

MARKET UPDATE

New Jersey Multiple Listing Service, Inc.

APRIL 2014



NJMLS
New Jersey Multiple Listing Service, Inc.

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MARKET SNAPSHOT

New Listings	APRIL 2014	APRIL 2013	Prior Year % Change		MARCH 2014	Prior Month % Change		Page
New Listings Monthly	4414	4302	2.6%	↑	4004	10.2%	↑	6
YTD New Listings – All Categories	13841	13959	-0.8%	↓	n/a			7
YTD New Listings – Residential	9622	9718	-1.0%	↓	n/a			7
YTD New Listings – Single Family	6100	6178	-1.3%	↓	n/a			7
Active Listings Monthly – at end of month	12560	13538	-7.2%	↓	11851	6.0%	↑	8
Average List Price Monthly	\$ 552,910	\$ 559,856	-1.2%	↓	\$ 546,818	1.1%	↑	9
New Rental Listings Monthly	932	926	0.6%	↑	859	8.5%	↑	11
Average Rental List Price Monthly	\$ 2,299	\$ 2,327	-1.2%	↓	\$ 2,250	2.2%	↑	12
Under Contracts	APRIL 2014	APRIL 2013	Prior Year % Change		MARCH 2014	Prior Month % Change		Page
Total Under Contract Monthly	1811	1933	-6.3%	↓	1541	17.5%	↑	13
YTD Under Contract – All Categories	5557	6141	-9.5%	↓	n/a			14
YTD Under Contract – Residential	5423	5984	-9.4%	↓	n/a			14
YTD Under Contract – Single Family	3367	3870	-13.0%	↓	n/a			14
Absorption Rate (Months Inventory)	APRIL 2014	APRIL 2013	Prior Year % Change		MARCH 2014	Prior Month % Change		Page
- All Categories	6.9	8.8	-21.6%	↓	7.5	-8.0%	↓	17
- Residential	5.2	6.7	-22.4%	↓	5.5	-5.5%	↓	17
- Single Family	5.0	6.1	-18.0%	↓	5.2	-3.8%	↓	18
- Condo/Coop/Townhouse	5.3	7.5	-29.3%	↓	5.3	0.0%		18

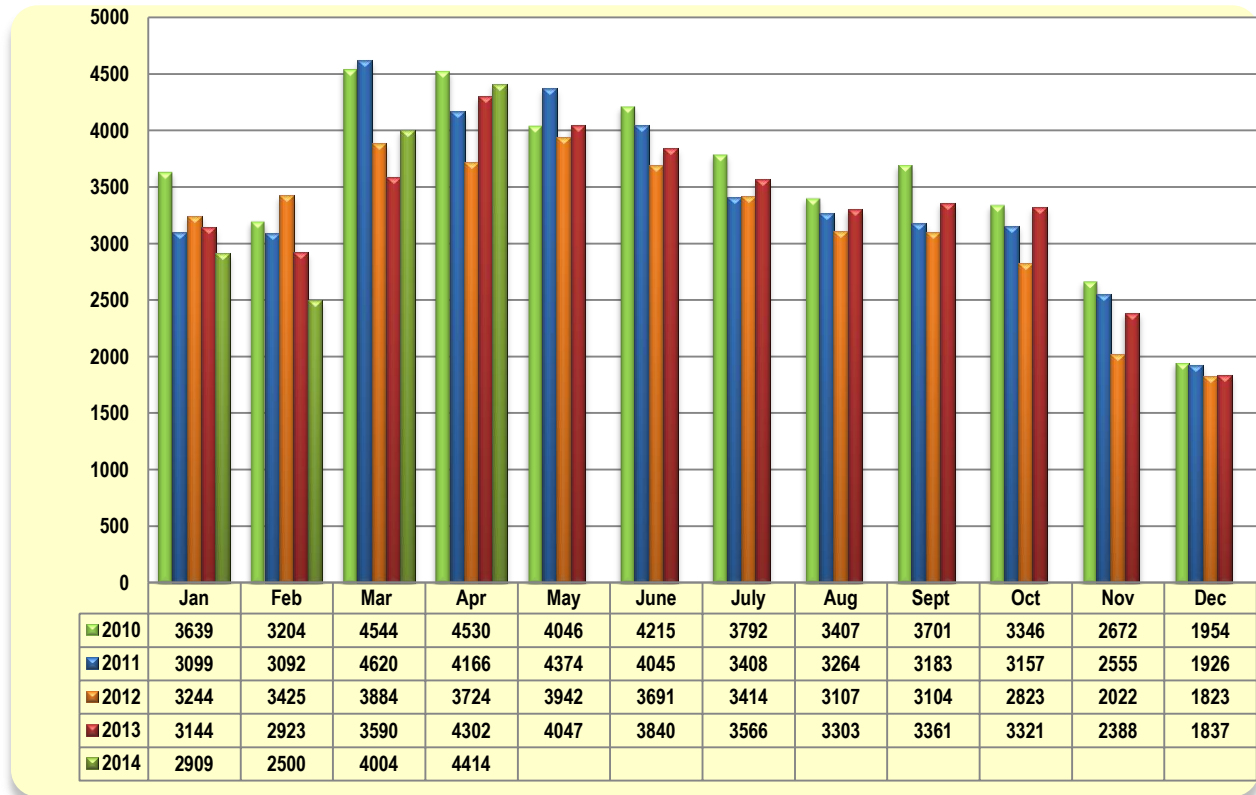
Solds	APRIL 2014	APRIL 2013	Prior Year % Change		MARCH 2014	Prior Month % Change		Page
Total Sold Monthly	1046	1139	-8.2%	↓	946	10.6%	↑	19
YTD Solds – All Categories	3694	3782	-2.3%	↓	n/a			20
Total Sold Monthly – Residential	1024	1110	-7.7%	↓	934	9.6%	↑	21
YTD Solds – Residential	3605	3687	-2.2%	↓	n/a			20
Total Sold Monthly – Single Family	608	692	-12.1%	↓	528	15.2%	↑	23
YTD Solds – Single Family	2179	2293	-5.0%	↓	n/a			20
Average Days on the Market	94	108	-13.0%	↓	103	-8.7%	↓	25
Median Sold Price Monthly – All Categories	\$ 360,000	\$ 350,000	2.9%	↑	\$ 331,250	8.7%	↑	26
Median Sold Price Monthly – Residential	\$ 360,000	\$ 350,000	2.9%	↑	\$ 332,250	8.4%	↑	28
Median Sold Price Monthly – Single Family	\$ 395,000	\$ 389,250	1.5%	↑	\$ 380,000	3.9%	↑	29

Leased	APRIL 2014	APRIL 2013	Prior Year % Change		MARCH 2014	Prior Month % Change		Page
Total Leased	727	672	8.2%	↑	613	18.6%	↑	30
YTD Leased Price by County	\$ 1,850	\$ 1,850	0.0%		n/a			30

Other Market Indicators	APRIL 2014	APRIL 2013	Prior Year % Change		MARCH 2014	Prior Month % Change		Page
Keybox Showings	20,755	23,834	-12.9%	↓	20,296	2.3%	↑	32
Open House Counts	2915	3375	-13.6%	↓	3137	-7.1%	↓	32
NJMLS.com Hits	400,740	399,785	0.2%	↑	386,860	3.6%	↑	33

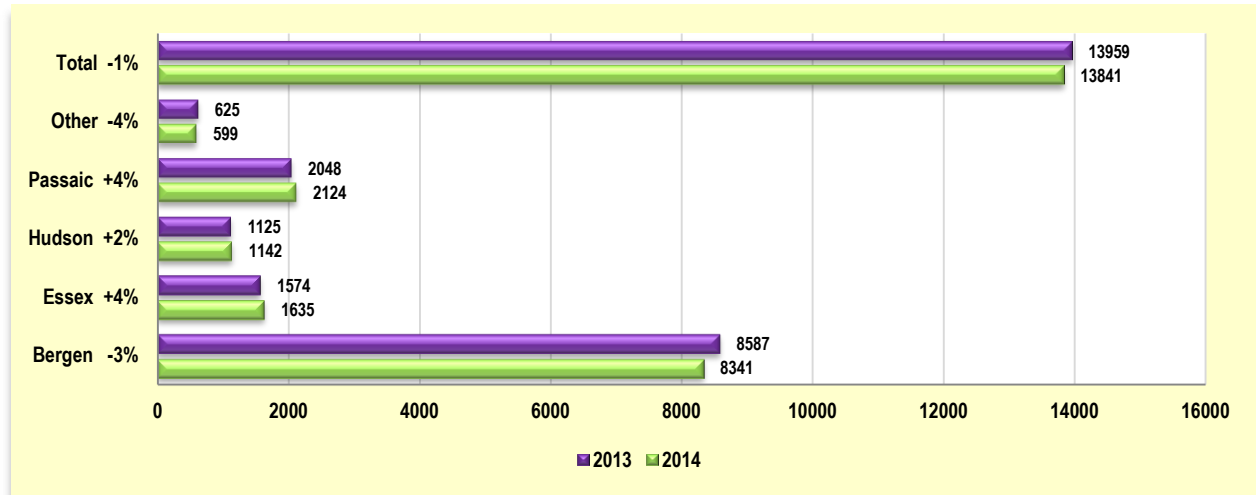
New Listings - All Categories

2010-2014



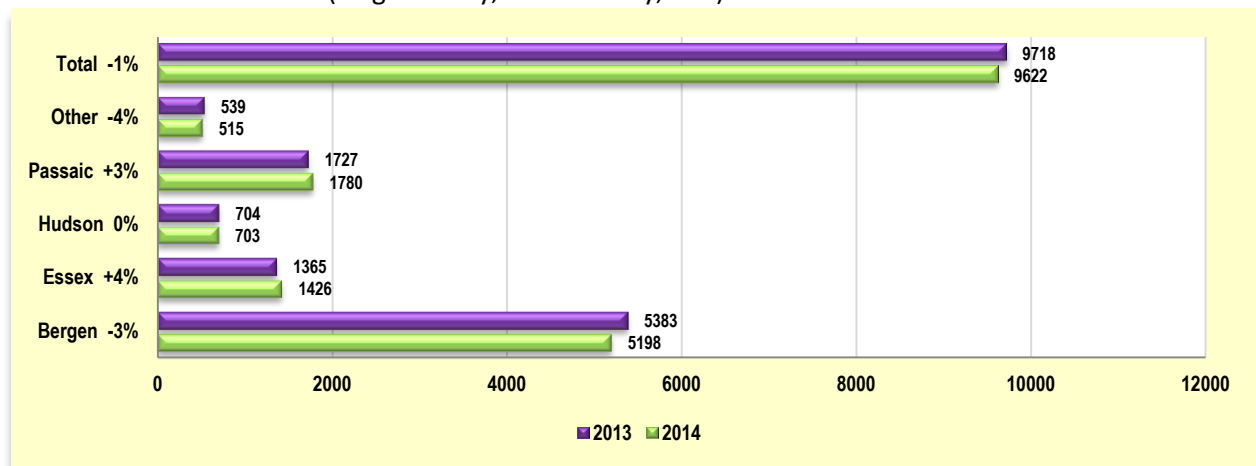
YTD New Listings by County - All Categories

As of APRIL 30th



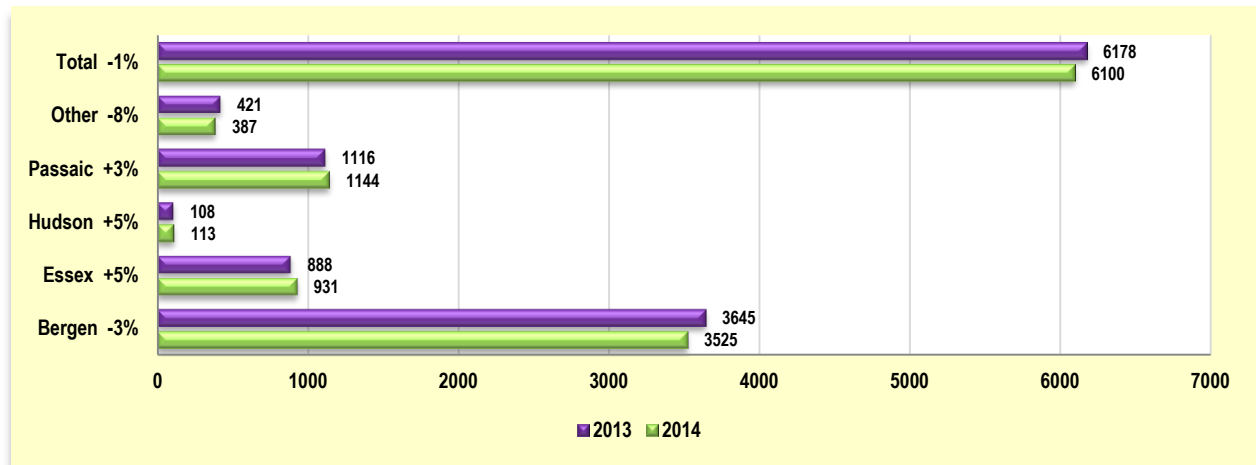
YTD New Listings by County - Residential

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



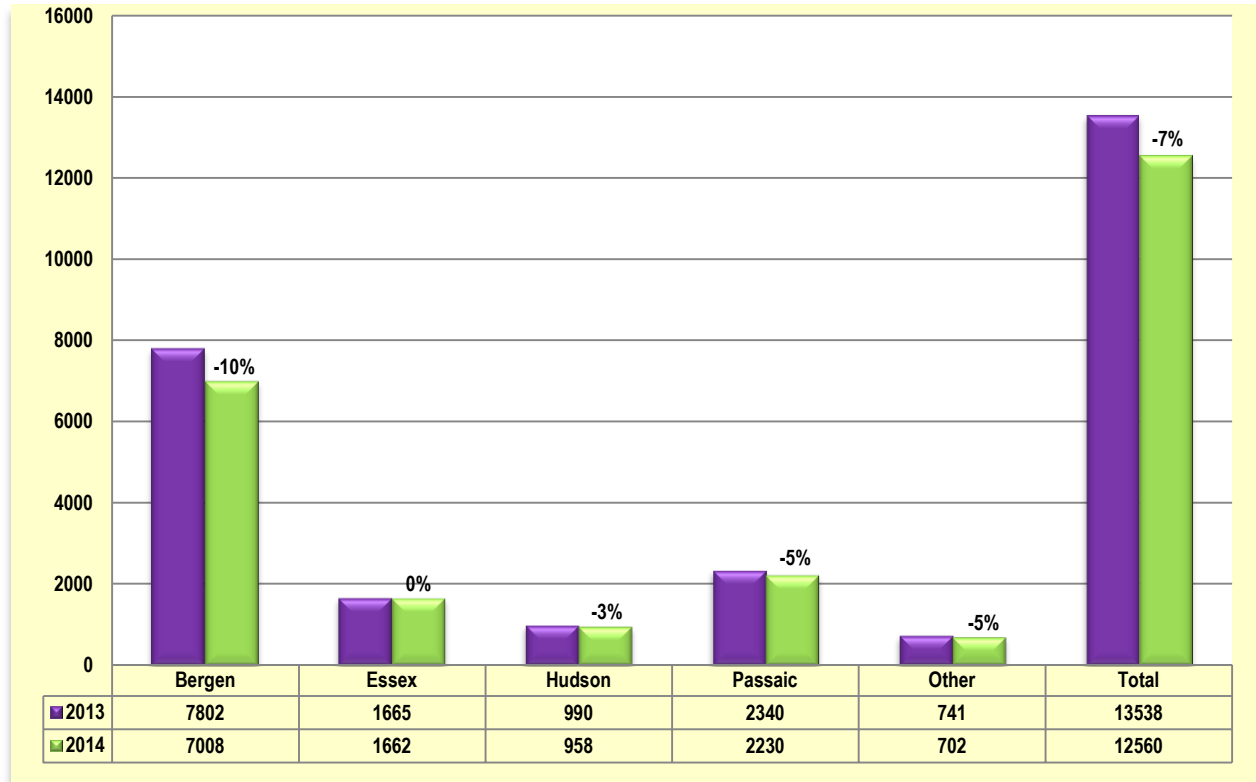
YTD New Listings by County - Single Family

As of APRIL 30th



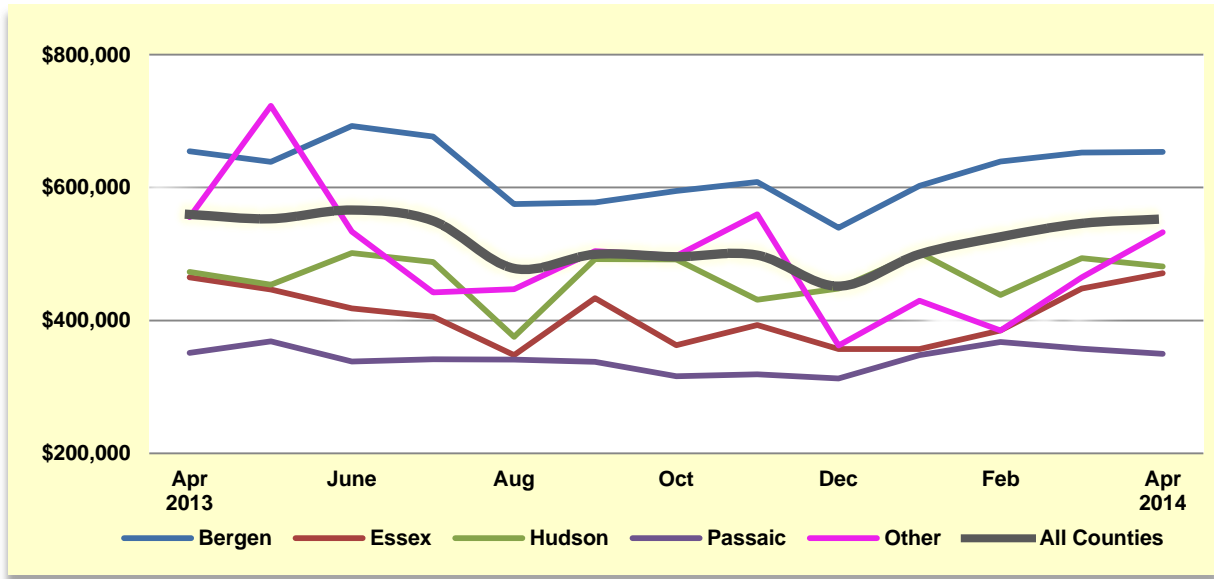
2013 vs. 2014 Active Listings by County

All Categories by County as of APRIL 30th



Average List Price by County – All Categories*

Past 12 Months



Average List Price – All Counties

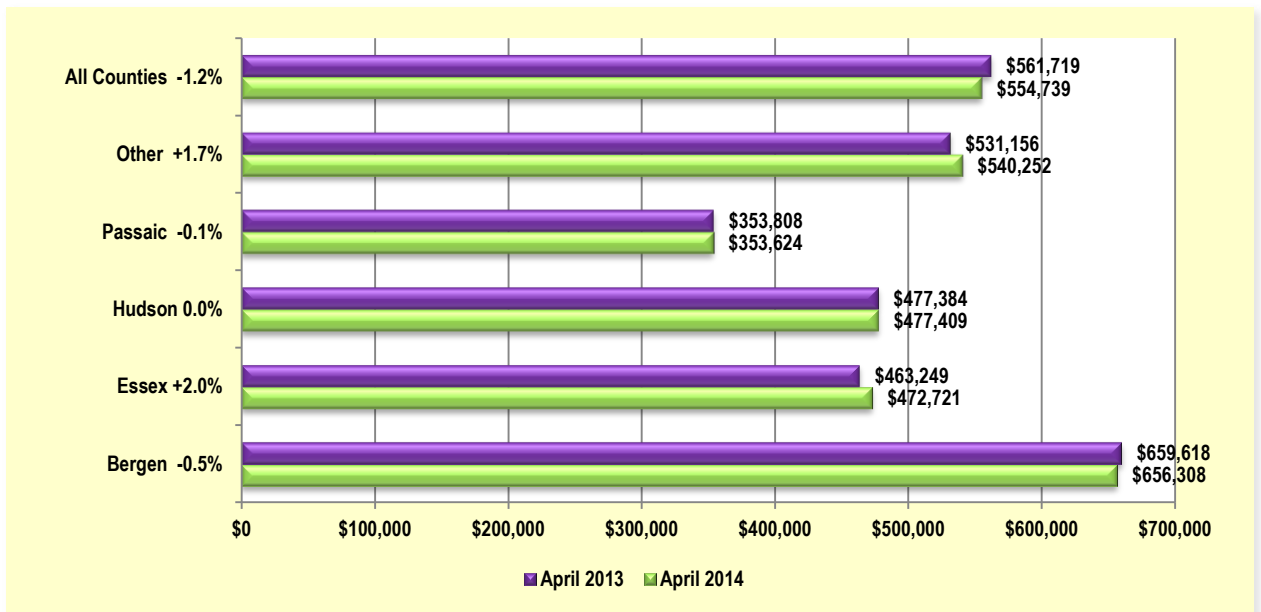
All Categories* - 2010-2014



*Excludes Commercial & Rentals

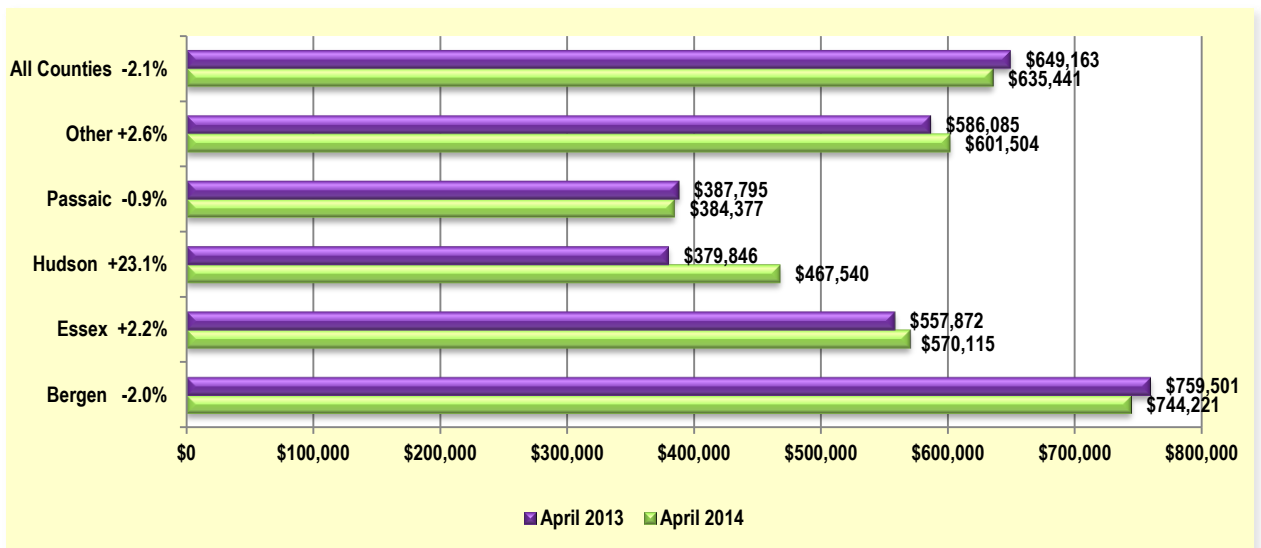
Average List Price by County - Residential

Month of APRIL



Average List Price by County – Single Family

Month of APRIL



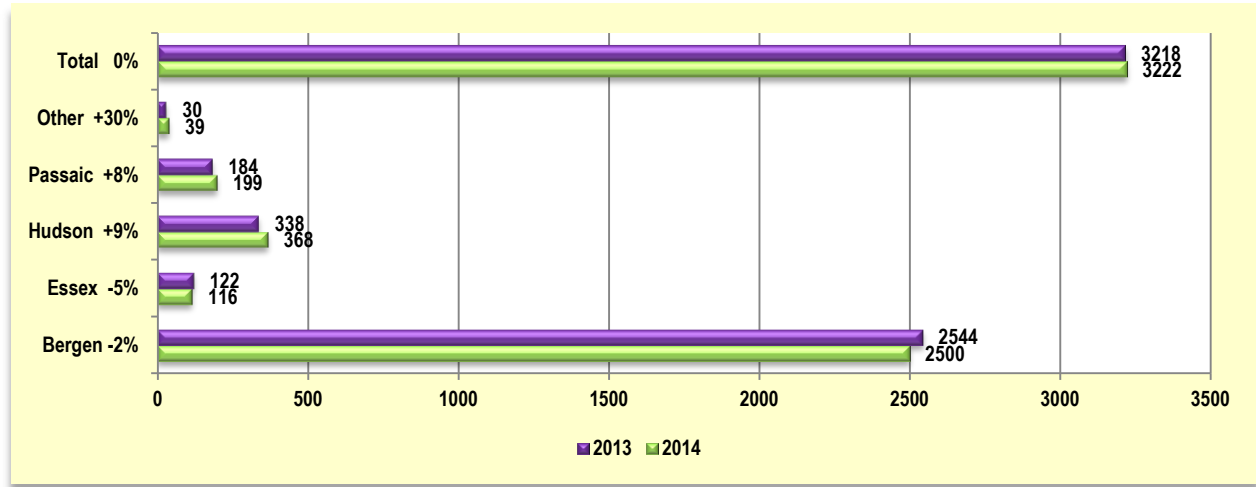
New Residential Rental Listings

2010-2014



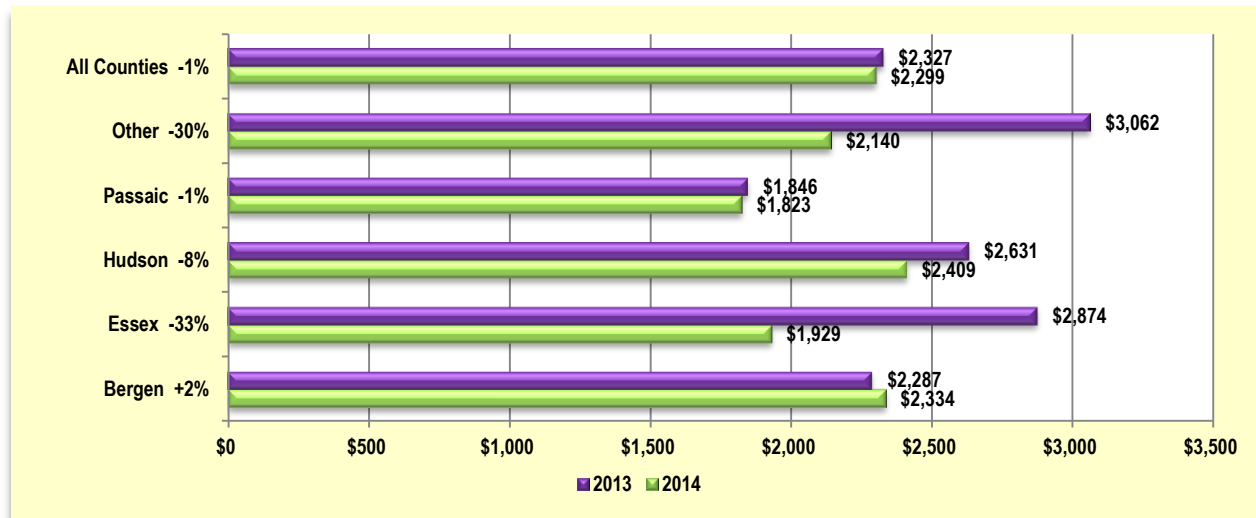
YTD New Residential Rental Listings by County

As of APRIL 30th



Average Residential Rental List Price

Month of APRIL



Under Contract – All Categories*

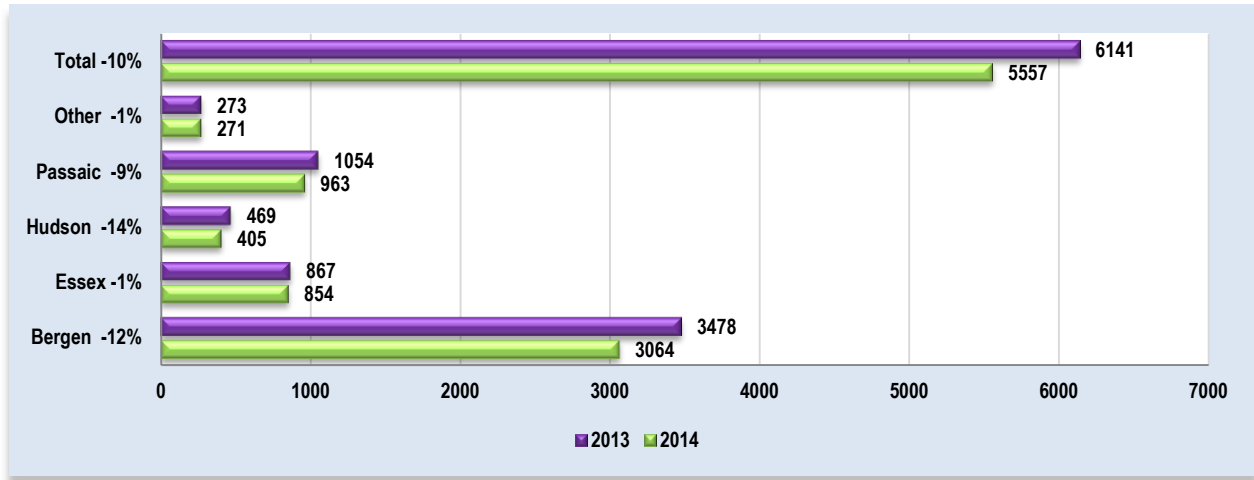
2010-2014



*Excludes Rentals

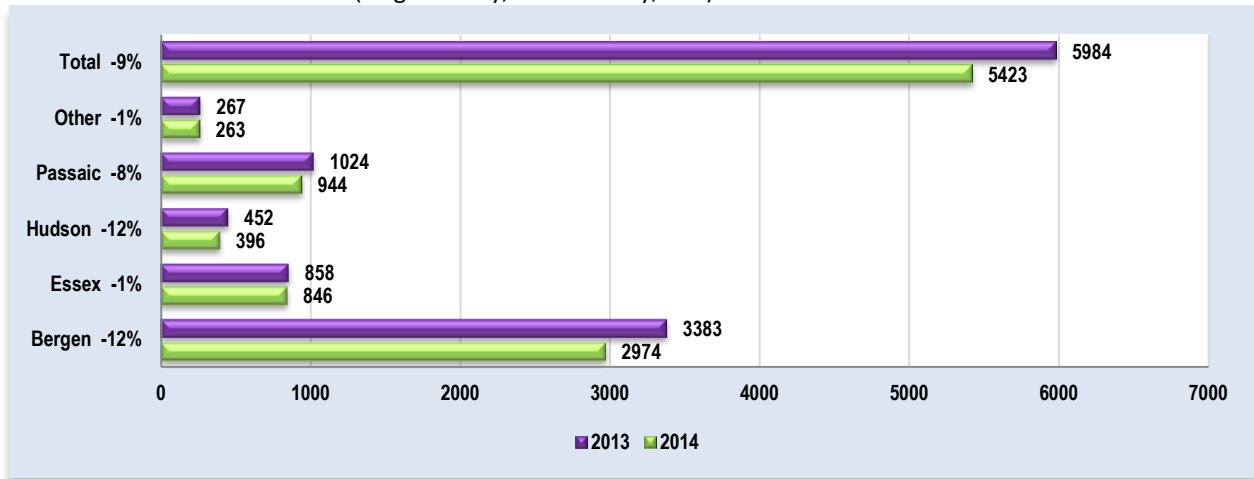
YTD Under Contract by County - All Categories*

As of APRIL 30th



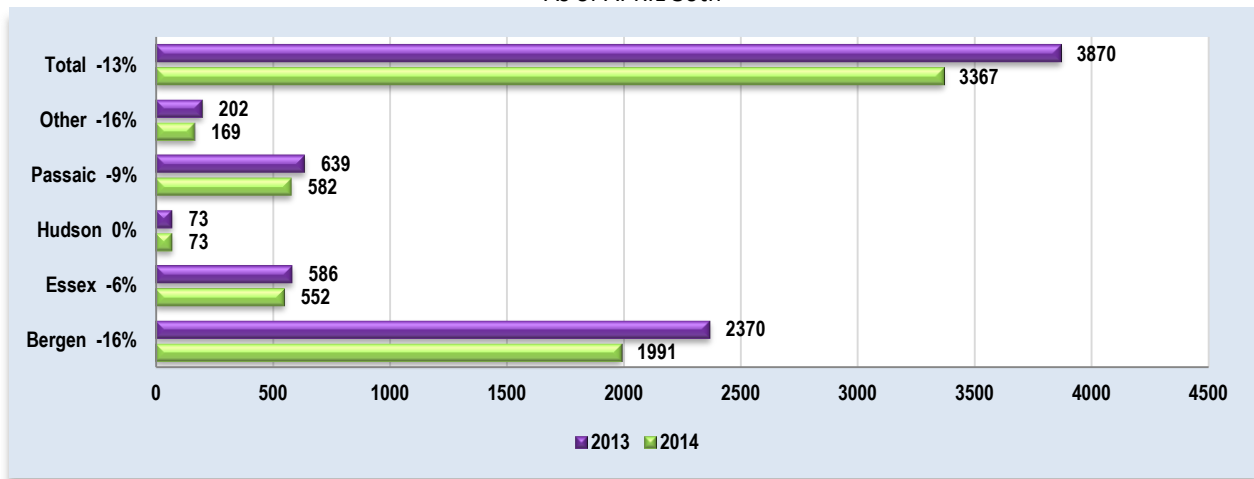
YTD Under Contract by County - Residential

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



YTD Under Contract by County - Single Family

As of APRIL 30th



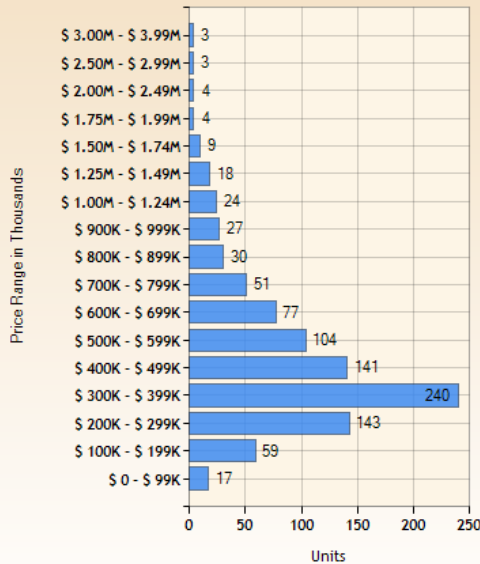
*Excludes Rentals

Under Contract by Price Range - RES

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

Bergen

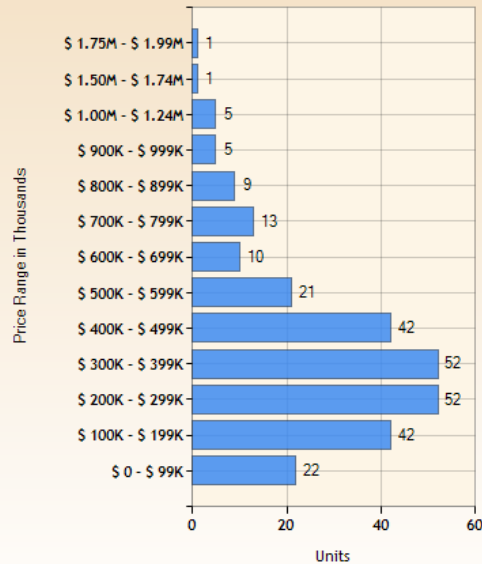
Units per Price Range



Information herein deemed reliable but not guaranteed. 5/12/2014
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Essex

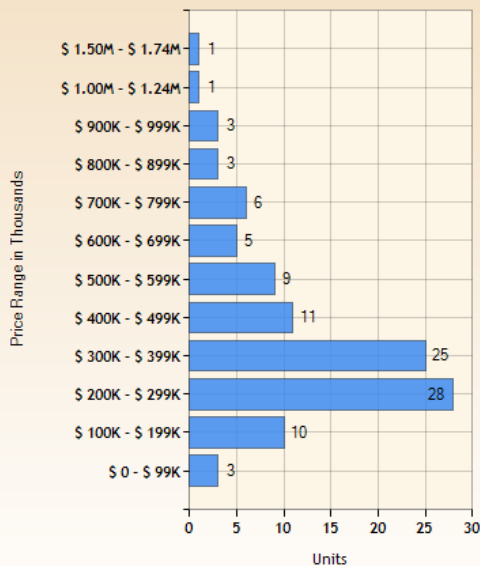
Units per Price Range



Information herein deemed reliable but not guaranteed. 5/12/2014
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Hudson

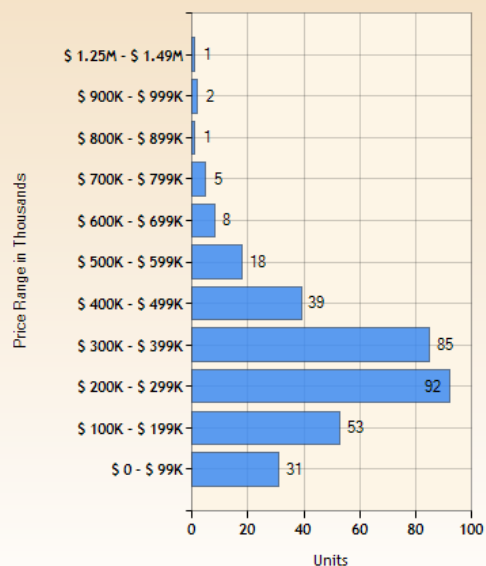
Units per Price Range



Information herein deemed reliable but not guaranteed. 5/12/2014
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Passaic

Units per Price Range

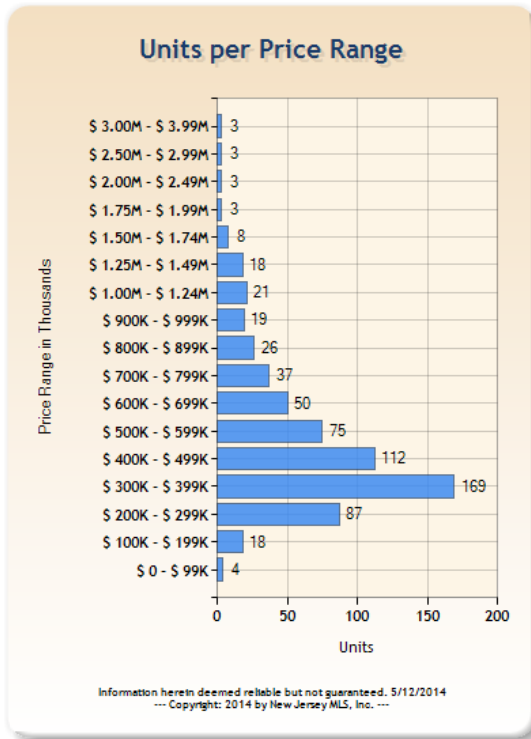


Information herein deemed reliable but not guaranteed. 5/12/2014
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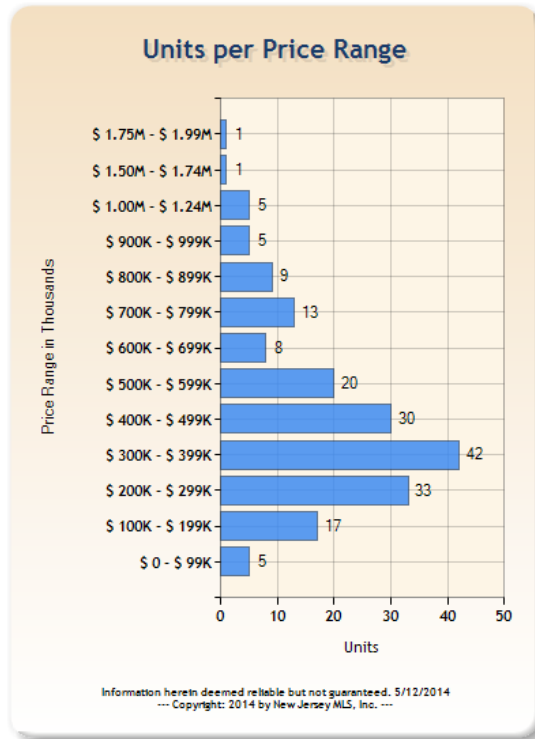
Under Contract by Price Range – Single Family

APRIL 2014

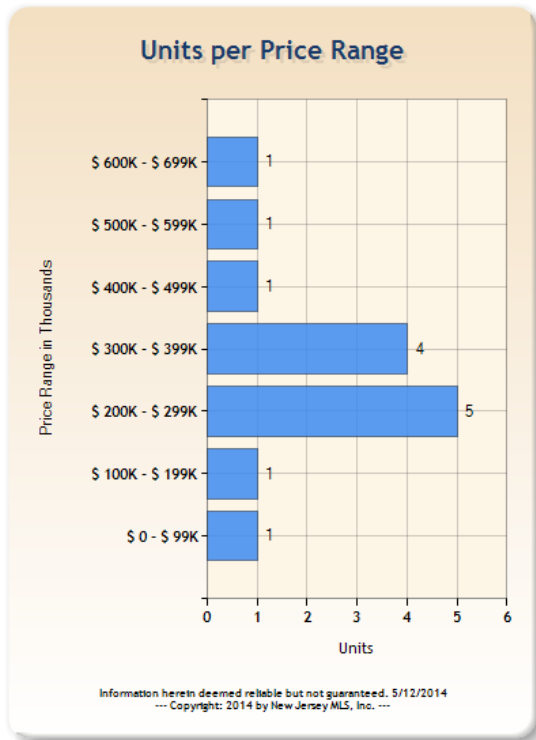
Bergen



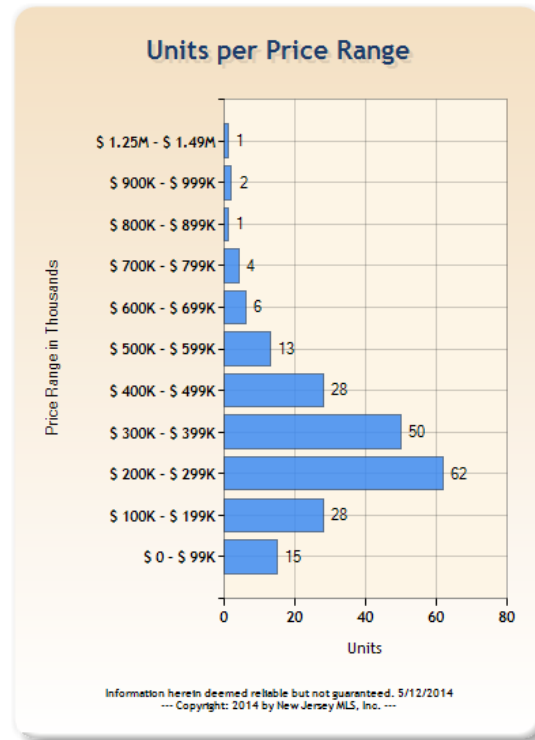
Essex



Hudson



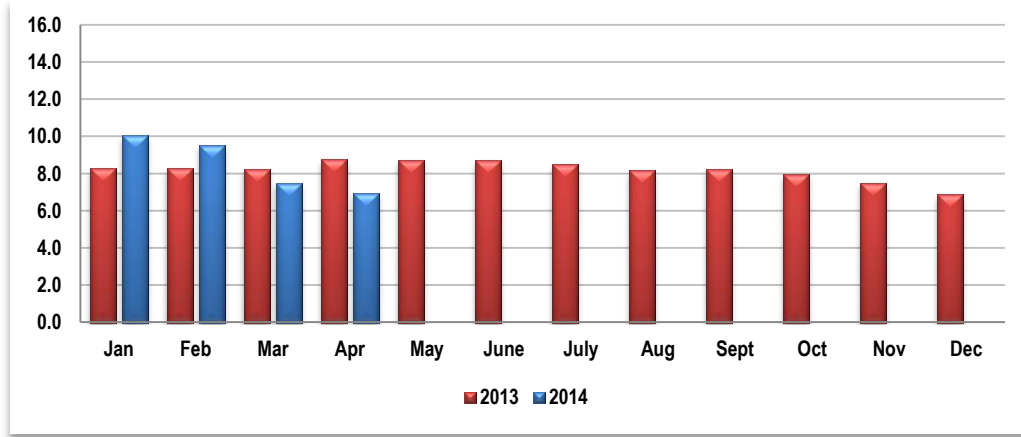
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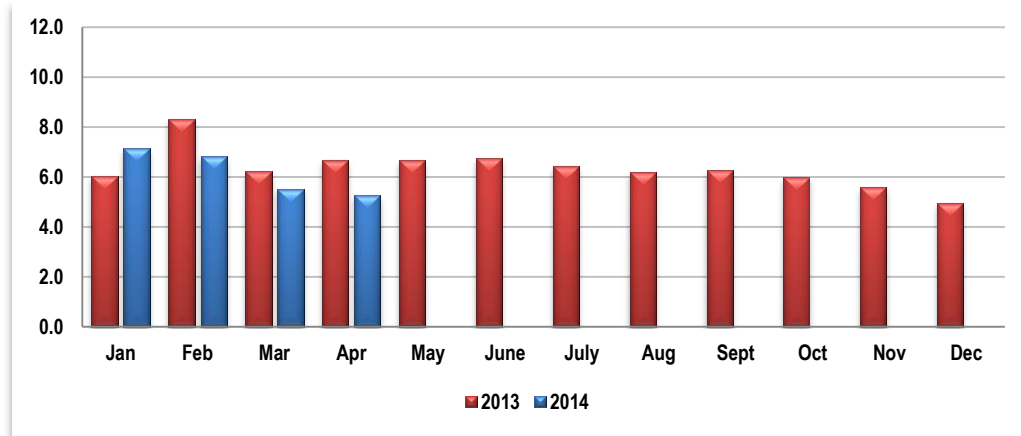
Absorption Rate (Months Inventory)

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

All Categories – 6.9 Months (All Categories except Rental)



Residential – 5.2 Months (Single Family, Multi-Family, CCT)

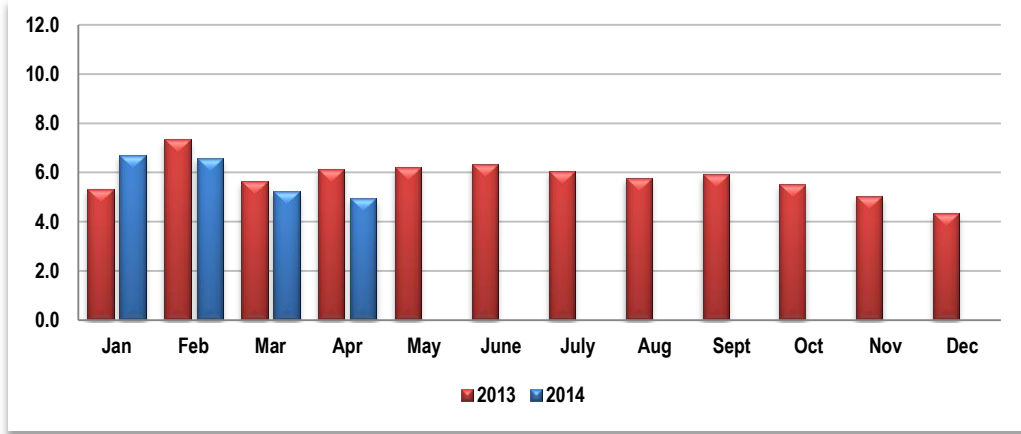


Absorption Rate (Months Inventory)

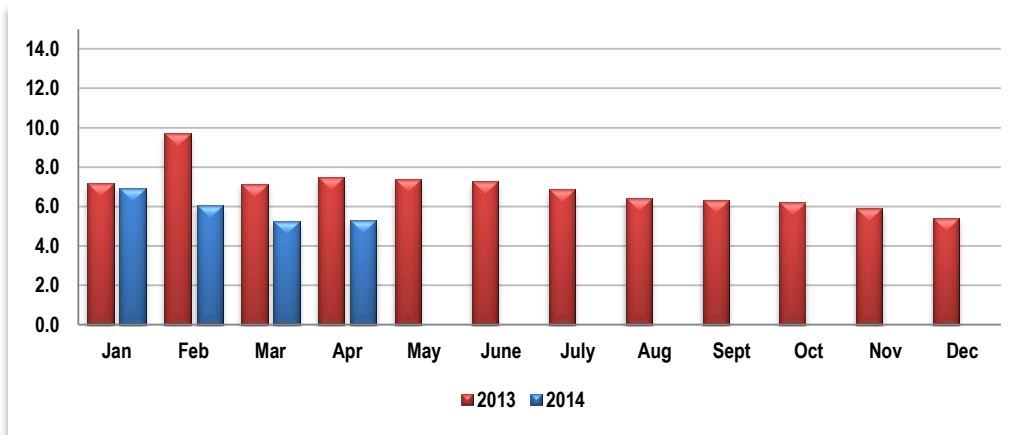
As of APRIL 30th

(Calculated using current actives divided by the 12 month average UC.)

Single Family – 5.0 Months

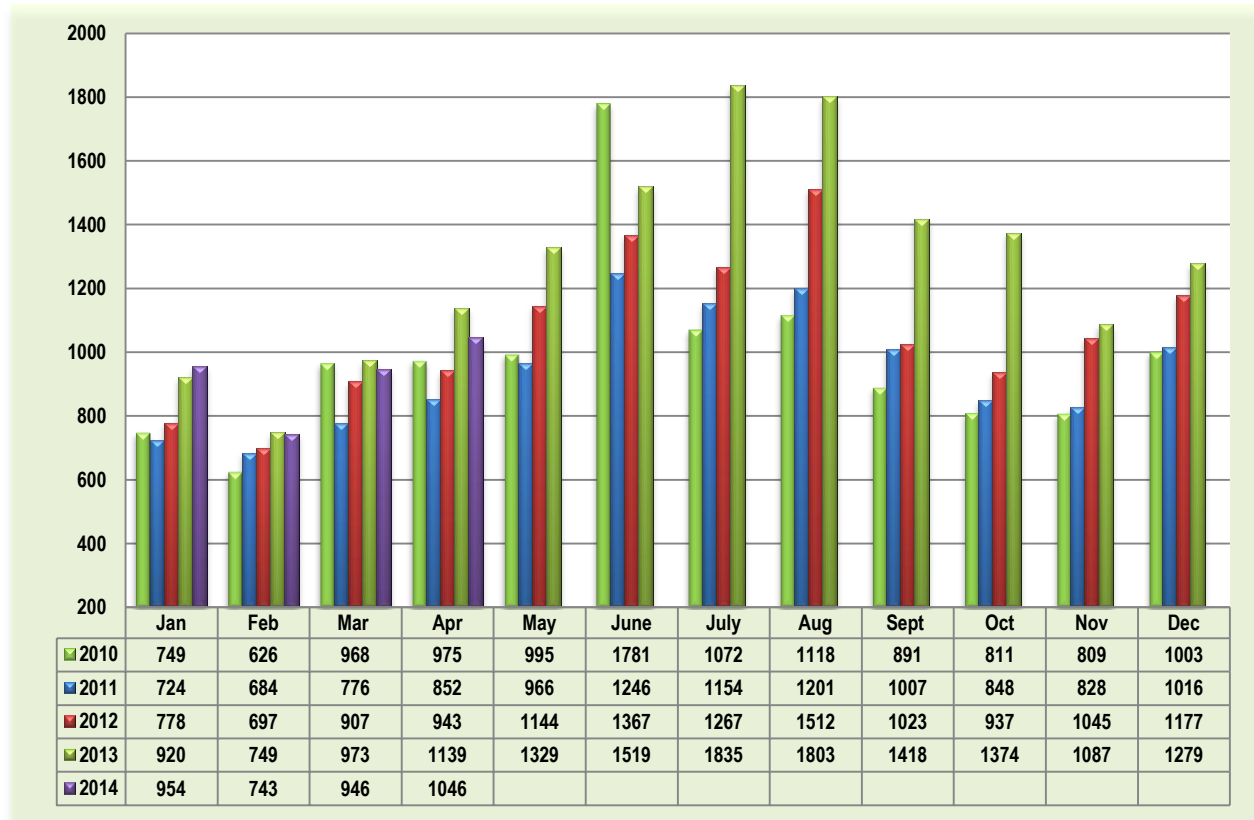


Condo/Co-op/Townhouse – 5.3 Months



Total Units Sold – All Categories*

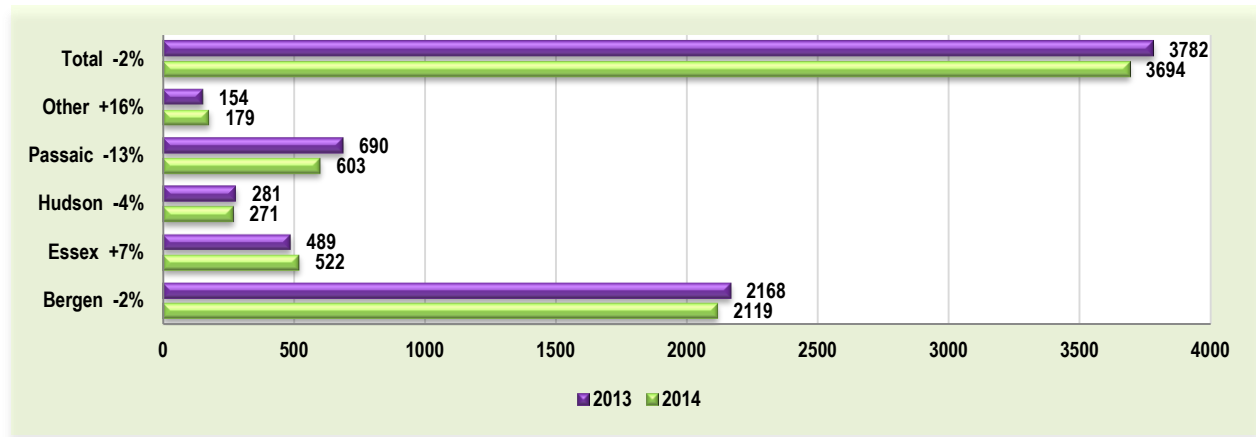
All Categories 2010-2014



*Excludes Rentals

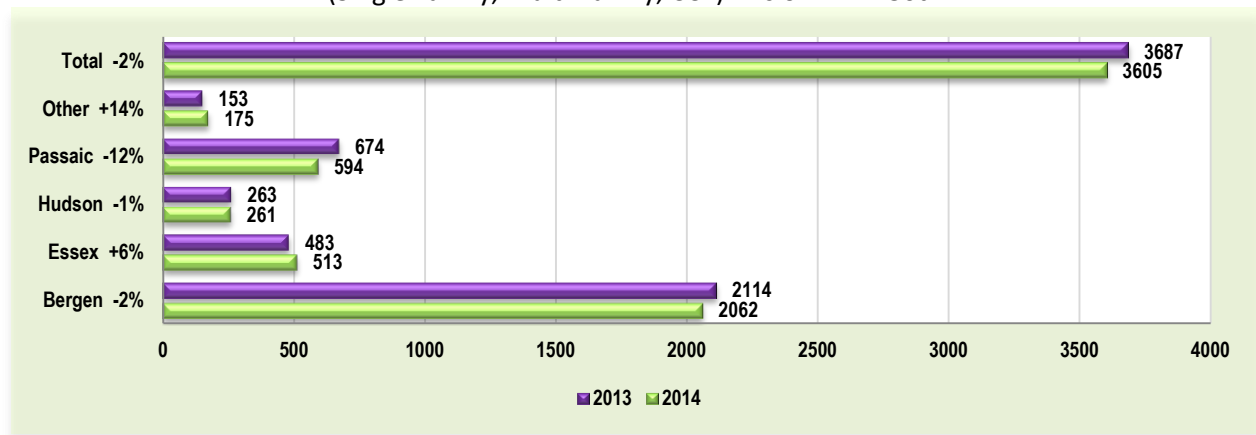
YTD Sold by County - All Categories*

As of APRIL 30th



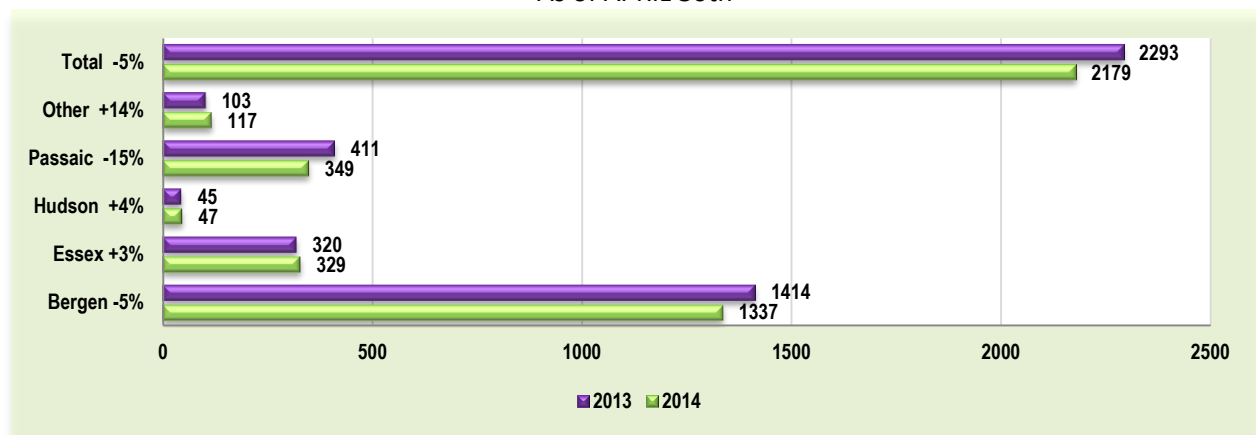
YTD Sold by County - Residential

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



YTD Sold by County - Single Family

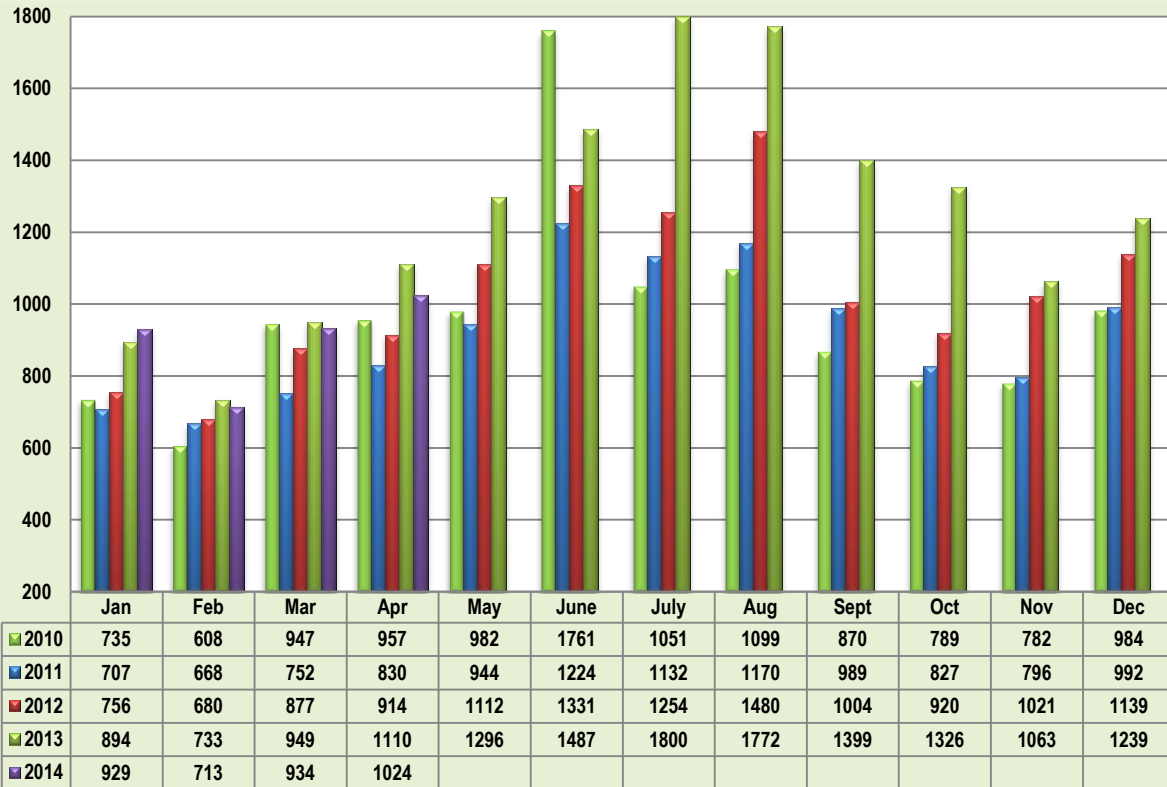
As of APRIL 30th



*Excludes Rentals

Total Residential Units Sold

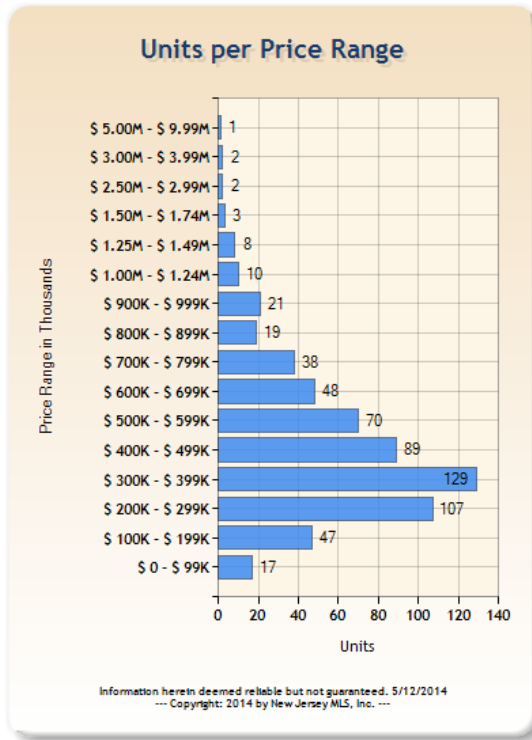
2010-2014



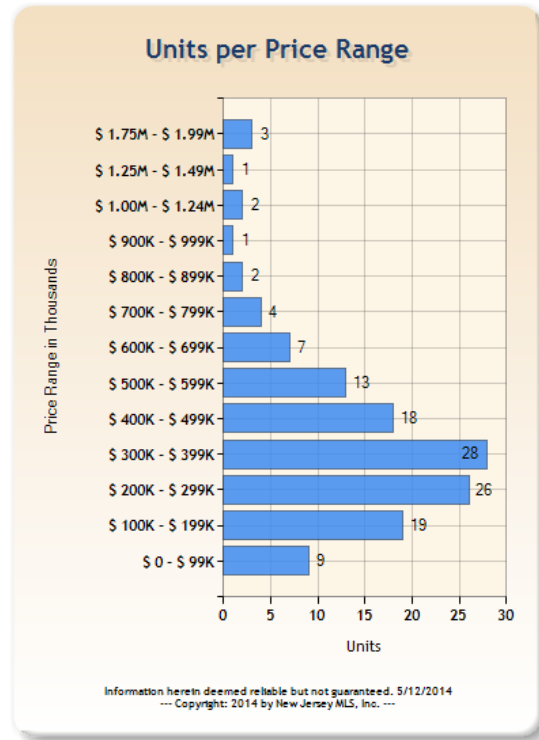
Units Sold by Price Range - RES

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

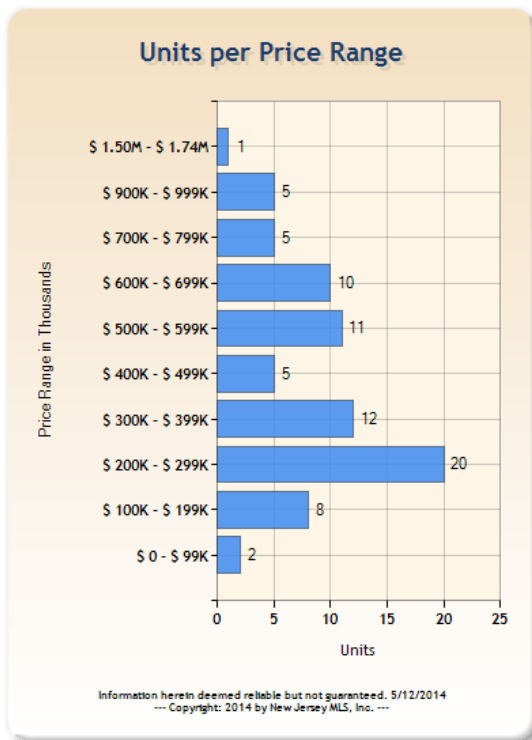
Bergen



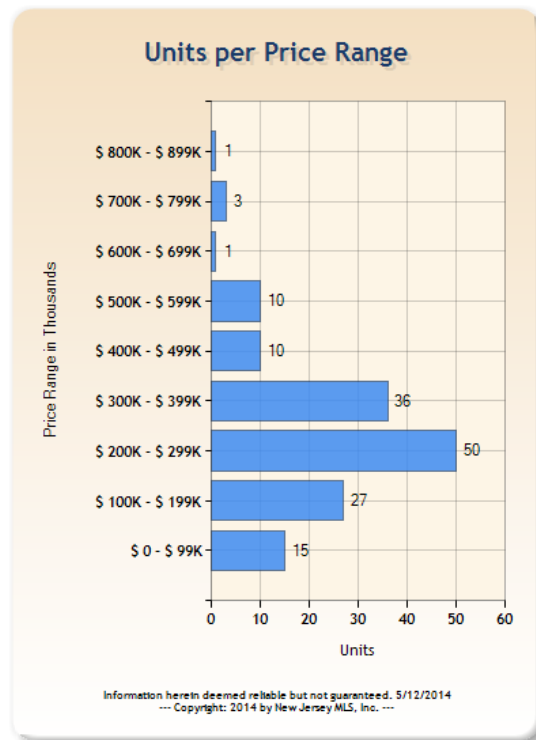
Essex



Hudson

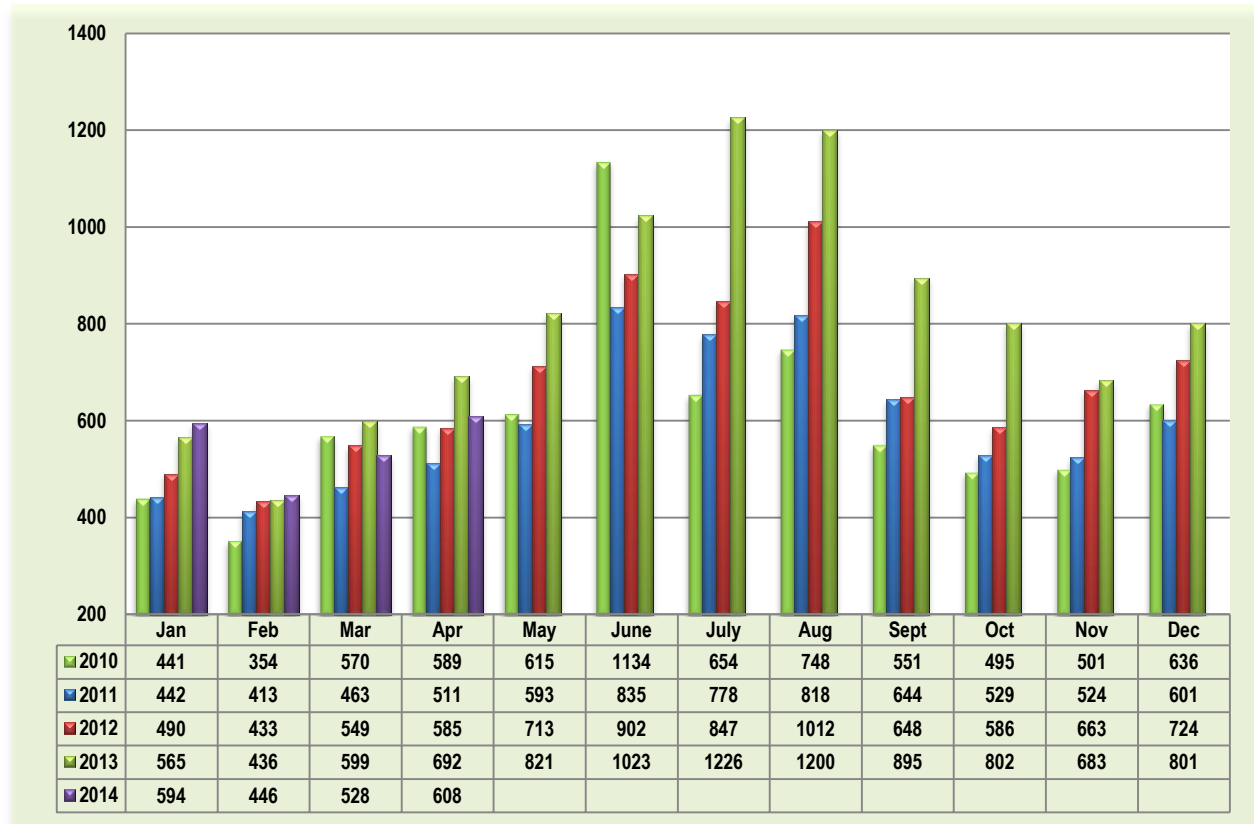


Passaic



Total Single Family Units Sold

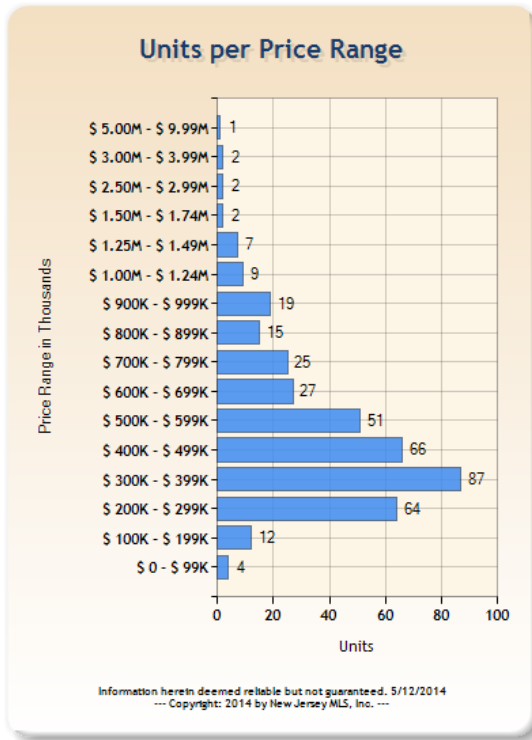
2010-2014



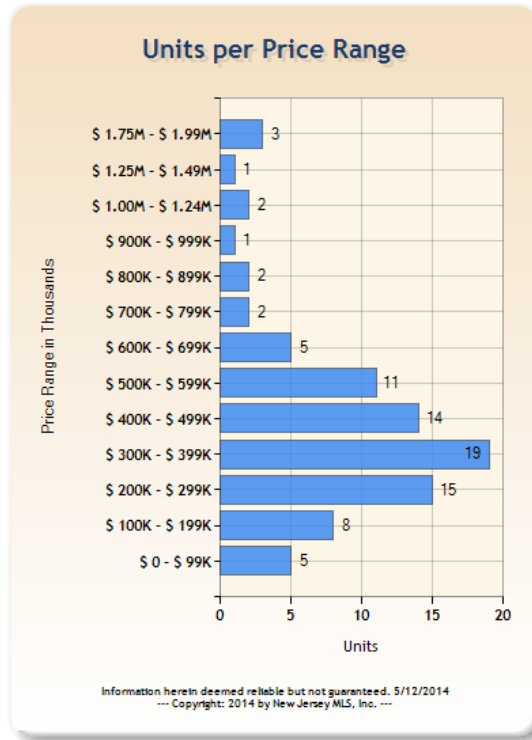
Units Sold by Price Range – Single Family

APRIL 2014

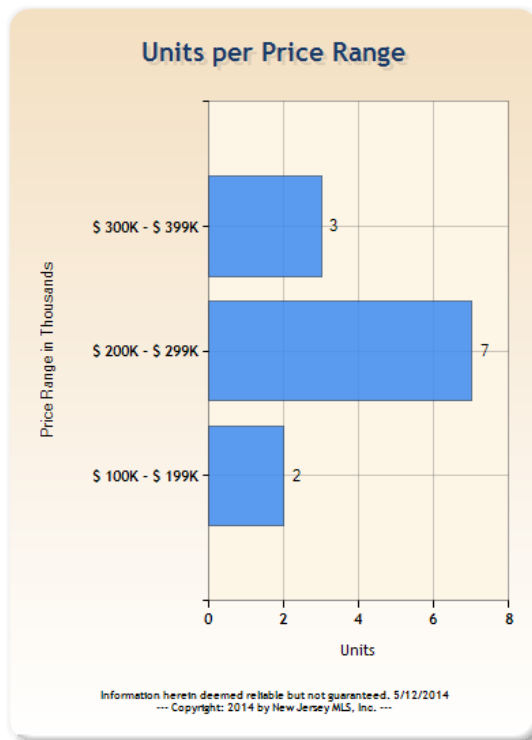
Bergen



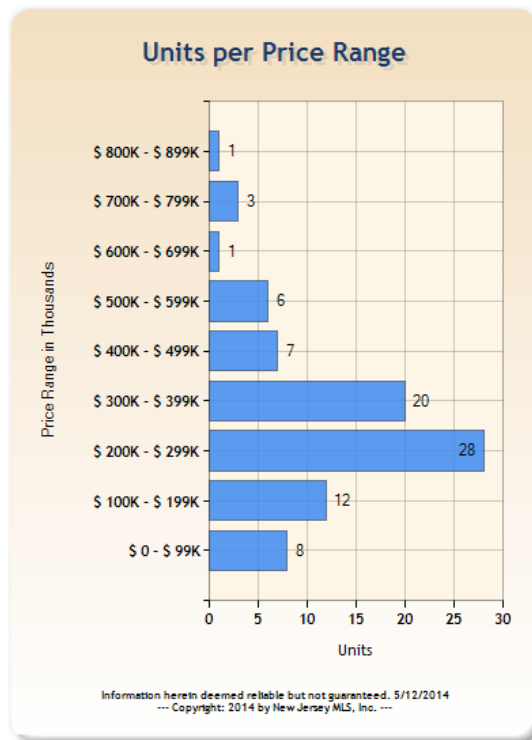
Essex



Hudson

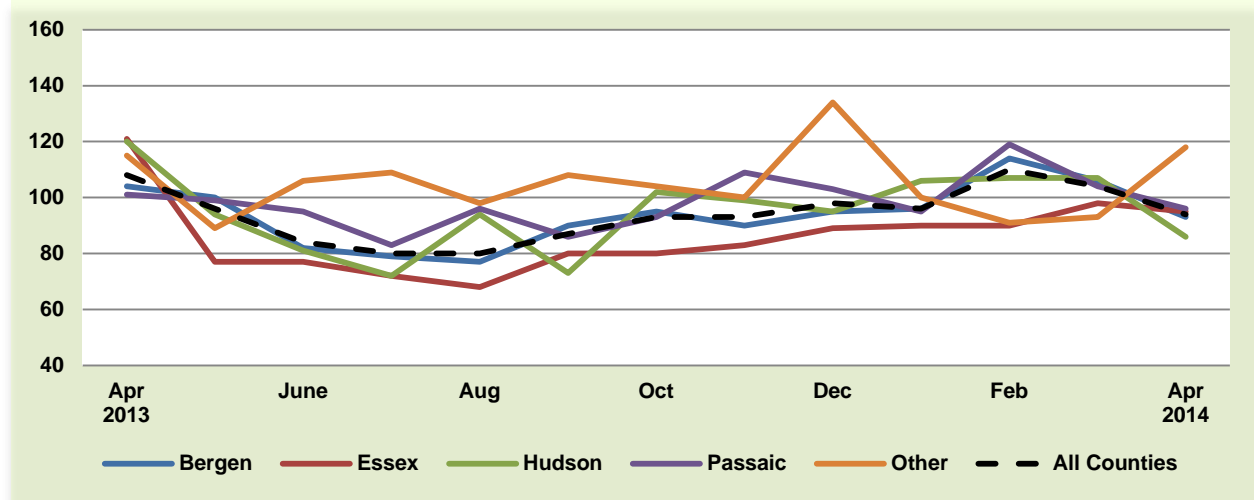


Passaic



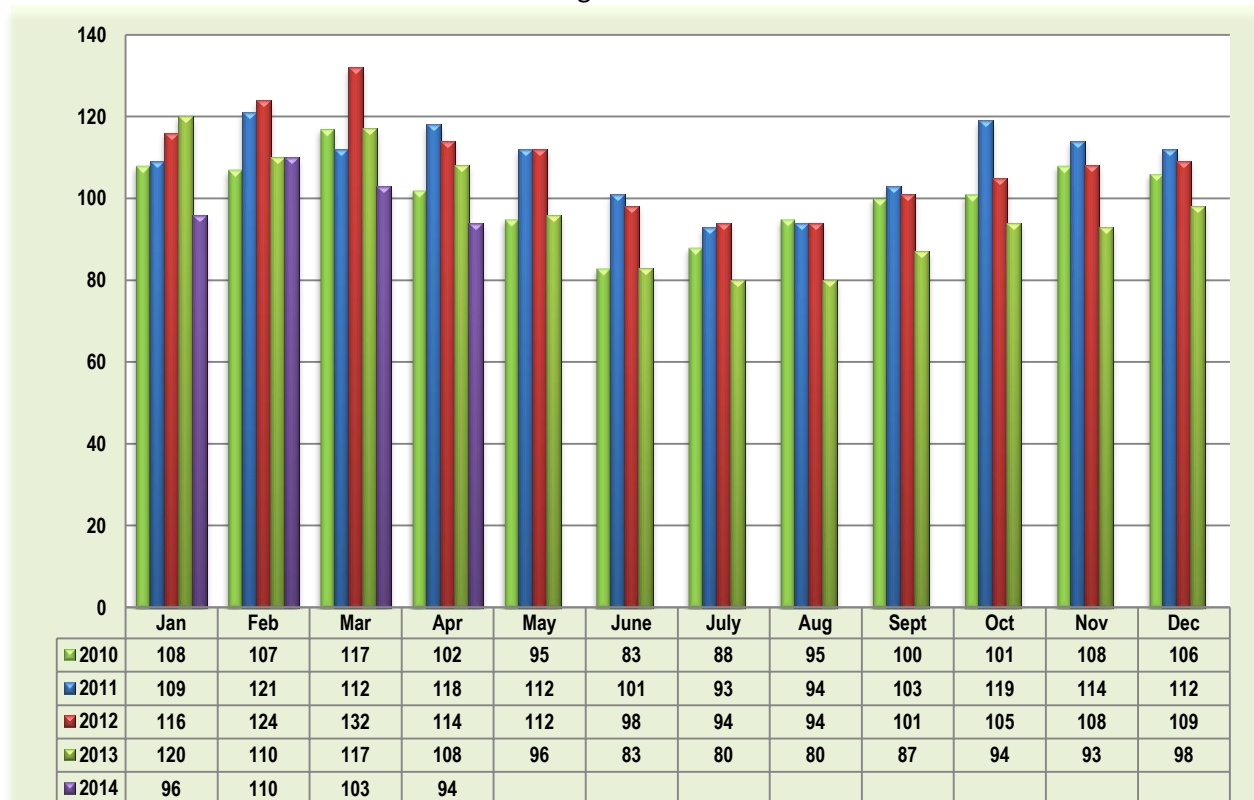
Average Days on the Market by County – All Categories

Past 12 Months



Average Days on the Market – All Counties

All Categories 2010-2014

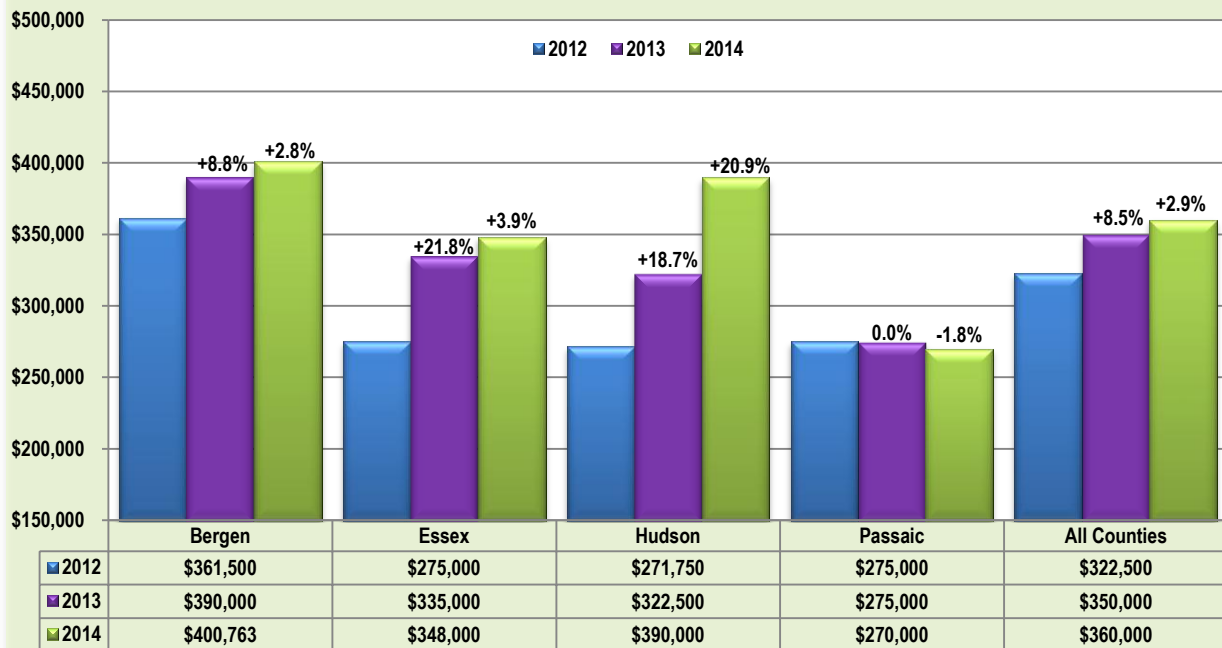


Median Sold Price – All Categories*

2010-2014



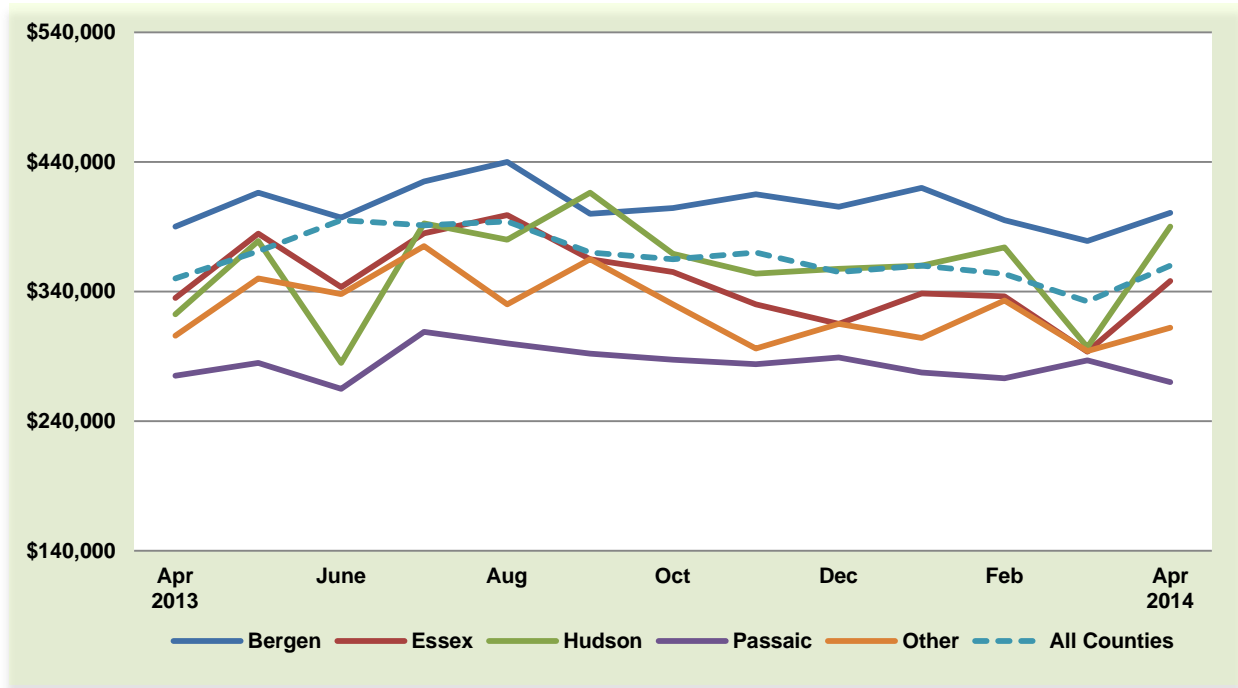
Month of APRIL



*Excludes Rentals

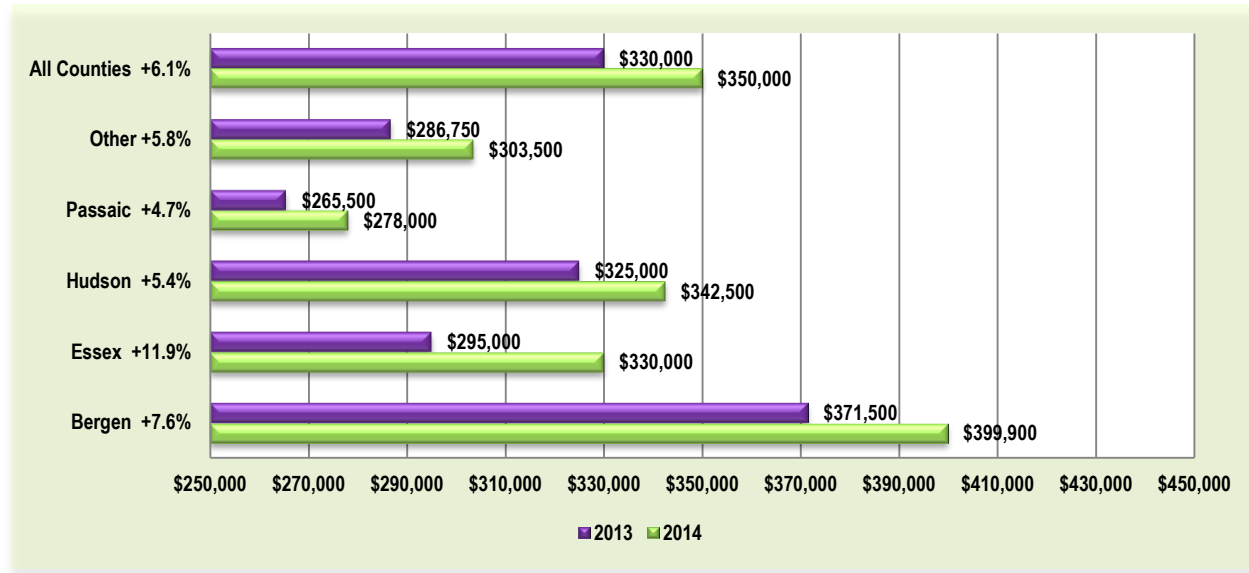
Median Sold Price by County – All Categories*

Past 12 months



YTD Median Sold Price – All Categories*

2013 vs. 2014 - As of APRIL 30th

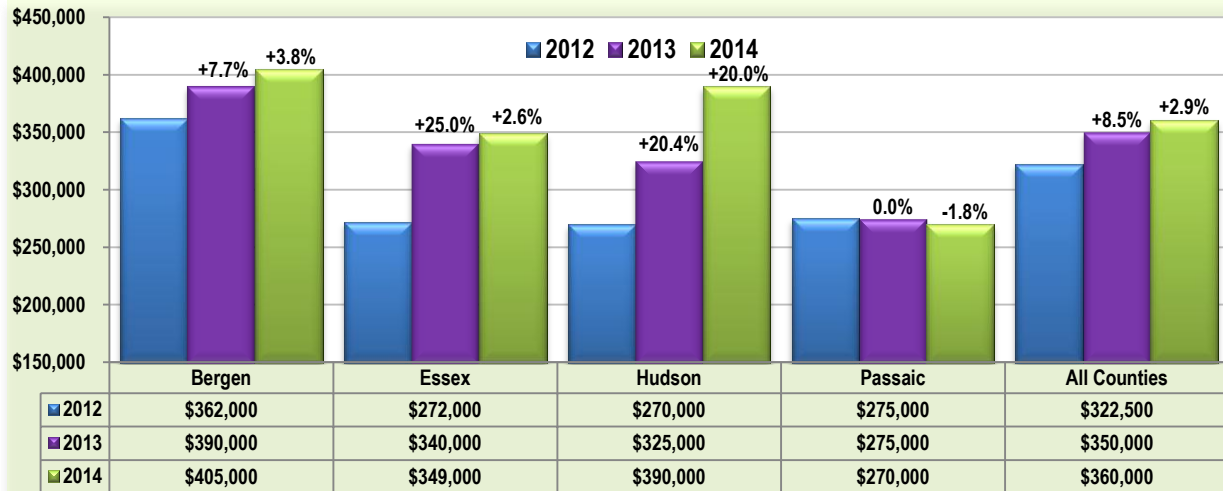


*Excludes Rentals

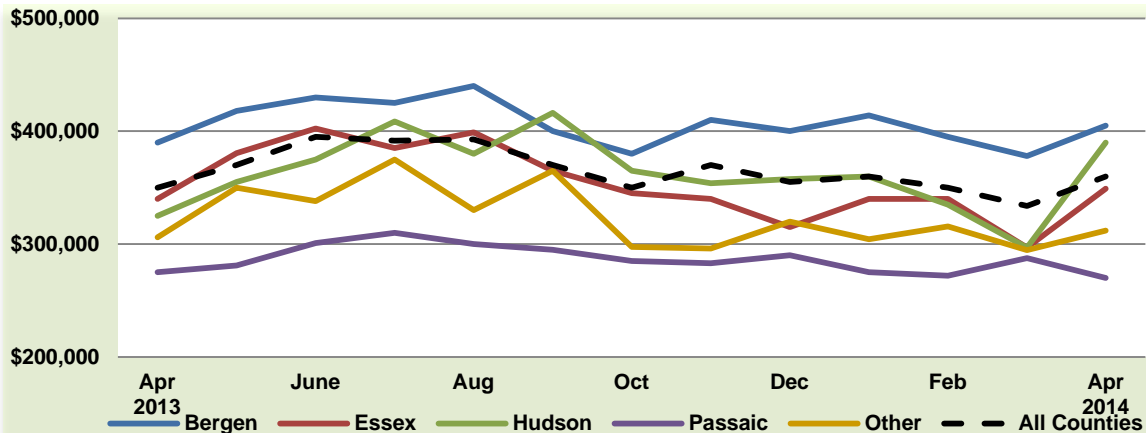
Median Sold Price – Residential

(Single Family, CCT, Multi-Family)

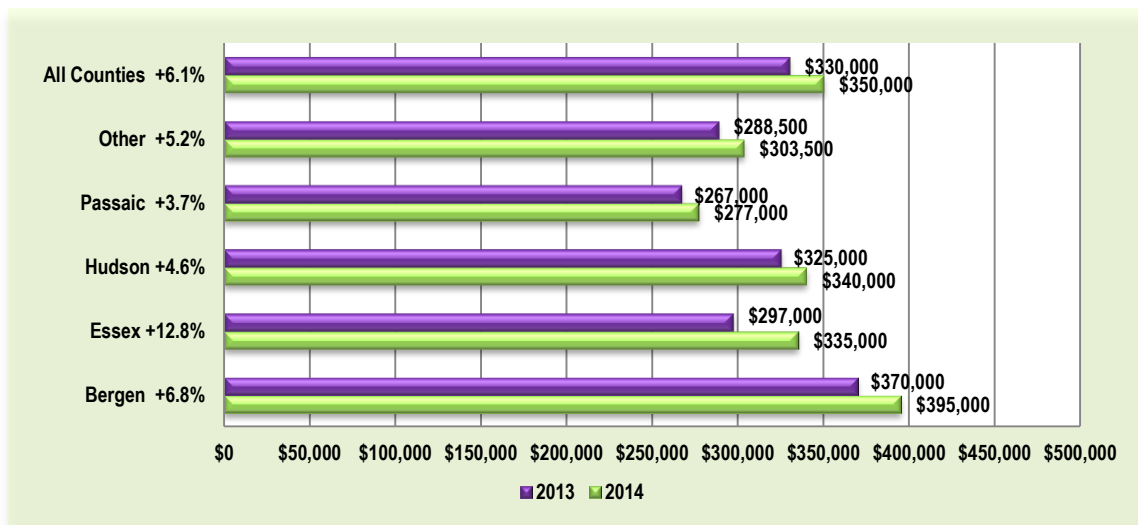
Median Sold Price by County – Month of APRIL



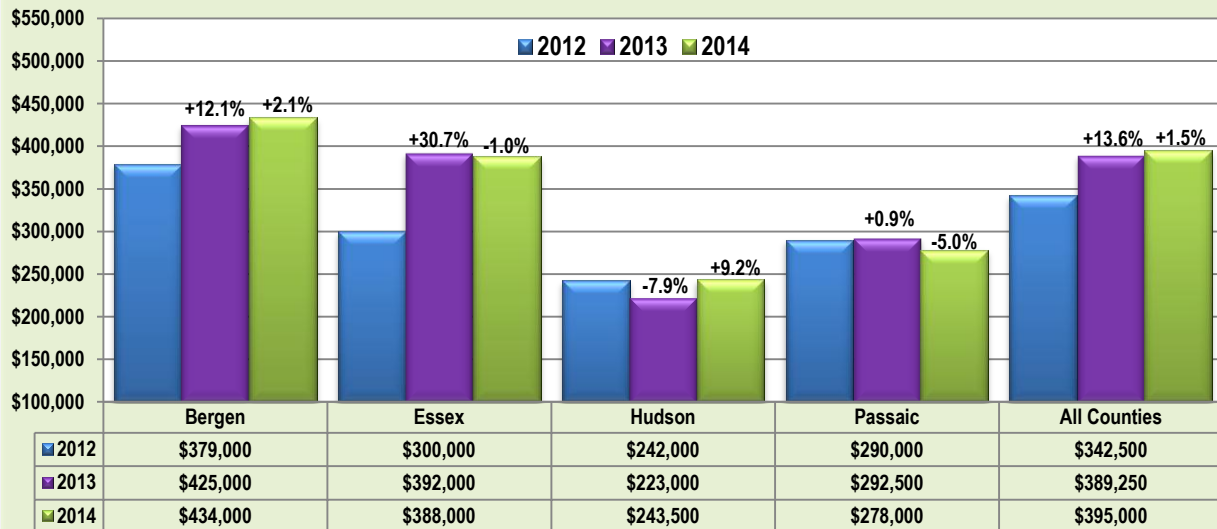
Past 12 Months



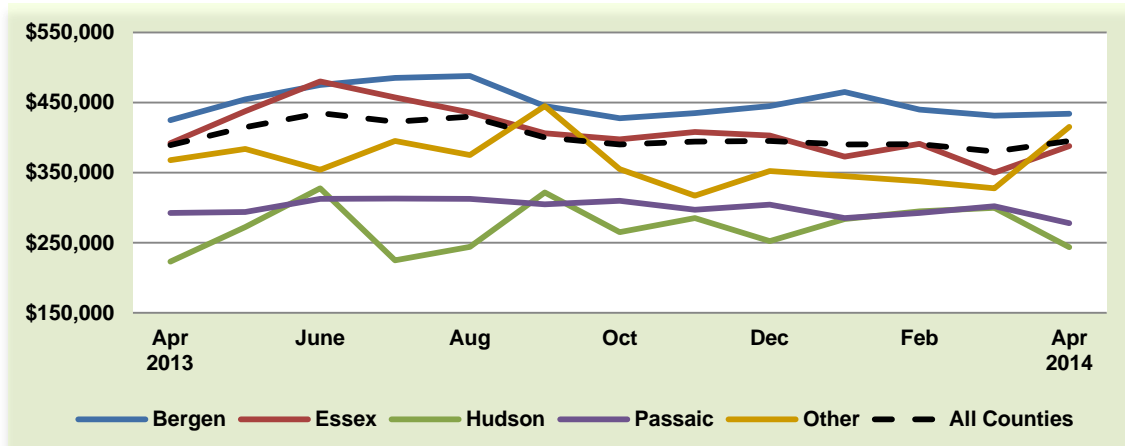
YTD 2013 vs. 2014 - As of APRIL 30th



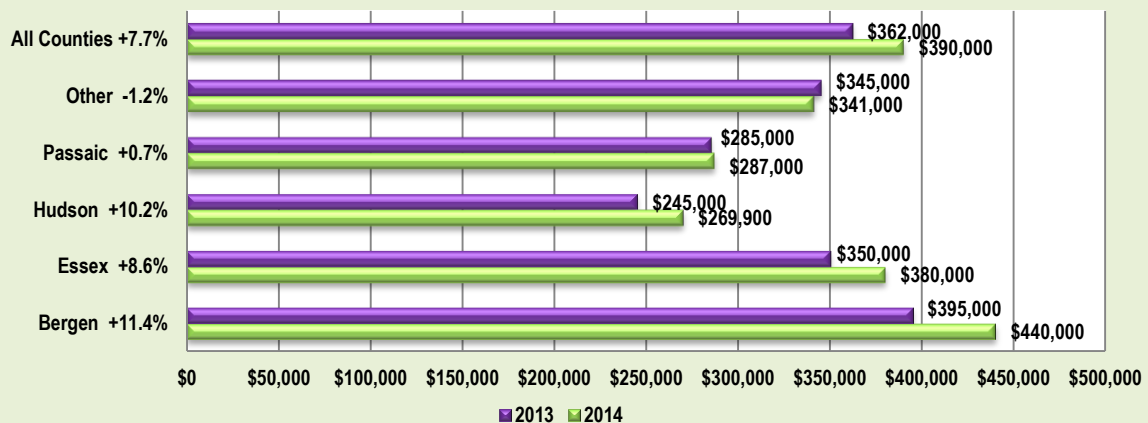
Median Sold Price – Single Family Month of APRIL



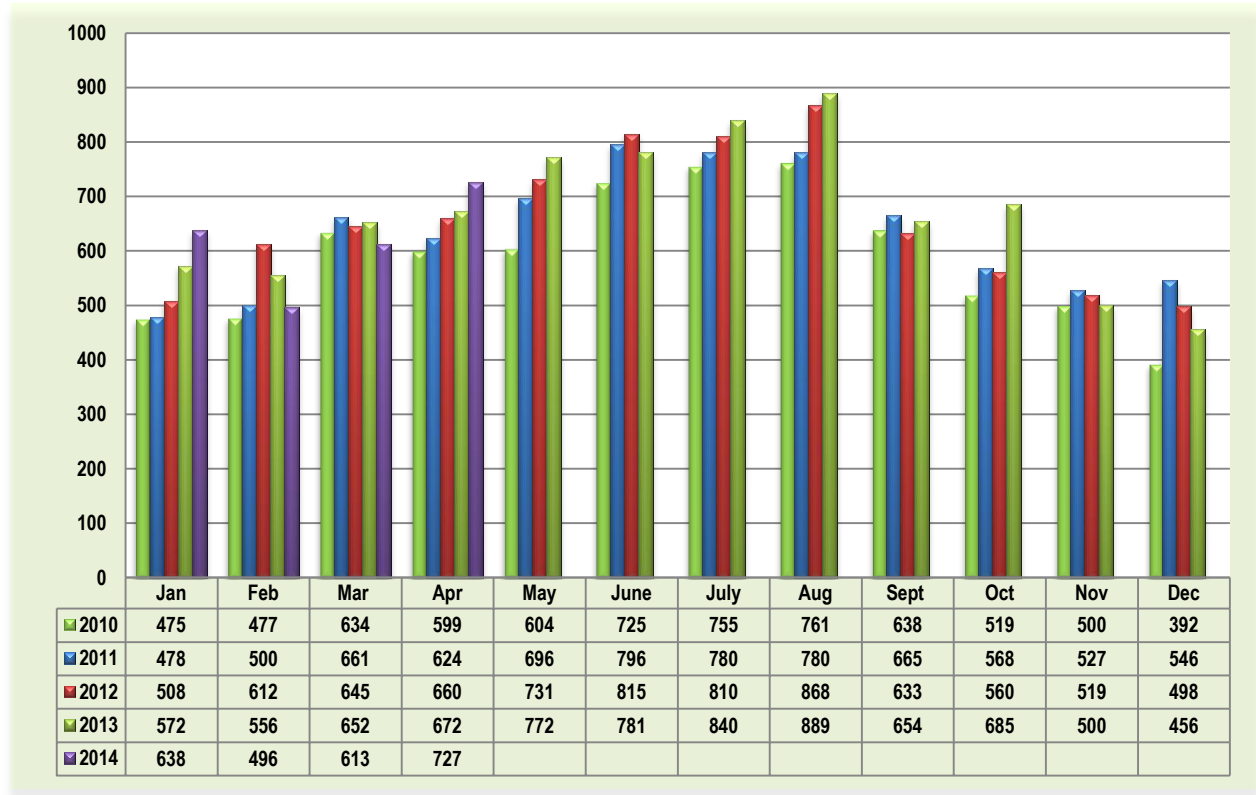
Past 12 Months



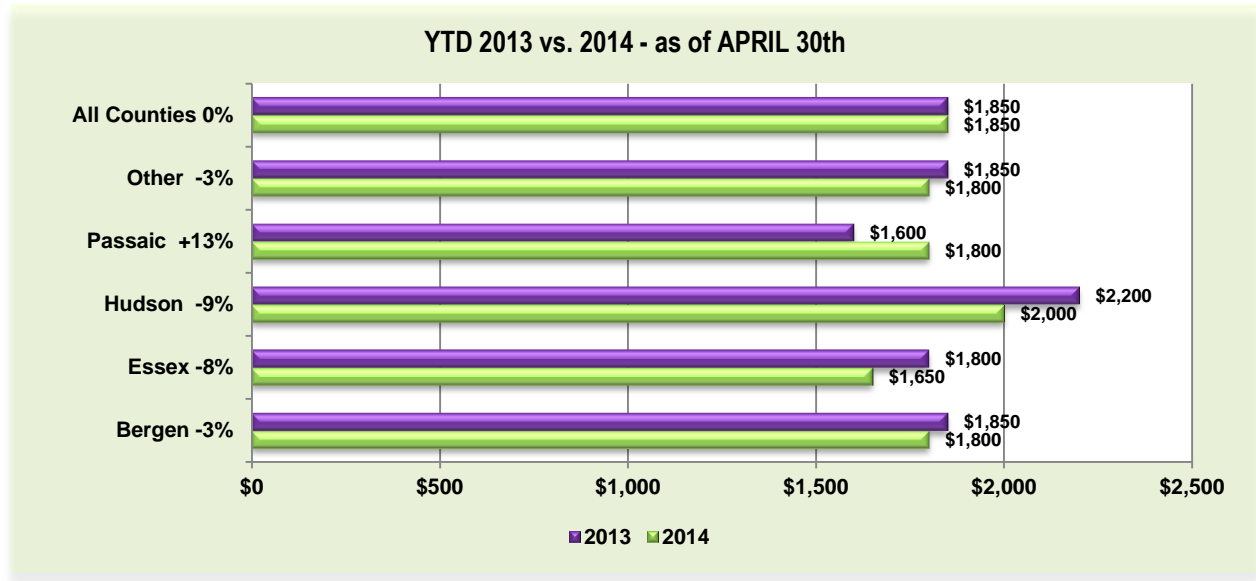
YTD 2013 vs. 2014 - As of APRIL 30th



Total Residential Rental - Units Leased 2010-2014



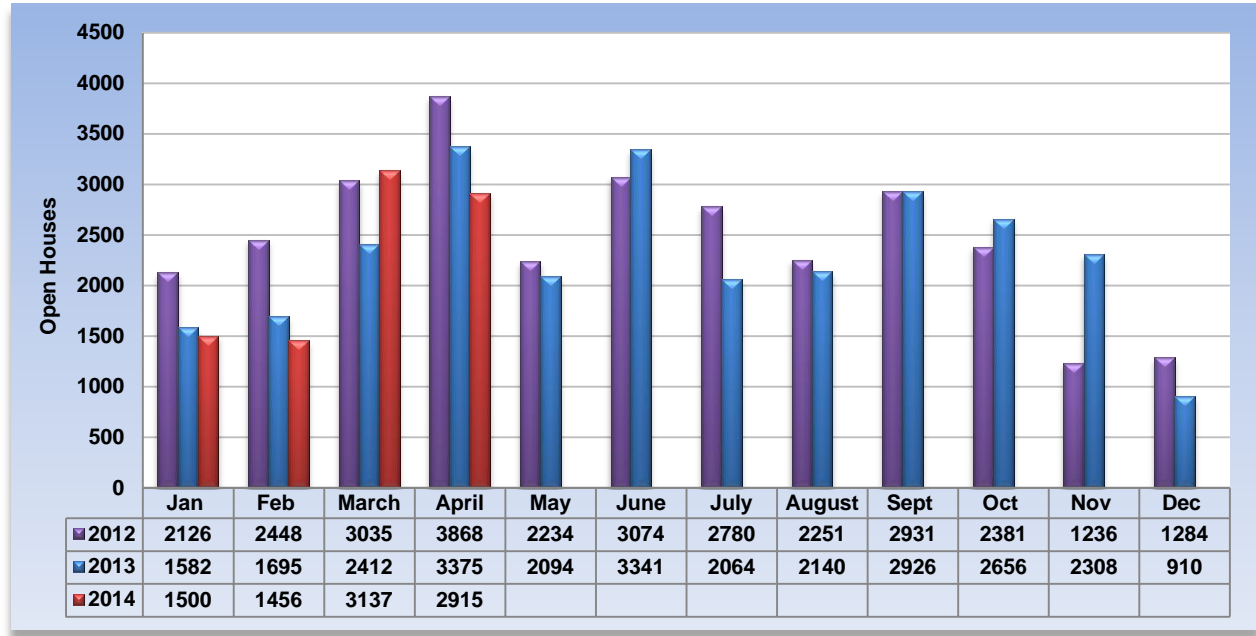
YTD Residential Rental Median Leased Price by County - As of APRIL 30th



2013 YTD Median Leased Price all Counties - \$1,850 2014 YTD Median Leased Price all Counties - \$1,850

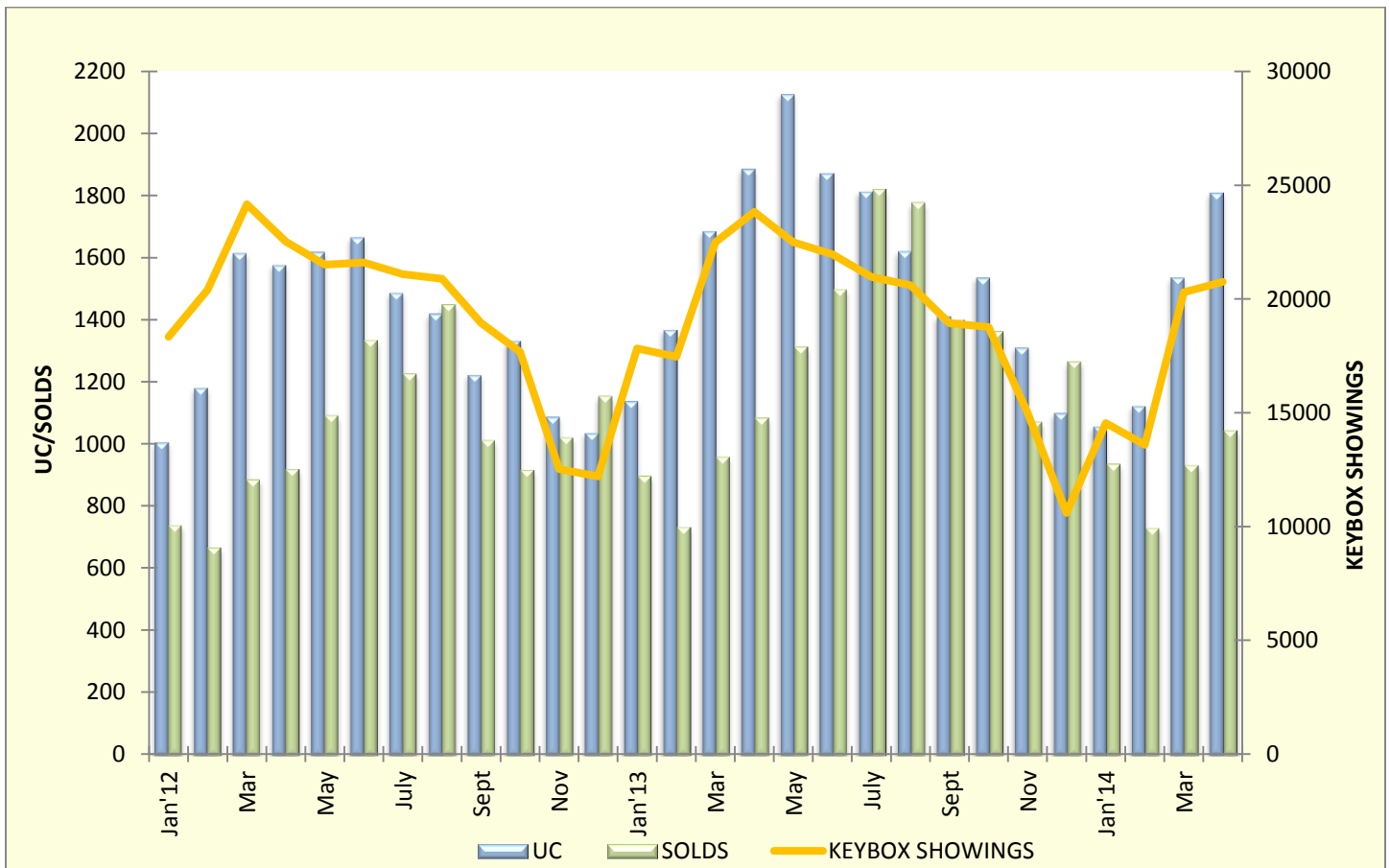
Other Market Indicators

Monthly Open House Count



Keybox Showings

APRIL – 20,755



NJMLS.com Hits

