

WEST ORANGE

June 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	7 Watchung Avenue	Colonial	3	1	167	\$72,000	\$76,000	105.56%	167	\$115,900	65.57%	\$193,300	0.39
2	43 Conforti Avenue	OneFloor	1	1	94	\$119,900	\$114,000	95.08%	176	\$164,900	69.13%	\$142,600	0.80
3	24 Hutton Avenue	OneFloor	2	2	39	\$179,900	\$167,000	92.83%	222	\$259,900	64.26%	\$176,700	0.95
4	11 Pillot Place	Colonial	3	1	137	\$175,000	\$168,000	96.00%	338	\$269,900	62.25%	\$227,100	0.74
5	32 Randolph Place	Bungalow	2	1	6	\$175,000	\$175,000	100.00%	6	\$175,000	100.00%	\$178,800	0.98
6	48 Buchanan Court	TwnIntUn	2	2	100	\$224,900	\$215,000	95.60%	100	\$249,000	86.35%	\$255,900	0.84
7	10 Smith Manor Blvd 603	OneFloor	2	2	36	\$228,000	\$218,000	95.61%	36	\$228,000	95.61%	\$206,200	1.06
8	3 Karam Circle	TwnEndUn	2	2	29	\$239,000	\$230,000	96.23%	29	\$239,000	96.23%	\$255,800	0.90
9	62 Paris Circle	FirstFlr	2	2	35	\$239,000	\$239,000	100.00%	35	\$239,000	100.00%	\$285,700	0.84
10	140 Rollinson Street	Colonial	3	1	53	\$245,900	\$240,000	97.60%	235	\$249,000	96.39%	\$232,600	1.03
11	56 Fairview Avenue	RanchExp	3	2	201	\$289,900	\$252,500	87.10%	201	\$329,000	76.75%	\$359,700	0.70
12	32 Deerfield Drive	CapeCod	4	2	14	\$255,000	\$255,000	100.00%	195	\$340,000	75.00%	\$297,700	0.86
13	82 Winding Way	Ranch	3	2	176	\$260,000	\$255,000	98.08%	501	\$480,000	53.13%	\$312,000	0.82
14	27 Hunterdon Road	CapeCod	4	2	19	\$275,000	\$265,000	96.36%	383	\$329,000	80.55%	\$252,200	1.05
15	7 S Westwood Drive	CapeCod	4	3	22	\$275,000	\$265,000	96.36%	22	\$275,000	96.36%	\$263,400	1.01
16	38 Woodside Terrace	Colonial	3	1	15	\$265,000	\$265,000	100.00%	15	\$265,000	100.00%	\$274,800	0.96
17	74 Davey Drive	TwnEndUn	3	3	169	\$269,999	\$270,000	100.00%	169	\$349,000	77.36%	\$378,900	0.71
18	38 Buckingham Road	Colonial	3	1	15	\$275,000	\$270,000	98.18%	316	\$419,000	64.44%	\$272,200	0.99
19	31 Birch Street	Colonial	3	1	410	\$286,500	\$282,000	98.43%	410	\$329,900	85.48%	\$310,800	0.91
20	12 Bromley Drive	SplitLev	3	2	8	\$299,000	\$297,000	99.33%	8	\$299,000	99.33%	\$298,600	0.99
21	240 Gregory Avenue	Colonial	3	1	140	\$309,900	\$298,000	96.16%	263	\$349,900	85.17%	\$246,000	1.21
22	1105 Smith Manor Blvd	TwnEndUn	3	2	135	\$379,000	\$310,000	81.79%	135	\$379,000	81.79%	\$365,800	0.85
23	317 St Cloud Avenue	Ranch	4	3	69	\$359,900	\$315,000	87.52%	69	\$359,900	87.52%	\$468,400	0.67
24	26 Fowler Drive	TwnIntUn	2	2	36	\$329,000	\$315,000	95.74%	36	\$329,000	95.74%	\$329,200	0.96
25	85 Clarcken Drive	TwnEndUn	3	2	69	\$329,900	\$317,500	96.24%	69	\$329,900	96.24%	\$332,400	0.96

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* 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.

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26	24 Woods End Road	Tudor	3	2	60	\$336,000	\$330,000	98.21%	60	\$350,000	94.29%	\$330,500	1.00
27	31 Woods End Road	CapeCod	3	1	132	\$369,000	\$342,500	92.82%	132	\$369,000	92.82%	\$354,900	0.97
28	45 Lawrence Avenue	Colonial	3	1	25	\$379,000	\$368,000	97.10%	25	\$379,000	97.10%	\$340,000	1.08
29	65 Wellington Avenue	Custom	3	2	22	\$379,000	\$370,000	97.63%	205	\$449,000	82.41%	\$426,600	0.87
30	4 Bauer Drive	SplitLev	3	2	49	\$379,900	\$372,000	97.92%	49	\$379,900	97.92%	\$324,200	1.15
31	174 Forest Hill Road	Ranch	3	2	9	\$375,000	\$375,000	100.00%	9	\$375,000	100.00%	\$398,100	0.94
32	11 Cadmus Court	TwnEndUn	4	2	73	\$399,900	\$382,500	95.65%	273	\$429,000	89.16%	\$366,900	1.04
33	59 Winding Way	Colonial	4	2	16	\$399,000	\$385,000	96.49%	16	\$399,000	96.49%	\$362,900	1.06
34	16 Glenside Drive	Colonial	3	2	70	\$399,000	\$395,000	99.00%	148	\$419,000	94.27%	\$348,600	1.13
35	11 Rand Drive	SplitLev	4	2	70	\$449,000	\$412,000	91.76%	70	\$449,000	91.76%	\$385,200	1.07
36	5 Belgrade Terrace	Tudor	4	2	59	\$425,000	\$415,000	97.65%	59	\$425,000	97.65%	\$405,700	1.02
37	22 Club Boulevard	Colonial	3	3	111	\$439,900	\$418,000	95.02%	111	\$449,000	93.10%	\$341,100	1.23
38	1082 Smith Manor Blvd	TwnEndUn	3	2	23	\$449,000	\$442,500	98.55%	23	\$449,000	98.55%	\$424,300	1.04
39	29 Boland Drive	TwnEndUn	3	3	61	\$599,000	\$562,500	93.91%	426	\$685,000	82.12%	\$532,900	1.06
40	35 Beverly Road	Colonial	5	3	82	\$599,000	\$581,250	97.04%	82	\$650,000	89.42%	\$582,600	1.00
41	15 Ashley Road	Colonial	6	4	35	\$669,000	\$637,000	95.22%	203	\$699,000	91.13%	\$703,700	0.91
42	29 Baxter Lane	TwnEndUn	3	3	17	\$649,900	\$650,000	100.02%	17	\$649,900	100.02%	\$634,400	1.02
43	4 Fredericks Street	TwnIntUn	4	3	174	\$679,900	\$660,000	97.07%	174	\$689,000	95.79%	\$660,100	1.00
44	47 Fredericks Street	TwnEndUn	3	3	59	\$699,000	\$670,000	95.85%	59	\$699,000	95.85%	\$670,700	1.00
45	4 Hundt Place	TwnEndUn	3	3	126	\$749,000	\$735,000	98.13%	126	\$775,000	94.84%	\$657,300	1.12
AVERAGE					77	\$359,560	\$346,161	96.46%	142	\$389,333	88.12%	\$359,278	0.95

CURRENT "ACTIVE" LISTINGS IN WEST ORANGE
AS OF JUNE 12, 2012

Number of Units: 311

Average List Price: \$440,124

Average List Price to Assessed Value Ratio: 1.02

Average Days on Market: 173

CURRENT "UNDER CONTRACT" LISTINGS IN WEST ORANGE
AS OF JUNE 12, 2012

Number of Units: 143

Average List Price: \$355,336

Average List Price to Assessed Value Ratio: 0.96

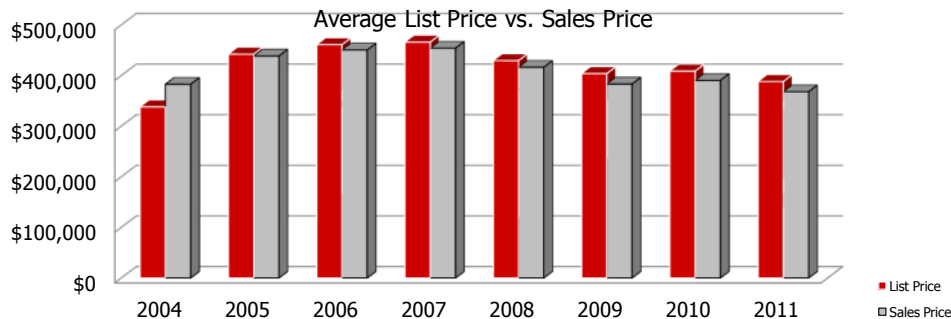
Average Days on Market: 95

West Orange 2012 Year to Date Market Trends

June 2011 YTD:
AVG YTD Sales Price: \$377,795
DOM: 130
#Units YTD: 103
SP:AV 3.63

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	92	125	103	129	90	77							99
Final List Price	\$376,110	\$352,494	\$308,052	\$383,646	\$369,127	\$359,560							\$359,047
Sales Price	\$354,740	\$333,941	\$295,420	\$354,173	\$350,848	\$346,161							\$340,602
Sales Price as a % of FLP	94.41%	94.20%	95.31%	92.91%	95.22%	96.46%							94.96%
Actual DOM	197	269	224	303	143	142							201
Original List Price	\$410,467	\$404,400	\$348,164	\$481,075	\$413,709	\$389,333							\$405,913
Sales Price as a % of OLP	84.99%	82.09%	84.69%	77.61%	89.25%	88.12%							85.21%
Sales Price to As-	0.95	0.86	0.87	0.84	0.95	0.95							0.91
# Units Sold	29	17	28	28	33	45							180

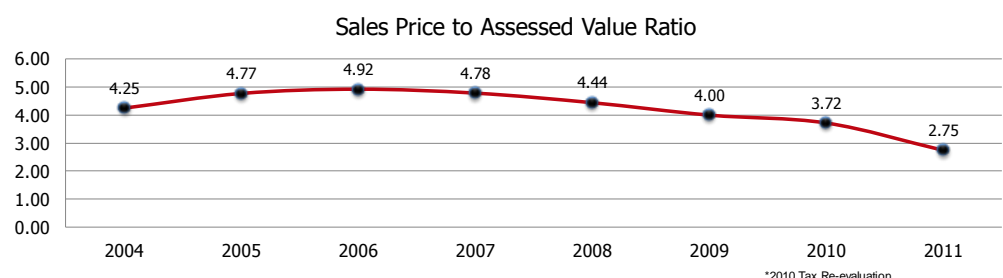
WEST ORANGE 2004 - 2011



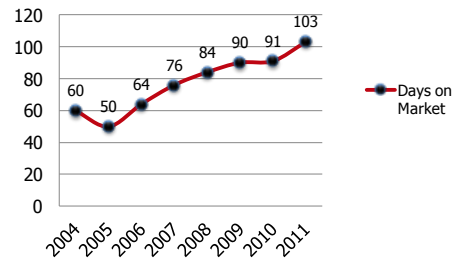
WEST ORANGE 2004 - 2011



	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

