

LIVINGSTON November 2007 Home Sales Stats

Data compiled from the GSMLS. Deemed reliable, but not guaranteed.

Sue feels that if you are in the market to buy or sell real estate in Livingston, it is important to understand the trends in Active Listings, Days on the Market, and Listing to Sale Price ratio so that you can make an educated decision.

| Address | Original List Price | List at Contract | Sale Price | DOM | BR | BA | Style |
|---------------------|---------------------|------------------|-------------|-----|----|-----|-------------------------|
| 31 Royal Ave. | \$339,000 | \$339,000 | \$345,000 | 5 | 4 | 2 | Cape Cod, Colonial |
| 12 Evergreen Ave. | \$389,000 | \$389,000 | \$360,000 | 43 | 2 | 1.1 | Ranch |
| 53 Amherst Pl. | \$429,900 | \$399,900 | \$399,900 | 98 | 3 | 1 | Colonial |
| 5 Beverly Rd. | \$459,000 | \$419,000 | \$412,000 | 84 | 3 | 1.1 | Colonial |
| 300 E. Mt. Pleasant | \$562,000 | \$506,000 | \$460,000 | 130 | 4 | 2 | Bi-Level |
| 204 Edmonton Ct. | \$519,000 | \$519,000 | \$490,000 | 30 | 2 | 2.1 | Twnhse-End |
| 38 Sherbrooke Pky | \$599,000 | \$539,900 | \$530,000 | 120 | 3 | 2.1 | Colonial |
| 36 Morningside Dr. | \$549,900 | \$549,900 | \$618,000 | 5 | 3 | 2.1 | Split Level |
| 212 Walnut St. | \$589,000 | \$575,000 | \$540,000 | 49 | 3 | 2 | Ranch |
| 623 Binghampton Ln. | \$625,000 | \$579,000 | \$574,500 | 120 | 3 | 2.1 | Twnhse-Int |
| 123 Turlington Ct. | \$639,000 | \$599,000 | \$575,000 | 109 | 3 | 2.1 | Twnhse-Int |
| 8 Dorrien Rd. | \$609,000 | \$599,900 | \$595,000 | 51 | 3 | 2.1 | Split Level |
| 808 Kensington Ln. | \$629,926 | \$629,926 | \$629,926 | 54 | 3 | 2.1 | Twnhse-Int |
| 3 Cherry Hill Rd. | \$649,500 | \$639,500 | \$600,000 | 74 | 4 | 2.1 | Bi-Level |
| 26 Hickory Pl. | \$799,500 | \$649,000 | \$610,000 | 105 | 4 | 2.1 | Colonial |
| 32 Pebble Beach Dr. | \$779,000 | \$699,000 | \$650,000 | 107 | 3 | 3.1 | Twnhse-Int |
| 53 Springbrook Rd. | \$759,995 | \$759,995 | \$735,000 | 134 | 5 | 2.1 | Split Level |
| 31 Sandalwood Dr. | \$1,198,000 | \$1,198,000 | \$1,050,000 | 28 | 6 | 6.1 | Contemporary |
| 33 Stratford Dr. | \$1,198,000 | \$1,198,000 | \$999,900 | 25 | 5 | 3.1 | Colonial, Custom Hm |
| 1 Vanderbilt Dr. | \$1,399,000 | \$1,399,000 | \$1,250,000 | 16 | 5 | 4.1 | Contemporary, Exp Ranch |
| 35 Vanderbilt Dr. | \$1,699,000 | \$1,489,000 | \$1,369,000 | 98 | 6 | 4.2 | Contemporary |
| 23 Canoe Brook Dr. | \$2,649,000 | \$2,350,000 | \$2,272,000 | 111 | 7 | 7.2 | Contemporary, Custom Hm |

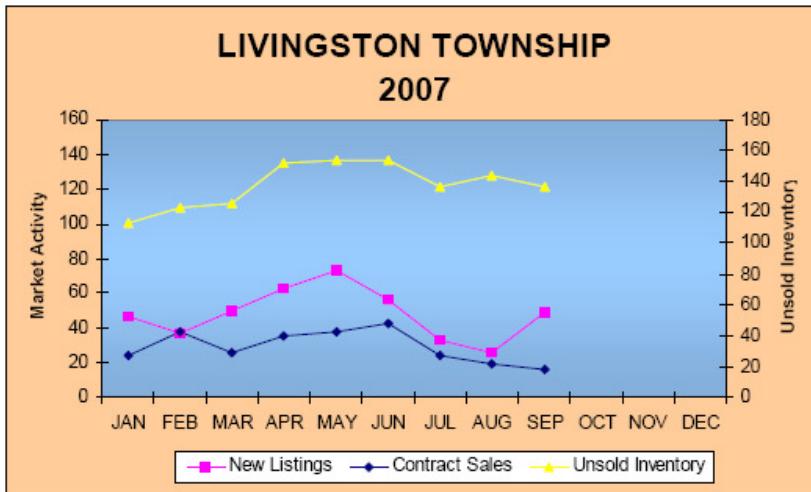
| | |
|----------------------------|-----------|
| AVERAGE DAYS ON MARKET: | 75 |
| AVERAGE LIST PRICE: | \$853,571 |
| AVERAGE SALE PRICE: | \$705,487 |
| % SALE PRICE / LIST PRICE: | 95% |

LIVINGSTON HOMESALE TRENDS November 2006 – November 2007

| | Nov. 06 | Dec. | Jan. | Feb. | Mar. | Apr. | May |
|---------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Average Listing Price | \$889,266 | \$942,711 | \$891,777 | \$861,090 | \$914,277 | \$920,604 | \$938,982 |
| Average Sale Price | \$542,996 | \$552,168 | \$645,679 | \$861,773 | \$801,041 | \$683,741 | \$623,400 |
| %Sale Price to List Price Ratio | 96% | 97% | 96% | 97% | 96% | 97% | 98% |
| Days on Market | 78 | 81 | 85 | 107 | 105 | 60 | 68 |
| # of Active Listings | 182 | 162 | 162 | 167 | 163 | 184 | 209 |
| # of Closed Listings | 23 | 21 | 18 | 12 | 27 | 29 | 23 |

| | Jun. | Jul. | Aug. | Sept. | Oct. | Nov. 07 |
|---------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Average Listing Price | \$948,646 | \$927,963 | \$893,721 | \$862,190 | \$833,291 | \$853,571 |
| Average Sale Price | \$624,354 | \$897,094 | \$696,365 | \$801,033 | \$934,667 | \$705,487 |
| %Sale Price to List Price Ratio | 98% | 97% | 97% | 97% | 95% | 95% |
| Days On Market | 45 | 39 | 49 | 46 | 57 | 75 |
| # of Active Listings | 221 | 197 | 173 | 186 | 179 | 162 |
| # of Closed Listings | 44 | 30 | 48 | 15 | 15 | 21 |

| | Active Listings | New Listings | Under Contract | Sold Listings | Average DOM | SP/L P |
|--------|-----------------|--------------|----------------|---------------|-------------|--------|
| # Beds | Avg LP | Avg LP | Avg LP | Avg LP | | |
| 1 | \$0 | \$0 | \$0 | \$0 | 0 | 0% |
| 2 | \$606,689 | \$543,995 | \$0 | \$425,000 | 37 | 94% |
| 3 | \$581,231 | \$524,762 | \$448,391 | \$552,433 | 80 | 99% |
| 4 | \$702,232 | \$785,618 | \$535,500 | \$503,750 | 79 | 94% |
| 5 | \$1,516,427 | \$1,327,686 | \$1,343,475 | \$1,285,180 | 79 | 92% |
| TOWN | \$853,571 | \$782,954 | \$655,168 | \$705,487 | 75 | 95% |



LIVINGSTON TOWNSHIP 3rd Quarter At-A-Glance

| | 2003 | 2004 | 2005 | 2006 | 2007 |
|---------------------------------------|------|------|------|------|------|
| <i>Average # Of Offerings/Monthly</i> | 33.7 | 37.3 | 55.7 | 43.3 | 36.0 |
| <i>Average # Of Sales/Monthly</i> | 32.3 | 30.0 | 35.0 | 29.0 | 19.7 |
| <i>Supply & Demand Ratio</i> | 96% | 80% | 63% | 67% | 55% |
| <i>Unsold Inventory</i> | 93 | 102 | 152 | 152 | 137 |
| <i>Projected Absorption (Months)</i> | 3 | 3 | 4 | 5 | 7 |



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