



Third Quarter 2019

Market Report | Essex County, New Jersey



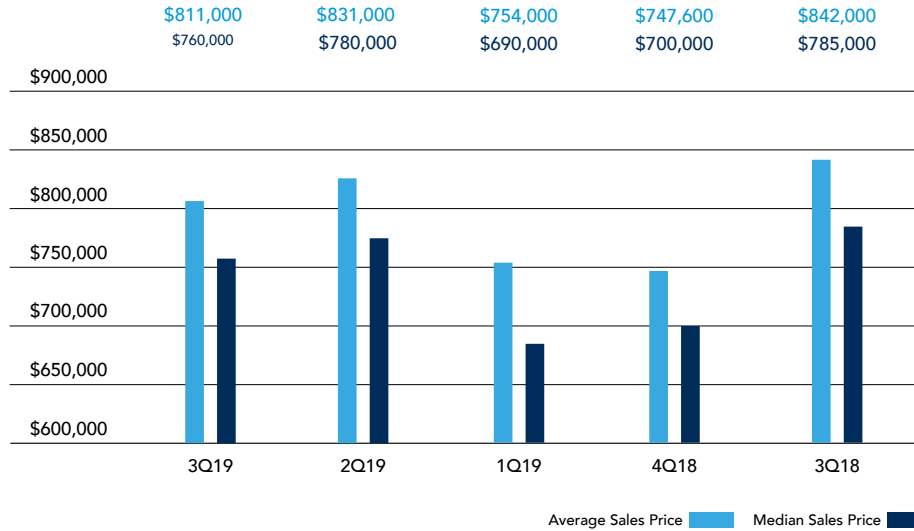
Montclair

SINGLE FAMILY HOMES

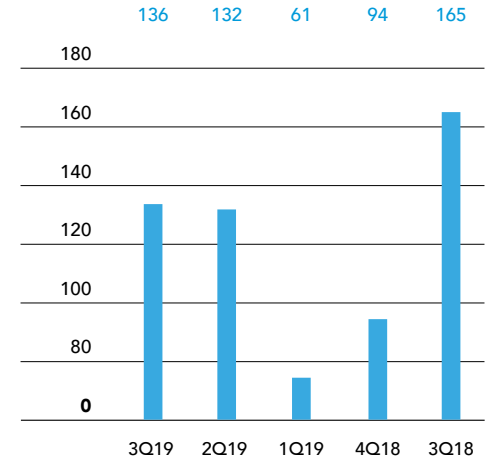
The average and median sale prices displayed a minor decline during the 3Q of 2019. The average sale price ended at \$811,000, 4% less than last year while the median fell just 3% to \$760,000.

Closed sales reached 136 transactions, 18% less than prior year. Homes spent average of 30 days on the market while sellers gained average of 106% of asking price.

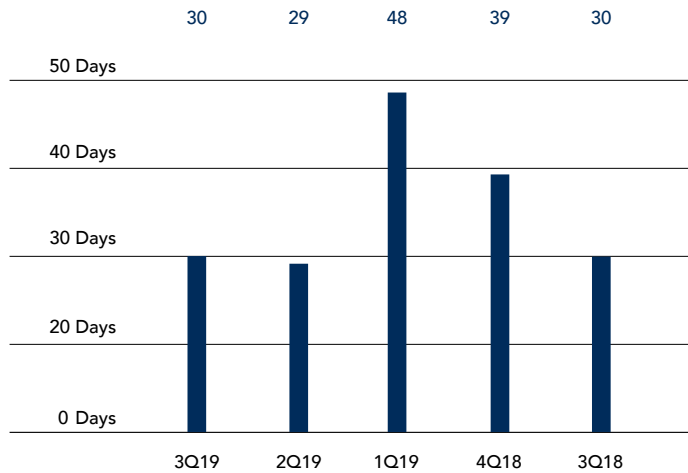
AVERAGE AND MEDIAN SALES PRICE



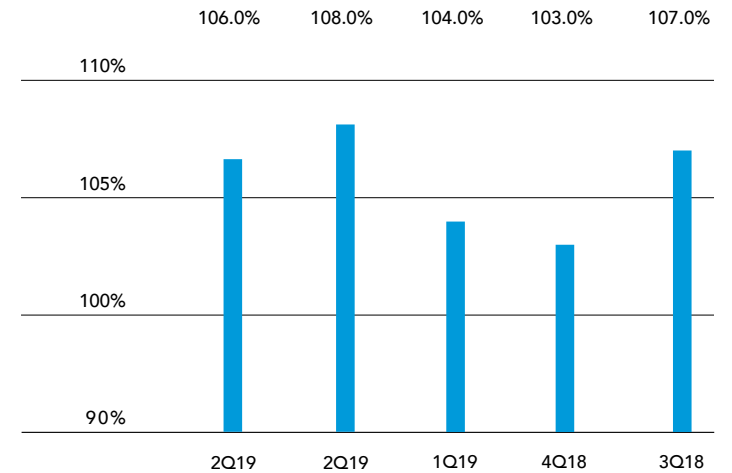
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



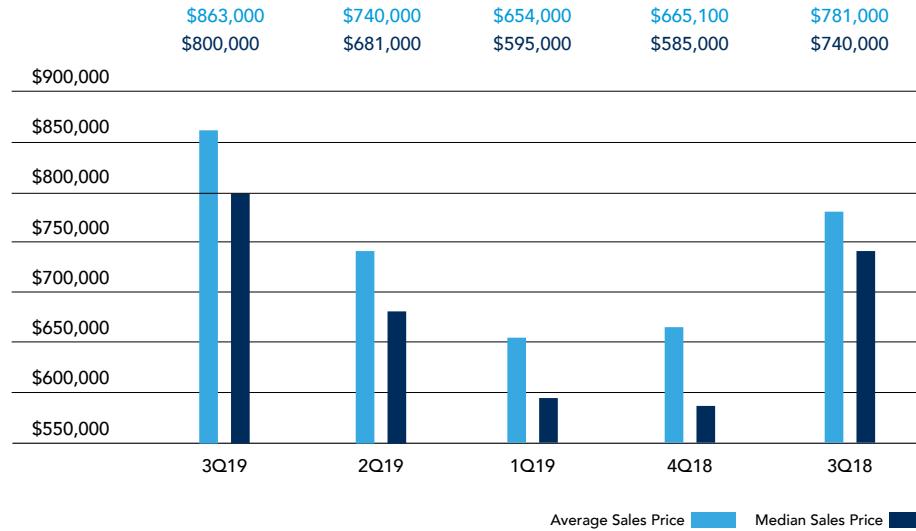
Glen Ridge

SINGLE FAMILY HOMES

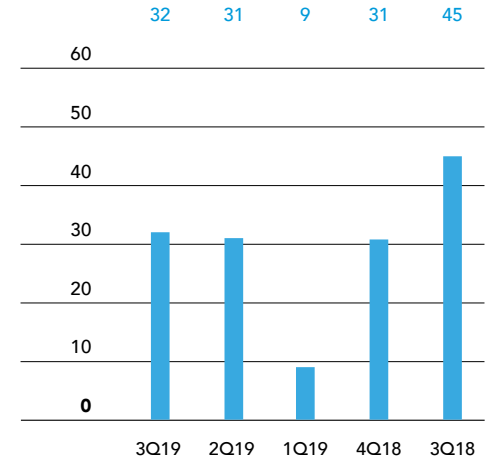
The average sale price of Single-Family Homes increased 10%, ending at \$863,000. The median sale price had a similar behavior rising 8% to end at \$800,000.

There were 32 closed sales this period, 29% fewer sales than last year. Properties spent an average of 26 days on market and sellers received approximately 108% of the asking price.

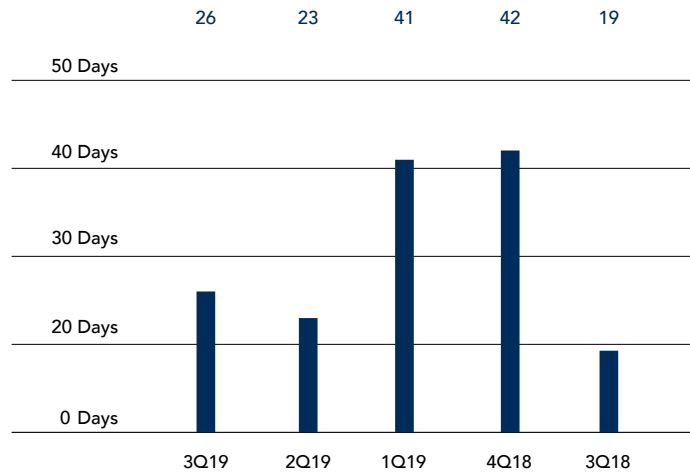
AVERAGE AND MEDIAN SALES PRICE



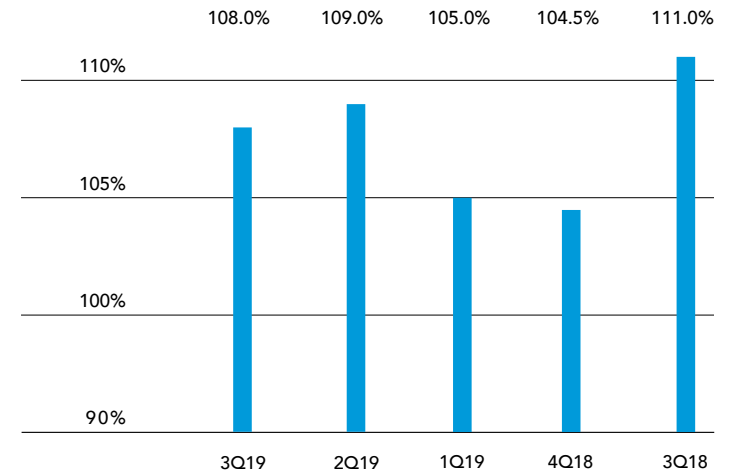
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



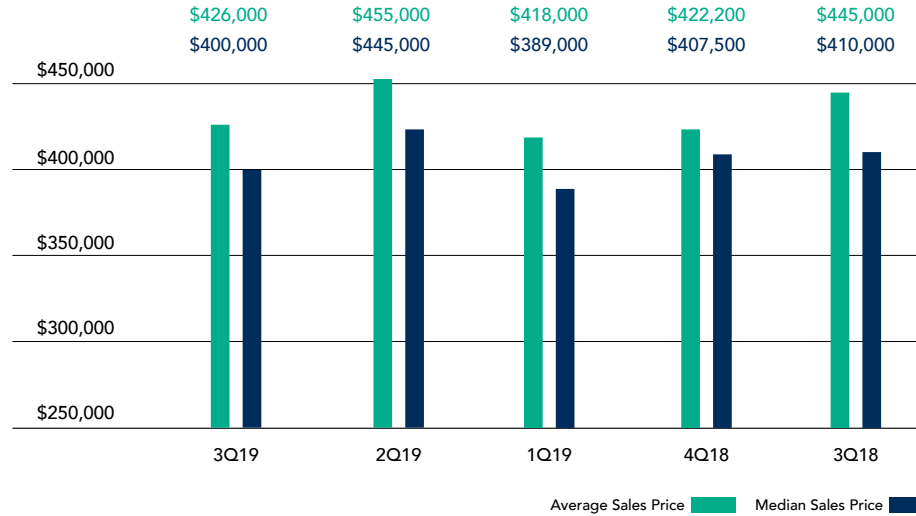
West Orange

SINGLE FAMILY HOMES

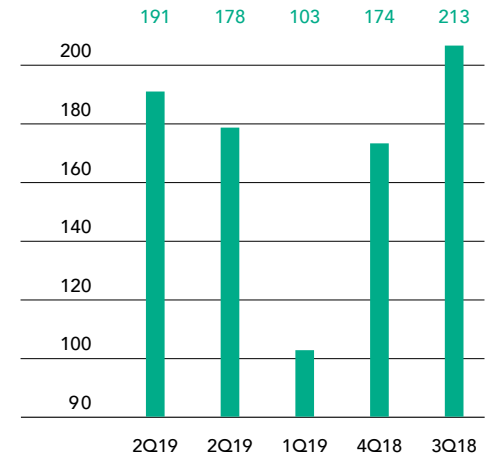
The average sale price ended at \$426,000, a 4% decrease over prior year. The median sale price was also lower ending at \$400,000 or 2% less than prior year.

There were 191 closed sales this period with an average of 49 days on market. Sellers received 100% of asking price.

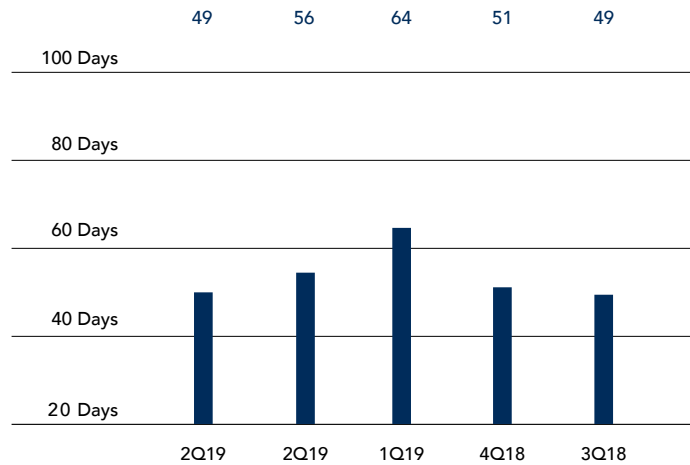
AVERAGE AND MEDIAN SALES PRICE



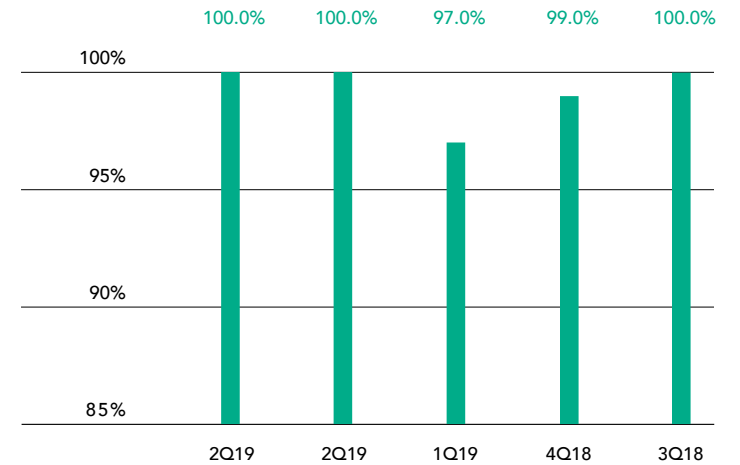
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE

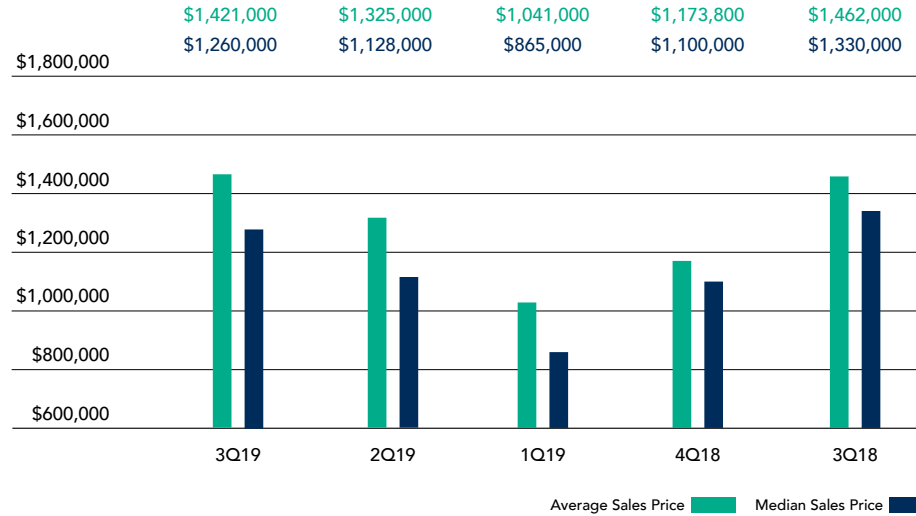


Short Hills Millburn Township

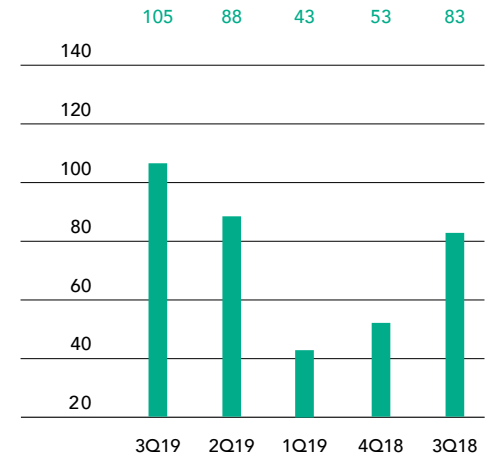
SINGLE FAMILY HOMES

The average sale price had a minor 3% decline ending at \$1,421,000. The median price displayed a decrease of 5%, ending at \$1,260,000. There were 27% more closed sales this period comparing to 3q 2018. Single families spent more time on the market with average or 61 days. Sellers received average of 97% of their asking price.

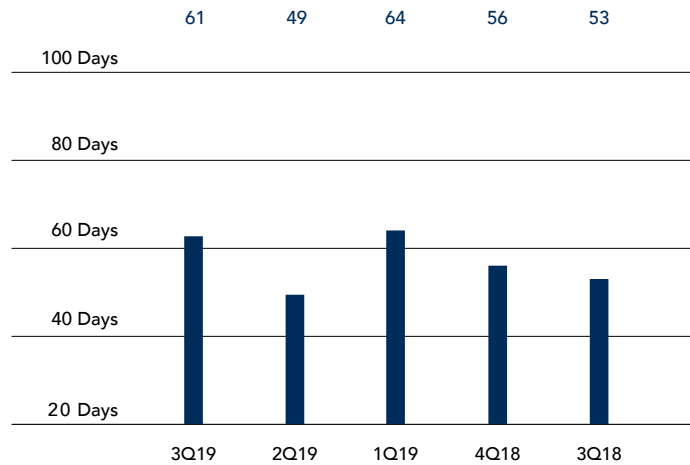
AVERAGE AND MEDIAN SALES PRICE



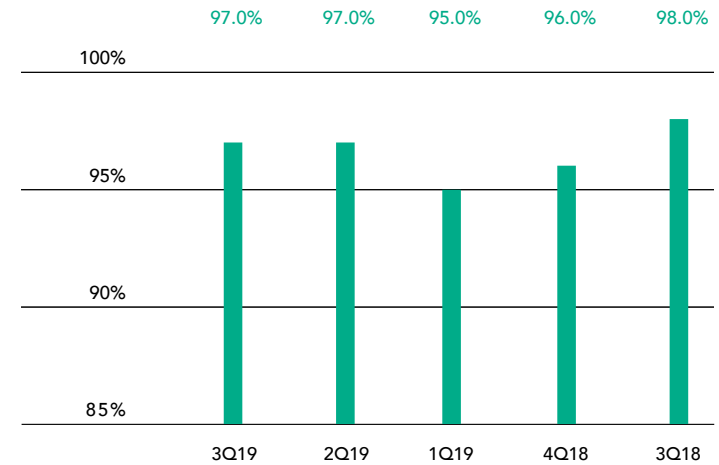
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



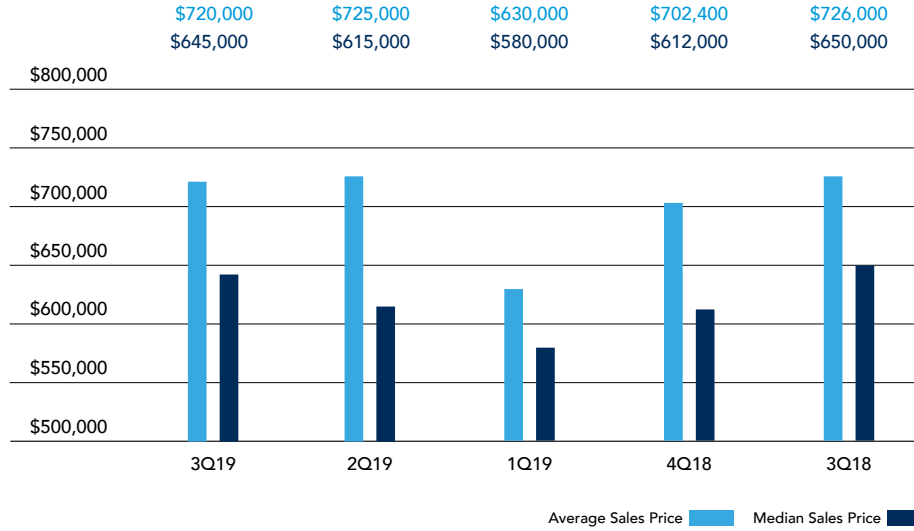
Livingston

SINGLE FAMILY HOMES

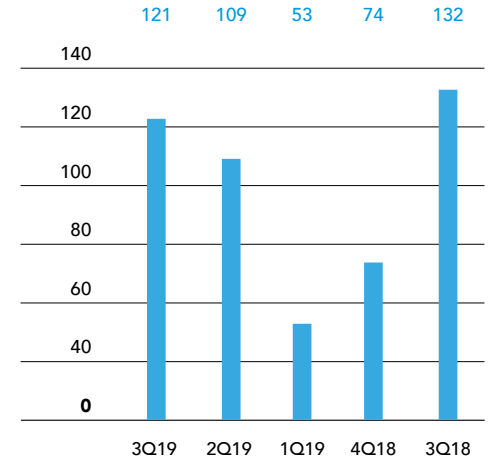
The average sale price remained nearly unchanged from prior year, ending at \$720,000. The median sale price had a similar behavior with a small decrease of 1% to \$645,000 from \$650,000 prior year.

The number of closed sales had an 8% decline with 21 closed sales. Single Family Homes spent an average of 46 days on market with sellers gaining 98% of asking price.

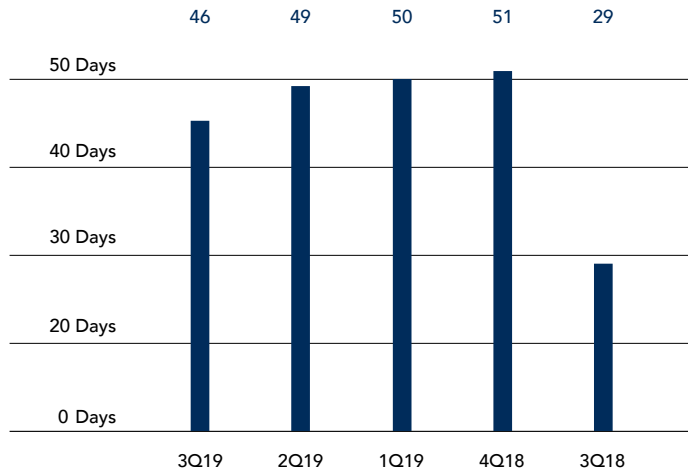
AVERAGE AND MEDIAN SALES PRICE



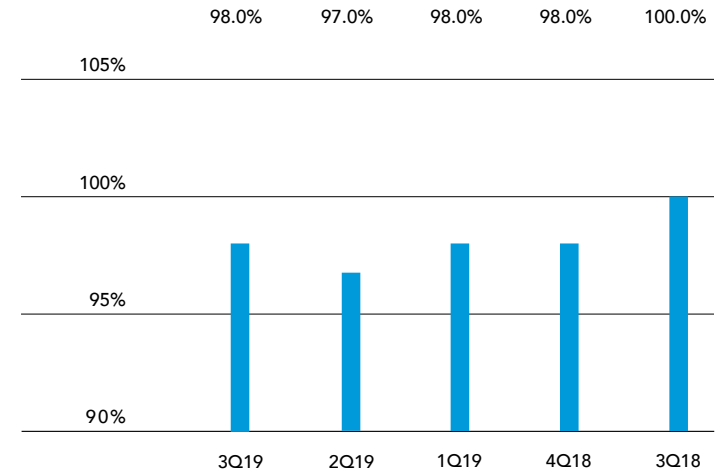
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



Maplewood

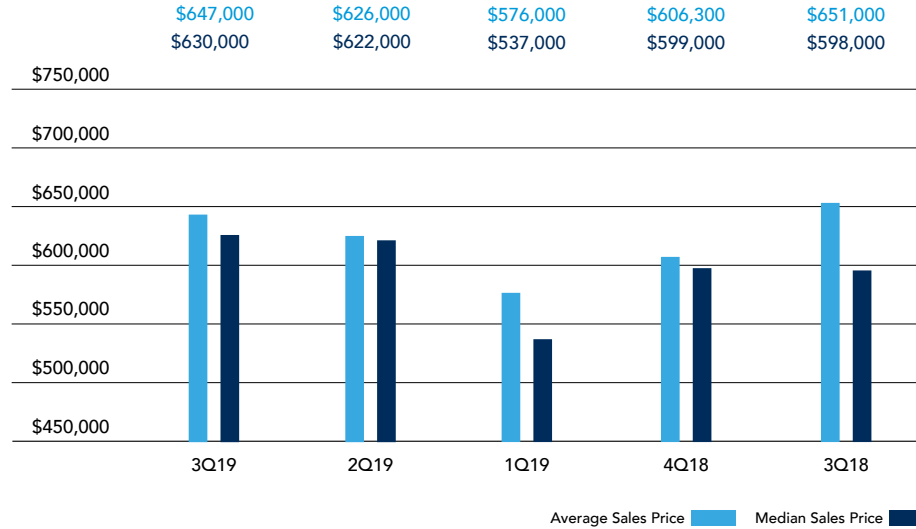
SINGLE FAMILY HOMES

The average sale price ended at \$647,000, nearly equal as compared with prior year average of \$651,000.

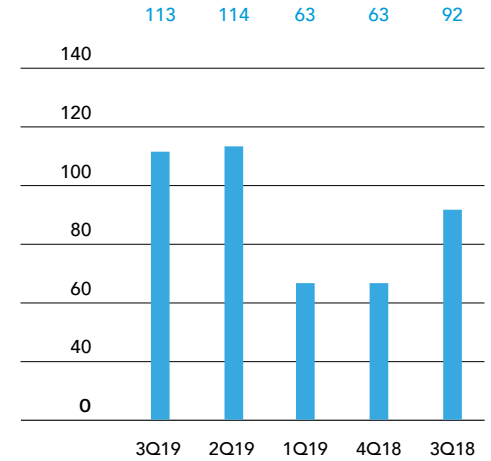
The median sale price was up to \$630,000, a 5% increase compared to prior year.

There were 113 closed sales versus just 92 sales last year. The average days on the market of 32 days was same as last year. Sellers received an average of 102% of asking price.

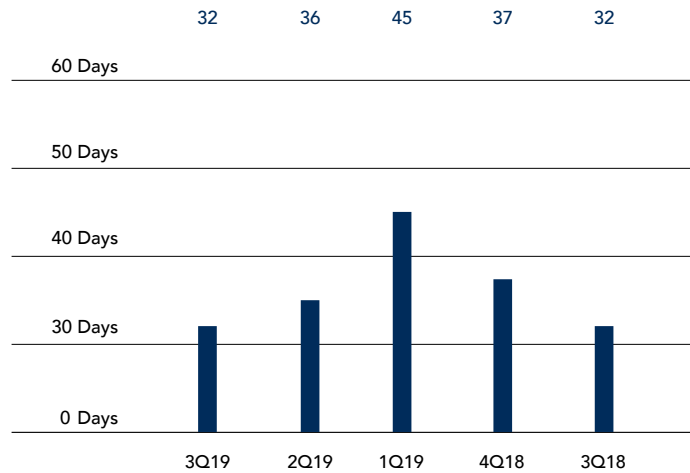
AVERAGE AND MEDIAN SALES PRICE



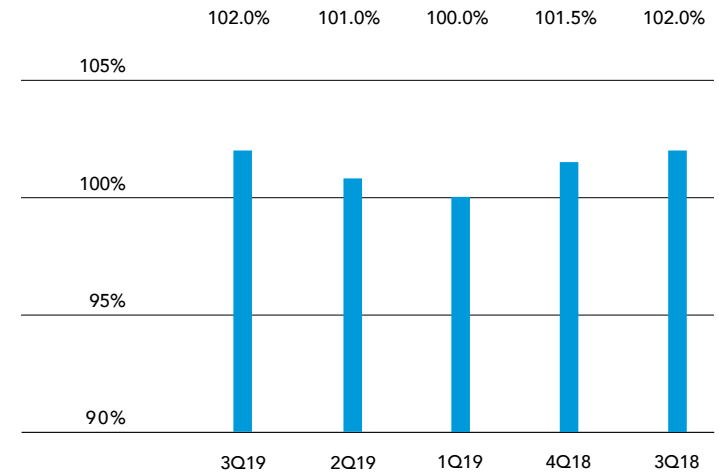
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



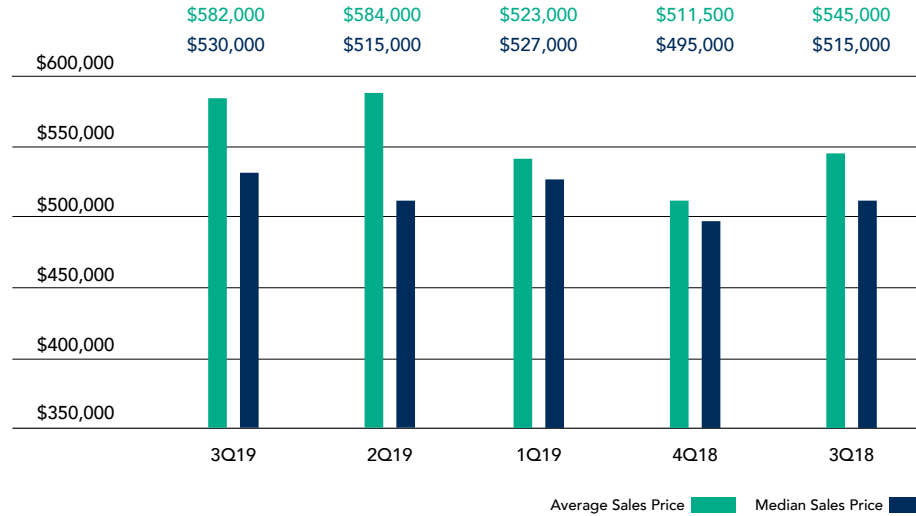
Verona

SINGLE FAMILY HOMES

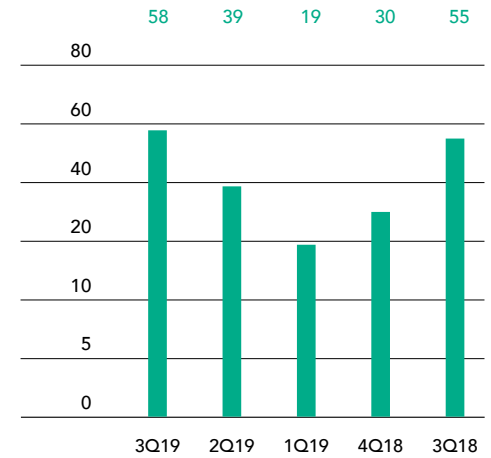
The average sale price ended at \$582,000, a 7% increase over prior year. The median sale price was also higher ending at \$530,000 or 3% more than prior year.

There were 58 closed sales this period with an average of 44 days on market. Sellers received 101% of asking price showing no change from the same period last year.

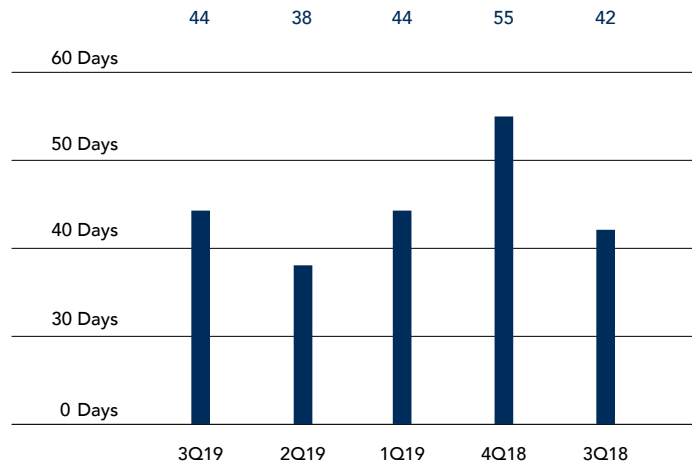
AVERAGE AND MEDIAN SALES PRICE



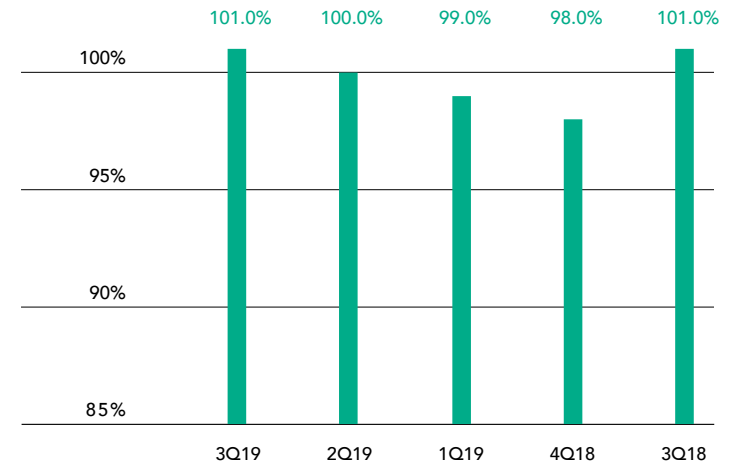
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



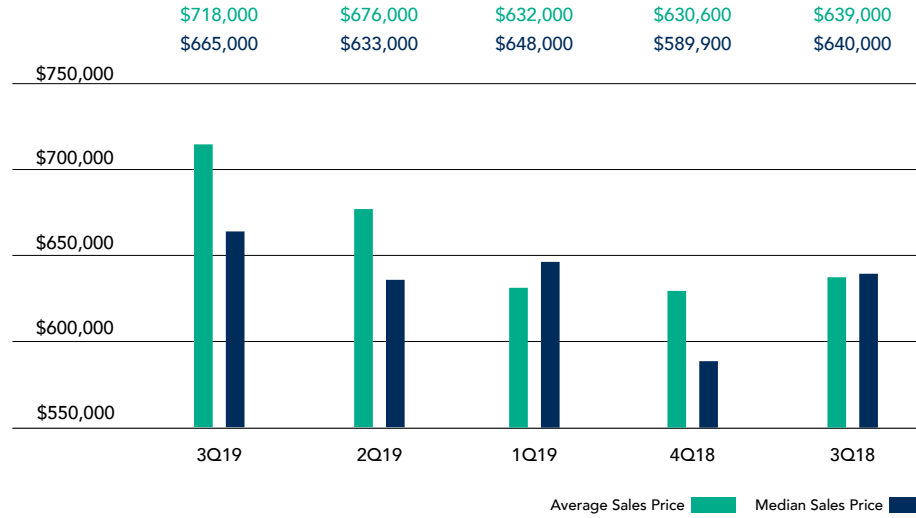
South Orange

SINGLE FAMILY HOMES

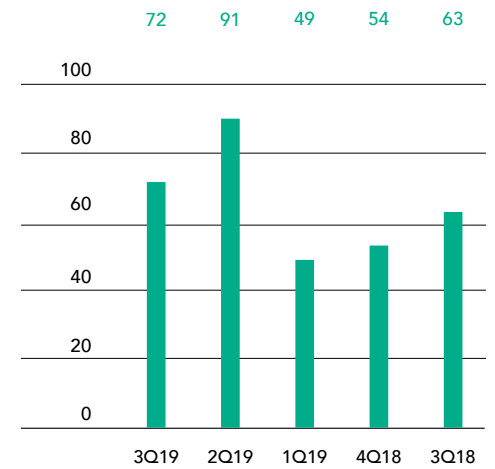
The average sale price of Single-Family Homes showed a significant 12% increase ending at \$718,000. The median sale price had a more subtle rise ending at \$665,000 or 4% more than the 3q 2018.

Closed transactions increased 14% with 72 transactions. Properties spent an average of 27 days on market. Sellers received average of 101% of asking price.

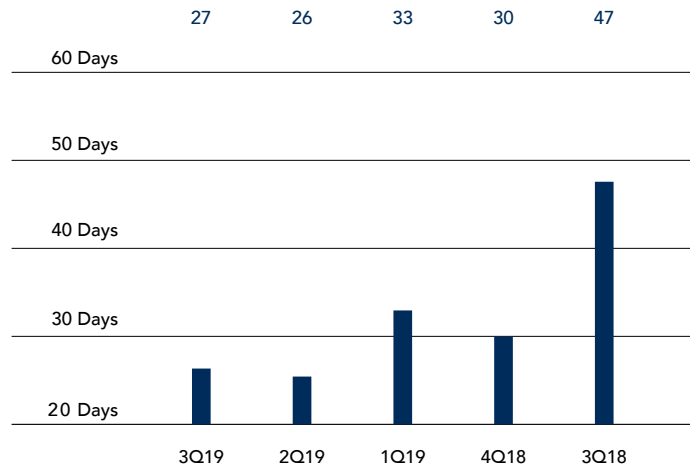
AVERAGE AND MEDIAN SALES PRICE



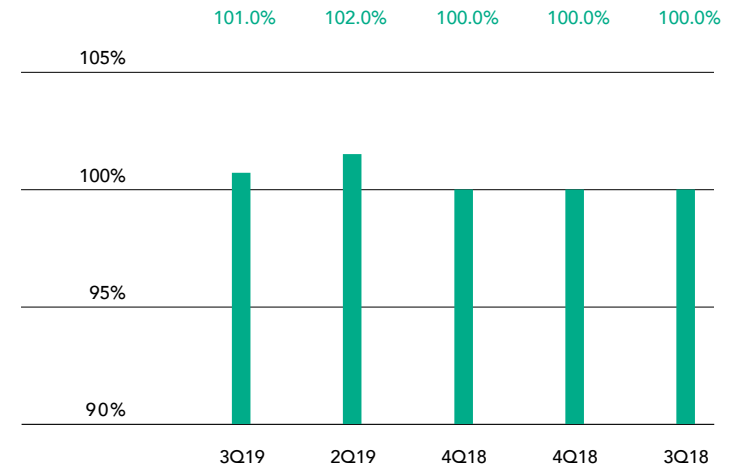
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



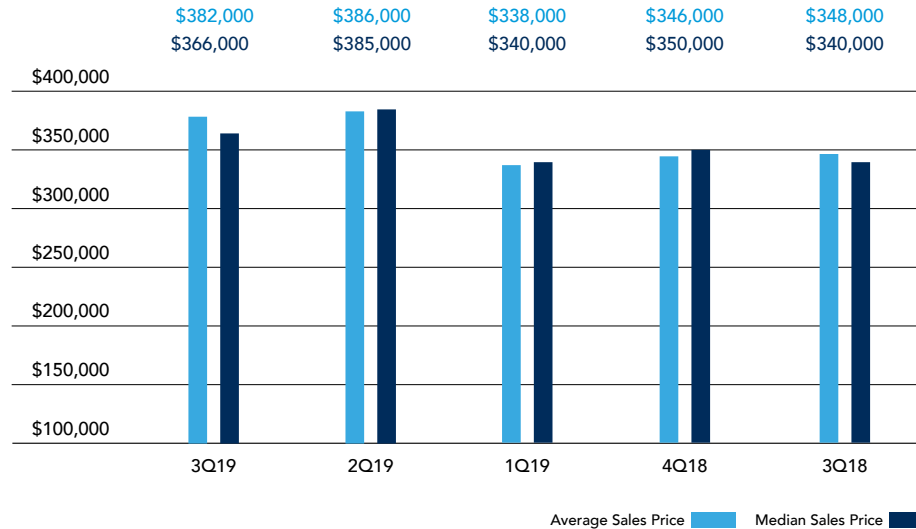
Bloomfield

SINGLE FAMILY HOMES

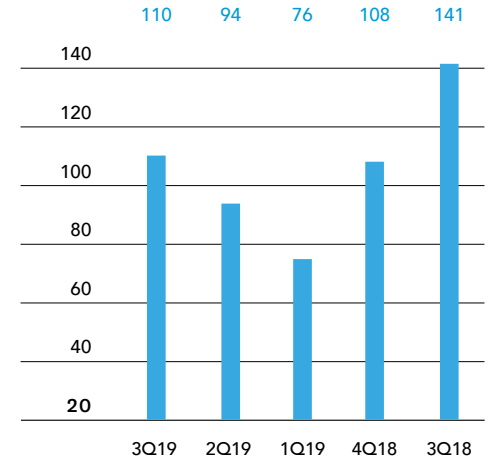
Market price measures remained on the rise with a 10% increase on the average sale price and an 8% gain in the median sale price. The average sale price ended at \$382,000 as compared with prior year average of \$348,000. The median sale price was \$366,000, an improvement from prior year's \$340,000 figure.

The number of closed sales dropped to 110 closings this period versus 141 during the same period last year. Single Family Homes spent an average of 44 days on market with sellers gaining an average of 103% of original asking price.

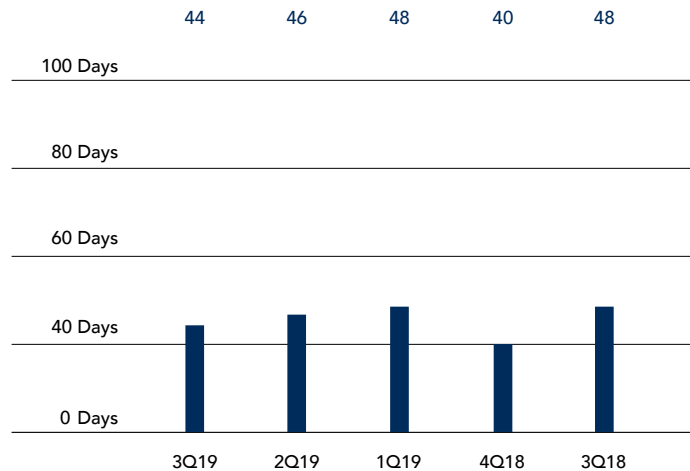
AVERAGE AND MEDIAN SALES PRICE



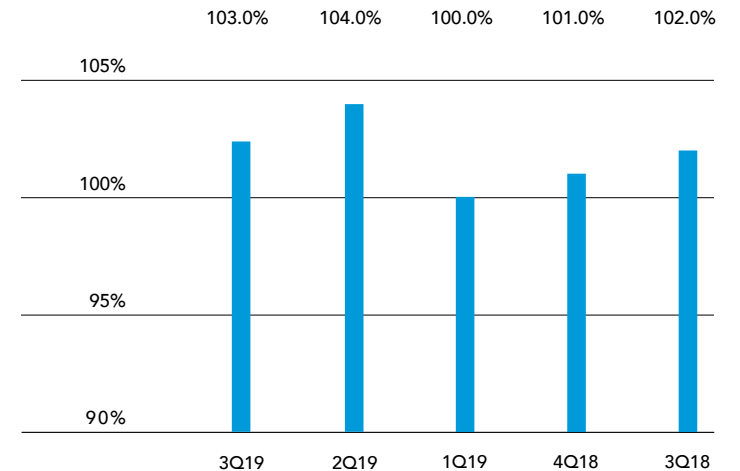
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



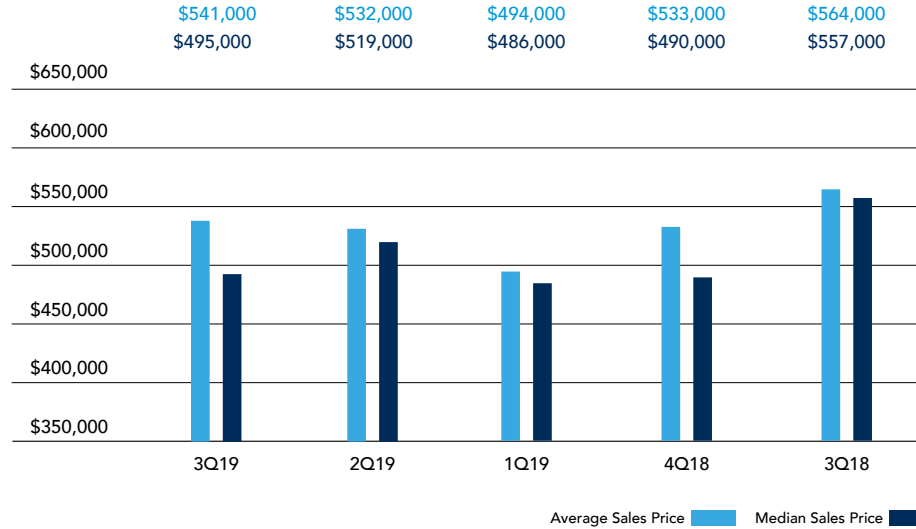
Roseland

SINGLE FAMILY HOMES

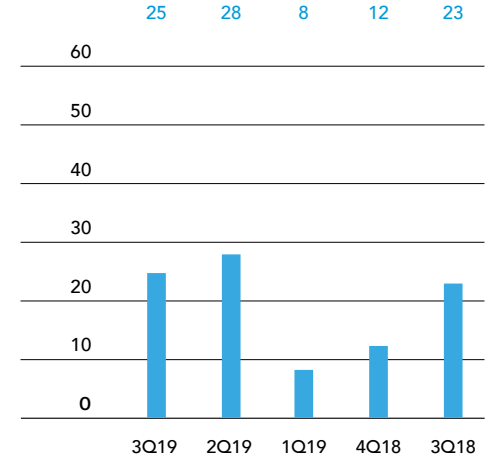
The average sale price ended at \$541,000 a 4% decline from prior year. The median sale price was also down, ending at \$495,000 as compared with \$557,000 in the prior year.

There were 25 closed sales this period versus 28 sales last year. Homes spent an average of 25 days on the market. Sellers obtained on average a 97% of the original asking price.

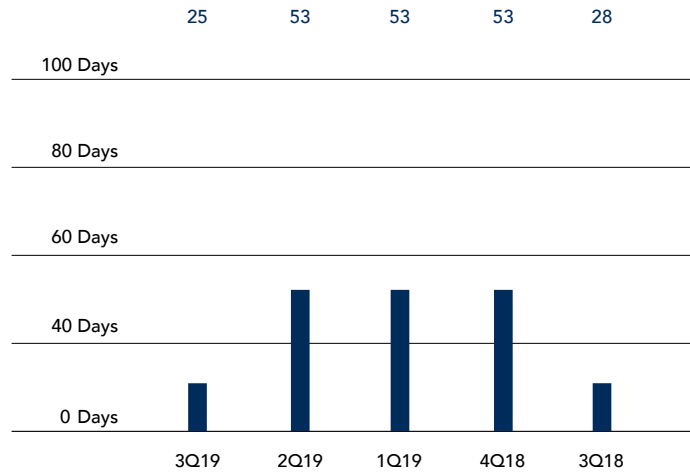
AVERAGE AND MEDIAN SALES PRICE



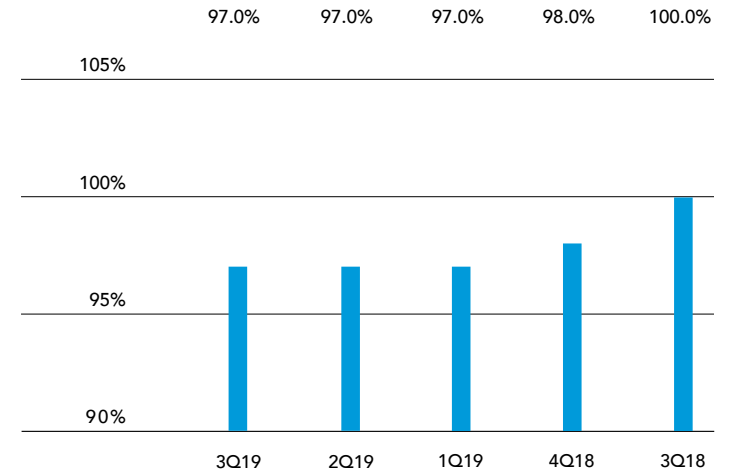
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



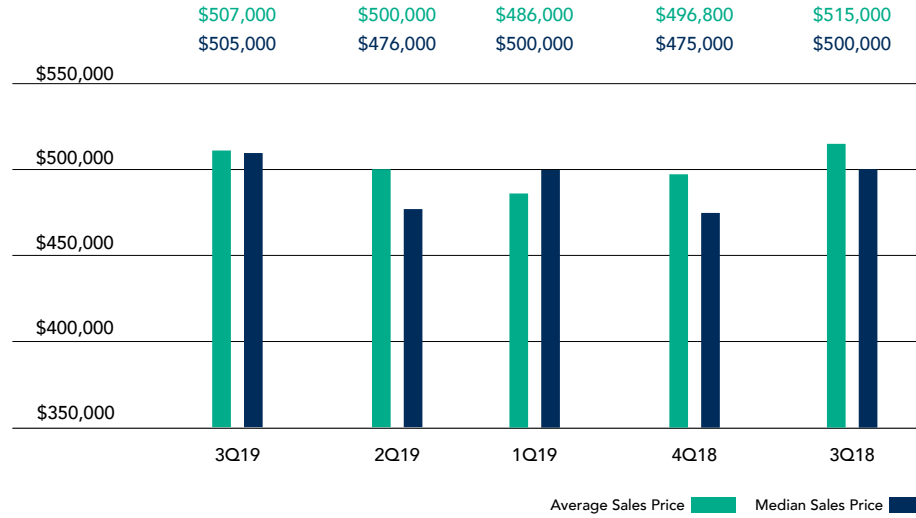
Caldwell and West Caldwell

SINGLE FAMILY HOMES

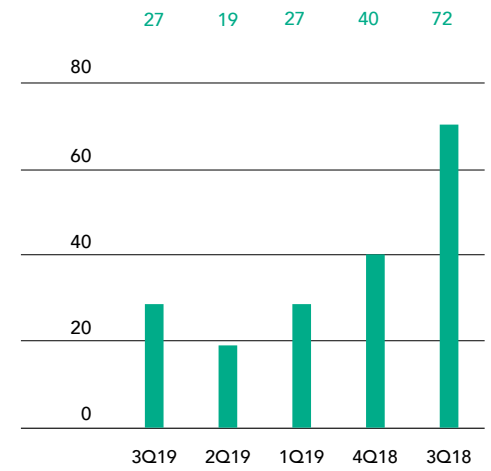
Both the average sale price and median sale price had minimal change during this quarter compared to last year. The average sale price ended at \$507,000, a 2% decrease over prior year. The median sale price was 1% higher at \$505,000.

There were 27 sales this period. Homes spent an average of 58 days on the market while sellers gained 99% of asking price.

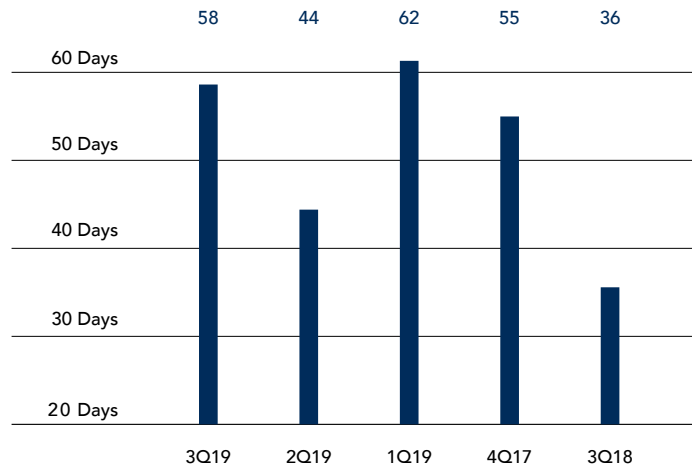
AVERAGE AND MEDIAN SALES PRICE



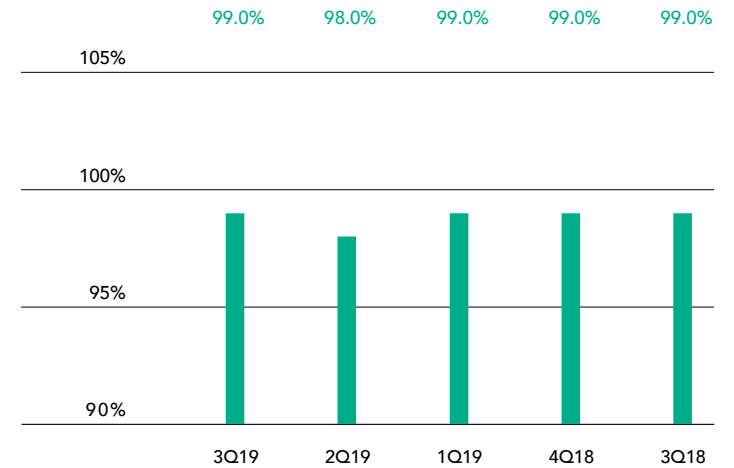
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



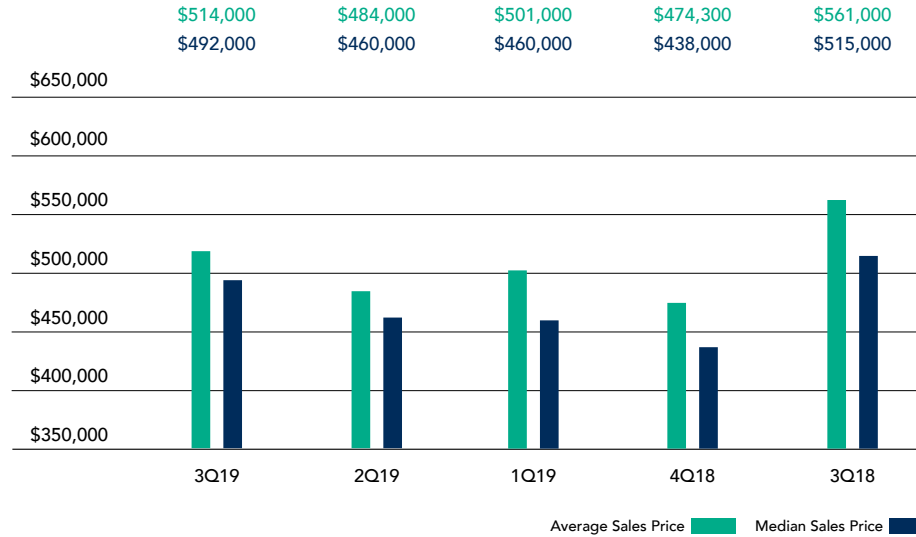
Cedar Grove

SINGLE FAMILY HOMES

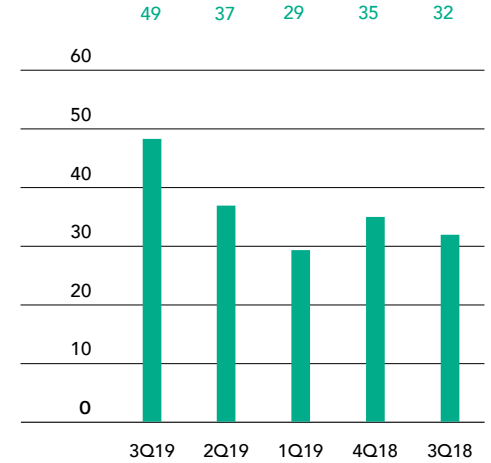
The average sale price reached \$514,000, an 8% dip as compared with the same period last year. The median sale price was also lower by a smaller factor of 4%, ending at \$492,000.

The number of closed sales increased to 49 transactions. Properties spent an average of 38 days in the market. Sellers received approximately 99% of the asking price.

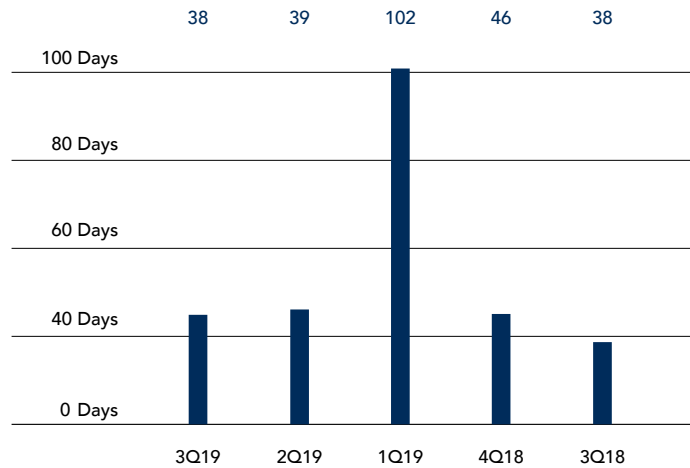
AVERAGE AND MEDIAN SALES PRICE



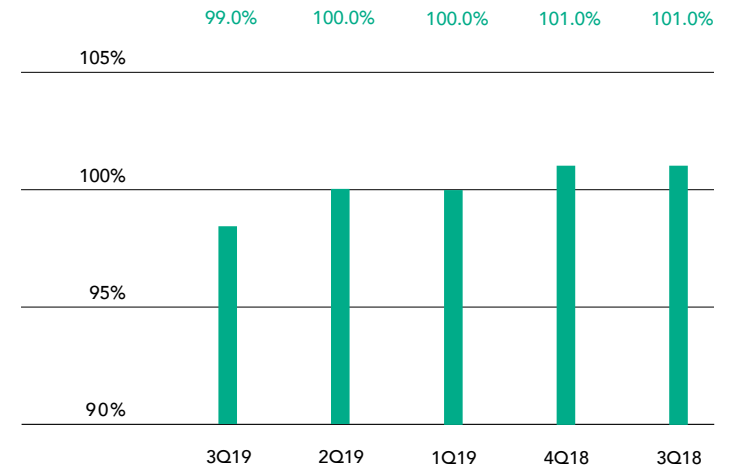
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



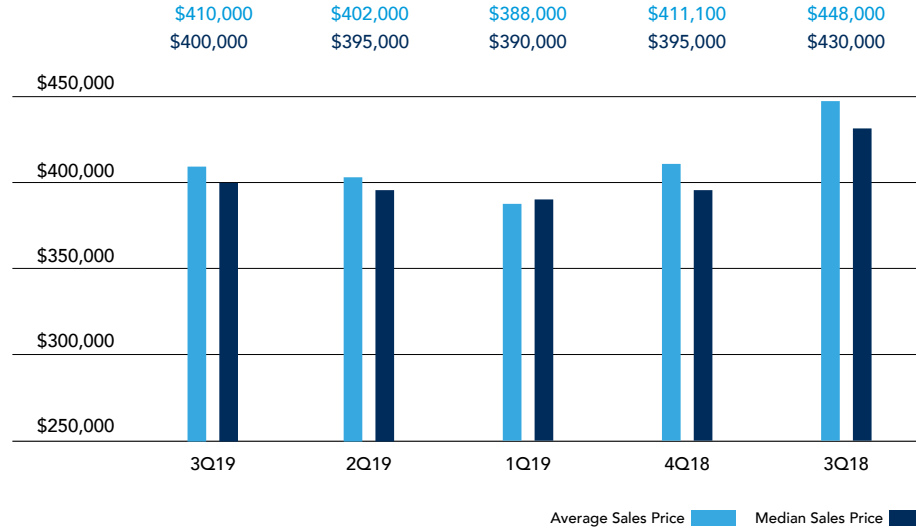
Nutley

SINGLE FAMILY HOMES

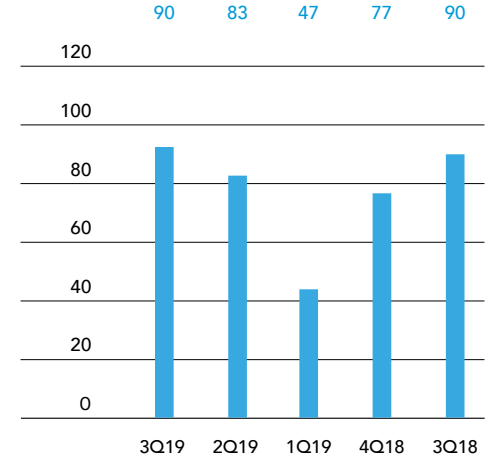
The average sale price showed an 8% decline ending at \$410,000. The median sale price had a similar behavior, ending at \$400,000 or 7% less than prior year.

Closed sales remained unchanged with 90 transactions. Properties spent an average of 38 days on market. Sellers received approximately 99% of the asking price.

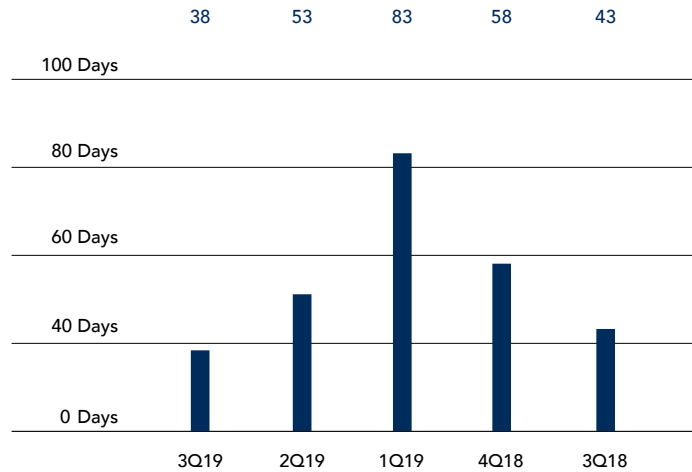
AVERAGE AND MEDIAN SALES PRICE



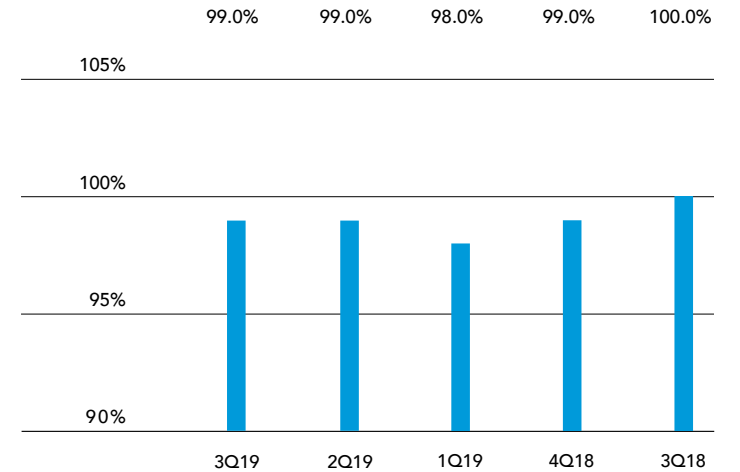
NUMBER OF SALES



DAYS 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

BROOKLYN BROOKLYN HEIGHTS

122 Montague Street
Brooklyn, NY 11201
718.613.2000

PARK SLOPE

160 7th Avenue
Brooklyn, NY 11215
718.878.1960

COBBLE HILL

162 Court Street
Brooklyn, NY 11201
718.613.2020

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

BAY RIDGE

8324 4th Avenue
Brooklyn, NY 11209
718.878.1880

QUEENS

LONG ISLAND CITY

47-12 Vernon Boulevard
Queens, NY 1110
718.878.1800

FOREST HILLS

108-23 Ascan Avenue
Forest Hills, NY 11375
718-520-0303

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

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 New Jersey, LLC.

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