

West Orange

June 2020 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assess- ment	SP:AV
1	10 Smith Manor Boulevard 217	HighRise	2	2.0	19	\$245,000	\$245,000	\$220,000	89.80%	\$206,200	1.07
2	52 Mitchell Street	Colonial	3	1.0	13	\$225,000	\$225,000	\$245,000	108.89%	\$155,000	1.58
3	58 Clarcken Drive	TwnIntUn	2	2.1	200	\$329,900	\$314,900	\$255,000	80.98%	\$323,600	0.79
4	158 Watson Avenue	Colonial	3	1.0	9	\$269,000	\$269,000	\$269,000	100.00%	\$164,100	1.64
5	127 Marion Drive	TwnIntUn	1	2.1	6	\$275,000	\$275,000	\$275,000	100.00%	\$235,000	1.17
6	62 Buchanan Court	TwnEndUn	2	2.1	9	\$296,900	\$296,900	\$280,000	94.31%	\$351,500	0.80
7	242 Clarcken Drive	TwnEndUn	2	2.1	167	\$339,900	\$289,900	\$295,000	101.76%	\$315,500	0.94
8	40 Davey Drive	TwnEndUn	3	2.1	154	\$335,000	\$310,000	\$299,000	96.45%	\$371,200	0.81
9	35 Rock Spring Road	Split Level	3	2.0	87	\$300,000	\$300,000	\$300,000	100.00%	\$334,200	0.90
10	19 Karam Circle	TwnIntUn	2	2.0	27	\$310,000	\$310,000	\$301,000	97.10%	\$255,900	1.18
11	10 Smith Manor Boulevard	HighRise	2	2.0	49	\$325,000	\$325,000	\$310,000	95.38%	\$206,200	1.50
12	61 Watchung Avenue	Colonial	3	2.0	39	\$339,900	\$339,900	\$335,000	98.56%	\$201,500	1.66
13	58 Kirk Street	Colonial	3	1.0	8	\$325,000	\$325,000	\$335,000	103.08%	\$210,800	1.59
14	13 Aspen Road	CapeCod	4	2.0	7	\$349,000	\$349,000	\$341,000	97.71%	\$305,900	1.11
15	9 Barton Drive	Split Level	4	1.1	139	\$359,900	\$359,900	\$350,000	97.25%	\$365,900	0.96
16	41 Sullivan Drive	TwnEndUn	2	2.1	13	\$299,000	\$299,000	\$350,000	117.06%	\$265,000	1.32
17	60 Clarcken Drive	TwnIntUn	2	2.1	22	\$349,000	\$349,000	\$355,000	101.72%	\$290,000	1.22
18	155 Dezenzo Road	TwnEndUn	3	2.1	0	\$365,000	\$365,000	\$355,000	97.26%	\$312,000	1.14
19	38 Hazel Avenue	Colonial	4	1.1	22	\$375,000	\$375,000	\$360,000	96.00%	\$258,800	1.39
20	325 Araneo Drive	TwnEndUn	3	2.1	177	\$399,000	\$375,000	\$375,000	100.00%	\$312,000	1.20
21	79 Clarcken Drive	TwnIntUn	2	2.1	96	\$389,000	\$389,000	\$380,000	97.69%	\$325,300	1.17
22	109 Roosevelt Avenue	Split Level	3	2.1	94	\$429,000	\$399,000	\$391,760	98.19%	\$316,100	1.24
23	5 Powell Drive	Colonial	4	2.1	186	\$434,500	\$413,900	\$395,000	95.43%	\$699,000	0.57
24	6 Yale Terrace	Colonial	2	1.1	28	\$430,000	\$430,000	\$395,000	91.86%	\$285,500	1.38
25	182 Clarcken Drive	TwnEndUn	2	2.1	39	\$390,000	\$390,000	\$395,000	101.28%	\$325,000	1.22

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26	12 Rutgers Street	Split Level	3	1.1	19	\$399,000	\$399,000	\$395,000	99.00%	\$288,000	1.37
27	28 Harriet Street	CapeCod	3	2.0	10	\$374,000	\$374,000	\$405,000	108.29%	\$271,300	1.49
28	713 Prospect Avenue	Colonial	4	2.1	18	\$407,000	\$407,000	\$407,000	100.00%	\$314,500	1.29
29	9 Hickory Road	SplitLev	3	2.1	14	\$420,000	\$420,000	\$412,000	98.10%	\$298,200	1.38
30	12 Glenside Drive	Bi-Level	4	3.0	85	\$429,900	\$429,900	\$416,000	96.77%	\$355,600	1.17
31	20 Seaman Road	CapeCod	3	3.0	16	\$424,900	\$424,900	\$425,000	100.02%	\$287,700	1.48
32	2 Ahern Way	Split Level	3	2.0	29	\$434,900	\$434,900	\$435,000	100.02%	\$343,700	1.27
33	78 Stanford Avenue	SplitLev	5	2.1	17	\$425,000	\$425,000	\$445,000	104.71%	\$368,700	1.21
34	379 St Cloud Avenue	Colonial	3	1.1	13	\$450,000	\$450,000	\$450,000	100.00%	\$293,900	1.53
35	3 Coolidge Avenue	SplitLev	4	2.1	13	\$450,000	\$450,000	\$465,000	103.33%	\$315,600	1.47
36	41 Old Indian Road	Colonial	3	2.1	36	\$575,000	\$575,000	\$500,000	86.96%	\$642,100	0.78
37	60 Beverly Road	Colonial	4	3.1	224	\$599,000	\$525,000	\$505,000	96.19%	\$432,400	1.17
38	5 Weber Road	Bi-Level	4	2.1	37	\$524,999	\$510,000	\$505,000	99.02%	\$378,000	1.34
39	12 Cheshire Terrace	Bi-Level	4	3.0	55	\$499,000	\$499,000	\$520,000	104.21%	\$314,700	1.65
40	7 Cheshire Terrace	Bi-Level	4	3.0	15	\$529,000	\$529,000	\$540,000	102.08%	\$321,200	1.68
41	23 Old Salem Road	Colonial	3	2.1	19	\$549,000	\$549,000	\$550,000	100.18%	\$340,500	1.62
42	378 St Cloud Avenue	CapeCod	4	2.0	12	\$524,000	\$524,000	\$550,000	104.96%	\$328,200	1.68
43	15 Rock Spring Road	RanchRas	4	4.0	19	\$579,000	\$579,000	\$560,000	96.72%	\$421,800	1.33
44	247 Gregory Avenue	Colonial	5	3.1	11	\$569,000	\$569,000	\$569,000	100.00%	\$391,500	1.45
45	12 Cullen Drive	SplitLev	4	2.1	10	\$569,000	\$569,000	\$577,000	101.41%	\$377,300	1.53
46	18 Birchwood Avenue	CapeCod	5	4.2	22	\$625,000	\$599,000	\$595,000	99.33%	\$486,400	1.22
47	6 Gregory Avenue	RanchExp	6	4.0	91	\$628,000	\$628,000	\$600,000	95.54%	\$407,800	1.47
48	316 St Cloud Avenue	Custom	5	2.1	13	\$510,000	\$510,000	\$602,000	118.04%		
49	46 Haggerty Drive	Colonial	4	3.1	7	\$659,000	\$659,000	\$649,000	98.48%	\$597,200	1.09
50	15 Whitbay Drive	TwEndUn	4	4.1	91	\$689,000	\$689,000	\$650,000	94.34%	\$712,700	0.91

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Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
51	7 Kovach Court	TwnEndUn	4	4.1	97	\$700,000	\$675,000	\$670,000	99.26%	\$607,000	1.10
52	19 Witte Place	TwnIntUn	4	4.1	109	\$699,900	\$699,900	\$675,000	96.44%	\$715,400	0.94
53	46 Clonavor Road	Colonial	4	2.2	19	\$699,000	\$699,000	\$675,000	96.57%		
54	5 Edgehill Road	Ranch	4	2.1	49	\$725,000	\$725,000	\$690,000	95.17%	\$655,000	1.05
55	77 Haggerty Drive	Colonial	5	4.1	50	\$749,900	\$749,900	\$740,000	98.68%		
56	8 Margulis Court	Colonial	5	4.1	38	\$994,999	\$994,999	\$965,000	96.99%	\$1,140,700	0.85
AVERAGE					51	\$462,420	\$456,980	\$451,853	99.08%		1.25

"Active" Listings in West Orange

Number of Units: 136
 Average List Price: \$582,697
 Average Days on Market: 53

"Under Contract" Listings in West Orange

Number of Units: 147
 Average List Price: \$453,170
 Average Days on Market: 52

West Orange 2020 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	60	59	58	35	51	51							51
List Price	\$454,051	\$407,197	\$426,276	\$457,177	\$490,863	\$456,980							\$450,456
Sales Price	\$441,942	\$402,913	\$424,209	\$459,118	\$486,193	\$451,853							\$446,594
SP:LP%	96.15%	98.99%	99.53%	100.56%	99.38%	99.08%							99.11%
SP to AV	1.19	1.21	1.21	1.28	1.22	1.25							1.22
# Units Sold	37	32	48	58	41	56							272
3 Mo Rate of Ab	3.85	4.05	3.55	2.59	2.83	2.67							3.26
Active Listings	165	172	132	119	127	136							142
Under Contracts	101	122	125	95	124	147							119

Flashback! YTD 2019 vs YTD 2020

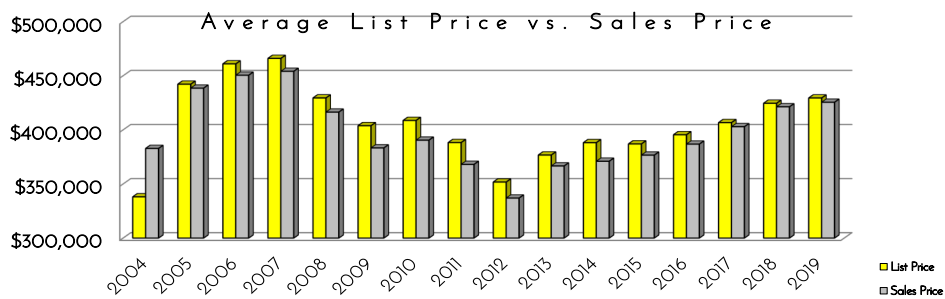
YTD	2019	2020	% Change
DOM	59	51	-12.47%
Sales Price	\$428,195	\$446,594	4.30%
LP:SP	99.51%	99.11%	-0.40%
SP:AV	1.21	1.22	0.91%



YTD	2019	2020	% Change
# Units Sold	303	272	-10.23%
Rate of Ab 3 Mo	3.41	2.67	-21.70%
Actives	222	136	-38.74%
Under Contracts	141	147	4.26%

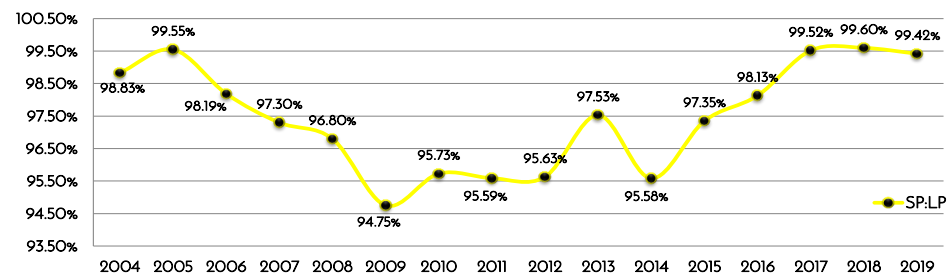
West Orange Yearly Market Trends

Average List Price vs. Sales Price



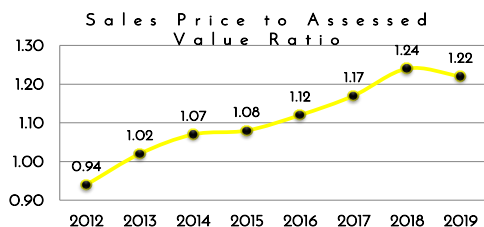
West Orange Yearly Market Trends

Sales Price to List Price Ratios

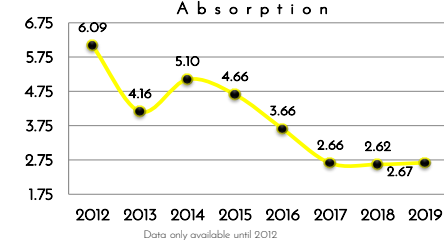


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
LP	\$338,108	\$442,208	\$460,981	\$466,047	\$429,481	\$403,847	\$408,694	\$388,271	\$351,758	\$376,734	\$388,179	\$386,990	\$395,480	\$406,718	\$424,570	\$428,195
SP	\$382,805	\$438,534	\$450,493	\$454,083	\$416,376	\$383,302	\$390,469	\$368,090	\$336,975	\$366,635	\$378,978	\$376,639	\$386,881	\$402,913	\$421,286	\$425,506

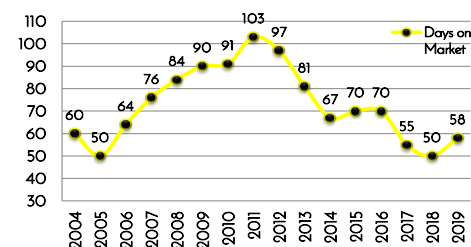
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

