

South Orange

February 2016 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|---------|------------------------|-------------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1 | 716 Varsity Road | Colonial | 3 | 1.0 | 3 | \$249,900 | \$249,900 | \$237,000 | 94.84% | \$273,400 | 0.87 |
| 2 | 18 Prospect Street | HighRise | 2 | 2.0 | 7 | \$270,000 | \$270,000 | \$270,000 | 100.00% | \$180,100 | 1.50 |
| 3 | 172 Seton Place | Colonial | 3 | 2.0 | 56 | \$375,000 | \$359,000 | \$365,000 | 101.67% | \$229,100 | 1.59 |
| 4 | 231 Lindsley Avenue | Colonial | 3 | 2.1 | 32 | \$395,000 | \$395,000 | \$385,000 | 97.47% | \$270,100 | 1.43 |
| 5 | 262 Waverly Place | Victorian | 4 | 1.1 | 20 | \$399,000 | \$399,000 | \$390,000 | 97.74% | \$276,800 | 1.41 |
| 6 | 26 Hart Drive S | Split Level | 3 | 2.1 | 31 | \$435,000 | \$435,000 | \$455,000 | 104.60% | \$361,400 | 1.26 |
| 7 | 305 Richmond Avenue | Colonial | 4 | 1.1 | 15 | \$559,000 | \$559,000 | \$560,000 | 100.18% | \$382,100 | 1.47 |
| 8 | 321 Wyoming Avenue C4D | TwndEndUn | 4 | 3.1 | 120 | \$650,000 | \$625,000 | \$585,000 | 93.60% | \$370,400 | 1.58 |
| 9 | 366 Academy Street | Victorian | 3 | 1.2 | 1 | \$625,000 | \$625,000 | \$600,000 | 96.00% | \$311,400 | 1.93 |
| 10 | 217 Edgewood Terrace | Colonial | 3 | 2.2 | 47 | \$649,900 | \$629,000 | \$639,250 | 101.63% | \$477,000 | 1.34 |
| 11 | 194 Village Road | Victorian | 4 | 2.1 | 85 | \$699,000 | \$649,000 | \$649,000 | 100.00% | \$358,400 | 1.81 |
| 12 | 291 Redmond Road | Colonial | 4 | 2.1 | 76 | \$749,000 | \$699,000 | \$650,000 | 92.99% | \$556,700 | 1.17 |
| 13 | 8 Tillou Road W | TwndEndUn | 3 | 5.1 | 124 | \$869,000 | \$769,000 | \$769,000 | 100.00% | \$788,200 | 0.98 |
| 14 | 195 Crestwood Drive | RanchExp | 4 | 2.1 | 43 | \$849,000 | \$849,000 | \$815,000 | 96.00% | \$465,100 | 1.75 |
| 15 | 565 Longview Road | Custom | 4 | 3.1 | 125 | \$889,000 | \$889,000 | \$840,000 | 94.49% | \$645,100 | 1.30 |
| 16 | 216 Garfield Place | Colonial | 5 | 4.1 | 9 | \$899,000 | \$899,000 | \$951,000 | 105.78% | \$549,700 | 1.73 |
| 17 | 151 Irving Avenue | Tudor | 8 | 3.1 | 67 | \$1,049,000 | \$1,049,000 | \$1,000,000 | 95.33% | \$1,011,200 | 0.99 |
| AVERAGE | | | | | 51 | \$624,165 | \$608,759 | \$597,662 | 98.37% | | 1.42 |

"ACTIVE" LISTINGS IN SOUTH ORANGE

Number of Units: 38
Average List Price: \$706,455
Average Days on Market: 91

"UNDER CONTRACT" LISTINGS IN SOUTH ORANGE

Number of Units: 42
Average List Price: \$600,831
Average Days on Market: 33

South Orange 2016 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|----------------------------------|-----------|-----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|-----------|
| Days on Market | 48 | 51 | | | | | | | | | | | 49 |
| List Price | \$601,658 | \$608,759 | | | | | | | | | | | \$605,821 |
| Sales Price | \$603,493 | \$597,662 | | | | | | | | | | | \$600,075 |
| Sales Price as a % of List Price | 100.40% | 98.37% | | | | | | | | | | | 99.21% |
| Sales Price to Assessed Value | 1.31 | 1.42 | | | | | | | | | | | 1.37 |
| # Units Sold | 12 | 17 | | | | | | | | | | | 29 |
| Active Listings | 42 | 38 | | | | | | | | | | | 40 |
| Under Contracts | 40 | 42 | | | | | | | | | | | 41 |

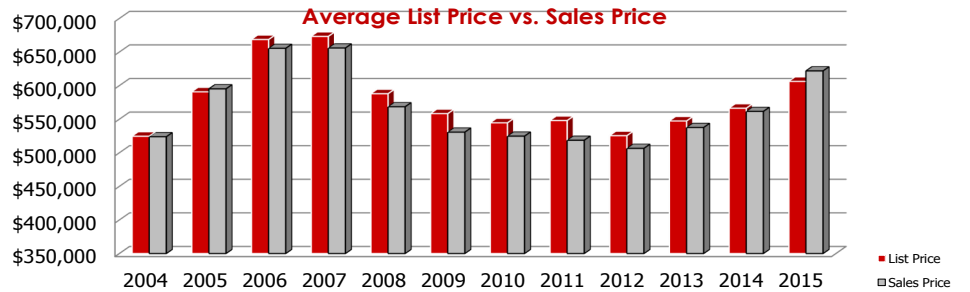
Flashback! YTD 2015 vs YTD 2016

| | 2015 | 2016 | % Change |
|-------------------------------|-----------|-----------|----------|
| Days on Market | 54 | 49 | -8.84% |
| Sales Price | \$583,931 | \$600,075 | 2.76% |
| Assessed Value to Sales Price | 1.28 | 1.37 | 7.58% |



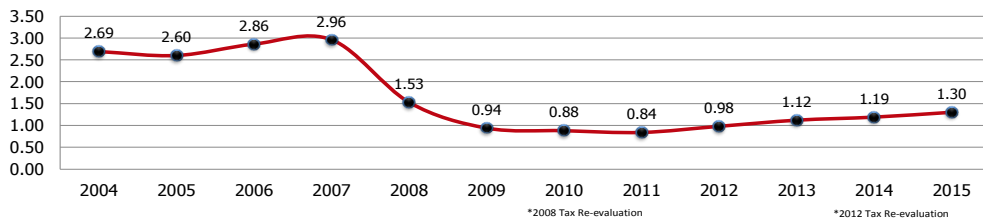
| | 2015 | 2016 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 29 | 29 | 0.00% |
| Active Listings | 54 | 38 | -29.63% |
| Under Contracts | 43 | 42 | -2.33% |

South Orange Yearly Market Trends



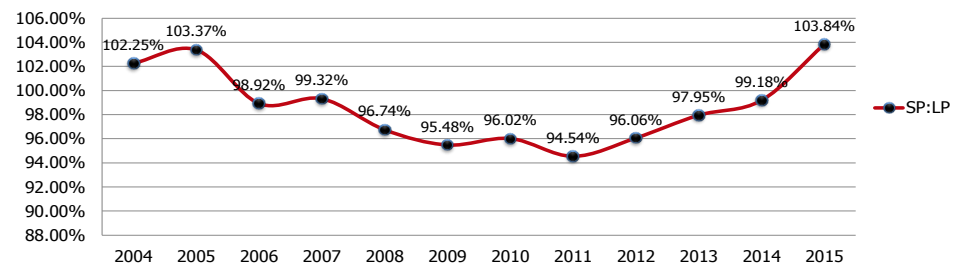
| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$524,620 | \$590,659 | \$668,613 | \$673,249 | \$587,878 | \$558,258 | \$544,578 | \$547,959 | \$525,460 | \$547,351 | \$566,327 | \$606,289 |
| SP | \$523,856 | \$595,189 | \$655,463 | \$655,966 | \$568,500 | \$530,707 | \$524,747 | \$518,639 | \$506,572 | \$537,641 | \$561,563 | \$621,912 |

Sales Price to Assessed Value Ratio

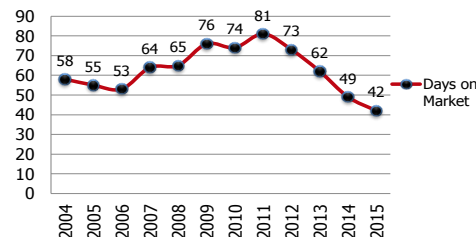


South Orange Yearly Market Reports

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

