

West Orange

July 2017 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|-------|---------------------------|-------------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 1 | 31 Liberty Street | Colonial | 2 | 1.1 | 185 | \$150,000 | \$120,612 | \$120,000 | 99.49% | \$178,300 | 0.67 |
| 2 | 135 Chestnut Street | Colonial | 4 | 2.1 | 33 | \$179,000 | \$179,000 | \$190,000 | 106.15% | \$235,800 | 0.81 |
| 3 | 19 Carolina Avenue | CapeCod | 3 | 1.1 | 150 | \$239,900 | \$239,900 | \$250,000 | 104.21% | \$242,800 | 1.03 |
| 4 | 20 Fitzrandolph Road | RanchExp | 3 | 1.1 | 15 | \$249,900 | \$249,900 | \$252,500 | 101.04% | \$257,900 | 0.98 |
| 5 | 5 Jones Place | Colonial | 3 | 2.0 | 15 | \$259,900 | \$259,900 | \$279,000 | 107.35% | \$256,600 | 1.09 |
| 6 | 232 Crescenzi Court | TwnIntUn | 2 | 2.1 | 43 | \$299,900 | \$285,000 | \$280,000 | 98.25% | \$272,800 | 1.03 |
| 7 | 25 Oxford Terrace | Colonial | 4 | 1.2 | 20 | \$299,000 | \$299,000 | \$290,000 | 96.99% | \$302,800 | 0.96 |
| 8 | 14 Curtis Avenue | Custom | 4 | 1.2 | 41 | \$349,900 | \$349,900 | \$300,000 | 85.74% | \$339,700 | 0.88 |
| 9 | 56 Davey Drive | TwnIntUn | 3 | 2.1 | 61 | \$340,000 | \$315,000 | \$305,000 | 96.83% | \$329,900 | 0.92 |
| 10 | 79 Vacca Drive | TwnEndUn | 2 | 2.0 | 9 | \$299,000 | \$299,000 | \$310,000 | 103.68% | \$220,000 | 1.41 |
| 11 | 5 Fowler Drive | TwnIntUn | 3 | 2.1 | 105 | \$370,000 | \$325,000 | \$315,000 | 96.92% | \$318,100 | 0.99 |
| 12 | 346 Gregory Avenue | Tudor | 3 | 1.1 | 29 | \$349,000 | \$325,000 | \$320,000 | 98.46% | \$288,600 | 1.11 |
| 13 | 250 Clarken Drive | TwnEndUn | 2 | 2.1 | 22 | \$330,000 | \$330,000 | \$325,000 | 98.48% | \$321,700 | 1.01 |
| 14 | 366 Stiles Court | TwnIntUn | 3 | 2.1 | 30 | \$345,000 | \$319,000 | \$325,000 | 101.88% | \$288,900 | 1.12 |
| 15 | 55 Laurel Avenue | Colonial | 3 | 1.1 | 16 | \$339,900 | \$339,900 | \$330,000 | 97.09% | \$305,000 | 1.08 |
| 16 | 491 Mount Pleasant Avenue | Custom | 3 | 2.1 | 12 | \$335,000 | \$335,000 | \$335,000 | 100.00% | \$376,700 | 0.89 |
| 17 | 35 Nestro Road | CapeCod | 4 | 1.1 | 82 | \$359,000 | \$359,000 | \$340,000 | 94.71% | \$236,300 | 1.44 |
| 18 | 17 Beech Road | Ranch | 3 | 2.0 | 11 | \$339,000 | \$339,000 | \$350,527 | 103.40% | \$269,700 | 1.30 |
| 19 | 57 Maple Avenue | Ranch | 3 | 2.1 | 24 | \$349,000 | \$349,000 | \$352,500 | 101.00% | \$292,300 | 1.21 |
| 20 | 15 Rutgers Street | Split Level | 3 | 2.0 | 55 | \$350,000 | \$350,000 | \$355,000 | 101.43% | \$278,300 | 1.28 |
| 21 | 8 Holmes Street | CapeCod | 4 | 2.0 | 65 | \$370,000 | \$370,000 | \$360,000 | 97.30% | \$228,400 | 1.58 |
| 22 | 46 Robertson Road | CapeCod | 5 | 2.0 | 22 | \$379,000 | \$379,000 | \$364,000 | 96.04% | \$281,200 | 1.29 |
| 23 | 57 Rollinson Street | Colonial | 3 | 1.1 | 12 | \$329,000 | \$329,000 | \$365,000 | 110.94% | \$255,300 | 1.43 |
| 24 | 242 Crescenzi Court | TwnIntUn | 3 | 2.2 | 59 | \$399,000 | \$374,000 | \$365,000 | 97.59% | \$330,000 | 1.11 |
| 25 | 3 Mount Pleasant Place | Colonial | 3 | 1.2 | 8 | \$350,000 | \$350,000 | \$365,000 | 104.29% | \$269,200 | 1.36 |

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| 26 | 81 Lapis Circle | TwnEndUn | 3 | 2.1 | 40 | \$355,000 | \$355,000 | \$370,000 | 104.23% | \$349,400 | 1.06 |
| 27 | 40 Moore Terrace | Colonial | 3 | 1.1 | 68 | \$419,000 | \$379,000 | \$374,000 | 98.68% | \$276,300 | 1.35 |
| 28 | 51 Davey Drive | TwnEndUn | 3 | 2.1 | 115 | \$405,000 | \$399,900 | \$375,000 | 93.77% | \$360,400 | 1.04 |
| 29 | 71 Glen View Drive | TwnEndUn | 3 | 2.0 | 18 | \$360,000 | \$360,000 | \$377,000 | 104.72% | \$280,600 | 1.34 |
| 30 | 189 Clarcken Drive | TwnEndUn | 2 | 2.1 | 23 | \$399,000 | \$399,000 | \$379,000 | 94.99% | \$327,600 | 1.16 |
| 31 | 241 Crescenzi Court | TwnIntUn | 3 | 2.1 | 12 | \$399,900 | \$399,900 | \$380,000 | 95.02% | \$313,300 | 1.21 |
| 32 | 38 Greenwood Avenue | Split Level | 3 | 1.1 | 16 | \$349,800 | \$349,800 | \$385,000 | 110.06% | \$323,300 | 1.19 |
| 33 | 18 Colonial Woods Drive | Bi-Level | 4 | 3.0 | 13 | \$364,000 | \$364,000 | \$390,000 | 107.14% | \$339,000 | 1.15 |
| 34 | 12 Westminster Terrace | Split Level | 3 | 2.0 | 23 | \$390,000 | \$390,000 | \$395,000 | 101.28% | \$272,800 | 1.45 |
| 35 | 65 Crestmont Road | Split Level | 3 | 2.1 | 25 | \$395,000 | \$395,000 | \$395,000 | 100.00% | \$318,500 | 1.24 |
| 36 | 174 Dezenzo Road | TwnEndUn | 3 | 2.1 | 10 | \$399,000 | \$399,000 | \$399,000 | 100.00% | \$314,800 | 1.27 |
| 37 | 80 Lessing Road | CapeCod | 4 | 2.0 | 21 | \$395,000 | \$395,000 | \$400,000 | 101.27% | \$306,100 | 1.31 |
| 38 | 28 Old Salem Road | CapeCod | 3 | 1.1 | 9 | \$389,000 | \$389,000 | \$401,709 | 103.27% | \$270,500 | 1.49 |
| 39 | 405 Digaetano Terrace | TwnIntUn | 3 | 3.1 | 85 | \$424,999 | \$424,999 | \$425,000 | 100.00% | \$327,700 | 1.30 |
| 40 | 165 Dezenzo Lane | TwnEndUn | 3 | 2.1 | 65 | \$450,000 | \$425,000 | \$430,000 | 101.18% | \$314,100 | 1.37 |
| 41 | 45 Lawrence Avenue | Colonial | 3 | 1.1 | 15 | \$425,000 | \$425,000 | \$430,000 | 101.18% | \$340,000 | 1.26 |
| 42 | 188 Zeppi Lane | TwnIntUn | 3 | 2.1 | 49 | \$449,999 | \$449,999 | \$440,000 | 97.78% | \$323,900 | 1.36 |
| 43 | 6 Blackburne Terrace | Bi-Level | 4 | 2.0 | 14 | \$439,000 | \$439,000 | \$440,000 | 100.23% | \$339,100 | 1.30 |
| 44 | 28 Schindler Terrace | TwnIntUn | 2 | 2.1 | 19 | \$429,000 | \$429,000 | \$445,000 | 103.73% | \$329,400 | 1.35 |
| 45 | 17 Gavin Road | Split Level | 4 | 2.1 | 28 | \$469,900 | \$469,900 | \$462,000 | 98.32% | \$355,300 | 1.30 |
| 46 | 10 Gavin Road | Bi-Level | 4 | 2.1 | 16 | \$475,000 | \$475,000 | \$475,000 | 100.00% | \$343,600 | 1.38 |
| 47 | 169 Clarcken Drive | TwnEndUn | 3 | 3.1 | 9 | \$429,000 | \$429,000 | \$485,000 | 113.05% | \$400,600 | 1.21 |
| 48 | 52 Wildwood Avenue | Ranch | 3 | 2.1 | 343 | \$519,000 | \$519,000 | \$490,000 | 94.41% | \$389,500 | 1.26 |
| 49 | 18 Arverne Road | Ranch | 5 | 3.1 | 26 | \$489,900 | \$489,900 | \$495,000 | 101.04% | \$455,800 | 1.09 |
| 50 | 47 Colony Drive E | Tudor | 4 | 3.1 | 12 | \$499,000 | \$499,000 | \$499,000 | 100.00% | \$404,900 | 1.23 |

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| 51 | 59 Gregory Avenue | Tudor | 5 | 3.0 | 169 | \$549,100 | \$549,100 | \$501,000 | 91.24% | \$790,100 | 0.63 |
| 52 | 249 Gregory Avenue | Colonial | 4 | 2.2 | 22 | \$515,000 | \$515,000 | \$510,000 | 99.03% | \$391,300 | 1.30 |
| 53 | 24 Blackstock Road | Split Level | 4 | 2.1 | 28 | \$595,000 | \$595,000 | \$572,000 | 96.13% | \$388,000 | 1.47 |
| 54 | 608 Mount Pleasant Avenue | Colonial | 4 | 3.1 | 111 | \$651,585 | \$599,000 | \$575,000 | 95.99% | | |
| 55 | 36 Underwood Drive | Colonial | 4 | 2.1 | 24 | \$589,000 | \$589,000 | \$575,000 | 97.62% | \$425,000 | 1.35 |
| 56 | 67 Burnett Terrace | RanchExp | 4 | 3.0 | 15 | \$569,900 | \$569,900 | \$581,900 | 102.11% | \$450,000 | 1.29 |
| 57 | 6 Essex Terrace | RanchRas | 4 | 2.1 | 9 | \$585,000 | \$585,000 | \$585,000 | 100.00% | \$500,000 | 1.17 |
| 58 | 1 Cummings Circle | TwnEndUn | 4 | 3.1 | 0 | \$585,000 | \$585,000 | \$585,000 | 100.00% | \$331,600 | 1.76 |
| 59 | 106 Edgewood Avenue | Ranch | 4 | 2.1 | 4 | \$589,900 | \$589,900 | \$589,000 | 99.85% | \$450,400 | 1.31 |
| 60 | 20 Cannon Street | Colonial | 4 | 3.1 | 24 | \$643,000 | \$643,000 | \$659,500 | 102.57% | \$540,300 | 1.22 |
| 61 | 10 Kovach Court | TwnIntUn | 4 | 3.1 | 129 | \$715,000 | \$695,000 | \$695,000 | 100.00% | \$666,400 | 1.04 |
| 62 | 2 Donlavage Way | TwnEndUn | 4 | 4.1 | 82 | \$769,000 | \$720,000 | \$698,000 | 96.94% | \$712,700 | 0.98 |
| 63 | 10 Wadams Court | Colonial | 5 | 4.1 | 18 | \$774,900 | \$774,900 | \$768,000 | 99.11% | \$679,400 | 1.13 |
| 64 | 41 Ridge Road | Colonial | 6 | 5.1 | 17 | \$999,000 | \$999,000 | \$965,000 | 96.60% | \$522,600 | 1.85 |
| 65 | 511 Smith Manor Boulevard | OneFloor | 2 | 2.0 | 11 | \$250,000 | \$250,000 | | | \$206,200 | |
| AVERAGE | | | | | 44 | \$428,604 | \$422,743 | \$424,057 | 100.03% | | 1.21 |

"ACTIVE" Listings in West Orange

Number of Units: 204
Average List Price: \$554,870
Average Days on Market: 83

"UNDER CONTRACT" Listings in West Orange

Number of Units: 165
Average List Price: \$397,828
Average Days on Market: 73

West Orange 2017 Year to Date Market Trends

| | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|--------|-----------|---------|----------|----------|-----------|
| Days on Market | 103 | 69 | 69 | 75 | 47 | 39 | 44 | | | | | | 58 |
| List Price | \$370,136 | \$329,703 | \$366,603 | \$420,404 | \$400,644 | \$418,067 | \$422,743 | | | | | | \$396,236 |
| Sales Price | \$371,554 | \$320,635 | \$362,258 | \$411,654 | \$400,238 | \$419,635 | \$424,057 | | | | | | \$394,438 |
| Sales Price as a % of List Price | 103.26% | 96.77% | 98.64% | 99.64% | 100.22% | 100.22% | 100.03% | | | | | | 99.86% |
| Sales Price to Assessed Value | 1.13 | 1.07 | 1.13 | 1.14 | 1.22 | 1.17 | 1.21 | | | | | | 1.16 |
| # Units Sold | 36 | 38 | 48 | 39 | 54 | 91 | 65 | | | | | | 371 |
| Active Listings | 191 | 193 | 200 | 211 | 227 | 221 | 204 | | | | | | 207 |
| Under Contracts | 114 | 125 | 159 | 178 | 195 | 178 | 165 | | | | | | 159 |

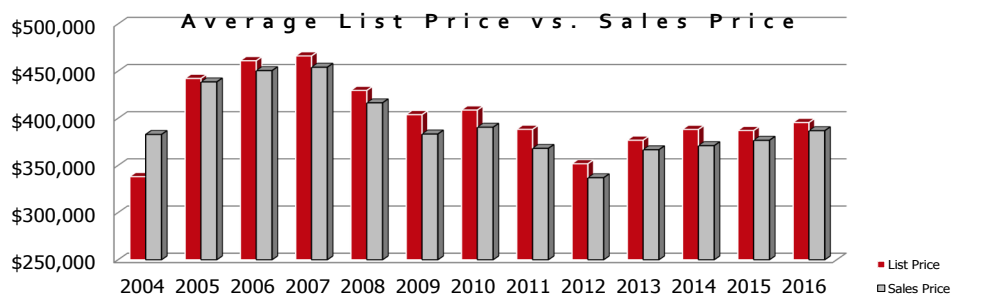
Flashback! YTD 2016 vs YTD 2017

| YTD | 2016 | 2017 | % Change |
|-------------------------------|-----------|-----------|----------|
| Days on Market | 75 | 58 | -22.14% |
| Sales Price | \$387,806 | \$394,438 | 1.71% |
| Sales Price to Assessed Value | 1.17 | 1.16 | -0.98% |

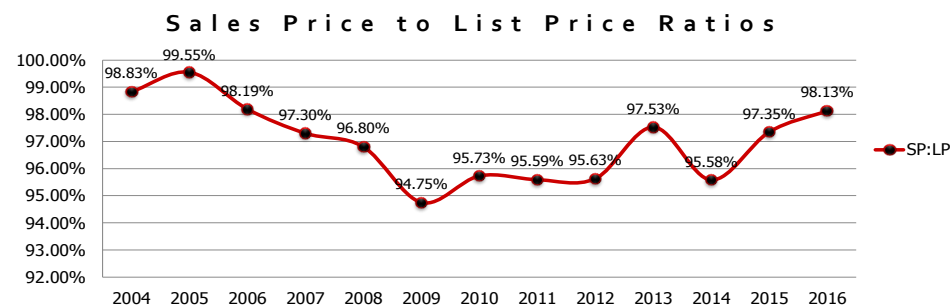


| | 2016 | 2017 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 371 | 371 | 0.00% |
| Active Listings | 270 | 204 | -24.44% |
| Under Contracts | 178 | 165 | -7.30% |

West Orange Yearly Market Trends



West Orange Yearly Market Trends



| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$338,108 | \$442,208 | \$460,981 | \$466,047 | \$429,481 | \$403,847 | \$408,694 | \$388,271 | \$351,758 | \$376,734 | \$388,179 | \$386,990 | \$395,480 |
| SP | \$382,805 | \$438,534 | \$450,493 | \$454,083 | \$416,376 | \$383,302 | \$390,469 | \$368,090 | \$336,975 | \$366,635 | \$378,978 | \$376,639 | \$386,821 |

