

SOUTH ORANGE May 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
200 Irvington Ave. 1A	\$159,000	\$159,000	\$170,000	11	1	1	OneFloor,FirstFlr
125 S. Kingman Rd.	\$270,000	\$250,000	\$270,000	29	3	1.1	Colonial,FixrUppr
208 W South Orange Ave	\$290,000	\$290,000	\$260,000	0	3	1.1	Colonial
260 Tichenor Ave.	\$400,000	\$400,000	\$390,000	45	4	2	Colonial
371 Turrel Ave.	\$484,900	\$439,999	\$417,500	156	3	2	Colonial
141 Ward Place	\$459,000	\$459,000	\$430,000	32	4	2.1	Colonial
4 Kingsland Court	\$519,000	\$519,000	\$509,500	32	4	2.1	Colonial
70 Mayhew Dr.	\$675,000	\$675,000	\$637,500	31	4	3.1	Ranch,SeeRem
194 Crestwood Drive	\$725,000	\$725,000	\$715,000	60	3	2.1	Ranch
50 Blanchard Rd.	\$785,000	\$785,000	\$690,000	108	4	3.1	Colonial
46 Duffield Dr.	\$825,000	\$825,000	\$789,000	59	4	4.1	Colonial
361 N. Ridgewood Rd.	\$840,000	\$840,000	\$782,500	56	7	4.1	Tudor
55 Crest Dr.	\$849,000	\$849,000	\$860,000	17	5	3.2	Colonial
216 Walton Ave.	\$949,000	\$949,000	\$937,500	115	6	3.1	Victrian
356 Melrose Pl.	\$959,000	\$959,000	\$950,000	26	6	3.1	Victrian
20 Tillou Road, West	\$1,099,000	\$1,099,000	\$999,000	70	3	3.1	TwndEndUn

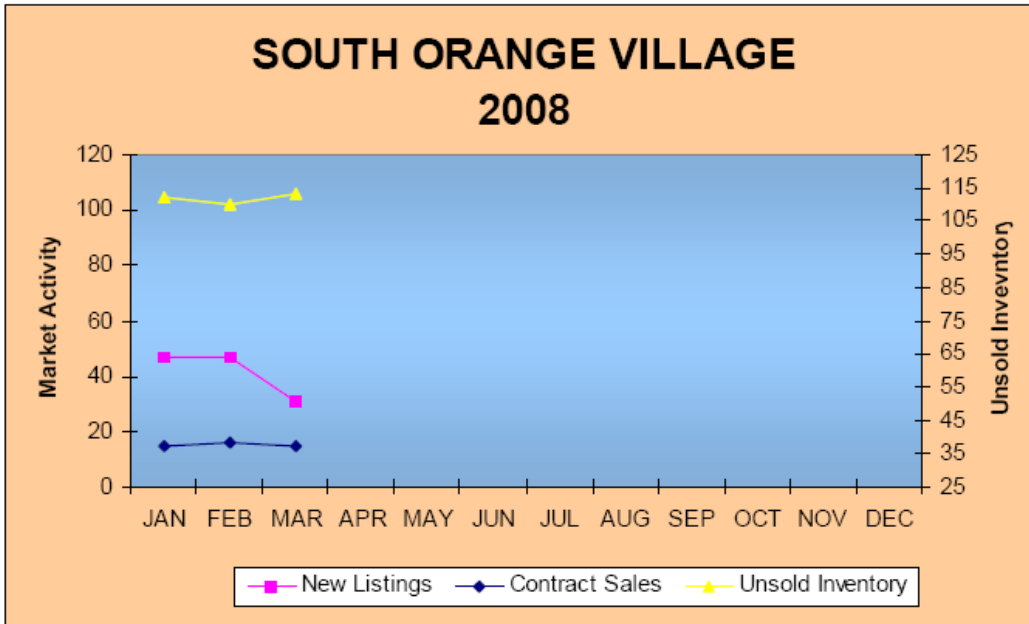
AVERAGE DAYS ON MARKET: 48
 AVERAGE LISTING PRICE: \$685,958
 AVERAGE SALE PRICE: \$572,182
 % SALE PRICE / LIST PRICE: 96%

SOUTH ORANGE HOME SALE TRENDS May 2007 – May 2008

	May 2007	Jun.	Jul.	Aug.	Sept.	Oct.
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

	Nov.	Dec.	Jan.	Feb.	Mar.	April	May 2008
Average Listing Price	\$649,435	\$629,888	\$629,392	\$663,108	\$670,564	\$680,205	\$685,958
Average Sale Price	\$612,833	\$685,542	\$555,375	\$671,667	\$527,667	\$647,732	\$572,182
%Sale Price to List Price Ratio	98%	97%	98%	95%	98%	97%	96%
Days On Market	56	80	66	81	60	37	48
# of Active Listings	151	124	138	152	147	170	171
# of Closed Listings	6	11	16	8	12	11	16

May 08	Active Listings	New Listings	Under Contract	Sold Listings	Average DOM	SP/LP
# Beds	Avg LP	Avg LP	Avg LP	Avg LP		
1	\$296,400	\$302,000	\$0	\$170,000	11	107%
2	\$401,299	\$415,580	\$0	\$0	0	0%
3	\$504,329	\$510,260	\$694,180	\$415,000	30	98%
4	\$638,908	\$593,738	\$754,510	\$574,750	61	93%
5	\$914,575	\$868,133	\$670,175	\$860,000	63	98%
TOWN	\$685,958	\$654,902	\$708,868	\$572,182	48	96%



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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