

Livingston

September 2016 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|-------|-------------------------|-------------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 1 | 38 Amelia Avenue | CapeCod | 2 | 1.0 | 13 | \$255,000 | \$255,000 | \$260,000 | 101.96% | \$330,000 | 0.79 |
| 2 | 23 Amherst Place | Colonial | 3 | 1.0 | 19 | \$339,900 | \$339,900 | \$325,000 | 95.62% | \$329,200 | 0.99 |
| 3 | 43 Mounthaven Drive | SeeRem | 3 | 1.1 | 22 | \$345,000 | \$345,000 | \$345,000 | 100.00% | \$389,300 | 0.89 |
| 4 | 316 W Northfield Road | Colonial | 3 | 2.2 | 92 | \$395,000 | \$371,000 | \$355,000 | 95.69% | \$401,200 | 0.88 |
| 5 | 194 E Cedar Street | Ranch | 3 | 1.1 | 68 | \$375,000 | \$375,000 | \$360,000 | 96.00% | \$442,200 | 0.81 |
| 6 | 105 Kimball Avenue | Ranch | 3 | 2.0 | 55 | \$385,000 | \$385,000 | \$360,000 | 93.51% | \$402,500 | 0.89 |
| 7 | 15 W McClellan Avenue | Split Level | 3 | 1.1 | 86 | \$459,900 | \$359,000 | \$400,000 | 111.42% | \$377,200 | 1.06 |
| 8 | 21 Laurel Avenue | Colonial | 4 | 3.0 | 143 | \$439,900 | \$439,900 | \$415,000 | 94.34% | \$450,700 | 0.92 |
| 9 | 14 Longacre Drive | Colonial | 4 | 1.1 | 55 | \$511,000 | \$469,000 | \$450,000 | 95.95% | \$402,000 | 1.12 |
| 10 | 193 N Livingston Avenue | Colonial | 4 | 2.0 | 26 | \$449,900 | \$449,900 | \$451,000 | 100.24% | \$388,200 | 1.16 |
| 11 | 37 Bryant Drive | Split Level | 3 | 1.1 | 61 | \$469,000 | \$469,000 | \$452,500 | 96.48% | \$458,700 | 0.99 |
| 12 | 18 Bryant Drive | Split Level | 3 | 1.1 | 77 | \$435,000 | \$435,000 | \$460,000 | 105.75% | \$384,400 | 1.20 |
| 13 | 50 Lincoln Avenue | Colonial | 4 | 2.0 | 66 | \$499,000 | \$499,000 | \$487,250 | 97.65% | \$360,000 | 1.35 |
| 14 | 701 Regal Boulevard | OneFloor | 2 | 2.0 | 1 | \$490,000 | \$490,000 | \$520,000 | 106.12% | \$398,300 | 1.31 |
| 15 | 23 Brandon Avenue | Split Level | 4 | 2.1 | 34 | \$575,000 | \$575,000 | \$547,000 | 95.13% | \$510,200 | 1.07 |
| 16 | 19 Edgemere Road | Bi-Level | 3 | 2.0 | 9 | \$565,000 | \$565,000 | \$565,000 | 100.00% | \$479,100 | 1.18 |
| 17 | 27 Briar Cliff Road | Colonial | 5 | 2.2 | 134 | \$700,000 | \$599,000 | \$595,000 | 99.33% | \$534,300 | 1.11 |
| 18 | 54 Falcon Road | Split Level | 5 | 2.0 | 166 | \$649,000 | \$629,000 | \$625,000 | 99.36% | \$526,300 | 1.19 |
| 19 | 12 Millbrook Court | Colonial | 4 | 2.1 | 13 | \$639,000 | \$639,000 | \$650,000 | 101.72% | \$530,600 | 1.23 |
| 20 | 58 Winged Foot Drive | TwnIntUn | 3 | 3.1 | 41 | \$685,000 | \$685,000 | \$675,000 | 98.54% | \$524,300 | 1.29 |
| 21 | 49 Wychwood Road | Colonial | 4 | 2.1 | 13 | \$699,000 | \$699,000 | \$695,000 | 99.43% | \$625,700 | 1.11 |
| 22 | 7 Westgate Road | Colonial | 4 | 3.1 | 73 | \$769,000 | \$749,000 | \$725,000 | 96.80% | \$654,800 | 1.11 |
| 23 | 4 Cedar Gate Court | TwnIntUn | 3 | 3.1 | 28 | \$809,900 | \$809,900 | \$790,000 | 97.54% | | |
| 24 | 24 Winged Foot Drive | TwnEndUn | 3 | 3.1 | 42 | \$839,000 | \$839,000 | \$800,000 | 95.35% | \$669,700 | 1.19 |
| 25 | 47 Tremont Terrace | Colonial | 4 | 3.1 | 26 | \$850,000 | \$850,000 | \$810,000 | 95.29% | \$761,500 | 1.06 |

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|----------------|------------------------|-------------|--------|-------|-----------|------------------|------------------|------------------|---------------|------------------|-------------|
| 26 | 21 Alpine Way | Contemp | 5 | 3.1 | 15 | \$825,000 | \$825,000 | \$870,000 | 105.45% | \$712,400 | 1.22 |
| 27 | 9 Tarlton Drive | Colonial | 5 | 3.1 | 24 | \$997,000 | \$997,000 | \$997,000 | 100.00% | \$534,500 | 1.87 |
| 28 | 5 Page Place | Split Level | 4 | 3.1 | 15 | \$1,150,000 | \$1,150,000 | \$1,050,000 | 91.30% | \$749,700 | 1.40 |
| 29 | 8 Trafalgar Drive | Colonial | 6 | 5.1 | 76 | \$1,250,000 | \$1,129,000 | \$1,080,000 | 95.66% | \$1,259,000 | 0.86 |
| 30 | 24 Rainbow Ridge Drive | Custom | 4 | 4.2 | 6 | \$995,000 | \$995,000 | \$1,100,000 | 110.55% | \$1,145,300 | 0.96 |
| 31 | 13 Rumson Road | Custom | 5 | 4.1 | 55 | \$1,250,000 | \$1,199,900 | \$1,110,000 | 92.51% | | |
| 32 | 1 Springbrook Place | Colonial | 5 | 3.1 | 43 | \$1,245,000 | \$1,245,000 | \$1,155,000 | 92.77% | \$1,001,100 | 1.15 |
| 33 | 5 Hadrian Drive | Colonial, | 5 | 4.1 | 158 | \$1,475,000 | \$1,399,000 | \$1,289,500 | 92.17% | \$1,233,600 | 1.05 |
| AVERAGE | | | | | 53 | \$691,379 | \$674,561 | \$659,674 | 98.47% | | 1.11 |

"ACTIVE" LISTINGS IN LIVINGSTON

Number of Units: 100
Average List Price: \$1,150,255
Average Days on Market: 114

"UNDER CONTRACT" LISTINGS IN LIVINGSTON

Number of Units: 80
Average List Price: \$721,582
Average Days on Market: 56

Livingston 2016 Year to Date Market Trends

| | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|---------|----------|----------|-----------|
| Days on Market | 67 | 73 | 65 | 52 | 61 | 43 | 50 | 36 | 53 | | | | 52 |
| List Price | \$671,181 | \$586,195 | \$673,159 | \$740,845 | \$681,744 | \$665,438 | \$752,035 | \$768,444 | \$674,561 | | | | \$703,724 |
| Sales Price | \$663,829 | \$571,150 | \$664,179 | \$733,197 | \$685,487 | \$661,786 | \$732,670 | \$736,868 | \$659,674 | | | | \$690,559 |
| Sales Price as a % of List Price | 98.34% | 97.20% | 99.98% | 99.18% | 101.07% | 100.18% | 98.54% | 98.71% | 98.47% | | | | 99.19% |
| Sales Price to Assessed Value | 1.09 | 1.00 | 1.07 | 1.11 | 1.12 | 1.12 | 1.14 | 1.14 | 1.11 | | | | 1.11 |
| # Units Sold | 21 | 20 | 28 | 29 | 43 | 37 | 48 | 59 | 33 | | | | 318 |
| Active Listings | 89 | 107 | 119 | 129 | 151 | 138 | 136 | 115 | 100 | | | | 120 |
| Under Contracts | 71 | 82 | 91 | 106 | 105 | 105 | 96 | 85 | 80 | | | | 91 |

Flashback! YTD 2015 vs YTD 2016

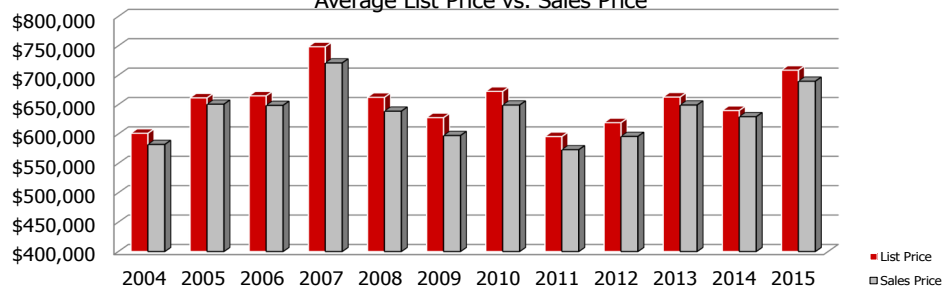
| | 2015 | 2016 | % Change |
|-------------------------------|-----------|-----------|----------|
| Days on Market | 55 | 52 | -4.41% |
| Sales Price | \$685,998 | \$690,559 | 0.66% |
| Assessed Value to Sales Price | 1.08 | 1.11 | 2.52% |



| | 2015 | 2016 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 318 | 318 | 0.00% |
| Active Listings | 145 | 100 | -31.03% |
| Under Contracts | 68 | 80 | 17.65% |

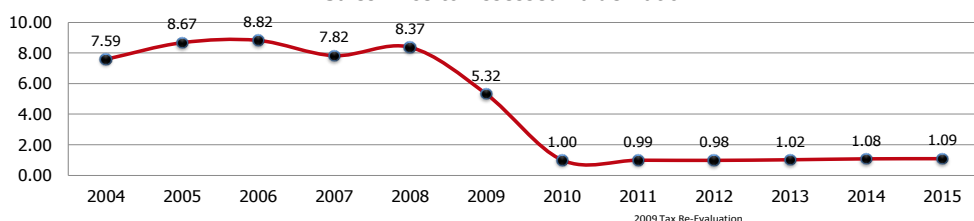
Livingston Yearly Market Trends

Average List Price vs. Sales Price



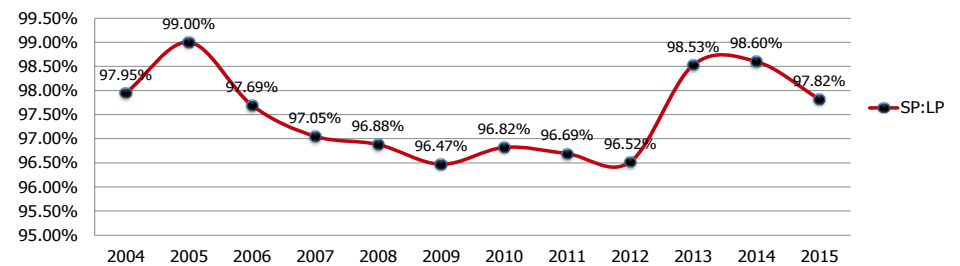
| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$601,135 | \$661,426 | \$664,870 | \$748,413 | \$662,317 | \$627,865 | \$672,470 | \$595,503 | \$619,248 | \$662,845 | \$639,989 | \$708,512 |
| 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 |

Sales Price to Assessed Value Ratio

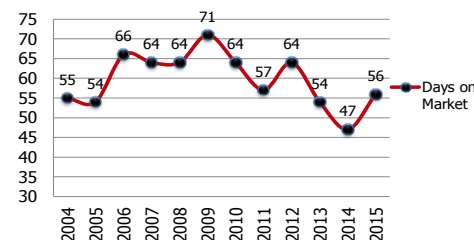


Livingston Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

