

WEST ORANGE

MAY 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	50 MUSANO CT	TwnEndUn	\$229,000	\$180,000	\$66,400	5/3/2011	57	78.60%	2.71
2	1 ROCK SPRING RD	Ranch	\$279,900	\$265,000	\$102,200	5/3/2011	106	94.68%	2.59
3	57 OLD INDIAN RD	Colonial/Cust	\$1,449,000	\$1,200,000	\$131,600	5/3/2011	64	82.82%	9.12
4	17 ESSEX TER	Contem/Ranch	\$335,000	\$335,000	\$122,500	5/5/2011	52	100.00%	2.73
5	14 PILLOT PL	Colonial	\$139,900	\$120,000	\$58,400	5/9/2011	75	85.78%	2.05
6	204 BARRINGER CT	TwnIntUn	\$325,000	\$310,000	\$140,000	5/9/2011	211	95.38%	2.21
7	12 DAWSON AVE	Colonial/Tudor	\$294,000	\$295,000	\$83,600	5/11/2011	25	100.34%	3.53
8	13 WOODHULL AVE	CapeCod	\$239,000	\$230,000	\$82,700	5/13/2011	236	96.23%	2.78
9	4 OLD SALEM RD	Colonial	\$359,900	\$351,000	\$90,500	5/13/2011	28	97.53%	3.88
10	83 CRYSTAL AVE	SplitLev	\$389,000	\$384,000	\$102,500	5/13/2011	16	98.71%	3.75
11	11 SHERIDAN AVE	Colonial	\$290,000	\$290,000	\$79,300	5/16/2011	74	100.00%	3.66
12	11 ROCK SPRING AVE	SplitLev	\$350,000	\$340,000	\$104,400	5/16/2011	42	97.14%	3.26
13	1 DEVORE DR	SplitLev	\$299,900	\$290,000	\$75,000	5/17/2011	64	96.70%	3.87
14	1 RIDGEWAY COURT	Colonial	\$449,000	\$416,000	\$120,000	5/17/2011	566	92.65%	3.47
15	28 UNDERCLIFF TER	Tudor	\$335,000	\$365,000	\$112,300	5/18/2011	22	108.96%	3.25
16	36 HART DR	TwnIntUn	\$239,000	\$225,000	\$69,400	5/19/2011	25	94.14%	3.24
17	116 CLARKEN DR	TwnIntUn	\$315,000	\$306,500	\$81,800	5/19/2011	159	97.30%	3.75
18	2 BURNETT TER	Tudor	\$485,000	\$435,000	\$125,900	5/19/2011	120	89.69%	3.46
19	35 BAYOWSKI RD	TwnEndUn	\$360,000	\$360,000	\$82,900	5/20/2011	23	100.00%	4.34
20	80 WARREN RD	SplitLev	\$398,000	\$377,000	\$102,700	5/20/2011	64	94.72%	3.67

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21	60 UNDERCLIFF TER S	Bi-Level/Cont	\$399,000	\$360,000	\$108,200	5/24/2011	179	90.23%	3.33
22	65 WARREN RD	RanchRas	\$459,900	\$425,000	\$157,400	5/25/2011	7	92.41%	2.70
23	18 UNDERWOOD DR	SplitLev/Colon	\$450,000	\$440,000	\$109,000	5/26/2011	130	97.78%	4.04
24	26 BEASLEY ST	Ranch	\$234,500	\$233,500	\$70,000	5/27/2011	20	99.57%	3.34
25	70 DAVEY DR	TwnIntUn	\$369,036	\$365,000	\$83,800	5/27/2011	31	98.91%	4.36
26	2 FOREST WAY	Colonial	\$899,900	\$828,000	\$186,000	5/27/2011	188	92.01%	4.45
27	49 RIGGS PL	Colonial	\$269,900	\$269,900	\$62,800	5/31/2011	249	100.00%	4.30
28	136 FOREST HILL RD	Colonial	\$334,900	\$327,450	\$73,300	5/31/2011	139	97.78%	4.47
AVERAGES			\$392,062	\$368,691			106	95.36%	3.65

CURRENT **ACTIVE** LISTINGS IN WEST ORANGE

AS OF JUNE 11, 2011

NUMBER OF UNITS: 425

AVERAGE LIST PRICE: \$433,679

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 3.76

AVERAGE DAYS ON MARKET: 118

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

AS OF JUNE 11, 2011

NUMBER OF UNITS: 104

AVERAGE LIST PRICE: \$ 452,174

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 3.67

AVERAGE DAYS ON MARKET: 102

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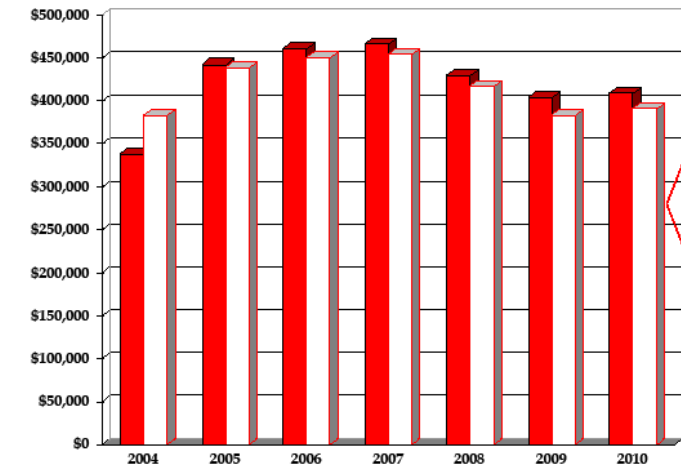
FLASHBACK!!!!
MAY 2010 YTD:
AVG YTD Sales Price: \$369,276
DOM: 95
#Units YTD: 120
SP:AV 3.60

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								\$394,786
Average Sales Price	\$399,521	\$374,847	\$341,694	\$398,051	\$368,691								\$375,849
Days on Market	113	157	140	114	106								125
% of List Price to Sales Price	94.89%	95.69%	95.58%	95.32%	95.36%								95.37%
Sales Price to Assessed Value	3.75	3.77	3.62	3.43	3.65								3.64
# Units Sold	24	21	29	29	28								131

WEST ORANGE

Average List Price and Sales Price



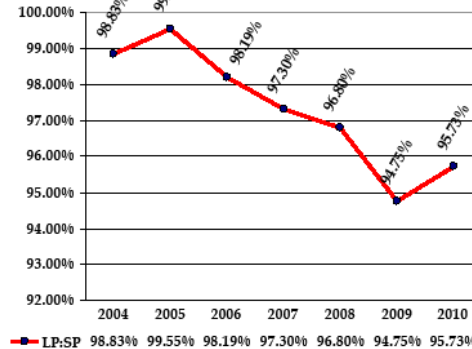
SALES PRICE TO ASSESSED VALUE RATIOS:

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

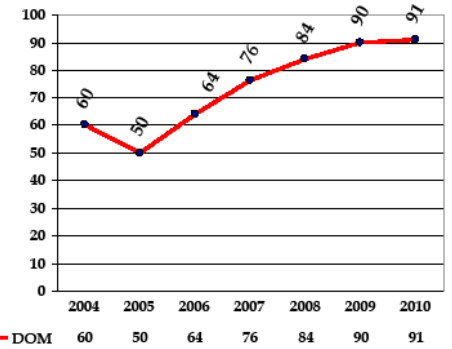
■ List Price	\$338,108	\$442,208	\$460,981	\$466,047	\$429,481	\$403,847	\$408,694
□ Sales Price	\$382,805	\$438,534	\$450,493	\$454,083	\$416,376	\$383,302	\$390,469

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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