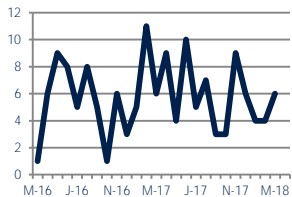




Units Sold

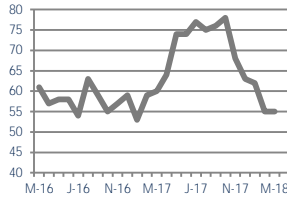
6



No Change
Vs. Year Ago

Active Inventory

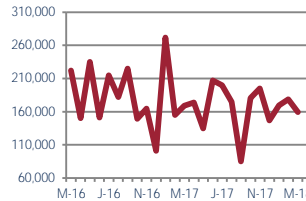
55



Down -8%
Vs. Year Ago

Median Sale Price

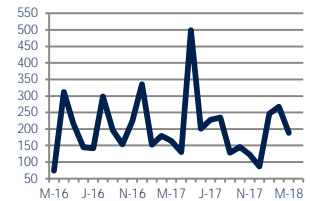
\$159,500



Down -6%
Vs. Year Ago

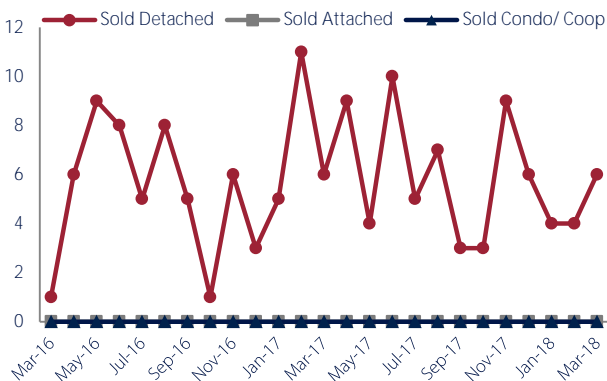
Days On Market

188



Up 15%
Vs. Year Ago

Units Sold*



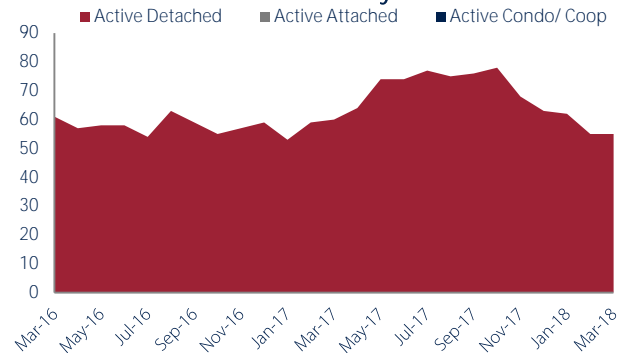
Units Sold

There was an increase in total units sold in March, with 6 sold this month in Essex County, an increase of 50%. This month's total units sold is similar compared to a year ago.

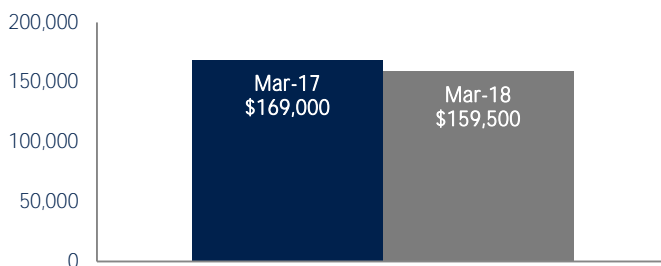
Active Inventory

Versus last year, the total number of homes available this month is lower by 5 units or 8%. The total number of active inventory this March was 55 compared to 60 in March 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Essex County Homes was \$169,000. This March, the median sale price was \$159,500, a decrease of 6% or \$9,500 compared to last year. The current median sold price is 11% lower than in February.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

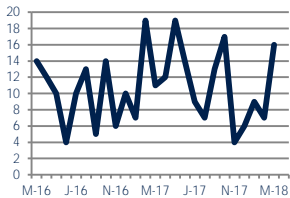


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by NNAR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of NNAR or Long & Foster Real Estate, Inc.



New Listings

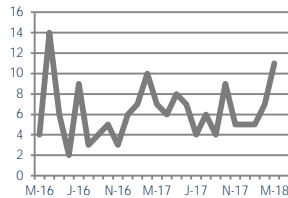
16



Up 45%
Vs. Year Ago

Current Contracts

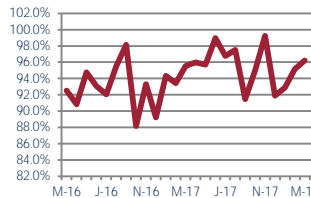
11



Up 57%
Vs. Year Ago

Sold Vs. List Price

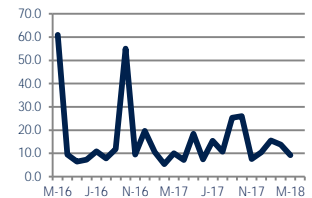
96.2%



Up 0.7%
Vs. Year Ago

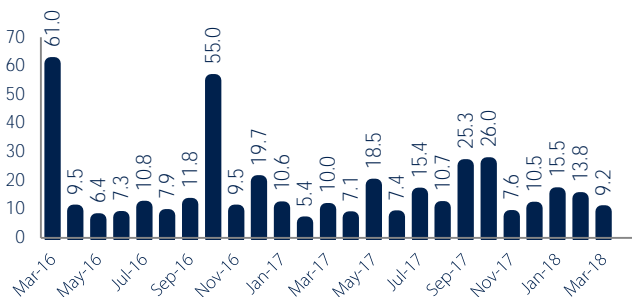
Months of Supply

9.2



Down -8%
Vs. Year Ago

Months Of Supply



Months of Supply

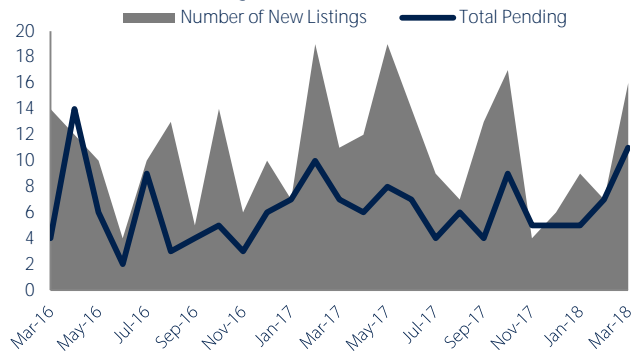
In March, there was 9.2 months of supply available in Essex County, compared to 10.0 in March 2017. That is a decrease of 8% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

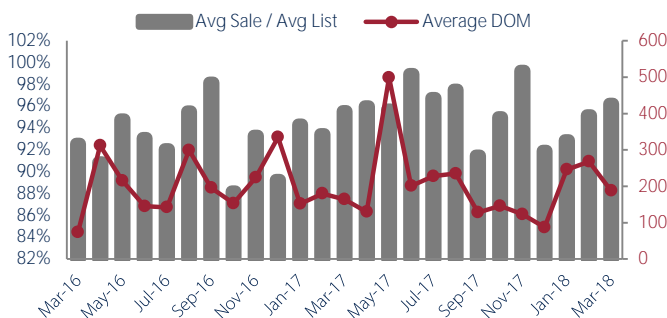
New Listings & Current Contracts

This month there were 16 homes newly listed for sale in Essex County compared to 11 in March 2017, an increase of 45%. There were 11 current contracts pending sale this March compared to 7 a year ago. The number of current contracts is 57% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Essex County was 96.2% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 188, higher than the average last year, which was 164, an increase of 15%.



*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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