



ROBERT PAUL PROPERTIES MARKET REPORT

2012 1ST QUARTER HIGH END SALES REPORT

	HOMES SOLD						HOMES UNDER AGREEMENT	HOMES LISTED	
PRICE BANDS	2007 YTD	2008 YTD	2009 YTD	2010 YTD	2011 YTD	2012 YTD	AS OF 03/31/2012	CURRENT INVENTORY AS OF 03/31/2012	INVENTORY BY MONTH
\$500K - \$749K	109	80	44	70	73	77	107	539	14.6 Months
\$750K - \$999K	44	34	13	33	27	24	50	338	22.8 Months
\$1M - \$1.9M	37	36	16	24	29	29	30	349	29.6 Months
\$2M - \$2.9M	9	17	4	2	4	11	8	131	34.5 Months
\$3M - \$3.9M	2	2	2	3	2	2	2	52	65 Months
\$4M - \$4.9M	1	2	2	0	0	0	0	16	n/a Months
\$5M +	1	2	0	0	0	2	3	33	33 Months
GRAND TOTALS	203	173	81	132	135	145	200	1458	21.1 Months
MEDIAN PRICE	\$722,000	\$760,000	\$6727,000	\$702,000	\$667,000	\$725,750	\$727,004	\$871,750	<i>Source: Cape Cod & Islands MLS, Inc Type: Single Family Residential Only</i>

The First Quarter of 2012 saw a robust return of buyers to the market, driven by moderating prices, a greater confidence in the financial markets, able luxury buyers, and overall pent-up demand. There was an increase of 7.4% in sales in the high-end. Interestingly, there was only a slight increase in sales from \$500K to \$2M, yet the luxury market of \$2M and above saw a 150% increase in number of sales over the same period, Q1 of 2011.

The sweet spot in luxury sales is \$2M - \$3M. Median prices have increased 9.3% from Q1 of 2011, which is a result of the increase in number of luxury sales above \$2M. The overall market has in fact seen a decline in median prices from \$314K in 2010 to \$300K in 2011 to this year's Q1 median price of \$290K.

The most encouraging key metric is Q1 Pending Sales. In the 2011 Q1 report, there were 142 pending sales. Q1 of 2012 has 200 Pending Sales which is a 41% increase. Confidence in the Cape Cod Market indicated by the current level of buyer demand speaks well for the up-coming Spring market and the long-term fundamentals overall.

While the level of inventory essentially has remained the same over the last 4 quarters, there is greater movement with new listings priced to market correctly, and selling within the first month of listing, even with some multiple offer scenarios. As long as the affordability factor remains, we anticipate a sustained momentum in the marketplace throughout 2012.