

CHATHAM January 2008 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
166 N. Passaic	\$435,000	\$435,000	\$435,000	51	2	1	Cape Cod, Ranch
151 N. Hillside Ave.	\$459,000	\$459,000	\$454,500	21	3	1	Cape Cod
42 Garden Ave.	\$465,000	\$465,000	\$458,000	0	3	2	Raised Ranch
80 Washington	\$708,500	\$708,500	\$650,000	16	3	2.1	Colonial
63 Chatham St.	\$799,000	\$749,000	\$755,000	90	4	1.1	Colonial
25 Dellwood	\$1,899,000	\$1,899,000	\$1,899,000	21	6	5	Colonial

Chatham Township

Address	Original List Price	List Price at Contract	Sale Price	DOM	BR	TBTH	Style
1B Heritage Dr.	\$306,900	\$287,900	\$275,000	43	1	1	1 st Fl. Unit, One Fl. Unit
22 B Canterbury Rd.	\$328,800	\$315,000	\$310,000	55	1	1	1 st Fl. Unt, Twnhse-End
21 Cedar Ln.	\$599,000	\$550,000	\$510,000	85	3	3	Cape Cod
68 Ormont Rd.	\$559,900	\$559,900	\$559,900	18	4	2.1	Bi-Level
303 Riveredge Dr.	\$629,000	\$629,000	\$605,000	19	3	2.1	Twnhse-End
3 Plymouth Rd.	\$735,000	\$735,000	\$718,000	15	4	2	Split Lvl
6 Overlook Rd.	\$995,000	\$970,000	\$950,000	29	4	3.1	Colonial, Custom Hm
16 Sterling Dr.	\$1,245,000	\$1,245,000	\$1,469,377	204	3	4	Twnhse-Int
14 Sterling Dr.	\$1,255,000	\$1,255,000	\$1,301,919	250	3	4.1	Twnhse-Int
296 Lafayette Ave.	\$1,449,000	\$1,399,000	\$1,385,000	61	4	3.1	Colonial
40 Rose Ter.	\$1,749,000	\$1,749,000	\$1,610,000	74	6	5.2	Colonial

AVERAGE DAYS ON MARKET: 64
 AVERAGE LISTING PRICE: \$1,152,586
 AVERAGE SALE PRICE: \$858,794
 % SALE PRICE / LIST PRICE: 100%

CHATHAM HOMESALE TRENDS January 2007 – January 2008

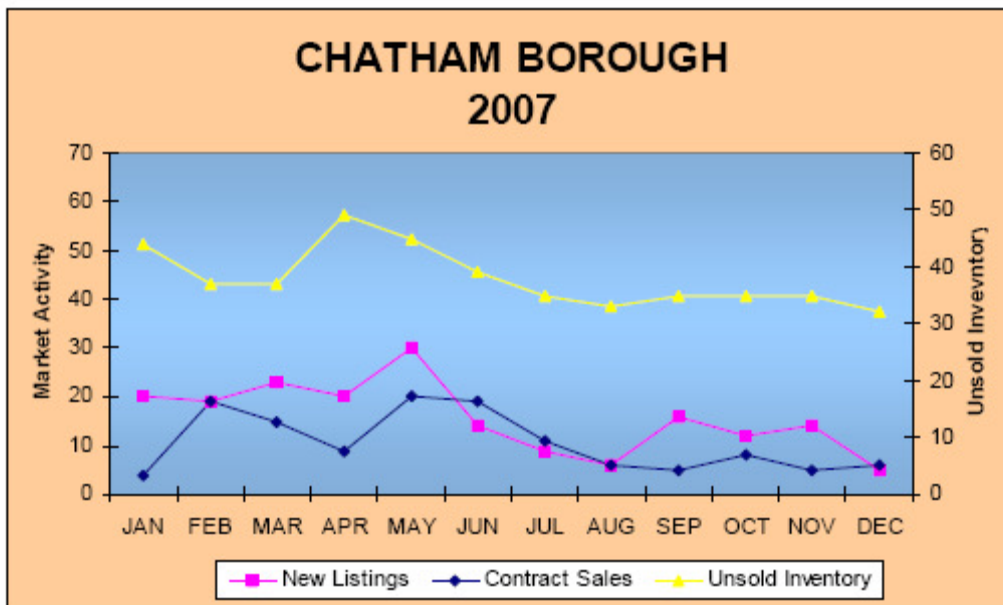
	Jan. 07	Feb.	Mar.	Apr.	May	Jun.	Jul.
Average Listing Price	\$1,115,675	\$1,075,719	\$1,120,199	\$1,085,504	\$1,053,413	\$1,108,761	\$1,105,734
Average Sale Price	\$890,909	\$905,018	\$1,136,306	\$956,027	\$813,676	\$745,400	\$989,055
%Sale Price to List Price Ratio	94%	97%	99%	96%	98%	97%	98%
Days on Market	60	118	72	69	62	53	49
# of Active Listings	171	164	173	171	184	171	151
# of Closed Listings	27	17	23	31	32	32	41

	Aug.	Sept.	Oct.	Nov. 07	Dec.	Jan. 08
Average Listing Price	\$1,074,041	\$1,114,934	\$1,041,312	\$1,034,169	\$1,065,539	\$1,152,586
Average Sale Price	\$975,471	\$897,733	\$1,006,300	\$896,706	\$783,921	\$858,794
% Sale Price to List Price Ratio	98%	98%	98%	96%	96%	100%
Days On Market	57	74	86	84	59	64
# of Active Listings	135	148	155	144	116	132
# of Closed Listings	27	15	5	17	13	17

CHATHAM BORO	Active Listings	New Listings	Under Contract	Sold Listings	Average DOM	SP/LP
# Beds	Avg LP	Avg LP	Avg LP	Avg LP		
1	\$0	\$0	\$0	\$0	0	0%
2	\$0	\$0	\$0	\$435,000	51	100%
3	\$639,942	\$630,411	\$551,975	\$520,833	12	96%
4	\$989,769	\$924,500	\$485,000	\$755,000	90	101%
5	\$1,600,780	\$949,000	\$0	\$1,899,000	21	100%
TOWN	\$852,486	\$737,193	\$538,580	\$775,250	33	99%

CHATHAM TWP	Active Listings	New Listings	Under Contract	Sold Listings	Average DOM	SP/LP
# Beds	Avg LP	Avg LP	Avg LP	Avg LP		
1	\$319,160	\$329,900	\$324,900	\$292,500	49	97%
2	\$456,544	\$614,450	\$449,000	\$0	0	0%
3	\$861,895	\$641,750	\$529,000	\$1,093,765	180	108%
4	\$1,126,841	\$1,197,892	\$766,950	\$903,225	31	99%
5	\$2,090,591	\$2,144,656	\$2,655,000	\$1,610,000	74	92%
TOWN	\$1,302,636	\$1,314,907	\$1,495,200	\$908,920	83	100%

ALL TOWNS	\$1,152,586	\$1,126,814	\$1,153,550	\$858,794	64	100%
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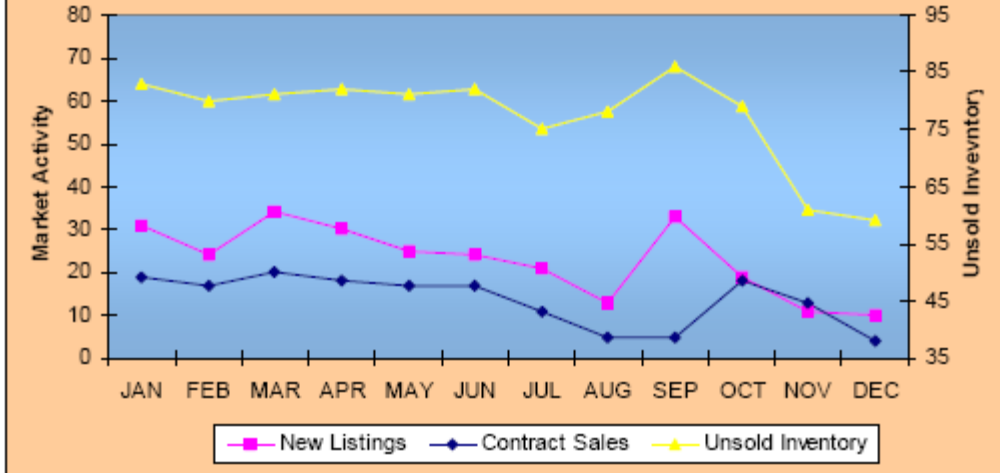


CHATHAM BOROUGH 4th Quarter At-A-Glance

	2003	2004	2005	2006	2007
Average # Of Offerings/Monthly	9.0	6.0	9.3	11.7	10.3
Average # Of Sales/Monthly	12.0	5.7	6.3	10.7	6.3
Supply & Demand Ratio	133%	94%	68%	91%	61%
Unsold Inventory	21	20	27	38	32
Projected Absorption (Months)	2	4	4	4	5



CHATHAM TOWNSHIP 2007



CHATHAM TOWNSHIP 4th Quarter At-A-Glance

	2003	2004	2005	2006	2007
<i>Average # Of Offerings/Monthly</i>	15.3	12.3	16.7	20.0	13.3
<i>Average # Of Sales/Monthly</i>	14.3	13.0	9.0	11.3	11.7
<i>Supply & Demand Ratio</i>	93%	105%	54%	57%	88%
<i>Unsold Inventory</i>	37	36	45	81	59
<i>Projected Absorption (Months)</i>	3	3	5	7	5



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