

WEST ORANGE

July 2012 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Final List Price	Sales Price	SP:FLP	Actual DOM	Original List Price	SP:FLP	Total Assessment	SP:AV
1	164 Walker Road	SplitLev	3	1	22	\$144,900	\$87,000	60.04%	195	\$220,900	39.38%	\$254,900	0.34
2	43 Elm Street	Colonial	3	1	325	\$112,000	\$95,000	84.82%	818	\$359,900	26.40%	\$221,700	0.43
3	43 Conforti Avenue	FirstFlr	2	1	238	\$139,900	\$131,500	94.00%	602	\$229,000	57.42%	\$179,000	0.73
4	19 Cerone Court	OneFloor	2	2	20	\$166,345	\$150,000	90.17%	568	\$349,000	42.98%	\$214,100	0.70
5	10 Smith Manor Blvd	HighRise	1	1	32	\$155,000	\$150,000	96.77%	449	\$239,000	62.76%	\$150,400	1.00
6	185 Watchung Avenue	Custom	3	1	128	\$190,000	\$188,125	99.01%	128	\$179,000	105.10%	\$205,200	0.92
7	39 Rollinson Street	Colonial	3	1	187	\$189,000	\$189,000	100.00%	393	\$260,000	72.69%	\$241,500	0.78
8	26 Hart Drive	TwnIntUn	1	1	147	\$220,000	\$218,000	99.09%	331	\$252,000	86.51%	\$240,300	0.91
9	11 Stuart Terrace	Colonial	3	1	198	\$249,000	\$224,000	89.96%	198	\$274,900	81.48%	\$242,200	0.92
10	10 Smith Manor Blvd	HighRise	2	2	100	\$225,000	\$225,000	100.00%	100	\$240,000	93.75%	\$206,200	1.09
11	1 Westover Terrace	CapeCod	3	1	37	\$239,000	\$239,515	100.22%	37	\$263,900	90.76%	\$251,000	0.95
12	73 Lowell Avenue	CapeCod	3	2	73	\$257,000	\$240,000	93.39%	335	\$305,000	78.69%	\$315,400	0.76
13	7 Rainbow Terrace	Colonial	3	1	63	\$259,000	\$240,000	92.66%	522	\$299,000	80.27%	\$278,900	0.86
14	1 Sussex Road	Ranch	3	1	13	\$250,000	\$240,000	96.00%	13	\$250,000	96.00%	\$230,800	1.04
15	276 De Rose Court	TwnIntUn	3	2	38	\$249,000	\$244,000	97.99%	38	\$249,000	97.99%	\$270,300	0.90
16	44 Crestmont Road	Bi-Level	3	1	38	\$265,000	\$245,000	92.45%	38	\$265,000	92.45%	\$308,800	0.79
17	17 Westminster Terrace	Colonial	3	1	59	\$279,000	\$265,000	94.98%	59	\$279,000	94.98%	\$257,700	1.03
18	8 Vosseler Court	SplitLev	4	2	189	\$265,000	\$265,000	100.00%	189	\$380,000	69.74%	\$435,900	0.61
19	137 Mt Pleasant Avenue	Contemp	5	3	84	\$285,000	\$265,000	92.98%	732	\$599,000	44.24%	\$358,300	0.74
20	99 Lessing Road	RanchExp	4	2	23	\$275,000	\$270,000	98.18%	23	\$275,000	98.18%	\$382,500	0.71
21	11 Normandy Terrace	Colonial	3	1	48	\$305,000	\$274,000	89.84%	48	\$325,000	84.31%	\$278,000	0.99
22	44 Davey Drive	TwnIntUn	2	2	114	\$302,500	\$295,000	97.52%	297	\$327,500	90.08%	\$321,100	0.92
23	60 Blackburne Terrace	TwnEndUn	2	2	27	\$295,000	\$295,033	100.01%	27	\$295,000	100.01%	\$310,000	0.95
24	539 Mt Pleasant Avenue	Colonial	4	2	14	\$300,000	\$300,000	100.00%	14	\$300,000	100.00%	\$292,500	1.03
25	196 Zeppi Lane	TwnEndUn	3	2	231	\$309,000	\$300,000	97.09%	231	\$309,000	97.09%	\$312,000	0.96
26	7 Hoover Avenue	SplitLev	3	2	90	\$312,000	\$310,000	99.36%	90	\$320,000	96.88%	\$309,100	1.00
27	51 Mayfair Drive	CapeCod	3	2	15	\$300,000	\$311,000	103.67%	15	\$299,000	104.01%	\$240,300	1.29
28	55 Cobane Terrace	Colonial	3	2	58	\$345,000	\$335,000	97.10%	58	\$345,000	97.10%	\$317,400	1.06
29	17 Schindler Terrace	TwnIntUn	3	2	41	\$348,000	\$340,000	97.70%	982	\$475,000	71.58%	\$383,000	0.89
30	61 Lapis Circle	TwnIntUn	3	2	11	\$355,000	\$350,000	98.59%	11	\$355,000	98.59%	\$330,100	1.06

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Units	Address	Style	Bedrms	Baths	DOM	Final List Price	Sales Price	SP:FLP	Actual DOM	Original List Price	SP:FLP	Total Assessment	SP:AV
31	33 Lenox Terrace	CapeCod	4	3	28	\$369,000	\$352,000	95.39%	28	\$369,000	95.39%	\$356,700	0.99
32	34 Mullarkey Drive	TwnIntUn	3	3	81	\$359,000	\$359,000	100.00%	81	\$375,000	95.73%	\$334,400	1.07
33	16 Florence Place	Colonial	3	2	81	\$363,000	\$359,000	98.90%	265	\$432,000	83.10%	\$359,200	1.00
34	309 Araneo Drive	TwnEndUn	4	4	225	\$399,900	\$375,000	93.77%	524	\$449,000	83.52%	\$371,300	1.01
35	35 Nance Road	SplitLev	3	2	107	\$399,000	\$375,000	93.98%	167	\$399,000	93.98%	\$325,300	1.15
36	14-16 N Edgewood Ave	RanchRas	4	3	75	\$425,000	\$375,000	88.24%	440	\$495,000	75.76%	\$382,600	0.98
37	9 E Korwell Circle	SplitLev	4	3	69	\$389,000	\$390,000	100.26%	69	\$389,000	100.26%	\$321,600	1.21
38	304 Barringer Court	TwnEndUn	2	2	14	\$395,000	\$390,000	98.73%	14	\$395,000	98.73%	\$308,600	1.26
39	4 West Road	Colonial	4	2	23	\$360,500	\$395,000	109.57%	23	\$360,500	109.57%	\$441,600	0.89
40	11 Waddington Avenue	SplitLev	3	2	37	\$429,900	\$400,000	93.04%	37	\$429,900	93.04%	\$381,200	1.05
41	66 Luddington Road	Colonial	5	3	48	\$535,000	\$540,000	100.93%	48	\$535,000	100.93%	\$457,100	1.18
42	19 Redwood Avenue	Colonial	6	4	38	\$645,000	\$656,180	101.73%	38	\$645,000	101.73%	\$585,800	1.12
43	32 Whitbay Drive	TwnIntUn	4	3	22	\$699,800	\$688,300	98.36%	205	\$729,000	94.42%	\$667,100	1.03
44	2 Frederick Street	TwnEndUn	4	3	61	\$699,900	\$689,000	98.44%	61	\$729,900	94.40%	\$658,400	1.05
45	4 Wadams Court	Colonial	4	3	233	\$729,000	\$743,000	101.92%	233	\$729,000	101.92%	\$40,000	
46	11 Hage Terrace	TwnIntUn	4	3	14	\$749,900	\$786,000	104.81%	14	\$749,900	104.81%	\$735,700	1.07
47	104N Metzger Drive	OneFloor	3	3	201	\$825,990	\$816,055	98.80%	201	\$825,990	98.80%	\$0	
AVERAGE					86	\$348,075	\$339,781	96.39%	213	\$386,304	86.76%		0.94

CURRENT **"ACTIVE"** LISTINGS IN WEST ORANGE

AS OF AUGUST 13, 2012

Number of Units: 308

Average List Price: \$434,195

Average List Price to Assessed Value Ratio: 1.20

Average Days on Market: 175

CURRENT **"UNDER CONTRACT"** LISTINGS IN WEST ORANGE

AS OF AUGUST 13, 2012

Number of Units: 131

Average List Price: \$356,911

Average List Price to Assessed Value Ratio: 1.08

Average Days on Market: 96

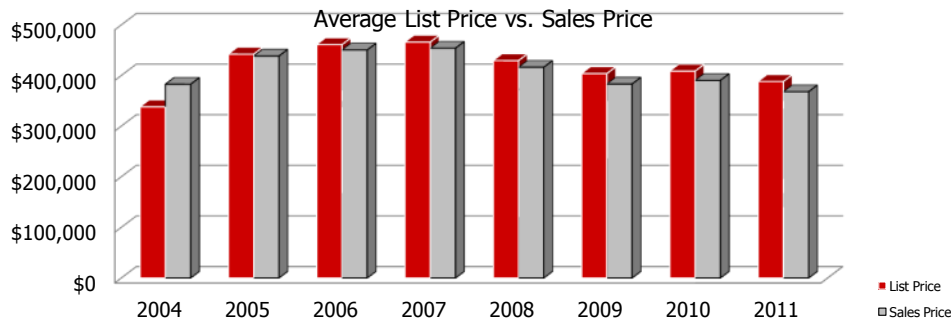
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West Orange 2012 Year to Date Market Trends

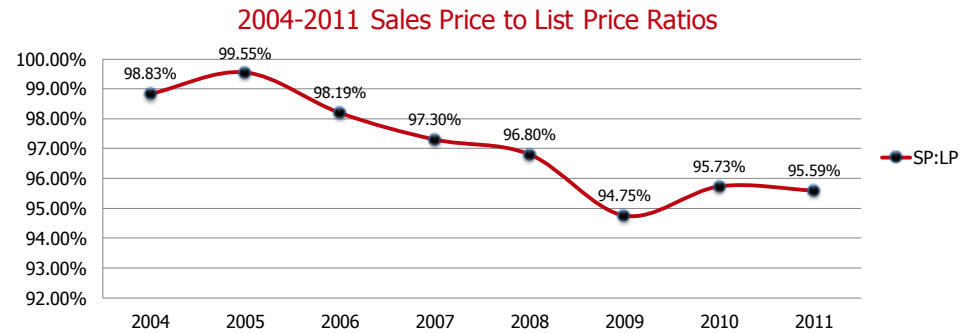
July 2011 YTD:
AVG YTD Sales Price: \$372,468
DOM: 108
#Units YTD: 1206
SP:AV 3.57

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	92	125	103	129	90	77	86						96
Final List Price	\$376,110	\$352,494	\$308,052	\$383,646	\$369,127	\$359,560	\$348,075						\$356,776
Sales Price	\$354,740	\$333,941	\$295,420	\$354,173	\$350,848	\$346,161	\$339,781						\$340,432
Sales Price as a % of FLP	94.41%	94.20%	95.31%	92.91%	95.22%	96.46%	96.39%						95.26%
Actual DOM	197	269	224	303	143	142	213						203
Original List Price	\$410,467	\$404,400	\$348,164	\$481,075	\$413,709	\$389,333	\$386,304						\$401,853
Sales Price as a % of OLP	84.99%	82.09%	84.69%	77.61%	89.25%	88.12%	86.76%						85.53%
Sales Price to As-	0.95	0.86	0.87	0.84	0.95	0.95	0.94						0.92
# Units Sold	29	17	28	28	33	45	47						227

WEST ORANGE 2004 - 2011

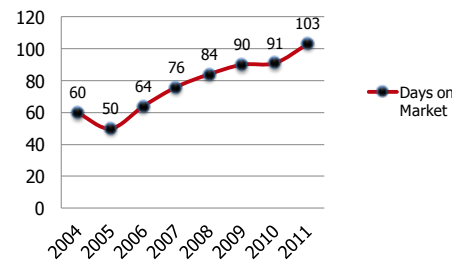


WEST ORANGE 2004 - 2011

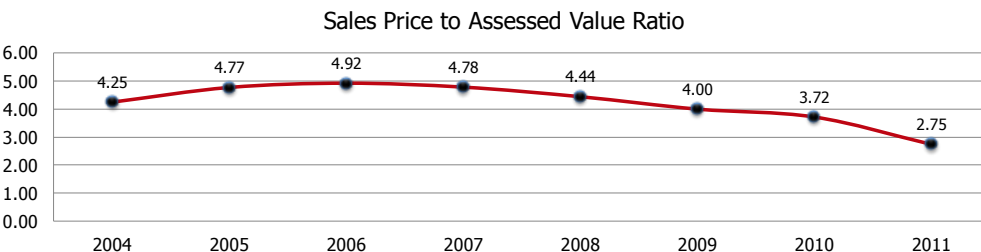
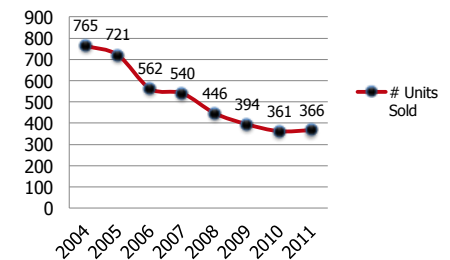


	2004	2005	2006	2007	2008	2009	2010	2011
LP	\$338,108	\$442,208	\$460,981	\$466,047	\$429,481	\$403,847	\$408,694	\$388,271
SP	\$382,805	\$438,534	\$450,493	\$454,083	\$416,376	\$383,302	\$390,469	\$368,090

2004-2011 Average Days on Market



2004-2011 # Units Sold



*2010 Tax Re-evaluation