

MADISON

SEPTEMBER 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	40 POMEROY RD	CapeCod	\$875,000	\$750,000	\$576,900	9/1/2011	111	85.71%	1.30
2	9 COURT PL	CapeCod	\$559,000	\$559,000	\$294,900	9/7/2011	11	100.00%	1.90
3	74 BARNSDALE RD	SplitLev	\$709,000	\$695,000	\$417,900	9/7/2011	65	98.03%	1.66
4	2 WESTERLY AVE	Colonial	\$799,000	\$720,000	\$574,200	9/22/2011	102	90.11%	1.25
5	39 LATHROP AVE	MultiFlr	\$449,000	\$397,500	\$263,900	9/26/2011	20	88.53%	1.51
6	49 HAMILTON ST	Colonial	\$995,000	\$950,000	\$0	9/29/2011	92	95.48%	
7	14 EAST ST	SplitLev	\$435,000	\$410,000	\$289,000	9/30/2011	45	94.25%	1.42
8	18 HOLDEN LN	CapeCod	\$1,010,000	\$980,000	\$732,700	9/30/2011	56	97.03%	1.34
	AVERGAGES		\$728,875	\$682,688			63	93.64%	1.48

CURRENT **ACTIVE** LISTINGS IN MADISON

AS OF OCTOBER 6, 2011

NUMBER OF UNITS: 56

AVERAGE LIST PRICE: \$906,943

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.73

AVERAGE DAYS ON MARKET: 122

CURRENT **"UNDER CONTRACT"** LISTINGS IN MADISON

AS OF OCTOBER 6, 2011

NUMBER OF UNITS: 17

AVERAGE LIST PRICE: \$ 683,394

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.97

AVERAGE DAYS ON MARKET: 57

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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.

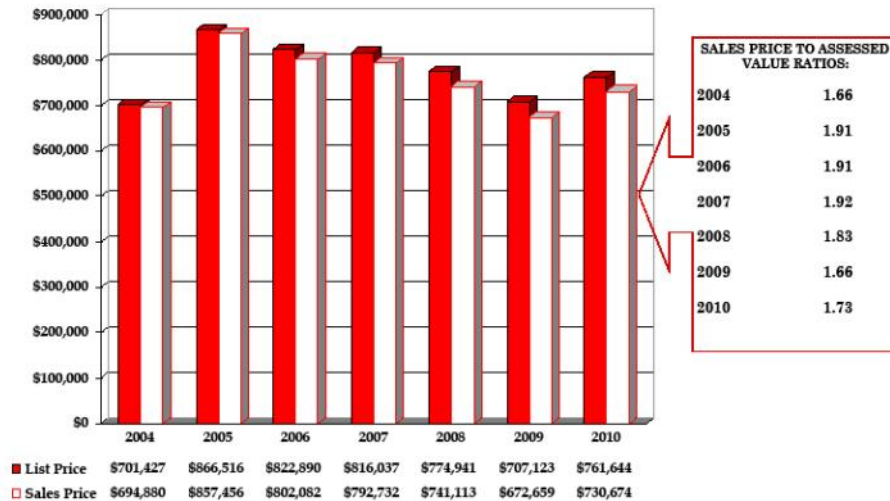
FLASHBACK!!!!
SEPTEMBER 2010 YTD:
AVG YTD Sales Price: \$ 765,088
DOM: 62
#Units YTD: 122
SP:AV 1.73

Madison 2011 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Average List Price	\$778,533	\$744,322	\$455,480	\$558,989	\$799,725	\$816,867	\$698,495	\$867,669	\$728,875				\$727,876
Average Sales Price	\$727,200	\$709,333	\$428,500	\$535,000	\$775,250	\$793,080	\$678,653	\$815,094	\$682,688				\$695,773
Days on Market	69	113	126	100	66	70	72	75	63				82
% of List Price to Sales Price	95.04%	95.81%	95.13%	95.59%	96.81%	97.01%	96.82%	93.35%	93.64%				95.60%
Sales Price to Assessed Value	1.69	1.58	1.46	1.62	1.80	1.72	1.76	1.64	1.48				1.65
# Units Sold	5	9	10	9	4	21	19	16	8				101

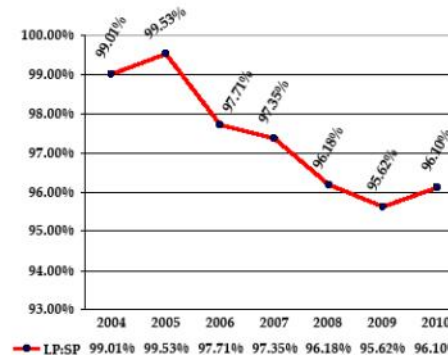
MADISON

Average List Price and Sales Price

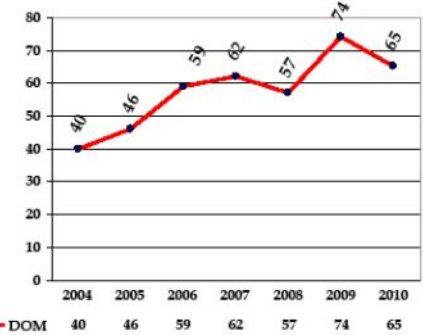


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Average Percentage of Sales Price to List Price



Average Days on Market



NUMBER OF UNITS SOLD EACH YEAR:

2004	194
2005	159
2006	182
2007	174
2008	130
2009	147
2010	148

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