



ROBERT PAUL PROPERTIES MARKET REPORT

1 S T Q U A R T E R 2 0 1 0 - S O U T H C O A S T H I G H E N D

	HOMES SOLD					HOMES UNDER AGREEMENT	HOMES LISTED	
PRICE BANDS	2006 YTD	2007 YTD	2008 YTD	2009 YTD	2010 YTD	AS OF 03/31/2010	CURRENT INVENTORY AS OF 03/31/2010	MONTHS OF INVENTORY
\$500K - \$749K	9	10	10	4	4	7	112	40.7 Months
\$750K - \$999K	2	1	4	2	3	2	29	23.2 Months
\$1M - \$1.9M	2	4	0	1	6	0	50	33.3 Months
\$2M - \$2.9M	2	0	2	0	0	0	12	N/A
\$3M - \$3.9M	0	1	0	0	1	1	1	33.3 Months
\$4M - \$4.9M	0	0	0	0	0	0	1	N/A
\$5M +	0	0	0	0	0	0	4	N/A
GRAND TOTALS	15	16	16	7	14	10	209	34.8 Months

Source B&T. Towns include Wareham, Plymouth, Marion, Mattapoisett, S. Dartmouth, Westport

There are positive signs in the South Coast high-end market as the economy strengthens and the housing market stabilizes. In the First Quarter 2010, sales were up 100% over the same period in 2009; and only 12.5% off from the same period in 2008. The return of Buyers to the market is a function of new lower pricing of homes as they enter the market, price reductions of existing homes, and improved consumer confidence.

Average sales prices have returned to 2003 levels creating a new affordability for both primary and second homes. The pulse of the market is accelerating. The First Quarter is usually very quiet for buyer activity, but this year there is a significant increase in Buyers looking for value, sensing that prices may begin to stabilize, and the time is now to take advantage of low mortgage rates.

“What happens from here?” In large part, the South Coast Sellers sat out much of 2009 and did not put their homes on the market, creating low inventory. The high-end housing inventory has increased by 14.8% in Q1 of 2010. Most new listings are coming on the market at new lower price points, and will be favorably absorbed by Buyers looking for long-term value.

The momentum toward the end of 2009, which has carried through this First Quarter, however encouraging, is still fragile. However, while there is significant price sensitivity by Buyers, the new affordability of primary and second homes will continue to fuel the market for the visible future.