

# Chatham May Market Report 2010

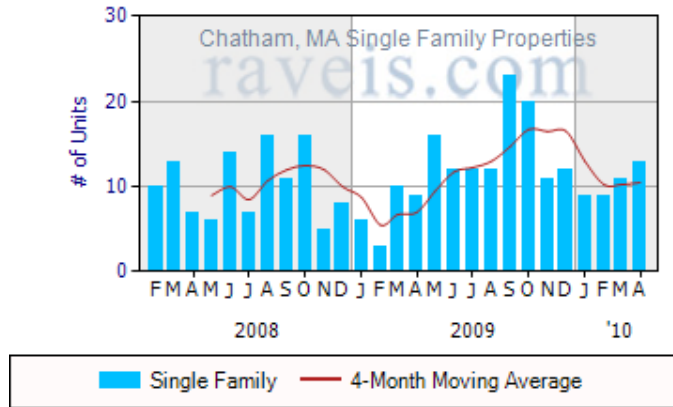


What a beautiful time of the year to come to Cape Cod! The fish are biting...walking on the beach is a delight...golf is great on one of our fifty courses...the water is a sapphire blue for sailing...and there are so many events to enjoy!

And more good news this month! Homes are selling in Chatham and interest rates are amazingly good right now. This is a time of unusual opportunities to find just the perfect home you have been searching for!

## Unit Sales

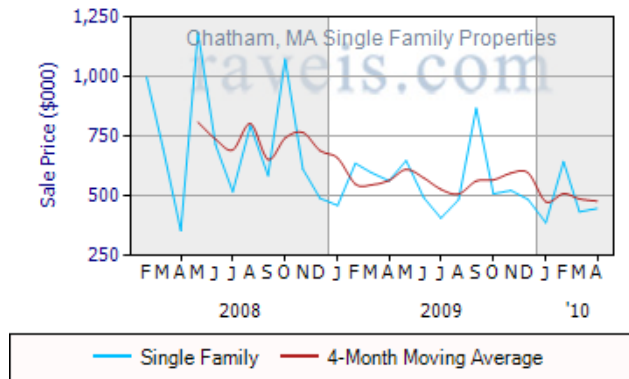
Number of homes sold.



Sales in April were 13. This is good news as it is a 44.4% improvement over April 2009 sales.

## Median Sales Price

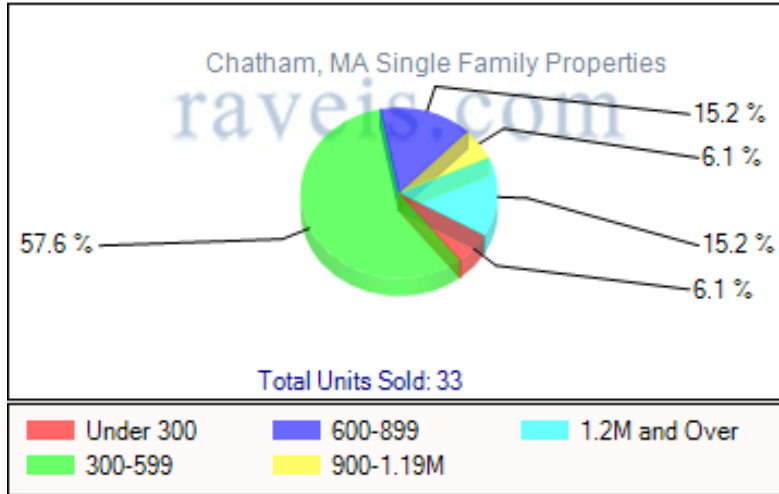
Median means 'middle'. There are an equal number of homes priced above and below the median.



And more good news! The median price of \$450,000 is down 20.5% from \$566,000 in April of 2009.

### Unit Sales - 3-Month

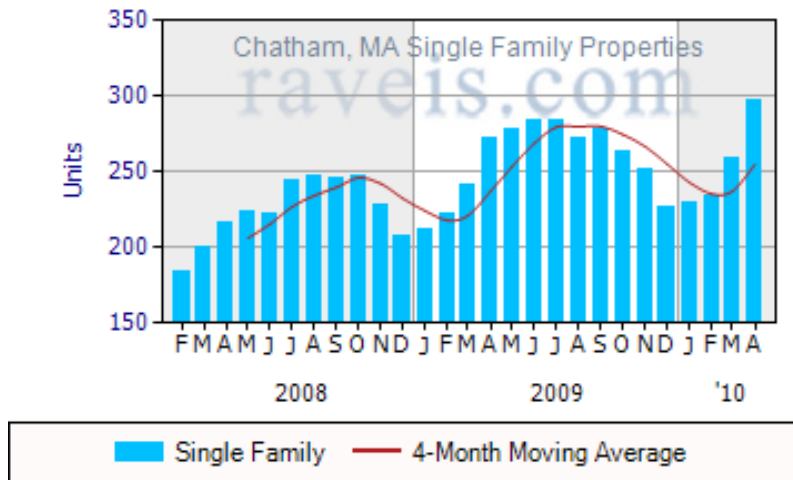
Shows percentage of units in each price range.



For the last three months, 57.6% of sales were under \$600,000. This means there are quite a few affordable homes available.

### Total Inventory

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

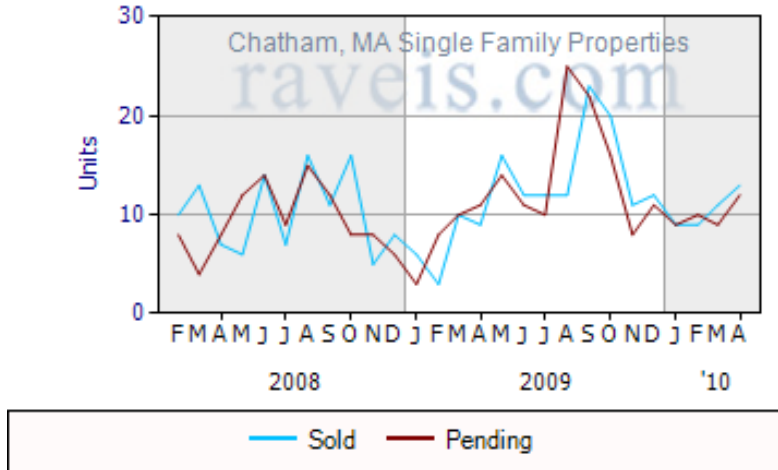


As you can see, there are almost 300 homes on the market now. This is not surprising in that many sellers take theirs off the market during the winter and put them back on

come Spring when more motivated buyers are starting to look. Obviously buyers have many to choose from!

## Pending and Sold Listings

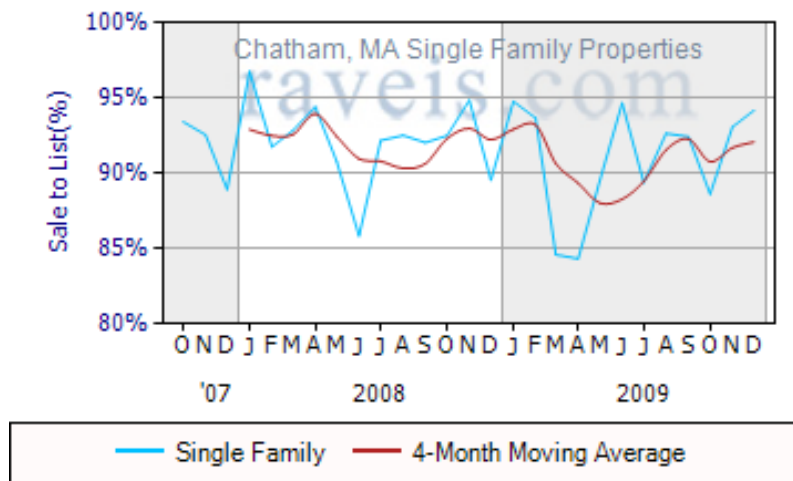
Pending means that a contract to sell has been signed. Therefore, pendencies usually indicates the trend of future sales.



Pendings and solds are on the rise and we anticipate a good season!

## Sales To List Price Ratio

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



The sales to list price ratio is moving up a bit but still below 95% indicating that a buyer's market is still with us. It is important to keep in mind however, that there may have been several price reductions from the original asking price.

Now what does all this mean to you? If you are a buyer...this is a great time to “get your toe in the water” and buy on the Cape. Even though you may buy something less than the ultimate home of your dreams, you can always trade up in the future after building some equity. Do keep in mind too that there is a huge demand for rental properties during the summer and when you are not using your home, this can certainly help with expenses.

If you are a seller...buyers are looking! If your home shows well and is in good condition with attractive landscaping and an immaculate interior and a realistic price...you WILL have potential buyers. Those who are waiting for the market to improve may have a long wait...perhaps several years...meanwhile incurring the expenses of mortgage, insurance, maintenance and taxes.

If I can help you with any of your real estate needs, please be in touch!

Listed below are the homes sold in Chatham during the past three months.

## Chatham, MA Single Family Properties

### Three Months Ending April, 2010

#### February, 2010

#### William Raveis Real Estate

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
174 Eastward	5	4,699,000	3,850,000	184
43 Cross	3	1,595,000	1,450,000	537
661 Orleans	4	1,295,000	1,200,000	36
155 Inlet	5	999,000	945,000	27
50 East	4	699,000	646,300	116
304 Riverview	3	499,100	494,000	1,197
6 Ethelma	3	549,000	459,000	210
356 Deer Meadow	2	439,900	415,000	521
51 Cory	3	366,300	371,000	18
<b>February Averages</b>	<b>4</b>	<b>1,237,922</b>	<b>1,092,256</b>	<b>316</b>

## Three Months Ending April, 2010

### March, 2010

### William Raveis Real Estate

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
43 Scatteree	4	2,200,000	2,000,000	577
14 Periwinkle	4	795,000	710,000	276
163 George Ryder	3	515,000	472,500	389
31 Winterset	4	519,000	465,000	134
419 Cedar	3	539,900	450,000	267
32 Riverview	4	449,900	436,000	184
210 Horizon	3	399,000	375,000	154
65 Lantern	3	399,000	360,000	552
130 Tirrells	3	359,000	340,000	60
57 Old Comers	3	385,000	320,000	69
51 Cod	4	333,333	292,000	30
<b>March Averages</b>	<b>3</b>	<b>626,739</b>	<b>565,500</b>	<b>245</b>

## Chatham, MA Single Family Properties

## Three Months Ending April, 2010

### April, 2010

### William Raveis Real Estate

Address	Bedrooms	List Price	Sale Price	Market Time (Days)
157 Sears	3	4,750,000	5,000,000	1
6 Nantucket	3	1,295,000	1,100,000	66
84 Baileys	3	949,000	855,000	119
51 Eliphamets	6	995,000	815,000	174
25 Ryder Pond East	3	799,900	655,000	107
5 Bobbies	4	575,000	550,000	18
115 Round Cove	3	499,000	450,000	348
91 Beach Plum	3	449,000	415,000	61
468 Orleans	3	429,950	397,500	237
23 Rumson	2	399,900	360,050	255
10 Somerset	3	379,000	353,750	207
250 Tanglewood	3	349,900	338,000	48
7 Aunt Matties	2	309,000	290,000	177
<b>April Averages</b>	<b>3</b>	<b>936,896</b>	<b>890,715</b>	<b>140</b>

I hope the above has been helpful and informative. If I can be of any assistance, please let me know.

## Evelyn

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