,000	+ 7.9%	\$545,000	+ 35.1%
October 2022	\$721,500	+ 12.7%	\$475,000	+ 14.3%
November 2022	\$669,000	+ 1.4%	\$518,000	+ 32.3%
December 2022	\$650,000	0.0%	\$405,000	+ 1.3%
January 2023	\$659,500	0.0%	\$480,000	+ 16.4%
February 2023	\$661,000	+ 7.5%	\$400,000	- 18.0%
March 2023	\$700,000	+ 7.7%	\$429,000	- 0.2%
April 2023	\$760,000	+ 4.6%	\$442,500	+ 14.9%
Median	\$695,000	+ 8.8%	\$460,000	+ 16.5%

Historical Median Sales Price by Month

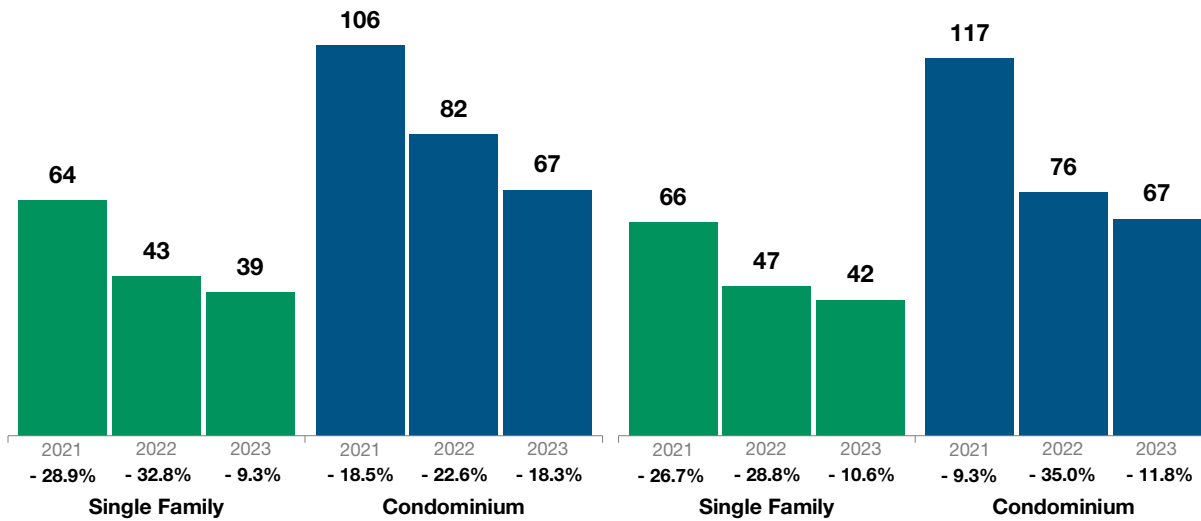


Housing Affordability Index



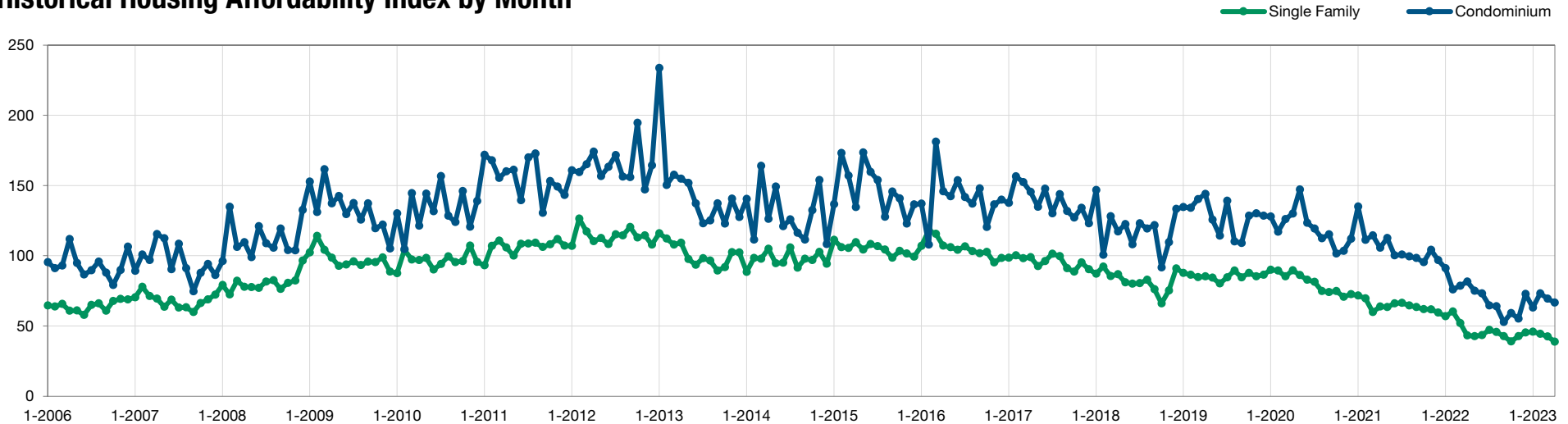
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

April Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
May 2022	43	- 31.7%	75	- 33.6%
June 2022	44	- 33.3%	73	- 27.0%
July 2022	47	- 29.9%	65	- 35.6%
August 2022	46	- 28.1%	64	- 35.4%
September 2022	43	- 31.7%	53	- 45.9%
October 2022	39	- 37.1%	59	- 37.9%
November 2022	43	- 30.6%	55	- 47.1%
December 2022	45	- 25.0%	73	- 24.7%
January 2023	46	- 19.3%	63	- 30.8%
February 2023	44	- 26.7%	73	- 3.9%
March 2023	43	- 17.3%	69	- 12.7%
April 2023	39	- 9.3%	67	- 18.3%
Average	43	- 27.7%	66	- 30.5%

Historical Housing Affordability Index by Month

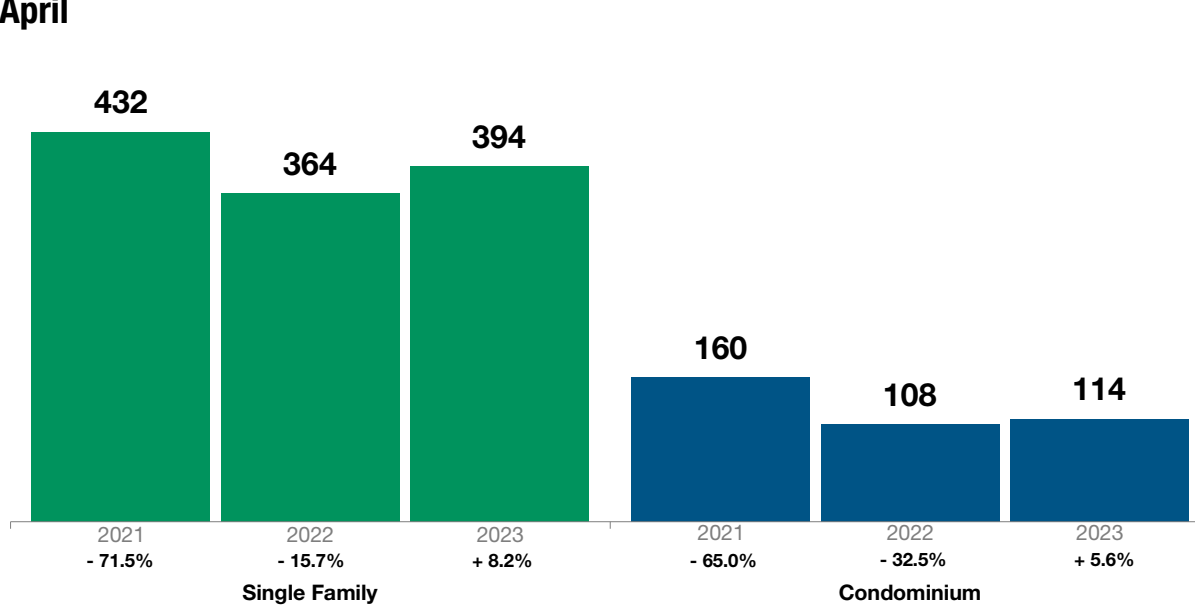


Inventory of Homes for Sale

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

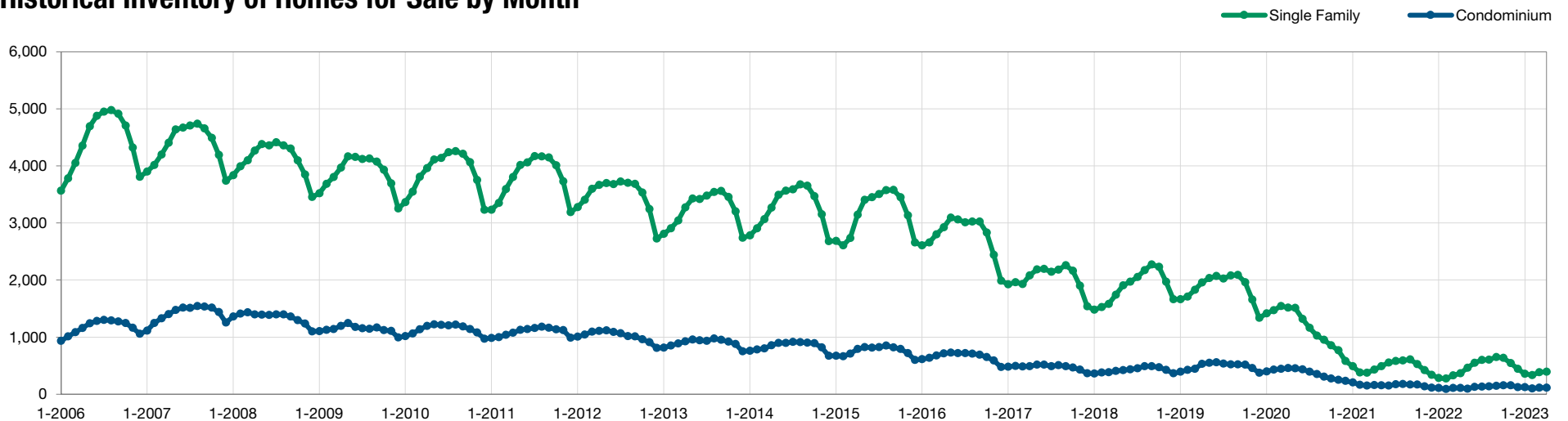


April



	Single-Family	YoY Change	Condominium	YoY Change
May 2022	463	- 5.5%	96	- 37.7%
June 2022	550	- 0.4%	126	- 15.4%
July 2022	600	+ 3.6%	130	- 25.7%
August 2022	604	+ 2.2%	137	- 22.2%
September 2022	649	+ 6.7%	147	- 12.5%
October 2022	634	+ 20.8%	153	- 8.4%
November 2022	543	+ 28.4%	155	+ 12.3%
December 2022	443	+ 31.8%	122	+ 8.9%
January 2023	356	+ 25.8%	124	+ 11.7%
February 2023	335	+ 23.2%	102	+ 13.3%
March 2023	384	+ 16.0%	115	+ 5.5%
April 2023	394	+ 8.2%	114	+ 5.6%
Average	496	+ 11.2%	127	- 8.2%

Historical Inventory of Homes for Sale by Month

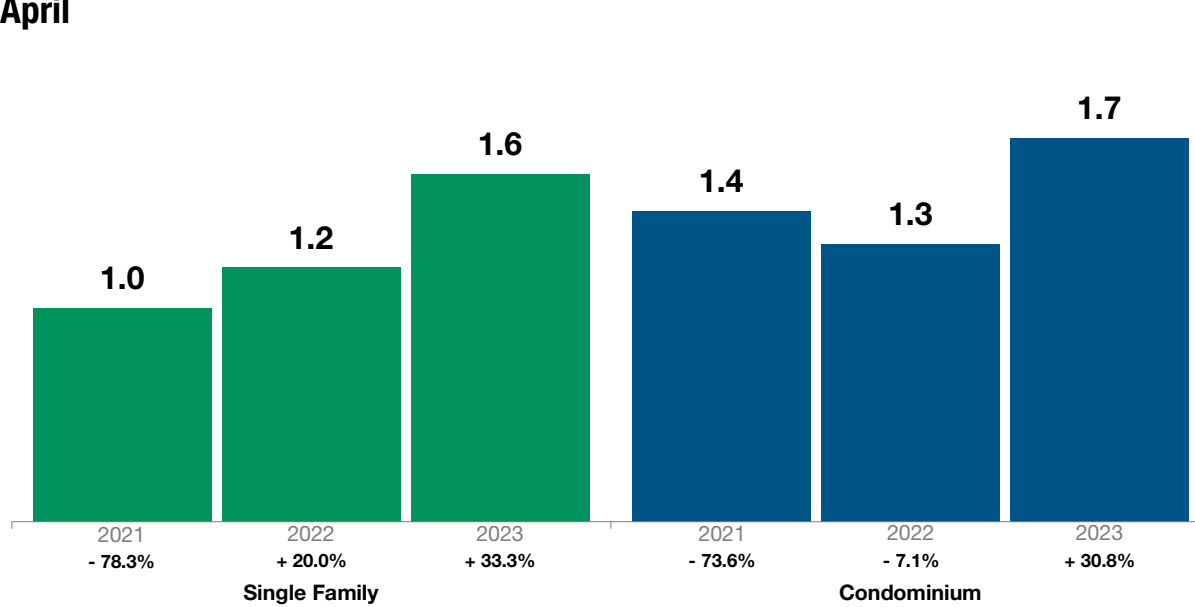


Months Supply of Inventory

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.

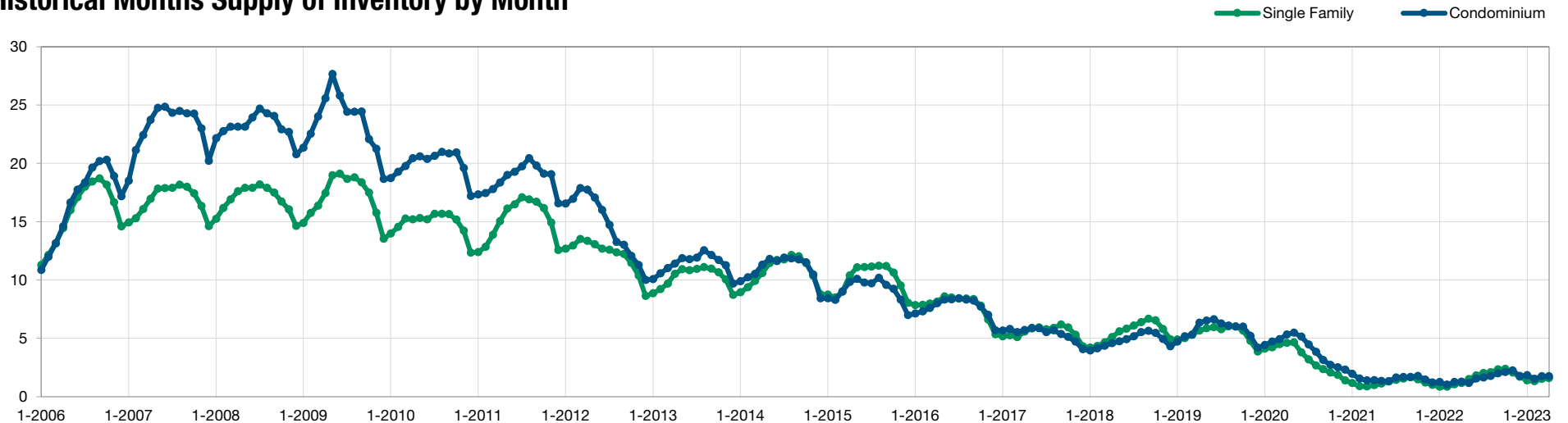


April



	Single-Family	YoY Change	Condominium	YoY Change
May 2022	1.5	+ 36.4%	1.1	- 15.4%
June 2022	1.8	+ 38.5%	1.5	+ 15.4%
July 2022	2.0	+ 42.9%	1.6	0.0%
August 2022	2.1	+ 40.0%	1.8	+ 5.9%
September 2022	2.3	+ 43.8%	2.0	+ 17.6%
October 2022	2.4	+ 60.0%	2.1	+ 16.7%
November 2022	2.1	+ 75.0%	2.2	+ 57.1%
December 2022	1.7	+ 70.0%	1.8	+ 50.0%
January 2023	1.4	+ 75.0%	1.8	+ 50.0%
February 2023	1.3	+ 62.5%	1.5	+ 50.0%
March 2023	1.5	+ 50.0%	1.7	+ 41.7%
April 2023	1.6	+ 33.3%	1.7	+ 30.8%
Average	1.8	+ 48.8%	1.7	+ 25.1%

Historical Months Supply of Inventory by Month



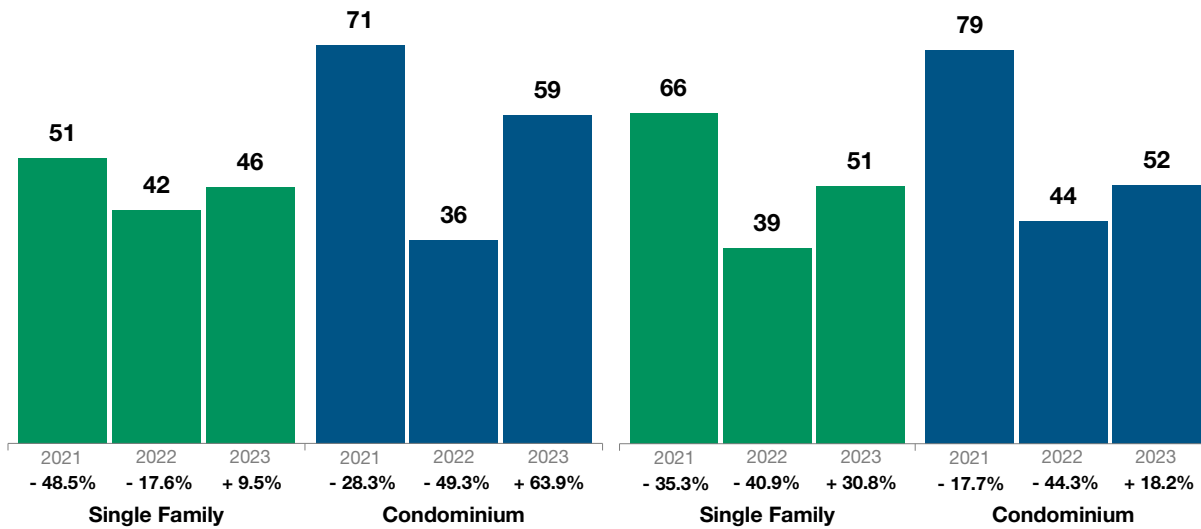
Final Days on Market

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



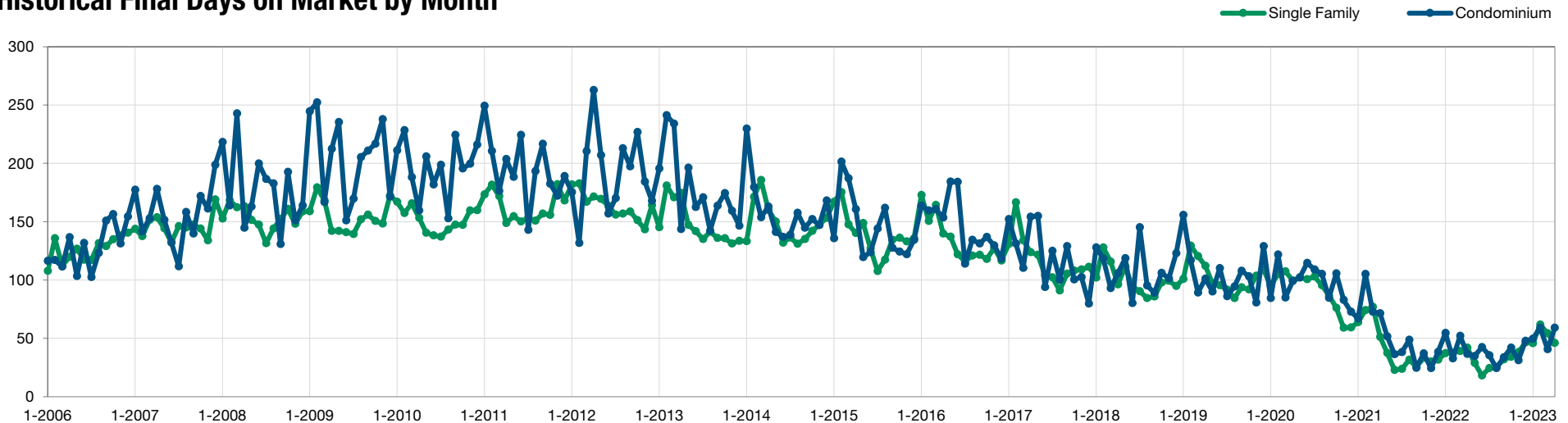
April

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
May 2022	29	- 21.6%	35	- 32.7%
June 2022	18	- 21.7%	42	+ 16.7%
July 2022	24	0.0%	35	- 7.9%
August 2022	25	- 21.9%	24	- 51.0%
September 2022	32	+ 23.1%	33	+ 32.0%
October 2022	34	+ 3.0%	42	+ 13.5%
November 2022	38	+ 26.7%	31	+ 29.2%
December 2022	46	+ 43.8%	48	+ 26.3%
January 2023	46	+ 24.3%	50	- 7.4%
February 2023	62	+ 63.2%	59	+ 78.8%
March 2023	54	+ 38.5%	40	- 23.1%
April 2023	46	+ 9.5%	59	+ 63.9%
Average	35	+ 12.1%	40	+ 3.4%

Historical Final Days on Market by Month



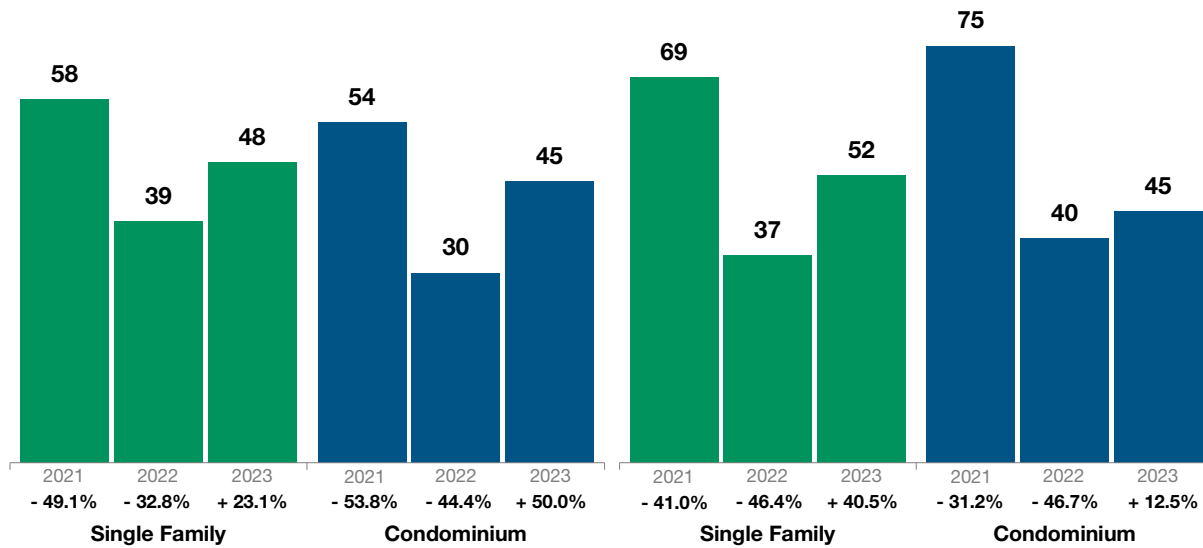
Cumulative Days on Market

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



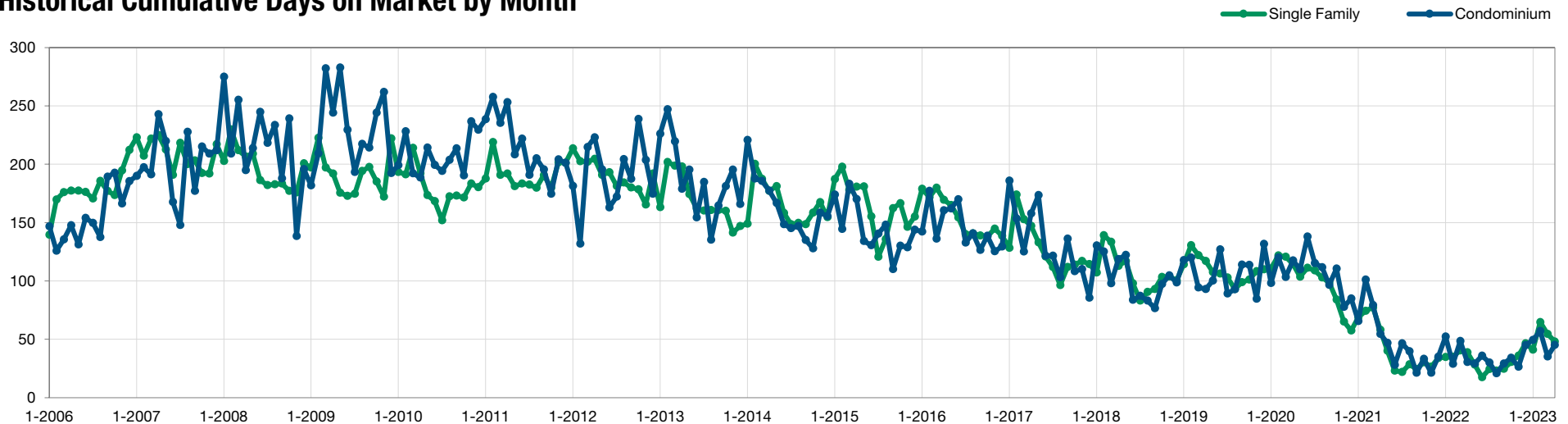
April

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
May 2022	28	-30.0%	29	-38.3%
June 2022	17	-26.1%	36	+28.6%
July 2022	24	+9.1%	30	-34.8%
August 2022	23	-17.9%	21	-47.5%
September 2022	24	0.0%	29	+38.1%
October 2022	30	0.0%	34	+3.0%
November 2022	36	+38.5%	26	+23.8%
December 2022	46	+35.3%	45	+28.6%
January 2023	41	+17.1%	49	-5.8%
February 2023	65	+85.7%	57	+96.6%
March 2023	55	+37.5%	35	-27.1%
April 2023	48	+23.1%	45	+50.0%
Average	34	+11.1%	34	-1.7%

Historical Cumulative Days on Market by Month



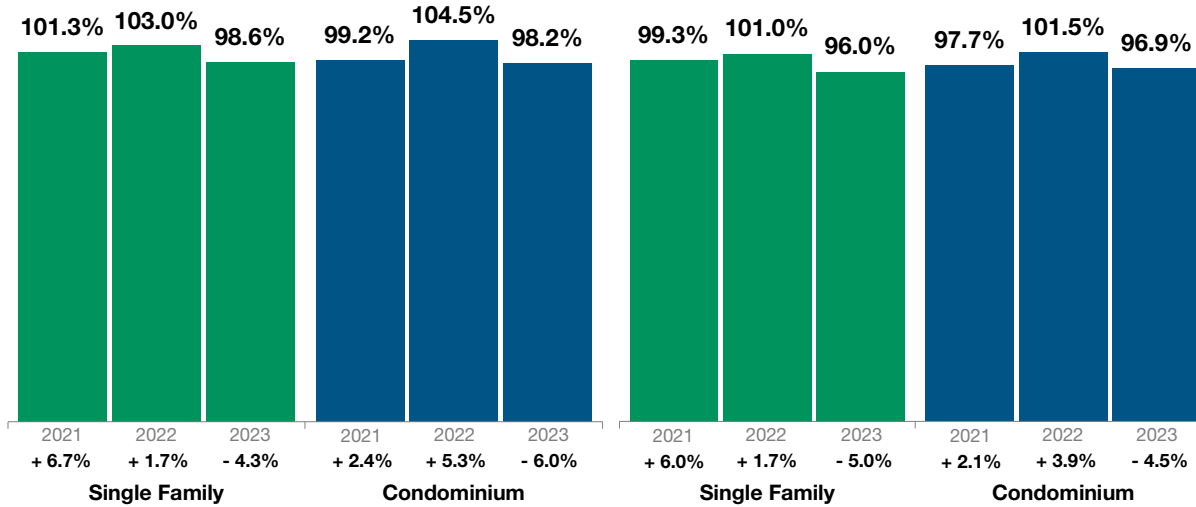
Percent of Original List Price Received



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.

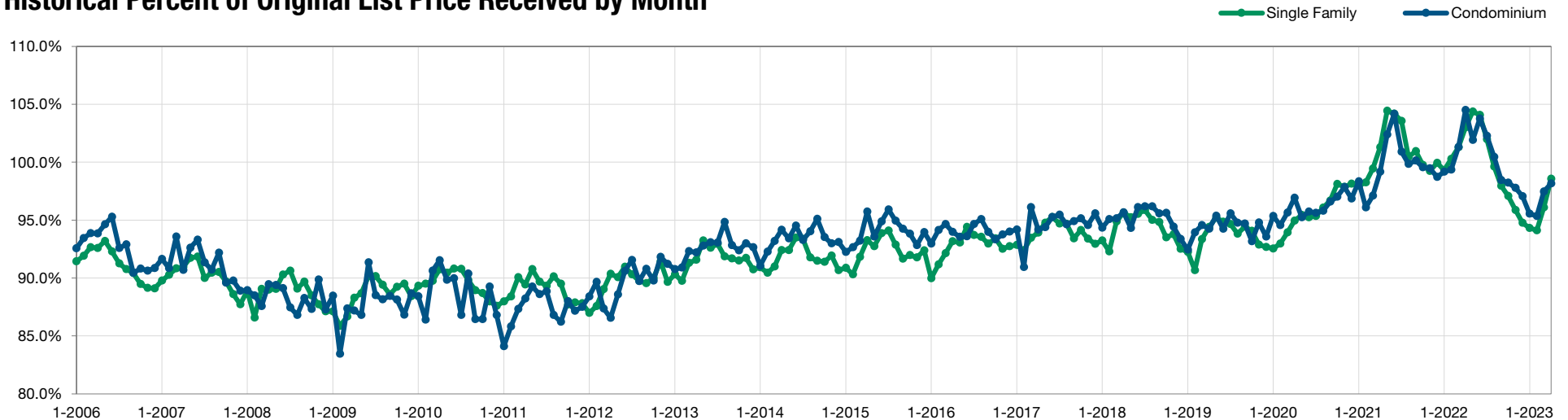
April

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
May 2022	104.4%	0.0%	101.9%	- 0.5%
June 2022	104.1%	- 0.1%	103.8%	- 0.4%
July 2022	102.0%	- 1.5%	102.3%	+ 1.4%
August 2022	99.6%	- 0.9%	100.5%	+ 0.6%
September 2022	98.0%	- 3.0%	98.5%	- 1.6%
October 2022	97.1%	- 2.7%	98.2%	- 1.4%
November 2022	95.9%	- 3.3%	97.8%	- 1.7%
December 2022	94.8%	- 5.1%	97.1%	- 1.6%
January 2023	94.3%	- 5.0%	95.6%	- 3.6%
February 2023	94.1%	- 6.2%	95.3%	- 4.1%
March 2023	96.1%	- 5.1%	97.5%	- 3.8%
April 2023	98.6%	- 4.3%	98.2%	- 6.0%
Average	98.8%	- 2.6%	99.3%	- 1.6%

Historical Percent of Original List Price Received by Month

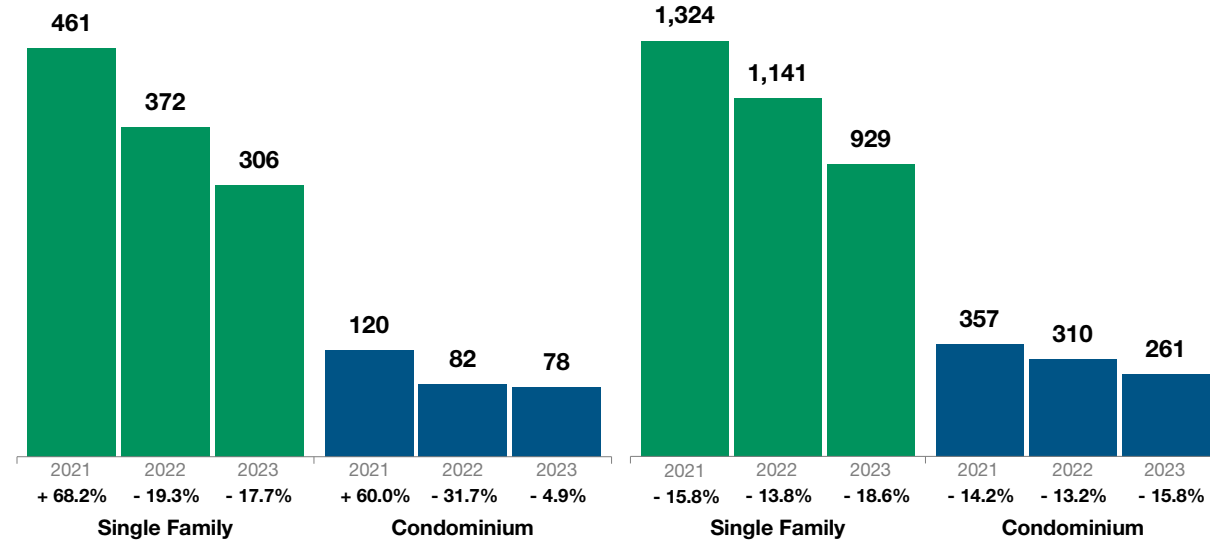


New Listings

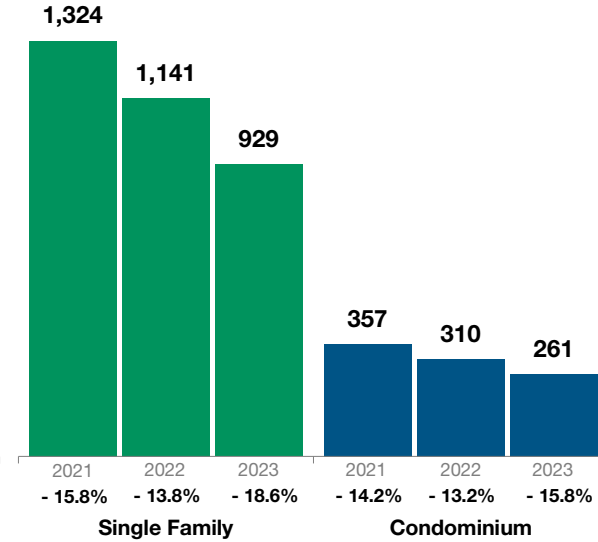
A count of the properties that have been newly listed on the market in a given month.



April

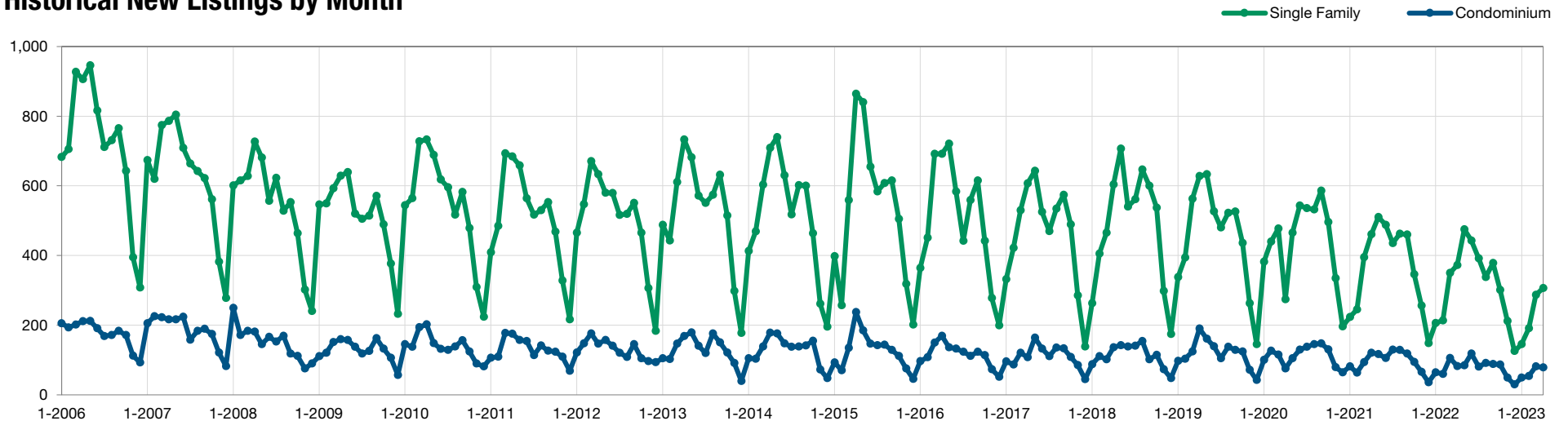


Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
May 2022	475	- 6.9%	84	- 27.6%
June 2022	443	- 9.2%	118	+ 12.4%
July 2022	392	- 9.9%	80	- 38.0%
August 2022	338	- 26.8%	91	- 28.9%
September 2022	378	- 17.8%	88	- 25.4%
October 2022	301	- 13.0%	86	- 8.5%
November 2022	212	- 17.2%	49	- 24.6%
December 2022	125	- 15.5%	29	- 17.1%
January 2023	145	- 29.6%	49	- 23.4%
February 2023	191	- 10.3%	53	- 10.2%
March 2023	287	- 18.0%	81	- 22.9%
April 2023	306	- 17.7%	78	- 4.9%
Total	3,593	- 15.4%	886	- 19.5%

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.