

SIX-MONTH ABSORPTION RATE
& UNITS SOLD

Month-Year	Months of Supply	#of Units Sold
Jan-17	1.18	13
Feb-17	1.83	9
Mar-17	2.89	6
Apr-17	3.00	14
May-17	2.60	21
Jun-17	2.81	16
Jul-17	2.40	15
Aug-17	1.76	12
Sep-17	2.39	6
Oct-17	2.45	3
Nov-17	2.03	9
Dec-17	1.68	10
Jan-18	3.07	5

WHAT IS A SIX-MONTH ABSORPTION RATE?

The number of months it would take to sell all of the currently listed homes in the market based on the previous six months of closed sales.

Monthly Absorption Rate

0-2 Months	3-4 Months	5-7 Months	8-10 Months	11-12+ Months
Low Market Inventory		Balanced Market		High Market Inventory
Seller's Market				Buyer's Market

January Six-Month Absorption Rate

	2018	2017	% Change
Active	24	13	84.6%
Sold	47	66	-28.8%
Six-Month Average Sold Per Month	7.83	11.00	-28.8%
Months of Supply	3.07	1.18	159.4%

WHAT DOES JANUARY 2018'S SIX- MONTH ABSORPTION RATE MEAN FOR CHATHAM BOROUGH?

If no new listings were to come on the market, all of the existing inventory in Chatham Borough should sell in 3.1 months. This means that we currently have very low inventory and are leaning towards a seller's market.

MONTHLY
ACTIVITY SUMMARY

January	2018	2017	Y-o-Y
Total Homes Sold	5	13	-61.5%
Average Original List Price	\$774,200	\$823,762	-6.0%
Average Sold Price	\$738,200	\$796,192	-7.3%
Median Sold Price	\$700,000	\$686,000	2.0%
Average Days On Market from Original List Date	122	75	62.6%
Average Sold Price/Original List Price	96.89%	95.27%	1.7%

JANUARY 2018
CLOSED SALES BY STREET

Address	Original List Price	Style	# BRS	# BTHS	Sold Price	Days on Market	SP/OLP
18 Ward Pl*	\$549,000	Colonial	3	1.1	\$510,000	492	92.9%
15 Duchamp Pl	\$599,000	Colonial	3	1.1	\$631,000	8	105.3%
220 Hillside Ave	\$699,000	Split Lev	3	2.1	\$700,000	35	100.1%
9 Bridge St	\$775,000	Colonial	4	2	\$775,000	8	100.0%
77 Hillside Ave	\$1,249,000	Colonial	5	2.1	\$1,075,000	66	86.1%
Average	\$774,200		4	2	\$738,200	122	96.9%
Median	\$699,000		3	2	\$700,000	35	100.0%

* denotes home that was previously listed for sale.

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