



# Montclair

## July 2023 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assess-ment	SP:AV
1	10 Crestmont Road 1L	HighRise	1	1.0	17	\$185,000	\$185,000	\$195,000	105.41%		
2	44 Union Street U10	OneFloor	1	1.0	15	\$275,000	\$275,000	\$295,044	107.29%	\$161,900	1.82
3	16 Forest Street U102	HighRise	2	1.0	11	\$329,000	\$329,000	\$360,000	109.42%	\$207,200	1.74
4	530 Valley Road U3F	OneFloor	2	2.0	15	\$415,000	\$415,000	\$415,000	100.00%	\$344,300	1.21
5	41 Montague Place U2	OneFloor	3	1.0	14	\$399,000	\$399,000	\$500,000	125.31%	\$291,300	1.72
6	7 Gardiner Place	FixrUppr	3	1.1	23	\$479,000	\$479,000	\$610,000	127.35%	\$396,300	1.54
7	28 Enfield Avenue	Colonial	3	1.0	34	\$635,000	\$635,000	\$620,000	97.64%	\$342,400	1.81
8	88 1/2 Elm Street	Colonial	3	1.1	12	\$599,000	\$599,000	\$725,000	121.04%	\$310,000	2.34
9	435 Up Mountain Avenue	Colonial	3	2.0	14	\$619,000	\$619,000	\$750,000	121.16%	\$435,600	1.72
10	35 Draper Terrace	Colonial	5	2.2	24	\$799,000	\$799,000	\$910,000	113.89%	\$556,000	1.64
11	25 Cloverhill Place	Colonial	4	3.1	43	\$949,000	\$799,000	\$950,000	118.90%		
12	55 Watchung Avenue	Colonial	4	2.1	45	\$849,000	\$849,000	\$960,000	113.07%	\$576,000	1.67
13	8 S Mountain Avenue UE	TwndEndUn	3	3.1	14	\$799,000	\$799,000	\$999,999	125.16%	\$576,500	1.73
14	300 Grove Street	Colonial	5	3.2	30	\$1,050,000	\$950,000	\$1,030,000	108.42%	\$538,600	1.91
15	4 Elizabeth Road	Colonial	5	3.1	9	\$799,000	\$799,000	\$1,038,000	129.91%	\$663,800	1.56
16	325 Grove Street	Colonial	4	1.1	19	\$899,000	\$899,000	\$1,087,000	120.91%	\$533,600	2.04
17	199 Christopher Street	Colonial	5	3.2	98	\$1,300,000	\$1,250,000	\$1,125,000	90.00%	\$986,600	1.14
18	94 South Fullerton Avenue	Colonial	4	2.1	13	\$799,000	\$799,000	\$1,125,000	140.80%	\$656,600	1.71
19	22 Brunswick Road	Victrian	5	2.1	9	\$799,000	\$799,000	\$1,130,000	141.43%	\$709,200	1.59
20	54 Elm Street	Colonial	5	3.1	5	\$960,000	\$960,000	\$1,150,000	119.79%	\$517,500	2.22
21	12 Wellesley Road	Colonial	5	2.1	11	\$869,000	\$869,000	\$1,176,000	135.33%	\$699,800	1.68
22	70 Alexander Avenue	Colonial	3	3.1	9	\$759,000	\$759,000	\$1,220,000	160.74%	\$584,700	2.09
23	15 Chester Road	Colonial	4	4.1	18	\$989,000	\$989,000	\$1,361,000	137.61%	\$676,700	2.01
24	7 Fairmount Avenue	Tudor	4	3.1	30	\$1,250,000	\$1,250,000	\$1,400,000	112.00%		
25	47 Oakwood Avenue	Victrian	5	1.1	9	\$979,000	\$979,000	\$1,462,000	149.34%	\$765,600	1.91

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26	10 Marston	Colonial	5	4.1	17	\$1,025,000	\$1,025,000	\$1,480,000	144.39%		
27	56 Woodmont Road	Custom	4	3.0	14	\$1,229,000	\$1,229,000	\$1,510,000	122.86%	\$729,800	2.07
28	331 Grove Street	Colonial	5	2.0	10	\$879,000	\$879,000	\$1,557,000	177.13%	\$745,300	2.09
29	198 Alexander Avenue	Colonial	5	3.2	20	\$1,450,000	\$1,450,000	\$1,560,000	107.59%	\$1,180,900	1.32
30	17 Elston Road	Victrian	5	2.2	6	\$1,199,000	\$1,199,000	\$1,600,000	133.44%	\$818,700	1.95
31	111 Westview Road	Colonial	5	3.1	11	\$1,079,000	\$1,079,000	\$1,600,000	148.29%	\$738,900	2.17
32	415 Up Mountain Avenue	Ranch	3	3.1	9	\$1,189,900	\$1,189,900	\$1,610,000	135.31%		
33	144 Gordonhurst Avenue	Colonial	6	2.1	9	\$1,079,000	\$1,079,000	\$1,625,000	150.60%	\$816,100	1.99
34	142 Lorraine Avenue	Victrian	7	3.1	33	\$1,699,000	\$1,699,000	\$1,630,000	95.94%	\$1,128,100	1.44
35	22 The Fairway	Colonial	6	3.2	15	\$1,299,000	\$1,299,000	\$2,000,022	153.97%	\$1,086,300	1.84
36	27 Fairfield Street	Victrian	6	4.1	10	\$1,450,000	\$1,450,000	\$2,275,000	156.90%	\$849,600	2.68
37	344 Highland Avenue	Tudor	5	3.1	1	\$2,500,000	\$2,500,000	\$2,500,000	100.00%	\$1,206,000	2.07
38	333 Park Street	Meditter	8	7.4	29	\$2,899,000	\$2,899,000	\$2,520,000	86.93%	\$2,257,800	1.12
39	60 Bradford Avenue	Contemp	5	3.0	15	\$1,675,000	\$1,675,000	\$2,544,500	151.91%	\$949,900	2.68
40	205 Highland Avenue	Custom	5	3.1	37	\$2,950,000	\$2,950,000	\$3,057,000	103.63%		
AVERAGE					19	\$1,059,623	\$1,052,123	\$1,291,564	125.02%		1.83

### *Active* Listings in Montclair

Number of Units: 16  
 Average List Price: \$1,158,050  
 Average Days on Market: 52

### *Under Contract* Listings in Montclair

Number of Units: 34  
 Average List Price: \$993,676  
 Average Days on Market: 27

# Montclair 2023 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	25	32	38	18	17	26	19						24
List Price	\$675,245	\$769,218	\$719,200	\$878,227	\$1,221,533	\$1,441,470	\$1,052,123						\$1,046,307
Sales Price	\$771,832	\$843,591	\$860,635	\$1,043,914	\$1,585,075	\$1,659,699	\$1,291,564						\$1,249,281
SP:LP%	113.85%	108.80%	118.01%	116.72%	133.32%	121.93%	125.02%						120.94%
SP to AV	1.52	1.43	1.54	1.71	1.96	1.81	1.83						1.73
# Units Sold	11	22	15	26	24	38	40						176
3 Mo Rate of Ab	1.02	1.18	1.84	1.60	1.45	0.88	0.61						1.23
Active Listings	22	28	23	29	35	19	16						25
Under Contracts	30	33	50	58	60	67	34						47

## Flashback! YTD 2022 vs YTD 2023

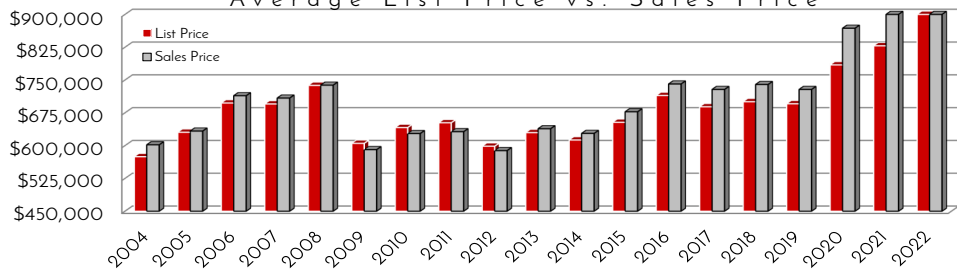
YTD	2022	2023	% Change
DOM	23.5	23.7	0.68%
Sales Price	\$1,128,199	\$1,249,281	10.73%
LP:SP	126.83%	120.94%	-4.65%
SP:AV	1.65	1.73	5.06%



YTD	2022	2023	% Change
# Units Sold	220	176	-20.00%
Rate of Ab 3 Mo	1.38	1.23	-11.27%
Actives	37	25	-33.33%
Under Contracts	65	47	-27.03%

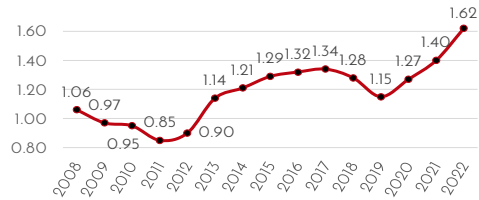
## Montclair Yearly Market Trends

Average List Price vs. Sales Price

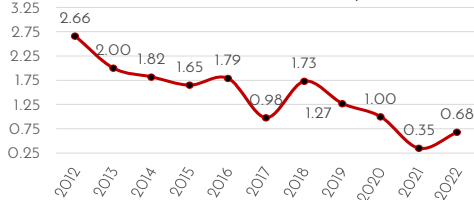


Year	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
LP	\$574,566	\$630,480	\$697,351	\$695,167	\$737,675	\$605,120	\$641,264	\$652,131	\$598,553	\$629,674	\$612,805	\$653,226	\$714,433	\$688,705	\$700,377	\$695,646	\$784,508	\$828,157	\$901,266
SP	\$601,789	\$633,199	\$714,037	\$708,681	\$738,185	\$590,795	\$627,479	\$631,774	\$588,572	\$638,565	\$627,858	\$677,279	\$740,875	\$728,406	\$739,692	\$728,374	\$868,389	\$975,184	\$1,106,164

Sales Price to Assessed Value Ratio

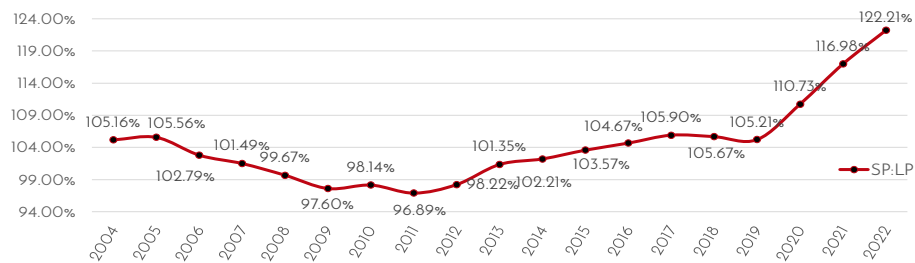


12 Month Rate of Absorption

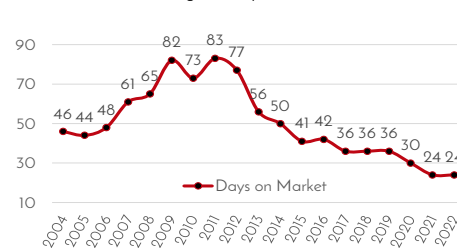


## Montclair Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

