

SOUTH ORANGE September 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.

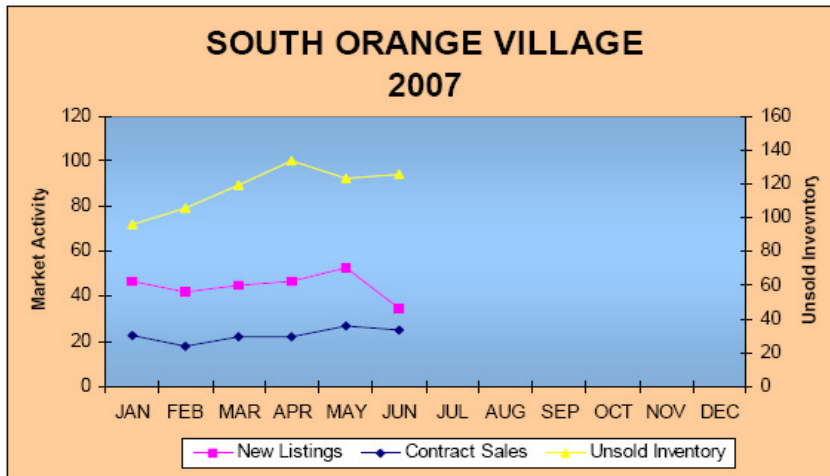
Address	Original List Price	List Price at Contract	Sale Price	DOM	BR	BA	Style
106 Holland Rd.	\$350,000	\$350,000	\$360,000	11	5	2.1	Colonial
118 Roland Ave.	\$359,000	\$359,000	\$340,000	48	3	1.1	Colonial
23 Village Green Ct.	\$499,000	\$499,000	\$490,000	46	3	2.1	Twnhse-End
215 Thornden St.	\$639,000	\$539,000	\$511,250	63	3	2.1	Colonial
29 Warren Ct.	\$599,000	\$599,000	\$591,000	18	4	1.1	Colonial
635 Mountain Dr.	\$699,000	\$599,999	\$585,000	120	3	2.2	Ranch
20 Briar Ct.	\$619,000	\$619,000	\$600,000	16	3	1.2	Colonial
366 Montrose Ave.	\$799,000	\$799,000	\$826,200	16	5	3.2	Colonial
506 Longview Rd.	\$1,075,000	\$1,075,000	\$999,000	89	6	4.2	Colonial
13 Tillou Rd. West	\$1,300,000	\$1,300,000	\$1,200,000	2	4	5.1	Twnhse-End
29 Tillou Rd. West	\$1,425,000	\$1,379,999	\$1,325,000	201	4	5.1	Twnhse-End

AVERAGE DAYS ON MARKET: 57
 AVERAGE LISTING PRICE: \$682,673
 AVERAGE SALE PRICE: \$711,586
 % SALE PRICE / LIST PRICE: 96%

SOUTH ORANGE HOMESALE TRENDS September 2006 – September 2007

	Sep. 06	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Average Listing Price	\$709,818	\$733,872	\$714,740	\$731,515	\$722,104	\$700,094	\$708,192
Average Sale Price	\$625,420	\$592,278	\$602,000	\$637,357	\$629,000	\$642,334	\$613,627
%Sale Price to List Price Ratio	97%	98%	92%	94%	95%	98%	98%
Days on Market	51	59	67	80	95	55	92
# of Active Listings	143	152	135	116	135	134	150
# of Closed Listings	22	19	9	19	12	22	13

	Apr.	May	Jun.	Jul.	Aug.	Sep. 07
Average Listing Price	\$691,511	\$699,914	\$696,889	\$705,242	\$721,328	\$682,673
Average Sale Price	\$668,240	\$592,265	\$702,414	\$620,975	\$690,587	\$711,586
%Sale Price to List Price Ratio	101%	98%	99%	99%	99%	96%
Days On Market	60	55	47	67	52	57
# of Active Listings	163	185	168	155	139	142
# of Closed Listings	10	23	29	23	23	11



SOUTH ORANGE VILLAGE 2nd Quarter At-A-Glance

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



© Copyright 2006-2007 by Otteau Valuation Group, Inc.



Susan Adler
Over 900 Homes Sold!
#1 Keller Williams Agent in NJ 2005, 2006



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