

## CHATHAM October 2006 Home Sales and Stats

Data compiled from the GSMLS. Deemed reliable, but not guaranteed.

Sue feels that if you are in the market to buy or sell real estate in Chatham, it is important to understand the trends in Active Listings, Days on the Market, and Listing to Sale Price ratio so that you can make an educated decision.

### Chatham Borough

Address	List Price	Sale Price	DOM	BR	TBTH	Style
380 Main St. #23	\$329,900	\$320,000	16	2	1	First Floor Unit
64 North Summit Ave.	\$529,000	\$515,000	70	3	1	Colonial
37 Girard Ave.	\$629,000	\$575,000	82	4	2	Bi-Level
16 Essex Rd.	\$649,900	\$620,000	131	3	1.1	Colonial
66 Weston Ave.	\$679,000	\$660,000	78	3	2	Cape Cod
63 Lincoln Ave.	\$1,195,000	\$1,155,000	81	4	2.1	Colonial

### Chatham Township

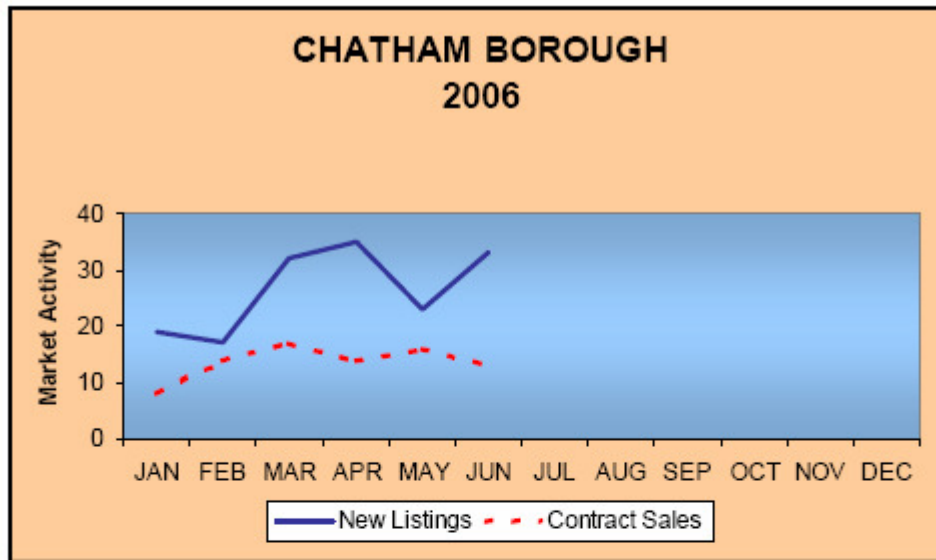
Address	List Price	Sale Price	DOM	BR	TBTH	Style
7A Canterbury Rd.	\$349,000	\$345,175	29	2	1.1	1 <sup>st</sup> Fl. Unit, 1 Fl. Unit
7G Canterbury Rd.	\$429,900	\$425,000	65	2	2	One Floor Unit
20 Dogwood Dr.	\$610,000	\$530,000	72	3	2	Ranch
70 Canterbury Rd.	\$645,000	\$610,000	39	3	2.1	Multi-Fl. Unit
40 School Ave.	\$649,000	\$624,000	58	3	2	Ranch
66 Southern Blvd.	\$649,900	\$637,000	19	3	2	Ranch
18 Hilltop Terr.	\$775,000	\$762,500	27	3	2	Split Level
63 Hampton Rd.	\$899,000	\$900,000	4	4	2.1	Colonial
75 Susan Dr.	\$1,175,000	\$1,100,000	22	5	3	Colonial
84 Huron Dr.	\$1,329,000	\$1,310,000	9	5	2.1	Colonial

AVERAGE DAYS ON MARKET:	53
AVERAGE LISTING PRICE:	\$1,012,769
AVERAGE SALE PRICE:	\$ 723,822
% SALE PRICE / LIST PRICE:	96%

## CHATHAM HOMESALE TRENDS October 2005 – October 2006

	Oct. 05	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
Average Listing Price	\$1,169,756	\$1,133,497	\$1,202,642	\$1,148,135	\$1,149,031	\$1,078,592	\$997,458
Average Sale Price	\$639,342	\$771,831	\$870,111	\$900,735	\$933,848	\$966,359	\$936,529
% Sale Price to List Price Ratio	98%	100.01%	96%	96%	97%	99%	100%
Days on Market	28	34	30	52	54	69	42
# of Active Listings	104	111	86	108	119	140	173

	May	Jun.	Jul.	Aug.	Sep.	Oct. 06
Average Listing Price	\$1,011,642	\$976,361	\$983,417	\$1,017,099	\$1,032,128	\$1,012,769
Average Sale Price	\$754,144	\$1,027,014	\$808,410	\$832,258	\$724,577	\$723,822
% Sale Price to List Price Ratio	101%	98%	101%	98%	95%	93%
Days On Market	45	47	24	52	65	53
# of Active Listings	179	177	171	169	201	199



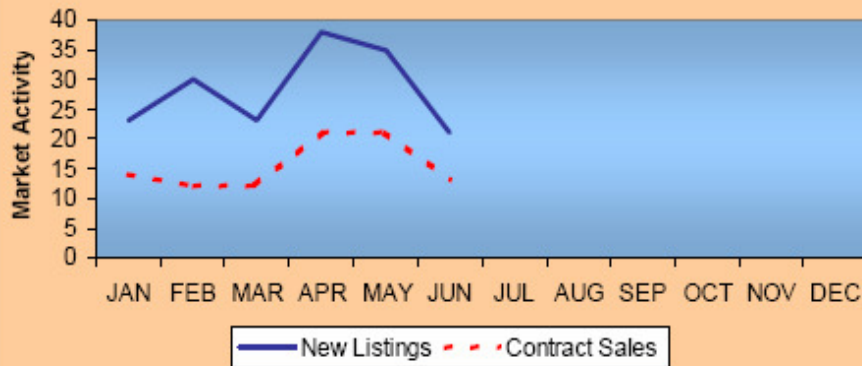
#### CHATHAM BOROUGH 2nd Quarter At-A-Glance

	2002	2003	2004	2005	2006
<i>Average # Of Offerings/Monthly</i>	20.0	17.7	19.3	21.3	30.3
<i>Average # Of Sales/Monthly</i>	15.3	17.0	14.3	18.7	14.3
<i>Supply &amp; Demand Ratio</i>	77%	96%	74%	88%	47%
<i>Unsold Inventory</i>	20	34	29	25	54
<i>Projected Absorption (Months)</i>	1	2	2	1	4

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## CHATHAM TOWNSHIP 2006



### CHATHAM TOWNSHIP 2nd Quarter At-A-Glance

	2002	2003	2004	2005	2006
<i>Average # Of Offerings/Monthly</i>	17.7	28.0	24.3	30.7	31.3
<i>Average # Of Sales/Monthly</i>	13.3	20.7	22.3	20.0	18.3
<i>Supply &amp; Demand Ratio</i>	75%	74%	92%	65%	59%
<i>Unsold Inventory</i>	40	57	47	48	71
<i>Projected Absorption (Months)</i>	3	3	2	2	4

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