

Cape Cod MARKET WATCH

Market Watch Recent Trends

Market Watch Report for Cape Cod, Year End 2017

It is rare that market data is so easy to interpret. However, in the case of the year end 2017, it is clear that the continued lack of inventory on Cape Cod is finally having a real impact on sales and sale prices. Sales are down 4.4% for the year, yet median and average sale prices are up 3.8% and 4.4% respectively. Buyers are active and are pushing up sale prices - the challenge is the diminishing selection of homes for them to buy. Days on market are down 14.8%. There also appears to be a continued push towards the upper middle end of the market, as sales distribution in that price range has increased significantly. At the risk of being repetitive, if you are thinking of selling, now is the time!



Kinlin Grover Cape Cod Sales	2016	2017	% Change
Sales	1456	1428	- 1.9
Average Sale Price	\$488,543	\$474,732	- 2.8
Median Sale Price	\$380,000	\$383,500	+ 1.3
Days On Market	133	118	- 11.3

Cape Cod Single Family Sales	2016	2017	% Change
Sales	4370	4176	- 4.4
Average Sale Price	\$522,368	\$546,030	+ 4.4
Median Sale Price	\$375,000	\$399,900	+ 3.8
Days On Market	141	120	- 14.8

CC High End Sales	2016	2017	% Change
Sales	375	378	n/c
Average Sale Price	\$1,869,368	\$1,759,192	- 5.9
Median Sale Price	\$1,430,000	\$1,445,850	1.0
Days On Market	252	257	1.9

Cape Cod Land	2016	2017	% Change
Sales	210	220	+ 7.9
Average Sale Price	\$367,919	\$294,546	- 19.8
Median Sale Price	\$182,250	\$195,000	+ 6.7
Days On Market	358	311	- 13.1

Cape Cod Condominiums	2016	2017	% Change
Sales	1022	1070	+ 4.5
Average Sale Price	\$332,590	\$344,387	+ 3.5
Median Sale Price	\$274,500	\$279,450	+ 1.8
Days On Market	152	121	- 20.0

Residential Sales Distribution	2016	2017	% Change
Under \$350,000	2612	2198	- 15.8
350,000 – 499,999	1416	1489	+ 4.9
500,000 – 749,999	687	885	+ 22.4
750,000- 999,999	264	328	+ 19.5
\$1 Million+	374	383	+ 2.3

Editor: Brian Johnson

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This graphic displays median sale price and number of sales with percentage change in median sale price from 2016.

Barnstable County (single family, condominiums and multi-family) sales are also shown through year end 2017.

