

MONTCLAIR

FEBRUARY 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	39 UPPER MOUNTAIN AVE	Victrian	\$1,049,000	\$999,000	\$1,198,500	2/1/2011	36	95.23%	0.83
2	10 CRESTMONT RD	HighRise	\$189,000	\$185,000	\$12,236,500	2/7/2011	36	97.88%	
3	234 CLAREMONT AVE UNIT 4	OneFloor	\$289,000	\$270,000	\$295,500	2/10/2011	149	93.43%	0.91
4	103 WILDWOOD AVE	Colonial	\$539,000	\$526,000	\$693,300	2/10/2011	19	97.59%	0.76
5	135 LINCOLN ST	Colonial	\$315,000	\$290,000	\$336,500	2/11/2011	79	92.06%	0.86
6	9 GRAY ST	Colonial	\$399,000	\$395,000	\$431,300	2/11/2011	40	99.00%	0.92
7	20 EUCLID PL	Colonial	\$579,900	\$555,000	\$588,700	2/11/2011	85	95.71%	0.94
8	173 MONTCLAIR AVE	Colonial/Cust	\$749,000	\$792,000	\$770,000	2/15/2011	24	105.74%	1.03
9	17 VICTORIA TER	Colonial	\$829,000	\$809,000	\$805,000	2/15/2011	79	97.59%	1.00
10	24 ERWIN PARK RD	Tudor	\$1,495,000	\$1,300,000	\$1,361,200	2/15/2011	72	86.96%	0.96
11	122 CLINTON AVE	Tudor	\$799,900	\$805,000	\$925,000	2/23/2011	81	100.64%	0.87
12	38 ELMWOOD AVE	Colonial	\$339,000	\$339,000	\$395,000	2/25/2011	63	100.00%	0.86
AVERAGE			\$630,983	\$605,417			64	96.82%	0.90

CURRENT **ACTIVE** LISTINGS IN MONTCLAIR

MARCH 14, 2011

NUMBER OF UNITS: 99

AVERAGE LIST PRICE: \$639,079

AVG. LIST PRICE TO ASSESSED VALUE RATIO: .89

AVERAGE DAYS ON MARKET: 99

CURRENT **"UNDER CONTRACT"** LISTINGS IN MONTCLAIR

MARCH 14, 2011

NUMBER OF UNITS: 55

AVERAGE LIST PRICE: \$ 655,218

AVG. LIST PRICE TO ASSESSED VALUE RATIO: .87

AVERAGE DAYS ON MARKET: 118

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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.

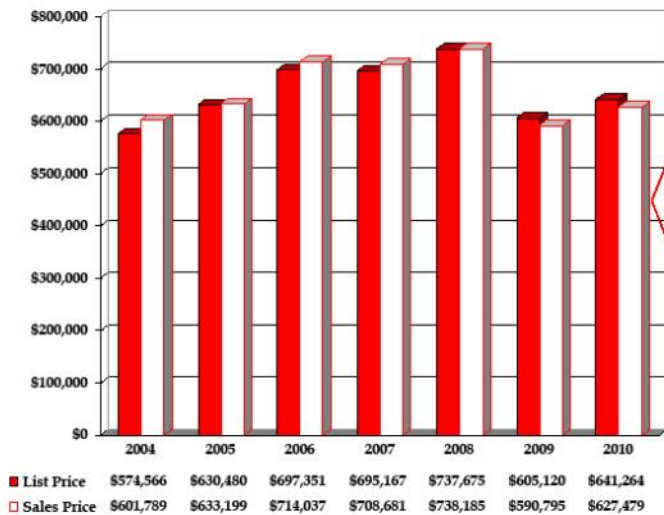
FLASHBACK!!!!
FEBRUARY 2010 YTD:
AVG YTD Sales Price: \$670,568
DOM: 85
#Units YTD: 37
SP:AV 1.01

Montclair 2011 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Average List Price	\$560,462	\$630,983											\$586,106
Average Sales Price	\$544,440	\$605,417											\$566,614
Days on Market	66	64											65
% of List Price to Sales Price	95.91%	96.82%											96.24%
Sales Price to Assessed Value	0.84	0.90											0.86
# Units Sold	21	12											33

MONTCLAIR

Average List Price and Sales Price



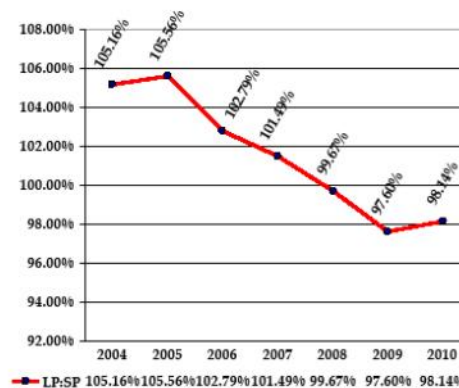
SALES PRICE TO ASSESSED VALUE RATIOS:

2004	2.41
2005	2.85
2006	2.85
2007	2.80
2008*	1.06
2009	0.97
2010	0.95

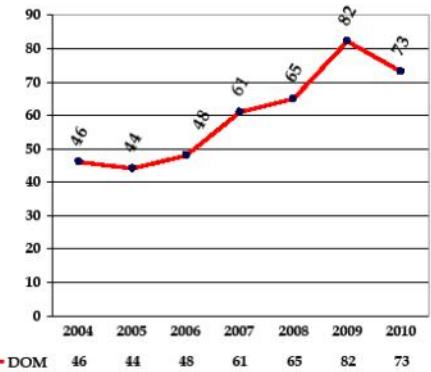
* 2008 Montclair Re-Evaluation.

MONTCLAIR

Average Percentage of Sales Price to List Price



Average Days on Market



NUMBER OF UNITS SOLD EACH YEAR:

2004	475
2005	450
2006	448
2007	383
2008	344
2009	308
2010	316

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