

# Livingston

## December 2013 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     | 3304 Pointe Gate Drive  | OneFloor | 2      | 2.0   | 332 | \$325,000        | \$325,000   | 100.00% | 802        | \$382,500           | 84.97%  | \$388,700        | 0.84  |
| 2     | 15 Filmore Avenue       | Colonial | 3      | 1.1   | 28  | \$374,500        | \$380,000   | 101.47% | 28         | \$374,500           | 101.47% | \$359,000        | 1.06  |
| 3     | 324 E Cedar Street      | Colonial | 3      | 2.1   | 19  | \$375,000        | \$390,000   | 104.00% | 19         | \$375,000           | 104.00% | \$420,000        | 0.93  |
| 4     | 480 S Livingston Avenue | Colonial | 3      | 2.0   | 14  | \$384,900        | \$360,000   | 93.53%  | 14         | \$384,900           | 93.53%  | \$375,300        | 0.96  |
| 5     | 69 E Cedar Street       | CapeCod  | 3      | 1.1   | 8   | \$399,000        | \$400,000   | 100.25% | 8          | \$399,000           | 100.25% | \$383,600        | 1.04  |
| 6     | 22 Claremont Avenue     | SplitLev | 3      | 2.0   | 14  | \$399,900        | \$420,522   | 105.16% | 14         | \$399,900           | 105.16% | \$415,200        | 1.01  |
| 7     | 11 Manor Road           | Bi-Level | 4      | 2.1   | 15  | \$419,000        | \$445,000   | 106.21% | 15         | \$414,000           | 107.49% | \$498,400        | 0.89  |
| 8     | 14 Broadlawn Drive      | SplitLev | 3      | 1.2   | 15  | \$435,000        | \$440,000   | 101.15% | 15         | \$435,000           | 101.15% | \$507,600        | 0.87  |
| 9     | 23 Ashwood Drive        | Bi-Level | 3      | 2.0   | 31  | \$529,900        | \$520,000   | 98.13%  | 31         | \$549,900           | 94.56%  | \$489,500        | 1.06  |
| 10    | 36 Bennington Road      | Colonial | 4      | 1.1   | 18  | \$549,000        | \$580,500   | 105.74% | 18         | \$549,000           | 105.74% | \$493,800        | 1.18  |
| 11    | 28 North Drive          | Ranch    | 4      | 2.1   | 13  | \$550,000        | \$591,000   | 107.45% | 13         | \$550,000           | 107.45% | \$667,100        | 0.89  |
| 12    | 7 North Drive           | RanchRas | 4      | 2.1   | 14  | \$575,000        | \$575,000   | 100.00% | 146        | \$659,000           | 87.25%  | \$606,600        | 0.95  |
| 13    | 104 Beaufort Avenue     | Colonial | 4      | 3.0   | 3   | \$589,000        | \$615,000   | 104.41% | 3          | \$589,000           | 104.41% | \$563,100        | 1.09  |
| 14    | 5 Cliffside Drive       | Ranch    | 3      | 3.0   | 27  | \$589,000        | \$589,900   | 100.15% | 27         | \$589,000           | 100.15% | \$601,100        | 0.98  |
| 15    | 3206 Pointe Gate Drive  | OneFloor | 2      | 2.1   | 141 | \$599,000        | \$550,000   | 91.82%  | 141        | \$619,000           | 88.85%  | \$470,200        | 1.17  |
| 16    | 83 Falcon Road          | Colonial | 5      | 2.1   | 19  | \$599,018        | \$594,500   | 99.25%  | 19         | \$599,018           | 99.25%  | \$507,500        | 1.17  |
| 17    | 10 Timber Hill Drive    | SplitLev | 4      | 3.0   | 32  | \$659,000        | \$671,000   | 101.82% | 32         | \$689,000           | 97.39%  | \$513,600        | 1.31  |
| 18    | 47 Knollwood Drive      | Colonial | 5      | 4.1   | 14  | \$675,000        | \$710,000   | 105.19% | 159        | \$995,000           | 71.36%  | \$780,000        | 0.91  |
| 19    | 39 Springbrook Road     | SplitLev | 3      | 2.1   | 17  | \$679,000        | \$726,000   | 106.92% | 17         | \$679,000           | 106.92% | \$583,800        | 1.24  |
| 20    | 9 Mt Vernon Court       | Colonial | 4      | 2.1   | 64  | \$725,000        | \$715,000   | 98.62%  | 64         | \$799,900           | 89.39%  | \$764,300        | 0.94  |
| 21    | 8 Ridgewood Drive       | SplitLev | 6      | 3.2   | 23  | \$749,000        | \$730,000   | 97.46%  | 23         | \$749,000           | 97.46%  | \$804,000        | 0.91  |
| 22    | 12 Rumson Road          | SplitLev | 3      | 2.1   | 8   | \$749,000        | \$754,000   | 100.67% | 8          | \$749,000           | 100.67% | \$693,800        | 1.09  |
| 23    | 31 Hillside Terrace     | Colonial | 5      | 3.1   | 13  | \$775,000        | \$777,000   | 100.26% | 13         | \$775,000           | 100.26% | \$402,700        | 1.93  |
| 24    | 76 Springbrook Road     | SplitLev | 4      | 3.0   | 14  | \$775,000        | \$755,000   | 97.42%  | 14         | \$775,000           | 97.42%  | \$678,800        | 1.11  |
| 25    | 30 Coddington Terrace   | SplitLev | 4      | 2.1   | 15  | \$789,000        | \$802,500   | 101.71% | 15         | \$789,000           | 101.71% | \$606,100        | 1.32  |

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## December 2013 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 |
|---------|--------------------|----------|--------|-------|-----|------------------|-------------|---------|------------|---------------------|---------|------------------|-------|
| 26      | 13 Bellcourt Place | TwnEndUn | 3      | 2.2   | 6   | \$813,775        | \$770,000   | 94.62%  | 6          | \$813,775           | 94.62%  |                  |       |
| 27      | 1 Schindler Way    | Colonial | 4      | 2.1   | 15  | \$849,000        | \$849,000   | 100.00% | 15         | \$849,000           | 100.00% | \$820,000        | 1.04  |
| 28      | 7 Bellcourt Place  | TwnIntUn | 3      | 2.1   | 12  | \$867,280        | \$813,075   | 93.75%  | 12         | \$867,280           | 93.75%  |                  |       |
| 29      | 31 Westmount Drive | Contemp  | 2      | 2.1   | 22  | \$995,000        | \$1,105,000 | 111.06% | 22         | \$995,000           | 111.06% | \$1,494,900      | 0.74  |
| 30      | 9 Goodhart Drive   | Colonial | 5      | 3.2   | 10  | \$1,125,000      | \$1,135,000 | 100.89% | 10         | \$1,125,000         | 100.89% | \$1,054,100      | 1.08  |
| 31      | 20 Stratford Drive | Ranch    | 4      | 4.0   | 76  | \$1,269,500      | \$1,250,000 | 98.46%  | 76         | \$1,295,000         | 96.53%  | \$996,400        | 1.25  |
| 32      | 36 Surrey Lane     | Colonial | 4      | 3.1   | 26  | \$1,285,000      | \$1,200,000 | 93.39%  | 26         | \$1,285,000         | 93.39%  | \$1,021,500      | 1.17  |
| 33      | 241 Walnut Street  | Colonial | 6      | 6.1   | 163 | \$1,459,000      | \$1,350,000 | 92.53%  | 163        | \$1,459,000         | 92.53%  |                  |       |
| 34      | 9 Sunshine Lane    | Custom   | 5      | 4.1   | 155 | \$1,495,000      | \$1,495,000 | 100.00% | 155        | \$1,725,000         | 86.67%  | \$1,757,900      | 0.85  |
| 35      | 25 Camelot Drive   | Colonial | 6      | 5.1   | 1   | \$1,500,000      | \$1,435,000 | 95.67%  | 1          | \$1,500,000         | 95.67%  | \$1,101,100      | 1.30  |
| 36      | 5 Brighton Court   | Colonial | 8      | 8.2   | 300 | \$1,895,000      | \$1,700,000 | 89.71%  | 686        | \$2,600,000         | 65.38%  | \$2,250,000      | 0.76  |
| 37      | 8 Lockhern Drive   | Contemp  | 6      | 4.2   | 107 | \$1,899,000      | \$1,800,000 | 94.79%  | 107        | \$2,050,000         | 87.80%  | \$2,075,800      | 0.87  |
| AVERAGE |                    |          |        |       | 49  | \$803,237        | \$792,405   | 99.83%  | 79         | \$849,532           | 96.39%  |                  | 1.06  |

### CURRENT **"ACTIVE"** LISTINGS IN LIVINGSTON

Number of Units: 79

Average List Price: \$1,165,843

Average List Price to Assessed Value Ratio: 1.08

Average Days on Market: 107

### CURRENT **"UNDER CONTRACT"** LISTINGS IN LIVINGSTON

Number of Units: 47

Average List Price: \$753,918

Average List Price to Assessed Value Ratio: 1.07

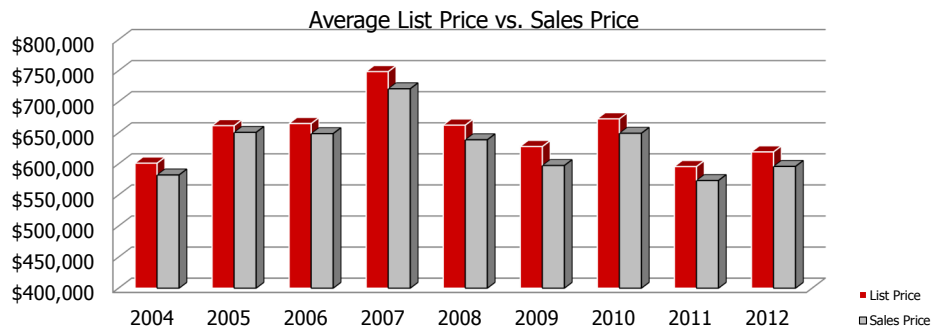
Average Days on Market: 69

# Livingston 2013 Year to Date Market Trends

**December 2012 YTD**  
**AVG YTD Sales Price: \$595,914**  
**DOM: 64**  
**#Units YTD: 301**  
**SP:AV 0.98**

|                               | January   | February  | March     | April     | May       | June      | July      | August    | September | October   | November  | December  | YTD AVG   |
|-------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Days on Market                | 65        | 103       | 92        | 74        | 38        | 46        | 47        | 31        | 46        | 62        | 72        | 49        | 54        |
| Final List Price              | \$526,053 | \$683,875 | \$772,419 | \$554,436 | \$651,905 | \$681,366 | \$592,288 | \$630,879 | \$632,334 | \$764,022 | \$663,434 | \$803,237 | \$662,845 |
| Sales Price                   | \$497,401 | \$672,668 | \$734,333 | \$544,214 | \$636,905 | \$677,702 | \$593,582 | \$630,033 | \$618,905 | \$735,852 | \$646,500 | \$792,405 | \$649,260 |
| Sales Price as a % of FLP     | 95.67%    | 97.94%    | 95.77%    | 97.99%    | 98.84%    | 99.65%    | 100.88%   | 99.97%    | 98.32%    | 96.87%    | 97.84%    | 99.83%    | 98.53%    |
| Actual DOM                    | 117       | 130       | 200       | 123       | 108       | 92        | 80        | 57        | 79        | 103       | 126       | 79        | 98        |
| Original List Price           | \$561,380 | \$710,869 | \$929,281 | \$593,436 | \$685,166 | \$715,391 | \$610,813 | \$646,916 | \$652,073 | \$809,239 | \$710,745 | \$849,532 | \$700,576 |
| Sales Price as a % of OLP     | 92.09%    | 94.08%    | 88.36%    | 93.74%    | 95.64%    | 95.86%    | 98.59%    | 98.41%    | 95.13%    | 92.66%    | 91.07%    | 96.39%    | 94.93%    |
| Sales Price to Assessed Value | 0.90      | 0.97      | 0.98      | 0.99      | 1.00      | 1.04      | 1.04      | 1.05      | 1.02      | 1.04      | 0.98      | 1.06      | 1.02      |
| # Units Sold                  | 15        | 16        | 21        | 28        | 38        | 44        | 47        | 57        | 38        | 31        | 29        | 37        | 401       |

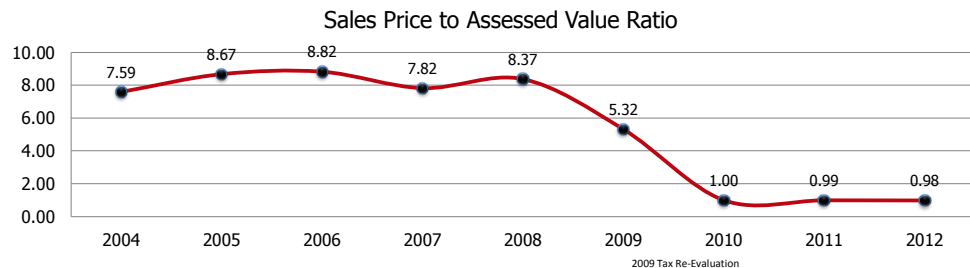
## Livingston 2004-2012



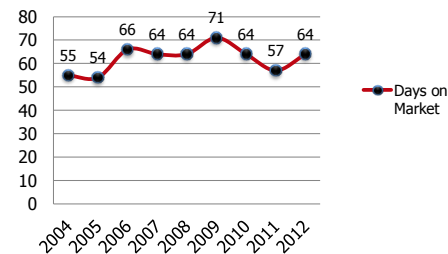
## Livingston 2004-2012



|    | 2004      | 2005      | 2006      | 2007      | 2008      | 2009      | 2010      | 2011      | 2012      |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$601,135 | \$661,426 | \$664,870 | \$748,413 | \$662,317 | \$627,865 | \$672,470 | \$595,503 | \$619,248 |
| SP | \$582,177 | \$650,679 | \$648,695 | \$720,873 | \$638,797 | \$597,355 | \$649,233 | \$573,206 | \$595,914 |



## 2004-2012 Average Days on Market



## 2004-2012 Number of Units Sold

