

# CHATHAM BORO

## MAY 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	116 COLEMAN AVE	Colonial	\$630,000	\$617,000	\$614,800	5/12/2011	87	97.94%	1.00
2	77 SUMMIT AVE	CapeCod	\$390,000	\$385,000	\$433,000	5/18/2011	24	98.72%	0.89
3	96 CENTER AVE	CapeCod	\$499,900	\$485,000	\$490,600	5/18/2011	37	97.02%	0.99
4	91 LAFAYETTE AVE	CapeCod	\$479,000	\$472,000	\$513,000	5/23/2011	234	98.54%	0.92
5	63 WATCHUNG AVE	Ranch	\$379,900	\$370,000	\$472,300	5/24/2011	41	97.39%	0.78
6	18 FERN AVE	CapeCod	\$525,000	\$540,000	\$496,800	5/24/2011	30	102.86%	1.09
7	22 WILSON ST	Colonial	\$789,000	\$765,000	\$604,600	5/25/2011	22	96.96%	1.27
8	19 FERN AVE	CapeCod	\$599,000	\$559,000	\$586,800	5/31/2011	52	93.32%	0.95
9	134 WASHINGTON AVE	Colonial	\$825,000	\$800,000	\$709,400	5/31/2011	28	96.97%	1.13
	AVERAGE		\$568,533	\$554,778			62	97.75%	1.00

### CURRENT ***“ACTIVE”*** LISTINGS IN CHATHAM BORO AS OF JUNE 11 2011

NUMBER OF UNITS: 40

AVERAGE LIST PRICE: \$814,675

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.11

AVERAGE DAYS ON MARKET: 61

### CURRENT ***“UNDER CONTRACT”*** LISTINGS IN CHATHAM BORO AS OF JUNE 11, 2011

NUMBER OF UNITS: 23

AVERAGE LIST PRICE: \$ 769,108

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.16

AVERAGE DAYS ON MARKET: 37

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Not intended to solicit a property already listed.

Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

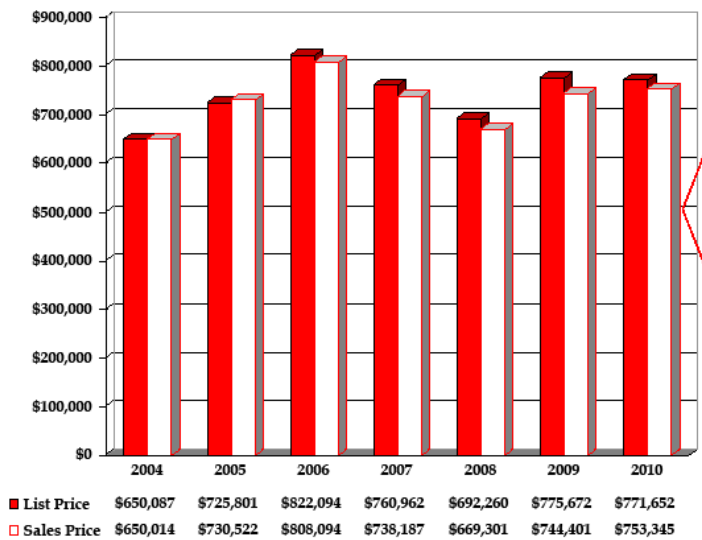
# Chatham Boro 2011 Year to Date Market Trends

**FLASHBACK!!!!**  
**MAY 2010 YTD:**  
**AVG YTD Sales Price: \$7749,286**  
**DOM: 51**  
**#Units YTD: 42**  
**SP:AV 1.11**

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Average List Price	\$689,857	\$593,150	\$749,200	\$801,455	\$568,533								\$685,966
Average Sales Price	\$678,857	\$563,333	\$745,000	\$796,182	\$554,778								\$673,895
Days on Market	37	74	30	49	62								51
% of List Price to Sales Price	98.19%	93.83%	99.21%	99.21%	97.75%								97.83%
Sales Price to Assessed Value	1.16	0.95	1.17	1.20	1.00								1.10
# Units Sold	7	6	5	11	9								38

## CHATHAM BORO

Average List Price and Sales Price



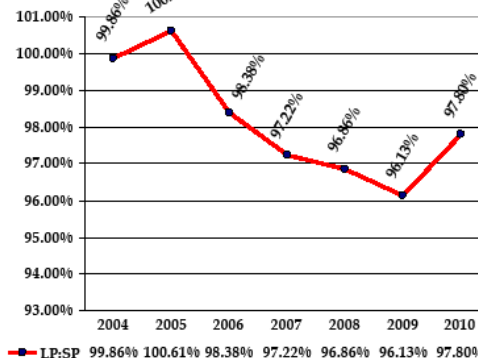
**SALES PRICE TO ASSESSED VALUE RATIOS:**

2004	2.65
2005	2.65
2006*	1.23
2007	1.19
2008	1.09
2009	1.04
2010	1.11

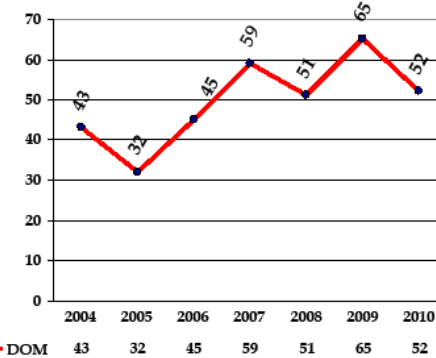
\*2006 Chatham Re-Evaluation

## CHATHAM BORO

Average Percentage of Sales Price to List Price



Average Days on Market



NUMBER OF UNITS SOLD EACH YEAR:

2004	145
2005	138
2006	144
2007	133
2008	84
2009	88
2010	101

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