

SOUTH ORANGE June 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
42 EDER TER	\$259,000	\$245,000	\$235,000	115	3	1	Colonial
10 RIGGS PL	\$269,900	\$269,900	\$295,000	10	3	1.1	HalfDupl
47 S RIDGEWOOD RD	\$398,000	\$398,000	\$410,500	11	3	1.1	Colonial
29 MEWS LANE	\$410,000	\$410,000	\$410,000	6	3	2.1	TwnIntUn
356 S ORANGE AVE	\$424,777	\$424,777	\$388,000	126	3	1.2	Colonial
19 VILLAGE GREEN CT	\$499,000	\$429,000	\$420,000	167	3	2.2	TwnEndUn
344 S RIDGEWOOD RD	\$479,000	\$439,900	\$439,900	81	2	2	OneFloor,SeeRem
29 University Court	\$524,900	\$480,000	\$467,500	184	4	2	Colonial
321 N Wyoming Ave, C1A	\$489,000	\$489,000	\$450,000	247	3	3.1	TwnEndUn
31-41 Church St Unit 201	\$559,000	\$519,000	\$504,200	92	2	2	OneFloor
153 Academy Street	\$527,700	\$527,700	\$527,700	24	5	1.1	Colonial,Victrian
23 N HART DR	\$599,000	\$575,000	\$555,000	49	4	3.1	RanchExp
85 HARDING DRIVE	\$629,900	\$629,900	\$629,900	7	3	3	Ranch
530 Page Terrace	\$639,000	\$639,000	\$622,000	16	5	4	Colonial
350 North Ridgewood Rd	\$659,000	\$639,000	\$600,000	172	3	1.2	RanchRas
326 West End Rd	\$750,000	\$695,000	\$660,000	401	4	3.2	Colonial
73 S. Wyoming Ave.	\$699,000	\$699,000	\$690,000	17	4	2.2	Colonial
286 BEECH SPRING RD	\$719,000	\$719,000	\$752,000	13	5	3.1	Colonial
21 Mayhew Drive	\$839,900	\$719,000	\$675,000	245	4	3.2	Colonial
178 GREAT HILLS DR	\$749,000	\$749,000	\$759,000	23	4	3.2	Colonial
227 Turrell Ave.	\$799,000	\$799,000	\$800,000	46	6	4.1	Colonial
24 TILLOU ROAD WEST	\$999,999	\$999,999	\$959,000	147	3	3.1	TwnEndUn
40 TILLOU RD WEST	\$1,099,000	\$1,099,000	\$1,025,000	10	3	5.1	TwnEndUn

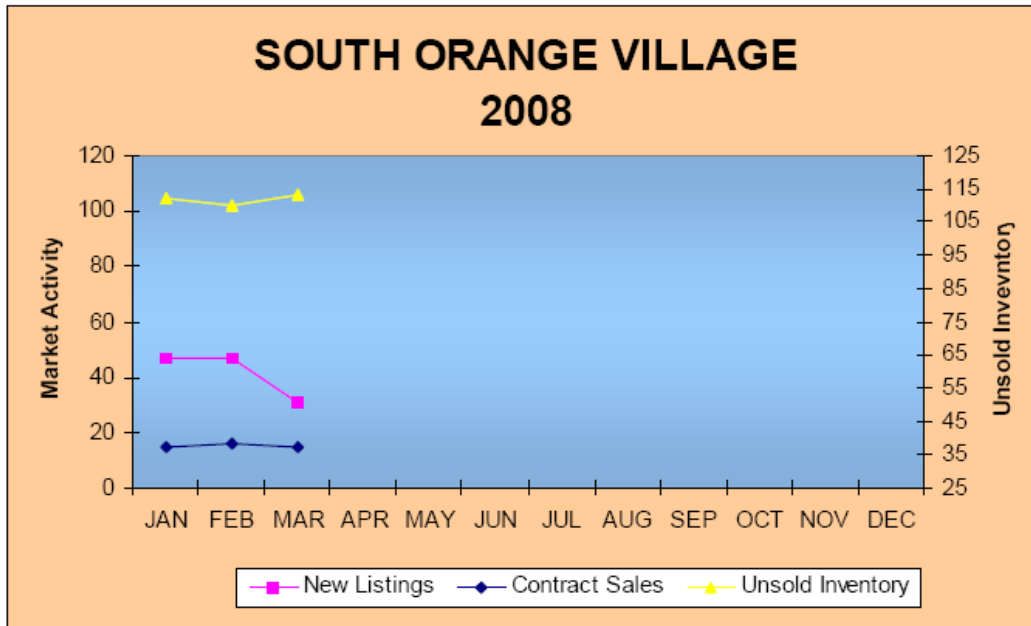
AVERAGE DAYS ON MARKET: 109
 AVERAGE LISTING PRICE: \$654,148
 AVERAGE SALE PRICE: \$557,460
 % SALE PRICE / LIST PRICE: 98%

SOUTH ORANGE HOME SALE TRENDS June 2007 – June 2008

	Jun 2007	Jul.	Aug.	Sept.	Oct.	Nov.
Average Listing Price	\$696,889	\$705,242	\$721,328	\$682,673	\$652,457	\$649,435
Average Sale Price	\$702,414	\$620,975	\$690,587	\$711,586	\$732,528	\$612,833
%Sale Price to List Price Ratio	99%	99%	99%	96%	93%	98%
Days on Market	47	67	52	57	62	56
# of Active Listings	168	155	139	142	142	151
# of Closed Listings	29	23	23	11	16	6

	Dec.	Jan.	Feb.	Mar.	April	May	June 2008
Average Listing Price	\$629,888	\$629,392	\$663,108	\$670,564	\$680,205	\$685,958	\$654,148
Average Sale Price	\$685,542	\$555,375	\$671,667	\$527,667	\$647,732	\$572,182	\$557,460
%Sale Price to List Price Ratio	97%	98%	95%	98%	97%	96%	98%
Days On Market	80	66	81	60	37	48	109
# of Active Listings	124	138	152	147	170	171	177
# of Closed Listings	11	16	8	12	11	16	20

June 08	Active Listings	New Listings	Under Contract	Sold Listings	Average DOM	SP/LP
# Beds	Avg LP	Avg LP	Avg LP	Avg LP		
1	\$225,843	\$174,450	\$99,999	\$0	0	0%
2	\$382,639	\$380,633	\$519,000	\$472,050	87	98%
3	\$482,370	\$539,414	\$514,360	\$487,433	111	97%
4	\$629,259	\$666,500	\$565,540	\$623,300	180	97%
5	\$880,779	\$708,000	\$627,400	\$675,425	25	101%
TOWN	\$654,148	\$597,567	\$538,559	\$557,460	109	98%



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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