



ROBERT PAUL PROPERTIES MARKET REPORT

2014 1ST QUARTER HIGH END SALES REPORT

	HOMES SOLD								HOMES PENDING	HOMES LISTED	
PRICE BANDS	2007 YTD	2008 YTD	2009 YTD	2010 YTD	2011 YTD	2012 YTD	2013 YTD	2014 YTD	AS OF 03/31/2014	CURRENT INVENTORY AS OF 03/31/2014	ABSORPTION RATE
\$500K - \$749K	136	92	50	78	86	90	91	84	97	652	23.3 Months
\$750K - \$999K	50	36	17	38	31	28	39	34	57	360	31.8 Months
\$1M - \$1.9M	40	46	20	27	31	30	35	41	49	382	27.9 Months
\$2M - \$2.9M	9	17	4	2	5	11	3	10	13	145	43.5Months
\$3M - \$3.9M	2	2	2	3	2	3	2	4	3	42	31.6 Months
\$4M - \$4.9M	1	2	2	0	0	0	1	2	1	12	17.9 Months
\$5M +	1	2	0	0	0	1	0	2	0	48	71.6 Months
GRAND TOTALS	239	197	95	148	155	163	171	177	220	1641	27.8 Months
MEDIAN PRICE	\$356,750	\$339,000	\$275,000	\$314,900	\$300,000	\$290,000	\$306,900	\$330,500	<i>Source: Cape Cod & Islands MLS, Inc</i> <i>Type: All Residential Properties</i>		
HIGHEST PRICE	\$5.44M	\$10.28M	\$4.8M	\$3.85M	\$3.50M	\$6.00M	\$4.50M	\$12.40M			

Following rather flat sales in 2013, there is a significant rebound in the first quarter of 2014, with high- end sales improving by 3.5% over the first quarter of 2013. Sales under \$500K actually decreased by 14% quarter 2013 vs quarter 2014, and sales from \$500K - \$1M also dropped 10.6%.

Luxury sales, homes sold above \$1M, were actually robust in the first quarter, with a 43.9% improvement. The driver in this marketplace is an affluent younger consumer who has determined that the value of luxury real estate is both a valuable asset to invest in, and a beautiful family retreat to enjoy for years to come.

Top tier properties, those sold above \$2M, experienced the greatest increase with home sales rising 200%. Further, pending home sales are up 20% and include a number of recent and significant sales as the spring market momentum begins. As 2014 begins at a record pace, it could surpass the height of the market in 2007 with both number of homes sold as well as new benchmark prices paid for waterfront estates.