



Third Quarter 2018

Market Report | Essex County, New Jersey



LUXURY
PORTFOLIO
INTERNATIONAL

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REAL ESTATE COMPANIES
IN THE WORLD

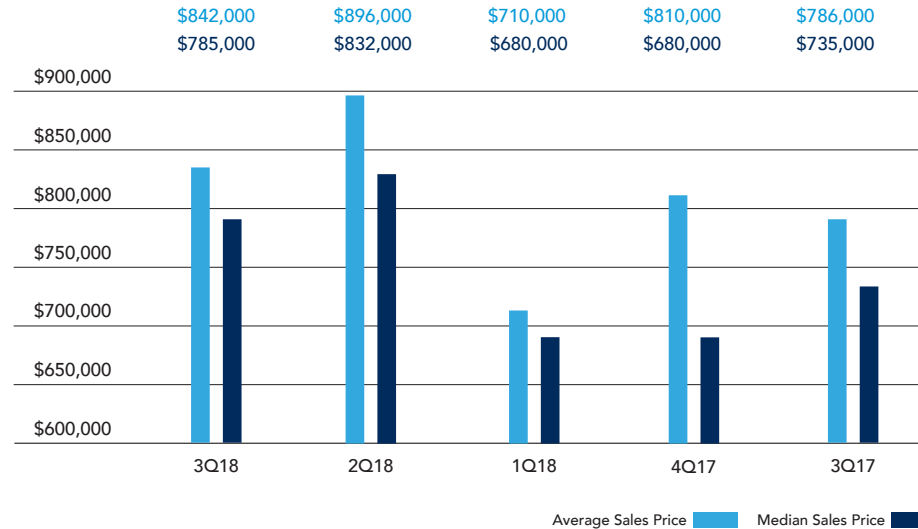
Montclair

SINGLE FAMILY HOMES

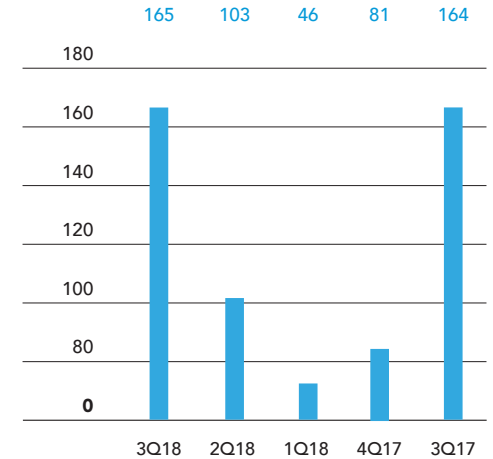
The average sale price ended at \$842,000, while the median sale price ended at \$785,000. Both measures had a 7% increase over prior year.

Comparing with the same period last year, the number of closed sales had a small increase to 165 closings or a 1% gain. Single Family Homes spent an average of 30 days on the market with sellers gaining an average of 107% of asking price.

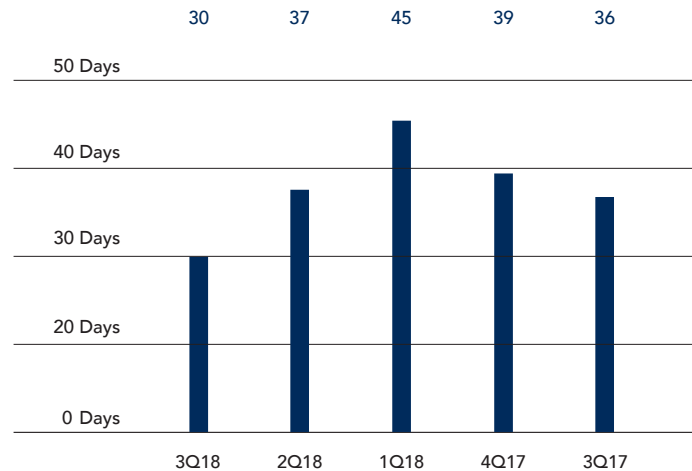
AVERAGE AND MEDIAN SALES PRICE



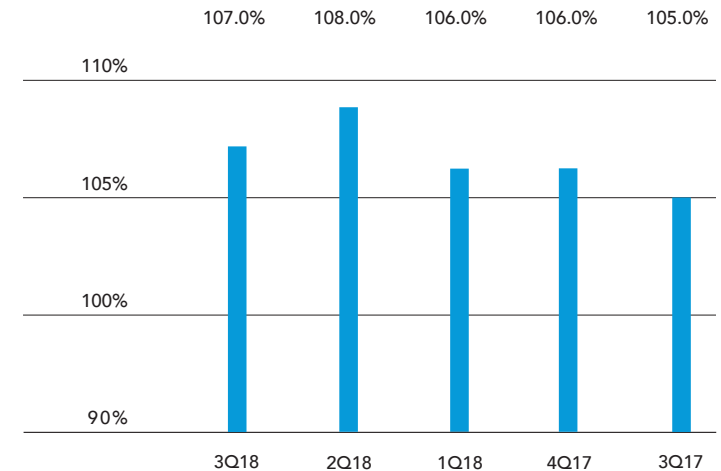
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



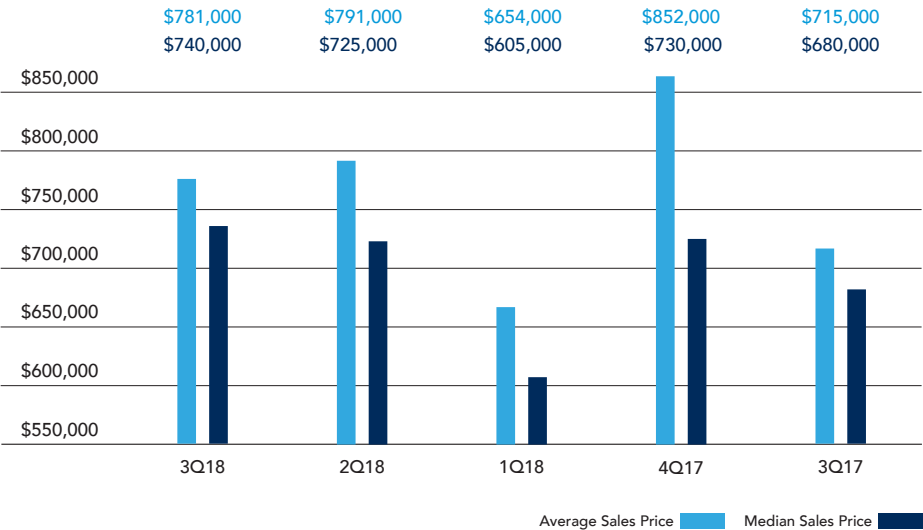
Glen Ridge

SINGLE FAMILY HOMES

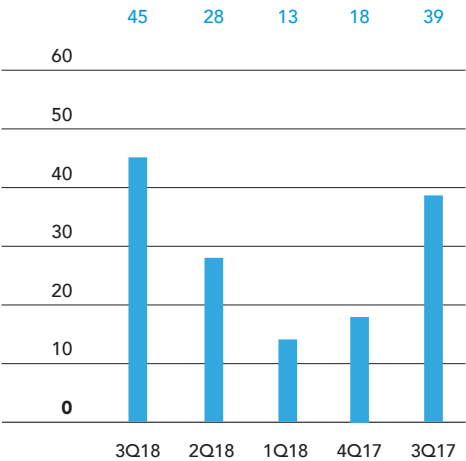
The average sale price of Single Family Home sales was \$781,000, an increase of 9% over prior year. The median sale price showed an equal 9% increase ending at \$740,000.

There were higher closed sales with 45 closings versus 39 during the same period last year. Single Family Homes spent an average of 19 days on market with sellers gaining 111% of the asking price.

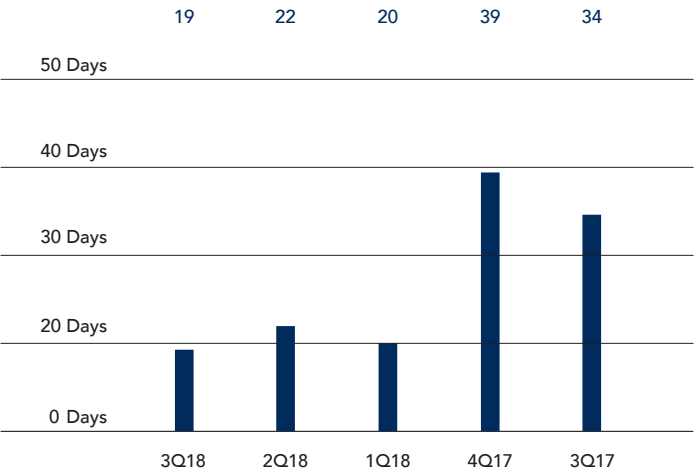
AVERAGE AND MEDIAN SALES PRICE



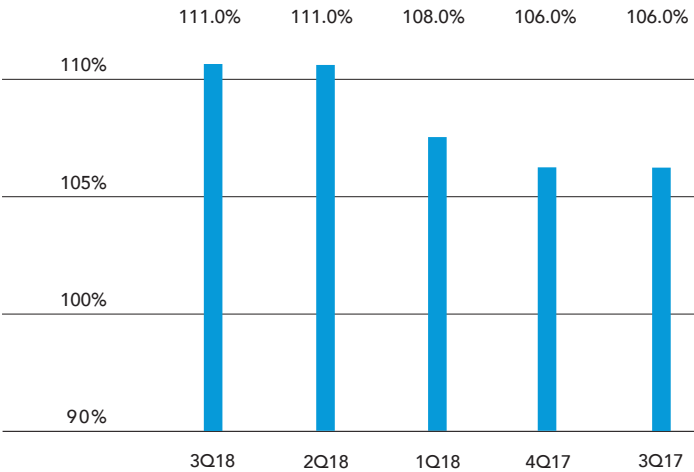
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



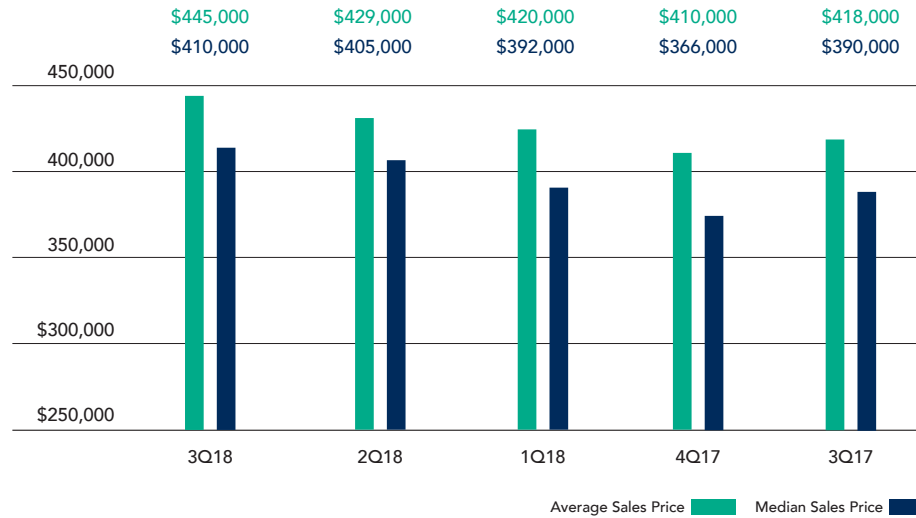
West Orange

SINGLE FAMILY HOMES

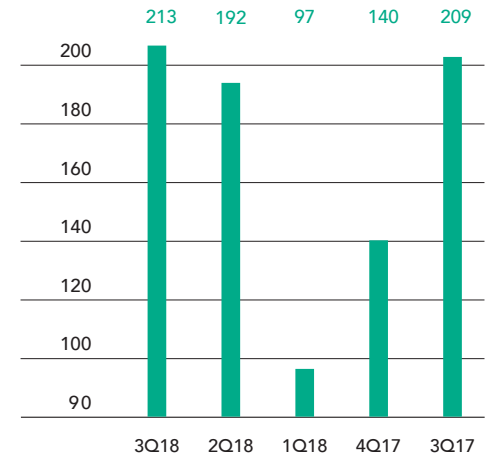
The average sale price was \$445,000, a 6% gain over prior year average of \$418,000. The median sale price was \$410,000, a 5% improvement from prior year's \$390,000 figure.

There were 213 closed sales this period, a moderate 2% improvement from the same period last year. Single Family Homes spent an average of 49 days on market with sellers gaining an average of 100% of offering price.

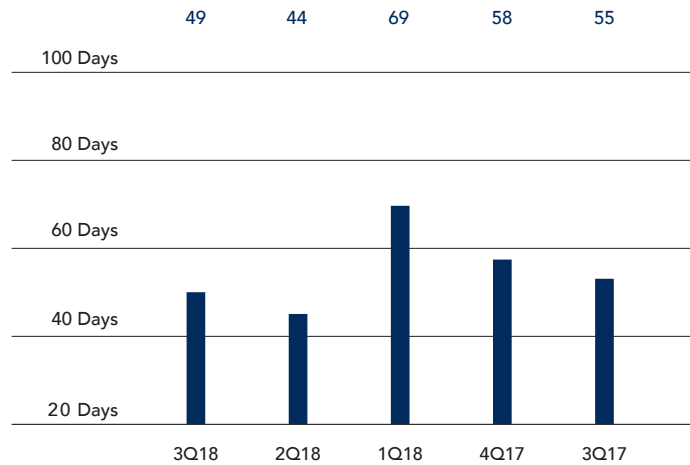
AVERAGE AND MEDIAN SALES PRICE



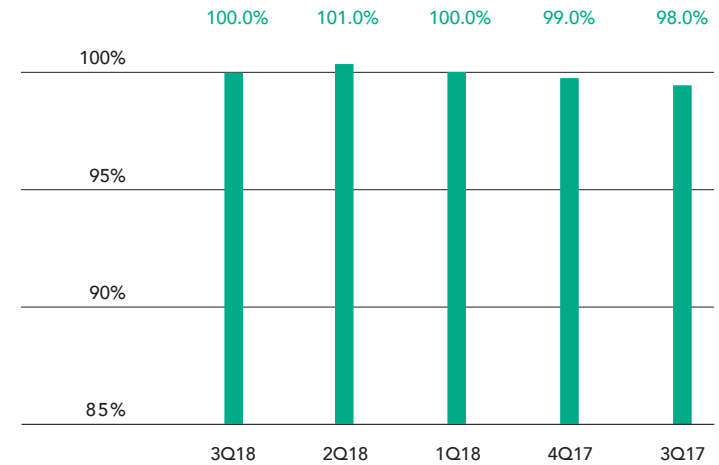
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



Short Hills Millburn Township

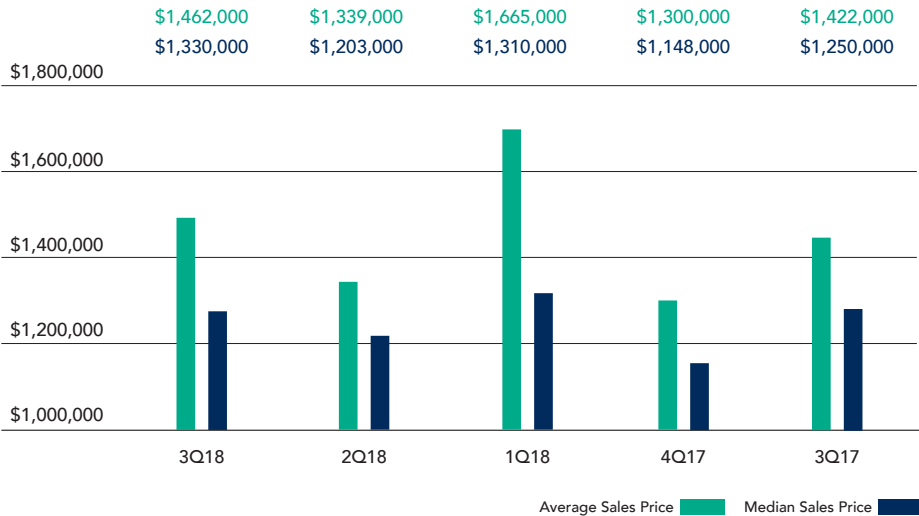
SINGLE FAMILY HOMES

The average sale price ended at \$1,462,000, a moderate 3% increase over prior year. The median sale price had an increase of 6% over the prior year ending at \$1,330,000.

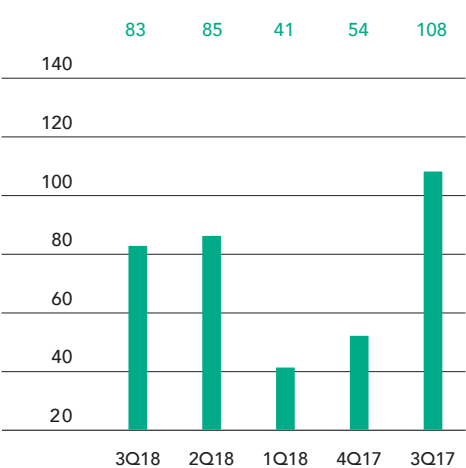
Comparing with the same period last year, the closed sales had a significant decline at 83 closings, down 23%. Single Family Homes spent an average of 53 days on the market with sellers gaining an average of 98% of asking price.



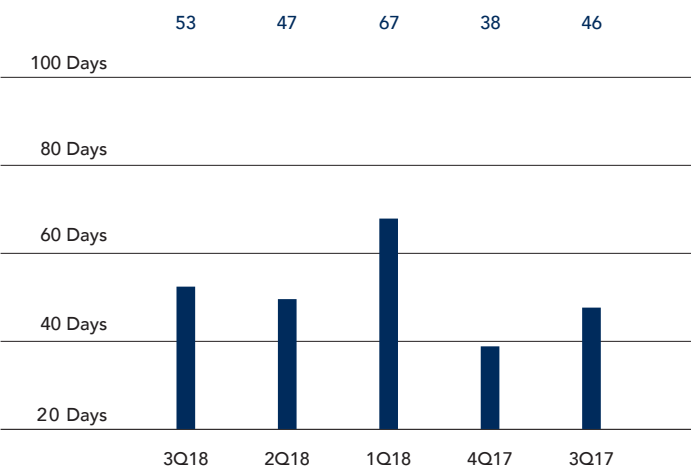
AVERAGE AND MEDIAN SALES PRICE



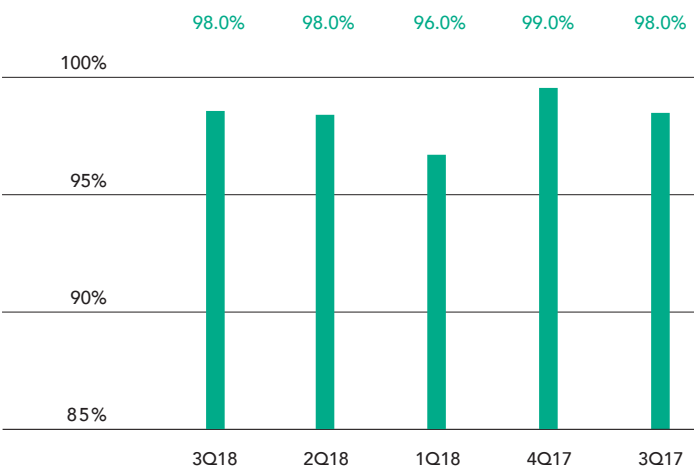
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



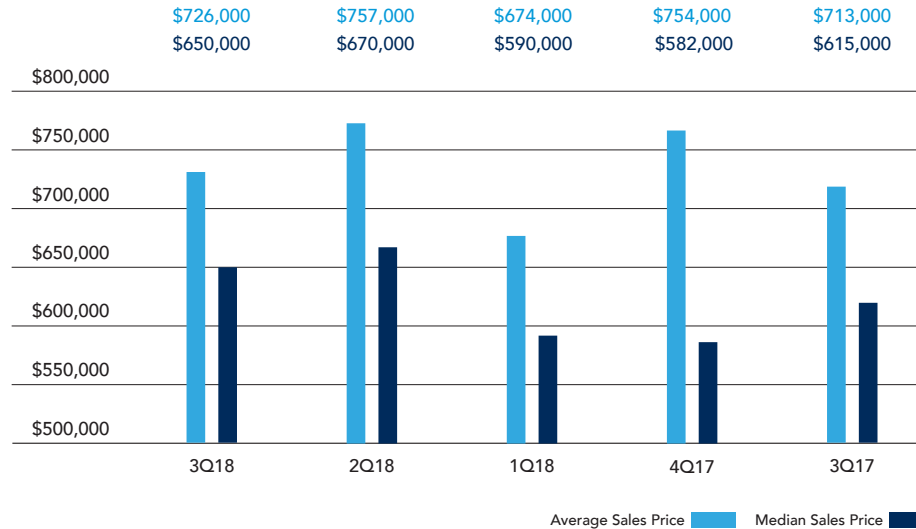
Livingston

SINGLE FAMILY HOMES

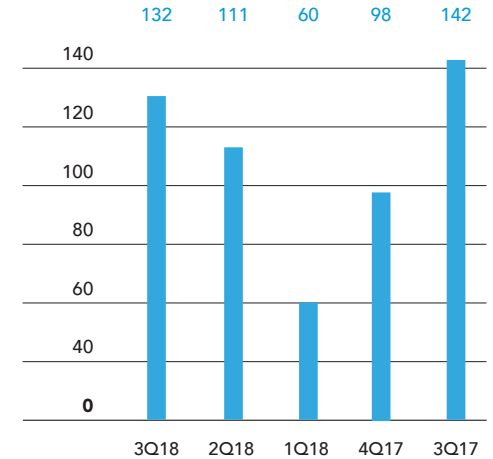
The average sale price ended at \$726,000, a moderate 2% increase over prior year. The median sale price ended at \$650,000 or 6% higher than the same period last year.

Comparing with the same period last year, the closed sales decreased 7% ending at 132 closings. Single Family Homes spent an average of 29 days on the market, a significant decrease from the same period last year with 45 days. Sellers gained an average of 100% of the asking price.

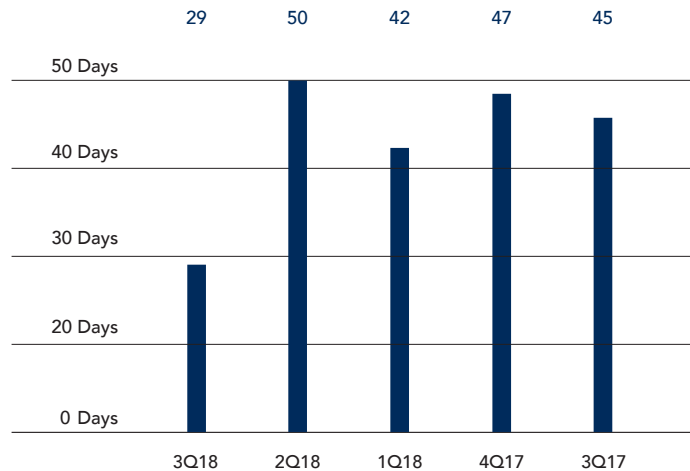
AVERAGE AND MEDIAN SALES PRICE



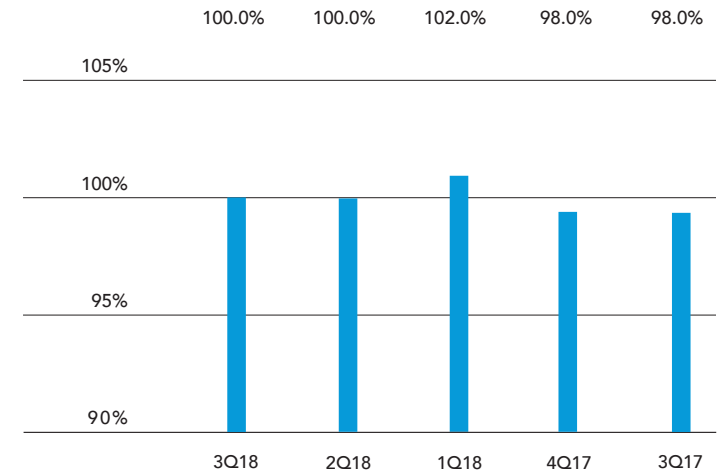
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



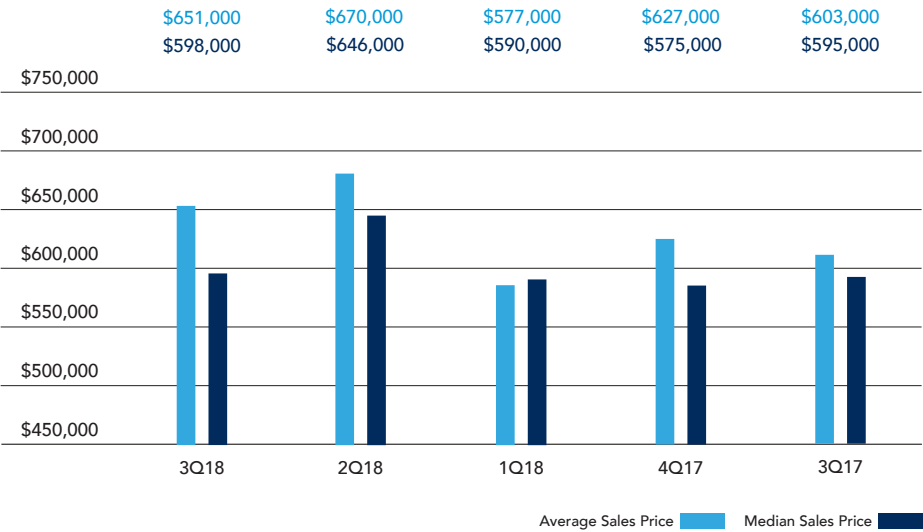
Maplewood

SINGLE FAMILY HOMES

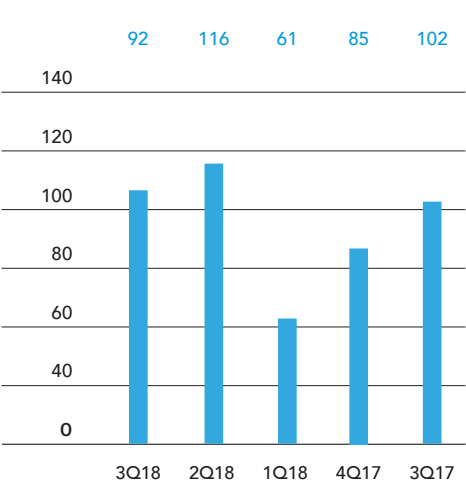
The average sale price ended at \$651,000, an 8% increase over prior year. The median sales price had a moderate increase of 1%, ending this period at \$598,000.

There was a decrease in the number of closed sales with 92 closings versus 102 sales during the same period last year. Single Family Homes spent an average of 32 days on market with sellers gaining an average of 102% of asking price.

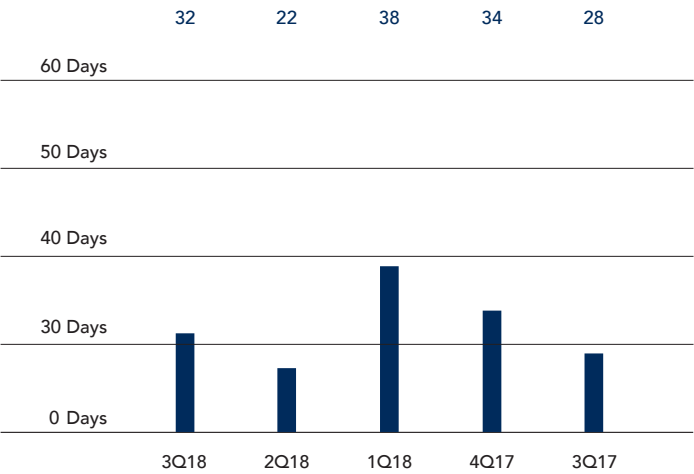
AVERAGE AND MEDIAN SALES PRICE



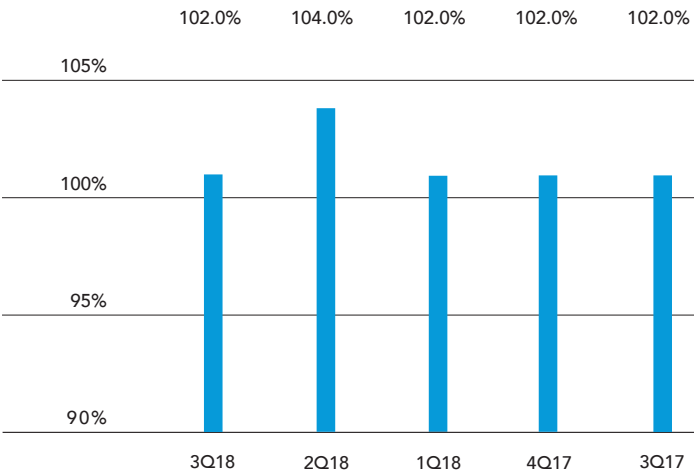
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



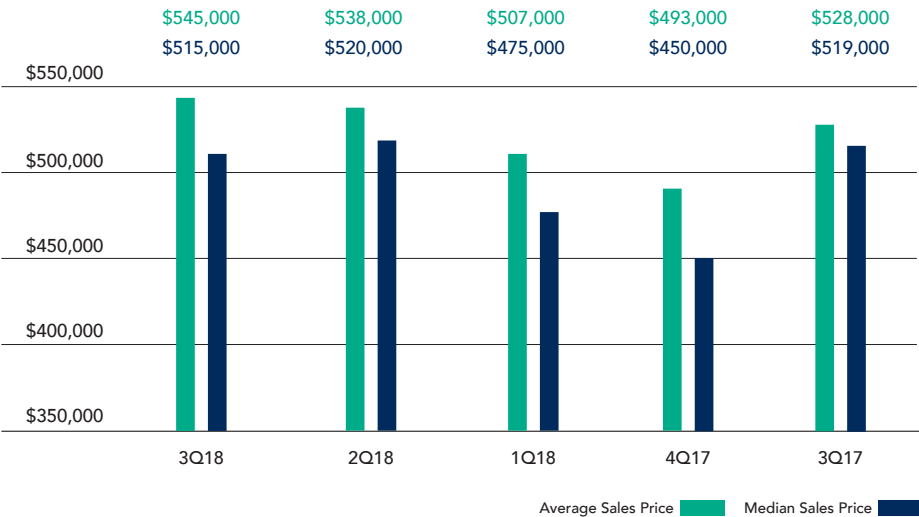
Verona

SINGLE FAMILY HOMES

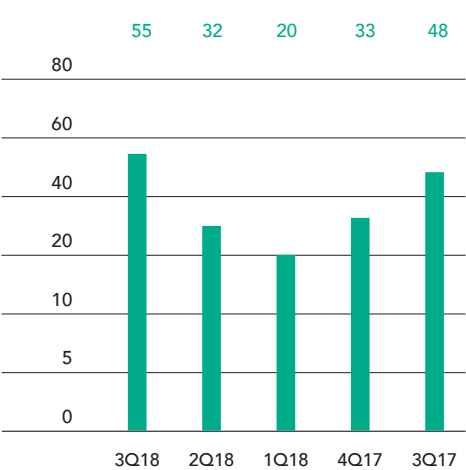
The average sale price was \$545,000, a 3% gain over prior year average of \$528,000. The median sale price was \$515,000, a 1% decline from prior year's \$519,000 figure.

There were 55 closed sales this period, a 15% increase from the same period last year at 48 sales. Single Family Homes spent an average of 42 days on market with sellers gaining an average of 101% of offering price.

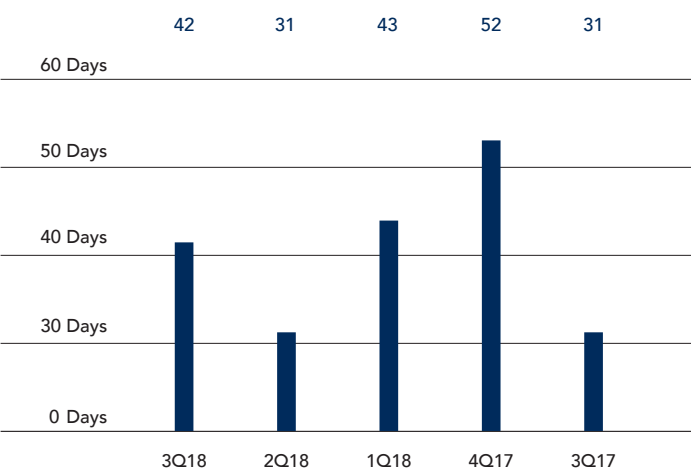
AVERAGE AND MEDIAN SALES PRICE



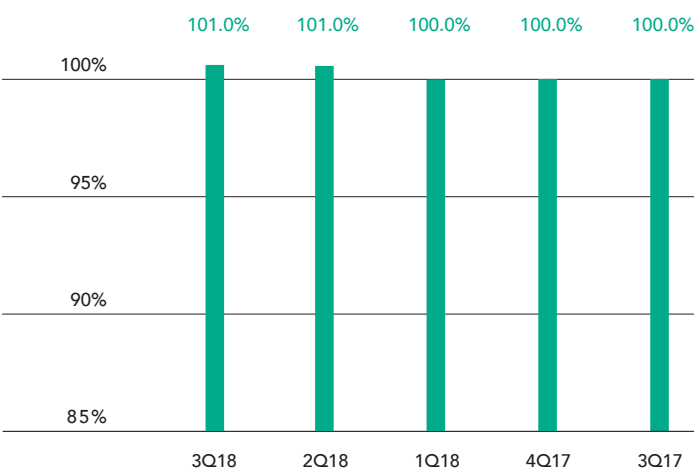
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



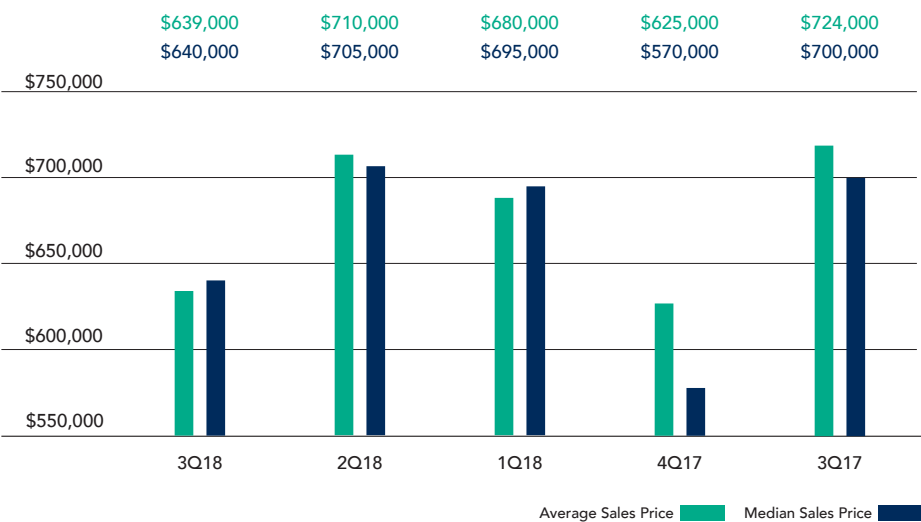
South Orange

SINGLE FAMILY HOMES

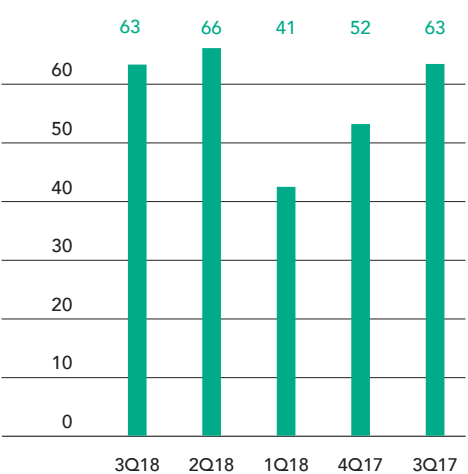
The average sale price ended at \$639,000, a 12% decrease over prior year. The median sale price also declined a 9% ending at \$640,000.

Comparing with the same period last year, the closed sales remained equal with 63 closings. Single Family Homes spent an average of 47 days on the market and sellers gained an average of 100% of the asking price.

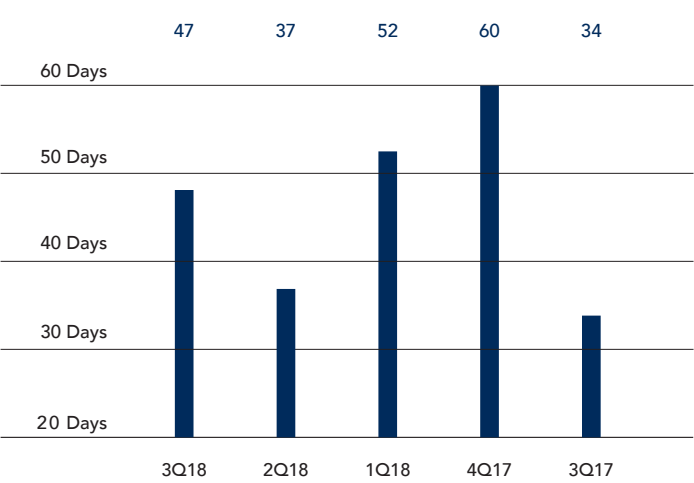
AVERAGE AND MEDIAN SALES PRICE



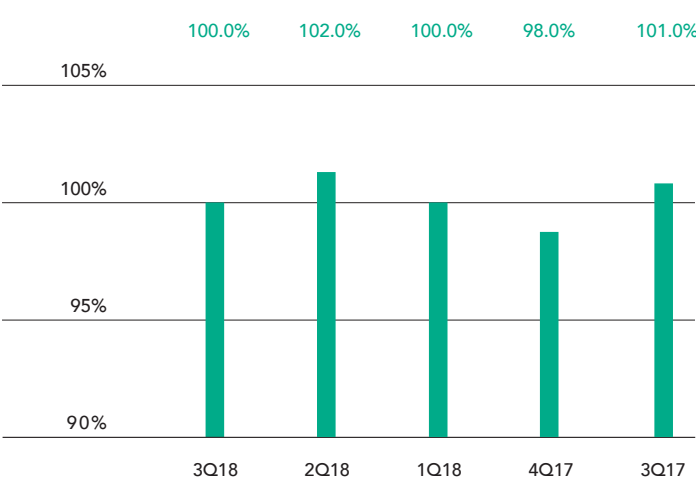
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



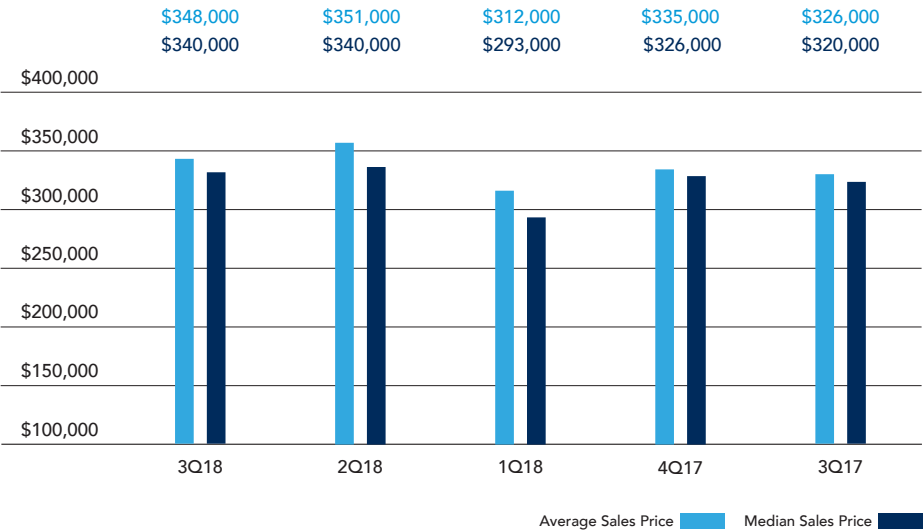
Bloomfield

SINGLE FAMILY HOMES

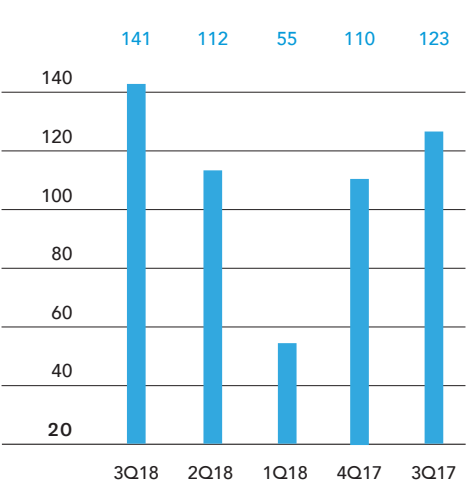
The average sale price was \$348,000, a 7% gain over prior year average of \$326,000. The median sale price also improved ending at \$340,000 or 6% higher than the same period last year.

There were 141 closed sales this period, a significant 15% increase from the same period last year at 123 sales. Single Family Homes spent an average of 38 days on market with sellers gaining an average of 102% of offering price.

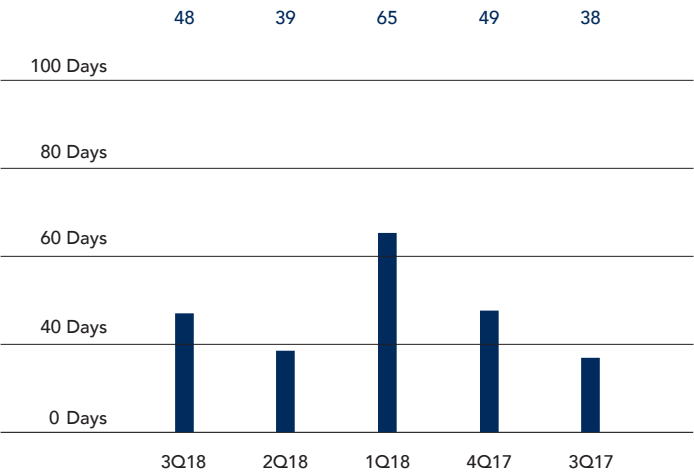
AVERAGE AND MEDIAN SALES PRICE



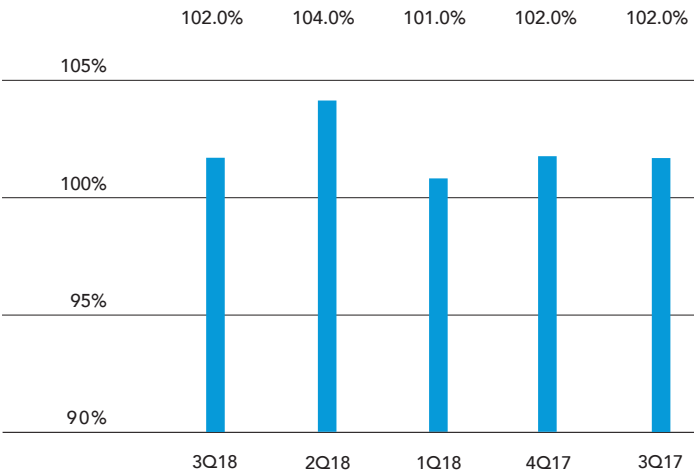
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



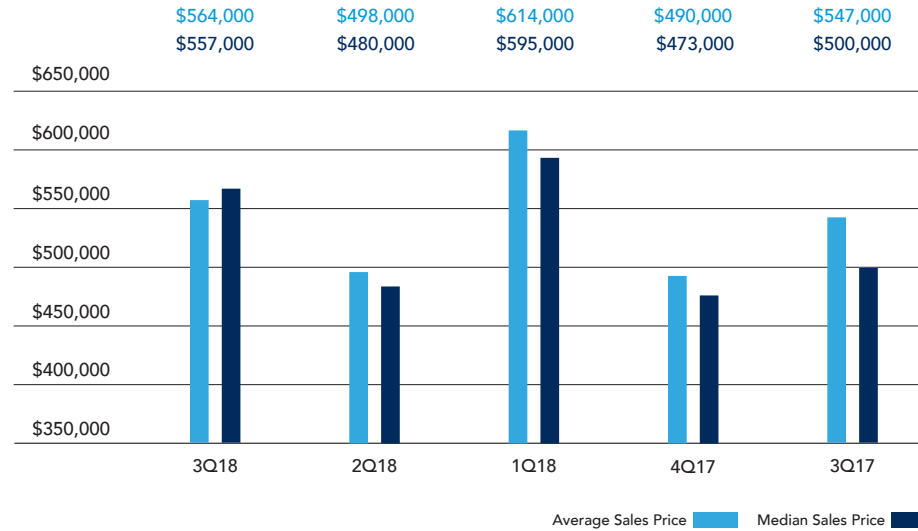
Roseland

SINGLE FAMILY HOMES

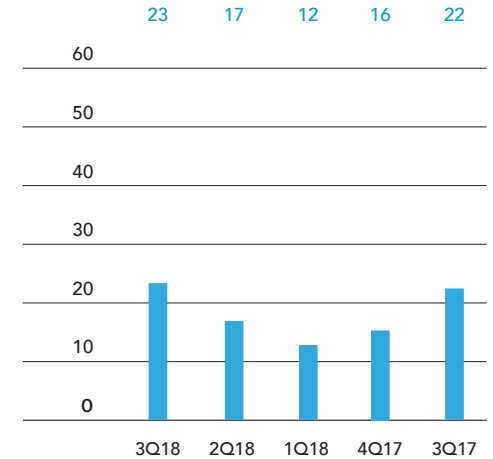
The average sale price increased a 3% ending at \$564,000. The median sale price had a significant increase ending at \$557,000 or 11% higher than prior year.

There were 23 closed sales, a moderate increase of 5% comparing with the same period last year. Single Family Homes spent an average of 28 days on the market. Sellers obtained on average a 100% of the original asking price.

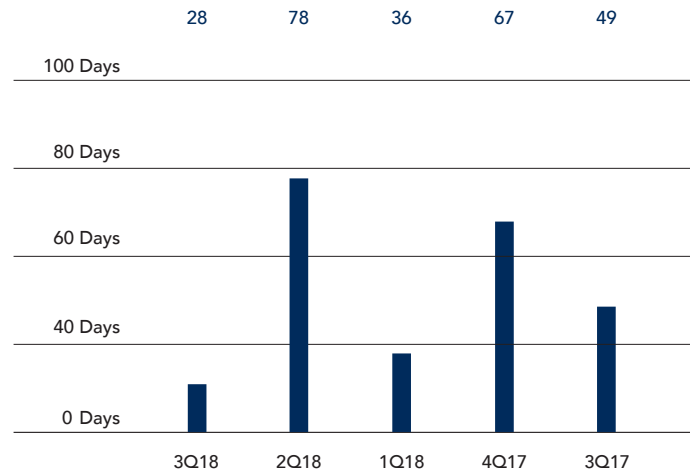
AVERAGE AND MEDIAN SALES PRICE



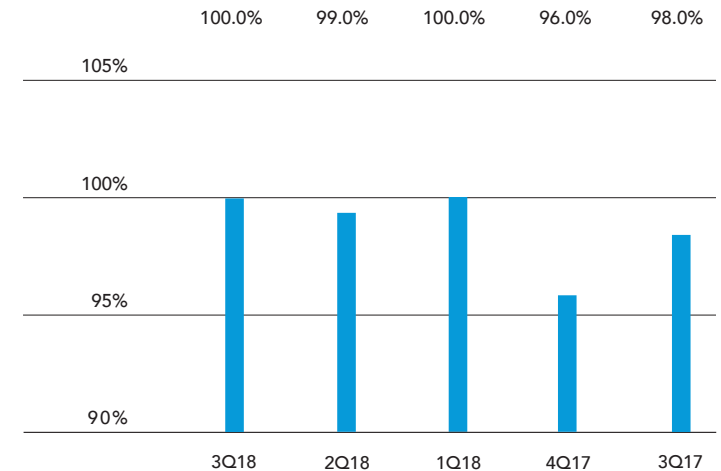
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



Caldwell and West Caldwell

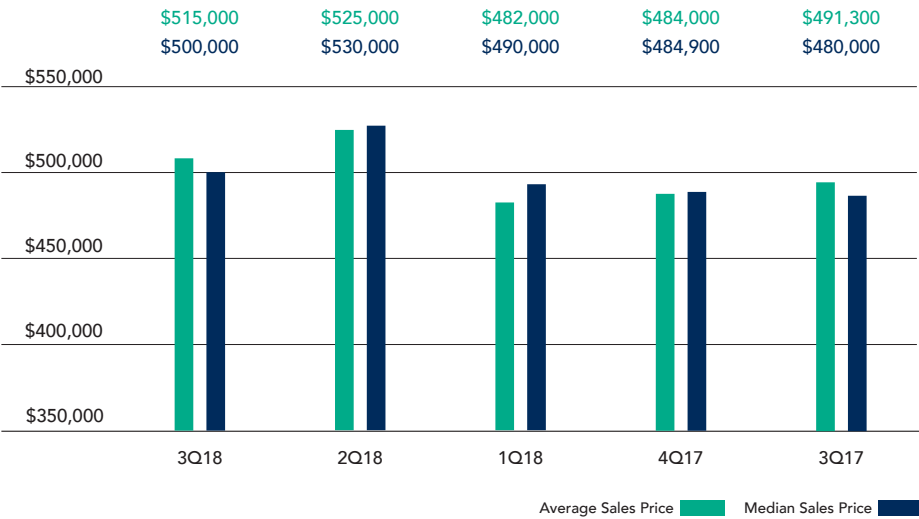
SINGLE FAMILY HOMES

The average sale price continued the upward trend with a 5% increase to \$515,000. The median sale price also trended higher compared with same period last year as it rose 4% to \$500,000.

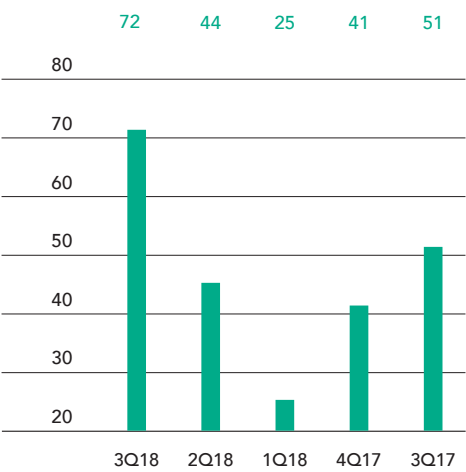
There was significant increase in total closed sales with 72 closings versus 51 sales during the same period last year. Single Family Homes spent an average of 36 days on market with sellers gaining an average of 99% of asking price.



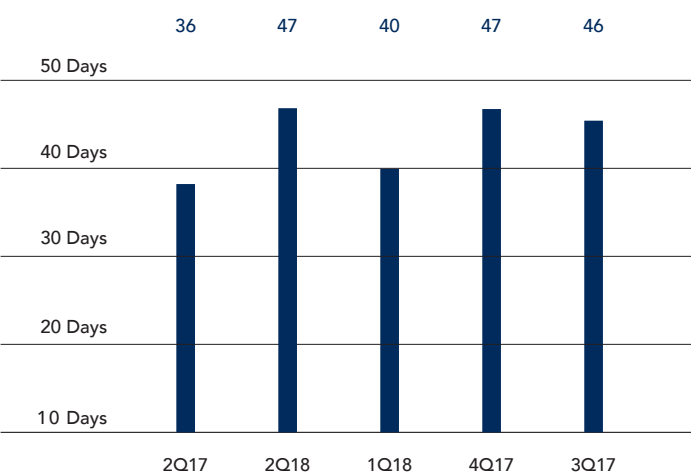
AVERAGE AND MEDIAN SALES PRICE



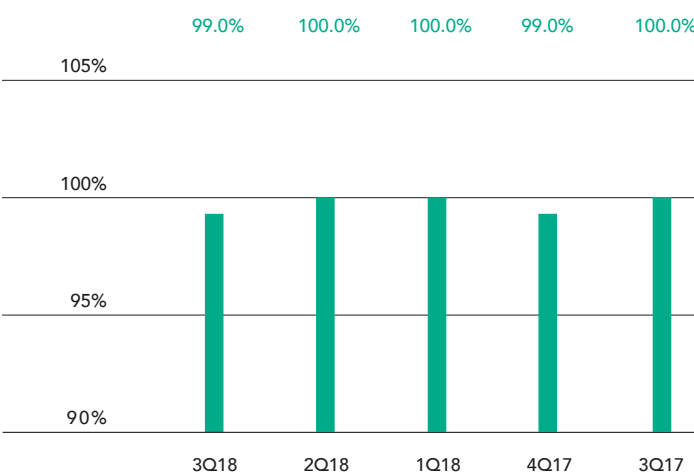
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



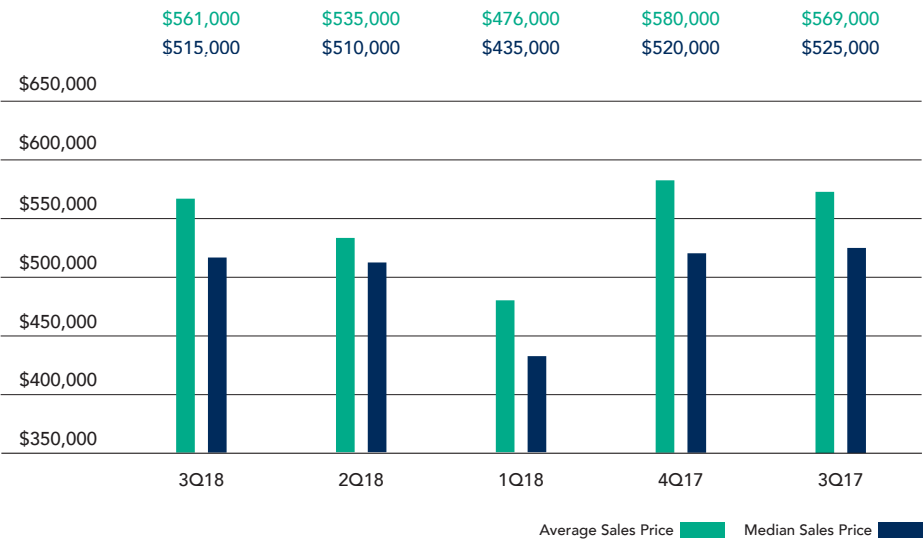
Cedar Grove

SINGLE FAMILY HOMES

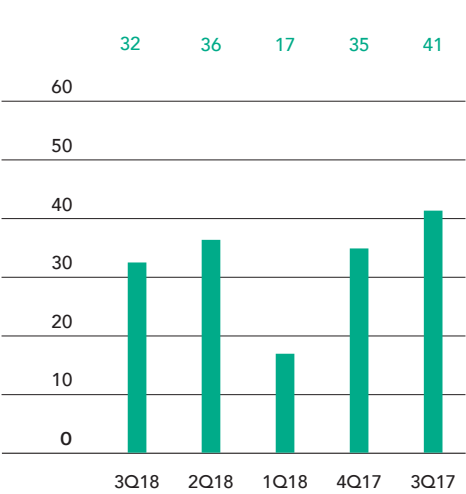
The average sale price this quarter was \$561,000, a minor 1% decline from prior year. The median sales price also trended lower with a 2% decline to \$515,000.

There was a decrease in the number of closed sales with 32 closings versus 41 sales during the same period last year. Single Family Homes spent an average of 38 days on market with sellers gaining an average of 101% of asking price.

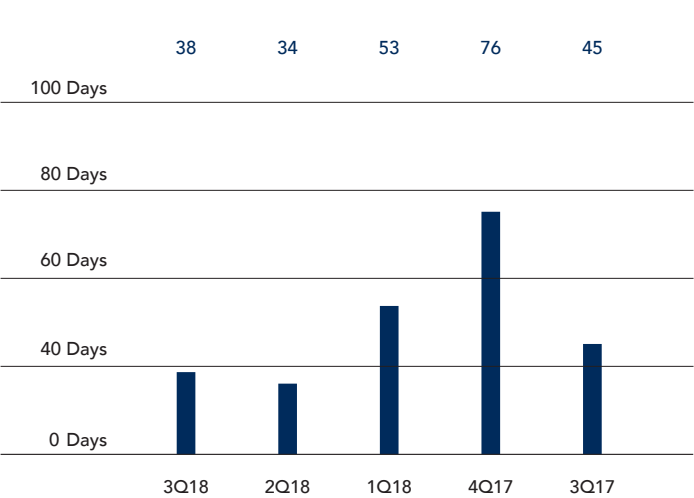
AVERAGE AND MEDIAN SALES PRICE



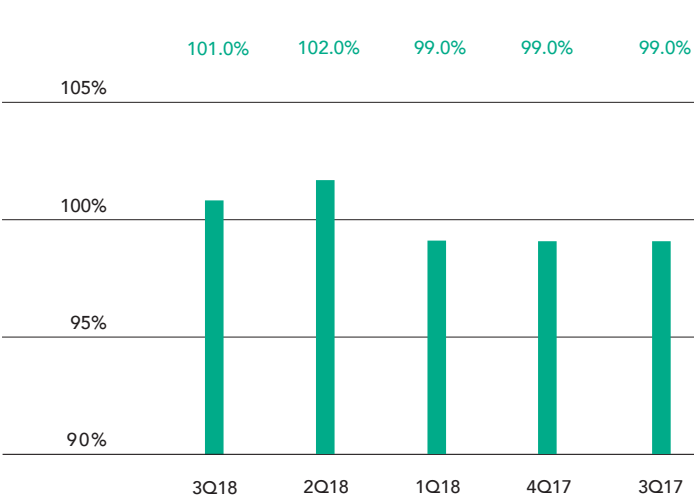
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



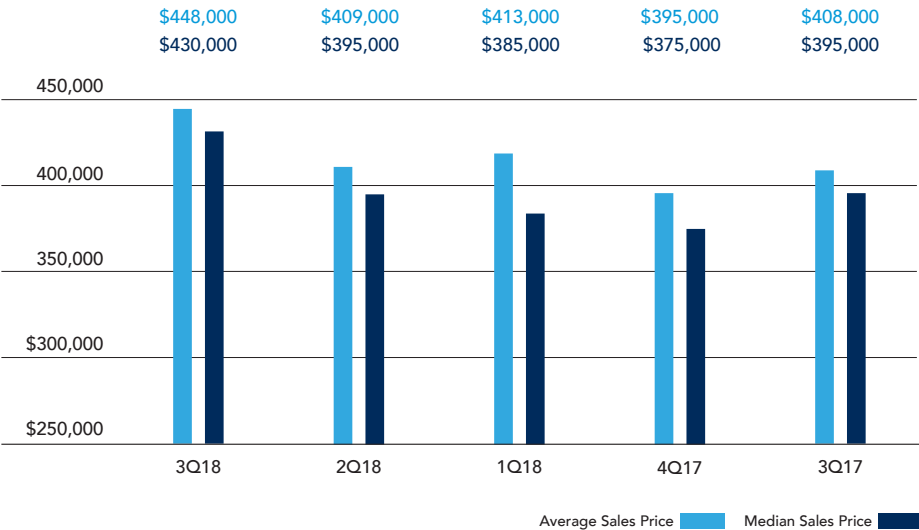


SINGLE FAMILY HOMES

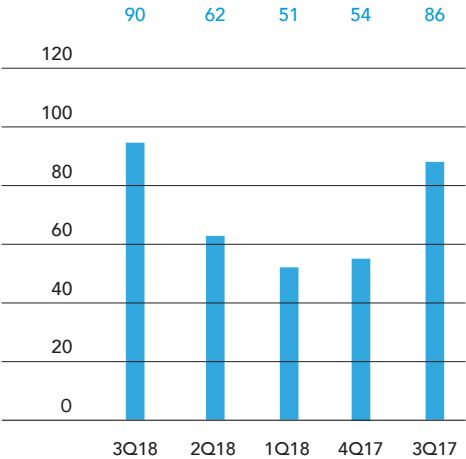
The average sale price was \$448,000, a 10% gain over prior year average of \$408,000. The median sale price was \$430,000, an 8% improvement from prior year's \$395,000 figure.

There were 90 closed sales this period, a moderate 5% increase from the same period last year at 86 sales. Single Family Homes spent an average of 43 days on market with sellers gaining an average of 100% of asking price.

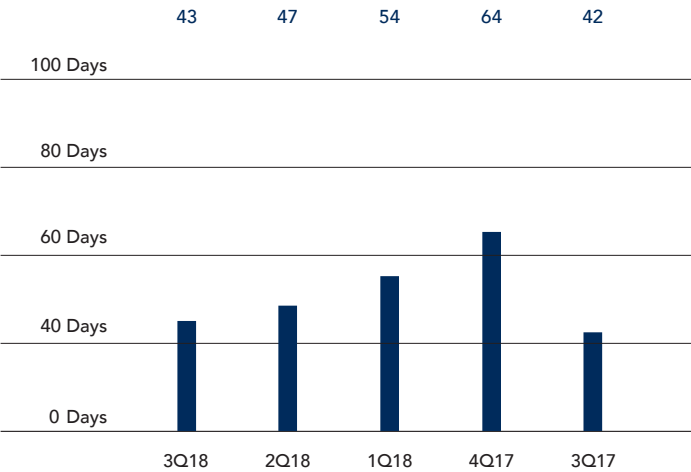
AVERAGE AND MEDIAN SALES PRICE



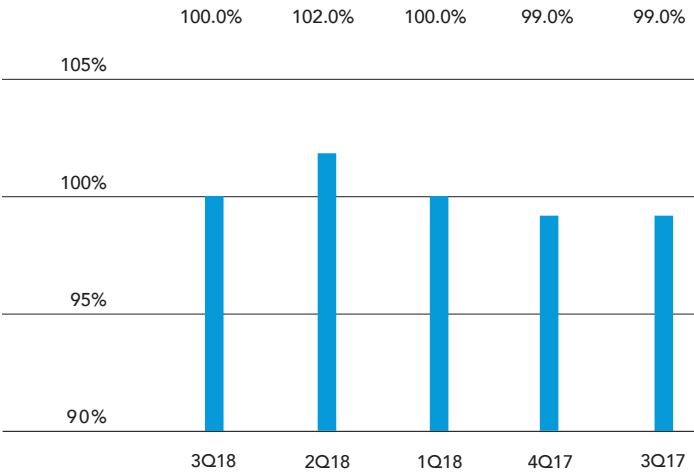
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



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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