

MARKET UPDATE

New Jersey Multiple Listing Service, Inc.

DECEMBER 2018



NJMLS
New Jersey Multiple Listing Service, Inc.

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MARKET SNAPSHOT

New Listings	DECEMBER 2018	DECEMBER 2017	Prior Year % Change		NOVEMBER 2018	Prior Month % Change		Page
New Listings Monthly	2,199	2,123	3.6%	↑	3,142	-30.0%	↓	6
YTD New Listings – All Categories	47,400	45,489	4.2%	↑	n/a			7
YTD New Listings – Residential	32,130	30,511	5.3%	↑	n/a			7
YTD New Listings – Single Family	20,838	19,746	5.5%	↑	n/a			7
Active Listings Monthly - at end of month	9,731	10,084	-3.5%	↓	11,038	-11.8%	↓	8
Average List Price Monthly	\$520,510	\$527,719	-1.4%	↓	\$535,186	-2.7%	↓	9
New Rental Listings Monthly	766	758	1.1%	↑	932	-17.8%	↓	11
Average Rental List Price Monthly	\$2,528	\$2,372	6.6%	↑	\$2,504	1.0%	↑	12
Under Contracts	DECEMBER 2018	DECEMBER 2017	Prior Year % Change		NOVEMBER 2018	Prior Month % Change		Page
Total Under Contract Monthly	1,332	1,549	-14.0%	↓	1,746	-23.7%	↓	13
YTD Under Contract – All Categories	24,213	24,211	0.0%		n/a			14
YTD Under Contract – Residential	23,690	23,693	0.0%		n/a			14
YTD Under Contract – Single Family	15,230	15,152	0.5%	↑	n/a			14
Absorption Rate (Months Inventory)	DECEMBER 2018	DECEMBER 2017	Prior Year % Change		NOVEMBER 2018	Prior Month % Change		Page
- All Categories	4.9	4.5	8.9%	↑	5.3	-7.5%	↓	17
- Residential	3.2	2.9	10.3%	↑	3.7	-13.5%	↓	17
- Single Family	3.2	2.9	10.3%	↑	3.7	-13.5%	↓	18
- Condo/Coop/Townhouse	3.6	3.3	9.1%	↑	3.9	-7.7%	↓	18

Solds	DECEMBER 2018	DECEMBER 2017	Prior Year % Change		NOVEMBER 2018	Prior Month % Change		Page
Total Sold Monthly	1,603	1,710	-6.3%	↓	1555	3.1%	↑	19
YTD Solds – All Categories	20,334	20,187	0.7%	↑	n/a			20
Total Sold Monthly – Residential	1,566	1,664	-5.9%	↓	1520	3.0%	↑	21
YTD Solds – Residential	19,930	19,802	0.6%	↑	n/a			20
Total Sold Monthly – Single Family	1,024	1,044	-1.9%	↓	983	4.2%	↑	23
YTD Solds – Single Family	12,699	12,638	0.5%	↑	n/a			20
Average Days on the Market	72	73	-1.4%	↓	67	7.5%	↑	25

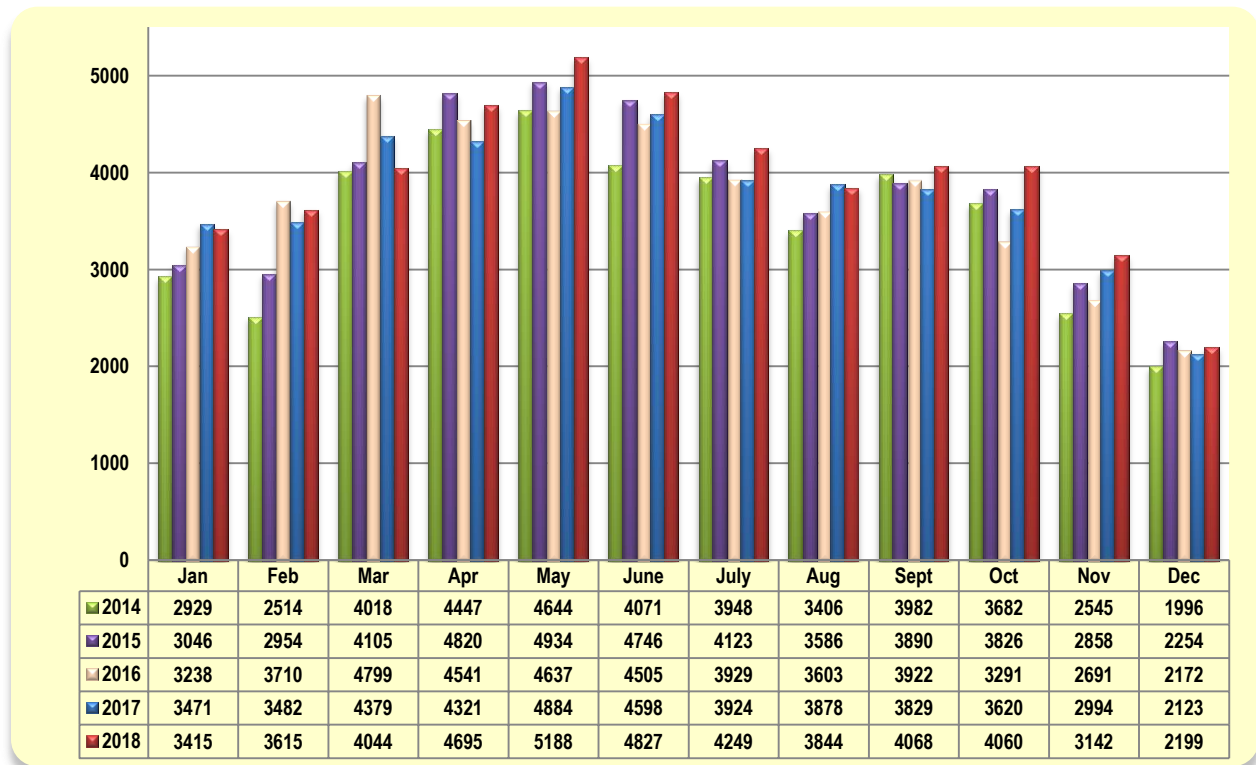
Median Sold Price Monthly – All Categories	\$405,000	\$379,000	6.9%	↑	\$400,000	1.3%	↑	26
Median Sold Price Monthly – Residential	\$406,193	\$379,000	7.2%	↑	\$400,000	1.5%	↑	28
Median Sold Price Monthly – Single Family	\$427,105	\$406,750	5.0%	↑	\$429,000	-0.4%	↓	29

Leased	DECEMBER 2018	DECEMBER 2017	Prior Year % Change		NOVEMBER 2018	Prior Month % Change		Page
Total Leased	566	618	-8.4%	↓	632	-10.4%	↓	38
YTD Leased Price by County	\$2,100	\$2,050	2.4%	↑	n/a			38

Other Market Indicators	DECEMBER 2018	DECEMBER 2017	Prior Year % Change		NOVEMBER 2018	Prior Month % Change		Page
Keybox Showings	13,983	13,923	0.4%	↑	17,763	-21.3%	↓	40
Open House Counts	2,814	2,017	39.5%	↑	3,914	-28.1%	↓	40
NJMLS.com Hits	406,507	403,468	0.8%	↑	455,857	-10.8%	↓	41

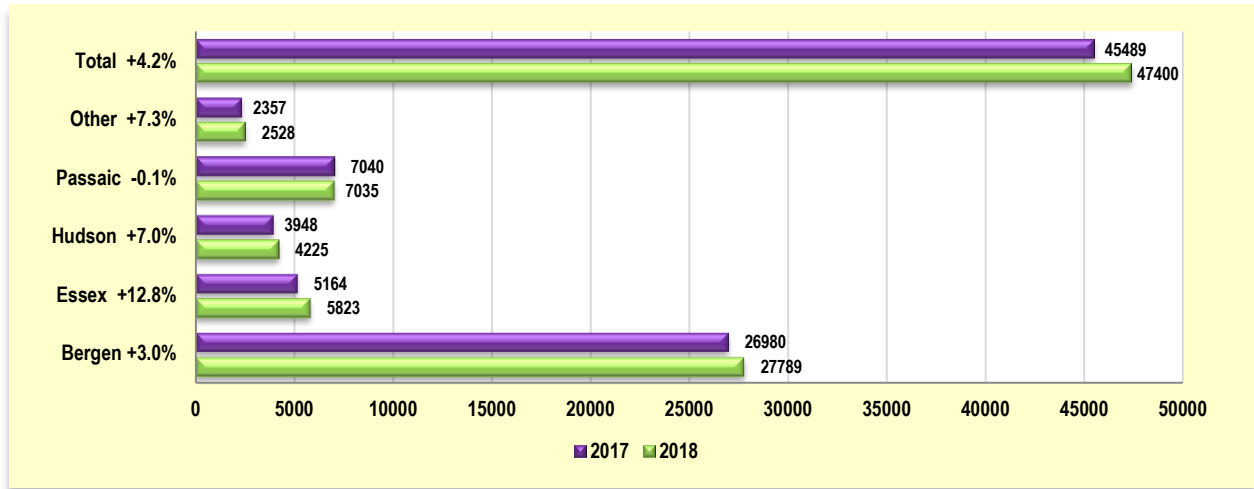
New Listings - All Categories

2014-2018



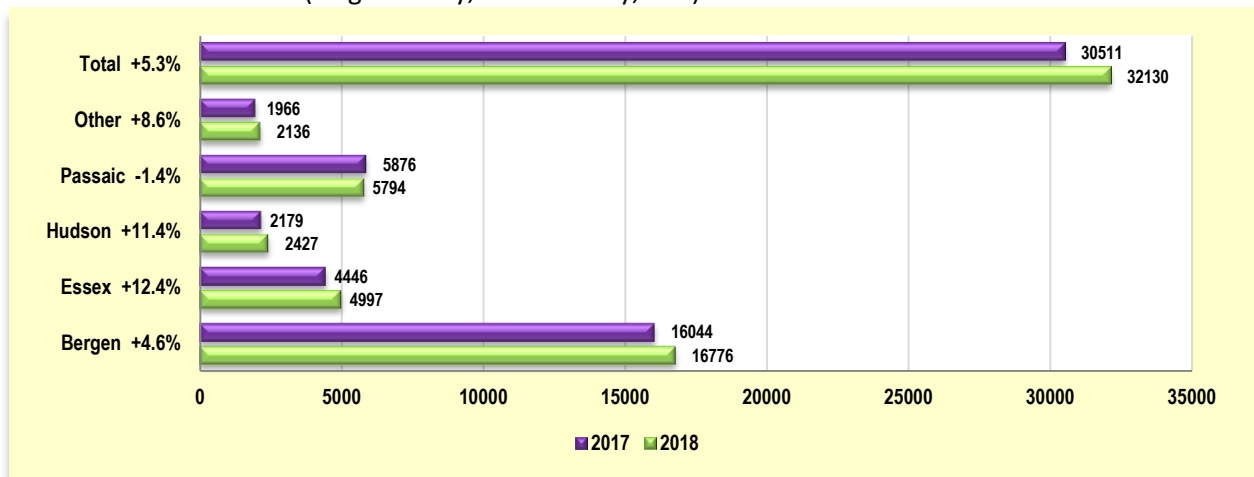
YTD New Listings by County - All Categories

As of December 31st



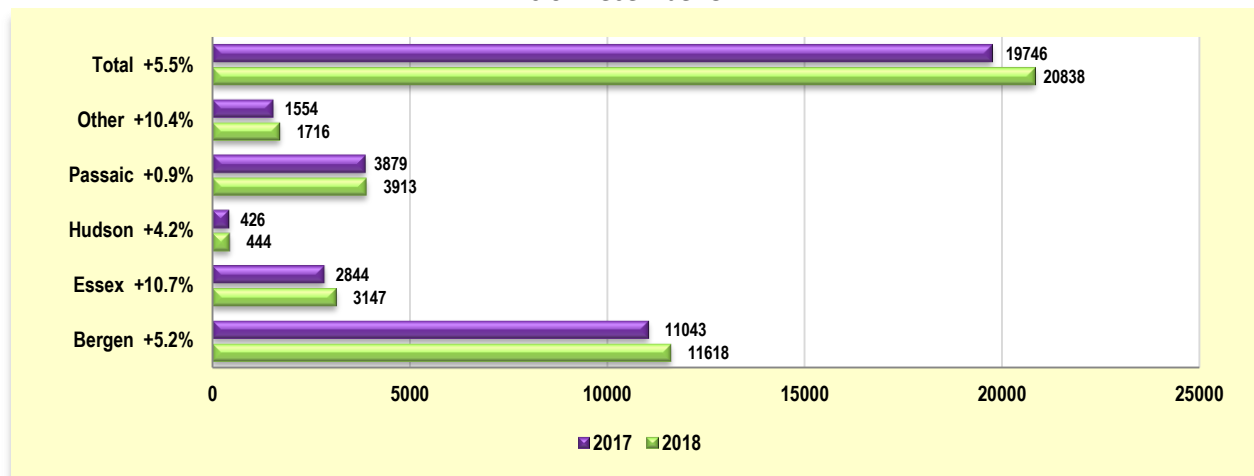
YTD New Listings by County - Residential

(Single Family, Multi-Family, CCT) - As of December 31st



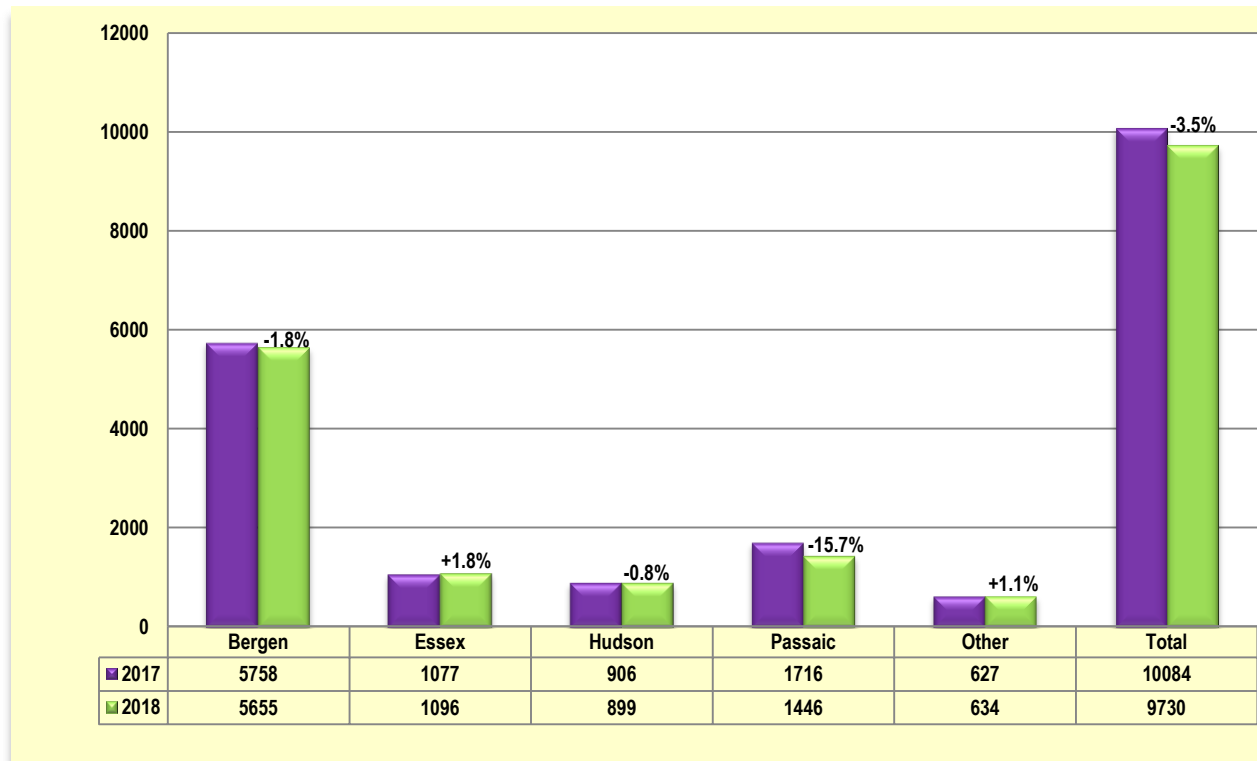
YTD New Listings by County - Single Family

As of December 31st

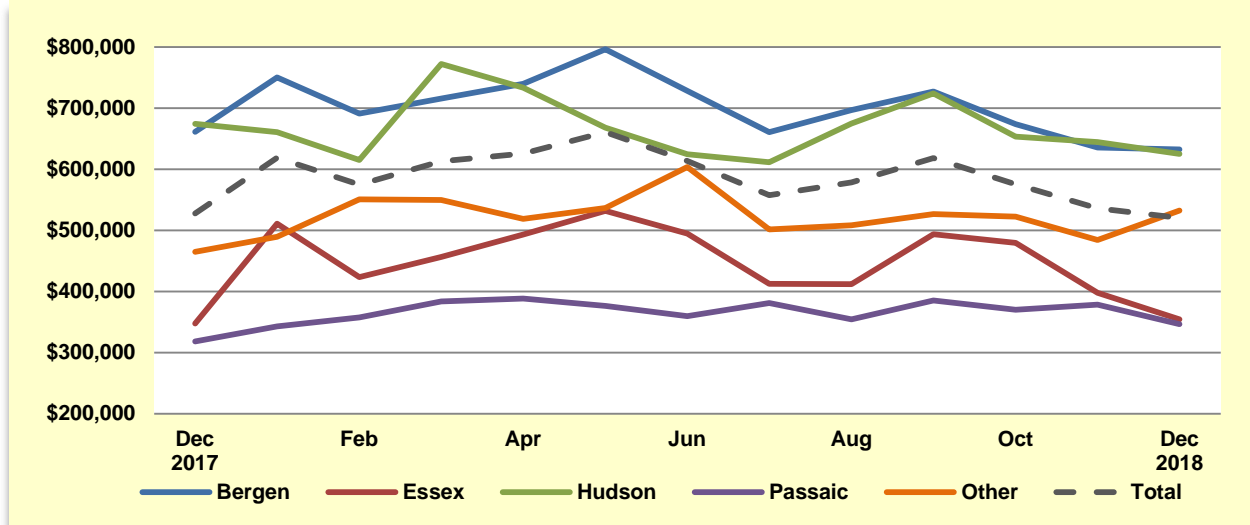


2017 vs. 2018 Active Listings by County

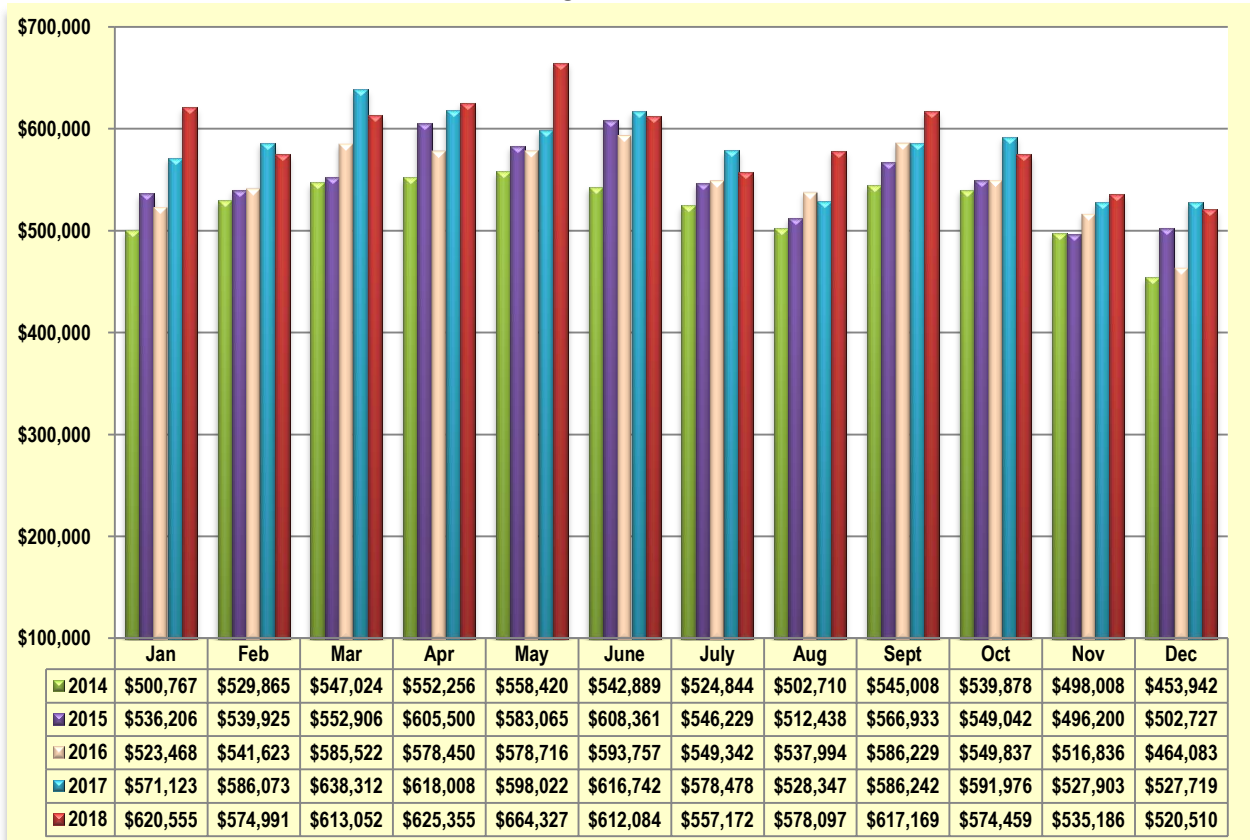
All Categories by County as of December 31st



Average List Price by County – All Categories* Past 12 Months



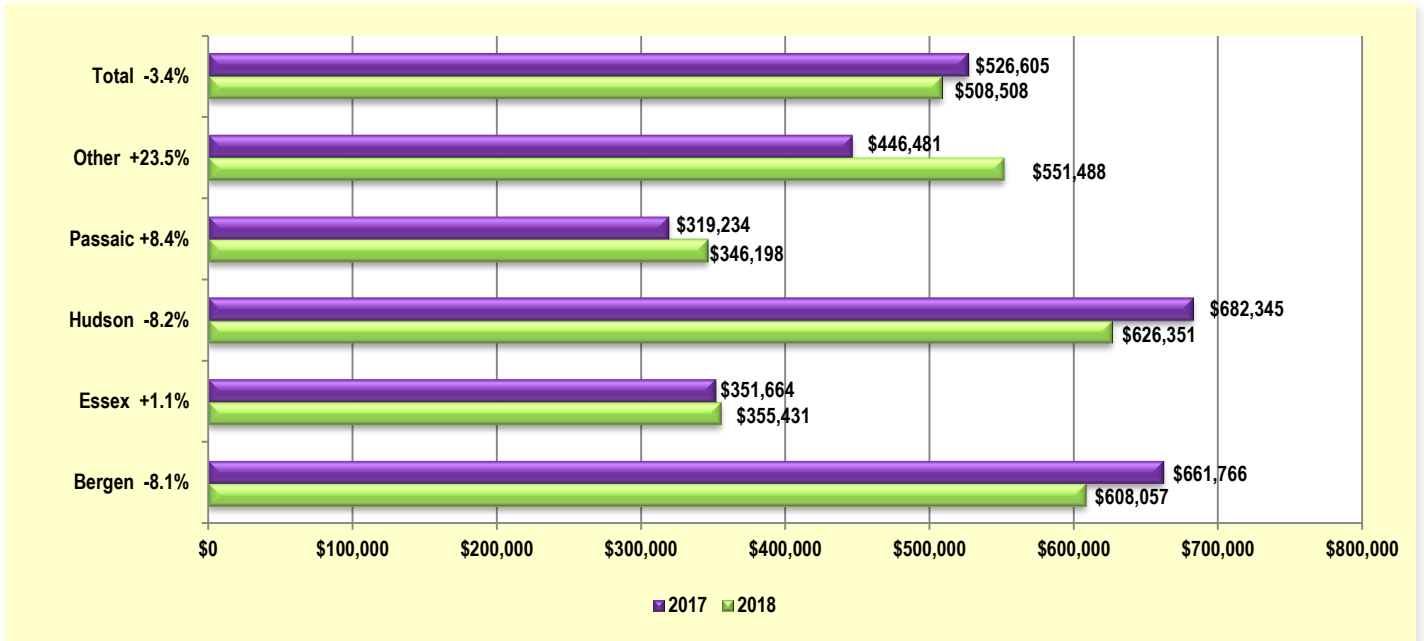
Average List Price – All Counties All Categories*- 2014-2018



*Excludes Commercial & Rentals

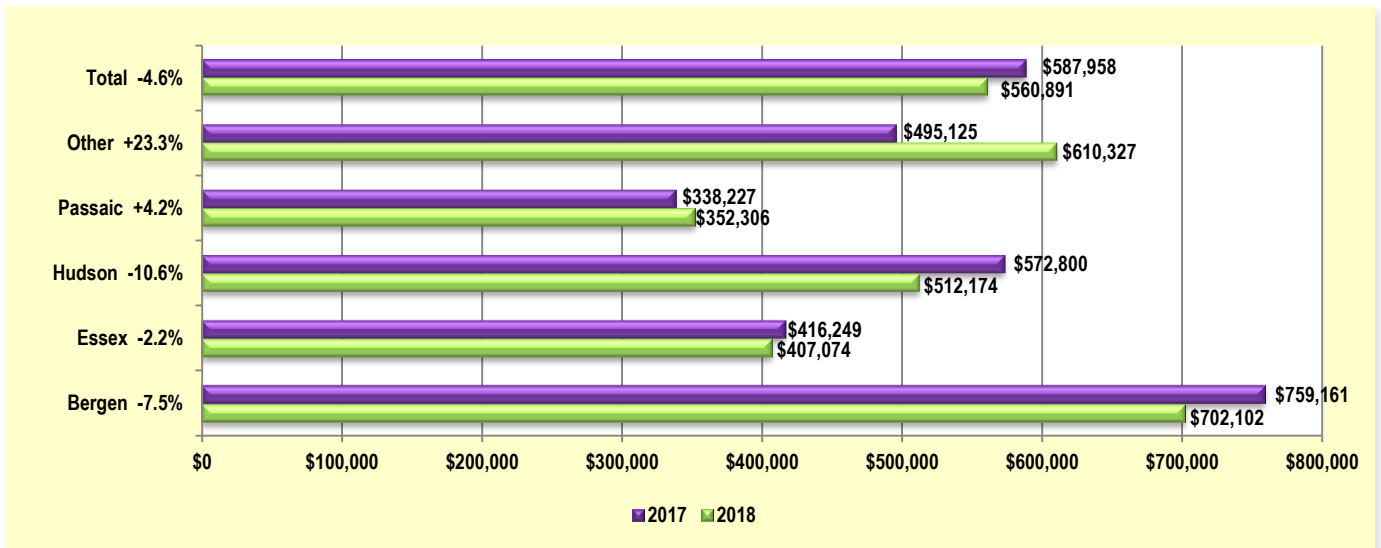
Average List Price by County - Residential

Month of December



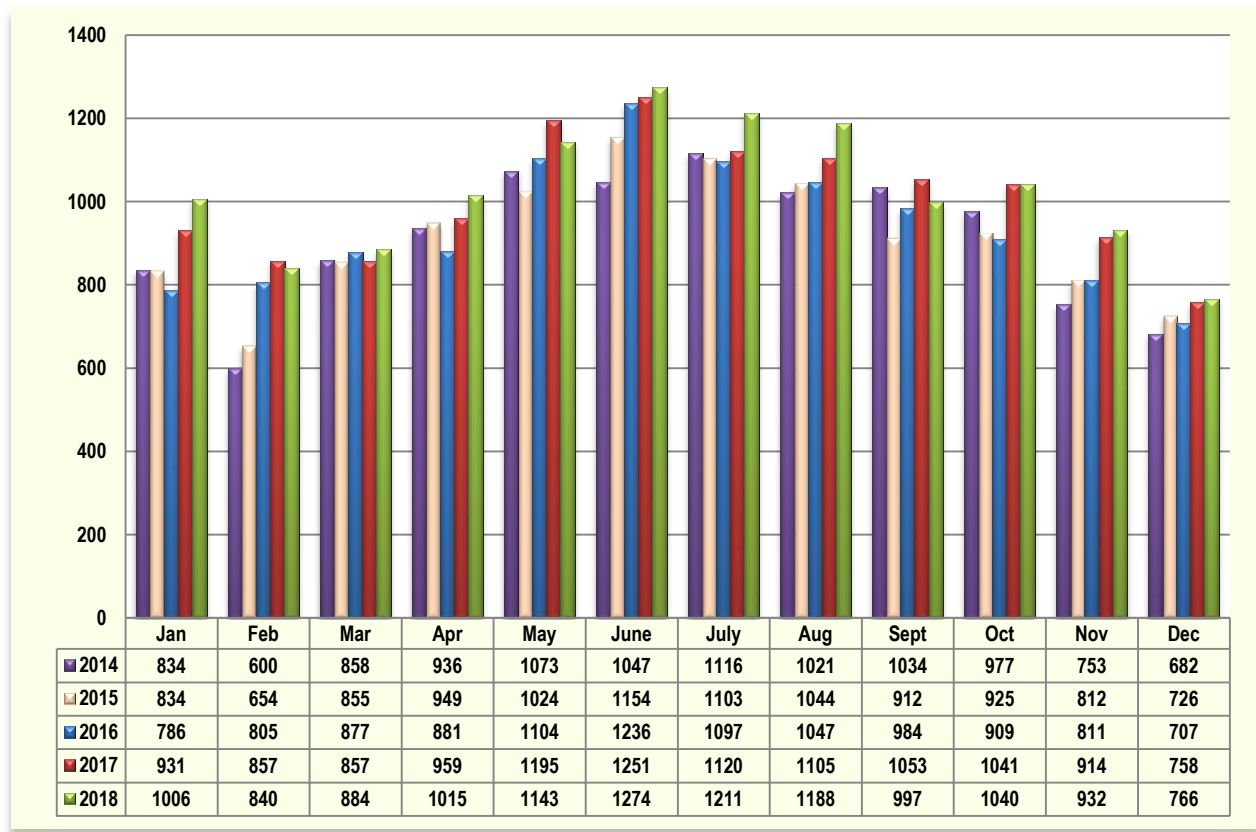
Average List Price by County – Single Family

Month of December



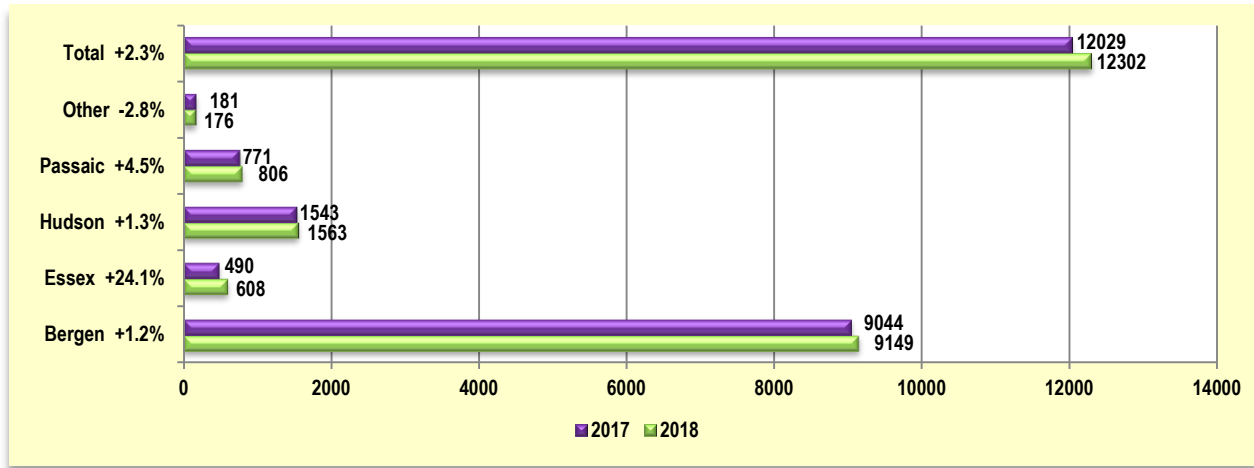
New Residential Rental Listings

2014-2018



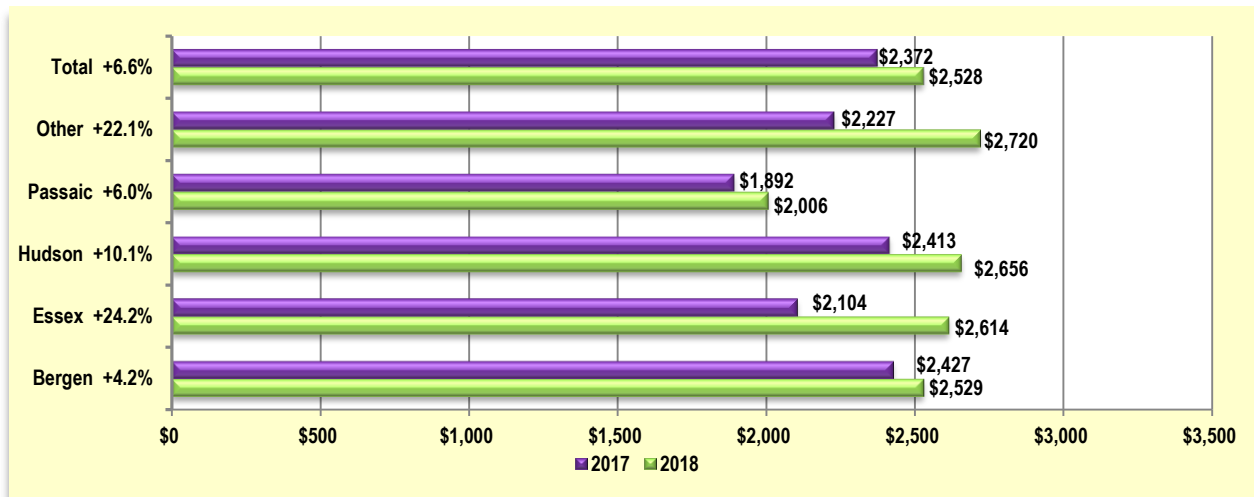
YTD New Residential Rental Listings by County

As of December 31st



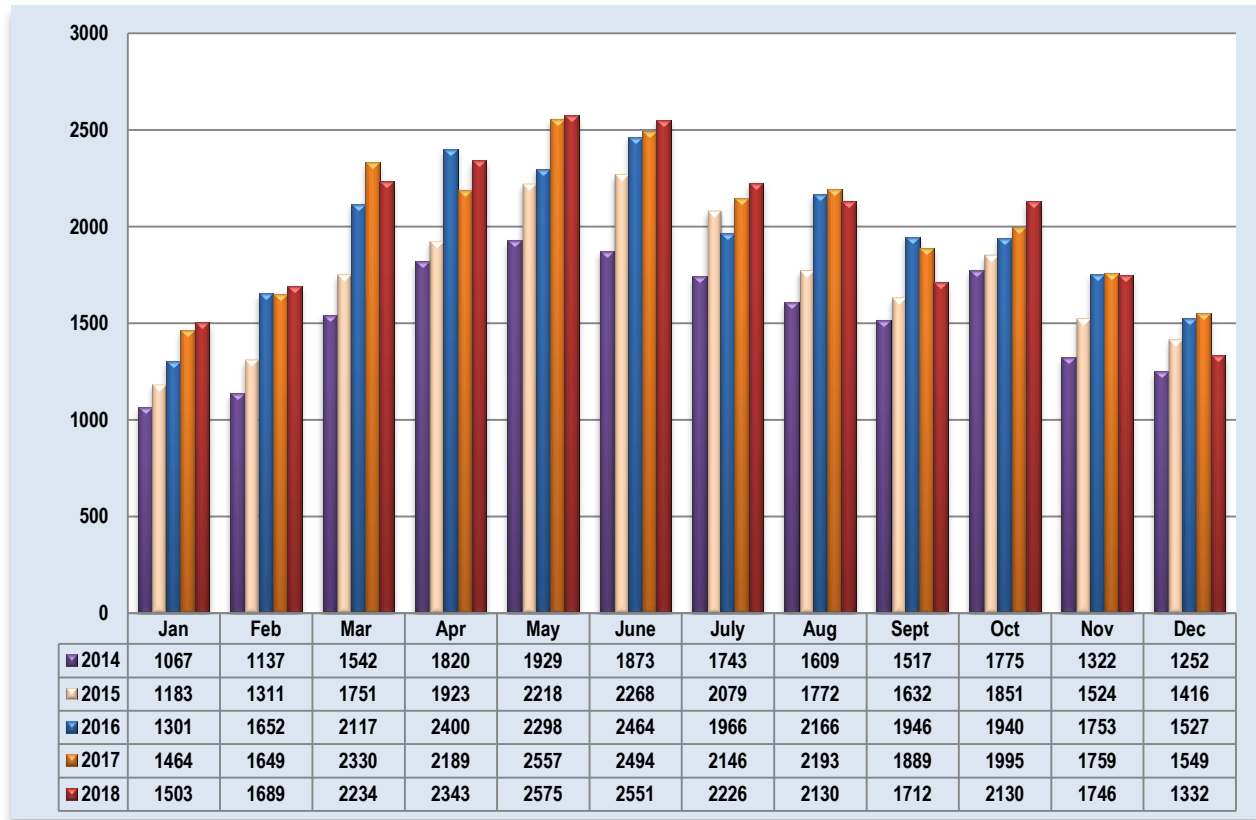
Average Residential Rental List Price

Month of December



Under Contract – All Categories*

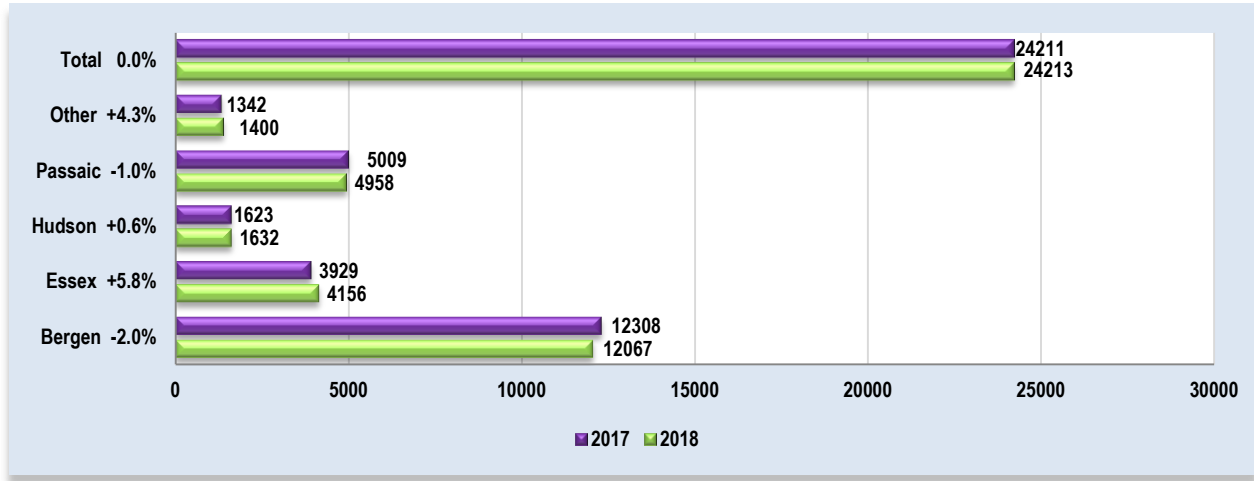
2014-2018



*Excludes Rentals

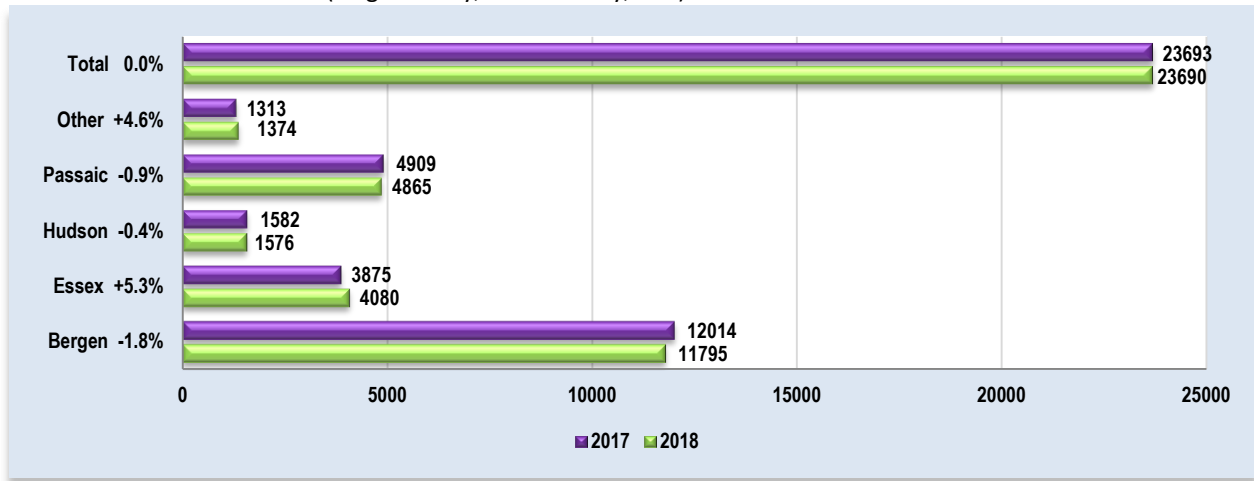
YTD Under Contract by County - All Categories*

As of December 31st



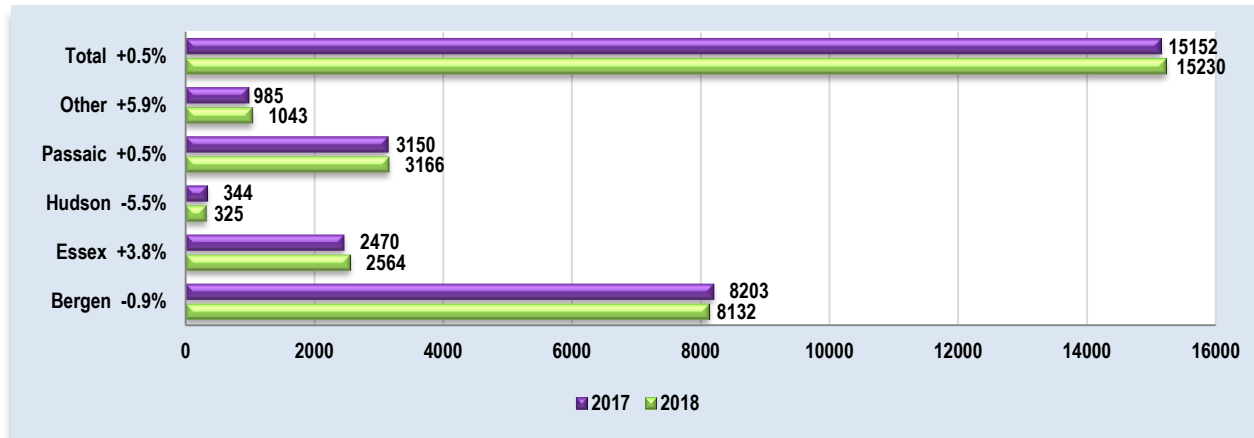
YTD Under Contract by County - Residential

(Single Family, Multi-Family, CCT) - As of December 31st



YTD Under Contract by County - Single Family

As of December 31st

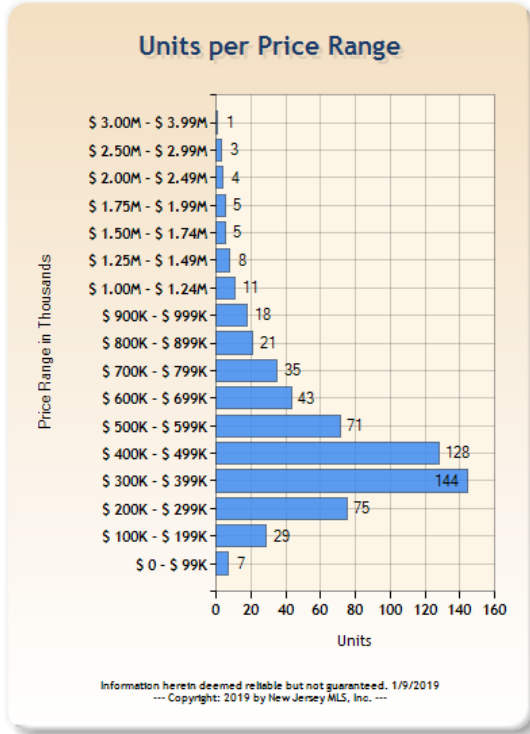


*Excludes Rentals

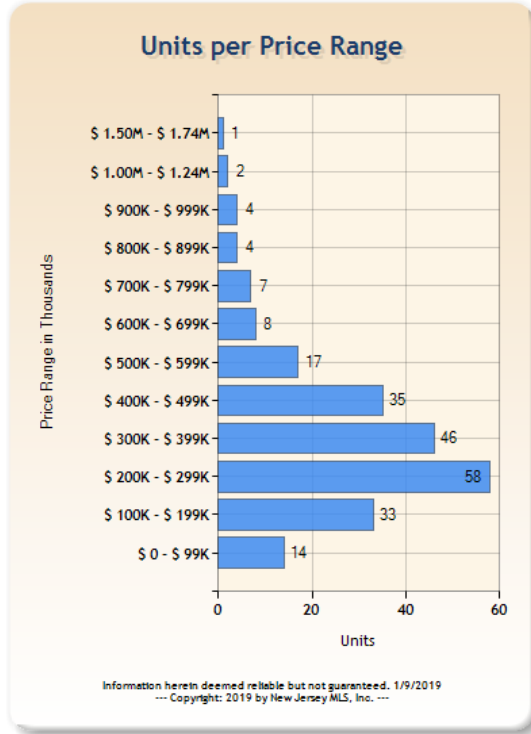
Under Contract by Price Range - RES

(Single Family, Multi-Family, CCT) – December 31st

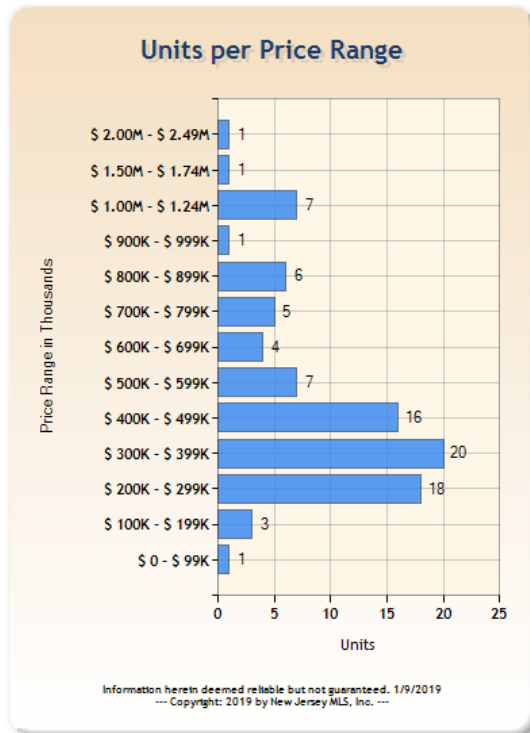
Bergen



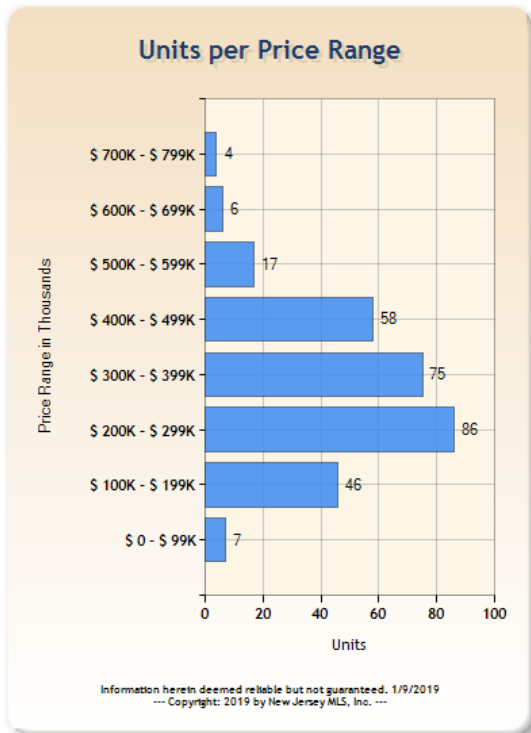
Essex



Hudson



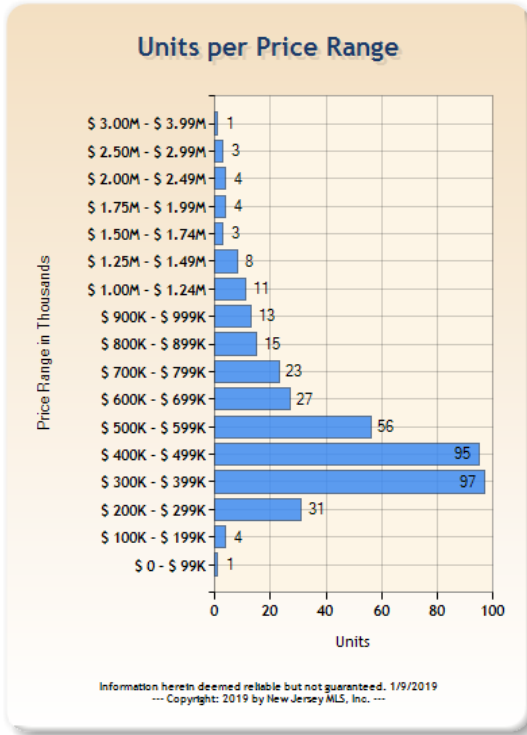
Passaic



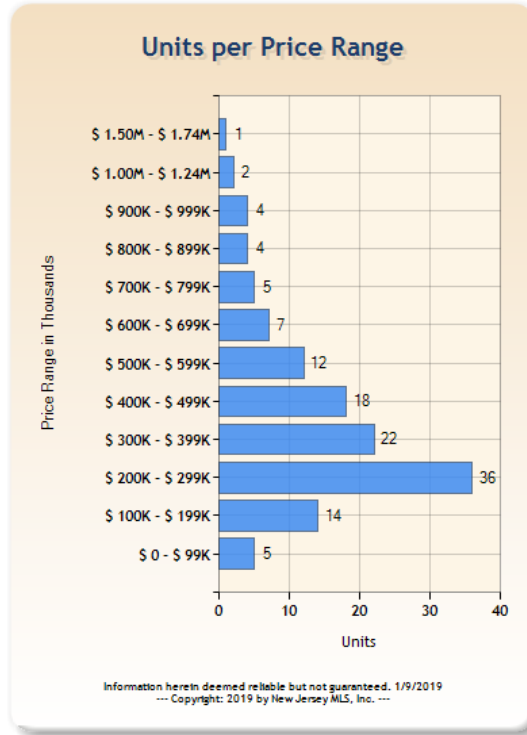
Under Contract by Price Range – Single Family

December 31st

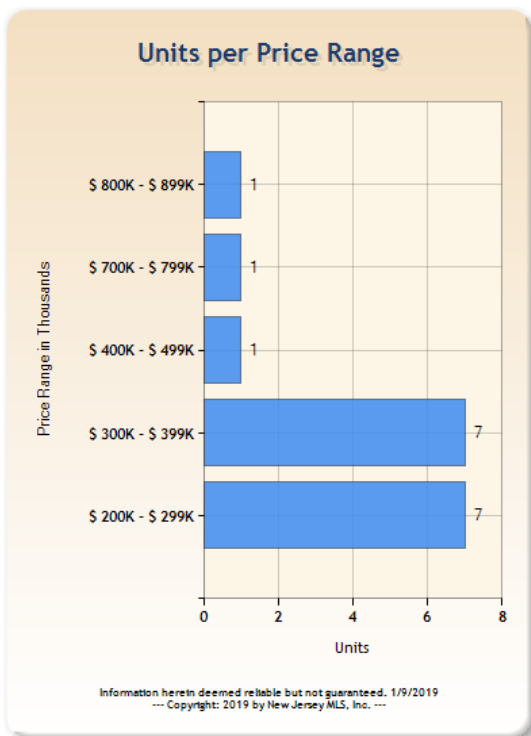
Bergen



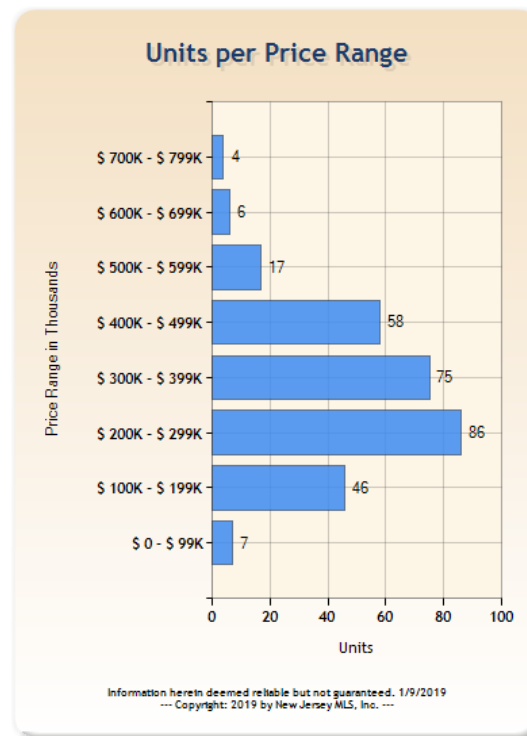
Essex



Hudson



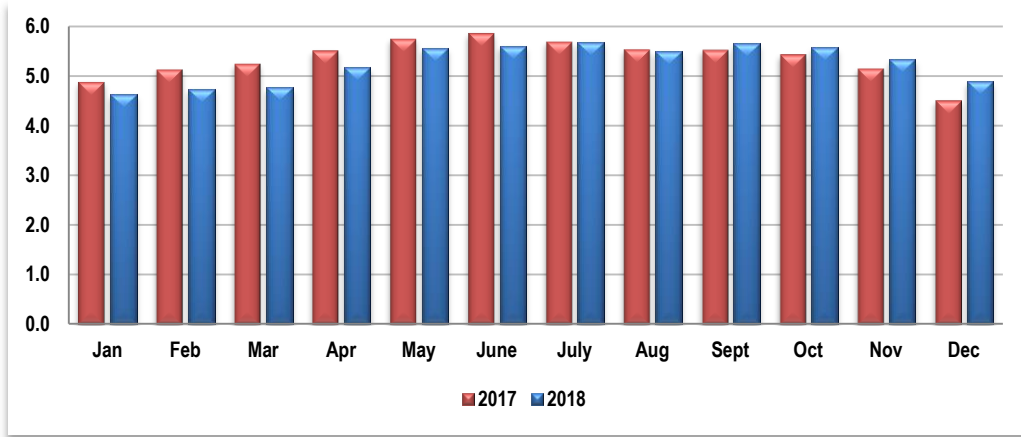
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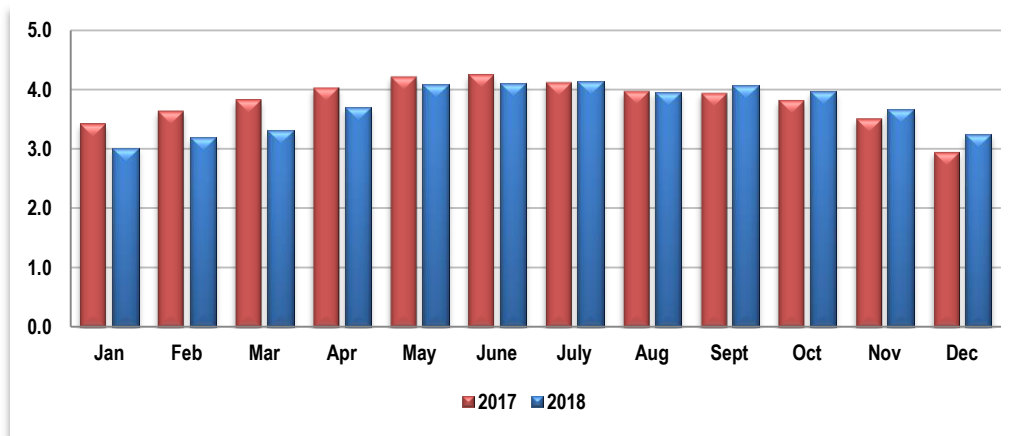
Absorption Rate (Months Inventory)

As of December 31st
 (Calculated using current actives divided by the 12 month average UC.)

All Categories – 4.9 Months (All Categories except Rental)



Residential – 3.2 Months (Single Family, Multi-Family, CCT)

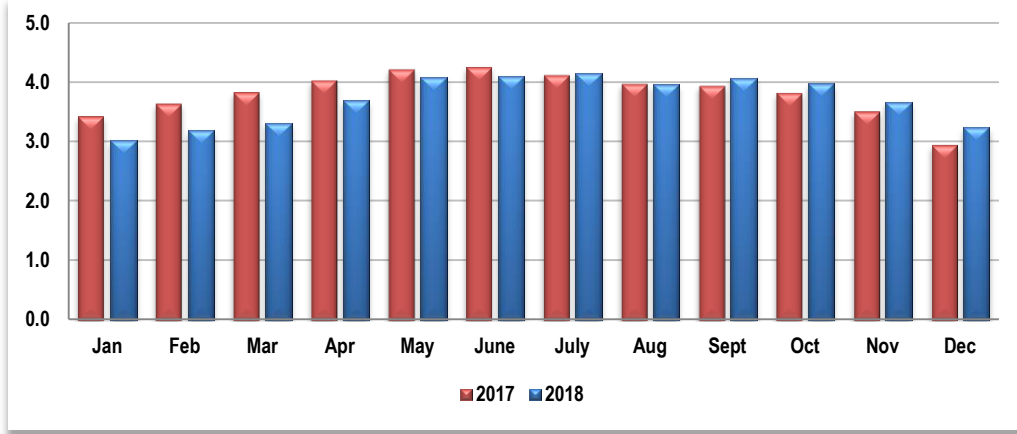


Absorption Rate (Months Inventory)

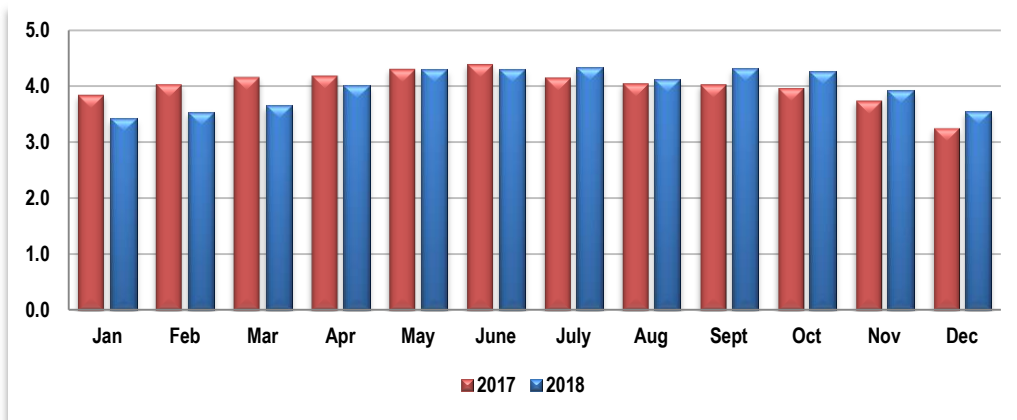
As of December 31st

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

Single Family – 3.2 Months

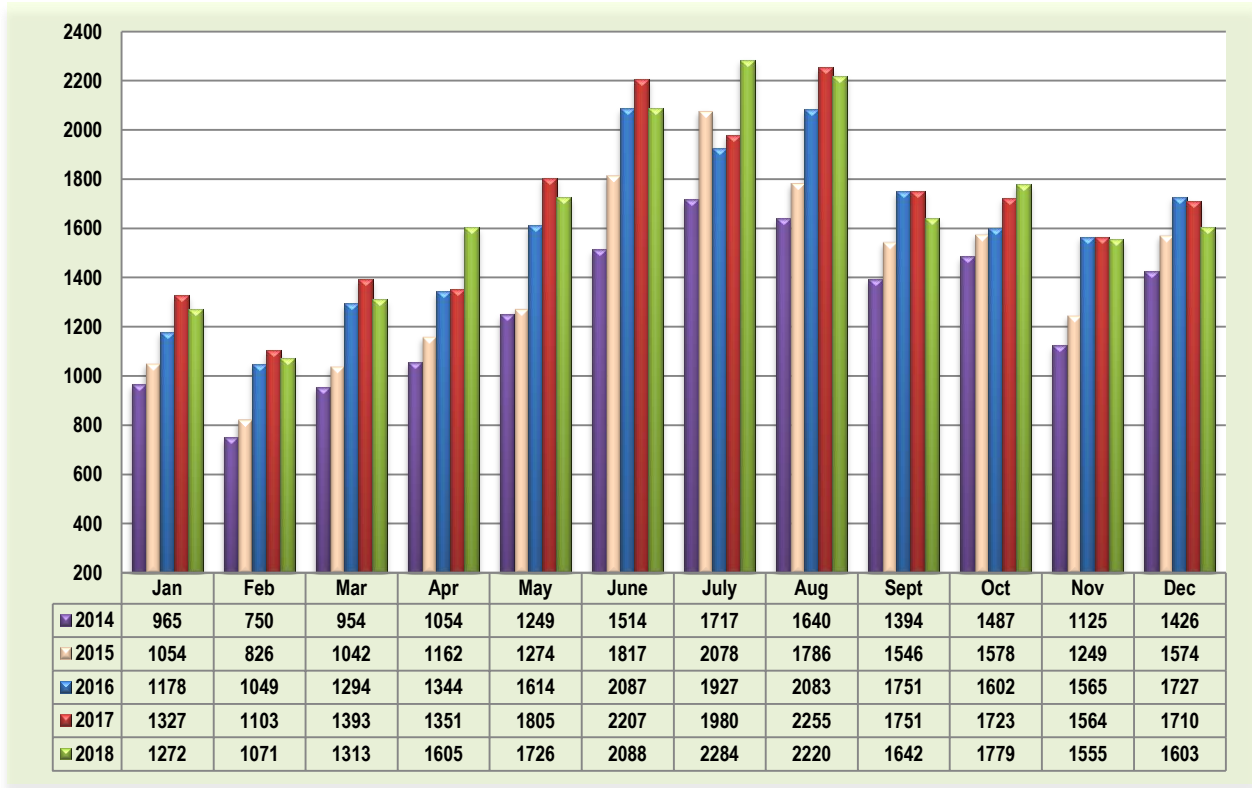


Condo/Co-op/Townhouse – 3.6 Months



Total Units Sold – All Categories*

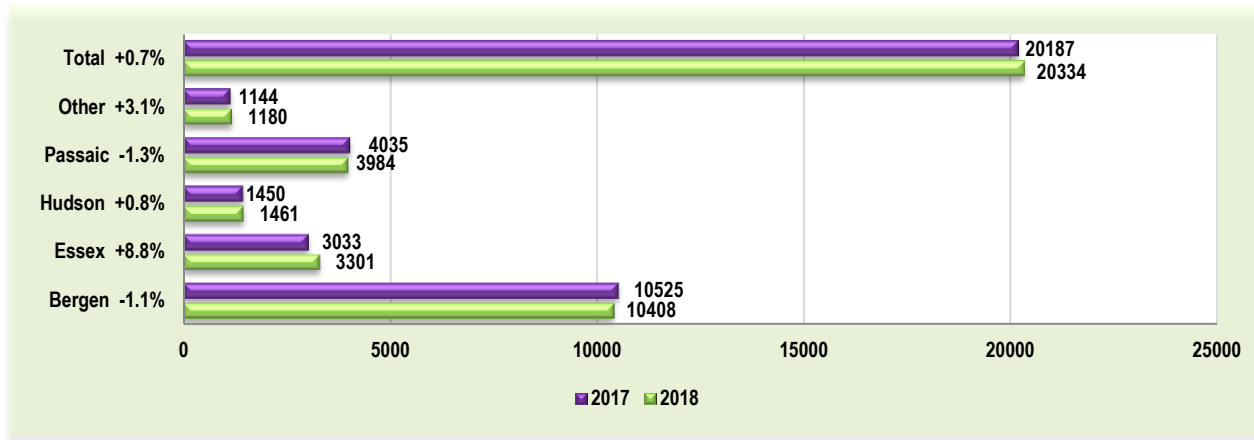
All Categories 2014-2018



*Excludes Rentals

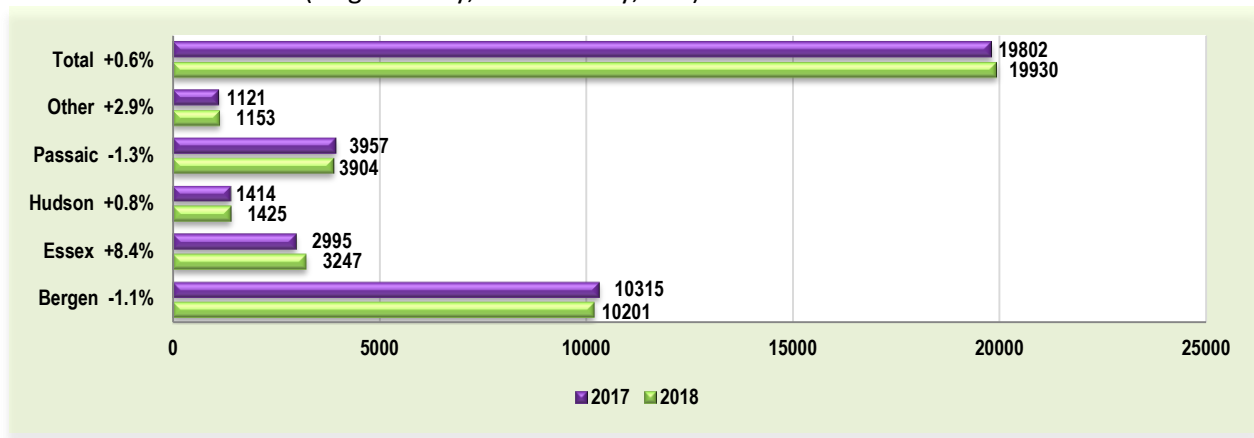
YTD Sold by County - All Categories*

As of December 31st



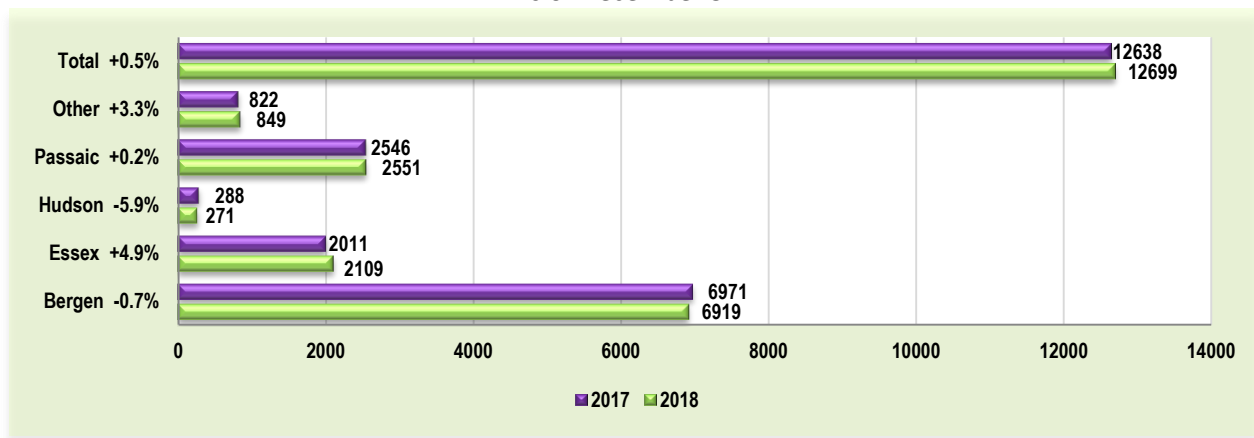
YTD Sold by County - Residential

(Single Family, Multi-Family, CCT) - As of December 31st



YTD Sold by County - Single Family

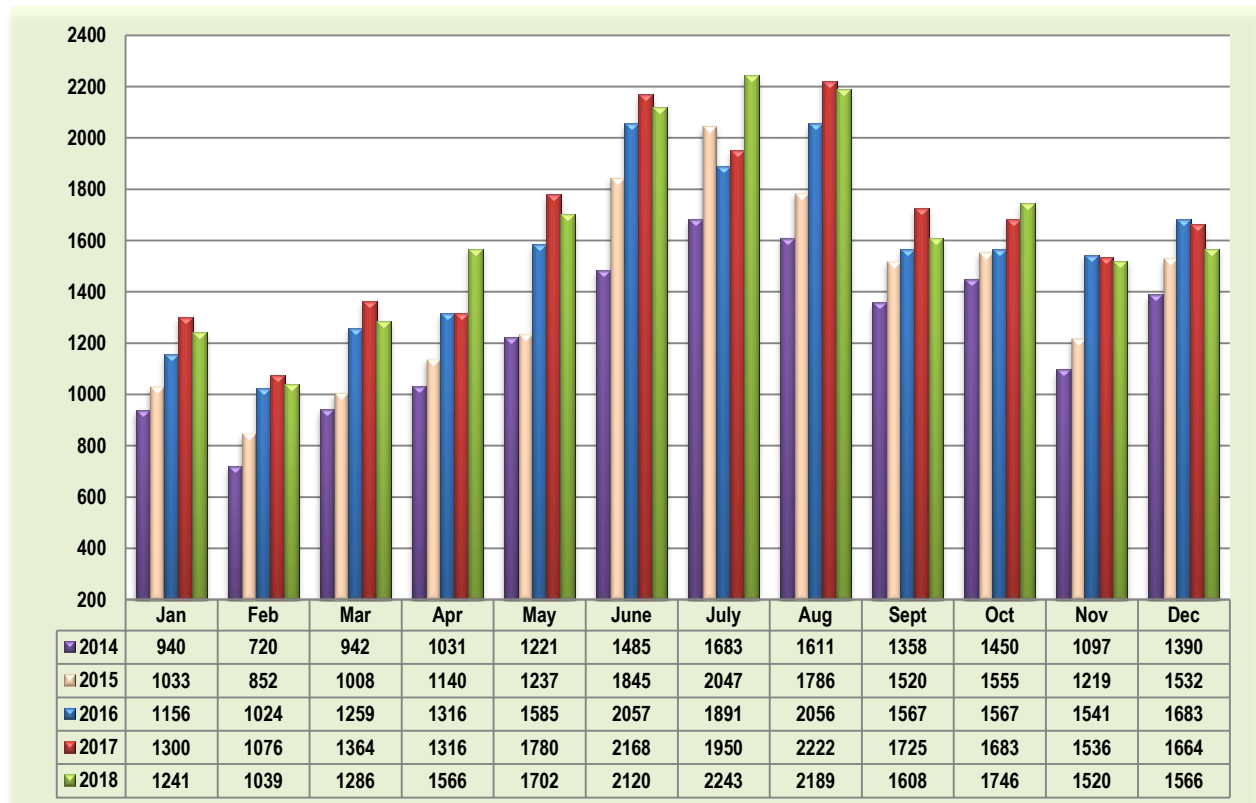
As of December 31st



*Excludes Rentals

Total Residential Units Sold

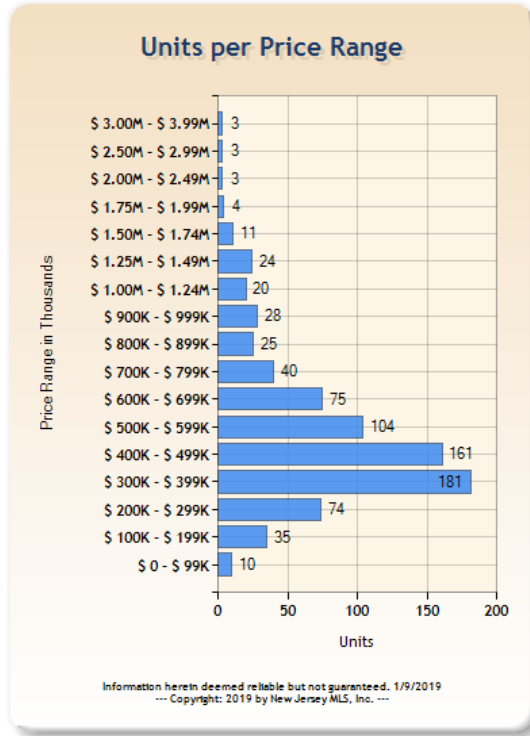
2014-2018



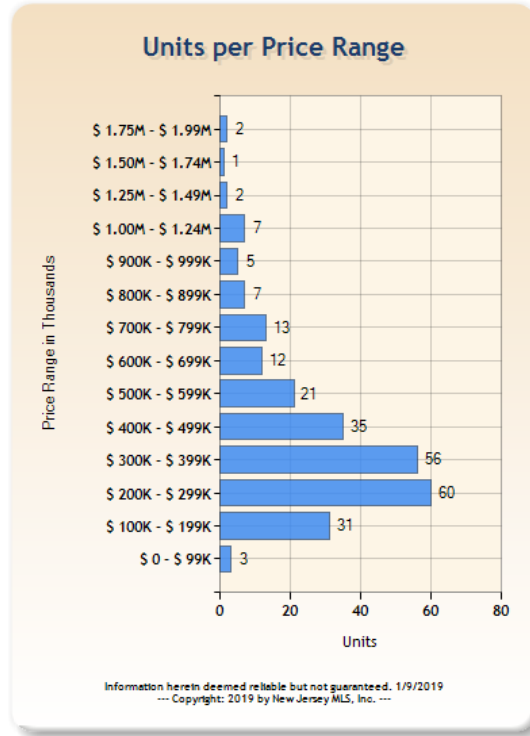
Units Sold by Price Range - RES

(Single Family, Multi-Family, CCT) – December 31st

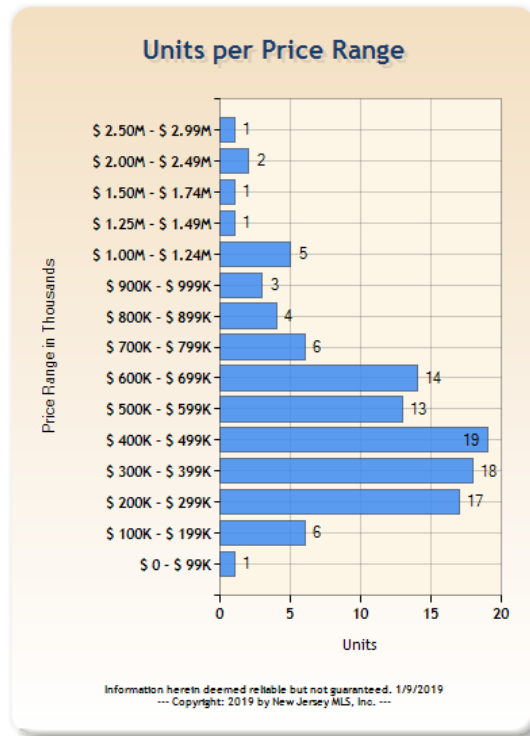
Bergen



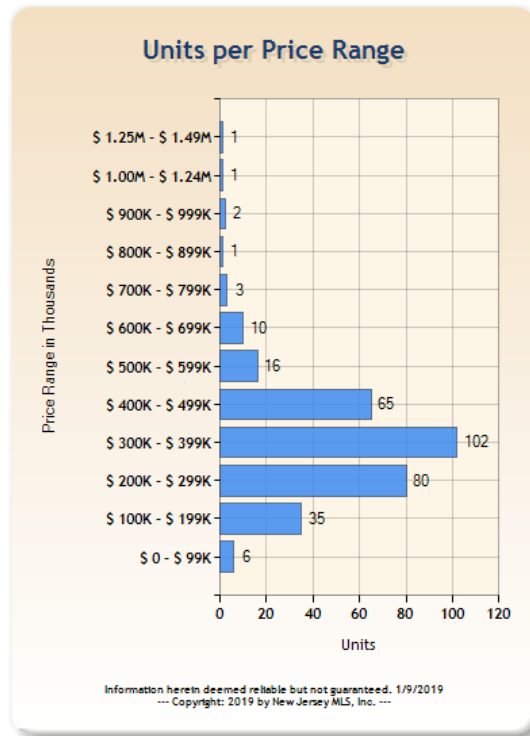
Essex



Hudson

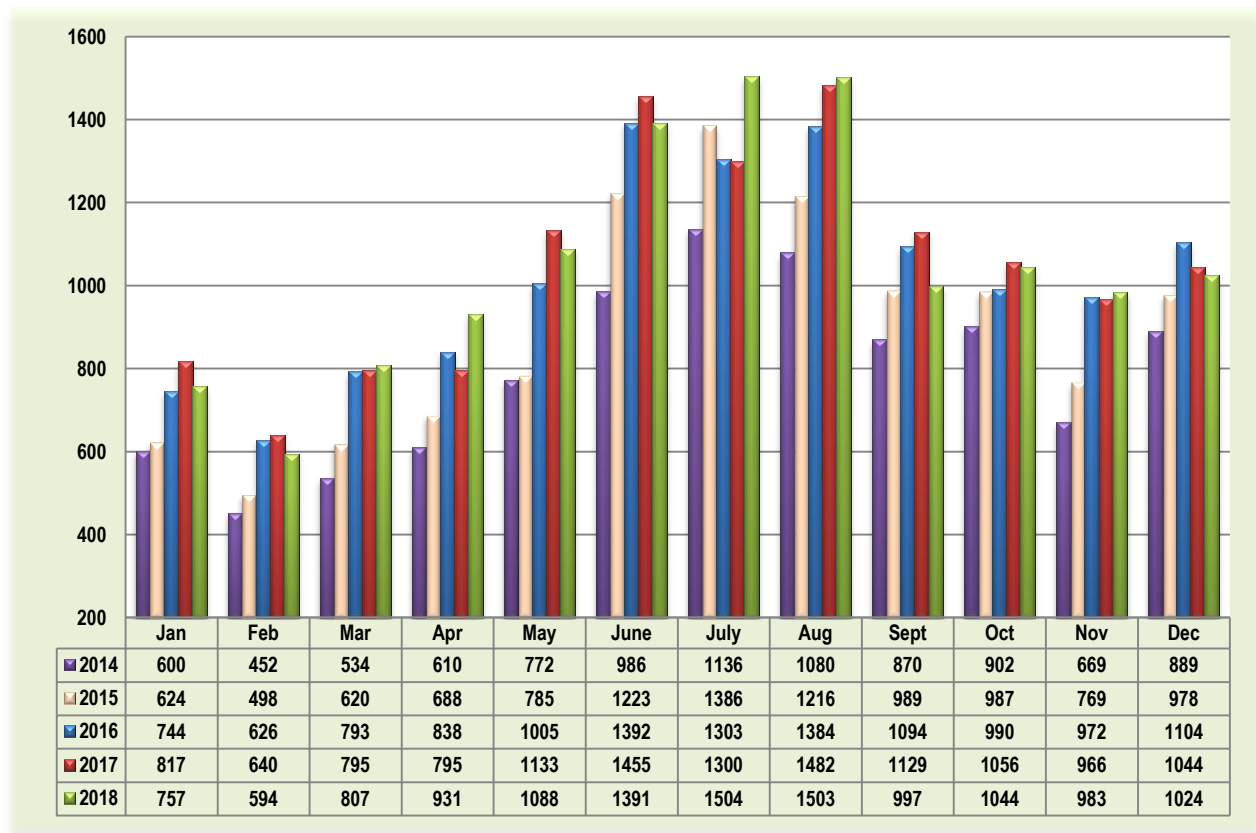


Passaic



Total Single Family Units Sold

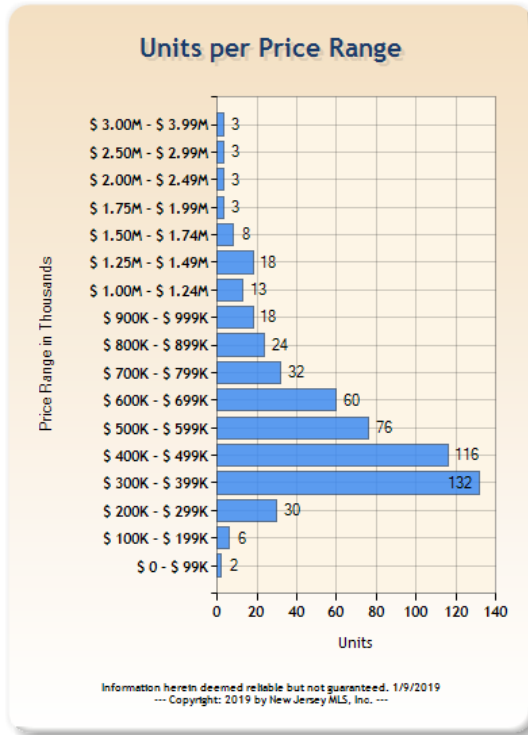
2014-2018



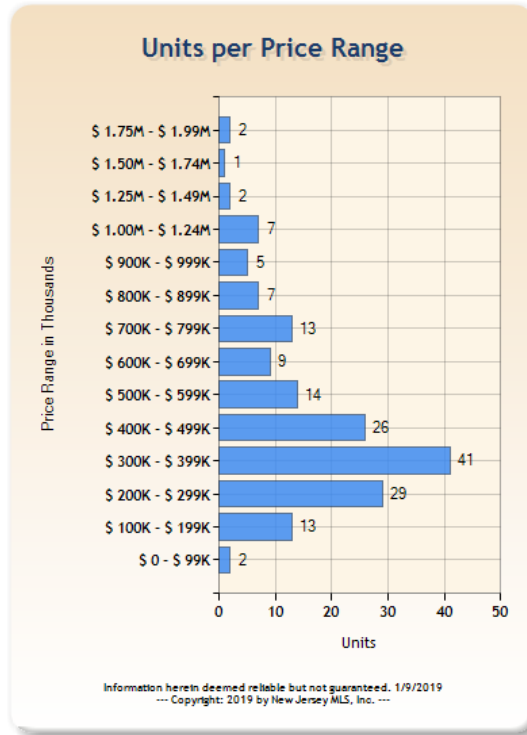
Units Sold by Price Range – Single Family

December 31st

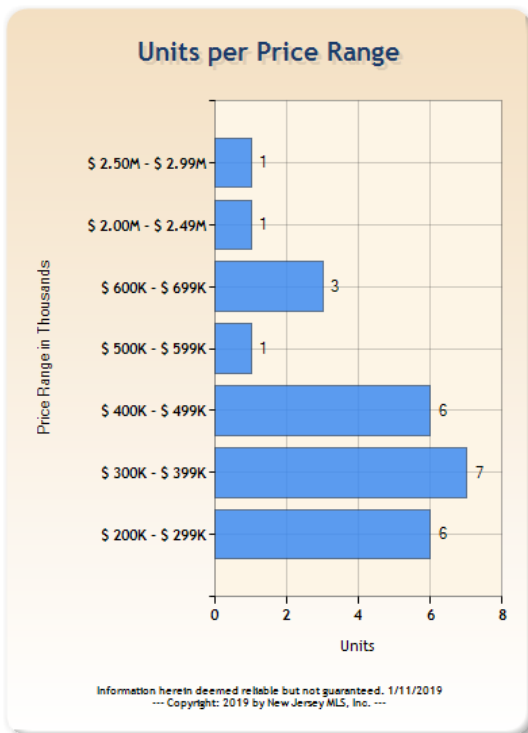
Bergen



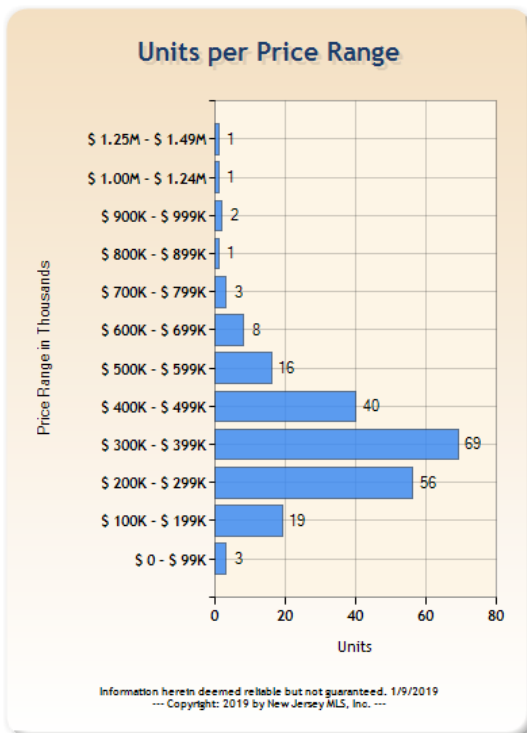
Essex



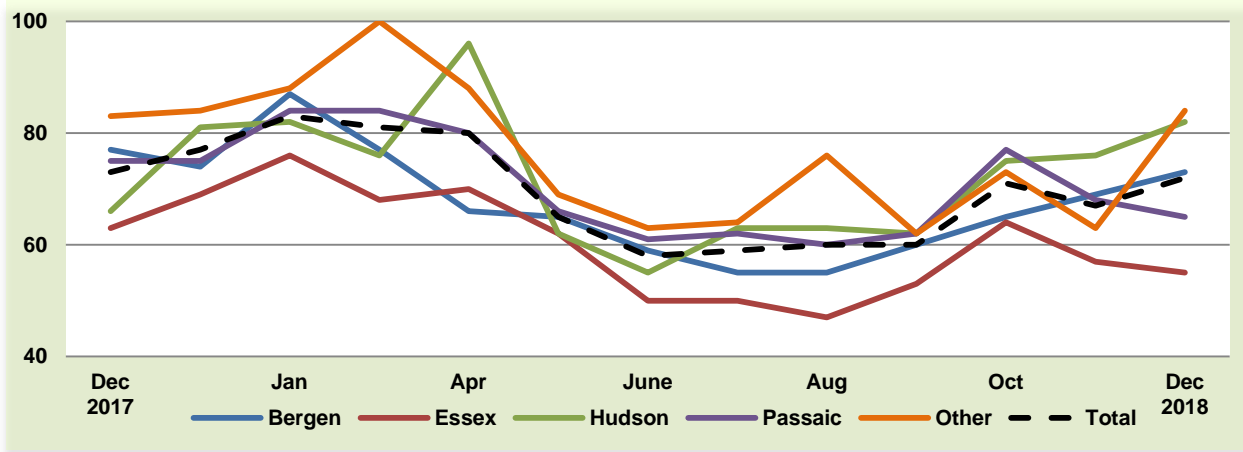
Hudson



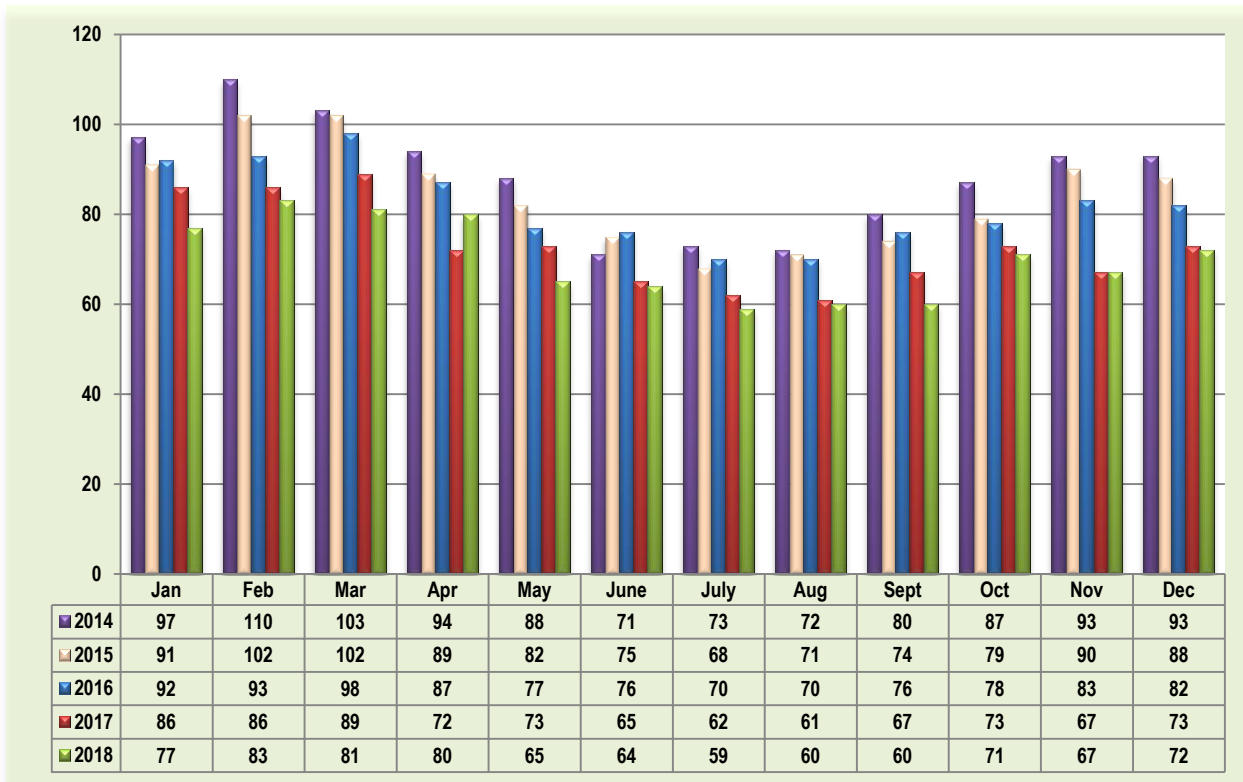
Passaic



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

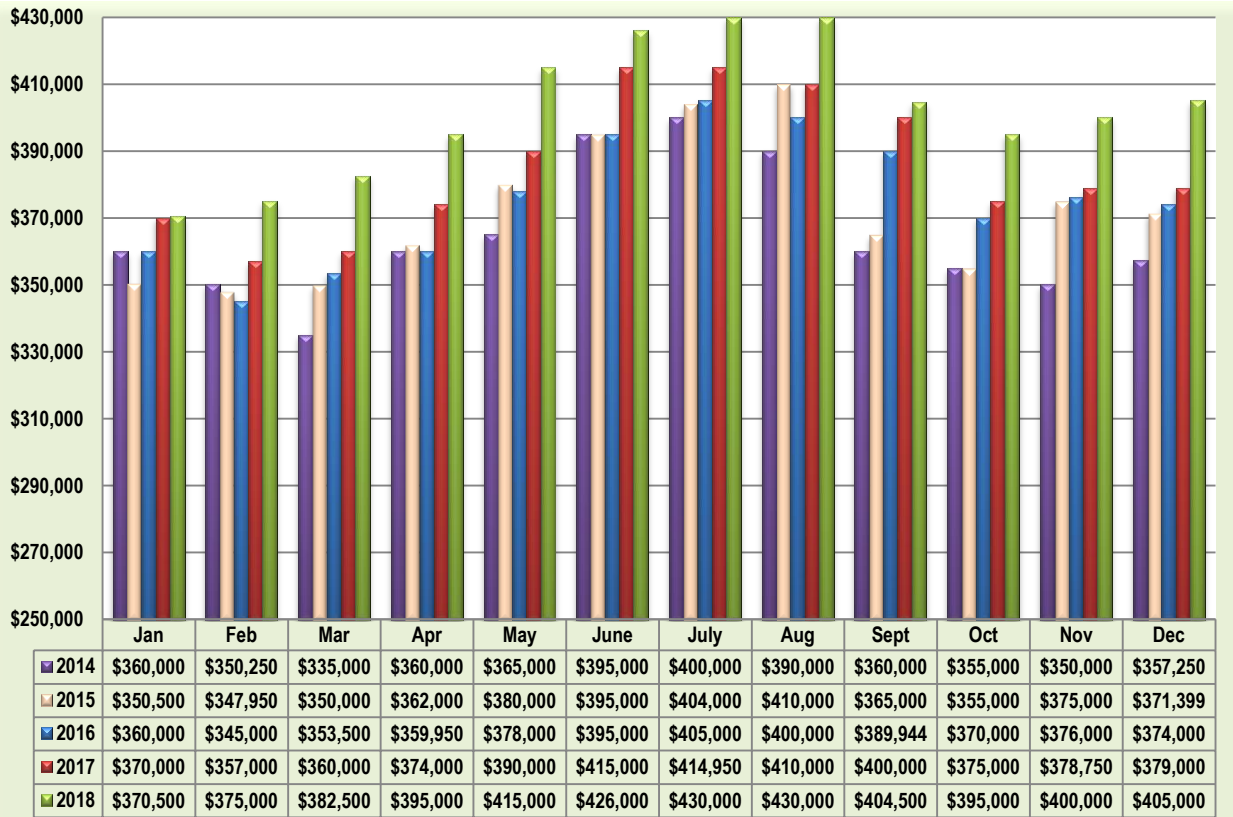


Average Days on the Market – All Counties All Categories 2014-2018

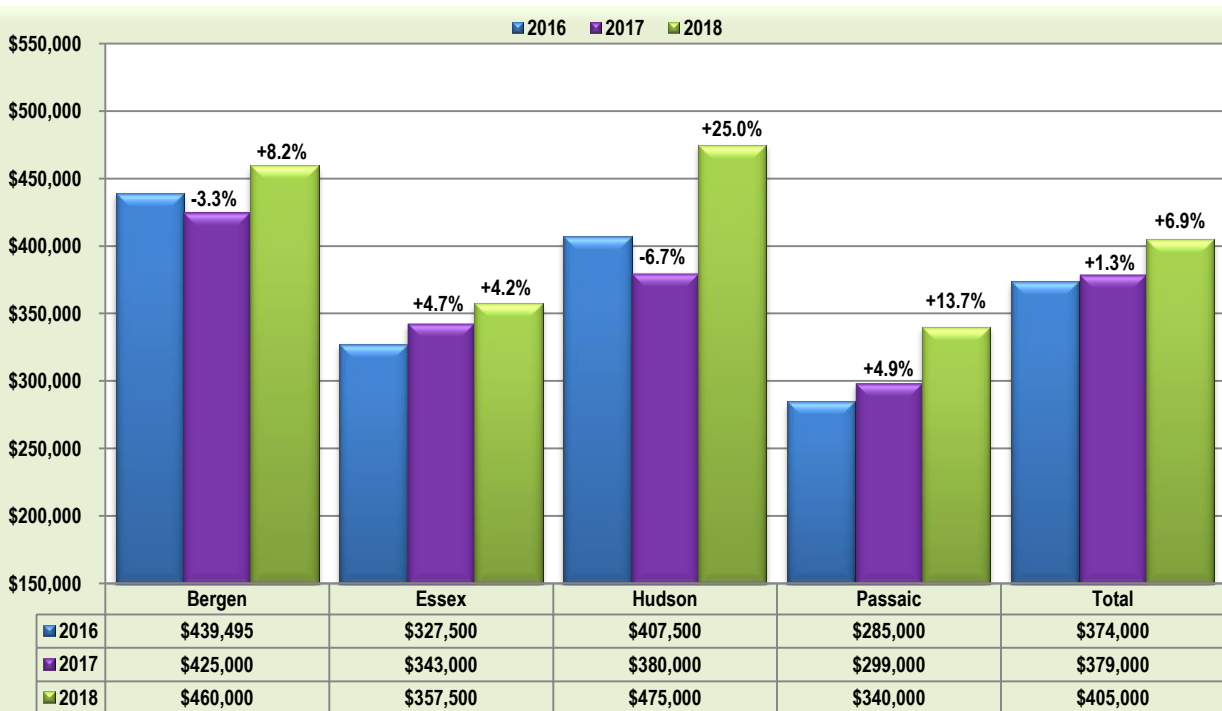


Median Sold Price – All Categories*

2014-2018



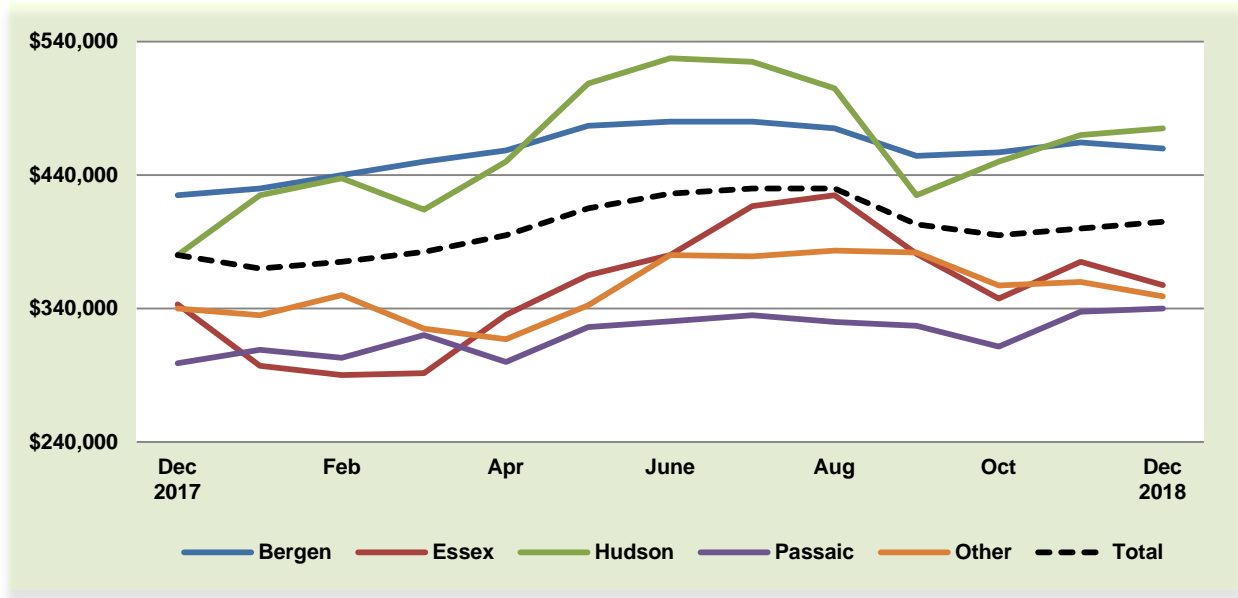
Month of December



*Excludes Rentals

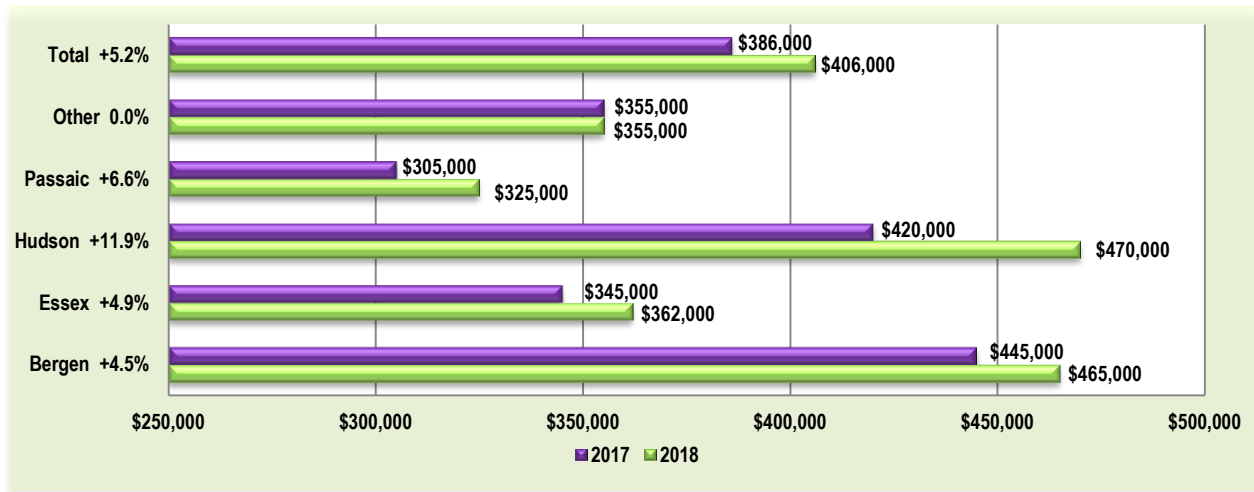
Median Sold Price by County – All Categories*

Past 12 months



YTD Median Sold Price – All Categories*

2017 vs. 2018 – December 31st

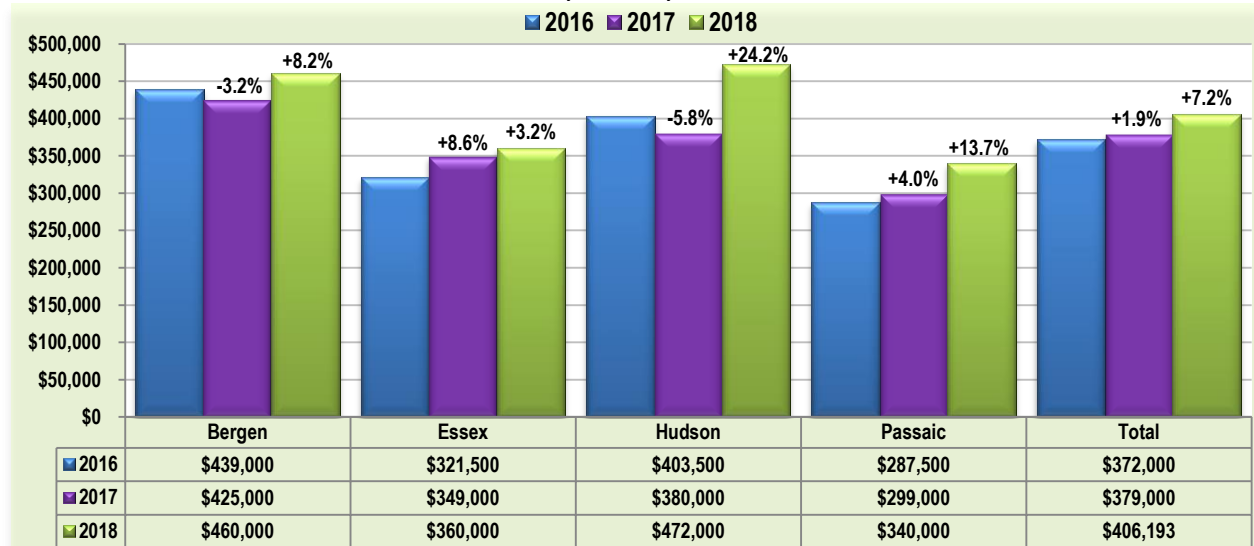


*Excludes Rentals

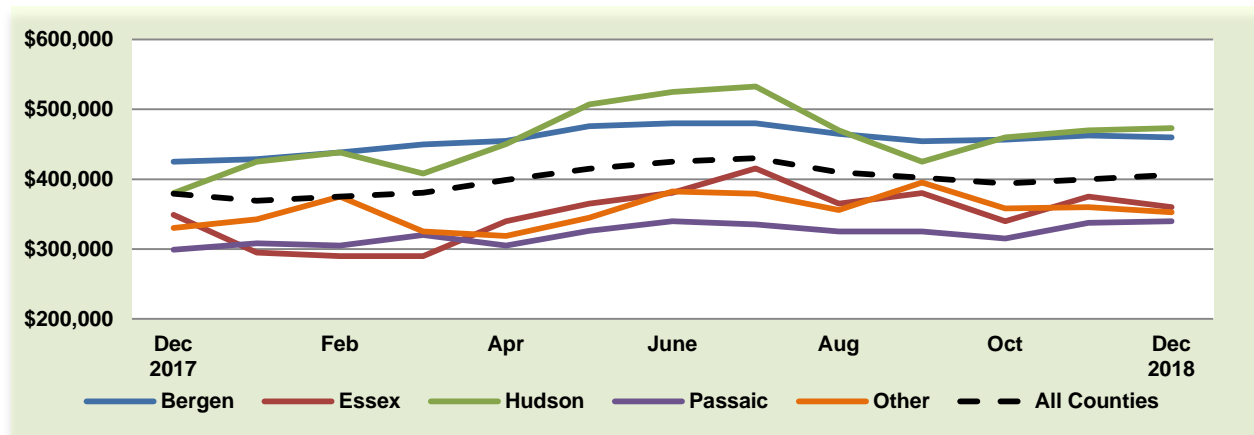
Median Sold Price – Residential

(Single Family, CCT, Multi-Family)

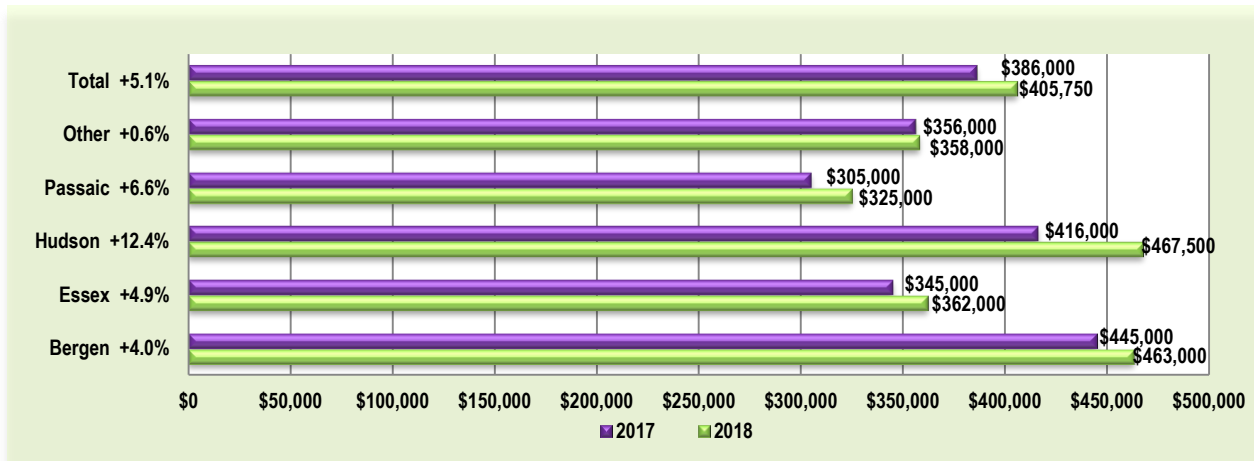
Median Sold Price by County –Month of December



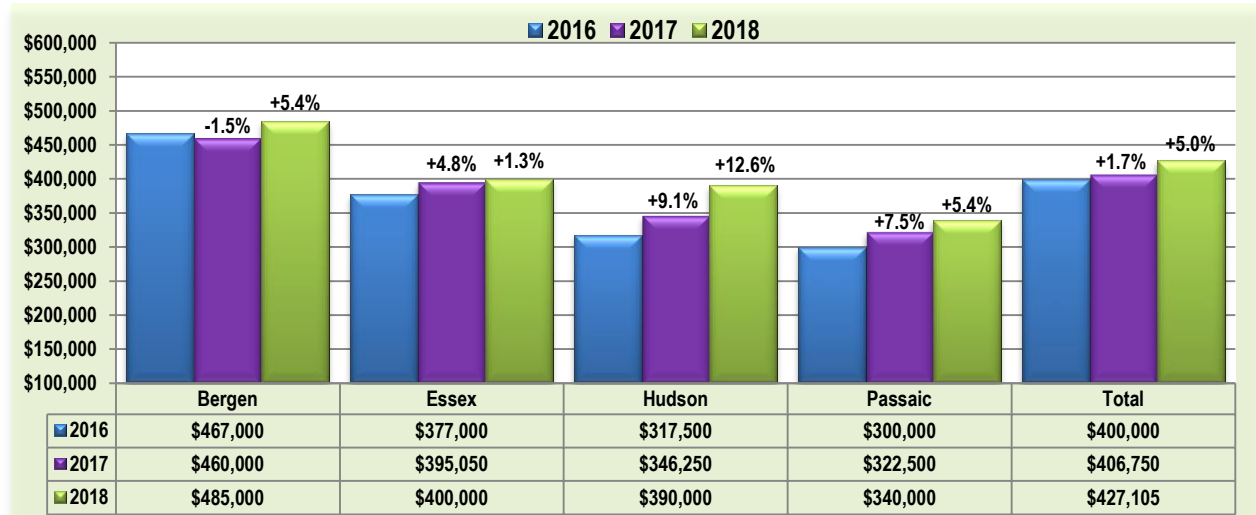
Past 12 Months



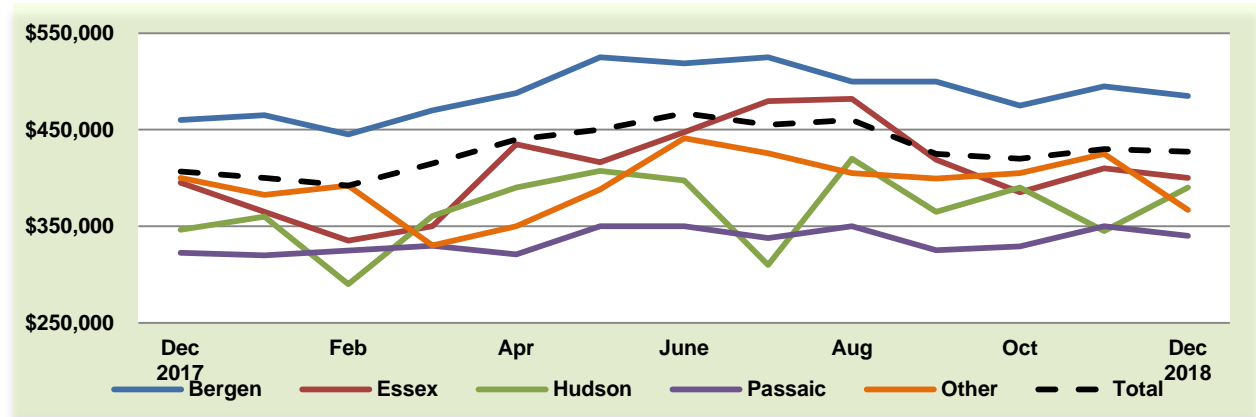
YTD 2017 vs. 2018 - As of December 31st



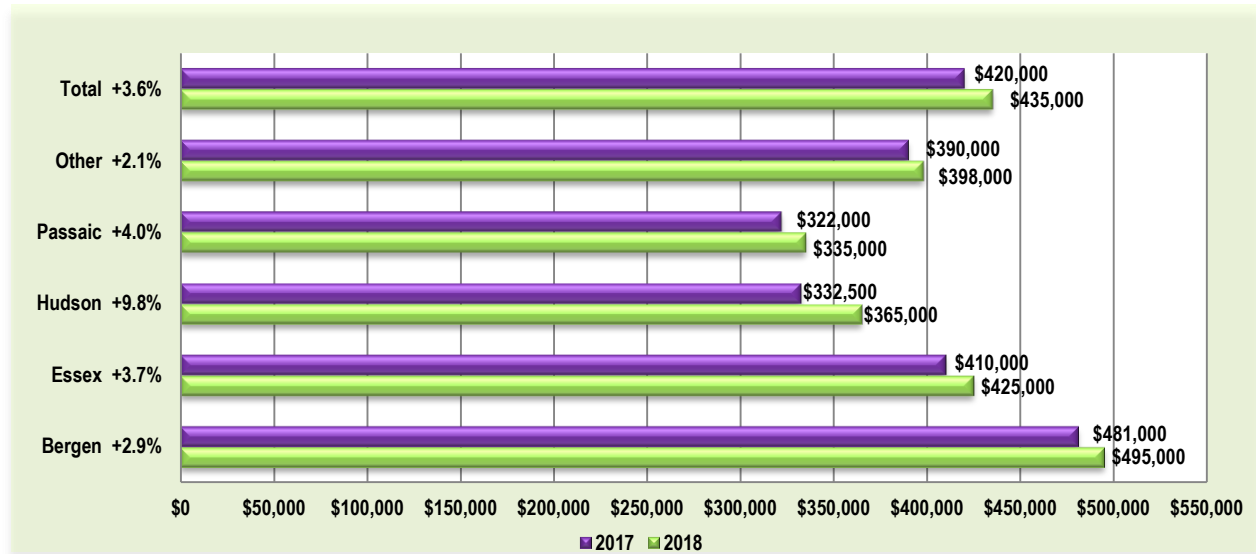
Median Sold Price – Single Family Month of December



Past 12 Months



YTD 2017 vs. 2018 - As of December 31st



Single Family Quarterly Town Comparison Bergen

Residential	# of Solds			Median Sold Price		
	4Q18	4Q17	% Change	4Q18	4Q17	% Change
BERGEN COUNTY	1599	1663	-3.8%	\$485,000	\$460,000	5.4%
Allendale	16	7	128.6%	\$653,750	\$669,000	-2.3%
Alpine	0	3	-100.0%	\$0	\$2,100,000	-100.0%
Bergenfield	64	57	12.3%	\$367,500	\$360,000	2.1%
Bogota	16	19	-15.8%	\$380,000	\$340,000	11.8%
Carlstadt	6	10	-40.0%	\$407,500	\$382,500	6.5%
Cliffside Park	11	6	83.3%	\$505,000	\$582,500	-13.3%
Closter	24	25	-4.0%	\$605,000	\$622,500	-2.8%
Cresskill	20	19	5.3%	\$642,500	\$520,000	23.6%
Demarest	14	13	7.7%	\$777,500	\$910,000	-14.6%
Dumont	41	56	-26.8%	\$380,000	\$373,944	1.6%
East Rutherford	3	3	0.0%	\$405,000	\$345,000	17.4%
Edgewater	1	4	-75.0%	\$315,000	\$1,425,000	-77.9%
Elmwood Park	29	30	-3.3%	\$345,000	\$330,000	4.5%
Emerson	11	18	-38.9%	\$540,000	\$492,500	9.6%
Englewood	42	26	61.5%	\$479,500	\$434,000	10.5%
Englewood Cliffs	12	22	-45.5%	\$1,776,250	\$1,185,000	49.9%
Fair Lawn	73	95	-23.2%	\$432,000	\$405,000	6.7%
Fairview	5	3	66.7%	\$409,000	\$305,000	34.1%
Fort Lee	21	22	-4.5%	\$740,000	\$687,000	7.7%
Franklin Lakes	47	22	113.6%	\$1,270,000	\$1,150,000	10.4%
Garfield	14	20	-30.0%	\$313,000	\$312,500	0.2%
Glen Rock	41	34	20.6%	\$632,000	\$624,500	1.2%
Hackensack	33	22	50.0%	\$389,000	\$345,000	12.8%
Harrington Park	9	18	-50.0%	\$589,000	\$565,000	4.2%
Hasbrouck Heights	25	18	38.9%	\$412,000	\$466,350	-11.7%
Haworth	9	7	28.6%	\$618,000	\$740,000	-16.5%
Hillsdale	13	26	-50.0%	\$457,000	\$555,000	-17.7%
Ho-Ho-Kus	14	5	180.0%	\$1,025,000	\$559,000	83.4%
Leonia	16	25	-36.0%	\$492,500	\$530,000	-7.1%
Little Ferry	11	17	-35.3%	\$344,000	\$320,000	7.5%
Lodi	22	18	22.2%	\$335,000	\$325,000	3.1%
Lyndhurst	27	24	12.5%	\$380,000	\$330,000	15.2%
Mahwah	44	40	10.0%	\$772,250	\$637,500	21.1%
Maywood	27	21	28.6%	\$402,000	\$395,000	1.8%
Midland Park	19	13	46.2%	\$510,000	\$468,000	9.0%

Single Family Quarterly Town Comparison Bergen cont.

Residential	# of Solds			Median Sold Price		
	4Q18	4Q17	% Change	4Q18	4Q17	% Change
BERGEN COUNTY (cont'd)	1599	1663	-3.8%	\$485,000	\$460,000	5.4%
Montvale	15	17	-11.8%	\$570,000	\$601,000	-5.2%
Moonachie	8	4	100.0%	\$412,500	\$285,000	44.7%
New Milford	38	42	-9.5%	\$402,500	\$382,500	5.2%
North Arlington	18	32	-43.8%	\$342,000	\$330,000	3.6%
Northvale	10	14	-28.6%	\$385,000	\$442,500	-13.0%
Norwood	17	14	21.4%	\$525,000	\$582,500	-9.9%
Oakland	51	41	24.4%	\$440,000	\$475,000	-7.4%
Old Tappan	15	14	7.1%	\$830,000	\$713,500	16.3%
Oradell	17	17	0.0%	\$580,000	\$625,000	-7.2%
Palisades Park	3	7	-57.1%	\$550,000	\$525,000	4.8%
Paramus	50	47	6.4%	\$623,380	\$679,549	-8.3%
Park Ridge	14	27	-48.1%	\$468,000	\$479,000	-2.3%
Ramsey	29	37	-21.6%	\$620,000	\$588,000	5.4%
Ridgefield	18	18	0.0%	\$452,500	\$409,520	10.5%
Ridgefield Park	20	24	-16.7%	\$324,500	\$307,500	5.5%
Ridgewood	58	73	-20.5%	\$690,000	\$725,000	-4.8%
River Edge	17	30	-43.3%	\$500,000	\$522,500	-4.3%
River Vale	27	16	68.8%	\$620,000	\$516,250	20.1%
Rochelle Park	12	17	-29.4%	\$381,500	\$330,000	15.6%
Rockleigh	0	0	n/a	\$0	\$0	n/a
Rutherford	32	34	-5.9%	\$498,500	\$487,500	2.3%
Saddle Brook	22	27	-18.5%	\$412,500	\$370,000	11.5%
Saddle River	5	15	-66.7%	\$1,305,000	\$1,425,000	-8.4%
South Hackensack	0	3	-100.0%	\$0	\$282,000	-100.0%
Teaneck	100	110	-9.1%	\$397,500	\$362,500	9.7%
Tenafly	23	37	-37.8%	\$758,000	\$865,000	-12.4%
Teterboro	0	0	n/a	\$0	\$0	n/a
Twp of Washington	27	26	3.8%	\$475,000	\$466,250	1.9%
Upper Saddle River	26	14	85.7%	\$770,000	\$730,000	5.5%
Waldwick	33	27	22.2%	\$412,000	\$409,000	0.7%
Wallington	5	10	-50.0%	\$375,000	\$328,500	14.2%
Westwood	21	20	5.0%	\$473,000	\$373,500	26.6%
Wood Ridge	20	17	17.6%	\$410,000	\$405,000	1.2%
Woodcliff Lake	18	16	12.5%	\$637,500	\$700,000	-8.9%
Wyckoff	50	48	4.2%	\$649,250	\$667,250	-2.7%

Single Family Quarterly Town Comparison Essex

Residential	# of Solds			Median Sold Price		
	4Q18	4Q17	% Change	4Q18	4Q17	% Change
ESSEX COUNTY	540	474	13.9%	\$400,000	\$385,000	3.9%
Belleville	44	32	37.5%	\$309,000	\$281,950	9.6%
Bloomfield	81	92	-12.0%	\$375,000	\$328,600	14.1%
Caldwell	5	6	-16.7%	\$412,500	\$435,750	-5.3%
Cedar Grove	24	18	33.3%	\$424,500	\$500,000	-15.1%
East Orange	36	14	157.1%	\$232,500	\$197,500	17.7%
Essex Fells	5	8	-37.5%	\$1,720,000	\$1,132,500	51.9%
Fairfield	8	6	33.3%	\$525,000	\$425,500	23.4%
Glen Ridge	24	17	41.2%	\$598,000	\$730,000	-18.1%
Irvington	19	19	0.0%	\$180,000	\$75,539	138.3%
Livingston	13	12	8.3%	\$465,000	\$535,000	-13.1%
Maplewood	5	5	0.0%	\$530,000	\$687,000	-22.9%
Millburn	8	4	100.0%	\$1,233,750	\$1,225,500	0.7%
Montclair	78	69	13.0%	\$719,500	\$730,000	-1.4%
Newark	37	38	-2.6%	\$210,000	\$121,500	72.8%
North Caldwell	10	10	0.0%	\$926,250	\$667,500	38.8%
Nutley	55	38	44.7%	\$395,000	\$380,000	3.9%
Orange	6	11	-45.5%	\$269,450	\$150,000	79.6%
Roseland	1	1	0.0%	\$720,000	\$305,000	136.1%
South Orange Village	5	5	0.0%	\$576,500	\$450,000	28.1%
Verona	18	19	-5.3%	\$485,000	\$507,916	-4.5%
West Caldwell	14	16	-12.5%	\$476,500	\$560,000	-14.9%
West Orange	44	34	29.4%	\$405,875	\$363,850	11.6%

Single Family Quarterly Town Comparison Hudson

Residential	# of Solds			Median Sold Price		
	4Q18	4Q17	% Change	4Q18	4Q17	% Change
HUDSON COUNTY	67	73	-8.2%	\$382,000	\$350,000	9.1%
Bayonne	0	2	-100.0%	\$0	\$178,000	-100.0%
East Newark	0	1	-100.0%	\$0	\$335,000	-100.0%
Guttenberg	0	0	n/a	\$0	\$0	n/a
Harrison	3	5	-40.0%	\$365,000	\$410,000	-11.0%
Hoboken	3	1	200.0%	\$2,076,000	\$1,820,000	14.1%
Jersey City	9	8	12.5%	\$510,000	\$545,000	-6.4%
Kearny	35	35	0.0%	\$339,000	\$315,000	7.6%
North Bergen	7	10	-30.0%	\$415,000	\$360,750	15.0%
Secaucus	7	7	0.0%	\$505,000	\$479,950	5.2%
Union City	3	2	50.0%	\$369,000	\$829,950	-55.5%
Weehawken	0	2	-100.0%	\$0	\$911,000	-100.0%
West New York	0	0	n/a	\$0	\$0	n/a

Single Family Quarterly Town Comparison Passaic

Residential	# of Solds			Median Sold Price		
	4Q18	4Q17	% Change	4Q18	4Q17	% Change
PASSAIC COUNTY	642	634	1.3%	\$340,000	\$318,000	6.9%
Bloomingtondale	21	21	0.0%	\$305,000	\$275,000	10.9%
Clifton	151	136	11.0%	\$350,000	\$323,699	8.1%
Haledon	12	9	33.3%	\$275,000	\$280,000	-1.8%
Hawthorne	29	40	-27.5%	\$360,000	\$340,000	5.9%
Little Falls	17	28	-39.3%	\$424,900	\$408,750	4.0%
North Haledon	16	15	6.7%	\$416,250	\$420,000	-0.9%
Passaic	13	16	-18.8%	\$300,000	\$299,500	0.2%
Paterson	54	47	14.9%	\$220,000	\$177,000	24.3%
Pompton Lakes	28	19	47.4%	\$319,500	\$305,000	4.8%
Prospect Park	2	4	-50.0%	\$202,500	\$254,950	-20.6%
Ringwood	49	37	32.4%	\$336,000	\$311,500	7.9%
Totowa	21	26	-19.2%	\$342,900	\$367,500	-6.7%
Wanaque	25	30	-16.7%	\$319,888	\$223,750	43.0%
Wayne	104	103	1.0%	\$465,000	\$450,000	3.3%
West Milford	93	87	6.9%	\$280,000	\$250,000	12.0%
Woodland Park	7	16	-56.3%	\$292,425	\$317,250	-7.8%

CCT Quarterly Town Comparison Bergen

Condo/Coop/Townhouse	# of Solds			Median Sold Price		
	4Q18	4Q17	% Change	4Q18	4Q17	% Change
BERGEN COUNTY	622	609	2.1%	\$355,000	\$330,000	7.6%
Allendale	5	5	0.0%	\$525,000	\$525,000	0.0%
Alpine	0	0	n/a	\$0	\$0	n/a
Bergenfield	3	2	50.0%	\$145,000	\$136,000	6.6%
Bogota	0	2	-100.0%	\$0	\$452,500	-100.0%
Carlstadt	0	0	n/a	\$0	\$0	n/a
Cliffside Park	61	46	32.6%	\$423,000	\$406,750	4.0%
Closter	0	0	n/a	\$0	\$0	n/a
Cresskill	3	0	n/a	\$500,000	\$0	n/a
Demarest	1	1	0.0%	\$2,325,000	\$2,150,000	8.1%
Dumont	0	0	n/a	\$0	\$0	n/a
East Rutherford	3	10	-70.0%	\$310,000	\$267,500	15.9%
Edgewater	66	48	37.5%	\$701,000	\$512,500	36.8%
Elmwood Park	5	9	-44.4%	\$220,900	\$80,000	176.1%
Emerson	0	0	n/a	\$0	\$0	n/a
Englewood	20	31	-35.5%	\$380,000	\$340,000	11.8%
Englewood Cliffs	0	0	n/a	\$0	\$0	n/a
Fair Lawn	9	5	80.0%	\$195,000	\$212,000	-8.0%
Fairview	8	6	33.3%	\$457,500	\$435,000	5.2%
Fort Lee	138	126	9.5%	\$258,000	\$246,000	4.9%
Franklin Lakes	15	1	1400.0%	\$1,224,919	\$595,000	105.9%
Garfield	8	7	14.3%	\$318,000	\$316,000	0.6%
Glen Rock	4	1	300.0%	\$537,500	\$499,999	7.5%
Hackensack	64	52	23.1%	\$192,500	\$187,500	2.7%
Harrington Park	0	0	n/a	\$0	\$0	n/a
Hasbrouck Heights	1	1	0.0%	\$450,000	\$393,000	14.5%
Haworth	0	0	n/a	\$0	\$0	n/a
Hillsdale	4	2	100.0%	\$238,250	\$266,000	-10.4%
Ho-Ho-Kus	0	0	n/a	\$0	\$0	n/a
Leonia	2	4	-50.0%	\$237,000	\$258,500	-8.3%
Little Ferry	6	7	-14.3%	\$195,000	\$235,000	-17.0%
Lodi	8	3	166.7%	\$337,000	\$130,000	159.2%
Lyndhurst	3	1	200.0%	\$280,000	\$250,000	12.0%
Mahwah	39	57	-31.6%	\$374,000	\$335,000	11.6%
Maywood	0	0	n/a	\$0	\$0	n/a
Midland Park	0	0	n/a	\$0	\$0	n/a

CCT Quarterly Town Comparison Bergen cont.

Condo/Coop/Townhouse	# of Solds			Median Sold Price		
	4Q18	4Q17	% Change	4Q18	4Q17	% Change
BERGEN COUNTY (cont'd)	622	609	2.1%	\$355,000	\$330,000	7.6%
Montvale	8	6	33.3%	\$517,500	\$649,999	-20.4%
Moonachie	0	0	n/a	\$0	\$0	n/a
New Milford	2	0	n/a	\$335,000	\$0	n/a
North Arlington	0	4	-100.0%	\$0	\$293,750	-100.0%
Northvale	6	2	200.0%	\$455,450	\$374,950	21.5%
Norwood	1	2	-50.0%	\$550,000	\$540,000	1.9%
Oakland	1	1	0.0%	\$685,000	\$615,000	11.4%
Old Tappan	3	6	-50.0%	\$577,500	\$575,000	0.4%
Oradell	0	0	n/a	\$0	\$0	n/a
Palisades Park	26	37	-29.7%	\$700,000	\$580,000	20.7%
Paramus	1	2	-50.0%	\$740,000	\$437,500	69.1%
Park Ridge	5	5	0.0%	\$360,000	\$359,257	0.2%
Ramsey	25	32	-21.9%	\$300,332	\$326,250	-7.9%
Ridgefield	3	1	200.0%	\$195,000	\$181,000	7.7%
Ridgefield Park	6	4	50.0%	\$73,750	\$174,500	-57.7%
Ridgewood	3	1	200.0%	\$615,000	\$425,000	44.7%
River Edge	3	2	50.0%	\$126,395	\$242,000	-47.8%
River Vale	5	5	0.0%	\$550,000	\$397,500	38.4%
Rochelle Park	2	1	100.0%	\$345,000	\$245,000	40.8%
Rockleigh	0	0	n/a	\$0	\$0	n/a
Rutherford	5	10	-50.0%	\$165,000	\$232,500	-29.0%
Saddle Brook	0	4	-100.0%	\$0	\$292,250	-100.0%
Saddle River	1	0	n/a	\$1,875,000	\$0	n/a
South Hackensack	0	0	n/a	\$0	\$0	n/a
Teaneck	9	15	-40.0%	\$209,500	\$195,000	7.4%
Tenafly	3	7	-57.1%	\$318,000	\$540,000	-41.1%
Teterboro	0	0	n/a	\$0	\$0	n/a
Twp of Washington	7	6	16.7%	\$455,000	\$462,500	-1.6%
Upper Saddle River	1	1	0.0%	\$639,000	\$725,000	-11.9%
Waldwick	2	1	100.0%	\$421,250	\$310,000	35.9%
Wallington	0	0	n/a	\$0	\$0	n/a
Westwood	4	3	33.3%	\$310,000	\$198,500	56.2%
Wood Ridge	8	16	-50.0%	\$427,500	\$506,495	-15.6%
Woodcliff Lake	2	5	-60.0%	\$803,995	\$879,221	-8.6%
Wyckoff	4	3	33.3%	\$555,000	\$955,000	-41.9%

CCT Quarterly Town Comparison Essex

Condo/Coop/Townhouse	# of Solds			Median Sold Price		
	4Q18	4Q17	% Change	4Q18	4Q17	% Change
ESSEX COUNTY	110	95	15.8%	\$244,563	\$252,000	-3.0%
Belleville	17	14	21.4%	\$205,000	\$208,750	-1.8%
Bloomfield	7	4	75.0%	\$260,000	\$199,250	30.5%
Caldwell	2	6	-66.7%	\$368,000	\$267,450	37.6%
Cedar Grove	4	2	100.0%	\$356,750	\$342,500	4.2%
East Orange	4	1	300.0%	\$133,500	\$119,000	12.2%
Essex Fells	0	0	n/a	\$0	\$0	n/a
Fairfield	3	0	n/a	\$405,000	\$0	n/a
Glen Ridge	3	2	50.0%	\$451,000	\$436,250	3.4%
Irvington	1	0	n/a	\$124,425	\$0	n/a
Livingston	0	0	n/a	\$0	\$0	n/a
Maplewood	2	1	100.0%	\$169,875	\$133,000	27.7%
Millburn	0	0	n/a	\$0	\$0	n/a
Montclair	20	24	-16.7%	\$302,500	\$246,000	23.0%
Newark	13	7	85.7%	\$155,000	\$180,000	-13.9%
North Caldwell	0	2	-100.0%	\$0	\$408,000	-100.0%
Nutley	12	10	20.0%	\$327,500	\$415,000	-21.1%
Orange	4	2	100.0%	\$180,000	\$85,750	109.9%
Roseland	0	1	-100.0%	\$0	\$510,000	-100.0%
South Orange Village	0	1	-100.0%	\$0	\$505,000	-100.0%
Verona	7	8	-12.5%	\$210,000	\$306,250	-31.4%
West Caldwell	1	1	0.0%	\$167,950	\$185,000	-9.2%
West Orange	10	9	11.1%	\$380,000	\$285,000	33.3%

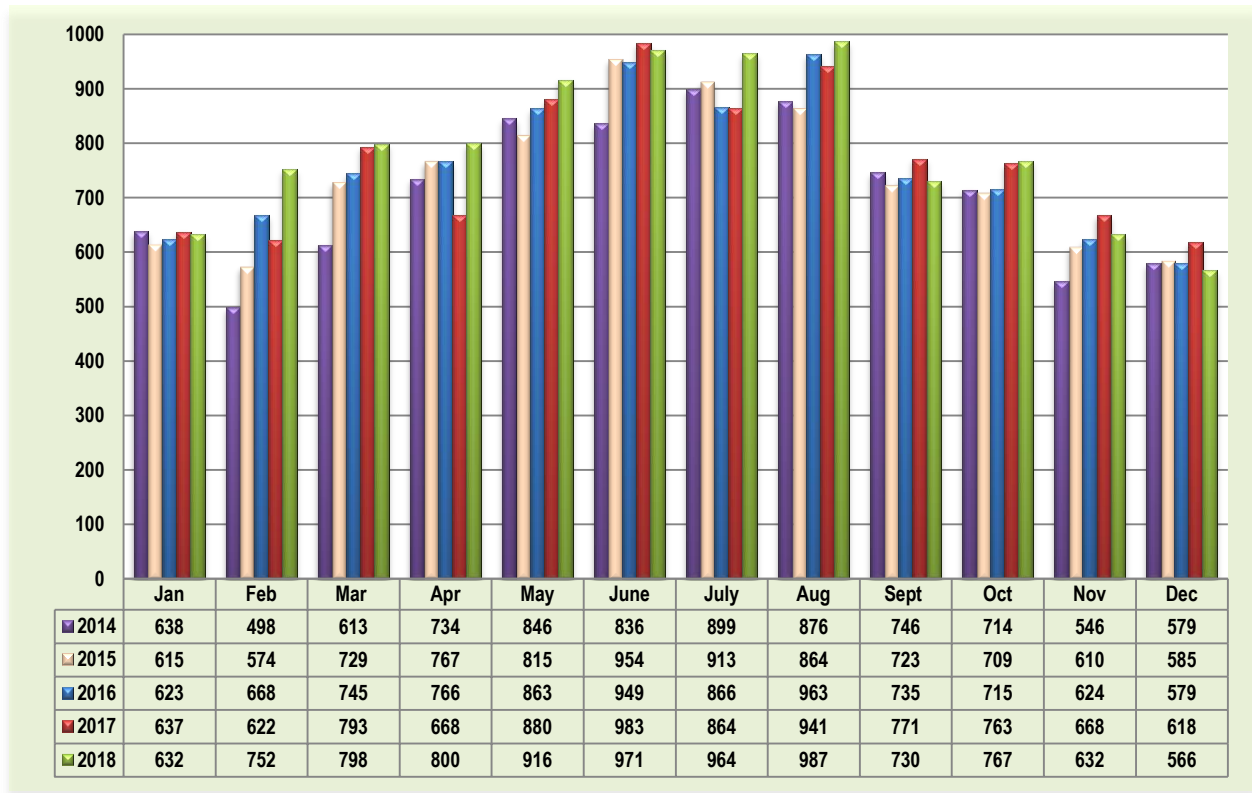
CCT Quarterly Town Comparison Hudson

Condo/Coop/Townhouse	# of Solds			Median Sold Price		
	4Q18	4Q17	% Change	4Q18	4Q17	% Change
HUDSON COUNTY	196	211	-7.1%	\$483,250	\$475,000	1.7%
Bayonne	0	1	-100.0%	\$0	\$290,000	-100.0%
East Newark	0	0	n/a	\$0	\$0	n/a
Guttenberg	13	7	85.7%	\$264,000	\$314,000	-15.9%
Harrison	2	3	-33.3%	\$149,000	\$351,400	-57.6%
Hoboken	34	32	6.3%	\$706,000	\$764,500	-7.7%
Jersey City	32	47	-31.9%	\$532,500	\$515,000	3.4%
Kearny	7	3	133.3%	\$200,000	\$195,000	2.6%
North Bergen	31	32	-3.1%	\$290,000	\$312,500	-7.2%
Secaucus	16	20	-20.0%	\$320,000	\$368,000	-13.0%
Union City	6	13	-53.8%	\$305,000	\$297,500	2.5%
Weehawken	21	23	-8.7%	\$751,650	\$795,000	-5.5%
West New York	34	30	13.3%	\$480,750	\$444,250	8.2%

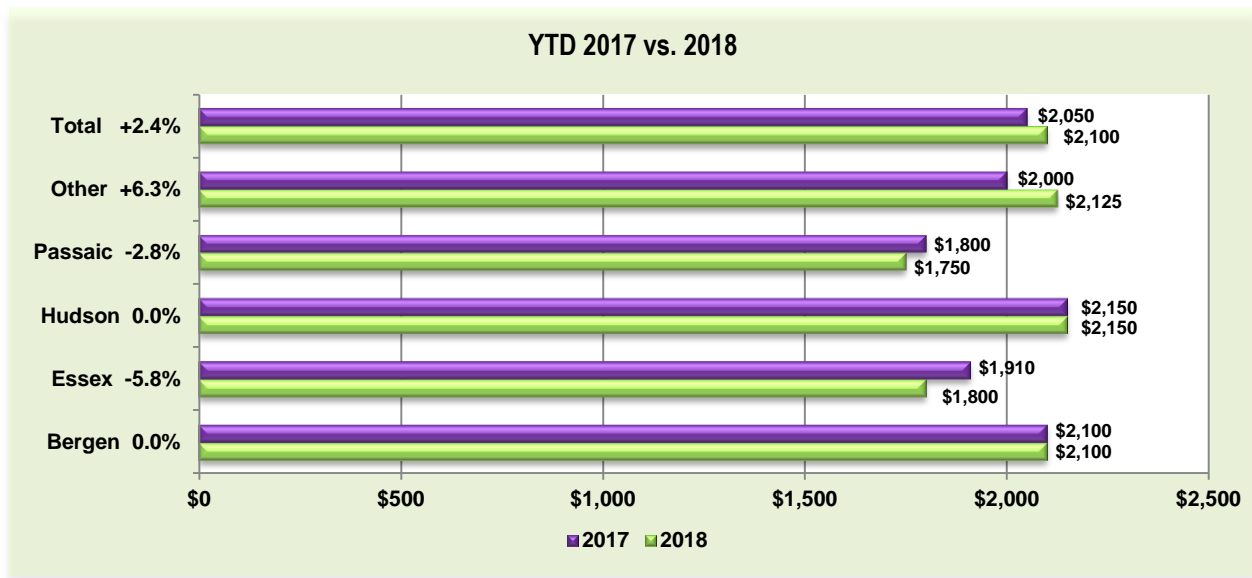
CCT Quarterly Town Comparison Passaic

Condo/Coop/Townhouse	# of Solds			Median Sold Price		
	4Q18	4Q17	% Change	4Q18	4Q17	% Change
PASSAIC COUNTY	151	177	-14.7%	\$273,000	\$285,000	-4.2%
Bloomingtondale	0	0	n/a	\$0	\$0	n/a
Clifton	22	41	-46.3%	\$314,950	\$285,000	10.5%
Haledon	1	0	n/a	\$155,000	\$0	n/a
Hawthorne	6	7	-14.3%	\$309,000	\$215,000	43.7%
Little Falls	13	7	85.7%	\$285,000	\$260,000	9.6%
North Haledon	9	6	50.0%	\$439,000	\$479,000	-8.4%
Passaic	7	8	-12.5%	\$120,000	\$152,500	-21.3%
Paterson	11	10	10.0%	\$200,000	\$158,500	26.2%
Pompton Lakes	10	14	-28.6%	\$144,500	\$176,950	-18.3%
Prospect Park	1	0	n/a	\$175,000	\$0	n/a
Ringwood	0	0	n/a	\$0	\$0	n/a
Totowa	2	2	0.0%	\$420,000	\$415,000	1.2%
Wanaque	13	25	-48.0%	\$312,500	\$314,900	-0.8%
Wayne	28	35	-20.0%	\$310,500	\$350,000	-11.3%
West Milford	16	13	23.1%	\$177,500	\$150,000	18.3%
Woodland Park	12	9	33.3%	\$471,750	\$405,000	16.5%

Total Residential Rental - Units Leased 2014-2018



YTD Residential Rental Median Leased Price by County - As of December 31st

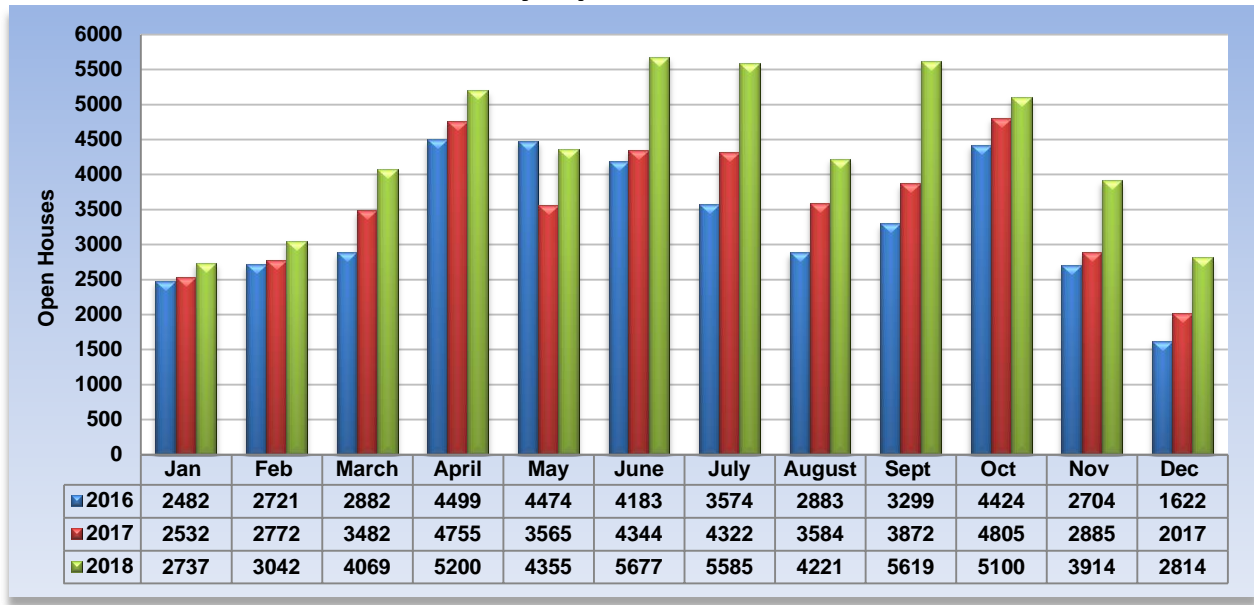


2017 YTD Median Leased Price all Counties - \$2,050

2018 YTD Median Leased Price all Counties - \$2,100

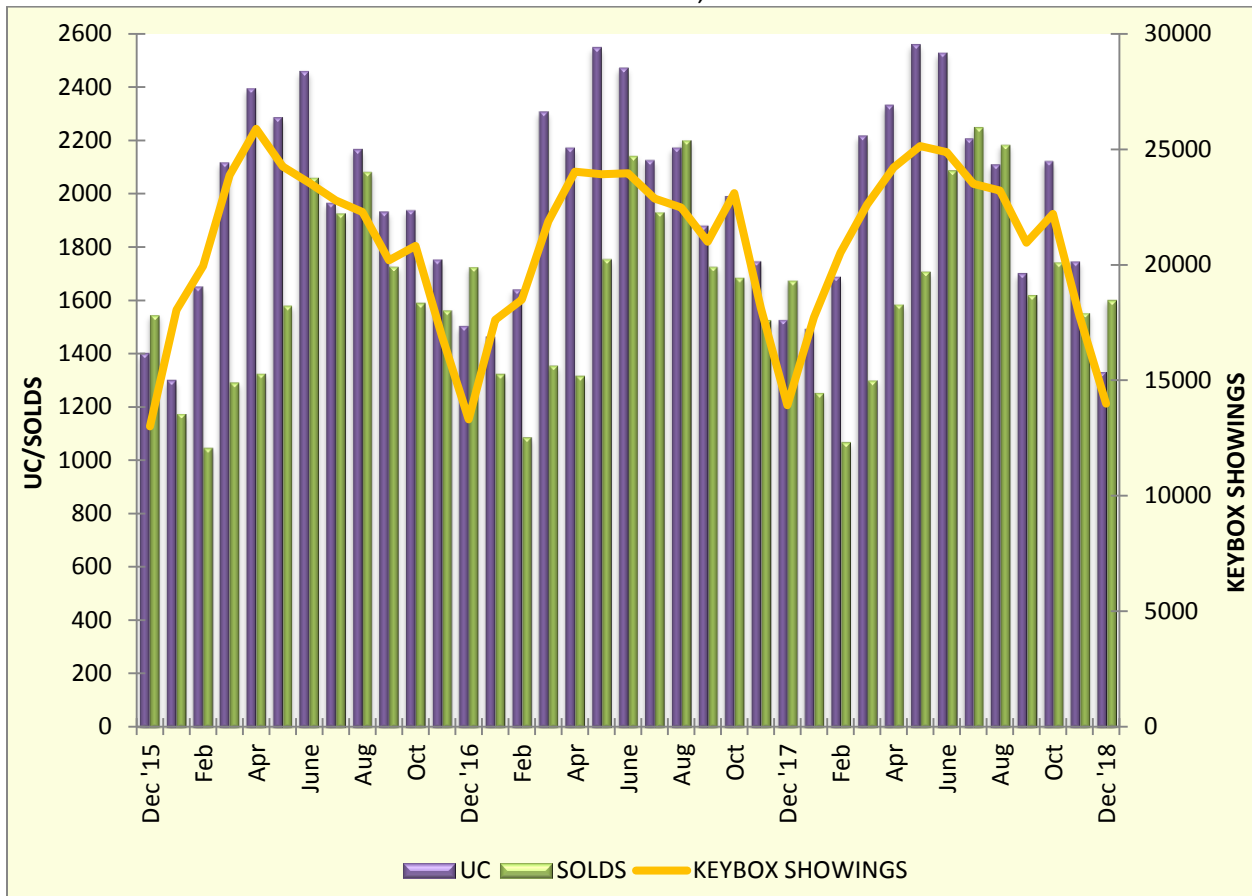
Other Market Indicators

Monthly Open House Count



Keybox Showings

December – 13,983



NJMLS.com Hits

