

MONTCLAIR

JUNE 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	81 CHRISTOPHER ST	Colonial/Victri	\$650,000	\$660,000	\$692,500	6/1/2011	15	101.54%	0.95
2	134 HIGHLAND AVE	Colonial	\$1,395,000	\$1,305,000	\$1,470,700	6/1/2011	34	93.55%	0.89
3	85 STONEBRIDGE RD	Tudor	\$1,950,000	\$1,750,000	\$1,946,100	6/1/2011	7	89.74%	0.90
4	789 VALLEY RD	Colonial	\$449,000	\$465,000	\$475,100	6/3/2011	46	103.56%	0.98
5	44 EAGLE ROCK WAY	Tudor	\$1,850,000	\$1,634,000	\$2,125,000	6/6/2011	51	88.32%	0.77
6	83 BEVERLY RD	Colonial	\$599,000	\$620,000	\$740,500	6/7/2011	14	103.51%	0.84
7	12 LOCUST DR	RanchExp	\$699,000	\$715,000	\$825,400	6/7/2011	47	102.29%	0.87
8	530 VALLEY RD	HighRise	\$325,000	\$320,500	\$347,600	6/8/2011	35	98.62%	0.92
9	530 VALLEY RD COO1R	HighRise	\$169,000	\$155,000	\$161,500	6/10/2011	57	91.72%	0.96
10	15-17 PROSPECT AVE	Colonial	\$1,649,000	\$1,665,000	\$2,000,000	6/10/2011	183	100.97%	0.83
11	415 CLAREMONT AVENUE	HighRise	\$186,900	\$179,000	\$233,900	6/13/2011	52	95.77%	0.77
12	177 MIDLAND AVE	Colonial	\$1,495,000	\$1,445,000	\$1,485,700	6/15/2011	175	96.66%	0.97
13	141 N FULLERTON AVE	Colonial	\$199,000	\$235,000	\$329,100	6/16/2011	14	118.09%	0.71
14	470 VALLEY RD	OneFloor	\$215,000	\$215,000	\$254,900	6/17/2011	63	100.00%	0.84
15	295 BLOOMFIELD AVE	MultiFlr	\$279,000	\$269,000	\$295,000	6/17/2011	60	96.42%	0.91
16	131 WILDWOOD AVE	Colonial	\$739,000	\$800,000	\$929,200	6/17/2011	8	108.25%	0.86
17	120 COOPER AVE	Colonial	\$1,295,000	\$1,240,000	\$1,185,600	6/20/2011	212	95.75%	1.05
18	23 HELLER DRIVE	Colonial	\$2,595,000	\$2,549,000	\$2,073,000	6/20/2011	28	98.23%	1.23
19	185 HARRISON AVE	Colonial	\$289,000	\$275,000	\$338,200	6/23/2011	34	95.16%	0.81
20	11 CARTERET ST	Colonial	\$599,000	\$568,000	\$668,800	6/23/2011	19	94.82%	0.85

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Not intended to solicit a property already listed.

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

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Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
21	123 WESTVIEW RD	Colonial	\$699,000	\$760,000	\$798,100	6/24/2011	14	108.73%	0.95
22	83 BAY ST UNIT 11	MultiFlr	\$249,000	\$235,000	\$0	6/26/2011	622	94.38%	
23	11 ARGYLE RD	Colonial	\$525,000	\$520,000	\$522,600	6/28/2011	32	99.05%	1.00
24	107 S MOUNTAIN AVE	Victrian	\$735,000	\$790,000	\$877,500	6/28/2011	20	107.48%	0.90
25	82 COLUMBUS AVENUE	Colonial	\$519,000	\$529,000	\$500,000	6/29/2011	16	101.93%	1.06
26	127 LLEWELLYN RD	Colonial	\$989,000	\$970,000	\$1,125,000	6/29/2011	40	98.08%	0.86
27	101 GATES AVE C5	OneFloor	\$199,900	\$200,000	\$237,400	6/30/2011	157	100.05%	0.84
28	50 PINE ST	TwnIntUn	\$319,000	\$295,000	\$359,100	6/30/2011	71	92.48%	0.82
29	543 UPP MOUNTAIN AVE	Colonial	\$619,000	\$609,000	\$649,500	6/30/2011	12	98.38%	0.94
30	18 NOTTING HILL WAY	TwnIntUn	\$675,000	\$675,000	\$639,400	6/30/2011	22	100.00%	1.06
	AVERAGE		\$771,860	\$754,917			72	99.12%	0.91

CURRENT **"ACTIVE"** LISTINGS IN MONTCLAIR

AS OF JULY 11, 2011

NUMBER OF UNITS: 213

AVERAGE LIST PRICE: \$606,287

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 0.90

AVERAGE DAYS ON MARKET: 110

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

AS OF JULY 11, 2011

NUMBER OF UNITS: 83

AVERAGE LIST PRICE: \$ 655,461

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 0.86

AVERAGE DAYS ON MARKET: 93

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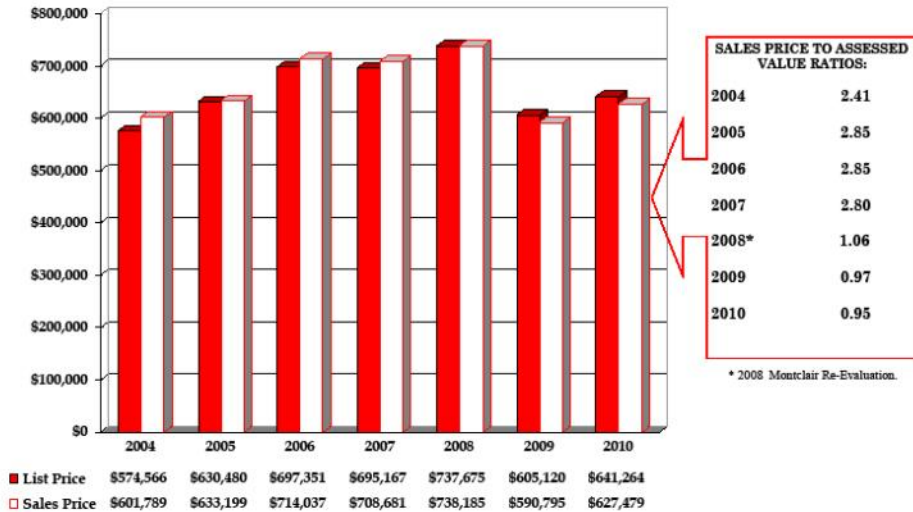
FLASHBACK!!!!
JUNE 2010 YTD:
AVG YTD Sales Price: \$614,370
DOM: 72
#Units YTD: 161
SP:AV 0.98

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	\$928,875	\$636,656	\$634,026	\$771,860							\$683,895
Average Sales Price	\$544,440	\$605,417	\$842,695	\$655,000	\$617,840	\$754,917							\$664,301
Days on Market	66	64	105	63	85	72							76
% of List Price to Sales Price	95.91%	96.82%	93.94%	99.80%	97.30%	99.12%							97.46%
Sales Price to Assessed Value	0.84	0.90	0.88	0.92	0.88	0.91							0.89
# Units Sold	21	12	12	16	32	30							123

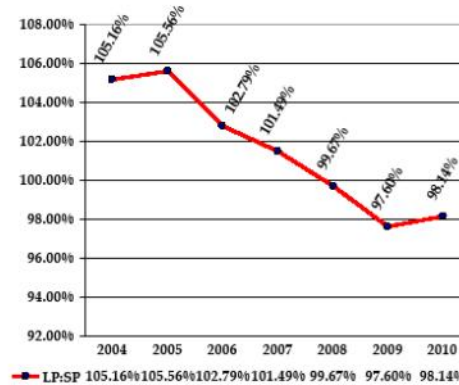
MONTCLAIR

Average List Price and Sales Price

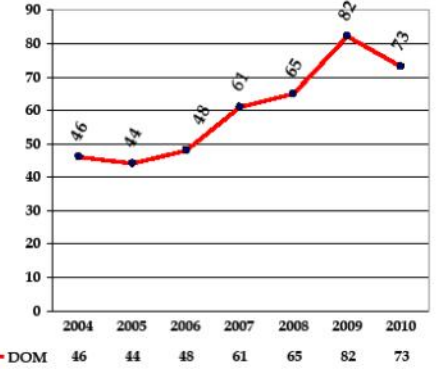


MONTCLAIR

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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