

West Orange

September 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	43 Confort Avenue Unit 12	TwnEndUn	1	1.0	14	\$155,000	\$155,000	\$154,000	99.35%	\$120,000	1.28
2	24 Hutton Avenue	OneFloor	2	2.0	22	\$185,000	\$185,000	\$187,500	101.35%	\$178,800	1.05
3	8 Franklin Avenue	Colonial	3	1.1	7	\$199,900	\$199,900	\$213,000	106.55%	\$213,100	1.00
4	29 White Street	Colonial	3	2.0	1	\$220,000	\$220,000	\$220,000	100.00%	\$194,600	1.13
5	66 Mayfair Drive	CapeCod	4	1.1	332	\$363,900	\$254,900	\$242,500	95.14%	\$226,200	1.07
6	205 Mount Pleasant Avenue	Colonial	2	1.1	81	\$239,000	\$239,000	\$246,740	103.24%	\$216,200	1.14
7	519 Valley Road	Colonial	5	2.1	88	\$249,000	\$249,000	\$249,000	100.00%	\$238,600	1.04
8	13 White Street	Colonial	3	2.0	50	\$259,900	\$255,900	\$260,000	101.60%	\$170,000	1.53
9	66 Conforti Avenue	CapeCod	4	2.0	84	\$324,900	\$324,900	\$290,000	89.26%	\$233,500	1.24
10	40 Longview Street	Colonial	3	2.0	17	\$285,000	\$285,000	\$290,000	101.75%	\$218,000	1.33
11	2 Mt Vernon Avenue	CapeCod	4	1.0	93	\$329,000	\$289,000	\$295,000	102.08%	\$195,300	1.51
12	135 Marion Drive	TwnEndUn	2	2.0	12	\$295,000	\$295,000	\$297,500	100.85%	\$270,000	1.10
13	9 Sunnyside Road	CapeCod	4	1.0	124	\$349,950	\$299,950	\$298,000	99.35%	\$246,700	1.21
14	28 Meyer Court	OneFloor	2	2.0	8	\$299,900	\$299,900	\$299,900	100.00%	\$255,900	1.17
15	38 Davey Drive	MultiFlr	4	3.1	67	\$369,900	\$329,000	\$300,000	91.19%	\$374,600	0.80
16	34 Condit Terrace	Colonial	4	1.1	16	\$253,999	\$253,999	\$300,000	118.11%	\$229,000	1.31
17	18 Beasley Street	Split Level	3	1.1	25	\$299,000	\$299,000	\$302,000	101.00%	\$301,200	1.00
18	95 Mayfair Drive	CapeCod	4	1.1	19	\$310,000	\$310,000	\$310,000	100.00%	\$223,700	1.39
19	402 Digaetano Terrace	TwnIntUn	3	2.1	62	\$339,900	\$329,000	\$325,000	98.78%	\$319,200	1.02
20	7 Lowell Avenue	Colonial	4	2.0	49	\$409,900	\$409,900	\$325,000	79.29%	\$357,300	0.91
21	15 Hickory Road	Split Level	3	2.2	89	\$314,900	\$314,900	\$330,000	104.80%	\$341,300	0.97
22	29 Mountain Way	RanchRas	3	2.2	10	\$369,900	\$369,900	\$333,000	90.02%	\$378,100	0.88
23	128 Coccio Drive	TwnIntUn	3	2.1	112	\$349,000	\$334,900	\$335,000	100.03%	\$287,700	1.16
24	69 Davey Drive	TwnEndUn	2	3.0	136	\$364,000	\$349,900	\$340,000	97.17%	\$397,600	0.86
25	56 Oakridge Road	Colonial	2	1.1	99	\$363,400	\$349,900	\$340,000	97.17%	\$290,000	1.17

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26	25 Lorelei Road	CapeCod	4	2.0	40	\$374,900	\$349,999	\$340,000	97.14%	\$253,900	1.34
27	15 Bayowski Road	TwnEndUn	2	2.1	67	\$358,880	\$340,800	\$340,800	100.00%	\$351,300	0.97
28	17 Dale Drive	Split Level	4	2.0	24	\$345,000	\$345,000	\$345,000	100.00%	\$316,900	1.09
29	155 Mount Pleasant Avenue	RanchRas	3	2.0	25	\$349,000	\$349,000	\$349,000	100.00%	\$267,000	1.31
30	8 Linden Avenue	Split Level	3	3.0	60	\$404,900	\$374,900	\$359,625	95.93%	\$356,000	1.01
31	7 Hooper Avenue	CapeCod	4	2.1	137	\$388,000	\$361,000	\$365,000	101.11%	\$258,200	1.41
32	36 Schindler Terrace	TwnIntUn	2	2.1	25	\$375,000	\$355,000	\$375,000	105.63%	\$377,600	0.99
33	18 Belle Terre Road	Colonial	3	2.1	22	\$377,000	\$377,000	\$377,000	100.00%	\$343,000	1.10
34	16 Edgemont Road	Colonial	3	1.1	22	\$399,000	\$399,000	\$380,000	95.24%	\$270,900	1.40
35	14 Porter Road	CapeCod	4	2.1	2	\$399,000	\$399,000	\$388,000	97.24%	\$270,000	1.44
36	38 Hunterdon Road	Colonial	4	2.0	20	\$399,000	\$399,000	\$395,000	99.00%	\$267,500	1.48
37	4 N Westwood Drive	CapeCod	4	2.0	16	\$425,000	\$425,000	\$400,000	94.12%	\$244,100	1.64
38	920 Pleasant Valley Way	CapeCod	3	3.0	38	\$439,000	\$419,900	\$405,000	96.45%	\$286,900	1.41
39	52 Blackburne Terrace	Colonial	3	2.1	27	\$415,000	\$415,000	\$410,000	98.80%	\$327,600	1.25
40	14 Bradley Terrace	Colonial	3	1.1	13	\$400,000	\$400,000	\$410,000	102.50%	\$267,700	1.53
41	22 Belle Terre Road	Ranch	3	2.1	62	\$429,999	\$429,999	\$419,000	97.44%	\$270,000	1.55
42	4 Jones Place	Tudor	3	2.0	18	\$409,000	\$409,000	\$419,650	102.60%	\$314,200	1.34
43	404 Digaetano Terrace	TwnEndUn	3	3.1	9	\$439,000	\$439,000	\$420,000	95.67%	\$342,700	1.23
44	2 Rosemont Court	Split Level	3	2.1	17	\$430,000	\$430,000	\$420,000	97.67%	\$331,000	1.27
45	34 Crystal Avenue	Custom	4	2.0	16	\$399,000	\$399,000	\$425,000	106.52%	\$280,500	1.52
46	45 Lenox Terrace	Colonial	3	1.1	16	\$414,000	\$414,000	\$425,000	102.66%	\$286,900	1.48
47	31 Woodside Terrace	Colonial	3	1.2	13	\$399,000	\$399,000	\$435,000	109.02%	\$269,000	1.62
48	1 Tenney Court	Bi-Level	4	2.1	20	\$435,000	\$435,000	\$450,000	103.45%	\$294,500	1.53
49	160 Walker Road	Colonial	4	2.1	19	\$575,000	\$575,000	\$450,000	78.26%	\$487,400	0.92
50	16 Helen Avenue	Tudor	4	2.1	87	\$474,500	\$474,500	\$452,000	95.26%	\$340,100	1.33

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51	64 Colonial Woods Drive	Colonial	4	2.1	58	\$534,900	\$534,900	\$485,000	90.67%		
52	1087 Pleasant Valley Way	Split Level	3	2.1	14	\$475,000	\$475,000	\$490,000	103.16%	\$314,700	1.56
53	10 Smith Manor Boulevard	HighRise	3	3.0	12	\$475,000	\$475,000	\$500,000	105.26%	\$267,800	1.87
54	20 Carter Road	Colonial	4	2.2	9	\$519,000	\$519,000	\$510,000	98.27%	\$408,200	1.25
55	38 Chestnut Road	Split Level	4	2.1	29	\$550,000	\$550,000	\$530,000	96.36%	\$386,700	1.37
56	25 Grand View Avenue	Colonial	5	3.2	60	\$600,000	\$560,000	\$545,000	97.32%	\$442,800	1.23
57	83 Forest Hill Road	Colonial	5	3.0	27	\$599,000	\$599,000	\$591,000	98.66%		
58	66 Luddington Road	Colonial	5	3.1	55	\$599,000	\$599,000	\$595,000	99.33%	\$457,100	1.30
59	5 Ridgeway Court	Colonial	4	2.1	4	\$595,000	\$595,000	\$595,000	100.00%	\$483,900	1.23
60	11 Whitbay Drive	TwnIntUn	4	4.1	47	\$669,000	\$669,000	\$650,000	97.16%	\$709,300	0.92
61	17 Whitbay Drive	TwnEndUn	4	3.1	10	\$729,900	\$729,900	\$655,000	89.74%	\$698,900	0.94
62	11 Wildwood Avenue	Colonial	6	4.1	54	\$725,000	\$725,000	\$800,000	110.34%	\$750,000	1.07
63	52 Glen Avenue	RanchExp	4	4.2	140	\$999,000	\$999,000	\$977,500	97.85%	\$925,000	1.06
64	2 Forest Way	Custom	5	6.1	57	\$1,550,000	\$1,550,000	\$1,490,000	96.13%	\$1,102,800	1.35
AVERAGE					47	\$427,693	\$420,262	\$413,308	98.91%		1.23

"ACTIVE" Listings in West Orange

Number of Units: 246
Average List Price: \$586,612
Average Days on Market: 86

"UNDER CONTRACT" Listings in West Orange

Number of Units: 120
Average List Price: \$439,068
Average Days on Market: 64

West Orange 2018 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	78	65	60	46	43	40	54	45	47				50
List Price	\$453,959	\$361,604	\$389,756	\$412,509	\$431,271	\$422,160	\$448,473	\$439,079	\$420,262				\$424,862
Sales Price	\$452,650	\$351,100	\$389,952	\$409,703	\$430,793	\$430,030	\$440,068	\$438,238	\$413,308				\$422,941
Sales Price as a % of List Price	100.17%	96.92%	99.84%	99.51%	100.20%	101.73%	98.97%	100.90%	98.91%				99.94%
Sales Price to Assessed Value	1.21	1.12	1.23	1.22	1.23	1.26	1.23	1.24	1.23				1.23
# Units Sold	38	24	48	63	53	83	80	82	64				535
Active Listings	177	199	197	226	258	251	242	234	246				226
Under Contracts	99	124	144	171	171	158	140	120	120				139

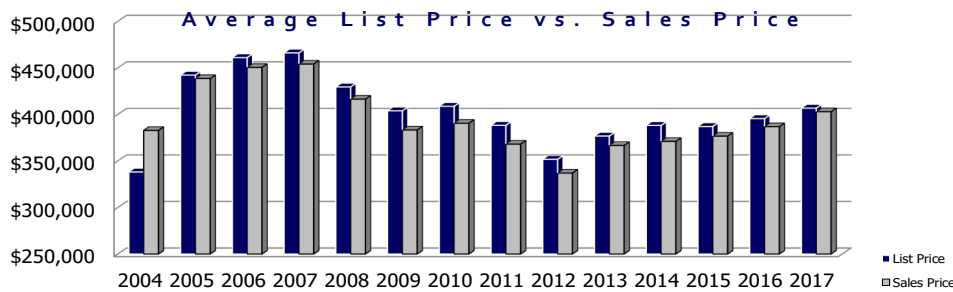
Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	55	50	-9.00%
Sales Price	\$405,179	\$422,941	4.38%
Sales Price to Assessed Value	1.16	1.23	5.58%

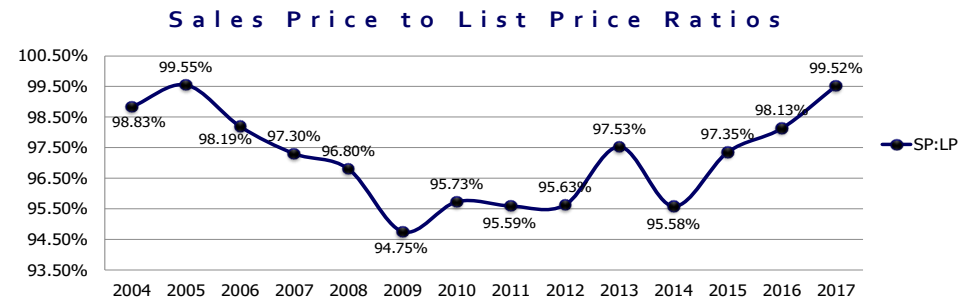


YTD	2017	2018	% Change
# Units Sold	510	535	4.90%
Active Listings	194	246	26.80%
Under Contracts	145	120	-17.24%

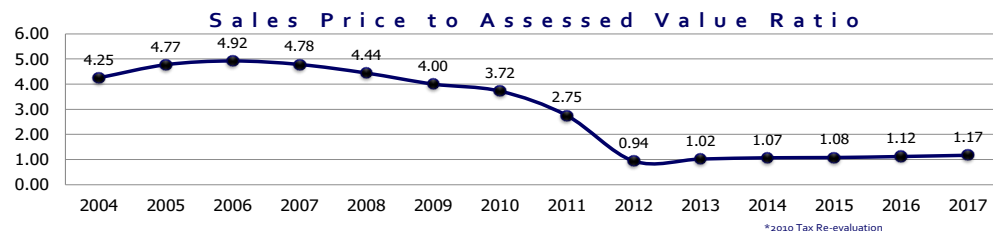
West Orange Yearly Market Trends



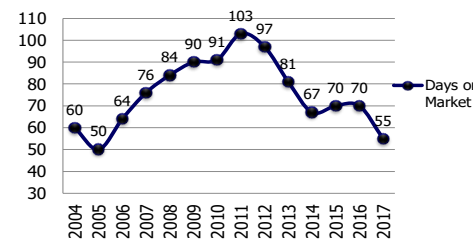
West Orange Yearly Market Trends



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
LP	\$338,108	\$442,208	\$460,981	\$466,047	\$429,481	\$403,847	\$408,694	\$388,271	\$351,758	\$376,734	\$388,179	\$386,990	\$395,480	\$406,718
SP	\$382,805	\$438,534	\$450,493	\$454,083	\$416,376	\$383,302	\$390,469	\$368,090	\$336,975	\$366,635	\$378,978	\$376,639	\$386,821	\$402,913



Average Days on Market



Number of Units Sold

