



KELLERWILLIAMS.

South Orange

September 2019 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	31 Mews Lane	FirstFlr	2	2.0	44	\$399,000	\$399,000	\$365,000	91.48%	\$368,200	0.99
2	107 Reynolds Place	Colonial	3	1.2	19	\$399,000	\$399,000	\$375,000	93.98%	\$405,300	0.93
3	10 Stanley Road	Colonial	5	3.1	42	\$459,999	\$459,999	\$460,000	100.00%	\$347,200	1.32
4	439 S Orange Avenue	Colonial	4	1.1	68	\$525,000	\$525,000	\$462,500	88.10%	\$447,000	1.03
5	443 S Orange Avenue	Colonial	4	1.0	68	\$525,000	\$525,000	\$462,500	88.10%	\$416,100	1.11
6	516 Vose Avenue	Ranch	3	2.0	84	\$525,000	\$499,000	\$490,000	98.20%	\$478,000	1.03
7	239 Lenox Avenue	Colonial	3	1.0	7	\$545,000	\$545,000	\$550,000	100.92%	\$516,800	1.06
8	432 Prospect Street	Colonial	4	1.0	39	\$599,000	\$575,000	\$570,000	99.13%	\$446,500	1.28
9	263 Gardner Avenue	Ranch	3	1.1	13	\$539,000	\$539,000	\$572,500	106.22%	\$391,700	1.46
10	84 Riggs Place	Colonial	3	2.1	16	\$550,000	\$550,000	\$598,000	108.73%	\$371,200	1.61
11	653 Cameron Road	Colonial	5	3.1	15	\$699,000	\$699,000	\$699,000	100.00%	\$535,500	1.31
12	65 Glenview Road	Colonial	6	4.1	8	\$735,000	\$735,000	\$820,000	111.56%	\$615,500	1.33
13	363 Grove Road	Colonial	6	4.2	9	\$975,000	\$975,000	\$962,500	98.72%	\$909,400	1.06
14	247 N Wyoming Avenue	Tudor	6	4.1	19	\$1,199,000	\$1,199,000	\$1,199,000	100.00%	\$1,029,700	1.16
15	380 Ravine Drive	Tudor	6	4.6	9	\$1,299,000	\$1,299,000	\$1,275,000	98.15%	\$1,200,000	1.06
AVERAGE					31	\$664,867	\$661,533	\$657,400	98.89%		1.18

"Active" Listings in South Orange

Number of Units: 62
Average List Price: \$641,869
Average Days on Market: 81

"Under Contract" Listings in South Orange

Number of Units: 33
Average List Price: \$658,933
Average Days on Market: 41

South 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	32	27	43	43	27	16	31	30	31				30
List Price	\$638,945	\$688,342	\$558,328	\$665,565	\$700,359	\$622,823	\$687,622	\$667,569	\$661,533				\$658,203
Sales Price	\$629,323	\$687,825	\$565,361	\$663,193	\$701,654	\$644,391	\$704,675	\$671,014	\$657,400				\$664,252
SP:LP%	98.37%	99.62%	100.76%	100.59%	100.28%	104.10%	102.08%	100.78%	98.89%				101.01%
SP to AV	1.15	1.14	1.08	1.11	1.12	1.18	1.13	1.17	1.18				1.14
# Units Sold	20	12	18	20	37	35	36	26	15				219
3 Mo Rate of Ab	2.00	3.52	4.19	3.98	3.30	2.25	2.39	1.86	2.29				2.86
Active Listings	41	64	60	67	82	68	67	64	62				64
Under Contracts	39	45	65	66	64	56	39	27	33				48

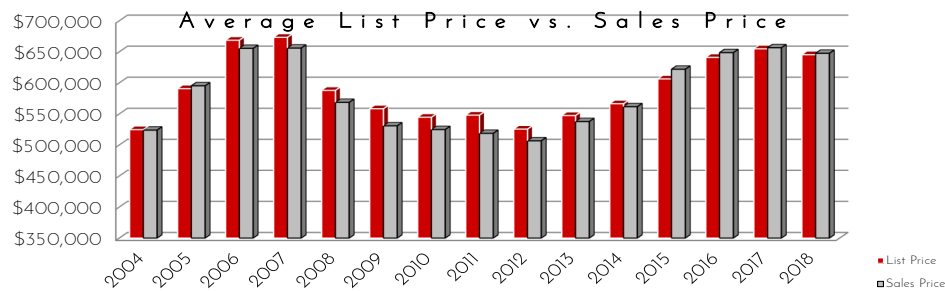
Flashback! YTD 2018 vs YTD 2019

YTD	2018	2019	% Change
DOM	47	30	-37.06%
Sales Price	\$658,080	\$664,252	0.94%
LP:SP	100.26%	101.01%	0.75%
SP:AV	1.107	1.142	3.10%



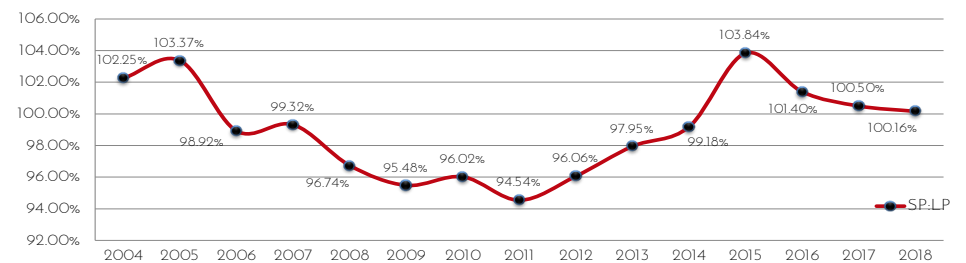
YTD	2018	2019	% Change
# Units Sold	180	219	21.67%
Rate of Ab 3 Mo	2.96	2.29	-22.64%
Actives	70	62	-11.43%
Under Contracts	35	33	-5.71%

South Orange Yearly Market Trends

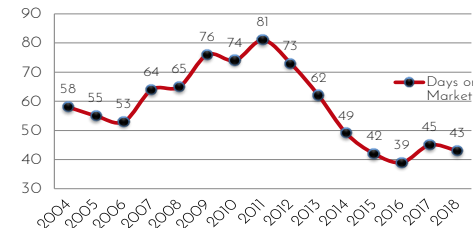


South Orange Yearly Market Reports

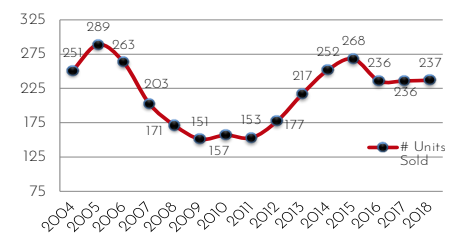
Sales Price to List Price Ratios



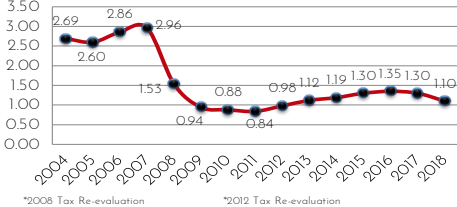
Average Days on Market



Number of Units Sold



Sales Price to Assessed Value Ratio



12 Month Rate of Absorption

