



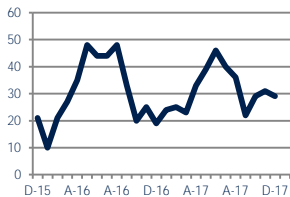
Focus On: Montclair Housing Market

December 2017

Zip Code(s): 22025

Units Sold

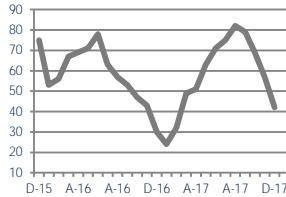
29



Up
Vs. Year Ago

Active Inventory

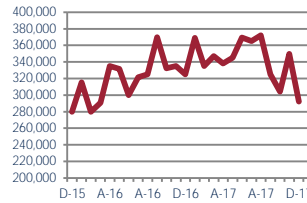
42



Up 40%
Vs. Year Ago

Median Sale Price

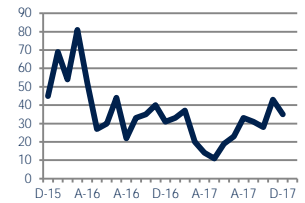
\$292,000



Down -10%
Vs. Year Ago

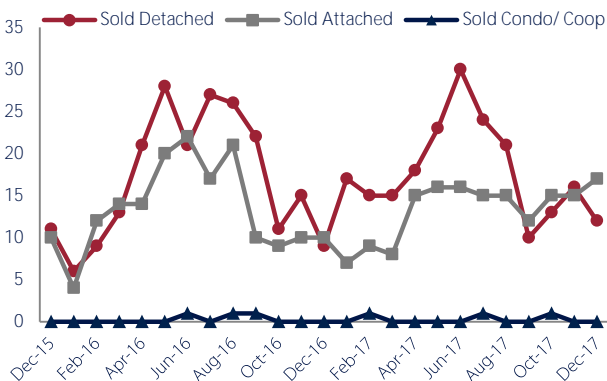
Days On Market

35



Up 13%
Vs. Year Ago

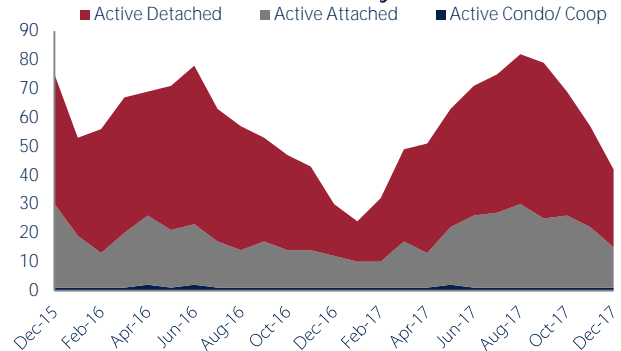
Units Sold*



Units Sold

With relatively few transactions, there was a decrease in total units sold in December, with 29 sold this month in Montclair. This month's total units sold was higher than at this time last year, an increase from December 2016.

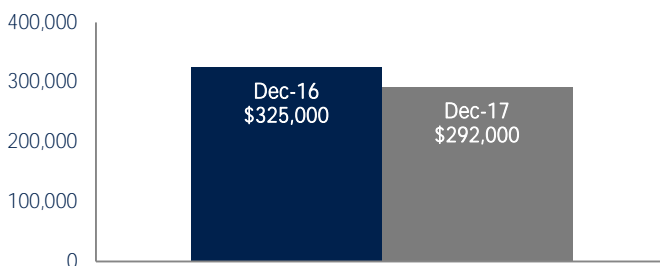
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is higher by 12 units or 40%. The total number of active inventory this December was 42 compared to 30 in December 2016. This month's total of 42 is lower than the previous month's total supply of available inventory of 57, a decrease of 26%.

Median Sale Price



Median Sale Price

Last December, the median sale price for Montclair Homes was \$325,000. This December, the median sale price was \$292,000, a decrease of 10% or \$33,000 compared to last year. The current median sold price is 17% 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.



Montclair are defined as properties listed in zip code/s 22025.

*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.

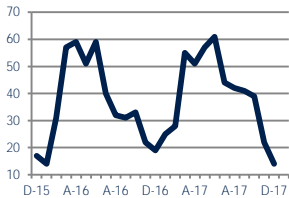
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Zip Code(s): 22025

New Listings

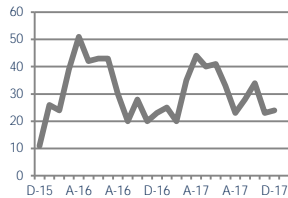
14



Down -26%
Vs. Year Ago

Current Contracts

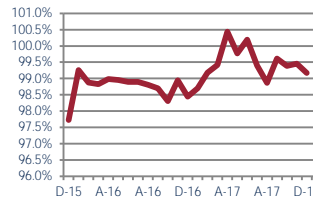
24



Up 4%
Vs. Year Ago

Sold Vs. List Price

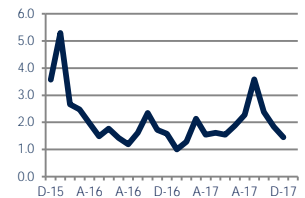
99.2%



Up 0.7%
Vs. Year Ago

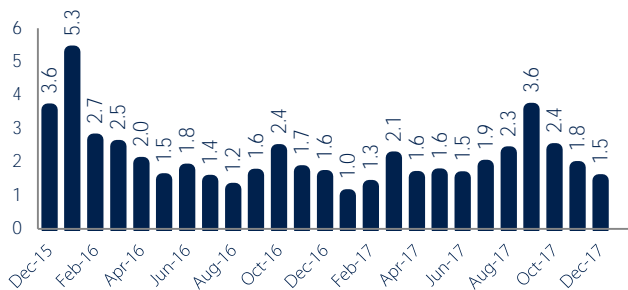
Months of Supply

1.5



Down -8%
Vs. Year Ago

Months Of Supply



Months of Supply

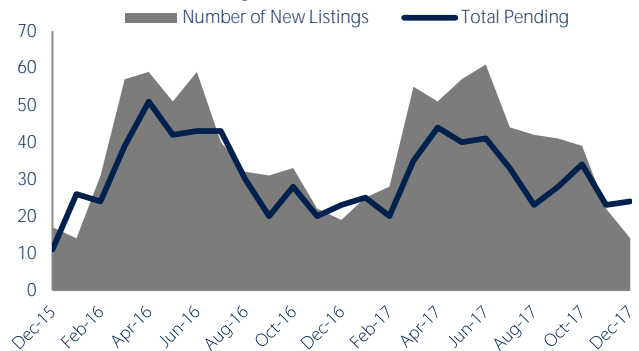
In December, there was 1.4 months of supply available in Montclair, compared to 1.6 in December 2016. That is a decrease of 8% versus a year ago.

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.

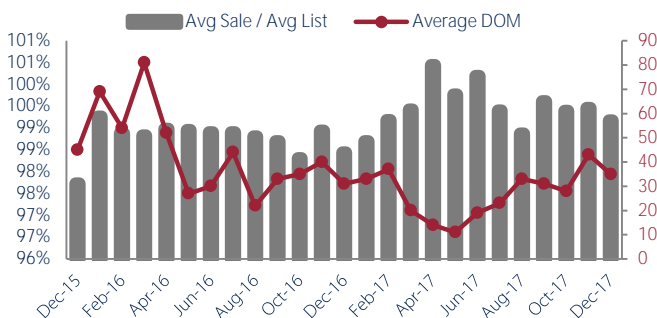
New Listings & Current Contracts

This month there were 14 homes newly listed for sale in Montclair compared to 19 in December 2016, a decrease of 26%. There were 24 current contracts pending sale this December compared to 23 a year ago. The number of current contracts is 4% higher 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 Montclair was 99.2% 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 35, higher than the average last year, which was 31, an increase of 13%.



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