

SOUTH ORANGE

July 2012 Market Snapshot

	Address	Style	Bedrms	Baths	DOM	Final List Price	Sales Price	SP:FLP	Actual DOM	Original List Price	SP:OLP	Total Assessment	SP:AV
1	220 W South Orange Ave	Colonial	3	2	58	\$299,000	\$211,000	70.57%	58	\$320,000	65.94%	\$388,000	0.54
2	359 Prospect Street	Colonial	5	2	66	\$328,100	\$337,000	102.71%	66	\$378,216	89.10%	\$443,200	0.76
3	319 Lenox Avenue	Colo/Fixr	4	1	8	\$399,000	\$347,500	87.09%	8	\$399,000	87.09%	\$462,800	0.75
4	35 Fairview Avenue	Victrian	7	2	203	\$429,500	\$420,000	97.79%	203	\$437,500	96.00%	\$464,200	0.90
5	60 Fairview Avenue	Victrian	7	1	52	\$459,000	\$445,000	96.95%	235	\$555,000	80.18%	\$540,600	0.82
6	11 University Court	Colonial	4	2	16	\$459,000	\$452,000	98.47%	16	\$459,000	98.47%	\$430,200	1.05
7	174 Kilburn Place	Colonial	4	2	37	\$448,900	\$452,500	100.80%	37	\$499,000	90.68%	\$546,800	0.83
8	60 N Wyoming Avenue	Colonial	6	3	149	\$450,000	\$455,000	101.11%	697	\$595,000	76.47%	\$839,300	0.54
9	20 Glenside Road	Colonial	4	2	42	\$525,000	\$494,000	94.10%	42	\$525,000	94.10%	\$535,600	0.92
10	387 Hall Court	Colonial	4	2	14	\$499,000	\$500,000	100.20%	14	\$499,000	100.20%	\$414,000	1.21
11	177 Grove Road	Colonial	6	3	14	\$479,000	\$505,014	105.43%	14	\$479,000	105.43%	\$765,600	0.66
12	373 Thornden Street	Colonial	5	3	42	\$535,000	\$525,000	98.13%	42	\$535,000	98.13%	\$557,000	0.94
13	109 Irving Avenue	Colonial	5	3	10	\$575,000	\$573,000	99.65%	236	\$749,000	76.50%	\$771,300	0.74
14	121 Raymond Avenue	Colonial	4	2	15	\$599,000	\$590,000	98.50%	15	\$599,000	98.50%	\$597,800	0.99
15	15 Glenside Road	Colonial	6	3	64	\$635,000	\$608,200	95.78%	64	\$635,000	95.78%	\$578,400	1.05
16	229 S Ridgewood Road	Colonial	5	3	26	\$649,000	\$632,500	97.46%	26	\$649,000	97.46%	\$633,500	1.00
17	378 Warwick Avenue	Colonial	5	4	15	\$639,000	\$639,000	100.00%	15	\$639,000	100.00%	\$623,500	1.02
18	551 Grove Terrace	Colonial	6	4	197	\$699,000	\$650,000	92.99%	197	\$875,000	74.29%	\$750,700	0.87
19	233 Harding Drive	Colonial	4	4	57	\$895,000	\$840,000	93.85%	57	\$950,000	88.42%	\$783,600	1.07
AVERAGE					57	\$526,395	\$509,301	96.40%	107	\$567,196	90.14%		0.88

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

AS OF AUGUST 13, 2012

Number of Units: 82

Average List Price: \$535,938

Average List Price to Assessed Value Ratio: 0.97

Average Days on Market: 124

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

AS OF AUGUST 13, 2012

Number of Units: 45

Average List Price: \$458,569

Average List Price to Assessed Value Ratio: 0.90

Average Days on Market:

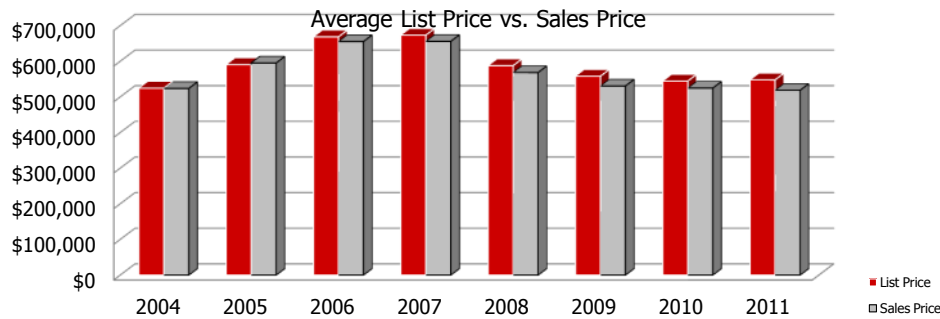
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South Orange 2012 Year to Date Market Trends

July 2011 YTD:
AVG YTD Sales Price: \$551,374
DOM: 74
#Units YTD: 91
SP:AV 0.84

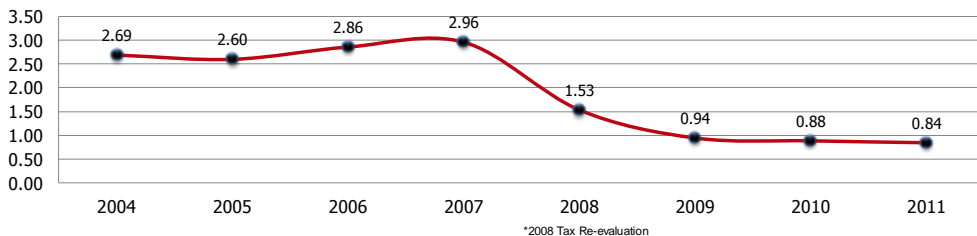
	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	68	68	116	60	46	48	57						60
Final List Price	\$485,800	\$436,633	\$535,986	\$504,044	\$469,860	\$622,841	\$526,395						\$523,268
Sales Price	\$454,881	\$420,111	\$500,357	\$477,256	\$464,340	\$613,289	\$509,301						\$505,069
Sales Price as a % of FLP	95.06%	95.78%	93.68%	93.84%	100.33%	98.45%	96.40%						96.58%
Actual DOM	123	127	203	127	213	198	107						156
Original List Price	\$510,818	\$506,211	\$681,843	\$562,594	\$658,081	\$683,455	\$567,196						\$601,569
Sales Price as a % of OLP	88.44%	81.97%	79.07%	84.96%	83.51%	88.41%	90.14%						86.18%
Sales Price to As-	0.82	0.97	0.95	1.04	1.01	0.93	0.88						0.94
# Units Sold	11	9	7	18	15	22	19						101

SOUTH ORANGE 2004 - 2011



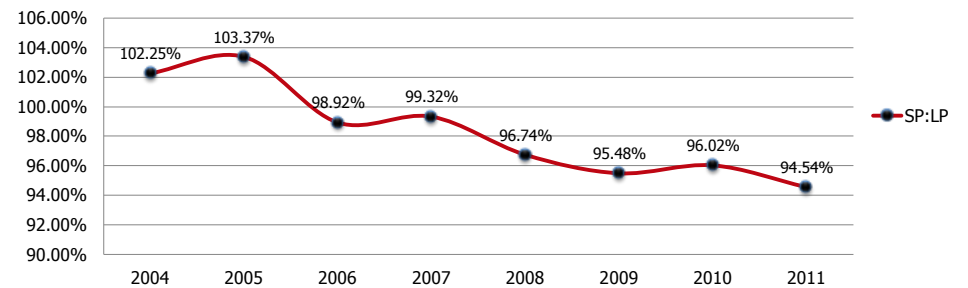
	2004	2005	2006	2007	2008	2009	2010	2011
LP	\$524,620	\$590,659	\$668,613	\$673,249	\$587,878	\$558,258	\$544,578	\$547,959
SP	\$523,856	\$595,189	\$655,463	\$655,966	\$568,500	\$530,707	\$524,747	\$518,639

Sales Price to Assessed Value Ratio

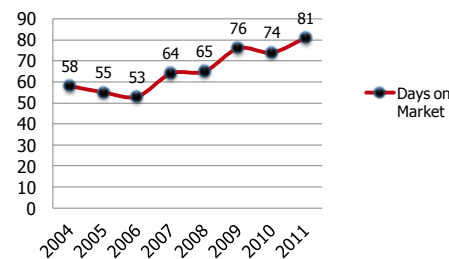


SOUTH ORANGE 2004 - 2011

2004-2011 Sales Price to List Price Ratios



2004-2011 Average Days on Market



2004-2011 # Units Sold

