

# SOUTH ORANGE

## APRIL 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	51 MEWS LN	OneFloor	\$279,900	\$260,000	\$398,200	4/4/2011	165	92.89%	0.65
2	4 TILLOU RD W	TwnEndUn	\$635,000	\$580,000	\$1,071,300	4/6/2011	132	91.34%	0.54
3	111 HOLLAND RD	Colonial	\$249,900	\$240,000	\$331,800	4/8/2011	1	96.04%	0.72
4	228 WEST S ORANGE AVE	Colonial	\$495,000	\$475,000	\$485,900	4/8/2011	64	95.96%	0.98
5	198 W FAIRVIEW AVE	Colonial	\$285,000	\$281,000	\$296,200	4/11/2011	26	98.60%	0.95
6	321 RICHMOND AVE	Colonial	\$550,000	\$540,000	\$571,000	4/21/2011	39	98.18%	0.95
7	360 CUMBERLAND RD	Colonial	\$679,000	\$630,000	\$485,000	4/26/2011	23	92.78%	1.30
8	320 CLARK ST	Colonial	\$423,000	\$420,000	\$481,900	4/28/2011	21	99.29%	0.87
9	146 BRENTWOOD DR	Custom	\$880,000	\$867,500	\$1,136,400	4/29/2011	39	98.58%	0.76
AVERAGE			\$497,422	\$477,056			57	95.96%	0.86

### CURRENT **"ACTIVE"** LISTINGS IN SOUTH ORANGE

AS OF MAY 13, 2011

NUMBER OF UNITS: 142

AVERAGE LIST PRICE: \$518,793

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 0.88

AVERAGE DAYS ON MARKET: 100

### CURRENT **"UNDER CONTRACT"** LISTINGS IN SOUTH ORANGE

AS OF MAY 13 2011

NUMBER OF UNITS: 37

AVERAGE LIST PRICE: \$ 591,347

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 0.88

AVERAGE DAYS ON MARKET: 82

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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.

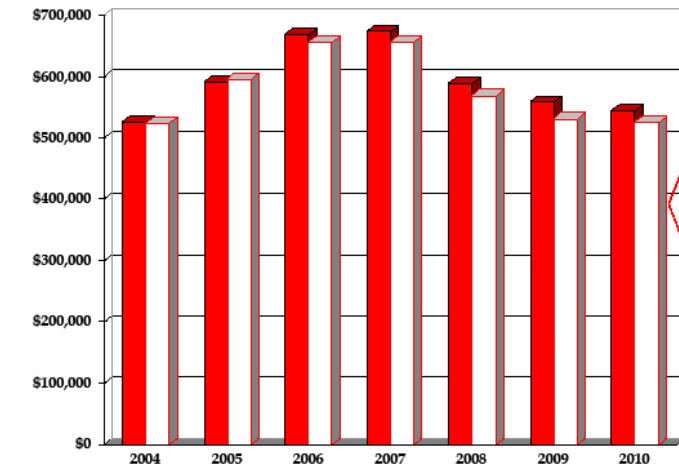
**FLASHBACK!!!!**  
**APRIL 2010 YTD:**  
**AVG YTD Sales Price: \$519,905**  
**DOM: 92**  
**#Units YTD: 48**  
**SP:AV 0.86**

## South Orange 2011 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Average List Price	\$523,967	\$650,291	\$655,829	\$497,422									\$577,138
Average Sales Price	\$492,375	\$600,045	\$609,429	\$477,056									\$540,218
Days on Market	84	94	130	57									89
% of List Price to Sales Price	94.41%	92.65%	94.15%	95.96%									94.22%
Sales Price to Assessed Value	0.76	0.80	0.98	0.86									0.83
# Units Sold	12	11	7	9									39

### SOUTH ORANGE

Average List Price and Sales Price



**SALES PRICE TO ASSESSED VALUE RATIOS:**

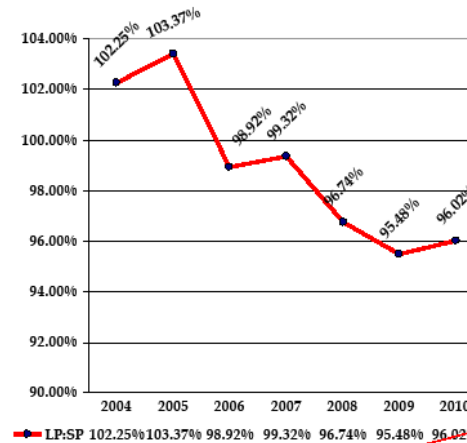
2004	2.69
2005	2.60
2006	2.86
2007	2.96
2008*	1.53
2009	0.94
2010	0.88

\*2008 SOUTH ORANGE RE-EVALUATION

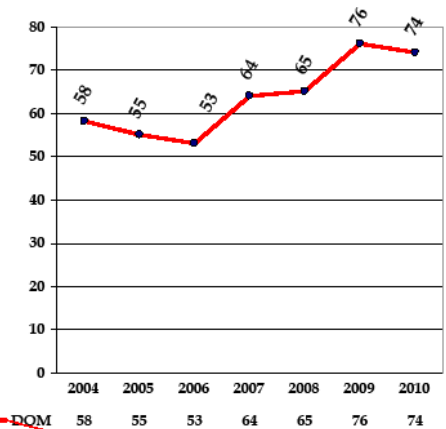
■ List Price	\$524,620	\$590,659	\$668,613	\$673,249	\$587,878	\$558,258	\$544,578
□ Sales Price	\$523,856	\$595,189	\$655,463	\$655,966	\$568,500	\$530,707	\$524,747

### SOUTH ORANGE

Average Percentage of Sales Price to List Price



Average Days on Market



NUMBER OF UNITS SOLD EACH YEAR:

2004	251
2005	289
2006	263
2007	203
2008	171
2009	151
2010	157

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