

WEST ORANGE

JUNE 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	528 MT PLEASANT AVE	CapeCod	\$175,000	\$170,000	\$69,900	6/1/2011	137	97.14%	2.43
2	3 WEDGEWOOD DR	SplitLev	\$375,000	\$375,000	\$85,000	6/3/2011	13	100.00%	4.41
3	11 OSBORNE PL	SplitLev	\$310,000	\$285,000	\$81,900	6/4/2011	0	91.94%	3.48
4	4 EFSTIS CT Augusta	Colonial	\$999,000	\$950,000	\$0	6/6/2011	156	95.10%	
5	51 ROLLINSON ST	Colonial	\$199,000	\$190,000	\$74,800	6/8/2011	109	95.48%	2.54
6	21 FAIRWAY DR	Ranch	\$379,000	\$375,000	\$117,700	6/10/2011	26	98.94%	3.19
7	9 WAKEMAN ST	CapeCod	\$420,000	\$403,000	\$87,000	6/13/2011	51	95.95%	4.63
8	48 FOWLER DR	TwnIntUn	\$336,000	\$319,000	\$77,200	6/14/2011	78	94.94%	4.13
9	8 MELLON AVE	SplitLev	\$369,000	\$358,000	\$97,000	6/14/2011	23	97.02%	3.69
10	10 SMITH MANOR BLVD	HighRise	\$233,000	\$233,000	\$97,500	6/15/2011	5	100.00%	2.39
11	36 MAPLE AVE	Colonial	\$299,000	\$280,000	\$88,700	6/15/2011	92	93.65%	3.16
12	30 NANCE RD	SplitLev	\$359,000	\$365,000	\$109,400	6/15/2011	74	101.67%	3.34
13	6 KNUTSEN DR	TwnIntUn	\$364,500	\$347,000	\$82,500	6/15/2011	14	95.20%	4.21
14	23 NANCE RD	Custom	\$479,000	\$470,000	\$119,300	6/15/2011	10	98.12%	3.94
15	37 WHITTLESEY AVE	Colonial	\$99,900	\$100,000	\$64,700	6/17/2011	38	100.10%	1.55
16	10 SMITH MANOR BLVD	HighRise	\$199,000	\$195,000	\$211,700	6/17/2011	242	97.99%	
17	31 MORRIS RD	Ranch	\$232,000	\$231,600	\$71,100	6/17/2011	112	99.83%	3.26
18	10 SMITH MANOR BLVD	HighRise	\$257,500	\$215,000	\$362,200	6/17/2011	42	83.50%	
19	51 LENOX TER	Colonial	\$349,900	\$355,000	\$79,100	6/17/2011	21	101.46%	4.49

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vanessa pol lock.
real estate. simply better.

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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	65 CARTERET ST	Colonial/ Detached	\$825,000	\$770,000	\$94,400	6/17/2011	124	93.33%	
22	153 DEZENZO RD	TwnIntUn	\$312,000	\$300,000	\$73,900	6/20/2011	123	96.15%	4.06
23	22 SUBURBAN DR	Colonial	\$499,000	\$435,000	\$130,900	6/20/2011	102	87.17%	3.32
24	505 SMITH MANOR BLVD	HighRise	\$210,000	\$200,000	\$82,500	6/21/2011	100	95.24%	2.42
25	28 FOWLER DR	TwnIntUn	\$339,000	\$322,000	\$82,200	6/21/2011	85	94.99%	3.92
26	65 FOREST HILL RD	CapeCod /Colo	\$389,900	\$375,000	\$87,700	6/21/2011	120	96.18%	4.28
27	24 WITTE PL (Encino)	TwnEndUn	\$809,900	\$798,432	\$0	6/23/2011	2	98.58%	
28	4 SHERIDAN AVE	SplitLev	\$342,000	\$325,000	\$100,800	6/24/2011	35	95.03%	3.22
29	19 BONGART DR	TwnIntUn	\$349,000	\$345,000	\$330,100	6/24/2011	33	98.85%	
30	2 JANUSON CT	Colonial	\$699,000	\$679,000	\$135,200	6/24/2011	44	97.14%	5.02
31	26 MEYER CT	TwnIntUn	\$249,000	\$230,000	\$295,100	6/28/2011	2	92.37%	
32	28 MEYER CT	TwnIntUn	\$289,900	\$280,000	\$69,400	6/28/2011	60	96.59%	4.03
33	16 CLARKEN DR	TwnEndUn	\$329,900	\$315,000	\$80,800	6/29/2011	47	95.48%	3.90
34	1083 PLEASANT VALLEY WAY	SplitLev	\$339,000	\$320,000	\$90,000	6/29/2011	132	94.40%	3.56
35	51 NESTRO ROAD	CapeCod	\$264,900	\$260,000	\$62,600	6/30/2011	31	98.15%	4.15
36	130 WALKER RD	Colonial	\$279,000	\$265,200	\$78,500	6/30/2011	9	95.05%	3.38
37	149D WEST MONTROSE AVE	Ranch	\$279,900	\$250,000	\$67,300	6/30/2011	119	89.32%	3.71
38	397 DIGAETANO TER	TwnIntUn	\$345,000	\$325,000	\$91,300	6/30/2011	55	94.20%	3.56
AVERAGES			\$378,582	\$360,925			66	95.64%	3.58

CURRENT **ACTIVE** LISTINGS IN WEST ORANGE

AS OF JULY 11, 2011

NUMBER OF UNITS: 419

AVERAGE LIST PRICE: \$422,833

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 3.13

AVERAGE DAYS ON MARKET: 124

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

AS OF JULY 11, 2011

NUMBER OF UNITS: 95

AVERAGE LIST PRICE: \$ 450,232

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 3.34

AVERAGE DAYS ON MARKET: 99



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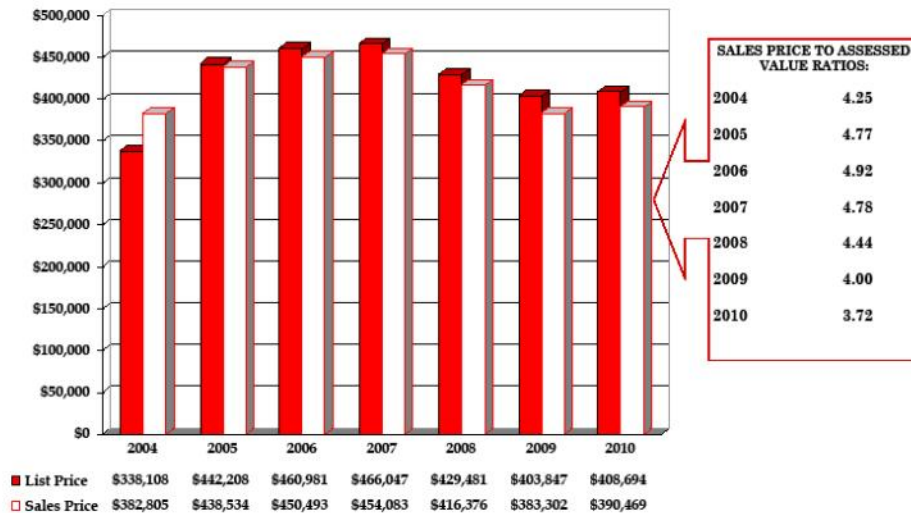
FLASHBACK!!!!
JUNE 2010 YTD:
AVG YTD Sales Price: \$380,692
DOM: 95
#Units YTD: 177
SP:AV 3.63

West Orange 2011 Year to Date Market Trends

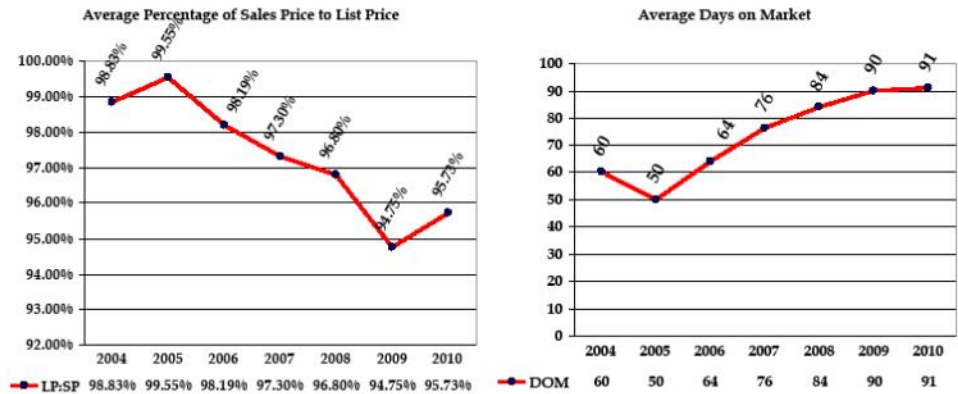
	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Average List Price	\$419,387	\$393,657	\$357,576	\$415,082	\$392,062	\$378,582							\$391,142
Average Sales Price	\$399,521	\$374,847	\$341,694	\$398,051	\$368,691	\$360,925							\$372,493
Days on Market	113	157	140	114	106	66							111
% of List Price to Sales Price	94.89%	95.69%	95.58%	95.32%	95.36%	95.64%							95.43%
Sales Price to Assessed Value	3.75	3.77	3.62	3.43	3.65	3.58							3.62
# Units Sold	24	21	29	29	28	38							169

WEST ORANGE

Average List Price and Sales Price



WEST ORANGE



NUMBER OF UNITS SOLD EACH YEAR:

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

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