

Cape Cod MARKET WATCH

Market Watch Recent Trends

Market Watch Report for Cape Cod, First Quarter 2018

Selling prices are heating up along with the weather. Like a Cape Cod Spring, things were off to a slow start, but no longer! Average and median sale prices are up nearly 10% while unit sales are significantly down. This is a clear seller's market. Low inventory continues to be the biggest story and well priced homes are selling very quickly. After several quarters of slow price growth, the continued lack of homes on the market is finally putting strong pressure on prices. Note, in particular, the trend of sales distribution towards the upper middle price range (\$500,000 - \$749,999) as well as near-luxury home sales (\$750,000 - \$999,999). Homeowners thinking of selling should consider acting now while buyers are willing to pay more to get into this market.



Kinlin Grover Cape Cod Sales	2017	2018	% Change
Sales	365	296	- 18.8
Volume	\$157.0M	\$167.9M	+ 6.3
Average Sale Price	\$430,836	\$563,944	+ 30.9
Median Sale Price	\$369,000	\$434,500	+ 17.8
Days On Market	180	178	- 1.1

CC High End Sales	2017	2018	% Change
Sales	64	61	- 4.7
Volume	\$119.4M	\$129.7M	+ 8.6
Average Sale Price	\$1,715,846	\$1,904,975	+ 11.0
Median Sale Price	\$1,337,250	\$1,450,000	+8.4
Days On Market	328	261	- 20.4

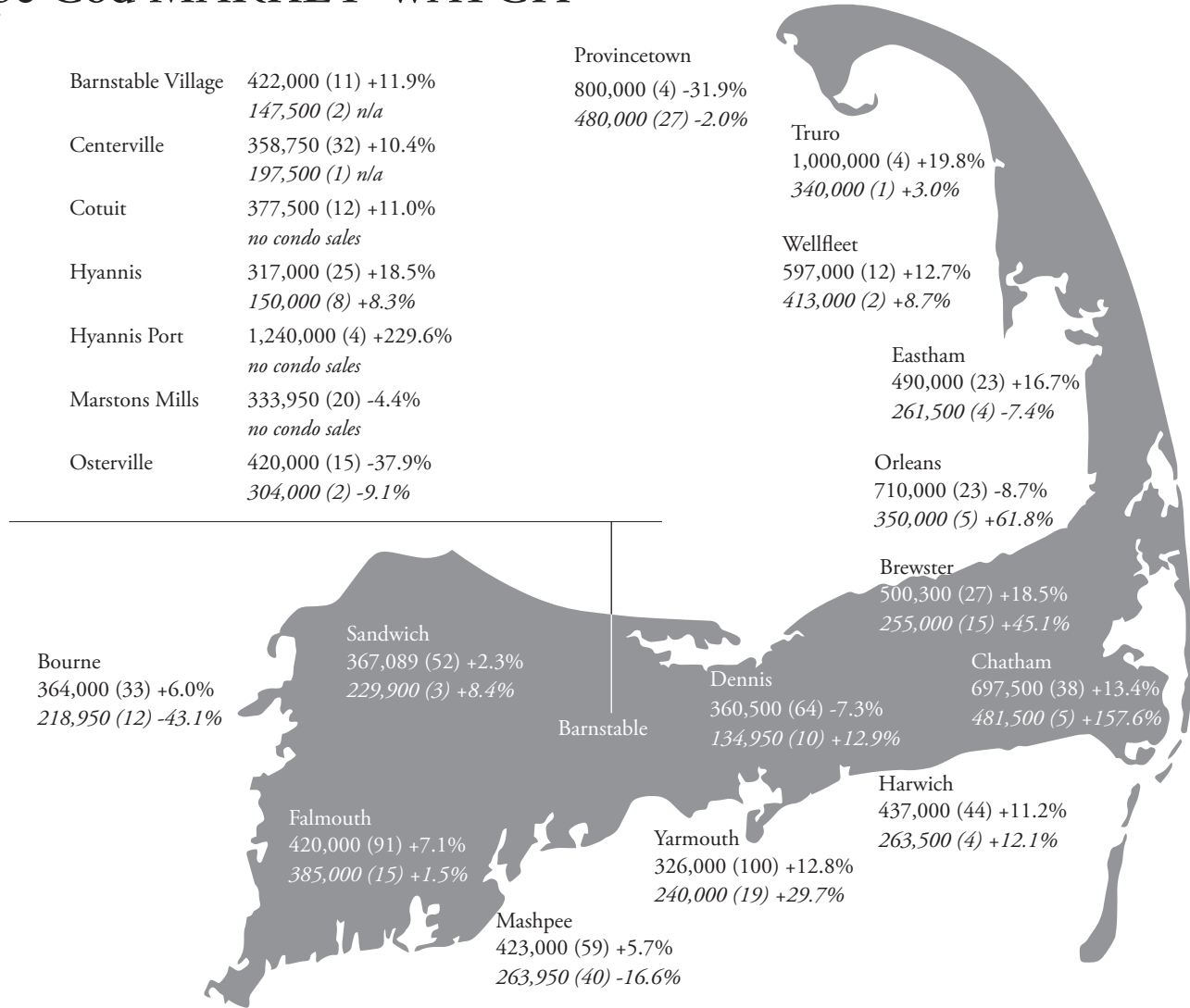
Cape Cod Condominiums	2017	2018	% Change
Sales	180	178	- 1.1
Volume	\$57.7M	\$64.0M	+ 10.9
Average Sale Price	\$308,312	\$346,980	+ 12.5
Median Sale Price	\$249,500	\$276,250	+ 10.7
Days On Market	152	112	- 26.3

Cape Cod Single Family Sales	2017	2018	% Change
Sales	810	706	- 12.8
Volume	\$435.8M	\$419.2M	- 3.8%
Average Sale Price	\$509,553	\$559,229	+ 9.8
Median Sale Price	\$374,750	\$405,000	+ 8.1
Days On Market	147	125	- 15.0

Cape Cod Land	2017	2018	% Change
Sales	50	42	- 16.7
Volume	\$13.1M	\$11.6M	- 11.7
Average Sale Price	\$236,912	\$246,223	+ 3.9
Median Sale Price	\$212,500	\$175,000	- 17.6
Days On Market	426	372	- 12.7

Residential Sales Distribution	2017	2018	% Change
Under \$350,000	468	379	- 19.0
350,000 – 499,999	285	245	- 14.0
500,000 – 749,999	132	163	+ 23.5
750,000- 999,999	54	56	+ 3.7
\$1 Million+	64	61	- 4.7

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This graphic displays median sale price and number of sales with percentage change in median sale price from 2017. Barnstable County (single family, *condominiums*) sales are also shown through first quarter 2018.

