

## LIVINGSTON October 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.

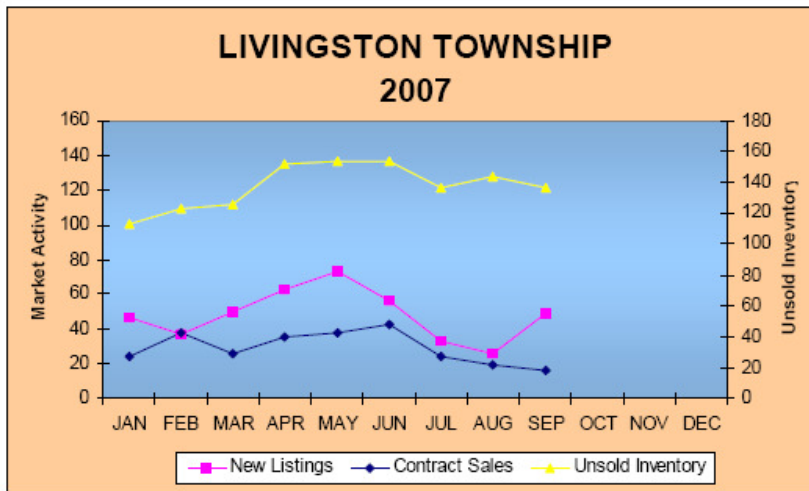
Address	Original List Price	List at Contract	Sale Price	DOM	BR	BA	Style
55 Collinwood Ave.	\$399,000	\$399,000	\$394,000	14	3	1.1	Colonial
139 Sycamore Ave.	\$499,000	\$499,000	\$450,000	33	3	1	Cape Cod
20 Redwood Rd.	\$599,000	\$525,000	\$520,000	128	5	2	Colonial
26 N. Baums Ct.	\$549,000	\$529,900	\$513,500	104	4	1.1	Split Level
418 Kensington Ln.	\$614,000	\$629,000	\$629,000	20	2	2.1	Twnhse-End
2 Consul Rd.	\$659,000	\$649,000	\$623,500	120	3	2.1	Ranch
4 Ridgewood Dr.	\$697,000	\$659,000	\$630,000	126	4	2.1	Split Level
81 Winged Foot Dr.	\$691,000	\$691,000	\$695,000	10	3	2.1	Twnhse-Int
19 Fieldstone Dr.	\$699,000	\$699,000	\$700,000	7	4	3	Split Level3
3 Stratford Dr.	\$944,500	\$944,500	\$975,000	21	5	3.1	Colonial
16 Prospect Rd.	\$989,000	\$989,000	\$951,000	58	6	5	Colonial
4 Argyle Ct.	\$1,440,000	\$1,440,000	\$1,399,000	48	5	6.2	Contemporary
27 Coventry Rd.	\$1,775,000	\$1,599,000	\$1,490,000	60	7	6.1	Colonial
23 Chelsea Dr.	\$1,895,000	\$1,699,000	\$1,500,000	73	6	5.2	Contemporary
26 Ross Rd.	\$2,875,000	\$2,775,000	\$2,550,000	34	5	4.1	Colonial

AVERAGE DAYS ON MARKET: 57  
 AVERAGE LIST PRICE: \$833,291  
 AVERAGE SALE PRICE: \$934,667  
 % SALE PRICE / LIST PRICE: 95%

## LIVINGSTON HOMESALE TRENDS October 2006 – October 2007

	Oct. 06	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
Average Listing Price	\$893,751	\$889,266	\$942,711	\$891,777	\$861,090	\$914,277	\$920,604
Average Sale Price	\$716,222	\$542,996	\$552,168	\$645,679	\$861,773	\$801,041	\$683,741
%Sale Price to List Price Ratio	97%	96%	97%	96%	97%	96%	97%
Days on Market	60	78	81	85	107	105	60
# of Active Listings	194	182	162	162	167	163	184
# of Closed Listings	21	23	21	18	12	27	29

	May	Jun.	Jul.	Aug.	Sept.	Oct. 07
Average Listing Price	\$938,982	\$948,646	\$927,963	\$893,721	\$862,190	\$833,291
Average Sale Price	\$623,400	\$624,354	\$897,094	\$696,365	\$801,033	\$934,667
%Sale Price to List Price Ratio	98%	98%	97%	97%	97%	95%
Days On Market	68	45	39	49	46	57
# of Active Listings	209	221	197	173	186	179
# of Closed Listings	23	44	30	48	15	15



#### 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 &amp; 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



© Copyright 2006-2007 by Otteau Valuation Group, Inc.



**Susan Adler**  
*Over 900 Homes Sold!*  
*#1 Keller Williams Agent in NJ 2005, 2006*



**Cellular: (973) 464-9129**  
**Office: (973) 376-0033 ext 101**  
**Fax: (908) 273-2996**

Certified Luxury Home Marketing Specialist (CLHMS)

