Chatham Boro November 2015 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assess- ment | SP:AV |
|-------|-------------------------|----------|--------|-------|-----|------------------|------------|-------------|---------|-----------------------|-------|
| 1 | 380 Main Street Unit 10 | OneFloor | 1 | 1.0 | 141 | \$249,900 | \$249,900 | \$240,000 | 96.04% | \$228,100 | 1.05 |
| 2 | 53 Kings Road | CapeCod | 3 | 1.0 | 161 | \$399,000 | \$399,000 | \$375,000 | 93.98% | \$380,600 | 0.99 |
| 3 | 3 Fern Avenue | Colonial | 4 | 1.1 | 8 | \$489,000 | \$489,000 | \$480,000 | 98.16% | \$485,100 | 0.99 |
| 4 | 2 Meadow Road | Colonial | 3 | 2.0 | 56 | \$599,900 | \$599,900 | \$582,500 | 97.10% | \$455,400 | 1.28 |
| 5 | 45 Hedges Avenue | Colonial | 4 | 2.1 | 30 | \$745,000 | \$719,000 | \$690,000 | 95.97% | \$555,000 | 1.24 |
| 6 | 29 N Summit Avenue | Colonial | 4 | 1.1 | 44 | \$749,000 | \$729,000 | \$715,000 | 98.08% | \$554,800 | 1.29 |
| 7 | 11 Tallmadge Avenue | Colonial | 3 | 1.1 | 69 | \$769,000 | \$749,000 | \$718,800 | 95.97% | \$552,800 | 1.30 |
| 8 | 127 Chatham Street | Colonial | 4 | 2.1 | 9 | \$945,000 | \$945,000 | \$999,999 | 105.82% | \$891,400 | 1.12 |
| | AVERAGE | | | | 65 | \$618,225 | \$609,975 | \$600,162 | 97.64% | | 1.16 |

"ACTIVE" LISTINGS IN CHATHAM BORO

Number of Units: 21
Average List Price: \$985,376
Average Days on Market: 70

"UNDER CONTRACT" LISTINGS IN CHATHAM BORO

Number of Units: 16

Average List Price: \$813,956

Average Days on Market: 45

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Not intended to solicit a property already listed.

Chatham Boro 2015 Year to Date Market Trends

| | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|-----------|
| Days on Market | 50 | 51 | 79 | 37 | 18 | 28 | 54 | 48 | 60 | 41 | 65 | <u> </u> | 46 |
| List Price | \$695,987 | \$779,100 | \$559,600 | \$651,612 | \$839,408 | \$653,569 | \$823,165 | \$844,585 | \$991,462 | \$788,200 | \$609,975 | <u> </u> | \$773,148 |
| Sales Price | \$693,375 | \$751,600 | \$578,378 | \$661,688 | \$825,385 | \$657,000 | \$821,559 | \$846,838 | \$982,962 | \$760,800 | \$600,162 | <u> </u> | \$769,114 |
| Sales Price as a % of List Price | 99.41% | 98.64% | 103.61% | 101.34% | 97.89% | 100.08% | 99.86% | 100.82% | 100.16% | 97.50% | 97.64% | ' | 99.74% |
| Sales Price to Assessed Value | 0.99 | 1.10 | 1.10 | 1.19 | 1.12 | 1.20 | 1.24 | 1.18 | 1.15 | 1.18 | 1.16 | | 1.18 |
| # Units Sold | 8 | 5 | 5 | 8 | 12 | 13 | 17 | 13 | 13 | 5 | 8 | | 107 |
| Active Listings | 17 | 21 | 32 | 43 | 44 | 39 | 31 | 32 | 31 | 23 | 21 | | 30 |
| Under Contracts | 17 | 17 | 25 | 27 | 26 | 30 | 24 | 18 | 13 | 20 | 16 | | 21 |
| A | | | | | 1000 | | - | | | | | | |

Flashback! YTD 2014 vs YTD 2015

| | | | - 10.0 |
|-------------------------------------|-----------|-----------|----------|
| | 2014 | 2015 | % Change |
| Days on Market | 40 | 46 | 17.11% |
| Sales Price | \$782,254 | \$769,114 | -1.68% |
| Sales Price as a % of List Price | 98.20% | 99.74% | 1.57% |



| | 2014 | 2015 | % Change |
|-----------------|------|------|----------|
| | | | |
| # Units Sold | 92 | 107 | 16.30% |
| Active Listings | 24 | 21 | -12.50% |
| Under Contracts | 13 | 16 | 23.08% |

Chatham Boro Yearly Market Trends





Chatham Boro Yearly Market Trends





