

West Orange

January 2019 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|-------|--------------------------|-------------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 1 | 43 Conforti Avenue | TwnEndUn | 1 | 1.0 | 46 | \$159,000 | \$159,000 | \$159,000 | 100.00% | \$120,000 | 1.33 |
| 2 | 40 Johnson Road | Colonial | 3 | 2.0 | 686 | \$280,000 | \$270,000 | \$170,000 | 62.96% | \$265,200 | 0.64 |
| 3 | 53 Kirk Street | Colonial | 3 | 2.0 | 27 | \$199,000 | \$199,000 | \$175,000 | 87.94% | \$219,300 | 0.80 |
| 4 | 10 Smith Manor Boulevard | HighRise | 2 | 2.0 | 60 | \$220,000 | \$220,000 | \$220,000 | 100.00% | \$206,200 | 1.07 |
| 5 | 24 Hutton Avenue | OneFloor | 3 | 2.0 | 41 | \$259,900 | \$249,900 | \$245,000 | 98.04% | \$195,000 | 1.26 |
| 6 | 6 Orange Heights Avenue | Tudor | 3 | 1.2 | 15 | \$279,000 | \$279,000 | \$290,000 | 103.94% | \$279,800 | 1.04 |
| 7 | 41 Musano Court | TwnIntUn | 2 | 2.1 | 7 | \$305,000 | \$305,000 | \$306,000 | 100.33% | \$208,000 | 1.47 |
| 8 | 52 Fairway Avenue | Split Level | 4 | 2.0 | 91 | \$359,000 | \$339,000 | \$319,000 | 94.10% | \$276,000 | 1.16 |
| 9 | 37 Moore Terrace | Colonial | 4 | 3.0 | 78 | \$359,000 | \$339,000 | \$336,000 | 99.12% | \$285,100 | 1.18 |
| 10 | 40 Porter Road | Split Level | 3 | 2.0 | 13 | \$350,000 | \$350,000 | \$355,000 | 101.43% | \$310,200 | 1.14 |
| 11 | 54 Phyllis Road | CapeCod | 4 | 1.1 | 7 | \$359,000 | \$359,000 | \$365,000 | 101.67% | \$252,400 | 1.45 |
| 12 | 78 Hillside Avenue | Victorian | 4 | 2.1 | 20 | \$339,000 | \$339,000 | \$365,300 | 107.76% | \$370,400 | 0.99 |
| 13 | 18 S Undercliff Terrace | Ranch | 3 | 2.0 | 12 | \$375,000 | \$375,000 | \$375,000 | 100.00% | \$348,400 | 1.08 |
| 14 | 11 Davey Drive | TwnEndUn | 3 | 3.0 | 36 | \$399,000 | \$399,000 | \$389,000 | 97.49% | \$402,300 | 0.97 |
| 15 | 31 Dartmouth Road | Colonial | 3 | 2.1 | 168 | \$434,000 | \$399,000 | \$392,000 | 98.25% | \$375,000 | 1.05 |
| 16 | 47 Mullarkey Drive | TwnIntUn | 2 | 3.1 | 1 | \$425,000 | \$425,000 | \$407,500 | 95.88% | \$366,700 | 1.11 |
| 17 | 150 Mitchell Street | Colonial | 3 | 2.0 | 12 | \$415,000 | \$415,000 | \$408,000 | 98.31% | \$357,200 | 1.14 |
| 18 | 104 Barringer Court | TwnIntUn | 3 | 3.0 | 1 | \$449,500 | \$449,500 | \$425,000 | 94.55% | \$317,700 | 1.34 |
| 19 | 4 Chestnut Road | Colonial | 3 | 1.1 | 118 | \$499,000 | \$449,000 | \$429,000 | 95.55% | \$333,200 | 1.29 |
| 20 | 16 Mc Manus Court | TwnEndUn | 3 | 2.1 | 47 | \$449,000 | \$449,000 | \$430,000 | 95.77% | \$371,100 | 1.16 |

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|---------|-------------------------|----------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 21 | 1 Roosevelt Avenue | Colonial | 4 | 3.1 | 17 | \$469,000 | \$469,000 | \$475,000 | 101.28% | \$311,600 | 1.52 |
| 22 | 10 Mullarkey Drive | TwndUn | 2 | 3.1 | 15 | \$559,000 | \$559,000 | \$500,000 | 89.45% | \$343,500 | 1.46 |
| 23 | 70 Colonial Woods Drive | Colonial | 4 | 2.1 | 71 | \$599,900 | \$599,900 | \$514,900 | 85.83% | | |
| 24 | 26 Overlook Avenue | Colonial | 4 | 2.2 | 19 | \$559,000 | \$549,000 | \$533,500 | 97.18% | \$317,900 | 1.68 |
| 25 | 10 Edgehill Court | Colonial | 3 | 2.1 | 69 | \$574,000 | \$574,000 | \$550,000 | 95.82% | \$407,500 | 1.35 |
| 26 | 7 Ash Avenue | Contemp | 3 | 3.0 | 63 | \$599,000 | \$599,000 | \$590,000 | 98.50% | \$450,000 | 1.31 |
| 27 | 54 Whalen Court | TwndUn | 3 | 4.1 | 41 | \$672,000 | \$672,000 | \$651,500 | 96.95% | \$541,700 | 1.20 |
| 28 | 19 Fredericks Street | TwndUn | 3 | 4.1 | 35 | \$674,900 | \$674,900 | \$655,000 | 97.05% | \$726,200 | 0.90 |
| 29 | 24 Eagle Rdige Way | Contemp | 4 | 3.0 | 149 | \$1,150,000 | \$899,900 | \$820,000 | 91.12% | \$477,300 | 1.72 |
| 30 | 84 Mountain Avenue | Colonial | 4 | 5.1 | 47 | \$849,000 | \$849,000 | \$830,000 | 97.76% | \$810,000 | 1.02 |
| AVERAGE | | | | | 67 | \$453,973 | \$440,470 | \$422,690 | 96.13% | | 1.20 |

"Active" Listings in West Orange

Number of Units: 165
 Average List Price: \$577,771
 Average Days on Market: 91

"Under Contract" Listings in West Orange

Number of Units: 108
 Average List Price: \$426,835
 Average Days on Market: 78

West Orange 2019 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-----------------|-----------|----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|------------|
| Days on Market | 67 | | | | | | | | | | | | 67 |
| List Price | \$440,470 | | | | | | | | | | | | \$ 440,470 |
| Sales Price | \$422,690 | | | | | | | | | | | | \$ 422,690 |
| SP:LP% | 96.13% | | | | | | | | | | | | 96.13% |
| SP to AV | 1.20 | | | | | | | | | | | | 1.20 |
| # Units Sold | 30 | | | | | | | | | | | | 30 |
| 3 Mo Rate of Ab | 3.45 | | | | | | | | | | | | 3.45 |
| Active Listings | 165 | | | | | | | | | | | | 165 |
| Under Contracts | 108 | | | | | | | | | | | | 108 |

Flashback! YTD 2018 vs YTD 2019

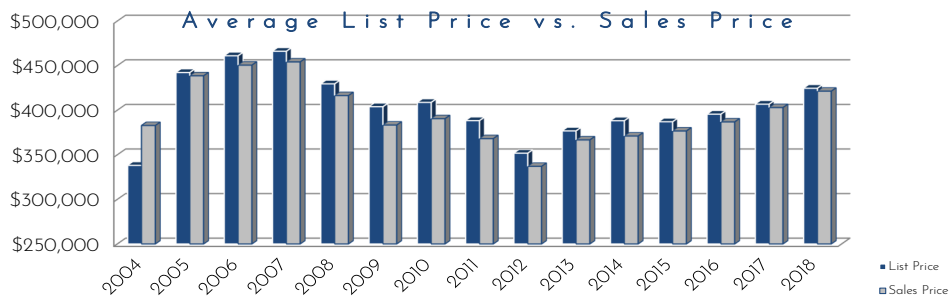
| YTD | 2018 | 2019 | % Change |
|-------------|-----------|-----------|----------|
| DOM | 78 | 67 | -14.31% |
| Sales Price | \$452,650 | \$422,690 | -6.62% |
| LP:SP | 100.17% | 96.13% | -4.03% |
| SP:AV | 1.21 | 1.20 | -1.20% |

Prominent Properties

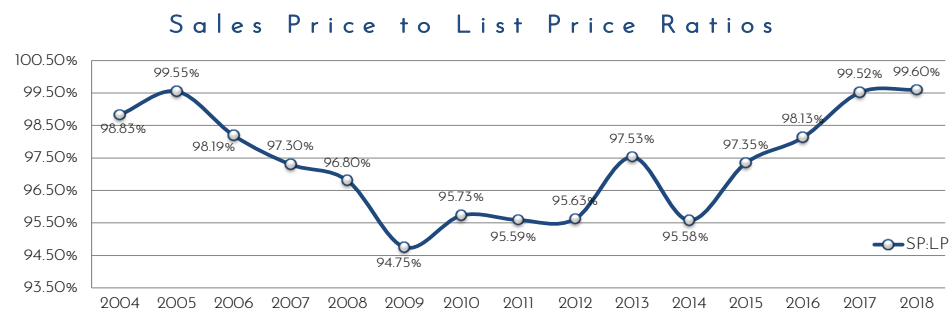
Sotheby's
INTERNATIONAL REALTY

| YTD | 2018 | 2019 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 38 | 30 | -21.05% |
| Rate of Ab 3 Mo | 4.12 | 3.45 | -16.26% |
| Actives | 177 | 165 | -6.78% |
| Under Contracts | 99 | 108 | 9.09% |

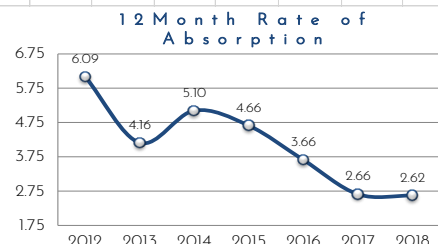
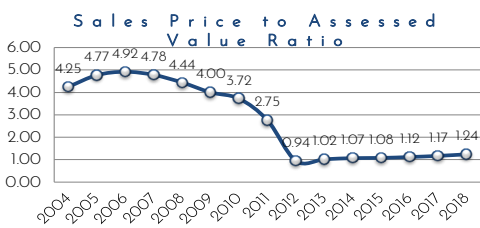
West Orange Yearly Market Trends



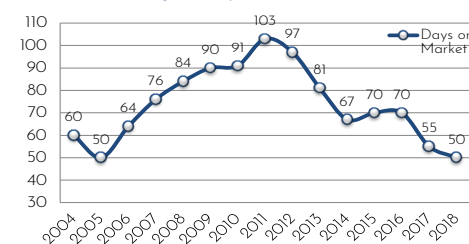
West Orange Yearly Market Trends



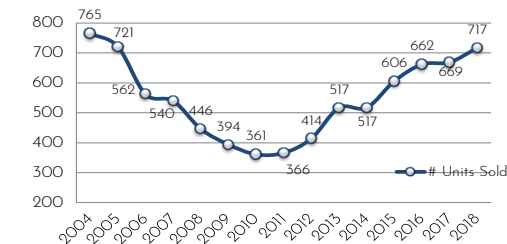
| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$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 | \$406,718 | \$424,570 |
| 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 | \$402,913 | \$421,286 |



Average Days on Market



Number of Units Sold



*2010 Tax Re-evaluation

Data only available until 2012