

MADISON

JUNE 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	9 WOODCLIFF DR	Custom	\$635,000	\$605,000	\$444,100	6/1/2011	74	95.28%	1.36
2	19 ALEXANDER AVE	CapeCod	\$575,000	\$570,000	\$274,200	6/2/2011	58	99.13%	2.08
3	298 WOODLAND RD	Colonial/Victr	\$624,900	\$620,000	\$408,500	6/2/2011	57	99.22%	1.52
4	54 FAIRVIEW AVE	Colonial	\$1,199,000	\$1,205,000	\$0	6/3/2011	264	100.50%	
5	39 WAYNE BLVD	CapeCod	\$280,000	\$265,000	\$221,100	6/6/2011	134	94.64%	1.20
6	27 LATHROP AVE	Colonial	\$269,000	\$222,500	\$220,400	6/8/2011	138	82.71%	1.01
7	20 BUCKINGHAM DR	CapeCod	\$539,800	\$529,000	\$279,600	6/8/2011	36	98.00%	1.89
8	17 SPRING GARDEN DR	SplitLev	\$545,000	\$525,000	\$317,000	6/8/2011	13	96.33%	1.66
9	40 HAMILTON ST	CapeCod	\$524,000	\$535,000	\$284,500	6/9/2011	13	102.10%	1.88
10	164 GREEN AVE	Colonial	\$1,735,000	\$1,675,000	\$1,037,600	6/9/2011	20	96.54%	1.61
11	55 GREEN VILLAGE RD	Colonial	\$2,079,000	\$1,912,500	\$1,065,100	6/10/2011	160	91.99%	1.80
12	46 FAIRVIEW AVE	CapeCod /Colo	\$549,000	\$553,000	\$290,800	6/13/2011	58	100.73%	1.90
13	121 GREENWOOD AVE	Colonial	\$499,000	\$484,000	\$257,600	6/15/2011	28	96.99%	1.88
14	54 NOE AVE	Colonial	\$940,000	\$876,000	\$632,900	6/16/2011	49	93.19%	1.38
15	5 ARLENA CT	CapeCod	\$599,000	\$570,000	\$275,400	6/17/2011	15	95.16%	2.07
16	6 PINE AVE	Colonial	\$699,000	\$685,000	\$391,200	6/22/2011	16	98.00%	1.75
17	5 GROVE ST	Victrian	\$549,000	\$525,000	\$318,800	6/27/2011	50	95.63%	1.65
18	70 NORTH ST	Colonial	\$230,000	\$238,000	\$230,800	6/29/2011	55	103.48%	1.03
19	43 HILLCREST RD	Colonial	\$1,699,000	\$1,705,000	\$574,500	6/29/2011	12	100.35%	2.97
20	26 WYNDEHURST DR	Colonial	\$1,895,000	\$1,872,500	\$936,100	6/29/2011	16	98.81%	2.00
21	49 HIGHLAND AVE	Ranch	\$489,500	\$482,175	\$286,300	6/30/2011	195	98.50%	1.68
	AVERGAGES		\$816,867	\$793,080			70	97.01%	1.72

CURRENT *ACTIVE* LISTINGS IN MADISON

AS OF JULY 11, 2011

NUMBER OF UNITS: 72

AVERAGE LIST PRICE: \$876,315

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.80

AVERAGE DAYS ON MARKET: 98

CURRENT *"UNDER CONTRACT"* LISTINGS IN MADISON

AS OF JUNE 11, 2011

NUMBER OF UNITS: 29

AVERAGE LIST PRICE: \$ 807,034

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.88

AVERAGE DAYS ON MARKET: 72

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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!!!!

JUNE 2010 YTD:

AVG YTD Sales Price: \$ 732,726

DOM: 61

#Units YTD: 76

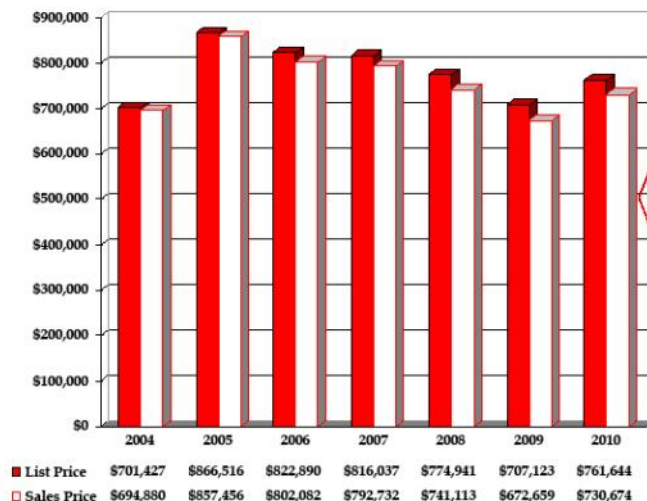
SP:AV 1.74

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							\$698,799
Average Sales Price	\$727,200	\$709,333	\$428,500	\$535,000	\$775,250	\$793,080							\$670,270
Days on Market	69	113	126	100	66	70							90
% of List Price to Sales Price	95.04%	95.81%	95.13%	95.59%	96.81%	97.01%							96.10%
Sales Price to Assessed Value	1.69	1.58	1.46	1.62	1.80	1.72							1.64
# Units Sold	5	9	10	9	4	21							58

MADISON

Average List Price and Sales Price

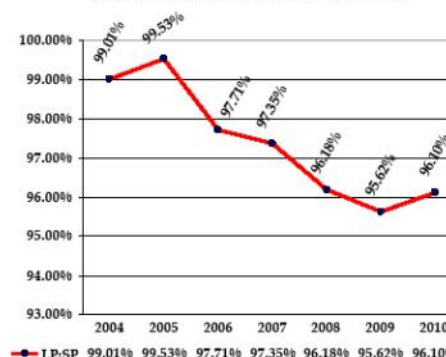


SALES PRICE TO ASSESSED VALUE RATIOS:

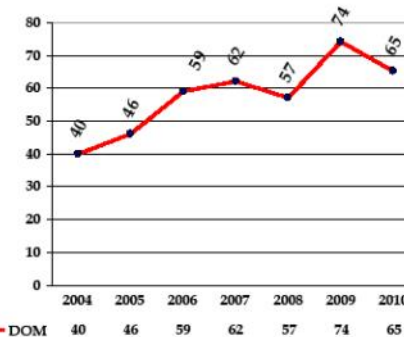
2004	1.66
2005	1.91
2006	1.91
2007	1.92
2008	1.83
2009	1.66
2010	1.73

MADISON

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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