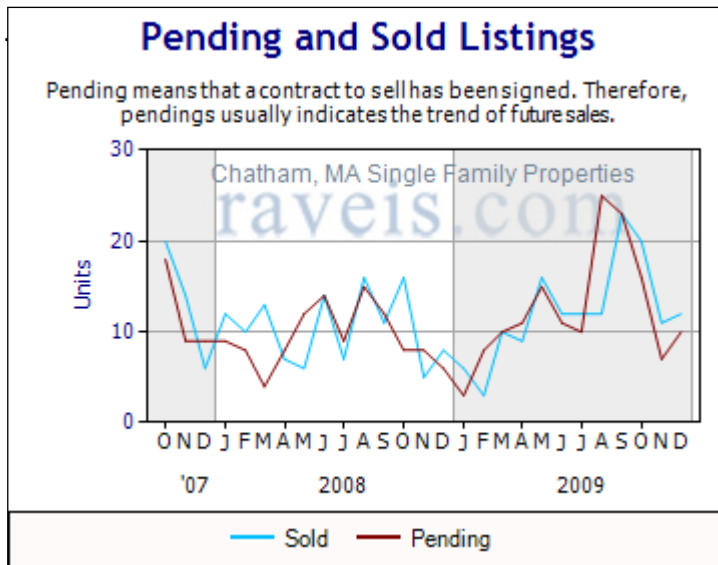


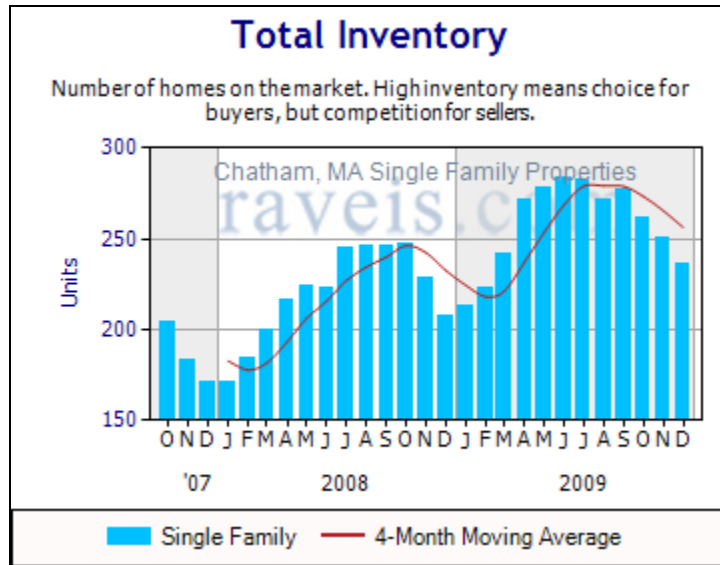


Think Summer!

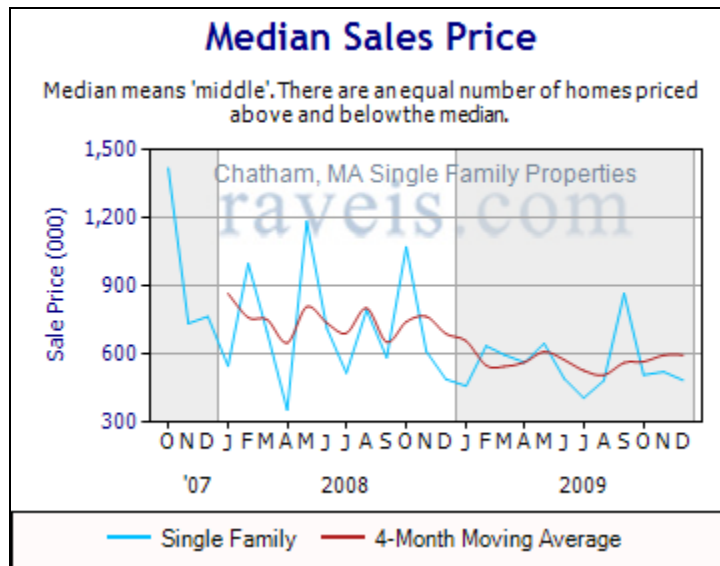
January 19, 2010 Market Report

There is good news for real estate activity in Chatham! The December stats are finally here and the pendings and sales are up compared to 2007 and 2008.

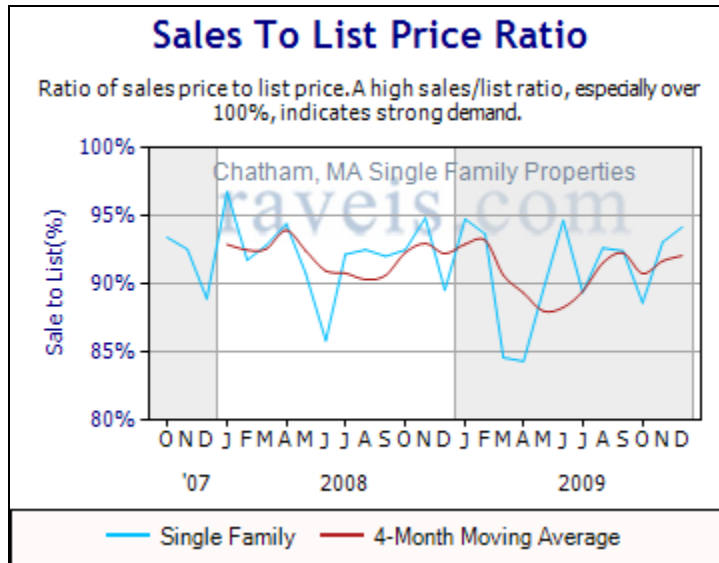




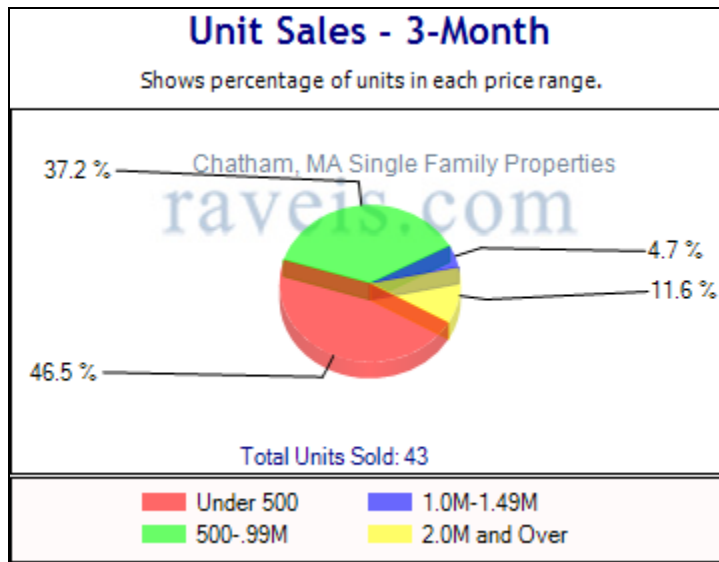
Another positive indication is that inventory continues on a downward trend. For buyers, this means fewer homes to choose from. For sellers, this is good news as their properties have less competition in the marketplace.



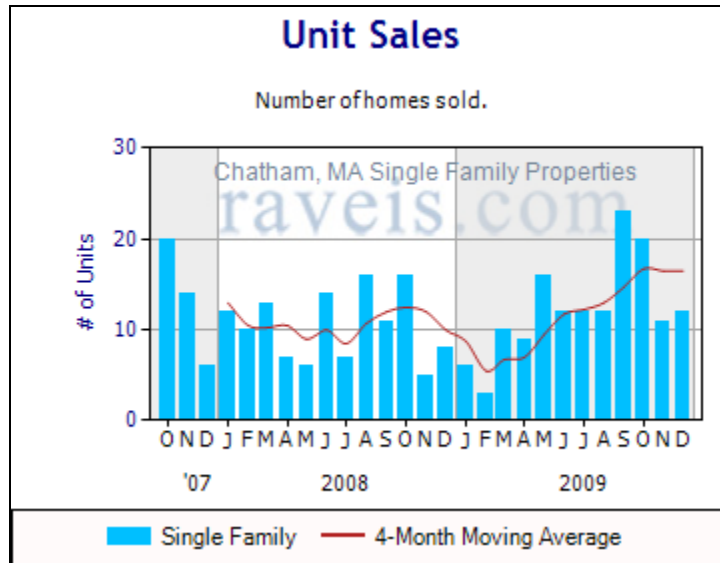
The median sales price looks most attractive too as it indicates that home prices are lower and good buys are still to be had.



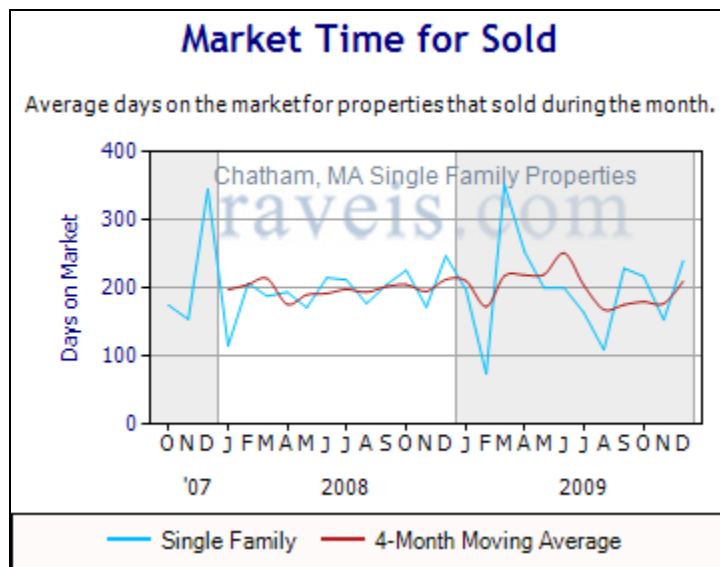
A most important aspect of this report to consider is the sales to list price ratio which is showing an upward trend at the moment indicating that buyers are paying close to 94% of the list price which is an upward movement from a few months ago. One must also take into consideration that these list prices probably started out a bit higher than they are currently.



Unit sales in the past three months show a preponderance of homes selling for under \$500,000 which shows there are still excellent buys around!



Unit sales for December of 2009 were higher than those of the preceding two Decembers...another positive note that the market is returning to be more active.



The time homes are on the market is still in the range of 200 days.

Now what does all this mean to you as a buyer or a seller?

If you are a buyer...this is an excellent time to buy! Home prices in Chatham are still quite reasonable compared to a few years ago and many very attractive and desirable homes are available. This is an excellent time for a home purchase as a good deal may be had as sellers are not too thrilled about the costs of heating, mortgage and insurance as

well as snow removal and maintenance over the winter. The real bonus other than a great buy for you is that you can have your new home ready to enjoy for next summer! If you are interested in renting your home when you are not using it, a purchase at this time will enable you to have it in most attractive condition for the season and obtain optimal return on it.

A cautionary note for buyers though...interest rates are starting to creep up. While the rates are still quite good, they are moving up and one would be wise to take advantage of the fine selection of homes available as well as the very good prices offered currently.

For sellers...if your home is in good condition, shows well and is realistically priced...the buyers are here and ready to buy! When you add up the cost of maintaining the home with all the attendant expenses, it does make sense to price it competitively so it will sell quickly.

If you would like to have a free comparative market analysis to see what you could price your home at with no obligation, I would be delighted to help you.

I hope this information has been most informative to you. Please do be in touch if I can help you with your real estate needs.

Below you will see charts of Chatham homes sales during the past three months.

Evelyn

Evelyn Doane  
Broker, ABR, RSPS  
508-237-1629 cell  
508-945-7777 office  
37 Cross Street  
Chatham, MA  
[edoanecod@comcast.net](mailto:edoanecod@comcast.net)  
[www.ChathamByTheSeaWithEvelyn.com](http://www.ChathamByTheSeaWithEvelyn.com)  
Raveis Real Estate Company



# Chatham, MA Single Family Properties

Three Months Ending December, 2009

**October,  
2009**

**William Raveis Real Estate**

<b>Address</b>	<b>Bedrooms</b>	<b>List Price</b>	<b>Sale Price</b>	<b>Market Time (Days)</b>
61 Tide Mill	5	6,900,000	5,600,000	99
74 Old Salt Works	5	2,999,000	2,800,000	304
560 Fox Hill	4	2,950,000	2,750,000	950
231 Eastward	4	1,399,900	1,250,000	468
41 Harbor	5	1,325,000	1,067,500	119
49 Tappan	3	995,000	925,000	176
71 Monomessat	3	597,000	571,000	317
83 Glendon	3	599,000	550,000	241
14 Jeannete	3	550,000	540,000	414
32 Hilltop	3	549,000	515,000	39
29 Cleo	3	560,000	507,500	52
432 Training Field	3	499,750	481,700	17
216 Wilfred	3	445,000	400,000	250
27 Pine	2	399,900	394,000	69
330 Old Queen Anne	3	399,000	374,500	245
30 Melody	2	399,000	368,000	87
112 Soundview	2	374,900	332,000	127
32 Cory	2	349,900	329,000	154
1318 Old Queen Anne	4	290,000	291,000	8
2016 Main	3	350,000	285,000	238
<b>October Averages</b>	<b>3</b>	<b>1,146,568</b>	<b>1,016,560</b>	<b>219</b>

# Chatham, MA Single Family Properties

Three Months Ending December, 2009

**November,  
2009**

**William Raveis Real Estate**

<b>Address</b>	<b>Bedrooms</b>	<b>List Price</b>	<b>Sale Price</b>	<b>Market Time (Days)</b>
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
44 Earles	3	587,000	565,000	383
80 Dairy	2	585,000	565,000	35
33 Wading Place	3	585,000	525,000	73
12 Katie Ford	3	519,900	485,000	218
60 Deering	3	525,000	485,000	43
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
<b>November Averages</b>	<b>3</b>	<b>604,991</b>	<b>563,364</b>	<b>155</b>

# Chatham, MA Single Family Properties

Three Months Ending December, 2009

**December,  
2009**

**William Raveis Real Estate**

<b>Address</b>	<b>Bedrooms</b>	<b>List Price</b>	<b>Sale Price</b>	<b>Market Time (Days)</b>
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
<b>December Averages</b>	<b>4</b>	<b>994,375</b>	<b>936,917</b>	<b>242</b>