

## CHATHAM January 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	List Price	Sale Price	DOM	BR	TBTH	Style
48 Summit Ave.	\$475,000	\$462,500	41	3	1.1	Colonial
27 Pihlman Pl.	\$575,000	\$560,000	17	4	2	Cape Cod
10 N. Hillside Ave.	\$599,000	\$540,000	84	4	2	Victorian
12 Willow St.	\$719,000	\$705,000	62	3	2	Cape Cod, Colonial
26 Hedges Ave.	\$735,000	\$670,000	75	3	2.1	Colonial
21 W. Coleman Ave.	\$749,000	\$770,000	17	3	1.1	Colonial
27 Maple St.	\$799,000	\$760,000	96	4	2.1	Colonial, Victorian
139 Hillside Ave.	\$875,000	\$850,000	54	3	2.1	Colonial
4 Colonial Way	\$1,085,000	\$999,000	24	4	3.1	Colonial
8 Carmine St.	\$1,295,000	\$1,100,000	14	4	2.1	Colonial
167 Hillside Ave.	\$1,299,000	\$1,200,000	139	4	3.1	Colonial
146 Fairmont Ave.	\$2,500,000	\$2,200,000	188	6	4.1	Victorian

### Chatham Township

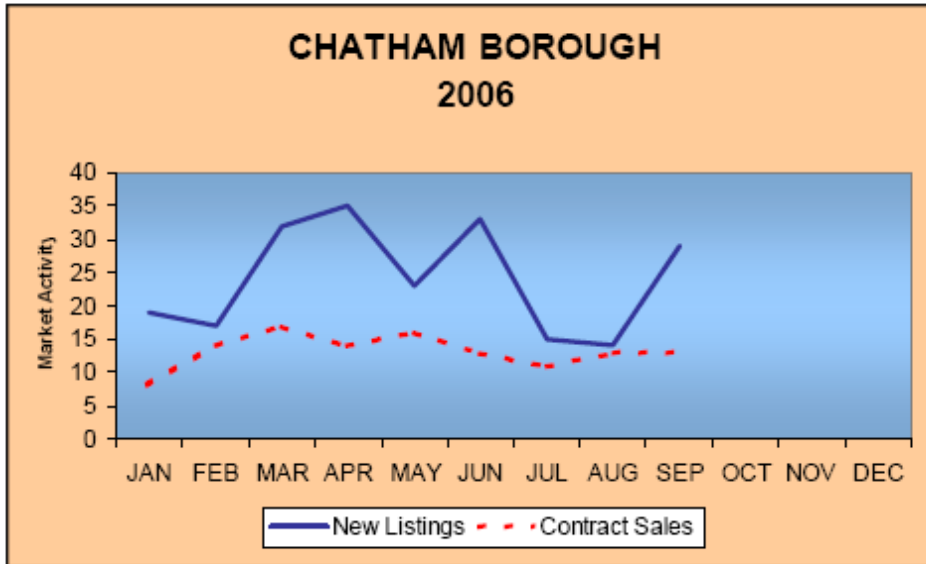
Address	List Price	Sale Price	DOM	BR	TBTH	Style
2C Avon Ct.	\$364,000	\$346,000	79	2	1.1	1 <sup>st</sup> Fl. Unit
307 River Edge	\$540,000	\$532,500	70	3	2.1	Multi-Fl. Unit
177 Lafayette Ave.	\$599,000	\$565,000	55	3	1.1	Colonial
16 Dogwood Dr.	\$699,900	\$675,000	69	3	2	Ranch
310 Southern Blvd.	\$799,000	\$765,000	77	4	2.1	Custom Home
40 Runnymede Rd.	\$935,000	\$935,000	16	3	3	Ranch
67 Susan Dr.	\$939,900	\$940,000	7	5	2.1	Colonial
47 Johnson Dr.	\$997,000	\$965,000	64	5	2.1	Colonial
11 Willow Way	\$1,289,900	\$1,180,000	69	4	4.2	Colonial
134 Huron Dr.	\$1,295,000	\$1,350,000	56	4	3.1	Colonial
240 Longwood	\$1,350,000	\$1,200,000	9	4	3.1	Colonial

AVERAGE DAYS ON MARKET:	60
AVERAGE LISTING PRICE:	\$1,115,675
AVERAGE SALE PRICE:	\$890,909
% SALE PRICE / LIST PRICE:	94%

## CHATHAM HOMESALE TRENDS January 2006 – January 2007

	Jan. 06	Feb.	Mar.	Apr.	May	Jun.	Jul.
Average Listing Price	\$1,148,135	\$1,149,031	\$1,078,592	\$997,458	\$1,011,642	\$976,361	\$983,417
Average Sale Price	\$900,735	\$933,848	\$966,359	\$936,529	\$754,144	\$1,027,014	\$808,410
%Sale Price to List Price Ratio	96%	97%	99%	100%	101%	98%	101%
Days on Market	52	54	69	42	45	47	24
# of Active Listings	108	119	140	173	179	177	171

	Aug.	Sep.	Oct.	Nov.	Dec.	Jan. 07
<b>Average Listing Price</b>	\$1,017,099	\$1,032,128	\$1,012,769	\$1,043,484	\$1,098,796	\$1,115,675
<b>Average Sale Price</b>	\$832,258	\$724,577	\$723,822	\$893,793	\$753,758	\$890,909
<b>% Sale Price to List Price Ratio</b>	98%	95%	93%	96%	96%	94%
<b>Days On Market</b>	52	65	53	44	65	60
<b># of Active Listings</b>	169	201	199	170	147	171

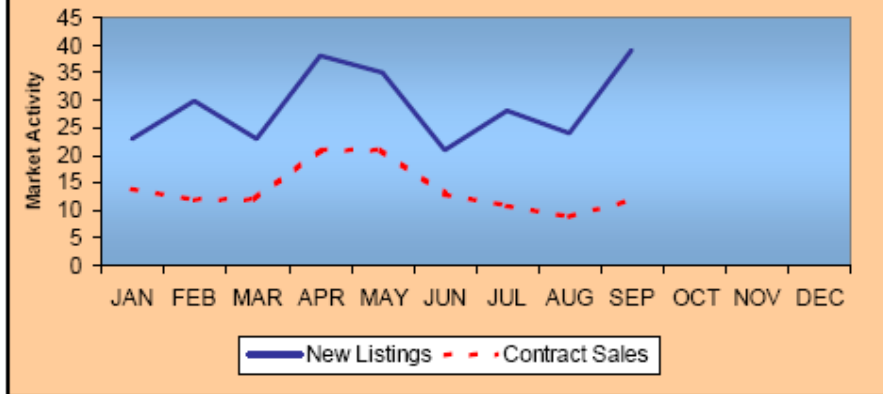


**CHATHAM BOROUGH 3rd Quarter At-A-Glance**

	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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