

MADISON

OCTOBER 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	309 MADISON AVE	Colonial	\$400,000	\$362,500	\$324,400	10/4/2011	37	90.63%	1.12
2	6 INDEPENDENCE CT	Colonial	\$1,187,000	\$1,187,000	\$778,700	10/12/2011	340	100.00%	1.52
3	5 SHERWOOD AVE	Colonial	\$1,149,000	\$1,050,000	\$0	10/18/2011	98	91.38%	
4	72 GLENWILD RD	Colonial	\$1,249,000	\$1,230,000	\$964,600	10/18/2011	440	98.48%	1.28
5	6 HILLVIEW AVE	CapeCod	\$529,000	\$502,000	\$298,600	10/25/2011	13	94.90%	1.68
6	19 STONEHEDGE LN	SplitLev	\$579,900	\$550,000	\$406,200	10/25/2011	127	94.84%	1.35
7	148 LEEDS CT	TwnEndUn	\$499,900	\$531,700	\$342,500	10/26/2011	24	106.36%	1.55
7	24 FAIRVIEW AVE	CapeCod	\$649,000	\$649,000	\$370,000	10/26/2011	8	100.00%	1.75
8	104 GREENWICH CT	TwnIntUn	\$535,000	\$526,000	\$333,400	10/26/2011	17	98.32%	1.58
AVERGAGES			\$753,089	\$732,022			123	97.21%	1.48

CURRENT **ACTIVE** LISTINGS IN MADISON

AS OF NOVEMBER 6, 2011

NUMBER OF UNITS: 46

AVERAGE LIST PRICE: \$1,015,939

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.79

AVERAGE DAYS ON MARKET: 119

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

AS OF NOVEMBER 6, 2011

NUMBER OF UNITS: 14

AVERAGE LIST PRICE: \$ 734,636

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.77

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.

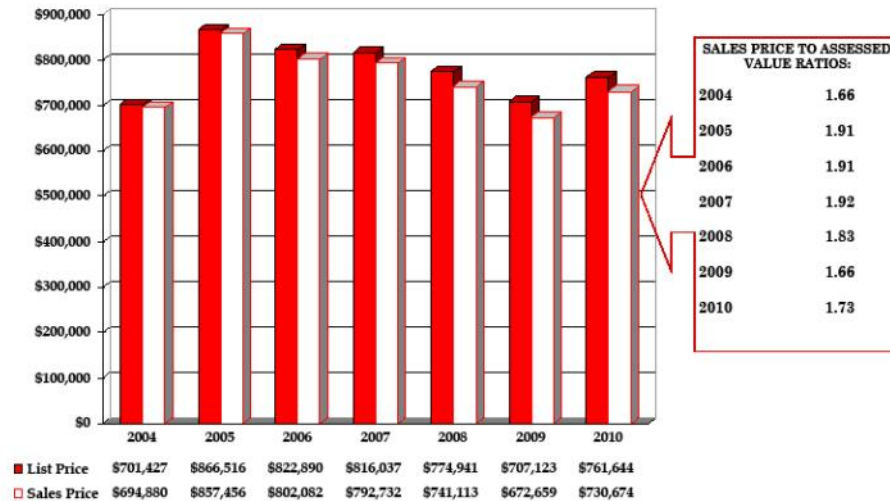
FLASHBACK!!!!
OCTOBER 2010 YTD:
AVG YTD Sales Price: \$ 754,835
DOM: 65
#Units YTD: 129
SP:AV 1.74

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	\$728,875	\$753,089			\$729,939
Average Sales Price	\$727,200	\$709,333	\$428,500	\$535,000	\$775,250	\$793,080	\$678,653	\$815,094	\$682,688	\$732,022			\$698,739
Days on Market	69	113	126	100	66	70	72	75	63	123			85
% of List Price to Sales Price	95.04%	95.81%	95.13%	95.59%	96.81%	97.01%	96.82%	93.35%	93.64%	97.21%			95.73%
Sales Price to Assessed Value	1.69	1.58	1.46	1.62	1.80	1.72	1.76	1.64	1.48	1.48			1.64
# Units Sold	5	9	10	9	4	21	19	16	8	8			109

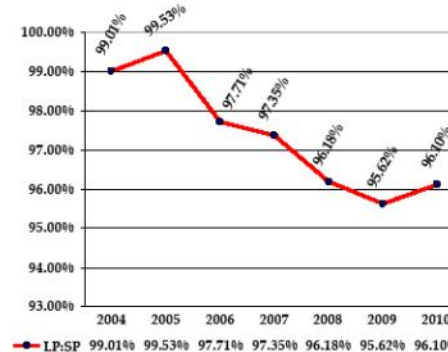
MADISON

Average List Price and Sales Price

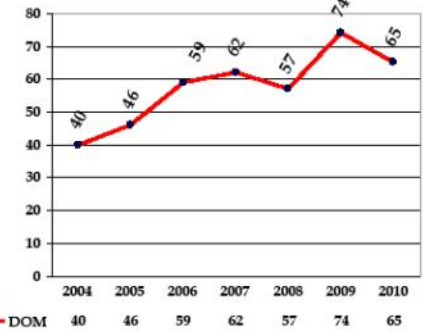


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Average Percentage of Sales Price to List Price



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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