



It's time to think of summer on the Cape!

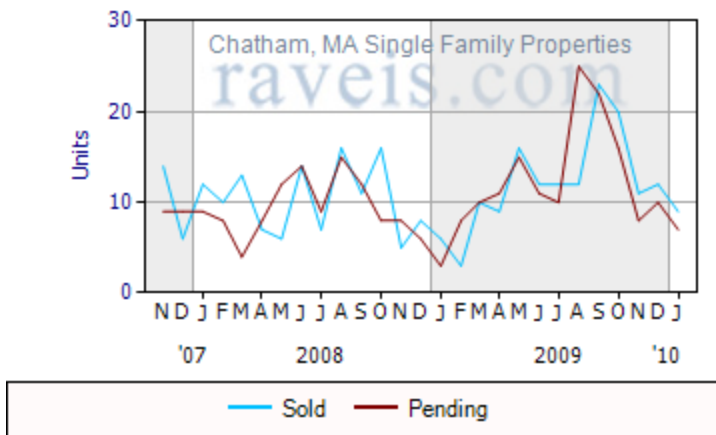
February 2010 Market Report

Yes...we have had one of the snowiest winters on record in much of the East...but the weather has not been quite as bad on Cape Cod due to our exposure to the water surrounding us in Chatham. Now when you are shoveling that driveway, do think of the fun you can have next summer in lovely Chatham by the sea with the smell of that salt air, the gentle breezes, the sandy beaches and all the things to enjoy for you and your family!

The real estate market is still looking positive in Chatham and there is quite a bit of activity for this time of year. There are some most attractive homes that have come on the market during January and the prices compared to assessed value are not bad.

Pending and Sold Listings

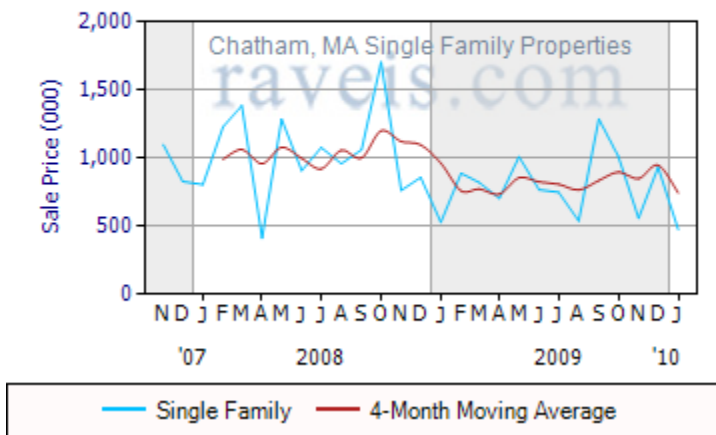
Pending means that a contract to sell has been signed. Therefore, pendings usually indicates the trend of future sales.



The chart above showing pending and sold listings is quite positive when compared to January of 2007 and 2008...a bit more activity indicating that the market is active.

Average Sales Price

Average price of homes sold

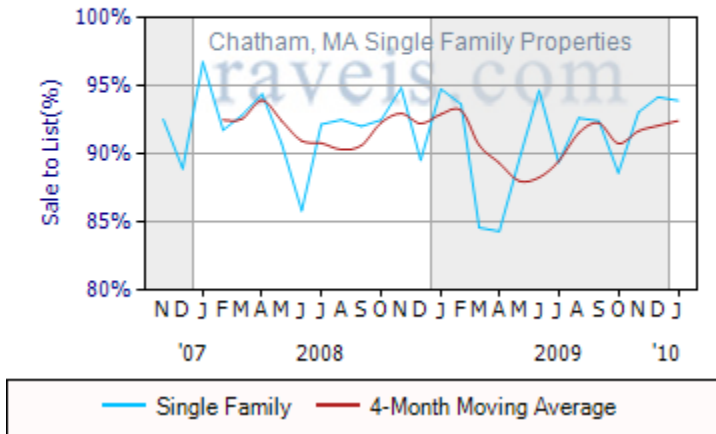


Some good news too is that the average prices are relatively flat and are not escalating yet. Interest rates are still most attractive, being in the 5% range. However...a word of caution here: there is speculation that

those rates will rise once that First Time Home Owners stimulus package disappears. Do plan accordingly!

Sales To List Price Ratio

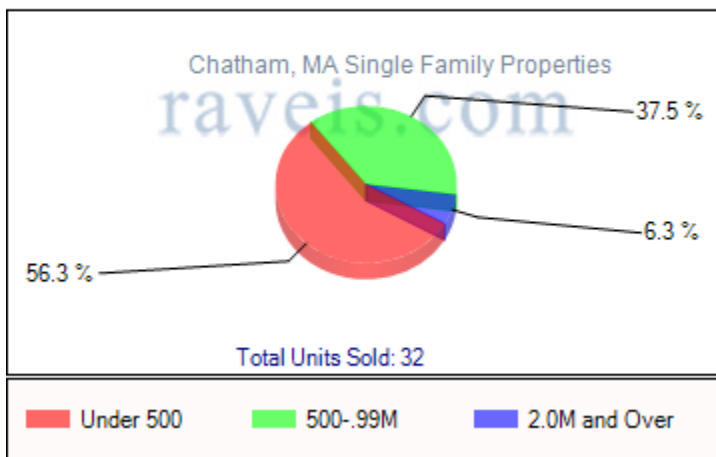
Ratio of sales price to list price. A high sales/list ratio, especially over 100%, indicates strong demand.



The list to sales price ratio is important to consider. Currently it is on the upswing as is the 4 month moving average. While the list price quite often started higher than the price when the home was sold, this is an indication that sellers may be getting closer to their asking price.

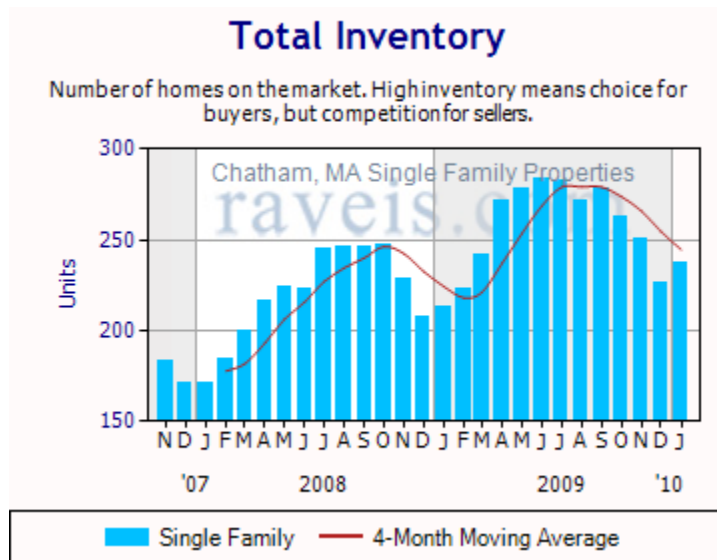
Unit Sales - 3-Month

Shows percentage of units in each price range.



As you can see from the unit sales chart above, over half the homes are selling for under \$500,000 and almost 90% total are under \$1,000,000.

What does this mean to you as a buyer? This is opportunity time! There are still quite a few homes on the market, but total inventory is now down to 238 compared to over 270 during the summer. Right now is a great time to look at what is available so you can buy in time for the summer. As I have said in the past...sellers are motivated! They do not want to continue to pay the costs of heat, insurance, taxes and maintenance so one is wise to take advantage of this situation.



For sellers the news is good too. The buyers are here! The really serious ones are coming during the winter months ready to buy for summer. If your home is realistically priced, in good condition and shows well...this is a great time to have it on the market for these motivated buyers.

Following are the sales from November to January in Chatham:

Chatham, MA Single Family Properties

Three Months Ending January, 2010

**November,
2009**

**William Raveis Real
Estate**

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
157 Sky	4	869,500	840,000	28
316 Forest Beach	3	869,000	832,000	195
123 Indian Hill Rd North	4	839,500	700,000	134
80 Dairy	2	585,000	565,000	35
44 Earles	3	587,000	565,000	383
33 Wading Place	3	585,000	525,000	73
60 Deering	3	525,000	485,000	43
12 Katie Ford	3	519,900	485,000	218
73 Earles	3	497,000	470,000	291
74 Captain Richards	3	449,000	440,000	179
84 Shane	3	329,000	290,000	123
November Averages	3	604,991	563,364	155

Chatham, MA Single Family Properties

Three Months Ending January, 2010

December, 2009

William Raveis Real Estate

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
197 Woodland	6	3,500,000	3,300,000	97
11 Library	6	2,875,000	2,687,500	736
11 John Gilpin	4	995,900	945,000	174
33 Sky	4	897,700	845,000	382
155 Mill creek	3	849,000	819,000	14
3 Lady Slipper	3	599,900	540,000	234
113 Hitching Post	2	449,000	435,000	165
237 Round Cove	3	429,000	400,000	336
630 Crowell	2	350,000	349,000	163
41 Seaquanset	3	359,000	330,000	213
1749 Main	4	339,000	310,000	100
31 Great Hill	2	289,000	282,500	287
December Averages	4	994,375	936,917	242

Chatham, MA Single Family Properties

Three Months Ending January, 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

I do hope this report is helpful to you. If you have any questions I can help you with...please do be in touch!

Evelyn

Evelyn Doane Broker, ABR, RSPS
508-237-1629 cell
508-945-7777 office
37 Cross Street
Chatham, MA 02633

Raveis Real Estate Company

