

ROBERT PAUL PROPERTIES' SOUTH COAST MARKET REPORT

HIGH END MARKET REPORT THROUGH DECEMBER, 2009

	HOMES SOLD				HOMES UNDER AGREEMENT	HOMES LISTED	
PRICE BANDS	2006 YTD	2007 YTD	2008 YTD	2009 YTD	AS OF 12/31/2009	CURRENT INVENTORY AS OF 12/31/2009	MONTHS OF INVENTORY
\$500K - \$749K	81	77	64	43	0	91	25.4 Months
\$750K - \$999K	27	10	19	10	1	30	36.0 Months
\$1M - \$1.9M	14	22	7	11	1	38	41.5 Months
\$2M - \$2.9M	5	5	7	5	1	11	26.4 Months
\$3M - \$3.9M	2	2	1	2	1	3	18.0 Months
\$4M - \$4.9M	1	1	1	0	0	0	0 Months
\$5M +	1	0	1	1	0	5	60.0 Months
GRAND TOTALS	131	117	100	72	4	178	29.7 Months

	2006	2007	2008	2009
HIGHEST SALE OF THE YEAR	\$5.7M	\$4.0M	\$6.5M	\$5.5M

Source B&T. Towns include: Wareham, Marion, Mattapoisett, Fairhaven, Dartmouth and Westport.

As the country struggles to emerge from the great recession, the real estate market is showing signs of a moderate recovery. High-end real estate sales along the South Coast began the year in the doldrums with only 22 transactions in the first half. However, the second half of 2009 showed significant improvement with 50 transactions for an increase of 56%. Additionally, there is a much needed 30.1% decline in high-end inventory over 2008.

This good news is however dampened by a consistent downward trend both in number of sales and average price since the peak of the market in 2006. The number of high-end sales has declined by 45.1% since 2006, and the average price in the overall South Coast housing market has depreciated from a high of \$398,200 in 2006 to \$316,000 in 2009.

The momentum toward the end of 2009 was fueled by pent-up demand, new inventory, favorable rates, and buyers and sellers finally finding common ground on pricing. Volume may trend up in 2010, but the market remains fragile. The upper-end may continue to under-perform as a result of over pricing, high inventory and continued foreclosure fallout from the credit crisis.

The strength of the recovery will most likely be a function of current inventory being re-priced, listings coming on the market at new lower price points, and consumer confidence improving throughout 2010.



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