

West Orange

October 2017 Market Snapshot

Total Assess-
ment

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assess- ment	SP:AV
1	18 Whittlesey Avenue	Colonial	4	1.1	104	\$163,500	\$163,500	\$163,000	99.69%	\$226,700	0.72
2	43 Conforti Avenue 42A	OneFloor	2	1.0	12	\$149,900	\$149,900	\$167,500	111.74%	\$130,000	1.29
3	10 Larkin Circle	FirstFlr	1	1.1	90	\$194,900	\$184,900	\$172,500	93.29%	\$225,000	0.77
4	77 High Street	CapeCod	4	2.0	18	\$175,000	\$175,000	\$175,000	100.00%	\$217,800	0.80
5	19 Lawrence Avenue	Colonial	3	1.0	107	\$150,000	\$150,000	\$180,000	120.00%	\$320,500	0.56
6	30 Woodland Avenue	Tudor	2	1.0	121	\$234,950	\$189,995	\$195,500	102.90%	\$382,900	0.51
7	79 Lawrence Avenue	Colonial	3	1.0	884	\$259,000	\$259,000	\$215,000	83.01%	\$307,400	0.70
8	49 Perkins Drive	FirstFlr	1	1.1	8	\$225,000	\$225,000	\$225,000	100.00%	\$225,000	1.00
9	31 Ridgehurst Road	Colonial	3	1.1	85	\$224,900	\$224,900	\$226,000	100.49%	\$214,800	1.05
10	160 Walker Road	Colonial	3	2.1	124	\$279,900	\$264,900	\$250,000	94.38%	\$487,400	0.51
11	25 Meade Street	Colonial	3	2.0	34	\$328,000	\$279,000	\$260,000	93.19%	\$215,900	1.20
12	10 Smith Manor Boulevard	OneFloor	2	2.0	97	\$289,000	\$265,000	\$265,000	100.00%	\$206,200	1.29
13	412 Smith Manor Boulevard	OneFloor	2	2.0	25	\$275,000	\$275,000	\$275,000	100.00%	\$213,900	1.29
14	74 Larkin Circle	OneFloor	2	1.1	51	\$289,900	\$289,900	\$276,900	95.52%	\$262,500	1.05
15	64 Buchanan Court	TwnEndUn	2	2.0	20	\$279,000	\$279,000	\$279,000	100.00%	\$255,800	1.09
16	3 Karam Circle	TwnEndUn	2	2.0	49	\$289,000	\$289,000	\$280,000	96.89%	\$230,000	1.22
17	376 Valley Road	Colonial	3	3.0	26	\$300,000	\$300,000	\$285,000	95.00%	\$206,500	1.38
18	17 Hunterdon Road	CapeCod	5	2.0	42	\$285,000	\$285,000	\$285,000	100.00%	\$264,100	1.08
19	59 Watchung Avenue	Colonial	3	2.0	31	\$290,000	\$290,000	\$296,000	102.07%	\$221,000	1.34
20	6 Moore Terrace	CapeCod	4	2.0	13	\$289,000	\$289,000	\$301,000	104.15%	\$267,900	1.12
21	390 Digaetano Terrace	TwnIntUn	3	2.1	12	\$329,000	\$329,000	\$315,000	95.74%	\$306,000	1.03
22	70 Valley Way	Colonial	4	1.1	9	\$319,000	\$319,000	\$325,000	101.88%	\$246,900	1.32
23	23 Fowler Drive	TwnIntUn	3	2.1	83	\$355,000	\$339,000	\$327,500	96.61%	\$324,500	1.01
24	2 Park Drive S	Colonial	4	1.2	48	\$329,000	\$329,000	\$329,000	100.00%	\$270,600	1.22
25	12 Glenview Drive	CapeCod	5	2.1	16	\$329,000	\$329,000	\$329,000	100.00%	\$250,000	1.32

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Total Assess-

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SP:AV

SP:LP

Sales Price

List Price

Orig. List Price

DOM

Baths

Bedrms

Style

Address

Units

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Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
51	19 Nance Road	SplitLev	3	2.1	9	\$429,000	\$429,000	\$435,000	101.40%	\$340,000	1.28
52	59 Nance Road	SplitLev	4	2.1	153	\$499,900	\$474,900	\$444,000	93.49%	\$349,300	1.27
53	189 Zeppi Lane	TwnIntUn	3	2.1	54	\$459,000	\$449,000	\$450,000	100.22%	\$288,900	1.56
54	1094 Smith Manor Boulevard	TwnEndUn	3	2.1	14	\$460,000	\$460,000	\$455,000	98.91%	\$380,600	1.20
55	26 Dartmouth Road	Colonial	4	2.1	107	\$499,000	\$479,000	\$465,000	97.08%	\$370,000	1.26
56	211 Clarken Drive	TwnIntUn	2	2.1	28	\$469,000	\$469,000	\$469,000	100.00%	\$385,900	1.22
57	3 Arverne Road	Colonial	5	2.1	56	\$499,000	\$478,000	\$480,000	100.42%	\$417,000	1.15
58	10 Smith Manor Boulevard	HighRise	2	3.0	61	\$500,000	\$500,000	\$500,000	100.00%	\$305,400	1.64
59	4 Old Salem Road	Colonial	3	2.1	20	\$479,000	\$479,000	\$516,500	107.83%	\$387,600	1.33
60	3 Silver Spring Road	Colonial	4	4.1	24	\$515,000	\$515,000	\$525,100	101.96%	\$475,000	1.11
61	6 Fredericks Street	MultiFlr	4	3.1	68	\$719,900	\$719,900	\$695,000	96.54%	\$667,100	1.04
62	88 Mountain Avenue	Colonial	7	6.2	22	\$1,249,900	\$1,249,900	\$1,100,000	88.01%	\$1,119,400	0.98
AVERAGE					61	\$368,550	\$363,096	\$358,758	99.46%		1.18

"ACTIVE" Listings in West Orange

Number of Units: 190
Average List Price: \$616,770
Average Days on Market: 85

"UNDER CONTRACT" Listings in West Orange

Number of Units: 130
Average List Price: \$415,085
Average Days on Market: 76

West Orange 2017 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	103	69	69	75	47	39	44	38	58	61			56
List Price	\$370,136	\$329,703	\$366,603	\$420,404	\$400,644	\$418,067	\$422,743	\$426,414	\$448,349	\$363,096			\$402,547
Sales Price	\$371,554	\$320,635	\$362,258	\$411,654	\$400,238	\$419,635	\$424,057	\$424,792	\$443,417	\$358,758			\$400,139
Sales Price as a % of List Price	103.26%	96.77%	98.64%	99.64%	100.22%	100.22%	100.03%	99.88%	98.89%	99.46%			99.71%
Sales Price to Assessed Value	1.13	1.07	1.13	1.14	1.22	1.17	1.21	1.13	1.20	1.18			1.17
# Units Sold	36	38	48	39	54	91	65	72	67	62			572
Active Listings	191	193	200	211	227	221	204	198	194	190			203
Under Contracts	114	125	159	178	195	178	165	157	145	130			155

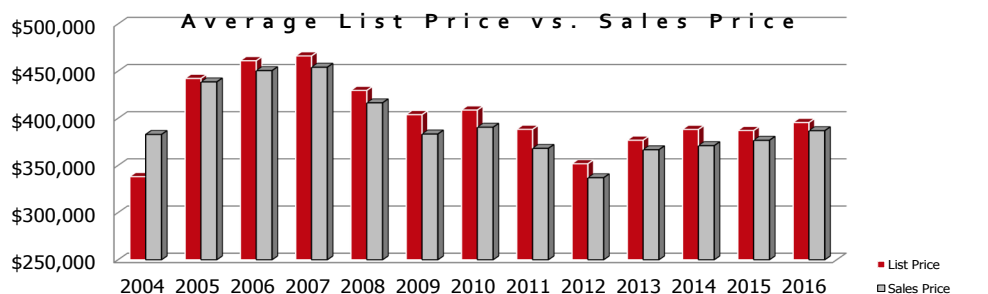
Flashback! YTD 2016 vs YTD 2017

YTD	2016	2017	% Change
Days on Market	70	56	-19.65%
Sales Price	\$385,542	\$400,139	3.79%
Sales Price to Assessed Value	1.12	1.17	4.28%



	2016	2017	% Change
# Units Sold	563	572	1.60%
Active Listings	250	190	-24.00%
Under Contracts	124	130	4.84%

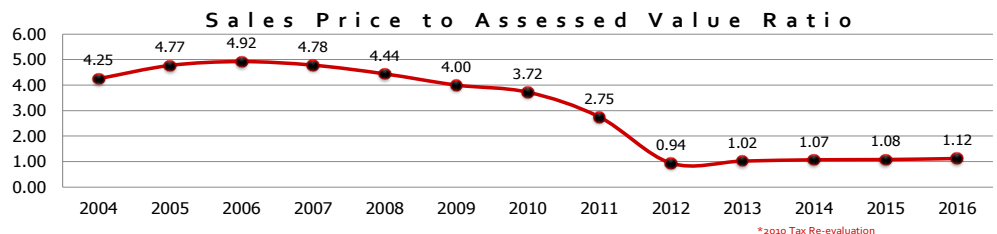
West Orange Yearly Market Trends



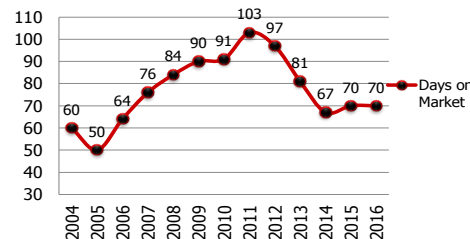
West Orange Yearly Market Trends



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
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	\$395,480
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	\$386,821



Average Days on Market



Number of Units Sold

