



Fourth Quarter 2019

Market Report | Essex County, New Jersey



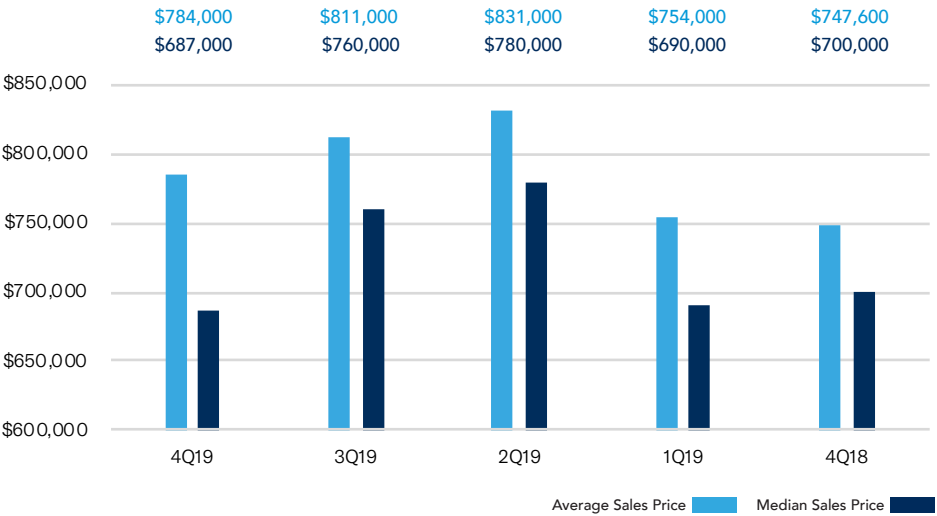
Montclair

SINGLE FAMILY HOMES

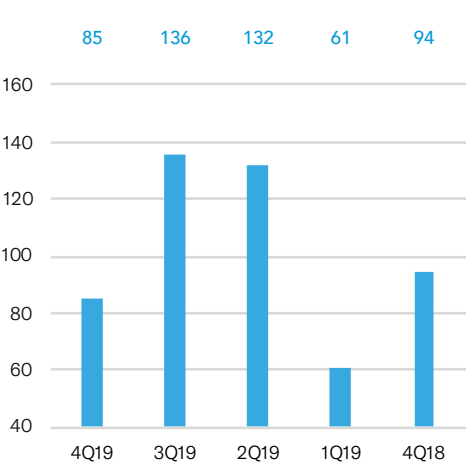
The average sale price ended at \$784,000 showing a 5% increase. The median sale price ended at \$687,000 or 2% lower than the prior year.

Closed sales had a 10% decline with 85 sales comparing with 94 sales the same period last year. Single Family Homes spent an average of 39 days on the market with sellers gaining an average of 105% of asking price.

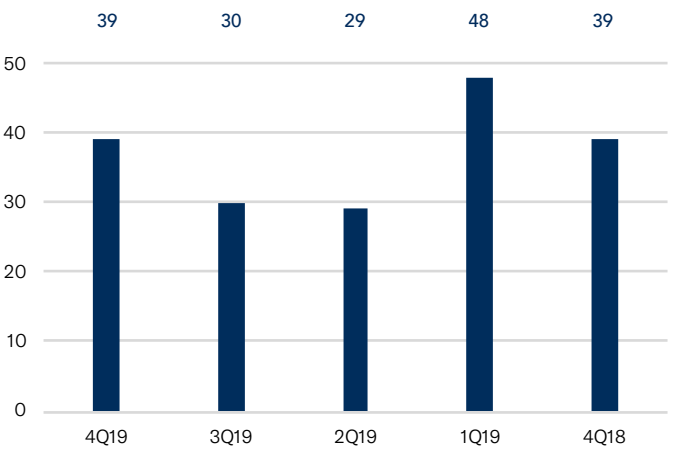
AVERAGE AND MEDIAN SALES PRICE



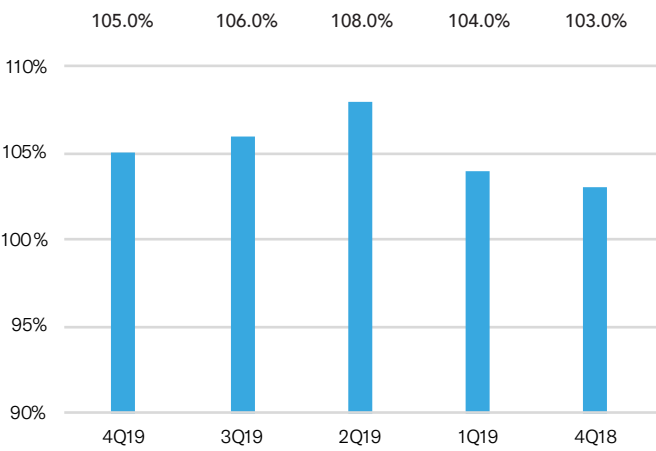
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



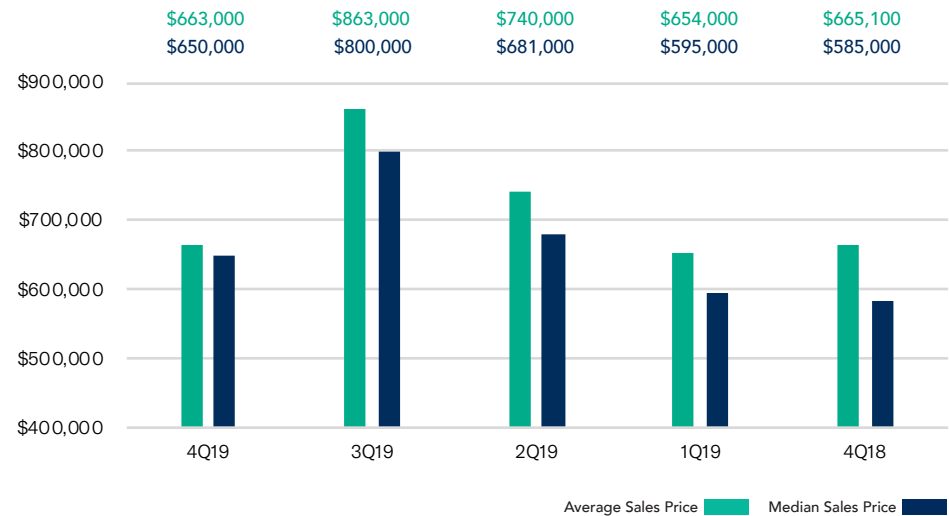
Glen Ridge

SINGLE FAMILY HOMES

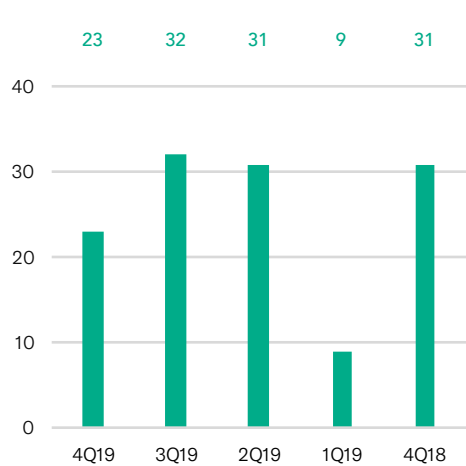
The average sale price of Single Family Homes remained virtually unchanged from the 4Q of 2018 ending at \$663,000. The median sale price had a significant 11% increase reaching \$650,000.

The number of closed sales were down with just 23 sales versus 31 closed sales during the 4th quarter of 2018. Homes spent an average of 31 days on market with sellers gaining 109% of the asking price.

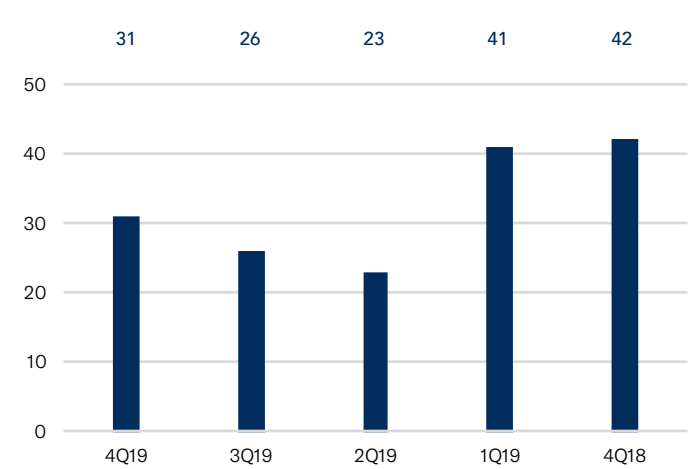
AVERAGE AND MEDIAN SALES PRICE



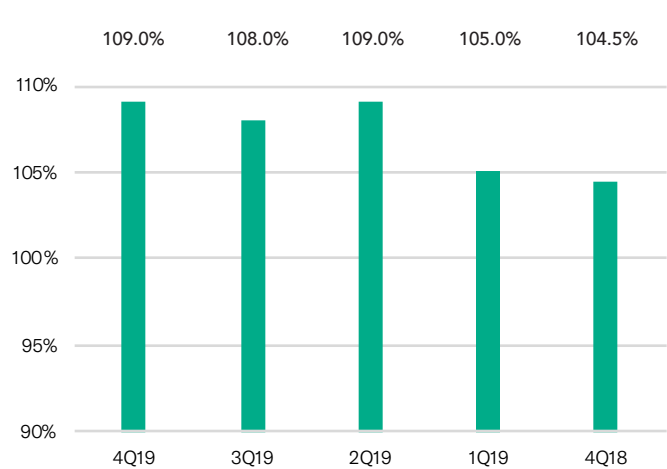
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



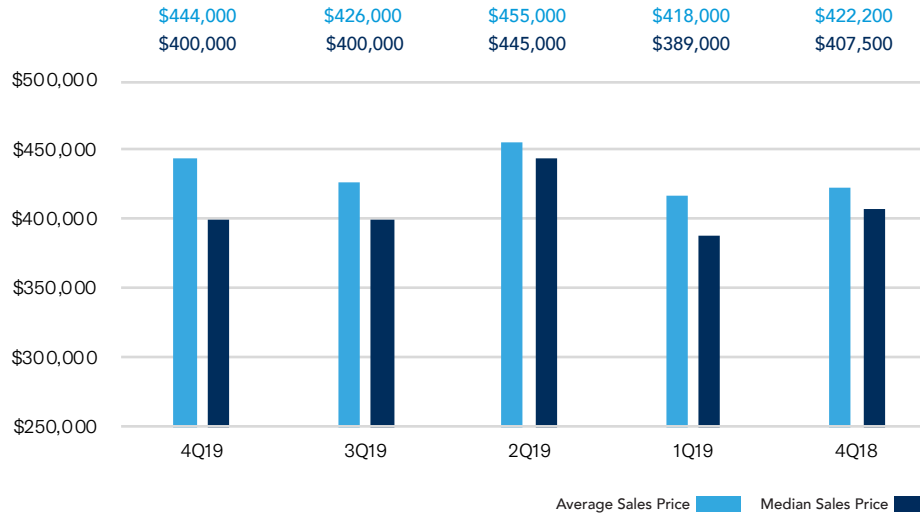
West Orange

SINGLE FAMILY HOMES

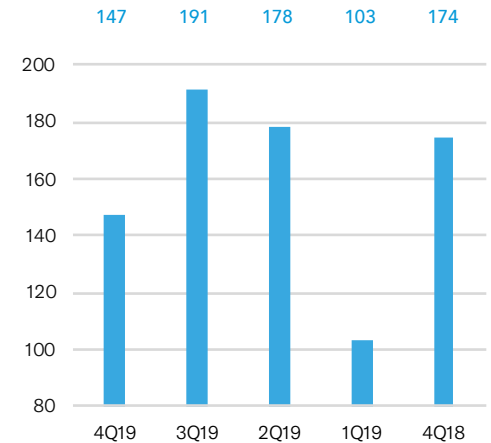
The average sale price was \$444,000, a 5% gain over prior year average of \$422,200. The median sale price was \$400,000, a 2% decrease from prior year's \$407,500 figure.

There were 147 closed sales this period, a 16% decline from the same period last year which had 174 sales. Single Family Homes spent an average of 72 days on market with sellers gaining an average of 99% of offering price.

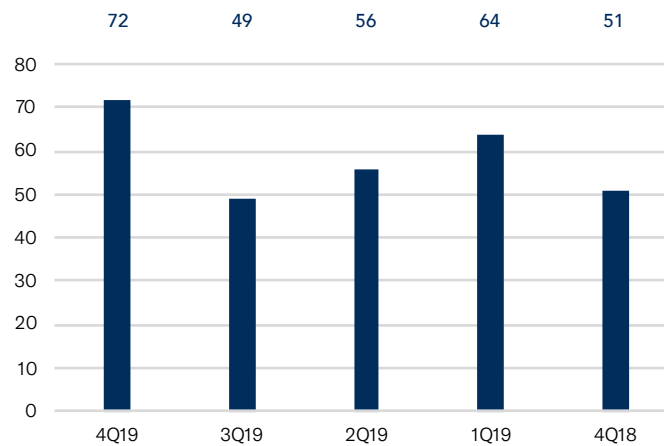
AVERAGE AND MEDIAN SALES PRICE



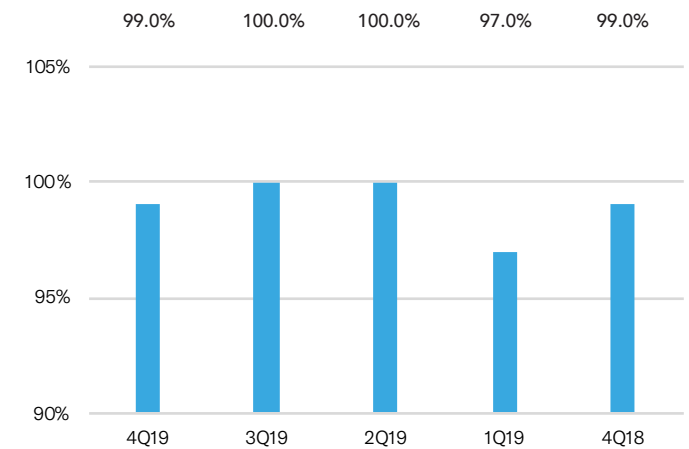
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



Short Hills Millburn Township

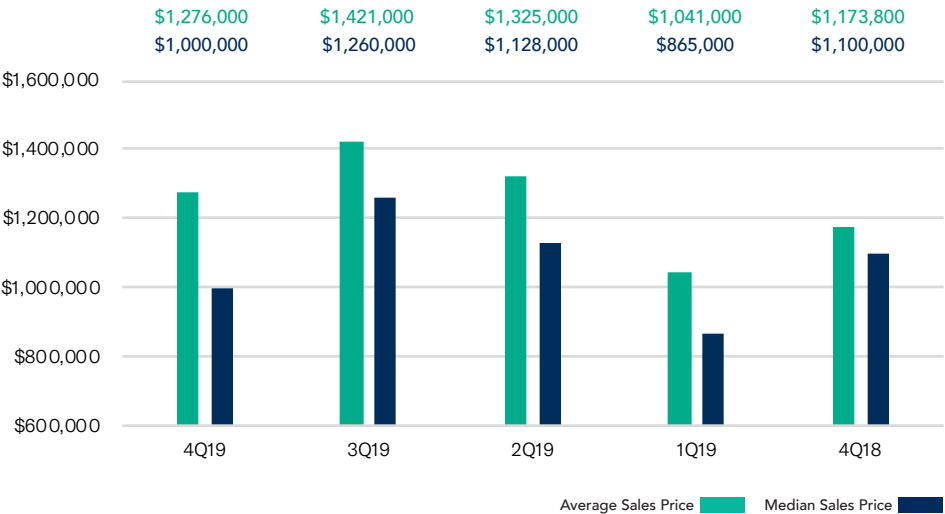
SINGLE FAMILY HOMES

The average sale price improved 9% ending at \$1,276,000. Conversely, the median sale price decreased ending at \$1,000,000 or 9% less than the same period last year.

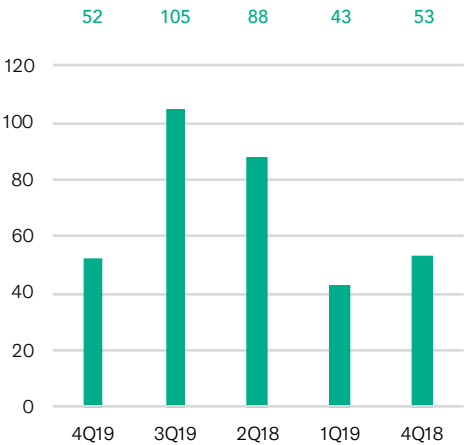
The number of closed sales remained stable with a small decrease of just 2%. Single Family Homes spent an average of 64 days on the market and sellers gained an average of 97% of asking price.



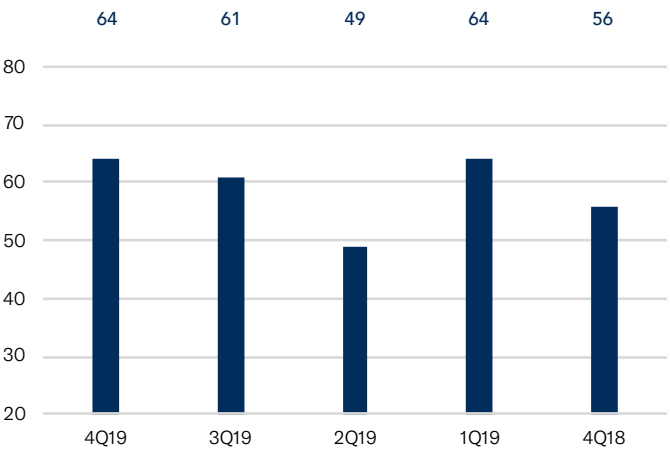
AVERAGE AND MEDIAN SALES PRICE



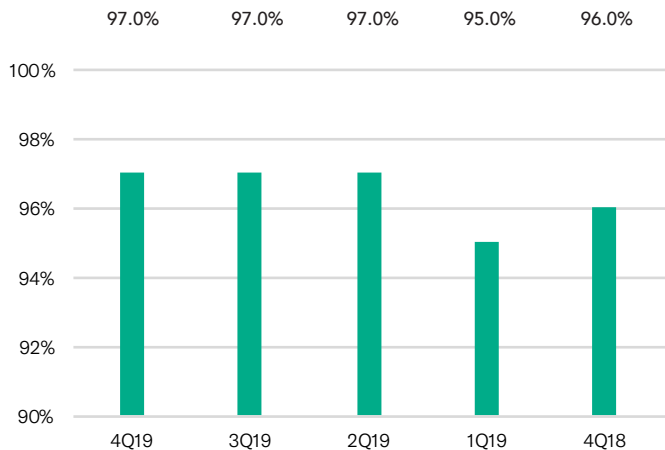
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



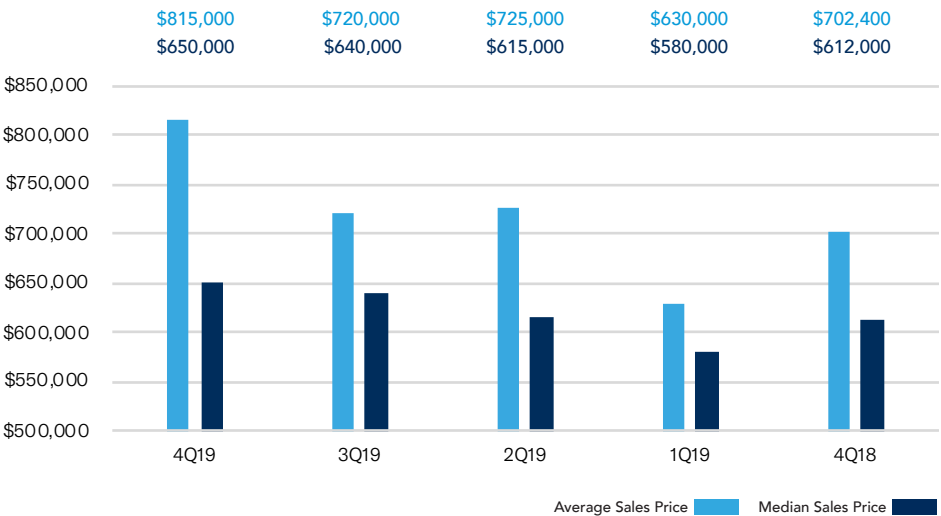
Livingston

SINGLE FAMILY HOMES

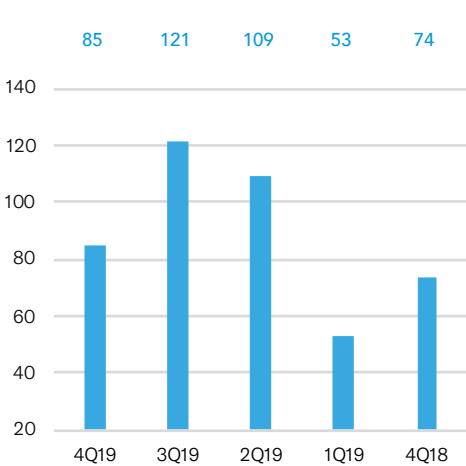
The average sale price ended at \$815,000, a 16% gain over prior year. The median sale price ended at \$650,000 or 6% higher than the same period last year.

Closed sales had a significant increase of 15% or 85 sales versus 74 closed sales the same period last year. Single Family Homes spent an average of 46 days on the market with sellers gaining an average of 97% of the asking price.

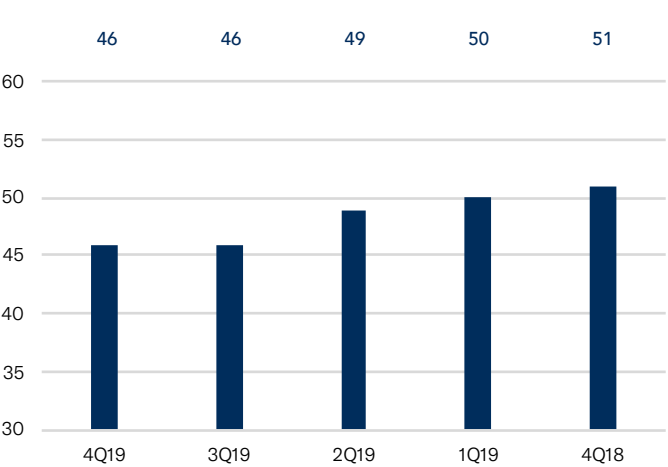
AVERAGE AND MEDIAN SALES PRICE



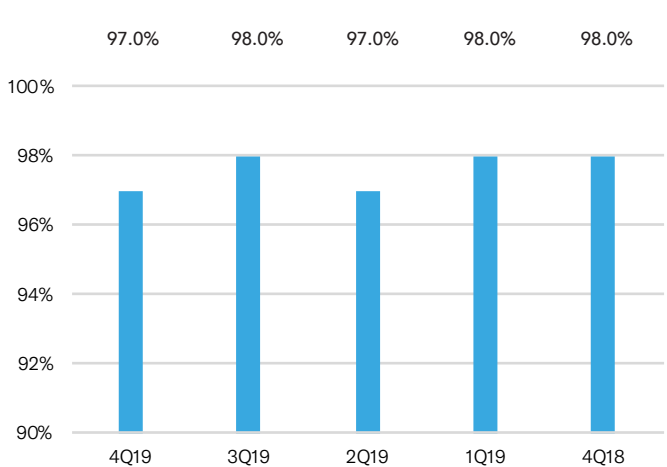
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



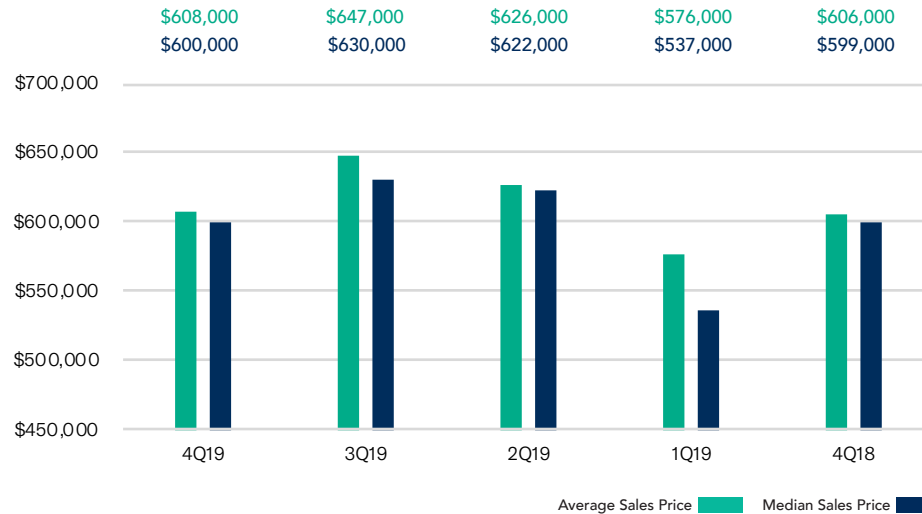
Maplewood

SINGLE FAMILY HOMES

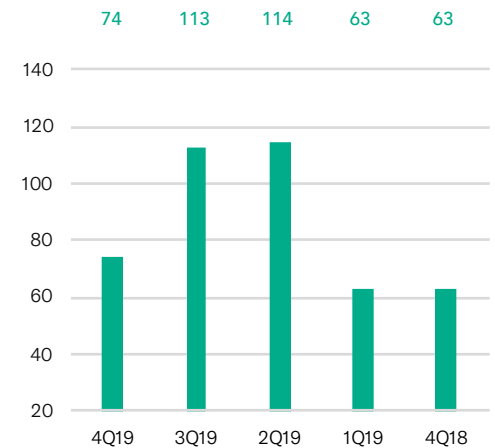
The average and median sale prices showed minimal change. The average price ended at \$608,000 compared with \$606,000 in the 4Q 2018. The median price ended at \$600,000 versus \$599,000 from the 4Q of 2018.

There was a 17% rise in the number of closed sales with 74 transactions for this period. Single Family Homes spent an average of 32 days on the market or a 14% decrease from same period last year. Sellers gained an average of 100% of asking price.

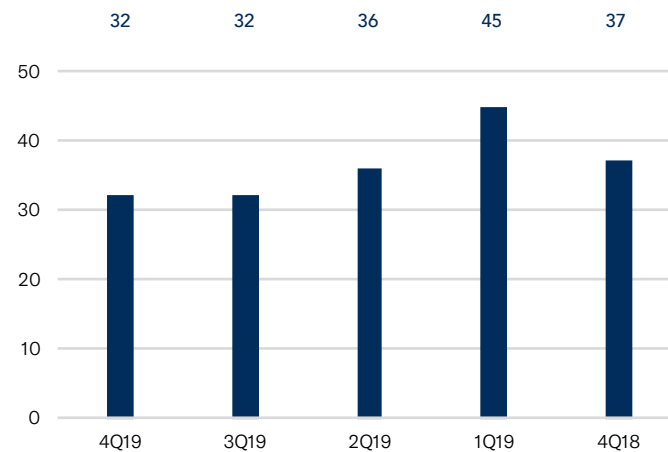
AVERAGE AND MEDIAN SALES PRICE



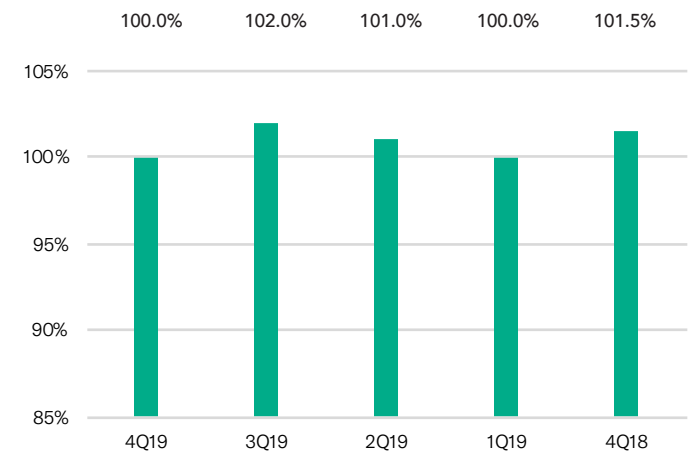
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



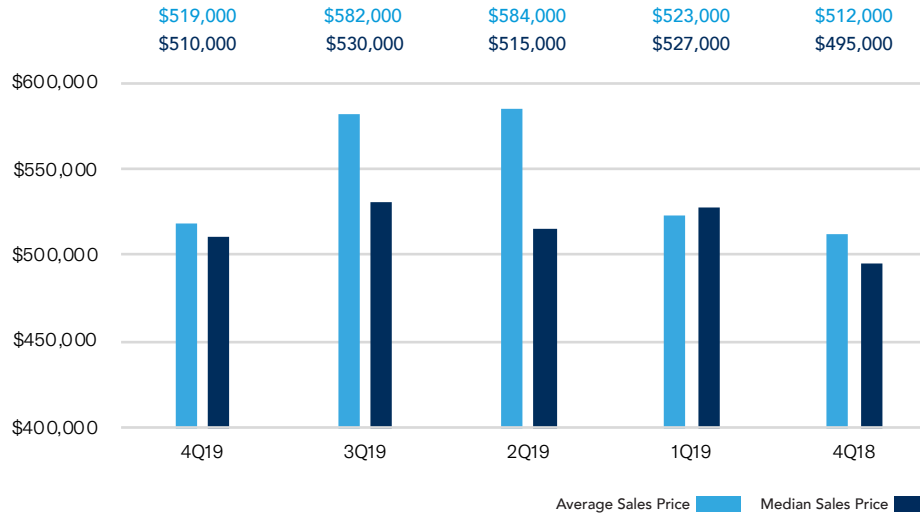
Verona

SINGLE FAMILY HOMES

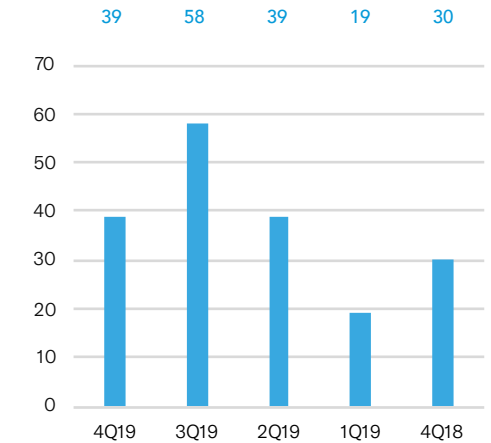
The average sale price was \$519,000, a small 1% gain over prior year average of \$512,000. The median sale price had also a small increase of 3% ending at \$510,000.

There were 39 closed sales or 30% more than the same period last year. Single Family Homes spent an average of 48 days on market with sellers gaining 100% of offering price.

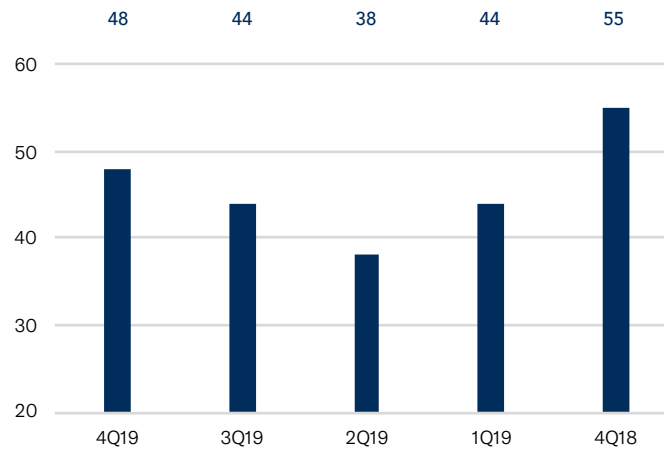
AVERAGE AND MEDIAN SALES PRICE



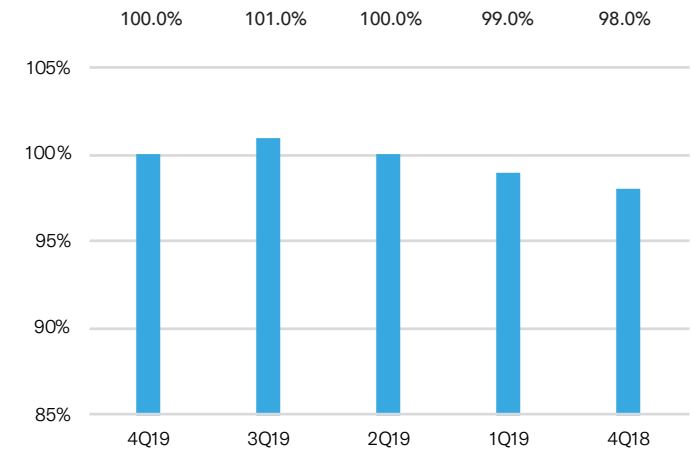
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



South Orange

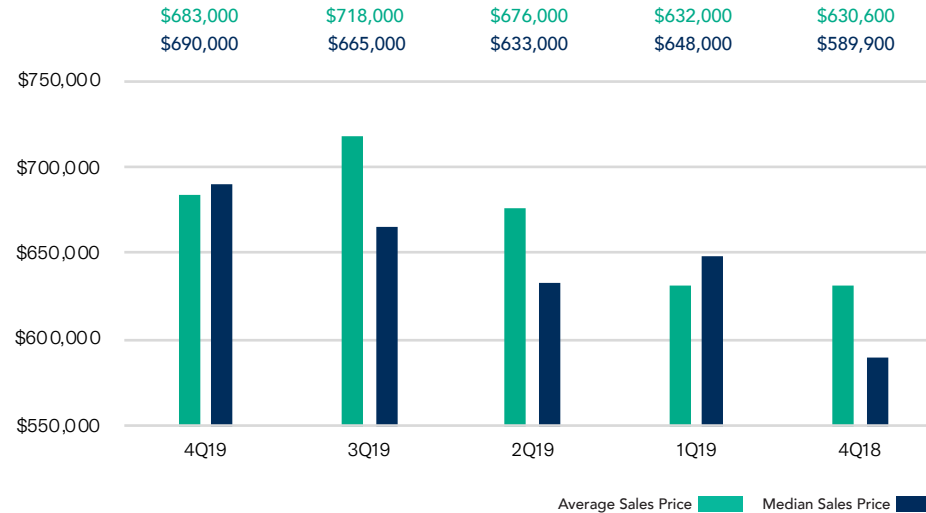
SINGLE FAMILY HOMES

The average sale price increased 8% ending at \$683,00 over the same period last year. The median sale price had a more significant increase of 17% ending at \$690,000.

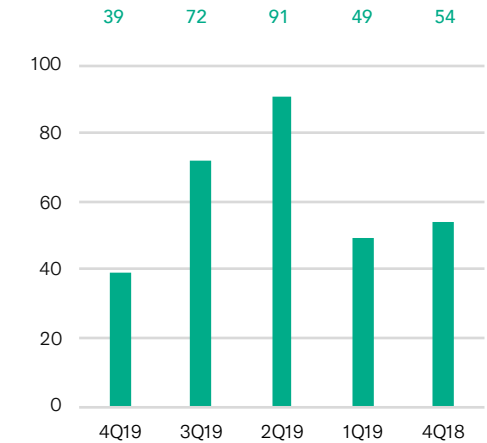
Comparing with the same period last year, the closed sales decreased substantially with just 39 closings or 28% less than 4Q 2018. Single Family Homes spent average of 54 days on market which was up from prior year's 30 days on market. Sellers gained an average of 100% of the asking price.



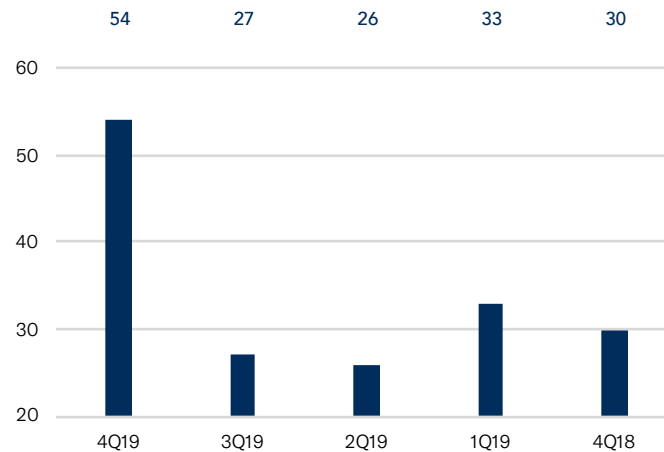
AVERAGE AND MEDIAN SALES PRICE



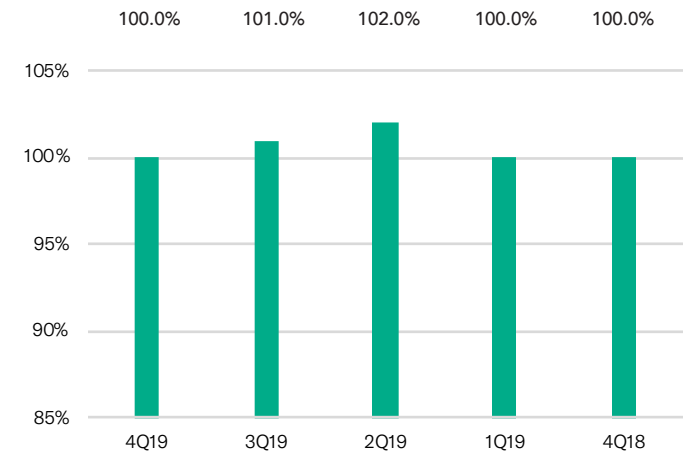
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



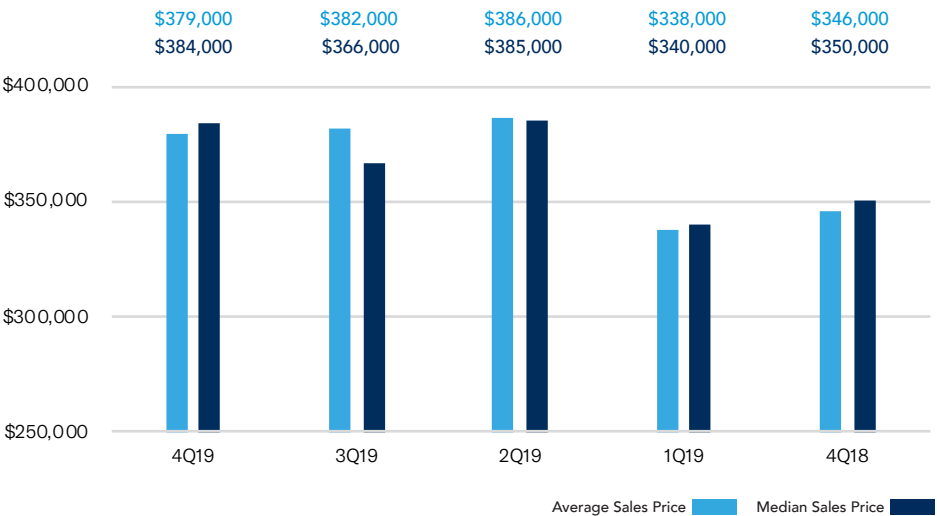
Bloomfield

SINGLE FAMILY HOMES

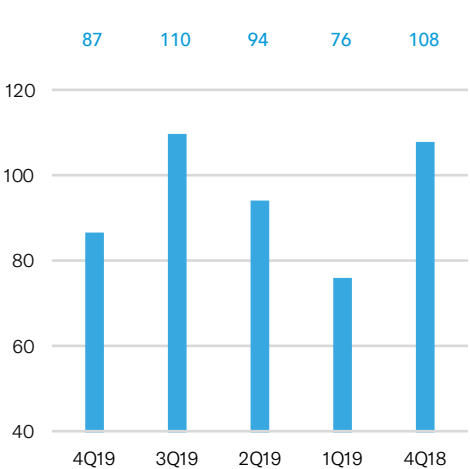
The average sale price was \$379,000, a 10% gain over prior year average of \$346,000. The median sale price also had a 10% rise ending at \$384,000.

The number of closed sales declined to 87 sales compared to 108 closed sales the same period last year. Homes spent an average of 32 days on market with sellers gaining an average of 103% of offering price.

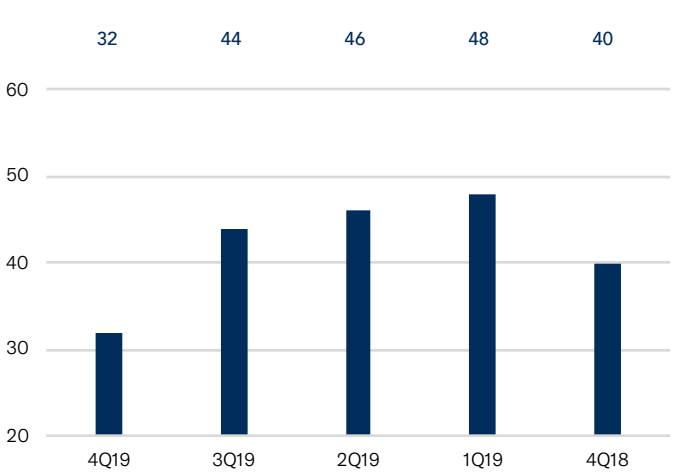
AVERAGE AND MEDIAN SALES PRICE



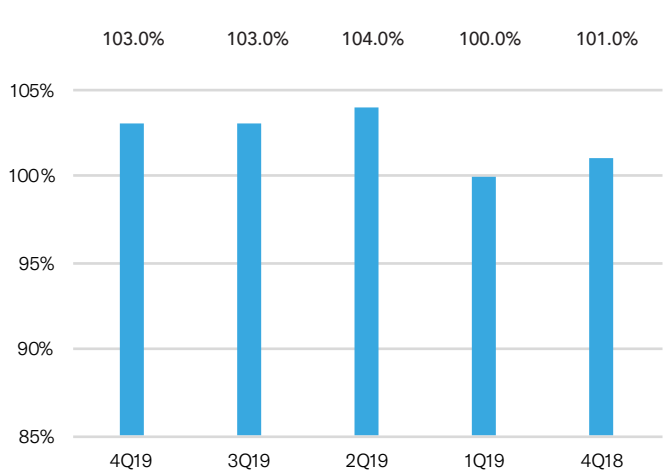
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



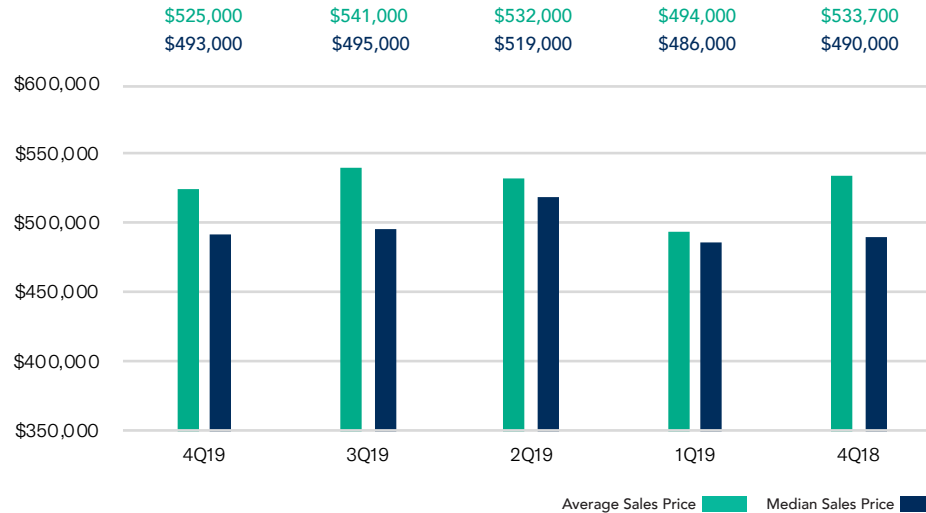
Roseland

SINGLE FAMILY HOMES

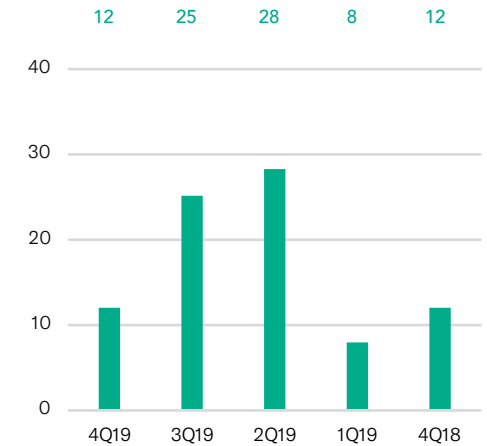
The average sale price dropped slightly, ending at \$525,000 or 2% lower than prior year. The median sale price remained virtually unchanged ending at \$493,000.

There were 12 closed sales, the same number of transactions as the 4Q of 2018. Single Family Homes spent 42 days on the market versus 53 days on the same period last year. Sellers obtained on average a 97% of the original asking price.

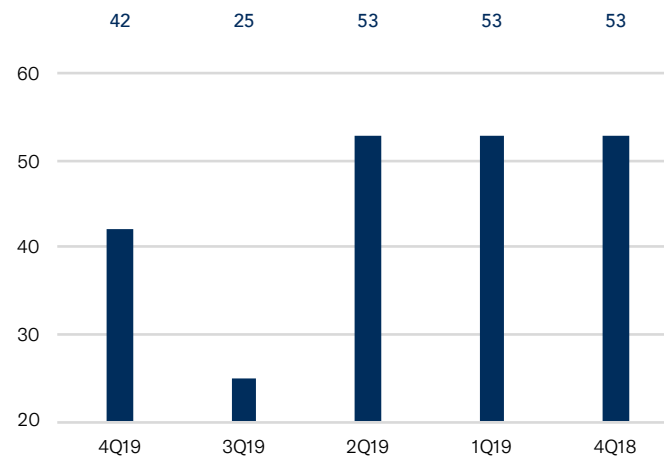
AVERAGE AND MEDIAN SALES PRICE



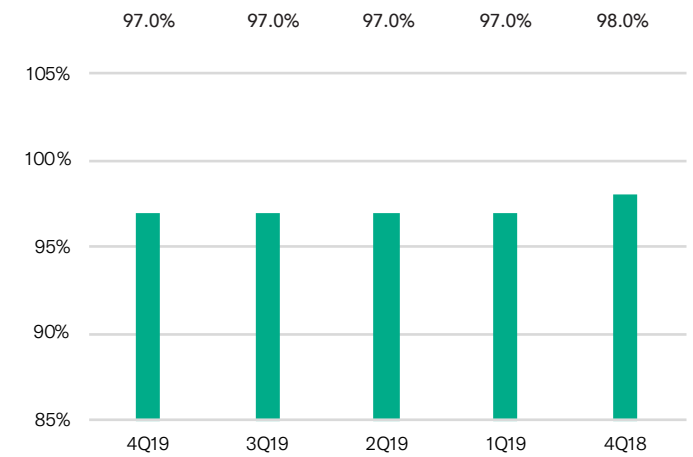
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



Caldwell and West Caldwell

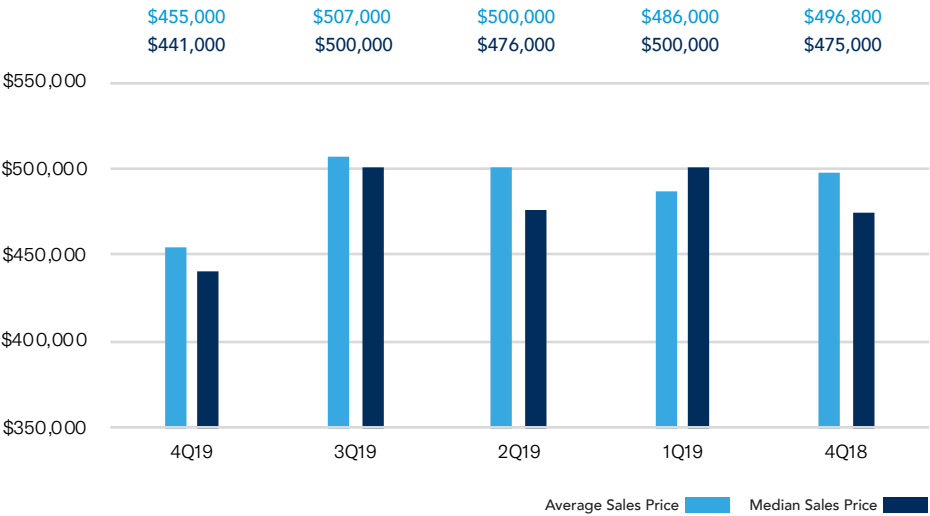
SINGLE FAMILY HOMES

The average sale price ended at \$455,000, an 8% decrease comparing with 4Q 2018. The median sale price had a similar behavior with a 7% decrease ending at \$441,000.

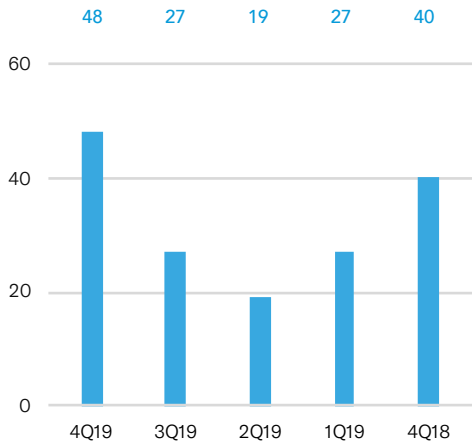
The number of closed sales had a significant increase with 48 transactions or 20% more than prior year. Single Family Homes spent an average of 49 days on the market with sellers gaining an average of 99% of asking price.



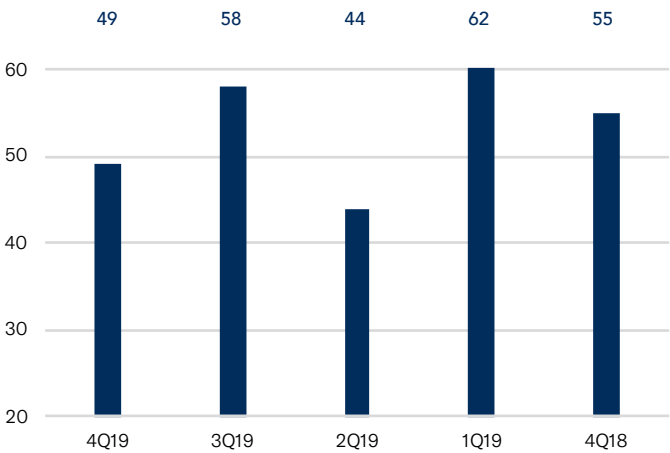
AVERAGE AND MEDIAN SALES PRICE



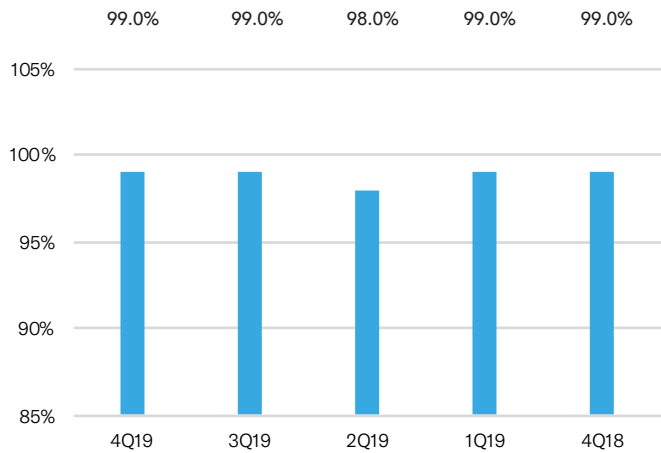
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



Cedar Grove

SINGLE FAMILY HOMES

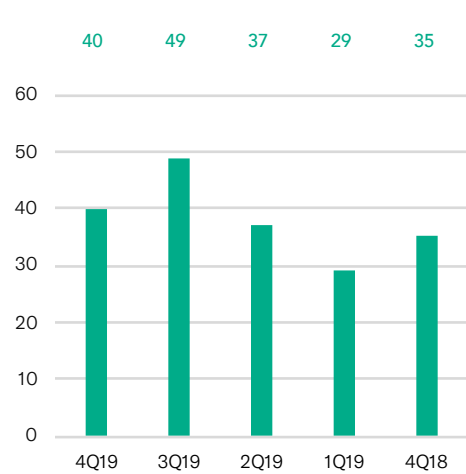
The average sale price had a 28% increase ending at \$608,000 versus \$474,000 on the 4Q 2018. The median sales price rose 8% rise to \$473,000.

The number of closed sales grew 14% with 40 total transactions. Single Family Homes spent an average of 41 days on the market and sellers gained an average of 99% of asking price.

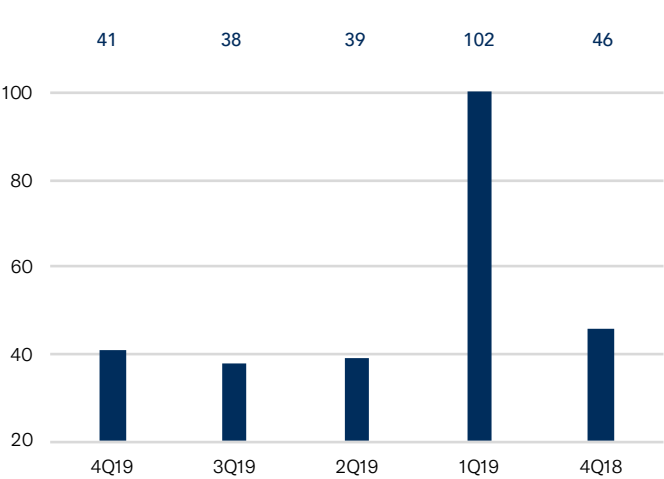
AVERAGE AND MEDIAN SALES PRICE



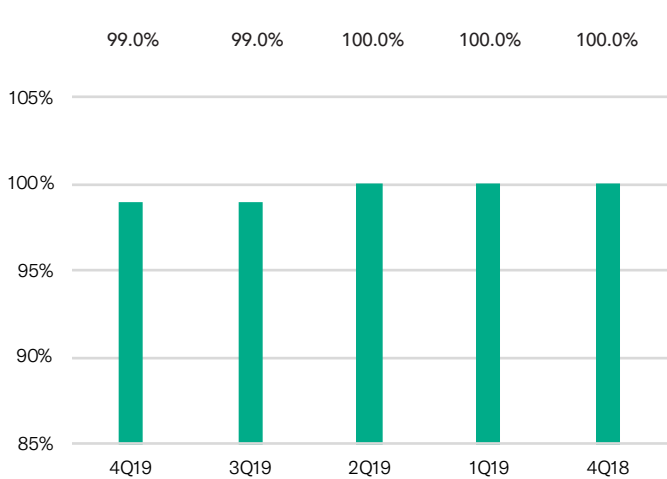
NUMBER OF SALES



DAYS ON THE MARKET



ASKING VS. SELLING PRICE



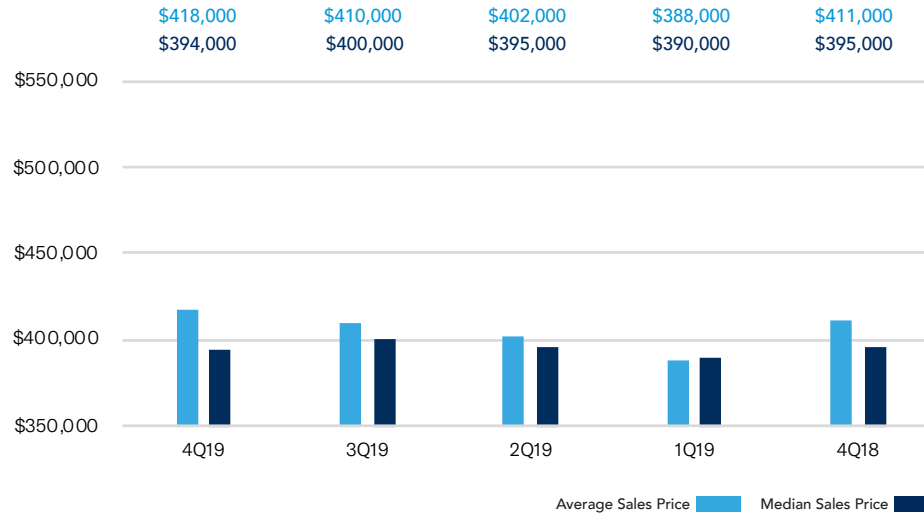


SINGLE FAMILY HOMES

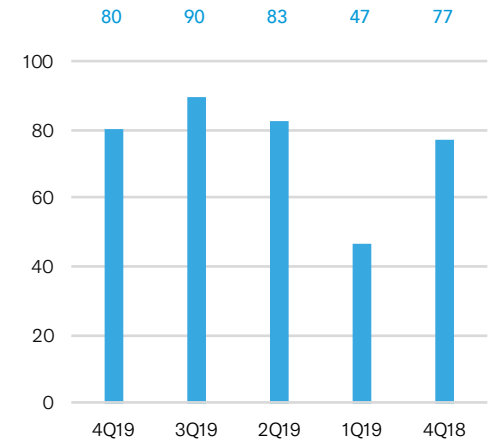
The average sale price was \$418,000, a modest 2% gain over prior year average of \$411,000. The median sale price remained unchanged ending at \$395,000.

There was a 4% increase in the number of closed sales during this period with 80 sales versus 77 closed in the 4Q of 2018. Single Family Homes spent an average of 52 days on market with sellers gaining an average of 100% of offering price.

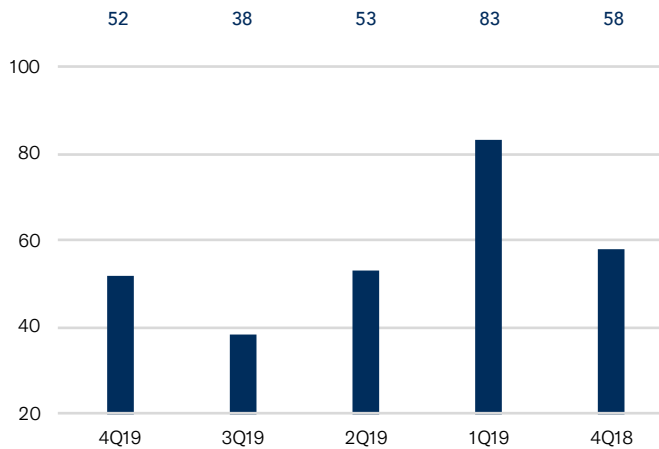
AVERAGE AND MEDIAN SALES PRICE



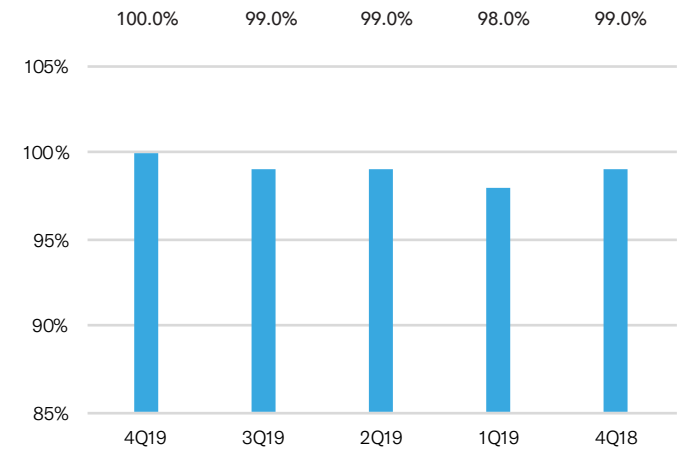
NUMBER OF SALES



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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