

## SOUTH ORANGE January 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
372 Valley St. #G1	\$128,999	\$119,999	\$113,500	87	1	1	One Fl. Unit
609 S. Orange Ave. #3-0	\$238,900	\$238,900	\$232,500	34	1	2	Hi-Rise
716 Varsity Rd.	\$249,900	\$249,900	\$250,000	36	3	1	Colonial
609 S. Orange Ave. #2C	\$360,000	\$360,000	\$327,500	31	2	2.1	Hi-Rise
166 Tichenor Ave.	\$429,000	\$379,900	\$400,000	133	5	2	Colonial
15 E. Clark Pl.	\$439,000	\$415,000	\$365,000	43	3	1.1	Colonial
48 S. Ridgewood Rd.	\$439,000	\$439,000	\$439,000	24	3	2.1	Colonial
40 S. Kingman Rd.	\$469,000	\$469,000	\$510,000	35	4	3.2	Colonial
360 Prospect St.	\$549,000	\$534,900	\$520,000	64	4	3.1	Colonial
29 Kingman Rd.	\$599,900	\$579,900	\$450,000	156	4	2	Colonial
111 Hemlock Ter.	\$799,500	\$649,500	\$639,000	235	4	2.1	Tudor
26 Glenside Rd.	\$659,000	\$659,000	\$652,000	35	5	2.1	Colonial
551 Grove Terr.	\$795,000	\$795,000	\$860,000	27	6	4.1	Colonial
466 Overhill Rd.	\$818,000	\$797,000	\$767,500	90	4	3.2	Colonial
170 Ralston Ave.	\$800,000	\$800,000	\$760,000	24	7	3.2	Tudor
152 Charlton Ave.	\$1,600,000	\$1,600,000	\$1,600,000	0	5	3.1	Tudor

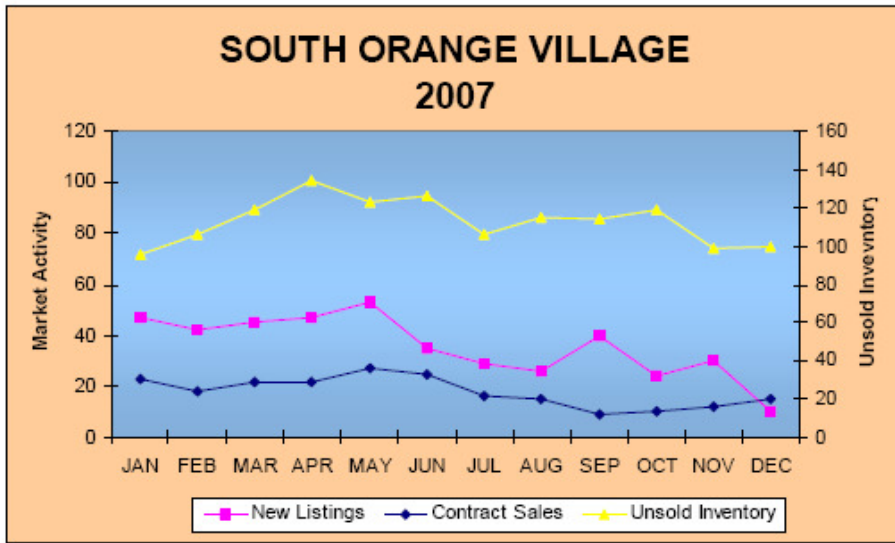
AVERAGE DAYS ON MARKET: 66  
 AVERAGE LISTING PRICE: \$629,392  
 AVERAGE SALE PRICE: \$555,375  
 % SALE PRICE / LIST PRICE: 98%

## SOUTH ORANGE HOMESALE TRENDS January 2007 – January 2008

	Jan. 07	Feb.	Mar.	Apr.	May	Jun.	Jul.
Average Listing Price	\$722,104	\$700,094	\$708,192	\$691,511	\$699,914	\$696,889	\$705,242
Average Sale Price	\$629,000	\$642,334	\$613,627	\$668,240	\$592,265	\$702,414	\$620,975
%Sale Price to List Price Ratio	95%	98%	98%	101%	98%	99%	99%
Days on Market	95	55	92	60	55	47	67
# of Active Listings	135	134	150	163	185	168	155
# of Closed Listings	12	22	13	10	23	29	23

	Aug.	Sept.	Oct.	Nov.	Dec.	Jan. 08
Average Listing Price	\$721,328	\$682,673	\$652,457	\$649,435	\$629,888	\$629,392
Average Sale Price	\$690,587	\$711,586	\$732,528	\$612,833	\$685,542	\$555,375
%Sale Price to List Price Ratio	99%	96%	93%	98%	97%	98%
Days On Market	52	57	62	56	80	66
# of Active Listings	139	142	142	151	124	138
# of Closed Listings	23	11	16	6	11	16

Jan. 08	Active Listings	New Listings	Under Contract	Sold Listings	Average DOM	SP/LP
# Beds	Avg LP	Avg LP	Avg LP	Avg LP		
1	\$266,980	\$490,000	\$180,000	\$173,000	61	96%
2	\$439,671	\$463,771	\$0	\$327,500	31	91%
3	\$519,693	\$492,070	\$557,225	\$351,333	34	95%
4	\$643,490	\$732,207	\$617,000	\$577,300	116	95%
5	\$826,482	\$804,257	\$879,317	\$854,400	44	101%
<b>TOWN</b>	<b>\$629,392</b>	<b>\$655,817</b>	<b>\$649,914</b>	<b>\$555,375</b>	<b>66</b>	<b>98%</b>



#### SOUTH ORANGE VILLAGE 4th Quarter At-A-Glance

	2003	2004	2005	2006	2007
Average # Of Offerings/Monthly	20.0	19.0	27.0	27.0	21.3
Average # Of Sales/Monthly	19.7	19.3	20.3	16.0	12.3
Supply & Demand Ratio	98%	102%	75%	59%	58%
Unsold Inventory	51	49	66	81	100
Projected Absorption (Months)	3	3	3	5	8



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