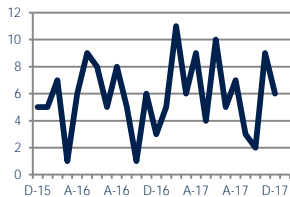




Units Sold

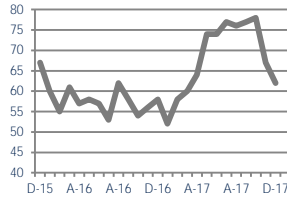
6



Up
Vs. Year Ago

Active Inventory

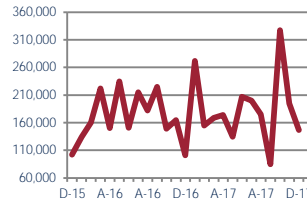
62



Up 7%
Vs. Year Ago

Median Sale Price

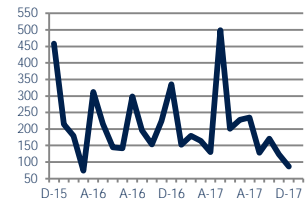
\$146,750



Up
Vs. Year Ago

Days On Market

87



Down
Vs. Year Ago

Units Sold*



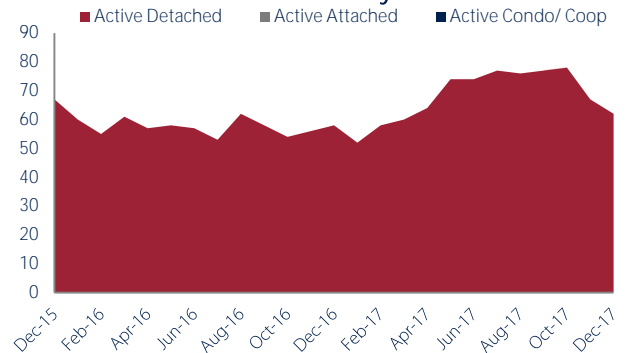
Units Sold

With relatively few transactions, there was a decrease in total units sold in December, with 6 sold this month in Essex County. This month's total units sold was higher than at this time last year, an increase from December 2016.

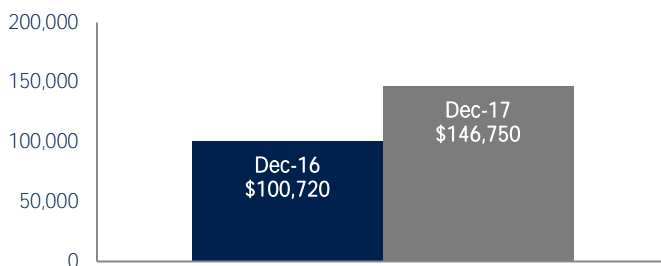
Active Inventory

Versus last year, the total number of homes available this month is higher by 4 units or 7%. The total number of active inventory this December was 62 compared to 58 in December 2016. This month's total of 62 is lower than the previous month's total supply of available inventory of 67, 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 December, the median sale price for Essex County Homes was \$100,720. This December, the median sale price was \$146,750, an increase of \$46,030 compared to last year. The current median sold price is lower than in November.

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

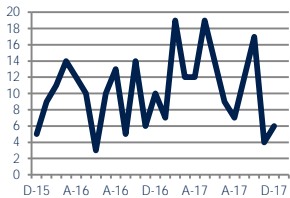


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by NNAR and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

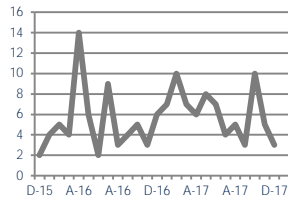
6



Down -40%
Vs. Year Ago

Current Contracts

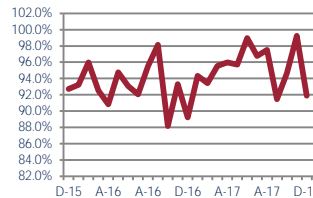
3



Down -50%
Vs. Year Ago

Sold Vs. List Price

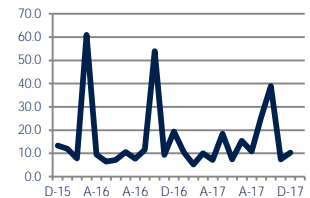
91.9%



Up 3%
Vs. Year Ago

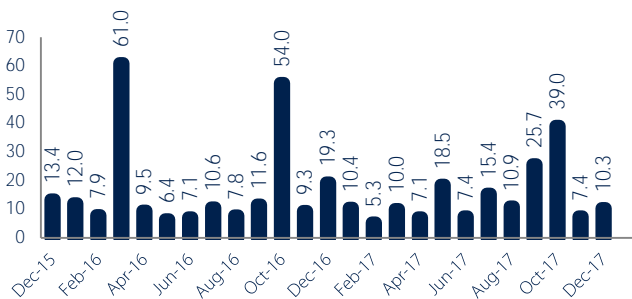
Months of Supply

10.3



Down -47%
Vs. Year Ago

Months Of Supply



Months of Supply

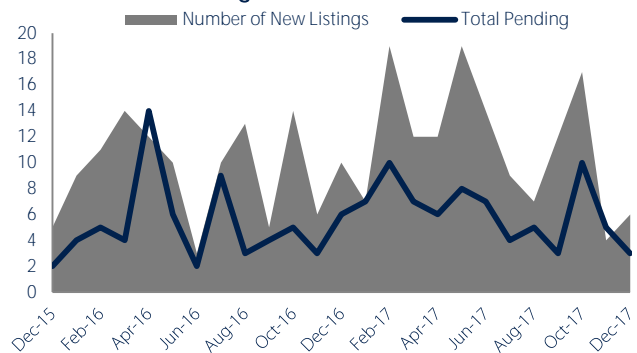
In December, there was 10.3 months of supply available in Essex County, compared to 19.3 in December 2016. That is a decrease of 47% versus a year ago.

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.

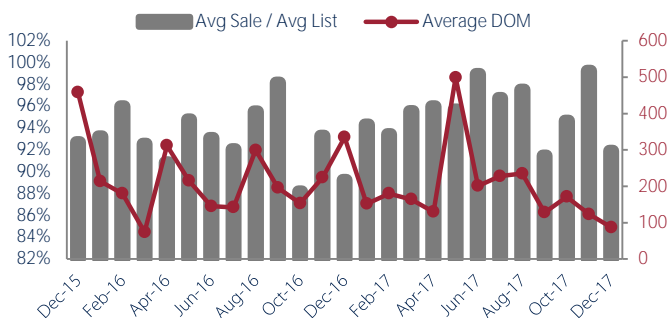
New Listings & Current Contracts

This month there were 6 homes newly listed for sale in Essex County compared to 10 in December 2016, a decrease of 40%. There were 3 current contracts pending sale this December compared to 6 a year ago. The number of current contracts is 50% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Essex County was 91.9% of the average list price, which is 2.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 87, lower than the average last year, which was 335. This decrease was impacted by the limited number of sales.



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