

Maplewood

December 2016 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|-------|---------------------------|-----------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 1 | 46-B Meadowbrook Place | OneFloor | 1 | 1.0 | 68 | \$89,900 | \$79,900 | \$80,000 | 100.13% | \$85,000 | 0.94 |
| 2 | 255 Elmwood Avenue | MultiFlr | 1 | 1.1 | 20 | \$148,000 | \$148,000 | \$140,000 | 94.59% | \$86,800 | 1.61 |
| 3 | 35B Laurel Avenue | OneFloor | 3 | 1.1 | 197 | \$294,900 | \$180,000 | \$143,348 | 79.64% | \$264,100 | 0.54 |
| 4 | 51-A Meadowbrook Place | TwndEndUn | 2 | 1.0 | 9 | \$150,000 | \$150,000 | \$150,000 | 100.00% | \$105,800 | 1.42 |
| 5 | 465-73 Valley Street | OneFloor | 1 | 1.0 | 8 | \$159,900 | \$159,900 | \$159,900 | 100.00% | \$120,700 | 1.32 |
| 6 | 82 Franklin Avenue | FixrUppr | 2 | 1.0 | 14 | \$245,000 | \$245,000 | \$246,000 | 100.41% | \$208,100 | 1.18 |
| 7 | 16 Van Ness Terrace | Colonial | 2 | 2.0 | 133 | \$275,000 | \$265,000 | \$250,000 | 94.34% | \$178,700 | 1.40 |
| 8 | 616 S Orange Avenue C006J | OneFloor | 2 | 2.0 | 162 | \$595,000 | \$349,000 | \$325,000 | 93.12% | \$293,600 | 1.11 |
| 9 | 50 Hudson Avenue | Detached | 3 | 1.1 | 55 | \$309,900 | \$309,900 | \$345,000 | 111.33% | \$263,500 | 1.31 |
| 10 | 8 Harding Street | Colonial | 3 | 1.1 | 41 | \$369,900 | \$349,900 | \$355,000 | 101.46% | \$193,700 | 1.83 |
| 11 | 7 Marion Terrace | Colonial | 4 | 1.2 | 48 | \$389,000 | \$389,000 | \$370,000 | 95.12% | \$224,300 | 1.65 |
| 12 | 17 Marie Place | Bi-Level | 4 | 1.1 | 20 | \$389,000 | \$389,000 | \$401,000 | 103.08% | \$307,100 | 1.31 |
| 13 | 198 Lexington Avenue | Colonial | 4 | 2.1 | 37 | \$425,000 | \$415,000 | \$405,000 | 97.59% | \$236,400 | 1.71 |
| 14 | 35-37 Hillcrest Road | Colonial | 3 | 2.1 | 53 | \$449,353 | \$429,900 | \$429,900 | 100.00% | \$319,900 | 1.34 |
| 15 | 114 Lexington Avenue | Colonial | 3 | 2.1 | 0 | \$450,000 | \$450,000 | \$450,000 | 100.00% | \$253,500 | 1.78 |
| 16 | 233 Burnett Avenue | Colonial | 4 | 2.1 | 8 | \$475,000 | \$475,000 | \$475,000 | 100.00% | \$284,900 | 1.67 |
| 17 | 11 Briarcliff Court | Colonial | 4 | 2.1 | 0 | \$519,000 | \$519,000 | \$516,500 | 99.52% | \$327,000 | 1.58 |
| 18 | 25 Broadview Avenue | Custom | 3 | 1.1 | 23 | \$529,000 | \$529,000 | \$570,000 | 107.75% | \$377,700 | 1.51 |
| 19 | 42 S Pierson Road | Colonial | 4 | 2.0 | 24 | \$589,000 | \$589,000 | \$589,000 | 100.00% | \$415,700 | 1.42 |
| 20 | 54 Yale Street | Colonial | 4 | 2.0 | 21 | \$589,000 | \$589,000 | \$589,000 | 100.00% | \$431,900 | 1.36 |

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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.

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| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|----------------|----------------------|----------|--------|-------|-----------|------------------|------------------|------------------|---------------|------------------|-------------|
| 21 | 36 Highland Avenue | Colonial | 3 | 2.1 | 22 | \$589,000 | \$589,000 | \$596,070 | 101.20% | \$434,900 | 1.37 |
| 22 | 32 Collinwood Road | Colonial | 3 | 1.2 | 30 | \$649,000 | \$629,000 | \$617,500 | 98.17% | \$523,600 | 1.18 |
| 23 | 71 Kendal Avenue | Colonial | 4 | 2.1 | 133 | \$649,000 | \$677,000 | \$660,000 | 97.49% | \$480,000 | 1.38 |
| 24 | 62 Midland Boulevard | Colonial | 4 | 1.1 | 18 | \$639,000 | \$639,000 | \$671,000 | 105.01% | \$486,000 | 1.38 |
| 25 | 24 Midland Boulevard | Bungalow | 4 | 2.0 | 9 | \$649,000 | \$649,000 | \$721,000 | 111.09% | \$449,600 | 1.60 |
| 26 | 23 Crestwood Drive | Tudor | 3 | 2.2 | 32 | \$799,000 | \$729,000 | \$729,000 | 100.00% | \$530,800 | 1.37 |
| 27 | 22 Oberlin Street | Colonial | 5 | 2.1 | 14 | \$739,000 | \$739,000 | \$755,100 | 102.18% | \$514,400 | 1.47 |
| 28 | 21 South Crescent | Colonial | 4 | 2.1 | 18 | \$889,000 | \$889,000 | \$875,000 | 98.43% | \$779,600 | 1.12 |
| AVERAGE | | | | | 43 | \$465,816 | \$448,232 | \$450,511 | 99.70% | | 1.39 |

"ACTIVE" LISTINGS IN MAPLEWOOD

Number of Units: 38
Average List Price: \$432,445
Average Days on Market: 81

"UNDER CONTRACT" LISTINGS IN MAPLEWOOD

Number of Units: 49
Average List Price: \$424,488
Average Days on Market: 60

Maplewood 2016 Year to Date Market Trends

| | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Days on Market | 51 | 50 | 55 | 46 | 21 | 35 | 24 | 40 | 41 | 24 | 33 | 43 | 37 |
| List Price | \$616,188 | \$462,211 | \$406,800 | \$535,675 | \$574,137 | \$553,030 | \$594,334 | \$516,810 | \$534,785 | \$482,926 | \$514,512 | \$448,232 | \$528,990 |
| Sales Price | \$613,719 | \$462,756 | \$427,719 | \$548,703 | \$604,340 | \$582,908 | \$607,377 | \$517,527 | \$559,830 | \$488,622 | \$526,265 | \$450,511 | \$543,053 |
| Sales Price as a % of List Price | 98.72% | 99.38% | 103.71% | 101.77% | 104.21% | 104.73% | 102.19% | 100.36% | 103.71% | 102.89% | 101.80% | 99.70% | 102.20% |
| Sales Price to Assessed Value | 1.28 | 1.23 | 1.22 | 1.28 | 1.47 | 1.37 | 1.36 | 1.35 | 1.44 | 1.32 | 1.37 | 1.39 | 1.35 |
| # Units Sold | 16 | 18 | 16 | 32 | 27 | 54 | 45 | 41 | 27 | 23 | 17 | 28 | 344 |
| Active Listings | 45 | 47 | 73 | 59 | 58 | 67 | 57 | 62 | 44 | 44 | 48 | 38 | 54 |
| Under Contracts | 41 | 59 | 76 | 101 | 116 | 94 | 72 | 46 | 58 | 61 | 60 | 49 | 69 |

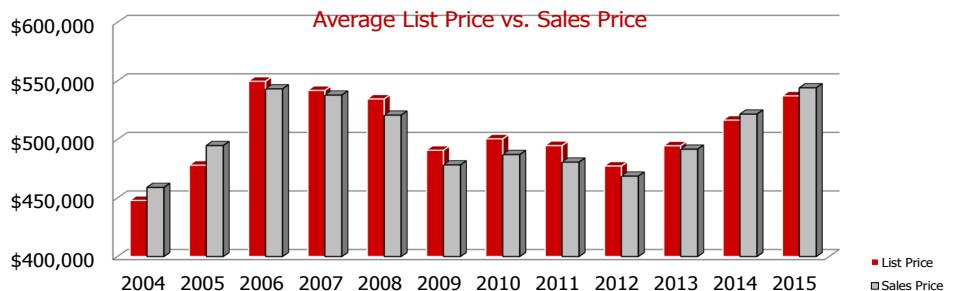
Flashback! YTD 2015 vs YTD 2016

| | 2015 | 2016 | % Change |
|-------------------------------|-----------|-----------|----------|
| Days on Market | 37 | 37 | 0.48% |
| Sales Price | \$544,124 | \$543,053 | -0.20% |
| Assessed Value to Sales Price | 1.28 | 1.35 | 5.87% |



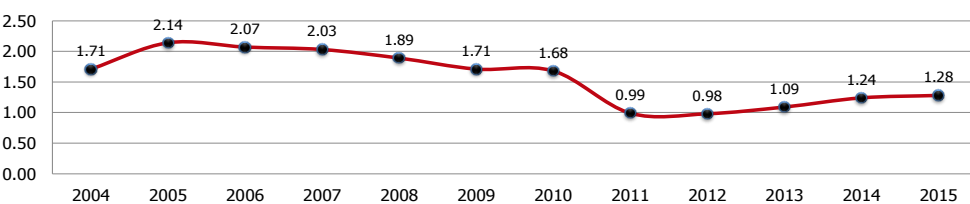
| | 2015 | 2016 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 316 | 344 | 8.86% |
| Active Listings | 47 | 38 | -19.15% |
| Under Contracts | 49 | 49 | 0.00% |

Maplewood Yearly Market Trends

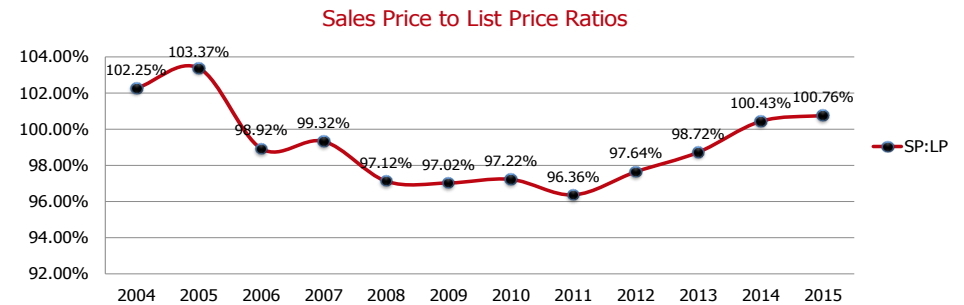


| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$447,948 | \$478,050 | \$549,722 | \$541,955 | \$534,636 | \$490,803 | \$500,568 | \$494,809 | \$477,344 | \$494,642 | \$516,529 | \$537,245 |
| SP | \$459,081 | \$494,783 | \$543,228 | \$537,926 | \$520,795 | \$478,306 | \$487,124 | \$480,676 | \$468,724 | \$491,717 | \$521,666 | \$544,125 |

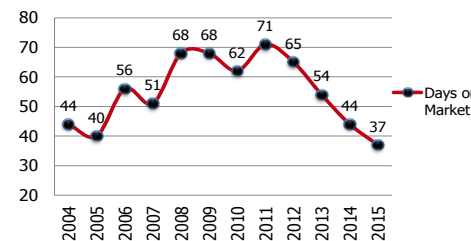
Sales Price to Assessed Value Ratio



Maplewood Monthly Market Trends



Average Days on Market



Number of Units Sold

