

Chatham Twp.

November 2018 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|---------|------------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1 | 4A Heritage Drive | FirstFlr | 1 | 1.0 | 13 | \$312,000 | \$312,000 | \$310,000 | 99.36% | \$245,700 | 1.26 |
| 2 | 18 Lexington Court | TwnIntUn | 2 | 1.1 | 8 | \$410,000 | \$410,000 | \$404,000 | 98.54% | \$320,000 | 1.26 |
| 3 | 61 Canterbury Road | TwnEndUn | 2 | 2.1 | 10 | \$515,000 | \$515,000 | \$522,000 | 101.36% | \$411,200 | 1.27 |
| 4 | 227 Green Village Road | Colonial | 4 | 2.1 | 125 | \$995,000 | \$849,000 | \$800,000 | 94.23% | \$615,400 | 1.30 |
| 5 | 316 Southern Boulevard | SplitLev | 4 | 3.0 | 109 | \$859,000 | \$849,000 | \$825,000 | 97.17% | \$567,400 | 1.45 |
| 6 | 43 Sterling Drive | TwnIntUn | 4 | 4.0 | 43 | \$1,280,000 | \$1,280,000 | \$1,320,000 | 103.13% | \$1,018,800 | 1.30 |
| 7 | 54 May Drive | Colonial | 5 | 3.1 | 83 | \$1,499,000 | \$1,449,000 | \$1,449,000 | 100.00% | \$1,115,000 | 1.30 |
| 8 | 62 Glenmere Drive | Colonial | 4 | 4.1 | 16 | \$1,500,000 | \$1,500,000 | \$1,500,000 | 100.00% | \$1,042,200 | 1.44 |
| 9 | 62 Dale Drive | Colonial | 4 | 2.1 | 1 | \$1,660,000 | \$1,660,000 | \$1,660,000 | 100.00% | \$1,621,900 | 1.02 |
| 10 | 6 Jay Road | Colonial | 7 | 7.1 | 35 | \$1,799,999 | \$1,799,999 | \$1,769,000 | 98.28% | | |
| 11 | 5 Sycamore Drive | Colonial | 6 | 4.2 | 77 | \$1,895,000 | \$1,895,000 | \$1,850,000 | 97.63% | \$1,750,000 | 1.06 |
| 12 | 7 Oak Hill Road | Colonial | 6 | 6.1 | 43 | \$1,999,000 | \$1,899,000 | \$1,865,000 | 98.21% | \$2,206,200 | 0.85 |
| 13 | 45 Woodmont Drive | Colonial | 6 | 5.1 | 121 | \$2,400,000 | \$2,300,000 | \$2,175,000 | 94.57% | \$2,141,800 | 1.02 |
| AVERAGE | | | | | 53 | \$1,317,231 | \$1,286,000 | \$1,265,308 | 98.65% | | 1.21 |

"ACTIVE" Listings in Chatham Twp.

Number of Units: 68
Average List Price: \$1,333,642
Average Days on Market: 89

"UNDER CONTRACT" Listings in Chatham Twp.

Number of Units: 16
Average List Price: \$1,413,056
Average Days on Market: 88

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Chatham Twp. 2018 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|----------------------------------|-------------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|-----------|-----------|-------------|----------|-------------|
| Days on Market | 44 | 37 | 20 | 60 | 32 | 46 | 57 | 35 | 42 | 60 | 53 | | 44 |
| List Price | \$1,298,875 | \$995,400 | \$1,064,915 | \$1,253,556 | \$1,176,273 | \$1,148,079 | \$1,037,133 | \$1,114,086 | \$741,350 | \$892,555 | \$1,286,000 | | \$1,103,713 |
| Sales Price | \$1,286,000 | \$974,200 | \$1,070,923 | \$1,234,250 | \$1,161,830 | \$1,123,063 | \$1,032,417 | \$1,084,643 | \$729,071 | \$866,778 | \$1,265,308 | | \$1,086,862 |
| Sales Price as a % of List Price | 98.98% | 98.60% | 100.04% | 99.29% | 99.24% | 97.94% | 98.85% | 97.76% | 98.16% | 97.08% | 98.65% | | 98.59% |
| Sales Price to Assessed Value | 1.10 | 1.17 | 1.22 | 1.32 | 1.19 | 1.15 | 1.13 | 1.19 | 1.19 | 1.16 | 1.21 | | 1.19 |
| # Units Sold | 8 | 5 | 13 | 16 | 22 | 24 | 18 | 22 | 14 | 9 | 13 | | 164 |
| Active Listings | 52 | 63 | 69 | 76 | 89 | 86 | 80 | 74 | 83 | 78 | 68 | | 74 |
| Under Contracts | 16 | 29 | 33 | 38 | 39 | 38 | 34 | 25 | 18 | 23 | 16 | | 28 |

Flashback! YTD 2017 vs YTD 2018

| YTD | 2017 | 2018 | % Change |
|-------------------------------|-------------|-------------|----------|
| Days on Market | 57 | 44 | -23.18% |
| Sales Price | \$1,057,534 | \$1,086,862 | 2.77% |
| Sales Price to Assessed Value | 1.16 | 1.19 | 2.24% |

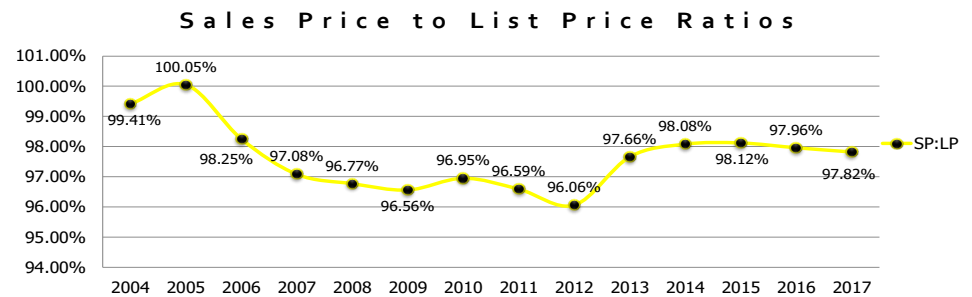


| YTD | 2017 | 2018 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 166 | 164 | -1.20% |
| Active Listings | 48 | 68 | 41.67% |
| Under Contracts | 23 | 16 | -30.43% |

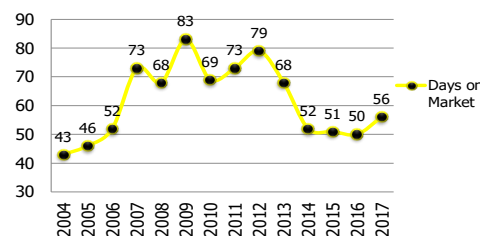
Chatham Twp. Yearly Market Trends



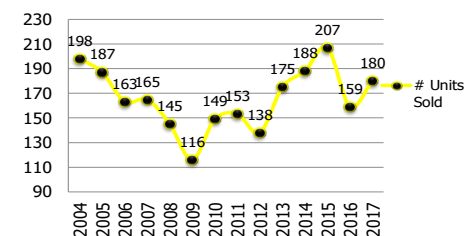
Chatham Twp. Yearly Market Trends



Average Days on Market



Number of Units Sold



Sales Price to Assessed Value Ratio

