



# 2008 Survey of Cape Cod Second-Home Owners

## Technical Report of Findings

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## Acknowledgements

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## Executive Summary

The University of Massachusetts Donahue Institute (the Institute) conducted a survey of a random sample of 16,000 second-home owners on Cape Cod for the Cape Cod Commission in the winter of 2007-2008. Almost thirty one percent (or 4,944) of those sampled responded. The purpose of the survey was to estimate the percentage of current second-home owners planning to convert their second home into a primary residence, and to estimate what impact those conversions might have on Cape Cod. Survey results are reported for the Cape as a whole, and by Cape sub-region. Those regions are: the Upper Cape, the Mid Cape, the Lower Cape, and the Outer Cape.<sup>1</sup>

### How are second homes currently used?

Perhaps not surprisingly, second homes are used most heavily in the summer and used the least in the winter. Respondents reported primarily making personal use of their home; only 25% of respondents indicated they ever rent their home. The percentage of second-home owners who make personal use of their home ranges from almost 82% in the summer to almost 25% in the winter (page 14, Table 16). The percentage of homeowners who rent their homes ranges from approximately 24% in the summer to a little over three percent in the winter (page 14, Table 17).

Summer is also the time second homes are used most intensely. For each of the months of July and August, an average of 4.5 people used each second home across the Cape, spending an average of 24 days there. July and August have the highest usage of any month. February has the lowest usage with a little fewer than two people using the house for five days on average (pages 14 and 15, Tables 18 & 19). There is a statistically significant difference in the number of days per month second-home owners' use their homes across the sub-regions of Cape Cod. In general, second-home owners in the Upper and Mid Cape use their homes more days per month than those from the Lower and Outer Cape. The exceptions to this pattern are July and August, when second-home owners from the Lower and Outer Cape use their homes for more days than those from the Upper and Mid Cape, and September when there is no statistical difference between the regions in terms of the number of days of use (page 15, Table 19).

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<sup>1</sup> The following is a list of Cape towns by sub-region:  
Upper Cape-Mashpee, Falmouth, Bourne, and Sandwich  
Mid Cape-Dennis, Yarmouth, and Barnstable  
Lower Cape- Chatham, Brewster, Harwich, and Orleans  
Outer Cape- Wellfleet, Truro, Eastham, and Provincetown

**Will a significant number of second homes be converted into full-time residences over the next five years? The next 15 years? Will the rate or number of conversions differ between the four sub regions?**

Approximately eight percent of survey respondents indicated they plan to convert their second home into their primary home in the next five years; an additional 14% (21.5% overall) plan to convert their home in the next 15 years (see table below). Extrapolating from the sample this rate of conversion would imply that 10,656 out of 49,563 identified second homes on Cape Cod will be converted in the next 15 years (page 18, Table 25).

The rate of conversions varies by region, and the differences across regions are statistically significant. Below is a table showing the rate of conversion for the next five years, the next 15 years, and overall by region of the Cape.

Rate of Conversion	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
1-5 years	7.8%	8.5%	9.0%	6.2%	7.9%
6-15 years	12.0%	13.1%	16.3%	14.0%	14.0%
Total	19.7%	21.3%	24.8%	20.1%	21.5%

In addition to the houses that will be converted to primary residences over the next five years, there are a large number of homes whose status is uncertain. In the next 15 years 12% of respondents expect to sell their second homes, another 10% plan to hand it down to a family member or friend, and 16% don't know what will happen to their home (page 18, Table 23). The status of 37.4% (18,537) of second homes therefore is at least somewhat uncertain.

**Does the conversion of a seasonal home significantly impact the level of usage or just spread it out over the full year?**

Eighty percent of homeowners planning to convert their home in the next five years indicated they plan to increase their use of the home after conversion (page 20, Table 33). Yet, they also expect the number of people using the home per month to decrease and for the house to be used for fewer months per year. Currently, approximately three people use each second home and use them 11 months of the year. After converting second homes into their primary homes, respondents expect two people to use the house for 10 months of the year (page 23, Tables 36 and 37). There would seem to be a contradiction between expecting to increase the use of the home, but also expecting the number of people using it and the number of months that it is in use to decrease. This apparent contradiction may be explained by an increase in the number of days per month the home is in use after the conversion. For example, if a homeowner converted their second home to their primary home after retirement they might reduce the number of people using the home per month because they no longer use the home as a rental property. They may also reduce the number of months the home is in use because they spend a portion of the year in another region of the country. However, for those months that they are using the home they might use it every day, thus increasing their usage.

**How will changes in use patterns impact local spending patterns and the regional economy?**

The conversion of second homes into primary homes will impact the economy of Cape Cod. While, second-home owners planning to convert their home currently buy most of the goods and services they use for their second home on the Cape, they only expect to increase the amount of locally purchased goods and services when they become full time residents. Stores that sell clothing, sports and recreation equipment, household furnishings, office supplies, and to a lesser extent appliances, stand to benefit the most among retailers. Among local services, banking, insurance, and legal services should see the biggest increase due to second home conversions (pages 25 and 26, Tables 42 and 43).

Second home owners planning to convert their home also indicated they planned to increase their use of cultural venues and activities available on the Cape. Second-home owners who are planning to convert their homes report they expect to increase their patronage of art galleries, museums, theatre, and music venues after moving permanently to the Cape. Theatre and music venues should see a particular impact (page 24, Table 41).

The conversion of second homes to primary homes will also impact the availability of rental space for short term visitors to the Cape. Twenty-two percent of survey respondents planning to move permanently to the Cape indicated that they currently rent their homes at least some of the time. The average capacity of these homes is 7.2 people. Applied to the full population of second homes on the Cape these results imply a loss of 2,312 homes from the rental pool with a total rental capacity of 16,646 people in the next fifteen years. (page 27, Tables 44 and 45).

The conversion to primary homes will also impact employment on the Cape. Thirty-five percent of respondents planning to move permanently to the Cape intend to work part-time; an additional seven percent intend to work full time. Of those planning to work, 83% have at least a bachelor's degree. Eighteen percent of respondents expecting to work after moving to the Cape plan to start or relocate a business, and 45% plan to work for an on-Cape employer (page 23, Tables 38-40). One concern with the employment data is the high number of non-responses. Forty-three percent of those respondents planning to move permanently to the Cape did not indicate what plans, if any, they have regarding employment.

### **How will changes in use patterns impact the demand for public services and infrastructure?**

Communities on the Cape can expect an increase in demand for internet access from homeowners who move permanently to the Cape. Currently, almost 29% of homeowners planning to convert their second home have no internet access, but after converting their home less than 1% expect to have no internet access. Converters also indicated they want a higher level of internet access than most of them currently have. Twenty percent of second homeowners have dial-up service currently, but only four percent expect to have dial-up after moving permanently to the Cape (page 27, Table 46).

The conversion of second homes could increase demand for town water supplies. Seventy-four percent of homes being converted on Cape Cod, and 92% or more on the Upper, Mid, and Lower Cape, use town water. On the Outer Cape only 15% of second-home owners use town water. If the homeowners converting their homes use it more intensely each month they are there, as people converting in the next five years indicated they planned to do, then demand for water could increase (page 27, Table 47). As for wastewater treatment, most second homes owned by people planning to move to the Cape have Title 5 compliant septic systems and only a little more than three percent of respondents indicated they used a municipal sewer system (although for the Mid Cape that percentage was close to nine percent) (page 28, Table 48). Increased intensity of use will obviously increase demand on these systems, although it would appear to have a smaller impact potentially than increased demand for water. A little over seven percent of converting households have a cesspool or pit (page 28, Table 48).

### Report Format

This report is broken into five primary sections. Those sections are: methodology; respondent profile; A description of the current use of second homes; a description of future use of second homes; and finally an analysis of the impact of converting second homes to primary residences. In addition to the five primary sections, the report includes four appendices. Appendix A is a copy of the survey instrument, Appendix B is the survey results by question, Appendix C is the location of the permanent residences of survey respondents, and Appendix D is a table describing internet connectivity for second homes by Cape town.

## Introduction

Cape Cod has long been a popular location for second homes, with 35.5% of all homes in the region being considered seasonal (US Census 2000). This proportion varies by town and sub-region, ranging from a low of 13% in Sandwich to 64% in Wellfleet. Over the past several decades this ratio has declined, partially due to the conversion of second homes to primary year-round residences.

In order to appropriately plan for the conversion of second homes to primary residences, the Cape Cod Commission contracted with The University of Massachusetts Donahue Institute (the Institute) to survey second homeowners as to the current use of their property as well as their future plans for the property. The primary purpose of this survey is to estimate a rate of future conversion of second homes to primary homes. The other objectives of the survey are to assess the economic impact of these conversions as well as what impact they might have on the kinds of municipal and private services homeowners use on the Cape and the amount they use them. This survey has six primary research questions, as follows:

1. How are second homes currently used?
2. Will a significant number of second homes be converted into full-time residences over the next 5 years? The next 15 years?
3. Will the rate or number of conversions differ between the four sub-regions?
4. Does the conversion of a seasonal home significantly impact the level of usage or just spread it out over the full year?
5. How will changes in use patterns impact the demand for public and human services and infrastructure?
6. How will changes in use patterns impact local spending patterns and the regional economy?

There are four components to the survey report:

- The first section of the report provides a description of survey respondents
- The second section describes how respondents currently use their second home.
- The third part of the report focuses on how respondents plan to use their second home in the future. The analysis in this portion of the report focuses on both how people converting their home expect to use that home and how that differs from respondents that are not planning to convert their home.
- The fourth section focuses on the impact of conversions on the Cape's economy as well as demand for municipal services on the Cape. This section focuses on those respondents planning to convert their homes.

## Methodology

### Survey Instrument

An initial draft of the survey was created by the Cape Cod Commission and then shared with the Institute. Beginning with that draft, the Institute and the Commission worked together to create the final survey. Once a final draft of the survey was completed it was piloted with a small number of second-home owners from Cape Cod and then edited based on their feedback. A copy of the survey can be found in Appendix A of this report.

### Survey Sample

Once the survey was finalized, the sample frame was created. A list of second homes on Cape Cod was compiled by obtaining a list of all homeowners on the Cape who pay personal property tax, since the majority of homes that have to pay this tax are second homes. There are some primary homes that pay this tax, but the Cape Cod Commission and the Institute believe this was the best way to get individual contact information for second-home owners and that the impact of having a few primary homes in the sample would be small enough to have no significant impact on survey results. When the sample was selected second-home owners who live abroad were removed from the sample frame because it would have taken too long for them to receive the blank survey and return it after completing their responses.

Based on information sent by the assessors for each town on the Cape, there are 49,563 second homes on Cape Cod. Contact information for the owners of these homes was gathered and separated into the appropriate sub-region of the Cape (Upper, Mid, Lower, and Outer Cape). In order to achieve a 95% confidence interval with a margin of error of + or – 5% it was determined that 400 completed surveys were needed per region. Using a conservative estimated response rate of 10% the Institute sampled 4,000 second-home owners per region (16,000 total) in order to get the 400 completed surveys deemed necessary. The actual number of completed surveys was 4,944, for an average of 1,236 per region. Using the 95% confidence level that actual margin of error for the survey results is 1.3%.

Once the survey sample was created, second-home owners were separated into those who own a single second home on the Cape and those who own multiple second homes on the Cape. Nine-hundred and nineteen homes were identified as being owned by people who own more than one second home on the Cape. Surveys were mailed to the primary residence for all the second-home owners, the cover letter for multiple second-home owners identified which home was being referred to in the survey.

### Survey Response

Of the 16,000 surveys sent out, 4,944 completed surveys were sent back to the Institute in time to be included in the analysis. The overall response rate of 30.9% was more than three times the estimated response rate. One way to assess how representative the survey respondents are of the overall sample is by comparing the location of the primary residents of respondents with those of the overall sample. The percentage of respondents from different regions of the United States is similar with the percentage in the sample. Almost 88% of respondents are from the Northeast, and similarly 90% of the sample is from the Northeast. Seven percent of the respondents are from the South, and about six percent of the sample is from the south. The percentage of respondents from other regions of the country also corresponds closely with the percentage in the overall sample.

Below is a breakdown of survey respondents by where on the Cape their second home is located, first by the region of the Cape where their second home is located and then by town.

Number and percent of respondents by region	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
Total number of respondents	1070	1122	1319	1400	4944*
Percent of total	21.8%	22.8%	26.9%	28.5%	100%

\*The number of responses by region does not add to the total number because 33 respondents did not indicate in which town their second home is located.

Number and percent of respondents by town in which their second home is located	Town	Percent Total
	N	%
Barnstable	309	6.3
Brewster	310	6.3
Bourne	244	5.0
Chatham	340	6.9
Dennis	521	10.6
Eastham	535	10.9
Falmouth	287	5.8
Harwich	440	9.0
Mashpee	394	8.0
Orleans	229	4.7
Provincetown	237	4.8
Sandwich	145	2.9
Truro	248	5.0
Wellfleet	380	7.7
Yarmouth	292	5.9
Total	4944*	100.0%

\*The number of responses by region does not add to the total number because 33 respondents did not indicate in which town their second home is located. A complete description of survey respondents can be found in the first portion of the results section of this report.

Overall response frequencies or averages for each question in the survey can be found in Appendix B (page 33). Generally in the Results sections of the report frequencies alone are used to report results. In the section of this report focused on future use, the responses of those homeowners planning to convert their home to their primary residence are compared statistically with those respondents not planning to convert their homes. The purpose of these comparisons is to assess whether any differences in responses of the two groups is a real difference that would be found in the population, or simply chance variance that comes with any sample. Chi-square tests were used for nominal and categorical data, and t-tests were used for ratio and interval data. A one way ANOVA was used in those cases where a test was needed for differences across regions (e.g., testing for statistically significant differences in the number of days a second home is used, the number of people who use it, and in the percentage of second homeowners who plan to convert their second home to their primary home). A 95% confidence interval was used for all tests.

## Section I. Respondent Profile

Of 16,000 sampled second-home owners on Cape Cod, 4,944 completed the survey (30.9%). The response rate varied by region from a low of 27% in the Upper Cape to a high of 35% in the Outer Cape. Seventy-one percent of second-home owners have their permanent residence in New England, including 58% who reside in Massachusetts. Eight percent of all second-home owners list their permanent address as Barnstable County, which means they have a permanent home and a second home on the Cape. Fifty-five percent of respondents are male and their median age is 60. The gender and age of respondents are similar across the sub-regions.

Seventy-nine percent of respondents have a bachelor's degree or higher, including 48% who have a graduate degree. The Mid Cape has the lowest educational attainment with 71% of respondents indicating they have a bachelors degree or higher. The Lower and Outer Cape have the highest attainment with 85% of respondents reporting that they have a bachelors degree or higher. Nearly 58% of respondents have a pre-tax household income between \$100,000 and \$500,000. The percentage of respondents in this income bracket varies across sub-regions from a low of 53% in the Mid Cape to a high of 61% in the Lower Cape. The typical second home family, for the Cape as a whole and for each sub-region, has two adults and no children living in the home.

Almost nine percent of respondents own more than one second home on Cape Cod, and for those who do own more than one home the median number owned is two. Twenty percent of homes are owned by trusts or groups. The Outer Cape has the fewest homes owned by a trust or group, with 19% of all second homes owned in such a manner. At 23% the Upper Cape has the highest proportion of homes owned by a group or trust. Seventy-two percent of respondents purchased their second home. Seventy-eight percent of second homes in the Mid Cape were purchased by the current owner, the highest percentage among the sub-regions. The Outer Cape had the lowest percentage at 64%. Respondents have owned their homes on average for 19 years. There are no statistically significant differences across the sub-regions in the average number of years second homes have been owned.

More than 80% of the properties owned by these respondents are single-family homes. The Mid Cape and the Lower Cape had the highest proportion of single family homes at 84%. The Outer Cape had the lowest proportion of single family homes at 78%. The second largest category of home type is condominium (11.5% of respondents own a condo). Forty-five percent of second homes have three bedrooms, while 6% of second homes have five or more bedrooms. The percent of homes that have three bedrooms ranges from a low of 42% in the Upper Cape to a high of 47% in the Mid Cape. This is true for the Cape as a whole and for each sub-region. The average home has a capacity of six people, and the average lot size for all second homes is half an acre.

Table 1. Second home type		Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
Single Family		79.1%	84.0%	83.6%	77.9%	81.1%
Condo		11.1%	9.0%	11.9%	13.6%	11.5%
Mobile Home		0.0%	0.0%	0.2%	0.1%	0.1%
Two-Family		0.8%	1.4%	0.6%	0.8%	0.9%
Three-Family		0.0%	0.2%	0.1%	0.2%	0.1%
Multiple Home on One Parcel		1.4%	0.9%	1.2%	1.9%	1.4%
Cottage in a cottage colony		7.7%	4.5%	2.5%	5.5%	4.9%

Table 2. Number of bedrooms in second home		Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
No bedrooms		0.4%	0.5%	0.2%	1.5%	0.7%
One bedroom		3.4%	2.8%	1.2%	8.0%	4.0%
Two bedrooms		23.5%	27.4%	23.0%	21.1%	23.6%
Three bedrooms		41.8%	47.0%	44.1%	45.3%	44.6%
Four bedrooms		24.3%	16.5%	24.2%	20.5%	21.4%
Five or more bedrooms		6.6%	5.8%	7.2%	3.6%	5.7%

Table 3. Median number of bedrooms in houses with five or more bedrooms				
Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
5.0	5.0	5.0	5.0	5.0

Table 4. Median capacity of second home (i.e. how many it sleeps)				
Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
6.0	6.0	7.0	6.0	6.0

Table 5. Median lot size for second home				
Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
0.5	0.4	0.5	0.6	0.5

Table 6. Median number of years respondent or family has owned their second home				
Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
20.0	20.0	17.0	18.0	19.0

Table 7. Acquisition of second home		Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
Purchased an existing home		70.8%	79.6%	75.4%	64.8%	72.3%
Inherited or was otherwise gifted an existing home (in part or in whole)		14.4%	12.0%	11.4%	10.6%	12.0%
Purchased land and built a new home		13.9%	7.8%	12.0%	23.6%	14.8%
Inherited land and built a home		1.0%	0.6%	1.2%	1.0%	1.0%

Table 8. Percentage of second homes owned by a trust or group	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
Percent of homes owned by trust or group	23.3%	19.9%	20.0%	18.7%	20.3%

Table 9. Percent of respondents who own more than one second home				
Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
7.6%	8.6%	8.1%	9.7%	8.6%

Table 10. Median number of second homes owned for respondents who own more than one second home				
Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
2.0	2.0	2.0	2.0	2.0

Table 11. Gender of respondent	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
Male	55.4%	56.9%	54.9%	54.2%	55.3%
Female	44.6%	43.1%	45.1%	45.8%	44.7%

Table 12. Median age of respondent				
Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
61.0	61.0	60.0	60.0	60.0

Table 13. Respondent education level	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	1033	1091	1281	1371	4776
	%	%	%	%	%
Grade School	0.8	0.4	0.7	0.5	0.6
Some High School	0.2	0.9	0.0	0.1	0.3
Graduated High School	8.1	8.8	3.0	2.8	5.4
GED	0.4	0.6	0.0	0.2	0.3
Some College- No Degree	10.3	11.0	6.1	6.9	8.3
Associate's Degree	5.4	7.6	5.1	5.0	5.7
Bachelor's Degree	30.5	32.0	34.0	28.5	31.2
Post-Graduate Degree	44.3	38.7	51.1	56.0	48.2

Table 14. Median number of people in respondents household					
	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
Adults	2.0	2.0	2.0	2.0	2.0
Children 0-13	0.0	0.0	0.0	0.0	0.0
Children 14-18	0.0	0.0	0.0	0.0	0.0
Total	2.0	2.0	2.0	2.0	2.0

<b>Table 15. Respondent household income</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
\$24,999 or Less	1.6%	2.0%	1.0%	1.5%	1.5%
\$25,000 to \$49,999	6.9%	8.4%	5.0%	4.5%	6.0%
\$50,000 to \$74,999	11.3%	16.4%	8.9%	13.2%	12.4%
\$75,000 to \$99,999	13.8%	13.2%	12.0%	14.5%	13.4%
\$100,000 to \$199,999	34.2%	36.0%	34.5%	32.6%	34.2%
\$200,000 to \$500,000	22.4%	17.4%	26.8%	26.5%	23.6%
\$500,000 or More	9.7%	6.6%	11.9%	7.3%	8.9%

## Section II. Current Use of Second Home

Second homes are used much more for personal use than rental use. In fact, personal use is much higher than rental use in every season. Seventy-three percent of respondents report using their second home only for personal use, five percent report exclusively renting their second home, and 21% both make personal use of and rent their second home.

### Personal Use

Second homes are most likely to be used in the summer. Almost 82% of second homes are occupied for personal use at some point during the summer (which means that 18% of second homes are not used for personal use at all during the summer), compared with 25% in the winter (the season with the lowest usage). Seventy-five percent of second homes are not used for personal use during the winter. There is a statistically significant difference across the regions in terms of personal use during each season and for the year overall. In the winter the Lower and Outer Cape see more personal use than the Upper or Mid Cape. In the spring the Upper Cape has lower use than the other regions, but in the summer the Upper Cape has the highest rate of personal use (86%). In the fall the Upper Cape again has the lowest personal usage (54%), and the other regions range from 58% in the Mid Cape to 63% in the Outer Cape.

### Rental Use

As for rental use, again summer sees the highest usage rates. Twenty-four percent of second homes are rented for at least a portion of the summer. As with personal use, winter has the lowest rental use. Only three percent of second homes on Cape Cod are rented during the winter. The differences in rental use across the regions are statistically significant for each season and for the year as a whole. The Upper Cape and the Mid Cape have higher rates of rental usage in the winter and spring than the Lower and Outer Cape, but that pattern reverses in the summer. In fact, at 33.9% the Outer Cape has by far the highest rate of rental usage in the summer. In the fall the Outer and Mid Cape have higher rental usage than the Lower or Upper Cape.

### Intensity of Use by Number of People

In the past year (2007) the months when second homes were used most intensely were July and August. Respondents report 4.5 people used their second home for an average of 24 days each month. The next highest usage came in June when an average of 3.5 people used the home for 16 days. February had the least intense use. On average, fewer than two people used the second home for five days during that month.

### Intensity of Use by Number of Days

The pattern of use in each region is the same: Second homes are used most in the summer, least in the winter, and usage in spring and fall is between these highs and lows. However, there are statistically significant differences in the number of days second homes are used across regions. Respondents from the Upper and Mid Cape use their second homes for more days per month than those in the Lower and Outer Cape. The only months when this does not hold true are July and August, when the Lower and Outer Cape see heavier use than the Upper and Mid Cape, and September, when respondents in each region use their homes for essentially the same number of days. There is no statistical difference in the number of people that use the second home per month for any time period.

### Year-round Occupants

Eight percent of second homes on the Cape have at least one year round resident. The Outer Cape has the smallest percent of second homes with a year round resident at 5%, while the Mid Cape has the highest percentage at 11%. Of those homes that do have at least one year round resident, the median number of year round residents is 2.

Table 16. Seasons home is occupied for personal use	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
Winter*	20.8%	23.3%	26.7%	26.1%	24.5%
Spring*	53.4%	57.4%	58.6%	59.9%	57.6%
Summer*	86.0%	80.9%	82.2%	78.1%	81.6%
Fall*	54.1%	57.8%	60.9%	62.6%	59.2%
Total Percent that makes personal use of home*	88.4%	85.1%	88.4%	88.0%	87.5%

\*Percentages add to more than 100% because respondents could choose all the seasons that their home is typically occupied.

\*All time periods marked with an asterisk have a statistically valid difference across the regions.

Table 17. Seasons home is occupied for rental use	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
Winter*	3.9%	4.5%	2.6%	2.0%	3.2%
Spring*	4.8%	6.6%	5.2%	7.5%	6.1%
Summer*	14.3%	21.4%	24.3%	33.9%	24.2%
Fall*	5.1%	7.3%	6.4%	8.1%	6.8%
Total percent that rents house during the year*	15.2%	21.7%	25.1%	34.5%	24.8%

\*Percentages add to more than 100% because respondents could choose all the seasons that their home is typically occupied.

\*All time periods marked with an asterisk have a statistically valid difference across the regions.

Table 18. Average number of people who use the second home by month	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
January	1.8	2.0	2.2	2.0	2.0
February	1.8	2.0	1.8	1.8	1.9
March	1.9	2.1	2.0	1.9	2.0
April	2.4	2.5	2.5	2.3	2.4
May	2.9	2.8	2.8	2.8	2.8
June	3.4	3.5	3.5	3.4	3.5
July	4.4	4.5	4.6	4.4	4.5
August	4.4	4.5	4.6	4.5	4.5
September	2.9	3.1	3.1	3.0	3.0
October	2.4	2.5	2.5	2.5	2.5
November	2.1	2.3	2.3	2.2	2.2
December	2.0	1.9	2.1	2.1	2.0

<b>Table 19. Average number of days second home is in use by month</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
January*	5.7	6.4	5.0	4.3	5.3
February*	5.4	6.3	4.7	3.9	5.0
March*	6.1	7.0	5.4	4.7	5.7
April*	8.0	8.9	7.3	6.7	7.7
May*	10.8	11.5	9.5	9.7	10.3
June*	16.6	16.6	15.3	15.7	16.0
July*	23.7	23.7	24.5	24.3	24.1
August*	23.7	23.2	24.4	24.8	24.1
September	14.3	14.4	13.7	14.0	14.1
October*	10.1	10.8	9.2	9.1	9.7
November*	6.9	7.6	6.5	5.8	6.7
December*	6.5	6.9	5.6	4.9	5.9
Total days for the year*	136.8	144.5	128.8	126.0	133.7

\*All time periods marked with an asterisk have a statistically valid difference across the regions.

<b>Table 20. Percentage of second homes with at least one year-round resident</b>				
<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
9.2%	11.1%	6.5%	4.9%	7.7%

<b>Table 21. Median number of year round residents for second homes with at least one year-round resident</b>				
<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
2.0	2.0	2.0	1.0	2.0

## Section III. Future Use of Second Home

### Conversion to Primary Home- Cape-wide

Almost eight percent of respondents indicated they plan to convert their second home into their primary residence in the next five years. In the 10 years after that, an additional 14% of respondents expect to convert their second home to their primary residence (the 19.8% reported in Table 23 includes some respondents who indicated they planned to convert their second home in the next five years). In total, over the next 15 years, 21.5% of Cape Cod second-home owners report that they are planning to convert their second home into their primary residence. This rate of conversion of second homes implies that 10,656 out of 49,563 second homes on Cape Cod will be converted to primary homes in the next 15 years.

### Conversion to Primary Home- Sub-regions

The rate of conversion in the next five years across the sub-regions ranges from a low of 6.2% in the Upper Cape to a high of 9.0% in the Lower Cape. The percentage of respondents indicating they plan to convert in the next 6-15 years varies across the regions from a low of 12% in the Upper Cape to a high of 16% in the lower Cape. The rate of conversion from second home to primary residence overall across the sub-regions ranges from a low of 19.7% in the Upper Cape to a high of 24.8% in the Lower Cape. The differences in conversion rates across the regions are statistically significant for the next five years, the 10 years after that, and overall.

### Future Unknown

In addition to the approximately 22% of second homes that respondents indicate will be converted in the next 15 years, there are a significant number of other homes that will be changing hands or for which the status is uncertain. In the next 15 years 12% of respondents expect to sell their home and an additional 11% plan to hand it down to a family member or friend. Sixteen percent of respondents do not know what they will do with their second homes in the next 15 years.

### Continue as Second Home

Homeowners who plan to maintain their second home as a second home intend for their seasonal use, both personal and rental, to remain largely unchanged from current use patterns. Currently, about 82% of second-home owners make personal use of their home in the summer and 24% rent it in the summer. Of those maintaining their second home as a second home in the next five years, approximately 85% expect to make personal use in the summer, and approximately 27% expect to rent it during the summer. Use patterns for the other seasons are also similar.

### Use Patterns by Future Plans

Eighty percent of respondents planning to convert their second home in the next five years indicated they plan to increase their use of their second home over that period. In comparison, 70% of respondents planning to maintain their second home as a second home in the next five years indicated that their usage of their second home will remain about the same for that period. On average, homeowners who are converting their homes in either the next five or 15 years expect two people to live in the home for 10 months per year.

### House & Property Alterations by Future Plans

Those planning to convert in the next five years are more likely to be planning to add a bedroom or build an auxiliary building on their property than those not planning to convert. Nine percent of converters plan to add a bedroom, whereas four percent of non-converters expect to add a bedroom. Of those planning to add a bedroom, the median number of bedrooms to be added is one. Three percent of converters and one percent of non-converters are planning to build an auxiliary building on their property. The median number of buildings to be added, for those planning to add a building, is one. Very few respondents are planning to sub-divide their property (under one percent for both converters and non-converters). With regard to sub-dividing, there is no significant difference between converters and non-converters overall, or in any of the regions except the Mid Cape. In the Mid Cape, significantly more converters are planning to sub-divide their property than non-converters (1.4% versus 0.3%).

<b>Table 22. Anticipated use of second home in the next 1-5 years</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
Rental and personal use	14.3%	16.5%	22.6%	32.0%	22.1%
Only as a second home for personal/family use	66.6%	60.9%	59.5%	52.8%	59.4%
Only as a rental	3.4%	6.5%	2.9%	3.4%	4.0%
Plan to convert it to my primary residence	7.8%	8.5%	9.0%	6.2%	7.9%
Sell it	3.2%	2.8%	3.3%	2.5%	2.9%
Hand it down to a family member or friend	1.1%	0.9%	0.5%	1.1%	0.9%
Don't know	3.5%	3.9%	2.1%	2.0%	2.8%

<b>Table 23. Anticipated use of second home in the next 15 years</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
Rental and personal use	5.1%	5.4%	7.0%	12.5%	7.8%
Only as a second home for personal/family use	33.9%	33.3%	33.6%	33.8%	33.7%
Only as a rental	1.0%	2.0%	0.9%	1.4%	1.3%
Plan to convert it to my primary residence	18.3%	19.5%	22.7%	18.4%	19.8%
Sell it	14.2%	13.5%	10.7%	9.3%	11.7%
Hand it down to a family member or friend	12.4%	10.0%	9.5%	9.5%	10.2%
Don't know	15.2%	16.3%	15.6%	15.1%	15.5%

<b>Table 24. Percent of total respondents planning to convert second home to primary home</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
N	979	1026	1234	1304	4543
Total percent converting in either next 5 or 15 years	19.7%	21.3%	24.8%	20.1%	21.5%

<b>Table 25. Number of conversions</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
Total percent converting in the next 15 years	19.7%	21.3%	24.8%	20.1%	21.5%
Number of Second Homes	9,272	18,231	12,854	9,206	49,563
Number Converted	1,827	3,883	3,188	1,850	10,656

<b>Table 26. Percentage of respondents planning to add bedrooms to their second home</b>					
	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
Not converting	3.2%	4.0%	5.7%	3.7%	4.2%
Converting	9.2%	11.7%	6.5%	9.5%	9.1%
Differences	Sig.	Sig.	NS	Sig.	Sig.

**Table 27. Median number of bedrooms to be added**

Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
1.0	1.0	1.0	1.0	1.0

\*The median figure in this table is from all respondents, not just those that expect to convert.

**Table 28. Percentage of respondents planning to build a guest cottage, apartment or auxiliary building at their second home**

	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
Not converting	0.7%	0.8%	1.8%	1.7%	1.3%
Converting	2.2%	2.4%	3.4%	2.8%	2.8%
Differences	NS	NS	NS	NS	Sig.

**Table 29. Median number of auxiliary buildings to be built**

Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
1.5	2.0	1.0	1.0	1.0

\*The median figure in this table is from all respondents, not just those that expect to convert.

**Table 30. Percentage of respondents planning to subdivide their property to create building lots**

	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
Not converting	0.7%	0.3%	0.6%	0.3%	0.5%
Converting	0.0%	1.4%	0.3%	0.0%	0.4%
Differences	NS	Sig.	NS	NS	NS

**Table 31. Seasons home anticipated to be occupied for personal use over the next five years**

	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N=860	N=895	N=1090	N=1193	N=4038
Winter	20.5%	23.1%	27.4%	27.6%	25.0%
Spring	56.3%	61.7%	63.9%	66.1%	62.5%
Summer	89.1%	84.5%	85.9%	80.7%	84.7%
Fall	58.7%	64.4%	69.8%	69.9%	66.3%
Don't know	4.0%	3.2%	3.8%	2.8%	3.4%

\*Percentages add to more than 100% because respondents could choose all the seasons that their home is typically occupied.

\*This question only applies to respondents indicating they plan to maintain their second home as a second home for the next five years and do not plan to sell it or give it to a family member or friend.

<b>Table 32. Seasons home anticipated to be occupied for rental use over the next five years</b>		<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
		N=860	N=895	N=1090	N=1193	N=4038
	Winter	5.2%	6.7%	3.0%	2.3%	4.1%
	Spring	6.7%	8.8%	6.3%	8.4%	7.6%
	Summer	17.0%	23.0%	26.7%	36.0%	26.5%
	Fall	6.9%	10.4%	7.2%	10.1%	8.7%
	Don't know	1.6%	0.9%	1.4%	1.3%	1.3%

\*Percentages add to more than 100% because respondents could choose all the seasons that their home is typically occupied.

\*This question only applies to respondents indicating they plan to maintain their second home as a second home for the next five years.

<b>Table 33. Anticipated change in total use of the house over the next 1-5 years</b>		<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N Not converting	878	921	1104	1212	4137
	N Converting	25	29	23	24	103
Increase	Not converting	25.4%	25.4%	28.6%	25.7%	26.3%
	*Converting	88.0%	79.3%	69.6%	79.2%	79.6%
Decrease	Not converting	1.6%	2.3%	1.9%	1.9%	1.9%
	*Converting	0.0%	0.0%	4.3%	0.0%	1.0%
Remain about the same	Not converting	68.6%	68.8%	65.9%	69.4%	68.3%
	*Converting	12.0%	13.8%	26.1%	20.8%	17.5%
N/A or Don't know	Not converting	4.4%	3.5%	3.5%	3.0%	3.5%
	*Converting	0.0%	6.9%	0.0%	0.0%	1.9%
	Differences	Sig.	Sig.	Sig.	Sig.	Sig.

\*For this table converting refers to only those respondents indicating they plan to convert their second home to their primary home in the next 1-5 years.

<b>Table 34. Median number of people who will reside at the house after it becomes a primary residence</b>				
<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
2.0	2.0	2.1	2.0	2.0

<b>Table 35. Median number of months the house will be occupied after it becomes a primary residence</b>				
<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
11.0	12.0	11.0	10.0	11.0

## Section IV. Impact of Conversion

### Plans for Intensity of Use

Respondents planning to convert their home reported that after converting the house to their primary residence fewer people will use the home each month, and the home will be used fewer months of the year. Currently, three people use the home on average, but after converting two people per month are expected to use the house. The mean use of the house currently is 11 months of the year, and after converting it is expected to be 10 months. However, 80% of people converting in the next five years indicated that they intend to increase the use of their home in the next five years, which likely means that respondents plan to use the house for more days per month.

### Plans for Employment

Thirty-five percent of second-home owners planning to convert their second home intend to work part time and an additional seven percent plan to work full time after moving to the Cape. Of those respondents planning to work after moving to the Cape, 45% intend to work for an on-Cape employer and 18% plan to start or relocate a business. Eighty-three percent of those respondents who plan to work after moving to the Cape have a bachelor's degree or a graduate degree. A caveat with the employment data is the high number of non-responses. Forty-three percent of those respondents planning to move permanently to the Cape did not indicate what, if any, plans they had in regards to employment after moving to the Cape.

### Plans for Cultural Activities

Conversion of second homes to primary homes should lead to greater usage of cultural venues. Music and theatre venues stand to gain the most from home conversions as 73% of second-home owners planning to move permanently to the Cape say they attend music venues occasionally or frequently, but after moving to the cape 94% say they expect to attend music venues occasionally or frequently.

### Expected Shopping Patterns

The projected trend with goods and services purchased for the second home is similar to that of attendance at cultural venues. Of respondents planning to convert their second home to their primary home a clear majority use on-Cape vendors to purchase most private goods, and after converting an even larger majority intends to use on-Cape vendors. Vendors of five types of goods in particular stand to gain from converters: Clothing, sports and recreation equipment, household furnishings, office supplies, and, to a lesser extent, appliances. Seventy one percent of converters currently purchase clothing they use at the Cape on the Cape, and that figure increases to 93% after conversion. The same figures for purchasing sports and recreation equipment are 71% currently and

94% after conversion, household furnishings purchases are expected to increase from 67% to 86%, office supply purchases goes from 79% to 95%, and finally, appliance purchases are expected to increase from 81% to 93%.

#### Expected Use of Local Services

As for private services, banking, insurance, and legal services stand to see the greatest increase in demand from second-home owners converting their properties to their primary residence. Currently, 59% of converters say they use an on-Cape bank, but 92% expect to after moving to the Cape. Similarly, 50% of converters use an on-Cape insurance company, but 64% expect to after moving to the Cape. Forty-six percent currently use on-Cape legal services, but 64% expect to use them after moving to the Cape.

#### Potential Impact on Short-term Visitor Rentals

Loss of rental space for short term visitors to the Cape is another way the conversion of second homes to primary residences could impact the Cape and its economy. Twenty-two percent of respondents planning to move permanently to the Cape reported renting their second home at least some of the time, and the average capacity of those homes was 7.2 people. These figures would imply a loss of 2,312 homes with a total capacity of 16,646 people from the rental stock of the Cape due to second home conversions.

#### Planned Internet Use

Almost all respondents planning to convert their home plan to have internet access at their home after moving. Nearly 29% say they currently have no internet connection, but less than one percent say they will have no connection after they move. After moving to the Cape permanently respondents also want higher quality access to the internet than most second homes currently have. The percentage that want DSL or a T-1 line after they move is higher than the percent that currently have it, and the percent that want dial-up is lower than the percent that currently have it.

#### Expected Use of Public Services and Infrastructures

A little more than 74% of respondents moving permanently to the Cape use town water, and 24% have a private well. However, in the Outer Cape only 15% of homeowners planning to convert their homes use town water. In every other region of the Cape the percent using town water is well over 90%. Eighty-two percent of Outer Cape residents planning to convert their homes have a private well.

Since well over 90% of converting households have town water on most of the Cape, demand for water should increase considerably. Eighty percent of second homeowners converting their homes in the next five years expect to increase their use of that home, which will mean greater use of showers, dishwashers, and washing machines (etc).

Almost 84% of respondents intending to convert their second home to their primary home have a standard Title 5 septic system, and only a little more than seven percent use a cesspool or cesspit (although on the Upper Cape that figure is closer to 11%). Almost nine percent of converters in the Mid Cape region use a municipal sewer, and in every other region the percentages are about two percent or lower. As with water demand, the anticipated increase in the intensity of use of these homes will put additional pressure on septic and wastewater treatment systems.

Table 36. Average number of people that use second home each month		Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
Current number of people at home per month	Median	2.8	2.8	3.0	2.8	2.8
Anticipated number of people at home per month after converting	Median	2.0	2.0	2.0	2.0	2.0

Table 37. Average number of months second home is in use each year		Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
Current number of months home is in use	Median	11.0	11.0	10.0	10.0	11.0
Anticipated number of months home will be in use after converting	Median	11.0	12.0	11.0	10.0	11.0

Table 38. Percent of respondents who plan to work after moving to the cape		Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N*	108	130	168	140	546
	Work Part time	33.3%	40.0%	31.0%	35.7%	34.8%
	Work full time	6.5%	6.9%	6.5%	7.1%	6.8%
	Do not expect to work	60.2%	53.1%	62.5%	57.1%	58.4%

\*N reflects only those clients planning to move permanently to the cape.

Table 39. Location of employment for respondents planning to work after moving to the cape		Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N*	41	59	62	56	218
	Work for an employer based off cape	14.6%	15.3%	11.3%	10.7%	12.8%
	Work for an employer based on cape	43.9%	50.8%	41.9%	42.9%	45.0%
	Start or relocate business	19.5%	11.9%	17.7%	25.0%	18.3%
	Freelance	19.5%	16.9%	25.8%	17.9%	20.2%
	Other	2.4%	5.1%	3.2%	3.6%	3.7%

\*N reflects only those respondents that plan to move to the cape permanently and plan to work at least part time.

Table 40. Percent of those planning to work who have a bachelor's degree or higher		Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N*	41	61	62	59	223
	Work part time or full time	85.4%	80.3%	88.7%	78.0%	83.0%

Table 41. Attendance at cultural venues			Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
Attendance at museums	Frequently/ Occasionally	N*	173	206	288	247	914
		Currently	60.7%	66.0%	72.6%	80.2%	71.0%
		After converting	77.0%	84.2%	84.8%	93.8%	85.4%
Attendance at art galleries	Frequently/ Occasionally	N*	175	206	285	249	915
		Currently	60.0%	64.6%	72.6%	85.5%	72.0%
		After converting	74.0%	82.1%	88.4%	92.2%	85.0%
Attendance at theatre	Frequently/ Occasionally	N*	174	206	291	249	920
		Currently	53.4%	63.6%	72.2%	73.9%	67.2%
		After converting	84.3%	89.9%	91.8%	90.7%	89.5%
Attendance at music venues	Frequently/ Occasionally	N*	174	209	288	248	919
		Currently	68.4%	71.8%	73.6%	77.4%	73.1%
		After converting	88.3%	94.1%	95.7%	95.3%	93.6%

\*The N for each category represents only those clients that are both converting their second home to their primary home and attend or plan to attend the listed venue. The N's for current use and future use do not agree. In each category the N reported is for the number of respondents that responded to the question indicating their current attendance, the N for current use is higher than for future use.

Table 42. Purchasing goods			Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
Groceries	On Cape	N*	175	204	283	242	909
		Currently	97.1%	92.2%	98.9%	95.9%	96.3%
		After converting	100.0%	98.3%	100.0%	99.2%	99.4%
Clothing	On Cape	N*	158	197	264	232	856
		Currently	71.5%	70.6%	73.9%	66.4%	70.7%
		After converting	92.6%	90.7%	96.0%	90.4%	92.7%
Sports/Recreation Equipment	On Cape	N*	145	165	253	213	781
		Currently	73.8%	70.3%	73.9%	67.6%	71.4%
		After converting	87.1%	91.8%	96.4%	96.5%	93.6%
Household Furnishings	On Cape	N*	157	186	272	229	849
		Currently	65.6%	70.4%	72.8%	59.4%	67.4%
		After converting	80.6%	88.0%	85.0%	88.6%	85.8%
Appliances	On Cape	N*	160	189	269	237	860
		Currently	77.5%	82.5%	86.2%	77.2%	81.3%
		After converting	89.8%	93.8%	93.4%	95.2%	93.3%
Office Supplies	On Cape	N*	125	131	204	194	659
		Currently	76.8%	77.9%	84.3%	75.3%	78.9%
		After converting	90.8%	93.6%	96.8%	97.3%	95.1%
Hardware/Building Supplies	On Cape	N*	168	202	267	239	881
		Currently	92.9%	94.6%	96.6%	96.7%	95.5%
		After converting	96.8%	99.1%	99.3%	99.2%	98.8%
Garden Supplies	On Cape	N*	172	198	267	238	879
		Currently	98.8%	96.5%	98.1%	95.8%	97.3%
		After converting	98.9%	99.1%	100.0%	100.0%	99.6%

\*The N for each category represents only those clients that are both converting their second home to their primary home and plan to buy the product listed. The N's for current use and future use do not agree. In each category the N reported is for location of current purchases. The N for current purchases is higher than the N for purchases after moving to the Cape.

Table 43. Use of private services			Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
Trash Collection	On Cape	N*	100	116	127	100	446
		Currently	92.5%	97.4%	90.4%	97.0%	94.2%
		After converting	97.0%	97.4%	95.3%	99.0%	97.1%
Snow Plowing	On Cape	N*	113	129	181	146	572
		Currently	96.2%	98.3%	95.5%	91.4%	95.4%
		After converting	98.2%	99.2%	98.9%	99.3%	99.0%
Landscaping/Yard Maintenance	On Cape	N*	130	147	213	151	644
		Currently	97.5%	99.3%	98.1%	99.1%	98.5%
		After converting	100.0%	99.3%	98.6%	98.7%	99.1%
Security Services	On Cape	N*	96	98	145	102	443
		Currently	67.9%	79.7%	82.9%	88.5%	80.2%
		After converting	75.0%	87.8%	89.0%	92.2%	86.5%
Construction Services	On Cape	N*	151	175	245	220	794
		Currently	90.6%	93.8%	95.4%	97.4%	94.7%
		After converting	94.7%	96.0%	97.6%	97.7%	96.7%
Banking	On Cape	N*	172	196	269	241	882
		Currently	55.6%	55.8%	60.2%	62.4%	58.9%
		After converting	87.8%	93.9%	91.8%	95.0%	92.3%
Insurance services	On Cape	N*	166	186	260	235	850
		Currently	37.4%	37.5%	52.1%	63.8%	49.5%
		After converting	54.2%	59.1%	65.4%	74.0%	64.4%
Legal services	On Cape	N*	150	171	240	224	789
		Currently	28.9%	31.9%	53.1%	59.3%	45.9%
		After converting	49.3%	56.1%	69.6%	75.0%	64.3%

\*The N for each category represents only those clients who are both converting their second home to their primary home and plan to use the service listed. The N's for current use and future use do not agree. In each category the N reported is for the number of respondents who responded to the question indicating their plans for using the service after moving permanently to the Cape, the N for future use is higher than for current use.

**Table 44. Percent of respondents that currently rent their second home at least some of the time that are planning to move to the cape permanently**

Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
N=187	N=212	N=300	N=257	N=956
14.4%	18.4%	20.3%	31.1%	21.7%

**Table 45. Mean capacity of houses that will be no longer be available for rent**

Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
7.9	6.6	7.6	6.9	7.2

**Table 46. Internet connection at second home**

		Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
Telephone Dial-up	Currently	20.9%	18.4%	18.0%	24.1%	20.3%
	After Converting	7.0%	4.7%	2.0%	2.7%	3.8%
DSL	Currently	13.9%	10.4%	18.3%	10.1%	13.5%
	After Converting	20.9%	24.1%	23.7%	23.7%	23.2%
T-1 Line	Currently	0.0%	0.0%	0.0%	0.0%	0.0%
	After Converting	2.1%	1.9%	1.0%	1.2%	1.5%
Cable modem	Currently	41.2%	31.1%	34.3%	34.2%	34.9%
	After Converting	40.1%	34.4%	35.0%	35.4%	36.0%
Wireless	Currently	17.1%	14.2%	21.3%	21.0%	18.8%
	After Converting	33.2%	35.8%	39.3%	38.9%	37.2%
Don't know	Currently	3.2%	2.8%	3.7%	1.9%	2.9%
	After Converting	7.0%	7.5%	8.7%	10.9%	8.7%
None	Currently	27.8%	34.4%	26.7%	27.2%	28.8%
	After Converting	0.5%	1.4%	0.7%	0.8%	0.8%

\*Percent may add to more than 100% because some homeowners have more than one type of internet connection.

\*The data refers only to those respondents that indicated they intend to move permanently to the Cape.

**Table 47. Water source for second home**

	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
Town water	92.3%	99.1%	96.2%	15.0%	74.2%
Private individual well water	4.9%	0.9%	3.1%	82.3%	24.3%
Private community well water	0.5%	0.0%	0.3%	1.6%	0.6%
Don't know	2.2%	0.0%	0.3%	1.2%	0.8%

<b>Table 48. Wastewater disposal system for second home</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
Standard title 5 septic	75.7%	79.5%	86.5%	89.7%	83.7%
Alternative Septic	5.9%	0.5%	2.4%	2.8%	2.8%
Cesspool/Cesspit	10.8%	8.1%	7.1%	4.7%	7.4%
Municipal Sewer	1.6%	8.6%	1.4%	2.4%	3.3%
Neighborhood wastewater treatment plant	3.8%	1.0%	0.3%	0.0%	1.1%
Don't know	2.2%	2.4%	2.4%	0.4%	1.8%

# Appendix A: Copy of Survey

## Cape Cod Commission Survey of Second Homeowners

This **confidential** survey is intended to gather information regarding the current and future use of what we term "second homes" on Cape Cod. These include any home located on Cape Cod that does not serve as the owner's primary legal residence. Throughout this survey, you will be asked questions about "your second home." **If** you own more than one "second home" on Cape Cod, please answer all questions in reference to the home identified on the label that is affixed to this survey's cover letter.

**I: Please describe your Cape Cod second home**

1. In which town on Cape Cod is your second home located?
 

<input type="radio"/> Barnstable	<input type="radio"/> Brewster	<input type="radio"/> Bourne	<input type="radio"/> Chatham	<input type="radio"/> Dennis
<input type="radio"/> Eastham	<input type="radio"/> Falmouth	<input type="radio"/> Harwich	<input type="radio"/> Mashpee	<input type="radio"/> Orleans
<input type="radio"/> Provincetown	<input type="radio"/> Sandwich	<input type="radio"/> Truro	<input type="radio"/> Wellfleet	<input type="radio"/> Yarmouth
  
2. Which of the following best describes your second home? *(Choose only one)*

<input type="radio"/> Single-family	<input type="radio"/> Condominium	<input type="radio"/> Mobile home	<input type="radio"/> Two-family	<input type="radio"/> Three-family
<input type="radio"/> Multiple homes on one parcel		<input type="radio"/> Cottage in a cottage colony		
  
3. How many bedrooms are in your second home? *(Please include bedrooms in any guest houses or auxiliary apartments.)*

<input type="radio"/> No bedrooms	<input type="radio"/> 1 bedroom	<input type="radio"/> 2 bedrooms	<input type="radio"/> 3 bedrooms	<input type="radio"/> 4 bedrooms
<input type="radio"/> 5 or more, please specify <input style="width: 20px; height: 15px;" type="text"/> <input style="width: 20px; height: 15px;" type="text"/>				
  
4. What is the maximum capacity of your second home (i.e. how many people does it sleep)?   people
  
5. What is the lot size of your second home property? *(Example: 1.25 acres)*   .   acres
  
6. What is the source of water for your second home?
 

<input type="radio"/> Town water	<input type="radio"/> Private individual well water	<input type="radio"/> Private community well water	<input type="radio"/> Don't know
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7. What type of wastewater disposal system does your second home utilize?
 

<input type="radio"/> Standard Title 5 Septic	<input type="radio"/> Innovative/Alternative septic	<input type="radio"/> Cesspool/Cesspit
<input type="radio"/> Municipal sewer	<input type="radio"/> Neighborhood wastewater treatment plant	<input type="radio"/> Don't know
  
8. What types of internet connection do you use or have available for use at your second home? *(Choose all that apply)*

<input type="radio"/> Telephone Dial-up	<input type="radio"/> DSL	<input type="radio"/> T-1 Line	<input type="radio"/> Cable Modem
<input type="radio"/> Wireless	<input type="radio"/> Don't know	<input type="radio"/> None	
  
9. How long have you or your family owned property on Cape Cod?    years



10. How did you come to own your current Cape Cod second home?  
 Purchased an existing home                       Inherited or was otherwise gifted an existing home (in part or in whole)  
 Purchased land and built a new home               Inherited land and built a new home
11. Is your home owned by a trust/group of people?  
 Yes                       No
12. In total, how many secondary homes do you own on Cape Cod?

**II: Please describe how you currently use your Cape Cod second home**

13. Does someone reside at this property year round (whether a renter, caretaker or other)?  
 Yes # of people:                 No  
*(If yes, please skip to question 15)*
14. During which of the following seasons is your home typically occupied through personal use or by renters?  
*(Choose all that apply)*
- |                              |                              |
|------------------------------|------------------------------|
| <u>Personal/Family Use</u>   | <u>Rental</u>                |
| <input type="radio"/> Winter | <input type="radio"/> Winter |
| <input type="radio"/> Spring | <input type="radio"/> Spring |
| <input type="radio"/> Summer | <input type="radio"/> Summer |
| <input type="radio"/> Fall   | <input type="radio"/> Fall   |
15. Please estimate the number of days your second home is occupied each month over the past year and how many people are typically there when the home is in use.

Month	Number of days the home was in use		Average number of people staying in home when in use	
January	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
February	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
March	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
April	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
May	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
June	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
July	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
August	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
September	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
October	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
November	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
December	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>



**III: Please describe how you plan to use your Cape Cod second home in the future**

16. Do you plan to add bedrooms to the existing home (or homes) on this property?

Yes - how many?    No

17. Do you plan to build a guest cottage, apartment, or similar auxiliary dwelling on this lot? If so how many bedrooms will be added?

Yes - how many?    No

18. Do you plan to subdivide this property in order to create additional building lots?

Yes  No

19. Which of the following most accurately reflects your anticipated use of your second home within the next 1-5 years? (Choose only one)

- Plan to use as both a rental and second home for personal/family use
- Plan to use only as a second home for personal/family use
- Plan to use only as a rental
- Plan to convert it to my primary residence (Proceed to Q 20)
- Plan to sell it (Proceed to Q 22)
- Plan to hand it down to a family member or friend (Proceed to Q 22)
- Don't know (Proceed to Q 22)

19a. If you plan to maintain use as a second home for the next 5 years, during which of the following seasons will your home typically be occupied through personal use or by renters? (Choose all that apply)

Personal/Family Use

- Winter
- Spring
- Summer
- Fall
- Don't know

Rental

- Winter
- Spring
- Summer
- Fall
- Don't know

19b. Overall in the next 1-5 years, do you expect the total use of this second home to...

- Increase
- Decrease
- Remain about the same
- N/A or Don't know



20. Fifteen years from now, do you expect this second home...*(Choose only one)*

- To be used as both a rental and second home for personal/family use
- To be used only as a second home for personal/family use
- To be used only as a rental
- To be your primary residence
- To have been sold
- To have been passed down to a family member or friend
- Don't know

21. If your second home will become your primary home at some point in the future, at that time...

How many people do you expect will reside at the property?

How many months do you expect to reside at the property annually?    N/A

**IV: Please describe your current participation in the Cape Cod community and economy**

*If you or your family does not currently use your Cape second home, please skip to Q 25.*

22. While staying at your second home on the Cape, how often do you or your family use any of the following types of public facilities?

Activity/Venue	Frequently	Occasionally	Rarely or Never
Public Golf Course	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
National Seashore	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Town Beaches	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Town Boat Landings	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Town Recreation Programs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Conservation Lands	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Libraries	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Town Transfer Stations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Public Transit	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Senior Centers or Services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other, specify: _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>



23. While staying at your second home on the Cape, how often do you or your family attend or visit any of the following types of cultural activities or venues?

Activity/Venue	Frequently	Occasionally	Rarely or Never
Historical Societies and Museums	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Art Museums and Galleries	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Live Theatre	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Music Concerts	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other, specify: _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

24. While staying at or purchasing goods for your second home on the Cape, where do you or your family primarily shop for the items listed below?

Products	In My Town On-Cape	Elsewhere On-Cape	Off-Cape	N/A
Groceries	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Clothing	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sports/Recreation Equipment	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Household Furnishing	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Appliances	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Office Supplies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hardware/Building Supplies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Garden Supplies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

25. Please indicate which of the following private services you use in maintaining your Cape Cod second home. For those you utilize, please indicate whether the vendors you typically use is based on or off the Cape.

Services	Do Not Use	Use On-Cape Vendor	Use Off-Cape Vendor	Use But Don't Know Vendor Location
Trash Collection	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Snow Plowing	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Landscape/Yard maintenance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Security Services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Construction Services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Banking	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Insurance Services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Legal Services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Property Management	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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**V: Please describe your possible future participation in the Cape Cod economy**

*If you are already a permanent resident of Cape Cod or do not plan to move permanently to the Cape, please skip to Q 31.*

26. If you move to the Cape permanently, what are your plans with regard to employment? *(Choose only one)*  
 Part time                       Full time                       Do not expect to work *(skip to Q27)*

- 26a. If you plan to work, would you expect to...? *(Choose only one)*  
 Work for an employer based off Cape Cod                       Work for an employer based on Cape Cod  
 Start or relocate your own business                       Freelance                       Other

27. If you move to the Cape permanently, how often do you expect to attend or visit any of the following types of cultural activities or venues?

Activity/Venue	Frequently	Occasionally	Rarely or Never
Historical Societies and Museums	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Art Museums and Galleries	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Live Theatre	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Music Concerts	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other, specify: _____	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

28. If you move to the Cape permanently, where would you expect to primarily shop for the goods listed below?

Products	In My Town On-Cape	Elsewhere On-Cape	Off-Cape	N/A
Groceries	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Clothing	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sports/Recreation Equipment	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Household Furnishing	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Appliances	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Office Supplies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hardware/Building Supplies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Garden Supplies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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29. If you move to the Cape permanently, which of the following types of private services would you expect to utilize. For those you'd expect to utilize, would the vendor likely be a Cape Cod business?

Services	Not Likely to Use	Likely to Use On-Cape Vendor	Likely to Use Off-Cape Vendor	Unsure Whether to Use On or Off Cape Vendor
Trash Collection	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Snow Plowing	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Landscape/Yard maintenance	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Security Services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Construction Services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Banking	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Investment Services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Accounting Services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Insurance Services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Legal Services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Primary Care Physician	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Medical Specialist	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

30. If you move to the Cape permanently, what level of internet service would you need?

- Telephone Dial-up     DSL     T-1 Line     Cable Modem     Wireless     Don't know     None

30a. What do you expect would be your primary purpose in using the internet?

- Personal     Business     Both

**VI: Please describe yourself and your family**

*The following confidential information will only be used to describe survey respondents.*

31. Where do you live year-round?

Zip code:

If not in U.S., country:

32. What is your gender?

- Male     Female




  
 33. What is your age?

34. What is the highest level of education you have completed? *(Choose one)*

<input type="radio"/> Grade School	<input type="radio"/> Some High School	<input type="radio"/> Graduated High School	<input type="radio"/> GED
<input type="radio"/> Some College-No degree	<input type="radio"/> Associate's Degree	<input type="radio"/> Bachelor's Degree	<input type="radio"/> Post Graduate Degree

35. How many people, including you, currently live in your household?

Adults: <input type="text"/> <input type="text"/>	Children 0-13: <input type="text"/> <input type="text"/>	Children 14-18: <input type="text"/> <input type="text"/>
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36. What is your total household income (before taxes) for the last year?

<input type="radio"/> \$24,999 or less	<input type="radio"/> \$25,000 to \$49,999	<input type="radio"/> \$50,000 to \$74,999	<input type="radio"/> \$75,000 to \$99,999
<input type="radio"/> \$100,000 to \$199,999	<input type="radio"/> \$200,000 to \$499,999	<input type="radio"/> \$500,000 or more	

***Thank you for completing this survey***  
 The results of the survey will be posted within the next six months on the  
 Cape Cod Commission website: <http://www.capecodcommission.org/>



60790  



## Appendix B: Survey Frequencies

### Description of Second Home

Q1. In which town on the cape is your second home located?	Town	Percent Total
	N	%
Barnstable	309	6.3
Brewster	310	6.3
Bourne	244	5.0
Chatham	340	6.9
Dennis	521	10.6
Eastham	535	10.9
Falmouth	287	5.8
Harwich	440	9.0
Mashpee	394	8.0
Orleans	229	4.7
Provincetown	237	4.8
Sandwich	145	2.9
Truro	248	5.0
Wellfleet	380	7.7
Yarmouth	292	5.9
Total	4911	100.0%

Q1. (cont) Number and percent of respondents by region	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
Number	1070	1122	1319	1400	4911
Percent of total	21.8	22.8	26.9	28.5	100

Q2. Which of the following best describes your second home?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	1055	1110	1307	1386	4858
	%	%	%	%	%
Single Family	79.1	84.0	83.6	77.9	81.1
Condo	11.1	9.0	11.9	13.6	11.5
Mobile Home	0.0	0.0	0.2	0.1	0.1
Two-Family	0.8	1.4	0.6	0.8	0.9
Three-Family	0.0	0.2	0.1	0.2	0.1
Multiple Home on One Parcel	1.4	0.9	1.2	1.9	1.4
Cottage in a cottage colony	7.7	4.5	2.5	5.5	4.9

Q3. How many bedrooms are in your second home?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	1047	1106	1292	1373	4818
	%	%	%	%	%
No bedrooms	0.4	0.5	0.2	1.5	0.7
One bedroom	3.4	2.8	1.2	8.0	4.0
Two bedrooms	23.5	27.4	23.0	21.1	23.6
Three bedrooms	41.8	47.0	44.1	45.3	44.6
Four bedrooms	24.3	16.5	24.2	20.5	21.4
Five or more bedrooms	6.6	5.8	7.2	3.6	5.7

*Mean Number of Bedrooms in Houses with Five or More Bedrooms				
Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
5.8	5.9	6.4	6.9	6.3

Q4. What is the maximum capacity of your second home (i.e. how many does it sleep)**?				
Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
7.1	6.8	7.2	6.6	6.9

\*Mean response by region

Q5. What is the lot size of your second home property?*				
Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
.8	.7	.9	.9	.8

\*Mean response by region

Q6. What is the source of water for your second home?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	1050	1113	1291	1383	4837
	%	%	%	%	%
Town Water	87.9	97.4	93.6	19.9	72.2
Private individual well water	8.1	1.2	5.0	74.4	24.6
Private community well water	1.8	0.4	0.5	5.1	2.1
Don't Know	2.2	1.1	0.9	0.6	1.1

Q7. What type of wastewater disposal system does your second home utilize?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	1048	1107	1293	1377	4825
	%	%	%	%	%
Standard title 5 septic	67.6	74.3	82.1	79.2	76.3
Innovative/Alternative Septic	3.5	1.9	2.1	2.5	2.5
Cesspool/Cesspit	14.0	13.6	8.9	11.2	11.7
Municipal Sewer	3.6	5.4	1.9	4.9	4.0
Neighborhood wastewater treatment plant	3.1	0.7	0.5	0.1	1.0
Don't know	8.2	4.2	4.5	2.1	4.5

Q8. What type of internet connection do you use or have available for use at your second home?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	1070	1122	1319	1400	4911
	%*	%*	%*	%*	%*
Telephone Dial-up	20.6	22.6	20.2	24.0	21.9
DSL	13.7	9.0	14.3	10.3	11.8
T-1 Line	0.1	0.1	0.0	0.0	<0.1
Cable Modem	29.6	25.5	31.2	26.9	28.3
Wireless	10.7	12.4	17.2	17.6	14.8
Don't Know	4.7	4.2	3.2	2.1	3.4
None	34.0	39.3	32.1	33.9	34.7

\*Percent may add to more than 100% because some homeowners have more than one type of internet connect

Q9. How long have you or your family owned property on Cape Cod?*				
Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
26.4	25.1	24.3	25.5	25.3

\*Mean number of years by region

Q10. How did you come to own your current Cape Cod second home?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	1052	1103	1293	1379	4827
	%	%	%	%	%
Purchased an existing home	70.8	79.6	75.4	64.8	72.3
Inherited or was otherwise gifted an existing home (in part or in whole)	14.4	12.0	11.4	10.6	12.0
Purchased land and built a new home	13.9	7.8	12.0	23.6	14.8
Inherited land and built a home	1.0	0.6	1.2	1.0	1.0

Q11. Is your home owned by a trust/group of people?			
Region	N	Percent Yes	Percent No
Upper Cape	1047	23.3	76.7
Mid Cape	1094	19.9	80.1
Lower Cape	1281	20.0	80.0
Outer Cape	1367	18.7	81.3
Total	4789	20.3	79.7

Q12. In total how many homes do you own on Cape Cod?*				
Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
1.1	1.1	1.1	1.1	1.1

\*Mean number of homes by region



**Current Use of Second Home**

<b>Q13. Does someone reside at this property year round?</b>			
Region	N	Percent Yes	Percent No
Upper Cape	1042	9.2	90.8
Mid Cape	1094	11.1	88.9
Lower Cape	1281	6.5	93.5
Outer Cape	1367	4.9	95.1
Total	4789	7.7	92.3

<b>Mean Number of Year Round Residents in Homes with Year Round Resident</b>				
Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
2.1	2.3	1.9	1.9	2.1

<b>Q14. During which of the following seasons is your home typically occupied through personal use?</b>	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	1069	1121	1319	1400	4909
	%*	%*	%*	%*	%*
Winter	20.9	23.3	26.7	26.1	24.5
Spring	53.4	57.4	58.6	59.9	57.6
Summer	86.1	81.0	82.2	78.1	81.6
Fall	54.2	57.9	60.9	62.6	59.2

\*Percentages add to more than 100% because respondents could choose all the seasons that their home is typically occupied

<b>Q14. (cont) During which of the following seasons is your home typically occupied by renters?</b>	Upper Cape Rent	Mid Cape Rent	Lower Cape Rent	Outer Cape Rent	Total Rent
	N	N	N	N	N
	1069	1121	1319	1400	4909
	%*	%*	%*	%*	%*
Winter	3.9	4.5	2.6	2.0	3.2
Spring	4.8	6.6	5.2	7.5	6.1
Summer	14.3	21.4	24.3	33.9	24.2
Fall	5.1	7.3	6.4	8.1	6.8

\*Percentages add to more than 100% because respondents could choose all the seasons that their home is typically occupied

<b>Q15. Please estimate the number of days your second home was occupied each month over the past year</b>	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
January	5.7	6.4	5.0	4.3	5.3
February	5.4	6.3	4.7	3.9	5.0
March	6.1	7.0	5.4	4.7	5.7
April	8.0	8.9	7.3	6.7	7.7
May	10.8	11.5	9.5	9.7	10.3
June	16.6	16.6	15.3	15.7	16.0

Q15. Please estimate the number of days your second home was occupied each month over the past year (cont.)	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
July	23.7	23.7	24.5	24.3	24.1
August	23.7	23.2	24.4	24.8	24.1
September	14.3	14.4	13.7	14.0	14.1
October	10.1	10.8	9.2	9.1	9.8
November	6.9	7.6	6.5	5.8	6.7
December	6.5	6.9	5.6	4.9	5.9

Q15. (cont.) Please estimate how many people are typically there when the home is in use	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
January	1.8	2.0	2.2	2.0	2.0
February	1.8	2.0	1.8	1.8	1.9
March	1.9	2.1	2.0	1.9	2.0
April	2.4	2.5	2.5	2.3	2.4
May	2.9	2.8	2.8	2.8	2.8
June	3.4	3.5	3.5	3.4	3.5
July	4.4	4.5	4.6	4.4	4.5
August	4.4	4.5	4.6	4.5	4.5
September	2.9	3.1	3.1	3.0	3.0
October	2.4	2.5	2.5	2.5	2.5
November	2.1	2.3	2.3	2.2	2.2
December	2.0	1.9	2.1	2.1	2.0

**Future Use of Second Home**

Q16. Do you plan to add bedrooms to the existing home (or homes) on this property?			
Region	N	Percent Yes	Percent No
Upper Cape	1053	4.6	95.4
Mid Cape	1090	5.6	94.4
Lower Cape	1287	5.7	94.3
Outer Cape	1354	4.8	95.2
Total	4784	5.2	94.8

Mean Number of Bedrooms to be Added for Respondents Adding Bedrooms				
Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
1.4	1.3	1.2	1.1	1.2

Q17 Do you plan to build a guest cottage, apartment, or similar auxiliary dwelling on this lot?			
Region	N	Percent Yes	Percent No
Upper Cape	1052	1.1	98.9
Mid Cape	1094	1.2	98.8
Lower Cape	1290	2.0	98.0
Outer Cape	1361	2.0	98.0
Total	4797	1.6	98.4

Mean Number of Cottages to be Added for Respondents Adding Guest Cottage				
Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
1.6	2.1	1.4	1.4	1.5

Q18. Do you plan to subdivide this property in order to create additional building lots?			
Region	N	Percent Yes	Percent No
Upper Cape	1052	0.6	99.4
Mid Cape	1096	0.5	99.5
Lower Cape	1297	0.5	99.5
Outer Cape	1360	0.2	99.8
Total	4805	0.4	99.6

Q19 Which of the following most accurately reflects your anticipated use of your second home within the next 1-5 years?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	1020	1068	1282	1353	4723
	%	%	%	%	%
Plan to use as both a rental and second home for personal/family use	14.3	16.5	22.6	32.0	22.1
Plan to use only as a second home for personal/family use	66.6	60.9	59.5	52.8	59.4
Plan to use only as a rental	3.4	6.5	2.9	3.4	4.0
Plan to convert it to my primary residence	7.8	8.5	9.0	6.2	7.9
Plan to sell it	3.2	2.8	3.3	2.5	2.9
Plan to hand it down to a family member or friend	1.1	0.9	0.5	1.1	0.9
Don't know	3.5	3.9	2.1	2.0	2.8

Q19a. If you plan to maintain use as a second home for the next 5 years, during which of the following seasons will your second home typically be occupied through personal use?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N*	N*	N*	N*	N*
	860	895	1090	1193	4038
	%**	%**	%**	%**	%**
***Winter	20.5	23.1	27.4	27.6	25.0
Spring	56.3	61.7	63.9	66.1	62.5
Summer	89.1	84.5	85.9	80.7	84.7
Fall	58.7	64.4	69.8	69.9	66.3
Don't know	4.0	3.2	3.8	2.8	3.4

\*The N's reported represent only those clients who plan to maintain their second home as a second home for personal use or rental use

\*\*The percents add to more than 100% because respondents could choose all that applied

\*\*\*Percents reported is the percent of respondents that say their home will be occupied during that season



Q19a. (cont.) If you plan to maintain use as a second home for the next 5 years, during which of the following seasons will your second home typically be occupied by renters?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N*	N*	N*	N*	N*
	860	895	1090	1193	4038
	%**	%**	%**	%**	%**
***Winter	5.2	6.7	3.0	2.3	4.1
Spring	6.7	8.8	6.3	8.4	7.6
Summer	17.0	23.0	26.7	36.0	26.5
Fall	6.9	10.4	7.2	10.1	8.7
Don't know	1.6	0.9	1.4	1.3	1.3

\*The N's reported represent only those clients who plan to maintain their second home as a second home for personal use or rental use

\*\*The percents add to more than 100% because respondents could choose all that applied

\*\*\*Percents reported is the percent of respondents that say their home will be occupied during that season

Q19b. Overall in the next 1-5 years, do you expect the total use of this second home to...	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	940	987	1154	1265	4346
	%	%	%	%	%
Increase	26.6	27.0	29.3	26.6	27.4
Decrease	1.6	2.2	1.9	1.8	1.9
Remain about the same	67.2	66.7	65.3	68.5	67.0
Don't Know	4.6	4.2	3.5	3.1	3.8

Q20. Fifteen years from now, do you expect this second home...	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N*	N*	N*	N*	N*
	909	947	1174	1239	4269
	%	%	%	%	%
To be used as both a rental and second home for personal/family use	5.1%	5.4%	7.0%	12.5%	7.8%
To be used only as a second home for personal/family use	33.9%	33.3%	33.6%	33.8%	33.7%
To be used only as a rental	1.0%	2.0%	0.9%	1.4%	1.3%
To be your primary residence	18.3%	19.5%	22.7%	18.4%	19.8%
To have been sold	14.2%	13.5%	10.7%	9.3%	11.7%
To have been passed down to a family member or friend	12.4%	10.0%	9.5%	9.5%	10.2%
Don't know	15.2%	16.3%	15.6%	15.1%	15.5%

\*The N's reported represent only those clients who do not plan to transfer ownership of their homes, or are not sure if they will transfer ownership, in the next 1-5 years

**Q. 21 If your second home will become your primary home at some point in the future, at that time... how many people do you expect will reside at the property?\***

Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
2.0	2.0	2.1	2.0	2.0

\*This data applies only to respondents that indicated they are planning to convert their second home into their primary home

\*\*Mean number of people by region

**Q. 21 If your second home will become your primary home at some point in the future, at that time...how many months do you expect to reside at the property annually?\***

Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
10.1	10.3	10.4	10.0	10.2

\*This data applies only to respondents that indicated they are planning to convert their second home into their primary home

\*\*Mean number of months by region

**Current Participation in the Cape Cod Economy**

**Q22. While staying at your second home on the Cape, how often do you or your family use public golf courses?**

	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	926	974	1169	1201	4270
	%	%	%	%	%
Frequently	12.5	15.9	16.2	7.2	12.8
Occasionally	31.9	31.0	31.5	23.0	29.1
Rarely/Never	55.6	53.1	52.4	69.9	58.1

**Q22. (cont) While staying at your second home on the Cape, how often do you or your family use the national sea shore?**

	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	941	998	1227	1300	4466
	%	%	%	%	%
Frequently	15.2	19.7	33.6	66.5	36.2
Occasionally	46.1	55.9	54.0	30.1	45.8
Rarely/Never	38.7	24.3	12.4	3.5	18.0

**Q22. (cont) While staying at your second home on the Cape, how often do you or your family use town beaches?**

	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	970	1028	1237	1298	4533
	%	%	%	%	%
Frequently	43.3	68.3	70.3	76.2	65.7
Occasionally	34.7	25.0	22.6	19.3	24.8
Rarely/Never	22.0	6.7	7.1	4.5	9.5



Q22. (cont) While staying at your second home on the Cape, how often do you or your family use town boat landings?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	917	974	1181	1243	4315
	%	%	%	%	%
Frequently	12.9	9.5	15.2	15.4	13.5
Occasionally	24.5	19.9	25.6	27.3	24.6
Rarely/Never	62.6	70.5	59.2	57.4	61.9

Q22. (cont) While staying at your second home on the Cape, how often do you or your family use town recreation programs?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	914	961	1172	1232	4279
	%	%	%	%	%
Frequently	3.1	3.2	6.5	5.4	4.7
Occasionally	24.9	24.1	31.1	33.5	28.9
Rarely/Never	72.0	72.6	62.5	61.0	66.4

Q22. (cont) While staying at your second home on the Cape, how often do you or your family use conservation lands?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	922	983	1194	1256	4355
	%	%	%	%	%
Frequently	11.2	9.7	15.3	31.7	17.9
Occasionally	38.9	40.5	49.7	49.1	45.2
Rarely/Never	49.9	49.8	35.0	19.2	36.9

Q22. (cont) While staying at your second home on the Cape, how often do you or your family use the town library?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	951	1000	1213	1284	4448
	%	%	%	%	%
Frequently	20.3	20.7	28.4	35.6	27.0
Occasionally	40.7	43.9	44.5	44.3	43.5
Rarely/Never	39.0	35.4	27.0	20.1	29.5

Q22. (cont) While staying at your second home on the Cape, how often do you or your family use the town transfer station?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	933	988	1215	1290	4426
	%	%	%	%	%
Frequently	35.6	40.8	58.8	58.2	49.7
Occasionally	25.3	24.4	18.8	26.5	23.7
Rarely/Never	39.1	34.8	22.5	15.3	26.6

Q22. (cont) While staying at your second home on the Cape, how often do you or your family use public transportation?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	902	960	1179	1246	4287
	%	%	%	%	%
Frequently	0.4	0.7	1.0	3.6	1.6
Occasionally	5.0	6.7	10.2	19.6	11.0
Rarely/Never	94.6	92.6	88.8	76.8	87.4

Q22. (cont) While staying at your second home on the Cape, how often do you or your family use senior centers?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	917	971	1175	1239	4302
	%	%	%	%	%
Frequently	2.4	2.1	1.7	1.7	1.9
Occasionally	9.1	10.1	10.4	10.1	9.9
Rarely/Never	88.5	87.8	87.9	88.2	88.1

Q22. (cont) While staying at your second home on the Cape, how often do you or your family use other public facilities?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	122	144	166	156	588
	%	%	%	%	%
Frequently	27.9	28.5	41.6	32.7	33.2
Occasionally	9.0	8.3	10.8	14.1	10.7
Rarely/Never	63.1	63.2	47.6	53.2	56.1

<b>Q23. While staying at your second home on the Cape, how often do you or your family visit historical societies or museums?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	964	999	1228	1285	4476
	%	%	%	%	%
Frequently	6.7	6.1	9.0	13.5	9.2
Occasionally	55.1	54.6	59.1	64.0	58.6
Rarely/Never	38.2	39.3	31.8	22.4	32.2

<b>Q23. (cont) While staying at your second home on the Cape, how often do you or your family visit art galleries or museums?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	958	992	1223	1290	4463
	%	%	%	%	%
Frequently	8.1	7.2	12.8	31.6	16.0
Occasionally	49.6	52.7	57.2	53.9	53.6
Rarely/Never	42.3	40.1	29.9	14.5	30.4

<b>Q23. (cont) While staying at your second home on the Cape, how often do you or your family attend live theatre?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	957	1015	1228	1287	4487
	%	%	%	%	%
Frequently	7.2	11.8	12.9	19.3	13.3
Occasionally	47.6	52.5	58.6	52.6	53.2
Rarely/Never	45.1	35.7	28.6	28.0	33.6

<b>Q23. (cont) While staying at your second home on the Cape, how often do you or your family attend music concerts?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	975	1012	1231	1283	4501
	%	%	%	%	%
Frequently	7.9	11.6	10.9	15.4	11.7
Occasionally	60.9	59.6	63.9	57.6	60.5
Rarely/Never	31.2	28.9	25.2	27.0	27.8

<b>Q23. (cont) While staying at your second home on the Cape, how often do you or your family visit or attend other cultural activities or venues?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	110	148	185	160	603
	%	%	%	%	%
Frequently	18.2	25.7	41.1	36.9	32.0
Occasionally	24.5	20.3	31.4	28.1	26.5
Rarely/Never	57.3	54.1	27.6	35.0	41.5

<b>Q24. While staying at or purchasing goods for your second home on the Cape, where do you or your family primarily shop for groceries?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	978	1013	1205	1260	4456
	%	%	%	%	%
In my town on cape	88.1	87.7	73.7	38.3	70.0
Elsewhere on cape	7.9	7.7	25.0	57.7	26.5
Off cape	3.6	4.1	1.2	3.8	3.1
N/A	0.4	0.5	0.1	0.2	0.3

<b>Q24. (cont) While staying at or purchasing goods for your second home on the Cape, where do you or your family primarily shop for clothing?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	928	977	1165	1263	4333
	%	%	%	%	%
In my town on cape	33.4	29.8	25.4	15.1	25.1
Elsewhere on cape	32.9	37.3	39.4	42.3	38.4
Off cape	28.8	26.1	28.0	32.8	29.1
N/A	5.0	6.9	7.2	9.8	7.4

<b>Q24. (cont) While staying at or purchasing goods for your second home on the Cape, where do you or your family primarily shop for sports and recreation equipment?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	931	959	1169	1259	4318
	%	%	%	%	%
In my town on cape	27.4	27.2	23.3	13.3	22.1
Elsewhere on cape	27.0	25.0	35.8	39.7	32.7
Off cape	24.9	23.1	23.4	26.0	24.4
N/A	20.7	24.6	17.5	21.0	20.8

<b>Q24 (cont) While staying at or purchasing goods for your second home on the Cape, where do you or your family primarily shop for household furnishings?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	925	959	1170	1271	4325
	%	%	%	%	%
In my town on cape	21.6	26.6	13.7	5.8	15.9
Elsewhere on cape	34.5	39.1	50.9	49.8	44.4
Off cape	34.6	24.3	27.7	36.2	30.9
N/A	9.3	10.0	7.8	8.2	8.7

<b>Q24. (cont) While staying at or purchasing goods for your second home on the Cape, where do you or your family primarily shop for appliances?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	964	997	1205	1288	4454
	%	%	%	%	%
In my town on cape	25.6	30.1	20.6	12.1	21.4
Elsewhere on cape	42.2	47.7	59.0	64.1	54.3
Off cape	23.3	15.0	14.0	18.6	17.6
N/A	8.8	7.1	6.4	5.3	6.8

<b>Q24 (cont) While staying at or purchasing goods for your second home on the Cape, where do you or your family primarily shop for office supplies?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	942	963	1176	1266	4347
	%	%	%	%	%
In my town on cape	22.5	20.9	19.8	7.0	16.9
Elsewhere on cape	20.5	24.1	32.7	40.1	30.3
Off cape	19.3	15.1	12.1	20.6	16.8
N/A	37.7	40.0	35.4	32.3	36.0

<b>Q24 (cont) While staying at or purchasing goods for your second home on the Cape, where do you or your family primarily shop for hardware and building supplies?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	949	986	1165	1259	4359
	%	%	%	%	%
In my town on cape	70.6	66.7	62.9	56.5	63.6
Elsewhere on cape	18.7	27.4	32.0	39.7	30.3
Off cape	7.4	4.3	3.3	2.6	4.2
N/A	3.4	1.6	1.8	1.2	1.9

<b>Q24 (cont) While staying at or purchasing goods for your second home on the Cape, where do you or your family primarily shop for garden supplies?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	954	979	1163	1250	4346
	%	%	%	%	%
In my town on cape	69.9	74.7	62.4	48.7	62.9
Elsewhere on cape	20.1	18.7	30.7	43.3	29.3
Off cape	5.0	4.4	2.2	3.4	3.7
N/A	4.9	2.2	4.6	4.6	4.1

<b>Q25. Please indicate whether you use trash collection services in maintaining your Cape Cod second home. If you do, please indicate whether the vendor you typically use is based on or off the Cape.</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	1070	1121	1316	1400	4907
	%*	%*	%*	%*	%*
Do not use	44.0	53.1	53.6	47.4	49.6
Use on cape vendor	42.9	38.8	38.8	45.8	41.7
Use off cape vendor	1.1	0.5	0.3	0.6	0.6
Use but do not know the vendors location	7.3	2.6	4.4	2.4	4.0

\*Percent may add to more than 100% because clients could choose more than one response

<b>Q25. (cont) Please indicate whether you use snow plowing services in maintaining your Cape Cod second home. If you do, please indicate whether the vendor you typically use is based on or off the Cape.</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	1070	1121	1316	1400	4907
	%*	%*	%*	%*	%*
Do not use	64.7	70.5	67.5	70.7	68.5
Use on cape vendor	23.8	19.1	24.4	20.6	22.0
Use off cape vendor	0.2	0.0	0.1	0.0	0.1
Use but do not know the vendors location	2.6	2.1	2.7	1.6	2.2

\*Percent may add to more than 100% because clients could choose more than one response

<b>Q25. (cont) Please indicate whether you use landscaping or yard maintenance services in maintaining your Cape Cod second home. If you do, please indicate whether the vendor you typically use is based on or off the Cape.</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	1070	1121	1316	1400	4907
	%*	%*	%*	%*	%*
Do not use	29.6	35.0	27.4	45.1	34.7
Use on cape vendor	62.3	58.3	68.1	49.7	59.4
Use off cape vendor	1.3	0.6	0.4	0.5	0.7
Use but do not know the vendors location	2.2	1.4	1.8	0.6	1.5

\*Percent may add to more than 100% because clients could choose more than one response

<b>Q25. (cont) Please indicate whether you use security services in maintaining your Cape Cod second home. If you do, please indicate whether the vendor you typically use is based on or off the Cape.</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	1070	1121	1316	1400	4907
	%*	%*	%*	%*	%*
Do not use	56.9	64.5	57.7	66.3	61.5
Use on cape vendor	26.0	18.8	30.9	23.9	25.0
Use off cape vendor	7.6	4.5	2.7	2.1	4.0
Use but do not know the vendors location	1.3	2.3	2.7	1.1	1.8

\*Percent may add to more than 100% because clients could choose more than one response

<b>Q25. (cont) Please indicate whether you use construction services in maintaining your Cape Cod second home. If you do, please indicate whether the vendor you typically use is based on or off the Cape.</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	1070	1121	1316	1400	4907
	%*	%*	%*	%*	%*
Do not use	27.7	31.4	23.9	21.5	25.8
Use on cape vendor	59.6	59.0	68.2	72.4	65.4
Use off cape vendor	6.4	3.7	3.6	2.6	4.0
Use but do not know the vendors location	1.7	1.2	1.3	0.6	1.2

\*Percent may add to more than 100% because clients could choose more than one response



<b>Q25. (cont) Please indicate whether you use banking services in maintaining your Cape Cod second home. If you do, please indicate whether the vendor you typically use is based on or off the Cape.</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	1070	1121	1316	1400	4907
	%*	%*	%*	%*	%*
Do not use	22.5	23.2	18.0	23.1	21.6
Use on cape vendor	38.3	44.6	48.1	43.0	43.7
Use off cape vendor	35.0	30.3	33.4	33.1	33.0
Use but do not know the vendors location	1.8	1.2	0.8	0.4	1.0

\*Percent may add to more than 100% because clients could choose more than one response

<b>Q25. (cont) Please indicate whether you use insurance services in maintaining your Cape Cod second home. If you do, please indicate whether the vendor you typically use is based on or off the Cape.</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	1070	1121	1316	1400	4907
	%*	%*	%*	%*	%*
Do not use	16.4	17.5	9.4	10.1	13.0
Use on cape vendor	26.9	33.5	46.7	58.2	42.7
Use off cape vendor	53.1	46.0	42.5	30.1	42.1
Use but do not know the vendors location	1.7	2.3	1.5	1.2	1.7

\*Percent may add to more than 100% because clients could choose more than one response

<b>Q25. (cont) Please indicate whether you use legal services in maintaining your Cape Cod second home. If you do, please indicate whether the vendor you typically use is based on or off the Cape.</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	1070	1121	1316	1400	4907
	%*	%*	%*	%*	%*
Do not use	33.1	37.3	27.8	32.3	32.4
Use on cape vendor	19.2	22.1	35.9	38.3	29.8
Use off cape vendor	40.5	33.2	32.3	25.2	32.3
Use but do not know the vendors location	1.2	1.0	0.9	1.1	1.1

\*Percent may add to more than 100% because clients could choose more than one response

25 (cont) Please indicate whether you use property management services in maintaining your Cape Cod second home. If you do, please indicate whether the vendor you typically use is based on or off the Cape.	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	1070	1121	1316	1400	4907
	%*	%*	%*	%*	%*
Do not use	61.3	64.9	55.9	55.1	58.9
Use on cape vendor	26.4	22.5	34.9	38.4	31.2
Use off cape vendor	3.1	2.9	3.4	1.5	2.7
Use but do not know the vendors location	2.7	2.6	2.6	1.8	2.4

\*Percent may add to more than 100% because clients could choose more than one response

**Future Participation in the Cape Cod Economy for Respondents Intending to Move to Cape Cod**

Q26. If you move to the Cape permanently, what are your plans with regard to employment?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	108	130	168	140	546
	%	%	%	%	%
Part time	33.3	40.0	31.0	35.7	34.8
Full time	6.5	6.9	6.5	7.1	6.8
Do not expect to work	60.2	53.1	62.5	57.1	58.4

Q26a. If you plan to work, would you expect to...	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N*	N*	N*	N*	N*
	45	62	71	59	237
	%	%	%	%	%
Work for an employer based off cape	13.3	14.5	9.9	10.2	11.8
Worked for an employer based on cape	40.0	50.0	36.6	42.4	42.2
Start or relocate business on cape	20.0	11.3	15.5	25.4	17.7
Freelance	22.2	17.7	31.0	18.6	22.8
Other	4.4	6.5	7.0	3.4	5.5

\*N represents only those respondents planning to move to the cape permanently and planning to work

Q27. If you move to the Cape permanently how often do you expect to visit historical societies or museums?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	100	114	165	130	509
	%	%	%	%	%
Frequently	18.0	21.1	25.5	32.3	24.8
Occasionally	59.0	63.2	59.4	61.5	60.7
Rarely/Never	23.0	15.8	15.2	6.2	14.5

Q27. (cont) If you move to the Cape permanently how often do you expect to visit art galleries or museums?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	100	117	164	129	510
	%	%	%	%	%
Frequently	21.0	22.2	26.8	38.8	27.6
Occasionally	53.0	59.8	61.6	53.5	57.5
Rarely/Never	26.0	17.9	11.6	7.8	14.9

Q27. (cont) If you move to the Cape permanently how often do you expect to attend live theatre?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	102	119	159	129	509
	%	%	%	%	%
Frequently	26.5	24.4	30.8	38.0	30.3
Occasionally	57.8	65.5	61.0	52.7	59.3
Rarely/Never	15.7	10.1	8.2	9.3	10.4

Q27. (cont) If you move to the Cape permanently how often do you expect to attend live music?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	103	119	162	129	513
	%	%	%	%	%
Frequently	28.2	26.1	26.5	33.3	28.5
Occasionally	60.2	68.1	69.1	62.0	65.3
Rarely/Never	11.7	5.9	4.3	4.7	6.2

Q27. (cont) If you move to the Cape permanently how often do you expect to attend or visit other cultural venues?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	12	19	22	17	70
	%	%	%	%	%
Frequently	50.0	36.8	50.0	70.6	51.4
Occasionally	33.3	47.4	27.3	23.5	32.9
Rarely/Never	16.7	15.8	22.7	5.9	15.7

Q28. If you move to the Cape permanently, where would you expect to shop for groceries?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	97	116	160	124	497
	%	%	%	%	%
In my town on cape	79.4	76.7	73.8	48.4	69.2
Elsewhere on cape	19.6	21.6	25.6	50.0	29.6
Off cape	0.0	1.7	0.0	0.8	0.6
N/A	1.0	0.0	0.6	0.8	0.6

Q28. (cont) If you move to the Cape permanently, where would you expect to shop for clothing?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	96	108	152	126	482
	%	%	%	%	%
In my town on cape	40.6	31.5	30.3	20.6	30.1
Elsewhere on cape	50.0	59.3	65.1	69.0	61.8
Off cape	7.3	9.3	3.9	9.5	7.3
N/A	2.1	0.0	0.7	0.8	0.8

Q28. (cont) If you move to the Cape permanently, where would you expect to shop for sports and recreation equipment?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	97	112	156	125	490
	%	%	%	%	%
In my town on cape	37.1	25.9	28.8	26.4	29.2
Elsewhere on cape	39.2	54.5	57.7	60.8	54.1
Off cape	11.3	7.1	3.2	3.2	5.7
N/A	12.4	12.5	10.3	9.6	11.0

Q28. (cont) If you move to the Cape permanently, where would you expect to shop for household furnishings?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	95	109	153	125	482
	%	%	%	%	%
In my town on cape	27.4	23.9	20.3	13.6	20.7
Elsewhere on cape	51.6	63.3	61.4	73.6	63.1
Off cape	18.9	11.9	14.4	11.2	13.9
N/A	2.1	0.9	3.9	1.6	2.3

Q28. (cont) If you move to the Cape permanently, where would you expect to shop for appliances?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	100	113	156	126	495
	%	%	%	%	%
In my town on cape	37.0	27.4	21.8	19.8	25.7
Elsewhere on cape	51.0	66.4	69.2	73.8	66.1
Off cape	10.0	6.2	6.4	4.8	6.7
N/A	2.0	0.0	2.6	1.6	1.6

<b>Q28. (cont) If you move to the Cape permanently, where would you expect to shop for office supplies?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	96	113	157	130	496
	%	%	%	%	%
In my town on cape	28.1	30.1	28.0	25.4	27.8
Elsewhere on cape	43.8	47.8	48.4	59.2	50.2
Off cape	7.3	5.3	2.5	2.3	4.0
N/A	20.8	16.8	21.0	13.1	17.9

<b>Q28. (cont) If you move to the Cape permanently, where would you expect to shop for hardware or building supplies?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	96	112	148	129	485
	%	%	%	%	%
In my town on cape	67.7	62.5	58.1	62.8	62.3
Elsewhere on cape	27.1	36.6	39.9	36.4	35.7
Off cape	3.1	0.9	0.7	0.8	1.2
N/A	2.1	0.0	1.4	0.0	0.8

<b>Q28. (cont) If you move to the Cape permanently, where would you expect to shop for garden supplies?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	94	112	147	126	479
	%	%	%	%	%
In my town on cape	66.0	64.3	61.2	62.7	63.3
Elsewhere on cape	30.9	34.8	36.7	35.7	34.9
Off cape	1.1	0.9	0.0	0.0	0.4
N/A	2.1	0.0	1.4	0.0	0.8

<b>Q29. If you move to the Cape permanently, would you expect to use trash collection services, and if so would the vendor likely be a Cape Cod business?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	171	201	268	240	880
	%	%	%	%	%
Not likely to use	41.5	42.3	52.6	58.3	49.7
Likely to use on cape vendor	56.7	56.2	45.1	41.3	48.9
Likely to use off cape vendor	0.0	0.0	0.4	0.0	0.1
Unsure whether will use on or off cape vendor	1.8	1.5	1.9	0.4	1.4

<b>Q29 (cont) If you move to the Cape permanently, would you expect to use snow plowing services, and if so would the vendor likely be a Cape Cod business?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	175	203	268	244	890
	%	%	%	%	%
Not likely to use	35.4	36.5	32.5	40.2	36.1
Likely to use on cape vendor	63.4	63.1	66.8	59.4	63.3
Likely to use off cape vendor	0.6	0.0	0.0	0.0	0.1
Unsure whether will use on or off cape vendor	0.6	0.5	0.7	0.4	0.6

<b>Q29 (cont) If you move to the Cape permanently, would you expect to use landscaping or yard maintenance services, and if so would the vendor likely be a Cape Cod business?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	175	203	272	242	892
	%	%	%	%	%
Not likely to use	25.7	27.6	21.7	37.6	28.1
Likely to use on cape vendor	74.3	71.9	77.2	61.6	71.2
Likely to use off cape vendor	0.0	0.0	0.4	0.0	0.1
Unsure whether will use on or off cape vendor	0.0	0.5	0.7	0.8	0.6

<b>Q29. (cont) If you move to the Cape permanently, would you expect to use security services, and if so would the vendor likely be a Cape Cod business?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	173	196	272	240	881
	%	%	%	%	%
Not likely to use	44.5	50.0	46.7	57.5	49.9
Likely to use on cape vendor	41.6	43.9	47.4	39.2	43.2
Likely to use off cape vendor	12.1	3.6	4.0	1.7	4.9
Unsure whether will use on or off cape vendor	1.7	2.6	1.8	1.7	1.9

<b>Q29. (cont) If you move to the Cape permanently, would you expect to use construction services, and if so would the vendor likely be a Cape Cod business?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	175	203	271	245	894
	%	%	%	%	%
Not likely to use	13.7	13.8	9.6	10.2	11.5
Likely to use on cape vendor	81.7	82.8	88.2	87.8	85.6
Likely to use off cape vendor	2.3	2.5	1.8	1.2	1.9
Unsure whether will use on or off cape vendor	2.3	1.0	0.4	0.8	1.0

<b>Q29. (cont) If you move to the Cape permanently, would you expect to use construction services, and if so would the vendor likely be a Cape Cod business?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	175	203	271	245	894
	%	%	%	%	%
Not likely to use	13.7	13.8	9.6	10.2	11.5
Likely to use on cape vendor	81.7	82.8	88.2	87.8	85.6
Likely to use off cape vendor	2.3	2.5	1.8	1.2	1.9
Unsure whether will use on or off cape vendor	2.3	1.0	0.4	0.8	1.0

<b>Q29. (cont) If you move to the Cape permanently, would you expect to use banking services, and if so would the vendor likely be a Cape Cod business?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	174	202	274	245	895
	%	%	%	%	%
Not likely to use	1.1	3.0	1.8	1.6	1.9
Likely to use on cape vendor	86.8	91.1	90.1	93.5	90.6
Likely to use off cape vendor	10.9	5.0	6.2	4.5	6.4
Unsure whether will use on or off cape vendor	1.1	1.0	1.8	0.4	1.1

<b>Q29. (cont) If you move to the Cape permanently, would you expect to use investment services, and if so would the vendor likely be a Cape Cod business?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	171	199	268	242	880
	%	%	%	%	%
Not likely to use	20.5	18.6	16.0	19.8	18.5
Likely to use on cape vendor	28.7	30.7	29.9	29.3	29.7
Likely to use off cape vendor	45.0	47.2	47.0	45.9	46.4
Unsure whether will use on or off cape vendor	5.8	3.5	7.1	5.0	5.5

<b>Q29. (cont) If you move to the Cape permanently, would you expect to use accounting services, and if so would the vendor likely be a Cape Cod business?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	174	202	267	244	887
	%	%	%	%	%
Not likely to use	24.7	30.7	25.5	28.3	27.3
Likely to use on cape vendor	32.8	31.2	38.6	40.6	36.3
Likely to use off cape vendor	37.4	33.2	30.7	27.9	31.8
Unsure whether will use on or off cape vendor	5.2	5.0	5.2	3.3	4.6

<b>Q29. (cont) If you move to the Cape permanently, would you expect to use insurance services, and if so would the vendor likely be a Cape Cod business?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	173	202	269	243	887
	%	%	%	%	%
Not likely to use	4.0	7.9	3.3	3.3	4.5
Likely to use on cape vendor	52.0	54.5	63.2	71.6	61.3
Likely to use off cape vendor	38.2	33.7	29.4	23.0	30.3
Unsure whether will use on or off cape vendor	5.8	4.0	4.1	2.1	3.8

<b>Q29 (cont) If you move to the Cape permanently, would you expect to use legal services, and if so would the vendor likely be a Cape Cod business?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	169	196	267	243	875
	%	%	%	%	%
Not likely to use	11.2	12.8	10.1	7.8	10.3
Likely to use on cape vendor	43.8	49.0	62.5	69.1	57.7
Likely to use off cape vendor	39.1	32.1	22.1	20.2	27.1
Unsure whether will use on or off cape vendor	5.9	6.1	5.2	2.9	4.9

<b>Q29. (cont) If you move to the Cape permanently, would you expect to use the services of a primary care physician, and if so would the vendor likely be a Cape Cod business?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	173	203	273	244	893
	%	%	%	%	%
Not likely to use	1.2	4.4	0.7	0.4	1.6
Likely to use on cape vendor	64.7	73.4	79.5	80.3	75.5
Likely to use off cape vendor	28.9	16.3	15.0	14.3	17.8
Unsure whether will use on or off cape vendor	5.2	5.9	4.8	4.9	5.2

<b>Q29. (cont) If you move to the Cape permanently, would you expect to use the services of a medical specialist, and if so would the vendor likely be a Cape Cod business?</b>	<b>Upper Cape</b>	<b>Mid Cape</b>	<b>Lower Cape</b>	<b>Outer Cape</b>	<b>Total</b>
	N	N	N	N	N
	167	197	264	243	871
	%	%	%	%	%
Not likely to use	2.4	4.6	1.1	0.4	2.0
Likely to use on cape vendor	47.9	60.4	58.3	58.8	56.9
Likely to use off cape vendor	43.7	27.9	32.6	34.2	34.1
Unsure whether will use on or off cape vendor	6.0	7.1	8.0	6.6	7.0

Q30. If you move to the Cape permanently, what level of internet service would you need?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	187	212	300	257	956
	%*	%*	%*	%*	%*
Telephone dial-up	7.0	4.7	2.0	2.7	3.8
DSL	20.9	24.1	23.7	23.7	23.2
T-1 line	2.1	1.9	1.0	1.2	1.5
Cable modem	40.1	34.4	35.0	35.4	36.0
Wireless	33.2	35.8	39.3	38.9	37.2
Don't know	7.0	7.5	8.7	10.9	8.7
None	0.5	1.4	0.7	0.8	0.8

\*Percent may add to more than 100% because respondents could choose more than one type of internet service

Q30a. What do you expect would be your primary purpose in using the internet?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	169	196	272	239	876
	%	%	%	%	%
Personal	43.8	49.5	44.9	46.0	46.0
Business	1.2	1.0	1.1	2.5	1.5
Both	55.0	49.5	54.0	51.5	52.5

**Respondent Profile**

Q32. What is your gender?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	1003	1048	1249	1320	4620
	%	%	%	%	%
Male	55.4	56.9	54.9	54.2	55.3
Female	44.6	43.1	45.1	45.8	44.7

Q33. What is your age?				
Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
61.8	61.6	60.8	60.2	61.0

\*Mean age of survey respondents

Q34. What is the highest level of education you have completed?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	1033	1091	1281	1371	4776
	%	%	%	%	%
Grade School	0.8	0.4	0.7	0.5	0.6
Some High School	0.2	0.9	0.0	0.1	0.3
Graduated High School	8.1	8.8	3.0	2.8	5.4
GED	0.4	0.6	0.0	0.2	0.3
Some College- No Degree	10.3	11.0	6.1	6.9	8.3
Associate's Degree	5.4	7.6	5.1	5.0	5.7
Bachelor's Degree	30.5	32.0	34.0	28.5	31.2
Post Graduate Degree	44.3	38.7	51.1	56.0	48.2

Q35. How many people, including you, currently live in your household?				
Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
2.0	2.2	2.1	2.0	2.1

\*Mean number of adults in household

Q35. How many people, including you, currently live in your household?				
Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
0.8	0.7	0.8	0.6	0.7

\*Mean number of children 0-13 in household

Q35. How many people, including you, currently live in your household?				
Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
0.6	0.6	0.6	0.5	0.6

\*Mean number of children 14-18 in household

Q36. What is your total household income (before taxes) for the last year?	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
	N	N	N	N	N
	1033	1091	1281	1371	4776
	%	%	%	%	%
\$24,999 or Less	1.6	2.0	1.0	1.5	1.5
\$25,000 to \$49,999	6.9	8.4	5.0	4.5	6.0
\$50,000 to \$74,999	11.3	16.4	8.9	13.2	12.4
\$75,000 to \$99,999	13.8	13.2	12.0	14.5	13.4
\$100,000 to \$199,999	34.2	36.0	34.5	32.6	34.2
\$200,000 to \$500,000	22.4	17.4	26.8	26.5	23.6
\$500,000 or More	9.7	6.6	11.9	7.3	8.9



## Appendix C: Location of Permanent Residence for Second Homeowners

National regions of second home owners	
	N
	4631
	%
New England	71.1
North east except New England	16.6
South	7.3
Mid-west	1.8
Southwest	1.3
Mountains West	0.5
West coast, Hawaii and Alaska	1.4

County of residence for Massachusetts second home owners	Percent of Massachusetts Total	Percent of National Total
	N	N
	2661	4631
	%	%
Barnstable	8.2	4.7
Berkshire	0.9	0.5
Bristol	3.7	2.1
Dukes	0.1	<.01
Essex	3.2	1.9
Franklin	0.7	0.4
Hampden	4.2	2.4
Hampshire	2.0	1.1
Middlesex	30.4	17.5
Nantucket	0.1	0.1
Norfolk	21.0	12.1
Plymouth	5.5	3.2
Suffolk	7.9	4.5
Worcester	12.1	6.9
Massachusetts Total	100.0	57.5

## Appendix D: Type of Internet Connection by Town

Type of internet connection at second home	Dial-up	DSL	T1	Modem	Wireless	Don't Know	None
Barnstable	19.1%	12.3%	0.3%	32.7%	17.2%	4.5%	29.8%
Brewster	25.8%	15.5%	0.0%	31.3%	18.4%	3.5%	29.4%
Bourne	25.0%	10.7%	0.0%	26.6%	9.4%	5.7%	35.2%
Chatham	17.4%	12.9%	0.0%	35.9%	17.4%	2.6%	29.1%
Dennis	24.2%	7.9%	0.0%	22.8%	11.1%	4.0%	41.7%
Eastham	25.6%	7.5%	0.0%	26.9%	12.9%	2.4%	39.1%
Falmouth	22.3%	15.3%	0.3%	28.9%	12.5%	4.2%	31.7%
Harwich	17.3%	13.4%	0.0%	28.2%	16.4%	3.0%	37.7%
Mashpee	16.5%	15.0%	0.0%	33.2%	10.7%	4.3%	32.7%
Orleans	22.3%	16.2%	0.0%	29.7%	17.0%	3.9%	29.7%
Provincetown	13.9%	19.8%	0.0%	29.1%	30.8%	2.5%	23.6%
Sandwich	20.7%	12.4%	0.0%	26.2%	9.7%	4.8%	40.0%
Truro	29.8%	8.1%	0.0%	29.4%	20.2%	1.2%	27.0%
Wellfleet	24.2%	9.7%	0.0%	23.9%	14.5%	2.1%	37.4%
Yarmouth	23.6%	7.5%	0.0%	22.6%	9.6%	4.1%	45.2%

\*These figures represent what is currently available at second homes, not what second homeowners would want if they moved to the cape permanently