



Montclair

September 2020 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assess- ment | SP:AV |
|-------|---------------------------|-----------|--------|-------|-----|------------------|------------|-------------|---------|-----------------------|-------|
| 1 | 10 Crestmont Road 1K | HighRise | 1 | 1.0 | 269 | \$116,500 | \$107,000 | \$107,000 | 100.00% | | |
| 2 | 39 Harrison Avenue C0011 | OneFloor | 1 | 1.0 | 17 | \$245,000 | \$245,000 | \$245,000 | 100.00% | \$178,000 | 1.38 |
| 3 | 101 Gates Avenue C007G | OneFloor | 1 | 1.0 | 29 | \$239,900 | \$239,900 | \$258,000 | 107.54% | \$202,500 | 1.27 |
| 4 | 530 Valley Road C002B | HighRise | 1 | 1.0 | 15 | \$295,000 | \$295,000 | \$311,000 | 105.42% | \$225,600 | 1.38 |
| 5 | 379 Orange Road | Colonial | 3 | 2.0 | 91 | \$415,000 | \$415,000 | \$405,000 | 97.59% | \$415,200 | 0.98 |
| 6 | 127 Mt Hebron Road | FixrUppr | 3 | 1.0 | 16 | \$389,000 | \$389,000 | \$410,000 | 105.40% | \$476,000 | 0.86 |
| 7 | 117 Chestnut Street | Colonial | 6 | 2.1 | 15 | \$399,000 | \$399,000 | \$430,000 | 107.77% | \$467,900 | 0.92 |
| 8 | 48 South Park Street | HighRise | 2 | 2.0 | 21 | \$445,000 | \$445,000 | \$455,000 | 102.25% | \$422,900 | 1.08 |
| 9 | 51 Greenwood Avenue | MultiFlr | 1 | 2.0 | 9 | \$439,000 | \$439,000 | \$475,000 | 108.20% | \$357,600 | 1.33 |
| 10 | 4 Oakcroft Avenue | Colonial | 3 | 2.0 | 7 | \$445,000 | \$445,000 | \$487,000 | 109.44% | \$417,100 | 1.17 |
| 11 | 59 Pleasant Avenue | Colonial | 3 | 1.0 | 10 | \$414,000 | \$414,000 | \$487,000 | 117.63% | \$374,800 | 1.30 |
| 12 | 18 Pierson Place | Colonial | 4 | 2.0 | 12 | \$499,000 | \$499,000 | \$605,000 | 121.24% | \$385,900 | 1.57 |
| 13 | 78 Chestnut Street | Duplex | 3 | 3.0 | 50 | \$599,000 | \$599,000 | \$610,000 | 101.84% | \$415,700 | 1.47 |
| 14 | 30 Gray Street | Colonial | 4 | 2.0 | 3 | \$575,000 | \$575,000 | \$650,000 | 113.04% | \$554,900 | 1.17 |
| 15 | 130 N Fullerton Avenue | HalfDupl | 4 | 4.1 | 16 | \$599,000 | \$599,000 | \$669,000 | 111.69% | \$577,500 | 1.16 |
| 16 | 8 Hollywood Avenue | Colonial | 4 | 3.1 | 11 | \$629,000 | \$629,000 | \$680,000 | 108.11% | | |
| 17 | 93 Elm Street | Colonial | 7 | 2.1 | 9 | \$579,900 | \$579,900 | \$680,000 | 117.26% | \$516,200 | 1.32 |
| 18 | 154 Lincoln Street | Colonial | 4 | 3.2 | 23 | \$669,000 | \$659,000 | \$689,000 | 104.55% | \$345,500 | 1.99 |
| 19 | 647 Grove Street | Colonial | 4 | 2.0 | 14 | \$719,999 | \$719,999 | \$720,000 | 100.00% | \$548,900 | 1.31 |
| 20 | 94 Alexander Avenue | SplitLev | 4 | 3.0 | 19 | \$699,000 | \$699,000 | \$730,000 | 104.43% | \$564,800 | 1.29 |
| 21 | 489 Highland Avenue | Colonial | 4 | 2.2 | 35 | \$699,000 | \$699,000 | \$750,000 | 107.30% | \$686,200 | 1.09 |
| 22 | 274 N Fullerton Avenue | Colonial, | 4 | 2.0 | 6 | \$669,000 | \$669,000 | \$775,000 | 115.84% | \$589,200 | 1.32 |
| 23 | 197 Lorraine Avenue C0002 | MultiFlr | 3 | 4.1 | 9 | \$725,000 | \$725,000 | \$800,000 | 110.34% | \$540,800 | 1.48 |
| 24 | 517 Park Street | Colonial | 5 | 3.1 | 15 | \$629,000 | \$629,000 | \$805,000 | 127.98% | \$565,900 | 1.42 |
| 25 | 366 Upper Mountain Avenue | Colonial | 5 | 3.2 | 26 | \$859,000 | \$859,000 | \$825,000 | 96.04% | \$1,025,500 | 0.80 |



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| 26 | 88 Buckingham Road | Bi-Level | 3 | 3.0 | 7 | \$689,000 | \$689,000 | \$825,000 | 119.74% | \$610,800 | 1.35 |
| 27 | 32 Dodd Street | Colonial | 4 | 3.0 | 10 | \$689,000 | \$689,000 | \$827,500 | 120.10% | \$566,900 | 1.46 |
| 28 | 147 Christopher Street | Colonial | 6 | 3.1 | 9 | \$799,000 | \$799,000 | \$850,000 | 106.38% | \$766,900 | 1.11 |
| 29 | 5 Marquette Road | Colonial | 4 | 3.1 | 11 | \$689,900 | \$689,900 | \$860,000 | 124.66% | \$512,900 | 1.68 |
| 30 | 6 Nassau Road | Colonial | 4 | 3.1 | 8 | \$699,000 | \$699,000 | \$865,000 | 123.75% | \$754,800 | 1.15 |
| 31 | 144 Gates Avenue | Colonial | 6 | 3.1 | 8 | \$839,000 | \$839,000 | \$905,000 | 107.87% | \$947,400 | 0.96 |
| 32 | 6 Wendover Road | Colonial | 5 | 2.1 | 10 | \$659,000 | \$659,000 | \$905,000 | 137.33% | \$619,200 | 1.46 |
| 33 | 208 Orange Road | Colonial | 6 | 3.1 | 14 | \$899,000 | \$899,000 | \$925,000 | 102.89% | \$792,900 | 1.17 |
| 34 | 407 Park Street | Colonial | 5 | 2.2 | 12 | \$845,000 | \$845,000 | \$931,000 | 110.18% | \$708,500 | 1.31 |
| 35 | 112 N Mountain Avenue | Colonial | 6 | 3.1 | 49 | \$949,000 | \$969,000 | \$934,000 | 96.39% | \$783,200 | 1.19 |
| 36 | 402 N Fullerton Avenue | Colonial | 5 | 2.1 | 19 | \$769,000 | \$769,000 | \$947,000 | 123.15% | \$632,800 | 1.50 |
| 37 | 188 Grove Street | Colonial | 5 | 3.2 | 44 | \$970,000 | \$949,000 | \$949,000 | 100.00% | | |
| 38 | 42 Northview Avenue | Colonial | 5 | 2.1 | 15 | \$898,880 | \$898,880 | \$955,000 | 106.24% | \$804,800 | 1.19 |
| 39 | 93 Watchung Avenue | Colonial | 3 | 2.1 | 7 | \$785,000 | \$785,000 | \$956,000 | 121.78% | | |
| 40 | 74 Dryden Road | Colonial | 5 | 4.2 | 9 | \$799,000 | \$799,000 | \$960,000 | 120.15% | \$786,600 | 1.22 |
| 41 | 8 Lewis Court | Colonial | 4 | 3.1 | 89 | \$969,000 | \$979,000 | \$969,000 | 98.98% | | |
| 42 | 24 Bellaire Drive | Colonial | 3 | 3.1 | 12 | \$950,000 | \$950,000 | \$999,000 | 105.16% | \$576,700 | 1.73 |
| 43 | 209 Park Street | Colonial | 4 | 3.2 | 16 | \$915,000 | \$879,000 | \$999,999 | 113.77% | \$892,700 | 1.12 |
| 44 | 26 Columbus Avenue | Colonial | 3 | 2.1 | 11 | \$739,000 | \$739,000 | \$1,010,210 | 136.70% | \$563,200 | 1.79 |
| 45 | 7 Lewis Court | Colonial | 4 | 4.0 | 37 | \$1,089,000 | \$1,089,000 | \$1,055,000 | 96.88% | \$1,217,700 | 0.87 |
| 46 | 231 Orange Road | Colonial | 6 | 3.1 | 11 | \$899,000 | \$899,000 | \$1,100,000 | 122.36% | \$658,300 | 1.67 |
| 47 | 36 Fairfield Street | Victrian | 7 | 3.1 | 9 | \$985,000 | \$985,000 | \$1,108,000 | 112.49% | \$856,600 | 1.29 |
| 48 | 20 Prospect Avenue | Colonial | 8 | 4.2 | 53 | \$1,452,900 | \$1,200,000 | \$1,150,000 | 95.83% | \$1,519,300 | 0.76 |
| 49 | 298 N Mountain Avenue | Colonial | 4 | 3.2 | 8 | \$899,000 | \$899,000 | \$1,200,000 | 133.48% | \$811,500 | 1.48 |
| 50 | 16 W Brookwood Drive | Ranch, | 5 | 3.2 | 11 | \$950,000 | \$950,000 | \$1,205,001 | 126.84% | \$822,600 | 1.46 |



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| 51 | 77 S Mountain Avenue | Victrian | 6 | 5.2 | 50 | \$1,399,000 | \$1,249,000 | \$1,215,000 | 97.28% | \$1,414,800 | 0.86 |
| 52 | 155 Montclair Avenue | Colonial | 5 | 4.1 | 9 | \$1,198,000 | \$1,198,000 | \$1,220,000 | 101.84% | \$1,042,000 | 1.17 |
| 53 | 49 Plymouth Street | Colonial, | 6 | 4.0 | 6 | \$989,000 | \$989,000 | \$1,250,000 | 126.39% | \$855,200 | 1.46 |
| 54 | 18 The Fairway | Tudor | 5 | 3.2 | 9 | \$997,000 | \$997,000 | \$1,275,000 | 127.88% | \$914,700 | 1.39 |
| 55 | 183 Montclair Avenue | Colonial | 5 | 2.1 | 10 | \$879,000 | \$879,000 | \$1,300,000 | 147.90% | \$769,300 | 1.69 |
| 56 | 76 Christopher Street | Victrian | 6 | 3.1 | 9 | \$1,050,000 | \$1,050,000 | \$1,313,000 | 125.05% | \$774,800 | 1.69 |
| 57 | 79 High Street | Colonial | 5 | 3.1 | 8 | \$1,150,000 | \$1,150,000 | \$1,327,879 | 115.47% | \$721,600 | 1.84 |
| 58 | 62 Edgemont Road | Colonial, | 6 | 3.2 | 9 | \$999,000 | \$999,000 | \$1,350,000 | 135.14% | \$878,700 | 1.54 |
| 59 | 38 Aubrey Road | Colonial | 5 | 4.1 | 15 | \$1,299,999 | \$1,299,999 | \$1,405,000 | 108.08% | \$883,200 | 1.59 |
| 60 | 215 N Mountain Avenue | Colonial | 5 | 3.2 | 13 | \$999,000 | \$999,000 | \$1,475,000 | 147.65% | \$1,033,600 | 1.43 |
| 61 | 39 Glenwood Road | Colonial | 6 | 4.1 | 12 | \$1,349,000 | \$1,349,000 | \$1,550,000 | 114.90% | \$1,159,800 | 1.34 |
| 62 | 5 Stonebridge Court | Custom | 6 | 5.3 | 15 | \$2,400,000 | \$2,400,000 | \$2,750,000 | 114.58% | \$2,042,000 | 1.35 |
| AVERAGE | | | | | 23 | \$798,838 | \$791,590 | \$901,284 | 113.32% | | 1.32 |

"Active" Listings in Montclair

Number of Units: 88
 Average List Price: \$889,090
 Average Days on Market: 43

"Under Contract" Listings in Montclair

Number of Units: 98
 Average List Price: \$824,452
 Average Days on Market: 28

Montclair 2020 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|---------|----------|----------|-----------|
| Days on Market | 52 | 71 | 52 | 28 | 21 | 43 | 30 | 23 | 23 | | | | 33 |
| List Price | \$682,975 | \$662,399 | \$738,248 | \$783,430 | \$744,204 | \$882,357 | \$797,823 | \$800,334 | \$791,590 | | | | \$784,642 |
| Sales Price | \$686,676 | \$649,289 | \$744,948 | \$812,799 | \$801,713 | \$936,836 | \$877,673 | \$915,869 | \$901,284 | | | | \$853,380 |
| SP:LP% | 100.22% | 97.85% | 102.51% | 104.28% | 107.75% | 107.89% | 109.76% | 114.53% | 113.32% | | | | 108.81% |
| SP to AV | 1.13 | 1.02 | 1.03 | 1.26 | 1.18 | 1.11 | 1.23 | 1.32 | 1.32 | | | | 1.22 |
| # Units Sold | 17 | 19 | 21 | 30 | 24 | 41 | 46 | 63 | 62 | | | | 323 |
| 3 Mo Rate of Ab | 1.72 | 2.10 | 2.94 | 2.35 | 2.75 | 2.27 | 1.94 | 1.45 | 1.54 | | | | 2.12 |
| Active Listings | 53 | 61 | 51 | 49 | 64 | 58 | 64 | 72 | 88 | | | | 62 |
| Under Contracts | 46 | 66 | 74 | 56 | 82 | 97 | 113 | 91 | 98 | | | | 80 |

Flashback! YTD 2019 vs YTD 2020

| YTD | 2019 | 2020 | % Change |
|-------------|-----------|-----------|----------|
| DOM | 35 | 33 | -4.85% |
| Sales Price | \$734,499 | \$853,380 | 16.19% |
| LP:SP | 105.41% | 108.81% | 3.22% |
| SP:AV | 1.1507 | 1.2208 | 6.10% |

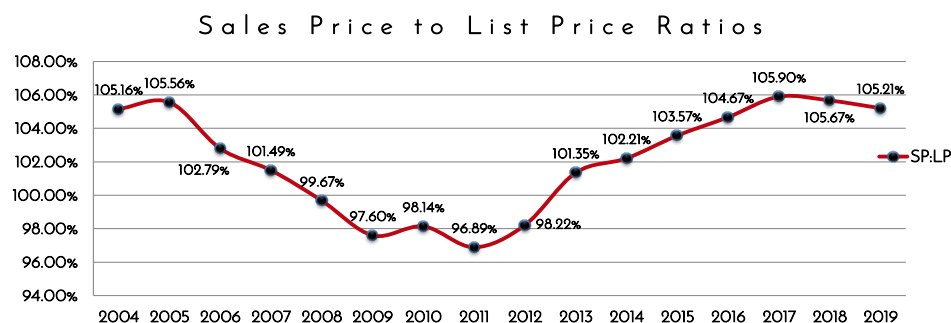


| YTD | 2019 | 2020 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 387 | 323 | -16.54% |
| Rate of Ab 3 Mo | 1.82 | 1.54 | -15.38% |
| Actives | 88 | 88 | 0.00% |
| Under Contracts | 67 | 98 | 46.27% |

Montclair Yearly Market Trends

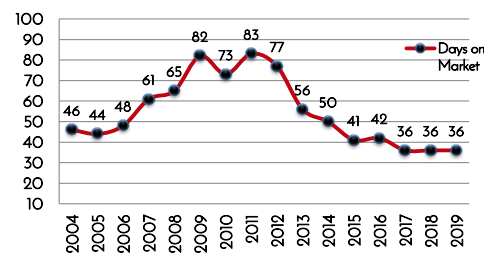


Montclair Yearly Market Trends

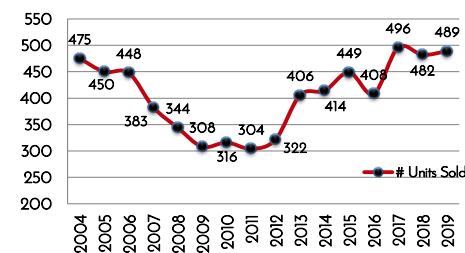


| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$574,566 | \$630,480 | \$697,351 | \$695,167 | \$737,675 | \$605,120 | \$641,264 | \$659,131 | \$598,555 | \$629,674 | \$612,805 | \$653,226 | \$714,433 | \$688,705 | \$700,577 | \$695,646 |
| SP | \$601,789 | \$633,199 | \$714,037 | \$708,681 | \$738,185 | \$590,795 | \$627,479 | \$631,774 | \$588,572 | \$638,565 | \$627,858 | \$677,279 | \$740,875 | \$728,406 | \$739,692 | \$728,374 |

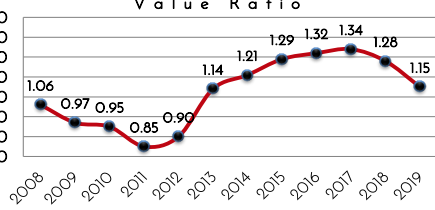
Average Days on Market



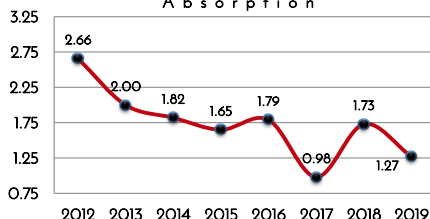
Number of Units Sold



Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



*2008 Tax Re-evaluation

Data only available until 2012

Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

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Not intended to solicit a property already listed.