



## **August 2010 Market Report**

**There is so much good news in lovely Chatham By The Sea this month! The weather has been the best in years...warm and sunny day after day! The real estate market has also been not just warm but rather hot, with quite a few homes selling...a significant rise from last year's numbers. This is such an attractive market for buyers with the interest rates so low and so many homes to choose from. For sellers there is good news too in that home prices are rising slightly...and the buyers are here!**

**In the matrix below, you will notice some very positive changes in the market. Comparing unit sales from July 2009 to July 2010...they are up 58.3%!**

**The average and median sale prices are also up...good news for sellers! The sales to list price ratio...an indication of the difference between asking price and selling price...is also up a little which may be a sign that buyers are willing to pay more for a home or that homes are more realistically priced.**

In this first matrix, do notice the 58.3% positive change in unit sales from 2009!

### Chatham, MA Single Family Properties One-Month Comparison:

	July, 2010	July, 2009	% Chg
Unit Sales	19	12	58.3%
Average Sale Price	\$834,013	\$753,000	10.8%
Median Sale Price	\$605,000	\$409,500	47.7%
Average List Price	\$1,476,655	\$1,314,318	12.4%
Sales to List Price Ratio	92.5%	89.4%	3.4%
Inventory	308	284	8.5%
Months of Supply	21.9	27.4	-20.1%
Market Time for Sold (Days)	133	165	-19.4%
Market Time for Inventory (Days)	238	289	-17.8%
Price per Sq Ft for Sold	\$450	\$414	8.7%
Price per Sq Ft for Inventory	\$617	\$563	9.6%

Data From: CCIAOR

This second matrix shows that this has been a most positive year in Chatham real estate and we anticipate this will continue. Do notice that sales are up 33.8% from last year at this time.

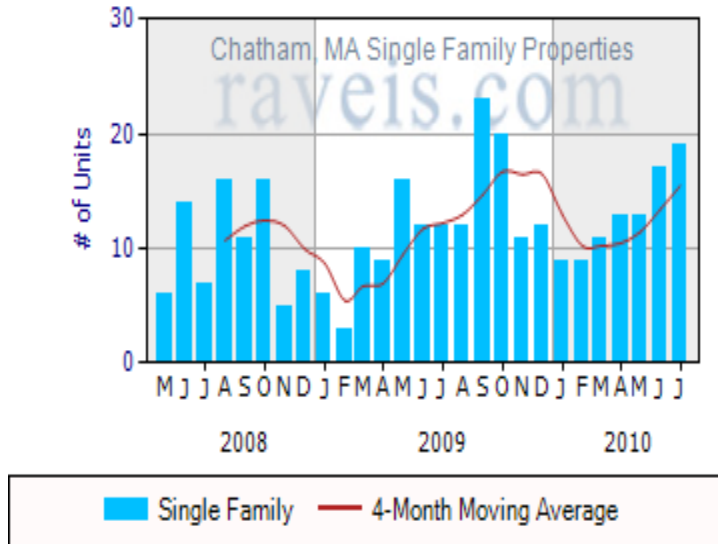
### Chatham, MA Single Family Properties Year to Date:

	Through July, 2010	Through July, 2009	% Chg
Unit Sales	91	68	33.8%
Average Sale Price	\$877,680	\$809,345	8.4%
Median Sale Price	\$595,000	\$525,000	13.3%
Average List Price	\$1,457,853	\$1,295,890	12.5%
Sales to List Price Ratio	92.1%	89.4%	3.0%
Inventory	272	256	6.3%
Market Time for Sold (Days)	213	218	-2.3%
Market Time for Inventory (Days)	256	330	-22.6%
Price per Sq Ft for Sold	\$419	\$417	0.3%
Price per Sq Ft for Inventory	\$600	\$548	9.5%

Data From: CCIAOR

## Unit Sales

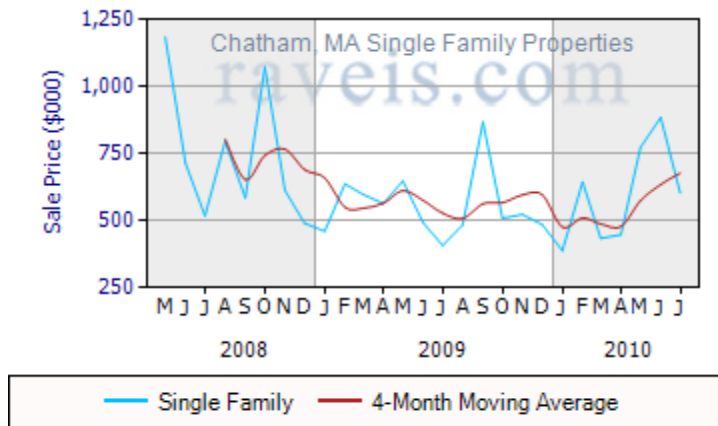
Number of homes sold.



Unit sales are up significantly from last year and there seem to be many buyers who are seriously looking but who have not made their purchase just yet...so we anticipate this August and September to be even better months than last year.

## Median Sales Price

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

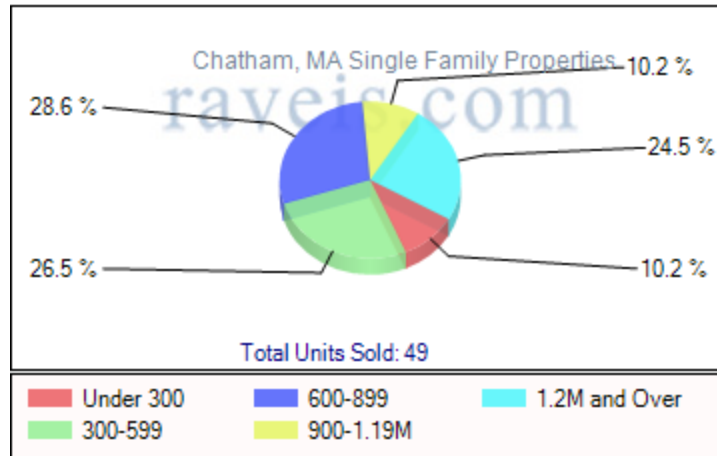


Looking at this pie chart below, one can see the price ranges have changed recently. For months, about 50% of the homes sold were under \$500,000 and now around 62% are from \$600,000 and up.

Now what does this mean to you as a buyer? I feel this is a great time to buy! There is still quite a bit of inventory...there are good buys to be had...and look at those terrific interest rates! However, as I said...prices seem to be creeping up a bit and it would be a shame to miss this opportunity. For sellers, I would give the same advice...this is a great time to sell as the motivated buyers are here and you don't want to miss them! If your home shows well, is attractively landscaped and priced realistically...your home will sell!

### Unit Sales - 3-Month

Shows percentage of units in each price range.



If I can help you with any of your real estate needs, please be in touch. I would be happy to do a free Comparative Market Analysis to give you an idea of how to price your home in today's market conditions.



**Evelyn Doane Broker, ABR, RSPS**

**Raveis Real Estate**

**37 Cross Street**

**Chatham, MA 02633**

**edoaneccod@comcast.net**

**[www.ChathamByTheSeaWithEvelyn.com](http://www.ChathamByTheSeaWithEvelyn.com)**

**508-237-1629 cell**

**508-945-7777 office**

## Chatham, MA Single Family Properties Three Months Ending July, 2010

<b>May, 2010</b>		<b>William Raveis Real Estate</b>		
<b>Address</b>	<b>Bedrooms</b>	<b>List Price</b>	<b>Sale Price</b>	<b>Market Time (Days)</b>
20 Teaberry	4	2,195,000	2,000,000	515
86 Wapoos	4	2,095,000	1,875,000	434
364 Old Harbor	9	1,449,000	1,162,500	437
60 Judges	4	1,150,000	1,100,000	50
38 Baileys	3	879,900	842,667	339
36 Grist Mill	3	1,395,000	800,000	163
85 Seaview	3	799,000	775,000	309
49 Queen Anne	5	799,000	775,000	633
5 Menekish	4	725,000	662,000	212
454 Training Field	3	459,900	440,000	340
19 Cranberry	4	385,000	385,000	98
23 Malabar	4	319,900	310,500	269
2512 Main	3	299,000	250,000	61
<b>May Averages</b>	<b>4</b>	<b>996,208</b>	<b>875,205</b>	<b>297</b>

## Chatham, MA Single Family Properties Three Months Ending July, 2010

<b>June, 2010</b>		<b>William Raveis Real Estate</b>		
<b>Address</b>	<b>Bedrooms</b>	<b>List Price</b>	<b>Sale Price</b>	<b>Market Time (Days)</b>
848 Fox Hill	5	3,995,000	3,750,000	4
59 Chase	5	3,595,000	3,595,000	26
97 Moonbeam	4	2,595,000	2,300,000	732
78 Silver Leaf	6	1,799,999	1,650,000	103
21 Harbor View	4	1,595,000	1,575,000	36
39 Kendrick Harvest	3	995,000	1,000,000	114
30 Menekish	3	995,000	950,000	683
27 Kendrick Harvest	3	989,000	930,000	349
70 Colonial	4	899,000	887,000	305
132 Hardings Beach	3	819,000	790,000	40
123 George Ryder South	3	799,900	766,375	424
90 Morton	4	799,000	725,000	94
266 Hardings Beach	2	520,000	480,000	386
57 Hitching Post	2	499,000	465,000	211
54 Round Cove	3	429,000	415,000	110
29 Stage Coach	3	329,000	298,000	394
46 Barn Hill	0	125,000	125,000	5
<b>June Averages</b>	<b>3</b>	<b>1,281,053</b>	<b>1,217,728</b>	<b>236</b>

## Chatham, MA Single Family Properties Three Months Ending July, 2010

<b>July, 2010</b>		<b>William Raveis Real Estate</b>		
<b>Address</b>	<b>Bedrooms</b>	<b>List Price</b>	<b>Sale Price</b>	<b>Market Time (Days)</b>
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
<b>July Averages</b>	<b>3</b>	<b>902,081</b>	<b>834,013</b>	<b>134</b>