

Chatham Twp.

February 2018 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|---------|----------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1 | 187 Terrace Drive | OneFloor | 1 | 1.0 | 14 | \$300,000 | \$300,000 | \$300,000 | 100.00% | \$240,000 | 1.25 |
| 2 | 109 Terrace Drive | TwnIntUn | 2 | 2.0 | 9 | \$489,000 | \$489,000 | \$511,000 | 104.50% | \$395,000 | 1.29 |
| 3 | 9 Emmett Street | Colonial | 3 | 1.1 | 41 | \$699,000 | \$699,000 | \$650,000 | 92.99% | \$539,700 | 1.20 |
| 4 | 202 Meyersville Road | Colonial | 4 | 5.1 | 74 | \$1,389,999 | \$1,389,999 | \$1,360,000 | 97.84% | \$1,211,900 | 1.12 |
| 5 | 49 Woodmont Drive | Colonial | 5 | 5.1 | 48 | \$2,129,000 | \$2,099,000 | \$2,050,000 | 97.67% | \$2,141,500 | 0.96 |
| AVERAGE | | | | | 37 | \$1,001,400 | \$995,400 | \$974,200 | 98.60% | | 1.17 |

"ACTIVE" Listings in Chatham Twp.

Number of Units: 63
Average List Price: \$1,568,248
Average Days on Market: 60

"UNDER CONTRACT" Listings in Chatham Twp.

Number of Units: 29
Average List Price: \$1,064,058
Average Days on Market: 36

Chatham Twp. 2018 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|----------------------------------|-------------|-----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|-------------|
| Days on Market | 44 | 37 | | | | | | | | | | | 44 |
| List Price | \$1,298,875 | \$995,400 | | | | | | | | | | | \$1,298,875 |
| Sales Price | \$1,286,000 | \$974,200 | | | | | | | | | | | \$1,286,000 |
| Sales Price as a % of List Price | 98.98% | 98.60% | | | | | | | | | | | 98.98% |
| Sales Price to Assessed Value | 1.10 | 1.17 | | | | | | | | | | | 1.10 |
| # Units Sold | 8 | 5 | | | | | | | | | | | 13 |
| Active Listings | 52 | 63 | | | | | | | | | | | 58 |
| Under Contracts | 16 | 29 | | | | | | | | | | | 23 |

Flashback! YTD 2017 vs YTD 2018

| YTD | 2017 | 2018 | % Change |
|-------------------------------|-----------|-------------|----------|
| Days on Market | 81 | 44 | -46.11% |
| Sales Price | \$978,929 | \$1,286,000 | 31.37% |
| Sales Price to Assessed Value | 1.095 | 1.099 | 0.36% |



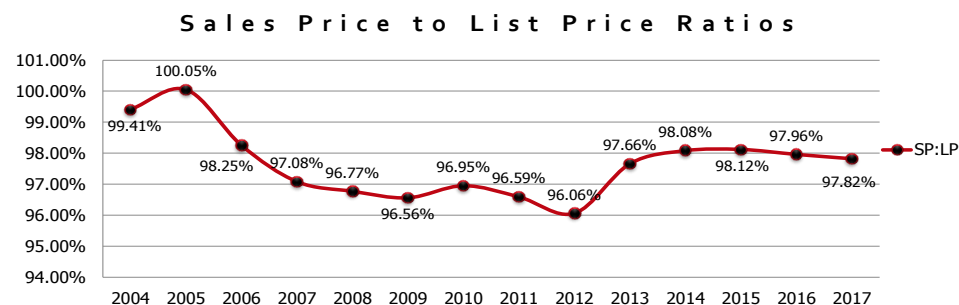
| YTD | 2017 | 2018 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 21 | 8 | -61.90% |
| Active Listings | 65 | 63 | -3.08% |
| Under Contracts | 23 | 29 | 26.09% |

Chatham Twp. Yearly Market Trends

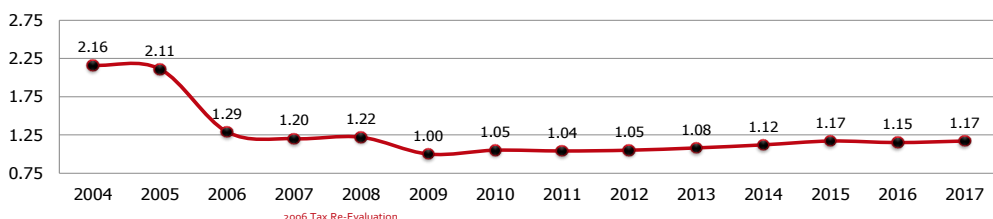


| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|----|-----------|-----------|-----------|-------------|-------------|-----------|-----------|-----------|-----------|-----------|-------------|-------------|-------------|-------------|
| LP | \$655,122 | \$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 | \$1,086,303 | \$1,073,298 |
| 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 | \$1,059,894 | \$1,044,964 |

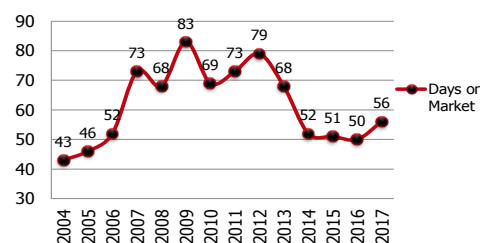
Chatham Twp. Yearly Market Trends



Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

