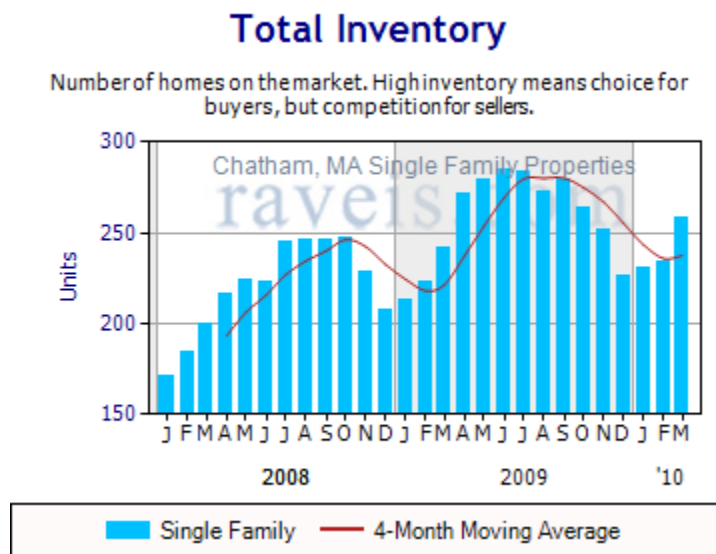




April 2010 Chatham Market Report

Spring has come to Cape Cod and the daffodils are brilliant and rhododendrons will soon burst into bloom! What a wonderful time to be on Cape Cod!

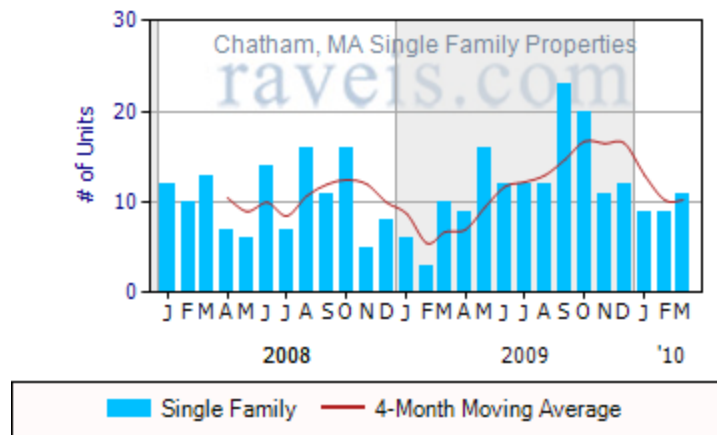
The market is looking most promising and we anticipate an active summer with real estate.



As expected, sellers are starting to put their homes back on the market so this is good news for buyers...more homes to choose from.

Unit Sales

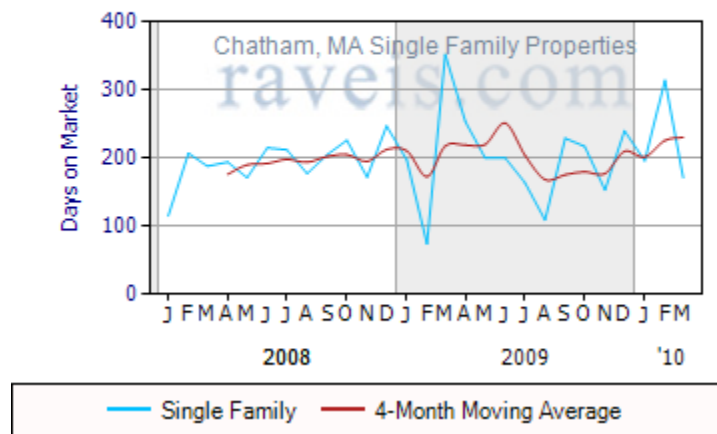
Number of homes sold.



Although winter months are traditionally slower for sales, this year has shown improvement over the sales for 2009 during the past three months...and we anticipate more sales now that buyers are venturing over the bridge.

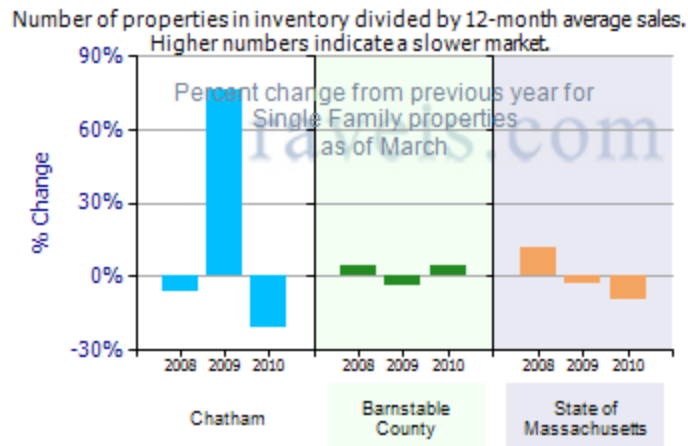
Market Time for Sold

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



As you can see from this graph, homes do linger on the market...around 200 days. If they are attractively and realistically priced, they will sell as the buyers come forth as the weather becomes warmer.

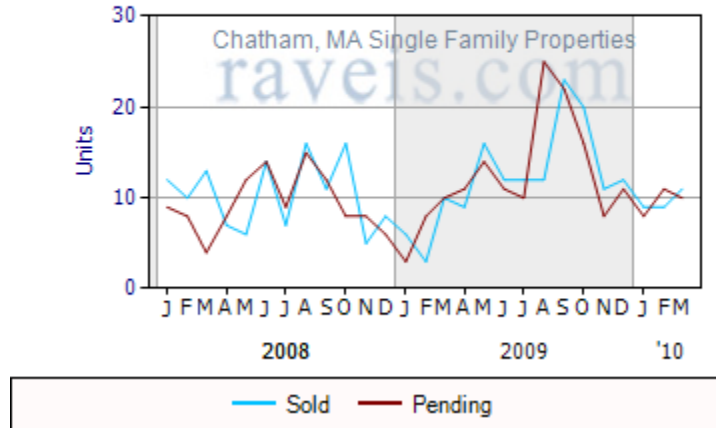
Months of Supply, % Change



According to this chart on months of supply, real estate movement in Chatham looks most promising!

Pending and Sold Listings

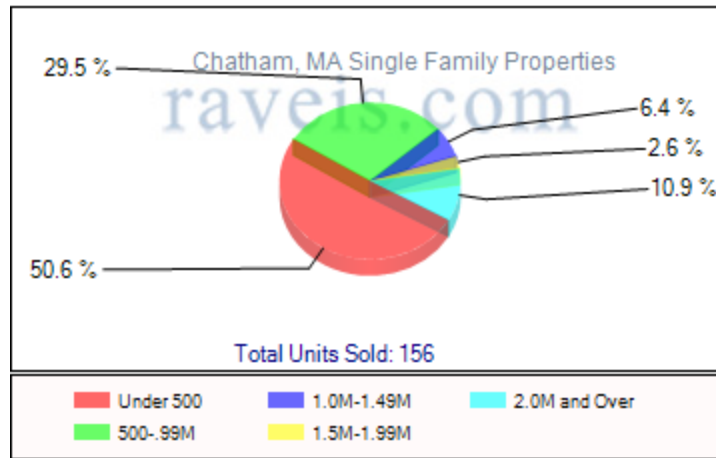
Pending means that a contract to sell has been signed. Therefore, pendlings usually indicates the trend of future sales.



Compared to the same winter months of 2009, this year is off to a very promising start with pendlings and solds.

Unit Sales - 12 Month

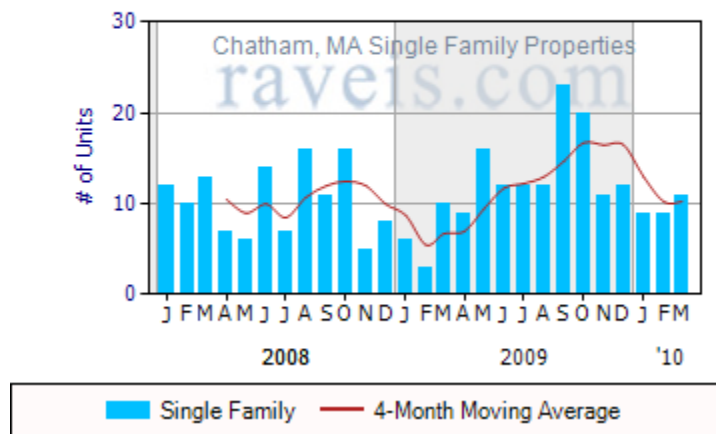
Shows percentage of units in each price range.



The unit sales percentages are quite similar to those in last month's report with a few more in the under \$500,000 group and a few less in the \$500,000 to \$1,000,000 category.

Unit Sales

Number of homes sold.



And again more positive news as a comparison between 2009 and 2010 for the winter months shows more activity in the sold homes.

If you are interested in buying a home on the Cape...now is the time! Those low, low interest rates won't last forever and the prices are certainly quite reasonable.

For sellers...as I have said before...if you really want to sell your home, do all you can to have it show attractively with the curb appeal that a lovely green lawn and spring flowers in bloom can provide! This is 2010 not 2005, and certainly a realistic price is a necessity. The longer a home stays on the market, the “staler” it becomes and buyers start to wonder what may be the matter with it. The only thing the matter with a lovely place may be an unrealistic price.

If you want to put your home on the market, I will be very happy to give you a free Comparative Market Analysis to help you determine a price to get your house sold.

If you have any questions I can help you with as a buyer or a seller, please do be in touch!

Following are the homes that have sold in Chatham during the past three months. Do note that sometimes the numbers may be a bit skewed due to several expensive homes distorting the averages.

Chatham, MA Single Family Properties

Three Months Ending March, 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
January Averages	3	510,044	479,272	198

Chatham, MA Single Family Properties

Three Months Ending March, 2010

**February,
2010**

**William Raveis Real
Estate**

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
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
February Averages	4	1,237,922	1,092,256	316

Chatham, MA Single Family Properties

Three Months Ending March, 2010

**March,
2010**

**William Raveis Real
Estate**

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
43 Scatteree	4	2,200,000	2,000,000	577
14 Periwinkle	4	795,000	710,000	276
163 George Ryder	3	515,000	472,500	389
31 Winterset	4	519,000	465,000	134
419 Cedar	3	539,900	450,000	267
32 Riverview	4	449,900	436,000	184
210 Horizon	3	399,000	375,000	154
65 Lantern	3	399,000	360,000	552
130 Tirrells	3	359,000	340,000	60
57 Old Comers	3	385,000	320,000	69
51 Cod	4	333,333	292,000	30
March Averages	3	626,739	565,500	245

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