



# Livingston

## November 2021 Market Snapshot

| Units | Address                     | Style       | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP   | Total Assessment | SP:AV |
|-------|-----------------------------|-------------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 1     | 123 Meadowbrook Road        | Tudor       | 2      | 1.1   | 48  | \$457,000        | \$439,900  | \$419,000   | 95.25%  | \$382,700        | 1.09  |
| 2     | 20 Wardell Road             | CapeCod     | 2      | 1.0   | 18  | \$400,000        | \$400,000  | \$427,777   | 106.94% | \$312,800        | 1.37  |
| 3     | 121 Meadowbrook Road        | Ranch       | 2      | 1.0   | 53  | \$449,900        | \$449,900  | \$440,000   | 97.80%  | \$349,600        | 1.26  |
| 4     | 35 Burnet Street            | Ranch       | 2      | 1.0   | 6   | \$449,500        | \$449,500  | \$449,500   | 100.00% | \$400,000        | 1.12  |
| 5     | 34 Crescent Road            | Colonial    | 3      | 1.0   | 1   | \$469,000        | \$469,000  | \$469,000   | 100.00% | \$413,800        | 1.13  |
| 6     | 21 Concord Drive            | Colonial    | 3      | 2.0   | 43  | \$539,000        | \$525,000  | \$490,000   | 93.33%  | \$446,800        | 1.10  |
| 7     | 3 Salem Place               | Colonial    | 3      | 2.1   | 26  | \$450,000        | \$450,000  | \$505,000   | 112.22% | \$435,200        | 1.16  |
| 8     | 117 Regal Boulevard         | TwndEndUn   | 2      | 2.1   | 27  | \$522,000        | \$522,000  | \$522,000   | 100.00% | \$495,300        | 1.05  |
| 9     | 79 Fellswood Drive          | Colonial    | 3      | 2.0   | 47  | \$588,000        | \$569,000  | \$550,000   | 96.66%  | \$468,300        | 1.17  |
| 10    | 45 Fellswood Drive          | Ranch       | 3      | 2.0   | 35  | \$575,000        | \$575,000  | \$565,000   | 98.26%  | \$498,700        | 1.13  |
| 11    | 458 S Livingston Avenue     | Colonial    | 3      | 1.1   | 8   | \$549,000        | \$549,000  | \$568,000   | 103.46% | \$404,000        | 1.41  |
| 12    | 62 Belmont Drive            | Split Level | 3      | 2.0   | 59  | \$685,000        | \$609,000  | \$590,000   | 96.88%  | \$545,600        | 1.08  |
| 13    | 185 E Northfield Road       | Ranch       | 3      | 2.0   | 14  | \$599,000        | \$599,000  | \$599,000   | 100.00% | \$482,800        | 1.24  |
| 14    | 30 Midway Drive             | Colonial    | 4      | 2.1   | 45  | \$628,000        | \$628,000  | \$612,000   | 97.45%  | \$498,200        | 1.23  |
| 15    | 4 Blackstone Drive          | Split Level | 4      | 2.0   | 95  | \$659,000        | \$639,000  | \$615,000   | 96.24%  | \$589,100        | 1.04  |
| 16    | 13 Crescent Road            | Colonial    | 3      | 2.1   | 43  | \$629,900        | \$629,900  | \$629,900   | 100.00% | \$507,300        | 1.24  |
| 17    | 166 W Mount Pleasant Avenue | Bi-Level    | 4      | 2.0   | 14  | \$639,000        | \$639,000  | \$645,000   | 100.94% | \$464,000        | 1.39  |
| 18    | 16 Village Drive            | Colonial    | 3      | 2.0   | 18  | \$679,000        | \$679,000  | \$659,000   | 97.05%  | \$477,600        | 1.38  |
| 19    | 75 Mounthaven Drive         | Colonial    | 3      | 2.2   | 41  | \$729,900        | \$699,800  | \$675,000   | 96.46%  |                  |       |
| 20    | 17 Shrewsbury Drive         | Split Level | 4      | 2.1   | 55  | \$770,000        | \$729,000  | \$690,000   | 94.65%  | \$605,800        | 1.14  |



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| 21    | 57 Ashwood Drive          | Custom      | 3      | 2.0   | 9   | \$680,000        | \$680,000   | \$700,000   | 102.94% | \$555,700        | 1.26  |
| 22    | 4 Falcon Road             | Bi-Level    | 4      | 3.0   | 16  | \$739,000        | \$739,000   | \$720,000   | 97.43%  |                  |       |
| 23    | 8 Bear Brook Lane         | Split Level | 4      | 2.1   | 61  | \$799,000        | \$749,000   | \$749,000   | 100.00% | \$656,500        | 1.14  |
| 24    | 28 Scarsdale Drive        | Colonial    | 5      | 4.0   | 62  | \$824,900        | \$749,900   | \$760,000   | 101.35% | \$600,400        | 1.27  |
| 25    | 22 Glannon Road           | Colonial    | 3      | 3.1   | 26  | \$747,400        | \$747,400   | \$770,000   | 103.02% |                  |       |
| 26    | 117 Beaufort Avenue       | Colonial    | 4      | 3.1   | 31  | \$848,000        | \$799,000   | \$790,000   | 98.87%  | \$701,700        | 1.13  |
| 27    | 62 Virginia Avenue        | Colonial    | 4      | 2.1   | 8   | \$825,000        | \$825,000   | \$800,000   | 96.97%  | \$600,500        | 1.33  |
| 28    | 46 Shadowlawn Drive       | Split Level | 3      | 3.0   | 15  | \$780,000        | \$780,000   | \$804,000   | 103.08% | \$609,900        | 1.32  |
| 29    | 59 Winged Foot Drive      | TwEndUn     | 3      | 3.1   | 92  | \$830,000        | \$830,000   | \$805,000   | 96.99%  | \$774,800        | 1.04  |
| 30    | 3 Sylvan Court            | Split Level | 4      | 3.0   | 34  | \$875,000        | \$875,000   | \$875,000   | 100.00% | \$693,900        | 1.26  |
| 31    | 49 Lincoln Avenue         | Colonial    | 4      | 3.1   | 17  | \$875,000        | \$875,000   | \$875,000   | 100.00% | \$649,800        | 1.35  |
| 32    | 11 Falcon Road            | Colonial    | 4      | 2.1   | 6   | \$795,000        | \$795,000   | \$879,000   | 110.57% | \$645,500        | 1.36  |
| 33    | 28 Sycamore Avenue        | Colonial    | 6      | 3.1   | 37  | \$949,000        | \$949,000   | \$910,000   | 95.89%  | \$830,900        | 1.10  |
| 34    | 7 Carillon Circle         | Colonial    | 4      | 4.1   | 46  | \$999,999        | \$999,999   | \$965,000   | 96.50%  | \$961,700        | 1.00  |
| 35    | 44 Virginia Avenue        | Colonial    | 5      | 3.2   | 18  | \$1,150,000      | \$1,150,000 | \$1,160,000 | 100.87% |                  |       |
| 36    | 45 Tremont Terrace        | Colonial    | 4      | 3.0   | 11  | \$1,150,000      | \$1,150,000 | \$1,160,000 | 100.87% | \$890,000        | 1.30  |
| 37    | 38 Bryant Drive           | Custom      | 6      | 5.1   | 231 | \$1,200,000      | \$1,200,000 | \$1,200,000 | 100.00% |                  |       |
| 38    | 6 Scott Terrace           | Colonial    | 5      | 5.0   | 168 | \$1,200,000      | \$1,200,000 | \$1,200,000 | 100.00% |                  |       |
| 39    | 28 Melrose Drive          | Colonial    | 5      | 4.1   | 23  | \$1,200,000      | \$1,200,000 | \$1,200,000 | 100.00% |                  |       |
| 40    | 30 Mount Pleasant Parkway | Colonial    | 4      | 4.0   | 8   | \$1,200,000      | \$1,200,000 | \$1,200,000 | 100.00% | \$893,400        | 1.34  |



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|---------|------------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 41      | 15 Fawn Drive          | Colonial | 5      | 3.1   | 1   | \$1,275,000      | \$1,275,000 | \$1,275,000 | 100.00% | \$1,010,400      | 1.26  |
| 42      | 9 Fawn Drive           | Custom   | 5      | 4.1   | 46  | \$1,175,000      | \$1,175,000 | \$1,300,000 | 110.64% | \$1,212,600      | 1.07  |
| 43      | 28 Rainbow Ridge Drive | Contemp  | 4      | 3.1   | 8   | \$1,350,000      | \$1,350,000 | \$1,425,000 | 105.56% | \$1,082,500      | 1.32  |
| 44      | 8 Rosewood Court       | Colonial | 5      | 4.0   | 1   | \$1,350,000      | \$1,350,000 | \$1,478,000 | 109.48% |                  |       |
| 45      | 84 Force Hill Road     | Custom   | 5      | 5.1   | 12  | \$2,199,000      | \$2,199,000 | \$2,169,000 | 98.64%  |                  |       |
| AVERAGE |                        |          |        |       | 37  | \$832,967        | \$824,273   | \$828,648   | 100.29% |                  | 1.21  |

### *Active* Listings in Livingston

Number of Units: 35  
Average List Price: \$1,191,768  
Average Days on Market: 68

### *Under Contract* Listings in Livingston

Number of Units: 76  
Average List Price: \$1,135,942  
Average Days on Market: 46

# Livingston 2021 Year to Date Market Trends

| YTD             | January   | February  | March     | April     | May       | June      | July      | August    | September | October   | November  | December | YTD AVG   |
|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|-----------|
| Days on Market  | 34        | 35        | 37        | 44        | 46        | 40        | 22        | 32        | 32        | 28        | 37        |          | 34        |
| List Price      | \$726,755 | \$786,774 | \$748,685 | \$733,587 | \$819,816 | \$842,824 | \$847,277 | \$934,858 | \$895,892 | \$863,587 | \$824,273 |          | \$837,425 |
| Sales Price     | \$708,150 | \$781,457 | \$755,731 | \$753,129 | \$828,956 | \$856,964 | \$860,062 | \$926,040 | \$908,576 | \$865,308 | \$828,648 |          | \$843,406 |
| SP:LP%          | 97.97%    | 100.84%   | 101.69%   | 104.01%   | 101.63%   | 102.47%   | 102.77%   | 100.40%   | 101.85%   | 100.95%   | 100.29%   |          | 101.53%   |
| SP to AV        | 1.07      | 1.16      | 1.18      | 1.18      | 1.16      | 1.19      | 1.21      | 1.14      | 1.21      | 1.20      | 1.21      |          | 1.18      |
| # Units Sold    | 20        | 23        | 26        | 31        | 37        | 58        | 56        | 53        | 53        | 39        | 45        |          | 441       |
| 3 Mo Rate of Ab | 2.05      | 2.39      | 2.48      | 2.49      | 2.06      | 1.97      | 1.72      | 1.43      | 1.46      | 1.19      | 0.88      |          | 1.83      |
| Active Listings | 68        | 64        | 66        | 65        | 67        | 76        | 83        | 76        | 77        | 53        | 35        |          | 66        |
| Under Contracts | 67        | 70        | 82        | 118       | 131       | 120       | 109       | 99        | 85        | 95        | 76        |          | 96        |

## Flashback! YTD 2020 vs YTD 2021

| YTD         | 2020      | 2021      | % Change |
|-------------|-----------|-----------|----------|
| DOM         | 42        | 34        | -18.65%  |
| Sales Price | \$798,379 | \$843,406 | 5.64%    |
| LP:SP       | 99.11%    | 101.53%   | 2.44%    |
| SP:AV       | 1.15      | 1.18      | 2.71%    |



| YTD             | 2020 | 2021 | % Change |
|-----------------|------|------|----------|
| # Units Sold    | 427  | 441  | 3.28%    |
| Rate of Ab 3 Mo | 1.50 | 0.88 | -41.33%  |
| Actives         | 87   | 35   | -59.77%  |
| Under Contracts | 66   | 76   | 15.15%   |

## Livingston Yearly Market Trends

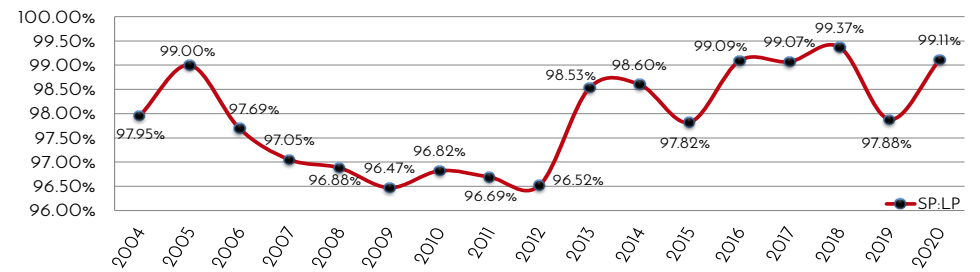
Average List Price vs. Sales Price



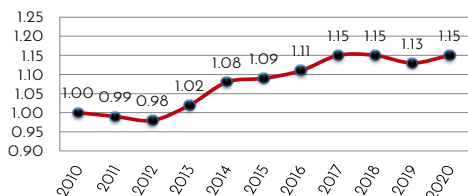
| Year | 2004      | 2005      | 2006      | 2007      | 2008      | 2009      | 2010      | 2011      | 2012      | 2013      | 2014      | 2015      | 2016      | 2017      | 2018      | 2019      | 2020      |
|------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP   | \$601,135 | \$661,426 | \$664,870 | \$748,415 | \$662,317 | \$627,865 | \$672,470 | \$595,503 | \$619,249 | \$662,845 | \$639,989 | \$615,078 | \$690,777 | \$742,206 | \$722,917 | \$745,346 | \$809,553 |
| SP   | \$582,177 | \$650,679 | \$648,695 | \$720,875 | \$638,797 | \$597,355 | \$649,233 | \$573,206 | \$595,914 | \$649,260 | \$629,350 | \$652,729 | \$677,959 | \$729,648 | \$713,672 | \$724,006 | \$795,418 |

## Livingston Yearly Market Trends

Sales Price to List Price Ratios



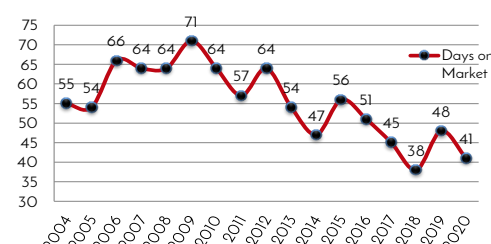
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

