

December 2019 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	17A S Valley Road	OneFloor	1	1.0	99	\$100,000	\$100,000	\$95,000	95.00%	\$96,800	0.98
2	17A S Valley Road	OneFloor	1	1.0	89	\$100,000	\$95,000	\$95,000	100.00%		
3	43 Conforti Avenue	OneFloor	1	1.0	58	\$120,000	\$109,900	\$105,000	95.54%	\$141,000	0.74
4	46 Franklin Avenue	Colonial	3	1.0	15	\$129,900	\$129,900	\$155,000	119.32%	\$178,800	0.87
5	43 Conforti Avenue	TwnIntUn	1	1.0	5	\$164,500	\$164,500	\$164,500	100.00%	\$141,000	1.17
6	36 Seaman Road	CapeCod	4	2.0	3	\$250,000	\$250,000	\$215,000	86.00%	\$299,500	0.72
7	47 Blackburne Terrace	CapeCod	3	2.0	47	\$253,950	\$253,950	\$247,000	97.26%	\$305,400	0.81
8	32 McChesney Court	OneFloor	2	2.0	11	\$273,500	\$273,500	\$270,000	98.72%	\$255,800	1.06
9	59 Larkin Circle	TwnIntUn	2	2.0	44	\$299,000	\$289,000	\$275,000	95.16%	\$255,900	1.07
10	53 Nestro Road	CapeCod	3	1.0	105	\$319,000	\$310,000	\$285,000	91.94%	\$197,000	1.45
11	3 Larkin Circle	TwnEndUn	2	2.0	38	\$284,900	\$269,900	\$285,000	105.59%	\$245,000	1.16
12	1 Fitzrandolph Road	Ranch	2	1.1	66	\$310,000	\$310,000	\$287,500	92.74%	\$210,000	1.37
13	38 Ridgehurst Road	Colonial	3	2.0	209	\$299,000	\$299,000	\$299,000	100.00%	\$250,300	1.19
14	10 Smith Manor Boulevard	HighRise	2	2.0	36	\$310,000	\$310,000	\$302,000	97.42%	\$206,200	1.46
15	11 Bongart Drive	TwnEndUn	3	2.2	97	\$369,900	\$334,990	\$310,000	92.54%	\$370,100	0.84
16	21 N Park Drive	CapeCod	3	2.0	20	\$319,900	\$319,900	\$325,000	101.59%	\$194,600	1.67
17	26 Erwin Place	Colonial	4	2.1	62	\$349,900	\$335,000	\$330,000	98.51%	\$252,700	1.31
18	13 Dawson Avenue	Colonial	3	1.2	22	\$359,000	\$359,000	\$335,000	93.31%	\$367,700	0.91
19	35 Randolph Place	Split Level	3	1.1	80	\$377,000	\$349,000	\$339,000	97.13%	\$238,900	1.42
20	42 Maple Street	CapeCod	4	2.1	86	\$379,900	\$369,900	\$350,000	94.62%	\$228,700	1.53
21	12 Oxford Terrace	Colonial	3	1.0	168	\$389,000	\$365,900	\$352,000	96.20%	\$338,300	1.04
22	38 Belle Terre Road	Colonial	5	2.1	21	\$349,000	\$349,000	\$354,000	101.43%	\$285,400	1.24
23	3 Nutwold Avenue	CapeCod	5	2.0	10	\$350,000	\$350,000	\$363,000	103.71%	\$336,600	1.08
24	64 Blackburne Terrace	TwnEndUn	3	2.1	88	\$424,900	\$380,000	\$370,000	97.37%	\$326,700	1.13
25	5 Oxford Terrace	Colonial	4	2.0	48	\$399,000	\$369,000	\$379,000	102.71%	\$335,000	1.13

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26	6 Wakeman Street	CapeCod	3	2.0	11	\$390,000	\$390,000	\$380,000	97.44%	\$258,800	1.47
27	19 Quarry Terrace	CapeCod	4	2.0	12	\$379,000	\$379,000	\$380,000	100.26%	\$245,800	1.55
28	8 Schindler Terrace	TwndUn	3	2.1	46	\$435,000	\$399,999	\$382,500	95.63%	\$320,000	1.20
29	9 Nance Road	Split Level	4	2.0	17	\$375,000	\$375,000	\$395,000	105.33%	\$313,600	1.26
30	139 Mt Pleasant Avenue	Colonial	4	1.1	68	\$415,000	\$400,000	\$400,000	100.00%	\$354,800	1.13
31	8 Brook Drive	Colonial	3	2.2	59	\$395,000	\$395,000	\$405,000	102.53%	\$345,000	1.17
32	17 Barry Drive	Split Level	3	1.1	34	\$425,000	\$415,000	\$416,000	100.24%	\$292,700	1.42
33	6 Ralph Road	Ranch	3	2.0	41	\$425,000	\$425,000	\$420,000	98.82%	\$311,400	1.35
34	22 McManus Court	TwndUn	3	2.1	48	\$459,000	\$429,000	\$420,000	97.90%	\$371,100	1.13
35	8 Cassien Terrace	CapeCod	4	2.0	12	\$399,000	\$399,000	\$430,000	107.77%	\$308,300	1.39
36	73 Mountain Avenue	Contemp	3	2.1	14	\$447,700	\$447,700	\$439,000	98.06%	\$660,000	0.67
37	18 Yale Terrace	Colonial	3	1.2	27	\$429,000	\$429,000	\$440,000	102.56%	\$353,200	1.25
38	537 Hillside Terrace	Split Level	3	3.0	152	\$495,000	\$469,000	\$450,000	95.95%	\$270,800	1.66
39	15 Dogwood Drive	Cottage	4	2.1	34	\$460,000	\$460,000	\$450,000	97.83%	\$381,200	1.18
40	4 Gavin Road	Bi-Level	6	3.0	133	\$479,900	\$469,900	\$455,000	96.83%	\$382,700	1.19
41	9 Edgemont Road	Colonial	4	2.1	16	\$430,000	\$430,000	\$460,000	106.98%	\$302,600	1.52
42	1 Vosseler Court	Ranch	5	3.1	13	\$500,000	\$500,000	\$485,000	97.00%	\$378,500	1.28
43	736 Northfield Avenue	Split Level	4	3.0	69	\$575,000	\$495,000	\$495,000	100.00%		
44	12 Hepworth Place	Split Level	4	2.1	22	\$515,000	\$515,000	\$525,000	101.94%	\$443,100	1.18
45	171 Walker Road	Custom	4	2.0	54	\$545,000	\$545,000	\$540,000	99.08%	\$318,800	1.69
46	58 Winding Way	Colonial	4	3.1	63	\$599,000	\$599,000	\$565,000	94.32%	\$483,200	1.17
47	187 Gregory Avenue	Colonial	4	3.2	71	\$624,900	\$585,900	\$579,000	98.82%		
48	11 Ashley Road	Split Level	4	3.1	37	\$599,000	\$599,000	\$587,500	98.08%	\$505,900	1.16
49	49 Edgemont Road	Custom	4	3.1	148	\$679,000	\$649,000	\$600,000	92.45%		
50	11 Park Way	Colonial	8	5.2	123	\$657,900	\$592,000	\$605,000	102.20%	\$1,193,700	0.51

West Orange

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Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
51	106 Edgewood Avenue	RanchExp	4	2.1	31	\$640,000	\$640,000	\$629,000	98.28%	\$450,400	1.40
52	5 Bakely Terrace	Colonial	4	3.1	10	\$589,000	\$589,000	\$689,000	116.98%	\$550,000	1.25
53	3 Overlook Avenue	Colonial	5	4.1	38	\$695,000	\$695,000	\$695,000	100.00%	\$581,100	1.20
54	75 Haggerty Drive	Colonial	4	3.1	260	\$839,000	\$729,000	\$729,000	100.00%		
55	74 Haggerty Drive	Colonial	5	4.1	495	\$879,000	\$769,000	\$755,000	98.18%		
56	70 Haggerty Drive	Colonial	5	4.0	74	\$799,000	\$799,000	\$765,000	95.74%		
57	79 Haggerty Drive	Colonial	4	4.1	794	\$919,000	\$839,000	\$800,000	95.35%		
58	41 Ridge Road	Colonial	7	5.1	22	\$929,000	\$929,000	\$900,000	96.88%	\$822,400	1.09
59	75 Glen Avenue	Colonial	6	6.1	169	\$1,195,000	\$999,000	\$960,000	96.10%	\$1,316,100	0.73
60	26 Ridge Road	RanchExp	4	5.2	139	\$1,275,000	\$1,275,000	\$1,100,000	86.27%	\$1,264,000	0.87
AVERAGE					81	\$469,561	\$451,697	\$443,550	98.76%		1.18

"Active" Listings in West Orange

Number of Units: 154
Average List Price: \$507,222
Average Days on Market: 95

"Under Contract" Listings in West Orange

Number of Units: 84
Average List Price: \$440,064
Average Days on Market: 62

West Orange 2019 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	67	60	64	80	46	49	42	53	49	56	65	81	58
List Price	\$440,470	\$442,433	\$399,718	\$397,256	\$429,574	\$470,934	\$418,673	\$429,526	\$419,722	\$452,334	\$385,777	\$451,697	\$429,463
Sales Price	\$422,690	\$430,549	\$399,902	\$400,580	\$425,936	\$471,764	\$416,349	\$425,382	\$416,316	\$446,765	\$382,237	\$443,550	\$425,506
SP:LP%	96.13%	97.25%	100.09%	101.35%	99.55%	100.50%	99.85%	99.65%	99.22%	99.54%	98.72%	98.76%	99.42%
SP to AV	1.20	1.16	1.20	1.16	1.23	1.28	1.27	1.18	1.25	1.20	1.24	1.18	1.22
# Units Sold	30	37	44	50	76	66	77	61	56	56	43	60	656
3 Mo Rate of Ab	3.45	3.98	4.89	4.75	3.89	3.41	3.21	3.15	3.54	3.91	3.66	2.87	3.73
Active Listings	165	174	198	214	210	222	221	233	223	203	173	154	199
Under Contracts	108	112	133	153	148	141	124	116	102	118	104	84	120

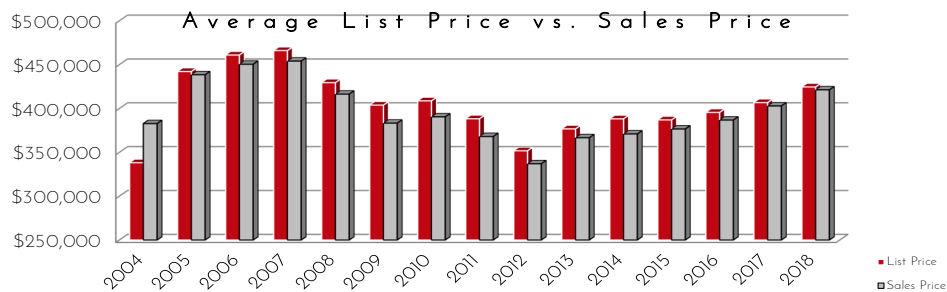
Flashback! YTD 2018 vs YTD 2019

YTD	2018	2019	% Change
DOM	50	58	14.23%
Sales Price	\$421,286	\$425,506	1.00%
LP:SP	99.60%	99.42%	-0.18%
SP:AV	1.235	1.219	-1.34%

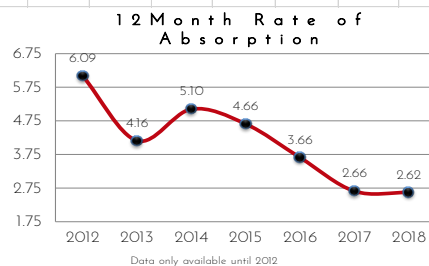
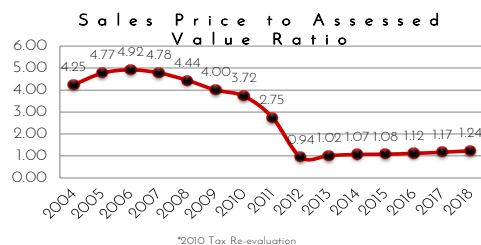


YTD	2018	2019	% Change
# Units Sold	717	656	-8.51%
Rate of Ab 3 Mo	2.83	2.87	1.41%
Actives	169	154	-8.88%
Under Contracts	87	84	-3.45%

West Orange Yearly Market Trends



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
LP	\$338,108	\$442,208	\$460,981	\$466,047	\$429,481	\$403,847	\$408,694	\$388,271	\$351,758	\$376,734	\$388,179	\$386,990	\$395,480	\$406,718	\$424,570
SP	\$382,805	\$438,534	\$450,493	\$454,083	\$416,376	\$383,302	\$390,469	\$368,090	\$336,975	\$366,635	\$378,978	\$376,639	\$386,821	\$402,913	\$421,286



West Orange Yearly Market Trends

