

SOUTH ORANGE December 2006 Home Sales Stats

Data compiled from the GSMLS. Deemed reliable, but not guaranteed.

Sue feels that if you are in the market to buy or sell real estate in South Orange, it is important to understand the trends in Active Listings, Days on the Market, and Listing to Sale Price ratio so that you can make an educated decision.

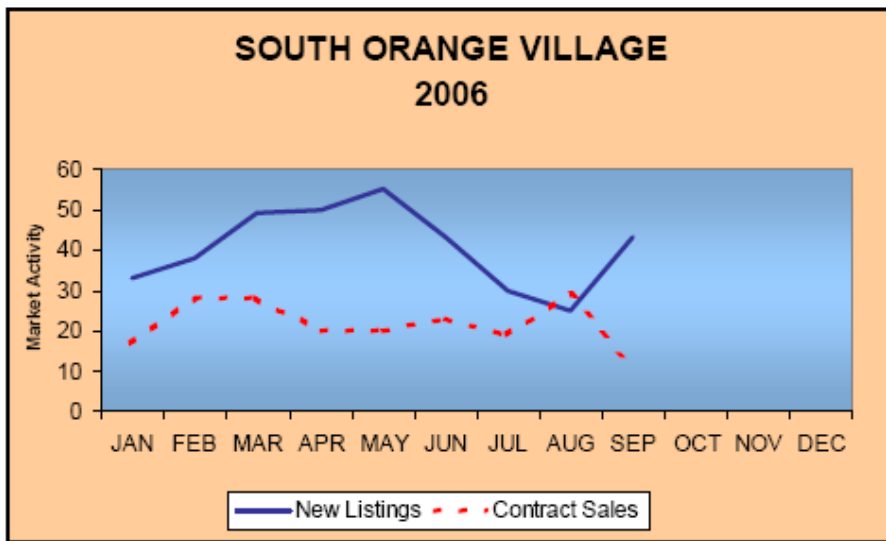
Address	List Price	Sale Price	DOM	BR	TBTH	Style
378 Valley St. #C5C	\$149,000	\$156,000	20	1	1	One Fl. Unit
609 W. South Orange Ave.	\$240,000	\$235,000	21	1	1.1	Hi-Rise
133 Prospect	\$280,000	\$265,000	76	2	1	Colonial
205 W. Fairview Ave.	\$400,000	\$411,000	15	3	1.1	Colonial
121 Mercer Pl.	\$439,000	\$410,000	56	5	1.1	Colonial, Multi-Fl Unit
326 Cumberland Rd.	\$485,000	\$455,000	141	3	2.1	Split Level
344 Radel Terr.	\$489,000	\$489,000	48	3	2.1	Colonial
122 Milligan Pl.	\$550,000	\$450,000	400	4	1	A-Frame
321 Richmond Ave.	\$594,000	\$594,000	17	4	3	Colonial
292 Melrose Pl.	\$619,000	\$570,000	70	5	3	Colonial
18 Harding Dr.	\$649,900	\$625,000	149	5	3.2	Tudor
179 Glenview Rd.	\$749,000	\$749,000	32	5	3.1	Expanded Ranch
223 Crest Wood Dr.	\$849,000	\$830,000	151	5	3.2	Custom Home, Exp. Ranch
51 Glenview Rd.	\$899,900	\$862,500	69	5	3.2	Colonial
333 Beech Spring Rd.	\$935,000	\$955,000	16	6	4.1	Tudor
42 Tillou Rd. West	\$999,999	\$999,999	172	3	5.1	Twnhse-End
44 Tillou Rd. West	\$999,999	\$999,999	25	3	5.1	Twnhse-End
1 Tillou Rd. West	\$1,148,000	\$985,000	23	3	3.1	Twnhse-End
36 Tillou Rd. West	\$1,375,000	\$1,068,279	20	3	5.1	Twnhse-End

AVERAGE DAYS ON MARKET: 80
 AVERAGE LISTING PRICE: \$731,515
 AVERAGE SALE PRICE: \$637,357
 % SALE PRICE / LIST PRICE: 94%

SOUTH ORANGE HOMESALE TRENDS December 2005 – December 2006

	Dec. 05	Jan.	Feb.	Mar.	Apr.	May	Jun.
Average Listing Price	\$669,224	\$674,154	\$714,455	\$718,487	\$732,863	\$724,801	\$714,741
Average Sale Price	\$600,484	\$633,238	\$566,319	\$602,622	\$566,300	\$821,517	\$762,618
%Sale Price to List Price Ratio	100%	99%	98%	98%	98%	101%	100%
Days on Market	70	39	65	80	58	47	36
# of Active Listings	95	94	110	120	131	157	172

	Jul.	Aug.	Sept.	Oct.	Nov.	Dec. 06
Average Listing Price	\$723,115	\$688,807	\$709,818	\$733,872	\$714,740	\$731,515
Average Sale Price	\$685,189	\$736,488	\$625,420	\$592,278	\$602,000	\$637,357
%Sale Price to List Price Ratio	102%	98%	97%	98%	92%	94%
Days On Market	51	51	51	59	67	80
# of Active Listings	157	139	143	152	135	116



SOUTH ORANGE VILLAGE 3rd Quarter At-A-Glance

	2002	2003	2004	2005	2006
<i>Average # Of Offerings/Monthly</i>	31.0	32.7	32.3	39.7	32.7
<i>Average # Of Sales/Monthly</i>	16.0	23.7	18.7	29.7	19.7
<i>Supply & Demand Ratio</i>	52%	72%	58%	75%	60%
<i>Unsold Inventory</i>	81	80	70	95	105
<i>Projected Absorption (Months)</i>	5	3	4	3	5

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