

# SOUTH ORANGE

## March 2012 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Final List Price	Sales Price	SP:FLP	Actual DOM	Original List Price	SP:OLP	Total Assessment	SP:AV
1	609 S Orange Avenue 5G	HighRise	1	2	98	\$165,000	\$150,000	90.91%	282	\$200,000	75.00%	\$174,600	0.86
2	301 S Orange Avenue	Custom	6	3	160	\$300,000	\$265,000	88.33%	341	\$399,000	66.42%	\$458,600	0.58
3	169 Scotland Road	Custom	5	3	137	\$389,000	\$365,000	93.83%	137	\$475,000	76.84%	\$389,900	0.94
4	234 S Ridgewood Road	Colonial	5	3	90	\$499,000	\$492,500	98.70%	90	\$550,000	89.55%	\$460,800	1.07
5	23 N Hart Drive	RanchExp	5	3	54	\$549,900	\$580,000	105.47%	54	\$569,900	101.77%	\$446,800	1.30
6	204 Crestwood Drive	Ranch	4	4	161	\$699,000	\$625,000	89.41%	161	\$699,000	89.41%	\$654,100	0.96
7	137 Ralston Avenue	Victrian	7	5	109	\$1,150,000	\$1,025,000	89.13%	358	\$1,880,000	54.52%	\$1,061,200	0.97
<b>AVERAGE</b>					116	\$535,986	\$500,357	93.68%	203	\$681,843	79.07%		0.95

### CURRENT **"ACTIVE"** LISTINGS IN SOUTH ORANGE AS OF APRIL 9, 2012

Number of Units: 88

Average List Price: \$580,037

Average List Price to Assessed Value Ratio: 0.89

Average Days on Market: 92

### CURRENT **"UNDER CONTRACT"** LISTINGS IN SOUTH ORANGE AS OF APRIL 9, 2012

Number of Units: 46

Average List Price: \$473,913

Average List Price to Assessed Value Ratio: 0.82

Average Days on Market: 79

\* ACTUAL DOM includes previous expired and withdrawn dates. OLP reflects the original asking price that a house entered the market for sale.

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Not intended to solicit a property already listed.

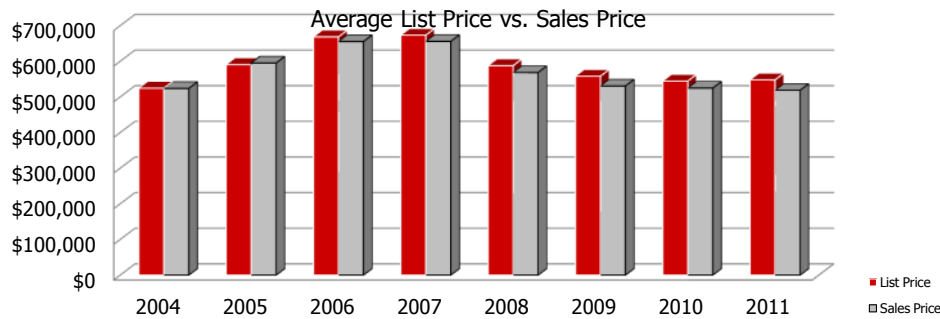
Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

# South Orange 2012 Year to Date Market Trends

**March 2011 YTD:**  
**AVG YTD Sales Price: \$559,167**  
**DOM: 98**  
**#Units YTD: 30**  
**SP:AV 0.82**

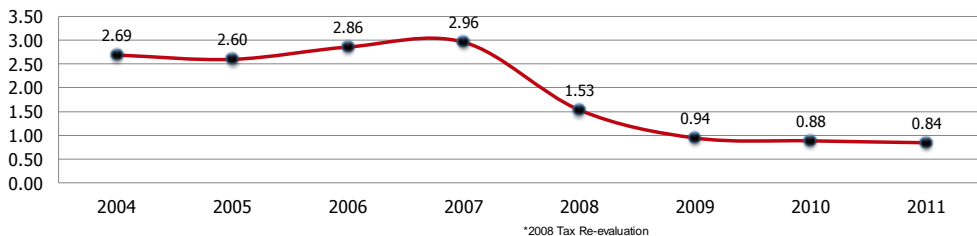
	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	68	68	116										80
Final List Price	\$485,800	\$436,633	\$535,986										\$482,422
Sales Price	\$454,881	\$420,111	\$500,357										\$455,081
Sales Price as a % of FLP	95.06%	95.78%	93.68%										94.94%
Actual DOM	123	127	203										145
Original List Price	\$510,818	\$506,211	\$681,843										\$553,622
Sales Price as a % of OLP	88.44%	81.97%	79.07%										83.85%
Sales Price to As-	0.82	0.97	0.95										0.91
# Units Sold	11	9	7										27

## SOUTH ORANGE 2004 - 2011



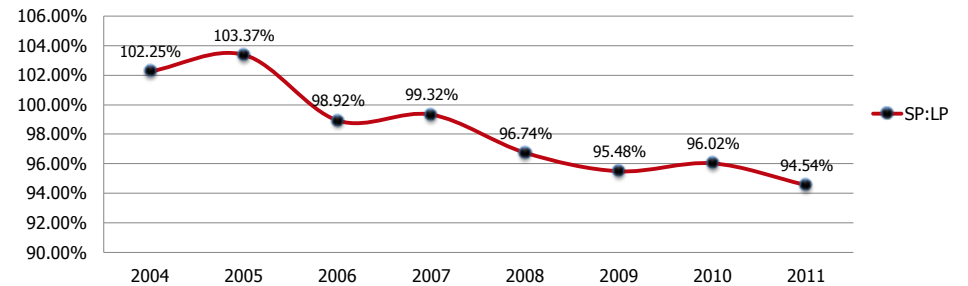
	2004	2005	2006	2007	2008	2009	2010	2011
LP	\$524,620	\$590,659	\$668,613	\$673,249	\$587,878	\$558,258	\$544,578	\$547,959
SP	\$523,856	\$595,189	\$655,463	\$655,966	\$568,500	\$530,707	\$524,747	\$518,639

### Sales Price to Assessed Value Ratio

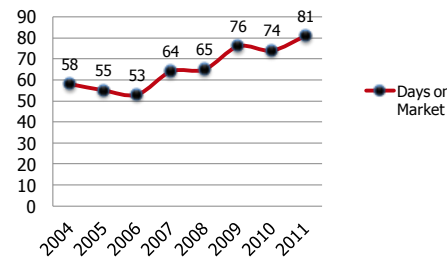


## SOUTH ORANGE 2004 - 2011

### 2004-2011 Sales Price to List Price Ratios



### 2004-2011 Average Days on Market



### 2004-2011 # Units Sold

