



## January 2011 Chatham Market Report

There is amazingly good news for the year 2010! Despite the less than favorable economic conditions, real estate in Chatham has sold extremely well. While 2009 was an improvement over 2008...2010 was a large improvement over 2009. The matrix below shows some interesting comparisons...and certainly proves that homes in Chatham keep their value and are a good investment.

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

	Through December, 2010	Through December, 2009	% Chg
Unit Sales	172	146	17.8%
Average Sale Price	\$904,516	\$883,734	2.4%
Median Sale Price	\$625,750	\$532,500	17.5%
Average List Price	\$1,440,844	\$1,335,353	7.9%
Sales to List Price Ratio	91.7%	90.7%	1.1%
Inventory	265	257	3.1%
Market Time for Sold (Days)	205	208	-1.4%
Market Time for Inventory (Days)	302	307	-1.8%
Price per Sq Ft for Sold	\$435	\$436	-0.1%
Price per Sq Ft for Inventory	\$592	\$561	5.6%

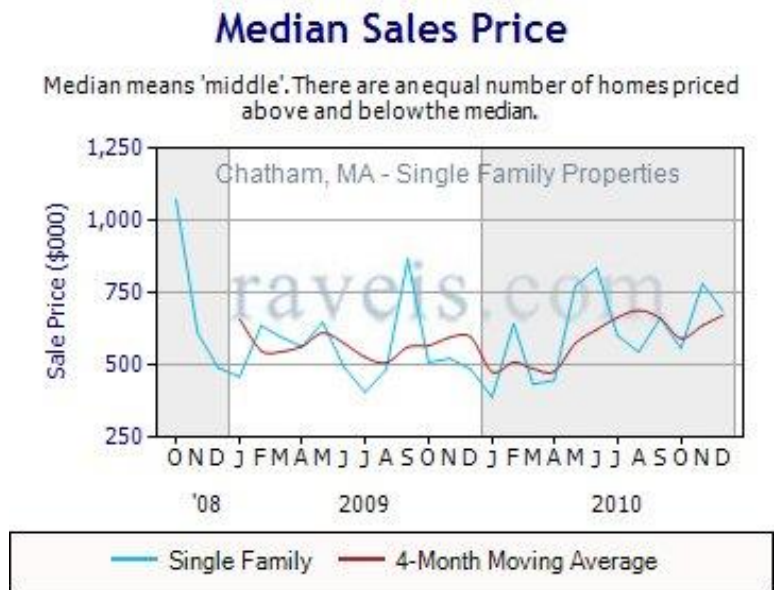
Data From: CCIAOR

Unit sales are up 17.8% for the year compared to 2009! Prices seem to be creeping up a bit just like interest rates...but not a huge amount. However, this is still certainly a great time to buy a home in Chatham especially if you want to have a good selection of places to choose from as inventory is still quite high. Serious buyers are around looking for places to purchase now to have a place ready for the summer.

The sales to list price ratio is also favorable for buyers. When it is relatively low as it is now, this indicates that this is a buyer's market. When it rises to the high 90%, the indications are that sellers have the advantage as was the case in those boom years of the early 2000s with multiple bids and bidding wars for homes.



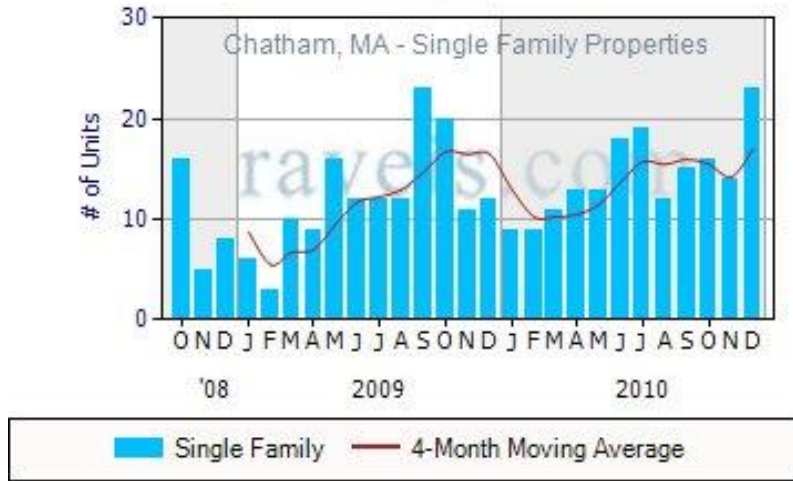
This pie chart shows the percentages of homes sold in each price range. The good news here is that there are still many homes being sold at the price point of \$300,000 to \$600,000 as well as from \$600,000 to \$900,000.



Median sales are still in the range of under \$700,000.

## Unit Sales

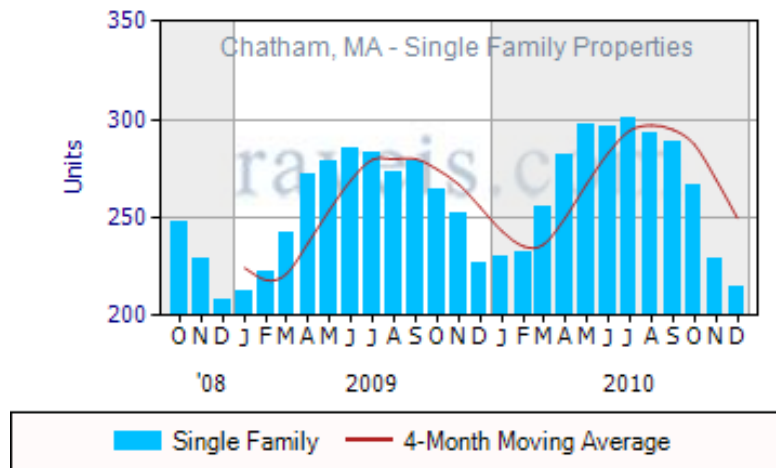
Number of homes sold.



Unit sales for December are significantly higher than the past two years in December, which is hopefully a positive indication of a recovering real estate market.

## Total Inventory

Number of homes on the market. High inventory means choice for buyers, but competition for sellers.



As is typical, some homes have been taken off the market for the winter. This is unfortunate for those sellers as the buyers are still coming to look...and buy! Having a home ready for the summer is a great incentive for buyers to be here at this time of the year.

Now...what does all this mean to you as a buyer? Prices are still reasonable but inching up a bit. Economic indicators seem to predict a bit more consumer confidence than previously. Perhaps the midterm elections are creating more optimism and people are willing to start spending on good investments for the future. As stated before, there are lovely homes to choose from...and how wise one would be to have your new home ready to enjoy for the summer!

For sellers...the buyers are coming from off Cape...especially with a holiday weekend. If you have your home realistically priced, looking attractive with fresh paint and clean carpets, free from clutter...you have a good chance of selling it now and avoiding carrying it over the winter months with all the attendant expenses.

If you would like market reports on other towns on the Cape, go to [www.raveis.com](http://www.raveis.com) and on the left side of the home page is a bright yellow "badge" that will give you extensive information on the rest of the Cape.

Below are the "sold" prices for single family homes in Chatham during the past three months.

I hope this market report has been helpful to you in making an informed decision. Please do be in touch if I can help you further.

*Evelyn*

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**Chatham, MA - Single Family Properties  
Three Months Ending December, 2010**

<b>October, 2010</b>		<b>William Raveis Real Estate</b>		
<b>Address</b>	<b>Bdrms</b>	<b>List Price</b>	<b>Sale Price</b>	<b>Days on Market</b>
77 Quasson	4	1,900,000	1,800,000	20
400 Cockle Cove	4	1,499,900	1,300,000	278
364 Bridge	3	1,195,000	1,029,500	392
316 Stage Harbor	5	1,250,000	985,000	143
38 Mill Pond	5	949,000	875,000	202
151 Old Harbor	6	949,000	815,000	407
345 Riverview	4	649,000	620,000	27
45 Overlook	2	599,000	580,000	195
20 Eel River	2	585,000	540,000	183
41 Bucks Creek	4	549,900	532,500	10
177 Countryside	3	385,000	383,000	11
55 Lantern	3	384,000	382,000	52
1691 Old Queen Anne	3	399,000	380,000	109
217 Shane	2	344,900	327,500	174
875 Main	3	289,500	250,000	83
46 Barn Hill	2	235,000	192,500	24
<b>October Averages</b>	<b>3</b>	<b>760,200</b>	<b>687,000</b>	<b>144</b>

**Chatham, MA - Single Family Properties  
Three Months Ending December, 2010**

<b>November, 2010</b>		<b>William Raveis Real Estate</b>		
<b>Address</b>	<b>Bdrms</b>	<b>List Price</b>	<b>Sale Price</b>	<b>Market Time (Days)</b>
38 Briggs	8	4,995,000	4,500,000	586
311 Seapine	4	3,450,000	3,300,000	27
840 Fox Hill	5	3,100,000	2,850,000	127
25 Sunset	3	1,750,000	1,450,000	212
17 Court	3	1,485,000	1,420,000	177
357 Stony Hill	4	999,000	912,500	271
21 Mill Pond	4	899,000	820,000	184
105 Hitchingpost	3	819,000	750,000	184
74 Palmer	3	709,900	677,000	83
16 Tappan	3	699,900	614,000	258
23 Collins	3	529,000	490,000	114
1731 Main	2	329,000	329,100	131
16 Janes	3	349,000	325,000	113
200 Tanglewood	3	278,500	278,500	124
<b>November Averages</b>	<b>4</b>	<b>1,456,593</b>	<b>1,336,864</b>	<b>185</b>

**Chatham, MA - Single Family Properties  
Three Months Ending December, 2010**

**December, 2010**

**William Raveis Real Estate**

<b>Address</b>	<b>Bdrms</b>	<b>List Price</b>	<b>Sale Price</b>	<b>Market Time (Days)</b>
414 Fox Hill	4	3,450,000	2,550,000	287
28 Seaview	3	1,995,000	1,825,000	466
8 Howes	2	1,895,000	1,800,000	57
133 Taylors Pond	3	1,899,000	1,700,000	286
147 Seaview	3	1,595,000	1,570,000	206
61 Shore	6	1,595,000	1,475,000	586
87 Aunt Nabbys	3	1,495,000	1,442,500	69
52 Tisquantum	4	1,500,000	1,400,000	27
23 Linnell	3	1,495,000	1,375,000	209
118 Cross	3	1,175,000	1,175,000	229
14 Windsong	3	835,000	750,000	54
9 Shady	3	719,900	690,000	53
81 Seaview	2	719,000	662,500	1,358
78 The Cornfield	3	639,000	636,000	185
268 Deer Meadow	3	609,900	585,000	181
69 Horizon	3	595,900	569,000	250
83 Potonumecot	4	545,000	527,500	85
35 Ivy Hill	3	384,900	460,000	9
1151 Old Queen Anne	3	495,000	415,000	359
85 Monomessat	3	425,000	375,000	38
204 Old Comers	4	395,000	360,000	55
227 Meetinghouse	3	349,000	325,000	159
35 Snow	2	249,000	215,000	33
<b>December Averages</b>	<b>3</b>	<b>1,089,374</b>	<b>994,891</b>	<b>228</b>