KELLERWILLIAMS

South Orange

July 2019 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assess-ment	SP:AV
1	18 Prospect Street 5B	HighRise	1	1.0	19	$189,000	$189,000	$178,000	94.18%	$168,900	1.05
2	609 S Orange Avenue 4C	MultiFlr	2	2.1	78	$239,000	$239,000	$220,000	92.05%	$251,600	0.87
3	609 S Orange Avenue	HighRise	2	2.1	74	$299,000	$299,000	$289,000	96.66%	$337,900	0.86
4	215 Waverly Place	Colonial	3	2.0	100	$349,900	$324,900	$300,000	92.34%	$392,900	0.76
5	26-40 Church Street Unit 20	MultiFlr	2	2.1	106	$355,000	$345,000	$336,000	97.39%	$367,700	0.91
6	78 2nd Street	Victorian	2	1.0	24	$309,000	$309,000	$359,000	116.18%	$350,500	1.02
7	754 E Stirling Drive	Tudor	4	1.1	51	$409,000	$409,000	$400,000	97.80%	$319,800	1.25
8	9 Hoskier Road	Colonial	4	2.1	41	$350,000	$350,000	$406,000	116.00%	$704,900	0.58
9	202 W Fairview Avenue	Colonial	3	1.1	29	$525,000	$525,000	$515,000	98.10%	$411,900	1.25
10	121 Reynolds Place	Colonial	4	2.2	14	$525,000	$525,000	$525,000	100.00%	$432,600	1.21
11	15 University Court	Colonial	4	2.0	43	$599,900	$599,900	$585,000	97.52%	$534,900	1.09
12	512 Clark Street	Colonial	6	2.2	65	$639,000	$595,000	$605,000	101.68%	$689,900	0.88
13	205 Highland Road	Colonial	6	3.1	96	$624,900	$624,900	$625,000	100.02%	$721,400	0.87
14	26 Glenview Road	Ranch	3	3.0	13	$669,000	$669,000	$630,000	94.17%	$573,700	1.10
15	209 S Ridgewood Road	Colonial	4	2.1	12	$555,000	$555,000	$630,000	113.51%	$506,100	1.24
16	228 Edgewood Terrace	Colonial	3	1.0	3	$599,000	$599,000	$631,000	105.34%	$500,000	1.26
17	344 Radel Terrace	Colonial	3	2.1	9	$600,000	$600,000	$640,500	106.75%	$540,200	1.19
18	76 Arnold Terrace	Colonial	4	2.0	12	$579,000	$579,000	$665,000	114.85%	$386,900	1.72
19	215 North Woods Drive	Split Level	4	3.1	35	$639,000	$639,000	$673,000	105.32%	$659,800	1.02
20	214 Mayhew Drive	Colonial	5	2.2	5	$725,000	$725,000	$675,000	93.10%	$692,600	0.97
21	512 Scotland Road	RanchExp	4	4.1	20	$765,000	$765,000	$770,000	100.65%	$537,700	1.43
22	154 Mayhew Drive	Tudor	5	4.1	10	$775,000	$775,000	$775,000	100.00%	$726,700	1.07
23	341 Montrose Avenue	Victorian	5	4.1	45	$825,000	$825,000	$825,000	100.00%	$756,900	1.09
24	651 Mountain Drive	Split Level	5	4.0	11	$775,000	$775,000	$833,000	107.48%	$682,900	1.22
25	68 Duffield Drive	Colonial	5	3.2	17	$885,000	$885,000	$886,000	100.11%	$876,200	1.01

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26	15 Tillou Road West	TwnEndUn	3	4.1	13	$914,900	$914,900	$893,000	97.61%	$881,800	1.01
27	69 Glenview Road	Colonial	4	4.1	26	$899,000	$899,000	$900,000	100.11%	$765,000	1.18
28	407 N Ridgewood Road	Colonial	6	3.1	17	$899,000	$899,000	$900,000	100.11%	$751,500	1.20
29	19 Hoskier Road	Colonial	5	3.1	9	$895,000	$895,000	$930,000	103.91%	$812,600	1.14
30	420 Redmond Road	Colonial	6	4.1	26	$959,000	$959,000	$935,000	97.50%	$925,000	1.01
31	168 Glenview Avenue	Colonial	4	2.2	11	$889,000	$889,000	$946,000	106.41%	$756,800	1.25
32	340 Hartford Road	Tudor	6	3.1	35	$999,000	$999,000	$999,000	100.00%	$819,400	1.22
33	249 Turrell Avenue	Colonial	6	3.1	12	$988,800	$988,800	$1,088,800	110.11%	$765,400	1.42
34	158 Raymond Avenue	Victorian	6	4.1	21	$1,195,000	$1,195,000	$1,180,000	98.74%	$596,200	1.98
35	373 Grove Road	Colonial	5	4.2	7	$1,195,000	$1,195,000	$1,220,000	102.09%	$1,108,000	1.10
36	376 Grove Road	Colonial	7	3.2	17	$1,195,000	$1,195,000	$1,400,000	117.15%	$1,086,400	1.29
	AVERAGE				31	$689,817	$687,622	$704,675	102.08%		1.13

"Active" Listings in South Orange

Number of Units:	67
Average List Price:	$624,082
Average Days on Market:	80

"Under Contract" Listings in South Orange

Number of Units:	39
Average List Price:	$653,338
Average Days on Market:	32

South Orange 2019 Year to Date Market Trends

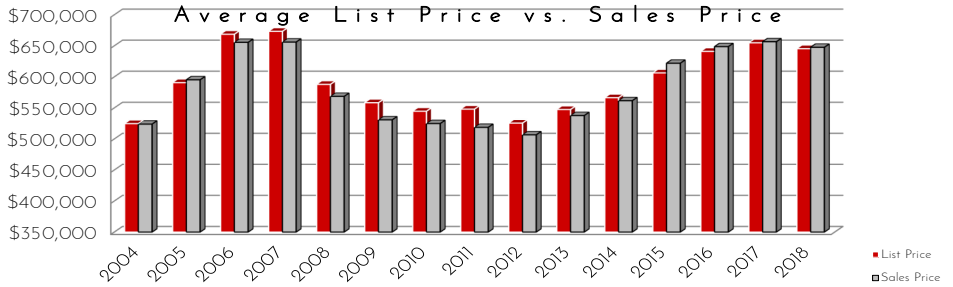
YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	32	27	43	43	27	16	31						30
List Price	$638,945	$688,342	$558,328	$665,565	$700,359	$622,823	$687,622						$656,554
Sales Price	$629,323	$687,825	$565,361	$663,193	$701,654	$644,391	$704,675						$663,842
SP:LP%	98.37%	99.62%	100.76%	100.59%	100.28%	104.10%	102.08%						101.22%
SP to AV	1.15	1.14	1.08	1.11	1.12	1.18	1.13						1.13
# Units Sold	20	12	18	20	37	35	36						178
3 Mo Rate of Ab	2.00	3.52	4.19	3.98	3.30	2.25							3.21
Active Listings	41	64	60	67	82	68	67						64
Under Contracts	39	45	65	66	64	56	39						53

Flashback! YTD 2018 vs YTD 2019

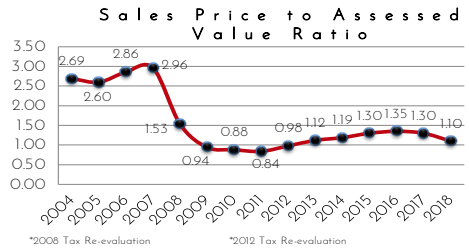
YTD	2018	2019	% Change
DOM	44	30	-32.86%
Sales Price	$666,992	$663,842	-0.47%
LP:SP	100.76%	101.22%	0.46%
SP:AV	1.127	1.134	0.65%

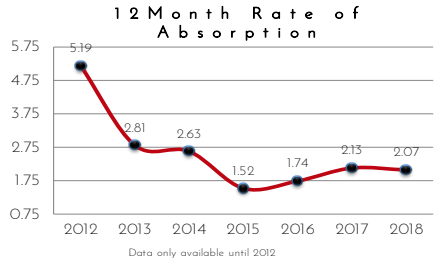
YTD	2018	2019	% Change
# Units Sold	138	178	28.99%
Rate of Ab 3 Mo	2.39	1.75	-26.78%
Actives	59	67	13.56%
Under Contracts	19	39	105.26%

South Orange Yearly Market Trends

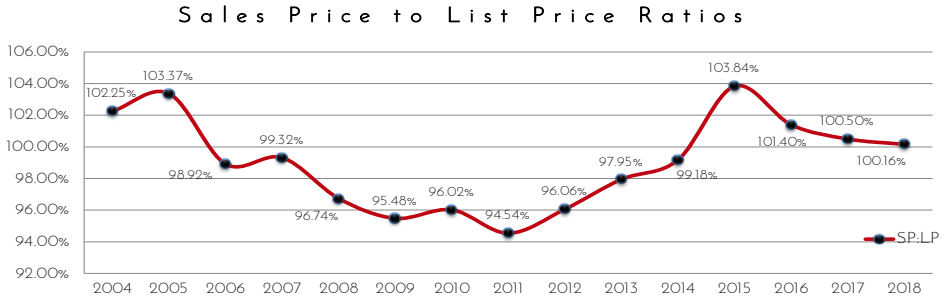


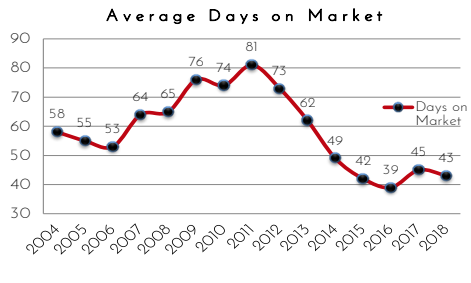
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
LP	$524,620	$590,659	$668,613	$673,249	$587,878	$558,258	$544,578	$547,959	$525,460	$547,351	$566,327	$606,289	$640,953	$654,787	$645,321
SP	$523,856	$595,189	$655,463	$655,966	$568,500	$530,707	$524,747	$518,639	$506,572	$537,641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

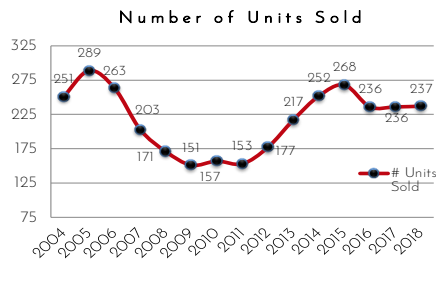




South Orange Yearly Market Reports







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Not intended to solicit a property already listed.