

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

APRIL  
2024

CAPE COD  

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MASSACHUSETTS

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

## LUXURY INVENTORY VS. SALES | MARCH 2024

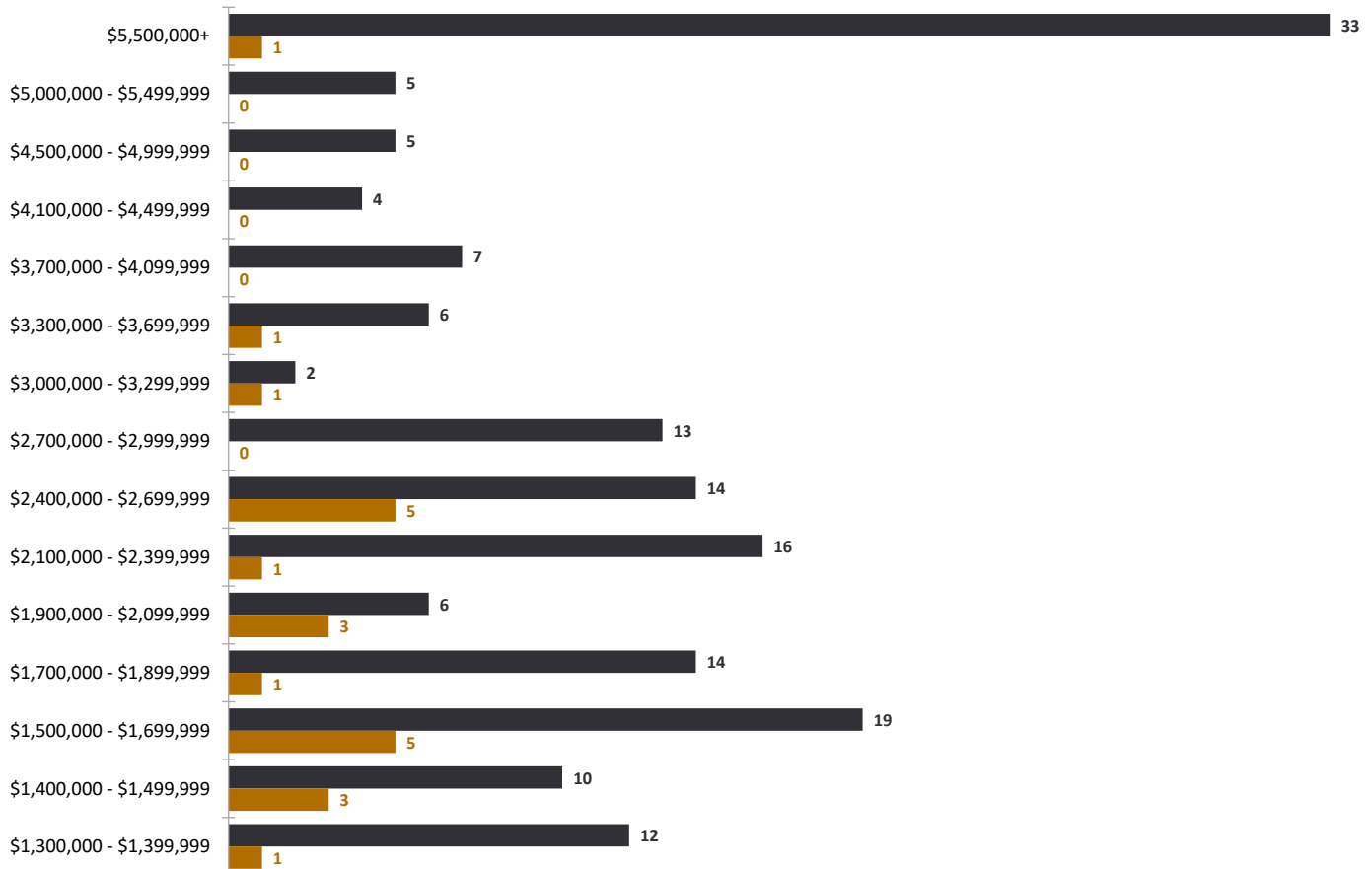
Total Inventory: **166**

Total Sales: **22**

Total Sales Ratio<sup>2</sup>: **13%**

Balanced Market

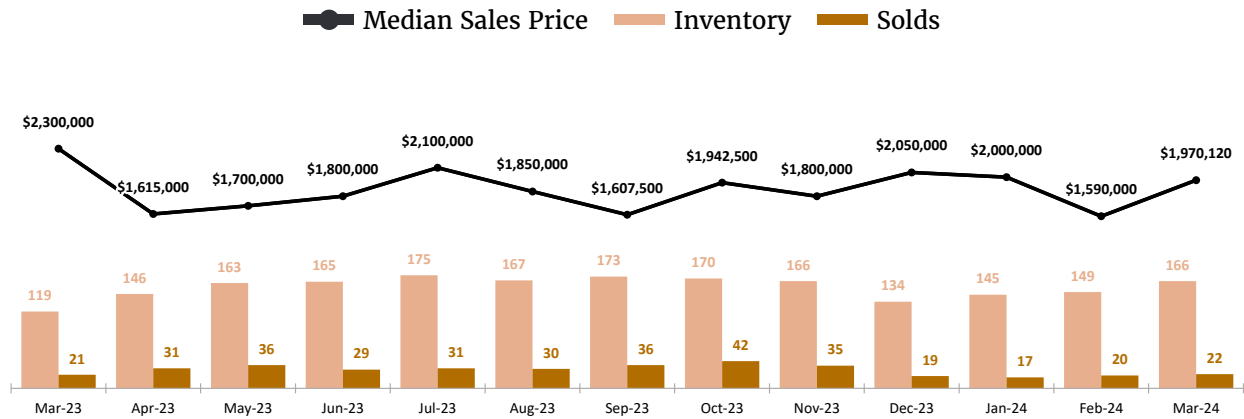
Inventory Sales



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,525,000	3	2	2	20	10%
2,000 - 2,999	\$1,795,000	3	3	7	44	16%
3,000 - 3,999	\$2,347,500	4	4	8	37	22%
4,000 - 4,999	\$2,015,240	4	4	5	30	17%
5,000 - 5,999	NA	NA	NA	0	14	0%
6,000+	NA	NA	NA	0	21	0%

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

## 13-MONTH LUXURY MARKET TREND<sup>4</sup>



## MEDIAN DATA REVIEW | MARCH

### TOTAL INVENTORY

Mar. 2023    Mar. 2024

**119**    **166**

VARIANCE: **39%**

### TOTAL SOLD

Mar. 2023    Mar. 2024

**21**    **22**

VARIANCE: **5%**

### SALES PRICE

Mar. 2023    Mar. 2024

**\$2.30m**    **\$1.97m**

VARIANCE: **-14%**

### SALE PRICE PER SQFT.

Mar. 2023    Mar. 2024

**\$804**    **\$674**

VARIANCE: **-16%**

### SALE TO LIST PRICE RATIO

Mar. 2023    Mar. 2024

**100.00%**    **99.68%**

VARIANCE: **0%**

### DAYS ON MARKET

Mar. 2023    Mar. 2024

**14**    **24**

VARIANCE: **71%**

## CAPE COD MARKET SUMMARY | MARCH 2024

- The single-family luxury market is a **Balanced Market** with a **13% Sales Ratio**.
- Homes sold for a median of **99.68% of list price** in March 2024.
- The most active price band is **\$1,900,000-\$2,099,999**, where the sales ratio is **50%**.
- The median luxury sales price for single-family homes is **\$1,970,120**.
- The median days on market for March 2024 was **24** days, up from **14** in March 2023.

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

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

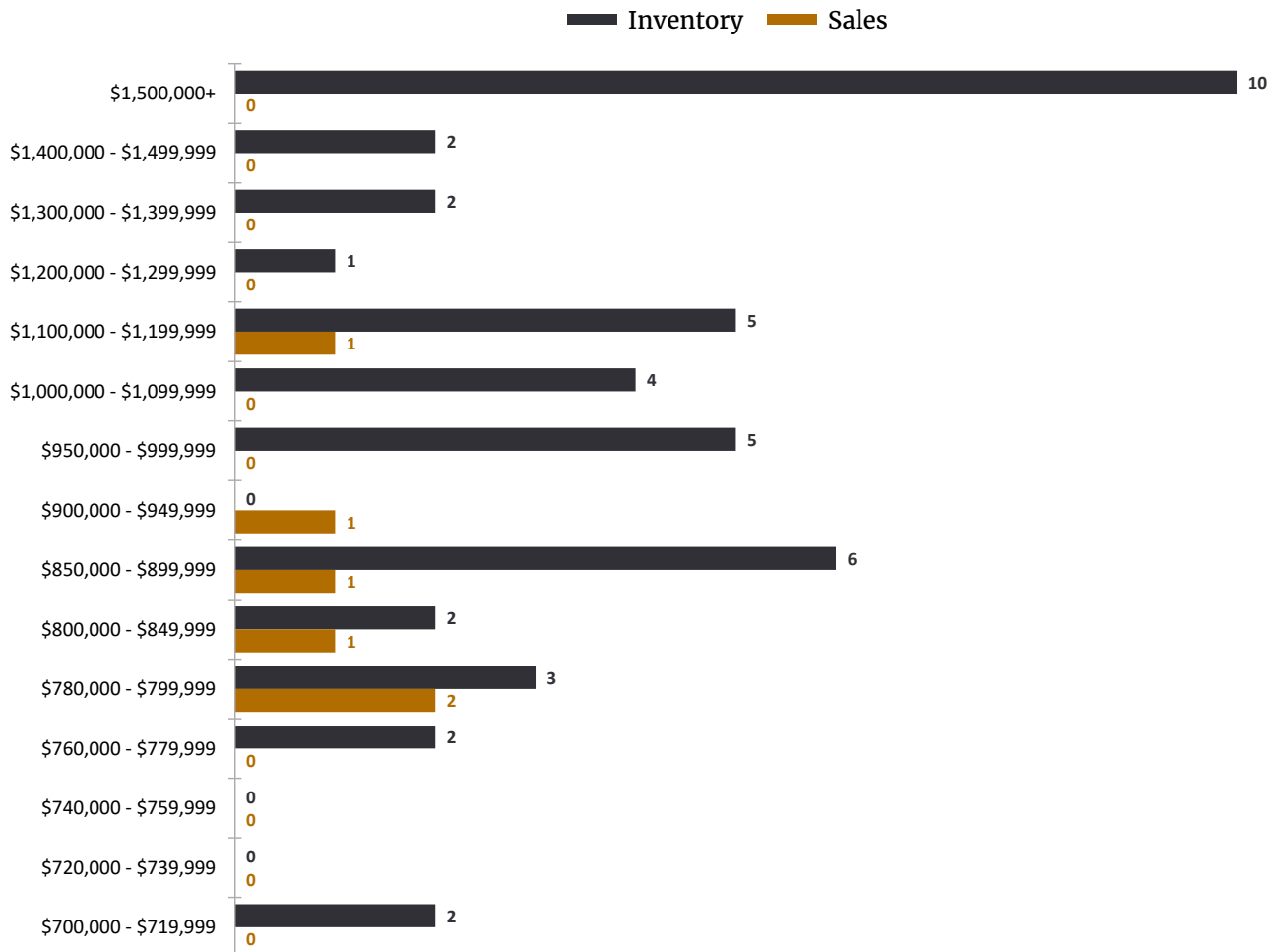
## LUXURY INVENTORY VS. SALES | MARCH 2024

Total Inventory: **44**

Total Sales: **6**

Total Sales Ratio<sup>2</sup>: **14%**

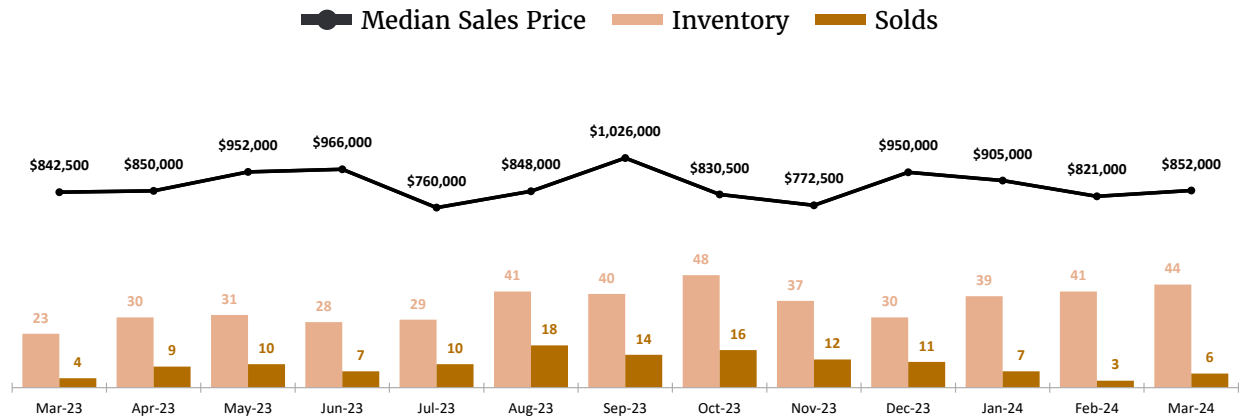
Balanced Market



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 499	NA	NA	NA	0	1	0%
500 - 999	\$865,000	1	1	1	5	20%
1,000 - 1,499	\$965,500	3	2	2	10	20%
1,500 - 1,999	\$949,000	3	3	1	12	8%
2,000 - 2,499	\$809,500	3	4	2	8	25%
2,500+	NA	NA	NA	0	8	0%

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

## 13-MONTH LUXURY MARKET TREND<sup>4</sup>



## MEDIAN DATA REVIEW | MARCH

### TOTAL INVENTORY

Mar. 2023    Mar. 2024  
**23**        **44**

VARIANCE: **91%**

### TOTAL SOLD

Mar. 2023    Mar. 2024  
**4**         **6**

VARIANCE: **50%**

### SALES PRICE

Mar. 2023    Mar. 2024  
**\$843k**    **\$852k**

VARIANCE: **1%**

### SALE PRICE PER SQFT.

Mar. 2023    Mar. 2024  
**\$831**       **\$547**

VARIANCE: **-34%**

### SALE TO LIST PRICE RATIO

Mar. 2023    Mar. 2024  
**100.61%**   **99.95%**

VARIANCE: **-1%**

### DAYS ON MARKET

Mar. 2023    Mar. 2024  
**21**         **19**

VARIANCE: **-10%**

## CAPE COD MARKET SUMMARY | MARCH 2024

- The attached luxury market is a **Balanced Market** with a **14% Sales Ratio**.
- Homes sold for a median of **99.95% of list price** in March 2024.
- The most active price band is **\$780,000-\$799,999**, where the sales ratio is **67%**.
- The median luxury sales price for attached homes is **\$852,000**.
- The median days on market for March 2024 was **19** days, down from **21** in March 2023.

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

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.