

Q2 2023

Essex County Market Report

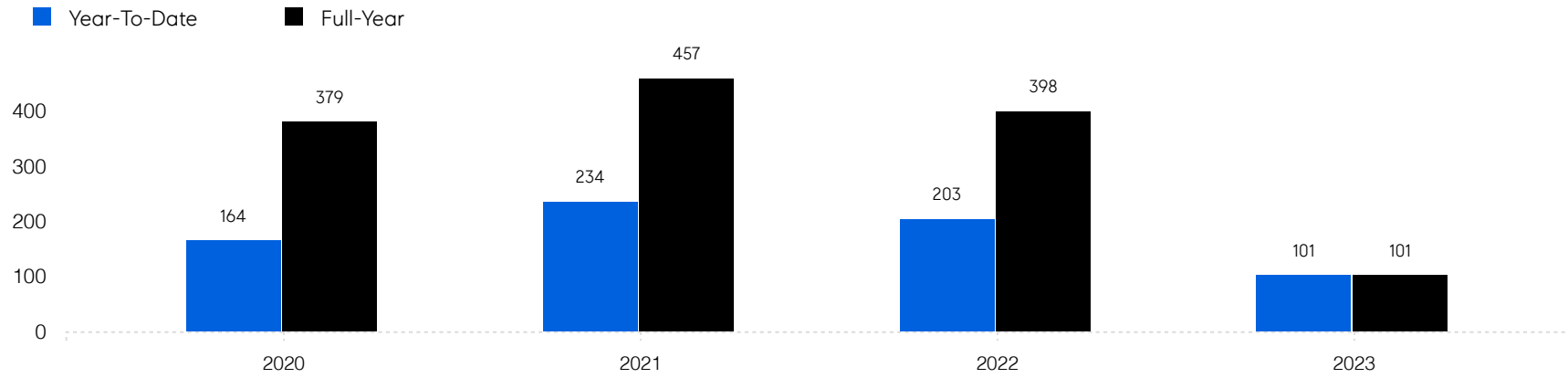
COMPASS

Belleville

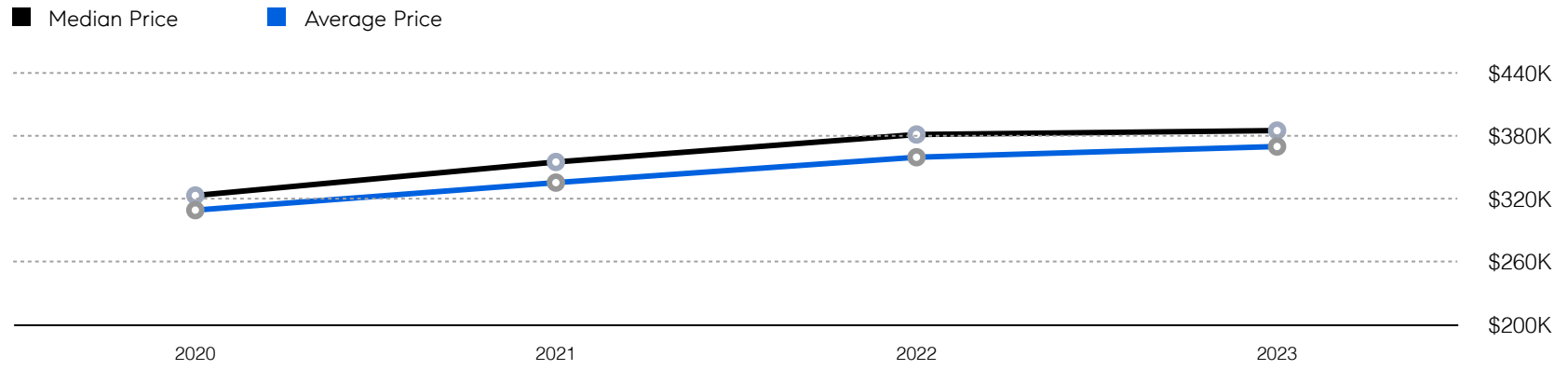
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|--------------|--------------|----------|
| Single-Family | # OF SALES | 112 | 61 | -45.5% |
| | SALES VOLUME | \$45,651,501 | \$26,909,005 | -41.1% |
| | MEDIAN PRICE | \$409,500 | \$450,000 | 9.9% |
| | AVERAGE PRICE | \$407,603 | \$441,131 | 8.2% |
| | AVERAGE DOM | 41 | 43 | 4.9% |
| | # OF CONTRACTS | 137 | 84 | -38.7% |
| | # NEW LISTINGS | 159 | 97 | -39.0% |
| Condo/Co-op/Townhouse | # OF SALES | 91 | 40 | -56.0% |
| | SALES VOLUME | \$22,812,701 | \$10,440,500 | -54.2% |
| | MEDIAN PRICE | \$240,000 | \$232,500 | -3.1% |
| | AVERAGE PRICE | \$250,689 | \$261,013 | 4.1% |
| | AVERAGE DOM | 40 | 42 | 5.0% |
| | # OF CONTRACTS | 75 | 57 | -24.0% |
| | # NEW LISTINGS | 89 | 46 | -48.3% |

Belleville

Historic Sales



Historic Sales Prices

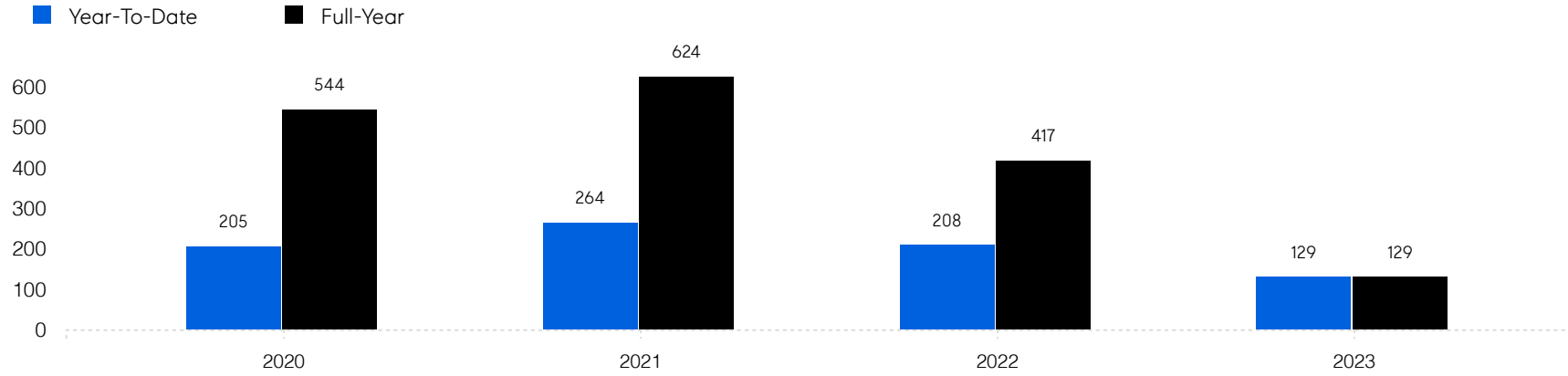


Bloomfield

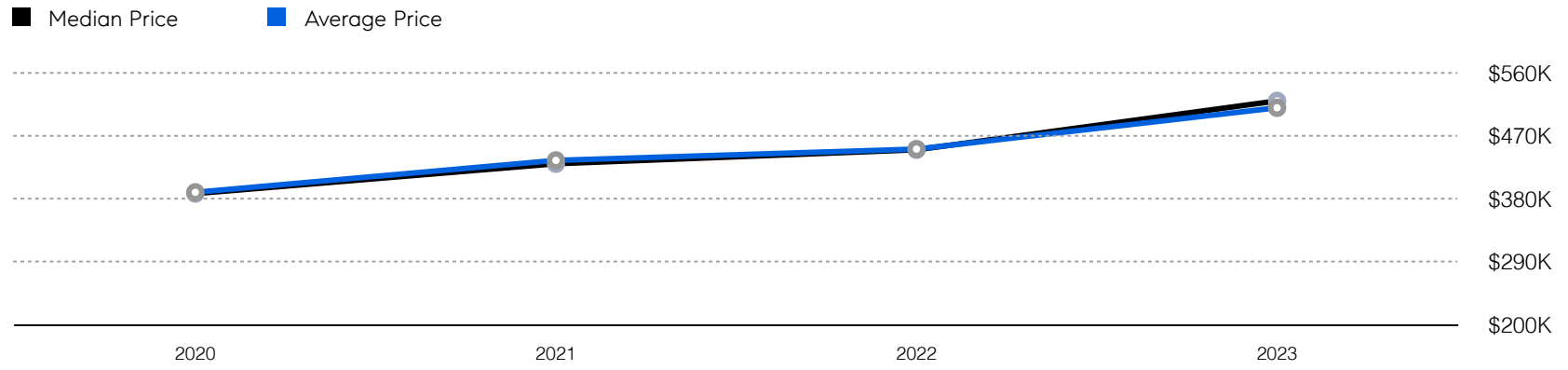
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|--------------|--------------|----------|
| Single-Family | # OF SALES | 168 | 114 | -32.1% |
| | SALES VOLUME | \$81,520,561 | \$62,290,575 | -23.6% |
| | MEDIAN PRICE | \$466,750 | \$527,000 | 12.9% |
| | AVERAGE PRICE | \$485,241 | \$546,409 | 12.6% |
| | AVERAGE DOM | 36 | 33 | -8.3% |
| | # OF CONTRACTS | 216 | 165 | -23.6% |
| | # NEW LISTINGS | 231 | 169 | -26.8% |
| Condo/Co-op/Townhouse | # OF SALES | 40 | 15 | -62.5% |
| | SALES VOLUME | \$8,995,500 | \$3,518,500 | -60.9% |
| | MEDIAN PRICE | \$185,000 | \$251,000 | 35.7% |
| | AVERAGE PRICE | \$224,888 | \$234,567 | 4.3% |
| | AVERAGE DOM | 40 | 26 | -35.0% |
| | # OF CONTRACTS | 46 | 17 | -63.0% |
| | # NEW LISTINGS | 43 | 20 | -53.5% |

Bloomfield

Historic Sales



Historic Sales Prices

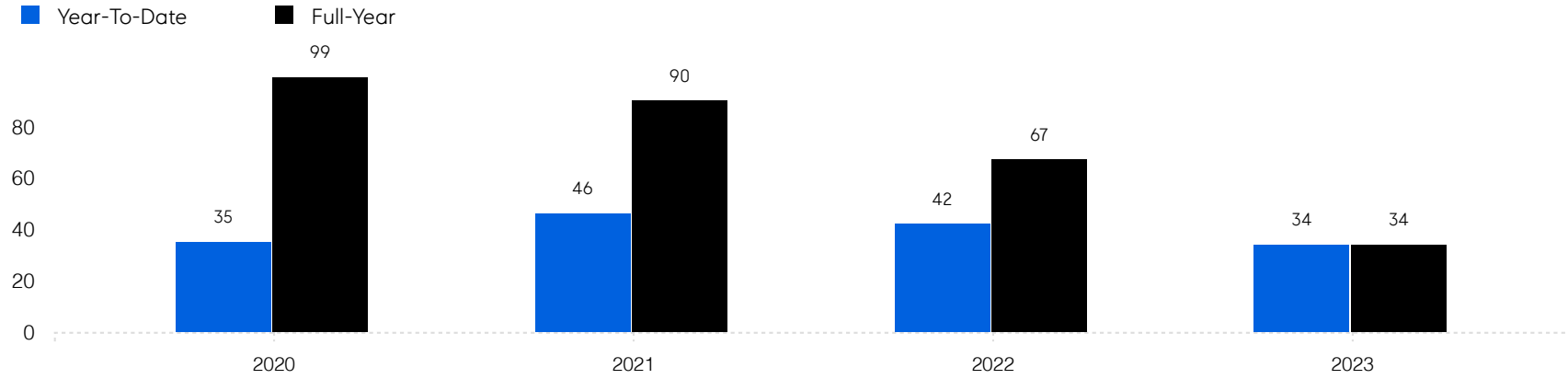


Caldwell

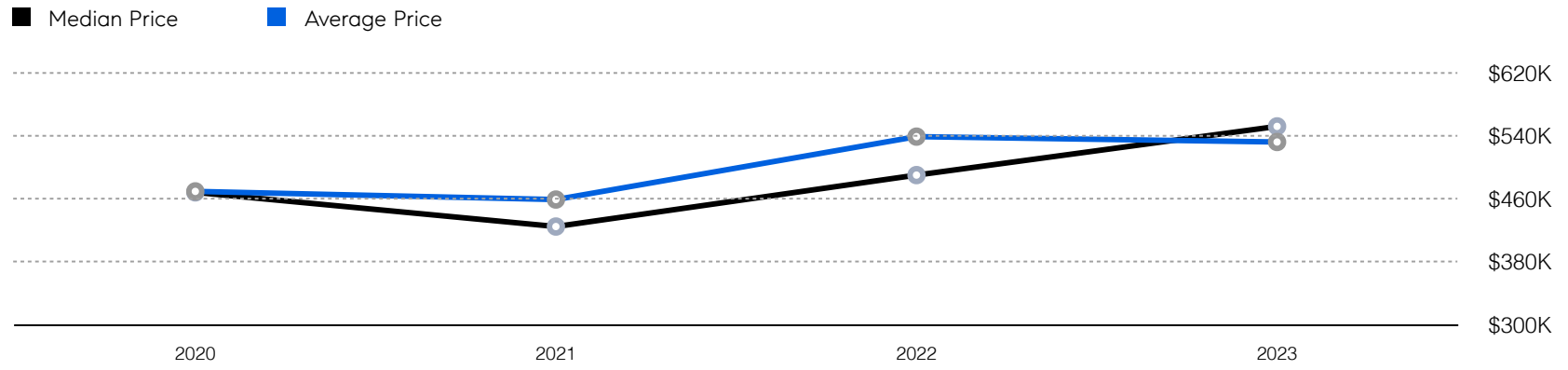
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|--------------|--------------|----------|
| Single-Family | # OF SALES | 25 | 18 | -28.0% |
| | SALES VOLUME | \$14,357,090 | \$11,032,176 | -23.2% |
| | MEDIAN PRICE | \$520,000 | \$612,500 | 17.8% |
| | AVERAGE PRICE | \$574,284 | \$612,899 | 6.7% |
| | AVERAGE DOM | 29 | 26 | -10.3% |
| | # OF CONTRACTS | 28 | 20 | -28.6% |
| | # NEW LISTINGS | 30 | 20 | -33.3% |
| Condo/Co-op/Townhouse | # OF SALES | 17 | 16 | -5.9% |
| | SALES VOLUME | \$5,686,900 | \$7,060,124 | 24.1% |
| | MEDIAN PRICE | \$295,000 | \$446,312 | 51.3% |
| | AVERAGE PRICE | \$334,524 | \$441,258 | 31.9% |
| | AVERAGE DOM | 24 | 32 | 33.3% |
| | # OF CONTRACTS | 14 | 28 | 100.0% |
| | # NEW LISTINGS | 17 | 33 | 94.1% |

Caldwell

Historic Sales



Historic Sales Prices

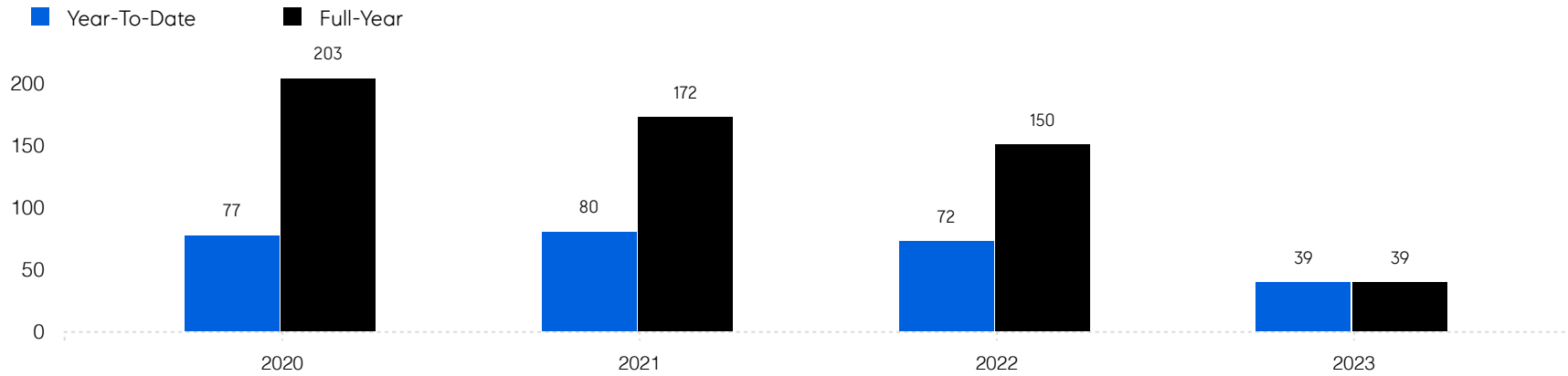


Cedar Grove

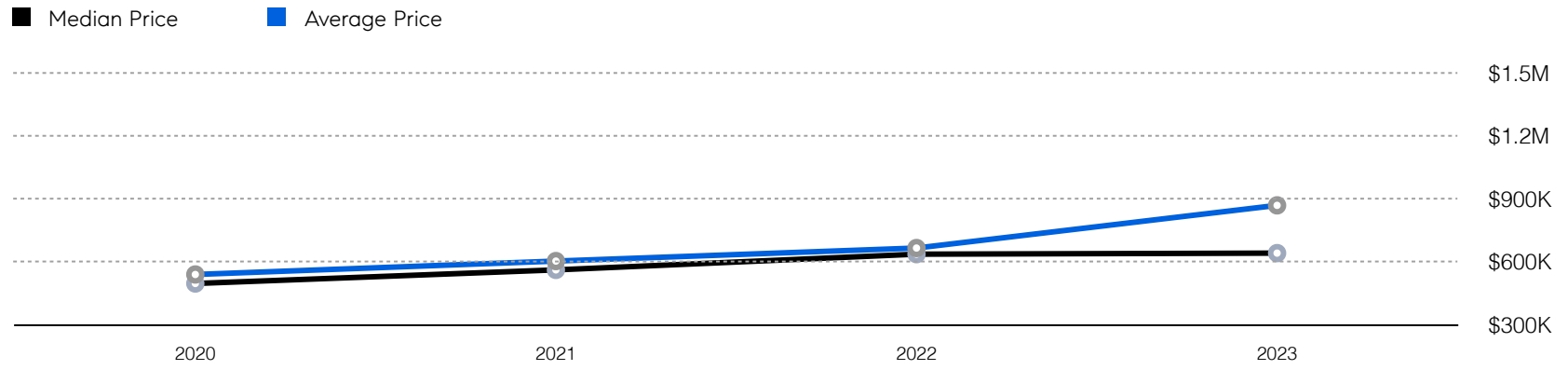
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|--------------|--------------|----------|
| Single-Family | # OF SALES | 47 | 27 | -42.6% |
| | SALES VOLUME | \$32,830,943 | \$26,631,589 | -18.9% |
| | MEDIAN PRICE | \$653,000 | \$630,000 | -3.5% |
| | AVERAGE PRICE | \$698,531 | \$986,355 | 41.2% |
| | AVERAGE DOM | 24 | 34 | 41.7% |
| | # OF CONTRACTS | 58 | 55 | -5.2% |
| | # NEW LISTINGS | 75 | 62 | -17.3% |
| Condo/Co-op/Townhouse | # OF SALES | 25 | 12 | -52.0% |
| | SALES VOLUME | \$16,351,444 | \$7,221,475 | -55.8% |
| | MEDIAN PRICE | \$635,000 | \$645,000 | 1.6% |
| | AVERAGE PRICE | \$654,058 | \$601,790 | -8.0% |
| | AVERAGE DOM | 26 | 26 | 0.0% |
| | # OF CONTRACTS | 26 | 17 | -34.6% |
| | # NEW LISTINGS | 30 | 26 | -13.3% |

Cedar Grove

Historic Sales



Historic Sales Prices

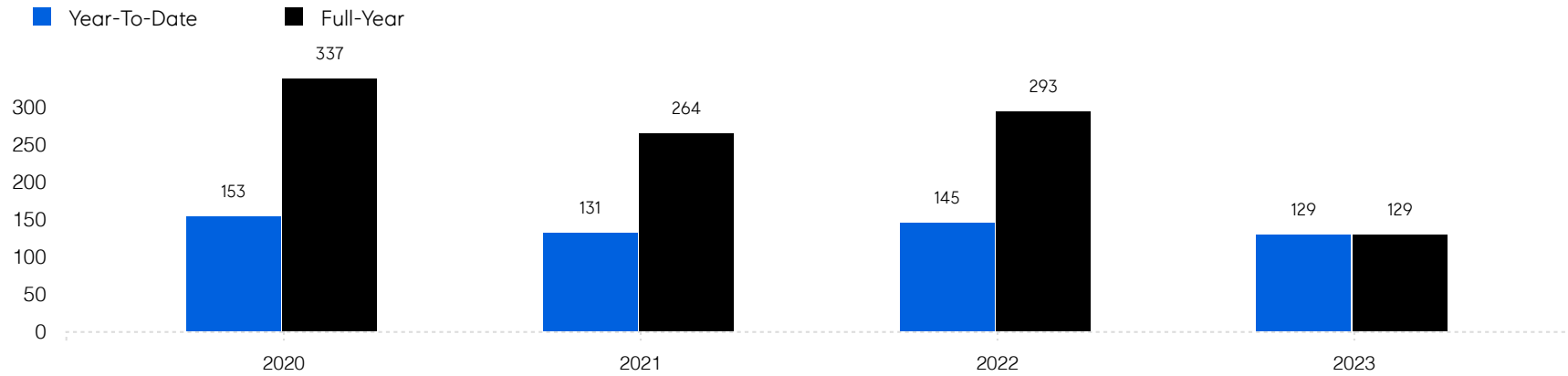


East Orange

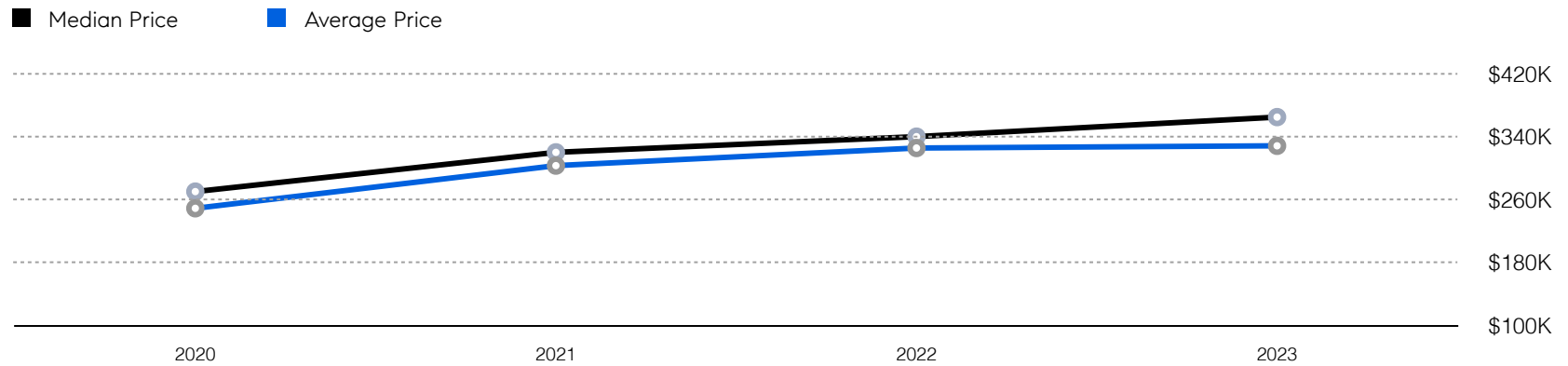
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|--------------|--------------|----------|
| Single-Family | # OF SALES | 113 | 91 | -19.5% |
| | SALES VOLUME | \$38,752,238 | \$35,791,299 | -7.6% |
| | MEDIAN PRICE | \$350,000 | \$400,000 | 14.3% |
| | AVERAGE PRICE | \$342,940 | \$393,311 | 14.7% |
| | AVERAGE DOM | 42 | 64 | 52.4% |
| | # OF CONTRACTS | 101 | 117 | 15.8% |
| | # NEW LISTINGS | 201 | 142 | -29.4% |
| Condo/Co-op/Townhouse | # OF SALES | 32 | 38 | 18.8% |
| | SALES VOLUME | \$5,873,500 | \$6,562,250 | 11.7% |
| | MEDIAN PRICE | \$169,000 | \$162,500 | -3.8% |
| | AVERAGE PRICE | \$183,547 | \$172,691 | -5.9% |
| | AVERAGE DOM | 63 | 52 | -17.5% |
| | # OF CONTRACTS | 32 | 43 | 34.4% |
| | # NEW LISTINGS | 47 | 49 | 4.3% |

East Orange

Historic Sales



Historic Sales Prices

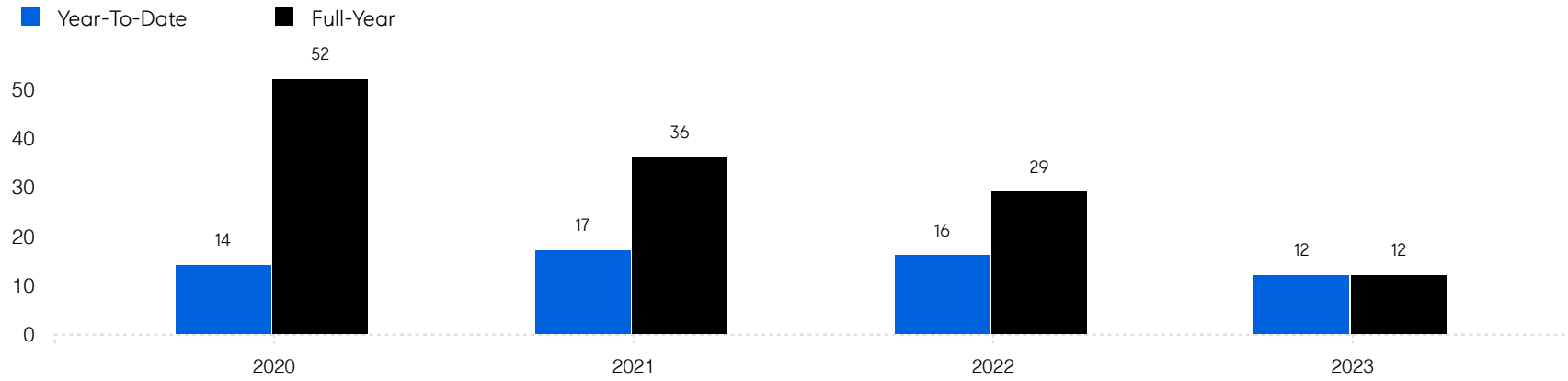


Essex Fells

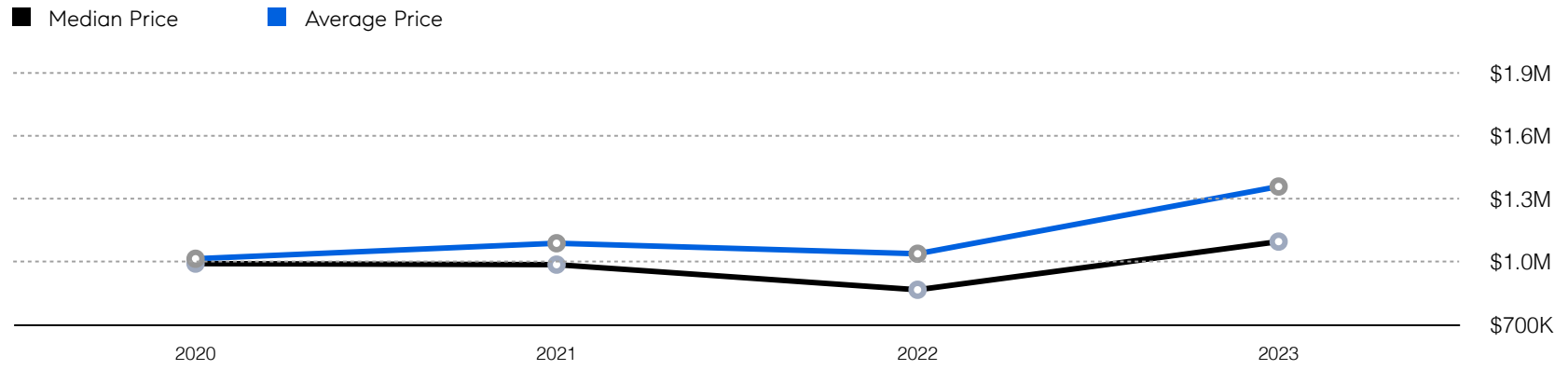
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|--------------|--------------|----------|
| Single-Family | # OF SALES | 15 | 12 | -20.0% |
| | SALES VOLUME | \$16,202,999 | \$16,295,000 | 0.6% |
| | MEDIAN PRICE | \$999,999 | \$1,095,000 | 9.5% |
| | AVERAGE PRICE | \$1,080,200 | \$1,357,917 | 25.7% |
| | AVERAGE DOM | 32 | 51 | 59.4% |
| | # OF CONTRACTS | 17 | 18 | 5.9% |
| | # NEW LISTINGS | 26 | 19 | -26.9% |
| Condo/Co-op/Townhouse | # OF SALES | 1 | 0 | 0.0% |
| | SALES VOLUME | \$545,000 | - | - |
| | MEDIAN PRICE | \$545,000 | - | - |
| | AVERAGE PRICE | \$545,000 | - | - |
| | AVERAGE DOM | 14 | - | - |
| | # OF CONTRACTS | 1 | 0 | 0.0% |
| | # NEW LISTINGS | 1 | 1 | 0.0% |

Essex Fells

Historic Sales



Historic Sales Prices

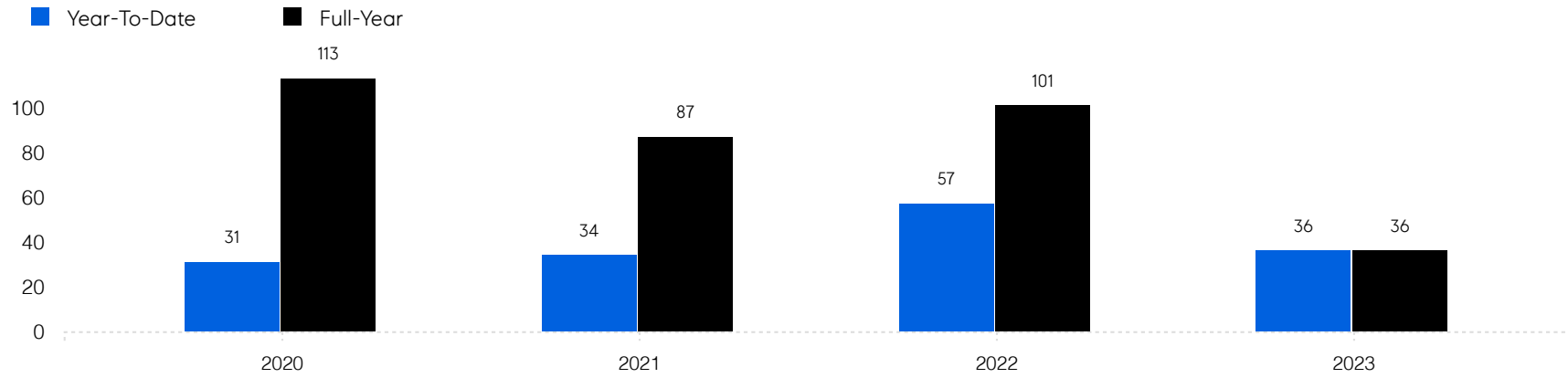


Fairfield

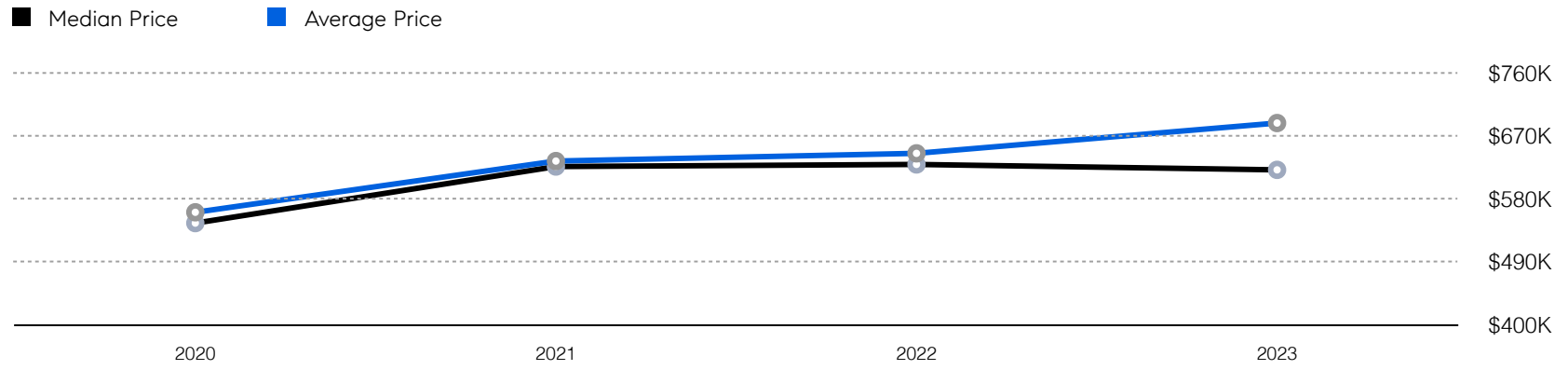
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|--------------|--------------|----------|
| Single-Family | # OF SALES | 49 | 29 | -40.8% |
| | SALES VOLUME | \$29,206,000 | \$20,737,500 | -29.0% |
| | MEDIAN PRICE | \$556,000 | \$735,000 | 32.2% |
| | AVERAGE PRICE | \$596,041 | \$715,086 | 20.0% |
| | AVERAGE DOM | 39 | 45 | 15.4% |
| | # OF CONTRACTS | 38 | 35 | -7.9% |
| | # NEW LISTINGS | 47 | 37 | -21.3% |
| Condo/Co-op/Townhouse | # OF SALES | 8 | 7 | -12.5% |
| | SALES VOLUME | \$4,475,000 | \$4,041,000 | -9.7% |
| | MEDIAN PRICE | \$570,000 | \$585,000 | 2.6% |
| | AVERAGE PRICE | \$559,375 | \$577,286 | 3.2% |
| | AVERAGE DOM | 37 | 62 | 67.6% |
| | # OF CONTRACTS | 12 | 6 | -50.0% |
| | # NEW LISTINGS | 15 | 7 | -53.3% |

Fairfield

Historic Sales



Historic Sales Prices

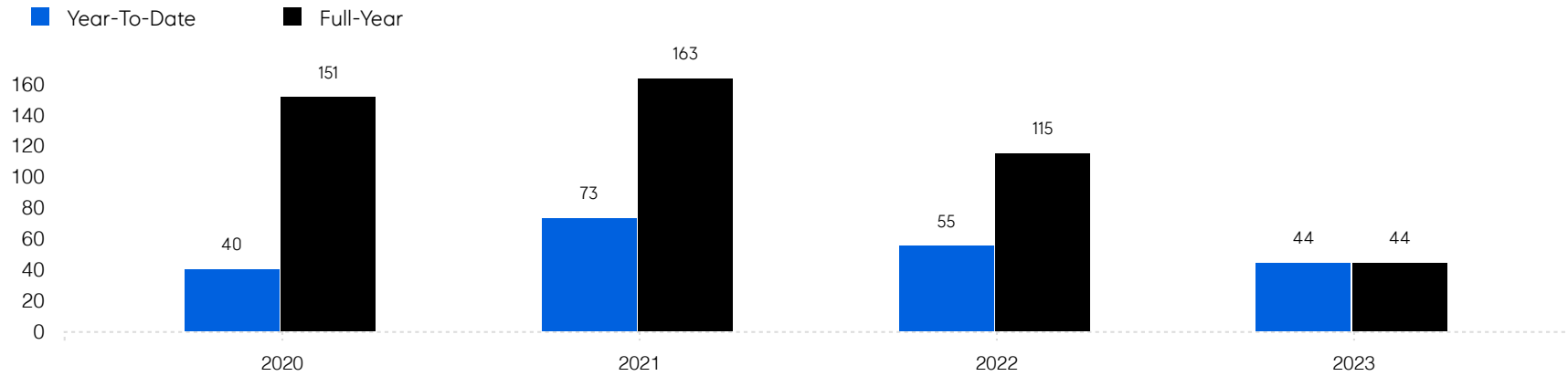


Glen Ridge

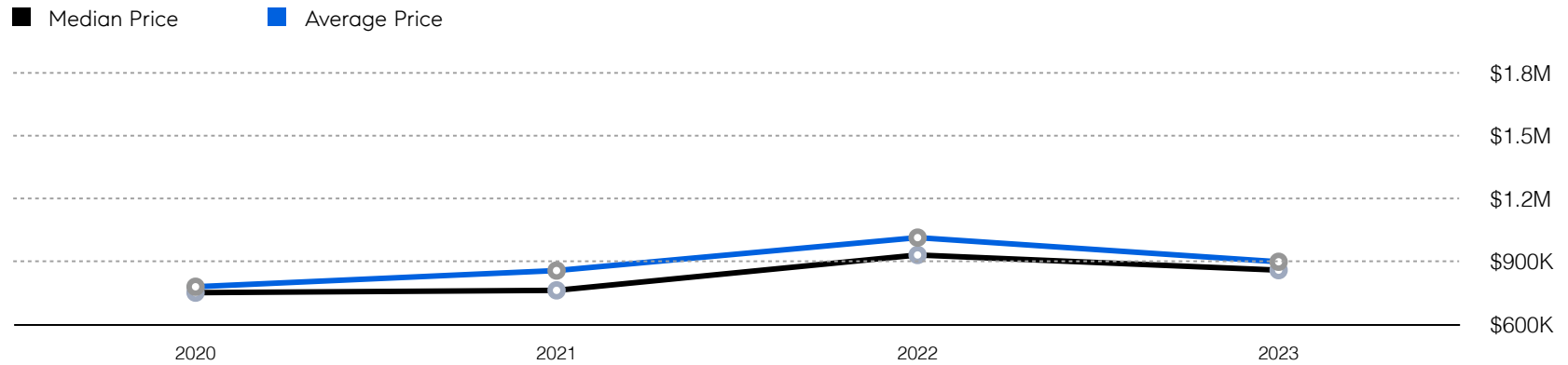
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|--------------|--------------|----------|
| Single-Family | # OF SALES | 49 | 33 | -32.7% |
| | SALES VOLUME | \$62,003,908 | \$36,658,154 | -40.9% |
| | MEDIAN PRICE | \$1,100,000 | \$1,058,000 | -3.8% |
| | AVERAGE PRICE | \$1,265,386 | \$1,110,853 | -12.2% |
| | AVERAGE DOM | 16 | 15 | -6.2% |
| | # OF CONTRACTS | 78 | 44 | -43.6% |
| | # NEW LISTINGS | 78 | 43 | -44.9% |
| Condo/Co-op/Townhouse | # OF SALES | 6 | 11 | 83.3% |
| | SALES VOLUME | \$3,274,000 | \$2,831,500 | -13.5% |
| | MEDIAN PRICE | \$604,000 | \$210,000 | -65.2% |
| | AVERAGE PRICE | \$545,667 | \$257,409 | -52.8% |
| | AVERAGE DOM | 33 | 44 | 33.3% |
| | # OF CONTRACTS | 8 | 13 | 62.5% |
| | # NEW LISTINGS | 11 | 11 | 0.0% |

Glen Ridge

Historic Sales



Historic Sales Prices

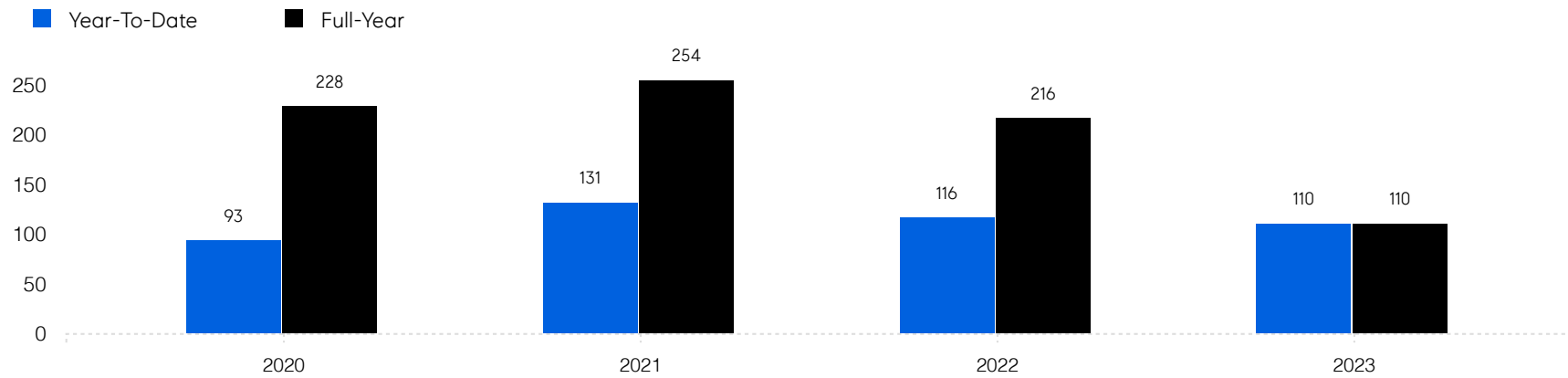


Irvington

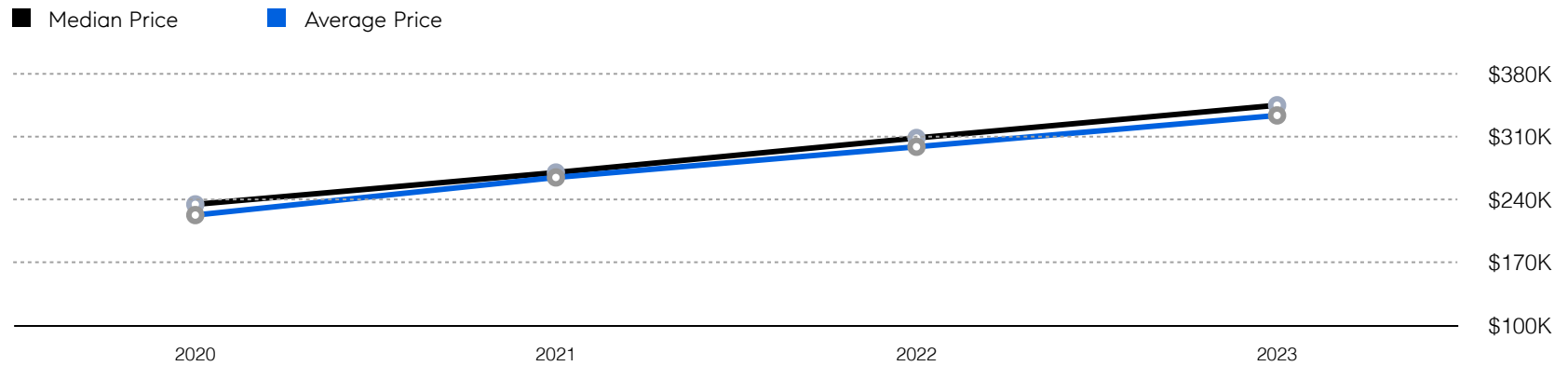
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|--------------|--------------|----------|
| Single-Family | # OF SALES | 111 | 107 | -3.6% |
| | SALES VOLUME | \$33,157,914 | \$36,196,220 | 9.2% |
| | MEDIAN PRICE | \$307,000 | \$349,000 | 13.7% |
| | AVERAGE PRICE | \$298,720 | \$338,282 | 13.2% |
| | AVERAGE DOM | 53 | 52 | -1.9% |
| | # OF CONTRACTS | 108 | 148 | 37.0% |
| | # NEW LISTINGS | 184 | 139 | -24.5% |
| Condo/Co-op/Townhouse | # OF SALES | 5 | 3 | -40.0% |
| | SALES VOLUME | \$841,000 | \$504,000 | -40.1% |
| | MEDIAN PRICE | \$165,000 | \$209,000 | 26.7% |
| | AVERAGE PRICE | \$168,200 | \$168,000 | -0.1% |
| | AVERAGE DOM | 39 | 109 | 179.5% |
| | # OF CONTRACTS | 9 | 0 | 0.0% |
| | # NEW LISTINGS | 8 | 3 | -62.5% |

Irvington

Historic Sales



Historic Sales Prices

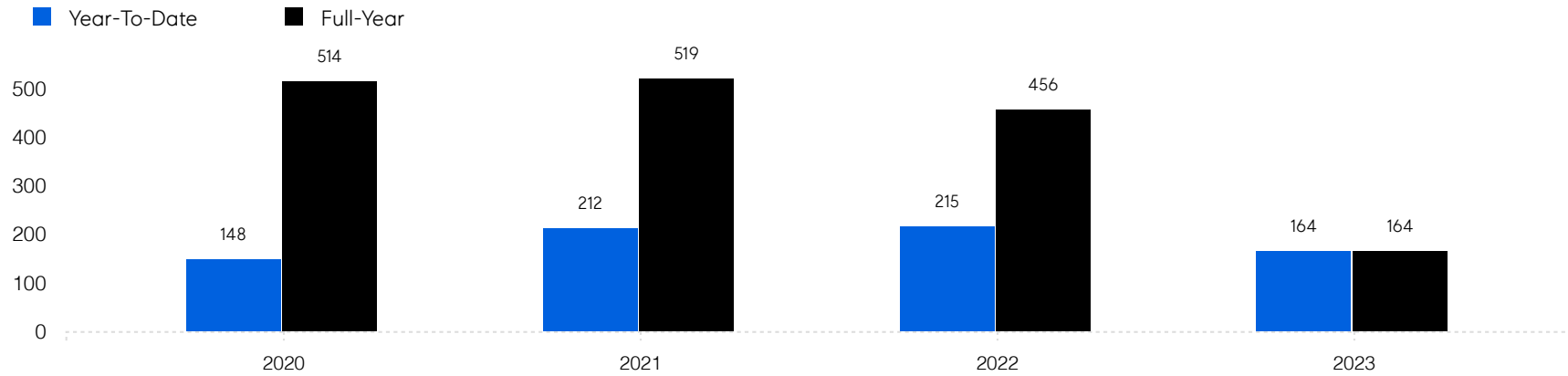


Livingston

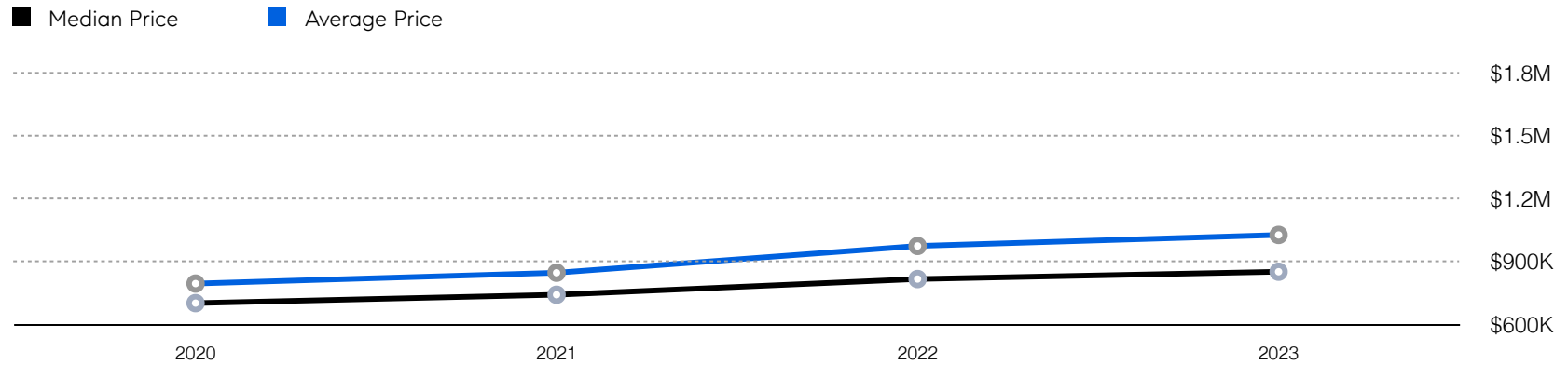
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|---------------|---------------|----------|
| Single-Family | # OF SALES | 189 | 147 | -22.2% |
| | SALES VOLUME | \$198,351,195 | \$156,973,590 | -20.9% |
| | MEDIAN PRICE | \$910,500 | \$950,000 | 4.3% |
| | AVERAGE PRICE | \$1,049,477 | \$1,067,848 | 1.8% |
| | AVERAGE DOM | 26 | 42 | 61.5% |
| | # OF CONTRACTS | 234 | 236 | 0.9% |
| | # NEW LISTINGS | 312 | 219 | -29.8% |
| Condo/Co-op/Townhouse | # OF SALES | 26 | 17 | -34.6% |
| | SALES VOLUME | \$16,638,000 | \$11,252,500 | -32.4% |
| | MEDIAN PRICE | \$634,000 | \$625,000 | -1.4% |
| | AVERAGE PRICE | \$639,923 | \$661,912 | 3.4% |
| | AVERAGE DOM | 36 | 25 | -30.6% |
| | # OF CONTRACTS | 38 | 29 | -23.7% |
| | # NEW LISTINGS | 47 | 29 | -38.3% |

Livingston

Historic Sales



Historic Sales Prices

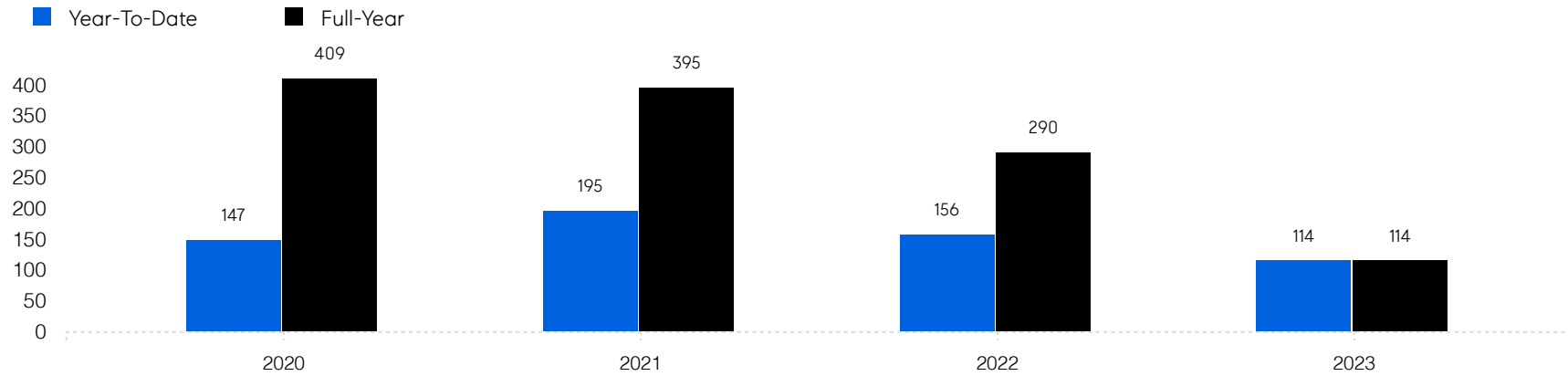


Maplewood

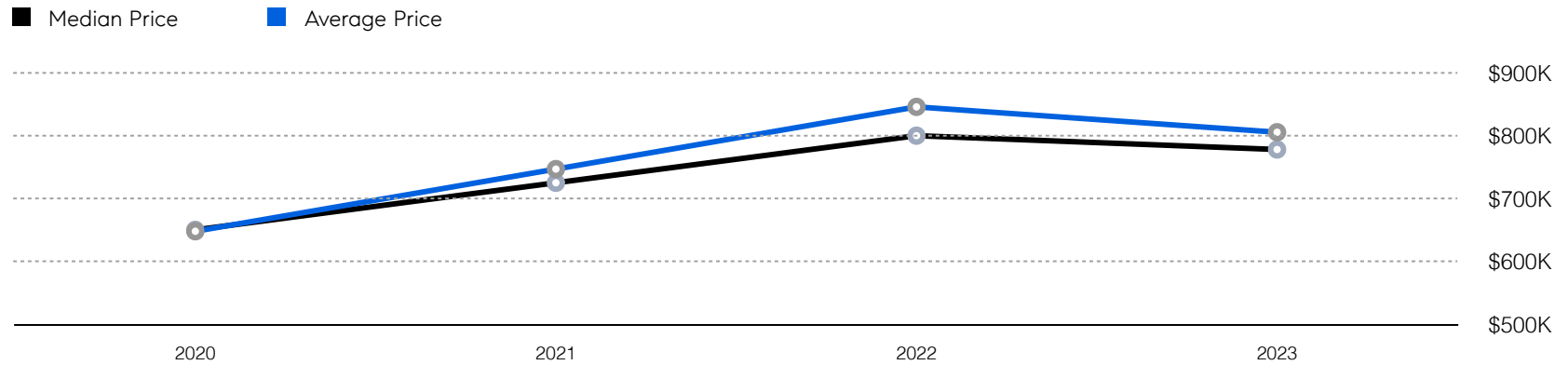
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|---------------|--------------|----------|
| Single-Family | # OF SALES | 132 | 99 | -25.0% |
| | SALES VOLUME | \$122,942,194 | \$86,913,823 | -29.3% |
| | MEDIAN PRICE | \$921,250 | \$835,000 | -9.4% |
| | AVERAGE PRICE | \$931,380 | \$877,917 | -5.7% |
| | AVERAGE DOM | 15 | 25 | 66.7% |
| | # OF CONTRACTS | 151 | 138 | -8.6% |
| | # NEW LISTINGS | 198 | 154 | -22.2% |
| Condo/Co-op/Townhouse | # OF SALES | 24 | 15 | -37.5% |
| | SALES VOLUME | \$8,231,600 | \$4,915,175 | -40.3% |
| | MEDIAN PRICE | \$360,000 | \$331,275 | -8.0% |
| | AVERAGE PRICE | \$342,983 | \$327,678 | -4.5% |
| | AVERAGE DOM | 53 | 35 | -34.0% |
| | # OF CONTRACTS | 20 | 18 | -10.0% |
| | # NEW LISTINGS | 22 | 27 | 22.7% |

Maplewood

Historic Sales



Historic Sales Prices

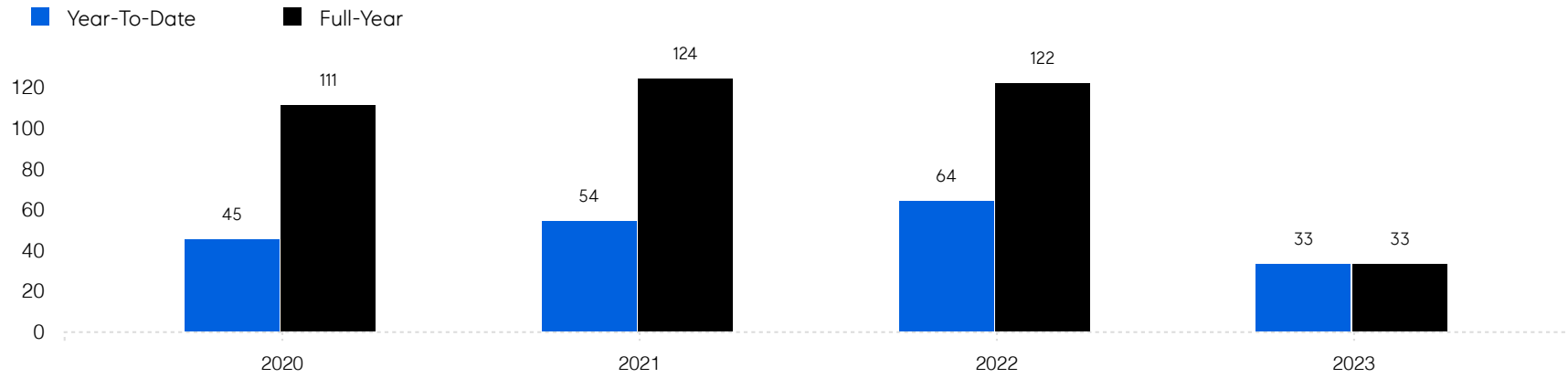


Millburn

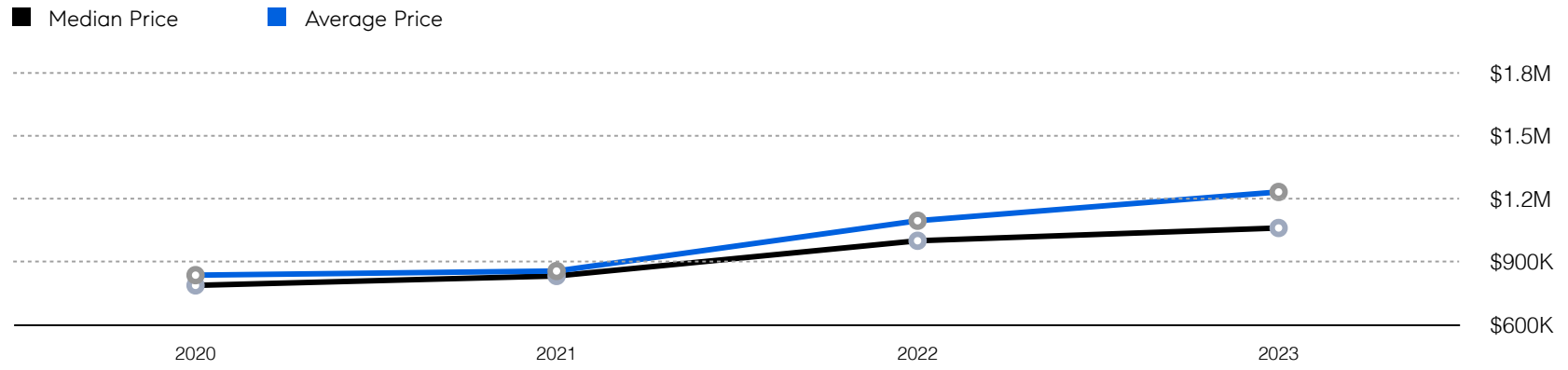
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|--------------|--------------|----------|
| Single-Family | # OF SALES | 57 | 29 | -49.1% |
| | SALES VOLUME | \$67,306,735 | \$36,066,277 | -46.4% |
| | MEDIAN PRICE | \$1,100,000 | \$1,030,000 | -6.4% |
| | AVERAGE PRICE | \$1,180,820 | \$1,243,665 | 5.3% |
| | AVERAGE DOM | 18 | 32 | 77.8% |
| | # OF CONTRACTS | 69 | 49 | -29.0% |
| | # NEW LISTINGS | 85 | 40 | -52.9% |
| Condo/Co-op/Townhouse | # OF SALES | 7 | 4 | -42.9% |
| | SALES VOLUME | \$3,952,500 | \$4,592,000 | 16.2% |
| | MEDIAN PRICE | \$440,000 | \$1,352,500 | 207.4% |
| | AVERAGE PRICE | \$564,643 | \$1,148,000 | 103.3% |
| | AVERAGE DOM | 26 | 18 | -30.8% |
| | # OF CONTRACTS | 7 | 8 | 14.3% |
| | # NEW LISTINGS | 13 | 14 | 7.7% |

Millburn

Historic Sales



Historic Sales Prices

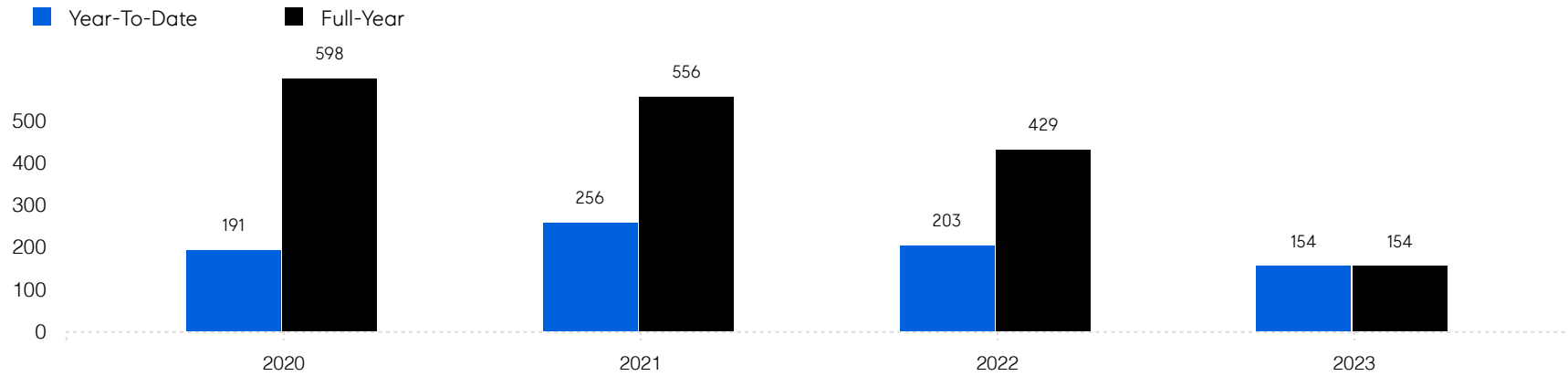


Montclair

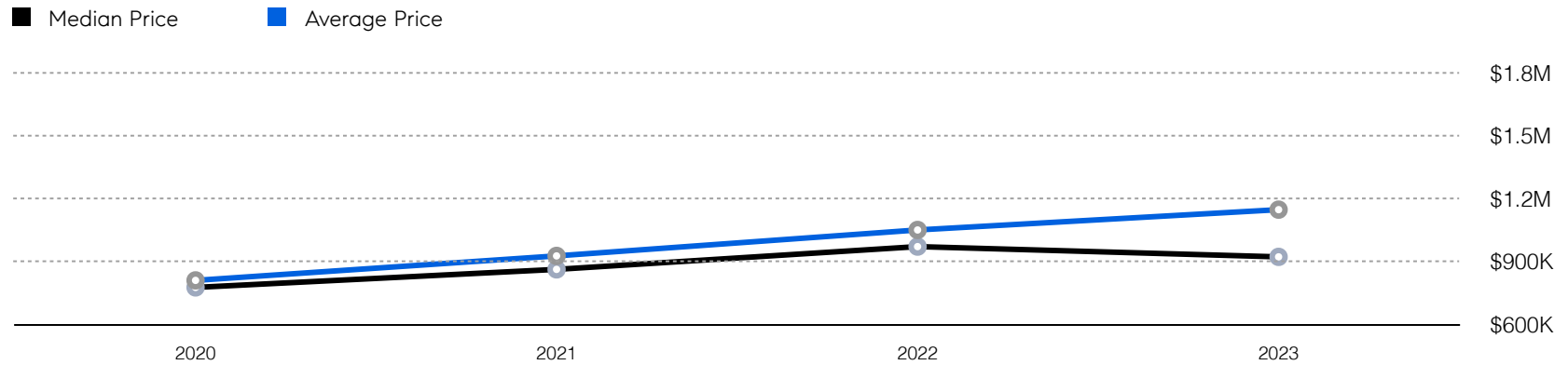
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|---------------|---------------|----------|
| Single-Family | # OF SALES | 147 | 108 | -26.5% |
| | SALES VOLUME | \$185,270,066 | \$159,299,779 | -14.0% |
| | MEDIAN PRICE | \$1,176,000 | \$1,332,500 | 13.3% |
| | AVERAGE PRICE | \$1,260,341 | \$1,474,998 | 17.0% |
| | AVERAGE DOM | 22 | 23 | 4.5% |
| | # OF CONTRACTS | 231 | 187 | -19.0% |
| | # NEW LISTINGS | 256 | 195 | -23.8% |
| Condo/Co-op/Townhouse | # OF SALES | 56 | 46 | -17.9% |
| | SALES VOLUME | \$20,475,400 | \$17,269,427 | -15.7% |
| | MEDIAN PRICE | \$300,000 | \$312,000 | 4.0% |
| | AVERAGE PRICE | \$365,632 | \$375,422 | 2.7% |
| | AVERAGE DOM | 44 | 36 | -18.2% |
| | # OF CONTRACTS | 70 | 59 | -15.7% |
| | # NEW LISTINGS | 77 | 51 | -33.8% |

Montclair

Historic Sales



Historic Sales Prices

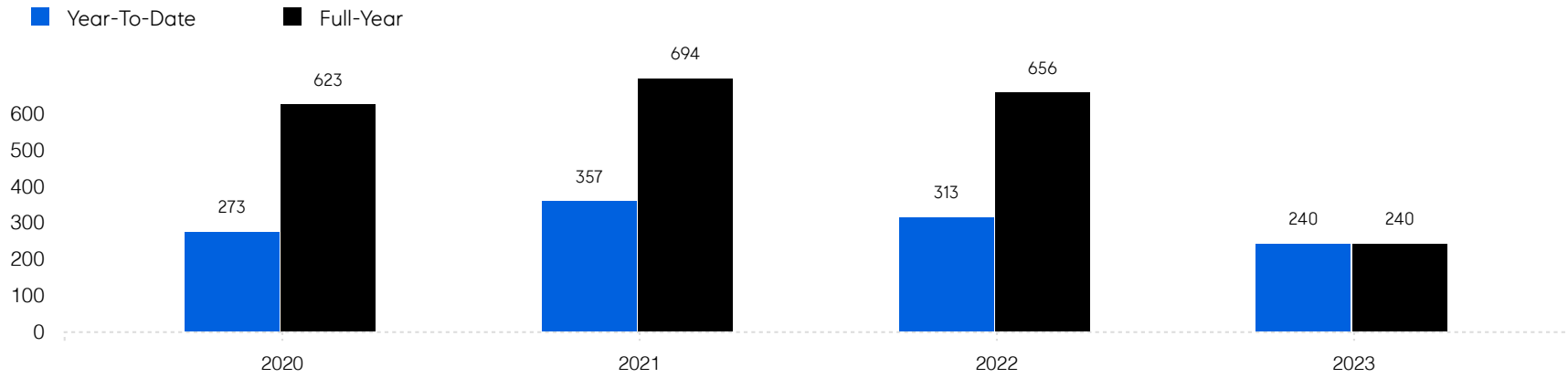


Newark

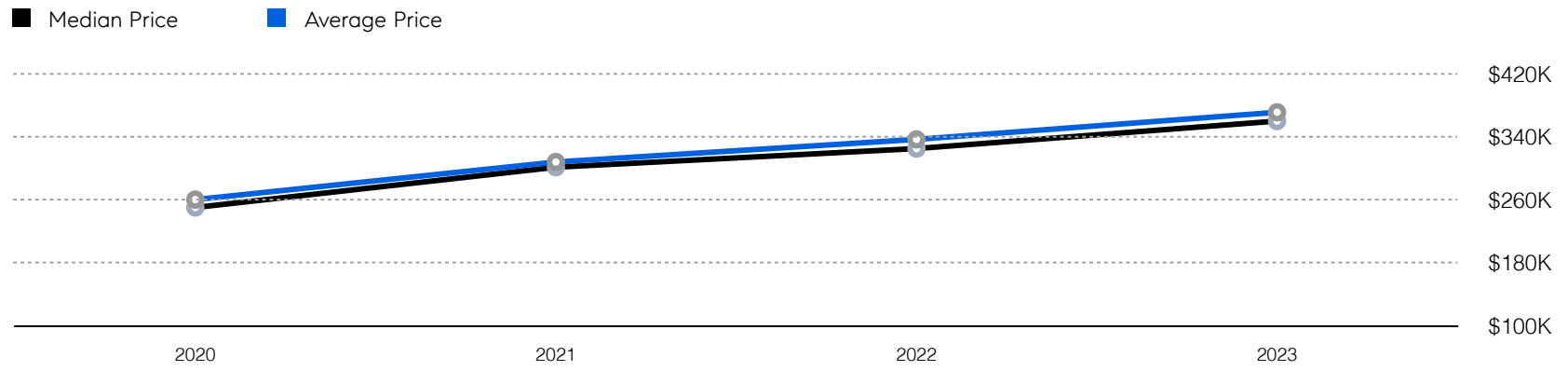
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|--------------|--------------|----------|
| Single-Family | # OF SALES | 231 | 191 | -17.3% |
| | SALES VOLUME | \$78,246,614 | \$72,728,444 | -7.1% |
| | MEDIAN PRICE | \$340,000 | \$365,000 | 7.4% |
| | AVERAGE PRICE | \$338,730 | \$380,777 | 12.4% |
| | AVERAGE DOM | 60 | 57 | -5.0% |
| | # OF CONTRACTS | 276 | 273 | -1.1% |
| | # NEW LISTINGS | 443 | 326 | -26.4% |
| Condo/Co-op/Townhouse | # OF SALES | 82 | 49 | -40.2% |
| | SALES VOLUME | \$23,675,500 | \$16,359,945 | -30.9% |
| | MEDIAN PRICE | \$279,500 | \$325,000 | 16.3% |
| | AVERAGE PRICE | \$288,726 | \$333,876 | 15.6% |
| | AVERAGE DOM | 50 | 50 | 0.0% |
| | # OF CONTRACTS | 85 | 77 | -9.4% |
| | # NEW LISTINGS | 118 | 88 | -25.4% |

Newark

Historic Sales



Historic Sales Prices

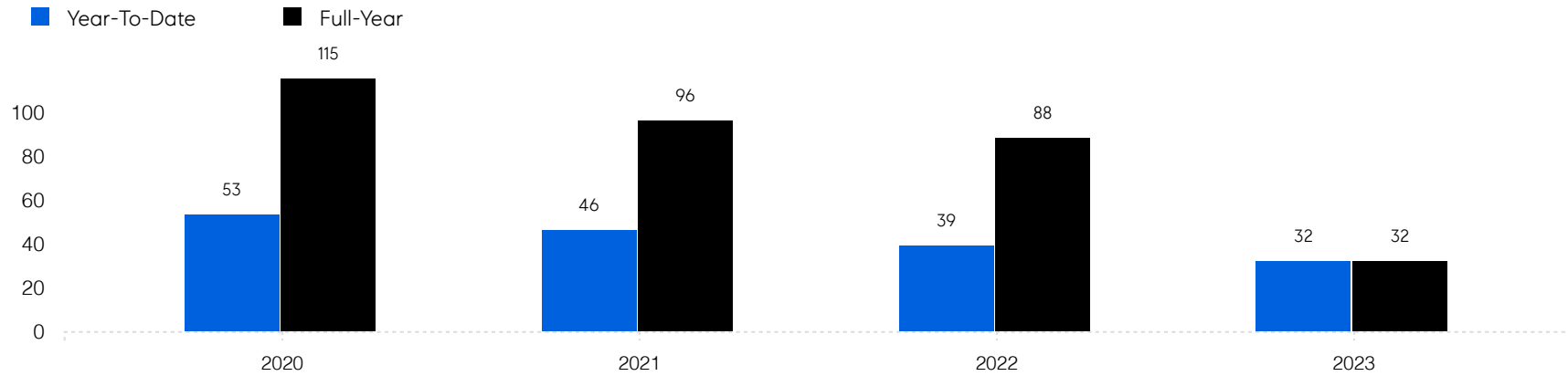


North Caldwell

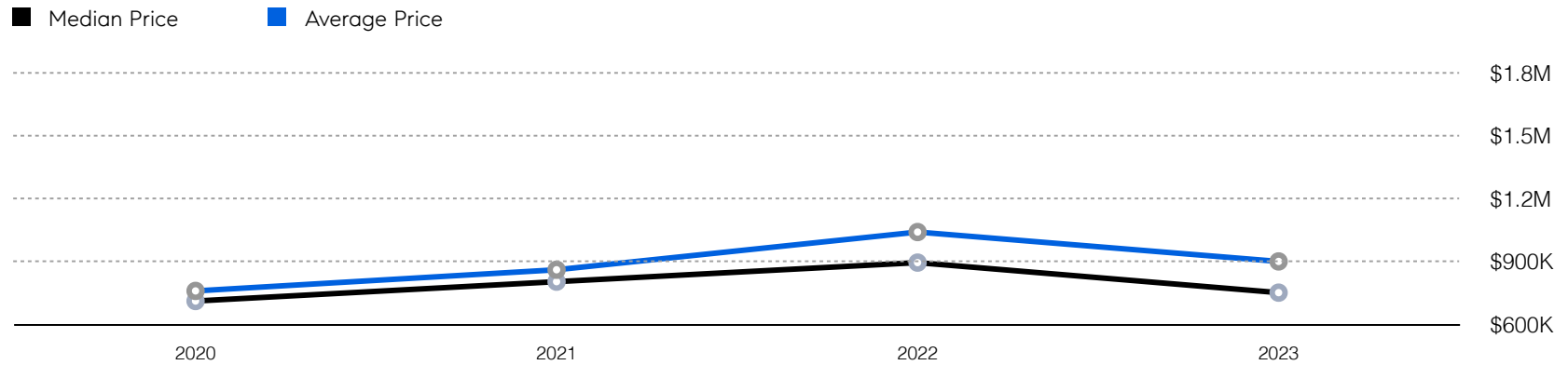
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|--------------|--------------|----------|
| Single-Family | # OF SALES | 33 | 18 | -45.5% |
| | SALES VOLUME | \$32,838,114 | \$20,152,000 | -38.6% |
| | MEDIAN PRICE | \$840,000 | \$1,044,000 | 24.3% |
| | AVERAGE PRICE | \$995,094 | \$1,119,556 | 12.5% |
| | AVERAGE DOM | 23 | 43 | 87.0% |
| | # OF CONTRACTS | 40 | 34 | -15.0% |
| | # NEW LISTINGS | 54 | 46 | -14.8% |
| Condo/Co-op/Townhouse | # OF SALES | 6 | 14 | 133.3% |
| | SALES VOLUME | \$4,630,000 | \$8,620,000 | 86.2% |
| | MEDIAN PRICE | \$790,000 | \$566,500 | -28.3% |
| | AVERAGE PRICE | \$771,667 | \$615,714 | -20.2% |
| | AVERAGE DOM | 59 | 24 | -59.3% |
| | # OF CONTRACTS | 7 | 16 | 128.6% |
| | # NEW LISTINGS | 7 | 16 | 128.6% |

North Caldwell

Historic Sales



Historic Sales Prices

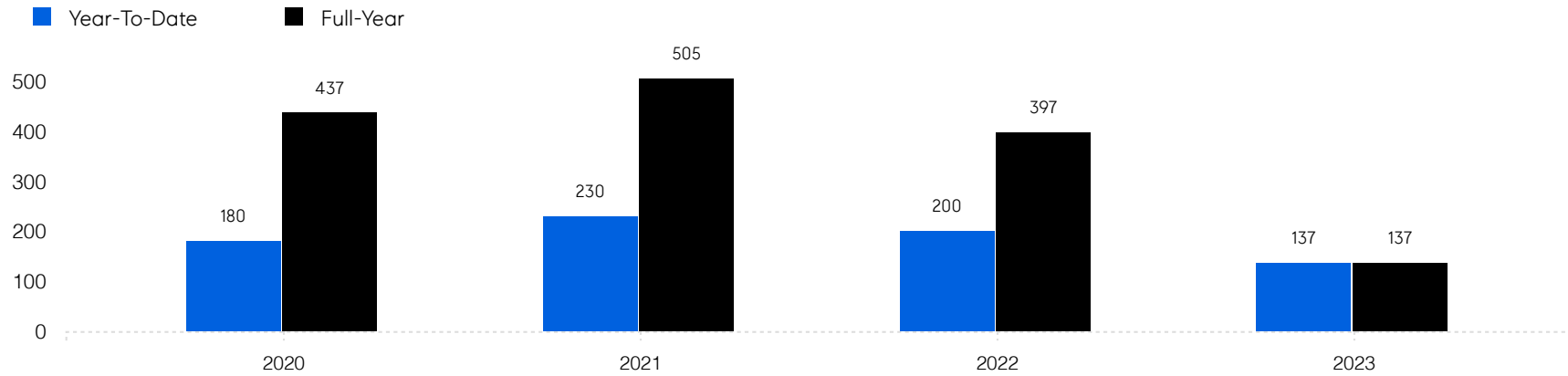


Nutley

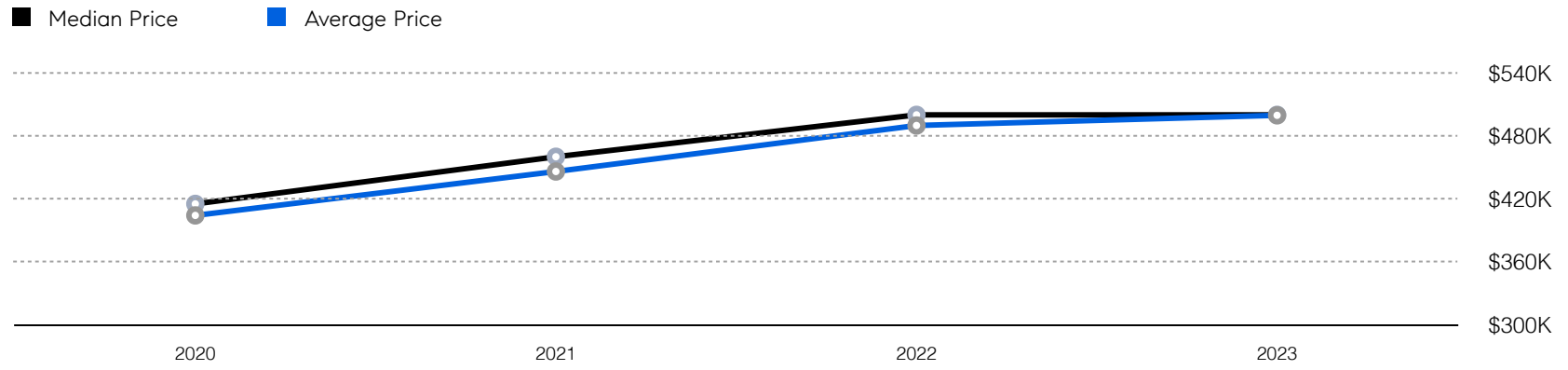
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|--------------|--------------|----------|
| Single-Family | # OF SALES | 131 | 91 | -30.5% |
| | SALES VOLUME | \$71,933,681 | \$52,295,551 | -27.3% |
| | MEDIAN PRICE | \$530,000 | \$535,000 | 0.9% |
| | AVERAGE PRICE | \$549,112 | \$574,676 | 4.7% |
| | AVERAGE DOM | 36 | 35 | -2.8% |
| | # OF CONTRACTS | 150 | 140 | -6.7% |
| | # NEW LISTINGS | 185 | 124 | -33.0% |
| Condo/Co-op/Townhouse | # OF SALES | 69 | 46 | -33.3% |
| | SALES VOLUME | \$22,744,000 | \$16,144,200 | -29.0% |
| | MEDIAN PRICE | \$311,000 | \$315,000 | 1.3% |
| | AVERAGE PRICE | \$329,623 | \$350,961 | 6.5% |
| | AVERAGE DOM | 34 | 32 | -5.9% |
| | # OF CONTRACTS | 75 | 54 | -28.0% |
| | # NEW LISTINGS | 85 | 54 | -36.5% |

Nutley

Historic Sales



Historic Sales Prices

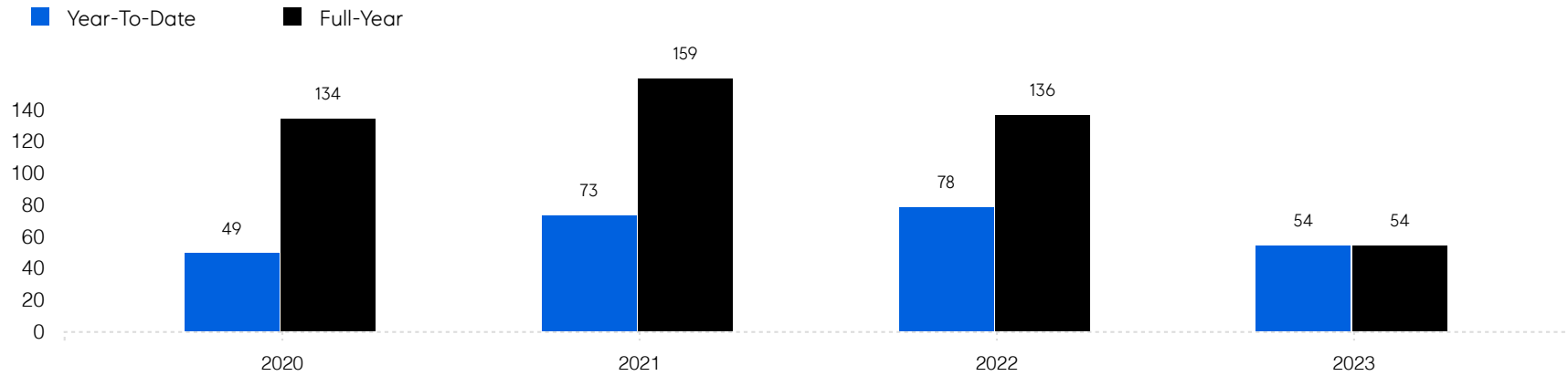


Orange

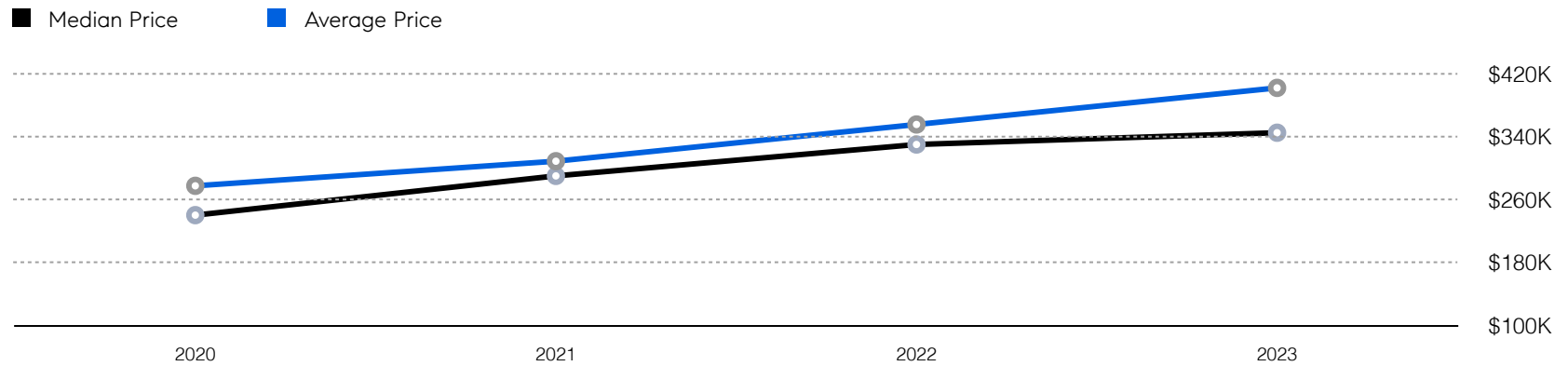
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|--------------|--------------|----------|
| Single-Family | # OF SALES | 62 | 46 | -25.8% |
| | SALES VOLUME | \$23,057,800 | \$19,476,000 | -15.5% |
| | MEDIAN PRICE | \$341,000 | \$372,500 | 9.2% |
| | AVERAGE PRICE | \$371,900 | \$423,391 | 13.8% |
| | AVERAGE DOM | 50 | 62 | 24.0% |
| | # OF CONTRACTS | 68 | 70 | 2.9% |
| | # NEW LISTINGS | 94 | 75 | -20.2% |
| Condo/Co-op/Townhouse | # OF SALES | 16 | 8 | -50.0% |
| | SALES VOLUME | \$4,196,900 | \$2,238,000 | -46.7% |
| | MEDIAN PRICE | \$277,500 | \$270,000 | -2.7% |
| | AVERAGE PRICE | \$262,306 | \$279,750 | 6.7% |
| | AVERAGE DOM | 69 | 64 | -7.2% |
| | # OF CONTRACTS | 21 | 9 | -57.1% |
| | # NEW LISTINGS | 25 | 19 | -24.0% |

Orange

Historic Sales



Historic Sales Prices

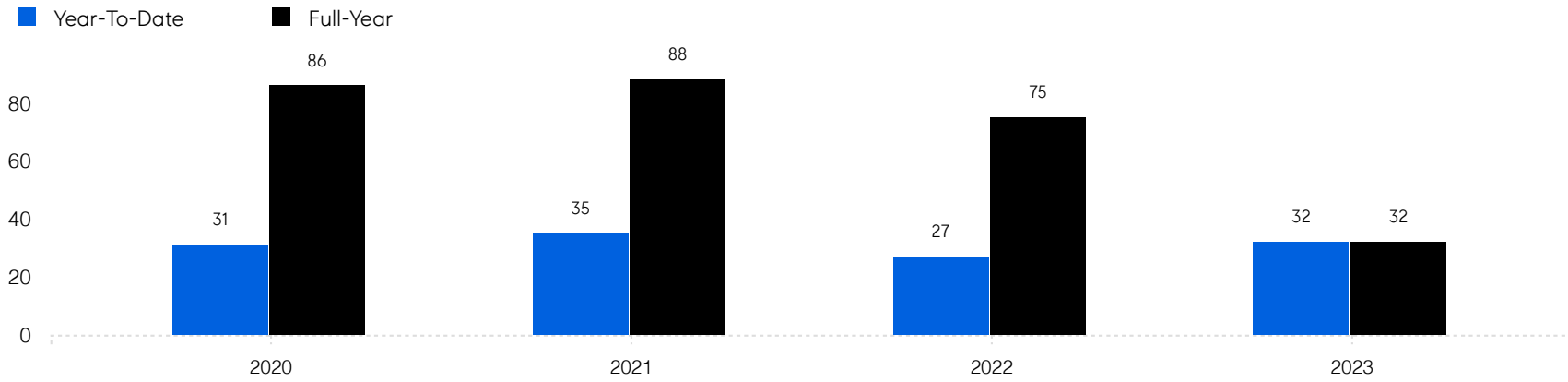


Roseland

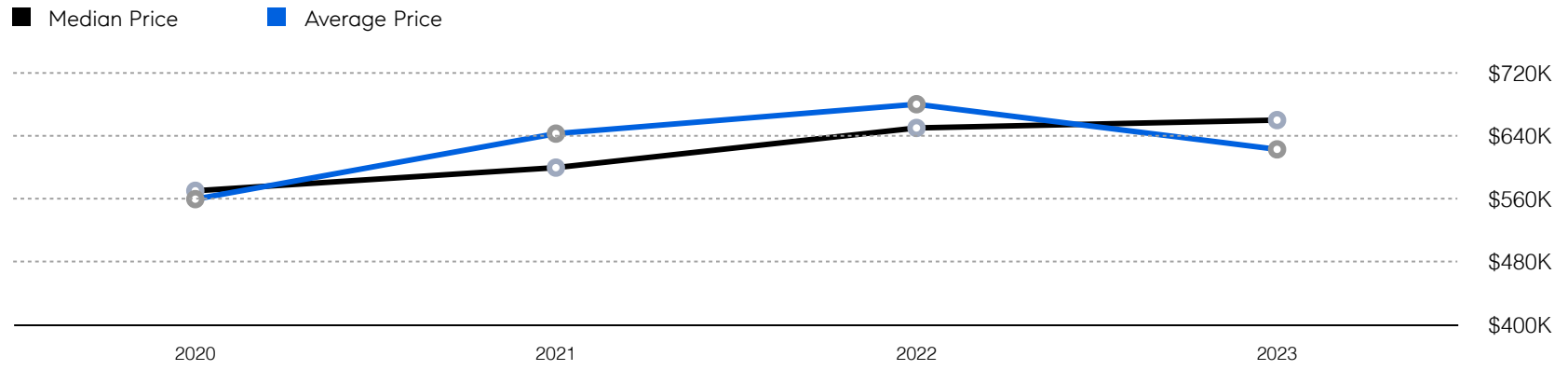
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|--------------|--------------|----------|
| Single-Family | # OF SALES | 20 | 19 | -5.0% |
| | SALES VOLUME | \$14,440,900 | \$12,481,000 | -13.6% |
| | MEDIAN PRICE | \$655,000 | \$665,000 | 1.5% |
| | AVERAGE PRICE | \$722,045 | \$656,895 | -9.0% |
| | AVERAGE DOM | 21 | 57 | 171.4% |
| | # OF CONTRACTS | 33 | 30 | -9.1% |
| | # NEW LISTINGS | 42 | 31 | -26.2% |
| Condo/Co-op/Townhouse | # OF SALES | 7 | 13 | 85.7% |
| | SALES VOLUME | \$4,077,000 | \$7,447,165 | 82.7% |
| | MEDIAN PRICE | \$560,000 | \$610,000 | 8.9% |
| | AVERAGE PRICE | \$582,429 | \$572,859 | -1.6% |
| | AVERAGE DOM | 24 | 25 | 4.2% |
| | # OF CONTRACTS | 10 | 14 | 40.0% |
| | # NEW LISTINGS | 14 | 12 | -14.3% |

Roseland

Historic Sales



Historic Sales Prices

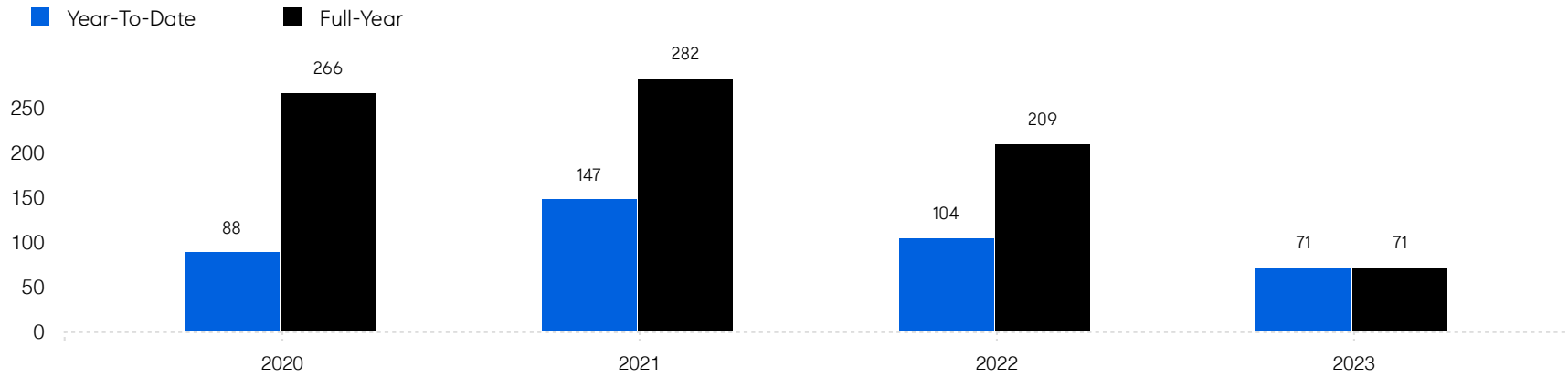


Short Hills

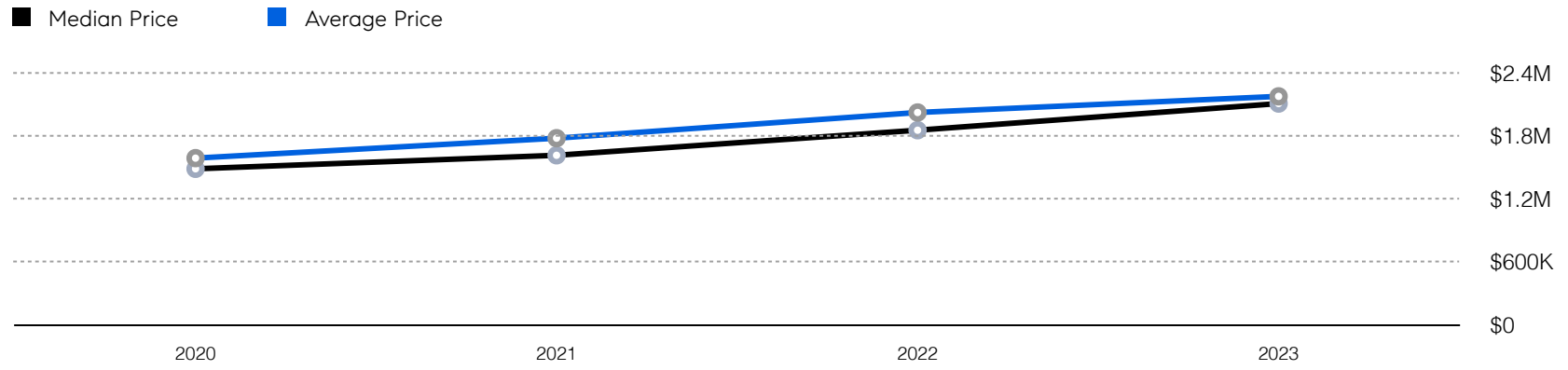
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|---------------|---------------|----------|
| Single-Family | # OF SALES | 104 | 71 | -31.7% |
| | SALES VOLUME | \$209,569,115 | \$154,544,400 | -26.3% |
| | MEDIAN PRICE | \$1,854,250 | \$2,108,000 | 13.7% |
| | AVERAGE PRICE | \$2,015,088 | \$2,176,682 | 8.0% |
| | AVERAGE DOM | 24 | 19 | -20.8% |
| | # OF CONTRACTS | 134 | 99 | -26.1% |
| | # NEW LISTINGS | 177 | 140 | -20.9% |
| Condo/Co-op/Townhouse | # OF SALES | 0 | 0 | 0.0% |
| | SALES VOLUME | - | - | - |
| | MEDIAN PRICE | - | - | - |
| | AVERAGE PRICE | - | - | - |
| | AVERAGE DOM | - | - | - |
| | # OF CONTRACTS | 0 | 0 | 0.0% |
| | # NEW LISTINGS | 2 | 0 | 0.0% |

Short Hills

Historic Sales



Historic Sales Prices

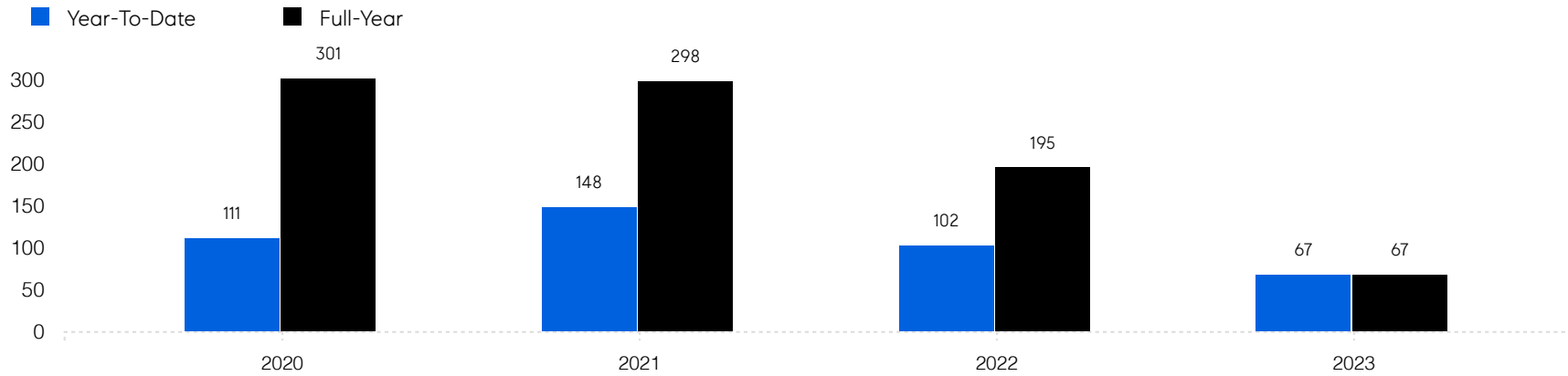


South Orange

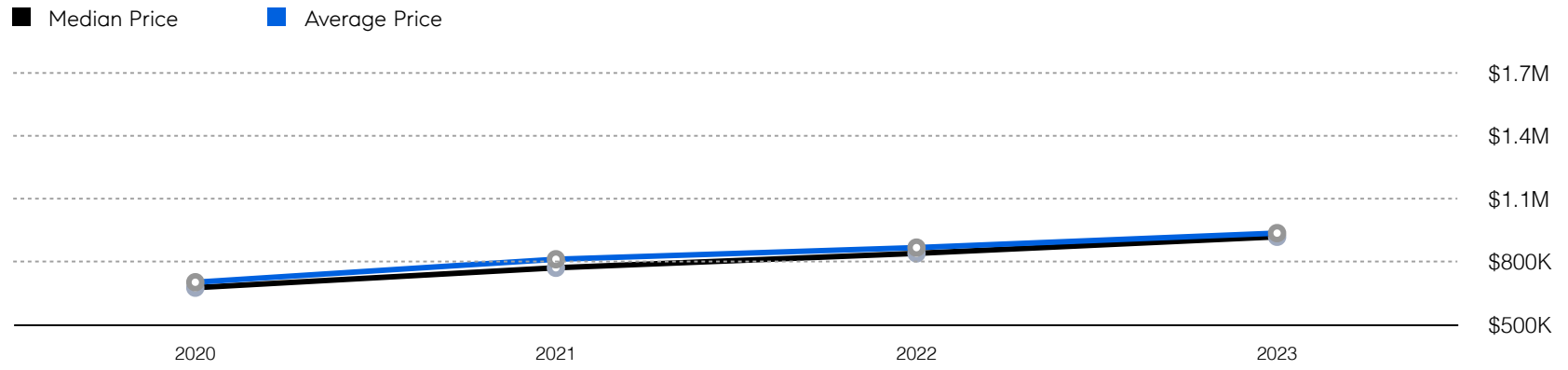
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|--------------|--------------|----------|
| Single-Family | # OF SALES | 85 | 60 | -29.4% |
| | SALES VOLUME | \$82,040,341 | \$59,199,123 | -27.8% |
| | MEDIAN PRICE | \$950,000 | \$953,000 | 0.3% |
| | AVERAGE PRICE | \$965,180 | \$986,652 | 2.2% |
| | AVERAGE DOM | 20 | 31 | 55.0% |
| | # OF CONTRACTS | 106 | 88 | -17.0% |
| | # NEW LISTINGS | 120 | 116 | -3.3% |
| Condo/Co-op/Townhouse | # OF SALES | 17 | 7 | -58.8% |
| | SALES VOLUME | \$7,416,600 | \$3,476,500 | -53.1% |
| | MEDIAN PRICE | \$357,600 | \$340,000 | -4.9% |
| | AVERAGE PRICE | \$436,271 | \$496,643 | 13.8% |
| | AVERAGE DOM | 35 | 46 | 31.4% |
| | # OF CONTRACTS | 16 | 9 | -43.7% |
| | # NEW LISTINGS | 21 | 14 | -33.3% |

South Orange

Historic Sales



Historic Sales Prices

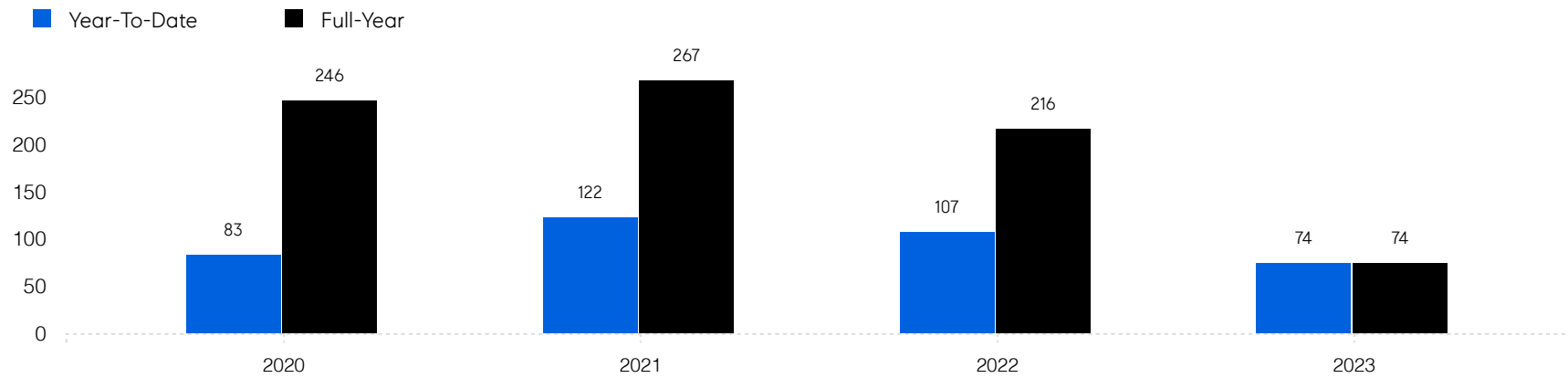


Verona

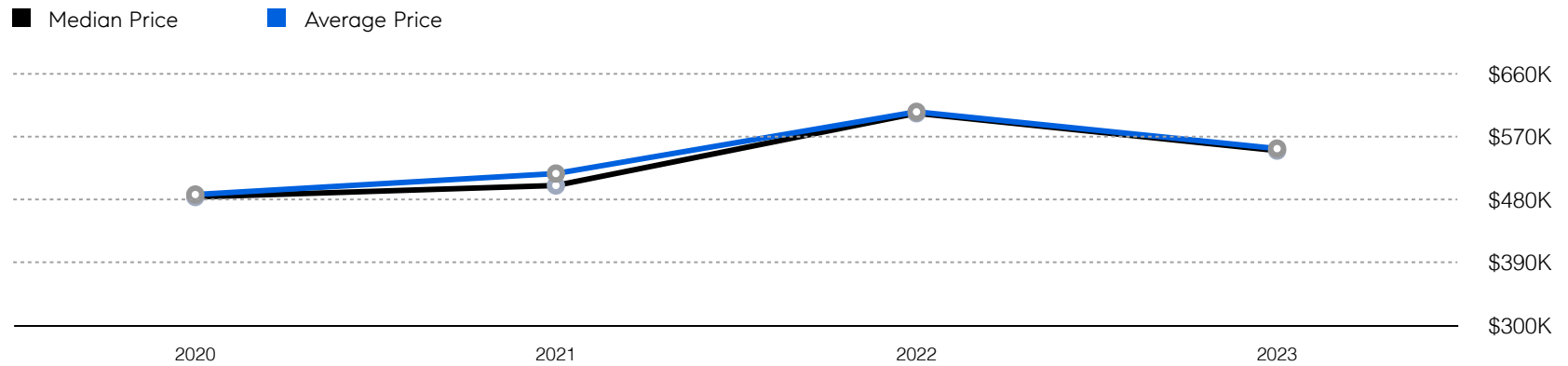
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|--------------|--------------|----------|
| Single-Family | # OF SALES | 73 | 43 | -41.1% |
| | SALES VOLUME | \$54,015,077 | \$30,533,516 | -43.5% |
| | MEDIAN PRICE | \$705,000 | \$665,000 | -5.7% |
| | AVERAGE PRICE | \$739,933 | \$710,082 | -4.0% |
| | AVERAGE DOM | 21 | 29 | 38.1% |
| | # OF CONTRACTS | 83 | 62 | -25.3% |
| | # NEW LISTINGS | 104 | 75 | -27.9% |
| Condo/Co-op/Townhouse | # OF SALES | 34 | 31 | -8.8% |
| | SALES VOLUME | \$13,331,000 | \$10,377,900 | -22.2% |
| | MEDIAN PRICE | \$310,500 | \$265,000 | -14.7% |
| | AVERAGE PRICE | \$392,088 | \$334,771 | -14.6% |
| | AVERAGE DOM | 68 | 40 | -41.2% |
| | # OF CONTRACTS | 31 | 46 | 48.4% |
| | # NEW LISTINGS | 47 | 53 | 12.8% |

Verona

Historic Sales



Historic Sales Prices

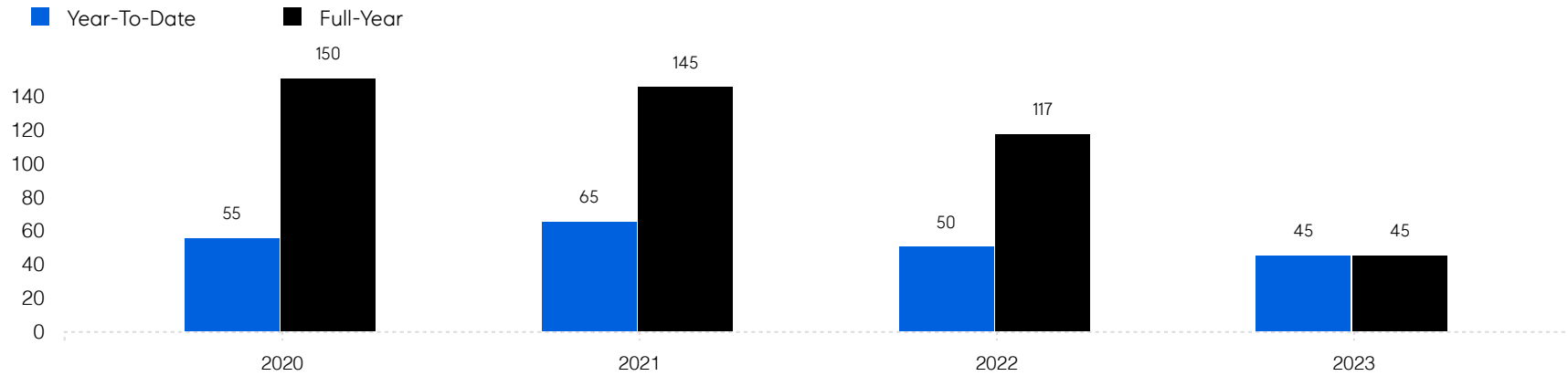


West Caldwell

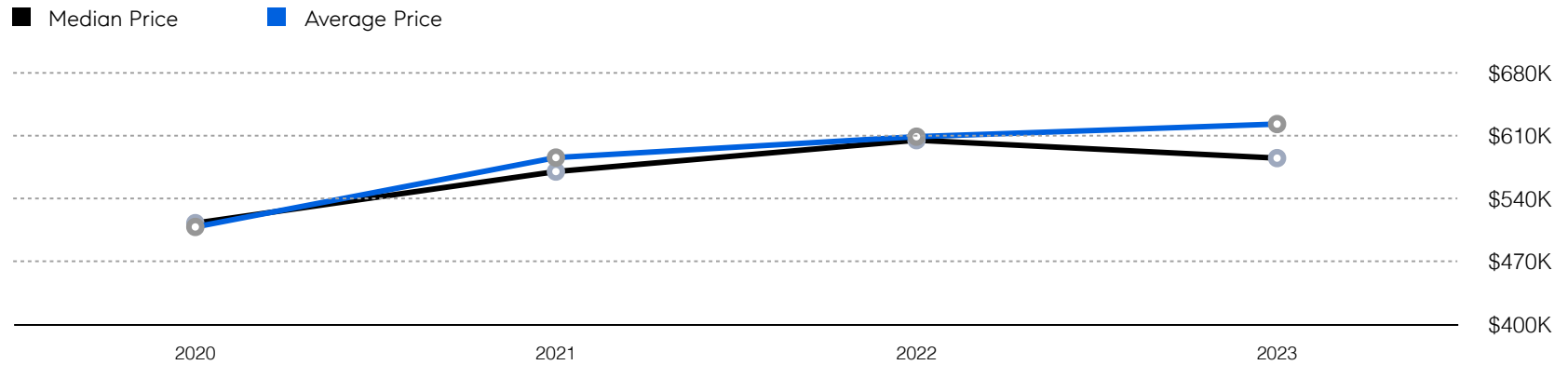
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|--------------|--------------|----------|
| Single-Family | # OF SALES | 46 | 45 | -2.2% |
| | SALES VOLUME | \$27,950,223 | \$28,033,512 | 0.3% |
| | MEDIAN PRICE | \$602,500 | \$585,000 | -2.9% |
| | AVERAGE PRICE | \$607,614 | \$622,967 | 2.5% |
| | AVERAGE DOM | 33 | 26 | -21.2% |
| | # OF CONTRACTS | 52 | 62 | 19.2% |
| | # NEW LISTINGS | 74 | 55 | -25.7% |
| Condo/Co-op/Townhouse | # OF SALES | 4 | 0 | 0.0% |
| | SALES VOLUME | \$1,400,000 | - | - |
| | MEDIAN PRICE | \$342,500 | - | - |
| | AVERAGE PRICE | \$350,000 | - | - |
| | AVERAGE DOM | 47 | - | - |
| | # OF CONTRACTS | 5 | 0 | 0.0% |
| | # NEW LISTINGS | 5 | 0 | 0.0% |

West Caldwell

Historic Sales



Historic Sales Prices

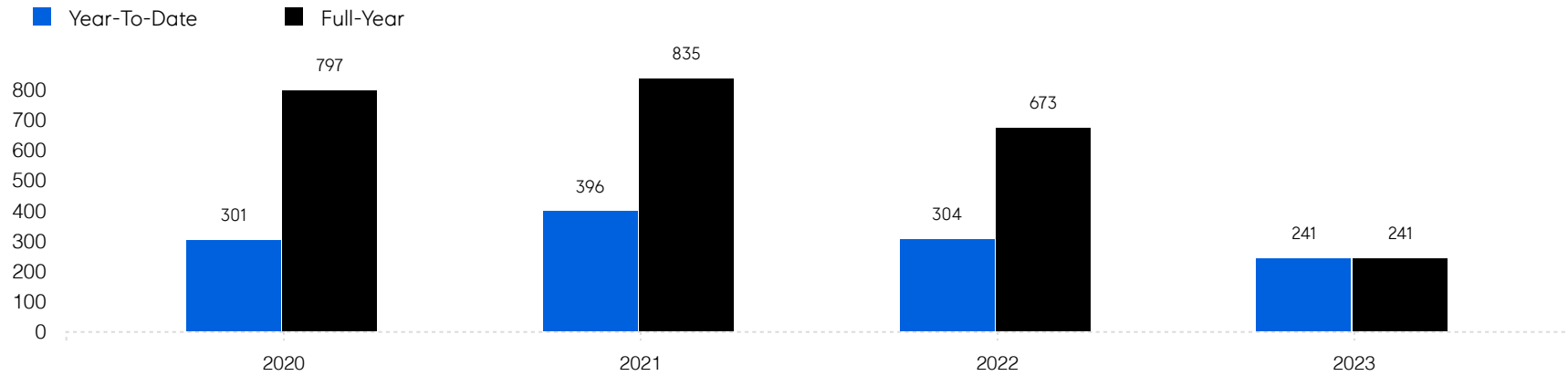


West Orange

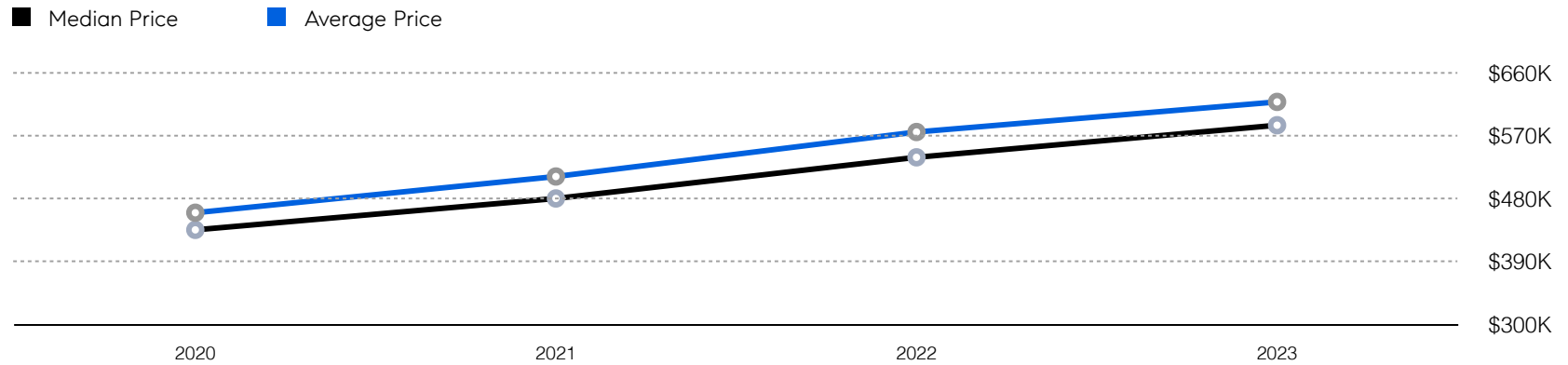
| | | YTD 2022 | YTD 2023 | % Change |
|-----------------------|----------------|---------------|---------------|----------|
| Single-Family | # OF SALES | 218 | 179 | -17.9% |
| | SALES VOLUME | \$137,188,086 | \$119,048,009 | -13.2% |
| | MEDIAN PRICE | \$597,500 | \$625,000 | 4.6% |
| | AVERAGE PRICE | \$629,303 | \$665,073 | 5.7% |
| | AVERAGE DOM | 34 | 27 | -20.6% |
| | # OF CONTRACTS | 311 | 253 | -18.6% |
| | # NEW LISTINGS | 381 | 259 | -32.0% |
| Condo/Co-op/Townhouse | # OF SALES | 86 | 62 | -27.9% |
| | SALES VOLUME | \$37,459,300 | \$29,996,501 | -19.9% |
| | MEDIAN PRICE | \$440,450 | \$485,500 | 10.2% |
| | AVERAGE PRICE | \$435,573 | \$483,815 | 11.1% |
| | AVERAGE DOM | 28 | 32 | 14.3% |
| | # OF CONTRACTS | 98 | 81 | -17.3% |
| | # NEW LISTINGS | 113 | 85 | -24.8% |

West Orange

Historic Sales



Historic Sales Prices



COMPASS

Source: Garden State MLS, 01/01/2021 to 06/30/2023
Source: NJMLS, 01/01/2021 to 06/30/2023
Source: Hudson MLS, 01/01/2021 to 06/30/2023

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