

July 2011 Chatham Market Report



Is there a lovelier place to be than on the Cape in July? The roses, hydrangeas and lillies are in bloom, the water is sapphire blue and the temperature is warm but 10o less than off Cape!

As a departure from the usual “all Chatham” report, here is some good information about the other towns on the Lower Cape.

These matrixes are most helpful in giving a huge amount of information very succinctly.

Year to Date data is most relevant for our small towns as a month to month comparison has great potential to be skewed by small amounts of data.

Interestingly, the numbers for Brewster, which are below, show relatively little change from 2010 to 2011.

Brewster, MA - Single Family Properties Year to Date:

	Through June, 2011	Through June, 2010	% Chg
Unit Sales	59	58	1.7%
Average Sale Price	\$423,063	\$412,016	2.7%
Median Sale Price	\$352,000	\$370,000	-4.9%
Average List Price	\$622,339	\$597,484	4.2%
Sales to List Price Ratio	93.6%	94.3%	-0.8%
Inventory	139	131	6.1%
Months of Supply	12.5	11.9	5.5%
Market Time (Days)	131	150	-12.7%
Price per Sq Ft	\$238	\$238	0.3%

Data From: CCIAOR

The matrix for Harwich shows a few less sales than last year and a bit higher an inventory of homes, meaning this is still a buyer's market.

**Harwich, MA - Single Family Properties
Year to Date:**

	Through June, 2011	Through June, 2010	% Chg
Unit Sales	94	112	-16.1%
Average Sale Price	\$456,788	\$491,531	-7.1%
Median Sale Price	\$350,000	\$365,000	-4.1%
Average List Price	\$760,017	\$744,574	2.1%
Sales to List Price Ratio	92.6%	92.6%	-0.1%
Inventory	235	204	15.2%
Months of Supply	13.5	12.0	12.3%
Market Time (Days)	147	148	-0.7%
Price per Sq Ft	\$209	\$278	-25.1%

Data From: CCIAOR

Orleans however has had a significant jump in sales when compared to the first half of 2010 and an equally significant drop in months of supply for homes. That is good news for sellers! But there is good news for buyers in that the median sales price is almost the same as last year.

**Orleans, MA - Single Family Properties
Year to Date:**

	Through June, 2011	Through June, 2010	% Chg
Unit Sales	48	37	29.7%
Average Sale Price	\$722,357	\$726,281	-0.5%
Median Sale Price	\$555,500	\$565,000	-1.7%
Average List Price	\$1,102,549	\$962,937	14.5%
Sales to List Price Ratio	90.0%	94.0%	-4.2%
Inventory	132	142	-7.0%
Months of Supply	15.0	23.7	-36.5%
Market Time (Days)	183	188	-2.7%
Price per Sq Ft	\$329	\$326	1.0%

Data From: CCIAOR

Chatham sales are down a bit from last year although there are certainly many people around town looking at the possibilities for a good buy!

**Chatham, MA - Single Family Properties
Year to Date:**

	Through June, 2011	Through June, 2010	% Chg
Unit Sales	61	73	-16.4%
Average Sale Price	\$811,863	\$881,303	-7.9%
Median Sale Price	\$639,000	\$494,000	29.4%
Average List Price	\$1,408,067	\$1,416,035	-0.6%
Sales to List Price Ratio	90.5%	92.1%	-1.7%
Inventory	239	266	-10.2%
Months of Supply	17.5	20.4	-14.1%
Market Time (Days)	220	235	-6.4%
Price per Sq Ft	\$402	\$411	-2.0%

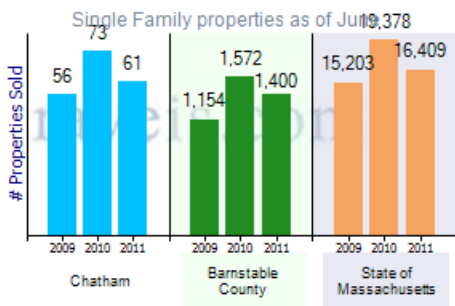
Data From: CCIAOR

While you read about national and state wide sales, keep in mind that Cape Cod is an entity unto itself and Chatham is an even more special entity in that prices have decreased certainly since the “bubble” but not to the huge amount of other places, especially off Cape.

Below are some charts to make comparisons of Year to Date data:

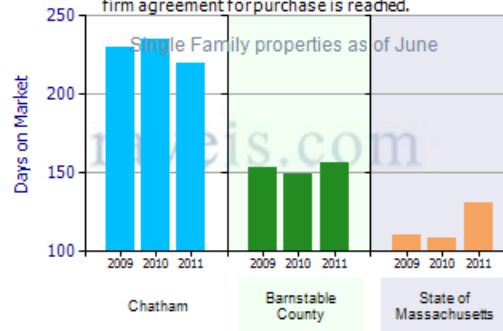
Sales, YTD

Shows number of properties sold since the beginning of the year.



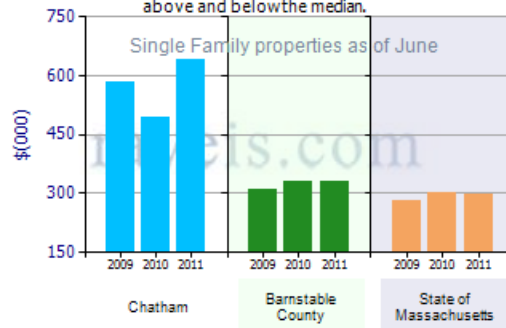
Average Market Time, YTD

Average number of days between the listing date and the date that a firm agreement for purchase is reached.



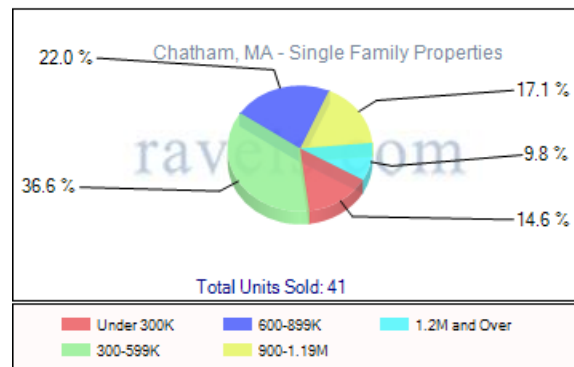
Median Sale Price, YTD

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



Unit Sales - 3-Month

Shows percentage of units in each price range.



The pie chart above shows the percentage of homes sold in each price range. Happily around 50% are under \$600,000. With the current low interest rates, with good credit buyers can buy quite a bit of home for their money.

Currently there are over 200 homes on the market in Chatham to choose from. If you are a buyer...this is your opportunity to find your very own piece of Cape Cod.

If you are a seller...with a little forethought in presentation and a realistic price, your place should certainly sell. Curb appeal is so important! Plant some flowers, mulch and keep the lawn looking good. Wash the windows, keep the house clutter free and attractively decorated. Buyers are much more particular these days and the majority want a place that is "move in ready".

I will be happy to give you some ideas about the best way to present your house as well as a free Comparative Market Analysis to show how much your house may be worth.

If you have any friends who may be interested in this information, please share it with them.

Happy Summer!



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Here are the homes that have sold in Chatham during the past three months:.

Chatham, MA - Single Family Properties				
Three Months Ending June, 2011				
April, 2011		William Raveis Real Estate		
Address	Bdrms	List Price	Sale Price	Market Time (Days)
6 Kingsbury	3	1,500,000	1,300,000	275
295 Stage Island	3	1,250,000	1,050,000	274
26 Captains Cove	4	1,250,000	1,012,500	1
223 Stage Harbor	4	990,000	900,000	390
71 Windward Passage	3	799,000	778,250	107
28 Snowberry Lane	4	749,000	720,000	169
37 Clark Metters	3	765,000	681,000	66
38 Tabitha Ter	3	699,900	639,000	723
55 Trout Pond	4	569,000	540,000	191
179 Deer Meadow	2	410,000	385,000	219
314 Morton	2	319,900	300,000	15
107 Heritage	3	299,900	290,000	250
393 Stony Hill	1	199,900	185,000	94
April Averages	3	753,969	675,442	213

Chatham, MA - Single Family Properties				
Three Months Ending June, 2011				
May, 2011		William Raveis Real Estate		
Address	Bdrms	List Price	Sale Price	Market Time (Days)
93 Woodland	3	2,395,000	1,925,000	49
94 Juniper W	4	1,149,999	1,075,000	115
87 Skyline	3	695,000	640,000	679
22 Island View	2	619,900	567,500	109
92 Barn Hill	4	569,900	535,000	424
2 Scallop Terrace	2	550,000	518,500	294
93 Melody	2	509,000	485,000	145
12 Winterset	4	409,000	395,000	84
33 Jeanette	3	398,500	380,000	84
268 Barn Hill	3	340,000	320,000	70
33 Shady Acre	2	324,900	294,900	225
19 Elkanah	3	309,000	290,000	400
May Averages	3	689,183	618,825	223

Chatham, MA - Single Family Properties				
Three Months Ending June, 2011				
June, 2011		William Raveis Real Estate		

Address	Bdrms	List Price	Sale Price	Market Time (Days)
102 Cedar	6	4,400,000	4,100,000	46
184 Eastward Road	5	3,400,000	3,150,000	33
8 Skunks Neck	4	1,195,000	1,100,000	206
27 Patten	3	1,125,000	1,002,500	234
107 School	3	1,249,000	900,000	1,005
51 Olde Towne	3	849,000	825,000	149
54 Uncle Alberts	3	775,000	725,000	113
42 Soundview	2	699,000	640,000	181
63 Old Harbor	5	629,900	605,000	113
40 Pleasant	3	479,000	455,000	286
1906 Main	4	495,000	450,000	63
131 Stage Coach	3	409,900	395,000	305
302 Training Field	3	409,900	386,000	62
62 Youngs	2	399,900	375,000	288
30 Patuxet	2	315,000	295,000	128
30 Morton	3	259,900	270,000	98
June Averages	3	1,068,156	979,594	207