

Chatham Market Report September 2011



Autumn is one of the best kept secrets on Cape Cod! The skies are clear...the weather is warm... and the water is sapphire blue. What a great time to walk on the beach, play golf or go fishing. The stripers are still here and the tuna will be coming soon. Best of all, the crowds are gone!

With our current economic situation, there are some great buys in homes on the Cape. The prices are down and interest rates are still amazingly attractive. Sellers are motivated to sell as they do not want to carry their homes over the winter. Do take advantage of this opportunity!

There was an article in the Friday Cape Cod Times titled "Cape Real Estate Rebound?" There were 523 sales completed in August 2011 compared with 2010 sales of 505 sales...a 3.6% increase. Single family homes sold through MLS jumped 11.8% from 255 in August 2010 to 285 last month...an increase of 11.8%. While these numbers are promising, we are still far from those "bubble years" but the trend is most encouraging.

Here are the matrixes for the towns on the elbow of the Cape. The year to date comparisons are the most relevant.

Brewster's numbers are quite stable

Brewster, MA - Single Family Properties Year to Date:

	Through August, 2011	Through August, 2010	% Chg
Unit Sales	90	77	16.9%
Average Sale Price	\$440,754	\$429,432	2.6%
Median Sale Price	\$355,000	\$385,000	-7.8%
Average List Price	\$618,226	\$601,209	2.8%
Sales to List Price Ratio	93.6%	94.7%	-1.2%
Inventory	142	137	3.6%
Months of Supply	12.9	12.4	4.0%
Market Time (Days)	142	144	-1.4%
Price per Sq Ft	\$255	\$244	4.6%

Data From: CCIAOR

Harwich sales are down a bit.

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

	Through August, 2011	Through August, 2010	% Chg
Unit Sales	122	149	-18.1%
Average Sale Price	\$435,112	\$511,981	-15.0%
Median Sale Price	\$336,750	\$365,000	-7.7%
Average List Price	\$758,101	\$740,964	2.3%
Sales to List Price Ratio	93.3%	92.8%	0.5%
Inventory	234	212	10.4%
Months of Supply	14.1	12.2	16.1%
Market Time (Days)	139	147	-5.4%
Price per Sq Ft	\$208	\$283	-26.5%

Data From: CCIAOR

Orleans sales are up a bit.

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

	Through August, 2011	Through August, 2010	% Chg
Unit Sales	69	60	15.0%
Average Sale Price	\$743,982	\$738,834	0.7%
Median Sale Price	\$577,500	\$581,250	-0.6%
Average List Price	\$1,127,557	\$970,615	16.2%
Sales to List Price Ratio	90.7%	93.8%	-3.4%
Inventory	134	143	-6.3%
Months of Supply	15.8	22.7	-30.5%
Market Time (Days)	176	200	-12.0%
Price per Sq Ft	\$336	\$327	2.8%

Data From: CCIAOR

Chatham, MA - Single Family Properties Year to Date:

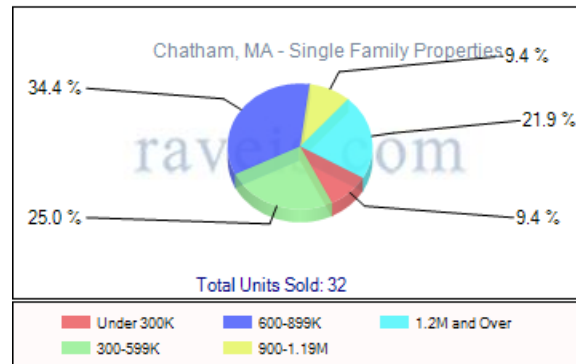
	Through August, 2011	Through August, 2010	% Chg
Unit Sales	83	104	-20.2%
Average Sale Price	\$837,731	\$874,664	-4.2%
Median Sale Price	\$640,000	\$568,500	12.6%
Average List Price	\$1,405,014	\$1,418,836	-1.0%
Sales to List Price Ratio	90.2%	92.2%	-2.1%
Inventory	248	274	-9.5%
Months of Supply	19.0	20.6	-7.6%
Market Time (Days)	224	216	3.7%
Price per Sq Ft	\$404	\$417	-3.1%

Data From: CCIAOR

Year to date Chatham sales are off significantly.

Unit Sales - 3-Month

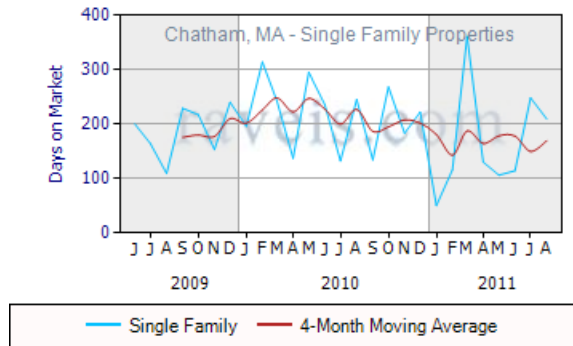
Shows percentage of units in each price range.



This pie chart shows that there are almost 35% of sales in Chatham under \$600,000. With well over 200 homes on the market, you have many choices of homes at reasonable prices compared to a few years ago.

Market Time for Sold

Average days on the market for properties that sold during the month.



The market time for sold is still quite high...over 200 days..so sellers have to be patient! Needless to say,if a property is priced correctly and shows well it will not remain on the market nearly that long.

Now what does this all mean to you? If you are interested in having your very own little piece of Cape Cod...now is the time to buy! Sellers are motivated and prices and interest rates are down and inventory is high.

If you are a seller...be realistic with your expectations...many homes are selling close to assessed value and you are wise to accept an offer in that range and save all the expenses of carrying a house over the winter. Price your house reasonably or buyers will just not be interested in looking at it. Also be patient! As previously mentioned, 200+ days on the market is the average time before a property is sold.

If I can help you with any of your real estate needs, please be in touch. If you know of someone who would find this report informative, please share it with them.

Following are the "sold" prices for Chatham for the past three months.



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Chatham, MA 02633

Chatham, MA - Single Family Properties

Three Months Ending August, 2011

June, 2011

William Raveis Real Estate

Address	Bedrooms	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
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
1906 Main	4	495,000	450,000	63
302 Training Field	3	409,900	386,000	62
30 Patuxet	2	315,000	295,000	128
30 Morton	3	259,900	270,000	98
June Averages	4	1,212,725	1,129,042	119

Chatham, MA - Single Family Properties

Three Months Ending August, 2011

July, 2011

William Raveis Real Estate

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
31 Hallet	4	1,445,000	1,280,000	231
154 Old Harbor	3	895,000	800,000	208
8 Windmill	4	950,000	800,000	51

27 Eldredge Sq	2	675,000	650,000	23
93 Lakeview	3	599,900	540,000	93
10 Meadow View	3	499,000	472,500	122
189 Country Side	3	430,000	374,000	776
16 Monomoit	2	349,000	325,000	516
2300 Main	3	330,000	294,999	243
July Averages	3	685,878	615,167	251

Chatham, MA - Single Family Properties

Three Months Ending August, 2011

**August,
2011**

**William Raveis Real
Estate**

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
94 Uncle Alberts	5	3,495,000	3,000,000	633
26 Watch Hill	4	2,095,000	2,000,000	357
85 Cedar	4	1,695,000	1,540,000	568
21 Watch Hill	3	1,695,000	1,525,000	6
298 Woodland	3	1,100,000	900,000	146
25 Battlefield	5	895,000	800,000	136
14 Windsong	3	799,000	725,000	239
56 Potonumecot	3	695,000	656,000	71
23 Oxbow	3	649,000	613,500	29
187 Bay View	4	489,000	470,000	84
62 Captain Kendrick	3	344,630	332,000	64
August Averages	4	1,268,330	1,141,955	212