

Cape Cod MARKET WATCH

Market Watch Recent Trends

Market Watch Report for Cape Cod, Year End 2018

The big story for 2018 is that Kinlin Grover sales continue to outpace the overall Cape Cod market, with sales volume topping \$1 billion for the first time ever, having increased by a significant 22% over 2017. While Cape Cod unit sales were down 3.6%, Kinlin Grover unit sales were up 12%. Sales prices continue to climb for all categories except land. In addition, the sales price distribution continues to skew towards the higher end, with the only decrease coming from sales less than \$350,000. Winter has been a mild one on Cape Cod this year, and Spring will be here before we know it, with a predictable increase in buyer activity. Make your home ready for sale, and get it listed now before the rush, or make that offer on your dream home ahead of everyone else!



Kinlin Grover Cape Cod Sales	2017	2018	% Change
Sales	1710	1916	+ 12.0
Volume	\$815.8M	\$1.00B	+ 22.0
Average Sale Price	\$474,732	\$523,651	+ 10.3
Median Sale Price	\$383,500	\$415,000	+ 8.2
Days On Market	118	97	- 17.7

CC High End Sales	2017	2018	% Change
Sales	419	396	- 5.4
Volume	\$741.7M	\$783.0M	+ 5.6
Average Sale Price	\$1.770M	\$1.977M	+ 11.6
Median Sale Price	\$1.43M	\$1.50M	+ 4.9
Days On Market	229	209	- 8.7

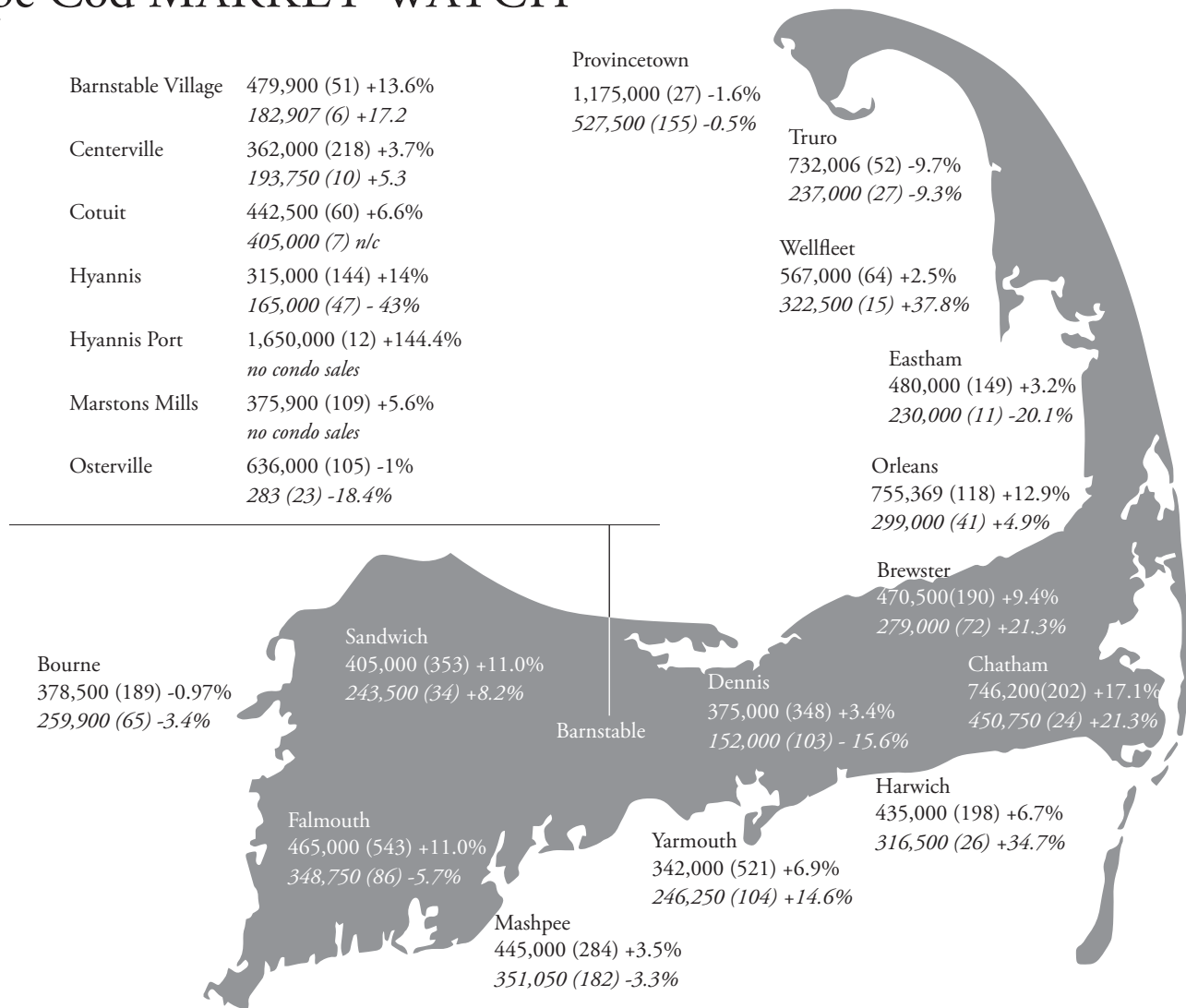
Cape Cod Condominiums	2017	2018	% Change
Sales	1077	1048	- 2.7
Volume	\$370.3M	\$364.4M	- 1.6
Average Sale Price	\$343,868	\$347,744	+ 1.1
Median Sale Price	\$277,000	\$295,000	+ 6.5
Days On Market	131	112	- 14.5

Cape Cod Single Family Sales	2017	2018	% Change
Sales	4247	4,092	- 3.6
Volume	\$2.32B	\$2.42B	+ 4.2
Average Sale Price	\$547,157	\$591,894	+ 8.1
Median Sale Price	\$400,000	\$425,000	+ 6.2
Days On Market	132	95	- 29.0

Cape Cod Land	2017	2018	% Change
Sales	220	191	- 13.0
Volume	\$64.8M	\$52.6M	- 18.8
Average Sale Price	\$294,546	\$275,609	- 6.4
Median Sale Price	\$195,000	\$191,500	- 1.8
Days On Market	311	274	- 11.9

Residential Sales Distribution	2017	2018	% Change
Under \$350,000	2364	1987	- 15.6
350,000 – 499,999	1561	1640	+ 5.0
500,000 – 749,999	966	1013	+ 4.8
750,000- 999,999	377	384	+ 1.8
\$1 Million+	494	499	+ 1.0

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This graphic displays median sale price and number of sales with percentage change in median sale price from 2017.

Barnstable County (single family, *condominiums*) sales are also shown through year end 2018.

