

# Chatham Twp.

## April 2016 Market Snapshot

| Units          | Address                | Style       | Bedrms | Baths | DOM | Orig. List Price | List Price  | Sales Price | SP:LP   | Total Assessment | SP:AV |
|----------------|------------------------|-------------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1              | 198 Riveredge Drive    | TwnIntUn    | 2      | 2.0   | 27  | \$629,000        | \$629,000   | \$600,000   | 95.39%  | \$395,100        | 1.52  |
| 2              | 262 Southern Boulevard | Split Level | 4      | 3.0   | 218 | \$719,000        | \$697,000   | \$680,000   | 97.56%  | \$638,500        | 1.06  |
| 3              | 543 River Road         | Custom      | 4      | 2.2   | 36  | \$699,000        | \$699,000   | \$692,000   | 99.00%  | \$677,400        | 1.02  |
| 4              | 489 Green Village Road | Colonial    | 4      | 3.0   | 28  | \$846,000        | \$846,000   | \$842,000   | 99.53%  | \$625,200        | 1.35  |
| 5              | 1 Linden Lane          | Ranch       | 3      | 2.1   | 19  | \$995,000        | \$995,000   | \$975,000   | 97.99%  | \$935,500        | 1.04  |
| 6              | 62 Hampton Road        | Colonial    | 4      | 2.1   | 30  | \$1,099,000      | \$1,069,000 | \$1,050,000 | 98.22%  | \$975,000        | 1.08  |
| 7              | 101 Pine Street        | Colonial    | 6      | 5.3   | 18  | \$2,250,000      | \$2,250,000 | \$2,070,000 | 92.00%  |                  |       |
| 8              | 792 Fairmount Avenue   | Colonial    | 9      | 7.1   | 140 | \$2,095,000      | \$2,095,000 | \$2,095,000 | 100.00% | \$2,361,700      | 0.89  |
| 9              | 15 Linden Lane         | Custom      | 7      | 6.1   | 101 | \$3,295,000      | \$3,295,000 | \$2,950,000 | 89.53%  | \$2,796,500      | 1.05  |
| <b>AVERAGE</b> |                        |             |        |       | 69  | \$1,403,000      | \$1,397,222 | \$1,328,222 | 96.58%  |                  | 1.13  |

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

**Number of Units:** 66  
**Average List Price:** \$1,593,442  
**Average Days on Market:** 49

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

**Number of Units:** 52  
**Average List Price:** \$1,130,727  
**Average Days on Market:** 36

# 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         | 88          | 69          |     |      |      |        |           |         |          |          | 83          |
| List Price                       | \$978,625 | \$1,309,750 | \$1,065,750 | \$1,397,222 |     |      |      |        |           |         |          |          | \$1,178,241 |
| Sales Price                      | \$948,375 | \$1,270,625 | \$995,125   | \$1,328,222 |     |      |      |        |           |         |          |          | \$1,123,603 |
| Sales Price as a % of List Price | 97.58%    | 96.78%      | 95.09%      | 96.58%      |     |      |      |        |           |         |          |          | 96.47%      |
| Sales Price to Assessed Value    | 1.12      | 1.07        | 1.03        | 1.13        |     |      |      |        |           |         |          |          | 1.09        |
| # Units Sold                     | 8         | 4           | 8           | 9           |     |      |      |        |           |         |          |          | 29          |
| Active Listings                  | 43        | 58          | 71          | 66          |     |      |      |        |           |         |          |          | 60          |
| Under Contracts                  | 13        | 26          | 32          | 52          |     |      |      |        |           |         |          |          | 31          |

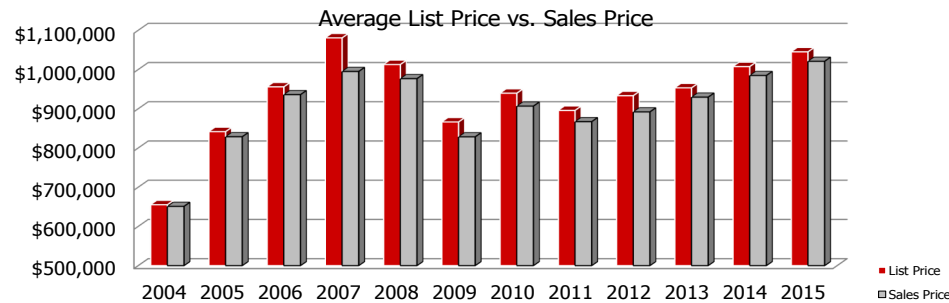
## Flashback! YTD 2015 vs YTD 2016

|                               | 2015        | 2016        | % Change |
|-------------------------------|-------------|-------------|----------|
| Days on Market                | 72          | 83          | 15.24%   |
| Sales Price                   | \$1,054,508 | \$1,123,603 | 6.55%    |
| Assessed Value to Sales Price | 1.14        | 1.09        | -4.34%   |



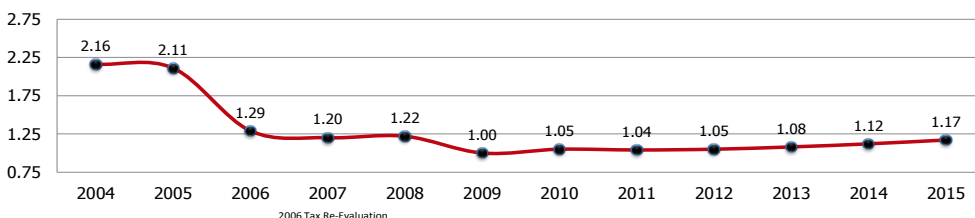
|                 | 2015 | 2016 | % Change |
|-----------------|------|------|----------|
| # Units Sold    | 47   | 29   | -38.30%  |
| Active Listings | 73   | 66   | -9.59%   |
| Under Contracts | 70   | 52   | -25.71%  |

## Chatham Twp. Yearly Market Trends



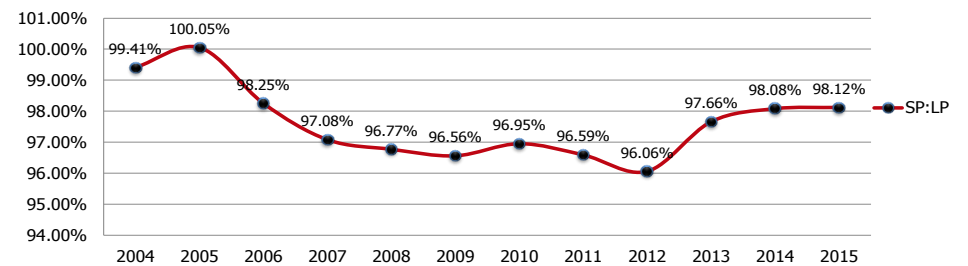
|    | 2004      | 2005      | 2006      | 2007        | 2008        | 2009      | 2010      | 2011      | 2012      | 2013      | 2014        | 2015        |
|----|-----------|-----------|-----------|-------------|-------------|-----------|-----------|-----------|-----------|-----------|-------------|-------------|
| 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

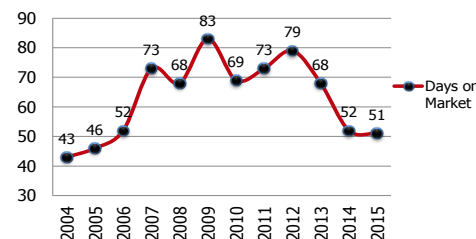


## Chatham Twp. Yearly Market Trends

### Sales Price to List Price Ratios



### Average Days on Market



### Number of Units Sold

