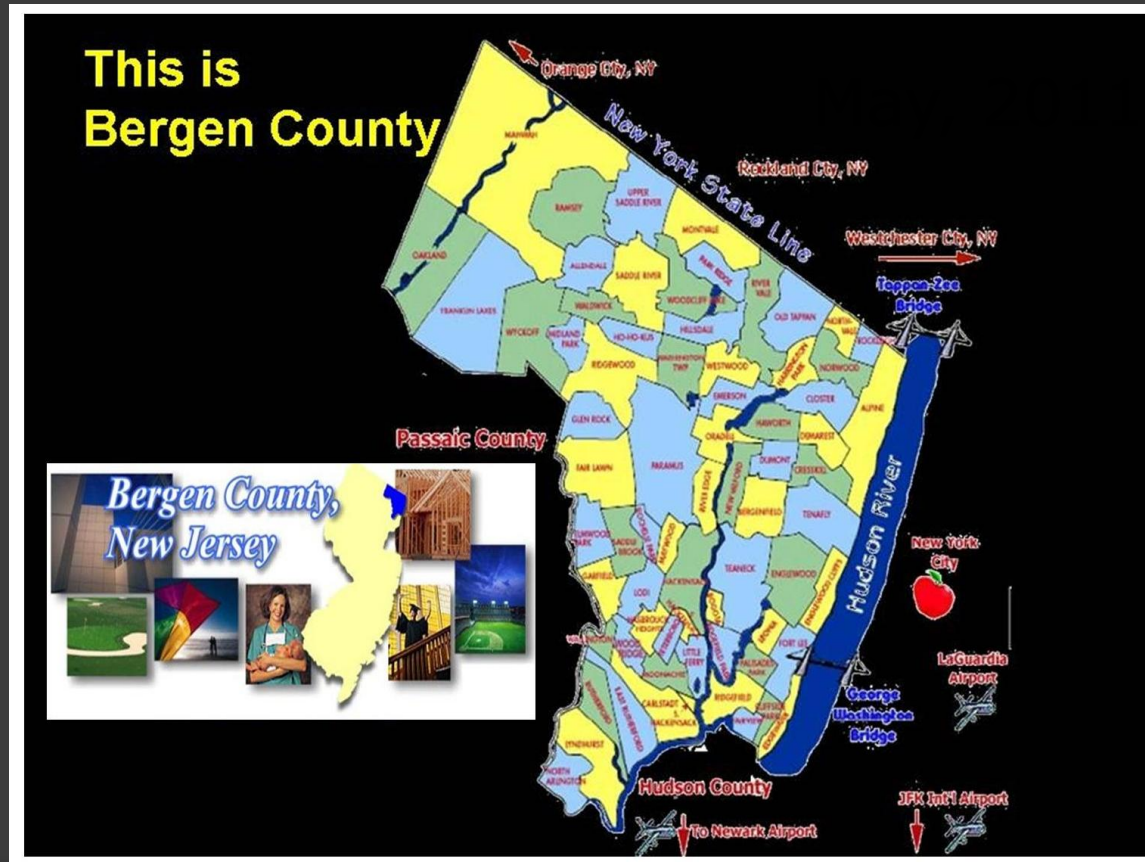


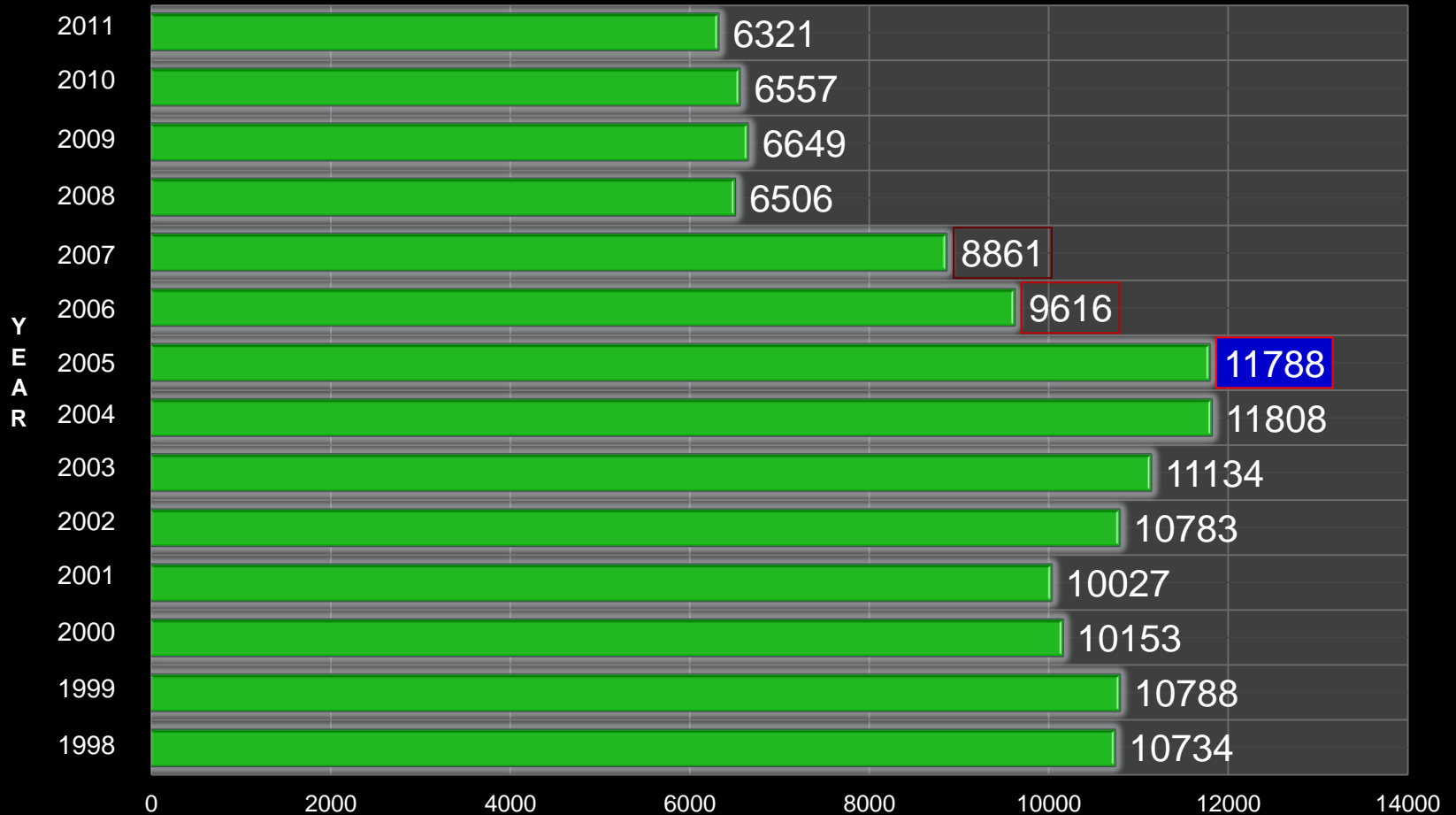
# Bergen County Housing Market Update

# Welcome



# 1998 to 2011 Total Number of Residential sales in Bergen County

## Bergen County Total Residential Sales



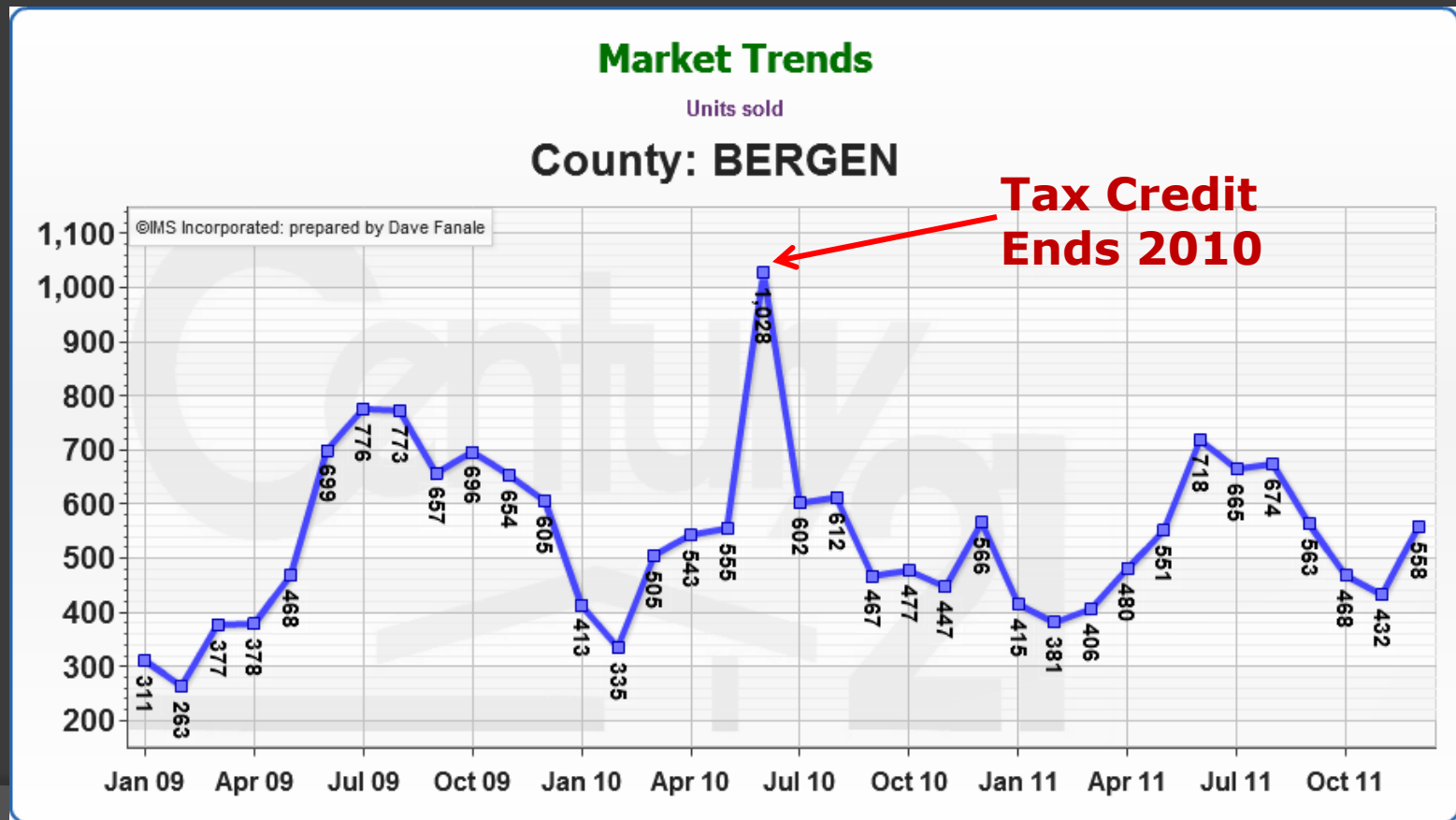
# Bergen County Homes Sold Comparison

<b>BERGEN COUNTY</b>	<b>1/1/2010 to 12/31/2010</b>	<b>1/1/2011 to 12/31/11</b>	<b>% change</b>
Homes Sold	6557	6321	-3.6
Average List Price	\$557,478.00	\$561,130.00	0.01
Average Sale Price	\$501,383.00	\$500,207.00	0.01
Median Sale Price	\$405,000.00	\$389,000.00	-3
Ratio	90%	89%	-1
Average Days to Sell	100	107	-7

<b>End of December, 2011 Active Listings</b>	<b>Homes Sold in December, 2011</b>
<b>5344</b>	<b>558</b>

# The Real Minds say.....

Due to the Tax Credit which expired at the end of April of 2010, one really can not compare sales stats from 2010 to 2011. Simply because there was an acceleration in buying at the time which affected the entire year of sales cycle as well as the sales of 2011



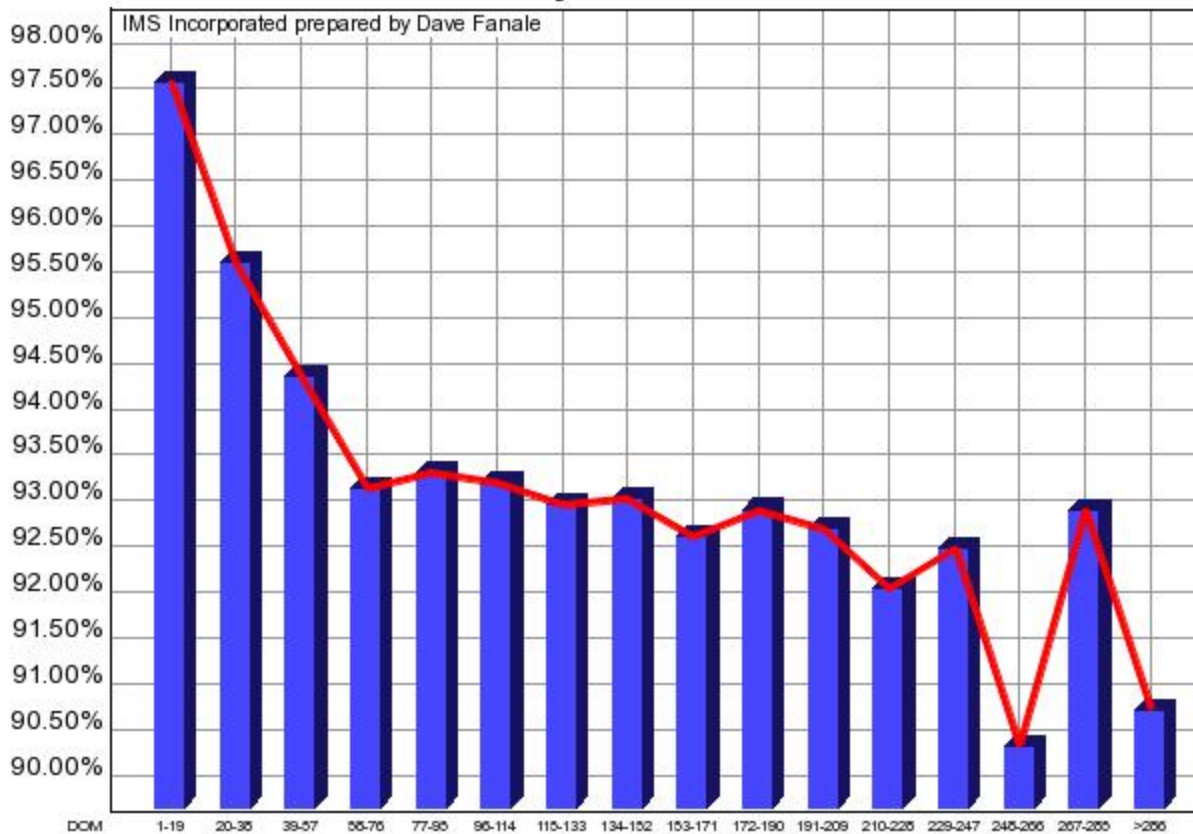
# What happens the longer a home is on the market? Check it out.....

## Market Trends™

The days on market effect on selling price

County: BERGEN

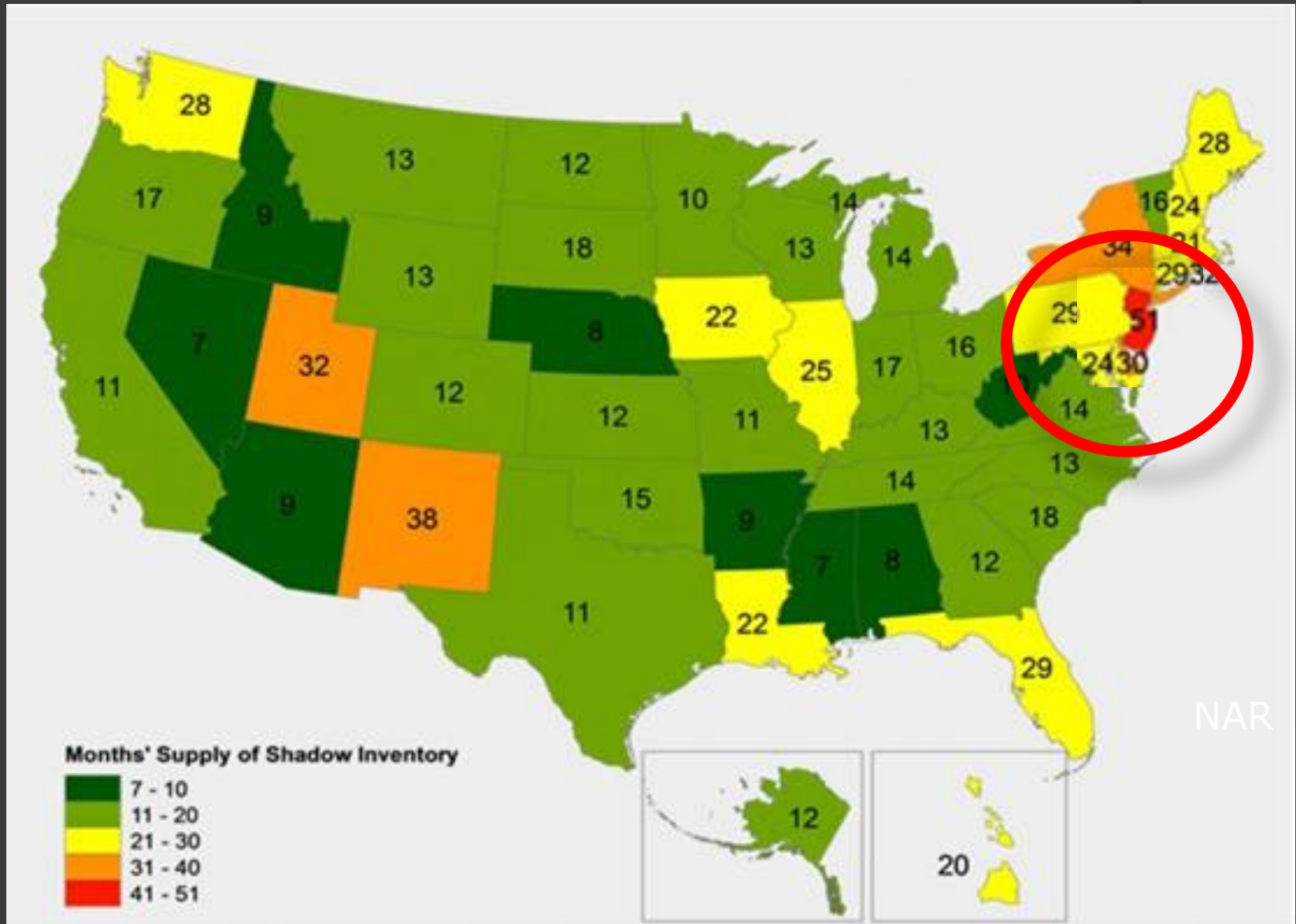
Home price:



Days	S/A%	Price
1-19	97.57%	321,993
20-38	95.60%	315,484
39-57	94.35%	311,365
58-76	93.14%	307,350
77-95	93.32%	307,944
96-114	93.20%	307,554
115-133	92.97%	306,794
134-152	93.04%	307,016
153-171	92.60%	305,592
172-190	92.91%	306,587
191-209	92.69%	305,873
210-228	92.04%	303,744
229-247	92.47%	305,162
248-266	90.32%	298,043
267-285	92.90%	306,575
>286	90.70%	299,309

Days per bar:

# Shadow Inventory by state



NAR

# Bergen County

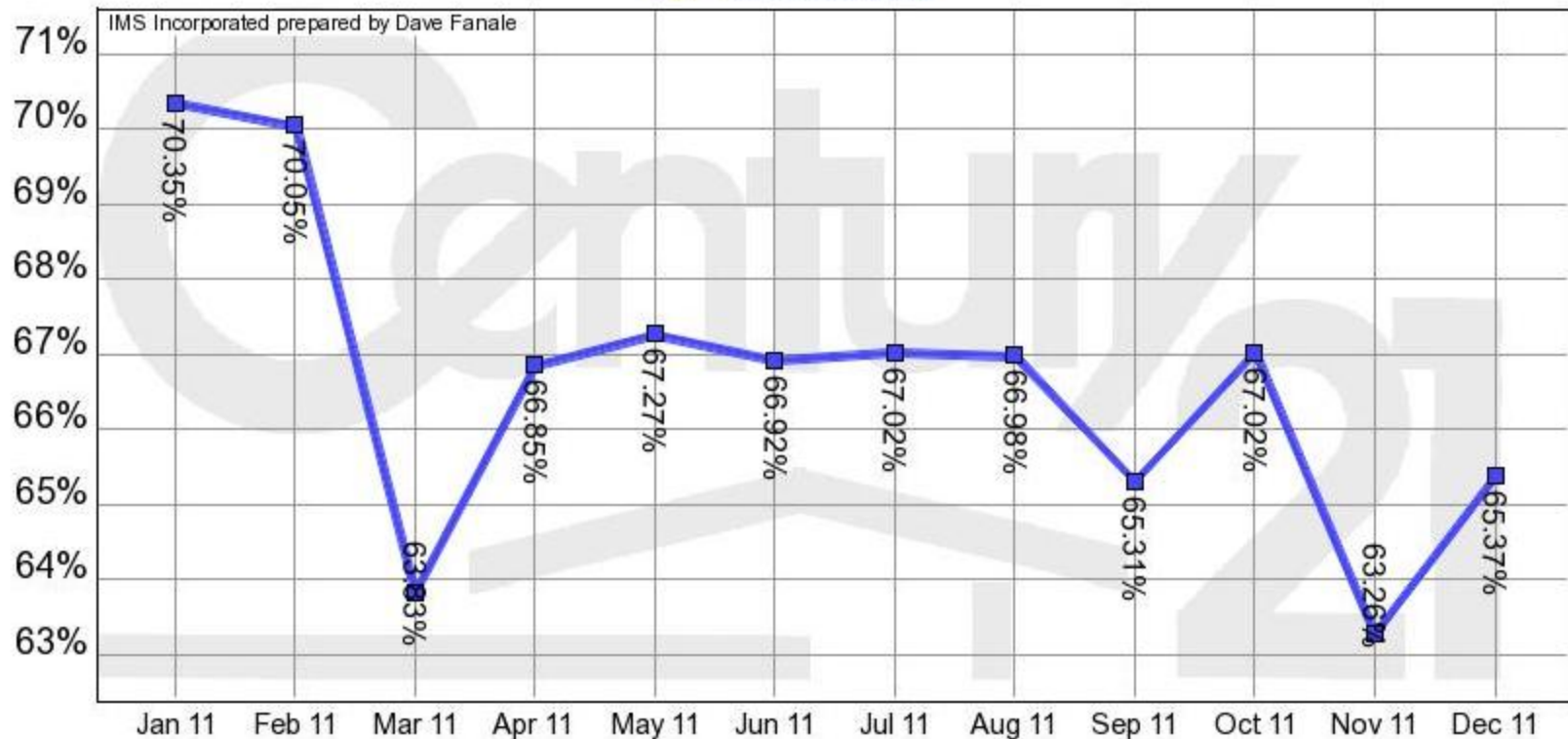
## Distressed Sales as percentage of total sales

### Market Trends™

Distressed sales, % of total value

County: BERGEN

■ Distressed Sales

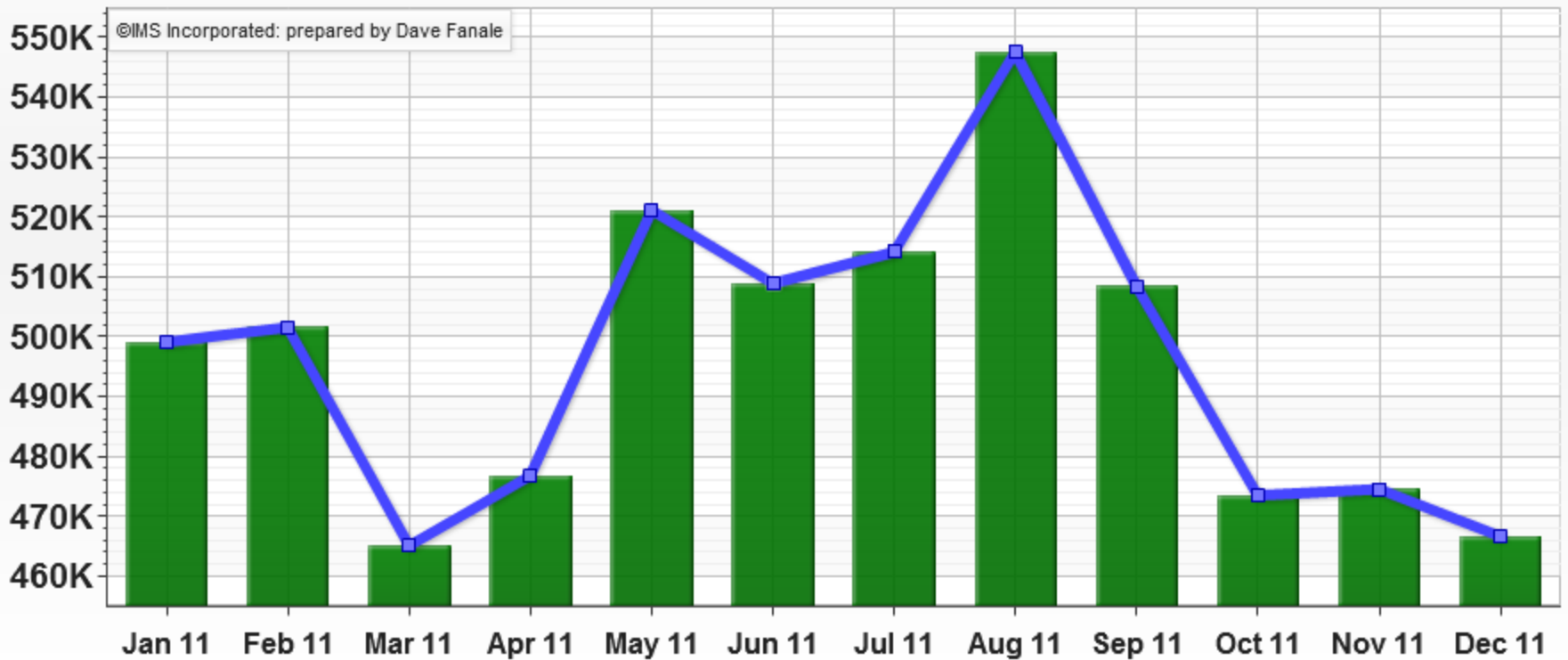


# Market Trends

R.O.I. -6.5%

Avg. price

## County: BERGEN



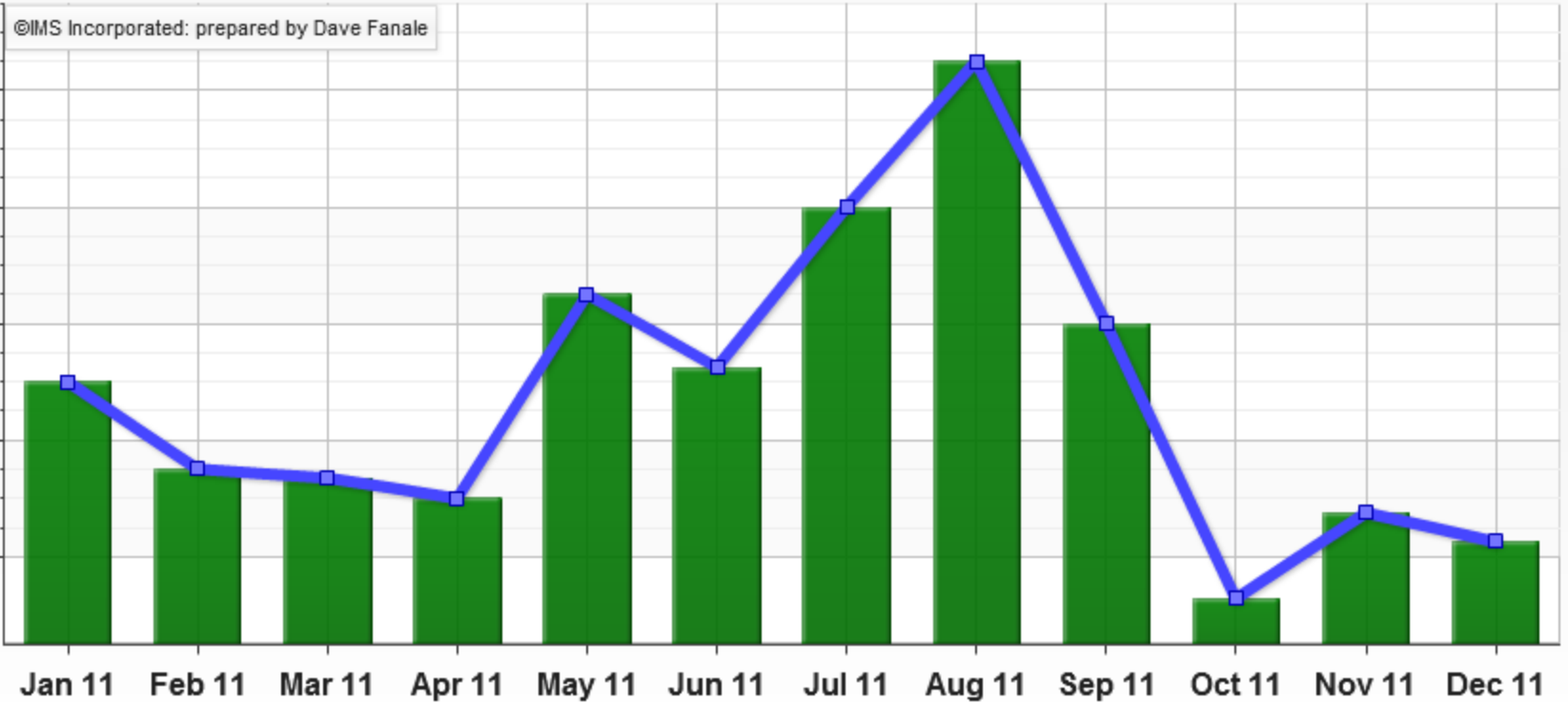


# Market Trends

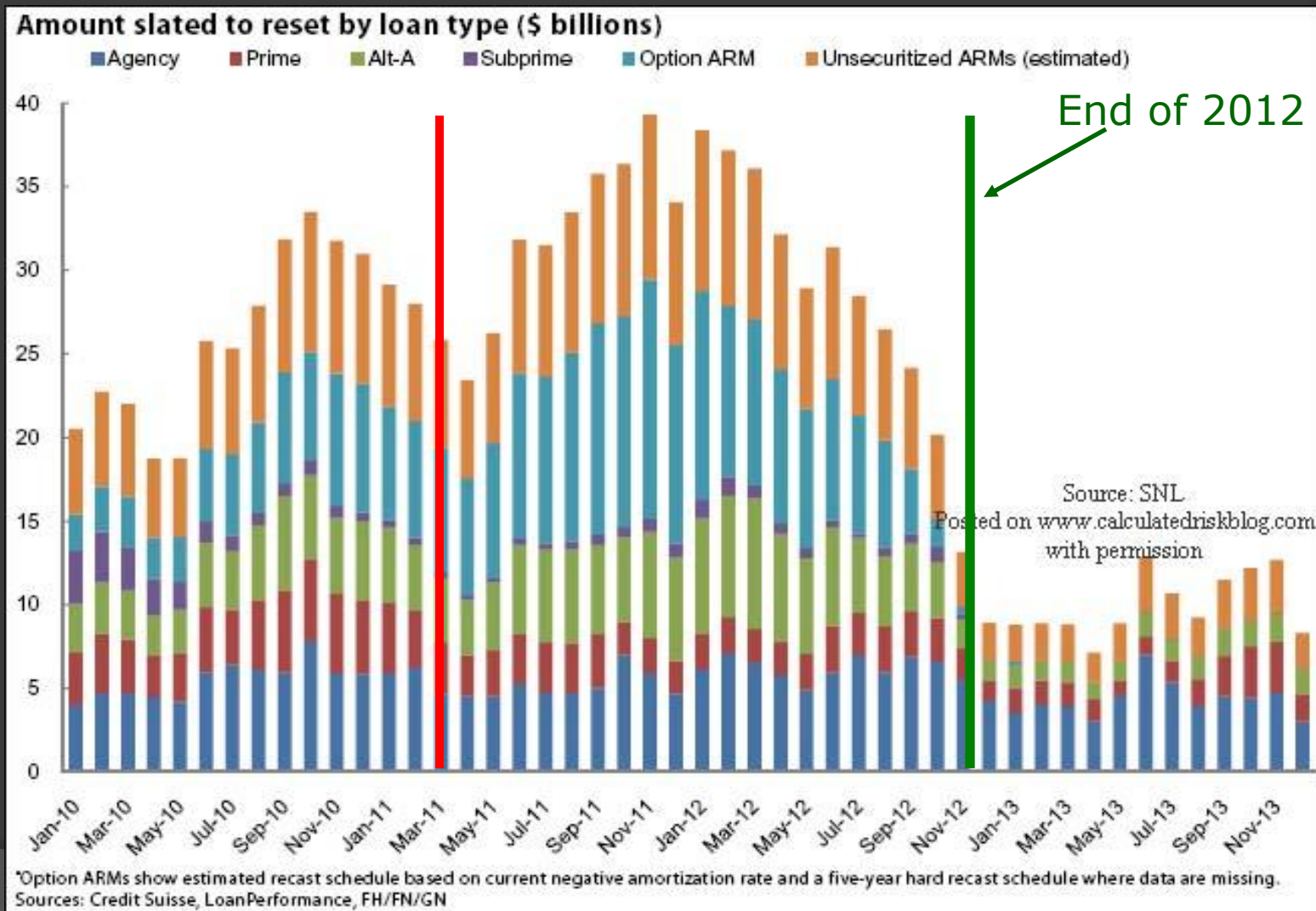
R.O.I. -7.0%

Median Price

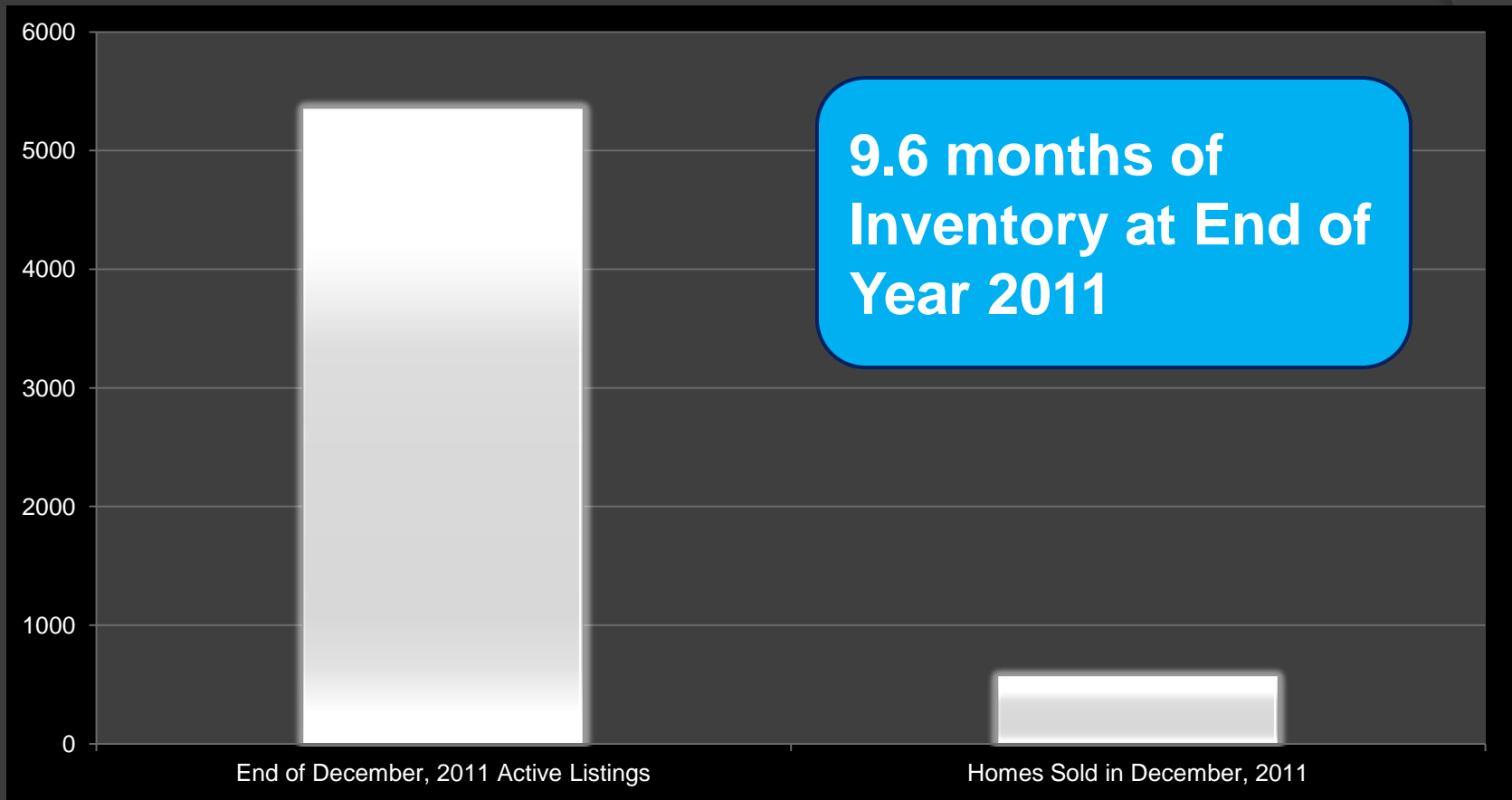
## County: BERGEN



# Why do the experts say it's not over?



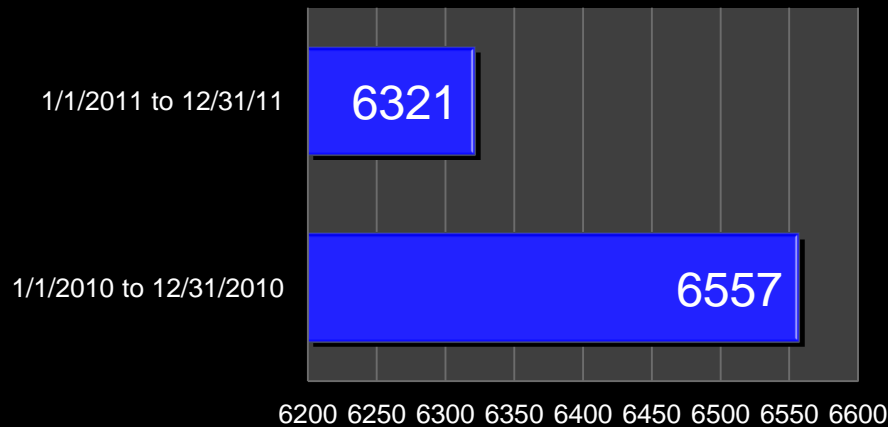
# Existing Inventory vs. Sales=Absorption Bergen County December, 2011



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## Bergen County Homes Sold



**Absorption Rate  
of 9.6 Months  
As of 12/31/11**