

CHATHAM March 2009 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.

Address	Original List Price	List Price at Contract	Sale Price	DOM	BR	TBTH	Style
CHATHAM BORO							
182 WESTON AVE	\$499,900	\$499,900	\$494,000	54	4	2	CapeCod
18 Kings Road	\$594,900	\$569,000	\$550,000	44	4	2.1	Custom
CHATHAM TOWNSHIP							
14 Lenape Trail	\$699,000	\$699,000	\$716,000	10	3	2	Ranch
132 Ormont Rd.	\$775,000	\$739,000	\$726,000	71	4	3	Custom
78 Hall Road	\$1,349,900	\$1,195,000	\$999,000	236	4	2.1	Colonial

AVERAGE DAYS ON MARKET: 83 AVERAGE LISTING PRICE: \$1,074,066
 AVERAGE SALE PRICE: \$697,000 % SALE PRICE / LIST PRICE: 95%

CHATHAM HOME SALE TRENDS March 2008 thru March 2009

	Mar. 2008	April	May	June	July	Aug.	Sept.
Average Listing Price	\$1,129,042	\$1,170,764	\$1,129,649	\$1,118,322	\$1,163,320	\$1,158,334	\$1,176,763
Average Sale Price	\$796,654	\$803,067	\$1,046,045	\$816,084	\$808,200	\$920,982	\$805,520
%Sale Price to List Price Ratio	96%	96%	97%	96%	98%	97%	97%
Days on Market	84	85	34	55	51	49	84
# of Active Listings	159	178	199	195	179	165	168
# of Closed Listings	13	16	22	24	30	28	15

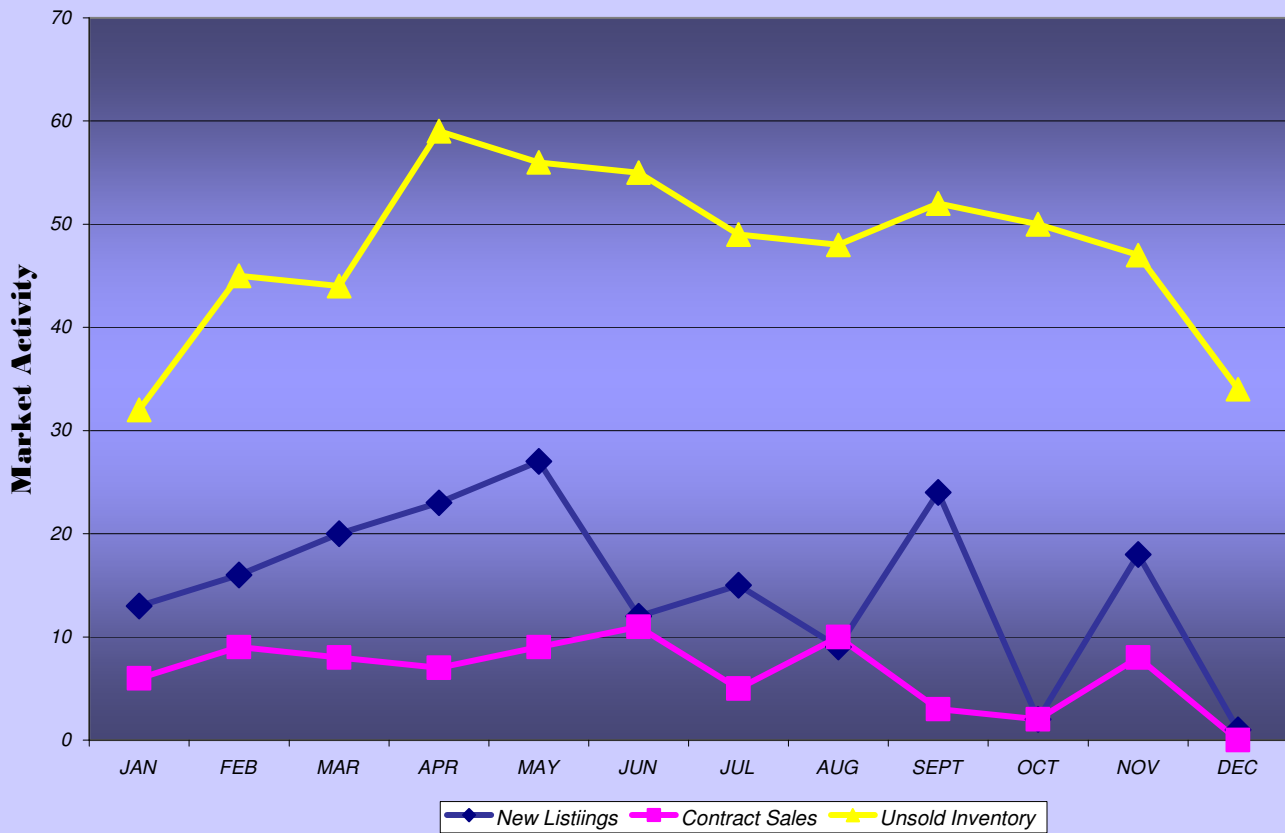
	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.2009
Average Listing Price	\$1,101,063	\$1,075,832	\$1,071,039	\$1,107,695	\$1,142,163	\$1,074,066
Average Sale Price	\$1,049,700	\$963,789	\$789,250	\$872,250	\$953,583	\$697,000
% Sale Price to List Price Ratio	96%	94%	94%	99%	95%	95%
Days On Market	61	80	72	39	91	83
# of Active Listings	165	176	139	141	167	189
# of Closed Listings	9	13	11	5	6	5

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	\$448,225	\$429,000	\$569,900	\$0	0	0%
3	\$581,643	\$561,167	\$527,200	\$0	0	0%
4	\$854,108	\$811,725	\$557,000	\$522,000	49	98%
5	\$1,529,271	\$1,279,067	\$0	\$0	0	0%
TOWN	\$895,791	\$950,906	\$539,988	\$522,000	49	98%

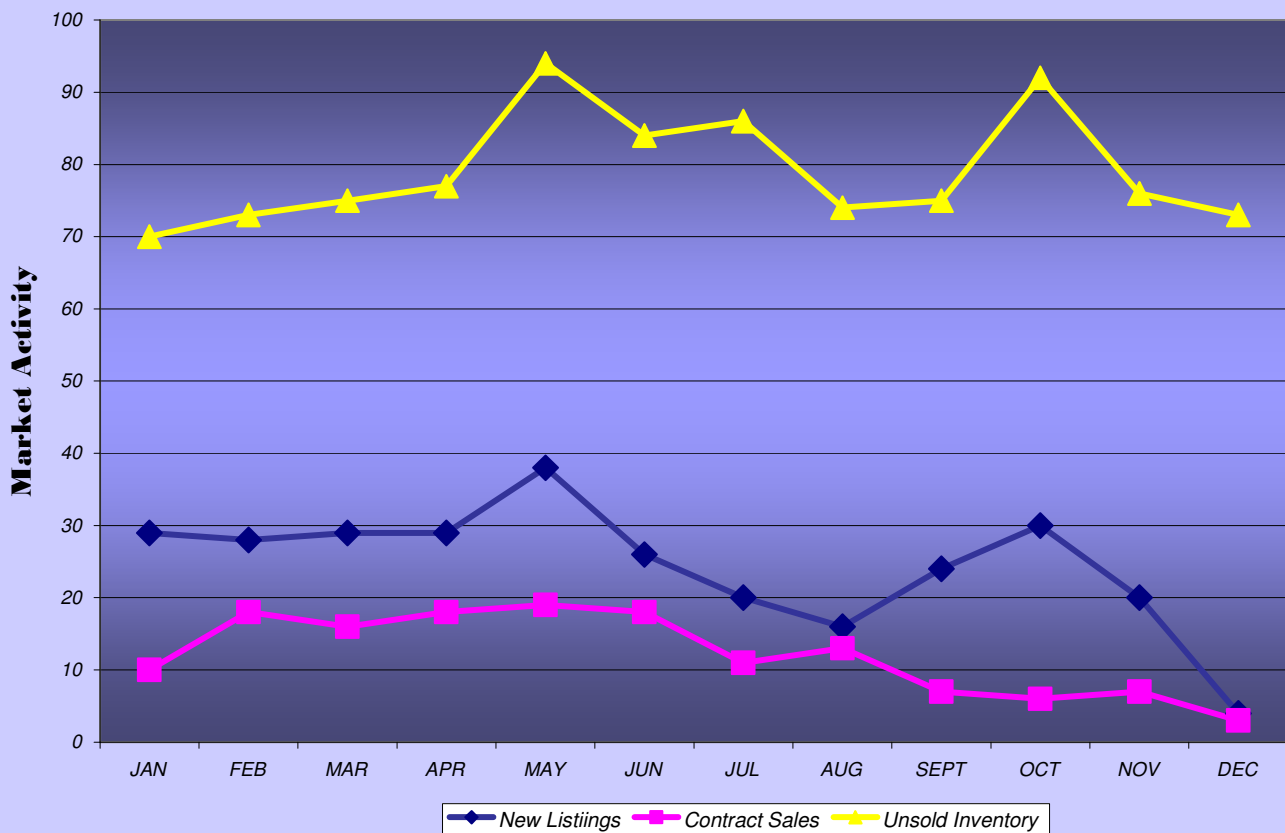
CHATHAM TWP	Active Listings	New Listings	Under Contract	Sold Listings	Average DOM	SP/LP
# Beds	Avg LP	Avg LP	Avg LP	Avg LP		
1	\$304,238	\$324,180	\$304,000	\$0	0	0%
2	\$415,945	\$386,400	\$0	\$0	0	0%
3	\$818,984	\$820,000	\$529,300	\$716,000	10	102%
4	\$1,027,090	\$885,983	\$0	\$862,500	154	89%
5	\$2,144,108	\$1,531,857	\$1,915,750	\$0	0	0%
TOWN	\$1,174,253	\$845,234	\$1,095,433	\$813,667	106	93%

ALL TOWNS	\$1,074,066	\$885,704	\$834,047	\$697,000	83	95%
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CHATHAM BOROUGH 2008



CHATHAM TOWNSHIP 2008



Susan Adler
Over 900 Homes Sold!
#1 Keller Williams Agent in NJ 2005, 2006, 2007



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