



Chatham October 2011 Market Report

What a great time to be on the Cape! Columbus Day weekend has been spectacular with blue skies and temperatures in the 80s! There are so many people in town enjoying our very special place here on the elbow of the Cape...and hopefully looking for homes to enjoy next summer. Prices are down a bit as sellers do not want to carry their places over the winter. If you are an interested buyer thinking how much fun you and your family can have here ...this is the time to buy! Prices in Chatham and the surrounding towns have remained rather stable compared to other towns on the Cape and especially the nation in general. Some financial advisors I have spoken to are recommending investing in real estate considering the volatility of the economic situation and the stock market.

Below is the one month comparison Matrix for Chatham comparing September 2010 and 2011. Unit sales are rather similar while the median sale price is 27.3% higher...again Showing how Chatham homes do keep their value even in these challenging economic times! Do notice Market Time...days it takes a place to be sold. That figure is up considerably and sellers must be patient!

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

	September, 2011	September, 2010	% Chg
Unit Sales	14	15	-6.7%
Average Sale Price	\$1,398,536	\$801,400	74.5%
Median Sale Price	\$846,250	\$665,000	27.3%
Average List Price	\$1,382,617	\$1,411,187	-2.0%
Sales to List Price Ratio	95.6%	89.7%	6.6%
Inventory	277	290	-4.5%
Months of Supply	22.5	21.5	4.6%
Market Time (Days)	240	188	27.7%
Price per Sq Ft	\$659	\$418	57.7%

Data From: CCIAOR

Chatham, MA - Single Family Properties Year to Date:

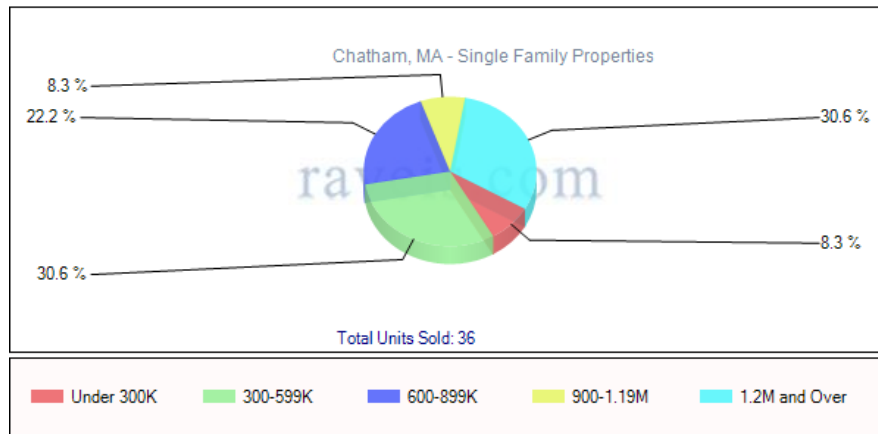
	Through September, 2011	Through September, 2010	% Chg
Unit Sales	97	119	-18.5%
Average Sale Price	\$918,672	\$865,429	6.2%
Median Sale Price	\$650,000	\$595,000	9.2%
Average List Price	\$1,383,385	\$1,411,984	-2.0%
Sales to List Price Ratio	91.4%	91.9%	-0.6%
Inventory	251	276	-9.1%
Months of Supply	19.4	20.7	-6.2%
Market Time (Days)	226	212	6.6%
Price per Sq Ft	\$442	\$417	5.9%

Data From: CCI/AOR

A year to date comparison indicates less homes being sold but with the median price being higher. Year to date unit sales are down, but median prices are up. The sales to list price ratio...difference in selling price and list price...remains much the same. Again, market time is well over 200 days.

Unit Sales - 3-Month

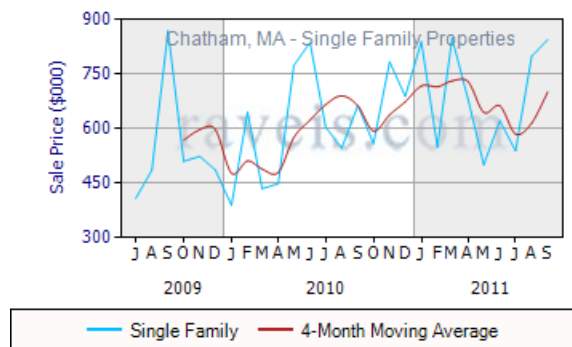
Shows percentage of units in each price range.



This pie chart shows almost 40% of single family homes sold have been under \$600,000. Interestingly, homes selling for over \$1,200,000 show a whopping 30.6% of the market activity. The chart is an indication that there are good buys whatever your price range may be.

Median Sales Price

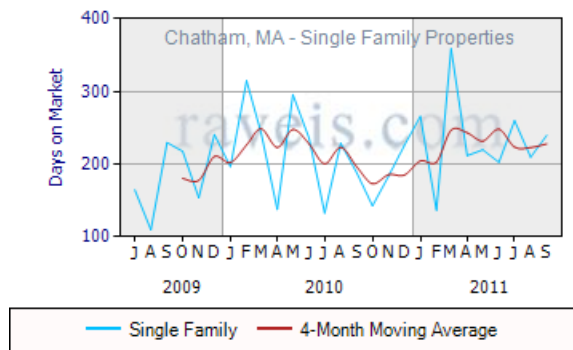
Median means 'middle'. There are an equal number of homes priced above and below the median.



Looking at median sales prices, perhaps there is good news for sellers in that buyers are making higher priced purchases. There is also good news for buyers in that the mortgage rates hovering around 4% and sometimes lower are an opportunity to buy more of a home for the monthly mortgage payments than a few years ago.

Market Time for Sold

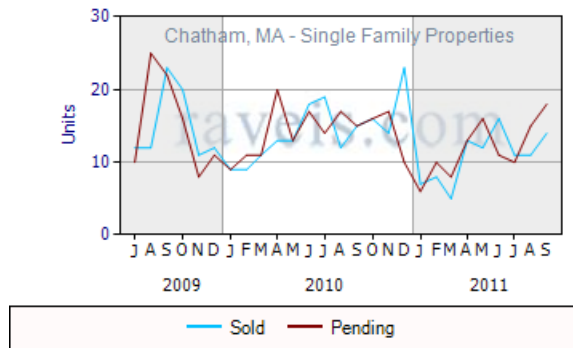
Average days on the market for properties that sold during the month.



This chart indicates the time for selling a home and the four month rolling average seems to be holding steady at over 200 days.

Pending and Sold Listings

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



The Pending and Sold Listings Chart is a cause for optimism. A pending sale is when the Purchase and Sales Agreement has been signed, and the vast majority of these culminate in a sale. The trend and the four month moving average are both going up indicating positive activity in the months to come.

Now what does this all mean to you? If you are a buyer...now is the time! As was said before...sellers are motivated! They do not want to carry their homes over the winter with all the attendant expenses and prices could be most attractive to you. Keep in mind that Chatham and the surrounding towns of Orleans, Brewster and Harwich are very desirable destinations for vacations and you can easily rent your new home when you are not here.

If you are a seller...price your home in a realistic manner and it will sell! Buyers are very sophisticated these days and can do the comps and realize when a house is priced out of line with its competitors. This is a great time to do some effortless landscaping to give your place great curb appeal. Mums are so colorful...put generous pots of them around with some pumpkins and you are done! Naturally your house should be clean and attractive and rid of personal items to

show to its best advantage. Buyers want to visualize their possessions in the rooms and too many family pictures and clutter will hurt that process. Remember that in Chatham there are well over 200 places to choose from and you want to be ahead of your competition with a good price and an irresistible house.

I hope this information has been useful and informative. If you are interested in selling your house, I will be happy to give a free Comparative Market Analysis to show you what your house is worth. If you know of any friends who may be interested in buying or selling, please share this with them.

Following are "Sold" prices of homes in Chatham for the last three months. Do notice that there have been several really high priced homes sold and that can skew the averages considerably.

Evelyn



Evelyn Doane Broker ABR RSPS

37 Cross Street, Chatham, MA 02633

Cell...508-237-1629

Office...508-945-7777

www.ChathamByTheSeaWithEvelyn.com



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

July, 2011		William Raveis Real Estate		
Address	Bedrooms	List Price	Sale Price	Market Time (Days)
7 Cow Yard	4	1,650,000	1,400,000	278
31 Hallet	4	1,445,000	1,280,000	231
154 Old Harbor	3	895,000	800,000	208
8 Windmill	4	950,000	800,000	51
27 Eldredge Sq	2	675,000	650,000	23
93 Lakeview	3	599,900	540,000	93
27 Shirley	4	549,900	510,000	340
10 Meadow View	3	499,000	472,500	122
189 Country Side	3	430,000	374,000	776
16 Monomoit	2	349,000	325,000	516
2300 Main	3	330,000	294,999	243
July Averages	3	761,164	676,954	262

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

**August,
2011**

**William Raveis Real
Estate**

Address	Bedrooms	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 September, 2011

September, 2011

**William Raveis Real
Estate**

Address	Bedrooms	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