MARKET UPDATE

New Jersey Multiple Listing Service, Inc.

SEPTEMBER 2017

Contents

MARKET SNAPSHOT 4
New Listings - All Categories 6
YTD New Listings by County - All Categories 7
YTD New Listings by County - Residential 7
YTD New Listings by County - Single Family 7
2016 vs. 2017 Active Listings by County 8
Average List Price by County – All Categories 9
Average List Price – All Counties 9
Average List Price by County - Residential 10
Average List Price by County – Single Family 10
New Residential Rental Listings 11
YTD New Residential Rental Listings by County 12
Average Residential Rental List Price 12
Under Contract – All Categories 13
YTD Under Contract by County - All Categories 14
YTD Under Contract by County - Residential 14
YTD Under Contract by County - Single Family 14
Under Contract by Price Range - RES 15
Under Contract by Price Range – Single Family 16
Absorption Rate (Months Inventory) 17
Absorption Rate (Months Inventory) 18
Total Units Sold – All Categories 19
YTD Sold by County - All Categories 20
YTD Sold by County - Residential 20
YTD Sold by County - Single Family 20
Total Residential Units Sold 21
Units Sold by Price Range - RES 22
Total Single Family Units Sold 23
Units Sold by Price Range – Single Family 24
Average Days on the Market by County – All Categories 25
Average Days on the Market – All Counties 25
Median Sold Price – All Categories 26
Median Sold Price by County – All Categories 27
YTD Median Sold Price – All Categories 27
Median Sold Price – Residential 28

Median Sold Price – Single Family 29
Single Family Quarterly Town Comparison Bergen 30
Single Family Quarterly Town Comparison Bergen cont. 31
Single Family Quarterly Town Comparison Essex 32
Single Family Quarterly Town Comparison Hudson 33
Single Family Quarterly Town Comparison Passaic 33
CCT Quarterly Town Comparison Bergen 34
CCT Quarterly Town Comparison Bergen cont. 35
CCT Quarterly Town Comparison Essex 36
CCT Quarterly Town Comparison Hudson 37
CCT Quarterly Town Comparison Passaic 37
Total Residential Rental - Units Leased 38
YTD Residential Rental Median Leased Price by County 38
Other Market Indicators 39
Monthly Open House Count 40
Keybox Showings 40
NJMLS.com Hits 41

MARKET SNAPSHOT

New Listings	SEPTEMBER 2017	SEPTEMBER 2016	Prior Year % Change		AUGUST 2017	Prior Month % Change	
New Listings Monthly	3808	3922	-2.9%	↓	3879	-1.8%	↓
YTD New Listings – All Categories	36746	36884	-0.4%	↓	n/a		
YTD New Listings – Residential	25160	25840	-2.6%	↓	n/a		
YTD New Listings – Single Family	16415	16772	-2.1%	↓	n/a		
Active Listings Monthly - at end of month	11034	13301	-17.0%	↓	11465	-3.8%	↓
Average List Price Monthly	$586,675	$586,229	0.1%	↑	$528,966	10.9%	↑
New Rental Listings Monthly	1052	984	6.9%	↑	1105	-4.8%	↓
Average Rental List Price Monthly	$2,488	$2,395	3.9%	↑	$2,563	-2.9%	↓

Under Contracts	SEPTEMBER 2017	SEPTEMBER 2016	Prior Year % Change		AUGUST 2017	Prior Month % Change	
Total Under Contract Monthly	1871	1946	-3.9%	↓	2188	-14.5%	↓
YTD Under Contract – All Categories	18882	18309	3.1%	↑	n/a		
YTD Under Contract – Residential	18511	17940	3.2%	↑	n/a		
YTD Under Contract – Single Family	11927	11733	1.7%	↑	n/a		

Absorption Rate (Months Inventory)	SEPTEMBER 2017	SEPTEMBER 2016	Prior Year % Change		AUGUST 2017	Prior Month % Change	
- All Categories	5.5	6.5	-15.4%	↓	5.5	0.0%	.
- Residential	3.9	4.9	-20.4%	↓	4.0	-2.5%	↓
- Single Family	4.0	4.7	-14.9%	↓	4.0	0.0%	
- Condo/Coop/Townhouse	4.0	5.3	-24.5%	↓	4.1	-2.4%	↓

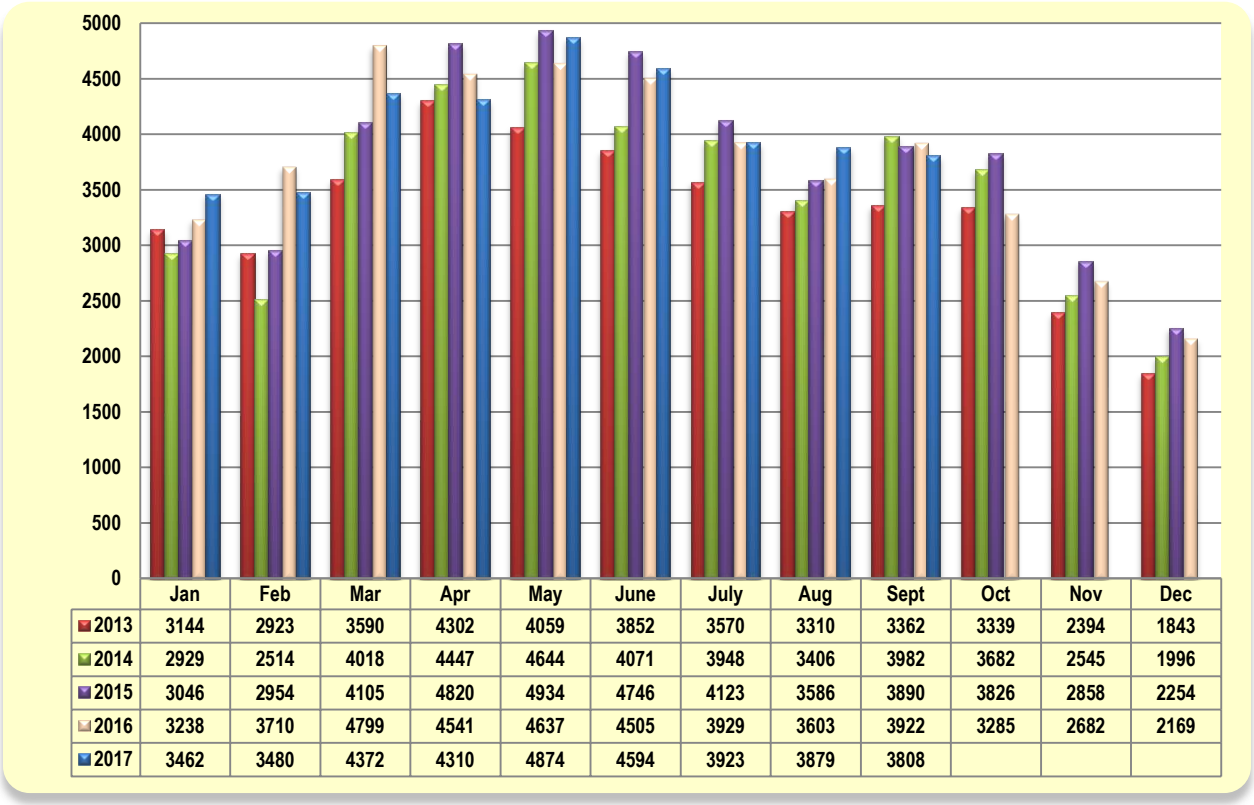
Solds	SEPTEMBER 2017	SEPTEMBER 2016	Prior Year % Change		AUGUST 2017	Prior Month % Change		Page
Total Sold Monthly	1707	1751	-2.5%	↓	2229	-23.4%	↓	19
YTD Solds – All Categories	15031	14333	4.9%	↑	n/a			20
Total Sold Monthly - Residential	1682	1722	-2.3%	↓	2196	-23.4%	↓	21
YTD Solds – Residential	14765	14072	4.9%	↑	n/a			20
Total Sold Monthly - Single Family	1100	1094	0.5%	↑	1462	-24.8%	↓	23
YTD Solds -Single Family	9474	9184	3.2%	↑	n/a			20
Average Days on the Market	67	76	-11.8%	↓	61	9.8%	↑	25
Median Sold Price Monthly - All Categories	$400,000	$390,000	2.6%	↑	$410,000	-2.4%	↓	26
Median Sold Price Monthly – Residential	$400,000	$388,000	3.1%	↑	$410,000	-2.4%	↓	28
Median Sold Price Monthly – Single Family	$425,000	$417,500	1.8%	↑	$445,000	-4.5%	↓	29

Leased	SEPTEMBER 2017	SEPTEMBER 2016	Prior Year % Change		AUGUST 2017	Prior Month % Change		Page
Total Leased	766	735	4.2%	↑	937	-18.2%	↓	38
YTD Leased Price by County	$2,080	$2,000	4.0%	↑	n/a			38

Other Market Indicators	SEPTEMBER 2017	SEPTEMBER 2016	Prior Year % Change		AUGUST 2017	Prior Month % Change		Page
Keybox Showings	20,999	20,199	4.0%	↑	22,476	-6.6%	↓	40
Open House Counts	3872	3299	17.4%	↑	3584	8.0%	↑	40
NJMLS.com Hits	520,076	487,139	6.8%	↑	568,172	-8.5%	↓	41

New Listings - All Categories

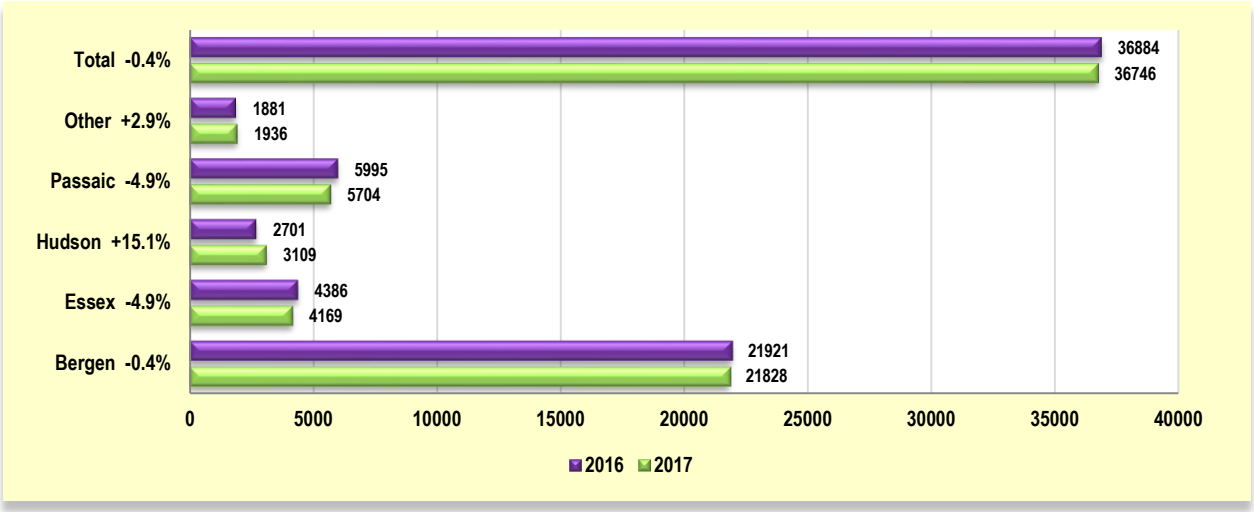
2013-2017



	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
2013	3144	2923	3590	4302	4059	3852	3570	3310	3362	3339	2394	1843
2014	2929	2514	4018	4447	4644	4071	3948	3406	3982	3682	2545	1996
2015	3046	2954	4105	4820	4934	4746	4123	3586	3890	3826	2858	2254
2016	3238	3710	4799	4541	4637	4505	3929	3603	3922	3285	2682	2169
2017	3462	3480	4372	4310	4874	4594	3923	3879	3808			

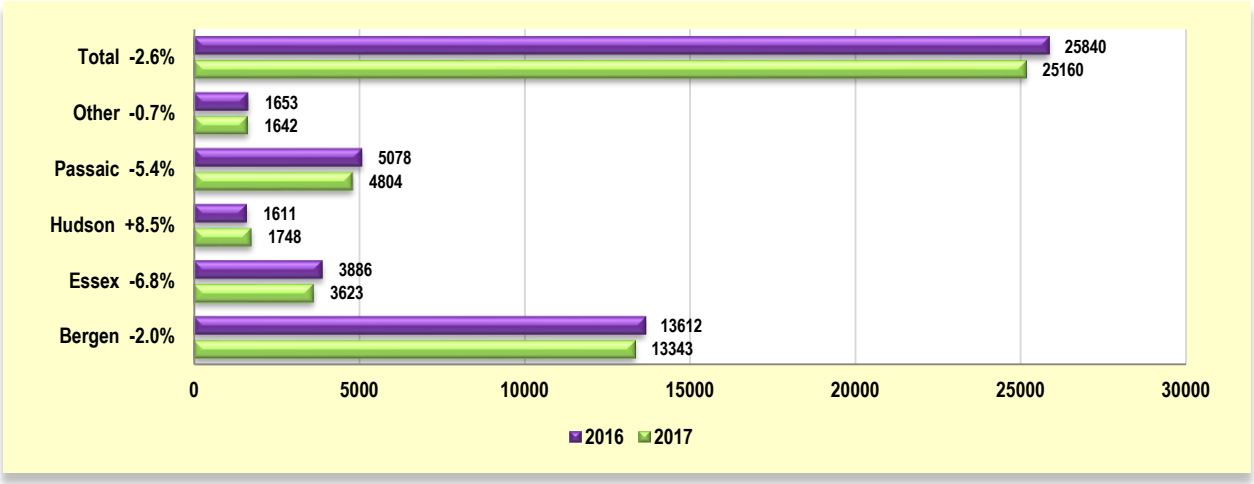
YTD New Listings by County - All Categories

As of September 30th



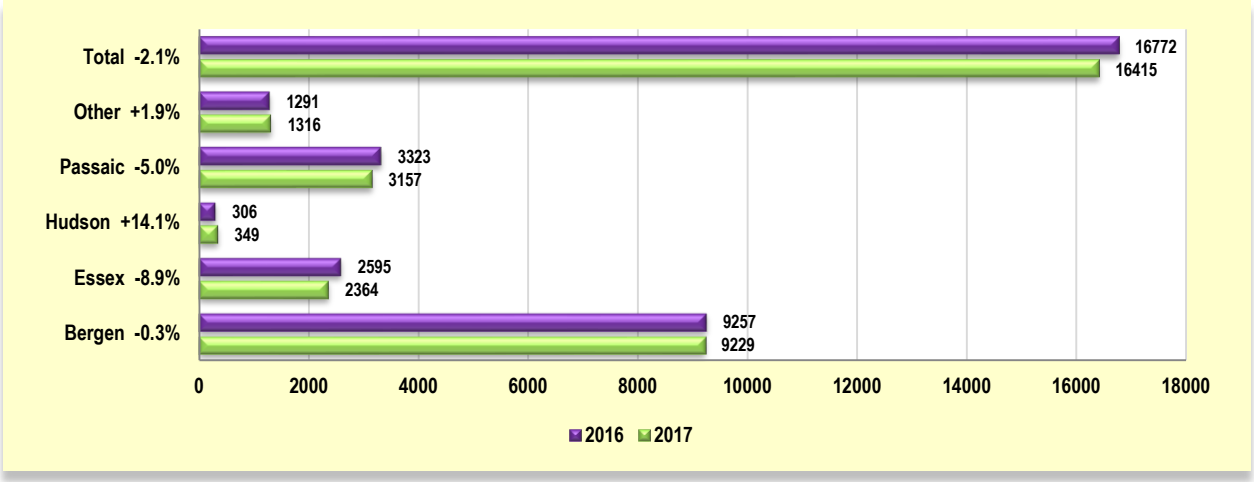
YTD New Listings by County - Residential

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



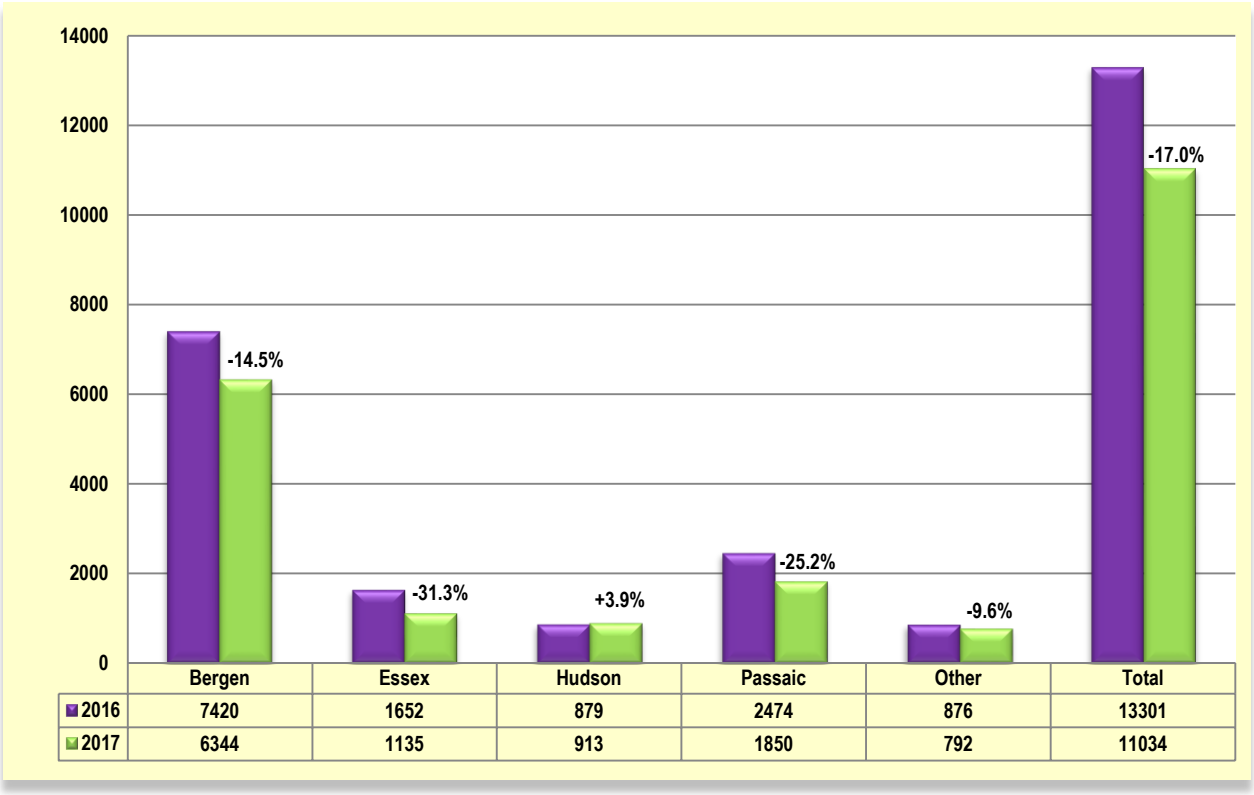
YTD New Listings by County - Single Family

As of September 30th



2016 vs. 2017 Active Listings by County

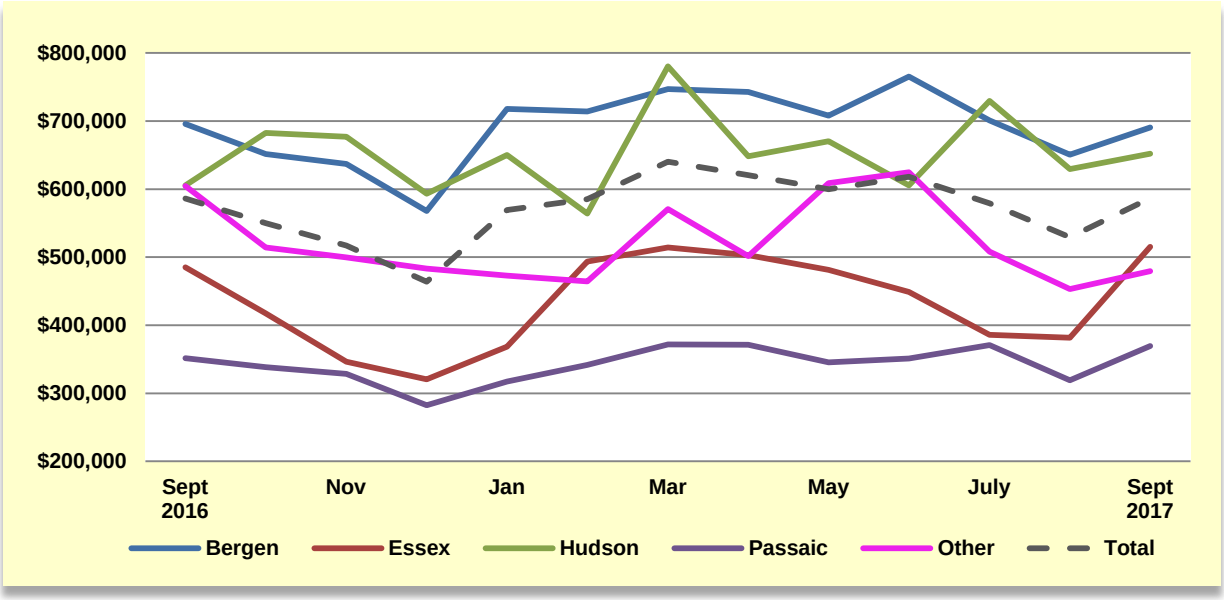
All Categories by County as of September 30th



	Bergen	Essex	Hudson	Passaic	Other	Total
2016	7420	1652	879	2474	876	13301
2017	6344	1135	913	1850	792	11034

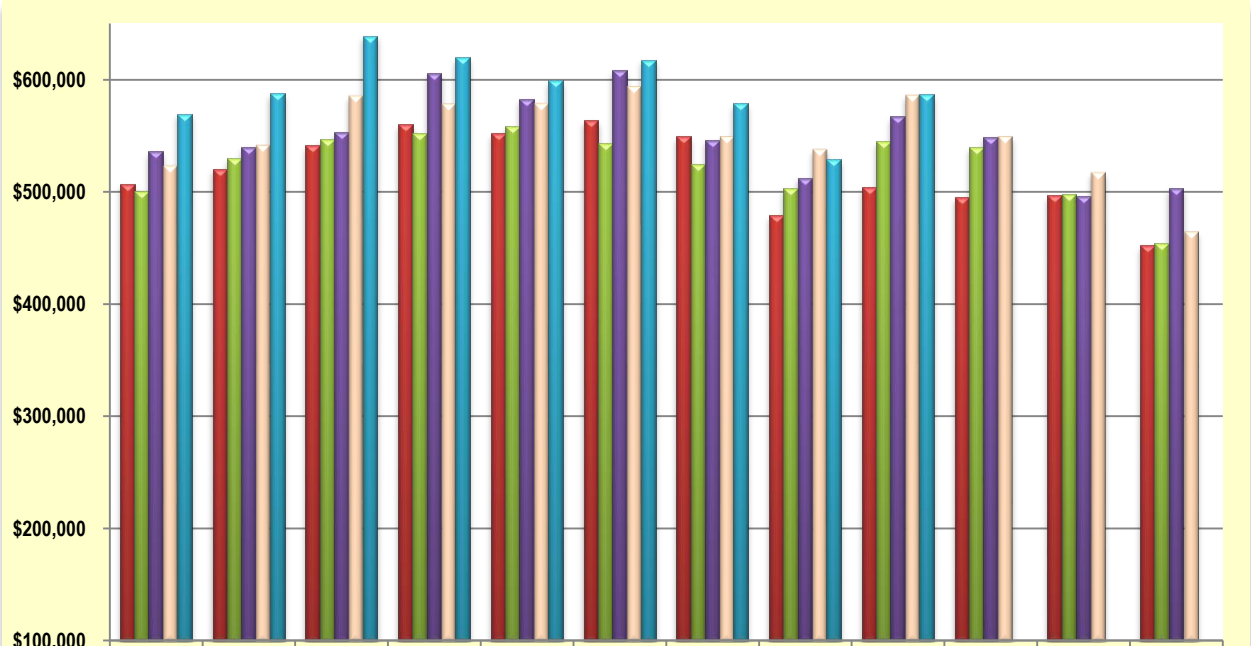
Average List Price by County – All Categories*

Past 12 Months



Average List Price – All Counties

All Categories*- 2013-2017

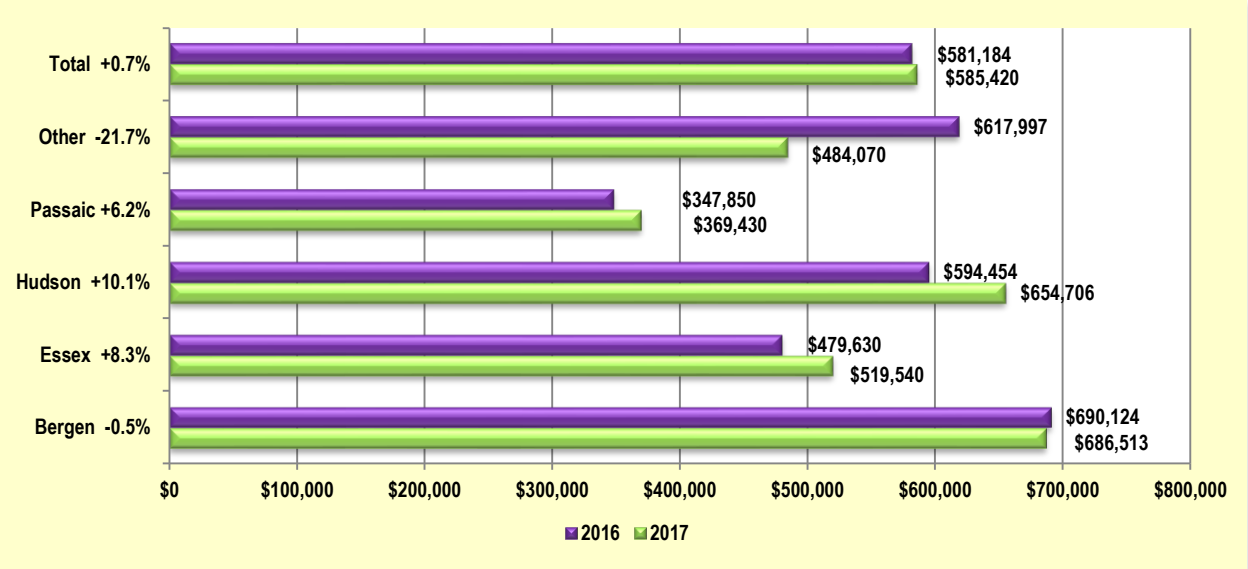


	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
2013	$506,752	$520,588	$541,164	$559,856	$552,188	$563,617	$549,455	$479,123	$504,176	$495,350	$496,883	$452,557
2014	$500,767	$529,865	$547,024	$552,256	$558,420	$542,889	$524,844	$502,710	$545,008	$539,878	$498,008	$453,942
2015	$536,206	$539,925	$552,906	$605,500	$583,065	$608,361	$546,229	$512,438	$566,933	$549,042	$496,200	$502,727
2016	$523,468	$541,623	$585,522	$578,450	$578,716	$593,757	$549,342	$537,994	$586,229	$549,305	$517,278	$465,002
2017	$569,516	$587,507	$639,030	$619,665	$599,121	$617,675	$578,816	$528,966	$586,675			

*Excludes Commercial & Rentals

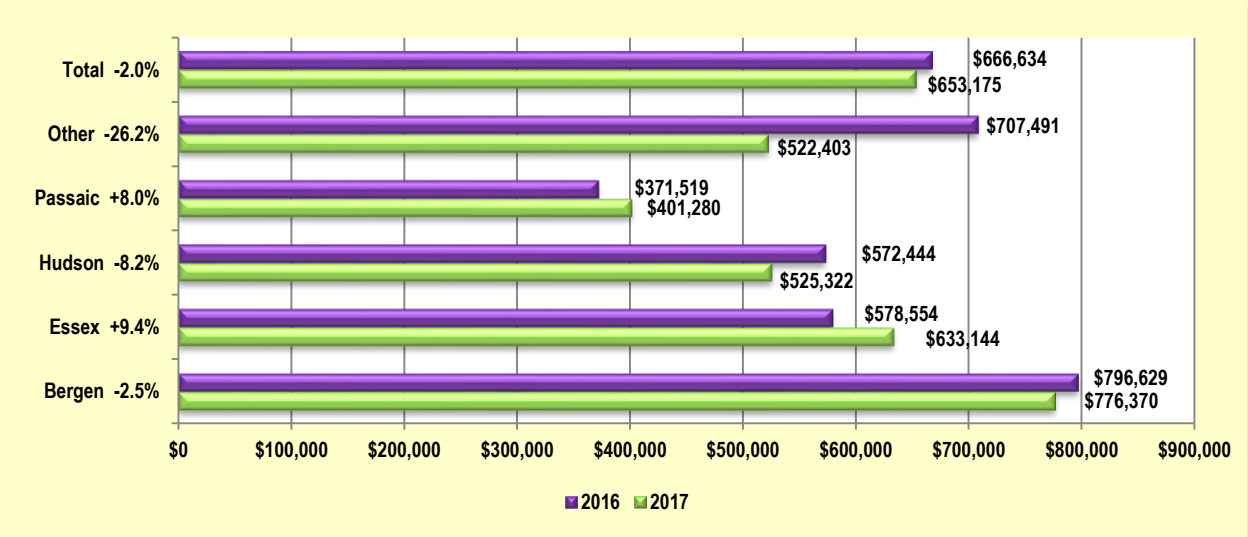
Average List Price by County - Residential

Month of September



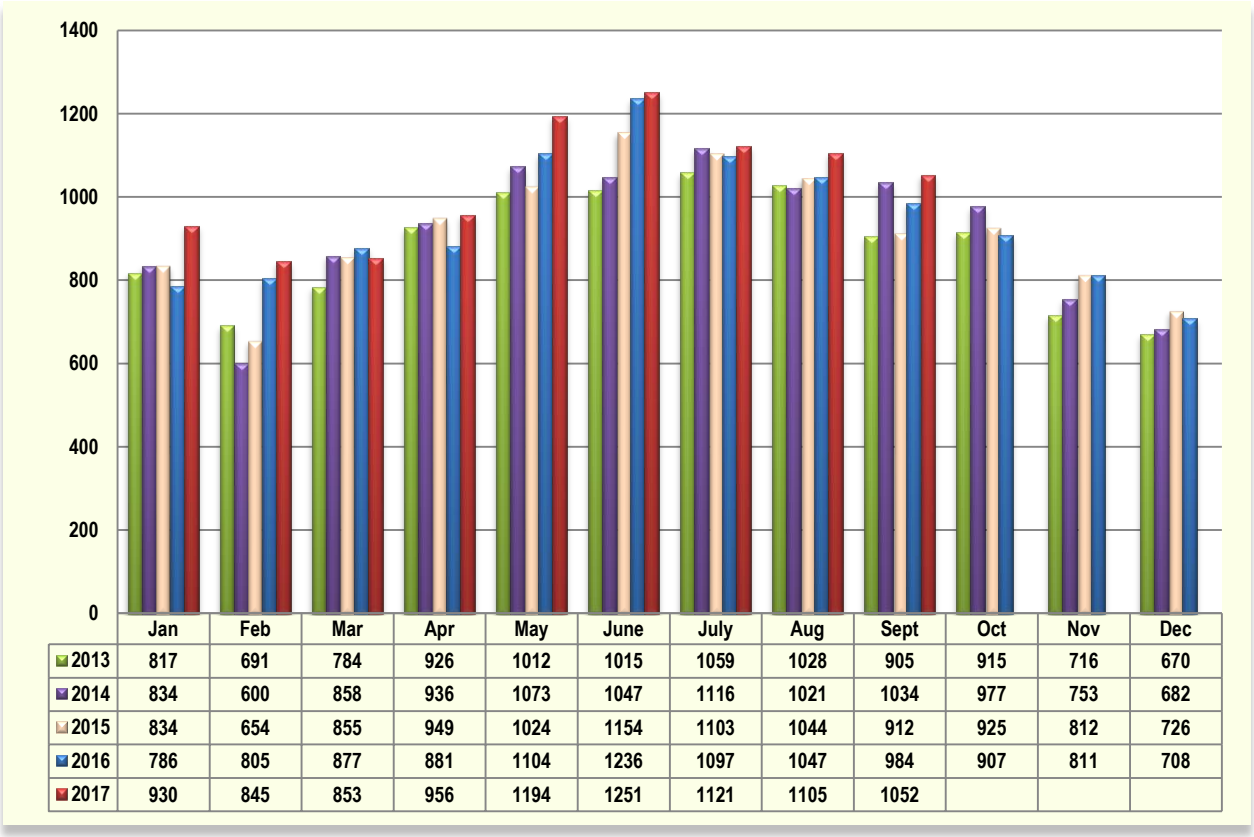
Average List Price by County – Single Family

Month of September



New Residential Rental Listings

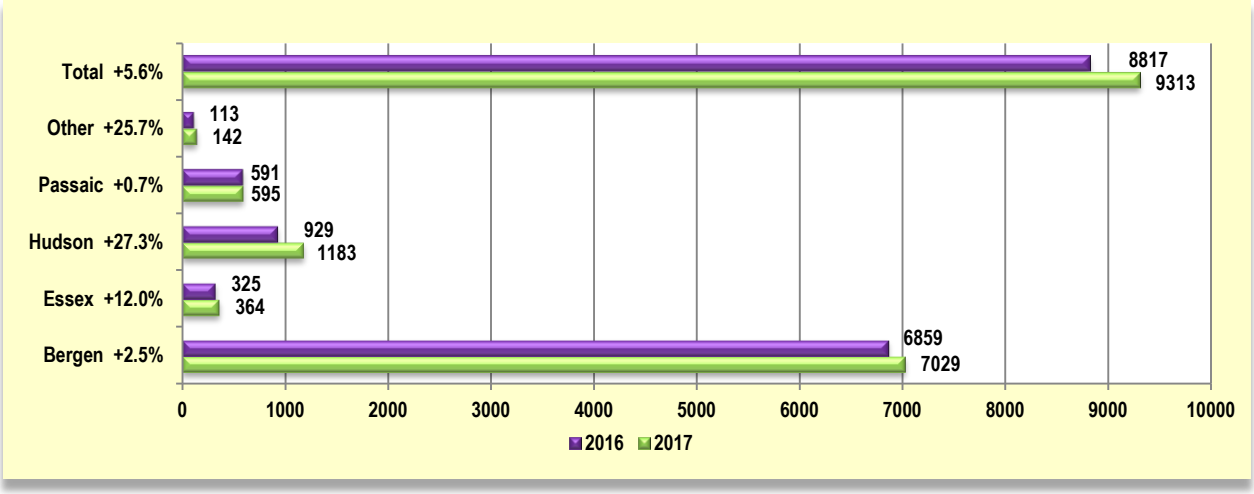
2013-2017



	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
2013	817	691	784	926	1012	1015	1059	1028	905	915	716	670
2014	834	600	858	936	1073	1047	1116	1021	1034	977	753	682
2015	834	654	855	949	1024	1154	1103	1044	912	925	812	726
2016	786	805	877	881	1104	1236	1097	1047	984	907	811	708
2017	930	845	853	956	1194	1251	1121	1105	1052			

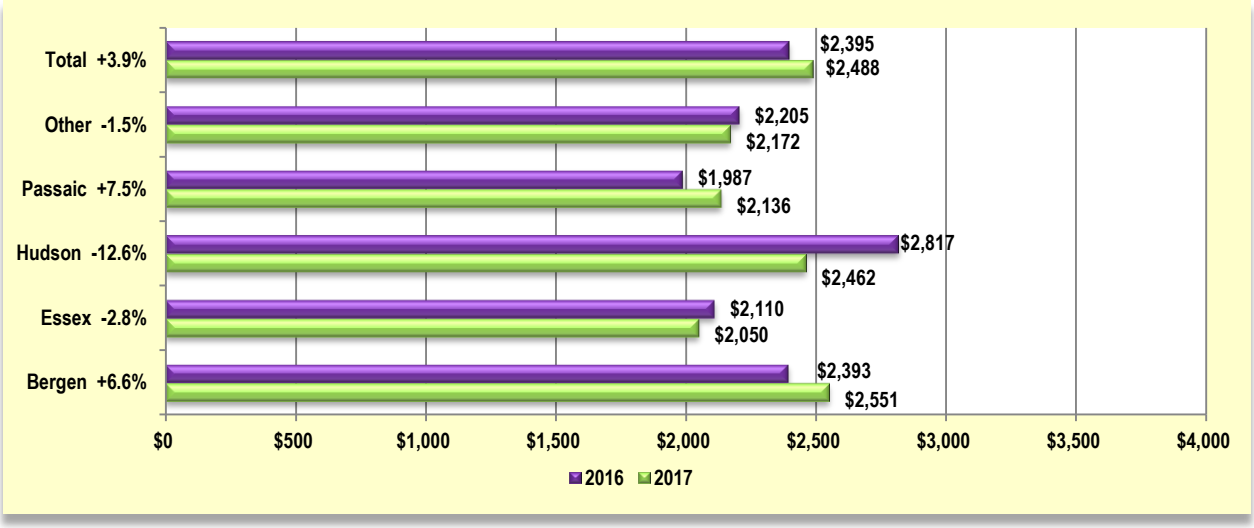
YTD New Residential Rental Listings by County

As of September 30th



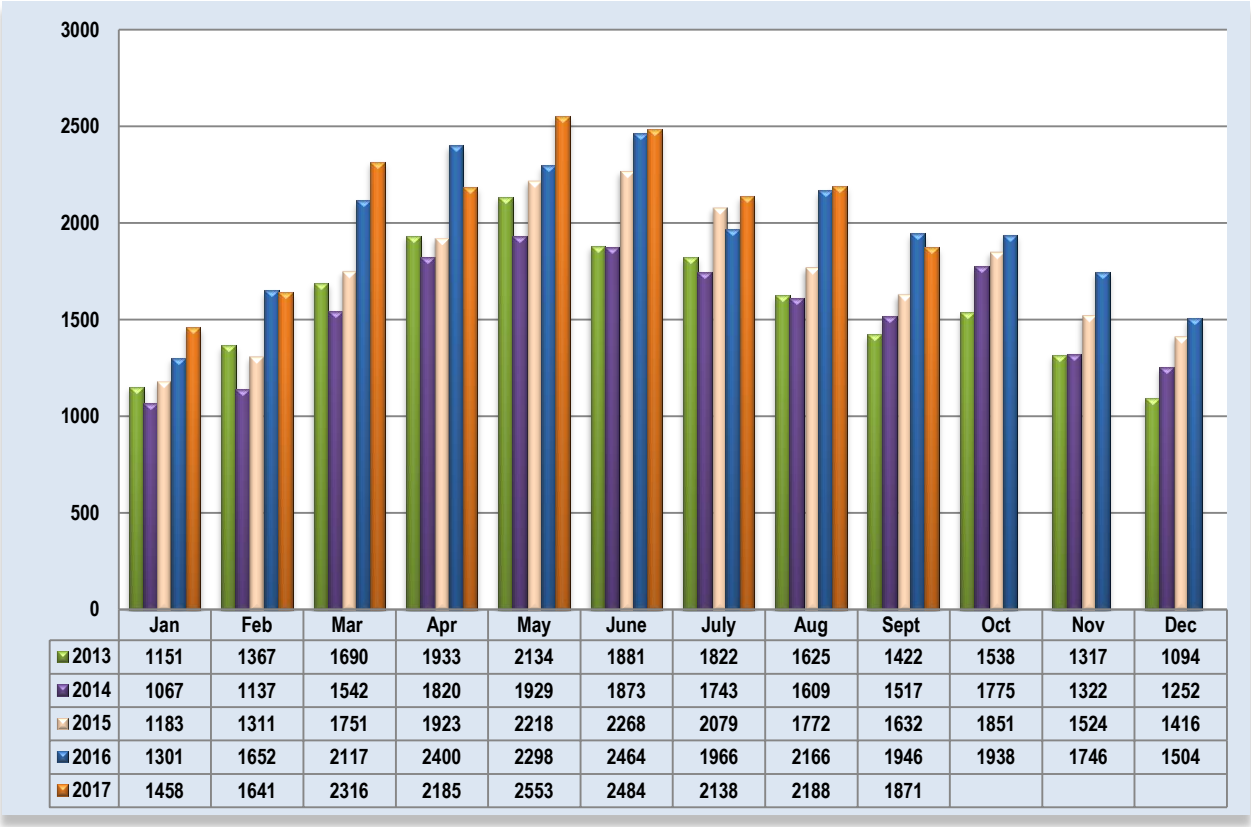
Average Residential Rental List Price

Month of September



Under Contract – All Categories*

2013-2017

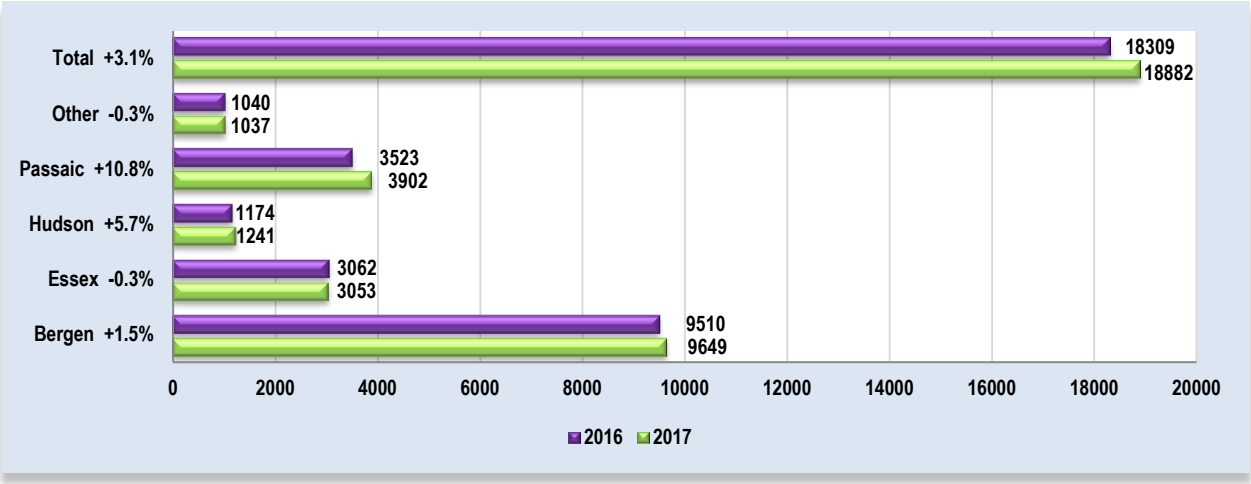


	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
2013	1151	1367	1690	1933	2134	1881	1822	1625	1422	1538	1317	1094
2014	1067	1137	1542	1820	1929	1873	1743	1609	1517	1775	1322	1252
2015	1183	1311	1751	1923	2218	2268	2079	1772	1632	1851	1524	1416
2016	1301	1652	2117	2400	2298	2464	1966	2166	1946	1938	1746	1504
2017	1458	1641	2316	2185	2553	2484	2138	2188	1871			

*Excludes Rentals

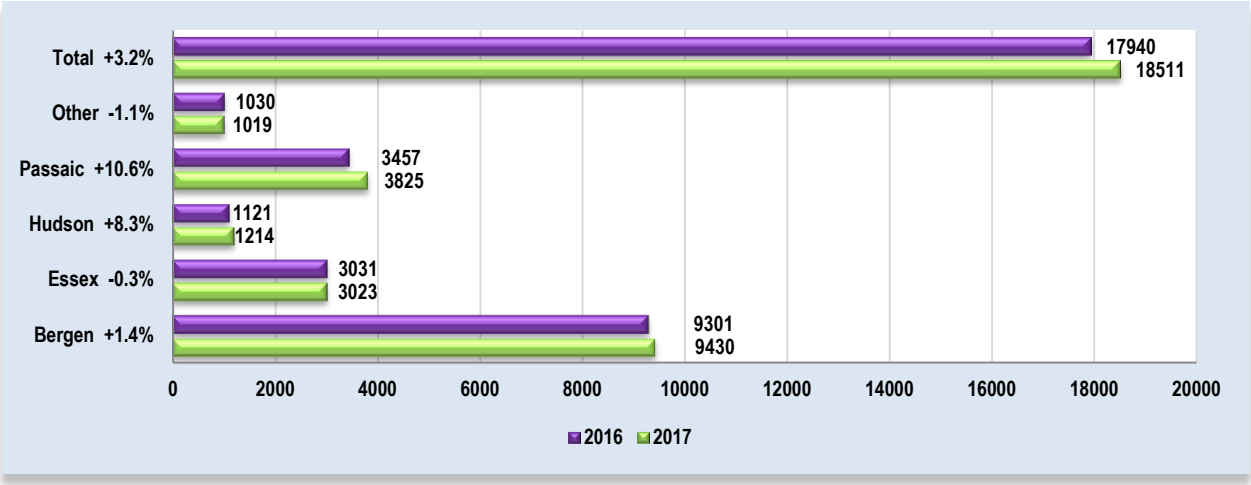
YTD Under Contract by County - All Categories*

As of September 30th



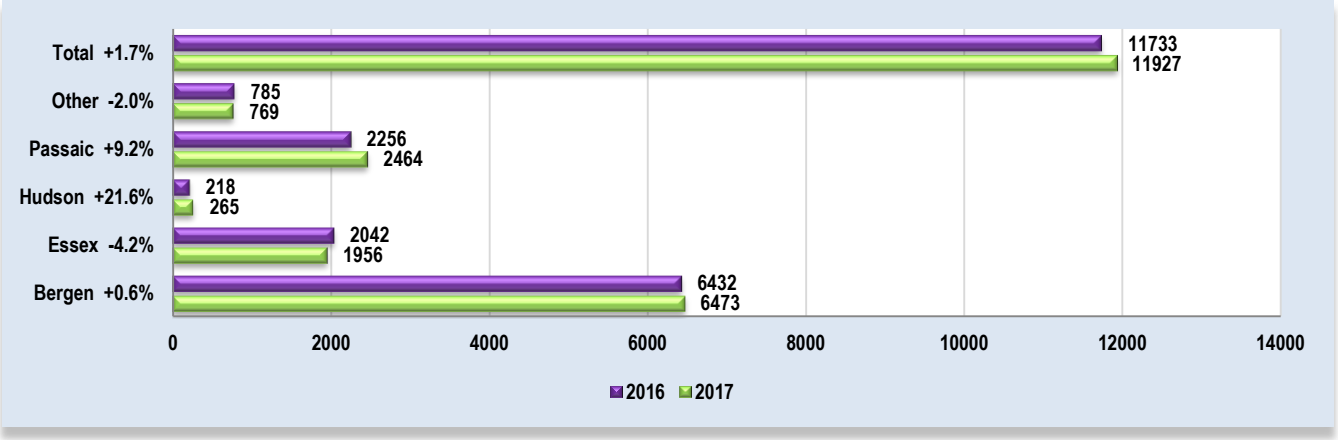
YTD Under Contract by County - Residential

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



YTD Under Contract by County - Single Family

As of September 30th

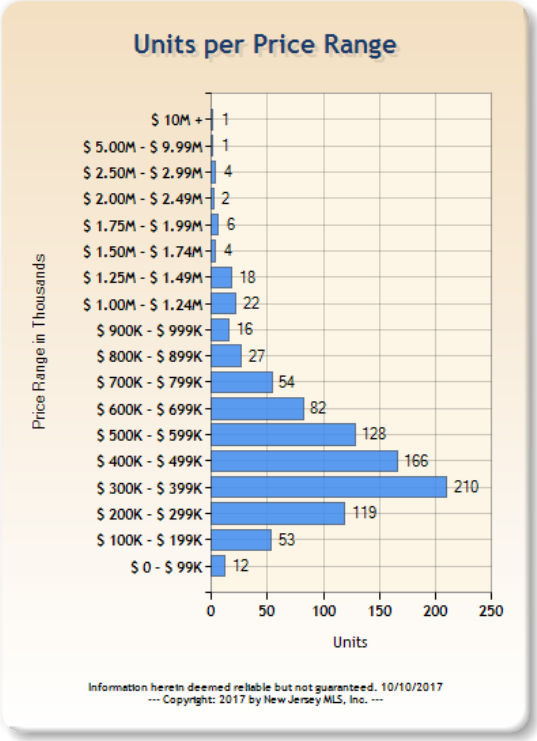


*Excludes Rentals

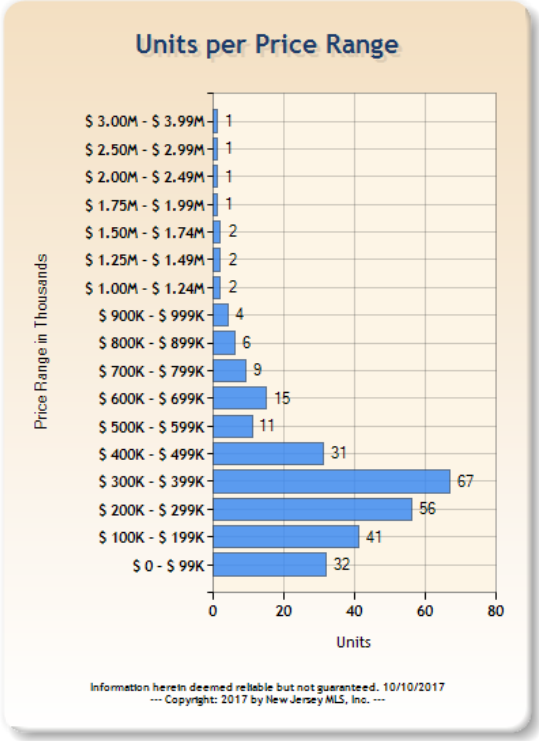
Under Contract by Price Range - RES

(Single Family, Multi-Family, CCT) – September 2017

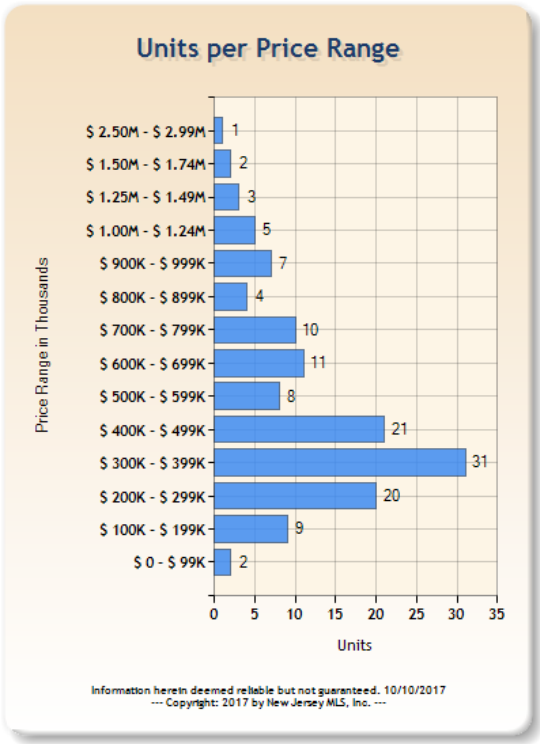
Bergen



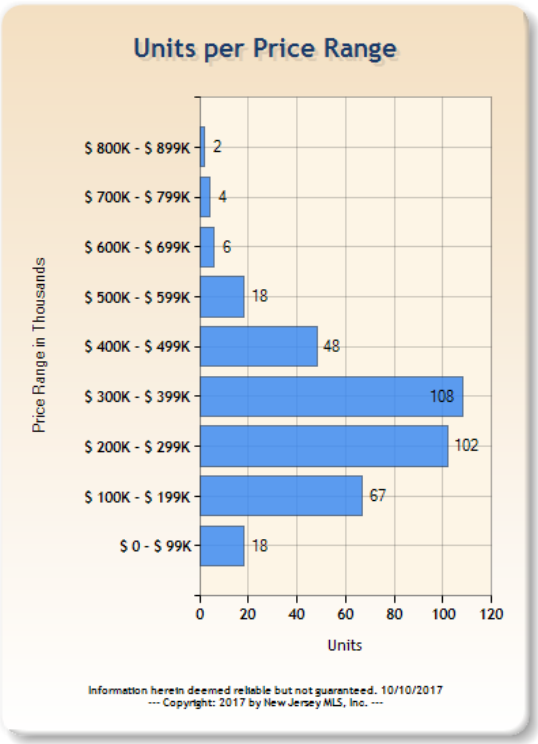
Essex



Hudson



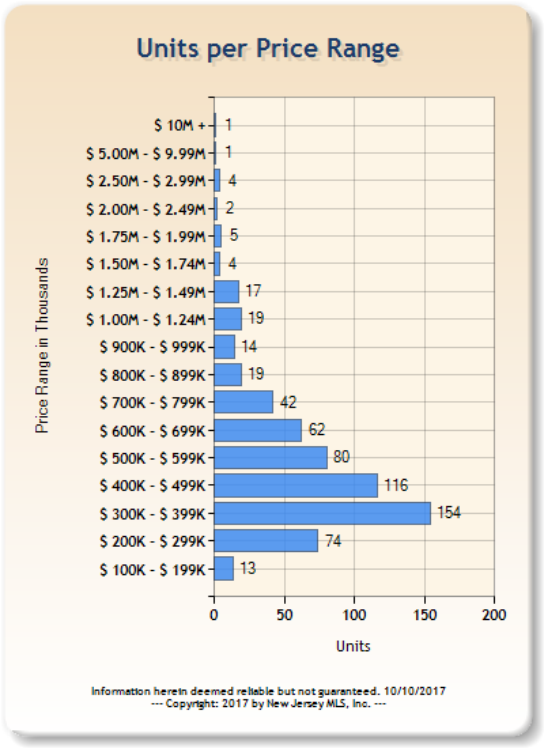
Passaic



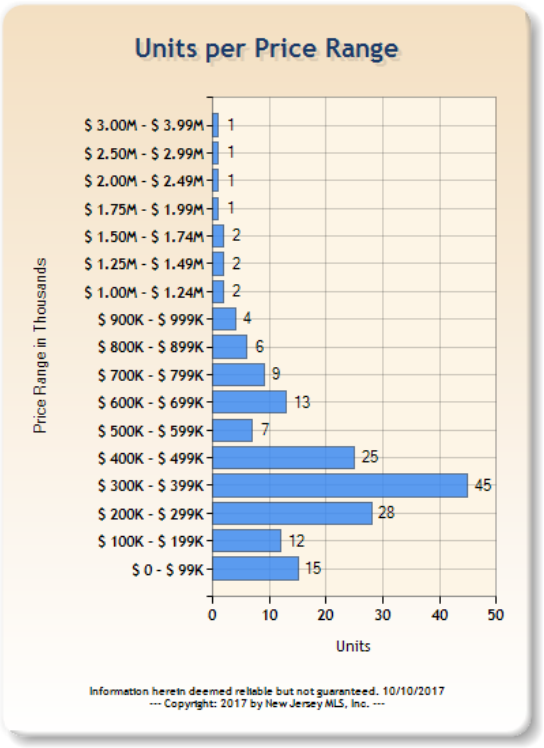
Under Contract by Price Range – Single Family

September 2017

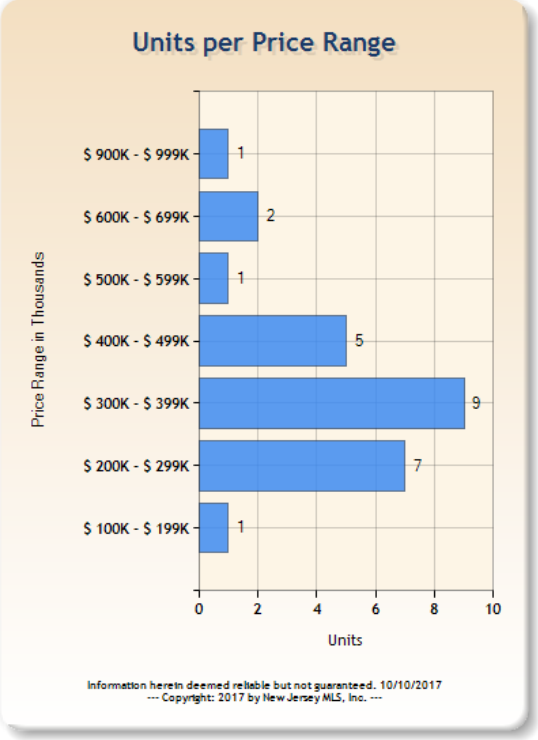
Bergen



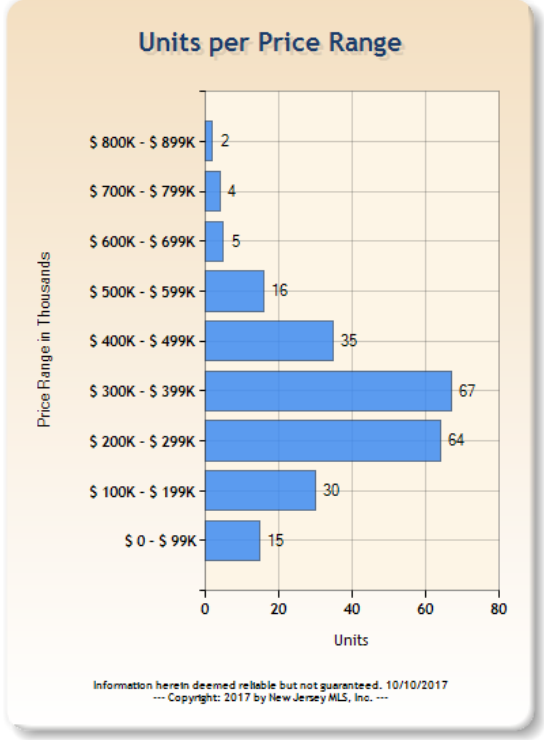
Essex



Hudson



Passaic

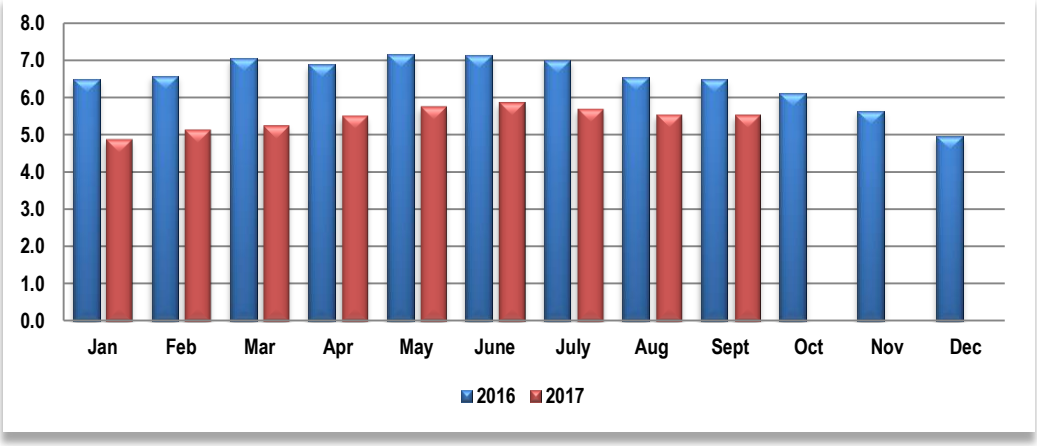


Absorption Rate (Months Inventory)

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

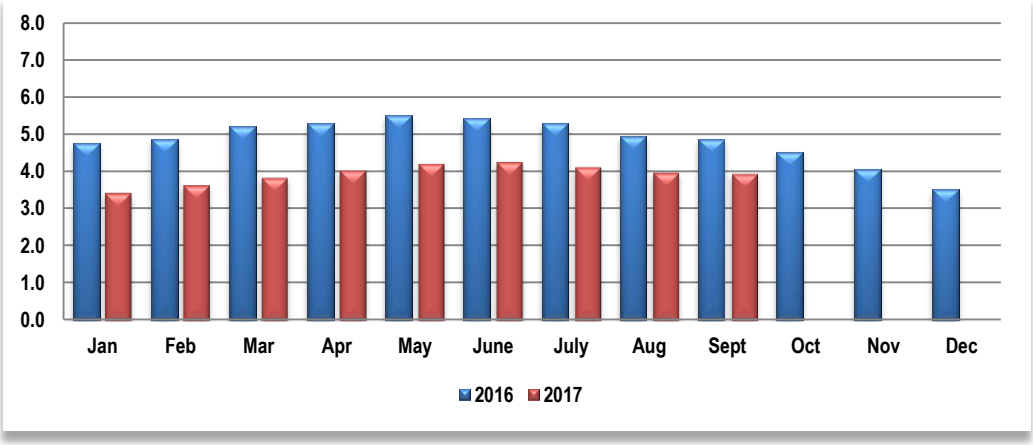
All Categories – 5.5 Months

(All Categories except Rental)



Residential – 3.9 Months

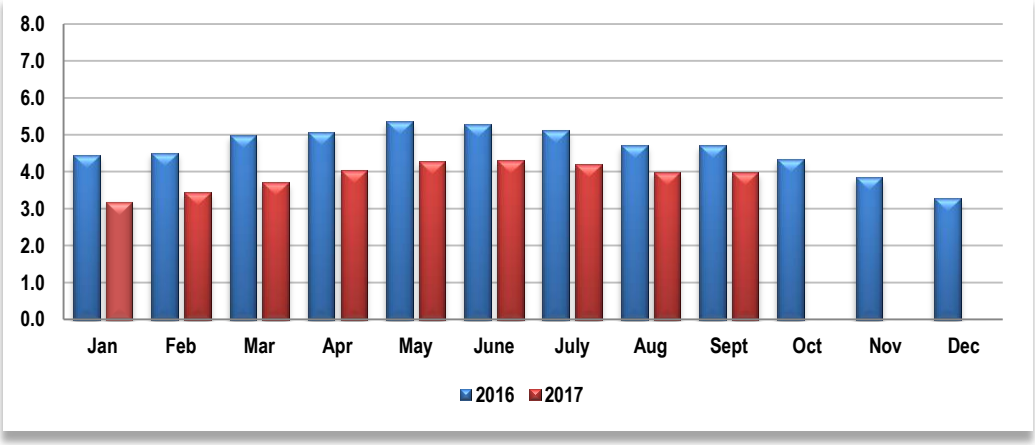
(Single Family, Multi-Family, CCT)



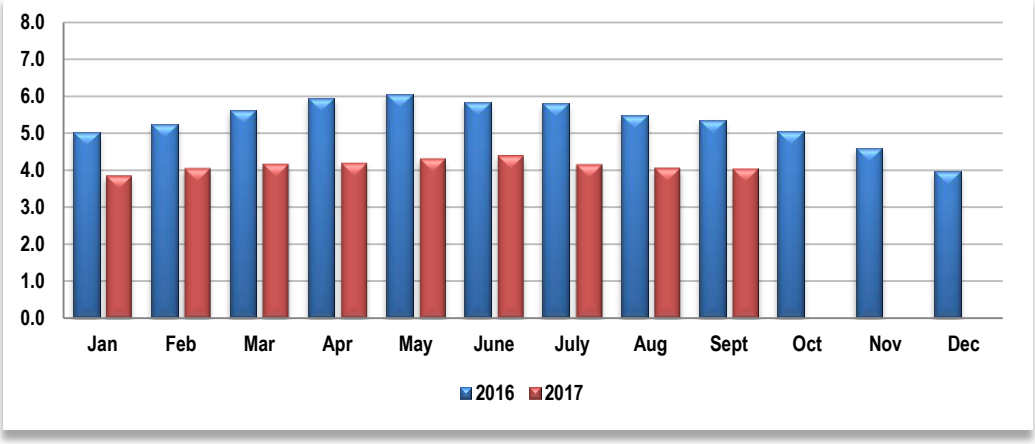
Absorption Rate (Months Inventory)

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

Single Family – 4.0 Months

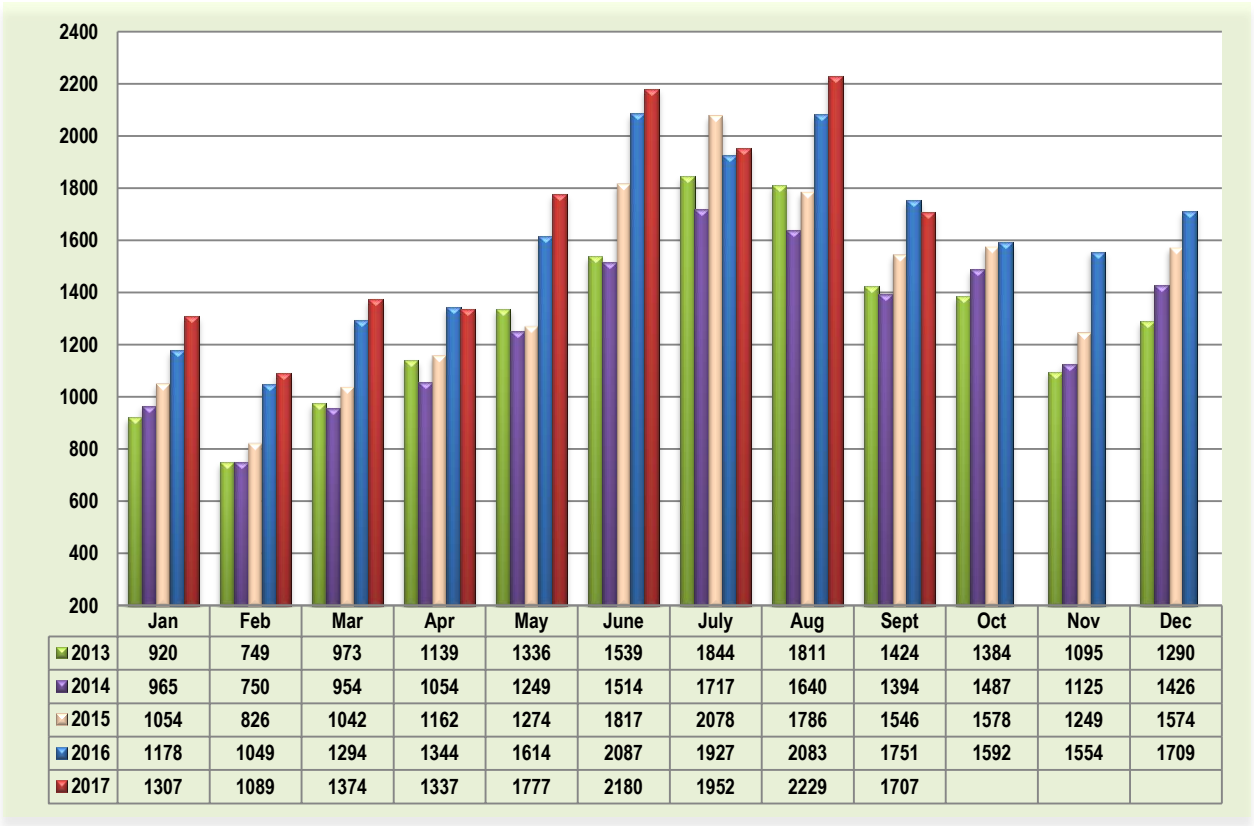


Condo/Co-op/Townhouse – 4.0 Months



Total Units Sold – All Categories*

All Categories 2013-2017

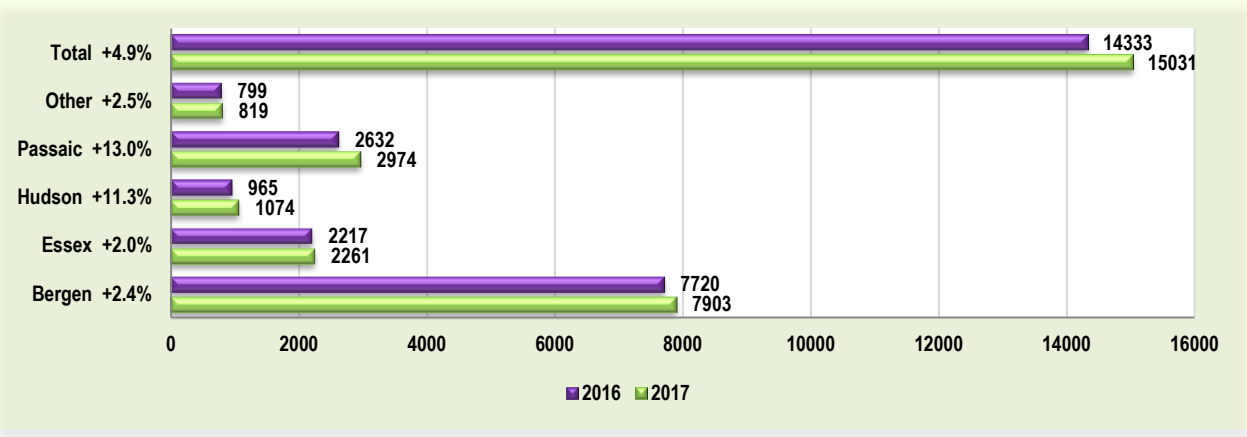


	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
2013	920	749	973	1139	1336	1539	1844	1811	1424	1384	1095	1290
2014	965	750	954	1054	1249	1514	1717	1640	1394	1487	1125	1426
2015	1054	826	1042	1162	1274	1817	2078	1786	1546	1578	1249	1574
2016	1178	1049	1294	1344	1614	2087	1927	2083	1751	1592	1554	1709
2017	1307	1089	1374	1337	1777	2180	1952	2229	1707			

*Excludes Rentals

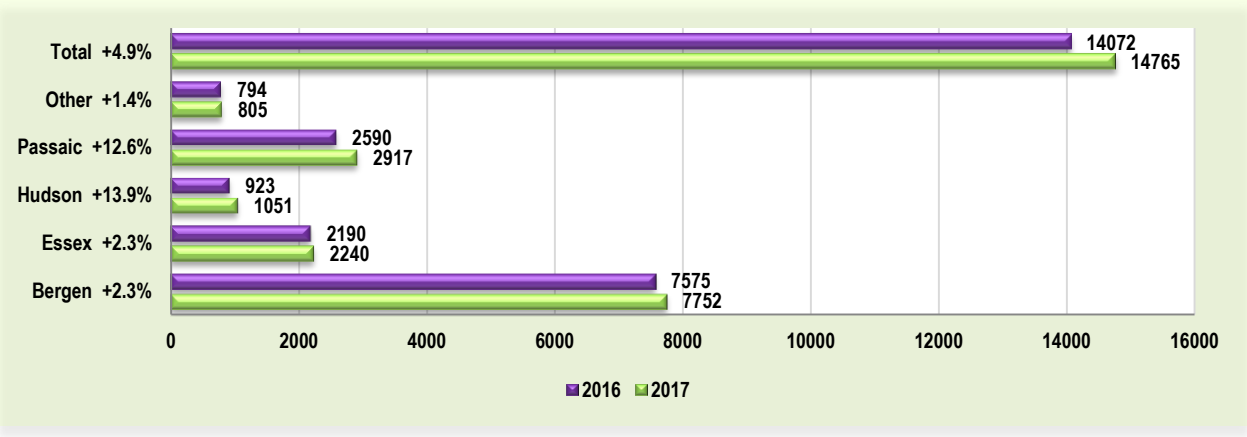
YTD Sold by County - All Categories*

As of September 30th



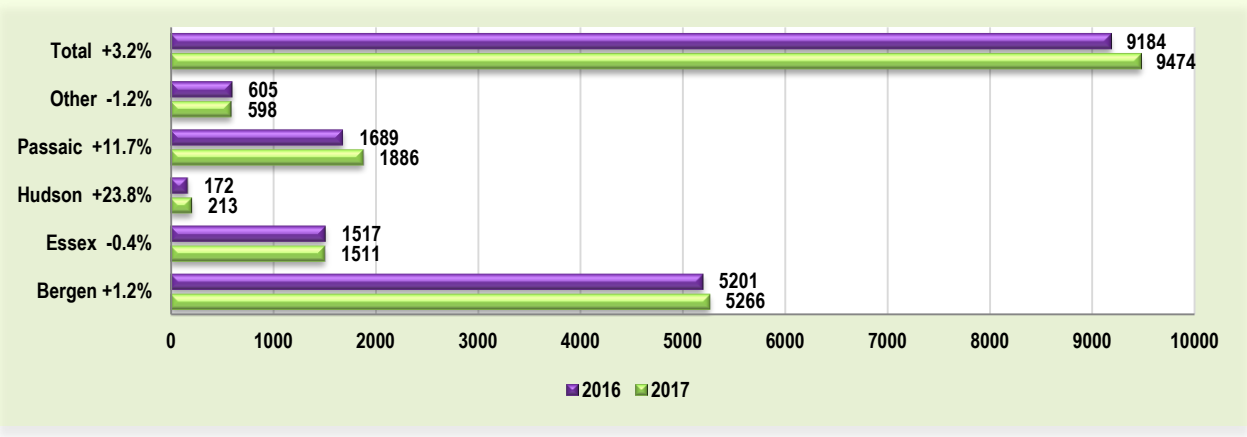
YTD Sold by County - Residential

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



YTD Sold by County - Single Family

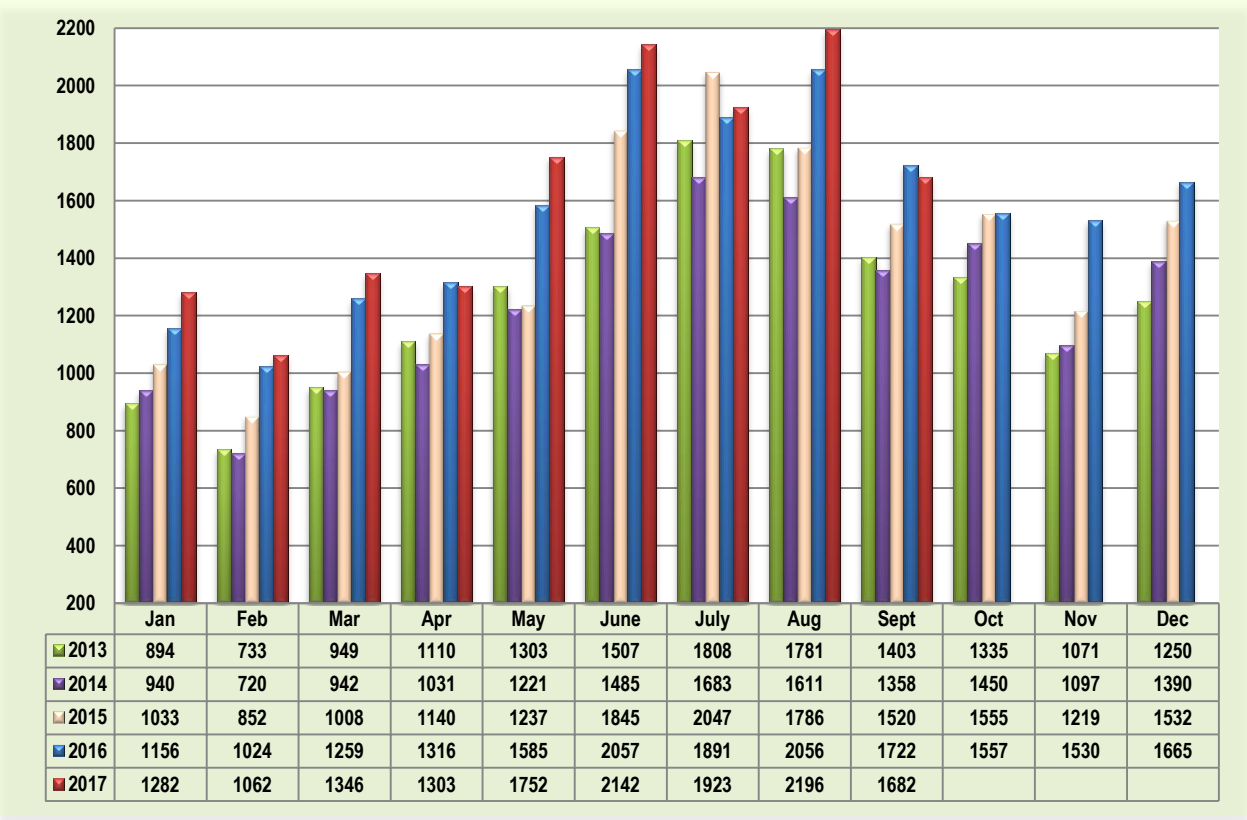
As of September 30th



*Excludes Rentals

Total Residential Units Sold

2013-2017

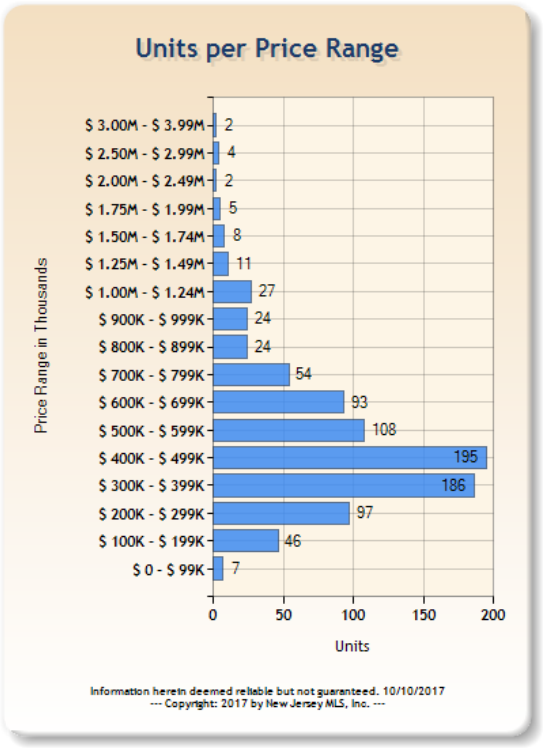


	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
2013	894	733	949	1110	1303	1507	1808	1781	1403	1335	1071	1250
2014	940	720	942	1031	1221	1485	1683	1611	1358	1450	1097	1390
2015	1033	852	1008	1140	1237	1845	2047	1786	1520	1555	1219	1532
2016	1156	1024	1259	1316	1585	2057	1891	2056	1722	1557	1530	1665
2017	1282	1062	1346	1303	1752	2142	1923	2196	1682			

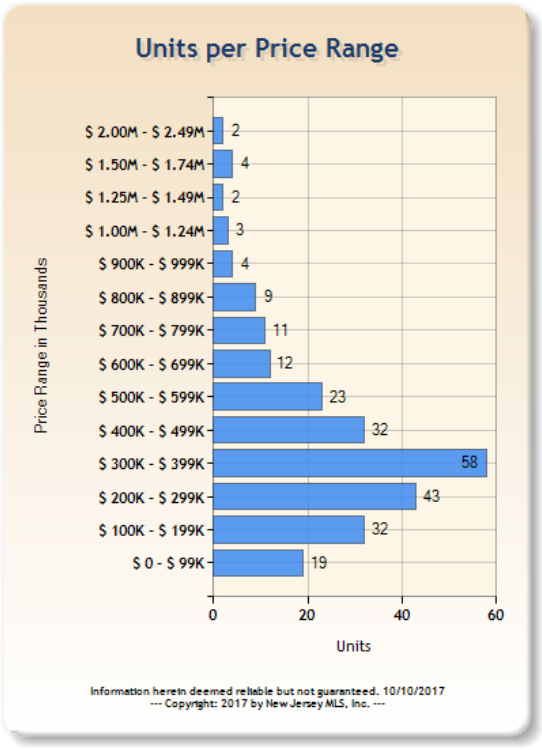
Units Sold by Price Range - RES

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

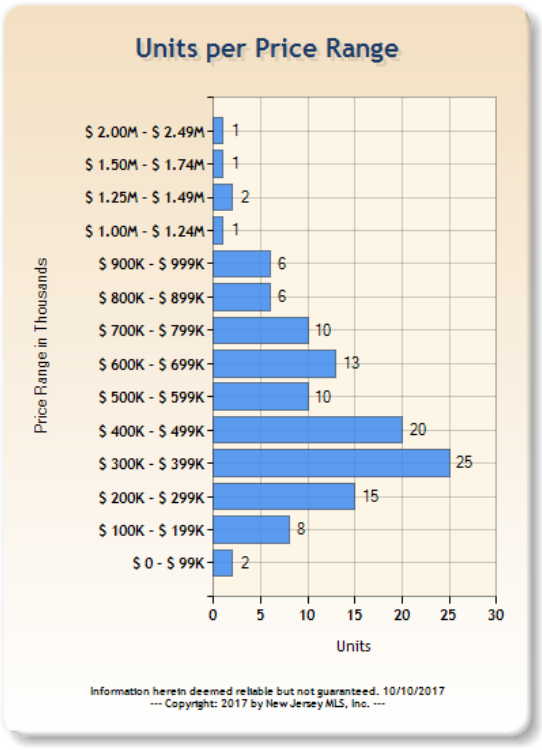
Bergen



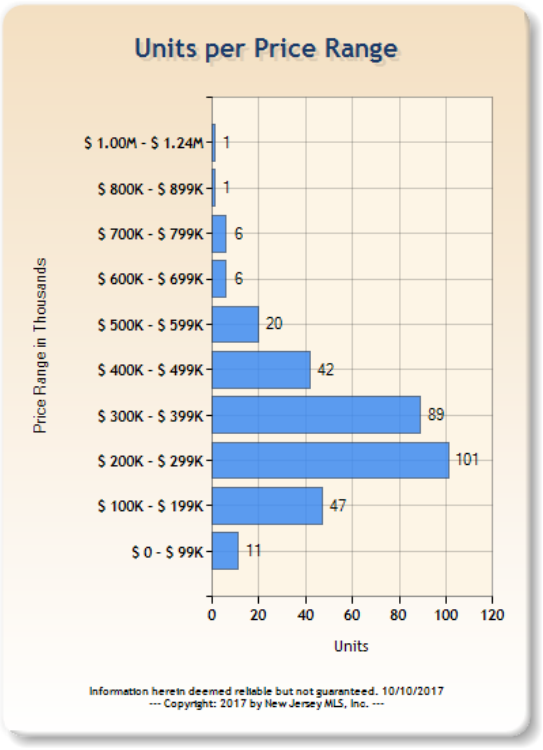
Essex



Hudson

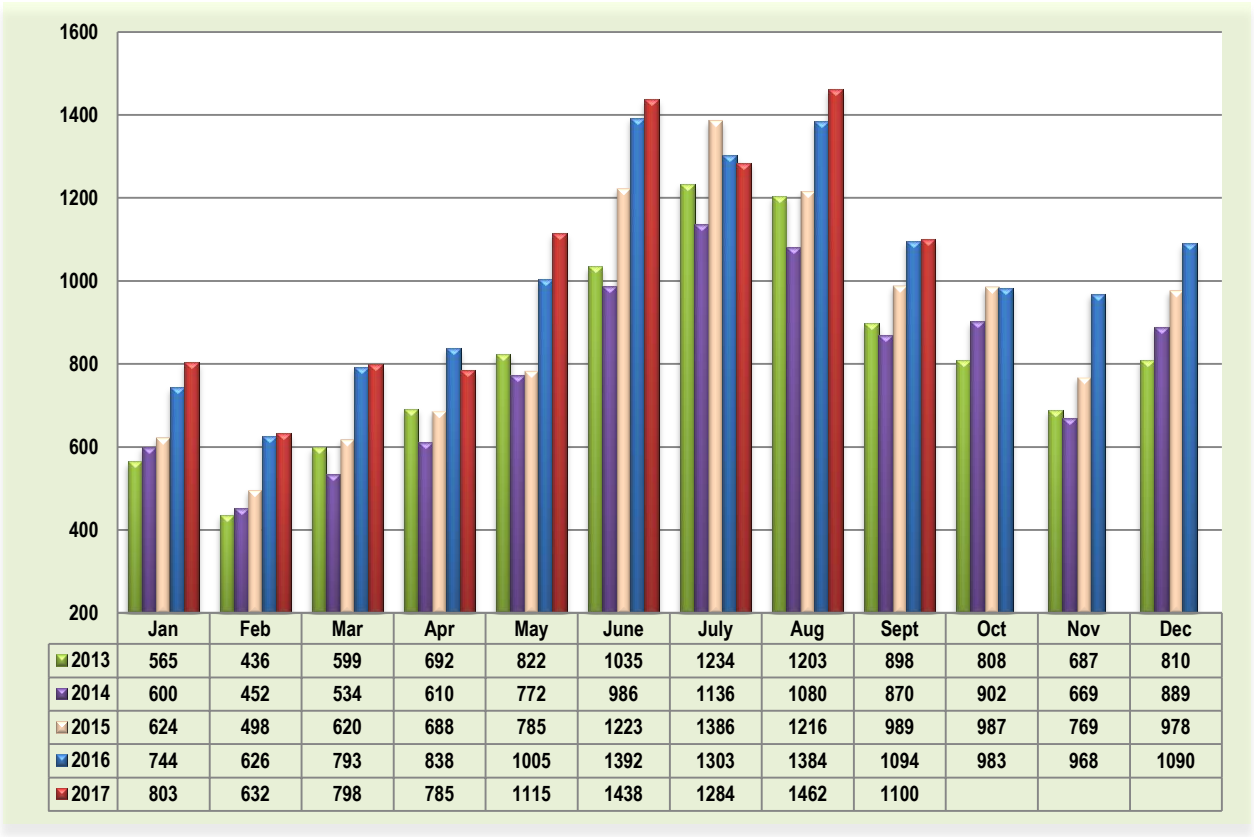


Passaic



Total Single Family Units Sold

2013-2017

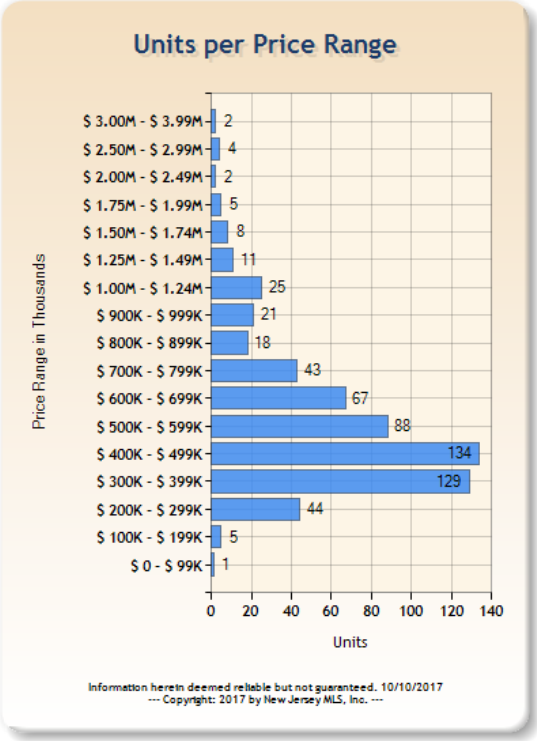


	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
2013	565	436	599	692	822	1035	1234	1203	898	808	687	810
2014	600	452	534	610	772	986	1136	1080	870	902	669	889
2015	624	498	620	688	785	1223	1386	1216	989	987	769	978
2016	744	626	793	838	1005	1392	1303	1384	1094	983	968	1090
2017	803	632	798	785	1115	1438	1284	1462	1100			

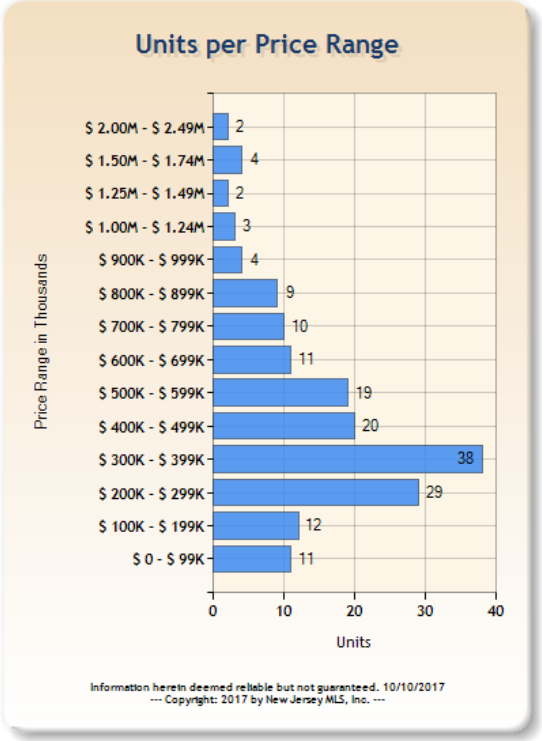
Units Sold by Price Range – Single Family

September 2017

Bergen



Essex



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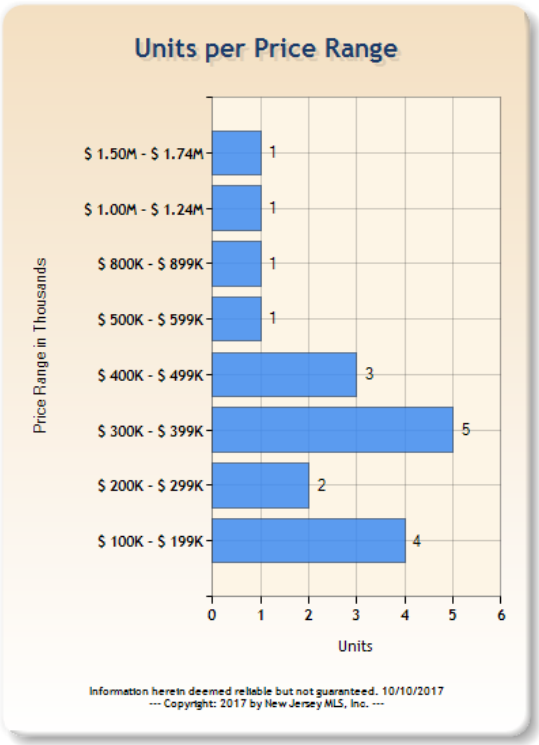
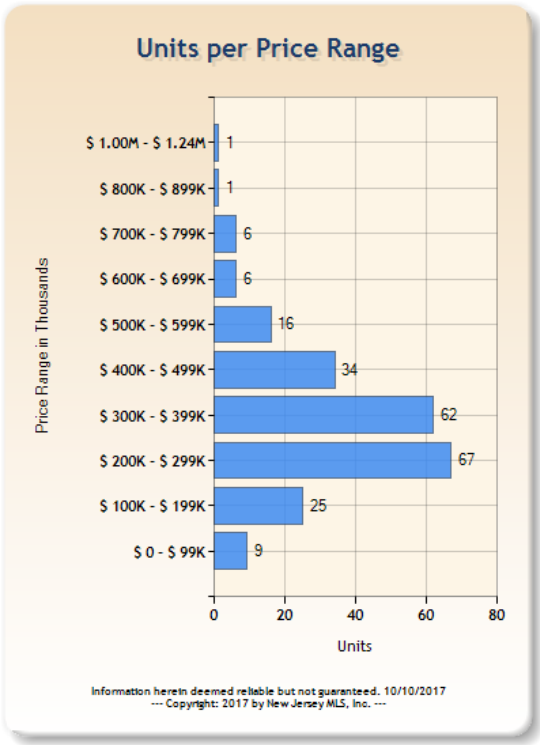
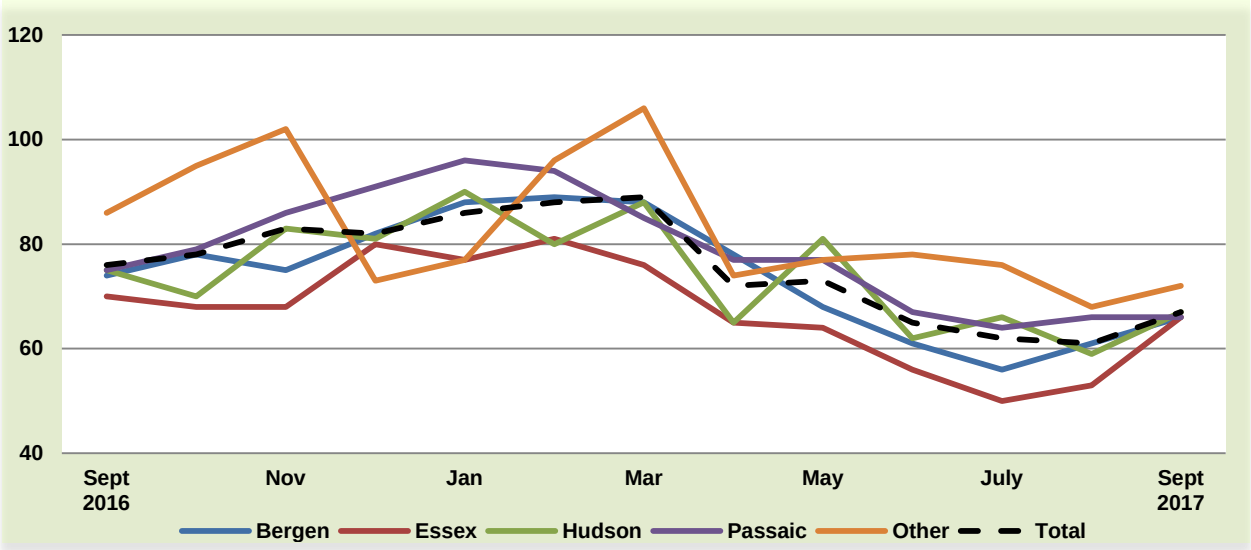


Passaic



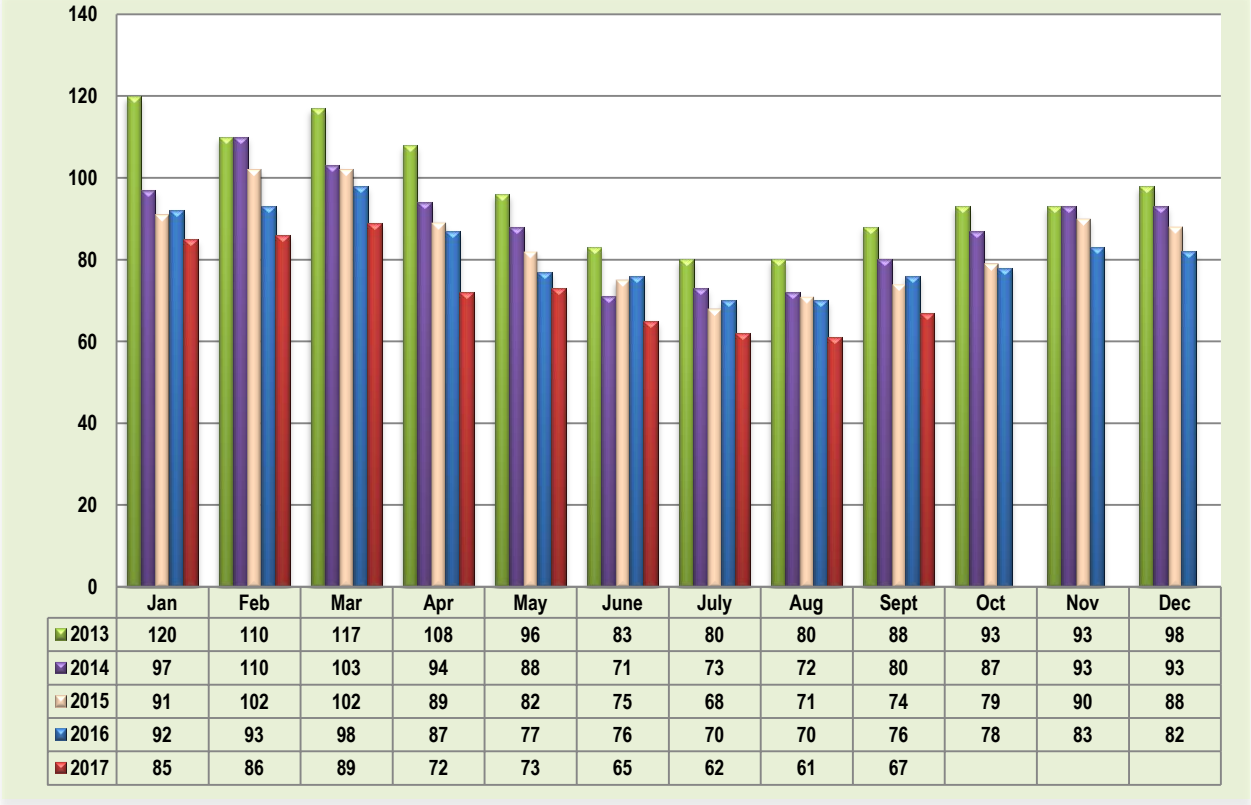
Average Days on the Market by County – All Categories

Past 12 Months



Average Days on the Market – All Counties

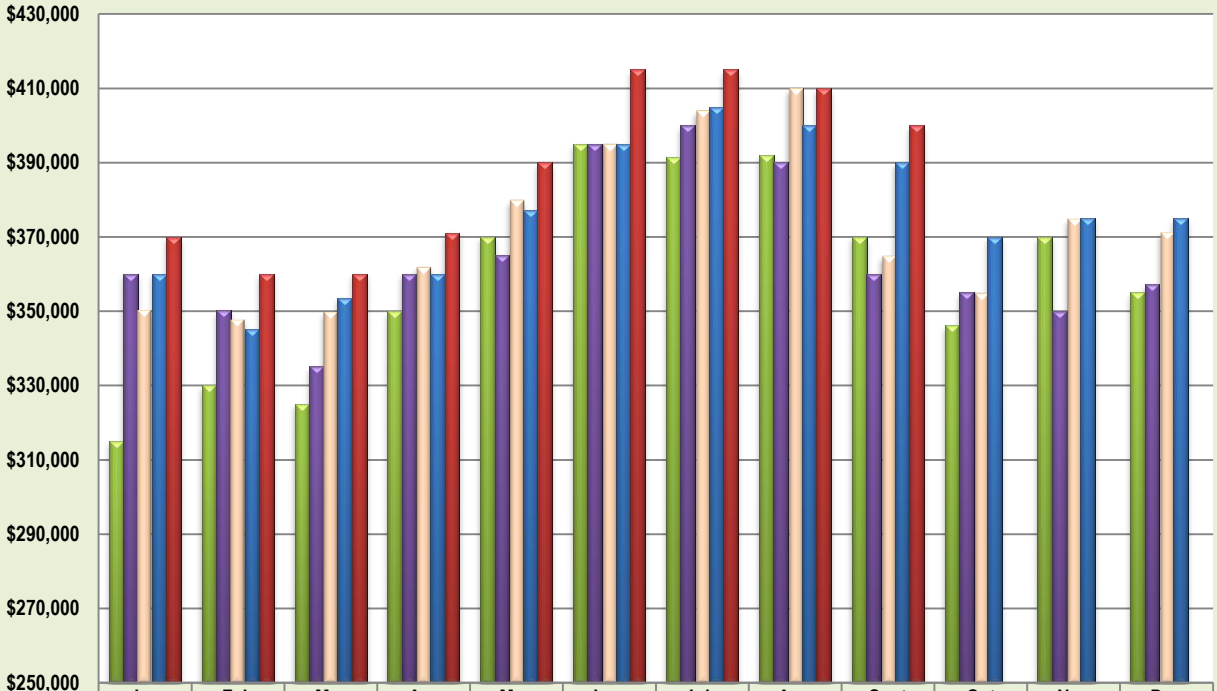
All Categories 2013-2017



	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
2013	120	110	117	108	96	83	80	80	88	93	93	98
2014	97	110	103	94	88	71	73	72	80	87	93	93
2015	91	102	102	89	82	75	68	71	74	79	90	88
2016	92	93	98	87	77	76	70	70	76	78	83	82
2017	85	86	89	72	73	65	62	61	67			

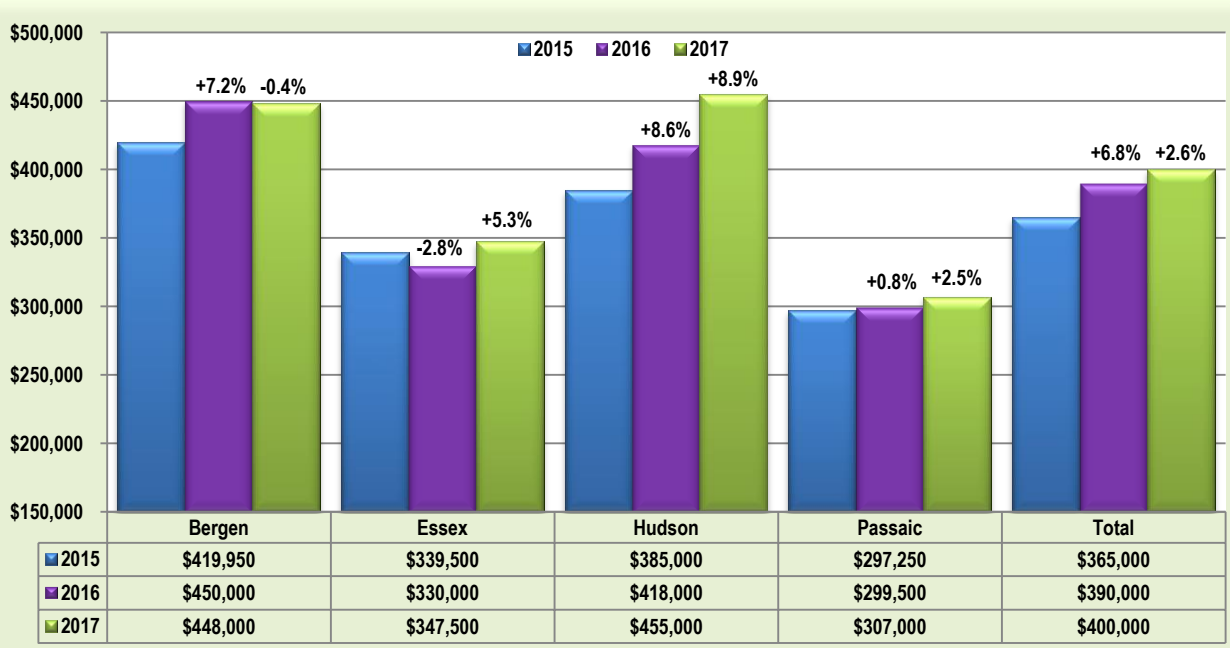
Median Sold Price – All Categories*

2013-2017



	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
2013	$315,000	$330,000	$325,000	$350,000	$370,000	$395,000	$391,500	$392,000	$370,000	$346,050	$370,000	$355,000
2014	$360,000	$350,250	$335,000	$360,000	$365,000	$395,000	$400,000	$390,000	$360,000	$355,000	$350,000	$357,250
2015	$350,500	$347,950	$350,000	$362,000	$380,000	$395,000	$404,000	$410,000	$365,000	$355,000	$375,000	$371,399
2016	$360,000	$345,000	$353,500	$359,950	$377,250	$395,000	$405,000	$400,000	$390,000	$370,000	$375,120	$375,000
2017	$370,000	$360,000	$360,000	$371,000	$390,000	$415,000	$415,000	$410,000	$400,000			

Month of September

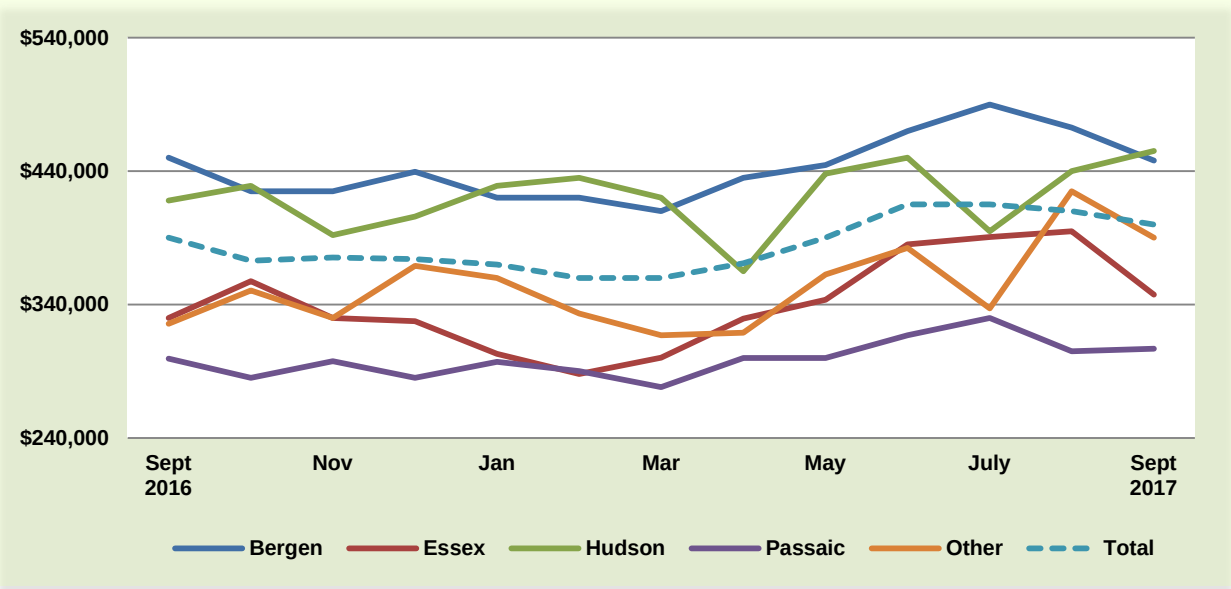


	Bergen	Essex	Hudson	Passaic	Total
2015	$419,950	$339,500	$385,000	$297,250	$365,000
2016	$450,000	$330,000	$418,000	$299,500	$390,000
2017	$448,000	$347,500	$455,000	$307,000	$400,000

*Excludes Rentals

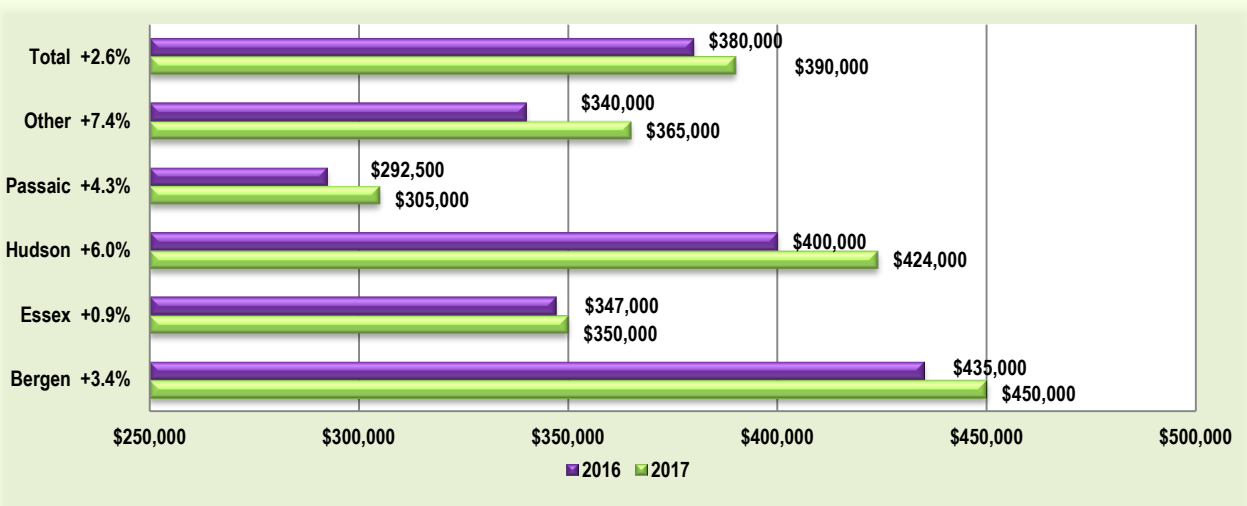
Median Sold Price by County – All Categories*

Past 12 months



YTD Median Sold Price – All Categories*

2016 vs. 2017 - As of September 30th

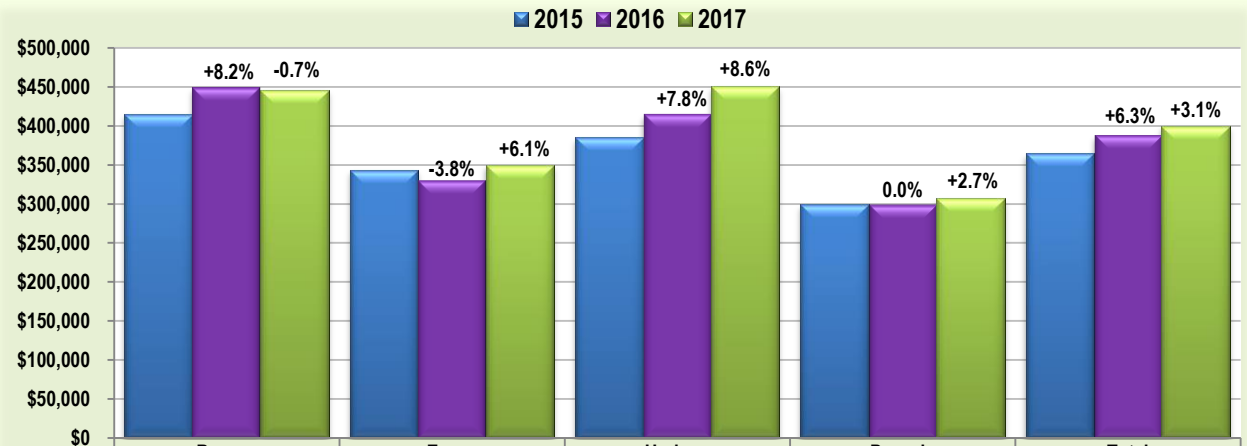


*Excludes Rentals

Median Sold Price – Residential

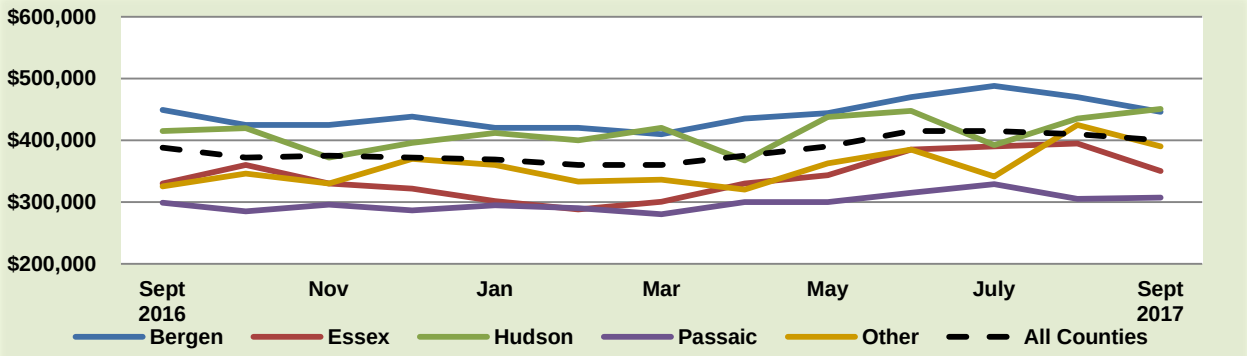
(Single Family, CCT, Multi-Family)

Median Sold Price by County –Month of September

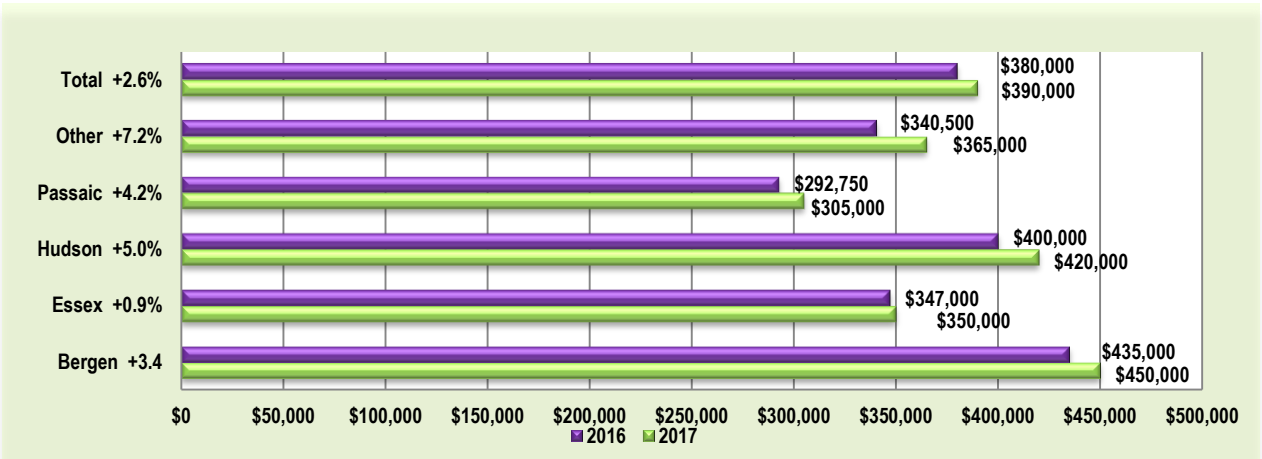


	Bergen	Essex	Hudson	Passaic	Total
2015	$415,000	$343,000	$385,000	$298,950	$365,000
2016	$449,000	$330,000	$415,000	$299,000	$388,000
2017	$446,000	$350,000	$450,500	$307,000	$400,000

Past 12 Months

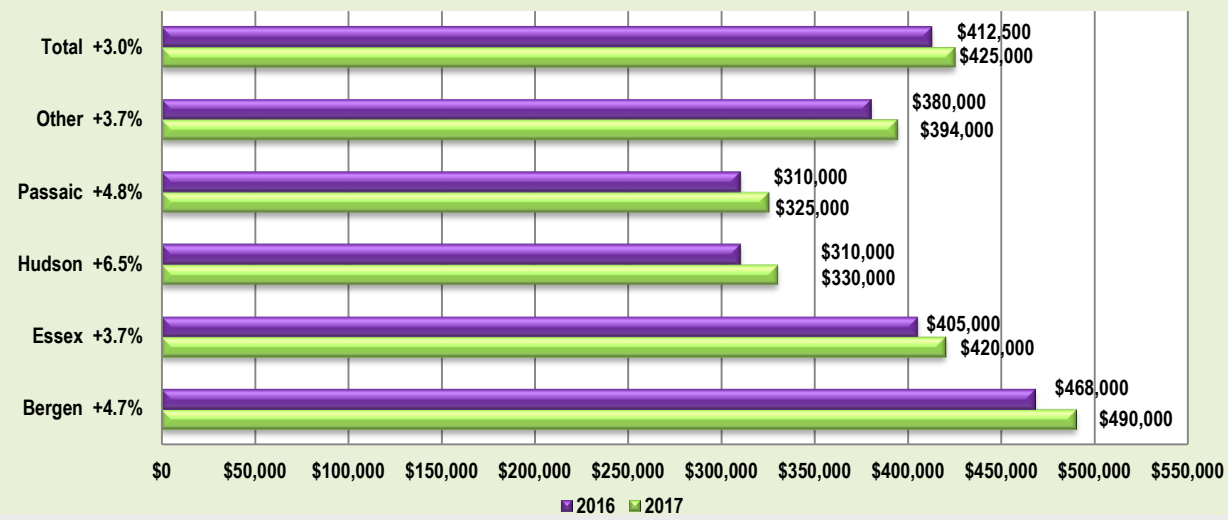


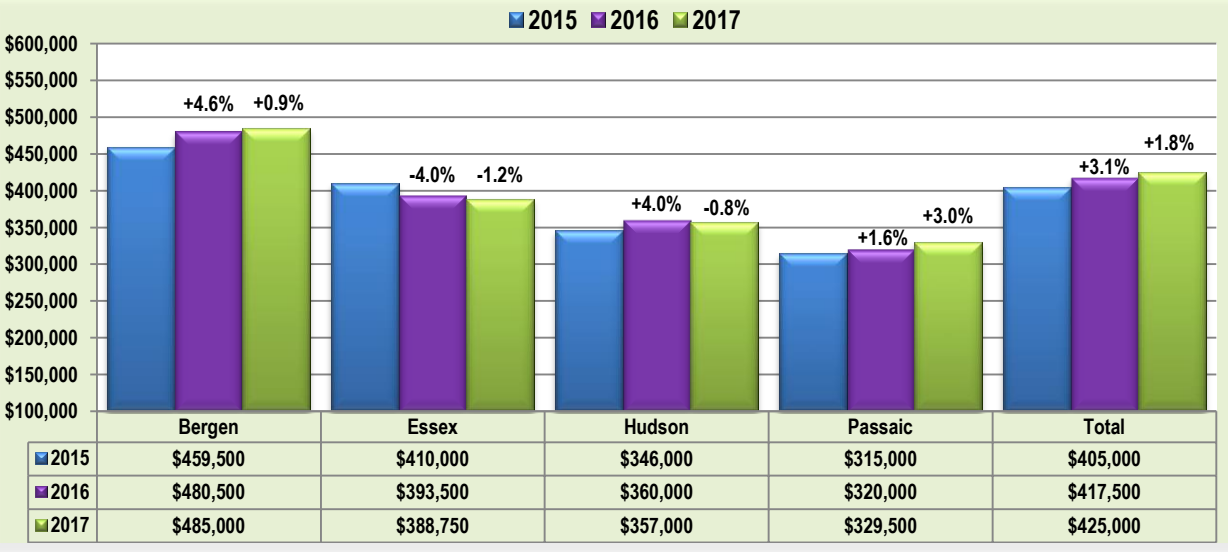
YTD 2016 vs. 2017 - As of September 30th



Median Sold Price – Single Family

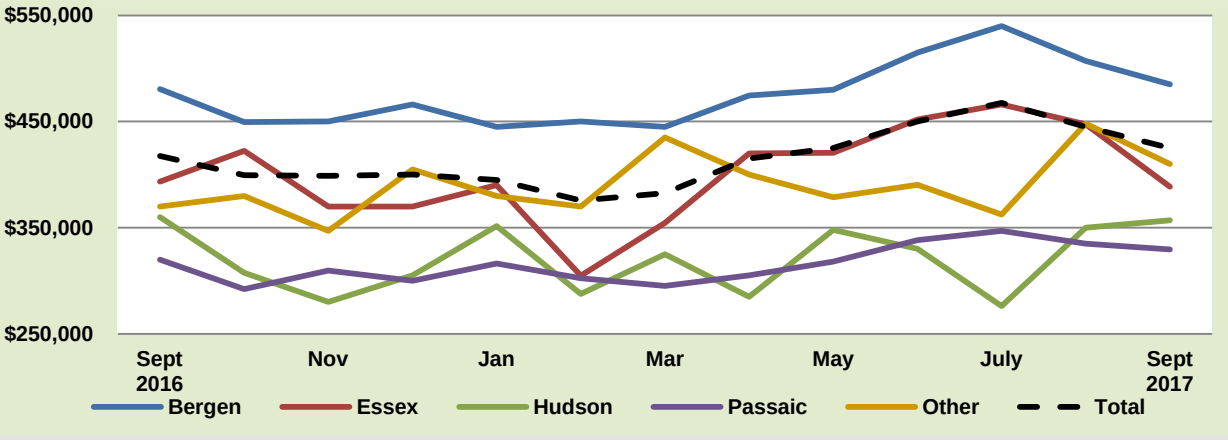
Month of September





	Bergen	Essex	Hudson	Passaic	Total
2015	$459,500	$410,000	$346,000	$315,000	$405,000
2016	$480,500	$393,500	$360,000	$320,000	$417,500
2017	$485,000	$388,750	$357,000	$329,500	$425,000

Past 12 Months



Single Family Quarterly Town Comparison Bergen

Residential	# of Solds			Median Sold Price		
	3Q17	3Q16	% Change	3Q17	3Q16	% Change
BERGEN COUNTY	**2124**	**2119**	**0.2%**	**$515,000**	**$490,000**	**5.1%**
Allendale	16	30	**-46.7%**	$629,463	$644,500	**-2.3%**
Alpine	2	1	**100.0%**	$1,731,250	$5,500,000	**-68.5%**
Bergenfield	67	65	**3.1%**	$395,000	$324,900	**21.6%**
Bogota	24	20	**20.0%**	$351,000	$307,500	**14.1%**
Carlstadt	4	4	**0.0%**	$335,459	$380,500	**-11.8%**
Cliffside Park	17	17	**0.0%**	$445,000	$415,000	**7.2%**
Closter	31	40	**-22.5%**	$579,000	$741,750	**-21.9%**
Cresskill	32	40	**-20.0%**	$742,500	$663,750	**11.9%**
Demarest	29	22	**31.8%**	$830,000	$726,250	**14.3%**
Dumont	61	36	**69.4%**	$369,000	$363,250	**1.6%**
East Rutherford	7	9	**-22.2%**	$349,000	$322,000	**8.4%**
Edgewater	2	4	**-50.0%**	$671,250	$640,000	**4.9%**
Elmwood Park	39	44	**-11.4%**	$325,000	$299,500	**8.5%**
Emerson	25	30	**-16.7%**	$500,000	$465,000	**7.5%**
Englewood	30	48	**-37.5%**	$417,000	$379,500	**9.9%**
Englewood Cliffs	20	24	**-16.7%**	$965,000	$1,135,000	**-15.0%**
Fair Lawn	70	108	**-35.2%**	$426,500	$420,000	**1.5%**
Fairview	10	5	**100.0%**	$298,700	$300,000	**-0.4%**
Fort Lee	28	28	**0.0%**	$625,000	$637,500	**-2.0%**
Franklin Lakes	48	29	**65.5%**	$1,077,000	$882,500	**22.0%**
Garfield	19	15	**26.7%**	$320,000	$249,000	**28.5%**
Glen Rock	43	53	**-18.9%**	$630,000	$665,000	**-5.3%**
Hackensack	24	32	**-25.0%**	$326,500	$327,000	**-0.2%**
Harrington Park	19	26	**-26.9%**	$600,000	$635,000	**-5.5%**
Hasbrouck Heights	35	30	**16.7%**	$435,000	$398,250	**9.2%**
Haworth	10	20	**-50.0%**	$635,000	$580,000	**9.5%**
Hillsdale	40	35	**14.3%**	$517,500	$517,000	**0.1%**
Ho-Ho-Kus	17	18	**-5.6%**	$755,000	$777,500	**-2.9%**
Leonia	21	23	**-8.7%**	$575,000	$531,000	**8.3%**
Little Ferry	18	16	**12.5%**	$330,000	$307,000	**7.5%**
Lodi	24	18	**33.3%**	$324,500	$290,000	**11.9%**
Lyndhurst	28	23	**21.7%**	$350,000	$315,000	**11.1%**
Mahwah	42	41	**2.4%**	$725,000	$672,500	**7.8%**
Maywood	27	36	**-25.0%**	$415,001	$375,000	**10.7%**
Midland Park	31	26	**19.2%**	$490,000	$419,500	**16.8%**

Single Family Quarterly Town Comparison Bergen cont.

Residential	# of Solds			Median Sold Price		
	3Q17	3Q16	% Change	3Q17	3Q16	% Change
BERGEN COUNTY	**2124**	**2119**	**0.2%**	**$515,000**	**$490,000**	**5.1%**
Montvale	21	25	**-16.0%**	$675,000	$605,000	**11.6%**
Moonachie	7	4	**75.0%**	$300,000	$346,000	**-13.3%**
New Milford	40	46	**-13.0%**	$417,500	$372,500	**12.1%**
North Arlington	20	17	**17.6%**	$345,000	$309,000	**11.7%**
Northvale	13	15	**-13.3%**	$451,000	$470,000	**-4.0%**
Norwood	20	23	**-13.0%**	$575,750	$570,000	**1.0%**
Oakland	54	37	**45.9%**	$477,500	$473,500	**0.8%**
Old Tappan	16	18	**-11.1%**	$905,000	$735,000	**23.1%**
Oradell	21	38	**-44.7%**	$570,000	$596,500	**-4.4%**
Palisades Park	7	5	**40.0%**	$385,000	$533,000	**-27.8%**
Paramus	70	63	**11.1%**	$632,000	$600,000	**5.3%**
Park Ridge	21	29	**-27.6%**	$568,000	$477,000	**19.1%**
Ramsey	52	45	**15.6%**	$625,500	$580,000	**7.8%**
Ridgefield	24	18	**33.3%**	$437,500	$409,000	**7.0%**
Ridgefield Park	24	19	**26.3%**	$338,950	$310,000	**9.3%**
Ridgewood	119	104	**14.4%**	$760,000	$792,500	**-4.1%**
River Edge	43	36	**19.4%**	$500,000	$478,500	**4.5%**
River Vale	37	34	**8.8%**	$619,000	$578,500	**7.0%**
Rochelle Park	17	30	**-43.3%**	$382,000	$325,500	**17.4%**
Rockleigh	2	1	**100.0%**	$2,042,500	$3,740,000	**-45.4%**
Rutherford	42	45	**-6.7%**	$477,500	$475,000	**0.5%**
Saddle Brook	39	26	**50.0%**	$355,000	$381,000	**-6.8%**
Saddle River	7	9	**-22.2%**	$1,800,000	$1,255,000	**43.4%**
South Hackensack	0	4	**-100.0%**	$0	$328,500	**-100.0%**
Teaneck	119	123	**-3.3%**	$380,000	$380,000	**0.0%**
Tenafly	72	54	**33.3%**	$875,000	$947,500	**-7.7%**
Teterboro	0	0	**n/a**	$0	$0	**n/a**
Twp of Washington	28	34	**-17.6%**	$525,500	$486,250	**8.1%**
Upper Saddle River	40	37	**8.1%**	$992,000	$935,000	**6.1%**
Waldwick	33	27	**22.2%**	$432,000	$415,000	**4.1%**
Wallington	4	7	**-42.9%**	$392,500	$335,000	**17.2%**
Westwood	34	23	**47.8%**	$488,750	$469,000	**4.2%**
Wood Ridge	18	31	**-41.9%**	$427,250	$350,000	**22.1%**
Woodcliff Lake	27	21	**28.6%**	$775,000	$755,000	**2.6%**
Wyckoff	73	55	**32.7%**	$735,000	$750,000	**-2.0%**

Single Family Quarterly Town Comparison Essex

Residential	# of Solds			Median Sold Price		
	3Q17	3Q16	% Change	3Q17	3Q16	% Change
ESSEX COUNTY	**624**	**664**	**-6.0%**	**$436,450**	**$448,250**	**-2.6%**
Belleville	42	50	**-16.0%**	$284,000	$260,000	**9.2%**
Bloomfield	89	92	**-3.3%**	$330,000	$317,000	**4.1%**
Caldwell	8	8	**0.0%**	$485,000	$454,000	**6.8%**
Cedar Grove	33	24	**37.5%**	$487,000	$445,750	**9.3%**
East Orange	33	13	**153.8%**	$170,000	$129,000	**31.8%**
Essex Fells	7	6	**16.7%**	$915,000	$950,250	**-3.7%**
Fairfield	10	5	**100.0%**	$394,222	$330,000	**19.5%**
Glen Ridge	30	55	**-45.5%**	$732,000	$710,000	**3.1%**
Irvington	11	13	**-15.4%**	$78,000	$50,000	**56.0%**
Livingston	13	34	**-61.8%**	$560,000	$526,000	**6.5%**
Maplewood	12	7	**71.4%**	$413,000	$455,000	**-9.2%**
Millburn	2	3	**-33.3%**	$1,377,500	$932,000	**47.8%**
Montclair	118	131	**-9.9%**	$789,500	$789,000	**0.1%**
Newark	30	17	**76.5%**	$151,075	$220,000	**-31.3%**
North Caldwell	9	15	**-40.0%**	$840,000	$700,000	**20.0%**
Nutley	65	45	**44.4%**	$390,000	$363,000	**7.4%**
Orange	7	3	**133.3%**	$102,375	$72,000	**42.2%**
Roseland	5	9	**-44.4%**	$611,000	$619,500	**-1.4%**
South Orange Village	9	12	**-25.0%**	$695,000	$663,000	**4.8%**
Verona	30	34	**-11.8%**	$530,000	$521,250	**1.7%**
West Caldwell	25	36	**-30.6%**	$470,000	$482,500	**-2.6%**
West Orange	36	52	**-30.8%**	$411,855	$357,125	**15.3%**

Single Family Quarterly Town Comparison Hudson

Residential	# of Solds			Median Sold Price		
	3Q17	3Q16	% Change	3Q17	3Q16	% Change
HUDSON COUNTY	**69**	**53**	**30.2%**	**$345,000**	**$335,000**	**3.0%**
Bayonne	1	3	**-66.7%**	$261,000	$178,000	**46.6%**
East Newark	1	0	**n/a**	$195,000	$0	**n/a**
Guttenberg	0	1	**-100.0%**	$0	$357,000	**-100.0%**
Harrison	2	4	**-50.0%**	$309,000	$227,500	**35.8%**
Hoboken	1	7	**-85.7%**	$1,400,000	$2,400,000	**-41.7%**
Jersey City	13	7	**85.7%**	$400,000	$310,000	**29.0%**
Kearny	33	17	**94.1%**	$308,000	$255,000	**20.8%**
North Bergen	7	8	**-12.5%**	$385,000	$342,500	**12.4%**
Secaucus	4	6	**-33.3%**	$686,500	$400,000	**71.6%**
Union City	0	0	**n/a**	$0	$0	**n/a**
Weehawken	3	0	**n/a**	$745,000	$0	**n/a**
West New York	4	0	**n/a**	$327,500	$0	**n/a**

Single Family Quarterly Town Comparison Passaic

Residential	# of Solds			Median Sold Price		
	3Q17	3Q16	% Change	3Q17	3Q16	% Change
PASSAIC COUNTY	**781**	**695**	**12.4%**	**$335,000**	**$317,000**	**5.7%**
Bloomingdale	26	22	**18.2%**	$269,000	$287,000	**-6.3%**
Clifton	133	156	**-14.7%**	$355,000	$310,000	**14.5%**
Haledon	10	10	**0.0%**	$264,250	$229,000	**15.4%**
Hawthorne	50	47	**6.4%**	$359,950	$308,000	**16.9%**
Little Falls	28	27	**3.7%**	$413,500	$375,000	**10.3%**
North Haledon	30	29	**3.4%**	$397,500	$387,000	**2.7%**
Passaic	15	21	**-28.6%**	$285,000	$295,000	**-3.4%**
Paterson	71	48	**47.9%**	$190,000	$158,500	**19.9%**
Pompton Lakes	37	30	**23.3%**	$325,000	$247,500	**31.3%**
Prospect Park	2	3	**-33.3%**	$170,000	$227,000	**-25.1%**
Ringwood	54	34	**58.8%**	$286,000	$345,250	**-17.2%**
Totowa	23	24	**-4.2%**	$400,100	$383,500	**4.3%**
Wanaque	31	20	**55.0%**	$302,500	$256,250	**18.0%**
Wayne	155	123	**26.0%**	$458,500	$465,000	**-1.4%**
West Milford	105	87	**20.7%**	$265,000	$248,500	**6.6%**
Woodland Park	11	14	**-21.4%**	$340,000	$312,500	**8.8%**

CCT Quarterly Town Comparison Bergen

Condo/Coop/Townhouse	# of Solds			Median Sold Price		
	3Q17	3Q16	% Change	3Q17	3Q16	% Change
BERGEN COUNTY	**696**	**673**	**3.4%**	**$329,000**	**$349,000**	**-5.7%**
Allendale	4	8	**-50.0%**	$524,200	$536,450	**-2.3%**
Alpine	0	0	**n/a**	$0	$0	**n/a**
Bergenfield	6	3	**100.0%**	$153,300	$125,000	**22.6%**
Bogota	1	0	**n/a**	$151,000	$0	**n/a**
Carlstadt	1	0	**n/a**	$398,000	$0	**n/a**
Cliffside Park	55	48	**14.6%**	$408,000	$354,750	**15.0%**
Closter	0	0	**n/a**	$0	$0	**n/a**
Cresskill	5	7	**-28.6%**	$555,000	$739,990	**-25.0%**
Demarest	0	0	**n/a**	$0	$0	**n/a**
Dumont	0	2	**-100.0%**	$0	$350,000	**-100.0%**
East Rutherford	9	11	**-18.2%**	$277,000	$266,000	**4.1%**
Edgewater	57	55	**3.6%**	$560,000	$585,000	**-4.3%**
Elmwood Park	9	3	**200.0%**	$239,900	$72,500	**230.9%**
Emerson	0	0	**n/a**	$0	$0	**n/a**
Englewood	40	35	**14.3%**	$355,500	$355,000	**0.1%**
Englewood Cliffs	0	0	**n/a**	$0	$0	**n/a**
Fair Lawn	3	3	**0.0%**	$250,000	$156,000	**60.3%**
Fairview	5	3	**66.7%**	$235,000	$400,000	**-41.3%**
Fort Lee	156	146	**6.8%**	$268,000	$247,500	**8.3%**
Franklin Lakes	2	2	**0.0%**	$587,500	$577,500	**1.7%**
Garfield	7	8	**-12.5%**	$315,000	$348,500	**-9.6%**
Glen Rock	1	2	**-50.0%**	$539,000	$522,450	**3.2%**
Hackensack	59	48	**22.9%**	$176,000	$161,000	**9.3%**
Harrington Park	0	1	**-100.0%**	$0	$590,000	**-100.0%**
Hasbrouck Heights	0	4	**-100.0%**	$0	$442,500	**-100.0%**
Haworth	0	0	**n/a**	$0	$0	**n/a**
Hillsdale	1	3	**-66.7%**	$260,000	$299,000	**-13.0%**
Ho-Ho-Kus	0	0	**n/a**	$0	$0	**n/a**
Leonia	4	4	**0.0%**	$295,000	$330,000	**-10.6%**
Little Ferry	2	7	**-71.4%**	$201,500	$200,000	**0.8%**
Lodi	4	2	**100.0%**	$122,500	$109,775	**11.6%**
Lyndhurst	4	4	**0.0%**	$254,950	$263,000	**-3.1%**
Mahwah	63	79	**-20.3%**	$335,000	$347,500	**-3.6%**
Maywood	0	0	**n/a**	$0	$0	**n/a**
Midland Park	2	0	**n/a**	$217,500	$0	**n/a**

CCT Quarterly Town Comparison Bergen cont.

Condo/Coop/Townhouse	# of Solds			Median Sold Price		
	3Q17	3Q16	% Change	3Q17	3Q16	% Change
BERGEN COUNTY	**696**	**673**	**3.4%**	**$329,000**	**$349,000**	**-5.7%**
Montvale	10	22	**-54.5%**	$467,500	$548,090	**-14.7%**
Moonachie	0	0	**n/a**	$0	$0	**n/a**
New Milford	4	3	**33.3%**	$399,000	$373,000	**7.0%**
North Arlington	2	3	**-33.3%**	$280,750	$315,000	**-10.9%**
Northvale	1	0	**n/a**	$569,900	$0	**n/a**
Norwood	1	0	**n/a**	$940,000	$0	**n/a**
Oakland	1	2	**-50.0%**	$319,000	$420,000	**-24.0%**
Old Tappan	4	5	**-20.0%**	$562,000	$607,500	**-7.5%**
Oradell	1	0	**n/a**	$360,000	$0	**n/a**
Palisades Park	49	36	**36.1%**	$625,000	$553,500	**12.9%**
Paramus	5	5	**0.0%**	$680,000	$625,000	**8.8%**
Park Ridge	10	6	**66.7%**	$637,500	$653,000	**-2.4%**
Ramsey	21	20	**5.0%**	$349,900	$377,500	**-7.3%**
Ridgefield	4	4	**0.0%**	$188,000	$348,000	**-46.0%**
Ridgefield Park	9	5	**80.0%**	$169,000	$85,000	**98.8%**
Ridgewood	0	3	**-100.0%**	$0	$630,000	**-100.0%**
River Edge	2	0	**n/a**	$468,000	$0	**n/a**
River Vale	6	8	**-25.0%**	$387,500	$401,800	**-3.6%**
Rochelle Park	2	2	**0.0%**	$427,500	$265,975	**60.7%**
Rockleigh	0	0	**n/a**	$0	$0	**n/a**
Rutherford	6	8	**-25.0%**	$193,250	$196,000	**-1.4%**
Saddle Brook	5	5	**0.0%**	$309,000	$243,500	**26.9%**
Saddle River	1	2	**-50.0%**	$1,700,000	$1,277,500	**33.1%**
South Hackensack	0	0	**n/a**	$0	$0	**n/a**
Teaneck	9	11	**-18.2%**	$270,000	$170,000	**58.8%**
Tenafly	2	3	**-33.3%**	$297,500	$395,000	**-24.7%**
Teterboro	0	0	**n/a**	$0	$0	**n/a**
Twp of Washington	8	6	**33.3%**	$467,500	$431,975	**8.2%**
Upper Saddle River	1	1	**0.0%**	$635,000	$610,000	**4.1%**
Waldwick	2	4	**-50.0%**	$455,000	$315,000	**44.4%**
Wallington	2	0	**n/a**	$293,250	$0	**n/a**
Westwood	7	5	**40.0%**	$194,000	$470,000	**-58.7%**
Wood Ridge	11	13	**-15.4%**	$408,321	$389,816	**4.7%**
Woodcliff Lake	1	0	**n/a**	$791,000	$0	**n/a**
Wyckoff	9	3	**200.0%**	$605,000	$725,000	**-16.6%**

CCT Quarterly Town Comparison Essex

Condo/Coop/Townhouse	# of Solds			Median Sold Price		
	3Q17	3Q16	% Change	3Q17	3Q16	% Change
ESSEX COUNTY	**117**	**109**	**7.3%**	**$315,000**	**$250,000**	**26.0%**
Belleville	19	12	**58.3%**	$199,000	$195,000	**2.1%**
Bloomfield	4	11	**-63.6%**	$183,000	$123,000	**48.8%**
Caldwell	3	5	**-40.0%**	$315,000	$300,000	**5.0%**
Cedar Grove	7	3	**133.3%**	$315,000	$610,500	**-48.4%**
East Orange	2	0	**n/a**	$105,000	$0	**n/a**
Essex Fells	1	0	**n/a**	$439,000	$0	**n/a**
Fairfield	0	1	**-100.0%**	$0	$490,000	**-100.0%**
Glen Ridge	5	2	**150.0%**	$225,000	$579,500	**-61.2%**
Irvington	0	0	**n/a**	$0	$0	**n/a**
Livingston	1	1	**0.0%**	$556,500	$570,000	**-2.4%**
Maplewood	2	2	**0.0%**	$113,250	$149,500	**-24.2%**
Millburn	0	0	**n/a**	$0	$0	**n/a**
Montclair	20	16	**25.0%**	$394,000	$312,000	**26.3%**
Newark	8	9	**-11.1%**	$151,824	$171,500	**-11.5%**
North Caldwell	4	0	**n/a**	$416,750	$0	**n/a**
Nutley	10	18	**-44.4%**	$399,250	$300,500	**32.9%**
Orange	1	2	**-50.0%**	$115,000	$67,000	**71.6%**
Roseland	4	1	**300.0%**	$523,500	$605,000	**-13.5%**
South Orange Village	0	0	**n/a**	$0	$0	**n/a**
Verona	8	11	**-27.3%**	$256,000	$180,000	**42.2%**
West Caldwell	3	1	**200.0%**	$475,000	$225,000	**111.1%**
West Orange	15	14	**7.1%**	$390,000	$385,000	**1.3%**

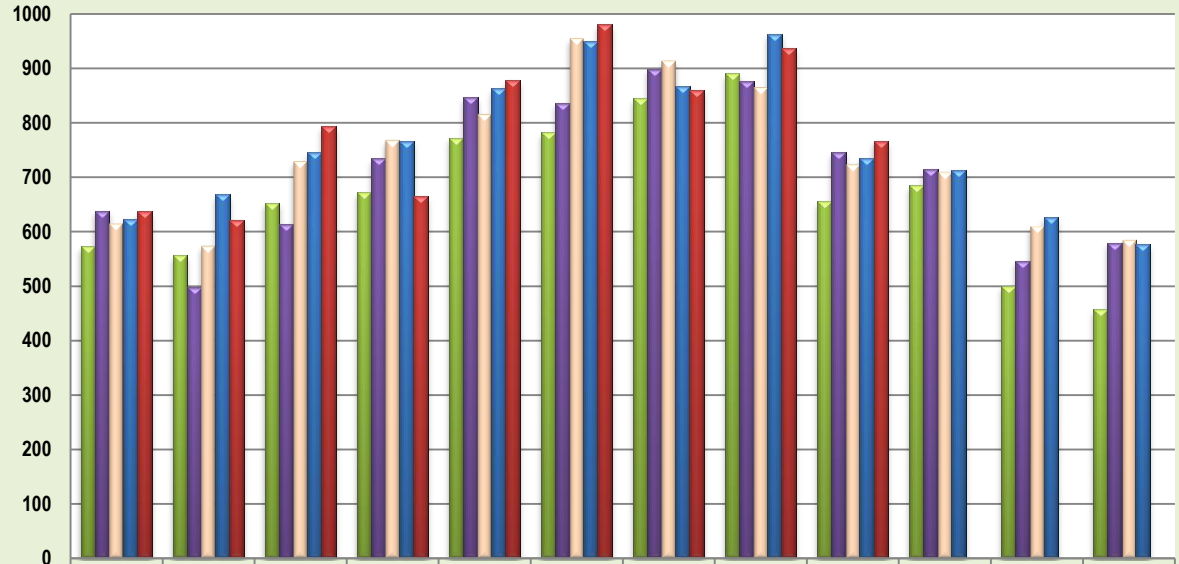
CCT Quarterly Town Comparison Hudson

Condo/Coop/Townhouse	# of Solds			Median Sold Price		
	3Q17	3Q16	% Change	3Q17	3Q16	% Change
HUDSON COUNTY	**247**	**234**	**5.6%**	**$470,000**	**$445,000**	**5.6%**
Bayonne	1	1	**0.0%**	$335,000	$200,400	**67.2%**
East Newark	0	0	**n/a**	$0	$0	**n/a**
Guttenberg	15	7	**114.3%**	$356,000	$275,000	**29.5%**
Harrison	2	4	**-50.0%**	$431,500	$280,500	**53.8%**
Hoboken	45	44	**2.3%**	$850,000	$774,450	**9.8%**
Jersey City	42	43	**-2.3%**	$662,000	$522,000	**26.8%**
Kearny	8	6	**33.3%**	$212,500	$261,950	**-18.9%**
North Bergen	24	35	**-31.4%**	$327,500	$354,000	**-7.5%**
Secaucus	28	28	**0.0%**	$380,000	$390,000	**-2.6%**
Union City	21	15	**40.0%**	$370,000	$375,000	**-1.3%**
Weehawken	18	14	**28.6%**	$551,500	$752,500	**-26.7%**
West New York	43	37	**16.2%**	$480,000	$425,000	**12.9%**

CCT Quarterly Town Comparison Passaic

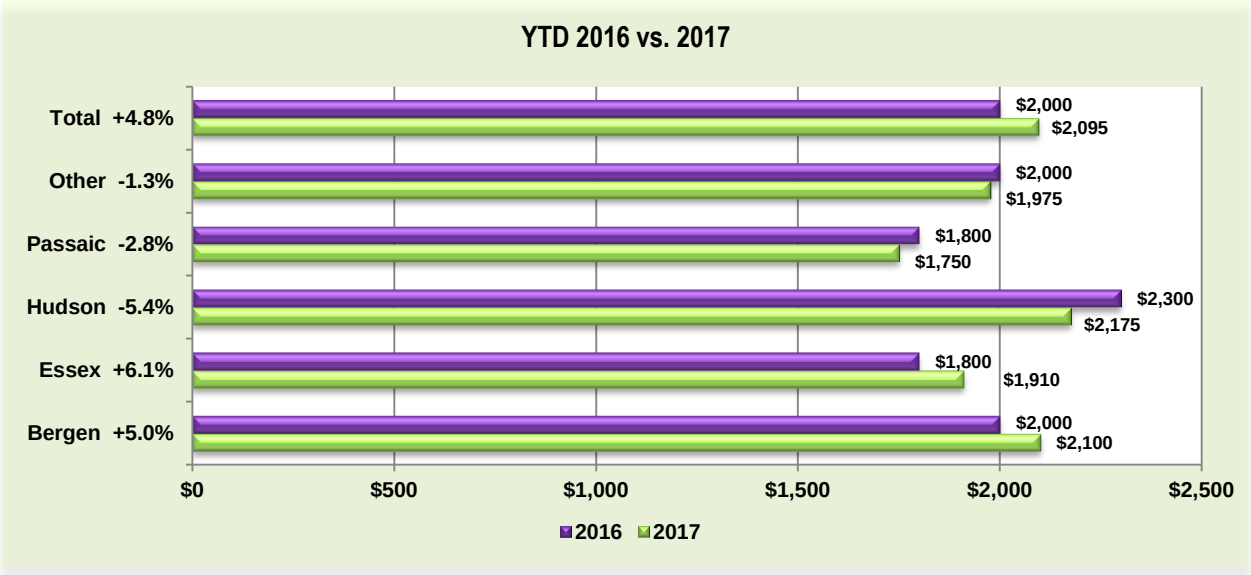
Condo/Coop/Townhouse	# of Solds			Median Sold Price		
	3Q17	3Q16	% Change	3Q17	3Q16	% Change
PASSAIC COUNTY	**228**	**206**	**10.7%**	**$273,000**	**$280,000**	**-2.5%**
Bloomingdale	0	1	**-100.0%**	$0	$218,000	**-100.0%**
Clifton	47	31	**51.6%**	$284,000	$317,000	**-10.4%**
Haledon	2	4	**-50.0%**	$218,500	$208,850	**4.6%**
Hawthorne	7	6	**16.7%**	$390,000	$335,000	**16.4%**
Little Falls	17	23	**-26.1%**	$269,000	$233,500	**15.2%**
North Haledon	4	10	**-60.0%**	$440,000	$455,000	**-3.3%**
Passaic	14	9	**55.6%**	$166,000	$205,000	**-19.0%**
Paterson	10	15	**-33.3%**	$181,000	$180,000	**0.6%**
Pompton Lakes	13	12	**8.3%**	$150,000	$223,500	**-32.9%**
Prospect Park	0	0	**n/a**	$0	$0	**n/a**
Ringwood	0	0	**n/a**	$0	$0	**n/a**
Totowa	2	2	**0.0%**	$427,500	$572,500	**-25.3%**
Wanaque	27	14	**92.9%**	$309,000	$280,000	**10.4%**
Wayne	41	40	**2.5%**	$335,000	$373,750	**-10.4%**
West Milford	23	12	**91.7%**	$139,000	$148,255	**-6.2%**
Woodland Park	21	27	**-22.2%**	$400,000	$467,319	**-14.4%**

Total Residential Rental - Units Leased 2013-2017



	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
2013	572	556	652	672	772	782	844	890	655	685	500	457
2014	638	498	613	734	846	836	899	876	746	714	546	579
2015	615	574	729	767	815	954	913	864	723	709	610	585
2016	623	668	745	766	863	949	866	963	735	712	626	576
2017	637	621	793	664	878	980	860	937	766			

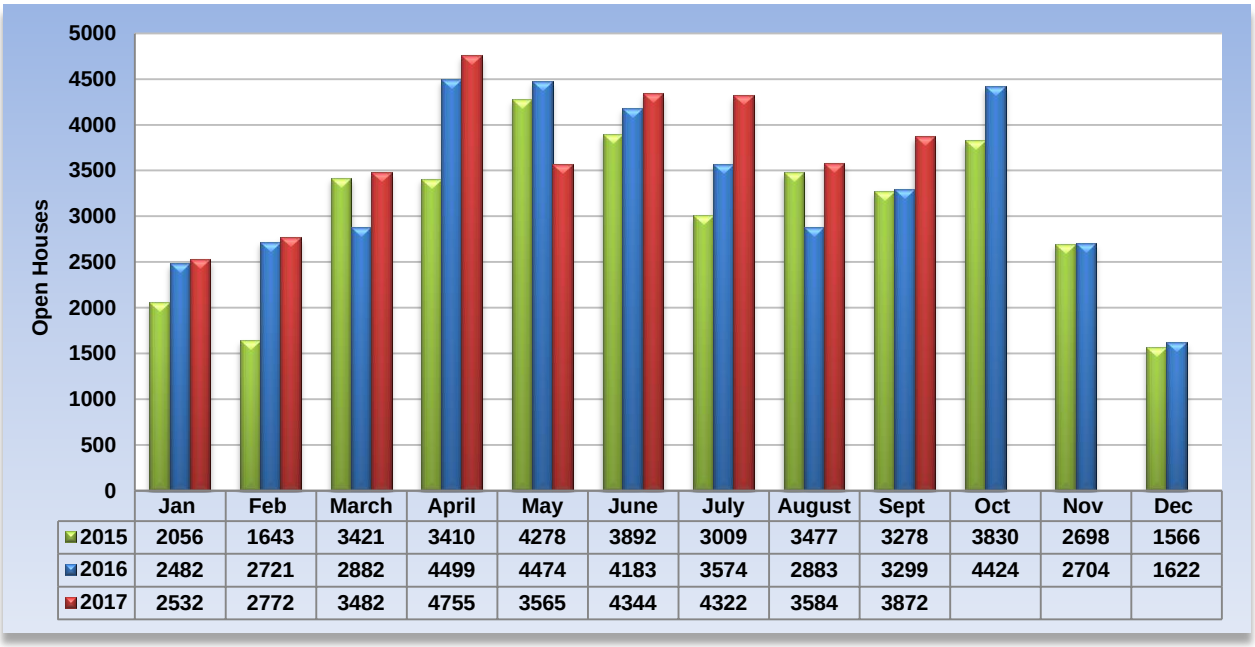
YTD Residential Rental Median Leased Price by County - As of September 30th



2016 YTD Median Leased Price all Counties - $2,000 **2017 YTD Median Leased Price all Counties - $2,095**

Other Market Indicators

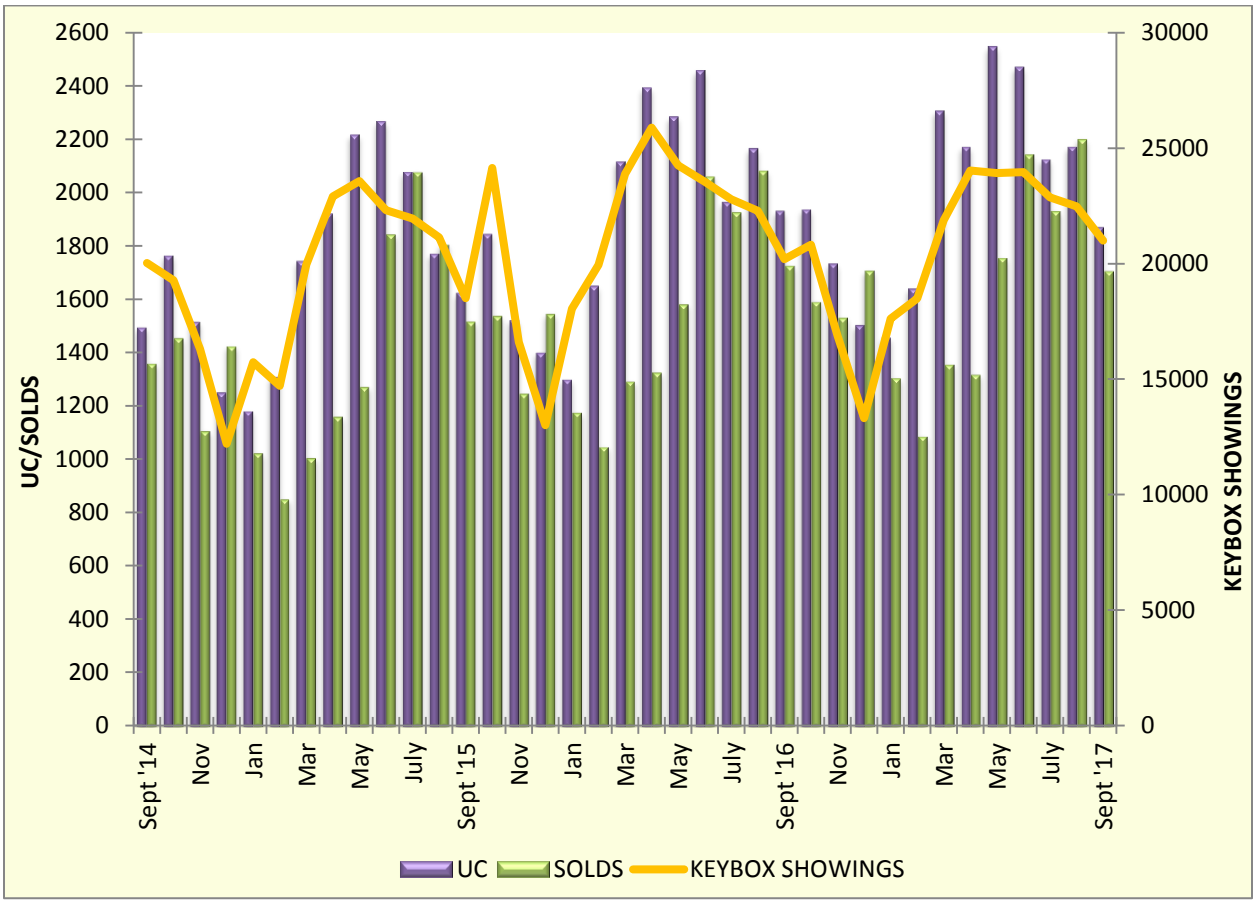
Monthly Open House Count



	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec
2015	2056	1643	3421	3410	4278	3892	3009	3477	3278	3830	2698	1566
2016	2482	2721	2882	4499	4474	4183	3574	2883	3299	4424	2704	1622
2017	2532	2772	3482	4755	3565	4344	4322	3584	3872			

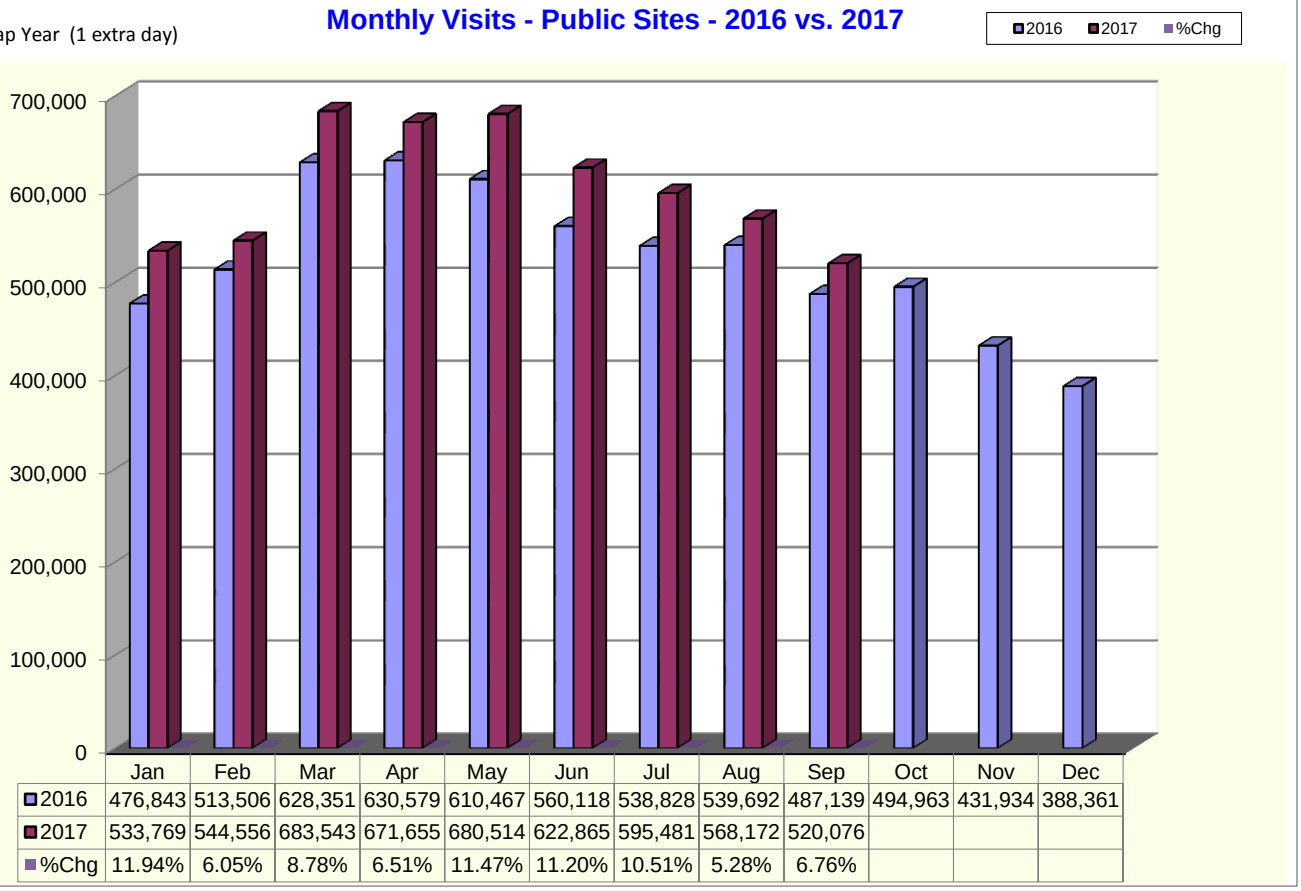
Keybox Showings

SEPTEMBER – 20,999

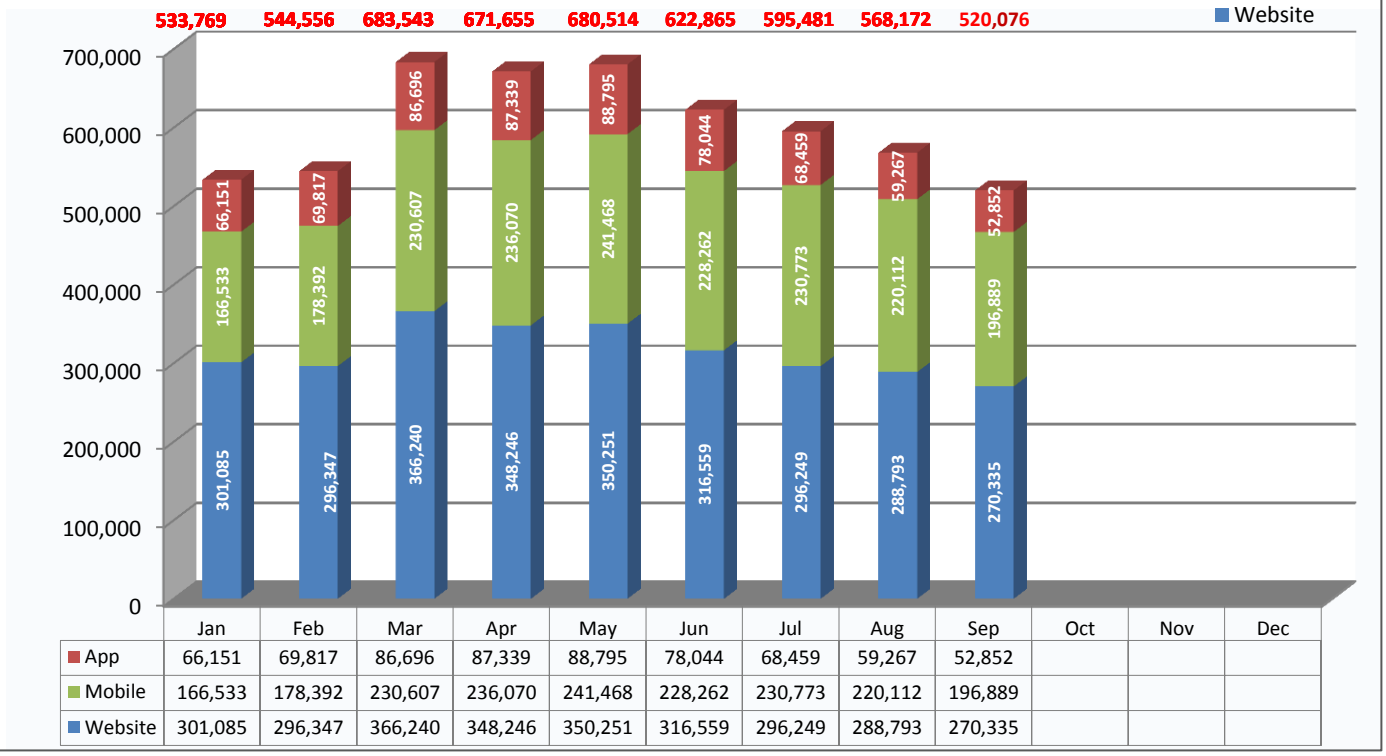


NJMLS.com Hits

Feb 2016 = Leap Year (1 extra day)



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2016	476,843	513,506	628,351	630,579	610,467	560,118	538,828	539,692	487,139	494,963	431,934	388,361
2017	533,769	544,556	683,543	671,655	680,514	622,865	595,481	568,172	520,076			
%Chg	11.94%	6.05%	8.78%	6.51%	11.47%	11.20%	10.51%	5.28%	6.76%			



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
App	66,151	69,817	86,696	87,339	88,795	78,044	68,459	59,267	52,852			
Mobile	166,533	178,392	230,607	236,070	241,468	228,262	230,773	220,112	196,889			
Website	301,085	296,347	366,240	348,246	350,251	316,559	296,249	288,793	270,335			