

CHATHAM BORO

MORRIS COUNTY

MONTHLY AREA REPORT

SEPTEMBER 2018

ALL PROPERTY TYPES (SFH & CONDOS/TOWNHOMES)



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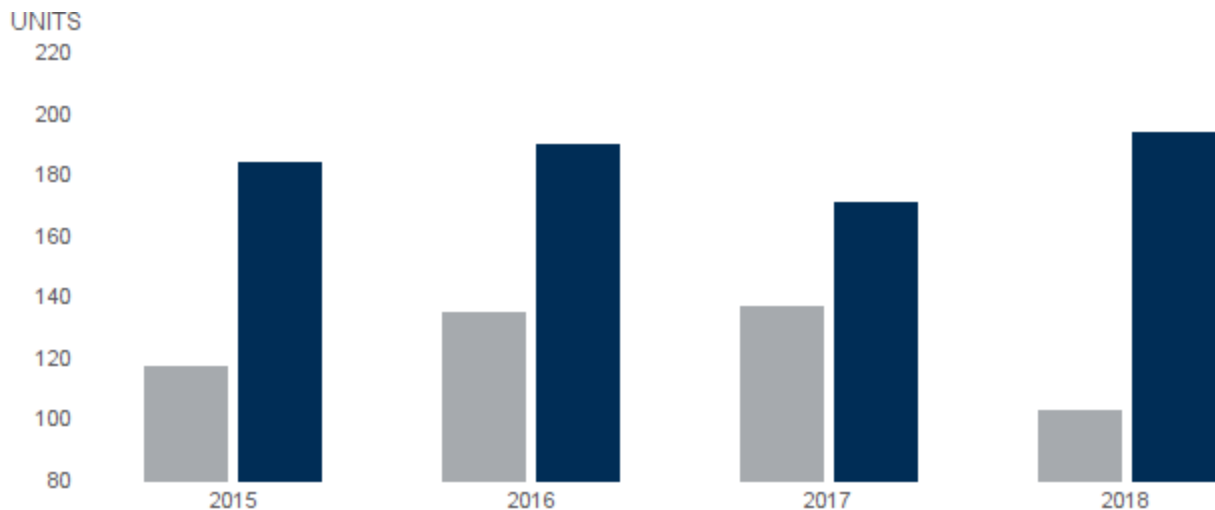
MARKET SUMMARY

September 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)

Market Summary	Month to Date			Year to Date		
	September 2018	September 2017	Percent Change	Year-To-Date 2018	Year-To-Date 2017	Percent Change
New Listings	22	20	10% ▲	189	150	26% ▲
Sold Listings	9	6	50% ▲	103	113	-8.85% ▼
Median Listing Price	\$739,000	\$807,000	-8.43% ▼	\$824,988	\$799,000	3.25% ▲
Median Selling Price	\$739,000	\$780,000	-5.26% ▼	\$830,000	\$773,000	7.37% ▲
Median Days on Market	61	50	22% ▲	21	20	5% ▲
List/Sell Price Ratio	98.9%	97.5%	1.43% ▲	99.3%	99.5%	-0.14% ▼
Average Listing Price	\$919,988	\$954,500	-3.62% ▼	\$914,984	\$871,435	5% ▲
Average Selling Price	\$904,322	\$927,000	-2.45% ▼	\$905,053	\$864,956	4.64% ▲
Average Days on Market	69	51	35.29% ▲	42	39	7.69% ▲

SOLD AND NEW PROPERTIES (UNITS)

September 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



Sold Properties	117	135	137	103
New Properties	184	190	171	194
Sold Volume	\$89.68M	\$112.39M	\$119.01M	\$93.22M
Listing Volume	\$153.95M	\$163.69M	\$168.15M	\$194.10M
Median Sale Price	\$681K	\$762K	\$775K	\$830K

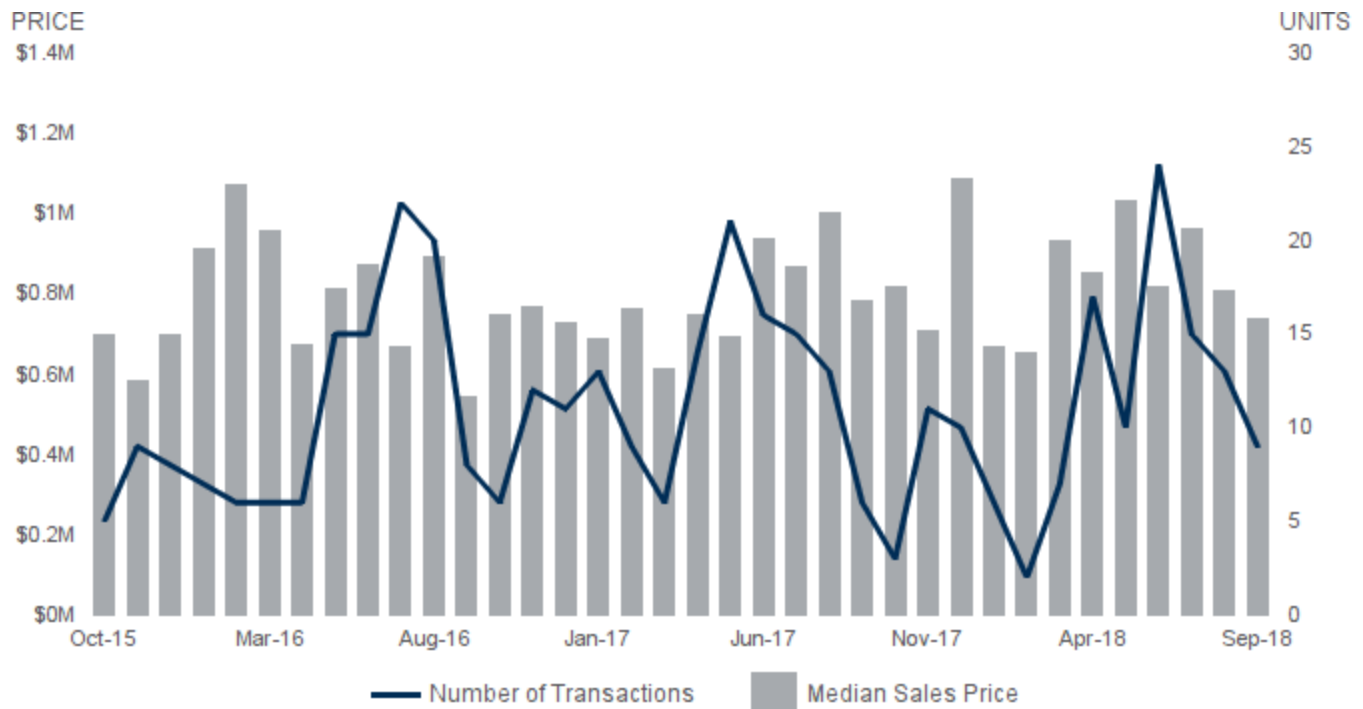
Sold Properties | Number of properties sold during the year

New Properties | Number of properties listed during the year.

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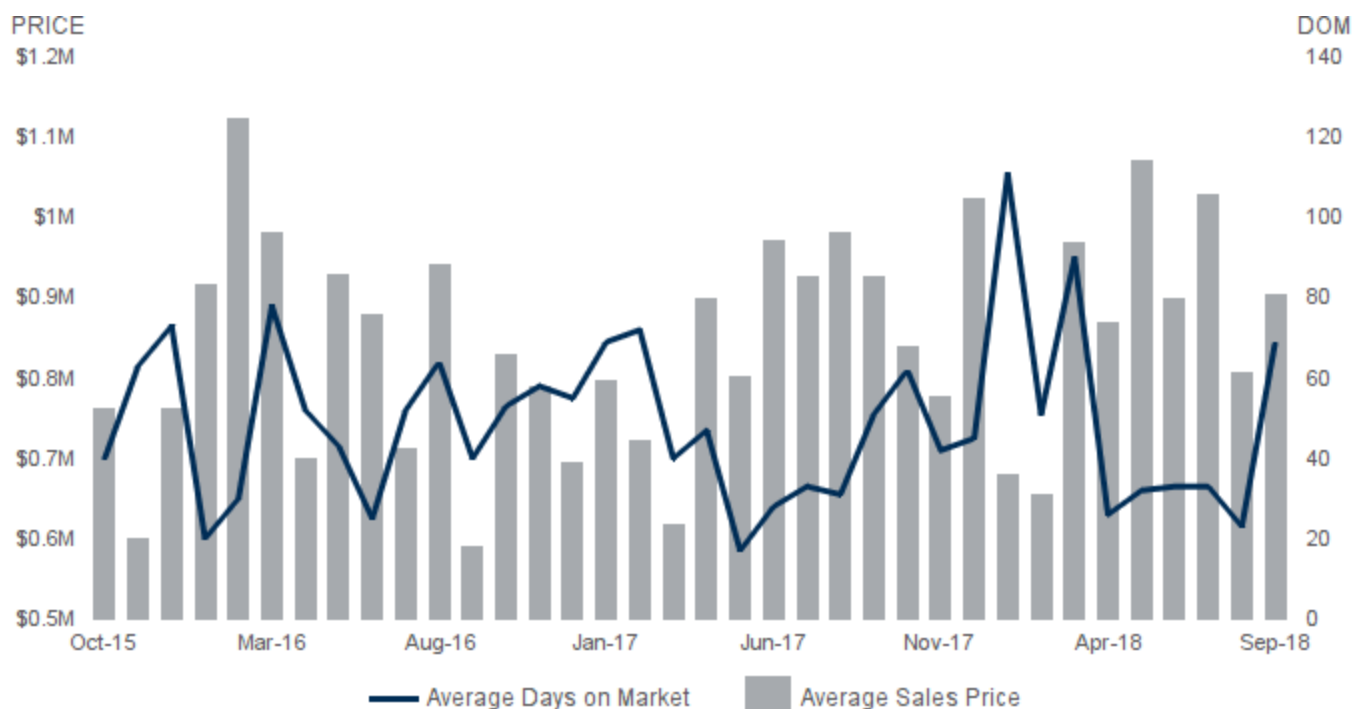
MEDIAN SALES PRICE AND NUMBER OF SALES

September 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

September 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



Median Sales Price | Price of the "middle" property sold -an equal number of sales were above and below this price.

Number of Sales | Number of properties sold.

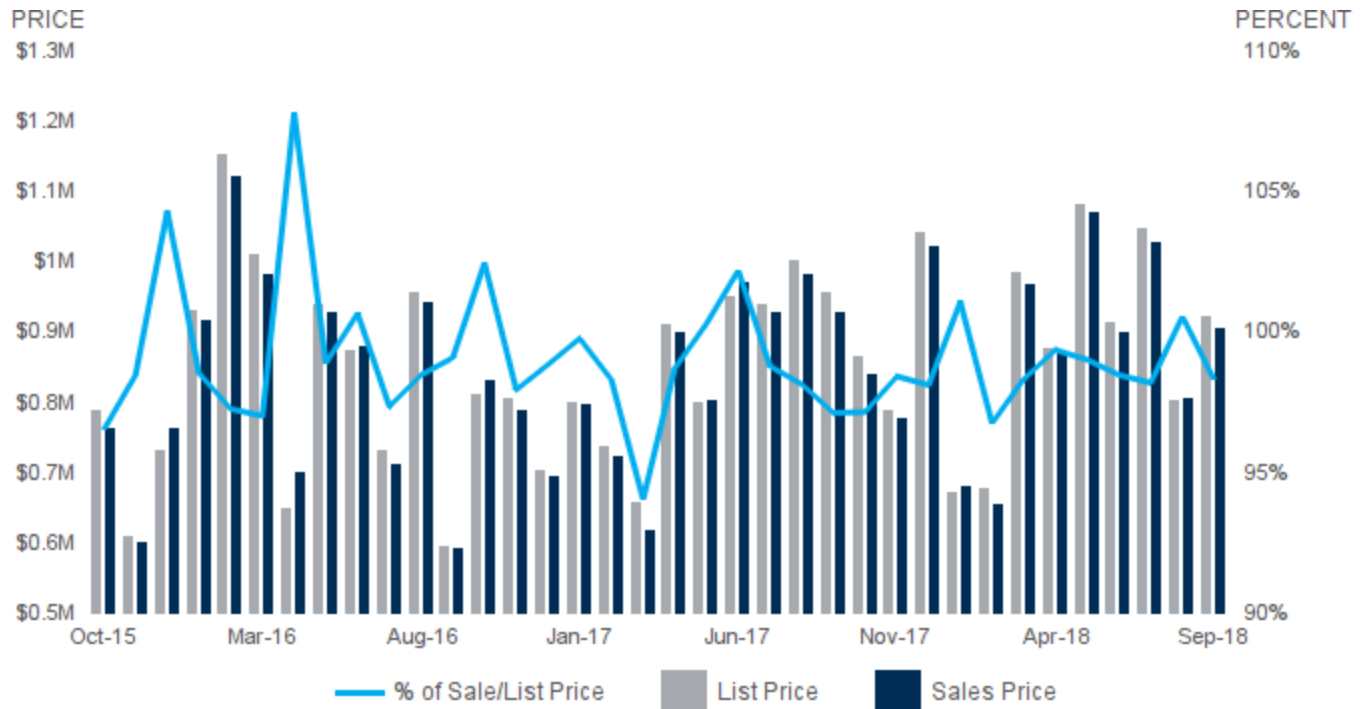
Average Sales Price | Average sales price for all properties sold.

Average Days on Market | Average days on market for all properties sold.

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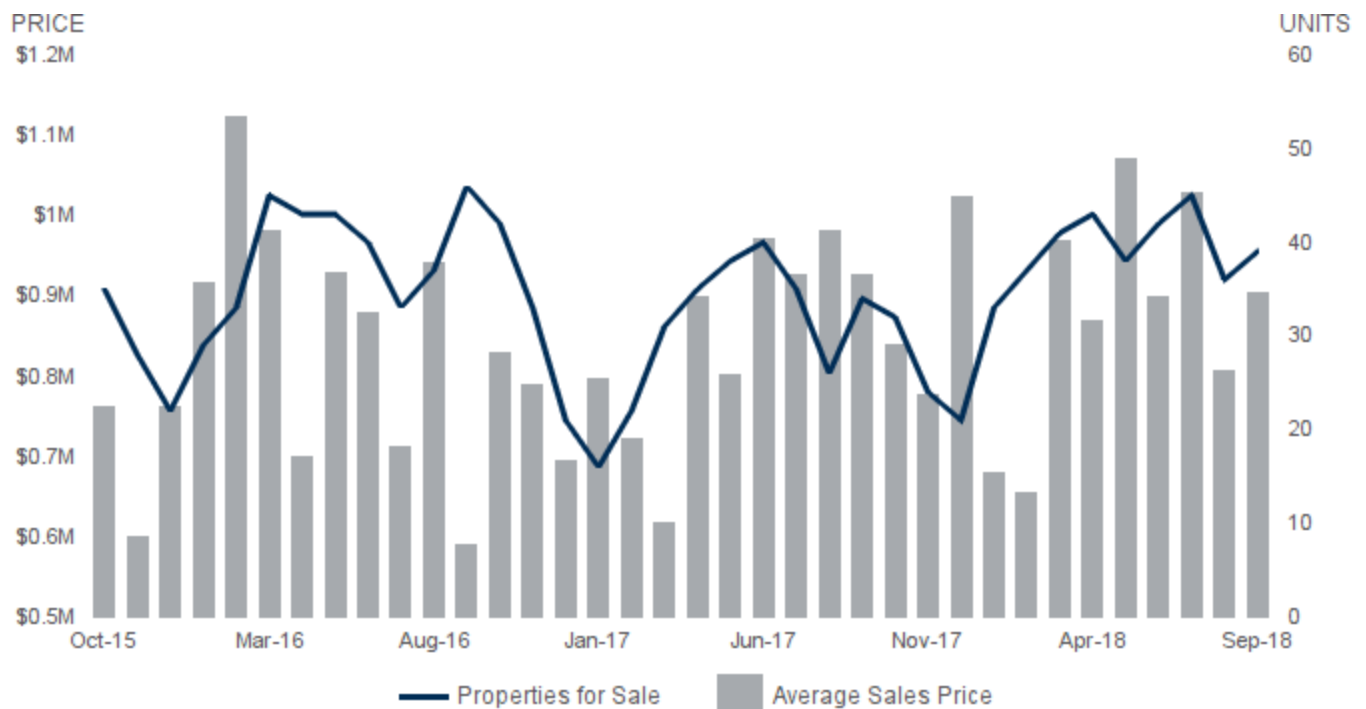
SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

September 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

September 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



Sale Price as a Percentage of Original Price | Average sale price of property as percentage of final list price.

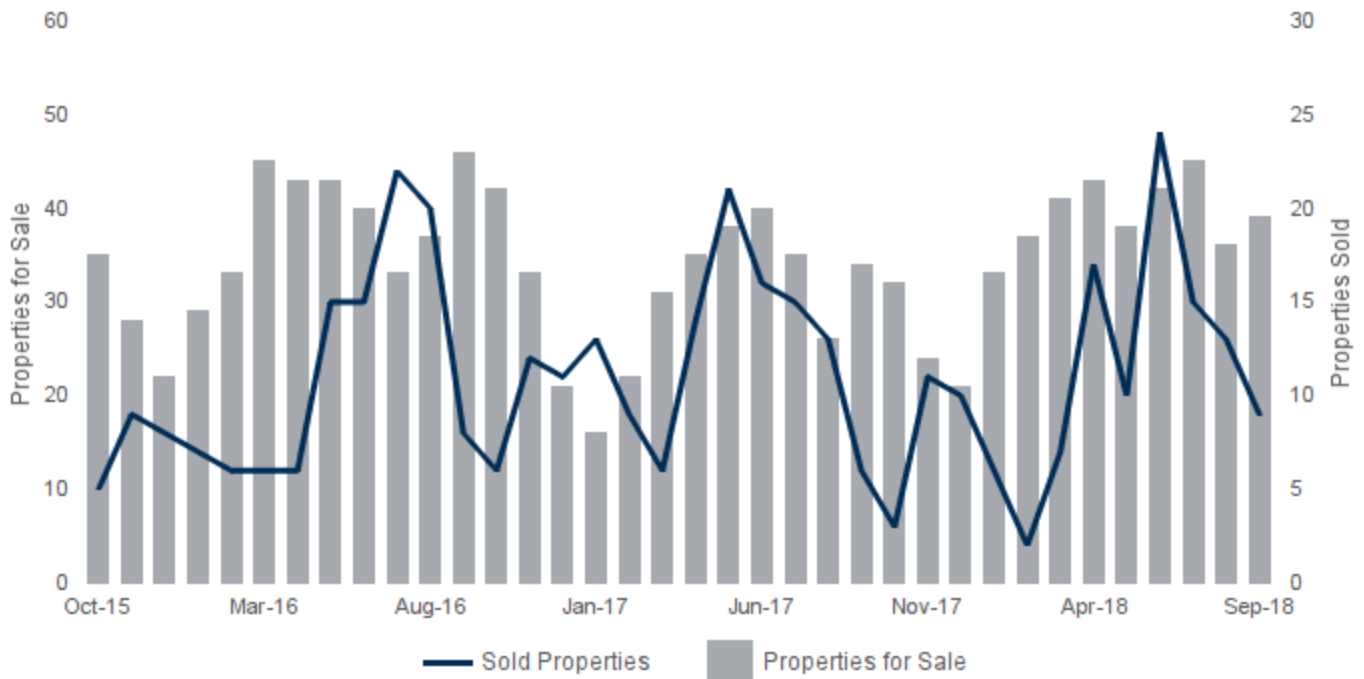
Average Sales Price | Average sales price for all properties sold.

Properties for Sale | Number of properties listed for sale at the end of month.

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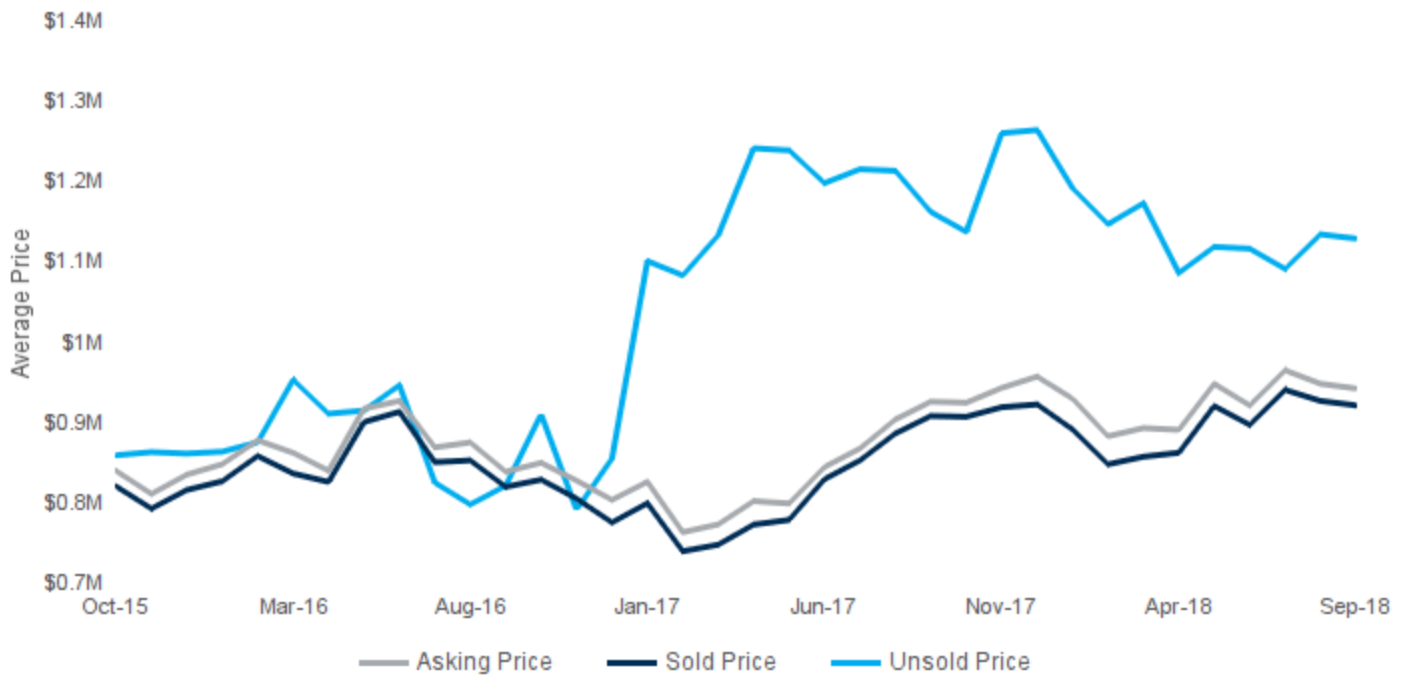
PROPERTIES FOR SALE AND SOLD PROPERTIES

September 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



AVERAGE ASKING/SOLD/UNSOLD PRICE

September 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



Properties for Sale | Number of properties listed for sale at the end of month.

Sold Properties | Number of properties sold.

Unsold Price | the average active list price

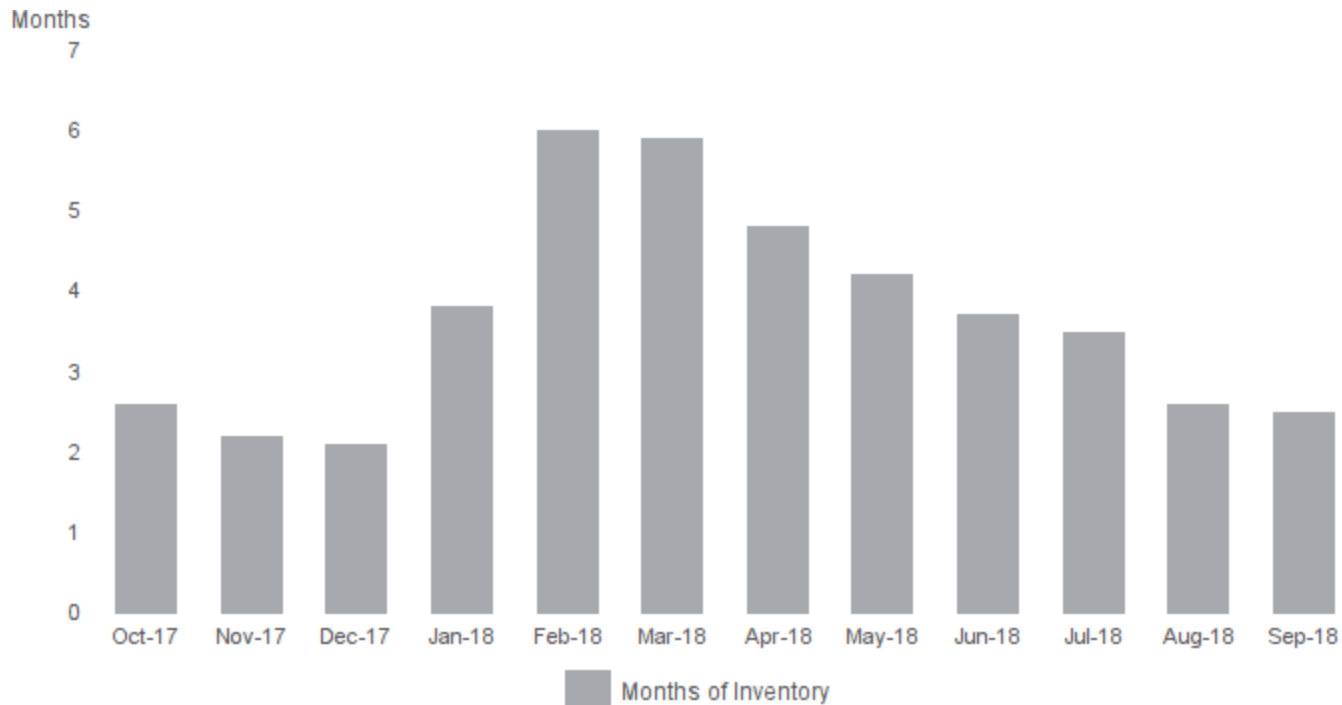
Asking Price | the average asking price of sold properties

Sold Price | the average selling price

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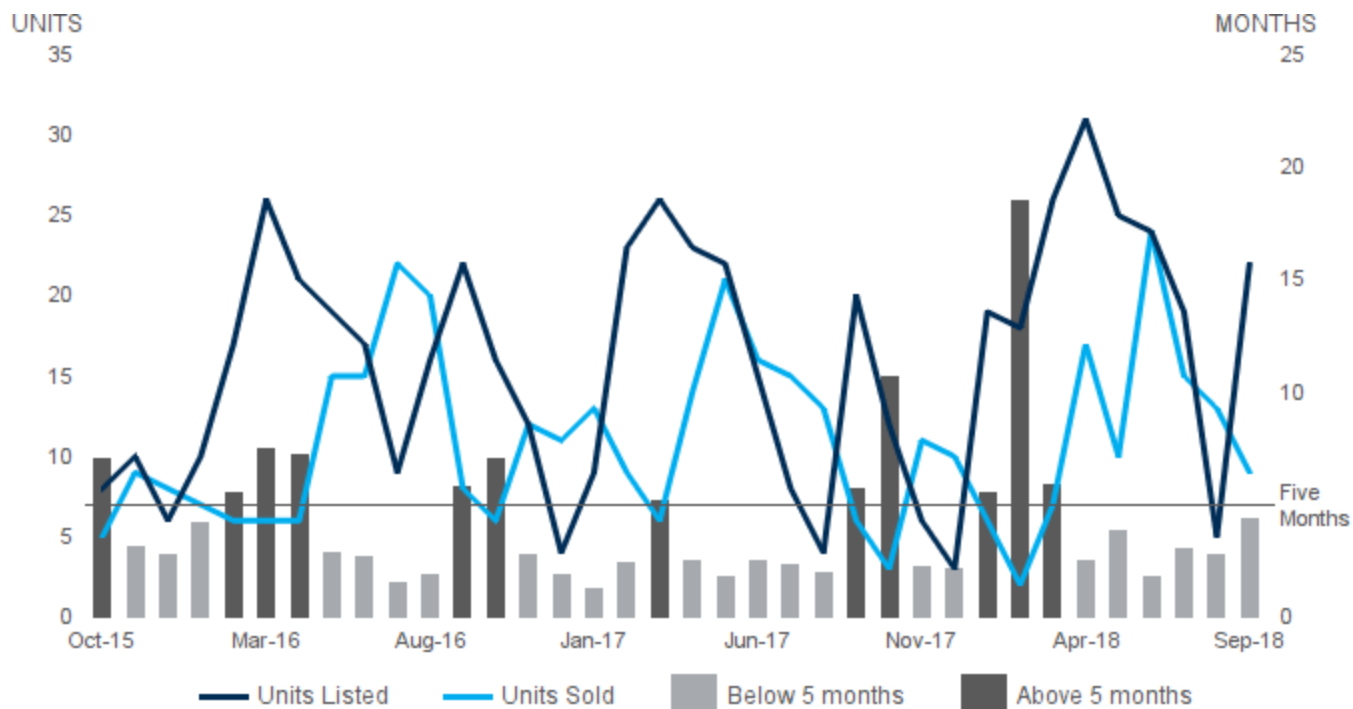
ABSORPTION RATE

September 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



MONTHS SUPPLY OF INVENTORY

September 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



Absorption Rate | Looks at the past year's monthly supply of inventory. In a normal market there should be a 6 month supply. The higher the rate above 6 the more aggressive a seller has to be with the competition; price and having a picture perfect property.

Months Supply of Inventory | Properties for sale divided by number of properties sold.

Units Listed | Number of properties listed for sale at the end of month.

Units Sold | Number of properties sold.



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