

## CHATHAM May 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
87 Summit Avenue	\$449,000	\$449,000	\$449,000	6	3	1	Colonial
150 North Hillside Avenue	\$469,000	\$469,000	\$450,000	33	3	1.1	CapeCod
171 Hillside Ave.	\$639,000	\$639,000	\$575,000	0	3	1.1	Colonial
41 Clark St.	\$699,000	\$699,000	\$705,000	28	3	2	Ranch
7 Rowan Road	\$999,000	\$937,000	\$900,000	47	4	2.1	Colonial
13 Woods Lane	\$949,000	\$949,000	\$945,000	46	5	2.1	Colonial
55 Fuller Avenue	\$1,375,000	\$1,320,000	\$1,300,000	49	4	4.1	Colonial

### Chatham Township

Address	Original List Price	List Price at Contract	Sale Price	DOM	BR	TBTH	Style
20A Kensington	\$299,900	\$299,900	\$299,000	13	1	1	FirstFlr
191 Terrace Dr/	\$609,000	\$589,000	\$580,000	54	3	2.1	TwnIntUn
23 Falmouth Rd	\$639,900	\$639,900	\$615,000	79	2	1	Ranch
131 Long Hill Lane	\$690,000	\$690,000	\$680,000	17	3	2	Ranch
5 Lenape Trail	\$694,900	\$694,900	\$716,000	27	4	2.1	SplitLev
19 Gibbons Place	\$775,000	\$775,000	\$740,000	29	4	2.1	Colonial
25 Garden St.	\$799,000	\$799,000	\$785,000	21	4	2.1	Colonial
170 Lafayette Ave	\$919,000	\$919,000	\$920,000	26	4	3	Colonial
74 Westminster	\$995,000	\$995,000	\$925,000	21	4	2.1	Colonial
18 Maple Street	\$999,000	\$999,000	\$999,000	12	4	2.1	Colonial
24 Maple St.	\$1,300,000	\$1,200,000	\$1,170,000	37	4	4.1	Colonial
692 River Road	\$1,699,000	\$1,699,000	\$1,605,000	156	6	5.1	Col,Cust
324 Fairmont Ave	\$2,395,000	\$2,395,000	\$2,250,000	0	6	5.1	Colonial
16 Candace Lane	\$2,795,000	\$2,795,000	\$2,680,000	51	6	6.2	Colonial
20 Candace Lane	\$2,795,000	\$2,795,000	\$2,725,000	8	6	6.2	Colonial

AVERAGE DAYS ON MARKET: 34  
 AVERAGE LISTING PRICE: \$1,129,649  
 AVERAGE SALE PRICE: \$1,046,045  
 % SALE PRICE / LIST PRICE: 97%

## CHATHAM HOME SALE TRENDS May 2007 – May 2008

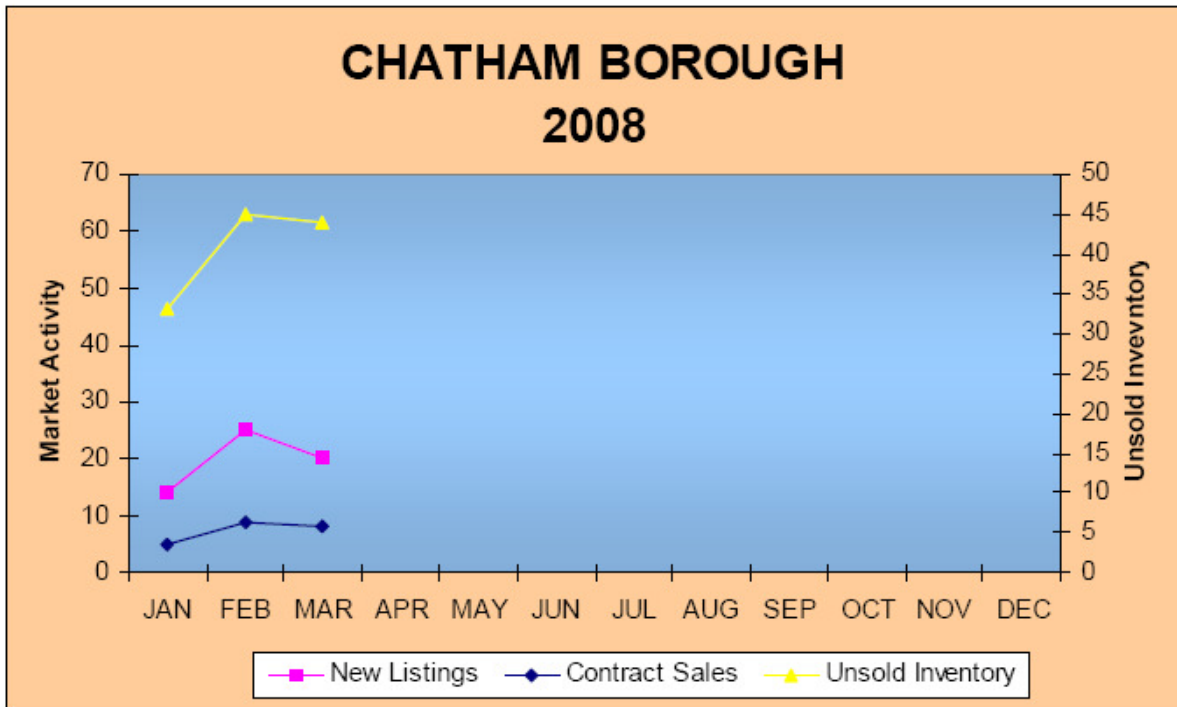
	May 2007	Jun.	Jul.	Aug.	Sept.	Oct.
Average Listing Price	\$1,053,413	\$1,108,761	\$1,105,734	\$1,074,041	\$1,114,934	\$1,041,312
Average Sale Price	\$813,676	\$745,400	\$989,055	\$975,471	\$897,733	\$1,006,300
%Sale Price to List Price Ratio	98%	97%	98%	98%	98%	98%
Days on Market	62	53	49	57	74	86
# of Active Listings	184	171	151	135	148	155
# of Closed Listings	32	32	41	27	15	5

	Nov.	Dec.	Jan.	Feb.	Mar.	April	May 2008
Average Listing Price	\$1,034,169	\$1,065,539	\$1,152,586	\$1,131,005	\$1,129,042	\$1,170,764	\$1,129,649
Average Sale Price	\$896,706	\$783,921	\$858,794	\$1,004,773	\$796,654	\$803,067	\$1,046,045
% Sale Price to List Price Ratio	96%	96%	100%	97%	96%	96%	97%
Days On Market	84	59	64	66	84	85	34
# of Active Listings	144	116	132	153	159	178	199
# of Closed Listings	17	13	17	17	13	16	22

CHATHAM BORO	Active Listings	New Listings	Under Contract	Sold Listings	Average DOM	SP/LP
# Beds	Avg LP	Avg LP	Avg LP	Avg LP		
1	\$307,000	\$0	\$0	\$0	0	0%
2	\$389,300	\$399,000	\$369,900	\$0	0	0%
3	\$622,025	\$591,827	\$551,967	\$544,750	17	97%
4	\$872,506	\$918,270	\$669,000	\$1,100,000	48	97%
5	\$1,508,627	\$847,633	\$0	\$945,000	46	100%
TOWN	\$809,543	\$738,962	\$557,744	\$760,571	30	97%

<b>CHATHAM TWP</b>	<b>Active Listings</b>	<b>New Listings</b>	<b>Under Contract</b>	<b>Sold Listings</b>	<b>Average DOM</b>	<b>SP/LP</b>
<b># Beds</b>	<b>Avg LP</b>	<b>Avg LP</b>	<b>Avg LP</b>	<b>Avg LP</b>		
<b>1</b>	<b>\$313,300</b>	<b>\$309,680</b>	<b>\$317,000</b>	<b>\$299,000</b>	<b>13</b>	<b>100%</b>
<b>2</b>	<b>\$425,825</b>	<b>\$432,663</b>	<b>\$419,450</b>	<b>\$615,000</b>	<b>79</b>	<b>96%</b>
<b>3</b>	<b>\$890,173</b>	<b>\$764,233</b>	<b>\$1,099,000</b>	<b>\$630,000</b>	<b>36</b>	<b>99%</b>
<b>4</b>	<b>\$1,138,689</b>	<b>\$932,618</b>	<b>\$1,113,488</b>	<b>\$893,571</b>	<b>25</b>	<b>98%</b>
<b>5</b>	<b>\$2,205,317</b>	<b>\$1,891,231</b>	<b>\$2,403,750</b>	<b>\$2,315,000</b>	<b>54</b>	<b>96%</b>
<b>TOWN</b>	<b>\$1,344,846</b>	<b>\$1,095,109</b>	<b>\$1,240,871</b>	<b>\$1,179,267</b>	<b>37</b>	<b>97%</b>

<b>ALL TOWNS</b>	<b>\$1,129,649</b>	<b>\$949,413</b>	<b>\$1,004,404</b>	<b>\$1,046,045</b>	<b>34</b>	<b>97%</b>
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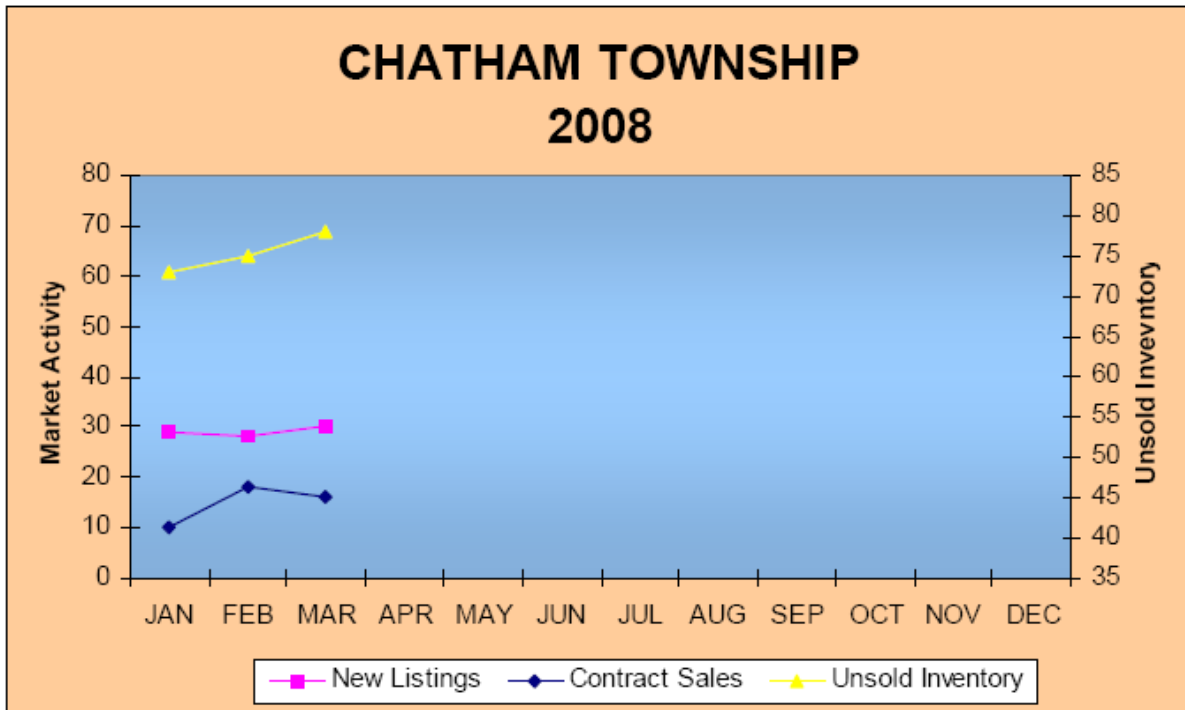
### CHATHAM BOROUGH 1st Quarter At-A-Glance

	2004	2005	2006	2007	2008
<i>Average # Of Offerings/Monthly</i>	17.3	21.0	22.7	20.7	19.7
<i>Average # Of Sales/Monthly</i>	12.3	14.3	13.0	12.7	7.3
<i>Supply &amp; Demand Ratio</i>	71%	68%	57%	61%	37%
<i>Unsold Inventory</i>	23	28	50	37	44
<i>Projected Absorption (Months)</i>	2	2	4	3	6



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### CHATHAM TOWNSHIP 1st Quarter At-A-Glance

	2004	2005	2006	2007	2008
<i>Average # Of Offerings/Monthly</i>	20.7	20.3	25.3	29.7	29.0
<i>Average # Of Sales/Monthly</i>	16.3	14.3	12.7	18.7	14.7
<i>Supply &amp; Demand Ratio</i>	79%	70%	50%	63%	51%
<i>Unsold Inventory</i>	38	38	63	81	78
<i>Projected Absorption (Months)</i>	2	3	5	4	5



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