

SOUTH ORANGE April 2008 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 |
|-----------------------|---------------------|------------------------|------------|-----|----|-----|--------------------|
| 128 Propsect Pl. | 410,000 | 410,000 | 400,000 | 22 | 3 | 1.1 | Colonial,Victorian |
| 32 S Ridgewood Road | 439,000 | 439,000 | 420,000 | 41 | 4 | 1.1 | Colonial |
| 15 E Clark Pl. | 512,000 | 512,000 | 515,000 | 32 | 3 | 1.1 | Colonial |
| 348 S. Ridgewood Road | 549,000 | 549,000 | 520,000 | 23 | 2 | 2.1 | OneFloor |
| 314 Radel Ter. | 569,000 | 569,000 | 548,550 | 13 | 4 | 2.1 | Colonial |
| 297 N Western Dr. | 649,000 | 649,000 | 630,000 | 48 | 4 | 3.1 | Colonial |
| 520 N Ridgewood Dr. | 689,900 | 679,000 | 655,000 | 60 | 5 | 3.2 | Colonial |
| 355 Scotland Rd. | 849,900 | 759,000 | 750,000 | 66 | 9 | 4.1 | Colonial |
| 10 Overhill Rd. | 859,000 | 859,000 | 859,000 | 6 | 4 | 3.2 | Colonial |
| 292 Turrell Rd. | 899,000 | 899,000 | 862,500 | 16 | 5 | 3.2 | Colonial |
| 22 Tillou Road West | 990,000 | 990,000 | 965,000 | 75 | 3 | 3.1 | TwndUn |

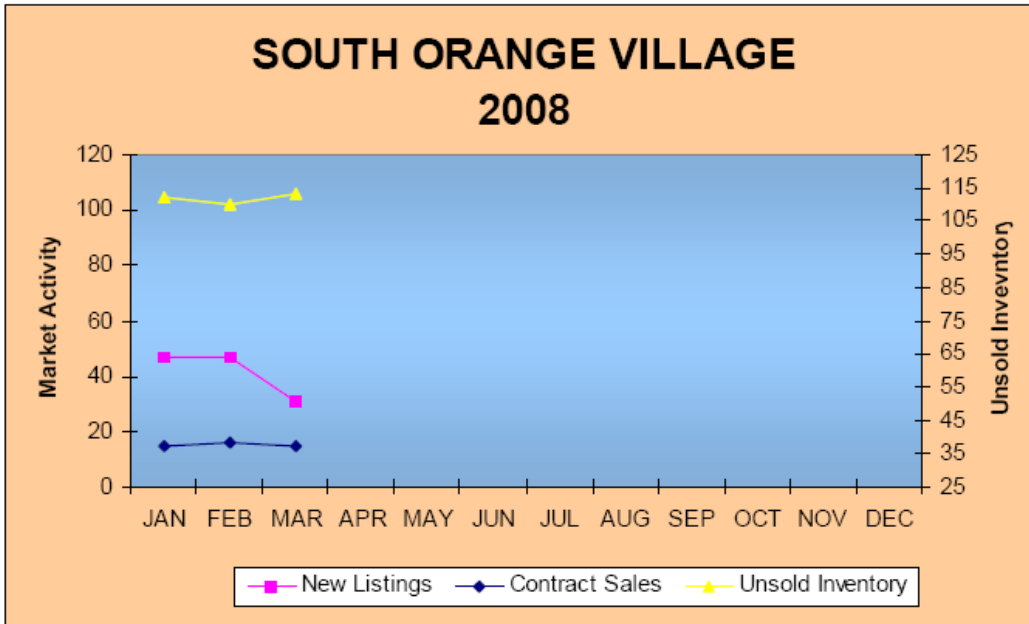
AVERAGE DAYS ON MARKET: 37
 AVERAGE LISTING PRICE: \$680,205
 AVERAGE SALE PRICE: \$647,732
 % SALE PRICE / LIST PRICE: 97%

SOUTH ORANGE HOME SALE TRENDS April 2007 – April 2008

| | April 07 | May | Jun. | Jul. | Aug. | Sept. |
|---------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| 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 |

| | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | April 08 |
|---------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Average Listing Price | \$652,457 | \$649,435 | \$629,888 | \$629,392 | \$663,108 | \$670,564 | \$680,205 |
| Average Sale Price | \$732,528 | \$612,833 | \$685,542 | \$555,375 | \$671,667 | \$527,667 | \$647,732 |
| %Sale Price to List Price Ratio | 93% | 98% | 97% | 98% | 95% | 98% | 97% |
| Days On Market | 62 | 56 | 80 | 66 | 81 | 60 | 37 |
| # of Active Listings | 142 | 151 | 124 | 138 | 152 | 147 | 170 |
| # of Closed Listings | 16 | 6 | 11 | 16 | 8 | 12 | 11 |

| April 08 | Active Listings | New Listings | Under Contract | Sold Listings | Average DOM | SP/LP |
|----------|-----------------|--------------|----------------|---------------|-------------|-------|
| # Beds | Avg LP | Avg LP | Avg LP | Avg LP | | |
| 1 | \$248,400 | \$199,000 | \$0 | \$0 | 0 | 0% |
| 2 | \$419,634 | \$359,751 | \$404,633 | \$520,000 | 23 | 95% |
| 3 | \$517,457 | \$519,833 | \$538,433 | \$626,667 | 43 | 98% |
| 4 | \$640,120 | \$586,046 | \$620,483 | \$614,388 | 27 | 98% |
| 5 | \$925,948 | \$941,816 | \$907,150 | \$755,833 | 47 | 97% |
| TOWN | \$680,205 | \$675,326 | \$634,400 | \$647,732 | 37 | 97% |



SOUTH ORANGE VILLAGE 1st Quarter At-A-Glance

| | 2004 | 2005 | 2006 | 2007 | 2008 |
|---------------------------------------|------|------|------|------|------|
| <i>Average # Of Offerings/Monthly</i> | 25.0 | 30.7 | 40.0 | 44.7 | 41.7 |
| <i>Average # Of Sales/Monthly</i> | 21.0 | 20.7 | 24.3 | 21.0 | 15.3 |
| <i>Supply & Demand Ratio</i> | 84% | 67% | 61% | 47% | 37% |
| <i>Unsold Inventory</i> | 53 | 67 | 89 | 119 | 113 |
| <i>Projected Absorption (Months)</i> | 3 | 3 | 4 | 6 | 7 |



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