

CAPE COD SALES PRICE COMPARED TO ASKING PRICE

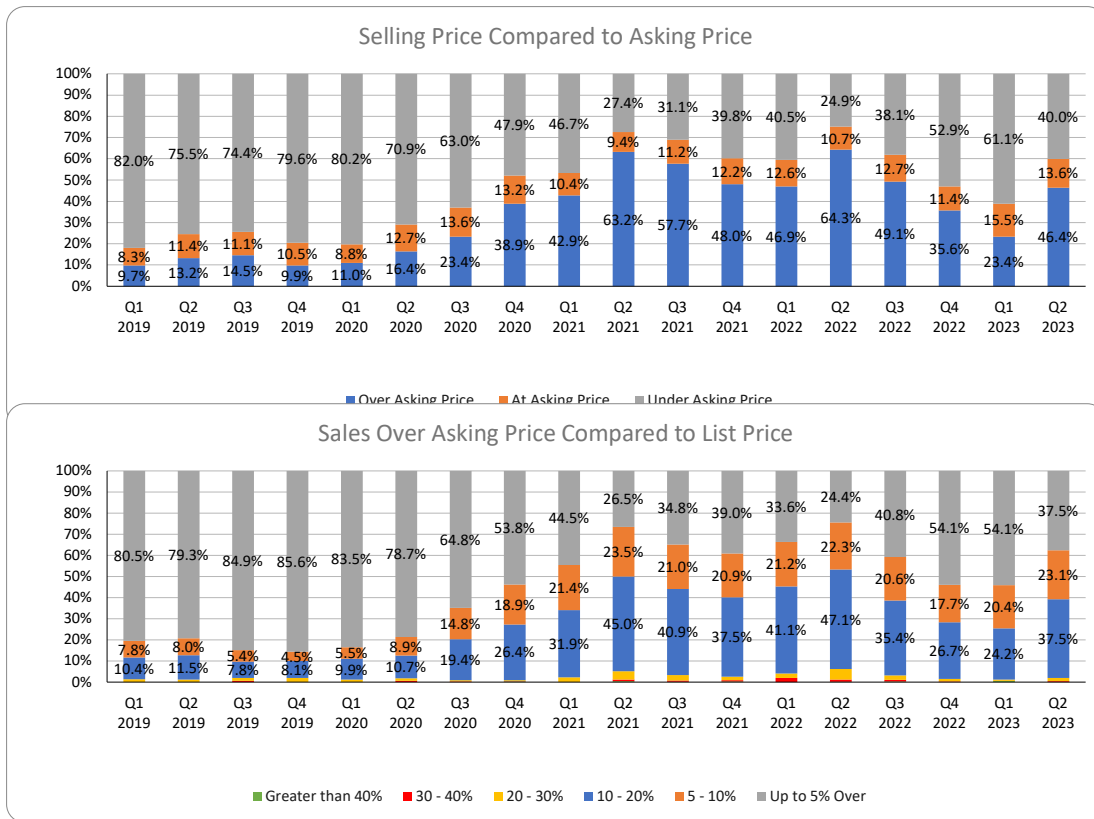
For the Period Ended June 30, 2023

	Jun-23		YTD 2023		Full Year 2022	
	#	%	#	%	#	%
Price Drop	62	22.5%	328	25.8%	652	20.4%
No Price Drop	214	77.5%	944	74.2%	2,551	79.6%
Under Asking Price	104	37.7%	622	48.9%	1,236	38.6%
At Asking Price	35	12.7%	183	14.4%	380	11.9%
Over Asking Price	137	49.6%	467	36.7%	1,587	49.5%
Total	276	100.0%	1,272	100.0%	3,203	100.0%

Breakdown of Sales Over Asking Price

Up to 5% Over	57	41.6%	252	54.0%	717	45.2%
5 - 10%	51	37.2%	135	28.9%	418	26.3%
10 - 15%	21	15.3%	53	11.3%	253	15.9%
15 - 20%	6	4.4%	17	3.6%	116	7.3%
20 - 25%	1	0.7%	5	1.1%	46	2.9%
25 - 30%	1	0.7%	2	0.4%	14	0.9%
30 - 35%	-	0.0%	2	0.4%	12	0.8%
35 - 40%	-	0.0%	-	0.0%	8	0.5%
Greater than 40%	-	0.0%	1	0.2%	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

WWW.INVESTCAPECOD.COM



CAPE COD HOT TOWN SUMMARY
For the Period Ended June 30, 2023

Town	Jun-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	39	744,000	38.5%	56.4%	198	697,550	33.8%	39.4%	652	650,000	33.0%	45.1%
Bourne	18	727,500	44.4%	27.8%	65	645,000	36.9%	20.0%	136	589,000	33.1%	45.6%
Brewster	12	810,000	41.7%	58.3%	55	732,000	36.4%	49.1%	130	777,500	39.2%	63.1%
Chatham	11	1,285,000	54.5%	9.1%	62	1,021,250	46.8%	16.1%	156	1,350,000	45.5%	38.5%
Dennis	18	650,000	33.3%	44.4%	86	615,000	33.7%	37.2%	280	617,500	37.9%	51.1%
Eastham	13	920,000	23.1%	30.8%	56	762,000	33.9%	26.8%	107	743,000	35.5%	51.4%
Falmouth	28	682,500	42.9%	64.3%	174	749,500	42.0%	37.9%	431	720,000	39.4%	54.3%
Harwich	17	685,000	23.5%	64.7%	80	741,250	36.3%	41.3%	188	703,500	35.6%	53.2%
Mashpee	26	749,998	26.9%	34.6%	105	759,995	29.5%	29.5%	223	750,000	31.4%	45.3%
Orleans	12	1,340,000	33.3%	25.0%	46	1,320,000	41.3%	28.3%	88	1,139,000	42.0%	38.6%
Provincetown	1	2,000,000	100.0%	0.0%	8	2,049,500	62.5%	25.0%	31	2,075,921	41.9%	19.4%
Sandwich	29	649,000	31.0%	65.5%	120	687,500	30.8%	45.8%	268	639,950	30.2%	47.4%
Truro	4	1,467,500	50.0%	0.0%	13	1,000,000	46.2%	15.4%	33	1,325,000	51.5%	48.5%
Wellfleet	6	837,500	16.7%	16.7%	20	987,500	40.0%	20.0%	61	940,000	45.9%	60.7%
Yarmouth	42	603,000	28.6%	69.0%	184	567,500	27.2%	46.7%	419	540,000	27.2%	56.3%
Total	276	734,000	34.4%	49.6%	1,272	701,250	35.1%	36.7%	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



Monthly Indicators

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



June 2023

Temperatures are heating up, yet the U.S. housing market remains cooler than usual for this time of year due to a combination of low inventory and higher borrowing costs, which have restricted market activity going into the summer homebuying season. According to the latest data from the National Association of REALTORS® (NAR), national existing-home sales climbed 0.2% from the previous month but were down 20.4% compared to the same time last year, as fluctuating mortgage rates and a near all-time low level of inventory continue to influence home sales.

New Listings were down 33.9 percent for single-family homes and 42.4 percent for condominium properties. Closed Sales decreased 18.8 percent for single-family homes and 21.6 percent for condominium properties.

The Median Sales Price was up 3.6 percent to \$735,000 for single-family homes and 6.5 percent to \$449,900 for condominium properties. Months Supply of Inventory increased 5.6 percent for single-family units and 33.3 percent for condominium units.

Nationwide, total housing inventory increased 3.8% from the previous month, for a 3-month's supply at the current sales pace. The shortage of homes for sale has kept prices high for remaining buyers, with a national median sales price of \$396,100 as of last measure, a 3.1% decline from the same time last year and the largest annual decrease since December 2011, according to NAR. As demand continues to outpace supply, properties are selling quickly, with the majority of homes listed for sale on the market for less than a month.

Quick Facts

Closed Sales

273	69
Single-Family Only	Condominium Only
- 18.8%	- 21.6%
Year-Over-Year Change	Year-Over-Year Change

Median Sales Price

\$735,000	\$449,900
Single-Family Only	Condominium Only
+ 3.6%	+ 6.5%
Year-Over-Year Change	Year-Over-Year Change

Homes for Sale

447	123
Single-Family Only	Condominium Only
- 18.6%	- 2.4%
Year-Over-Year Change	Year-Over-Year Change

New Listings

293	68
Single-Family Only	Condominium Only
- 33.9%	- 42.4%
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 July 7, 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	6-2022	6-2023	+ / -	YTD 2022	YTD 2023	+ / -
Closed Sales		336	273	- 18.8%	1,554	1,281	- 17.6%
Median Sales Price		\$709,500	\$735,000	+ 3.6%	\$690,000	\$700,500	+ 1.5%
Affordability Index		44	39	- 11.4%	45	41	- 8.9%
Homes for Sale		549	447	- 18.6%	--	--	--
Months Supply		1.8	1.9	+ 5.6%	--	--	--
Final Days on Market		18	37	+ 105.6%	33	44	+ 33.3%
Cumulative Days on Market		17	34	+ 100.0%	31	43	+ 38.7%
Pct. of Orig. Price Received		104.1%	99.9%	- 4.0%	102.3%	97.6%	- 4.6%
New Listings		443	293	- 33.9%	2,058	1,582	- 23.1%

Condominium Market Overview

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



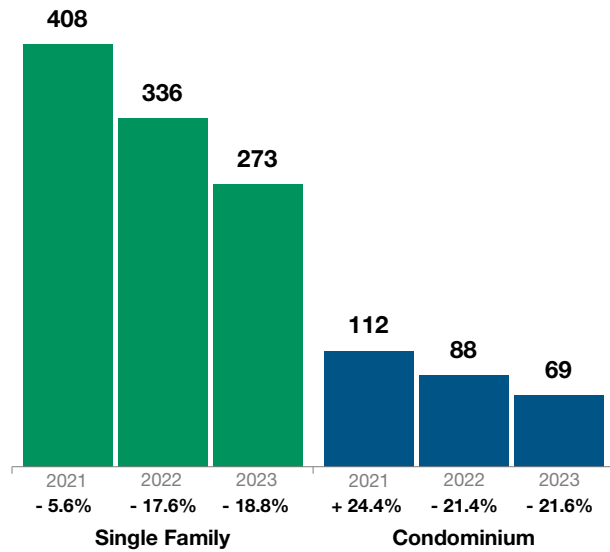
Key Metrics	Historical Sparkbars	6-2022	6-2023	+ / -	YTD 2022	YTD 2023	+ / -
Closed Sales		88	69	- 21.6%	457	350	- 23.4%
Median Sales Price		\$422,500	\$449,900	+ 6.5%	\$420,000	\$445,000	+ 6.0%
Affordability Index		73	64	- 12.3%	74	65	- 12.2%
Homes for Sale		126	123	- 2.4%	--	--	--
Months Supply		1.5	2.0	+ 33.3%	--	--	--
Final Days on Market		42	30	- 28.6%	42	45	+ 7.1%
Cumulative Days on Market		36	28	- 22.2%	37	39	+ 5.4%
Pct. of Orig. Price Received		103.8%	98.9%	- 4.7%	102.0%	97.7%	- 4.2%
New Listings		118	68	- 42.4%	512	404	- 21.1%

Closed Sales

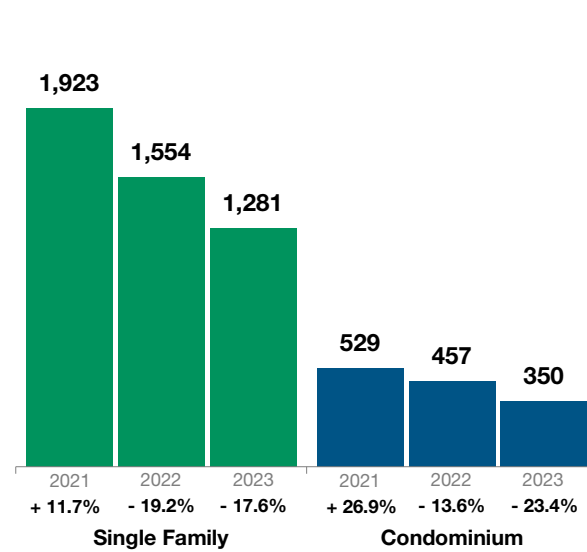
A count of the actual sales that closed in a given month.



June

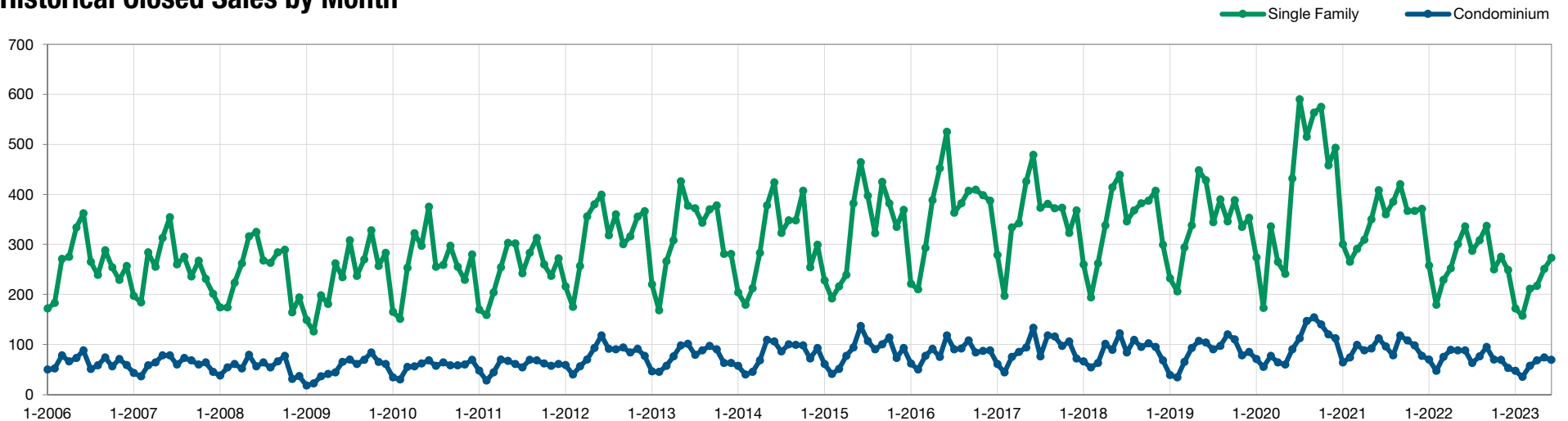


Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
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	211	-7.9%	57	-24.0%
April 2023	217	-13.9%	68	-23.6%
May 2023	251	-16.3%	74	-15.9%
June 2023	273	-18.8%	69	-21.6%
Total	2,987	-21.9%	776	-24.8%

Historical Closed Sales by Month



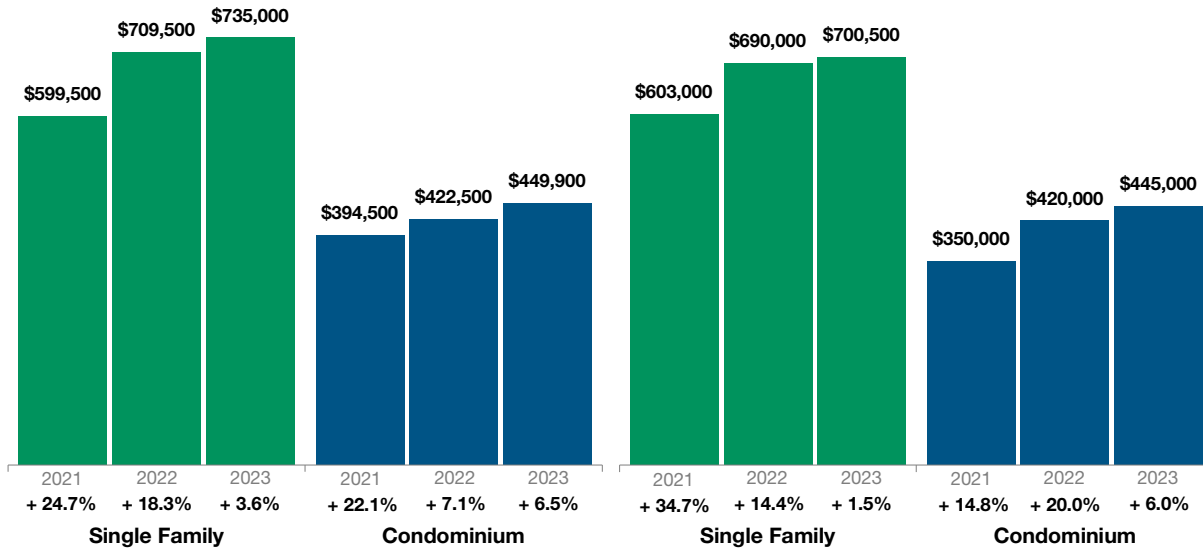
Median Sales Price

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



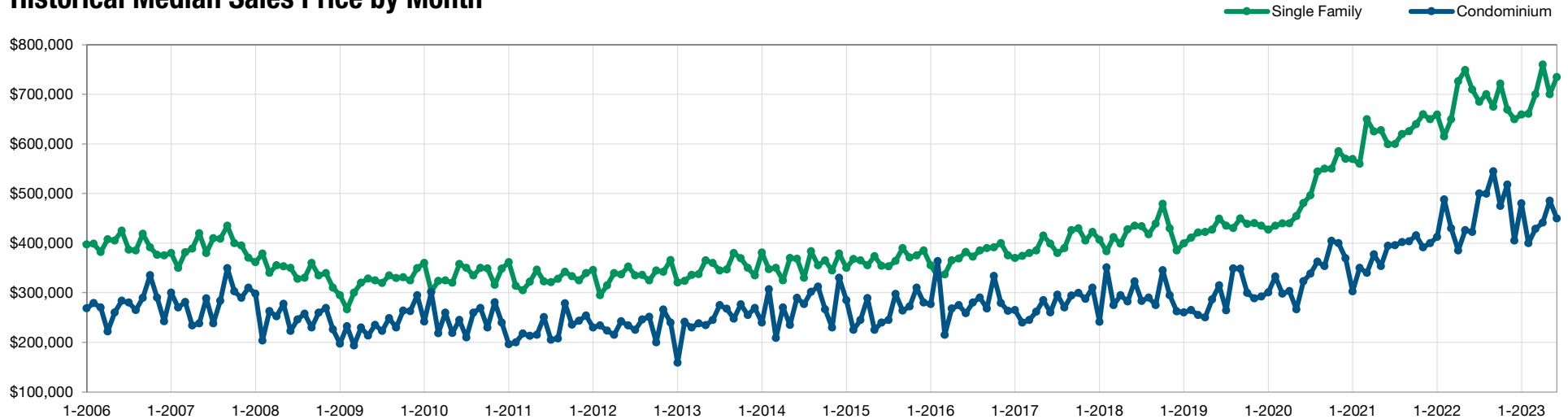
June

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
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%	\$441,250	+ 14.6%
May 2023	\$700,000	- 6.5%	\$485,575	+ 14.0%
June 2023	\$735,000	+ 3.6%	\$449,900	+ 6.5%
Median	\$695,000	+ 6.3%	\$474,806	+ 16.7%

Historical Median Sales Price by Month



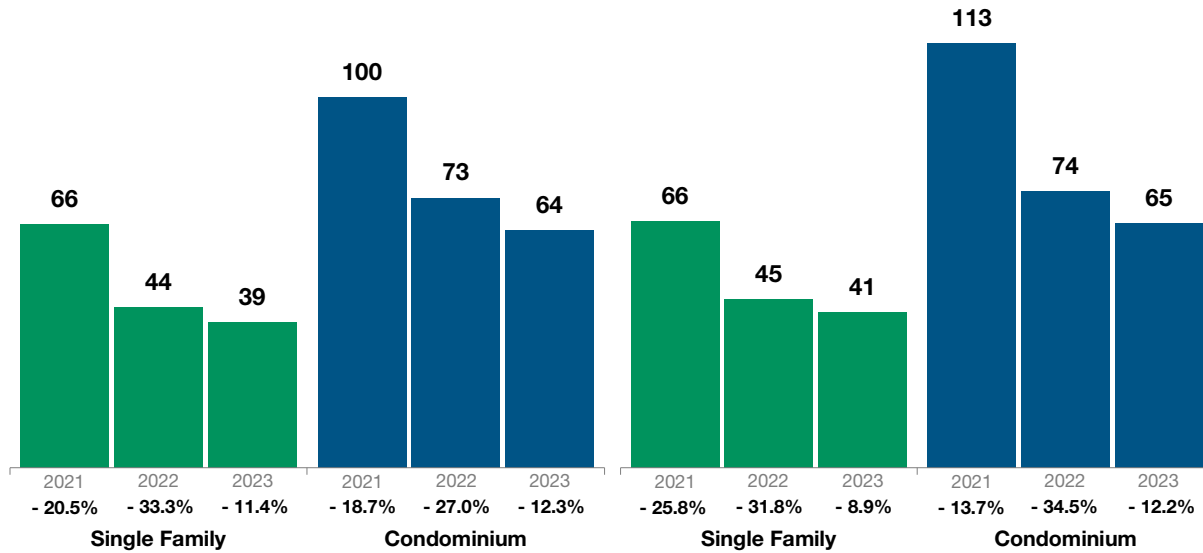
Housing Affordability Index



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.**

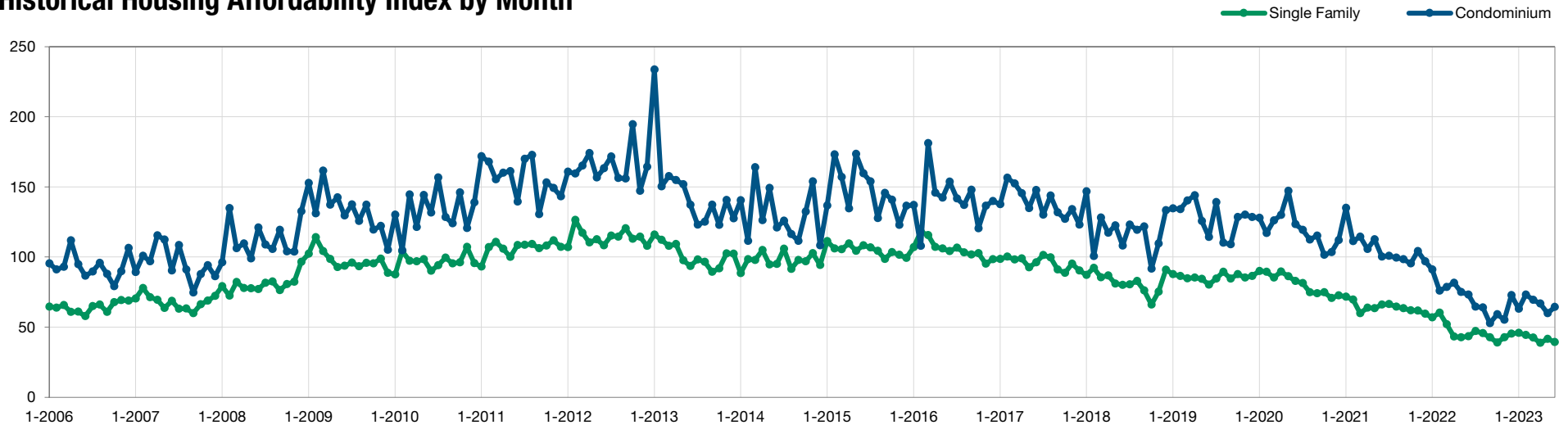
June

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
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%
May 2023	42	- 2.3%	60	- 20.0%
June 2023	39	- 11.4%	64	- 12.3%
Average	43	- 23.9%	64	- 28.5%

Historical Housing Affordability Index by Month

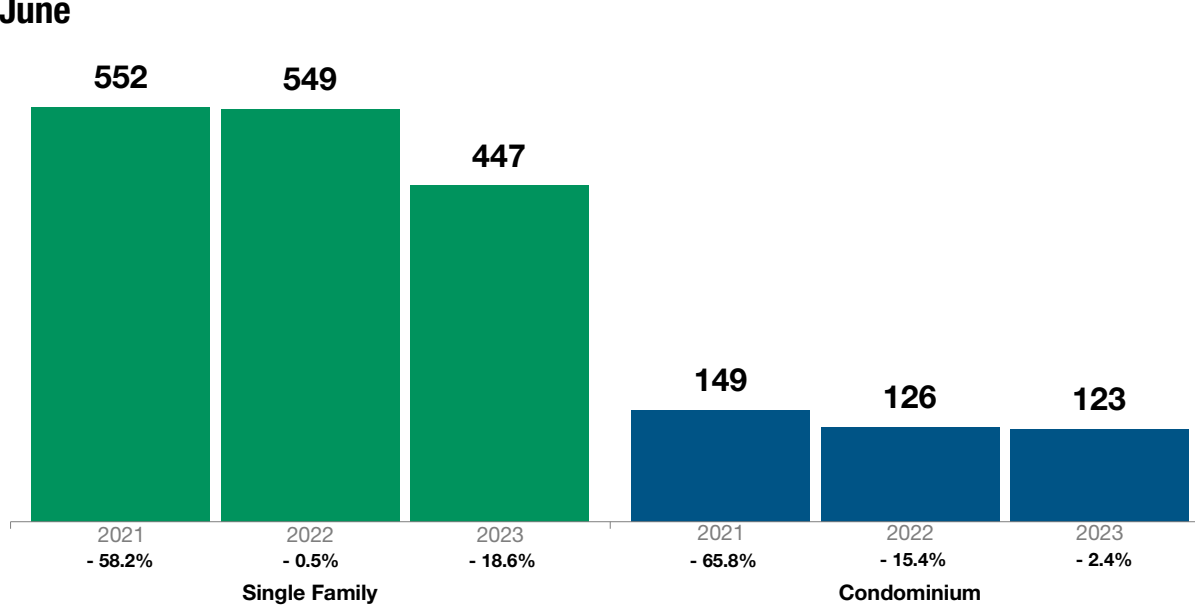


Inventory of Homes for Sale

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

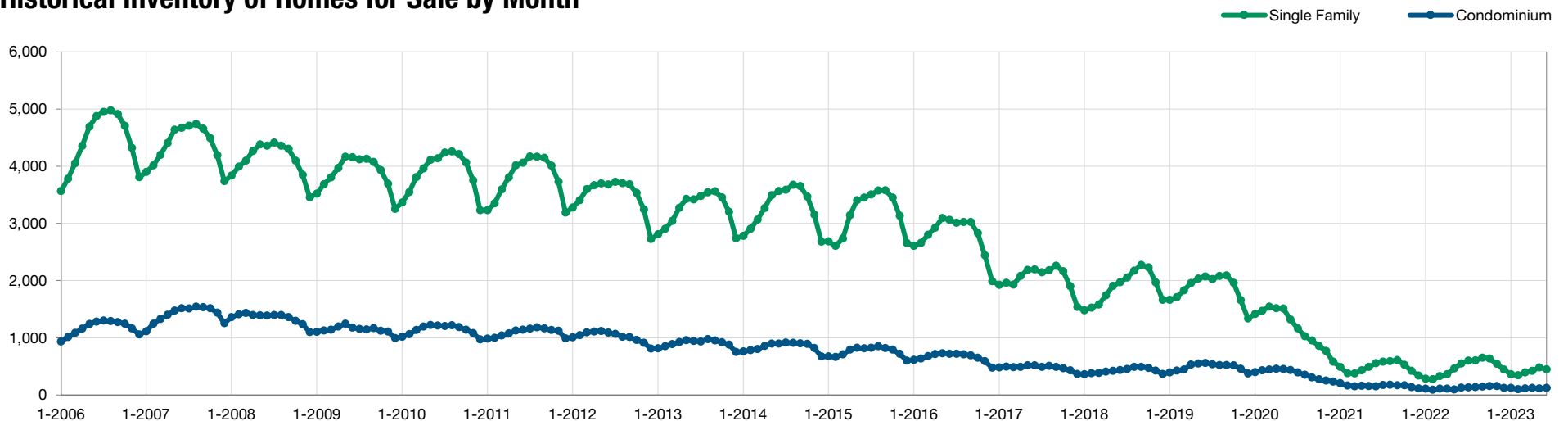


June



	Single-Family	YoY Change	Condominium	YoY Change
July 2022	599	+ 3.5%	130	- 25.7%
August 2022	603	+ 2.0%	137	- 22.2%
September 2022	648	+ 6.6%	147	- 12.5%
October 2022	634	+ 20.8%	153	- 8.4%
November 2022	544	+ 28.6%	155	+ 12.3%
December 2022	445	+ 32.4%	122	+ 8.9%
January 2023	363	+ 28.3%	124	+ 11.7%
February 2023	343	+ 26.1%	102	+ 13.3%
March 2023	395	+ 19.3%	115	+ 5.5%
April 2023	422	+ 16.3%	121	+ 12.0%
May 2023	479	+ 3.7%	113	+ 17.7%
June 2023	447	- 18.6%	123	- 2.4%
Average	494	+ 11.3%	129	- 2.2%

Historical Inventory of Homes for Sale by Month

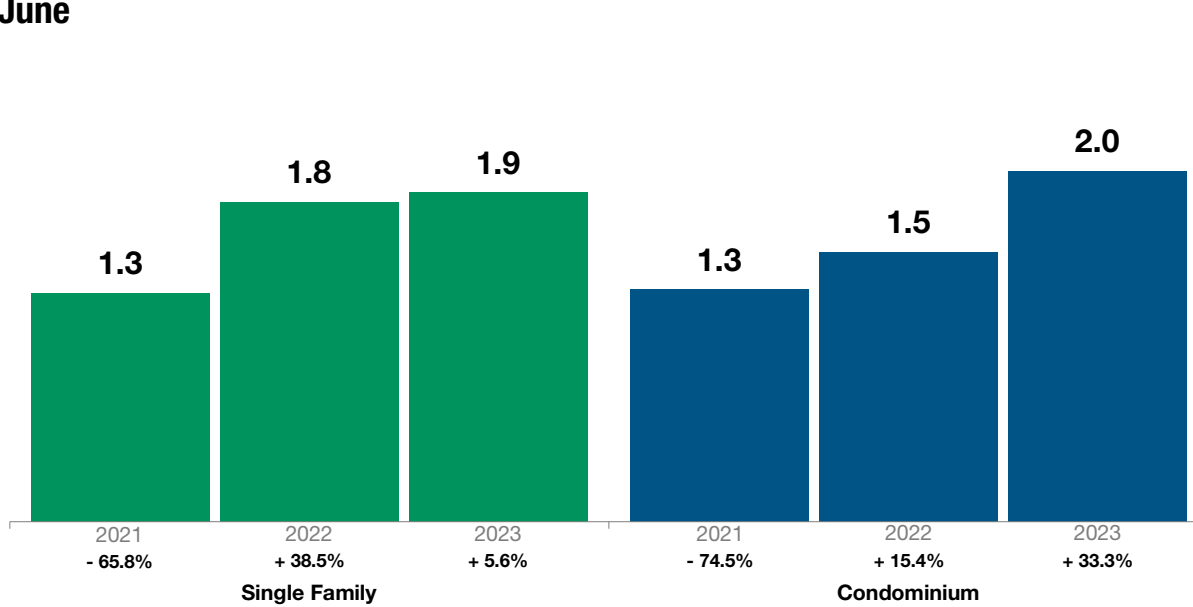


Months Supply of Inventory

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.

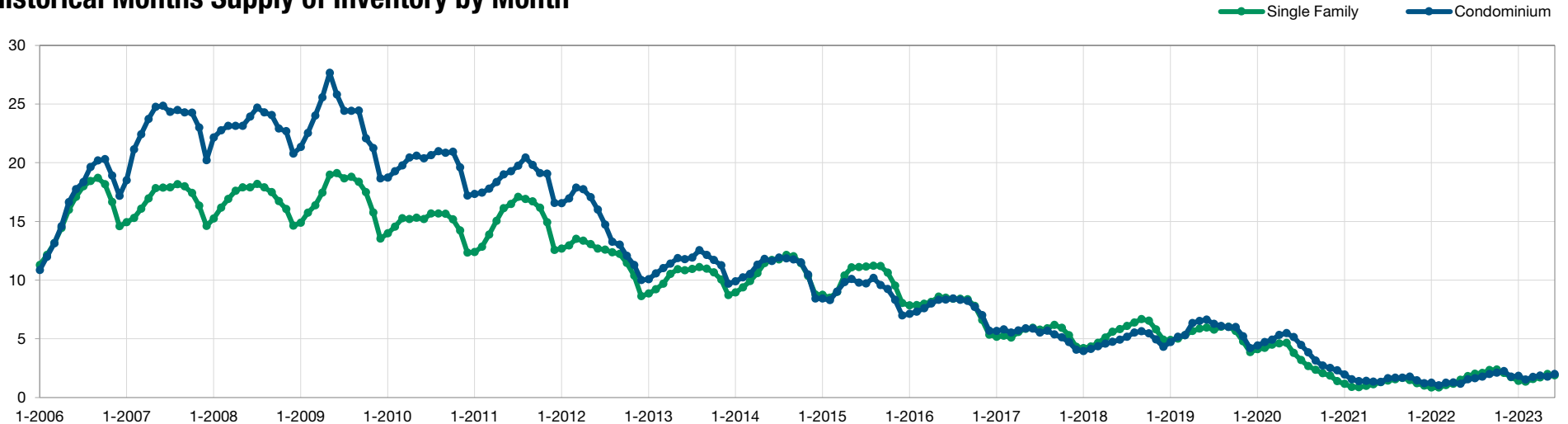


June



	Single-Family	YoY Change	Condominium	YoY Change
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	1.6	+ 60.0%	1.7	+ 41.7%
April 2023	1.7	+ 54.5%	1.9	+ 46.2%
May 2023	2.0	+ 33.3%	1.8	+ 63.6%
June 2023	1.9	+ 5.6%	2.0	+ 33.3%
Average	1.9	+ 45.1%	1.8	+ 32.1%

Historical Months Supply of Inventory by Month



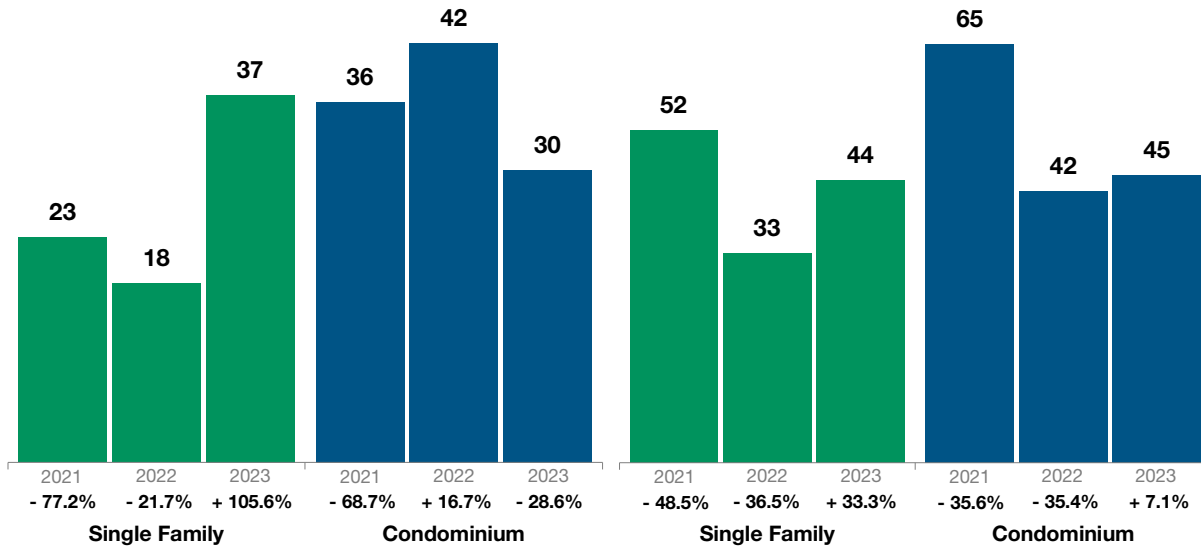
Final Days on Market

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



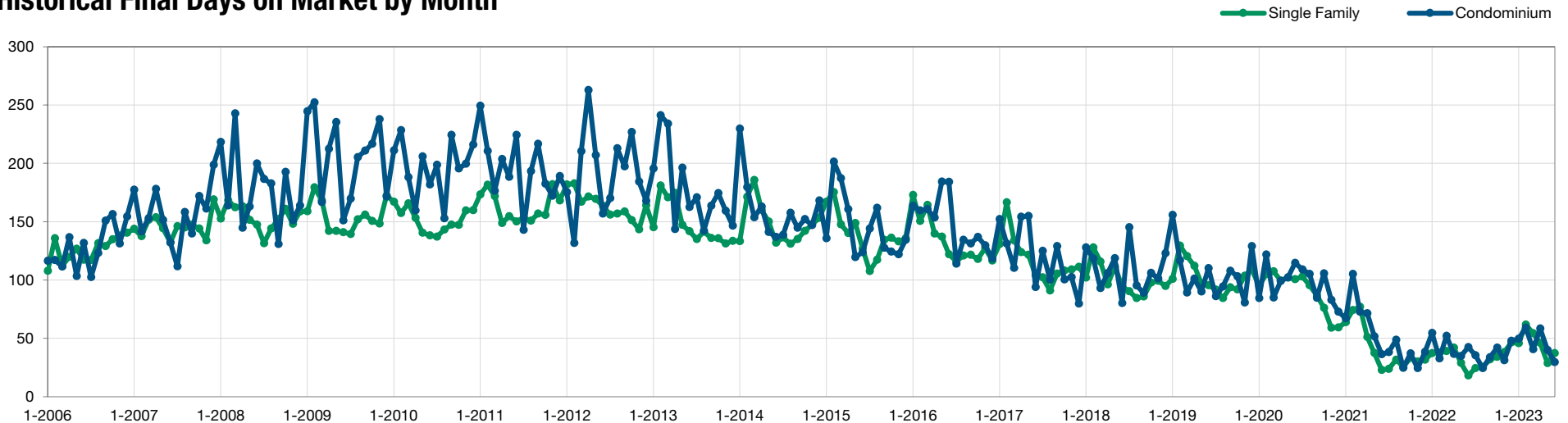
June

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
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%	58	+61.1%
May 2023	29	0.0%	40	+14.3%
June 2023	37	+105.6%	30	-28.6%
Average	38	+22.9%	39	+4.2%

Historical Final Days on Market by Month



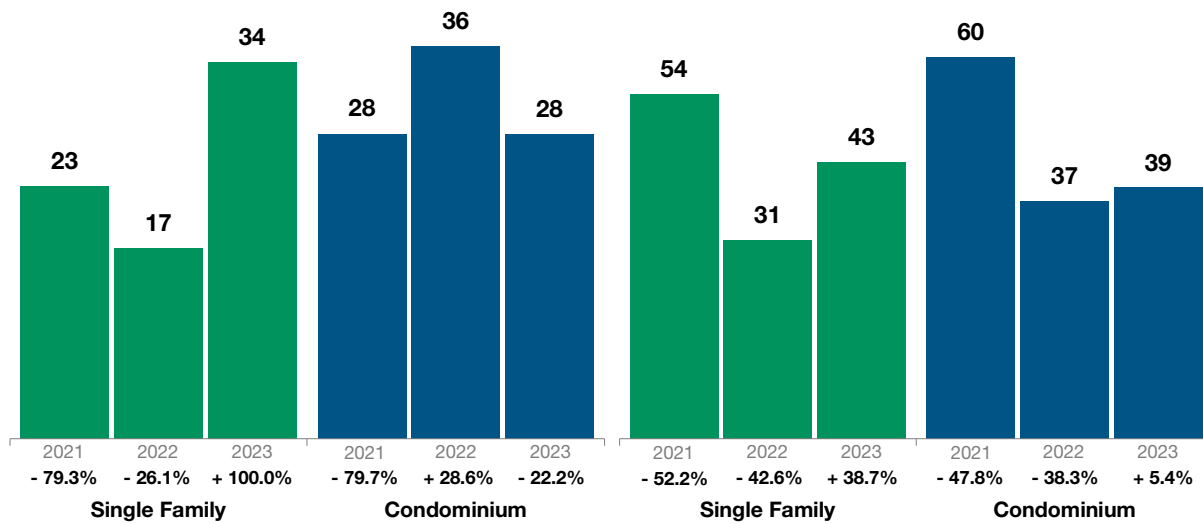
Cumulative Days on Market

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



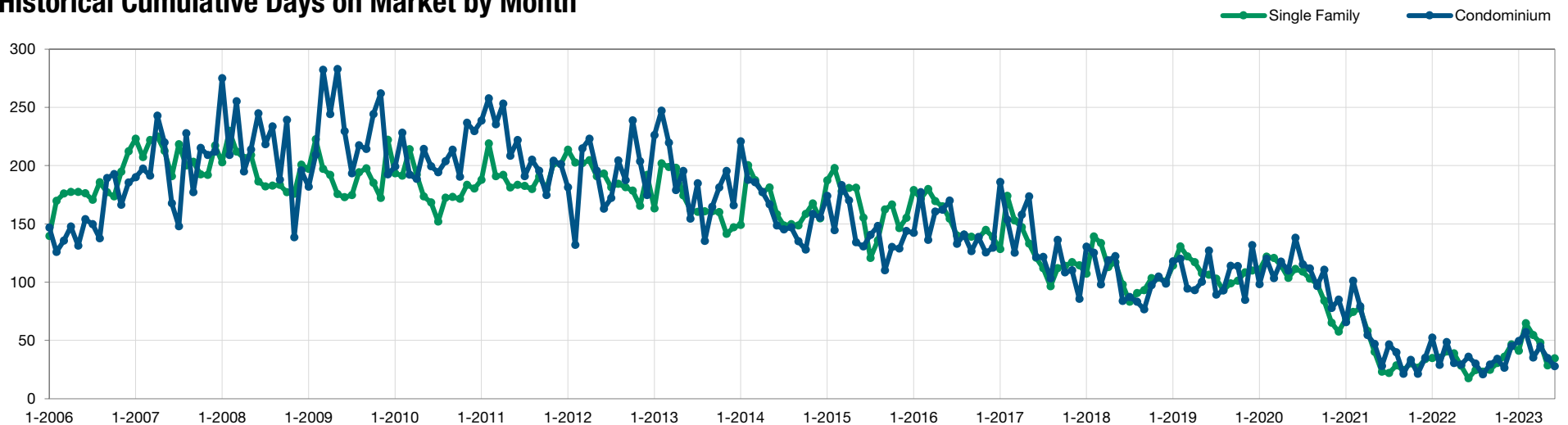
June

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
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	54	+ 35.0%	35	- 27.1%
April 2023	48	+ 23.1%	44	+ 46.7%
May 2023	28	0.0%	35	+ 20.7%
June 2023	34	+ 100.0%	28	- 22.2%
Average	36	+ 23.5%	34	- 0.2%

Historical Cumulative Days on Market by Month



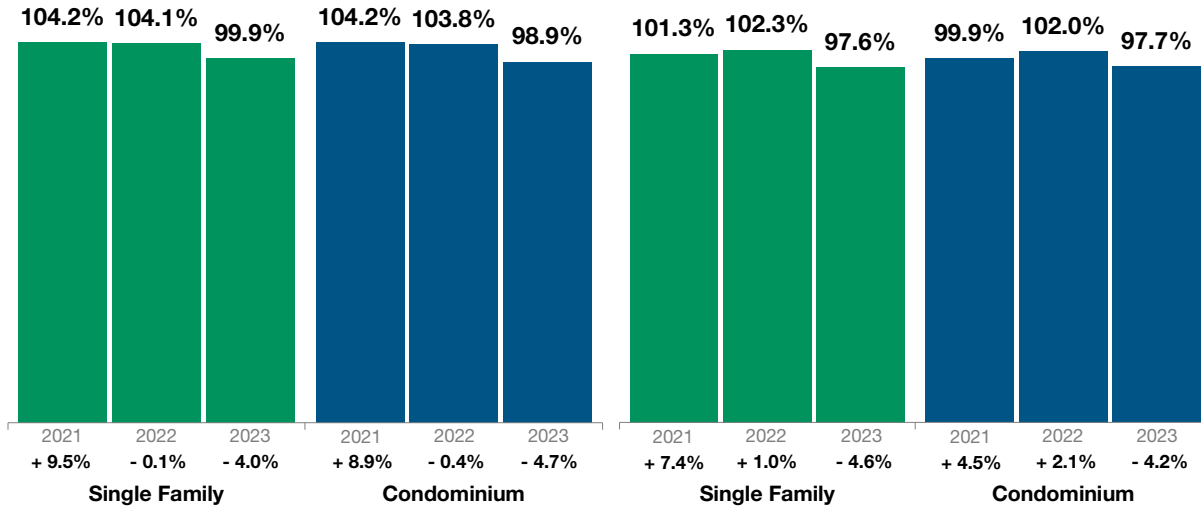
Percent of Original List Price Received



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.

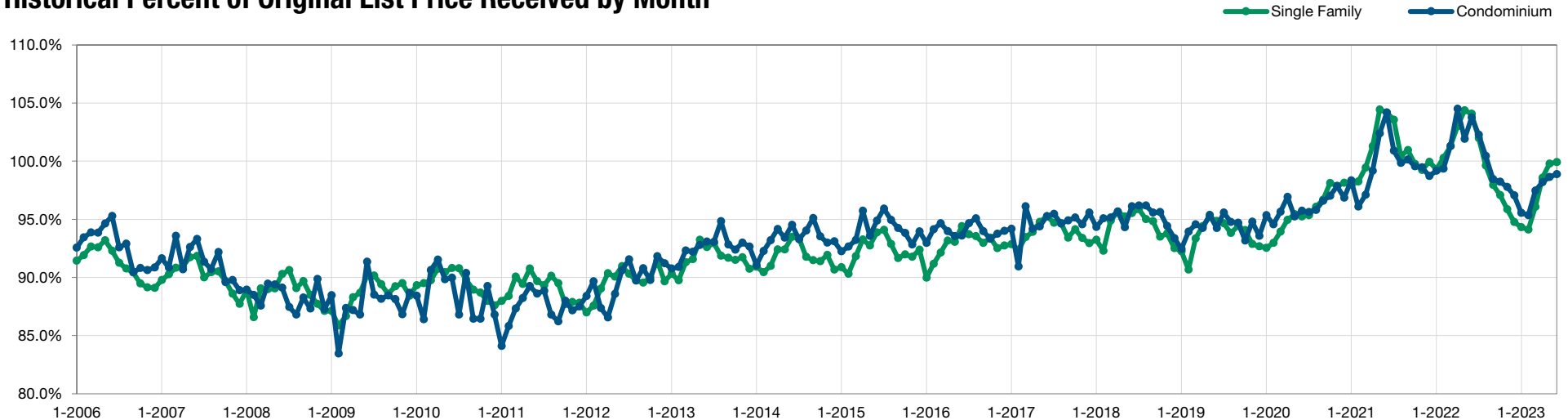
June

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
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%
May 2023	99.8%	- 4.4%	98.6%	- 3.2%
June 2023	99.9%	- 4.0%	98.9%	- 4.7%
Average	97.8%	- 3.5%	98.4%	- 2.3%

Historical Percent of Original List Price Received by Month

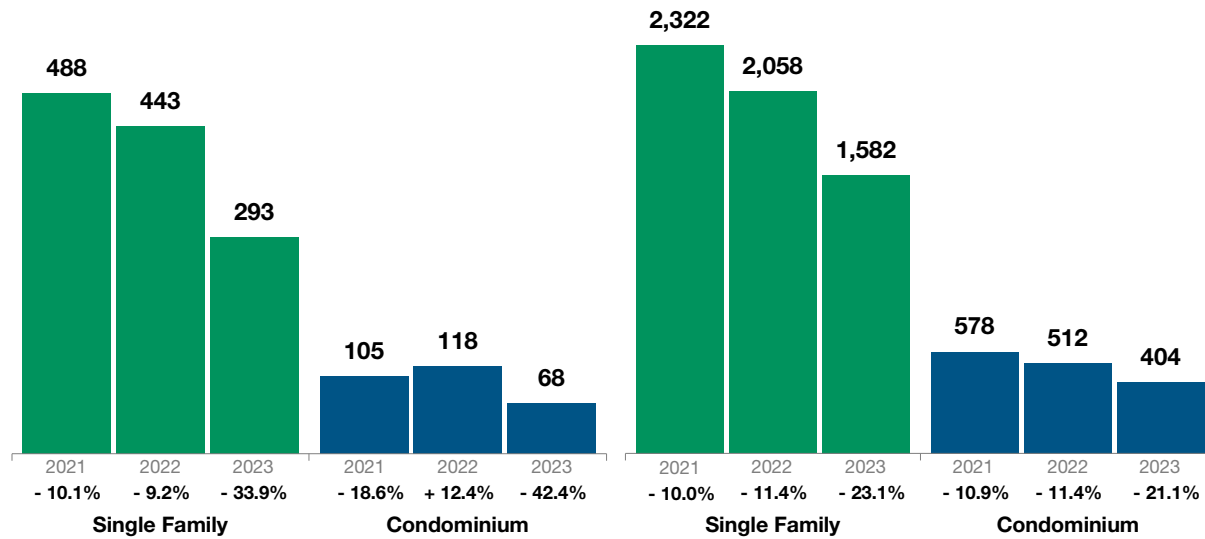


New Listings

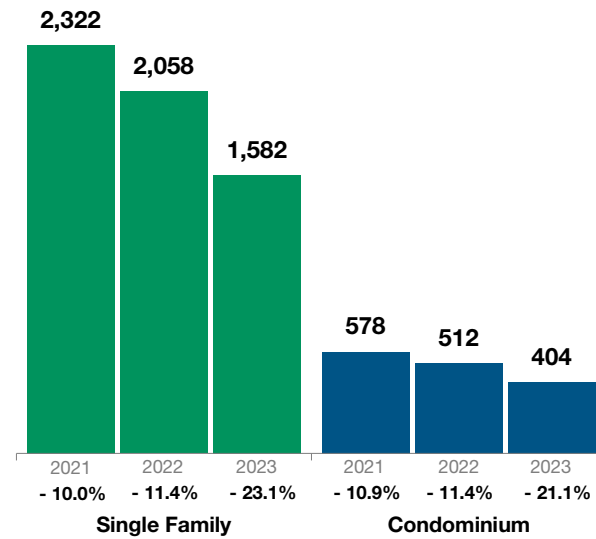
A count of the properties that have been newly listed on the market in a given month.



June

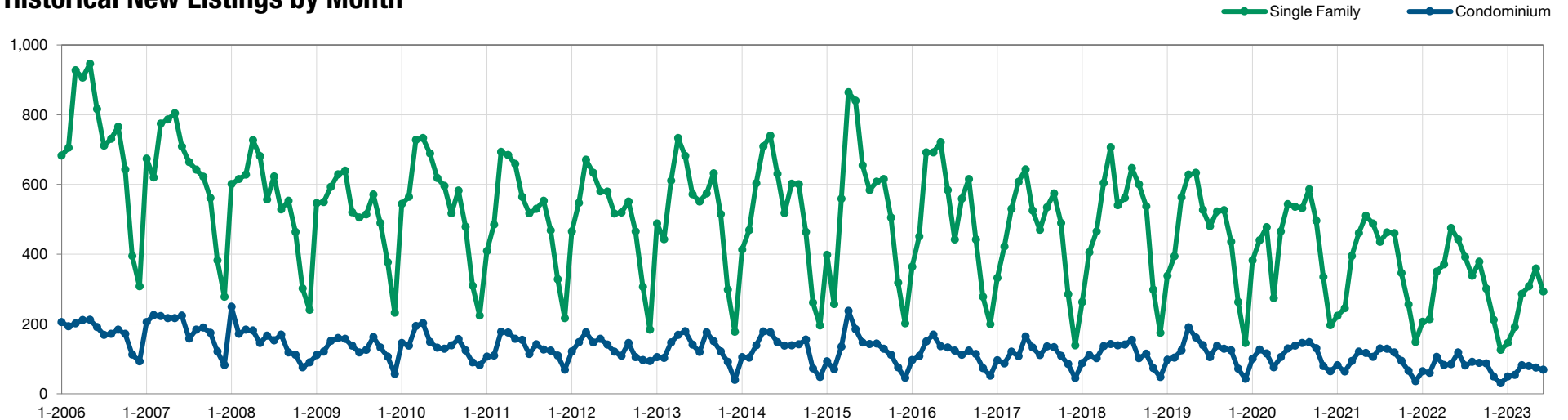


Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
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	286	- 18.3%	81	- 22.9%
April 2023	308	- 17.0%	79	- 3.7%
May 2023	359	- 24.4%	74	- 11.9%
June 2023	293	- 33.9%	68	- 42.4%
Total	3,328	- 20.1%	827	- 23.5%

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.