

LIVINGSTON

OCTOBER 2011 MARKET SNAPSHOT

| Units | Address | Style | List Price | Sales Price | Total Assess | Close Date | DOM | LP:SP | SP:AV |
|-------|---------------------|----------|------------|-------------|--------------|------------|-----|---------|-------|
| 1 | 10 DOUGAL AVE | Colonial | \$359,000 | \$365,000 | \$452,900 | 10/27/2011 | 7 | 101.67% | 0.81 |
| 2 | 2 WELLINGTON RD | Colonial | \$359,900 | \$335,000 | \$432,300 | 10/14/2011 | 47 | 93.08% | 0.77 |
| 3 | 15 W LAWN RD | Colonial | \$409,000 | \$395,000 | \$418,300 | 10/14/2011 | 82 | 96.58% | 0.94 |
| 4 | 43 AMHERST PL | Colonial | \$430,000 | \$425,000 | \$370,500 | 10/3/2011 | 3 | 98.84% | 1.15 |
| 5 | 81 FELLSWOOD DR | Ranch | \$449,000 | \$430,000 | \$461,400 | 10/31/2011 | 84 | 95.77% | 0.93 |
| 6 | 41 EDGEMERE RD | Bi-Level | \$479,500 | \$460,000 | \$476,400 | 10/13/2011 | 54 | 95.93% | 0.97 |
| 7 | 42 E MC CLELLAN AVE | Bi-Level | \$498,000 | \$488,000 | \$561,400 | 10/5/2011 | 5 | 97.99% | 0.87 |
| 8 | 14 MANSFIELD CT | SplitLev | \$575,000 | \$542,500 | \$490,200 | 10/14/2011 | 130 | 94.35% | 1.11 |
| 9 | 3 BRISTOL CT | SplitLev | \$599,000 | \$588,000 | \$453,600 | 10/7/2011 | 22 | 98.16% | 1.30 |
| 10 | 45 BAKER RD | Colonial | \$649,000 | \$629,000 | \$586,000 | 10/14/2011 | 72 | 96.92% | 1.07 |
| 11 | 15 SYCAMORE TER | Colonial | \$659,000 | \$642,500 | \$529,700 | 10/6/2011 | 21 | 97.50% | 1.21 |
| 12 | 20 SCARSDALE DR | Colonial | \$750,000 | \$735,000 | \$690,800 | 10/11/2011 | 89 | 98.00% | 1.06 |
| 13 | 24 KEARNEY TER | Colonial | \$825,000 | \$825,000 | \$771,900 | 10/6/2011 | 12 | 100.00% | 1.07 |
| | AVERAGE | | \$541,646 | \$527,692 | | | 48 | 97.29% | 1.02 |

CURRENT **ACTIVE** LISTINGS IN LIVINGSTON

AS OF NOVEMBER 6, 2011

NUMBER OF UNITS: 130

AVERAGE LIST PRICE: \$859,665

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.12

AVERAGE DAYS ON MARKET: 117

CURRENT **"UNDER CONTRACT"** LISTINGS IN LIVINGSTON

AS OF NOVEMBER 6, 2011

NUMBER OF UNITS: 49

AVERAGE LIST PRICE: \$ 652,894

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.07

AVERAGE DAYS ON MARKET: 60

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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.

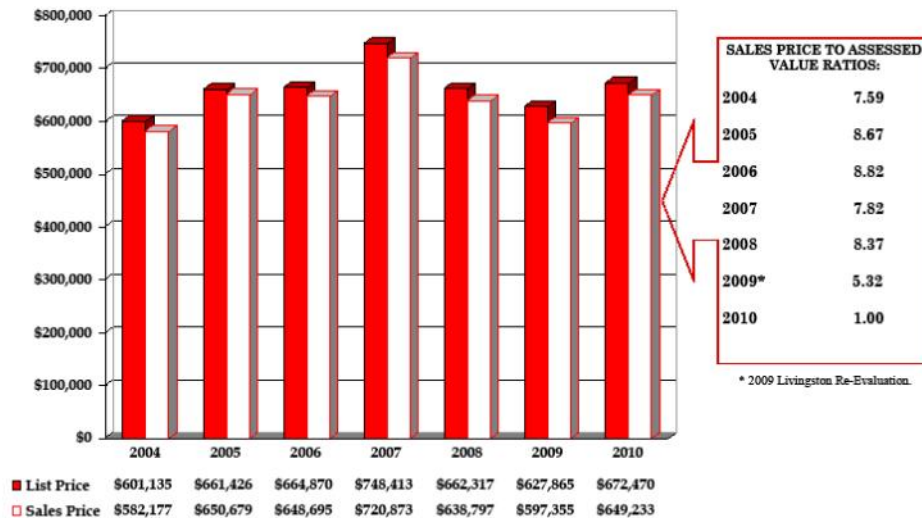
FLASHBACK!!!!
OCTOBER 2010 YTD:
AVG YTD Sales Price: \$661,173
DOM: 64
#Units YTD: 225
SP:AV 1.02

Livingston 2011 Year to Date Market Trends

| | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|--------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|----------|-----------|
| Average List Price | \$519,735 | \$529,390 | \$513,369 | \$502,308 | \$563,565 | \$624,665 | \$703,336 | \$635,512 | \$623,277 | \$541,646 | | | \$604,021 |
| Average Sales Price | \$505,792 | \$503,000 | \$496,462 | \$482,077 | \$563,250 | \$596,312 | \$674,981 | \$617,402 | \$598,667 | \$527,692 | | | \$583,014 |
| Days on Market | 52 | 74 | 80 | 62 | 42 | 45 | 49 | 59 | 58 | 48 | | | 55 |
| % of List Price to Sales Price | 97.28% | 95.77% | 95.78% | 96.51% | 99.39% | 96.28% | 96.26% | 97.99% | 95.72% | 97.29% | | | 96.84% |
| Sales Price to Assessed Value | 1.04 | 0.94 | 0.91 | 0.98 | 1.04 | 0.99 | 1.00 | 1.02 | 0.96 | 1.02 | | | 0.99 |
| # Units Sold | 12 | 10 | 13 | 13 | 12 | 33 | 32 | 41 | 21 | 13 | | | 200 |

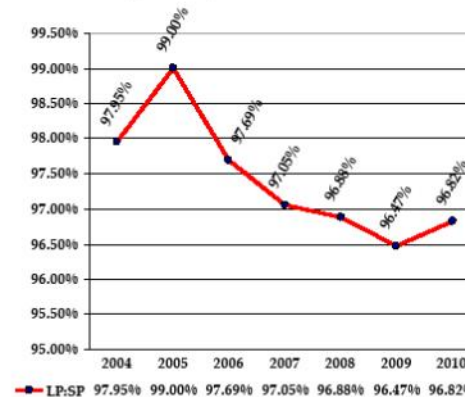
LIVINGSTON

Average List Price and Sales Price

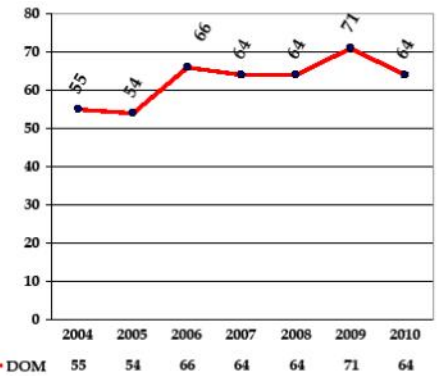


LIVINGSTON

Average Percentage of Sales Price to List Price



Average Days on Market



NUMBER OF UNITS SOLD EACH YEAR:

| | |
|------|-----|
| 2004 | 363 |
| 2005 | 400 |
| 2006 | 350 |
| 2007 | 313 |
| 2008 | 272 |
| 2009 | 285 |
| 2010 | 265 |

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