

# Montclair

## July 2022 Market Snapshot

| Units | Address                   | Style    | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP   | Total Assess-<br>ment | SP:AV |
|-------|---------------------------|----------|--------|-------|-----|------------------|------------|-------------|---------|-----------------------|-------|
| 1     | 10 Crestmont Road Unit 4G | HighRise | 1      | 1.0   | 22  | \$199,900        | \$199,900  | \$215,000   | 107.55% |                       |       |
| 2     | 15 Glenridge Avenue       | MultiFlr | 0      | 1.0   | 28  | \$199,000        | \$199,000  | \$220,000   | 110.55% | \$182,300             | 1.21  |
| 3     | 361 Claremont Avenue      | OneFloor | 1      | 1.0   | 26  | \$259,000        | \$259,000  | \$282,000   | 108.88% | \$192,500             | 1.46  |
| 4     | 101 Gates Avenue          | OneFloor | 2      | 1.0   | 26  | \$339,000        | \$339,000  | \$318,000   | 93.81%  | \$246,700             | 1.29  |
| 5     | 530 Valley Road           | HighRise | 2      | 1.0   | 9   | \$365,000        | \$365,000  | \$420,000   | 115.07% | \$335,200             | 1.25  |
| 6     | 48 S Park Street Unit 520 | HighRise | 1      | 1.1   | 8   | \$410,000        | \$410,000  | \$427,000   | 104.15% | \$326,100             | 1.31  |
| 7     | 129 Claremont Avenue      | Victrian | 2      | 2.0   | 30  | \$499,000        | \$449,000  | \$440,000   | 98.00%  | \$363,200             | 1.21  |
| 8     | 105 Squire Hill Road      | SplitLev | 4      | 2.1   | 13  | \$499,000        | \$499,000  | \$630,000   | 126.25% | \$499,200             | 1.26  |
| 9     | 19 Glenside Terrace       | CapeCod  | 3      | 2.0   | 14  | \$625,000        | \$625,000  | \$673,000   | 107.68% | \$542,400             | 1.24  |
| 10    | 48 Nishuane Road          | Colonial | 3      | 2.0   | 15  | \$579,000        | \$579,000  | \$690,000   | 119.17% | \$325,200             | 2.12  |
| 11    | 12 Pierson Place          | Colonial | 5      | 2.1   | 19  | \$549,000        | \$549,000  | \$700,000   | 127.50% | \$403,900             | 1.73  |
| 12    | 210 Valley Road           | Colonial | 4      | 2.1   | 44  | \$729,000        | \$729,000  | \$800,000   | 109.74% | \$503,800             | 1.59  |
| 13    | 8 Clairidge Court         | Colonial | 4      | 1.1   | 13  | \$659,000        | \$659,000  | \$830,000   | 125.95% | \$580,900             | 1.43  |
| 14    | 27 Appleton Place         | Colonial | 3      | 1.2   | 14  | \$599,000        | \$599,000  | \$834,000   | 139.23% | \$483,300             | 1.73  |
| 15    | 21 Van Breeman Court      | SplitLev | 4      | 2.1   | 16  | \$649,000        | \$649,000  | \$852,000   | 131.28% | \$486,500             | 1.75  |
| 16    | 2 Hilltop Place           | Colonial | 4      | 2.1   | 20  | \$749,999        | \$749,999  | \$875,000   | 116.67% | \$478,300             | 1.83  |
| 17    | 262 Grove Street          | Colonial | 3      | 3.0   | 8   | \$769,000        | \$769,000  | \$900,000   | 117.04% | \$543,000             | 1.66  |
| 18    | 14 Columbus Avenue        | Colonial | 4      | 1.1   | 15  | \$699,000        | \$699,000  | \$955,000   | 136.62% | \$545,400             | 1.75  |
| 19    | 6 Mendl Terrace           | Colonial | 3      | 2.1   | 13  | \$849,000        | \$849,000  | \$999,999   | 117.79% | \$778,700             | 1.28  |
| 20    | 19 Stanford Place         | Colonial | 4      | 3.0   | 14  | \$845,000        | \$845,000  | \$1,035,000 | 122.49% | \$608,700             | 1.70  |

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|-------|------------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 21    | 99 Essex Avenue        | Colonial | 4      | 2.0   | 14  | \$729,000        | \$729,000   | \$1,104,000 | 151.44% | \$634,100        | 1.74  |
| 22    | 25 Harvard Street      | Colonial | 4      | 3.1   | 15  | \$729,000        | \$729,000   | \$1,110,000 | 152.26% | \$618,800        | 1.79  |
| 23    | 31 Essex Avenue        | Colonial | 5      | 2.2   | 16  | \$749,000        | \$749,000   | \$1,125,000 | 150.20% | \$655,100        | 1.72  |
| 24    | 31 Brunswick Road      | Colonial | 6      | 2.0   | 14  | \$749,000        | \$749,000   | \$1,176,000 | 157.01% | \$613,000        | 1.92  |
| 25    | 315 Highland Avenue    | Colonial | 5      | 3.1   | 34  | \$999,000        | \$999,000   | \$1,200,000 | 120.12% | \$769,700        | 1.56  |
| 26    | 14 Woodmont Road       | Colonial | 4      | 4.0   | 13  | \$839,000        | \$839,000   | \$1,200,000 | 143.03% | \$734,500        | 1.63  |
| 27    | 46 Ardsley Road        | Colonial | 4      | 3.2   | 17  | \$829,000        | \$829,000   | \$1,250,000 | 150.78% | \$713,900        | 1.75  |
| 28    | 401 N Fullerton Avenue | Colonial | 4      | 2.1   | 10  | \$849,000        | \$849,000   | \$1,315,000 | 154.89% | \$697,600        | 1.89  |
| 29    | 141 Clarewill Avenue   | Colonial | 5      | 3.2   | 9   | \$928,000        | \$1,100,000 | \$1,320,000 | 120.00% | \$826,300        | 1.60  |
| 30    | 119 Christopher Street | Tudor    | 5      | 3.2   | 10  | \$999,000        | \$999,000   | \$1,351,000 | 135.24% | \$774,500        | 1.74  |
| 31    | 17 Lasalle Road        | Tudor    | 3      | 2.1   | 17  | \$859,000        | \$859,000   | \$1,375,000 | 160.07% | \$699,400        | 1.97  |
| 32    | 4 Marquette Road       | Colonial | 5      | 3.1   | 42  | \$1,249,000      | \$1,249,000 | \$1,400,000 | 112.09% | \$834,300        | 1.68  |
| 33    | 59 Plymouth Street     | Tudor    | 7      | 3.1   | 58  | \$1,499,000      | \$1,450,000 | \$1,425,000 | 98.28%  | \$995,700        | 1.43  |
| 34    | 190 Park Street        | Colonial | 5      | 2.1   | 13  | \$1,150,000      | \$1,150,000 | \$1,485,000 | 129.13% | \$828,200        | 1.79  |
| 35    | 4 Mount Vernon Road    | Colonial | 4      | 3.1   | 9   | \$1,200,000      | \$1,200,000 | \$1,500,000 | 125.00% | \$746,900        | 2.01  |
| 36    | 22 Duryea Road         | Colonial | 5      | 3.1   | 10  | \$1,099,000      | \$1,099,000 | \$1,650,000 | 150.14% | \$807,800        | 2.04  |
| 37    | 112 Eagle Rock Way     | Colonial | 4      | 3.1   | 9   | \$1,249,000      | \$1,249,000 | \$1,655,000 | 132.51% | \$1,022,800      | 1.62  |
| 38    | 199 Christopher Street | Colonial | 5      | 3.2   | 18  | \$1,399,000      | \$1,199,000 | \$1,725,000 | 143.87% | \$986,600        | 1.75  |
| 39    | 175 Fernwood Avenue    | Colonial | 6      | 3.2   | 10  | \$1,185,000      | \$1,185,000 | \$1,750,000 | 147.68% | \$1,031,200      | 1.70  |
| 40    | 143 Gates Avenue       | Tudor    | 6      | 4.2   | 16  | \$1,599,000      | \$1,599,000 | \$1,850,000 | 115.70% | \$941,000        | 1.97  |

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|---------|---------------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 41      | 197 Highland Avenue       | Contemp, | 4      | 2.0   | 8   | \$1,300,000      | \$1,300,000 | \$1,870,000 | 143.85% | \$761,500        | 2.46  |
| 42      | 283 Upper Mountain Avenue | Colonial | 6      | 5.2   | 23  | \$1,499,000      | \$1,499,000 | \$1,900,000 | 126.75% | \$1,260,200      | 1.51  |
| 43      | 256 S Mountain Avenue     | Colonial | 6      | 4.2   | 16  | \$1,695,000      | \$1,695,000 | \$1,950,000 | 115.04% | \$1,228,700      | 1.59  |
| 44      | 14 Madison Avenue         | Colonial | 5      | 3.1   | 15  | \$1,249,999      | \$1,249,999 | \$1,975,000 | 158.00% | \$1,348,400      | 1.46  |
| 45      | 30 Clinton Avenue         | Victrian | 7      | 3.2   | 18  | \$1,399,000      | \$1,399,000 | \$2,000,000 | 142.96% | \$1,121,100      | 1.78  |
| 46      | 36 Afterglow Way          | Meditter | 8      | 4.1   | 15  | \$1,990,000      | \$1,990,000 | \$2,050,000 | 103.02% | \$1,525,200      | 1.34  |
| 47      | 177 Midland Avenue        | Colonial | 6      | 4.1   | 1   | \$1,699,000      | \$1,699,000 | \$2,150,000 | 126.55% | \$1,428,000      | 1.51  |
| 48      | 125 Lloyd Road            | Contemp  | 5      | 5.2   | 232 | \$2,449,000      | \$2,449,000 | \$2,200,000 | 89.83%  | \$2,080,700      | 1.06  |
| 49      | 16 Greenview Way          | Colonial | 5      | 4.1   | 15  | \$1,550,000      | \$1,550,000 | \$2,215,000 | 142.90% | \$1,051,300      | 2.11  |
| 50      | 95 Upper Mountain Avenue  | Colonial | 7      | 4.1   | 69  | \$2,275,000      | \$2,275,000 | \$2,242,000 | 98.55%  | \$1,697,000      | 1.32  |
| 51      | 586 Park Street           | Tudor    | 6      | 6.1   | 11  | \$2,249,000      | \$2,249,000 | \$2,250,000 | 100.04% | \$1,615,800      | 1.39  |
| 52      | 515 Grove Street          | Custom   | 6      | 5.1   | 62  | \$2,500,000      | \$2,325,000 | \$2,300,000 | 98.92%  |                  |       |
| 53      | 33 Prospect Avenue        | Tudor    | 7      | 6.4   | 14  | \$2,200,000      | \$2,200,000 | \$2,300,000 | 104.55% | \$2,086,100      | 1.10  |
| AVERAGE |                           |          |        |       | 23  | \$1,056,847      | \$1,051,149 | \$1,291,774 | 125.20% |                  | 1.62  |

### *"Active"* Listings in Montclair

Number of Units: 28  
Average List Price: \$944,557  
Average Days on Market: 50

### *"Under Contract"* Listings in Montclair

Number of Units: 73  
Average List Price: \$957,999  
Average Days on Market: 28

# Montclair 2022 Year to Date Market Trends

| YTD             | January   | February  | March     | April       | May         | June        | July        | August | September | October | November | December | YTD AVG     |
|-----------------|-----------|-----------|-----------|-------------|-------------|-------------|-------------|--------|-----------|---------|----------|----------|-------------|
| Days on Market  | 41        | 37        | 21        | 16          | 19          | 24          | 23          |        |           |         |          |          | 24          |
| List Price      | \$755,633 | \$679,900 | \$722,458 | \$884,338   | \$827,921   | \$947,872   | \$1,051,149 |        |           |         |          |          | \$886,032   |
| Sales Price     | \$878,423 | \$836,727 | \$926,519 | \$1,170,813 | \$1,063,981 | \$1,266,100 | \$1,291,774 |        |           |         |          |          | \$1,128,199 |
| SP:LP%          | 113.05%   | 119.25%   | 125.16%   | 131.26%     | 126.12%     | 135.58%     | 125.20%     |        |           |         |          |          | 126.83%     |
| SP to AV        | 1.37      | 1.48      | 1.62      | 1.73        | 1.67        | 1.78        | 1.62        |        |           |         |          |          | 1.65        |
| # Units Sold    | 18        | 11        | 26        | 26          | 43          | 43          | 53          |        |           |         |          |          | 220         |
| 3 Mo Rate of Ab | 0.78      | 1.52      | 2.43      | 1.60        | 1.26        | 1.24        | 0.84        |        |           |         |          |          | 1.38        |
| Active Listings | 22        | 36        | 45        | 38          | 45          | 44          | 28          |        |           |         |          |          | 37          |
| Under Contracts | 28        | 41        | 62        | 87          | 83          | 81          | 73          |        |           |         |          |          | 65          |

## Flashback! YTD 2021 vs YTD 2022

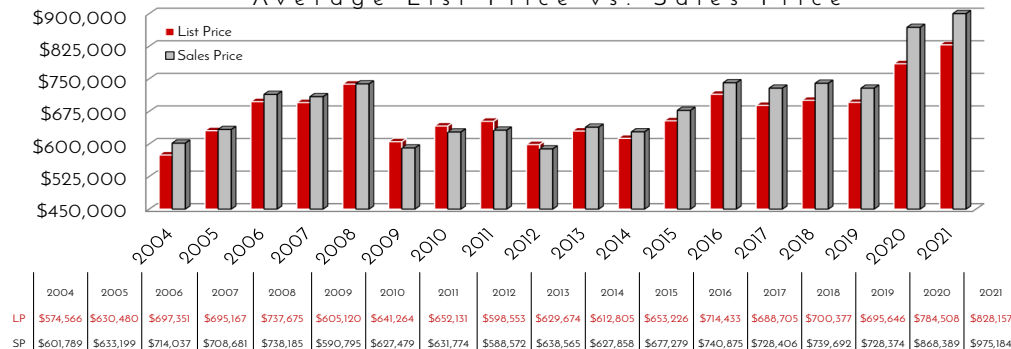
| YTD         | 2021      | 2022        | % Change |
|-------------|-----------|-------------|----------|
| DOM         | 23        | 24          | 2.01%    |
| Sales Price | \$967,439 | \$1,128,199 | 16.62%   |
| LP:SP       | 117.23%   | 126.83%     | 8.19%    |
| SP:AV       | 1.40      | 1.65        | 18.12%   |



| YTD             | 2021 | 2022 | % Change |
|-----------------|------|------|----------|
| # Units Sold    | 273  | 220  | -19.41%  |
| Rate of Ab 3 Mo | 0.90 | 0.84 | -6.67%   |
| Actives         | 47   | 28   | -40.43%  |
| Under Contracts | 100  | 73   | -27.00%  |

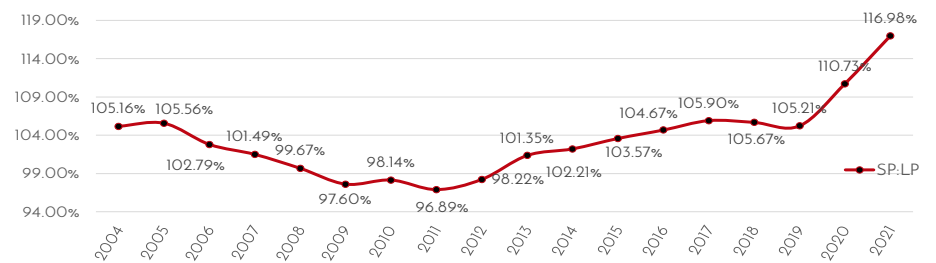
## Montclair Yearly Market Trends

Average List Price vs. Sales Price

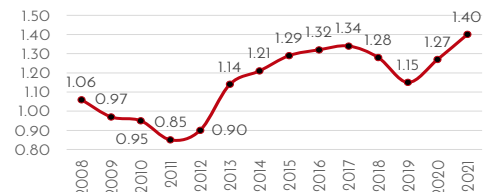


## Montclair Yearly Market Trends

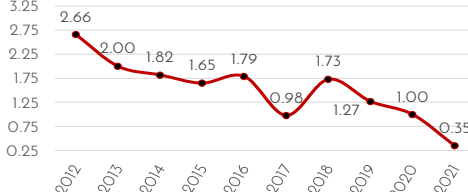
Sales Price to List Price Ratios



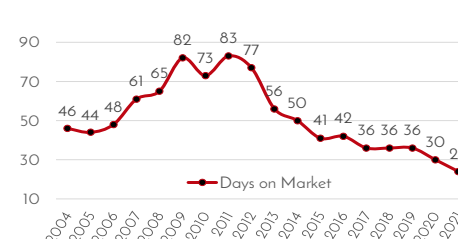
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

