



October 2010 Chatham Market Report

The weather is crisp and clear...the water is a sapphire blue...the leaves are turning brilliant colors...and the bittersweet has “popped”. The Cape is beautiful and this is a perfect time for golf, sailing, walking on the beach and enjoying shopping at our special shops and eating fresh seafood in our restaurants. Is there a better place to be than Cape Cod in the fall?

Chatham, MA - Single Family Properties Year to Date:

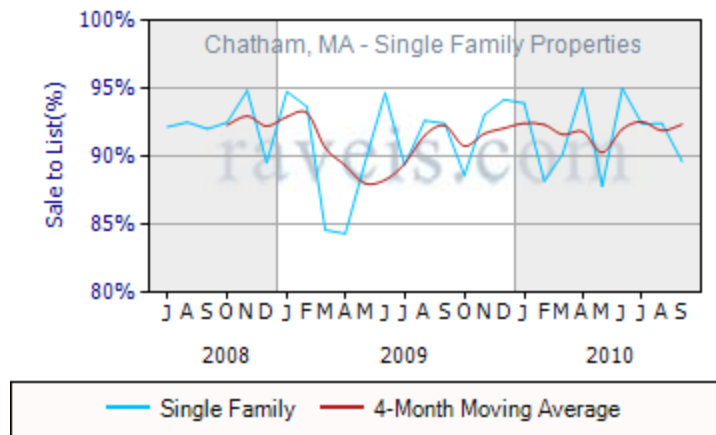
	Through September, 2010	Through September, 2009	% Chg
Unit Sales	118	103	14.6%
Average Sale Price	\$870,115	\$885,961	-1.8%
Median Sale Price	\$600,000	\$550,000	9.1%
Average List Price	\$1,443,859	\$1,311,509	10.1%
Sales to List Price Ratio	91.9%	90.6%	1.4%
Inventory	276	261	5.7%
Market Time for Sold (Days)	211	208	1.4%
Market Time for Inventory (Days)	269	319	-15.7%
Price per Sq Ft for Sold	\$418	\$442	-5.4%
Price per Sq Ft for Inventory	\$595	\$554	7.4%

Data From: CCIAOR

As this matrix shows, year to date unit sales are up in Chatham. Considering the economy that is a most positive sign. Do notice that average and median prices are remaining fairly steady. It will be interesting to see what happens with the November midterm elections and whether that will have a significant effect on prices and sales. The inventory is a bit higher...which means more choices for buyers. Another enticement for buyers are the incredibly low interest rates hovering at a little more than 4%. This is such an amazing time to buy!

Sales To List Price Ratio

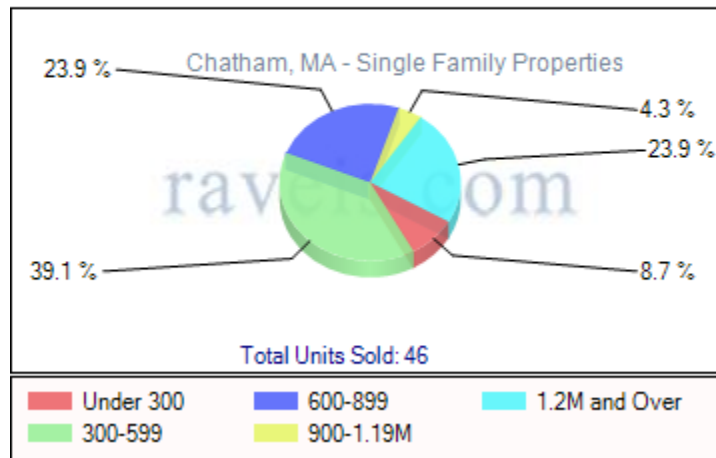
Ratio of sales price to list price. A high sales/list ratio, especially over 100%, indicates strong demand.



The sales to list price ratio looks favorable to buyers, being around 90%. Do keep in mind that it is the final list price and the original list price may have been lowered several times before the home was sold. This 90% figure is a definite indication that we are in a buyer's market.

Unit Sales - 3-Month

Shows percentage of units in each price range.



Just like last month, homes under \$600,000 are in the minority now...not the case last year at this time. Surprisingly, homes priced at \$1,200,000 and over seem to have almost 25% of the market share during the past few months.

Now what does all this mean to you as a buyer? Homes are selling better than last year and there is still a good amount of inventory to choose from. Interest rates are at an all time low and conceivably one can afford more home than a year or two ago as the monthly payments are lower than they were in the past for the same home. Sellers are motivated at this time of the year as they don't want to have to carry a home over the winter with the heating costs , mortgage payments, insurance and taxes. This could be the time for a very good deal!

For sellers, there are other homes out there that you are competing with. Do have your home looking its very best with fresh paint and the necessary updates. If your place looks attractive and is priced correctly, there is a good chance that it will sell as the buyers are certainly here and looking. If you price your house unrealistically high, it will stay on the market...grow "stale"... and lack showings and interest after a while. Needless to say, you will also have all those attendant expenses mentioned above all winter long.

I hope this report has been helpful to you! I would love to have you share it with any friends who may be considering buying or selling a home. If you are interested in any other Cape town market reports, go to www.raveis.com and find the key on the left side of the home page for that information.

Do scroll down to see the report on prices of homes sold in Chatham during the past three months.



Best Regards,

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Chatham, MA - Single Family Properties

Three Months Ending September, 2010

July, 2010

William Raveis Real Estate

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
30 Tisquantum	5	2,450,000	2,200,000	104
41 Shore	4	2,195,000	1,950,000	205
14 Champlain	3	1,895,000	1,750,000	176
266 Seapine	3	1,695,000	1,535,000	81
465 Stage Harbor	3	1,395,000	1,300,000	361
129 Cedar	5	789,500	777,250	28
88 The Cornfield	3	725,000	677,500	114
52 Wentworth	5	645,000	626,500	87
20 Sybil	4	650,000	625,000	240
209 Round Cove	3	625,000	605,000	2
20 Cod	3	650,000	595,000	90
58 Longs	3	599,900	575,000	28
51 Fairview	3	596,130	562,000	93
49 Potonumecut	3	465,000	415,000	54
49 Meadow Brook	3	429,000	400,000	26
25 Gilmartin	3	369,900	363,000	36
68 Pine Knoll	3	399,000	330,000	775
91 Pond View	3	287,100	289,000	7
110 Mills	2	279,000	271,000	46
July Averages	3	902,081	834,013	134

Chatham, MA - Single Family Properties

Three Months Ending September, 2010

August, 2010

William Raveis Real Estate

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
28 Harbor View	4	2,250,000	2,245,000	26
248 Stage Neck	5	2,645,000	2,200,000	419
41 Frost Fish Hill	3	1,795,000	1,750,000	926
91 Rowland	3	1,350,000	1,200,000	536
115 Port View	3	685,000	658,000	127
7 Spinnaker	4	625,000	550,000	19
310 Pleasant	6	579,900	545,000	277
24 Old Village	3	409,000	375,000	77
15 Samoset	2	379,000	348,750	113
50 Winterset	3	359,000	340,000	26
989 Main	3	319,900	317,000	45
103 Stony Hill Rd	2	265,000	255,000	206
August Averages	3	971,817	898,646	233

Chatham, MA - Single Family Properties

Three Months Ending September, 2010

September, 2010

William Raveis Real Estate

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
30 Bridge	7	2,750,000	2,350,000	140
23 Hallet	4	1,349,000	1,300,000	124
30 Old Harbor	7	1,495,000	1,130,000	221
70 Cabot	4	995,000	900,000	200
11 Portview	3	899,000	850,000	39
98 Landing	4	864,000	806,000	134
2 Wadsworth	4	895,000	775,000	86
229 Pleasant	4	699,000	665,000	606
66 Youngs	3	685,000	650,000	550
6 Echo	3	585,000	585,000	199
158 Old Field Bend	4	650,000	585,000	125
18 Oakridge	2	469,900	450,000	159
31 Dairy	2	419,000	390,000	98
463 Training Field	2	350,000	310,000	72
76 Mill Creek	3	299,900	275,000	101
September Averages	4	893,653	801,400	190