

SOUTH ORANGE

JUNE 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	445 HARDING DR	Colonial/Tudor	\$659,000	\$622,500	\$850,000	6/1/2011	117	94.46%	0.73
2	170 GLENVIEW RD	RanchExp	\$750,000	\$715,000	\$857,900	6/6/2011	222	95.33%	0.83
3	181 UNDERHILL RD	Colonial	\$925,000	\$925,000	\$1,064,200	6/13/2011	1	100.00%	0.87
4	6 HALSEY PL	Tudor	\$1,990,000	\$1,700,000	\$1,931,500	6/13/2011	38	85.43%	0.88
5	128 MONTROSE AVE	Colonial	\$599,000	\$570,000	\$1,244,400	6/14/2011	407	95.16%	0.46
6	11 WALNUT CT	Colonial	\$524,900	\$510,000	\$597,100	6/17/2011	46	97.16%	0.85
7	211 PROSPECT ST	Victrian	\$599,000	\$560,000	\$582,100	6/24/2011	105	93.49%	0.96
8	191 VILLAGE RD	Bung/CapeCod	\$421,000	\$421,000	\$429,100	6/27/2011	12	100.00%	0.98
9	51 GLENVIEW RD	Colonial	\$750,000	\$675,000	\$860,500	6/27/2011	23	90.00%	0.78
10	483 IRVINGTON AVE	Colonial	\$250,000	\$232,000	\$409,800	6/29/2011	163	92.80%	0.57
11	74 SPEIR DR	RanchExp	\$549,000	\$505,000	\$946,300	6/30/2011	1	91.99%	0.53
12	264 HIGHLAND RD	Tudor	\$749,900	\$749,900	\$745,000	6/30/2011	16	100.00%	1.01
13	50 TILLOU RD W	TwnEndUn	\$850,000	\$820,000	\$767,100	6/30/2011	33	96.47%	1.07
AVERAGE			\$739,754	\$692,723			91	94.79%	0.81

CURRENT "ACTIVE" LISTINGS IN SOUTH ORANGE
AS OF JULY 11, 2011

NUMBER OF UNITS: 119

AVERAGE LIST PRICE: \$499,482

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 0.85

AVERAGE DAYS ON MARKET: 106

CURRENT "UNDER CONTRACT" LISTINGS IN SOUTH ORANGE
AS OF JULY 11, 2011

NUMBER OF UNITS: 42

AVERAGE LIST PRICE: \$ 544,563

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 0.85

AVERAGE DAYS ON MARKET: 87

vanessa pol lock.
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Not intended to solicit a property already listed.

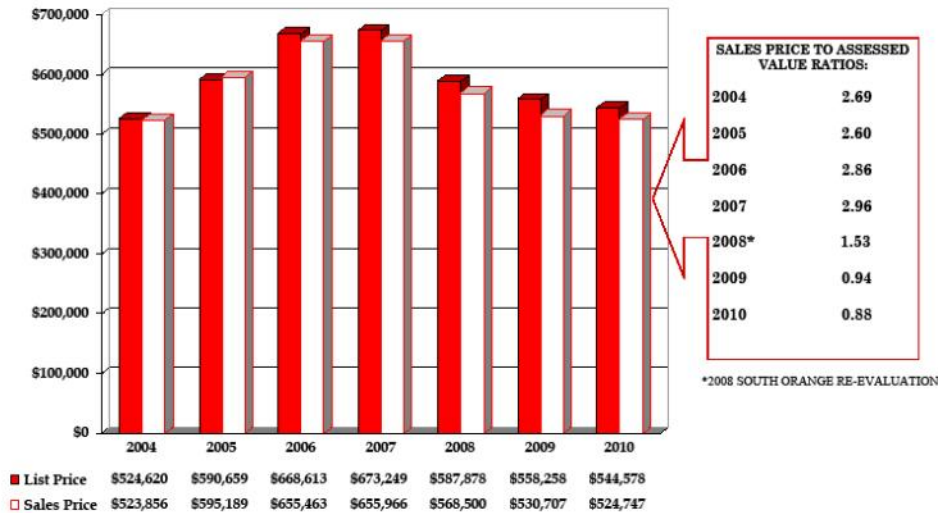
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South Orange 2011 Year to Date Market Trends

	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	\$421,269	\$739,754							\$571,551
Average Sales Price	\$492,375	\$600,045	\$609,429	\$477,056	\$395,556	\$692,723							\$535,335
Days on Market	84	94	130	57	56	91							82
% of List Price to Sales Price	94.41%	92.65%	94.15%	95.96%	91.11%	94.79%							93.60%
Sales Price to Assessed Value	0.76	0.80	0.98	0.86	0.81	0.81							0.82
# Units Sold	12	11	7	9	16	13							68

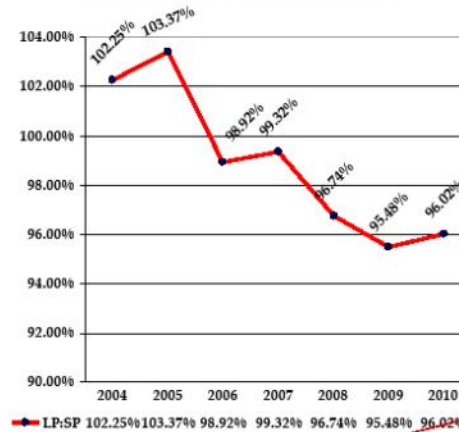
SOUTH ORANGE

Average List Price and Sales Price

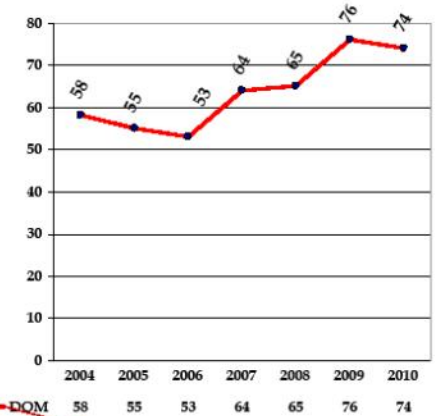


SOUTH ORANGE

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