

WEST ORANGE

March 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 | 140 Franklin Ave | Colonial | 2 | 1 | 103 | \$149,000 | \$132,000 | 88.59% | 329 | \$179,000 | 73.74% | \$177,800 | 0.74 |
| 2 | 116 Maple Street | Colonial | 3 | 2 | 1 | \$221,450 | \$185,000 | 83.54% | 1 | \$221,450 | 83.54% | \$258,000 | 0.72 |
| 3 | 24 Hutton Avenue | OneFloor | 3 | 2 | 21 | \$189,900 | \$189,900 | 100.00% | 178 | \$237,000 | 80.13% | \$230,700 | 0.82 |
| 4 | 49 Fitzrandolph Road | Ranch | 2 | 1 | 106 | \$224,900 | \$210,000 | 93.37% | 297 | \$269,900 | 77.81% | \$264,400 | 0.79 |
| 5 | 14 Pillot Place | Colonial | 3 | 2 | 25 | \$239,900 | \$213,000 | 88.79% | 25 | \$239,900 | 88.79% | \$212,500 | 1.00 |
| 6 | 165 Gregory Avenue | Colonial | 4 | 1 | 168 | \$249,900 | \$217,000 | 86.83% | 168 | \$319,000 | 68.03% | \$294,000 | 0.74 |
| 7 | 20 Ridgeview Avenue | Colonial | 5 | 1 | 169 | \$199,000 | \$220,000 | 110.55% | 535 | \$299,999 | 73.33% | \$312,000 | 0.71 |
| 8 | 50 Glen View Drive | Ranch | 2 | 2 | 173 | \$249,900 | \$225,000 | 90.04% | 356 | \$329,900 | 68.20% | \$256,900 | 0.88 |
| 9 | 27 Seaman Road | CapeCod | 4 | 2 | 39 | \$230,000 | \$225,000 | 97.83% | 232 | \$255,000 | 88.24% | \$249,000 | 0.90 |
| 10 | 81-83 Lessing Road | Ranch | 2 | 1 | 79 | \$250,000 | \$230,000 | 92.00% | 583 | \$250,000 | 92.00% | \$301,600 | 0.76 |
| 11 | 4 Paris Circle | TwnEndUn | 2 | 2 | 174 | \$259,000 | \$237,000 | 91.51% | 271 | \$304,900 | 77.73% | \$255,800 | 0.93 |
| 12 | 6 Meyer Court | TwnIntUn | 2 | 2 | 201 | \$269,000 | \$254,000 | 94.42% | 201 | \$285,000 | 89.12% | \$296,700 | 0.86 |
| 13 | 5 Byrne Road | Colonial | 3 | 1 | 185 | \$259,900 | \$257,500 | 99.08% | 185 | \$279,900 | 92.00% | \$258,800 | 0.99 |
| 14 | 73 Stanford Avenue | RanchExp | 4 | 2 | 186 | \$270,000 | \$260,000 | 96.30% | 186 | \$285,000 | 91.23% | \$321,900 | 0.81 |
| 15 | 9 Fowler Drive | TwnEndUn | 2 | 2 | 35 | \$309,000 | \$270,000 | 87.38% | 35 | \$309,000 | 87.38% | \$370,400 | 0.73 |
| 16 | 147 Marion Drive | TwnIntUn | 3 | 3 | 65 | \$285,000 | \$285,000 | 100.00% | 464 | \$359,000 | 79.39% | \$295,100 | 0.97 |
| 17 | 237 Clarken Drive | TwnEndUn | 2 | 2 | 25 | \$299,900 | \$295,000 | 98.37% | 25 | \$299,900 | 98.37% | \$379,700 | 0.78 |
| 18 | 23 Roosevelt Avenue | SplitLev | 3 | 2 | 136 | \$310,000 | \$305,000 | 98.39% | 136 | \$340,000 | 89.71% | \$305,100 | 1.00 |
| 19 | 1099 Smith Manor Blvd | Colonial | 3 | 3 | 122 | \$335,000 | \$310,000 | 92.54% | 487 | \$456,933 | 67.84% | \$420,400 | 0.74 |
| 20 | 1 Crystal Avenue | Custom | 4 | 3 | 150 | \$329,000 | \$315,000 | 95.74% | 529 | \$445,000 | 70.79% | \$453,600 | 0.69 |

Continued on Next Page...

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

© 2004-2012 Copyright Protected. All Rights Reserved

Not intended to solicit a property already listed.

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

WEST ORANGE

March 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 |
|----------------|--------------------------|----------|--------|-------|------------|------------------|------------------|---------------|------------|---------------------|---------------|------------------|-------------|
| 21 | 44 Walker Road | Colonial | 4 | 3 | 168 | \$339,900 | \$325,000 | 95.62% | 168 | \$445,000 | 73.03% | \$355,000 | 0.92 |
| 22 | 1087 Pleasant Valley Way | SplitLev | 3 | 2 | 125 | \$338,000 | \$330,000 | 97.63% | 125 | \$347,000 | 95.10% | \$314,700 | 1.05 |
| 23 | 403 Digaetano Terrrace | TwnEndUn | 3 | 2 | 76 | \$359,000 | \$340,000 | 94.71% | 163 | \$359,000 | 94.71% | \$309,800 | 1.10 |
| 24 | 62 Lenox Terrace | Ranch | 3 | 3 | 23 | \$355,000 | \$348,400 | 98.14% | 236 | \$378,000 | 92.17% | \$381,500 | 0.91 |
| 25 | 4 Overlook Avenue | Colonial | 4 | 1 | 52 | \$375,000 | \$365,000 | 97.33% | 52 | \$375,000 | 97.33% | \$375,100 | 0.97 |
| 26 | 44 Schindler Terrace | TwnEndUn | 3 | 2 | 23 | \$379,900 | \$383,000 | 100.82% | 23 | \$379,900 | 100.82% | \$366,400 | 1.05 |
| 27 | 59 Fredericks Street | TwnIntUn | 4 | 3 | 252 | \$649,900 | \$635,000 | 97.71% | 276 | \$799,900 | 79.38% | | |
| 28 | 51 Haggerty Drive | Colonial | 4 | 3 | 1 | \$699,000 | \$709,950 | 101.57% | 1 | \$699,000 | 101.57% | | |
| AVERAGE | | | | | 103 | \$308,052 | \$295,420 | 95.31% | 224 | \$348,164 | 84.69% | | 0.87 |

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

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

AS OF APRIL 9, 2012

Number of Units: 321

Average List Price: \$426,477

Average List Price to Assessed Value Ratio: 1.10

Average Days on Market: 157

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

AS OF APRIL 9, 2012

Number of Units: 129

Average List Price: \$370,179

Average List Price to Assessed Value Ratio: 1.13

Average Days on Market: 105

© 2004-2012 Copyright Protected. All Rights Reserved

Not intended to solicit a property already listed.

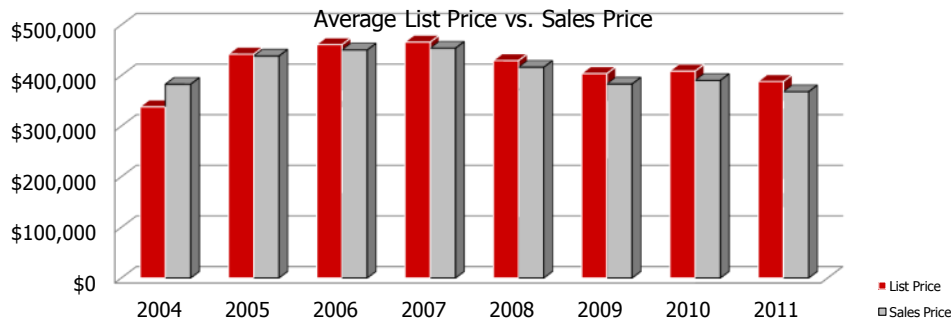
Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

West Orange 2012 Year to Date Market Trends

March 2011 YTD:
AVG YTD Sales Price: \$369,857
DOM: 136
#Units YTD: 74
SP:AV 3.70

| | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|---------------------------|-----------|-----------|-----------|-------|-----|------|------|--------|-----------|---------|----------|----------|-----------|
| Days on Market | 92 | 125 | 103 | | | | | | | | | | 104 |
| Final List Price | \$376,110 | \$352,494 | \$308,052 | | | | | | | | | | \$344,933 |
| Sales Price | \$354,740 | \$333,941 | \$295,420 | | | | | | | | | | \$327,516 |
| Sales Price as a % of FLP | 94.41% | 94.20% | 95.31% | | | | | | | | | | 94.71% |
| Actual DOM | 197 | 269 | 224 | | | | | | | | | | 224 |
| Original List Price | \$410,467 | \$404,400 | \$348,164 | | | | | | | | | | \$384,079 |
| Sales Price as a % of OLP | 84.99% | 82.09% | 84.69% | | | | | | | | | | 84.52% |
| Sales Price to As- | 0.95 | 0.86 | 0.87 | | | | | | | | | | 0.89 |
| # Units Sold | 29 | 17 | 28 | | | | | | | | | | 74 |

WEST ORANGE 2004 - 2011

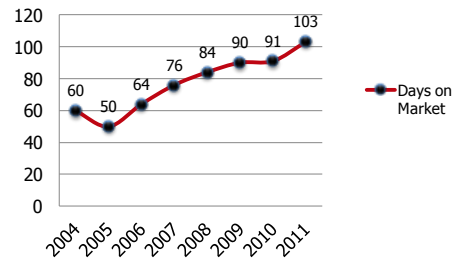


WEST ORANGE 2004 - 2011



| | 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

