

South Orange

January 2019 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assess-	SP:AV
1	170 S Ridgewood Road	Colonial	2	1.0	18	\$259,000	\$259,000	\$240,000	92.66%	\$259,000	0.93
2	144 Seton Place	Colonial	3	1.1	66	\$300,000	\$300,000	\$287,000	95.67%	\$368,200	0.78
3	179 W Fairview Avenue	Colonial	2	1.1	50	\$399,000	\$399,000	\$400,000	100.25%	\$439,500	0.91
4	535 Scotland Road	Ranch	3	2.1	9	\$400,000	\$400,000	\$410,000	102.50%	\$347,200	1.18
5	112 S Kingman Road	Tudor	4	3.0	1	\$410,000	\$410,000	\$410,000	100.00%	\$459,400	0.89
6	350 Radel Terrace	Colonial	3	1.2	126	\$549,000	\$489,900	\$460,000	93.90%	\$498,800	0.92
7	574 Sinclair Terrace	Colonial	5	3.1	8	\$475,000	\$475,000	\$465,200	97.94%	\$491,200	0.95
8	243 Conway Court	Tudor	4	3.1	22	\$625,000	\$625,000	\$560,000	89.60%	\$721,100	0.78
9	134 Ward Place	Colonial	7	2.1	27	\$655,000	\$655,000	\$648,000	98.93%	\$436,700	1.48
10	416 Montague Place	Colonial	4	4.0	67	\$695,000	\$679,000	\$650,000	95.73%	\$406,600	1.60
11	64 W Montrose Avenue	Colonial	3	2.1	28	\$645,000	\$599,000	\$650,000	108.51%	\$534,000	1.22
12	155 Ward Place	Colonial	5	3.2	23	\$719,000	\$699,000	\$660,000	94.42%	\$391,000	1.69
13	340 Prospect Street	Victorian	4	2.1	14	\$669,000	\$669,000	\$680,000	101.64%	\$645,500	1.05
14	237 S Ridgewood Road	Colonial	5	3.1	70	\$759,000	\$729,000	\$720,000	98.77%	\$649,300	1.11
15	450 Hillsdie Place	Colonial	5	3.0	7	\$725,000	\$725,000	\$735,000	101.38%	\$589,900	1.25
16	365 Hillside Place	Colonial	7	4.1	0	\$799,000	\$799,000	\$815,000	102.00%	\$712,300	1.14
17	344 Ridgewood Road North	Colonial	6	3.2	41	\$929,000	\$929,000	\$888,750	95.67%	\$627,700	1.42
18	152 Prospect Street	Victorian	7	3.1	18	\$889,000	\$889,000	\$895,000	100.67%	\$762,100	1.17
19	217 Raymond Avenue	Tudor	5	3.2	9	\$950,000	\$950,000	\$987,500	103.95%	\$842,300	1.17
20	162 Irving Avenue	Tudor	6	3.1	28	\$1,099,000	\$1,099,000	\$1,025,000	93.27%	\$771,400	1.33
AVERAGE					32	\$647,500	\$638,945	\$629,323	98.37%		1.15

"Active" Listings in South Orange

Number of Units: 41
 Average List Price: \$674,585
 Average Days on Market: 55

"Under Contract" Listings in South Orange

Number of Units: 39
 Average List Price: \$570,692
 Average Days on Market: 50

Prominent
Properties

Sotheby's
INTERNATIONAL REALTY

South Orange 2019 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	32												32
List Price	\$638,945												\$ 638,945
Sales Price	\$629,323												\$ 629,323
SP:LP%	98.37%												98.37%
SP to AV	1.15												1.15
# Units Sold	20												20
3 Mo Rate of Ab	2.00												2.00
Active Listings	41												41
Under Contracts	39												39

Flashback! YTD 2018 vs YTD 2019

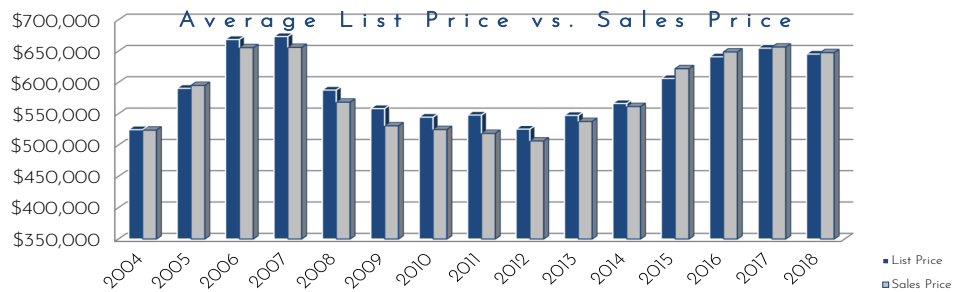
YTD	2018	2019	% Change
DOM	58	32	-45.33%
Sales Price	\$662,620	\$629,323	-5.03%
LP:SP	99.59%	98.37%	-1.22%
SP:AV	1.12	1.15	2.97%

Prominent Properties

Sotheby's
 INTERNATIONAL REALTY

YTD	2018	2019	% Change
# Units Sold	20	20	0.00%
Rate of Ab 3 Mo	2.19	2.00	-8.68%
Actives	45	41	-8.89%
Under Contracts	34	39	14.71%

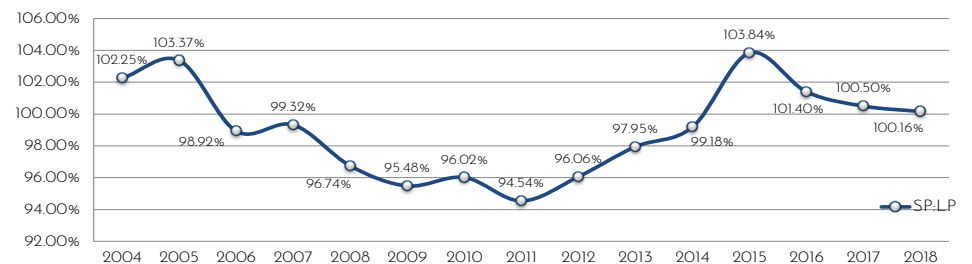
South Orange Yearly Market Trends



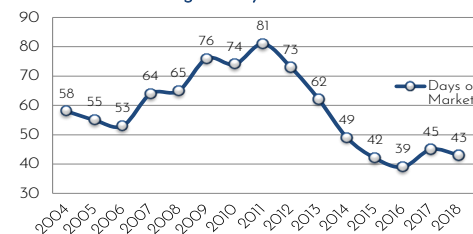
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
LP	\$524,620	\$590,659	\$668,613	\$673,249	\$587,878	\$558,258	\$544,578	\$547,959	\$525,460	\$547,351	\$566,327	\$606,289	\$640,953	\$654,787	\$645,321
SP	\$523,856	\$595,189	\$655,463	\$655,966	\$568,500	\$530,707	\$524,747	\$518,639	\$506,572	\$537,641	\$561,563	\$621,912	\$648,659	\$656,486	\$647,569

South Orange Yearly Market Reports

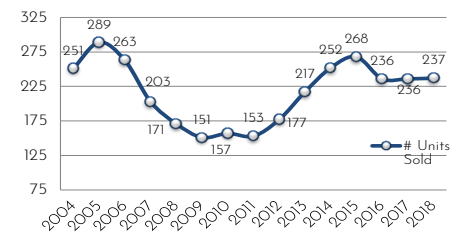
Sales Price to List Price Ratios



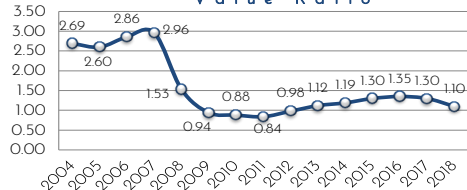
Average Days on Market



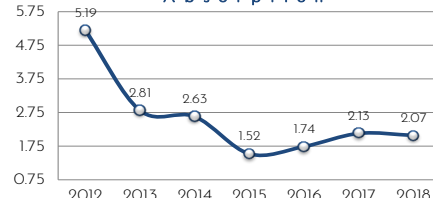
Number of Units Sold



Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



*2008 Tax Re-evaluation

*2012 Tax Re-evaluation

Data only available until 2012