

Livingston

May 2019 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|-------|--------------------------|-------------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 1 | 266 W Mt Pleasant Avenue | Colonial | 3 | 1.1 | 19 | \$475,000 | \$475,000 | \$350,000 | 73.68% | \$485,000 | 0.72 |
| 2 | 5406 Pointe Gate Drive | OneFloor | 2 | 2.0 | 58 | \$375,000 | \$375,000 | \$360,000 | 96.00% | \$388,700 | 0.93 |
| 3 | 29 Irving Avenue | Colonial | 4 | 1.0 | 18 | \$397,960 | \$397,960 | \$360,000 | 90.46% | \$383,600 | 0.94 |
| 4 | 19 Carlisle Drive | CapeCod | 4 | 2.0 | 18 | \$369,900 | \$369,900 | \$369,900 | 100.00% | \$439,300 | 0.84 |
| 5 | 7 Demarest Road | Ranch | 3 | 1.0 | 61 | \$379,000 | \$379,000 | \$379,100 | 100.03% | \$374,000 | 1.01 |
| 6 | 116 E Cedar Street | Colonial | 2 | 1.1 | 15 | \$429,900 | \$429,900 | \$430,000 | 100.02% | \$424,400 | 1.01 |
| 7 | 106 W Northfield Road | Bi-Level | 4 | 2.0 | 130 | \$529,900 | \$499,900 | \$465,000 | 93.02% | \$442,200 | 1.05 |
| 8 | 3 Countryside Drive | Split Level | 3 | 1.0 | 8 | \$450,000 | \$450,000 | \$469,000 | 104.22% | \$395,000 | 1.19 |
| 9 | 57 Mounthaven Drive | Split Level | 3 | 2.0 | 10 | \$450,000 | \$450,000 | \$472,000 | 104.89% | \$410,500 | 1.15 |
| 10 | 903 Kensington Lane | TwnIntUn | 2 | 2.1 | 49 | \$500,000 | \$485,000 | \$475,000 | 97.94% | \$444,200 | 1.07 |
| 11 | 32 Edgemere Road | Colonial | 4 | 1.1 | 29 | \$525,000 | \$499,000 | \$480,000 | 96.19% | \$420,000 | 1.14 |
| 12 | 18 Crossbrook Road | Colonial | 3 | 1.1 | 20 | \$469,000 | \$469,000 | \$481,000 | 102.56% | \$408,100 | 1.18 |
| 13 | 18 Longview Road | RanchExp | 3 | 3.0 | 13 | \$499,900 | \$499,900 | \$500,000 | 100.02% | \$448,000 | 1.12 |
| 14 | 2 Longacre Drive | Colonial | 3 | 1.2 | 14 | \$540,000 | \$540,000 | \$535,000 | 99.07% | \$418,400 | 1.28 |
| 15 | 56 Brookside Avenue | Colonial | 5 | 1.1 | 8 | \$545,900 | \$545,900 | \$553,000 | 101.30% | \$476,000 | 1.16 |
| 16 | 38 Scarsdale Drive | Tudor | 5 | 2.1 | 26 | \$585,000 | \$585,000 | \$567,500 | 97.01% | \$641,800 | 0.88 |
| 17 | 18 Carillion Circle | TwnIntUn | 3 | 3.2 | 68 | \$699,000 | \$599,000 | \$575,000 | 95.99% | \$680,100 | 0.85 |
| 18 | 84 Palmer Drive | Split Level | 4 | 3.1 | 26 | \$590,000 | \$590,000 | \$585,000 | 99.15% | \$615,700 | 0.95 |
| 19 | 75 Winchester Road | Bi-Level | 4 | 2.0 | 24 | \$598,000 | \$598,000 | \$589,000 | 98.49% | | |
| 20 | 6 Dawson Terrace | Split Level | 4 | 2.1 | 112 | \$658,000 | \$658,000 | \$620,000 | 94.22% | \$584,500 | 1.06 |
| 21 | 73 Eastbrook Terrace | Bi-Level | 4 | 3.0 | 50 | \$729,000 | \$729,000 | \$700,000 | 96.02% | \$484,400 | 1.45 |
| 22 | 39 Midway Drive | Colonial | 4 | 2.1 | 15 | \$738,000 | \$738,000 | \$733,500 | 99.39% | | |
| 23 | 7 Tiffany Drive | Split Level | 3 | 2.1 | 11 | \$749,000 | \$749,000 | \$771,000 | 102.94% | \$562,000 | 1.37 |
| 24 | 9 Tuxedo Drive | Split Level | 3 | 2.1 | 10 | \$749,900 | \$749,900 | \$831,000 | 110.81% | \$614,500 | 1.35 |
| 25 | 45 Burnet Hill Road | Colonial | 5 | 4.1 | 148 | \$1,068,000 | \$950,000 | \$900,000 | 94.74% | | |

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| 26 | 19 Boulderwood Drive | Contemp | 5 | 3.1 | 73 | \$999,000 | \$999,000 | \$945,000 | 94.59% | \$825,600 | 1.14 |
| 27 | 50 Blackstone Drive | Ranch | 4 | 4.0 | 62 | \$950,000 | \$950,000 | \$950,000 | 100.00% | \$857,900 | 1.11 |
| 28 | 25 Sycamore Avenue | Colonial | 6 | 3.1 | 41 | \$999,000 | \$999,000 | \$957,000 | 95.80% | | |
| 29 | 59 Billingsley Drive | Custom | 5 | 4.0 | 17 | \$1,049,000 | \$1,049,000 | \$1,050,000 | 100.10% | | |
| 30 | 8 Park Drive | Colonial | 4 | 5.0 | 154 | \$1,199,000 | \$1,149,000 | \$1,140,000 | 99.22% | | |
| 31 | 11 Graymoor Road | Ranch | 4 | 3.1 | 15 | \$1,175,000 | \$1,175,000 | \$1,140,000 | 97.02% | \$1,074,200 | 1.06 |
| 32 | 5 Dartmouth Court | Colonial | 5 | 4.1 | 0 | \$1,200,000 | \$1,200,000 | \$1,175,000 | 97.92% | \$1,450,000 | 0.81 |
| 33 | 10 Hastings Lane | Colonial | 4 | 3.2 | 59 | \$1,299,000 | \$1,250,000 | \$1,200,000 | 96.00% | \$1,042,600 | 1.15 |
| 34 | 6 Lafayette Drive | Colonial | 8 | 8.1 | 36 | \$2,180,000 | \$2,180,000 | \$2,140,000 | 98.17% | \$2,330,200 | 0.92 |
| AVERAGE | | | | | 42 | \$739,716 | \$728,305 | \$713,176 | 97.85% | | 1.07 |

"Active" Listings in Livingston

Number of Units: 159
 Average List Price: \$940,377
 Average Days on Market: 57

"Under Contract" Listings in Livingston

Number of Units: 95
 Average List Price: \$883,335
 Average Days on Market: 43

Livingston 2019 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-----------------|-----------|-----------|-----------|-----------|-----------|------|------|--------|-----------|---------|----------|----------|-----------|
| Days on Market | 57 | 53 | 53 | 75 | 42 | | | | | | | | 56 |
| List Price | \$653,756 | \$696,692 | \$608,516 | \$685,611 | \$728,305 | | | | | | | | \$678,623 |
| Sales Price | \$639,000 | \$685,792 | \$598,332 | \$671,977 | \$713,176 | | | | | | | | \$665,402 |
| SP:LP% | 98.10% | 97.93% | 98.10% | 98.28% | 97.85% | | | | | | | | 98.07% |
| SP to AV | 1.07 | 1.09 | 1.15 | 1.09 | 1.07 | | | | | | | | 1.09 |
| # Units Sold | 16 | 12 | 25 | 35 | 34 | | | | | | | | 122 |
| 3 Mo Rate of Ab | 4.73 | 6.35 | 6.93 | 5.39 | 5.28 | | | | | | | | 5.74 |
| Active Listings | 104 | 116 | 134 | 146 | 159 | | | | | | | | 132 |
| Under Contracts | 41 | 54 | 68 | 85 | 95 | | | | | | | | 69 |

Flashback! YTD 2018 vs YTD 2019

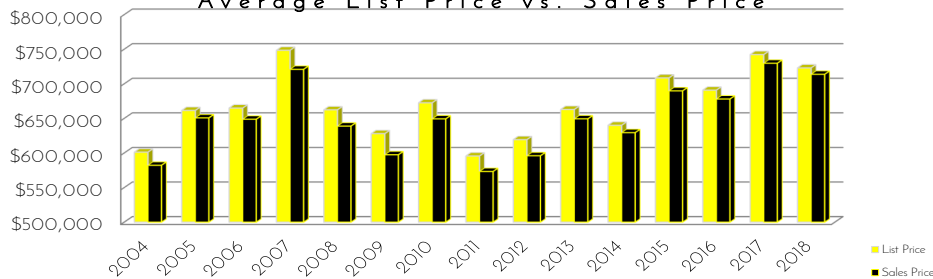
| YTD | 2018 | 2019 | % Change |
|-------------|-----------|-----------|----------|
| DOM | 36 | 56 | 55.54% |
| Sales Price | \$691,817 | \$665,402 | -3.82% |
| LP:SP | 99.45% | 98.07% | -1.39% |
| SP:AV | 1.16 | 1.09 | -6.05% |



| YTD | 2018 | 2019 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 126 | 122 | -3.17% |
| Rate of Ab 3 Mo | 4.76 | 5.28 | 10.92% |
| Actives | 129 | 159 | 23.26% |
| Under Contracts | 96 | 95 | -1.04% |

Livingston Yearly Market Trends

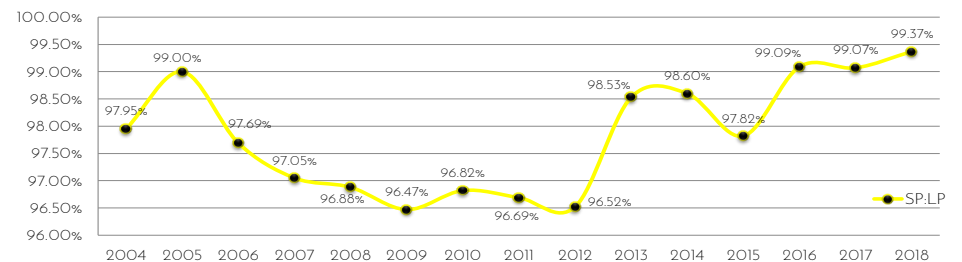
Average List Price vs. Sales Price



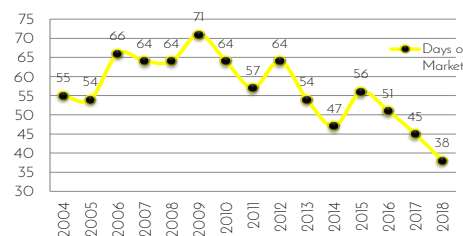
| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$601,135 | \$661,426 | \$664,870 | \$748,413 | \$662,317 | \$627,865 | \$672,470 | \$595,503 | \$619,248 | \$662,845 | \$639,989 | \$708,512 | \$690,777 | \$742,206 | \$722,917 |
| SP | \$582,177 | \$650,679 | \$648,695 | \$720,873 | \$638,797 | \$597,355 | \$649,233 | \$573,206 | \$595,914 | \$649,260 | \$629,350 | \$689,751 | \$677,959 | \$729,648 | \$713,672 |

Livingston Yearly Market Trends

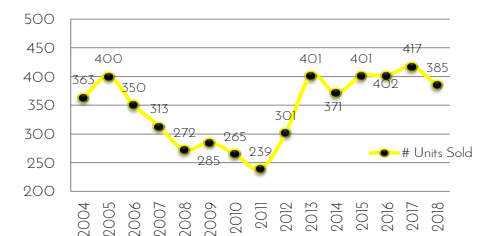
Sales Price to List Price Ratios



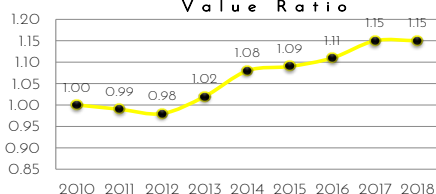
Average Days on Market



Number of Units Sold



Sales Price to Assessed Value Ratio



12 Month Rate of Absorption

