

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assess- ment | SP:AV |
|---------|----------------------------|-------------|--------|-------|-----|------------------|-------------|-------------|---------|-----------------------|-------|
| 1 | 616 South Orange Avenue 6M | HighRise | 1 | 1.1 | 28 | \$315,000 | \$315,000 | \$315,000 | 100.00% | \$290,700 | 1.08 |
| 2 | 616 S Orange Avenue 3G | HighRise | 2 | 2.1 | 7 | \$339,000 | \$339,000 | \$339,000 | 100.00% | \$338,900 | 1.00 |
| 3 | 224 Laurel Avenue | Colonial | 3 | 1.0 | 14 | \$450,000 | \$450,000 | \$460,000 | 102.22% | \$321,100 | 1.43 |
| 4 | 14 Maplewood Avenue | Split Level | 5 | 3.1 | 167 | \$679,900 | \$619,900 | \$601,000 | 96.95% | \$528,800 | 1.14 |
| 5 | 616 S Orange Avenue SH6 6 | HighRise | 2 | 2.0 | 34 | \$699,000 | \$699,000 | \$658,754 | 94.24% | \$562,400 | 1.17 |
| 6 | 72 Hilton Avenue | Colonial | 4 | 3.1 | 22 | \$649,900 | \$649,900 | \$682,000 | 104.94% | | |
| 7 | 8 Suffolk Avenue | RanchRas | 3 | 2.2 | 9 | \$549,000 | \$549,000 | \$711,300 | 129.56% | \$601,500 | 1.18 |
| 8 | 25 Plymouth Avenue | Victorian | 4 | 2.0 | 11 | \$699,000 | \$699,000 | \$755,000 | 108.01% | \$590,400 | 1.28 |
| 9 | 12 Buckingham Garden Pkwy | Colonial | 4 | 1.1 | 11 | \$769,000 | \$769,000 | \$780,000 | 101.43% | \$513,300 | 1.52 |
| 10 | 6 Sommer Avenue | Colonial | 4 | 3.1 | 14 | \$799,999 | \$799,999 | \$800,000 | 100.00% | \$571,300 | 1.40 |
| 11 | 106 Oakland Road | Colonial | 4 | 2.1 | 22 | \$825,000 | \$825,000 | \$800,000 | 96.97% | \$524,100 | 1.53 |
| 12 | 17 Garthwaite Terrace | Colonial | 3 | 2.2 | 45 | \$929,000 | \$929,000 | \$900,000 | 96.88% | \$646,600 | 1.39 |
| 13 | 450 Elmwood Avenue | Colonial | 5 | 2.2 | 9 | \$935,000 | \$935,000 | \$950,000 | 101.60% | \$638,900 | 1.49 |
| 14 | 38 Kendal Avenue | Colonial | 5 | 3.1 | 8 | \$949,000 | \$949,000 | \$1,100,000 | 115.91% | \$690,200 | 1.59 |
| 15 | 18 Midland Boulevard | Colonial | 7 | 5.1 | 29 | \$1,099,000 | \$1,099,000 | \$1,200,000 | 109.19% | \$733,100 | 1.64 |
| 16 | 492 Ridgewood Road | Colonial | 5 | 3.1 | 9 | \$1,145,000 | \$1,145,000 | \$1,379,000 | 120.44% | | |
| 17 | 35 North Crescent | Tudor | 4 | 3.3 | 8 | \$1,425,000 | \$1,425,000 | \$1,613,861 | 113.25% | \$978,300 | 1.65 |
| 18 | 46 Pierson Road | Colonial | 5 | 3.2 | 1 | \$1,825,000 | \$1,825,000 | \$1,842,000 | 100.93% | | |
| AVERAGE | | | | | 25 | \$837,878 | \$834,544 | \$882,606 | 105.14% | | 1.37 |

"Active" Listings in Maplewood

Number of Units: 25
 Average List Price: \$697,136
 Average Days on Market: 48

"Under Contract" Listings in Maplewood

Number of Units: 29
 Average List Price: \$680,857
 Average Days on Market: 42

Maplewood 2022 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|-----------|-----------|---------|----------|----------|-----------|
| Days on Market | 51 | 24 | 23 | 16 | 13 | 15 | 18 | 20 | 25 | | | | 20 |
| List Price | \$685,222 | \$754,941 | \$682,416 | \$699,093 | \$725,221 | \$817,298 | \$938,161 | \$821,338 | \$834,544 | | | | \$776,988 |
| Sales Price | \$730,389 | \$834,947 | \$814,289 | \$816,554 | \$846,500 | \$978,077 | \$1,079,750 | \$890,414 | \$882,606 | | | | \$887,807 |
| SP:LP% | 104.64% | 108.43% | 114.99% | 115.21% | 115.68% | 117.96% | 115.24% | 108.05% | 105.14% | | | | 112.92% |
| SP to AV | 1.43 | 1.31 | 1.61 | 1.59 | 1.72 | 1.71 | 1.73 | 1.48 | 1.37 | | | | 1.59 |
| # Units Sold | 9 | 17 | 19 | 30 | 29 | 40 | 18 | 29 | 18 | | | | 209 |
| 3 Mo Rate of Ab | 0.68 | 1.00 | 1.36 | 0.92 | 0.57 | 1.12 | 1.01 | 0.79 | 1.23 | | | | 0.96 |
| Active Listings | 20 | 20 | 17 | 20 | 24 | 31 | 31 | 23 | 25 | | | | 23 |
| Under Contracts | 32 | 40 | 56 | 56 | 58 | 39 | 40 | 32 | 29 | | | | 42 |

Flashback! YTD 2021 vs YTD 2022

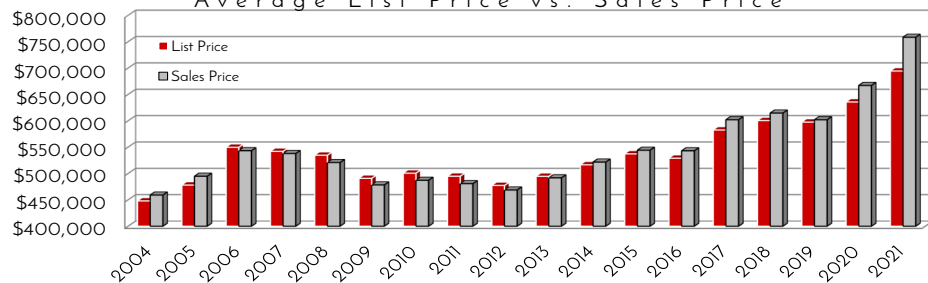
| YTD | 2021 | 2022 | % Change |
|-------------|-----------|-----------|----------|
| DOM | 22 | 20 | -9.62% |
| Sales Price | \$771,293 | \$887,807 | 15.11% |
| LP:SP | 108.87% | 112.92% | 3.72% |
| SP:AV | 1.42 | 1.59 | 11.87% |



| YTD | 2021 | 2022 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 302 | 209 | -30.79% |
| Rate of Ab 3 Mo | 0.94 | 1.23 | 30.85% |
| Actives | 31 | 25 | -19.35% |
| Under Contracts | 35 | 29 | -17.14% |

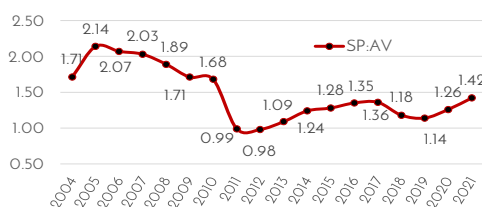
Maplewood Yearly Market Trends

Average List Price vs. Sales Price

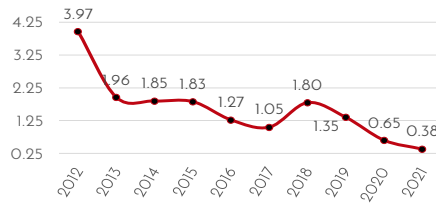


| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$447,948 | \$478,050 | \$549,722 | \$541,955 | \$534,636 | \$490,803 | \$500,568 | \$494,809 | \$477,344 | \$494,642 | \$516,529 | \$537,245 | \$528,990 | \$582,541 | \$600,368 | \$597,463 | \$635,657 | \$694,401 |
| SP | \$459,081 | \$494,783 | \$543,228 | \$537,926 | \$520,795 | \$478,306 | \$487,124 | \$480,676 | \$468,724 | \$491,717 | \$521,666 | \$544,125 | \$543,053 | \$601,993 | \$614,630 | \$601,933 | \$667,026 | \$758,426 |

Sales Price to Assessed Value Ratio



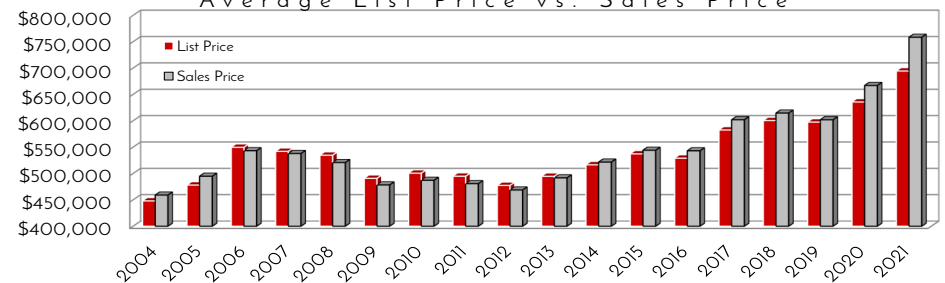
12 Month Rate of Absorption



Data only available until 2012

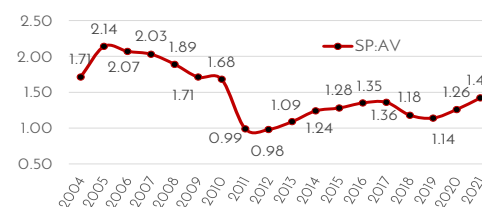
Maplewood Yearly Market Trends

Average List Price vs. Sales Price

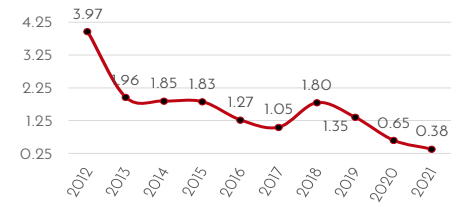


| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
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Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Data only available until 2012