

MADISON

DECEMBER 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	2 TRACY LN	Colonial	\$699,000	\$675,000	\$419,400	12/1/2011	128	96.57%	1.61
2	18 FEN CT	CapeCod	\$445,000	\$425,500	\$268,500	12/2/2011	99	95.62%	1.58
3	29 CRESTVIEW AVE	Colonial	\$1,455,000	\$1,430,000	\$890,200	12/2/2011	102	98.28%	1.61
4	217 CENTRAL AVE	Colonial	\$475,000	\$455,000	\$314,600	12/9/2011	24	95.79%	1.45
5	1 ROLLING HILL CT	TwnEndUn	\$599,000	\$572,500	\$420,900	12/9/2011	134	95.58%	1.36
6	317 WOODLAND RD	Colonial	\$965,000	\$961,000	\$756,200	12/20/2011	89	99.59%	1.27
7	28 ORCHARD ST	Colonial	\$460,000	\$460,000	\$376,300	12/21/2011	31	100.00%	1.22
8	6 TWOMBLY LN	Colonial	\$1,399,000	\$1,310,000	\$750,700	12/28/2011	43	93.64%	1.75
9	28 BELMONT AVE	Colonial	\$999,900	\$999,999	\$203,400	12/28/2011	70	100.01%	
10	132 KINGS RD	Ranch	\$235,000	\$235,000	\$180,900	12/29/2011	176	100.00%	1.30
AVERGAGES			\$773,190	\$752,400			90	97.51%	1.46

CURRENT **ACTIVE** LISTINGS IN MADISON

AS OF JANUARY 6, 2012

NUMBER OF UNITS: 37

AVERAGE LIST PRICE: \$956,573

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.65

AVERAGE DAYS ON MARKET: 132

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

AS OF JANUARY 6, 2012

NUMBER OF UNITS: 8

AVERAGE LIST PRICE: \$ 1,060,113

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.85

AVERAGE DAYS ON MARKET: 134

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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!!!!
DECEMBER 2010 YTD:
AVG YTD Sales Price: \$ 730,674
DOM: 65
#Units YTD: 148
SP:AV 1.73

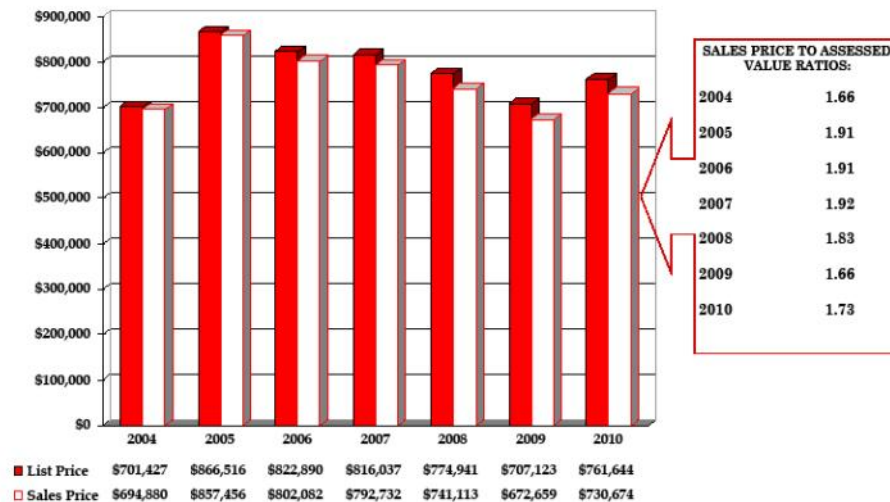
Madison 2011 Year to Date Market Trends

	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	\$719,556	\$773,190	\$732,567
Average Sales Price	\$727,200	\$709,333	\$428,500	\$535,000	\$775,250	\$793,080	\$678,653	\$815,094	\$682,688	\$732,022	\$682,278	\$752,400	\$701,750
Days on Market	69	113	126	100	66	70	72	75	63	123	61	90	84
Sales Price as a % of List Price	95.04%	95.81%	95.13%	95.59%	96.81%	97.01%	96.82%	93.35%	93.64%	97.21%	95.36%	97.51%	95.84%
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	1.76	1.46	1.63
# Units Sold	5	9	10	9	4	21	19	16	8	9	9	10	129

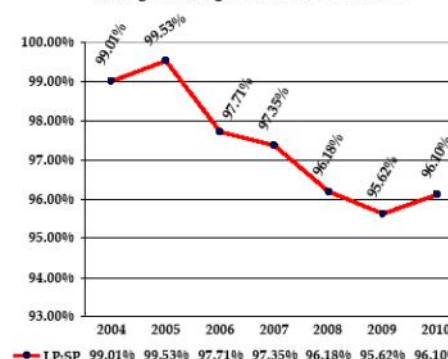
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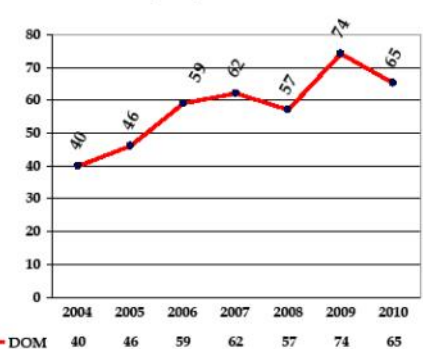
Average List Price and Sales Price



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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