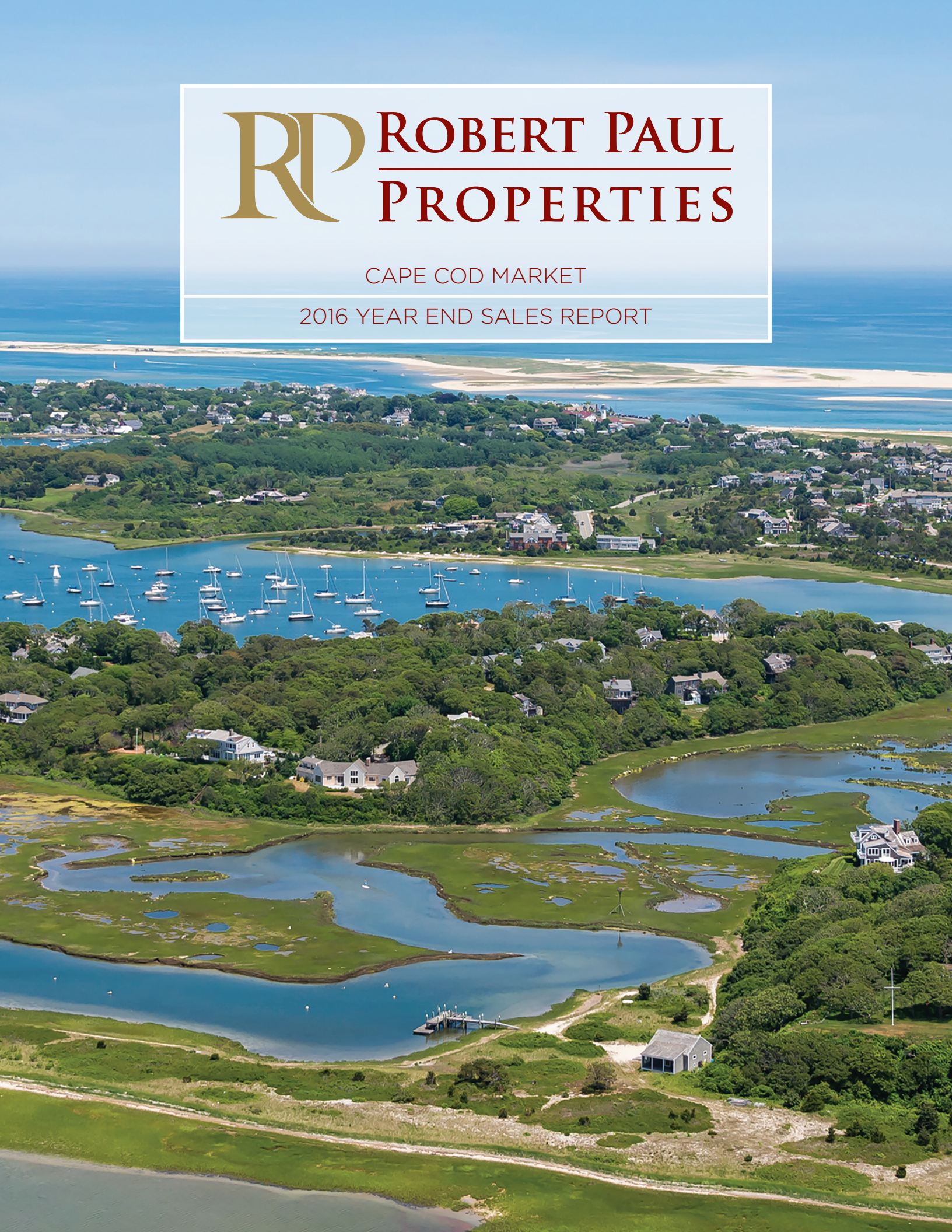


An aerial photograph of a coastal area in Cape Cod, Massachusetts. The image shows a mix of residential development, lush greenery, and water bodies. In the foreground, there's a large, irregularly shaped pond or lagoon with a small dock. To the right, a large, multi-story house is visible. The middle ground is filled with dense trees and several smaller houses. In the background, a large body of water is filled with many sailboats, and a sandy beach is visible in the distance under a clear blue sky.

RP ROBERT PAUL PROPERTIES

CAPE COD MARKET

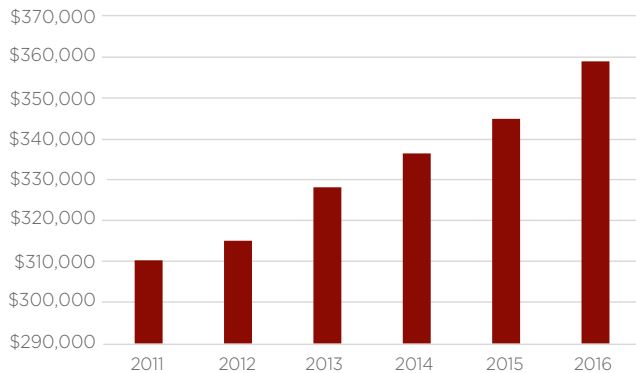
2016 YEAR END SALES REPORT

The Robert Paul Market Report

2016 Year End Sales Statistics

Defying national real estate trends, Cape Cod enjoyed a record year with the pace of closed sales improving by 8.3% overall, led by a 6.5% growth in the entry level of the market, and boosted by the significant 25.5% increase in closed sales throughout the luxury and second-home marketplace.

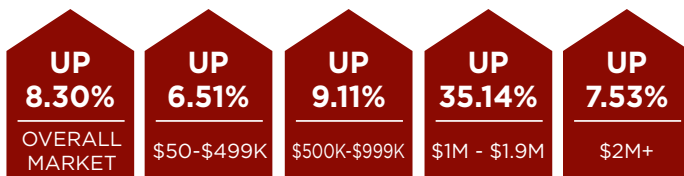
MEDIAN SALES PRICE MARKET-WIDE



Cape Cod again experienced year-over-year price growth at a steady rate of 3%. The median price of sales over \$500,000 edged higher by only 1.6% as the lower end of the luxury spectrum – those homes selling between \$1M-\$2M – dominated closed sales in this market segment, thus lowering the median price.

The overall luxury market saw remarkable growth especially between \$1M and \$3M, where there was an increase of 31.9%. However, the ultra-luxury market – those homes sold over \$3M – experienced a decrease of 23.7% year-over-year mirroring a national trend of softness in top-tier closed sales.

2016 YTD HOMES SALES

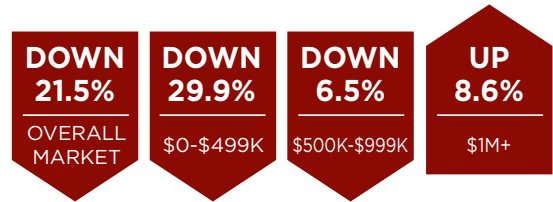


With lower inventory and strong demand, multiple offer situations may occur. Further, as older inventory is sold off, prices could slightly increase. Finally, improved pendings over \$1M are predictive of another banner year for both the high end as well as the top tier of the luxury market.

Robert Kinlin & Paul Grover

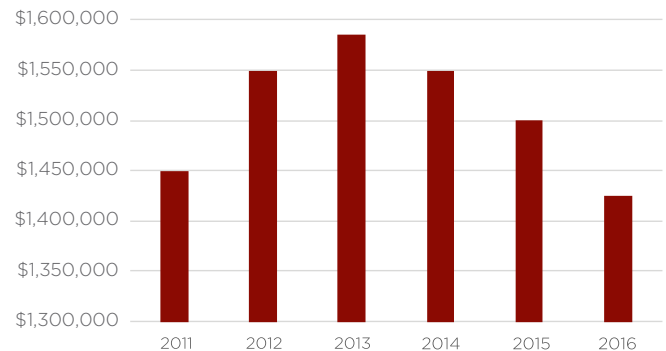
Robert Kinlin and Paul Grover
Robert Paul Properties

PENDING HOME SALES YEAR OVER YEAR



These positive changes are fueled by job growth, improving household wealth, new first-time buyers coming into the market, and real growth in the retirement segment as boomers finally built enough equity to sell their larger family homes and relocate to Cape Cod.

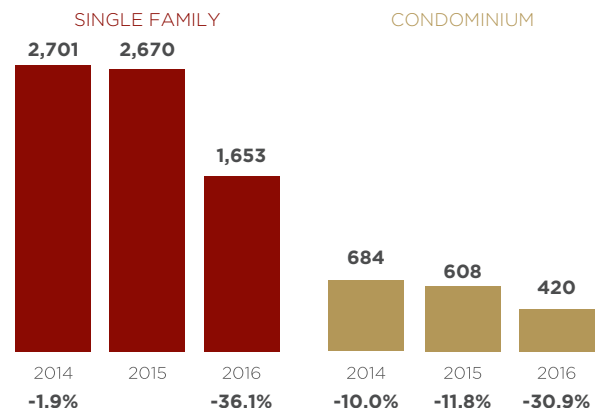
MEDIAN SALES PRICE - \$1M+



While pendings – those properties put under contract but not yet closed – declined 21.5% overall, other metrics such as inventory shortages, decreasing days-on-market and high buyer demand suggest that the pace of the real estate market on Cape Cod will be shifting in 2017 from a buyer's market to a balanced market.

INVENTORY OF HOMES FOR SALE

DECEMBER



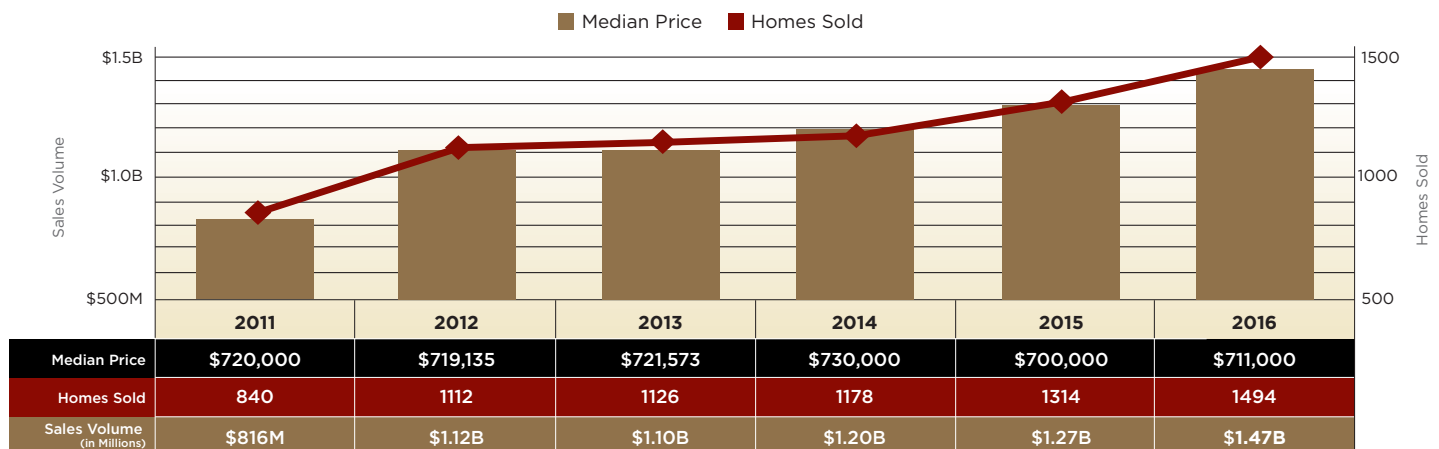
The Robert Paul Market Report

2016 Year End Sales Statistics

Cape Cod Sales Graph

PRICE BANDS	HOMES SOLD						PENDING HOME SALES	HOMES LISTED	MONTHLY ABSORPTION RATE
	2011 YTD	2012 YTD	2013 YTD	2014 YTD	2015 YTD	2016 YTD	AS OF 01/04/2017	CURRENT INVENTORY AS OF 01/04/2017	
\$50K - \$499K	2915	3747	3642	3513	3748	3992	497	886	2.66 Months
\$500K - \$749K	453	605	609	616	739	820	114	432	6.32 Months
\$750K - \$999K	167	227	222	252	260	270	41	231	10.27 Months
\$1M - \$1.9M	170	187	223	216	222	310	48	291	11.64 Months
\$2M - \$2.9M	29	56	40	57	46	59	7	96	19.53 Months
\$3M - \$3.9M	10	21	17	23	25	21	4	33	18.86 Months
\$4M - \$4.9M	4	5	11	5	13	5	0	18	43.20 Months
\$5M +	7	11	9	9	9	15	4	40	32.00 Months
GRAND TOTALS	3755	4859	4773	4691	5062	5492	715	2027	4.44 Months
MEDIAN PRICE	\$310,000	\$315,000	\$328,000	\$337,250	\$345,000	\$359,500	<i>Source: Cape Cod & Islands MLS, Inc</i> <i>Type: All Residential Properties</i>		
HIGHEST SALE YTD	\$11.60M	\$19.50M	\$11.75M	\$13.20M	\$8.20M	\$10.80M			

Cape Cod High End \$500K + Sales Graph



The Robert Paul Regional Report

2016 Year End Regional Sales Trends

Year over Year End of Year Market-Wide Sales Analysis

MID CAPE



2015 Median Price: \$300,000

2016 Median Price: \$309,450

2015 Homes Sold: 1879

2016 Homes Sold: 2082

2016 Highest Sale Price: \$7,800,000

OUTER CAPE



2015 Median Price: \$447,000

2016 Median Price: \$468,000

2015 Homes Sold: 544

2016 Homes Sold: 595

2016 Highest Sale Price: \$5,000,000

UPPER CAPE



2015 Median Price: \$345,000

2016 Median Price: \$367,500

2015 Homes Sold: 1650

2016 Homes Sold: 1782

2016 Highest Sale Price: \$5,345,000

LOWER CAPE



2015 Median Price: \$425,000

2016 Median Price: \$430,000

2015 Homes Sold: 989

2016 Homes Sold: 1023

2016 Highest Sale Price: \$10,800,000



ROBERT PAUL PROPERTIES
ROBERT KINLIN AND PAUL GROVER

LEADING
REAL ESTATE
COMPANIES
OF THE WORLD

LUXURY
PORTFOLIO
INTERNATIONAL



MAYFAIR
International Realty

Nationally, existing home sales closed out 2016 as the best year in a decade, finishing at 5.45 million sales, the highest since 2006 which saw 6.48 million sales. Prices rose nationally over 5%, while inventory rates dropped 10.8%. Massachusetts home closed home sales were up 8.5% for all of 2016 as prices also rose over 3% for single family homes and condominiums. Inventory remains tight. Cape Cod experienced growth across most market segments and in all regions, resulting in a record year.