

## Chatham Boro November 2008 Market Activity

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	26 Chandler Rd	Colonial	\$1,575,000	\$1,482,085	\$1,239,100	11/3/2008	17	94.10%	1.20
2	40 W Coleman Ave	Colonial	\$747,500	\$710,000	\$653,600	11/24/2008	157	94.98%	1.09
3	174 North Passaic Avenue	CapeCod	\$409,900	\$385,000	\$409,100	11/25/2008	71	93.93%	0.94
4	132 Center Ave	Colonial	\$629,900	\$572,000	\$544,200	11/26/2008	139	90.81%	1.05
AVERAGES			\$840,575	\$787,271			96	93.45%	1.07

**Average Days on Market** 96  
**Average List Price** \$840,575  
**Average Sales Price** \$787,271  
**% of List Price to Sales Price** 93.45%  
**Assessed Value to Sales Price** 1.07  
**# of Units for the Month** 4

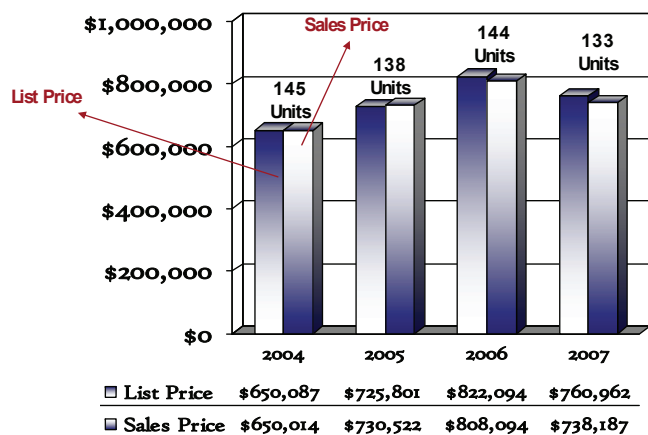
**FLASHBACK!!!!**  
**November 2007 YTD:**  
**AVG YTD Sales Price: \$743,306 -11.7%**  
**DOM: 60 -15%**  
**#Units YTD: 129 -37.2%**

## Chatham Boro 2008 Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Average List Price	\$785,917	\$605,238	\$533,560	\$646,300	\$780,286	\$710,433	\$672,005	\$600,054	\$576,533	\$595,000	\$840,575		\$676,543
Average Sales Price	\$775,250	\$592,188	\$515,600	\$602,500	\$760,571	\$678,889	\$657,906	\$590,143	\$562,922	\$570,000	\$787,271		\$656,374
Days on Market	33	35	61	48	30	40	49	38	92	71	96		51
% of List Price to Sales Price	98.34%	97.90%	96.78%	93.30%	97.27%	96.50%	97.61%	98.94%	97.51%	95.80%	93.45%		97.10%
Sales Price to Assessed Value	1.15	1.00	1.00	1.08	1.14	1.17	1.11	1.03	1.03	1.13	1.07		1.09
# Units Sold	6	8	5	5	7	9	16	7	9	5	4		81

### Chatham Boro Market Averages 2004-2007

List Price vs. Sales Price and Sales Price to Assessed Value Ratio

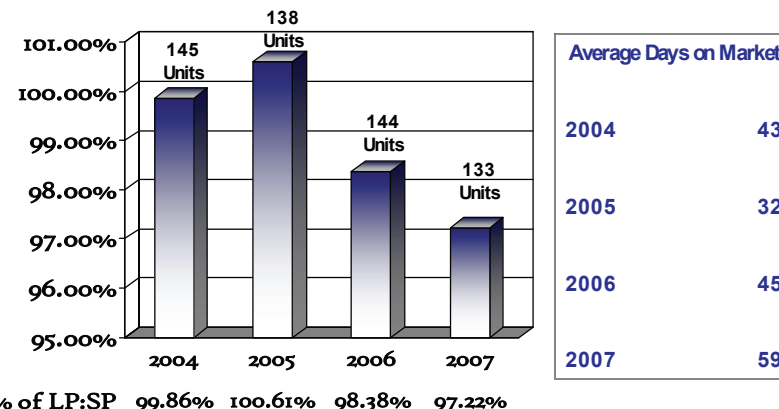


Year	Sales Price to Assessed Value Ratio
2004	2.65
2005	2.65
2006	1.23*
2007	1.19*

\* Chatham was Re-Assessed in 2006

### Chatham Boro Market Averages 2004-2007

Percentage of List Price to Sales Price and Average Days on Market



As reported by the Garden State Multiple Listing Service Information deemed reliable but not guaranteed.  
 All residential properties sold: Fee Simple, Townhomes & Condos

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