



BERKSHIRE
HATHAWAY
HomeServices

Robert Paul Properties

2022

MID-YEAR
REPORT

EXECUTIVE SUMMARY



Low inventory, intense buyer competition and soaring price increases have set the tone of the market since 2020. Add in the rapidly rising interest rates and you have yet another hurdle buyers are up against when searching for a home.

With the market delicately poised as various global and domestic factors influence conditions, we are beginning to see buyers take a pause to evaluate their financial position. This softening of the market is allowing inventory to build, bringing a much-needed reprieve to buyers with more listings to choose from as we move into the fall.

A key indicator of market trends to watch is the absorption rate, the rate at which available homes are sold during a specific period. When the rate increases, it indicates that homes are staying on the market longer and one of the first metrics used to see what direction the market is moving.

For Barnstable County, the absorption rate has been steadily increasing each month since the first quarter of 2022. For June, the rate was 1.56 months, compared to its lowest point of .91 months in March. For Suffolk County, the absorption rate for single family homes has increased from .83 months in the first quarter of 2022 to 1.65 in the second quarter. The rate for condos in the Boston market has also increased from 1.53 months to 2.25 months for the same period. The rate for single family homes in Bristol County has increased 39% year-over-year from .93 months supply to 1.29 months. Finally, the South Shore has risen 73% from .78 months to 1.35 YOY. As you can see, this trend is across the board for all regions of Southeastern Massachusetts.

The market fluctuates on one simple factor: supply and demand. Even with the slight softening of demand, there is no indication that prices will have a major decline anytime soon. In fact, prices have continued to rise, albeit at a slower pace. For Barnstable County, the year-over-year increase for median sold price is up 14%. The Boston median sold price is also up by 7% compared to this time last year. It is anticipated that we will continue to see prices increase through the end of the year.

There are many questions stirring around if we are in a “bubble”. Looking at the current market conditions there is nothing indicating that this is the case - inventory is at an all-time low, builders can’t build quick enough to satisfy demand, demographic trends are creating new buyers, lending standards remain strict, foreclosure activity is muted, and on average, home values are well over current mortgage amounts. So, at this point it is safe to say we are not in a “bubble”, we just have an unhealthy home price growth.

So, as the saying goes, it’s time to make hay while the sun shines. Now is the time for buyers and sellers to capitalize on their interest in the market. Buying now will allow you to take advantage of today’s rates as the Fed is expected to have another 75 basis point increase the end of the month. And for sellers, listing your home now is a certain way to benefit from the double-digit price increases we have been experiencing.

Emily Clark
President,
Berkshire Hathaway HomeServices
Robert Paul Properties



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835 SEA VIEW AVENUE, OSTERVILLE
LEARN MORE.

CAPE COD - BARNSTABLE COUNTY

Single Family Homes, Condominiums



ACTIVE LISTINGS

-20% **2021** 3,697
2022 2,970



NEW LISTINGS

-12% **2021** 2,905
2022 2,545



PENDING LISTINGS

-20% **2021** 2,695
2022 2,143



SOLD LISTINGS

-21% **2021** 2,452
2022 1,940



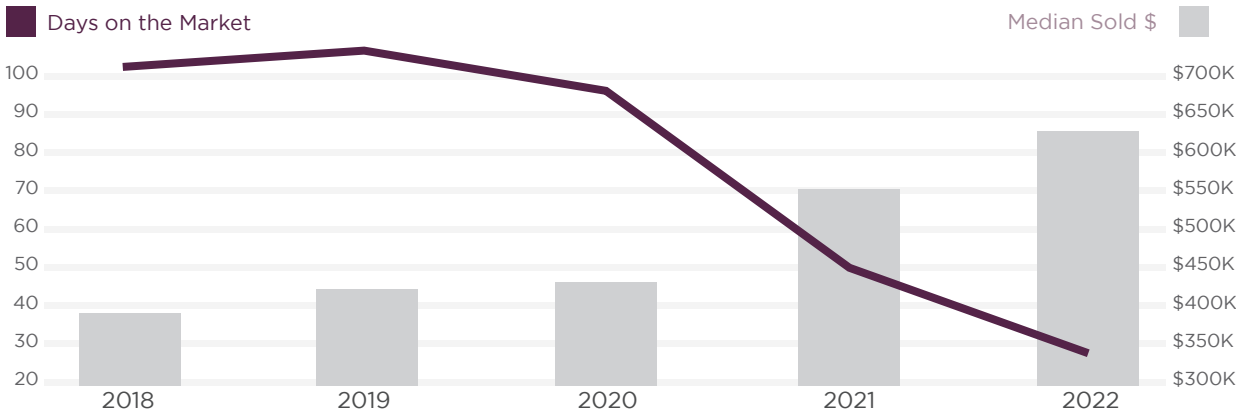
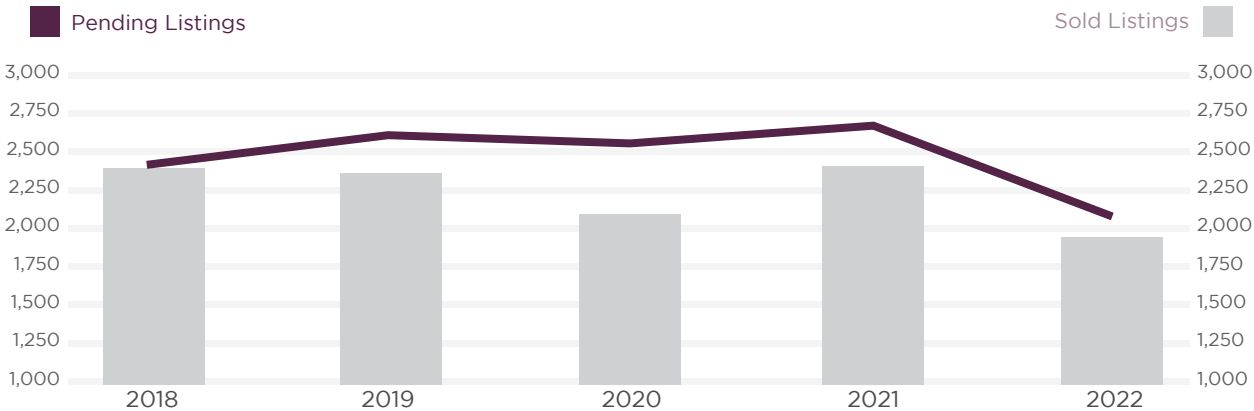
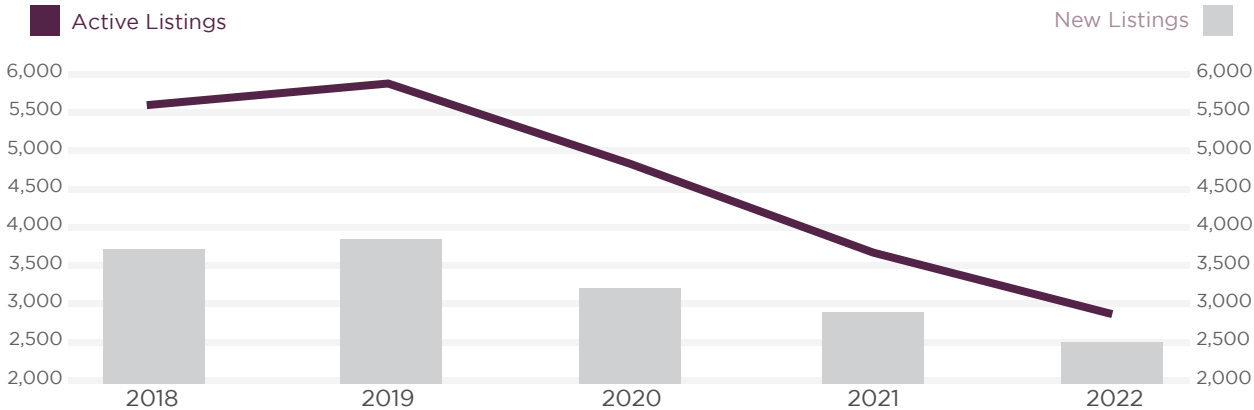
DAYS ON THE MARKET

-42% **2021** 50
2022 29



MEDIAN SOLD \$

+14% **2021** \$550.5K
2022 \$625K



Based on information provided to and compiled by CCIMLS covering the period 1/1/22-6/30/22



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190 ASSOCIATES ROAD, WEST FALMOUTH
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UPPER CAPE

Single Family Homes, Condominiums, Sandwich | Bourne | Mashpee | Falmouth



ACTIVE LISTINGS

-8% **2021** 1,143
2022 1,048



NEW LISTINGS

-2% **2021** 933
2022 918



PENDING LISTINGS

-11% **2021** 840
2022 750



SOLD LISTINGS

-16% **2021** 771
2022 651



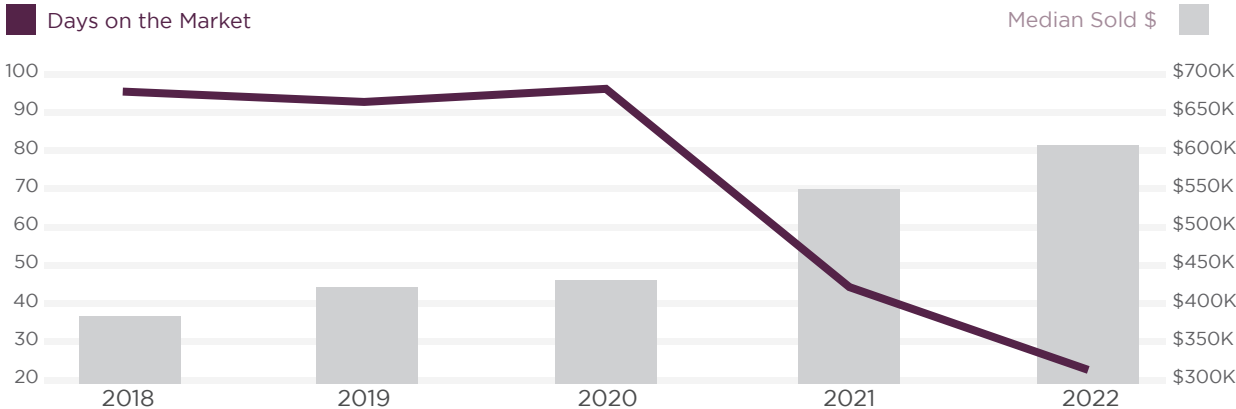
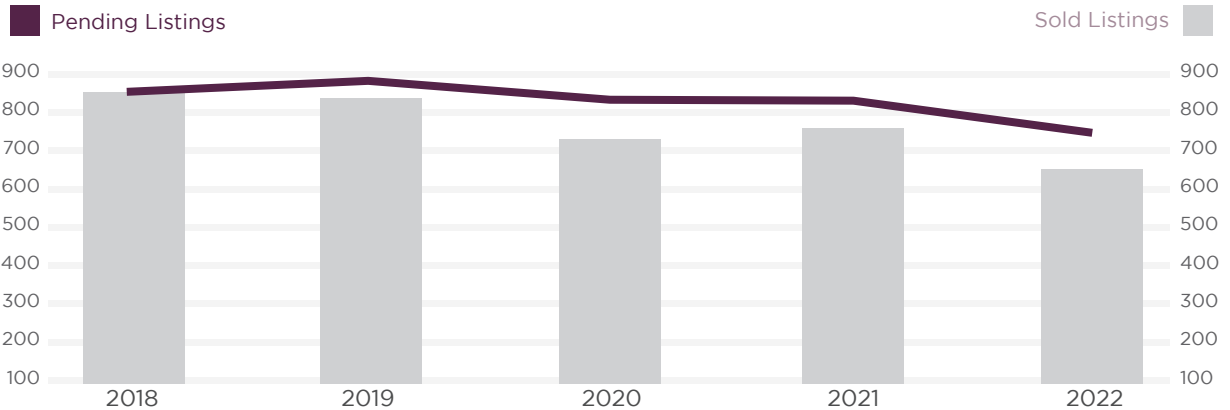
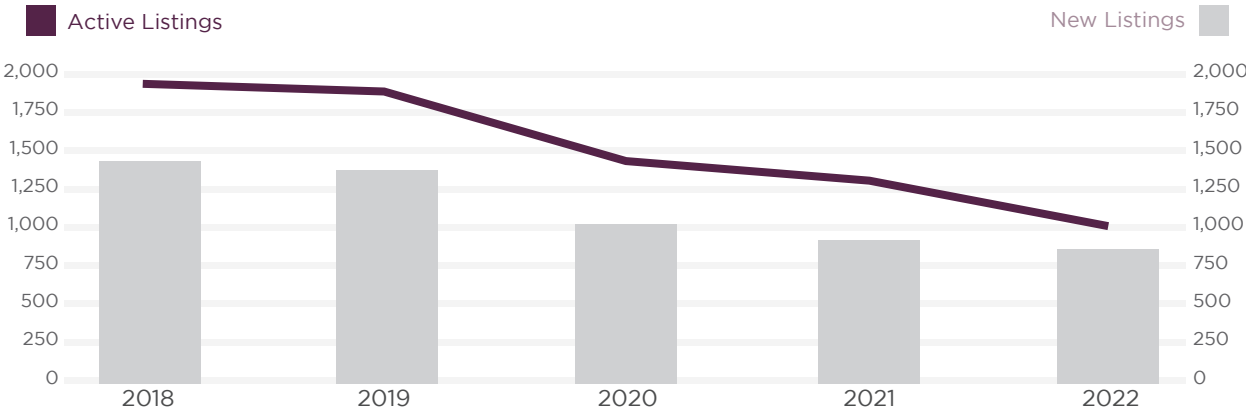
DAYS ON THE MARKET

-48% **2021** 44
2022 23



MEDIAN SOLD \$

+10% **2021** \$550K
2022 \$606K



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MID CAPE

Single Family Homes, Condominiums, Barnstable | Dennis | Yarmouth



ACTIVE LISTINGS

–21% **2021** 1,449
2022 1,148



NEW LISTINGS

–15% **2021** 1,180
2022 998



PENDING LISTINGS

–19% **2021** 1,057
2022 859



SOLD LISTINGS

–13% **2021** 935
2022 810



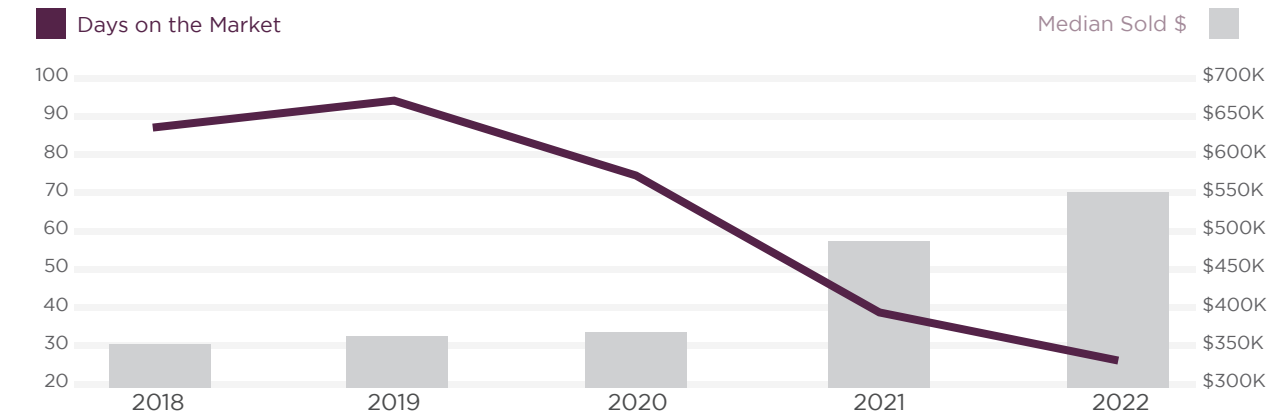
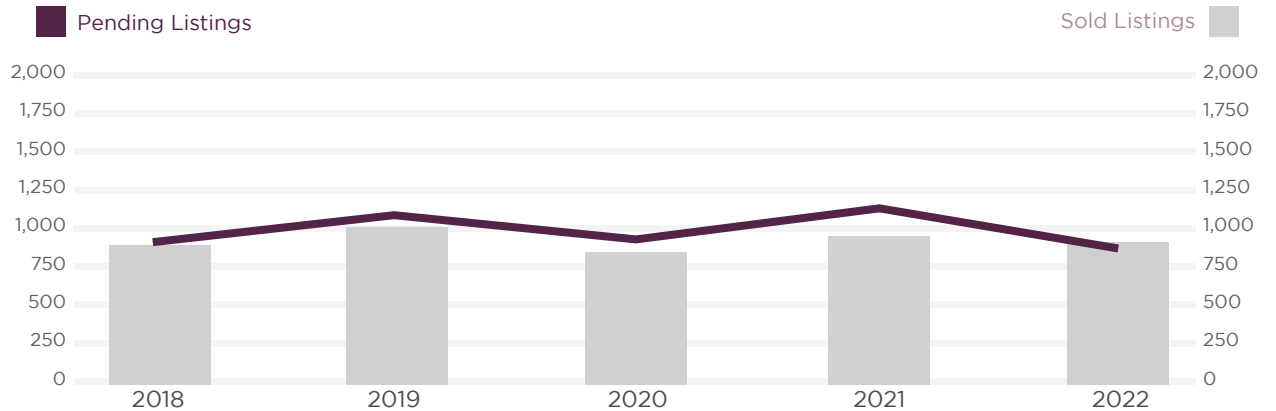
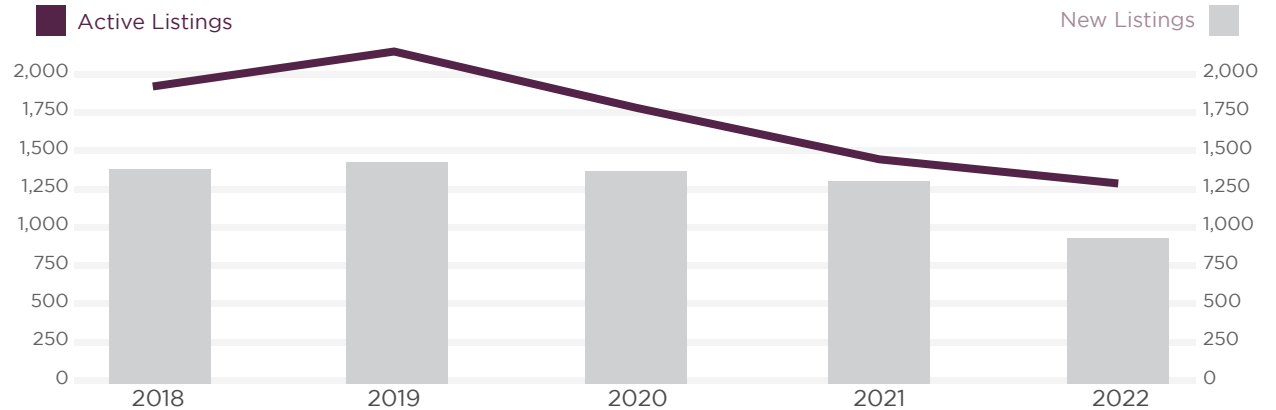
DAYS ON THE MARKET

–26% **2021** 39
2022 29



MEDIAN SOLD \$

+15% **2021** \$480K
2022 \$550.05K



Based on information provided to and compiled by CCIMLS covering the period 1/1/22-6/30/22



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160 PEPPERCORN LANE, COTUIT
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LOWER CAPE

Single Family Homes, Condominiums, Chatham | Orleans | Brewster | Harwich



ACTIVE LISTINGS

−28% **2021** 681
2022 492



NEW LISTINGS

−21% **2021** 517
2022 407



PENDING LISTINGS

−31% **2021** 508
2022 351



SOLD LISTINGS

−27% **2021** 450
2022 327



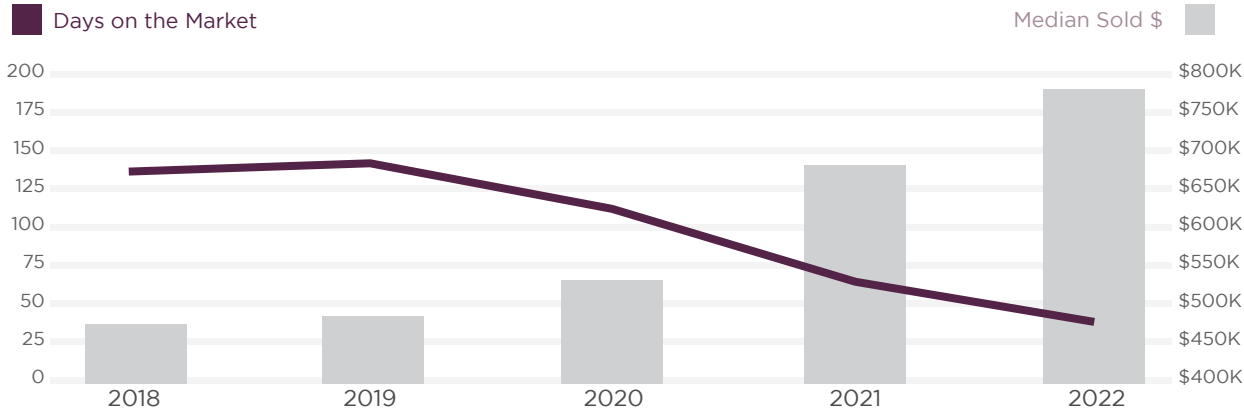
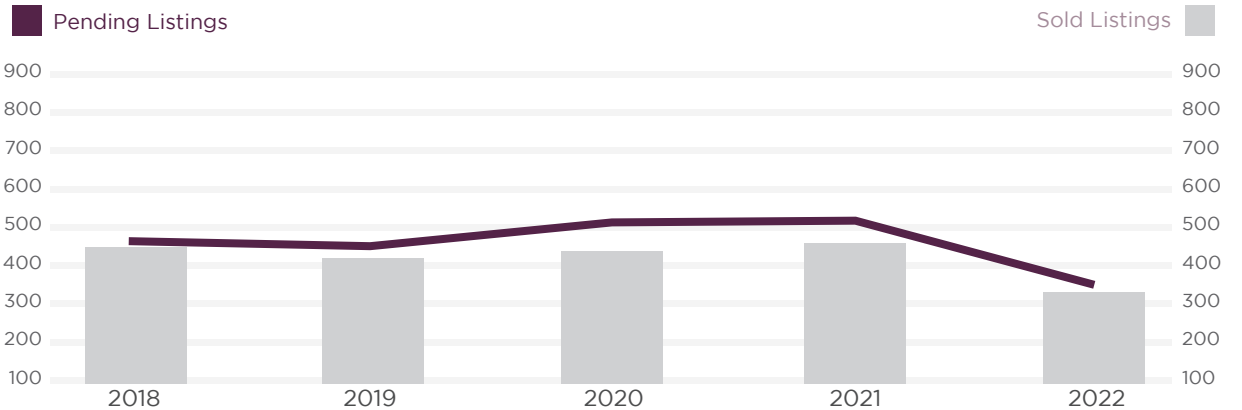
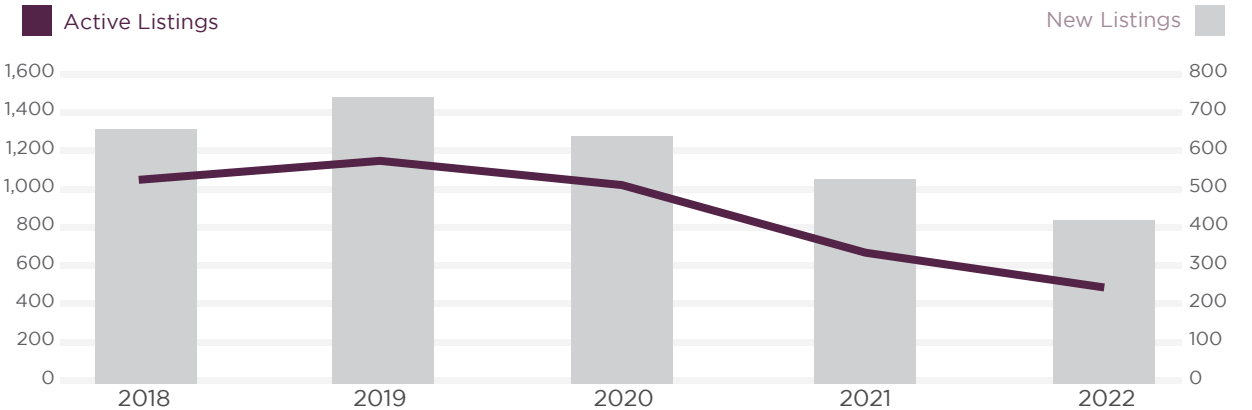
DAYS ON THE MARKET

−38% **2021** 60
2022 37



MEDIAN SOLD \$

+14% **2021** \$673.75K
2022 \$770K



Based on information provided to and compiled by CCIMLS covering the period 1/1/22-6/30/22

OUTER CAPE

Single Family Homes, Condominiums, Provincetown | Truro | Wellfleet | Eastham



ACTIVE LISTINGS

−30% **2021** 424
2022 298



NEW LISTINGS

−13% **2021** 275
2022 238



PENDING LISTINGS

−36% **2021** 289
2022 185



SOLD LISTINGS

−39% **2021** 296
2022 182



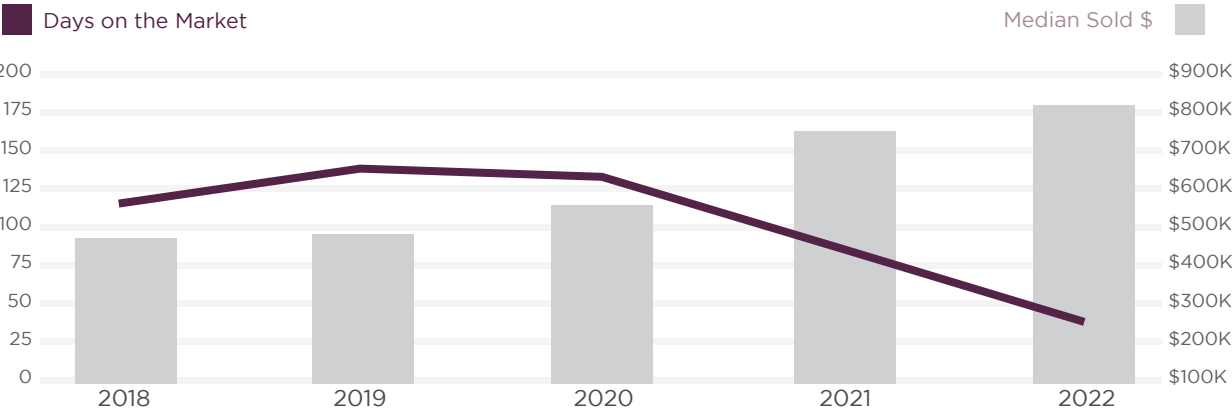
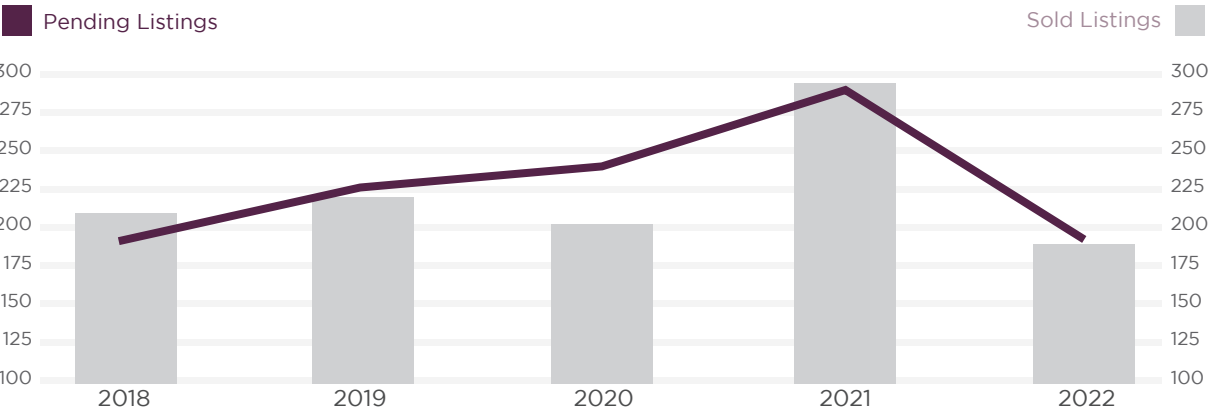
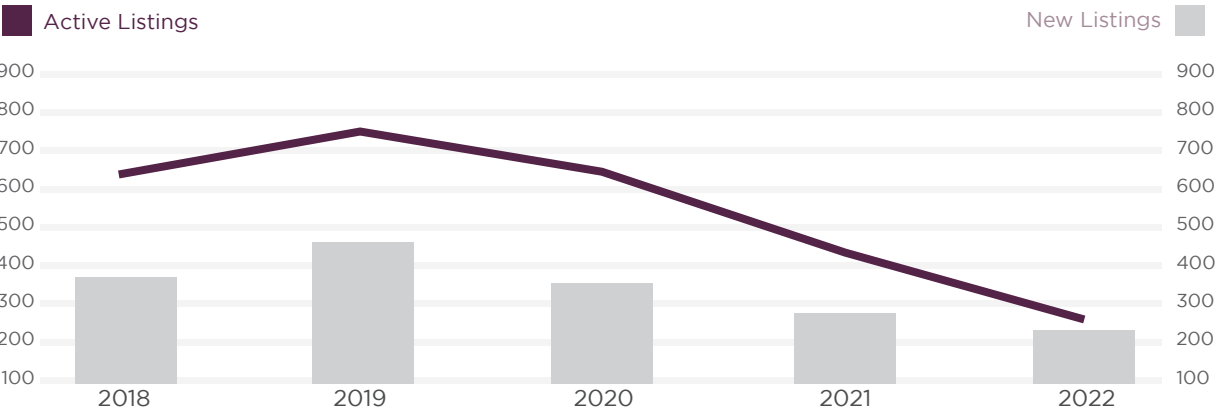
DAYS ON THE MARKET

−59% **2021** 85
2022 35



MEDIAN SOLD \$

+10% **2021** \$734.5K
2022 \$807.5K



Based on information provided to and compiled by CCIMLS covering the period 1/1/22-6/30/22



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CAPE COD

\$2M+

SECOND QUARTER
MARKET OVERVIEW

CAPE COD - BARNSTABLE COUNTY \$2M+

Single Family Homes, Condominiums



ACTIVE LISTINGS

–55% **2021** 176
2022 79



NEW LISTINGS

–52% **2021** 107
2022 51



PENDING LISTINGS

–38% **2021** 130
2022 81



SOLD LISTINGS

–3% **2021** 116
2022 112



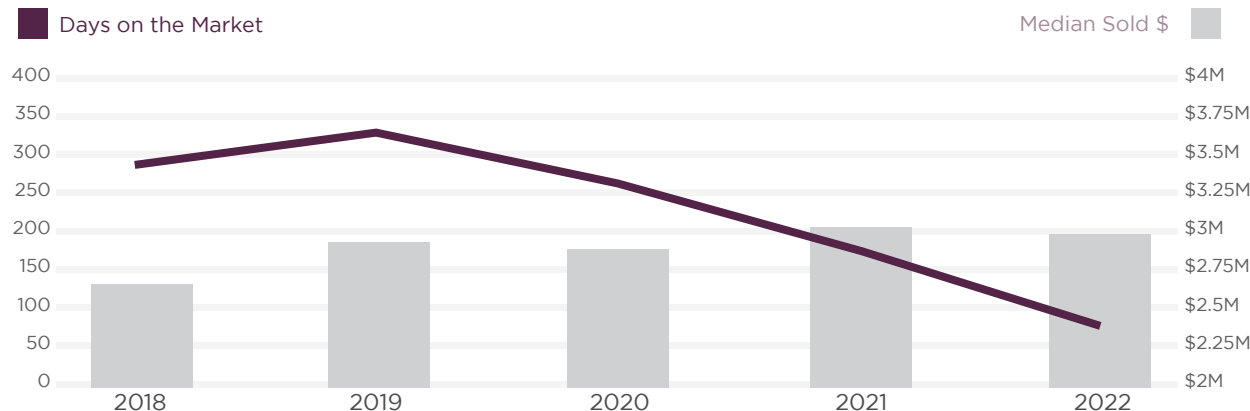
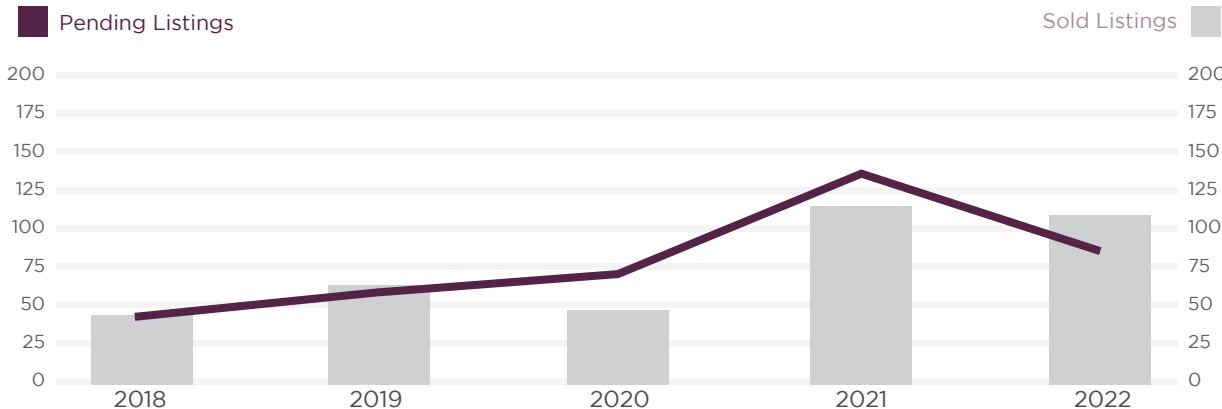
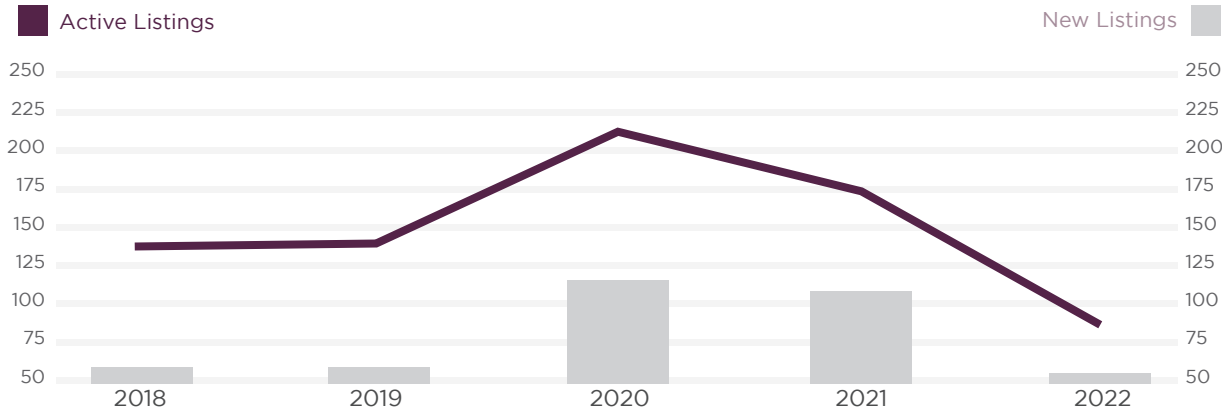
DAYS ON THE MARKET

–59% **2021** 182
2022 75



MEDIAN SOLD \$

–3% **2021** \$3M
2022 \$2.908M



Based on information provided to and compiled by CCIMLS covering the period 1/1/22-6/30/22



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14 BEACH WAY, EAST SANDWICH
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UPPER CAPE \$2M+

Single Family Homes, Condominiums, Sandwich | Bourne | Mashpee | Falmouth



ACTIVE LISTINGS

-46% **2021** 35
2022 19



NEW LISTINGS

-30% **2021** 20
2022 14



PENDING LISTINGS

-27% **2021** 26
2022 19



SOLD LISTINGS

+9% **2021** 23
2022 25



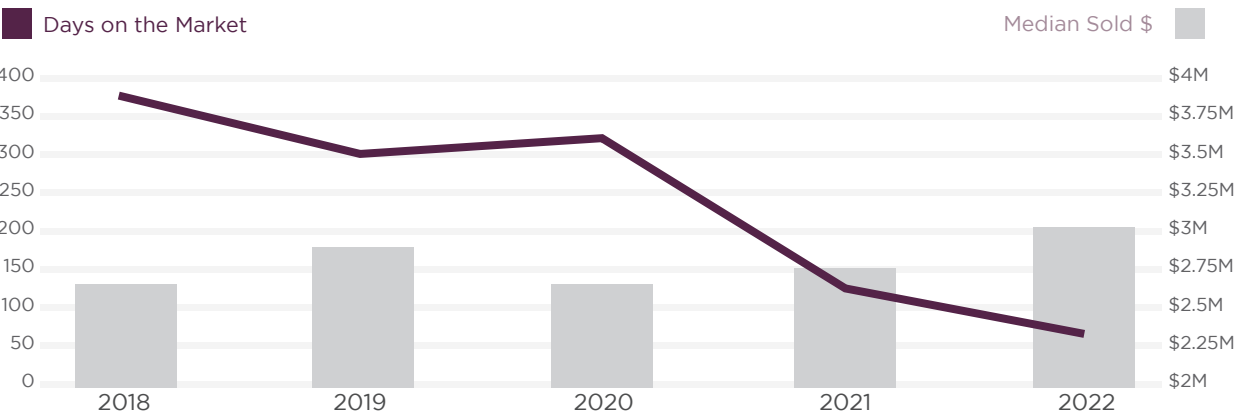
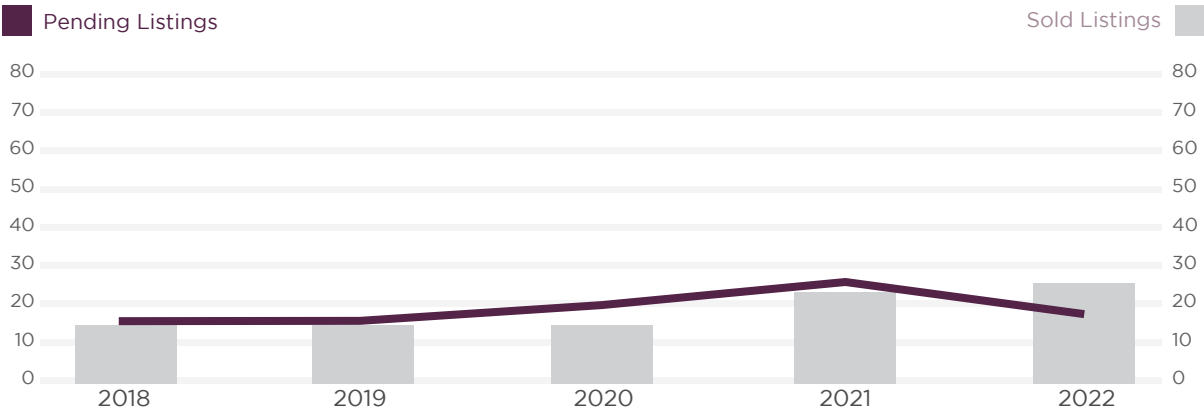
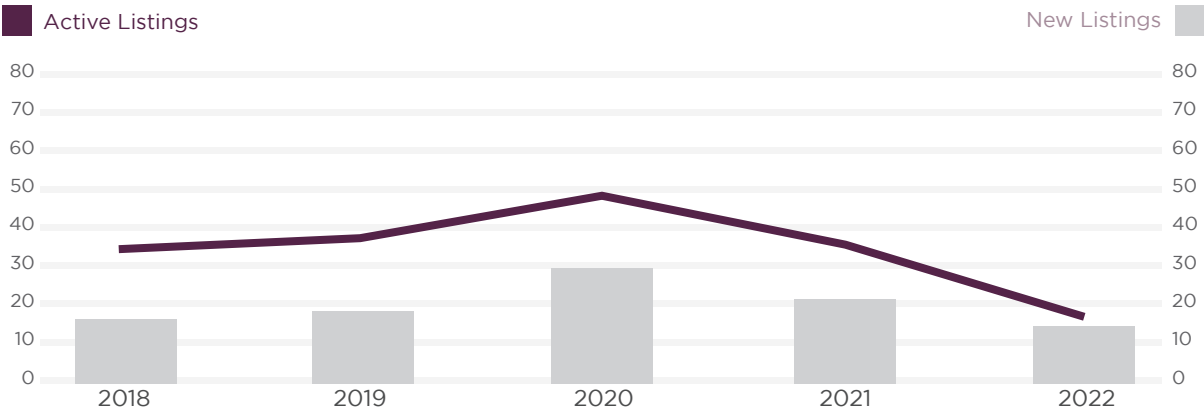
DAYS ON THE MARKET

-63% **2021** 145
2022 53



MEDIAN SOLD \$

+9% **2021** \$2.745M
2022 \$3M



Based on information provided to and compiled by CCIMLS covering the period 1/1/22-6/30/22

MID CAPE \$2M+

Single Family Homes, Condominiums, Barnstable | Dennis | Yarmouth



ACTIVE LISTINGS

-61% **2021** 59
2022 23



NEW LISTINGS

-65% **2021** 34
2022 12



PENDING LISTINGS

-45% **2021** 42
2022 23



SOLD LISTINGS

-12% **2021** 34
2022 30



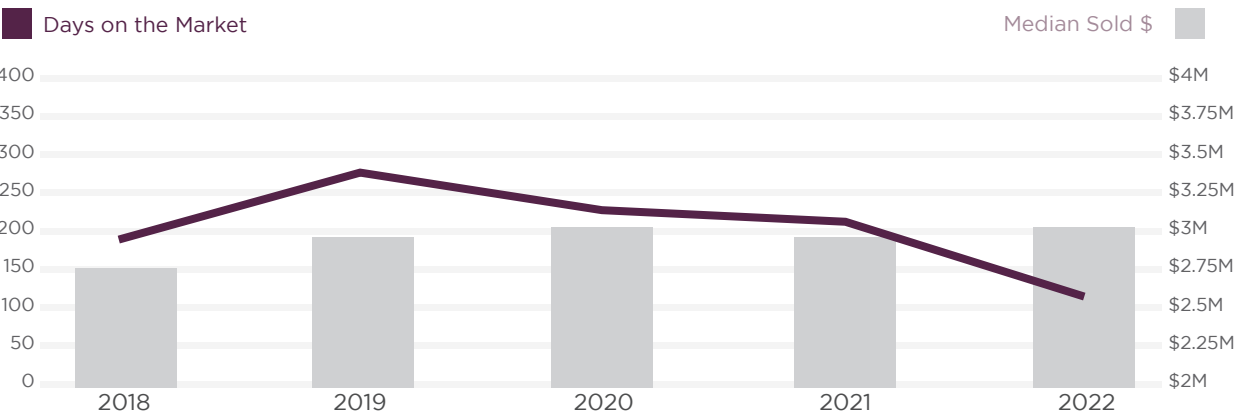
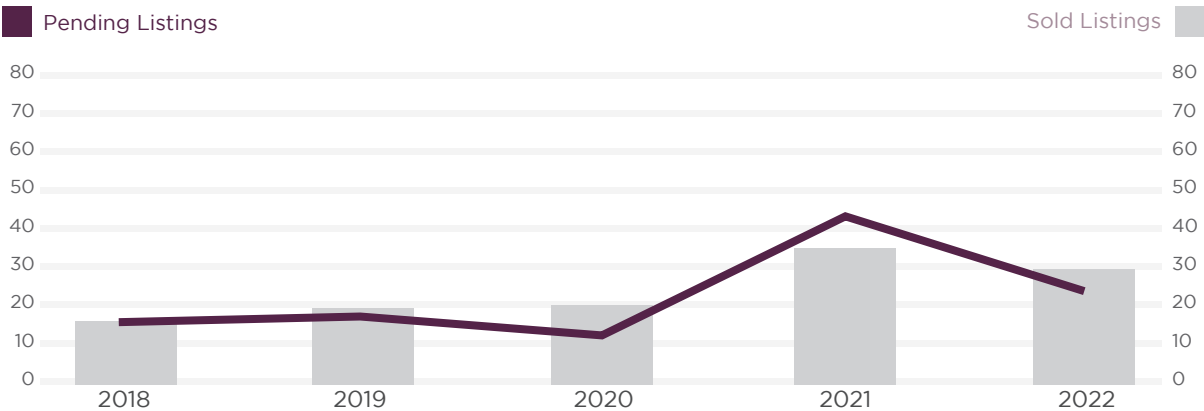
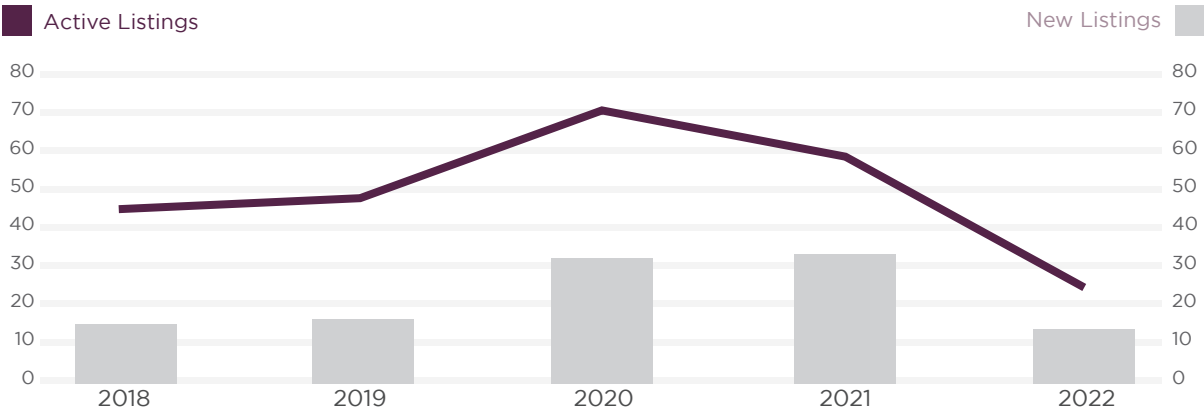
DAYS ON THE MARKET

-54% **2021** 234
2022 107



MEDIAN SOLD \$

+1% **2021** \$2.992M
2022 \$3.03M



Based on information provided to and compiled by CCIMLS covering the period 1/1/22-6/30/22



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2131 ROUTE 28, HARWICH, MA
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LOWER CAPE \$2M+

Single Family Homes, Condominiums, Chatham | Orleans | Brewster | Harwich



ACTIVE LISTINGS

-51% **2021** 59
2022 29



NEW LISTINGS

-42% **2021** 36
2022 21



PENDING LISTINGS

-40% **2021** 48
2022 29



SOLD LISTINGS

0% **2021** 43
2022 43



DAYS ON THE MARKET

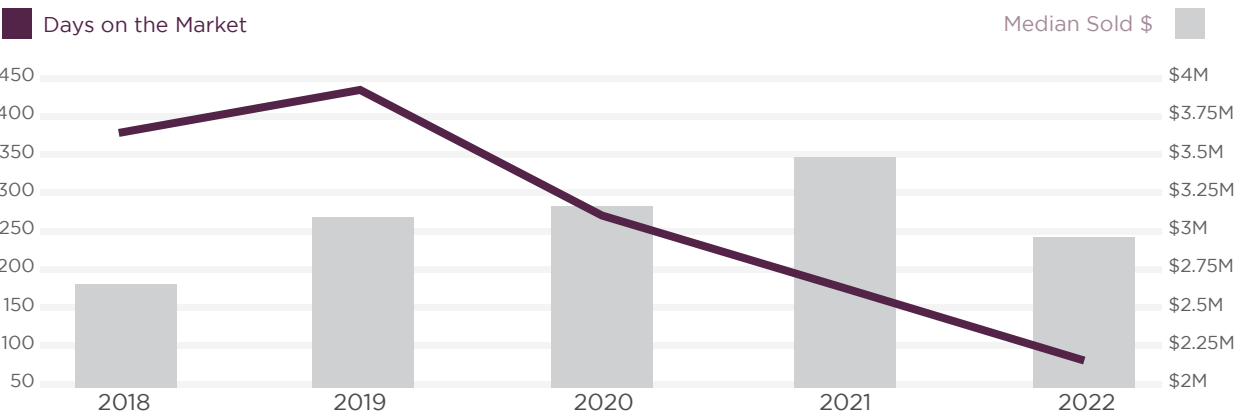
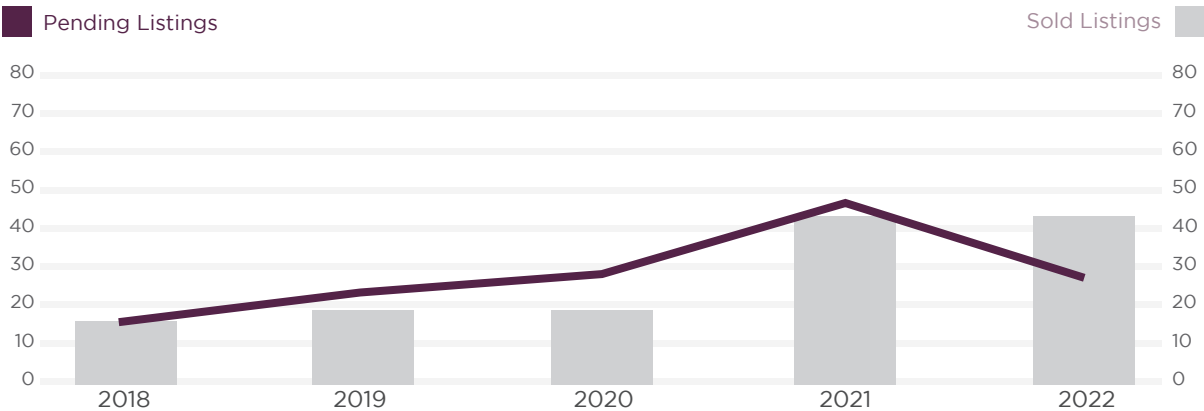
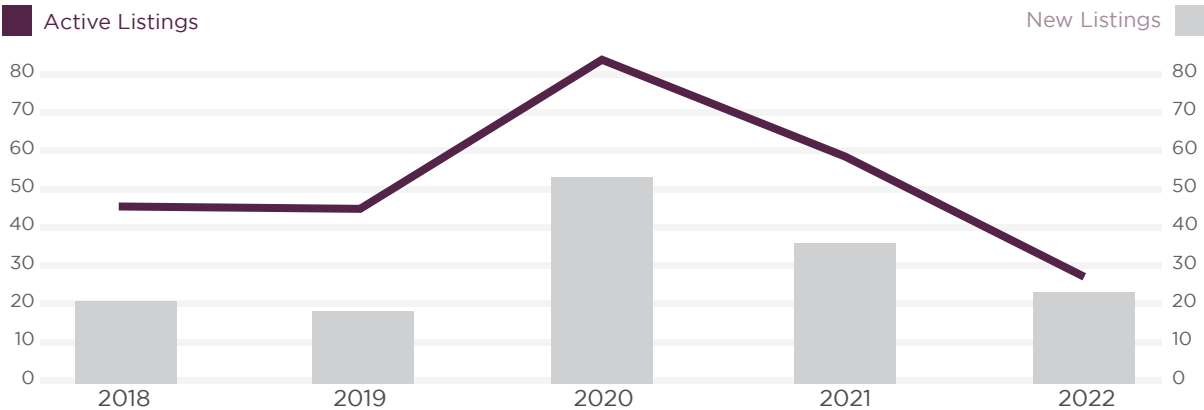
-65% **2021** 186
2022 64



MEDIAN SOLD \$

-16% **2021** \$3.499M
2022 \$2.955M

Based on information provided to and compiled by CCIMLS covering the period 1/1/22-6/30/22



OUTER CAPE \$2M+

Single Family Homes, Condominiums, Provincetown | Truro | Wellfleet | Eastham



ACTIVE LISTINGS

−65% **2021** 23
2022 8



NEW LISTINGS

−76% **2021** 17
2022 4



PENDING LISTINGS

−29% **2021** 14
2022 10



SOLD LISTINGS

−13% **2021** 16
2022 14



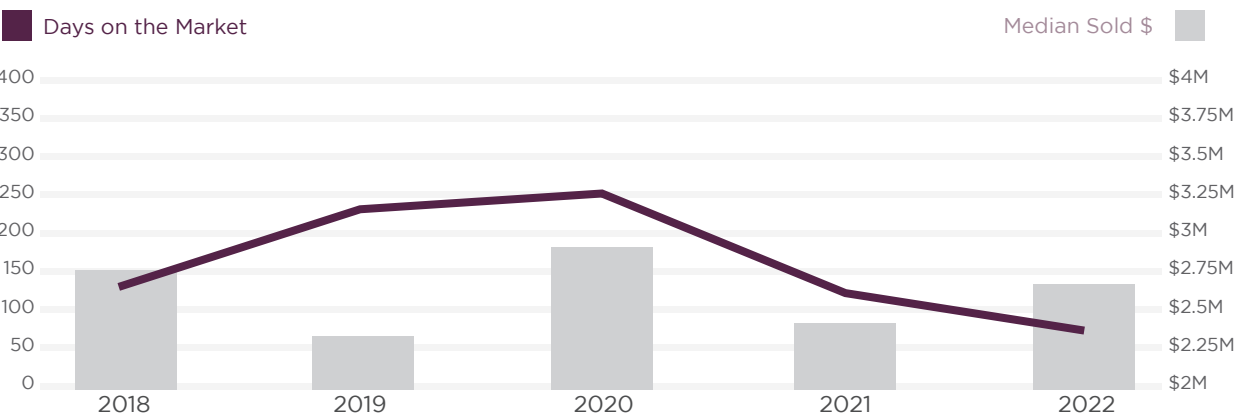
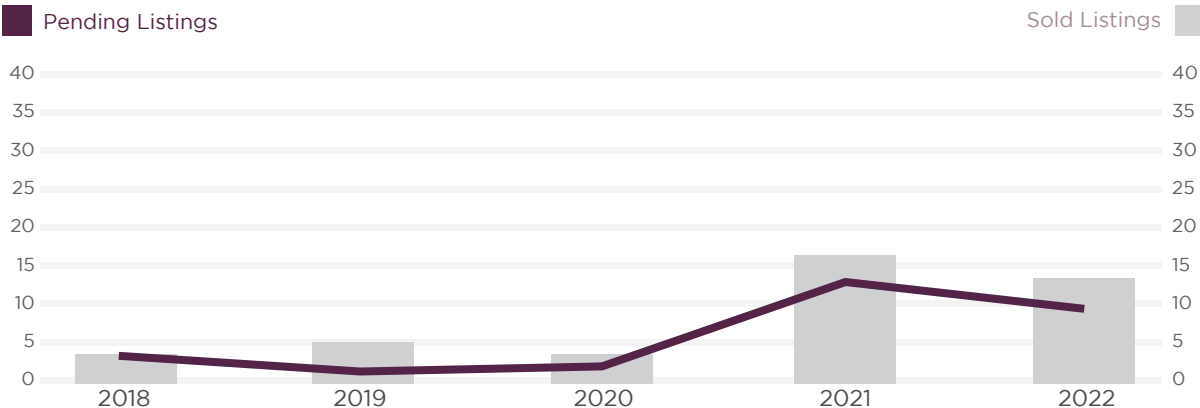
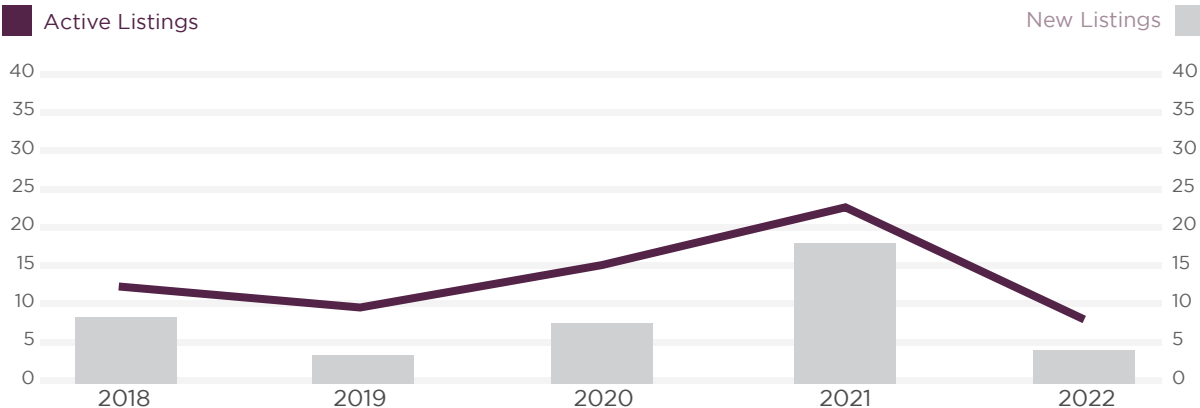
DAYS ON THE MARKET

−32% **2021** 113
2022 77



MEDIAN SOLD \$

+9% **2021** \$2.441M
2022 \$2.650M



Based on information provided to and compiled by CCIMLS covering the period 1/1/22-6/30/22



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GREATER
BOSTON

SECOND QUARTER
MARKET OVERVIEW

BOSTON

Single Family Homes, Condominiums & Multi-Family



ACTIVE LISTINGS

+5% **2021** 1,422
2022 1,493



NEW LISTINGS

-4% **2021** 5,976
2022 5,726



PENDING LISTINGS

-12% **2021** 4,775
2022 4,218



SOLD LISTINGS

-14% **2021** 3,752
2022 3,245



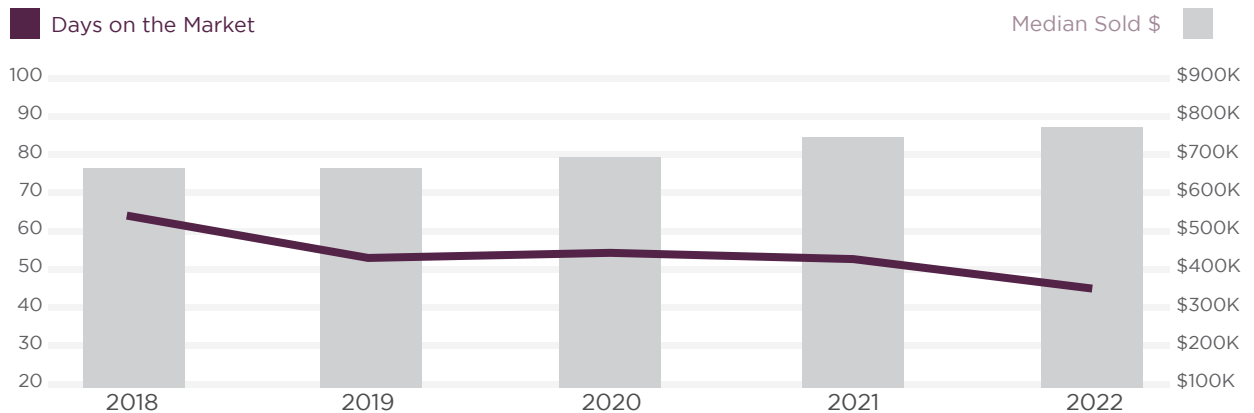
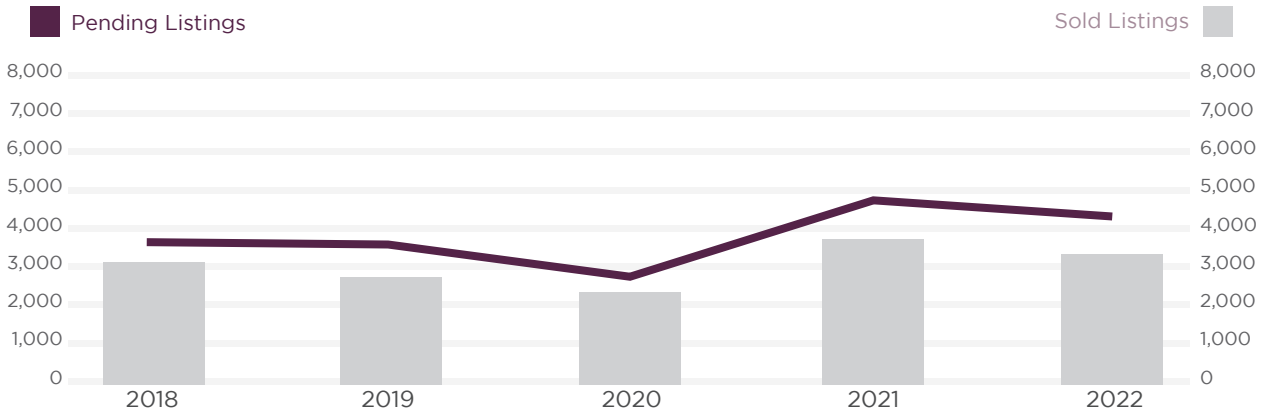
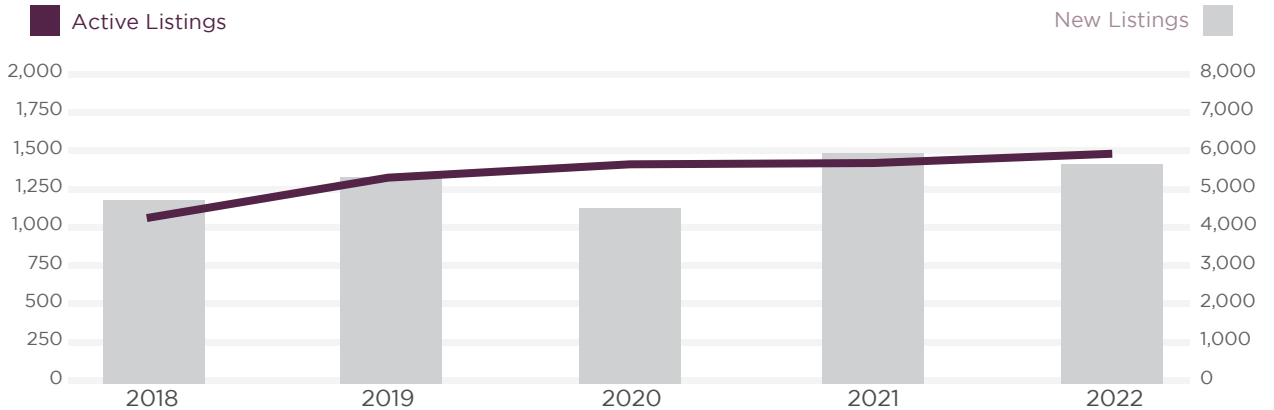
DAYS ON THE MARKET

-15% **2021** 54
2022 46



MEDIAN SOLD \$

+7% **2021** \$730K
2022 \$780K



Based on information provided to and compiled by MLSPIN covering the period 1/1/22-6/30/22

CAMBRIDGE

Single Family Homes, Condominiums & Multi-Family



ACTIVE LISTINGS

+26% **2021** 105
2022 133



NEW LISTINGS

-.6% **2021** 668
2022 664



PENDING LISTINGS

-13% **2021** 583
2022 506



SOLD LISTINGS

-13% **2021** 446
2022 390



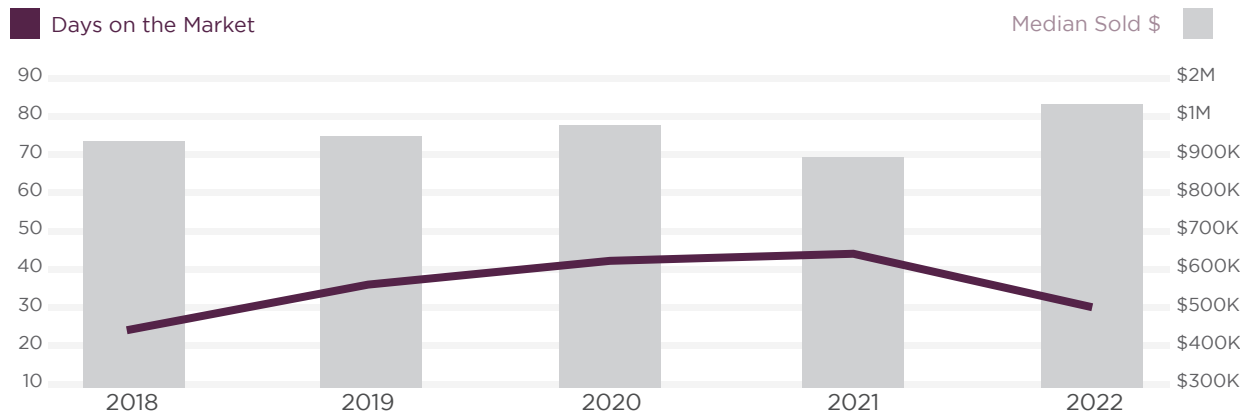
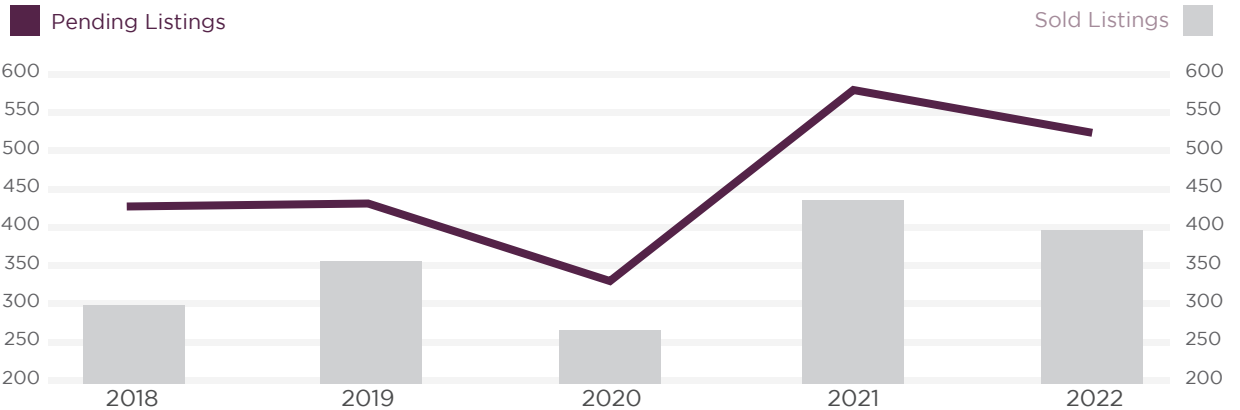
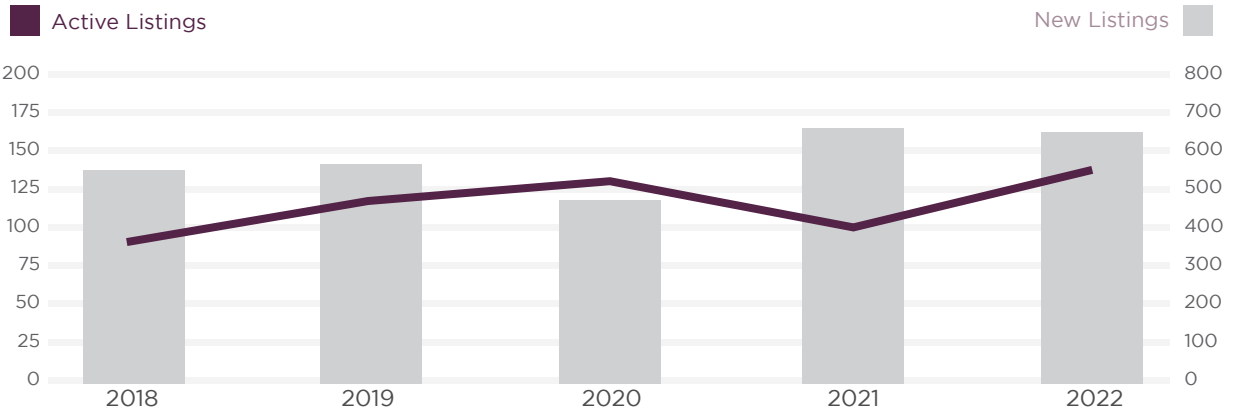
DAYS ON THE MARKET

-30% **2021** 43
2022 30



MEDIAN SOLD \$

+32% **2021** \$900K
2022 \$1.183M



Based on information provided to and compiled by MLSPIN covering the period 1/1/22-6/30/22

SOMERVILLE

Single Family Homes, Condominiums & Multi-Family



ACTIVE LISTINGS

+47% **2021** 105
2022 155



NEW LISTINGS

-7% **2021** 650
2022 604



PENDING LISTINGS

-21% **2021** 568
2022 446



SOLD LISTINGS

-27% **2021** 456
2022 332



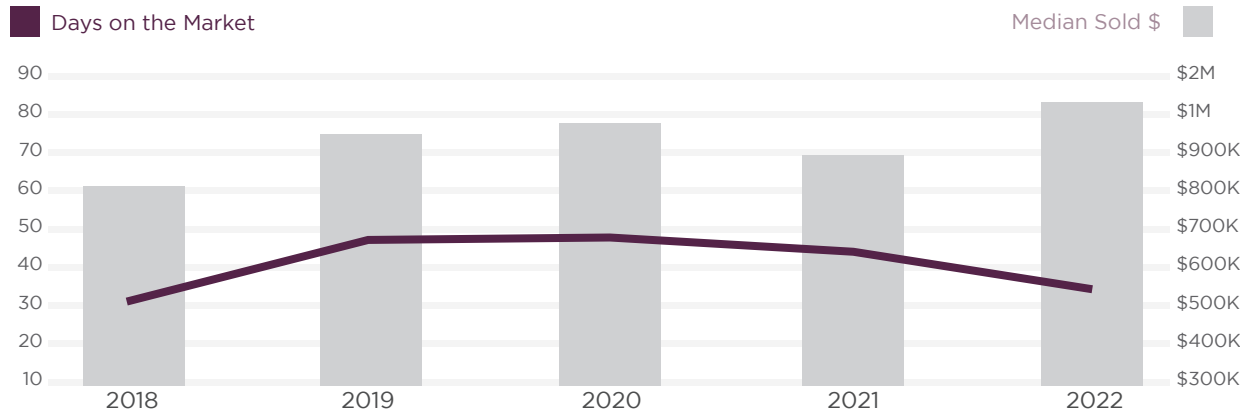
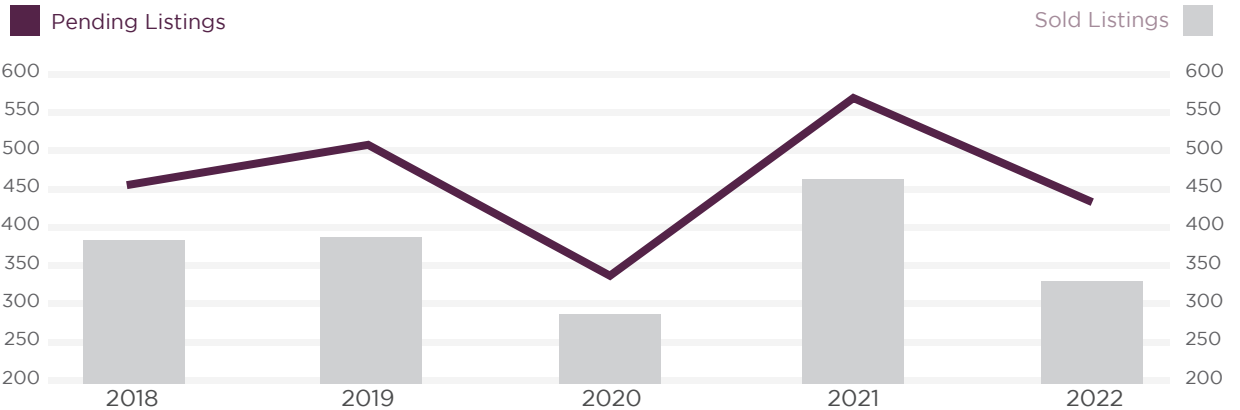
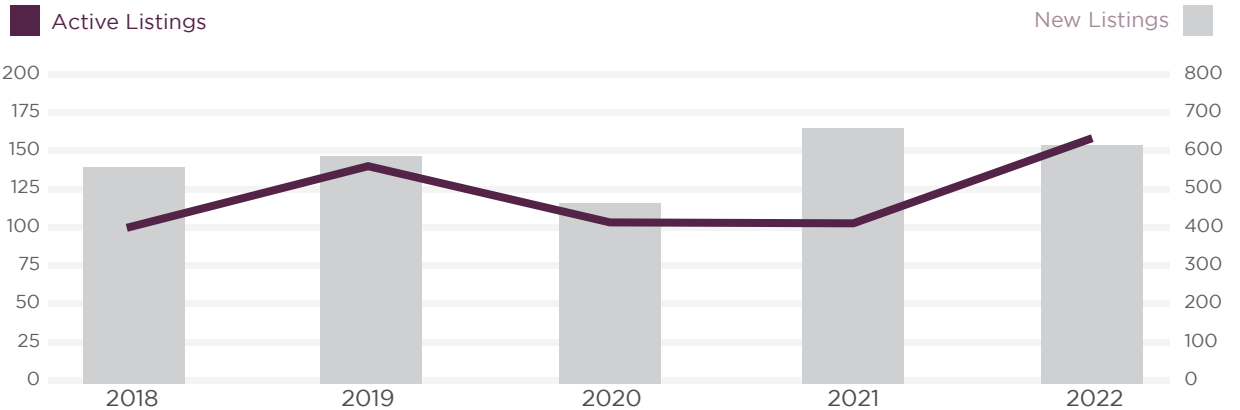
DAYS ON THE MARKET

-20% **2021** 46
2022 37



MEDIAN SOLD \$

+12% **2021** \$867.5K
2022 \$975M



Based on information provided to and compiled by MLSPIN covering the period 1/1/22-6/30/22



BERKSHIRE
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16 EXETER STREET, UNIT 1, BACK BAY, BOSTON
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SOUTH COAST

Single Family Homes, Condominiums & Multi-Family Dartmouth, Fairhaven, Marion, Mattapoisett, Rochester, Wareham, Westport



ACTIVE LISTINGS

+56% **2021** 115
2022 179



NEW LISTINGS

+2% **2021** 685
2022 696



PENDING LISTINGS

-16% **2021** 671
2022 567



SOLD LISTINGS

-15% **2021** 546
2022 464



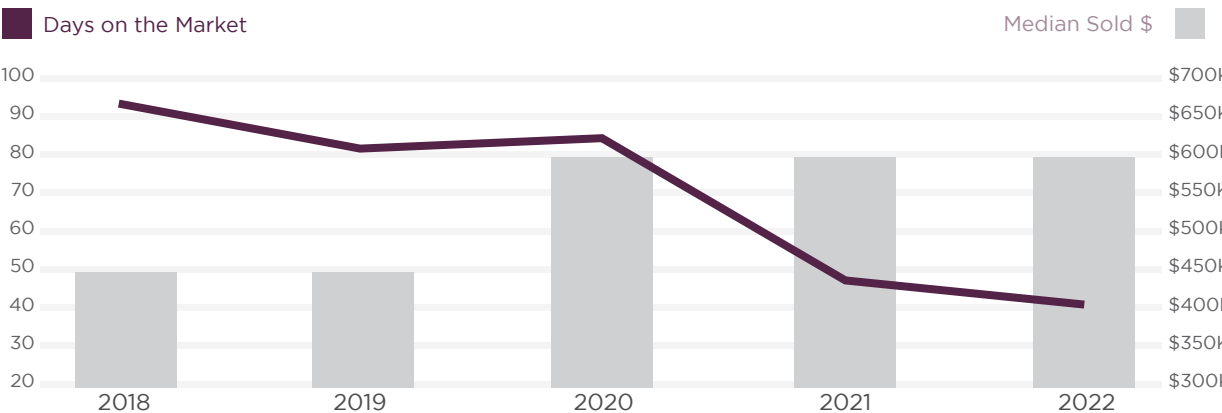
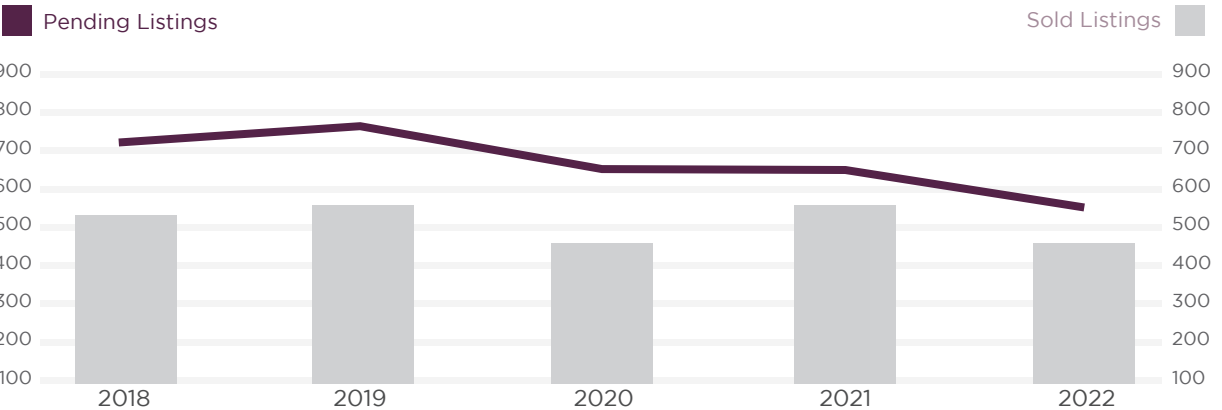
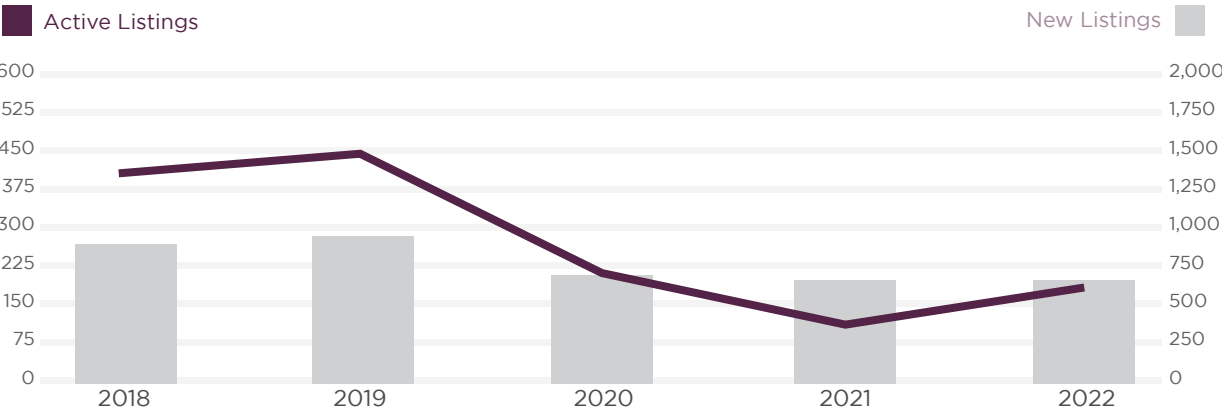
DAYS ON THE MARKET

-13% **2021** 47
2022 41



MEDIAN SOLD \$

-1% **2021** \$599.9K
2022 \$599.7K



Based on information provided to and compiled by MLSPIN covering the period 1/1/22-6/30/22

NEW BEDFORD

Single Family Homes, Condominiums & Multi-Family



ACTIVE LISTINGS

+26% **2021** 76
2022 96



NEW LISTINGS

-5% **2021** 567
2022 538



PENDING LISTINGS

-13% **2021** 562
2022 487



SOLD LISTINGS

-8% **2021** 458
2022 423



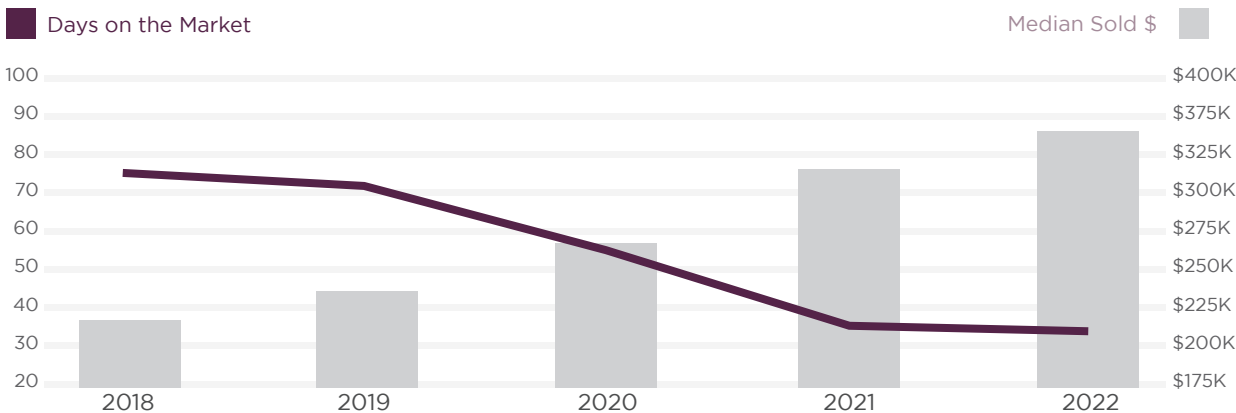
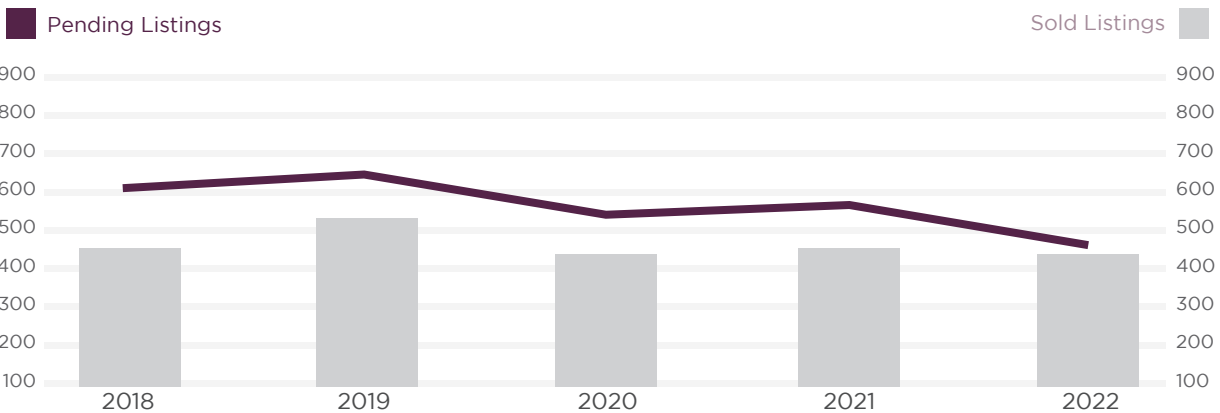
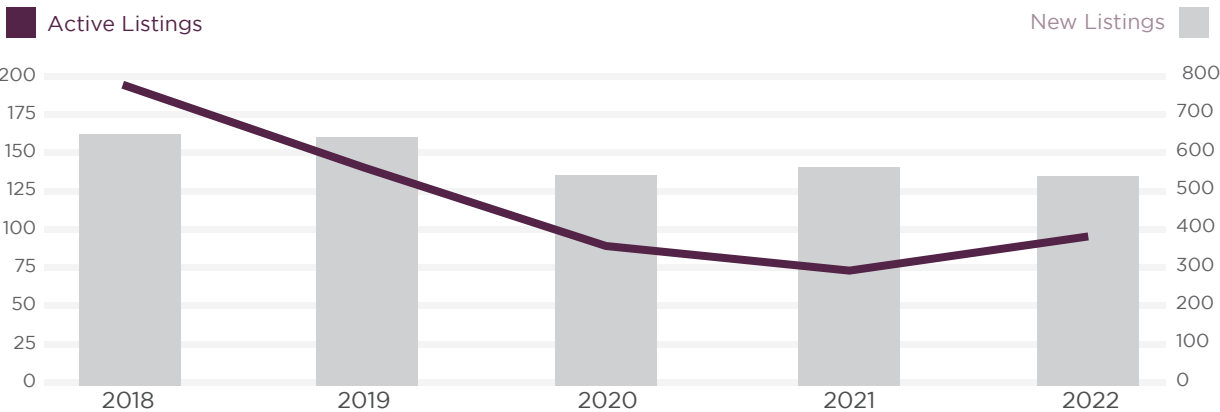
DAYS ON THE MARKET

-5% **2021** 37
2022 35



MEDIAN SOLD \$

+13% **2021** \$317.5K
2022 \$360K



Based on information provided to and compiled by MLSPIN covering the period 1/1/22-6/30/22

SOUTH SHORE

Single Family Homes, Condominiums & Multi-Family Hingham, Cohasset, Norwell, Scituate, Marshfield, Pembroke, Duxbury, Kingston, Hanover, Plymouth



ACTIVE LISTINGS

+2% **2021** 292
2022 299



NEW LISTINGS

-17% **2021** 2,030
2022 1,677



PENDING LISTINGS

-22% **2021** 1,849
2022 1,449



SOLD LISTINGS

-18% **2021** 1,421
2022 1,162



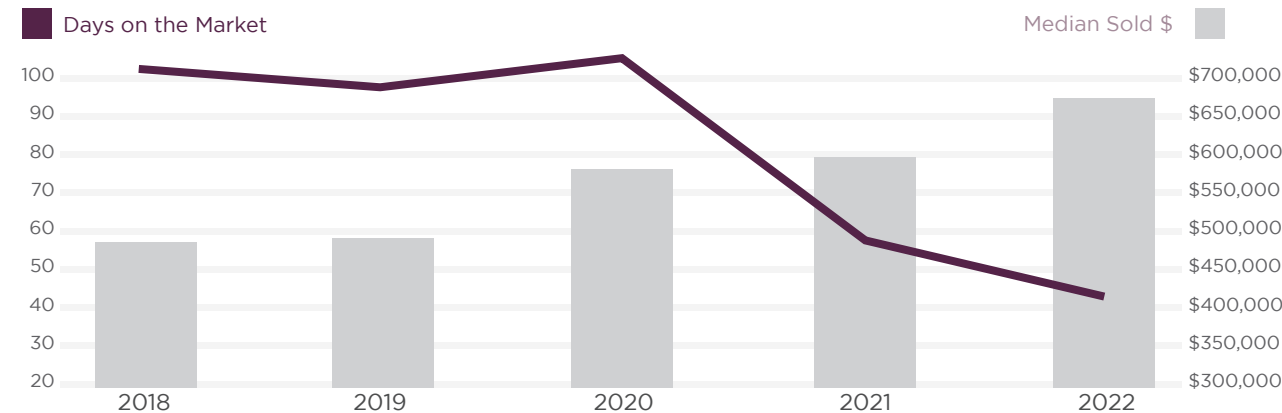
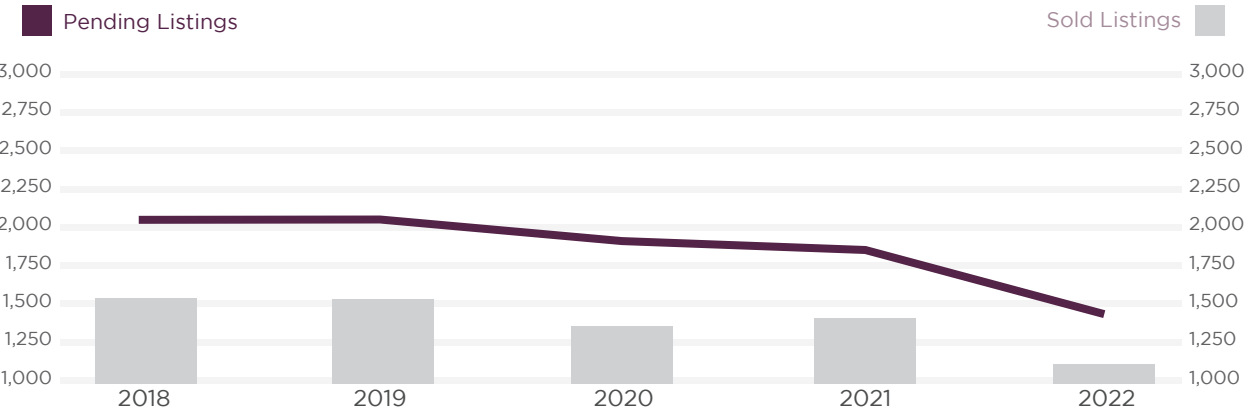
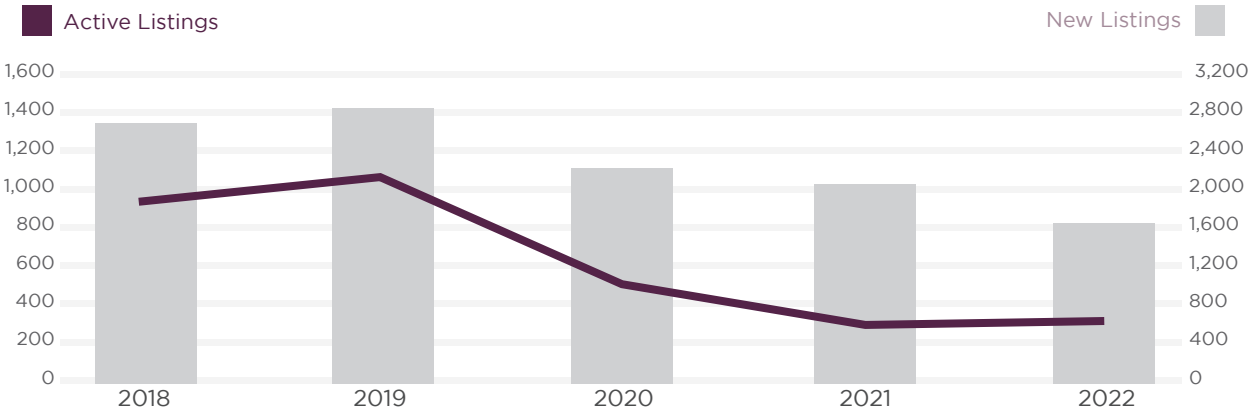
DAYS ON THE MARKET

-26% **2021** 58
2022 43



MEDIAN SOLD \$

+12% **2021** \$600K
2022 \$673.4K



Based on information provided to and compiled by MLSPIN covering the period 1/1/22-6/30/22



BERKSHIRE
HATHAWAY
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Robert Paul Properties

BOSTON
SOUTH COAST
SOUTH SHORE

\$2M+

SECOND QUARTER
MARKET OVERVIEW

BOSTON \$2M+

Single Family Homes, Condominiums & Multi-Family



ACTIVE LISTINGS

+3% **2021** 305
2022 313



NEW LISTINGS

+16% **2021** 614
2022 714



PENDING LISTINGS

+15% **2021** 330
2022 381



SOLD LISTINGS

+29% **2021** 228
2022 293



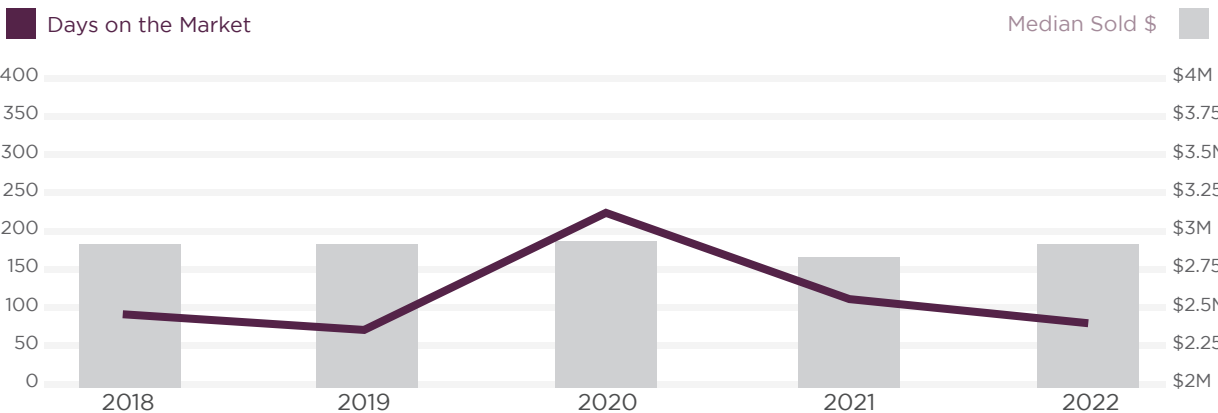
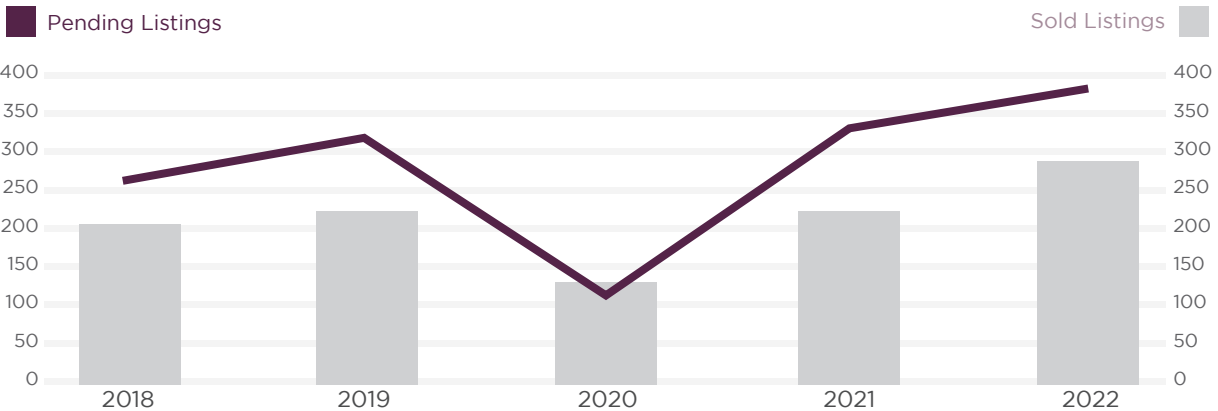
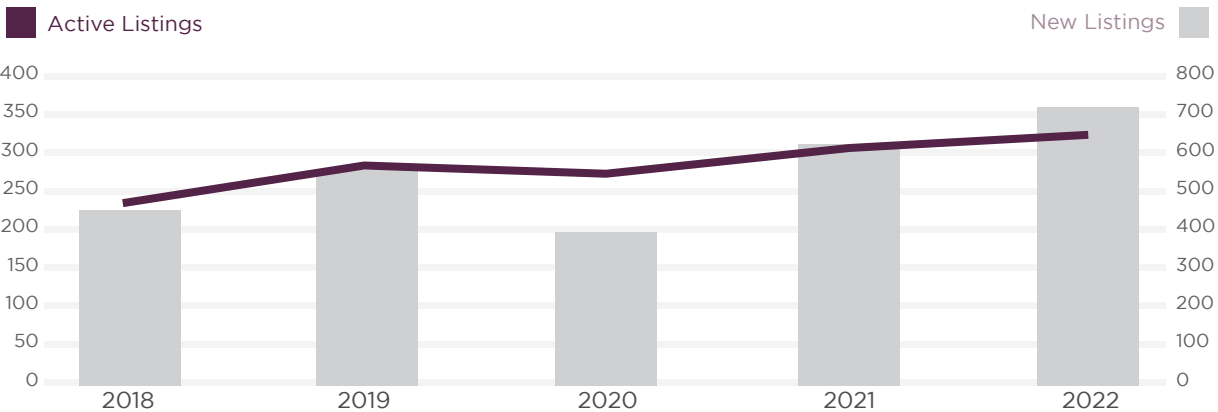
DAYS ON THE MARKET

-32% **2021** 109
2022 74



MEDIAN SOLD \$

+2% **2021** \$2.76M
2022 \$2.814M



Based on information provided to and compiled by MLSPIN covering the period 1/1/22-6/30/22

CAMBRIDGE \$2M+

Single Family Homes, Condominiums & Multi-Family



ACTIVE LISTINGS

-9% **2021** 23
2022 21



NEW LISTINGS

+14% **2021** 86
2022 98



PENDING LISTINGS

+37% **2021** 60
2022 82



SOLD LISTINGS

+41% **2021** 39
2022 55



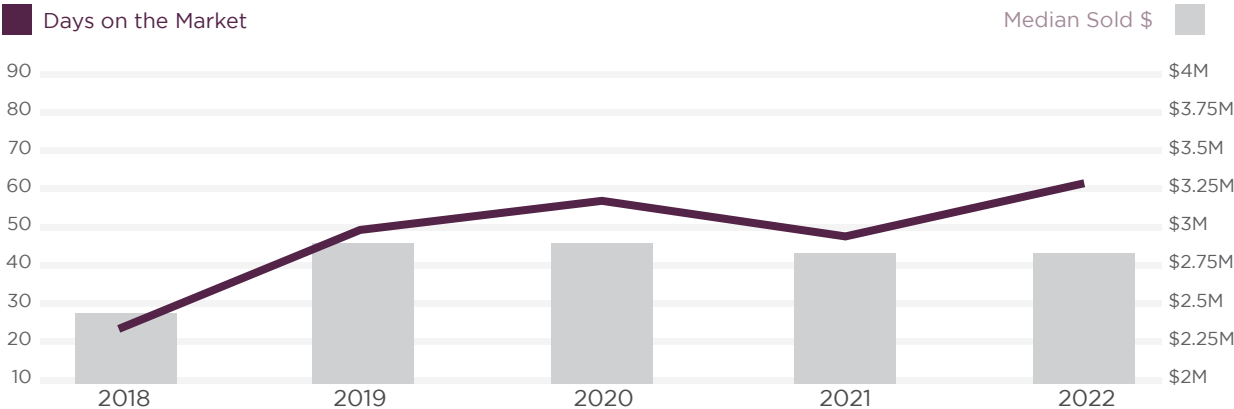
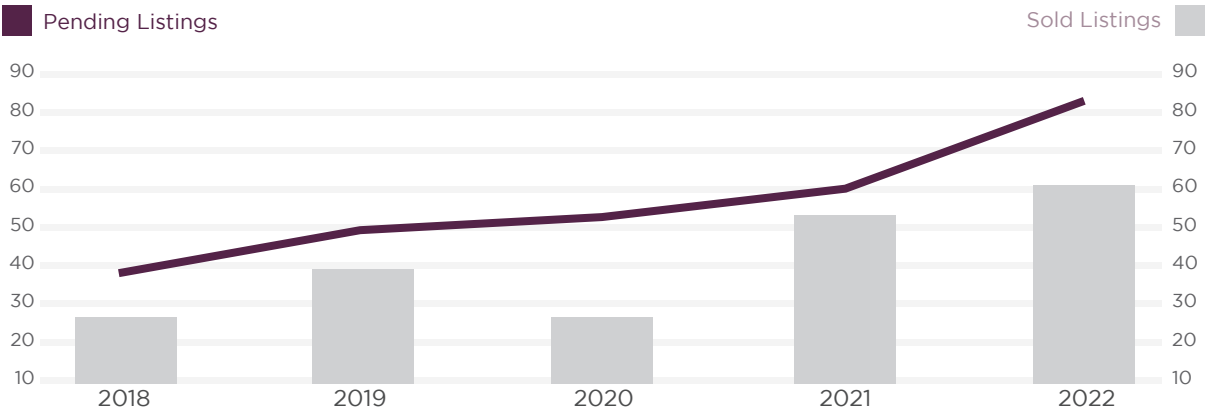
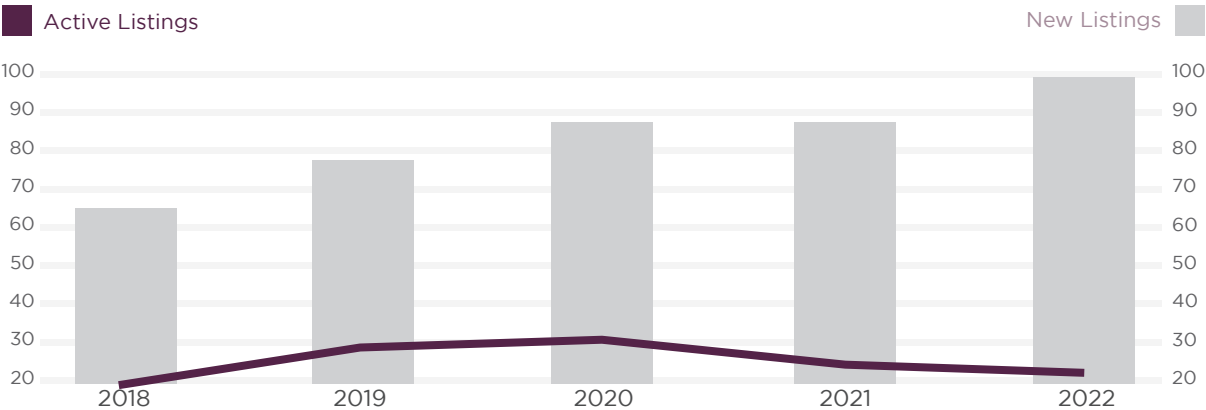
DAYS ON THE MARKET

+27% **2021** 49
2022 62



MEDIAN SOLD \$

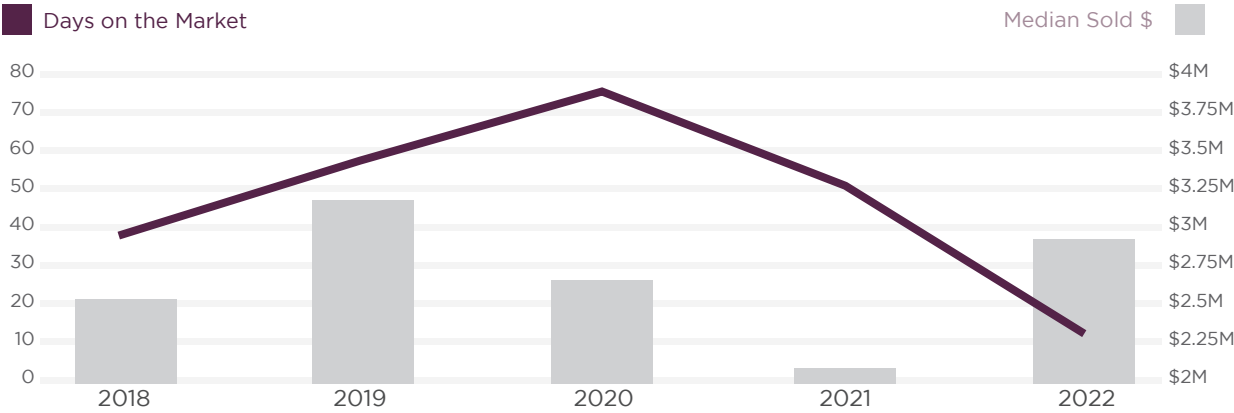
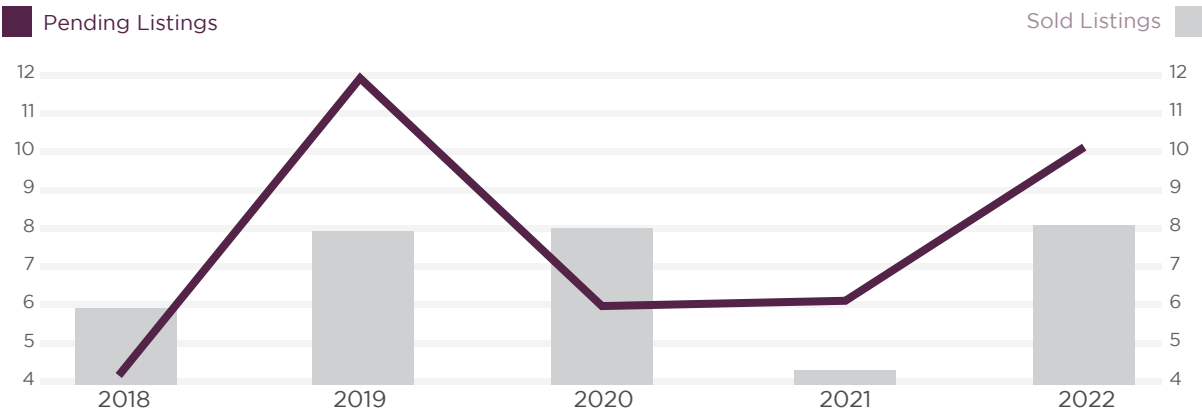
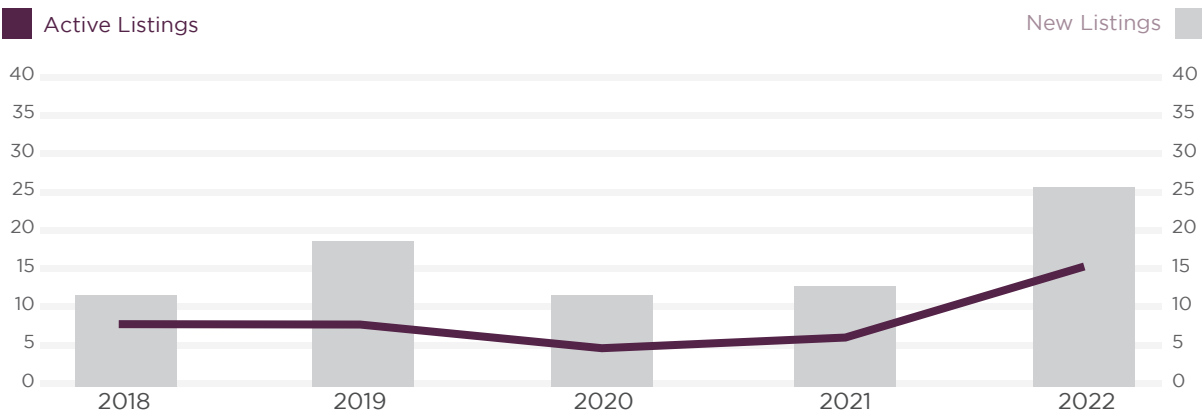
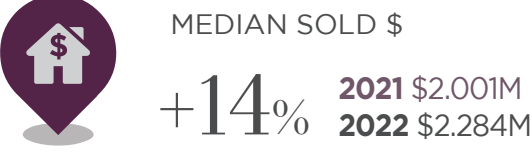
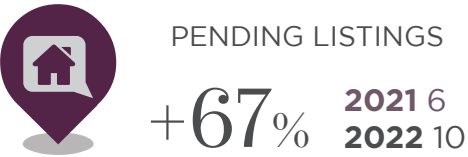
0% **2021** \$2.65M
2022 \$2.65M



Based on information provided to and compiled by MLSPIN covering the period 1/1/22-6/30/22

SOMERVILLE \$2M+

Single Family Homes, Condominiums & Multi-Family



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LEARN MORE.

SOUTH COAST \$2M+

Single Family Homes, Condominiums & Multi-Family Dartmouth, Fairhaven, Marion, Mattapoisett, Rochester, Wareham, Westport



ACTIVE LISTINGS

+75% **2021** 4
2022 7



NEW LISTINGS

+120% **2021** 10
2022 22



PENDING LISTINGS

+117% **2021** 6
2022 13



SOLD LISTINGS

+75% **2021** 4
2022 7



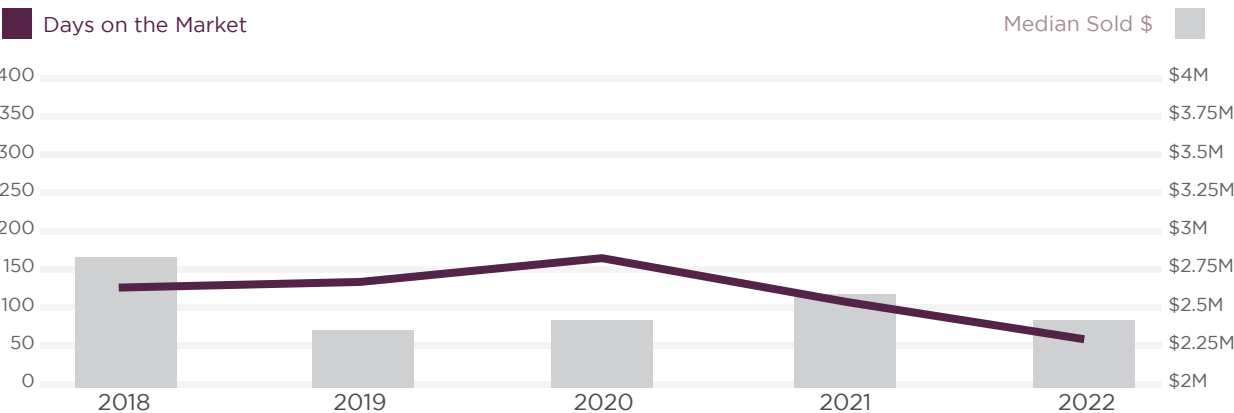
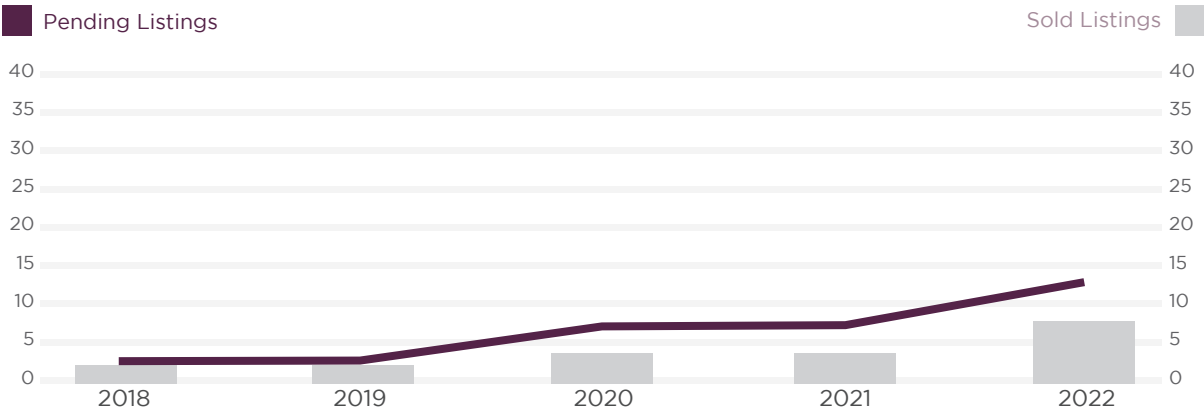
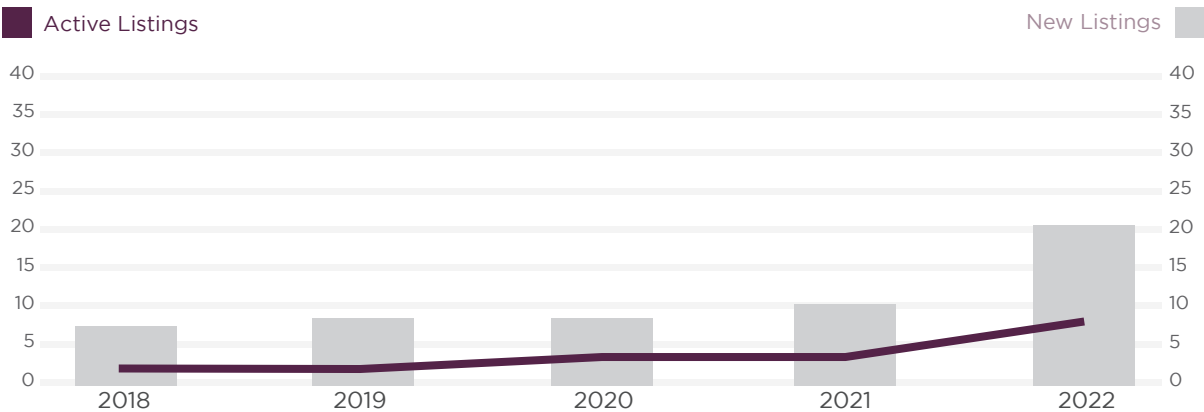
DAYS ON THE MARKET

-49% **2021** 102
2022 52



MEDIAN SOLD \$

+13% **2021** \$2.575M
2022 \$2.250M



Based on information provided to and compiled by MLSPIN covering the period 1/1/22-6/30/22

SOUTH SHORE \$2M+

Single Family Homes, Condominiums & Multi-Family Hingham, Cohasset, Norwell, Scituate, Marshfield, Pembroke, Duxbury, Kingston, Hanover, Plymouth



ACTIVE LISTINGS

+37% **2021** 27
2022 37



NEW LISTINGS

+60% **2021** 57
2022 91



PENDING LISTINGS

+40% **2021** 40
2022 56



SOLD LISTINGS

+75% **2021** 52
2022 91



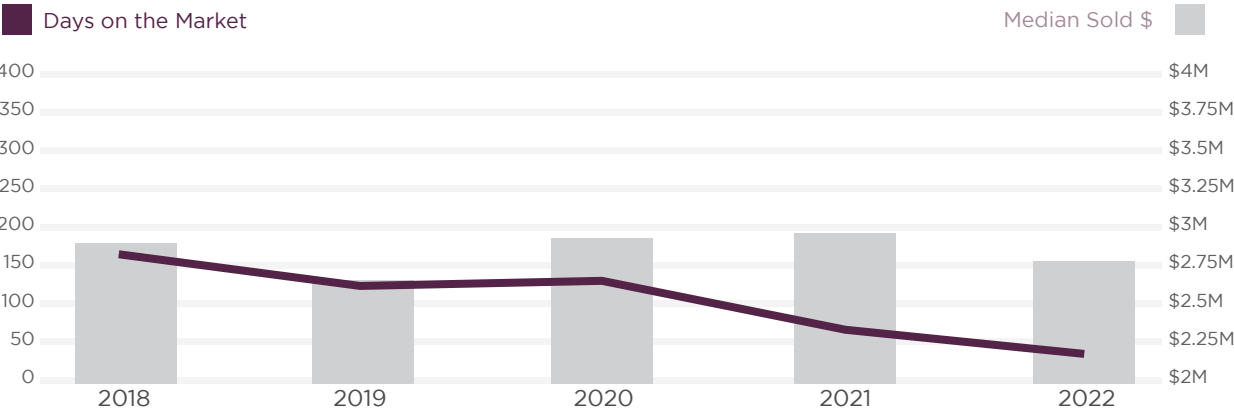
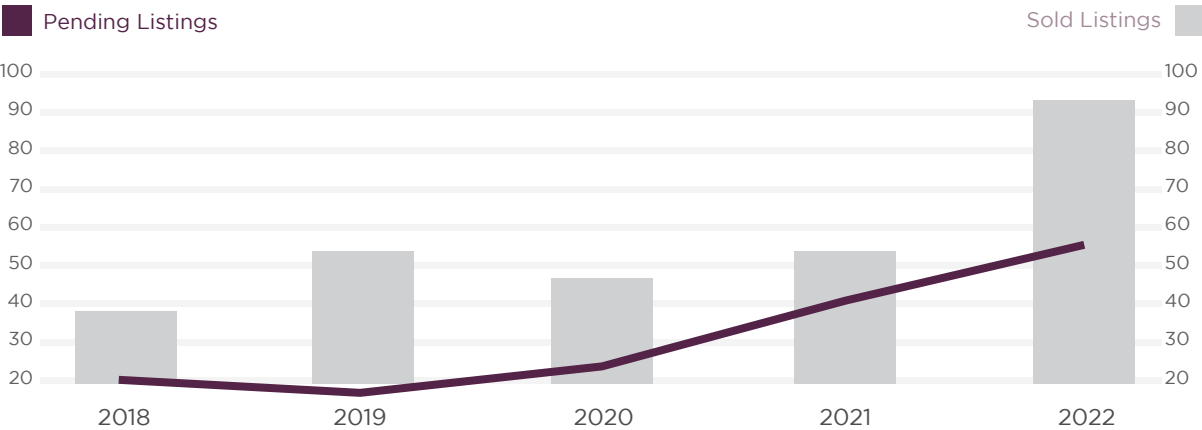
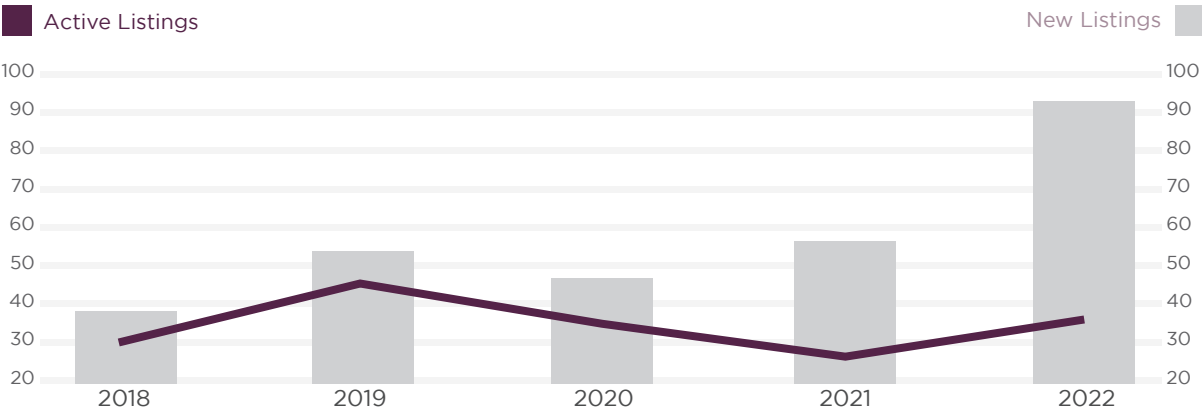
DAYS ON THE MARKET

-24% **2021** 62
2022 47



MEDIAN SOLD \$

-8% **2021** \$2.999M
2022 \$2.75M



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CAPE COD, BOSTON, THE SOUTH COAST & SOUTH SHORE

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