

## SOUTH ORANGE October 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.

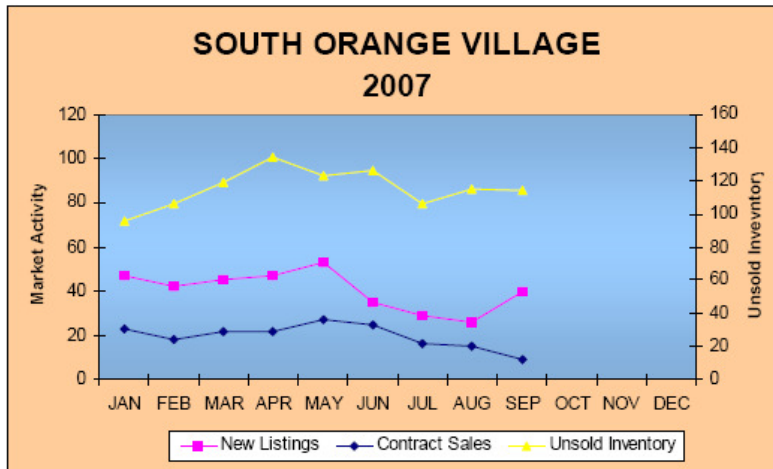
Address	Original List Price	List Price at Contract	Sale Price	DOM	BR	BA	Style
314 Radel Terr.	\$429,000	\$380,000	\$360,000	78	4	2.1	Colonial
24 Holland Rd.	\$390,000	\$390,000	\$373,450	93	4	2.1	Colonial
39 Mews Ln.	\$418,000	\$413,000	\$408,000	100	2	2.1	Multi-FI. Unit, Twnhse-Int
106 Milton Pl.	\$459,000	\$439,000	\$425,000	63	3	2.1	Colonial
321 Wyoming Ave #C3A	\$489,900	\$489,900	\$435,000	43	3	3.1	Twnhse-End
308 Radel Terr.	\$549,000	\$549,000	\$545,000	35	3	2.1	Colonial
102 W. Montrose Ave.	\$629,000	\$629,000	\$649,000	37	5	3.2	Colonial
449 Twin Oak Rd.	\$892,500	\$792,500	\$750,000	152	5	4.2	Colonial
609 S. Orange Ave #4JK	\$849,000	\$849,000	\$840,000	22	3	3	Hi-Rise
345 Beech Spring Rd.	\$859,000	\$859,000	\$817,500	75	4	3.2	Tudor
110 Mayhew Dr.	\$995,000	\$949,000	\$875,000	70	4	3.1	Tudor
48 Tillou Rd. West	\$1,170,084	\$990,084	\$932,270	53	3	4.1	Twnhse-End
246 Turrell Ave.	\$995,000	\$995,000	\$960,000	68	7	3.1	Colonial
429 Harding Dr.	\$1,159,000	\$1,159,000	\$1,075,000	17	6	5.2	Tudor
50 Tillou Rd. West	\$1,292,435	\$1,292,435	\$1,025,235	1	3	3.1	Twnshe-End
72 Crest Dr.	\$1,699,000	\$1,449,000	\$1,250,000	88	5	3.2	Colonial

AVERAGE DAYS ON MARKET: 62  
 AVERAGE LISTING PRICE: \$652,457  
 AVERAGE SALE PRICE: \$732,528  
 % SALE PRICE / LIST PRICE: 93%

## SOUTH ORANGE HOMESALE TRENDS October 2006 – October 2007

	Oct. 06	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.
Average Listing Price	\$733,872	\$714,740	\$731,515	\$722,104	\$700,094	\$708,192	\$691,511
Average Sale Price	\$592,278	\$602,000	\$637,357	\$629,000	\$642,334	\$613,627	\$668,240
%Sale Price to List Price Ratio	98%	92%	94%	95%	98%	98%	101%
Days on Market	59	67	80	95	55	92	60
# of Active Listings	152	135	116	135	134	150	163
# of Closed Listings	19	9	19	12	22	13	10

	May	Jun.	Jul.	Aug.	Sept.	Oct. 07
Average Listing Price	\$699,914	\$696,889	\$705,242	\$721,328	\$682,673	\$652,457
Average Sale Price	\$592,265	\$702,414	\$620,975	\$690,587	\$711,586	\$732,528
%Sale Price to List Price Ratio	98%	99%	99%	99%	96%	93%
Days On Market	55	47	67	52	57	62
# of Active Listings	185	168	155	139	142	142
# of Closed Listings	23	29	23	23	11	16



#### 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 &amp; 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



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