

South Orange **August 2010** Market Activity

| # | Address | Style | List Price | Sales Price | Total Assess | Close Date | DOM | LP:SP | SP:AV |
|-----------------|------------------------|---------------|------------------|------------------|--------------|------------|-----------|---------------|-------------|
| 1 | 45 EDER TER | Colonial | \$234,900 | \$229,750 | \$435,700 | 8/5/2010 | 34 | 97.81% | 0.53 |
| 2 | 25 TILLOU RD WEST | TwnEndUn | \$849,000 | \$800,000 | \$999,900 | 8/5/2010 | 182 | 94.23% | 0.80 |
| 3 | 455 REDMOND RD | Colonial | \$619,000 | \$600,000 | \$649,000 | 8/6/2010 | 114 | 96.93% | 0.92 |
| 4 | 190 MAYHEW DR | Colonial | \$969,000 | \$969,000 | \$766,600 | 8/6/2010 | 1 | 100.00% | 1.26 |
| 5 | 250 WARD PL | Colonial | \$279,000 | \$253,000 | \$334,000 | 8/12/2010 | 116 | 90.68% | 0.76 |
| 6 | 214 IRVING AVE | Tudor | \$639,000 | \$620,000 | \$533,500 | 8/12/2010 | 16 | 97.03% | 1.16 |
| 7 | 325 RAVINE DR | Contemp /Cust | \$829,000 | \$815,000 | \$970,100 | 8/13/2010 | 23 | 98.31% | 0.84 |
| 8 | 44 FAIRVIEW AVE | Victrian | \$350,000 | \$317,000 | \$395,300 | 8/17/2010 | 85 | 90.57% | 0.80 |
| 9 | 360 TILLOU RD | Colonial | \$575,000 | \$487,000 | \$694,300 | 8/17/2010 | 122 | 84.70% | 0.70 |
| 10 | 560 SINCLAIR TER | Colonial | \$549,000 | \$540,000 | \$541,200 | 8/18/2010 | 18 | 98.36% | 1.00 |
| 11 | 237 S RIDGEWOOD RD | Colonial | \$599,000 | \$555,000 | \$586,200 | 8/20/2010 | 64 | 92.65% | 0.95 |
| 12 | 33 HOSKIER RD | Colonial | \$710,000 | \$685,000 | \$854,600 | 8/20/2010 | 134 | 96.48% | 0.80 |
| 13 | 349 TURRELL AVE | Colonial | \$229,000 | \$221,100 | \$377,400 | 8/24/2010 | 82 | 96.55% | 0.59 |
| 14 | 609 S ORANGE AVE | HighRise | \$309,000 | \$290,000 | \$401,000 | 8/24/2010 | 85 | 93.85% | 0.72 |
| 15 | 102 W MONTROSE AVE | Tudor | \$659,000 | \$620,000 | \$622,200 | 8/24/2010 | 59 | 94.08% | 1.00 |
| 16 | 26-40 CHURCH ST Unit 1 | OneFloor | \$283,000 | \$266,250 | \$283,600 | 8/25/2010 | 21 | 94.08% | 0.94 |
| 17 | 42 MEWS LN | OneFloor | \$299,000 | \$285,000 | \$405,400 | 8/26/2010 | 49 | 95.32% | 0.70 |
| 18 | 609 S ORANGE AVE 4E | HighRise | \$319,000 | \$305,000 | \$401,900 | 8/31/2010 | 52 | 95.61% | 0.76 |
| AVERAGES | | | \$516,661 | \$492,117 | | | 70 | 94.85% | 0.85 |

| | |
|--------------------------------------------|------------------|
| Average Days on Market | 70 |
| Average List Price | \$516,661 |
| Average Sales Price | \$492,117 |
| % of List Price to Sales Price | 94.85% |
| Sales Price to Assessed Value Ratio | 0.85 |
| # of Units for the Month | 18 |



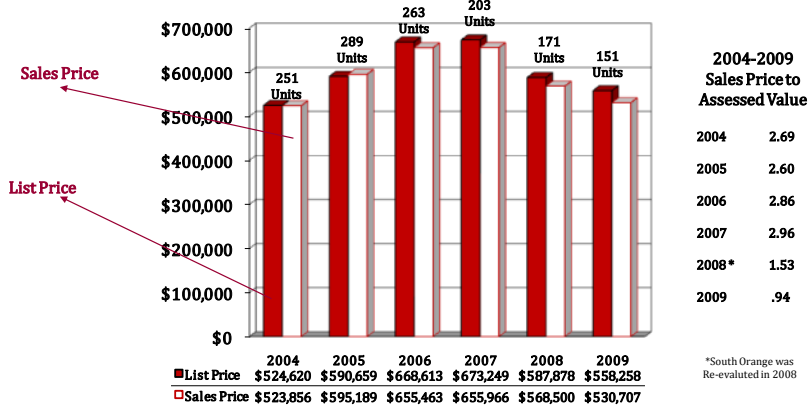
FLASHBACK!!!!
August 2009 YTD:
AVG YTD Sales Price: \$561,028
DOM: 75
#Units YTD: 95
SP:AV .98

South Orange 2010 Year to Date Market Trends

| | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|--------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|---------|----------|----------|-----------|
| Average List Price | \$518,536 | \$436,278 | \$634,868 | \$539,181 | \$583,931 | \$497,281 | \$588,977 | \$516,661 | | | | | \$542,838 |
| Average Sales Price | \$488,909 | \$417,222 | \$612,490 | \$529,534 | \$563,889 | \$483,463 | \$565,692 | \$492,117 | | | | | \$522,955 |
| Days on Market | 95 | 110 | 110 | 67 | 50 | 33 | 71 | 70 | | | | | 71 |
| % of List Price to Sales Price | 92.59% | 96.35% | 96.26% | 97.89% | 95.83% | 96.61% | 96.06% | 94.85% | | | | | 95.87% |
| Sales Price to Assessed Value | 0.80 | 0.88 | 0.97 | 0.81 | 0.90 | 0.91 | 0.93 | 0.85 | | | | | 0.88 |
| # Units Sold | 11 | 9 | 12 | 16 | 19 | 16 | 13 | 18 | | | | | 114 |

South Orange Market Averages 2004-2009

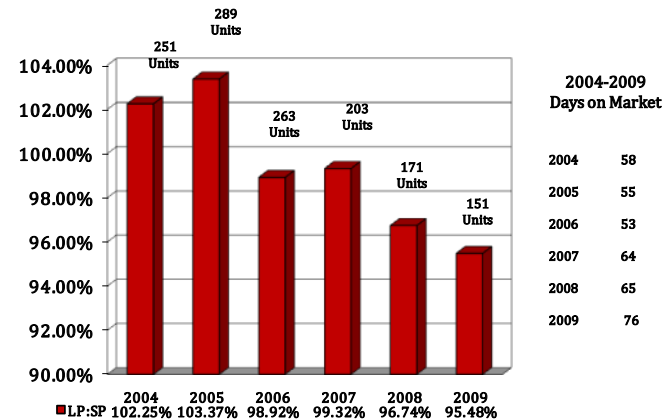
LIST PRICE & SALES PRICE AND SALES PRICE TO ASSESSED VALUE RATIO



As reported by the Garden State Multiple Listing Service. Information deemed reliable but not guaranteed.

South Orange Market Averages 2004-2009

PERCENTAGE OF LIST PRICE TO SALES PRICE & DAYS ON MARKET



As reported by the Garden State Multiple Listing Service. Information deemed reliable but not guaranteed.

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