

CAPE COD MASSACHUSETTS

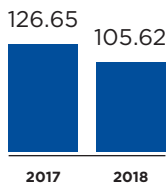
↑ 8.43%

AVERAGE SALES
PRICE FOR Q1
PERCENT CHANGE

2017 \$463,466.50
2018 \$502,550.52

Barnstable county

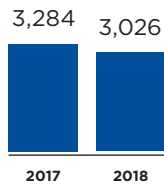
Average days on
market for Q1:



Average days on
market for
Q1 percent
change:

↓ 16.60%

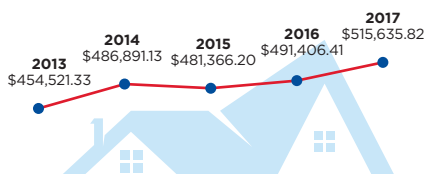
Units sold in Q1:



Units sold
in Q1 percent
change:

↓ 7.86%

AVERAGE RESIDENTIAL
SALE PRICE 2013-2017



Typical Buyer:



RETIREE
BUYERS

Type of Home in Greatest Demand:



SINGLE FAMILY

Current Market Dynamics:



SELLERS'
MARKET

Typical Seller:



MOVE-UP
SELLERS

Average time sellers
of homes under \$300,000
accepted an offer:

+/- 14 DAYS

RECOMMENDED
RENOVATIONS
FOR SELLERS:

- Renovated kitchen & bath(s)
- New furnace or AC unit

"MUST HAVE"
AMENITIES
FOR BUYERS:

- Walkable community
- Proximity to retail & restaurants
- Updated kitchen & bath(s)

TOP UP-AND-COMING
NEIGHBORHOODS:

Provincetown,
Truro, Wellfleet

Data and insight provided by RE/MAX INTEGRA, New England. Data reflects January – March 2018 and the same timeframe for 2017, except where indicated.

LUXURY MARKET



Average luxury sales price:

\$1,861,599.66

2018 MARKET
TRENDS REPORT

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