

West Orange

March 2018 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|-------|--------------------------|-------------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 1 | 78 Harrison Avenue | Colonial | 3 | 1.1 | 34 | \$113,800 | \$113,800 | \$116,000 | 101.93% | \$192,400 | 0.60 |
| 2 | 88 Harrison Avenue | Colonial | 3 | 1.1 | 80 | \$169,900 | \$169,900 | \$155,000 | 91.23% | \$233,600 | 0.66 |
| 3 | 10 Smith Manor Boulevard | OneFloor | 2 | 2.0 | 88 | \$250,000 | \$207,000 | \$194,020 | 93.73% | \$206,200 | 0.94 |
| 4 | 19 Rollinson Street | Colonial | 3 | 1.1 | 216 | \$249,900 | \$249,900 | \$230,000 | 92.04% | \$240,400 | 0.96 |
| 5 | 5 Phyllis Road | CapeCod | 2 | 1.0 | 68 | \$275,600 | \$248,000 | \$230,000 | 92.74% | \$270,400 | 0.85 |
| 6 | 10 Smith Manor Boulevard | HighRise | 2 | 2.0 | 28 | \$265,000 | \$265,000 | \$240,000 | 90.57% | \$206,200 | 1.16 |
| 7 | 9 Cerone Court | TwnIntUn | 2 | 2.1 | 7 | \$249,900 | \$249,900 | \$249,900 | 100.00% | \$252,600 | 0.99 |
| 8 | 15 Fitzrandolph Road | CapeCod | 3 | 3.0 | 51 | \$270,900 | \$254,995 | \$251,000 | 98.43% | \$324,500 | 0.77 |
| 9 | 12 McChesney Court | OneFloor | 2 | 2.0 | 97 | \$279,900 | \$269,000 | \$265,000 | 98.51% | \$245,000 | 1.08 |
| 10 | 29 Woodside Terrace | Colonial | 3 | 1.1 | 349 | \$265,000 | \$275,000 | \$275,000 | 100.00% | \$266,800 | 1.03 |
| 11 | 43 Franklin Avenue | Colonial | 3 | 2.0 | 65 | \$290,000 | \$280,000 | \$280,000 | 100.00% | \$181,100 | 1.55 |
| 12 | 23 Lapis Circle | TwnEndUn | 3 | 2.1 | 11 | \$299,900 | \$299,900 | \$315,700 | 105.27% | \$336,500 | 0.94 |
| 13 | 37 Glenview Drive | TwnEndUn | 3 | 2.0 | 48 | \$335,000 | \$322,500 | \$318,500 | 98.76% | \$282,000 | 1.13 |
| 14 | 311 Araneo Drive | TwnIntUn | 3 | 3.1 | 20 | \$356,000 | \$356,000 | \$335,000 | 94.10% | \$303,400 | 1.10 |
| 15 | 44 Crystal Avenue | CapeCod | 4 | 2.0 | 15 | \$329,000 | \$329,000 | \$340,000 | 103.34% | \$320,900 | 1.06 |
| 16 | 63 Glenview Drive | Ranch | 2 | 2.0 | 48 | \$359,000 | \$345,000 | \$345,000 | 100.00% | \$261,800 | 1.32 |
| 17 | 164 Walker Road | Split Level | 3 | 2.0 | 22 | \$335,000 | \$335,000 | \$355,000 | 105.97% | \$254,900 | 1.39 |
| 18 | 11 Mayfair Drive | CapeCod | 3 | 2.0 | 19 | \$349,000 | \$349,000 | \$360,000 | 103.15% | \$197,900 | 1.82 |
| 19 | 168 Clarcken Drive | TwnEndUn | 3 | 3.1 | 206 | \$379,000 | \$369,000 | \$369,000 | 100.00% | \$390,600 | 0.94 |
| 20 | 24 Woodside Terrace | Colonial | 3 | 1.1 | 85 | \$385,000 | \$385,000 | \$372,765 | 96.82% | \$277,300 | 1.34 |
| 21 | 59 Lapis Circle | TwnIntUn | 3 | 2.1 | 256 | \$429,900 | \$399,000 | \$380,000 | 95.24% | \$330,100 | 1.15 |
| 22 | 198 Clarcken Drive | TwnEndUn | 2 | 2.1 | 2 | \$369,000 | \$369,000 | \$380,000 | 102.98% | \$297,500 | 1.28 |
| 23 | 340 Northfield Avenue | Ranch | 4 | 2.1 | 24 | \$375,000 | \$375,000 | \$385,000 | 102.67% | \$282,500 | 1.36 |
| 24 | 41 Davey Drive | TwnIntUn | 3 | 2.1 | 10 | \$379,900 | \$379,900 | \$386,000 | 101.61% | \$308,400 | 1.25 |
| 25 | 1 Lessing Road | CapeCod | 3 | 2.0 | 25 | \$389,000 | \$389,000 | \$389,000 | 100.00% | \$324,200 | 1.20 |

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|---------|------------------------|-------------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 26 | 19 Robertson Road | CapeCod | 4 | 2.0 | 16 | \$384,900 | \$384,900 | \$390,000 | 101.33% | \$277,200 | 1.41 |
| 27 | 151 Clarcken Drive | TwnIntUn | 3 | 2.1 | 33 | \$429,900 | \$429,900 | \$398,000 | 92.58% | \$329,700 | 1.21 |
| 28 | 55 Rollinson Street | Colonial | 3 | 1.1 | 10 | \$349,999 | \$349,999 | \$400,000 | 114.29% | \$250,400 | 1.60 |
| 29 | 11 Bayowski Road | TwnEndUn | 3 | 2.1 | 31 | \$425,000 | \$425,000 | \$415,000 | 97.65% | \$355,000 | 1.17 |
| 30 | 54 Ridgeway Avenue | RanchExp | 4 | 3.2 | 76 | \$425,000 | \$425,000 | \$420,000 | 98.82% | \$463,700 | 0.91 |
| 31 | 20 Glen Road | Colonial | 3 | 1.1 | 10 | \$420,000 | \$420,000 | \$427,000 | 101.67% | \$323,000 | 1.32 |
| 32 | 541 Hillside Terrace | Split Level | 3 | 2.0 | 68 | \$434,000 | \$434,000 | \$434,000 | 100.00% | \$258,500 | 1.68 |
| 33 | 88 Hillside Avenue | Colonial | 3 | 2.0 | 27 | \$450,000 | \$450,000 | \$435,000 | 96.67% | \$303,600 | 1.43 |
| 34 | 56 Sullivan Drive | TwnEndUn | 5 | 3.1 | 177 | \$499,000 | \$450,000 | \$450,000 | 100.00% | \$398,700 | 1.13 |
| 35 | 2 Knollwood Drive | Bi-Level | 4 | 2.1 | 7 | \$429,000 | \$429,000 | \$453,000 | 105.59% | \$377,700 | 1.20 |
| 36 | 24 Birchwood Avenue | CapeCod | 6 | 2.1 | 116 | \$499,000 | \$499,000 | \$460,000 | 92.18% | \$382,300 | 1.20 |
| 37 | 27 Burnett Terrace | Colonial | 3 | 1.1 | 14 | \$474,900 | \$474,900 | \$460,000 | 96.86% | \$339,900 | 1.35 |
| 38 | 9 Edgewood Avenue | Split Level | 4 | 2.1 | 32 | \$499,000 | \$499,000 | \$490,000 | 98.20% | \$350,000 | 1.40 |
| 39 | 20 Normandy Terrace | CapeCod | 4 | 2.0 | 8 | \$469,000 | \$469,000 | \$495,000 | 105.54% | \$286,000 | 1.73 |
| 40 | 94 Lessing Road | CapeCod | 3 | 2.1 | 12 | \$425,000 | \$425,000 | \$500,000 | 117.65% | \$344,200 | 1.45 |
| 41 | 50 Sullivan Drive | TwnIntUn | 3 | 3.1 | 23 | \$539,000 | \$539,000 | \$519,000 | 96.29% | \$350,900 | 1.48 |
| 42 | 528 Hillside Terrace | Colonial | 5 | 1.1 | 10 | \$489,000 | \$489,000 | \$520,000 | 106.34% | \$345,400 | 1.51 |
| 43 | 30 Old Salem Road | Colonial | 3 | 2.2 | 16 | \$539,000 | \$539,000 | \$530,000 | 98.33% | \$313,000 | 1.69 |
| 44 | 12 Gilbert Place | Tudor | 3 | 2.1 | 1 | \$549,000 | \$549,000 | \$575,000 | 104.74% | \$368,400 | 1.56 |
| 45 | 8 Crestview Drive | Colonial | 4 | 3.1 | 127 | \$629,000 | \$629,000 | \$580,000 | 92.21% | \$517,200 | 1.12 |
| 46 | 9 Rappleye Court | Colonial | 5 | 3.1 | 85 | \$599,900 | \$599,900 | \$599,900 | 100.00% | \$608,600 | 0.99 |
| 47 | 71 Luddington Road | Colonial | 5 | 3.2 | 103 | \$574,000 | \$574,000 | \$610,000 | 106.27% | \$413,700 | 1.47 |
| 48 | 293 Saint Cloud Avenue | Colonial | 5 | 3.2 | 23 | \$639,900 | \$639,900 | \$639,900 | 100.00% | | |
| AVERAGE | | | | | 60 | \$394,210 | \$389,756 | \$389,952 | 99.84% | \$313,709 | 1.23 |

"ACTIVE" Listings in West Orange

Number of Units: **197**
 Average List Price: **\$601,123**
 Average Days on Market: **79**

"UNDER CONTRACT" Listings in West Orange

Number of Units: **144**
 Average List Price: **\$392,987**
 Average Days on Market: **53**

West Orange 2018 Year to Date Market Trends

| | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|----------------------------------|-----------|-----------|-----------|-------|-----|------|------|--------|-----------|---------|----------|----------|-----------|
| Days on Market | 78 | 65 | 60 | | | | | | | | | | 68 |
| List Price | \$453,959 | \$361,604 | \$389,756 | | | | | | | | | | \$405,793 |
| Sales Price | \$452,650 | \$351,100 | \$389,952 | | | | | | | | | | \$403,134 |
| Sales Price as a % of List Price | 100.17% | 96.92% | 99.84% | | | | | | | | | | 99.32% |
| Sales Price to | 1.21 | 1.12 | 1.23 | | | | | | | | | | 1.20 |
| # Units Sold | 38 | 24 | 48 | | | | | | | | | | 110 |
| Active Listings | 177 | 199 | 197 | | | | | | | | | | 191 |
| Under Contracts | 99 | 124 | 144 | | | | | | | | | | 122 |

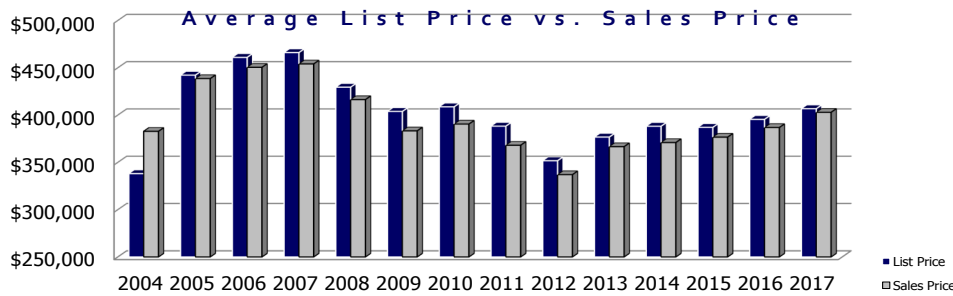
Flashback! YTD 2017 vs YTD 2018

| YTD | 2017 | 2018 | % Change |
|-------------------------------|-----------|-----------|----------|
| Days on Market | 79 | 68 | -14.50% |
| Sales Price | \$352,036 | \$403,134 | 14.51% |
| Sales Price to Assessed Value | 1.11 | 1.20 | 7.87% |

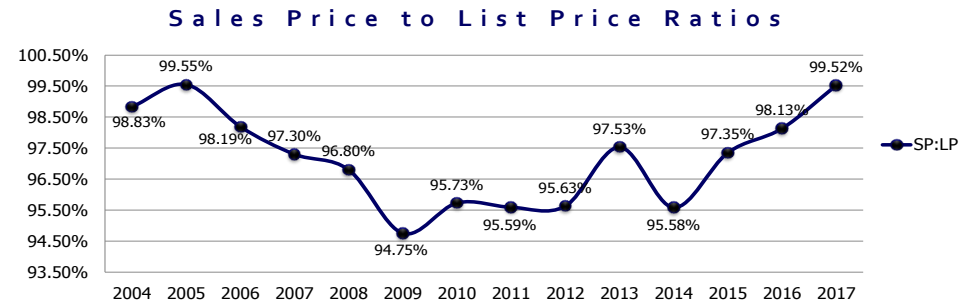


| YTD | 2017 | 2018 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 122 | 110 | -9.84% |
| Active Listings | 200 | 197 | -1.50% |
| Under Contracts | 159 | 144 | -9.43% |

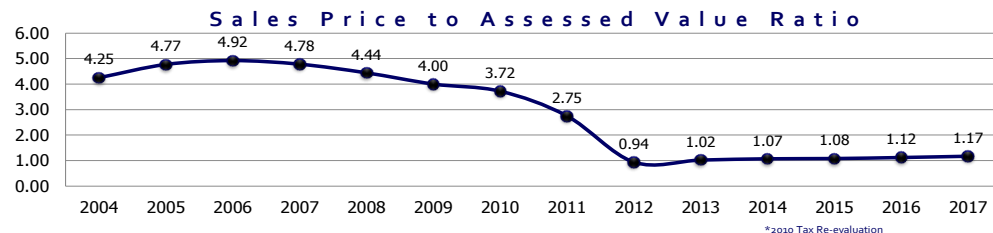
West Orange Yearly Market Trends



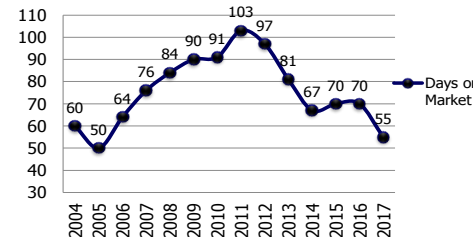
West Orange Yearly Market Trends



| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 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 |
| 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 |



Average Days on Market



Number of Units Sold

