



September 2010 Chatham Market Report

What a perfect time to be on the Cape! The weather is crisp and clear and the crowds are gone. This is a great time for golf, sailing and seeing the many things there are to visit in Chatham and on the Cape. As you can see by the picture, this is cranberry harvesting time too. To watch the harvest is a very special experience you won't forget.

And now to real estate...Just like politics, all real estate is local. If you have been reading the gloom and doom in the national media, do realize this does not apply to the Cape and especially not to Chatham! The Cape and especially Chatham are entities unto themselves. While prices are much more realistic than they were a few years ago, properties here are maintaining their value. With the interest rate at the moment about 4.2% and motivated sellers, this is an excellent time to consider investing in that home on the Cape to create those memories that will last for generations!

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

	August, 2010	August, 2009	% Chg
Unit Sales	11	12	-8.3%
Average Sale Price	\$951,523	\$543,292	75.1%
Median Sale Price	\$550,000	\$486,500	13.1%
Average List Price	\$1,478,309	\$1,362,436	8.5%
Sales to List Price Ratio	92.3%	92.7%	-0.4%
Inventory	309	273	13.2%
Months of Supply	22.1	27.2	-18.9%
Market Time for Sold (Days)	246	110	123.6%
Market Time for Inventory (Days)	249	288	-13.7%
Price per Sq Ft for Sold	\$421	\$367	14.8%
Price per Sq Ft for Inventory	\$612	\$574	6.5%

Data From: CCI/AOR

This first matrix shows the comparison between August 2009 and August 2010. While one less property was sold, the average and median sales prices were up. Of course with this small a sampling, the numbers can be a bit skewed, but there does seem to be a trend upward with prices. The sales to list price ratio...the asking price compared to the sold price ...remains about the same. There are certainly many homes on the market so the buyer will have a good selection to choose from.

The next matrix shows some positive figures comparing the last three months of 2010 to those of 2009.

Chatham, MA - Single Family Properties 3 Months Ending:

	August, 2010	August, 2009	% Chg
Unit Sales	47	36	30.6%
Average Sale Price	\$1,000,306	\$689,486	45.1%
Median Sale Price	\$658,000	\$452,500	45.4%
Average List Price	\$1,464,957	\$1,327,382	10.4%
Sales to List Price Ratio	93.5%	92.2%	1.5%
Inventory	302	280	7.9%
Market Time for Sold (Days)	195	159	22.6%
Market Time for Inventory (Days)	240	293	-18.1%
Price per Sq Ft for Sold	\$465	\$404	15.1%
Price per Sq Ft for Inventory	\$610	\$566	7.8%

Data From: CCIAOR

Do notice the positive figures here...for the three months, unit sales are up 30.6%! The average sale price is also rising. This is good news for sellers as there is the possibility that the market has hit bottom here in Chatham and is on the rise.

Chatham, MA - Single Family Properties
Year to Date:

	Through August, 2010	Through August, 2009	% Chg
Unit Sales	102	80	27.5%
Average Sale Price	\$885,643	\$769,437	15.1%
Median Sale Price	\$585,000	\$512,500	14.1%
Average List Price	\$1,446,186	\$1,304,662	10.8%
Sales to List Price Ratio	92.2%	89.8%	2.7%
Inventory	276	258	7.0%
Market Time for Sold (Days)	217	202	7.4%
Market Time for Inventory (Days)	260	325	-20.0%
Price per Sq Ft for Sold	\$419	\$411	1.8%
Price per Sq Ft for Inventory	\$596	\$551	8.2%

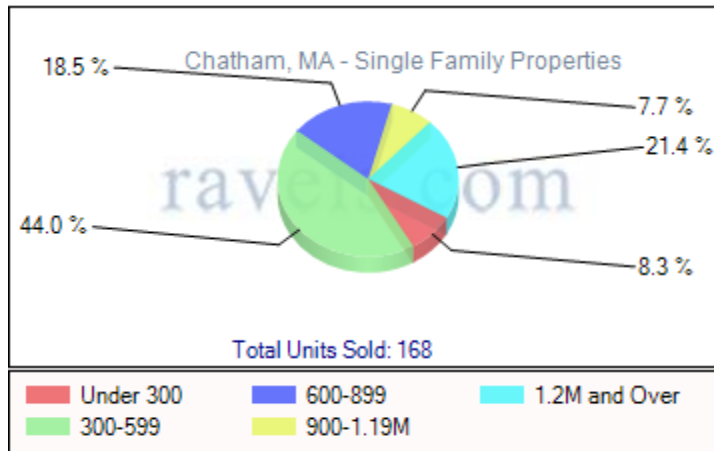
Data From: CCI AOR

Now here is some positive proof that Chatham is not following the dismal reports from the national media! Look at the significant increase in sales from the beginning of this year compared to 2009! We are up 27.5%. The median sales price is up a bit as well as the sales to list price ratio.

My advice to you if you are interested in buying a home is to consider doing it now rather than waiting and watching prices and interest rates go up! If you are a seller, do price your home in a realistic manner and have it look as attractive as possible. September and October are traditionally great months for serious buyers to come to the Cape...do take advantage of that!

Unit Sales - 12 Month

Shows percentage of units in each price range.



In the last twelve months, the trend seems to be for higher “sold” prices. Several months ago, homes under \$500,000 were about 50% of total sales...now the figure is under \$600,000. A quite significant amount of sales are in the \$600,000 to \$900,000 range as well as the 21.4% of sales over \$1,200,000. For sellers, this is a positive indication that there are buyers out there who are able to spend a significant amount of money if they find the home of their dreams.

If I can help you with your real estate needs...do be in touch. I am happy to do a free no obligation Comparative Market Analysis of your home. Do feel free to pass this along to any of your friends who you think might be interested.

Following is the list of homes in Chatham sold during the past three months.



Evelyn Doane Broker, ABR, RSPS
edoanecod@comcast.net
Www.ChathamByTheSeaWithEvelyn.com
508-237-1629 cell
508-945-7777 office

William Raveis Real Estate Company
37 Cross Street
Chatham, MA 02633

Chatham, MA - Single Family Properties				
June				
Address	Bedrooms	List Price	Sale Price	Market Time (Days)
848 Fox Hill	5	\$3,995,000	\$3,750,000	4
59 Chase	5	\$3,595,000	\$3,595,000	26
97 Moonbeam	4	\$2,595,000	\$2,300,000	732
78 Silver Leaf	6	\$1,799,999	\$1,650,000	103
21 Harbor View	4	\$1,595,000	\$1,575,000	36
39 Kendrick Harvest	3	\$995,000	\$1,000,000	114
30 Menekish	3	\$995,000	\$950,000	683
27 Kendrick Harvest	3	\$989,000	\$930,000	349
70 Colonial	4	\$899,000	\$887,000	305
132 Hardings Beach	3	\$819,000	\$790,000	40
123 George Ryder South	3	\$799,900	\$766,375	424
90 Morton	4	\$799,000	\$725,000	94
266 Hardings Beach	2	\$520,000	\$480,000	386
57 Hitching Post	2	\$499,000	\$465,000	211
54 Round Cove	3	\$429,000	\$415,000	110
29 Stage Coach	3	\$329,000	\$298,000	394
46 Barn Hill	0	\$125,000	\$125,000	5
June Averages	3	\$1,281,053	\$1,217,728	236
July				
Address	Bedrooms	List Price	Sale Price	Market Time (Days)
30 Tisquantum	5	\$2,450,000	\$2,200,000	104
41 Shore	4	\$2,195,000	\$1,950,000	205
14 Champlain	3	\$1,895,000	\$1,750,000	176
266 Seapine	3	\$1,695,000	\$1,535,000	81
465 Stage Harbor	3	\$1,395,000	\$1,300,000	361
129 Cedar	5	\$789,500	\$777,250	28
88 The Cornfield	3	\$725,000	\$677,500	114
52 Wentworth	5	\$645,000	\$626,500	87
20 Sybil	4	\$650,000	\$625,000	240
209 Round Cove	3	\$625,000	\$605,000	2
20 Cod	3	\$650,000	\$595,000	90
58 Longs	3	\$599,900	\$575,000	28
51 Fairview	3	\$596,130	\$562,000	93
49 Potonumcut	3	\$465,000	\$415,000	54
49 Meadow Brook	3	\$429,000	\$400,000	26
25 Gilmartin	3	\$369,900	\$363,000	36
68 Pine Knoll	3	\$399,000	\$330,000	775
91 Pond View	3	\$287,100	\$289,000	7
110 Mills	2	\$279,000	\$271,000	46
July Averages	3	\$902,081	\$834,013	134

August				
Address	Bedrooms	List Price	Sale Price	Market Time (Days)
28 Harbor View	4	\$2,250,000	\$2,245,000	26
248 Stage Neck	5	\$2,645,000	\$2,200,000	419
41 Frost Fish Hill	3	\$1,795,000	\$1,750,000	926
91 Rowland	3	\$1,350,000	\$1,200,000	536
115 Port View	3	\$685,000	\$658,000	127
7 Spinnaker	4	\$625,000	\$550,000	19
310 Pleasant	6	\$579,900	\$545,000	277
24 Old Village	3	\$409,000	\$375,000	77
15 Samoset	2	\$379,000	\$348,750	113
50 Winterset	3	\$359,000	\$340,000	26
103 Stony Hill Rd	2	\$265,000	\$255,000	206
August Averages	3	\$1,031,082	\$951,523	250
William Raveis Real Estate				