

CHATHAM BOROUGH

DECEMBER 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	34 ELMWOOD AVE	Colonial	\$998,000	\$1,015,000	\$882,800	12/5/2011	8	101.70%	1.15
2	69 LAFAYETTE AVE	Colonial	\$615,000	\$600,000	\$571,900	12/8/2011	40	97.56%	1.05
3	45-8 S PASSAIC AVE	TwnEndUn	\$849,000	\$730,000	\$948,500	12/8/2011	183	85.98%	0.77
4	44 WOODLAND RD	SplitLev	\$429,000	\$414,500	\$461,000	12/9/2011	33	96.62%	0.90
5	45 N SUMMIT AVE	CapeCod	\$479,000	\$472,000	\$504,100	12/13/2011	15	98.54%	0.94
6	99 CHATHAM ST	Colonial/SplitLev	\$849,000	\$842,000	\$773,700	12/15/2011	29	99.18%	1.09
7	186 WESTON AVE	CapeCod	\$649,000	\$627,500	\$422,400	12/15/2011	26	96.69%	1.49
8	184 N PASSAIC AVE	Colonial	\$539,000	\$525,000	\$472,700	12/16/2011	57	97.40%	1.11
9	146 RIVER RD	Custom	\$749,000	\$709,000	\$709,300	12/29/2011	26	94.66%	1.00
AVERAGE			\$684,000	\$659,444			46	96.48%	1.05

CURRENT "ACTIVE" LISTINGS IN CHATHAM BORO
AS OF JANUARY 6, 2012

NUMBER OF UNITS: 26

AVERAGE LIST PRICE: \$651,681

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.03

AVERAGE DAYS ON MARKET: 108

CURRENT "UNDER CONTRACT" LISTINGS IN CHATHAM BORO
AS OF JANUARY 6, 2012

NUMBER OF UNITS: 99

AVERAGE LIST PRICE: \$ 803,600

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.03

AVERAGE DAYS ON MARKET: 99

© 2004-2011 Copyright Protected. All Rights Reserved

Not intended to solicit a property already listed.

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

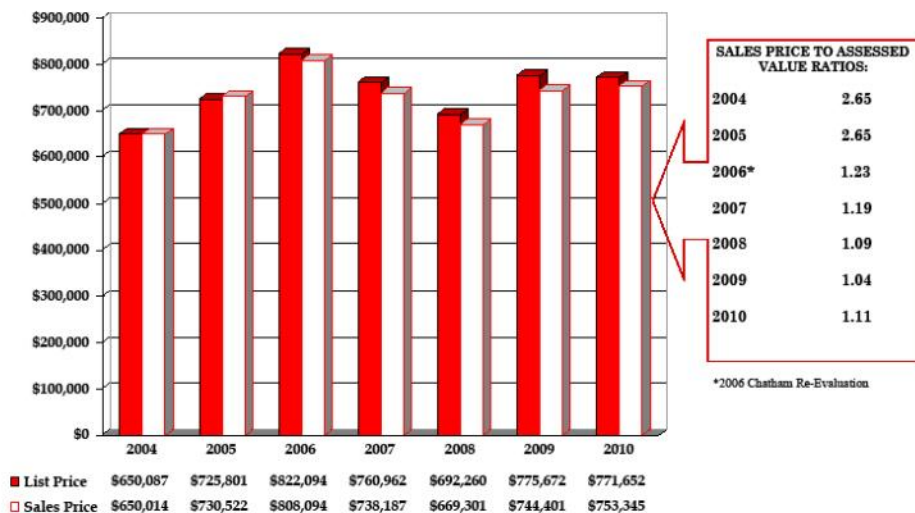
Chatham Boro 2011 Year to Date Market Trends

FLASHBACK!!!!
DECEMBER 2010 YTD:
AVG YTD Sales Price: \$753,345
DOM: 52
#Units YTD 101:
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	\$809,200	\$835,760	\$703,754	\$735,564	\$639,475	\$1,144,667	\$684,000	\$732,853
Average Sales Price	\$678,857	\$563,333	\$745,000	\$796,182	\$554,778	\$814,357	\$833,950	\$698,765	\$715,169	\$608,250	\$1,107,667	\$659,444	\$720,531
Days on Market	37	74	30	49	62	45	37	29	45	107	24	46	48
Sales Price as a % of List Price	98.19%	93.83%	99.21%	99.21%	97.75%	99.25%	99.99%	99.18%	96.96%	95.06%	97.79%	96.48%	97.90%
Sales Price to Assessed Value	1.16	0.95	1.17	1.20	1.00	1.19	1.20	1.10	1.02	1.03	1.25	1.05	1.11
# Units Sold	7	6	5	11	9	14	5	9	14	4	3	9	96

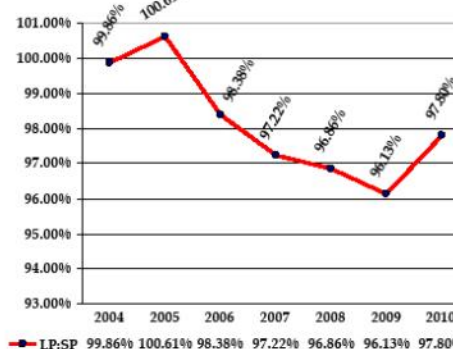
CHATHAM BORO

Average List Price and Sales Price

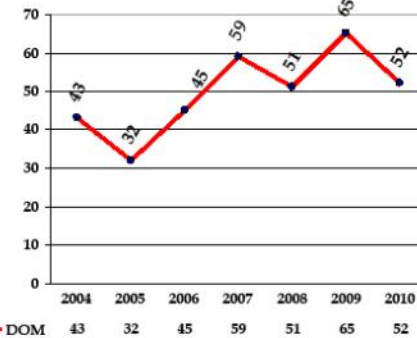


CHATHAM BORO

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

© 2004-2011 Copyright Protected. All Rights Reserved

Not intended to solicit a property already listed.

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