

## West Orange February 2010 Market Activity

| Units | Address                  | Style          | List Price | Sales Price | Total Assess | Close Date | DOM | LP:SP   | SP:AV |
|-------|--------------------------|----------------|------------|-------------|--------------|------------|-----|---------|-------|
| 1     | 30 Nutman Pl             | CapeCod        | \$198,000  | \$198,000   | \$68,500     | 2/1/2010   | 241 | 100.00% | 2.89  |
| 2     | 14 Maguire Dr            | Colonial       | \$585,000  | \$535,000   | \$152,900    | 2/1/2010   | 121 | 91.45%  | 3.50  |
| 3     | 10 Smith Manor Blvd      | HighRise/OneFl | \$229,900  | \$214,000   | \$75,000     | 2/4/2010   | 21  | 93.08%  | 2.85  |
| 4     | 69 Vacca Dr              | TwnEndUn       | \$262,000  | \$250,000   | \$75,600     | 2/5/2010   | 219 | 95.42%  | 3.31  |
| 5     | 25 Highwood Road         | Colo/RanchExp  | \$379,000  | \$360,000   | \$112,900    | 2/5/2010   | 100 | 94.99%  | 3.19  |
| 6     | 1395 Pleasant Valley Way | Ranch          | \$229,000  | \$210,000   | \$90,000     | 2/8/2010   | 168 | 91.70%  | 2.33  |
| 7     | 47 Larkin Cir            | TwnEndUn       | \$329,900  | \$312,500   | \$71,000     | 2/12/2010  | 85  | 94.73%  | 4.40  |
| 8     | 33 Bayowski Rd           | TwnEndUn       | \$387,500  | \$375,000   | \$90,900     | 2/12/2010  | 111 | 96.77%  | 4.13  |
| 9     | 4 Elm St                 | Colonial       | \$229,000  | \$229,000   | \$63,600     | 2/16/2010  | 97  | 100.00% | 3.60  |
| 10    | 27 Haggerty Dr.          | Colonial       | \$679,000  | \$679,000   | \$0          | 2/16/2010  | 0   | 100.00% |       |
| 11    | 387 DiGaetano Ter        | TwnIntUn       | \$379,900  | \$370,000   | \$105,100    | 2/17/2010  | 77  | 97.39%  | 3.52  |
| 12    | 3 N. Edgewood ave        | Ranch          | \$597,000  | \$450,000   | \$157,500    | 2/17/2010  | 110 | 75.38%  | 2.86  |
| 13    | 25 Cerone Ct             | TwnIntUn       | \$249,000  | \$235,000   | \$78,100     | 2/18/2010  | 20  | 94.38%  | 3.01  |
| 14    | 340 Northfield Ave       | RanchExp       | \$264,500  | \$264,000   | \$106,300    | 2/19/2010  | 47  | 99.81%  | 2.48  |
| 15    | 12 Cerone Ct             | OneFloor       | \$224,900  | \$224,900   | \$75,600     | 2/22/2010  | 60  | 100.00% | 2.97  |
| 16    | 5 Haggerty Dr.           | Colonial       | \$799,000  | \$799,000   | \$0          | 2/24/2010  | 0   | 100.00% |       |
| 17    | 160 Marion Dr            | TwnEndUn       | \$317,000  | \$305,000   | \$76,600     | 2/26/2010  | 50  | 96.21%  | 3.98  |
|       | Averages                 |                | \$372,918  | \$353,553   |              |            | 90  | 95.37%  | 3.27  |



**Average Days on Market**  
**Average List Price**  
**Average Sales Price**  
**% of List Price to Sales Price**  
**Sales Price to Assessed Value Ratio**  
**# of Units for the Month**

**90**  
**\$372,918**  
**\$353,553**  
**95.37%**  
**3.27**  
**17**





**RESIDENTIAL BROKERAGE**

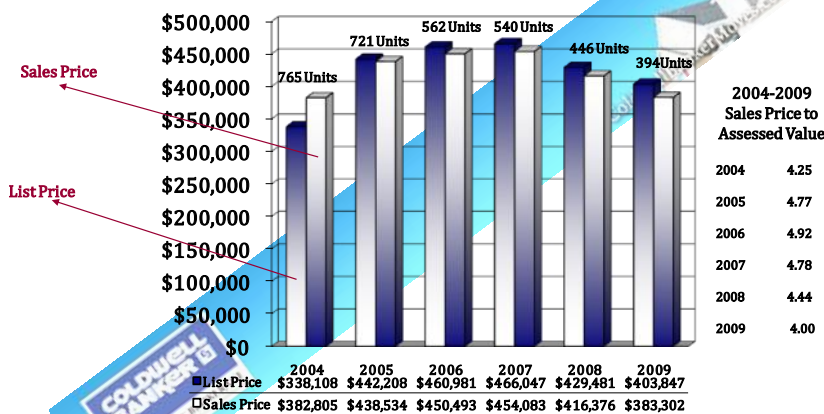
**FLASHBACK!!!!**  
**February 2009 YTD:**  
**AVG YTD Sales Price: \$ 423,800**  
**DOM: 108**  
**#Units YTD: 33**  
**SP:AV 4.54**

**West Orange 2010 Year to Date Market Trends**

|                                | January   | February  | March | April | May | June | July | August | September | October | November | December | YTD AVG   |
|--------------------------------|-----------|-----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|-----------|
| Average List Price             | \$415,375 | \$372,918 |       |       |     |      |      |        |           |         |          |          | \$395,867 |
| Average Sales Price            | \$393,463 | \$353,553 |       |       |     |      |      |        |           |         |          |          | \$375,126 |
| Days on Market                 | 99        | 90        |       |       |     |      |      |        |           |         |          |          | 102       |
| % of List Price to Sales Price | 94.78%    | 95.37%    |       |       |     |      |      |        |           |         |          |          | 95.05%    |
| Sales Price to Assessed Value  | 3.62      | 3.27      |       |       |     |      |      |        |           |         |          |          | 3.47      |
| # Units Sold                   | 20        | 17        |       |       |     |      |      |        |           |         |          |          | 37        |

**West Orange Market Averages 2004-2009**

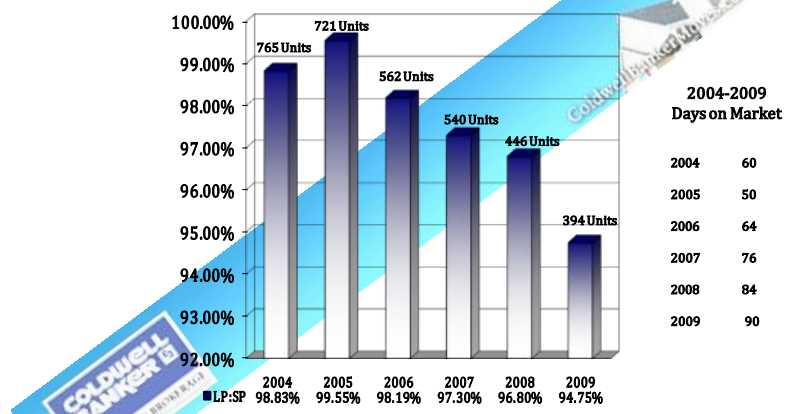
LIST PRICE & SALES PRICE AND SALES PRICE TO ASSESSED VALUE RATIO



As reported by the Garden State Multiple Listing Service Information deemed reliable but not guaranteed.

**West Orange Market Averages 2004-2009**

PERCENTAGE OF LIST PRICE TO SALES PRICE & DAYS ON MARKET



As reported by the Garden State Multiple Listing Service Information deemed reliable but not guaranteed.