



South Orange

October 2020 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	26-40 Church Street Unit 18	TwnEndUn	2	1.1	59	\$299,000	\$299,000	\$290,000	96.99%	\$302,100	0.96
2	26-40 Church Street Unit 5	TwnIntUn	2	2.1	74	\$350,000	\$329,000	\$326,000	99.09%	\$321,700	1.01
3	26-40 Church Street Unit 12	TwnEndUn	2	1.1	7	\$339,000	\$339,000	\$339,000	100.00%	\$302,100	1.12
4	251 S Ridgewood Road	Colonial	4	2.1	1	\$280,000	\$350,000	\$370,000	105.71%	\$633,000	0.58
5	664 Varsity Road	Colonial	3	1.0	61	\$389,900	\$389,900	\$380,000	97.46%	\$411,300	0.92
6	105 2nd Street	Victrian	4	3.0	61	\$519,000	\$479,000	\$425,000	88.73%	\$458,800	0.93
7	39 Mews Lane	TwnIntUn	2	2.1	32	\$428,000	\$428,000	\$428,000	100.00%	\$386,900	1.11
8	72 Roland Avenue	HalfDupl	3	2.1	25	\$475,000	\$439,000	\$430,000	97.95%	\$312,400	1.38
9	215 Waverly Place	Colonial	3	1.2	14	\$399,000	\$399,000	\$430,000	107.77%	\$392,900	1.09
10	125 Kenneth Terrace	Colonial	3	2.1	46	\$455,000	\$455,000	\$455,000	100.00%	\$428,100	1.06
11	54 University Court	Colonial	4	2.1	16	\$499,999	\$499,999	\$539,000	107.80%	\$492,900	1.09
12	74 Blanchard Road	Colonial	5	3.1	203	\$799,999	\$599,000	\$550,000	91.82%	\$697,900	0.79
13	205 W Fairview Avenue	Colonial	3	1.1	18	\$550,000	\$550,000	\$590,000	107.27%	\$463,800	1.27
14	28 Brookwood Road	Colonial	5	3.1	199	\$730,000	\$659,000	\$605,000	91.81%	\$689,100	0.88
15	666 Hamilton Road	Colonial	4	3.0	12	\$575,000	\$575,000	\$610,000	106.09%	\$448,700	1.36
16	346 Richmond Avenue	Colonial	6	4.1	35	\$649,000	\$649,000	\$638,000	98.31%	\$802,500	0.80
17	8 Keasby Road	SeeRem	6	3.1	45	\$749,900	\$749,900	\$645,750	86.11%	\$898,100	0.72
18	327 Meadowbrook Lane	Colonial	3	1.1	7	\$639,000	\$639,000	\$650,000	101.72%	\$483,200	1.35
19	205 Vose Avenue	Colonial	3	1.0	8	\$599,000	\$599,000	\$660,000	110.18%	\$452,900	1.46
20	269 Audley Street	Colonial	4	1.2	14	\$610,000	\$610,000	\$661,000	108.36%	\$496,100	1.33
21	351 Valley Street	Colonial	5	3.1	20	\$599,000	\$599,000	\$685,000	114.36%	\$398,200	1.72
22	49 Univerusty Court	Colonial	4	2.1	0	\$700,000	\$700,000	\$700,000	100.00%	\$476,500	1.47
23	282 Melrose Place	Victrian	5	2.1	50	\$825,000	\$825,000	\$828,000	100.36%	\$712,600	1.16
24	640 Longview Road	Colonial	5	3.1	46	\$800,000	\$800,000	\$830,000	103.75%	\$765,600	1.08
25	12 Crest Circle	Custom	4	3.0	1	\$850,000	\$850,000	\$859,000	101.06%	\$769,800	1.12

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26	769 Mosswood Avenue	Victrian	5	3.1	11	\$825,000	\$825,000	\$925,000	112.12%	\$696,900	1.33
27	359 Hartford Road	Colonial	7	3.1	130	\$949,000	\$949,000	\$941,000	99.16%	\$913,900	1.03
28	220 Coudert Place	Colonial	4	3.2	8	\$799,000	\$799,000	\$965,000	120.78%	\$659,100	1.46
29	202 Great Hills Drive	Custom	4	3.1	1	\$899,000	\$899,000	\$965,000	107.34%	\$862,700	1.12
30	443 Page Terrace	Colonial	5	3.1	1	\$975,000	\$975,000	\$975,000	100.00%	\$762,800	1.28
31	142 Glenview Road	Tudor	4	3.2	1	\$989,000	\$989,000	\$989,000	100.00%	\$650,000	1.52
32	169 Ralston Avenue	Victrian	6	3.1	10	\$795,000	\$795,000	\$995,000	125.16%	\$766,200	1.30
33	126 Connett Place	Colonial	4	3.1	12	\$900,000	\$900,000	\$999,999	111.11%	\$753,300	1.33
34	30 Hart Drive S	Colonial	5	3.1	14	\$989,000	\$989,000	\$1,085,000	109.71%	\$857,800	1.26
35	381 Grove Road	Colonial	5	4.1	7	\$999,000	\$999,000	\$1,155,000	115.62%	\$801,700	1.44
36	441 Overhill Road	Colonial	7	3.2	27	\$1,290,000	\$1,290,000	\$1,275,000	98.84%	\$1,031,800	1.24
37	221 Montrose Avenue	Colonial	5	4.1	8	\$1,395,000	\$1,395,000	\$1,451,000	104.01%	\$1,145,000	1.27
AVERAGE					35	\$700,373	\$692,292	\$720,128	103.42%		1.17

"Active" Listings in South Orange

Number of Units: 39
 Average List Price: \$701,710
 Average Days on Market: 60

"Under Contract" Listings in South Orange

Number of Units: 44
 Average List Price: \$750,173
 Average Days on Market: 38

South Orange 2020 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	40	46	59	33	36	39	43	22	24	35			36
List Price	\$506,581	\$623,788	\$651,520	\$765,510	\$629,876	\$660,036	\$677,048	\$819,126	\$652,740	\$692,292			\$681,196
Sales Price	\$497,645	\$637,537	\$648,078	\$775,008	\$641,521	\$674,848	\$709,952	\$844,453	\$693,004	\$720,128			\$701,101
SP:LP%	98.43%	101.85%	99.01%	101.77%	102.26%	101.63%	104.25%	103.24%	105.42%	103.42%			102.56%
SP to AV	1.03	0.96	0.96	1.11	1.16	1.19	1.24	1.21	1.20	1.17			1.15
# Units Sold	19	17	15	15	17	22	31	38	25	37			236
3 Mo Rate of Ab	2.80	3.51	2.58	2.45	3.00	2.44	1.74	1.38	1.30	1.33			2.25
Active Listings	43	55	38	34	42	36	35	39	37	39			40
Under Contracts	30	31	46	33	45	59	62	49	50	44			45

Flashback! YTD 2019 vs YTD 2020

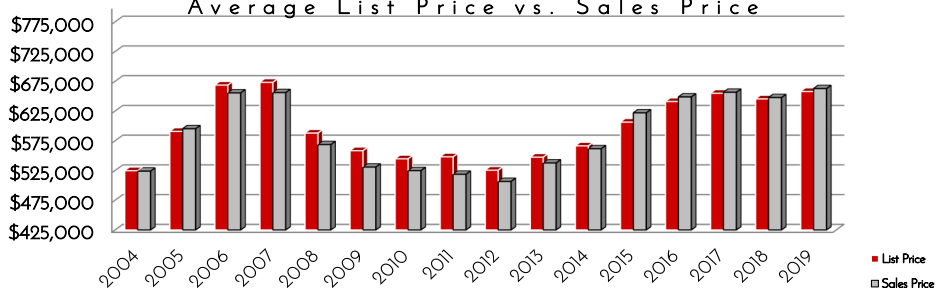
YTD	2019	2020	% Change
DOM	31	36	17.14%
Sales Price	\$663,738	\$701,101	5.63%
LP:SP	100.96%	102.56%	1.59%
SP:AV	1.137	1.148	0.94%



YTD	2019	2020	% Change
# Units Sold	234	236	0.85%
Rate of Ab 3 Mo	3.16	1.33	-57.91%
Actives	58	39	-32.76%
Under Contracts	38	44	15.79%

South Orange Yearly Market Trends

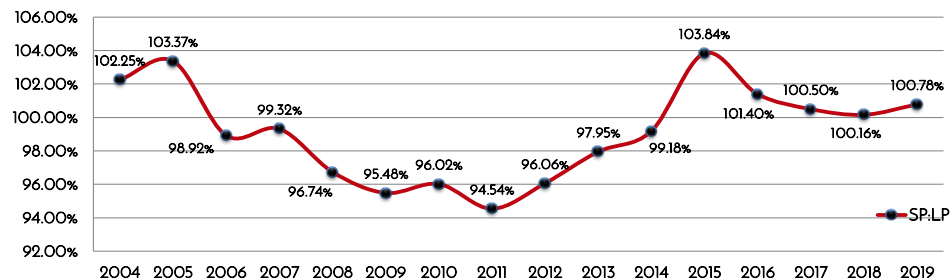
Average List Price vs. Sales Price



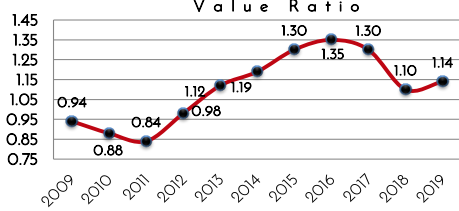
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
LP	\$524,620	\$590,659	\$668,613	\$673,249	\$587,878	\$558,258	\$544,578	\$547,959	\$525,460	\$547,351	\$566,327	\$606,289	\$654,787	\$645,321	\$657,860	
SP	\$523,856	\$595,189	\$655,463	\$655,966	\$568,500	\$530,707	\$524,747	\$518,639	\$506,572	\$537,641	\$561,563	\$621,912	\$648,659	\$656,466	\$647,569	\$662,663

South Orange Yearly Market Reports

Sales Price to List Price Ratios

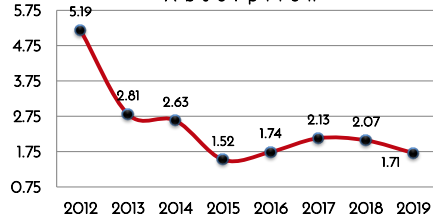


Sales Price to Assessed Value Ratio



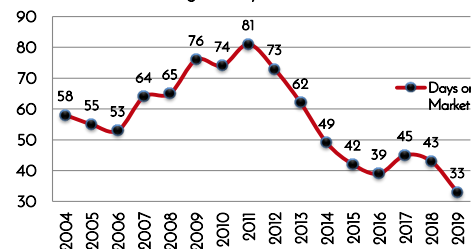
*2008 Tax Re-evaluation *2012 Tax Re-evaluation

12 Month Rate of Absorption



Data only available until 2012

Average Days on Market



Number of Units Sold

