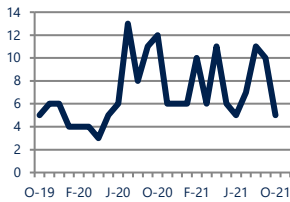




### Units Sold

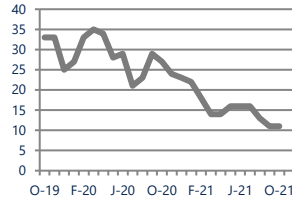
5



**Down**  
Vs. Year Ago

### Active Inventory

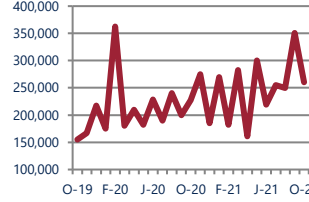
11



**Down -59%**  
Vs. Year Ago

### Median Sale Price

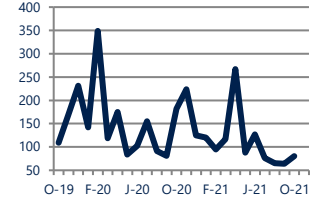
\$260,000



**Up**  
Vs. Year Ago

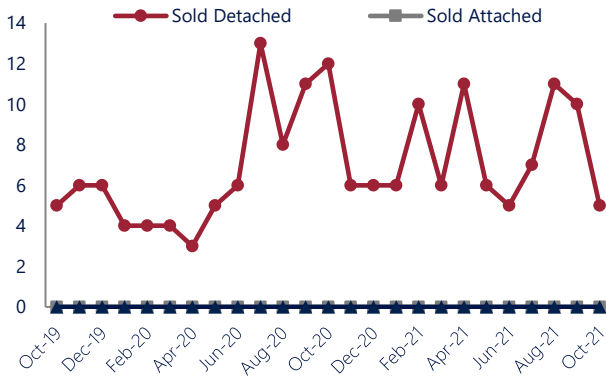
### Days On Market

80



**Down**  
Vs. Year Ago

### Units Sold\*



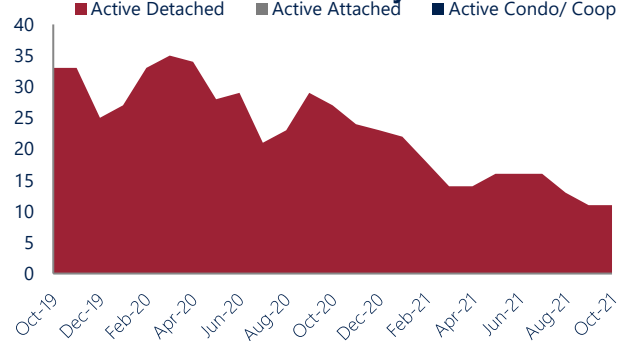
### Units Sold

With relatively few transactions, there was a decrease in total units sold in October, with 5 sold this month in Essex County. This month's total units sold was lower than at this time last year, a decrease from October 2020.

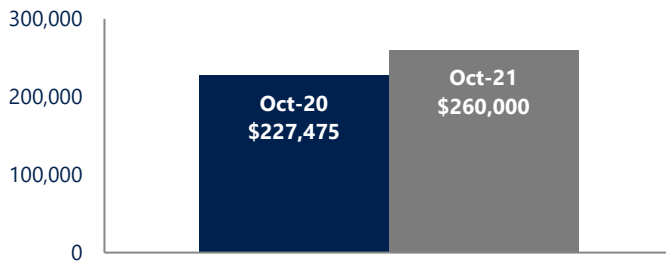
### Active Inventory

Versus last year, the total number of homes available this month is lower by 16 units or 59%. The total number of active inventory this October was 11 compared to 27 in October 2020. This month's supply remained stable as compared to last month.

### 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 October, the median sale price for Essex County Homes was \$227,475. This October, the median sale price was \$260,000, an increase of \$32,525 compared to last year. The current median sold price is lower than in September. Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



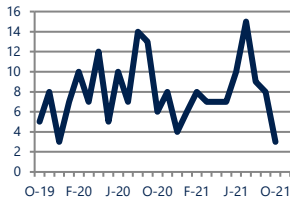
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by NNAR and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

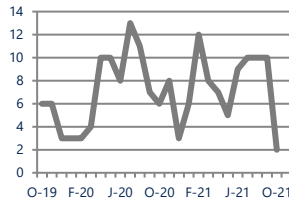
**3**



**Down -50%**  
Vs. Year Ago

**Current Contracts**

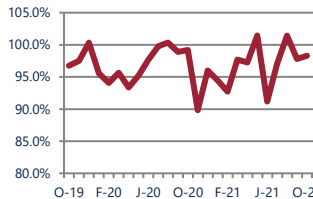
**2**



**Down -67%**  
Vs. Year Ago

**Sold Vs. List Price**

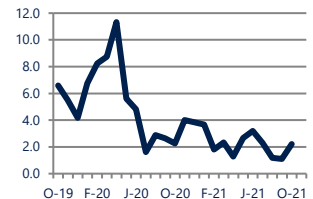
**98.3%**



**Down -0.9%**  
Vs. Year Ago

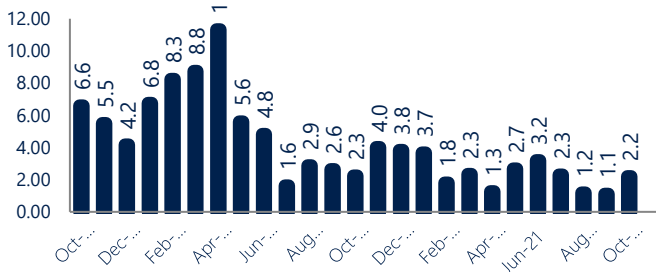
**Months of Supply**

**2.2**



**No Change**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

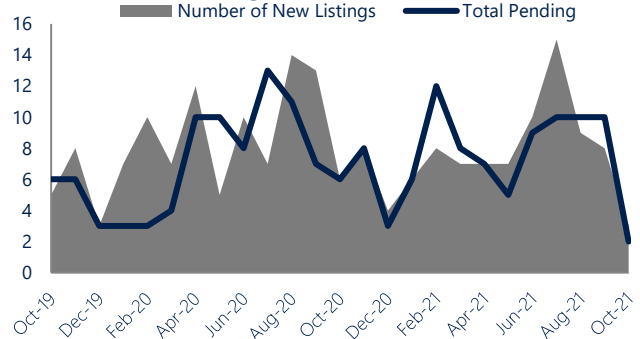
In October, there was 2.2 months of supply available in Essex County. The amount of supply is similar compared to a year ago.

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.

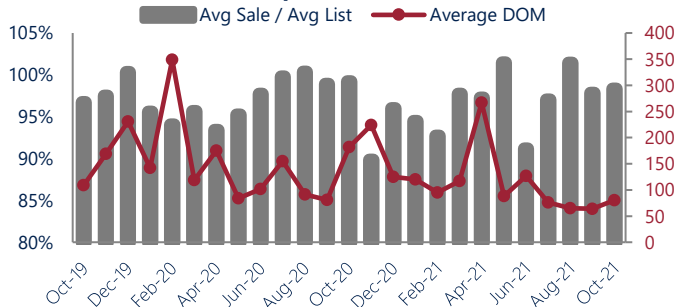
**New Listings & Current Contracts**

This month there were 3 homes newly listed for sale in Essex County compared to 6 in October 2020, a decrease of 50%. There were 2 current contracts pending sale this October compared to 6 a year ago. The number of current contracts is 67% lower than last October.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In October, the average sale price in Essex County was 98.3% of the average list price, which is 0.9% lower than at this time last year.

**Days On Market**

This month, the average number of days on market was 80, lower than the average last year, which was 182. This decrease was impacted by the limited number of sales.



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