

# M o u n t a i n s i d e

M a r c h 2 0 1 8 M a r k e t S n a p s h o t

| Units   | Address             | Style    | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP   | Total Assessment | SP:AV |
|---------|---------------------|----------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 1       | 1073 Willow Road    | SplitLev | 3      | 1.1   | 9   | \$455,000        | \$455,000  | \$420,000   | 92.31%  | \$112,700        | 3.73  |
| 2       | 1246 Knollwood Road | CapeCod  | 3      | 1.2   | 11  | \$460,000        | \$460,000  | \$460,000   | 100.00% | \$114,300        | 4.02  |
| 3       | 1330 Hidden Circle  | Ranch    | 3      | 2.0   | 63  | \$549,000        | \$529,000  | \$505,000   | 95.46%  | \$135,300        | 3.73  |
| 4       | 1566 Brookside Road | SplitLev | 4      | 2.1   | 23  | \$550,000        | \$550,000  | \$535,000   | 97.27%  | \$124,500        | 4.30  |
| 5       | 231 Juniper Way     | SplitLev | 4      | 2.1   | 1   | \$549,000        | \$549,000  | \$540,000   | 98.36%  | \$169,900        | 3.18  |
| 6       | 296 Partridge Run   | Colonial | 4      | 2.1   | 177 | \$799,999        | \$729,900  | \$702,500   | 96.25%  | \$152,200        | 4.62  |
| 7       | 1483 Barton Drive   | Ranch    | 3      | 2.1   | 97  | \$849,900        | \$849,900  | \$790,000   | 92.95%  | \$178,600        | 4.42  |
| AVERAGE |                     |          |        |       | 54  | \$601,843        | \$588,971  | \$564,643   | 96.09%  | \$141,071        | 4.00  |

## "ACTIVE" Listings in Mountainside

Number of Units: **35**  
 Average List Price: **\$783,014**  
 Average Days on Market: **80**

## "UNDER CONTRACT" Listings in Mountainside

Number of Units: **20**  
 Average List Price: **\$668,065**  
 Average Days on Market: **42**

# Mountainside 2018 Year to Date Market Trends

|                                  | January   | February  | March     | April | May | June | July | August | September | October | November | December | YTD AVG   |
|----------------------------------|-----------|-----------|-----------|-------|-----|------|------|--------|-----------|---------|----------|----------|-----------|
| Days on Market                   | 109       | 59        | 54        |       |     |      |      |        |           |         |          |          | 71        |
| List Price                       | \$549,480 | \$687,633 | \$588,971 |       |     |      |      |        |           |         |          |          | \$610,889 |
| Sales Price                      | \$507,300 | \$686,167 | \$564,643 |       |     |      |      |        |           |         |          |          | \$589,222 |
| Sales Price as a % of List Price | 93.51%    | 100.83%   | 96.09%    |       |     |      |      |        |           |         |          |          | 96.95%    |
| Sales Price to Assessed Value    | 3.76      | 3.36      | 4.00      |       |     |      |      |        |           |         |          |          | 3.77      |
| # Units Sold                     | 5         | 6         | 7         |       |     |      |      |        |           |         |          |          | 18        |
| Active Listings                  | 31        | 35        | 35        |       |     |      |      |        |           |         |          |          | 34        |
| Under Contracts                  | 11        | 17        | 20        |       |     |      |      |        |           |         |          |          | 16        |

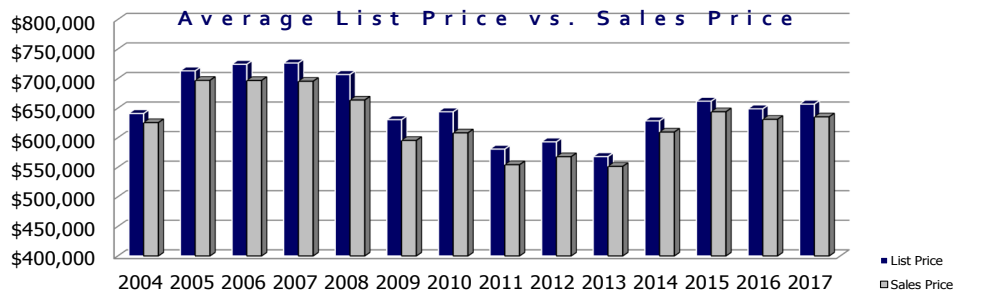
## Flashback! YTD 2017 vs YTD 2018

| YTD                           | 2017      | 2018      | % Change |
|-------------------------------|-----------|-----------|----------|
| Days on Market                | 41        | 71        | 71.56%   |
| Sales Price                   | \$657,000 | \$589,222 | -10.32%  |
| Sales Price to Assessed Value | 3.78      | 3.77      | -0.31%   |



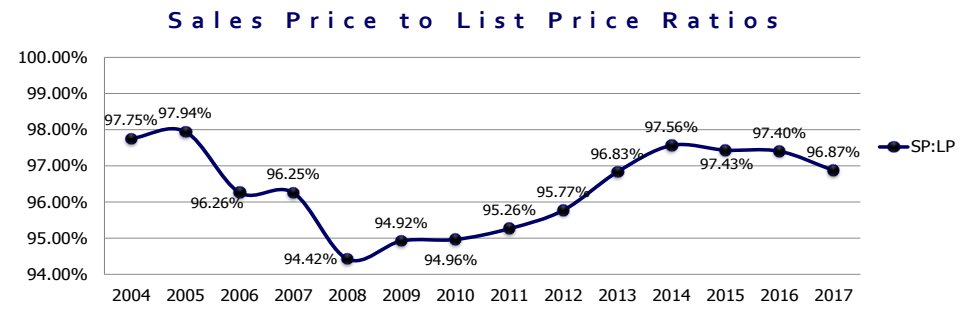
| YTD             | 2017 | 2018 | % Change |
|-----------------|------|------|----------|
| # Units Sold    | 13   | 18   | 38.46%   |
| Active Listings | 36   | 35   | -2.78%   |
| Under Contracts | 14   | 20   | 42.86%   |

### Mountainside Yearly Market Trends

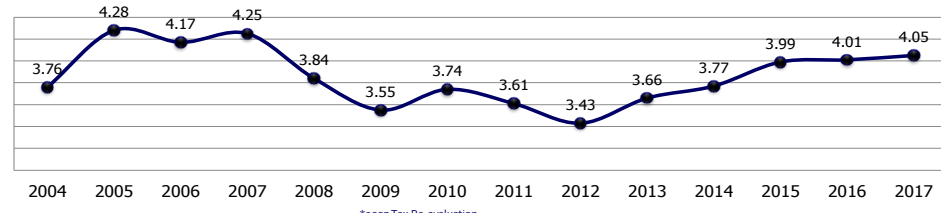


|    | 2004      | 2005      | 2006      | 2007      | 2008      | 2009      | 2010      | 2011      | 2012      | 2013      | 2014      | 2015      | 2016      | 2017      |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$640,932 | \$713,098 | \$724,218 | \$726,410 | \$706,945 | \$630,539 | \$643,836 | \$580,717 | \$593,029 | \$568,105 | \$628,465 | \$661,790 | \$648,839 | \$656,839 |
| SP | \$625,517 | \$697,024 | \$696,842 | \$695,498 | \$663,745 | \$595,419 | \$608,197 | \$554,311 | \$567,877 | \$551,506 | \$609,601 | \$643,911 | \$631,132 | \$635,274 |

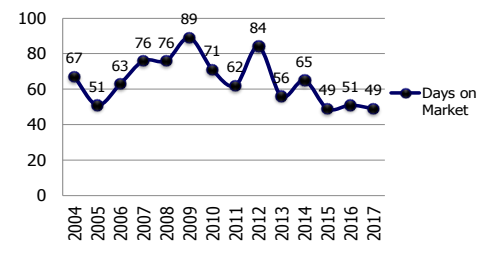
### Mountainside Yearly Market Trends



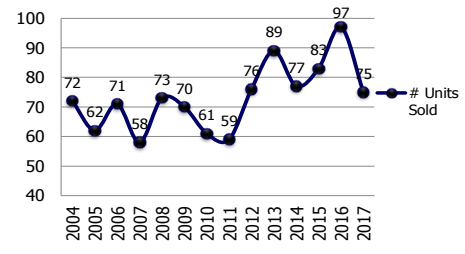
### Sales Price to Assessed Value Ratio



### Average Days on Market



### Number of Units Sold



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Not intended to solicit a property already listed.