



## December 2010 Market Report

There is no place like Chatham for the holidays! We have a month long celebration starting with Santa arriving by Coast Guard cutter at the Fish Pier. Then there is the Christmas Stroll with all the shops open and serving refreshments while you browse. Children bring their handmade ornaments for the tree lighting ceremony in the Triangle Park followed by caroling. Every weekend our local merchants have activities going on such as the candy cane making at Candy Manor. The culmination of the holidays is First Night on New Year's Eve with so many activities from noon til midnight with a display of fireworks and the lowering of the giant codfish at Oyster Pond to bring in the New Year. We hope you will come and celebrate with us!

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

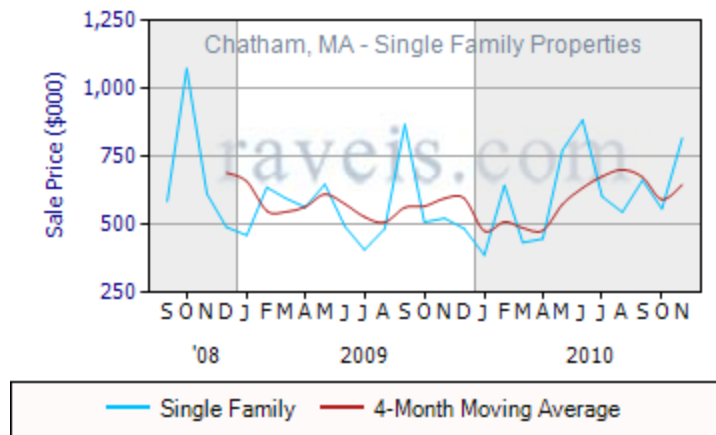
	Through November, 2010	Through November, 2009	% Chg
Unit Sales	147	134	9.7%
Average Sale Price	\$898,661	\$878,971	2.2%
Median Sale Price	\$620,000	\$532,500	16.4%
Average List Price	\$1,444,666	\$1,327,626	8.8%
Sales to List Price Ratio	91.7%	90.4%	1.5%
Inventory	273	260	5.0%
Market Time for Sold (Days)	202	205	-1.5%
Market Time for Inventory (Days)	287	310	-7.3%
Price per Sq Ft for Sold	\$430	\$439	-1.9%
Price per Sq Ft for Inventory	\$595	\$559	6.4%

Data From: CCIAOR

The real estate news is promising. Sales are up for the year to date from 2008 and 2009 with prices not rising too dramatically. There are still so many good buys out there with many attractive properties to choose from. However...a cautionary note...interest rates seem to be on the rise. Last week's 30 year fixed rate was 4.63%, which is up a bit from last month.

## Median Sales Price

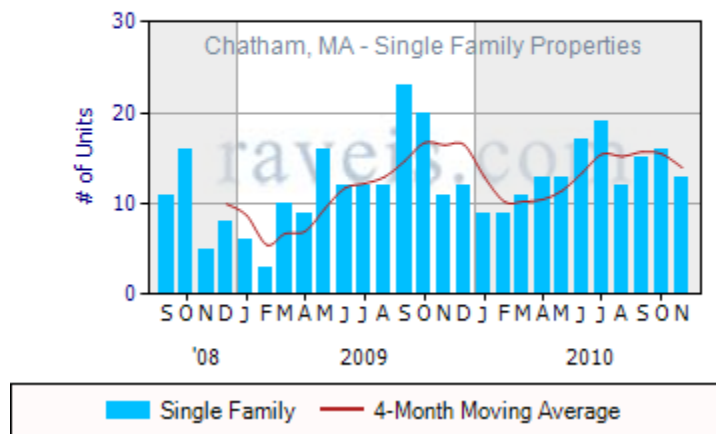
Median means 'middle'. There are an equal number of homes priced above and below the median.



After a decline during the summer, the median sale price is on the rise. There could be several contributing factors to this, among them the fact that several rather expensive properties have sold recently.

## Unit Sales

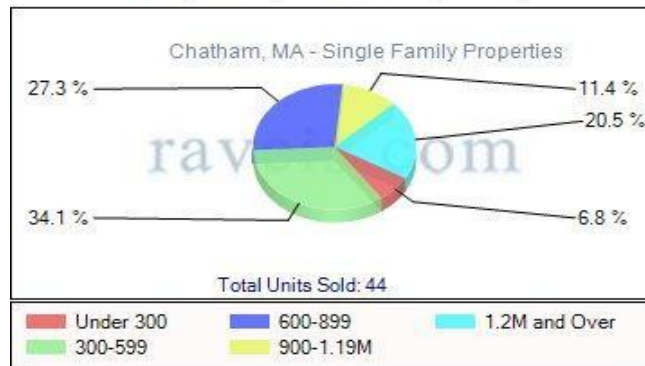
Number of homes sold.



Unit sales look positive for November compared to the previous two years. The November closings no doubt indicate a summer purchase and a bit more time than in the past to obtain a mortgage.

## Unit Sales - 3-Month

Shows percentage of units in each price range.



This pie chart shows quite a bit of activity in the market from \$300,000 to \$600,000 and also from \$600,000 to \$900,000. This is good news for buyers showing that there are some really nice homes in these price points. For sellers...do keep in mind that a home that is priced realistically and in good, attractive condition will sell! In pricing your home too high to begin with, it will sit on the market and grow "stale" and brokers will no longer show it...and buyers will wonder what is wrong with it.

If you are a buyer, now is a great time to purchase a home! Sellers are not interested in the attendant expenses of winter with heating, snow removal, insurance and taxes. A good buy may be waiting for you!

You will be smart to be pre-approved for that mortgage before you contact an agent. If you see a home you love and want to make an offer, your offer is much stronger with a pre-approval from your bank. Sellers are interested in moving quickly and are much more interested in buyers with an excellent credit score and ability to comfortably afford that second home.

There have been very few foreclosures in Chatham, which shows what a stable market we have here. While there have been a few short sales...a misnomer if there ever was one!....this is a positive sign. A few years ago, mortgages were so easy to get and so many buyers overextended themselves resulting in the economic disaster we are still recovering from. While the buyer has to be more patient now in getting that mortgage, the more stringent regulations benefit all of us.

If you are a seller, do know that the sophisticated young people looking for a second home search the internet for a while before they actually contact a real estate agent. They have definite ideas of what they want and are interested in coming down during the winter to find that home and have it ready to enjoy next summer! Do make your house show as well as possible with fresh paint, gleaming wood floors, clean carpets and no clutter...and have it looking immaculate. Updated kitchens, bathrooms and appliances are also a plus.

I hope this report has been helpful to you. If you have any questions, please do not hesitate to call me.



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Below are the prices of homes sold during the past three months. Do keep in mind that there may have been several price adjustments prior to the final list price.

## Chatham, MA - Single Family Properties Three Months Ending November, 2010

**September, 2010**

**William Raveis Real  
Estate**

Address	Bdrms	List Price	Sale Price	Market Time (Days)
30 Bridge		2,750,000	2,350,000	1
		0	0	40
23 Hallet		1,349,000	1,300,000	1
		0	0	24
30 Old Harbor		1,495,000	1,130,000	2
		0	0	21
70 Cabot		995,000	900,000	2
				00
11 Portview		899,000	850,000	3
				9
98 Landing		864,000	806,000	1
				34
2 Wadsworth		895,000	775,000	8
				6
229 Pleasant		699,000	665,000	6
				06
66 Youngs		685,000	650,000	5
				50
158 Old Field Bend		650,000	585,000	1
				25
6 Echo		585,000	585,000	1
				99
18 Oakridge		469,900	450,000	1
				59
31 Dairy		419,000	390,000	9
				8
463 Training Field		350,000	310,000	7
				2

76 Mill Creek	299,900	275,000	1
			01
<b>September Averages</b>	<b>893,653</b>	<b>801,400</b>	<b>1</b>
			<b>90</b>

## Chatham, MA - Single Family Properties Three Months Ending November, 2010

**October, 2010**

**William Raveis Real**

**Estate**

<b>Address</b>	<b>Bdrms</b>	<b>List Price</b>	<b>Sale Price</b>	<b>Market Time (Days)</b>
77 Quasson		1,900,00	1,800,00	2
		0	0	0
400 Cockle Cove		1,499,90	1,300,00	2
		0	0	78
364 Bridge		1,195,00	1,029,50	3
		0	0	92
316 Stage Harbor		1,250,00	985,000	1
		0		43
38 Mill Pond		949,000	875,000	2
				02
151 Old Harbor		949,000	815,000	4
				07
345 Riverview		649,000	620,000	2
				7
45 Overlook		599,000	580,000	1
				95
20 Eel River		585,000	540,000	1
				83
41 Bucks Creek		549,900	532,500	1
				0
177 Countryside		385,000	383,000	1
				1
55 Lantern		384,000	382,000	5
				2
1691 Old Queen Anne		399,000	380,000	1
				09
217 Shane		344,900	327,500	1
				74
875 Main		289,500	250,000	8
				3
46 Barn Hill		235,000	192,500	2
				4
<b>October Averages</b>		<b>760,200</b>	<b>687,000</b>	<b>1</b>
				<b>44</b>

## Chatham, MA - Single Family Properties Three Months Ending November, 2010

**November, 2010**

**William Raveis Real**

**Estate**

<b>Address</b>	<b>Bdrms</b>	<b>List Price</b>	<b>Sale Price</b>	<b>Market Time (Days)</b>
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38 Briggs	4,995,00	4,500,00	5
	0	0	86
311 Seapine	3,450,00	3,300,00	2
	0	0	7
840 Fox Hill	3,100,00	2,850,00	1
	0	0	27
25 Sunset	1,750,00	1,450,00	2
	0	0	12
17 Court	1,485,00	1,420,00	1
	0	0	77
357 Stony Hill	999,000	912,500	2
			71
21 Mill Pond	899,000	820,000	1
			84
105 Hitchingpost	819,000	750,000	1
			84
74 Palmer	709,900	677,000	8
			3
16 Tappan	699,900	614,000	2
			58
23 Collins	529,000	490,000	1
			14
1731 Main	329,000	329,100	1
			31
16 Janes	349,000	325,000	1
			13
<b>November Averages</b>	<b>1,547,2</b>	<b>1,418,2</b>	<b>1</b>
	<b>15</b>	<b>77</b>	<b>90</b>