

Q3 2026 Cape Cod & Islands Residential Quarterly Report



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Q3 2026 Cape Cod Market Overview

Cape Cod & Islands MLS

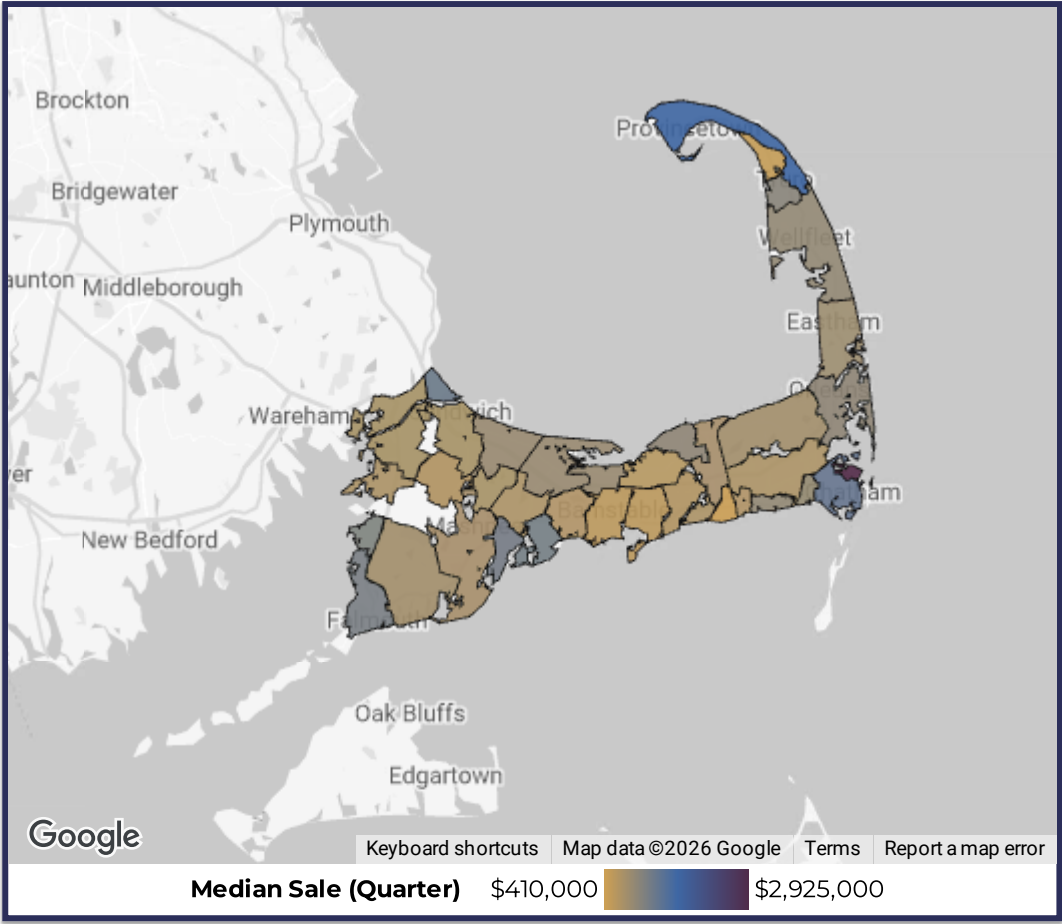


Q3 2026 Sales Summary

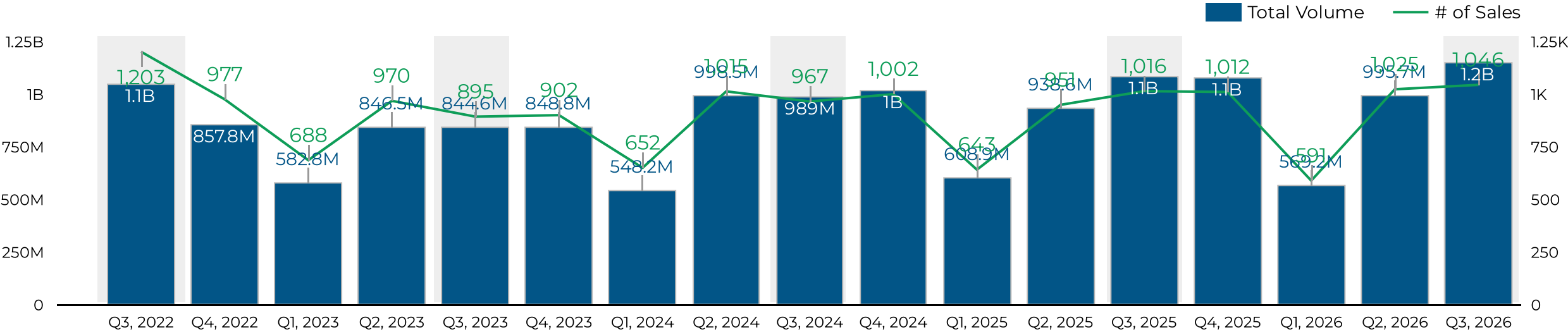
Market Activity

# of Sales	Total Volume	Median Sale Price	Average Sale Price	\$/sqft (med)
1,046	1.16B	\$775,000	\$1,105,524	\$488
📈 3.0% from 2025	📈 6.6% from 2025	📈 5.4% from 2025	📈 3.5% from 2025	📈 3.5% from 2025

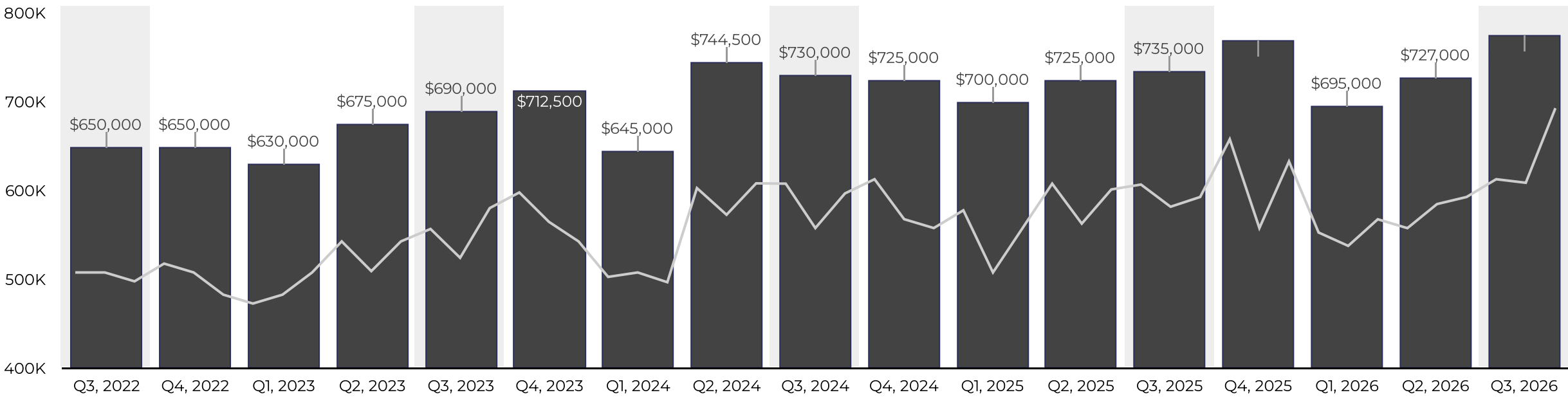
Sqft	# of Sales	% Δ	Median Sale	% Δ	\$/sqft	% Δ
0-999	177	1.1% 📈	\$476,500	-3.3% 📉	\$650	9.1% 📈
1000-1999	470	-5.1% 📉	\$680,000	2.3% 📈	\$480	4.2% 📈
2000-2999	275	21.1% 📈	\$1,000,000	5.3% 📈	\$438	7.8% 📈
3000-3999	75	5.6% 📈	\$1,800,000	4.3% 📈	\$545	8.5% 📈
4000+	48	0.0%	\$2,925,000	-11.4% 📉	\$563	-8.4% 📉
Grand total	1,045	2.9% 📈	\$775,000	5.4% 📈	\$488	3.5% 📈
Single Family	822	5.7% 📈	\$850,000	6.3% 📈	\$503	4.4% 📈
Condominium	213	-7.4% 📉	\$480,000	-6.8% 📉	\$417	-1.6% 📉
Mobile Home	9	12.5% 📈	\$65,000	0.0%	\$149	4.3% 📈
Grand total	1,045	2.9% 📈	\$775,000	5.4% 📈	\$488	3.5% 📈



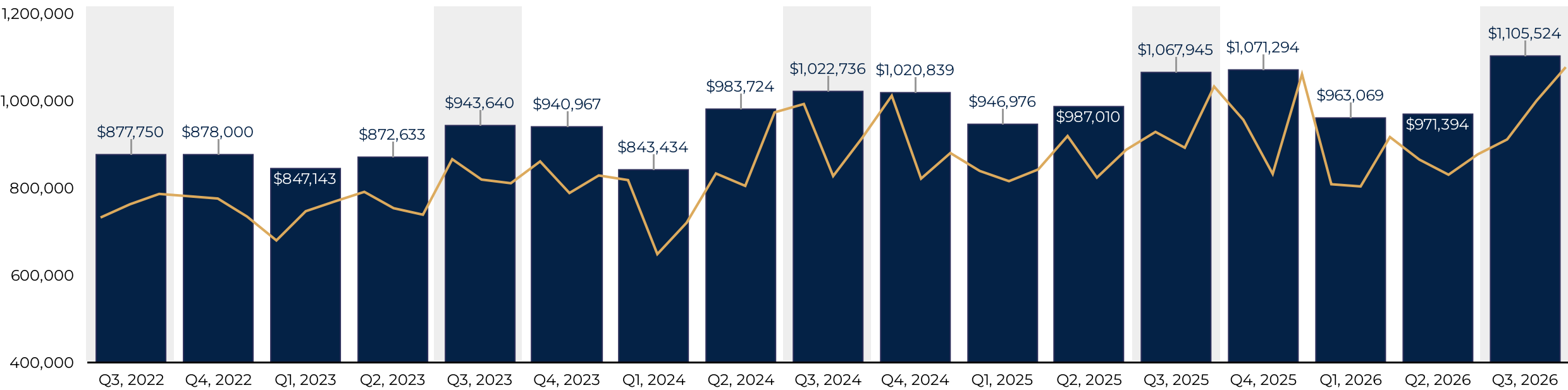
Market Activity



Median Sale Price



Average Sale Price

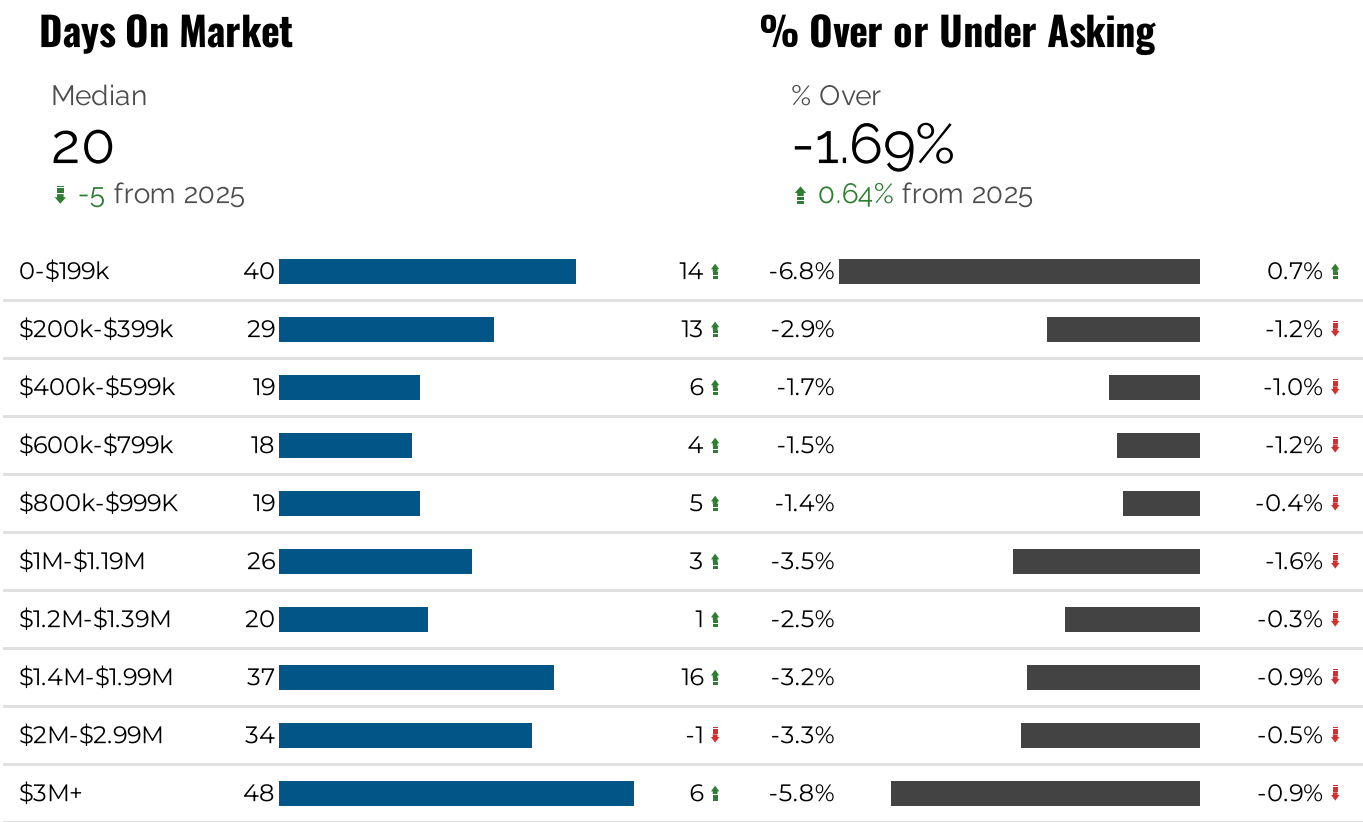


Q3 2026 Cape Cod Market Overview

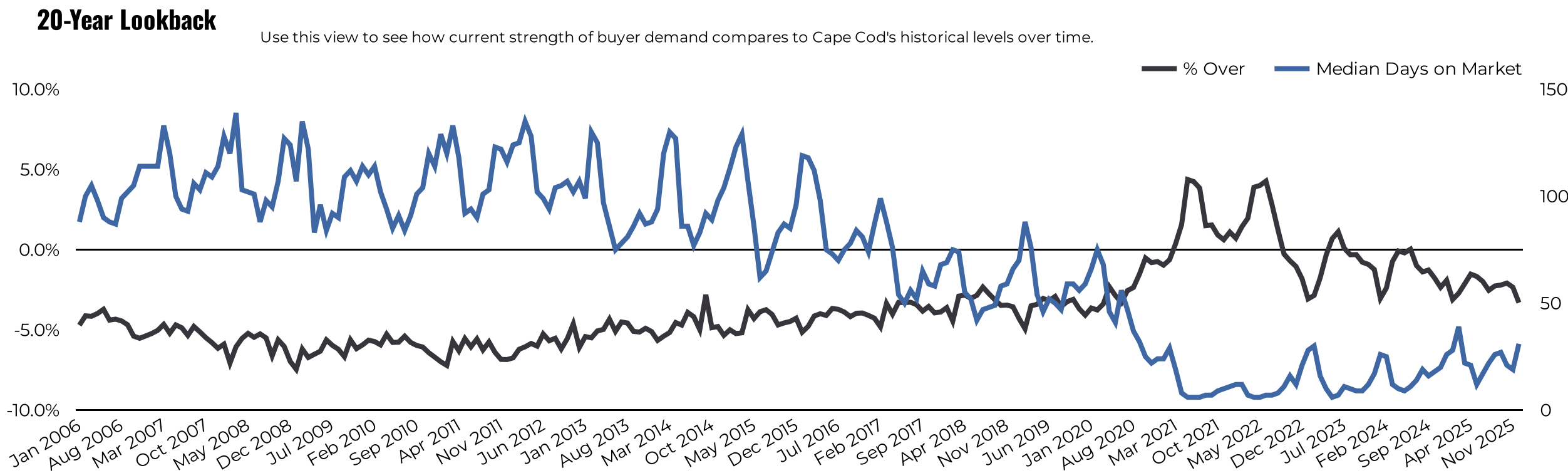
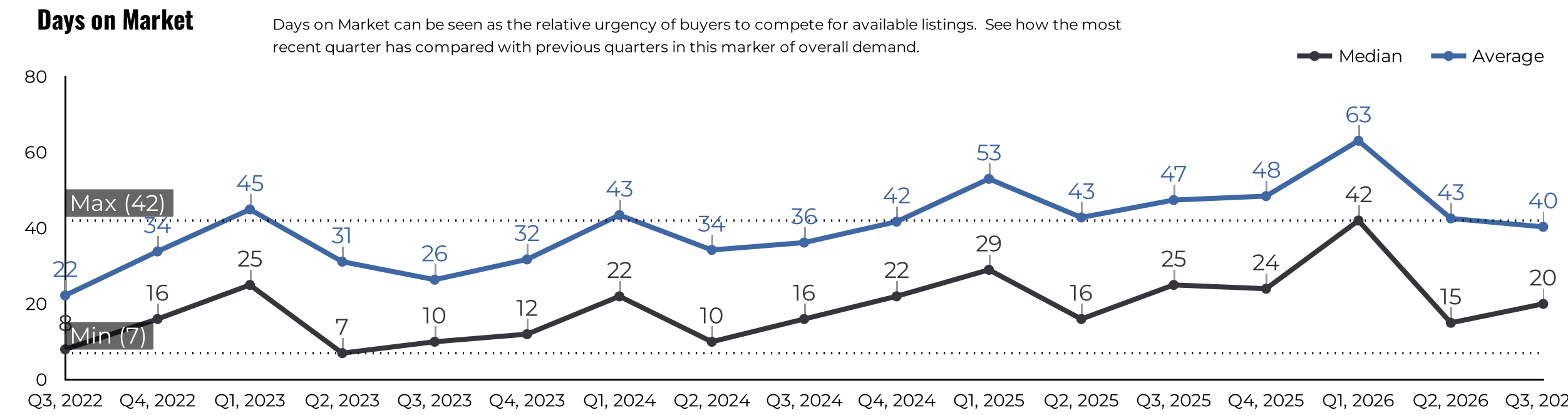
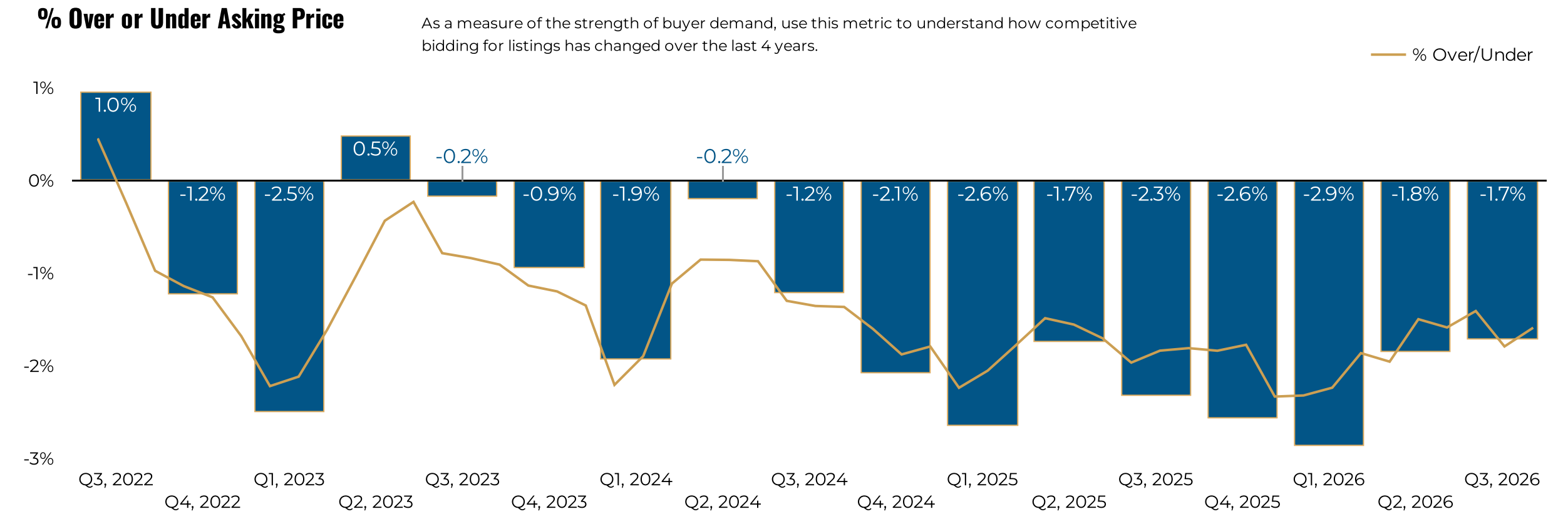
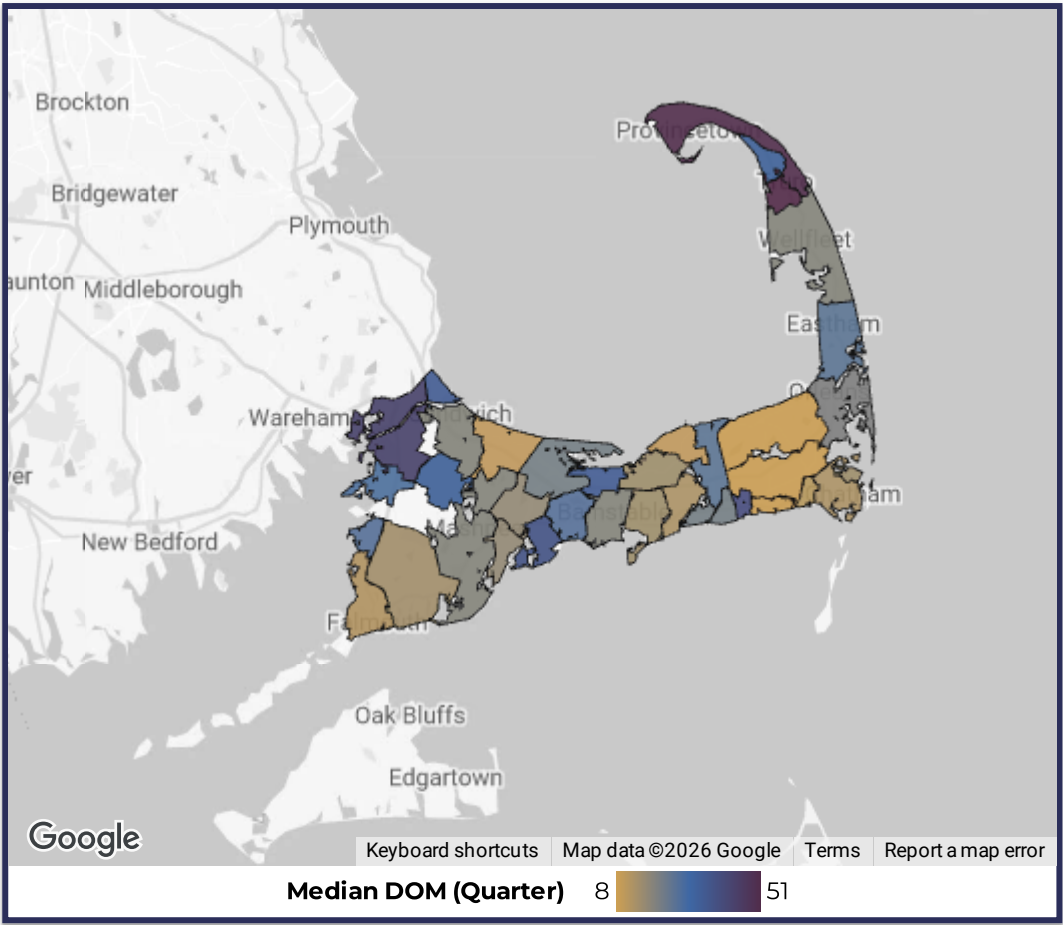
Cape Cod & Islands MLS



Q3 2026 Buyer Demand Summary



**In order eliminate outliers and show a more accurate picture of the market, sales on the market longer than 365 days have been filtered out on all buyer demand metrics on this page.*



Q3 2026 Cape Cod Market Overview

Cape Cod & Islands MLS



Q3 2026 Inventory Summary

New Listing Activity

of New Listings
1,407
5.5% from 2025

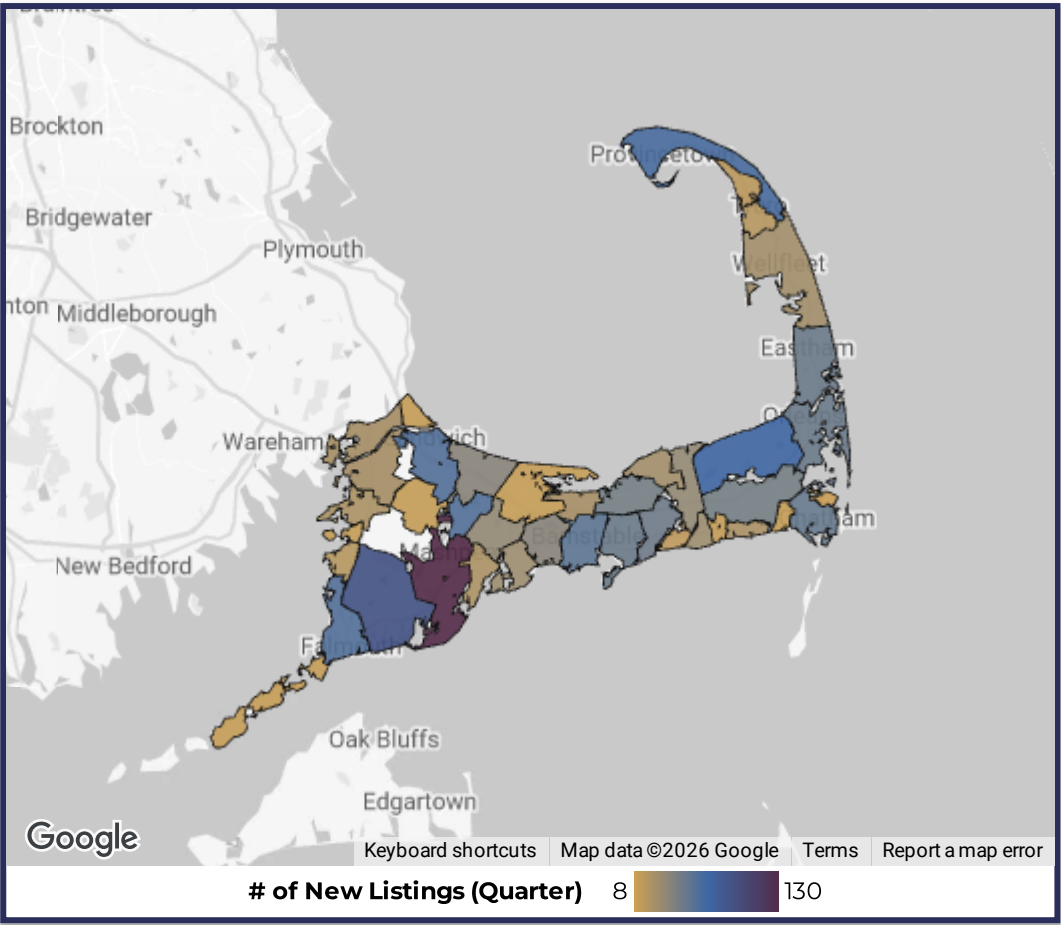
Beds	# of New Listings	% Δ	# of New Contracts	% Δ
1	70	-6.7%	53	-3.6%
2	398	9.6%	294	-6.4%
3	561	3.1%	442	-4.5%
4	276	5.3%	177	-11.9%
5	66	15.8%	48	14.3%

Type	# of New Listings	% Δ	# of New Contracts	% Δ
Condominium	309	5.8%	209	-14.7%
Single Family Residence	1,050	5.7%	794	-3.2%

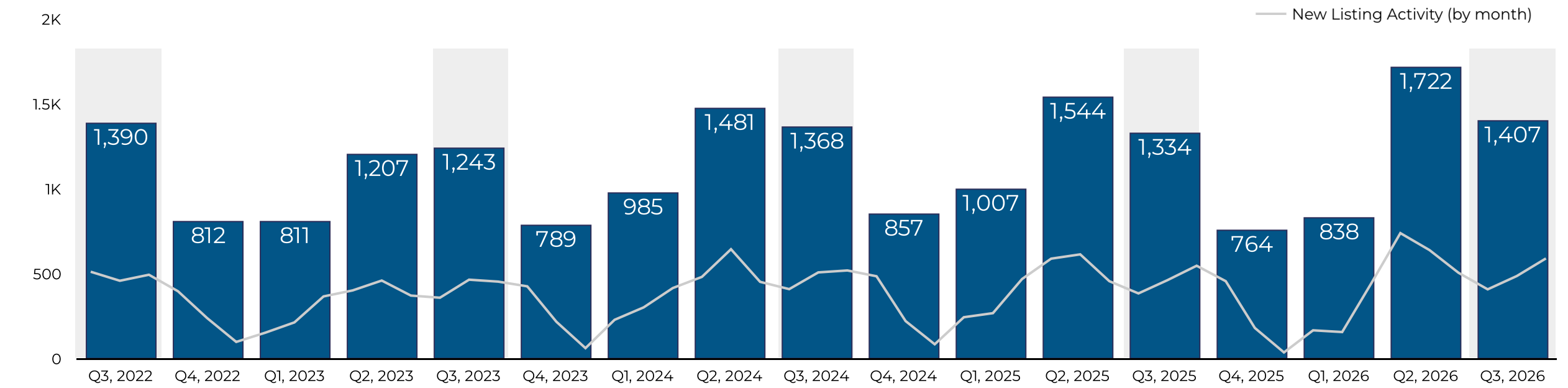
New Contract Activity

of New Contracts
1,035
-5.4% from 2025

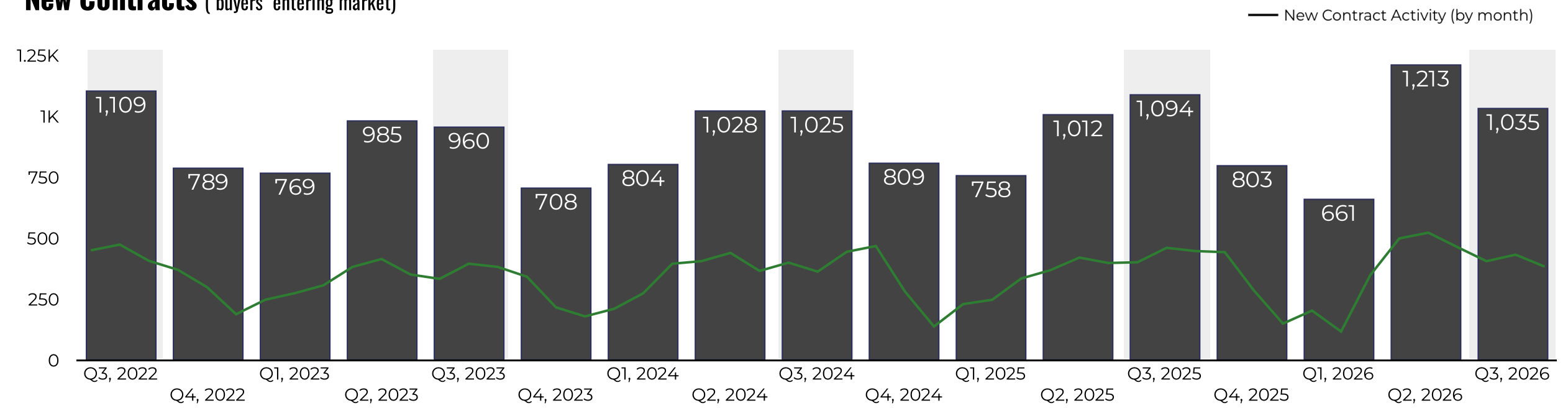
*# of listings that went under agreement by PurchaseContractDate



New Listings ("sellers" entering market)



New Contracts ("buyers" entering market)



Supply and Demand By Price Range

Asking Price	# of New Listings	% Δ	# of New Contracts	% Δ	% Contracts/Listings	Δ
0-\$199k	16	-15.8%	15	15.4%	94%	25%
\$200k-\$399k	89	1.1%	55	-36.8%	62%	-37%
\$400k-\$599k	247	-0.4%	190	-11.2%	77%	-9%
\$600k-\$799k	323	-6.1%	260	-10.7%	80%	-4%
\$800k-\$999K	222	29.8%	162	11.7%	73%	-12%
\$1M-\$1.19M	78	-1.3%	60	-1.6%	77%	-0%
\$1.2M-\$1.39M	92	-2.1%	64	-11.1%	70%	-7%
\$1.4M-\$1.99M	141	3.7%	97	2.1%	69%	-1%
\$2M-\$2.99M	95	37.7%	69	11.3%	73%	-17%
\$3M+	104	20.9%	63	16.7%	61%	-2%
Grand total	1,407	5.5%	1,035	-5.4%	73%	-6%

Q3 2026 Market Segments

Sales By Region

Regions	# of Sales ▾	% Δ	Total \$ Volume	% Δ	Median Sale	% Δ	Average Sale	% Δ	Median DOM	Δ
Mid-Cape	378 	12.5% 	\$363,405,226	19.6% 	\$660,000 	-0.6% 	\$961,389	6.3% 	20	-2 
Upper Cape	345 	-3.6% 	\$365,451,557	4.8% 	\$791,000 	8.4% 	\$1,059,280	8.8% 	19	-5 
Lower Cape	198 	-5.3% 	\$256,809,930	-12.1% 	\$895,000 	11.9% 	\$1,297,020	-7.2% 	12	-12 
Outer Cape	125 	10.6% 	\$170,710,950	21.7% 	\$985,000 	7.1% 	\$1,365,688	10.0% 	35	1 

Sales By Town

Town	# of Sales ▾	% Δ	Total \$ Volume	% Δ	Median Sale	% Δ	Average Sale	% Δ	Median DOM	Δ
Barnstable	163 	13.2% 	\$192,076,550	18.3% 	\$700,000 	-6.7% 	\$1,178,384	4.5% 	24	0
Yarmouth	119 	5.3% 	\$78,945,476	-0.1% 	\$600,000 	1.7% 	\$663,407	-5.1% 	16	-5 
Falmouth	113 	-18.1% 	\$137,380,280	-14.8% 	\$990,000 	10.0% 	\$1,215,755	4.0% 	16	-8 
Dennis	96 	21.5% 	\$92,383,200	47.6% 	\$680,000 	5.3% 	\$962,325	21.5% 	21	-4 
Sandwich	88 	25.7% 	\$77,779,598	22.6% 	\$775,000 	10.6% 	\$883,859	-2.5% 	17	3 
Mashpee	84 	-15.2% 	\$89,151,319	5.8% 	\$750,419 	10.4% 	\$1,061,325	24.7% 	19	-12 
Bourne	60 	17.6% 	\$61,140,360	54.3% 	\$730,000 	27.0% 	\$1,019,006	31.1% 	27	-10 
Harwich	58 	-4.9% 	\$69,099,430	11.6% 	\$705,000 	-2.8% 	\$1,191,369	17.4% 	10	-8 
Chatham	56 	14.3% 	\$103,399,000	-11.6% 	\$1,400,000 	3.4% 	\$1,846,411	-22.6% 	15	0
Brewster	51 	-32.0% 	\$45,539,700	-28.0% 	\$775,000 	17.4% 	\$892,935	5.8% 	8	-20 
Provincetown	35 	-25.5% 	\$65,294,600	-10.1% 	\$1,725,000 	49.4% 	\$1,865,560	20.7% 	50	14 
Orleans	33 	37.5% 	\$38,771,800	-22.5% 	\$975,000 	10.6% 	\$1,174,903	-43.6% 	20	-27 
Wellfleet	32 	77.8% 	\$41,383,450	93.4% 	\$900,000 	5.3% 	\$1,293,233	8.8% 	19	-19 
Eastham	29 	-9.4% 	\$30,028,900	6.3% 	\$830,000 	13.7% 	\$1,035,479	17.3% 	25	-2 
Truro	29 	81.3% 	\$34,004,000	88.7% 	\$925,000 	15.5% 	\$1,172,552	4.1% 	51	15 
Grand total	1,046	3.0% 	\$1,156,377,663	6.6% 	\$775,000	5.4% 	\$1,105,524	3.5% 	19	-6 

Sales By Type

Type	# of Sales ▲	% Δ	Volume	% Δ	Median Sale	% Δ	Average Sale	% Δ	Median DOM	Δ
Condominium	213 	-7.4% 	150.1M	6.4% 	\$480,000 	-6.8% 	\$704,520	14.9% 	22	-18 
Single Family Residence	823 	5.8% 	1B	6.3% 	\$850,000 	6.3% 	\$1,218,716	0.5% 	18	-3 

Sales By Size

Size ▲	# of Sales	% Δ	Volume	% Δ	Median Sale	% Δ	Average Sale	% Δ	Median DOM	Δ
0-999	169 	1.2% 	94.7M	1.5% 	\$485,000 	-3.0% 	\$560,307	0.3% 	19	-16 
1000-1999	469 	-5.3% 	378.4M	-0.7% 	\$681,000 	2.4% 	\$806,887	4.8% 	18	-3 
2000-2999	275 	21.1% 	359.9M	36.7% 	\$999,950 	5.3% 	\$1,308,804	12.8% 	18	-6 
3000-3999	75 	5.6% 	153.5M	2.8% 	\$1,800,000 	4.3% 	\$2,047,175	-2.7% 	24	-10 
4000+	48 	0.0%	166.5M	-15.5% 	\$2,925,000 	-11.4% 	\$3,468,427	-15.5% 	65	21 

Sales By Bedcount

Beds	# of Sales	% Δ	Total \$ Volume	% Δ	Median Sale	% Δ	Average Sale	% Δ	Median DOM	Δ
1	50	-10.7%	\$26,158,600	-24.6%	\$352,000	-15.2%	\$523,172	-15.5%	22	-18
2	280	-5.4%	\$173,480,200	-7.1%	\$560,000	1.8%	\$619,572	-1.8%	20	-8
3	469	9.3%	\$491,211,184	19.8%	\$811,000	4.6%	\$1,047,359	9.5%	17	-1
4	175	-1.7%	\$280,414,179	8.0%	\$1,200,000	3.0%	\$1,602,367	9.8%	20	-8
5	49	25.6%	\$108,980,500	-3.9%	\$1,753,000	-25.1%	\$2,224,092	-23.5%	35	-19

Supply and Demand By Region

Region	# of New Listings ▾	% Δ	# of New Contracts	% Δ	% Contracts/Listings	Δ
Upper Cape	496	10.7%	337	-4.8%	68%	-11%
Mid-Cape	468	6.8%	354	-2.5%	76%	-7%
Lower Cape	271	3.8%	202	-13.7%	75%	-15%
Outer Cape	172	-8.0%	142	-0.7%	83%	6%
Grand total	1,407	5.5%	1,035	-5.4%	75%	-7%

Supply and Demand By Town

Town	# of New Listings ▾	% Δ	# of New Contracts	% Δ	% Contracts/Listings	Δ
Barnstable	215	13.8%	149	1.4%	69%	-8%
Falmouth	179	3.5%	99	-28.3%	55%	-24%
Yarmouth	142	3.6%	112	-5.9%	79%	-8%
Mashpee	130	-1.5%	86	-18.1%	66%	-13%
Dennis	110	-1.8%	93	-4.1%	85%	-2%
Sandwich	108	20.0%	91	46.8%	84%	15%
Harwich	79	3.9%	56	-16.4%	71%	-17%
Bourne	75	41.5%	61	24.5%	81%	-11%
Chatham	71	-9.0%	61	5.2%	86%	12%
Brewster	70	11.1%	51	-28.2%	73%	-40%
Provincetown	65	-12.2%	51	-3.8%	78%	7%
Orleans	50	13.6%	34	-10.5%	68%	-18%
Eastham	49	2.1%	34	-8.1%	69%	-8%
Truro	33	0.0%	30	25.0%	91%	18%
Wellfleet	25	-21.9%	26	-10.3%	104%	13%