



## March 2010 Market Report for Chatham

**Spring is coming to Cape Cod and along with it is some good news for buyers and sellers! On Good Morning America last month, a representative from Zillow announced that in the entire United States, the best buys were in Naples, Florida...and the second best place to buy was Cape Cod!**

### Chatham, MA Single Family Properties February, 2010

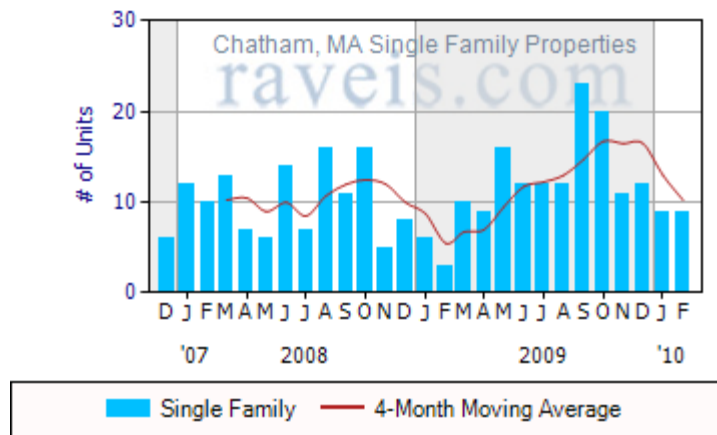
	Current Month	Prior Month	% Chg	Prior Year	% Chg
Unit Sales	9	9	0.0%	3	200.0%
Average Sale Price	\$1,092,256	\$479,272	127.9%	\$893,002	22.3%
Median Sale Price	\$646,300	\$390,000	65.7%	\$639,000	1.1%
Sales to List Price Ratio	88.2%	94.0%	-6.1%	93.7%	-5.8%
Inventory	241	230	4.8%	223	8.1%
Months of Supply	18.7	18.5	0.7%	23.9	-21.9%
Market Time for Sold (Days)	315	197	59.9%	75	320.0%
Market Time for Inventory (Days)	256	265	-3.3%	366	-29.9%
Price per Sq Ft for Sold	\$489	\$273	79.4%	\$537	-8.8%
Price per Sq Ft for Inventory	\$601	\$589	2.1%	\$539	11.5%

Data From: CCIAOR

**Here is a new chart Raveis has just presented this month. As you can see, there are some positive changes in median sales price and sales to list price ratio.**

## Unit Sales

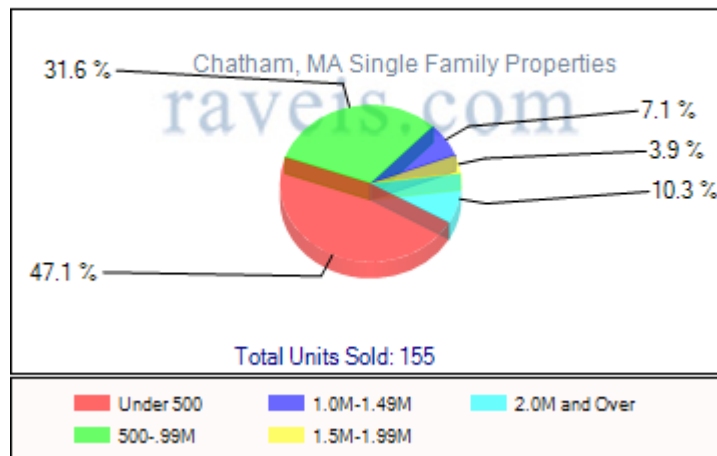
Number of homes sold.



**The Unit Sales Chart shows more significant and positive activity than last year at this time.**

## Unit Sales - 12 Month

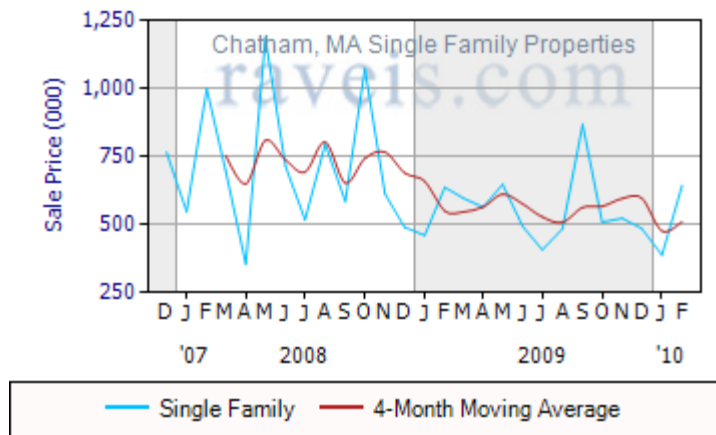
Shows percentage of units in each price range.



**Unit sales are quite similar to last month's with the vast majority under \$500,000 and the next largest amount of sales up to \$1,000,000.**

## Median Sales Price

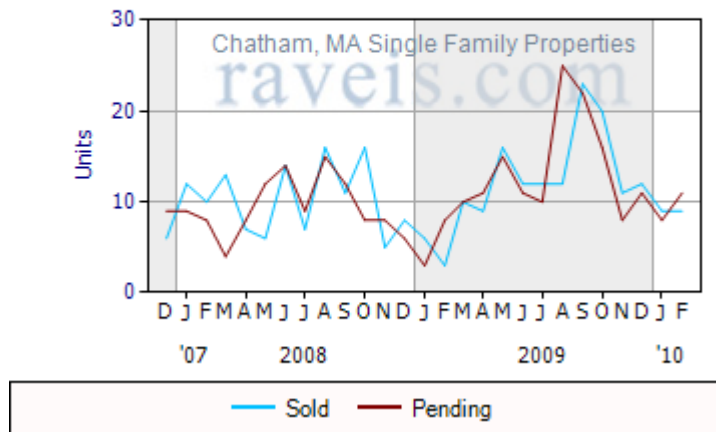
Median means 'middle'. There are an equal number of homes priced above and below the median.



**Median Sales dipped in January but are on a slight rise in February. The average sale price for the last three months is \$846,225 compared to 2009 when the average price was \$751,309.**

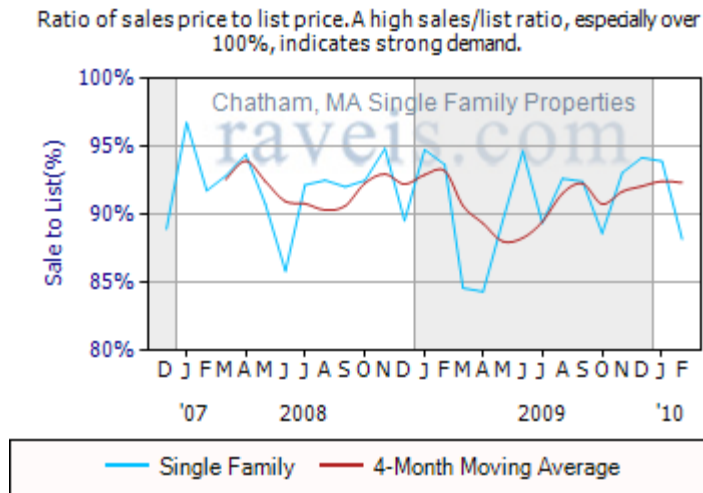
## Pending and Sold Listings

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



**Pending and Solds present a positive sign of more activity compared to last year.**

## Sales To List Price Ratio



**The Sales to List Price Ratio is an important indicator showing what good buys are currently available! Do keep in mind that there were most likely reductions taken in the asking price before the final list price. The list to sale price ratio has dropped in February to 88.2%...down from 94% in January, which is great news for buyers!**

**The days on the market (DOM) for February is 315...up from 197 in January. This means many lovely homes in excellent locations are available to the buyer. There are currently 18.7 months of supply of homes.**

**Now what does all this mean to you? If you are a buyer...this is opportunity time! Prices are pretty flat, but economic indicators seem to suggest that they will be slowly rising. What an excellent time to “get your toe in the water” and buy a home to enjoy here in Chatham or the adjoining towns! Even if you can’t find the home of your dreams, this is a time to make a smart investment and upgrade later. There is always the possibility of investing and renting a home for part of the season to help with expenses.**

**If you are a seller and your house shows well and is in good condition...this is the time to put it on the market as buyers will be coming over the bridge more and more as the season draws near. The secret is to have your house show well and to price it realistically. Houses that are overpriced will linger on the market and become**

“stale”. Certainly with Spring here, your house can show more attractively with some annuals planted, mulch put down and the lawn in good condition.

If I can help you with any of your real estate needs or answer any questions...please be in touch. Raveis Real Estate prides itself on their award winning website that is a boon to buyers who are searching and for sellers listing with us, there is exposure to millions of people in the course of a year.

If you want similar information on other towns on the Cape, please go to [www.raveis.com](http://www.raveis.com) and look at the left side of the home page where there is a brightly colored key to receive this information.

Now here are the homes sold in Chatham during the past three months:

## Chatham, MA Single Family Properties

### Three Months Ending February, 2010

December, 2009						William Raveis Real Estate	
Address	Bedrooms	List Price	Sale Price	Market Time (Days)			
197 Woodland	6	3,500,000	3,300,000	97			
11 Library	6	2,875,000	2,687,500	736			
11 John Gilpin	4	995,900	945,000	174			
33 Sky	4	897,700	845,000	382			
155 Mill creek	3	849,000	819,000	14			
3 Lady Slipper	3	599,900	540,000	234			
113 Hitching Post	2	449,000	435,000	165			
237 Round Cove	3	429,000	400,000	336			
630 Crowell	2	350,000	349,000	163			

41 Seaquanset	3	359,000	330,000	213
1749 Main	4	339,000	310,000	100
31 Great Hill	2	289,000	282,500	287
<b>December Averages</b>	<b>4</b>	<b>994,375</b>	<b>936,917</b>	<b>242</b>

## Chatham, MA Single Family Properties

### Three Months Ending February, 2010

#### January, 2010

#### William Raveis Real Estate

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
40 Colonial	3	1,095,000	985,000	644
69 Ridgevale Road South	3	795,000	785,500	84
84 Mill Hill	2	475,000	440,000	90
114 Potonumecot	3	469,000	418,000	215
117 Shane	3	399,500	390,000	126
21 Songbird	3	399,000	379,950	191
20 circle	3	349,900	330,000	7
54 Cranberry	2	339,000	330,000	350
17 Bonita	3	269,000	255,000	73
<b>January Averages</b>	<b>3</b>	<b>510,044</b>	<b>479,272</b>	<b>198</b>

## Chatham, MA Single Family Properties

### Three Months Ending February, 2010

**February, 2010**

**William Raveis Real Estate**

<b>Address</b>	<b>Bedrooms</b>	<b>List Price</b>	<b>Sale Price</b>	<b>Market Time (Days)</b>
174 Eastward	5	4,699,000	3,850,000	184
43 Cross	3	1,595,000	1,450,000	537
661 Orleans	4	1,295,000	1,200,000	36
155 Inlet	5	999,000	945,000	27
50 East	4	699,000	646,300	116
304 Riverview	3	499,100	494,000	1,197
6 Ethelma	3	549,000	459,000	210
356 Deer Meadow	2	439,900	415,000	521
51 Cory	3	366,300	371,000	18
<b>February Averages</b>	<b>4</b>	<b>1,237,922</b>	<b>1,092,256</b>	<b>316</b>

**Evelyn Doane Broker, ABR, RSPS**  
**Raveis Real Estate**  
**37 Cross Street**  
**Chatham, MA 02633**



**508-237-1629 cell**  
**508-945-7777 office**  
[www.ChathamByTheSeaWithEvelyn.com](http://www.ChathamByTheSeaWithEvelyn.com)



