

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|-------|------------------------------|----------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 1 | 10 Crestmont Road 5G | HighRise | 1 | 1.0 | 91 | \$130,000 | \$130,000 | \$130,000 | 100.00% | | |
| 2 | 439 Washington Avenue C002A | MultiFlr | 1 | 1.0 | 104 | \$179,000 | \$179,000 | \$166,000 | 92.74% | \$144,200 | 1.15 |
| 3 | 530 Valley Road 6R | OneFloor | 0 | 1.0 | 37 | \$235,000 | \$235,000 | \$235,000 | 100.00% | \$191,600 | 1.23 |
| 4 | 101 Gates Avenue C003A | FirstFlr | 1 | 1.0 | 16 | \$245,000 | \$245,000 | \$246,000 | 100.41% | \$208,900 | 1.18 |
| 5 | 80 Bay Street | OneFloor | 2 | 1.0 | 14 | \$245,000 | \$245,000 | \$260,000 | 106.12% | \$161,500 | 1.61 |
| 6 | 31 Upper Mountain Ave C3104 | MultiFlr | 2 | 2.0 | 14 | \$189,000 | \$189,000 | \$300,000 | 158.73% | \$309,300 | 0.97 |
| 7 | 27 Upper Mountain Ave Unit 1 | MultiFlr | 1 | 1.0 | 6 | \$285,000 | \$285,000 | \$310,000 | 108.77% | \$192,500 | 1.61 |
| 8 | 2 W Riverview Drive | Ranch | 3 | 1.1 | 0 | \$425,000 | \$425,000 | \$358,000 | 84.24% | \$422,600 | 0.85 |
| 9 | 51A James Street C0006 | TwndUn | 2 | 1.1 | 13 | \$399,000 | \$399,000 | \$410,000 | 102.76% | \$341,800 | 1.20 |
| 10 | 56 Gates Avenue C0001 | MultiFlr | 3 | 2.1 | 6 | \$399,000 | \$399,000 | \$420,000 | 105.26% | \$384,900 | 1.09 |
| 11 | 24 Elm Street Unit 3C | OneFloor | 3 | 2.0 | 44 | \$479,000 | \$459,000 | \$441,600 | 96.21% | \$428,700 | 1.03 |
| 12 | 46 Willowdale Avenue | Colonial | 7 | 3.0 | 8 | \$363,000 | \$363,000 | \$457,275 | 125.97% | \$468,100 | 0.98 |
| 13 | 12 Alden Road | Tudor | 4 | 1.1 | 55 | \$485,000 | \$469,900 | \$462,000 | 98.32% | \$443,900 | 1.04 |
| 14 | 439 Valley Road | Duplex | 4 | 2.0 | 12 | \$469,000 | \$469,000 | \$469,000 | 100.00% | \$591,600 | 0.79 |
| 15 | 10 Draper Terrace | Colonial | 3 | 2.0 | 16 | \$479,000 | \$479,000 | \$507,000 | 105.85% | \$360,300 | 1.41 |
| 16 | 173 Valley Road | Victrian | 6 | 3.0 | 25 | \$499,000 | \$499,000 | \$540,000 | 108.22% | \$481,100 | 1.12 |
| 17 | 83 Bay Street | TwndUn | 2 | 2.1 | 14 | \$499,000 | \$499,000 | \$550,000 | 110.22% | \$408,000 | 1.35 |
| 18 | 7 Valley Place | Victrian | 4 | 1.1 | 9 | \$529,000 | \$529,000 | \$575,000 | 108.70% | \$504,600 | 1.14 |
| 19 | 67 Beverly Road | Colonial | 5 | 3.1 | 41 | \$599,900 | \$569,000 | \$620,000 | 108.96% | \$555,700 | 1.12 |
| 20 | 6 Hollywood Avenue | Colonial | 4 | 2.1 | 15 | \$629,000 | \$629,000 | \$640,000 | 101.75% | | |
| 21 | 17 Graham Terrace | Colonial | 4 | 2.2 | 19 | \$649,900 | \$649,900 | \$645,000 | 99.25% | \$382,400 | 1.69 |
| 22 | 5 Euclid Place | Tudor | 3 | 2.1 | 17 | \$669,000 | \$669,000 | \$669,000 | 100.00% | \$577,900 | 1.16 |
| 23 | 113 Buckingham Road | Colonial | 5 | 2.1 | 11 | \$599,000 | \$599,000 | \$676,000 | 112.85% | \$643,300 | 1.05 |
| 24 | 16 Bradford Avenue | Colonial | 5 | 3.1 | 16 | \$575,000 | \$575,000 | \$676,016 | 117.57% | \$665,800 | 1.02 |
| 25 | 144 Central Avenue | Colonial | 5 | 4.1 | 70 | \$799,000 | \$749,000 | \$695,000 | 92.79% | \$692,900 | 1.00 |

Montclair

December 2019 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|---------|---------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 26 | 210 Watchung Avenue | Colonial | 4 | 2.1 | 8 | \$665,000 | \$665,000 | \$696,000 | 104.66% | \$593,600 | 1.17 |
| 27 | 77 Overlook Road | Colonial | 5 | 2.1 | 23 | \$679,000 | \$679,000 | \$736,000 | 108.39% | \$708,900 | 1.04 |
| 28 | 268 Orange Road | Colonial | 7 | 4.4 | 12 | \$789,000 | \$789,000 | \$851,000 | 107.86% | \$773,700 | 1.10 |
| 29 | 265 Midland Avenue | Colonial | 4 | 2.1 | 17 | \$765,000 | \$765,000 | \$865,000 | 113.07% | \$708,100 | 1.22 |
| 30 | 21 Brunswick Road | Colonial | 5 | 4.0 | 21 | \$799,900 | \$799,900 | \$927,000 | 115.89% | \$676,000 | 1.37 |
| 31 | 651 Grove Street | Colonial | 6 | 5.1 | 51 | \$1,049,000 | \$965,000 | \$950,000 | 98.45% | | |
| 32 | 142 Haddon Place | Colonial | 6 | 3.1 | 17 | \$869,000 | \$869,000 | \$999,999 | 115.07% | \$875,600 | 1.14 |
| 33 | 412 Park Street | Victrian | 5 | 3.1 | 22 | \$1,100,000 | \$1,100,000 | \$1,050,000 | 95.45% | \$1,027,500 | 1.02 |
| 34 | 199 Walnut Street | Colonial | 6 | 3.1 | 77 | \$1,149,000 | \$1,149,000 | \$1,100,000 | 95.74% | \$986,400 | 1.12 |
| 35 | 186 Fernwood Avenue | Colonial | 6 | 4.2 | 14 | \$999,000 | \$999,000 | \$1,280,000 | 128.13% | | |
| 36 | 118 Bellevue Avenue | Colonial | 7 | 5.2 | 266 | \$1,499,000 | \$1,440,000 | \$1,300,000 | 90.28% | \$1,379,700 | 0.94 |
| 37 | 29 Melrose Place | Colonial | 5 | 3.2 | 63 | \$1,495,000 | \$1,495,000 | \$1,400,000 | 93.65% | | |
| 38 | 97 Central Avenue | Custom | 4 | 2.1 | 9 | \$989,000 | \$989,000 | \$1,429,300 | 144.52% | \$929,700 | 1.54 |
| AVERAGE | | | | | 34 | \$628,966 | \$622,150 | \$659,005 | 106.76% | | 1.16 |

"Active" Listings in Montclair

Number of Units: 46
Average List Price: \$925,074
Average Days on Market: 99

"Under Contract" Listings in Montclair

Number of Units: 45
Average List Price: \$751,500
Average Days on Market: 65

Montclair 2019 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Days on Market | 28 | 56 | 54 | 31 | 33 | 24 | 35 | 31 | 38 | 55 | 31 | 34 | 36 |
| List Price | \$737,428 | \$603,286 | \$674,133 | \$671,396 | \$687,452 | \$772,511 | \$693,249 | \$700,802 | \$705,673 | \$789,332 | \$650,864 | \$622,150 | \$695,646 |
| Sales Price | \$762,000 | \$605,333 | \$685,939 | \$722,061 | \$739,020 | \$816,704 | \$739,500 | \$746,861 | \$687,121 | \$791,310 | \$677,306 | \$659,005 | \$728,374 |
| SP:LP% | 104.20% | 100.82% | 103.15% | 107.11% | 107.55% | 106.31% | 107.13% | 106.46% | 98.45% | 102.10% | 104.06% | 106.76% | 105.21% |
| SP to AV | 1.09 | 1.05 | 1.14 | 1.18 | 1.18 | 1.15 | 1.14 | 1.19 | 1.10 | 1.12 | 1.21 | 1.16 | 1.15 |
| # Units Sold | 18 | 21 | 33 | 37 | 61 | 54 | 65 | 65 | 33 | 31 | 33 | 38 | 489 |
| 3 Mo Rate of Ab | 1.97 | 2.80 | 3.42 | 3.10 | 2.50 | 2.22 | 1.63 | 0.98 | 1.82 | 1.95 | 2.13 | 1.56 | 2.17 |
| Active Listings | 63 | 69 | 97 | 106 | 105 | 102 | 84 | 89 | 88 | 75 | 58 | 46 | 82 |
| Under Contracts | 53 | 77 | 94 | 118 | 135 | 118 | 77 | 51 | 67 | 68 | 56 | 45 | 80 |

Flashback! YTD 2018 vs YTD 2019

| YTD | 2018 | 2019 | % Change |
|-------------|-----------|-----------|----------|
| DOM | 35.8 | 35.6 | -0.63% |
| Sales Price | \$739,692 | \$728,374 | -1.53% |
| LP:SP | 105.67% | 105.21% | -0.44% |
| SP:AV | 1.28 | 1.15 | -10.25% |



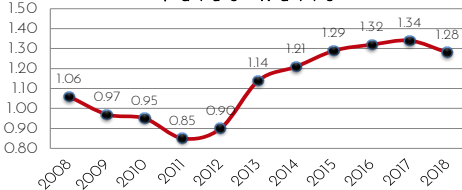
| YTD | 2018 | 2019 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 482 | 489 | 1.45% |
| Rate of Ab 3 Mo | 1.94 | 1.56 | -19.59% |
| Actives | 61 | 46 | -24.59% |
| Under Contracts | 42 | 45 | 7.14% |

Montclair Yearly Market Trends



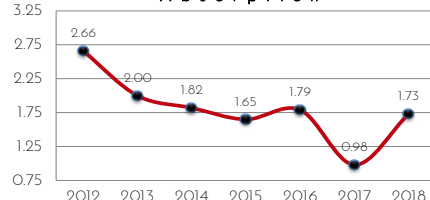
| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$574,566 | \$630,480 | \$697,351 | \$695,167 | \$737,675 | \$605,120 | \$641,264 | \$652,131 | \$598,553 | \$629,674 | \$612,805 | \$653,226 | \$714,435 | \$688,705 | \$700,377 |
| SP | \$601,789 | \$633,199 | \$714,037 | \$708,581 | \$738,185 | \$590,795 | \$627,479 | \$631,774 | \$588,572 | \$638,565 | \$627,858 | \$677,279 | \$740,875 | \$728,406 | \$739,692 |

Sales Price to Assessed Value Ratio



*2008 Tax Re-evaluation

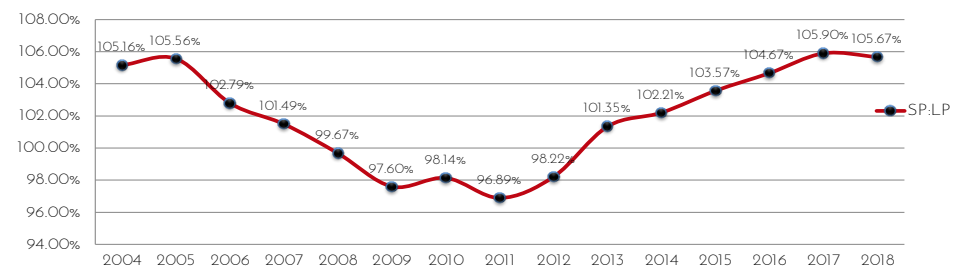
12 Month Rate of Absorption



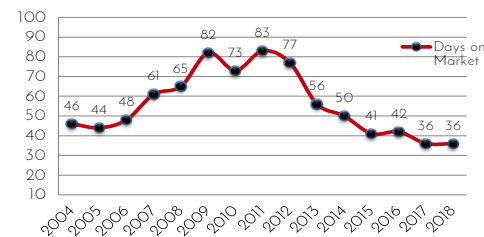
Data only available until 2012

Montclair Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

