

# MONTCLAIR

## MARCH 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	17 LINDEN AVE	Colonial	\$395,000	\$372,000	\$395,200	3/1/2011	30	94.18%	0.94
2	21 STONEBRIDGE RD	SeeRem	\$2,695,000	\$2,164,840	\$2,423,000	3/1/2011	106	80.33%	
3	126 LLOYD RD	Custom	\$3,399,000	\$3,100,000	\$2,550,000	3/1/2011	267	91.20%	1.22
4	101 GATES AVE	FirstFlr	\$225,000	\$200,000	\$268,200	3/4/2011	112	88.89%	0.75
5	98 SUMMIT AVE	Colonial	\$849,000	\$849,000	\$926,900	3/8/2011	102	100.00%	0.92
6	232 CLAREMONT AVE C3205	TwnEndUn	\$369,000	\$360,000	\$374,800	3/9/2011	29	97.56%	0.96
7	602 UPPER MOUNTAIN AVE	Colonial	\$439,000	\$425,000	\$548,700	3/14/2011	95	96.81%	0.77
8	16 MONTCLAIR AVE	TwnEndUn	\$499,000	\$479,000	\$510,300	3/14/2011	68	95.99%	0.94
9	72 DRYDEN RD	Colonial	\$549,000	\$530,000	\$548,300	3/18/2011	88	96.54%	0.97
10	50 PINE ST	FirstFlr	\$165,000	\$165,000	\$231,500	3/21/2011	232	100.00%	0.71
11	7 S MOUNTAIN TER	Tudor	\$1,100,000	\$1,050,000	\$1,425,000	3/29/2011	124	95.45%	0.74
12	66 S FULLERTON AVE	TwnEndUn	\$462,500	\$417,500	\$560,600	3/31/2011	12	90.27%	0.74
	<b>AVERAGE</b>		<b>\$928,875</b>	<b>\$842,695</b>			<b>105</b>	<b>93.94%</b>	<b>0.88</b>

### CURRENT **ACTIVE** LISTINGS IN MONTCLAIR

AS OF APRIL 8, 2011

NUMBER OF UNITS: 200

AVERAGE LIST PRICE: \$664,369

AVG. LIST PRICE TO ASSESSED VALUE RATIO: .90

AVERAGE DAYS ON MARKET: 88

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

AS OF APRIL 8, 2011

NUMBER OF UNITS: 72

AVERAGE LIST PRICE: \$ 669.670

AVG. LIST PRICE TO ASSESSED VALUE RATIO: .90

AVERAGE DAYS ON MARKET: 86

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

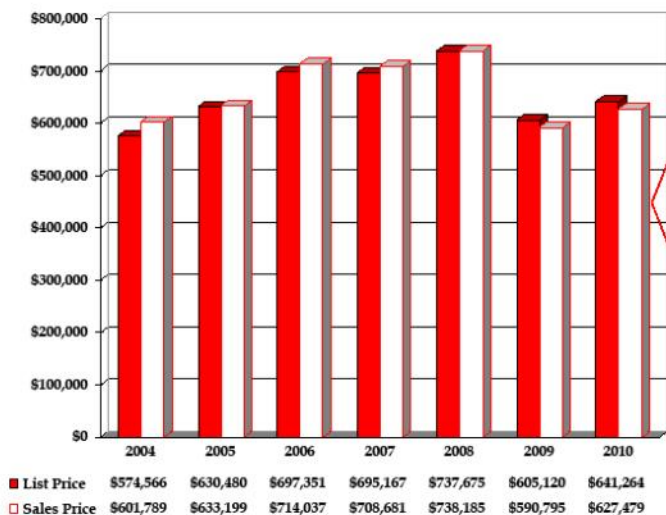
**FLASHBACK!!!!**  
**MARCH 2010 YTD:**  
**AVG YTD Sales Price: \$605,858**  
**DOM: 98**  
**#Units YTD: 58**  
**SP:AV 0.94**

### 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	\$630,983	\$928,875										\$677,511
Average Sales Price	\$544,440	\$605,417	\$842,695										\$640,235
Days on Market	66	64	105										76
% of List Price to Sales Price	95.91%	96.82%	93.94%										95.63%
Sales Price to Assessed Value	0.84	0.90	0.88										0.87
# Units Sold	21	12	12										45

### MONTCLAIR

Average List Price and Sales Price



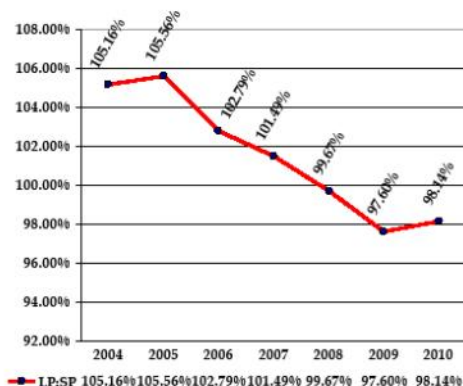
**SALES PRICE TO ASSESSED VALUE RATIOS:**

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

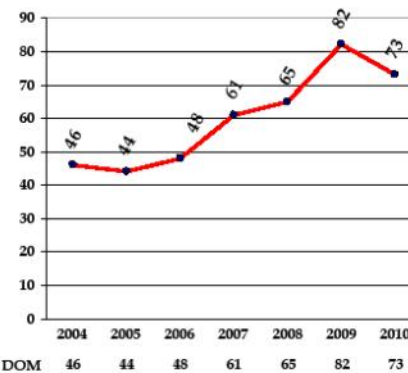
\* 2008 Montclair Re-Evaluation.

### 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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