

Chatham Twp.

November 2019 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|----------------|----------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1 | 15-C Kensington Road | OneFloor | 2 | 1.0 | 27 | \$369,900 | \$369,900 | \$371,500 | 100.43% | \$258,200 | 1.44 |
| 2 | 750 River Road | Ranch | 2 | 1.0 | 15 | \$385,000 | \$385,000 | \$391,000 | 101.56% | \$376,800 | 1.04 |
| 3 | 98 Canterbury Road | TwnIntUn | 2 | 1.1 | 49 | \$439,000 | \$419,000 | \$395,000 | 94.27% | \$384,500 | 1.03 |
| 4 | 190 Riveredge Drive | MultiFlr | 2 | 2.0 | 11 | \$450,000 | \$450,000 | \$475,000 | 105.56% | \$395,100 | 1.20 |
| 5 | 199 Terrace Drive | TwnEndUn | 3 | 2.1 | 26 | \$559,000 | \$559,000 | \$546,500 | 97.76% | \$490,000 | 1.12 |
| 6 | 291 Riveredge Drive | TwnIntUn | 3 | 3.0 | 128 | \$650,000 | \$620,000 | \$590,000 | 95.16% | \$560,000 | 1.05 |
| 7 | 1 Willow Way | Ranch | 4 | 2.1 | 71 | \$778,000 | \$778,000 | \$778,000 | 100.00% | \$719,200 | 1.08 |
| 8 | 10 Glenmere Drive | Colonial | 5 | 2.2 | 98 | \$899,000 | \$825,000 | \$785,000 | 95.15% | \$1,104,000 | 0.71 |
| 9 | 1 Whitman Drive | Custom | 3 | 2.1 | 14 | \$1,275,000 | \$1,275,000 | \$1,200,000 | 94.12% | \$875,300 | 1.37 |
| 10 | 221 Longwood Avenue | Colonial | 4 | 4.1 | 48 | \$1,299,000 | \$1,299,000 | \$1,275,000 | 98.15% | \$1,325,800 | 0.96 |
| 11 | 33 Melrose Lane | TwnEndUn | 4 | 3.1 | 44 | \$1,350,000 | \$1,350,000 | \$1,392,500 | 103.15% | \$987,200 | 1.41 |
| 12 | 174 Noe Avenue | Colonial | 5 | 3.2 | 31 | \$1,699,000 | \$1,699,000 | \$1,625,000 | 95.64% | \$1,625,900 | 1.00 |
| AVERAGE | | | | | 47 | \$846,075 | \$835,742 | \$818,708 | 98.41% | | 1.12 |

"Active" Listings in Chatham Twp.

Number of Units: 52
 Average List Price: \$1,326,104
 Average Days on Market: 87

"Under Contract" Listings in Chatham Twp.

Number of Units: 18
 Average List Price: \$1,390,962
 Average Days on Market: 63

Chatham Twp. 2019 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-----------------|-------------|-------------|-------------|-------------|-----------|-------------|-------------|-------------|-------------|-------------|-----------|----------|--------------|
| Days on Market | 84 | 77 | 63 | 73 | 29 | 49 | 59 | 43 | 75 | 72 | 47 | | 58 |
| List Price | \$1,061,045 | \$1,089,142 | \$1,226,385 | \$1,281,187 | \$882,368 | \$1,080,160 | \$1,281,529 | \$1,351,267 | \$1,232,500 | \$1,141,454 | \$835,742 | | \$ 1,126,059 |
| Sales Price | \$1,017,754 | \$1,046,958 | \$1,190,208 | \$1,230,660 | \$894,145 | \$1,042,534 | \$1,198,679 | \$1,303,093 | \$1,183,025 | \$1,089,591 | \$818,708 | | \$ 1,087,335 |
| SP:LP% | 96.94% | 95.88% | 97.65% | 96.93% | 100.48% | 96.53% | 94.02% | 97.21% | 97.04% | 97.04% | 98.41% | | 97.17% |
| SP to AV | 1.12 | 1.15 | 1.10 | 1.20 | 1.10 | 1.15 | 1.17 | 1.23 | 1.16 | 1.16 | 1.12 | | 1.15 |
| # Units Sold | 11 | 12 | 13 | 15 | 19 | 25 | 14 | 15 | 10 | 11 | 12 | | 157 |
| 3 Mo Rate of Ab | 4.88 | 5.00 | 5.08 | 5.23 | 4.70 | 4.12 | 3.53 | 3.11 | 4.65 | 5.27 | 4.82 | | 4.58 |
| Active Listings | 57 | 53 | 62 | 75 | 68 | 77 | 62 | 62 | 65 | 62 | 52 | | 63 |
| Under Contracts | 21 | 29 | 33 | 37 | 41 | 23 | 21 | 20 | 22 | 19 | 18 | | 26 |

Flashback! YTD 2018 vs YTD 2019

| YTD | 2018 | 2019 | % Change |
|-------------|-------------|-------------|----------|
| DOM | 44 | 58 | 32.82% |
| Sales Price | \$1,086,862 | \$1,087,335 | 0.04% |
| LP:SP | 98.59% | 97.17% | -1.43% |
| SP:AV | 1.19 | 1.15 | -3.25% |



| YTD | 2018 | 2019 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 164 | 157 | -4.27% |
| Rate of Ab 3 Mo | 6.18 | 4.82 | -22.01% |
| Actives | 68 | 52 | -23.53% |
| Under Contracts | 16 | 18 | 12.50% |

Chatham Twp. Yearly Market Trends

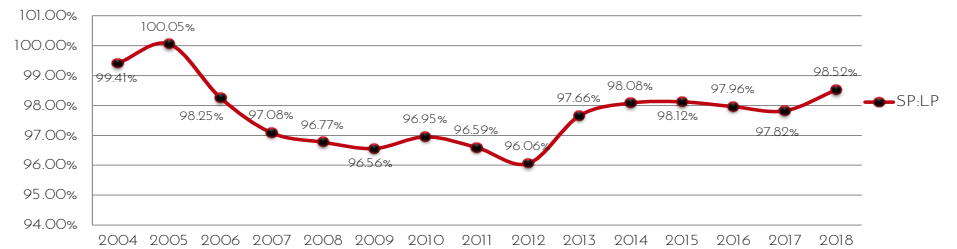
Average List Price vs. Sales Price



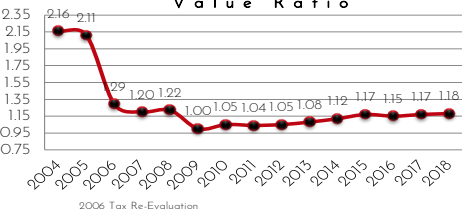
| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|----|-----------|-----------|-----------|-------------|-------------|-----------|-----------|-----------|-----------|-----------|-------------|-------------|-------------|-------------|-------------|
| LP | \$655,122 | \$841,583 | \$955,741 | \$1,080,590 | \$1,012,666 | \$866,267 | \$939,518 | \$895,716 | \$935,235 | \$953,162 | \$1,007,505 | \$1,045,004 | \$1,086,303 | \$1,073,298 | \$1,104,439 |
| SP | \$651,060 | \$828,597 | \$935,918 | \$995,000 | \$976,664 | \$828,318 | \$906,601 | \$866,988 | \$891,909 | \$929,478 | \$984,759 | \$1,020,952 | \$1,059,894 | \$1,044,964 | \$1,086,993 |

Chatham Twp. Yearly Market Trends

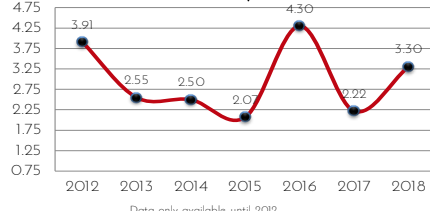
Sales Price to List Price Ratios



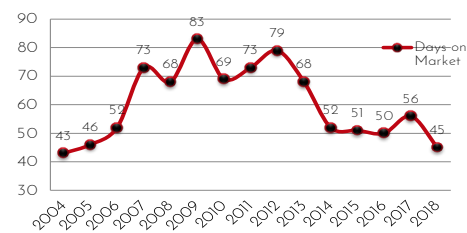
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

