

SOUTH ORANGE December 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
36 S. Ridgewood Rd.	\$429,000	\$429,000	\$429,000	7	4	1.1	Colonial
204 S. Ridgewood Rd.	\$465,000	\$465,000	\$475,000	12	4	1.2	Colonial
227 Thornden St.	\$525,000	\$499,000	\$480,000	52	2	3.1	Twnhse-Int
379 S. Ridgewood Rd.	\$559,000	\$549,000	\$552,000	46	4	2.1	Colonial
377 Vose Ave.	\$699,000	\$669,000	\$670,000	139	6	2.1	Victorian
206 Walton Ave.	\$699,000	\$675,000	\$662,500	187	6	1.1	Victorian
302 Melrose Pl.	\$799,000	\$759,000	\$744,000	30	4	3.2	Colonial
16 Allen Ct.	\$849,000	\$825,000	\$782,000	140	5	3.2	Colonial
56 Tillou Rd. W.	\$999,999	\$890,000	\$832,980	142	3	3.1	Twnhse-End
52 Tillou Rd. W.	\$990,084	\$990,084	\$963,479	14	3	4.1	Twnhse-End
93 N. Wyoming Ave.	\$1,259,000	\$998,900	\$950,000	114	6	4.2	Tudor

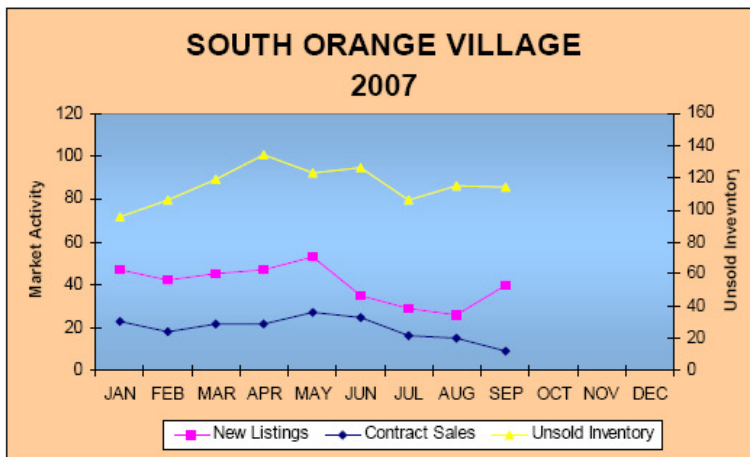
AVERAGE DAYS ON MARKET: 80
 AVERAGE LISTING PRICE: \$629,888
 AVERAGE SALE PRICE: \$685,542
 % SALE PRICE / LIST PRICE: 97%

SOUTH ORANGE HOMESALE TRENDS December 2006 – December 2007

	Dec. 06	Jan.	Feb.	Mar.	Apr.	May	Jun.
Average Listing Price	\$731,515	\$722,104	\$700,094	\$708,192	\$691,511	\$699,914	\$696,889
Average Sale Price	\$637,357	\$629,000	\$642,334	\$613,627	\$668,240	\$592,265	\$702,414
%Sale Price to List Price Ratio	94%	95%	98%	98%	101%	98%	99%
Days on Market	80	95	55	92	60	55	47
# of Active Listings	116	135	134	150	163	185	168
# of Closed Listings	19	12	22	13	10	23	29

	Jul.	Aug.	Sept.	Oct.	Nov.	Dec. 07
Average Listing Price	\$705,242	\$721,328	\$682,673	\$652,457	\$649,435	\$629,888
Average Sale Price	\$620,975	\$690,587	\$711,586	\$732,528	\$612,833	\$685,542
%Sale Price to List Price Ratio	99%	99%	96%	93%	98%	97%
Days On Market	67	52	57	62	56	80
# of Active Listings	155	139	142	142	151	124
# of Closed Listings	23	23	11	16	6	11

Dec. 07	Active Listings	New Listings	Under Contract	Sold Listings	Average DOM	SP/LP
# Beds	Avg LP	Avg LP	Avg LP	Avg LP		
1	\$212,473	\$0	\$0	\$0	0	0%
2	\$446,650	\$0	\$360,000	\$480,000	52	96%
3	\$549,784	\$474,000	\$62,450	\$898,230	78	96%
4	\$607,736	\$524,750	\$602,700	\$550,000	24	100%
5	\$782,957	\$600,780	\$735,243	\$766,125	145	97%
TOWN	\$629,888	\$557,690	\$643,007	\$685,542	80	97%



SOUTH ORANGE VILLAGE 3rd Quarter At-A-Glance

	2003	2004	2005	2006	2007
<i>Average # Of Offerings/Monthly</i>	32.7	32.3	39.7	32.7	31.7
<i>Average # Of Sales/Monthly</i>	23.7	18.7	29.7	19.7	13.3
<i>Supply & Demand Ratio</i>	72%	58%	75%	60%	42%
<i>Unsold Inventory</i>	80	70	95	105	114
<i>Projected Absorption (Months)</i>	3	4	3	5	9





Susan Adler

Over 900 Homes Sold!

#1 Keller Williams Agent in NJ 2005, 2006

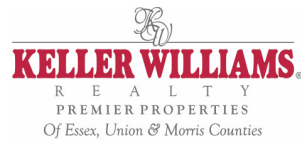


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