

South Orange

September 2016 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|---------|--------------------------|-------------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 1 | 48 Eder Terrace | Colonial | 3 | 1.1 | 45 | \$329,000 | \$329,000 | \$310,000 | 94.22% | \$216,400 | 1.43 |
| 2 | 1 Mews Lane | TwnIntUn | 2 | 2.0 | 43 | \$399,000 | \$385,000 | \$375,000 | 97.40% | \$286,300 | 1.31 |
| 3 | 380 Irving Avenue | Colonial | 5 | 2.1 | 26 | \$421,000 | \$421,000 | \$380,697 | 90.43% | \$343,400 | 1.11 |
| 4 | 53 Mews Lane | MultiFlr | 2 | 2.1 | 5 | \$409,900 | \$409,900 | \$409,900 | 100.00% | \$272,600 | 1.50 |
| 5 | 397 Thornden Street | Colonial | 6 | 3.2 | 154 | \$550,000 | \$550,000 | \$450,000 | 81.82% | \$553,300 | 0.81 |
| 6 | 53 Hart Drive N | Split Level | 3 | 2.1 | 0 | \$475,000 | \$475,000 | \$475,000 | 100.00% | \$412,400 | 1.15 |
| 7 | 31-41 Church St Unit 207 | OneFloor | 3 | 2.0 | 12 | \$499,000 | \$499,000 | \$570,000 | 114.23% | \$347,400 | 1.64 |
| 8 | 542 Hartford Court | Colonial | 4 | 3.0 | 15 | \$599,000 | \$599,000 | \$585,000 | 97.66% | \$401,500 | 1.46 |
| 9 | 191 Underhill Road | Custom | 4 | 3.0 | 60 | \$679,000 | \$659,999 | \$645,000 | 97.73% | \$564,800 | 1.14 |
| 10 | 143 Grove Road | Victorian | 4 | 3.1 | 13 | \$645,000 | \$645,000 | \$650,000 | 100.78% | \$416,100 | 1.56 |
| 11 | 64 Raymond Avenue | CapeCod | 4 | 2.1 | 14 | \$549,000 | \$549,000 | \$656,000 | 119.49% | \$365,500 | 1.79 |
| 12 | 295 S Western Drive | Colonial | 5 | 3.2 | 40 | \$689,000 | \$689,000 | \$670,000 | 97.24% | \$545,100 | 1.23 |
| 13 | 103 Scotland Road | Colonial | 5 | 3.1 | 23 | \$749,000 | \$749,000 | \$740,000 | 98.80% | \$748,800 | 0.99 |
| 14 | 470 Twin Oak Road | Colonial | 6 | 3.2 | 13 | \$749,000 | \$749,000 | \$749,000 | 100.00% | \$652,200 | 1.15 |
| 15 | 71 Jessica Way | Colonial | 4 | 2.1 | 80 | \$829,000 | \$789,000 | \$750,000 | 95.06% | \$588,300 | 1.27 |
| 16 | 181 Underhill Road | Colonial | 4 | 4.1 | 111 | \$1,079,000 | \$989,000 | \$951,500 | 96.21% | \$812,800 | 1.17 |
| AVERAGE | | | | | 41 | \$603,119 | \$592,931 | \$585,444 | 98.82% | | 1.30 |

"ACTIVE" LISTINGS IN SOUTH ORANGE

Number of Units: 62
Average List Price: \$680,996
Average Days on Market: 70

"UNDER CONTRACT" LISTINGS IN SOUTH ORANGE

Number of Units: 48
Average List Price: \$528,542
Average Days on Market: 39

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 | | | | 37 |
| List Price | \$601,658 | \$608,759 | \$600,106 | \$713,041 | \$626,009 | \$701,025 | \$678,684 | \$734,000 | \$592,931 | | | | \$661,703 |
| Sales Price | \$603,493 | \$597,662 | \$601,278 | \$722,382 | \$654,455 | \$713,373 | \$696,909 | \$747,113 | \$585,444 | | | | \$670,301 |
| 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% | | | | 101.53% |
| Sales Price to | 1.31 | 1.42 | 1.19 | 1.39 | 1.34 | 1.36 | 1.43 | 1.48 | 1.30 | | | | 1.37 |
| # Units Sold | 12 | 17 | 18 | 17 | 11 | 32 | 38 | 20 | 16 | | | | 181 |
| Active Listings | 42 | 38 | 51 | 65 | 68 | 59 | 55 | 62 | 62 | | | | 56 |
| Under Contracts | 40 | 42 | 52 | 65 | 80 | 68 | 46 | 45 | 48 | | | | 54 |

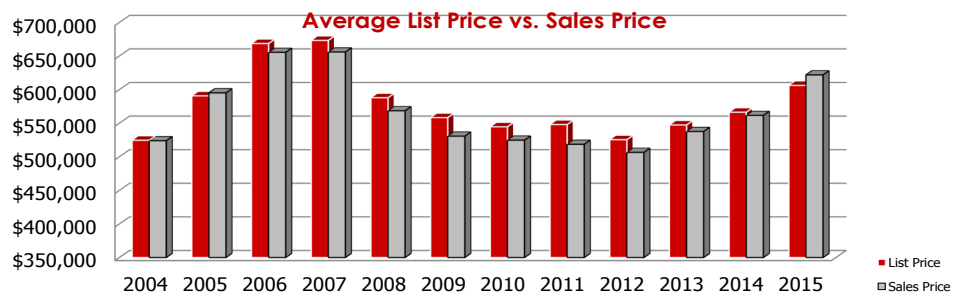
Flashback! YTD 2015 vs YTD 2016

| | 2015 | 2016 | % Change |
|-------------------------------|-----------|-----------|----------|
| Days on Market | 41 | 37 | -9.35% |
| Sales Price | \$615,641 | \$670,301 | 8.88% |
| Assessed Value to Sales Price | 1.31 | 1.37 | 4.69% |



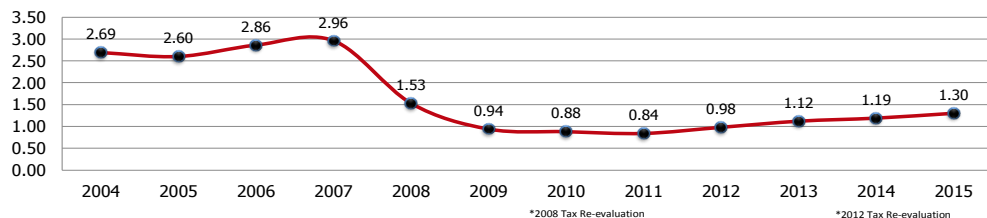
| | 2015 | 2016 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 205 | 181 | -11.71% |
| Active Listings | 65 | 62 | -4.62% |
| Under Contracts | 43 | 48 | 11.63% |

South Orange Yearly Market Trends



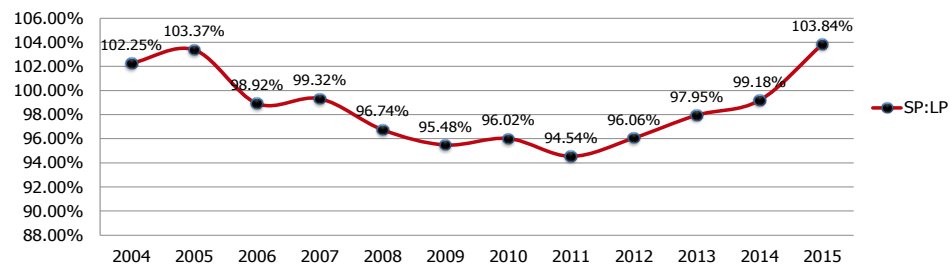
| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$524,620 | \$590,659 | \$668,613 | \$673,249 | \$587,878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

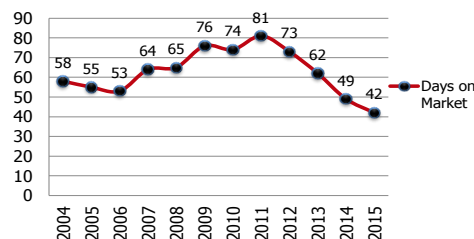


South Orange Yearly Market Reports

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

