

MADISON

AUGUST 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	11 ARDSLEIGH DR	RanchExp	\$649,000	\$629,500	\$350,700	8/1/2011	86	97.00%	1.79
2	241 WOODLAND RD	Colonial	\$2,675,000	\$2,500,000	\$1,439,300	8/1/2011	94	93.46%	1.74
3	19 COOK AVE	Colonial	\$210,000	\$185,000	\$140,800	8/3/2011	20	88.10%	1.31
4	44 HIGHLAND AVE	Colo/Victrian	\$999,000	\$910,000	\$431,500	8/3/2011	51	91.09%	2.11
5	78 WAYNE BLVD	CapeCod	\$449,000	\$420,000	\$224,500	8/4/2011	136	93.54%	1.87
6	8 DURWOOD PL	Ranch	\$469,900	\$462,000	\$265,500	8/4/2011	34	98.32%	1.74
7	5 BAKER AVE	Bi-Level	\$395,000	\$370,000	\$244,800	8/5/2011	76	93.67%	1.51
8	71 SHADYLAWN DR	CapeCod	\$439,900	\$395,000	\$285,400	8/8/2011	98	89.79%	1.38
9	22 ALEXANDER AVE	Colonial	\$685,000	\$635,000	\$316,700	8/17/2011	30	92.70%	2.01
10	152 RIDGEDALE AVE	Colonial	\$379,900	\$350,000	\$223,400	8/19/2011	82	92.13%	1.57
11	392 WOODLAND RD	Colonial	\$1,099,000	\$1,025,000	\$554,100	8/22/2011	49	93.27%	1.85
12	318 MAIN ST	TwntIntUn	\$295,000	\$282,500	\$211,600	8/25/2011	114	95.76%	1.34
13	58 HILLSIDE AVE	Colonial	\$899,000	\$792,500	\$556,300	8/25/2011	118	88.15%	1.42
14	19 RACHAEL AVE	SplitLev	\$528,000	\$490,000	\$270,400	8/30/2011	61	92.80%	1.81
15	50 POMEROY RD	Colonial	\$1,760,000	\$1,695,000	\$1,214,400	8/31/2011	132	96.31%	1.40
16	254 WOODLAND RD	Colonial	\$1,950,000	\$1,900,000	\$1,439,100	8/31/2011	15	97.44%	1.32
AVERGAGES			\$867,669	\$815,094			75	93.35%	1.64

CURRENT **ACTIVE** LISTINGS IN MADISON

AS OF SEPTEMBER 9, 2011

NUMBER OF UNITS: 55

AVERAGE LIST PRICE: \$827,931

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.72

AVERAGE DAYS ON MARKET: 127

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

AS OF SEPTEMBER 9, 2011

NUMBER OF UNITS: 15

AVERAGE LIST PRICE: \$ 654,460

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.62

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.

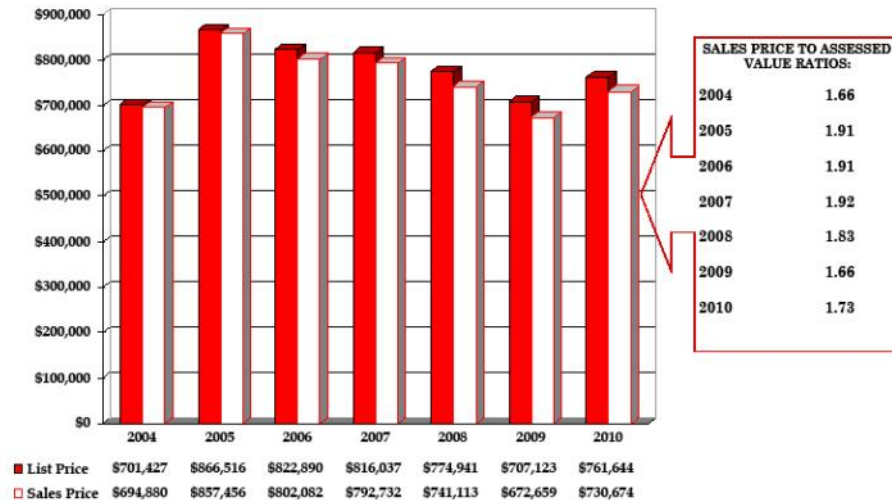
FLASHBACK!!!!
AUGUST 2010 YTD:
AVG YTD Sales Price: \$ 757,998
DOM: 60
#Units YTD: 112
SP:AV 1.74

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	\$698,495	\$867,669					\$727,790
Average Sales Price	\$727,200	\$709,333	\$428,500	\$535,000	\$775,250	\$793,080	\$678,653	\$815,094					\$696,899
Days on Market	69	113	126	100	66	70	72	75					84
% of List Price to Sales Price	95.04%	95.81%	95.13%	95.59%	96.81%	97.01%	96.82%	93.35%					95.77%
Sales Price to Assessed Value	1.69	1.58	1.46	1.62	1.80	1.72	1.76	1.64					1.66
# Units Sold	5	9	10	9	4	21	19	16					93

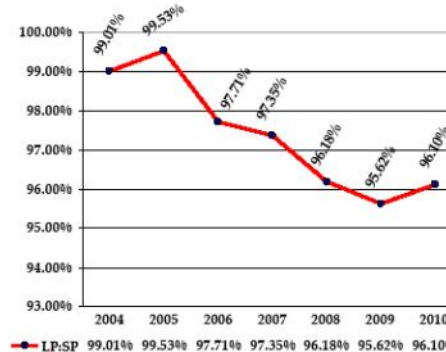
MADISON

Average List Price and Sales Price

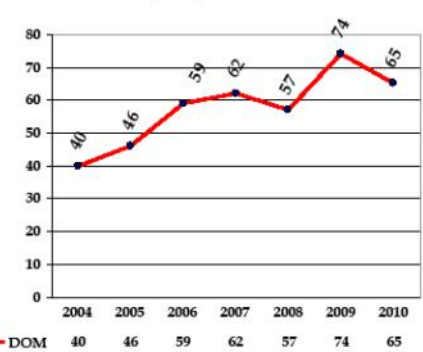


MADISON

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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