

South Orange

June 2019 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	153 Irvington Avenue 102	TwnIntUn	1	1.0	25	\$255,000	\$235,000	\$235,000	100.00%	\$212,300	1.11
2	100 Holland Road	Colonial	4	1.1	22	\$395,000	\$395,000	\$395,000	100.00%	\$335,000	1.18
3	9 Mews Lane	TwnIntUn	2	2.1	14	\$415,000	\$415,000	\$415,000	100.00%	\$379,600	1.09
4	50 Eder Terrace	Colonial	4	2.0	7	\$425,000	\$425,000	\$450,000	105.88%	\$441,800	1.02
5	21 Riggs Place	Victorian	3	1.0	23	\$400,000	\$400,000	\$460,000	115.00%	\$361,300	1.27
6	105 Ward Place	Victorian	4	1.1	14	\$450,000	\$450,000	\$475,000	105.56%	\$399,900	1.19
7	144 Seton Place	Colonial	3	1.1	3	\$469,000	\$469,000	\$475,000	101.28%	\$368,200	1.29
8	462 Academy Street	Victorian	5	1.1	13	\$450,000	\$450,000	\$487,000	108.22%	\$345,700	1.41
9	25 Holland Road	Colonial	4	2.1	23	\$495,000	\$495,000	\$490,000	98.99%	\$358,100	1.37
10	353 Turrell Avenue	Colonial	4	1.0	9	\$450,000	\$450,000	\$495,000	110.00%	\$432,000	1.15
11	132 College Place	Colonial	3	2.1	16	\$450,000	\$450,000	\$517,000	114.89%	\$377,800	1.37
12	306 Richmond Avenue	Colonial	4	2.0	1	\$520,000	\$520,000	\$522,000	100.38%	\$489,900	1.07
13	8 Foster Court	SplitLev	4	2.1	20	\$609,900	\$609,900	\$550,000	90.18%	\$713,000	0.77
14	35 Elm Court	Colonial	4	2.1	9	\$525,000	\$525,000	\$570,000	108.57%	\$493,300	1.16
15	77 Hixon Place	Colonial	3	2.0	15	\$539,000	\$539,000	\$580,000	107.61%	\$410,800	1.41
16	325 Lenox Avenue	Colonial	4	1.1	7	\$539,000	\$539,000	\$604,000	112.06%	\$538,000	1.12
17	315 Vose Avenue	Colonial	4	3.1	8	\$579,000	\$579,000	\$615,000	106.22%	\$529,800	1.16
18	369 Prospect Street	Colonial	5	3.0	48	\$639,900	\$615,000	\$616,000	100.16%	\$485,000	1.27
19	228 S Ridgewood Road	Colonial	4	2.0	13	\$625,000	\$625,000	\$620,000	99.20%	\$607,100	1.02
20	475 Lenox Avenue	Colonial	3	2.1	12	\$579,000	\$579,000	\$630,000	108.81%	\$502,600	1.25

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21	346 Academy Street	Colonial	3	1.2	9	\$575,000	\$575,000	\$630,000	109.57%	\$461,200	1.37
22	362 Prospect Street	Colonial	4	3.1	24	\$619,900	\$619,900	\$640,000	103.24%	\$527,600	1.21
23	167 Village Road	Colonial	3	1.1	0	\$599,000	\$599,000	\$650,000	108.51%	\$541,300	1.20
24	373 Clark Street	Colonial	3	2.1	8	\$629,000	\$629,000	\$670,000	106.52%	\$504,800	1.33
25	366 Academy Street	Victorian	4	1.1	28	\$699,000	\$699,000	\$711,000	101.72%	\$541,900	1.31
26	368 Melrose Place	Colonial	4	2.1	21	\$739,000	\$739,000	\$720,000	97.43%	\$623,800	1.15
27	292 Beech Spring Road	Colonial	5	3.2	11	\$729,000	\$729,000	\$752,000	103.16%	\$694,800	1.08
28	318 S Western Drive	Colonial	4	3.1	24	\$779,000	\$779,000	\$770,000	98.84%	\$594,300	1.30
29	37 Glenside Road	Colonial	3	2.2	8	\$679,000	\$679,000	\$800,000	117.82%		
30	550 Grove Terrace	Colonial	5	3.1	55	\$879,000	\$879,000	\$831,675	94.62%	\$816,400	1.02
31	120 Hemlock Terrace	Colonial	6	3.2	15	\$785,000	\$785,000	\$841,000	107.13%	\$629,300	1.34
32	39 W Tillou Road	TwnEndUn	4	4.1	1	\$869,000	\$869,000	\$862,000	99.19%	\$939,200	0.92
33	63 Montrose Avenue	Victorian	6	3.1	13	\$889,000	\$889,000	\$925,000	104.05%	\$728,700	1.27
34	250 Tillou Road	Colonial	5	3.1	10	\$989,000	\$989,000	\$975,000	98.58%	\$1,029,400	0.95
35	351 N Ridgewood Road	Colonial	7	5.2	16	\$1,575,000	\$1,575,000	\$1,575,000	100.00%	\$1,475,500	1.07
AVERAGE					16	\$624,106	\$622,823	\$644,391	104.10%		1.18

"Active" Listings in South Orange

Number of Units: 68
 Average List Price: \$640,013
 Average Days on Market: 66

"Under Contract" Listings in South Orange

Number of Units: 56
 Average List Price: \$651,621
 Average Days on Market: 35

South Orange 2019 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	32	27	43	43	27	16							29
List Price	\$638,945	\$688,342	\$558,328	\$665,565	\$700,359	\$622,823							\$648,678
Sales Price	\$629,323	\$687,825	\$565,361	\$663,193	\$701,654	\$644,391							\$653,490
SP:LP%	98.37%	99.62%	100.76%	100.59%	100.28%	104.10%							101.00%
SP to AV	1.15	1.14	1.08	1.11	1.12	1.18							1.13
# Units Sold	20	12	18	20	37	35							142
3 Mo Rate of Ab	2.00	3.52	4.19	3.98	3.30	2.25							3.21
Active Listings	41	64	60	67	82	68							64
Under Contracts	39	45	65	66	64	56							56

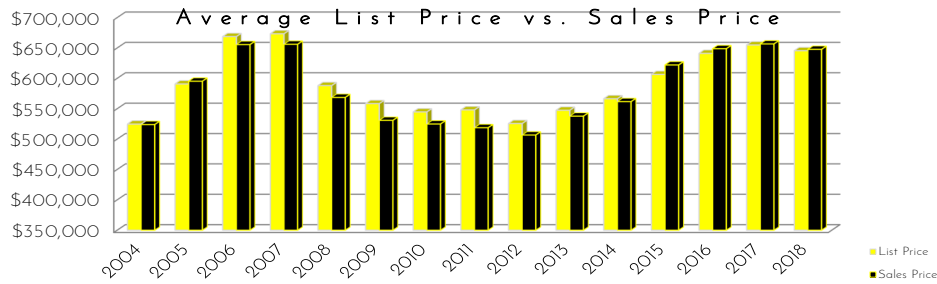
Flashback! YTD 2018 vs YTD 2019

YTD	2018	2019	% Change
DOM	46	29	-36.56%
Sales Price	\$674,904	\$653,490	-3.17%
LP:SP	100.72%	101.00%	0.28%
SP:AV	1.111	1.135	2.17%



YTD	2018	2019	% Change
# Units Sold	113	142	25.66%
Rate of Ab 3 Mo	2.62	2.25	-14.12%
Actives	64	68	6.25%
Under Contracts	50	56	12.00%

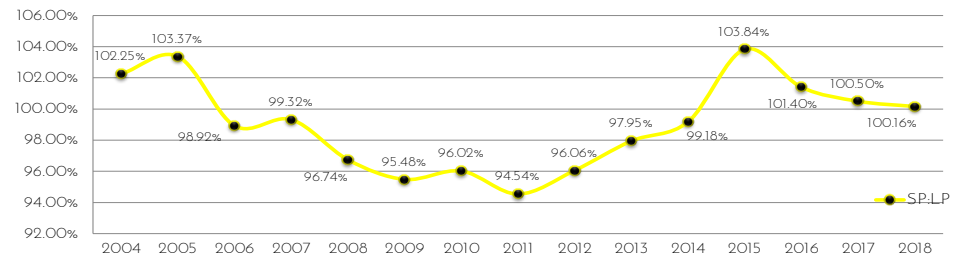
South Orange Yearly Market Trends



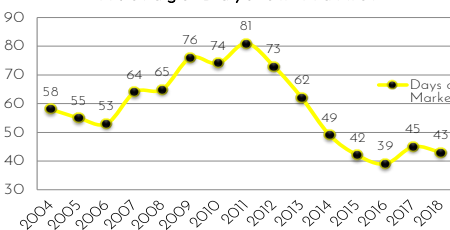
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
LP	\$524,620	\$590,659	\$668,613	\$673,249	\$587,878	\$558,258	\$544,578	\$547,959	\$525,460	\$547,351	\$566,327	\$606,289	\$640,953	\$654,787	\$645,321
SP	\$523,856	\$595,189	\$655,463	\$655,966	\$568,500	\$530,707	\$524,747	\$518,639	\$506,572	\$537,641	\$561,563	\$621,912	\$648,659	\$656,486	\$647,569

South Orange Yearly Market Reports

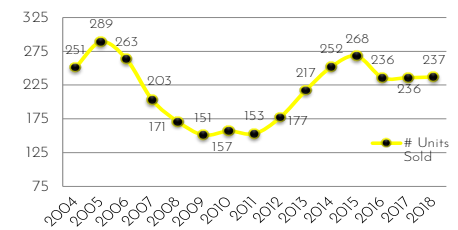
Sales Price to List Price Ratios



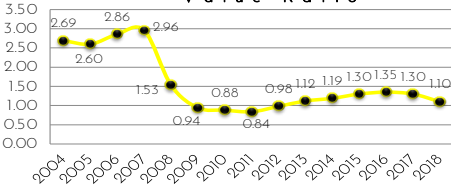
Average Days on Market



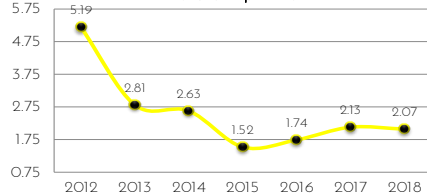
Number of Units Sold



Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



*2008 Tax Re-evaluation *2012 Tax Re-evaluation

Data only available until 2012.