

## LIVINGSTON June 2008 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    |
|--------------------|---------------------|------------------|-------------|-----|----|-----|----------|
| 53 BERKELEY PLACE  | \$397,777           | \$349,500        | \$350,300   | 51  | 4  | 1   | CapeCod  |
| 18 Midway Drive    | \$359,000           | \$359,000        | \$380,000   | 16  | 2  | 1.1 | Colonial |
| 318 S LIVINGSTON   | \$375,500           | \$375,500        | \$345,000   | 13  | 3  | 1.1 | Colonial |
| 23 Maplewood Drive | \$405,000           | \$389,000        | \$390,000   | 29  | 3  | 2   | CapeCod  |
| 35 North Ashby Ave | \$409,000           | \$409,000        | \$392,500   | 55  | 2  | 2   | Colonial |
| 464 S LIVINGSTON   | \$479,000           | \$449,000        | \$431,000   | 147 | 3  | 3   | CapeCod  |
| 9 CRESCENT RD      | \$458,000           | \$458,000        | \$445,000   | 37  | 4  | 1.1 | CapeCod  |
| 22 SPIER           | \$479,000           | \$459,000        | \$446,000   | 158 | 4  | 2.1 | Ranch    |
| 52 MELROSE DRIVE   | \$459,000           | \$459,000        | \$459,000   | 19  | 4  | 2   | Ranch    |
| 25 WINANS RD       | \$489,525           | \$489,525        | \$495,000   | 12  | 3  | 1.2 | Ranch    |
| 25 SHERBROOKE      | \$515,000           | \$489,900        | \$472,500   | 42  | 3  | 1   | Colonial |
| 2 Wychwood Road    | \$499,000           | \$499,000        | \$500,000   | 23  | 4  | 1.1 | Colonial |
| 52 Bennington Road | \$519,000           | \$499,000        | \$490,000   | 49  | 4  | 2   | Colonial |
| 11 BYRON PL        | \$508,000           | \$508,000        | \$508,000   | 3   | 4  | 2.1 | SplitLev |
| 5 Orchard Lane     | \$555,000           | \$525,000        | \$490,000   | 113 | 3  | 1.1 | SplitLev |
| 224 Walnut Street  | \$549,000           | \$549,000        | \$515,000   | 51  | 3  | 2.1 | RanchRas |
| 923 KENSINGTON LN  | \$574,000           | \$574,000        | \$575,000   | 21  | 3  | 2.1 | TwnIntUn |
| 74 ELMWOOD DR      | \$585,000           | \$585,000        | \$585,000   | 13  | 3  | 2   | Colonial |
| 271 N LIVINGSTON   | \$629,000           | \$595,000        | \$540,000   | 75  | 4  | 3   | Colonial |
| 60 OAKWOOD AVE     | \$599,000           | \$599,000        | \$619,000   | 21  | 5  | 1.1 | Bi-Level |
| 315 Regal Blvd     | \$619,000           | \$619,000        | \$597,000   | 22  | 3  | 2.1 | TwnEndUn |
| 22 CLIFFSIDE DR    | \$639,000           | \$627,000        | \$620,000   | 27  | 4  | 2.1 | Bi-Level |
| 35 MORNINGSIDE DR  | \$729,000           | \$649,000        | \$570,000   | 134 | 5  | 2.1 | SplitLev |
| 5 ROCKHILL         | \$659,900           | \$659,900        | \$670,000   | 3   | 4  | 2.1 | SplitLev |
| 1 BIRCHWOOD DR     | \$695,000           | \$695,000        | \$695,000   | 41  | 4  | 2.1 | SplitLev |
| 16 Audobon Road    | \$735,000           | \$735,000        | \$780,100   | 14  | 4  | 3   | SplitLev |
| 36 Tremont Terrace | \$789,000           | \$789,000        | \$794,000   | 11  | 4  | 3.1 | Colonial |
| 5 Sherwood Court   | \$850,000           | \$850,000        | \$790,000   | 52  | 0  | 0   | SeeRem   |
| 6 CHERRY HILL RD   | \$889,000           | \$889,000        | \$875,000   | 25  | 4  | 2.1 | SplitLev |
| 4 LARGO LANE       | \$939,000           | \$939,000        | \$1,065,000 | 13  | 4  | 3.1 | Colonial |
| 18 SCHINDLER WAY   | \$988,000           | \$988,000        | \$1,021,000 | 12  | 5  | 5   | Colonial |
| 12 SUNSHINE LN     | \$2,350,000         | \$2,350,000      | \$2,225,000 | 122 | 8  | 4.2 | Colonial |

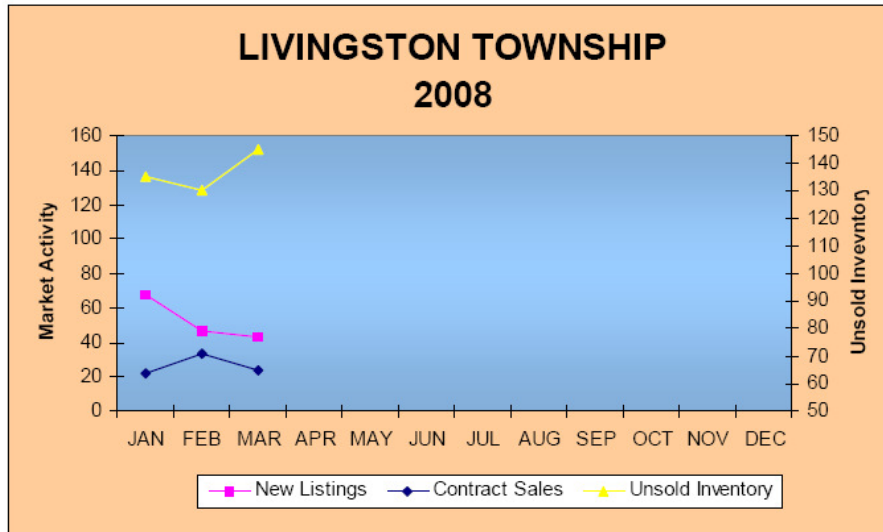
|                            |           |
|----------------------------|-----------|
| AVERAGE DAYS ON MARKET:    | 46        |
| AVERAGE LIST PRICE:        | \$784,596 |
| AVERAGE SALE PRICE:        | \$636,213 |
| % SALE PRICE / LIST PRICE: | 99%       |

## LIVINGSTON HOME SALE TRENDS June 2007 – June 2008

|                                 | June 2007 | Jul.      | Aug.      | Sept.     | Oct.      | Nov.      |
|---------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| 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        |

|                                 | Dec.      | Jan.      | Feb.      | Mar.      | April     | May       | June 2008 |
|---------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Average Listing Price           | \$846,669 | \$818,656 | \$834,383 | \$837,652 | \$806,460 | \$799,969 | \$784,596 |
| Average Sale Price              | \$682,175 | \$576,279 | \$643,439 | \$501,833 | \$590,370 | \$720,500 | \$636,213 |
| %Sale Price to List Price Ratio | 95%       | 96%       | 96%       | 97%       | 96%       | 99%       | 99%       |
| Days On Market                  | 97        | 51        | 77        | 43        | 64        | 70        | 46        |
| # of Active Listings            | 144       | 170       | 181       | 170       | 199       | 200       | 202       |
| # of Closed Listings            | 20        | 15        | 18        | 6         | 21        | 17        | 32        |

| June 08 | Active Listings | New Listings | Under Contract | Sold Listings | Average DOM | SP/LP |
|---------|-----------------|--------------|----------------|---------------|-------------|-------|
| # Beds  | Avg LP          | Avg LP       | Avg LP         | Avg LP        |             |       |
| 1       | \$1,194,876     | \$0          | \$0            | \$0           | 0           | 0%    |
| 2       | \$554,123       | \$524,560    | \$499,300      | \$386,250     | 36          | 101%  |
| 3       | \$531,024       | \$511,019    | \$524,040      | \$478,944     | 50          | 97%   |
| 4       | \$730,527       | \$669,432    | \$1,025,333    | \$627,029     | 38          | 101%  |
| 5       | \$1,482,973     | \$1,122,400  | \$1,313,000    | \$1,108,750   | 72          | 97%   |
| TOWN    | \$784,596       | \$689,728    | \$734,019      | \$636,213     | 46          | 99%   |



**LIVINGSTON TOWNSHIP 1st Quarter At-A-Glance**

|                                | 2004 | 2005 | 2006 | 2007 | 2008 |
|--------------------------------|------|------|------|------|------|
| Average # Of Offerings/Monthly | 35.7 | 47.7 | 59.3 | 44.7 | 52.7 |
| Average # Of Sales/Monthly     | 28.7 | 35.0 | 27.3 | 29.3 | 26.3 |
| Supply & Demand Ratio          | 80%  | 73%  | 46%  | 66%  | 50%  |
| Unsold Inventory               | 74   | 99   | 173  | 126  | 145  |
| Projected Absorption (Months)  | 3    | 3    | 6    | 4    | 6    |



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