

Madison

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	104 Shunpike Road	Colonial	3	2	376	\$250,000	\$290,000	116.00%	376	\$300,000	96.67%	\$279,000	1.04
2	14 Elmer Street	OneFloor	1	1	141	\$372,500	\$333,700	89.58%	141	\$369,500	90.31%	\$320,400	1.04
3	318 Main Street Unit 27	TwnEndUn	2	2	42	\$425,000	\$421,000	99.06%	42	\$435,000	96.78%	\$378,600	1.11
4	22 Kensington Road	CapeCod	3	1	20	\$445,000	\$425,000	95.51%	20	\$445,000	95.51%	\$387,600	1.10
5	78 Shunpike Road	FixrUppr	4	2	42	\$498,000	\$425,000	85.34%	42	\$498,000	85.34%	\$515,000	0.83
6	85 Ridgedale Avenue	Colonial	4	2	20	\$599,000	\$594,000	99.17%	265	\$659,000	90.14%	\$562,800	1.06
7	1 Spring Garden Drive	Bi-Level	3	2	8	\$689,000	\$730,000	105.95%	8	\$689,000	105.95%	\$462,000	1.58
8	165 Kings Road	Ranch	4	3	7	\$699,000	\$703,000	100.57%	7	\$699,000	100.57%	\$401,100	1.75
9	394 Woodland Road	SplitLev	4	2	22	\$849,000	\$875,000	103.06%	22	\$849,000	103.06%	\$610,700	1.43
10	13 Garfield Avenue	Colonial	4	2	8	\$1,195,000	\$1,235,000	103.35%	191	\$1,199,000	103.00%	\$928,200	1.33
11	67 Woodland Road	Colonial	4	3	24	\$1,295,000	\$1,227,000	94.75%	24	\$1,398,000	87.77%	\$648,900	1.89
12	70 Samson Avenue	Colonial	6	3	65	\$1,549,750	\$1,450,000	93.56%	635	\$2,099,000	69.08%	\$1,617,200	0.90
Averages					65	\$738,854	\$725,725	98.83%	148	\$803,292	93.68%		1.25

CURRENT **"ACTIVE"** LISTINGS IN MADISON

Number of Units: 25

Average List Price: \$1,009,808

Average List Price to Assessed Value Ratio: 1.26

Average Days on Market: 89

CURRENT **"UNDER CONTRACT"** LISTINGS IN MADISON

Number of Units: 19

Average List Price: \$802,395

Average List Price to Assessed Value Ratio: 1.14

Average Days on Market: 34

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Not intended to solicit a property already listed.

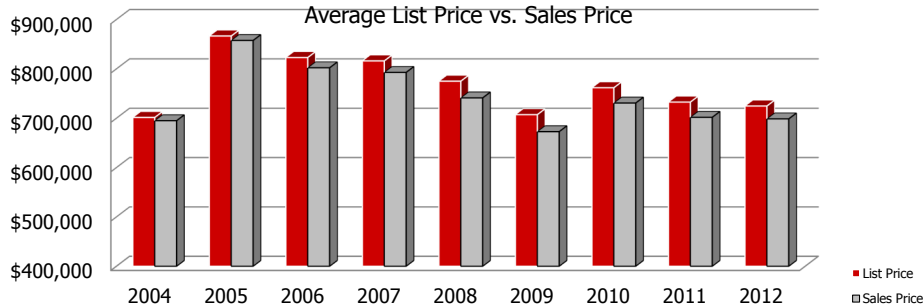
Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

Madison 2013 Year to Date Market Trends

December 2012 YTD
AVG YTD Sales Price: \$698,556
DOM: 67
#Units YTD: 127
SP:AV 1.74

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	118	112	38	18	70	92	35	59	54	62	51	12	58
Final List Price	\$727,529	\$771,817	\$860,667	\$757,418	\$843,933	\$733,539	\$996,341	\$1,155,805	\$700,550	\$997,333	\$720,776	\$738,854	\$860,863
Sales Price	\$709,857	\$748,083	\$842,944	\$763,406	\$821,457	\$745,090	\$977,933	\$1,068,155	\$688,929	\$968,187	\$724,351	\$725,725	\$841,302
Sales Price as a % of FLP	97.49%	96.69%	97.73%	100.77%	97.89%	101.58%	98.55%	96.18%	98.29%	98.64%	99.78%	98.83%	98.70%
Actual DOM	252	117	59	94	111	127	84	96	98	242	64	65	114
Original List Price	\$845,529	\$815,317	\$874,111	\$783,244	\$878,187	\$771,378	\$1,024,345	\$1,194,519	\$722,914	\$1,127,917	\$732,835	\$148	\$902,338
Sales Price as a % of OLP	90.12%	92.47%	95.63%	96.20%	94.61%	97.03%	97.00%	94.40%	95.14%	93.00%	97.94%	93.68%	95.36%
Sales Price to As-	1.71	1.74	1.64	1.75	1.77	1.75	1.85	1.63	1.39	1.25	1.13	1.25	1.60
# Units Sold	7	6	9	16	15	18	29	21	14	12	17	12	176

Madison 2004-2012

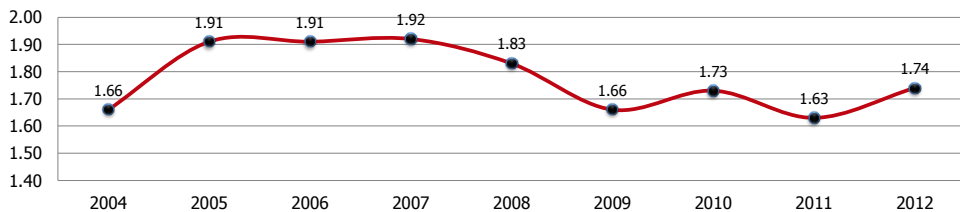


Madison 2004-2012

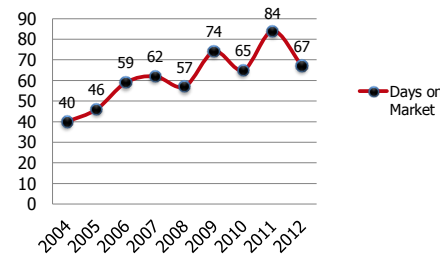


	2004	2005	2006	2007	2008	2009	2010	2011	2012
LP	\$701,747	\$866,516	\$822,890	\$816,037	\$774,941	\$707,123	\$761,644	\$732,567	\$724,564
SP	\$694,880	\$857,456	\$802,082	\$792,732	\$741,113	\$672,659	\$730,674	\$701,750	\$698,551

Sales Price to Assessed Value Ratio



2004-2011 Average Days on Market



2004-2012 Number of Units Sold

