



November 2011 Chatham Market Report

The Cape has been having some exceptional weather lately! Several days in a row have been over 60o! Great for golf, dredging for scallops or just being out enjoying all the Cape has to offer.

The real estate news is a bit better with more activity in the past month as the matrix shows.

Chatham, MA - Single Family Properties One-Month Comparison:

	October, 2011	October, 2010	% Chg
Unit Sales	21	16	31.3%
Average Sale Price	\$1,359,905	\$687,000	97.9%
Median Sale Price	\$1,050,000	\$560,000	87.5%
Average List Price	\$1,305,120	\$1,445,025	-9.7%
Sales to List Price Ratio	89.8%	90.4%	-0.7%
Inventory	265	268	-1.1%
Months of Supply	20.8	20.4	2.1%
Market Time (Days)	202	143	41.3%
Price per Sq Ft	\$547	\$390	40.3%

Data From: CCTAOR

As you can see, we have had a great surge in activity during the past month. Sellers please take note...buyers are still coming and this would indicate that they are motivated!

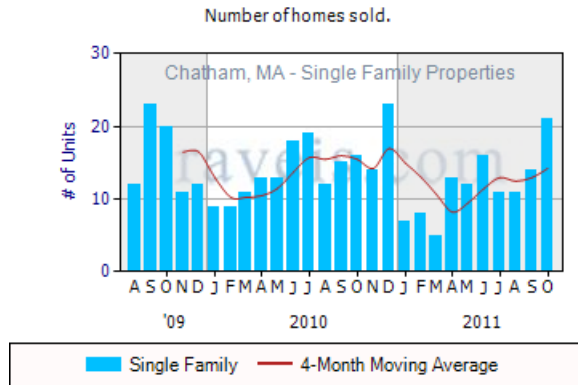
The three month matrix also indicates positive activity. One word of caution though...there have been some recent sales of some very expensive properties and that tends to skew the numbers disproportionately so do take that into consideration.

Chatham, MA - Single Family Properties 3 Months Ending:

	October, 2011	October, 2010	% Chg
Unit Sales	46	43	7.0%
Average Sale Price	\$1,319,543	\$785,971	67.9%
Median Sale Price	\$890,000	\$585,000	52.1%
Average List Price	\$1,344,564	\$1,423,736	-5.6%
Sales to List Price Ratio	91.6%	90.8%	0.9%
Inventory	274	284	-3.5%
Months of Supply	22.0	20.9	5.2%
Market Time (Days)	216	183	18.0%
Price per Sq Ft	\$557	\$407	37.1%

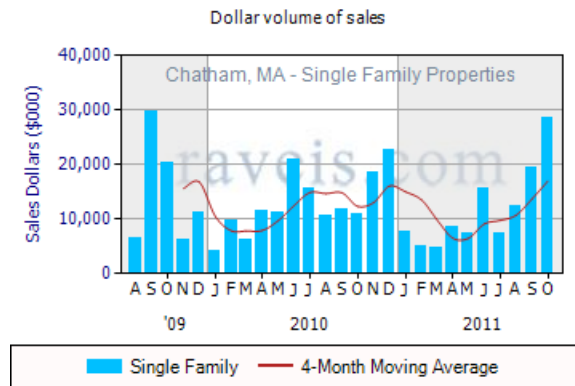
Data From: CCIAOR

Unit Sales



This unit sales chart shows a very positive amount of activity that is close to the highest numbers of the last three years for October 2011. The four month rolling average indicates this trend should continue.

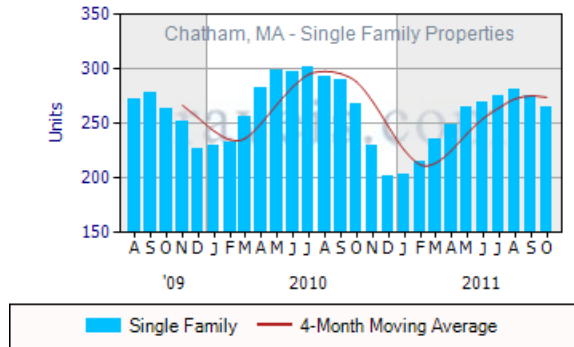
Dollar Sales



Dollar sales looks rather impressive. Chatham homes do tend to keep their value.

Total Inventory

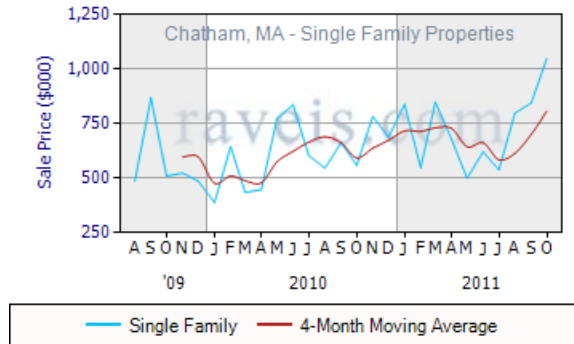
Number of homes on the market at the end of the month.



For buyers, do notice there are quite a few homes on the market so you have many attractive choices. For sellers...your house must be priced realistically and competitively and be in great condition compared to your competition.

Median Sales Price

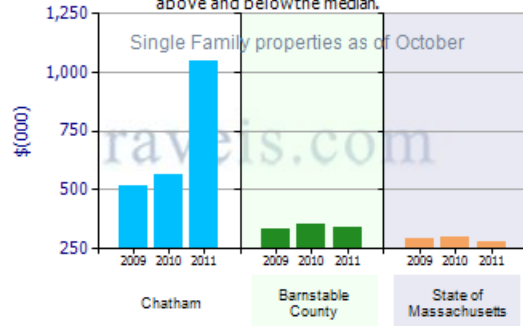
Median means 'middle'. There are an equal number of homes priced above and below the median.



It is always interesting to compare Chatham's median sales price with that of Barnstable County and the state. 2011 has brought a surge of higher prices, which is good news for sellers.

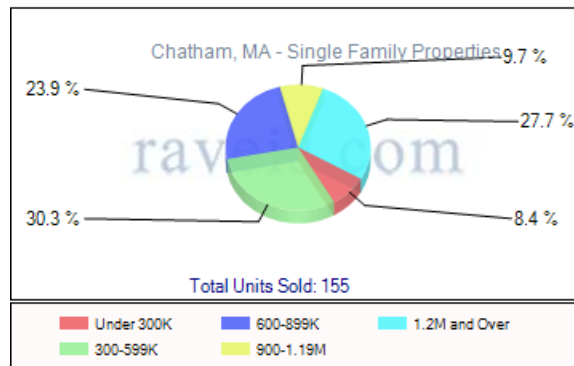
Median Sale Price, YTD

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



Unit Sales - 12 Month

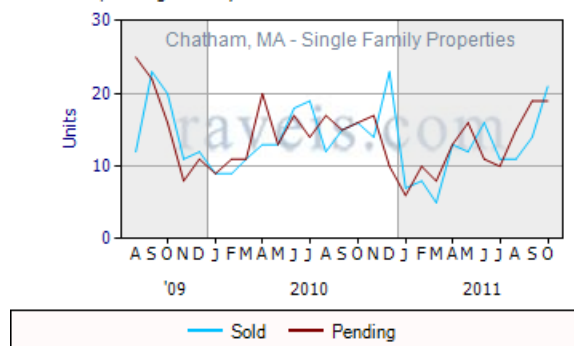
Shows percentage of units in each price range.



However, this pie chart shows there are plenty of homes in the under \$600,000 range that are available so do be aware with the help of a good broker you can find just the perfect place for you at a price that will make you happy! This is the time of the year when sellers are most motivated as they do not want to carry their places over the winter with all the attendant expenses. For the buyer, this is such a good time to make that investment not only as a better buy but also to have the opportunity to get things done in order to enjoy your new home next summer...upgrades..furniture...perhaps looking into renting it when you are not there, etc.

Pending and Sold Listings

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



This chart shows Pendings and Solds...and looks quite positive for the future. The majority of Pendings do turn into Solds and while there was a downturn earlier...this is looking good!



Here is something to think about especially with the current volatility of the stock market. A home on the Cape can be a fine investment and also provide so much enjoyment for you and your family and friends!

To reiterate...what a time to buy a home! Sellers...if your home is priced competitively and shows well, it will sell. Our sophisticated buyers are constantly looking on the internet and are very aware of the homes that are available, so you do want to be ahead of your competition in pricing and the appearance of your place.

I will be happy to offer you a free no obligation Comparative Analysis to give you an idea of what your house is worth. If you know of someone who would enjoy reading this report, please do share it with them.

My best wishes to you all for a Happy Thanksgiving! Let us be grateful for the wonderful country we live in and all our family and friends who mean so much to us.

Evelyn



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Here are the homes sold in Chatham during the past three months:

Chatham, MA - Single Family Properties Three Months Ending October, 2011

August, 2011

William Raveis Real Estate

Address	Bdrms	List Price	Sale Price	Market Time (Days)
94 Uncle Alberts	5	3,495,000	3,000,000	633
26 Watch Hill	4	2,095,000	2,000,000	357
85 Cedar	4	1,695,000	1,540,000	568
21 Watch Hill	3	1,695,000	1,525,000	6
298 Woodland	3	1,100,000	900,000	146
25 Battlefield	5	895,000	800,000	136
14 Windsong	3	799,000	725,000	239
56 Potonumecot	3	695,000	656,000	71
23 Oxbow	3	649,000	613,500	29
187 Bay View	4	489,000	470,000	84
62 Captain Kendrick	3	344,630	332,000	64
August Averages	4	1,268,330	1,141,955	212

Chatham, MA - Single Family Properties Three Months Ending October, 2011

September, 2011

William Raveis Real Estate

Address	Bdrms	List Price	Sale Price	Market Time (Days)
74 Sears Point	5	6,500,000	6,500,000	23
465 Stage Harbor	4	2,795,000	2,800,000	228
355 Morris Island	4	2,695,000	2,200,000	926
47 Holway	4	1,999,900	1,800,000	812
55 Strong Island	3	1,695,000	1,675,000	176
34 Diane	3	995,000	950,000	316
6 Surrey	3	931,000	920,000	5
355 Training Field	3	795,000	772,500	433
74 Oval	3	449,900	405,000	78
477 Training Field	3	374,477	354,000	137
39 Ralph	3	349,900	342,000	30
141 George Ryder Road South	2	325,000	321,000	3
65 Captain Kendrick	3	299,000	280,000	161
978 Old Queen Anne	2	279,000	260,000	57
September Averages	3	1,463,084	1,398,536	242

**Chatham, MA - Single Family Properties
Three Months Ending October, 2011**

October, 2011

William Raveis Real Estate

Address	Bdrms	List Price	Sale Price	Market Time (Days)
35 Sears	6	4,495,000	4,495,000	385
262 Stage Neck	5	4,600,000	3,882,000	207
70 Cabot	4	2,750,000	2,525,000	174
138 Stage Island	4	2,495,000	2,250,000	582
44 Nickerson	3	1,975,000	1,750,000	31
573 Stage Harbor	4	1,650,000	1,450,000	198
26 Cove Rd	4	1,650,000	1,400,000	152
87 Harbor Hill	4	1,595,000	1,375,000	156
388 Main	8	1,750,000	1,335,000	354
232 Old Harbor	6	1,250,000	1,125,000	210
120 Woodland	5	1,195,000	1,050,000	152
86 Kemah	4	995,000	880,000	199
58 Horseshoe	4	949,500	830,000	115
274 Cedar	3	799,000	780,000	213
35 Highland	4	729,000	722,000	21
76 Baileys	3	777,000	690,000	171
97 Riverview	4	574,999	525,000	560
4 Sulphur Springs	3	499,000	475,000	116
204 Countryside	4	399,000	385,000	25
51 Old Village	3	390,000	350,000	141
25 Toms	2	294,000	284,000	174
October Averages	4	1,514,833	1,359,905	206