

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

AUGUST  
2023

CAPE COD  

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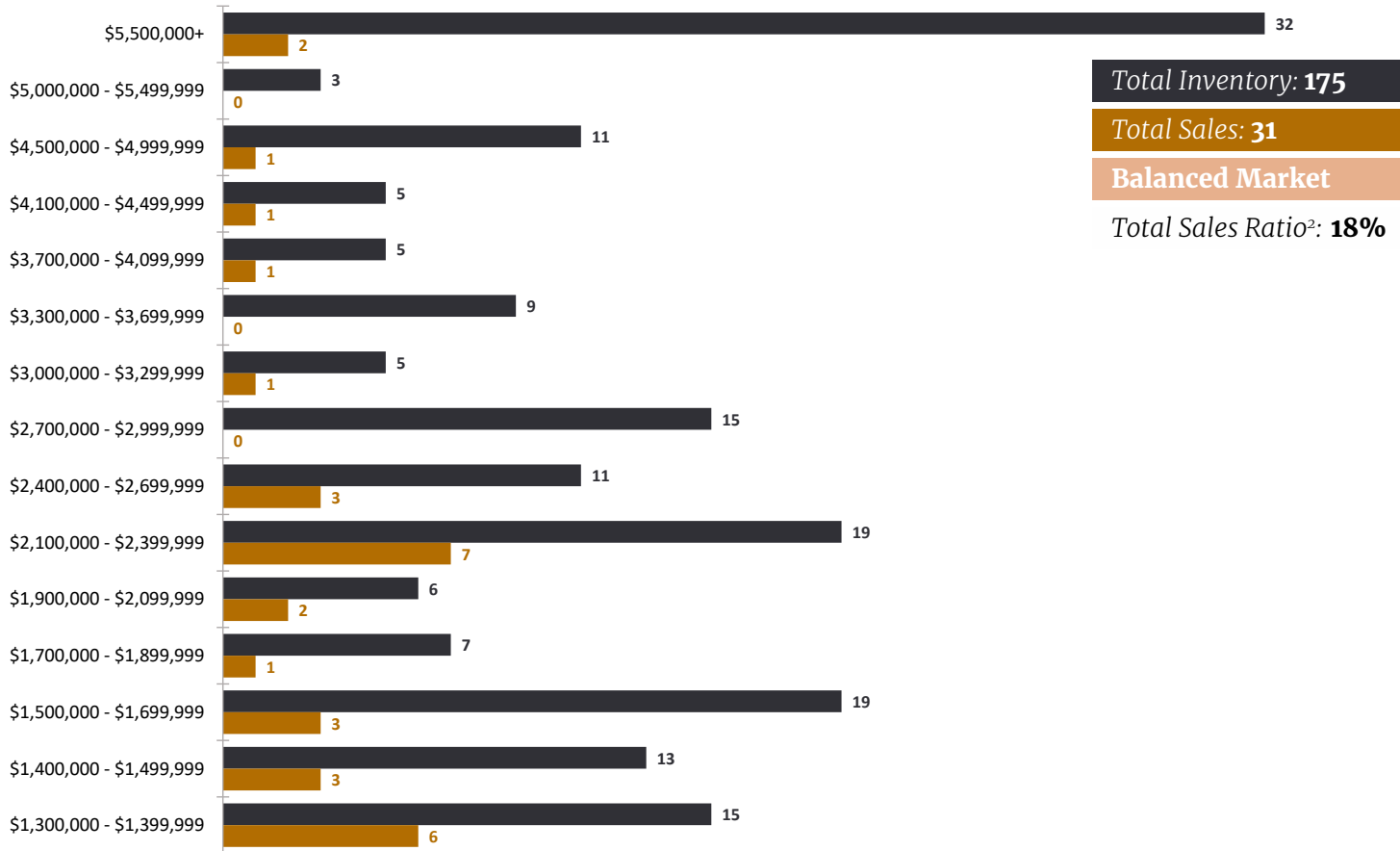
MASSACHUSETTS

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

### LUXURY INVENTORY VS. SALES | JULY 2023

Inventory Sales

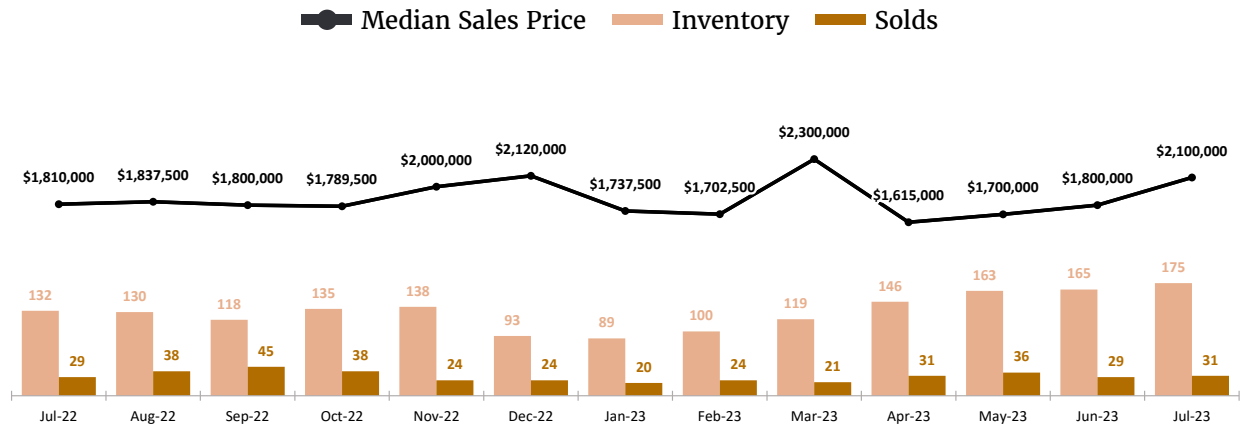
Luxury Benchmark Price<sup>1</sup>: **\$1,300,000**



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	\$1,677,000	4	2	7	28	25%
2,000 - 2,999	\$1,560,000	4	3	9	42	21%
3,000 - 3,999	\$2,325,000	4	4	7	50	14%
4,000 - 4,999	\$3,268,500	5	6	3	28	11%
5,000 - 5,999	\$7,045,000	6	6	2	4	50%
6,000+	\$2,300,000	7	7	3	23	13%

<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 < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

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



### MEDIAN DATA REVIEW | JULY

#### TOTAL INVENTORY

Jul. 2022 Jul. 2023  
132 175

VARIANCE: 33%

#### TOTAL SOLDS

Jul. 2022 Jul. 2023  
29 31

VARIANCE: 7%

#### SALES PRICE

Jul. 2022 Jul. 2023  
\$1.81m \$2.10m

VARIANCE: 16%

#### SALE PRICE PER SQFT.

Jul. 2022 Jul. 2023  
\$578 \$683

VARIANCE: 18%

#### SALE TO LIST PRICE RATIO

Jul. 2022 Jul. 2023  
100.00% 96.64%

VARIANCE: -3%

#### DAYS ON MARKET

Jul. 2022 Jul. 2023  
20 44

VARIANCE: 120%

### CAPE COD MARKET SUMMARY | JULY 2023

- The Cape Cod single-family luxury market is a **Balanced Market** with an **18% Sales Ratio**.
- Homes sold for a median of **96.64% of list price** in July 2023.
- The most active price band is **\$1,300,000-\$1,399,999**, where the sales ratio is **40%**.
- The median luxury sales price for single-family homes is **\$2,100,000**.
- The median days on market for July 2023 was **44** days, up from **20** in July 2022.

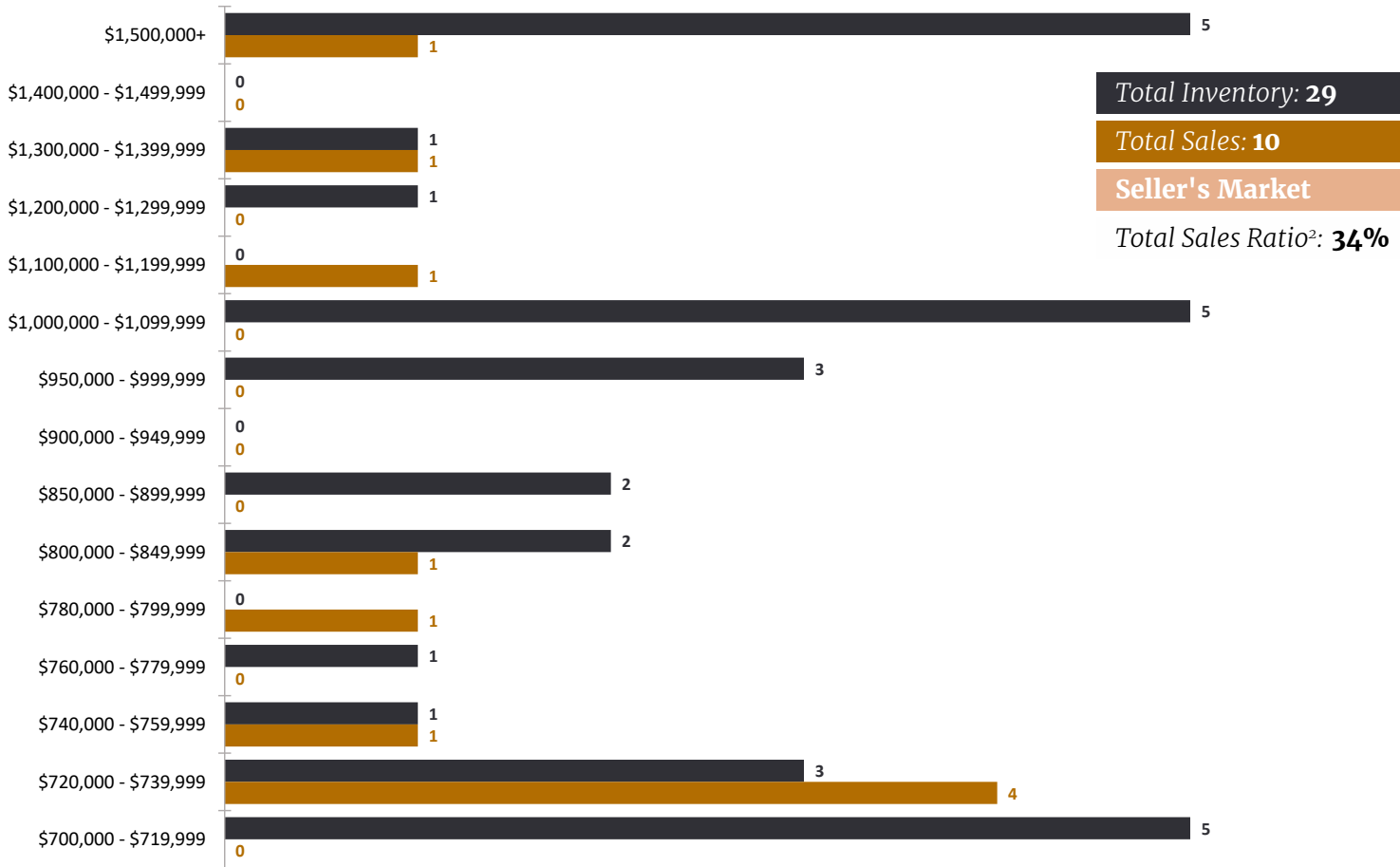
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

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

### LUXURY INVENTORY VS. SALES | JULY 2023

Inventory Sales

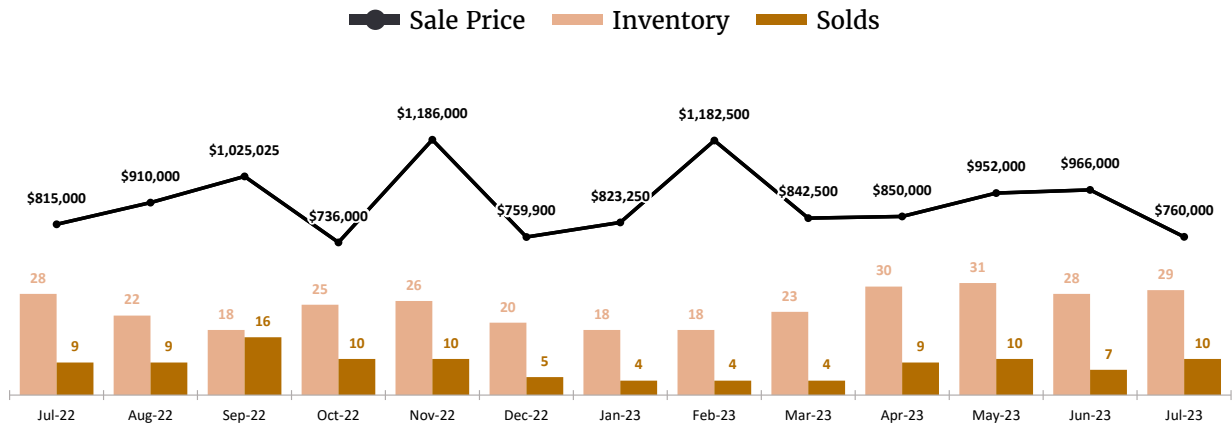
Luxury Benchmark Price<sup>1</sup>: **\$700,000**



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	\$732,000	2	1	2	5	40%
1,000 - 1,499	\$739,900	1	2	3	12	25%
1,500 - 1,999	\$840,000	3	3	3	7	43%
2,000 - 2,499	\$1,100,000	2	3	1	3	33%
2,500+	\$1,312,500	3	2	1	1	100%

<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 < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

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



### MEDIAN DATA REVIEW | JULY

#### TOTAL INVENTORY

Jul. 2022 Jul. 2023

28 29

VARIANCE: 4%

#### TOTAL SOLDS

Jul. 2022 Jul. 2023

9 10

VARIANCE: 11%

#### SALES PRICE

Jul. 2022 Jul. 2023

\$815k \$760k

VARIANCE: -7%

#### SALE PRICE PER SQFT.

Jul. 2022 Jul. 2023

\$538 \$538

VARIANCE: 0%

#### SALE TO LIST PRICE RATIO

Jul. 2022 Jul. 2023

100.00% 100.32%

VARIANCE: 0%

#### DAYS ON MARKET

Jul. 2022 Jul. 2023

19 82

VARIANCE: 332%

### CAPE COD MARKET SUMMARY | JULY 2023

- The Cape Cod attached luxury market is a **Seller's Market** with a **34% Sales Ratio**.
- Homes sold for a median of **100.32% of list price** in July 2023.
- The most active price band is **\$720,000-\$739,999**, where the sales ratio is **133%**.
- The median luxury sales price for attached homes is **\$760,000**.
- The median days on market for July 2023 was **82** days, up from **19** in July 2022.

<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.