

# Cape Cod Second Homeowners Survey - 2021

December 2021 (updated February 2022)

UMassAmherst

Donahue Institute  
Economic and  
Public Policy Research

# Prepared by the UMass Donahue Institute's Economic & Public Policy Research Group

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## Executive Summary

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This is the third survey of second homeowners conducted by the University of Massachusetts Donahue Institute (UMDI). The Cape Cod Commission first enlisted UMDI to survey second homeowners in the region in 2008, and again in 2017. Conducted in November 2021, the timing of this third survey provides important insight into how the COVID-19 pandemic has shaped current use and planned future use of second homes in the region.

The survey and report were organized around the following key themes with key findings summarized briefly here.

- What are the characteristics of a typical second homeowner on Cape Cod?
  - The profile of the typical second homeowner remained largely the same as in prior years. The average age of second homeowners was 66, up from 65 in 2017 and 60 in 2008. Second homeowners were also more highly educated than in prior years; 91 percent held a bachelor's degree or more compared to 80 percent in 2017 and 79 percent in 2008.
- How has the pandemic changed the way people are using their second homes?
  - Overall, personal use of second homes appears to have increased both in terms of the days of occupancy and self-reported use of second homes. Many who own second homes on Cape Cod reported that the COVID-19 pandemic has increased their personal use of their property; this is particularly true among those whose primary residences are in Massachusetts. However, a significant share of second homeowners, particularly those who live outside of Massachusetts, indicated that the pandemic has not changed their use of their home, and a small group have reported that they have used their home less because travel has become riskier.
- How are second homeowners thinking about the future of their residence in relation to the pandemic and employment?
  - Second homeowners were working remotely and in hybrid situations at high rates throughout the pandemic. However, less than half of respondents reported intentions to relocate to Cape Cod, and among those who did only 9 percent intended to work full-time, in contrast to over two-thirds who intended to retire.
- How is Cape Cod's broadband service serving second homeowners?
  - Broadband service is widely utilized by second homeowners and largely meeting their needs. Its use is up dramatically since 2008.
- Do second homeowners use or purchase goods and services locally or off-Cape?

- Patterns of purchasing and service utilization remained largely unchanged, compared to previous surveys, with on-Cape shopping being preferred by many, but there was growth in the use of online retailers. Outdoor recreation services are consistently the most utilized public services.
- What are second homeowners' short- and long-term plans for using their homes?
  - Compared to prior years, second homeowners were more likely to report plans to use the home as their primary residence or convert it to their primary residence. Use of the second home as a rental property remained consistent with prior years. Homeowners were interested in making their homes more energy efficient, though many were only in the planning stages of making these modifications.

This report provides an important glimpse at second homeowners during an ongoing pandemic. While researchers and public-policy makers are anticipating that the pandemic will ultimately change residential and workplace patterns, the extent of these changes are impossible to know at this point in time, but this research will provide critical data to help understand the trends in second homeowners' use of their homes.

## Introduction

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This report shares the findings of the third Second Homeowners Survey of Barnstable County. The world has changed dramatically since issuing the first survey in 2008, largely due to the COVID-19 pandemic that has touched every corner of the globe and nearly every aspect of society and the economy. Cape Cod has long had a large seasonal population and been a destination for those looking for vacation homes or a place to retire. In many ways the pandemic has intensified the appeal of regions like Cape Cod. It has redefined the activities and environments that individuals and families consider “safe.” For example, outdoor recreation and wide-open spaces, which are in abundance on the Cape, became more appealing to many. Due to the pandemic and the existing availability of high-speed internet, remote work was embraced by employees and employers alike practically overnight, especially in the knowledge-sector, enabling many to work miles from their physical office location.

The Cape Cod Commission (CCC) enlisted the Economic and Public Policy Research group (EPPR) at the UMass Donahue Institute (UMDI) and the Center for Public Opinion (CPO) at UMass Lowell to administer the third Second Homeowner Survey of Barnstable County. The timing of this latest second homeowner survey will help policy makers and planners understand these emerging trends in employment and seasonal populations. The survey was designed to measure and understand how second homes are used, how they might be used in the future, and how second homeowners participate in the local economy. Many have suggested that the unprecedented increase in remote and hybrid work options could lead to changes in the demographics and housing markets of regions like Cape Cod. Taking a snapshot of second homeowners at this pivotal point in time provides policy makers and planners on the Cape with important insight. Not only can the results be compared to prior second homeowners’ studies (conducted in 2008 and 2017) to understand the disruptions of the pandemic, but they will also provide important data that will allow future planners and policy makers to understand whether the changes observed during the pandemic are long-term.

The survey and this report were organized around the following questions:

- What are the characteristics of a typical second homeowner on Cape Cod?
- How has the pandemic changed the way people are using their second homes?
- How are second homeowners thinking about the future of their residence in relation to the pandemic and employment?
- How is Cape Cod’s broadband service serving second homeowners?
- Do second homeowners use or purchase goods and services locally or off-Cape?
- What are second homeowners’ short- and long-term plans for using their homes?

In addition, throughout the report consideration is given to how the pandemic has changed the landscape of Cape Cod's seasonal population. Findings are compared to those from 2008 and 2017 where appropriate, as some of the questions are new in this year's survey and others from prior years have been retired. (See Appendix A for the survey instrument.)

To obtain a representative sample of second homeowners, a random sample of 20,000 second homeowners was drawn from a list of 62,850 second Cape Cod homes. Second homeowners were identified by comparing the address of the property with the owner's mailing address. If the mailing address of the owner was not the same as the address of the property, or a P.O. Box within the same town, the home was considered a second home and included in the sampling frame. International second homeowners were excluded from the survey. In November 2021, postcards inviting homeowners to participate in the survey were sent to the sample of 20,000, with a link and QR code to the online survey (See Appendix B). A single mailing design, with no follow-up contacts, was used. In total, 924 homeowners completed the survey: the response rate was 4.6 percent. The data were weighted by town.<sup>1</sup>

The total number of valid responses for any particular question varies because some individuals did not answer one or more of the questions. Findings for most questions are presented for each Cape Cod sub-region and for the region as a whole.

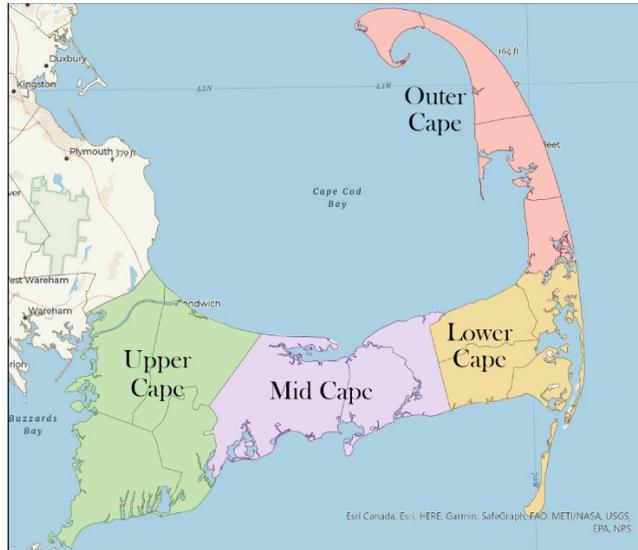
Findings include frequencies and percentages, as well as means where appropriate. Further analyses were conducted to determine whether differences between the four Cape Cod sub-regions were statistically significant. Chi-square tests were used for nominal data. For the purposes of conducting analyses on responses by location, Cape Cod was broken into the following four sub-regions: the Upper Cape, Mid Cape, Lower Cape, and the Outer Cape (the figure and table below identify the towns and their corresponding sub-regions).<sup>2</sup>

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<sup>1</sup> The margin of error, with design effect, is plus or minus 3.3% percent. All counts presented in the tables are weighted.

<sup>2</sup> For sub-regional analyses the margin of error ranged from plus or minus 6.6 percent on the Outer Cape to 7.7 percent on the Upper Cape.

**Figure 1: Sub-regions of the Cape**



Upper Cape	Mid Cape	Lower Cape	Outer Cape
Bourne	Barnstable	Brewster	Eastham
Sandwich	Yarmouth	Harwich	Wellfleet
Falmouth	Dennis	Chatham	Truro
Mashpee		Orleans	Provincetown

## Section 1: What are the characteristics of a typical second homeowner on Cape Cod?

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Second homeowners came from 34 different states; however, the majority were from Massachusetts (57%), and 84 percent were from the Northeast.<sup>3</sup> Outside of the Northeast, Florida, California, and Texas are the three top states where second homeowners had primary residences. Notably, 10 percent of second homeowners had primary residences in Barnstable County. The majority of respondents were highly-educated, high-income, older, and white, non-Hispanic. One third of second homeowners had incomes of \$250,000 or higher; sixty-one percent held a graduate or professional degree. The mean age was sixty-six, 92 percent of respondents identified as white, and 55 percent were male. Over half of second homeowners were retired (52%). Most households were two-person (60%) and few (14%) included children under 18.

Compared to the 2017 survey, the age of second homeowners is roughly the same, the average age of respondents was 66 in 2021 compared to 65 in 2017. The education level has increased from 80 percent having at least a bachelor's degree in 2017 to 91 percent in 2021. Incomes have also increased, from 70 percent having a pre-tax household income above \$100,000 to 83 percent in 2021.

The majority of respondents were established homeowners (96%); only three percent had become second homeowners since April 2021. One quarter of homes were owned by a group of people, trust, LLC or other entity. The average length of ownership, including ownership by immediate family members, was 22 years and ranged from 24 years in the Upper Cape to 21 years in the Lower Cape. Nineteen percent of second homeowners were relatively new to the Cape, with their family owning the property for five years or less; 16 percent have owned the property for six to ten years; one third have owned the property for 11 to 25 years and 31 percent have owned the property for over 25 years.

When looking exclusively at second homeowners who have purchased their home or the land on which their home was built, the time since they purchased their home or land averaged 16 years, but was higher on the Outer Cape (18 years), where homeowners were more likely to report that their second home was the first property that they or their immediate family had owned on Cape Cod. Just over one quarter of respondents reported that this was not the first property that their families had owned on the Cape (26%). Of those homeowners whose families had owned property on the Cape before, 71 percent reported that their family had owned property on the Cape for more than 25 years.

The majority of respondents had purchased an existing home (65%). Sixteen percent had inherited the home or land on which the home was built. Eighty-three percent of the homes were single-family, 10 percent were condominiums. The most common number of bedrooms was three (46%). Only four percent of

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<sup>3</sup> The Northeast includes: Maine, New Hampshire, Vermont, Massachusetts, New York, Connecticut, Rhode Island, Pennsylvania, and New Jersey.

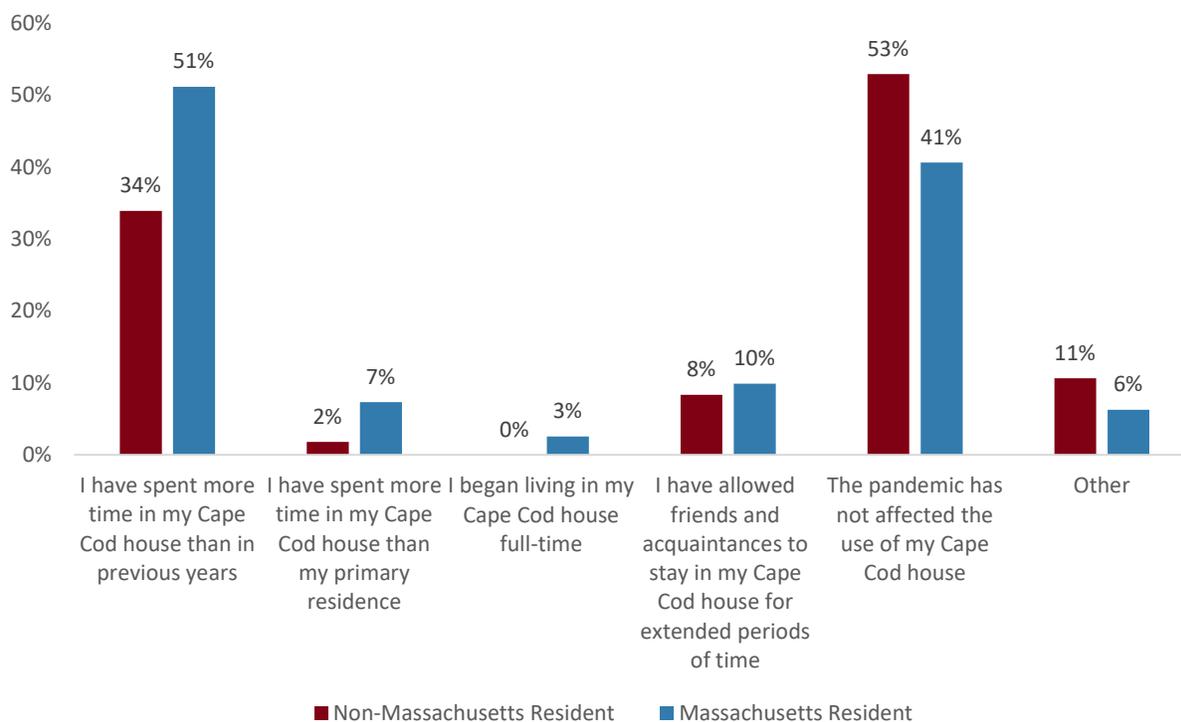
second homes had Accessory Dwelling Units (ADU). Eight percent of homeowners reported that they owned more than one home on Cape Cod.

Among homes that were purchased, 56 percent of second homeowners paid less than \$370,000 for their home, however, on average, homes in this price category had been purchased 21 years ago. In contrast, on average, homes purchased for \$500,000-\$750,000 had been purchased 9 years ago and homes over \$750,000 had been purchased an average of 10 years ago. This suggests that current home values may be considerably higher than reported purchase prices.

## Section 2: How has the pandemic changed the way people are using their second homes?

The results of the survey suggest that for the majority of second homeowners, the COVID-19 pandemic has changed the way they use their second home. However, the likelihood that the pandemic changed the use of the home varied by the primary residence of the owner. Massachusetts residents were more likely to report changes (Figure 2). In fact, 53 percent of non-Massachusetts residents reported that the pandemic had not affected their use of their Cape Cod house. In contrast, only 41 percent of Massachusetts residents said their use had not been affected. Overall, 44 percent of respondents indicated that they had used their second home more during the pandemic, this increased to 51 percent among Massachusetts residents and decreased to 34 percent among non-Massachusetts residents.

**Figure 2: Effect of Pandemic on Second Home Use by Primary Residence**



Source: Question 9

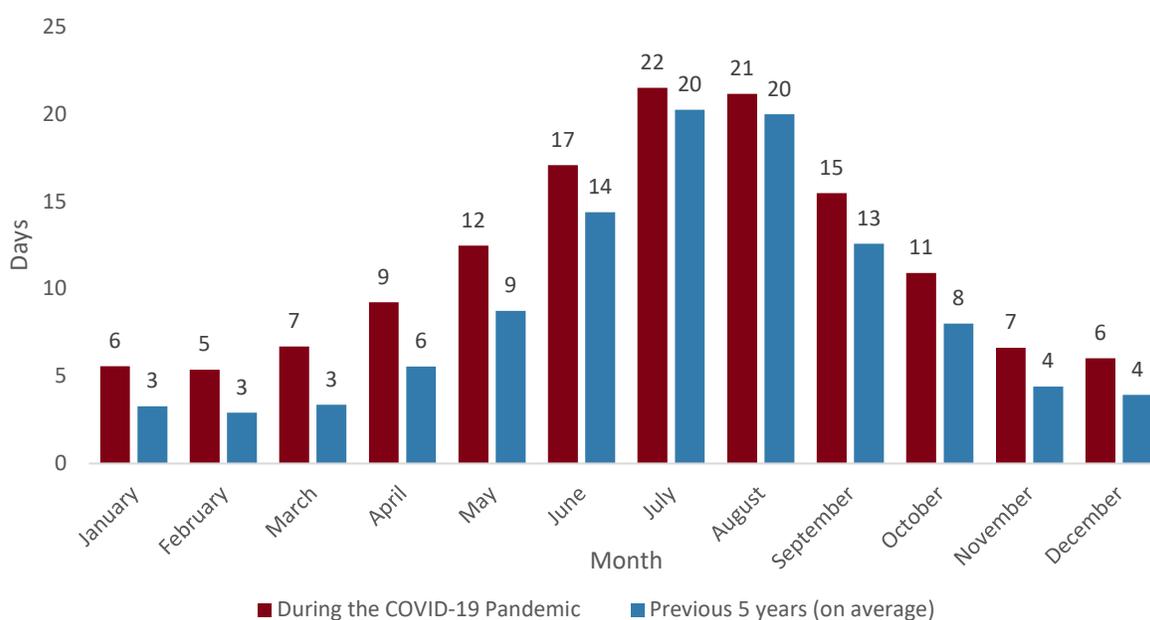
Overall, five percent of second homeowners indicated that they had spent more time in their Cape Cod home than their primary residence, though only one percent indicated that they had converted their Cape Cod home to their primary residence. Nine percent have allowed friends and family to stay in the home for an extended period of time. Notably, over half of the 8 percent of the respondents who selected “Other” in response to the question: “Which of the following statements apply to the use of your house on

Cape Cod due to the circumstances of the pandemic?” wrote in that they had spent less time in their Cape Cod home. For many outside of Massachusetts, this was because travel felt too risky.

Those who reported that use of their Cape Cod home had changed during the pandemic were asked what factors played a role in the change. The most commonly cited factor was “Lower rates of COVID-19 on Cape Cod than the area of my primary residence” (46%).

Use of the home increased during the pandemic when measured by number of days in use (Figure 3). In every month the mean number of days in use was greater during the pandemic than in the previous five years. Use and occupancy were highest during the summer months with average days of use peaking at 22 in July during the pandemic and an average occupancy of 4.5 people. While patterns of use were similar, the number of days of use increased during the pandemic, especially in the off-season. During the pandemic, use was lowest in the winter months but still up significantly from previous years. For example, in February the average days of use was 5.4 days during the pandemic. This is nearly double the days of occupancy prior to the pandemic, 2.9 days. Occupancy, in terms of the number of people in the home, stayed essentially the same.

**Figure 3: Number of Days Owner or Family Typically Occupied Second Home by Month**



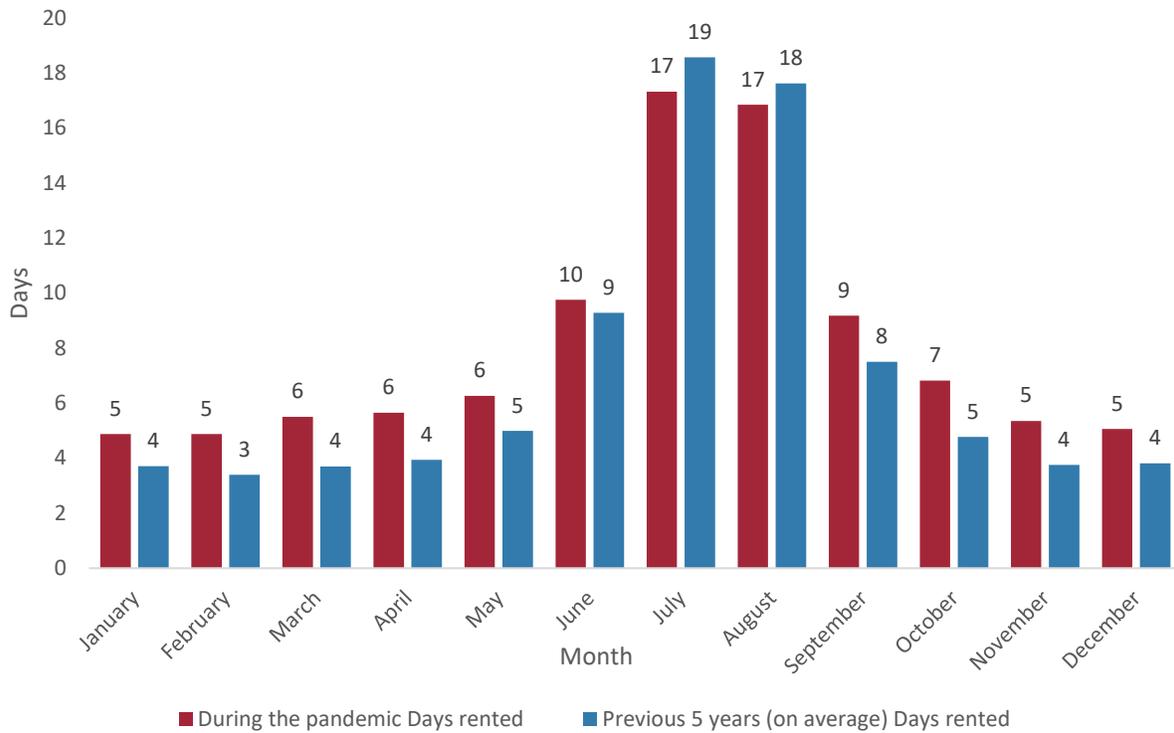
Source: Question 15.

A minority of second homeowners rented their homes both during and prior to the pandemic. Only 27 percent indicated that they had ever rented their homes.<sup>4</sup> Overall, the number of rental days per a month during and prior to the pandemic were similar. The average number of days rented during the pandemic

<sup>4</sup> Note this is based on responses to questions 19 and 11 combined.

was higher in every month, except July and August, during the pandemic when compared to the prior 5 years (Figure 4).

**Figure 4: Number of Days Renters Typically Occupied Second Home by Month**



Source: Question 21.

## Section 3: How are second homeowners thinking about the future of their residence in relation to the pandemic and employment?

Second homeowners on the Cape were most likely to belong to one of two groups: those who have retired and those who are currently employed. Fifty-two percent of second homeowners reported being retired, while 46 percent were employed. Of those who were employed, 78 percent were working for an employer off-Cape, 19 percent were self-employed, and only 2 percent of respondents were currently employed on-Cape (Table 1).

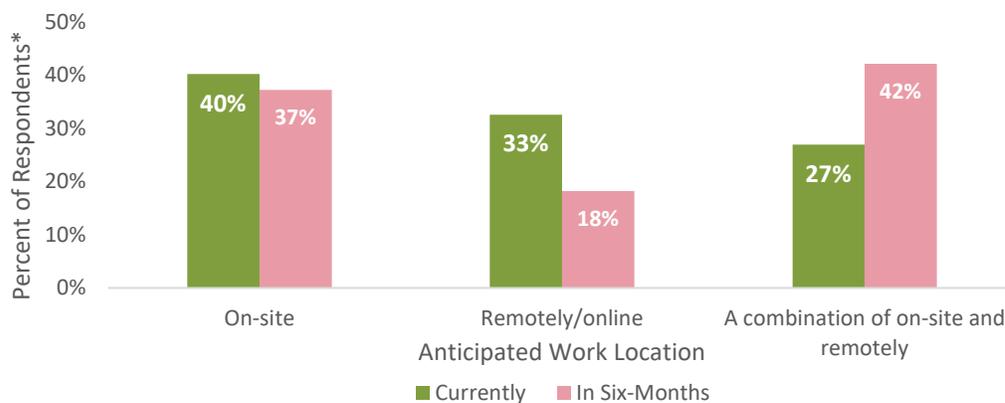
**Table 1: Current Employment Status**

What is your current employment status? <i>p=0.649, n=909</i>	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
Employed	113	46%	150	44%	100	48%	58	49%	421	46%
Unemployed	1	0%	1	0%	0	0%	0	0%	3	0%
Retired	126	52%	185	55%	104	50%	58	49%	474	52%
Otherwise out of the workforce (e.g., student, stay at home parent, etc.)	5	2%	1	0%	4	2%	2	1%	12	1%
Total	245	100%	337	100%	208	100%	118	100%	909	100%

Source: Question 35

Of the 421 homeowners who were currently employed, nearly equal shares reported that they currently worked on-site (34%), remotely (33%), or a combination of both (27%). When asked about the future of their work situation in the next 6 months, 42 percent of respondents expected to be in a hybrid situation of both remote and on-site work, while 31 percent expected to be fully on-site; those who expected to be remote-only decreased to 18 percent (Figure 5).

**Figure 5: Current and Anticipated Work Location**



Source: Question 37, \*employed respondents

**Table 2: Current and Anticipated Work Location**

If you are employed, what is your current and anticipated work location?	Region of Cape					Total
	Currently	Upper Cape	Mid Cape	Lower Cape	Outer Cape	
On-site	35%	36%	33%	30%	34%	
Remotely/online	34%	32%	33%	31%	33%	
On-site at client locations	5%	8%	6%	4%	6%	
A combination of on-site and remotely	25%	25%	28%	33%	27%	
I don't know	0%	0%	0%	2%	0%	
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	
	<b>In Six-Months</b>					
On-site	35%	27%	31%	31%	31%	
Remotely/online	22%	18%	14%	17%	18%	
On-site at client locations	3%	10%	7%	4%	6%	
A combination of on-site and remotely	38%	42%	46%	44%	42%	
I don't know	2%	3%	1%	4%	2%	
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	

Source: Question 36

Reflecting the high-level of education among second homeowners, those who were employed were clustered in knowledge-based industries: professional and technical services (22%), education services (14%), health care and social assistance (12%), and finance and insurance (11%).

Among those who plan to move to Cape Cod full-time, 67 percent plan to retire, 21 percent plan to work part-time and 9 percent plan to work full-time. For those who plan to live on the Cape full-time, when asked to complete the sentence, "Once I move to the Cape full-time I expect to..." 11 percent of second homeowners selected "Continue to work for my current employer" and 7 percent selected "Continue doing freelance work/working for my own business that operates mostly online," suggesting that these individuals may be able to work remotely or in a hybrid fashion. The most common response to this question was "I'm not sure" (39%).

## Section 4: How is Cape Cod's broadband service serving second homeowners?<sup>5</sup>

While internet availability and remote working capabilities had been steadily increasing pre-pandemic, the pandemic and stay-at home orders forced many companies and workers to embrace remote work. For second homeowners, this could mean spending more time on Cape Cod. In order to do so, an internet connection is necessary. At their Cape homes, 90 percent of respondents reported using a fixed connection to access the internet. Others reported using a cell phone (3%) or hotspot (2%) to log on. While 29 percent of respondents reported that they had no internet service in 2008, that number dropped to only 5 percent in 2021.

Households typically reported 1-2 users on-line at a time (65%), though it was common for 3-4 users to be accessing the internet at the same time in one household (28%). Seventy-one percent of respondents found their internet to be sufficient for their daily tasks with little to no problems. However, 20 percent reported having some problems with their internet, and 4 percent reported inadequate connections (Table 3).

**Table 3: Internet Service on-Cape**

If you have internet service in your Cape Cod home, please select the sentence below that best describes your internet service on Cape Cod.	Region of Cape				
	Upper Cape	Mid Cape	Lower Cape	Outer Cape	Total
<b>p=0.482, n=874</b>	%	%	%	%	%
My internet service allows me and others in my household to perform necessary tasks with few problems (e.g., working from home, remote school, etc.)	72%	71%	70%	68%	71%
My internet service causes some problems for me and/or others in my household while trying to perform necessary tasks, but the problems have not been significant	20%	19%	23%	22%	20%
My internet service is inadequate for performing necessary tasks	5%	4%	3%	7%	4%
Not applicable	3%	5%	3%	3%	4%
Other (please specify)	0%	1%	2%	1%	1%
Total	100%	100%	100%	100%	100%

Source: Question 43

Of those who reported having an inadequate connection, 12 percent said that the reason was because an upgrade is too expensive, while 7 percent reported an upgrade being unavailable to them.

<sup>5</sup> Note that given that this was an online survey there may have been an oversampling of individuals who have reliable internet service, however, respondents may have been completing the survey at their primary residence so it is likely that any bias introduced should be minimal.

## Section 5: Do second homeowners use or purchase goods and services locally or off-Cape?

While they are staying on the Cape, second homeowners tend to purchase goods locally. When seeking goods and services at their Cape Cod homes, 94 percent of respondents reported buying groceries in town, while 92 and 90 percent reported using in-town garden and hardware stores. These patterns in shopping mirror those of second homeowners in 2008 and 2017. For those who did buy elsewhere on Cape Cod, appliances (24%), household furnishings (18%) and sports and recreation equipment (11%) were primarily purchased.

While for all goods on-Cape purchasing was the primary option, clothing (28%), sports and recreation equipment (27%) and household furnishings (31%) were the items most frequently purchased off-Cape. Online vendors made up a larger portion of shopping by second homeowner households in 2021 than in earlier survey years, likely due to pandemic guidelines and greater opportunities for online shopping. Clothing and sports and recreation equipment, in particular, saw a jump in share purchased online from 6 percent each in 2017 to 13 and 17 percent respectively in 2021 (Table 4).

**Table 4: Purchasing Goods**

While purchasing goods for your home on the Cape, where do you or your immediate family primarily shop for the items listed below? (Please select one box row.)	My town	Elsewhere on-Cape	Off-Cape	Online	Total
	%	%	%	%	N
Groceries	94%	2%	4%	0%	895
Clothing	48%	10%	28%	13%	832
Sports/Recreation Equipment	44%	11%	27%	17%	733
Household Furnishings	44%	18%	31%	8%	828
Appliances	56%	24%	15%	6%	843
Office Supplies	59%	11%	17%	13%	653
Hardware/Building Supplies	90%	7%	3%	0%	881
Garden Supplies	93%	5%	3%	0%	872
Other (please specify)	91%	0%	9%	0%	19

Source: Question 46

Services for which respondents chose on-Cape vendors included trade and repair services (75%), hospital and acute care centers (47%), and insurance companies (37%). Though immediate care and repairs were preferable on-Cape, many respondents preferred to go off-Cape to see a medical specialist (58%) or a primary care physician (61%). And while most respondents chose insurance carriers on-Cape, most also preferred to use investment services off-Cape (55%). Much like their 2017 counterparts, respondents reported using on-Cape vendors for landscaping and yard services (71%) and construction services as well (75%) (Table 5).

**Table 5: Private Services**

Please indicate which of the following private services you typically use while staying in and/or in maintaining your Cape Cod home. For those services you do utilize in relation to your home, please indicate whether the vendors you use are primarily based on or off the Cape. (Please select one box per row.)	Use on-Cape vendor	Use off-Cape vendor	Unsure if I use on-or-off-Cape vendor	Do not use	Total
	%	%	%	%	N
Private trash collection	33%	0%	1%	65%	892
Snow plowing	27%	0%	1%	71%	892
Landscaper/yard service	71%	1%	1%	27%	898
Security services	20%	8%	3%	70%	889
Construction services	75%	2%	1%	22%	901
Banking	37%	41%	1%	21%	892
Investment services	3%	55%	1%	41%	891
Accounting services	3%	43%	2%	51%	887
Insurance services	38%	44%	1%	17%	894
Legal services	18%	37%	1%	43%	885
Primary care physician	6%	61%	1%	31%	887
Medical specialist	8%	58%	1%	32%	879
Hospital emergency room/acute care center	47%	25%	2%	25%	884
Trade/repair services	75%	9%	2%	15%	890
Childcare	1%	2%	7%	89%	857
Other (please specify)	6%	1%	10%	83%	100

Source: Question 47

Respondents who sought off-Cape vendors cited already having the service as the primary reason for choosing that vendor (41%). Aside from that, 21 percent reported not needing the services at their Cape Cod home, while 8 percent reported higher prices as the reason they chose to go off-Cape.

Given the demographics of the sample, it is not surprising that 89 percent of respondents did not use childcare on-Cape. Snow plowing and security services were other rarely used services, with 71 and 70 percent of respondents, respectively, reporting that they did not use these services.

**Table 6: Public Services**

When on Cape Cod, how often do you or your family use any of the following types of public facilities? (Please Select one box row.)	Once a week	A few times a month	Once a month	Once every few months	Once or twice a year	Never	Total
	%	%	%	%	%	%	N
Public Golf Course	10%	8%	5%	6%	15%	55%	883
National Seashore	18%	15%	10%	15%	30%	12%	901
Town Beaches	56%	22%	5%	5%	7%	5%	905
Town Boat Landings	10%	7%	5%	6%	10%	61%	886
Town Recreation Programs	5%	6%	6%	8%	15%	60%	882
Conservation Lands	19%	22%	14%	13%	14%	17%	890
Public Parks	15%	21%	13%	17%	17%	16%	886
Visitor Centers	2%	5%	9%	12%	29%	43%	880
Libraries	14%	15%	13%	13%	19%	26%	897
Town Transfer Stations	36%	15%	6%	7%	9%	26%	890
Public Transit	1%	1%	1%	3%	8%	87%	885
Senior Centers or Services	1%	2%	2%	2%	6%	87%	888
Other (please specify)	13%	6%	1%	0%	2%	78%	89

Source: Question 45

Outdoor recreation opportunities were utilized by the highest number of second homeowners and at high levels of intensity, in terms of frequency of use. When looking at public services that are used by second homeowners at any level of frequency, the five most popular services were town beaches, the National Seashore, public parks, conservation lands, and libraries. The most intensely used services, those with the highest share of second homeowners who reported using them once a week or more while on the Cape, were town beaches (56%), transfer stations (36%) and conservation lands (19%). Very rarely used services included public transit (87% never use) and senior centers or services (87% never use).

## Section 7: What are second homeowners' short- and long-term plans for using their homes?

During the COVID-19 pandemic second homeowners have been increasingly interested in using their homes for personal use or converting their homes to their primary residences. The most commonly reported use of their second home overall was as a second home for the owners and their family; 79 percent of respondents indicated that this was their intended use at some point in time. In addition, over one third of second homeowners (37%) indicated that they intend to use the home as their primary residence or convert it to their primary residence over the next 20 years (Tables 7 and 8).<sup>6</sup> Among those who specified that they would convert their second home to their primary residence (30%) the majority indicated that they would do so in 5 years (Table 7). This is a significant increase from 2008 and 2017. In 2017, 19 percent of respondents anticipated converting their second home into their primary residence over the next twenty years. In 2008, 22 percent of second homeowners stated that they plan to convert their home to their primary residence over the next 15 years. This suggests that there was increased interest among second homeowners to use their second home as their primary residence and this increase may be tied to cultural and employment changes brought on by the pandemic.

**Table 7: Anticipated Use of Cape Cod Home over Time<sup>7</sup>**

Which of the following responses most accurately reflects your past and anticipated use of your Cape Cod home over the past year, over the next year, in five years, and in twenty years?	Over the past Year		Over the next Year		In 5 Years		In 20 Years		Ever	
	N	%	N	%	N	%	N	%	N	%
<b>n = 906</b>										
Convert it to my primary residence	6	1%	24	3%	172	19%	76	8%	268	30%
Hand it down to a family member	5	1%	6	1%	56	6%	446	49%	504	56%
Sell it	4	0%	9	1%	53	6%	136	15%	192	21%
Sell it and purchase another house on Cape Cod	2	0%	10	1%	56	6%	46	5%	104	11%

Source: Question 11

<sup>6</sup> This included respondents who selected "Use it as my primary residence" or "Convert it to my primary residence" at any point in time (i.e. over the past year, next year, in five years, or in 20 years).

<sup>7</sup> Note: Question 11 erroneously instructed respondents to "Please select one box per row." Therefore, responses are presented in two tables. Table 7 presents responses for all time periods because these events are presumed to occur only once for a given homeowner. Table 8 presents results without time period details because one could presumably engage in the described use at multiple points in time. In both tables the "Ever" column presents the number of respondents who indicated that they have or plan to engage in a given use at any period in time. Note that totals in Table 7 do not sum across time periods because a few (no more than 10 for any given sub question) selected multiple points in time.

**Table 8: Anticipated Use of Cape Cod Home**

Which of the following responses most accurately reflects your past and anticipated use of your Cape Cod home over the past year, over the next year, in five years, and in twenty years?	Ever	
	n = 906	N
Use it as my primary residence	285	31%
Use it only as a second home for personal/family use	720	79%
Use it only as a seasonal/short-term rental	70	8%
Use it only as a year-round rental	33	4%
Use it as both a seasonal/part-time rental and second home for personal/family use	168	19%
Rental, short-term, long-term, or part-time	210	23%
Other (please specify)	25	3%

Source: Question 11

Roughly one quarter of respondents (27%) have rented or intend to rent their home at some point in time.<sup>8</sup> This level of interest in renting out one's second home is down slightly since from 2017, but consistent with 2008. In 2017, 29 percent of respondents had rented their home over the past five years; in 2008, 25 percent of second homeowners indicated that they rented out their home. It appears that the pandemic has not dramatically shifted interest in renting out one's second home.

For those who have rented their homes on a short-term basis in past years (2015-2021), the most common average rent per night range was \$200 to \$299. However, in 2022 the most common anticipated rent range was \$300 to \$399. Those who rented their homes on a short-term basis reported finding renters through popular websites such as Airbnb (19%) and VRBO (30%), but they were more likely to use a real estate agent (32%) or word-of-mouth and community relationships (37%).

For those who rented their homes on a long-term basis, the most common rent range was \$1,000 to \$1,499 in 2015-2019. In 2020, \$1,000 to \$1,499 and \$1,500 to \$1,999 were equally common. The range of \$1,500 to \$1,999 was the most common in 2021 and looking forward to 2022. Long-term renters were primarily found through real estate agents (32%) and word-of-mouth and community relationships (47%).

Only 8 percent of respondents reported that their homes have year-round occupants. Of those with year-round occupants, the occupants were most likely to be family members (51%) or year-round renters (42%).

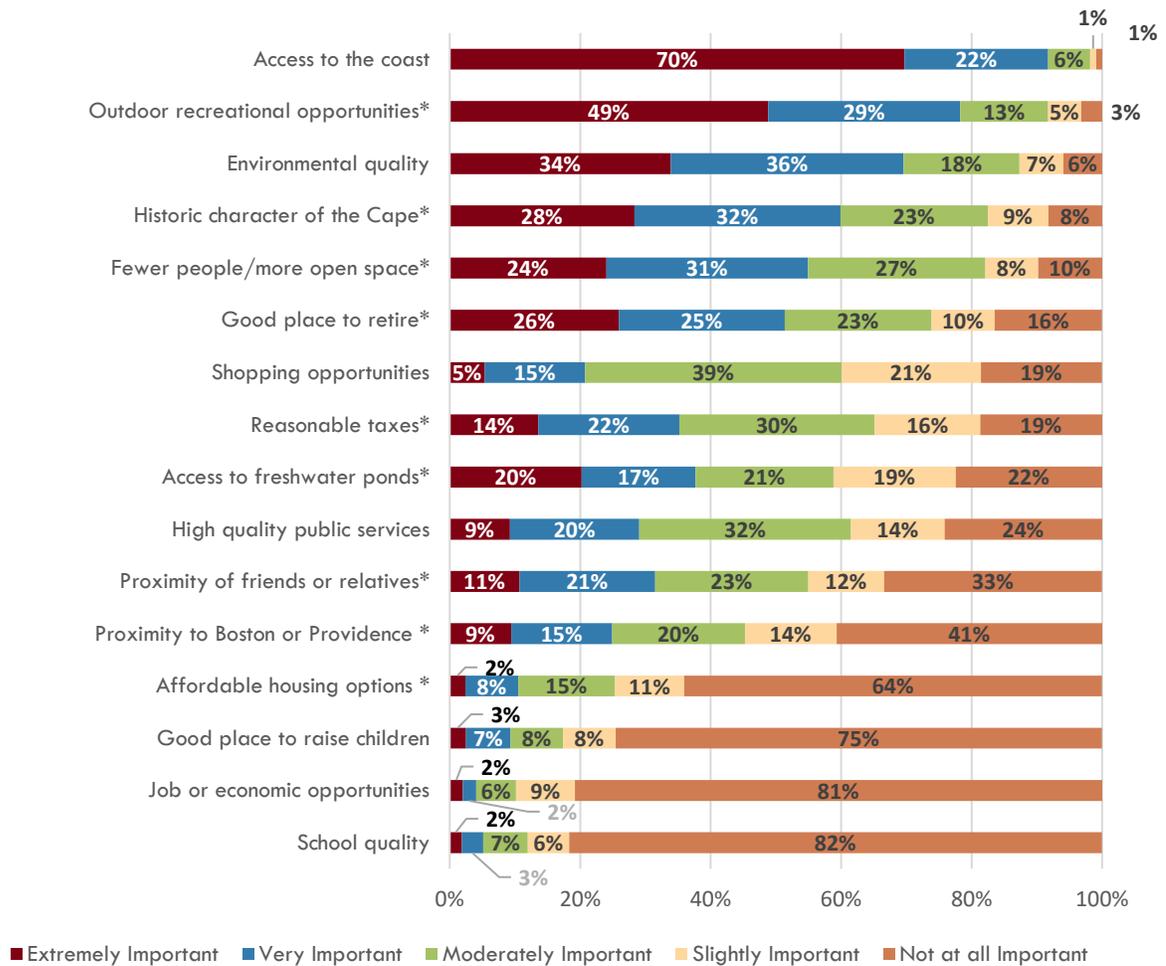
Over half of second homeowners cited the following factors as extremely or very important when deciding to purchase their home: access to the coast, outdoor recreation, environmental quality, historic character, open space, and good place to retire (Figure 6). The prior Second Homeowner's surveys did not ask about

<sup>8</sup> A total of 241 respondents reported any form of renting over the past year, next year, in five years or in 20 years. This includes responses to question 11 and question 20.

these factors, but in a survey of all homeowners in 2014 the three factors most frequently rated as very important or important were environmental quality, access to the coast, and reasonable taxes. This indicates that the importance of environmental factors is longstanding prior to the pandemic.

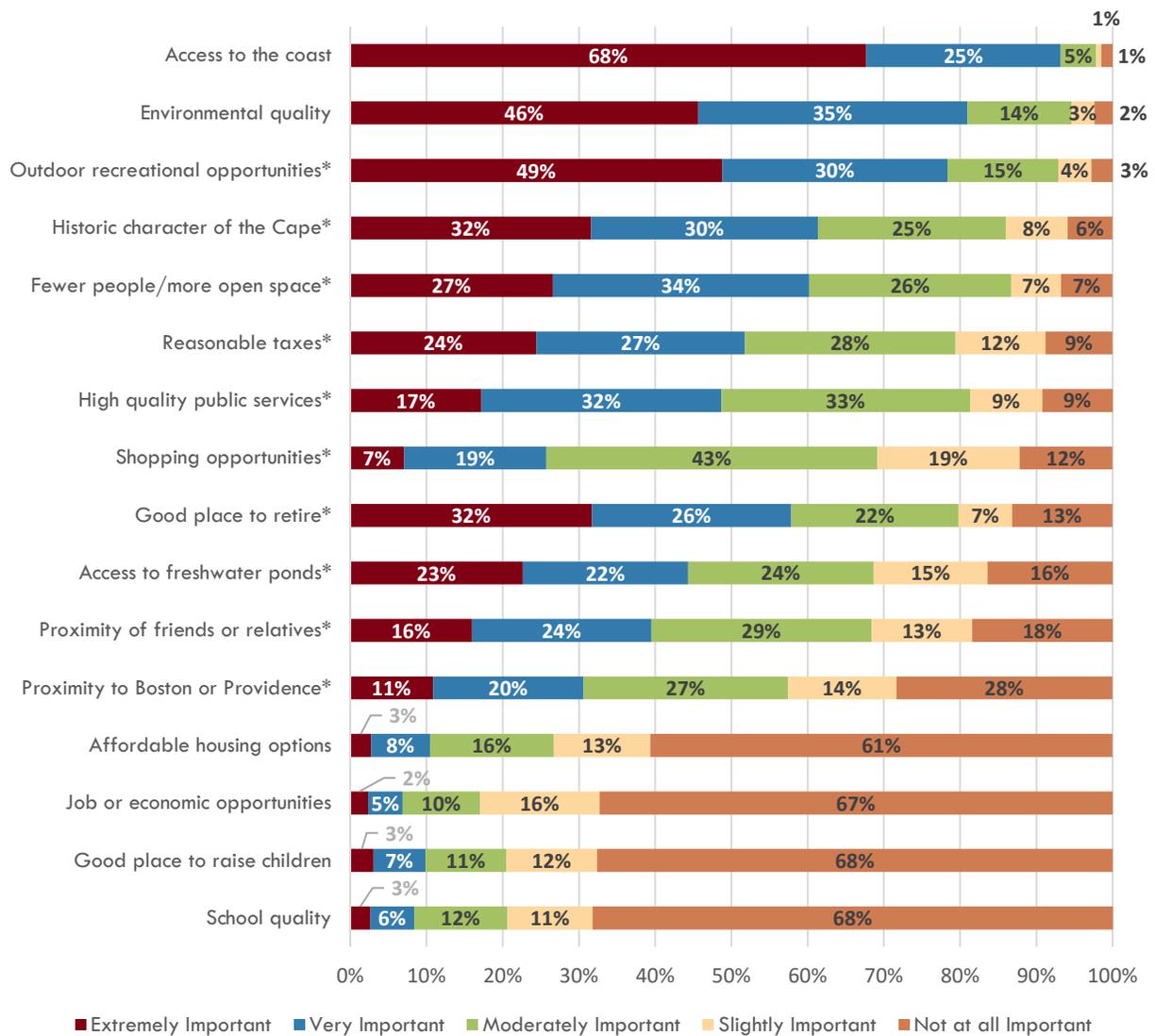
In the current survey, a subset of owners who were planning to maintain their second homes, were asked about the importance of the same factors. There was little shift in the importance of factors. These owners also ranked environmental factors highly, though reasonable taxes and a good place to retire increased in their importance among homeowners who intend to maintain their home (Figure 7).

**Figure 6: Factors in Decision to Purchase a House on Cape Cod**



Source: Question 12, \* indicates there were significant sub-regional differences see Appendix C for sub-regional details.

Figure 7: Factors in Decision to Maintain Home on Cape Cod



Source: Question 14; \* indicates there were significant sub-regional differences see Appendix C for sub-regional details.

A minority of homes were directly on the coastline (11%) or a pond (7%). Though nearly half (49%) were within one mile of a freshwater pond and over two-thirds (69%) were within one mile of the coast. Even given the proximity to water, only six percent of homeowners indicated that their homes were threatened by coastal erosion or flooding. The low levels of perceived environmental threat may help explain the low level of interest in modifying second homes to be more resilient to these threats. Survey respondents were asked about their interest in making a series of modifications to their homes to protect them from coastal erosion. The most common modification in response to these threats was elevating utilities, but only five percent of homeowners reported that they had done this, were doing it, were planning to do it, or were considering it. For those who reported that they were considering making modifications, the most commonly cited reason was “protecting my home” (47%).

The survey also asked about interest in making modifications to improve energy efficiency and reduce greenhouse gas emissions. One quarter of homeowners reported that at their second home they had installed energy saving utilities or appliances, 24 percent had received weatherization assistance, 21 percent composted household waste, and 14 percent had installed heat pumps. Only six percent had installed solar panels and 8 percent had used an electric vehicle. Across the board, interest in all of these improvements was high, as for each action over 30 percent had either already taken or were in the process of planning or considering these actions, 42 percent of respondents were at least considering using an electric vehicle and 32 percent were at least considering installing solar panels.

**Table 9: Interest in Energy Efficient Actions**

Have you taken or will you take any of the following actions for your second home?	I have done this	I am in the process of doing this	I am planning to do this	I am considering doing this	I am not going to do this	Unsure	Total
	%	%	%	%	%	%	N
Install solar panels*	6%	0%	2%	24%	56%	13%	836
Install heat pumps*	14%	1%	2%	14%	56%	12%	824
Install other energy saving utilities and/or appliances, please specify	24%	2%	6%	13%	33%	19%	798
Receive weatherization assistance	23%	1%	5%	13%	41%	14%	818
Use an electric vehicle	8%	1%	7%	27%	42%	15%	828
Compost household waste	21%	3%	3%	15%	48%	11%	841
Other option (please specify)	1%	0%	1%	1%	10%	7%	160

Source: Question 33. Note: \* indicates there were significant sub-regional differences, see Appendix C for sub-regional analysis.

## Conclusion

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A great deal has changed since 2008, when the Cape Cod Commission and the UMass Donahue Institute first conducted a survey study of second homeowners in Barnstable County. For example, when the first study was conducted, over 20 percent of second homeowners were still using dial-up to connect to the internet and the phrases “social distancing” and “hybrid work” were not part of a typical vocabulary. Change over the past thirteen years has been both slow and quick. While internet availability had been steadily increasing, it took a pandemic and stay-at home orders to force many employers and employees to embrace remote work. This has enabled increasing numbers of second homeowners to spend time in their Cape Cod home while working, which may explain the increased personal use of second homes during the pandemic and increased interest in converting second homes to primary residences in the future. At the same time, internet access has increased the utilization of online shopping among second homeowners, which may have negative impacts on local businesses.

Some things haven't changed. Cape Cod remains a destination for retirees and individuals looking for open space, access to the coast, and outdoor recreation. Second homeowners continue to be highly-educated, relatively high-income, and predominantly white. However, mirroring the widening economic inequality in the United States and the increasing cost of real estate, current second homeowners are more educated and affluent than in prior years.

As planners and policy makers think about the future of Cape Cod, it will be important to gauge the extent to which seasonal populations become year-round residents. The survey results suggest that second homeowners are interested in using their homes more, both part-time and full-time, and are more frequently converting the home into their primary residence. Whether or not these trends continue will certainly be connected to larger trends in employment and society that in the midst of a global pandemic remain uncertain.

## Appendix A. Survey Instrument

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# Cape Cod Second Homeowner Survey

Note: this survey was administered via Qualtrics and question numbers were not displayed for respondents, but rather used for analysis purposes.

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Start of Block: Block 1



Thank you for your participation in the 2021 Cape Cod Second Homeowner Survey. The Cape Cod Commission is working with the Center for Public Opinion at UMass Lowell and the Donahue Institute at UMass Amherst to conduct this survey.

A second homeowner is someone who owns one or more homes that do not serve as their primary residence. The goal of this survey is to better understand how second homeowners are using their Cape Cod residences today and how they plan to use them in the future, and the impacts the pandemic may have had on second home utilization in the region.

Please take a few minutes to answer each question in the survey. **If you own multiple homes on the Cape, please base your responses on the home you most recently came to own.** For support with this survey, please email [surveys@uml.edu](mailto:surveys@uml.edu).

Everyone who completes the survey can enter for a chance to win one of five \$100 Amazon gift cards from UMass Lowell.

Thank you for completing the survey.

Click the button below to advance and begin the survey.

***If you have an access code on the postcard you received, please enter it below before clicking next.***

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Q1 Which of the following best describes you?

- New Cape Cod second homeowner (I did not own a second home on Cape Cod prior to April 1, 2020) (1)
- Established second homeowner (I owned a second home on Cape Cod prior to April 1, 2020) (2)
- I do not own a second home on Cape Cod (If you do not own a second home on Cape Cod, then no further questions are applicable. Thank you for your time!) (3)
- Other (please specify) (4) \_\_\_\_\_

*Skip To: End of Survey If Q1 = 3*

Q2 Where is your primary residence?

- ZIP code (1) \_\_\_\_\_
  - Not in the United States, specify country (2) \_\_\_\_\_
- 

Q3 In which town on Cape Cod is your second home located?

▼ Barnstable (1) ... Yarmouth (15)

---

Q4 About how long (in years) have you or your immediate family (parents, siblings, spouses, their children, and your children) owned this property on Cape Cod?

\_\_\_\_\_

Q5 Is this the first property you or your immediate family have owned on Cape Cod?

- Yes (1)
  - No (2)
  - Unsure (3)
-

*Display This Question:*

*If Q5 = 2*

Q6 If this is not the first property you or your immediate family have owned on Cape Cod, how long (in years) have you or your immediate family owned property anywhere on Cape Cod?

---

Q7 Is your second home on Cape Cod owned by a group of people, trust, LLC, or other entity?

- Yes (1)
  - No (2)
- 

Q8 How did you come to own your current Cape Cod second home?

- Purchased an existing house (1)
- Inherited or was otherwise gifted an existing house (2)
- Purchased land and built a new house (3)
- Inherited land and built a new house (4)
- Purchased an existing house and built a new house in its place (5)
- Inherited an existing house and built a new house in its place (6)
- Purchased an existing house and made significant structural changes to it (7)
- Inherited an existing house and made significant structural changes to it (8)

Q9 The pandemic has affected the way that many people use their home(s). Which of the following statements apply to the use of your house on Cape Cod **due to the circumstances of the pandemic?** (Please select all that apply.)

- I have spent more time in my Cape Cod house than in previous years (1)
- I have spent more time in my Cape Cod house than in my primary residence (2)
- I began living in my Cape Cod house full-time (3)
- I have allowed friends and acquaintances to stay in my Cape Cod house for extended periods of time (4)
- The pandemic has not affected the use of my Cape Cod house (5)
- Other (6) \_\_\_\_\_

---

*Display This Question:*

*If Q9 != 5*

Q10 If use of your Cape Cod house has increased due to the circumstances of the pandemic, what factors played a role? (**Please select all that apply.**)

- More living space/bigger home than my primary residence (1)
- Proximity to outdoor recreation (4)
- Living in a less dense area than the area of my primary residence (5)
- Lower rates of COVID-19 on Cape Cod than the area of my primary residence (6)
- Could now work remotely/no longer had to live near my job (for a job not on the Cape) (7)
- Children could now attend school remotely/no longer had to live near children's school (8)
- Proximity to family/friends (9)
- Not applicable (10)
- Other (please specify) (11) \_\_\_\_\_

Q11 Which of the following responses most accurately reflects your past and anticipated use of your Cape Cod home over the past year, over the next year, in five years, and in twenty years? (Please select one box per row.)

	Over the past year (1)	Over the next year (2)	In 5 years (3)	In 20 years (4)	Not applicable (5)
Use it as my primary residence (1)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Convert it to my primary residence (4)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Use it only as a second home for personal/family use (5)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Use it only as a seasonal/short-term rental (6)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Use it only as a year-round rental (7)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Use it as both a seasonal/part-time rental and second home for personal/family use (8)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Hand it down to a family member (9)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Sell it (10)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Sell it and purchase another house on Cape Cod (11)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (please specify) (12)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Display This Question:

If Q8 = 1

Or Q8 = 3

Or Q8 = 5

Or Q8 = 7

Q12 If you purchased your second home on Cape Cod, how important to you personally were the following factors in making the initial decision to purchase a house on Cape Cod specifically? (Please select one box per row.)

	Extremely important (1)	Very important (2)	Moderately important (3)	Slightly important (4)	Not at all important (5)
Job or economic opportunities (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Good place to raise children (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
School quality (5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Proximity of friends or relatives (6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Proximity to Boston or Providence (7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Affordable housing options (8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Reasonable taxes (9)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
High quality public services (10)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Environmental quality (e.g., clean air and water) (11)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to the coast (13)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to freshwater ponds (14)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Outdoor recreational opportunities, such as hiking, boating, etc. (15)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Shopping opportunities (16)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Good place to retire (17)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Historic character of the Cape (18)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Fewer people/more open space (19)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify) (21)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

*Display This Question:*

*If Q8 = 1*

*Or Q8 = 3*

*Or Q8 = 5*

*\* Or Q8 = 7*

Q63 In what year did you purchase your Cape Cod second home?

---

Q13 If you plan to keep your second home on Cape Cod for at least the next five years, how important to you personally are the following factors in making your decision to maintain your home on Cape Cod? (Please select one box per row.)

	Extremely important (1)	Very important (2)	Moderately important (3)	Slightly important (4)	Not at all important (5)
Job or economic opportunities (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Good place to raise children (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
School quality (5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Proximity of friends or relatives (6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Proximity to Boston or Providence (7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Affordable housing options (8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Reasonable taxes (9)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
High quality public services (10)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Environmental quality (e.g., clean air and water) (11)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to the coast (12)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Access to freshwater ponds (13)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Outdoor recreational opportunities, such as fishing, hiking, boating, etc. (14)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Shopping opportunities (15)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Good place to retire (16)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Historic character of the Cape (17)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Fewer people/more open space (18)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify) (20)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<input checked="" type="radio"/> Not applicable, I don't plan to keep my home (19)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q14 Please estimate the number of days you or your family typically used your second home each month and how many people typically occupied the home per day when it was in use by you or your family both during the pandemic (March 2020 – present) and on average over the previous 5 years (2015-2019). (Please mark N/A if you did not own your house during that time period.)

	During the COVID-19 Pandemic		Previous 5 years (on average)	
	Days in use (1)	Typical Occupancy (2)	Days in use (1)	Typical Occupancy (2)
January (2)				
February (4)				
March (5)				
April (6)				
May (7)				
June (8)				
July (9)				
August (10)				
September (11)				
October (12)				
November (13)				
December (14)				

---

Q15 Which of the following best describes your home? (Please choose one.)

- Single-family (1)
- Two-family (4)
- Three-family (5)
- Condominium (6)
- Multiple homes on one parcel (7)
- Cottage in a cottage colony (8)
- Mobile home (9)
- Other (please specify) (10) \_\_\_\_\_

Q16 How many total bedrooms are in your home? Please include bedrooms in any auxiliary/accessory dwellings, such as a guest cottage or an in-law apartment.

- No bedrooms (1)
  - 1 bedroom (4)
  - 2 bedrooms (5)
  - 3 bedrooms (6)
  - 4 bedrooms (7)
  - 5 or more bedrooms (please specify number) (8)
- 

Q64 Does anyone reside in your second home year-round?

- Yes (1)
  - No (2)
- 

*Display This Question:*

*If Q64 = 1*

Q17 How many people besides yourself/family reside at your Cape Cod house **year-round**?

- Guests, who do not pay rent (1) \_\_\_\_\_
  - Caretakers (2) \_\_\_\_\_
  - Year-round renters (3) \_\_\_\_\_
  - Family members (5) \_\_\_\_\_
-

Q18 Do you have plans to make structural changes to your new home? (Please select all that apply.)

- Yes, I plan to add an auxiliary/accessory dwelling unit (ADU) (1)
  - Yes, I plan to expand my property to include additional bedrooms (4)
  - Yes, I plan to expand the floorplan in other ways (5)
  - Yes, I plan to make other improvements or renovations to my home (6)
  - No, I do not plan to make any structural changes to my home (7)
- 

Q19 Did you rent out your second home at any time during the pandemic (March 2020 – present) or during the previous five years? (Please check all that apply)

	During the pandemic (1)	Over the previous 5 years (2)	Not applicable (3)
Yes, as a year-round rental (1)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes, as a month-to-month rental in the off-season (4)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes, as a weekly or nightly rental in the off-season (5)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes, as a month-to-month rental in the in-season (6)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Yes, as a weekly or nightly rental in the in-season (7)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (please specify) (9)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/> No, I don't rent my second home (8)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

---

Display This Question:

If Q19 != 8 [ 1 ]

And Q19 != 8 [ 2 ]

Q20 If you have **rented** out your second home in the past, please estimate the number of days **renters** typically occupied your second home each month and how many people typically occupied the home when it was rented both during the pandemic (March 2020 – present) and on average over the previous 5 years. (Please mark N/A if you did not own your house during that time period; skip this question if you have not rented out your second home.)

	During the pandemic		Previous 5 years (on average)	
	Days rented (1)	Typical occupancy (2)	Days rented (1)	Typical occupancy (2)
January (1)				
February (4)				
March (5)				
April (6)				
May (7)				
June (8)				
July (9)				
August (10)				
September (11)				
October (12)				
November (13)				
December (14)				

Q21 If you have and/or are planning to rent your home as a **short-term rental**, what have/are you planning to charge on average per night? (Please select one box per column.)

	\$0 - \$49 (1)	\$50 - \$99 (8)	\$100 - \$199	\$200 - \$299	\$300 - \$399	\$400 - \$499 (12)	\$500 - \$599	\$600 - \$699	\$700 - \$799	\$800 - \$899	\$900 - \$999	\$1,000+ (21)	Unsure (22)	Not
Average 2015-2019 (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2020 (2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2021 (3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2022 (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q22 If you have and/or are planning to rent your second home as a **year-round rental**, what have/are you planning to charge on average per month? (Please select one box per column.)

	\$0 - \$499 (1)	\$500 - \$999 (4)	\$1,000 - \$1,499 (5)	\$1,500 - \$1,999 (6)	\$2,000 - \$2,499 (7)	\$2,500 - \$2,999 (8)	\$3,000 - \$3,499 (9)	\$3,500 - \$3,999 (10)	\$4,000 - \$4,499 (11)	\$4,500 - \$4,999 (12)	\$5,000 - \$5,499 (13)	\$5,500 - \$5,999 (14)	\$6,000+ (15)	Unsure (16)	Not applicable
Average 2015-2019 (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2020 (2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2021 (3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2022 (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Display This Question:

If Q19 != 8 [ 1 ]

And Q19 != 8 [ 2 ]

Q23 If you rented your home, how did/do you plan to find renters for your short-term and/or year-round rental? (Please select all that apply; skip this question if you do not rent out your second home.)

	Short-term renters (1)	Long-term renters (2)	Not applicable (3)
Airbnb (1)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
VRBO (4)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Craigslist (5)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Zillow/Trulia (6)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other rental website (please specify) (7)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Real estate agent (8)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Local private property management company (9)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Non-local private property management company (10)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Word-of-mouth, community relationships (11)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (please specify) (12)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q24 Do you currently have an auxiliary or accessory dwelling unit (ADU) – such as a guest cottage or an in-law apartment – within your home or on your property?

- Yes (1)
- No (2)

End of Block: Block 1

Start of Block: ADU Block

Q25 Does someone reside in your Cape Cod home's ADU year-round?

- No (1)
- Yes, myself and/or my family (4)
- Yes, guests who do not pay rent (5)
- Yes, caretaker(s) (6)
- Yes, year-round renters (7)
- Not applicable (8)

---

*Display This Question:*

*If Q25 != 1*

\* Q26 How many people reside at your Cape Cod home's ADU year-round?

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Q27 Do you expect family members, friends, or renters to use the additional dwelling unit in the future?  
(Please select all that apply)

- Family members or guests who do not pay rent, year-round (1)
  - Family members or guests who do not pay rent, seasonal/temporary (4)
  - Year-round renters (5)
  - Seasonal/short-term renters (6)
  - Not applicable (7)
  - Other (please specify) (8) \_\_\_\_\_
-

Q28 If you plan to use your ADU as a short-term rental property, what have/are you planning to charge on average per night for your **short-term ADU rental**? (Please select one box per column.)

	\$0 - \$49 (1)	\$50 - \$99 (4)	\$100 - \$199 (5)	\$200 - \$299 (6)	\$300 - \$399 (7)	\$400 - \$499 (8)	\$500 - \$599 (9)	\$600 - \$699 (10)	\$700 - \$799 (11)	\$800 - \$899 (12)	\$900 - \$999 (13)	\$1,000+ (14)	Unsure (15)	Not applicable
Average 2015-2019 (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2020 (2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2021 (3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2022 (planned) (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q29 If you have and/or are planning to rent your ADU as a year-round rental, what have/are you planning to charge on average per month for your **year-round ADU rental**? (Please select one box per column.)

	\$0 - \$499	\$500 - \$999 (4)	\$1,000 - \$1,499 (5)	\$1,500 - \$1,999 (6)	\$2,000 - \$2,499 (7)	\$2,500 - \$2,999 (8)	\$3,000 - \$3,499 (9)	\$3,500 - \$3,999 (10)	\$4,000 - \$4,499 (11)	\$4,500 - \$4,999 (12)	\$5,000 - \$5,499 (13)	\$5,500 - \$5,999 (14)	\$6,000+ (15)	Unsure (16)	Not applicable
Average 2015-2019 (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2020 (2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2021 (3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2022 (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q30 How did/do you plan to find renters for your short-term and/or year-round ADU rental? (Please select all that apply.)

	Short-term ADU (1)	Year-round ADU rental (2)	Not applicable (3)
Airbnb (1)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
VRBO (4)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Craigslist (5)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Zillow/Trulia (6)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other rental website (please specify) (7)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Real estate agent (8)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Local private property management company (9)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Non-local private property management company (10)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Word-of-mouth, community relationships (11)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (please specify) (12)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

End of Block: ADU Block

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Start of Block: Block 2

Q31 Approximately what is the distance of your second home to the nearest **freshwater pond**?

- On a pond (1)
  - Less than ¼ mile (4)
  - ¼ mile – 1 mile (5)
  - More than 1 mile – 3 miles (6)
  - More than 3 miles (7)
-

Q32 Approximately what is the distance of your second home to the nearest **coastline**?

- On the coastline (1)
  - Less than ¼ mile (4)
  - ¼ mile – 1 mile (5)
  - More than 1 mile – 3 miles (6)
  - More than 3 miles (7)
- 

Q33 Has your second home property been threatened by coastal erosion or flooding in the last five years?

- Yes, coastal erosion (1)
  - Yes, flooding (4)
  - Yes, both coastal erosion and flooding (5)
  - No (6)
  - I'm not sure (7)
-

Q34 Have you considered or are you considering modifying your second home and/or property in any of the following ways to protect from coastal erosion and/or flooding? (Please select all that apply)

	I have done this (1)	I am in the process of doing this (2)	I am planning to do this (3)	I am considering doing this (4)	I am not going to do this (5)	Unsure (6)
Elevate my entire house (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Elevate utilities (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Fill in basement (5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Install flood vents (6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Move my house further from the coastal shoreline (7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Build a living shoreline (including a combination of hard structures and materials, plantings, and sediment "nourishment") (8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Build a dune or nourish a beach (9)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Rebuild an existing revetment or seawall (10)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Install fencing/coir (11)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify) (12)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q35 If you have or are considering making any of the modifications above, what is the primary reason? (Please choose one.)

- Building code compliance (1)
  - Insurance purposes (4)
  - Environmental reasons (5)
  - Protecting my home (6)
  - Other (please specify) (7) \_\_\_\_\_
- 

Q36 Have you taken or will you take any of the following actions for your second home?

	I have done this (1)	I am in the process of doing this (2)	I am planning to do this (3)	I am considering doing this (4)	I am not going to do this (5)	Unsure (6)
Install solar panels (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Install heat pumps (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Install other energy saving utilities and/or appliances, please specify (5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Receive weatherization assistance (6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Use an electric vehicle (7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Compost household waste (8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other option (please specify) (9)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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Q37 What is your current employment status?

- Employed (1)
- Unemployed (4)
- Furloughed (5)
- Retired (6)
- Otherwise out of the workforce (e.g., student, stay at home parent, etc.) (7)

*Display This Question:*

*If Q37 = 1*

Q38 If you are employed, what best describes your work location:

- I work for an employer based off-Cape Cod (1)
- I work for an employer based on Cape Cod (4)
- I am self-employed (5)
- Not applicable (6)

*Display This Question:*

*If Q37 = 1*

Q39 If you are employed, what is your current and anticipated work location?

	Currently (1)	In six months (2)	Not applicable (3)
On-site (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Remotely/online (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
On-site at client locations (5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
A combination of on-site and remotely (6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I don't know (7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

*Display This Question:*

*If Q37 = 1*

Q40 If you are employed, what industry/sector do you currently work in?

- Accommodations (Hotel, Motel, Short-Term Rental) (1)
  - Retail (non-food related) (4)
  - Restaurants, Catering, and Food/Beverage Service (5)
  - Grocery Stores, Liquor Stores, Other Food/Beverage Store (6)
  - Wholesale Trade (7)
  - Information, Media, or Telecommunications Services (8)
  - Construction (9)
  - Finance and Insurance (10)
  - Real Estate, Rental, Leasing (11)
  - Professional and Technical Services (12)
  - Management, Administration, Waste Services (13)
  - Education Services (14)
  - Health Care and Social Assistance (15)
  - Arts, Entertainment, Culture (16)
  - Recreation (Gyms, Golf Courses, Bicycle Shops) (17)
  - Transportation, Warehousing, Utilities (18)
  - Agriculture, Fishing, Mining (19)
  - Landscaping Services (20)
  - Beauty Parlors, Barbers, Spas (21)
  - Other (please specify) (22) \_\_\_\_\_
-

Q41 If you do not currently live on Cape Cod full-time but plan to, what are your expectations regarding employment once relocated to the Cape? (Please choose one.)

- Work full-time (1)
  - Work part-time (4)
  - Retire (5)
  - Outside the workforce (e.g., stay at home parent, student, disability, etc.) (6)
  - Other (specify) (7) \_\_\_\_\_
  - Not applicable, I already live on the Cape full-time (8)
  - Not applicable, I do not plan to live on the Cape full-time (9)
- 

Q42 If you plan to move to the Cape to live full-time, complete this sentence: Once I move to the Cape to live full-time, I expect to: (Please choose one.)

- Continue to work for my current employer (1)
  - Start work for a new employer on Cape Cod (4)
  - Start work for a new employer based off-Cape Cod (5)
  - Start or relocate my own business on Cape Cod (6)
  - Continue doing freelance work/working for my own business that operates mostly online (7)
  - Start or continue freelance work/working for my own business for clients mostly on Cape Cod (8)
  - Start or continue freelance work/working for my own business for clients mostly off Cape Cod (9)
  - Start or continue freelance work/working for my own business for a mix of clients, both on and off Cape Cod (10)
  - I'm not sure (11)
  - Not applicable, I already live on Cape Cod full-time (12)
  - Not applicable, I do not plan to live on the Cape full-time (13)
  - Other (please specify) (14) \_\_\_\_\_
-

Q43 What best describes your internet connectivity at your Cape Cod home?

- I access the internet at home through a fixed connection (e.g., DSL, fiber, cable, home wireless network, etc.) (1)
- I access the internet at home through a satellite (4)
- I access the internet at home through a hotspot (5)
- I access the internet primarily through my cell phone provider's network (6)
- I access the internet in public spaces (7)
- I do not have internet access (8)
- I'm not sure (9)
- Other (please specify) (10) \_\_\_\_\_

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*Display This Question:*

*If Q43 != 8*

Q44 If you have internet access in your Cape Cod home, how many people in your household on average are typically using the internet at once?

- 1-2 (1)
  - 3-4 (4)
  - 5-6 (5)
  - 7+ (6)
-

Display This Question:

If Q43 != 8

Q45 If you have internet service in your Cape Cod home, please select the sentence below that best describes your internet service on Cape Cod.

- My internet service allows me and others in my household to perform necessary tasks with few problems (e.g., working from home, remote school, etc.) (1)
  - My internet service causes some problems for me and/or others in my household while trying to perform necessary tasks, but the problems have not been significant (9)
  - My internet service is inadequate for performing necessary tasks (10)
  - Not applicable (11)
  - Other (please specify) (12) \_\_\_\_\_
- 

Q46 If your internet service is inadequate or you do not subscribe to internet service at your Cape Cod home, which of the following best describes why? (Please select the most important reason.)

- Service or upgraded service is not available (1)
  - Service or upgraded service is too expensive (4)
  - I do not know how to subscribe to or upgrade internet service (e.g., it is confusing, information is unavailable in appropriate language) (5)
  - It has not been necessary for me to use the internet on Cape Cod (6)
  - Not applicable (7)
  - Other (please specify) (8) \_\_\_\_\_
-

Q47 When on Cape Cod, how often do you or your family use any of the following types of public facilities? (Please select one box row.)

	Once a week (1)	A few times a month (2)	Once a month (3)	Once every few months (4)	Once or twice a year (5)	Never (6)
Public Golf Course (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
National Seashore (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Town Beaches (5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Town Boat Landings (6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Town Recreation Programs (7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Conservation Lands (8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Public Parks (9)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Visitor Centers (10)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Libraries (11)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Town Transfer Stations (12)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Public Transit (13)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Senior Centers or Services (14)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify) (15)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q48 While purchasing goods for your home on the Cape, where do you or your immediate family primarily shop for the items listed below? (Please select one box row.)

	My town or neighboring towns on the Cape (1)	Elsewhere on the Cape (2)	Off-Cape (3)	Online (4)	Not applicable (5)
Groceries (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Clothing (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sports/Recreation Equipment (5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Household Furnishings (6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Appliances (7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Office Supplies (8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hardware/Building Supplies (9)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Garden Supplies (10)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify) (11)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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Q49 Please indicate which of the following private services you typically use while staying in and/or in maintaining your Cape Cod home. For those services you do utilize in relation to your home, please indicate whether the vendors you use are primarily based on or off the Cape. (Please select one box per row.)

	Do not use (1)	Use on-Cape vendor (2)	Use off-Cape vendor (3)	Unsure if I use on- or-off-Cape vendor (4)
Private trash collection (1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Snow plowing (4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Landscaper/yard service (5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Security services (6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Construction services (7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Banking (8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Investment services (9)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Accounting services (10)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Insurance services (11)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Legal services (12)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Primary care physician (13)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Medical specialist (14)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hospital emergency room/acute care center (15)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Trade/repair services (16)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Childcare (17)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other (please specify) (18)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q50 If you have used an off-Cape vendor, please select the primary reason why.

- The service I need is not available on Cape Cod (1)
  - The price of the service is higher on Cape Cod (4)
  - The services are not needed while I am using my Cape Cod home (5)
  - The quality of the service is lower on Cape Cod (6)
  - I already have a service provider based off-Cape (7)
  - Not applicable (8)
  - Other (please specify) (9) \_\_\_\_\_
- 

Q51 How many homes do you own on Cape Cod?

- 1 (1)
  - 2 (2)
  - 3 (3)
  - 4 (4)
  - 5 (5)
  - 6 or more, please specify (6) \_\_\_\_\_
- 

Q52 Which of the following best describes your gender?

- Male (1)
  - Female (2)
  - Non-binary (3)
  - I prefer not to answer (4)
-

Q53 What is your race/ethnicity? (Please select all that apply.)

- White/Caucasian (1)
  - Hispanic/Latinx (4)
  - Black or African American (5)
  - Asian (6)
  - American Indian or Alaska Native (7)
  - Native Hawaiian or Other Pacific Islander (8)
  - Other (9)
  - I prefer not to answer (10)
- 

Q54 What is the highest level of education you have completed? (Please select one.)

- Less than high school diploma (1)
  - High school graduate or GED (4)
  - Some college, no degree (5)
  - Associate's degree (6)
  - Bachelor's degree (7)
  - Graduate or professional degree (8)
- 

Q55 What year were you born?

---

---

Q56 How many people, including yourself, live in your primary residence?

- Number of children under 18 (1) \_\_\_\_\_
  - Number of adults 18-35 (2) \_\_\_\_\_
  - Number of adults 36-64 (3) \_\_\_\_\_
  - Number of adults 65 and over (12) \_\_\_\_\_
- 

Q57 What was your annual household income (before taxes) in 2020?

- \$24,999 or less (1)
  - \$25,000 - \$49,999 (4)
  - \$50,000 - \$74,999 (5)
  - \$75,000 - \$99,999 (6)
  - \$100,000 - \$149,999 (7)
  - \$150,000 - \$249,999 (8)
  - \$250,000 or more (9)
- 

Q58 If you purchased your Cape Cod second home, what was the purchase price?

- \$0-\$369,999 (1)
  - \$370,000-\$499,999 (4)
  - \$500,000-\$749,000 (5)
  - \$750,000+ (6)
-

Q59 How many years have you lived on Cape Cod (part-time and/or full-time)?

- Less than 5 (1)
  - 5-9 (4)
  - 10-15 (5)
  - 16-20 (6)
  - More than 20 (7)
  - I do not live on Cape Cod (8)
- 

Q60 To enter for a chance to win one of five \$100 Amazon gift cards from UMass Lowell, please enter your full email address here. Your email address will not be used for any other purpose.

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End of Block: Block 2

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## Appendix B. Postcard Invitation



Dear Cape Cod Homeowner:

You have been randomly selected to participate in the 2021 Cape Cod Second Homeowner Survey. A second homeowner is someone who owns one or more homes that do not serve as their primary residence. If you own a second home on Cape Cod, we need to hear from you! The Cape Cod Commission is working with the Donahue Institute at UMass Amherst and the Center for Public Opinion at UMass Lowell to better understand how second homeowners are using their Cape Cod residences today and how they plan to use them in the future.

Please take a few minutes to answer each question in the online survey. Your responses will be kept confidential, and your privacy and security are protected by law. We won't share your personal information. You may contact [surveys@uml.edu](mailto:surveys@uml.edu) with any questions about the survey.

Visit [cccom.link/CapeCodSurvey](https://cccom.link/CapeCodSurvey) and enter the following code <codexxxx> or scan the QR Code with a smartphone to complete the survey and ensure your response is included. Everyone who completes the survey can enter for a chance to win one of five \$100 Amazon gift cards from UMass Lowell.

Thank you for promptly completing the survey.

Kristy Senatori

Executive Director,  
Cape Cod Commission

If you do not own a second home on Cape Cod, there is no need to complete the survey. Thank you very much for your time.



Center for Public Opinion  
University of Massachusetts Lowell  
883 Broadway Street, Suite 201  
Lowell, MA 01854

UMassAmherst | Donahue Institute



Your feedback is important to us!

## Appendix C. Survey Response Tables

Questions appear in the order of the survey. The number in the table (e.g. Q1) corresponds to the number in the survey instrument as assigned by Qualtrics and in the data set. \* indicates there were significant sub-regional differences.

### Question 1

Q1. Which of the following best describes you?	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
$p=0.768$ , $n=917$	N	%	N	%	N	%	N	%	N	%
New Cape Cod second homeowner (I did not own a second home on Cape Cod prior to April 1, 2020)	9	4%	7	2%	8	4%	4	3%	28	3%
Established second homeowner (I owned a second home on Cape Cod prior to April 1, 2020)	237	95%	330	97%	198	94%	113	95%	878	96%
Other (please specify)	3	1%	3	1%	4	2%	2	1%	10	1%
Total	248	100%	340	100%	210	100%	119	100%	917	100%

**Question 2**

<b>Q2. Where is your primary residence?</b>		
<b>State</b>	<b>N</b>	<b>%</b>
MA	516	57%
CT	82	9%
NY	81	9%
FL	29	3%
NJ	28	3%
NH	18	2%
CA	14	2%
TX	13	1%
RI	12	1%
MD	11	1%
PA	11	1%
VA	11	1%
VT	10	1%
DC	9	1%
OH	8	1%
AZ	6	1%
SC	6	1%
CO	5	1%
NC	5	1%
WV	5	1%
IL	4	0.4%
ME	3	0.4%
OR	3	0.4%
GA	3	0.3%
MN	3	0.3%
WA	2	0.2%
DE	2	0.2%
WY	2	0.2%
HI	1	0.1%
MT	1	0.1%
NE	1	0.1%
NV	1	0.1%
AL	1	0.1%
MO	1	0.1%
Total	906	100%

<b>Q2. Where is your primary residence? (Massachusetts residents only)</b>		
<b>County</b>	<b>N</b>	<b>%</b>
Barnstable	52	10%
Berkshire	3	1%
Bristol	22	4%
Dukes	0	0%
Essex	23	4%
Franklin	6	1%
Hampden	34	7%
Hampshire	8	1%
Middlesex	180	35%
Nantucket	0	0%
Norfolk	95	18%
Plymouth	12	2%
Suffolk	31	6%
Worcester	50	10%
<b>Total</b>	<b>516</b>	<b>100%</b>

### Question 3

<b>Q3. In which town on Cape Cod is your second home located?</b>		
<b>Town</b>	<b>N</b>	<b>%</b>
Barnstable	108	12%
Bourne	35	4%
Brewster	71	8%
Chatham	46	5%
Dennis	147	16%
Eastham	41	4%
Falmouth	130	14%
Harwich	56	6%
Mashpee	45	5%
Orleans	38	4%
Provincetown	21	2%
Sandwich	38	4%
Truro	24	3%
Wellfleet	34	4%
Yarmouth	85	9%
<b>Total</b>	<b>918</b>	<b>100%</b>

## Question 4

Q4. About how long (in years) have you or your immediate family (parents, siblings, spouses, their children, and your children) owned this property on Cape Cod?	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
$p=0.787, n=914$										
0-5 years	42	17%	73	21%	40	19%	22	19%	178	19%
6-10 years	48	20%	51	15%	36	17%	15	13%	150	16%
11-25 years	79	32%	109	32%	71	34%	42	35%	301	33%
Greater than 25	76	31%	108	32%	62	30%	40	34%	285	31%
Total	245	100%	340	100%	209	100%	119	100%	914	100%

## Question 5

Q5. Is this the first property you or your immediate family have owned on Cape Cod?	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
$p=0.051, n=915$	N	%	N	%	N	%	N	%	N	%
Yes	165	67%	247	73%	159	76%	98	82%	668	73%
No	79	32%	91	27%	51	24%	21	17%	242	26%
Unsure	3	1%	1	0%	0	0%	1	0%	4	0%
Total	247	100%	340	100%	209	100%	119	100%	915	100%

## Question 6

Q6. If this is not the first property you or your immediate family have owned on Cape Cod, how long (in years) have you or your immediate family owned property anywhere on Cape Cod?	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
$p=0.868, n=240$										
0-5 years	1	2%	1	1%	0	0%	0	0%	3	1%
6-10 years	4	5%	6	7%	6	11%	1	5%	17	7%
11-25 years	16	21%	22	25%	8	17%	4	18%	51	21%
Greater than 25	57	73%	61	67%	37	72%	16	76%	170	71%
Total	78	100%	90	100%	51	100%	21	100%	240	100%

**Question 7**

Q7. Is your second home on Cape Cod owned by a group of people, trust, LLC, or other entity?	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
<b>p=0.502, n=915</b>										
Yes	67	27%	77	23%	58	28%	31	26%	233	25%
No	181	73%	261	77%	152	72%	88	74%	682	75%
Total	248	100%	337	100%	210	100%	119	100%	915	100%

**Question 8**

Q8. How did you come to own your current Cape Cod second home?	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
<b>p=0.006, n=917</b>										
Purchased an existing house	157	63%	233	69%	133	63%	71	60%	595	65%
Inherited or was otherwise gifted an existing house	36	14%	48	14%	24	11%	9	8%	117	13%
Purchased land and built a new house	17	7%	7	2%	11	5%	16	13%	52	6%
Inherited land and built a new house	1	0%	1	0%	4	2%	2	1%	8	1%
Purchased an existing house and built a new house in its place	6	3%	6	2%	7	3%	4	4%	23	3%
Inherited an existing house and built a new house in its place	0	0%	1	0%	1	0%	0	0%	2	0%
Purchased an existing house and made significant structural changes to it	20	8%	37	11%	25	12%	15	13%	98	11%
Inherited an existing house and made significant structural changes to it	10	4%	5	1%	6	3%	1	1%	22	2%
Total	248	100%	340	100%	210	100%	119	100%	917	100%

**Question 9**

Q9. The pandemic has affected the way that many people use their home(s). Which of the following statements apply to the use of your house on Cape Cod due to the circumstances of the pandemic? (Please select all that apply.)	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
<b>n = 916</b>										
I have spent more time in my Cape Cod house than in previous years	118	47%	136	40%	94	45%	51	43%	399	44%
I have spent more time in my Cape Cod house than my primary residence	14	5%	14	4%	9	4%	7	6%	44	5%
I began living in my Cape Cod house full-time	6	2%	2	1%	3	1%	2	1%	13	1%
I have allowed friends and acquaintances to stay in my Cape Cod house for extended periods of time	20	8%	35	10%	18	8%	13	11%	85	9%
The pandemic has not affected the use of my Cape Cod house	107	43%	177	52%	89	42%	53	44%	425	46%
Other	20	8%	21	6%	24	12%	9	7%	74	8%
<b>Total</b>	<b>248</b>	<b>100%</b>	<b>338</b>	<b>100%</b>	<b>210</b>	<b>100%</b>	<b>119</b>	<b>100%</b>	<b>916</b>	<b>100%</b>

**Question 10**

Q10. If the use of your Cape Cod house has increased due to the circumstances of the pandemic, what factors played a role? (Please select all that apply.)	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
<b>n = 487</b>										
More living space/bigger home than my primary residence	58	42%	70	44%	45	37%	32	49%	206	42%
Proximity to outdoor recreation	32	23%	36	22%	49	40%	29	44%	146	30%
Living in a less dense area than the area of my primary residence	14	10%	23	15%	18	15%	17	26%	72	15%
Lower rates of COVID-19 on Cape Cod than the area of my primary residence	67	48%	67	41%	61	50%	31	47%	225	46%
Could now work remotely/no longer had to live near my job (for a job not on the Cape)	7	5%	11	7%	9	8%	4	6%	32	7%
Children could now attend school remotely/no longer had to live near children's school	24	17%	21	13%	12	10%	5	8%	62	13%
Proximity to family/friends	14	10%	35	21%	19	15%	11	17%	78	16%
Not applicable	22	16%	16	10%	9	8%	6	9%	54	11%
<b>Total</b>	<b>139</b>	<b>100%</b>	<b>162</b>	<b>100%</b>	<b>121</b>	<b>100%</b>	<b>66</b>	<b>100%</b>	<b>487</b>	<b>100%</b>

**Question 11**

Note: Question 11 erroneously instructed respondents to “Please select one box per row.” Therefore, responses are presented in two tables. The first table presents responses for all time periods because these events are presumed to occur only once for a given homeowner. The second table presents results without time period details because one could presumably engage in the described use at multiple points in time. In both tables the “Ever” column presents the number of respondents who indicated that they have or plan to engage in a given use at any period in time.

Q11. Which of the following responses most accurately reflects your past and anticipated use of your Cape Cod home over the past year, over the next year, in five years, and in twenty years? (Please select one box per row)	Over the past Year		Over the next Year		In 5 Years		In 20 Years		Ever	
	N	%	N	%	N	%	N	%	N	%
<b>n = 906</b>										
Convert it to my primary residence	6	1%	24	3%	172	19%	76	8%	268	30%
Hand it down to a family member	5	1%	6	1%	56	6%	446	49%	504	56%
Sell it	4	0%	9	1%	53	6%	136	15%	192	21%
Sell it and purchase another house on Cape Cod	2	0%	10	1%	56	6%	46	5%	104	11%

Note that totals in do not sum across time periods because a few (no more than 10 for any given sub question) selected multiple points in time.

Q11. Which of the following responses most accurately reflects your past and anticipated use of your Cape Cod home over the past year, over the next year, in five years, and in twenty years?	Ever	
	N	%
<b>n = 906</b>		
Use it as my primary residence	285	31%
Use it only as a second home for personal/family use	720	79%
Use it only as a seasonal/short-term rental	70	8%
Use it only as a year-round rental	33	4%
Use it as both a seasonal/part-time rental and second home for personal/family use	168	19%
Rental, short-term, long-term, or part-time	210	23%
Other (please specify)	25	3%

Question 12

Q12. If you purchased your second home on Cape Cod, how important to you personally were the following factors in making the initial decision to purchase a house on Cape Cod specifically? (Please select one box per row.)	Extremely Important		Very Important		Moderately Important		Slightly Important		Not at all Important		Total
	N	%	N	%	N	%	N	%	N	%	N
Job or economic opportunities	15	2%	15	2%	45	6%	66	9%	594	81%	736
Good place to raise children	18	3%	50	7%	59	8%	59	8%	546	75%	733
School quality	14	2%	24	3%	50	7%	46	6%	595	82%	729
Proximity of friends or relatives*	79	11%	153	21%	174	23%	86	12%	247	33%	739
Proximity to Boston or Providence*	69	9%	114	15%	150	20%	103	14%	299	41%	735
Affordable housing options*	18	2%	58	8%	107	15%	77	11%	463	64%	723
Reasonable taxes*	100	14%	160	22%	221	30%	120	16%	138	19%	738
High quality public services	67	9%	145	20%	237	32%	105	14%	177	24%	731
Environmental quality (e.g., clean air and water)	252	34%	265	36%	132	18%	50	7%	44	6%	743
Access to the coast	524	70%	165	22%	48	6%	7	1%	7	1%	751
Access to freshwater ponds*	149	20%	129	17%	155	21%	138	19%	165	22%	735
Outdoor recreational opportunities, such as hiking, boating, etc.*	366	49%	220	29%	101	13%	38	5%	24	3%	749
Shopping opportunities	39	5%	113	15%	290	39%	157	21%	137	19%	736
Good place to retire*	192	26%	189	25%	167	23%	71	10%	122	16%	741
Historic character of the Cape*	211	28%	236	32%	168	23%	69	9%	61	8%	745
Fewer people/more open space*	178	24%	229	31%	202	27%	60	8%	73	10%	742
Other (please specify)	41	28%	18	12%	3	2%	1	1%	84	57%	147

\*These responses have significant differences by sub-region, detailed in the table below

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Sub-Regional Details	Extremely Important		Very Important		Moderately Important		Slightly Important		Not at all Important		Total
	N	%	N	%	N	%	N	%	N	%	
<b>Proximity of friends or relatives</b>											
Upper Cape	27	14%	58	30%	48	25%	14	7%	48	25%	196
Mid Cape	28	11%	53	20%	69	26%	25	9%	93	35%	268
Lower Cape	16	9%	30	17%	38	22%	34	20%	53	31%	172
Outer Cape	7	7%	11	11%	18	17%	14	14%	51	51%	100
Total	78	11%	152	21%	174	24%	86	12%	246	33%	736
<b>Proximity to Boston or Providence</b>											
Upper Cape	33	17%	37	19%	42	22%	20	10%	62	32%	195
Mid Cape	11	4%	36	13%	56	21%	38	14%	125	47%	266
Lower Cape	13	8%	31	18%	34	20%	31	18%	63	37%	172
Outer Cape	12	12%	9	9%	17	17%	14	14%	48	48%	100
Total	69	9%	113	15%	149	20%	103	14%	298	41%	732
<b>Affordable housing options</b>											
Upper Cape	2	1%	17	9%	31	16%	22	12%	117	61%	190
Mid Cape	11	4%	28	11%	36	14%	20	8%	167	64%	262
Lower Cape	3	2%	8	5%	28	17%	25	15%	105	62%	170
Outer Cape	1	1%	2	2%	12	12%	9	9%	75	76%	99
Total	18	2%	56	8%	106	15%	77	11%	463	64%	720
<b>Reasonable taxes</b>											
Upper Cape	24	12%	36	19%	61	32%	33	17%	38	20%	192
Mid Cape	49	18%	77	28%	63	23%	41	15%	41	15%	271
Lower Cape	17	10%	31	18%	66	38%	26	15%	33	19%	173
Outer Cape	9	9%	16	16%	30	30%	19	19%	26	26%	100
Total	99	13%	160	22%	219	30%	120	16%	138	19%	735
<b>Access to freshwater ponds</b>											
Upper Cape	24	12%	29	15%	36	19%	43	23%	59	31%	191
Mid Cape	41	15%	36	13%	63	24%	61	23%	67	25%	267
Lower Cape	46	27%	44	26%	39	23%	20	11%	23	14%	173
Outer Cape	38	37%	19	19%	17	16%	13	13%	15	15%	103
Total	149	20%	128	17%	155	21%	137	19%	165	23%	733

Cape Cod Second Homeowners Survey - 2021

<b>Outdoor recreational opportunities</b>											
Upper Cape	93	48%	62	32%	21	11%	6	3%	10	5%	192
Mid Cape	129	47%	67	24%	52	19%	19	7%	10	4%	275
Lower Cape	80	46%	64	37%	20	11%	10	6%	0	0%	174
Outer Cape	62	60%	27	26%	8	8%	3	3%	4	4%	105
Total	364	49%	219	29%	101	14%	38	5%	24	3%	746
<b>Good place to retire</b>											
Upper Cape	48	25%	51	26%	43	22%	20	10%	31	16%	193
Mid Cape	85	32%	67	25%	62	23%	14	5%	42	16%	269
Lower Cape	39	23%	50	29%	37	21%	21	12%	27	16%	174
Outer Cape	18	18%	20	20%	25	25%	16	16%	22	22%	102
Total	191	26%	188	25%	167	23%	70	10%	122	17%	738
<b>Historic character of the Cape</b>											
Upper Cape	41	21%	58	30%	56	29%	19	10%	20	10%	193
Mid Cape	73	27%	86	32%	69	25%	20	7%	23	9%	272
Lower Cape	68	39%	55	32%	26	15%	16	9%	9	5%	175
Outer Cape	28	28%	33	33%	17	17%	15	14%	9	9%	102
Total	210	28%	234	31%	168	23%	69	9%	61	8%	742
<b>Fewer people/more open space</b>											
Upper Cape	36	18%	47	24%	69	36%	25	13%	17	9%	195
Mid Cape	53	20%	85	32%	75	28%	20	7%	36	13%	269
Lower Cape	49	28%	61	35%	42	24%	8	5%	13	8%	174
Outer Cape	38	37%	36	35%	15	14%	7	7%	7	6%	103
Total	176	24%	229	31%	202	27%	60	8%	73	10%	740

**Question 13**

Q63. In what year did you purchase your Cape Cod second Home?	Years since Purchase		95% conf. interval	
	Mean	Std. err.	Lower Limit	Upper Limit
Upper Cape	16.2	1.0	14.2	18.1
Mid Cape	15.7	0.9	14.0	17.4
Lower Cape	15.8	1.0	13.9	17.8
Outer Cape	18.1	0.9	16.3	19.9
Overall	16.2	0.5	15.2	17.1

**Question 14**

Q13. If you plan to keep your second home on Cape Cod, how important to you personally are the following factors in making your decision to maintain your home on Cape Cod? (Please select one box per row.)	Extremely important		Very important		Moderately important		Slightly important		Not at all important		Total
	N	%	N	%	N	%	N	%	N	%	N
	Job or economic opportunities	18	2%	34	5%	76	10%	117	16%	503	67%
Good place to raise children	23	3%	51	7%	80	11%	90	12%	511	68%	756
School quality	20	3%	43	6%	92	12%	84	11%	511	68%	748
Proximity of friends or relatives*	131	16%	193	24%	237	29%	108	13%	151	18%	821
Proximity to Boston or Providence*	88	11%	160	20%	218	27%	115	14%	230	28%	811
Affordable housing options	20	3%	57	8%	121	16%	94	13%	450	61%	743
Reasonable taxes*	207	24%	231	27%	234	28%	100	12%	75	9%	846
High quality public services	144	17%	263	32%	272	33%	79	9%	77	9%	835
Environmental quality (e.g., clean air and water)	391	46%	302	35%	117	14%	26	3%	21	2%	856
Access to the coast	594	68%	223	25%	41	5%	6	1%	13	1%	877
Access to freshwater ponds*	189	23%	180	22%	203	24%	124	15%	137	16%	833
Outdoor recreational opportunities, such as fishing, hiking, boating, etc.*	424	49%	256	30%	126	15%	38	4%	24	3%	868
Shopping opportunities*	59	7%	155	19%	360	43%	155	19%	101	12%	830
Good place to retire*	262	32%	216	26%	182	22%	58	7%	109	13%	827
Historic character of the Cape*	270	32%	254	30%	210	25%	69	8%	50	6%	853
Fewer people/more open space *	227	27%	287	34%	226	26%	56	7%	58	7%	854
Other	37	35%	11	10%	6	6%	1	1%	50	48%	104
Not Applicable, I don't plan to keep my home.											156

\*These responses have significant differences by sub-region, detailed in the table below

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Sub-Regional Details	Extremely important		Very important		Moderately important		Slightly important		Not at all important		Total
	N	%	N	%	N	%	N	%	N	%	N
<b>Proximity of friends or relatives</b>											
Upper Cape	41	18%	69	31%	58	26%	27	12%	30	13%	226
Mid Cape	46	15%	68	23%	85	29%	35	12%	62	21%	295
Lower Cape	34	17%	38	20%	59	30%	30	15%	33	17%	194
Outer Cape	9	8%	18	17%	34	33%	16	16%	27	26%	104
Total	129	16%	193	24%	237	29%	108	13%	151	18%	819
<b>Proximity to Boston or Providence</b>											
Upper Cape	35	16%	63	28%	51	23%	33	15%	40	18%	222
Mid Cape	23	8%	51	18%	77	26%	41	14%	98	34%	289
Lower Cape	18	9%	34	18%	56	29%	23	12%	60	31%	191
Outer Cape	11	10%	13	12%	33	31%	18	17%	32	30%	106
Total	87	11%	160	20%	217	27%	115	14%	229	28%	808
<b>Reasonable taxes</b>											
Upper Cape	47	21%	56	25%	76	34%	21	9%	22	10%	222
Mid Cape	91	29%	101	32%	67	21%	32	10%	22	7%	314
Lower Cape	46	23%	50	25%	59	30%	26	13%	17	9%	198
Outer Cape	20	18%	24	21%	32	29%	20	18%	13	12%	110
Total	205	24%	230	27%	234	28%	100	12%	75	9%	843
<b>Access to freshwater ponds</b>											
Upper Cape	38	18%	42	19%	47	22%	42	19%	48	22%	218
Mid Cape	49	16%	57	19%	86	29%	51	17%	59	20%	303
Lower Cape	55	28%	53	27%	53	26%	19	9%	20	10%	200
Outer Cape	45	42%	27	25%	15	14%	13	12%	9	9%	109
Total	189	23%	179	22%	201	24%	124	15%	137	16%	830
<b>Shopping opportunities</b>											
Upper Cape	19	8%	42	19%	105	48%	30	13%	25	11%	221
Mid Cape	28	9%	53	17%	137	45%	54	18%	33	11%	306
Lower Cape	9	5%	41	21%	75	39%	41	21%	27	14%	194
Outer Cape	2	2%	16	15%	43	40%	30	28%	16	15%	107
Total	59	7%	153	18%	360	44%	155	19%	101	12%	828

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<b>Good place to retire</b>											
Upper Cape	63	29%	64	30%	50	23%	14	6%	27	12%	218
Mid Cape	111	36%	72	23%	72	23%	16	5%	35	11%	305
Lower Cape	59	31%	55	29%	38	20%	11	6%	29	15%	192
Outer Cape	28	26%	24	22%	22	20%	17	16%	18	17%	108
Total	261	32%	215	26%	181	22%	58	7%	109	13%	824
<b>Historic character of the Cape</b>											
Upper Cape	56	25%	59	27%	71	32%	20	9%	16	7%	222
Mid Cape	105	33%	100	32%	78	25%	15	5%	20	6%	317
Lower Cape	72	36%	59	30%	40	20%	20	10%	8	4%	200
Outer Cape	37	33%	33	30%	21	19%	15	13%	6	5%	112
Total	270	32%	252	30%	210	25%	69	8%	50	6%	851
<b>Fewer people/more open space</b>											
Upper Cape	41	18%	76	34%	72	32%	20	9%	16	7%	224
Mid Cape	78	25%	110	35%	90	28%	17	5%	22	7%	317
Lower Cape	59	30%	66	33%	46	23%	13	7%	12	6%	196
Outer Cape	46	41%	36	32%	18	16%	5	5%	7	6%	113
Total	224	26%	287	34%	226	27%	56	7%	58	7%	851

Note: due to weights and rounding counts for sub-regional analysis differ from counts in overall analysis.

Question 15

Q14. Please estimate the number of days you or your family typically used your second home each month and how many people typically occupied the home per day when it was in use by you or your family both during the pandemic (March 2020 – present) and on average over the previous 5 years (2015-2019). (Please mark N/A if you did not own your house during that time period.)	During the COVID-19 Pandemic		Previous 5 years (on average)		
	Month	Days in use (mean)	Typical Occupancy (mean)	Days in use (mean)	Typical Occupancy (mean)
	January	5.6	2.7	3.3	2.7
February	5.4	2.6	2.9	2.5	
March	6.7	2.7	3.4	2.6	
April	9.2	3.2	5.5	3.0	
May	12.5	3.5	8.7	3.5	
June	17.1	3.9	14.4	3.8	
July	21.5	4.5	20.3	4.6	
August	21.2	4.3	20.0	4.4	
September	15.5	3.5	12.6	3.5	
October	10.9	3.1	8.0	3.1	
November	6.6	2.8	4.4	2.7	
December	6.0	3.0	3.9	3.0	

Question 16

Q15. Which of the following best describes your home? (Please choose one.)	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
$p=0.105, n=914$										
Single-family	207	84%	292	86%	167	79%	96	81%	761	83%
Two-family	4	2%	5	1%	0	0%	2	2%	11	1%
Three-family	0	0%	1	0%	0	0%	0	0%	1	0%
Condominium	22	9%	22	7%	33	16%	12	10%	89	10%
Multiple homes on one parcel	0	0%	1	0%	2	1%	1	1%	4	0%
Cottage in a cottage colony	9	4%	15	4%	4	2%	5	4%	32	4%
Other (please specify)	5	2%	3	1%	5	2%	3	2%	15	2%
Total	247	100%	338	100%	210	100%	119	100%	914	100%

**Question 17**

Q16. How many total bedrooms are in your home? Please include bedrooms in any auxilia.	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
<b>p=0.007, n=913</b>										
No bedrooms	0	0%	0	0%	0	0%	1	1%	1	0%
1 bedroom	3	1%	4	1%	3	1%	4	3%	13	1%
2 bedrooms	43	18%	82	24%	43	21%	18	15%	186	20%
3 bedrooms	108	43%	170	51%	88	42%	54	46%	421	46%
4 bedrooms	72	29%	64	19%	52	25%	32	27%	220	24%
5 or more bedrooms	22	9%	17	5%	24	11%	9	8%	72	8%
Total	248	100%	337	100%	209	100%	119	100%	913	100%

**Question 18**

Q64. Does anyone reside in your second home year-round?	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
<b>p=0.306, n=915</b>										
Yes	22	9%	28	8%	10	5%	8	6%	69	8%
No	224	91%	311	92%	200	95%	111	94%	847	92%
Total	247	100%	340	100%	210	100%	119	100%	915	100%

**Question 19**

Q17. How many people besides yourself/family reside at your Cape Cod house year-round?				
	n=57	N	Mean	%
Guests, who do not pay rent		2	1.6	4%
Caretakers		2	1	4%
Year-round renters		24	2.7	42%
Family members		29	1.6	51%

Note: 70 respondents indicated that they had year-round occupants

**Question 20**

Q19. Did you rent out your second home at any time during the pandemic (March 2020 – present) or during the previous five years? (Please check all that apply)	During the pandemic		Over the previous 5 years	
	N	%	N	%
Yes, as a year-round rental	37	6%	64	10%
Yes, as a month-to-month rental in the off-season	24	4%	15	2%
Yes, as a weekly or nightly rental in the off-season	47	8%	55	9%
Yes, as a month-to-month rental in the in-season	16	3%	14	2%
Yes, as a weekly or nightly rental in the in-season	106	17%	148	24%
Other (please specify)	6	1%	6	1%
No, I don't rent my second home	333	54%	368	60%

Note: 615 respondents answered question 19, respondents could select all that apply, so totals do not sum to 615

**Question 21**

Q20. If you have rented out your second home in the past, please estimate the number of days renters typically occupied your second home each month and how many people typically occupied the home when it was rented both during the pandemic (March 2020 – present) and on average over the previous 5 years. (Please mark N/A if you did not own your house during that time period; skip this question if you have not rented out your second home.)	During the pandemic		Previous 5 years (on average)	
	n=190	Days rented	Typical occupancy	Days rented
January	4.9	2.6	3.7	2.8
February	4.9	2.5	3.4	2.8
March	5.5	2.6	3.7	2.9
April	5.7	2.9	3.9	2.7
May	6.3	2.9	5.0	3.9
June	9.8	4.7	9.3	4.8
July	17.3	5.1	18.6	5.2
August	16.8	4.8	17.6	5.1
September	9.2	4.0	7.5	4.3
October	6.8	3.2	4.8	3.4
November	5.4	2.8	3.8	3.1
December	5.1	2.5	3.8	3.0

Note: For days rented values were set to zero if values for at least one month during either period were greater than 1.

**Question 22**

Q21. If you have and/or are planning to rent your home as a short-term rental, what have/are you planning to charge on average per night? (Please select one box per column.)	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
Average 2015-2019 (p = 0.000)										
\$0 - \$49	1	1%	0	0%	1	1%	0	0%	2	0%
\$50 - \$99	0	0%	1	1%	0	0%	0	0%	1	0%
\$100 - \$199	10	6%	16	7%	10	8%	6	7%	42	7%
\$200 - \$299	6	4%	17	8%	12	9%	13	17%	49	8%
\$300 - \$399	10	6%	6	3%	3	2%	8	10%	27	5%
\$400 - \$499	4	2%	0	0%	4	3%	4	6%	12	2%
\$500 - \$599	0	0%	6	3%	2	1%	3	4%	11	2%
\$600 - \$699	1	1%	0	0%	2	1%	2	2%	5	1%
\$700 - \$799	0	0%	1	1%	2	1%	0	0%	3	1%
\$800 - \$899	0	0%	0	0%	1	1%	0	0%	1	0%
\$900 - \$999	0	0%	1	1%	0	0%	0	0%	1	0%
\$1,000+	0	0%	4	2%	4	3%	1	1%	8	1%
Unsure	5	3%	1	1%	0	0%	1	1%	7	1%
Not applicable	118	76%	164	75%	93	70%	40	53%	415	71%
Total	155	100%	219	100%	133	100%	76	100%	583	100%
<b>2020 (p= 0.006)</b>										
\$0 - \$49	0	0%	0	0%	0	0%	1	1%	1	0%
\$50 - \$99	1	1%	1	1%	2	1%	0	0%	4	1%
\$100 - \$199	7	5%	11	5%	6	4%	3	4%	27	5%
\$200 - \$299	4	2%	14	7%	11	9%	10	14%	38	7%
\$300 - \$399	4	2%	10	5%	5	4%	6	8%	24	4%
\$400 - \$499	7	5%	0	0%	3	2%	4	5%	14	3%
\$500 - \$599	1	1%	5	2%	1	1%	4	5%	11	2%
\$600 - \$699	0	0%	1	1%	2	1%	2	2%	5	1%
\$700 - \$799	1	1%	1	1%	2	1%	0	0%	4	1%
\$800 - \$899		0%		0%		0%		0%		0%
\$900 - \$999	0	0%	1	1%	1	1%	0	0%	2	0%
\$1,000+	0	0%	3	1%	3	2%	1	1%	6	1%
Unsure	4	2%	0	0%	0	0%	0	0%	4	1%
Not applicable	119	80%	161	77%	94	73%	43	60%	417	75%
Total	149	100%	208	100%	129	100%	72	100%	557	100%

Q21. If you have and/or are planning to rent your home as a short-term rental, what have/are you planning to charge on average per night? (Please select one box per column.)	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
<b>2021 (p=0.029)</b>										
\$0 - \$49	0	0%	0	0%	0	0%	0	0%	0	0%
\$50 - \$99	1	1%	1	1%	2	1%	0	0%	4	1%
\$100 - \$199	7	5%	12	6%	4	3%	3	4%	26	5%
\$200 - \$299	4	2%	10	5%	12	9%	9	12%	35	6%
\$300 - \$399	7	5%	12	6%	6	4%	8	11%	33	6%
\$400 - \$499	7	5%	5	2%	3	2%	3	5%	19	3%
\$500 - \$599	0	0%	3	1%	1	1%	4	5%	7	1%
\$600 - \$699	1	1%	1	1%	2	1%	3	5%	8	1%
\$700 - \$799	1	1%	3	1%	3	2%	0	0%	7	1%
\$800 - \$899	0	0%	0	0%	0	0%	0	0%	0	0%
\$900 - \$999	0	0%	1	1%	1	1%	0	0%	2	0%
\$1,000+	0	0%	1	1%	3	2%	1	2%	5	1%
Unsure	4	2%	3	1%	1	1%	0	0%	7	1%
Not applicable	117	78%	159	75%	93	72%	42	58%	411	73%
Total	150	100%	211	100%	130	100%	73	100%	564	100%
<b>2022 (p=0.262)</b>										
\$0 - \$49	0	0%	0	0%	0	0%	0	0%	0	0%
\$50 - \$99	1	1%	1	1%	1	1%	0	0%	3	1%
\$100 - \$199	5	3%	10	4%	5	3%	2	3%	22	3%
\$200 - \$299	6	4%	10	4%	9	7%	8	10%	33	5%
\$300 - \$399	7	4%	11	5%	9	7%	7	9%	35	6%
\$400 - \$499	7	4%	6	3%	3	2%	4	5%	20	3%
\$500 - \$599	1	1%	4	2%	3	2%	3	3%	11	2%
\$600 - \$699	1	1%	1	1%	1	1%	3	4%	7	1%
\$700 - \$799	1	1%	3	1%	3	2%	1	1%	8	1%
\$800 - \$899	0	0%	0	0%	0	0%	1	1%	1	0%
\$900 - \$999	0	0%	1	1%	1	1%	0	0%	2	0%
\$1,000+	0	0%	0	0%	3	2%	1	1%	3	1%
Unsure	5	3%	6	3%	2	1%	1	1%	14	2%
Not applicable	133	79%	177	77%	104	73%	48	62%	462	74%
Total	169	100%	230	100%	144	100%	78	100%	620	100%

Question 23

Q13. If you have and/or are planning to rent your second home as a year-round rental, what have/are you planning to charge on average per month? (Please select one box per column.)	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
<b>Average 2015-2019, p=0.187, n=559</b>										
\$0 - \$499	0	0%	0	0%	0	0%	1	1%	1	0%
\$500 - \$999	0	0%	1	1%	3	2%	1	1%	5	1%
\$1,000 - \$1,499	4	2%	9	4%	1	1%	1	2%	14	3%
\$1,500 - \$1,999	5	3%	6	3%	0	0%	1	1%	12	2%
\$2,000 - \$2,499	3	2%	3	1%	1	1%	1	1%	6	1%
\$2,500 - \$2,999	0	0%	1	1%	0	0%	0	0%	1	0%
\$3,000 - \$3,499	0	0%	1	1%	0	0%	0	0%	1	0%
\$3,500 - \$3,999		0%		0%		0%		0%		0%
Unsure	3	2%	1	1%	0	0%	0	0%	4	1%
Not applicable	141	91%	190	90%	115	96%	68	95%	515	92%
<b>Total</b>	<b>155</b>	<b>100%</b>	<b>212</b>	<b>100%</b>	<b>120</b>	<b>100%</b>	<b>72</b>	<b>100%</b>	<b>559</b>	<b>100%</b>
<b>2020, p=0.469, n=531</b>										
\$0 - \$499	0	0%	0	0%	0	0%	1	1%	1	0%
\$500 - \$999	0	0%	1	1%	1	1%	1	1%	3	1%
\$1,000 - \$1,499	4	2%	6	3%	2	2%	2	2%	13	3%
\$1,500 - \$1,999	4	2%	7	4%	1	1%	1	1%	13	2%
\$2,000 - \$2,499	3	2%	4	2%	1	1%	1	2%	8	2%
\$2,500 - \$2,999	0	0%	1	1%	0	0%	0	0%	1	0%
\$3,000 - \$3,499	0	0%	3	1%	0	0%	0	0%	3	0%
\$3,500 - \$3,999		0%		0%		0%		0%		0%
Unsure	3	2%	1	1%	0	0%	0	0%	4	1%
Not applicable	136	92%	175	88%	110	96%	65	94%	486	92%
<b>Total</b>	<b>149</b>	<b>100%</b>	<b>199</b>	<b>100%</b>	<b>115</b>	<b>100%</b>	<b>69</b>	<b>100%</b>	<b>531</b>	<b>100%</b>

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	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
2021, p=0.101, n=536	N	%	N	%	N	%	N	%	N	%
\$0 - \$499	0	0%	0	0%	0	0%	1	1%	1	0%
\$500 - \$999	0	0%	1	1%	1	1%	1	1%	3	1%
\$1,000 - \$1,499	4	2%	5	2%	2	2%	2	2%	12	2%
\$1,500 - \$1,999	1	1%	10	5%	1	1%	1	1%	13	2%
\$2,000 - \$2,499	5	3%	4	2%	1	1%	1	1%	10	2%
\$2,500 - \$2,999	0	0%	3	1%	0	0%	1	1%	3	1%
\$3,000 - \$3,499	0	0%	3	1%	0	0%	0	0%	3	0%
\$3,500 - \$3,999	0	0%	1	1%	0	0%	0	0%	1	0%
Unsure	3	2%	1	1%	0	0%	0	0%	4	1%
Not applicable	138	92%	174	87%	111	96%	65	94%	487	91%
Total	150	100%	201	100%	115	100%	69	100%	536	100%
2022, p=0.120, n=594										
\$0 - \$499	0	0%	0	0%	0	0%	1	1%	1	0%
\$500 - \$999	0	0%	1	1%	1	1%	1	1%	3	0%
\$1,000 - \$1,499	4	2%	1	1%	1	1%	2	2%	8	1%
\$1,500 - \$1,999	1	1%	11	5%	2	1%	1	1%	15	2%
\$2,000 - \$2,499	4	2%	5	2%	1	1%	1	1%	10	2%
\$2,500 - \$2,999	1	1%	1	1%	0	0%	1	1%	3	1%
\$3,000 - \$3,499	0	0%	3	1%	0	0%	0	0%	3	0%
\$3,500 - \$3,999	0	0%	1	1%	0	0%	0	0%	1	0%
Unsure	4	2%	4	2%	0	0%	0	0%	7	1%
Not applicable	155	92%	193	88%	124	96%	73	94%	544	92%
Total	169	100%	220	100%	129	100%	77	100%	594	100%

**Question 24**

Q23. If you rented your home, how did/do you plan to find renters for your short-term and/or year-round rental? (Please select all that apply; skip this question if you do not rent out your second home.)	Short-term renters (n=180)		Long-term renters (n=63)	
	N	%	N	%
Airbnb	35	19%	5	8%
VRBO	54	30%	3	5%
Craigslist	2	1%	4	6%
Zillow/Trulia	1	1%	2	4%
Other rental website (please specify)	36	20%	5	9%
Real estate agent	58	32%	20	32%
Local private property management company	21	12%	5	9%
Non-local private property management company	5	3%	0	0%
Word-of-mouth, community relationships	67	37%	30	47%
Other (please specify)	21	12%	10	16%

**Question 25**

Q24. Do you currently have an auxiliary or accessory dwelling unit (ADU) - such as guest cottage or an in-law apartment - within your home or on your property?	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
p=0.084, n=875	N	%	N	%	N	%	N	%	N	%
Yes	14	6%	7	2%	8	4%	8	7%	38	4%
No	221	94%	317	98%	191	96%	109	93%	838	96%
Total	234	100%	325	100%	199	100%	117	100%	875	100%

**Question 26**

Q28. If you plan to use your ADU as a short-term rental property, what have/are you planning to charge on <u>average per night</u> for your short-term ADU rental? (Please select one box per column.)	Year			
	2015-2019	2020	2021	2022
\$50 - \$99	0	0	1	0
\$100 - \$199	1	0	0	1
\$200 - \$299	1	1	1	1
Unsure	1	1	1	1
Not applicable	16	16	16	19
Total	19	18	20	22

Note: Only the ranges selected by respondents are displayed in this table.

**Question 27**

Q29. If you have and/or are planning to rent your ADU as a year-round rental, what have/are you planning to charge on <u>average per month for your year-round ADU rental?</u> (Please select one box per column.)	Year			
	2015-2019	2020	2021	2022
\$500 - \$999	1	1	1	1
\$1,000 - \$1,499	1	2	3	3
Unsure	1	1	1	1
Not applicable	19	19	19	21
Total	22	22	23	26

Note: Only the ranges selected by respondents are displayed in this table.

**Question 28**

Q30. How did/do you plan to find renters for your short-term and/or year-round ADU rental? (Please select all that apply.)	Short-term ADU	Year-round ADU rental
	N	N
Airbnb	2	0
VRBO	0	0
Craigslist	0	1
Zillow/Trulia	0	0
Other rental website (please specify)	0	0
Real estate agent	1	0
Local private property management company	1	0
Non-local private property management company	0	0
Word-of-mouth, community relationships	3	4
Other (please specify)	0	0

**Question 29**

Q31. Approximately what is the distance of your second home to the nearest freshwater pond?	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
p=0.0, n=901	N	%	N	%	N	%	N	%	N	%
On a pond	21	9%	16	5%	17	8%	5	4%	59	7%
Less than ¼ mile	36	15%	28	9%	33	16%	9	8%	107	12%
¼ mile - 1 mile	62	26%	124	37%	61	29%	32	27%	279	31%
More than 1 mile - 3 miles	71	29%	121	37%	75	36%	53	45%	319	35%
More than 3 miles	52	22%	42	13%	24	12%	19	16%	138	15%
Total	242	100%	331	100%	210	100%	118	100%	901	100%

**Question 30**

Q32. Approximately what is the distance of your second home to the nearest coastline?	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
p=0.0, n=899	N	%	N	%	N	%	N	%	N	%
On the coastline	40	16%	32	10%	17	8%	15	13%	103	11%
Less than - ¼ mile	83	34%	69	21%	55	27%	30	26%	238	26%
¼ mile - 1 mile	62	26%	110	33%	61	30%	47	40%	280	31%
More than 1 mile - 3 miles	45	18%	106	32%	61	30%	24	21%	236	26%
More than 3 miles	14	6%	17	5%	10	5%	1	1%	42	5%
Total	243	100%	335	100%	205	100%	117	100%	899	100%

**Question 31**

Q33. Has your second home property been threatened by coastal erosion or flooding in the last five years?	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
p=0.050, n=909	N	%	N	%	N	%	N	%	N	%
Yes, coastal erosion	15	6%	5	1%	5	2%	2	1%	26	3%
Yes, flooding	6	3%	11	3%	3	1%	1	1%	21	2%
Yes, both coastal erosion and flooding	4	2%	4	1%	0	0%	2	1%	9	1%
No	216	87%	310	92%	193	93%	113	95%	832	91%
I'm not sure	6	3%	7	2%	7	3%	1	1%	21	2%
Total	247	100%	337	100%	207	100%	118	100%	909	100%

Question 32

Q34. Have you considered or are you considering modifying your second home and/or property in any of the following ways to protect from coastal erosion and/or flooding? (Please select all that apply)	I have done this		I am in the process of doing this		I am planning to do this		I am considering doing this		I am not going to do this		Unsure		Total
	N	%	N	%	N	%	N	%	N	%	N	%	N
Elevate my entire house	1	0%	4	1%	0	0%	16	2%	719	92%	30	4%	782
Elevate utilities*	20	3%	2	0%	4	1%	12	2%	692	90%	39	5%	769
Fill in basement	4	0%	0	0%	0	0%	9	1%	727	95%	23	3%	762
Install flood vents*	13	2%	1	0%	4	1%	9	1%	693	91%	43	6%	761
Move my house further from the coastal shoreline	1	0%	0	0%	1	0%	4	1%	746	98%	12	2%	765
Build a living shoreline (including a combination of hard structures and materials, plantings, and sediment "nourishment")	12	2%	2	0%	3	0%	15	2%	705	92%	28	4%	765
Build a dune or nourish a beach	14	2%	3	0%	1	0%	10	1%	714	94%	18	2%	760
Rebuild an existing revetment or seawall	9	1%	2	0%	2	0%	8	1%	721	95%	19	3%	761
Install fencing/coir	12	2%	4	1%	4	1%	8	1%	710	93%	23	3%	762
Other (please specify)	3	1%	1	1%	1	0%	2	1%	253	86%	33	11%	294

\*These responses have significant differences by sub-region, detailed in the table below

Sub-Regional Detail	I have done this		I am in the process of doing this		I am planning to do this		I am considering doing this		I am not going to do this		Unsure		Total
	N	%	N	%	N	%	N	%	N	%	N	%	N
Elevate utilities													
Upper Cape	10	5%	0	0%	1	1%	7	4%	183	87%	10	5%	212
Mid Cape	9	3%	0	0%	1	0%	5	2%	262	90%	14	5%	290
Lower Cape	0	0%	1	1%	2	1%	0	0%	160	92%	10	6%	173
Outer Cape	0	0%	1	1%	0	0%	0	0%	85	93%	5	5%	91
Total	19	2%	2	0%	4	1%	12	2%	690	90%	39	5%	766
Install flood vents													
Upper Cape	9	4%	0	0%	0	0%	4	2%	185	88%	12	6%	209
Mid Cape	2	1%	0	0%	4	1%	4	1%	258	90%	20	7%	288
Lower Cape	0	0%	0	0%	0	0%	0	0%	165	97%	6	3%	171
Outer Cape	1	1%	1	1%	1	1%	1	1%	83	92%	5	5%	90
Total	12	2%	1	0%	4	1%	9	1%	691	91%	43	6%	758

Note: due to weights and rounding counts for sub-regional analysis differ from counts in overall analysis.

**Question 33**

Q35. If you have or are considering making any of the modifications above, what is the primary reason? (Please choose one.)	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
<b>p=0.534, n=160</b>										
Building code compliance	7	13%	3	4%	1	3%	1	6%	12	7%
Insurance purposes	0	0%	3	4%	0	0%	1	6%	4	2%
Environmental reasons	7	13%	5	9%	4	14%	3	15%	19	12%
Protecting my home	24	41%	31	54%	12	45%	8	44%	75	47%
Other (please specify)	19	33%	16	28%	10	38%	6	30%	50	32%
Total	57	100%	57	100%	27	100%	19	100%	160	100%

Question 34

Q36. Have you taken or will you take any of the following actions for your second home?	I have done this		I am in the process of doing this		I am planning to do this		I am considering doing this		I am not going to do this		Unsure		Total N
	N	%	N	%	N	%	N	%	N	%	N	%	
Install solar panels*	50	6%	1	0%	15	2%	199	24%	466	56%	105	13%	836
Install heat pumps*	119	14%	5	1%	18	2%	115	14%	464	56%	104	12%	824
Install other energy saving utilities and/or appliances, please specify	198	24%	17	2%	47	6%	105	13%	277	33%	156	19%	798
Receive weatherization assistance	195	23%	11	1%	44	5%	112	13%	340	41%	115	14%	818
Use an electric vehicle	65	8%	7	1%	59	7%	223	27%	348	42%	126	15%	828
Compost household waste	174	21%	29	3%	22	3%	126	15%	400	48%	90	11%	841
Other option (please specify)	12	1%	0	0%	5	1%	5	1%	83	10%	55	7%	160

\*These responses have significant differences by sub-region, detailed in the table below

Sub-Regional Detail	I have done this		I am in the process of doing this		I am planning to do this		I am considering doing this		I am not going to do this		Unsure		Total N
	N	%	N	%	N	%	N	%	N	%	N	%	
<b>Solar Panels</b>													
Upper Cape	12	5%	0	0%	4	2%	53	23%	129	56%	33	14%	232
Mid Cape	10	3%	0	0%	5	2%	63	21%	188	62%	36	12%	301
Lower Cape	12	6%	1	0%	4	2%	42	22%	109	57%	22	11%	190
Outer Cape	15	13%	1	0%	2	2%	40	36%	39	35%	14	12%	110
Total	49	6%	1	0%	15	2%	199	24%	464	56%	105	13%	833
<b>Heat Pumps</b>													
Upper Cape	27	12%	4	2%	5	2%	31	13%	135	58%	31	13%	233
Mid Cape	33	11%	0	0%	9	3%	36	12%	189	63%	31	10%	298
Lower Cape	33	18%	0	0%	1	1%	31	17%	93	50%	28	15%	186
Outer Cape	24	23%	1	1%	3	3%	17	16%	45	43%	14	14%	105
Total	118	14%	5	1%	18	2%	115	14%	462	56%	104	13%	821

Note: due to weights and rounding counts for sub-regional analysis differ from counts in overall analysis.

**Question 35**

Q37. What is your current employment status?  p=0.649, n=909	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
Employed	113	46%	150	44%	100	48%	58	49%	421	46%
Unemployed	1	0%	1	0%	0	0%	0	0%	3	0%
Retired	126	52%	185	55%	104	50%	58	49%	474	52%
Otherwise out of the workforce (e.g., student, stay at home parent, etc.)	5	2%	1	0%	4	2%	2	1%	12	1%
<b>Total</b>	<b>245</b>	<b>100%</b>	<b>337</b>	<b>100%</b>	<b>208</b>	<b>100%</b>	<b>118</b>	<b>100%</b>	<b>909</b>	<b>100%</b>

**Question 36**

Q38. If you are employed, what best describes your work location:  p=0.466, n=421	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
I work for an employer based off Cape Cod	89	79%	114	76%	81	80%	44	76%	328	78%
I work for an employer based on Cape Cod	3	2%	3	2%	2	2%	1	1%	7	2%
I am self-employed	21	19%	28	19%	18	18%	13	22%	80	19%
Not applicable	0	0%	5	3%	0	0%	1	1%	6	1%
<b>Total</b>	<b>113</b>	<b>100%</b>	<b>150</b>	<b>100%</b>	<b>100</b>	<b>100%</b>	<b>58</b>	<b>100%</b>	<b>421</b>	<b>100%</b>

Note: question was only asked of those who were employed.

## Question 37

Q39. If you are employed, what is your current and anticipated work location?	Region of Cape									
	Currently	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total
On-site	43	35%	63	36%	38	33%	22	30%	167	34%
Remotely/online	42	34%	56	32%	38	33%	22	31%	159	33%
On-site at client locations	6	5%	14	8%	7	6%	3	4%	29	6%
A combination of on-site and remotely	31	25%	43	25%	33	28%	24	33%	131	27%
I don't know	0	0%	0	0%	0	0%	1	2%	1	0%
<b>Total</b>	<b>123</b>	<b>100%</b>	<b>175</b>	<b>100%</b>	<b>116</b>	<b>100%</b>	<b>72</b>	<b>100%</b>	<b>486</b>	<b>100%</b>
	<b>In Six-Months</b>									
On-site	27	35%	23	27%	21	31%	13	31%	85	31%
Remotely/online	17	22%	16	18%	9	14%	7	17%	50	18%
On-site at client locations	2	3%	9	10%	5	7%	2	4%	17	6%
A combination of on-site and remotely	30	38%	37	42%	30	46%	19	44%	115	42%
I don't know	1	2%	2	3%	1	1%	2	4%	6	2%
<b>Total</b>	<b>78</b>	<b>100%</b>	<b>88</b>	<b>100%</b>	<b>66</b>	<b>100%</b>	<b>42</b>	<b>100%</b>	<b>274</b>	<b>100%</b>

Note: question was only asked of those who were employed

## Question 38

Q40. If you are employed, what industry/sector do you currently work in? p=0.283, n=414	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
Accommodations (Hotel, Motel, Short-Term Rental)	0	0%	0	0%	1	1%	0	0%	1	0%
Retail (non-food related)	1	1%	5	3%	0	0%	1	1%	7	2%
Restaurants, Catering, and Food/Beverage Service	0	0%	1	1%	0	0%	1	1%	2	0%
Grocery Stores, Liquor Stores, Other Food/Beverage Store	0	0%	0	0%	1	1%	0	0%	1	0%
Wholesale Trade	3	2%	3	2%	0	0%	2	3%	7	2%
Information, Media, or Telecommunications Services	7	7%	9	6%	5	5%	2	3%	22	5%
Construction	5	5%	7	5%	1	1%	0	0%	13	3%
Finance and Insurance	12	11%	10	7%	15	15%	8	13%	45	11%
Real Estate, Rental, Leasing	9	8%	10	7%	6	6%	2	3%	26	6%
Professional and Technical Services	22	20%	30	20%	24	24%	14	24%	90	22%
Management, Administration, Waste Services	4	3%	3	2%	1	1%	1	1%	8	2%
Education Services	20	18%	14	9%	15	15%	12	20%	60	14%
Health Care and Social Assistance	10	9%	21	14%	13	13%	8	13%	52	12%
Arts, Entertainment, Culture	0	0%	3	2%	2	2%	1	2%	5	1%
Recreation (Gyms, Golf Courses, Bicycle Shops)	0	0%	0	0%	0	0%	1	1%	1	0%
Transportation, Warehousing, Utilities	1	1%	5	3%	1	1%	1	1%	8	2%
Landscaping Services	0	0%	1	1%	0	0%	0	0%	1	0%
Other (please specify)	15	14%	27	19%	16	16%	8	14%	66	16%
<b>Total</b>	<b>109</b>	<b>100%</b>	<b>147</b>	<b>100%</b>	<b>100</b>	<b>100%</b>	<b>58</b>	<b>100%</b>	<b>414</b>	<b>100%</b>

Note: question was only asked of those who were employed

## Question 39

Q41. If you do not currently live on Cape Cod full-time but plan to, what are your expectations regarding employment once relocated to the Cape? (Please choose one.)	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
<b>p=0.069, n=880</b>										
Work full-time	9	4%	12	4%	8	4%	6	5%	35	4%
Work part-time	20	8%	27	8%	29	14%	10	9%	86	10%
Retire	74	31%	112	35%	55	27%	26	22%	268	30%
Outside the workforce (e.g., stay at home parent, student, disability, etc.)	0	0%	0	0%	1	0%	0	0%	1	0%
Other (specify)	1	1%	5	2%	6	3%	1	0%	12	1%
Not applicable, I already live on the Cape full-time	7	3%	9	3%	0	0%	3	2%	19	2%
Not applicable, I do not plan to live on the Cape full-time	125	53%	159	49%	104	51%	70	61%	459	52%
Total	237	100%	325	100%	204	100%	114	100%	880	100%

Question 40

Q42. If you plan to move to the Cape to live full-time, complete this sentence: Once I move the Cape to live full-time, I expect to: (Please choose one.) p=0.481, n=681	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
Continue to work for my current employer	9	5%	16	6%	8	4%	3	4%	36	5%
Start work for a new employer on Cape Cod	1	1%	4	1%	7	4%	4	4%	15	2%
Start work for a new employer based off Cape Cod	1	1%	0	0%	0	0%	0	0%	1	0%
Start or relocate my own business on Cape Cod	1	1%	0	0%	3	2%	1	1%	5	1%
Continue doing freelance work/working for my own business that operates mostly online	5	3%	6	2%	7	4%	3	3%	20	3%
Start or continue freelance work/working for my own business for clients mostly on Cape Cod	4	2%	5	2%	4	2%	1	1%	14	2%
Start or continue freelance work/working for my own business for clients mostly off Cape Cod	1	1%	4	1%	2	1%	2	2%	9	1%
Start or continue freelance work/working for my own business for a mix of clients, both on and off Cape Cod	3	1%	4	1%	5	3%	2	2%	13	2%
I'm not sure	27	16%	47	19%	34	20%	14	16%	122	18%
Not applicable, I already live on Cape Cod full-time	4	2%	6	2%	1	1%	2	2%	13	2%
Not applicable, I do not plan to live on the Cape full-time	94	54%	125	49%	86	52%	53	60%	358	53%
Other (please specify)	24	14%	36	14%	12	7%	4	5%	76	11%
Total	174	100%	252	100%	167	100%	88	100%	681	100%

**Question 41**

Q43. What best describes your internet connectivity at your Cape Cod home?  p=0.273, n=906	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
I access the internet at home through a fixed connection (e.g., DSL, fiber, cable, home wireless network, etc.)	223	91%	290	87%	197	94%	108	92%	819	90%
I access the internet at home through a satellite	0	0%	1	0%	0	0%	1	1%	2	0%
I access the internet at home through a hotspot	6	3%	9	3%	3	1%	1	1%	19	2%
I access the internet primarily through my cell phone provider's network	7	3%	10	3%	4	2%	6	5%	27	3%
I access the internet in public spaces	1	0%	1	0%	2	1%	0	0%	4	0%
I do not have internet access	6	3%	16	5%	3	1%	1	1%	26	3%
I'm not sure	1	0%	5	1%	1	0%	0	0%	7	1%
Other (please specify)	0	0%	1	0%	0	0%	1	0%	2	0%
Total	245	100%	334	100%	209	100%	118	100%	906	100%

**Question 42**

Q44. If you have internet access in your Cape Cod home, how many people in your household on average are typically using the internet at once?  p=0.080, n=865	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
1-2	139	59%	220	71%	125	61%	82	70%	566	65%
3-4	77	33%	70	23%	67	33%	28	24%	242	28%
5-6	15	6%	16	5%	12	6%	5	4%	48	6%
7+	5	2%	3	1%	1	0%	2	1%	10	1%
Total	236	100%	309	100%	205	100%	117	100%	865	100%

## Question 43

Q45. If you have internet service in your Cape Cod home, please select the sentence below that best describes your internet service on Cape Cod.	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
$p=0.482, n=874$										
My internet service allows me and others in my household to perform necessary tasks with few problems (e.g., working from home, remote school, etc.)	170	72%	222	71%	145	70%	80	68%	617	71%
My internet service causes some problems for me and/or others in my household while trying to perform necessary tasks, but the problems have not been significant	47	20%	59	19%	47	23%	26	22%	179	20%
My internet service is inadequate for performing necessary tasks	11	5%	14	4%	6	3%	8	7%	38	4%
Not applicable	7	3%	16	5%	6	3%	3	3%	32	4%
Other (please specify)	0	0%	3	1%	4	2%	2	1%	8	1%
Total	236	100%	314	100%	206	100%	118	100%	874	100%

## Question 44

Q46. If your internet service is inadequate or you do not subscribe to internet service at your Cape Cod home, which of the following best describes why? (Please select the most important reason.)	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
$p=0.177, n=500$										
Service or upgraded service is not available	9	7%	11	6%	8	7%	9	13%	37	7%
Service or upgraded service is too expensive	14	10%	26	15%	15	12%	8	11%	62	12%
I do not know how to subscribe to or upgrade internet service (e.g., it is confusing, information is unavailable in appropriate language)	3	2%	1	1%	7	5%	1	1%	11	2%
It has not been necessary for me to use the internet on Cape Cod	1	1%	1	1%	1	1%	1	1%	4	1%
Not applicable	98	75%	131	74%	90	74%	45	66%	364	73%
Other (please specify)	7	6%	7	4%	1	1%	6	8%	21	4%
Total	131	100%	178	100%	122	100%	68	100%	500	100%

**Question 45**

Q47. When on Cape Cod, how often do you or your family use any of the following types of public facilities? (Please Select one box row.)	Once a week		A few times a month		Once a month		Once every few months		Once or twice a year		Never		Total
	N	%	N	%	N	%	N	%	N	%	N	%	
Public Golf Course	91	10%	74	8%	42	5%	56	6%	136	15%	484	55%	883
National Seashore	162	18%	135	15%	90	10%	139	15%	268	30%	107	12%	901
Town Beaches	506	56%	203	22%	47	5%	45	5%	60	7%	45	5%	905
Town Boat Landings	91	10%	64	7%	43	5%	54	6%	90	10%	544	61%	886
Town Recreation Programs	42	5%	57	6%	51	6%	73	8%	130	15%	529	60%	882
Conservation Lands	167	19%	198	22%	126	14%	119	13%	127	14%	154	17%	890
Public Parks	132	15%	186	21%	118	13%	151	17%	154	17%	145	16%	886
Visitor Centers	16	2%	41	5%	84	9%	110	12%	256	29%	374	43%	880
Libraries	121	14%	138	15%	121	13%	115	13%	172	19%	231	26%	897
Town Transfer Stations	320	36%	138	15%	55	6%	62	7%	83	9%	232	26%	890
Public Transit	7	1%	8	1%	12	1%	23	3%	69	8%	766	87%	885
Senior Centers or Services	11	1%	14	2%	17	2%	17	2%	57	6%	773	87%	888
Other (please specify)	12	13%	5	6%	1	1%	0	0%	2	2%	69	78%	89

**Question 46**

Q48. While purchasing goods for your home on the Cape, where do you or your immediate family primarily shop for the items listed below? (Please select one box row.)	My town		Elsewhere		Off-Cape		Online		Total
	N	%	N	%	N	%	N	%	
Groceries	845	94%	16	2%	32	4%	3	0%	895
Clothing	403	48%	86	10%	233	28%	110	13%	832
Sports/Recreation Equipment	324	44%	83	11%	201	27%	126	17%	733
Household Furnishings	360	44%	145	18%	253	31%	70	8%	828
Appliances	472	56%	200	24%	124	15%	48	6%	843
Office Supplies	388	59%	73	11%	109	17%	83	13%	653
Hardware/Building Supplies	789	90%	62	7%	29	3%	1	0%	881
Garden Supplies	809	93%	40	5%	23	3%	1	0%	872
Other (please specify)	17	91%	0	0%	2	9%	0	0%	19

## Question 47

Q49. Please indicate which of the following private services you typically use while staying in and/or in maintaining your Cape Cod home. For those services you do utilize in relation to your home, please indicate whether the vendors you use are primarily based on or off the Cape. (Please select one box per row.)	Do not use		Use on-Cape vendor		Use off-Cape vendor		Unsure if I use on-or-off-Cape vendor		Total
	N	%	N	%	N	%	N	%	N
Private trash collection	583	65%	294	33%	4	0%	12	1%	892
Snow plowing	635	71%	243	27%	2	0%	12	1%	892
Landscaper/yard service	243	27%	641	71%	6	1%	8	1%	898
Security services	618	70%	180	20%	69	8%	23	3%	889
Construction services	199	22%	680	75%	14	2%	8	1%	901
Banking	190	21%	332	37%	365	41%	5	1%	892
Investment services	363	41%	29	3%	486	55%	13	1%	891
Accounting services	455	51%	28	3%	386	43%	18	2%	887
Insurance services	153	17%	340	38%	397	44%	5	1%	894
Legal services	379	43%	162	18%	331	37%	13	1%	885
Primary care physician	279	31%	52	6%	545	61%	11	1%	887
Medical specialist	285	32%	70	8%	514	58%	11	1%	879
Hospital emergency room/acute care center	223	25%	417	47%	223	25%	20	2%	884
Trade/repair services	131	15%	666	75%	77	9%	15	2%	890
Childcare	766	89%	10	1%	19	2%	63	7%	857
Other (please specify)	83	83%	6	6%	1	1%	10	10%	100

**Question 48**

Q50. If you have used an off-Cape vendor, please select the primary reason why.	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
p=0.509, n=850	N	%	N	%	N	%	N	%	N	%
The service I need is not available on Cape Cod	21	9%	17	6%	18	9%	14	13%	70	8%
The price of the service is higher on Cape Cod	19	8%	28	9%	12	6%	6	5%	65	8%
The services are not needed while I am using my Cape Cod home	47	20%	67	21%	39	20%	29	26%	182	21%
The quality of the service is lower on Cape Cod	6	3%	9	3%	4	2%	2	1%	20	2%
I already have a service provider based off-Cape	92	39%	127	41%	88	45%	41	38%	348	41%
Not applicable	43	18%	53	17%	30	15%	13	12%	140	16%
Other (please specify)	7	3%	11	4%	3	1%	5	5%	26	3%
Total	236	100%	313	100%	194	100%	108	100%	850	100%

**Question 49**

Q51. How many homes do you own on Cape Cod?	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
p=0.895, n=913	N	%	N	%	N	%	N	%	N	%
1	223	90%	314	93%	196	94%	110	93%	843	92%
2	19	8%	20	6%	10	5%	7	6%	55	6%
3	4	2%	1	0%	1	0%	1	1%	7	1%
4	1	0%	1	0%	0	0%	0	0%	3	0%
5	0	0%	1	0%	1	0%	1	0%	3	0%
6 or more, please specify	0	0%	1	0%	1	0%	0	0%	2	0%
Total	247	100%	338	100%	209	100%	118	100%	913	100%

**Question 50**

Q52. Which of the following best describes your gender?  p=0.507, n=905	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
Male	129	52%	191	57%	108	52%	65	55%	493	55%
Female	109	44%	129	39%	95	46%	47	40%	379	42%
I prefer not to answer	9	4%	14	4%	5	2%	6	5%	33	4%
Total	247	100%	334	100%	207	100%	118	100%	905	100%

**Question 51**

Q53. What is your race/ ethnicity? (Please select all that apply.)			
	n=909	N	%
White/Caucasian		835	92%
Hispanic/Latinx		6	1%
Black or African American		6	1%
Asian		7	1%
American Indian or Alaska Native		2	0%
Native Hawaiian or Other Pacific Islander		1	0%
Other		7	1%
I prefer not to answer		57	6%

**Question 52**

Q54. What is the highest level of education you have completed? (Please select one.)	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
Less than high school diploma	0	0%	0	0%	0	0%	1	0%	1	0%
High school graduate or GED	3	1%	11	3%	2	1%	2	1%	17	2%
Some college, no degree	15	6%	20	6%	6	3%	3	3%	44	5%
Associate's degree	7	3%	12	4%	4	2%	2	1%	25	3%
Bachelor's degree	63	26%	111	33%	62	30%	32	27%	268	29%
Graduate or professional degree	159	64%	183	54%	136	65%	78	67%	555	61%
Total	247	100%	337	100%	209	100%	117	100%	910	100%

**Question 53**

Q55. Age	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
p=0.449, n=866										
under 35	1	1%	1	0%	1	0%	0	0%	3	0%
35-44	3	1%	3	1%	2	1%	3	2%	10	1%
45-54	30	12%	22	7%	24	12%	10	9%	85	10%
55-64	69	29%	106	34%	54	27%	35	31%	265	31%
65-74	91	38%	137	43%	76	38%	41	36%	344	40%
75+	46	19%	47	15%	42	21%	24	22%	159	18%
Total	239	100%	316	100%	199	100%	112	100%	866	100%

**Question 54**

Q40. How many people, including yourself, live in your home?		
	N	%
	n = 887	
1	108	12%
2	533	60%
3	102	11%
4	93	11%
5 or more	51	6%
Total	887	100%

Note: no significant differences by region

**Question 55**

Q57. What was your annual household income (before taxes) in 2020?	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
	N	%	N	%	N	%	N	%	N	%
p=0.0, n=772										
\$24,999 or less	0	0%	3	1%	0	0%	0	0%	3	0%
\$25,000 - \$49,999	4	2%	7	3%	2	1%	3	3%	16	2%
\$50,000 - \$74,999	9	4%	15	5%	9	5%	5	5%	38	5%
\$75,000 - \$99,999	19	9%	37	13%	10	6%	10	10%	76	10%
\$100,000 - \$149,999	47	22%	72	26%	40	22%	25	24%	184	24%
\$150,000 - \$249,999	55	26%	87	31%	40	22%	18	17%	199	26%
\$250,000 or more	77	37%	57	21%	81	44%	42	41%	256	33%
Total	209	100%	277	100%	183	100%	102	100%	772	100%

## Question 56

Q58. If you purchased your Cape Cod second home, what was the purchase price?	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
p=0.0, n=762	N	%	N	%	N	%	N	%	N	%
\$0-\$369,999	94	48%	190	68%	88	49%	52	49%	424	56%
\$370,000-\$499,999	41	21%	38	14%	24	14%	22	21%	126	16%
\$500,000-\$749,000	40	20%	38	14%	36	20%	20	19%	134	18%
\$750,000+	22	11%	15	5%	30	17%	11	10%	78	10%
Total	197	100%	282	100%	178	100%	105	100%	762	100%

## Question 57

Q59. How many years have you lived on Cape Cod (part-time and/or full-time)?	Region of Cape									
	Upper Cape		Mid Cape		Lower Cape		Outer Cape		Total	
p=0.306, n=903	N	%	N	%	N	%	N	%	N	%
Less than 5	27	11%	32	10%	28	14%	10	9%	98	11%
5-9	34	14%	42	13%	25	12%	13	11%	114	13%
10-15	42	17%	40	12%	29	14%	16	14%	127	14%
16-20	14	6%	27	8%	19	9%	7	6%	66	7%
More than 20	84	35%	105	31%	67	32%	43	36%	299	33%
I do not live on Cape Cod	42	17%	90	27%	39	19%	29	24%	200	22%
Total	243	100%	336	100%	207	100%	117	100%	903	100%