

## SOUTH ORANGE June 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.

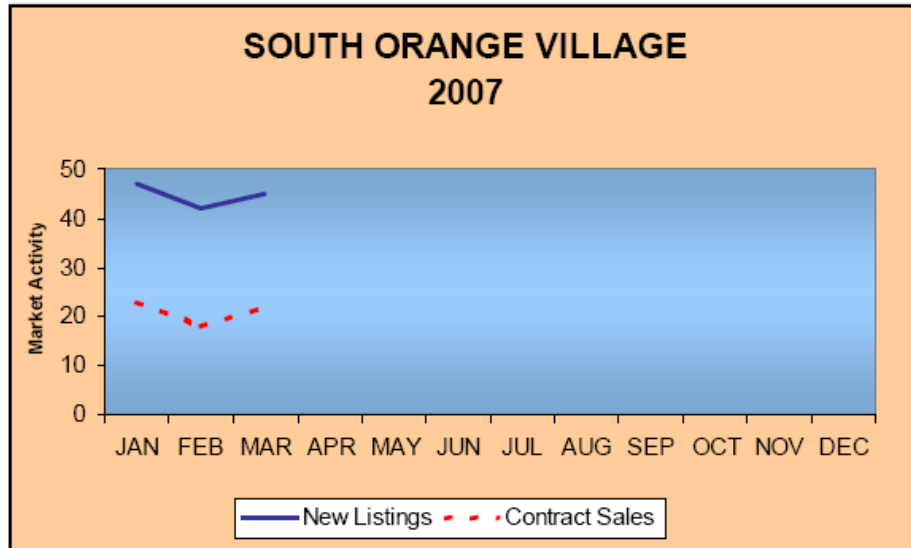
Address	Original List Price	List Price at Contract	Sale Price	DOM	BR	BA	Style
125 Holland Rd.	\$365,000	\$315,000	\$315,000	83	3	1	Colonial
111 3 <sup>rd</sup> St.	\$339,000	\$339,000	\$300,000	71	3	1	Colonial
451 S. Orange Ave.	\$425,000	\$425,000	\$400,000	136	4	1.1	Colonial
501 Hillside Terr.	\$469,000	\$469,000	\$517,500	22	4	2	Colonial
80 Riggs Pl.	\$489,000	\$489,000	\$489,000	20	3	1	Colonial
116 Raymond Ave.	\$449,000	\$525,000	\$505,000	25	5	3.1	Split Level
298 Richmond Ave.	\$575,000	\$529,000	\$525,000	88	4	3.1	Colonial
58 University Ct.	\$529,000	\$529,000	\$512,000	18	4	1	Colonial
140 Thacher Ln.	\$529,000	\$529,000	\$515,000	23	3	2.1	Ranch
314 Scotland Rd.	\$550,000	\$539,500	\$520,000	69	6	4.1	Colonial, Fixer Upper, Victorian
204 Conway Ct.	\$559,000	\$559,000	\$570,000	24	3	2.1	Colonial
157 Mayhew Ct.	\$649,000	\$649,000	\$700,000	7	4	2.2	Colonial
369 Beech Spring Rd.	\$695,000	\$695,000	\$710,000	24	3	2.1	Colonial
415 Lenox Pl.	\$699,000	\$699,000	\$715,500	17	5	3.1	Colonial
199 Wyoming Ave.	\$699,000	\$699,000	\$680,000	9	3	1.3	Colonial
548 Hartford Ct.	\$749,000	\$699,000	\$689,000	16	4	3	Colonial
73 White Oak Dr.	\$725,000	\$725,000	\$730,000	16	3	3.1	Colonial
60 Glenview Rd.	\$769,000	\$739,000	\$737,000	66	4	3.1	Colonial
54 Glenview Rd.	\$875,000	\$785,000	\$785,000	72	4	3.2	Colonial
231 Warwick Ave.	\$839,000	\$839,000	\$839,000	13	5	3.1	Colonial
134 Glenview Rd.	\$849,000	\$849,000	\$800,000	9	4	3.2	Ranch
205 Highland Rd.	\$869,000	\$869,000	\$850,000	32	6	3.2	Colonial
123 Wyoming Ave.	\$989,000	\$949,000	\$900,000	77	4	2.2	Tudor
46 Tillou Rd. West	\$1,351,080	\$999,999	\$999,999	182	3	4.1	Twnhse-End
170 Hill Dr.	\$1,075,000	\$1,075,000	\$995,000	74	4	4.2	Custom Home
16 Tillou Rd. West	\$1,100,000	\$1,100,000	\$1,100,000	28	3	3.1	Twnhse-End
483 Berkeley Ave.	\$1,595,000	\$1,595,000	\$1,585,000	4	7	4.1	Colonial

AVERAGE DAYS ON MARKET:  
 AVERAGE LISTING PRICE: \$  
 AVERAGE SALE PRICE: \$  
 % SALE PRICE / LIST PRICE: %

## SOUTH ORANGE HOMESALE TRENDS June 2006 – June 2007

	Jun. 06	Jul.	Aug.	Sept.	Oct.	Nov.	Dec.
Average Listing Price	\$714,741	\$723,115	\$688,807	\$709,818	\$733,872	\$714,740	\$731,515
Average Sale Price	\$762,618	\$685,189	\$736,488	\$625,420	\$592,278	\$602,000	\$637,357
%Sale Price to List Price Ratio	100%	102%	98%	97%	98%	92%	94%
Days on Market	36	51	51	51	59	67	80
# of Active Listings	172	157	139	143	152	135	116

	Jan.	Feb.	Mar.	Apr.	May	Jun. 07
<b>Average Listing Price</b>	\$722,104	\$700,094	\$708,192	\$691,511	\$699,914	\$
<b>Average Sale Price</b>	\$629,000	\$642,334	\$613,627	\$668,240	\$592,265	\$
<b>%Sale Price to List Price Ratio</b>	95%	98%	98%	101%	98%	%
<b>Days On Market</b>	95	55	92	60	55	
<b># of Active Listings</b>	135	134	150	163	185	



**SOUTH ORANGE VILLAGE 1st Quarter At-A-Glance**

	2003	2004	2005	2006	2007
<i>Average # Of Offerings/Monthly</i>	33.7	25.0	30.7	40.0	44.7
<i>Average # Of Sales/Monthly</i>	23.7	21.0	20.7	24.3	21.0
<i>Supply &amp; Demand Ratio</i>	70%	84%	67%	61%	47%
<i>Unsold Inventory</i>	92	53	67	89	119
<i>Projected Absorption (Months)</i>	4	3	3	4	6





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