



Fourth Quarter 2018

Market Report | Essex County, New Jersey



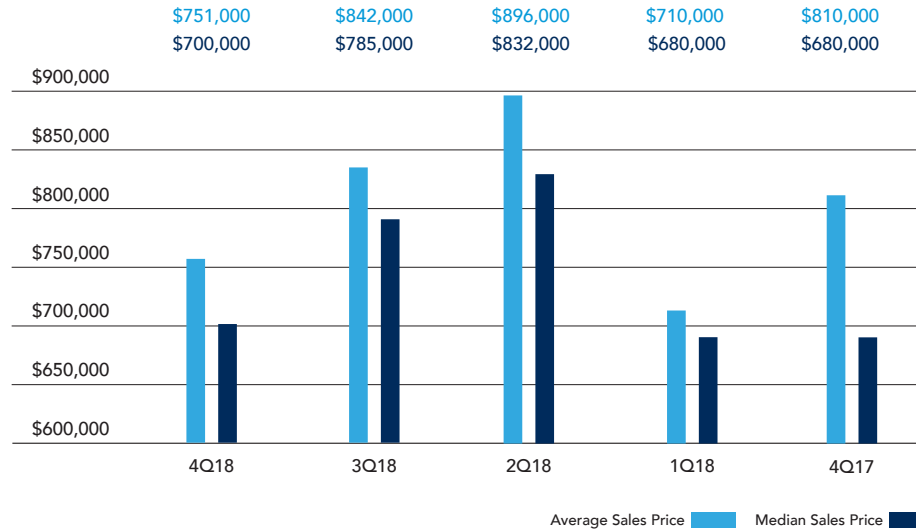
Montclair

SINGLE FAMILY HOMES

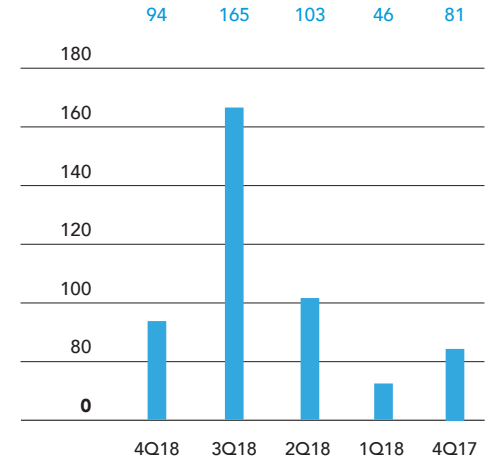
The average sale price ended at \$751,000, a 7% decline compared with prior year. The median sale price ended at \$700,000 or 3% higher.

The number of closed sales rose 16% with 94 sales compared with 81 sales the same period last year. Single Family Homes spent an average of 39 days on the market with sellers gaining an average of 103% of asking price.

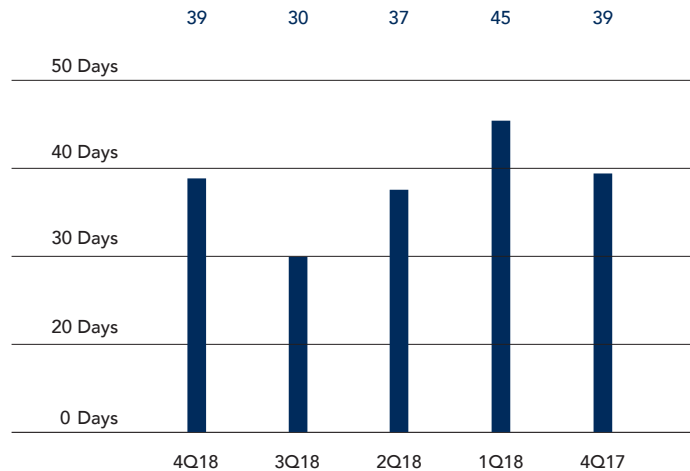
AVERAGE AND MEDIAN SALES PRICE



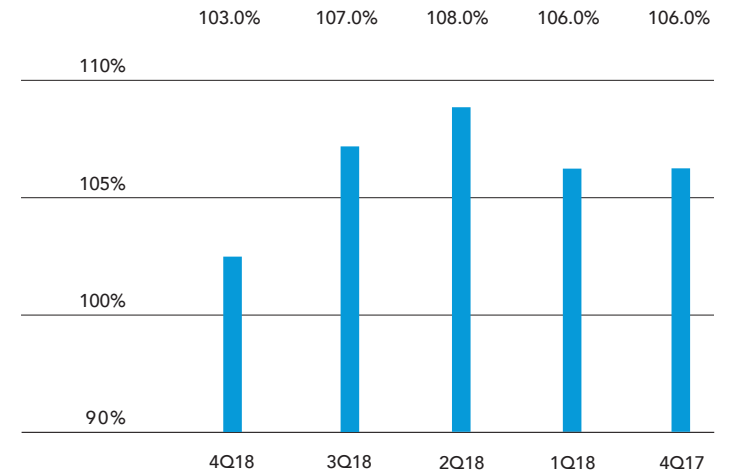
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



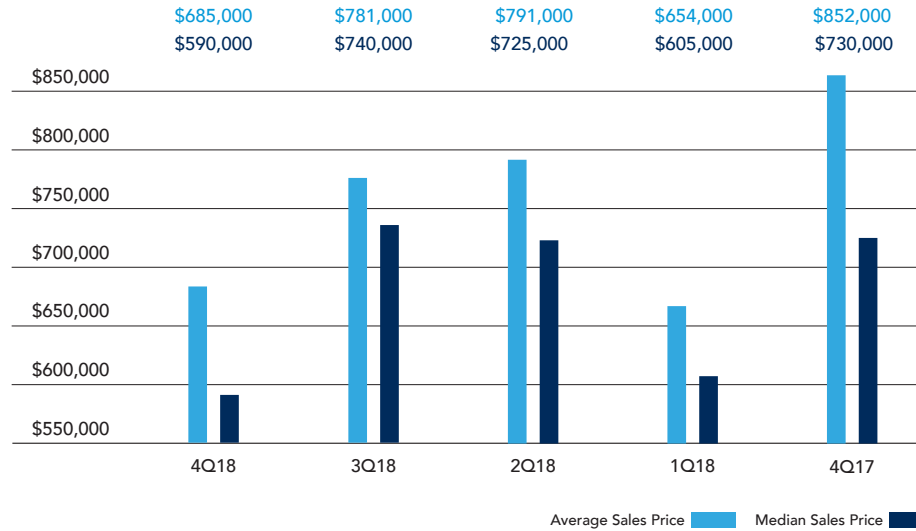
Glen Ridge

SINGLE FAMILY HOMES

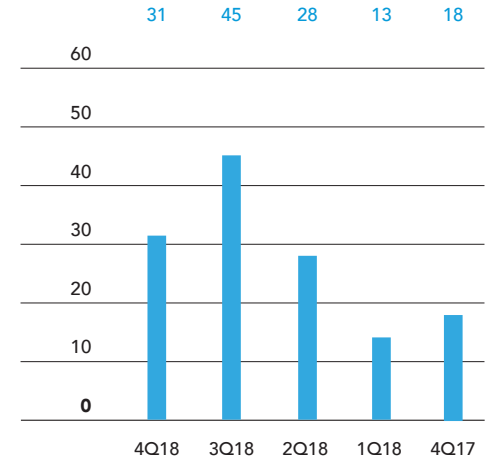
The average sale price of Single Family Home sales was \$685,000, a decrease of 20% over prior year. The median sale price also declined ending at \$590,000.

There were 31 closed sales which was less than the 45 sales in the prior quarter but higher than 18 sales closed in the last quarter of 2017. Single Family Homes spent an average of 42 days on market with sellers gaining 104% of the asking price.

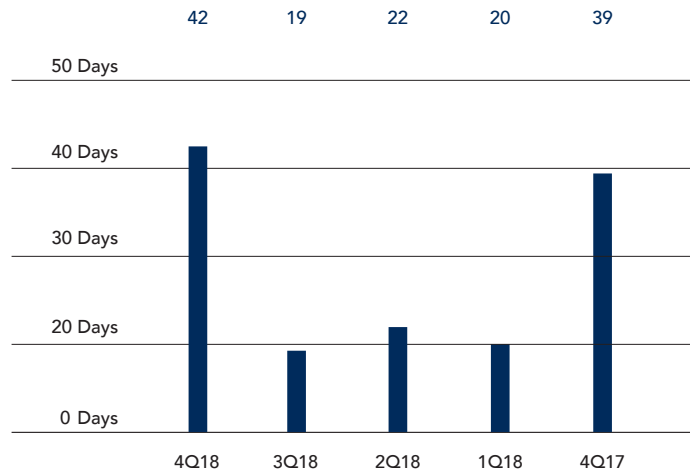
AVERAGE AND MEDIAN SALES PRICE



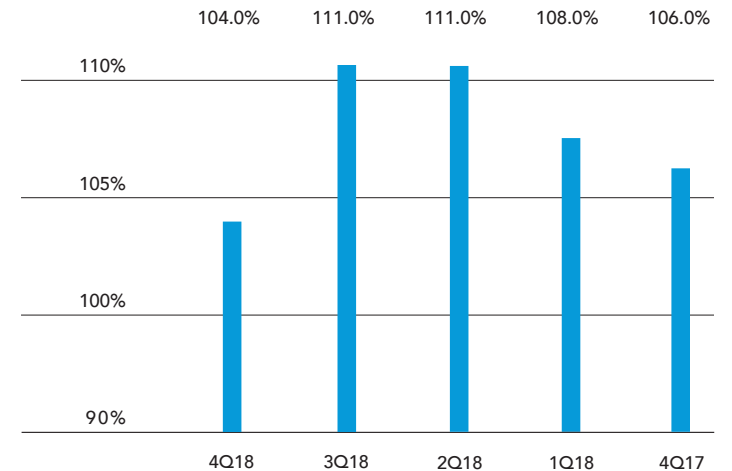
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



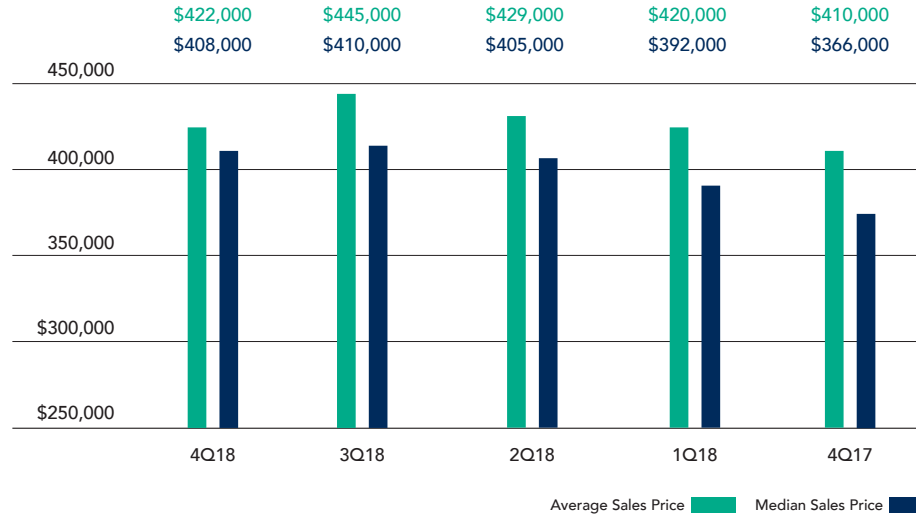
West Orange

SINGLE FAMILY HOMES

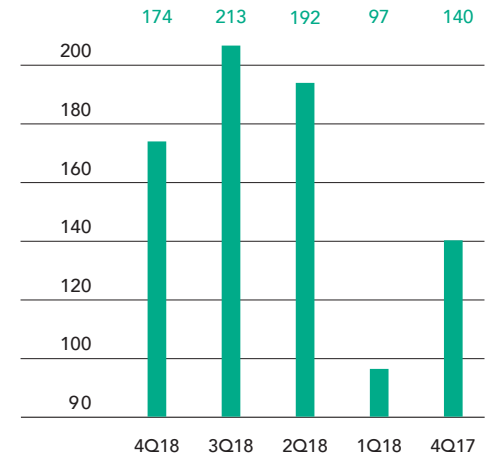
The average sale price was \$422,200, a 3% gain over prior year average of \$410,000. The median sale price was \$408,000, an 11% improvement from prior year.

There were 174 closed sales this period, a 24% improvement from the same period last year at 140 sales. Single Family Homes spent an average of 51 days on market with sellers gaining an average of 99% of offering price.

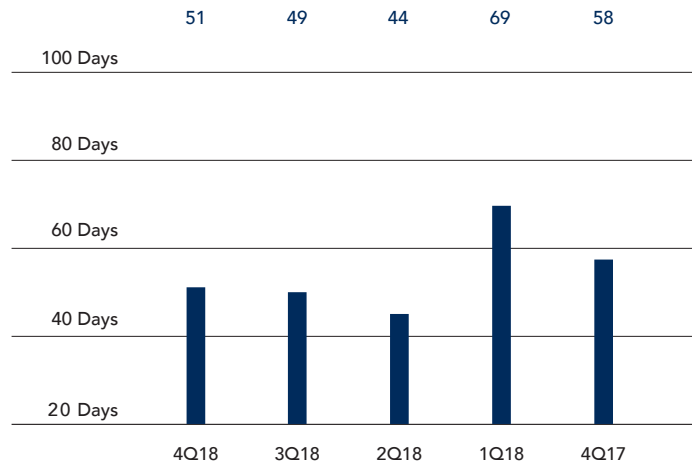
AVERAGE AND MEDIAN SALES PRICE



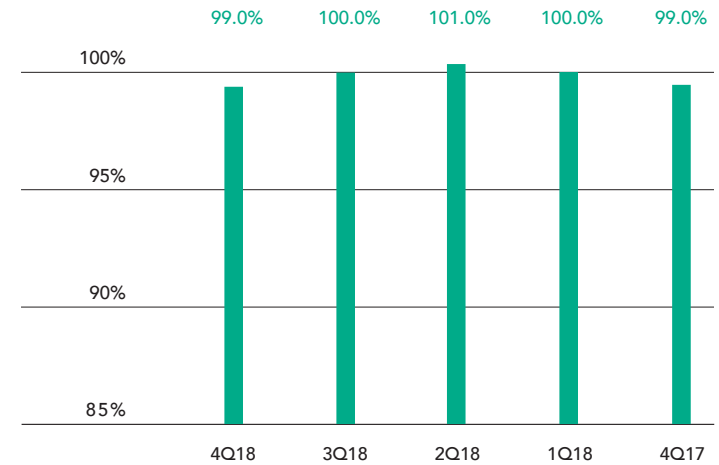
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



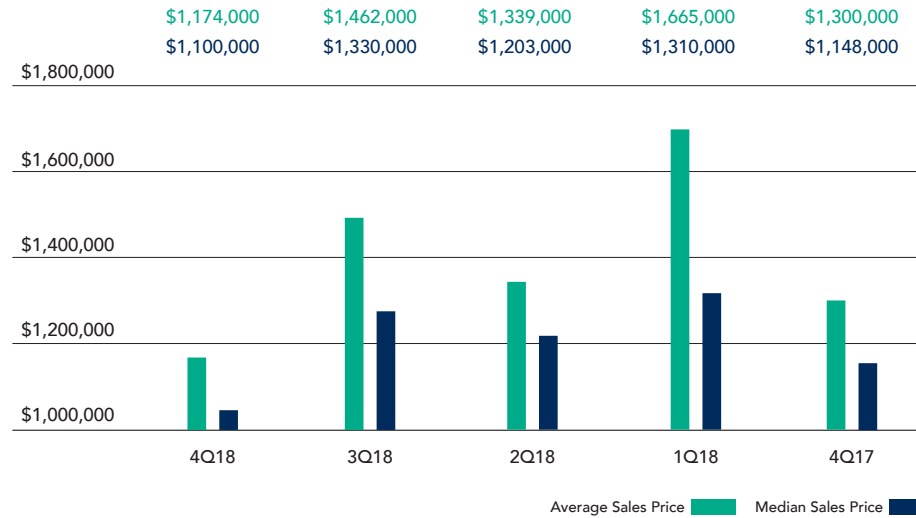
Short Hills Millburn Township

SINGLE FAMILY HOMES

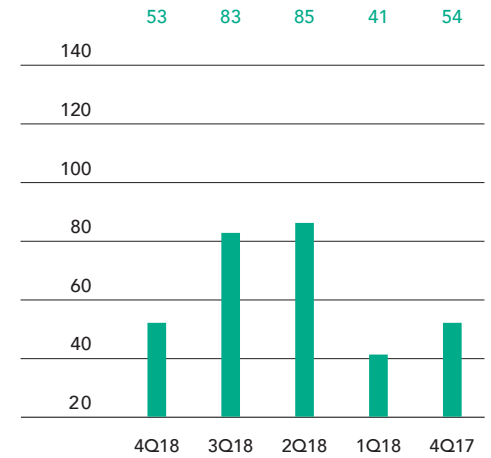
The average sale price fell 10% to \$1,173,800. The median sale price also decreased ending at \$1,100,000 or 4% less than the same period last year.

Compared with the same period last year, the number of sales remained fairly stable with a minimal decline of 2%. Single Family Homes spent an average of 56 days on the market and sellers gained an average of 96% of asking price.

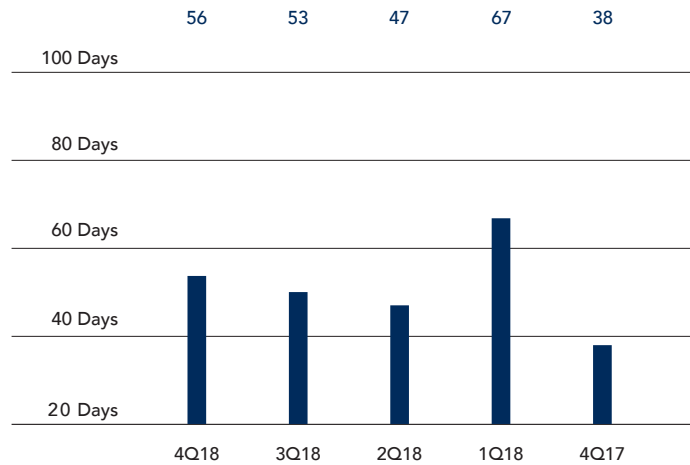
AVERAGE AND MEDIAN SALES PRICE



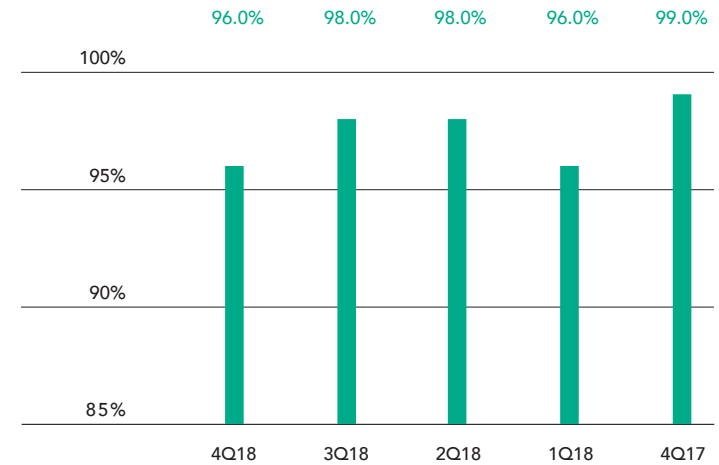
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



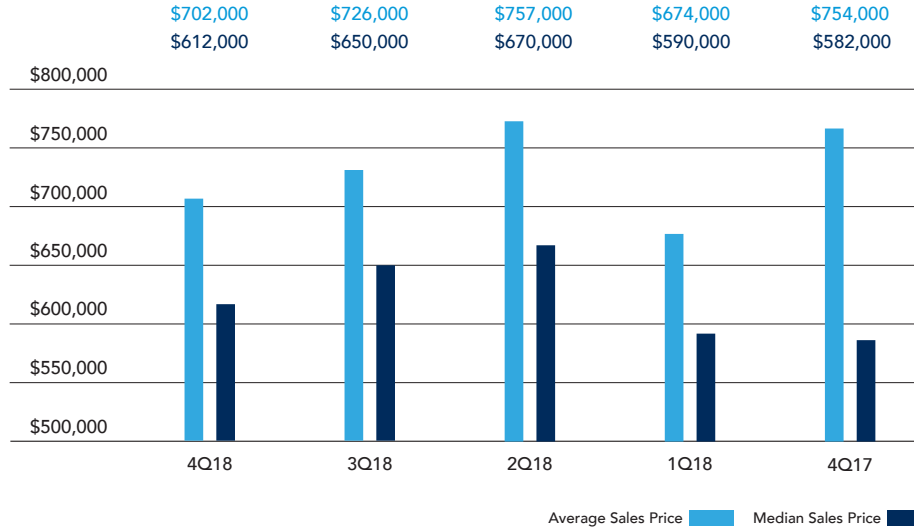
Livingston

SINGLE FAMILY HOMES

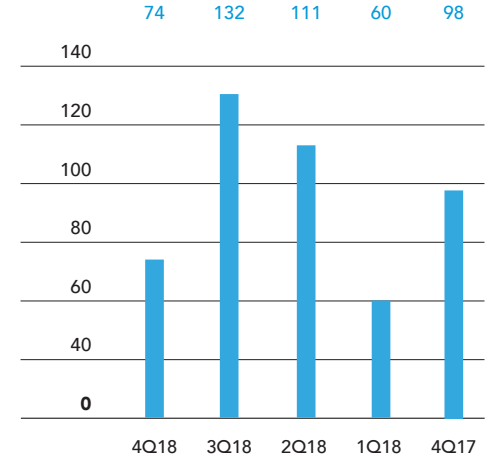
The average sale price ended at \$702,000, a 7% reduction over prior year. The median sale price ended at \$612,000 or 5% higher than the same period last year.

Closed sales had a significant decline of 24% or 74 sales versus 98 closed sales the same period last year. Single Family Homes spent an average of 51 days on the market with sellers gaining an average of 98% of the asking price.

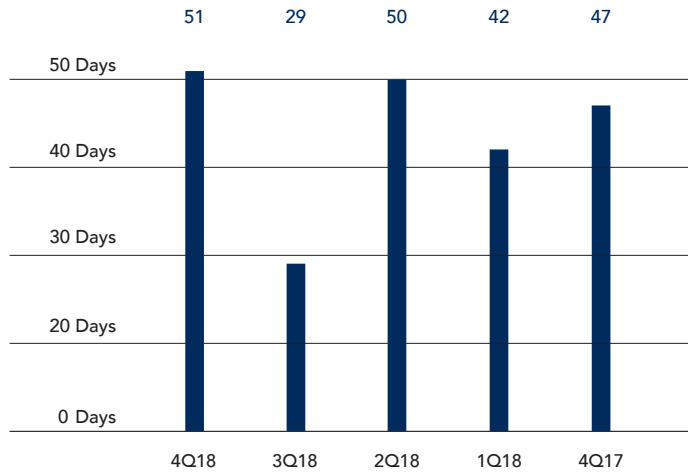
AVERAGE AND MEDIAN SALES PRICE



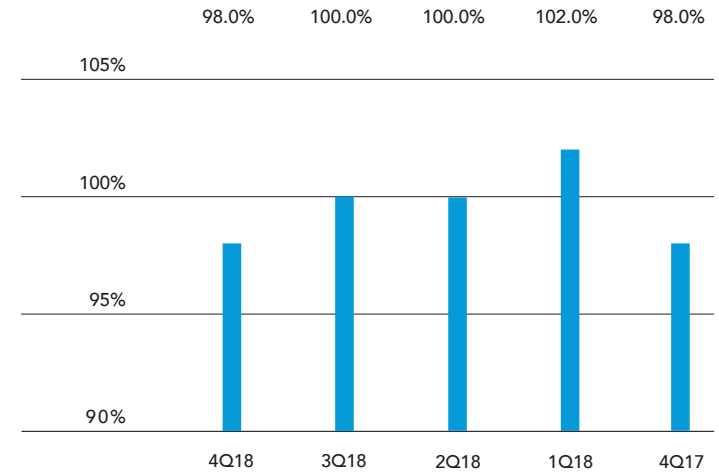
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



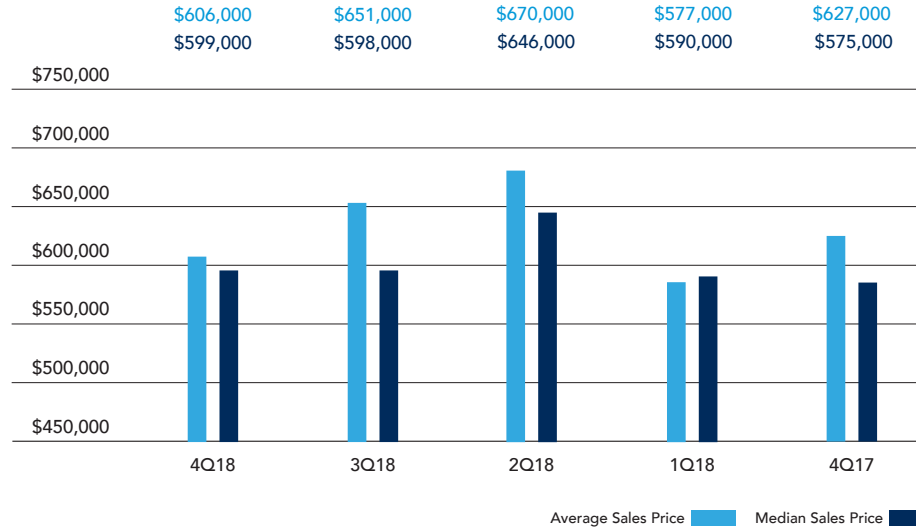
Maplewood

SINGLE FAMILY HOMES

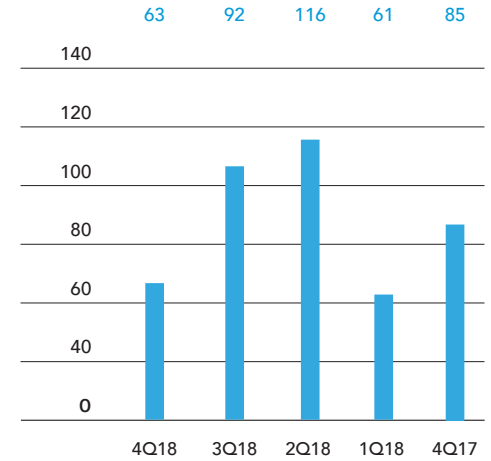
The average sale price ended at \$606,000, a minor 3% decline compared with prior year. The median sales price had an increase of 4%, ending this period at \$599,000.

There were just 63 closed sales versus 85 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.

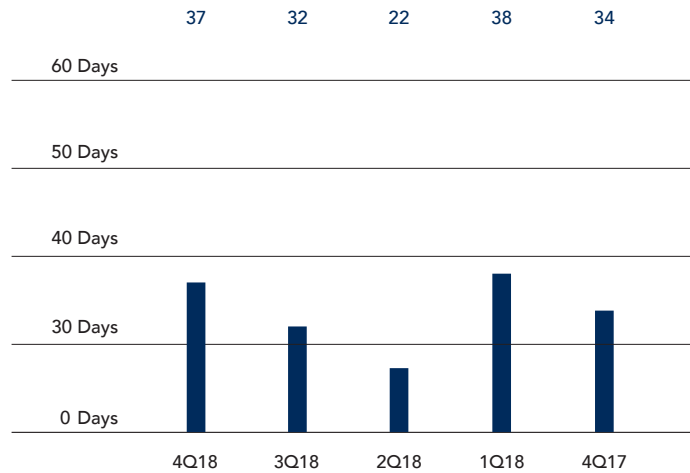
AVERAGE AND MEDIAN SALES PRICE



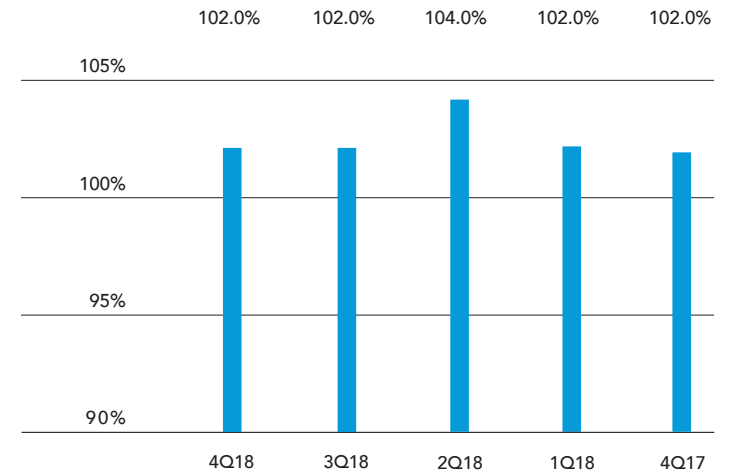
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



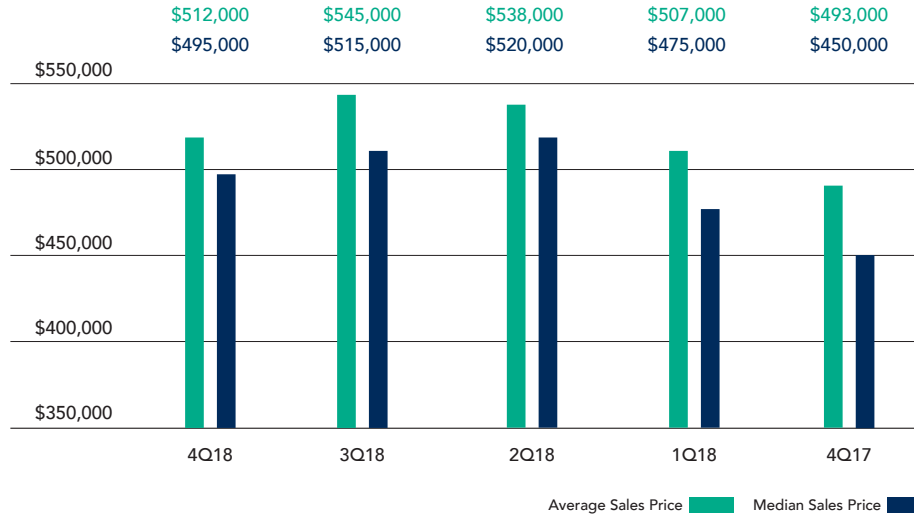
Verona

SINGLE FAMILY HOMES

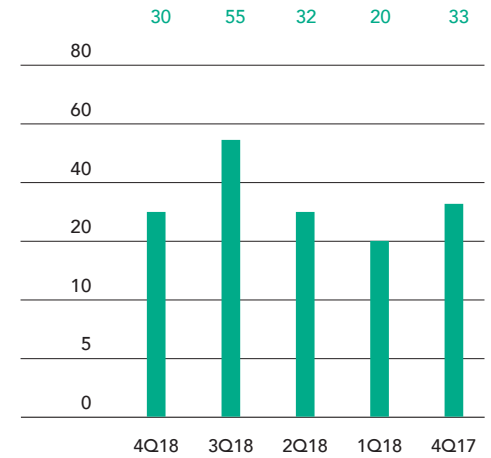
The average sale price was \$512,000, a 4% gain over prior year average of \$493,000. The median sale price had a more significant increase of 10%, ending at \$495,000.

There were 30 closed sales or 9% less than the same period last year. Single Family Homes spent an average of 55 days on market with sellers gaining an average of 98% of offering price.

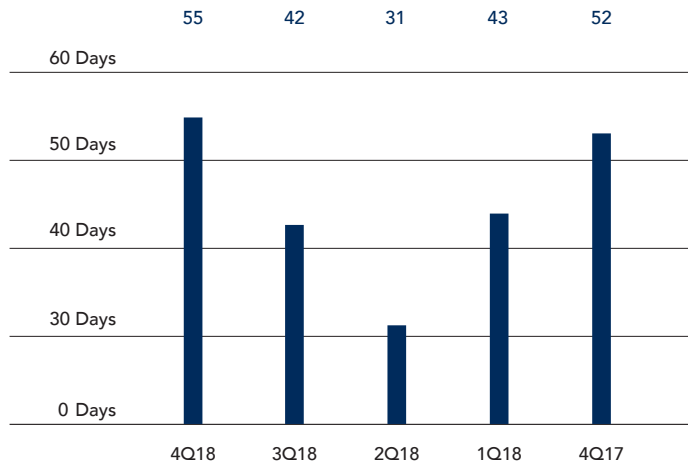
AVERAGE AND MEDIAN SALES PRICE



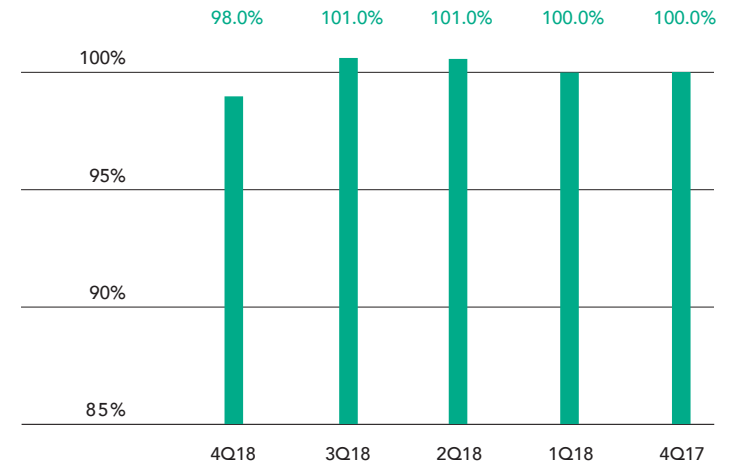
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



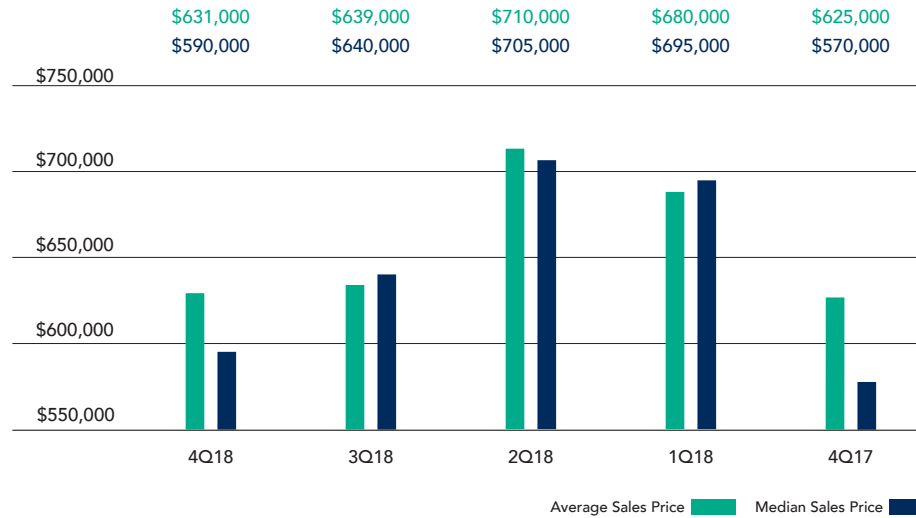
South Orange

SINGLE FAMILY HOMES

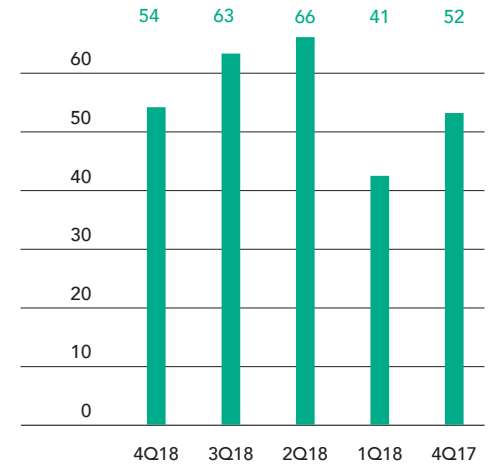
The average sale price of \$631,000 was a slight 1% increase over the 4th quarter of 2017. The median sale price also had a minor increase of 3%, ending at \$590,000.

Comparing with the same period last year, the closed sales increased a 4% with 54 closings. Single Family Homes spent 30 days on the market with sellers gaining an average of 100% of the asking price.

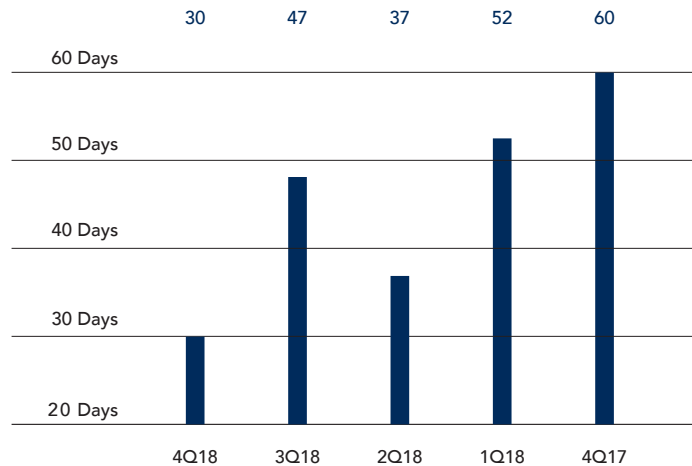
AVERAGE AND MEDIAN SALES PRICE



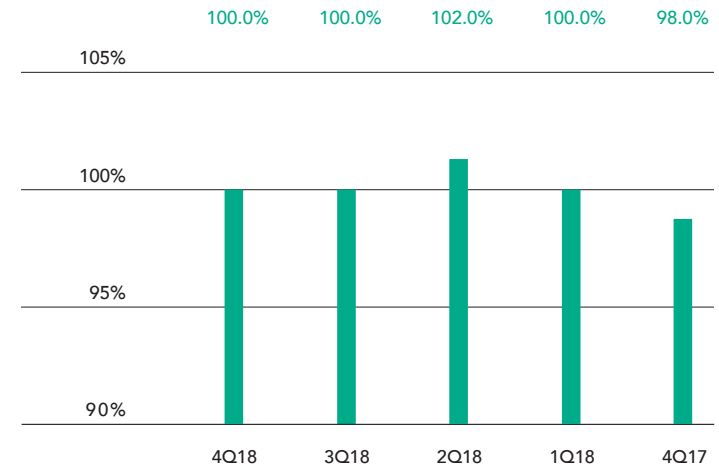
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



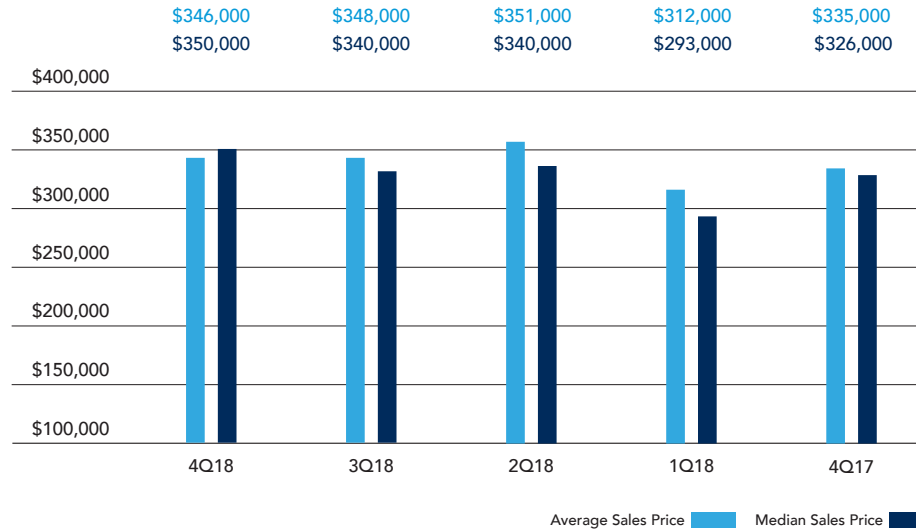
Bloomfield

SINGLE FAMILY HOMES

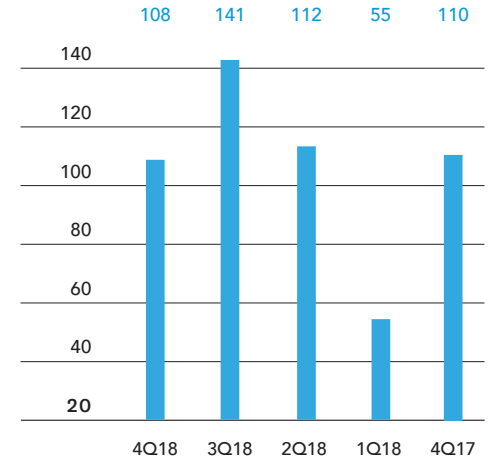
The average sale price was \$346,000, a 3% gain over prior year average of \$335,000. The median sale price also had an improvement, rising 7% to \$350,000.

Closed sales had a minor 2% reduction with 108 sales compared to 110 closed sales the same period last year. Single Family Homes spent an average of 40 days on market with sellers gaining an average of 101% of offering price.

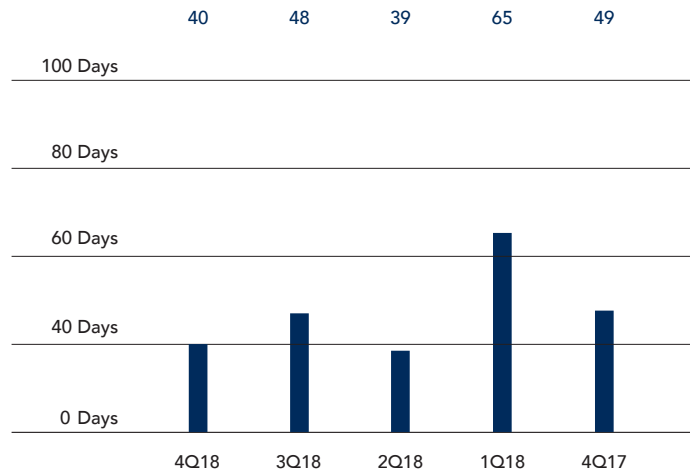
AVERAGE AND MEDIAN SALES PRICE



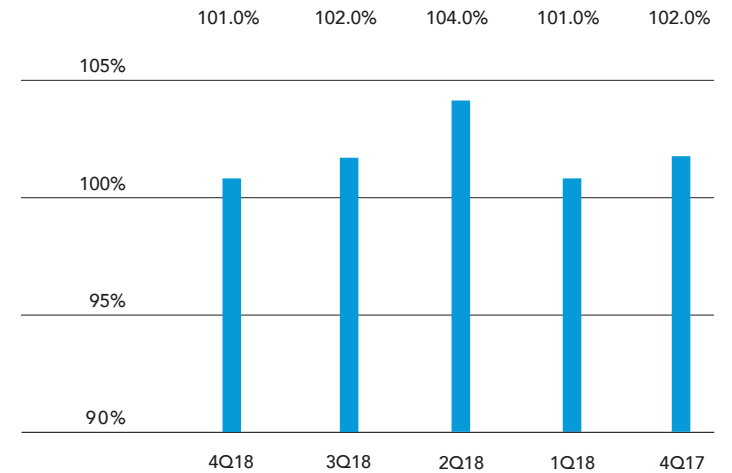
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



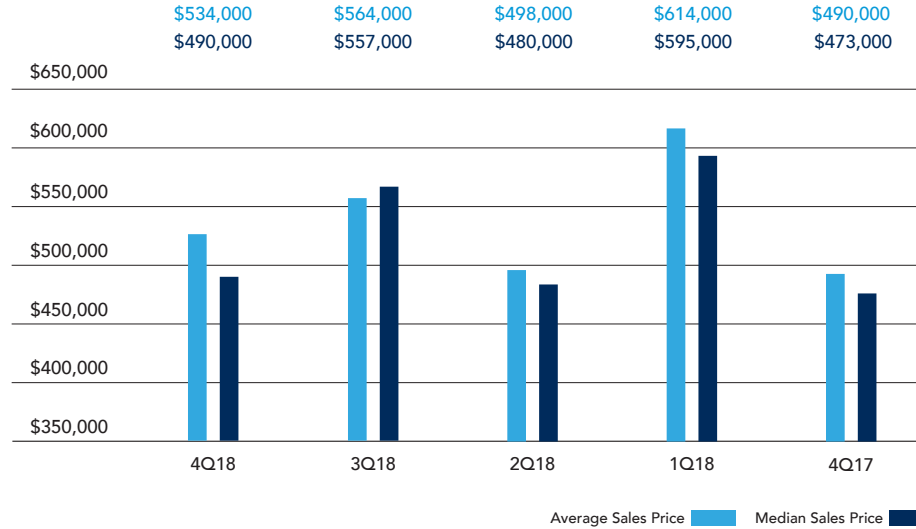
Roseland

SINGLE FAMILY HOMES

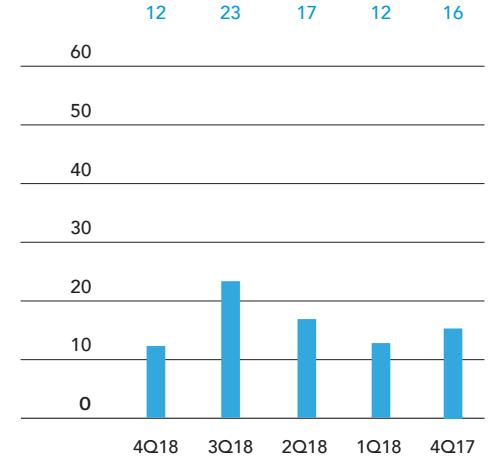
The average sale price increased 9%, ending at \$534,000. The median sale price had a less significant increase of just 4%, ending at \$490,000.

There were 12 closed sales this period compared to 16 sales last year. Single Family Homes spent less time on the market with 53 days versus 67 days on the same period last year. Sellers obtained on average a 98% of the original asking price.

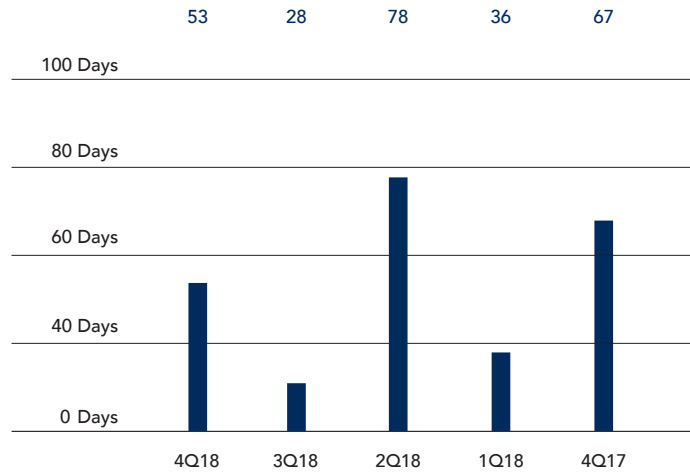
AVERAGE AND MEDIAN SALES PRICE



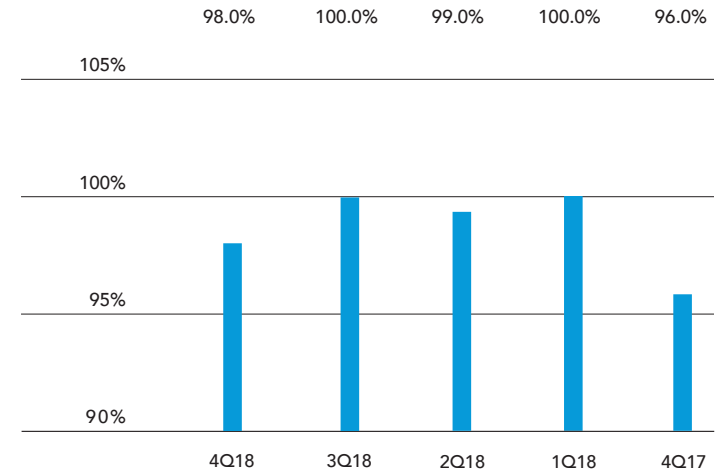
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



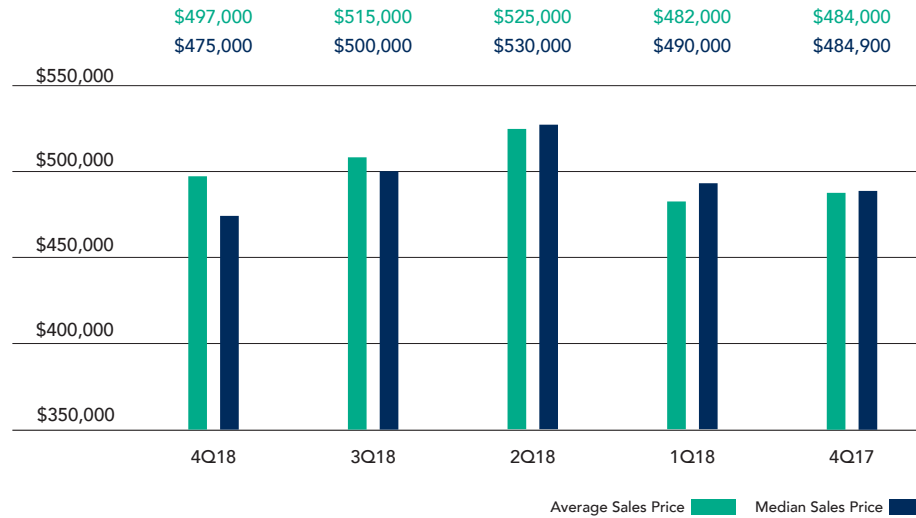
Caldwell and West Caldwell

SINGLE FAMILY HOMES

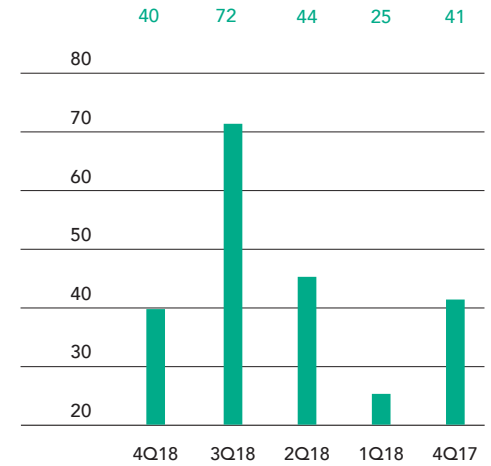
The average sale price ended at \$497,000, a minor increase of 3% compared with 4th quarter 2017. The median sale price had a modest decline of 2%, ending at \$475,000.

Closed sales also showed a stable trend with a decrease of only 2% or 40 closed sales versus 41 closed sales during the same period last year. Single Family Homes spent an average of 55 days on the market with sellers gaining an average of 99% of asking price.

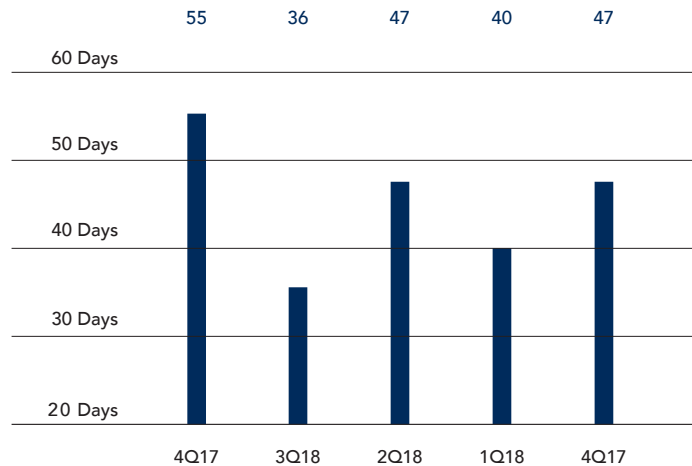
AVERAGE AND MEDIAN SALES PRICE



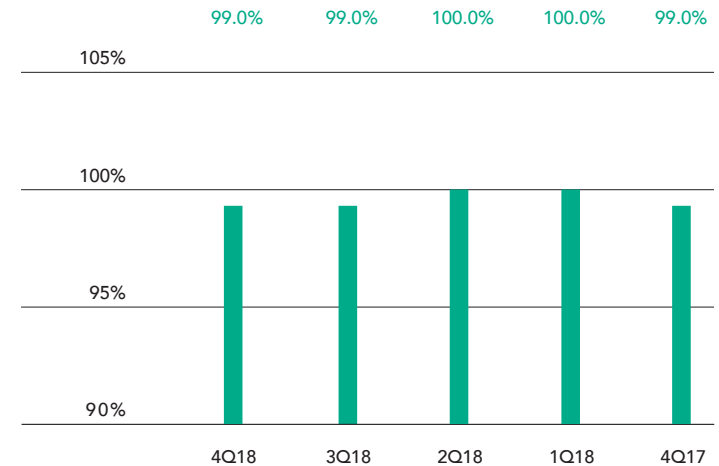
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



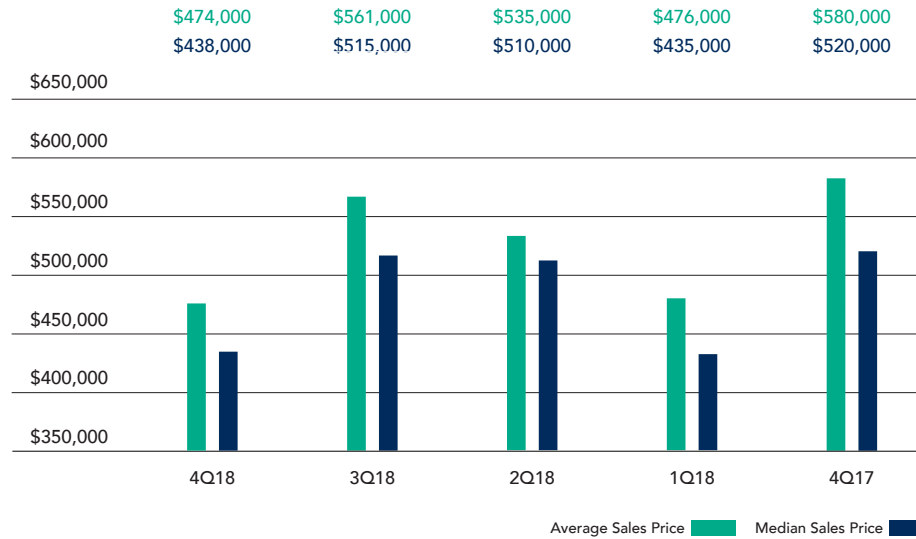
Cedar Grove

SINGLE FAMILY HOMES

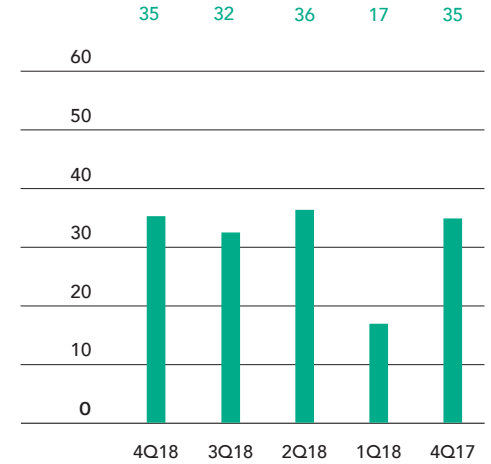
The average sale price had a significant decline of 18%, ending at \$474,000 versus \$580,000 at the end of 2017. The median sales price of \$438,000 was 16% lower than last year.

Closed sales remained stable with no change from the 35 closed sales during the same period last year. Single Family Homes spent an average of 46 days on the market while sellers gained an average of 100% of asking price.

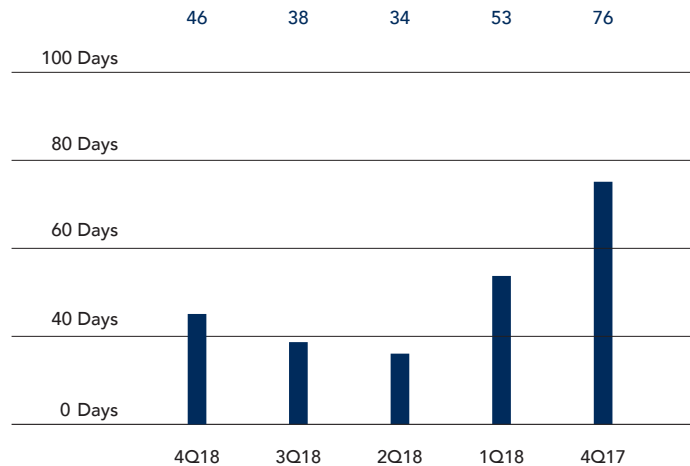
AVERAGE AND MEDIAN SALES PRICE



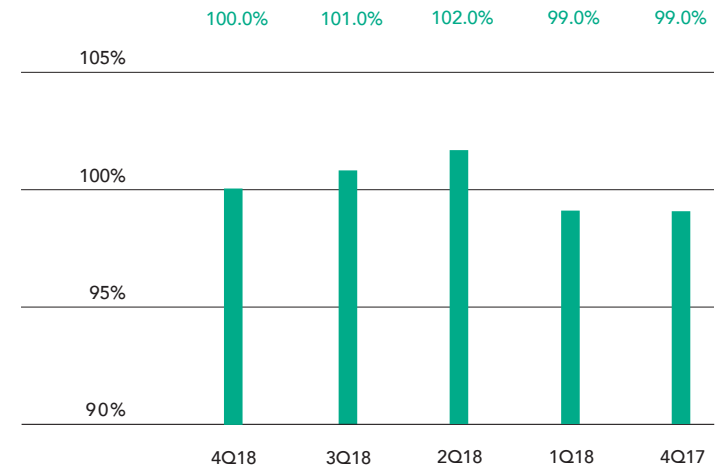
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



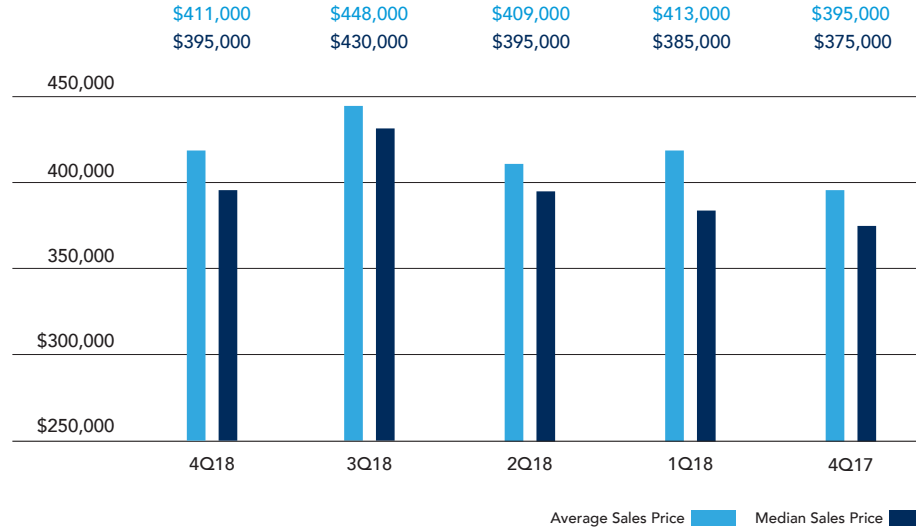
Nutley

SINGLE FAMILY HOMES

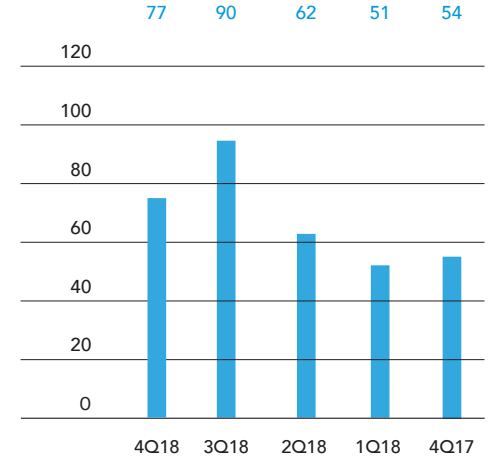
The average sale price was \$411,000, a modest 4% gain over prior year average of \$395,000. The median sale price was \$395,000, an 5% improvement from prior year's \$375,000 figure.

There were 77 sales this period, an improvement over the 54 sales last year. Single Family Homes spent an average of 58 days on market with sellers gaining an average of 99% of offering price.

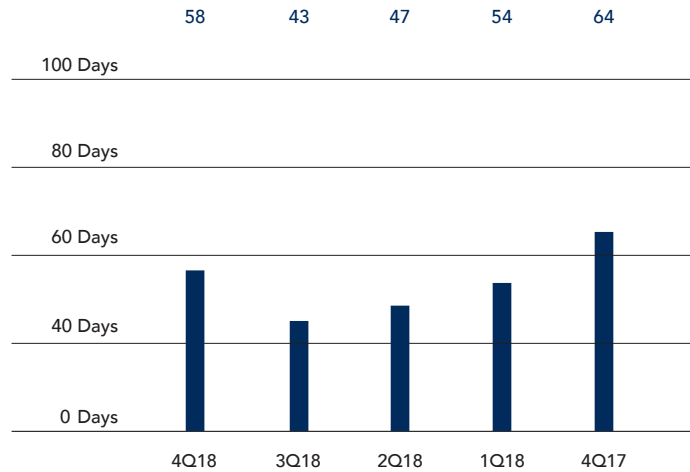
AVERAGE AND MEDIAN SALES PRICE



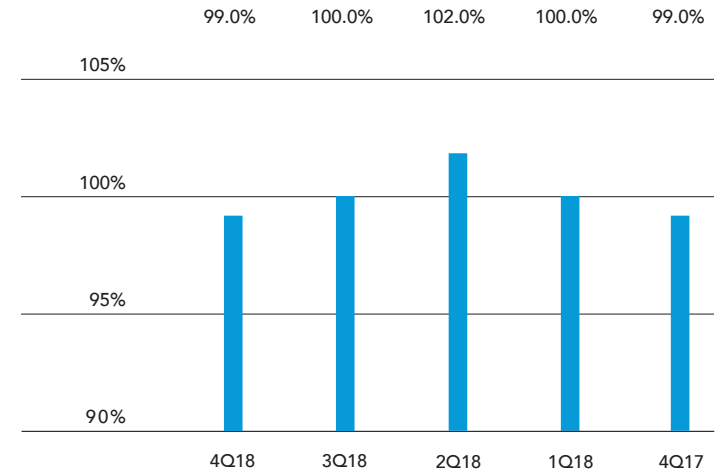
NUMBER OF SALES



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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