

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JANUARY
2025

CAPE COD

MASSACHUSETTS

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | DECEMBER 2024

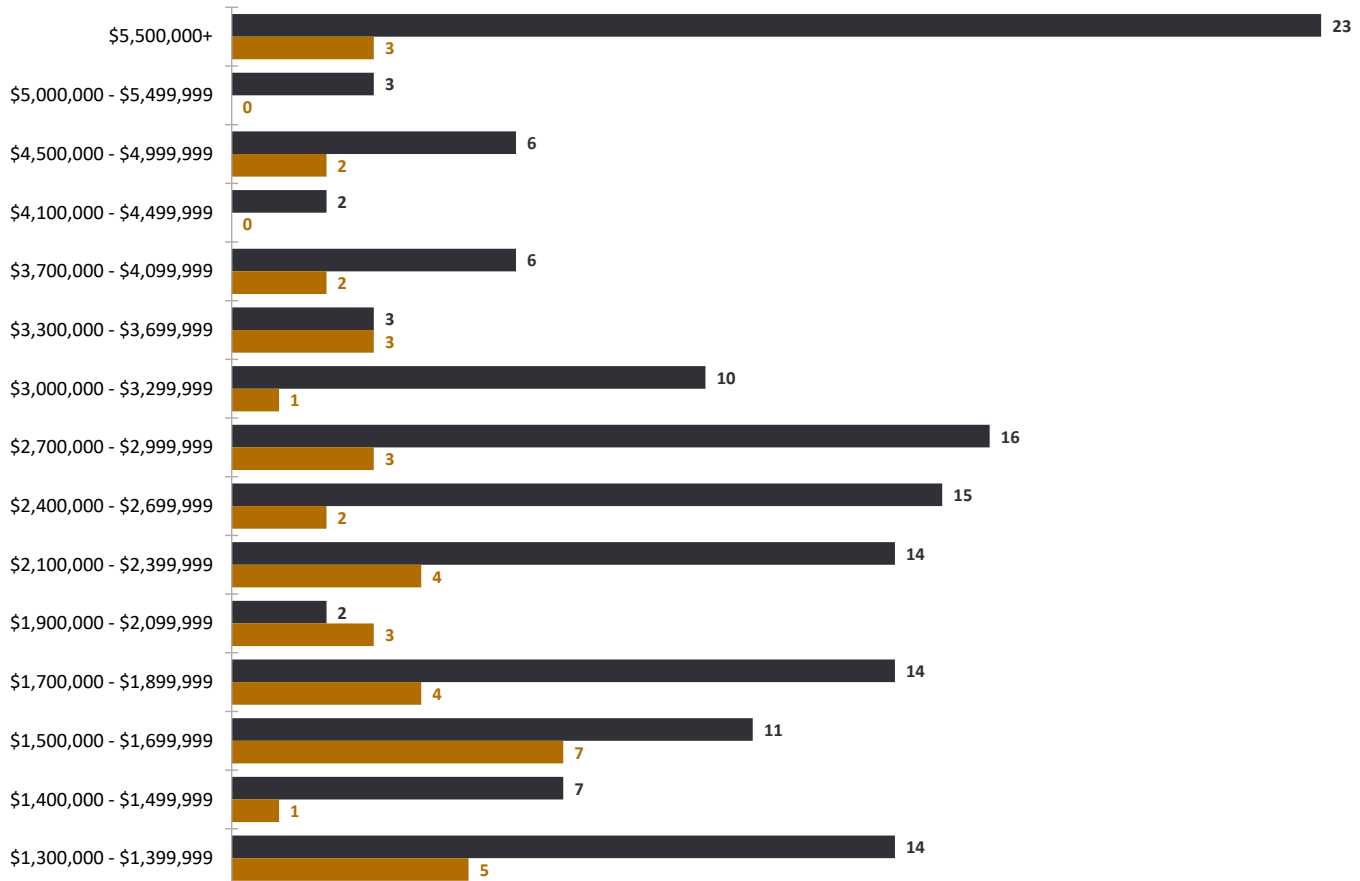
Total Inventory: **146**

Total Sales: **40**

Total Sales Ratio²: **27%**

Seller's Market

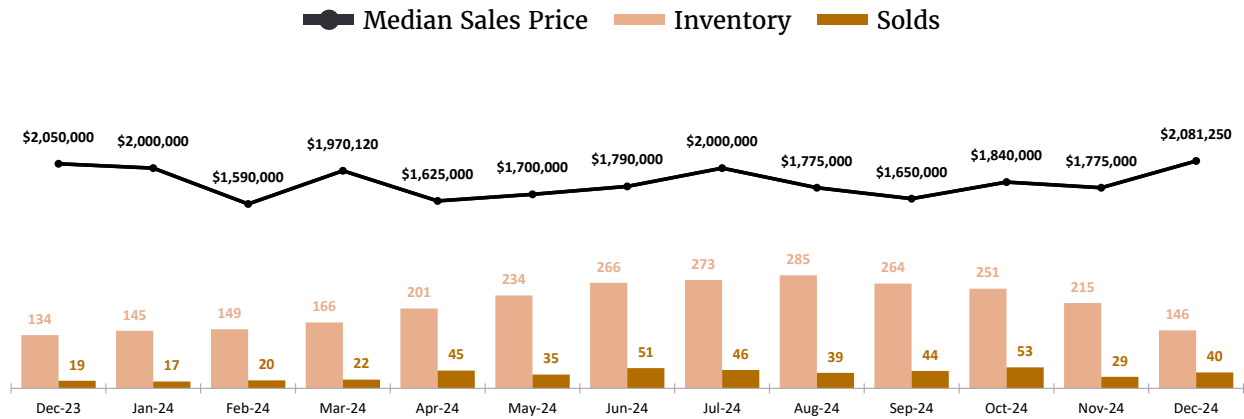
Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,717,500	3	3	6	19	32%
2,000 - 2,999	\$1,700,000	3	4	15	36	42%
3,000 - 3,999	\$2,062,500	4	4	7	39	18%
4,000 - 4,999	\$2,897,500	4	5	4	21	19%
5,000 - 5,999	\$3,555,000	6	6	6	11	55%
6,000+	\$7,700,313	6	8	2	20	10%

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 | DECEMBER

TOTAL INVENTORY

Dec. 2023 Dec. 2024
134 **146**

VARIANCE: **9%**

TOTAL SOLDS

Dec. 2023 Dec. 2024
19 **40**

VARIANCE: **111%**

SALES PRICE

Dec. 2023 Dec. 2024
\$2.05m **\$2.08m**

VARIANCE: **2%**

SALE PRICE PER SQFT.

Dec. 2023 Dec. 2024
\$855 **\$723**

VARIANCE: **-15%**

SALE TO LIST PRICE RATIO

Dec. 2023 Dec. 2024
98.84% **95.65%**

VARIANCE: **-3%**

DAYS ON MARKET

Dec. 2023 Dec. 2024
24 **93**

VARIANCE: **288%**

CAPE COD MARKET SUMMARY | DECEMBER 2024

- The single-family luxury market is a **Seller's Market** with a **27% Sales Ratio**.
- Homes sold for a median of **95.65% of list price** in December 2024.
- The most active price band is **\$1,900,000-\$2,099,999**, where the sales ratio is **150%**.
- The median luxury sales price for single-family homes is **\$2,081,250**.
- The median days on market for December 2024 was **93** days, up from **24** in December 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.

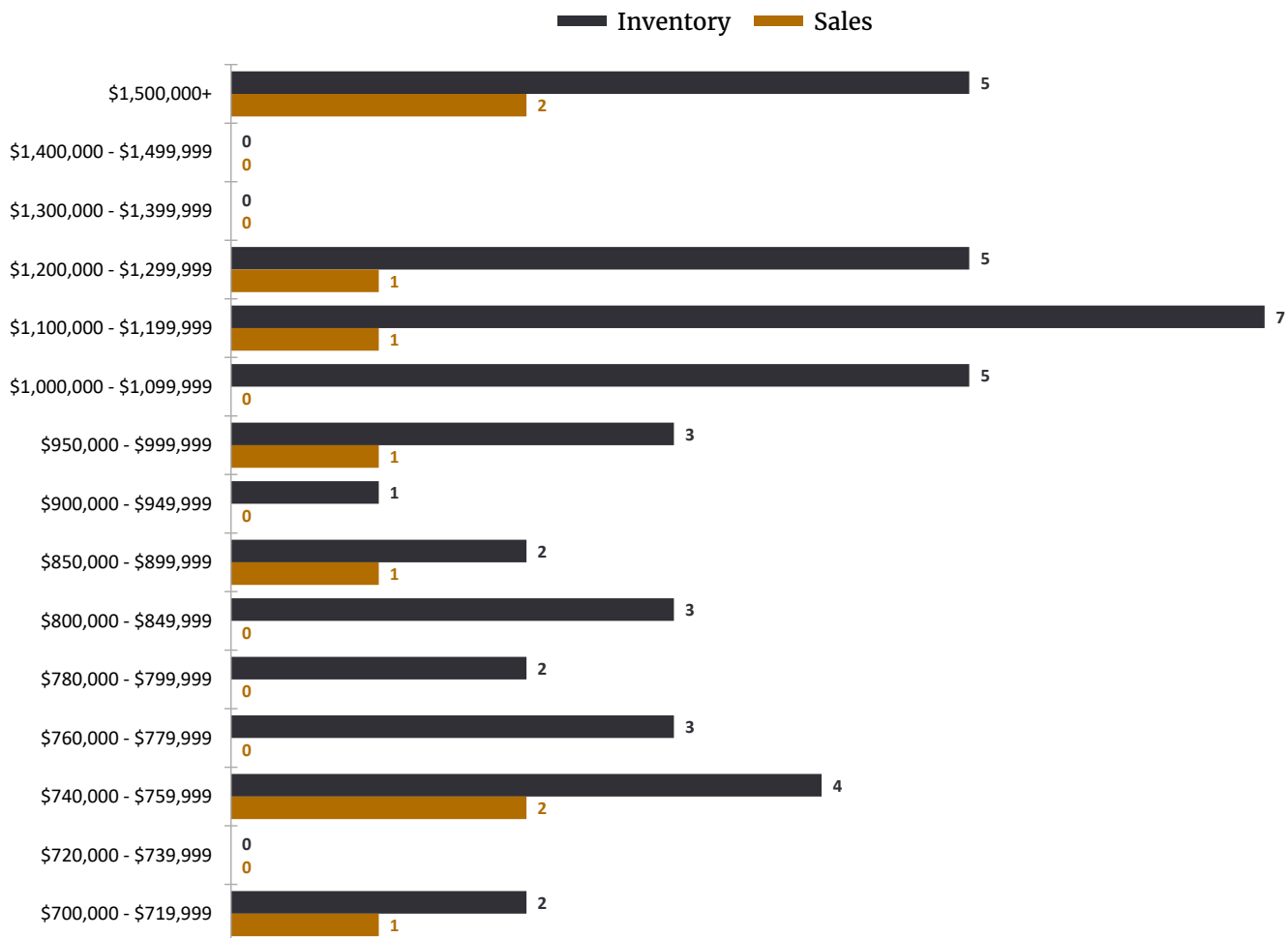
LUXURY INVENTORY VS. SALES | DECEMBER 2024

Total Inventory: **42**

Total Sales: **9**

Total Sales Ratio²: **21%**

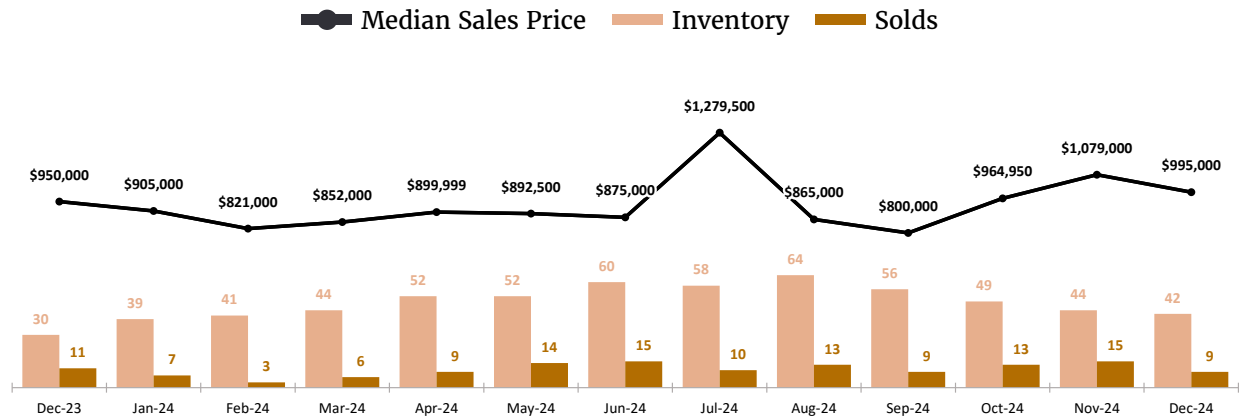
Seller's Market



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	7	0%
500 - 999	\$1,005,000	2	2	2	8	25%
1,000 - 1,499	\$975,500	2	3	2	9	22%
1,500 - 1,999	\$1,285,000	3	3	2	11	18%
2,000 - 2,499	\$1,375,000	3	4	2	4	50%
2,500+	\$715,000	2	4	1	3	33%

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 | DECEMBER

TOTAL INVENTORY

Dec. 2023 Dec. 2024
30 **42**

VARIANCE: **40%**

TOTAL SOLDS

Dec. 2023 Dec. 2024
11 **9**

VARIANCE: **-18%**

SALES PRICE

Dec. 2023 Dec. 2024
\$950k **\$995k**

VARIANCE: **5%**

SALE PRICE PER SQFT.

Dec. 2023 Dec. 2024
\$606 **\$820**

VARIANCE: **35%**

SALE TO LIST PRICE RATIO

Dec. 2023 Dec. 2024
100.00% **98.44%**

VARIANCE: **-2%**

DAYS ON MARKET

Dec. 2023 Dec. 2024
21 **60**

VARIANCE: **186%**

CAPE COD MARKET SUMMARY | DECEMBER 2024

- The attached luxury market is a **Seller's Market** with a **21% Sales Ratio**.
- Homes sold for a median of **98.44% of list price** in December 2024.
- The most active price band is **\$740,000-\$759,999**, where the sales ratio is **50%**.
- The median luxury sales price for attached homes is **\$995,000**.
- The median days on market for December 2024 was **60** days, up from **21** in December 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.