



Chatham May 2011 Market Report

Spring is in full bloom on Cape Cod! The cherry trees are lovely and the rhododendrons are coming into flower. The warmer weather is bringing more visitors to the Cape to look for that place to spend the summer...and this is such a good time to buy a home! The interest rates are even a little less than last month and more homes are coming on the market so there are plenty of choices.

Chatham, MA - Single Family Properties Year to Date:

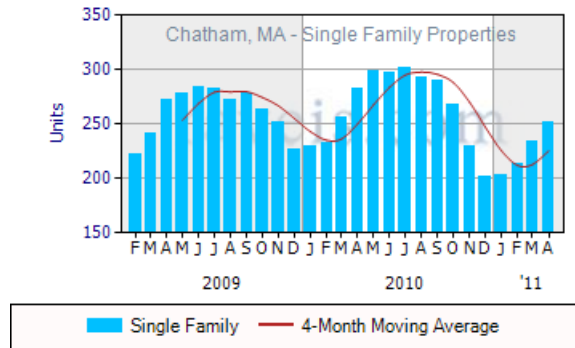
| | Through April, 2011 | Through April, 2010 | % Chg |
|---------------------------|------------------------|------------------------|--------|
| Unit Sales | 33 | 42 | -21.4% |
| Average Sale Price | \$800,735 | \$760,561 | 5.3% |
| Median Sale Price | \$720,000 | \$445,000 | 61.8% |
| Average List Price | \$1,416,175 | \$1,417,064 | -0.1% |
| Sales to List Price Ratio | 90.0% | 91.8% | -2.0% |
| Inventory | 225 | 250 | -10.0% |
| Months of Supply | 16.3 | 19.4 | -15.8% |
| Market Time (Days) | 228 | 216 | 5.6% |
| Price per Sq Ft | \$381 | \$386 | -1.5% |

Data From: CCIAOR
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This matrix for the last three months shows that although unit sales are down a bit, both the average sale price and the median sale price are up compared to a year ago. The amount of inventory compared to 2010 is down. This may be good news for sellers as it seems to be an indication of rising prices and less homes on the market...although there are still plenty to choose from.

Total Inventory

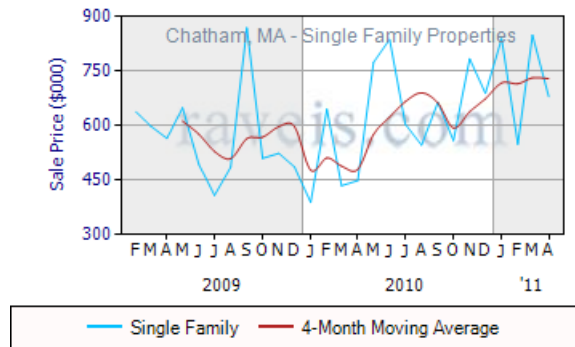
Number of homes on the market at the end of the month.



Total inventory is on the rise, which is to be expected as sellers are anticipating off Cape buyers to be coming now with the warm weather and expectations of finding that perfect home to spend the summer.

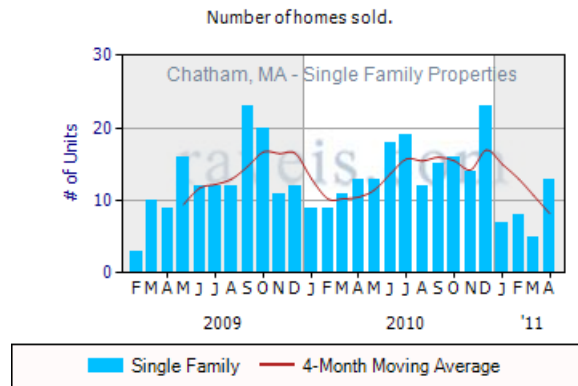
Median Sales Price

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



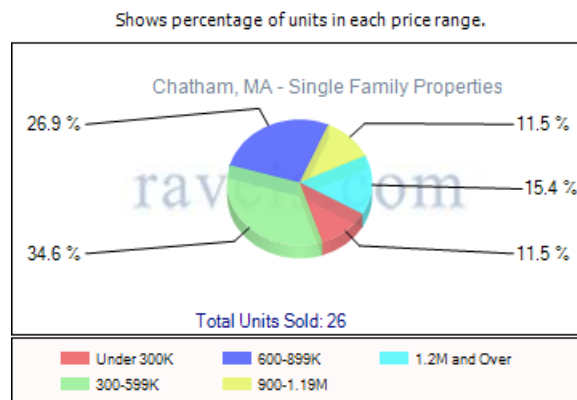
The four month moving average for median sales prices indicates upward movement...quite a comparison to several years ago!

Unit Sales



Unit sales rose somewhat last month, and we are anticipating a busy season as summer comes.

Unit Sales - 3-Month



This is always an interesting chart! There have been quite a few sales from \$300,000 to \$600,000 which shows that there are many homes in a reasonable price range in Chatham. Happily there have been some available under \$300,000 too!

Now what does all this information mean to you? If you are a buyer, my opinion is that this is an excellent time to make that investment on Cape Cod! The prices seem to be creeping up a bit but the interest rates are still amazingly low. How sad it would be not to take advantage of this “opportunity time” to

find that home for you and your family to enjoy this summer and for many more.

If you are a seller, the good news is that prices seem a little higher and there are a few less properties on the market so less competition for your place. What a great time of the year to showcase your property with the flowers and trees in bloom! Naturally curb appeal is of paramount importance. Plant some flowers...mulch the beds...clean up the yard...paint the front door. It goes without saying that inside, your house should be impeccably clean with windows washed and no clutter. Buyers want to visualize how their possessions will look there so don't distract them with too many personal things!

I would be happy to give you a free Comparative Market Analysis and also make some suggestions as to ways to make your home irresistible to buyers!

I hope this market report has been useful and interesting. Please share it with any friends who might enjoy it too.

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Below are the prices of homes that have sold in Chatham during the past three months. If you are interested in similar information about any other towns on

the Cape, please go to www.raveis.com and on the left side of the home page is information about other towns.

Chatham, MA - Single Family Properties

Three Months Ending April, 2011

| February, 2011 | | | | | William Raveis Real Estate | | | | |
|--------------------------|-----------------|-------------------|-------------------|---------------------------|-----------------------------------|--|--|--|--|
| Address | Bedrooms | List Price | Sale Price | Market Time (Days) | | | | | |
| 77 Mill Pond | 3 | 1,425,000 | 1,300,000 | 151 | | | | | |
| 67 Barcliff | 3 | 1,095,000 | 850,000 | 75 | | | | | |
| 70 Lime Hill | 3 | 669,000 | 625,000 | 107 | | | | | |
| 35 Adams | 2 | 599,000 | 550,000 | 269 | | | | | |
| 33 Honeysuckle | 4 | 575,000 | 550,000 | 198 | | | | | |
| 230 northgate | 6 | 549,900 | 504,000 | 204 | | | | | |
| 20 Spring Hill | 3 | 399,000 | 350,000 | 95 | | | | | |
| 36 Barn Hill | 3 | 269,900 | 260,000 | 15 | | | | | |
| February Averages | 3 | 697,725 | 623,625 | 139 | | | | | |

Chatham, MA - Single Family Properties

Three Months Ending April, 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 |
| March Averages | 4 | 1,039,600 | 977,000 | 360 |

Chatham, MA - Single Family Properties

Three Months Ending April, 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 |
| April Averages | 3 | 753,969 | 675,442 | 213 |