

Market Watch Recent Trends

Market Watch Report for Cape Cod, Year End 2016

Based on the year-end results for the Cape Cod real estate market, early 2017 will most likely be classified as a seller's market. Residential sales are up more than 10% and the average sale price is up 1.5%. Days on market is down 3.7% indicating that demand is outpacing supply. If you are thinking about selling your home on Cape Cod, now is the perfect time. Buyers are active and looking for the right home. Well-priced homes are selling quickly. It is also noteworthy that the sales distribution is trending towards the higher end of the market, which means that buyers are focusing on luxury and near-luxury properties.



All Kinlin Grover Sales	2015	2016	% Change
Sales	1256	1408	+ 10.8
Average Sale Price	\$463,048	\$489,453	+ 5.4
Median Sale Price	\$367,000	\$385,000	+ 4.5
Days On Market	141	133	- 5.6

Cape Cod Single Family Sales	2015	2016	% Change
Sales	3943	4406	+ 10.5
Average Sale Price	\$520,480	\$527,956	+ 1.4
Median Sale Price	\$369,000	\$375,000	+ 1.6
Days On Market	134	129	- 3.7

CC High End Single Family	2015	2016	% Change
Sales	301	375	+ 19.7
Average Sale Price	\$1,953,919	\$1,869,369	- 4.3
Median Sale Price	\$1,535,000	\$1,430,000	- 6.8
Days On Market	217	217	n/c

Commercial and Land	2015	2016	% Change
Sales	261	277	+ 5.8
Average Sale Price	\$356,644	\$433,949	+ 17.7
Median Sale Price	\$199,900	\$217,500	+ 8.1
Days On Market	296	294	n/c

Cape Cod Condominiums	2015	2016	% Change
Sales	1046	1018	- 2.7
Average Sale Price	\$313,092	\$333,253	+ 9.0
Median Sale Price	\$270,000	\$275,000	+ 1.8
Days On Market	134	143	+ 6.3

Residential Sales Distribution	2015	2016	% Change
Under \$350,000	2938	2583	- 12.1
350,000 – 499,999	431	392	- 9.1
500,000 – 749,999	739	818	+ 9.7
750,000- 999,999	260	270	+ 3.7
\$1 Million+	314	289	- 8.0

This graph displays median sale price and number of sales with percentage change in median sale price from 2015.

Barnstable County (single family, condominiums and multi-family) sales are also shown through year-end of 2016.

