

SOUTH ORANGE

September 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	18 Prospect Street-2C	HighRise	2	2	75	\$175,000	\$150,000	85.71%	75	\$175,000	85.71%	\$241,500	0.62
2	341 Academy Street	Colonial	4	2	25	\$339,900	\$339,900	100.00%	25	\$339,000	100.27%	\$396,700	0.86
3	345 Irving Avenue	Colonial	5	3	29	\$369,900	\$235,000	63.53%	151	\$397,900	59.06%	\$607,000	0.39
4	52 S Ridgewood Road	Custom	4	2	58	\$399,000	\$360,000	90.23%	58	\$399,000	90.23%	\$273,800	1.31
5	269 Audley Street	Carriage	4	1	23	\$415,000	\$400,000	96.39%	23	\$415,000	96.39%	\$421,700	0.95
6	65 W Montrose Avenue	Cottage	4	2	90	\$449,000	\$430,000	95.77%	90	\$479,000	89.77%	\$510,100	0.84
7	86 Jessica Way	Colonial	3	2	238	\$475,000	\$465,000	97.89%	238	\$550,000	84.55%	\$478,800	0.97
8	343 Richmond Avenue	Colonial	5	2	18	\$599,000	\$599,000	100.00%	18	\$624,000	95.99%	\$467,800	1.28
9	73 S Wyoming Avenue	Colonial	4	2	56	\$629,000	\$605,000	96.18%	132	\$675,000	89.63%	\$466,300	1.30
10	50 Duffield Drive	Colonial	5	3	82	\$635,000	\$612,000	96.38%	464	\$749,000	81.71%	\$698,300	0.88
AVERAGE					69	\$448,580	\$419,590	92.21%	127	\$480,290	87.33%		0.94

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

AS OF OCTOBER 10, 2012

Number of Units: 92

Average List Price: \$537,481

Average List Price to Assessed Value Ratio: 1.06

Average Days on Market: 91

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

AS OF OCTOBER 10, 2012

Number of Units: 39

Average List Price: \$442,959

Average List Price to Assessed Value Ratio: 0.86

Average Days on Market: 130

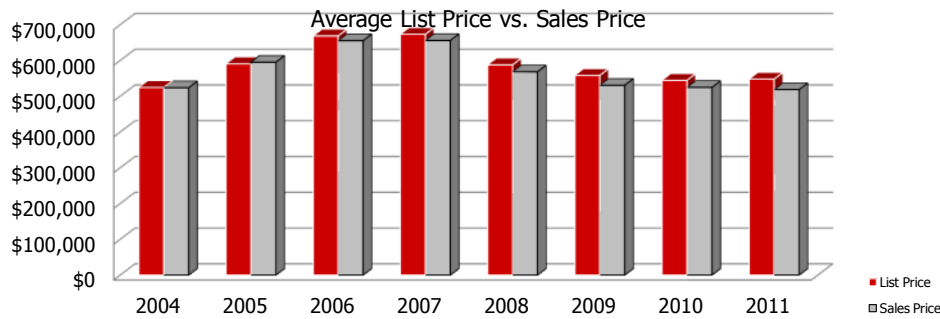
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South Orange 2012 Year to Date Market Trends

September 2011 YTD:
AVG YTD Sales Price: \$527,903
DOM: 79
#Units YTD: 122
SP:AV 0.85

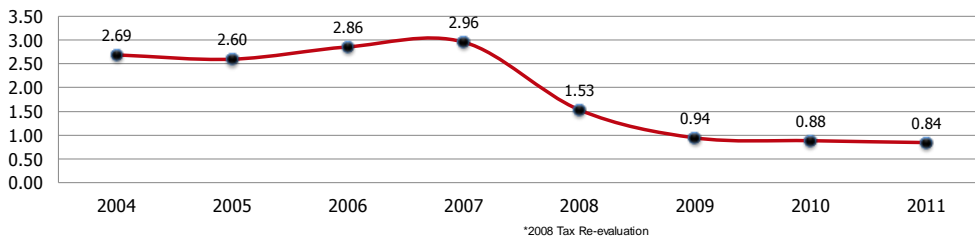
	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	68	68	116	60	46	48	57	70	69				63
Final List Price	\$485,800	\$436,633	\$535,986	\$504,044	\$469,860	\$622,841	\$526,395	\$547,024	\$448,580				\$522,854
Sales Price	\$454,881	\$420,111	\$500,357	\$477,256	\$464,340	\$613,289	\$509,301	\$531,124	\$419,590				\$504,360
Sales Price as a % of FLP	95.06%	95.78%	93.68%	93.84%	100.33%	98.45%	96.40%	96.53%	92.21%				96.26%
Actual DOM	123	127	203	127	213	198	107	102	127				143
Original List Price	\$510,818	\$506,211	\$681,843	\$562,594	\$658,081	\$683,455	\$567,196	\$578,369	\$480,290				\$588,100
Sales Price as a % of OLP	88.44%	81.97%	79.07%	84.96%	83.51%	88.41%	90.14%	91.71%	87.33%				87.40%
Sales Price to Assessed Value	0.82	0.97	0.95	1.04	1.01	0.93	0.88	1.13	0.94				0.98
# Units Sold	11	9	7	18	15	22	19	29	10				140

SOUTH ORANGE 2004 - 2011



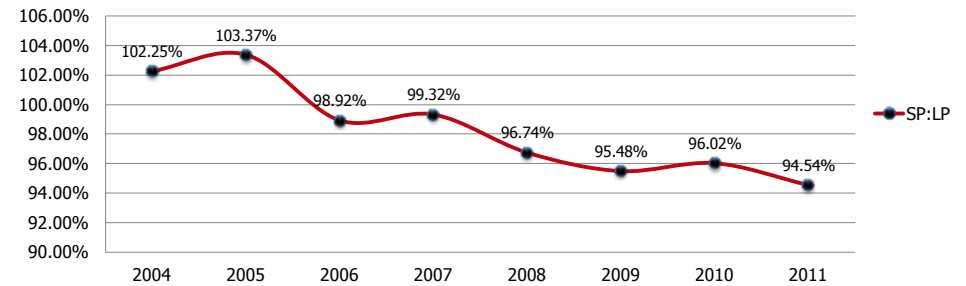
	2004	2005	2006	2007	2008	2009	2010	2011
LP	\$524,620	\$590,659	\$668,613	\$673,249	\$587,878	\$558,258	\$544,578	\$547,959
SP	\$523,856	\$595,189	\$655,463	\$655,966	\$568,500	\$530,707	\$524,747	\$518,639

Sales Price to Assessed Value Ratio

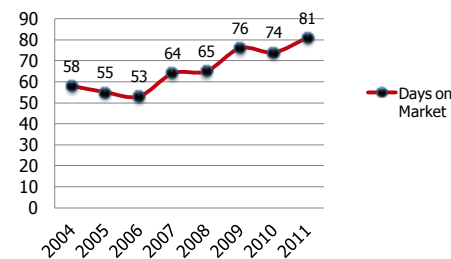


SOUTH ORANGE 2004 - 2011

2004-2011 Sales Price to List Price Ratios



2004-2011 Average Days on Market



2004-2011 # Units Sold

