

SOUTH ORANGE April 2007 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	Original List Price	List Price at Contract	Sale Price	DOM	BR	TBTH	Style
78 Second St.	\$395,000	\$349,900	\$349,900	68	3	1	Victorian
19 Mews Ln.	\$429,000	\$399,000	\$390,000	216	2	2.1	Multi-FI Unt, Twnhse-Int
20 Mews Ln.	\$429,129	\$409,000	\$410,500	42	2	2.1	Multi-FI Unt, Twnhse-Int
256 Academy St. (April)	\$459,000	\$459,000	\$482,000	10	4	1.1	Victorian
118 Third St.	\$499,500	\$499,500	\$480,000	9	4	3	Raised Ranch
132 Prospect Pl.	\$529,000	\$529,000	\$600,000	10	5	2	Colonial
310 Western Dr. N.	\$619,000	\$619,000	\$635,000	21	4	1.1	Tudor
171 Meadowbrook Pl.	\$729,000	\$729,000	\$790,000	7	5	3.1	Colonial
53 Glenview Rd.	\$1,150,000	\$998,000	\$985,000	182	4	3.2	Tudor
235 Tillou Rd.	\$1,650,000	\$1,650,000	\$1,560,000	38	8	4.1	Tudor, Victorian

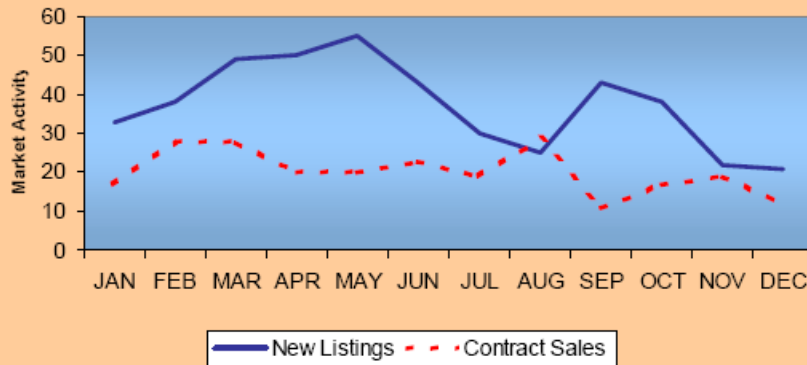
AVERAGE DAYS ON MARKET:	60
AVERAGE LISTING PRICE:	\$691,511
AVERAGE SALE PRICE:	\$668,240
% SALE PRICE / LIST PRICE:	101%

SOUTH ORANGE HOMESALE TRENDS April 2006 – April 2007

	Apr. 06	May	Jun.	Jul.	Aug.	Sept.	Oct.
Average Listing Price	\$732,863	\$724,801	\$714,741	\$723,115	\$688,807	\$709,818	\$733,872
Average Sale Price	\$566,300	\$821,517	\$762,618	\$685,189	\$736,488	\$625,420	\$592,278
%Sale Price to List Price Ratio	98%	101%	100%	102%	98%	97%	98%
Days on Market	58	47	36	51	51	51	59
# of Active Listings	131	157	172	157	139	143	152

	Nov.	Dec.	Jan.	Feb.	Mar.	Apr. 07
Average Listing Price	\$714,740	\$731,515	\$722,104	\$700,094	\$708,192	\$691,511
Average Sale Price	\$602,000	\$637,357	\$629,000	\$642,334	\$613,627	\$668,240
%Sale Price to List Price Ratio	92%	94%	95%	98%	98%	101%
Days On Market	67	80	95	55	92	60
# of Active Listings	135	116	135	134	150	163

SOUTH ORANGE VILLAGE 2006



SOUTH ORANGE VILLAGE 4th Quarter At-A-Glance

	2002	2003	2004	2005	2006
<i>Average # Of Offerings/Monthly</i>	26.3	20.0	19.0	27.0	27.0
<i>Average # Of Sales/Monthly</i>	18.3	19.7	19.3	20.3	16.0
<i>Supply & Demand Ratio</i>	70%	98%	102%	75%	59%
<i>Unsold Inventory</i>	77	51	49	66	81
<i>Projected Absorption (Months)</i>	4	3	3	3	5



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