

MARKET UPDATE

New Jersey Multiple Listing Service, Inc.

NOVEMBER 2014



NJMLS
New Jersey Multiple Listing Service, Inc.

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MARKET SNAPSHOT

New Listings	NOVEMBER 2014	NOVEMBER 2013	Prior Year % Change		OCTOBER 2014	Prior Month % Change		Page
New Listings Monthly	2531	2394	5.7%	↑	3674	-31.1%	↓	6
YTD New Listings – All Categories	40138	37840	6.1%	↑	n/a			7
YTD New Listings – Residential	27056	25187	7.4%	↑	n/a			7
YTD New Listings – Single Family	17267	15913	8.5%	↑	n/a			7
Active Listings Monthly – at end of month	12643	12782	-1.1%	↓	13655	-7.4%	↓	8
Average List Price Monthly	\$ 501,239	\$ 496,883	0.9%	↑	\$ 539,452	-7.1%	↓	9
New Rental Listings Monthly	752	716	5.0%	↑	976	-23.0%	↓	11
Average Rental List Price Monthly	\$ 2,401	\$ 2,317	3.6%	↑	\$ 2,281	5.3%	↑	12
Under Contracts	NOVEMBER 2014	NOVEMBER 2013	Prior Year % Change		OCTOBER 2014	Prior Month % Change		Page
Total Under Contract Monthly	1317	1317	0.0%		1773	-25.7%	↓	13
YTD Under Contract – All Categories	17320	17881	-3.1%	↓	n/a			14
YTD Under Contract – Residential	16910	17410	-2.9%	↓	n/a			14
YTD Under Contract – Single Family	10834	11306	-4.2%	↓	n/a			14
Absorption Rate (Months Inventory)	NOVEMBER 2014	NOVEMBER 2013	Prior Year % Change		OCTOBER 2014	Prior Month % Change		Page
- All Categories	9.6	7.5	28.0%	↑	7.6	26.3%	↑	17
- Residential	7.1	5.6	26.8%	↑	5.7	24.6%	↑	17
- Single Family	6.6	5.0	32.0%	↑	5.7	15.8%	↑	18
- Condo/Coop/Townhouse	7.7	5.9	30.5%	↑	6.1	26.2%	↑	18

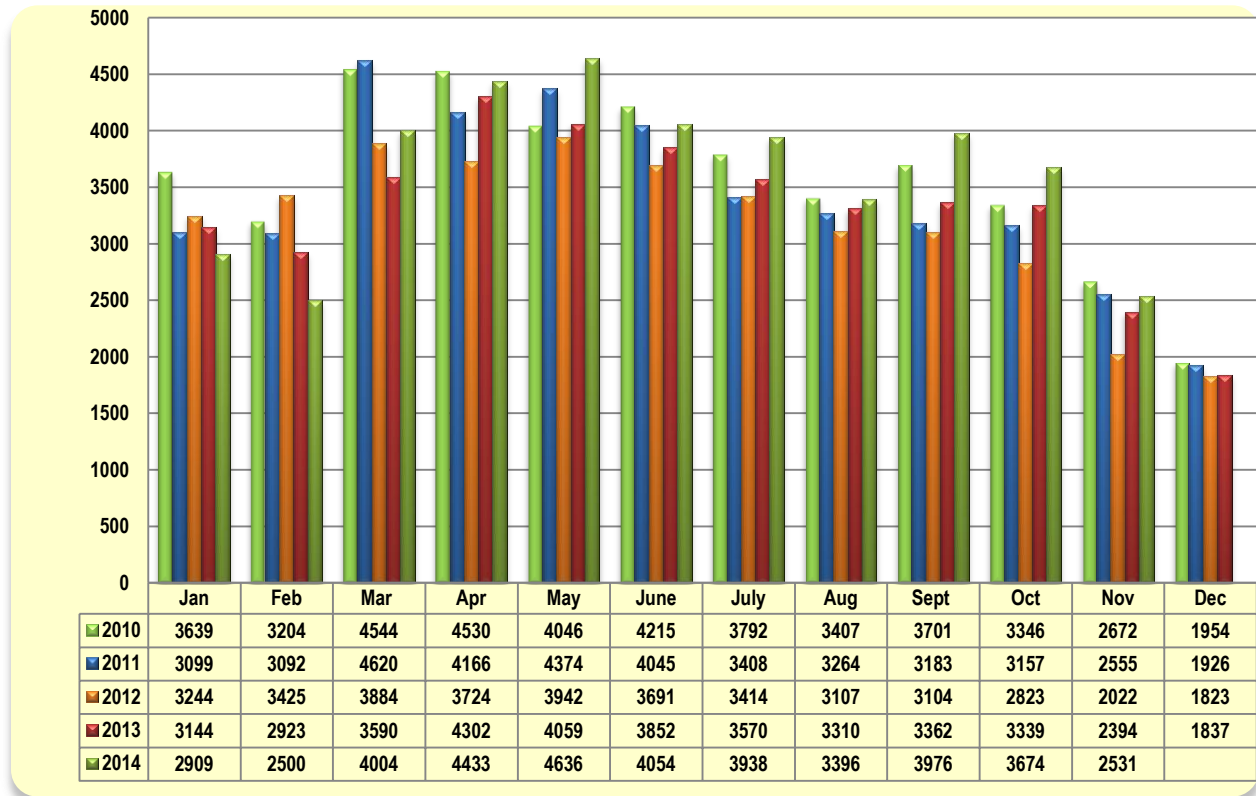
Solds	NOVEMBER 2014	NOVEMBER 2013	Prior Year % Change		OCTOBER 2014	Prior Month % Change		Page
Total Sold Monthly	1108	1095	1.2%	↑	1470	-24.6%	↓	19
YTD Solds – All Categories	13790	14220	-3.0%	↓	n/a			20
Total Sold Monthly – Residential	1080	1071	0.8%	↑	1433	-24.6%	↓	21
YTD Solds – Residential	13479	13900	-3.0%	↓	n/a			20
Total Sold Monthly – Single Family	657	687	-4.4%	↓	893	-26.4%	↓	23
YTD Solds – Single Family	8577	8983	-4.5%	↓	n/a			20
Average Days on the Market	93	93	0.0%		87	6.9%	↑	25
Median Sold Price Monthly – All Categories	\$ 350,000	\$ 370,000	-5.4%	↓	\$ 359,000	-2.5%	↓	26
Median Sold Price Monthly – Residential	\$ 350,000	\$ 370,000	-5.4%	↓	\$ 359,000	-2.5%	↓	28
Median Sold Price Monthly – Single Family	\$ 380,000	\$ 392,500	-3.2%	↓	\$ 375,000	1.3%	↑	29

Leased	NOVEMBER 2014	NOVEMBER 2013	Prior Year % Change		OCTOBER 2014	Prior Month % Change		Page
Total Leased	543	500	8.6%	↑	714	-23.9%	↓	30
YTD Leased Price by County	\$ 1,903	\$ 1,900	0.2%	↑	n/a			30

Other Market Indicators	NOVEMBER 2014	NOVEMBER 2013	Prior Year % Change		OCTOBER 2014	Prior Month % Change		Page
Keybox Showings	16,303	15,005	8.7%	↑	19,280	-15.4%	↓	32
Open House Counts	3156	2308	36.7%	↑	3414	-7.6%	↓	32
NJMLS.com Hits	262,730	260,940	0.7%	↑	308,989	-15.0%	↓	33

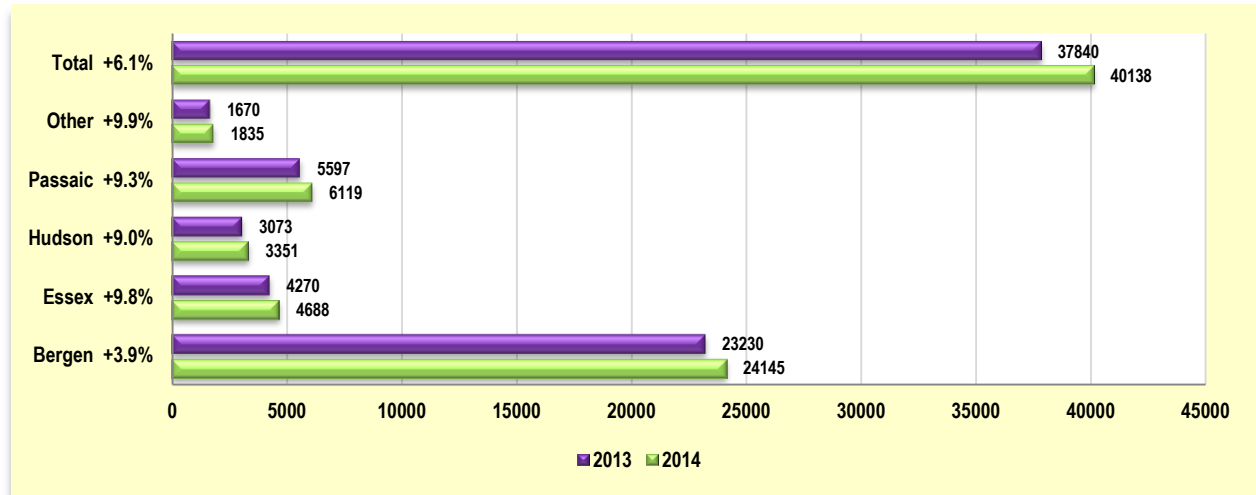
New Listings - All Categories

2010-2014



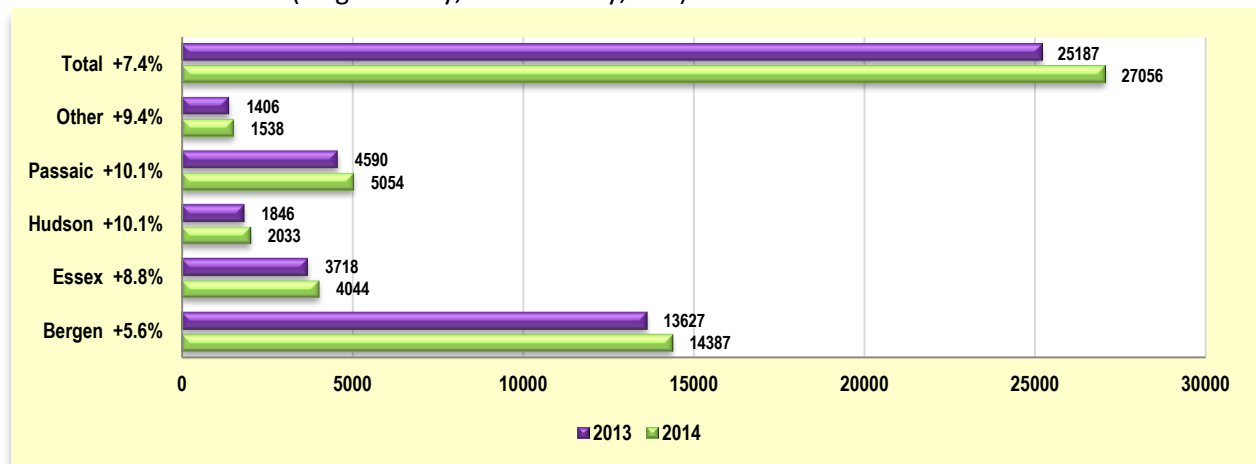
YTD New Listings by County - All Categories

As of NOVEMBER 30th



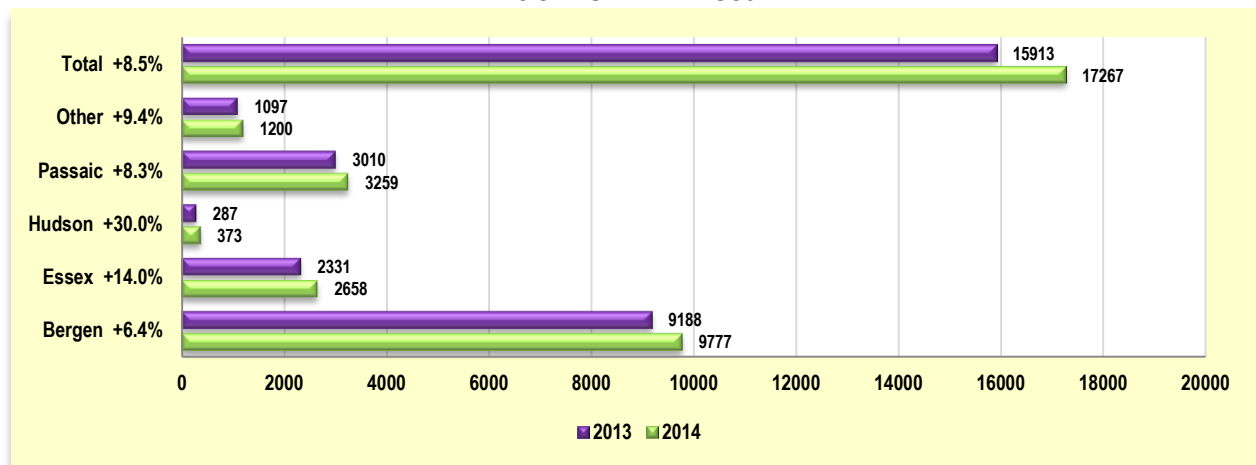
YTD New Listings by County - Residential

(Single Family, Multi-Family, CCT) - As of NOVEMBER 30th



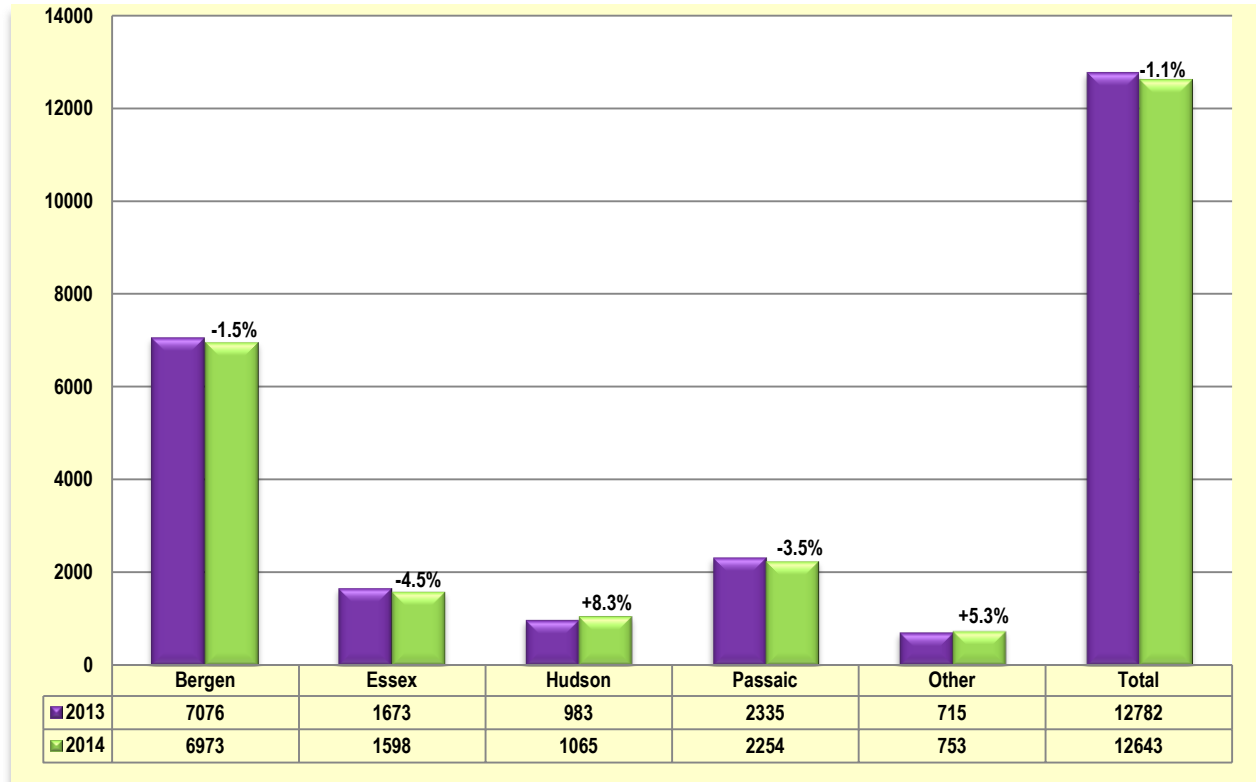
YTD New Listings by County - Single Family

As of NOVEMBER 30th



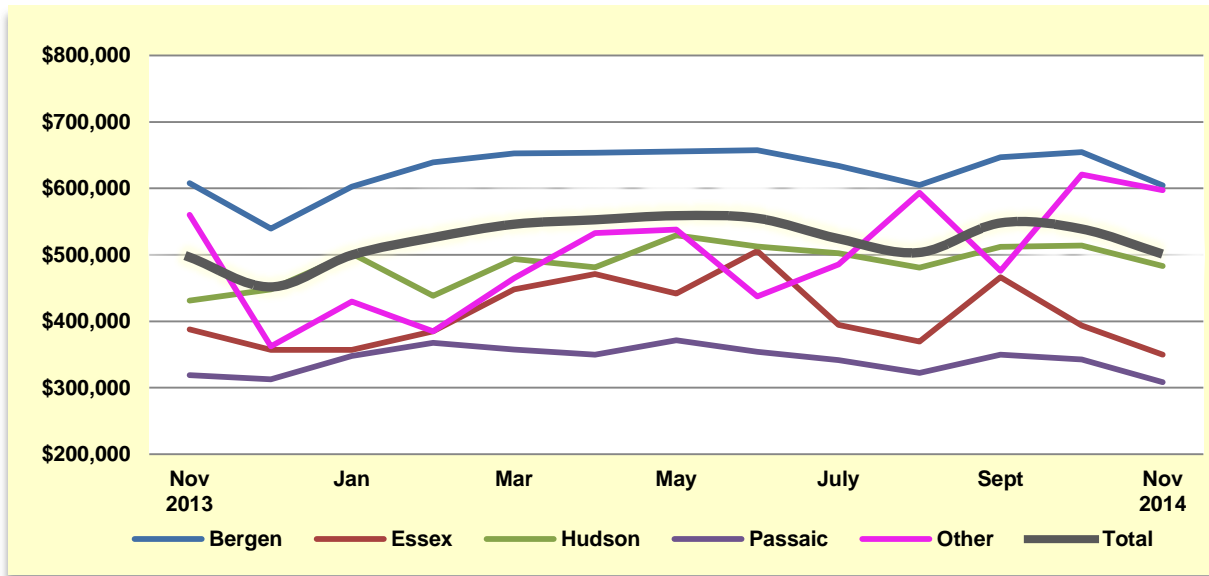
2013 vs. 2014 Active Listings by County

All Categories by County as of NOVEMBER 30th



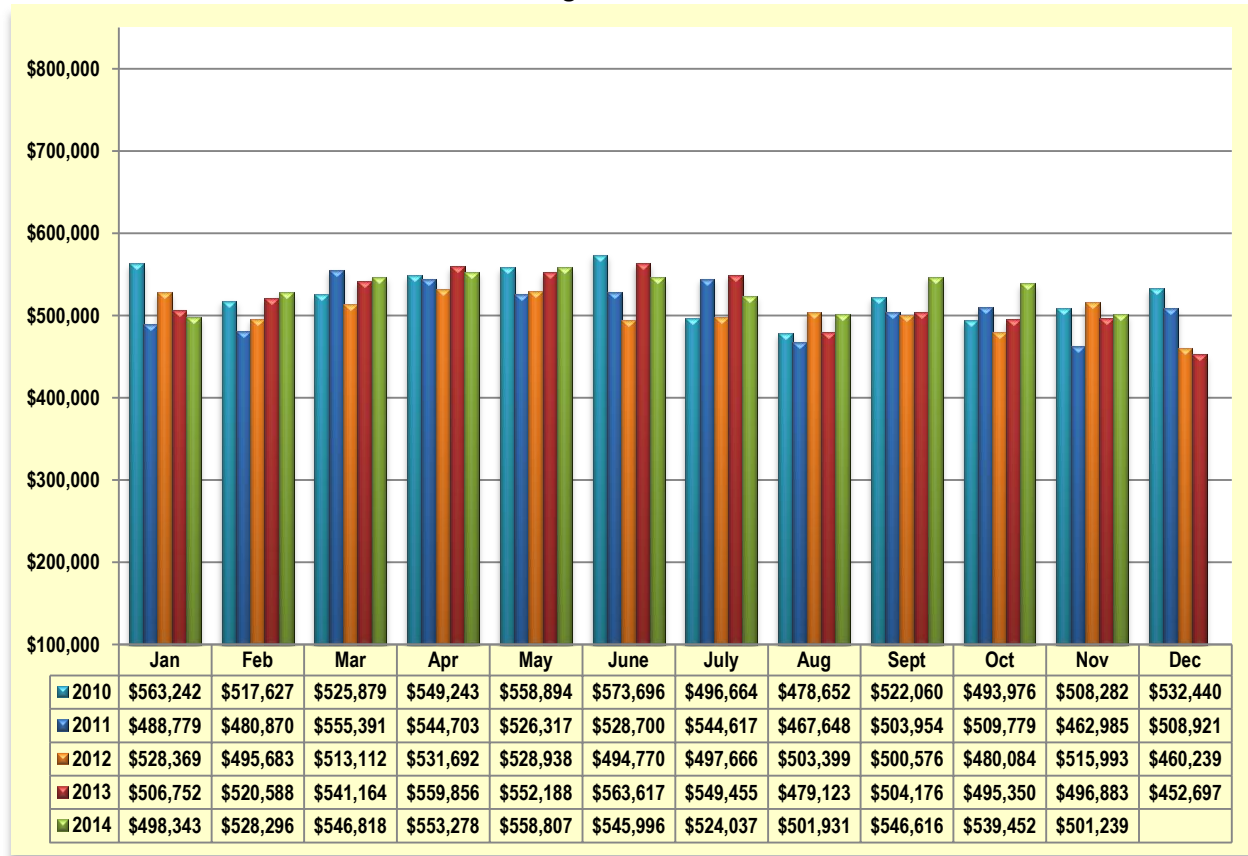
Average List Price by County – All Categories*

Past 12 Months



Average List Price – All Counties

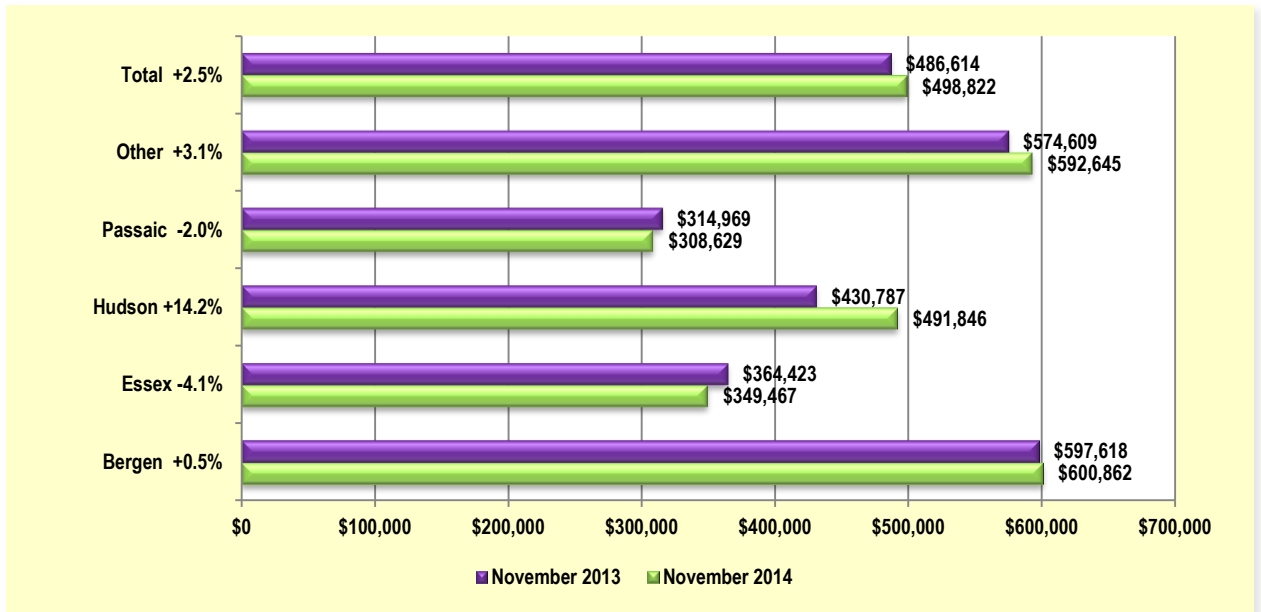
All Categories* - 2010-2014



*Excludes Commercial & Rentals

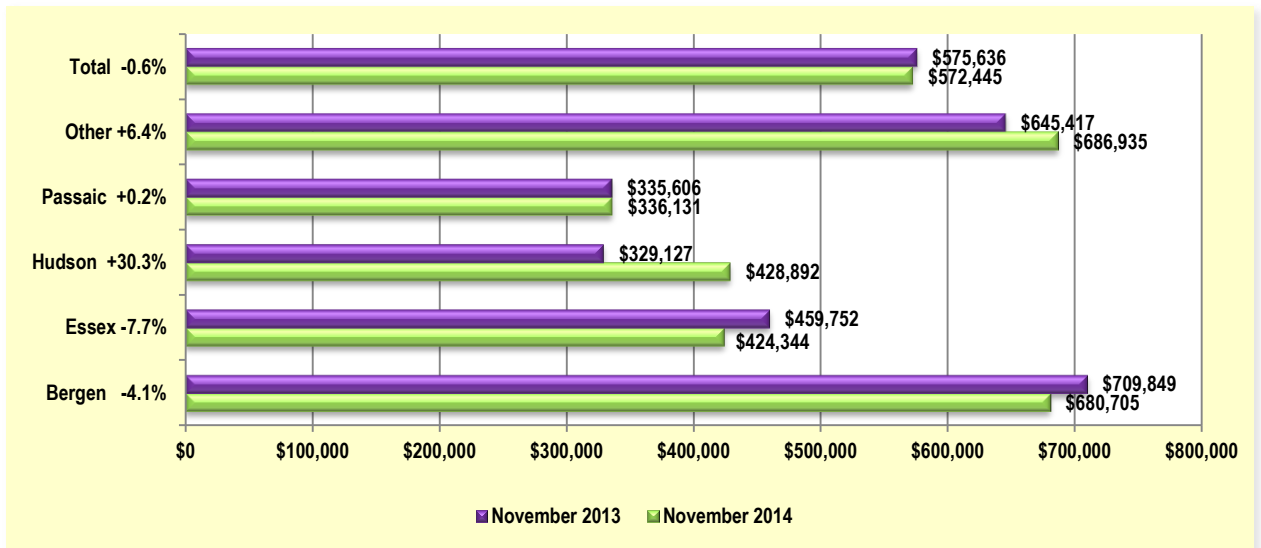
Average List Price by County - Residential

Month of NOVEMBER



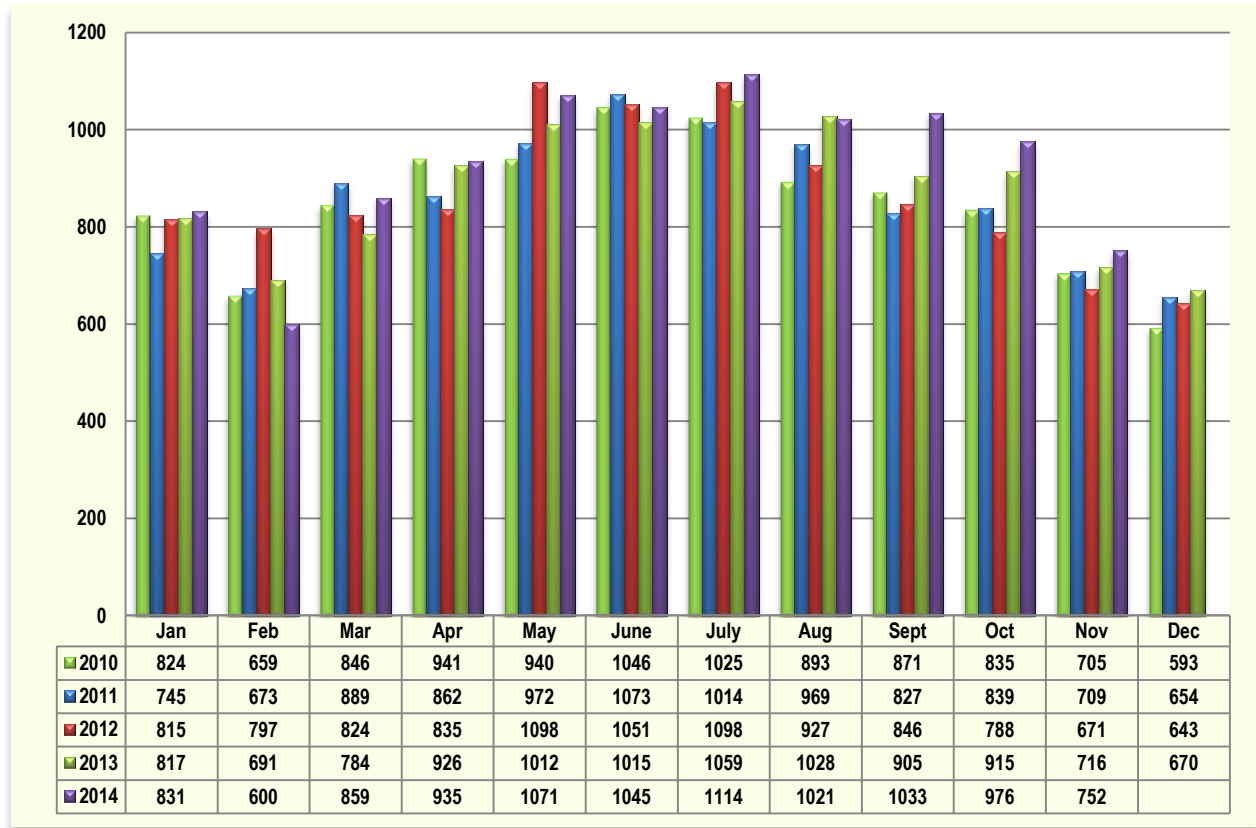
Average List Price by County – Single Family

Month of NOVEMBER



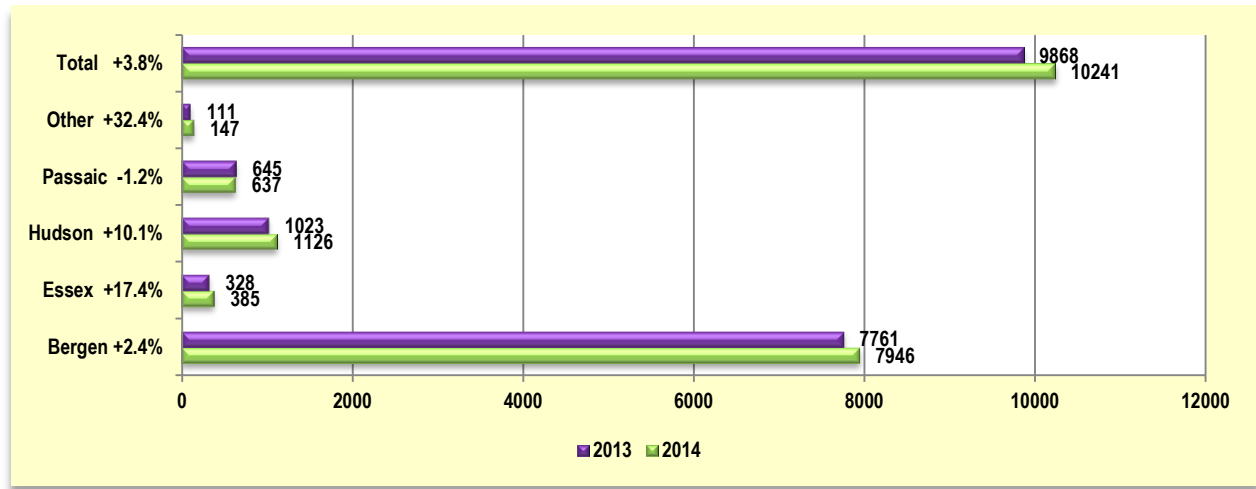
New Residential Rental Listings

2010-2014



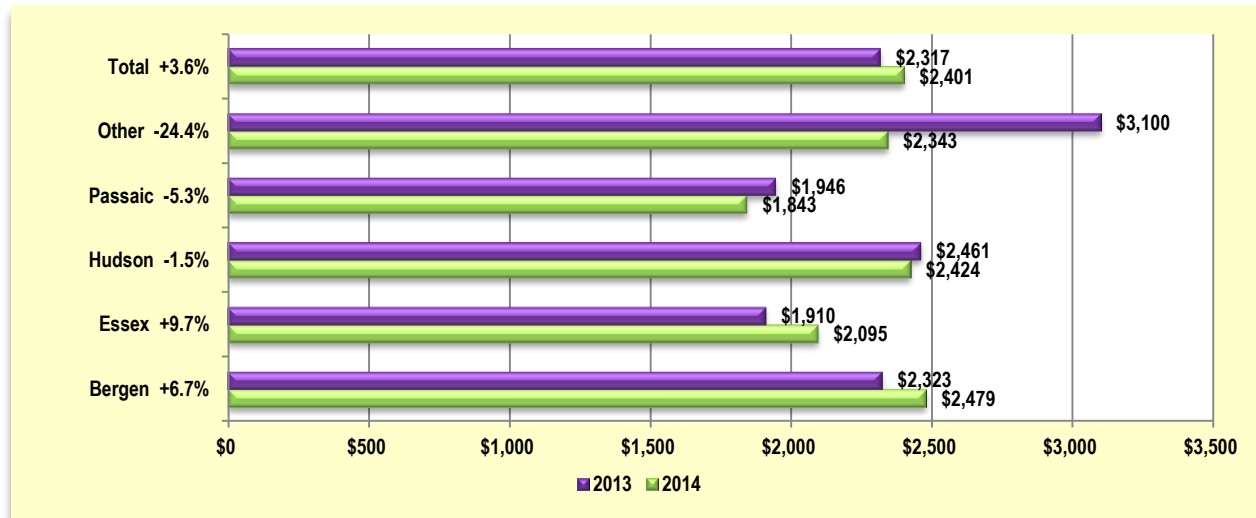
YTD New Residential Rental Listings by County

As of NOVEMBER 30th



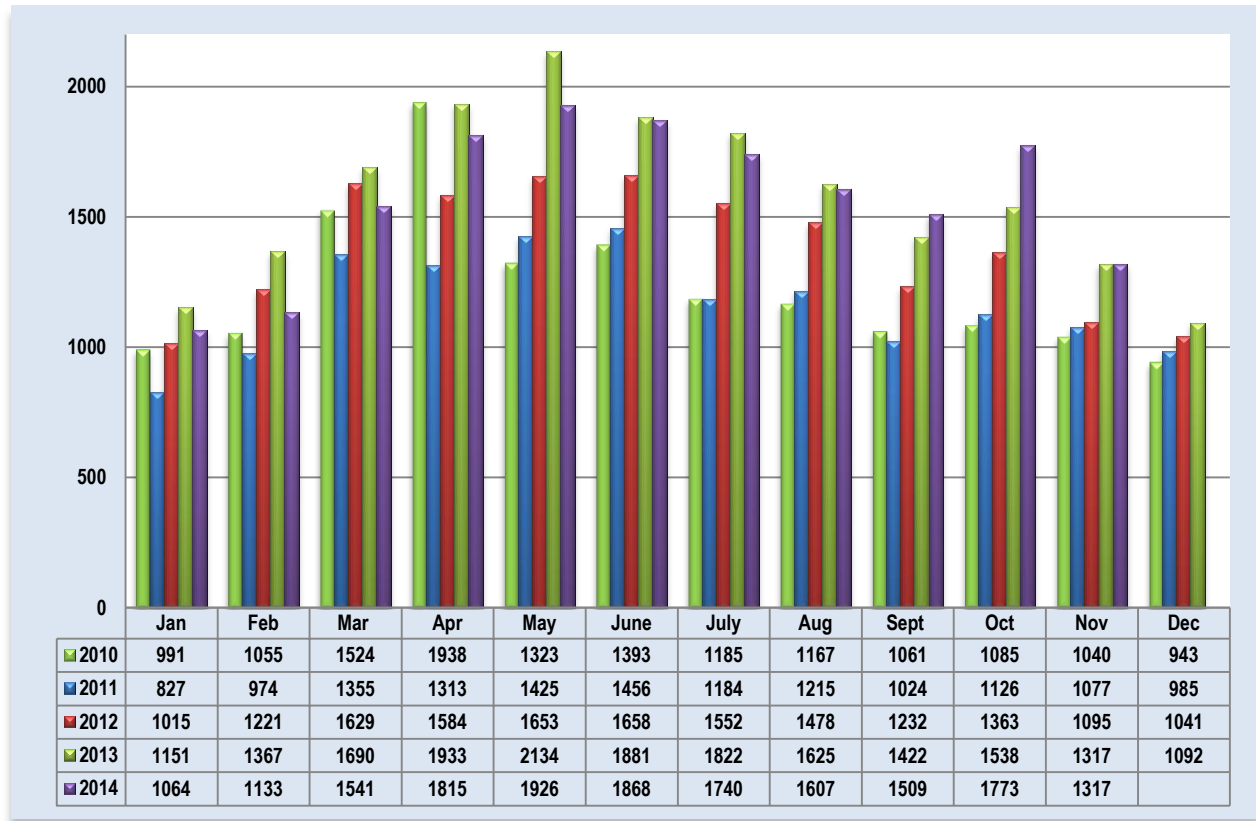
Average Residential Rental List Price

Month of NOVEMBER



Under Contract – All Categories*

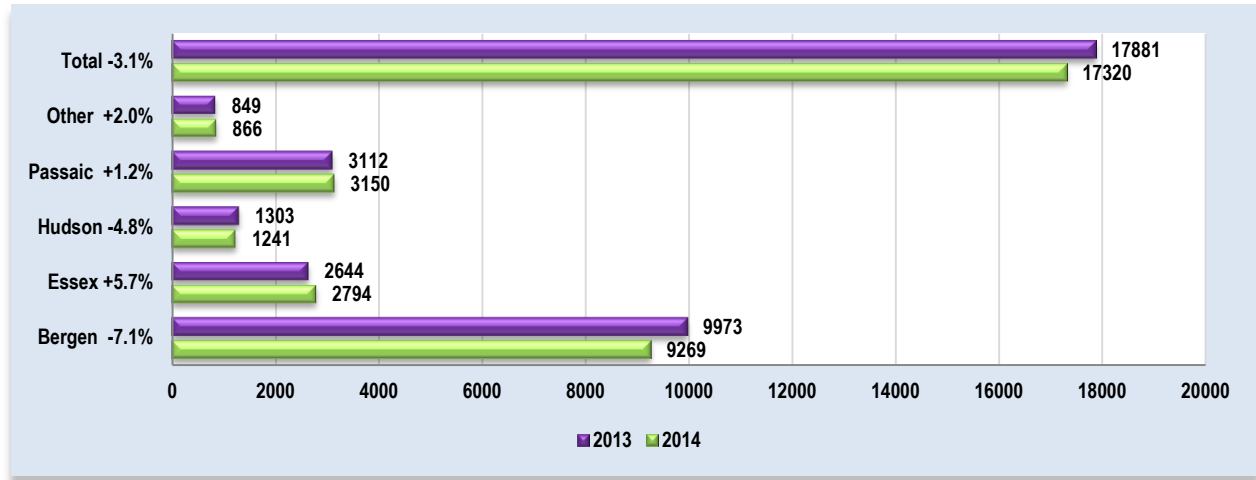
2010-2014



*Excludes Rentals

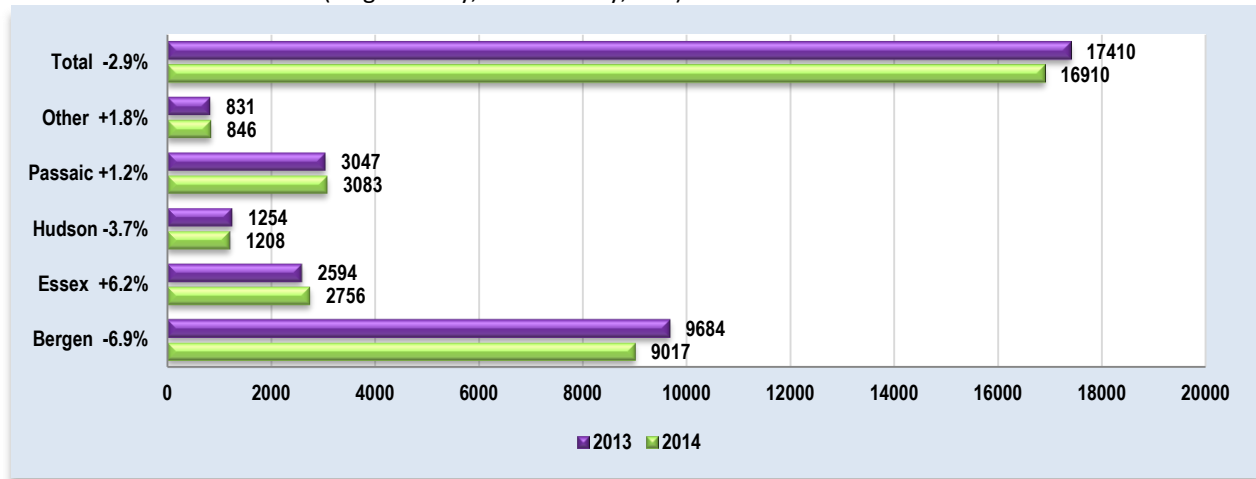
YTD Under Contract by County - All Categories*

As of NOVEMBER 30th



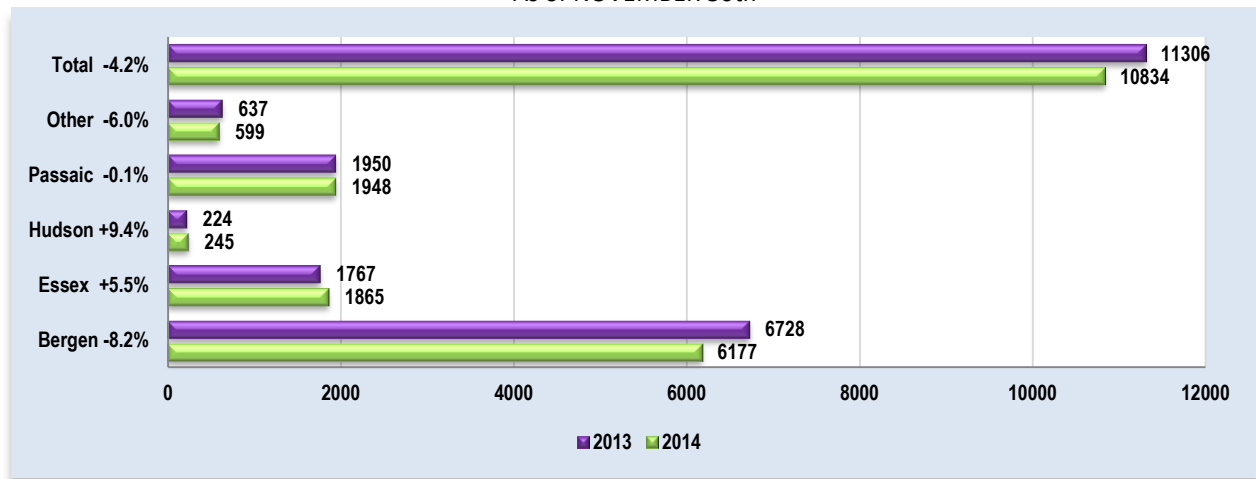
YTD Under Contract by County - Residential

(Single Family, Multi-Family, CCT) - As of NOVEMBER 30th



YTD Under Contract by County - Single Family

As of NOVEMBER 30th

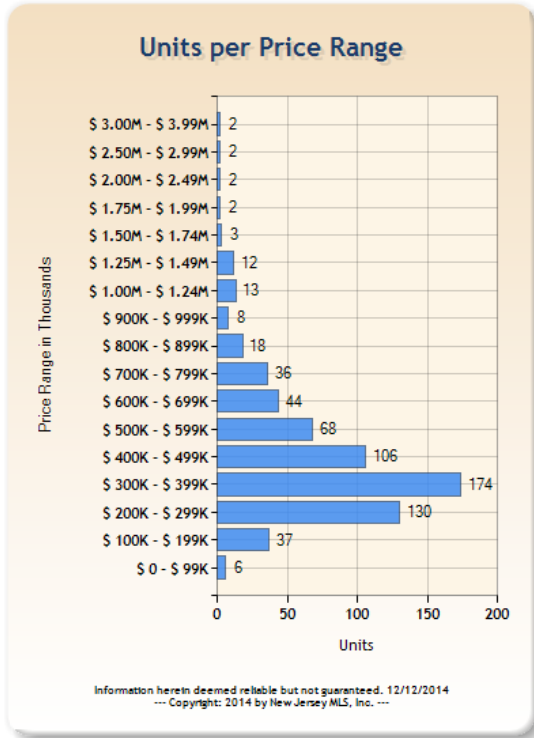


*Excludes Rentals

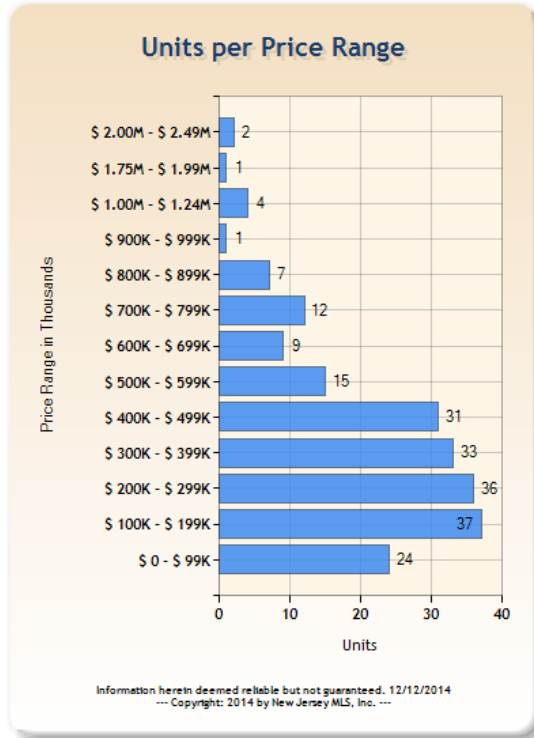
Under Contract by Price Range - RES

(Single Family, Multi-Family, CCT) – NOVEMBER 2014

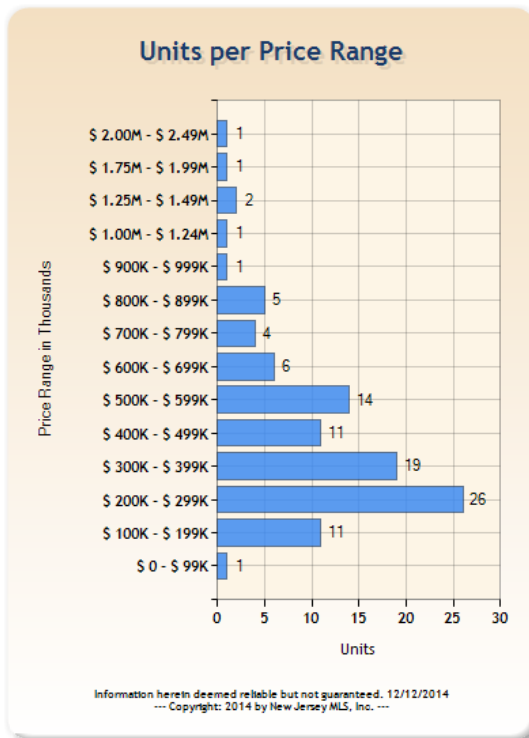
Bergen



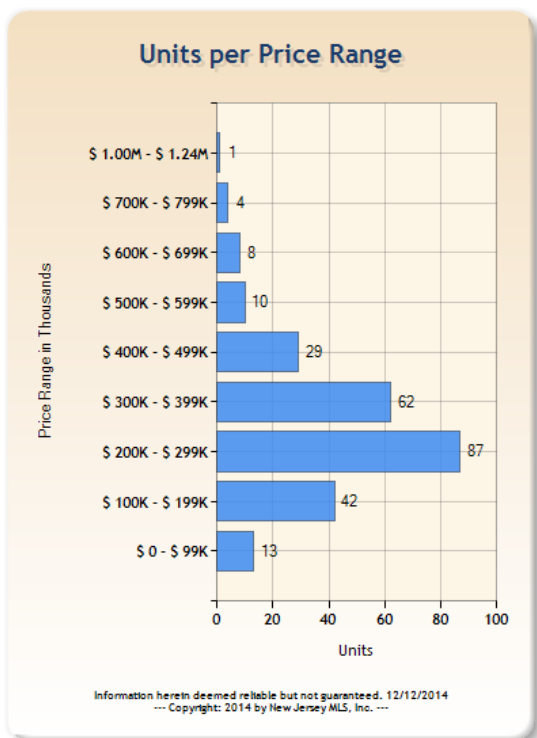
Essex



Hudson



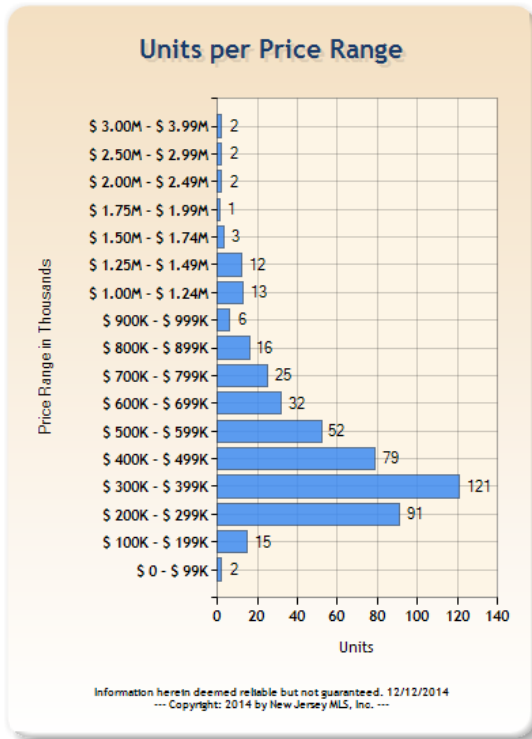
Passaic



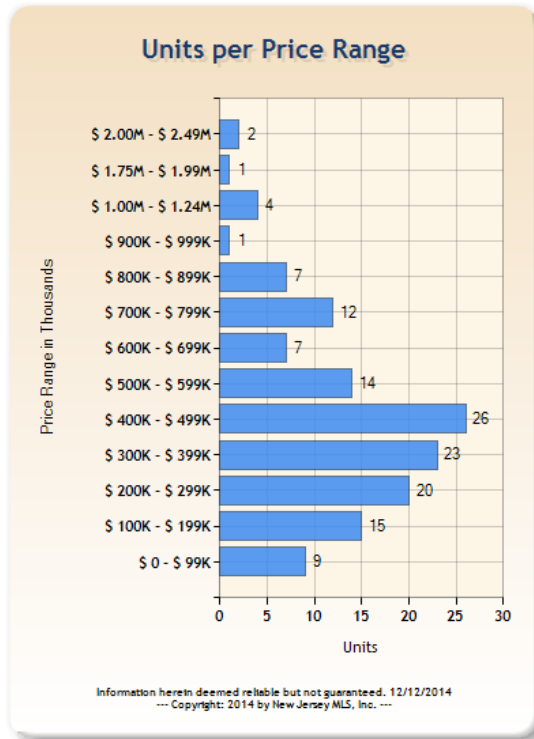
Under Contract by Price Range – Single Family

NOVEMBER 2014

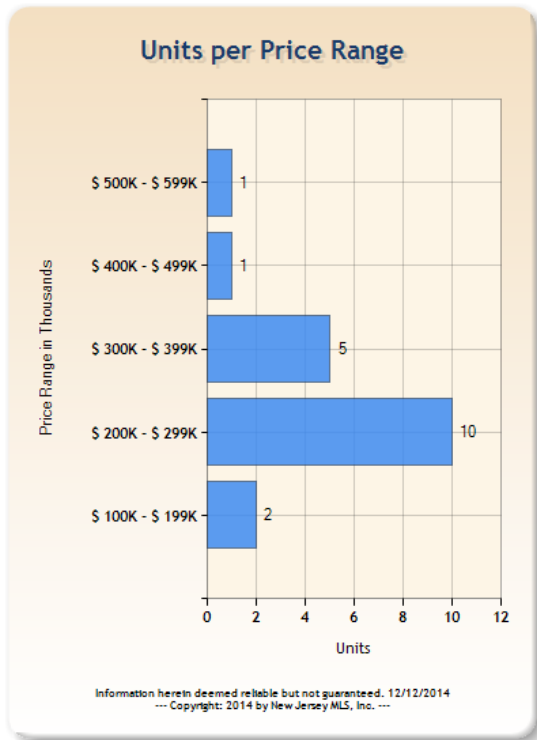
Bergen



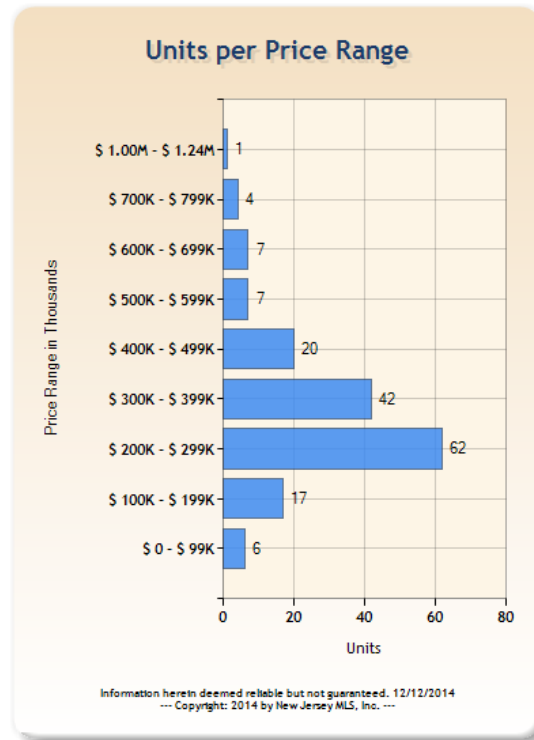
Essex



Hudson



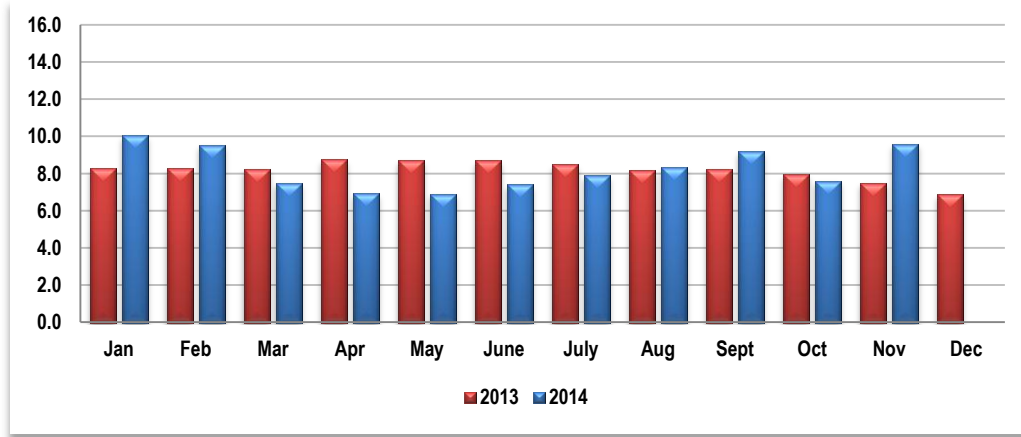
Passaic



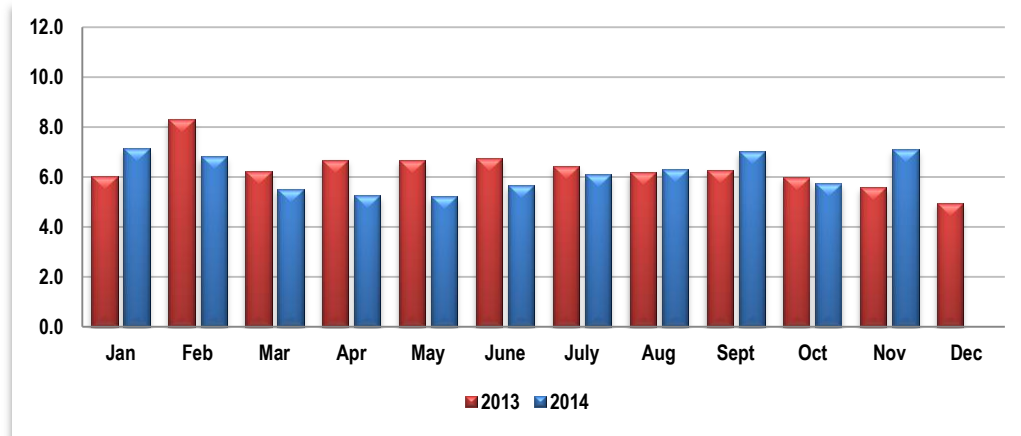
Absorption Rate (Months Inventory)

As of NOVEMBER 30th
 (Calculated using current actives divided by the 12 month average UC.)

All Categories – 9.6 Months (All Categories except Rental)



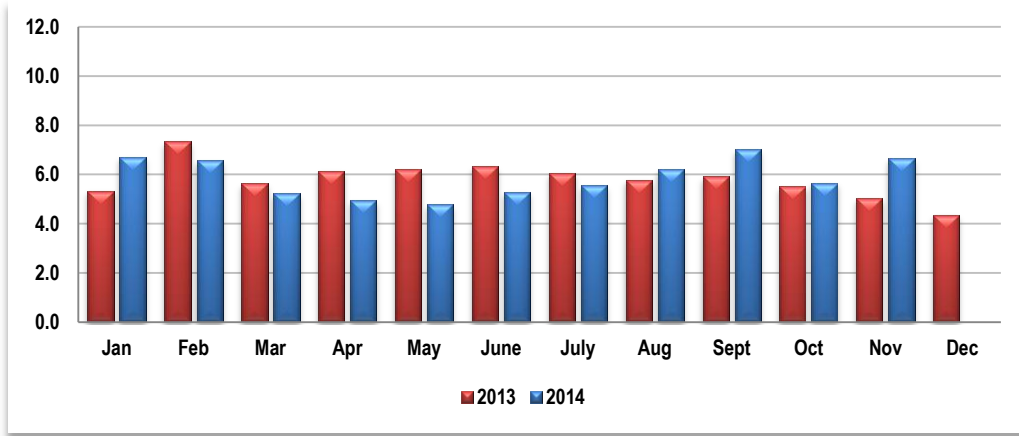
Residential – 7.1 Months (Single Family, Multi-Family, CCT)



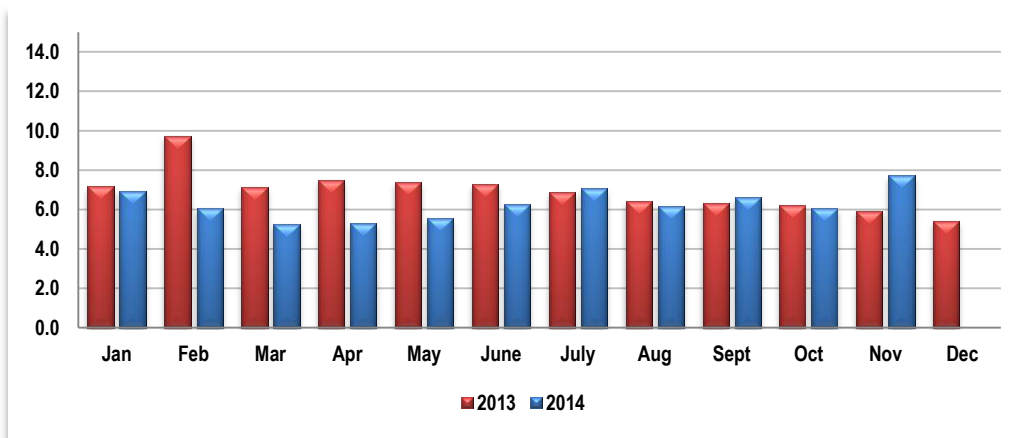
Absorption Rate (Months Inventory)

As of NOVEMBER 30th
 (Calculated using current actives divided by the 12 month average UC.)

Single Family – 6.6 Months

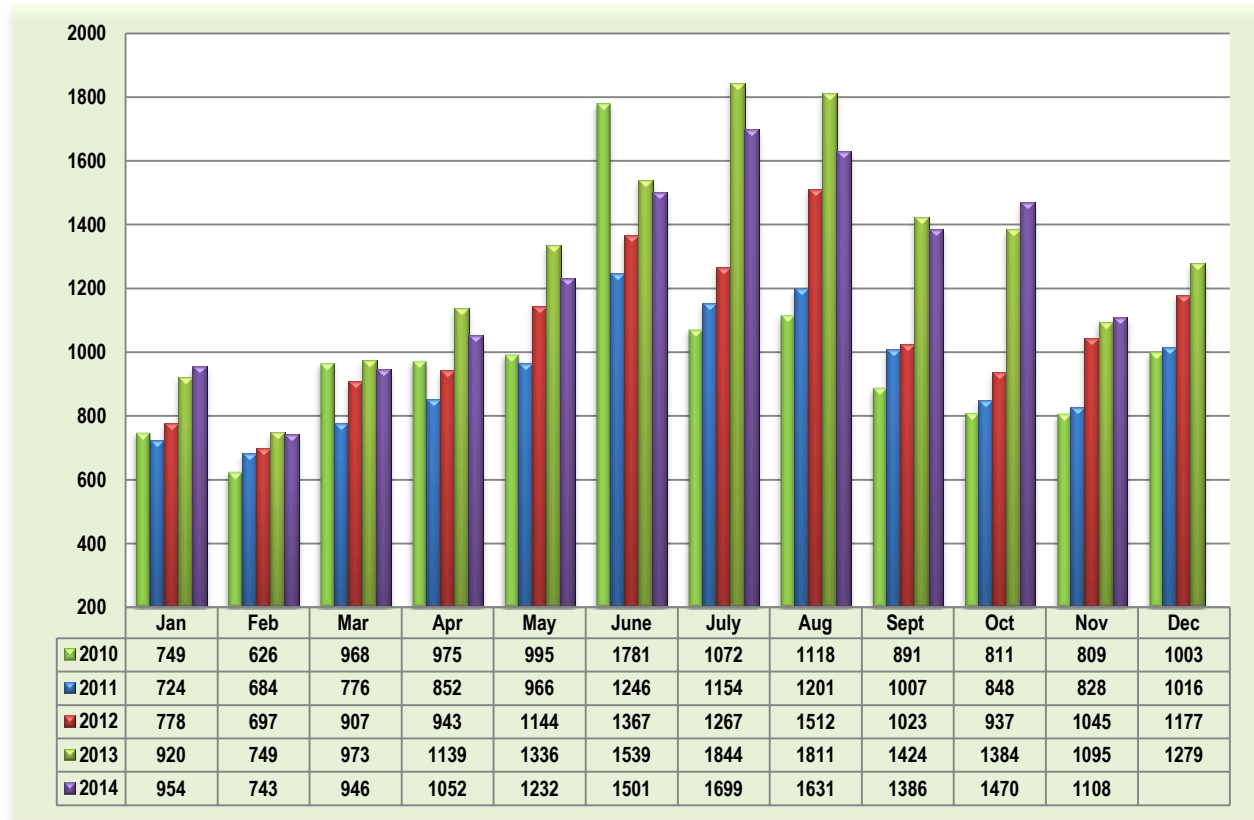


Condo/Co-op/Townhouse – 7.7 Months



Total Units Sold – All Categories*

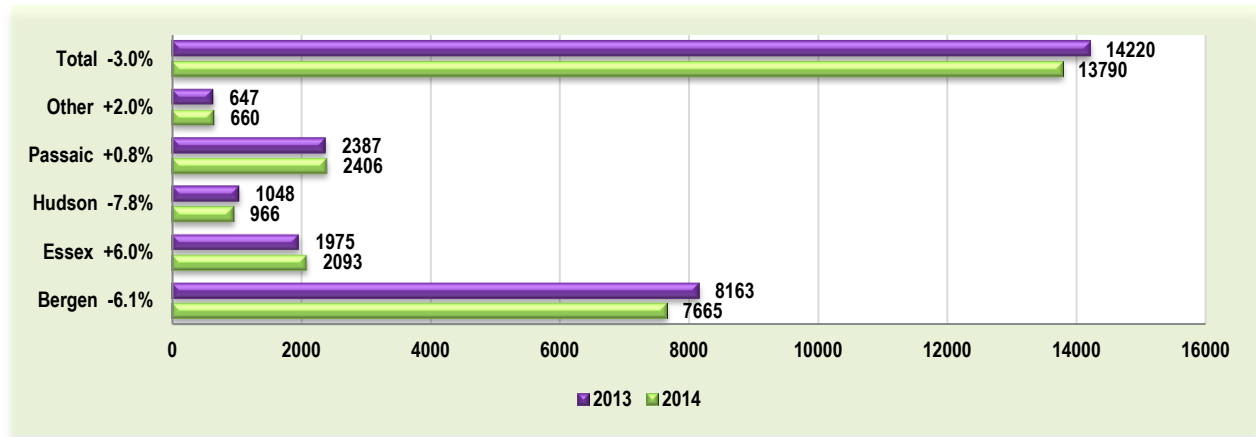
All Categories 2010-2014



*Excludes Rentals

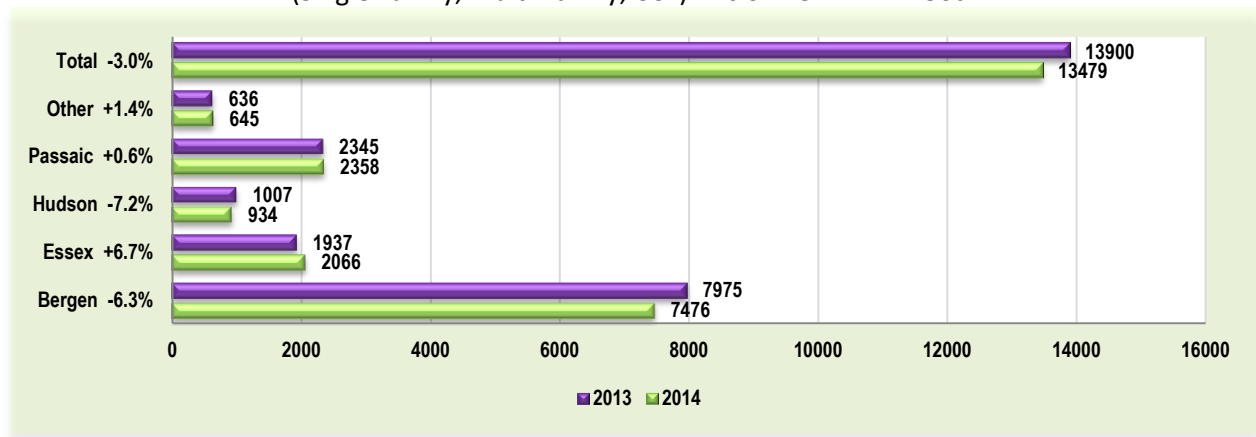
YTD Sold by County - All Categories*

As of NOVEMBER 30th



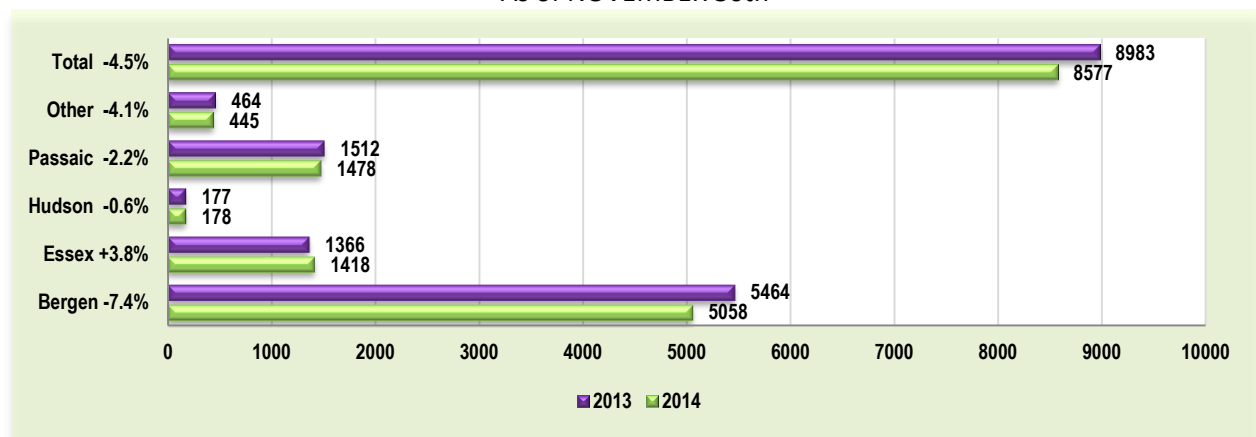
YTD Sold by County - Residential

(Single Family, Multi-Family, CCT) - As of NOVEMBER 30th



YTD Sold by County - Single Family

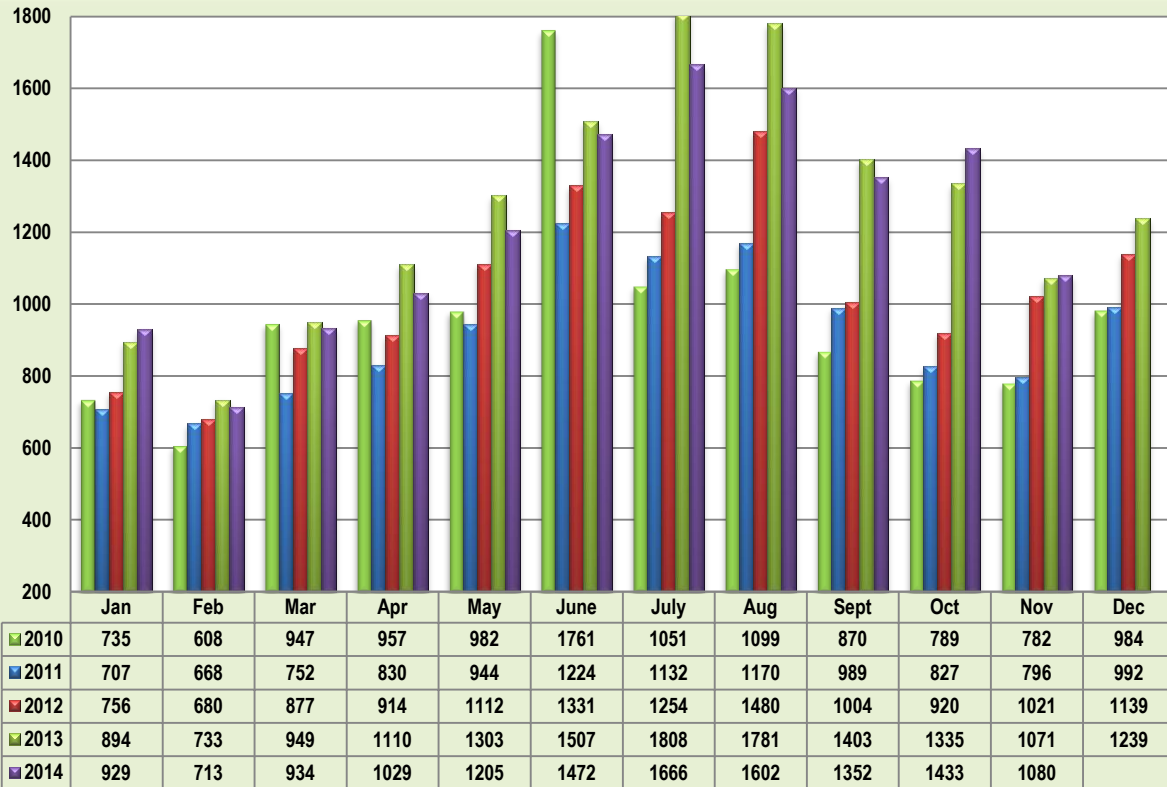
As of NOVEMBER 30th



*Excludes Rentals

Total Residential Units Sold

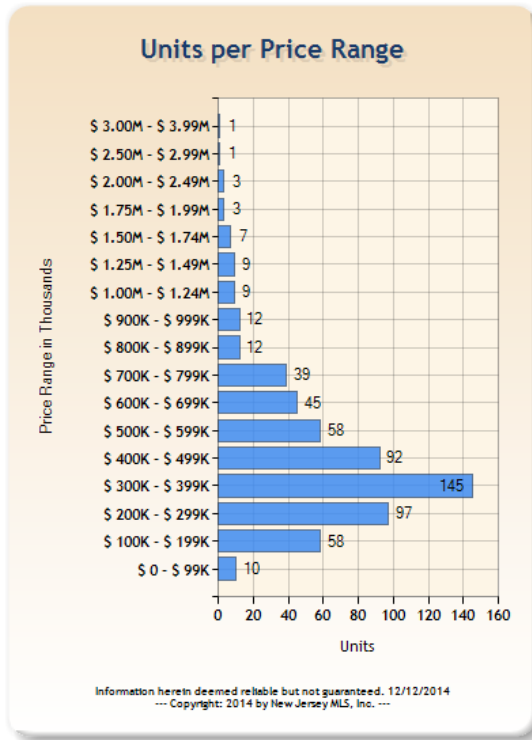
2010-2014



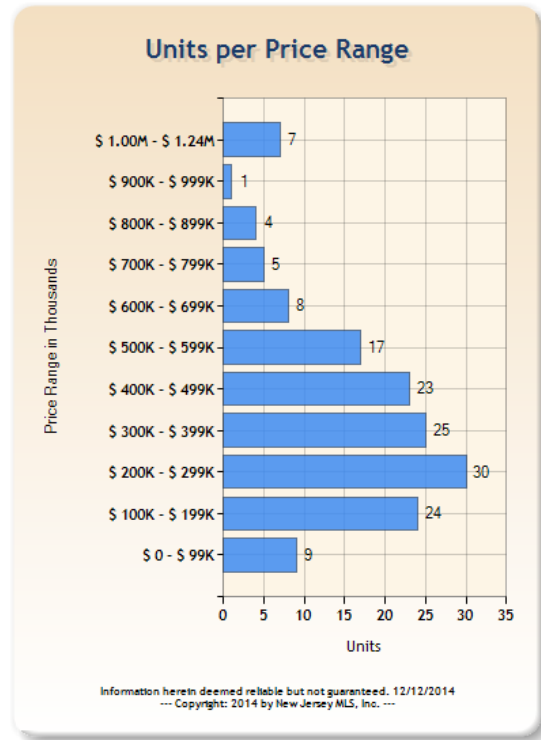
Units Sold by Price Range - RES

(Single Family, Multi-Family, CCT) – NOVEMBER 2014

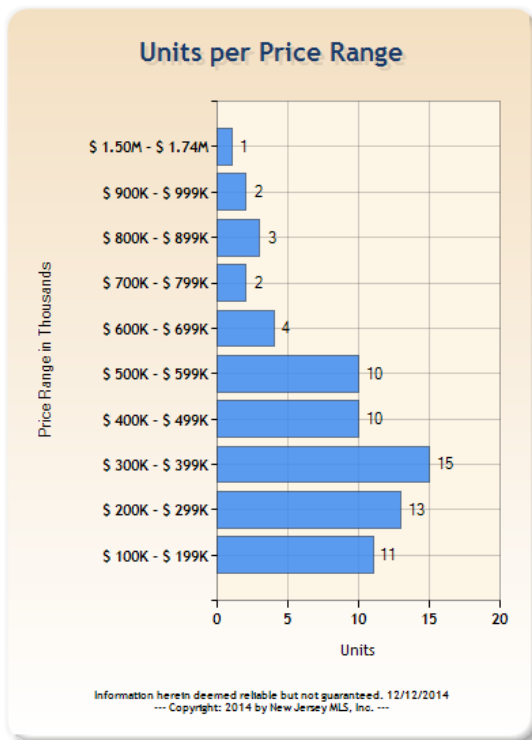
Bergen



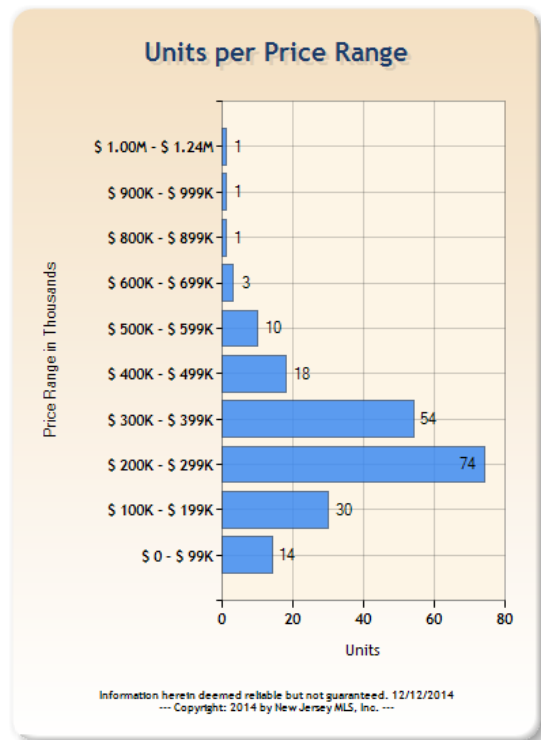
Essex



Hudson

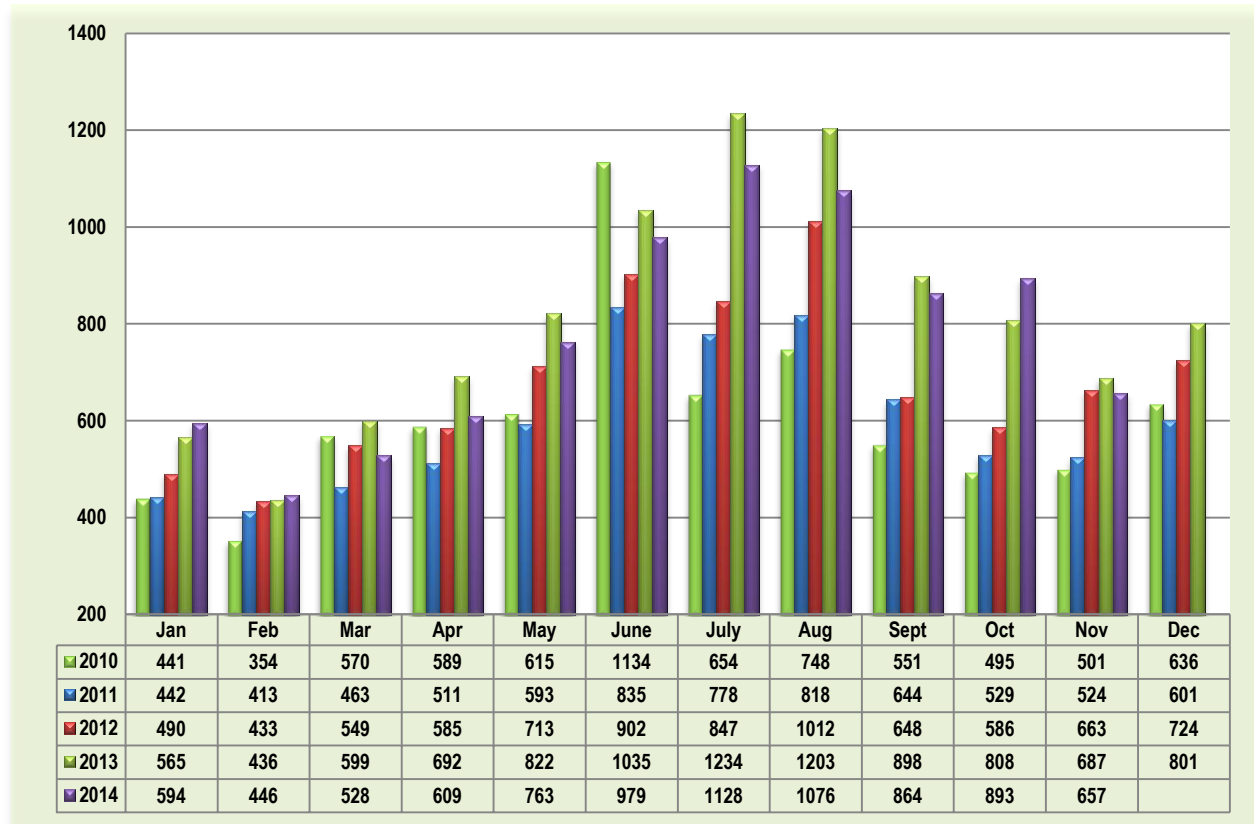


Passaic



Total Single Family Units Sold

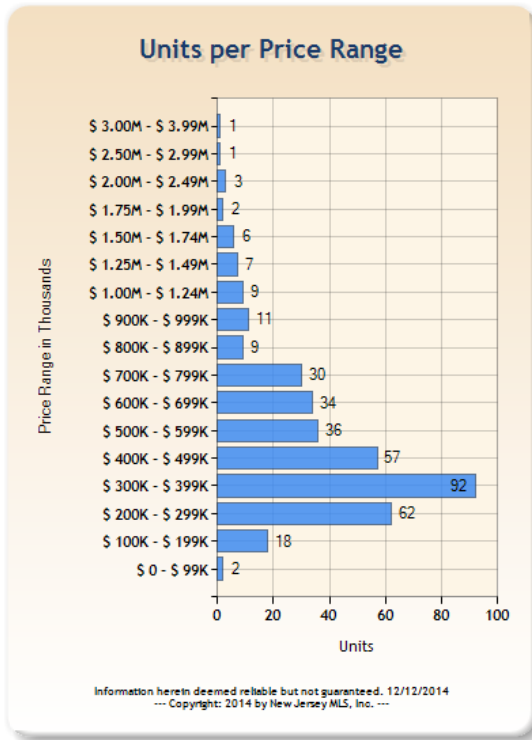
2010-2014



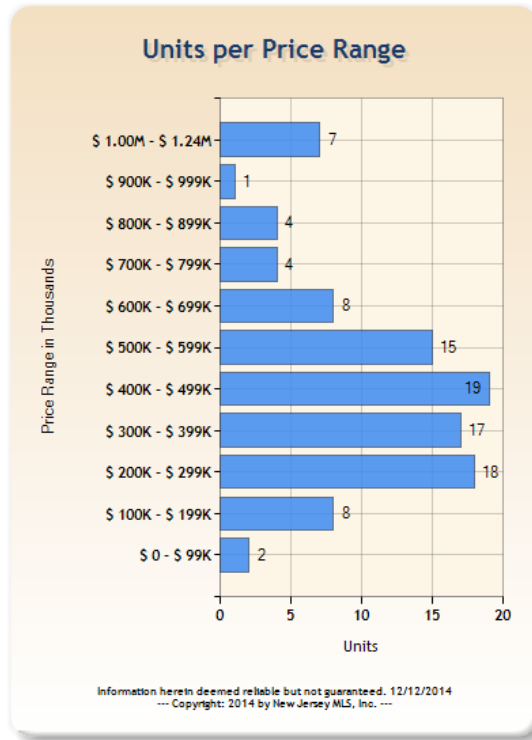
Units Sold by Price Range – Single Family

NOVEMBER 2014

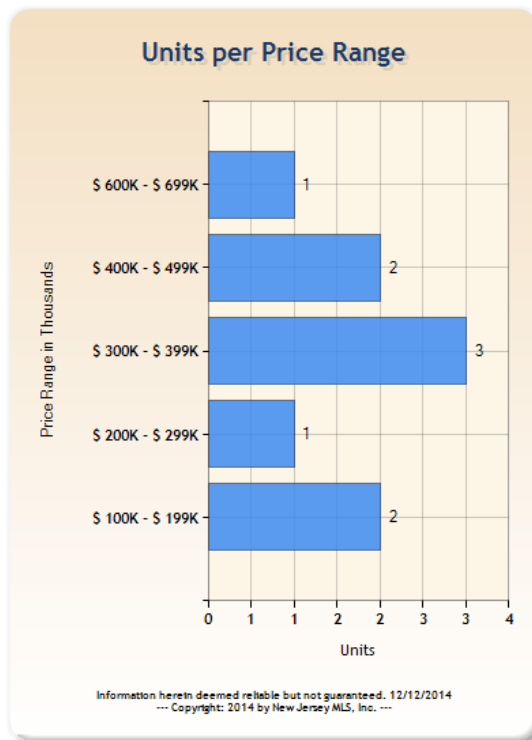
Bergen



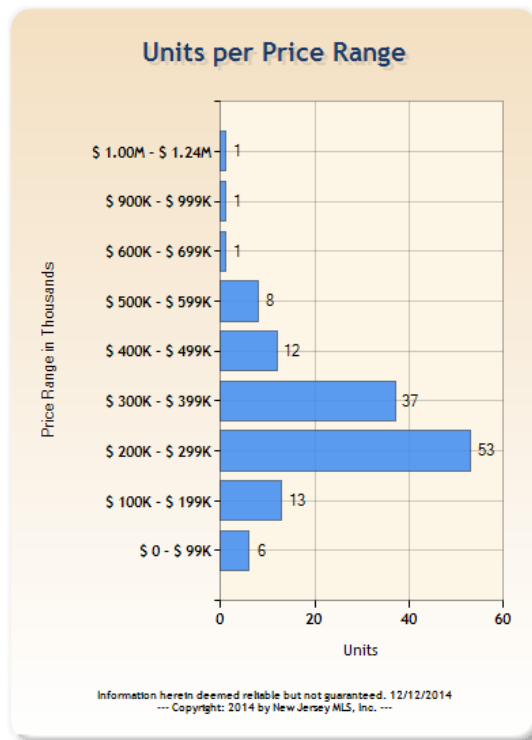
Essex



Hudson

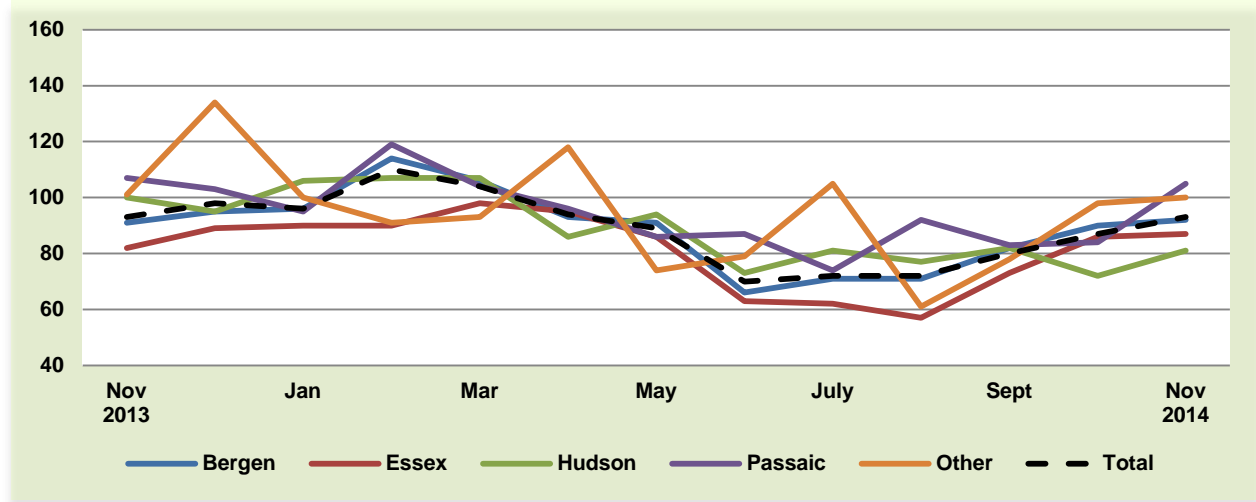


Passaic



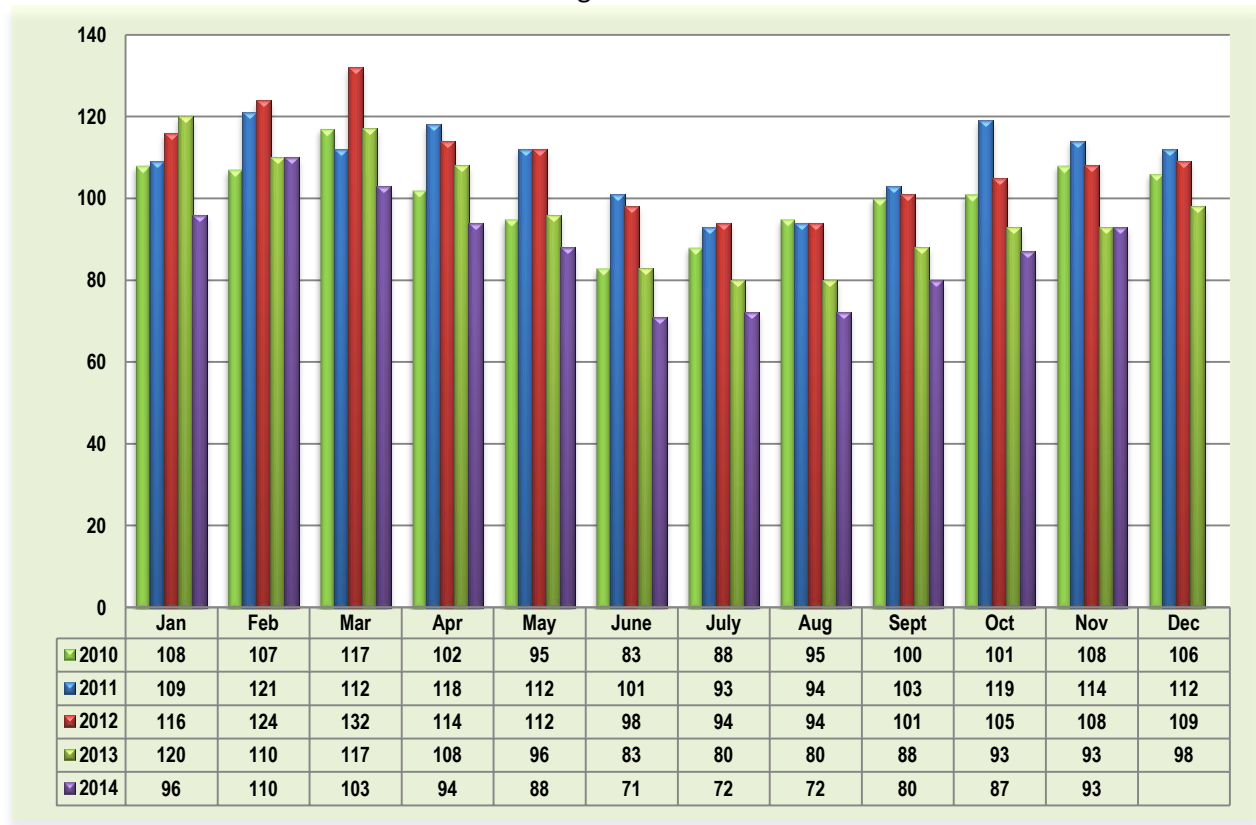
Average Days on the Market by County – All Categories

Past 12 Months



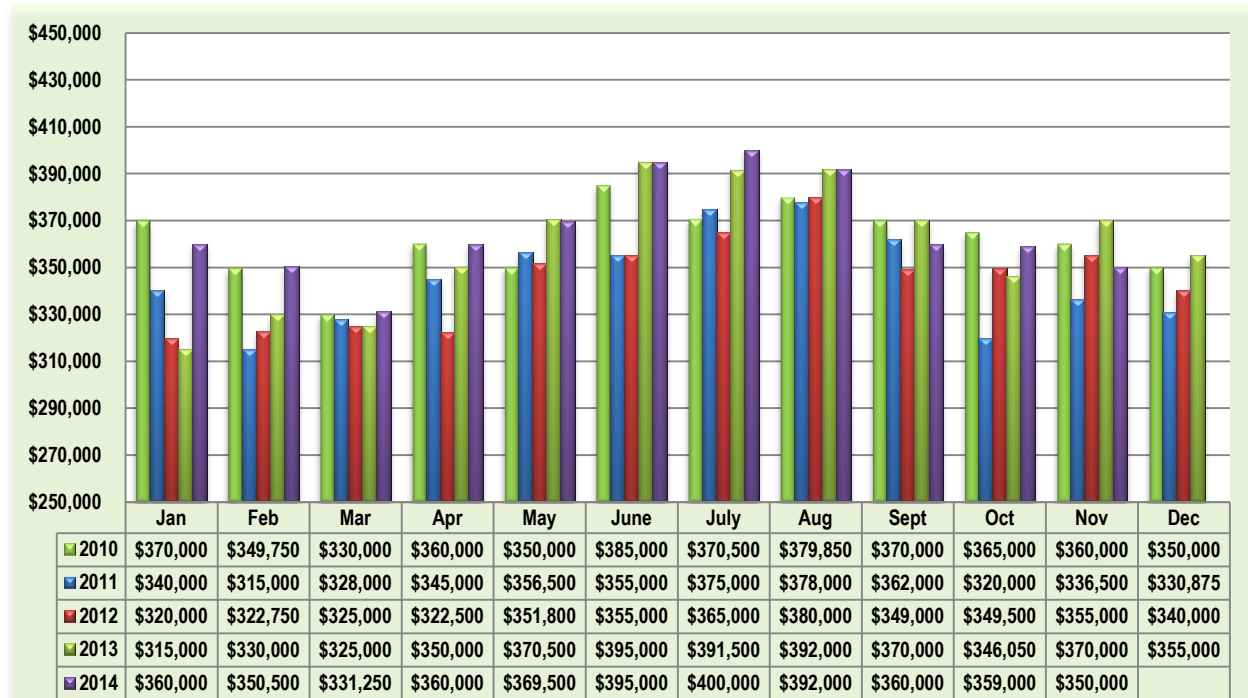
Average Days on the Market – All Counties

All Categories 2010-2014

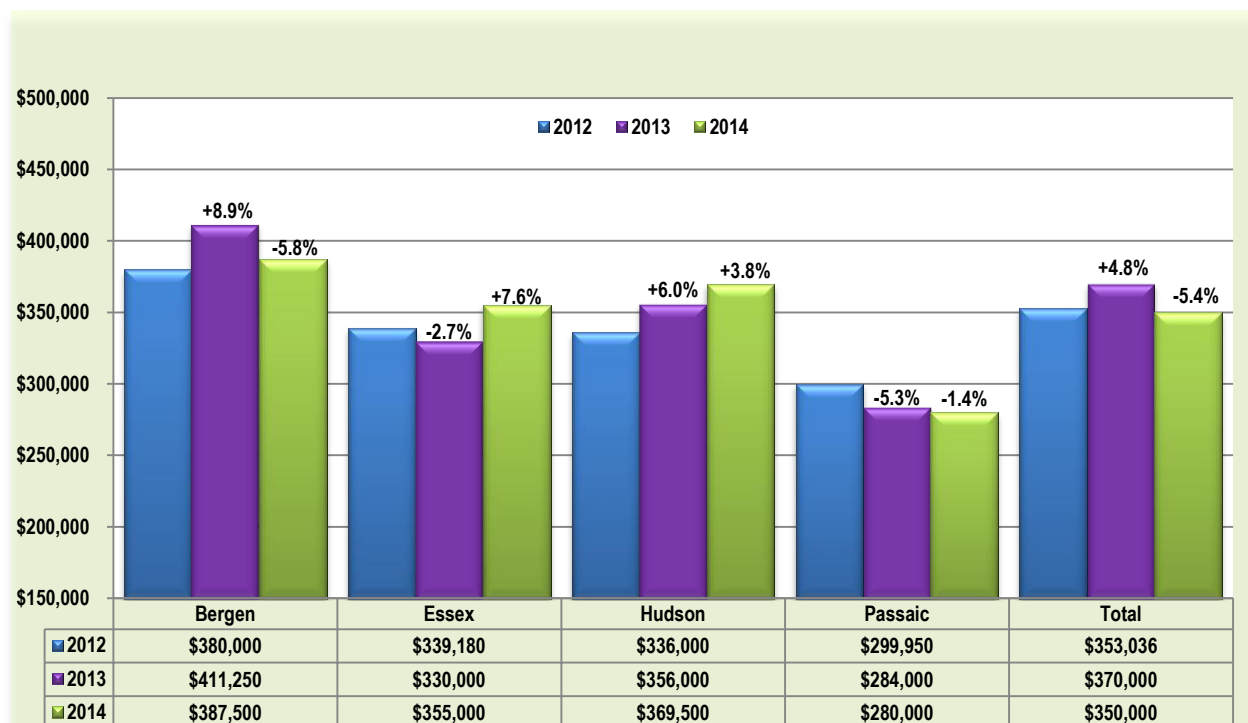


Median Sold Price – All Categories*

2010-2014



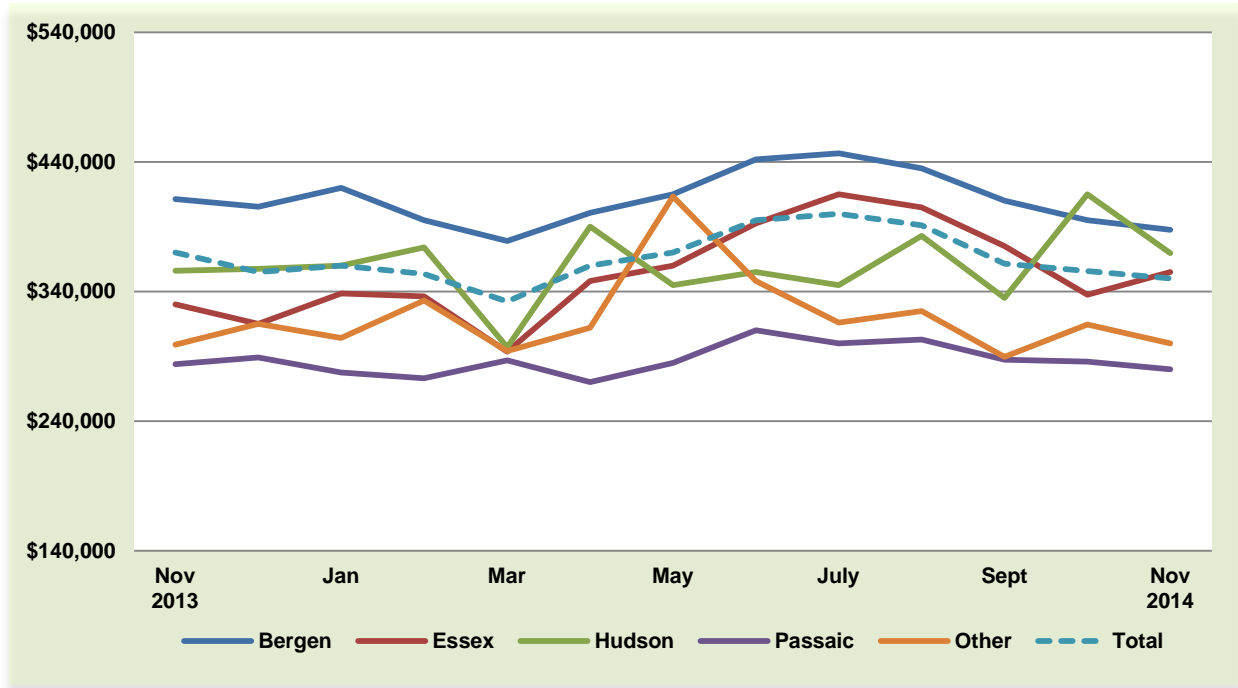
Month of NOVEMBER



*Excludes Rentals

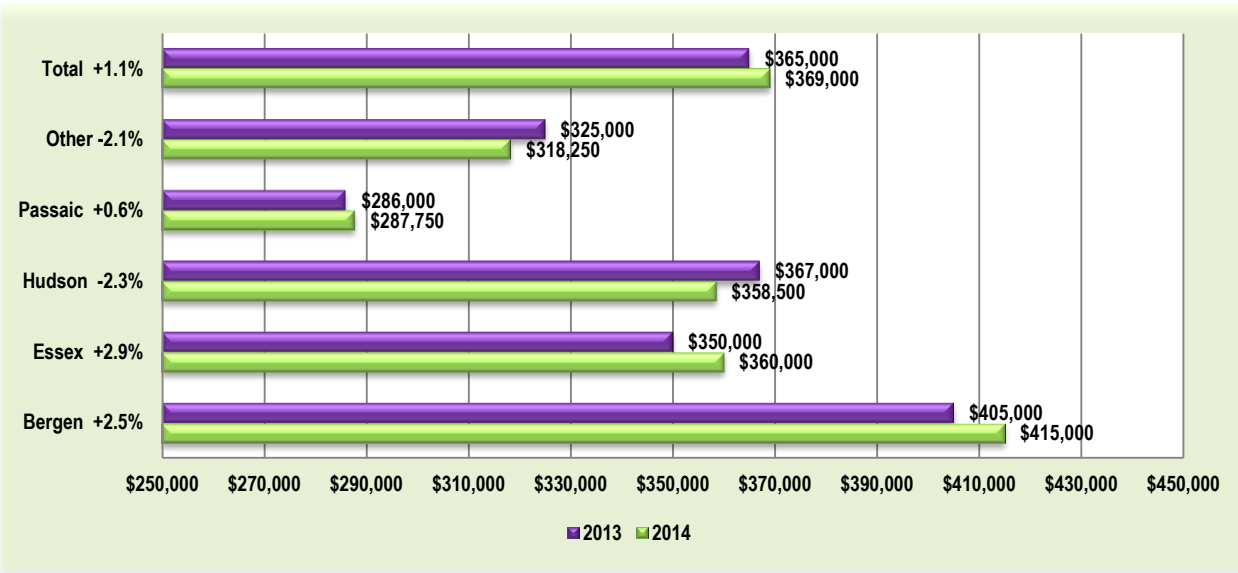
Median Sold Price by County – All Categories*

Past 12 months



YTD Median Sold Price – All Categories*

2013 vs. 2014 - As of NOVEMBER 30th

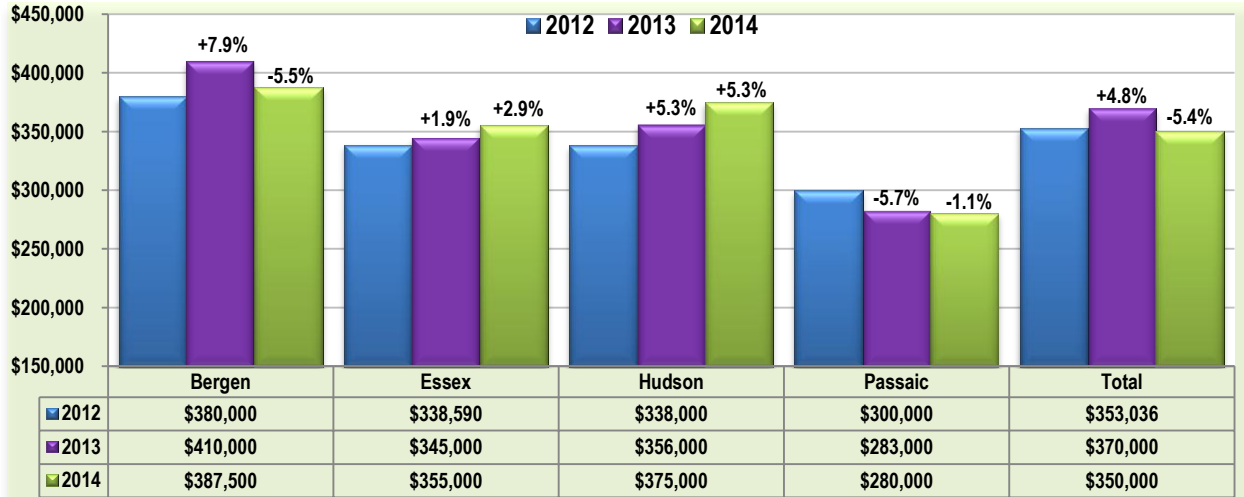


*Excludes Rentals

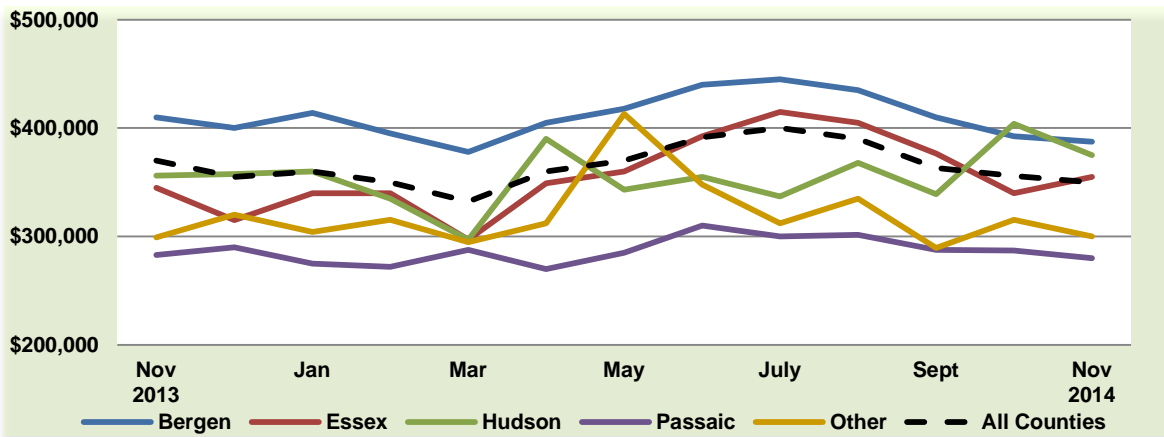
Median Sold Price – Residential

(Single Family, CCT, Multi-Family)

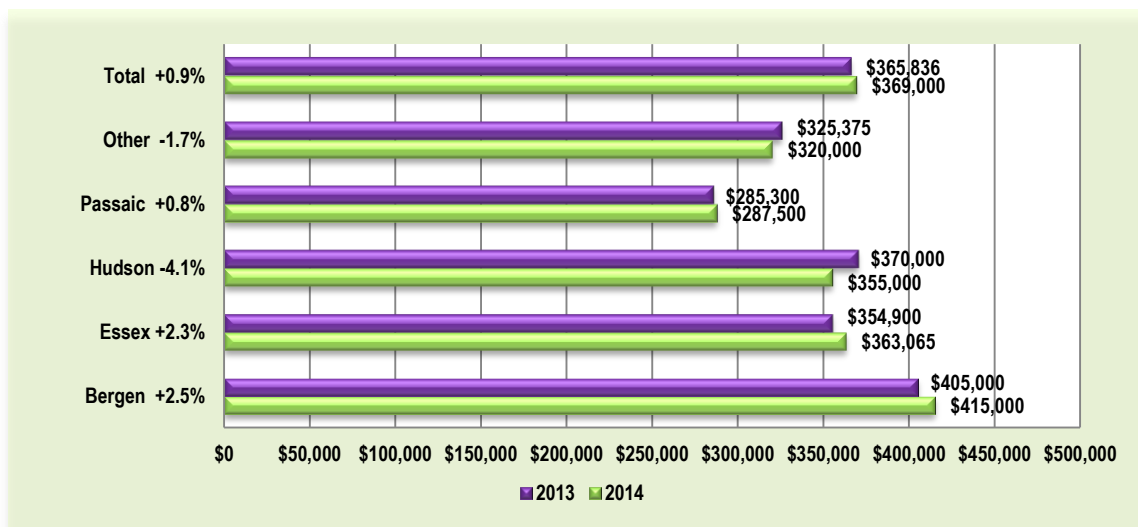
Median Sold Price by County –Month of NOVEMBER



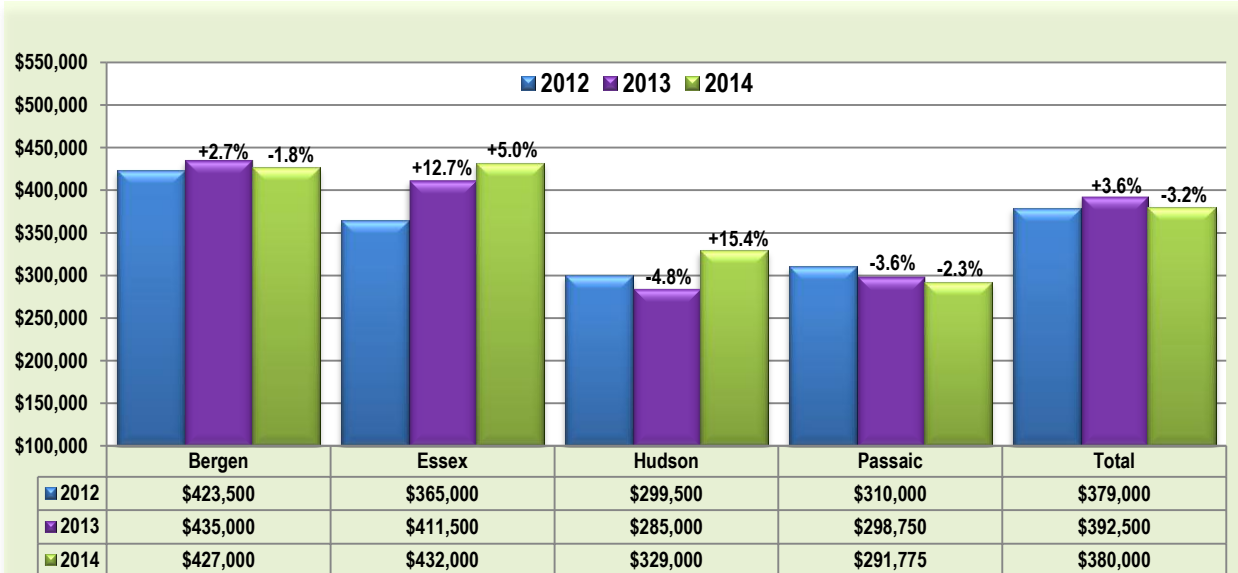
Past 12 Months



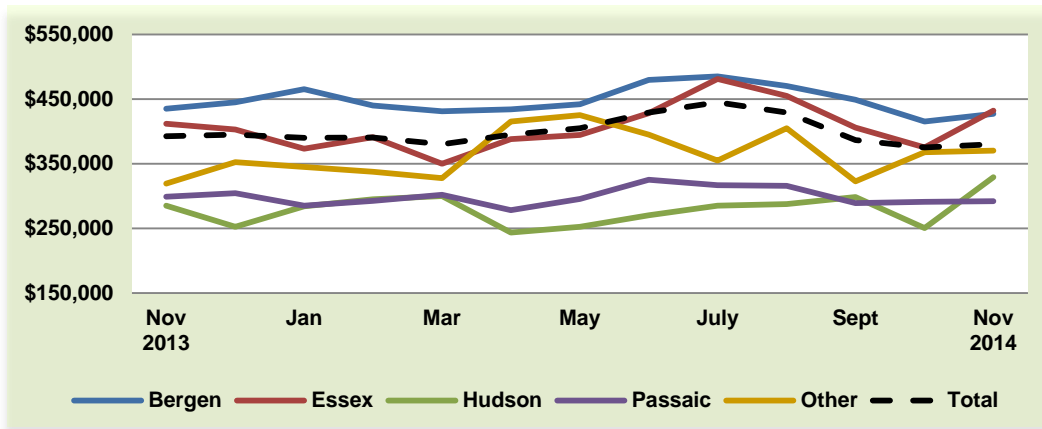
YTD 2013 vs. 2014 - As of NOVEMBER 30th



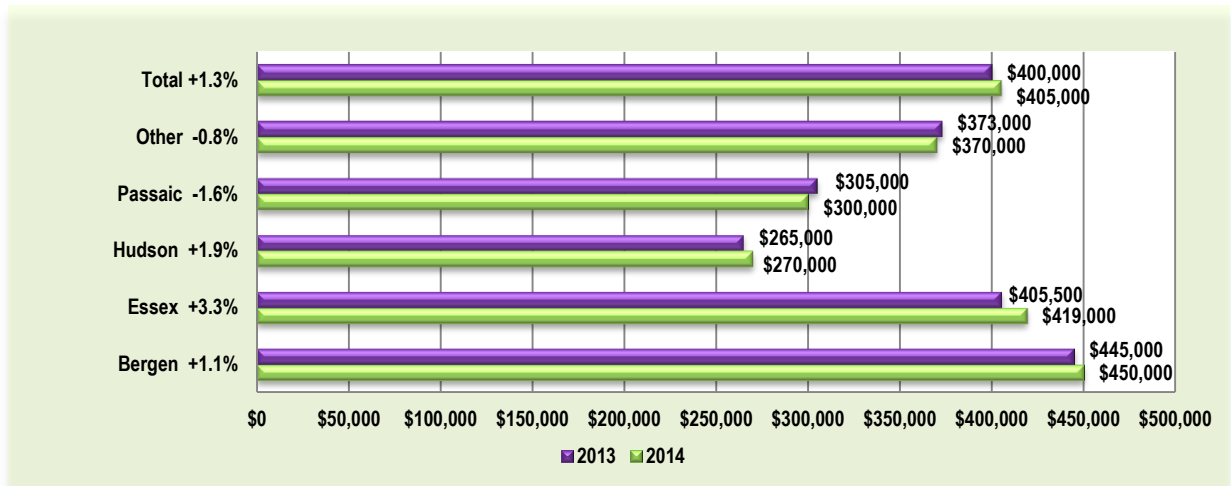
Median Sold Price – Single Family Month of NOVEMBER



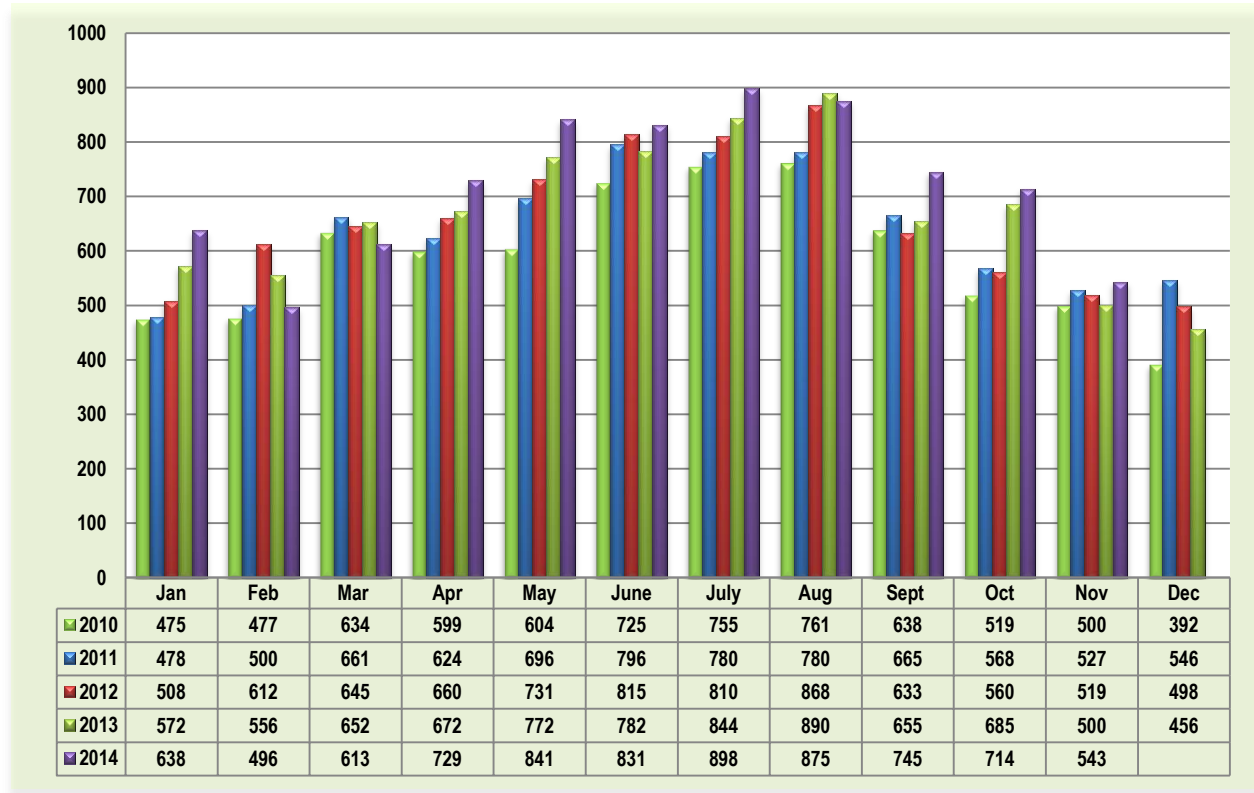
Past 12 Months



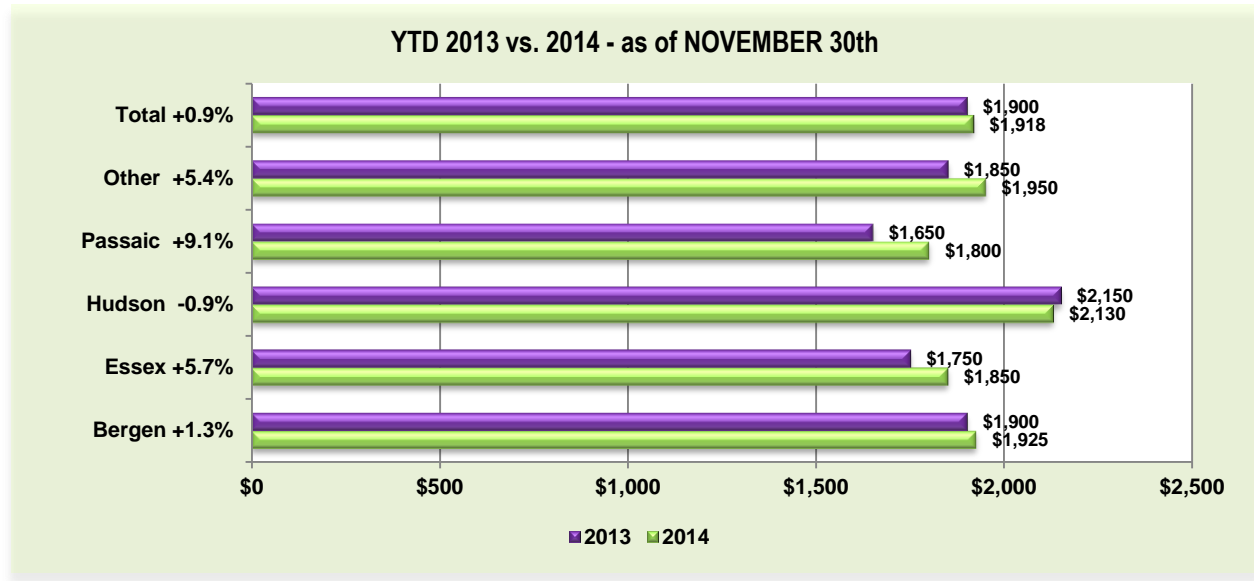
YTD 2013 vs. 2014 - As of NOVEMBER 30th



Total Residential Rental - Units Leased 2010-2014



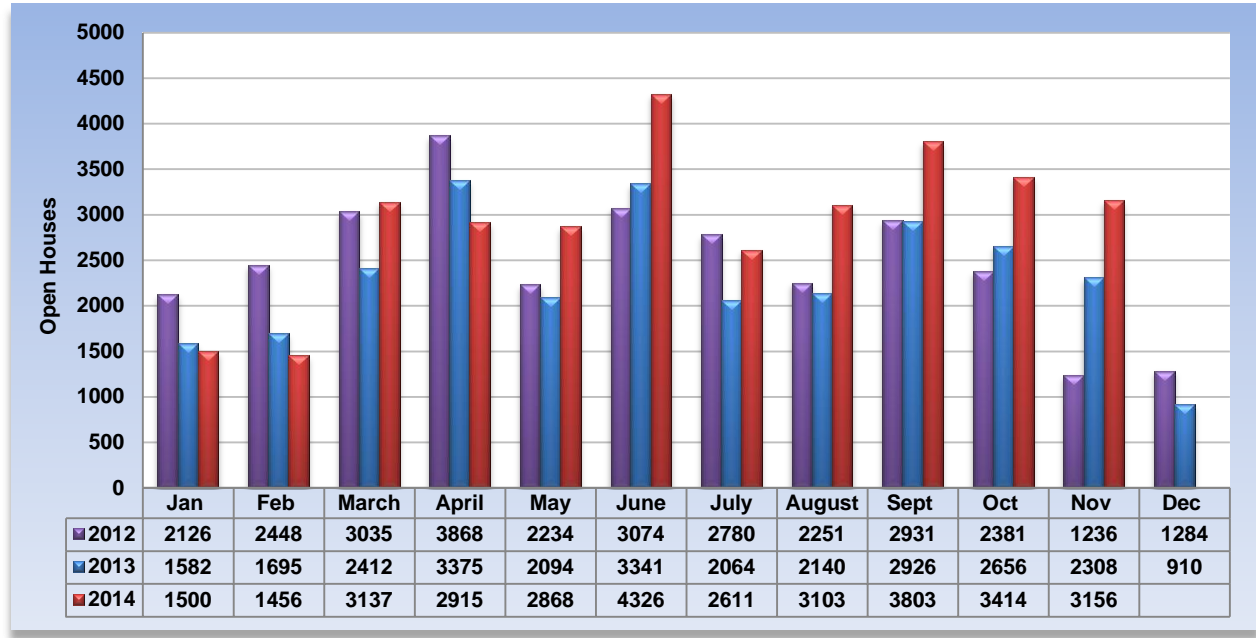
YTD Residential Rental Median Leased Price by County - As of NOVEMBER 30th



2013 YTD Median Leased Price all Counties - \$1,900 2014 YTD Median Leased Price all Counties - \$1,918

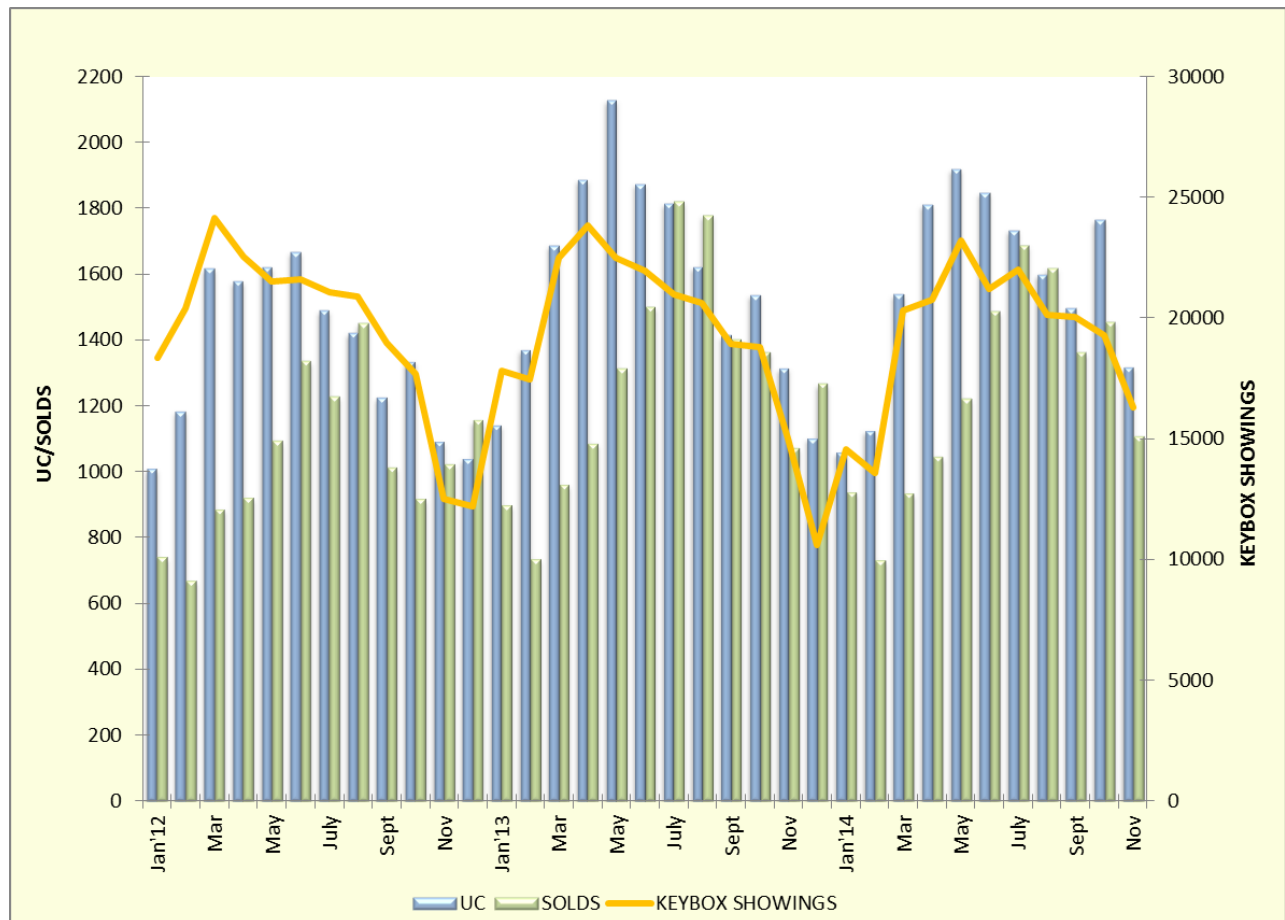
Other Market Indicators

Monthly Open House Count



Keybox Showings

NOVEMBER – 16,303



NJMLS.com Hits

