



ROBERT PAUL PROPERTIES MARKET REPORT

2013 SPRING MARKET FOR SOUTH COAST HIGH END SALES

	HOMES SOLD					HOMES UNDER AGREEMENT	HOMES LISTED	
PRICE BANDS	2009 YTD	2010 YTD	2011 YTD	2012 YTD	2013 YTD	AS OF 05/31/2013	CURRENT INVENTORY AS OF 05/31/2013	MONTHS OF INVENTORY
\$1 - \$499K	212	251	223	298	285	148	412	7.2 Months
\$500K - \$749K	7	16	14	22	22	12	93	21.1 Months
\$750K - \$999K	3	3	8	9	9	6	33	18.3 Months
\$1M - \$1.9M	1	7	6	5	5	1	63	63.0 Months
\$2M - \$2.9M	1	0	2	0	0	1	14	97.9 Months
\$3M - \$3.9M	0	2	0	0	0	1	7	48.9 Months
\$4M - \$4.9M	0	0	0	0	0	0	2	n/a
\$5M +	0	0	0	0	0	0	4	n/a
GRAND TOTALS	224	279	253	334	321	169	628	9.72 Months
MEDIAN PRICE	\$215,000	\$234,450	\$219,000	\$220,000	\$237,000	<i>Source: MLSPin & B&T. Includes Marion, Wareham, Mattapoisett, Fairhaven, Dartmouth and Westport</i>		
HIGHEST PRICE	\$2.1M	\$3.99M	\$2.85M	\$2.65M	\$1.6M			

Is the South Coast high-end market really in a recovery? With national reports of 10.9% increase in prices; low inventories driving multiple offers and homes selling quickly, the steady improvement in activity on the South Coast seems in comparison somewhat lackluster. As in any market report, while there are national trends, sometimes national reports do not match local realities. This is especially true in this fragmented housing recovery when most of the statistics are driven by the data from the overheated sunbelt markets of Florida and California which took the brunt of the great recession and are now leading the statistics of recovery.

After 3 very slow years from 2009 – 2011, the South Coast Spring market of 2013 does show continuing signs of a drawn out recovery, especially in the \$750K price range and above. While the bulk of the market is in the under \$500K price range, and that market has decreased slightly from 2012 by 4.6%, above \$500K the housing market has improved 33.3% over 2012.

The most encouraging statistics are “pending” sales, which account for homes put under contract and waiting to close. While there is always a seasonal spring bump in sales statistics, the improved pendings indicate a more fully entrenched upswing in the marketplace. Further, there are two pending sales, one above \$2M and one above \$3M, which indicate the beginning of a return of confidence. Buyers are taking a long-term view of the value of a South Coast purchase and feel their investment, still at the right price, now makes sense. Sales activity, (the number of showings, web hits, and open house visits) support an overall upward trend even though the subdued pace of progress is in small and slow increments.

Finally, the most asked question is — are prices rising? It is no coincidence that this is also the most difficult question to analyze. While the median price has advanced 7.7%, pricing remains in the Buyer’s court (and in general they continue to buy only what makes economic sense to them) keeping big price increases at bay and overpriced homes on the market. The overhang of unsold homes which languish on the market and the need for price adjustments remain. However, homes new to the market and priced to the market are moving quickly and will fuel further recovery on the South Coast.