

August 2011 Chatham Market Report



Could there be a better place to be than the Cape in August? Perfect weather for the beach...golf...sailing...shopping... or just relaxing!

Here are the matrixes for several of the towns on the “elbow” of the Cape:

Brewster, MA - Single Family Properties Year to Date:

	Through July, 2011	Through July, 2010	% Chg
Unit Sales	71	68	4.4%
Average Sale Price	\$421,279	\$431,607	-2.4%
Median Sale Price	\$352,000	\$377,500	-6.8%
Average List Price	\$618,798	\$598,721	3.4%
Sales to List Price Ratio	93.9%	94.7%	-0.8%
Inventory	142	134	6.0%
Months of Supply	13.0	12.2	7.3%
Market Time (Days)	149	146	2.1%
Price per Sq Ft	\$243	\$245	-0.9%

Data From: CCIAOR

Brewster sales year to date show a slight improvement over last year. The median sale price is down a bit indicating that this is still a buyer's market.

Harwich, MA - Single Family Properties
Year to Date:

	Through July, 2011	Through July, 2010	% Chg
Unit Sales	113	133	-15.0%
Average Sale Price	\$440,930	\$477,029	-7.6%
Median Sale Price	\$349,000	\$365,000	-4.4%
Average List Price	\$765,113	\$736,606	3.9%
Sales to List Price Ratio	93.1%	92.7%	0.5%
Inventory	234	208	12.5%
Months of Supply	13.9	12.0	15.8%
Market Time (Days)	141	143	-1.4%
Price per Sq Ft	\$206	\$272	-24.2%

Data From: CCIAOR

Harwich sales are down a bit, but the good news for buyers is that the median sale price is down too.

Orleans, MA - Single Family Properties
Year to Date:

	Through July, 2011	Through July, 2010	% Chg
Unit Sales	57	48	18.8%
Average Sale Price	\$736,864	\$750,211	-1.8%
Median Sale Price	\$555,000	\$577,500	-3.9%
Average List Price	\$1,120,941	\$968,726	15.7%
Sales to List Price Ratio	90.6%	93.6%	-3.2%
Inventory	134	142	-5.6%
Months of Supply	15.7	23.3	-32.6%
Market Time (Days)	176	203	-13.3%
Price per Sq Ft	\$338	\$337	0.3%

Data From: CCIAOR

Orleans sales are up over 18% while the median price is down, indicating that savvy buyers are taking advantage of the attractive prices.

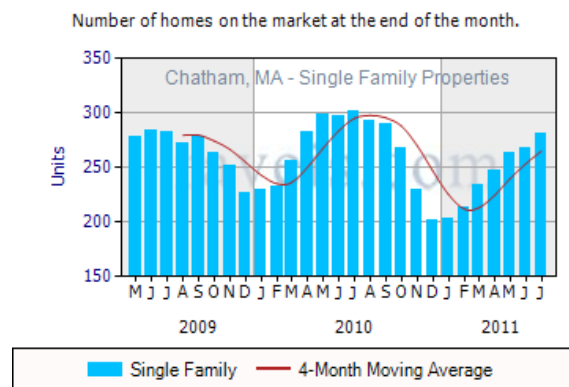
**Chatham, MA - Single Family Properties
Year to Date:**

	Through July, 2011	Through July, 2010	% Chg
Unit Sales	72	92	-21.7%
Average Sale Price	\$791,252	\$871,536	-9.2%
Median Sale Price	\$632,000	\$585,000	8.0%
Average List Price	\$1,411,609	\$1,418,230	-0.5%
Sales to List Price Ratio	90.3%	92.2%	-2.0%
Inventory	244	271	-10.0%
Months of Supply	18.6	20.5	-9.4%
Market Time (Days)	226	214	5.6%
Price per Sq Ft	\$393	\$418	-6.0%

Data From: CCIAOR

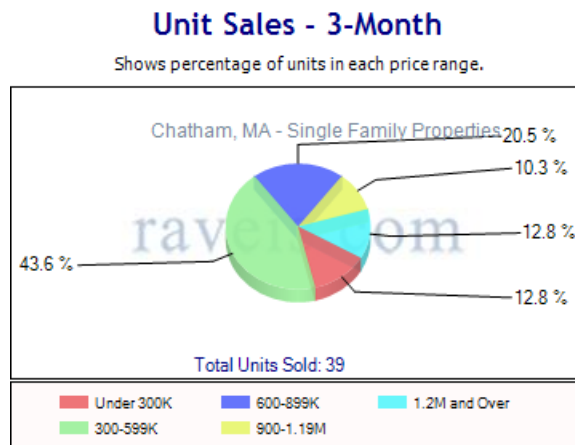
While sales are down a bit in Chatham, the median price is up 8%. Do notice that the price per square foot is down as is the sales to list price ratio indicating that there are still some good buys in Chatham.

Total Inventory

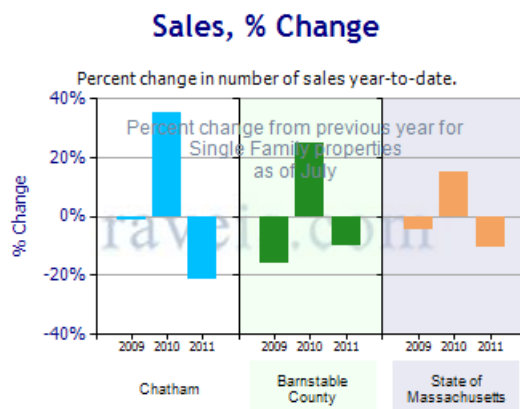


The total inventory is a bit higher for July indicating that there are more homes to choose from.

The pie chart indicates around 55% of homes sold during the past three months have been under \$600,000. A good time to buy!



There seems to be a slowdown in sales for the county as well as the state compared to last year, which can be an indication to buyers that sellers are quite motivated and waiting for offers!



Now what does this mean to you? This may be an excellent time to buy as sellers are interested in offers! Many homes are going right

around assessed value, which is a good indication of motivated sellers...and a great deal for buyers!

If you are interested in selling your place and are willing to accept today's market prices, by all means put it on the market. Do remember that these are not the boom years with buyers standing in line with offers. Also keep in mind that there are expenses in keeping a home...mortgage payments, insurance, maintenance and other costs that can add up in the course of a year. There are really no indications in this flat market that prices will be rising much in the near future, so if your house shows well with attractive curb appeal and a charming and immaculate interior, do consider putting it on the market. This is the time of the year the buyers are here!

I would be happy to give you a free Comparative Market Analysis of your house to give you an idea of the price you should list it for.

If you have friends who may be interested in buying or selling, please feel free to share this report with them.

Best regards,

Evelyn



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Chatham, MA - Single Family Properties

Three Months Ending July, 2011

May, 2011

William Raveis Real Estate

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
93 Woodland	3	2,395,000	1,925,000	49
94 Juniper W	4	1,149,999	1,075,000	115
87 Skyline	3	695,000	640,000	679
22 Island View	2	619,900	567,500	109
92 Barn Hill	4	569,900	535,000	424
2 Scallop Terrace	2	550,000	518,500	294
93 Melody	2	509,000	485,000	145
12 Winterset	4	409,000	395,000	84
33 Jeanette	3	398,500	380,000	84
268 Barn Hill	3	340,000	320,000	70
33 Shady Acre	2	324,900	294,900	225
19 Elkanah	3	309,000	290,000	400
May Averages	3	689,183	618,825	223

Chatham, MA - Single Family Properties

Three Months Ending July, 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	
107 School	3	1,249,000	900,000	1,005	
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	
40 Pleasant	3	479,000	455,000	286	
1906 Main	4	495,000	450,000	63	
131 Stage Coach	3	409,900	395,000	305	
302 Training Field	3	409,900	386,000	62	
62 Youngs	2	399,900	375,000	288	
30 Patuxet	2	315,000	295,000	128	
30 Morton	3	259,900	270,000	98	
June Averages	3	1,068,156	979,594	207	

Chatham, MA - Single Family Properties

Three Months Ending July, 2011

July, 2011

**William Raveis Real
Estate**

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
7 Cow Yard	4	1,650,000	1,400,000	278
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
27 Shirley	4	549,900	510,000	340
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	761,164	676,954	262