

# SOUTH ORANGE

## MARCH 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	103 SCOTLAND RD	Colonial	\$699,000	\$665,000	\$800,000	3/2/2011	415	95.14%	0.83
2	170 IRVING AVE	Colon/Victorian	\$999,900	\$925,000	\$1,150,000	3/14/2011	174	92.51%	0.80
3	349 TURRELL AVE	Colonial	\$439,000	\$420,000	\$377,400	3/22/2011	1	95.67%	1.11
4	202 LENOX AVE	Colonial	\$524,900	\$505,000	\$307,800	3/25/2011	83	96.21%	1.64
5	317 ACADEMY ST	Colonial	\$329,000	\$310,000	\$355,000	3/28/2011	97	94.22%	0.87
6	19 FIELDING CT	Colonial	\$449,000	\$442,000	\$517,900	3/28/2011	0	98.44%	0.85
7	151 IRVING AVE	Tudor	\$1,150,000	\$999,000	\$1,396,700	3/31/2011	143	86.87%	0.72
AVERAGE			\$655,829	\$609,429			130	94.15%	0.98

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

AS OF APRIL 8, 2011

NUMBER OF UNITS: 138

AVERAGE LIST PRICE: \$531,178

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 0.88

AVERAGE DAYS ON MARKET: 95

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

AS OF APRIL 8, 2011

NUMBER OF UNITS: 30

AVERAGE LIST PRICE: \$ 440,747

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 0.85

AVERAGE DAYS ON MARKET: 88

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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.

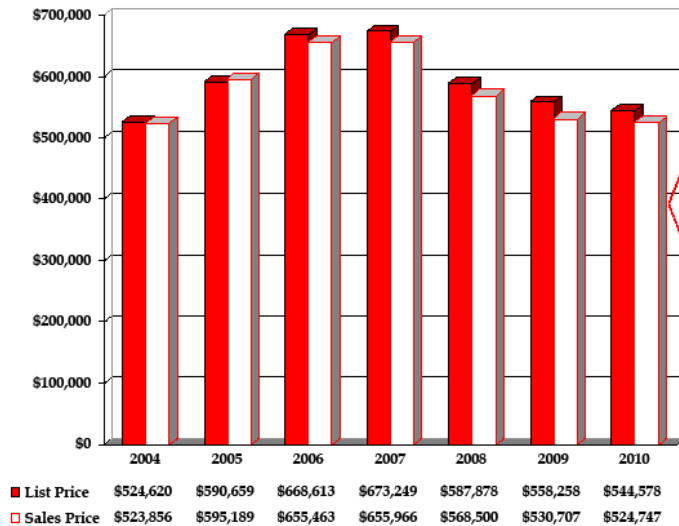
**FLASHBACK!!!!**  
**MARCH 2010 YTD:**  
**AVG YTD Sales Price: \$515,090**  
**DOM: 105**  
**#Units YTD: 32**  
**SP:AV 0.89**

### 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										\$601,053
Average Sales Price	\$492,375	\$600,045	\$609,429										\$559,167
Days on Market	84	94	130										98
% of List Price to Sales Price	94.41%	92.65%	94.15%										93.70%
Sales Price to Assessed Value	0.76	0.80	0.98										0.82
# Units Sold	12	11	7										30

### SOUTH ORANGE

Average List Price and Sales Price



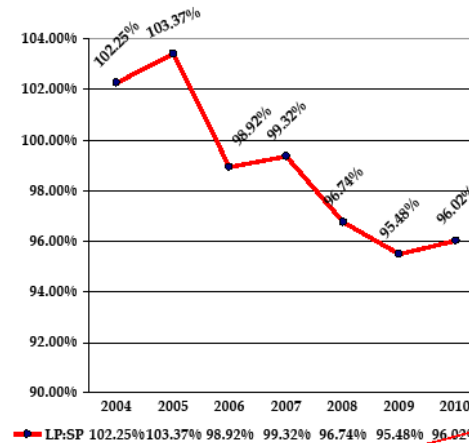
**SALES PRICE TO ASSESSED VALUE RATIOS:**

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

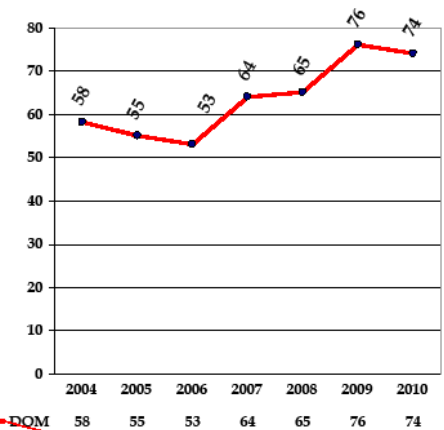
\*2008 SOUTH ORANGE RE-EVALUATION

### 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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