



First Quarter 2018

Market Report | Essex County, New Jersey



MontClair

SINGLE FAMILY HOMES

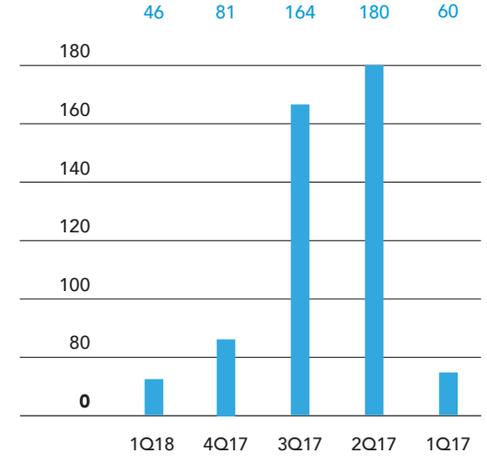
The average sale price fell to \$710,000, a 3% decrease over prior year. However, the median sale price reached \$680,000 or 7% higher than prior year.

There were fewer closed sales this period with 46 closings versus 60 during the same period last year. Single Family Homes spent an average of 45 days on market with sellers gaining an average of 106% of the asking price.

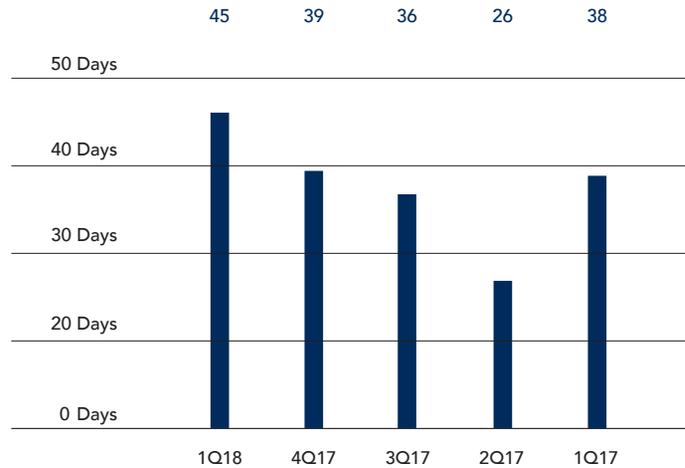
AVERAGE AND MEDIAN SALES PRICE



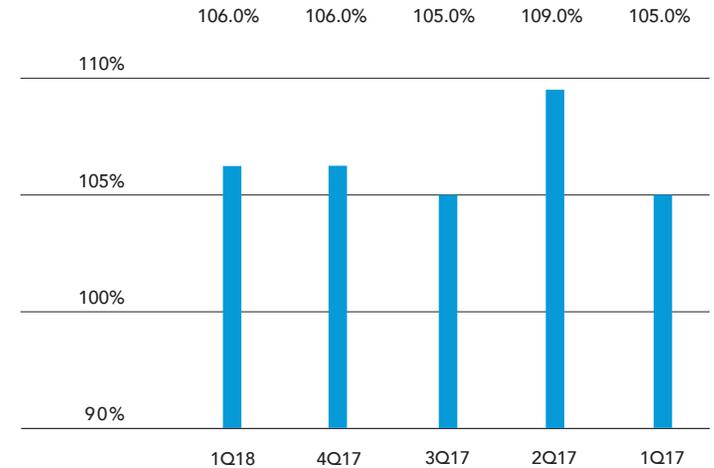
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



GlenRidge

SINGLE FAMILY HOMES

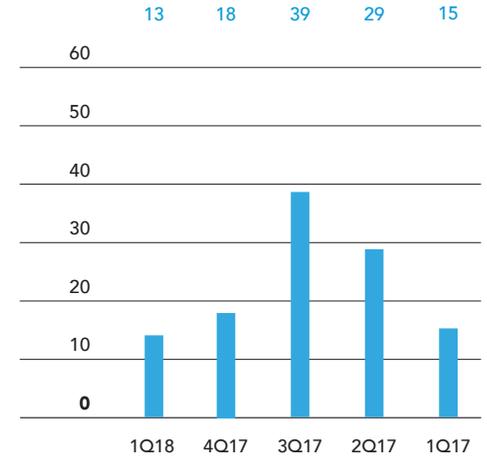
The average sale price of Single Family Home sales was \$654,000 a decrease of 5% over prior year. The median sale price also showed a reduction, ending 4% lower at \$605,000.

There were only 13 closed sales this period. Properties spent an average of 20 days on market. Sellers received approximately 108% of the asking price.

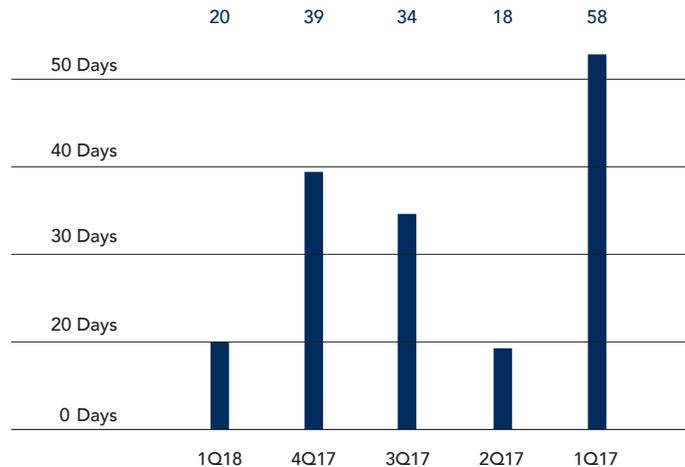
AVERAGE AND MEDIAN SALES PRICE



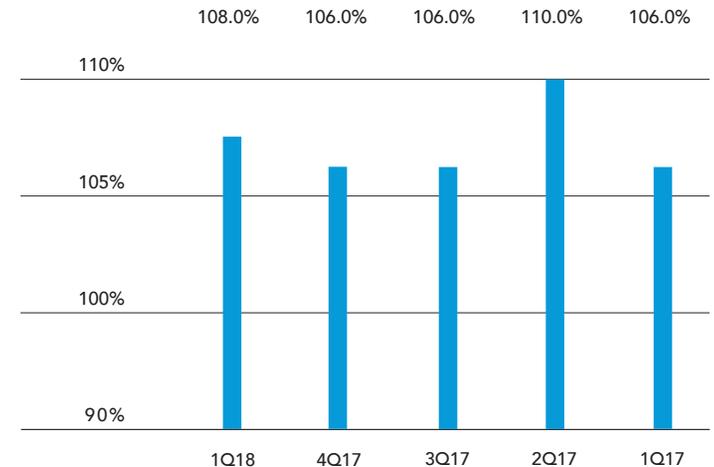
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



West Orange

SINGLE FAMILY HOMES

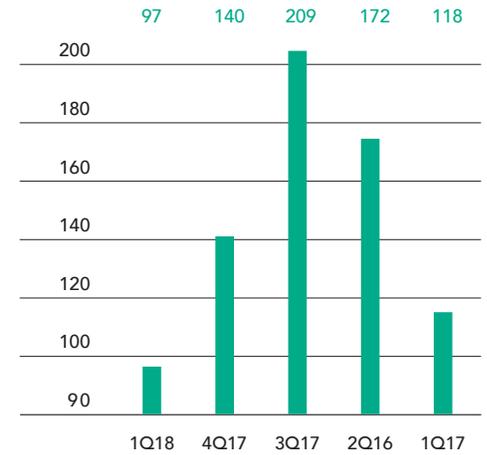
The average sale price ended at \$420,000, a significant increase of 18% over prior year. The median sale price also increased ending at \$392,000 or 15% higher than prior year.

There were fewer closed sales with 97 closings versus 118 during the same period last year. Single Family Homes spent an average of 69 days on market with sellers gaining, on average, full asking price.

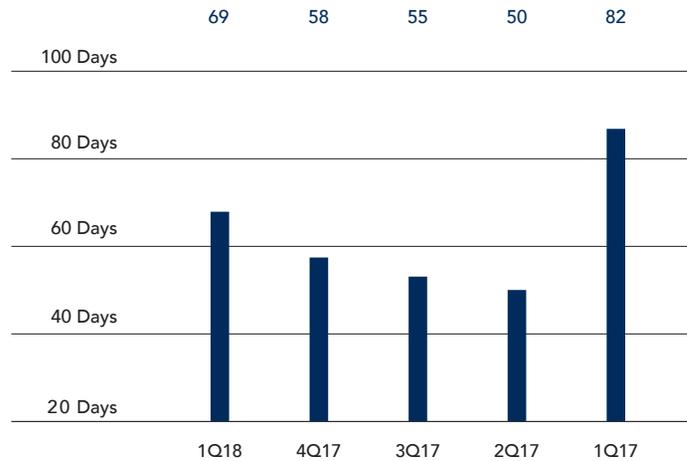
AVERAGE AND MEDIAN SALES PRICE



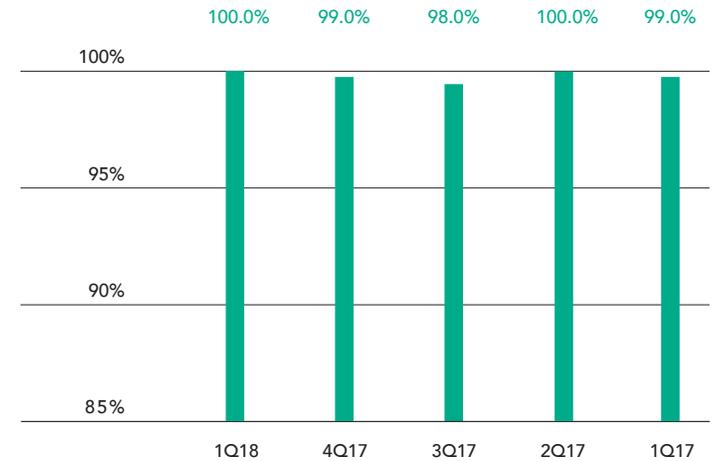
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



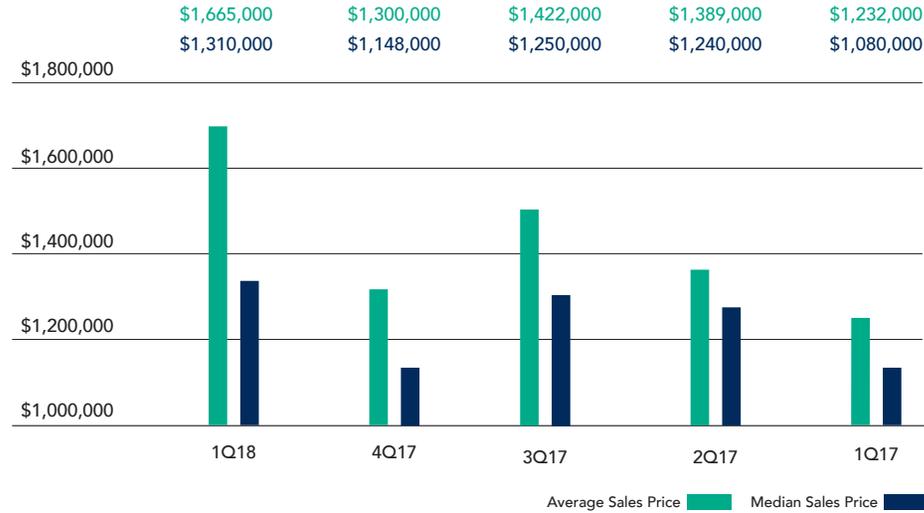
ShortHills Milburn Township

SINGLE FAMILY HOMES

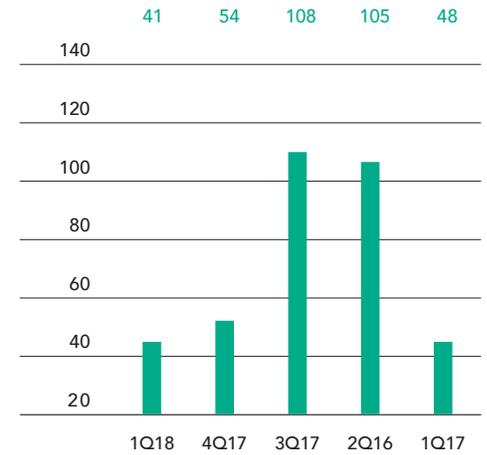
The average sale price of Single Family Home sales was \$1,665,000, a 35% increase over prior year. The median sale price was also up at \$1,310,000 as compared with median price of \$1,080,000 the prior year.

There were only 41 closed sales this period with an average of 67 days on market and sellers receiving approximately 96% of asking price. on market with sellers gaining, on average, full asking price.

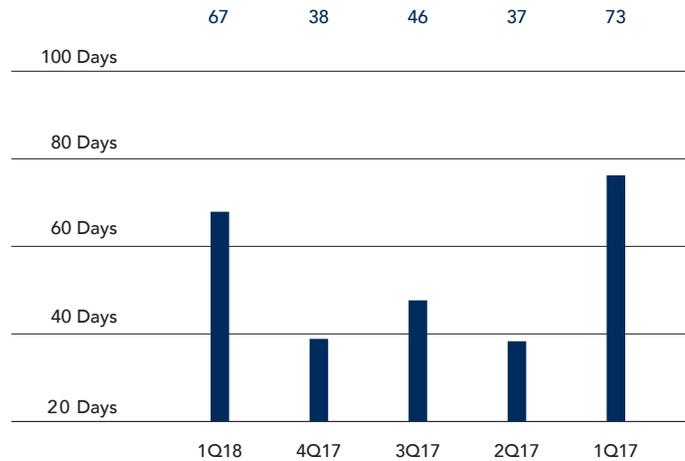
AVERAGE AND MEDIAN SALES PRICE



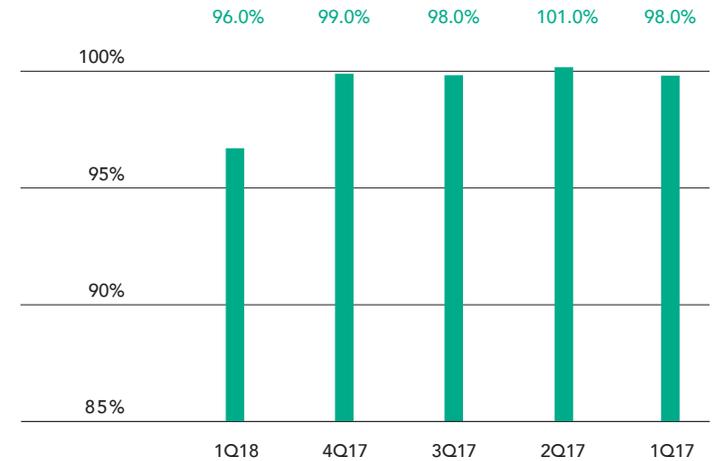
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



Livingston

SINGLE FAMILY HOMES

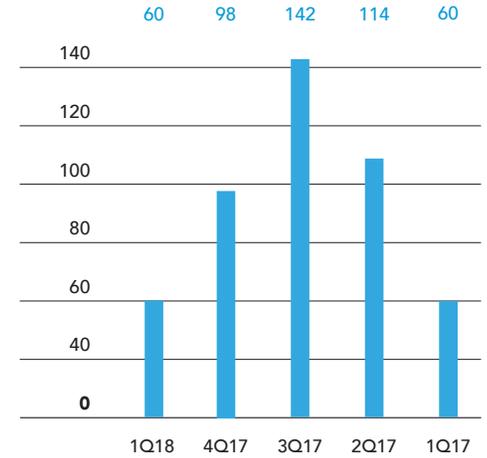
The average sale price ended at \$674,000, a 10% decrease over prior year. The median sale price was also lower ending at \$590,000 or 11% less than prior year.

Comparing with the same period last year, the closed sales remained constant at 60 closings. Single Family Homes spent an average of 42 days on market with sellers gaining an average of 102% of asking price.

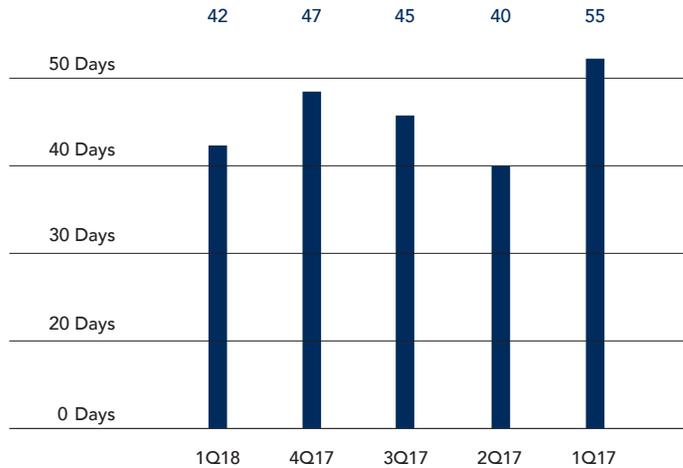
AVERAGE AND MEDIAN SALES PRICE



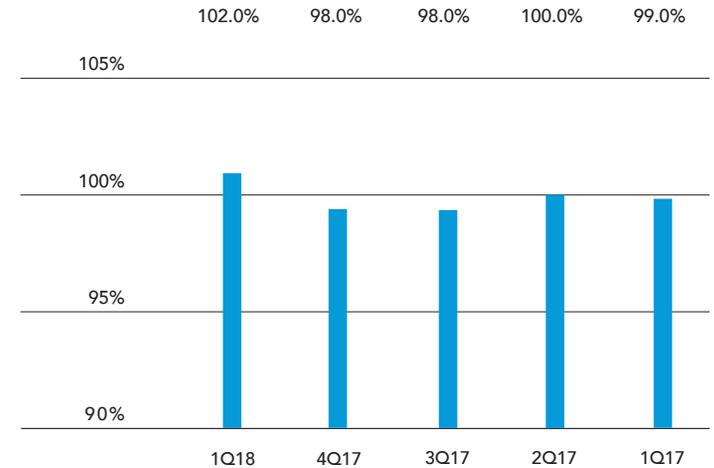
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



Maplewood

SINGLE FAMILY HOMES

The average sale price increased 7% to end at \$577,000. A stronger gain was evident for the median sale price as that measure reached \$590,000 or 20% higher than same period last year.

There were 61 closings this period versus 56 sales during the same period last year. Single Family Homes spent an average of 38 days on market. Sellers gained an average of 102% of asking price.

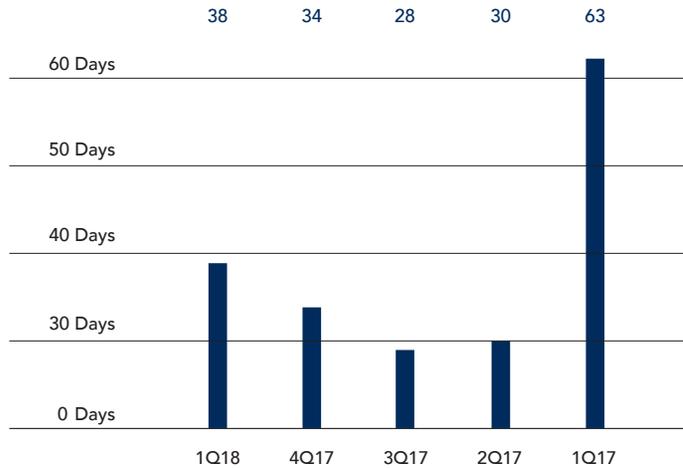
AVERAGE AND MEDIAN SALES PRICE



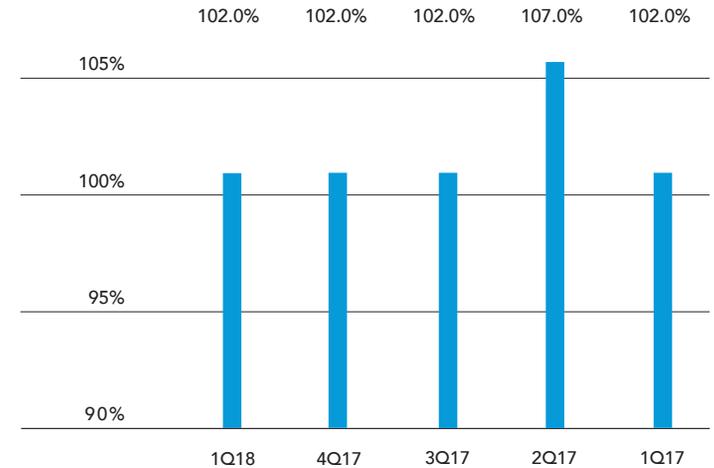
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



Verona

SINGLE FAMILY HOMES

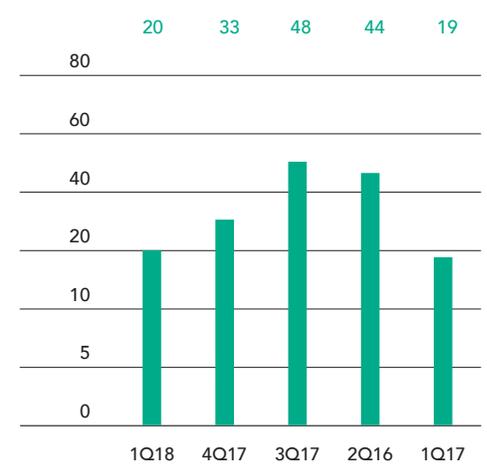
The average sale price was \$507,000, a 9% gain over prior year average of \$467,000. The median sale price was \$475,000, a 23% improvement from prior year's \$385,000 figure.

There were just 20 closed sales this period. Single Family Homes spent an average of 43 days on market with sellers gaining an average of 100% of offering price.

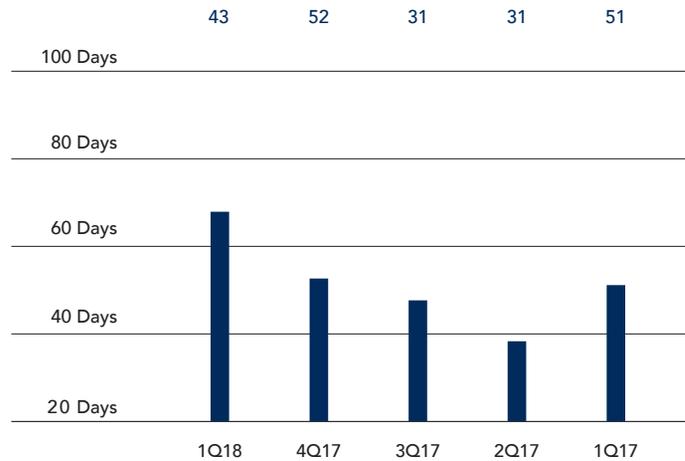
AVERAGE AND MEDIAN SALES PRICE



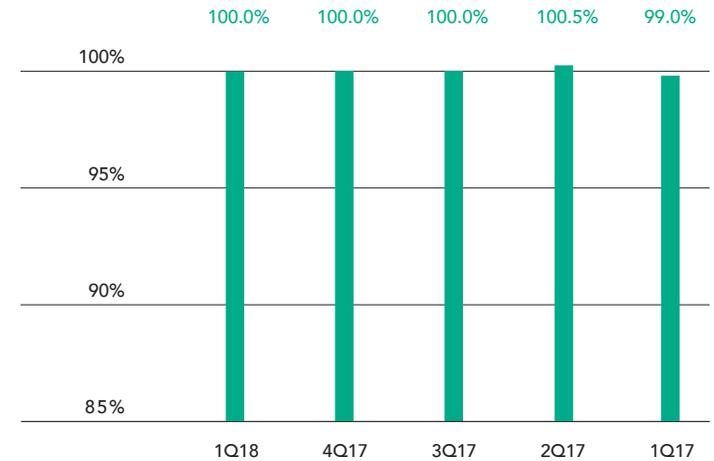
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



South Orange

SINGLE FAMILY HOMES

The average sale price of Downtown Jersey City townhouses was \$1,398,000 this quarter, a minor 1% increase from the same period last year. The median sale price ended at \$1,425,000, showing also a slight increase of 2% from the 1Q 2017.

There were 17 closed sales this period with an average of 48 days on market and sellers receiving 93% of asking price.

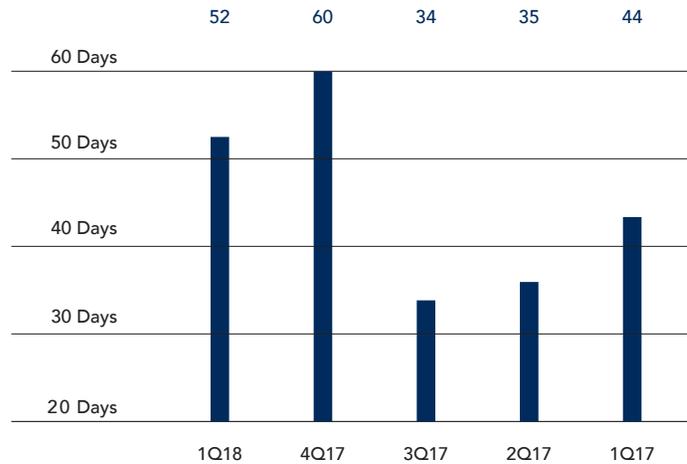
AVERAGE AND MEDIAN SALES PRICE



NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



Bloomfield

SINGLE FAMILY HOMES

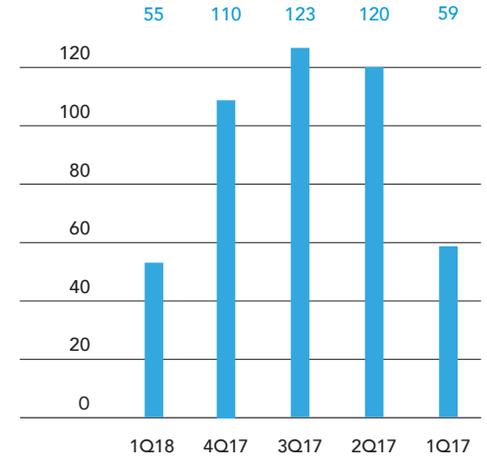
Market price measures were stronger this quarter with a 10% increase in the average sale price and a 7% gain in the median sale price. The average sale price ended at \$312,000 as compared with prior year average of \$283,000. The median sale price was \$293,000, an improvement from prior year's \$275,000 figure.

The number of closed sales decreased by 7% with 55 closings this period versus 59 sales during the same period last year. Single Family Homes spent an average of 65 days on market with sellers gaining an average of 101% of asking price.

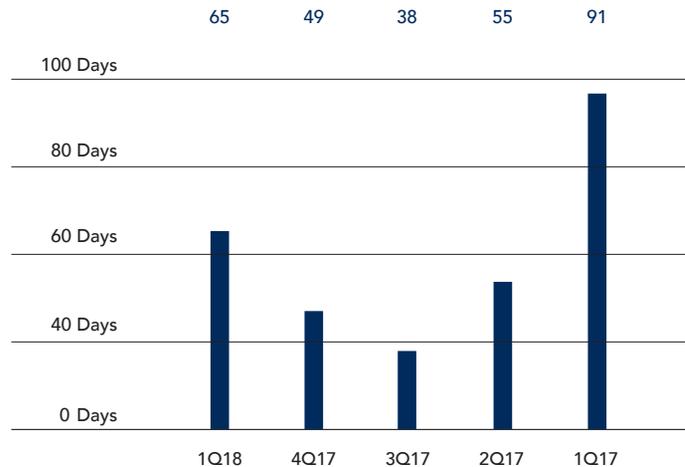
AVERAGE AND MEDIAN SALES PRICE



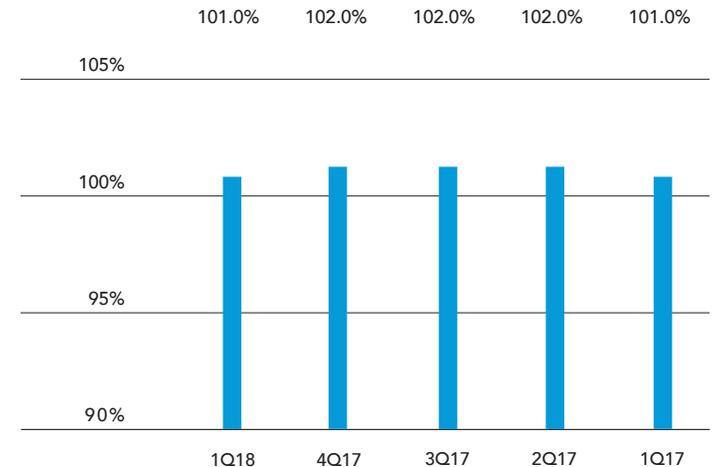
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



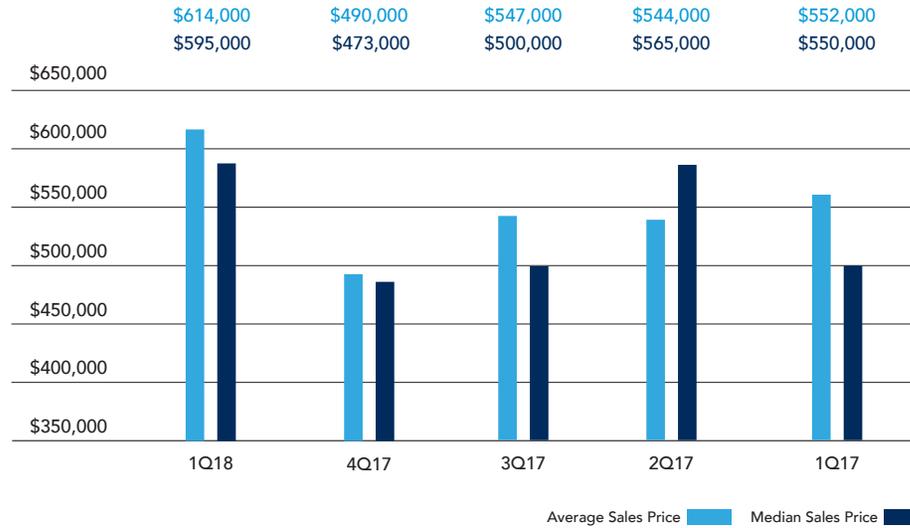
Roseland

SINGLE FAMILY HOMES

The average sale price reached \$614,000, a 11% increase over prior year. The median sale price also rose, ending at \$595,300 or 8% higher than prior year.

Comparing with the same period last year, closed sales remained constant at 12 closings. Single family homes spent an average of 36 days on the market, a far faster pace than during 2017's first quarter. Sellers obtained on average a 100% of the original asking price.

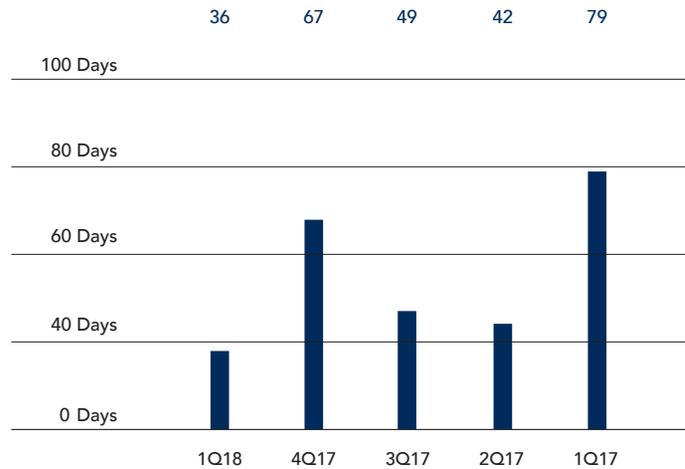
AVERAGE AND MEDIAN SALES PRICE



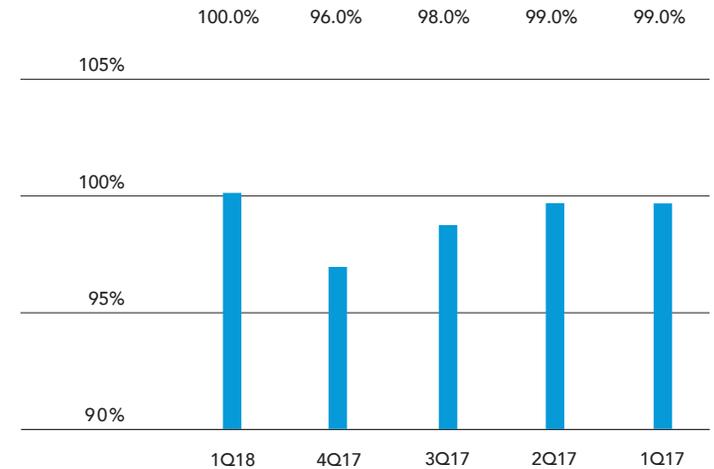
NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



Caldwell

SINGLE FAMILY HOMES

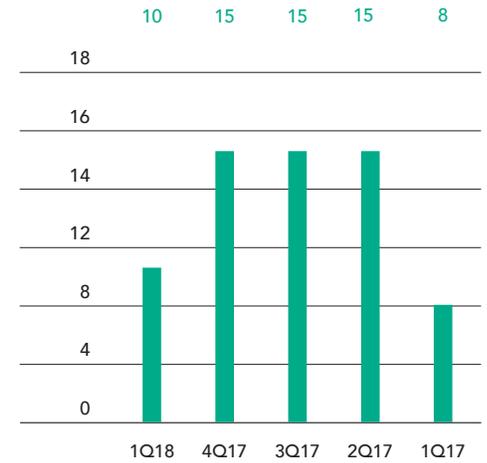
The average sale price ended at \$451,000 a 6% increase over prior year. The median sale price was also up 6%, ending at \$435,000 as compared with \$410,000 in the prior year.

There was an increase in total closed sales with 10 closings versus 8 sales during the same period last year. Single Family Homes spent an average of 27 days on market with sellers gaining an average of 99% of asking price.

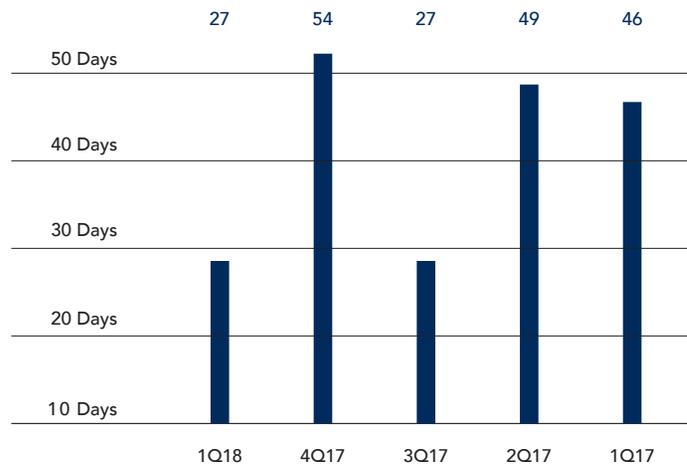
AVERAGE AND MEDIAN SALES PRICE



NUMBER OF SALES



TIME ON THE MARKET



ASKING VS. SELLING PRICE



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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