



December 2009 Chatham Market Report

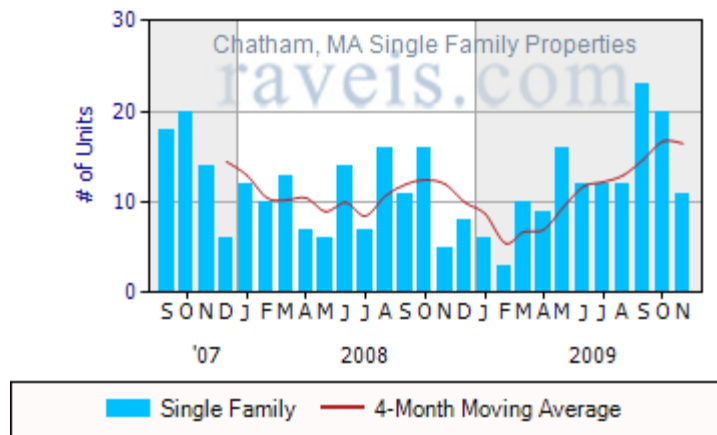
This has certainly been a positive year for real estate in Chatham! Our numbers during the summer and early fall were up quite a bit and we anticipate this positive trend to continue. November's sales were down from the previous months, but that is the usual seasonal adjustment.

There is still quite a bit of activity showing clients homes in Chatham. These are primarily second home buyers who are interested in buying something now in anticipation of getting the home ready to enjoy next summer. With prices remaining relatively flat and the interest rates most attractive, savvy buyers are taking advantage of this very serendipitous situation which happens very rarely!

For first time home buyers, the situation is even more enticing with the \$8000 tax credit available as long as a home is under agreement by April of 2010.

Unit Sales

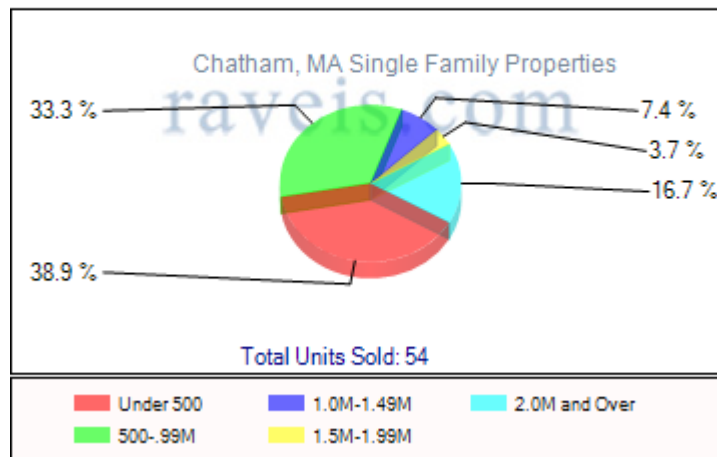
Number of homes sold.



The four month rolling average...the red line...in the above graph indicates the positive trend in sales. As I said last month, September and October sales equaled or surpassed those of 2007!

Unit Sales - 3-Month

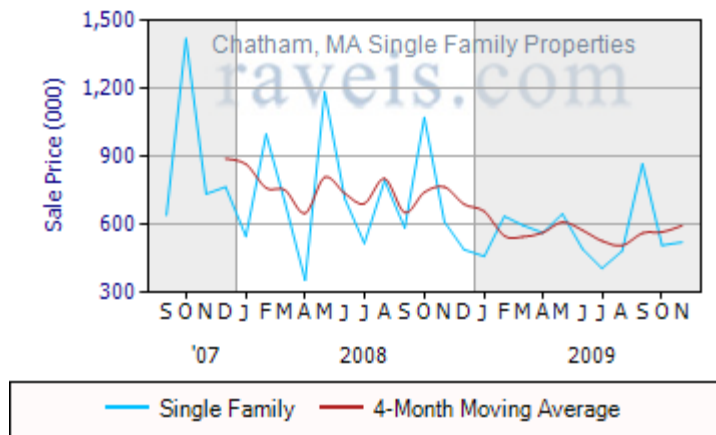
Shows percentage of units in each price range.



This pie chart shows the distribution of home prices. Last month almost 50% were under \$500,000. This month that portion has decreased.

Median Sales Price

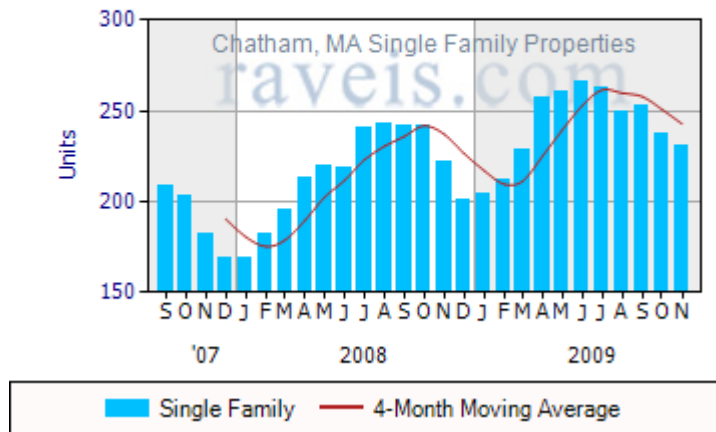
Median means 'middle'. There are an equal number of homes priced above and below the median.



The median sales price however is almost identical to October's median price.

Total Inventory

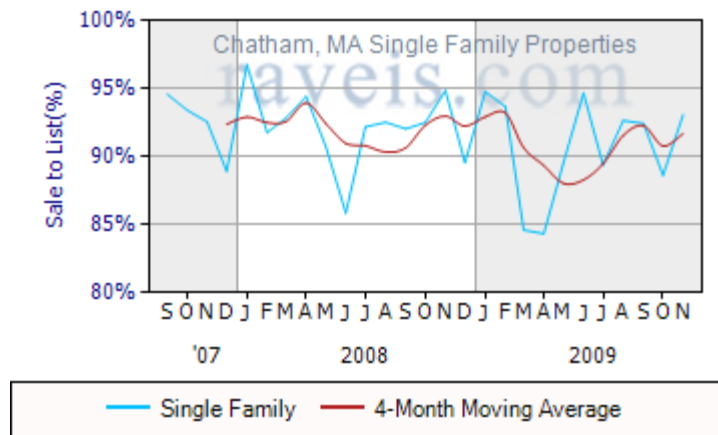
Number of homes on the market. High inventory means choice for buyers, but competition for sellers.



As you can see, total inventory is going down. Today there are 171 homes on the market...quite a drop from over 250 in the early summer! This is good news for sellers. While we definitely have a buyer's market now with about 21 months of inventory, the choices do seem to be decreasing...so if you are thinking of buying...buy soon! There will be less to choose from as time goes by.

Sales To List Price Ratio

Ratio of sales price to list price. A high sales/list ratio, especially over 100%, indicates strong demand.



Do look at this chart and see how the sales to list price ratio is still under 95%. This is the final list price and reductions could have been taken previously. Right now quite a few homes are selling right around the assessed value...something unheard of during the boom years of 2004 to 2006.

For buyers, this is a most opportune time to take advantage of some great buys. Sellers do not want to carry their homes over the winter with all the attendant expenses.

For sellers, the buyers are out there! If your home is in attractive condition and realistically priced, this is a great time to sell and avoid the costs and inconvenience of carrying your home over the winter and worrying about snow removal and heating costs not to mention mortgage, insurance and taxes. To hold onto your house and wait for those boom years prices to come back is projected to take about three to four years. Do take that into consideration. When you factor in your yearly expenses, that not may be a wise decision.

If you are interested in reports for other towns, please go to www.raveis.com and in the lower left corner of the home page is a similar venue to access all the statistics for other towns on the Cape.

And here are the prices for homes sold in Chatham for the past three months:

Chatham, MA Single Family Properties

Three Months Ending November, 2009

September, 2009

William Raveis Real Estate

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
82 Uncle Alberts	5	3,600,000	3,100,000	528
151 Seaview	5	2,995,000	2,940,000	540
202 Eastward	4	2,900,000	2,890,000	38
52 Nickerson	3	2,595,000	2,500,000	48
248 Old Harbor	5	2,795,000	2,400,000	435
173 Cross	4	2,489,000	2,365,000	146
165 Taylor Pond	3	1,950,000	1,850,000	139
52 Shell	5	1,850,000	1,500,000	167
24 North Skyline	4	1,595,000	1,425,000	200
20 Kendrick Harvest	3	1,195,000	1,185,000	48
6 Patriot	4	995,000	975,000	28
166 Barcliff	3	950,000	870,000	699
171 Queen Anne	3	895,000	867,000	32
101 Morris Island	5	895,000	850,000	30
13 Monomoy	3	795,000	720,000	460
580 Meetinghouse	4	895,000	700,000	705
264 Hardings Beach	2	465,000	425,000	99
0 Cod	3	399,000	401,500	42
107 Mill Hill	3	424,900	395,000	158
24 Paulding	3	399,000	370,000	174
751 Crowell	3	379,000	369,000	27
62 Winterset	3	359,900	336,500	148

29 Cockle Cove	2	299,000	265,000	402
September Averages	4	1,396,296	1,291,261	230

Chatham, MA Single Family Properties

Three Months Ending November, 2009

October, 2009

William Raveis Real Estate

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
61 Tide Mill	5	6,900,000	5,600,000	99
74 Old Salt Works	5	2,999,000	2,800,000	304
560 Fox Hill	4	2,950,000	2,750,000	950
231 Eastward	4	1,399,900	1,250,000	468
41 Harbor	5	1,325,000	1,067,500	119
49 Tappan	3	995,000	925,000	176
71 Monomessat	3	597,000	571,000	317
83 Glendon	3	599,000	550,000	241
14 Jeannete	3	550,000	540,000	414
32 Hilltop	3	549,000	515,000	39
29 Cleo	3	560,000	507,500	52
432 Training Field	3	499,750	481,700	17
216 Wilfred	3	445,000	400,000	250
27 Pine	2	399,900	394,000	69
330 Old Queen Anne	3	399,000	374,500	245
30 Melody	2	399,000	368,000	87
112 Soundview	2	374,900	332,000	127

32 Cory	2	349,900	329,000	154
1318 Old Queen Anne	4	290,000	291,000	8
2016 Main	3	350,000	285,000	238
October Averages	3	1,146,568	1,016,560	219

Chatham, MA Single Family Properties

Three Months Ending November, 2009

November, 2009

William Raveis Real Estate

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
157 Sky	4	869,500	840,000	28
316 Forest Beach	3	869,000	832,000	195
123 Indian Hill Rd North	4	839,500	700,000	134
80 Dairy	2	585,000	565,000	35
44 Earles	3	587,000	565,000	383
33 Wading Place	3	585,000	525,000	73
60 Deering	3	525,000	485,000	43
12 Katie Ford	3	519,900	485,000	218
73 Earles	3	497,000	470,000	291
74 Captain Richards	3	449,000	440,000	179
84 Shane	3	329,000	290,000	123
November Averages	3	604,991	563,364	155

I hope you have found this market report interesting and informative. If I can help you with any of your real estate needs, please do be in touch.

And my best wishes to you and your family for a most joyful Holiday Season!



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