I Love Wellfleet

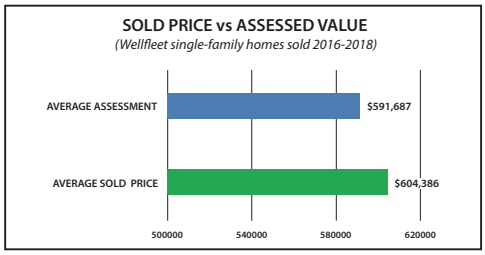
A NEWSLETTER PROVIDING USEFUL NEWS AND INFORMATION TO THOSE WHO LIVE IN OR LOVE THE TOWN OF WELLFLEET, MA - ISSUE #6

Is My Home Worth More than its Assessed Value?

A question I often hear from Wellfleet homeowners is: *"The town assessor says my house is worth less than I think it is worth; does that mean that is all a buyer would pay for it?"* The short answer is "no." The assessed value of your home is not the same as the current market value. I have researched this issue and have spoken with the town assessor.

The Facts

Of the 224 single-family homes sold in Wellfleet between 2016 and 2018, the selling price was higher than the assessed value 59 percent of the time. On average, the sold price was 103% of the assessed value. *(For those of you who are more statistically minded, the correlation between the assessed value and sold price is .86.)*



The Explanation

In short, the assessed value and the market value in Wellfleet are not too far apart. The town assessor is required by the Massachusetts Department of Labor (DOL) to assess the value of every home once every 5 years (and visit the home once very 9 years.) There are 3 reasons why the town's assessments are sometimes below the current market value:

- Property values have been rising (due in part to the low inventory);
- There is as much as a 5-year lag time between when a home is sold and when it was last assessed; and
- During that time, homeowners often make additions to their home and some of these improvements may have been made *under the assessor's radar* (i.e., no building permits acquired).

What This Means for You

If you want to know the current market value of your home (i.e., what it would probably sell for today), the assessed value is not a perfect estimate. Similarly, you can't rely on the estimates provided by online real estate sites such as Zillow and Realtor.com. Their algorithm-based estimates are typically grossly inaccurate.

However, despite the fact that the assessed value is not a great proxy for the market value, ***buyers*** often use the assessed value as a benchmark against which they judge the accuracy of the listed price.

The only accurate way to determine the market value of your home is to have a Realtor® like ***me*** conduct a comprehensive market analysis that considers objective facts such as what similar homes have recently sold for in town, the asking price of other similar homes on the market, current market conditions and trends, and subjective factors such as the likely appeal of your home to buyers due to its features, location, and condition. *(I would be happy to do this for you at no cost and with no obligation. Just contact me.)*

SPECIAL ANNOUNCEMENT

Real Estate Seminars for Wellfleet Home Owners and Home Buyers

Interested in buying or selling a Wellfleet home? You won't want to miss these important one-hour information-packed seminars. (Note: These are informational meetings. Please rest assured, there will be no hard selling of professional services.)

FEE: $20 payable in advance **REFRESHMENTS:** will be served. **RSVP:** by July 19 – BKatcher@CapeShores.com
VENUE: My comfortable sunroom overlooking conservation land at my home: 24 Uplands Drive, Wellfleet
SPONSORED BY: Berkshire Hathaway HomeServices Cape Shores Real Estate, Wellfleet

SELLER SEMINAR - Friday July 26th 10:30 AM - 11:30 AM

- When is the best time to sell?
- How should I prepare my home for selling?
- Do I really need a Realtor®?
- What challenges might I face in selling my home?
- Do I need to hire an attorney?
- Do I need to have my septic system inspected?
- Do I need a lead paint inspection?
- How much will it cost me to sell my home?
- How long will it take to sell my home?
- Do I need to be here on the Cape to sell my home?
- How do I attract buyers?

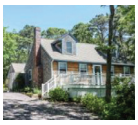
BUYER SEMINAR - Friday July 26th 1:00 PM - 2:00 PM

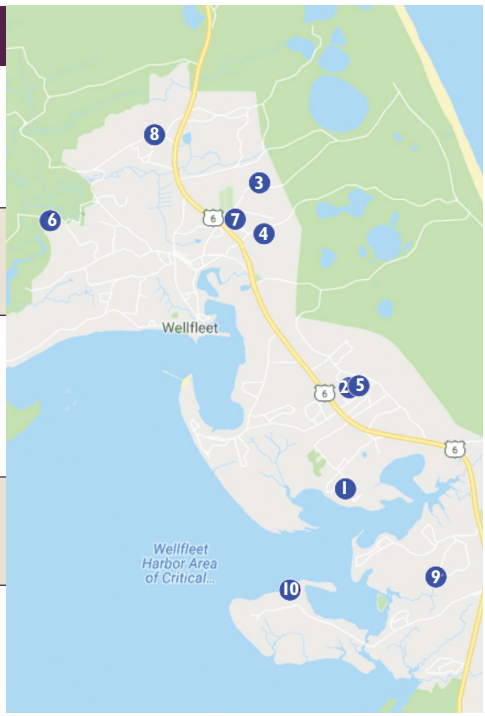
- What homes are currently on the market?
- What are the steps in buying a home?
- What kind of loan can I get for a second home?
- How much money do I need for a down payment?
- What is a "contingency?"
- How can I make my offer attractive to a seller?
- How can I make certain I don't overpay?
- How does owning a 2nd home affect my taxes?
- What do I need to do to rent my new home out?
- What is it like living in Wellfleet all year?
- Why buy in Wellfleet versus other Cape towns?

Bruce Katcher, Realtor®
Helping People Move on With Their Lives

BERKSHIRE HATHAWAY HomeServices
Cape Shores Real Estate

Recently Sold Wellfleet Homes

		ADDRESS	PRICE	BR	BA	SQ FT	LOT ACRES	YEAR	STYLE	MILES TO BEACH
1		80 Pleasant Point Road	$405,000	1	2	808	.69	1938	Cottage	.1-.3
2		66 Whitman Lane	$485,000	4	1.5	1,310	.34	1972	Colonial	.5-1
3		249 Gross Hill Road	$530,000	3	3	2,242	.61	1982	Cape	1-2
4		2155 Old Kings Highway	$550,000	4	3	2,081	1.01	1970	Cape	.3-.5
5		26 Whitman Lane	$555,000	4	2	1,782	.34	1977	Cape	1-2
6		22 Quail Run Road	$630,000	3	3	1,800	1.63	2000	Contemporary	1-2
7		45 Lawrence Road	$650,000	3	3.5	3,626	.69	1962	Contemporary	.5-1
8		41 Coles Neck Road	$685,000	3	2.5	1,786	.93	2008	Cape	NA
9		40 Leilla Rich Drive	$950,000	5	5	4,049	.70	2012	Cape	1-2
10		1015 3rd Avenue	$1,670,000	3	3	3,782	.91	2009	Contemporary	0-.1



MAP LEGEND

1. 80 Pleasant Point Road
2. 66 Whitman Lane
3. 249 Gross Hill Road
4. 2155 Old Kings Highway
5. 26 Whitman Lane
6. 22 Quail Run Road
7. 45 Lawrence Road
8. 41 Coles Neck Road
9. 40 Leilla Rich Drive
10. 1015 3rd Avenue

- If you know of others who would like to receive this newsletter, just email me their name and address or email address.
- If you would like to receive this newsletter via email, please email me your name and email address.
- If you no longer wish to receive this newsletter simply contact me and I will sadly take you off this mail list.
- If you have a brokerage relationship with another agency, please disregard this newsletter.

ABOUT ME

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