

## CHATHAM September 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
18 Ward Pl.	\$529,000	\$514,000	\$490,000	119	3	1.1	Colonial
34 University Ave.	\$594,900	\$544,900	\$535,000	42	3	2	Cape Cod
10 Pihlman Pl.	\$589,000	\$589,000	\$580,000	48	3	1	Colonial
69 Lafayette Ave.	\$659,000	\$599,000	\$583,500	201	3	1.1	Colonial
48 Parrott Mill Rd.	\$669,900	\$648,000	\$620,000	58	4	2.1	Split Level
19 Tallmadge Ave.	\$665,000	\$665,000	\$650,000	9	3	1.1	Colonial
62 Fairmount Ave.	\$695,000	\$695,000	\$645,000	110	4	2	Colonial
72 Van Doren Ave.	\$819,000	\$799,000	\$755,000	44	3	2.1	Split Level
10 Sussex Ave.	\$849,900	\$849,900	\$850,000	15	3	1.1	Colonial
31 Inwood Rd.	\$949,000	\$949,000	\$990,000	8	4	3	Colonial

### Chatham Township

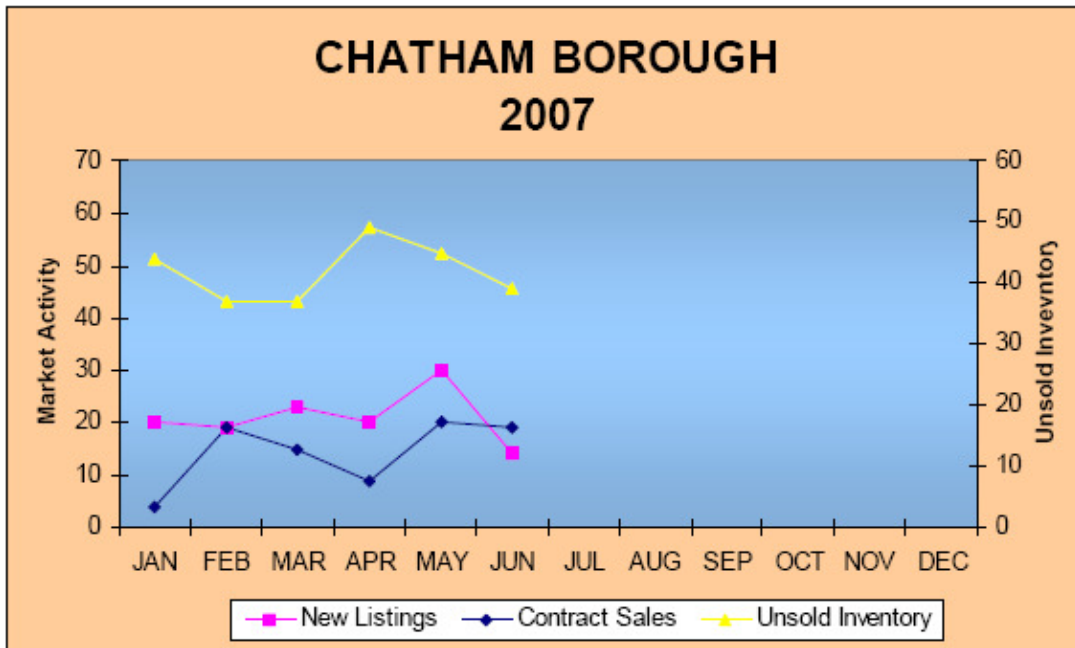
Address	Original List Price	List Price at Contract	Sale Price	DOM	BR	TBTH	Style
217 Terrace Dr.	\$629,000	\$579,000	\$560,000	149	3	2.1	Twnhse-End
6 Ferndale Rd.	\$580,000	\$580,000	\$600,000	20	3	2.1	Ranch
60 Canterbury Rd.	\$599,000	\$599,000	\$620,000	11	3	2.1	Twnhse-Int
225 Longwood Ave.	\$1,295,000	\$1,275,000	\$1,200,000	79	4	2.1	Colonial
686 River Rd.	\$1,895,000	\$1,695,000	\$1,587,500	107	7	6.1	Colonial, Custom Hm
78 May Dr.	\$2,795,000	\$2,895,000	\$2,955,000	133	5	5.1	Colonial

AVERAGE DAYS ON MARKET: 74  
 AVERAGE LISTING PRICE: \$1,114,934  
 AVERAGE SALE PRICE: \$897,733  
 % SALE PRICE / LIST PRICE: 98%

## CHATHAM HOMESALE TRENDS September 2006 – September 2007

	Sep. 06	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Average Listing Price	\$1,032,128	\$1,012,769	\$1,043,484	\$1,098,796	\$1,115,675	\$1,075,719	\$1,120,199
Average Sale Price	\$724,577	\$723,822	\$893,793	\$753,758	\$890,909	\$905,018	\$1,136,306
%Sale Price to List Price Ratio	95%	93%	96%	96%	94%	97%	99%
Days on Market	65	53	44	65	60	118	72
# of Active Listings	201	199	170	147	171	164	173
# of Closed Listings	17	17	32	22	27	17	23

	Apr.	May	Jun.	Jul.	Aug.	Sep. 07
Average Listing Price	\$1,085,504	\$1,053,413	\$1,108,761	\$1,105,734	\$1,074,041	\$1,114,934
Average Sale Price	\$956,027	\$813,676	\$745,400	\$989,055	\$975,471	\$897,733
% Sale Price to List Price Ratio	96%	98%	97%	98%	98%	98%
Days On Market	69	62	53	49	57	74
# of Active Listings	171	184	171	151	135	148
# of Closed Listings	31	32	32	41	27	15

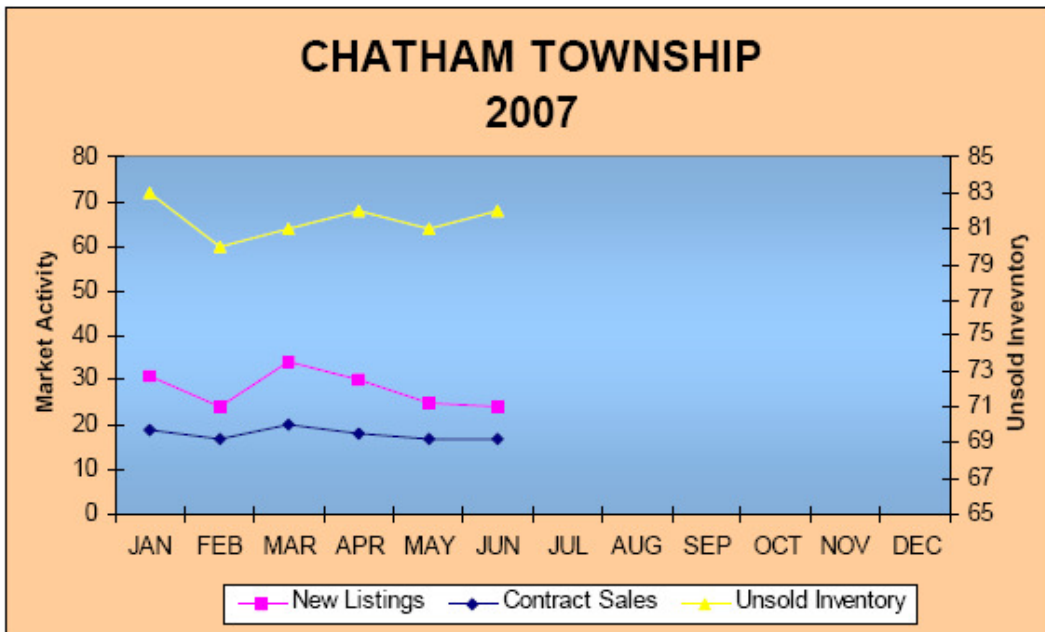


### CHATHAM BOROUGH 2nd Quarter At-A-Glance

	2003	2004	2005	2006	2007
<i>Average # Of Offerings/Monthly</i>	17.7	19.3	21.3	30.3	21.3
<i>Average # Of Sales/Monthly</i>	17.0	14.3	18.7	14.3	16.0
<i>Supply &amp; Demand Ratio</i>	96%	74%	88%	47%	75%
<i>Unsold Inventory</i>	34	29	25	54	39
<i>Projected Absorption (Months)</i>	2	2	1	4	2



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

	2003	2004	2005	2006	2007
<i>Average # Of Offerings/Monthly</i>	28.0	24.3	30.7	31.3	26.3
<i>Average # Of Sales/Monthly</i>	20.7	22.3	20.0	18.3	17.3
<i>Supply &amp; Demand Ratio</i>	74%	92%	65%	59%	66%
<i>Unsold Inventory</i>	57	47	48	71	82
<i>Projected Absorption (Months)</i>	3	2	2	4	5



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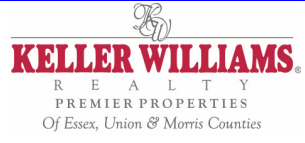


**Susan Adler**  
*Over 900 Homes Sold!*  
*#1 Keller Williams Agent in NJ 2005, 2006*



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