

WEST ORANGE

September 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	24 Hutton Ave	OneFloor	1	1	131	\$112,900	\$100,000	88.57%	131	\$129,900	76.98%	\$163,800	0.61
2	523 Eagle Rock Avenue	CapeCod	3	2	127	\$217,000	\$213,000	98.16%	127	\$299,000	71.24%	\$225,200	0.95
3	44 Mississippi Avenue	Colonial	4	1	83	\$225,000	\$180,000	80.00%	83	\$249,500	72.14%	\$233,600	0.77
4	24 Hutton Avenue Unit 2	OneFloor	3	2	135	\$229,000	\$217,000	94.76%	135	\$239,900	90.45%	\$230,700	0.94
5	20 Morris Road	Ranch	3	1	72	\$238,000	\$225,000	94.54%	72	\$238,000	94.54%	\$230,700	0.98
6	5 Highland Boulevard	Ranch	3	1	264	\$244,900	\$240,000	98.00%	264	\$339,900	70.61%	\$313,100	0.77
7	110 Old Indian Road	Contemp	7	6	235	\$259,000	\$365,000	140.93%	235	\$575,000	63.48%	\$581,500	0.63
8	28 Osborne Place	Colonial	4	1	18	\$259,000	\$259,000	100.00%	292	\$289,000	89.62%	\$263,700	0.98
9	16 Lorelei Road	CapeCod	3	1	100	\$260,000	\$243,000	93.46%	284	\$295,000	82.37%	\$263,800	0.92
10	27 Marmon Terrace	Colonial	4	1	92	\$269,000	\$260,000	96.65%	92	\$299,000	86.96%	\$356,300	0.73
11	371 St Cloud Avenue	Colonial	3	1	19	\$270,000	\$270,000	100.00%	19	\$285,000	94.74%	\$301,200	0.90
12	11 Hunterdon Road	CapeCod	4	1	59	\$274,900	\$262,500	95.49%	59	\$274,900	95.49%	\$257,600	1.02
13	100 Clarcken Road	TwnIntUn	2	2	202	\$275,000	\$280,000	101.82%	636	\$349,000	80.23%	\$313,100	0.89
14	9 Phyllis Road	CapeCod	4	1	44	\$290,000	\$285,000	98.28%	228	\$324,900	87.72%	\$251,000	1.14
15	74 Mayfair Drive	CapeCod	3	2	19	\$298,900	\$298,900	100.00%	254	\$329,000	90.85%	\$241,000	1.24
16	23 Crystal Avenue	Colonial	3	2	168	\$299,000	\$280,000	93.65%	168	\$329,000	85.11%	\$269,500	1.04
17	20 Colony Drive W	Tudor	4	3	36	\$299,900	\$215,000	71.69%	36	\$299,900	71.69%	\$363,800	0.59
18	60 Crystal Avenue	TwnEndUn	2	2	21	\$299,900	\$299,900	100.00%	21	\$299,900	100.00%	\$325,700	0.92
19	67 Sullivan Drive	TwnIntUn	2	3	61	\$315,000	\$298,000	94.60%	61	\$315,000	94.60%	\$330,900	0.90
20	63 Clarcken Drive	TwnIntUn	2	2	10	\$329,000	\$319,000	96.96%	11	\$329,000	96.96%	\$320,200	1.00
21	78 Blackburne Terrace	TwnEndUn	2	2	44	\$335,000	\$295,000	88.06%	248	\$369,900	79.75%	\$327,000	0.90
22	4 McQuirk Lane	TwnIntUn	3	3	19	\$335,000	\$323,000	96.42%	19	\$335,000	96.42%	\$355,100	0.91
23	10 Lawrence Avenue	Victrian	5	2	62	\$350,000	\$335,000	95.71%	62	\$350,000	95.71%	\$374,100	0.90
24	1068 Smith Manor Blvd	TwnEndUn	3	2	13	\$350,000	\$350,000	100.00%	13	\$350,000	100.00%	\$385,000	0.91
25	15 Buckingham Road	SplitLev	3	2	42	\$369,900	\$347,500	93.94%	42	\$389,900	89.13%	\$264,500	1.31

* 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	41 Knutsen Drive	TwnEndUn	2	3	84	\$399,900	\$345,000	86.27%	84	\$429,900	80.25%	\$409,800	0.84
27	1023 Smith Manor Blvd	Colonial	3	2	45	\$400,000	\$390,000	97.50%	45	\$400,000	97.50%	\$458,900	0.85
28	28 Bayowski Road	TwnEndUn	3	3	150	\$419,900	\$401,500	95.62%	349	\$479,000	83.82%	\$448,900	0.89
29	8 Llewellyn Place	Colonial	5	2	381	\$429,000	\$410,000	95.57%	381	\$499,999	82.00%	\$210,100	1.95
30	35 Benvenue Avenue	Colonial	4	2	36	\$439,000	\$425,000	96.81%	405	\$834,900	50.90%	\$399,300	1.06
31	59 Beverly Road	Colonial	4	3	148	\$489,000	\$489,000	100.00%	148	\$489,000	100.00%	\$444,200	1.10
32	24 Stone Drive	Colonial	4	3	93	\$489,000	\$489,000	100.00%	93	\$489,000	100.00%	\$476,700	1.03
33	35 Mountain Avenue	Contemp	4	3	74	\$500,000	\$460,000	92.00%	74	\$675,000	68.15%	\$900,900	0.51
34	15 Galloway Court	Colonial	5	2	25	\$539,900	\$540,000	100.02%	25	\$539,900	100.02%	\$481,500	1.12
35	48 Haggerty Drive	Colonial	4	2	372	\$679,000	\$640,000	94.26%	372	\$699,000	91.56%		
36	5 Fredericks Street	TwnIntUn	4	3	56	\$725,000	\$700,000	96.55%	56	\$750,000	93.33%	\$673,500	1.04
AVERAGE					98	\$347,639	\$334,731	96.29%	156	\$393,619	86.23%		0.95

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

AS OF OCTOBER 10, 2012

Number of Units: 306

Average List Price: \$437,014

Average List Price to Assessed Value Ratio: 1.084

Average Days on Market: 169

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

AS OF OCTOBER 10, 2012

Number of Units: 96

Average List Price: \$327,482

Average List Price to Assessed Value Ratio: 1.01

Average Days on Market: 119

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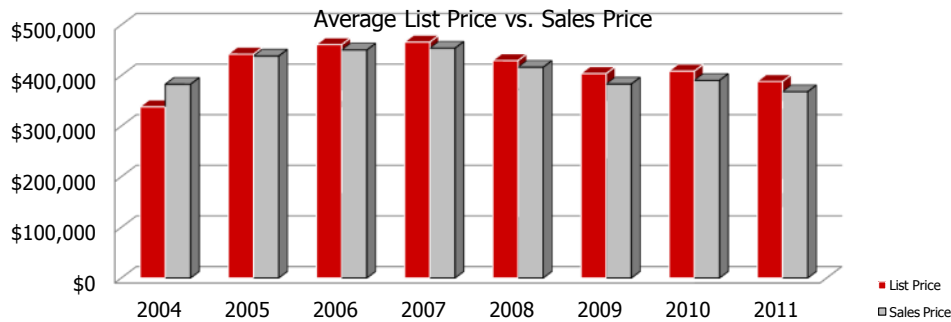
Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

West Orange 2012 Year to Date Market Trends

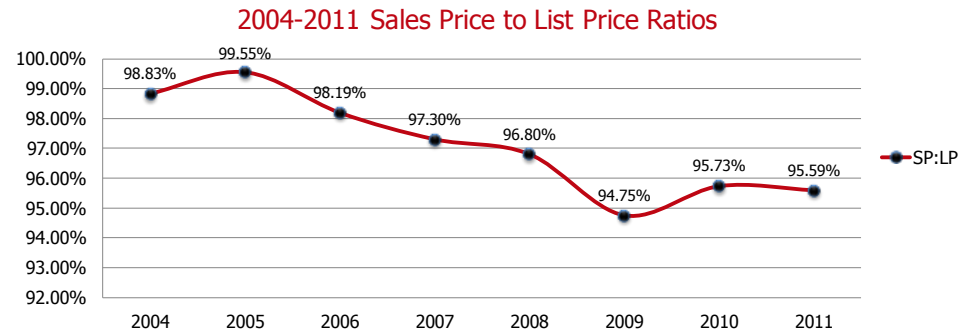
September 2011 YTD:
AVG YTD Sales Price: \$378,800
DOM: 109
#Units YTD: 267
SP:AV 3.32

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	92	125	103	129	90	77	86	85	98				94
Final List Price	\$376,110	\$352,494	\$308,052	\$383,646	\$369,127	\$359,560	\$348,075	\$330,929	\$347,639				\$351,530
Sales Price	\$354,740	\$333,941	\$295,420	\$354,173	\$350,848	\$346,161	\$339,781	\$319,480	\$334,731				\$336,375
Sales Price as a % of FLP	94.41%	94.20%	95.31%	92.91%	95.22%	96.46%	96.39%	96.65%	96.29%				95.60%
Actual DOM	197	269	224	303	143	142	213	160	156				191
Original List Price	\$410,467	\$404,400	\$348,164	\$481,075	\$413,709	\$389,333	\$386,304	\$361,304	\$393,619				\$394,323
Sales Price as a % of OLP	84.99%	82.09%	84.69%	77.61%	89.25%	88.12%	86.76%	88.87%	86.23%				86.15%
Sales Price to Assessed Value	0.95	0.86	0.87	0.84	0.95	0.95	0.94	0.95	0.95				0.93
# Units Sold	29	17	28	28	33	45	47	51	36				314

WEST ORANGE 2004 - 2011

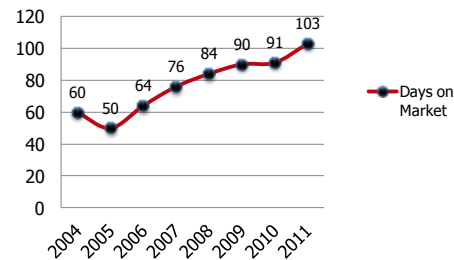


WEST ORANGE 2004 - 2011

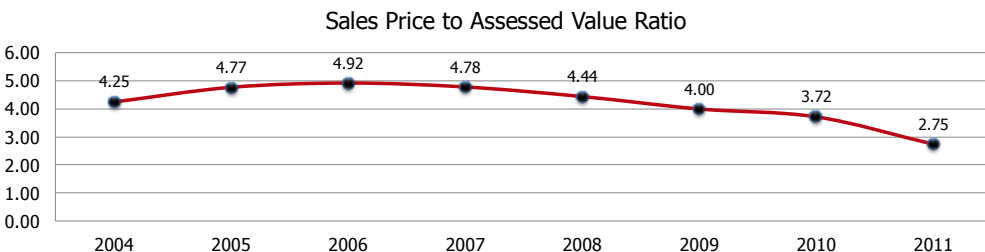
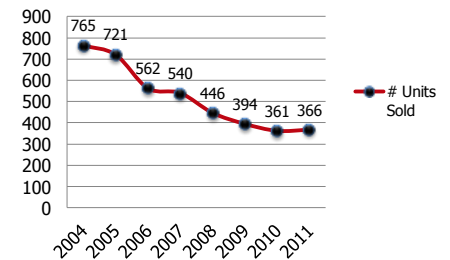


	2004	2005	2006	2007	2008	2009	2010	2011
LP	\$338,108	\$442,208	\$460,981	\$466,047	\$429,481	\$403,847	\$408,694	\$388,271
SP	\$382,805	\$438,534	\$450,493	\$454,083	\$416,376	\$383,302	\$390,469	\$368,090

2004-2011 Average Days on Market



2004-2011 # Units Sold



*2010 Tax Re-evaluation