

# West Orange

## July 2020 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	43 Conforti Avenue	TwndEndUn	1	1.0	20	\$159,000	\$159,000	\$129,000	81.13%	\$179,000	0.72
2	28 Park Terrace	Colonial	3	1.0	176	\$160,000	\$142,500	\$142,500	100.00%	\$167,200	0.85
3	43 Conforti Avenue	OneFloor	2	1.0	17	\$190,000	\$190,000	\$180,000	94.74%	\$167,000	1.08
4	43 Conforti Avenue	OneFloor	2	1.0	24	\$190,000	\$190,000	\$190,000	100.00%	\$130,000	1.46
5	25 Ridgehurst Road	Colonial	3	2.0	222	\$199,900	\$196,900	\$205,000	104.11%	\$210,000	0.98
6	12 Pillot Place	Colonial	3	1.0	3	\$295,500	\$295,500	\$285,000	96.45%	\$203,100	1.40
7	45 Davey Drive	TwndEndUn	3	2.1	342	\$345,000	\$330,000	\$330,000	100.00%	\$335,300	0.98
8	58 Hillside Avenue	Colonial	5	1.2	9	\$339,900	\$339,900	\$339,900	100.00%	\$384,100	0.88
9	91 Elm Street	Colonial	3	1.1	74	\$325,000	\$325,000	\$342,000	105.23%	\$220,200	1.55
10	10 Smith Manor Boulevard	HighRise	2	3.0	54	\$399,000	\$399,000	\$350,000	87.72%	\$412,400	0.85
11	11 S Park Drive	Colonial	4	2.1	7	\$349,900	\$349,900	\$350,000	100.03%	\$260,600	1.34
12	8 James Court	Colonial	3	1.1	10	\$339,900	\$339,900	\$355,000	104.44%	\$251,000	1.41
13	551 Hillside Terrace	SplitLev	3	2.1	90	\$414,900	\$379,900	\$365,000	96.08%	\$250,100	1.46
14	3 Fowler Drive	TwndIntUn	3	2.1	71	\$370,000	\$370,000	\$370,000	100.00%	\$324,200	1.14
15	197 Clarken Drive	MultiFlr	2	2.1	94	\$375,000	\$375,000	\$375,000	100.00%	\$320,600	1.17
16	103 Barringer Court	TwndIntUn	2	2.1	10	\$370,000	\$370,000	\$375,000	101.35%	\$310,000	1.21
17	1 Rodman Place	CapeCod	3	2.1	76	\$400,000	\$400,000	\$382,000	95.50%	\$300,100	1.27
18	42 Phyllis Road	CapeCod	4	2.1	18	\$385,000	\$385,000	\$385,000	100.00%	\$242,400	1.59
19	400 Digaetano Avenue	TwndIntUn	3	2.1	7	\$399,000	\$399,000	\$390,000	97.74%	\$318,300	1.23
20	97 Fairview Avenue	Colonial	3	1.1	11	\$385,000	\$385,000	\$390,000	101.30%	\$304,600	1.28
21	42 Mayfiar Drive	CapeCod	4	2.1	51	\$385,000	\$385,000	\$395,000	102.60%	\$232,800	1.70
22	4 Westover Terrace	CapeCod	4	2.0	54	\$374,995	\$355,000	\$400,000	112.68%	\$276,500	1.45
23	71 Lowell Avenue	Ranch	2	1.2	22	\$399,000	\$399,000	\$400,000	100.25%	\$293,600	1.36
24	44 Seaman Road	CapeCod	3	2.1	15	\$405,000	\$405,000	\$400,000	98.77%	\$342,600	1.17
25	108 Coccio Drive	TwndIntUn	3	2.1	1	\$400,000	\$400,000	\$400,000	100.00%	\$342,900	1.17

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26	50 Mullarkey Drive	TwnIntUn	2	3.1	7	\$430,900	\$430,900	\$415,000	96.31%	\$348,100	1.19
27	13 Fitzrandolph Road	Colonial	3	2.0	16	\$430,000	\$430,000	\$422,500	98.26%	\$293,200	1.44
28	1099 Smith Manor Boulevard	TwnEndUn	3	3.1	11	\$429,000	\$429,000	\$429,000	100.00%	\$408,000	1.05
29	77-79 Lessing Road	Ranch	3	1.1	12	\$399,000	\$399,000	\$441,500	110.65%	\$346,000	1.28
30	803 Pleasant Valley Way	RanchRas	4	2.0	62	\$450,000	\$450,000	\$445,000	98.89%	\$285,000	1.56
31	112 Walker Road	Colonial	4	2.1	82	\$479,900	\$469,000	\$457,500	97.55%	\$459,800	0.99
32	15 Greenwood Avenue	Colonial	3	2.2	59	\$478,800	\$460,000	\$460,000	100.00%	\$325,700	1.41
33	25 Woods End Road	Tudor	4	2.0	3	\$475,000	\$475,000	\$475,000	100.00%	\$355,300	1.34
34	122 Maple Street	Colonial	3	4.0	125	\$479,900	\$479,900	\$479,000	99.81%	\$319,000	1.50
35	1036 Smith Manor Boulevard	MultiFlr	4	3.1	86	\$529,000	\$499,000	\$479,000	95.99%	\$407,400	1.18
36	15 Barton Drive	SplitLev	4	2.1	19	\$490,000	\$490,000	\$500,000	102.04%	\$381,700	1.31
37	193 Zeppi Lane	TwnIntUn	3	2.1	6	\$475,000	\$475,000	\$500,000	105.26%	\$288,900	1.73
38	35 Belgrade Terrace	Colonial	3	2.1	72	\$499,000	\$499,000	\$505,000	101.20%	\$398,900	1.27
39	123 Forest Hill Road	Colonial	3	2.1	13	\$450,000	\$500,000	\$506,000	101.20%	\$390,000	1.30
40	532 Hillside Terrace	Colonial	4	1.1	13	\$499,000	\$499,000	\$521,000	104.41%	\$335,600	1.55
41	17 S Valley Road	Aframe	5	3.0	21	\$539,900	\$539,900	\$525,000	97.24%		
42	33 Gilbert Place	Colonial	5	2.1	10	\$520,000	\$520,000	\$525,000	100.96%	\$393,900	1.33
43	9 Collamore Terrace	Tudor	3	2.0	7	\$475,000	\$475,000	\$525,000	110.53%	\$335,300	1.57
44	214 S Valley Road	SplitLev	3	2.1	12	\$499,000	\$499,000	\$530,000	106.21%	\$301,400	1.76
45	1 W Colony Drive	Tudor	3	3.2	9	\$499,000	\$499,000	\$552,000	110.62%	\$395,000	1.40
46	24 Waddington Avenue	SplitLev	4	2.1	94	\$549,000	\$549,000	\$555,000	101.09%	\$350,600	1.58
47	21 Old Salem Road	Colonial	3	2.1	50	\$555,000	\$555,000	\$555,000	100.00%	\$303,600	1.83
48	10 Barone Road	Bi-Level	5	2.1	11	\$550,000	\$550,000	\$560,000	101.82%	\$373,100	1.50
49	29 Silver Spring Road	RanchExp	4	2.1	28	\$580,000	\$580,000	\$583,000	100.52%	\$491,700	1.19
50	72 Luddington Road	Colonial	6	3.1	29	\$599,900	\$599,900	\$583,000	97.18%	\$420,000	1.39

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51	12 Donlavage Way	TwnIntUn	4	3.1	55	\$639,000	\$619,000	\$600,000	96.93%	\$673,500	0.89
52	37 Rock Spring Road	Colonial	4	2.1	10	\$599,000	\$599,000	\$610,000	101.84%	\$452,000	1.35
53	2 Valley View Street	Colonial	4	3.1	20	\$579,000	\$579,000	\$620,000	107.08%	\$512,800	1.21
54	51 Lawrence Avenue	Contemp	3	2.0	9	\$595,000	\$595,000	\$625,000	105.04%	\$387,100	1.61
55	76 Terrace Avenue	Custom	5	2.1	119	\$649,900	\$649,900	\$630,000	96.94%	\$590,000	1.07
56	16 Beaumont Terrace	Colonial	5	3.1	48	\$650,000	\$650,000	\$637,500	98.08%	\$512,800	1.24
57	31 Fredericks Street	TwnIntUn	4	3.1	3	\$649,900	\$649,900	\$640,000	98.48%	\$673,500	0.95
58	29 Cannon Street	Colonial	4	2.1	8	\$655,000	\$655,000	\$650,000	99.24%	\$530,800	1.22
59	68 Terrace Avenue	Colonial	6	3.0	272	\$675,000	\$675,000	\$655,000	97.04%	\$680,000	0.96
60	57 Cobane Terrace	Colonial	4	3.1	10	\$559,000	\$559,000	\$684,000	122.36%	\$350,400	1.95
61	47 Gregory Avenue	Contemp	5	3.0	39	\$895,000	\$895,000	\$885,000	98.88%	\$553,300	1.60
62	59 Wildwood Avenue	Colonial	7	7.3	381	\$1,999,000	\$1,799,000	\$1,799,000	100.00%	\$1,843,600	0.98
<b>AVERAGE</b>					53	\$481,647	\$476,482	\$480,474	100.64%		1.30

### *"Active"* Listings in West Orange

Number of Units: 132  
 Average List Price: \$576,641  
 Average Days on Market: 57

### *"Under Contract"* Listings in West Orange

Number of Units: 167  
 Average List Price: \$482,514  
 Average Days on Market: 45

# 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	53						52
List Price	\$454,051	\$407,197	\$426,276	\$457,177	\$490,863	\$456,980	\$476,482						\$455,287
Sales Price	\$441,942	\$402,913	\$424,209	\$459,118	\$486,193	\$451,853	\$480,474						\$452,883
SP:LP%	96.15%	98.99%	99.53%	100.56%	99.38%	99.08%	100.64%						99.40%
SP to AV	1.19	1.21	1.21	1.28	1.22	1.25	1.30						1.24
# Units Sold	37	32	48	58	41	56	62						334
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	132						140
Under Contracts	101	122	125	95	124	147	167						126

## Flashback! YTD 2019 vs YTD 2020

YTD	2019	2020	% Change
DOM	55	52	-6.45%
Sales Price	\$425,795	\$452,883	6.36%
LP:SP	99.58%	99.40%	-0.19%
SP:AV	1.23	1.24	1.44%



YTD	2019	2020	% Change
# Units Sold	380	334	-12.11%
Rate of Ab 3 Mo	3.21	2.52	-21.50%
Actives	221	132	-40.27%
Under Contracts	124	167	34.68%

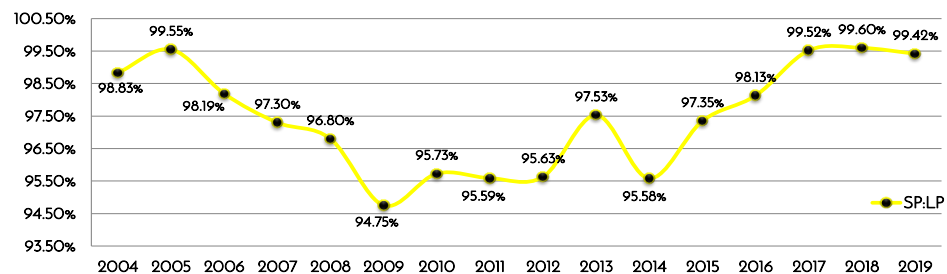
## West Orange Yearly Market Trends

Average List Price vs. Sales Price



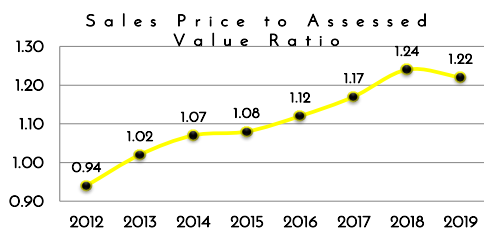
## West Orange Yearly Market Trends

Sales Price to List Price Ratios

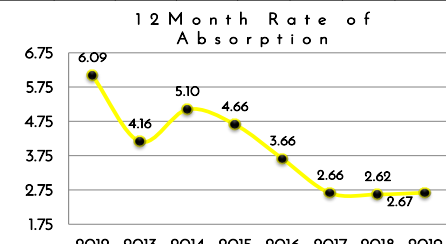


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
LP	\$338,108	\$442,208	\$460,981	\$466,047	\$429,481	\$403,847	\$408,694	\$388,271	\$351,758	\$376,734	\$388,179	\$386,990	\$395,480	\$406,718	\$424,570	\$459,463
SP	\$302,805	\$438,534	\$450,493	\$454,083	\$416,376	\$383,302	\$390,469	\$368,090	\$336,975	\$366,635	\$378,978	\$376,639	\$386,881	\$402,913	\$421,286	\$425,506

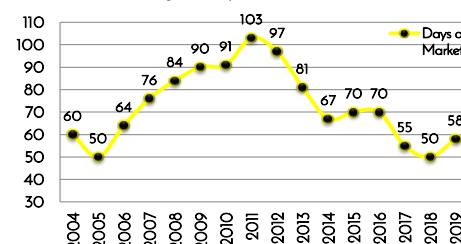
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

