

## June 2011 Chatham Market Report



What a great time to be in Chatham! Summer is almost here and the weather is perfect. This is the time for a walk on the beach, some fishing or some golf! There are already some tuna here and the bluefish are coming, soon to be followed by the stripers. The golf courses are in excellent condition and waiting for you!

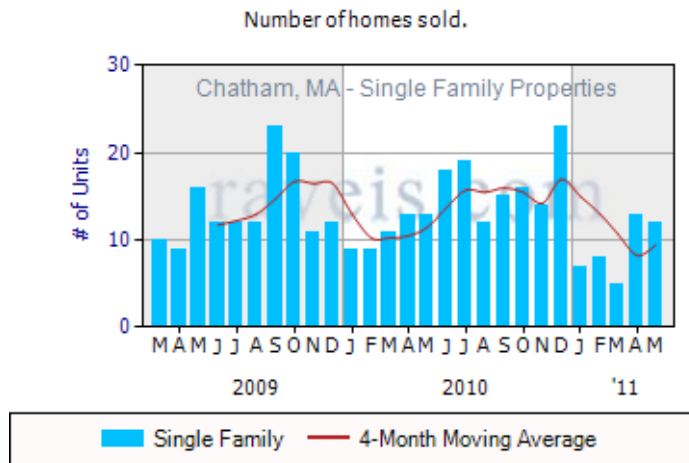
### Chatham, MA - Single Family Properties 3 Months Ending:

	May, 2011	May, 2010	% Chg
Unit Sales	30	37	-18.9%
Average Sale Price	\$703,055	\$788,580	-10.8%
Median Sale Price	\$553,750	\$465,000	19.1%
Average List Price	\$1,418,653	\$1,416,429	0.2%
Sales to List Price Ratio	90.6%	91.1%	-0.5%
Inventory	249	279	-10.8%
Months of Supply	18.4	21.3	-13.4%
Market Time (Days)	240	225	6.7%
Price per Sq Ft	\$379	\$371	1.9%

*Data From: CCI/AOR*

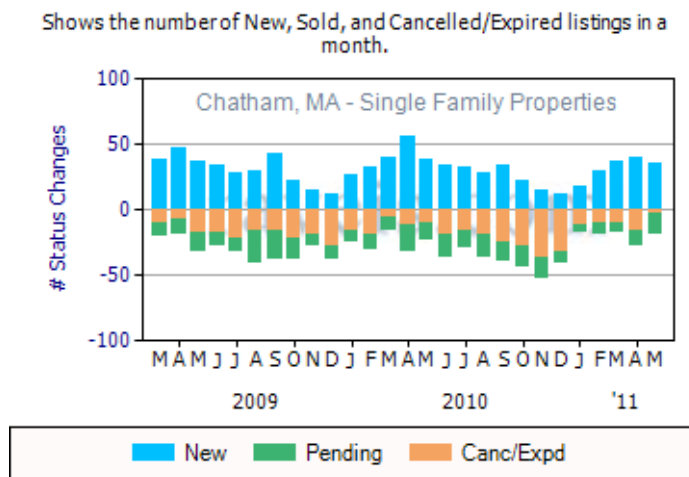
This matrix gives an overview of the real estate activity in Chatham the past three months compared to 2010 during the same period.

### Unit Sales



While unit sales are down a bit, we anticipate sales to be rising as the season is just starting.

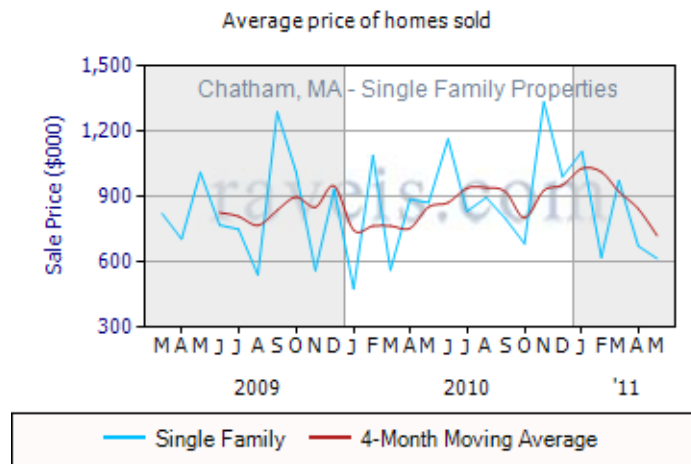
### Status Changes



While winter months are traditionally slow, the status change chart shows more activity now and we anticipate even more positive changes

as the season really moves along and buyers come over the bridge to see the good buys available!

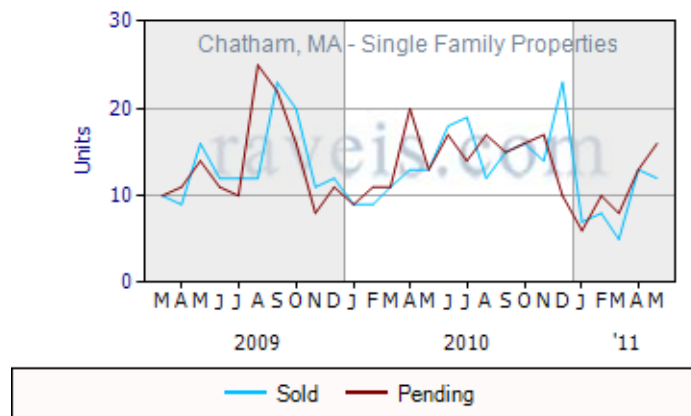
### Average Sales Price



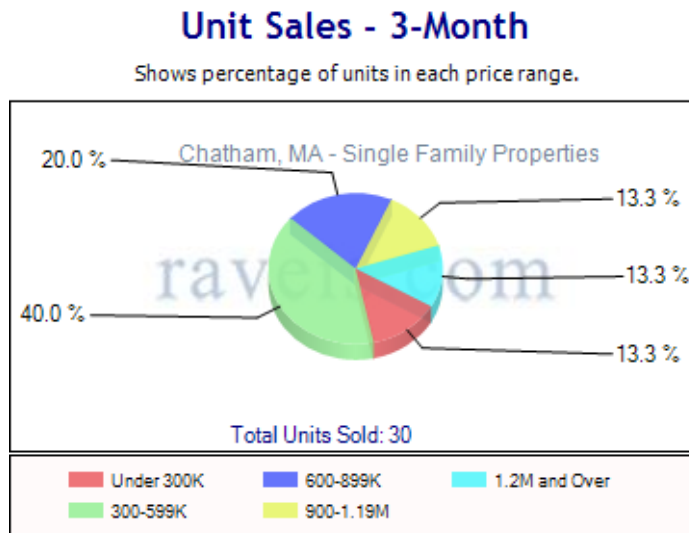
The average sales price chart above is a positive one for buyers. Combined with the lowest interest rates this year, right now may be an excellent time to make that investment in a home on the Cape.

### Pending and Sold Listings

Pending means that a contract to sell has been signed. Therefore, pendlings usually indicates the trend of future sales.



Pending and sold listings are on the rise as indicated by this chart.



This pie chart shows much activity at the lower end of the price range with over 53% of homes sold under \$600,000. There are some most reasonable buys to be had!

Now what does this all mean to you? While the economy has not rebounded as much as we would like, this does create some good opportunities for buyers to take advantage of right now. If your credit is good, it is strongly suggested that you have a preapproval letter from your bank for the amount of a mortgage you can comfortably afford and start looking at all the homes available. As you will notice on the matrix, inventory has gone down a little but there are still many attractive homes coming on the market every day. Do plan to take advantage of this!

For the seller...the buyers are coming! Do have your house ready with the beds mulched and some annuals planted...the inside should be immaculate and the clutter put away. Buyers seem to want “move in ready” places these days so have everything up to date and looking good. Remember there is competition out there and you must show your home to its best advantage to obtain a price that will make you happy.

I hope you have found this information useful. Please feel free to share it with anyone who you may think would enjoy it.

I will be happy to do a no obligation Comparative Market Analysis on your home. Just call me at the number below.



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Following are the prices of homes that have sold in Chatham during the last three months.

## Chatham, MA - Single Family Properties

Three Months Ending May, 2011

**March, 2011**

**William Raveis Real Estate**

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
22 Moonpenny	4	1,850,000	1,760,000	931
12 Easy	3	1,545,000	1,400,000	502
11 Shattuck	5	895,000	850,000	38
137 Shane	3	509,000	500,000	210
91 Pond View	5	399,000	375,000	120
<b>March Averages</b>	<b>4</b>	<b>1,039,600</b>	<b>977,000</b>	<b>360</b>

## Chatham, MA - Single Family Properties

Three Months Ending May, 2011

**April, 2011**

**William Raveis Real Estate**

Address	Bedrooms	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
<b>April Averages</b>	<b>3</b>	<b>753,969</b>	<b>675,442</b>	<b>213</b>

## Chatham, MA - Single Family Properties

### Three Months Ending May, 2011

**May, 2011**

**William Raveis Real Estate**

Address	Bedrooms	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
<b>May Averages</b>	<b>3</b>	<b>689,183</b>	<b>618</b>	

