

South Orange

October 2016 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|---------|-------------------------|-------------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 1 | 26-40 Church Street U12 | TwnEndUn | 2 | 1.1 | 151 | \$285,000 | \$275,400 | \$276,000 | 100.22% | \$248,100 | 1.11 |
| 2 | 17-25 Church Street U11 | TwnEndUn | 2 | 2.1 | 11 | \$309,000 | \$309,000 | \$314,000 | 101.62% | \$280,500 | 1.12 |
| 3 | 60 Randolph Place | Bi-Level | 3 | 3.0 | 59 | \$359,900 | \$359,900 | \$325,000 | 90.30% | \$284,100 | 1.14 |
| 4 | 75 Mews Lane | TwnEndUn | 2 | 2.1 | 35 | \$370,000 | \$370,000 | \$345,000 | 93.24% | \$301,900 | 1.14 |
| 5 | 609 S Orange Avenue 4L | OneFloor | 2 | 2.1 | 1 | \$380,000 | \$380,000 | \$380,000 | 100.00% | \$254,200 | 1.49 |
| 6 | 382 Montrose Avenue | Colonial | 5 | 3.1 | 1 | \$400,000 | \$400,000 | \$400,000 | 100.00% | \$515,600 | 0.78 |
| 7 | 2 Franklin Terrace | RanchRas | 3 | 3.0 | 13 | \$489,900 | \$489,900 | \$515,000 | 105.12% | \$485,200 | 1.06 |
| 8 | 330 Franklin Place | Colonial | 4 | 1.1 | 107 | \$550,000 | \$550,000 | \$550,000 | 100.00% | \$354,900 | 1.55 |
| 9 | 362 Prospect Street | Colonial | 4 | 3.1 | 21 | \$529,000 | \$529,000 | \$610,000 | 115.31% | \$415,800 | 1.47 |
| 10 | 672 Brentwood Drive | Custom | 3 | 3.0 | 43 | \$675,000 | \$675,000 | \$675,000 | 100.00% | \$524,400 | 1.29 |
| 11 | 321 Warwick Avenue | Colonial | 6 | 3.2 | 111 | \$729,000 | \$729,000 | \$729,000 | 100.00% | \$553,500 | 1.32 |
| 12 | 64 Duffield Drive | Colonial | 5 | 3.2 | 15 | \$750,000 | \$750,000 | \$740,000 | 98.67% | \$761,500 | 0.97 |
| 13 | 19 Briar Court | Colonial | 5 | 4.0 | 14 | \$749,000 | \$749,000 | \$760,000 | 101.47% | \$542,700 | 1.40 |
| 14 | 73 Speir Drive | RanchExp | 5 | 3.1 | 56 | \$850,000 | \$799,000 | \$780,000 | 97.62% | \$853,500 | 0.91 |
| 15 | 211 Crestwood Drive | Contemp | 3 | 3.0 | 17 | \$775,000 | \$775,000 | \$781,000 | 100.77% | \$546,900 | 1.43 |
| 16 | 25 Wesley Court | Split Level | 4 | 3.2 | 22 | \$789,000 | \$789,000 | \$795,000 | 100.76% | \$527,200 | 1.51 |
| AVERAGE | | | | | 42 | \$561,863 | \$558,075 | \$560,938 | 100.32% | | 1.23 |

"ACTIVE" LISTINGS IN SOUTH ORANGE

Number of Units: 54
Average List Price: \$686,159
Average Days on Market: 71

"UNDER CONTRACT" LISTINGS IN SOUTH ORANGE

Number of Units: 44
Average List Price: \$546,233
Average Days on Market: 40

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 | 65 | 32 | 35 | 35 | 23 | 26 | 41 | 42 | | | 37 |
| List Price | \$601,658 | \$608,759 | \$600,106 | \$713,041 | \$626,009 | \$701,025 | \$678,684 | \$734,000 | \$592,931 | \$558,075 | | | \$653,286 |
| Sales Price | \$603,493 | \$597,662 | \$601,278 | \$722,382 | \$654,455 | \$713,373 | \$696,909 | \$747,113 | \$585,444 | \$560,938 | | | \$661,419 |
| Sales Price as a % of List Price | 100.40% | 98.37% | 100.15% | 102.29% | 105.78% | 101.88% | 103.04% | 101.85% | 98.82% | 100.32% | | | 101.43% |
| Sales Price to Assessed Value | 1.31 | 1.42 | 1.19 | 1.39 | 1.34 | 1.36 | 1.43 | 1.48 | 1.30 | 1.23 | | | 1.36 |
| # Units Sold | 12 | 17 | 18 | 17 | 11 | 32 | 38 | 20 | 16 | 16 | | | 197 |
| Active Listings | 42 | 38 | 51 | 65 | 68 | 59 | 55 | 62 | 62 | 54 | | | 56 |
| Under Contracts | 40 | 42 | 52 | 65 | 80 | 68 | 46 | 45 | 48 | 44 | | | 53 |

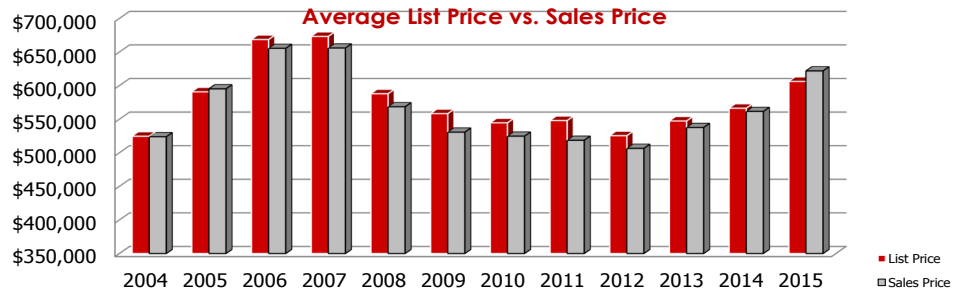
Flashback! YTD 2015 vs YTD 2016

| | 2015 | 2016 | % Change |
|-------------------------------|-----------|-----------|----------|
| Days on Market | 40 | 37 | -7.75% |
| Sales Price | \$607,168 | \$661,419 | 8.94% |
| Assessed Value to Sales Price | 1.30 | 1.36 | 4.31% |



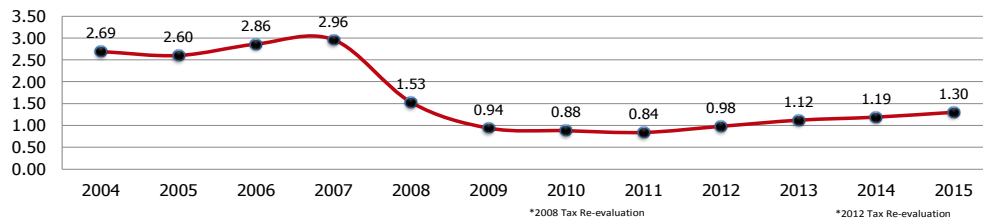
| | 2015 | 2016 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 223 | 197 | -11.66% |
| Active Listings | 63 | 54 | -14.29% |
| Under Contracts | 44 | 44 | 0.00% |

South Orange Yearly Market Trends



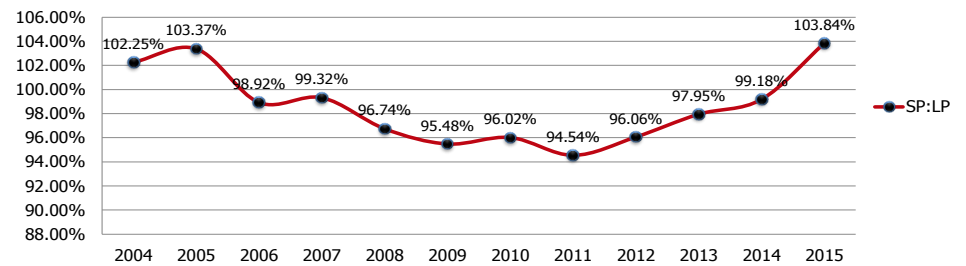
| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$524,620 | \$590,659 | \$668,613 | \$673,249 | \$587,878 | \$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

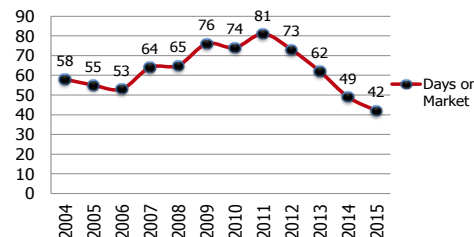


South Orange Yearly Market Reports

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

