

## South Orange **June** 2007 Market Activity

# Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	483 Berkeley Ave	Colonial	\$1,595,000	\$1,585,000	\$228,000	6/1/2007	4	99.37%	6.95
2	134 Glenview Rd	Ranch	\$849,000	\$800,000	\$380,500	6/1/2007	9	94.23%	2.10
3	451 South Orange Ave	Colonial	\$425,000	\$400,000	\$160,000	6/2/2007	136	94.12%	2.50
4	548 Hartford Ct.	Colonial	\$699,000	\$689,000	\$193,400	6/6/2007	16	98.57%	3.56
5	60 Glenview Rd	Colonial	\$739,000	\$737,000	\$304,700	6/8/2007	66	99.73%	2.42
6	199 Wyoming Ave	Colonial	\$699,000	\$680,000	\$240,000	6/11/2007	9	97.28%	2.83
7	501 Hillside Ter	Colonial	\$469,000	\$517,500	\$182,700	6/12/2007	22	110.34%	2.83
8	140 Thacher Ln	Ranch	\$529,000	\$515,000	\$211,900	6/13/2007	23	97.35%	2.43
9	369 Beech Spring Rd	Colonial	\$695,000	\$710,000	\$190,000	6/14/2007	24	102.16%	3.74
10	46 Tillou Road West	TwndEndUn	\$999,999	\$999,999	\$0	6/15/2007	182	100.00%	
11	204 Conway Court	Colonial	\$559,000	\$570,000	\$205,000	6/15/2007	24	101.97%	2.78
12	123 Wyoming Ave	Tudor	\$949,000	\$900,000	\$325,000	6/15/2007	77	94.84%	2.77
13	16 Tillou Road West	TwndEndUn	\$1,100,000	\$1,100,000	\$312,500	6/19/2007	28	100.00%	3.52
14	170 Hill Dr	Custom	\$1,075,000	\$995,000	\$440,000	6/21/2007	74	92.56%	2.26
15	157 Mayhew Dr	Colonial	\$649,000	\$700,000	\$218,000	6/21/2007	7	107.86%	3.21
16	125 Holland Rd	Colonial	\$315,000	\$315,000	\$123,400	6/22/2007	83	100.00%	2.55
17	73 White Oak Drive	Colonial	\$725,000	\$730,000	\$300,300	6/22/2007	16	100.69%	2.43
18	58 University Court	Colonial	\$529,000	\$512,000	\$175,700	6/22/2007	18	96.79%	2.91
19	111 3rd St	Colonial	\$339,000	\$300,000	\$123,400	6/25/2007	71	88.50%	2.43
20	54 Glenview Road	Colonial	\$785,000	\$785,000	\$275,000	6/26/2007	72	100.00%	2.85
21	298 Richmond Ave	Colonial	\$529,000	\$525,000	\$206,400	6/26/2007	88	99.24%	2.54
22	116 Raymond Ave.	SplitLev	\$525,000	\$505,000	\$189,200	6/27/2007	25	96.19%	2.67
23	231 Warwick Ave	Colonial	\$839,000	\$839,000	\$212,000	6/27/2007	13	100.00%	3.96
24	29 Fairview Ave	Victrian	\$539,900	\$526,000	\$148,400	6/28/2007	63	97.43%	3.54
25	314 Scotland Rd	Colonial/Victrian/ FixrUppr	\$539,500	\$520,000	\$195,800	6/28/2007	69	96.39%	2.66
26	415 Lenox Pl	Colonial	\$699,000	\$715,500	\$226,200	6/28/2007	17	102.36%	3.16
27	468 Harding Dr	Colonial	\$898,000	\$860,000	\$319,500	6/29/2007	73	95.77%	2.69
28	205 Highland Rd	Colonial	\$869,000	\$850,000	\$236,000	6/29/2007	32	97.81%	3.60
29	80 Riggs Pl.	Colonial	\$489,000	\$489,000	\$125,900	6/29/2007	20	100.00%	3.88
			<b>\$712,117</b>	<b>\$702,414</b>			<b>47</b>	<b>98.67%</b>	<b>3.06</b>

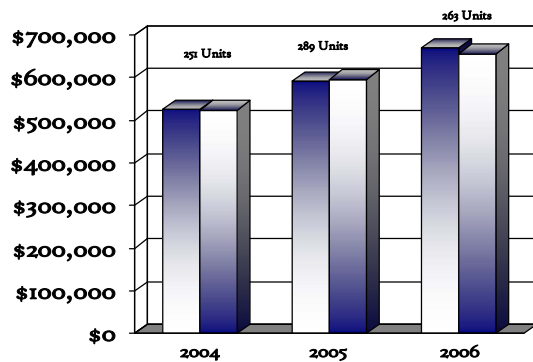
<b>Average Days on Market</b>	<b>47</b>
<b>Average List Price</b>	<b>\$712,117</b>
<b>Average Sales Price</b>	<b>\$702,414</b>
<b>% of List Price to Sales Price</b>	<b>98.67%</b>
<b>Assessed Value to Sales Price</b>	<b>3.06</b>

## South Orange 2007 Year to Date Market

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Average List Price	\$645,275	\$650,350	\$631,946	\$664,140	\$604,826	\$712,117							\$655,689
Average Sales Price	\$620,125	\$635,198	\$614,223	\$668,240	\$584,991	\$702,414							\$641,357
Days on Market	91	63	102	73	60	65							65
% of List Price to Sales Price	95.87%	97.85%	97.34%	101.68%	97.48%	98.67%							98.07%
Sales Price to Assessed Value	2.85	2.98	2.63	3.47	2.88	3.06							2.99
# Units Sold	12	22	13	10	23	29							109

### South Orange Market Averages 2004-2006

List Price & Sales Price



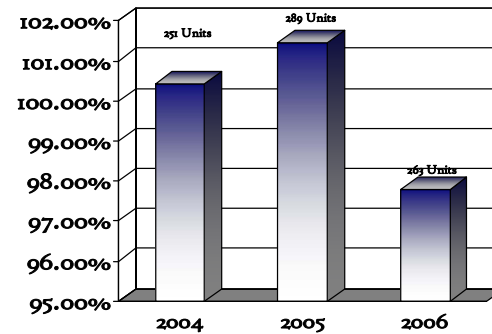
List Price	\$524,620	\$590,659	\$668,613
Sales Price	\$523,856	\$595,189	\$655,463

Assessed Value to Sales Price Ratio

2004	2.69
2005	2.60
2006	2.86

### South Orange Market Averages 2004-2006

Percentage of List Price to Sales Price



% of LP:SP	100.43%	101.45%	97.78%
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Average Days on Market

2004	58
2005	55
2006	53

As reported by the Garden State Multiple Listing Service Information deemed reliable but not guaranteed.

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