

# SOUTH ORANGE

## AUGUST 2011 MARKET SNAPSHOT

| Units   | Address                      | Style         | List Price  | Sales Price | Total Assess | Close Date | DOM | LP:SP   | SP:AV |
|---------|------------------------------|---------------|-------------|-------------|--------------|------------|-----|---------|-------|
| 1       | 120 3RD ST UNIT B            | TwnEndUn      | \$210,000   | \$200,000   | \$273,100    | 8/1/2011   | 16  | 95.24%  | 0.73  |
| 2       | 63 MASSEL TER                | Colonial      | \$379,900   | \$350,000   | \$366,200    | 8/1/2011   | 31  | 92.13%  | 0.96  |
| 3       | 80 ROLAND AVE                | Colonial      | \$320,000   | \$295,000   | \$308,500    | 8/2/2011   | 85  | 92.19%  | 0.96  |
| 4       | 122 MILTON PL                | Colonial      | \$349,000   | \$340,000   | \$414,400    | 8/3/2011   | 91  | 97.42%  | 0.82  |
| 5       | 520 N RIDGEWOOD RD           | Colonial      | \$539,000   | \$540,000   | \$688,700    | 8/3/2011   | 258 | 100.19% | 0.78  |
| 6       | 162 IRVING AVE               | Tudor         | \$1,050,000 | \$975,000   | \$781,900    | 8/4/2011   | 114 | 92.86%  | 1.25  |
| 7       | 202 HOLLAND RD               | Colonial      | \$295,000   | \$255,000   | \$425,600    | 8/5/2011   | 191 | 86.44%  | 0.60  |
| 8       | 221 S RIDGEWOOD RD           | Colonial      | \$579,000   | \$541,000   | \$482,200    | 8/5/2011   | 94  | 93.44%  | 1.12  |
| 9       | 110 HEMLOCK TER              | Colonial      | \$679,000   | \$655,000   | \$657,600    | 8/5/2011   | 62  | 96.47%  | 1.00  |
| 10      | 228 COUDERT PL               | Colonial      | \$448,000   | \$435,000   | \$465,800    | 8/10/2011  | 67  | 97.10%  | 0.93  |
| 11      | 111 3RD ST                   | Colonial      | \$389,747   | \$315,000   | \$299,400    | 8/11/2011  | 120 | 80.82%  | 1.05  |
| 12      | 281 W END RD                 | Colonial      | \$550,000   | \$530,000   | \$637,300    | 8/15/2011  | 128 | 96.36%  | 0.83  |
| 13      | 225 PROSPECT ST              | Victrian      | \$599,000   | \$570,000   | \$679,300    | 8/16/2011  | 202 | 95.16%  | 0.84  |
| 14      | 444 HILLSIDE PL              | Colo/Victrian | \$629,000   | \$513,000   | \$654,100    | 8/19/2011  | 66  | 81.56%  | 0.78  |
| 15      | 153 IRVINGTON AVE            | OneFloor      | \$209,900   | \$209,000   | \$178,100    | 8/20/2011  | 145 | 99.57%  | 1.17  |
| 16      | 131 FAIRVIEW AVE             | Colonial      | \$359,000   | \$359,000   | \$455,200    | 8/23/2011  | 11  | 100.00% | 0.79  |
| 17      | 609 WEST SOUTH ORANGE AVE 3N | OneFloor      | \$205,000   | \$195,000   | \$353,200    | 8/25/2011  | 285 | 95.12%  | 0.55  |
| 18      | 380 W. S ORANGE AVE          | Colo/Custom   | \$499,000   | \$482,500   | \$520,000    | 8/31/2011  | 51  | 96.69%  | 0.93  |
| AVERAGE |                              |               | \$460,530   | \$431,083   |              |            | 112 | 93.82%  | 0.89  |

### CURRENT "ACTIVE" LISTINGS IN SOUTH ORANGE

AS OF SEPTEMBER 9, 2011

NUMBER OF UNITS: 102

AVERAGE LIST PRICE: \$478,954

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 0.80

AVERAGE DAYS ON MARKET: 133

### CURRENT "UNDER CONTRACT" LISTINGS IN SOUTH ORANGE

AS OF SEPTEMBER 9, 2011

NUMBER OF UNITS: 25

AVERAGE LIST PRICE: \$ 508,476

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 0.81

AVERAGE DAYS ON MARKET: 77

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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.

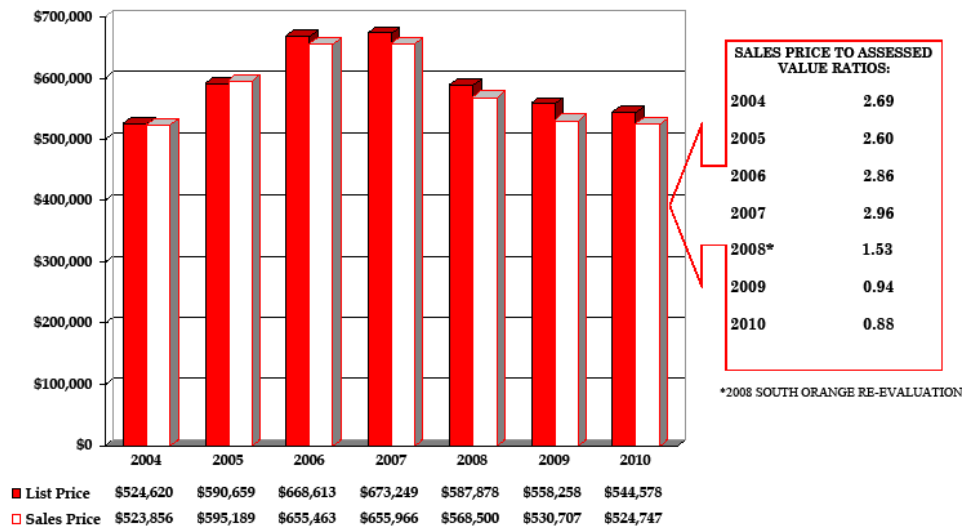
**FLASHBACK!!!!**  
**AUGUST 2010 YTD:**  
**AVG YTD Sales Price: \$522,955**  
**DOM: 71**  
**#Units YTD: 114**  
**SP:AV 0.88**

## South Orange 2011 Year to Date Market Trends

|                                | January   | February  | March     | April     | May       | June      | July      | August    | September | October | November | December | YTD AVG   |
|--------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|---------|----------|----------|-----------|
| Average List Price             | \$523,967 | \$650,291 | \$655,829 | \$497,422 | \$421,269 | \$739,754 | \$620,699 | \$460,530 |           |         |          |          | \$563,588 |
| Average Sales Price            | \$492,375 | \$600,045 | \$609,429 | \$477,056 | \$395,556 | \$692,723 | \$598,793 | \$431,083 |           |         |          |          | \$531,510 |
| Days on Market                 | 84        | 94        | 130       | 57        | 56        | 91        | 50        | 112       |           |         |          |          | 80        |
| % of List Price to Sales Price | 94.41%    | 92.65%    | 94.15%    | 95.96%    | 91.11%    | 94.79%    | 96.86%    | 93.82%    |           |         |          |          | 94.32%    |
| Sales Price to Assessed Value  | 0.76      | 0.80      | 0.98      | 0.86      | 0.81      | 0.81      | 0.91      | 0.89      |           |         |          |          | 0.85      |
| # Units Sold                   | 12        | 11        | 7         | 9         | 16        | 13        | 23        | 18        |           |         |          |          | 109       |

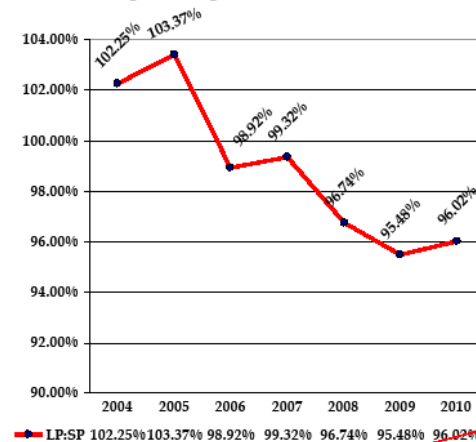
### SOUTH ORANGE

Average List Price and Sales Price

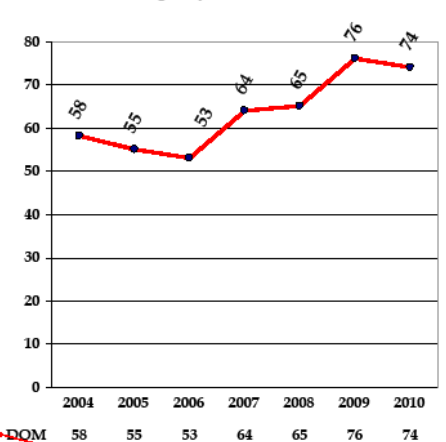


### SOUTH ORANGE

Average Percentage of Sales Price to List Price



Average Days on Market



NUMBER OF UNITS SOLD EACH YEAR:

|      |     |
|------|-----|
| 2004 | 251 |
| 2005 | 289 |
| 2006 | 263 |
| 2007 | 203 |
| 2008 | 171 |
| 2009 | 151 |
| 2010 | 157 |

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