

CHATHAM April 2007 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	Original List Price	List Price at Contract	Sale Price	DOM	BR	TBTH	Style
380 Main	\$299,900	\$299,900	\$290,000	42	1	1	One Fl. Unit
13 Ellers Dr.	\$460,000	\$450,000	\$435,000	106	3	1	Ranch
32 Woodland Rd.	\$509,000	\$499,000	\$487,500	51	4	2.1	Split Level
93 Kings Rd.	\$529,900	\$529,900	\$520,000	6	3	1.1	Cape Cod
135 N. Hillside Ave.	\$549,000	\$549,000	\$532,000	38	3	2	Colonial
38 Lum Ave.	\$600,000	\$554,112	\$543,000	52	3	1.1	Colonial, Split Level
114 Hillside Ave.	\$585,000	\$559,000	\$550,000	64	3	1.1	Colonial
12 Essex Rd.	\$649,000	\$625,000	\$626,000	36	3	1.1	Colonial
118 N. Hillside Ave.	\$639,900	\$639,900	\$625,000	6	3	2.1	Split Level
16 Schindler	\$715,000	\$715,000	\$705,000	4	3	3.1	Twnhse-End
20 Hedges Ave.	\$719,900	\$719,900	\$700,000	8	3	2	Colonial
21 E. Coleman Ave.	\$1,275,000	\$1,219,000	\$1,151,600	74	5	4	Colonial

Chatham Township

Address	Original List Price	List Price at Contract	Sale Price	DOM	BR	TBTH	Style
18 B Heritage	\$449,000	\$439,000	\$425,000	110	2	2	One Fl. Unit
7 Long Hill Ln.	\$560,000	\$449,000	\$432,757	180	3	2	Cape Cod, Custom Home
1 Woodland Rd.	\$539,000	\$539,000	\$490,000	67	3	1.1	Ranch
19 Susan Dr.	\$759,000	\$749,900	\$726,000	232	4	2.1	Custom Home
22 Runnymede Rd.	\$927,000	\$927,000	\$915,000	109	3	3	Ranch
131 Chatham St.	\$1,075,000	\$1,075,000	\$1,040,000	7	4	2.1	Colonial
131 Sunset Dr.	\$1,099,900	\$1,099,900	\$1,089,900	15	4	2.1	Colonial
39 Dale Dr.	\$1,699,000	\$1,199,000	\$1,100,000	185	3	3	Ranch
20 Dogwood Dr.	\$1,295,000	\$1,295,000	\$1,275,000	75	4	3.1	Colonial
20 Glenmere Dr.	\$1,299,000	\$1,299,000	\$1,225,000	28	4	2.1	Colonial
298 Lafayette Ave.	\$1,485,000	\$1,485,000	\$1,400,000	58	4	4.1	Colonial
18 Ridge Rd.	\$1,699,000	\$1,599,000	\$1,550,000	103	5	5.1	Colonial
61 Dale Dr.	\$1,600,000	\$1,600,000	\$1,700,000	14	5	4	Colonial, Split Level
20 Pine St.	\$2,090,000	\$1,998,000	\$1,900,000	164	5	4.1	Colonial
4 Overlook Rd.	\$2,099,000	\$2,099,000	\$1,910,000	21	5	4.1	Colonial
8 Holly Dr.	\$2,599,000	\$2,549,000	\$2,425,000	67	5	4.2	Colonial

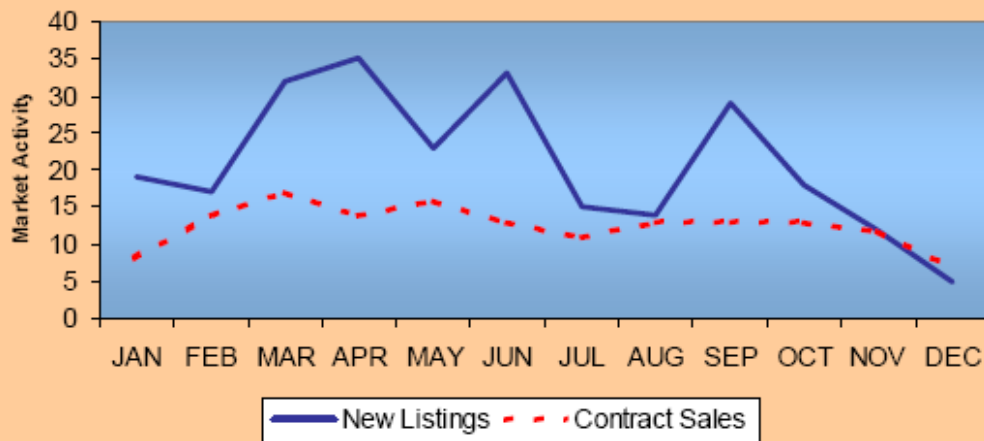
AVERAGE DAYS ON MARKET: 69
 AVERAGE LISTING PRICE: \$1,085,504
 AVERAGE SALE PRICE: \$956,027
 % SALE PRICE / LIST PRICE: 96%

CHATHAM HOMESALE TRENDS April 2006 – April 2007

	Apr. 06	May	Jun.	Jul.	Aug.	Sep.	Oct.
Average Listing Price	\$997,458	\$1,011,642	\$976,361	\$983,417	\$1,017,099	\$1,032,128	\$1,012,769
Average Sale Price	\$936,529	\$754,144	\$1,027,014	\$808,410	\$832,258	\$724,577	\$723,822
% Sale Price to List Price Ratio	100%	101%	98%	101%	98%	95%	93%
Days on Market	42	45	47	24	52	65	53
# of Active Listings	173	179	177	171	169	201	199

	Nov.	Dec.	Jan.	Feb.	Mar.	Apr. 07
Average Listing Price	\$1,043,484	\$1,098,796	\$1,115,675	\$1,075,719	\$1,120,199	\$1,085,504
Average Sale Price	\$893,793	\$753,758	\$890,909	\$905,018	\$1,136,306	\$956,027
% Sale Price to List Price Ratio	96%	96%	94%	97%	99%	96%
Days On Market	44	65	60	118	72	69
# of Active Listings	170	147	171	164	173	171

CHATHAM BOROUGH 2006



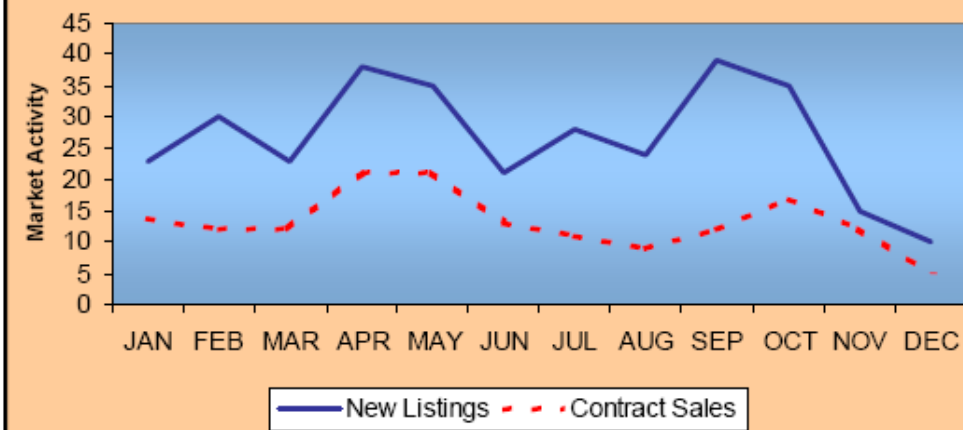
CHATHAM BOROUGH 4th Quarter At-A-Glance

	2002	2003	2004	2005	2006
<i>Average # Of Offerings/Monthly</i>	8.3	9.0	6.0	9.3	11.7
<i>Average # Of Sales/Monthly</i>	6.3	12.0	5.7	6.3	10.7
<i>Supply & Demand Ratio</i>	76%	133%	94%	68%	91%
<i>Unsold Inventory</i>	23	21	20	27	38
<i>Projected Absorption (Months)</i>	4	2	4	4	4



© Copyright 2006-2007 by Otteau Valuation Group, Inc.

CHATHAM TOWNSHIP 2006



CHATHAM TOWNSHIP 4th Quarter At-A-Glance

	2002	2003	2004	2005	2006
<i>Average # Of Offerings/Monthly</i>	14.3	15.3	12.3	16.7	20.0
<i>Average # Of Sales/Monthly</i>	11.7	14.3	13.0	9.0	11.3
<i>Supply & Demand Ratio</i>	81%	93%	105%	54%	57%
<i>Unsold Inventory</i>	35	37	36	45	81
<i>Projected Absorption (Months)</i>	3	3	3	5	7



<http://www.otteau.com/>

© Copyright 2006-2007 by Otteau Valuation Group, Inc.



Susan Adler

Over 850 Homes Sold!
#1 Keller Williams Agent in NJ 2005, 2006



Cellular: (973) 464-9129
Office: (973) 376-0033 ext 101
Fax: (908) 273-2996

Certified Luxury Home Marketing Specialist (CLHMS)



488 Springfield Avenue, Summit, NJ 07901