

MONTCLAIR

September 2012 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Final List Price	Sales Price	SP:FLP	Actual DOM	Original List Price	SP:OLP	Total Assessment	SP:AV
1	361 Claremont Avenue	OneFloor	1	1	53	\$179,000	\$175,000	97.77%	53	\$179,000	97.77%	\$267,900	0.65
2	83 Bay Street	OneFloor	1	1	95	\$239,000	\$228,000	95.40%	95	\$239,000	95.40%	\$250,000	0.91
3	16 Southern Terrace	Colonial	3	1	16	\$250,000	\$242,000	96.80%	254	\$315,000	76.83%	\$226,100	1.07
4	65-67 Union Street C3034	OneFloor	2	1	90	\$335,000	\$313,000	93.43%	90	\$335,000	93.43%	\$269,600	1.16
5	48 S Park Street Unit 311	HighRise	2	2	53	\$449,000	\$425,000	94.65%	300	\$540,000	78.70%	\$496,000	0.86
6	64 Overlook Road	Colonial	3	1	12	\$459,000	\$480,000	104.58%	12	\$459,000	104.58%	\$480,800	1.00
7	210 Park Street	Colonial	4	2	14	\$499,000	\$641,000	128.46%	14	\$499,000	128.46%	\$697,800	0.92
8	8C S Mountain Avenue	TwnEndUn	3	3	116	\$549,000	\$535,000	97.45%	116	\$569,000	94.02%	\$635,000	0.84
9	549 Grove Street	SplitLev	5	3	50	\$619,000	\$600,000	96.93%	50	\$650,000	92.31%	\$598,800	1.00
10	7 Emerson Place	Colonial	5	2	14	\$629,000	\$635,000	100.95%	14	\$629,000	100.95%	\$447,400	1.42
11	83 Beverly Road	Colonial	5	2	17	\$629,000	\$650,000	103.34%	17	\$629,000	103.34%	\$589,000	1.10
12	17 Yale Terrace	Colonial	4	2	19	\$724,900	\$756,000	104.29%	19	\$724,900	104.29%	\$583,000	1.30
13	22 Glenridge Parkway	Colonial	5	3	36	\$729,000	\$750,000	102.88%	36	\$729,000	102.88%	\$666,800	1.12
14	18 Bruce Road	Colonial	6	3	25	\$749,000	\$749,000	100.00%	25	\$749,000	100.00%	\$659,800	1.14
15	92 Overlook Road	Tudor	6	3	62	\$849,000	\$835,000	98.35%	62	\$879,000	94.99%	\$819,600	1.02
16	293 Up Mountain Avenue	Colonial	5	4	107	\$879,000	\$860,000	97.84%	107	\$910,000	94.51%	\$726,100	1.18
AVERAGES					49	\$547,931	\$554,625	100.82%	79	\$564,681	97.65%		1.04

CURRENT "ACTIVE" LISTINGS IN MONTCLAIR

AS OF OCTOBER 10, 2012

Number of Units: 122

Average List Price: \$615,741

Average List Price to Assessed Value Ratio: 1.06

Average Days on Market: 135

CURRENT "UNDER CONTRACT" LISTINGS IN MONTCLAIR

AS OF OCTOBER 10, 2012

Number of Units: 57

Average List Price: \$536,868

Average List Price to Assessed Value Ratio: 1.01

Average Days on Market: 105

* ACTUAL DOM includes previous expired and withdrawn dates. OLP reflects the original asking price that a house entered the market for sale.

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Not intended to solicit a property already listed.

Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

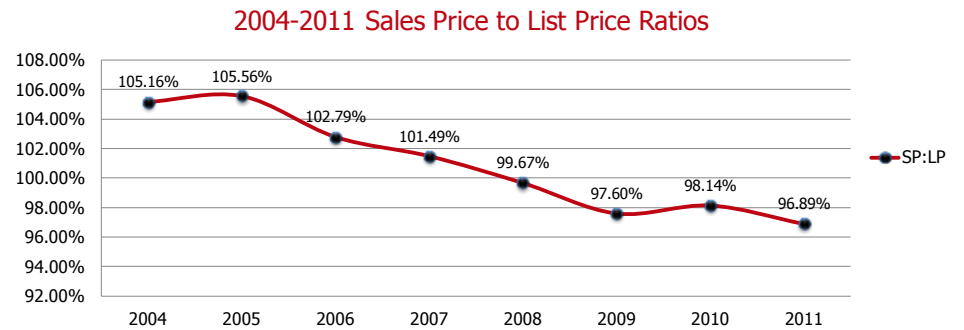
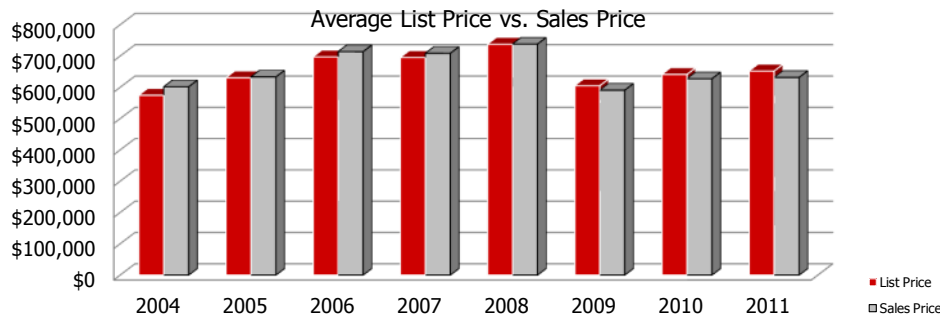
Montclair 2012 Year to Date Market Trends

September 2011 YTD:
AVG YTD Sales Price: \$666,388
DOM: 78
#Units YTD: 237
SP:AV 0.87

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	78	96	106	96	97	93	56	61	49				77
Final List Price	\$654,608	\$609,636	\$717,187	\$545,794	\$535,033	\$668,902	\$555,695	\$664,717	\$547,931				\$618,460
Sales Price	\$634,731	\$585,251	\$683,267	\$536,615	\$524,530	\$660,755	\$559,323	\$653,852	\$554,625				\$608,915
Sales Price as a % of FLP	97.15%	95.02%	94.69%	95.64%	97.65%	98.78%	99.88%	98.57%	100.82%				98.13%
Actual DOM	88	225	183	109	143	152	114	128	79				134
Original List Price	\$720,461	\$692,643	\$826,859	\$612,328	\$562,089	\$728,244	\$588,565	\$736,293	\$564,681				\$675,941
Sales Price as a % of OLP	90.02%	82.52%	84.94%	87.95%	92.72%	90.13%	94.94%	92.78%	97.65%				91.38%
Sales Price to Assessed Value	0.86	0.82	0.77	0.74	0.91	0.83	0.86	0.91	1.04				0.88
# Units Sold	13	14	15	18	27	45	37	63	16				248

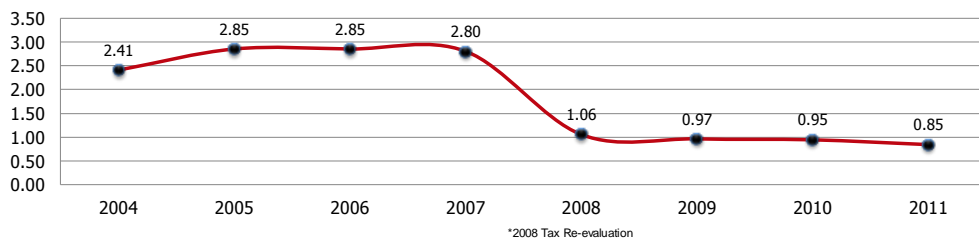
MONTCLAIR 2004 - 2011

MONTCLAIR 2004 - 2011

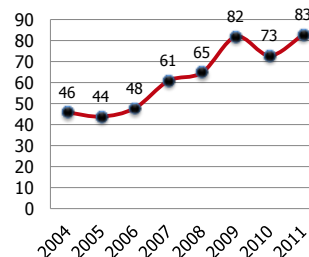


	2004	2005	2006	2007	2008	2009	2010	2011
LP	\$574,566	\$630,480	\$697,351	\$695,167	\$737,675	\$605,120	\$641,264	\$652,131
SP	\$601,789	\$633,199	\$714,037	\$708,681	\$738,185	\$590,795	\$627,479	\$631,774

Sales Price to Assessed Value Ratio



2004-2011 Average Days on Market



2004-2011 # Units Sold

