

# South Orange

## October 2015 Market Snapshot

| Units   | Address                | Style     | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP   | Total Assess-<br>ment | SP:AV |
|---------|------------------------|-----------|--------|-------|-----|------------------|------------|-------------|---------|-----------------------|-------|
| 1       | 18 Prospect Street C2B | OneFloor  | 1      | 1.0   | 65  | \$159,900        | \$159,900  | \$145,000   | 90.68%  | \$157,900             | 0.92  |
| 2       | 262 Waverly Place      | Victorian | 4      | 1.1   | 94  | \$209,000        | \$209,900  | \$184,200   | 87.76%  | \$276,800             | 0.67  |
| 3       | 121 Reynolds Place     | Colonial  | 4      | 2.1   | 14  | \$345,000        | \$345,000  | \$320,000   | 92.75%  | \$303,600             | 1.05  |
| 4       | 14 South Stanley Road  | Colonial  | 3      | 1.1   | 13  | \$355,000        | \$355,000  | \$377,000   | 106.20% | \$331,300             | 1.14  |
| 5       | 116 Roland Avenue      | Victorian | 4      | 1.1   | 36  | \$475,000        | \$450,000  | \$406,000   | 90.22%  | \$360,300             | 1.13  |
| 6       | 462 Academy Street     | Victorian | 4      | 1.1   | 13  | \$379,000        | \$379,000  | \$410,000   | 108.18% | \$300,800             | 1.36  |
| 7       | 53 S Ridgewood Road    | Colonial  | 3      | 2.0   | 13  | \$430,000        | \$430,000  | \$415,000   | 96.51%  | \$270,200             | 1.54  |
| 8       | 231 Walton Avenue      | Colonial  | 3      | 1.1   | 86  | \$489,000        | \$464,900  | \$455,000   | 97.87%  | \$316,800             | 1.44  |
| 9       | 90 University Court    | Colonial  | 4      | 2.2   | 33  | \$539,000        | \$498,000  | \$490,000   | 98.39%  | \$402,900             | 1.22  |
| 10      | 214 S Orange Avenue    | Colonial  | 3      | 2.1   | 63  | \$535,000        | \$524,000  | \$505,000   | 96.37%  | \$371,100             | 1.36  |
| 11      | 22 Hart Drive North    | Ranch     | 3      | 2.2   | 7   | \$585,000        | \$585,000  | \$585,000   | 100.00% | \$456,300             | 1.28  |
| 12      | 416 Clark Street       | Colonial  | 4      | 2.0   | 37  | \$629,000        | \$629,000  | \$615,000   | 97.77%  | \$485,000             | 1.27  |
| 13      | 11 Harrison Court      | Colonial  | 4      | 3.1   | 35  | \$675,000        | \$675,000  | \$665,000   | 98.52%  | \$466,400             | 1.43  |
| 14      | 411 Redmond Road       | Colonial  | 4      | 3.1   | 25  | \$699,000        | \$699,000  | \$665,000   | 95.14%  | \$608,600             | 1.09  |
| 15      | 184 Hill Drive         | RanchExp  | 4      | 4.0   | 37  | \$699,000        | \$699,000  | \$680,000   | 97.28%  | \$547,200             | 1.24  |
| 16      | 68 Wyoming Ave South   | Colonial  | 6      | 3.2   | 46  | \$699,000        | \$699,000  | \$690,000   | 98.71%  | \$483,700             | 1.43  |
| 17      | 463 Twin Oak Road      | RanchExp  | 4      | 4.0   | 50  | \$829,000        | \$799,000  | \$780,000   | 97.62%  | \$686,700             | 1.14  |
| 18      | 340 W End Road         | Tudor     | 4      | 2.3   | 14  | \$799,000        | \$799,000  | \$805,000   | 100.75% | \$542,900             | 1.48  |
| AVERAGE |                        |           |        |       | 38  | \$529,439        | \$522,206  | \$510,678   | 97.26%  |                       | 1.23  |

### ***"ACTIVE"*** LISTINGS IN SOUTH ORANGE

**Number of Units:** 63  
**Average List Price:** \$642,424  
**Average Days on Market:** 89

### ***"UNDER CONTRACT"*** LISTINGS IN SOUTH ORANGE

**Number of Units:** 44  
**Average List Price:** \$583,865  
**Average Days on Market:** 49

# South Orange 2015 Year to Date Market Trends

|                                  | January   | February  | March     | April     | May       | June      | July      | August    | September | October   | November | December | YTD AVG   |
|----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|----------|-----------|
| YTD                              | 48        | 59        | 77        | 58        | 31        | 22        | 29        | 27        | 48        | 38        |          |          | 40        |
| List Price                       | \$522,223 | \$649,063 | \$634,011 | \$511,433 | \$588,964 | \$571,152 | \$675,500 | \$685,125 | \$583,565 | \$522,206 |          |          | \$604,865 |
| Sales Price                      | \$526,038 | \$630,969 | \$625,386 | \$513,542 | \$598,271 | \$579,630 | \$688,450 | \$689,196 | \$584,678 | \$510,678 |          |          | \$607,168 |
| Sales Price as a % of List Price | 100.90%   | 97.64%    | 98.31%    | 99.89%    | 101.63%   | 101.81%   | 101.97%   | 101.12%   | 100.98%   | 97.26%    |          |          | 100.49%   |
| Sales Price to Assessed Value    | 1.40      | 1.17      | 1.17      | 1.28      | 1.29      | 1.39      | 1.37      | 1.36      | 1.26      | 1.23      |          |          | 1.30      |
| # Units Sold                     | 13        | 16        | 18        | 18        | 28        | 25        | 36        | 28        | 23        | 18        |          |          | 223       |
| Active Listings                  | 48        | 54        | 62        | 72        | 72        | 65        | 69        | 65        | 65        | 63        |          |          | 64        |
| Under Contracts                  | 38        | 43        | 55        | 70        | 73        | 69        | 54        | 39        | 43        | 44        |          |          | 53        |

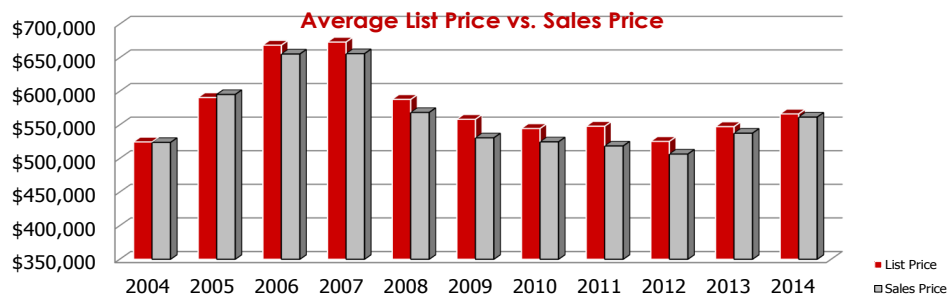
## Flashback! YTD 2014 vs YTD 2015

|                                  | 2014      | 2015      | % Change |
|----------------------------------|-----------|-----------|----------|
| Days on Market                   | 50        | 40        | -18.39%  |
| Sales Price                      | \$573,065 | \$607,168 | 5.95%    |
| Sales Price as a % of List Price | 99.45%    | 100.49%   | 1.04%    |



|                 | 2014 | 2015 | % Change |
|-----------------|------|------|----------|
| # Units Sold    | 204  | 223  | 9.31%    |
| Active Listings | 84   | 63   | -25.00%  |
| Under Contracts | 55   | 44   | -20.00%  |

## South Orange Yearly Market Trends



| 2004      | 2005      | 2006      | 2007      | 2008      | 2009      | 2010      | 2011      | 2012      | 2013      | 2014      |
|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| \$524,620 | \$590,659 | \$668,613 | \$673,249 | \$587,878 | \$558,258 | \$544,578 | \$547,959 | \$525,460 | \$547,351 | \$566,327 |
| \$523,856 | \$595,189 | \$655,463 | \$655,966 | \$568,500 | \$530,707 | \$524,747 | \$518,639 | \$506,572 | \$537,641 | \$561,563 |

### Sales Price to Assessed Value Ratio

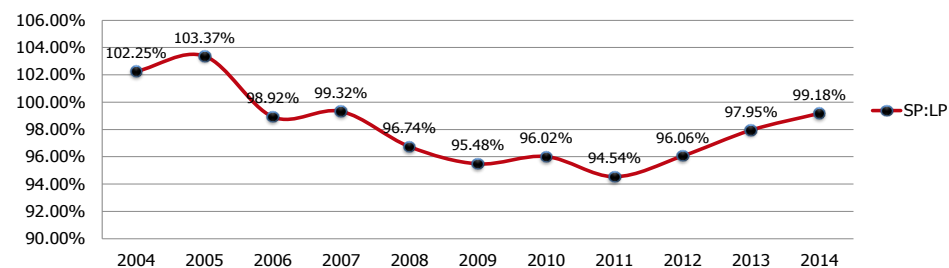


\*2008 Tax Re-evaluation

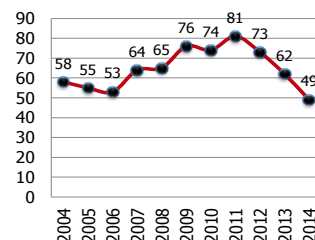
\*2012 Tax Re-evaluation

## South Orange Yearly Market Reports

### Sales Price to List Price Ratios



### Average Days on Market



### Number of Units Sold

