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Essex County 3rd Quarter 2009

Economist generally feel that three consecutive quarters of a similar result indicates a trend. We are well on our way towards a housing market recovery trend. For the second consecutive quarter the number of sales increased, this is a huge confidence boost for the Essex County market. Every statistic showed increases over the 2nd Quarter of this year. There are great opportunities for those willing to be decisive. Those waiting to 'see what happens', are allowing numerous terrific opportunities pass them by. This good news does have to be tempered with the reality that we are no where near the prices that we were able to obtain in 2008 and the 2008 market was way off of the previous years. Yet and still this is phenomenal news for our area. I strongly encourage anyone interested in real estate to move to action, higher interest rates and prices are not far away.



Jamie Daniels - Real Estate Professional

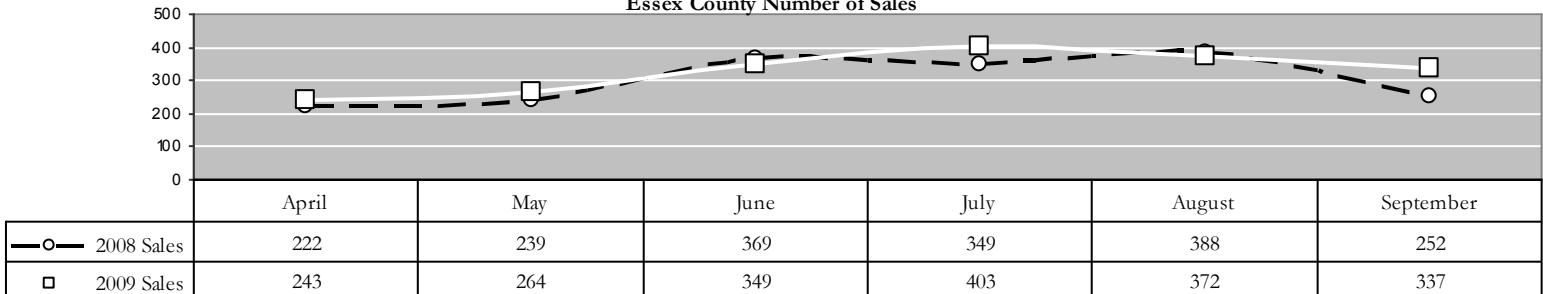
Market Signs of Change

- Pending Home Sales Index rose 6.4 percent in August to its highest level since March 2007. The uptick in pending home sales marked the seventh consecutive monthly increase, the longest in the series of the index which began in 2001.
- The real estate uptrend continues as the National Association of Realtors (NAR) announced today that existing-home sales rose 7.2 percent in July.
- FHA Loans Set Record The Federal Housing Administration guaranteed 186,000 mortgages in June, a record number in its 75-year history.
- In July it was reported that new home sales jumped 11 percent, the largest increase in more than eight years.
- Nielsen Online reports that traffic to real estate Web sites rose 11% in July. Yr-over-yr growth from July '08 to July '09 was 18%.
- There are signs of improvement in the U.S. job market. In July, employers cut the fewest number of jobs since August 2008, according to the Labor Department. In addition, the unemployment rate fell, representing the first drop in 15 months.
- Pending Home Sales Index in the Northeast jumped 8.2 percent from July and is 12 percent higher than August 2008.
- A recent national survey conducted by Realtor.com showed that higher affordability is a driving force in getting buyers into today's housing market
- Now is the time to buy lower prices and still low rates, that opportunity appears to be slipping away.

Essex County Sold Price



Essex County Number of Sales



Compare Last Quarter

Essex County

	Q2 2009	Q3 2009	Change
Average Sold Price	\$461,730	\$487,653	6% ↑
Number of Sales	856	1,112	30% ↑
Days on Market	90	83	-8% ↓
Median Sold Price	\$375,000	\$405,750	8% ↑
% of Asking Price	95.9%	96.1%	0.2% ↑

Positive results are seen in every statistic for this quarter over the 2nd Quarter 2009.

The number of sales increasing dramatically and the time on market decreasing will lead to inventory levels decreasing and prices increase even more.

Compare Last Year

Essex County

	Q3 2008	Q3 2009	Change
Average Sold Price	\$602,243	\$487,653	-19% ↓
Number of Sales	989	1,112	12% ↑
Days on Market	72	83	15% ↑
Median Sold Price	\$470,000	\$405,750	-14% ↓
% of Asking Price	97.8%	96.1%	-1.7% ↓

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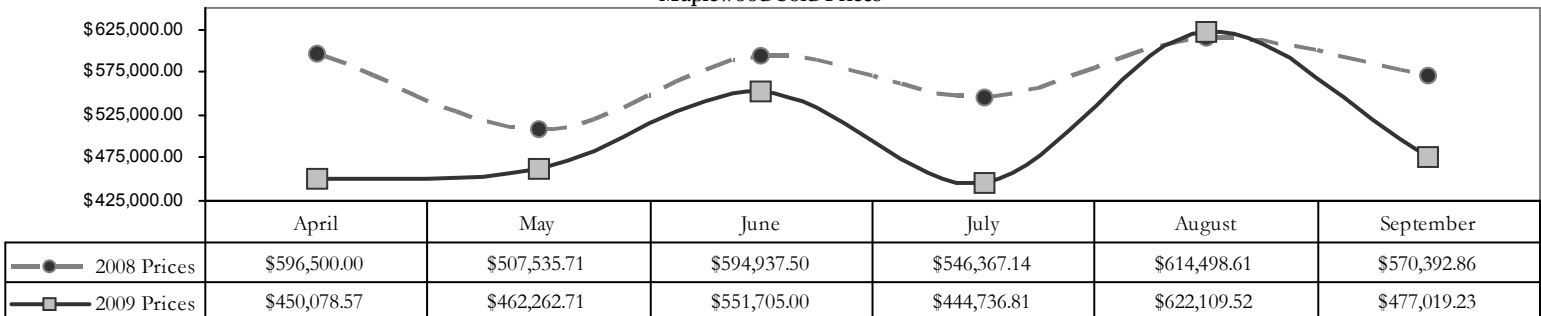
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Maplewood Market Summary

Compare Last Quarter	Maplewood				Prices have increased in Q3 which is very good, the price chart shows the quarter to have an extreme high and low for the year..	Compare Last Year	Maplewood		
	Q2 2009	Q3 2009	Change				Q3 2008	Q3 2009	Change
Average Sold Price	\$491,686	\$499,727	2% ↑			Average Sold Price	\$576,973	\$499,727	-13% ↓
Number of Sales	55	83	51% ↑			Number of Sales	80	83	4% ↑
Days on Market	70	61	-13% ↓			Days on Market	59	61	3% ↑
Median Sold Price	\$505,000	\$511,000	1% ↑		The impressive statistic here is not that the number of sales increased from Q2 2009, it actually increased since last as well.	Median Sold Price	\$556,000	\$511,000	-8% ↓
% of Asking Price	97.8%	97.4%	0.4% ↑			% of Asking Price	97.7%	97.4%	-0.31% ↓

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Maplewood Sold Prices

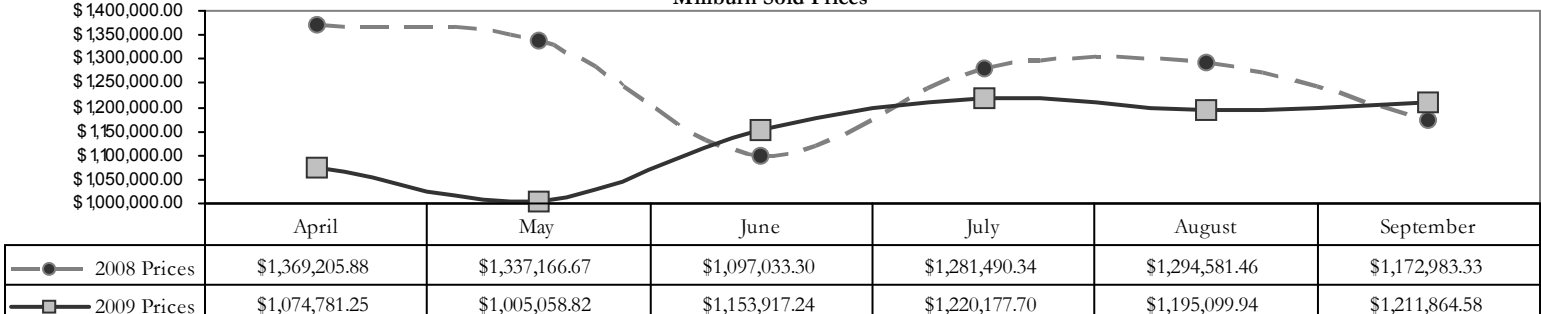


Millburn Market Summary

Compare Last Quarter	Millburn				Millburn market may have been one of the hardest hit during the market recession and is rebounding very strongly has the 3rd Quarter indicates.	Compare Last Year	Millburn		
	Q2 2009	Q3 2009	Change				Q3 2008	Q3 2009	Change
Average Sold Price	\$1,092,679	\$1,207,799	11% ↑			Average Sold Price	\$1,272,638	\$1,207,799	-5% ↓
Number of Sales	62	85	37% ↑			Number of Sales	104	85	-18% ↓
Days on Market	70	60	-14% ↓			Days on Market	46	60	30% ↑
Median Sold Price	\$932,500	\$980,000	5% ↑		Again as will most of the municipalities in New Jersey the number of transactions is up significantly.	Median Sold Price	\$1,012,000	\$980,000	-3% ↓
% of Asking Price	95.6%	94.0%	-1.7% ↓			% of Asking Price	95.6%	94.0%	-1.7% ↓

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Millburn Sold Prices

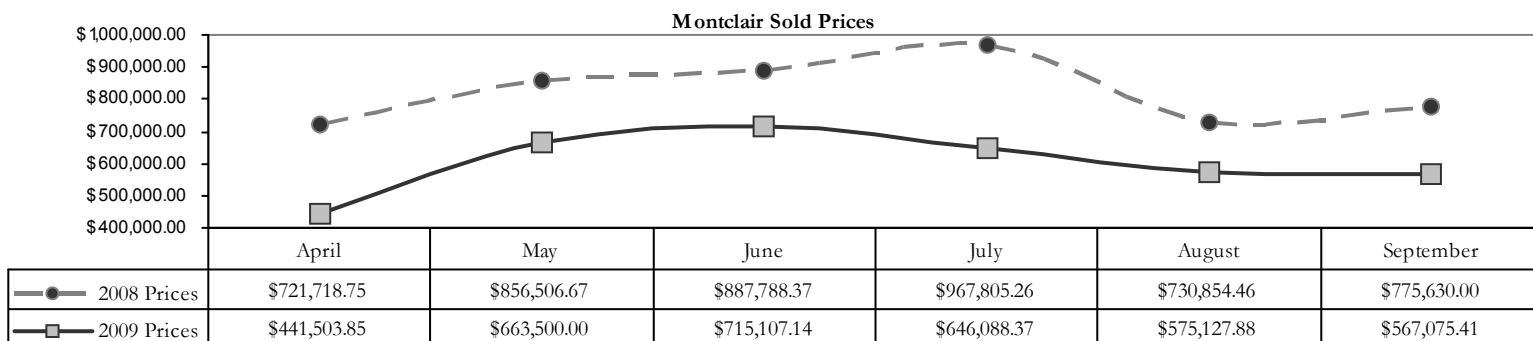


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Montclair Market Summary

Compare Last Quarter	Montclair			Montclair prices are still not quite stable. This should happen over the next quarter and most likely will spur price increase going into 2010.	Compare Last Year	Montclair		
	Q2 2009	Q3 2009	Change			Q3 2008	Q3 2009	Change
Average Sold Price	\$607,307	\$599,630	-1% ↓	As with everywhere else the number of sales increase will result in price increases in the near future.	Average Sold Price	\$836,061	\$599,630	-28% ↓
Number of Sales	77	115	49% ↑		Number of Sales	95	115	21% ↑
Days on Market	76	72	-5% ↓		Days on Market	49	72	47% ↑
Median Sold Price	\$510,000	\$550,000	8% ↑		Median Sold Price	\$665,000	\$550,000	-18% ↓
% of Asking Price	96.9%	98.6%	1.75% ↑		% of Asking Price	102.4%	98.6%	-4% ↓

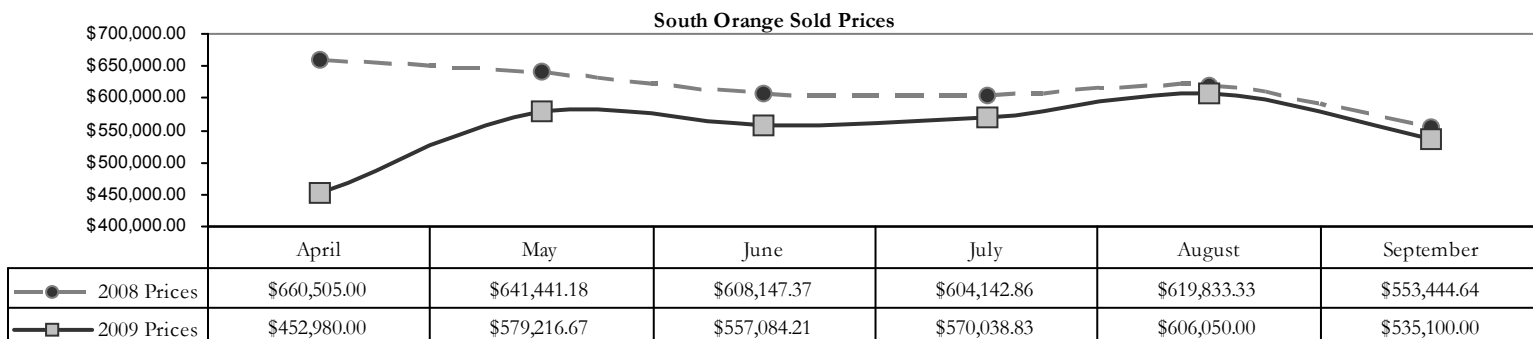
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South Orange Market Summary

Compare Last Quarter	South Orange			South Orange's overall statistics are always a bit more modest than the other areas we feature due to their close proximity to Newark.	Compare Last Year	South Orange		
	Q2 2009	Q3 2009	Change			Q3 2008	Q3 2009	Change
Average Sold Price	\$522,250	\$574,793	10% ↑	This quarter has been very good for S. Orange the price difference from 2008 has been minimized and while the number of sales did not increase the time on market for homes was cut by 1/3.	Average Sold Price	\$594,853	\$574,793	-3% ↓
Number of Sales	39	39	0% ↔		Number of Sales	46	39	-15% ↓
Days on Market	88	59	-33% ↓		Days on Market	55	59	7% ↑
Median Sold Price	\$485,000	\$530,000	9% ↑		Median Sold Price	\$527,000	\$530,000	1% ↑
% of Asking Price	93.8%	95.1%	1.4% ↑		% of Asking Price	97.3%	95.1%	-2.3% ↓

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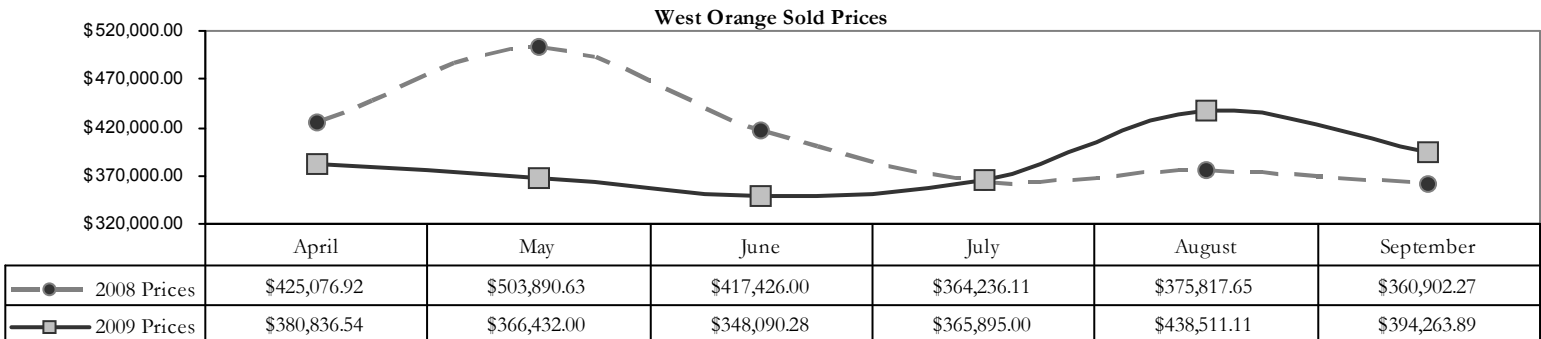


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West Orange Market Summary

Compare Last Quarter	West Orange				The 3rd Quarter was a great and much needed improvement for West Orange, not only did prices and number of sales increase from Q2 2009 they are also up from last year the price graph has a definite increasing trend.	Compare Last Year	West Orange		
	Q2 2009	Q3 2009	Change				Q3 2008	Q3 2009	Change
Average Sold Price	\$362,206	\$397,508	10% ↑			Average Sold Price	\$367,719	\$397,508	8% ↑
Number of Sales	98	115	17% ↑			Number of Sales	92	115	25% ↑
Days on Market	85	85	0% ↔			Days on Market	85	85	0% ↔
Median Sold Price	\$333,250	\$350,000	5% ↑			Median Sold Price	\$355,000	\$350,000	-1% ↓
% of Asking Price	93.5%	95.4%	2% ↑			% of Asking Price	96.0%	95.4%	-0.63% ↓

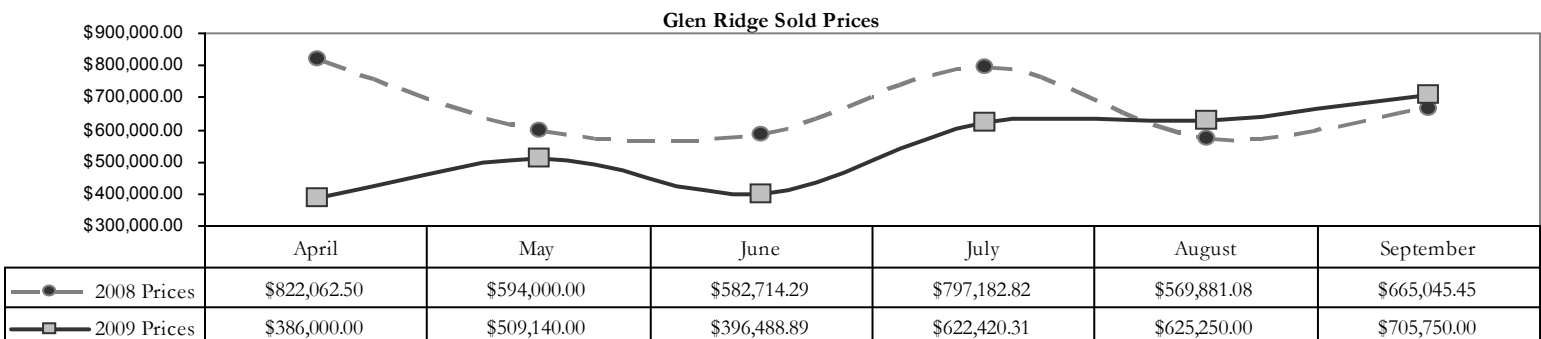
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Glen Ridge Market Summary

Compare Last Quarter	Glen Ridge				Glen Ridge has had one of the largest price increase from Q2 2009 in our area. Due to the small number of transaction overall there is a greater ability to bounce back with prices. Number of sales and Days on market improving will continue to spur this market.	Compare Last Year	Glen Ridge		
	Q2 2009	Q3 2009	Change				Q3 2008	Q3 2009	Change
Average Sold Price	\$443,644	\$634,474	43% ↑			Average Sold Price	\$646,993	\$634,474	-2% ↓
Number of Sales	23	30	30% ↑			Number of Sales	46	30	-35% ↓
Days on Market	68	54	-21% ↓			Days on Market	50	54	8% ↑
Median Sold Price	\$399,000	\$590,000	48% ↑			Median Sold Price	\$590,000	\$590,000	0% ↔
% of Asking Price	97.4%	99.83%	2.5% ↑			% of Asking Price	104.0%	99.83%	-4% ↓

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Again...What do the statistics mean?

This recent set of optimistic results mean that if we see similar results in the 4th Quarter 2009 then a definite trend is occurring and we are out of the real estate recession. Essex County has actually been 3 months ahead of most other counties in rebounding from the real estate recession. The statistics tilted predominantly in the direction of being well into a recovery market; the number of sales have increased so much that all of the featured areas in this report are showing single digits in the months of inventory statistic. Inventory is the main obstacle to price stabilization and increase. With inventories in Essex County steadily declining we are probably less than 6 - 9 months away from seeing solid increases in prices.

With the housing market recovery in its initial stages in Essex County it is important for buyers to make their decision as quickly as they possibly can. You have areas like Montclair and West Orange whose prices have not showing huge increases. There are still great values in those areas and others. The time is limited that these good opportunities will be available, looking at Montclair and West Orange as examples, their prices have not rebounded to the point we would expect, yet their number of sales are increasing aggressively. Both Montclair and West Orange have had their inventories decrease by over 10% combine that with the fact that the number of sales in Montclair was up 49% and 17% in West Orange, you can see that it won't be long before you have a sellers market.

3rd Quarter 2009 Highest Sales for Featured Areas

Location	Style	Price	Date Closed	Size
Hartshorn Drive - Millburn	Colonial	\$4,820,000	9/15/2009	8BR/8BTHS - 1.28 ACRES
Oak Bend Road - West Orange	Colonial	\$2,800,000	8/24/2009	8BR/6BTHS - 2.34 ACRES
Clinton Avenue - Montclair	Colonial	\$1,800,000	7/15/2009	8BR/5BTHS - 0.44 ACRES
Montrose Avenue - South Orange	Victorian	\$1,800,000	7/02/2009	10BR/7BTHS - 1.51 ACRES
Lincoln Street - Glen Ridge	Colonial	\$1,400,000	8/21/2009	6BR/3BTHS - 0.83 ACRES
Park Road - Maplewood	Colonial	\$1,100,000	9/21/2009	6BR/4BTHS - 0.42 ACRES

LESS THAN 60 Days: Deadline for 1st Time Home buyer \$8,000 Tax credit is December 1, 2009

For the purposes of the tax credit, the purchase date is the date when closing occurs and the title to the property transfers to the home owner.

For more information go to: WWW.FEDERALHOUSINGTAXCREDIT.COM

Other interesting statistics Q3 2009:

Essex County is headed toward a very good situations all inventory levels are under double digits which is phenomenal. The number of sales are growing each quarter and buy substantial amounts.

3rd Quarter 2009	Current Inventory	New Listings/Month	Avg. sales/month	Absorption rate	Months of Inventory
Maplewood	119	36	28	24%	4
Millburn	111	32	28	25%	4
Montclair	203	50	38	19%	5
South Orange	106	30	13	12%	8
West Orange	352	85	38	11%	9
Glen Ridge	29	10	10	34%	3
Entire County	2,902	657	371	13%	8

Data used in this report has been a combination of Garden State MLS and the New Jersey Tax records. All information is deemed reliable but not guaranteed