

MARKET UPDATE

New Jersey Multiple Listing Service, Inc.

NOVEMBER 2013



NJMLS
New Jersey Multiple Listing Service, Inc.

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MARKET SNAPSHOT

New Listings	NOVEMBER 2013	NOVEMBER 2012	Prior Year % Change		OCTOBER 2013	Prior Month % Change		Page
New Listings Monthly	2377	2034	16.9%	↑	3340	-28.8%	↓	6
YTD New Listings – All Categories	37815	36386	3.9%	↑	n/a			7
YTD New Listings – Residential	25165	23918	5.2%	↑	n/a			7
YTD New Listings – Single Family	15899	15084	5.4%	↑	n/a			7
Active Listings Monthly – at end of month	11799	13610	-13.3%	↓	12601	-6.4%	↓	8
Average List Price Monthly	\$ 498,530	\$ 515,993	-3.4%	↓	\$ 495,377	0.6%	↑	9
New Rental Listings Monthly	714	671	6.4%	↑	916	-22.1%	↓	11
Average Rental List Price Monthly	\$ 2,314	\$ 2,224	4.0%	↑	\$ 2,248	2.9%	↑	12
Under Contracts	NOVEMBER 2013	NOVEMBER 2012	Prior Year % Change		OCTOBER 2013	Prior Month % Change		Page
Total Under Contract Monthly	1314	1095	20.0%	↑	1556	-15.6%	↓	13
YTD Under Contract – All Categories	17989	15457	16.4%	↑	n/a			14
YTD Under Contract – Residential	17513	15032	16.5%	↑	n/a			14
YTD Under Contract – Single Family	11365	9742	16.7%	↑	n/a			14
Absorption Rate (Months Inventory)	NOVEMBER 2013	NOVEMBER 2012	Prior Year % Change		OCTOBER 2013	Prior Month % Change		Page
- All Categories	7.5	9.3	-19.4%	↓	7.9	-5.1%	↓	17
- Residential	5.6	6.9	-18.8%	↓	6.0	-6.7%	↓	17
- Single Family	5.0	6.3	-20.6%	↓	5.5	-9.1%	↓	18
- Condo/Coop/Townhouse	5.9	7.9	-25.3%	↓	6.2	-4.8%	↓	18

Solds	NOVEMBER 2013	NOVEMBER 2012	Prior Year % Change		OCTOBER 2013	Prior Month % Change		Page
Total Sold Monthly	1073	1045	2.7%	↑	1374	-21.9%	↓	19
YTD Solds – All Categories	14138	11622	21.6%	↑	n/a			20
Total Sold Monthly - Residential	1049	1021	2.7%	↑	1326	-20.9%	↓	21
YTD Solds – Residential	13823	11351	21.8%	↑	n/a			20
Total Sold Monthly - Single Family	678	663	2.3%	↑	802	-15.5%	↓	23
YTD Solds – Single Family	8945	7430	20.4%	↑	n/a			20
Average Days on the Market	93	108	-13.9%	↓	94	-1.1%	↓	25

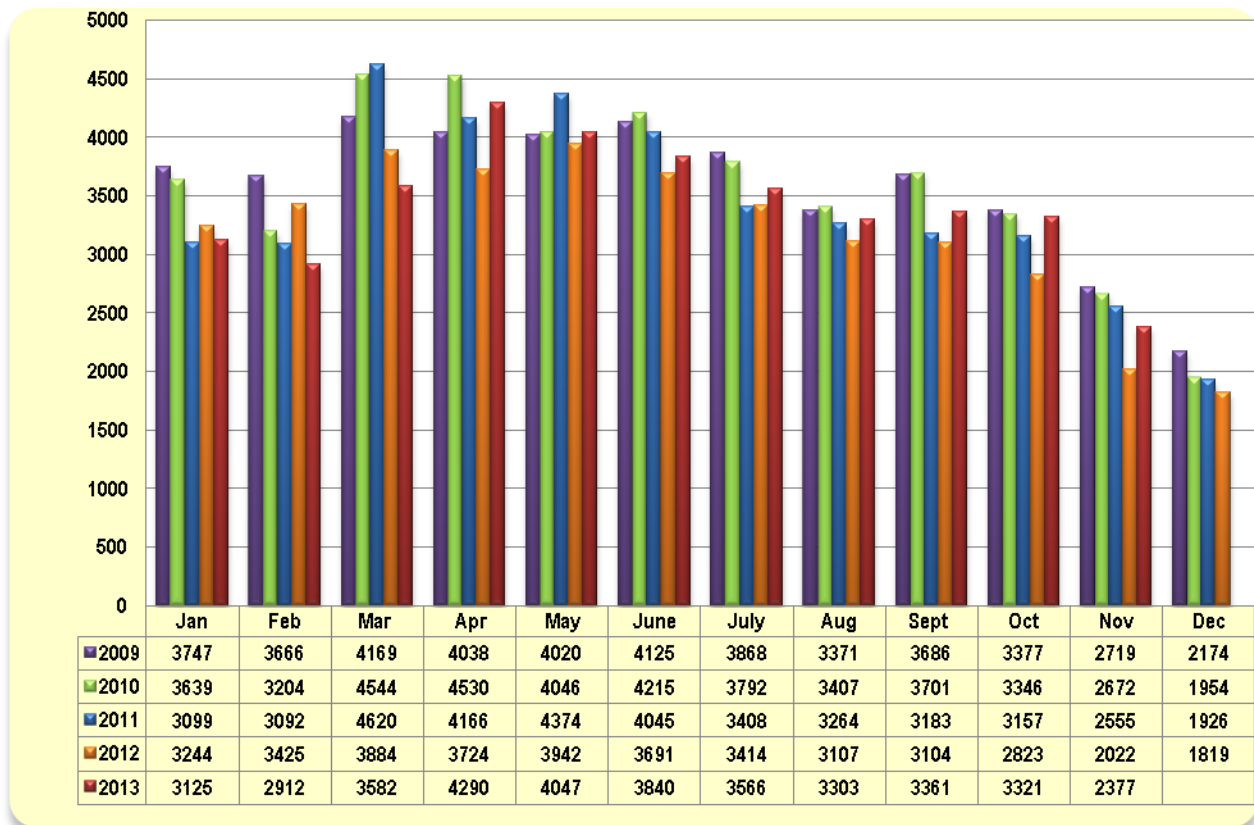
Median Sold Price Monthly - All Categories	\$ 370,000	\$ 355,000	4.2%	↑	\$ 346,050	6.9%	↑	26
Median Sold Price Monthly – Residential	\$ 370,000	\$ 355,000	4.2%	↑	\$ 350,000	5.7%	↑	28
Median Sold Price Monthly – Single Family	\$ 394,250	\$ 380,000	3.8%	↑	\$ 390,000	1.1%	↑	29

Leased	NOVEMBER 2013	NOVEMBER 2012	Prior Year % Change		OCTOBER 2013	Prior Month % Change		Page
Total Leased	495	519	-4.6%	↓	685	-27.7%	↓	30
YTD Leased Price by County	\$ 1,900	\$ 1,850	2.7%	↑	n/a			30

Other Market Indicators	NOVEMBER 2013	NOVEMBER 2012	Prior Year % Change		OCTOBER 2013	Prior Month % Change		Page
Keybox Showings	15,005	12,531	19.7%	↑	18,773	-20.1%	↓	32
Open House Counts	2308	1236	86.7%	↑	2656	-13.1%	↓	32
NJMLS.com Hits	260,940	218,904	19.2%	↑	302,750	-13.8%	↓	33

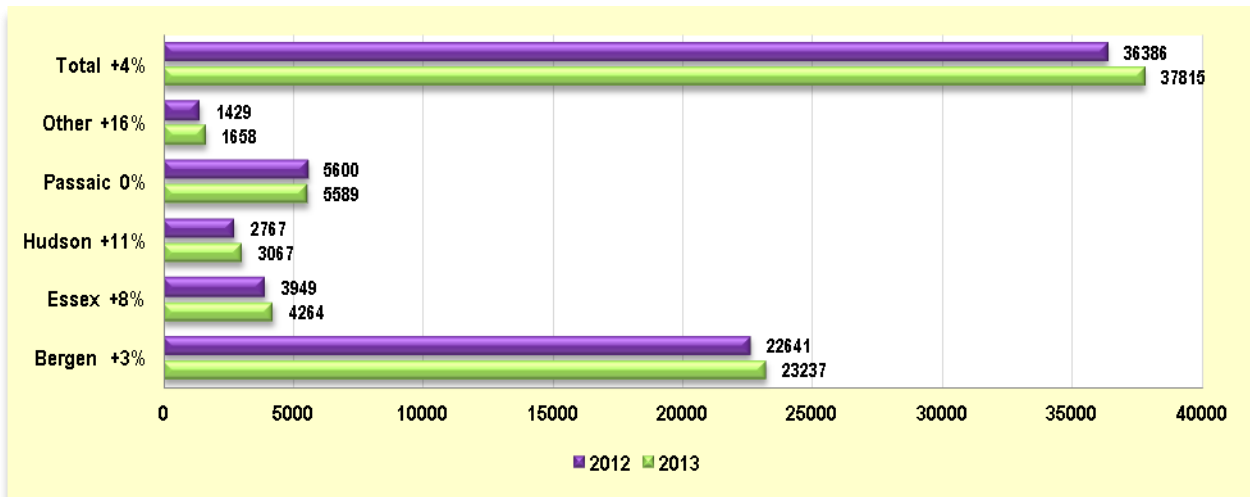
New Listings - All Categories

2009-2013



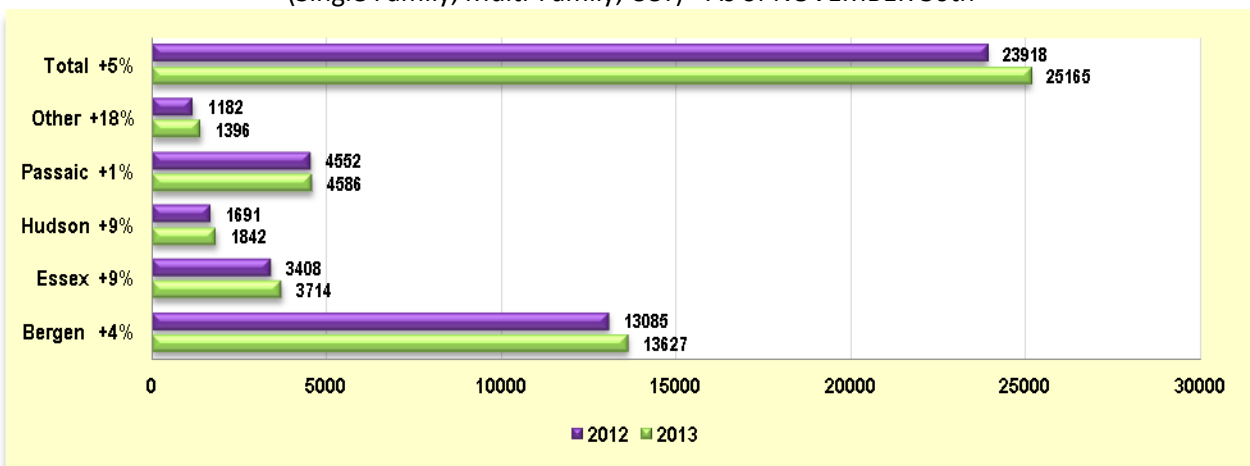
YTD New Listings by County - All Categories

As of NOVEMBER 30th



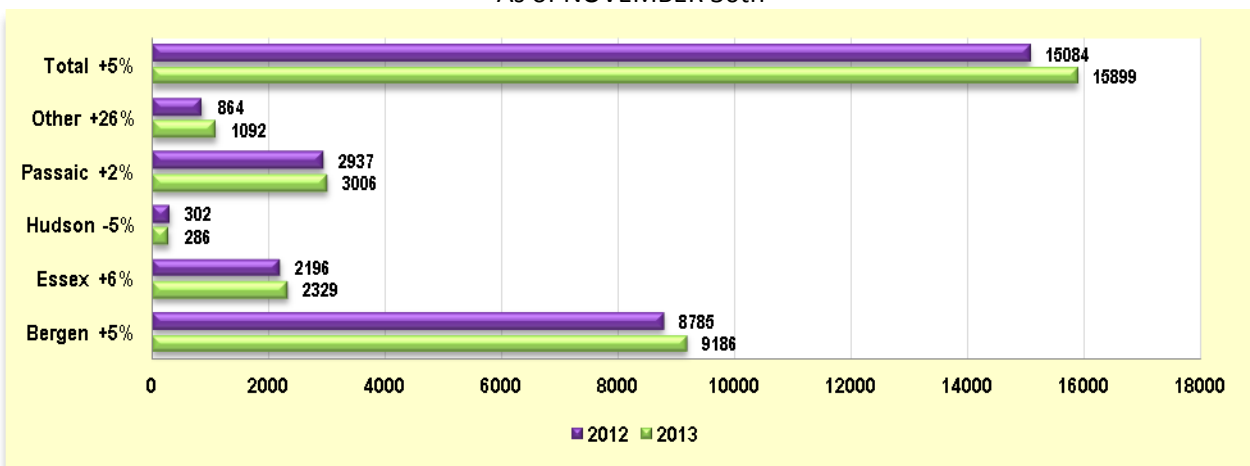
YTD New Listings by County - Residential

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



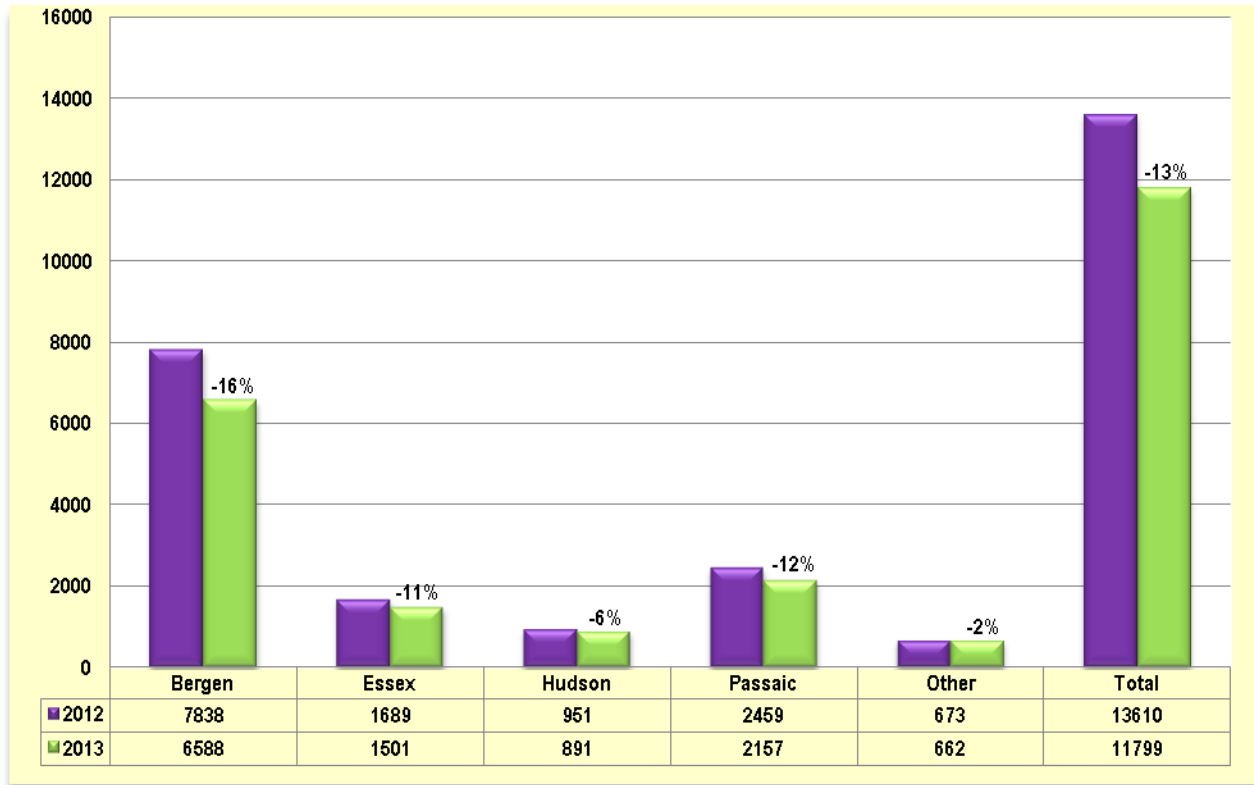
YTD New Listings by County - Single Family

As of NOVEMBER 30th



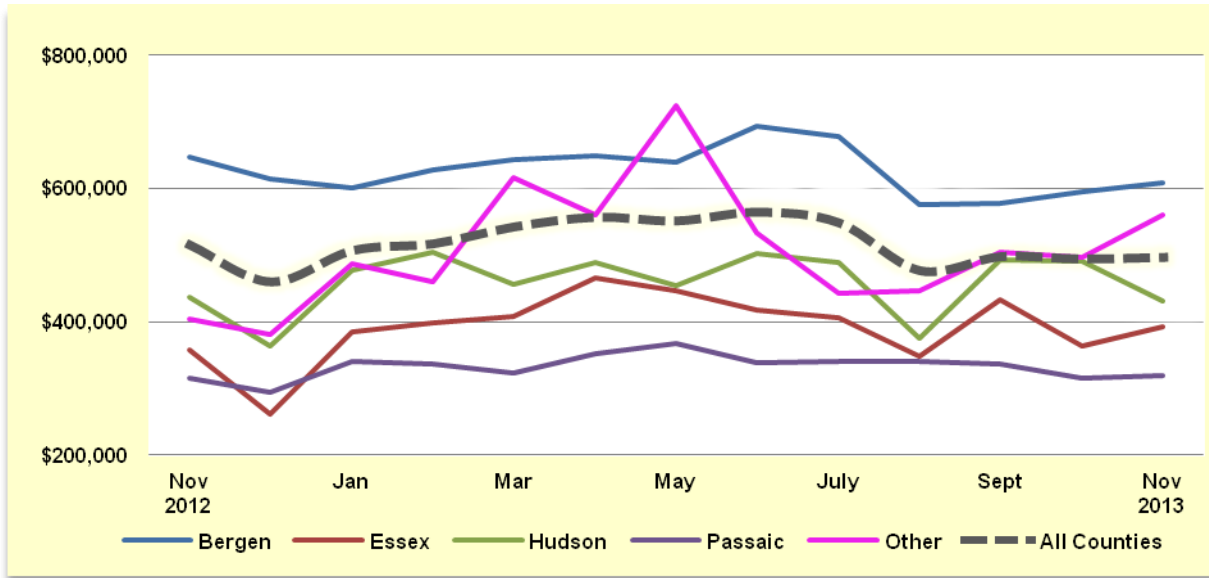
2012 vs. 2013 Active Listings by County

All Categories by County as of NOVEMBER 30th



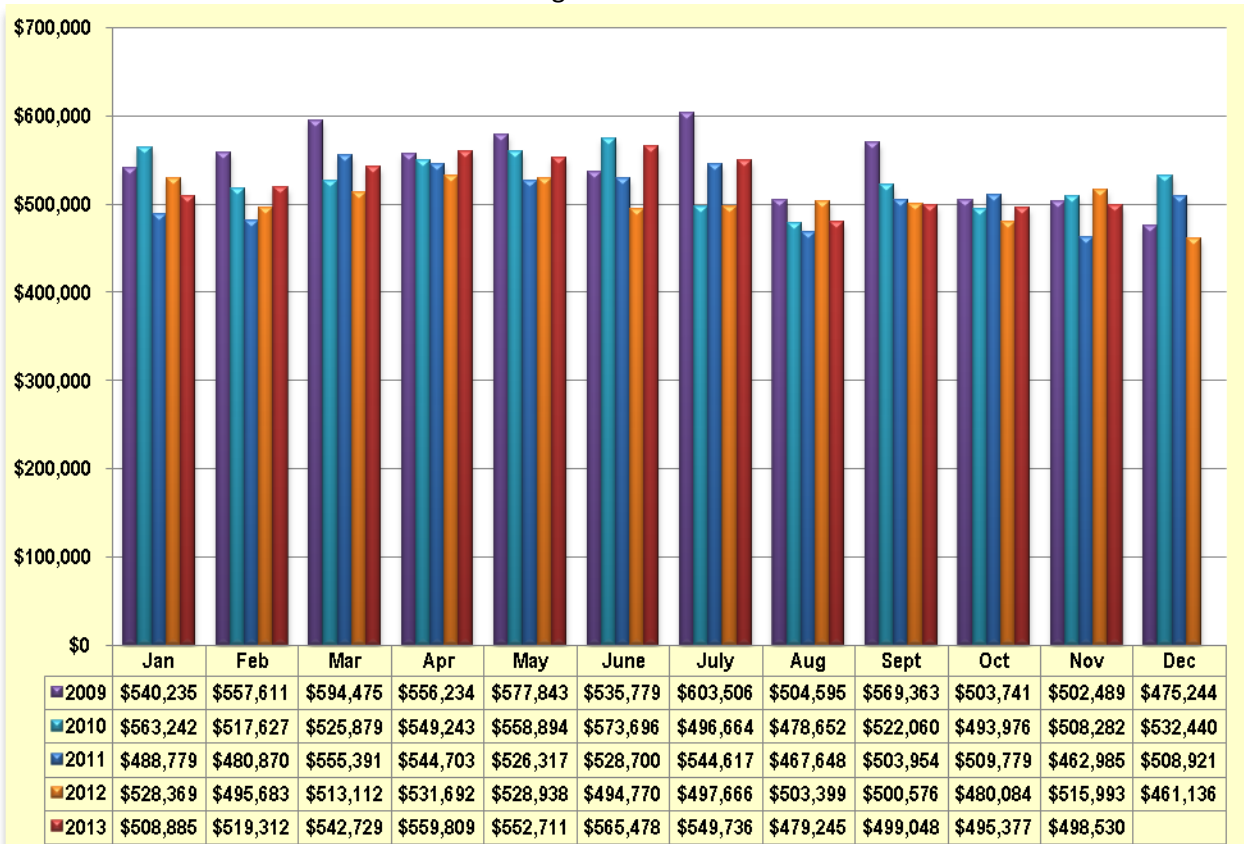
Average List Price by County – All Categories*

Past 12 Months



Average List Price – All Counties

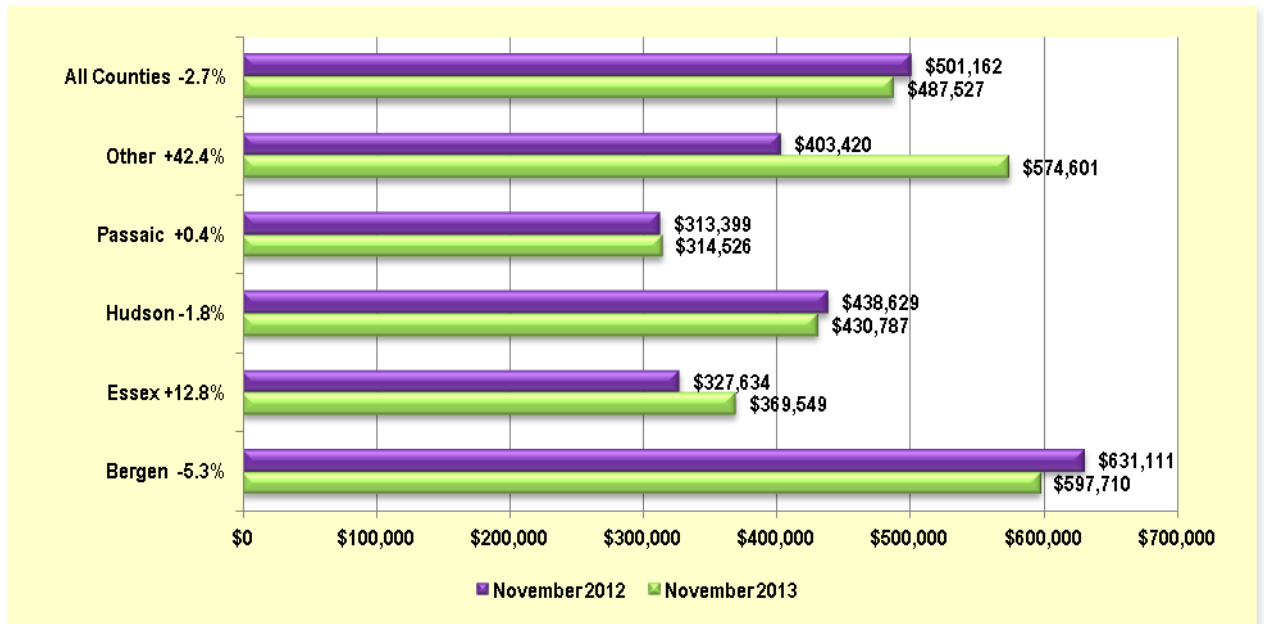
All Categories* - 2009 - 2013



*Excludes Commercial & Rentals

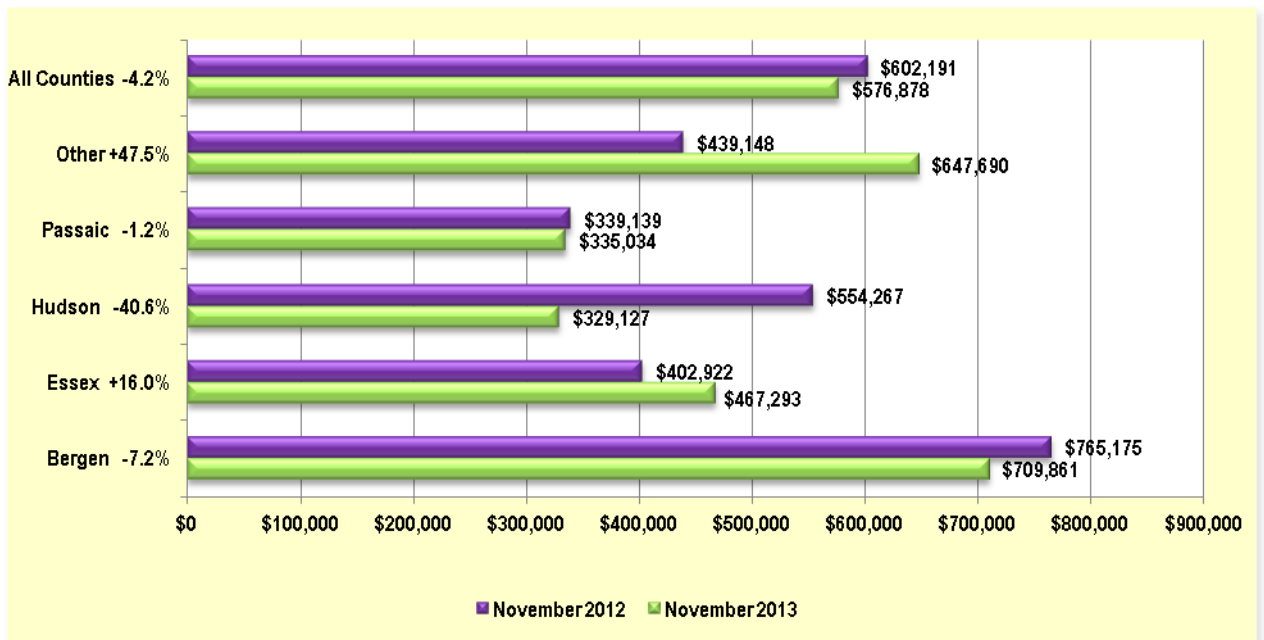
Average List Price by County - Residential

Month of NOVEMBER



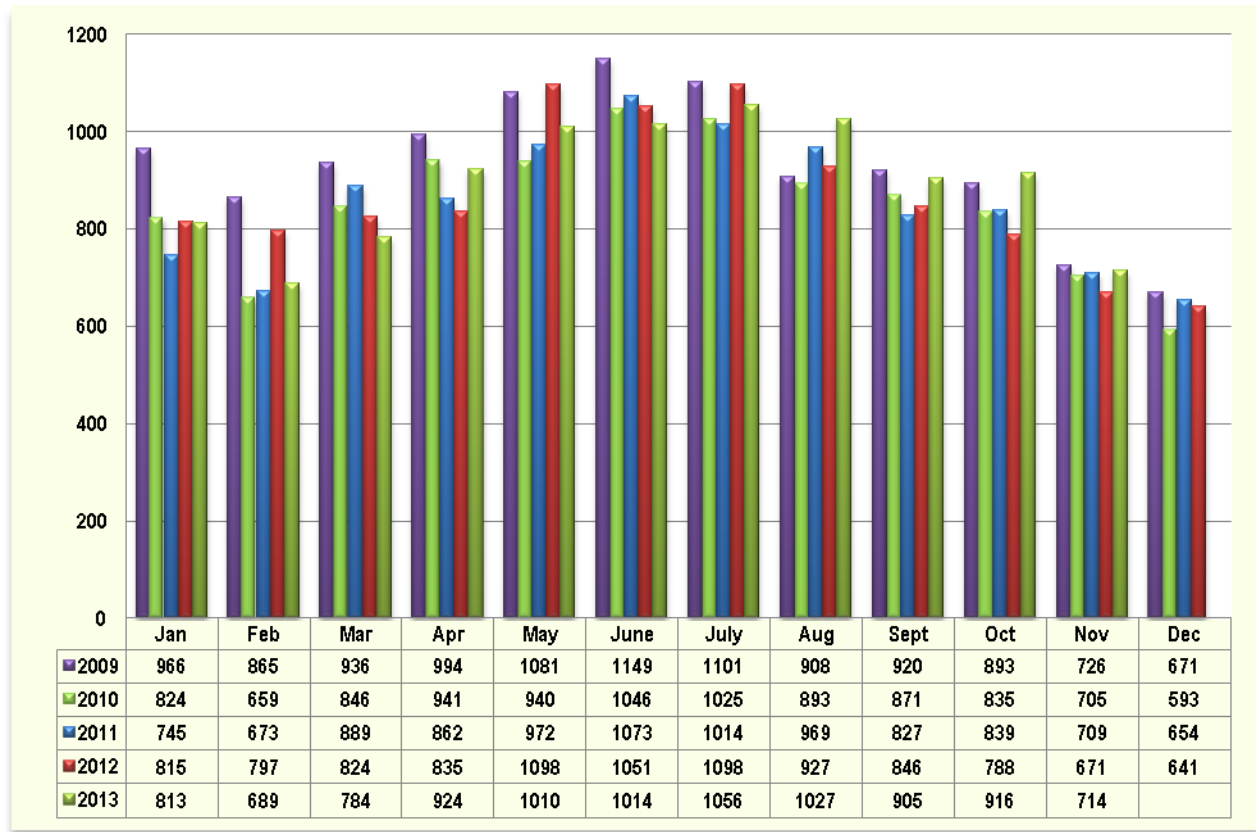
Average List Price by County – Single Family

Month of NOVEMBER



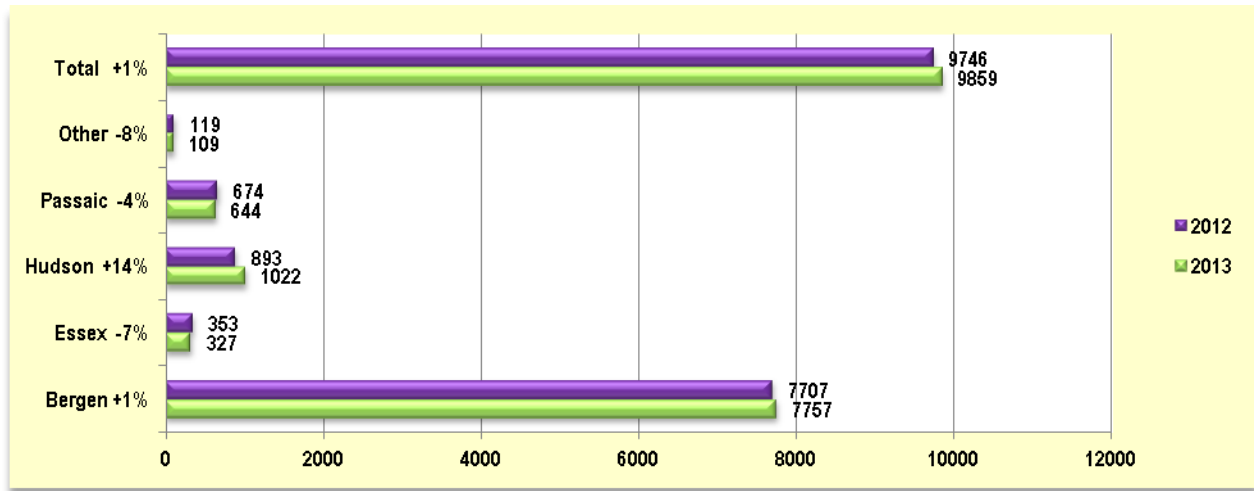
New Residential Rental Listings

2009-2013



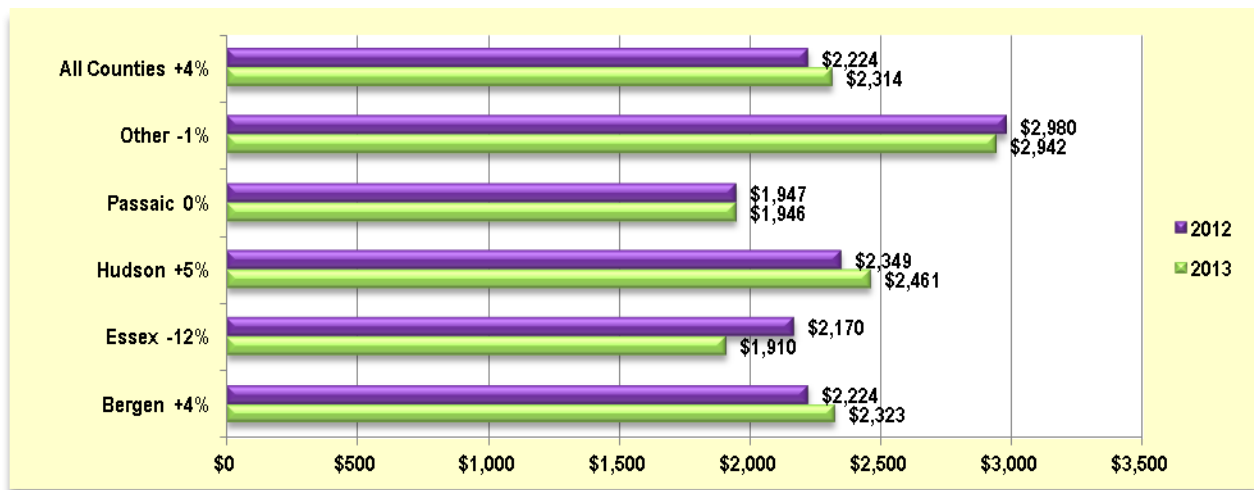
YTD New Residential Rental Listings by County

As of NOVEMBER 30th



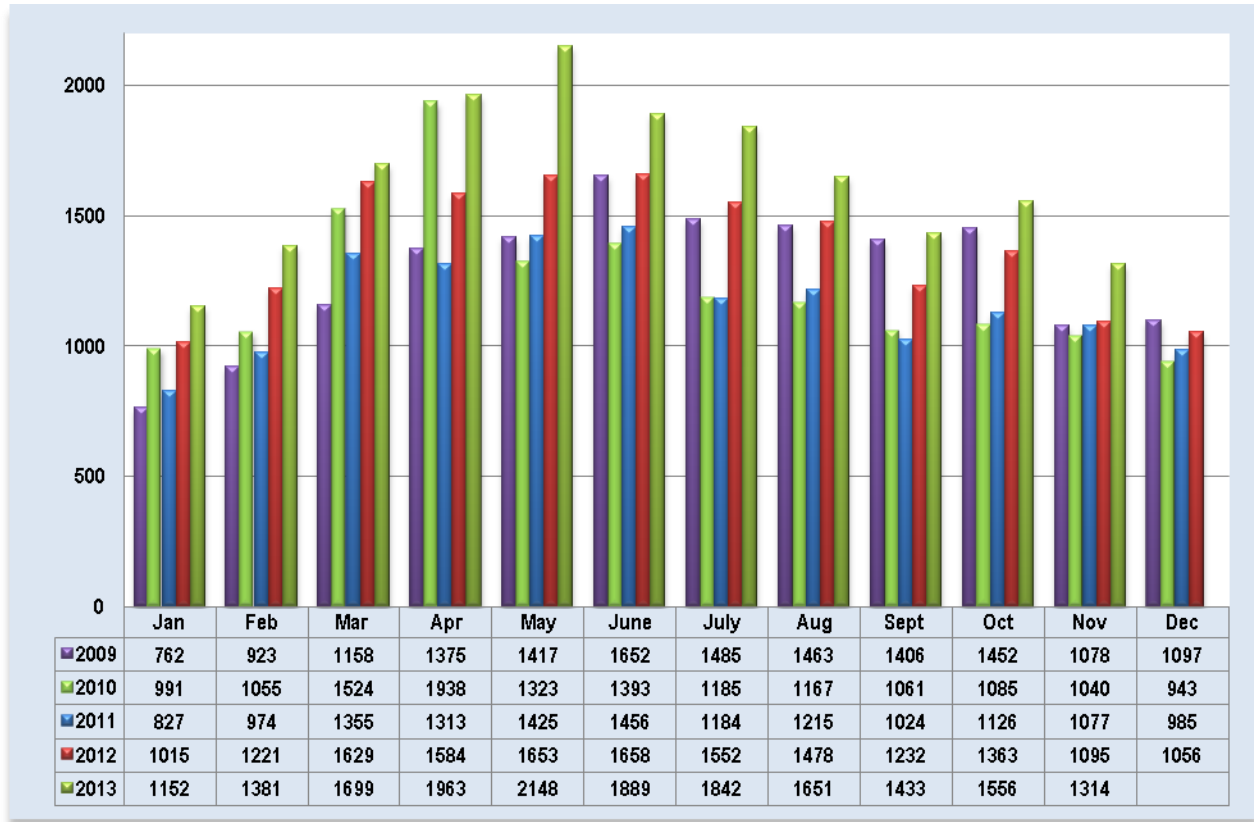
Average Residential Rental List Price

Month of NOVEMBER



Under Contract – All Categories*

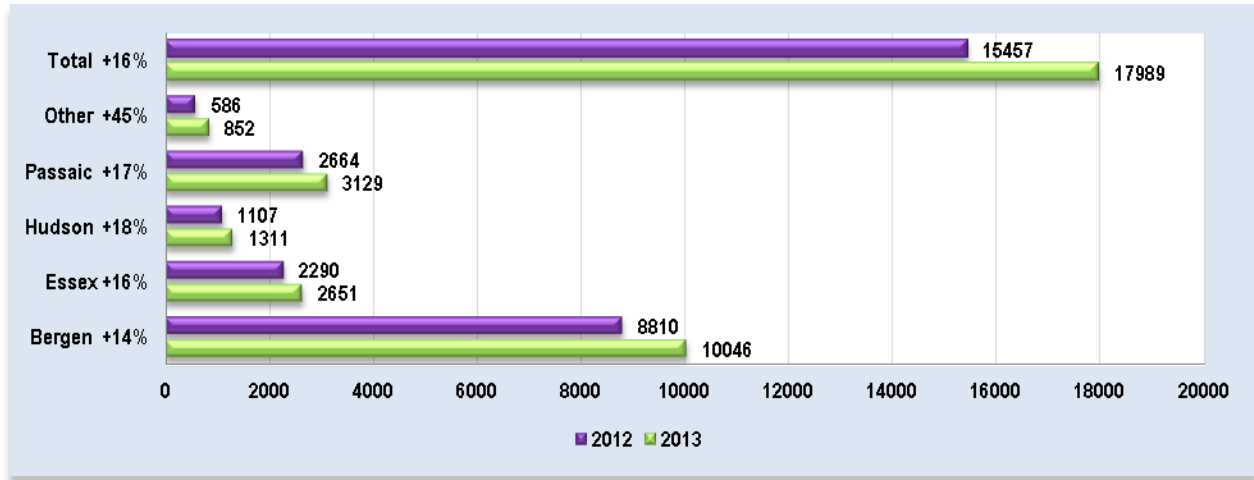
2009-2013



*Excludes Rentals

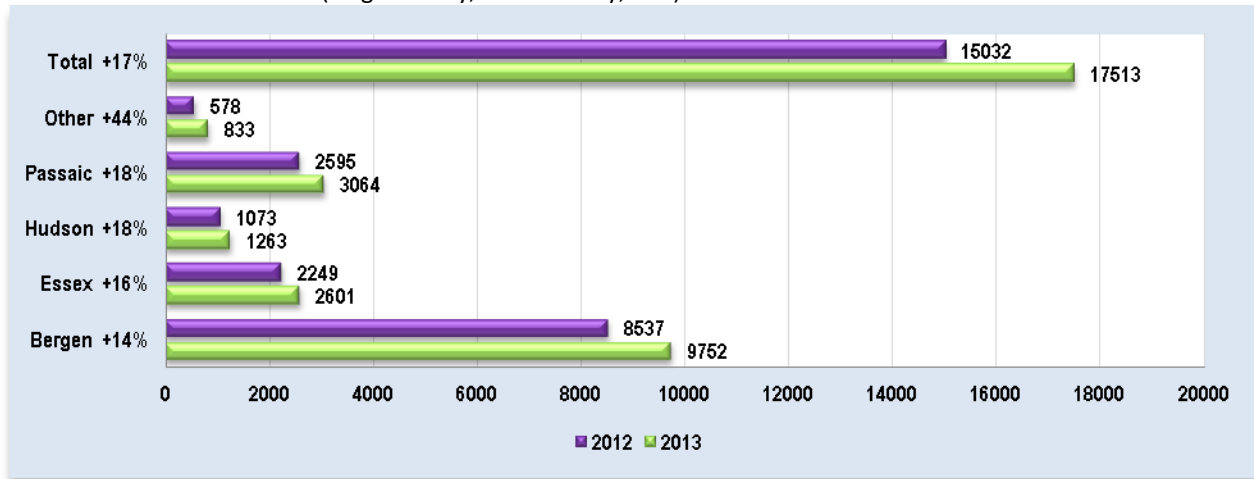
YTD Under Contract by County - All Categories*

As of NOVEMBER 30th



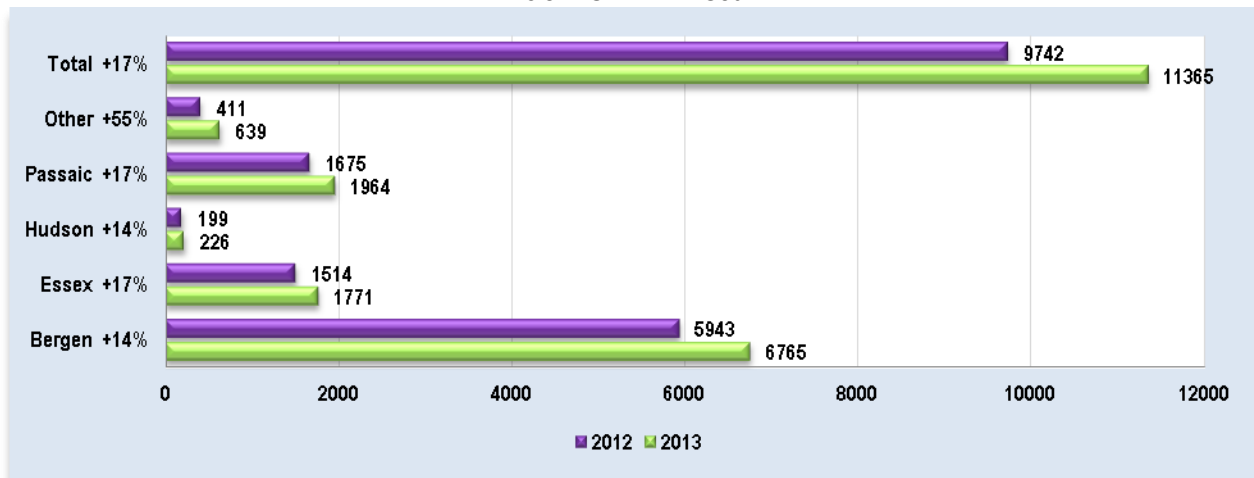
YTD Under Contract by County - Residential

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



YTD Under Contract by County - Single Family

As of NOVEMBER 30th

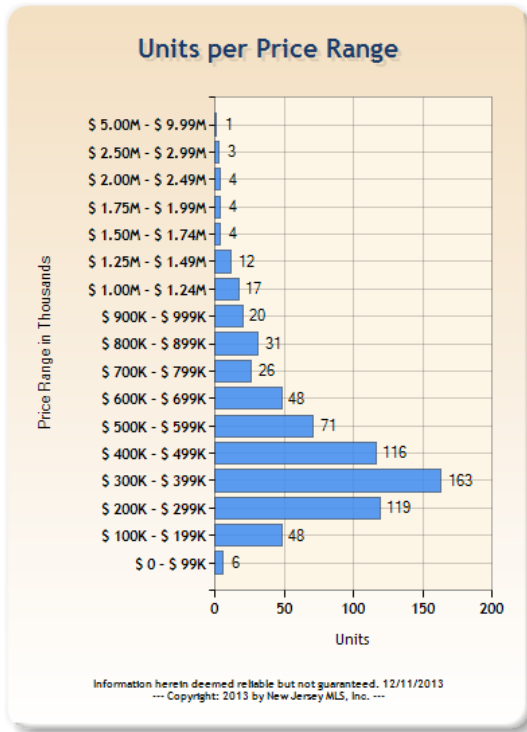


*Excludes Rentals

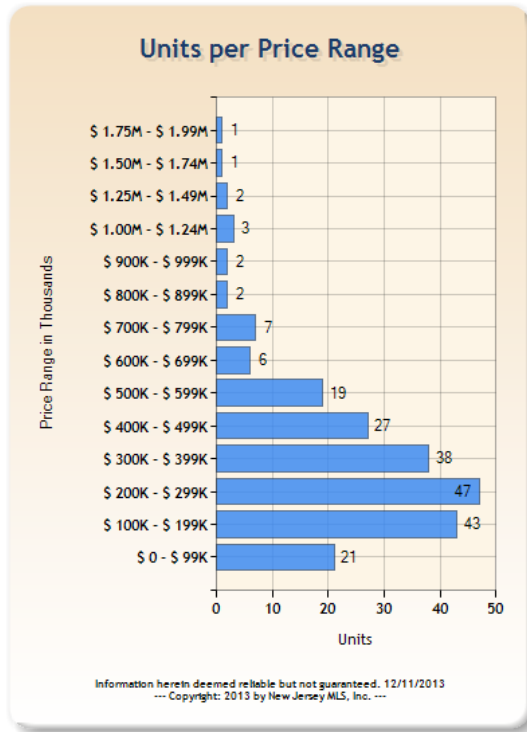
Under Contract by Price Range - RES

(Single Family, Multi-Family, CCT) – NOVEMBER 2013

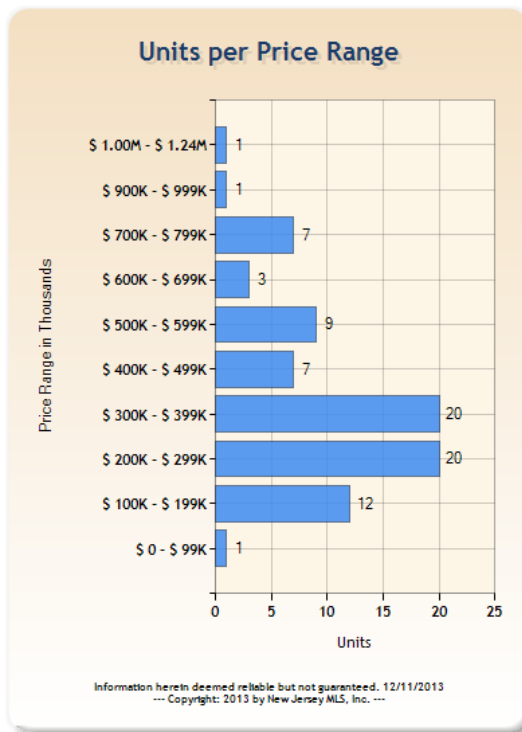
Bergen



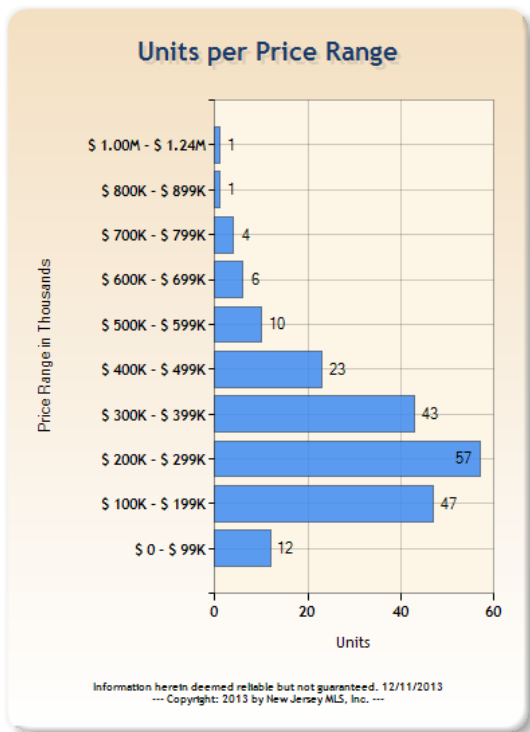
Essex



Hudson



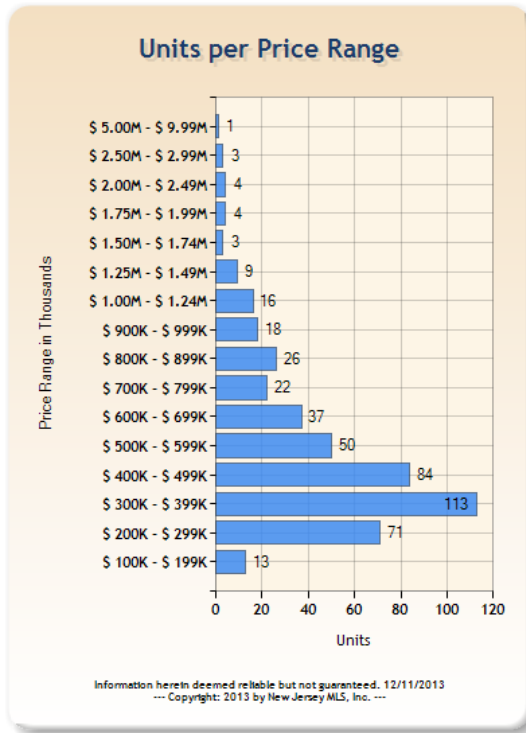
Passaic



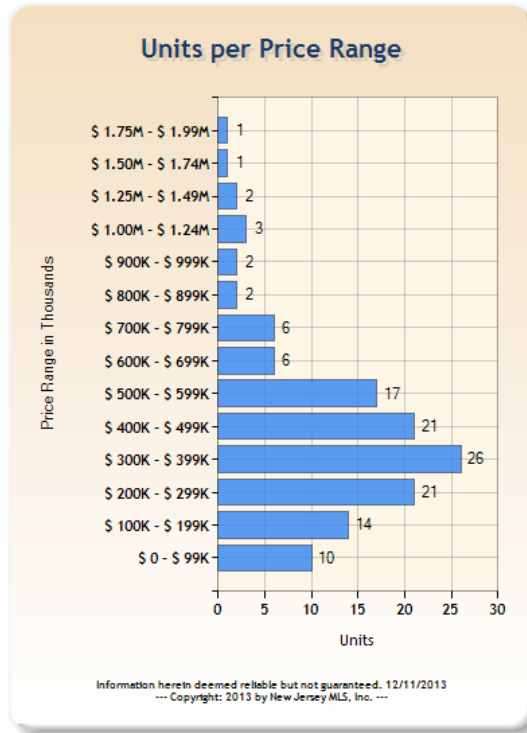
Under Contract by Price Range – Single Family

NOVEMBER 2013

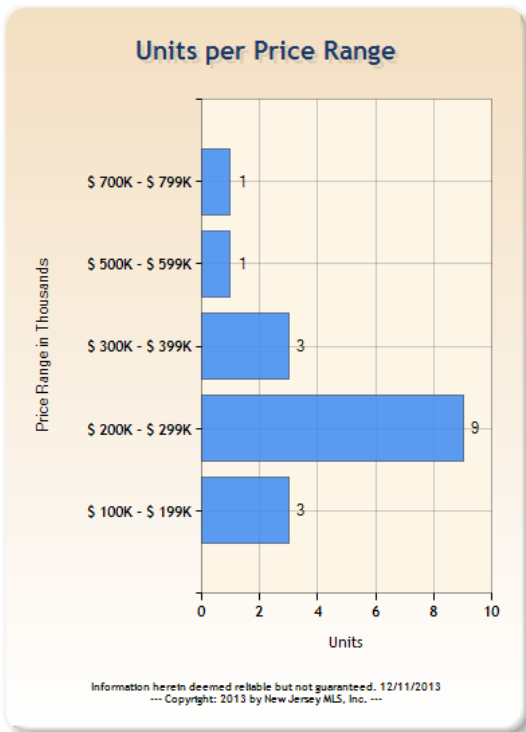
Bergen



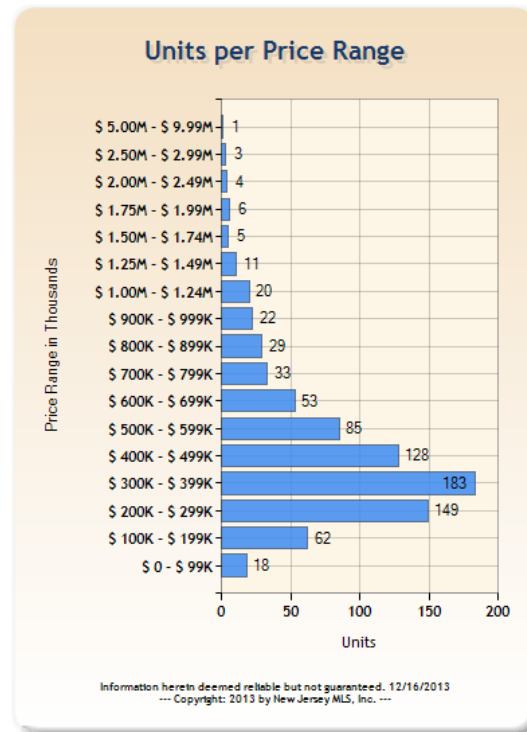
Essex



Hudson



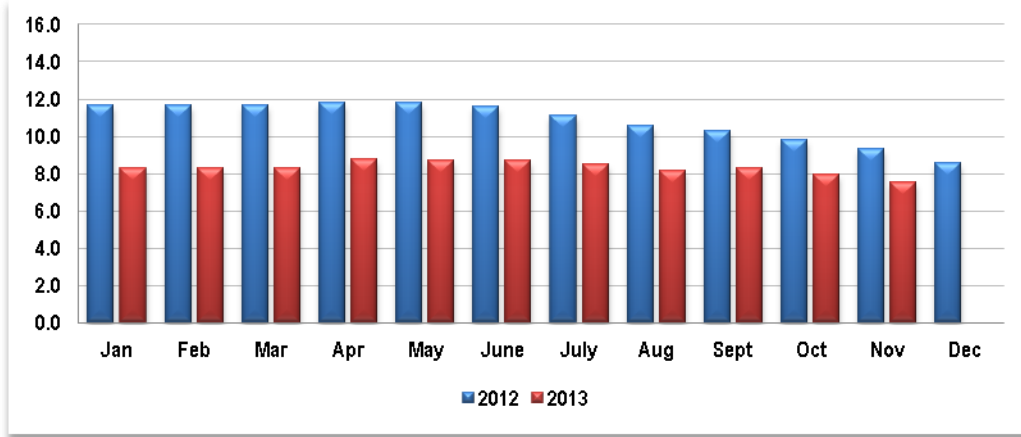
Passaic



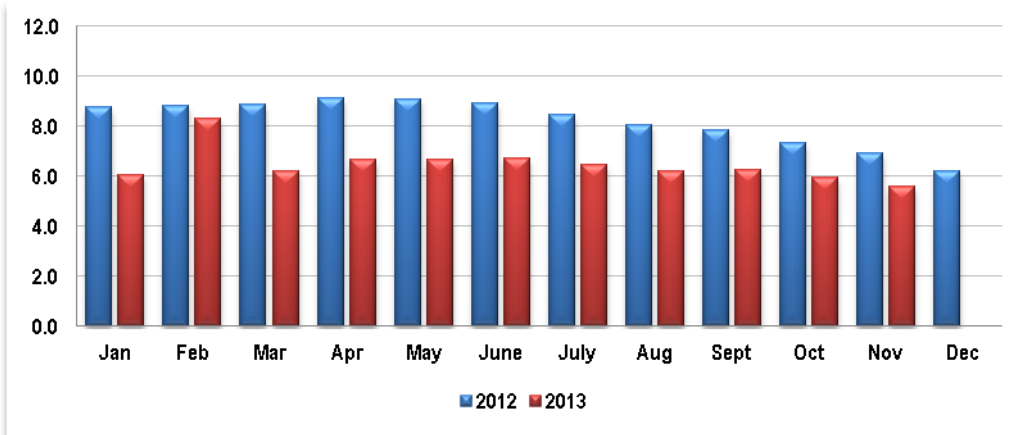
Absorption Rate (Months Inventory)

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

All Categories – 7.5 Months (All Categories except Rental)



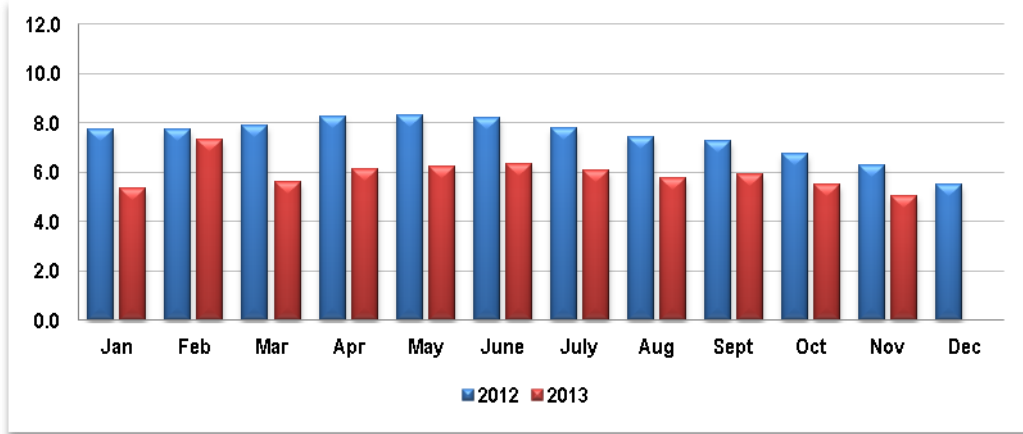
Residential – 5.6 Months (Single Family, Multi-Family, CCT)



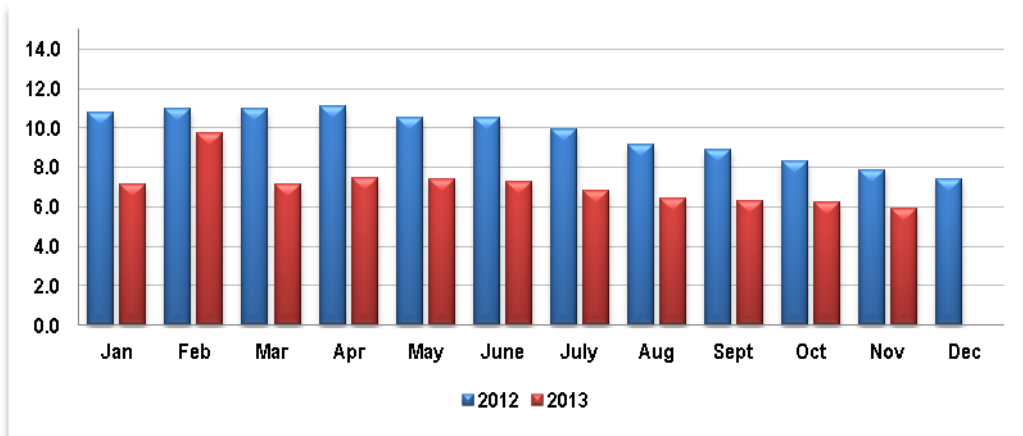
Absorption Rate (Months Inventory)

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

Single Family – 5.0 Months

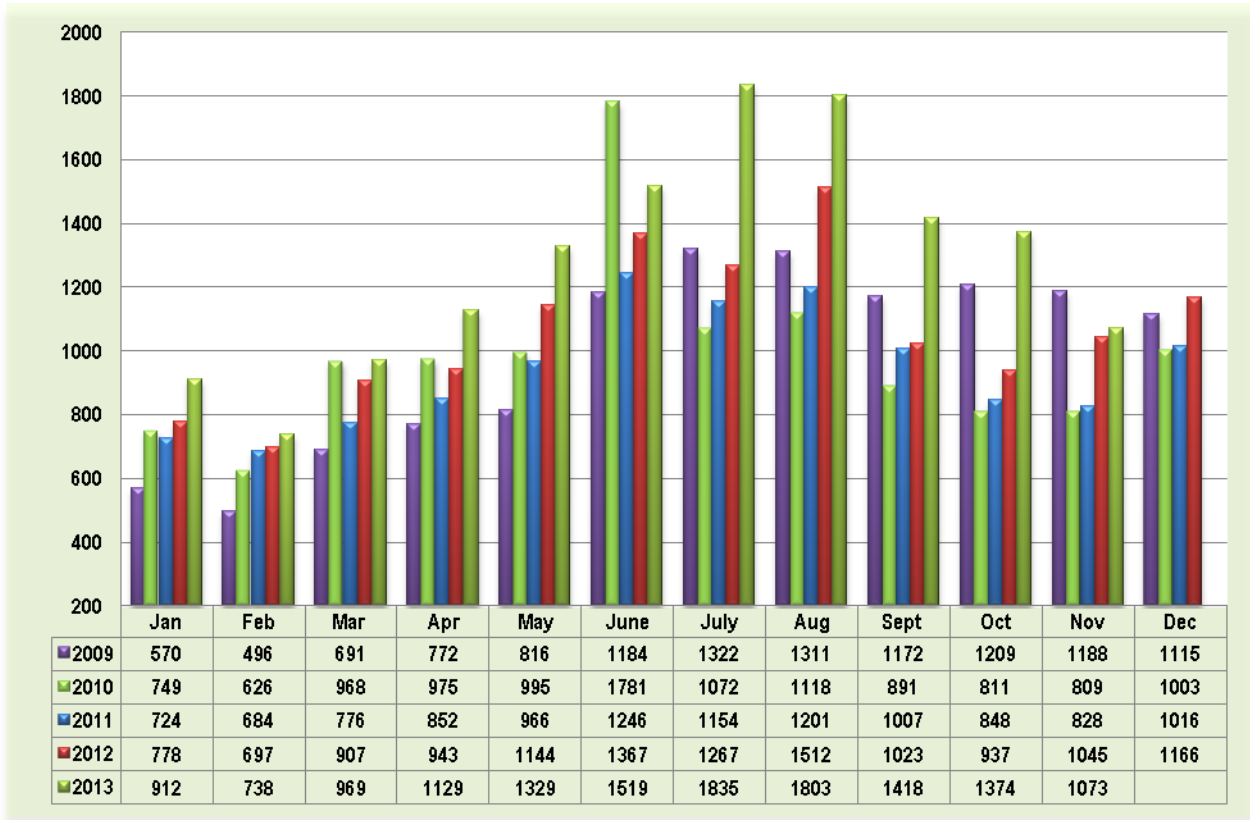


Condo/Co-op/Townhouse – 5.9 Months



Total Units Sold – All Categories*

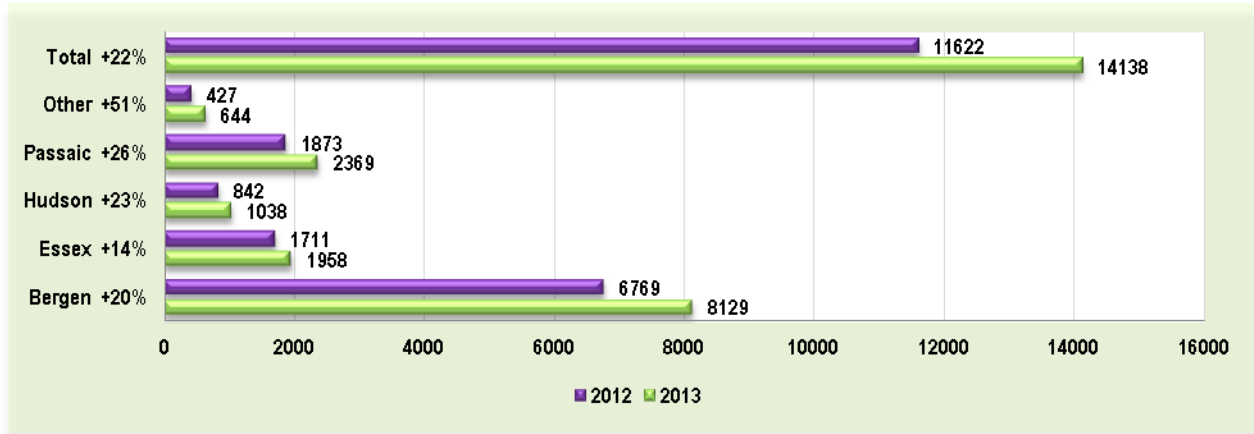
All Categories 2009-2013



*Excludes Rentals

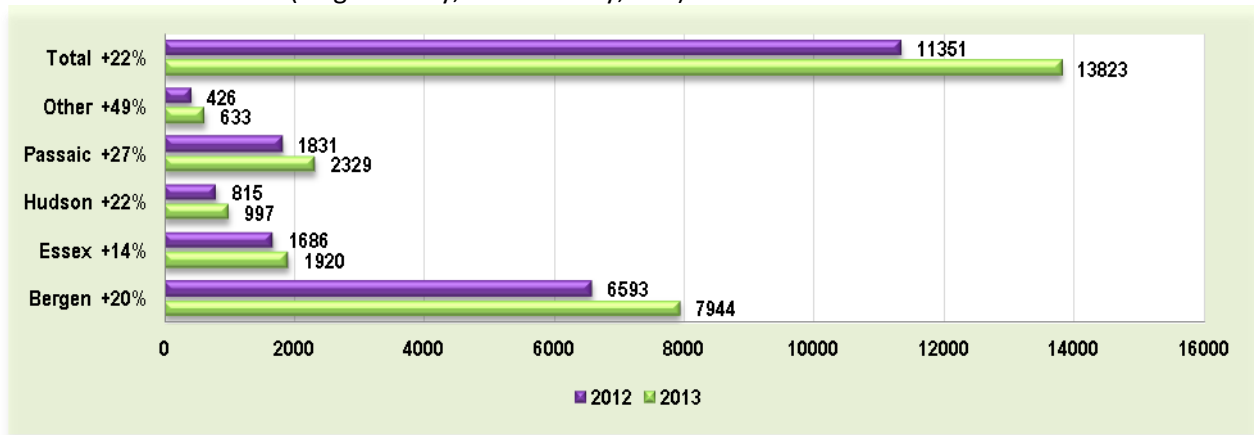
YTD Sold by County - All Categories*

As of NOVEMBER 30th



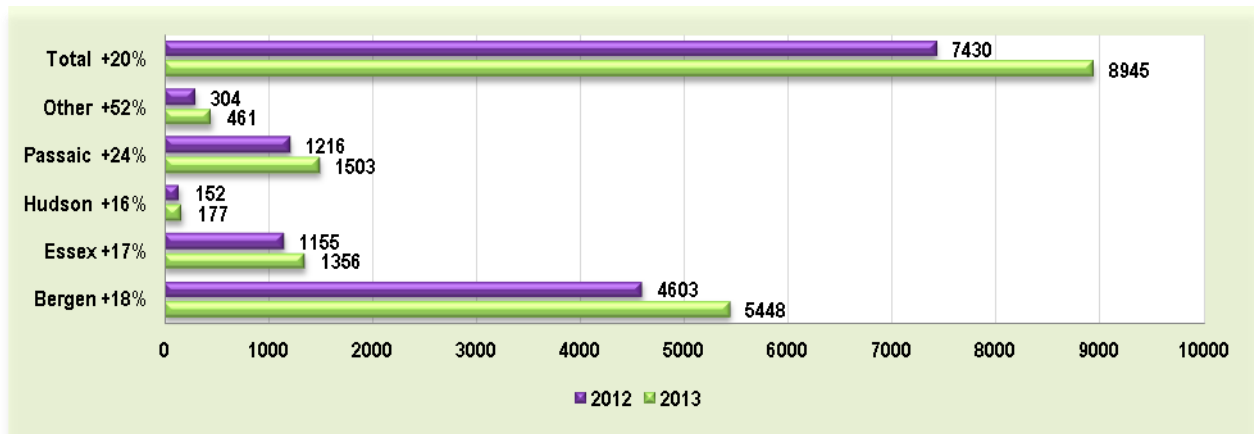
YTD Sold by County - Residential

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



YTD Sold by County - Single Family

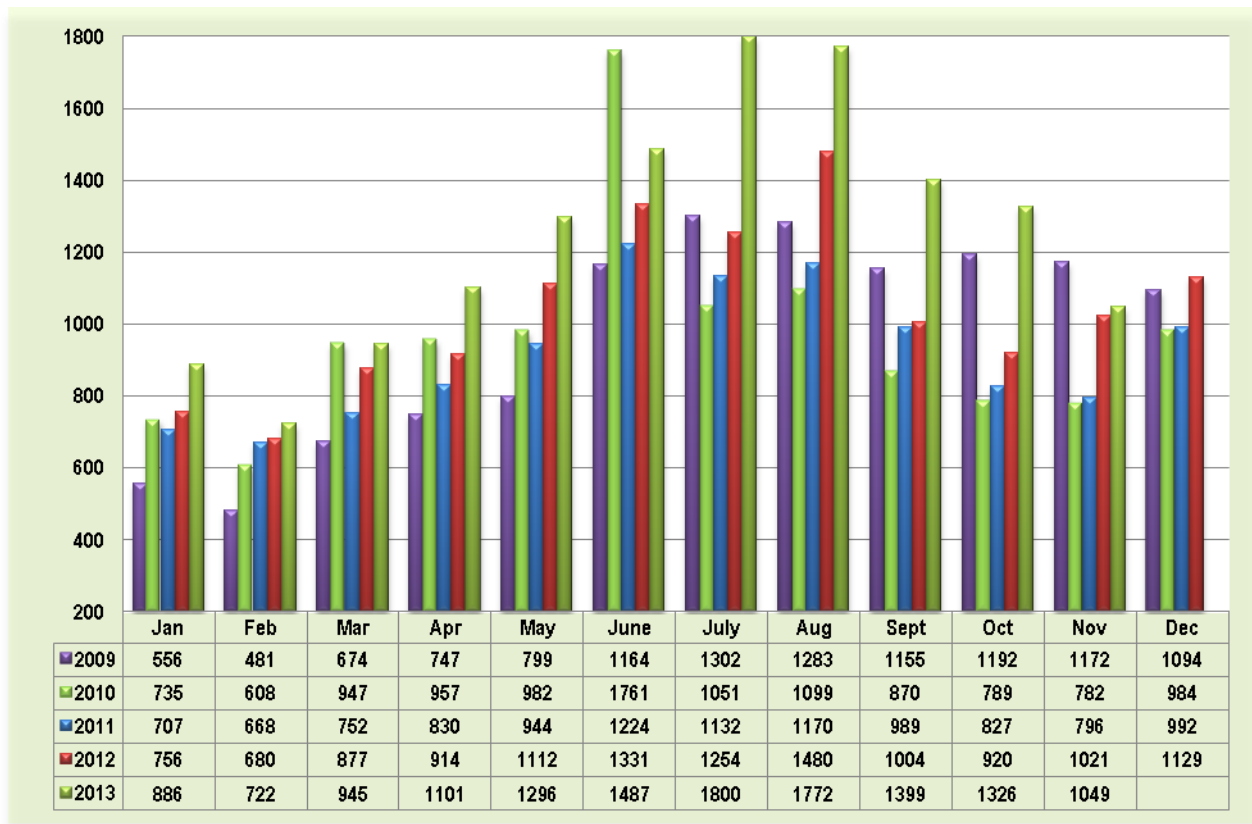
As of NOVEMBER 30th



*Excludes Rentals

Total Residential Units Sold

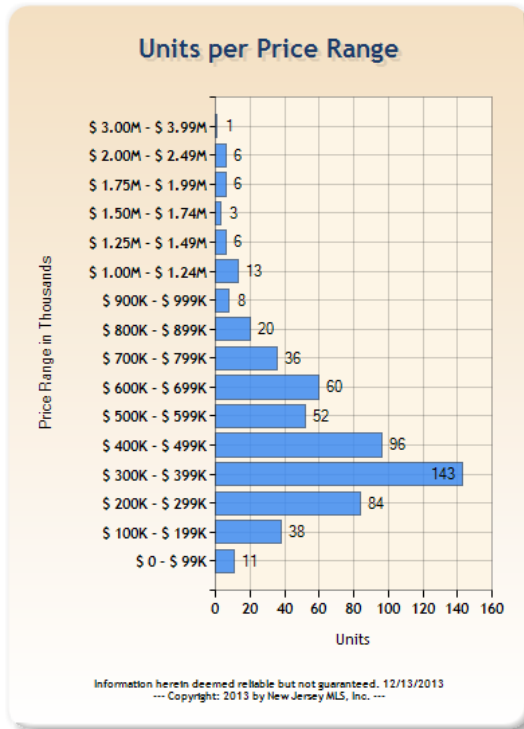
2009-2013



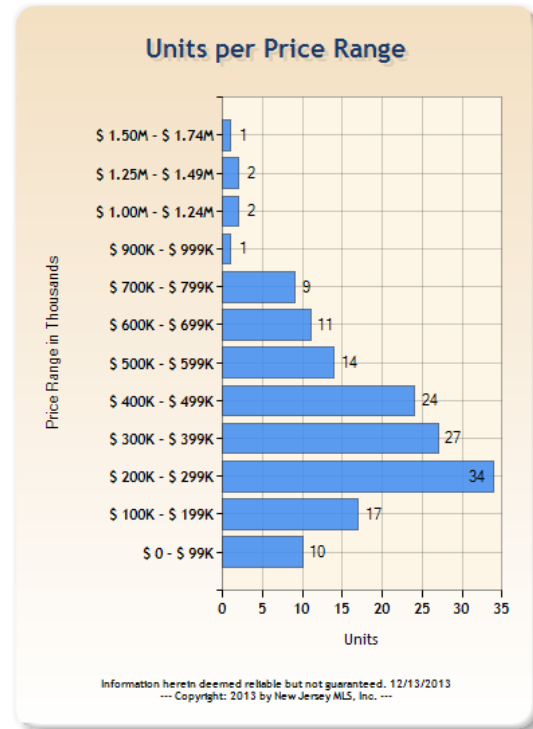
Units Sold by Price Range - RES

(Single Family, Multi-Family, CCT) – NOVEMBER 2013

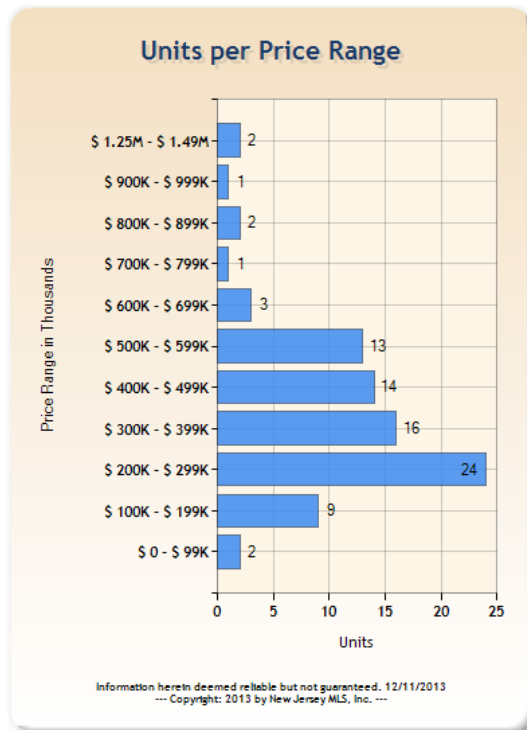
Bergen



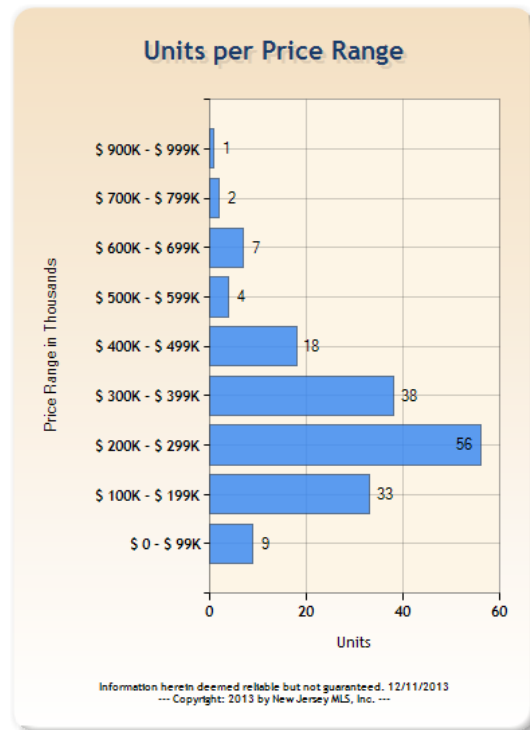
Essex



Hudson

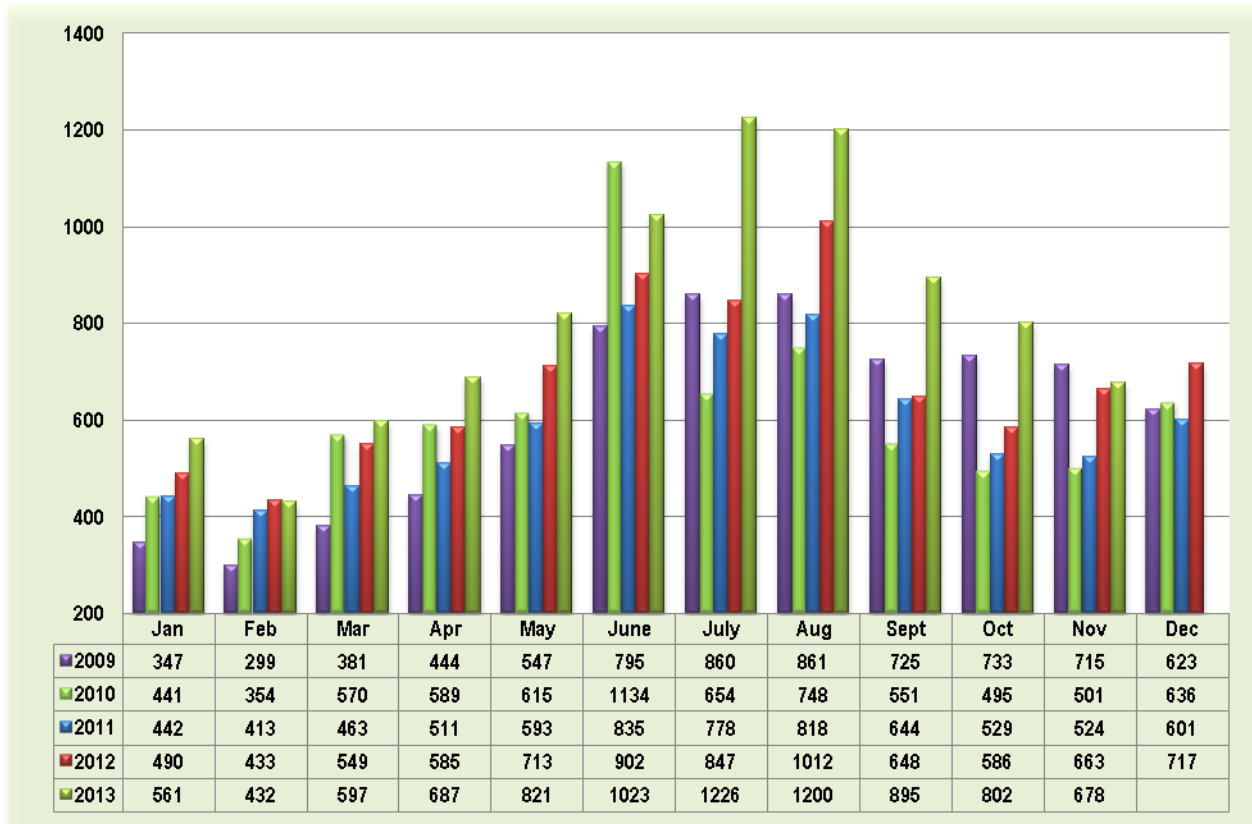


Passaic



Total Single Family Units Sold

2009-2013

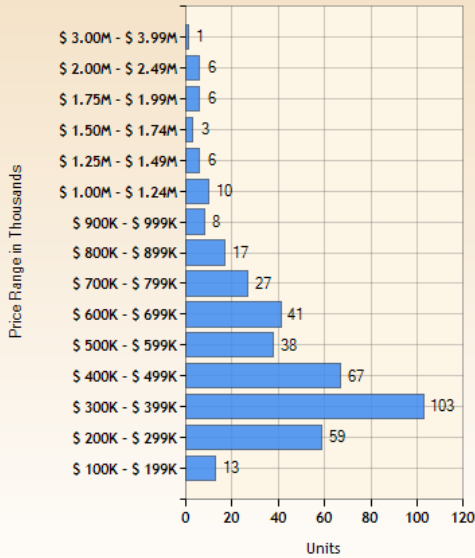


Units Sold by Price Range – Single Family

NOVEMBER 2013

Bergen

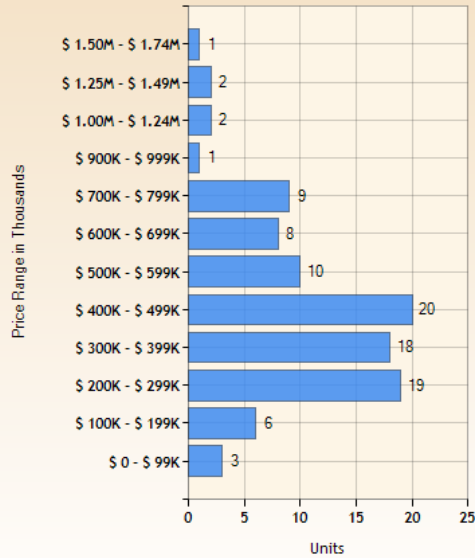
Units per Price Range



Information herein deemed reliable but not guaranteed. 12/11/2013
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Essex

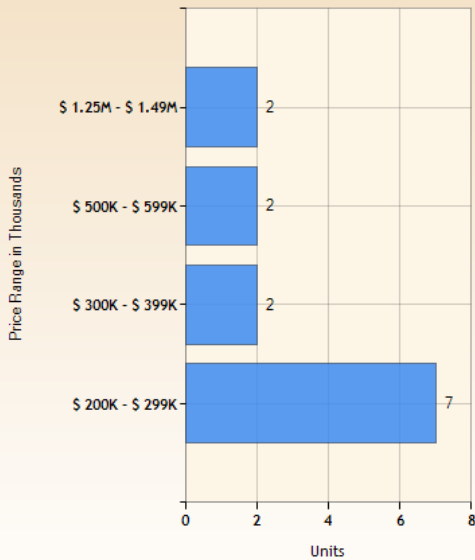
Units per Price Range



Information herein deemed reliable but not guaranteed. 12/11/2013
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Hudson

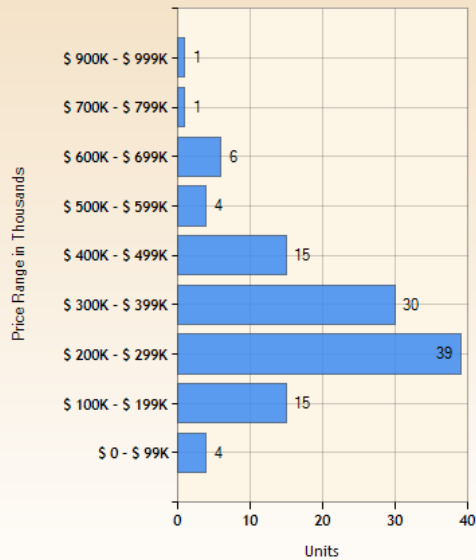
Units per Price Range



Information herein deemed reliable but not guaranteed. 12/11/2013
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Passaic

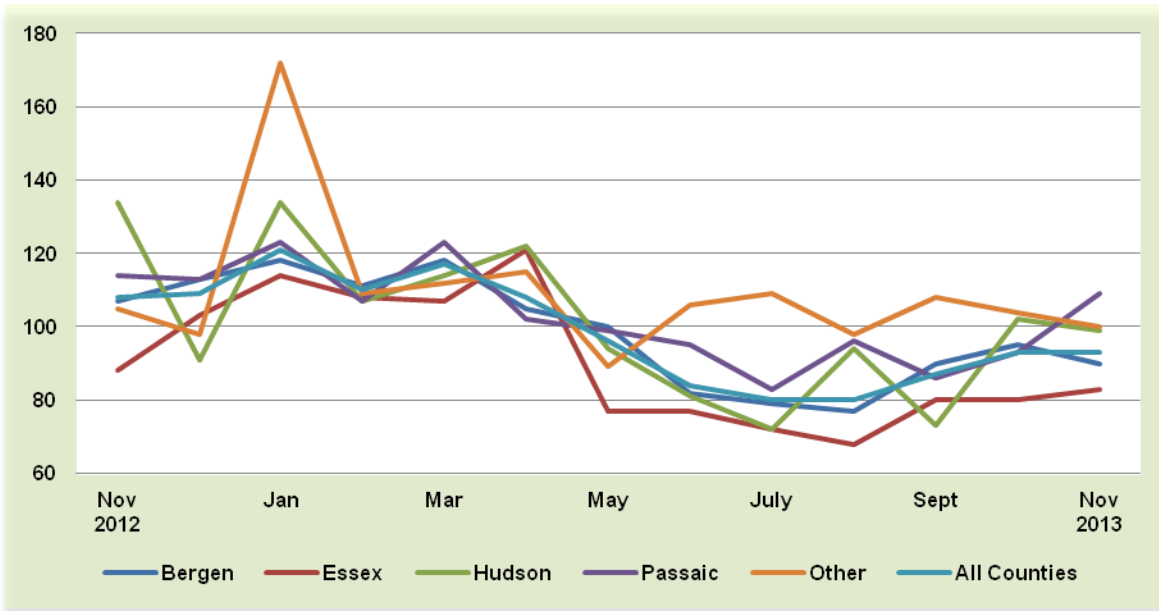
Units per Price Range



Information herein deemed reliable but not guaranteed. 12/11/2013
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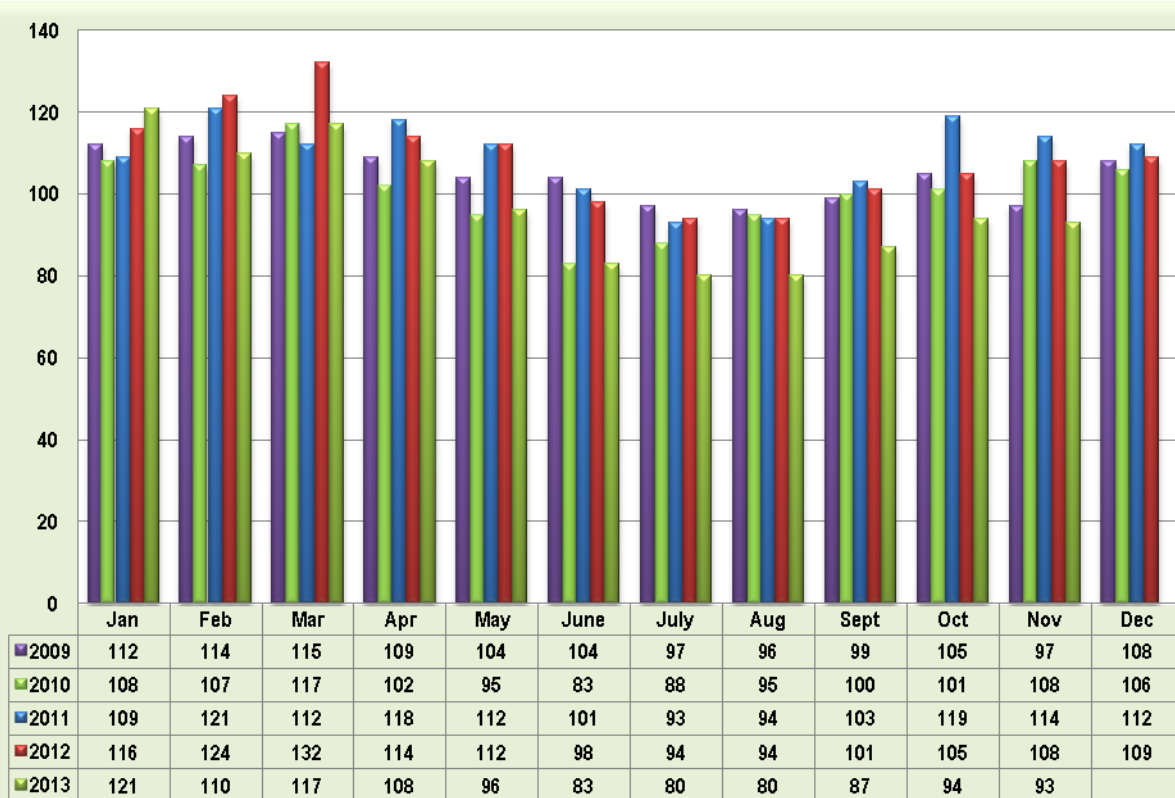
Average Days on the Market by County – All Categories

Past 12 Months



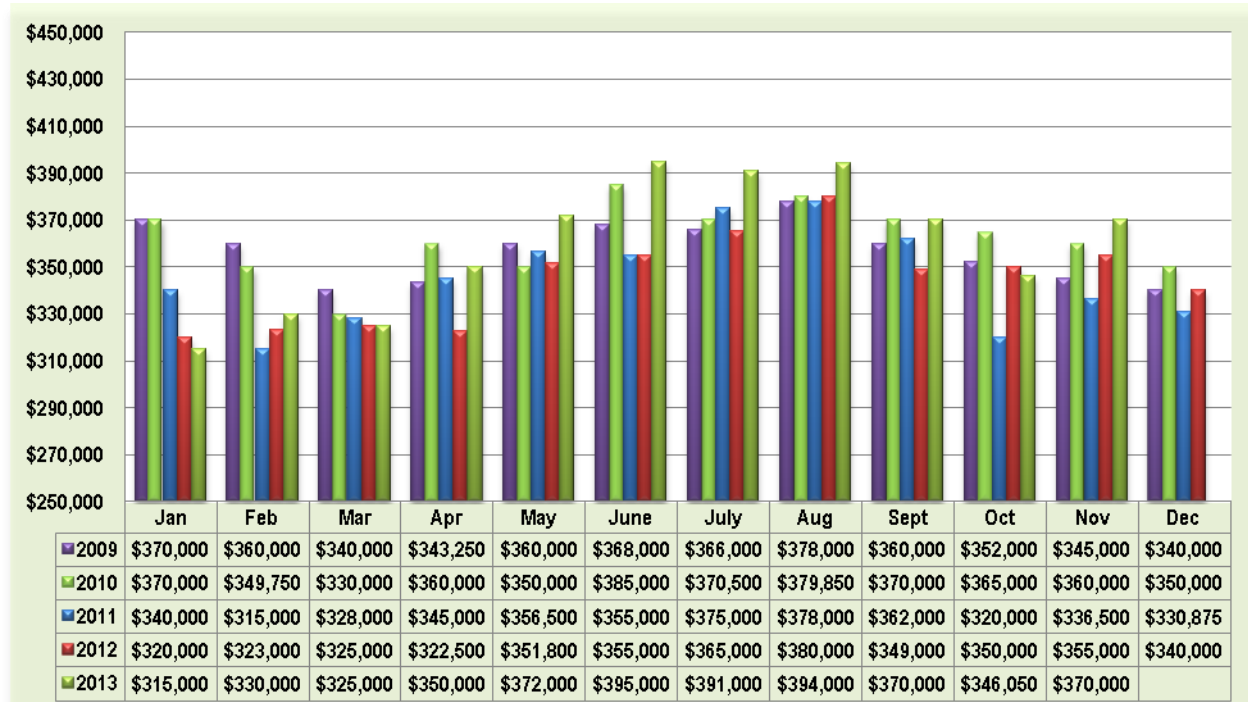
Average Days on the Market – All Counties

All Categories 2009 - 2013

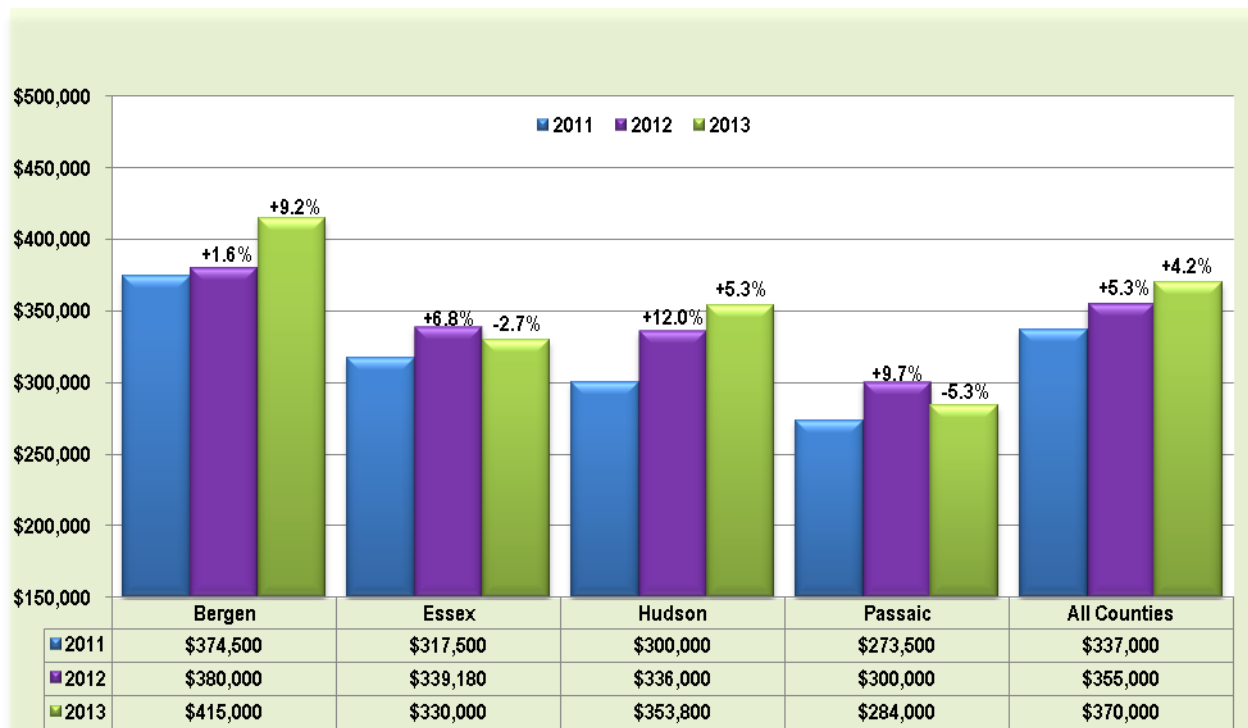


Median Sold Price – All Categories*

2009-2013



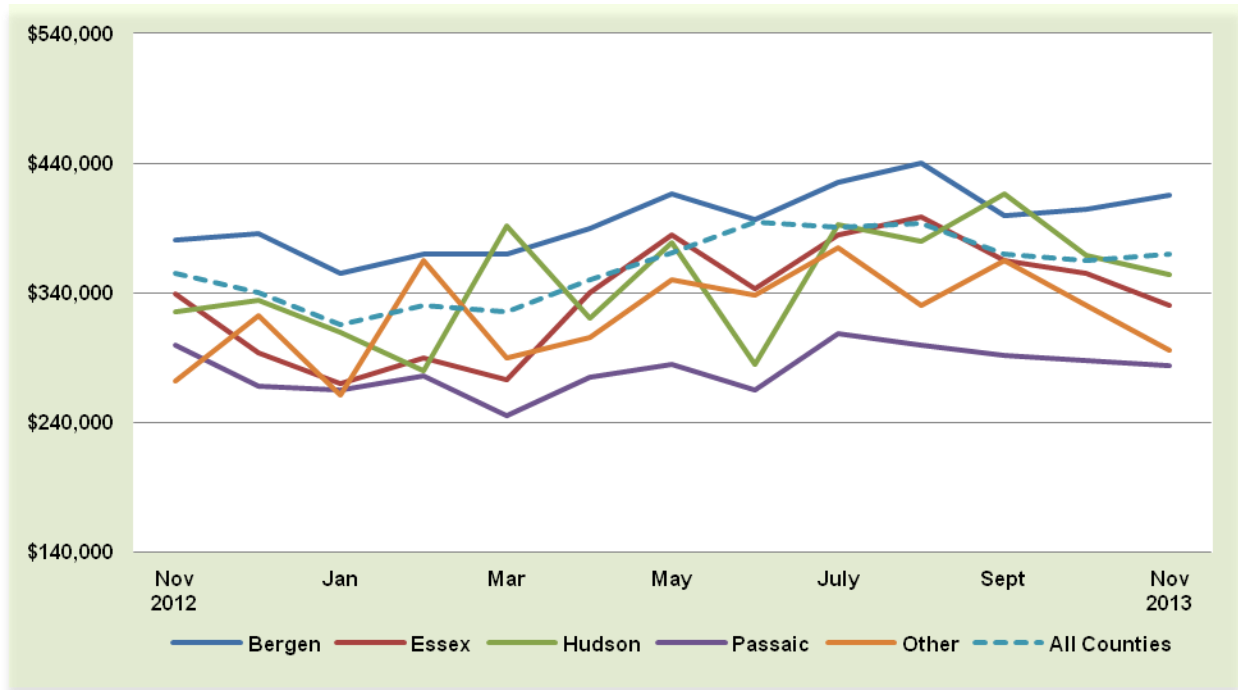
Month of NOVEMBER



*Excludes Rentals

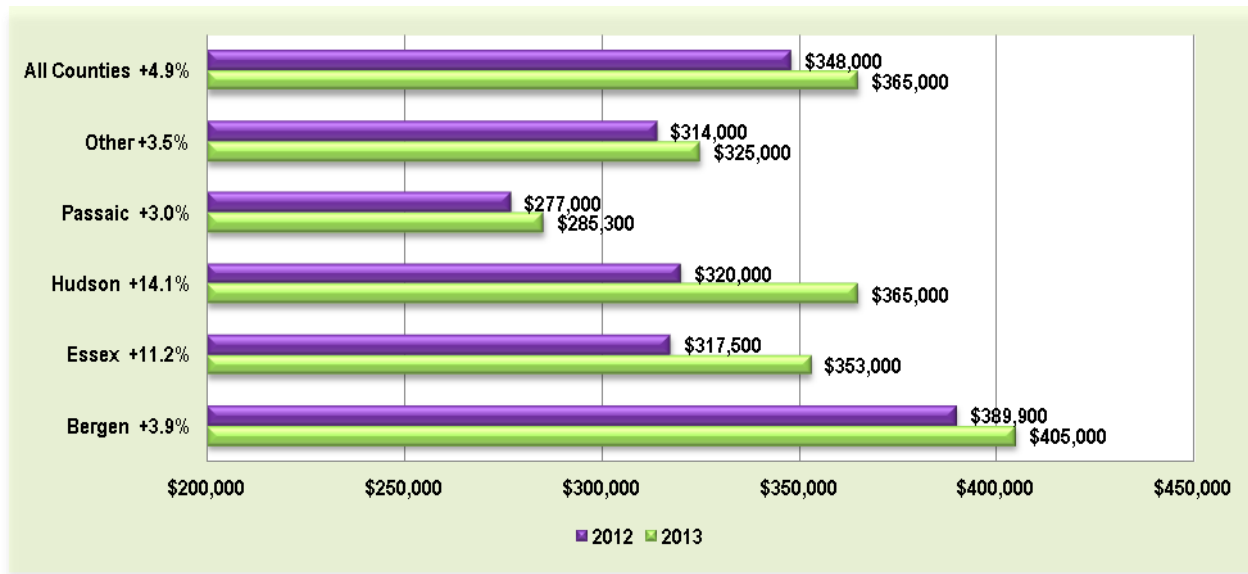
Median Sold Price by County – All Categories*

Past 12 months



YTD Median Sold Price – All Categories*

2012 vs. 2013 - As of NOVEMBER 30th



*Excludes Rentals

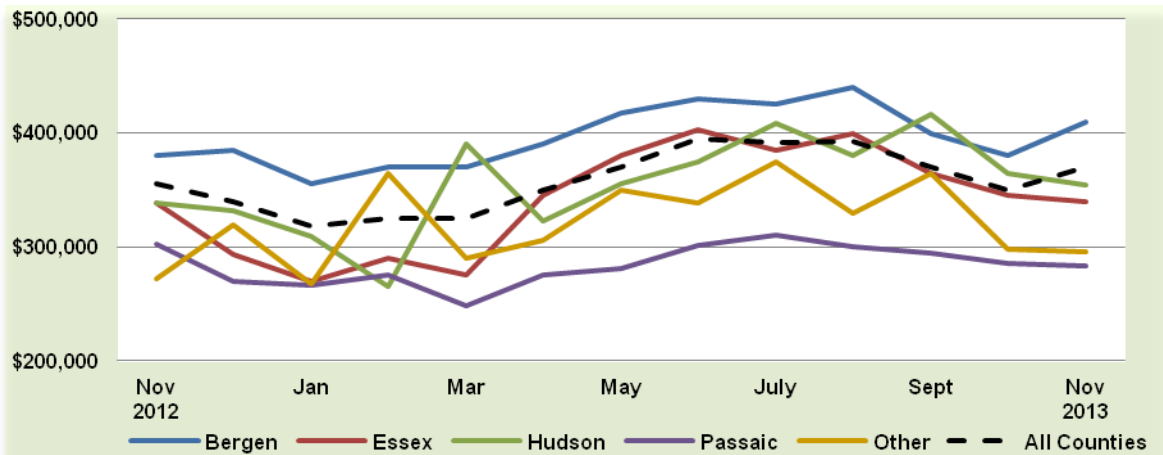
Median Sold Price – Residential

(Single Family, CCT, Multi-Family)

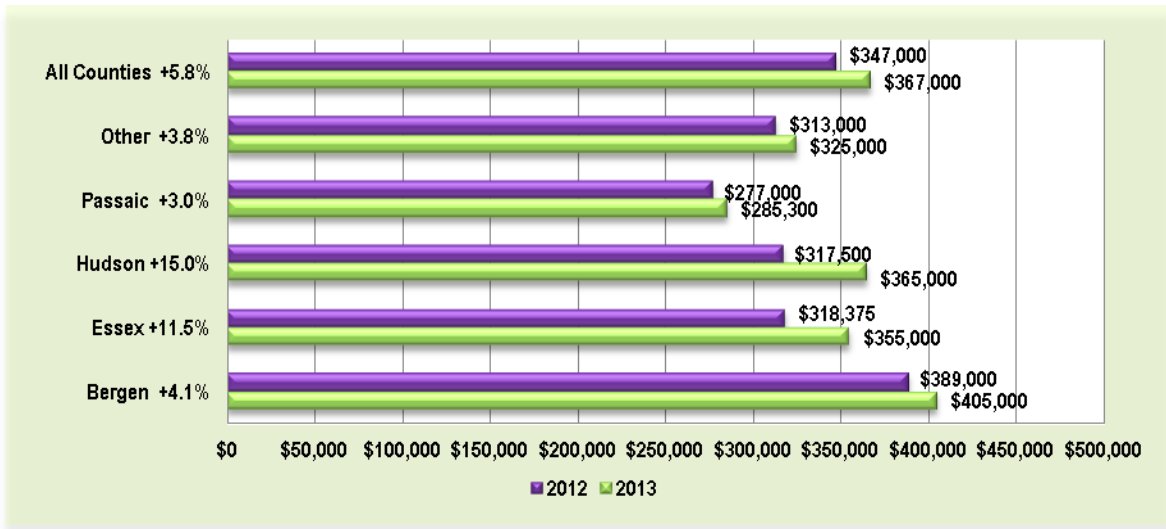
Median Sold Price by County – Month of NOVEMBER



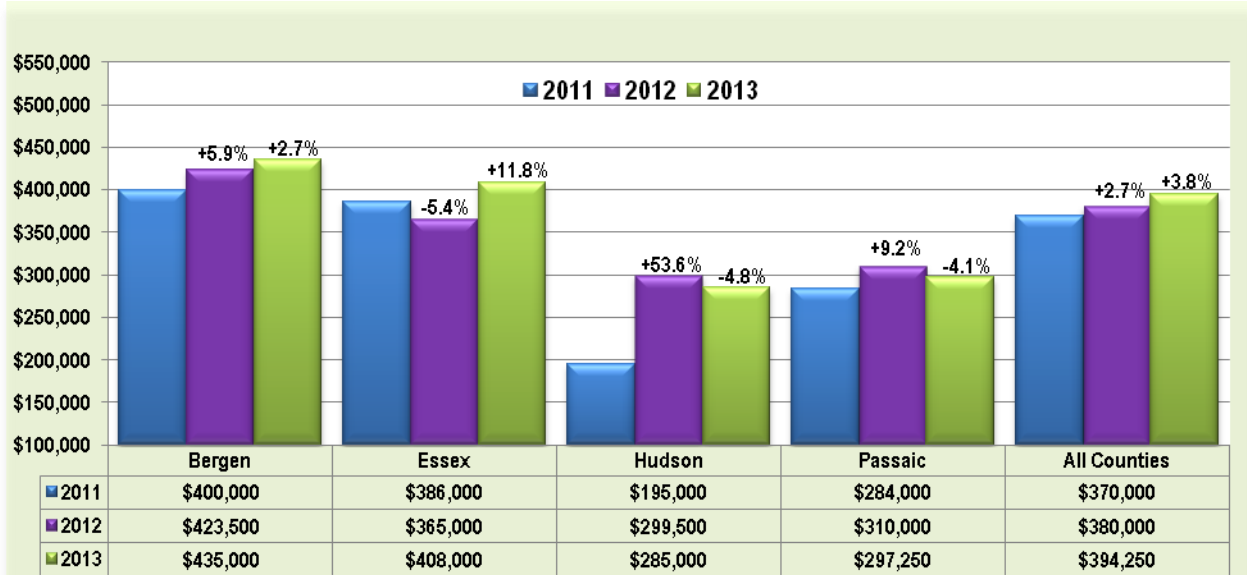
Past 12 Months



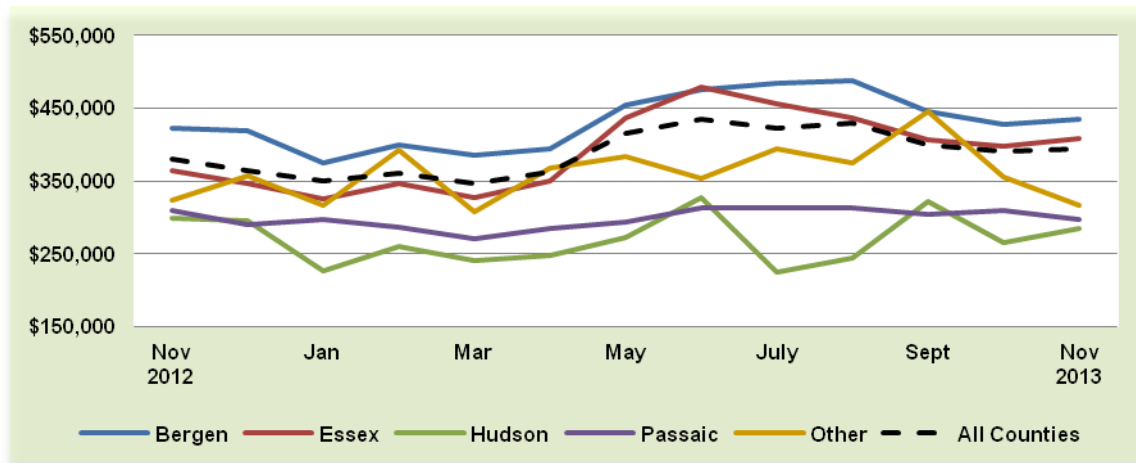
YTD 2012 vs. 2013 - As of NOVEMBER 30th



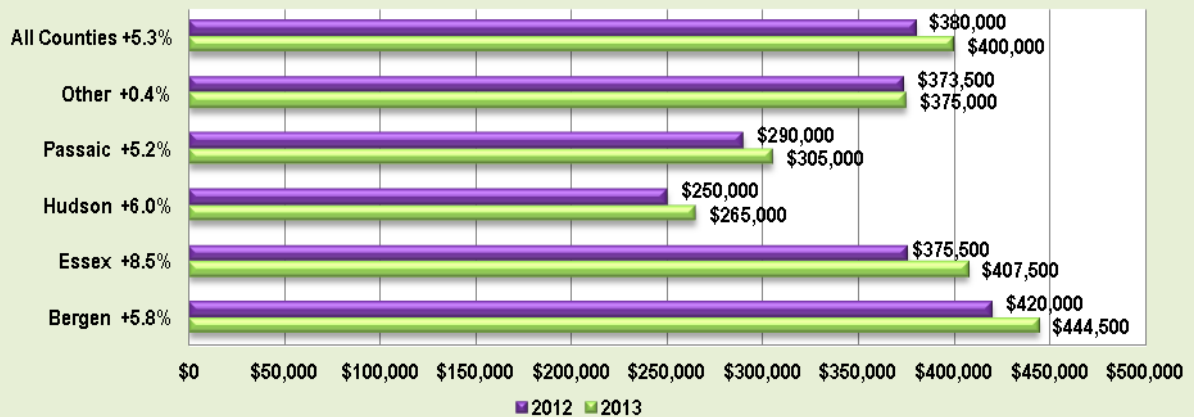
Median Sold Price – Single Family Month of NOVEMBER



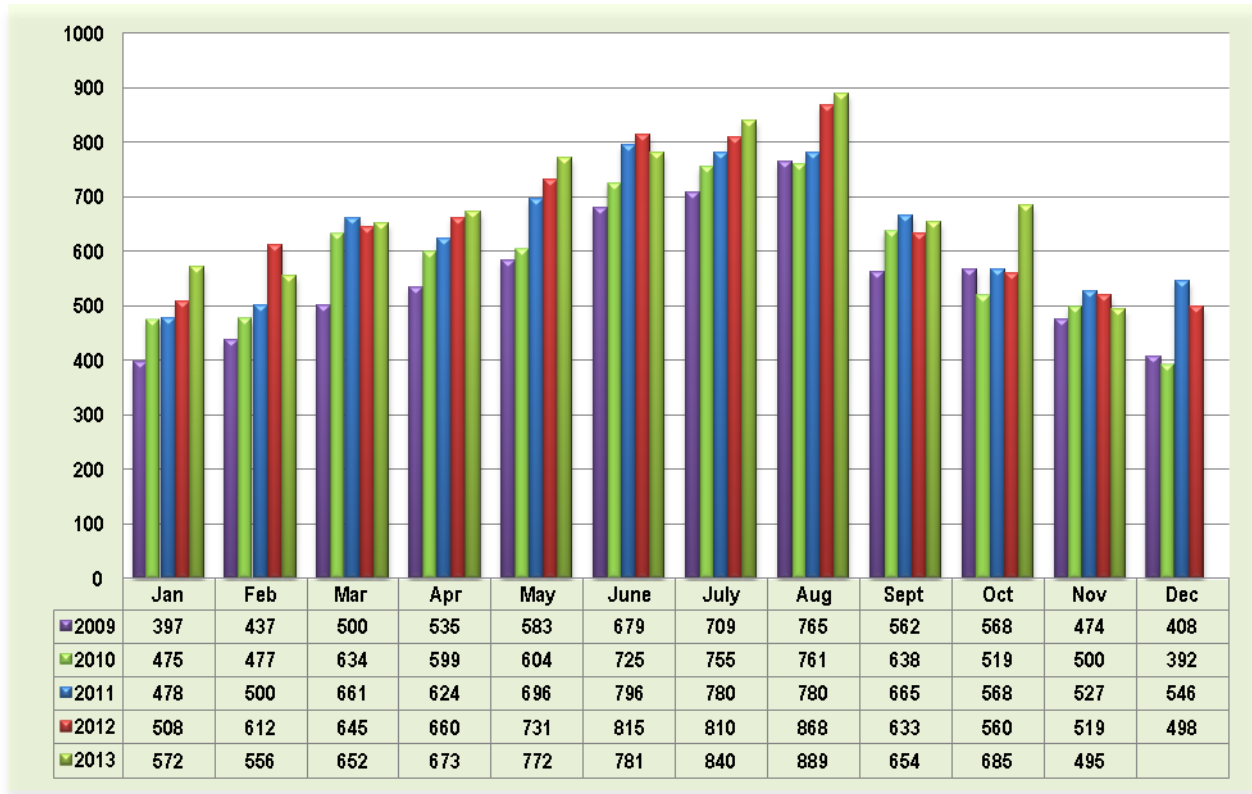
Past 12 Months



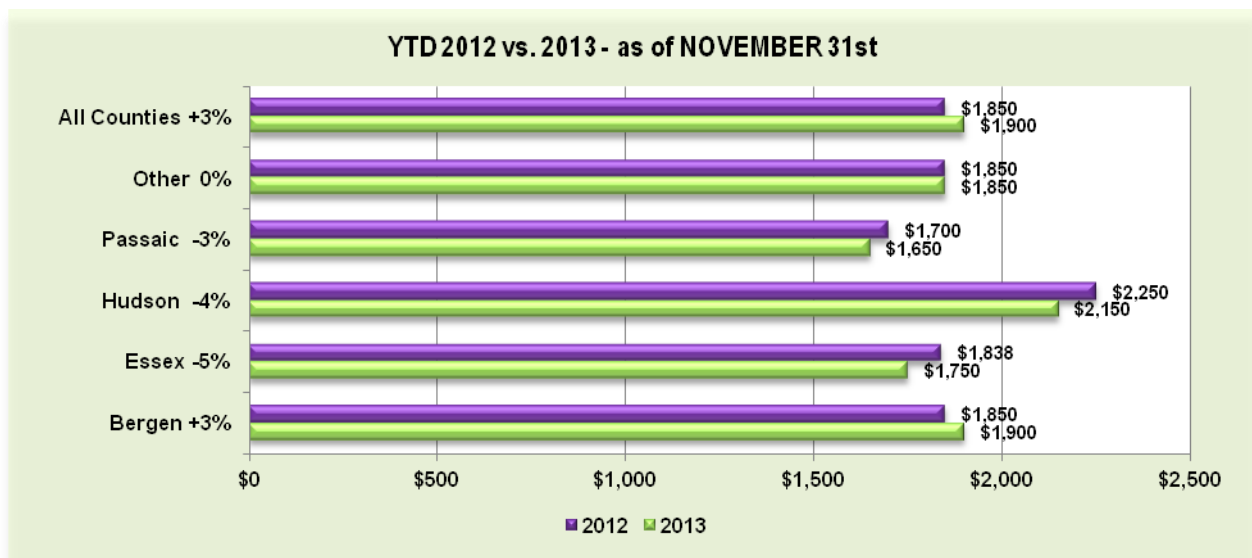
YTD 2012 vs. 2013 - As of NOVEMBER 30th



Total Residential Rental - Units Leased 2009 – 2013



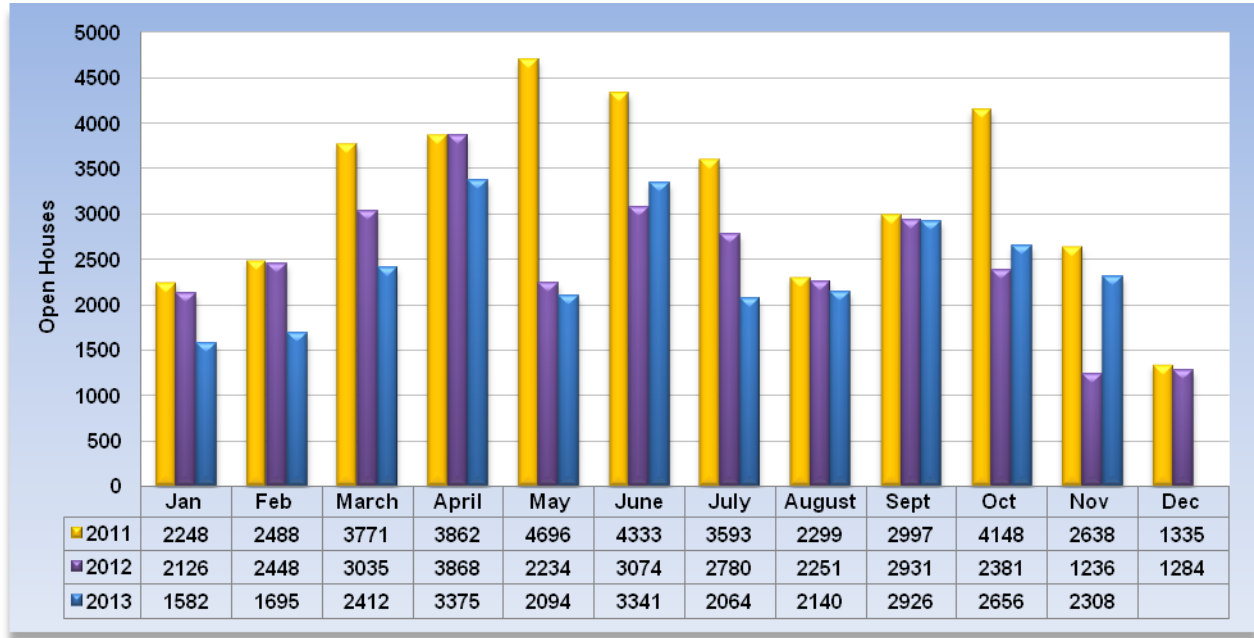
YTD Residential Rental Median Leased Price by County - As of NOVEMBER 30th



2012 YTD Median Leased Price all Counties - \$1,850 2013 YTD Median Leased Price all Counties - \$1,900

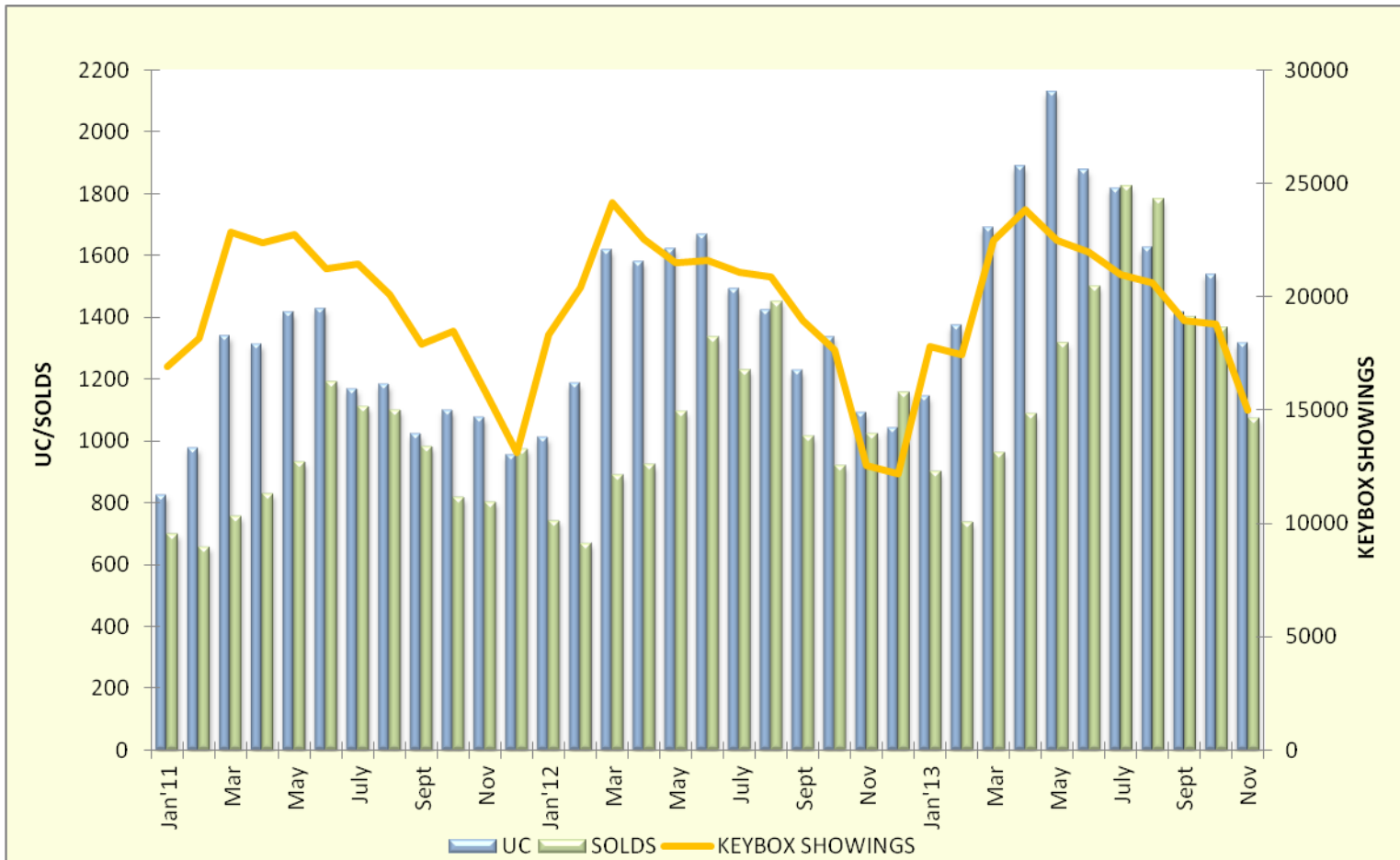
Other Market Indicators

Monthly Open House Count



Keybox Showings

NOVEMBER – 15,005



NJMLS.com Hits

