

"It's a Lifestyle"

... an interview with Bob Kinlin and Paul Grover

By Heather Logrippo



As the Publisher of this magazine, I rarely get out and do interviews, however, I couldn't pass up an opportunity to speak with Paul Grover and Bob Kinlin when it came time to put together our section on Cape real estate. Paul and Bob are two of the most well known agents on the cape when it comes to Luxury Real Estate. It doesn't hurt that their name is on the marquee of over 14 offices along the cape, however, after a few minutes with them, it became obvious why people trust them with the most important and largest transaction of their lives.

The first question I asked, of course, was, *"Is the market as bad as everyone says?"*

"There have been some adjustments in prices but not to the extent everyone thinks. You can't get a 15 million dollar waterfront home for half price." Bob goes on to say that there are some nuances in the niche market he serves. "This is the first

season I'm seeing buyers bidding 30-40% below asking price." He adds that sellers are ignoring these offers because the people who own these properties, for the most part, get what they want or they don't sell. Paul remarks that these are completely discretionary buys and because there is no sense of urgency on either side, transactions can be slow to come together.

When I ask what the draw is to buying property on the cape now, a wistful look comes over Bob and without hesitation, he says, "It's a lifestyle." He goes on to describe a village like Back Bay but with the background of a seaside escape. "There is something for everyone. You can have lunch by the boat yard, golf, play tennis, there is sailing for your children, private clubs where you can be as social (or non social) as you like, beaches, fishing, shopping." It becomes apparent to me that there is every amenity imaginable available and when you're there you don't have to go anywhere else. "In addition, It's proximity is attractive to folks

coming from the Boston area." They even mentioned the "t" word; traffic. "It's not as bad as you think!"

They mentioned they are seeing some trends of buyers wanting the properties to be turn key. The buyers want to show up and unpack a toothbrush. This is important for sellers and agents to keep in mind as more and more things like furniture and cars are being negotiated into the sales.

While Bob and Paul deal mostly in the high end market, they do mention that there is something available for everyone on the cape. Waterfront is obviously the most desirable and expensive, backed up by the real estate between the water and villages, however, if you go a few miles away from both there are some very good deals to be had at this time.

We wrap up with a statement from Bob that really encompasses the state of the market, "It's a Good time to buy. There are some nice choices at good values."