

CAPE COD SALES PRICE COMPARED TO ASKING PRICE

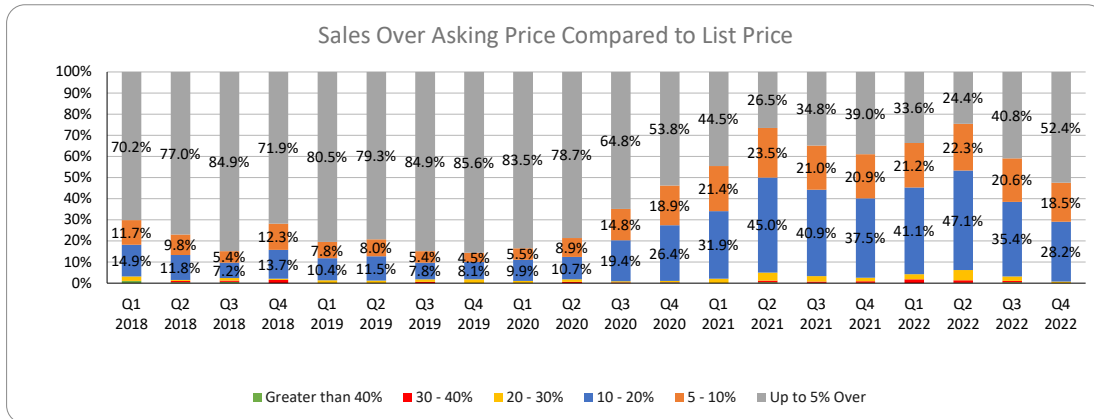
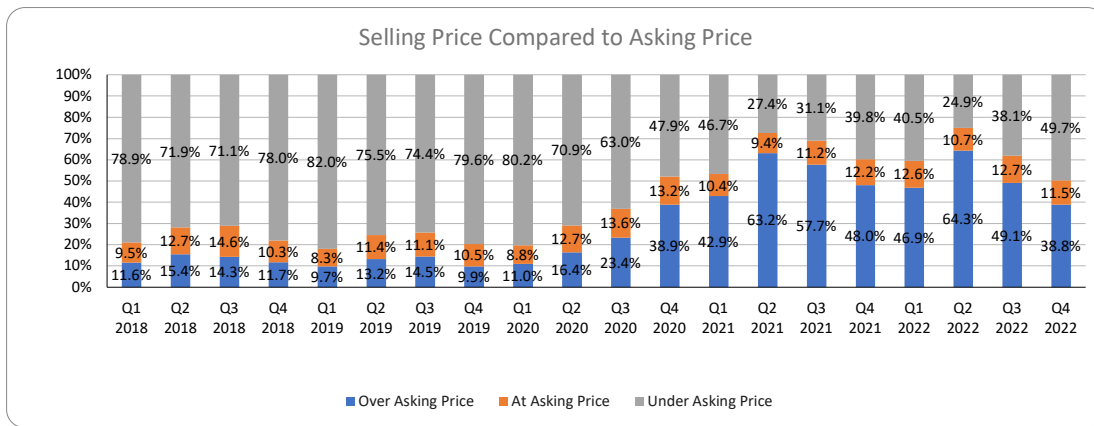
For the Period Ended November 30, 2022

	Nov-22		YTD 2022		Full Year 2021	
	#	%	#	%	#	%
Price Drop	90	32.7%	554	18.7%	727	17.4%
No Price Drop	185	67.3%	2,401	81.3%	3,460	82.6%
Under Asking Price	140	50.9%	1,088	36.8%	1,492	35.6%
At Asking Price	33	12.0%	352	11.9%	454	10.8%
Over Asking Price	102	37.1%	1,515	51.3%	2,241	53.5%
Total	275	100.0%	2,955	100.0%	4,187	100.0%

Breakdown of Sales Over Asking Price

Up to 5% Over	68	66.7%	667	44.0%	998	44.5%
5 - 10%	18	17.6%	405	26.7%	626	27.9%
10 - 15%	13	12.7%	249	16.4%	358	16.0%
15 - 20%	3	2.9%	114	7.5%	160	7.1%
20 - 25%	-	0.0%	44	2.9%	49	2.2%
25 - 30%	-	0.0%	14	0.9%	28	1.2%
30 - 35%	-	0.0%	11	0.7%	12	0.5%
35 - 40%	-	0.0%	8	0.5%	4	0.2%
Greater than 40%	-	0.0%	3	0.2%	6	0.3%

**Note that due to the small sample size within any given month, the percentages can be skewed.



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CAPE COD HOT TOWN SUMMARY

For the Period Ended November 30, 2022

Town	Nov-22				YTD 2022				Full Year 2021			
	Transactions	Median Sale Price	Cash Buyers	Over Ask Price	Transactions	Median Sale Price	Cash Buyers	Over Ask Price	Transactions	Median Sale Price	Cash Buyers	Over Ask Price
Barnstable	50	617,000	30.0%	32.0%	601	650,000	32.6%	47.3%	810	570,050	32.1%	50.5%
Bourne	16	505,000	37.5%	37.5%	127	589,000	30.7%	47.2%	201	519,000	27.9%	52.2%
Brewster	12	832,500	83.3%	41.7%	122	794,500	40.2%	63.1%	175	700,000	36.0%	62.3%
Chatham	13	2,175,000	38.5%	30.8%	144	1,375,000	45.1%	38.2%	242	1,250,000	38.4%	34.7%
Dennis	27	550,000	44.4%	40.7%	265	620,000	38.9%	52.8%	355	533,000	34.4%	61.4%
Eastham	7	750,000	42.9%	71.4%	100	747,500	36.0%	53.0%	169	677,000	36.7%	55.6%
Falmouth	39	780,000	38.5%	43.6%	398	730,000	40.2%	56.0%	518	675,000	29.7%	54.2%
Harwich	21	700,000	38.1%	47.6%	174	703,500	35.1%	54.0%	257	610,000	35.4%	62.3%
Mashpee	14	697,500	28.6%	21.4%	214	750,000	32.2%	46.3%	278	678,000	27.7%	51.8%
Orleans	5	856,000	60.0%	20.0%	80	1,200,000	43.8%	41.3%	131	951,000	42.7%	45.0%
Provincetown	1	2,825,000	0.0%	0.0%	25	2,075,921	40.0%	20.0%	53	1,550,000	52.8%	34.0%
Sandwich	22	654,500	36.4%	22.7%	247	640,000	30.8%	50.2%	349	575,000	28.4%	57.3%
Truro	5	1,465,000	20.0%	80.0%	28	1,356,250	46.4%	50.0%	65	1,025,007	40.0%	38.5%
Wellfleet	7	975,000	42.9%	28.6%	55	925,000	43.6%	61.8%	75	805,000	36.0%	54.7%
Yarmouth	36	547,500	36.1%	36.1%	375	542,500	27.7%	58.7%	509	469,000	26.3%	57.8%
Total	275	669,000	38.5%	37.1%	2,955	692,500	35.2%	51.3%	4,187	620,000	32.2%	53.5%

**Note that due to the small sample size within any given month, the percentages can be skewed.

Brought to you by:



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Monthly Indicators

A Research Tool Provided by The Cape Cod and Islands Association of REALTORS®, Inc. Covering Barnstable County



November 2022

Housing affordability continues to be a major roadblock for market participants, with mortgage rates more than double compared to this time last year. Buyers are delaying home purchases in hopes rates will drop, while many sellers are holding off on listing their homes due to weakening buyer demand, unwilling to trade in their current lower rates for significantly higher borrowing costs on their next property. As a result, existing-home and pending home sales have continued to slow as we move into winter.

New Listings were down 18.0 percent for single-family homes and 24.6 percent for condominium properties. Closed Sales decreased 25.1 percent for single-family homes and 29.6 percent for condominium properties.

The Median Sales Price was up 1.4 percent to \$669,000 for single-family homes and 32.3 percent to \$518,000 for condominium properties. Months Supply of Inventory increased 58.3 percent for single-family units and 50.0 percent for condominium units.

With home sales down, nationwide housing inventory was at 3.3 months' supply heading into November, up from 2.4 months from this time last year, according to the National Association of REALTORS®. Although buyers have more options to choose from, home prices remain high, and soaring borrowing costs have caused monthly payments to increase significantly, with the average homebuyer paying 77% more on their loan per month compared to the same period a year ago, according to Realtor.com.

Quick Facts

Closed Sales

275	69
Single-Family Only	Condominium Only
- 25.1%	- 29.6%
Year-Over-Year Change	Year-Over-Year Change

Median Sales Price

\$669,000	\$518,000
Single-Family Only	Condominium Only
+ 1.4%	+ 32.3%
Year-Over-Year Change	Year-Over-Year Change

Homes for Sale

508	145
Single-Family Only	Condominium Only
+ 19.8%	+ 6.6%
Year-Over-Year Change	Year-Over-Year Change

New Listings

210	49
Single-Family Only	Condominium Only
- 18.0%	- 24.6%
Year-Over-Year Change	Year-Over-Year Change



Data is refreshed regularly to capture changes in market activity so figures shown may be different than previously reported. Current as of December 7, 2022.

All data from the Cape Cod and Islands Association of REALTORS®, Inc. Report © 2022 ShowingTime.

Single Family Market Overview

Key market metrics for the current month and year-to-date figures for **Single-Family Homes Only**.



Key Metrics	Historical Sparkbars	11-2021	11-2022	+ / -	YTD 2021	YTD 2022	+ / -
Closed Sales		367	275	- 25.1%	3,822	3,010	- 21.2%
Median Sales Price		\$660,000	\$669,000	+ 1.4%	\$615,000	\$690,000	+ 12.2%
Affordability Index		62	43	- 30.6%	66	41	- 37.9%
Homes for Sale		424	508	+ 19.8%	--	--	--
Months Supply		1.2	1.9	+ 58.3%	--	--	--
Final Days on Market		30	38	+ 26.7%	40	31	- 22.5%
Cumulative Days on Market		26	36	+ 38.5%	40	29	- 27.5%
Pct. of Orig. Price Received		99.2%	95.9%	- 3.3%	101.0%	100.5%	- 0.5%
New Listings		256	210	- 18.0%	4,282	3,678	- 14.1%

Condominium Market Overview

Key market metrics for the current month and year-to-date figures for **Condominium Properties Only**.



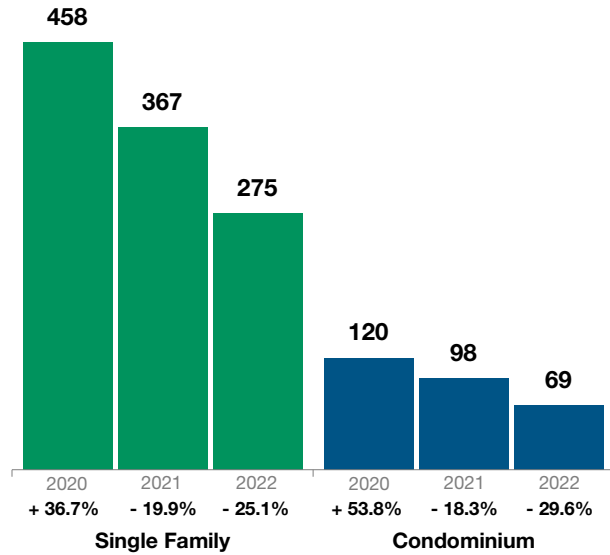
Key Metrics	Historical Sparkbars	11-2021	11-2022	+ / -	YTD 2021	YTD 2022	+ / -
Closed Sales		98	69	- 29.6%	1,027	830	- 19.2%
Median Sales Price		\$391,475	\$518,000	+ 32.3%	\$375,000	\$451,000	+ 20.3%
Affordability Index		104	55	- 47.1%	109	63	- 42.2%
Homes for Sale		136	145	+ 6.6%	--	--	--
Months Supply		1.4	2.1	+ 50.0%	--	--	--
Final Days on Market		24	31	+ 29.2%	50	38	- 24.0%
Cumulative Days on Market		21	26	+ 23.8%	46	33	- 28.3%
Pct. of Orig. Price Received		99.5%	97.8%	- 1.7%	99.9%	100.8%	+ 0.9%
New Listings		65	49	- 24.6%	1,112	906	- 18.5%

Closed Sales

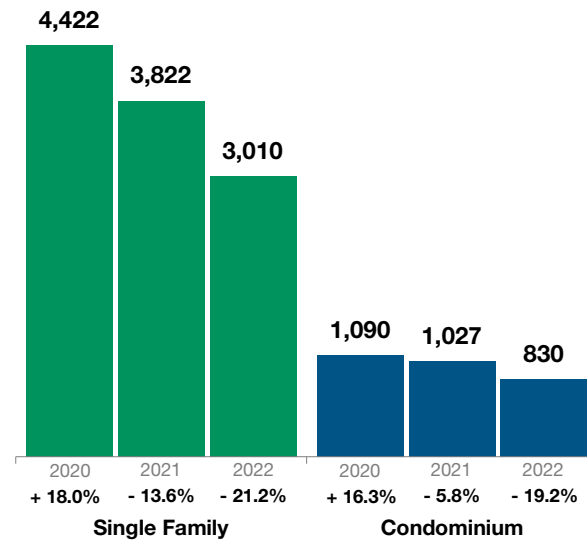
A count of the actual sales that closed in a given month.



November

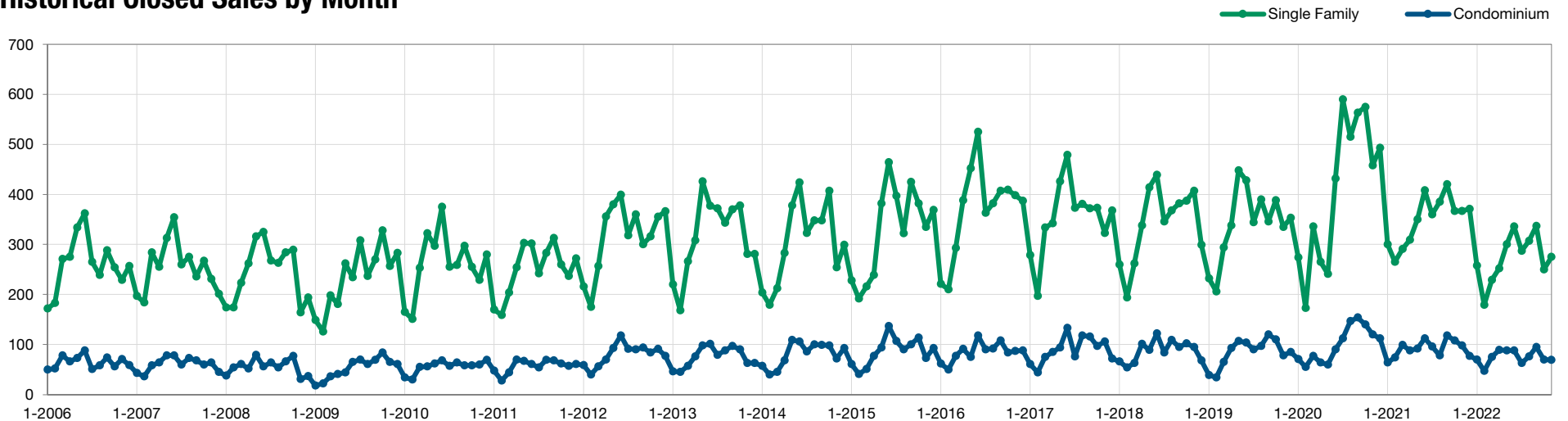


Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
December 2021	371	- 24.7%	77	- 31.3%
January 2022	258	- 14.0%	70	+ 9.4%
February 2022	179	- 32.5%	47	- 36.5%
March 2022	229	- 21.3%	75	- 24.2%
April 2022	252	- 18.4%	89	+ 1.1%
May 2022	300	- 14.3%	88	- 4.3%
June 2022	336	- 17.6%	88	- 21.4%
July 2022	287	- 20.3%	63	- 34.4%
August 2022	307	- 20.3%	76	- 2.6%
September 2022	337	- 19.8%	95	- 19.5%
October 2022	250	- 31.9%	70	- 35.2%
November 2022	275	- 25.1%	69	- 29.6%
Total	3,381	- 21.6%	907	- 20.4%

Historical Closed Sales by Month



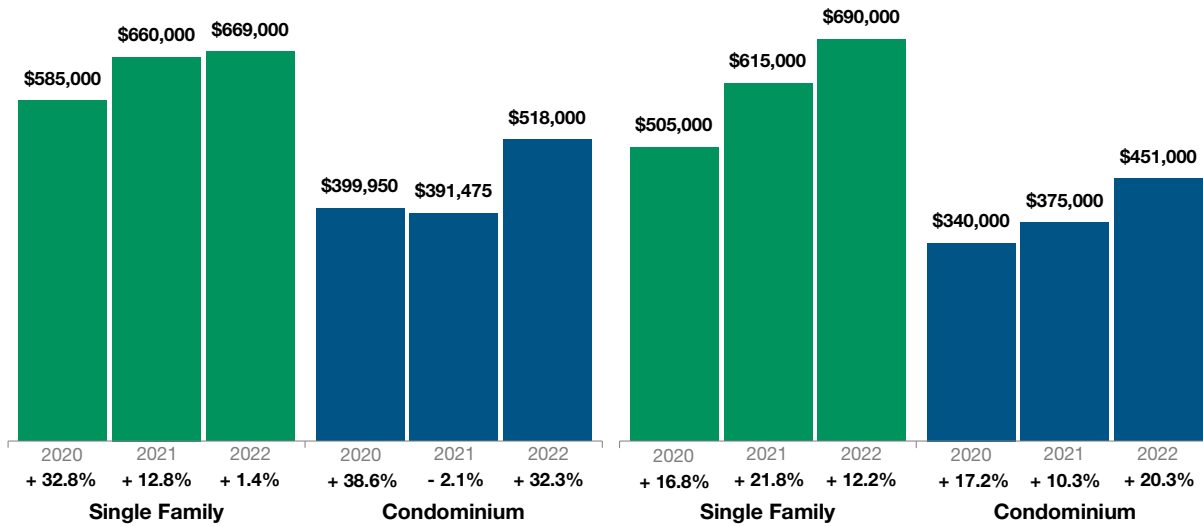
Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



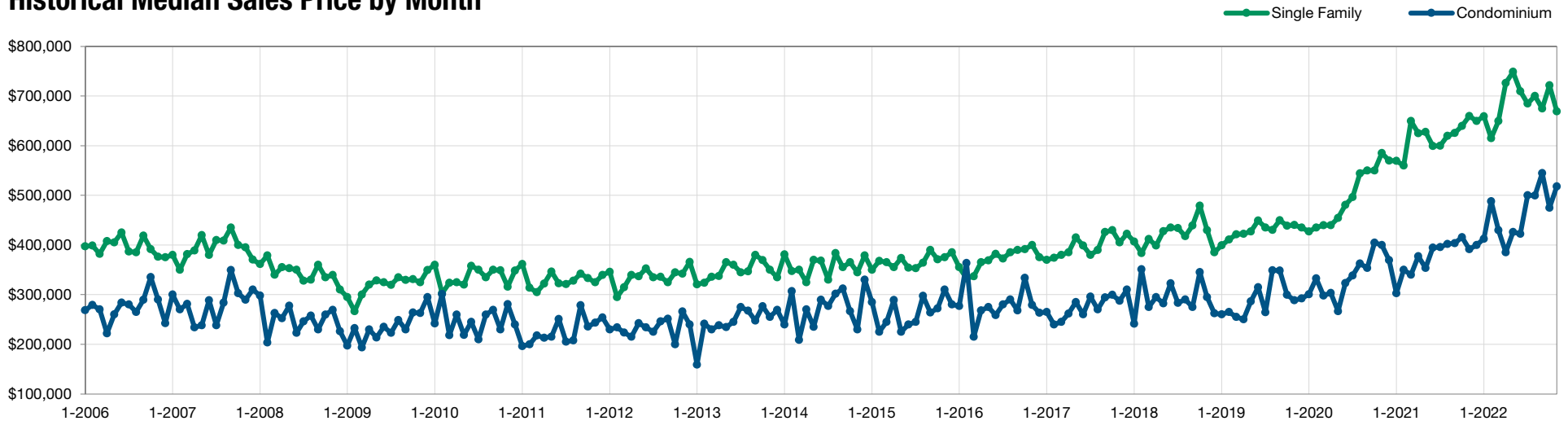
November

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
December 2021	\$650,000	+ 14.0%	\$400,000	+ 8.3%
January 2022	\$659,500	+ 15.8%	\$412,500	+ 36.4%
February 2022	\$615,000	+ 9.8%	\$488,000	+ 39.4%
March 2022	\$650,000	0.0%	\$430,000	+ 26.5%
April 2022	\$726,500	+ 16.2%	\$385,000	+ 2.0%
May 2022	\$749,000	+ 19.3%	\$426,000	+ 20.4%
June 2022	\$709,500	+ 18.3%	\$422,500	+ 7.1%
July 2022	\$685,000	+ 14.2%	\$500,000	+ 26.3%
August 2022	\$700,000	+ 12.9%	\$499,750	+ 24.3%
September 2022	\$675,000	+ 7.9%	\$545,000	+ 35.1%
October 2022	\$721,500	+ 12.7%	\$475,000	+ 14.3%
November 2022	\$669,000	+ 1.4%	\$518,000	+ 32.3%
Median	\$685,000	+ 12.3%	\$445,300	+ 20.7%

Historical Median Sales Price by Month



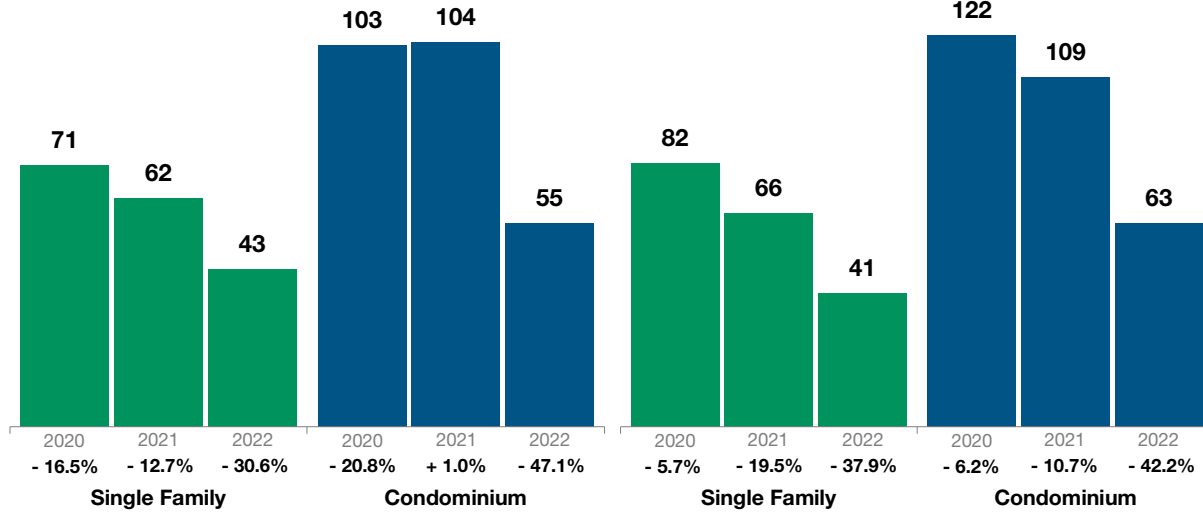
Housing Affordability Index



This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**

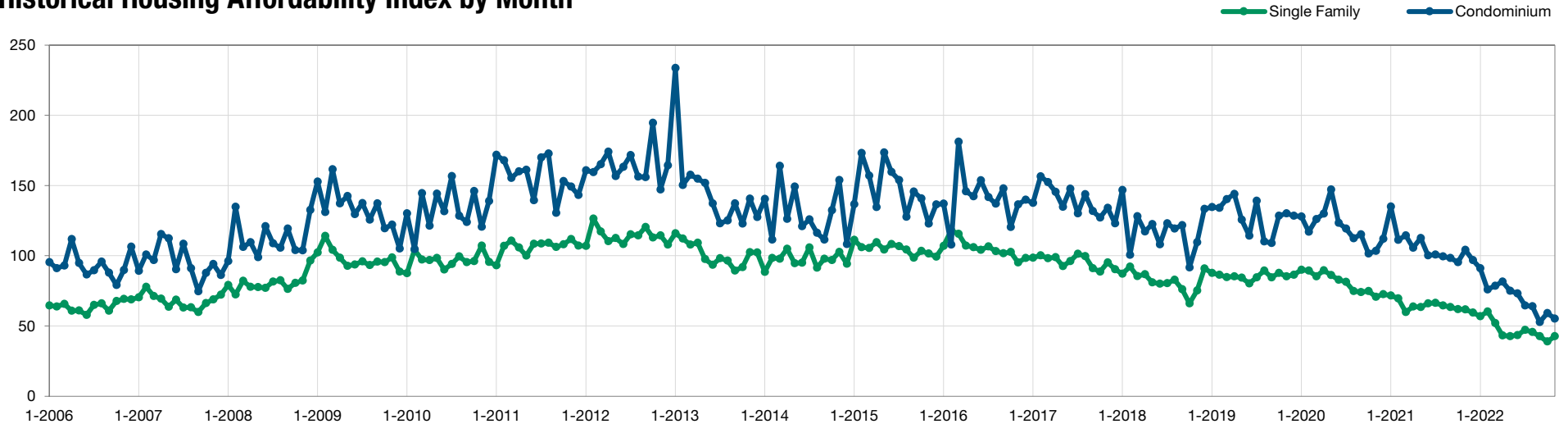
November

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
December 2021	60	- 17.8%	97	- 13.4%
January 2022	57	- 20.8%	91	- 32.6%
February 2022	60	- 14.3%	76	- 31.5%
March 2022	52	- 13.3%	79	- 31.3%
April 2022	43	- 32.8%	82	- 22.6%
May 2022	43	- 31.7%	75	- 33.6%
June 2022	44	- 33.3%	73	- 27.0%
July 2022	47	- 29.9%	65	- 35.6%
August 2022	46	- 28.1%	64	- 35.4%
September 2022	43	- 31.7%	53	- 45.9%
October 2022	39	- 37.1%	59	- 37.9%
November 2022	43	- 30.6%	55	- 47.1%
Average	48	- 26.7%	72	- 32.7%

Historical Housing Affordability Index by Month

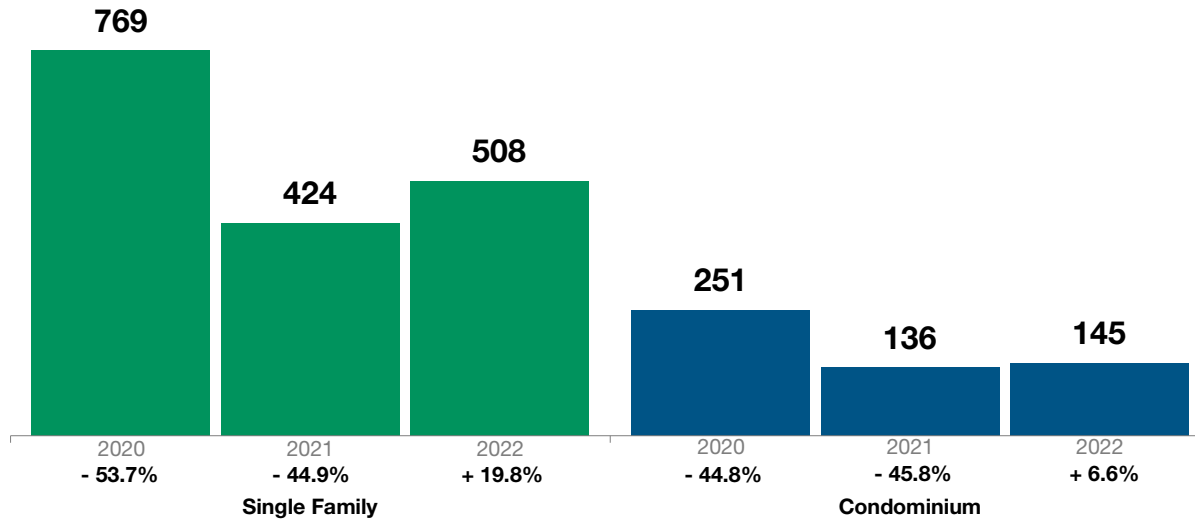


Inventory of Homes for Sale

The number of properties available for sale in an active status at the end of a given month.

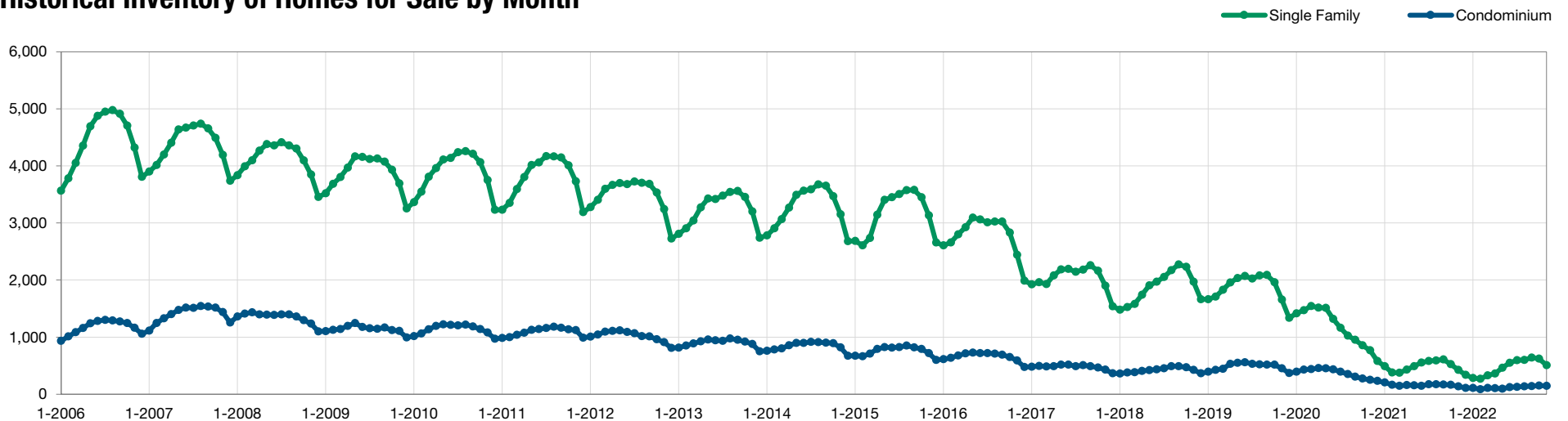


November



	Single-Family	YoY Change	Condominium	YoY Change
December 2021	337	- 42.0%	110	- 53.0%
January 2022	283	- 42.4%	109	- 46.8%
February 2022	271	- 28.3%	88	- 46.0%
March 2022	331	- 12.0%	107	- 27.7%
April 2022	363	- 16.0%	106	- 33.3%
May 2022	462	- 5.7%	94	- 38.6%
June 2022	548	- 0.9%	124	- 16.2%
July 2022	596	+ 2.8%	128	- 26.4%
August 2022	600	+ 1.4%	135	- 22.9%
September 2022	642	+ 5.4%	143	- 14.4%
October 2022	624	+ 18.6%	150	- 9.6%
November 2022	508	+ 19.8%	145	+ 6.6%
Average	464	- 7.7%	120	- 29.0%

Historical Inventory of Homes for Sale by Month

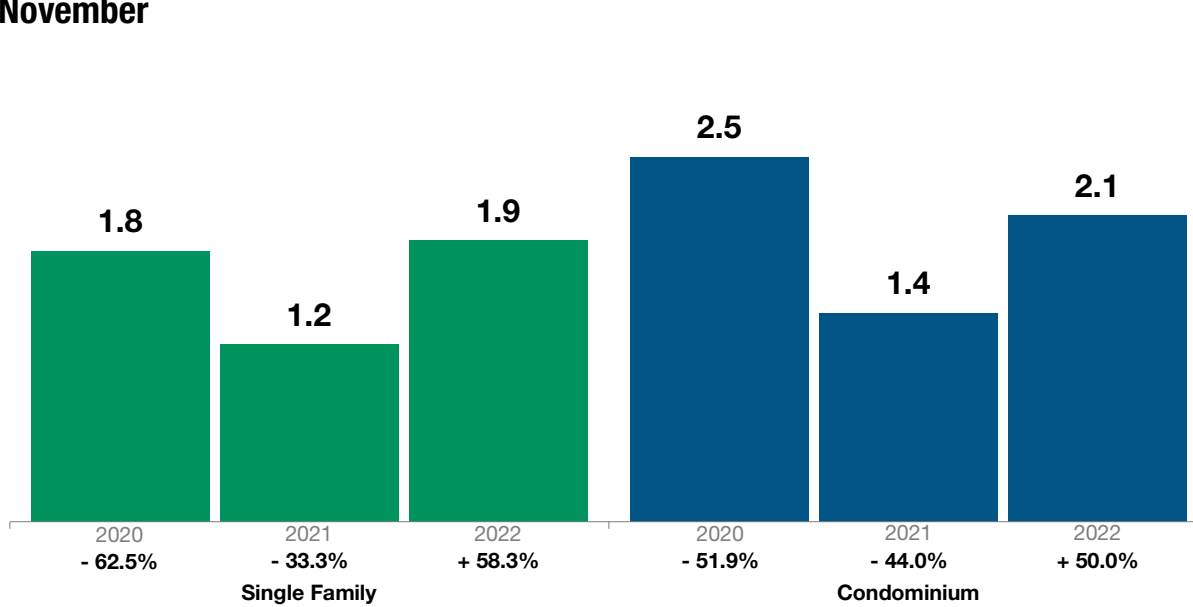


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

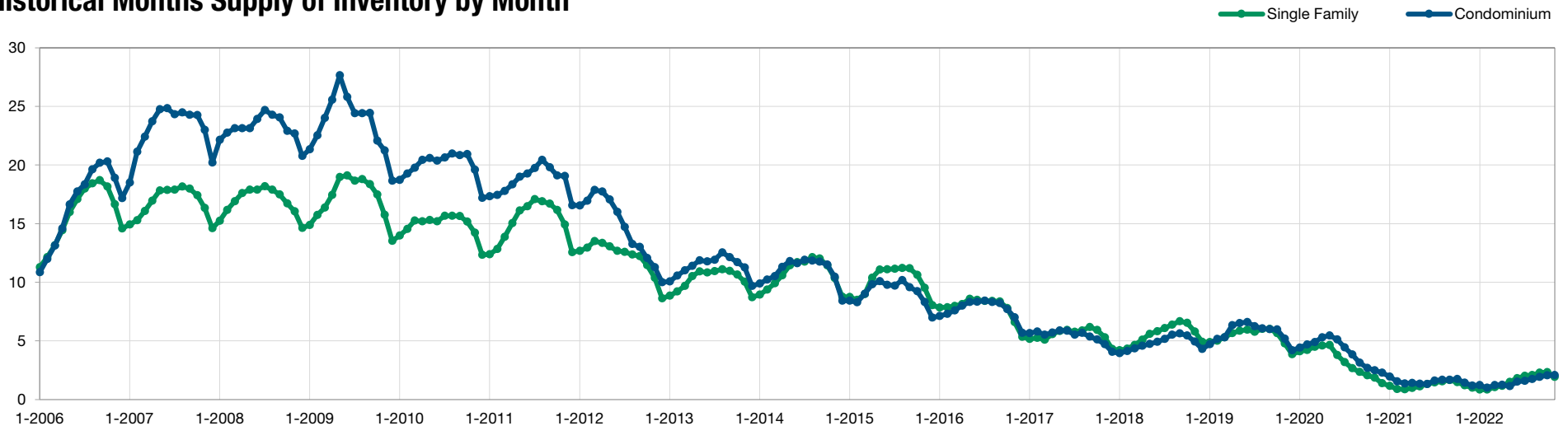


November



	Single-Family	YoY Change	Condominium	YoY Change
December 2021	1.0	- 28.6%	1.2	- 47.8%
January 2022	0.8	- 27.3%	1.2	- 36.8%
February 2022	0.8	- 11.1%	1.0	- 33.3%
March 2022	1.0	+ 11.1%	1.2	- 14.3%
April 2022	1.1	+ 10.0%	1.2	- 14.3%
May 2022	1.5	+ 36.4%	1.1	- 15.4%
June 2022	1.8	+ 38.5%	1.5	+ 15.4%
July 2022	2.0	+ 42.9%	1.6	0.0%
August 2022	2.1	+ 40.0%	1.7	0.0%
September 2022	2.3	+ 43.8%	1.9	+ 11.8%
October 2022	2.3	+ 53.3%	2.1	+ 23.5%
November 2022	1.9	+ 58.3%	2.1	+ 50.0%
Average	1.6	+ 25.5%	1.5	- 7.3%

Historical Months Supply of Inventory by Month



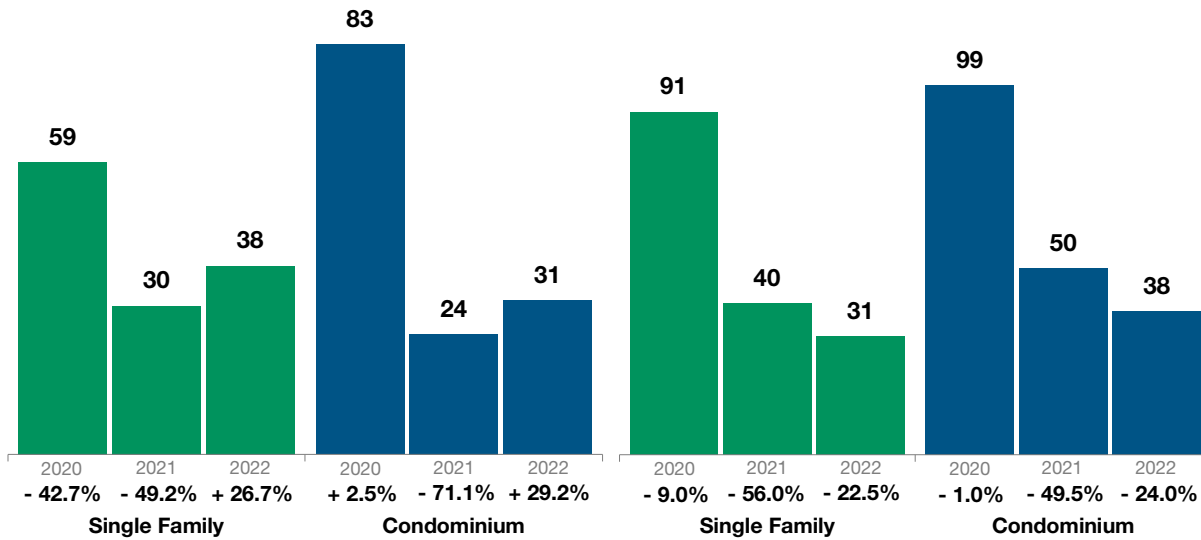
Final Days on Market

Average number of days between when a property is last listed and when the final offer is accepted in a given month.



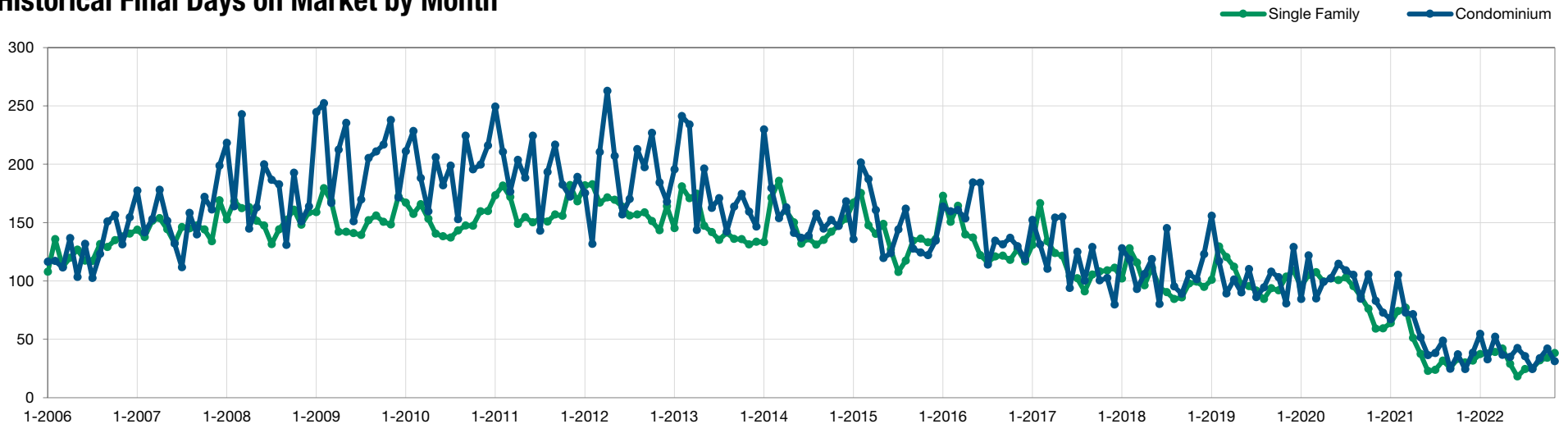
November

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
December 2021	32	- 45.8%	38	- 47.9%
January 2022	37	- 42.2%	54	- 19.4%
February 2022	38	- 48.6%	33	- 68.6%
March 2022	39	- 49.4%	52	- 28.8%
April 2022	42	- 17.6%	36	- 49.3%
May 2022	29	- 21.6%	35	- 32.7%
June 2022	18	- 21.7%	42	+ 16.7%
July 2022	24	0.0%	35	- 7.9%
August 2022	25	- 21.9%	24	- 51.0%
September 2022	32	+ 23.1%	33	+ 32.0%
October 2022	34	+ 3.0%	42	+ 13.5%
November 2022	38	+ 26.7%	31	+ 29.2%
Average	31	- 25.8%	38	- 26.8%

Historical Final Days on Market by Month



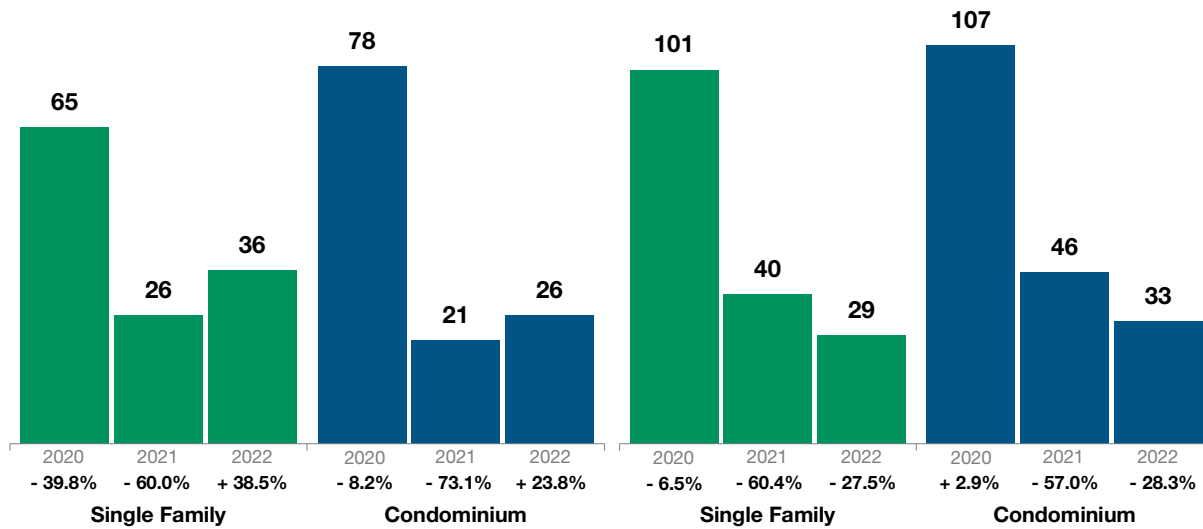
Cumulative Days on Market

Average number of days between when a property is first listed and when the final offer is accepted before closing in a given month.



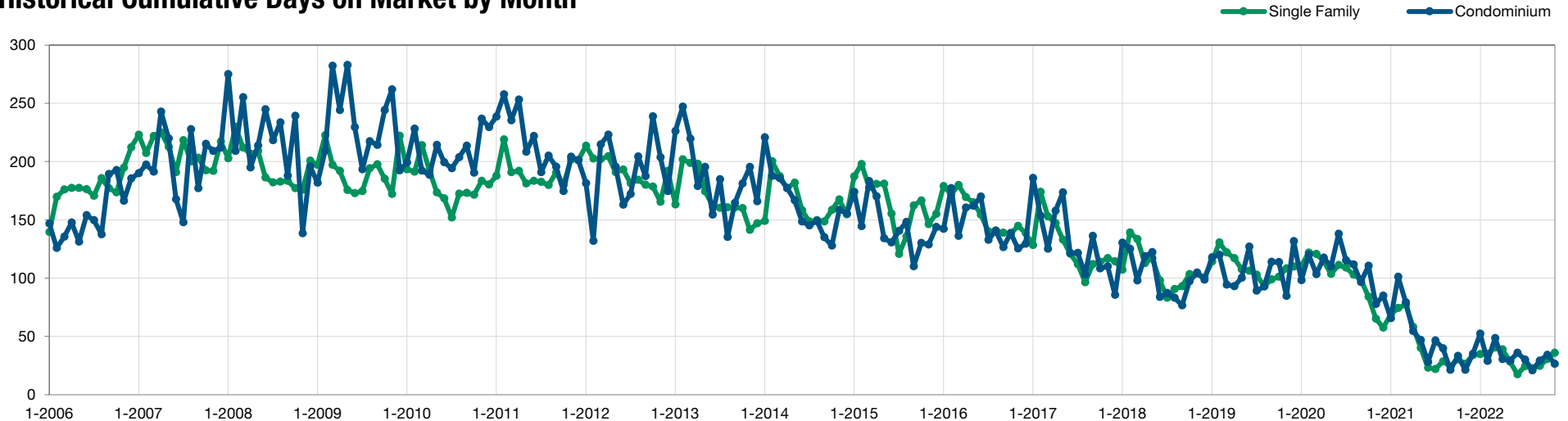
November

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
December 2021	34	-40.4%	35	-58.8%
January 2022	35	-49.3%	52	-21.2%
February 2022	35	-52.7%	29	-71.3%
March 2022	40	-48.1%	48	-39.2%
April 2022	39	-32.8%	30	-44.4%
May 2022	28	-30.0%	29	-38.3%
June 2022	17	-26.1%	36	+28.6%
July 2022	24	+9.1%	30	-34.8%
August 2022	23	-17.9%	21	-47.5%
September 2022	24	0.0%	29	+38.1%
October 2022	30	0.0%	34	+3.0%
November 2022	36	+38.5%	26	+23.8%
Average	30	-29.5%	33	-33.4%

Historical Cumulative Days on Market by Month



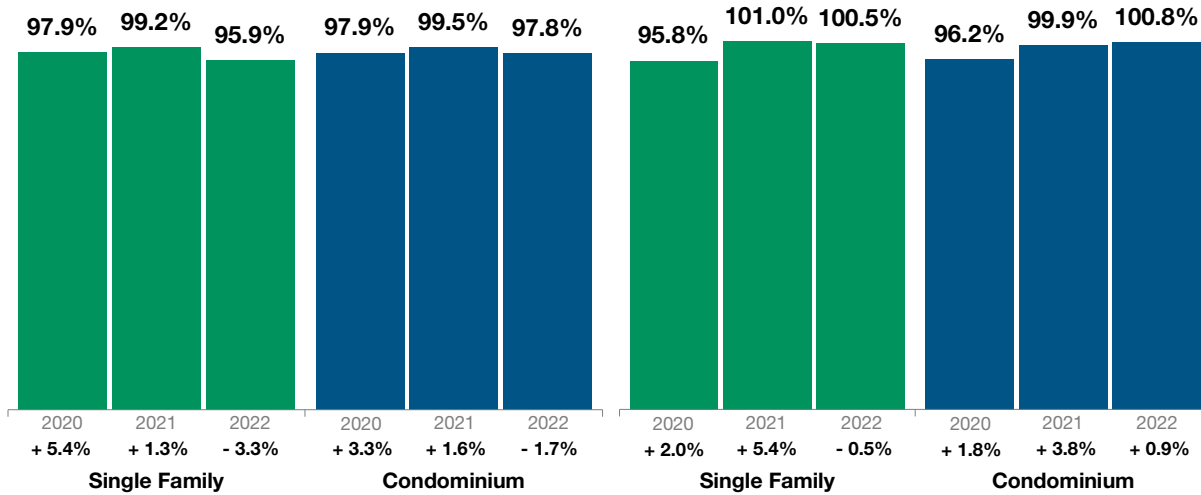
Percent of Original List Price Received



Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

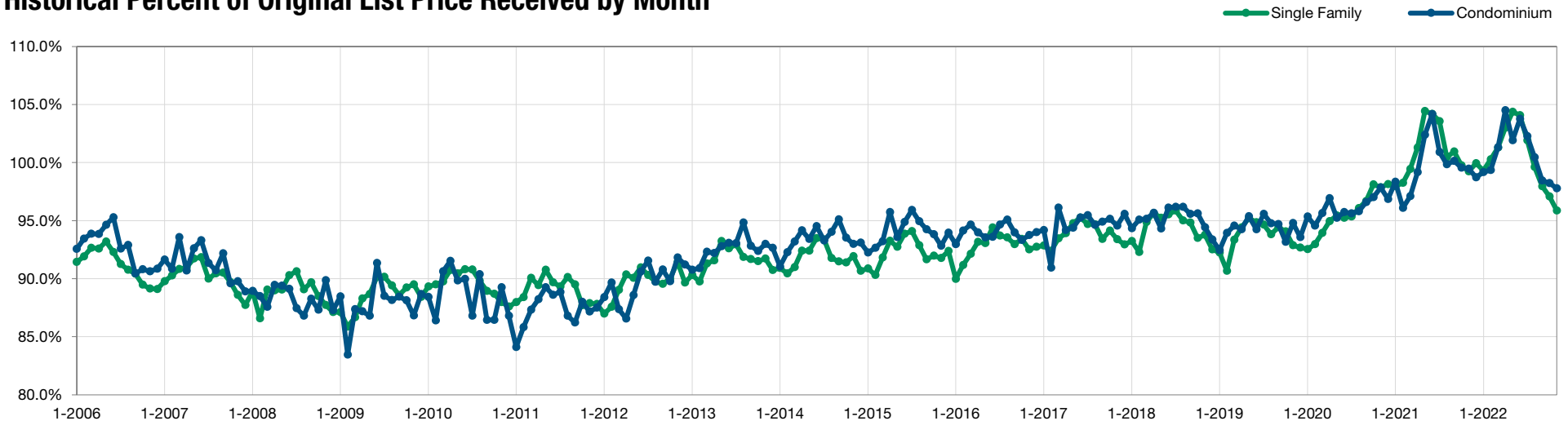
November

Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
December 2021	99.9%	+ 1.8%	98.7%	+ 1.9%
January 2022	99.3%	+ 1.3%	99.2%	+ 0.9%
February 2022	100.3%	+ 2.1%	99.4%	+ 3.4%
March 2022	101.3%	+ 1.9%	101.3%	+ 4.3%
April 2022	103.0%	+ 1.7%	104.5%	+ 5.3%
May 2022	104.4%	0.0%	101.9%	- 0.5%
June 2022	104.1%	- 0.1%	103.8%	- 0.4%
July 2022	101.9%	- 1.6%	102.3%	+ 1.4%
August 2022	99.6%	- 0.9%	100.5%	+ 0.6%
September 2022	98.0%	- 3.0%	98.5%	- 1.6%
October 2022	97.1%	- 2.7%	98.2%	- 1.4%
November 2022	95.9%	- 3.3%	97.8%	- 1.7%
Average	100.4%	- 0.3%	100.6%	+ 1.0%

Historical Percent of Original List Price Received by Month

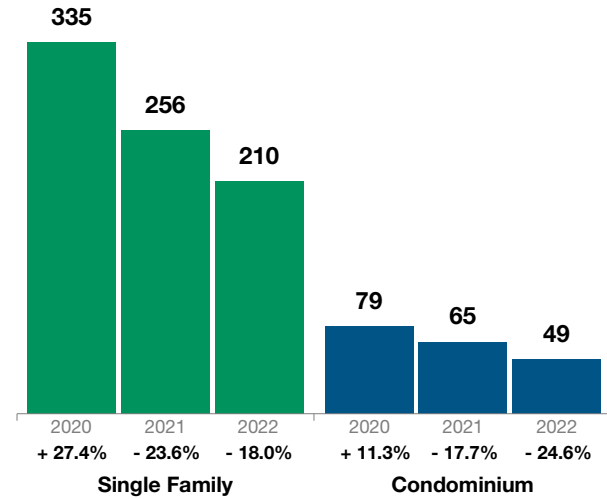


New Listings

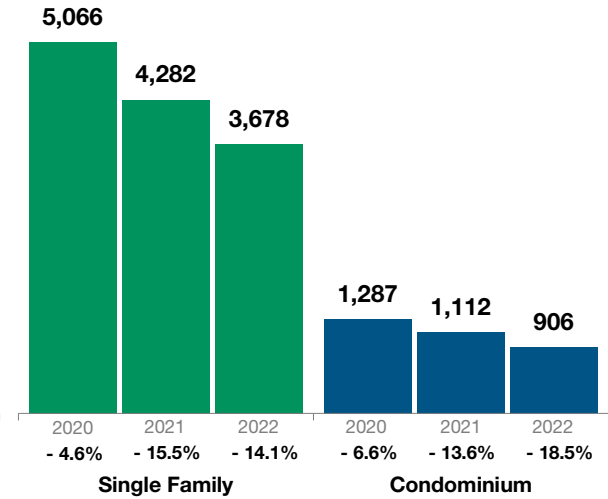
A count of the properties that have been newly listed on the market in a given month.



November

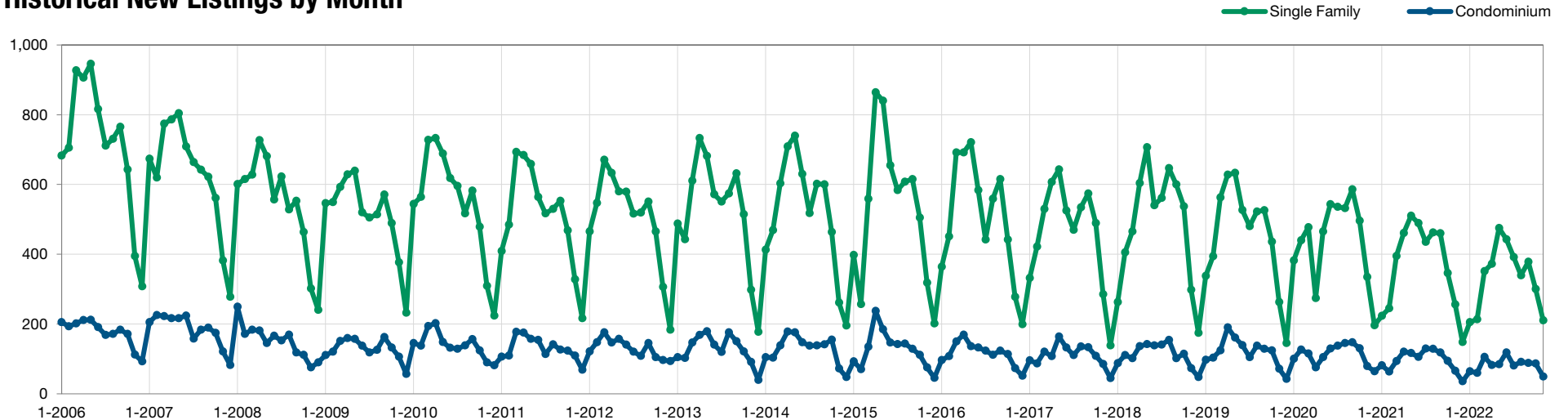


Year to Date



	Single-Family	YoY Change	Condominium	YoY Change
December 2021	148	- 24.5%	35	- 45.3%
January 2022	205	- 8.1%	64	- 21.0%
February 2022	213	- 13.1%	59	- 6.3%
March 2022	351	- 11.1%	105	+ 12.9%
April 2022	372	- 19.3%	82	- 31.7%
May 2022	475	- 6.9%	84	- 27.6%
June 2022	443	- 9.4%	118	+ 12.4%
July 2022	392	- 9.9%	80	- 38.0%
August 2022	339	- 26.6%	91	- 28.9%
September 2022	378	- 17.8%	88	- 25.4%
October 2022	300	- 13.3%	86	- 8.5%
November 2022	210	- 18.0%	49	- 24.6%
Total	3,826	- 14.6%	941	- 20.0%

Historical New Listings by Month



Glossary of Terms

A research tool provided by the **Massachusetts Association of REALTORS®**



Closed Sales	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and average income by county.
Inventory of Homes for Sale	A measure of the number of homes available for sale at a given time. Once a listing goes pending, sold or is taken off the market, it is no longer considered "active." The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	The inventory of homes for sale (at the end of a given month) divided by the average monthly pending sales from the last 12 months.
Final Days on Market Until Sale	A measure of how many calendar days pass between when a listing becomes active (not pending) for the last time to the last time it goes pending directly before it is sold. A pending sale is defined as something classified as Pending, Active with a Flag, Contingent or Under Agreement.
Cumulative Days on Market Until Sale	A measure of the average number of calendar days that pass from when a listing is first listed to when a property goes into the last pending status before it is sold.
Percent of Original List Price Received	This is calculated as Total Sold Dollars (all sold prices added together) divided by Total Original Price (all original list prices added together).
New Listings	A measure of how much new supply is coming onto the market from sellers. It is calculated by counting all listings with a list date in the reporting period.