

End of Summer Market Report 2009

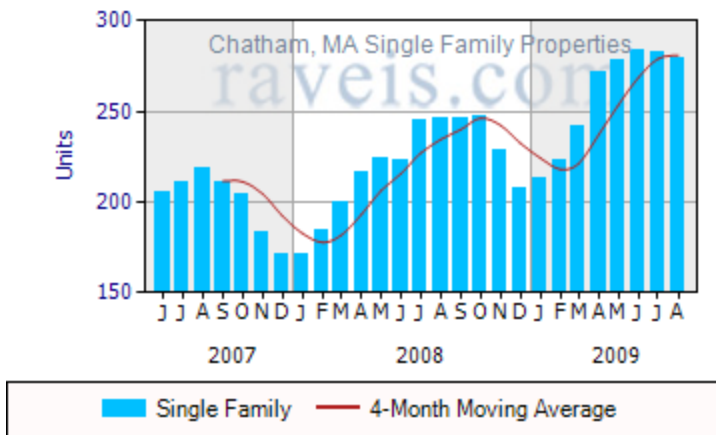
September is one of the best kept secrets on Cape Cod! The weather is ideal for golf and the fishing is still most exciting for tuna, stripers and blues....and the crowds are gone so you can really enjoy yourselves in a most relaxing setting.

This has been a busy summer on the Cape for Real Estate! There is a definite upturn in the market as people are taking advantage of some great buys along with the low interest rates.

The high total of inventory makes this a fortuitous time for buyers as they can be very selective in finding just the right home in just the perfect location!

Total Inventory

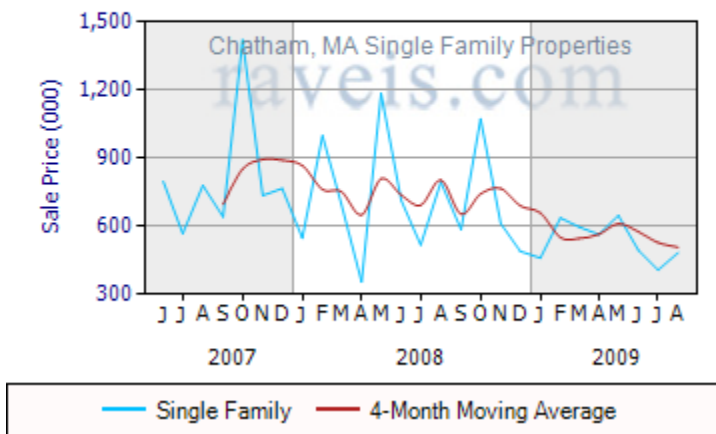
Number of homes on the market. High inventory means choice for buyers, but competition for sellers.



As you can see in the chart below, median sales prices are significantly down and savvy buyers find these prices most attractive.

Median Sales Price

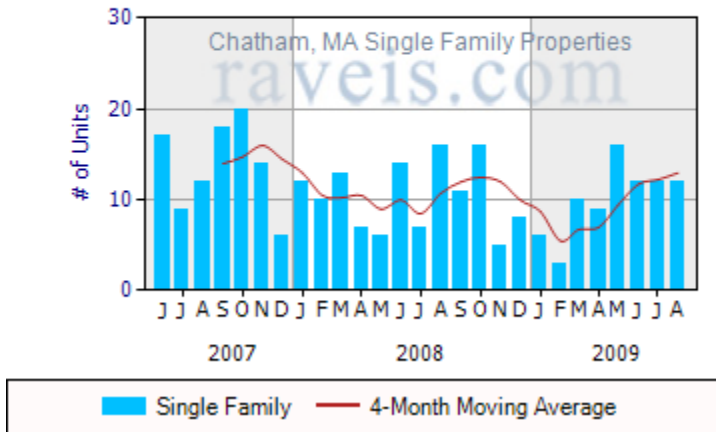
Median means 'middle'. There are an equal number of homes priced above and below the median.



Sales continue to be good and more closings are anticipated in September and October to make this a year of significant recovery.

Unit Sales

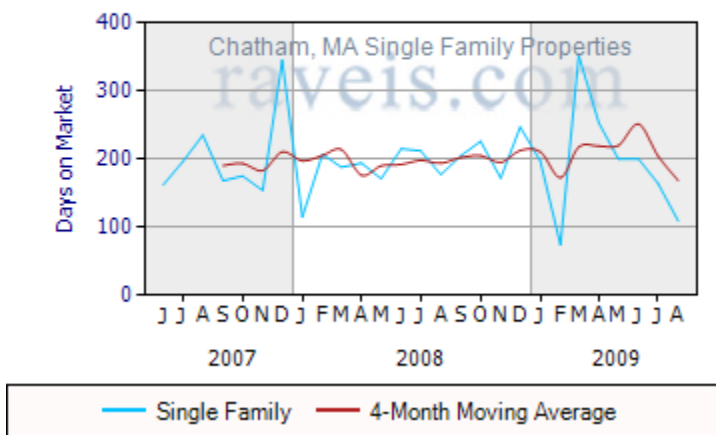
Number of homes sold.



The market time for “solds” is down, indicating that there are many buyers out there looking and making the decision that now is the time to buy.

Market Time for Sold

Average days on the market for properties that sold during the month.



Here are the prices of single family homes that have sold in Chatham for the last four months:

Chatham, MA Single Family Properties

May, 2009

William Raveis Real Estate

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
149 Cotchpicicut	5	3,700,000	3,350,000	29
25 Isaac Hardy	4	3,195,000	3,075,000	262
85 Capri	4	2,290,000	1,700,000	1
27 Bay	6	1,595,000	1,400,000	102
444 Old Harbor	4	1,500,000	1,187,500	449
549 Riverview	3	975,000	915,000	193
28 Sabins	3	799,000	750,000	224
46 Uncle Alberts	3	699,000	665,000	41
101 Marsh View	4	695,000	635,000	244
66 The Cornfield	3	510,000	495,000	26
40 Barn Hill	3	499,000	450,000	327
42 Snow	4	399,000	395,000	7
41 Aunt Carries	2	375,000	375,000	24
405 Orleans	2	349,000	312,000	1,020
47 Barn Hill	5	299,000	297,000	216
49 Toms	2	249,907	235,000	63
May Averages	4	1,133,057	1,014,781	202

Chatham, MA Single Family Properties

Four Months Ending August, 2009

June, 2009

William Raveis Real Estate

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
88 Champlain	4	2,650,000	2,570,000	110
90 Silver Leaf	3	1,575,000	1,425,000	36
44 Ocean View	4	995,000	950,000	38
129 Skyline	3	980,000	940,000	61
43 Wells Hollow	3	699,900	690,000	397
57 Wood Valley	4	589,000	550,000	57
28 Freddies	3	475,000	440,000	165
378 Deer Meadow	3	439,900	420,000	1,016
40 Tip Cart	3	415,000	416,000	23
5 Smith	4	345,000	305,000	294
35 Katie Ford	3	325,000	300,000	174
70 Pond View	3	295,000	260,000	51
June Averages	3	815,317	772,167	202

Chatham, MA Single Family Properties

Four Months Ending August, 2009

July, 2009

William Raveis Real Estate

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
85 Shore	6	5,500,000	4,830,000	74
159 Wilfred	3	649,000	550,000	577
78 Skyline	5	599,000	525,000	303
28 Pine	2	499,900	467,500	23
62 Kittys	2	449,700	435,000	79
281 Deer Meadow Ln	3	488,500	432,000	65
70 Warren	4	399,000	387,000	24
2707 Main	2	349,900	325,000	356
324 Meetinghouse	3	309,000	292,000	137
86 Old Harbor	2	289,900	282,500	196
7 Old Village	3	325,000	270,000	86
6 Perch Pond	3	245,000	240,000	64
July Averages	3	841,992	753,000	165

Four Months Ending August, 2009

August, 2009

William Raveis Real Estate

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
65 Squanto	3	945,000	920,000	139
132 Lake Shore	3	995,000	865,000	64
5 John	3	775,000	710,000	83
68 Old Academy	4	585,000	550,000	139
149 Ocean Port	2	579,000	525,000	105
115 Balfour	3	499,900	493,000	58
44 Snowberry	3	529,000	480,000	75
38 Soundings	3	499,000	465,000	142
44 Cranberry	5	449,900	435,000	42

30 Uncle Levis	2	439,000	414,500	104
506 Crowell	3	399,000	355,000	67
71 Ralph	2	339,000	307,000	309
August Averages	3	586,150	543,292	111

Looking at the “sold” to “list” price comparison, it is evident that there are some excellent opportunities to buy your very own piece of Cape Cod to enjoy for years to come.

If you are a second home buyer, I encourage you to “come over the bridge” and find that home you are looking for.

This is also an excellent time for first time home buyers with that \$8000 government incentive...but don’t wait! That program expires soon and you need to have a closing by November 30to take advantage of this opportunity.

For sellers...this is a good time to sell if your home is priced competitively and in great condition. Do remember the carrying costs over the winter with taxes, insurance, mortgage, heat and maintenance.

I will be happy to help you find just the home you are looking for...please be in touch!



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