



Fourth Quarter 2019

Market Report | Hoboken/Downtown Jersey City



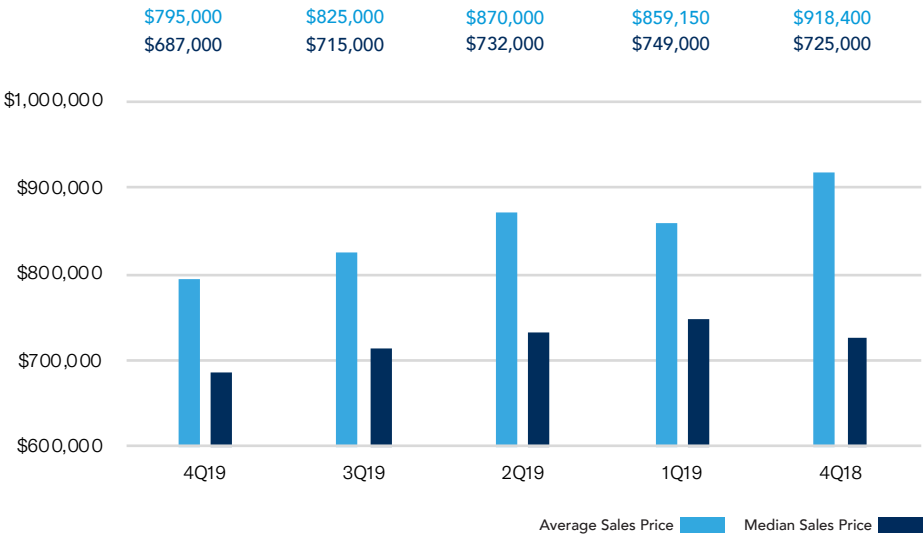
Hoboken

ALL APARTMENTS

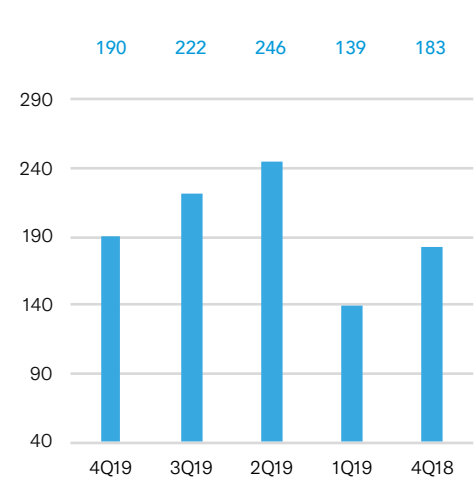
The average sale price of Hoboken apartments reached \$795,000, a 13% decrease over prior year. The median sale price also fell 5% ending at \$687,000.

There was a gain of 4% on the number of closed sales ending at 190 closings versus 183 during the same period last year. Apartments spent an average of 44 days on market with sellers gaining an average of 98% of asking prices.

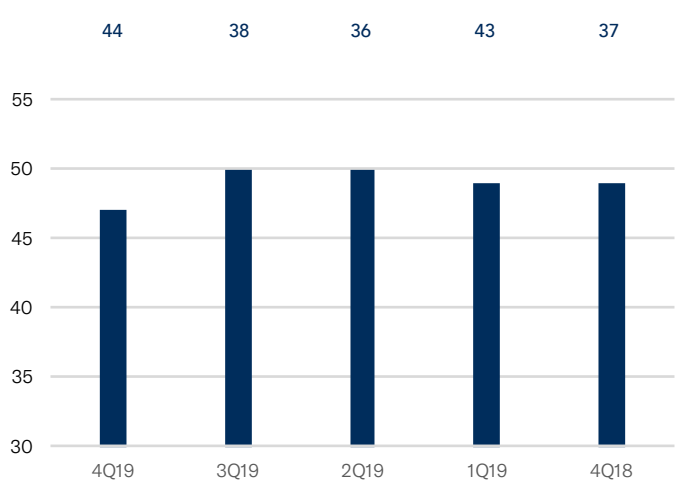
AVERAGE AND MEDIAN SALES PRICE



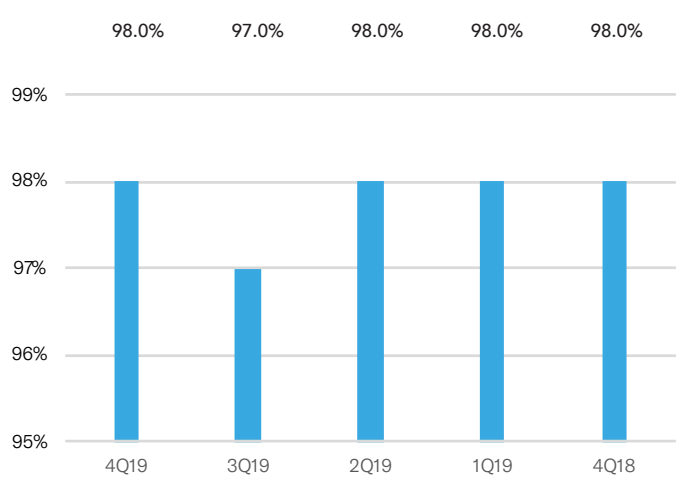
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



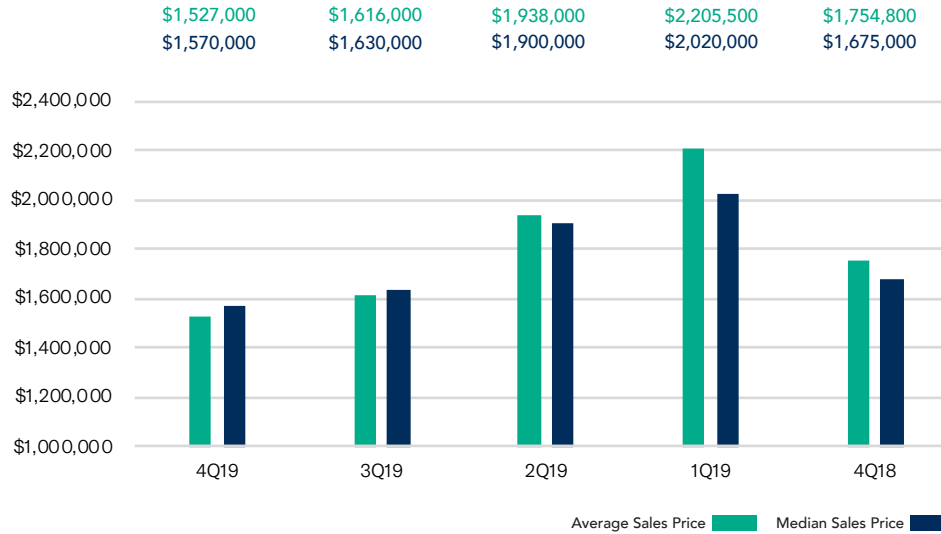
Hoboken

TOWNHOUSES (1-4 UNITS)

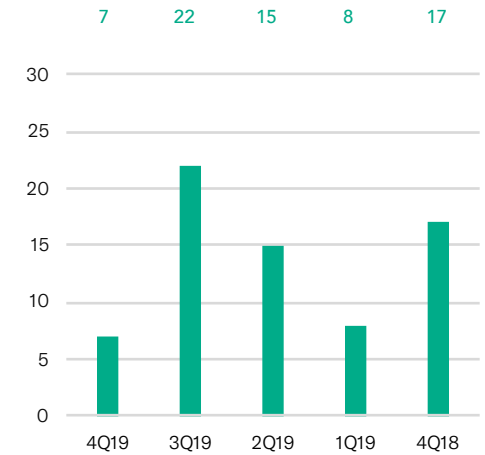
The average sale price of Hoboken townhouses decreased 13% ending at \$1,527,000. The median sale price exhibited similar behavior ending at \$1,570,000 or 6% less.

There were only 7 closed sales this period versus the 17 sales during the 4Q 2018. Properties remained on the market for an average of 46 days and sellers received 99% of their asking price.

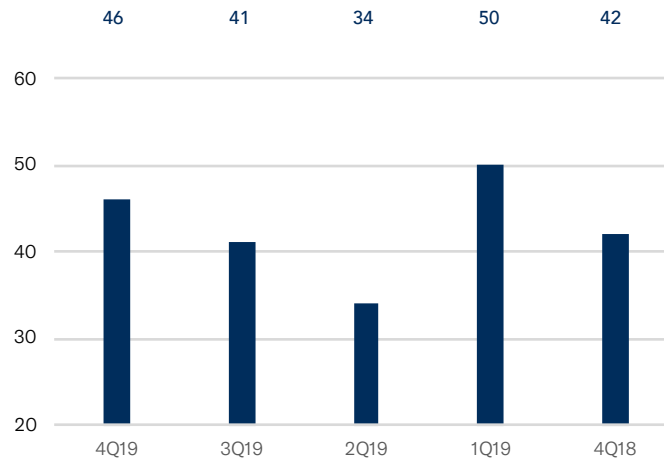
AVERAGE AND MEDIAN SALES PRICE



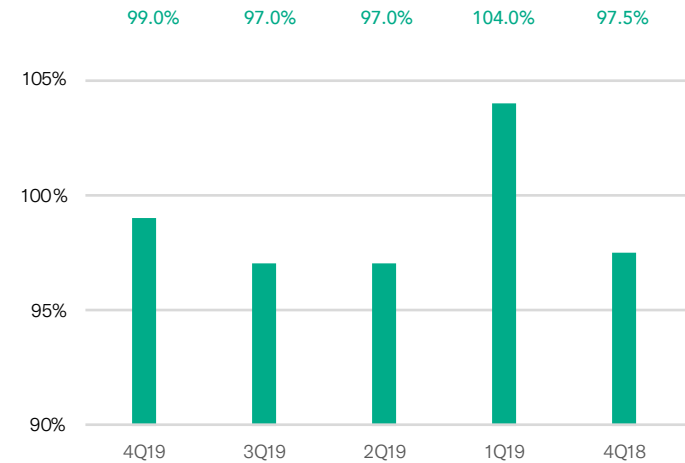
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



Downtown Jersey City

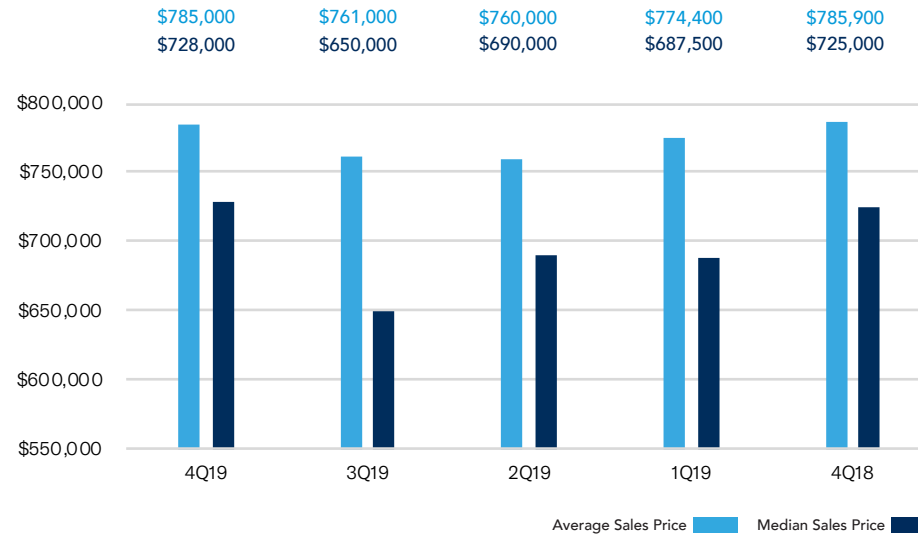
ALL APARTMENTS

The average and median sale prices of apartments in Downtown Jersey City remained virtually unchanged when comparing to the same period last year. The overall average sale price was \$785,000 and the median price was \$728,000.

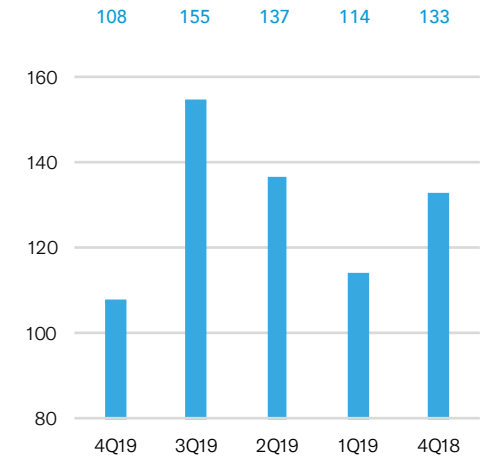
The number of closed sales declined 19% to 108 transactions comparing with the 133 closed sales from the 4Q 2018. Sellers received 98% of their asking price with properties spending an average of 47 days on market.



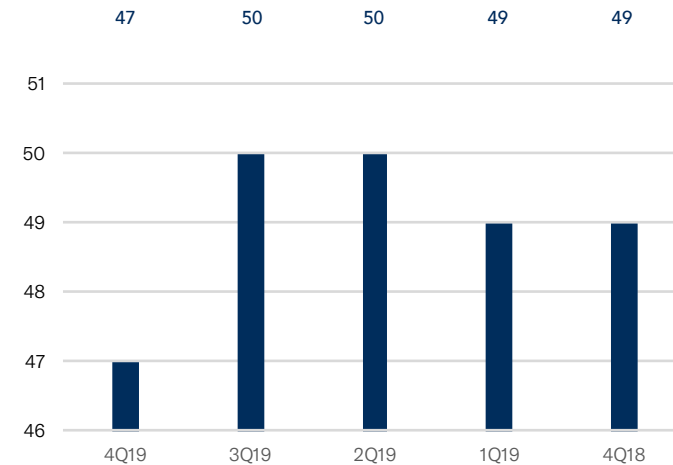
AVERAGE AND MEDIAN SALES PRICE



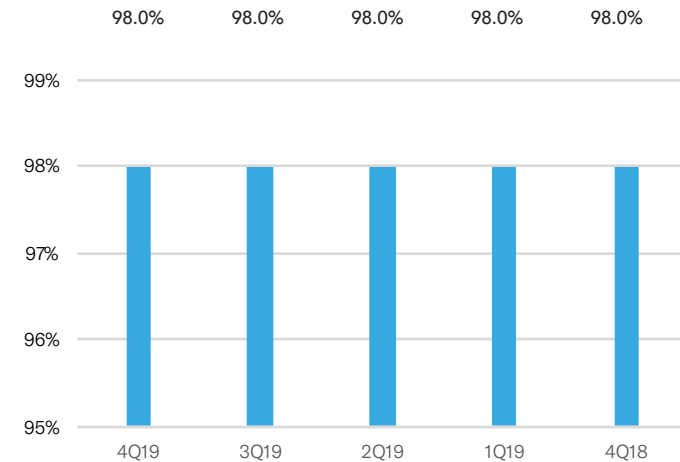
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



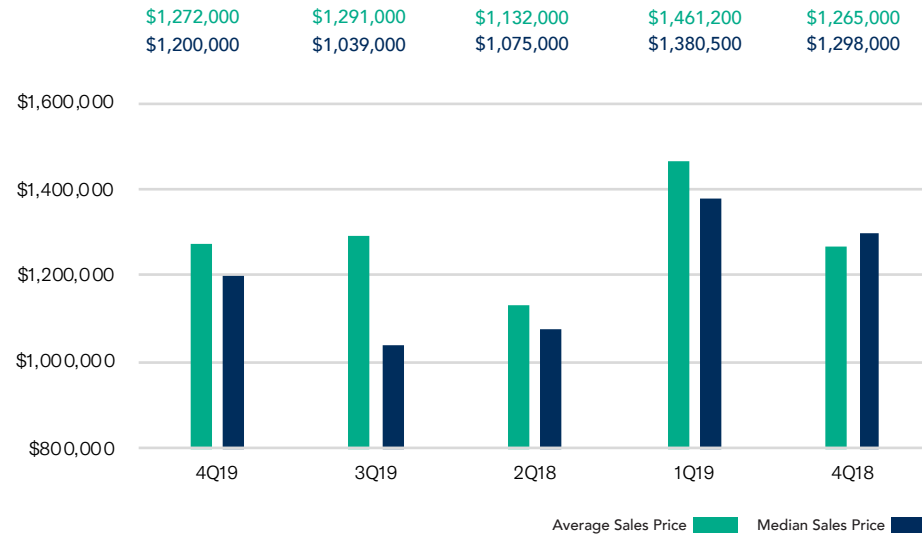
Downtown Jersey City

TOWNHOUSES (1-4 UNITS)

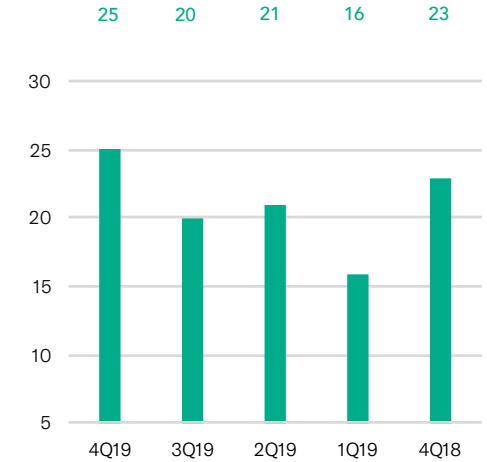
The average sale price of Downtown Jersey City townhouses reached \$1,272,000, a minor 1% increase over the 4Q 2018. The median sale price ended at \$1,200,00 or 8% less over the same period last year.

Closings increased 9% increase to 25 closed sales. Dwellings spent an average of 47 days on the market and sellers received approximately 94% of asking price, the same figure as 4Q 2018.

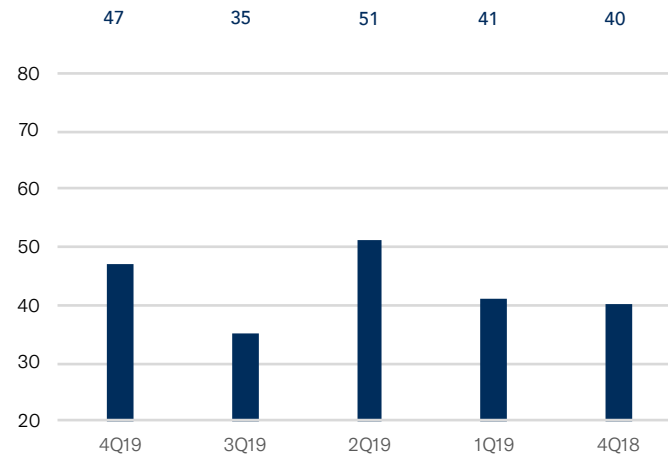
AVERAGE AND MEDIAN SALES PRICE



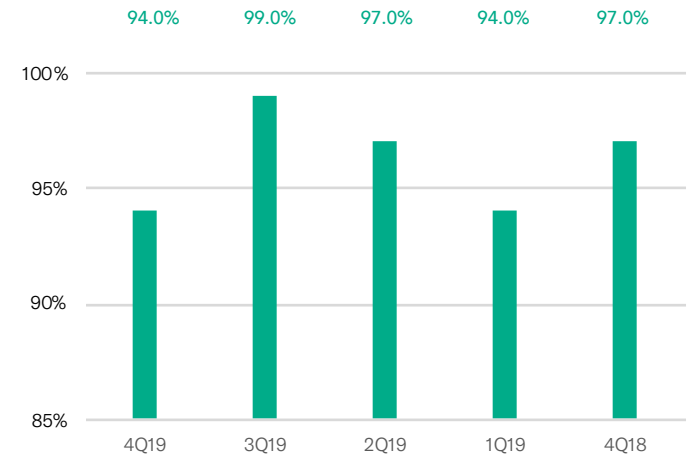
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



Journal Square Jersey City

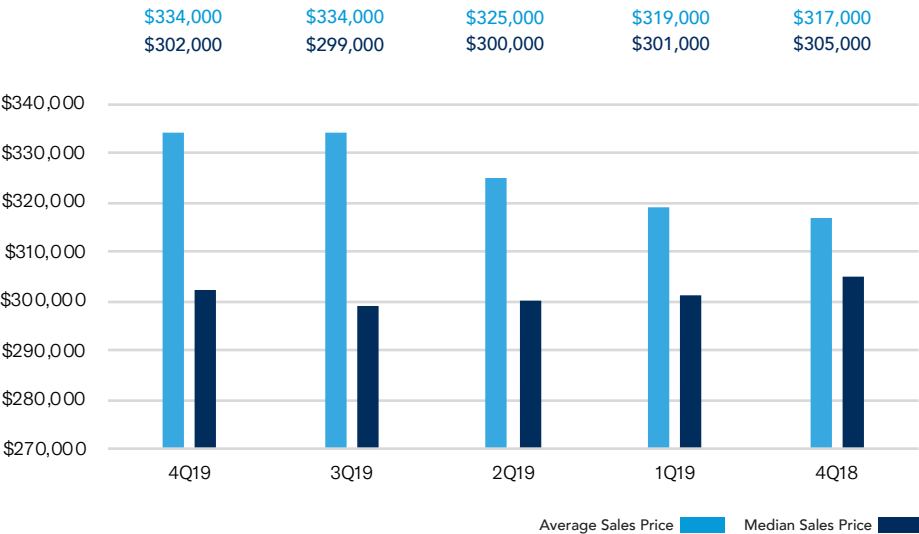
ALL APARTMENTS

The average sale price of apartments in Journal Square was \$334,000 during the last quarter of 2019 showing a 5% increase from the same period last year. The median price decreased a modest 1% ending at \$302,000.

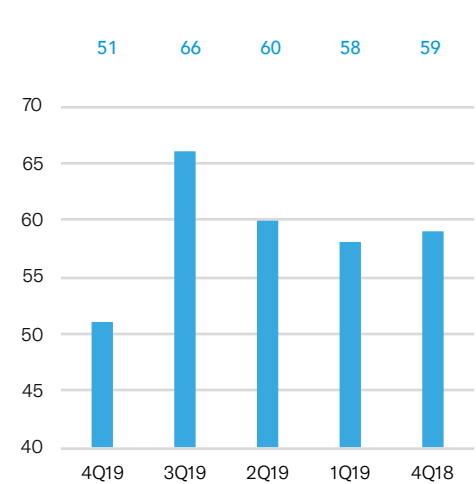
There were 51 closed sales or 14% less than the same period last year. Sellers received 98% of their asking price with an average of 41 days on market.



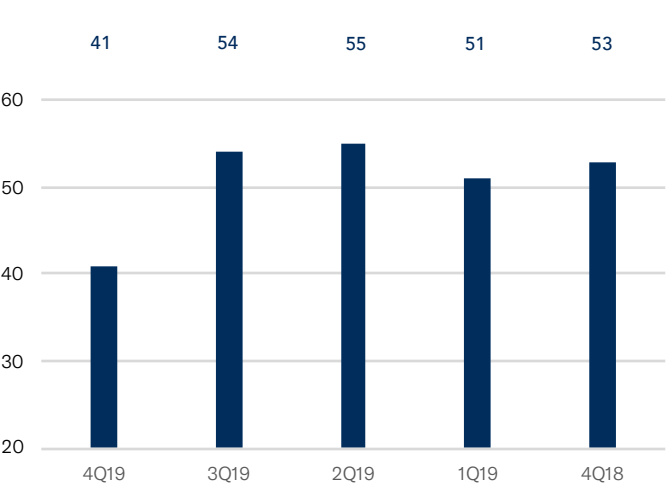
AVERAGE AND MEDIAN SALES PRICE



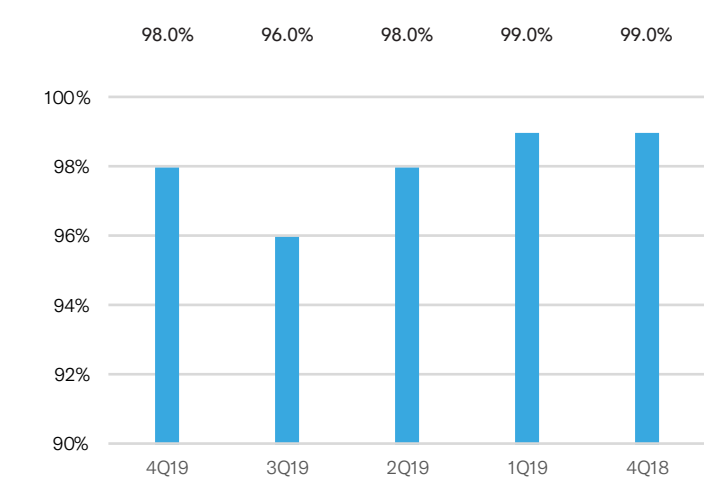
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



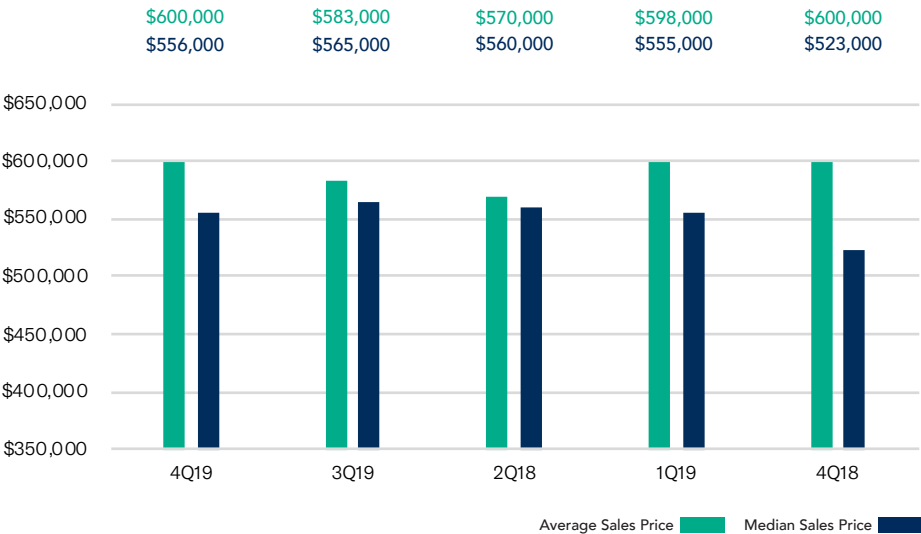
Journal Square Jersey City

TOWNHOUSES (1-4 UNITS)

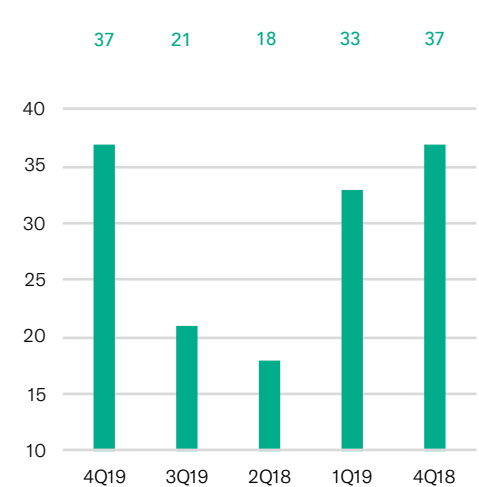
The average sales price remained unchanged ending at \$600,000 while the median sale price rose 6% to reach \$556,000.

Closings also remained unchanged with 37 transactions, the same as the 4Q 2018. Dwellings spent an average of 39 days on the market and sellers gained an average of 98% of asking prices.

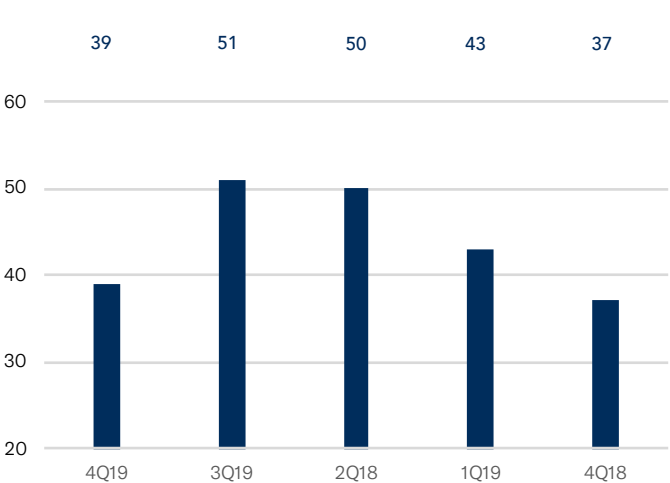
AVERAGE AND MEDIAN SALES PRICE



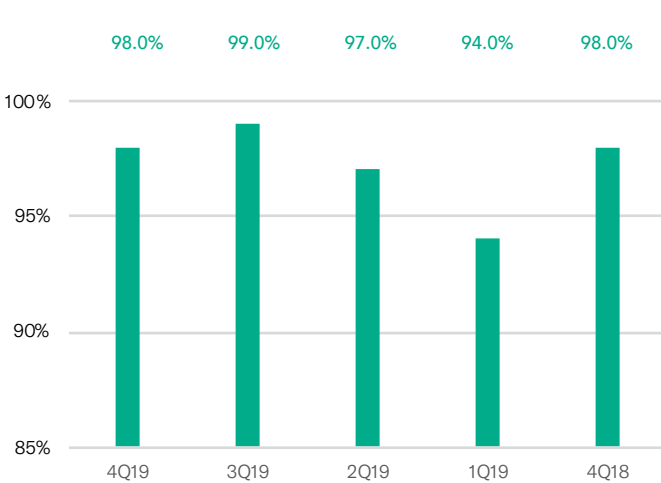
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



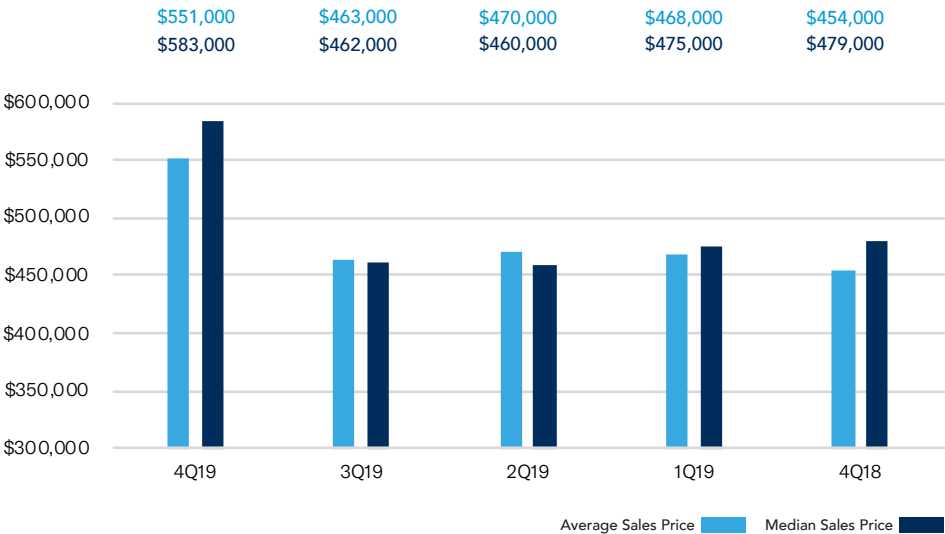
The Heights Jersey City

ALL APARTMENTS

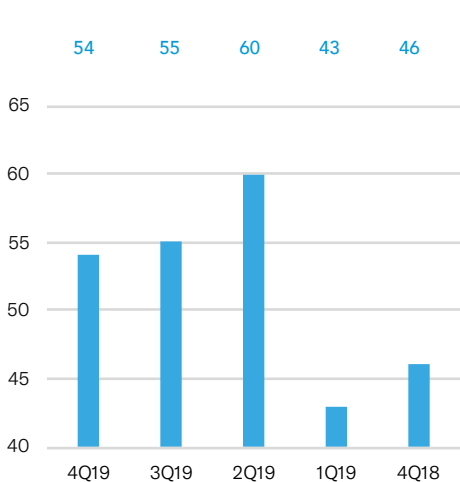
The average sale price of apartments in The Height was 21% higher than prior year, ending at \$551,000. The median price also increased significantly, with a 22% rise to \$583,000.

The number of closed sales followed the same rising trend with 54 transactions or 17% more than the same period last year. Sellers received 99% of their asking price while properties spent an average of 41 days on market.

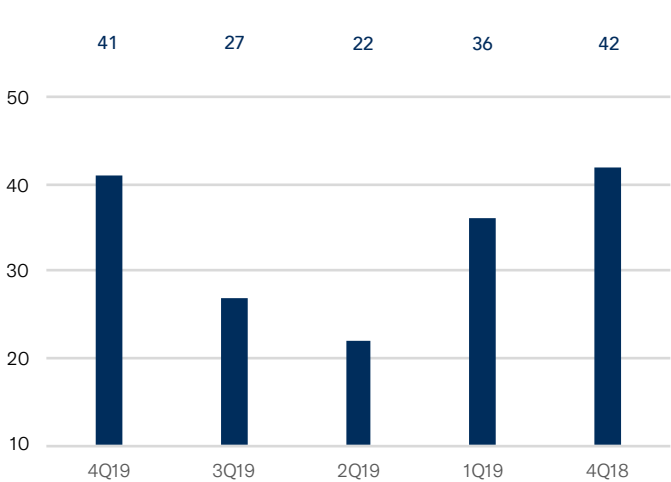
AVERAGE AND MEDIAN SALES PRICE



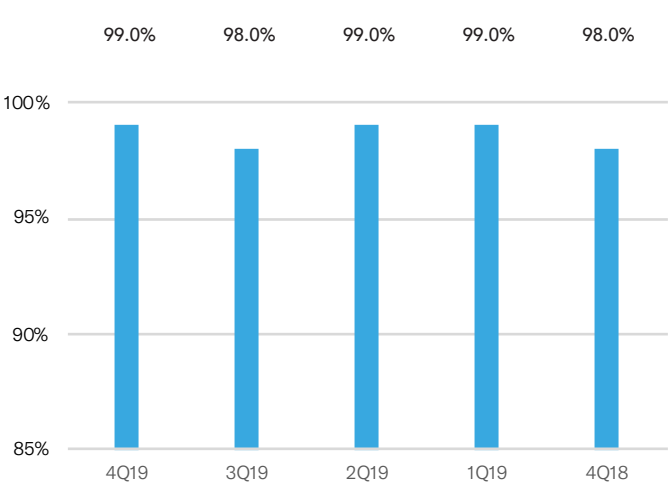
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



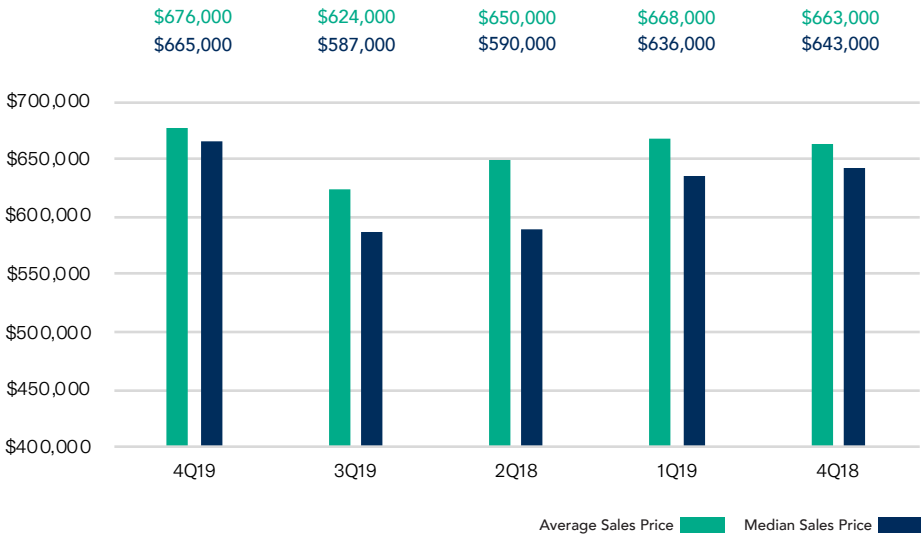
The Heights Jersey City

TOWNHOUSES (1-4 UNITS)

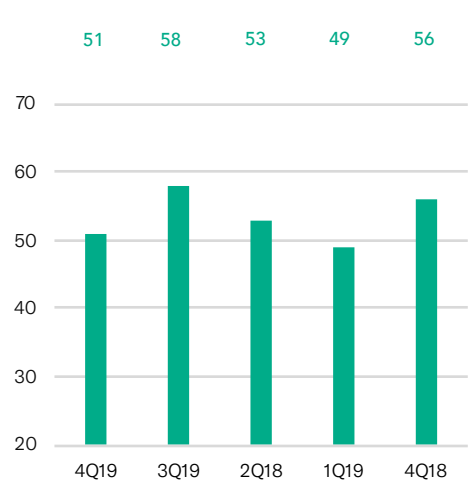
The average sale price of townhouse sales in The Heights had a modest 2% increase over the 4Q of 2018, ending at \$676,000. The same behavior was displayed in the median price with a 3% increase to \$665,000.

There were 51 closed sales this period. Properties averaged 30 days on the market and sellers received an average of 98% of asking prices.

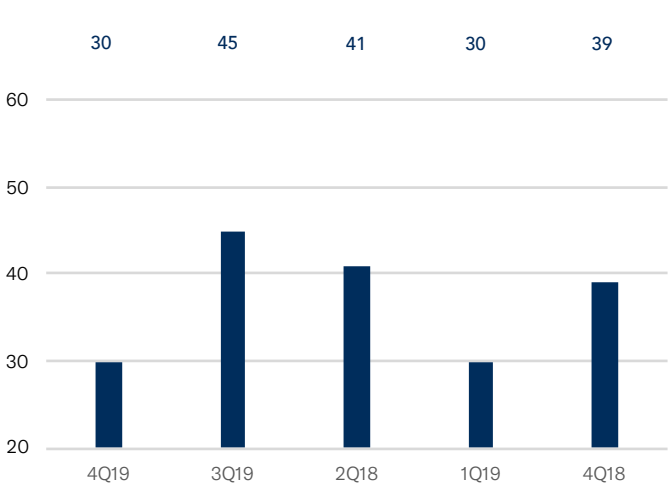
AVERAGE AND MEDIAN SALES PRICE



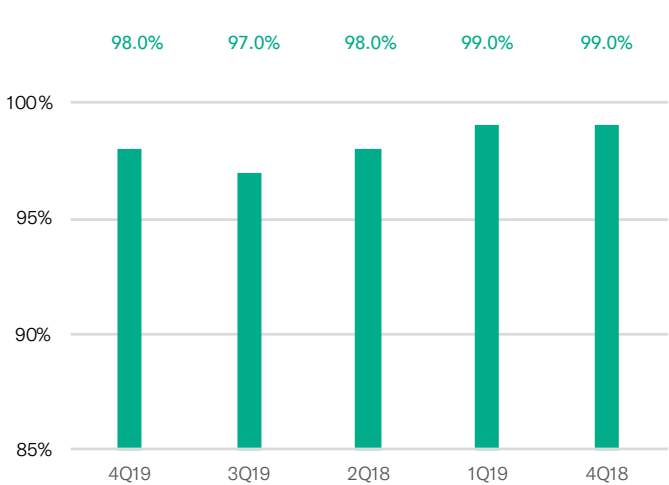
NUMBER OF SALES



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

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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