

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

NOVEMBER
2024

CAPE COD

MASSACHUSETTS

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | OCTOBER 2024

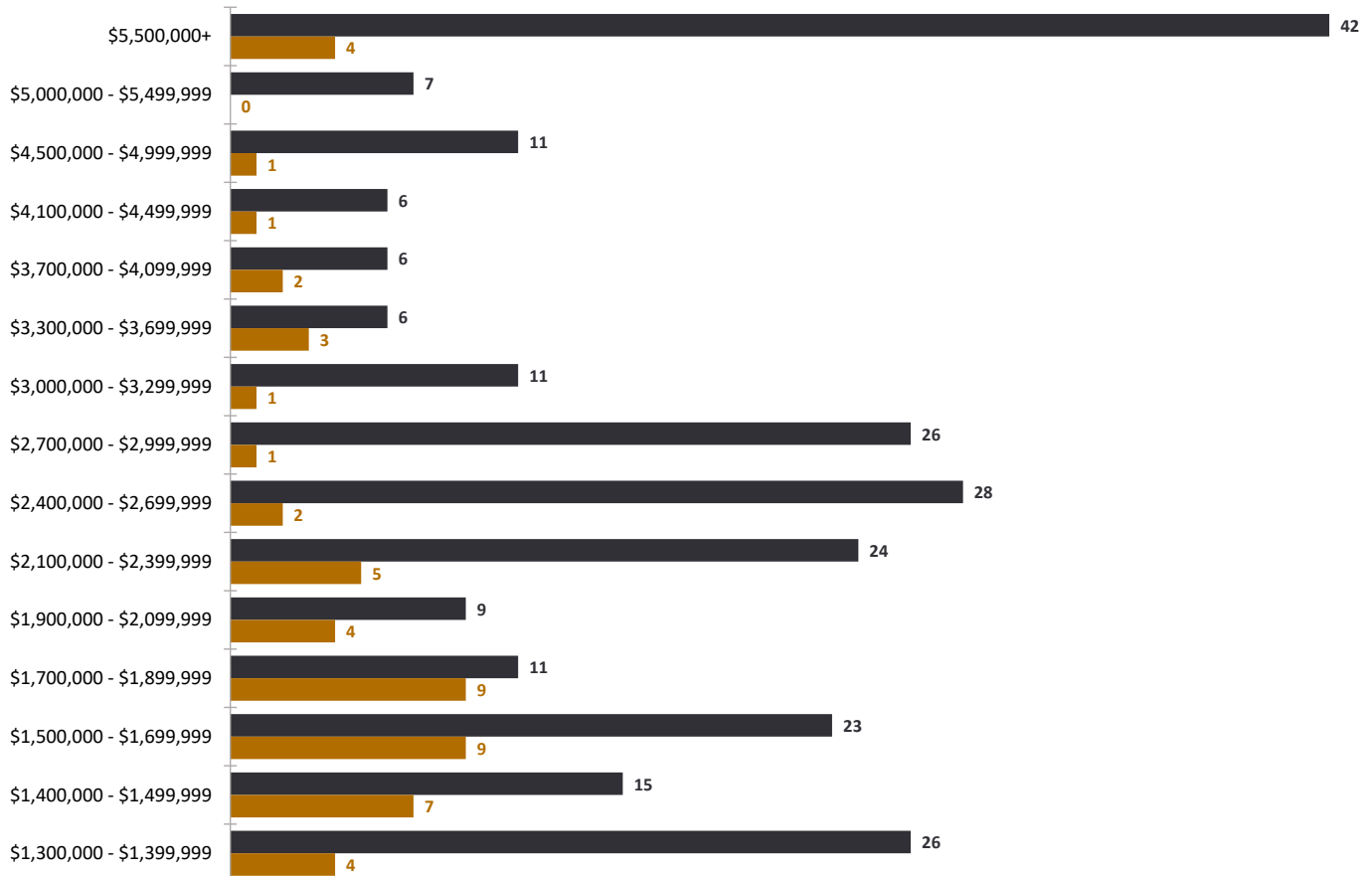
Total Inventory: **251**

Total Sales: **53**

Total Sales Ratio²: **21%**

Seller's Market

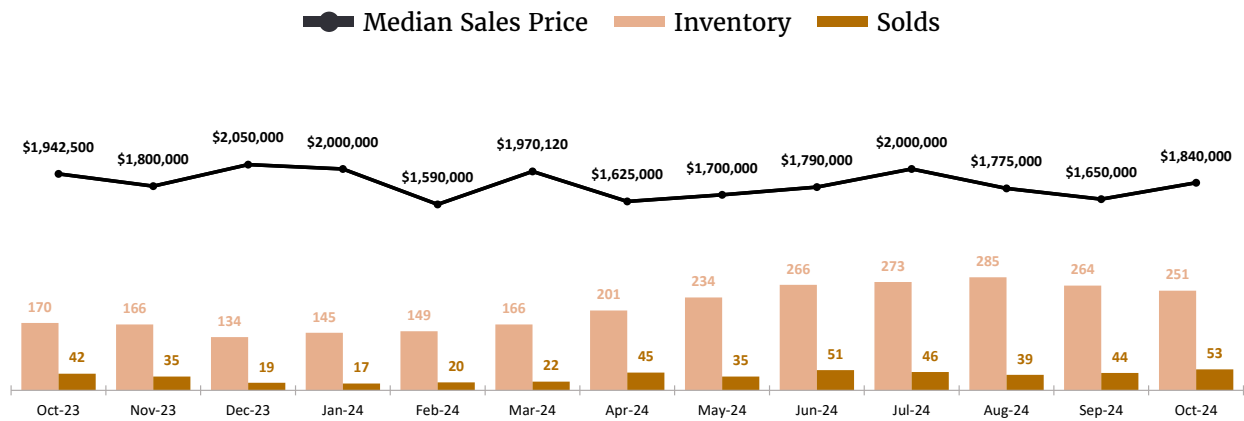
Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,490,025	3	3	8	28	29%
2,000 - 2,999	\$1,840,000	4	3	25	68	37%
3,000 - 3,999	\$1,972,500	4	4	6	71	8%
4,000 - 4,999	\$2,570,000	5	6	9	35	26%
5,000 - 5,999	\$2,732,500	4	5	2	25	8%
6,000+	\$7,850,000	8	8	3	24	13%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS[®] data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | OCTOBER

TOTAL INVENTORY

Oct. 2023 Oct. 2024
170 **251**

VARIANCE: **48%**

TOTAL SOLDS

Oct. 2023 Oct. 2024
42 **53**

VARIANCE: **26%**

SALES PRICE

Oct. 2023 Oct. 2024
\$1.94m **\$1.84m**

VARIANCE: **-5%**

SALE PRICE PER SQFT.

Oct. 2023 Oct. 2024
\$727 **\$724**

VARIANCE: **0%**

SALE TO LIST PRICE RATIO

Oct. 2023 Oct. 2024
97.92% **97.10%**

VARIANCE: **-1%**

DAYS ON MARKET

Oct. 2023 Oct. 2024
35 **45**

VARIANCE: **29%**

CAPE COD MARKET SUMMARY | OCTOBER 2024

- The single-family luxury market is a **Seller's Market** with a **21% Sales Ratio**.
- Homes sold for a median of **97.10% of list price** in October 2024.
- The most active price band is **\$1,700,000-\$1,899,999**, where the sales ratio is **82%**.
- The median luxury sales price for single-family homes is **\$1,840,000**.
- The median days on market for October 2024 was **45** days, up from **35** in October 2023.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

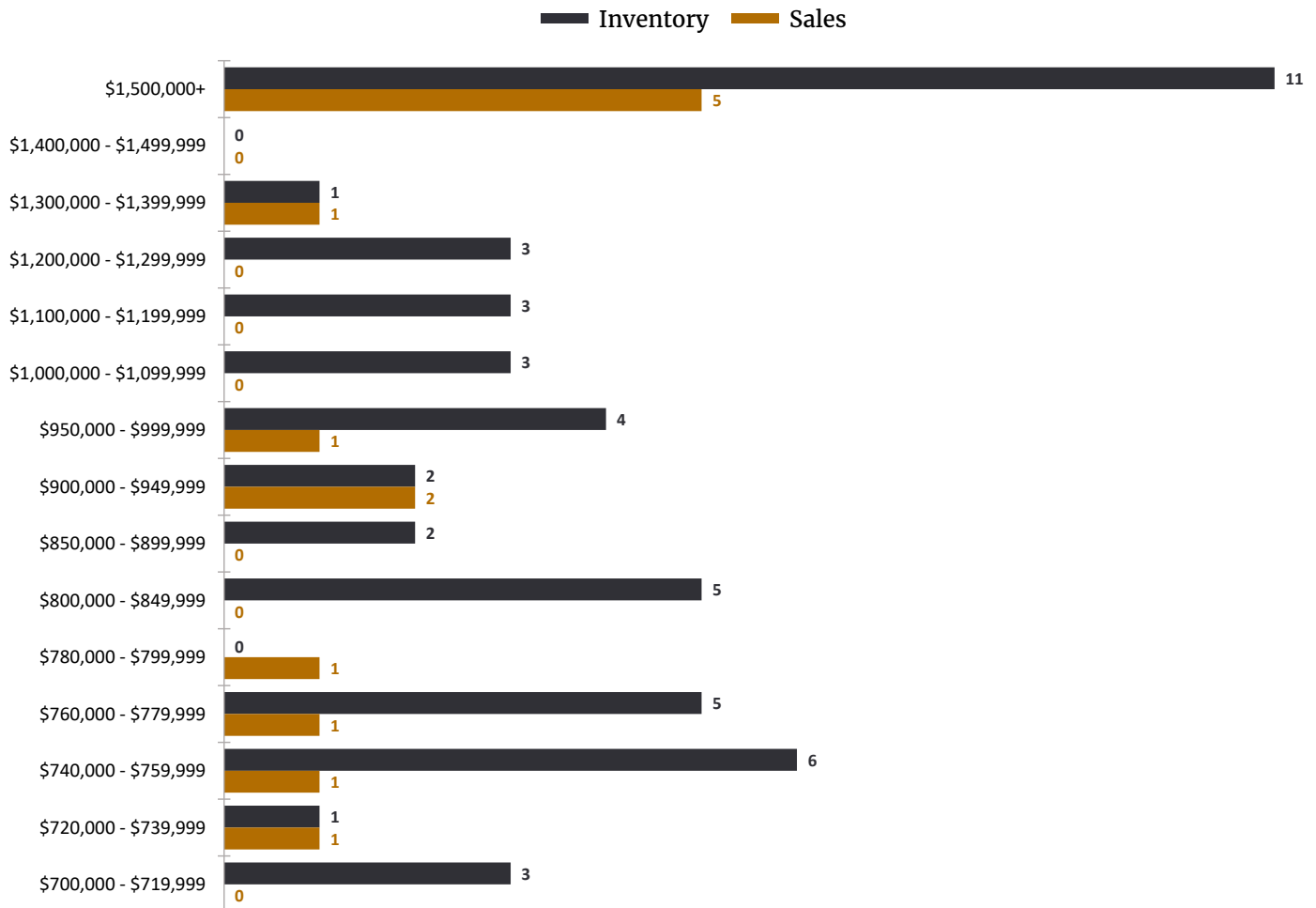
LUXURY INVENTORY VS. SALES | OCTOBER 2024

Total Inventory: **49**

Total Sales: **13**

Total Sales Ratio²: **27%**

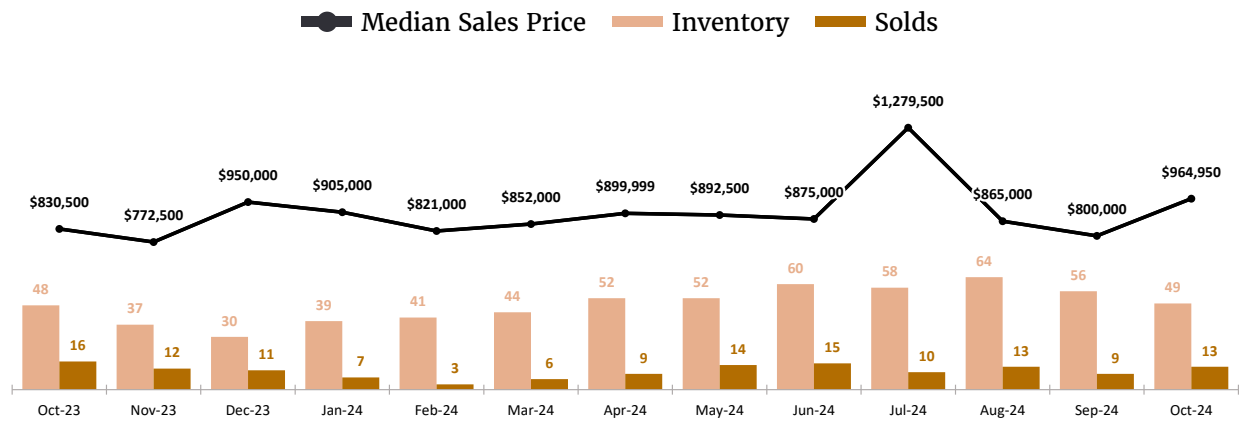
Seller's Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 499	NA	NA	NA	0	3	0%
500 - 999	\$925,000	2	1	3	8	38%
1,000 - 1,499	\$1,650,000	2	3	2	14	14%
1,500 - 1,999	\$740,000	2	4	3	12	25%
2,000 - 2,499	\$1,305,000	3	4	2	7	29%
2,500+	\$2,450,000	3	3	3	5	60%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS[®] data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | OCTOBER

TOTAL INVENTORY

Oct. 2023 Oct. 2024
48 **49**

VARIANCE: **2%**

TOTAL SOLDS

Oct. 2023 Oct. 2024
16 **13**

VARIANCE: **-19%**

SALES PRICE

Oct. 2023 Oct. 2024
\$831k **\$965k**

VARIANCE: **16%**

SALE PRICE PER SQFT.

Oct. 2023 Oct. 2024
\$524 **\$856**

VARIANCE: **63%**

SALE TO LIST PRICE RATIO

Oct. 2023 Oct. 2024
98.99% **98.25%**

VARIANCE: **-1%**

DAYS ON MARKET

Oct. 2023 Oct. 2024
22 **36**

VARIANCE: **64%**

CAPE COD MARKET SUMMARY | OCTOBER 2024

- The attached luxury market is a **Seller's Market** with a **27% Sales Ratio**.
- Homes sold for a median of **98.25% of list price** in October 2024.
- The most active price band is **\$900,000-\$949,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$964,950**.
- The median days on market for October 2024 was **36** days, up from **22** in October 2023.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.