

## CHATHAM February 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
44 Hedges Ave,	\$839,900	\$839,900	\$820,000	29	4	2.2	Ranch
78 Coleman Ave.	\$969,000	\$969,000	\$940,000	25	3	3.1	Colonial

### Chatham Township

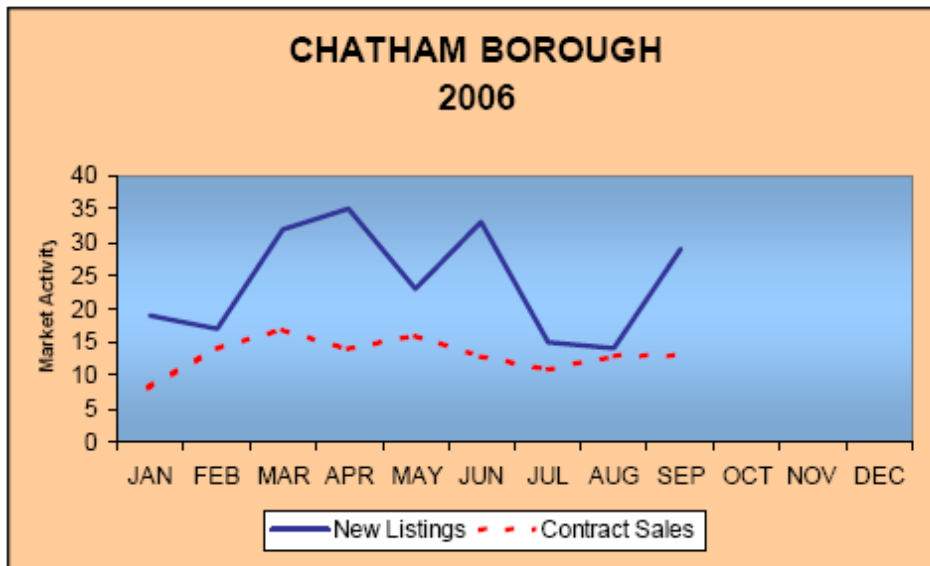
Address	Original List Price	List Price at Contract	Sale Price	DOM	BR	TBTH	Style
17B Canterbury Rd.	\$332,500	\$309,000	\$297,750	126	1	1	1 Fl. Unit, Twnhse-End
3D Avon Ct.	\$339,900	\$319,000	\$300,000	150	1	1	1 Fl. Unit
137 Riveredge Dr.	\$339,900	\$319,000	\$319,000	121	1	1	Twnhse-End
4E Avon Ct.	\$334,900	\$329,900	312,000	90	1	1	1 Fl. Unit
129 Riveredge Dr.	\$384,900	\$333,900	333,900	107	1	1	1 Fl. Unit, Twnhse-Int
211 Heritage Dr.	\$419,000	\$419,000	\$408,000	52	2	2	1 Fl. Unit, Twnhse-End
76 Canterbury Rd.	\$639,000	\$639,000	\$614,600	37	3	2.1	Twnhse-Int
73 Van Houten Ave.	\$1,350,000	\$1,195,000	\$1,150,000	169	4	2.1	Colonial
231 Longwood Ave.	\$1,850,000	\$1,700,000	\$1,630,000	183	5	4.2	Colonial
1 Warwick Rd.	\$2,295,000	\$2,295,000	\$2,295,000	321	6	6	Colonial
5 Sycamore Dr.	\$2,295,000	\$2,295,000	\$2,195,000	127	5	3.2	Colonial

AVERAGE DAYS ON MARKET: 118  
 AVERAGE LISTING PRICE: \$1,075,719  
 AVERAGE SALE PRICE: \$ 905,018  
 % SALE PRICE / LIST PRICE: 97%

## CHATHAM HOMESALE TRENDS February 2006 – February 2007

	Feb. 06	Mar.	Apr.	May	Jun.	Jul.	Aug.
Average Listing Price	\$1,149,031	\$1,078,592	\$997,458	\$1,011,642	\$976,361	\$983,417	\$1,017,099
Average Sale Price	\$933,848	\$966,359	\$936,529	\$754,144	\$1,027,014	\$808,410	\$832,258
%Sale Price to List Price Ratio	97%	99%	100%	101%	98%	101%	98%
Days on Market	54	69	42	45	47	24	52
# of Active Listings	119	140	173	179	177	171	169

	Sep.	Oct.	Nov.	Dec.	Jan.	Feb. 07
Average Listing Price	\$1,032,128	\$1,012,769	\$1,043,484	\$1,098,796	\$1,115,675	\$1,075,719
Average Sale Price	\$724,577	\$723,822	\$893,793	\$753,758	\$890,909	\$905,018
% Sale Price to List Price Ratio	95%	93%	96%	96%	94%	97%
Days On Market	65	53	44	65	60	118
# of Active Listings	201	199	170	147	171	164



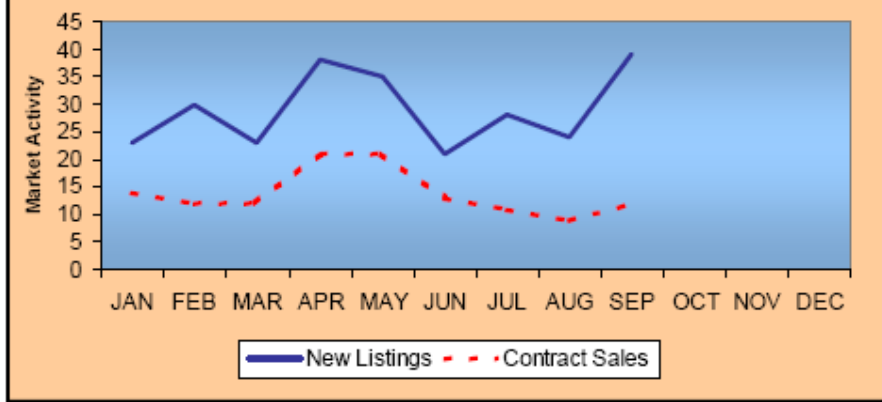
#### CHATHAM BOROUGH 3rd Quarter At-A-Glance

	2002	2003	2004	2005	2006
<i>Average # Of Offerings/Monthly</i>	14.0	15.0	11.3	10.7	19.3
<i>Average # Of Sales/Monthly</i>	9.0	11.3	11.7	8.0	12.3
<i>Supply &amp; Demand Ratio</i>	64%	76%	103%	75%	64%
<i>Unsold Inventory</i>	32	33	18	22	49
<i>Projected Absorption (Months)</i>	4	3	2	3	4

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## CHATHAM TOWNSHIP 2006



### CHATHAM TOWNSHIP 3rd Quarter At-A-Glance

	2002	2003	2004	2005	2006
<i>Average # Of Offerings/Monthly</i>	18.0	22.0	18.7	22.7	30.3
<i>Average # Of Sales/Monthly</i>	12.3	13.0	11.3	18.7	10.7
<i>Supply &amp; Demand Ratio</i>	69%	59%	61%	82%	35%
<i>Unsold Inventory</i>	49	61	53	51	95
<i>Projected Absorption (Months)</i>	4	5	5	3	9

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