

South Orange

August 2019 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assess- ment	SP:AV
1	200 Irvington Avenue 4B	OneFloor	1	1.0	109	\$139,900	\$149,900	\$148,000	98.73%	\$91,300	1.62
2	4 Mews Lane	TwnIntUn	2	2.1	7	\$425,000	\$425,000	\$425,000	100.00%	\$379,600	1.12
3	219 Audley Street	Colonial	3	2.0	48	\$565,000	\$565,000	\$525,000	92.92%	\$511,300	1.03
4	124 Reynolds Place	Colonial	4	2.1	26	\$525,000	\$525,000	\$540,000	102.86%	\$481,500	1.12
5	355 Wyoming Avenue	Carriage	2	2.1	28	\$525,000	\$525,000	\$543,000	103.43%	\$453,800	1.20
6	66 University Court	Colonial	3	2.0	16	\$469,000	\$469,000	\$543,000	115.78%	\$447,200	1.21
7	630 Hamilton Road	Colonial	3	2.1	16	\$519,000	\$519,000	\$544,260	104.87%	\$450,300	1.21
8	321 Wyoming Avenue C2D	TwnEndUn	4	3.1	29	\$569,000	\$569,000	\$544,500	95.69%	\$492,100	1.11
9	30 Cottage Street	Colonial	4	2.1	20	\$539,000	\$539,000	\$545,000	101.11%	\$383,700	1.42
10	20 S Centre Street	Colonial	5	2.1	20	\$599,000	\$599,000	\$611,000	102.00%	\$519,800	1.18
11	321 Wyoming Avenue C1C	TwnIntUn	3	3.1	10	\$585,000	\$585,000	\$630,000	107.69%	\$512,900	1.23
12	363 Irving Avenue	Colonial	4	3.1	31	\$639,000	\$639,000	\$639,000	100.00%	\$500,700	1.28
13	171 Irving Avenue	Ranch	5	3.1	7	\$679,000	\$679,000	\$660,000	97.20%	\$678,500	0.97
14	19 Overhill Road	Colonial	6	3.2	24	\$700,000	\$700,000	\$675,000	96.43%	\$778,100	0.87
15	18 Fairview Avenue	Colonial	4	3.1	23	\$699,000	\$699,000	\$695,000	99.43%	\$420,600	
16	3 Woodland Crest	Tudor	3	2.1	33	\$749,000	\$749,000	\$725,000	96.80%	\$625,400	1.16
17	83 Riggs Place	Colonial	4	3.1	39	\$769,000	\$749,000	\$735,000	98.13%	\$548,000	1.34
18	111 Raymond Avenue	Colonial	3	3.1	6	\$750,000	\$750,000	\$750,000	100.00%	\$667,300	1.12
19	302 Melrose Place	Colonial	4	3.2	25	\$789,000	\$789,000	\$760,000	96.32%	\$698,300	1.09
20	327 Tichenor Avenue	Colonial	4	2.1	9	\$725,000	\$725,000	\$816,000	112.55%	\$634,800	1.29

South Orange

August 2019 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
21	440 N Ridgewood Road	Tudor	5	3.1	46	\$825,000	\$825,000	\$825,000	100.00%	\$718,000	1.15
22	423 Centre Street	Tudor	6	4.1	59	\$869,000	\$869,000	\$865,000	99.54%	\$900,000	0.96
23	202 Great Hill Drive	Ranch	4	3.1	19	\$939,800	\$899,900	\$885,000	98.34%	\$764,300	1.16
24	70 Speir Drive	RanchExp	4	3.1	53	\$879,000	\$879,000	\$889,000	101.14%	\$818,800	1.09
25	234 Raymond Avenue	Colonial	6	4.1	54	\$999,000	\$950,000	\$961,000	101.16%	\$883,500	1.09
26	195 North Woods Drive	RanchExp	4	3.2	12	\$985,000	\$985,000	\$967,599	98.23%	\$767,300	1.26
AVERAGE					30	\$671,373	\$667,569	\$671,014	100.78%		1.17

"Active" Listings in South Orange

Number of Units: 64
 Average List Price: \$651,456
 Average Days on Market: 77

"Under Contract" Listings in South Orange

Number of Units: 327
 Average List Price: \$539,089
 Average Days on Market: 41

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	31	30					30
List Price	\$638,945	\$688,342	\$558,328	\$665,565	\$700,359	\$622,823	\$687,622	\$667,569					\$657,958
Sales Price	\$629,323	\$687,825	\$565,361	\$663,193	\$701,654	\$644,391	\$704,675	\$671,014					\$664,756
SP:LP%	98.37%	99.62%	100.76%	100.59%	100.28%	104.10%	102.08%	100.78%					101.16%
SP to AV	1.15	1.14	1.08	1.11	1.12	1.18	1.13	1.17					1.14
# Units Sold	20	12	18	20	37	35	36	26					204
3 Mo Rate of Ab	2.00	3.52	4.19	3.98	3.30	2.25	2.39	1.86					2.94
Active Listings	41	64	60	67	82	68	67	64					64
Under Contracts	39	45	65	66	64	56	39	27					50

Flashback! YTD 2018 vs YTD 2019

YTD	2018	2019	% Change
DOM	45	30	-35.05%
Sales Price	\$658,175	\$664,756	1.00%
LP:SP	100.56%	101.16%	0.60%
SP:AV	1.118	1.139	1.87%



YTD	2018	2019	% Change
# Units Sold	168	204	21.43%
Rate of Ab 3 Mo	2.06	1.86	-9.71%
Actives	54	64	18.52%
Under Contracts	32	27	-15.63%

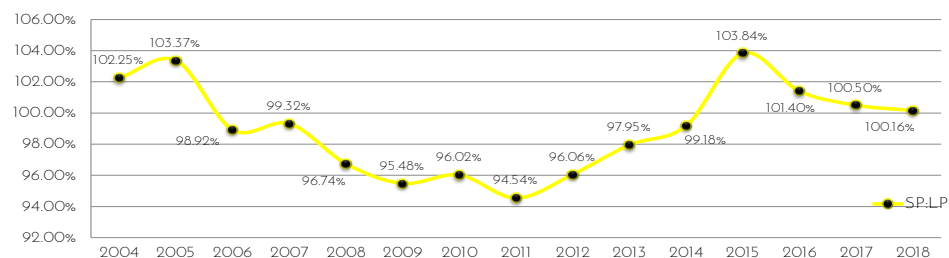
South Orange Yearly Market Trends



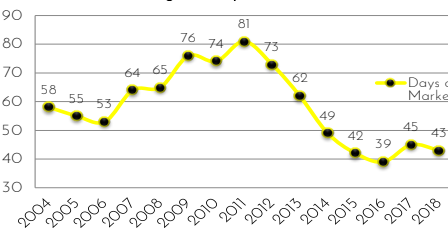
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
LP	\$524,620	\$590,659	\$668,613	\$673,249	\$587,878	\$558,258	\$544,578	\$547,959	\$525,460	\$537,351	\$566,327	\$606,289	\$640,953	\$654,787	\$645,321
SP	\$523,856	\$595,189	\$655,463	\$655,966	\$568,500	\$530,707	\$524,747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

South Orange Yearly Market Reports

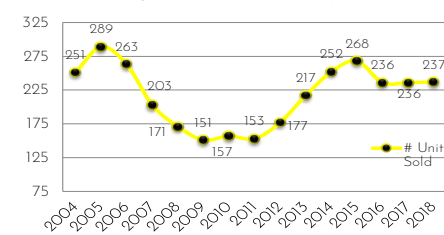
Sales Price to List Price Ratios



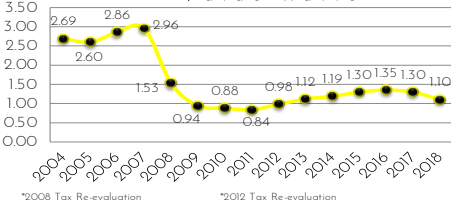
Average Days on Market



Number of Units Sold



Sales Price to Assessed Value Ratio



12 Month Rate of Absorption

