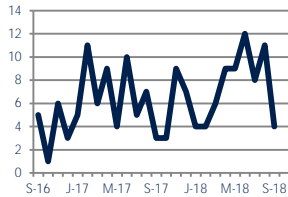


Units Sold

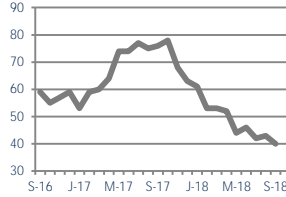
4



Up
Vs. Year Ago

Active Inventory

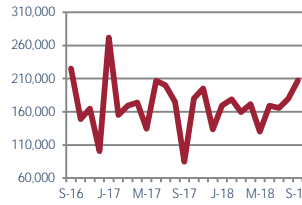
40



Down -47%
Vs. Year Ago

Median Sale Price

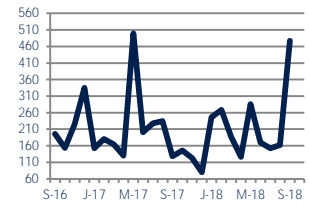
\$207,450



Up
Vs. Year Ago

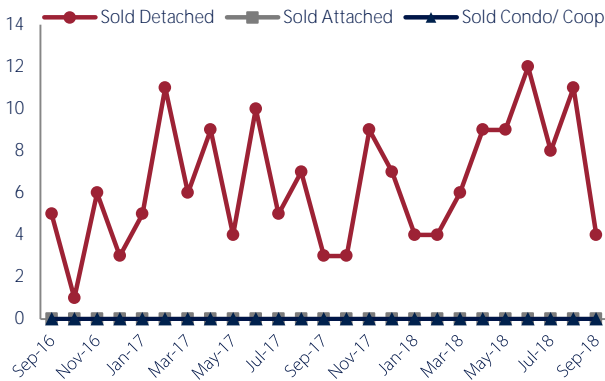
Days On Market

477



Up
Vs. Year Ago

Units Sold*



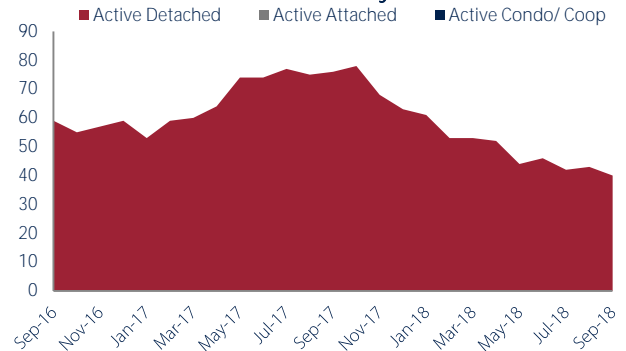
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 4 sold this month in Essex County. This month's total units sold was higher than at this time last year, an increase from September 2017.

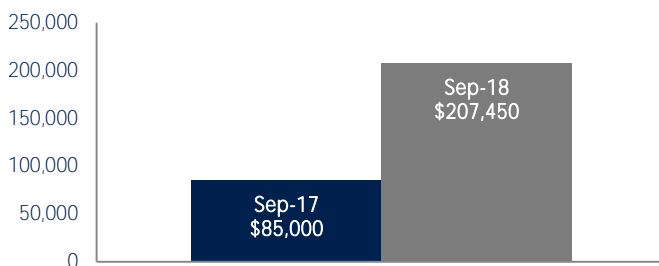
Active Inventory

Versus last year, the total number of homes available this month is lower by 36 units or 47%. The total number of active inventory this September was 40 compared to 76 in September 2017. This month's total of 40 is lower than the previous month's total supply of available inventory of 43, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last September, the median sale price for Essex County Homes was \$85,000. This September, the median sale price was \$207,450, an increase of \$122,450 compared to last year. The current median sold price is higher than in August.

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



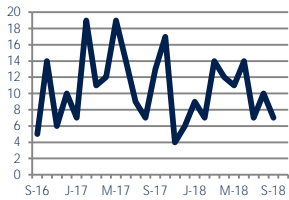
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by NNAR and 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

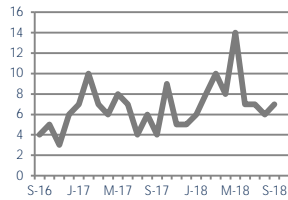
7



Down -46%
Vs. Year Ago

Current Contracts

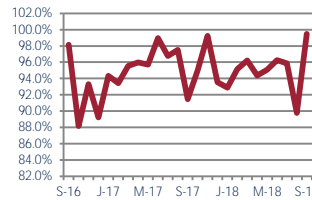
7



Up 75%
Vs. Year Ago

Sold Vs. List Price

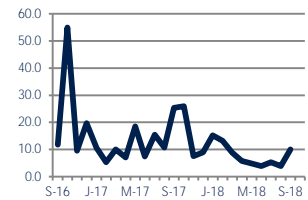
99.5%



Up
Vs. Year Ago

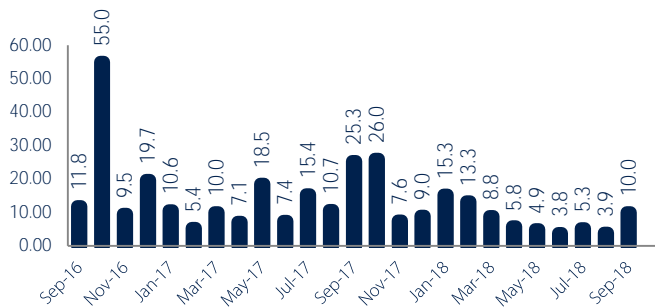
Months of Supply

10.0



Down -61%
Vs. Year Ago

Months Of Supply



Months of Supply

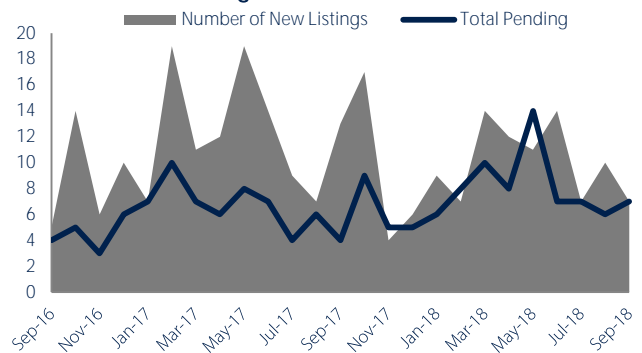
In September, there was 10.0 months of supply available in Essex County, compared to 25.3 in September 2017. That is a decrease of 61% versus a year ago.

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.

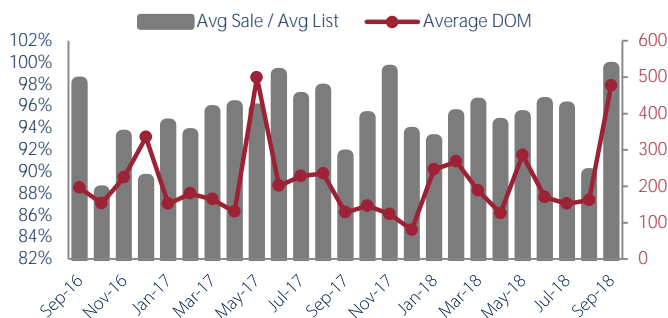
New Listings & Current Contracts

This month there were 7 homes newly listed for sale in Essex County compared to 13 in September 2017, a decrease of 46%. There were 7 current contracts pending sale this September compared to 4 a year ago. The number of current contracts is 75% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Essex County was 99.5% of the average list price, which is higher than at this time last year.

Days On Market

This month, the average number of days on market was 477, higher than the average last year, which was 128. This increase was impacted by the limited number of sales.



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