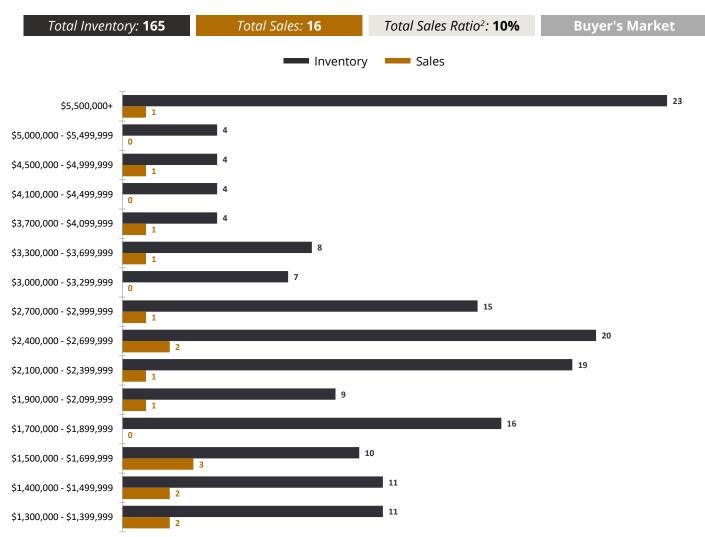


## MARCH 2025

# CAPE COD MASSACHUSETTS

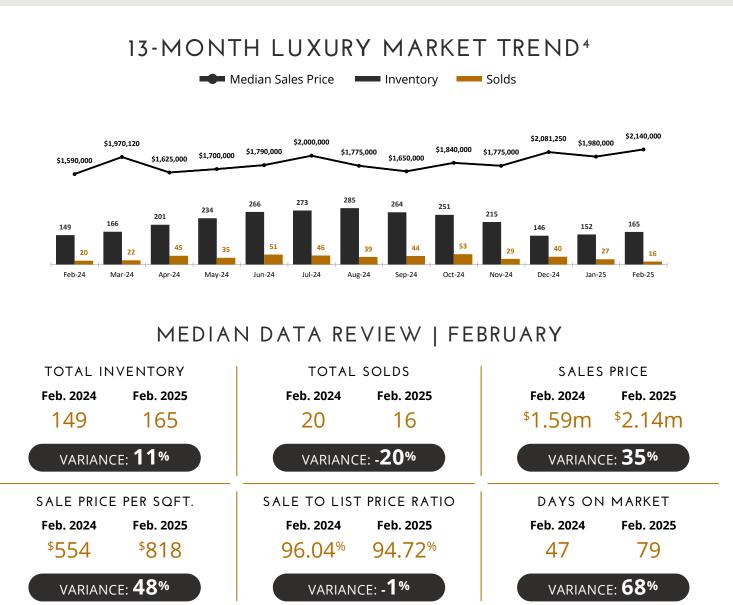
www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | FEBRUARY 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	\$1,580,000	3	3	3	20	15%
2,000 - 2,999	\$1,985,000	4	3	5	46	11%
3,000 - 3,999	\$1,955,000	4	4	4	47	9%
4,000 - 4,999	\$3,047,500	4	5	2	22	9%
5,000 - 5,999	\$5,525,000	6	6	2	10	20%
6,000+	NA	NA	NA	0	20	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.



#### CAPE COD MARKET SUMMARY | FEBRUARY 2025

- The single-family luxury market is a **Buyer's Market** with a **10% Sales Ratio**.
- Homes sold for a median of **94.72% of list price** in February 2025.
- The most active price band is **\$1,500,000-\$1,699,999**, where the sales ratio is **30%**.
- The median luxury sales price for single-family homes is \$2,140,000.
- The median days on market for February 2025 was **79** days, up from **47** in February 2024.

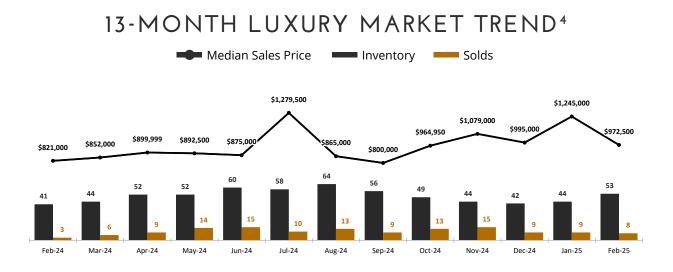
<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed. <sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

#### LUXURY INVENTORY VS. SALES | FEBRUARY 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	\$842,000	1	1	1	7	14%
500 - 999	\$1,100,000	2	1	3	10	30%
1,000 - 1,499	\$2,040,000	2	2	1	10	10%
1,500 - 1,999	\$847,500	3	4	2	15	13%
2,000 - 2,499	\$815,000	2	3	1	6	17%
2,500+	NA	NA	NA	0	5	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.



#### MEDIAN DATA REVIEW | FEBRUARY



#### CAPE COD MARKET SUMMARY | FEBRUARY 2025

- The attached luxury market is a **Balanced Market** with a **15% Sales Ratio**.
- Homes sold for a median of **97.19% of list price** in February 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 **\$972,500**.
- The median days on market for February 2025 was **39** days, down from **73** in February 2024.