

South Orange

September 2014 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	55 2nd Street	TwnIntUn	3	2.1	46	\$224,900	\$204,900	\$205,100	100.10%	\$253,100	0.81
2	78 Roland Avenue	Colonial	2	1.0	34	\$259,900	\$259,900	\$240,000	92.34%	\$260,400	0.92
3	17-25 Church Street U12	MultiFlr	2	2.1	12	\$279,000	\$279,000	\$272,000	97.49%	\$310,500	0.88
4	240 Irvington Avenue	Colonial	2	2.1	97	\$325,000	\$290,000	\$281,000	96.90%	\$277,200	1.01
5	365 Wilden Place	Colonial	3	1.1	66	\$340,000	\$299,000	\$285,000	95.32%	\$203,800	1.40
6	369 Scotland Road	Victrian	5	4.0	0	\$420,000	\$420,000	\$300,000	71.43%	\$924,000	0.32
7	572 Varsity Road	Colonial	3	1.1	56	\$349,000	\$339,000	\$319,000	94.10%	\$250,700	1.27
8	570 Sinclair Terrace	Colonial	4	2.1	36	\$337,500	\$319,900	\$320,000	100.03%	\$555,900	0.58
9	340 Radel Terrace	Colonial	3	2.1	34	\$349,900	\$349,900	\$380,000	108.60%	\$342,400	1.11
10	310 Meeker Street	Colonial	4	1.1	31	\$395,000	\$395,000	\$405,000	102.53%	\$335,400	1.21
11	462 Academy Street	Colonial	4	1.1	33	\$399,900	\$399,900	\$405,000	101.28%	\$300,800	1.35
12	261 Wyoming Avenue	Colonial	4	3.1	55	\$669,999	\$669,999	\$679,000	101.34%	\$591,400	1.15
13	47 Glenview Road	Colonial	4	5.1	16	\$725,000	\$725,000	\$700,000	96.55%	\$560,300	1.25
14	25 Mayhew Drive	Tudor	4	4.1	28	\$760,000	\$749,000	\$722,500	96.46%	\$599,400	1.21
15	363 Grove Road	Colonial	6	4.2	136	\$779,000	\$749,000	\$735,000	98.13%	\$759,100	0.97
16	45 Harding Drive	Tudor	4	3.1	8	\$849,000	\$849,000	\$841,000	99.06%	\$581,600	1.45
17	236 Tillou Road	Colonial	5	3.1	19	\$899,000	\$899,000	\$875,000	97.33%	\$776,400	1.13
18	13 Tillou Road West	TwnEndUn	4	5.1	21	\$979,000	\$979,000	\$945,000	96.53%	\$809,800	1.17
19	22 Tillou Road West	TwnEndUn	3	3.1	2	\$998,000	\$998,000	\$975,000	97.70%	\$731,100	1.33
AVERAGE					38	\$544,163	\$535,500	\$520,242	97.01%		1.08

"ACTIVE" LISTINGS IN SOUTH ORANGE

Number of Units: 88
 Average List Price: \$677,516
 Average Days on Market: 75

"UNDER CONTRACT" LISTINGS IN SOUTH ORANGE

Number of Units: 52
 Average List Price: \$530,808
 Average Days on Market: 58

South Orange 2014 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	47	72	73	57	42	54	33	52	38				49
List Price	\$615,142	\$536,756	\$630,808	\$515,857	\$542,950	\$664,400	\$541,338	\$583,767	\$535,500				\$579,971
Sales Price	\$620,350	\$519,933	\$597,423	\$511,179	\$541,500	\$672,312	\$545,241	\$577,930	\$520,242				\$576,232
Sales Price as a % of List Price	100.73%	96.47%	96.66%	98.65%	99.76%	102.01%	100.62%	98.88%	97.01%				99.51%
Sales Price to Assessed Value	1.17	1.03	1.16	1.22	1.17	1.34	1.23	1.21	1.08				1.20
# Units Sold	12	9	13	14	24	35	29	27	19				182
Active Listings	53	57	69	74	82	85	89	88	88				76
Under Contracts	37	44	53	75	72	63	48	50	52				55

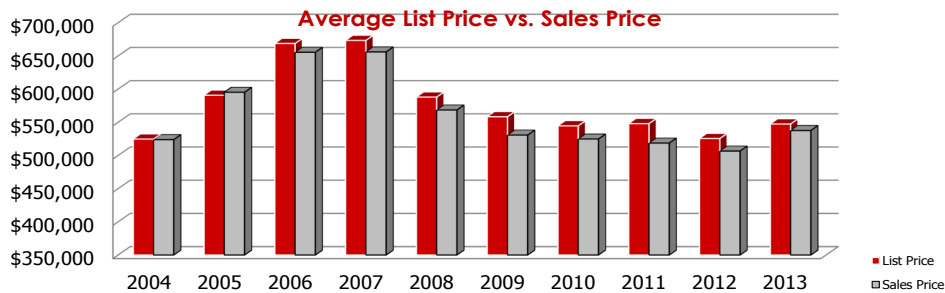
Flashback! YTD 2013 vs YTD 2014

	2013	2014	% Change
Days on Market	58	49	-15.62%
Sales Price	\$542,916	\$576,232	6.14%
Sales Price as a % of List Price	98.04%	99.51%	1.50%



	2013	2014	% Change
# Units Sold	179	182	1.68%
Active Listings	75	88	17.33%
Under Contracts	28	52	85.71%

South Orange 2004-2013

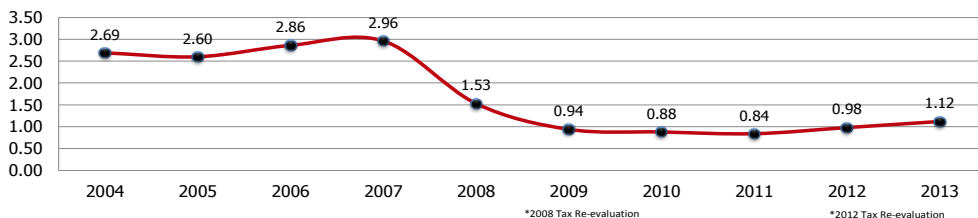


South Orange 2004-2013

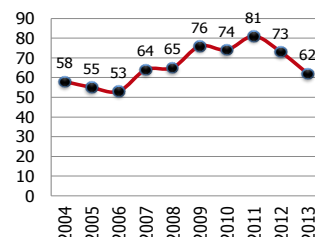


2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
\$524,620	\$590,659	\$668,613	\$673,249	\$587,878	\$558,258	\$544,578	\$547,959	\$525,460	\$547,351
\$523,856	\$595,189	\$655,463	\$655,966	\$568,500	\$530,707	\$524,747	\$518,639	\$506,572	\$537,641

Sales Price to Assessed Value Ratio



2004-2013 Average Days on Market



2004-2013 Number of Units Sold

