

# South Orange

## July 2021 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	17-25 Church Street Unit 7	TwnIntUn	2	2.1	20	\$339,000	\$339,000	\$361,000	106.49%	\$315,900	1.14
2	170 S Ridgewood Road	Victorian	2	1.1	10	\$399,000	\$399,000	\$440,500	110.40%	\$259,000	1.70
3	166 S Ridgewood Road	CapeCod	3	2.0	38	\$580,000	\$500,000	\$500,000	100.00%		
4	332 Meeker Street	Colonial	3	1.0	12	\$525,000	\$525,000	\$545,000	103.81%	\$432,500	1.26
5	50 Warren Court	Colonial	4	2.2	30	\$499,000	\$499,000	\$570,000	114.23%	\$481,000	1.19
6	18 Village Green Court	TwnEndUn	2	2.1	15	\$600,000	\$600,000	\$600,000	100.00%	\$503,700	1.19
7	54 Randolph Place	Split Level	4	2.1	9	\$579,000	\$579,000	\$625,000	107.94%	\$518,200	1.21
8	25 S Kingman Road	Colonial	3	2.0	21	\$589,000	\$589,000	\$639,000	108.49%	\$449,200	1.42
9	107 Mercer Place	Colonial	4	2.1	12	\$644,700	\$644,700	\$655,550	101.68%	\$378,000	1.73
10	256 Academy Street	Victorian	3	1.1	12	\$585,000	\$585,000	\$657,000	112.31%	\$422,000	1.56
11	212 Montague Place	Colonial	4	1.0	8	\$599,000	\$599,000	\$665,000	111.02%	\$460,500	1.44
12	234 Audley Street	Colonial	4	2.1	23	\$725,000	\$689,000	\$690,000	100.15%	\$548,100	1.26
13	320 Tichenor Avenue	Colonial	3	2.1	9	\$699,000	\$699,000	\$867,000	124.03%	\$592,600	1.46
14	30 Glenside Road	Colonial	5	2.0	10	\$725,000	\$725,000	\$875,000	120.69%	\$564,200	1.55
15	216 Edgewood Terrace	Colonial	4	2.2	15	\$849,000	\$849,000	\$880,000	103.65%	\$542,000	1.62
16	431 Clark Street	Colonial	5	2.1	12	\$775,000	\$775,000	\$890,000	114.84%	\$518,100	1.72
17	120 Connett Place	Colonial	3	3.0	10	\$850,000	\$850,000	\$950,000	111.76%	\$604,700	1.57
18	77 Speir Drive	Tudor	5	3.2	13	\$959,000	\$959,000	\$959,000	100.00%	\$671,800	1.43
19	47 Wyoming Avenue N	Colonial	6	3.1	34	\$995,000	\$945,000	\$965,000	102.12%	\$697,700	1.38
20	270 Vose Avenue	Victorian	5	2.1	17	\$875,000	\$875,000	\$990,000	113.14%	\$665,000	1.49
21	303 Forest Road	Colonial	5	3.1	13	\$899,000	\$899,000	\$997,000	110.90%	\$682,300	1.46
22	219 Crestwood Drive	Ranch	4	3.0	12	\$895,000	\$895,000	\$999,219	111.64%	\$775,200	1.29
23	340 Turrell Avenue	Colonial	4	3.1	10	\$975,000	\$975,000	\$1,050,000	107.69%	\$567,500	1.85
24	161 Meadowbrook Place	Colonial	7	3.2	25	\$875,000	\$875,000	\$1,075,000	122.86%	\$698,700	1.54
25	62 Speir Drive	Colonial	5	4.2	9	\$999,000	\$999,000	\$1,090,000	109.11%	\$758,900	1.44

COMPASS

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26	116 Scotland Road	Victorian	6	5.1	28	\$1,075,000	\$1,075,000	\$1,100,000	102.33%	\$1,114,700	0.99
27	668 Brentwood Drive	Custom	5	2.2	12	\$899,000	\$899,000	\$1,155,000	128.48%	\$630,900	1.83
28	179 Charlton Avenue	Colonial	5	4.1	0	\$1,150,000	\$1,150,000	\$1,200,000	104.35%	\$757,300	1.58
29	163 Irving Avenue	Victorian	6	3.1	12	\$1,195,000	\$1,195,000	\$1,351,000	113.05%	\$1,030,000	1.31
30	80 N Wyoming Avenue	RanchExp	6	4.1	12	\$1,299,000	\$1,299,000	\$1,416,416	109.04%	\$902,900	1.57
31	250 Tillou Road	Colonial	5	3.1	11	\$1,289,000	\$1,289,000	\$1,500,000	116.37%	\$1,029,400	1.46
AVERAGE					15	\$804,539	\$799,184	\$879,280	109.76%		1.45

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

Number of Units: 25  
 Average List Price: \$771,552  
 Average Days on Market: 55

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

Number of Units: 42  
 Average List Price: \$718,136  
 Average Days on Market: 25

# 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	21	20	17	15						23
List Price	\$883,343	\$646,333	\$762,363	\$659,571	\$771,234	\$771,663	\$799,184						\$769,910
Sales Price	\$916,283	\$666,495	\$821,008	\$741,466	\$855,888	\$857,176	\$879,280						\$836,397
SP:LP%	104.78%	102.92%	107.08%	111.85%	111.04%	110.66%	109.76%						108.56%
SP to AV	1.36	1.27	1.34	1.36	1.36	1.41	1.45						1.38
# Units Sold	23	15	27	14	29	27	31						166
3 Mo Rate of Ab	0.97	0.94	1.31	1.25	1.46	1.48	0.92						1.19
Active Listings	17	18	25	18	36	31	25						24
Under Contracts	37	35	43	53	50	50	42						44

## Flashback! YTD 2020 vs YTD 2021

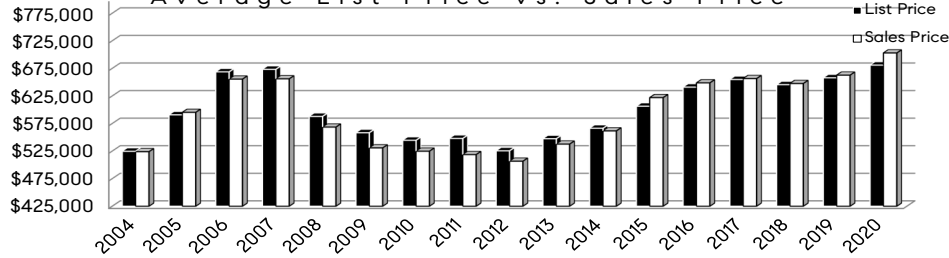
YTD	2020	2021	% Change
DOM	42	23	-46.34%
Sales Price	\$657,358	\$836,397	27.24%
LP:SP	101.61%	108.56%	6.84%
SP:AV	1.115	1.376	23.48%

**COMPASS**

YTD	2020	2021	% Change
# Units Sold	136	166	22.06%
Rate of Ab 3 Mo	1.74	0.92	-47.13%
Actives	35	25	-28.57%
Under Contracts	62	42	-32.26%

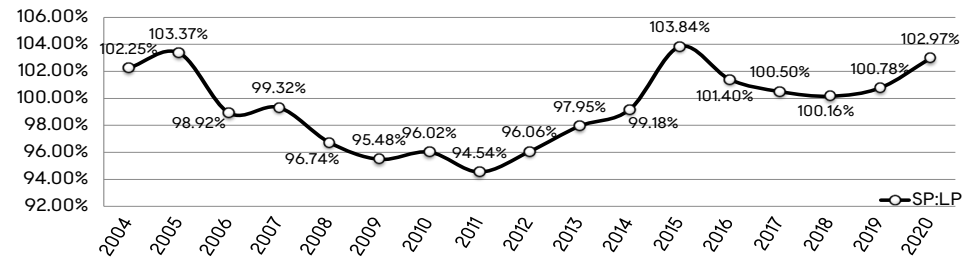
## South Orange Yearly Market Trends

Average List Price vs. Sales Price



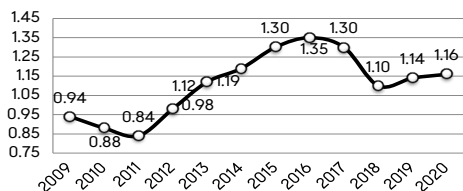
## South Orange Yearly Market Reports

Sales Price to List Price Ratios



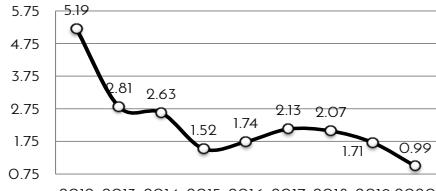
Year	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
LP	\$524,620	\$590,659	\$668,613	\$673,249	\$587,878	\$558,258	\$544,578	\$547,959	\$525,460	\$547,351	\$566,327	\$606,289	\$640,953	\$654,787	\$645,321	\$657,860	\$680,887
SP	\$523,856	\$595,189	\$655,463	\$655,966	\$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



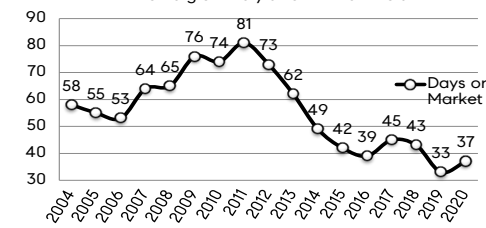
\*2008 Tax Re-evaluation      \*2012 Tax Re-evaluation

12 Month Rate of Absorption

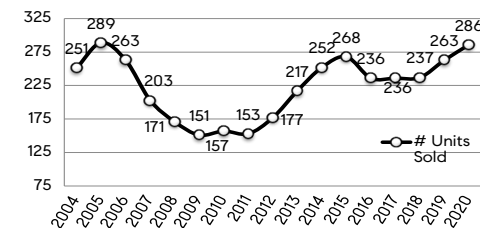


Data only available until 2012

Average Days on Market



Number of Units Sold



Not intended to solicit a property already listed.