

## MAY 2025

# CAPE COD MASSACHUSETTS

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | APRIL 2025



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	\$1,675,000	3	2	9	38	24%
2,000 - 2,999	\$1,750,000	3	3	9	76	12%
3,000 - 3,999	\$2,325,000	4	4	9	66	14%
4,000 - 4,999	\$2,695,000	4	5	5	38	13%
5,000 - 5,999	NA	NA	NA	0	25	0%
6,000+	\$4,700,000	5	7	1	23	4%

<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.

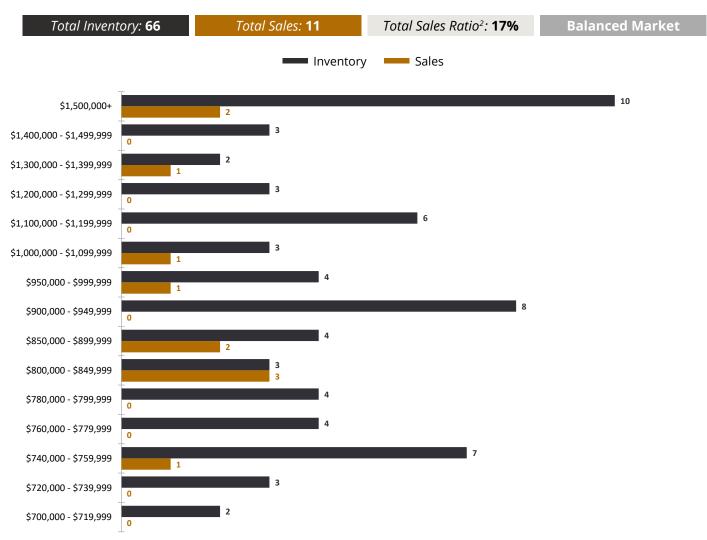


#### CAPE COD MARKET SUMMARY | APRIL 2025

- The single-family luxury market is a **Balanced Market** with a **12% Sales Ratio**.
- Homes sold for a median of **96.88% of list price** in April 2025.
- The most active price band is **\$3,000,000-\$3,299,999**, where the sales ratio is **30%**.
- The median luxury sales price for single-family homes is \$2,025,000.
- The median days on market for April 2025 was **26** days, down from **37** in April 2024.

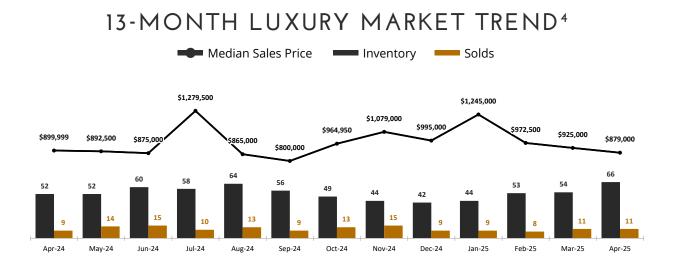
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed. <sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | APRIL 2025



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	\$847,000	1	1	1	9	11%
500 - 999	\$879,000	2	2	3	15	20%
1,000 - 1,499	\$1,525,500	2	3	2	9	22%
1,500 - 1,999	\$1,045,000	3	3	1	17	6%
2,000 - 2,499	\$815,000	2	4	2	10	20%
2,500+	\$1,980,000	3	4	2	6	33%

<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.



#### MEDIAN DATA REVIEW | APRIL



#### CAPE COD MARKET SUMMARY | APRIL 2025

- The attached luxury market is a **Balanced Market** with a **17% Sales Ratio**.
- Homes sold for a median of **99.90% of list price** in April 2025.
- The most active price band is **\$800,000-\$849,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$879,000**.
- The median days on market for April 2025 was **41** days, up from **23** in April 2024.

<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.