

SOUTH ORANGE January 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.

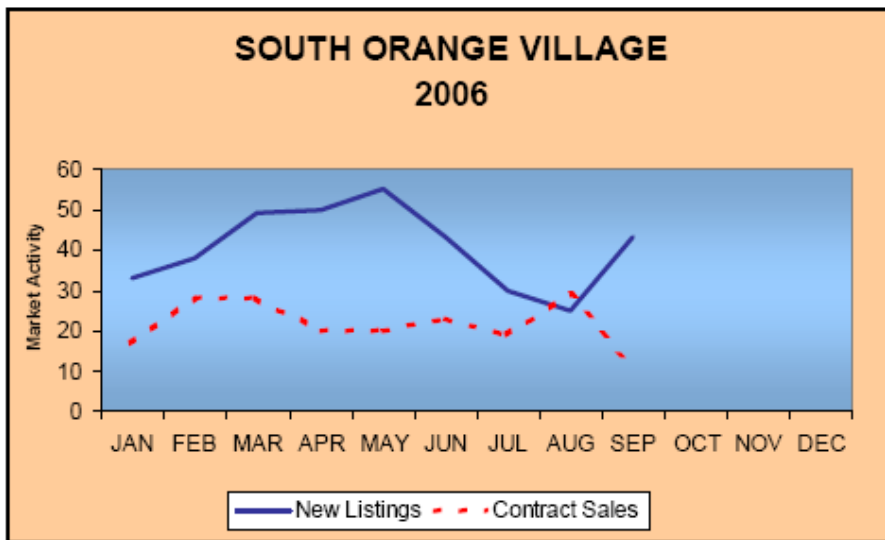
Address	List Price	Sale Price	DOM	BR	TBTH	Style
200 Irvington Ave. #8B	\$109,900	\$105,000	33	1	1	One Fl. Unit
443 South Orange Ave.	\$429,000	\$405,000	104	3	1	Colonial
76 Riggs Pl.	\$474,500	\$454,000	178	4	1.1	Colonial
214 W. South Orange Ave.	\$485,000	\$460,000	161	3	2.1	Colonial
380 Irving Ave.	\$495,000	\$460,000	54	5	2.1	Colonial
661 Brentwood Dr.	\$779,000	\$742,000	93	4	4.1	Colonial
237 Turrell Ave.	\$845,000	\$730,000	49	6	3.2	Colonial
455 Twin Oak Rd.	\$898,000	\$898,000	71	5	3.1	Tudor
190 Glenview (aka 646 Mt.)	\$899,000	\$827,500	58	4	3.1	Custom Home
21 Harding Dr.	\$899,900	\$837,500	165	4	2.1	Colonial
34 Tillou Rd. West	\$999,999	\$999,999	81	3	5.1	Twnhse-End

AVERAGE DAYS ON MARKET: 95
 AVERAGE LISTING PRICE: \$722,104
 AVERAGE SALE PRICE: \$629,000
 % SALE PRICE / LIST PRICE: 95%

SOUTH ORANGE HOMESALE TRENDS January 2006 – January 2007

	Jan. 06	Feb.	Mar.	Apr.	May	Jun.	Jul.
Average Listing Price	\$674,154	\$714,455	\$718,487	\$732,863	\$724,801	\$714,741	\$723,115
Average Sale Price	\$633,238	\$566,319	\$602,622	\$566,300	\$821,517	\$762,618	\$685,189
%Sale Price to List Price Ratio	99%	98%	98%	98%	101%	100%	102%
Days on Market	39	65	80	58	47	36	51
# of Active Listings	94	110	120	131	157	172	157

	Aug.	Sept.	Oct.	Nov.	Dec.	Jan. 07
Average Listing Price	\$688,807	\$709,818	\$733,872	\$714,740	\$731,515	\$722,104
Average Sale Price	\$736,488	\$625,420	\$592,278	\$602,000	\$637,357	\$629,000
%Sale Price to List Price Ratio	98%	97%	98%	92%	94%	95%
Days On Market	51	51	59	67	80	95
# of Active Listings	139	143	152	135	116	135



SOUTH ORANGE VILLAGE 3rd Quarter At-A-Glance

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

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Susan Adler

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