

SOUTH ORANGE Novmeber 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.

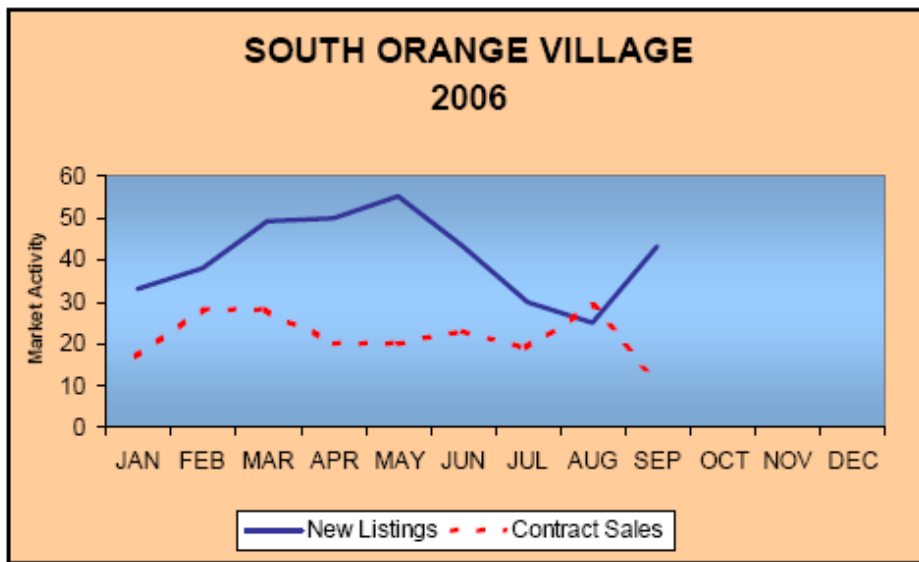
Address	List Price	Sale Price	DOM	BR	TBTH	Style
73 Mews Ln.	\$392,000	\$370,000	141	2	2.1	Twnhse-Int
332 Meadowbrook Ln.	\$469,000	\$464,000	100	4	1.1	Colonial
130 Sherman Pl.	\$499,000	\$490,000	57	3	2	Colonial
2 Village Green Ct.	\$500,000	\$500,000	21	2	2.1	Twnhse-Int.
27 Glenview Rd.	\$594,900	\$525,000	39	3	3	Ranch
306 N. Western Dr.	\$650,000	\$650,000	37	4	2.2	Colonial
17 Blanchard Rd.	\$799,900	\$785,000	71	4	5.1	Colonial,Contemporary
40 Tillou Rd. West	\$1,312,574	\$1,032,000	67	3	5.1	Twnhse-End

AVERAGE DAYS ON MARKET: 67
 AVERAGE LISTING PRICE: \$714,740
 AVERAGE SALE PRICE: \$602,000
 % SALE PRICE / LIST PRICE: 92%

SOUTH ORANGE HOMESALE TRENDS November 2005 – November 2006

	Nov. 05	Dec.	Jan.	Feb.	Mar.	Apr.	May
Average Listing Price	\$685,123	\$669,224	\$674,154	\$714,455	\$718,487	\$732,863	\$724,801
Average Sale Price	\$474,361	\$600,484	\$633,238	\$566,319	\$602,622	\$566,300	\$821,517
%Sale Price to List Price Ratio	99%	100%	99%	98%	98%	98%	101%
Days on Market	40	70	39	65	80	58	47
# of Active Listings	126	95	94	110	120	131	157

	Jun.	Jul.	Aug.	Sept.	Oct.	Nov. 06
Average Listing Price	\$714,741	\$723,115	\$688,807	\$709,818	\$733,872	\$714,740
Average Sale Price	\$762,618	\$685,189	\$736,488	\$625,420	\$592,278	\$602,000
%Sale Price to List Price Ratio	100%	102%	98%	97%	98%	92%
Days On Market	36	51	51	51	59	67
# of Active Listings	172	157	139	143	152	135



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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