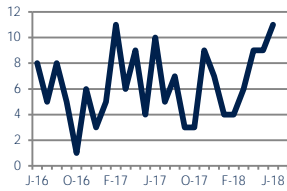


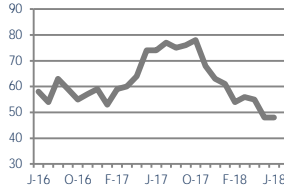


Units Sold
11



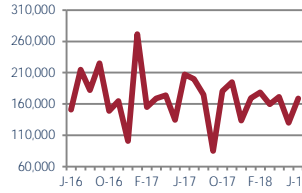
Up 10%
Vs. Year Ago

Active Inventory
48



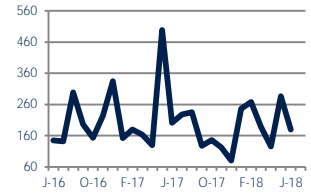
Down -35%
Vs. Year Ago

Median Sale Price
\$169,000

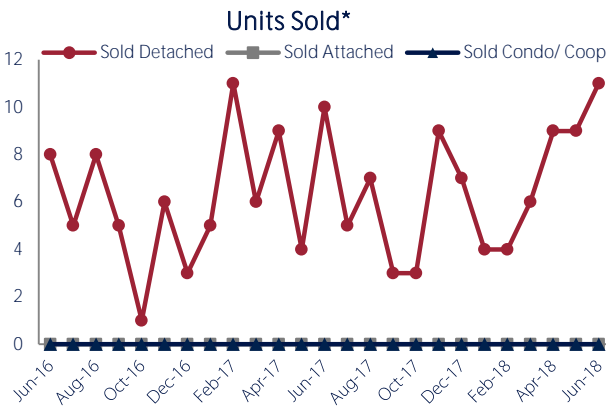


Down
Vs. Year Ago

Days On Market
180



Down -10%
Vs. Year Ago

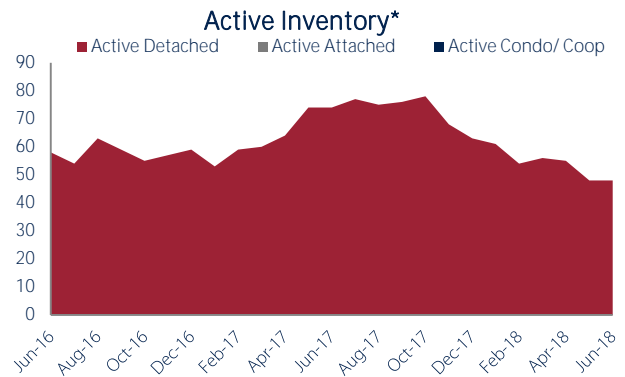


Units Sold

There was an increase in total units sold in June, with 11 sold this month in Essex County versus 9 last month, an increase of 22%. This month's total units sold was higher than at this time last year, an increase of 10% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 26 units or 35%. The total number of active inventory this June was 48 compared to 74 in June 2017. This month's supply remained stable as compared to last month.



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 June, the median sale price for Essex County Homes was \$207,000. This June, the median sale price was \$169,000, a decrease of \$38,000 compared to last year. The current median sold price is higher than in May.

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



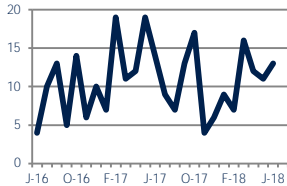
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by NNAR and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

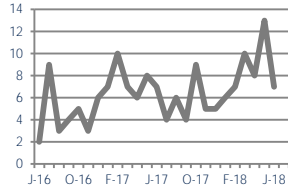
13



Down -7%
Vs. Year Ago

Current Contracts

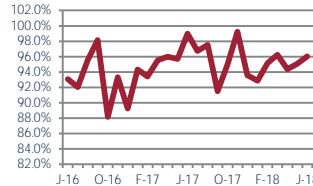
7



No Change
Vs. Year Ago

Sold Vs. List Price

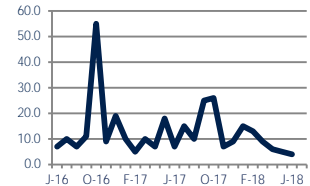
96.0%



Down -3%
Vs. Year Ago

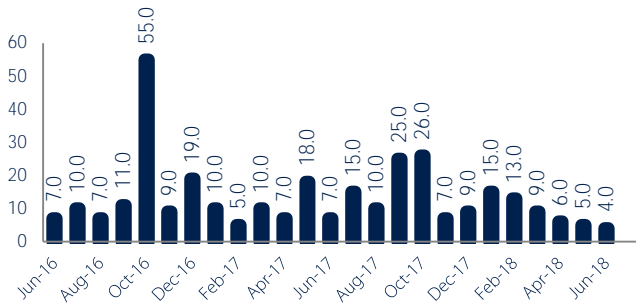
Months of Supply

4.0



Down -43%
Vs. Year Ago

Months Of Supply



Months of Supply

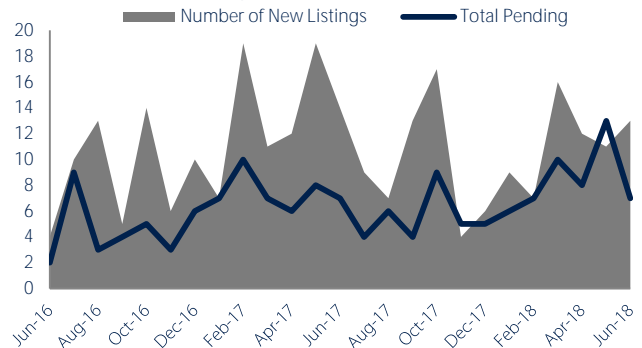
In June, there was 4.4 months of supply available in Essex County, compared to 7.4 in June 2017. That is a decrease of 41% versus a year ago.

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.

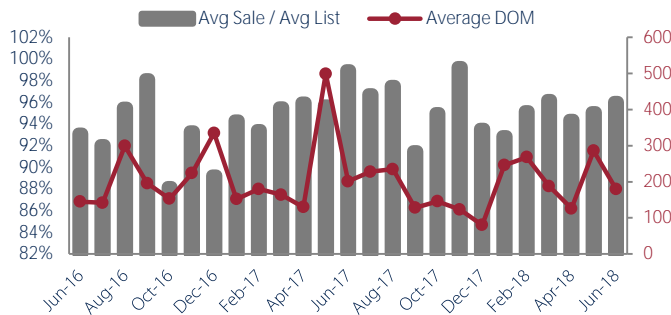
New Listings & Current Contracts

This month there were 13 homes newly listed for sale in Essex County compared to 14 in June 2017, a decrease of 7%. There were 7 current contracts pending sale this June, consistent with the volume a year ago. The number of current contracts is 46% lower than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Essex County was 96.0% of the average list price, which is 2.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 180, lower than the average last year, which was 201, a decrease of 10%.



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