

South Orange

December 2020 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	18 Prospect Street-C4D	OneFloor	2	2.0	18	\$269,000	\$269,000	\$242,000	89.96%	\$259,900	0.93
2	60 Holland Road	Colonial	3	1.1	6	\$299,000	\$299,000	\$350,000	117.06%	\$272,900	1.28
3	75 Mews Lane	HalfDupl	2	2.1	10	\$440,000	\$440,000	\$441,000	100.23%	\$381,400	1.16
4	198 W Fairview Avenue	Colonial	3	1.1	11	\$425,000	\$425,000	\$480,000	112.94%	\$367,200	1.31
5	31-41 Church Street Unit 307	OneFloor	3	2.0	172	\$579,000	\$499,888	\$499,888	100.00%	\$521,600	0.96
6	152 Tichenor Avenue	Colonial	3	1.2	15	\$495,000	\$495,000	\$535,000	108.08%	\$426,900	1.25
7	123 Milton Place	Colonial	3	1.2	13	\$485,000	\$485,000	\$550,000	113.40%	\$405,900	1.36
8	148 College Place	Colonial	3	1.1	10	\$499,999	\$499,000	\$552,000	110.62%	\$386,300	1.43
9	43 S Stanley Road	Colonial	3	2.1	11	\$600,000	\$600,000	\$637,000	106.17%	\$512,000	1.24
10	188 Charlton Avenue	Custom	4	2.0	13	\$699,000	\$699,000	\$662,500	94.78%	\$601,900	1.10
11	289 Western Drive South	Colonial	4	3.1	48	\$775,000	\$749,000	\$740,000	98.80%	\$658,700	1.12
12	11 Harrison Court	Colonial	4	3.1	10	\$749,000	\$749,000	\$835,000	111.48%	\$658,400	1.27
13	115 Sherman Place	Colonial	5	2.1	10	\$699,000	\$699,000	\$842,000	120.46%		
14	370 Franklin Place	Custom	4	3.1	40	\$900,000	\$900,000	\$860,000	95.56%	\$612,200	1.40
15	65 Whiteoak Drive	Ranch	3	2.2	11	\$825,000	\$825,000	\$891,000	108.00%	\$868,200	1.03
16	229 N Wyoming Avenue	Custom	4	3.1	17	\$899,000	\$899,000	\$912,500	101.50%	\$734,100	1.24
17	126 Turrell Avenue	Tudor	5	3.1	31	\$899,000	\$899,000	\$940,000	104.56%	\$714,000	1.32
18	407 Clark Street	Colonial	5	3.0	18	\$799,000	\$799,000	\$958,800	120.00%	\$654,200	1.47
19	27 Speir Drive	Colonial	4	2.2	8	\$949,000	\$949,000	\$1,028,995	108.43%	\$722,800	1.42
20	366 Hartford Road	Colonial	8	4.2	8	\$1,250,000	\$1,250,000	\$1,200,000	96.00%	\$1,162,600	1.03
21	385 Woodland Place	Colonial	6	3.1	1	\$1,150,000	\$1,150,000	\$1,250,000	108.70%	\$816,500	1.53
22	39 Tillou Road W	TwnEndUn	4	4.1	25	\$1,399,000	\$1,399,000	\$1,399,000	100.00%	\$939,200	1.49
AVERAGE					23	\$731,091	\$726,268	\$763,940	105.76%		1.25

"Active" Listings in South Orange

Number of Units: 39
 Average List Price: \$701,710
 Average Days on Market: 60

"Under Contract" Listings in South Orange

Number of Units: 44
 Average List Price: \$750,173
 Average Days on Market: 38

South 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	40	46	59	33	36	39	43	22	24	35	57	23	37
List Price	\$506,581	\$623,788	\$651,520	\$765,510	\$629,876	\$660,036	\$677,048	\$819,126	\$652,740	\$692,292	\$642,632	\$726,268	\$680,887
Sales Price	\$497,645	\$637,537	\$648,078	\$775,008	\$641,521	\$674,848	\$709,952	\$844,453	\$693,004	\$720,128	\$669,944	\$763,940	\$702,884
SP:LP%	98.43%	101.85%	99.01%	101.77%	102.26%	101.63%	104.25%	103.24%	105.42%	103.42%	104.18%	105.76%	102.97%
SP to AV	1.03	0.96	0.96	1.11	1.16	1.19	1.24	1.21	1.20	1.17	1.18	1.25	1.16
# Units Sold	19	17	15	15	17	22	31	38	25	37	28	22	286
3 Mo Rate of Ab	2.80	3.51	2.58	2.45	3.00	2.44	1.74	1.38	1.30	1.33	1.25	0.84	2.05
Active Listings	43	55	38	34	42	36	35	39	37	39	34	24	38
Under Contracts	30	31	46	33	45	59	62	49	50	44	44	39	44

Flashback! YTD 2019 vs YTD 2020

YTD	2019	2020	% Change
DOM	33	37	10.64%
Sales Price	\$662,663	\$702,884	6.07%
LP:SP	100.78%	102.97%	2.17%
SP:AV	1.135	1.159	2.11%



YTD	2019	2020	% Change
# Units Sold	263	286	8.75%
Rate of Ab 3 Mo	2.59	0.84	-67.57%
Actives	37	24	-35.14%
Under Contracts	30	39	30.00%

South Orange Yearly Market Trends

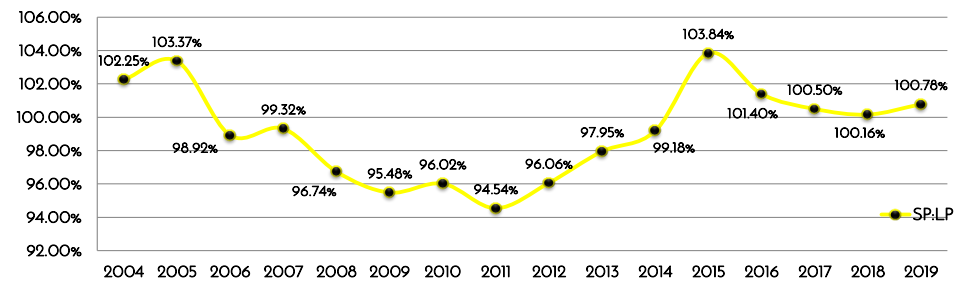
Average List Price vs. Sales Price



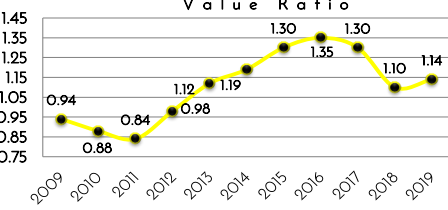
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
LP	\$524,620	\$590,659	\$668,613	\$673,249	\$587,878	\$558,258	\$544,578	\$547,959	\$525,460	\$547,351	\$566,327	\$606,289	\$640,953	\$654,787	\$645,321	\$657,860
SP	\$523,856	\$595,189	\$655,463	\$655,966	\$568,500	\$530,707	\$524,747	\$518,639	\$506,572	\$537,641	\$561,563	\$621,912	\$648,659	\$656,486	\$647,569	\$662,663

South Orange Yearly Market Reports

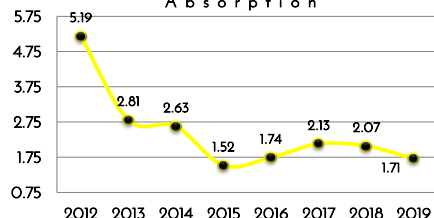
Sales Price to List Price Ratios



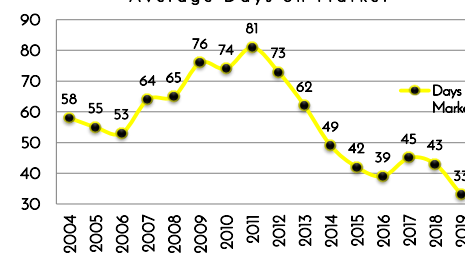
Sales Price to Assessed Value Ratio



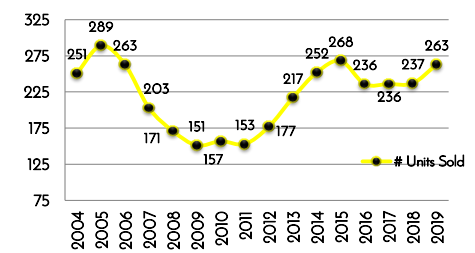
12 Month Rate of Absorption



Average Days on Market



Number of Units Sold



*2008 Tax Re-evaluation

*2012 Tax Re-evaluation

Data only available until 2012

Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.