



South Orange

March 2021 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	609 W South Orange Avenue	HighRise	2	2.1	32	\$349,000	\$329,000	\$320,000	97.26%	\$401,100	0.80
2	144 S Kingman Road	SeeRem	4	3.1	63	\$499,900	\$475,000	\$460,000	96.84%	\$378,000	1.22
3	20 Village Green Court	TwnIntUn	3	3.1	16	\$550,000	\$550,000	\$540,000	98.18%	\$482,700	1.12
4	328 Meeker Street	Colonial	3	1.0	5	\$535,000	\$535,000	\$550,328	102.87%	\$431,000	1.28
5	90 Roland Avenue	Colonial	4	3.0	148	\$699,999	\$605,000	\$580,000	95.87%	\$381,200	1.52
6	235 Waverly Place	Colonial	4	3.0	12	\$540,000	\$540,000	\$600,000	111.11%	\$420,300	1.43
7	138 S Kingman Road	Colonial	4	1.1	22	\$629,000	\$629,000	\$660,000	104.93%	\$439,100	1.50
8	373 S Ridgewood Road	Colonial	6	3.1	97	\$699,000	\$699,000	\$675,000	96.57%	\$627,700	1.08
9	6 Kingman Road	Meditter	6	3.1	1	\$690,000	\$690,000	\$690,000	100.00%	\$725,100	0.95
10	27 Village Green Court	TwnIntUn	2	2.1	9	\$599,000	\$599,000	\$726,500	121.29%	\$454,300	1.60
11	475 Page Terrace	Colonial	4	2.1	148	\$730,000	\$730,000	\$740,000	101.37%	\$537,400	1.38
12	116 Fifth Street	Colonial	3	2.1	58	\$740,000	\$740,000	\$740,000	100.00%	\$474,600	1.56
13	380 Hartford Road	Custom	5	3.0	51	\$775,000	\$775,000	\$775,000	100.00%	\$727,600	1.07
14	340 Irving Avenue	Colonial	5	3.1	12	\$744,900	\$744,900	\$775,000	104.04%	\$508,000	1.53
15	34 S Centre Street	Colonial	5	3.2	75	\$884,000	\$864,000	\$835,000	96.64%	\$869,000	0.96
16	534 Hartford Court	Colonial	4	3.1	4	\$799,000	\$799,000	\$835,000	104.51%	\$562,100	1.49
17	142 Prospect Street	Victrian	6	1.1	41	\$899,000	\$849,000	\$849,000	100.00%		
18	631 Hamilton Road	Colonial	4	3.1	36	\$849,900	\$849,900	\$854,900	100.59%		
19	30 Mayhew Drive	Tudor	4	3.1	8	\$859,000	\$859,000	\$900,000	104.77%	\$618,600	1.45
20	345 Prospect Street	Colonial	6	3.1	26	\$899,000	\$899,000	\$926,000	103.00%		

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21	216 Thornden Street	Colonial	4	3.1	9	\$850,000	\$850,000	\$1,051,500	123.71%	\$651,900	1.61
22	74 Blanchard Road	Custom	5	3.1	11	\$950,000	\$950,000	\$1,079,000	113.58%	\$697,900	1.55
23	310 West End Road	Colonial	4	4.1	15	\$850,000	\$850,000	\$1,100,000	129.41%		
24	8 Lenox Terrace	Tudor	6	4.1	13	\$950,000	\$950,000	\$1,165,000	122.63%	\$769,700	1.51
25	143 Glenview Road	Colonial	4	4.1	0	\$1,225,000	\$1,225,000	\$1,240,000	101.22%	\$781,900	1.59
26	370 Turrell Avenue	Victrian	6	5.1	43	\$1,274,900	\$1,199,000	\$1,250,000	104.25%		
27	162 Ralston Avenue	Ranch	3	2.0	10	\$799,000	\$799,000	\$1,250,000	156.45%		
AVERAGE					36	\$772,948	\$762,363	\$821,008	107.08%		1.34

"Active" Listings in South Orange

Number of Units: 25
 Average List Price: \$711,893
 Average Days on Market: 44

"Under Contract" Listings in South Orange

Number of Units: 43
 Average List Price: \$794,433
 Average Days on Market: 21

South Orange 2021 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	17	41	36										30
List Price	\$883,343	\$646,333	\$762,363										\$778,395
Sales Price	\$916,283	\$666,495	\$821,008										\$819,064
SP:LP%	104.78%	102.92%	107.08%										105.31%
SP to AV	1.36	1.27	1.34										1.33
# Units Sold	23	15	27										65
3 Mo Rate of Ab	0.97	0.94	1.31										1.07
Active Listings	17	18	25										20
Under Contracts	37	35	43										38

Flashback! YTD 2020 vs YTD 2021

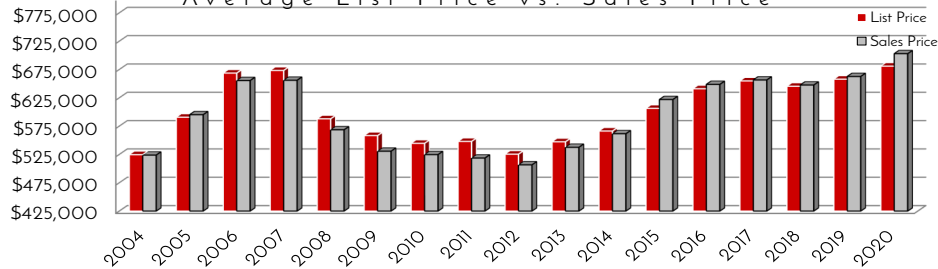
YTD	2020	2021	% Change
DOM	47	30	-36.64%
Sales Price	\$588,521	\$819,064	39.17%
LP:SP	99.74%	105.31%	5.58%
SP:AV	0.987	1.329	34.67%



YTD	2020	2021	% Change
# Units Sold	51	65	27.45%
Rate of Ab 3 Mo	2.58	1.31	-49.22%
Actives	38	25	-34.21%
Under Contracts	46	43	-6.52%

South Orange Yearly Market Trends

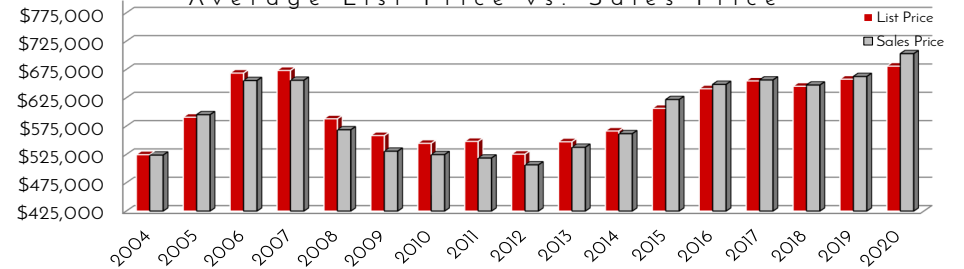
Average List Price vs. Sales Price



Year	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
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	\$680,887
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	\$702,884

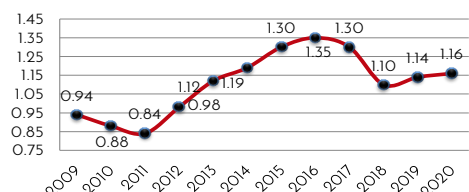
South Orange Yearly Market Trends

Average List Price vs. Sales Price



Year	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
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	\$680,887
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	\$702,884

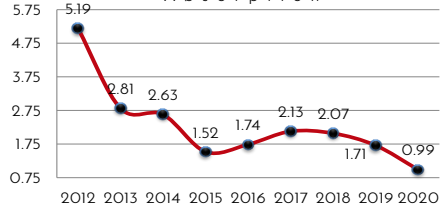
Sales Price to Assessed Value Ratio



*2008 Tax Re-evaluation

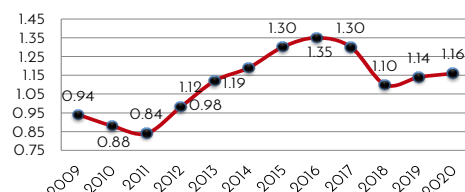
*2012 Tax Re-evaluation

12 Month Rate of Absorption



Data only available until 2012

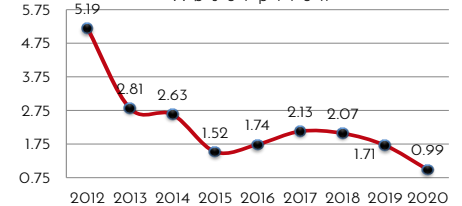
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