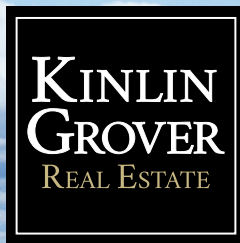


KINLIN GROVER REAL ESTATE

Local Expertise | Global Reach

THE *Outer Cape*



KinlinGrover.com

WE'RE LOCAL WE'RE GLOBAL®

Leading
REAL ESTATE COMPANIES
OF THE WORLD

LUXURY
PORTFOLIO
INTERNATIONAL®



1400 Chequessett Neck Road, Wellfleet last offered at \$3,400,000

ABOUT KINLIN GROVER REAL ESTATE

Part of the Randall Family of Companies, southern coastal New England's property specialists, Kinlin Grover specializes in the marketing and sale of waterfront, village and luxury homes. With 24 offices covering Cape Cod, the South Coast and the South Shore, and more than 400 agents – all local experts in their markets – no other company serves more buyers and sellers across the region.

Kinlin Grover Vacation Rentals is the largest vacation rental firm in the market, with more than 800 rental properties.

Kinlin Grover operates a highly successful Commercial Group with five offices.

The company was awarded the 2017 QE Award as one of the top real estate firms for customer service in the United States.



Mike Schlott, President, Kinlin Grover

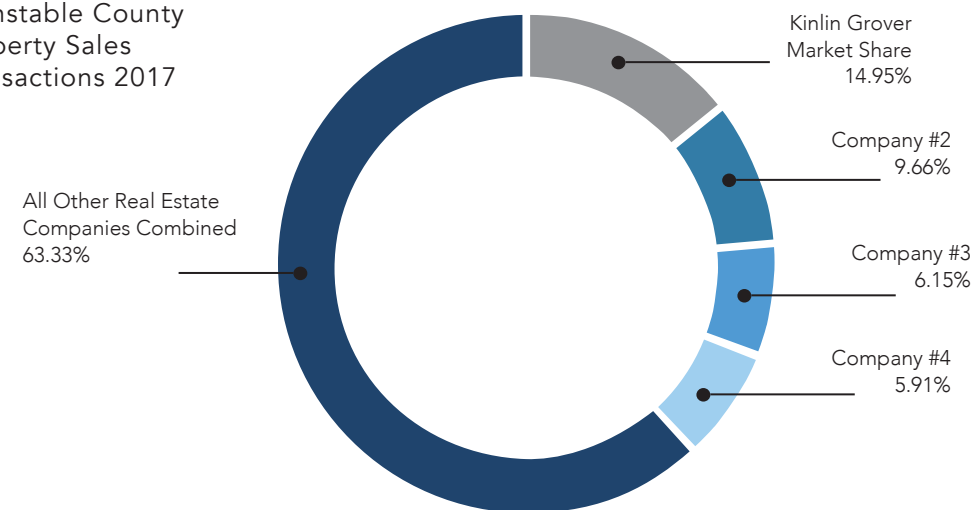
Experience you know. Trust you deserve. Results you can rely on.

AUTHENTIC LEADERSHIP

Serving 1 in every 4 home sales on Cape Cod*

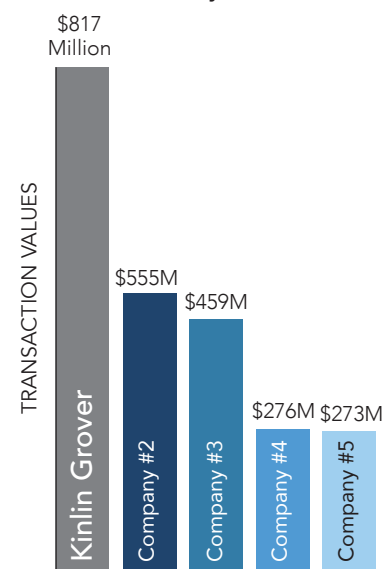
Kinlin Grover and The Randall Family of Companies have achieved \$6 billion in sales in the past 5 years

Barnstable County
Property Sales
Transactions 2017

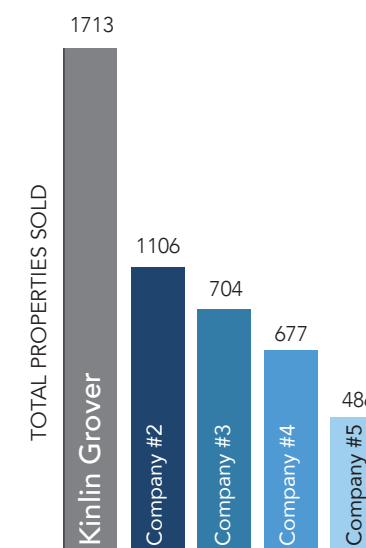


Sales and Ranking

Transactions by Volume



Properties Sold



Year to Date
2018 Region Statistics

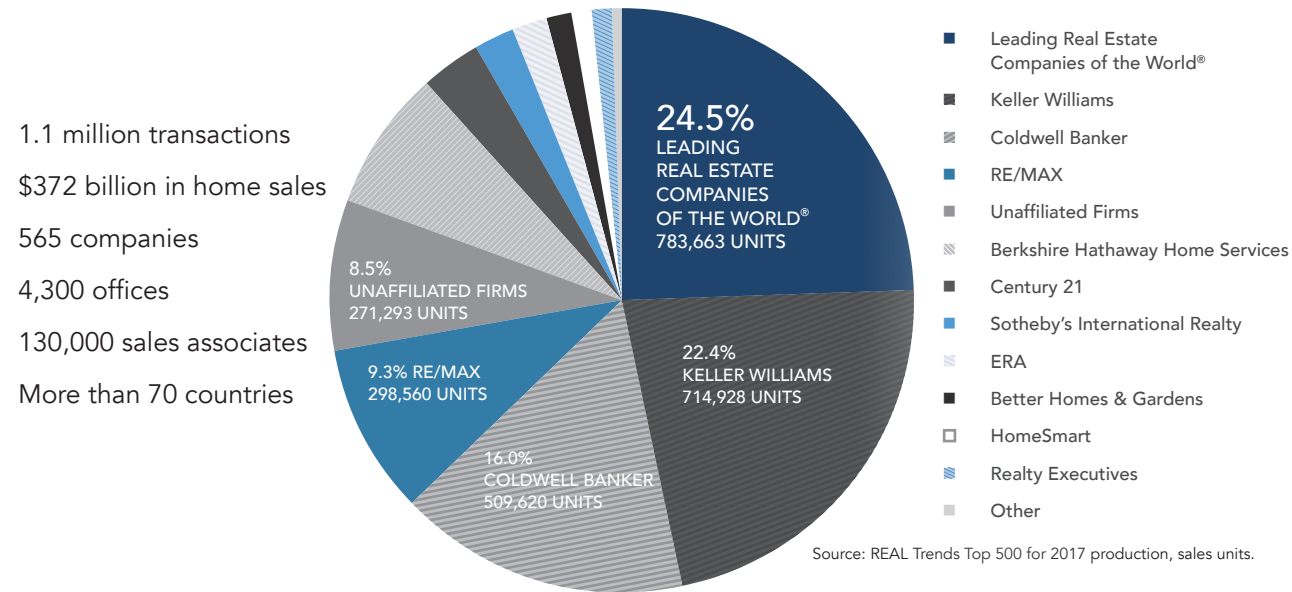
CAPE COD MARKET SHARE

Kinlin Grover Market Share	16.2%
Company #2	8.8%
Company #3	6.2%
Company #4	6.1%
All Other Real Estate Companies Combined	62.9%

LEADING CAPE COD REAL ESTATE COMPANIES

Data Source: CCIAOR. All properties sold in Barnstable County from 1/1/17 - 12/31/17. Data run date 9/10/18.
*For over a decade. Since 1/1/2008, Kinlin Grover was either on the seller or buyer side of 27% of the residential listings sold on Cape Cod per CCIAOR MLS

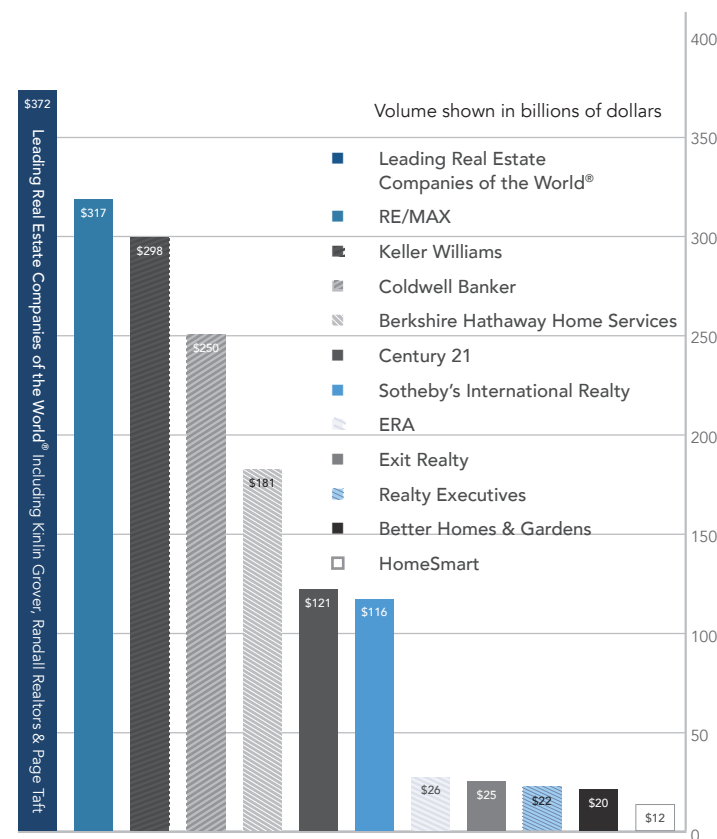
Selling more homes than any competitor among the top 500 U.S. real estate firms for over 10 years



1.1 million transactions
\$372 billion in home sales
565 companies
4,300 offices
130,000 sales associates
More than 70 countries

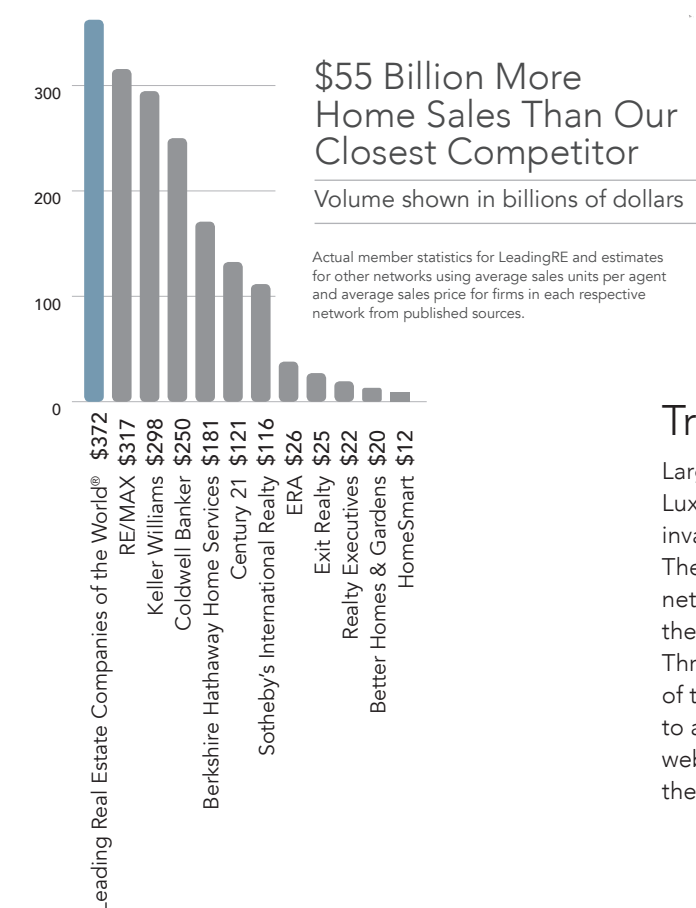
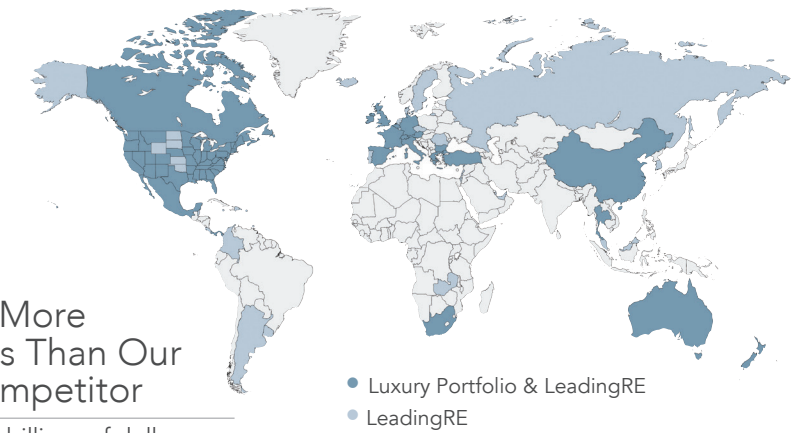
WE'RE LOCAL WE'RE GLOBAL®

When selling your home, in addition to the strong marketing expertise Kinlin Grover delivers locally, you need global exposure. As an affiliate of Leading Real Estate Companies of the World®, we have the resources to market your property to the highest possible number of potential buyers.



Unprecedented Worldwide Reach

Luxury Portfolio International® is a unified collection of the world's most experienced, visible and highly-regarded experts in luxury real estate. Founded in 2005 as the premium division of Leading Real Estate Companies of the World®, Luxury Portfolio exclusively markets a selection of the network's extraordinary homes. Its members are recognized for their expertise and superior competence in both local and global markets, and utilize a sophisticated mix of online and other media to position properties for maximum exposure in an elite market. The program marketed over 50,000 properties last year on the award-winning LuxuryPortfolio.com website and in prestigious publications circulated around the globe.



Trusted Luxury Expert

Largely sought after as resources for the high-net-worth, Luxury Portfolio brokers are characterized by unique insight, invaluable connections and a true passion for what we do. The independent brokers that make up this invitation-only network wield both the insight-driven technologies and the trusted relationships that today's consumer requires. Through the connection to Leading Real Estate Companies of the World®, we market our most important properties to a targeted audience by leveraging the highly visible websites of almost 600 top local real estate brokerages, plus the connections of 130,000 associates in over 70 countries.

The Outer Cape is a unique market

The name alone evokes images of sea breezes and solitude, and Outer Cape buyers bring unique tastes and 'want lists' to the process – from desired views, open space and sunlight exposure to walk-ability and access to village and recreational amenities. In this market, property size or number of bedrooms and bathrooms alone do not suffice. Location relative to waterways and privacy, for example, are often significant considerations.

In addition, Cape home prices are often determined by individual street, not just by neighborhood, and Kinlin Grover agents know the local area. We understand the attributes of each neighborhood and each street, home by home; and are able to evaluate your property based on these unique considerations.

THE *Outer Cape*

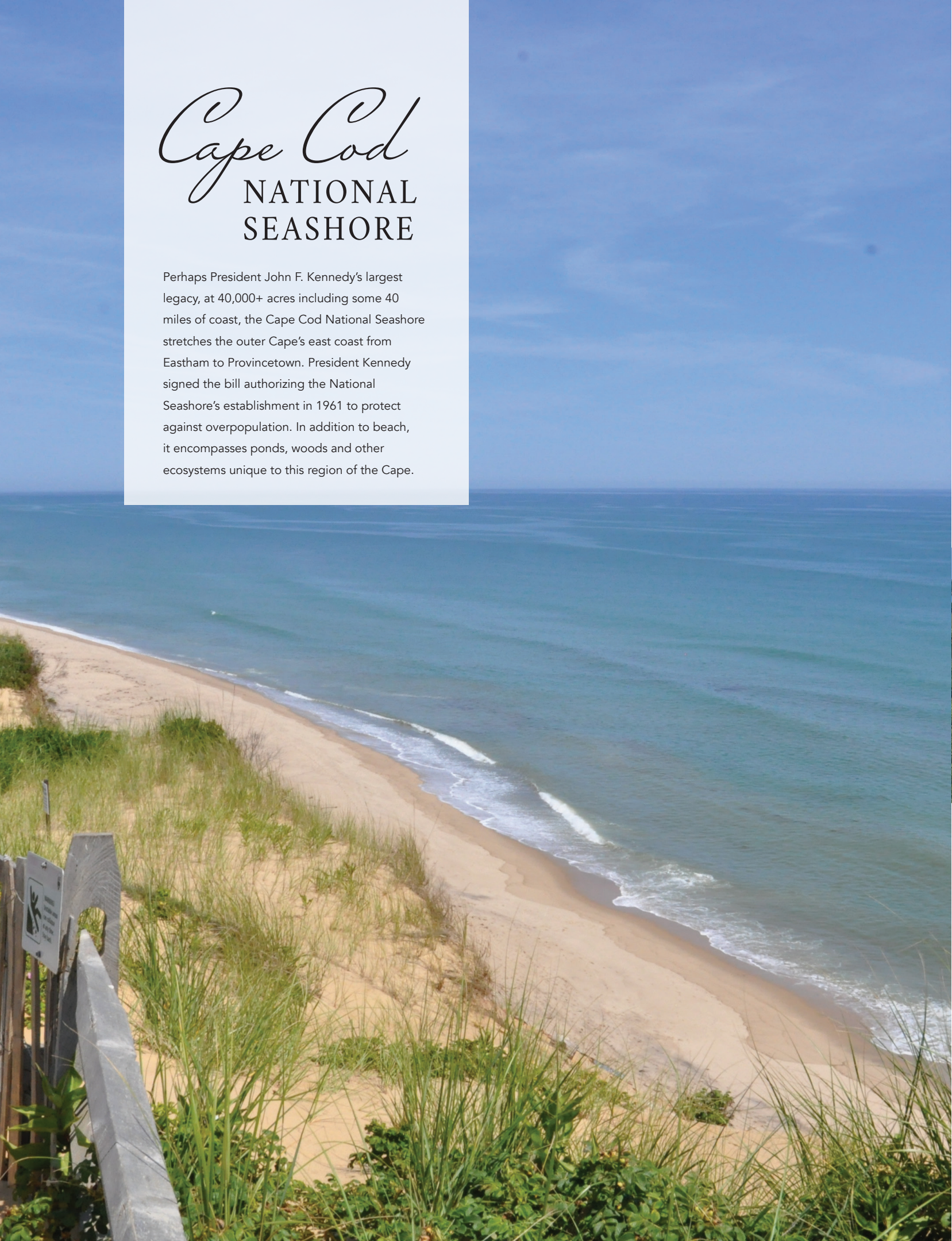
Year Over Year Sales

Single Family Homes	2017	2018	% Change
Eastham			
Median Sale Price	\$462,500	\$472,500	+ 2.2 %
Days On Market	149	111	- 25.5 %
Wellfleet			
Median Sale Price	\$535,000	\$585,000	+ 9.3 %
Days On Market	150	134	- 10.7 %
Truro			
Median Sale Price	\$775,000	\$777,500	+ 0.3%
Days On Market	273	174	- 36.3 %
Provincetown			
Median Sale Price	\$1,187,000	\$940,000	- 20.5 %
Days On Market	126	212	+ 66.3 %

YTD through 6/31/18

Cape Cod NATIONAL SEASHORE

Perhaps President John F. Kennedy's largest legacy, at 40,000+ acres including some 40 miles of coast, the Cape Cod National Seashore stretches the outer Cape's east coast from Eastham to Provincetown. President Kennedy signed the bill authorizing the National Seashore's establishment in 1961 to protect against overpopulation. In addition to beach, it encompasses ponds, woods and other ecosystems unique to this region of the Cape.



EASTHAM

Gateway to the National Seashore



First Encounter Beach



721 Samoset Road, Eastham last offered at \$2,150,000

The Outer Cape begins here, where some of the best sunsets can be found. Like its other Outer Cape counterparts, Eastham's beaches line both east and west coast; the National Seashore being on the east. In addition to beautiful beaches, Eastham boasts protected marshes and forests, and is home to several farms. Historic landmarks include Cape Cod's oldest windmill, on the town green, and the iconic red and white lighthouse of Nauset Light Beach.



21 Widegeon Drive, Eastham last offered at \$1,430,000

WELLFLEET

The Art Gallery Town



Duck Creek

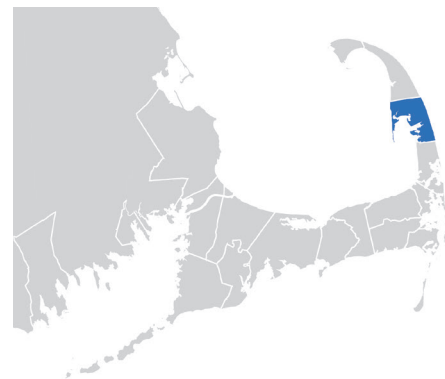
The epitome of a quaint New England village, and famous for its oysters, Wellfleet's town center links fine shopping and dining with aquaculture and a working waterfront. Art galleries are abundant, often showing works of world renowned artists. Over half the town's area is preserved, a pristine natural environment encompassing wooded trails, and cool, clear kettle ponds. Its bay and ocean side beaches are an artist's dream.



70 Ryder Court, Wellfleet last offered at \$1,999,900



80 2nd Avenue, Wellfleet last offered at \$1,350,000



TRURO

The Outer Cape's hidden gem



Cold Storage Beach



5 Slade Hill Road, Truro last offered at \$1,075,000

Located just before the tip of the Cape, nestled in the dunes between the Atlantic Ocean and Cape Cod Bay, Truro is perhaps the Cape's best kept secret, and those who have discovered Truro try to keep it so. The Cape's smallest town delivers big when it comes to sand, sea and solitude, with a tiny downtown area boasting select shops and restaurants. An arts center and vineyards make Truro all the more unique.



22 Pilgrims Path, Truro last offered at \$2,780,000



PROVINCETOWN

Vibrant lifestyle meets reverence for nature, history and arts



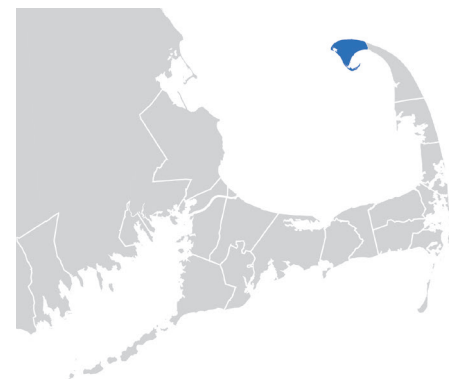
Provincetown, or P'town, as locals call it, sits at the very tip of Cape Cod. A long-time artists' colony, it is known for its arts community and renowned for its beautiful beaches, including Race Point, at the very tip of the Cape. P'town harbor and downtown's Commercial Street are always happening, with celebrations, festivals and parades throughout the year. This unique village boasts exceptional restaurants, interesting shops, and a multitude of historic sites.



6 Pilgrims Landing, Provincetown last offered at \$2,995,000

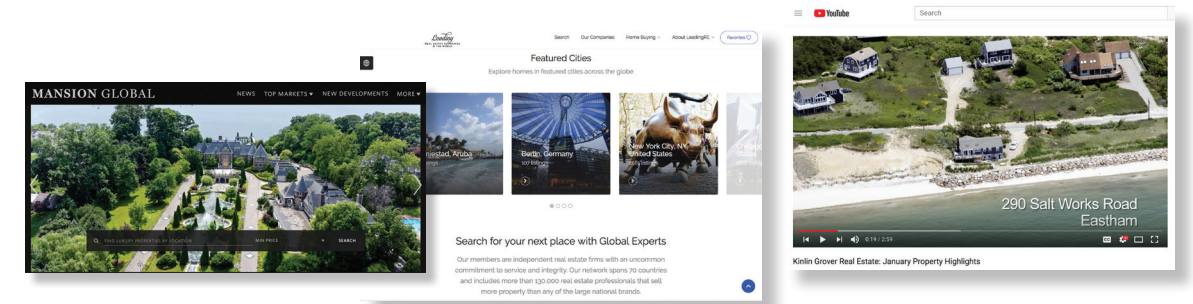


8D Commercial Street, Provincetown last offered at \$1,395,000



LUXURY PROPERTY MARKETING

Showcasing fine properties. Worldwide.



All of Kinlin Grover's \$1 million+ listings are featured on LuxuryPortfolio.com, LeadingRE.com, Juwai.com, WSJ.com and MansionGlobal.com, and are highlighted in Kinlin Grover's Prosperity Magazine. Geo-targeted marketing reaches affluent feeder markets in Boston, the New York / Tri-State area, and select locations in Europe. Truly unique properties receive customized marketing plans utilizing state-of-the-art technology.

LOCAL AND REGIONAL MARKETING

The most local advertising of any area real estate company



Kinlin Grover's proprietary ProAdvantage® automated property marketing program with professional listing photography is our foundation for high quality property promotion. Its broad array of high quality, professional sales collateral materials includes targeted direct-mail postcards, sell sheets, brochures and custom property URLs. Homes are advertised in regional glossy consumer publications, and featured in Kinlin Grover's widely-distributed property catalogs and custom publications.

DIGITAL AND ONLINE TOOLS

Worldwide reach



With more than 93% of buyers starting their home searches online, we understand the power of online marketing. We share company listings through New England's largest listing service, Property Information Network (MLS PIN). In addition, listings are shared with thousands of REALTORS® through the Cape & Islands Multiple Listing Service (CCIAOR). All listings are further syndicated to the most widely-used global real estate search sites, ensuring maximum exposure for every KinlinGrover.com listing.



**Kinlin Grover
Real Estate
Offices**

Provincetown
Truro
Wellfleet
Eastham
Orleans
Brewster
Dennis
Harwich
Chatham

Plymouth
Bourne
Sandwich
Barnstable
Yarmouth
Marion
North Falmouth
Mashpee
Falmouth
Osterville
Centerville

Dartmouth

Kinlin Grover's Outer Cape Offices

PROVINCETOWN

374 Commercial Street
Provincetown, MA 02657
508.487.5411

TRURO

PO Box 747
314 State Hwy, Route 6
Truro, MA 02666
508.349.2782

WELLFLEET

2548 Route 6
Wellfleet, MA 02667
508.349.9800

Our 20 Other Cape Cod, South Coast and South Shore Locations

Barnstable	508.362.2120	Falmouth	508.548.6611	Orleans	508.255.3001	Sandwich	508.833.3333
Bourne	508.743.0660	Falmouth, Main St.	508.540.9000	Osterville	508.420.1130	South Yarmouth	508.775.5200
Brewster	508.896.7000	Harwich Port	508.432.8800	Plymouth	508.747.0080	Yarmouth Port	508.362.3000
Centerville	508.778.4005	Marion	508.748.9751	The Ridge Club	508.428.2770		
Chatham	508.945.1856	Mashpee	508.477.2700				
Dartmouth	508.992.6479	North Falmouth	508.563.7173				