

WEST ORANGE

FEBRUARY 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	29 CENTRAL PL	Colonial	\$149,000	\$155,000	\$39,500	2/4/2011	125	104.03%	3.92
2	17 LENOX TER	Colonial	\$289,000	\$270,000	\$74,800	2/4/2011	41	93.43%	3.61
3	91 CLARKEN DR	TwnEndUn	\$335,000	\$315,000	\$95,200	2/7/2011	643	94.03%	3.31
4	5 CLIFF ST	CapeCod	\$349,900	\$340,000	\$90,000	2/7/2011	82	97.17%	3.78
5	1464 PLEASANT VALLEY WAY	Ranch	\$225,000	\$172,000	\$79,100	2/10/2011	132	76.44%	2.17
6	287-289 PLEASANT VALLEY WAY	CapeCod	\$260,000	\$260,000	\$73,200	2/10/2011	452	100.00%	3.55
7	30 WITTE PL (Belevedere)	TwnIntUn	\$769,900	\$745,145	\$0	2/11/2011	367	96.78%	
8	14 WITTE PL (Belevedere)	TwnIntUn	\$773,400	\$745,125	\$0	2/11/2011	0	96.34%	
9	7 HUNDT PL	TwnEndUn	\$820,000	\$790,000	\$147,000	2/11/2011	17	96.34%	5.37
10	19 JOYCE ST	Colonial	\$198,000	\$198,000	\$35,600	2/14/2011	358	100.00%	5.56
11	31 BONGART DR	TwnEndUn	\$349,900	\$357,000	\$85,400	2/15/2011	80	102.03%	4.18
12	25 WITTE PL (Coronado)	TwnIntUn	\$749,900	\$700,010	\$0	2/15/2011	57	93.35%	
13	53 FREDERICKS ST	TwnEndUn	\$835,000	\$780,000	\$147,000	2/15/2011	72	93.41%	5.31
14	25-27 MANGER RD	Ranch	\$385,000	\$340,000	\$90,000	2/17/2011	92	88.31%	3.78
15	83 LEONARDO Court	TwnIntUn	\$335,000	\$322,500	\$73,900	2/18/2011	97	96.27%	4.36
16	16 LARKIN CIR	TwnIntUn	\$239,000	\$225,000	\$69,400	2/22/2011	61	94.14%	3.24
17	62 DAVEY DR	TwnEndUn	\$330,000	\$298,000	\$95,900	2/22/2011	168	90.30%	3.11
18	6 WESTOVER TER	CapeCod	\$179,900	\$180,000	\$78,800	2/23/2011	105	100.06%	2.28
19	118 MARION DR	TwnIntUn	\$314,000	\$294,000	\$76,600	2/25/2011	70	93.63%	3.84
20	113 Watson Avenue	Colonial	\$149,900	\$155,000	\$56,400	2/26/2011	166	103.40%	2.75
21	22 KARAM CIR	TwnIntUn	\$230,000	\$230,000	\$62,900	2/28/2011	102	100.00%	3.66
AVERAGES			\$393,657	\$374,847			157	95.69%	3.77

CURRENT **ACTIVE** LISTINGS IN WEST ORANGE

AS OF MARCH 14, 2011

NUMBER OF UNITS: 325

AVERAGE LIST PRICE: \$426,143

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 3.87

AVERAGE DAYS ON MARKET: 122

CURRENT **"UNDER CONTRACT"** LISTINGS IN WEST ORANGE

AS OF MARCH 14, 2011

NUMBER OF UNITS: 87

AVERAGE LIST PRICE: \$ 507,256

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 3.79

AVERAGE DAYS ON MARKET: 121

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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.

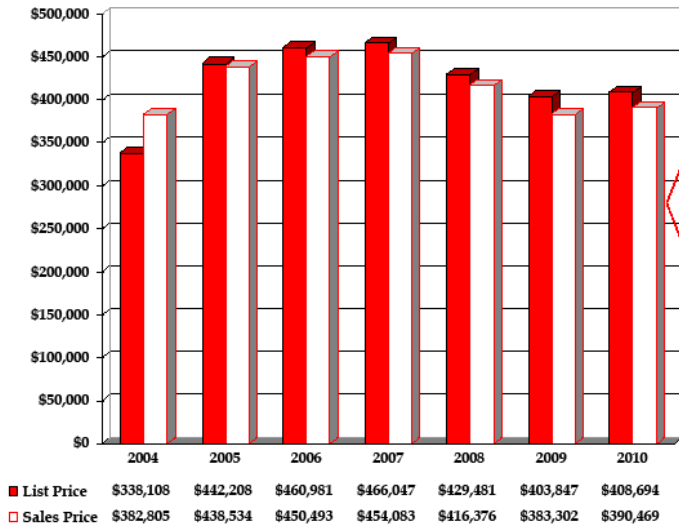
FLASHBACK!!!!
FEBRUARY 2010 YTD:
AVG YTD Sales Price: \$375,126
DOM: 102
#Units YTD: 37
SP:AV 3.47

West Orange 2011 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Average List Price	\$419,387	\$393,657											\$407,380
Average Sales Price	\$399,521	\$374,847											\$388,006
Days on Market	113	157											133
% of List Price to Sales Price	94.89%	95.69%											95.26%
Sales Price to Assessed Value	3.75	3.77											3.76
# Units Sold	24	21											45

WEST ORANGE

Average List Price and Sales Price

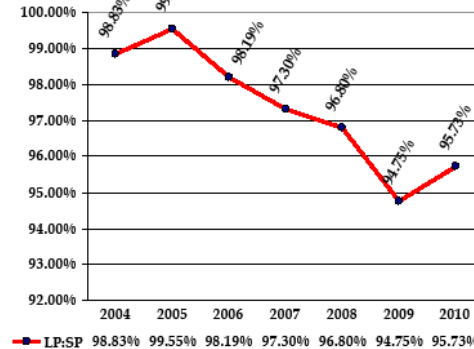


SALES PRICE TO ASSESSED VALUE RATIOS:

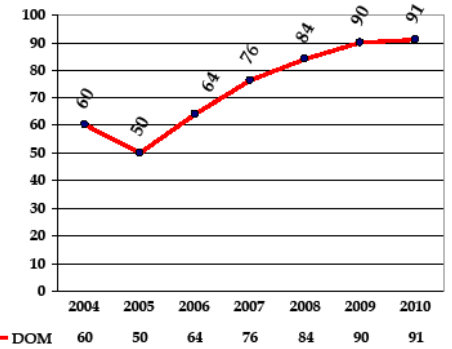
2004	4.25
2005	4.77
2006	4.92
2007	4.78
2008	4.44
2009	4.00
2010	3.72

WEST ORANGE

Average Percentage of Sales Price to List Price



Average Days on Market



NUMBER OF UNITS SOLD EACH YEAR:

2004	765
2005	721
2006	562
2007	540
2008	446
2009	394
2010	361

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