

SOUTH ORANGE August 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.

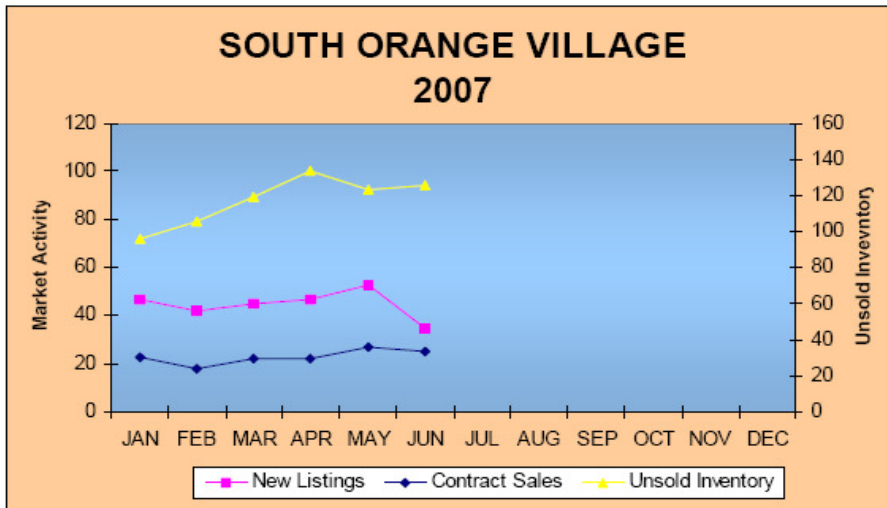
| Address | Original List Price | List Price at Contract | Sale Price | DOM | BR | BA | Style |
|--------------------|---------------------|------------------------|-------------|-----|----|-----|-----------------------|
| 372 Valley St. #3E | \$219,747 | \$219,747 | \$207,000 | 46 | 2 | 1 | One Fl. Unit |
| 614 Varsity Rd. | \$389,900 | \$352,500 | \$352,500 | 102 | 3 | 3 | Colonial |
| 148 College Pl. | \$394,999 | \$379,900 | \$377,000 | 58 | 3 | 1.1 | Colonial |
| 235 Walton Ave. | \$409,000 | \$409,000 | \$403,000 | 30 | 2 | 1.1 | Colonial |
| 2 S. Centre St. | \$410,000 | \$410,000 | \$410,000 | 16 | 5 | 2.1 | Colonial, Fixer Upper |
| 68 Riggs Pl. | \$439,900 | \$419,000 | \$405,000 | 78 | 4 | 2.2 | Colonial |
| 387 Turrell Ave. | \$439,900 | \$425,000 | \$420,000 | 108 | 4 | 1.1 | Colonial |
| 115 Mercer Pl. | \$489,000 | \$489,000 | \$484,000 | 22 | 4 | 2.1 | Colonial |
| 266 Ward Pl. | \$519,000 | \$499,000 | \$485,000 | 67 | 4 | 2.1 | Colonial |
| 11 Warren Ct. | \$549,000 | \$529,000 | \$535,000 | 50 | 5 | 3.1 | Tudor |
| 332 Clark St. | \$529,000 | \$529,000 | \$521,000 | 21 | 3 | 2.1 | Colonial |
| 15 Village Green | \$539,000 | \$539,000 | \$530,000 | 27 | 2 | 2.1 | Twnhse-End |
| 109 Fairview Ave. | \$619,000 | \$579,000 | \$560,000 | 96 | 5 | 2.1 | Victorian |
| 223 Conway Ct. | \$699,000 | \$699,000 | \$750,000 | 22 | 4 | 2.1 | Tudor |
| 372 Hartford Dr. | \$749,900 | \$709,900 | \$700,000 | 88 | 4 | 2.1 | Expanded Ranch |
| 59 S. Wyoming Ave. | \$899,000 | \$789,000 | \$752,000 | 109 | 5 | 4.1 | Tudor |
| 176 Mayhew Dr. | \$799,000 | \$792,000 | \$765,000 | 47 | 4 | 3.1 | Tudor |
| 264 Highland Rd. | \$799,000 | \$799,000 | \$955,000 | 17 | 4 | 3.2 | Colonial |
| 209 Mayhew Dr. | \$875,000 | \$875,000 | \$850,000 | 38 | 5 | 3.2 | Colonial |
| 221 Montrose Ave. | \$1,465,000 | \$1,465,000 | \$1,405,000 | 43 | 4 | 4.1 | Colonial |
| 3 Tillou Rd. West | \$1,575,000 | \$1,575,000 | \$1,500,000 | 79 | 3 | 5.1 | Twnhse-End |
| 257 Warwick Ave. | \$1,790,000 | \$1,790,000 | \$1,712,000 | 6 | 5 | 3.1 | Colonial |

AVERAGE DAYS ON MARKET: 52
 AVERAGE LISTING PRICE: \$721,328
 AVERAGE SALE PRICE: \$690,587
 % SALE PRICE / LIST PRICE: 99%

SOUTH ORANGE HOMESALE TRENDS August 2006 – August 2007

| | Aug. 06 | Sept. | Oct. | Nov. | Dec. | Jan. | Feb. |
|---------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Average Listing Price | \$688,807 | \$709,818 | \$733,872 | \$714,740 | \$731,515 | \$722,104 | \$700,094 |
| Average Sale Price | \$736,488 | \$625,420 | \$592,278 | \$602,000 | \$637,357 | \$629,000 | \$642,334 |
| %Sale Price to List Price Ratio | 98% | 97% | 98% | 92% | 94% | 95% | 98% |
| Days on Market | 51 | 51 | 59 | 67 | 80 | 95 | 55 |
| # of Active Listings | 139 | 143 | 152 | 135 | 116 | 135 | 134 |

| | Mar. | Apr. | May | Jun. | Jul. | Aug. 07 |
|---------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Average Listing Price | \$708,192 | \$691,511 | \$699,914 | \$696,889 | \$705,242 | \$721,328 |
| Average Sale Price | \$613,627 | \$668,240 | \$592,265 | \$702,414 | \$620,975 | \$690,587 |
| %Sale Price to List Price Ratio | 98% | 101% | 98% | 99% | 99% | 99% |
| Days On Market | 92 | 60 | 55 | 47 | 67 | 52 |
| # of Active Listings | 150 | 163 | 185 | 168 | 155 | 139 |



SOUTH ORANGE VILLAGE 2nd Quarter At-A-Glance

| | 2003 | 2004 | 2005 | 2006 | 2007 |
|--------------------------------|------|------|------|------|------|
| Average # Of Offerings/Monthly | 44.0 | 41.3 | 50.0 | 49.3 | 45.0 |
| Average # Of Sales/Monthly | 32.0 | 31.7 | 34.0 | 21.0 | 24.7 |
| Supply & Demand Ratio | 73% | 77% | 68% | 43% | 55% |
| Unsold Inventory | 79 | 79 | 76 | 120 | 126 |
| Projected Absorption (Months) | 2 | 2 | 2 | 6 | 5 |



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Susan Adler
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Cellular: (973) 464-9129
Office: (973) 376-0033 ext 101
Fax: (908) 273-2996

Certified Luxury Home Marketing Specialist (CLHMS)



488 Springfield Avenue, Summit, NJ 07901