

# Chatham Twp.

## February 2016 Market Snapshot

| Units          | Address               | Style    | Bedrms | Baths | DOM        | Orig. List Price   | List Price         | Sales Price        | SP:LP         | Total Assessment | SP:AV       |
|----------------|-----------------------|----------|--------|-------|------------|--------------------|--------------------|--------------------|---------------|------------------|-------------|
| 1              | 40 Chestnut Road      | Colonial | 4      | 2.1   | 25         | \$740,000          | \$740,000          | \$725,000          | 97.97%        | \$715,600        | 1.01        |
| 2              | 344 Fairmont Avenue   | Colonial | 4      | 2.1   | 212        | \$948,000          | \$775,000          | \$727,500          | 93.87%        | \$823,000        | 0.88        |
| 3              | 22 Yarmouth Road      | CapeCod  | 4      | 3.0   | 33         | \$949,000          | \$949,000          | \$930,000          | 98.00%        | \$696,900        | 1.33        |
| 4              | 26 Scenery Hill Drive | Colonial | 6      | 5.1   | 170        | \$2,875,000        | \$2,775,000        | \$2,700,000        | 97.30%        | \$2,543,600      | 1.06        |
| <b>AVERAGE</b> |                       |          |        |       | <b>110</b> | <b>\$1,378,000</b> | <b>\$1,309,750</b> | <b>\$1,270,625</b> | <b>96.78%</b> |                  | <b>1.07</b> |

### ***"ACTIVE"*** LISTINGS IN CHATHAM TWP

**Number of Units:** 58  
**Average List Price:** \$1,593,907  
**Average Days on Market:** 72

### ***"UNDER CONTRACT"*** LISTINGS IN CHATHAM TWP

**Number of Units:** 26  
**Average List Price:** \$1,141,573  
**Average Days on Market:** 63

# Chatham Twp. 2016 Year to Date Market Trends

|                                  | January   | February    | March | April | May | June | July | August | September | October | November | December | YTD AVG     |
|----------------------------------|-----------|-------------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|-------------|
| Days on Market                   | 82        | 110         |       |       |     |      |      |        |           |         |          |          | 91          |
| List Price                       | \$978,625 | \$1,309,750 |       |       |     |      |      |        |           |         |          |          | \$1,089,000 |
| Sales Price                      | \$948,375 | \$1,270,625 |       |       |     |      |      |        |           |         |          |          | \$1,055,792 |
| Sales Price as a % of List Price | 97.58%    | 96.78%      |       |       |     |      |      |        |           |         |          |          | 97.32%      |
| Sales Price to Assessed Value    | 1.12      | 1.07        |       |       |     |      |      |        |           |         |          |          | 1.10        |
| # Units Sold                     | 8         | 4           |       |       |     |      |      |        |           |         |          |          | 12          |
| Active Listings                  | 43        | 58          |       |       |     |      |      |        |           |         |          |          | 51          |
| Under Contracts                  | 13        | 26          |       |       |     |      |      |        |           |         |          |          | 20          |

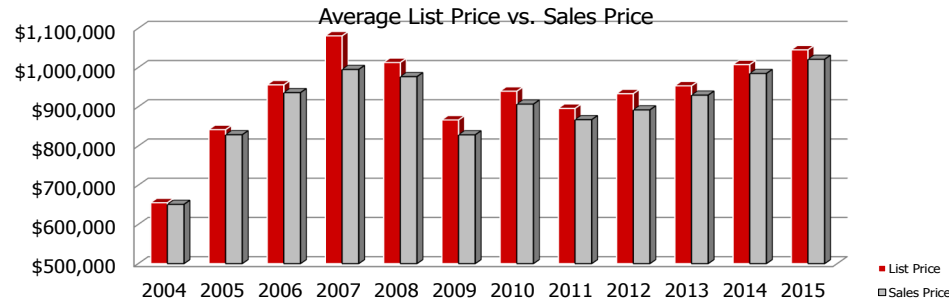
## Flashback! YTD 2015 vs YTD 2016

|                               | 2015        | 2016        | % Change |
|-------------------------------|-------------|-------------|----------|
| Days on Market                | 75          | 91          | 21.90%   |
| Sales Price                   | \$1,106,207 | \$1,055,792 | -4.56%   |
| Assessed Value to Sales Price | 1.10        | 1.10        | -0.03%   |



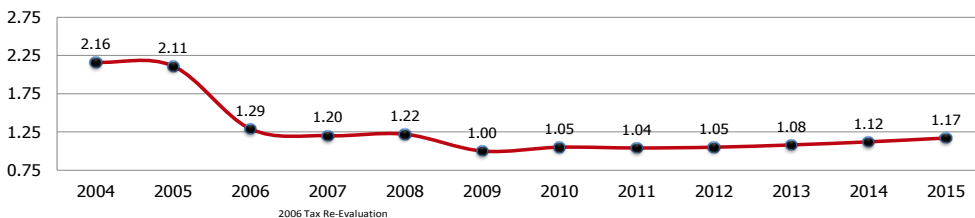
|                 | 2015 | 2016 | % Change |
|-----------------|------|------|----------|
| # Units Sold    | 14   | 12   | -14.29%  |
| Active Listings | 64   | 58   | -9.38%   |
| Under Contracts | 37   | 26   | -29.73%  |

## Chatham Twp. Yearly Market Trends



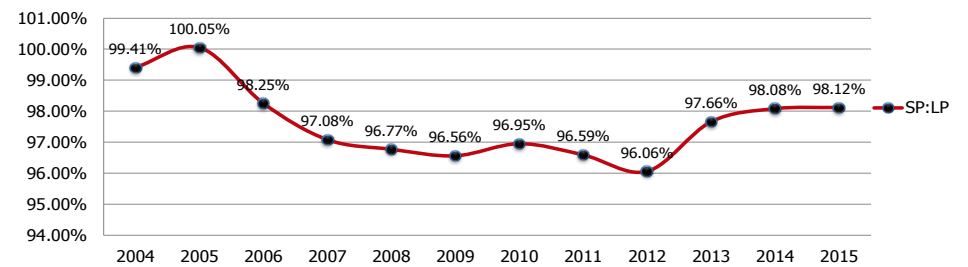
|    | 2004      | 2005      | 2006      | 2007        | 2008        | 2009      | 2010      | 2011      | 2012      | 2013      | 2014        | 2015        |
|----|-----------|-----------|-----------|-------------|-------------|-----------|-----------|-----------|-----------|-----------|-------------|-------------|
| LP | \$655,122 | \$841,583 | \$955,741 | \$1,080,590 | \$1,012,666 | \$866,267 | \$939,518 | \$895,716 | \$933,235 | \$953,162 | \$1,007,505 | \$1,045,004 |
| SP | \$651,060 | \$828,597 | \$935,918 | \$995,000   | \$976,664   | \$828,318 | \$906,601 | \$866,988 | \$891,909 | \$929,478 | \$984,759   | \$1,020,952 |

Sales Price to Assessed Value Ratio

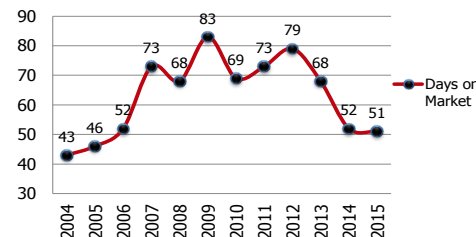


## Chatham Twp. Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

