

FEB 21 2008



Hello Wellfleet Friends!

Well it has been another whirlwind year for Cape Cod Real Estate! I have included some statistics for 2007 sales in Wellfleet as well as an overview of the market for the whole Cape. Kinlin Grover is the #1 office in Wellfleet & we are excited for a busy year ahead, so if you know someone thinking of buying or selling, let me know!

Single Family Homes, Wellfleet ~ Sold!

2006	2007
<i>53 homes sold/93.07% List to sale price</i>	<i>64 homes sold/93.68% List to sale price</i>
<i>Average sales price : \$671,458</i>	<i>Average sales price: \$734,766</i>
<i>Average days on market: 198</i>	<i>Average days on market: 200</i>
<i># of homes for sale in June : 94</i>	<i># of homes for sale in June: 92</i>
<i># of homes for sale in Sept.: 96</i>	<i># of homes for sale in Sept.: 91</i>

Land and Condos, Wellfleet ~ Sold!

2006	2007
<i>8 lots sold ~ 343 DOM</i>	<i>12 lots sold ~ 279 DOM</i>
<i>Average sales price: \$328,938</i>	<i>Average sales price: \$339,500</i>
<i>13 Condos sold~ 175 DOM</i>	<i>16 Condos sold~311 DOM</i>
<i>Average sales price: \$239,385</i>	<i>Average sales price: \$286,516</i>

*The stats for 2008 currently are: 72 single family homes on the market, 6 under contract and 4 sold since January 1, 2008! The market is off to a good start, not quite as good as last year but buyers are actively looking and currently the inventory is down a bit which is good for the listings on the market & the interest rates are below 6%, which is fabulous! If you are thinking this is the year you may want to buy or sell, let me help! Just give me a call or send me a quick email. I would be happy to prepare a **free** home market analysis for you or someone you know or just catch you up on all the details of the Cape real estate market! I hope you are all happy & healthy and I look forward to talking or seeing you soon!*

With warm regards,

Suzanne Sherlock, REALTOR®, CBR, SRES

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**2007 Year-end
Market Results
for the
Cape Cod
Real Estate Market**

December 31, 2007 Final Year-end Market View

Kinlin Grover out performed the Cape market in 2007. Sales units were 9.4% better than the marketplace and the average price was up 8.1%. The Cape over \$1M market continues to significantly outpace the under \$1M market. Units for over a million are up over 13.7% from last year but units under \$1M are down 4.6% from 2006. Vacation and second home market remains stronger than the primary home market. There are 4175 active residential listings with many exceptional good value properties for buyers to choose from. In general real estate in 2007 saw price corrections and an unprecedented turmoil in the mortgage market. The National Association of Realtors forecasts a steady housing market at the start of the year with a gradual rise later and well into 2009.

Residential Properties	2006	2007
Sales	3930	3795
Average Price	\$509,500	\$518,300
Days On Market	125	146
Active Listings	N/A	4175

Kinlin Grover Properties	2006	2007
Residential Sides	893	946
Average Price	652,900	706,000
Active Listings	N/A	497

High End Residential	2006	2007
Sales	262	298
Average Price	\$1,933,100	\$1,909,400
Days On Market	162	186
Active Listings	N/A	565

KG High End Residential	2006	2007
Residential Sides	118	137
Residential Average Price	\$2,007,200	2,220,400
Active Listings	N/A	133

THE RESIDENTIAL MARKET

Single Family and Condos—During 2006, 3930 properties were sold with an average price of \$509,500. In 2007, 3795 properties were sold with an average sale price of \$518,300. This indicates a 3.4% drop in number of sales and an \$8,800 (1.7%) increase in the average sale price in 2007.

KINLIN GROVER

Residential Sales—Kinlin Grover had 893 sale sides in 2006 compared to 2007 with 946 sides indicating a 6% increase. The average sale price for KG residential sales in 2006 was \$652,900 and in 2007 the average price was \$706,000. This indicates an 8.1% increase in 2007 up \$53,100. The Kinlin Grover average price is \$187,700 above the Cape average. The KG market share increased 16.5%.

THE HIGH-END MARKET REPORT

Residential Sales over \$1M—In 2006, 262 properties were sold where as in 2007, 298 were sold indicating a 13.7% increase. The average sales price declined slightly from \$1,933,100 in 2006 to \$1,909,400 in 2007.

KINLIN GROVER SALES OVER \$1M

Residential Sales over \$1M—In 2006, 118 sides were sold and in 2007, 137 sides were sold. This is a 16.1% increase. The average sale price in 2007 was \$2,220,400 up from \$2,007,200 in 2006 indicating a 10.6% increase. Kinlin Grover maintains a 26.7% market share indicating that 1 out of 4 million dollar plus properties sales was handled by Kinlin Grover.

Source: Cape Cod & Islands Multiple Listing Service, Inc.

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