

# MONTCLAIR

## JANUARY 2011 MARKET SNAPSHOT

| Units    | Address                | Style    | List Price  | Sales Price | Total Assess | Close Date | DOM | LP:SP   | SP:AV |
|----------|------------------------|----------|-------------|-------------|--------------|------------|-----|---------|-------|
| 1        | 125 GORDONHURST AVE    | Colonial | \$699,000   | \$699,000   | \$753,000    | 1/7/2011   | 39  | 100.00% | 0.93  |
| 2        | 108 HIGH ST            | Colonial | \$529,000   | \$500,000   | \$615,000    | 1/10/2011  | 169 | 94.52%  | 0.81  |
| 3        | 27 Essex Ave           | Colonial | \$569,000   | \$555,000   | \$527,700    | 1/10/2011  | 17  | 97.54%  | 1.05  |
| 4        | 33 NORWOOD AVE         | Ranch    | \$399,000   | \$370,000   | \$534,500    | 1/11/2011  | 99  | 92.73%  | 0.69  |
| 5        | 228 ORANGE RD          | Victrian | \$529,000   | \$529,000   | \$668,700    | 1/12/2011  | 100 | 100.00% | 0.79  |
| 6        | 49 ALEXANDER AVE       | Tudor    | \$475,000   | \$468,000   | \$530,000    | 1/13/2011  | 67  | 98.53%  | 0.88  |
| 7        | 126 HELLER WAY         | Ranch    | \$799,000   | \$750,000   | \$938,400    | 1/14/2011  | 113 | 93.87%  | 0.80  |
| 8        | 25 NORMAN RD           | Colonial | \$1,499,000 | \$1,595,000 | \$650,000    | 1/14/2011  | 17  | 106.40% |       |
| 9        | 279 GROVE ST           | Colonial | \$479,000   | \$450,000   | \$441,400    | 1/19/2011  | 68  | 93.95%  | 1.02  |
| 10       | 530 VALLEY RD, Unit 3G | OneFloor | \$339,000   | \$315,000   | \$354,200    | 1/20/2011  | 115 | 92.92%  | 0.89  |
| 11       | 8 VALLEY PL            | Colonial | \$529,000   | \$529,000   | \$482,100    | 1/20/2011  | 26  | 100.00% | 1.10  |
| 12       | 170 WILDWOOD AVE       | Victrian | \$999,900   | \$984,999   | \$1,445,800  | 1/20/2011  | 54  | 98.51%  | 0.68  |
| 13       | 530 VALLEY RD          | OneFloor | \$199,000   | \$195,750   | \$340,900    | 1/21/2011  | 29  | 98.37%  |       |
| 14       | 137 GORDONHURST AVE    | Colonial | \$695,000   | \$675,000   | \$760,000    | 1/21/2011  | 36  | 97.12%  | 0.89  |
| 15       | 58 UNION ST            | Colonial | \$569,000   | \$542,500   | \$639,700    | 1/24/2011  | 29  | 95.34%  | 0.85  |
| 16       | 10 CRESTMONT RD        | HighRise | \$349,000   | \$300,000   | \$0          | 1/25/2011  | 124 | 85.96%  |       |
| 17       | 134 WILDWOOD AVE       | Colonial | \$549,000   | \$540,000   | \$627,100    | 1/26/2011  | 50  | 98.36%  | 0.86  |
| 18       | 39 HARRISON AVE        | OneFloor | \$169,900   | \$161,000   | \$264,500    | 1/27/2011  | 28  | 94.76%  | 0.61  |
| 19       | 415 CLAREMONT AVE 5G   | HighRise | \$224,900   | \$214,000   | \$286,800    | 1/28/2011  | 112 | 95.15%  | 0.75  |
| 20       | 24 UPPER MOUNTAIN AVE  | Colonial | \$549,000   | \$440,000   | \$750,000    | 1/28/2011  | 22  | 80.15%  | 0.59  |
| 21       | 4 KENNETH RD           | Colonial | \$620,000   | \$620,000   | \$703,400    | 1/28/2011  | 71  | 100.00% | 0.88  |
| AVERAGES |                        |          | \$560,462   | \$544,440   |              |            | 66  | 95.91%  | 0.84  |

**CURRENT *ACTIVE* LISTINGS IN MONTCLAIR**  
(AS OF FEBRUARY 10, 2010)

NUMBER OF UNITS: 130

AVERAGE LIST PRICE: \$621,501

AVG. LIST PRICE TO ASSESSED VALUE RATIO: .91

AVERAGE DAYS ON MARKET: 127

**CURRENT *"UNDER CONTRACT"* LISTINGS IN MONTCLAIR**  
(AS OF FEBRUARY 10, 2010)

NUMBER OF UNITS: 43

AVERAGE LIST PRICE: \$ 720,167

AVG. LIST PRICE TO ASSESSED VALUE RATIO: .88

AVERAGE DAYS ON MARKET: 43

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Not intended to solicit a property already listed.

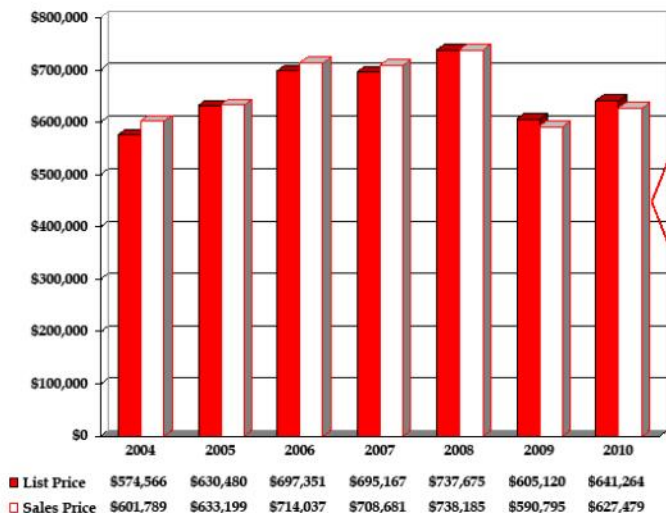
**FLASHBACK!!!!**  
**JANUARY 2010 YTD:**  
**AVG YTD Sales Price: \$612,060**  
**DOM: 87**  
**#Units YTD: 25**  
**SP:AV 0.94**

### 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 |          |       |       |     |      |      |        |           |         |          |          | \$560,462 |
| Average Sales Price            | \$544,440 |          |       |       |     |      |      |        |           |         |          |          | \$544,440 |
| Days on Market                 | 66        |          |       |       |     |      |      |        |           |         |          |          | 66        |
| % of List Price to Sales Price | 95.91%    |          |       |       |     |      |      |        |           |         |          |          | 95.91%    |
| Sales Price to Assessed Value  | 0.84      |          |       |       |     |      |      |        |           |         |          |          | 0.84      |
| # Units Sold                   | 21        |          |       |       |     |      |      |        |           |         |          |          | 21        |

### MONTCLAIR

Average List Price and Sales Price



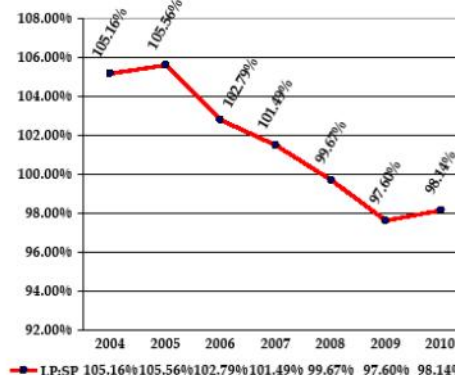
**SALES PRICE TO ASSESSED VALUE RATIOS:**

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

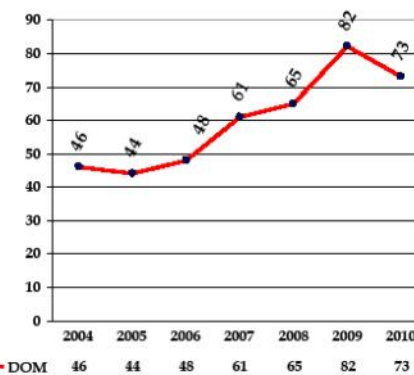
\* 2008 Montclair Re-Evaluation.

### 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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