

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

DECEMBER
2024

CAPE COD

MASSACHUSETTS

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | NOVEMBER 2024

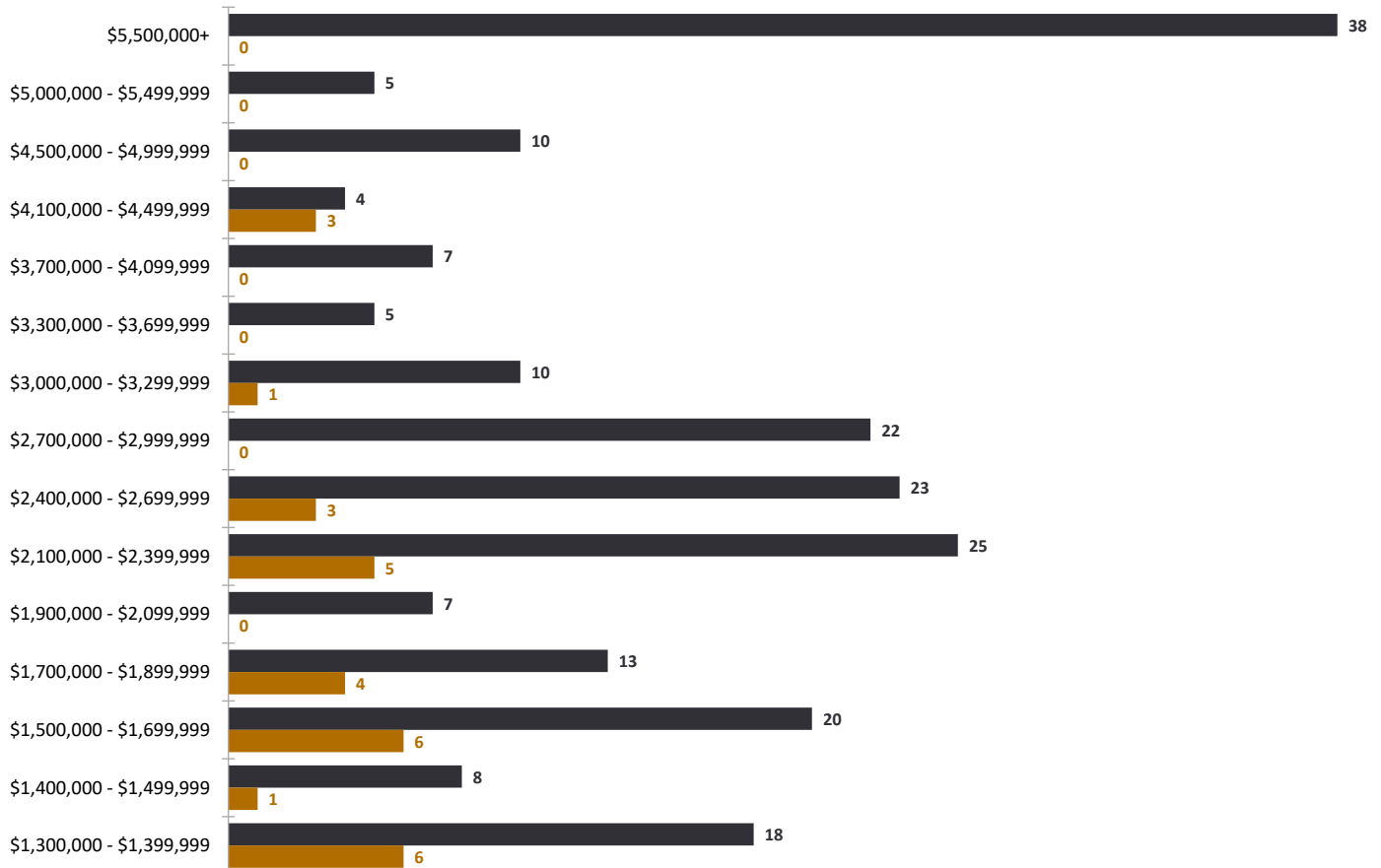
Total Inventory: **215**

Total Sales: **29**

Total Sales Ratio²: **13%**

Balanced Market

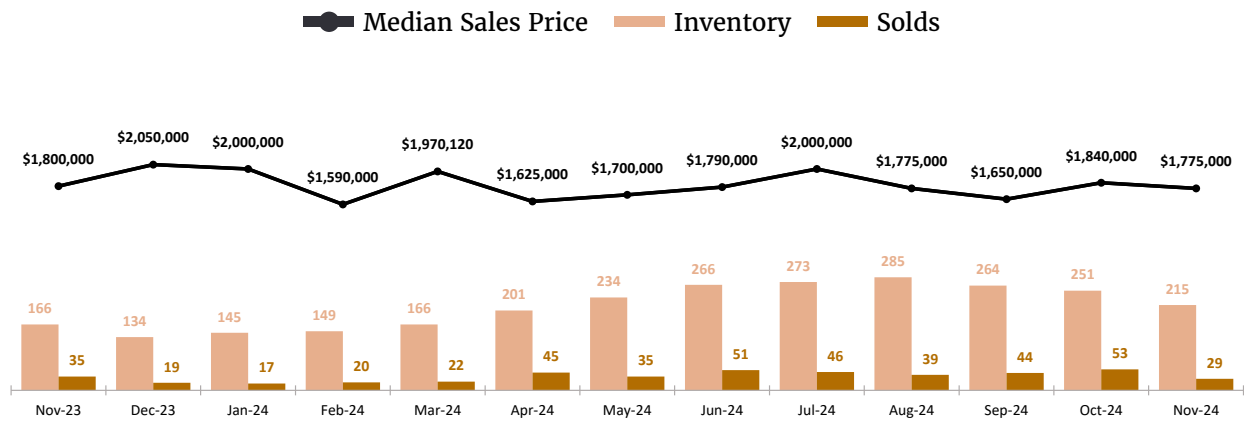
Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,550,000	3	2	5	25	20%
2,000 - 2,999	\$2,250,000	3	3	9	54	17%
3,000 - 3,999	\$1,895,000	4	4	11	60	18%
4,000 - 4,999	\$1,550,000	5	4	3	34	9%
5,000 - 5,999	\$1,350,000	3	4	1	19	5%
6,000+	NA	NA	NA	0	23	0%

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 | NOVEMBER

TOTAL INVENTORY

Nov. 2023 Nov. 2024

166 **215**

VARIANCE: **30%**

TOTAL SOLDS

Nov. 2023 Nov. 2024

35 **29**

VARIANCE: **-17%**

SALES PRICE

Nov. 2023 Nov. 2024

\$1.80m **\$1.78m**

VARIANCE: **-1%**

SALE PRICE PER SQFT.

Nov. 2023 Nov. 2024

\$675 **\$648**

VARIANCE: **-4%**

SALE TO LIST PRICE RATIO

Nov. 2023 Nov. 2024

100.00% **97.84%**

VARIANCE: **-2%**

DAYS ON MARKET

Nov. 2023 Nov. 2024

29 **37**

VARIANCE: **28%**

CAPE COD MARKET SUMMARY | NOVEMBER 2024

- The single-family luxury market is a **Balanced Market** with a **13% Sales Ratio**.
- Homes sold for a median of **97.84% of list price** in November 2024.
- The most active price band is **\$4,100,000-\$4,499,999**, where the sales ratio is **75%**.
- The median luxury sales price for single-family homes is **\$1,775,000**.
- The median days on market for November 2024 was **37** days, up from **29** in November 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 | NOVEMBER 2024

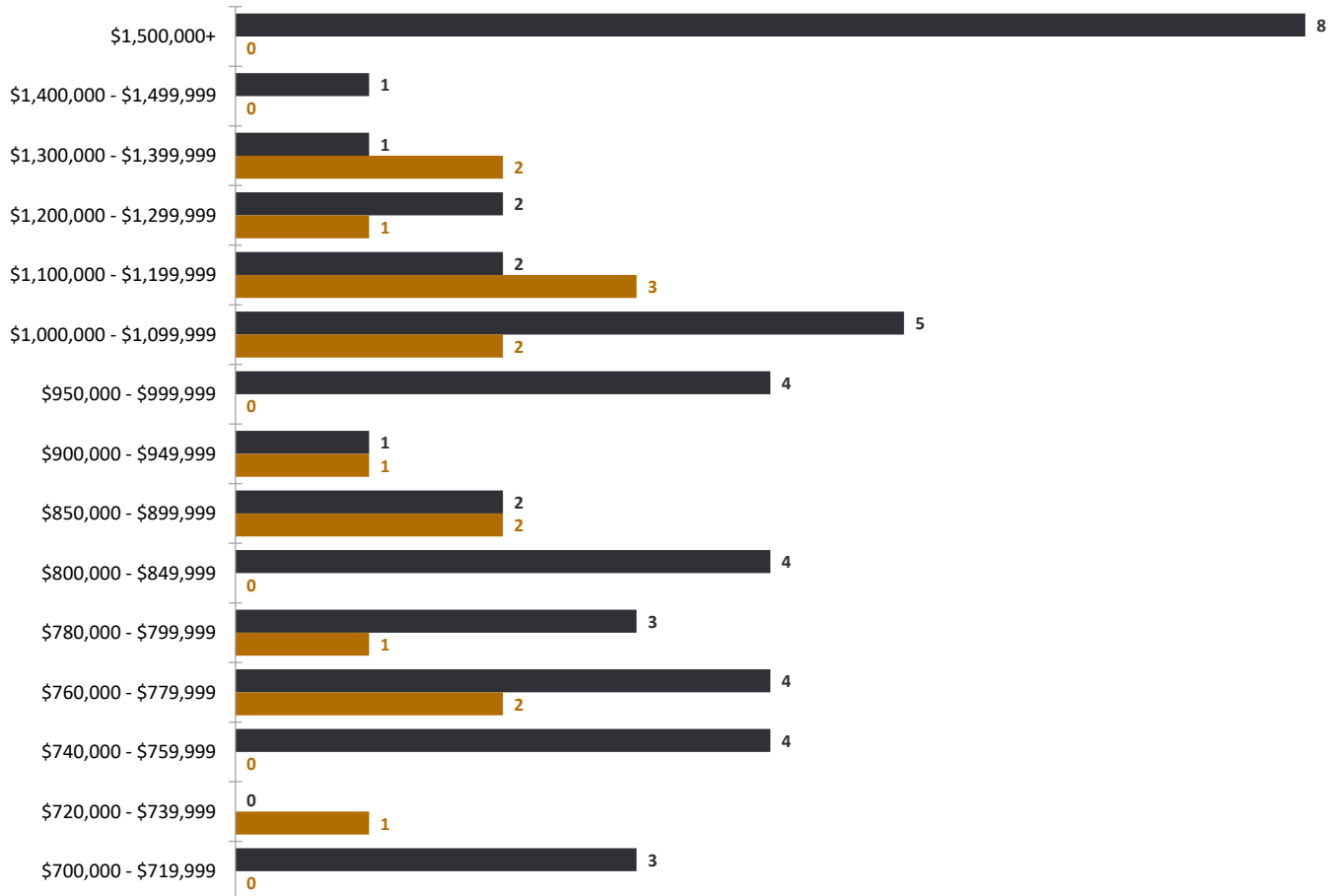
Total Inventory: **44**

Total Sales: **15**

Total Sales Ratio²: **34%**

Seller's Market

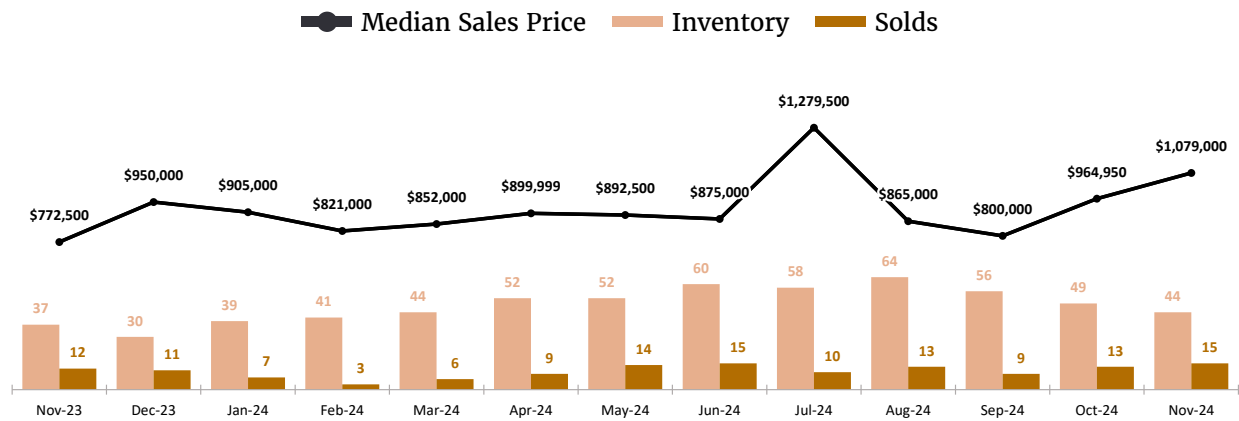
Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 499	NA	NA	NA	0	8	0%
500 - 999	\$905,000	2	2	5	4	125%
1,000 - 1,499	\$1,177,500	2	2	4	12	33%
1,500 - 1,999	\$775,000	2	3	3	12	25%
2,000 - 2,499	\$1,322,500	2	3	2	5	40%
2,500+	\$780,000	2	3	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 | NOVEMBER

TOTAL INVENTORY

Nov. 2023 Nov. 2024
37 **44**

VARIANCE: 19%

TOTAL SOLDS

Nov. 2023 Nov. 2024
12 **15**

VARIANCE: 25%

SALES PRICE

Nov. 2023 Nov. 2024
\$773k **\$1.08m**

VARIANCE: 40%

SALE PRICE PER SQFT.

Nov. 2023 Nov. 2024
\$533 **\$923**

VARIANCE: 73%

SALE TO LIST PRICE RATIO

Nov. 2023 Nov. 2024
100.00% **99.90%**

VARIANCE: 0%

DAYS ON MARKET

Nov. 2023 Nov. 2024
24 **58**

VARIANCE: 142%

CAPE COD MARKET SUMMARY | NOVEMBER 2024

- The attached luxury market is a **Seller's Market** with a **34% Sales Ratio**.
- Homes sold for a median of **99.90% of list price** in November 2024.
- The most active price band is **\$1,300,000-\$1,399,999**, where the sales ratio is **200%**.
- The median luxury sales price for attached homes is **\$1,079,000**.
- The median days on market for November 2024 was **58** days, up from **24** in November 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.