



Second Quarter 2018

Market Report | Essex County, New Jersey



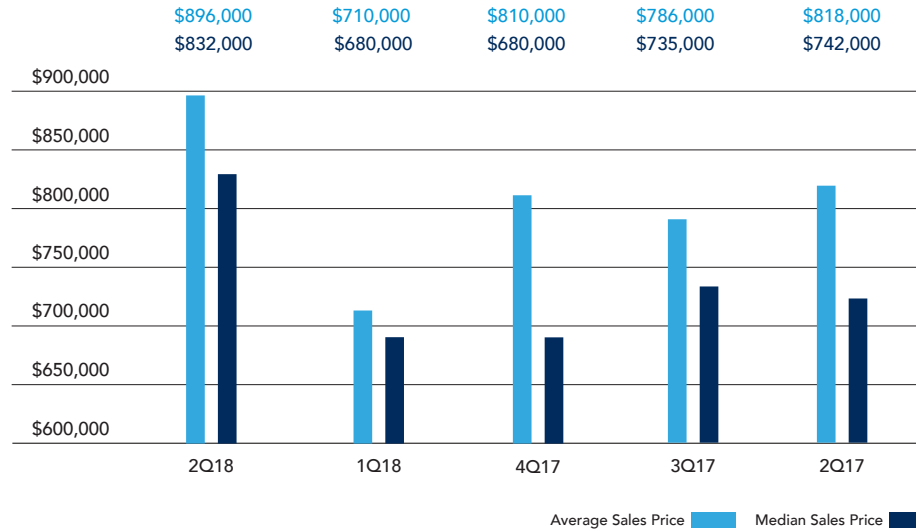
Montclair

SINGLE FAMILY HOMES

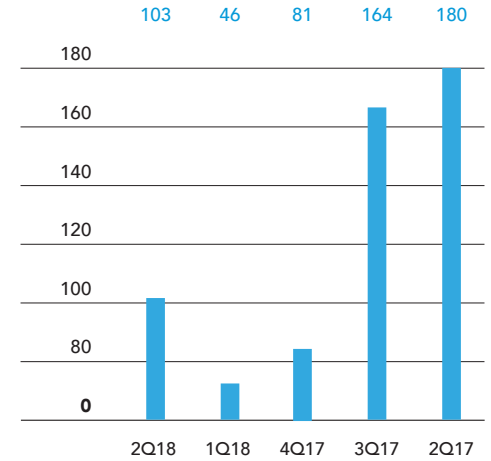
The average sale price was \$896,000, a 9% increase over prior year. However, the median sale price reached \$832,000 which was a 12% decline from prior year.

There were fewer closed sales this period with 103 closings versus 180 during the same period last year. Single Family Homes spent an average of 37 days on market with sellers gaining an average of 108% of the asking price.

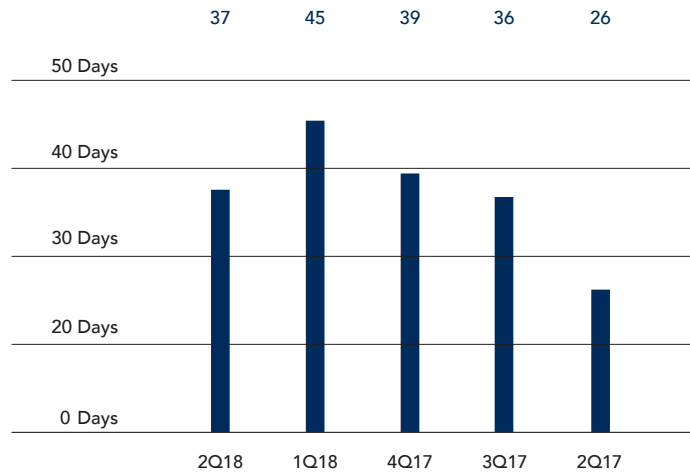
AVERAGE AND MEDIAN SALES PRICE



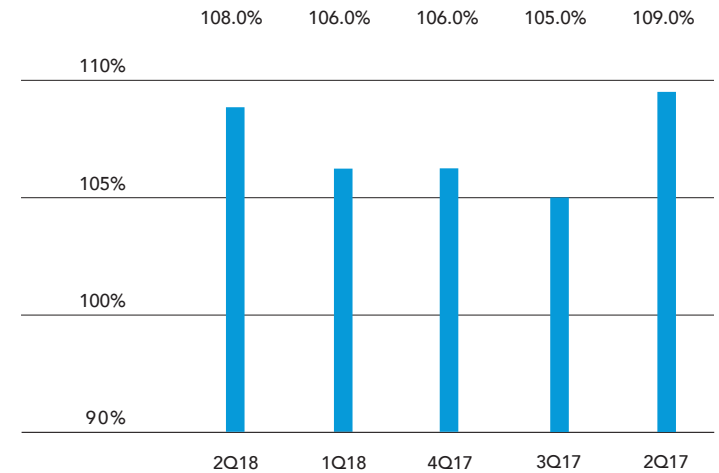
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



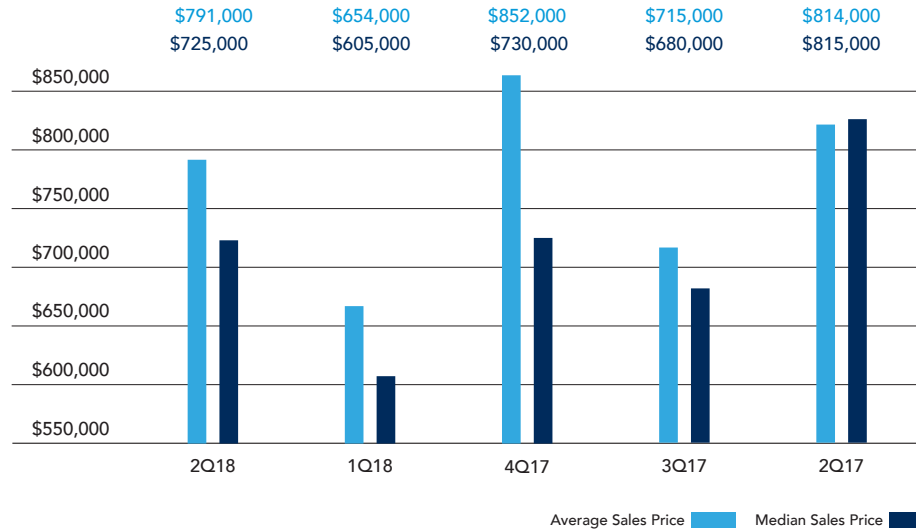
Glen Ridge

SINGLE FAMILY HOMES

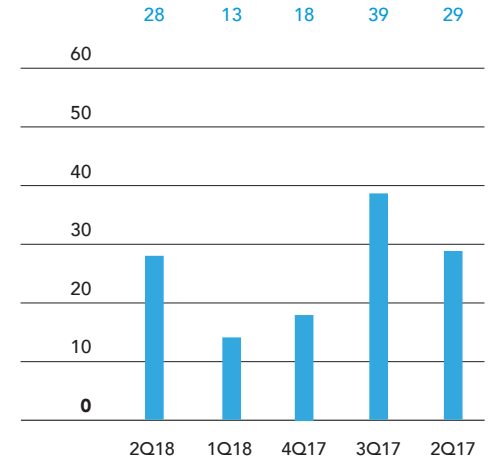
The average sale price of Single Family Home sales was \$791,000, a decrease of 3% over prior year. The median sale price also displayed a reduction, ending 11% lower at \$725,000.

There were 28 closed sales this period. Properties spent an average of 22 days on market. Sellers received approximately 111% of the asking price.

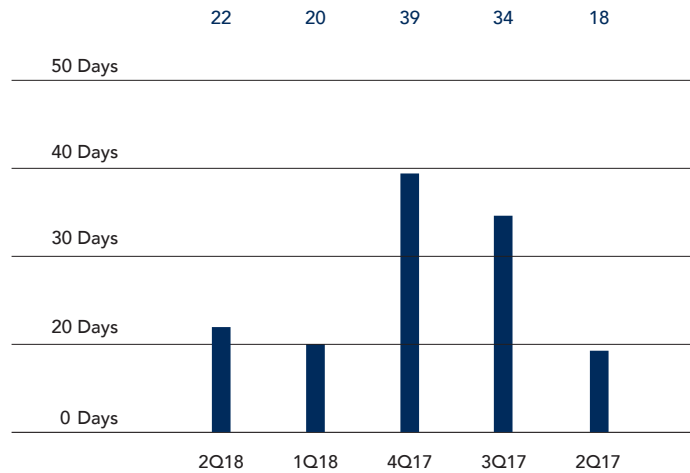
AVERAGE AND MEDIAN SALES PRICE



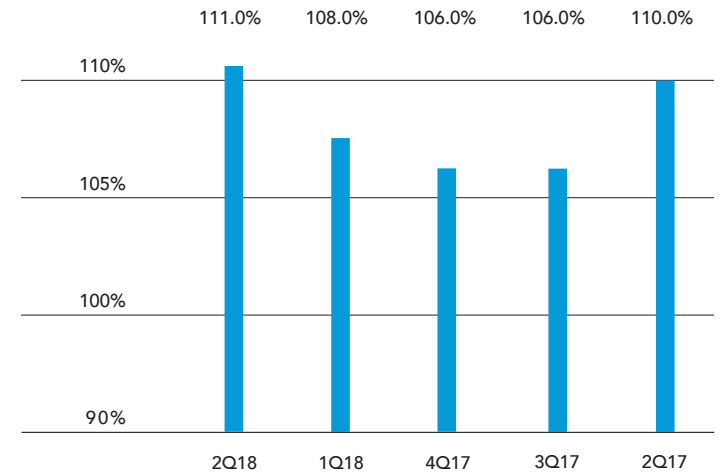
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



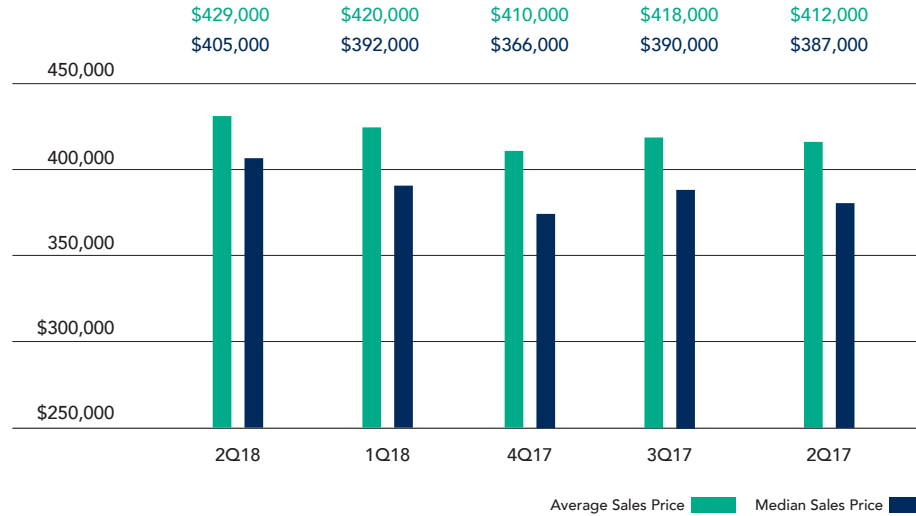
West Orange

SINGLE FAMILY HOMES

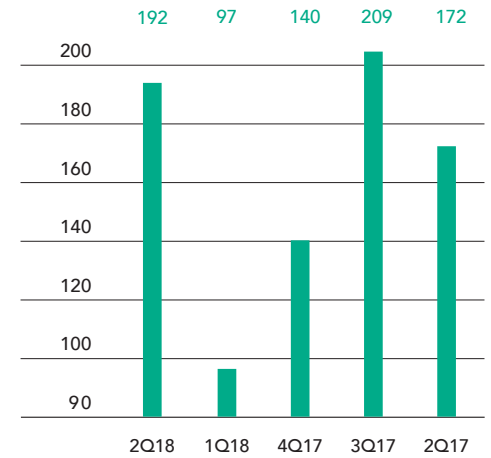
The average sale price had a small increase of 4% compared with the same period last year, ending at \$429,000. The median sale price also had a moderate increase ending at \$405,000 or 5% higher than prior year.

There were higher closed sales with 192 closings versus 172 during the same period last year. Single Family Homes spent an average of 44 days on market with sellers gaining 101% of the asking price.

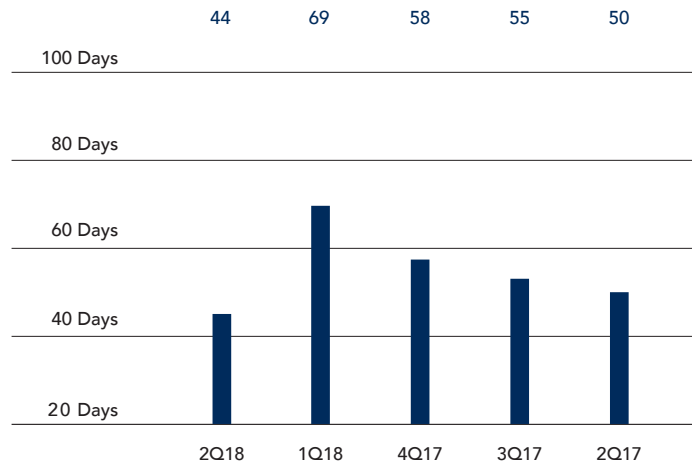
AVERAGE AND MEDIAN SALES PRICE



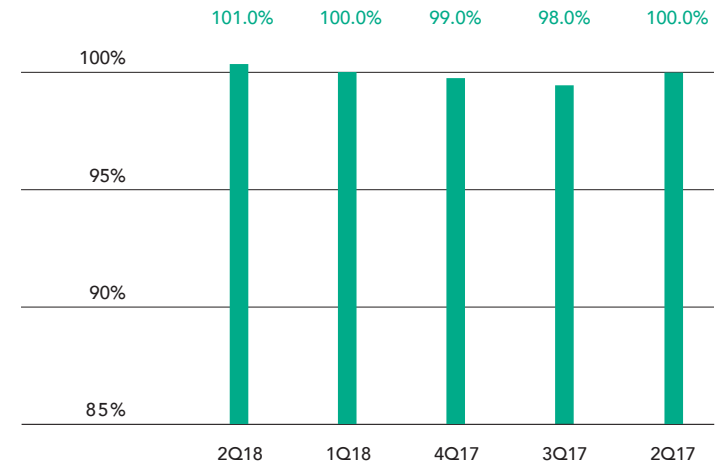
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



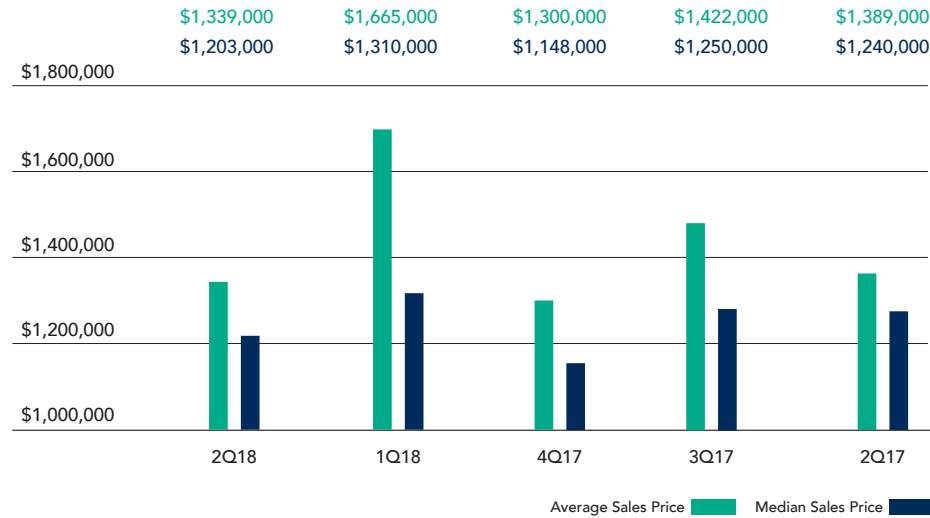
Short Hills Millburn Township

SINGLE FAMILY HOMES

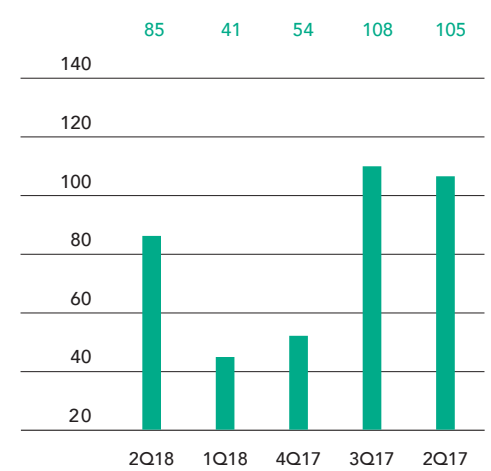
The average sale price of Single Family Home sales was \$1,339,000, a modest 4% decline over prior year. The median sale price was also lower at \$1,203,000 as compared with median of \$1,240,000 the prior year.

There were 85 closed sales this period with an average of 47 days on market and sellers receiving approximately 98% of asking price.

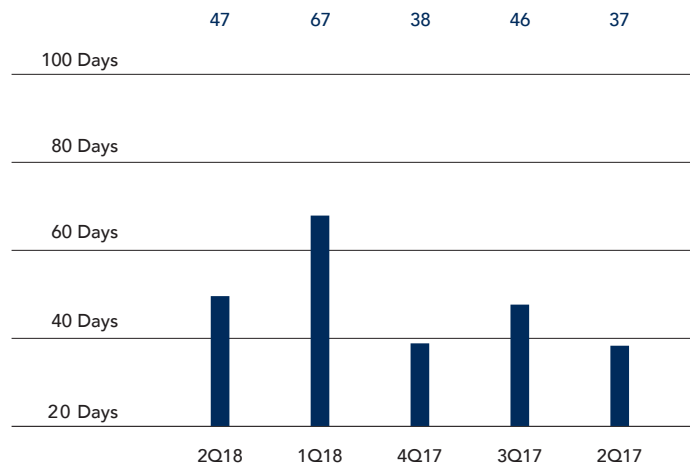
AVERAGE AND MEDIAN SALES PRICE



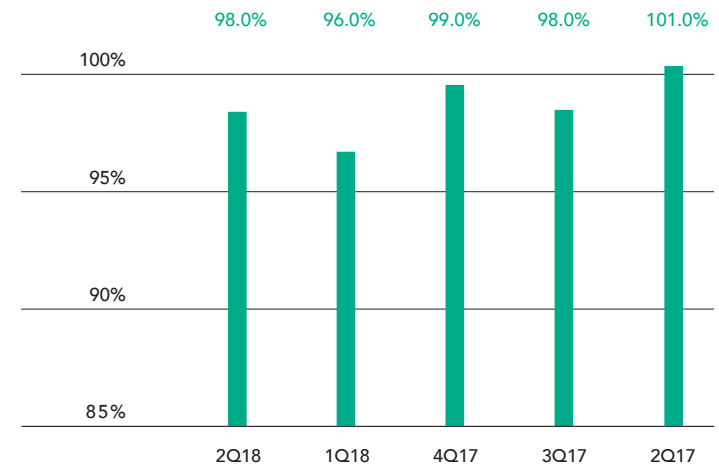
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



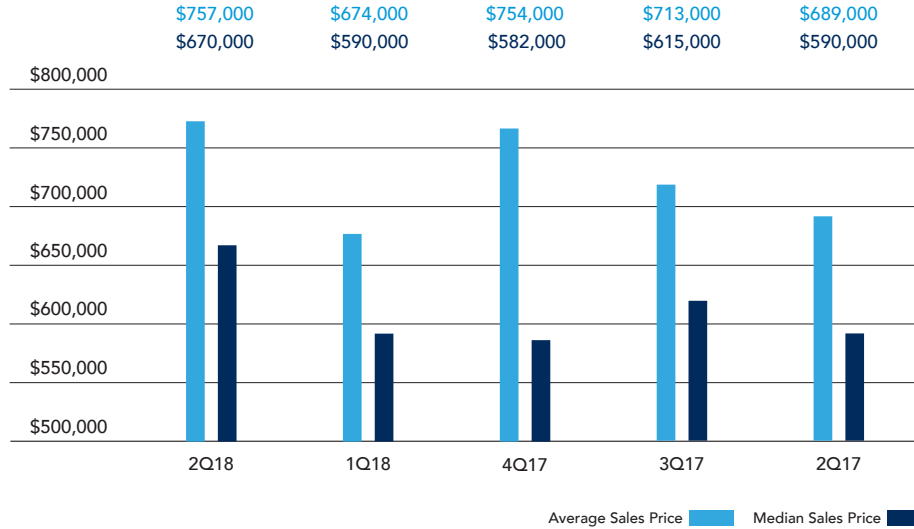
Livingston

SINGLE FAMILY HOMES

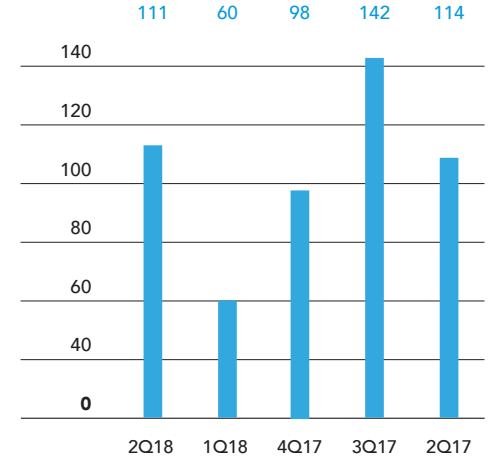
The average sale price ended at \$757,000, a 10% increase over prior year. The median sale price also had a significant increase ending at \$670,000 or 14% more than prior year.

Comparing with the same period last year, the closed sales had a small decrease at 111 closings or 3%. Single Family Homes spent an average of 50 days on the market with sellers gaining an average of 100% of asking price.

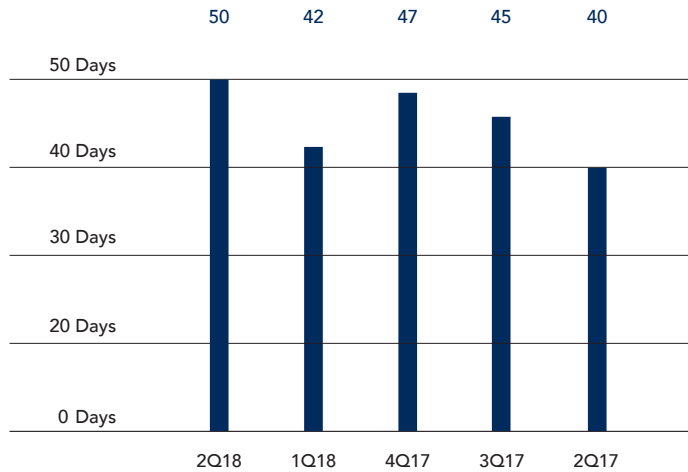
AVERAGE AND MEDIAN SALES PRICE



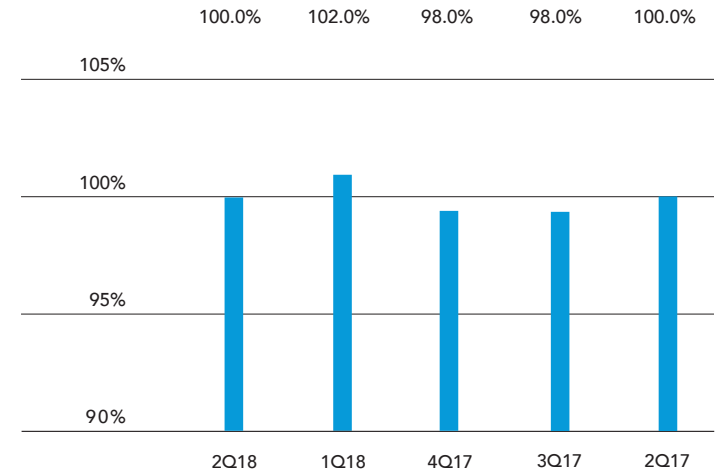
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



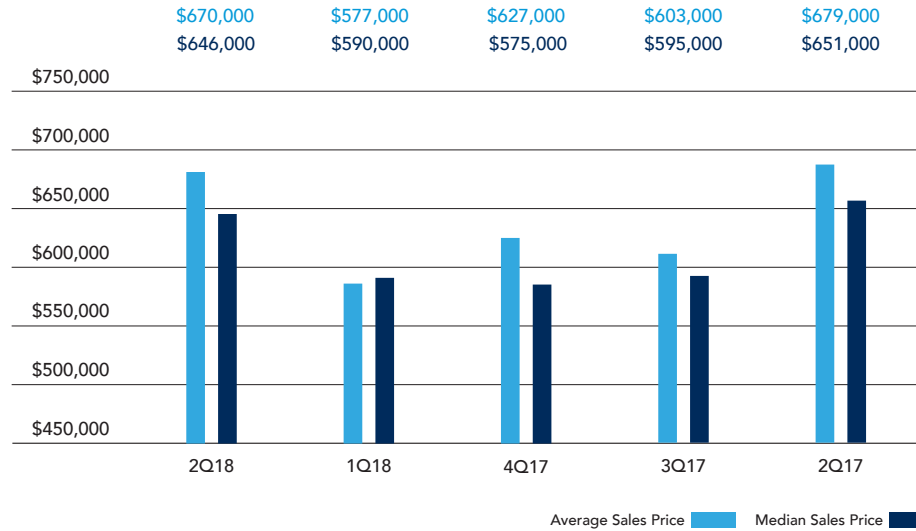
Maplewood

SINGLE FAMILY HOMES

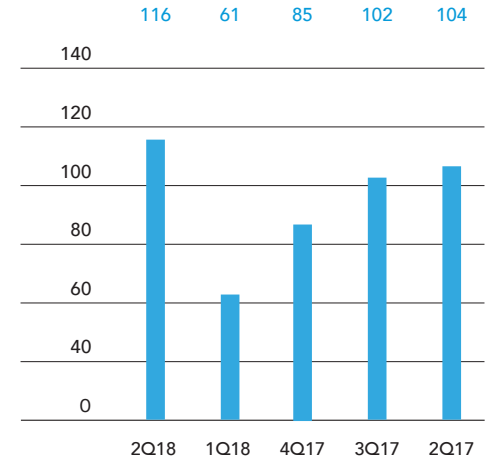
The average sale price decreased a moderate 1% ending at \$670,000. Median price also showed a 1% reduction at \$646,000.

There were 116 closings this period versus 104 sales during the same period last year. Single Family Homes spent an average of 22 days on market. Sellers gained an average of 104% of asking price.

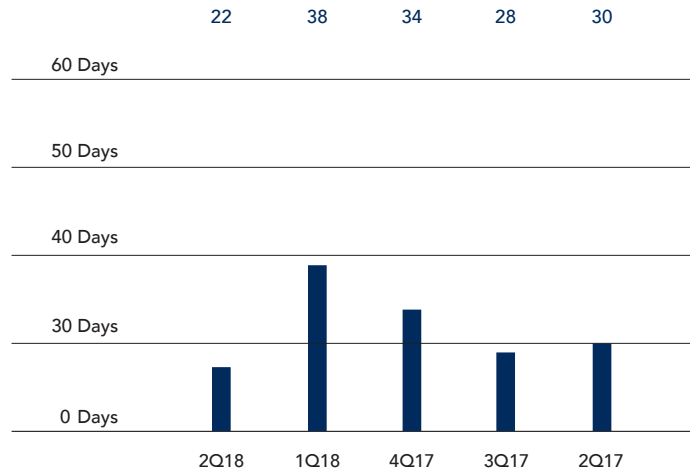
AVERAGE AND MEDIAN SALES PRICE



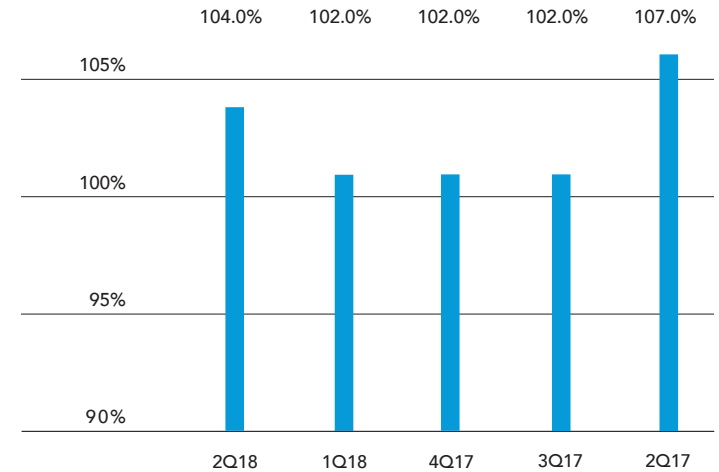
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



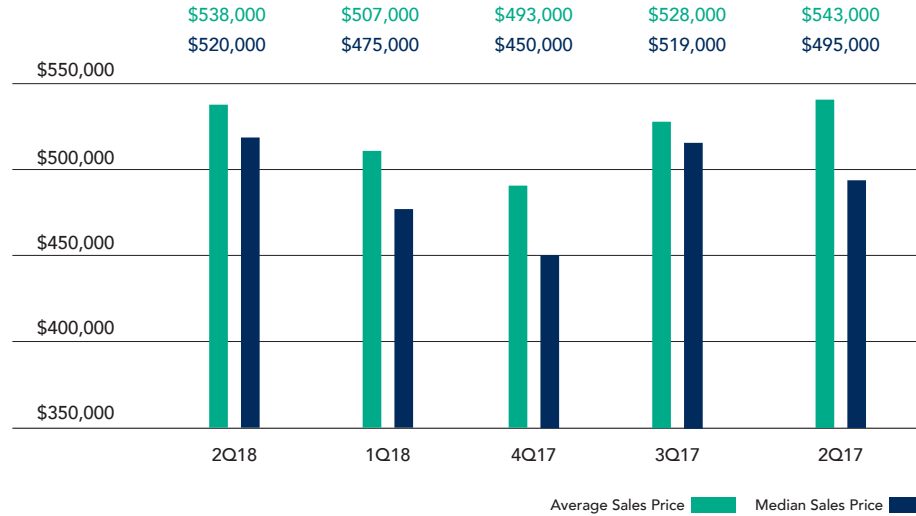
Verona

SINGLE FAMILY HOMES

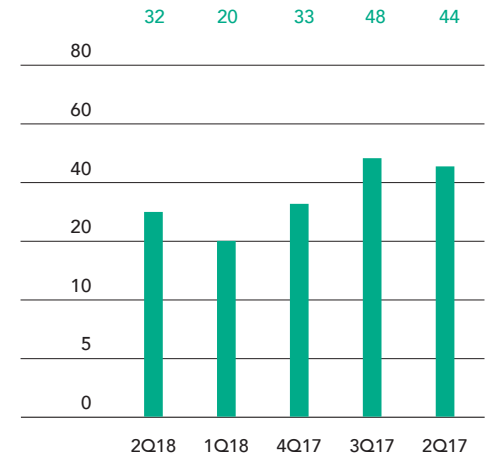
The average sale price was \$538,000, a 1% decline over prior year average of \$543,000. The median sale price was \$520,000, a 5% improvement from prior year's \$495,000 figure.

There were 32 closed sales this period, a significant 27% decrease from the same period last year at 44 sales. Single Family Homes spent an average of 31 days on market with sellers gaining an average of 101% of offering price.

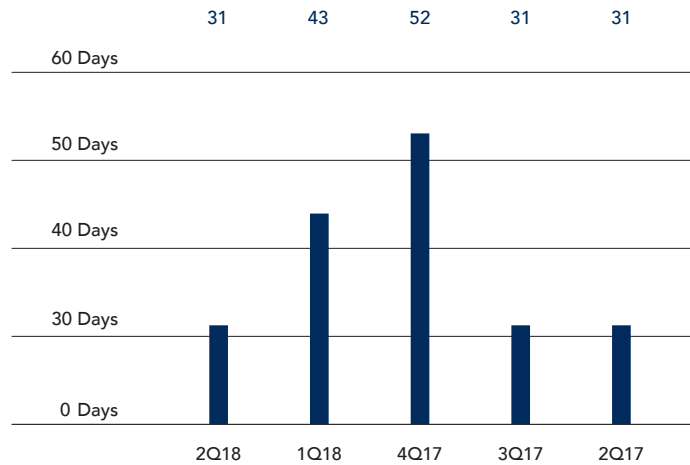
AVERAGE AND MEDIAN SALES PRICE



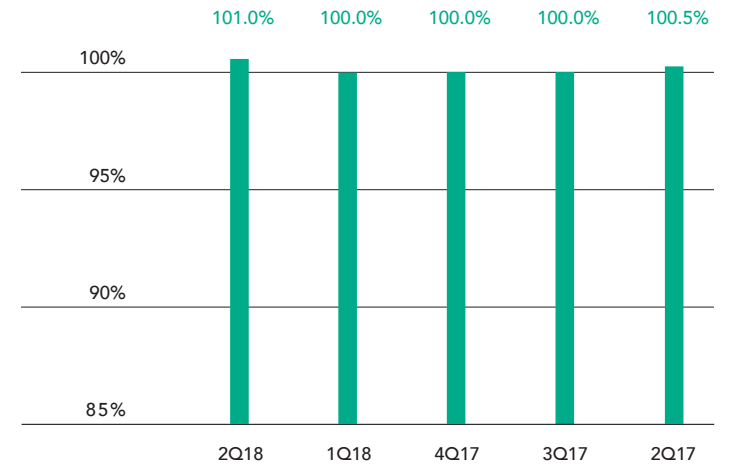
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



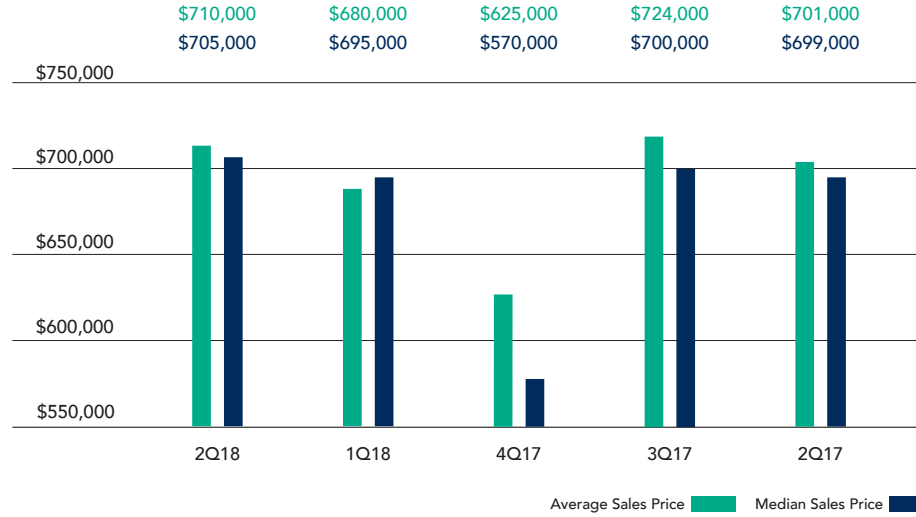
South Orange

SINGLE FAMILY HOMES

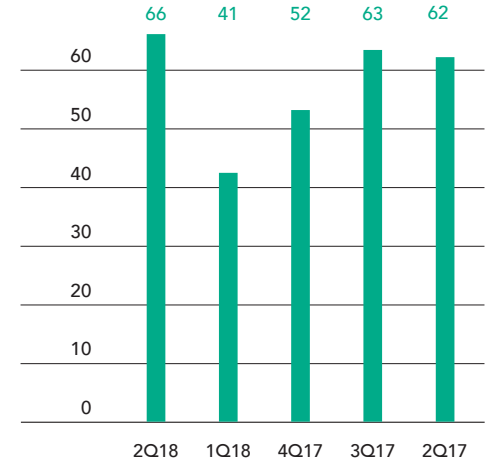
The average sale price ended at \$710,000, a 1% increase over prior year. The same increase of 1% is noted on the median price ending this period at \$705,000.

There was an increase in closed sales with 66 closings versus 62 sales during the same period last year. Single Family Homes spent an average of 37 days on market with sellers gaining an average of 102% of asking price.

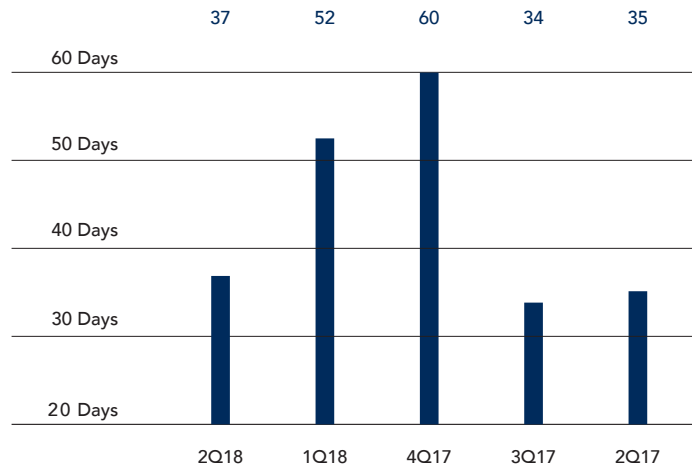
AVERAGE AND MEDIAN SALES PRICE



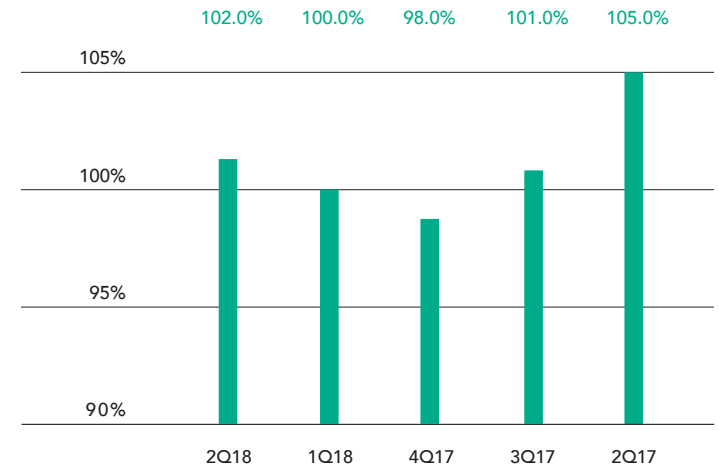
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



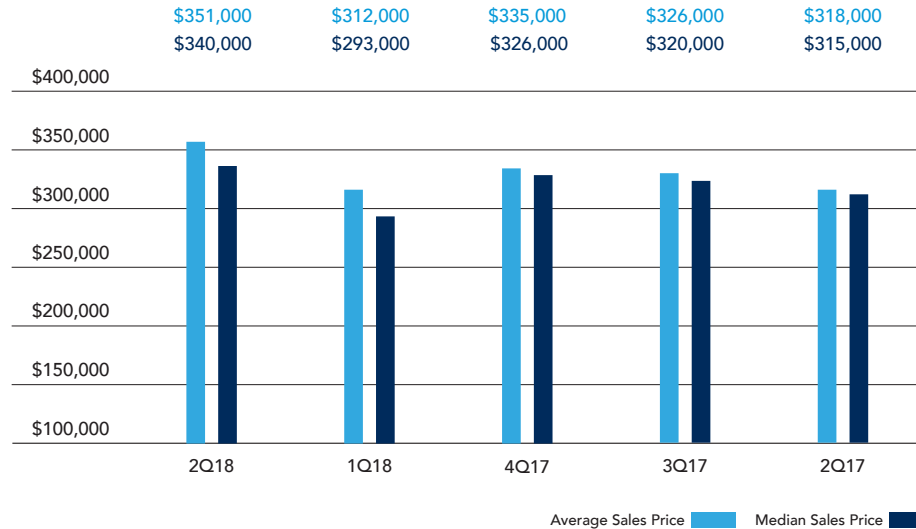
Bloomfield

SINGLE FAMILY HOMES

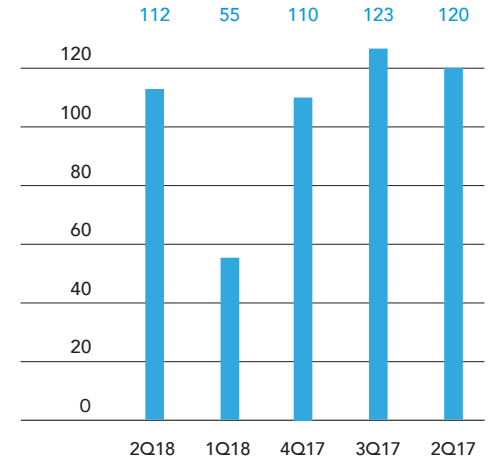
Market price measures continue the trend of the last quarter with a 10% increase in the average sale price and an 8% gain in the median sale price. The average sale price ended at \$351,000 as compared with prior year average of \$318,000. The median sale price was \$340,000, an improvement from prior year's \$315,000 figure.

The number of closed sales decreased by 7% with 112 closings this period versus 120 sales during the same period last year. Single Family Homes spent an average of 39 days on market with sellers gaining an average of 104% of asking price.

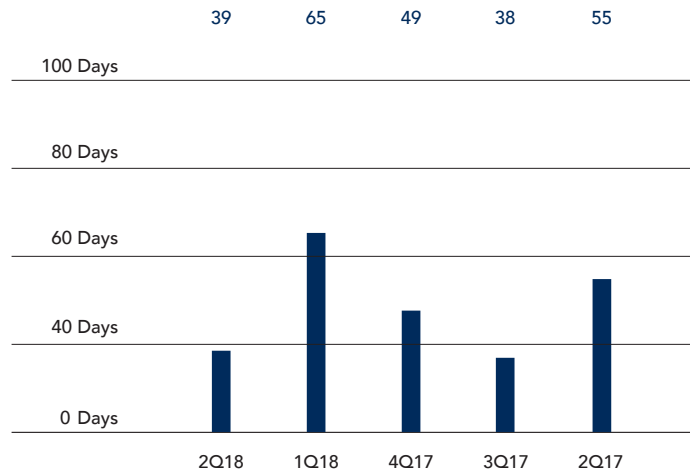
AVERAGE AND MEDIAN SALES PRICE



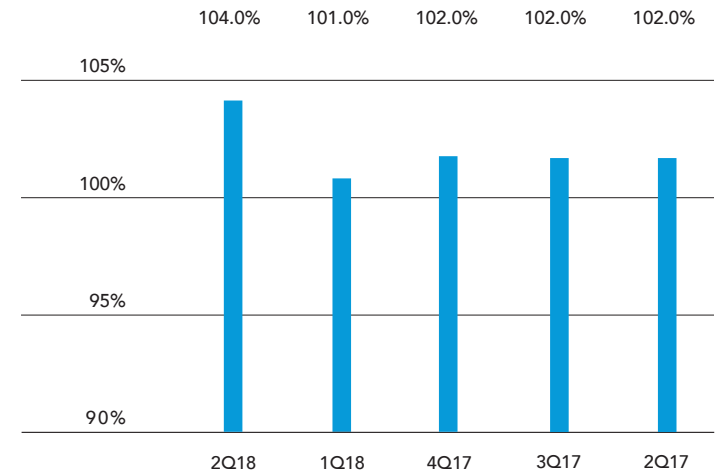
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



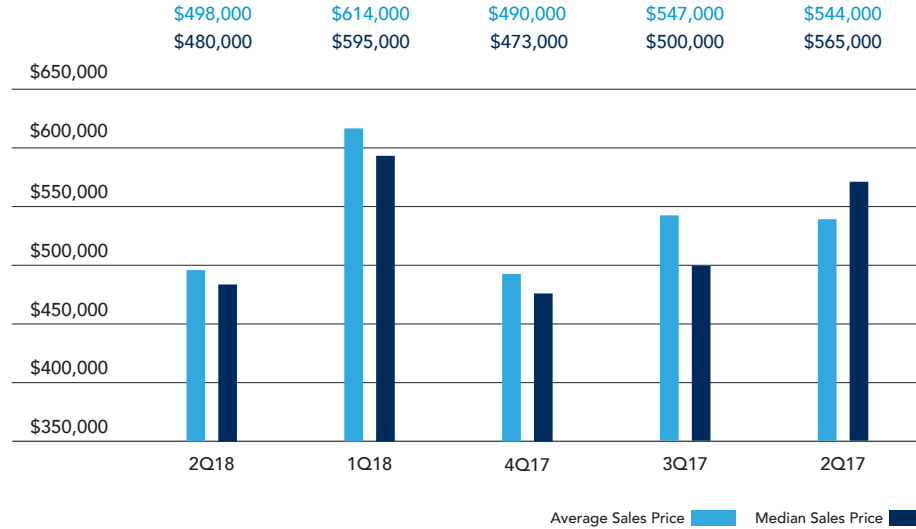
Roseland

SINGLE FAMILY HOMES

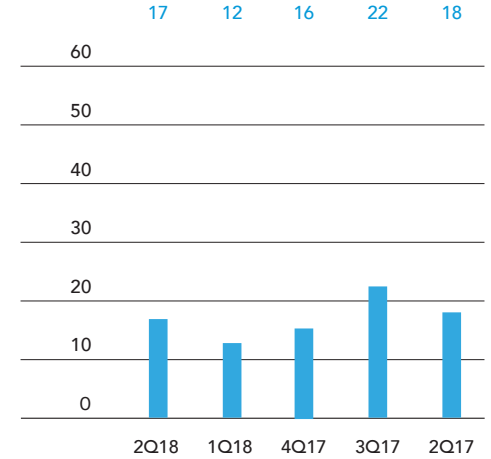
The average sale price ended at \$498,000, a 9% decline over prior year. The median sale price also had a significant reduction, ending at \$480,000 or 15% lower than prior year.

There were 17 closed sales, a decrease of 6% comparing with the same period last year. Single family homes spent an average of 78 days on the market, a slowdown comparing with 2017's second quarter. Sellers obtained on average, a 99% of the original asking price.

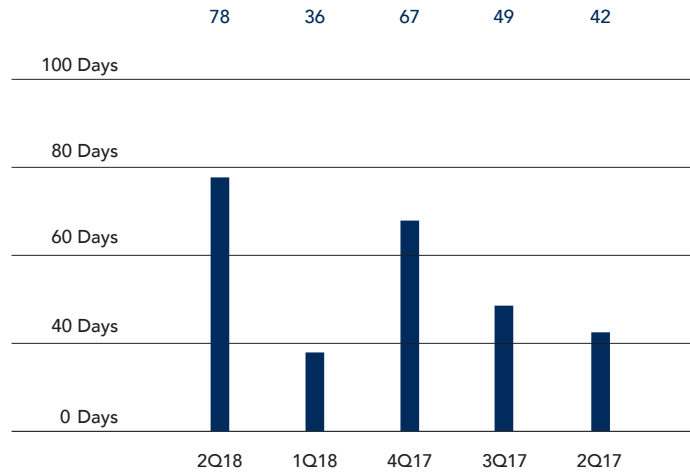
AVERAGE AND MEDIAN SALES PRICE



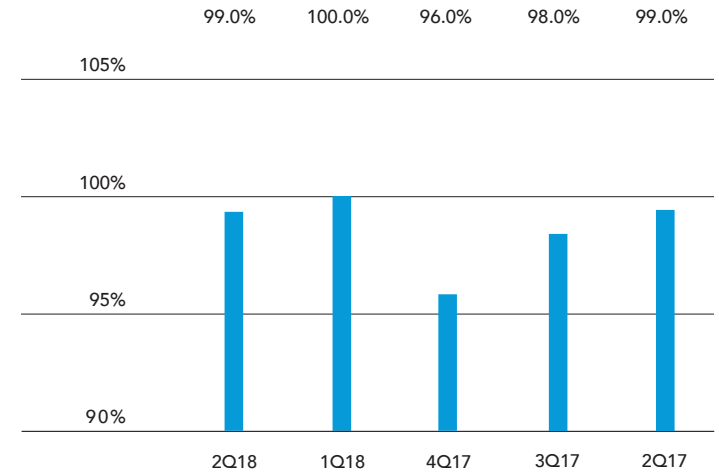
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



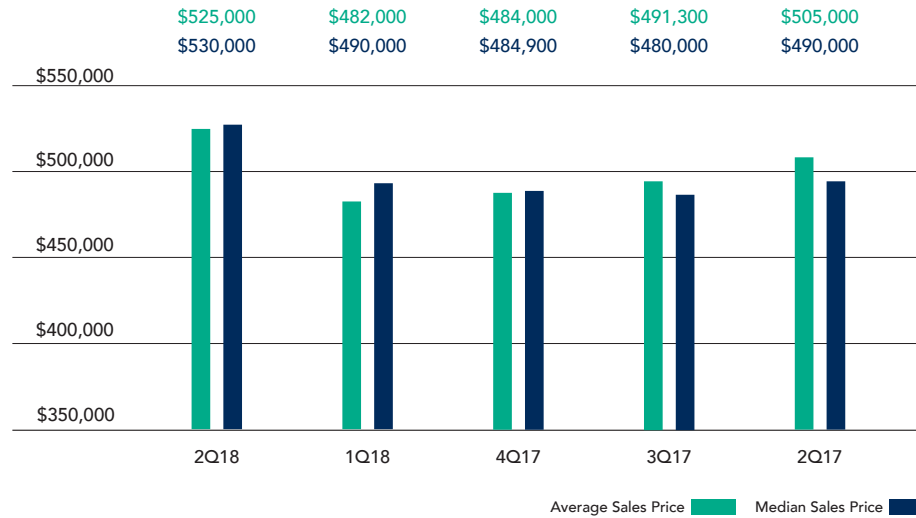
Caldwell and West Caldwell

SINGLE FAMILY HOMES

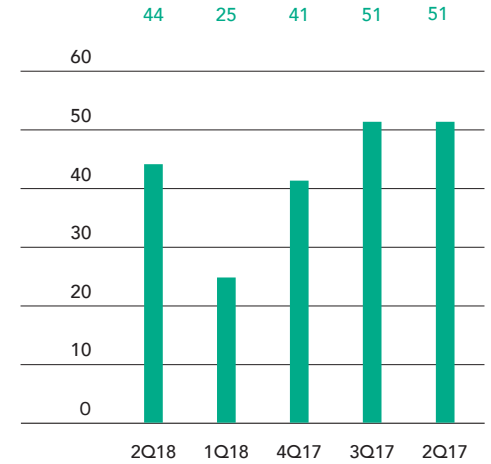
The average sale price ended at \$525,000, a 4% increase over prior year. The median sale price was also up, gaining 8% to reach \$530,000 as compared with \$490,000 in the prior year.

There was a decline in total closed sales with 44 closings versus 51 sales during the same period last year. Single Family Homes spent an average of 47 days on market with sellers gaining an average of 100% of asking price.

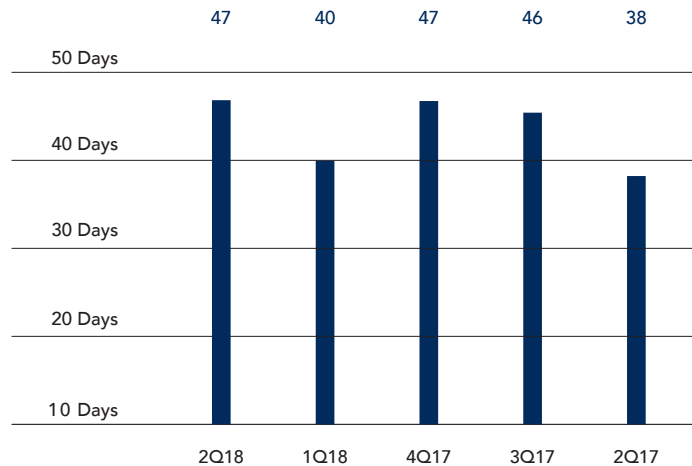
AVERAGE AND MEDIAN SALES PRICE



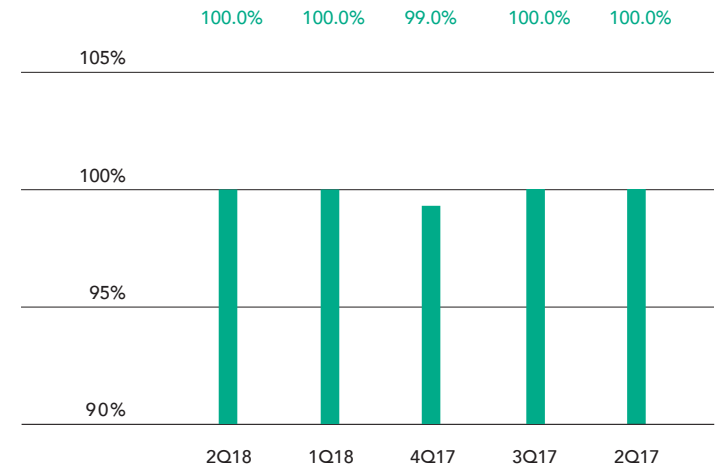
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



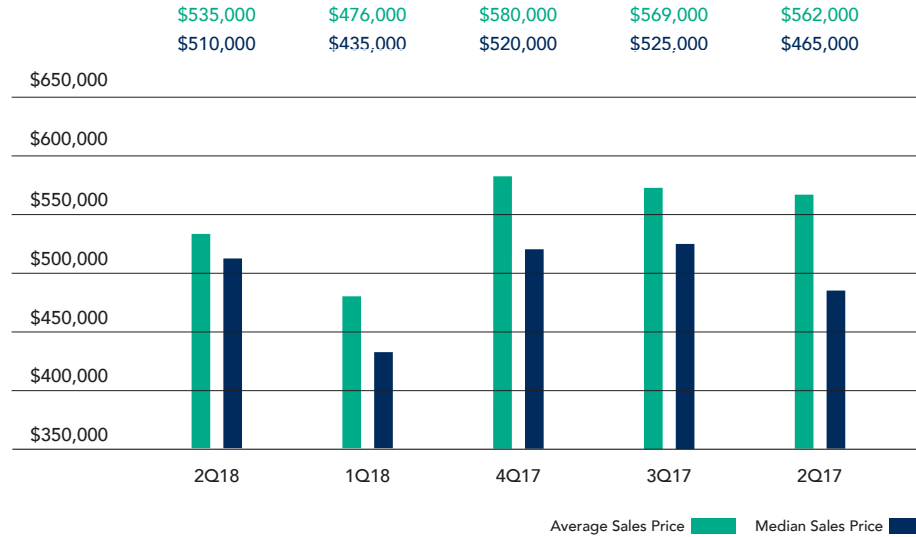
Cedar Grove

SINGLE FAMILY HOMES

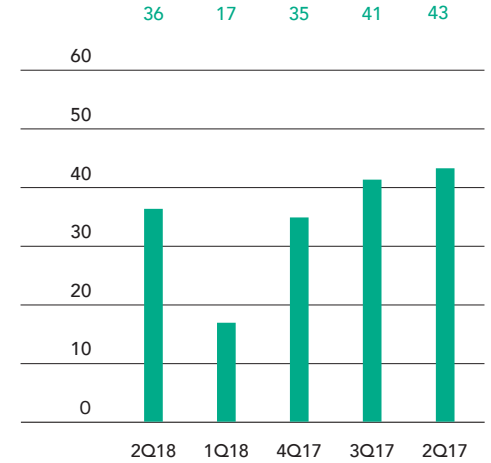
The average sale price decreased at 5% ending at \$535,000. In contrast, the median price showed a significant increase of 10% ending at \$510,000 from \$465,000 over the same period last year.

There were 36 closings this period versus 43 sales during the same period last year. Single Family Homes spent an average of 34 days on market. Sellers gained an average of 102% of asking price.

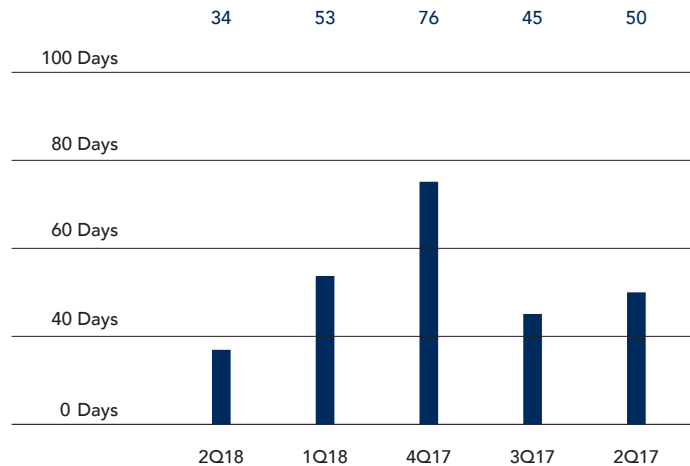
AVERAGE AND MEDIAN SALES PRICE



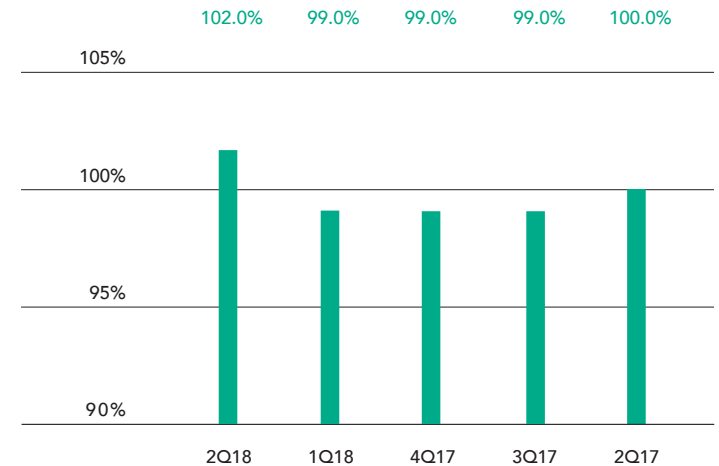
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



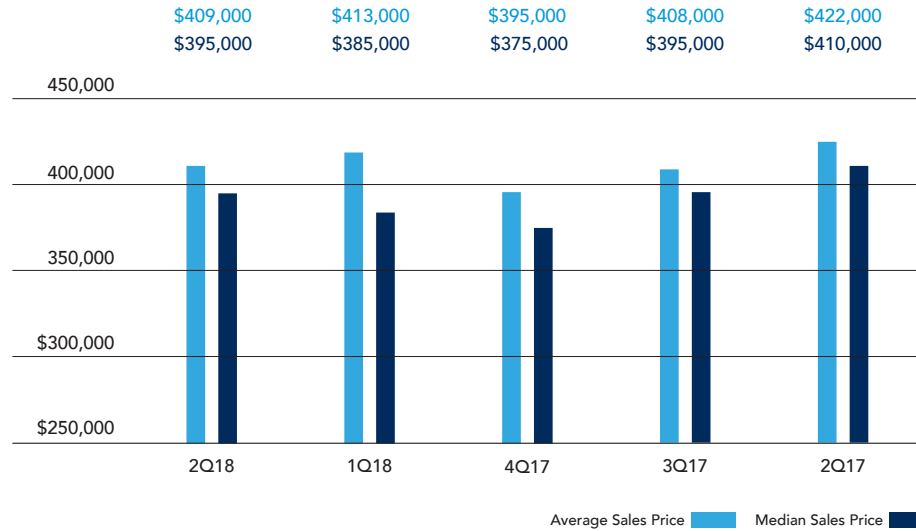
Nutley

SINGLE FAMILY HOMES

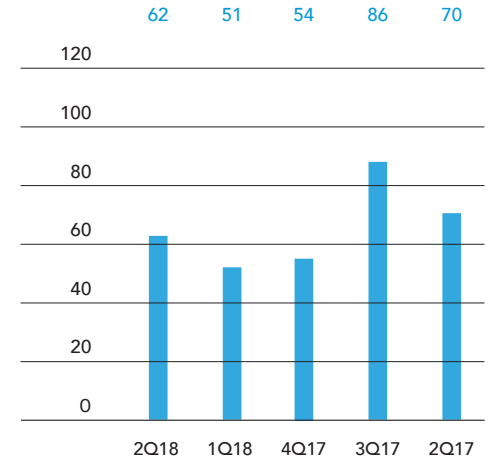
The average sale price of Single Family Home sales was \$409,000, a reduction of 3% over prior year. The median sale price also ended 4% lower at \$395,000.

There were 62 closed sales this period. Properties spent an average of 47 days on market. Sellers received approximately 102% of the asking price.

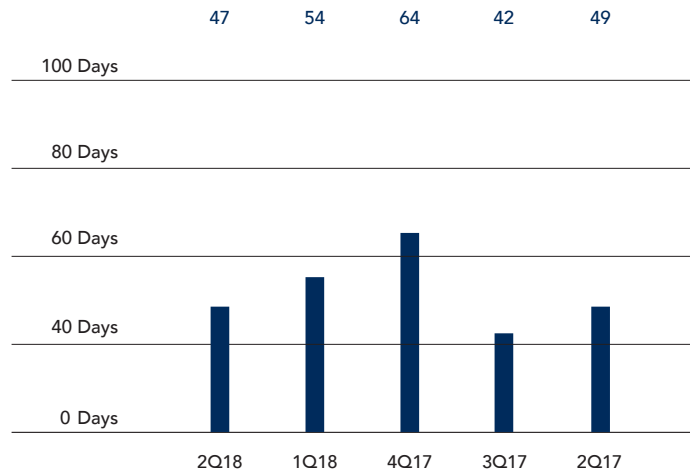
AVERAGE AND MEDIAN SALES PRICE



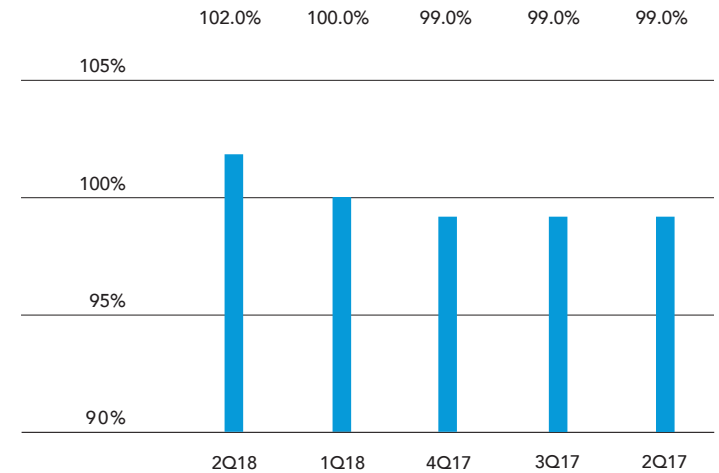
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



HALSTEAD

REAL ESTATE

OFFICES

MANHATTAN PARK AVENUE

499 Park Avenue
New York, NY 10022
212.734.0010

EAST SIDE

770 Lexington Avenue
New York, NY 10065
212.317.7800

WEST SIDE

408 Columbus Avenue
New York, NY 10024
212.769.3000

VILLAGE

831 Broadway
New York, NY 10003
212.381.6500

SOHO

451 West Broadway
New York, NY 10012
212.381.4200

HARLEM

2169 Frederick Douglass Boulevard
New York, NY 10026
212.381.2570

WASHINGTON HEIGHTS

819 West 187th Street
New York, NY 10033
212.381.2452

BRONX RIVERDALE JOHNSON

3531 Johnson Avenue
Riverdale, NY 10463
718.878.1700

RIVERDALE MOSHOLU

5626 Mosholu Avenue
Riverdale, NY 10471
718.549.4116

BROOKLYN BROOKLYN HEIGHTS

122 Montague Street
Brooklyn, NY 11201
718.613.2000

NORTH SLOPE

76 Seventh Avenue
Brooklyn, NY 11217
718.399.2222

PARK SLOPE

160 7th Avenue
Brooklyn, NY 11215
718.878.1960

COBBLE HILL

162 Court Street
Brooklyn, NY 11201
718.613.2020

BEDFORD STUYVESANT

316 Stuyvesant Avenue
Brooklyn, NY 11233
718.613.2800

BEDFORD STUYVESANT

1191 Bedford Avenue
Brooklyn, NY 11216
N/A

SOUTH SLOPE

1214 8th Avenue
Brooklyn, NY 11215
718.878.1888

FORT GREENE

725 Fulton Street
Brooklyn, NY 1127
718.613.2800

HUDSON VALLEY HUDSON

526 Warren Street
Hudson, NY 12534
518.828.0181

CONNECTICUT DARIEN

671 Boston Post Road
Darien, CT 06820
203.655.1418

NEW CANAAN - ELM STREET

183 Elm Street
New Canaan, CT 06840
203.966.7800

NEW CANAAN - SOUTH AVENUE

6 South Avenue
New Canaan, CT 06840
203.966.7772

ROWAYTON

140 Rowayton Avenue
Rowayton, CT 06853
203.655.1418

GREENWICH

125 Mason Street
Greenwich, CT 06830
203.869.8100

STAMFORD

1099 High Ridge Road
Stamford, CT 06905
203.329.8801

WESTPORT

379 Post Road East
Westport, CT 06880
203.221.0666

WILTON

21 River Road
Wilton, CT 06897
203.762.8118

QUEENS LONG ISLAND CITY

47-12 Vernon Boulevard
Queens, NY 1110
718.878.1800

NEW JERSEY HOBOKEN

200 Washington Street
Hoboken, NJ 07030
201.478.6700

MONTCLAIR

635 Valley Road,
Montclair, NJ 07030
973.744.6033

HAMPTONS EAST HAMPTON

2 Newtown Lane
East Hampton, NY 11937
631.324.6100

SOUTHAMPTON

31 Main Street
Southampton, NY 11968
631.283.2883

CORPORATE COMMERCIAL SALES

770 Lexington Avenue
New York, NY 10065
212.381.3208

DEVELOPMENT MARKETING

445 Park Avenue
New York, NY 10022
212.521.5703

GLOBAL SERVICES

770 Lexington Avenue
New York, NY 10065
212.381.6521

MANAGEMENT COMPANY

770 Lexington Avenue, 7th floor
New York, NY, 10065
212.508.7272

Halstead Property, LLC.

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