

Chatham Boro

June 2019 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|----------------|------------------------|-------------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1 | 3 Pihlman Place | CapeCod | 3 | 1.0 | 14 | \$438,000 | \$438,000 | \$436,000 | 99.54% | \$401,900 | 1.08 |
| 2 | 51 Kings Road | Colonial | 4 | 2.0 | 195 | \$625,000 | \$625,000 | \$575,000 | 92.00% | \$475,200 | 1.21 |
| 3 | 28 Summit Avenue | Colonial | 3 | 1.1 | 118 | \$649,900 | \$597,500 | \$575,000 | 96.23% | \$481,300 | 1.19 |
| 4 | 74 Garden Avenue | CapeCod | 4 | 2.0 | 94 | \$620,000 | \$608,000 | \$580,000 | 95.39% | \$428,500 | 1.35 |
| 5 | 53 Fairmount Avenue | Split Level | 3 | 2.1 | 25 | \$649,000 | \$649,000 | \$600,000 | 92.45% | \$616,900 | 0.97 |
| 6 | 27 Parrot Mill Road | Bi-Level | 4 | 2.0 | 19 | \$725,000 | \$725,000 | \$695,000 | 95.86% | \$539,500 | 1.29 |
| 7 | 18 N Summit Avenue | Colonial | 3 | 1.1 | 9 | \$699,000 | \$699,000 | \$699,000 | 100.00% | \$529,200 | 1.32 |
| 8 | 45-5 S Passaic Avenue | TwnEndUn | 2 | 2.1 | 89 | \$799,900 | \$789,900 | \$737,500 | 93.37% | \$850,000 | 0.87 |
| 9 | 21 Tallmadge Avenue | Colonial | 3 | 1.1 | 11 | \$759,000 | \$759,000 | \$759,000 | 100.00% | \$582,800 | 1.30 |
| 10 | 153 N Passaic Avenue | Colonial | 4 | 2.0 | 9 | \$775,000 | \$775,000 | \$775,000 | 100.00% | \$503,000 | 1.54 |
| 11 | 35 Coleman Avenue East | Split Level | 3 | 1.2 | 9 | \$790,000 | \$790,000 | \$776,000 | 98.23% | \$612,400 | 1.27 |
| 12 | 21 Highland Avenue | Ranch | 2 | 3.0 | 51 | \$850,000 | \$850,000 | \$830,000 | 97.65% | \$799,300 | 1.04 |
| 13 | 63 Farimount Avenue | Colonial | 4 | 2.1 | 37 | \$899,500 | \$899,500 | \$875,000 | 97.28% | \$833,300 | 1.05 |
| 14 | 30 N Hillside Avenue | Colonial | 3 | 3.1 | 36 | \$1,099,000 | \$999,000 | \$985,000 | 98.60% | | |
| 15 | 128 N Hillside Avenue | Colonial | 4 | 3.1 | 14 | \$1,265,000 | \$1,265,000 | \$1,285,000 | 101.58% | \$983,400 | 1.31 |
| 16 | 265 Hillside Avenue | Colonial | 7 | 5.0 | 189 | \$1,525,000 | \$1,390,000 | \$1,385,000 | 99.64% | | |
| AVERAGE | | | | | 57 | \$823,019 | \$803,681 | \$785,469 | 97.36% | | 1.20 |

"Active" Listings in Chatham Boro

Number of Units: 42
 Average List Price: \$1,031,369
 Average Days on Market: 61

"Under Contract" Listings in Chatham Boro

Number of Units: 21
 Average List Price: \$1,007,233
 Average Days on Market: 42

Chatham Boro 2019 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-----------------|-----------|-----------|-----------|-----------|-------------|-----------|------|--------|-----------|---------|----------|----------|-----------|
| Days on Market | 87 | 61 | 51 | 22 | 46 | 57 | | | | | | | 53 |
| List Price | \$858,667 | \$848,555 | \$694,950 | \$773,962 | \$1,053,500 | \$803,681 | | | | | | | \$865,500 |
| Sales Price | \$833,417 | \$831,256 | \$687,500 | \$768,031 | \$1,022,542 | \$785,469 | | | | | | | \$846,020 |
| SP:LP% | 97.59% | 98.84% | 98.85% | 99.20% | 97.19% | 97.36% | | | | | | | 97.93% |
| SP to AV | 1.24 | 1.17 | 1.31 | 1.26 | 1.16 | 1.20 | | | | | | | 1.21 |
| # Units Sold | 6 | 9 | 2 | 8 | 12 | 16 | | | | | | | 53 |
| 3 Mo Rate of Ab | 4.29 | 5.22 | 6.88 | 7.95 | 7.50 | 4.24 | | | | | | | 6.01 |
| Active Listings | 33 | 37 | 43 | 57 | 53 | 42 | | | | | | | 44 |
| Under Contracts | 10 | 11 | 22 | 26 | 28 | 21 | | | | | | | 20 |

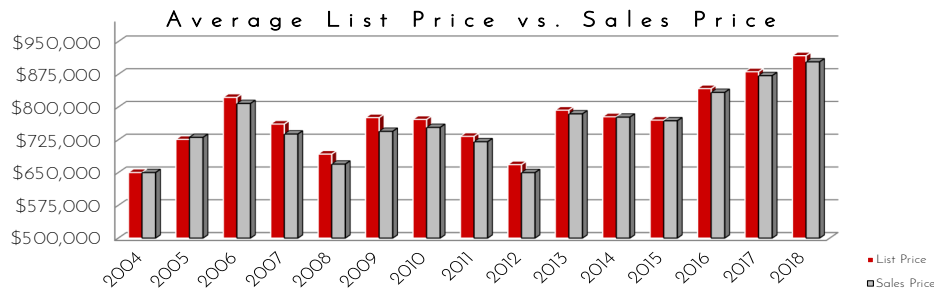
Flashback! YTD 2018 vs YTD 2019

| YTD | 2018 | 2019 | % Change |
|-------------|-----------|-----------|----------|
| DOM | 43 | 53 | 24.49% |
| Sales Price | \$904,902 | \$846,020 | -6.51% |
| LP:SP | 99.27% | 97.93% | -1.35% |
| SP:AV | 1.26 | 1.21 | -4.50% |



| YTD | 2018 | 2019 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 65 | 53 | -18.46% |
| Rate of Ab 3 Mo | 2.29 | 4.24 | 85.15% |
| Actives | 44 | 42 | -4.55% |
| Under Contracts | 23 | 21 | -8.70% |

Chatham Boro Yearly Market Trends



| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$650,087 | \$725,801 | \$822,801 | \$760,962 | \$692,260 | \$775,672 | \$771,652 | \$732,853 | \$668,070 | \$792,825 | \$777,745 | \$770,103 | \$842,201 | \$880,832 | \$917,486 |
| SP | \$650,014 | \$730,522 | \$808,094 | \$738,187 | \$669,301 | \$744,401 | \$753,345 | \$720,531 | \$649,902 | \$784,375 | \$776,872 | \$768,532 | \$833,489 | \$871,895 | \$903,470 |

Chatham Boro Yearly Market Trends

