

MARKET UPDATE

New Jersey Multiple Listing Service, Inc.

NOVEMBER 2018



NJMLS
New Jersey Multiple Listing Service, Inc.

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MARKET SNAPSHOT

New Listings	NOVEMBER 2018	NOVEMBER 2017	Prior Year % Change		OCTOBER 2018	Prior Month % Change		Page
New Listings Monthly	3,126	2,994	4.4%	↑	4,060	-23.0%	↓	6
YTD New Listings – All Categories	45,182	43,366	4.2%	↑	n/a			7
YTD New Listings – Residential	30,881	29,312	5.4%	↑	n/a			7
YTD New Listings – Single Family	20,135	19,039	5.8%	↑	n/a			7
Active Listings Monthly - at end of month	10,758	11,266	-4.5%	↓	11,542	-6.8%	↓	8
Average List Price Monthly	\$536,212	\$527,903	1.6%	↑	\$574,459	-6.7%	↓	9
New Rental Listings Monthly	932	914	2.0%	↑	1040	-10.4%	↓	11
Average Rental List Price Monthly	\$2,504	\$2,444	2.5%	↑	\$2,547	-1.7%	↓	12
Under Contracts	NOVEMBER 2018	NOVEMBER 2017	Prior Year % Change		OCTOBER 2018	Prior Month % Change		Page
Total Under Contract Monthly	1,735	1,759	-1.4%	↓	2,130	-18.5%	↓	13
YTD Under Contract – All Categories	22,866	22,662	0.9%	↑	n/a			14
YTD Under Contract – Residential	22,284	22,193	0.9%	↑	n/a			14
YTD Under Contract – Single Family	14,436	14,241	1.4%	↑	n/a			14
Absorption Rate (Months Inventory)	NOVEMBER 2018	NOVEMBER 2017	Prior Year % Change		OCTOBER 2018	Prior Month % Change		Page
- All Categories	5.3	5.2	1.9%	↑	5.6	-5.4%	↓	17
- Residential	3.7	3.5	5.7%	↑	4.0	-7.5%	↓	17
- Single Family	3.7	3.5	5.7%	↑	4.1	-9.8%	↓	18
- Condo/Coop/Townhouse	3.9	3.7	5.4%	↑	4.3	-9.3%	↓	18

Solds	NOVEMBER 2018	NOVEMBER 2017	Prior Year % Change		OCTOBER 2018	Prior Month % Change		Page
Total Sold Monthly	1,530	1,564	-2.2%	↓	1779	-14.0%	↓	19
YTD Solds – All Categories	18,681	18,477	1.1%	↑	n/a			20
Total Sold Monthly - Residential	1,495	1,536	-2.7%	↓	1746	-14.4%	↓	21
YTD Solds – Residential	18,316	18,138	1.0%	↑	n/a			20
Total Sold Monthly - Single Family	969	966	0.3%	↑	1,044	-7.2%	↓	23
YTD Solds -Single Family	11,646	11,594	0.4%	↑	n/a			20
Average Days on the Market	67	67	0.0%		71	-5.6%	↓	25

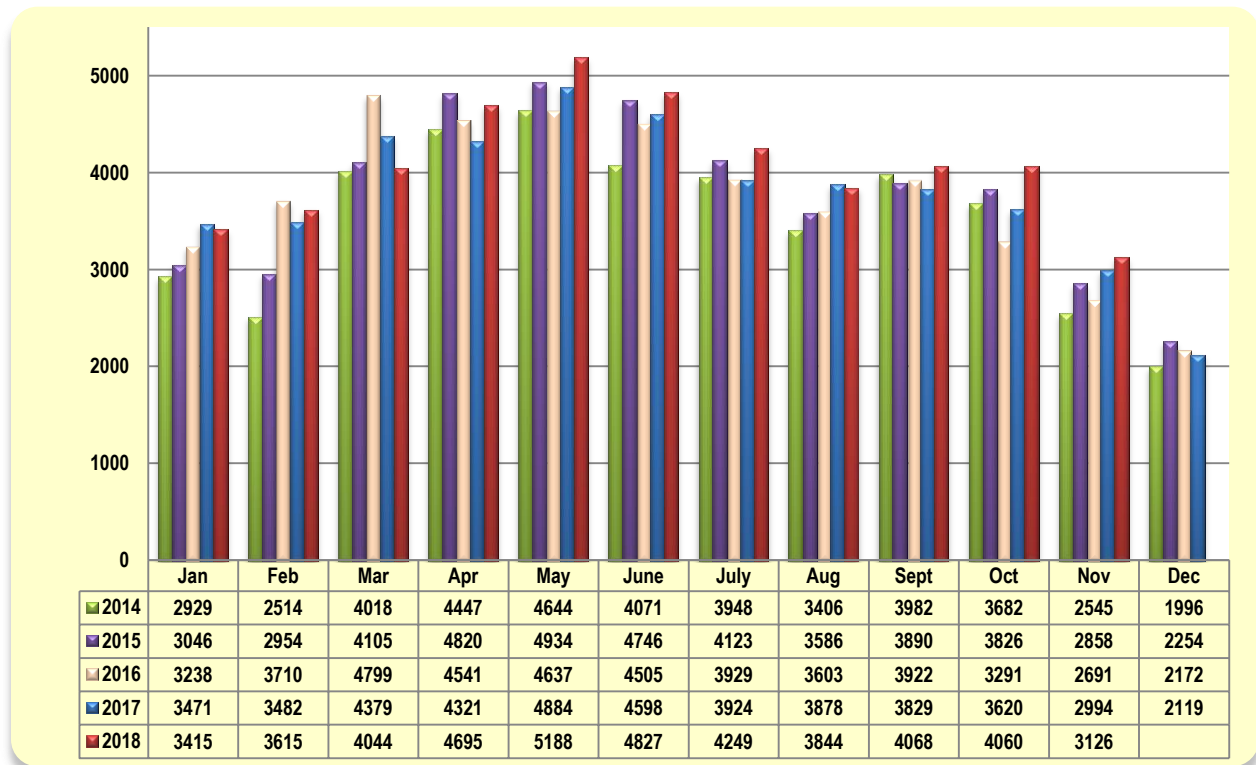
Median Sold Price Monthly - All Categories	\$400,000	\$378,750	5.6%	↑	\$395,000	1.3%	↑	26
Median Sold Price Monthly – Residential	\$400,000	\$379,500	5.4%	↑	\$395,000	1.3%	↑	28
Median Sold Price Monthly – Single Family	\$430,000	\$406,500	5.8%	↑	\$420,000	2.4%	↑	29

Leased	NOVEMBER 2018	NOVEMBER 2017	Prior Year % Change		OCTOBER 2018	Prior Month % Change		Page
Total Leased	629	668	-5.8%	↓	767	-18.0%	↓	30
YTD Leased Price by County	\$2,095	\$2,050	2.2%	↑	n/a			30

Other Market Indicators	NOVEMBER 2018	NOVEMBER 2017	Prior Year % Change		OCTOBER 2018	Prior Month % Change		Page
Keybox Showings	17,763	18,135	-2.1%	↓	22,201	-20.0%	↓	32
Open House Counts	3,914	2,885	35.7%	↑	5,100	-23.3%	↓	32
NJMLS.com Hits	455,857	455,850	0.0%		544,303	-16.2%	↓	33

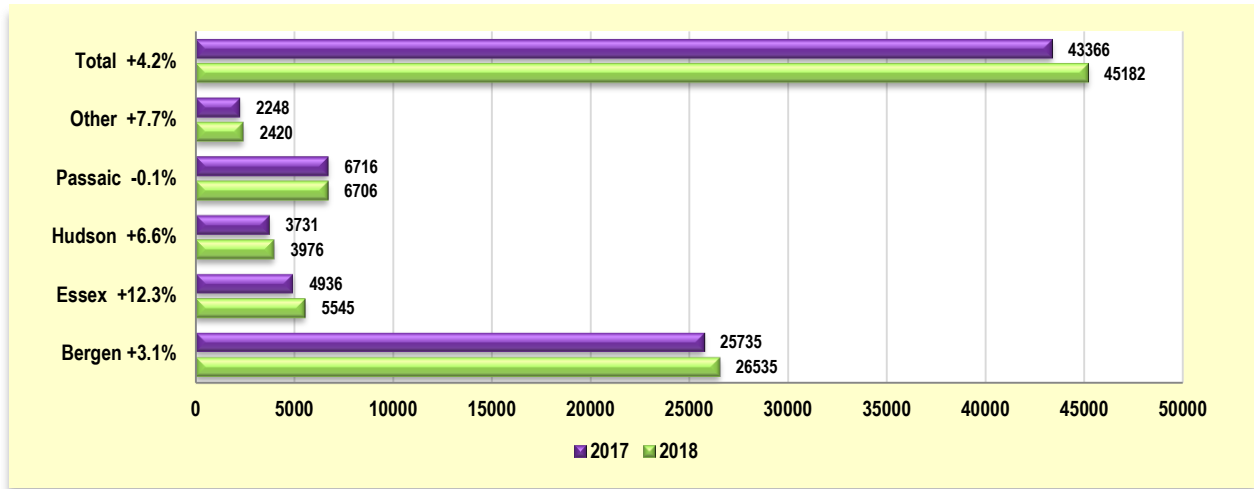
New Listings - All Categories

2014-2018



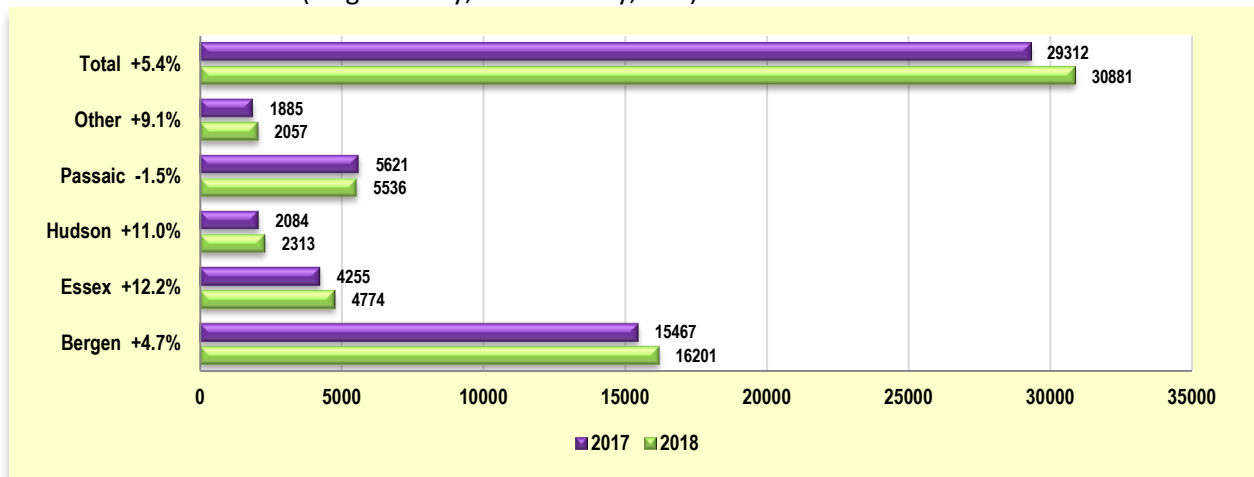
YTD New Listings by County - All Categories

As of November 30th



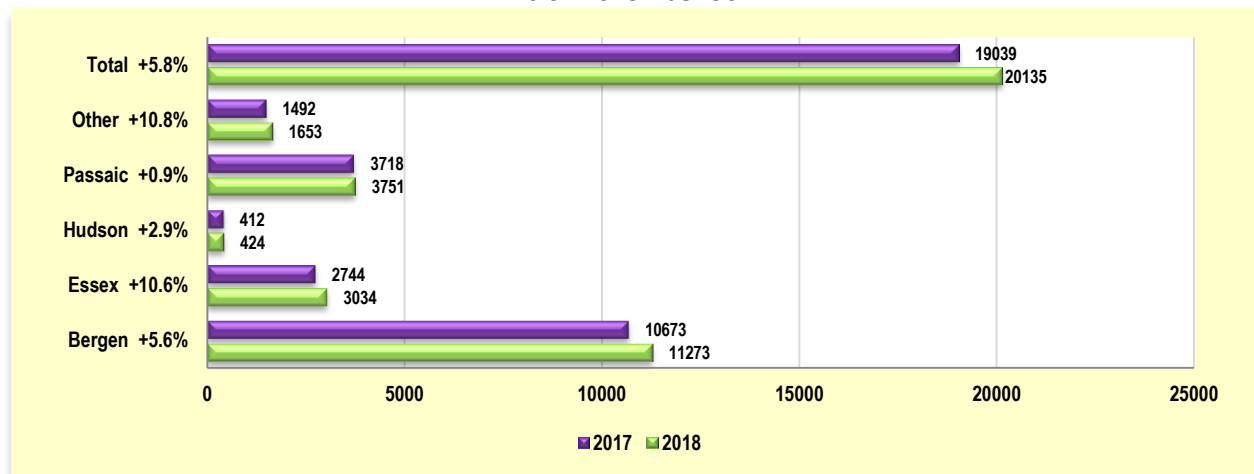
YTD New Listings by County - Residential

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



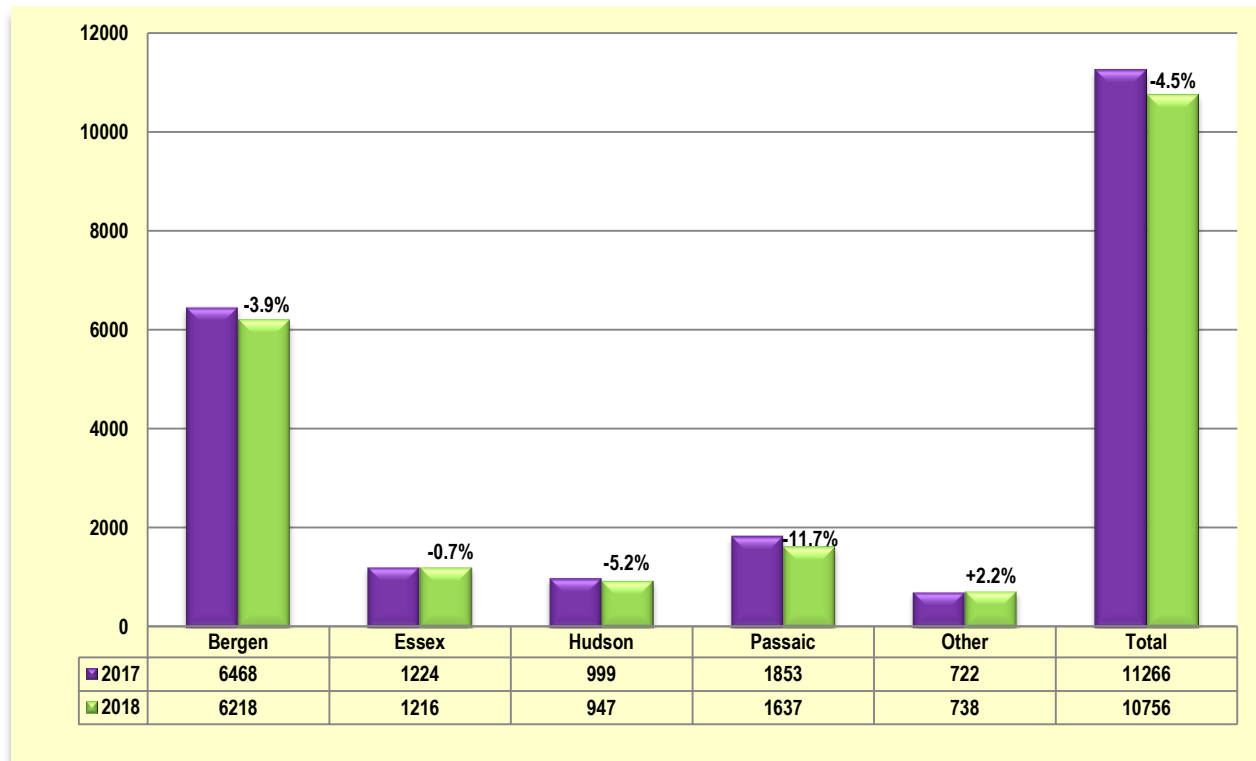
YTD New Listings by County - Single Family

As of November 30th



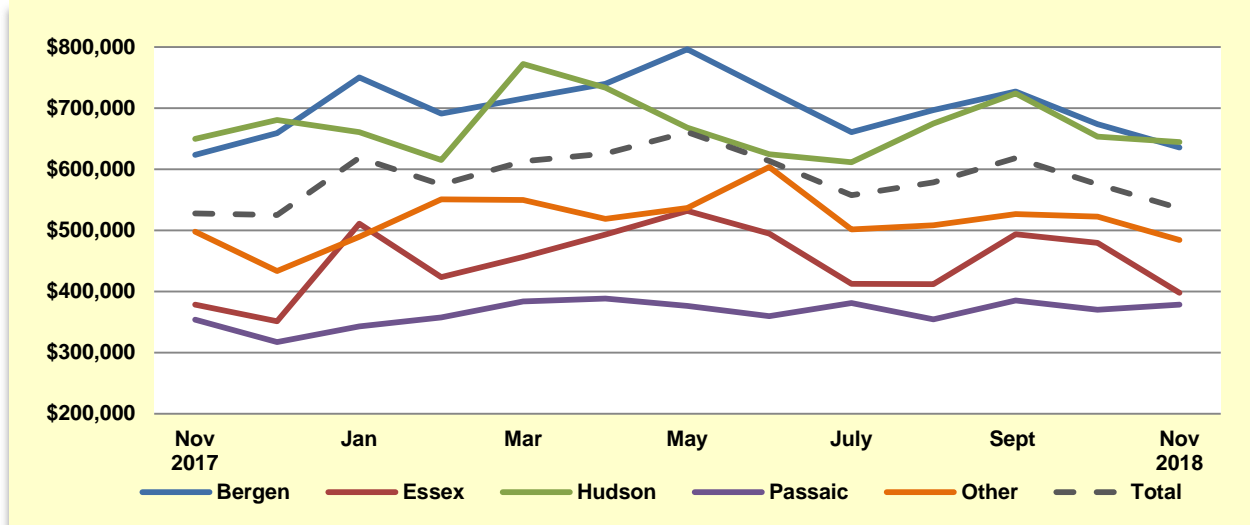
2017 vs. 2018 Active Listings by County

All Categories by County as of November 30th



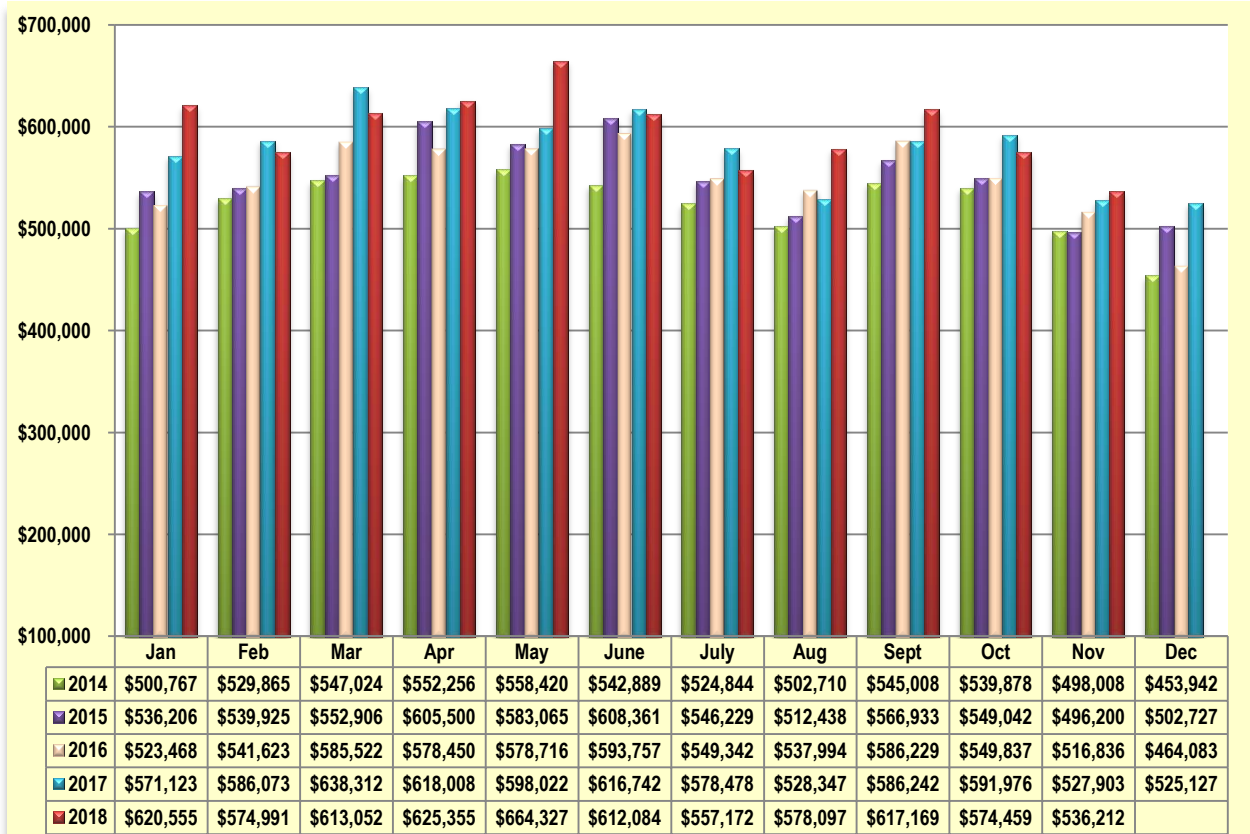
Average List Price by County – All Categories*

Past 12 Months



Average List Price – All Counties

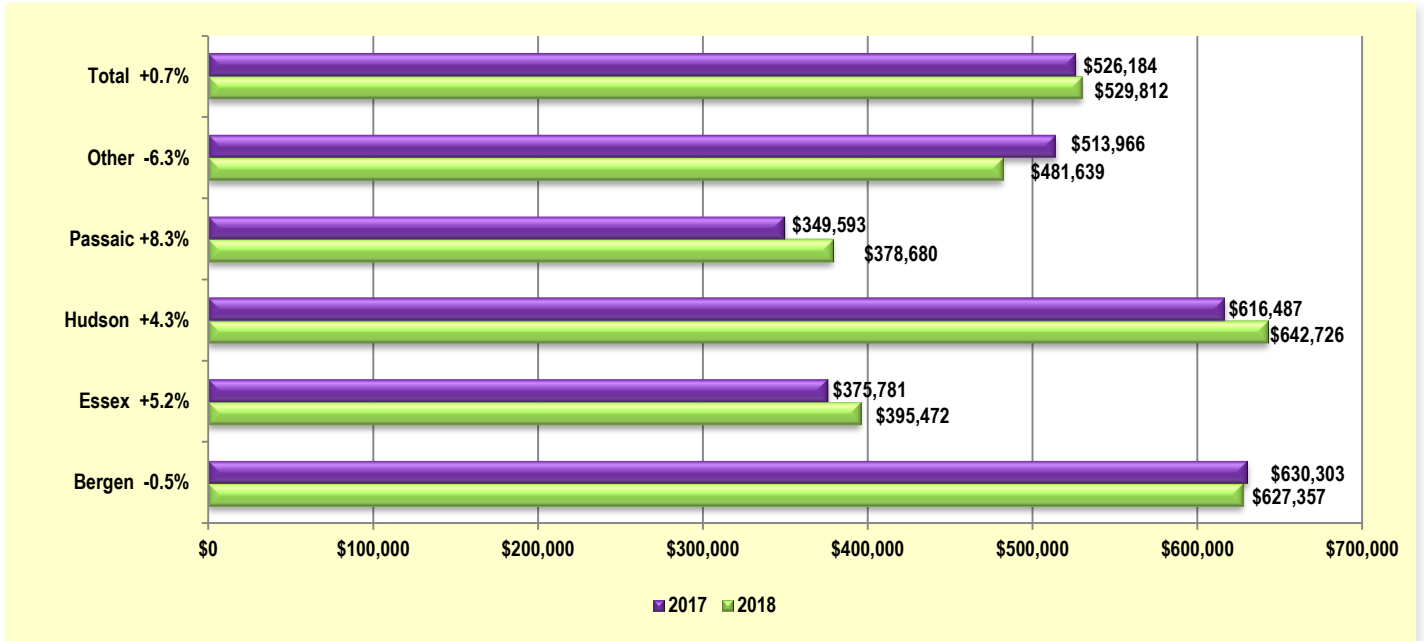
All Categories*- 2014-2018



*Excludes Commercial & Rentals

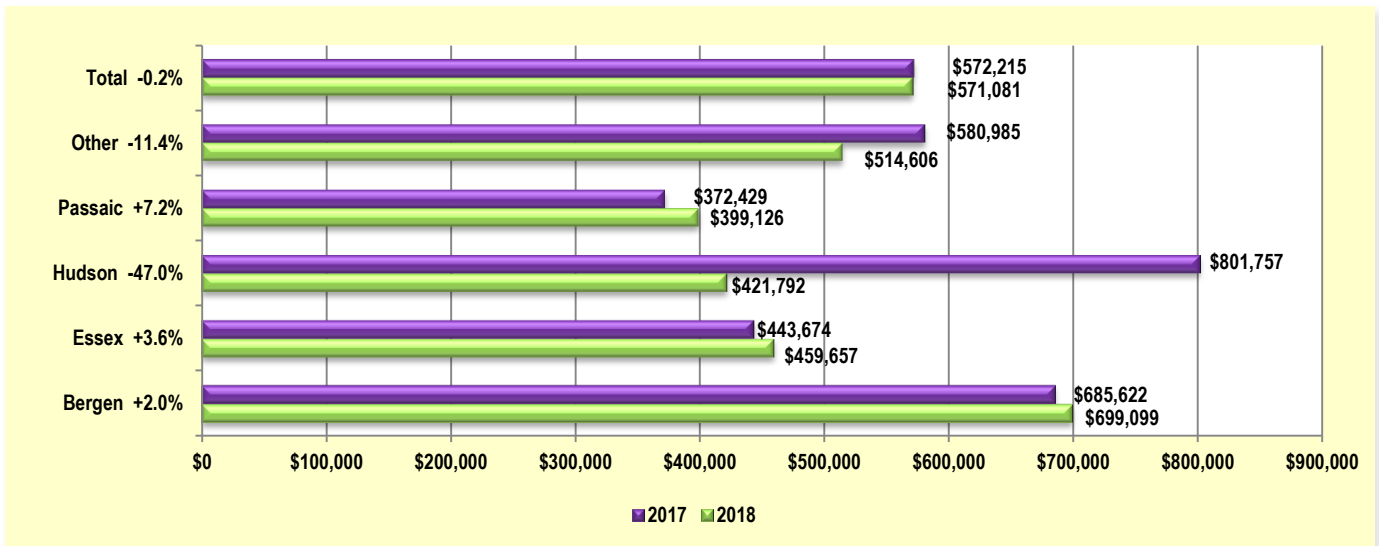
Average List Price by County - Residential

Month of November



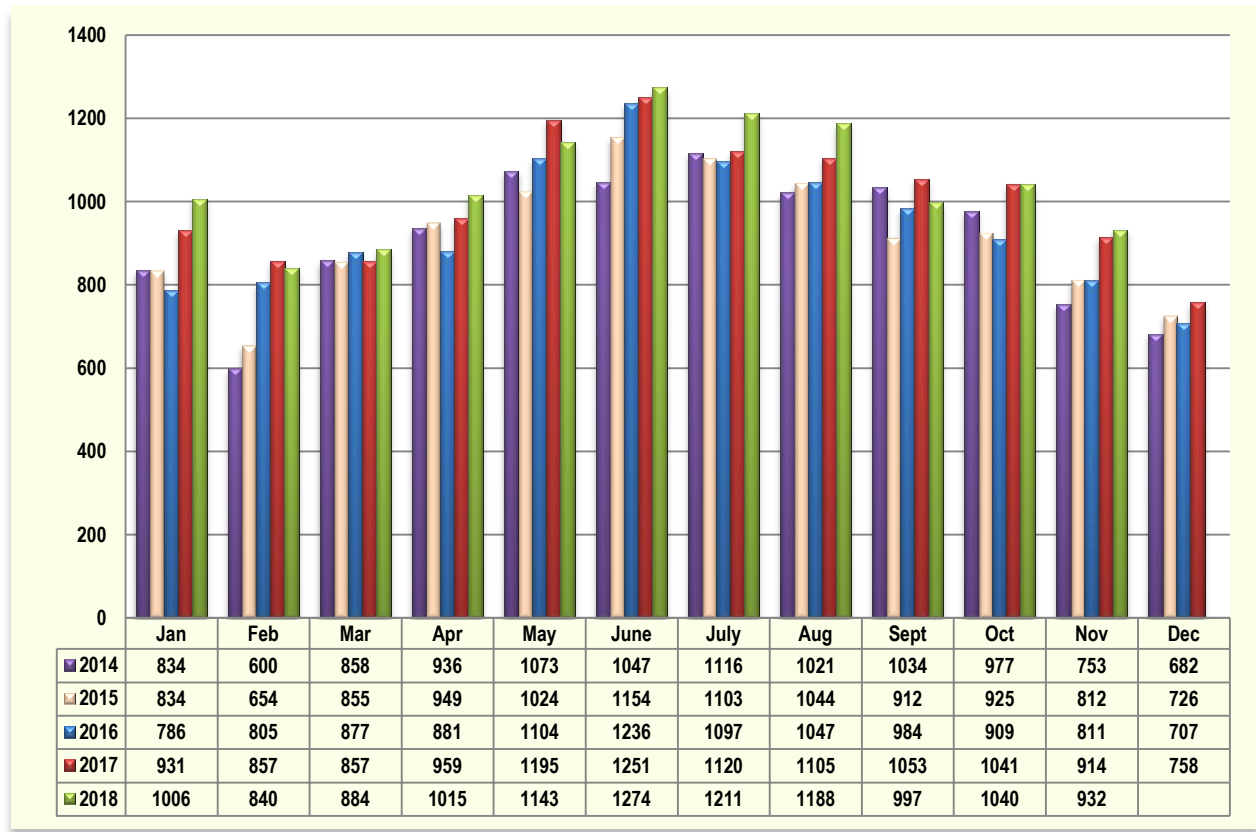
Average List Price by County – Single Family

Month of November



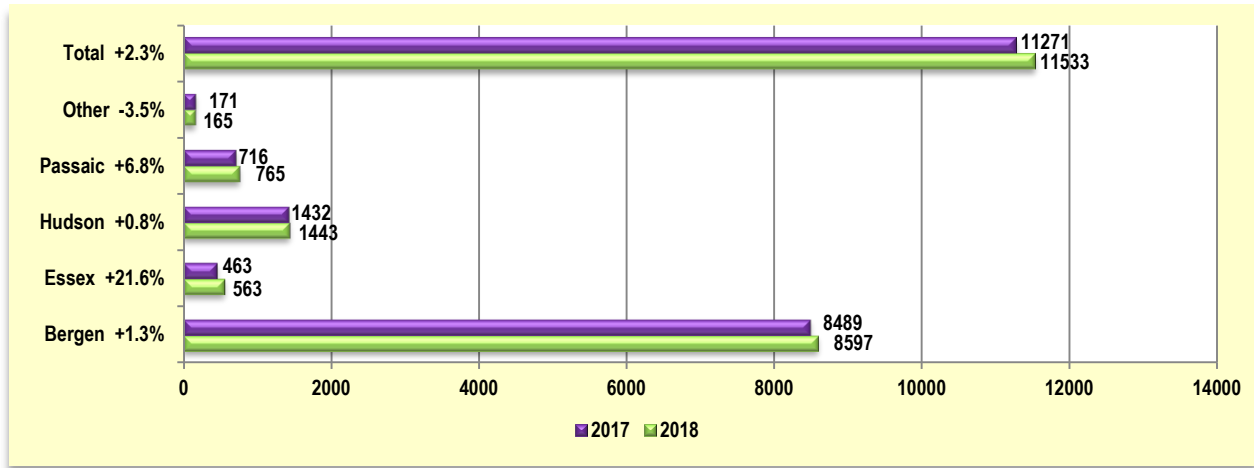
New Residential Rental Listings

2014-2018



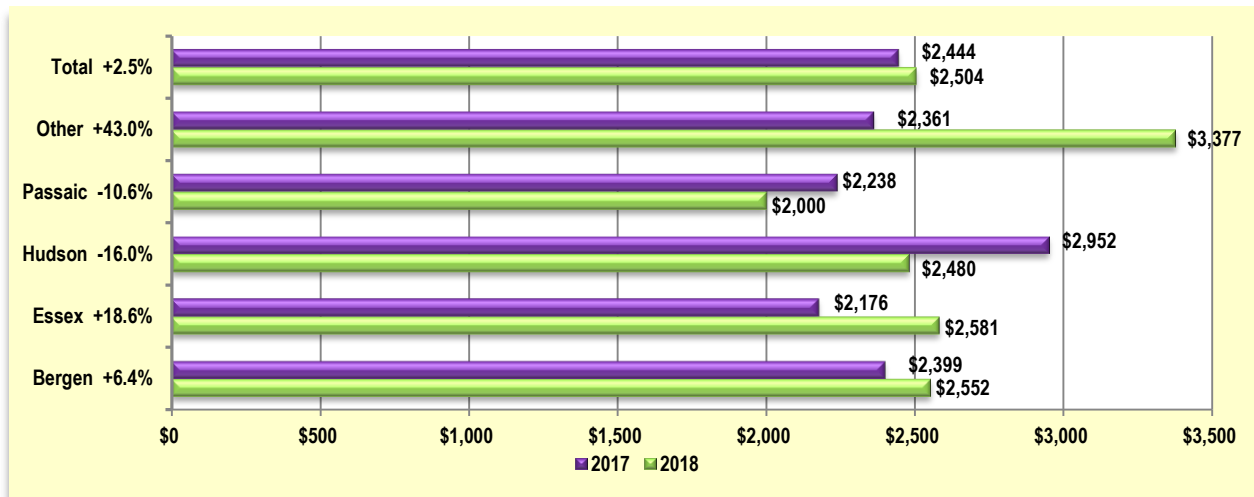
YTD New Residential Rental Listings by County

As of November 30th



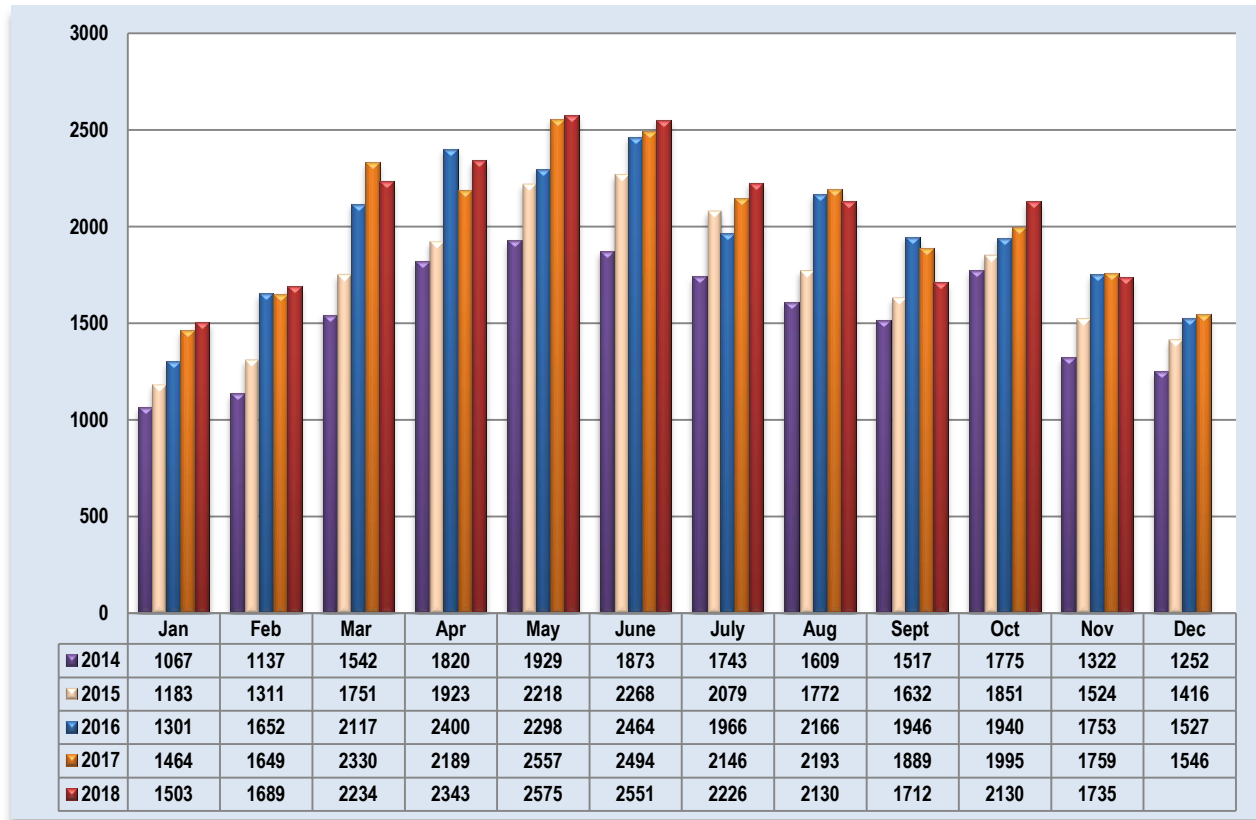
Average Residential Rental List Price

Month of November



Under Contract – All Categories*

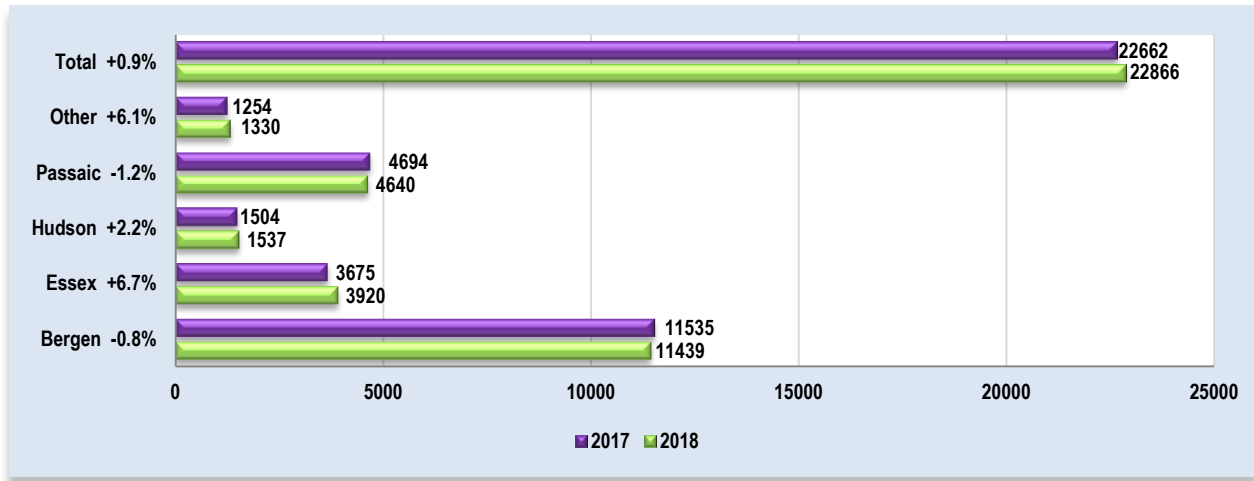
2014-2018



*Excludes Rentals

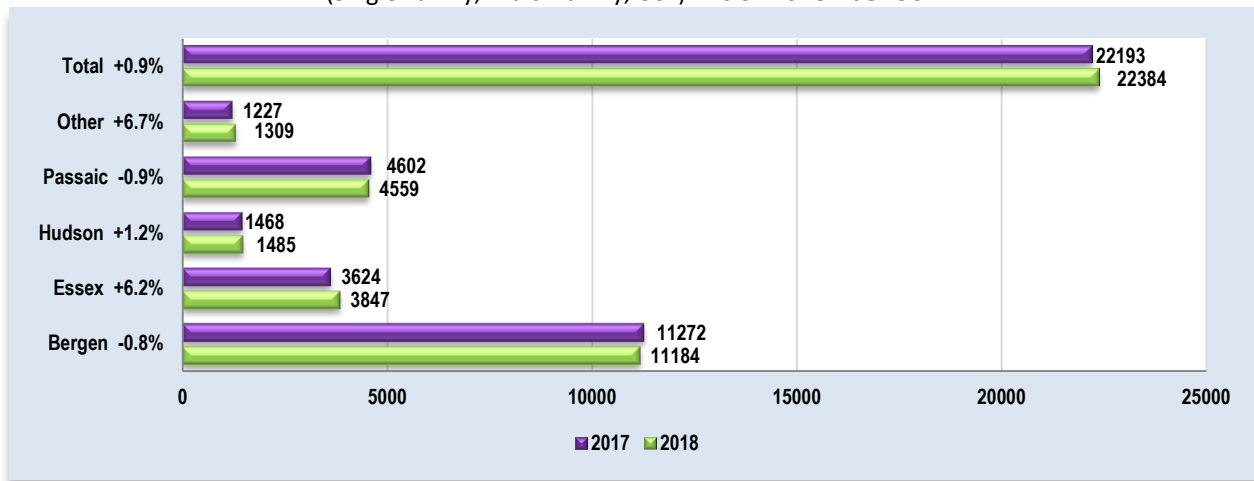
YTD Under Contract by County - All Categories*

As of November 30th



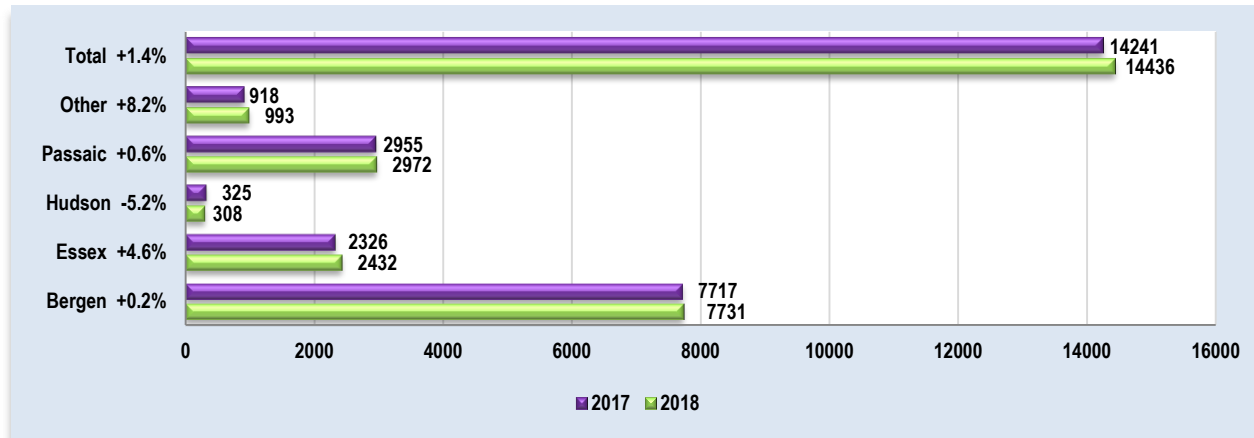
YTD Under Contract by County - Residential

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



YTD Under Contract by County - Single Family

As of November 30th

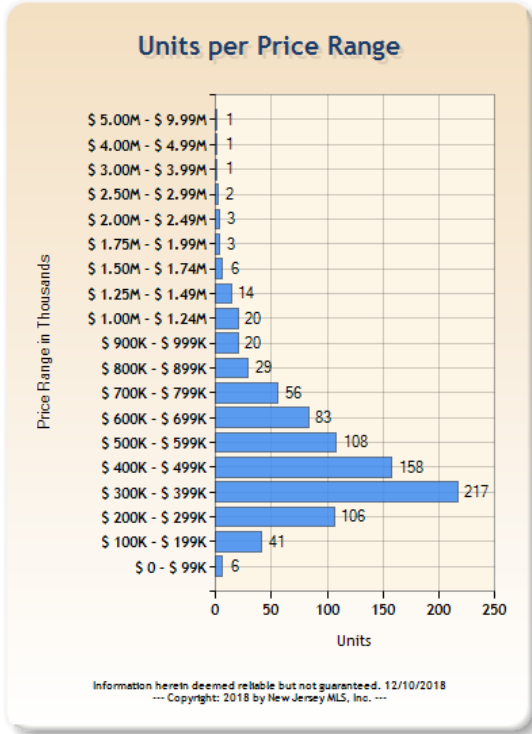


*Excludes Rentals

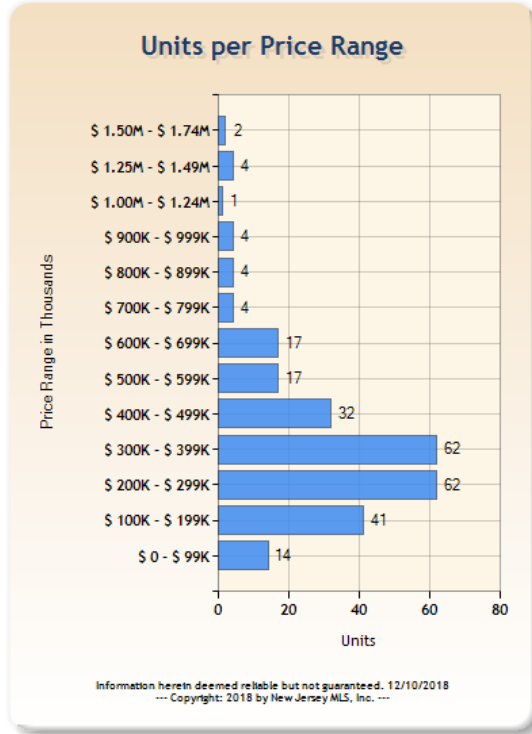
Under Contract by Price Range - RES

(Single Family, Multi-Family, CCT) – November 30th

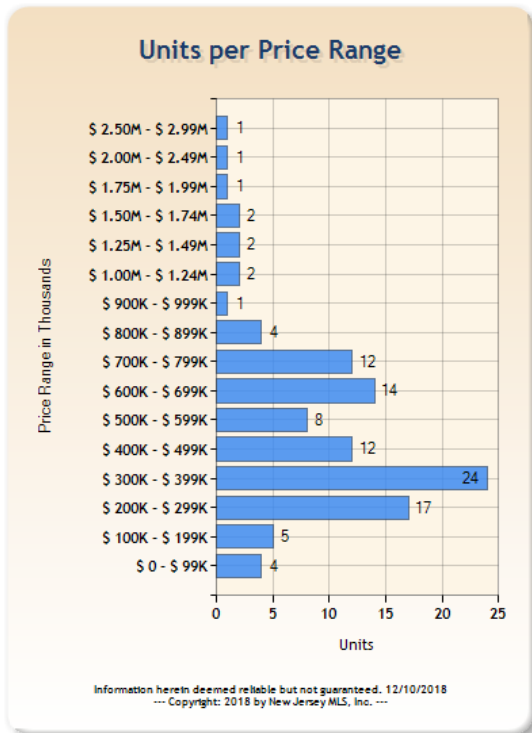
Bergen



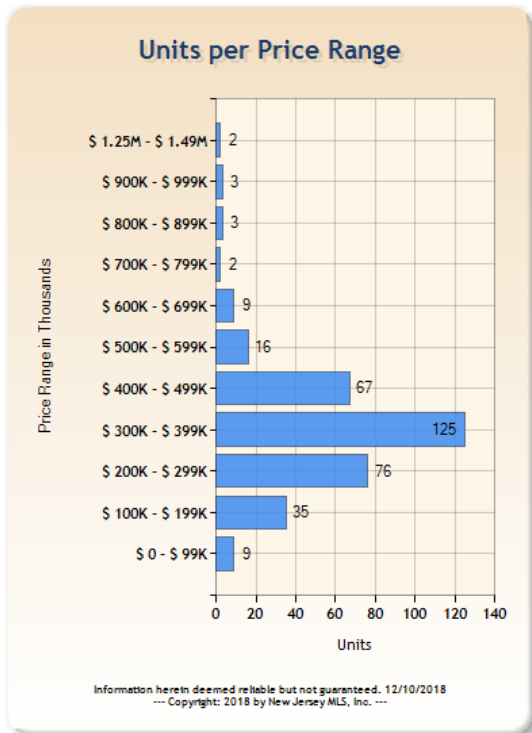
Essex



Hudson



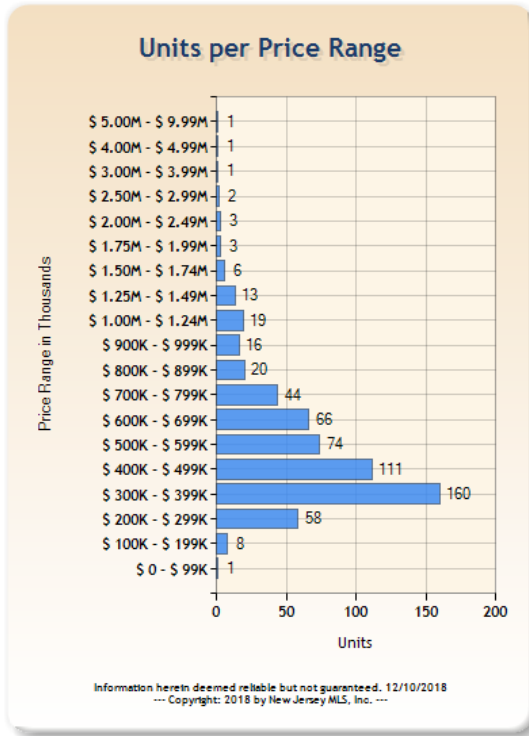
Passaic



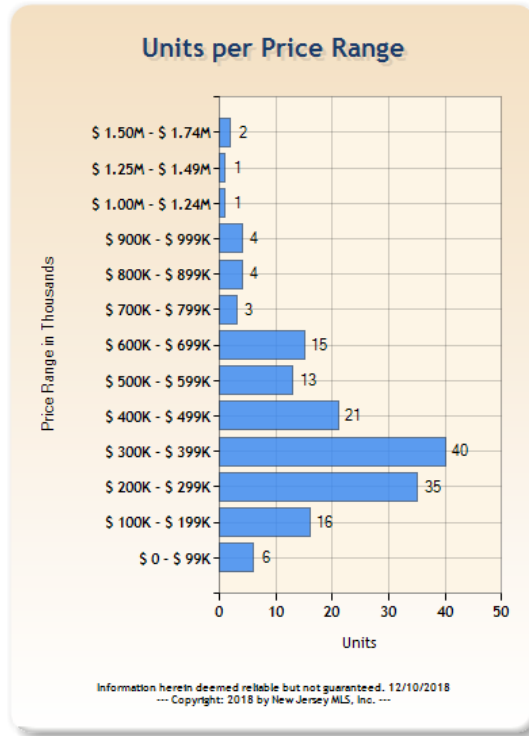
Under Contract by Price Range – Single Family

November 30th

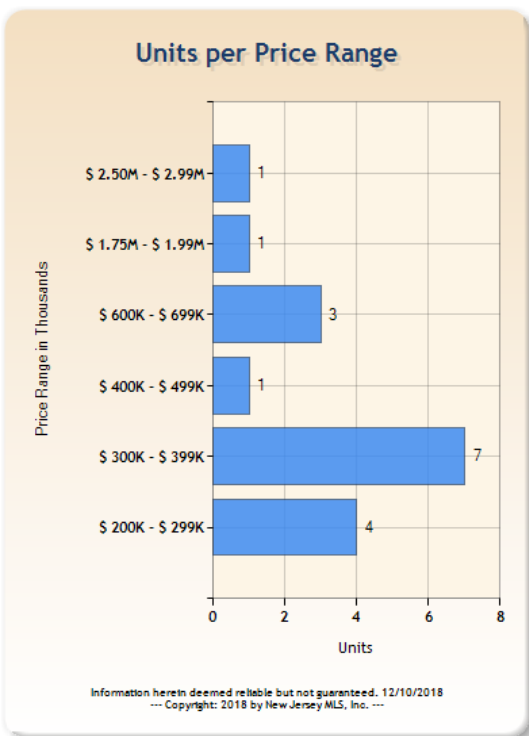
Bergen



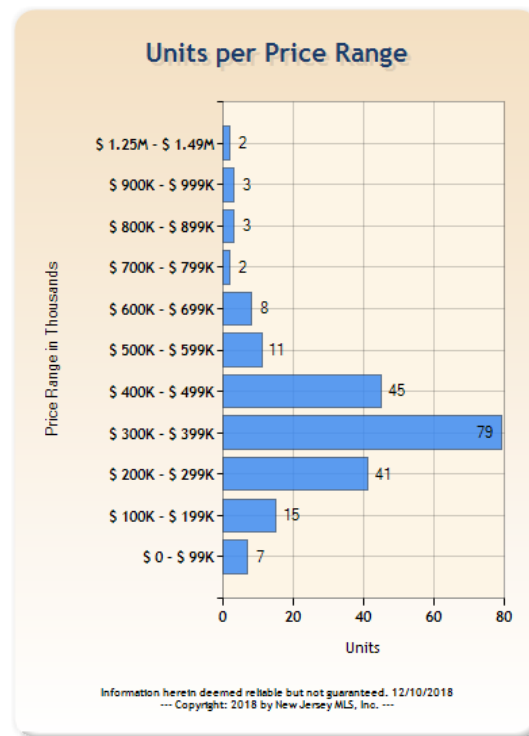
Essex



Hudson



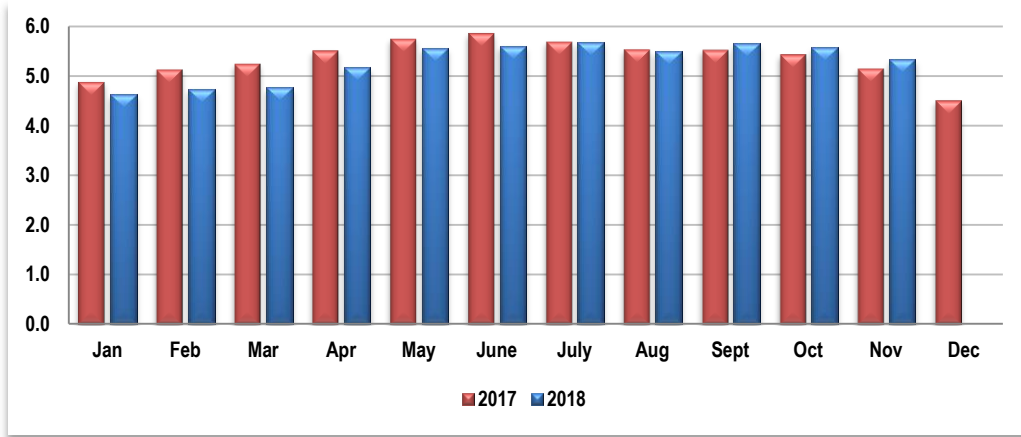
Passaic



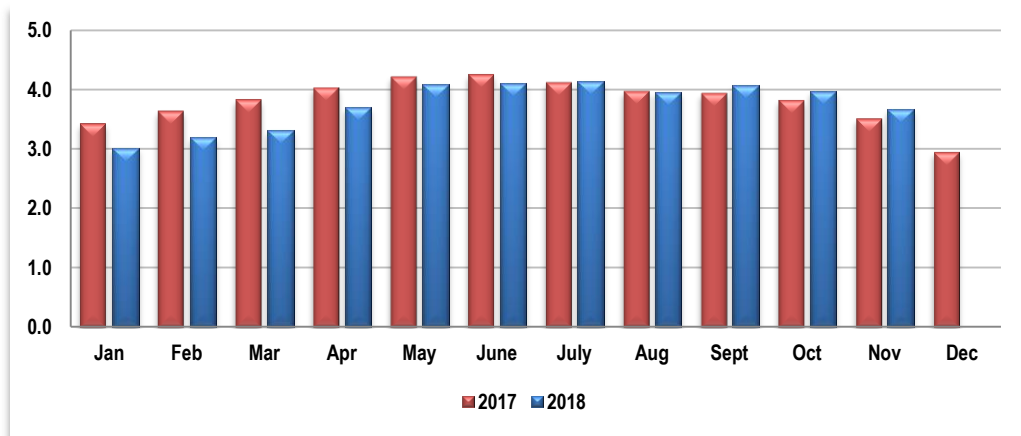
Absorption Rate (Months Inventory)

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

All Categories – 5.3 Months (All Categories except Rental)



Residential – 3.7 Months (Single Family, Multi-Family, CCT)

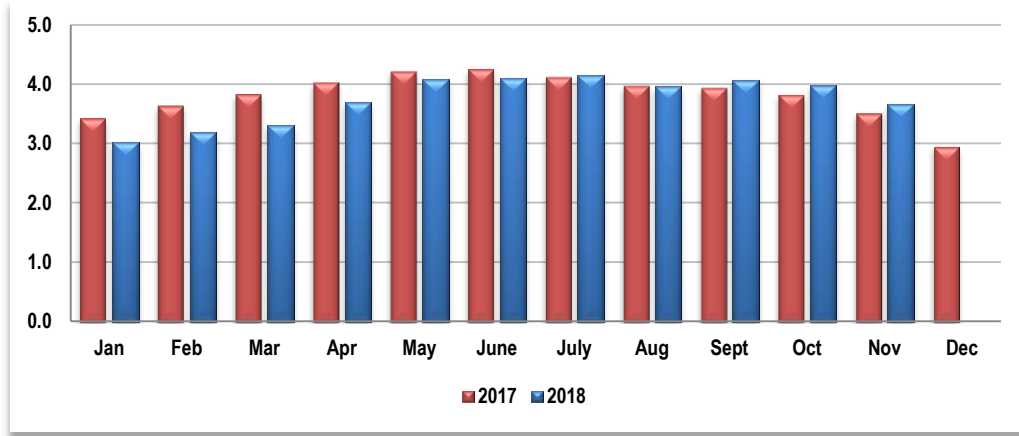


Absorption Rate (Months Inventory)

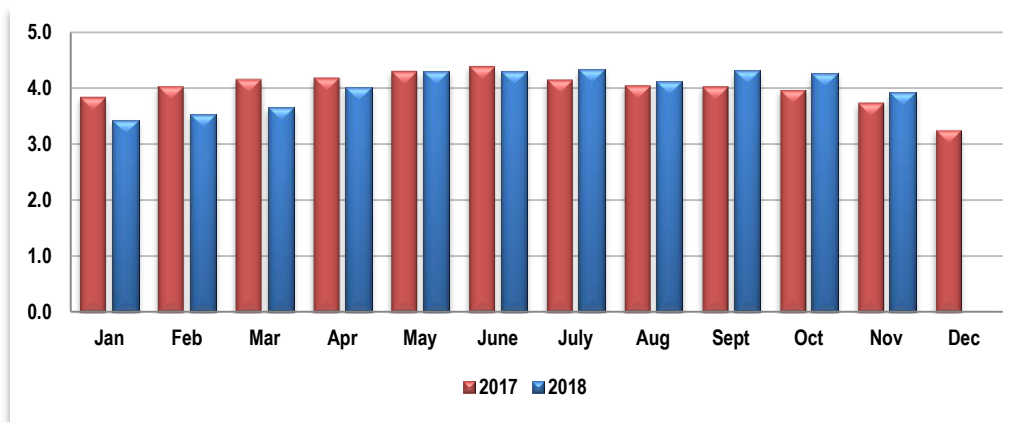
As of November 30th

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

Single Family – 3.7 Months

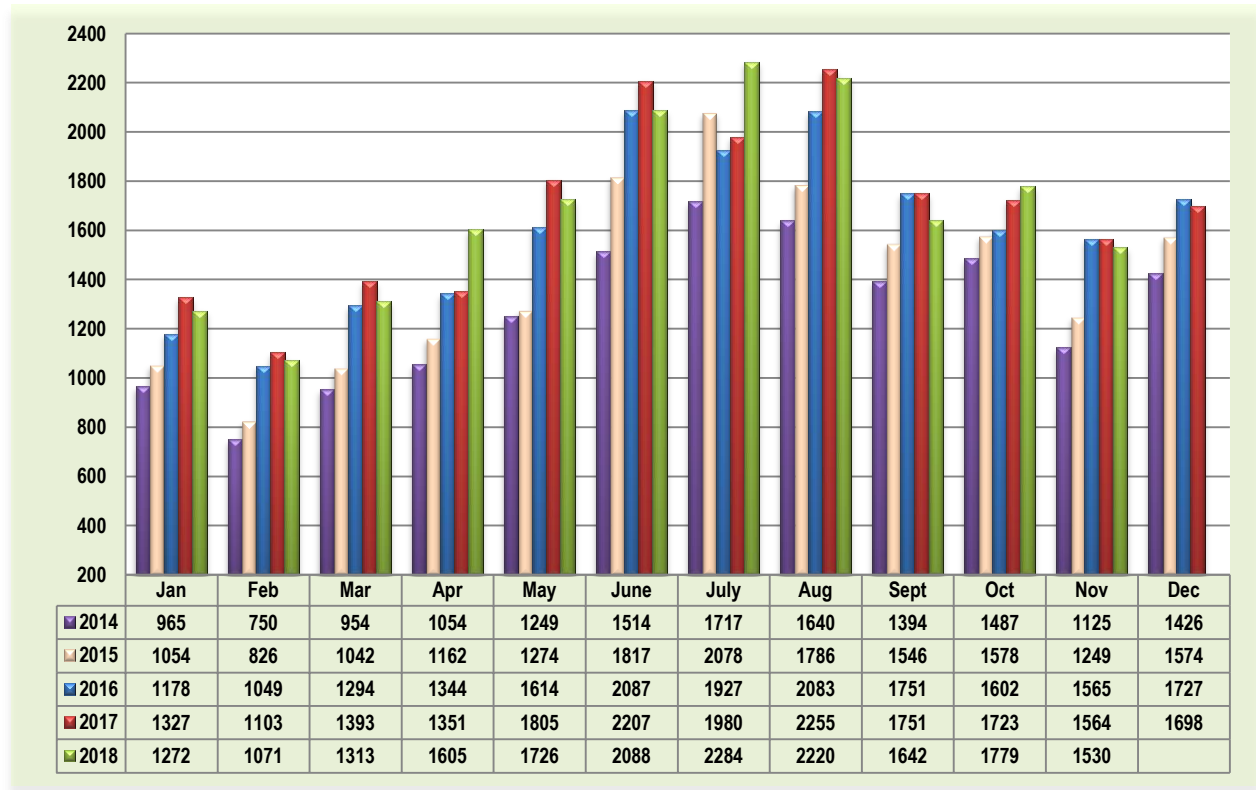


Condo/Co-op/Townhouse – 3.9 Months



Total Units Sold – All Categories*

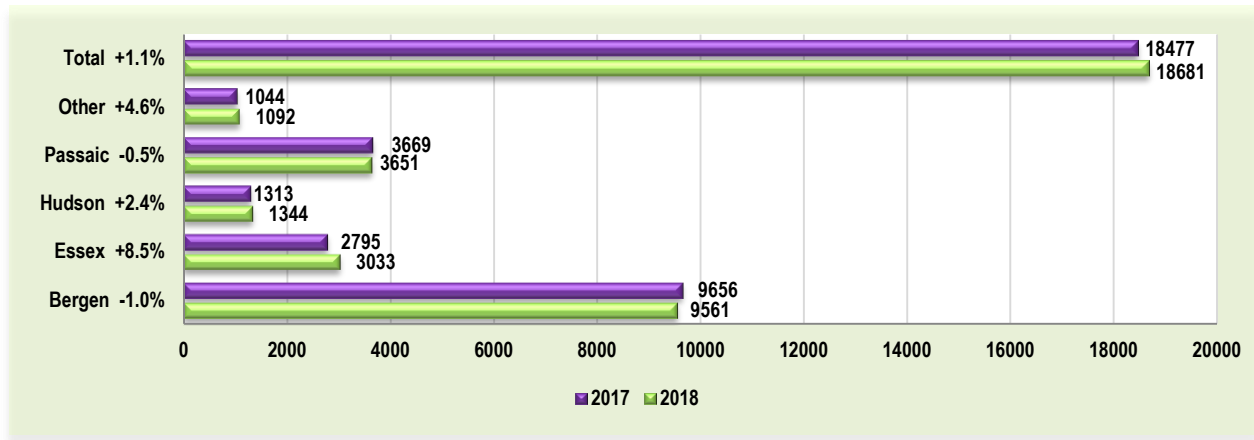
All Categories 2014-2018



*Excludes Rentals

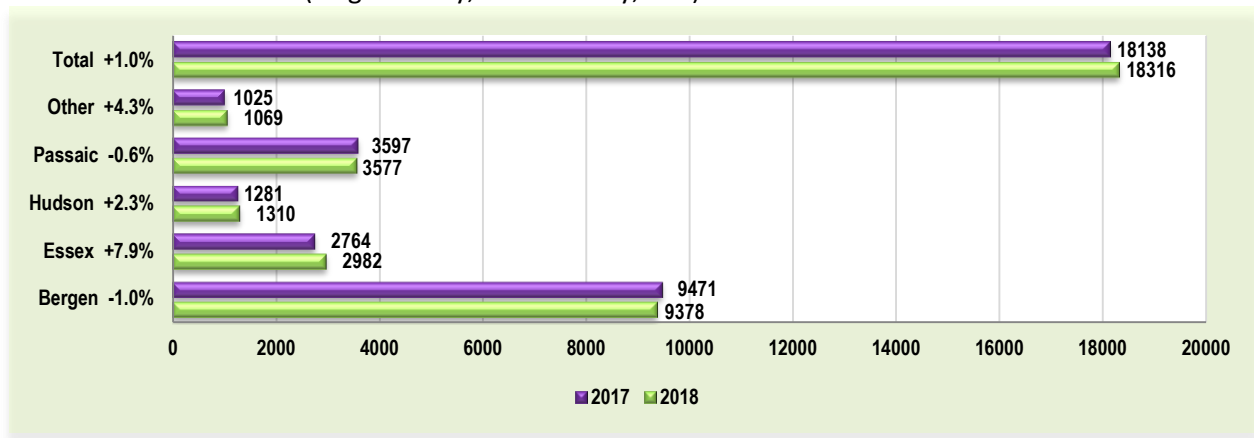
YTD Sold by County - All Categories*

As of November 30th



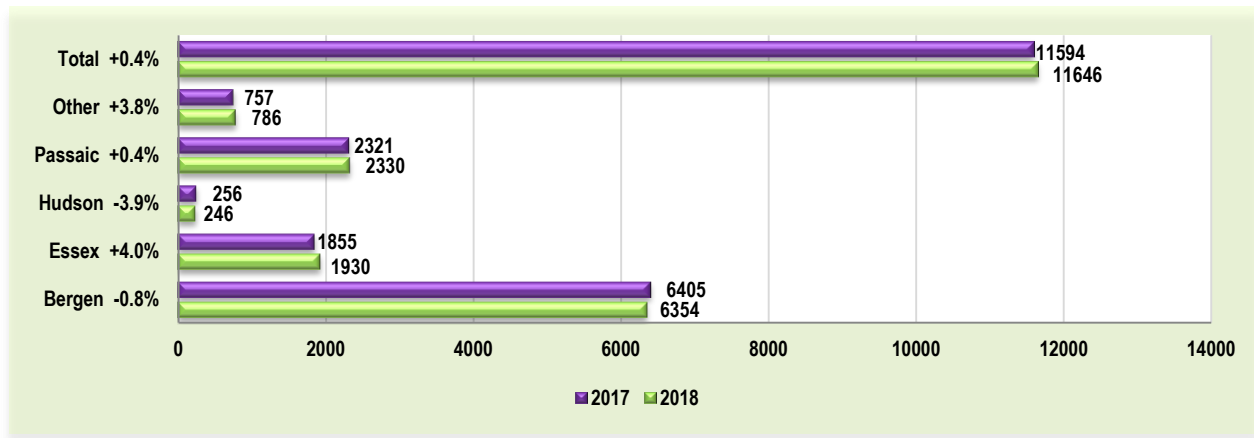
YTD Sold by County - Residential

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



YTD Sold by County - Single Family

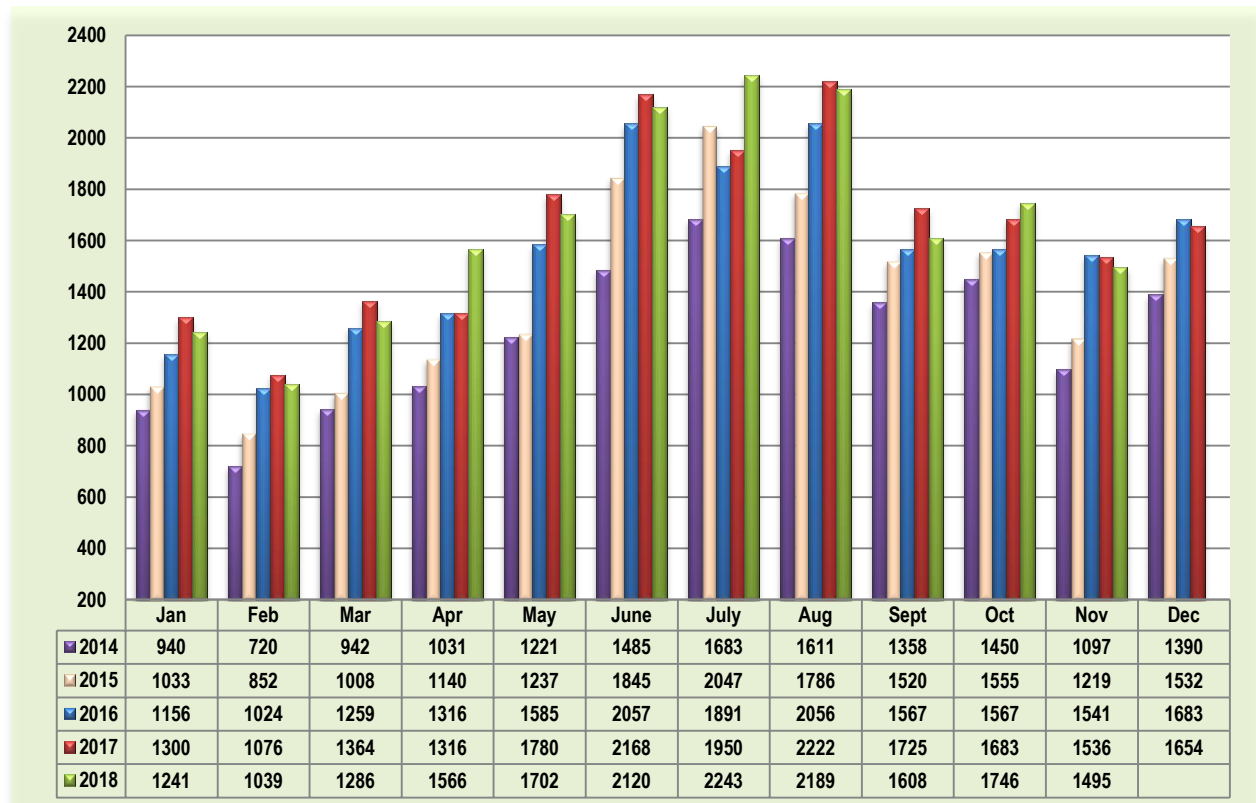
As of November 30th



*Excludes Rentals

Total Residential Units Sold

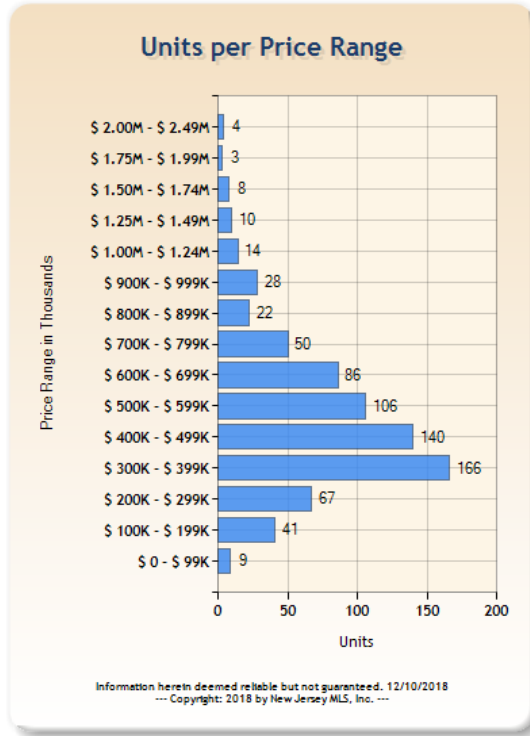
2014-2018



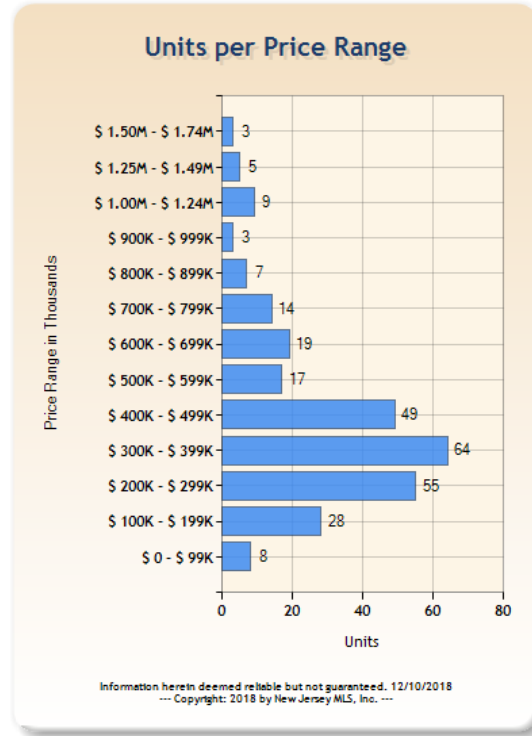
Units Sold by Price Range - RES

(Single Family, Multi-Family, CCT) – November 30th

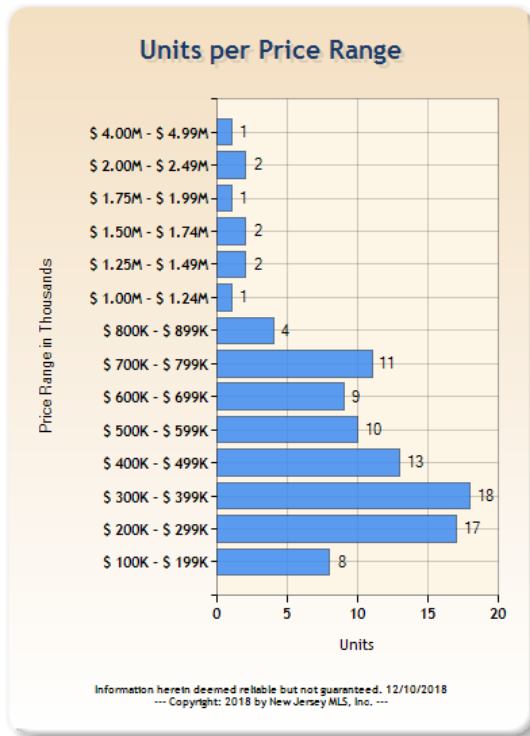
Bergen



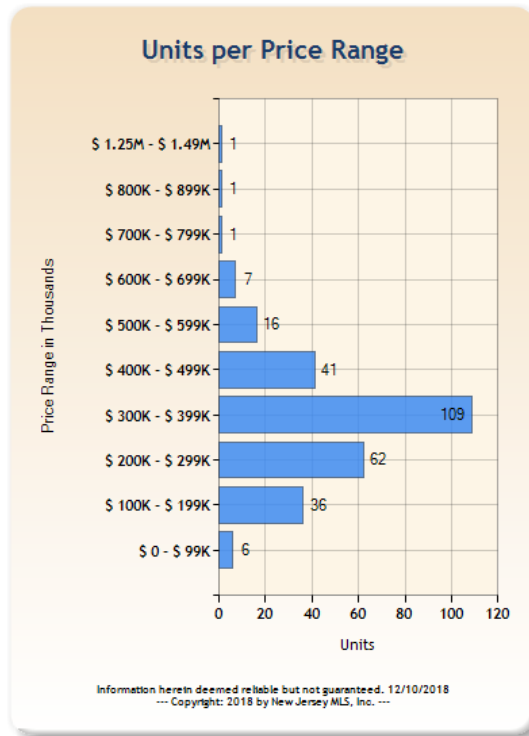
Essex



Hudson

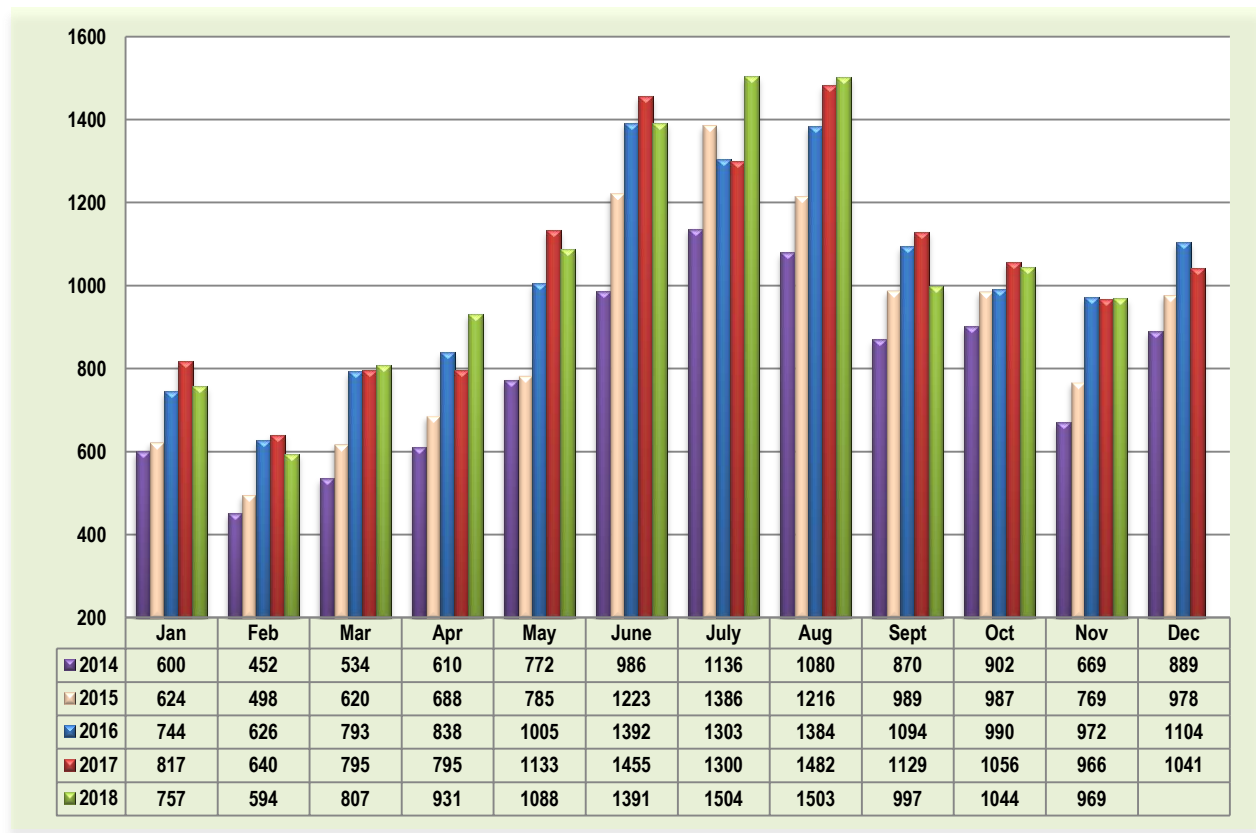


Passaic



Total Single Family Units Sold

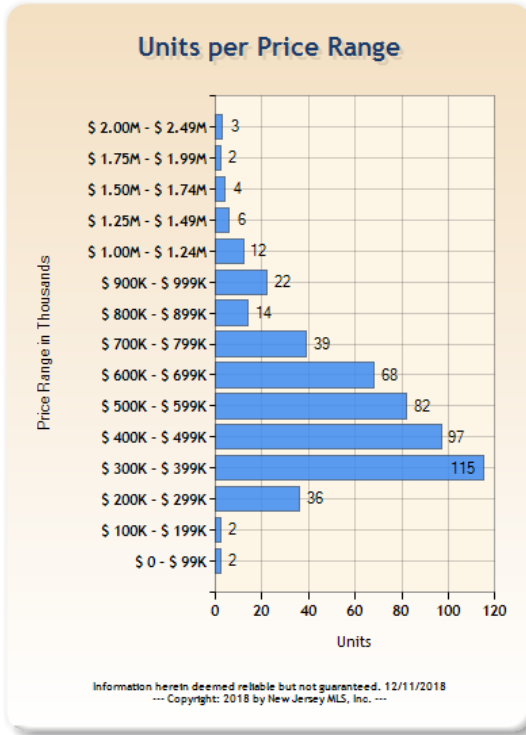
2014-2018



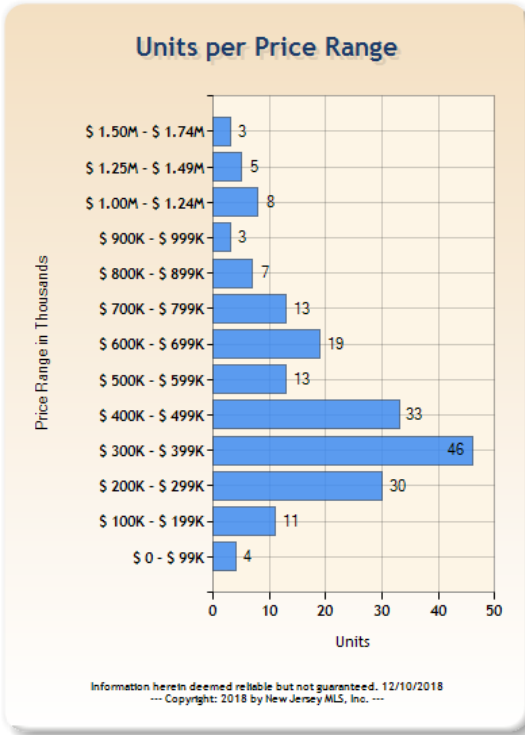
Units Sold by Price Range – Single Family

November 30th

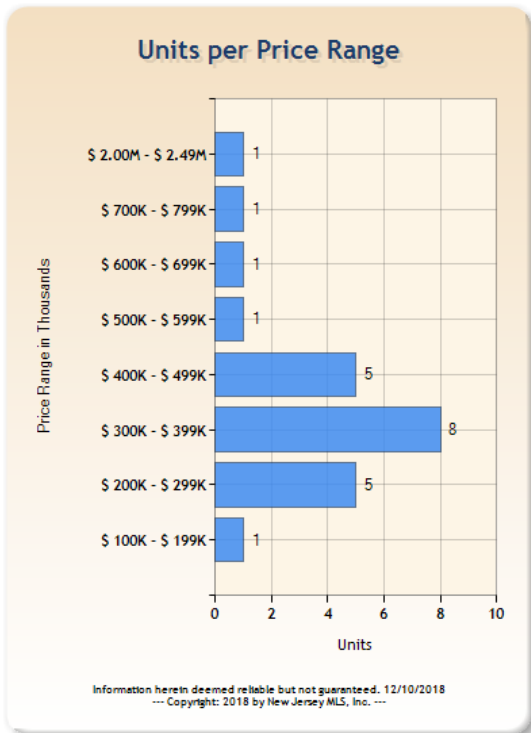
Bergen



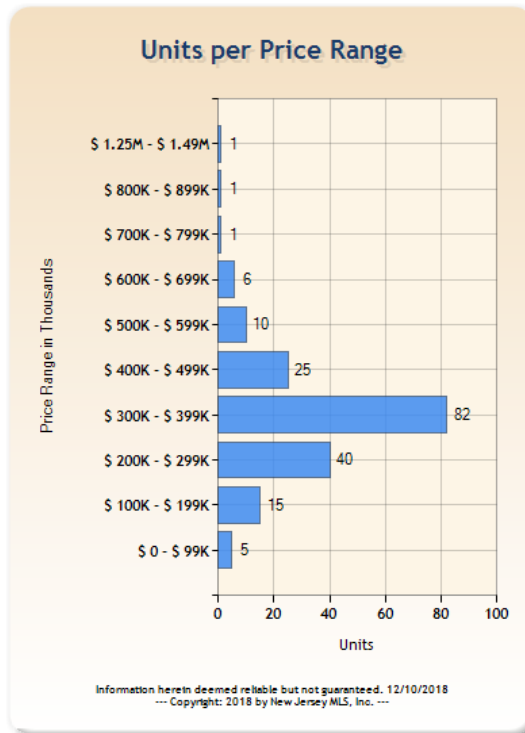
Essex



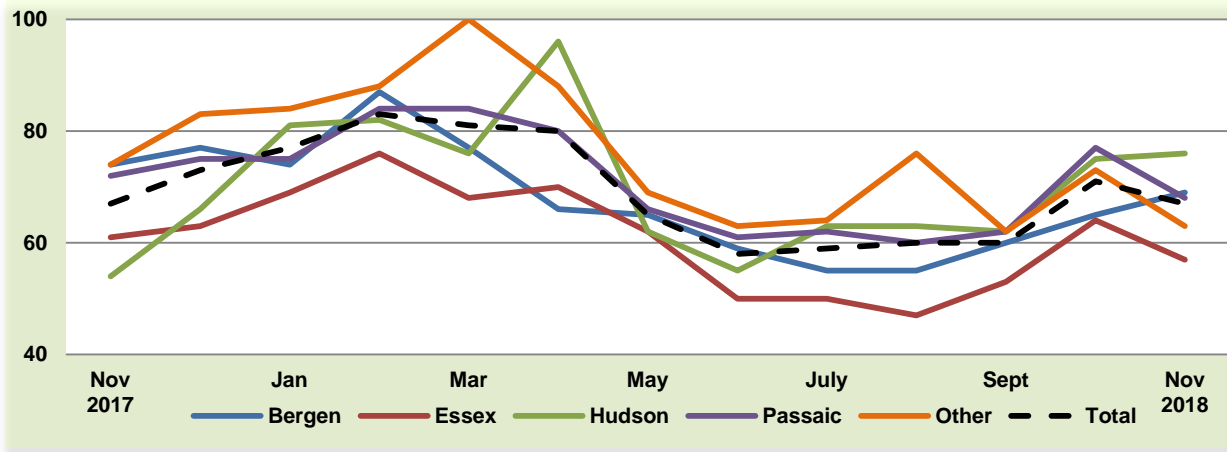
Hudson



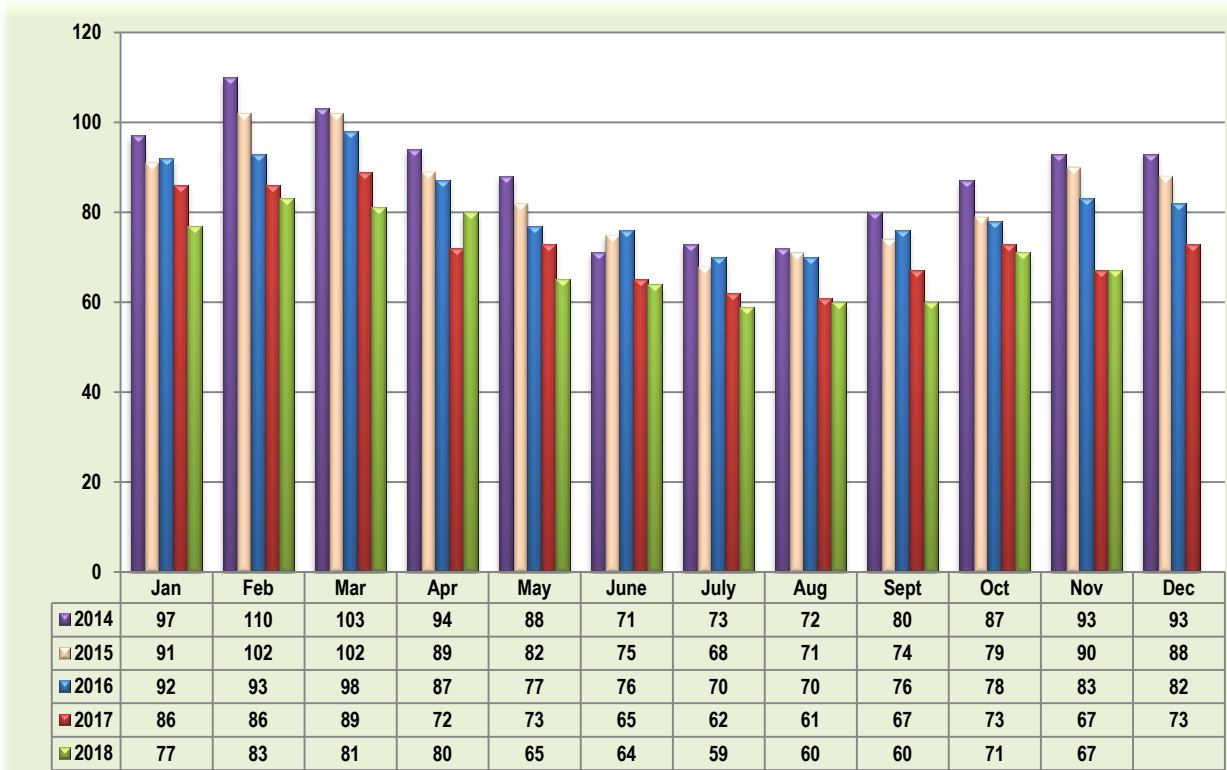
Passaic



Average Days on the Market by County – All Categories Past 12 Months

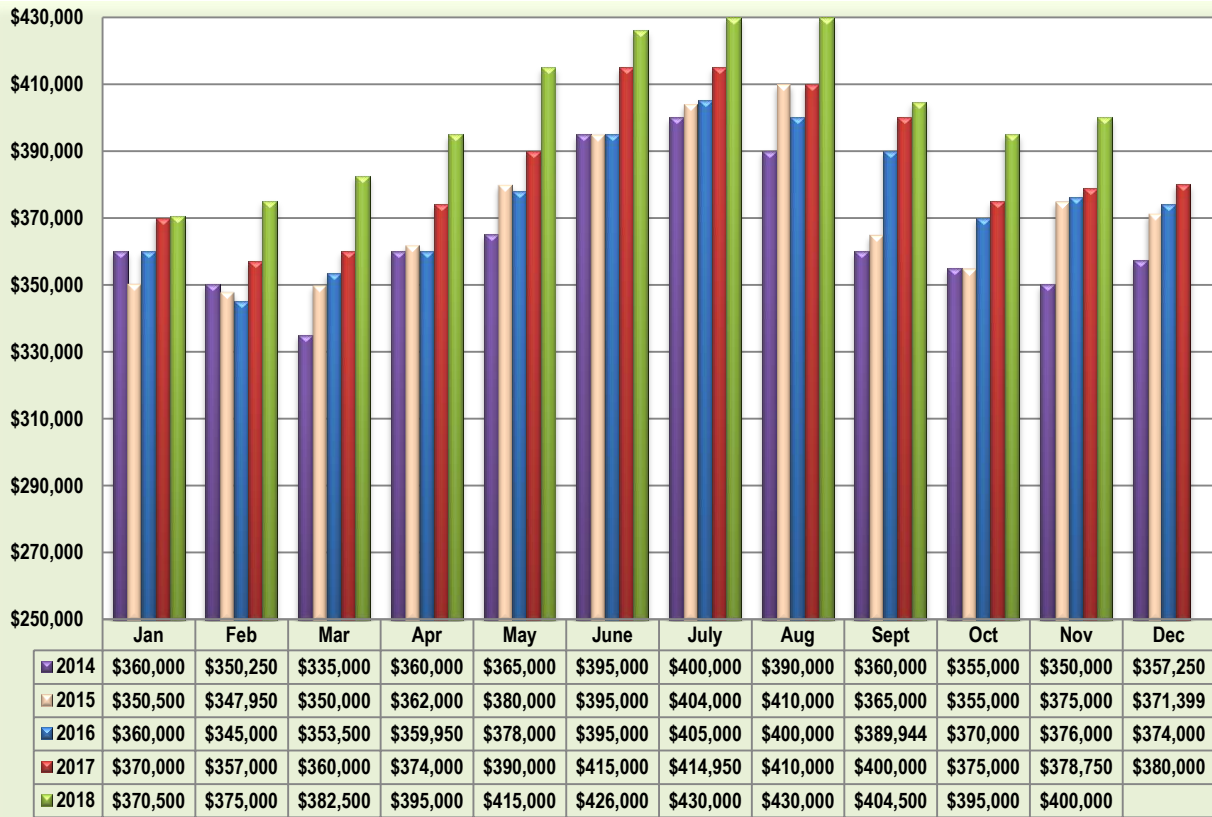


Average Days on the Market – All Counties All Categories 2014-2018

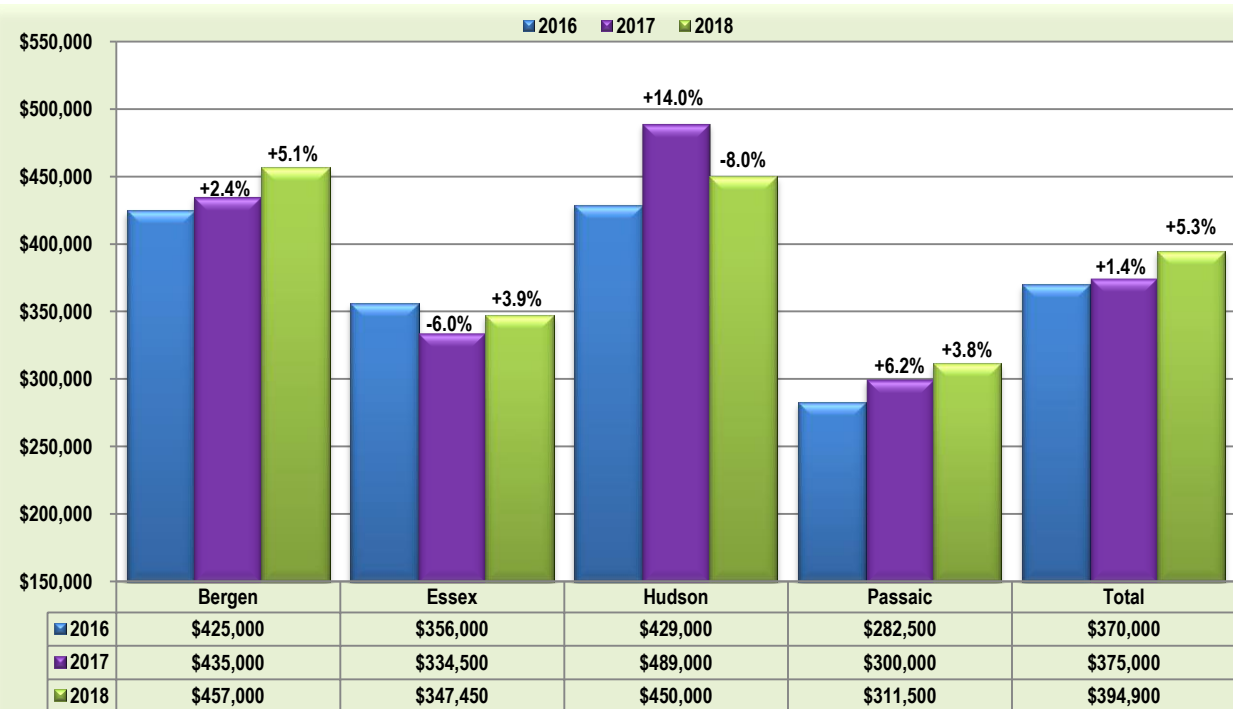


Median Sold Price – All Categories*

2014-2018



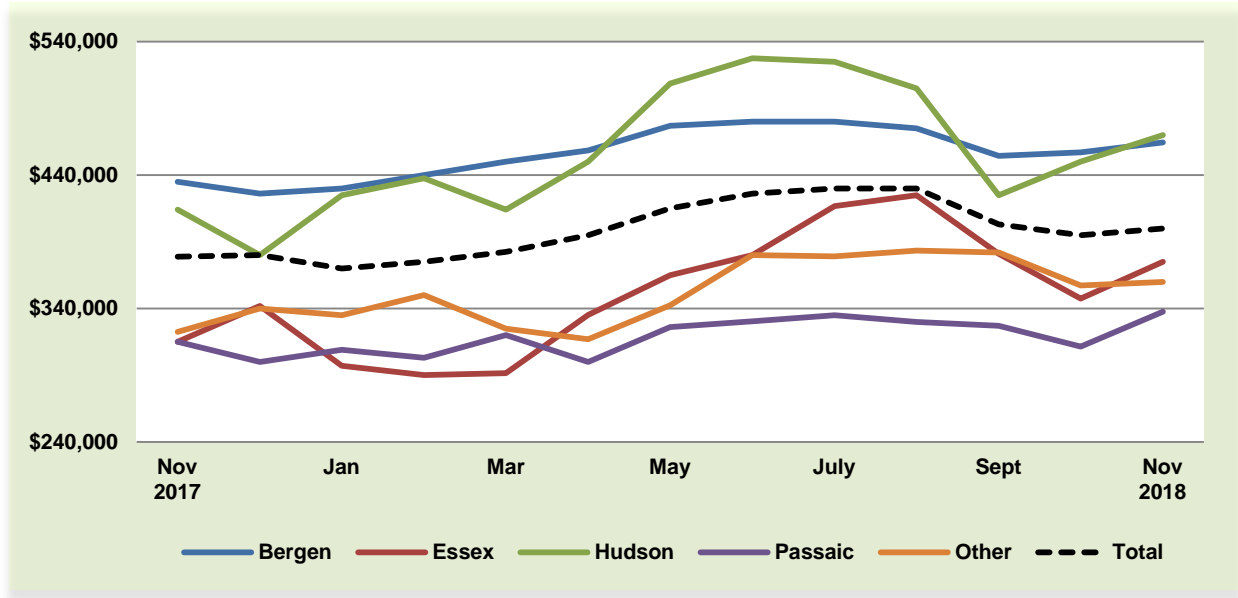
Month of November



*Excludes Rentals

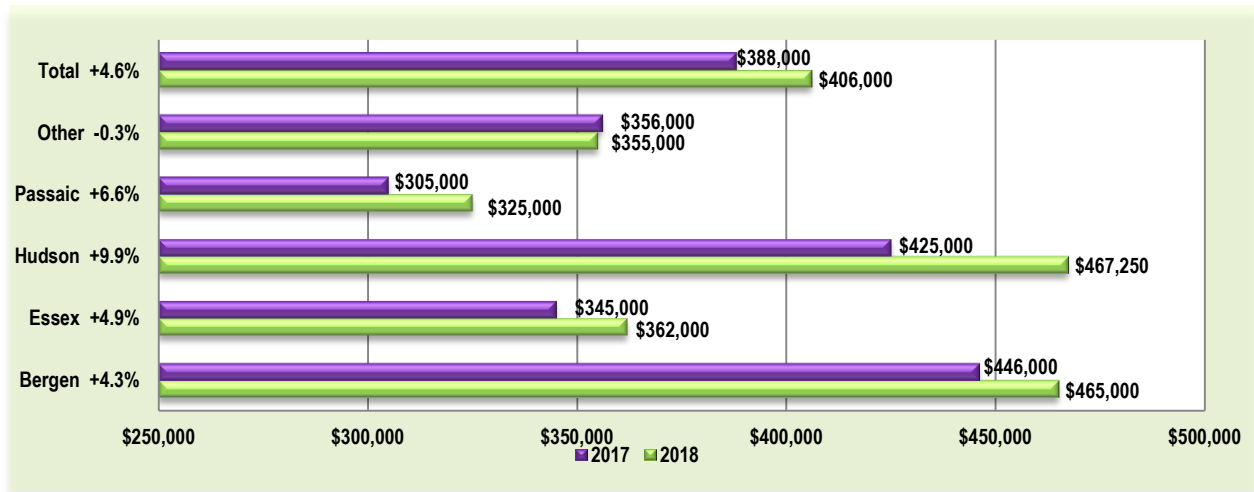
Median Sold Price by County – All Categories*

Past 12 months



YTD Median Sold Price – All Categories*

2017 vs. 2018 – November 30th

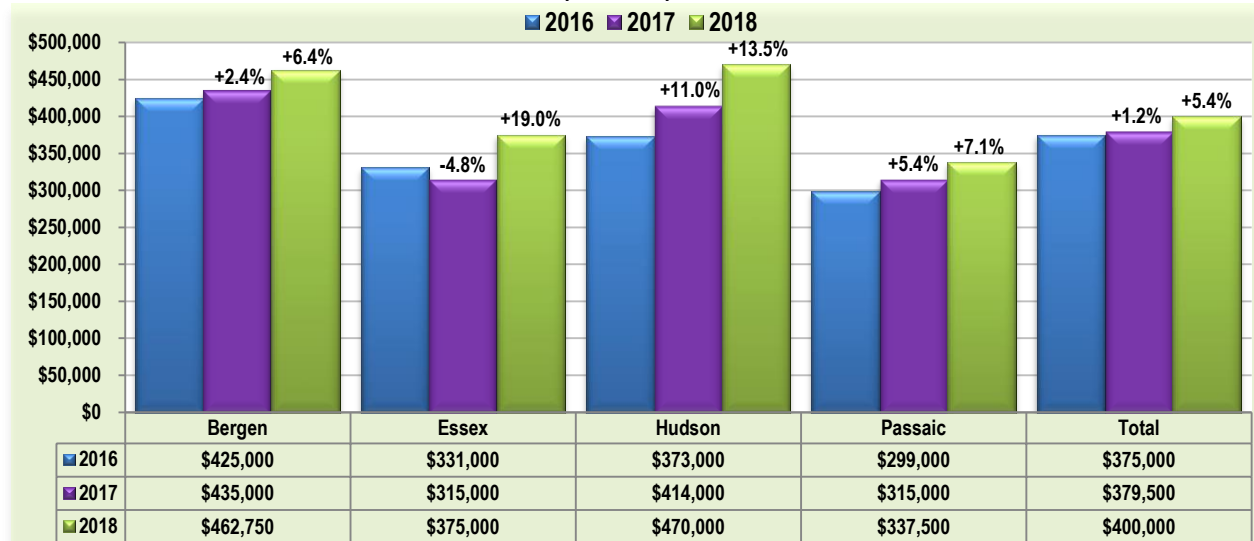


*Excludes Rentals

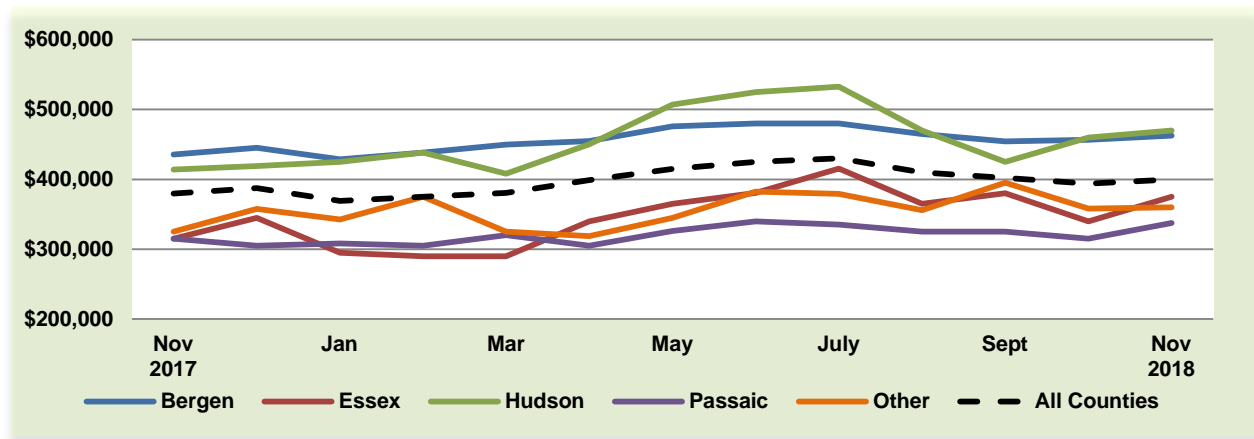
Median Sold Price – Residential

(Single Family, CCT, Multi-Family)

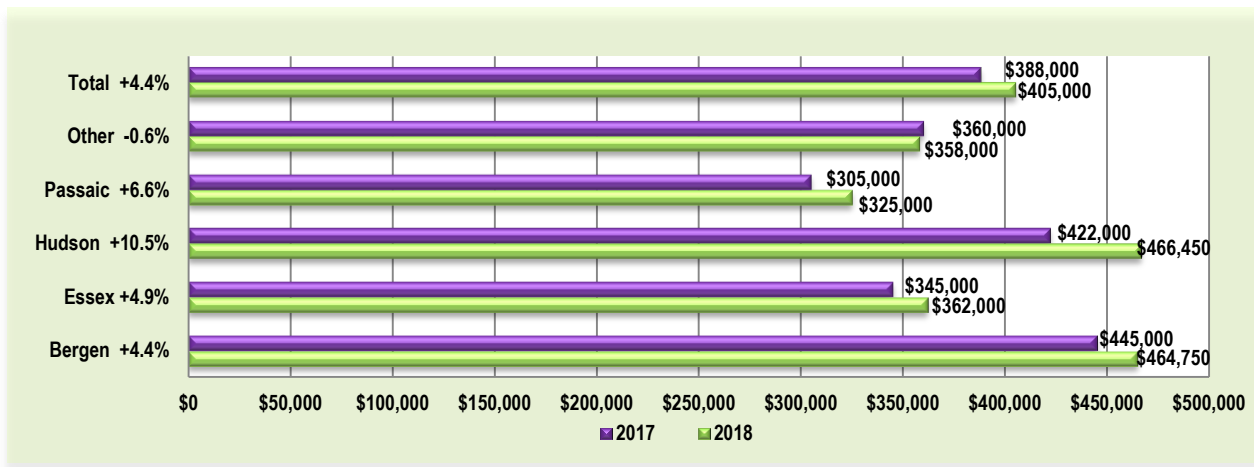
Median Sold Price by County –Month of November



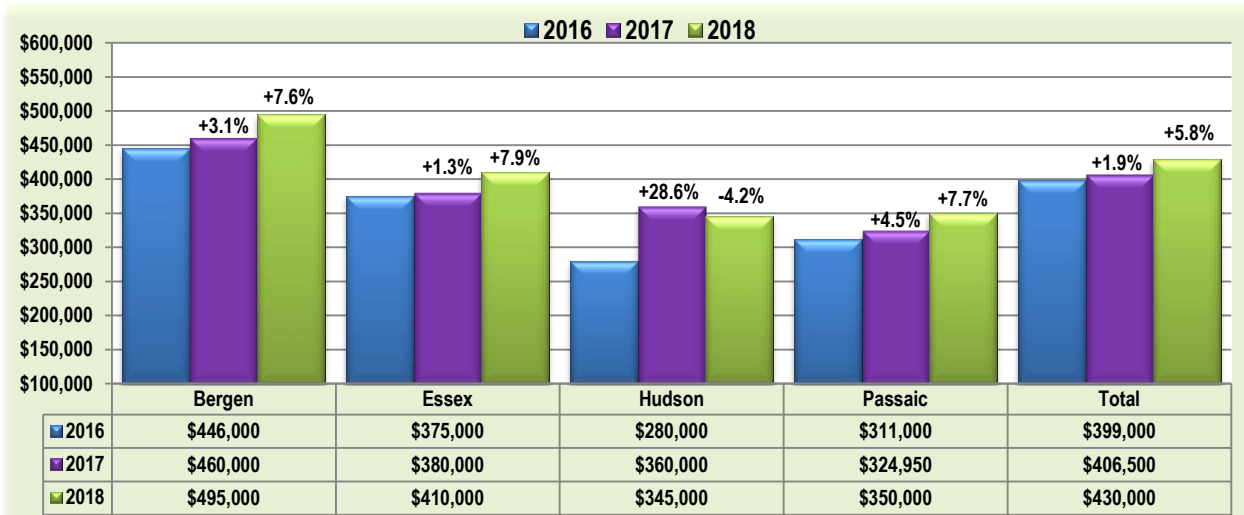
Past 12 Months



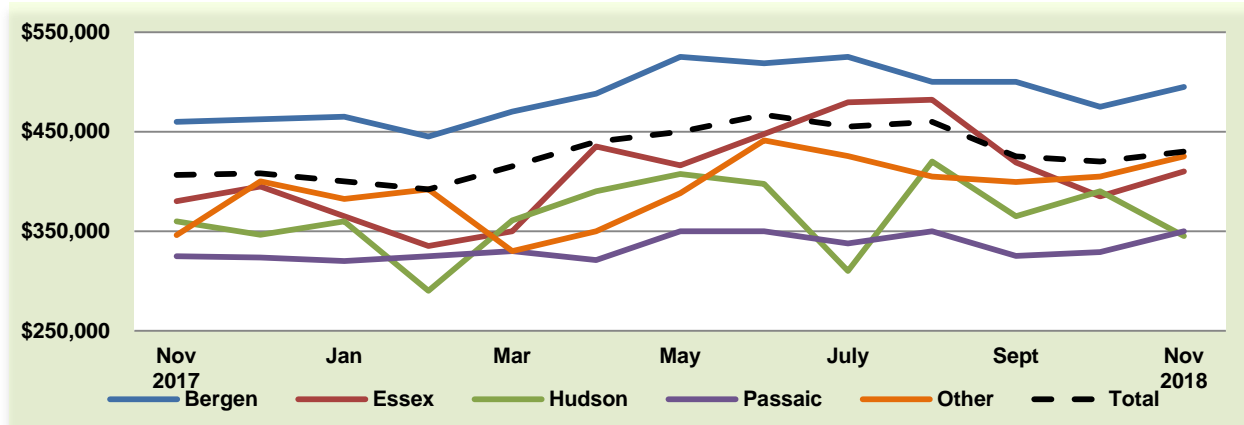
YTD 2017 vs. 2018 - As of November 30th



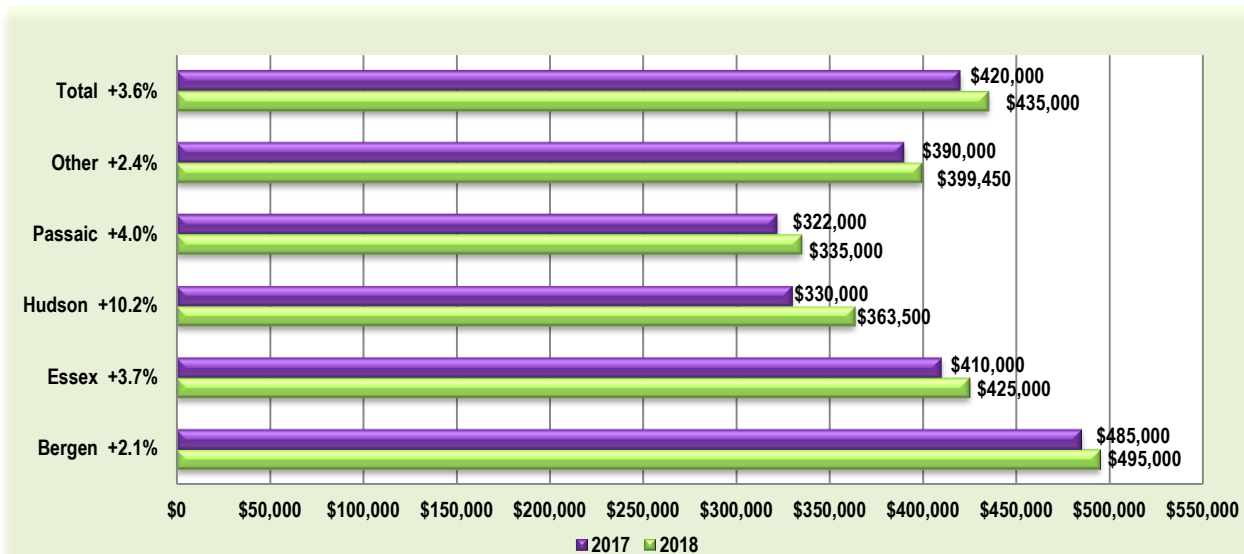
Median Sold Price – Single Family Month of November



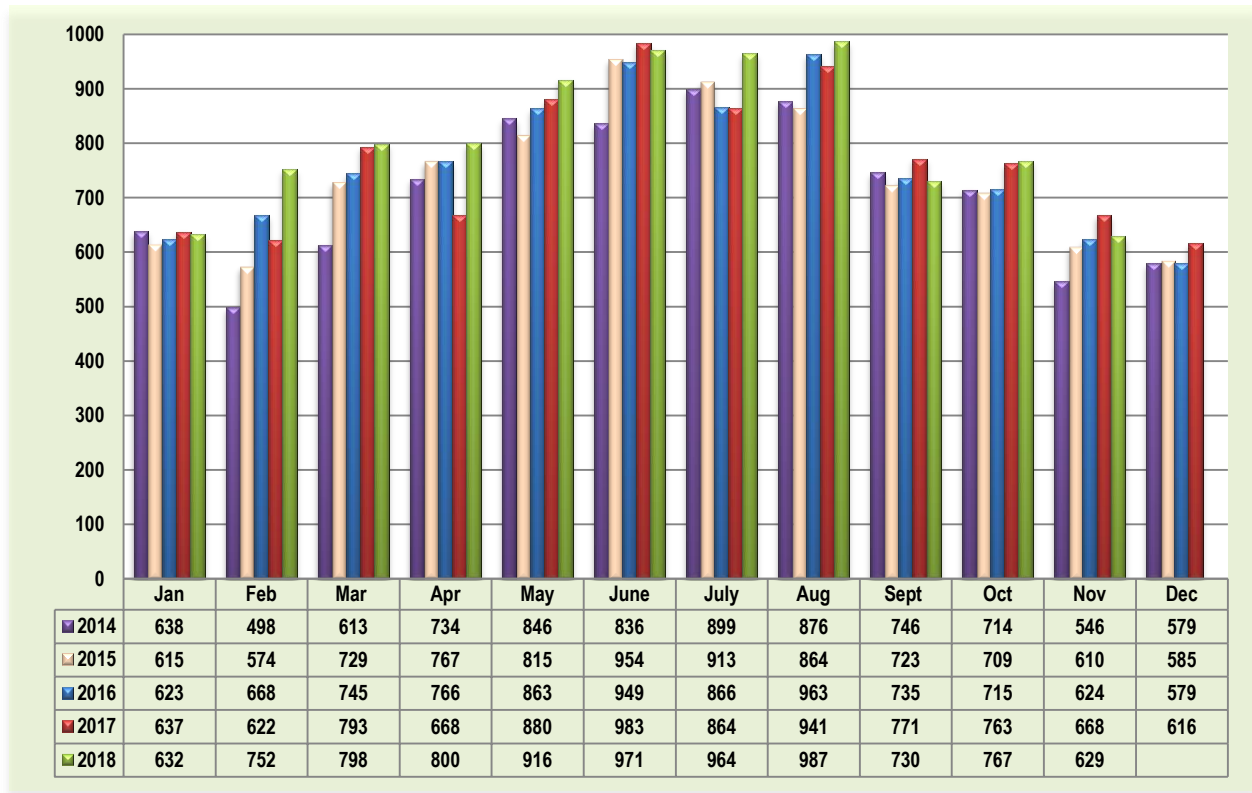
Past 12 Months



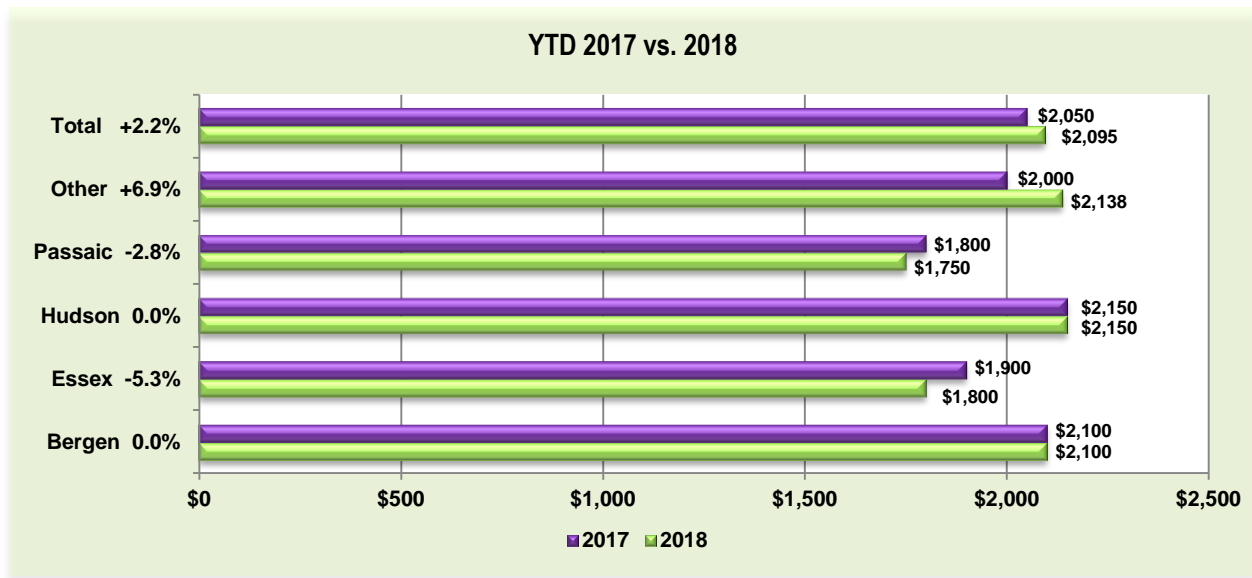
YTD 2017 vs. 2018 - As of November 30th



Total Residential Rental - Units Leased 2014-2018



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

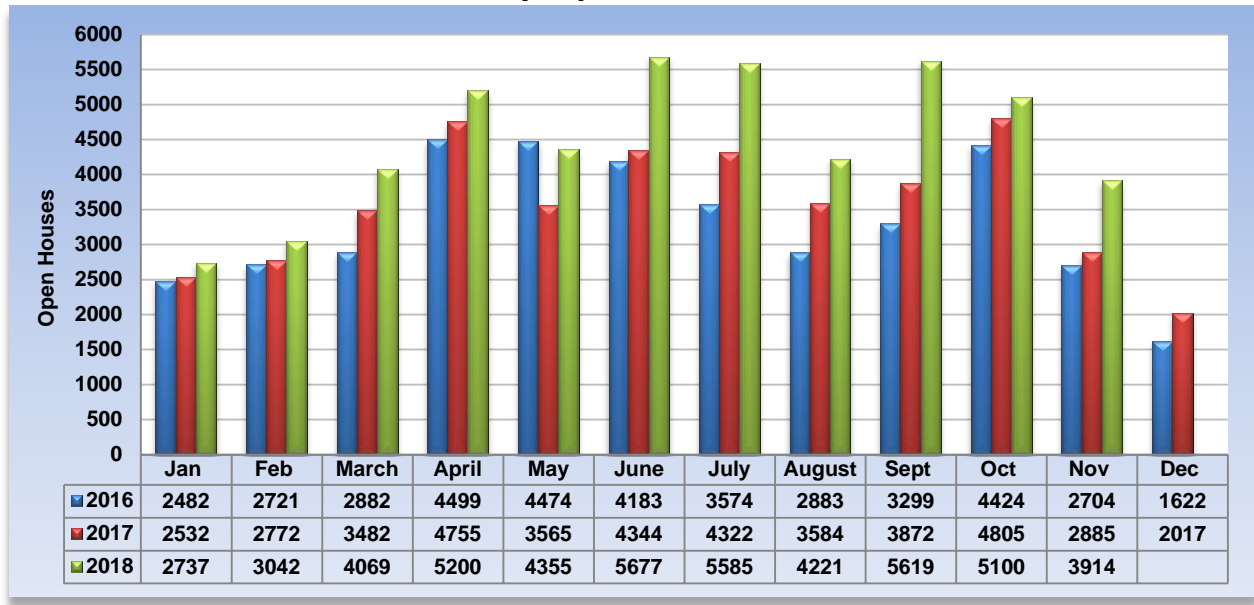


2017 YTD Median Leased Price all Counties - \$2,050

2018 YTD Median Leased Price all Counties - \$2,095

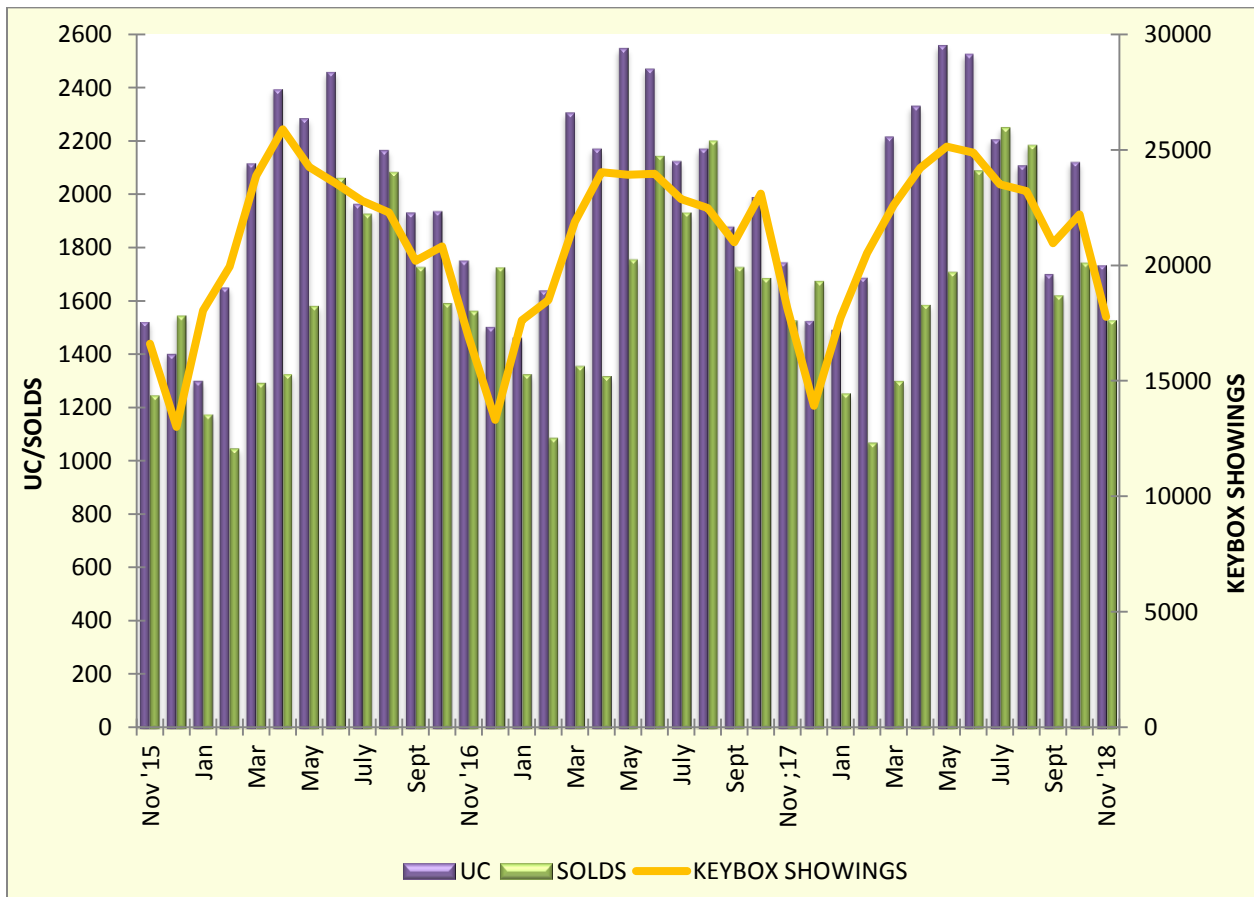
Other Market Indicators

Monthly Open House Count



Keybox Showings

November – 17,763



NJMLS.com Hits

