

Glen Ridge

February 2018 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|----------------|------------------|----------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 1 | 32 Edgewood Road | CapeCod | 4 | 1.1 | 27 | \$344,900 | \$344,900 | \$400,000 | 115.98% | \$302,300 | 1.32 |
| 2 | 10 Ardsley Road | FixrUppr | 5 | 3.1 | 13 | \$399,000 | \$399,000 | \$557,000 | 139.60% | \$609,800 | 0.91 |
| 3 | 5 Ardsley Road | Colonial | 5 | 3.1 | 4 | \$725,000 | \$725,000 | \$757,000 | 104.41% | \$690,800 | 1.10 |
| AVERAGE | | | | | 15 | \$489,633 | \$489,633 | \$571,333 | 120.00% | | 1.11 |

"ACTIVE" LISTINGS IN GLEN RIDGE

Number of Units: 15
 Average List Price: \$625,553
 Average Days on Market: 30

"UNDER CONTRACT" LISTINGS IN GLEN RIDGE

Number of Units: 17
 Average List Price: \$673,582
 Average Days on Market: 63

Glen Ridge 2018 Year to Date Market Trends

| | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|----------------------------------|-----------|-----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|-----------|
| Days on Market | 62 | 15 | | | | | | | | | | | 44 |
| List Price | \$353,600 | \$489,633 | | | | | | | | | | | \$404,613 |
| Sales Price | \$382,640 | \$571,333 | | | | | | | | | | | \$453,400 |
| Sales Price as a % of List Price | 109.94% | 120.00% | | | | | | | | | | | 113.71% |
| Sales Price to Assessed Value | 1.24 | 1.11 | | | | | | | | | | | 1.18 |
| # Units Sold | 5 | 3 | | | | | | | | | | | 8 |
| Active Listings | 9 | 15 | | | | | | | | | | | 12 |
| Under Contracts | 17 | 17 | | | | | | | | | | | 17 |

Flashback! YTD 2017 vs YTD 2018

| YTD | 2017 | 2018 | % Change |
|-------------------------------|-----------|-----------|----------|
| Days on Market | 49 | 44 | -10.32% |
| Sales Price | \$643,100 | \$453,400 | -29.50% |
| Sales Price to Assessed Value | 1.47 | 1.18 | -19.96% |

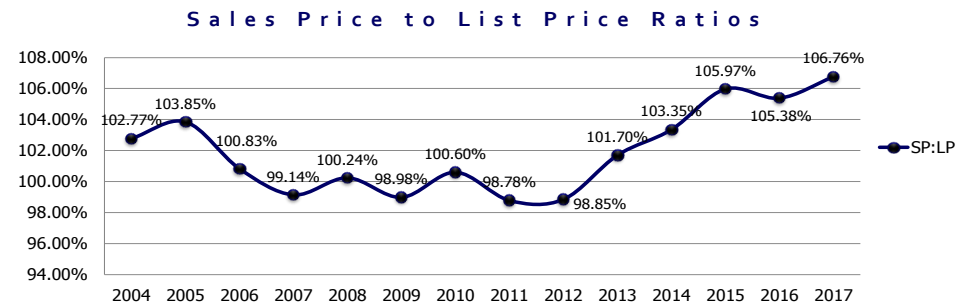


| YTD | 2017 | 2018 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 15 | 8 | -46.67% |
| Active Listings | 9 | 15 | 66.67% |
| Under Contracts | 20 | 17 | -15.00% |

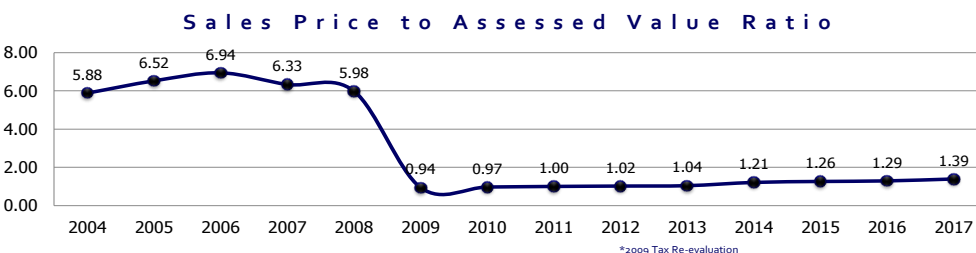
Glen Ridge Yearly Market Trends



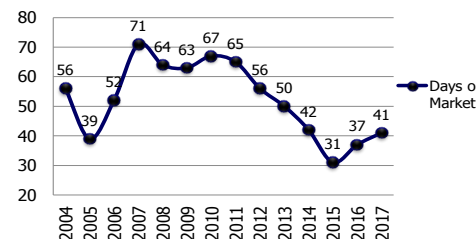
Glen Ridge Yearly Market Trends



| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$521,262 | \$598,224 | \$623,929 | \$584,078 | \$588,904 | \$557,578 | \$550,814 | \$612,165 | \$524,585 | \$620,085 | \$635,524 | \$615,078 | \$629,932 | \$663,151 |
| SP | \$538,692 | \$615,174 | \$625,240 | \$577,145 | \$591,714 | \$551,309 | \$551,086 | \$605,989 | \$521,981 | \$634,393 | \$658,227 | \$652,729 | \$659,690 | \$704,111 |



Average Days on Market



Number of Units Sold

