



# South Orange

## September 2020 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	166 Holland Road	Colonial	4	2.0	123	\$425,000	\$425,000	\$370,000	87.06%	\$368,400	1.00
2	69 Roland Avenue	Colonial	3	1.1	60	\$375,000	\$375,000	\$375,000	100.00%	\$362,200	1.04
3	62 Arnold Terrace	Colonial	3	1.0	12	\$379,900	\$379,900	\$395,000	103.97%	\$278,800	1.42
4	138 S Kingman Road	Colonial	4	1.1	14	\$425,000	\$425,000	\$450,000	105.88%	\$439,100	1.02
5	259 Ward Place	Colonial	3	1.0	6	\$475,000	\$475,000	\$475,000	100.00%	\$362,500	1.31
6	581 Hamilton Road	Ranch	2	2.0	6	\$459,000	\$459,000	\$490,000	106.75%	\$401,800	1.22
7	439 Page Terrace	Colonial	4	3.2	14	\$529,000	\$529,000	\$517,000	97.73%	\$620,400	0.83
8	18 Village Green Court	TwnEndUn	2	2.1	13	\$550,000	\$550,000	\$600,000	109.09%	\$503,700	1.19
9	44 Crest Drive	Colonial	7	3.1	7	\$600,000	\$600,000	\$600,000	100.00%	\$718,500	0.84
10	260 Richmond Avenue	Colonial	4	3.1	97	\$685,000	\$635,000	\$605,000	95.28%	\$536,900	1.13
11	217 Audley Street	Colonial	4	2.1	0	\$580,000	\$580,000	\$640,000	110.34%	\$557,900	1.15
12	38 Elm Court	Colonial	4	2.1	1	\$681,612	\$681,612	\$681,612	100.00%	\$538,400	1.27
13	16 Warren Court	Colonial	4	4.1	6	\$659,000	\$659,000	\$715,000	108.50%	\$545,400	1.31
14	221 Grove Road	Colonial	6	3.1	16	\$765,000	\$765,000	\$740,000	96.73%	\$609,700	1.21
15	46 Fielding Court	Colonial	4	3.1	14	\$675,000	\$675,000	\$767,000	113.63%	\$532,400	1.44
16	221 Kingsland Terrace	Colonial	4	2.1	14	\$680,000	\$680,000	\$777,500	114.34%	\$497,100	1.56
17	66 Blanchard Road	RanchExp	5	4.0	135	\$800,000	\$825,000	\$800,000	96.97%	\$854,400	0.94
18	191 Underhill Road	Custom	4	3.0	3	\$750,000	\$750,000	\$800,000	106.67%	\$625,800	1.28
19	453 Melrose Place	Colonial	4	3.1	8	\$719,000	\$719,000	\$810,000	112.66%	\$574,600	1.41
20	273 N Western Drive	Colonial	5	3.2	9	\$759,000	\$759,000	\$836,000	110.14%	\$678,300	1.23

# South Orange

## September 2020 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
21	255 Tillou Road	Colonial	5	4.1	1	\$875,000	\$875,000	\$905,000	103.43%	\$737,900	1.23
22	60 Fairview Avenue	Colonial	5	3.1	12	\$799,000	\$799,000	\$950,000	118.90%		
23	212 Kingsland Terrace	Colonial	5	3.2	8	\$799,000	\$799,000	\$951,000	119.02%		
24	491 Mayhew Court	Tudor	4	3.1	6	\$900,000	\$900,000	\$975,000	108.33%	\$730,700	1.33
25	167 Kilburn Place	Victorian	5	3.2	21	\$999,000	\$999,000	\$1,100,000	110.11%		
<b>AVERAGE</b>					24	\$653,740	\$652,740	\$693,004	105.42%		1.20

### *"Active"* Listings in South Orange

Number of Units: 37  
 Average List Price: \$738,010  
 Average Days on Market: 52

### *"Under Contract"* Listings in South Orange

Number of Units: 50  
 Average List Price: \$682,430  
 Average Days on Market: 43

# 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				38
List Price	\$506,581	\$623,788	\$651,520	\$765,510	\$629,876	\$660,036	\$677,048	\$819,126	\$652,740				\$682,925
Sales Price	\$497,645	\$637,537	\$648,078	\$775,008	\$641,521	\$674,848	\$709,952	\$844,453	\$693,004				\$698,218
SP:LP%	98.43%	101.85%	99.01%	101.77%	102.26%	101.63%	104.25%	103.24%	105.42%				101.97%
SP to AV	1.03	0.96	0.96	1.11	1.16	1.19	1.24	1.21	1.20				1.14
# Units Sold	19	17	15	15	17	22	31	38	25				199
3 Mo Rate of Ab	2.80	3.51	2.58	2.45	3.00	2.44	1.74	1.38	1.30				2.36
Active Listings	43	55	38	34	42	36	35	39	37				40
Under Contracts	30	31	46	33	45	59	62	49	50				45

## Flashback! YTD 2019 vs YTD 2020

YTD	2019	2020	% Change
DOM	30	38	27.30%
Sales Price	\$664,252	\$698,218	5.11%
LP:SP	101.01%	101.97%	0.95%
SP:AV	1.142	1.136	-0.51%



YTD	2019	2020	% Change
# Units Sold	219	174	-20.55%
Rate of Ab 3 Mo	2.29	1.30	-43.23%
Actives	62	37	-40.32%
Under Contracts	33	50	51.52%

## South Orange Yearly Market Trends

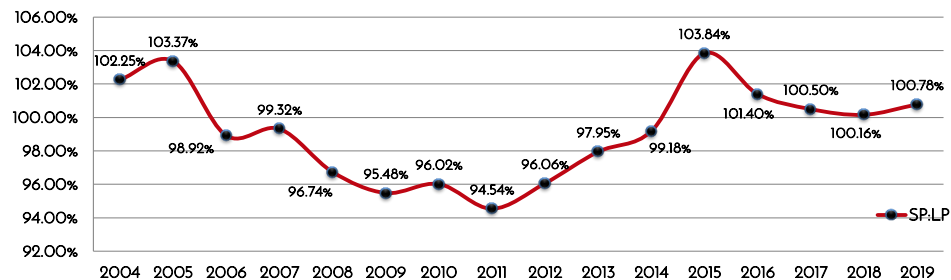
Average List Price vs. Sales Price



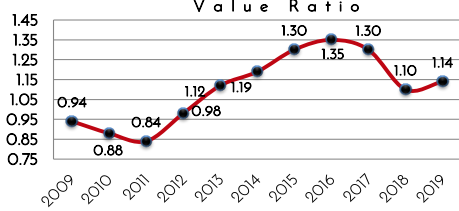
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
LP	\$524,620	\$590,659	\$668,613	\$673,249	\$587,878	\$558,258	\$544,578	\$547,959	\$525,460	\$547,351	\$566,327	\$606,289	\$640,953	\$654,787	\$645,321	\$657,860
SP	\$523,856	\$595,189	\$655,463	\$655,966	\$568,500	\$530,707	\$524,747	\$518,639	\$506,572	\$537,641	\$561,563	\$621,912	\$648,659	\$656,486	\$647,569	\$662,663

## South Orange Yearly Market Reports

Sales Price to List Price Ratios



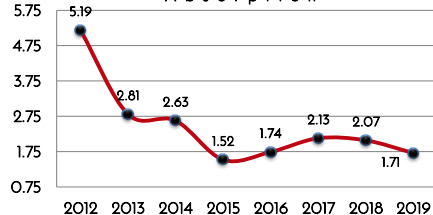
Sales Price to Assessed Value Ratio



\*2008 Tax Re-evaluation

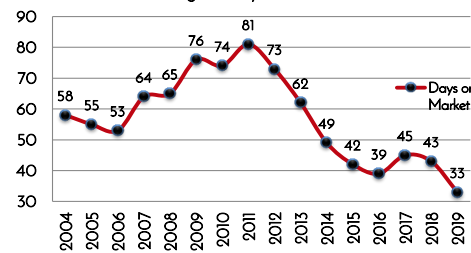
\*2012 Tax Re-evaluation

12 Month Rate of Absorption



Data only available until 2012

Average Days on Market



Number of Units Sold

