

SOUTH ORANGE September 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
55 WARD PLACE	\$219,900	\$219,900	\$210,000	3	7	1	Colonial
12 S STANLEY RD	\$269,900	\$269,900	\$260,000	21	3	1.2	Colonial
14 Eder Terr	\$339,000	\$339,000	\$330,000	44	3	2	Colonial
3 HARRISON COURT	\$462,500	\$399,000	\$388,550	150	3	2	RanchExp
35 MEWS LN	\$410,000	\$410,000	\$400,000	32	2	2.1	TwnEndUn
31-41 Church St 303	\$499,000	\$419,000	\$390,000	173	2	2	OneFloor
149 FAIRVIEW AVE	\$450,000	\$425,000	\$420,000	44	4	2	Colonial
183 W FAIRVIEW AVE	\$445,000	\$445,000	\$433,675	102	4	2	Colonial,Bungalow
31-41 Church St 202	\$574,000	\$499,000	\$470,000	177	3	2	OneFloor
29 HOSKIER RD	\$599,900	\$574,900	\$555,000	43	3	3	Colonial
385 THORNDEN ST	\$575,000	\$575,000	\$527,000	23	6	3.2	Colonial
217 Edgewood Terrace	\$619,000	\$595,000	\$585,000	59	3	2.2	Colonial
203 North Woods Drive	\$599,000	\$599,000	\$590,000	11	4	3.1	SplitLev
332 HARDING DR	\$639,000	\$639,000	\$599,000	57	4	2.1	Ranch,Custom
62 SPEIR DR	\$759,000	\$759,000	\$730,000	32	5	4.2	Colonial
46 TILLOU RD WEST	\$1,099,000	\$1,099,000	\$1,020,000	36	3	4.1	TwnEndUn
412 Redmond Road	\$1,198,000	\$1,198,000	\$1,100,000	89	6	5.1	Colonial

AVERAGE DAYS ON MARKET: 64
 AVERAGE LISTING PRICE: \$663,764
 AVERAGE SALE PRICE: \$529,896
 % SALE PRICE / LIST PRICE: 95%

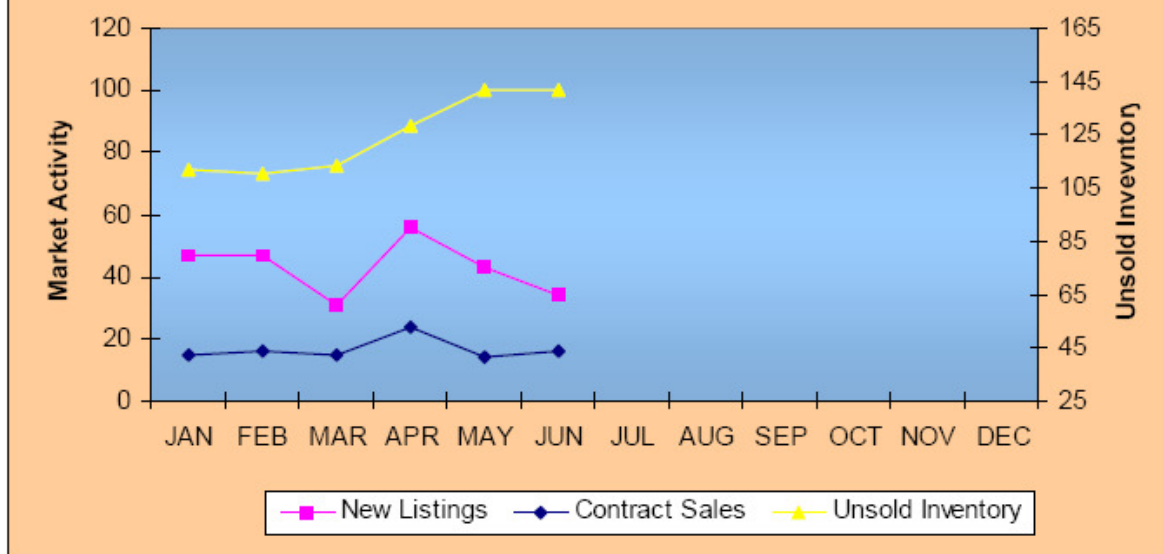
SOUTH ORANGE HOME SALE TRENDS September 2007 – September 2008

	Sept. 2007	Oct.	Nov.	Dec.	Jan.	Feb.
Average Listing Price	\$682,673	\$652,457	\$649,435	\$629,888	\$629,392	\$663,108
Average Sale Price	\$711,586	\$732,528	\$612,833	\$685,542	\$555,375	\$671,667
%Sale Price to List Price Ratio	96%	93%	98%	97%	98%	95%
Days on Market	57	62	56	80	66	81
# of Active Listings	142	142	151	124	138	152
# of Closed Listings	11	16	6	11	16	8

	Mar.	April	May	June	July	Aug.	Sept. 2008
Average Listing Price	\$670,564	\$680,205	\$685,958	\$654,148	\$670,046	\$680,732	\$663,764
Average Sale Price	\$527,667	\$647,732	\$572,182	\$557,460	\$609,500	\$867,222	\$529,896
%Sale Price to List Price Ratio	98%	97%	96%	98%	97%	142%	95%
Days On Market	60	37	48	109	62	66	64
# of Active Listings	147	170	171	177	172	174	177
# of Closed Listings	12	11	16	20	14	18	17

Sept 08	Active Listings	New Listings	Under Contract	Sold Listings	Average DOM	SP/LP
# Beds	Avg LP	Avg LP	Avg LP	Avg LP		
1	\$313,650	\$375,000	\$0	\$0	0	0%
2	\$412,059	\$500,831	\$0	\$395,000	103	95%
3	\$490,458	\$526,100	\$498,900	\$515,507	76	96%
4	\$597,397	\$604,658	\$339,500	\$510,669	54	97%
5	\$882,318	\$745,385	\$869,960	\$641,750	37	93%
TOWN	\$663,764	\$638,905	\$669,622	\$529,896	64	95%

SOUTH ORANGE VILLAGE 2008



SOUTH ORANGE VILLAGE 2nd Quarter At-A-Glance

	2004	2005	2006	2007	2008
<i>Average # Of Offerings/Monthly</i>	41.3	50.0	49.3	45.0	44.3
<i>Average # Of Sales/Monthly</i>	31.7	34.0	21.0	24.7	18.0
<i>Supply & Demand Ratio</i>	77%	68%	43%	55%	41%
<i>Unsold Inventory</i>	79	76	120	126	142
<i>Projected Absorption (Months)</i>	2	2	6	5	8



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