

West 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	75 Park Terrace	Colonial	3	1.0	249	\$224,900	\$239,900	\$190,000	79.20%	\$255,200	0.74
2	106 Marion Drive	TwnIntUn	1	2.1	338	\$265,000	\$229,999	\$200,000	86.96%	\$273,900	0.73
3	12 Moore Terrace	Colonial	3	1.1	35	\$219,000	\$219,000	\$200,000	91.32%	\$236,200	0.85
4	24 Hutton Avenue	FirstFlr	3	2.0	14	\$239,000	\$239,000	\$232,500	97.28%	\$225,000	1.03
5	26 Gilbert Place	Colonial	3	3.1	127	\$299,000	\$237,500	\$238,500	100.42%	\$333,400	0.72
6	18 Buckingham Road	Split Level	3	1.0	49	\$265,000	\$265,000	\$250,000	94.34%	\$266,300	0.94
7	3 Westwood Drive N	CapeCod	3	1.0	202	\$325,000	\$279,000	\$257,000	92.11%	\$243,600	1.06
8	12 Kayser Lane	OneFloor	2	2.0	17	\$274,900	\$274,900	\$265,000	96.40%	\$245,000	1.08
9	19 Nestro Road	CapeCod	3	2.0	20	\$289,900	\$289,900	\$269,000	92.79%	\$221,300	1.22
10	87 Nestro Road	CapeCod	3	1.0	33	\$275,000	\$275,000	\$270,000	98.18%	\$222,000	1.22
11	58 Kirk Street	Colonial	3	1.0	6	\$274,900	\$274,900	\$270,000	98.22%	\$210,800	1.28
12	21 Old Salem Road	Colonial	3	2.1	160	\$279,000	\$279,000	\$290,000	103.94%	\$302,400	0.96
13	113 Elm Street	Colonial	3	2.0	44	\$298,500	\$298,500	\$290,000	97.15%	\$225,000	1.29
14	39 Benvenue Avenue	Colonial	4	2.0	26	\$325,000	\$325,000	\$300,000	92.31%	\$318,700	0.94
15	16 Greenwood Avenue	Colonial	3	1.1	7	\$300,000	\$300,000	\$305,000	101.67%	\$296,700	1.03
16	76 Conforti Avenue	CapeCod	4	1.1	80	\$324,900	\$315,000	\$315,000	100.00%	\$240,000	1.31
17	5 Rollinson Street	Colonial	4	2.0	17	\$340,000	\$340,000	\$330,000	97.06%	\$280,700	1.18
18	1 Hunterdon Road	CapeCod	3	2.0	49	\$375,000	\$349,000	\$335,000	95.99%	\$271,900	1.23
19	65 Maple Avenue	CapeCod	3	2.0	23	\$339,000	\$339,000	\$339,000	100.00%	\$262,400	1.29
20	204 Barringer Court	TwnIntUn	3	3.1	1	\$360,000	\$360,000	\$340,000	94.44%	\$307,400	1.11

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21	23 Swayze Street	Split Level	3	2.0	89	\$400,000	\$355,000	\$345,000	97.18%	\$326,900	1.06
22	8 Sheridan Avenue	MultiFlr	4	1.1	36	\$379,900	\$365,000	\$350,000	95.89%	\$312,500	1.12
23	20 Kingwood Road	CapeCod	4	2.1	22	\$359,900	\$359,900	\$350,000	97.25%	\$341,800	1.02
24	32 Crestmont Road	Split Level	3	2.0	38	\$369,000	\$369,000	\$355,000	96.21%	\$316,300	1.12
25	17 Buckingham Road	Split Level	4	2.0	167	\$399,000	\$370,000	\$360,000	97.30%	\$286,600	1.26
26	27 Lapis Circle	TwnIntUn	3	3.1	87	\$379,000	\$354,900	\$365,000	102.85%	\$307,300	1.19
27	1 Korwel Circle East	Split Level	3	2.0	79	\$399,000	\$379,000	\$366,000	96.57%	\$281,600	1.30
28	15 Cleveland Terrace	Split Level	3	2.0	52	\$369,000	\$369,000	\$369,000	100.00%	\$330,800	1.12
29	16 Glen Road	Colonial	4	1.1	60	\$400,000	\$375,000	\$370,000	98.67%	\$326,800	1.13
30	145 Gregory Avenue	Colonial	3	3.0	9	\$374,000	\$374,000	\$374,000	100.00%	\$266,600	1.40
31	31 Woodside Terrace	Colonial	3	1.2	13	\$369,000	\$369,000	\$385,000	104.34%	\$229,500	1.68
32	48 Sheridan Avenue	Colonial	4	2.2	36	\$400,000	\$400,000	\$390,000	97.50%	\$394,600	0.99
33	18 Cheshire Terrace	Bi-Level	5	3.0	34	\$399,900	\$399,900	\$395,000	98.77%	\$325,300	1.21
34	8 Orange Heights Avenue	Colonial	4	2.1	30	\$399,500	\$399,500	\$395,000	98.87%	\$294,400	1.34
35	178 Clarcken Drive	TwnEndUn	2	2.1	54	\$419,000	\$419,000	\$398,000	94.99%	\$359,500	1.11
36	202 Clarcken Drive	TwnIntUn	3	2.1	49	\$439,000	\$419,000	\$400,000	95.47%	\$394,300	1.01
37	19 Conforti Avenue	Bi-Level	4	2.1	36	\$399,000	\$399,000	\$400,000	100.25%	\$322,600	1.24
38	10 Lancaster Terrace	Split Level	4	2.1	10	\$400,000	\$400,000	\$410,000	102.50%	\$317,000	1.29
39	75 Cummings Circle	TwnIntUn	2	3.1	70	\$490,000	\$450,000	\$430,000	95.56%	\$366,900	1.17
40	1092 Smith Manor Boulevard	MultiFlr	3	2.2	115	\$515,000	\$475,000	\$435,000	91.58%	\$432,700	1.01
41	6 Clonavor Road	Colonial	5	3.1	16	\$439,000	\$439,000	\$450,000	102.51%	\$341,600	1.32

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42	43 Edgewood Avenue	Colonial	4	3.1	86	\$475,000	\$475,000	\$455,000	95.79%	\$432,000	1.05
43	37 Boland Drive	TwnEndUn	3	3.1	120	\$519,000	\$499,900	\$475,000	95.02%	\$428,000	1.11
44	35 Edgemont Road	Ranch	4	3.0	8	\$485,000	\$485,000	\$480,000	98.97%	\$320,300	1.50
45	18 Whalen Court	TwnEndUn	4	3.0	23	\$483,900	\$483,900	\$483,900	100.00%	\$485,900	1.00
46	17 Aspen Road	Colonial	5	3.0	54	\$537,000	\$537,000	\$520,000	96.83%	\$240,400	2.16
47	33 Collamore Terrace	Colonial	5	3.1	8	\$550,000	\$550,000	\$520,000	94.55%	\$445,800	1.17
48	11 Colony Drive W	Colonial	5	3.2	2	\$550,000	\$550,000	\$561,000	102.00%	\$452,500	1.24
49	24 Stone Drive	Colonial	4	3.1	56	\$569,000	\$569,000	\$569,000	100.00%	\$476,700	1.19
50	12 Merrywood Drive	Ranch	3	3.1	26	\$569,000	\$569,000	\$571,000	100.35%	\$445,300	1.28
AVERAGE					60	\$382,582	\$373,772	\$364,258	97.15%		1.16

"ACTIVE" LISTINGS IN WEST ORANGE

Number of Units: 263
Average List Price: \$539,702
Average Days on Market: 99

"UNDER CONTRACT" LISTINGS IN WEST ORANGE

Number of Units: 128
Average List Price: \$362,066
Average Days on Market: 87

West Orange 2016 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	96	70	91	79	79	62	62	48	60				69
List Price	\$374,111	\$371,708	\$410,370	\$366,559	\$399,643	\$407,953	\$416,040	\$400,079	\$373,772				\$395,430
Sales Price	\$359,090	\$365,667	\$398,445	\$356,532	\$386,842	\$404,116	\$407,361	\$394,718	\$364,258				\$386,688
Sales Price as a % of List Price	95.87%	98.36%	97.78%	97.21%	98.64%	98.75%	98.13%	98.77%	97.15%				98.09%
Sales Price to Assessed Value	1.00	1.08	1.09	1.09	1.09	1.13	1.16	1.17	1.16				1.12
# Units Sold	28	38	51	41	76	68	69	88	50				509
Active Listings	256	253	268	288	305	321	270	275	263				278
Under Contracts	124	141	170	180	185	179	178	140	128				158

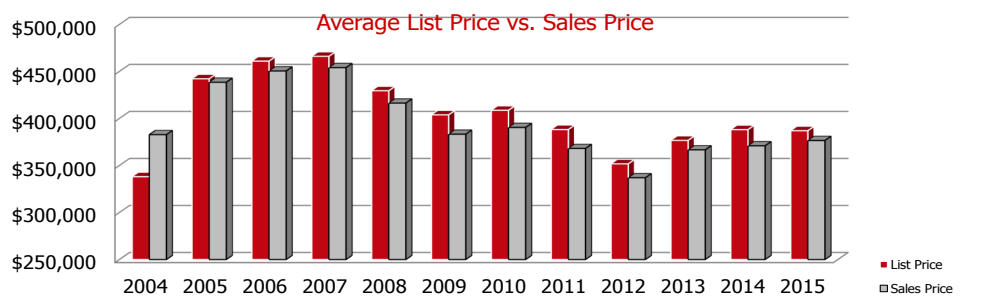
Flashback! YTD 2015 vs YTD 2016

	2015	2016	% Change
Days on Market	67	69	3.08%
Sales Price	\$376,489	\$386,688	2.71%
Assessed Value to Sales Price	1.08	1.12	3.72%

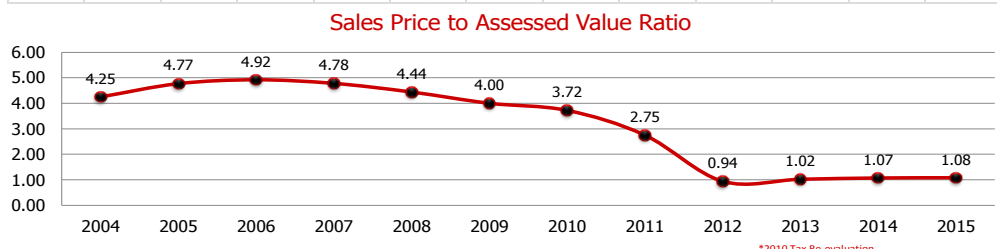


	2015	2016	% Change
# Units Sold	441	509	15.42%
Active Listings	343	263	-23.32%
Under Contracts	128	128	0.00%

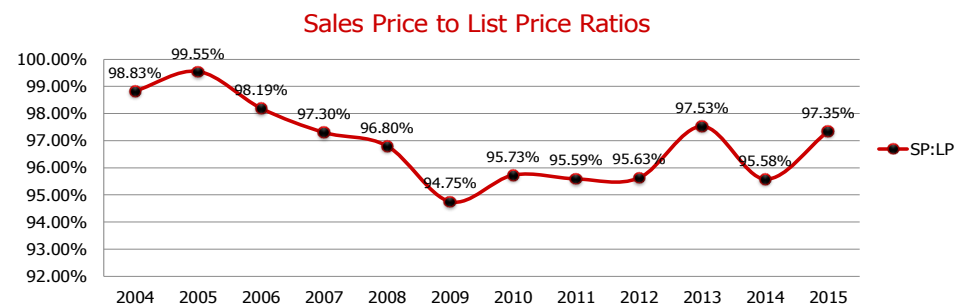
West Orange Yearly Market Trends



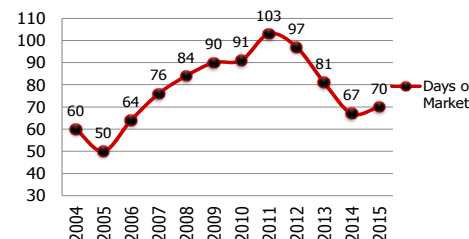
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
LP	\$338,108	\$442,208	\$460,981	\$466,047	\$429,481	\$403,847	\$408,694	\$388,271	\$351,758	\$376,734	\$388,179	\$386,990
SP	\$382,805	\$438,534	\$450,493	\$454,083	\$416,376	\$383,302	\$390,469	\$368,090	\$336,975	\$366,635	\$378,978	\$376,639



West Orange Yearly Market Trends



Average Days on Market



Number of Units Sold

