

SOUTH ORANGE

August 2012 Market Snapshot

	Address	Style	Bedrms	Baths	DOM	Final List			Actual	Original List		Total As-		Close Date
						Price	Sales Price	SP:FLP	DOM	Price	SP:OLP	essment	SP:AV	
1	144 Ward Place	Colonial	3	1	119	\$210,000	\$175,000	83.33%	119	\$275,000	63.64%	\$352,200	0.50	08/09/12
2	33 Riggs Place	Colonial	3	1	157	\$230,000	\$210,000	91.30%	157	\$250,000	84.00%	\$270,300	0.78	08/27/12
3	46 S Ridgewood Road	Colonial	4	2	69	\$299,000	\$284,000	94.98%	91	\$309,000	91.91%	\$278,600	1.02	08/24/12
4	63 Stewart Place	CapeCod	4	2	268	\$289,000	\$296,000	102.42%	268	\$330,000	89.70%	\$298,700	0.99	08/24/12
5	110 2nd Street	Colonial	3	3	57	\$369,000	\$320,000	86.72%	57	\$369,000	86.72%	\$357,200	0.90	08/31/12
6	216 Village Road	Colonial	5	1	112	\$369,900	\$325,000	87.86%	112	\$429,900	75.60%	\$354,800	0.92	08/08/12
7	367 Turrell Avenue	Colonial	3	1	14	\$349,000	\$349,000	100.00%	14	\$349,000	100.00%	\$307,300	1.14	08/28/12
8	17 Elm Court	Colonial	4	1	40	\$385,000	\$370,000	96.10%	393	\$479,900	77.10%	\$340,300	1.09	08/24/12
9	453 Melrose Place	Colonial	4	2	259	\$439,000	\$425,000	96.81%	259	\$479,000	88.73%	\$382,600	1.11	08/10/12
10	321 Wyoming Ave C1D	TwnEndUn	4	3	18	\$429,000	\$434,000	101.17%	18	\$429,000	101.17%	\$371,400	1.17	08/03/12
11	359 Turrell Avenue	Colonial	5	2	19	\$450,000	\$436,500	97.00%	19	\$450,000	97.00%	\$328,900	1.33	08/03/12
12	352 Tichenor Avenue	Colo/Cape	3	2	54	\$439,000	\$450,000	102.51%	54	\$439,000	102.51%	\$351,000	1.28	08/30/12
13	12 Lenox Terrace	Tudor/Colo	3	3	95	\$499,000	\$477,500	95.69%	95	\$569,000	83.92%	\$418,700	1.14	08/07/12
14	30 S Kingman Road	Colonial	5	4	65	\$549,900	\$510,000	92.74%	65	\$575,000	88.70%	\$493,400	1.03	08/27/12
15	215 Thornden Street	Colonial	3	2	21	\$529,000	\$529,000	100.00%	21	\$529,000	100.00%	\$414,800	1.28	08/08/12
16	228 Audley Street	Colonial	4	2	6	\$550,000	\$536,000	97.45%	6	\$550,000	97.45%	\$519,600	1.03	08/01/12
17	201 Coudert Place	Colonial	4	2	1	\$539,000	\$539,000	100.00%	1	\$539,000	100.00%	\$389,400	1.38	08/30/12
18	216 Thornden Stree	Colonial	4	3	43	\$585,000	\$585,000	100.00%	43	\$585,000	100.00%	\$389,200	1.50	08/03/12
19	295 Turrell Avenue	Colonial	5	2	64	\$629,000	\$595,000	94.59%	248	\$679,000	87.63%	\$552,100	1.08	08/24/12
20	227 Garfield Place	Colonial	4	2	43	\$665,000	\$647,000	97.29%	43	\$689,000	93.90%	\$552,100	1.17	08/03/12
21	270 Vose Avenue	Victr/Colo	6	2	63	\$699,000	\$677,500	96.92%	63	\$729,000	92.94%	\$466,700	1.45	08/17/12
22	224 Prospect Street	Colonial	6	3	17	\$699,000	\$695,000	99.43%	17	\$699,000	99.43%	\$496,600	1.40	08/23/12
23	286 Charlton Avenue	Colonial	6	4	151	\$724,900	\$705,000	97.25%	151	\$724,900	97.25%	\$741,800	0.95	08/17/12
24	220 N Woods Drive	Custom	5	3	20	\$729,000	\$706,000	96.84%	20	\$729,000	96.84%	\$603,700	1.17	08/31/12
25	223 Crestwood Drive	RanchExp	5	3	122	\$749,000	\$720,000	96.13%	122	\$779,000	92.43%	\$624,600	1.15	08/01/12

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	Address	Style	Bedrms	Baths	DOM	Final List Price	Sales Price	SP:FLP	Actual DOM	Original List Price	SP:OLP	Total Assessment	SP:AV	Close Date
26	178 Great Hills Drive	Colonial	4	3	43	\$765,000	\$725,000	94.77%	43	\$765,000	94.77%	\$734,800	0.99	08/31/12
27	373 W End Road	Colonial	5	4	15	\$785,000	\$821,100	104.60%	15	\$785,000	104.60%	\$654,800	1.25	08/09/12
28	296 Melrose Place	Victrian	6	3	33	\$859,000	\$860,000	100.12%	33	\$859,000	100.12%	\$555,900	1.55	08/09/12
29	138 Irving Avenue	Colonial	7	6	45	\$1,050,000	\$1,000,000	95.24%	412	\$1,399,000	71.48%	\$1,110,900	0.90	08/03/12
AVERAGE					70	\$547,024	\$531,124	96.53%	102	\$578,369	91.71%		1.13	

CURRENT ***“ACTIVE”*** LISTINGS IN SOUTH ORANGE

AS OF SEPTEMBER 10, 2012

Number of Units: 79

Average List Price: \$487,534

Average List Price to Assessed Value Ratio: 1.00

Average Days on Market: 115

CURRENT ***“UNDER CONTRACT”*** LISTINGS IN SOUTH ORANGE

AS OF SEPTEMBER 10, 2012

Number of Units: 43

Average List Price: \$478,621

Average List Price to Assessed Value Ratio: 0.88

Average Days on Market: 122

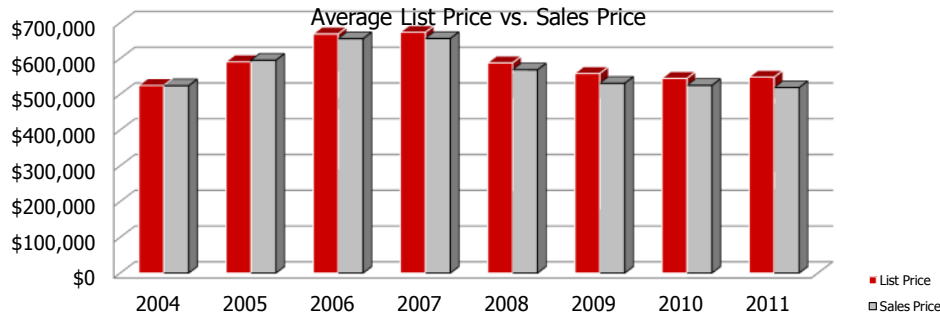
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South Orange 2012 Year to Date Market Trends

August 2011 YTD:
AVG YTD Sales Price: \$531,510
DOM: 80
#Units YTD: 109
SP:AV 0.85

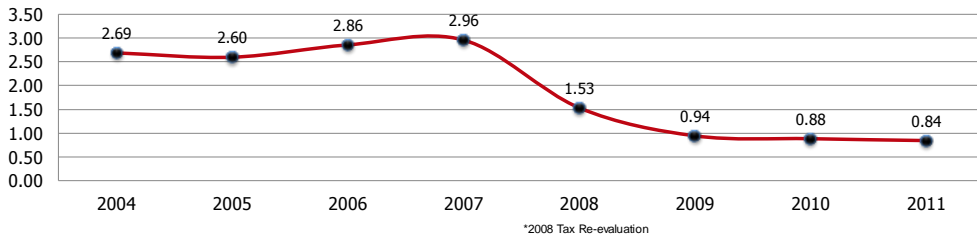
	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	68	68	116	60	46	48	57	70					62
Final List Price	\$485,800	\$436,633	\$535,986	\$504,044	\$469,860	\$622,841	\$526,395	\$547,024					\$528,568
Sales Price	\$454,881	\$420,111	\$500,357	\$477,256	\$464,340	\$613,289	\$509,301	\$531,124					\$510,881
Sales Price as a % of FLP	95.06%	95.78%	93.68%	93.84%	100.33%	98.45%	96.40%	96.53%					96.57%
Actual DOM	123	127	203	127	213	198	107	102					144
Original List Price	\$510,818	\$506,211	\$681,843	\$562,594	\$658,081	\$683,455	\$567,196	\$578,369					\$596,393
Sales Price as a % of OLP	88.44%	81.97%	79.07%	84.96%	83.51%	88.41%	90.14%	91.71%					87.41%
Sales Price to Assessed Value	0.82	0.97	0.95	1.04	1.01	0.93	0.88	1.13					0.99
# Units Sold	11	9	7	18	15	22	19	29					130

SOUTH ORANGE 2004 - 2011



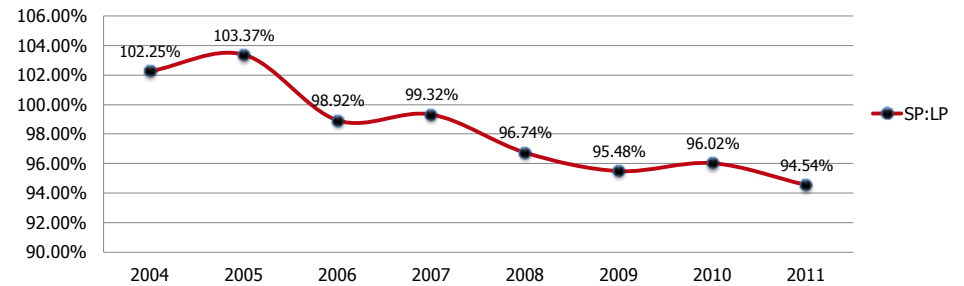
	2004	2005	2006	2007	2008	2009	2010	2011
LP	\$524,620	\$590,659	\$668,613	\$673,249	\$587,878	\$558,258	\$544,578	\$547,959
SP	\$523,856	\$595,189	\$655,463	\$655,966	\$568,500	\$530,707	\$524,747	\$518,639

Sales Price to Assessed Value Ratio

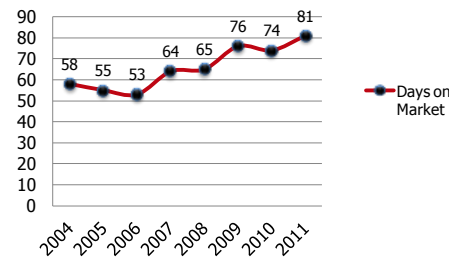


SOUTH ORANGE 2004 - 2011

2004-2011 Sales Price to List Price Ratios



2004-2011 Average Days on Market



2004-2011 # Units Sold

