



ROBERT PAUL PROPERTIES MARKET REPORT

2013 SUMMER MARKET FOR SOUTH COAST HIGH END SALES

	HOMES SOLD						HOMES UNDER AGREEMENT	HOMES LISTED	
PRICE BANDS	2008 YTD	2009 YTD	2010 YTD	2011 YTD	2012 YTD	2013 YTD	AS OF 08/31/2013	CURRENT INVENTORY AS OF 08/31/2013	INVENTORY BY MONTH
\$500K - \$749K	49	29	34	46	49	47	13	127	21.6 Months
\$750K - \$999K	15	6	7	15	8	16	3	55	27.5 Months
\$1M - \$1.9M	5	9	13	12	8	10	1	75	60.1 Months
\$2M - \$2.9M	6	1	1	3	3	1	0	17	136.0 Months
\$3M - \$3.9M	1	0	2	0	0	1	0	10	80.0 Months
\$4M - \$4.9M	0	0	0	0	0	0	0	2	N/A
\$5M +	0	1	0	0	0	0	0	5	N/A
GRAND TOTALS	76	46	57	76	68	75	17	291	31.1 Months
MEDIAN PRICE	\$632,500	\$656,500	\$650,000	\$622,500	\$600,000	\$635,000	<i>Source: MLS PIN Type: Residential Only Includes Dartmouth, Fairhaven, Marion, Mattapoisett, Rochester, Wareham, Westport</i>		
HIGHEST PRICE	\$3.5M	\$5.5M	\$3.994M	\$2.85M	\$2.65M	\$3.475M			

The South Coast sales activity through the summer of 2013 has rebounded by 10.3% over the same period in 2012 when sales were quite sluggish. Home sales are particularly strong in the price band of \$750K to \$1M, which is the current sweet spot across the South Coast. \$1M - \$2M is also up 25% year over year.

The median price is up 5.83%, although pending sales activity, known as homes under agreement, are off by 11.1% year over year. Market-wide listing inventory is up by 31.1%, which strongly over-reaches historical demand, and may cause a dampening in home prices as well as home sales throughout 2013 and possibly into 2014.

Upper tier sales, \$2M and above, have decreased 50%, and only 1 property in this price range is pending. A highlight of the summer was a \$3.475M sale in Marion which topped sales YTD for the last 3 years.

While the marketplace in the Boston area and across most of Cape Cod has been reasonably active, although fluctuating, the South Coast remains soft. In 2012, there were 127 recorded sales by end of year. It will take an unusually robust 3 months to meet that level of sales. Consumer confidence, demand and pricing are key factors which currently drive, or stall, home sales in today's market.